



# RapiCredit

CRÉDITO CUANDO LO NECESITAS

May 2023



# According to the World Bank: Financial Inclusion is a key element in achieving 6 of the 17 Sustainable Development Goals.

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## No poverty



Ability to address unforeseen expenses

## Good health and Well-being



Ability to address medical expenses

## Quality Education



Ability to plan and address educational expenses.

## Climate action



Our 100% digital operation, and no paper policy, has preserved the equivalent 5,000 trees.

## Zero Hunger



Farmers with access to financial services produce larger harvests. Access to credit increases spending in equipment and fertilizers, which in turn result in increased production.

## Reduced inequalities



Access to financial services levels the playing field and reduces inequalities.

# Rapicredit promotes Financial Inclusion; making a positive impact in the lives of our clients


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Member of the **COUNCIL FOR SOCIAL INCLUSIVE CAPITALISM**



During 2023 Rapicredit will do transactions including collections and origination for approximately US 1 thousand billion, **this resources have been retrieved from the informal economy** and will compute for taxes.



**Bancarisation**, For clients with good payment behavior, Rapicredit does a positive report in Credit Bureaus which helps clients access the traditional financial system, **approximately 35%** of our current clients have gotten access to traditional bank loans after the journey with Rapicredit.



**Access:** Easy access to the product through the phone, **100% Digital product.**



**0 Discrimination:** The decision model for Rapicredit is based mainly in the payment capacity.



Rapicredit has a **0 carbon footprint** issued by Almavest which is a social and enviromental impact investment bank.

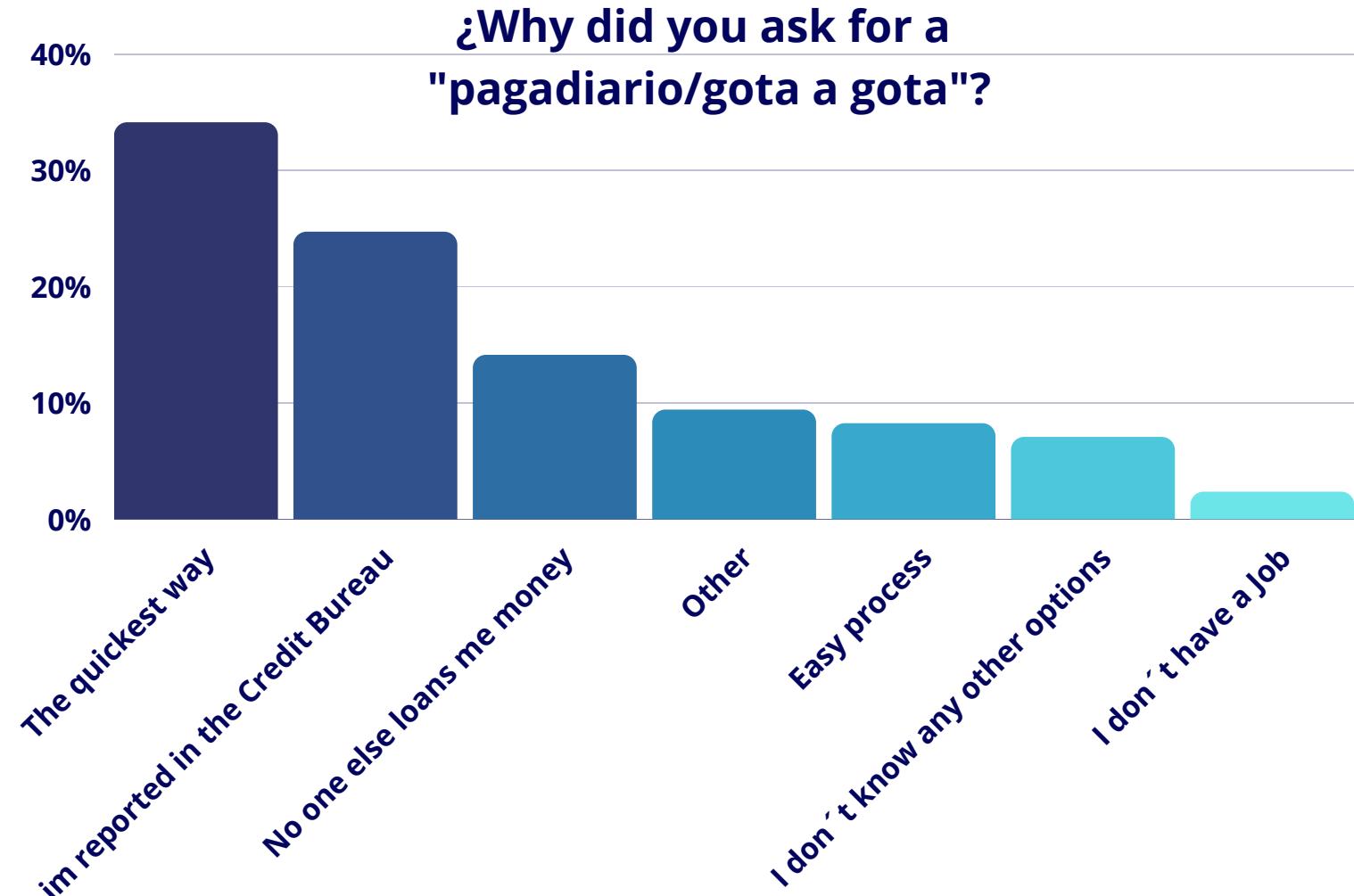
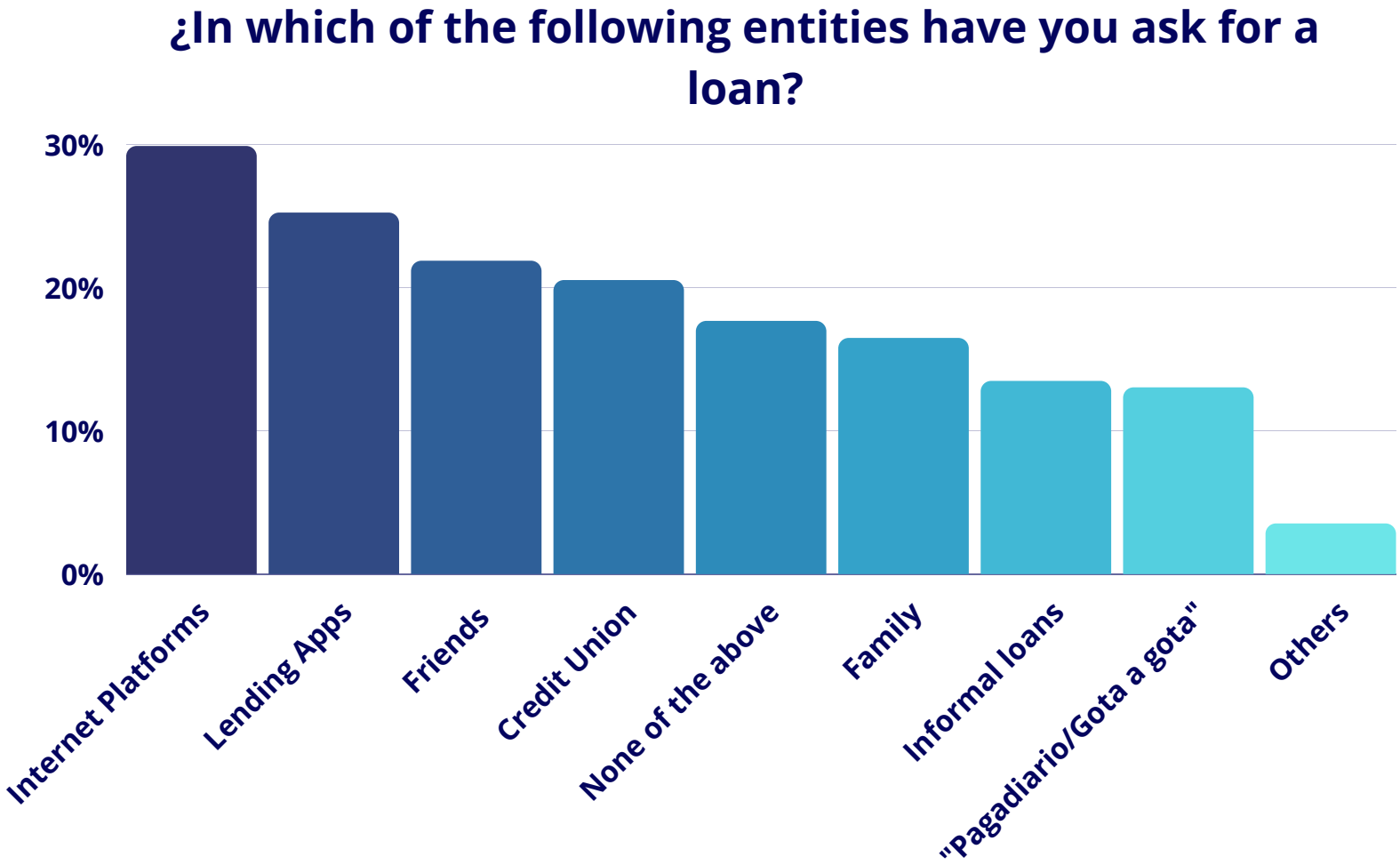
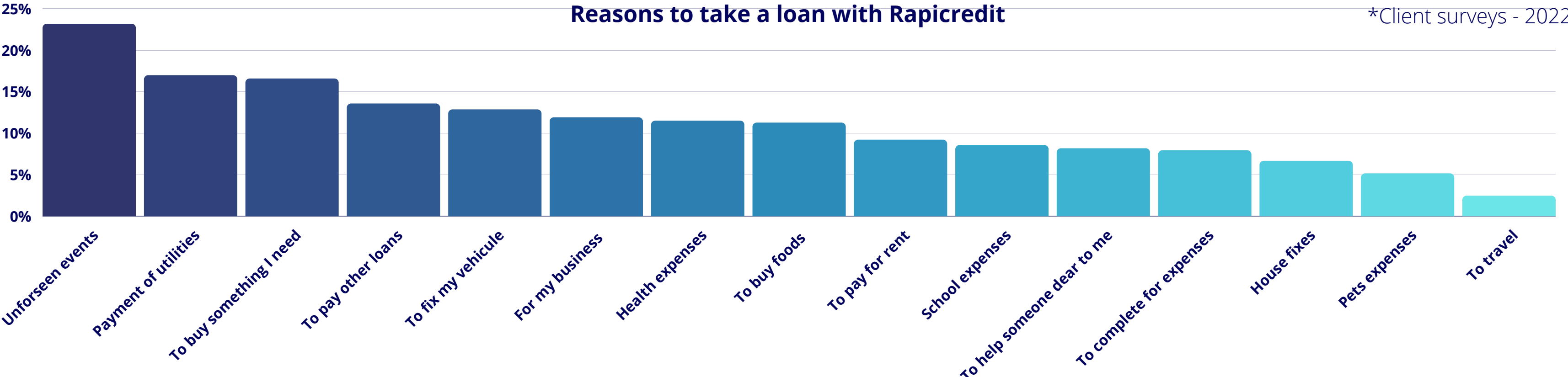


Program for inclusive capitalism of the governement initiative **BICENTENARY GROUP**



To contribute with tha latest technology to the financial inclusion in a rural and city basis.

# RapiCredit is focused on solving credit needs for people without access to traditional financial services.



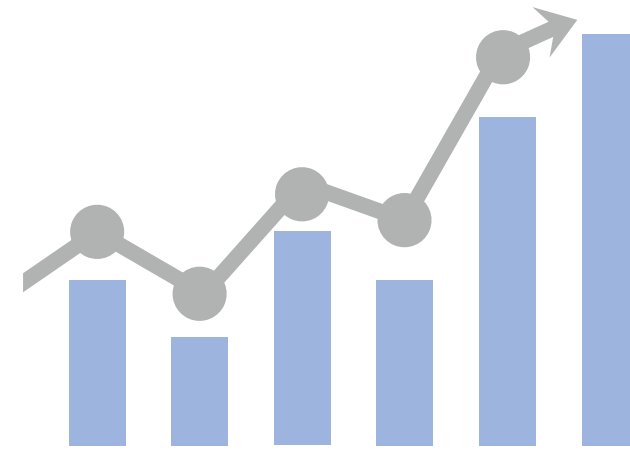
# ¿Why should you invest in Rapicredit?

