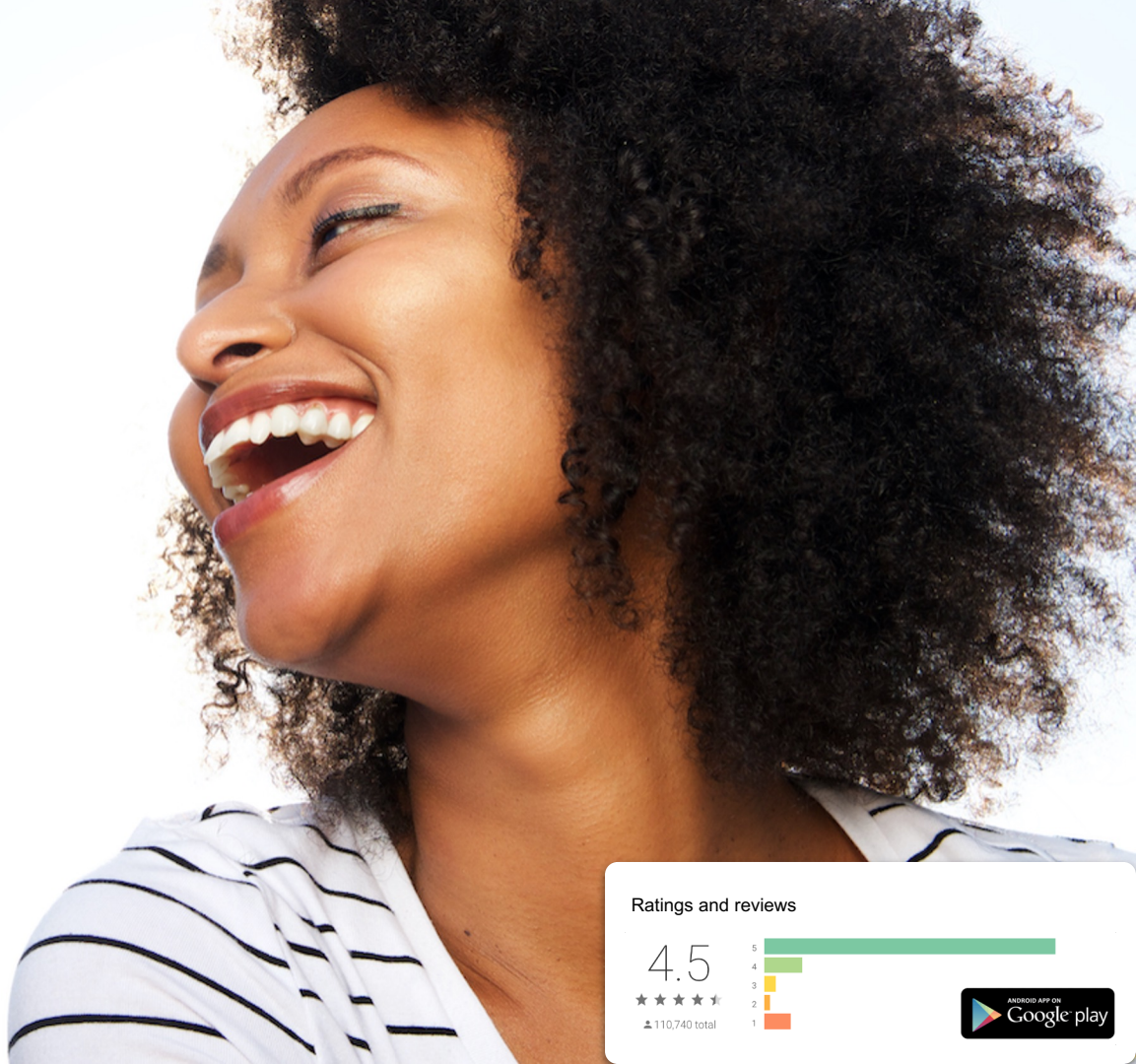
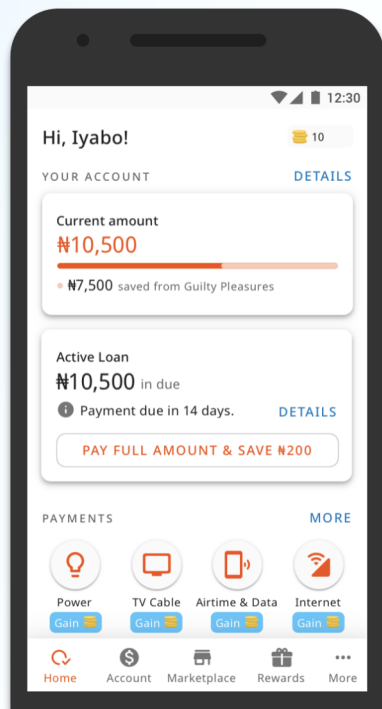




