

VIVUS

Operating in Mexico *since 2015*

SOFOM license granted by Central Bank.

60+ employees

1M+ satisfied customers

24/7 fully online financial service provider in Mexico

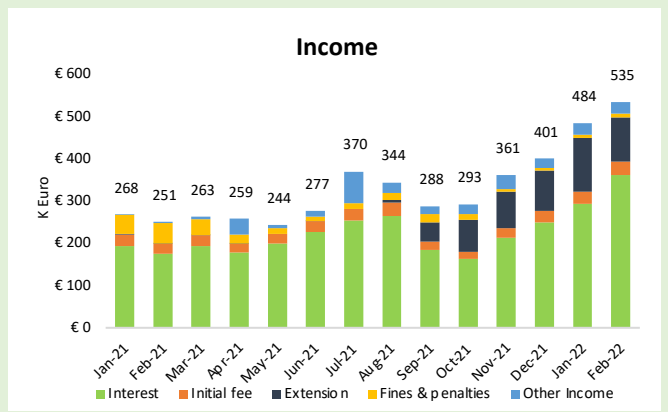
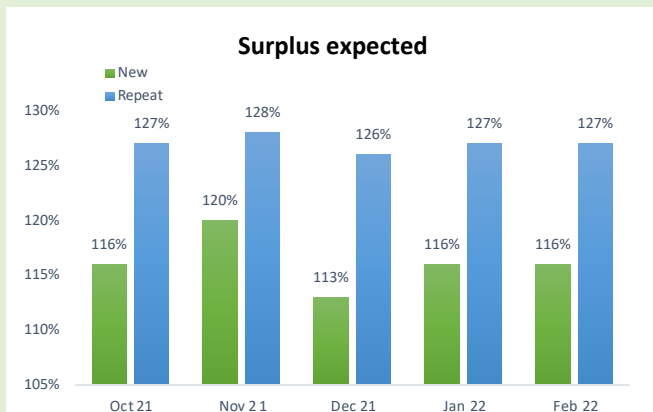
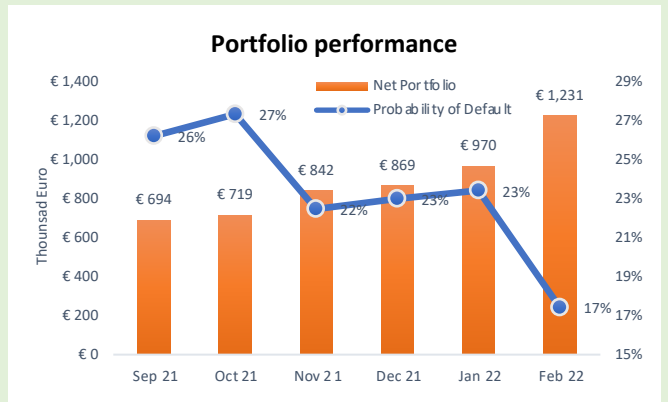
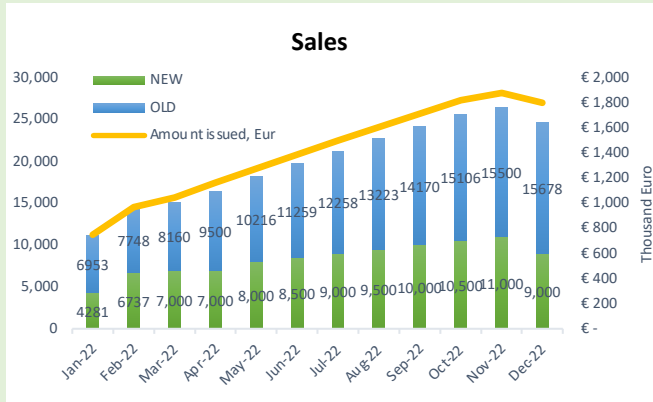
Part of **Digital Finance Group** (23 markets with consumer finance products)

New management team with **international experience** (México, U.S.A, Argentina, Malaysia, Vietnam, Philippines, Indonesia, Russia)

Mexican Market

- ✓ Population – 126 M
- ✓ Urban Population - 80%
- ✓ Median Age- 30
- ✓ Languages – Spanish.
- ✓ Average Salary - \$420
- ✓ Unemployment rate – 9.1%
- ✓ Internet users penetration – 69%
- ✓ Credit Card Penetration – 9.5%
- ✓ Concentration of assets by top 5 banks – 70.6%
- ✓ APR restrictions – no
- ✓ **Half of Mexican population under 30 y.o. and has no access to traditional loans and required salary bridge financing**

Operations



- We keep more than **16% growth of originations** MOM with marketing costs below 6 usd per loan originated. Conversion into repeat sales keeps at level 80% +
- We are constantly working with existing risk models and data sources to **keep risk indicators improving**

Financials

Income Statement (EURO)

	January 2022	February 2022	2022 Full Year Budget
REVENUE	484,267	535,057	17,524,547
GROSS PROFIT/(LOSS)	230,388	288,302	4,835,444
DIRECT OPERATING EXPENSES	(88,643)	(114,327)	(2,055,307)
Offline channel	-	-	-
Online channel	(88,643)	(114,327)	(2,055,307)
INDIRECT OPERATING EXPENSES	(76,582)	(94,701)	(1,304,539)
OPERATING PROFIT/(LOSS)	65,163	79,273	1,475,597
Other income	61	-	-
Other expense	(3,168)	(8,816)	(14,388)
EBITDA	62,057	70,457	1,461,209
NET PROFIT/(LOSS) before Corporate expenses	59,603	68,208	1,028,497
NET PROFIT/(LOSS) after Corporate expenses	59,603	68,208	876,036
Profit before interest (PBI)	59,603	68,208	1,417,514

- We reach **positive net profit** in Jan and Feb and forecasting growth of profit in ongoing month of 2022