## Social impact



Rapicredit wants to procure financial inclusion through providing loans of low amount (*approximately 3000 daily solutions*) to sub-banked people **When they need it.**

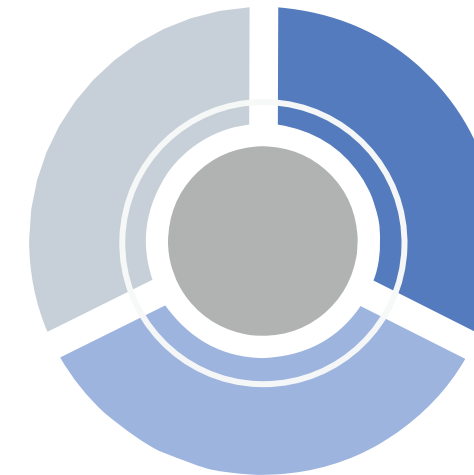
## Profitability



**EBITDA Margin = 19%**

**Origination monthly growth = between 8% and 10%.**

## Sustainability



Positive EBITDA and net income since 2019

External resources to keep growing loan origination.

## High potential market



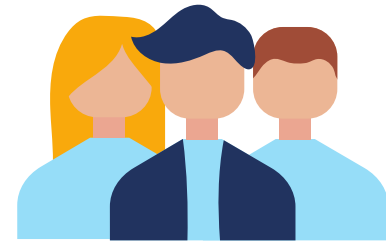
**Growth potential through product design**

1. Higher time frames for the loans.
2. Higher amounts
3. Specific destination. (Education, investment, etc...)

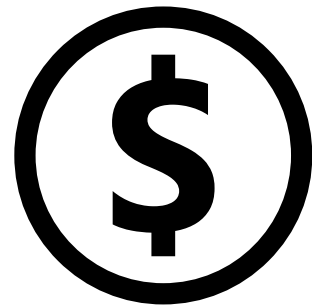
# Target profile and Rapicredit Market

## Client profile

- People between the ages of 25 and 55
- Colombian
- Strata 2 and 3 in a scale from 1 to 6
- Income +/- US \$370.21
- Small business owners

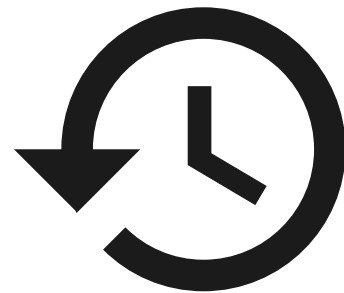


1



**What?**  
**Money**

2



**How?**  
**Easy and fast**  
**100% digital**

3

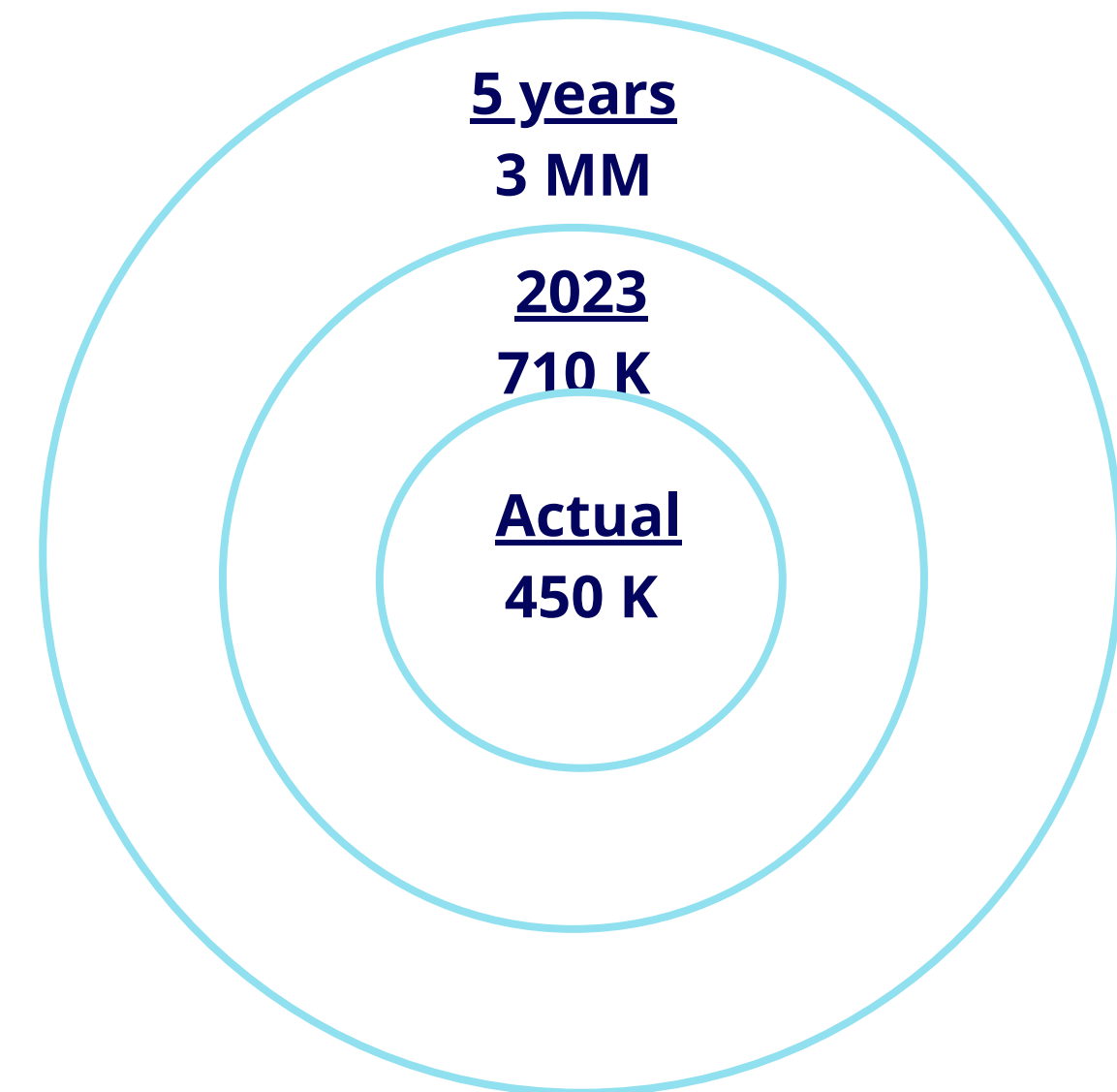


**For:**  
**Unforeseen**  
**events**

## Market size

Potential Market  
In Colombia: 5.8 MM of banked adults  
without access to lending.

### Strategic plan projections



\*numbers December 2022

\*\*financial inclusion 89,4% / access to credit 41%



# RapiCredit Snapshot

## Products

### Rapiflex

- ✓ Payment method: one bullet at the end
- ✓ Amount: Between US\$22 and US\$153
- ✓ Timeframe: Between 5 to 30 days
- ✓ With the possibility to extend the payment deadline for a maximum of 5 times
- ✓ Average Ticket of 60 USD

### Rapiplazo

- ✓ Payment method: Installments
- ✓ Amount: Between US\$61 and US\$82
- ✓ Timeframe: Between 3 to 4 months
- ✓ Average ticket 80 USD



### Recurrence

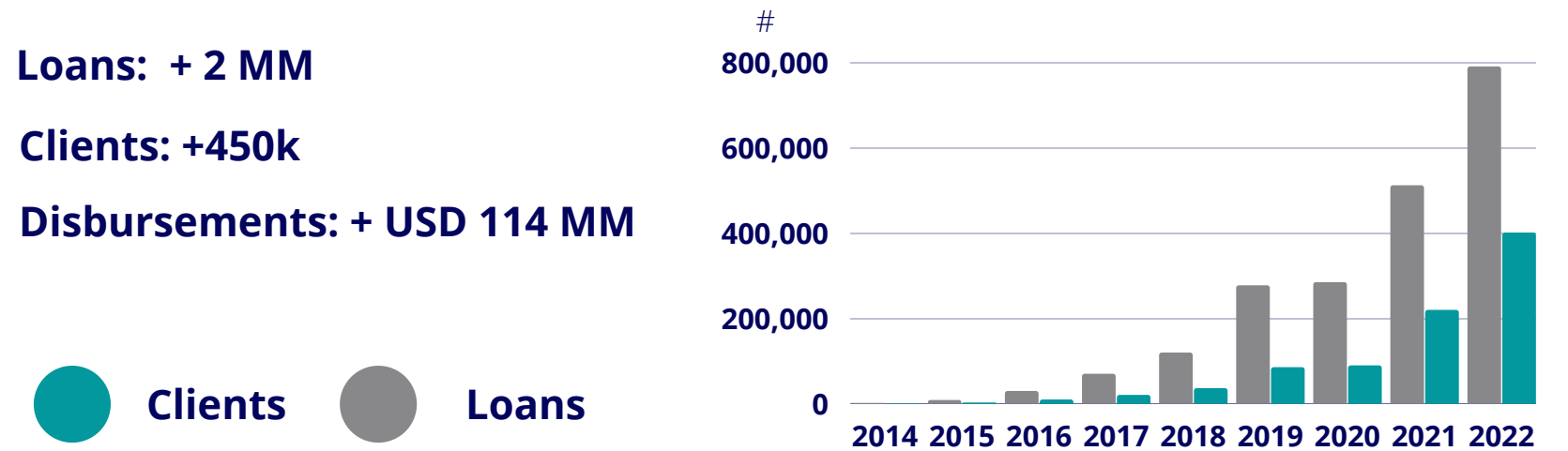
- **8 of 10** clients are recurrent
- **For each client there are 4.5 loans** on a yearly basis