Financial Inclusion for African Micro-Entrepreneurs & Consumers



Ratings and reviews

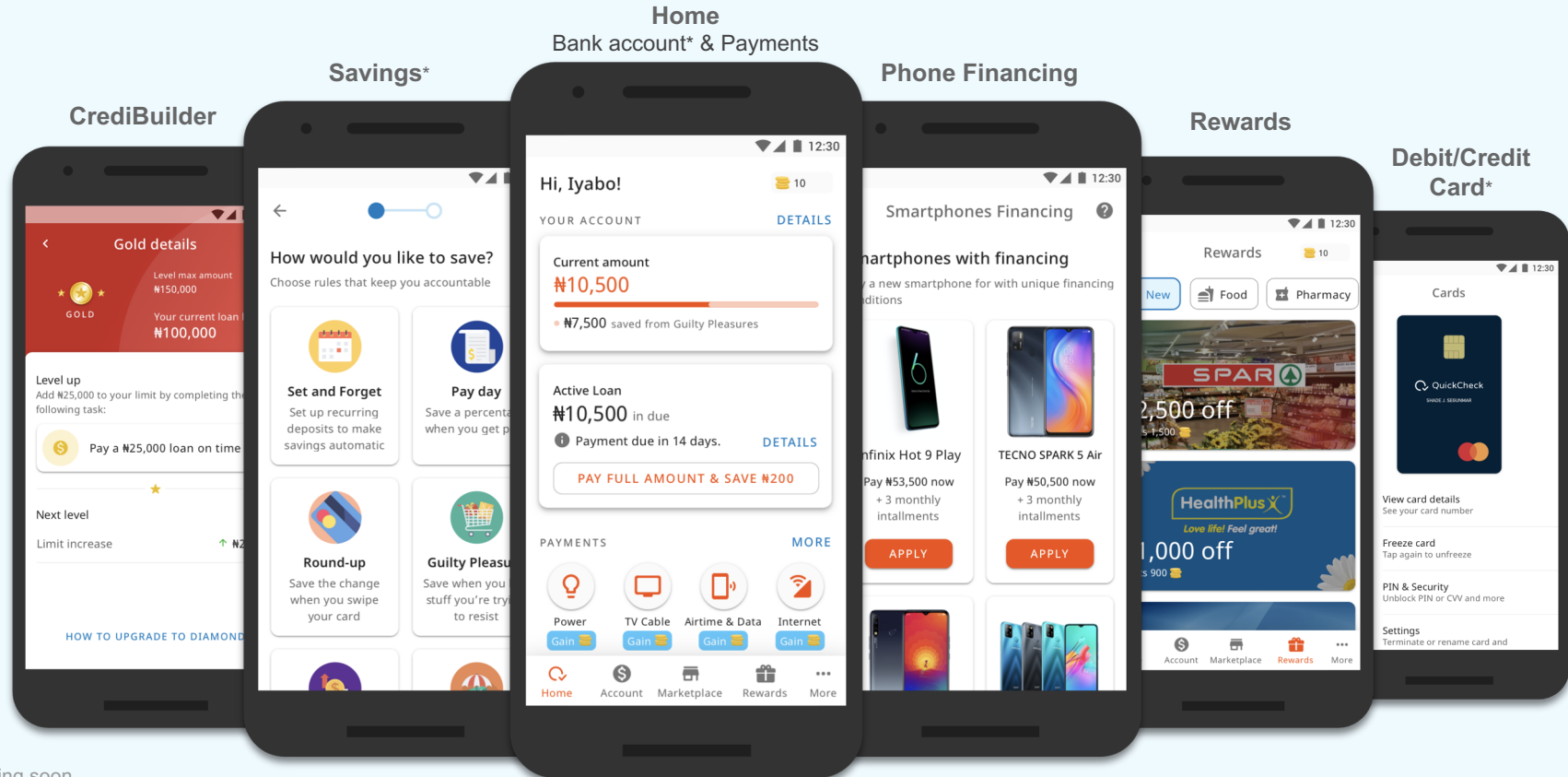
4.5

★★★★★

110,740 total



Our Vision: One-stop-platform for All Financial Needs...



* Coming soon

Product Strategy: Higher Frequency of User Engagement Leads to Adoption of High-Margin Features and Retention

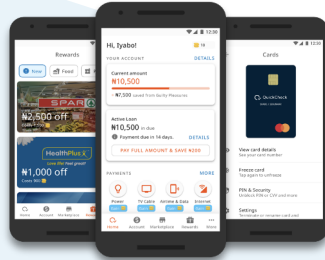


 **ENGAGE**

 **STORE VALUE**

 **MONETIZE**

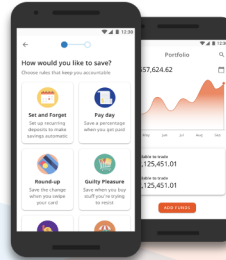
**Rewards, Payments
& Debit/Credit Card**



Benefits

High user activity
Engagement
Top of mind / Retention

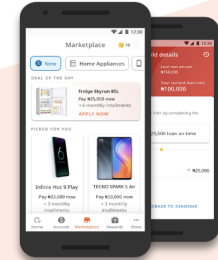
**Convenient
Savings & Investments**



Benefits

Reinvestment of capital collected
Stronger and lasting relationship
with customers

