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Company Presentation

Bondster.com

Company Background:

- JuanchoTePresta.com (JTP) is one of Colombia's fastest growing lending fintechs.
- Aims to increase financial inclusion and promote credit deepening through a 100% digital credit solution.
- Loans have terms of 12, 18 and 24 months and amounts between US\$250 and US\$1,500. Women have better terms than men, given their superior repayment behavior.
- Headquartered in Medellín, Colombia JTP uses state-of-the-art technology (biometric verification through video calls and the integration of bank accounts for the validation of income) to allow employees, pensioners, students and especially gig workers to apply for a loan.

Company Structure and Owners:

- JTP is a private, simplified stock corporation registered in Colombia, holding company in Panama. The company has three owners all with 20+ years of experience in the financial sector.
- CEO: Juan E Saldarriaga <https://www.linkedin.com/in/jesaldarriaga/>
- Other shareholders: [Daniel Materon](#), CEO of sister company Rapicredit.com and Jose Manuel Velez (ex Citi and angel investor).
- Equity from shareholders into JTP: \$1M USD, debt from shareholders \$1M USD

Strategic Plan:

- JTP relies on two important growth sectors:
 - **BNPL¹**: through alliances with businesses whose average sales match the amounts and customer profile of JTP and 5 verticals: mobility, health, home repair, education & tech. The aim is to provide loans to help people finance their progress and dreams on high cost tickets.
 - **Personal Loans**: The person has the option of requesting the credit with disbursement to his bank account or receiving it in cash in an ally network as long as the amount to disburse is not greater than US\$500.

Social and Environmental Impact:

- JTP allows its clients to create a new credit history and use loans as a means to progress.
- JTP also promotes the responsible use of loans, which is why it does not grant loans with instalments that exceed 12% of the person's income or salary to avoid over-indebtedness.
- 10% of our loans are to micro SMEs, 54% to women and 15% are for consumer loan in the 5 verticals above. 40% of loans today are for urgent need post covid and family help.

¹ Buy now pay later.



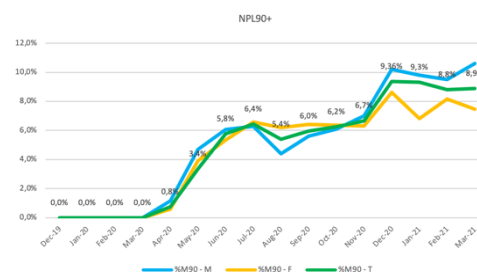
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Roadmap:

- JTP wants to disburse +30K loans (\$20M USD) in 2024, with 50% thru BNPL and keeping the loanbook eschewed to women 60/40.
- Replace urgent use for long term consumer products that help ease inequality (health, education, mobility and home repair).
- **Metrics @Mar 31 2021:** Clients: 3.741; 54% women, 15% gig economy. Registered users: +150K; Processed loan applications: +80K; Disbursements: +\$1,5M US; NPL 180+: 4,78%



Fee structure:

- JTP charges a flat interest rate to customers 25% annual. An optional² tech fee of 80USD for online application and processing, amortized thru the loan term.
- A 3rd party endorsement fee is charged to cover 10% recourse. It is deducted from disbursement and goes into a trust for NPL default.

Contact details:

- Juan E Saldarriaga, CEO@juanchotepresta.com; +573164820754

Introduction/description of the company. (Number of employees, the position in the market, year of establishment)

Juancho To Presta was incorporated in July 2019 with the aim of offering free investment loans to the market for Colombian men and women who are employed and self-employed, with income or salaries equal to or more than 1.2 SMMLV [Current Legal Minimum Monthly Salary]. This sector is characterized by a very good income, but when something unexpected happens they need to resort to credit to solve it. The primary goal of the company has been to offer loans to the market that are easy, quick and convenient to apply for, allowing our clients to fulfill their dreams and attain personal growth. The Company currently has 11 direct and 10 indirect employees. We are part of one of Colombia's biggest fintech groups that has delivered one million plus in loans altogether.

