

# COVALTO

# Empowering Mexico's Underserved SMEs

Investor Presentation August 2022

## Disclaimer

#### **GENERAL**

This presentation (together with oral statements made in connection herewith, this "Presentation") is provided for informational purposes only and has been prepared to assist interested parties in making their own evaluation with respect to a potential business combination among Covalto Ltd. (together with its subsidiaries, the "Company") and LIV Capital Acquisition Corp. II ("LIVB") and related transactions (the "Proposed Business Combination") and for no other purpose. By accepting this Presentation, you acknowledge and agree that all of the information contained herein or disclosed orally during this Presentation is confidential, that you will not distribute, disclose and use such information for any purpose other than for the purpose of your firm's participation in the potential financing, that you will not distribute, disclose or use such information in any way detrimental to the Company or LIVB, and that you will return to the Company and LIVB, delete or destroy this Presentation upon request. No representations or warranties, express or implied are given in, or in respect of the accuracy or completeness of, this Presentation or you. You are also being advised that the U.S. securities laws restrict persons with material non-public information about a company other indirectly or indirectly from from communicating such information to any other person under circumstances in which it is reasonably foreseeable that such person is likely to purchase or sell such securities of such information. To the fullest extent permitted by law, in no circumstances will LIVB, the Company or any of their respective subsidiaries, security holders, affiliates, representatives, partners, directors, office or on opinions communicated in relation thereto or otherwise arising in connection therewith. In addition, this Presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company or the Proposed Business Combination. Viewers of this Presentation sh

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If the Proposed Business Combination is pursued, LIVB will be required to file a registration statement (which will include a proxy statement/prospectus of LIVB) and other relevant documents with the Securities and Exchange Commission ("SEC"). Shareholders and other interested persons are urged to read the registration statement and any other relevant documents filed with the SEC when they become available because they will contain important information about LIVB, the Company and the Proposed Business Combination. Shareholders will be able to obtain a free copy of the registration statement (when filed), as well as other filings containing information about LIVB, the Company and the Proposed Business Combination, without charge, at the SEC's website located at www.sec.gov. LIVB, the Company and their directors and executive officers and other persons may be deemed to be participants in the solicitations of proxies from LIVB's shareholders in respect of the Proposed Business Combination and the other matters set forth in the registration statement. Information regarding LIVB's directors and executive officers is available under the heading "Management" in its final prospectus, filed with the SEC on February 7, 2022 and its Form 8-K (relating to Item 5.02) filed on July 1, 2022. Additional information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the registration statement relating to the Proposed Business Combination when it becomes available.

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## Disclaimer

#### FORWARD-LOOKING STATEMENTS

All statements other than statements of historical facts contained in this Presentation are forward-looking statements. Forward-looking statements may generally be identified by the use of words such as "believe," "may," "will." "estimate," "continue," "anticipate," "intend," "expect," "should," "plan," "project," "forecast," "predict," "forecast," "future," "outlook," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements include, but are not limited to, statements regarding estimates and forecasts of other financial and performance metrics, projections of market opportunity and market share. These statements are based on various assumptions, whether or not identified in this Presentation, and on the current expectations of the Company's and LIVB's management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and may differ from assumptions, and such differences may be material. Many actual events and circumstances are beyond the control of the Company and LIVB. These forward-looking statements are subject to a number of risks and uncertainties, including changes in domestic and foreign business, market, financial, political and legal conditions: the inability of the parties to successfully or timely consummate the Proposed Business Combination, including the risk that any required regulatory approvals are not obtained, are delayed or are subject to unanticipated conditions that could adversely affect the combined company or the expected benefits of the Proposed Business Combination or that the approval of the shareholders of the Company or LIVB is not obtained; the failure to realize the anticipated benefits of the Proposed Business Combination; risks relating to the uncertainty of the projected financial information with respect to the Company; risks related to the development and commercialization of the Company's technology and the timing and achievement of expected business milestones; the effects of competition on the Company's business; the amount of redemption requests made by LIVB's public shareholders; the ability of LIVB or the combined company to issue equity or equity-linked securities or obtain debt financing in connection with the Proposed Business Combination or in the future and those factors discussed in LIVB's final prospectus and 10-Q, filed with the SEC on February 7, 2022 and May 12, 2022, respectively, under the heading "Risk Factors," and other documents of LIVB filed, or to be filed, with the SEC. If any of these risks materialize or LIVB's or the Company's assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither LIVB nor the Company presently know or that LIVB and the Company presently know or the Company contained in the forward-looking statements. In addition, forward-looking statements reflect LIVB's and the Company's expectations, plans or forecasts of future events and views as of the date of this Presentation. LIVB and the Company anticipate that subsequent events and developments will cause LIVB's and the Company's assessments to change. However, while LIVB and the Company may elect to update these forward-looking statements at some point in the future, LIVB and the Company specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing LIVB's and the Company's assessments as of any date subsequent to the date of this Presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

#### PRELIMINARY FINANCIAL INFORMATION

This presentation includes the Company's preliminary estimated unaudited financial results for 2021. The financial information for 2021 is unaudited and reflects the Company's estimates based on the most current information available to management. The estimates are preliminary, subject to completion of the Company's financial closing procedures and may be revised as a result of management's further review of the results. During the course of the preparation of the Company's 2021 consolidated financial statements, the Company may identify items that require material adjustments to the preliminary estimated financial information in this Presentation. These preliminary estimated financial results are not a comprehensive statement of the Company's financial closing procedures, final adjustments, the audit and other developments that may arise between now and the time the financial results for 2021 are finalized.

#### PRO FORMA FINANCIAL INFORMATION

This presentation contains unaudited pro forma financial information reflecting the Company's acquisition of Banco Finterra S.A., Institución de Banca Multiple ("Banco Finterra"). Such financial information has not been audited, reviewed or verified by any independent accounting firm. The inclusion of pro forma financial information in this presentation or warranty by the Company or any other person as to the accuracy or completeness of such information's portrayal of the financial condition or results of operations or financial position that the Company would have reported had the acquisition of Banco Finterra been completed as of the dates and for the periods presented herein; and should not be taken as representative of the Company's results of operations or financial condition following the completion of the transactions described in this presentation.

#### **USE OF PROJECTIONS**

This Presentation contains projected financial information with respect to the Company. Such projected financial information constitutes forward-looking information, is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such financial forecast information are inherently uncertain and are subject to a wide variety of significant technical, business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. See the "Forward-Looking Statements" paragraph above for a description of many of such risks and uncertainties. Actual results may differ materially from the results contemplated by the financial forecast information contained in this Presentation and the inclusion of such information in this Presentation should not be regarded as a representation by any person that the results reflected in such forecasts will be achieved. Neither LIVB's nor the Company's independent auditors have audited, reviewed, compiled or performed any procedures with respect to the purpose of their inclusion in this Presentation.