**Marketplace
& Credit Offers**



Benefits

Main
revenue-generating
features

High

In-app activity

Low

High

Margin

Low

...that Expands on our Digital Lending Core Expertise



1.1m

nr. loans disbursed

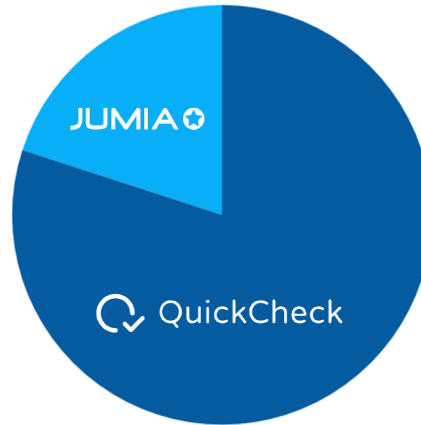
USD 50m

value loans disbursed

330K

unique customers

USD 3.3m Portfolio



3.3m

applications

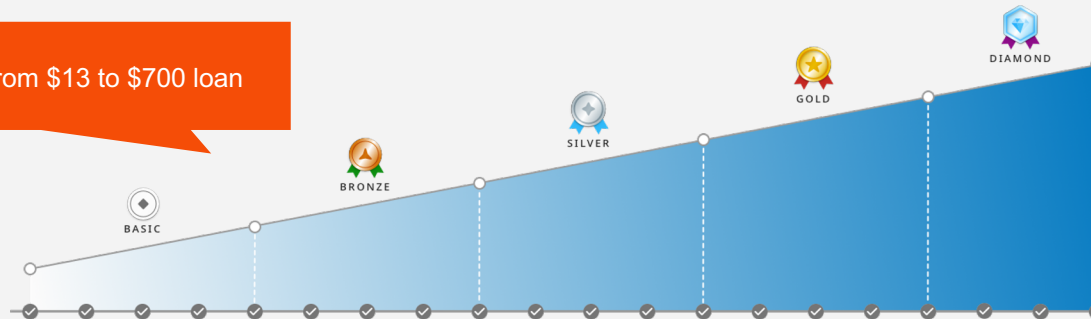
< 5 sec

to loan decision

< 2 min

to loan disbursed

Customers graduate from \$13 to \$700 loan



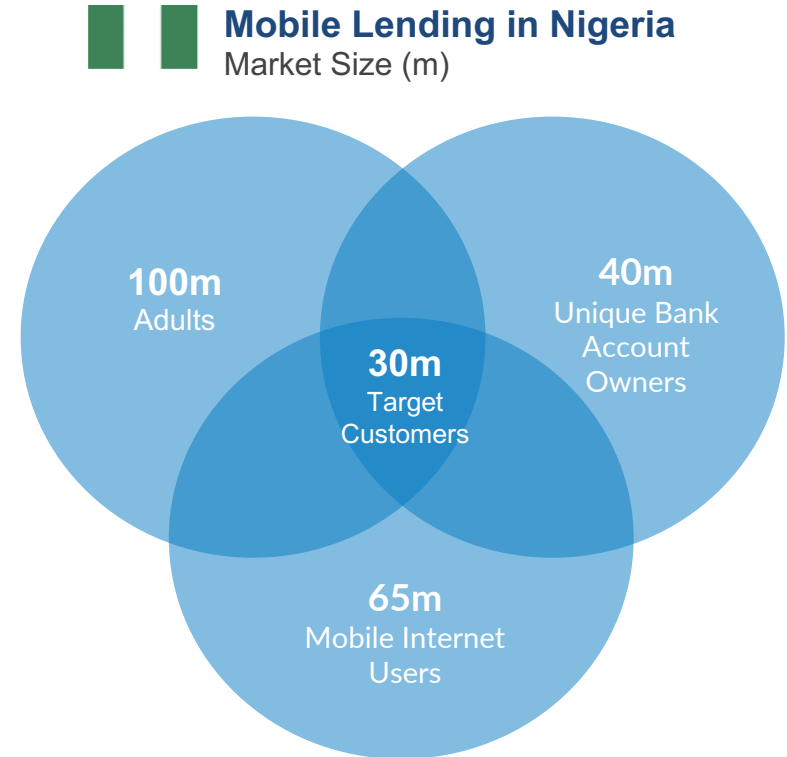
QuickCheck: 30m+ Nigerians As Immediate Target Market



Over **30m target customers** in our initial market, Nigeria, and this number is increasing quickly

Nigeria will be the **world's 5th most populous country in 2030**, and most likely the 3rd after India and China by 2050

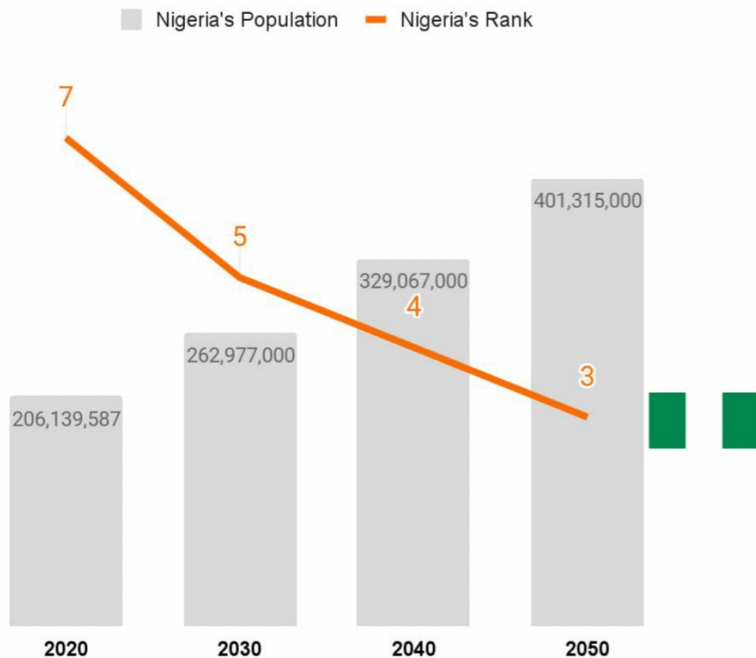
McKinsey estimates that the consumer finance industry in Nigeria is expected to grow rapidly - estimated to be worth **USD 1.4tn by 2030**



Demographic Opportunity and potential to scale



Fertility discrepancies will trigger profound demographic changes, making Nigeria even more unavoidable



