



Money When You Need It



Innovative consumer lender

Established:

Namibia in 2016

*Licensed and regulated by the Namibia Financial Institutions
Supervisory Authority (NAMFISA)*

Three main products:

- Short-term pay cycle loans
- Instalment loans to government employees
- Instalment loans to non-government employees



Robust processes

Reliable client identification through branch network

Detailed loan review process, including income verification

Direct debit from bank accounts and deduction at source before salaries ensures low credit risk





Branches and sales network

Existing 7 branches placed in main cities of Namibia

New branches 2019:
11 in existing and new cities

Large direct sales agent network with around 125 employees & agents in Namibia

Sales agent network is expected to double in 2019

Financial Overview- Namibia

Issued more than 8.8m EUR in loans

Strong revenue growth supported by continuous investment in branch network and systems

Gross profit positive since 2018 January

in EUR	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2	2019 Q3
Interest and similar income	21 316	60 787	136 441	236 821	369 329	582,623	602,492
Loan Loss provisions	(5 599)	(24 393)	(37 866)	(86 613)	(170 773)	(170,090)	(90,374)
Interest expense	(4 897)	(7 883)	(12 682)	(16 403)	(24 713)	(35,117)	(93,203)
Gross profit	10 820	28 511	85 893	133 805	173 843	377,416	418,915
<i>Depreciation and amortization</i>	<i>(2 265)</i>	<i>(2 515)</i>	<i>(2 580)</i>	<i>(3 857)</i>	<i>(5 132)</i>	<i>(6,160)</i>	<i>(8,288)</i>
Expenses	(91 273)	(80 836)	(110 674)	(158 531)	(190 813)	(290,240)	(315,570)
Profit/(Loss) before Tax and Forex	(82 718)	(54 841)	(27 361)	(28 583)	(22 102)	81,016	95,057
Forex Gain/(Loss)	(4 308)	(58 791)	(32 600)	(17 895)	(1 186)	23,565	(36,855)
Reporting Net profit/(loss)	(87 026)	(113 632)	(59 961)	(46 478)	(23 288)	104,581	58,202

Financial Overview- Namibia

Cash – 0.7 mEUR

Net portfolio – 1.8 mEUR

Other assets – 0.3 mEUR

Equity and shareholder loans – 2.5 mEUR

Total assets – 2.8 mEUR

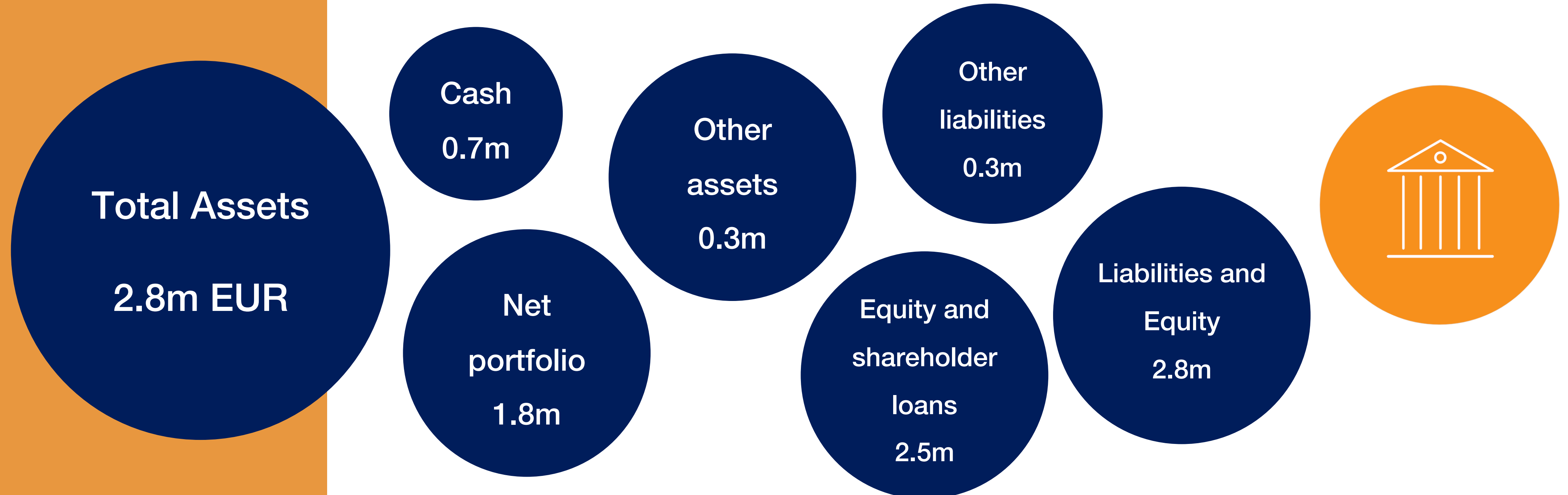
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Financial Overview- Namibia

Other liabilities – 0.3 mEUR

Liabilities and Equity – 2.8 mEUR

Strong credit metrics for main products due to strong underwriting criteria's, affordability checks and collection



Outlook for future

Further expansion of branch network by opening 11 new branches in 2019

Expansion of product base
(e.g. POS loans)

Profitable Growth

Monthly sales volume is expected to reach EUR 2.5 million by Dec 2019

Investments in brand recognition and focus on loyal customers

Gross loan portfolio will reach EUR 6.4 million by Dec 2019

Continued improvements of branch / process efficiency

Get in touch with us!



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