#### FINANCIAL INFORMATION; NON-GAAP FINANCIAL MEASURES

The financial information and data contained in this Presentation is unaudited and reflects the pro forma results of the Company. Further, the financial information does not conform to Regulation S-X promulgated under the Securities Act. Accordingly, such information and data may not be included in, may be adjusted in or may be presented differently in, any proxy statement/prospectus or registration statement to be filed by LIVB with the SEC. Some of the financial information and data contained in this Presentation, such as Adjusted Net Revenue, Adjusted Gross Profit, have not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). LIVB and the Company believe these non-GAAP measures of financial results provide useful information to management and investors relating to the Company's potential future results of operations. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures.

# Today's Presenters

# LIV CAPITAL ACQUISITION CORP II



Alex Rossi
CEO & Chairman

- Founded in 2000, LIV Capital is a leading Private Equity firm in the Mexican market
- LIV Capital Acquisition Corp. II ("LIVB") is the firm's second blank check company, which raised US\$114.5M via its IPO in February 2022
- In 2021, the firm successfully closed a business combination between LIV Capital Acquisition Corp. I ("LIVK") and Agile Thought Inc. (Nasdaq:AGIL), a leading provider of digital transformation services

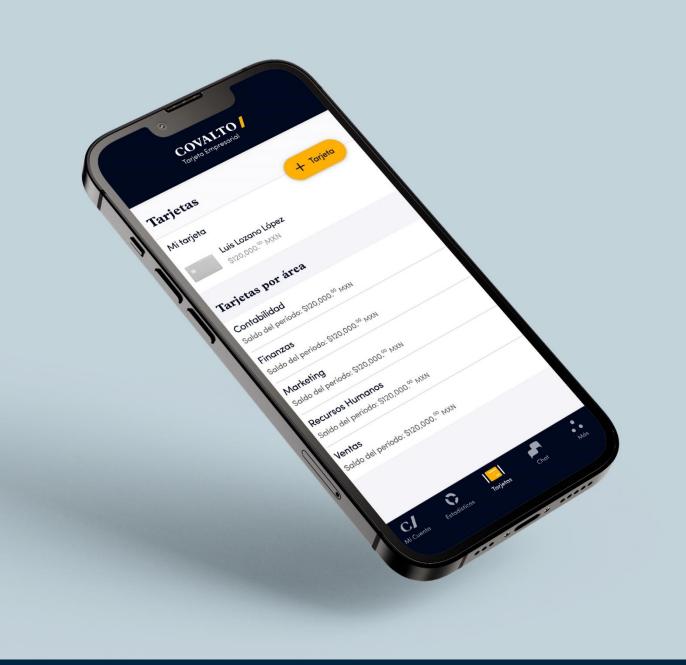
# COVALTO /



David Poritz
Co-Founder & Co-CEO



**Eduardo Mendoza** CFO



# Convergence of Financial Services and Technology

Covalto is fully aligned with LIVB's investment thesis



Proven high-growth business model with attractive unit economics



Unique tech & data advantage – +540mm e-invoices



First-mover advantage – only Mexican fintech with a bank charter



Underserved sector 5mm SMEs in Mexico<sup>1</sup>



Institutional investor base and experienced management team

1. INEGI

# Transaction Overview

# Transaction Description

# Transaction Structure<sup>1</sup>

### Pro Forma Ownership<sup>1</sup>

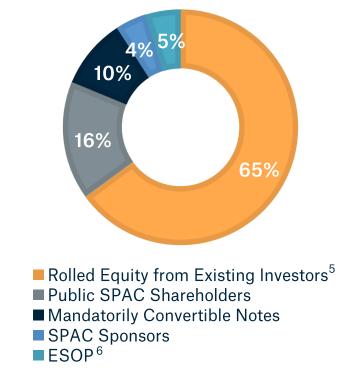
### Governance

- Covalto and LIVB merger with a pro forma fully diluted enterprise value of \$547mm<sup>1</sup>
- Post-closing entity Covalto to remain listed on the Nasdaq under ticker CVTO
- Expected closing Q1 2023
- The transaction will be accompanied by a committed financing of \$60 million, \$30 million of which has previously been funded and \$30 million of which will be funded by LIV Capital following the announcement
- 100% consideration in the form of roll over shares to existing Covalto shareholders
- Additional earn-out for existing shareholders: 2.5 million shares, of which 50% are delivered at the \$13.50 threshold and 50% are delivered at the \$17.50 threshold
- Assuming no redemptions, pro forma ownership will be 65% existing Covalto shareholders, 10% mandatorily convertible note holders, 16% SPAC public shareholders, 4% SPAC founder shares and 5% ESOP
- Founders and current Covalto management will continue to run the company providing continuity and focus on long-term value creation
- LIVB entitled to appoint 1 independent director of the Board of Directors of the post-closing company

# Transaction Structure

Sources & Uses  \$ mm		Illustrative Pro Forma Capitalization \$ mm (except per share)		Illustrative Post-Transaction Ownership Breakdown	
Cash in Trust <sup>1</sup>	\$116.8	Share Price at Close	\$10.0		
Mandatorily Convertible Notes <sup>2</sup>	ФГО О	Pro Forma Shares Outstanding <sup>3</sup>	70.3	4% 5% 10%	
Mandatorny Convertible Notes	\$59.8	Pro Forma Equity Value	\$703		
Total Sources	\$176.6			16%	
		(+) Corporate Debt <sup>4</sup>	\$8		
Cash to Balance Sheet	\$163.6	(-) Cash to Balance Sheet	(\$164)		
Estimated Transaction Fees	\$13.0	Pro Forma Total Enterprise Value	\$547	<ul> <li>Rolled Equity from Existi</li> <li>Public SPAC Shareholde</li> <li>Mandatorily Convertible</li> <li>SPAC Sponsors</li> </ul>	
Total Uses	\$176.6	Enterprise Value / 2023E Total Revenue	5.5x	■ ESOP <sup>6</sup>	





\$547mm Pro Forma Total Enterprise Value

5.5x 2023E Total Revenue

16% Public LIVB SPAC Shareholders' Ownership<sup>3</sup>

Closing Expected Q1 2023<sup>7</sup>

Note: Please refer to "Disclaimer" on Slides 2-3 including under the headers "Forward-Looking Statements", "Use of Projections", "Pro Forma Financial Information" and "Financial information; Non-GAAP financial Measures" for the disclaimer regarding the forecasts and projections included in this

Note: Transaction includes a Seller Earn-Out of 2.5mm shares (50% will vest only if the VWAP of the post-combination company ordinary shares exceeds \$13.50 for 20 trading days within any 30-trading day period occurring no later than the fifth anniversary of the Closing; and 50% will vest only if the VWAP of 7. the post-combination company ordinary shares exceeds \$17.50 for 20 trading days within any 30-trading day period occurring no later than the fifth anniversary of the Closing).