## Relevant facts since 2014

Loans: + 2 MM

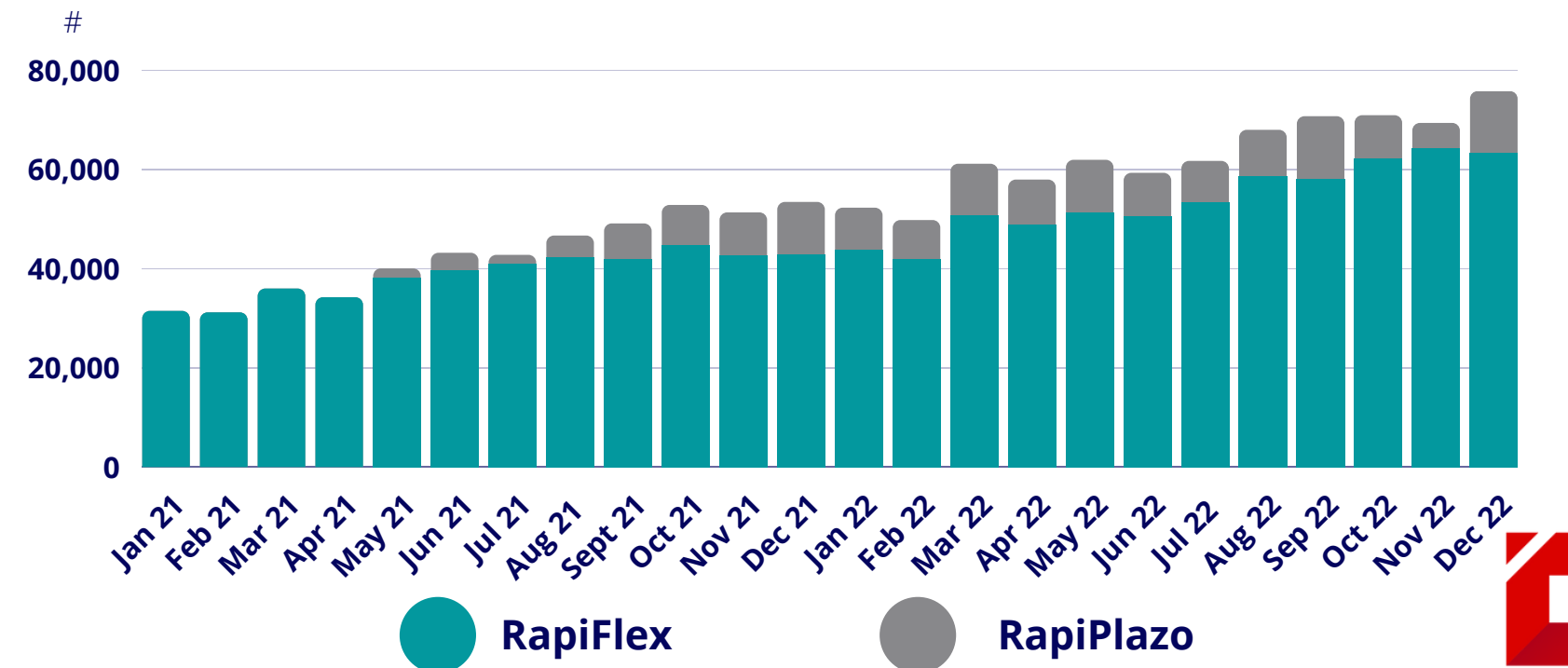
Clients: +450k

Disbursements: + USD 114 MM



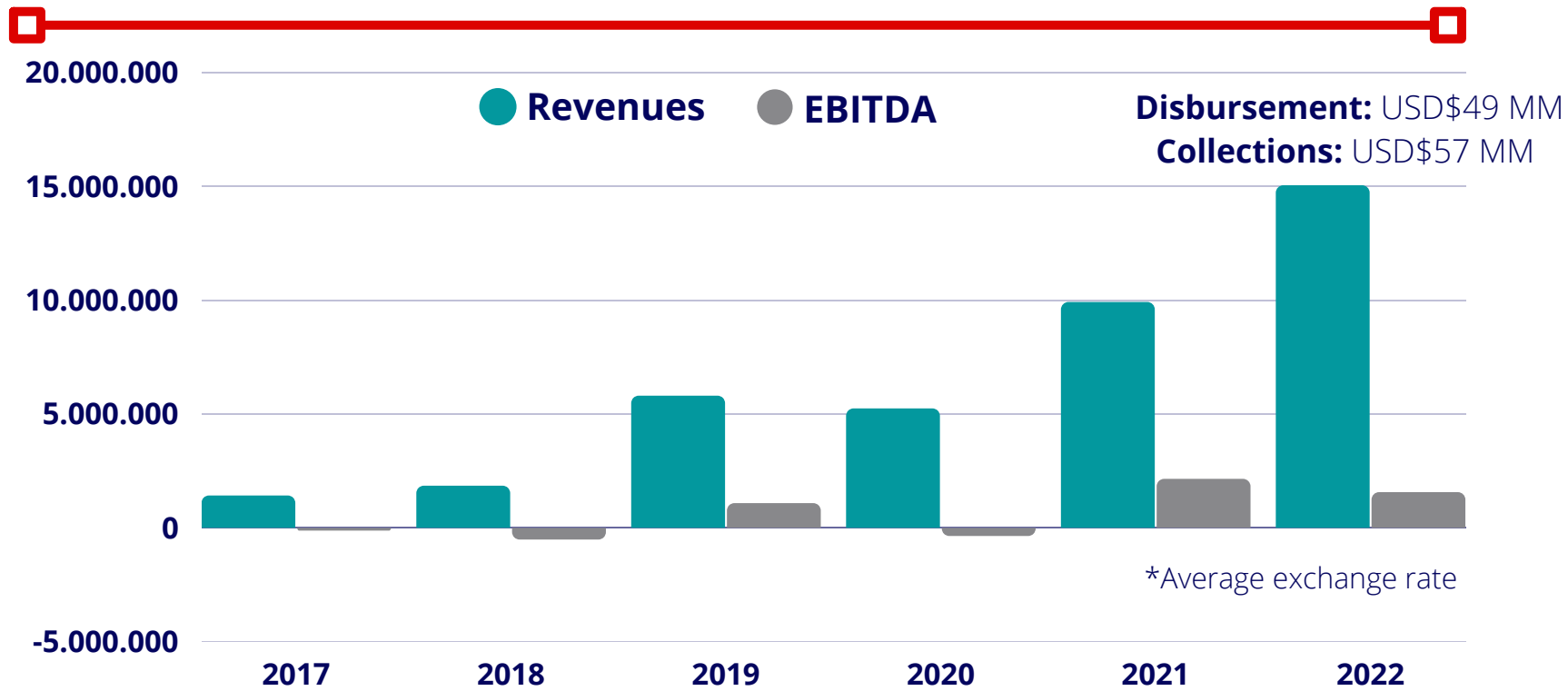
\* 2022 average TRM

## Disbursements for the last 2 years

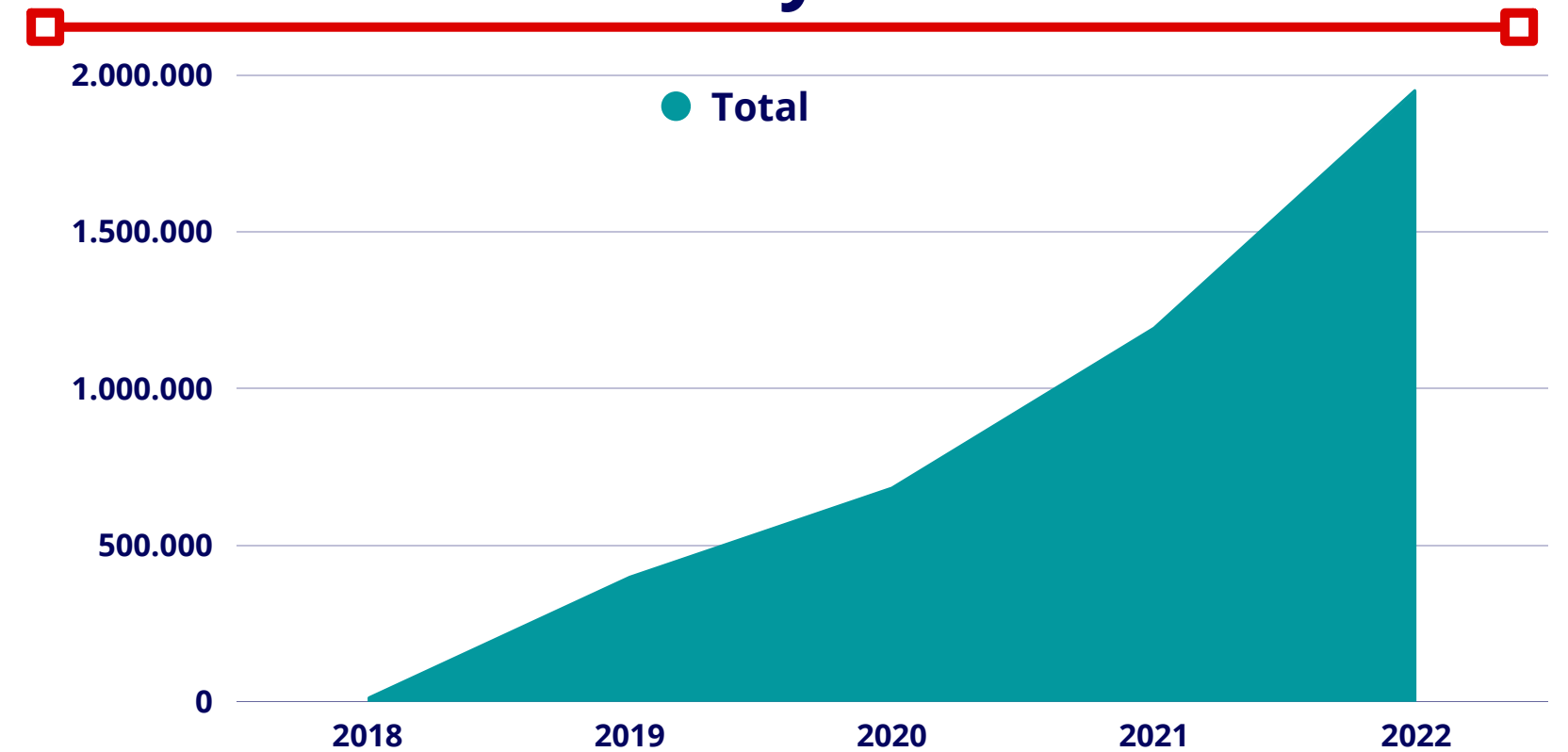


# In 2022, revenues increased by 76% and disbursed loans by 48%

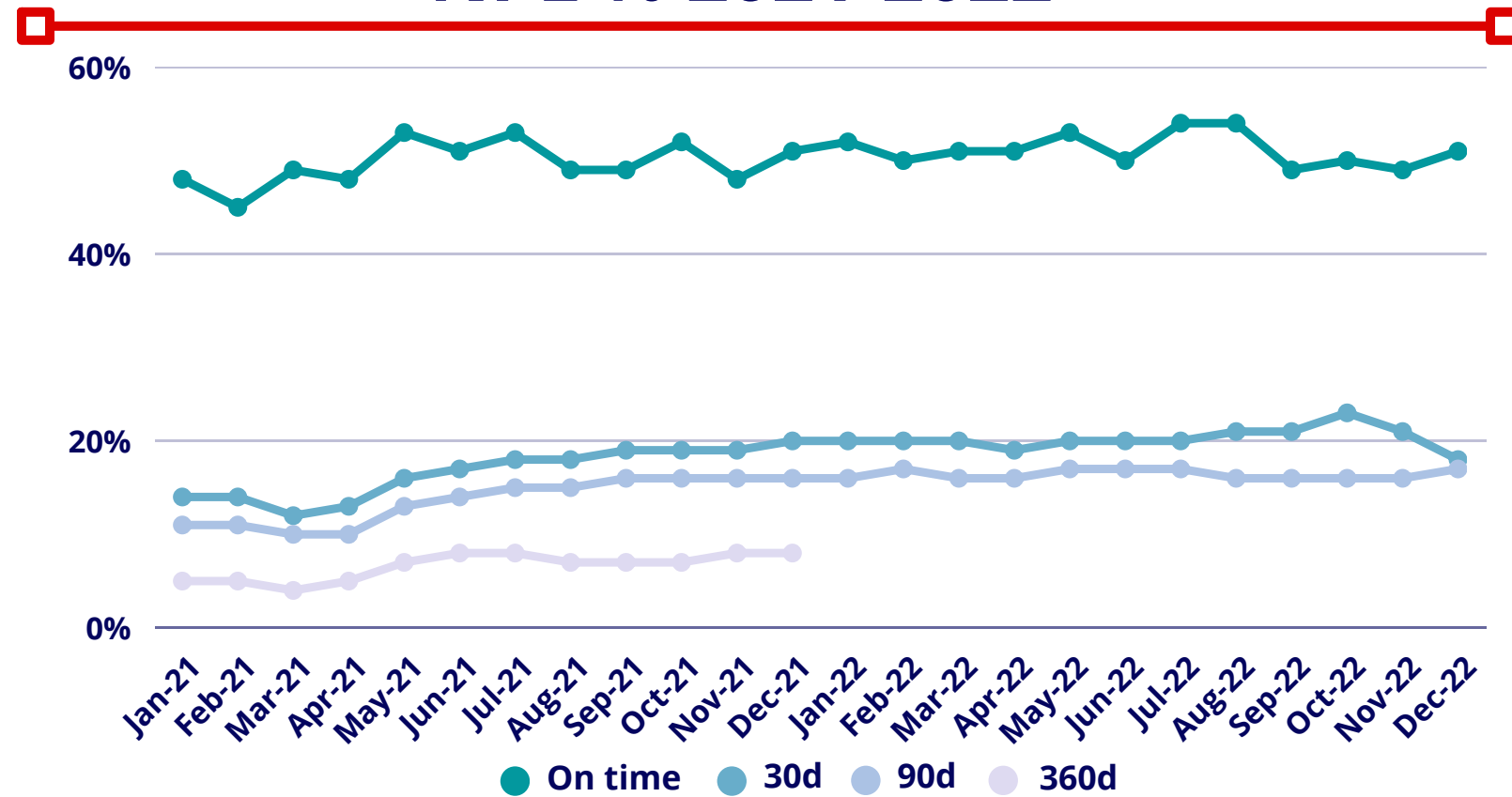
## Revenues and EBITDA USD 2017-2022



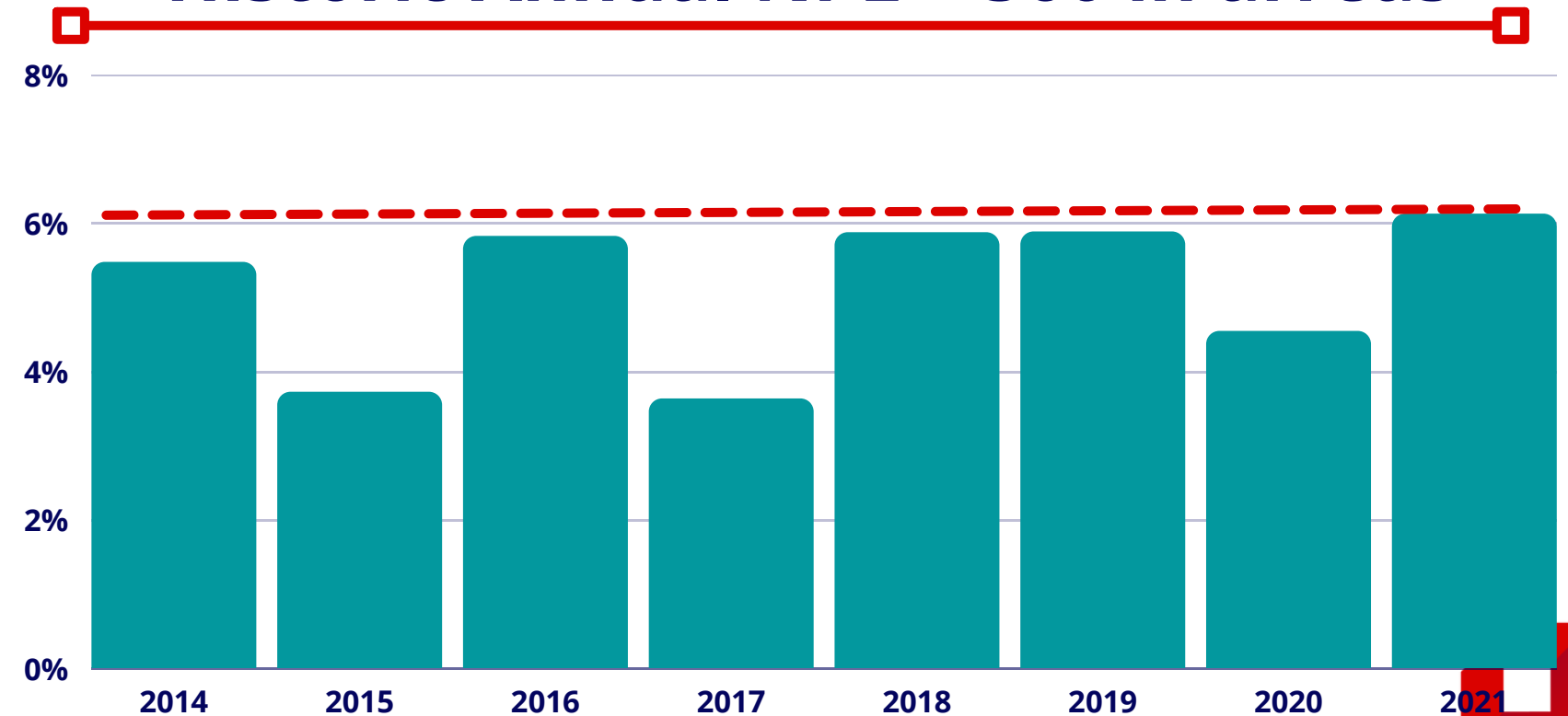
## Loans history 2018 - 2022



## NPL % 2021-2022



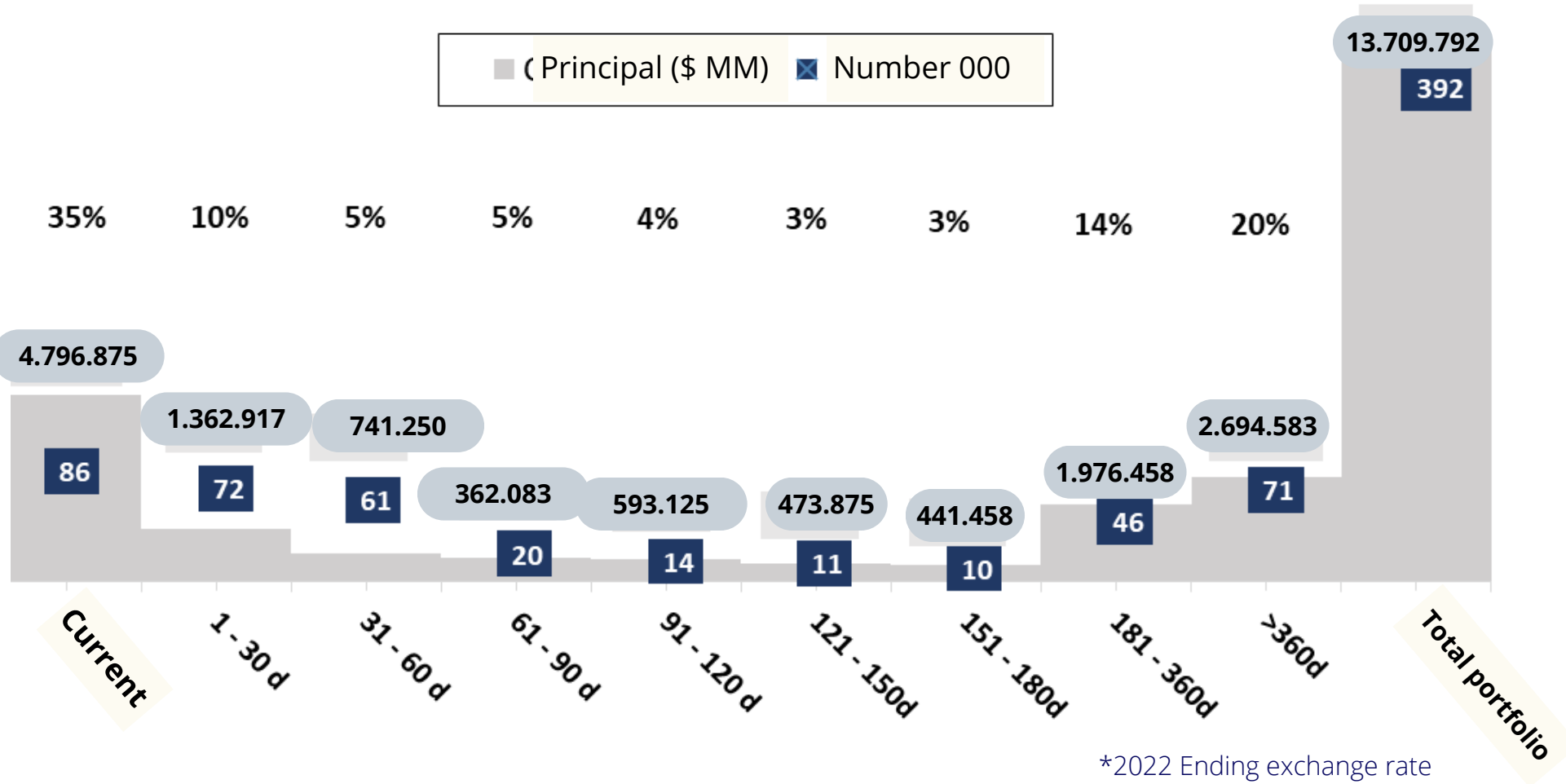
## Historic Annual NPL >360 in arrears





# The portfolio is carefully monitored according to the tolerance standards of the Company

## Portfolio (Principal) by aging DEC 2022



- The >360 portfolio includes the whole history of RapiCredit origination since its beginnings in 2014.
