

VIVUS

Operating in Mexico since 2015

SOFOM license granted by Central Bank.

70+ employees

1M+ satisfied customers

24/7 fully online financial service provider in Mexico

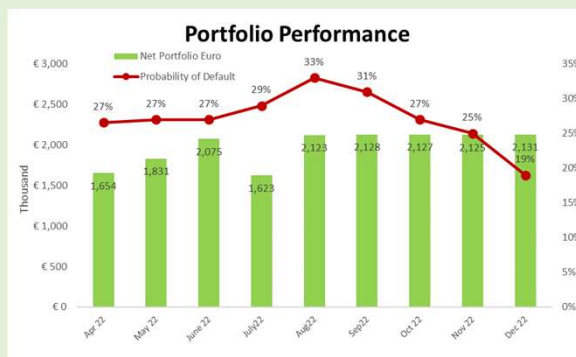
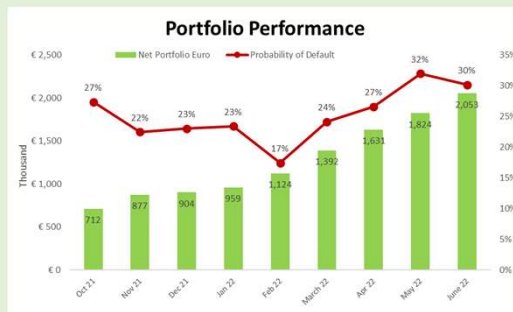
Part of Digital Finance Group (25 markets with consumer finance products)

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 **10% growth of originations** MOM with marketing costs below 10 usd per loan originated. Conversion into repeat sales keeps at level 70% +
- We are constantly working with existing risk models and data sources to **keep risk indicators improving**

Financials

Income statement EURO

	1Q22 Actual	2Q22 Actual	3Q22 Actual	4Q22 Actual
REVENUE	1,705,150	2,669,582	2,936,674	2,989,368
GROSS PROFIT/(LOSS)	928,878	1,254,303	815,454	1,226,335
DIRECT OPERATING EXPENSES	(342,684)	(483,335)	(428,878)	(440,257)
Offline channel	-	-	-	-
Online channel	(342,684)	(483,335)	(428,878)	(440,257)
INDIRECT OPERATING EXPENSES	(425,456)	(517,025)	(260,590)	(187,319)
OPERATING PROFIT/(LOSS)	160,737	253,943	125,986	598,758
Other income	715	17,542	73	275
Other expense	(19,189)	(13,867)	13,855	(16,650)
EBITDA	142,262	257,618	139,914	582,383
NET PROFIT/(LOSS) before Corporate expenses	130,168	330,176	204,830	335,490
NET PROFIT/(LOSS) after Corporate expenses	130,168	297,097	204,830	335,490
Profit before interest (PBI)	214,439	430,862	339,152	373,004