- Assumes no redemptions. Actual results may vary
- Proceeds from mandatorily convertible notes received prior to Closing, including \$30mm anchor investment by LIV Capital

- Excludes public warrants, seller earn-out shares, and newly approved ESOP shares vesting based on share price performance
- Includes \$8mm from BLaO, excludes \$203mm in secured and operating debt
- Includes full conversion of other existing convertible notes and full exercise of existing warrants
- Only includes non-milestone-based ESOP allocated at the time of the execution of the business combination agreement Subject to customary regulatory approvals



# **COVALTO**®

Empowering Mexico's Underserved SMEs

# The Covalto Opportunity



### **Stable and Underserved Market**

Mexico represents a unique opportunity as the second largest US trade partner with the most stable currency in LatAm, paired with extremely low credit penetration for SMEs

### **Customer Experience Redefined by Technology**

Superior product delivery model purpose-built for SMEs

### **Attractive Financial Profile**

High-growth, high attachment products with compelling unit economics

### **Best-in-Class Credit Performance**

Unique technology leveraging powerful e-invoice and tax data enabling best-in-class risk management

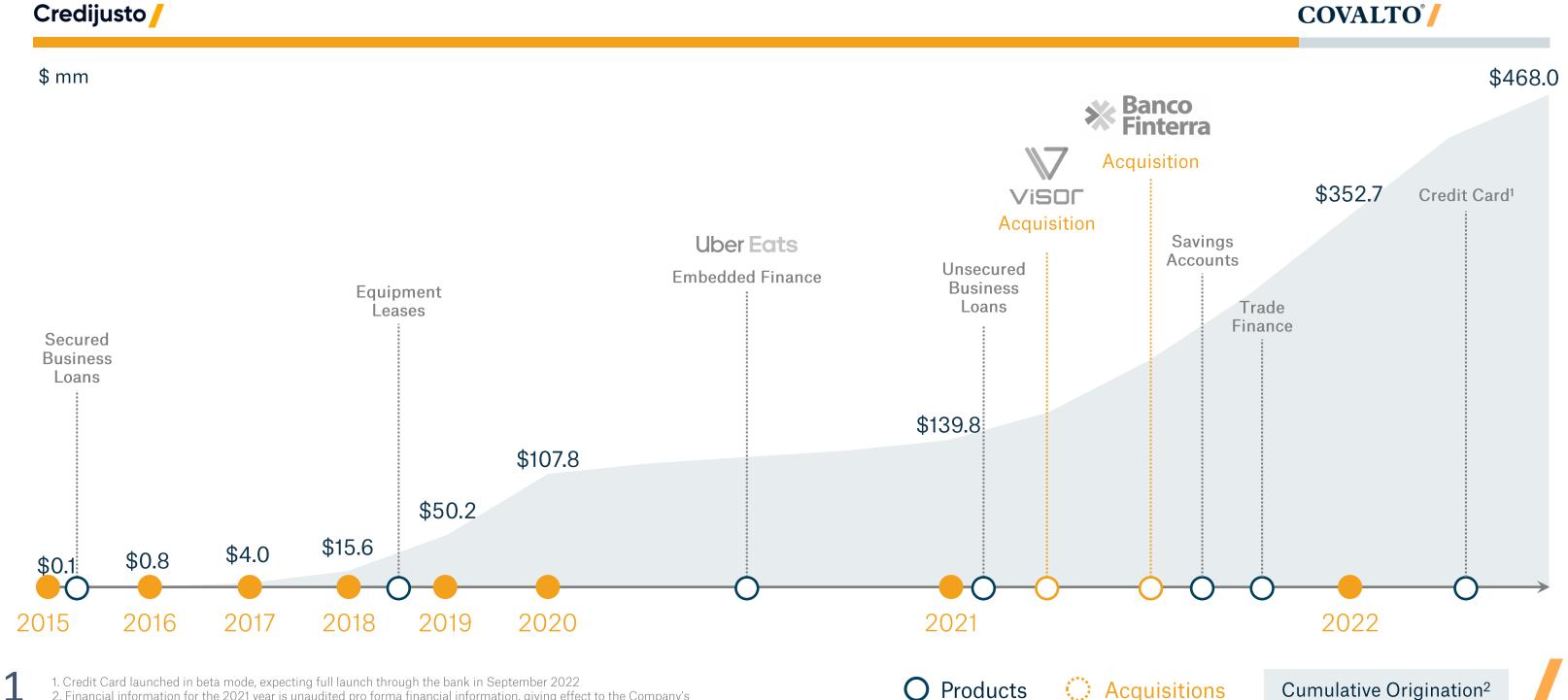
### **Full Banking Charter**

Only fintech with a fully regulated banking license delivering access to low-cost funding supporting a diversified product suite



- We developed a data and technology platform using e-invoice and digital tax data to underwrite and service SMEs at scale
- We introduced a multi-product offering to address the full spectrum of SME financial needs
- We built low-cost acquisition channels via B2B embedded partnerships with Uber Eats and Monsanto, and solidified our direct channel
- We acquired a bank to halve our funding costs, add new revenue streams and better serve business customers
- We continue to expand our product offering by introducing trade finance and a corporate credit card

# A Track Record of Successful Product Development and M&A



\$100mm

\$412mm

Projected 2023E Total Revenue 55% YoY Growth

Projected 2023E Originations 49% YoY Growth

7,000+

2022E Clients<sup>1</sup>

400

**Current Employees** 

540mm+

Unique e-Invoices

~1.0%

Historical Loss Ratio<sup>2</sup>

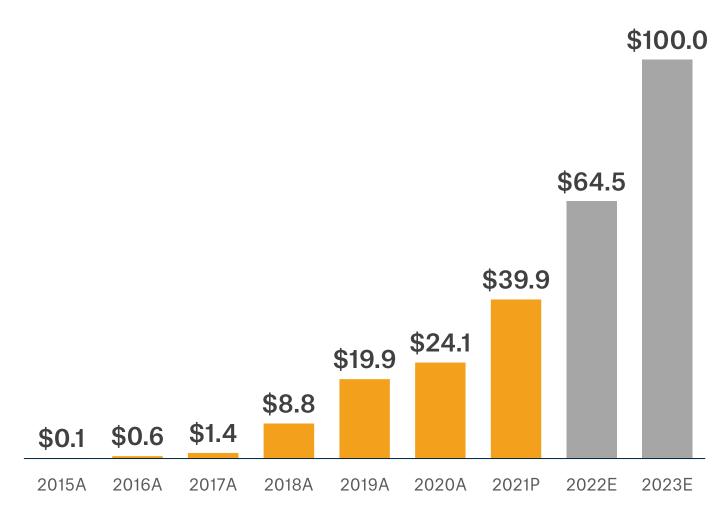
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1. Includes active credit cards and total deposit accounts