Info about your product (Type of loan, maturity, loan principle, repayment term - min., max., average)

We offer free investment loans for amounts from \$250 and \$1,500 USD, for terms of 12, 18 and 24 months. The amount of an average loan today is \$500 USD for a term of 21-months. The loan payment is monthly. The client may choose three options for making use of their

² 99% of customers use the tech platform to speed disbursement & avoid physical procedures.



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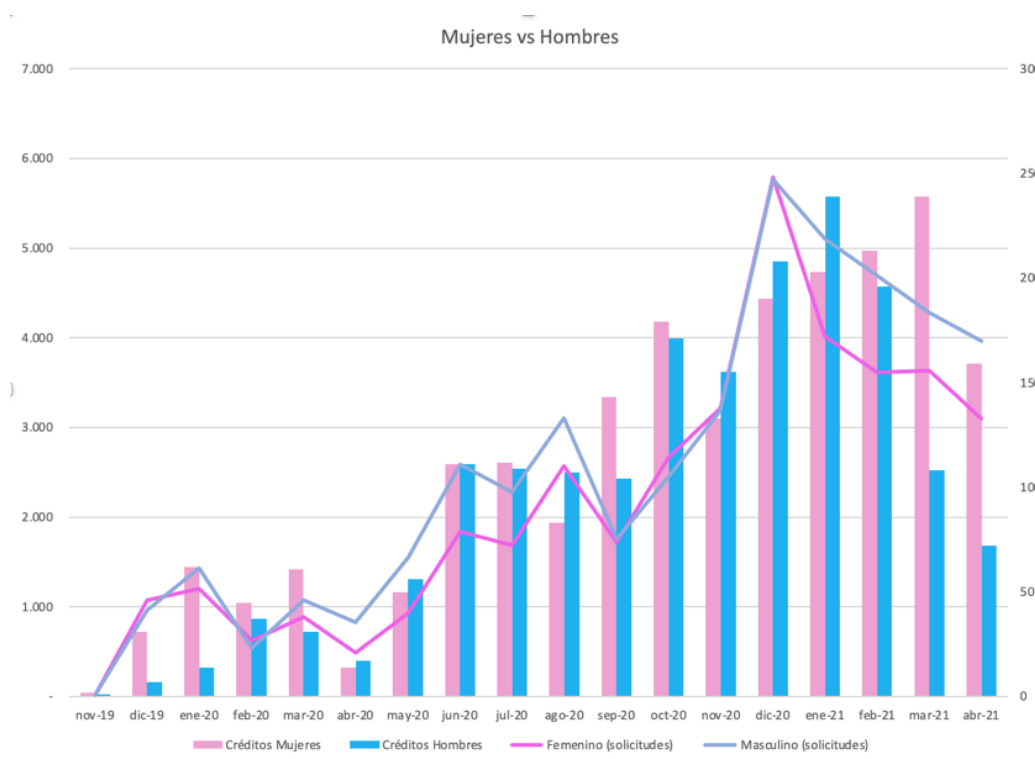
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loan: Disbursement to their bank account, disbursement to a partner network covering 1,050 Colombian municipalities, or use the loan at partner establishments with which we have more than 50 arrangements.

Loan portfolio changes year by year (quarter by quarter for young companies)

Juancho Te Presta began operation on November 15, 2019, disbursing forty loans that year. In 2020, due to restrictions from closures and quarantines associated with Covid-19, we closed out the year with 2,312 loans disbursed. The budget for 2021 is the disbursal of 10,000 loans, which is a growth of 333% compared to 2020. So far in 2021, we have disbursed 2,100 loans for a total of more than 4,500 loans granted with a value of close to 2,5 million USD.