- RapiCredit keeps its portfolio in collection process regardless of its aging.
- The provision is made according to the monthly origination and corresponds on average at 11% even when NPL >360 days is roughly 6.5%.

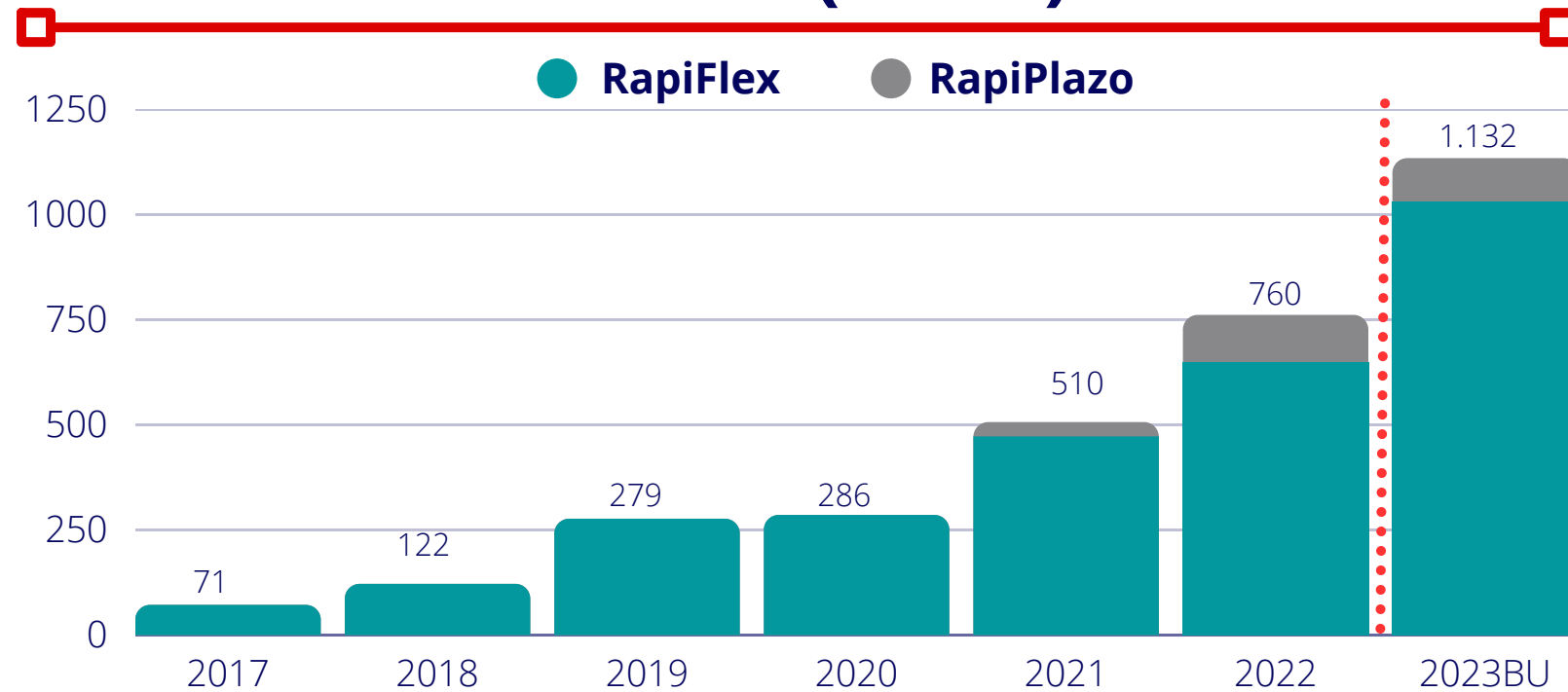
## Annual NPL by aging

NPL	2014	2015	2016	2017	2018	2019	2020	2021
<b>Current NPL</b>	48%	37%	39%	42%	44%	53%	50%	50%
<b>NPL 31-60d</b>	17%	13%	16%	13%	14%	18%	15%	15%
<b>NPL 61-90d</b>	14%	12%	16%	12%	12%	16%	13%	13%
<b>NPL 91-120d</b>	13%	11%	15%	11%	12%	15%	11%	12%
<b>NPL 121-150d</b>	13%	11%	15%	10%	11%	14%	10%	12%
<b>NPL 151-180d</b>	12%	10%	14%	10%	11%	14%	10%	11%
<b>NPL 181-270d</b>	11%	10%	13%	9%	10%	12%	8%	9%
<b>NPL 271-360d</b>	11%	9%	12%	8%	9%	11%	7%	8%
<b>NPL &gt;360d</b>	5%	4%	6%	4%	6%	6%	5%	7%