Births Per Woman

1.7

2.2

1.6

2.3

3.4

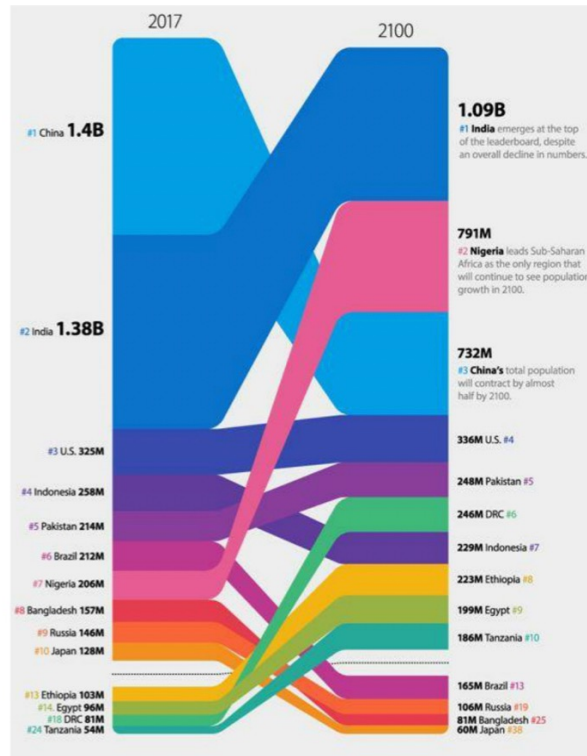
1.7

5.2

2.0

1.5

1.3

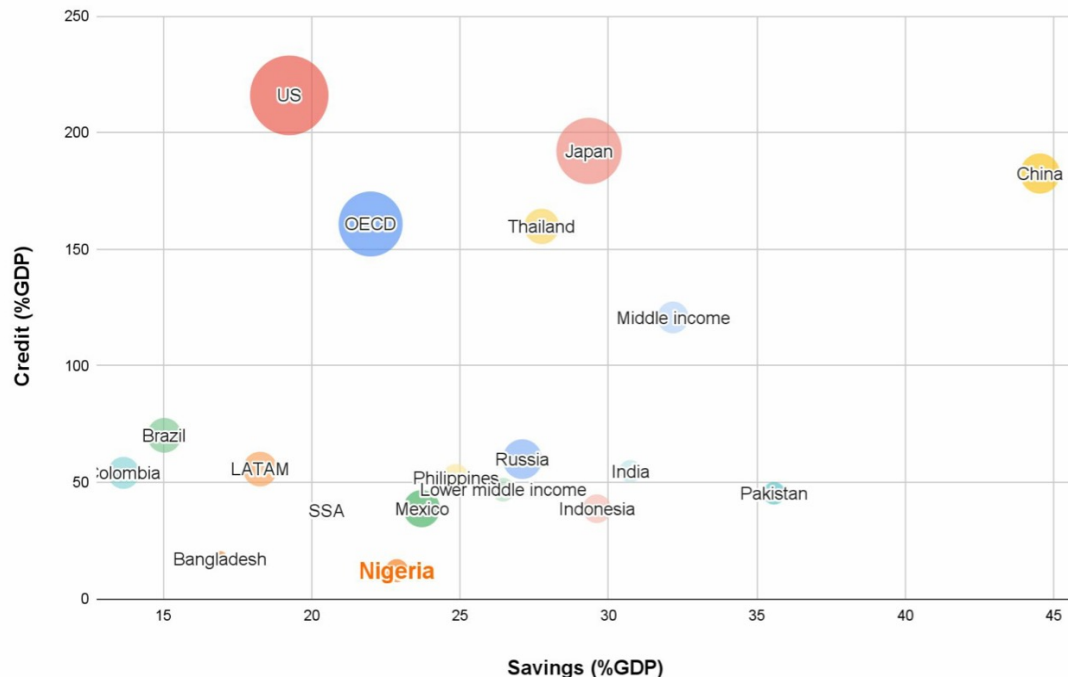


Nascent Financial Sector with Untapped Potential



Nigeria's banking sector is barely starting, with a relatively stronger penetration for savings (23%) than credit (12%).

Credit and Savings Penetration (% GDP)



Market Growth Drivers

- Basic financial inclusion (deposit and digital payments)
- Affordable smartphone
- Higher GDP per capita



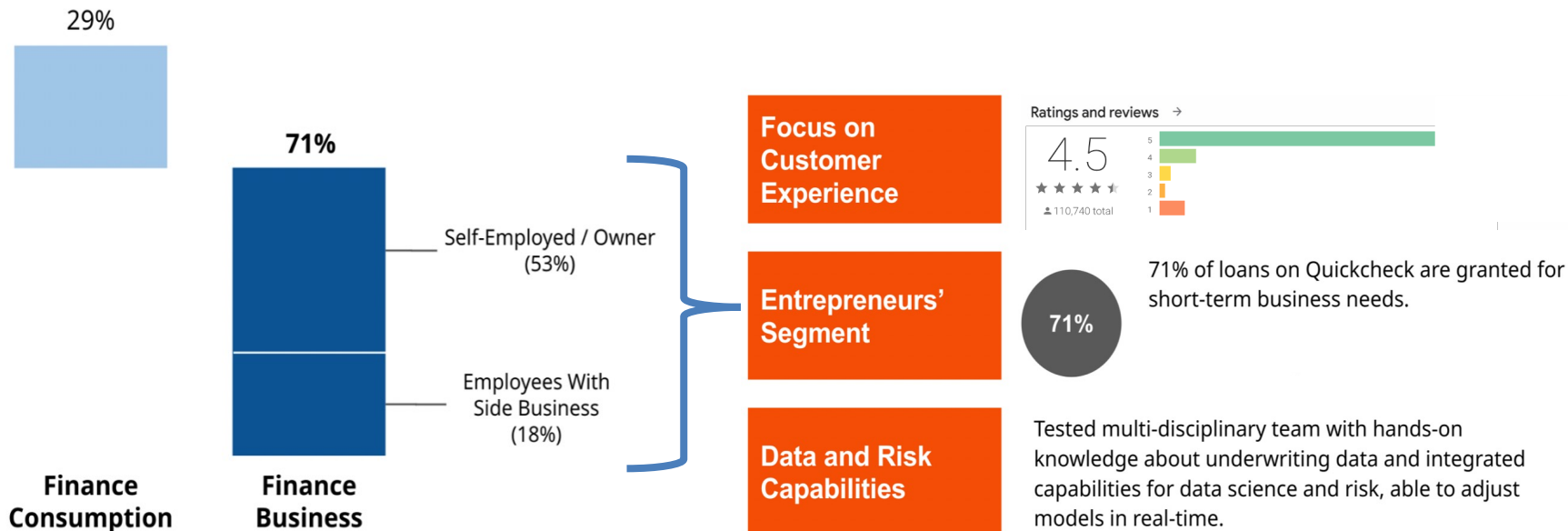
Entrepreneurs' favorite banking experience. Branchless. Responsible.

- **Entrepreneurs:** focused on productive credit and ancillary services that enables customer grow as opposed to consumption credit that eats away consumer purchasing power; most sustainable segment in the market but also harder nut to crack
- **Experience:** all banks ultimately offer the same products and services, customers join for a “hooking” value proposition and stay for your superior user experience and ultimately become promoters of your brand and attract more customers
- **Branchless:** cost-effective and scalable distribution for increased convenience and broader market-reach to serve much smaller customers profitably where traditional banks cannot operate as efficiently
- **Responsible:** accountable for our actions, from the way we handle our credit collection to the way we set our terms and conditions.

Strategy & Strength



Customers: 71% of QuickCheck Customers who got 3+ loans use QuickCheck funds to finance their micro/small businesses



We focus on value addition to micro-businesses...



