

LLP "MFO "TAS FINANCE GROUP"



CORPORATE CULTURE



MISSION

Create financial opportunities to achieve goals using innovative solutions



VISION



Local

Become a member of the country's financial market in order to change it and make it closer to the people



Global

Become a financial company capable of competing in the global market



COMPANY VALUES

Honesty-trust

Honesty breeds trust, which is essential to the success of our work. We always strive to be honest with ourselves, clients, partners and colleagues, which is a guarantee of the transparency of our activities.

Team-cohesion

Together we are much stronger than each of us individually. We are a close-knit team that appreciates the contribution of everyone to the success of our common cause

Reliability-care

We are a reliable company that cares about the well-being of customers. Our reliability is your key to success, our concern is your well-being

Professionalism-development

The professionalism of our team is important to us, so we are constantly learning, developing and improving. We apply the acquired knowledge and skills both in work and in everyday life.

Time-punctuality

We respect the time of our customers, so we always try to provide them with fast and efficient service. Each member of our team is constantly improving their time management skills.



COMPANY PORTRAIT

11.7 mln \$ net profit for 2022

101.2 mln \$ loan portfolio as of 30.06.2023

own development of a mobile application, scoring modules, collateral assessment, ERP system, investment module, etc.

GeographyKazakhstan, Russia, Uzbekistan

1 place

microcredit secured by a car

38 branches

and offices throughout the KZ

4060\$

average bill as of 06.30.2023

54.1 mln \$

2 bond issues for 54.1 mln \$

3,4x

collateral coverage

342

the number of employees



30 minutes

loan processing



60%

repeat clients as of 06/30/2023



93%

loans issued offline



ESG

compliance with ESG principles



COMPANY DEVELOPMENT HISTORY

2022

2021



MFO license

Obtaining the ARDFM RK license on February 26, 2021

Reorganization

Structural optimization

reorganized through the

merger of «TASCREDIT ONLINE

Lombard» LLP and «MFO TAS

CREDIT» LLP. Launch of the

integration of "offline and

online" systems

International scaling

Opening of TAS Finance in Uzbekistan

Signing an agreement with "EDF "DAMU" JSC

> Under the «Damu Micro» program for 4.4 mln \$

Reorganization

Structural optimization, reorganized through the merger of MFO «TAS MICROFINANCE» LLP and MFO **«TAS FINANCE GROUP» LLP (TAS** FINANCE GROUP).

2015-2021 2018 2010 2012

Launch of car

loans

Regional scaling in Kazakhstan

Opening branches in

Kazakhstan First issue of bonds in the unorganized market in the amount of 3.9 mln \$ Registration of the name LLP

Development of

the russian

business line

"TAS FINANCE GROUP"

Launch of online lending

2019

Successful launch of online secured loans Launch of TAS ONLINE mobile application Expansion of sources of financing Passing the accreditation of the European investment platform "Mintos" Social and organizational activities Establishment of the Association of legal entities "Association of companies for lending secured by motor vehicles"

on AIX

2020

Debut placement of tenge bonds for 5.5 mln \$

Product Line Expansion

Successful launch of the product «Lending for the purchase of a car»

Registration requirements

Registration in the Register of MFOs of the NBK

Repayment of obligations

Successfully disbursed and closed liabilities to Mintos in the amount of more than 5 mln \$

