


## Responsible investor challenge: M & As, Exits, IPOs

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# MyBucks at Glance


 MyBucks is a **FinTech** company that embraces technology as a means to provide **financial products** and **services** to customers.

 First FinTech player on the continent to provide saving products


 Over **1.2 million** loans issued with a value of over **€330 million** since inception


 Proprietary credit scoring and fraud detection algorithms

 FY 2017 Revenue of **€55 million**


 Currently operating **5 banks** and **8 MFIs**

 Loan book as at 30 June 2017 c. **€85 million**

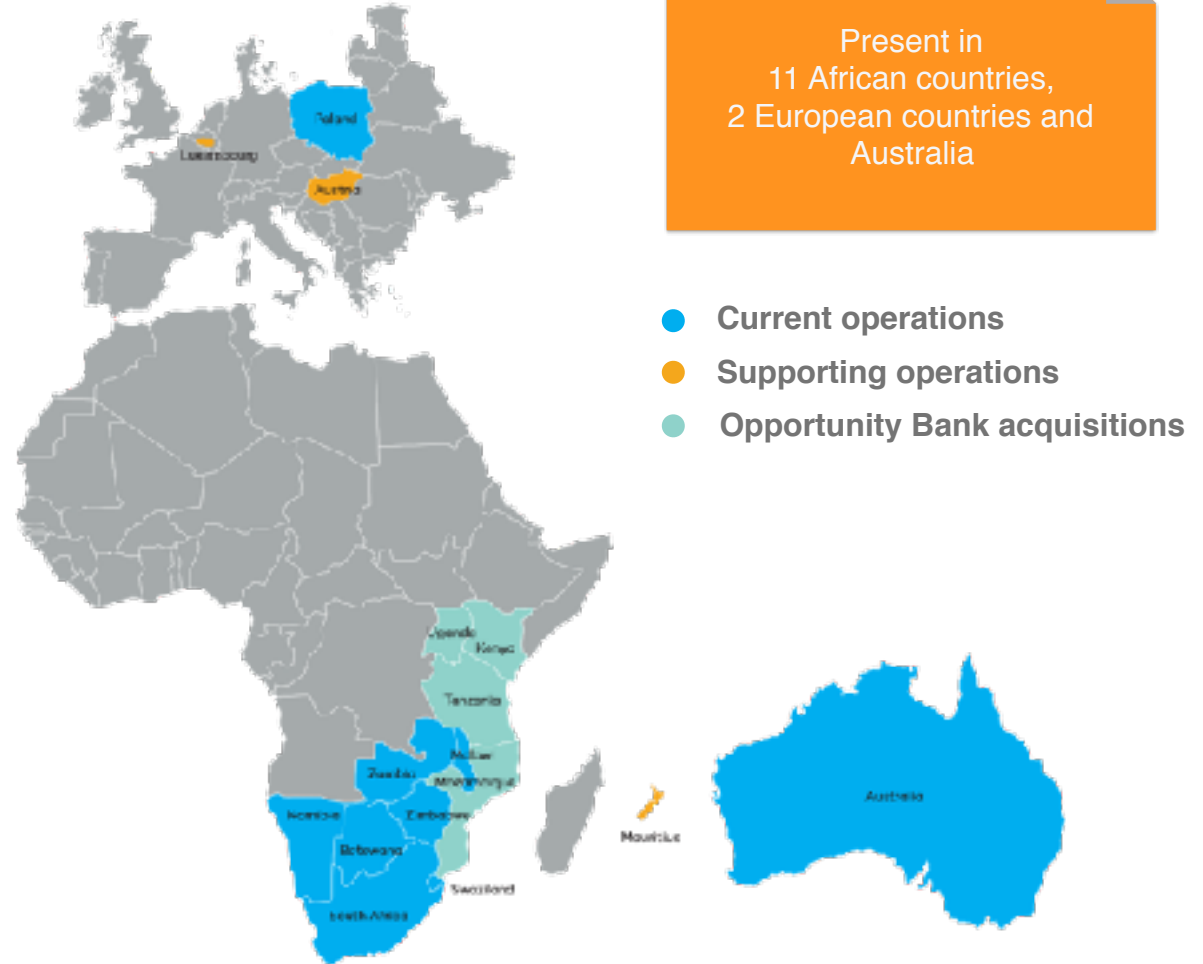
 In excess of **1.5 million** customers

 **59%** Customer retention rate

 Loan Disbursements FY 2017 **€135 million**

 Default rate of **7.12%**

Present in 11 African countries, 2 European countries and Australia



# Why is a FinTech Company buying Banks and MFIs in Africa?

## Rationale and potential of banking Africa digitally



Addressable market of over **400 million** people



Traditional banks in Africa **have executed** digital banking **poorly**



Over **300 million** smartphone users in Africa



Smartphone market expected to be **over 720 million** users by 2020

Fintech isn't disrupting Africa's financial industry — **it's building it.**

“African fintech is not disrupting the existing financial service providers. This is because, **in many areas of the continent, there is nothing to disrupt**, with large swathes of the low and lower middle income segments unserved or under-served when it comes to formal financial services.

Across most of the continent, there is no formal banking or financial infrastructure in rural areas, due to the high cost of rolling out banking infrastructure. Even those in urban areas are priced out of more developed financial services such as credit and insurance.”

Quartz Media, Wim van Beek Managing Partner – Goodwell Investments

# Our Approach to Building an African Digital Bank

## Organic Growth

### MyBucks SA listed on the Frankfurt Stock Exchange

**Listing date:** 23 June 2016

**Raised:** EUR 15.5 m

**Current Market Cap:**

c. EUR 142 m



We capitalized our business, preparing it to grow organically and qualify to acquire majority stakes in regulated banking operations.

We have achieved scale in our underlying businesses listing both the equity in certain instances, and debt in others.

### GetBucks Zimbabwe listed on the Zimbabwe Stock Exchange

**Listing date:** 15 January 2016

**Raised:** USD 3.2 m

**Current Market Cap:**

USD 40 m



