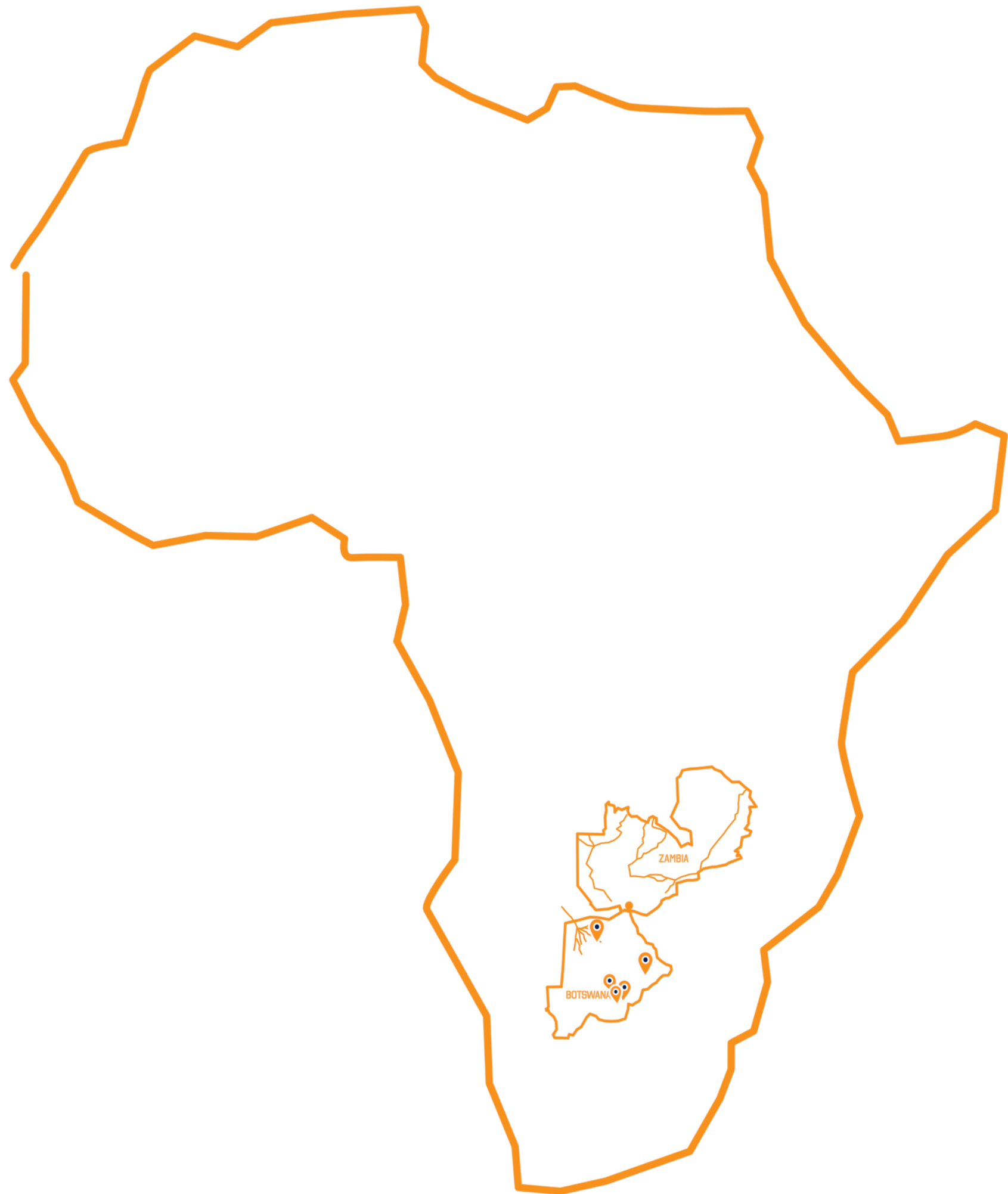




**Money When You Need It**



## Innovative consumer lender

### Established:

- Botswana in 2015

*Licensed and regulated by the Non-Bank Financial Institutions  
Regulatory Authority in Botswana*

# Two main products:

- Instalment loans to government employees
- Instalment loans to non-government employees