2. Q1 2022 historic loss ratio net of recoveries, excluding Banco Finterra

# Key Business Highlights

#### Total Revenue (\$ mm)

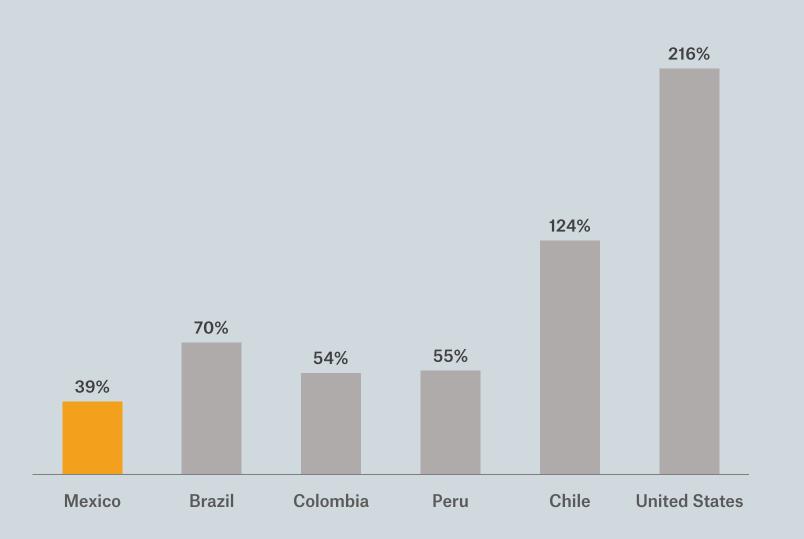


Note: Fixed exchange rate of \$20 MXN/USD for projected revenue figures; 2017-2020 revenue exclude Banco Finterra. 2021 financial information is from preliminary estimated unaudited financial statements for 2021, which are based on currently available information and subject to completion of financial closing procedures and the audit. Actual 2021 financial information may differ materially from these preliminary estimates pending completion of financial closing procedures and the audit. Projected data based upon Management good faith targets and are subject to significant risks. Financial information for the 2021 year is unaudited pro forma financial information, giving effect to the Company's acquisition of Banco Finterra as if it occurred on January 1, 2021. May not be indicative of actual or future results.

# Mexico Represents a Significant Opportunity for Credit Growth in the Context of a Stable Economy

### Credit Penetration as a % of GDP

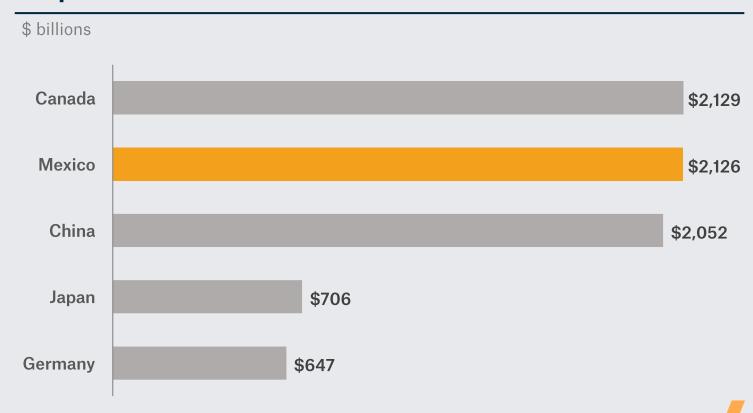
% of GDP



### **Currency Performance vs. USD**



### **Top 5 U.S. Trade Partners: 2019-2022**1



# Substantial Revenue Opportunity Targeting 5mm Underserved Mexican SMEs

Addressable SME opportunity is massive...

Mexico Market

\$1.1T
Mexican GDP<sup>1</sup>

5mm
Mexican SMEs<sup>2</sup>

+

LatAm Region

\$5T LatAm GDP<sup>1</sup> 25mm

# ... and neglected by traditional banks

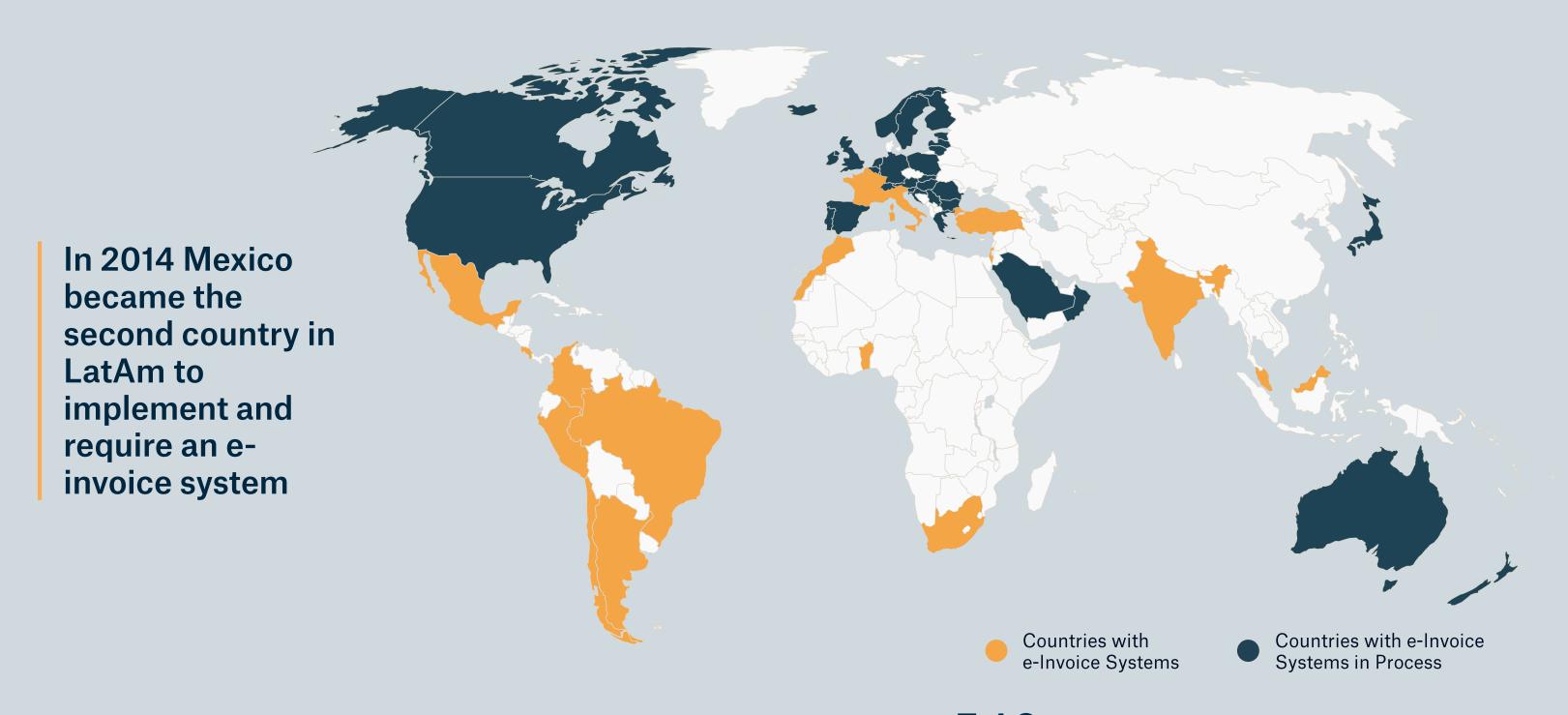
- SMEs in Mexico represent
   52% of gross production and supply 78% of jobs<sup>2</sup>
- But receive only 11% of business credit<sup>1</sup>
- Leading to a \$500Bn credit gap, representing Covalto's target market