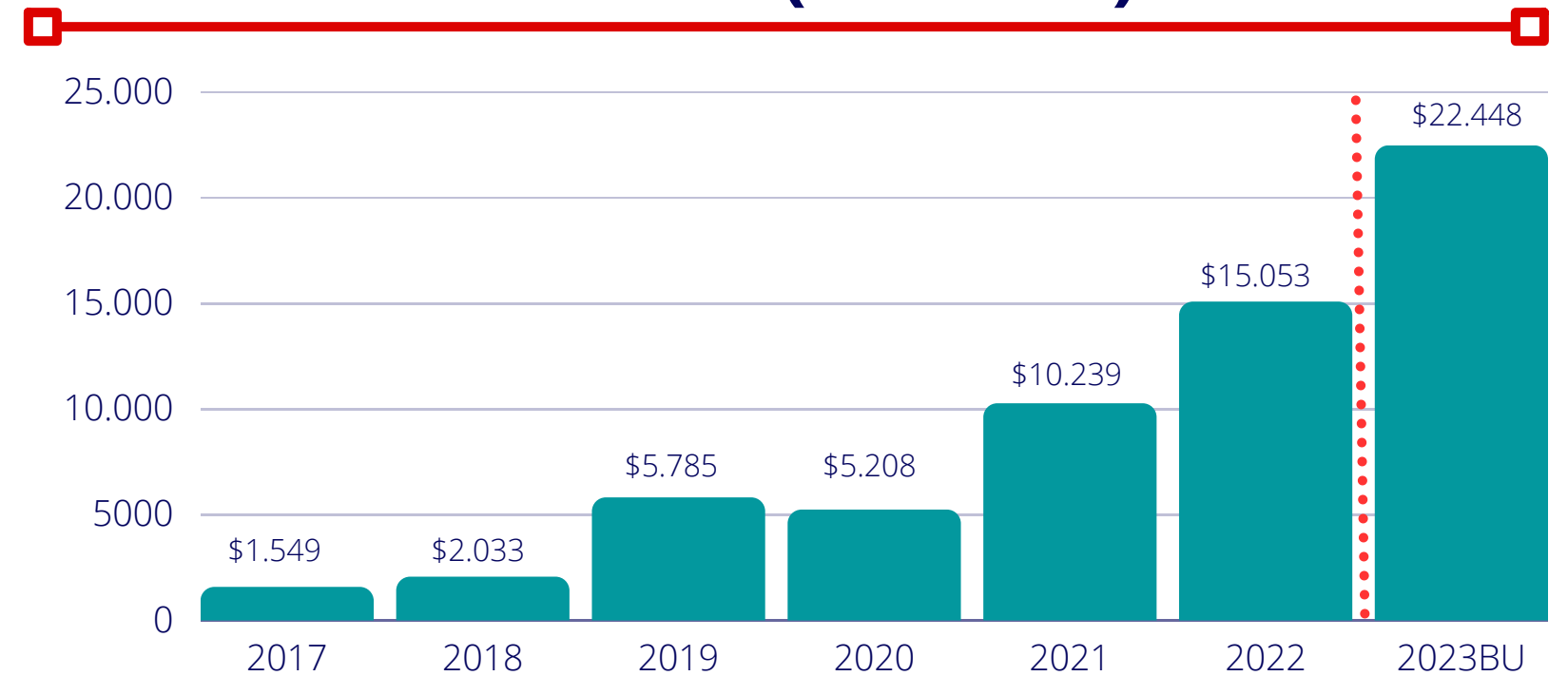
- The decision model is made inhouse and reacts very quickly to the Company NPL.
- During RapiCredit's history it has NEVER recover less than the placed principal.
- The capital cycle for RapiCredit is an average of 90 days.
- During RapiCredits life it has recover **119% of the placed principal**.

# RapiCredit continues to grow and double its results

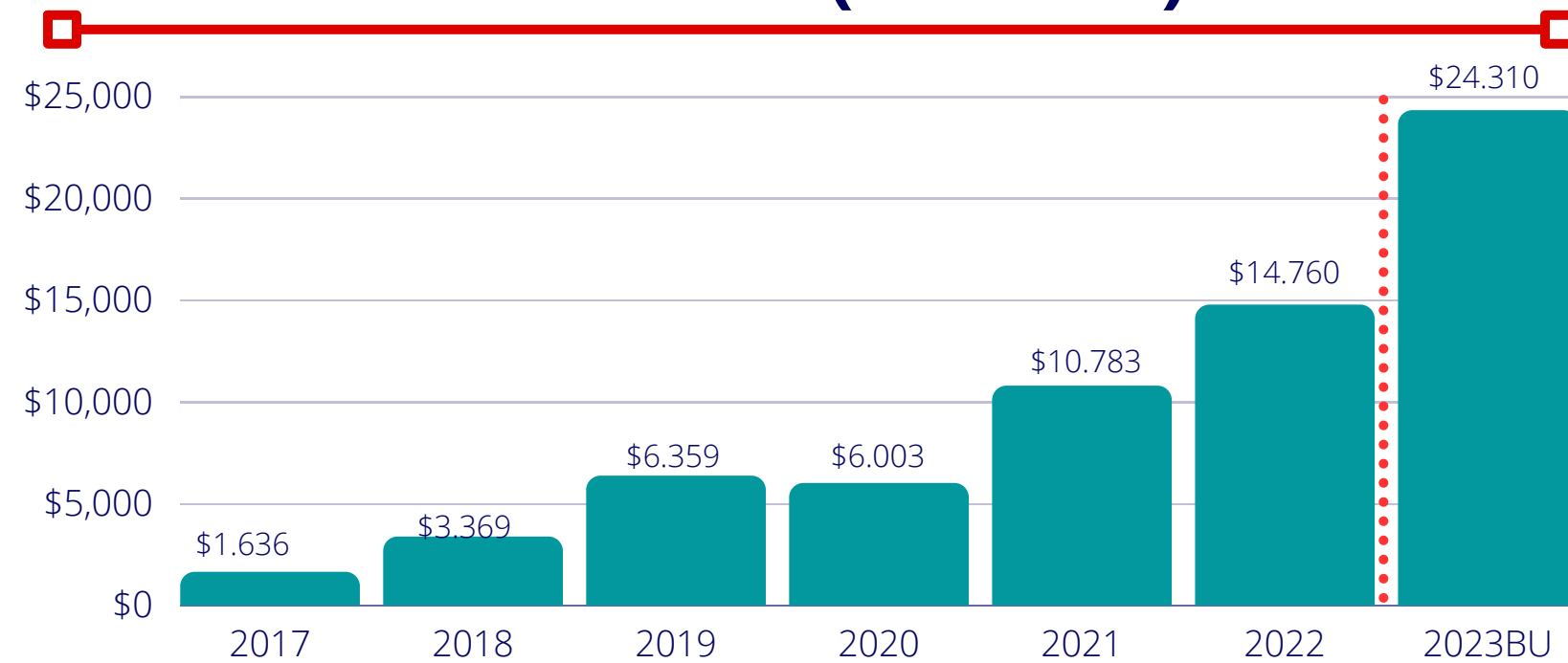
## Loans (# 000)



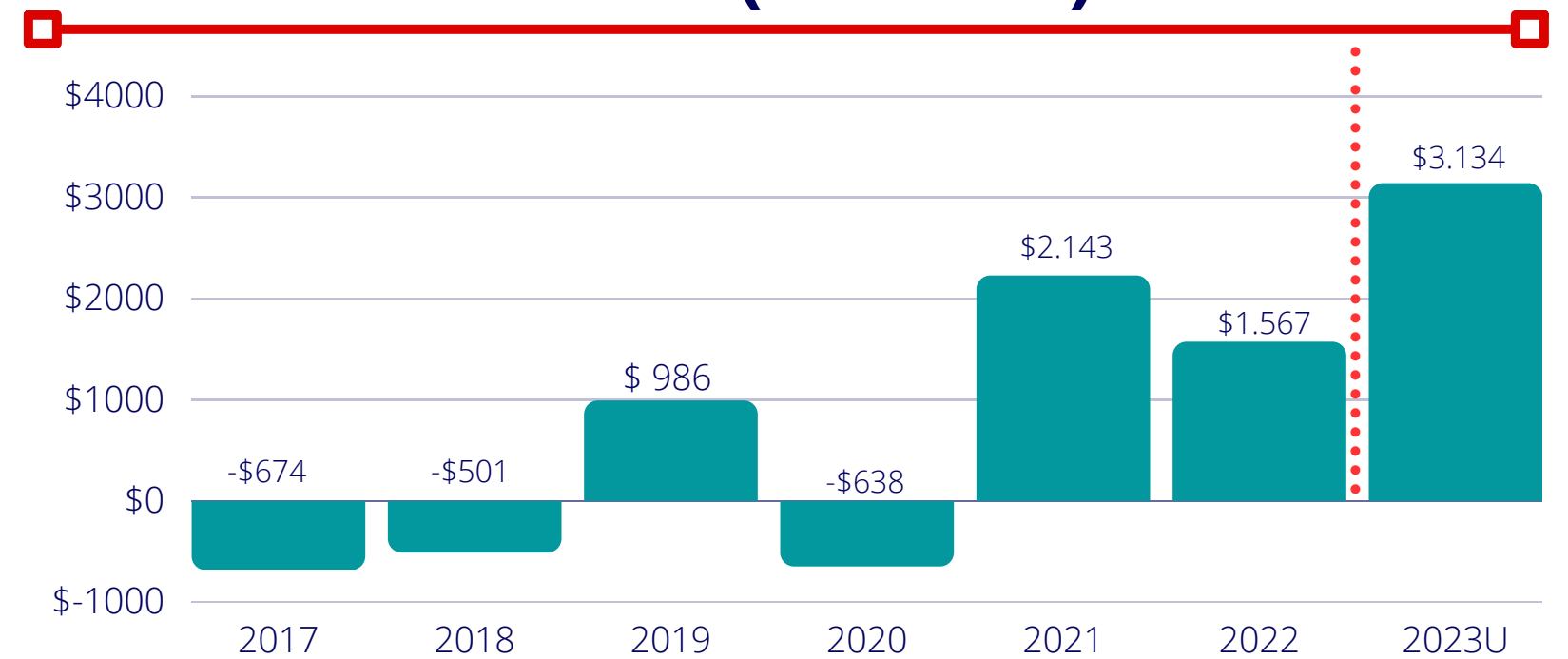
## Revenue (USD 000)