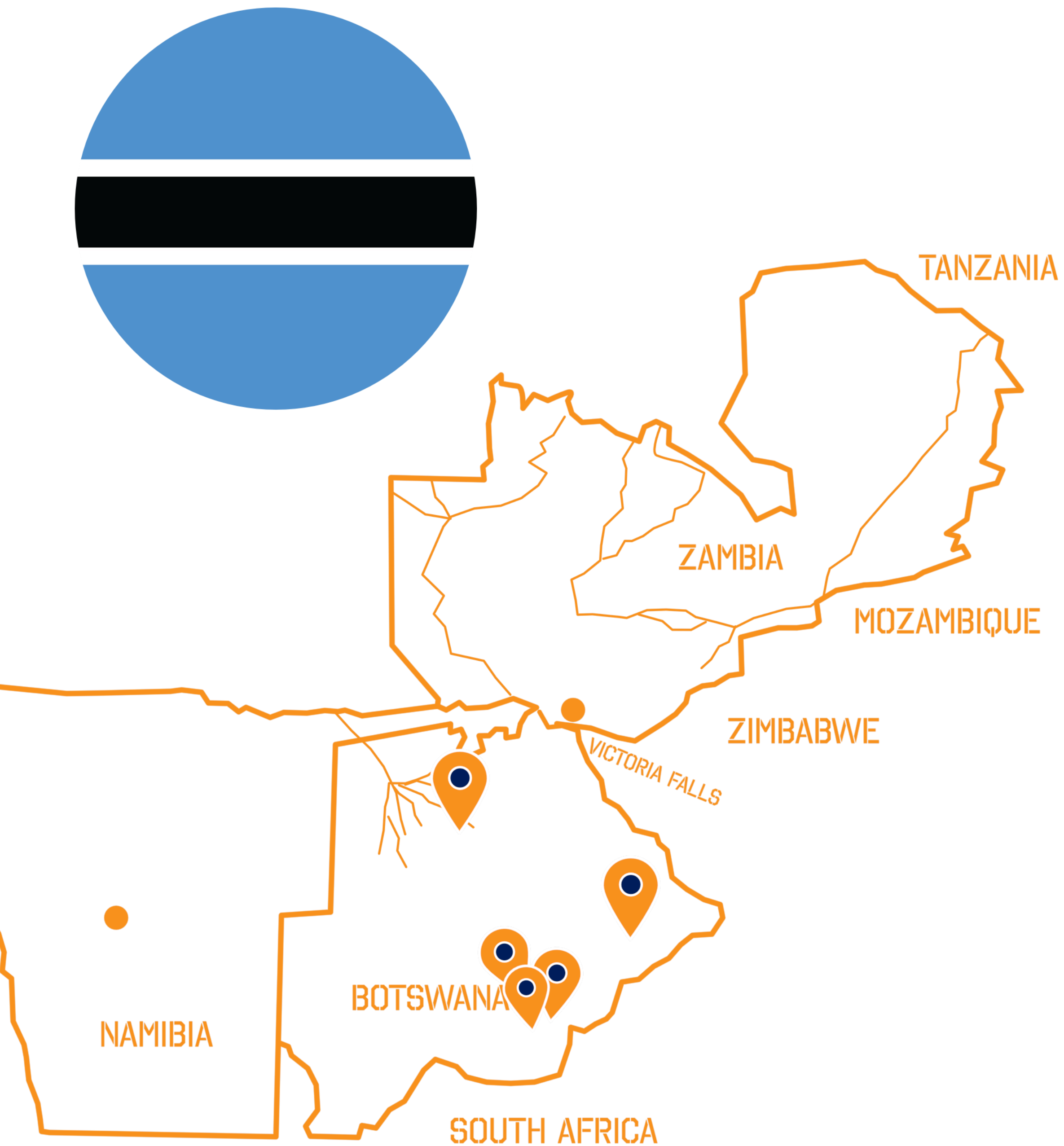
# Robust processes

Reliable client identification through branch network

Detailed loan review process, including income verification

Direct debit from bank accounts and deduction at source before salaries ensures low credit risk





# Branches and sales network

**5 branches placed in Botswana**

New branches 2018:  
Palaype

**Large direct sales agent network with  
around 143 employees & agents in Botswana**

Sales agent network is expected to increase 3  
times in 2019

# Financial Overview - Botswana

Issued more than 12m EUR in loans

Strong revenue growth supported by continuous investment in branch network and systems