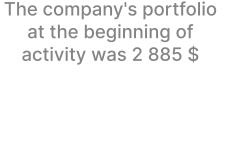
Issuance of bonds

Issuance of bonds on AIX

Bond program for 44 mln \$, issue under the program for 22 mln \$

Signing an agreement with "EDF "DAMU" JSC

Launch of the «Damu Micro» program for 2.2 mln \$



Launch of

TASCREDIT

Loans secured by goods,

gold products. This

business line was closed

in 2019



THE MAIN PRODUCT LOAN SECURED BY A CAR

Average check for 30.06.2023

4060\$

The collateral is more than

3,4x times the amount of the loan issued

The average cost of a car as collateral

12 400 \$



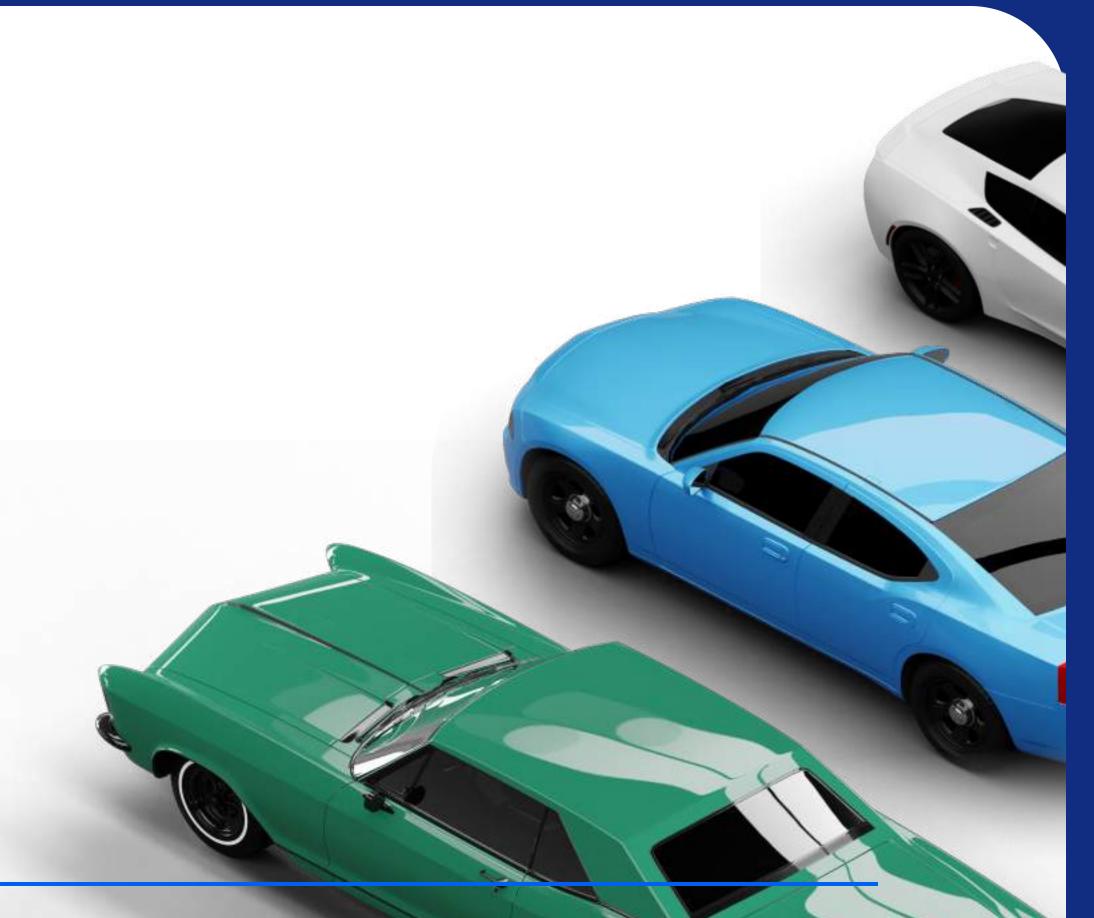
15 months

Average actual loan term



56%

Annual effective interest rate of the loan





KEY INDICATORS

	2019	2020	2021	2022
Portfolio	19.8 mln \$	32 mln \$	49.1 mln \$	72.3 mln \$
Customers	12.6 th.	16.6 th.	20 th.	24 th.
Net profit	1.8 mln \$	3.6 mln \$	7.9 mln \$	11.7 mln \$
ROE	54,2%	43,4%	43,6%	53,02%
ROI	17,3%	10,5%	13,8%	15,4%
Max risk ratio per borrower	_	0,023	0,016	0,006





MARKET ANALYSIS



100% market – 4.4 mln units

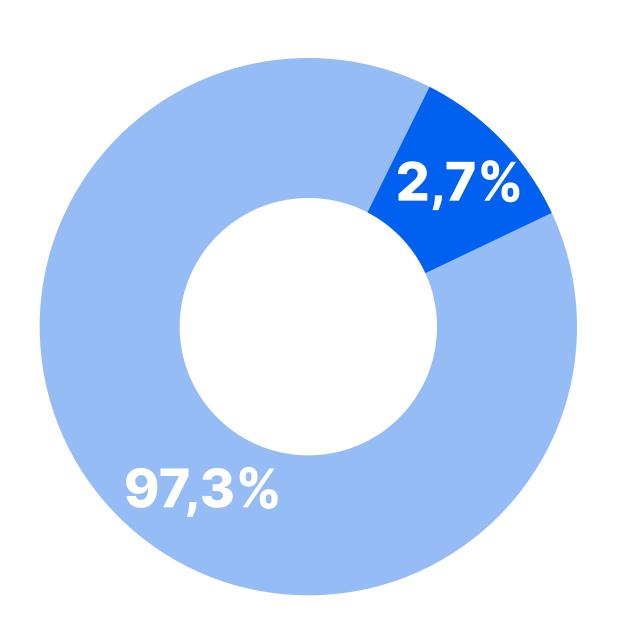
40% - cars older than 20 years - 1.67 mln units
22% - cars on loan - 0.98 mln units