We strive to make our customers' lives better by supporting their micro-business and bridging their financing gap



Solomon I. | Joined Jun. 28, 2017

"I used the money to bridge gaps in my business and when in need of quick cash for fees or other family related expenses."

Loan #36



Abraham K. | Joined Aug. 15, 2016

"I mostly use it to fund my businesses (mobile withdrawal and online car dealing). I just finished building and moving into our new family house. That project required constant cash flow because I had to pay the workers sometimes daily or weekly. I use the money sometimes to pay for adverts on Facebook and Instagram but mostly on Jiji. I am a verified seller there."

Loan #40



Rhoda J. | Joined Aug. 20, 2016

"I run a salon business and all the money I take is put into getting the tools and other things needed for the business. That's my number one reason for taking loans from QuickCheck."

Loan #28

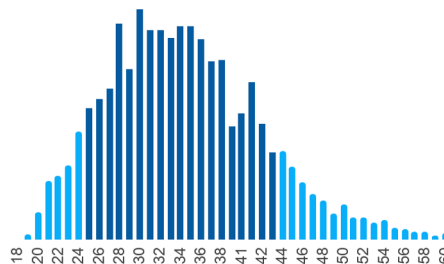


Rhoda J. | Joined Aug. 6, 2016

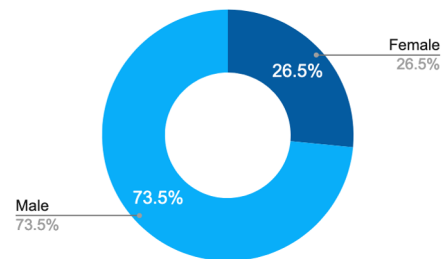
"My job requires that I move around a lot, so I always need money to travel. Sometimes when I exhaust my salary before the end of the month, which is often, the loan from QuickCheck comes in handy. Other times it could be a family emergency."

Loan #49

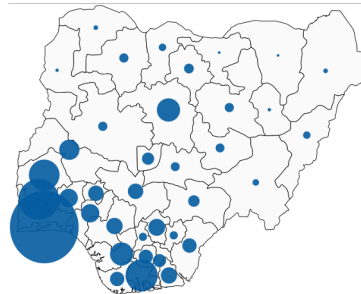
Age: 80% aged 25-43



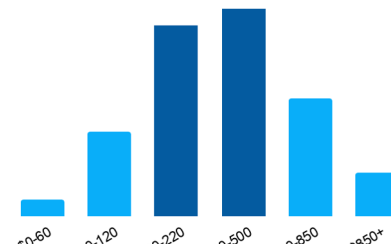
Gender: 26.5% are women



Geo: all 37 states



Income: 60% belong to middle class
(\$120 - \$500 / month)



Tech-Driven Risk Management



Our core technology is a proprietary algorithm that uses Big Data and Machine Learning to score clients automatically, which generated already **five academic papers**.

Our model scores clients based on smartphone data



Collect behavioral data points

Directly from smartphones asking for customers to use data from:

- SMS,
- geolocation,
- phone logs,
- social media,
- contacts,
- device storage

Use AI and machine learning to build risk profiles based on data

We calculate the repayment probability based on the input from data.

Our risk management leverages data science, fraud elimination and business intelligence

Data Science

- State-of-art machine learning models
- 1000+ data points available
- Alternative & traditional Credit Bureau data
- Fully automated decision making

Anti-Fraud System

- Early Warning System
- Automated KYC
- Integrations with global fraud detection experts
- ML based fraud detection

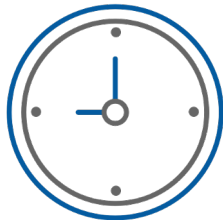
Business Intelligence

- Automated reporting
- Data-driven decision making
- A/B testing
- Fast iterations on test results

AI-Automated Collection Processes

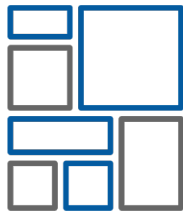


We provide a data-driven, consistent, adapting customer experience that improves the lives of consumers and communities



Optimize when to
reach out

If we call consumers in Lagos between 8 am and 10 am, repayments increase by 69% when compared to the afternoon



Which **channel** to
use

Some customers just need an SMS or an email to remind them that they are late.



Who is the agent that
contacts the user

If the agent that contacts the user comes of the same region the commitment to pay is higher



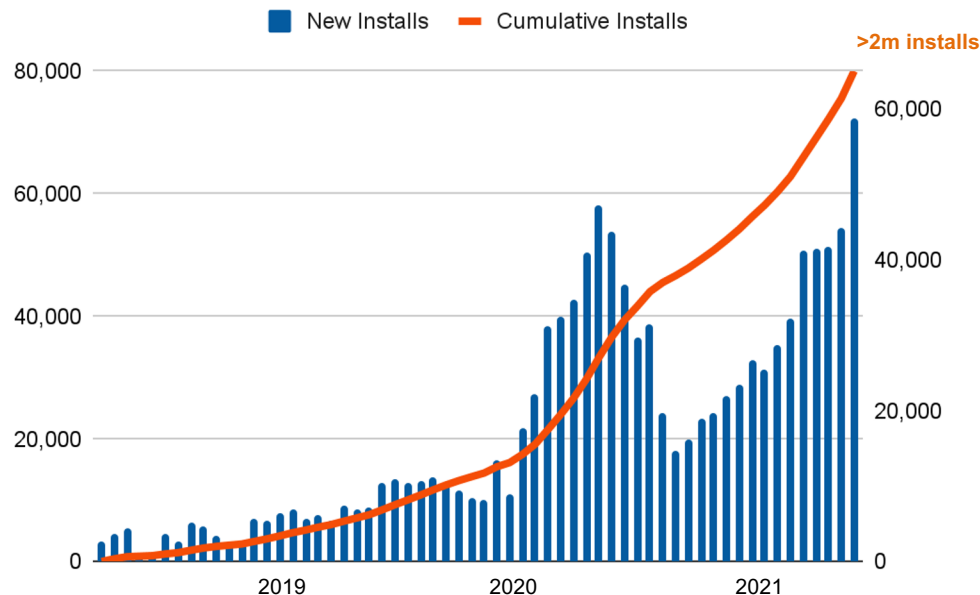
What **payment**
arrangements to **offer**