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Who are your clients? (statistics such as - male/female, age, location, what do they borrow for)

In the past, 55% of our loans have been granted to women. They are also better at paying their loan than men and the cost of the guarantee is lower for them. Our clients are all located in Colombia, with an important portion (almost 50%) in the main cities surrounding Bogotá. Currently, we have five main client groups:

1. Young women: between the ages of 19 and 24, with a predominantly intermediate level of education, no dependents, and an income ranging from 1 to 2.4 minimum salaries (SMMLV).
2. Mothers: between the ages of 35 and 50, with a predominantly low educational level, between 1 and 3 dependents, and an income ranging from 1 to 2 minimum salaries.
3. Professional women: between the ages of 25 and 45, with undergraduate to postgraduate education, who have the best incomes, ranging from 2.5 to 4 minimum salaries.
4. Professional men: between the ages of 30 and 40, with a predominantly high level of education, between 1 and 3 dependents, and income ranging from 2 to 4 minimum salaries.
5. Single men: between the ages of 19 and 35, with low-level schooling, and a low income ranging from 1 to 2.4 minimum salaries.

Types of employment disbursed (active and closed)

Employment Type	Distribution
Employee	88%
Self-employed	10%
Pensioner	1%
Student	0%
Temporary employee	1%
Total	100%



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EMPLOYEES' Economic Sector

Economic Sector	Type		Total Distribution
	Female Distribution	Male Distribution	
Health (nurses, doctors, dentists)	8.50%	2.45%	10.95%
Financial and insurance activities	6.23%	3.60%	9.83%
Information and telecommunication	5.20%	3.49%	8.70%
Professional, scientific, technical, management services, i.e., accountant self-employed	5.05%	3.06%	8.12%
Wholesale and retail sales	4.23%	2.83%	7.07%
Construction	2.63%	3.67%	6.30%
Food (processing and/or sales)	2.83%	2.98%	5.82%
Administration and defense	2.24%	3.26%	5.51%
Education (teachers)	3.16%	1.65%	4.82%
Manufacturing	1.73%	2.42%	4.16%
Transportation and storage	1.14%	2.45%	3.60%
Land, sea and air transportation	1.07%	2.45%	3.52%
Artistic, recreational and other activities	1.40%	1.37%	2.78%
Agriculture and other farming activities	0.94%	1.27%	2.22%
Publicity and marketing	1.22%	0.76%	1.99%
Provision of electricity, gas, and water	0.45%	0.86%	1.32%
Mining	0.30%	0.76%	1.07%
Real estate activities	0.74%	0.20%	0.94%
Restaurants	0.28%	0.48%	0.76%
Hotels and tourism	0.43%	0.28%	0.71%
Car and/or motorcycle repair	0.22%	0.48%	0.71%
Unregistered	5.74%	3.26%	9.01%
Total	55.84%	44.15%	100.00%

SELF-EMPLOYED Economic Activity

Economic Activity	Type		Total Distribution
	Female Distribution	Male Distribution	
Other activity	28.1%	21.7%	25.0%
Merchant	17.3%	18.5%	17.9%
Small-medium sized and micro businesses	7.7%	11.4%	9.5%
Accountant/auditor	7.7%	3.8%	5.8%
Doctor/health professional/aesthetics	6.6%	3.3%	5.0%
Engineer/geologist/architect	5.6%	4.3%	5.0%
Salespeople/door-to-door/direct sales	5.6%	3.3%	4.5%
Technician or technology in other fields.	3.1%	5.4%	4.2%
Developer/professional or IT	2.6%	4.9%	3.7%
Transportation/taxi or bus driver/conductor	1.5%	4.9%	3.2%
Attorney	2.0%	3.8%	2.9%
Agricultural activities	0.5%	4.9%	2.6%
Barber/stylist/beauty consultant	3.1%	1.6%	2.4%
Foods/chef, cook/restaurant	1.5%	2.7%	2.1%
Professors/teachers	2.6%	1.1%	1.8%
Artist/Orange Economy (in Colombia)	1.0%	2.2%	1.6%
Homemaker	1.5%	0.0%	0.8%
Machine operator	1.0%	0.0%	0.5%
Secretary	1.0%	0.0%	0.5%
Courier/home delivery (Rappi, UberEats, etc.)	0.0%	1.1%	0.5%
Driver - Uber/Cabify/Indriver	0.0%	0.5%	0.3%
Plumber/mason/carpenter	0.0%	0.5%	0.3%

Juancho Te Presta SAS

Km 2, vía El Tambo; Andes BPO. La Ceja, Antioquia.