6% - non-target aud. - 0.33 mln units

12% - trucks and buses - 0.53 mln units

20% is the potential. market – 0.89 mln units

Potential. market 100% 0.89 mln units



Potential. market 97.3% - 866 th. units

Market share 2.7% - 24 th. units

TAS FINANCE GROUP – 24 000 active customers

* 1 unit – 1 car



PLAN TO INCREASE THE LOAN PORTFOLIO AND THE NUMBER OF CLIENTS

2024

100 000 clients

239 th. \$

total portfolio

50 000 clients

2023

148.8 th. \$

total portfolio

2025

150 000 clients

383.4 th. \$

total portfolio

Scaling:

2024 - Nigeria

2025 - Philippines

2026 IPO launch

Net profit:

18 mln \$ 2023

18 mln \$ 2024

40.6 mln \$ 2025



FUNDING STRUCTURE



Bank loans expiration date 2025

Weighted average rate 16%

Equity capital

39 mln \$

2022 year

28.2 mln \$

2021 year

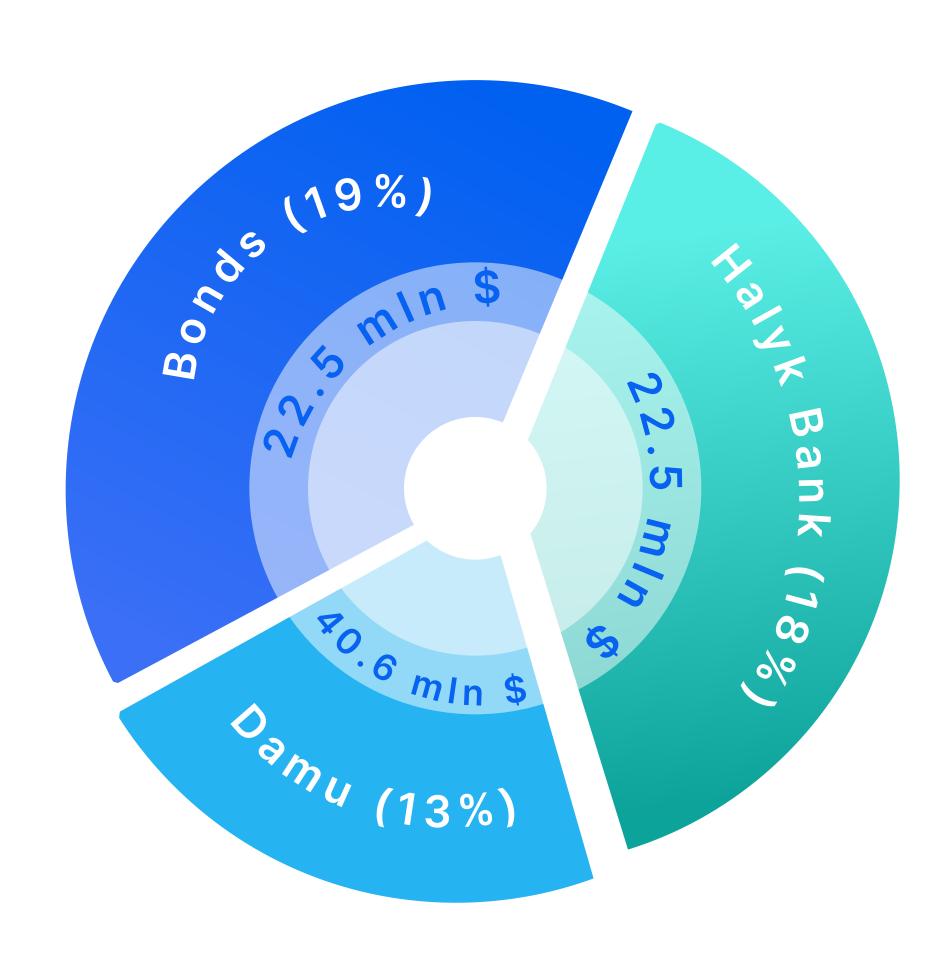
7.4 mln \$

2020 year

3.8 mln \$

2019 year

As of 06.30.2023









6.8 mln \$
of remuneration paid
for two bond issues as
of 30.06.2023



19% coupon rate