Sometime customers can't pay on due date because they don't have cash in the bank. Allowing them to commit to another payment plan improves repayments

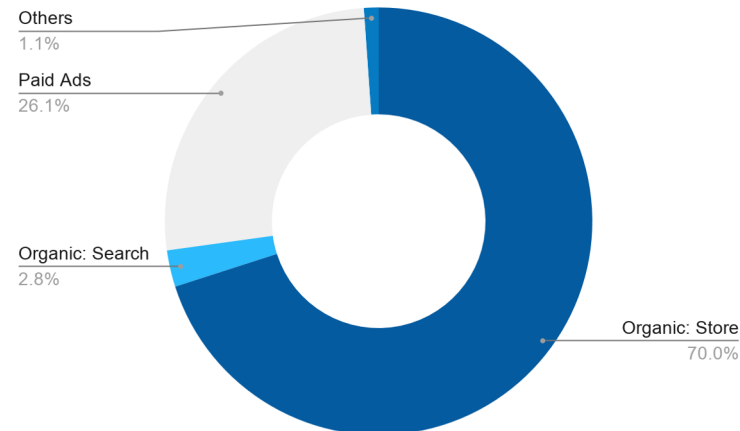
Cost-Efficient, Scalable and Profitable Unit Economics



>2m Unique Installs



2021-Q2'22: Over 70% Installs are Organic



CAC (Loan Granted): **USD 1.7**

LTV (Gross Margin¹): **USD 22.2**

LTV / CAC: **13x**

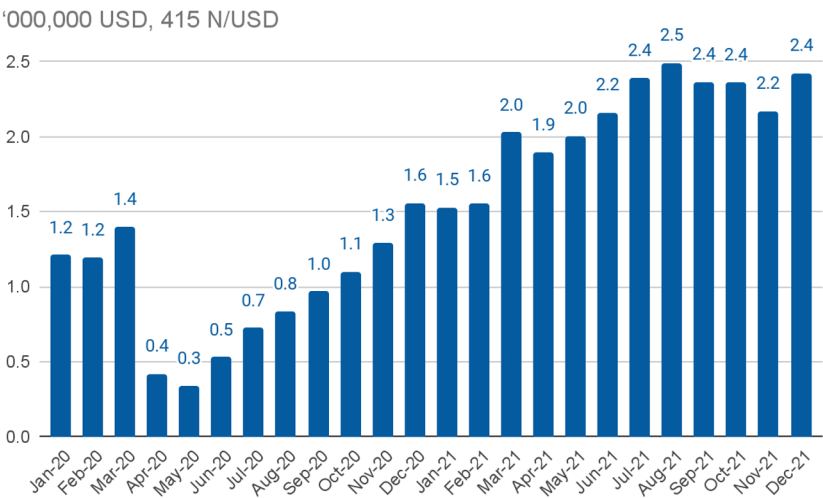
¹ Gross Margin includes interest income minus default and cost of capital

Key Performance Indicators



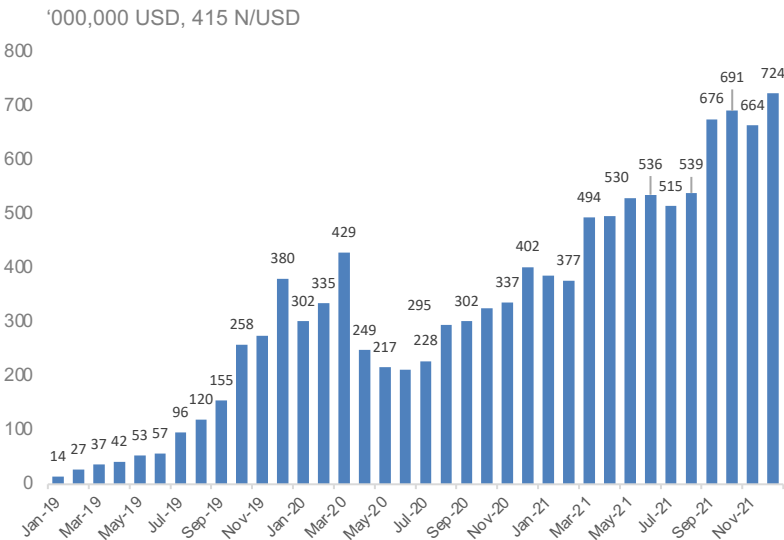
Loan Origination

\$2.4m loans originated per month



Annualised Revenue

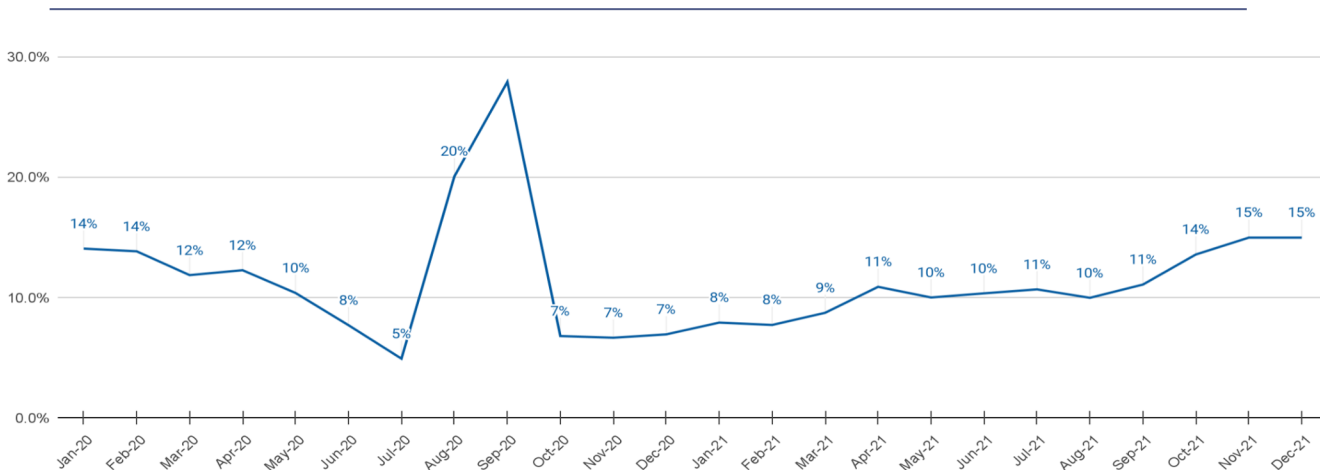
\$0.6m monthly revenue



Loans with Positive Outcomes and low Impairments



NPL Evolution



The performance of our loan book has been proven over several years.