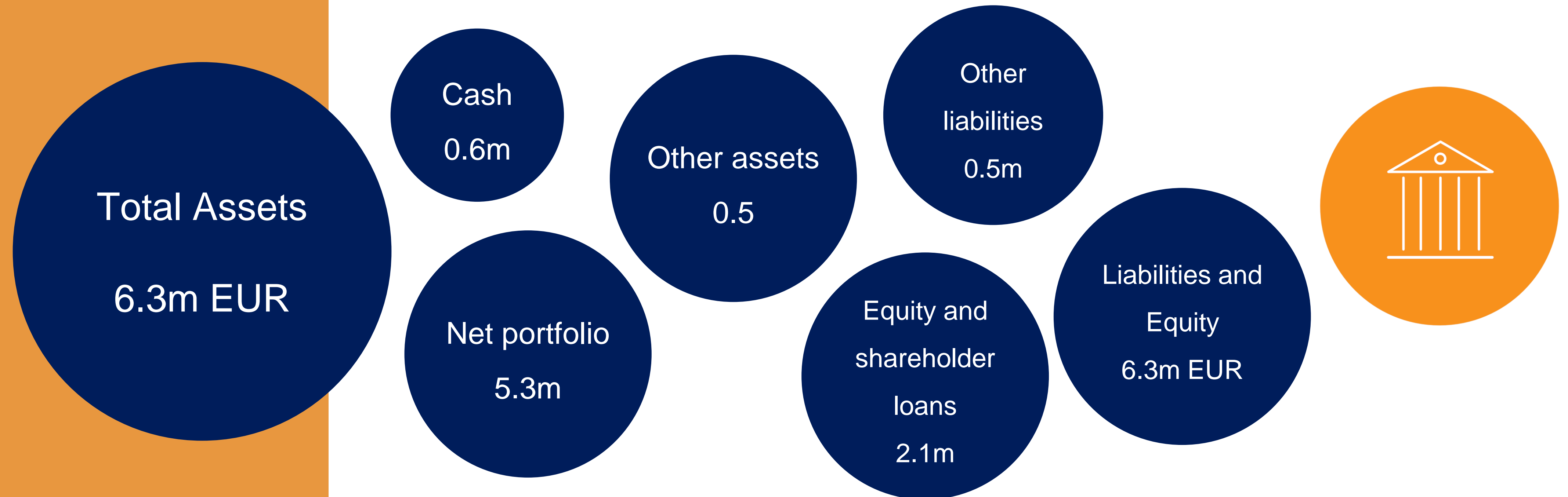
Gross profit positive since Q2 2017

Income Statement, EUR'000	2016 Q4	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4
Revenue	0	0	10	77	366	702	874	942	1 019
Loan Loss provisions	0	(1)	(5)	(25)	(239)	(376)	(167)	(393)	(389)
Interest expense	0	(0)	(2)	(23)	(73)	(121)	(147)	(272)	(346)
<b>GROSS PROFIT</b>	<b>0</b>	<b>(1)</b>	<b>3</b>	<b>29</b>	<b>55</b>	<b>205</b>	<b>560</b>	<b>277</b>	<b>283</b>
Expenses	(30)	(35)	(146)	(179)	(301)	(370)	(399)	(417)	(419)
Depreciation	(2)	(2)	(2)	(4)	(11)	(19)	(24)	(28)	(27)
<b>NET PROFIT BEFORE FX</b>	<b>(32)</b>	<b>(37)</b>	<b>(145)</b>	<b>(154)</b>	<b>(257)</b>	<b>(183)</b>	<b>137</b>	<b>(168)</b>	<b>(162)</b>
Net FX (loss) gain	4	(1)	(9)	(27)	151	22	(180)	(114)	39
<b>NET PROFIT</b>	<b>(28)</b>	<b>(38)</b>	<b>(154)</b>	<b>(180)</b>	<b>(106)</b>	<b>(161)</b>	<b>(43)</b>	<b>(282)</b>	<b>(123)</b>



# Financial Overview - Botswana

Income in 2018 Q4 has increased by more than 170% compared to 2017 Q4



# Outlook for future

Further  
expansion of  
branch and  
sales agent  
network

Expansion of  
product  
base  
(e.g. POS loans)

**Profitable  
Growth**

Investments  
in brand  
recognition  
and focus on  
loyal  
customers

Continued  
improvements  
of branch /  
process  
efficiency



# Get in touch with us!



## HEAD OFFICE

Plot 64516 1st Floor, Gabs FM Building,- Showgrounds  
Close, Fairgrounds



**+267 316 5503**



**info@expresscredit.co.bw**

**www.expresscredit.co.bw**