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Purposes of Loans Disbursed

Purpose of Loan	Distribution
Needed to cover unexpected expenses	22%
Needed to pay family expenses	18%
Other	14%
Invest in my business	10%
Wanted to pay another loan	7%
Wanted for study	6%
Going to remodel home	6%
Needed to repair car or motorcycle	4%
Help for a family member or friend	3%
Wanted to give myself a treat	3%
To go on vacation	2%
Wanted to personalize my car or motorcycle	1%
To cover health or aesthetics expense	1%
Wanted to purchase bicycle	1%
Wanted to purchase new mobile phone	1%
Total	100%

Why investors should invest in you, but not in other? (Some competitive advantages)

We differentiate ourselves from the competition by incorporating biometric identity verification processes that comply with FATF regulations, linking to a bank account or requesting income verification from Social Security (open banking services); our product amounts (\$250 to \$1,500 USD) and terms (12, 18, 24 months); as well as, three loan-use options (disbursement to bank account, cash, or for use in partner establishments).

Company strategy, projection for upcoming years, goals of the company

The company's strategy is to be a significant player in the Colombian Fintech market. To be the first loan choice for people and accompany them throughout the different stages of their lives by being the partner that, through credit, allows them to grow.

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The company seeks to disburse 10,000 loans worth close to 4.5 million USD in its second year of operation. In addition, the network of establishments is strengthened from these 10,000 loans. The company is a relevant player in the **buy now pay later** model. We already have fifty partner establishments and expect to close out the year with 2,000 disbursements by this means.

CV of the team (if small) or top management (if big team) - ideally with photos

Position	Full Name	Linkedin
CEO	Juan Esteban Saldarriaga	https://www.linkedin.com/in/jesaldarriaga/
CMO	Juan Diego Urrea	https://www.linkedin.com/in/juandiegouu/
CTO	Carolina Gomez	https://www.linkedin.com/in/cgomeza/
CRO	Sergio Arboleda	https://www.linkedin.com/in/sergio-arboleda-2b7a8434/
AR Manager	Diego Sanchez	https://www.linkedin.com/in/diego-sanchez-6673292b/
PO	Ricardo Soto	https://www.linkedin.com/in/rsotolon/

Main feedback from clients contacted in the monthly customer satisfaction survey:

- "It's a company that gives everything. They helped me, and helped me at a time when I needed their loan services."
- "Thank you Juancho for your understanding with clients."
- "I think they provide a good service to the community that requires a quick solution for financial difficulties."

Is your company audited? Y/N

According to Colombian regulations, we are currently required to have a tax auditor given the level of assets.

History of development

2019 was a year of challenges and lessons. Seeing that the ideas and sketches materialized on a functional platform, integrating more than five providers with solutions and geographical locations was, without a doubt, one of the project's biggest challenges. Not only for monitoring and controlling its implementation, but because defining providers and building technical and functional requirements meant making sound decisions.

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There were more than ten months of building, testing, adjustment, and implementation before granting the first loans on the www.juanchotepresta.com platform in mid-November. The first loan disbursed was unforgettable for the entire team. Seeing that what had been defined and tested in non-productive environments was finally available to the public and worked.

In 2020 there were constant adjustments and challenges due to the global impact of Covid-19 and the different restrictions and measures imposed by governments. We also saw the impact on our clients, with job losses and less income.

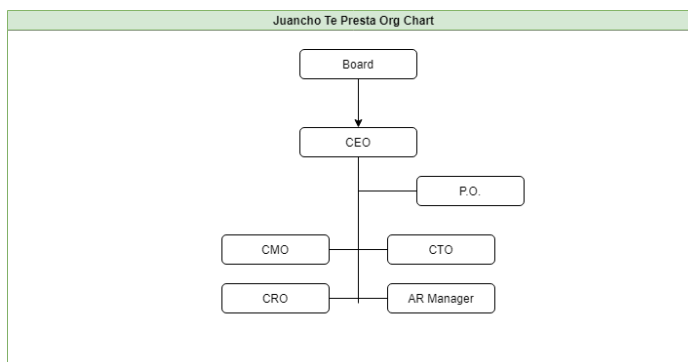
It was the year for perfecting the designed product and spur our customers' progress through credit. Whereby, we also perfected agreements with different remote, communication, and home remodeling companies, to name a few, so that our customers could make use credit at these establishments.

