

An aerial photograph of a city, likely Skopje, at sunset. The sun is low on the horizon, casting a warm orange glow over the city and the surrounding mountains. The city is densely packed with buildings, and a large, ornate church with multiple domes is visible in the lower center. The mountains in the background are silhouetted against the bright sky.

MINTOS INVESTOR PRESENTATION 2019

Tigo.mk

MACEDONIAN MARKET OVERVIEW

FAST GROWING MARKET FOR INVESTMENTS:

- Population of 2 million people
- GDP growth in the last 5 years is between 1.8% - 3.8%*
- Consumer (household) debt constitutes 23.6% of nominal GDP in Dec 2018**
- EUR/MKD exchange rate is continuously stable
- EU Candidate country



Sources:

*State Statistical Office

**CEIC

TIGO FINANCE OVERVIEW

- Launched in December 2017
- Rapid growth ever since
- Operates online and via 16 branches in 11 cities
- Leading online short-term consumer lender in Macedonia
- Licensed and regulated by the Ministry of Finance



COMPANY'S PRODUCTS

SINGLE PAYMENT LOAN

Single payment loan with maturity of maximum 30 days and loan amount up to EUR 325 for new clients and up to EUR 1000 for repeat clients

INSTALLMENT LOAN

Loan with maturity up to 24 months. The loan amount is up to EUR 325 for new clients and EUR 1000 for repeat clients

CONDITIONS FOR ISSUANCE OF LOAN:



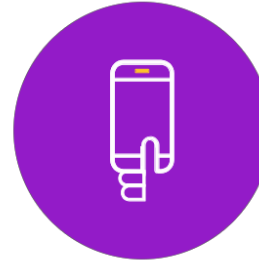
From 20 to 70 years



Resident of the Republic of Macedonia with a valid identity card or passport



E-mail address



Mobile phone



Disbursement to bank account or in cash at branches

STRATEGY

BUSINESS STRATEGY

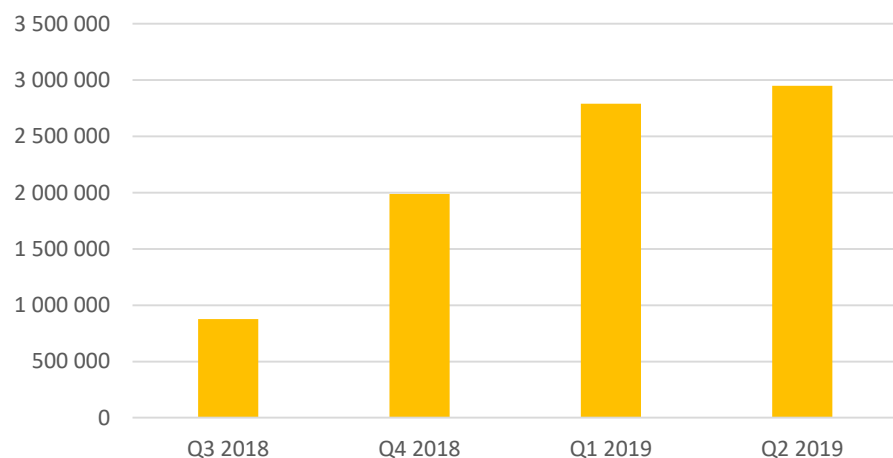
- Continue growth of portfolio and customer base
- Continue cooperation with partners
- Expansion plan – to have in operations 30 branches by the end of 2019



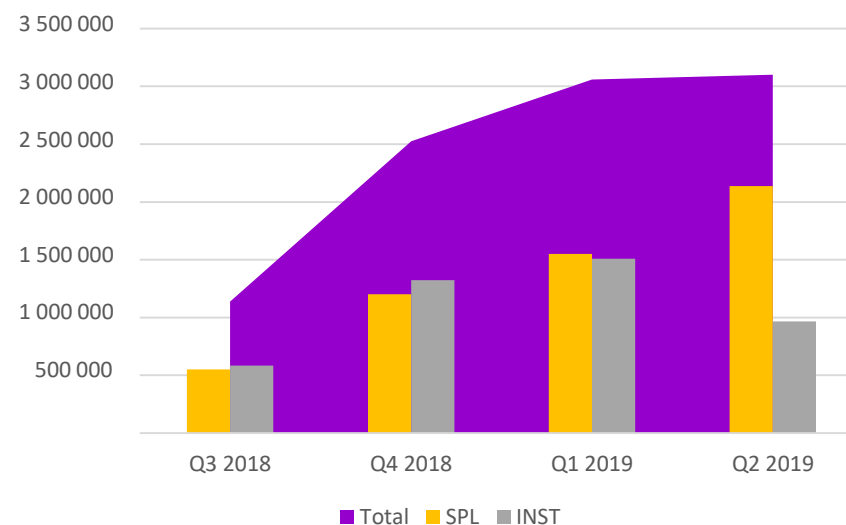
FINANCIALS

- Number of Active clients - 20 437
- 10,7 million EUR total originated loans as at 01.07.2019
- New/Repeated clients - 46%/54% and repeat client base growing
- First payment default below 10%