### Botswana listed local currency bond

**Date:** 24 February 2017

**Amount:** BWP 72 million

**Tenor:** 3 years and 5 years

**Rate:** 15% and 18%



## Inorganic Growth

### OI Tanzania, OI Kenya, OI Mozambique

1 July 2016 - MyBucks concludes the acquisitions of 100% of Opportunity Tanzania Limited, Opportunity Kenya Limited and Banco Oportunidade de Mozambique.

### OI Uganda

1 October 2016 - MyBucks concludes the acquisition of 49% of Opportunity Bank Uganda Limited.



### Fair Go Finance

16 January 2017 - MyBucks enters the Australian market through the acquisition of 75% of Fair Go Finance.



### New Finance bank

24 July 2017 - MyBucks obtains a banking licence through the acquisition of 50% of New Finance Bank Malawi.



# Inorganic Growth Main Challenge : Integration

## Focus Areas in Integration

### Business Model Focus

Re-evaluate the Vision & Mission of the Target aligning it to MyBucks

Assess the markets served and identify opportunities to reach more customers

Assess the Products and Services and identify synergies with MyBucks

Look for synergies, the distribution channels, leveraging MyBucks

### Operational Model Focus

Integrate existing IT platform with MyBucks proprietary technology

Assess and refresh risk management approach along with internal controls

Align financial reporting, ensure real time reporting and rationalize costs

Assess human capital and if necessary, right size businesses

Our product focus is mainly SMME and Agriculture finance as these sectors are set to drive real growth in the African landscape. Our technology allows us to lend to these sectors. Banks have failed to adequately service these sectors owing to their rigorous and often rigid information requirements in order to issue loans.

## Our Successes

OI Mozambique  
Loss making since inception  
Profitable on a monthly basis  
after **2 months**

OI Uganda  
Loss making for 8 years  
Profitable on a monthly basis  
after **2 months**

NFB Malawi Loss making  
for 3 years  
Profitable on a monthly basis  
after **3 months**

## Conclusion

- The FinTech Revolution is continuing to gain traction on traditional banks allowing the most financial excluded members of society;
- Strategic acquisitions complemented by strong integration plans are important in ensuring that FinTech companies scale up rapidly within the African context and reach out to the most financially excluded;
- The FinTech revolution in Africa has the potential to drive SME and Agriculture finance in areas which traditional banks have failed to serve owing to the inability to process information that it non traditional.