- 2. INEGI
- 3. International Monetary Fund (IMF)



# Current Global e-Invoice Coverage Mexico is Ahead of the Curve



Covalto's Advantage: Proprietary technology coupled with +540mm e-invoice data pool

# Leveraging e-Invoice and Digital Tax Data to Serve Mexican SMEs

- Complete reconstruction of customer financial statements, risks and tax compliance
- Full end-to-end electronic loan application with typical approval within 24 hours
- Real time credit monitoring

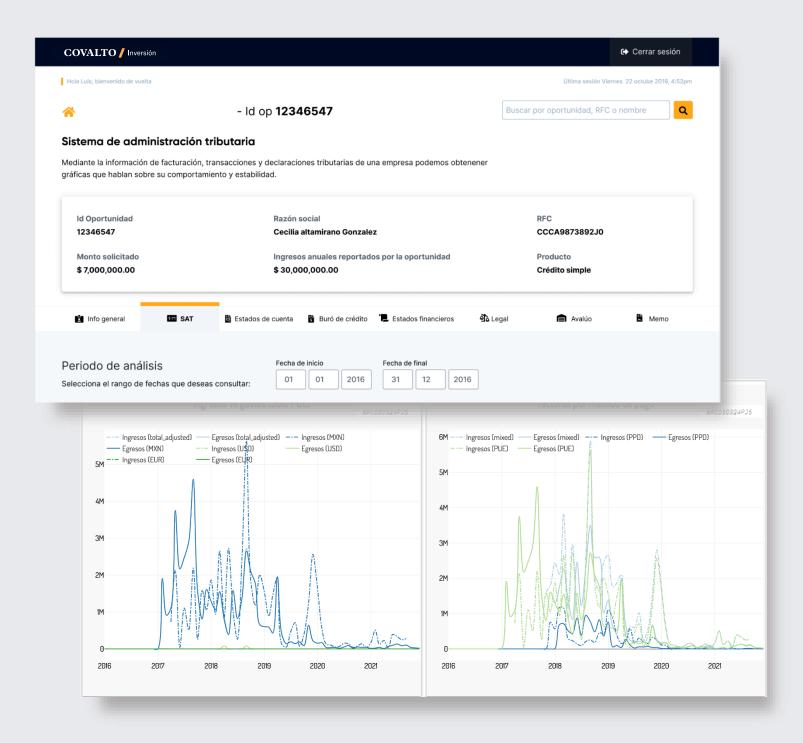
Data

+540mm

# of e-invoices + tax remittances Loss Rate

~1.0%

1Q22 Net of Recoveries <sup>1</sup>



### Robust Tech

+90

Tech team in Latin America

### Customer-Centric

UX/UI

Digital experience, utilizing proprietary data intelligence

# Covalto Provides a Differentiated Offering to Meet SME Needs

	Product Suite
_	Customer Experience
qP	Data & Tech
d	Economics

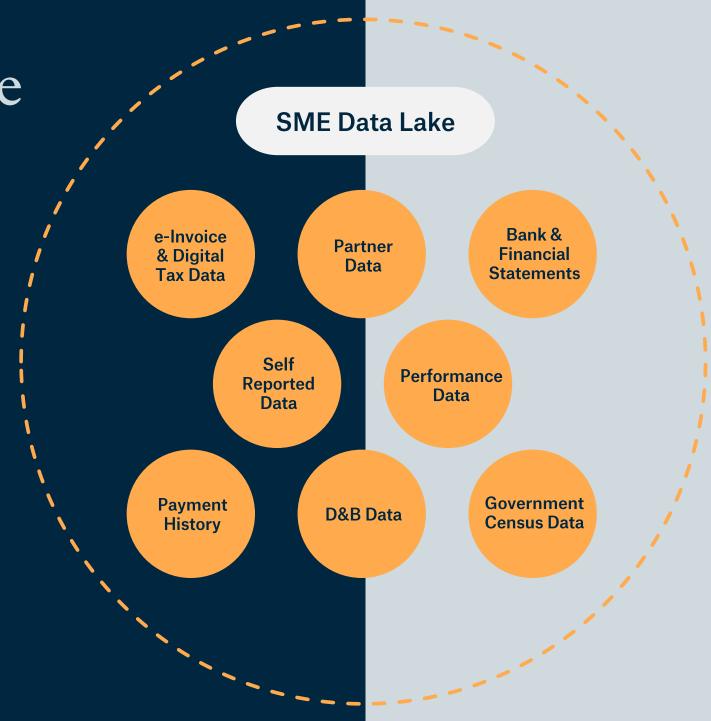
COVALTO /	Incumbent Banks	Other Fintechs		
<ul> <li>Multi-product offering addressing full spectrum of SME financing needs</li> </ul>	× Larger enterprise focus	× Limited SME product offering		
<ul><li>✓ Rapid, fully digital experience</li><li>✓ High-quality user experience</li></ul>	<ul><li>Lengthy, manual process</li><li>Paper-centric and offline</li></ul>	<ul><li>✓ Rapid, fully digital experience</li><li>✓ High-quality user experience</li></ul>		
✓ Real-time decisioning and analytics driving underwriting outperformance	<ul> <li>X Traditional data sources</li> <li>X No real-time customer view</li> <li>X Siloed, outdated systems</li> </ul>	<ul> <li>✓ Real-time decisioning and analytics</li> <li>X Higher credit losses versus Covalto</li> </ul>		
<ul> <li>✓ Low cost of funds through regulated bank</li> <li>✓ Direct access to payment rails</li> <li>✓ Strong credit performance</li> </ul>	<ul> <li>✓ Low cost of funds through regulated bank</li> <li>✓ Direct access to payment rails</li> </ul>	<ul> <li>X Higher cost of funds</li> <li>X Require intermediary to access payment rails</li> <li>X Poor credit performance</li> </ul>		