## Portfolio (USD 000)



## Ebitda (USD 000)



**2023BU**  
**Disbursement:** USD 70.9 MM  
**Collection:** USD 83.5 MM

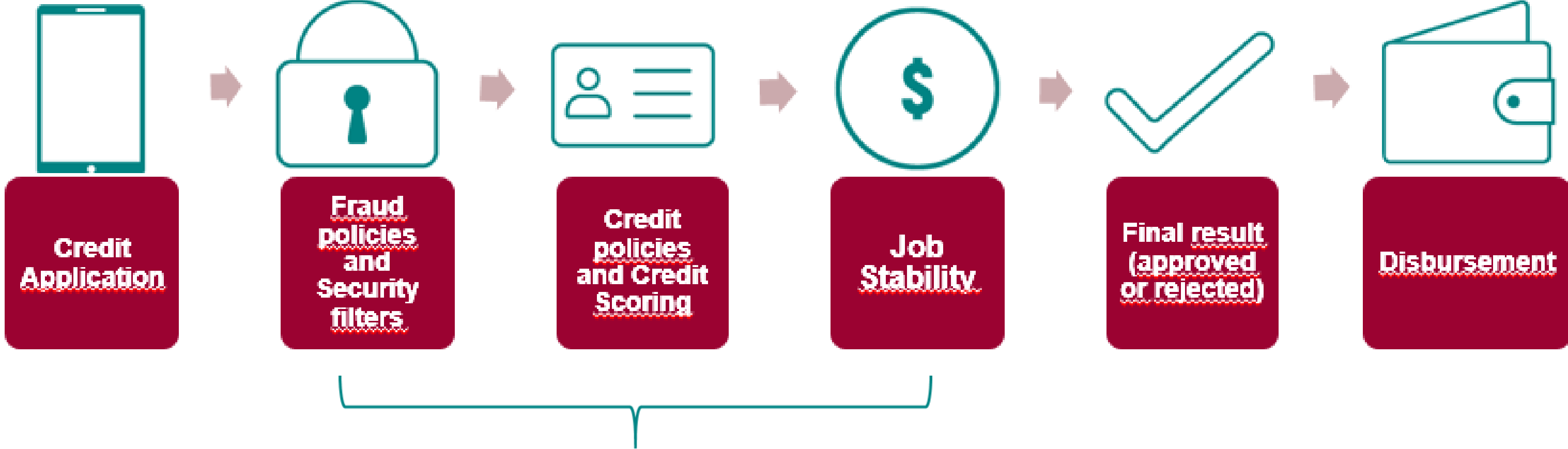
- TRM 2022: 4.249
- TRM 2023e: 4.915





# Approval process - Decision model

## Approval loan process RapiFlex & RapiPlazo



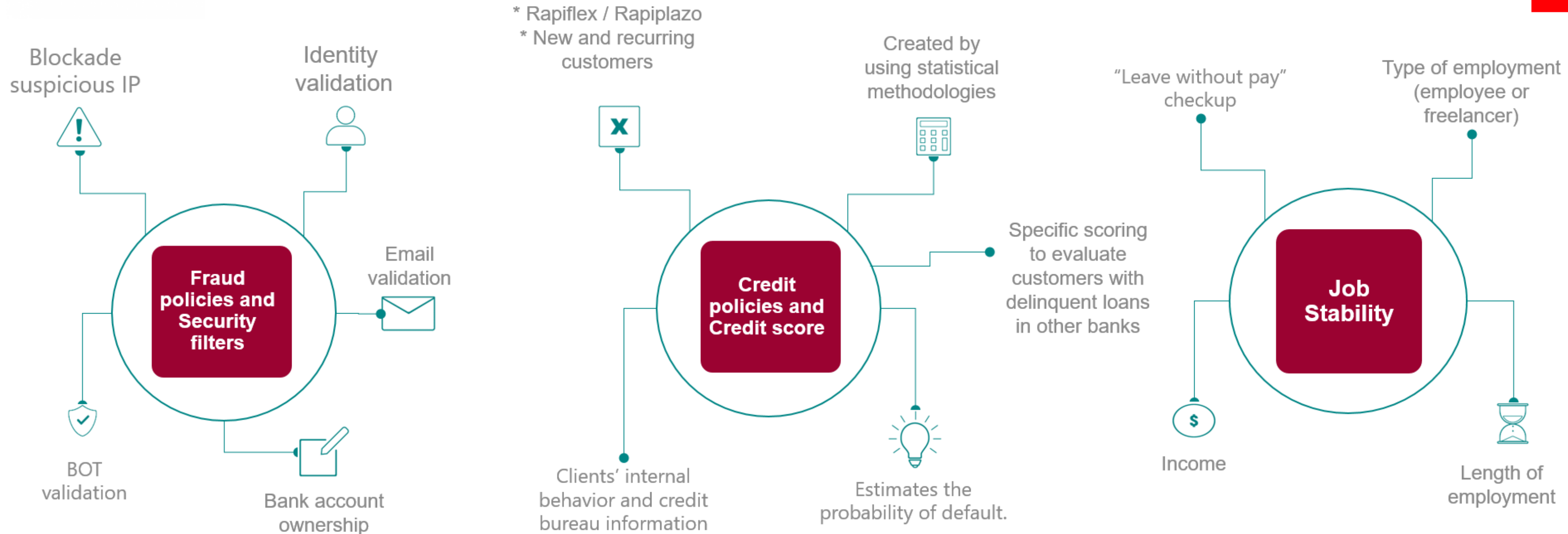
**Risks + Security**



RapiCredit has more than 7 credit scoring with machine learning, online



# Approval process for both products - Risks + Security



**COLLECTION: clusters with machine learning, monthly.**



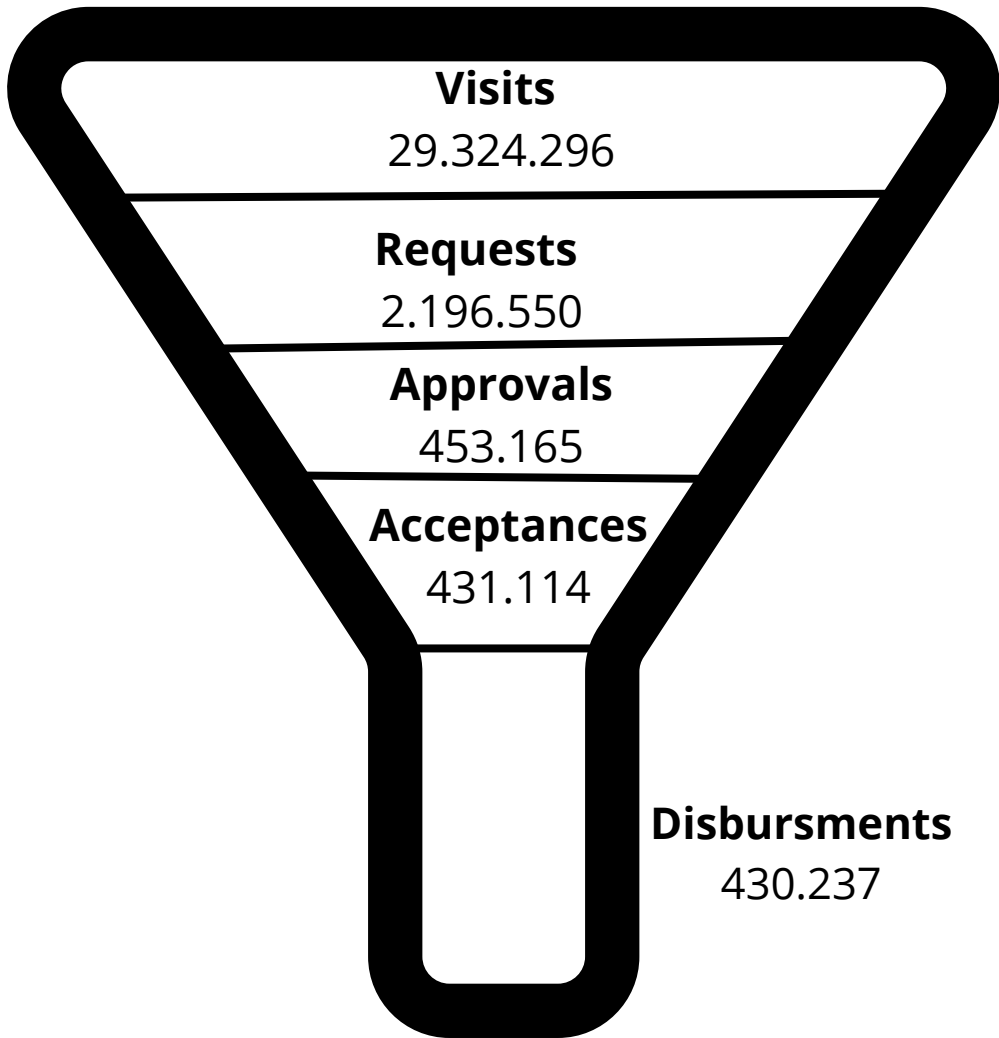


# Funnel by product

## Rapiflex

## Rapiplazo

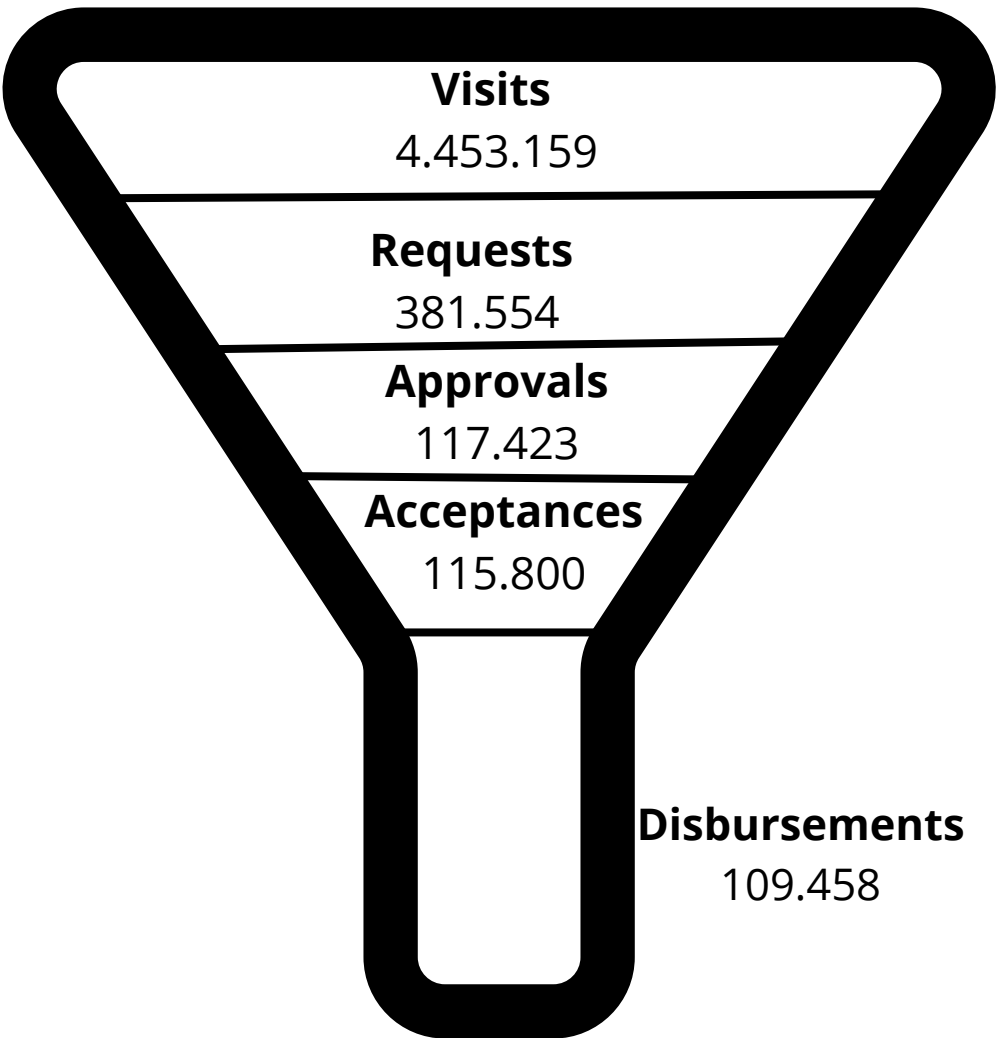
2022  
Jan - Dec



Rates

**7.49%**  
**20.6%**  
**95.1%**  
**99.7%**  
**99.7%**

2022  
Jan - Dec



Rates

**8.6%**  
**30.7%**  
**98.6%**  
**94.5%**

80% Current clients approvals  
20% New clients (Disbursements/Requests)