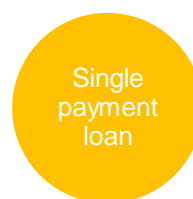
Net loan portfolio, EUR



Issued loans, EUR



Average loan amount



EUR 142



EUR 260

KEY FINANCIAL INDICATORS AS OF 30.06.2019

**TOTAL
ASSETS
€ 3 782 000**

LOANS AND
RECEIVABLES
€ 3 135 000

OTHER
ASSETS
€ 415 000

CASH AND CASH
EQUIVALENTS
€ 232 000

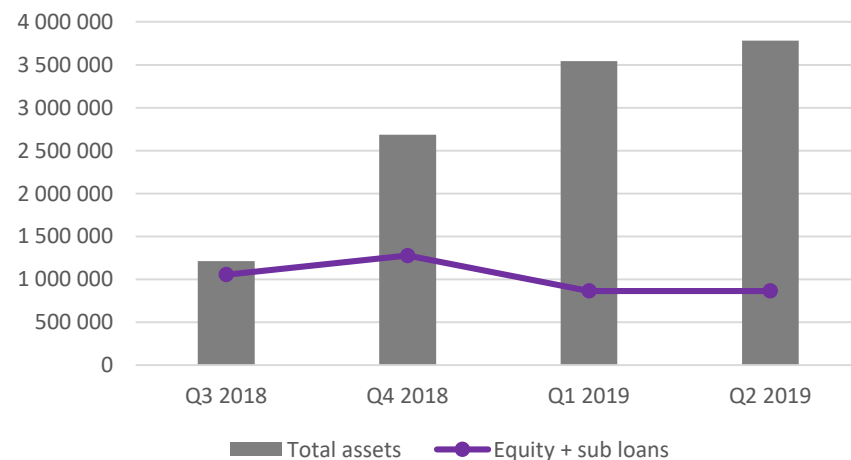
**LIABILITIES
AND EQUITY
€ 3 782 000**

EQUITY +
SUB LOANS
€ 866 000

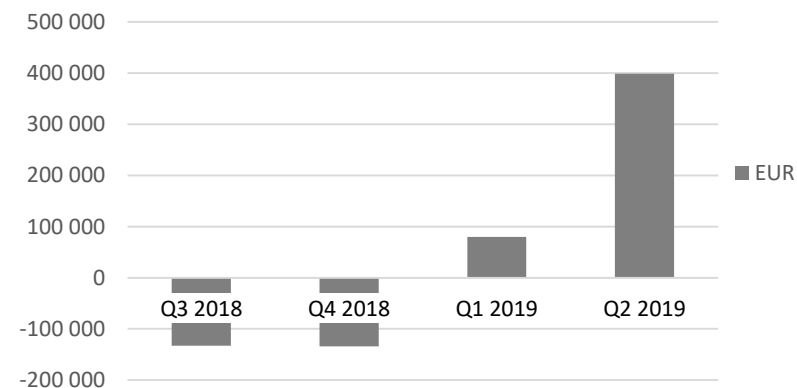
OTHER
LOANS
€ 2 400 000

OTHER
LIABILITIES
€ 516 000

ASSETS AND EQUITY



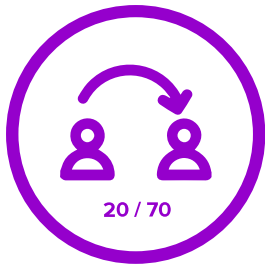
EBITDA



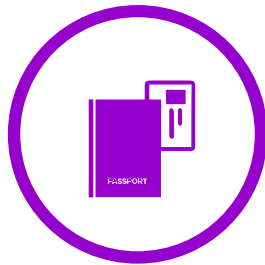
AUTOMATED SCORING PROCESS

The initial credit limit is determined through several stages. First of which, is being in the ages between 20 and 70 and having a citizenship (a valid ID) in the Republic of North Macedonia. Afterwards, it is necessary to cross check with our internal blacklist in order to minimize potential fraud cases early on. An email address and a phone number are also required for verification purposes. Having successfully passed these steps, the client's credit history is retrieved and reviewed by our internal scoring rules. Current rules are ensuring that there are no historic, as well as currently active debts associated with other financial institutions. Actively improving these rules is what helps ensuring the least amount of credit risk.

CONDITIONS FOR ISSUANCE OF LOANS



Between 20 and 70-years old



Valid ID or passport of the
Republic of North
Macedonia



Active e-mail address
and phone number



No bad precedents
in credit history

MANAGEMENT

**Education:**

Bachelor's degree in Business Administration at University American College,

Prior professional experience:

Operational admin at Marks and Spencer in Castle Donington, United Kingdom

Account Manager at FXLider, subsidiary of one of the most well-known

brokerage houses in UK, Fortrade Ltd. United Kingdom

Junior Business Analyst for Digital Finance international (Member of a Finstar Financial group)

Currently holds the position of President of the Association of NBFIs of North Macedonia – www.afd.mk,

Additionally holds the position of member of the management board and Vice-President of the Association of all financial organisations within Economic Chamber of Macedonia

*“Don't find customers for your products, find products for your customers”
/Seth Godin/*

Filip Dimitrovski CEO at TIGO Finance Macedonia

THANK YOU!