NPL have remained at a very low level and our AI-based underwriting model ensures our capital recovery rate remains high.

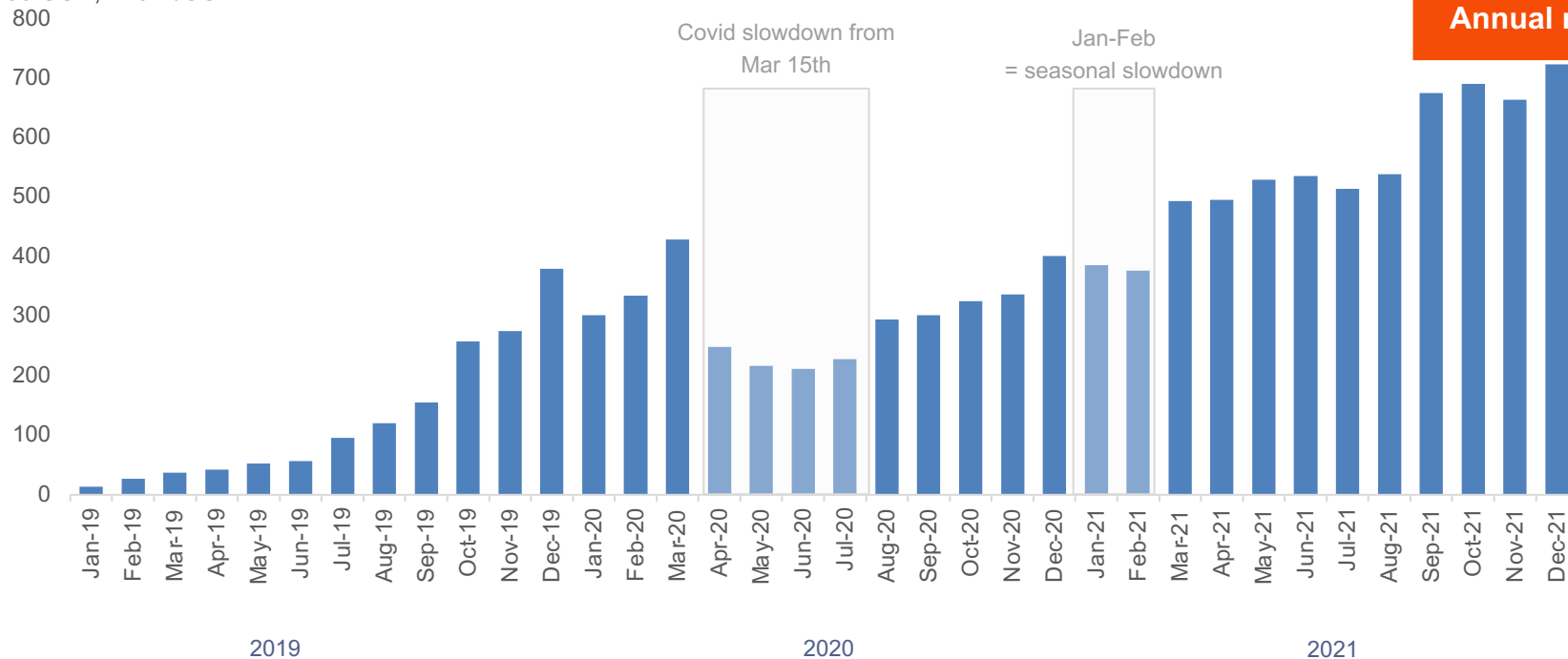
The impact of COVID-19 lockdown (Apr-21) was only felt during 2 months and our post-lockdown performance is better than benchmarks.



Strong Profitable Growth in Revenue

Monthly Revenues & PBT

'000 USD, 415 N/USD



82% Growth in Annual revenue

Revenues: **\$1.5m**
PBT: **\$30k**

Revenues: **\$3.6m**
PBT: **\$510k**

Revenues: **\$6.6m**
PBT: **\$81k**

The decline in FY'21 PAT is due to frontloading of OPEX cost in preparation for the Series A closing round in 2022. This was necessary to ensure adequate structure in place to execute strategic initiatives.

