

## Overview

Danabijak operates in South East Asia's fastest and most vibrant economy, Indonesia. Under the stable and democratically elected government of Jokowi, Indonesia has posted consistent 5%-7% GDP growth with a population of 275 million!

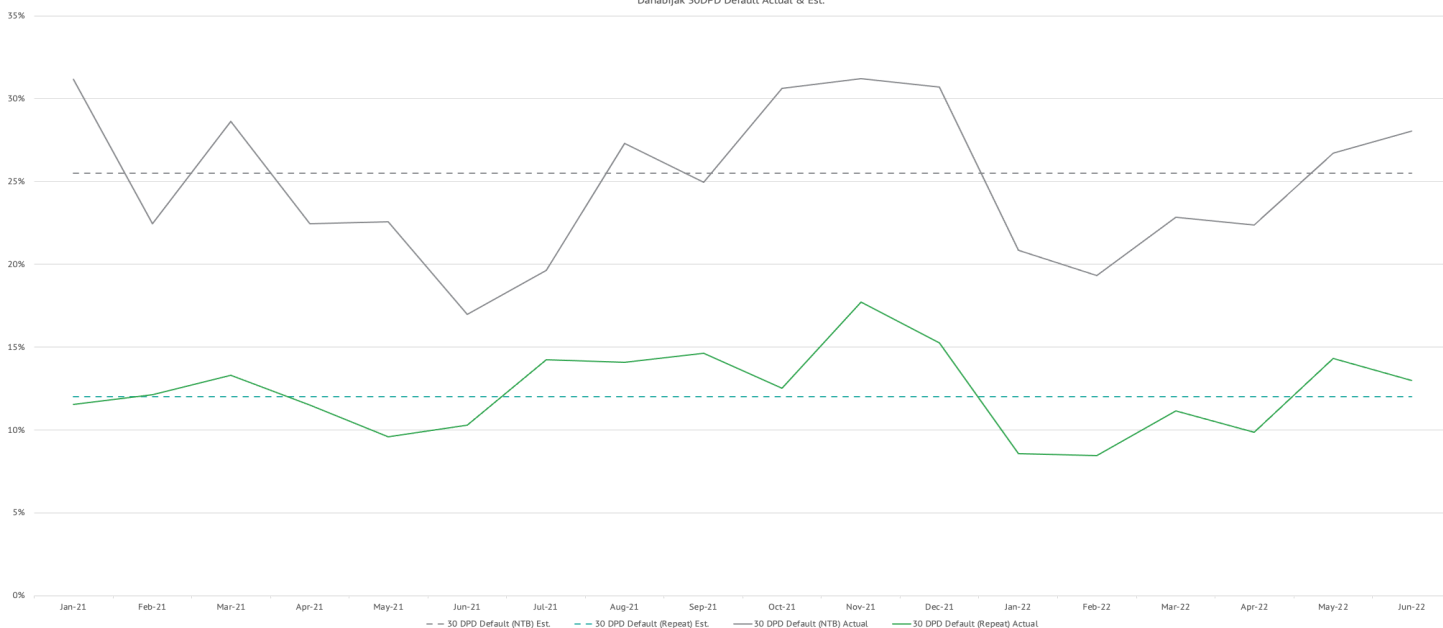
Half of Indonesia's population is less than thirty years old, and these digital millennials have almost no access to conventional finance. That's where Danabijak comes in.

Danabijak was launched in Dec/2016 to accelerate access to finance. We celebrated our fourth anniversary on 8th December 2020. We have 2M+ registered users with more than 400'000 loans disbursed. Danabijak has a permanent lending license from the Indonesian Financial Service Authorities ('OJK') dated 8th September 2021 with a number of [KEP-92/D.05/2021](#).

## KPIs

We leverage alternative data, such as geo-location and transactional data, in our proprietary credit-risk scoring models to deliver an accurate analysis, tailored for our customer segment. Our machine learning engines detect and eliminate fraud. Powerful predictability of our scoring models is a key competitive advantage in the Indonesian market.