# Data Drives

Underwriting
Outperformance

# **Customer Inbounds**

SME customer applies for financing through platform

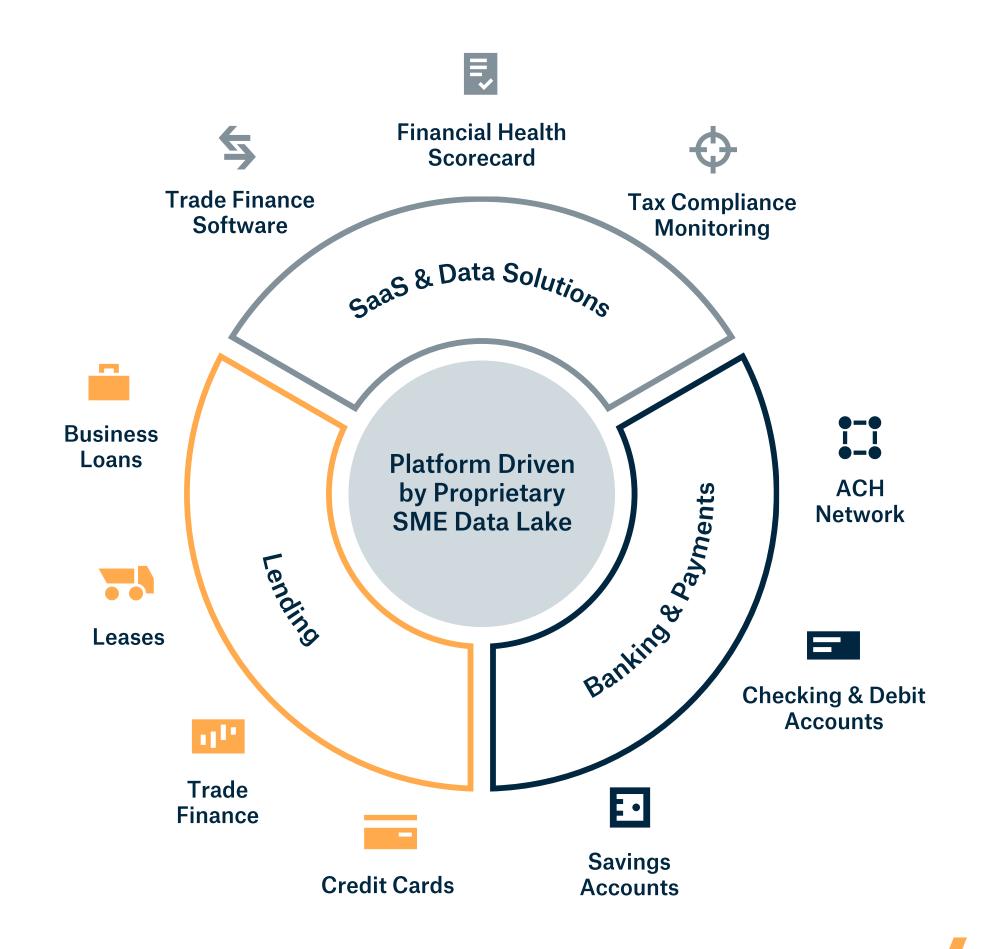


# **High-Speed Lending Decisions**

Data-driven models yield strong credit performance

# Full-Stack Operating System For Mexican SMEs

Complete Suite of Lending, Banking and SaaS Solutions to Serve SMEs



# Comprehensive Lending Product Suite to Meet SME Needs



# **Business Loans**

- Working capital and investments
- Secured and unsecured

- (\$) Up to \$1,500,000
- Up to 60-month term

### Business Leases

- Finance equipment purchases
- Liquidity for existing assets

- \$\text{\$\text{\$}}\$ Up to \$1,500,000
- Up to 24-month term

### Trade Finance

- Factoring, inventory, export and LOCs
- Domestic and international trade
- (\$) Up to \$1,000,000
- L Up to 180-day term

# Growing Suite of Financing Products to Better Serve SMEs



- Fully digital application and onboarding
- Zero opening fees and 1% cashback

- Expense management tools and analytics for cost reduction
- Enhanced security and antifraud systems

# Corporate Credit Cards for Seamless Digital Payments

Waitlist of over 4,500 SME applications

Strategic AMEX
Partner in Mexico

Launching in September 2022

# Embedded Finance Strategy

Low cost, informed customer acquisition with efficient product delivery.

## **Partner Strategy**

### **Merchant Partners**

Integration delivers complete financial product suite to partners' SME customer base









# **Product Strategy**

### FinServ-via-SaaS

FinServ products offered to SME customers through our partners' digital platforms

# Diversified Origination Channels

### Origination by Channel<sup>1</sup>



Total 2019 Originations **\$59mm** 

Total 2021 Originations<sup>4</sup> **\$189mm** 

Expansion of direct and embedded channels diversifies origination mix and lowers customer acquisition costs ("CAC")<sup>2</sup>

Embedded CAC: 1.0 - 2.5%

Direct CAC: 1.5 – 4.5% Partner CAC: 3.0 – 5.5%

Direct sales channel builds reliable source of leads with high customer loyalty and provides higher margins

Embedded channel generated 23% of YTD originations, with significant potential for growth

<sup>1.</sup> Channel mix for Covalto standalone origination (excluding Banco Finterra), calculated by number of disbursements.

<sup>2.</sup> Ranges based on management estimates. Percentages are of the originated loan amount.

<sup>3.</sup> Data as of June 2022.

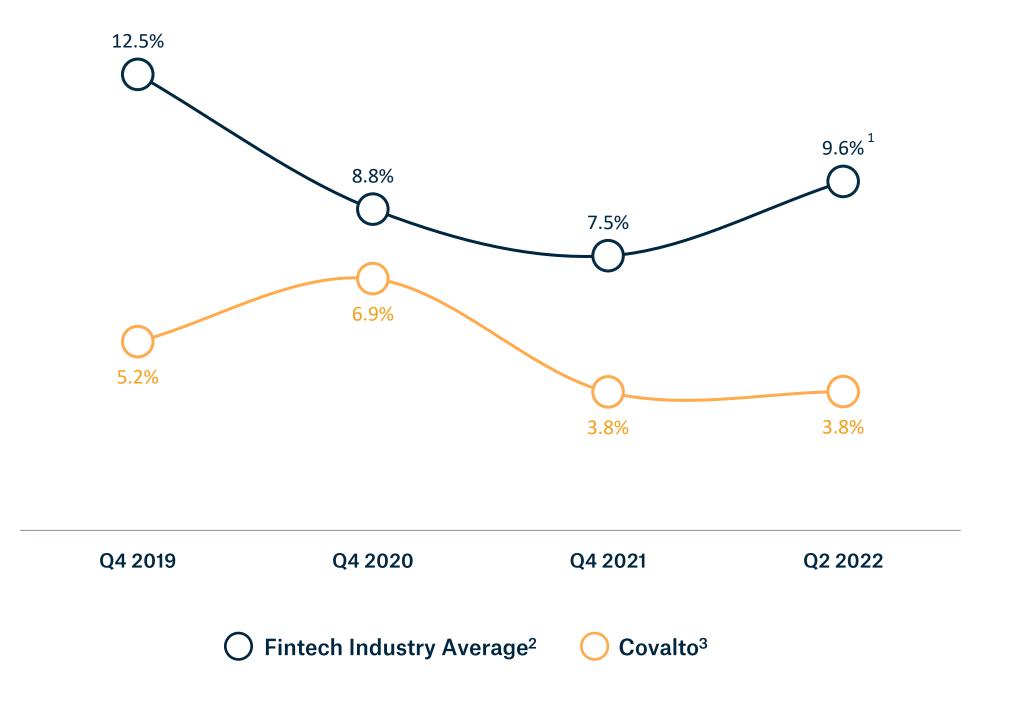
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# Technology & Data Drive Strong Credit Performance