# International Funders have trusted Rapcredit since the beginning

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**mintos**

- Lider platform (marketplace) to invest in Europe
- 500 K registered users
- € 8.4 K millions invested since 2015
- US 2.6 MM invested in Rapcredit
- Rapcredit was Mintos door to access Latinoamérica in 2018

**Percent**

- US 735 millones invested since 2018
- 376 funding offerings
- US 2 MM invested in Rapcredit
- Alliance with Rapcredit since 2021

**BONDSTER**

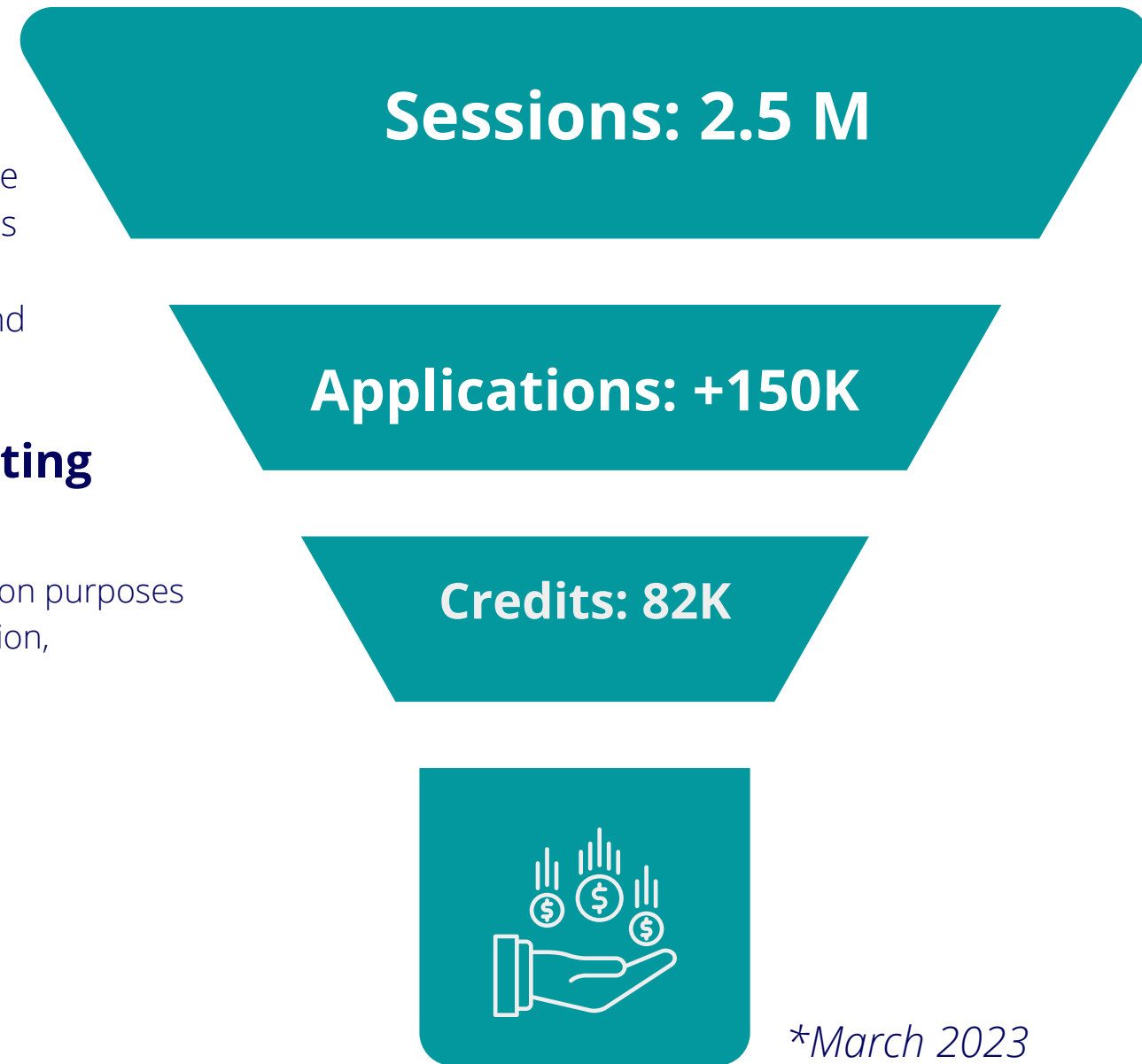
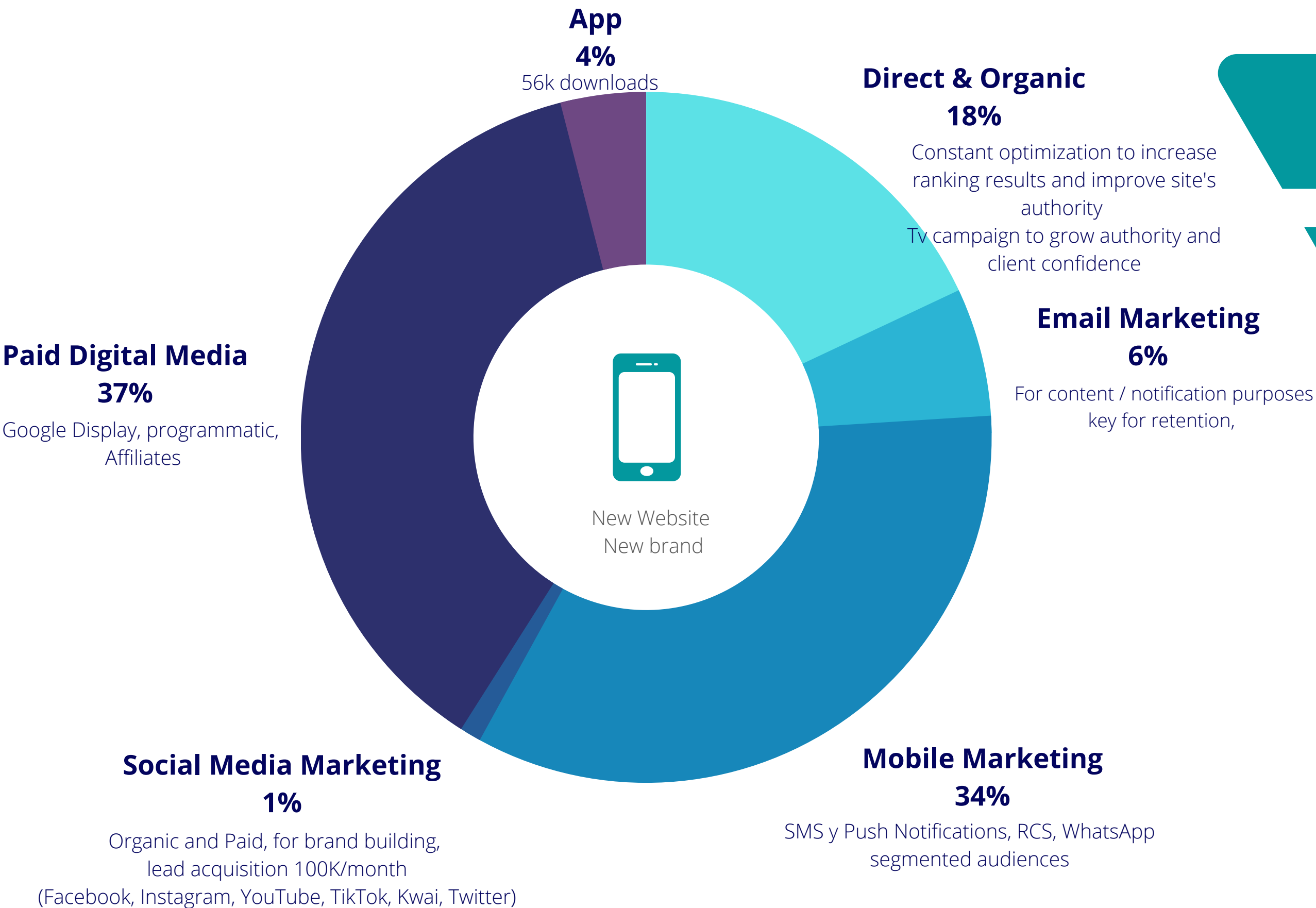
- Platform (marketplace) with one of the highest growth rates in Europe
- 10.000 registered users
- € 41 millions invested since 2014
- 376 funding offerings
- US 1.1 MM Invested in Rapcredit
- Alliance with Rapcredit since 2020

**CROWD  
CREDIT**

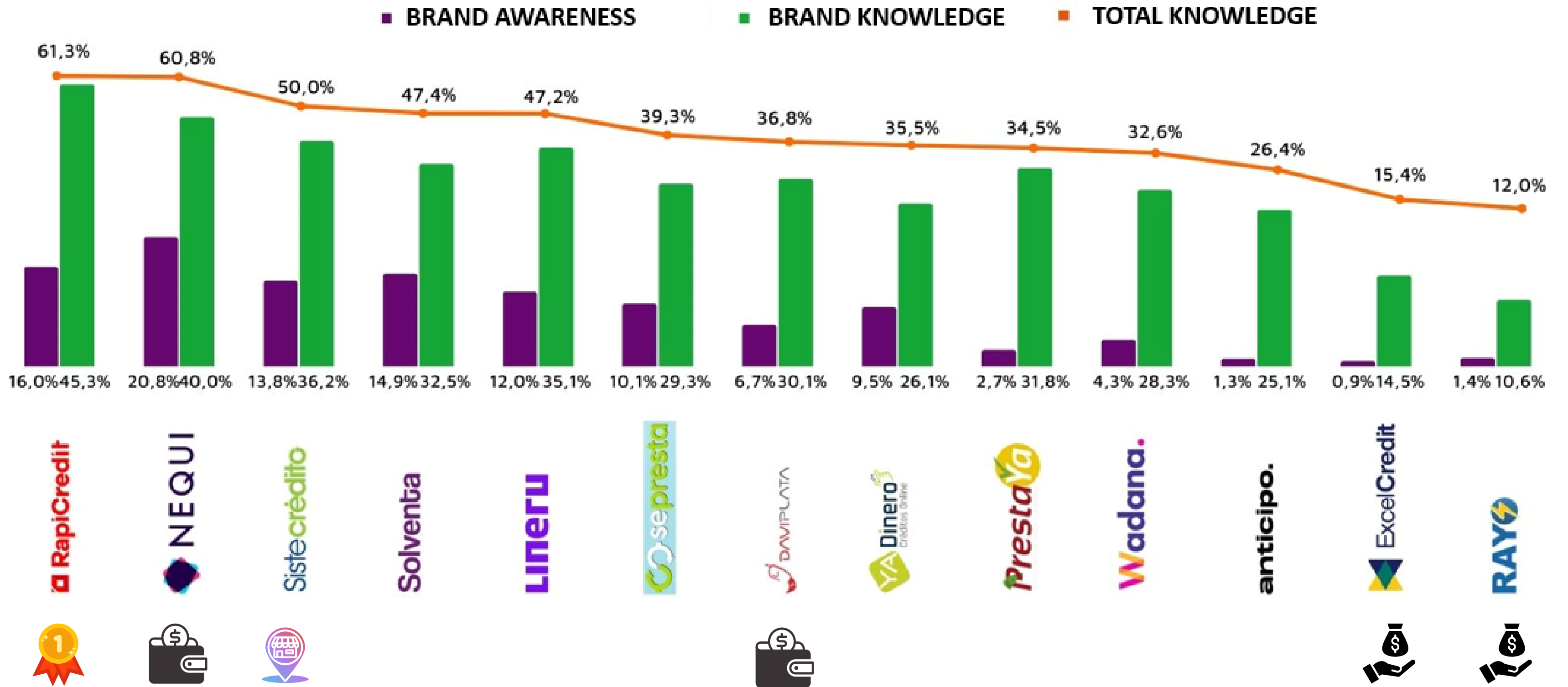
- Platform (marketplace) from Japan
- US 22 millions invested since 2013
- US 1.3 MM Invested in Rapcredit
- Alliance with Rapcredit since 2022