Team



Fabiano Di Tomaso,
CEO
MSc in Business Administration



Saulo Ruiz,
Head of Data Science
PhD in Data Science/Credit Scoring



Femi Adeniji,
Head of Collections
Master of Business and Administration



Luis Rodrigues,
Co-Founder & CTO
MSc in Artificial Intelligence



Gareth Kumin,
Head of Finance
MSc Finance



Babatunde Yusuf
Head of Operations
BSc Industrial Chemistry , MBA in view



Benjamin Benaim,
Co-Founder & Director
BSc in Management



Ebenezer Ekiko
Head of Treasury
B.Sc. In Economics



Ifeanyi Awa
Head of New Products
BSc Management



♀ 46 women

♂ 36 men

We closed our Series A Fund Raising Round



Investors



channel **VAS**

Past Investors

JUMIA 

 seedstars

Round Size
\$5.1m

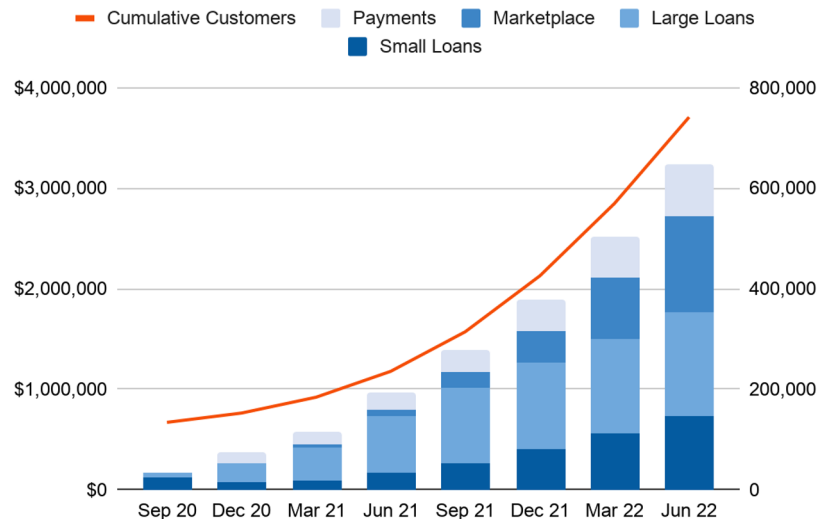
By June 2022



\$3.3m in Monthly Revenues

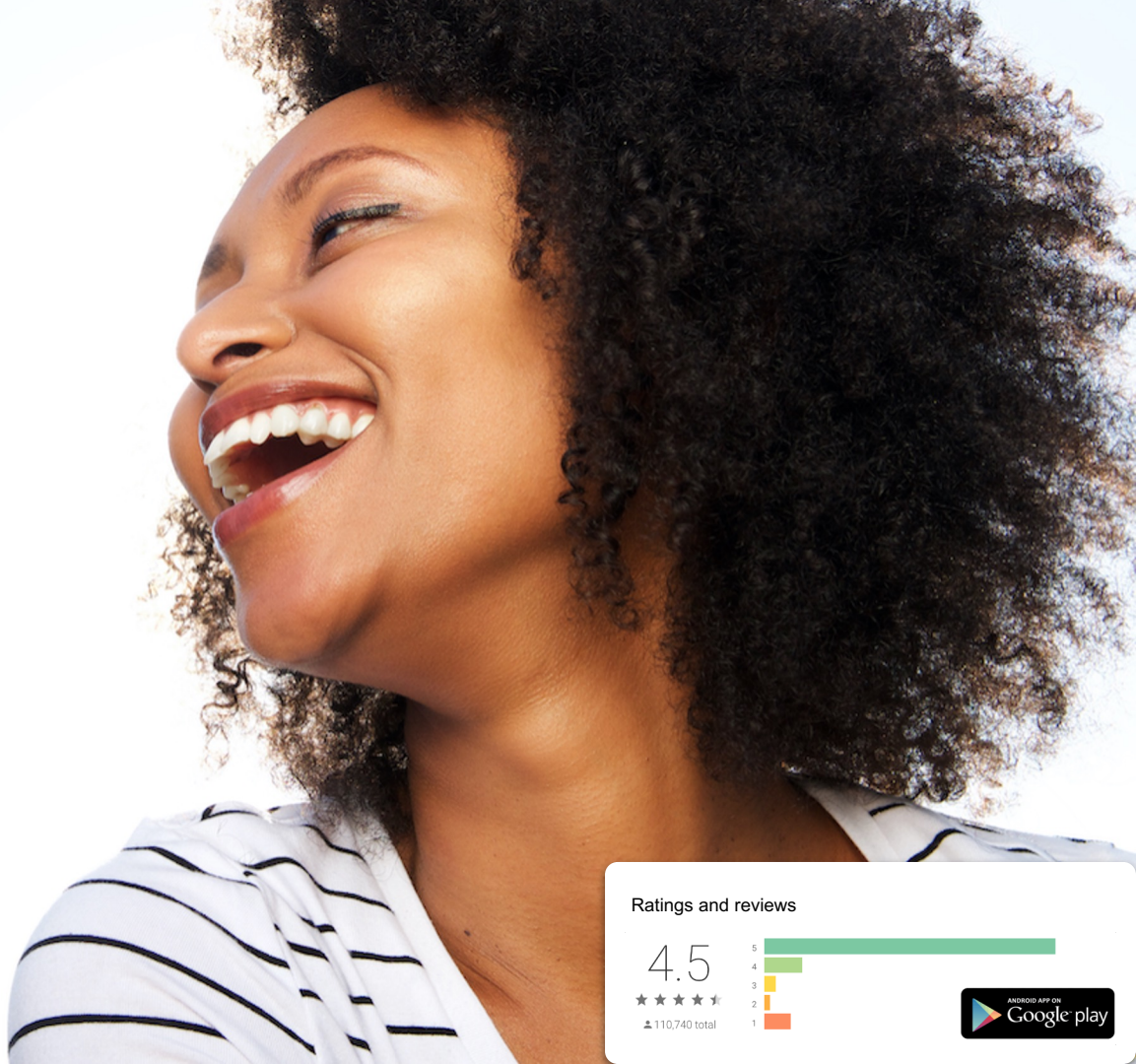
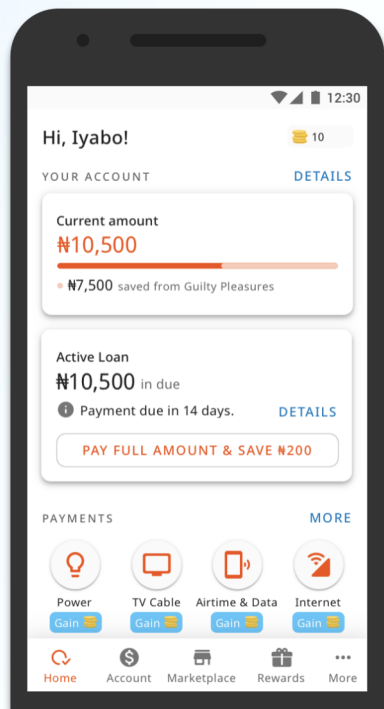


700K customers





Financial Inclusion for African Micro-Entrepreneurs & Consumers



Ratings and reviews

4.5

★★★★★

110,740 total