Danabijak 30DPD Default Actual & Est.



## Financials

INCOME STATEMENT (USD)	Q1 2022	Q2 2022	YTD		YTD
	Actual	Actual	Actual	Budget	Variance
Interest Income	\$675.502	\$988.875	\$1.664.377	\$1.641.757	1%
Cost of Finance	(\$52.414)	(\$53.711)	(\$106.124)	(\$164.458)	-35%
Provisions for Bad Debts	(\$438.739)	(\$706.516)	(\$1.145.255)	(\$1.239.488)	-8%
Net Interest Income	\$184.349	\$228.648	\$412.997	\$237.810	74%
Platform Fee Income	\$74.178	\$92.135	\$166.313	\$175.183	-5%
GROSS REVENUES	\$258.527	\$320.784	\$579.310	\$412.994	40%
<i>Gross Profit / Portfolio (annualised)</i>					
<b>Digital (BS) Lending</b>	<b>\$112.715</b>	<b>\$152.970</b>	<b>\$265.685</b>	<b>\$211.929</b>	-25%
Bank Fees	\$16.278	\$19.393	\$35.671	\$0	n/a
Payroll	\$14.232	\$17.940	\$32.172	\$35.844	10%
Risk	\$35.713	\$36.535	\$72.248	\$74.040	2%
Marketing	\$5.595	\$18.043	\$23.639	\$23.457	-1%
Direct Expenses	\$40.897	\$61.059	\$101.956	\$78.587	-30%
<b>Embedded Finance</b>	<b>\$8.410</b>	<b>\$31.187</b>	<b>\$31.071</b>	<b>\$42.394</b>	27%
Payroll	\$4.834	\$10.004	\$14.838	\$11.565	-28%
Tech, Office & Bank	\$1.727	\$9.059	\$2.260	\$8.931	75%
On-boarding - EF	\$677	\$3.747	\$4.424	n/a	n/a
Servicing - EF	\$1.144	\$8.225	\$9.369	\$8.931	-5%
Other - EF	\$28	\$152	\$180	\$12.966	99%
<b>SG&amp;A</b>	<b>\$266.357</b>	<b>\$245.610</b>	<b>\$511.967</b>	<b>\$497.408</b>	-3%
Technology & Infrastructure	\$48.372	\$47.622	\$95.994	\$90.666	-6%
Payroll	\$93.859	\$111.372	\$205.231	\$230.271	11%
Other SG&A	\$124.126	\$86.616	\$210.742	\$176.471	-19%
TOTAL OPERATIONAL EXPENSES	\$387.482	\$429.767	\$808.723	\$751.731	8%
EBITDA	(\$128.956)	(\$108.983)	(\$229.413)	(\$370.180)	-38%
Depreciation	(\$15.961)	(\$8.811)	(\$24.772)	(\$14.774)	-68%
EBIT	(\$144.917)	(\$117.794)	(\$254.185)	(\$384.954)	-34%

### BALANCE SHEET USD

YTD  
Actual

#### ASSETS

Cash	\$464.691
Reserves	\$0
Net Portfolio (Interest)	\$34.615
Net Portfolio (Principal)	\$1.462.572
Other	\$744.862
<b>TOTAL ASSETS</b>	<b>\$2.706.740</b>

#### LIABILITIES & EQUITY

Short Term Debt	\$1.435.643
Other	\$988.033
Long Term Debt	\$99.654
<b>TOTAL LIABILITIES</b>	<b>\$2.523.330</b>

#### EQUITY

Issued & Paid Up Capital	\$4.531.764
Retained Earnings	(\$4.348.353)
<b>TOTAL CAPITAL</b>	<b>\$183.410</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$2.706.740</b>

Danabijak has had strong growth in the first half of 2022; we achieved 65%+ portfolio growth while keeping our costs (esp. payroll) stable. We are well positioned for FY2022.