# Digital Marketing Sources



# Market brand ranking



External study conducted in Jan 2023





# Thank you

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# RapiCredit

CRÉDITO CUANDO LO NECESITAS

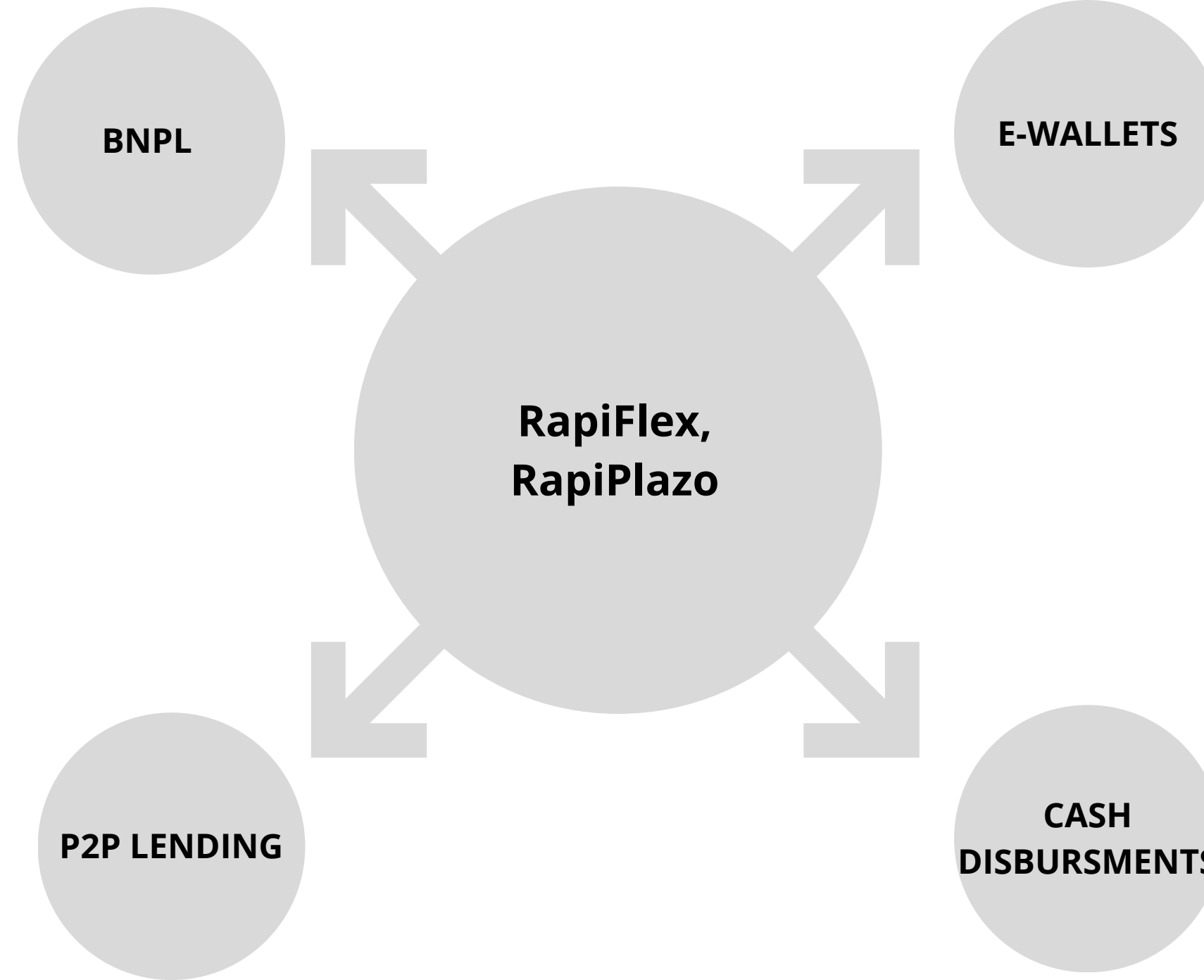
March 2023

# RapiCredit in the ecosystem

(Alliances in process)



(Alliances in process)



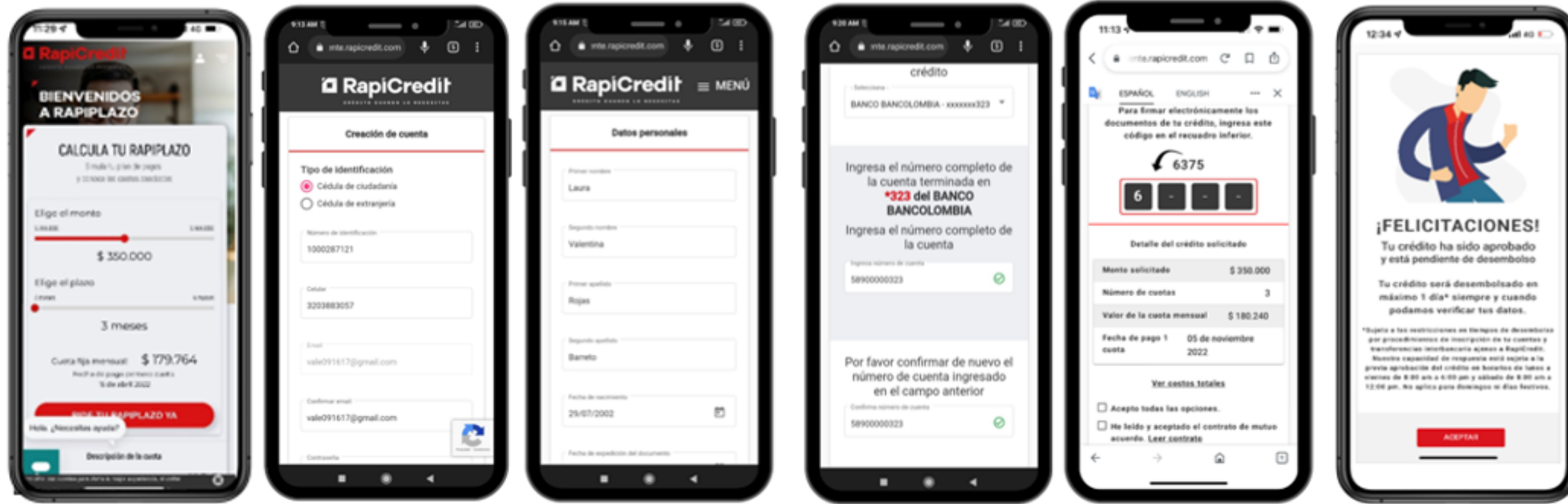
(Current Alliances)



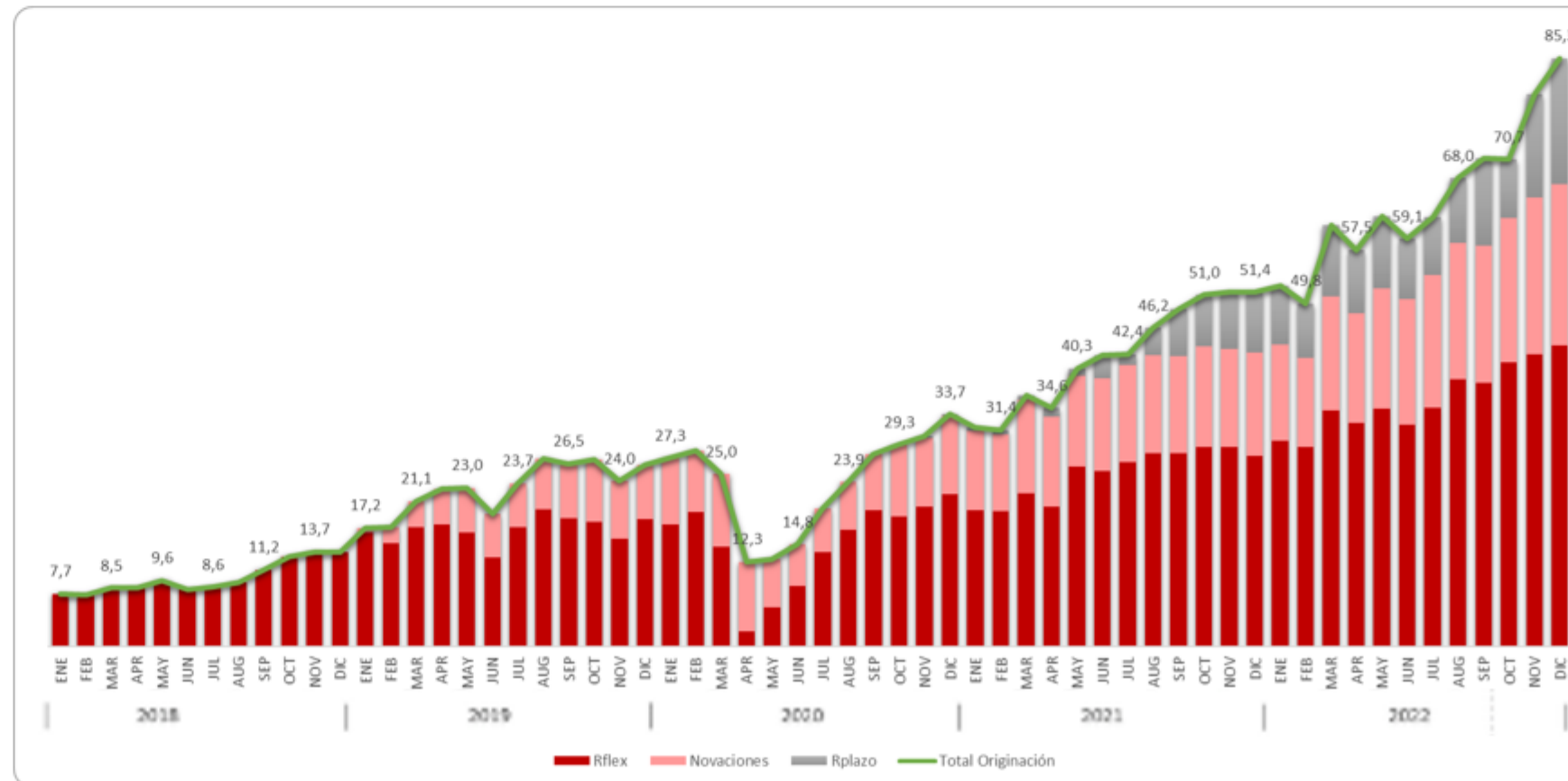
(Alliances in process)



## Proceso de solicitud



## Histórico de originación por producto



-  – Plataforma **flexible** y **escalable** que permite el mejoramiento continuo de los productos y su ciclo de vida.
-  – Conexión vía **API** & microservicios para conexiones con terceros
-  – Sistema de diseño y biblioteca **UI**, proyectos y mejoras + rápidos, coherentes y **user friendly**.
-  – **Algoritmo de decisión propio** que realiza la aprobación en 5 segundos.
-  – **Desembolso en 24 horas**, ahora a Nequi y Daviplata.
-  – **Pago en línea** o transferencia bancaria o efecty.