- Covalto's proprietary underwriting capabilities have consistently outperformed the industry
- Stable and compelling credit performance, including through the pandemic

# Covalto vs. Mexican Fintech Industry

90+ Days NPL Ratio



<sup>1.</sup> As of Q1 2022, latest data set available at CONDUSEF

Source: CONDUSEF and Covalto financials

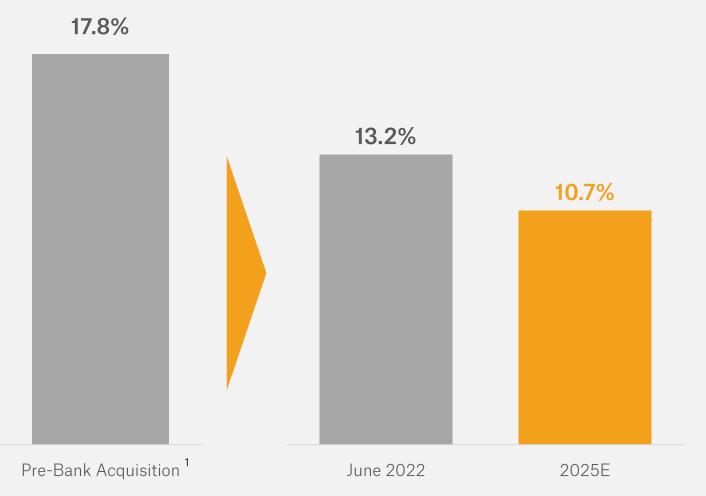
<sup>2.</sup> Weighted average based on total portfolio

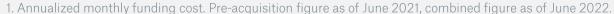
<sup>3.</sup> Excludes Banco Finterra

# Banking Platform Supports Diversified Low-Cost Funding

Post-Bank Acquisition Reduction

# 460bps





2. Fixed exchange rate of \$20 MXN/USD

4. Considers \$190mm from upsized FIRA facility and \$30mm from NAFINSA and Bancomext, which we are currently negotiating. Expected cost at TIIE+2.5%

### **Deposit Funding**

\$ mm<sup>2</sup>



### **Government / Development Bank Funding**

\$ mm<sup>2</sup>



<sup>3. &</sup>quot;Fideicomisos Instituidos en Relación con la Agricultura" - Mexican Government trusts focused on providing funding to agrorelated SMEs. Existing facility has TIIE+1.5% cost

Well-Defined
Strategy to Drive
Accelerated
Growth



# Covalto Co-Founders

Co-Founders divide key responsibilities across the organization



### Allan Apoj

Co-CEO

Previous: Vertex Private Equity and Mexican Ministry of Finance
B.A. from Brown University

### Main Responsibilities

Sales & Growth
Credit & Risk

Technology & Product

Operations

### **David Poritz**

Co-CEO

**Previous: Co-Founder of Equitable Origin** 

B.A. from Brown University

M.Sc. from University of Oxford as a Rhodes Scholar

#### Main Responsibilities

Finance & Accounting

Capital Markets

**Investor Relations** 

Legal & Compliance

# World-Class Management Team

Deep experience at high growth firms & regulated financial institutions



Jean-Bernard Rolland Chief Technology Officer

Previous: Co-Founder & CTO of Visor ADL, VP of Product at Recommind, VP at SAP B.Sc. from Télécom Paris, M.A. from Sorbonne University, MBA from Stanford Graduate School of Business



Sanjeev Patny Chief Credit, Data & Risk Officer

Previous: VP & CCO of Global Commercial Charge Card at AMEX, CRO at AMEX Mexico B.Sc. from College of Engineering (Pune, India), M.Sc. from State University of New



**Sergio Arias**Chief Operating Officer

Previous: COO of Banistmo, VP of Products and Channels, Head of Corporate Projects Grupo BanColombia B.Sc. In Administrative Engineering from Universidad Nacional de Colombia, M.Sc. in Economics from IE, Spain



Eduardo Mendoza Chief Financial Officer

Previous: Co-Founder of SQN Latina, MD at BMO Capital Markets and BBVA Bancomer B.A. from ITAM, M.Sc. from University of Salford



Mark McCoy Mexico Country Head

Previous: Co-Founder & CEO of Banco Finterra, CP at Citigroup B.A. from Babson College, MBA from Columbia Business School



York

Eric Schwartz
Head of Strategy

Previous: Head of Capital Markets and Strategic Planning at Payoneer, Corporate Strategy and Finance at Tishman Speyer, Global Strategy and M&A at AIG B.A. from University of Pennsylvania



Panamericana

Ariel Lupa
Chief Legal Officer

Previous: Associate at Martínez, Algaba, de Haro y Curiel and Nassar, Nassar & Asociados B.A. from ITAM, M.A. from Universidad



Ricardo Combariza Chief People Officer

Previous: Head of People at Conekta, Director of Organizational Development at Softtek