2021 also came with big challenges. One of these is to quadruple 2020 disbursements. That requires testing the company's different processes to optimize resources and not lose focus on the client.

Competitors and competitive advantage in your national market

Our main competitors are Addi.com, Credissimo.co, Aliatu.com, Solventa.co and Lineru.com

Management and Organizational structure



Market and Country situation, Risk vs Interest rate



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The market segment served by Juancho Te Presta has been, or is, the user of drop-by-drop loans, illegal loans, which in many cases are more costly than formal loans. In addition, there is a group of people between the ages of 18 and 25 who have less access to financial products, but who in turn, are the ones who could be the biggest recipients of Fintech. This is due to it being a group with high level tech contact. Only 12 million people out of 40 million adults in Colombia have a credit card.

The product Juancho Te Presta offers has an interest rate of 25% EA. In addition, it offers the option of retaining the guarantee offered by a third party directly on the platform. In the event a customer does not have a guarantor or co-guarantor, there is a percentage on the guarantee that is charged at the time of disbursement and another in which the customer continues paying the monthly payments. Guarantee and interest cost is calculated according to the risk appetite of the business to guarantee the balance between risk and profitability.

Scoring process, process of credit approval

Our aim population should aim the next credit risk criterion that we check in the two main Colombia's Credit Bureau [Experian and TransUnion].

- 1. Clients between 21 and 65 years old*
- 2. Clients who present any adverse status reported in savings accounts (cancellations due to mismanagement) are excluded.*
- 3. Clients who demonstrate experience of 6 or more months in the management of risk products.*
- 4. Customers who present an obligation in a "written off debts" or "doubtful collection" status are excluded.*
- 5. Customers with 60 days or more past due are excluded.*

Credit Scoring Model

Currently Juancho Te Presta has a custom origination Scoring model; development was carried out with the help of Experian's Analytical Consulting area exclusively for the company. Specifically, two models (SCORE CARDS) were built that respond to the business model, Men and Women.

The purpose of the model is to objectively quantify the risk level of each applicant, allowing to provide a measure of the credit risk to current applicants of Juancho Te Presta according to the segment to which they belong (Men or Women), based on sociodemographic and Bureau's features.

- 1. Cutoffs:** *Men's SCORE CARD \geq 488 and Women's SCORE CARD \geq 420. With these two cut-off points, a maximum default rate of 12% is expected.*

Income Estimator



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Clients are consulted in the Social Security Services or Integrated Payment Settlement Form (PILA)³ and in the private pension funds to validate their monthly income (Y). Clients with the following characteristics are excluded:

1. Unemployed
2. Income less than a legal minimum wage
3. Work continuity less than two months

If any client is not found in PILA services, Juancho Te Presta has Open Banking services and scrapping where the client can enter their savings account credentials, through the use of robots it is possible to read the bank statements and estimate their monthly income.

Credit Limit Definitions

The maximum amount of credit available under an approved credit line is calculated by taking the lowest value obtained from the following two procedures⁴:

1. The global debt (GD) with other entities is quantify at the applications time; it means, the sum of the value of the monthly installments that the client pays. Then, the net disposable income is calculated as $Yd = Y - GD$, the Credit Limit is defined such that the monthly payment that the client must pay in the term to maturity does not exceed 10% of their Yd .
2. Maximum credit amounts are determined based on the level of risk ($SCORE$ range), keeping the ratio higher $SCORE$, higher quota offered. This allows to mitigate the exposure in the highest risk profiles. Check next table:

MIN SCORE	MAX SCORE	MAX MATURITY	MAX CREDIT LIMIT
0	565	12-18-24	USD \$ 800
566	638	12-18-24	USD \$ 1,100
639	999	12-18-24	USD \$ 1,500

³ It's its Spanish acronym.

⁴ Original term to maturity is 12, 18 or 24 months