B.Sc. from Universidad Iberoamericana

# Our Global Investors

We have raised equity and debt from blue chip partners



**KASZEK** 







Goldman Sachs



















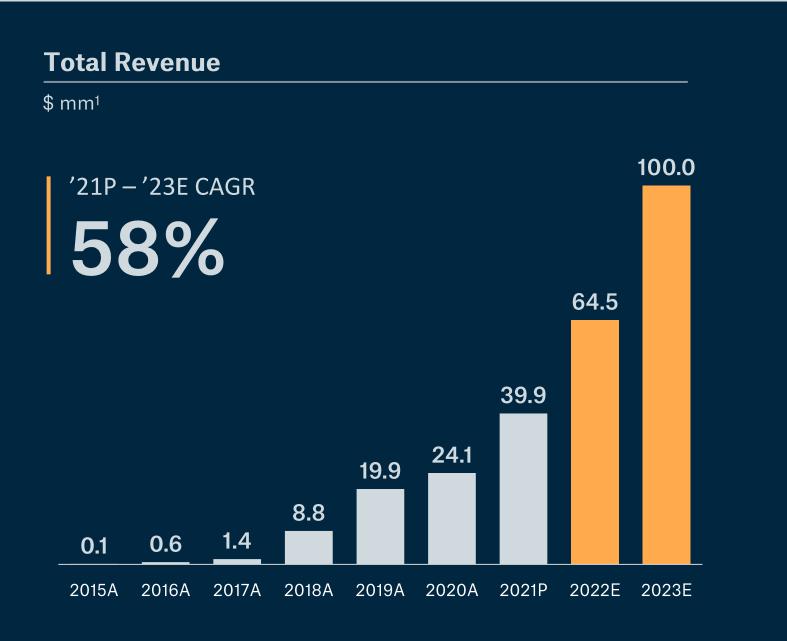






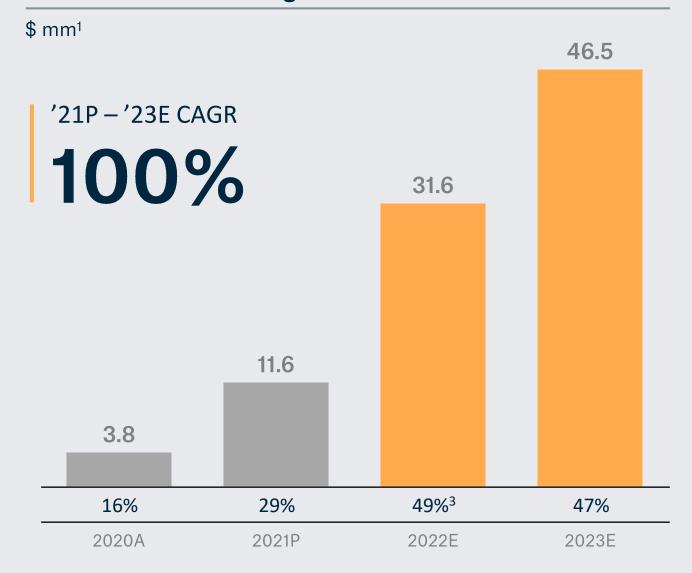


# Financial Performance & Outlook



Note: Please refer to "Disclaimer" on Slides 2-3 including under the headers "Forward-Looking Statements", "Use of Projections", "Preliminary Financial Information", "Pro Forma Financial Information" and "Financial Information; Non-GAAP financial Measures" for the disclaimer regarding the forecasts, projections and preliminary financial information included in this presentation. 2021 financial information is from preliminary estimated unaudited financial statements for 2021, which are based on currently available information and subject to completion of financial closing procedures and the audit. Actual 2021 financial information may differ materially from these preliminary estimates pending completion of financial closing procedures and the audit. Projected data based upon Management good faith targets and are subject to significant risks.

### **Gross Profit and Margin<sup>2</sup>**



<sup>1.</sup> Average historical exchange rate used for 2019-2021 figures. Fixed exchange rate of \$20 MXN/USD for projected figures; 2019-2020 financials exclude Banco Finterra. Financial information for the 2021 year is unaudited pro forma financial information, giving effect to the Company's acquisition of Banco Finterra as if it occurred on January 1, 2021. May not be indicative of actual or future results.

<sup>2.</sup> Net of Covalto's funding costs and provisions; margin based on total revenue

<sup>3.</sup> Includes one-time ~\$10mm reserve release from sale of Banco Finterra's legacy NPL portfolio in June 2022

# Powerful Model Generating Profitable Growth

Note: Please refer to "Disclaimer" on Slides 2-3 including under the headers "Forward-Looking Statements", "Use of Projections", "Preliminary Financial Information", "Pro Forma Financial Information" and "Financial Information; Non-GAAP financial Measures" for the disclaimer regarding the forecasts, projections and preliminary financial information included in this presentation. 2021 financial information is from preliminary estimated unaudited financial statements for 2021, which are based on currently available information and subject to completion of financial closing procedures and the audit. Actual 2021 financial information may differ materially from these preliminary estimates pending completion of financial closing procedures and the audit. Projected data based upon Management good faith targets and are subject to significant risks.

- 1. Average historical exchange rate used for 2019-2021 figures. Fixed exchange rate of \$20 MXN/USD for projected figures; 2019-2020 financials exclude Banco Finterra.
- 2. Financial information for the 2021 year is unaudited pro forma financial information, giving effect to the Company's acquisition of Banco Finterra as if it occurred on January 1, 2021. May not be indicative of actual or future results.
- 3. Operating Expense in 2022E includes one-time restructuring cost and non-recurring expenses
- 4. Net of Covalto's funding costs, total operating expenses and stock options vesting plan; margin based on Net Revenue. Pre-Tax Income is a non-GAAP measure.
- 5. Total portfolio represents gross receivable balance across business loans, business leases, trade finance, embedded finance, and credit cards.

#### **Financial Overview**

\$ mm <sup>(1)</sup> unless otherwise indicated	2019A	2020A	2021P <sup>(2)</sup>	2022E	2023E
Interest Income	\$16.3	\$21.0	\$35.0	\$58.1	\$89.0
Fee Income & Other	\$3.6	\$3.1	\$4.8	\$6.4	\$11.0
Total Revenue	\$19.9	\$24.1	\$39.9	\$64.5	\$100.0
Funding Costs	(\$9.8)	(\$15.5)	(\$22.0)	(\$26.8)	(\$43.0)
Net Revenue	\$10.1	\$8.6	\$17.8	\$37.7	\$57.0
Net Provisions for Credit Losses	(\$0.8)	(\$4.8)	(\$6.2)	(\$6.0)	(\$10.3)
Gross Profit	\$9.4	\$3.8	\$11.6	\$31.6	\$46.5
Depreciation on Lease Portfolio	(\$1.1)	(\$1.6)	(\$1.9)	(\$7.0)	(\$12.7)
Operating Expenses (3)	(\$22.3)	(\$27.3)	(\$50.1)	(\$72.6)	(\$54.3)
Pre-Tax Income (4)	(\$14.0)	(\$25.1)	(\$40.4)	(\$48.1)	(\$20.6)
Taxes	(\$3.6)	(\$7.3)	\$1.4	(\$9.6)	(\$6.2)
Net Income	(\$10.4)	(\$17.7)	(\$41.8)	(\$38.4)	(\$14.4)

### **Key Metrics**

Total Revenue Growth	-	21.2%	65.4%	61.8%	55.1%
Gross Margin	47.1%	15.8%	29.2%	48.9%	46.5%
Originations	\$59.3	\$26.9	\$188.9	\$274.6	\$405.8
Total Portfolio (5)	69.0	63.5	212.7	281.4	478.7
Originations Growth	-	(54.6%)	601.8%	45.3%	47.8%
Total Portfolio Growth (5)	-	(7.9%)	234.7%	32.3%	70.1%

# COVALTO