

FOUNDED IN 2013

AS OF MARCH 2020:

- ▶ Book value of Equity:
USD 88 million
- ▶ Loan portfolio size:
USD 80 billion
- ▶ Employees:
400+
- ▶ SMEs Served:
14k+ loan clients
59k Kompás users w/o loans (beginning the conversion to paying users)



Data-Driven Financial Services in Mexico...

In COVID19 times

JUNE 2020



"Product Innovation of the Year" – 2019



"Top Startup to Work For in Mexico" – 2019



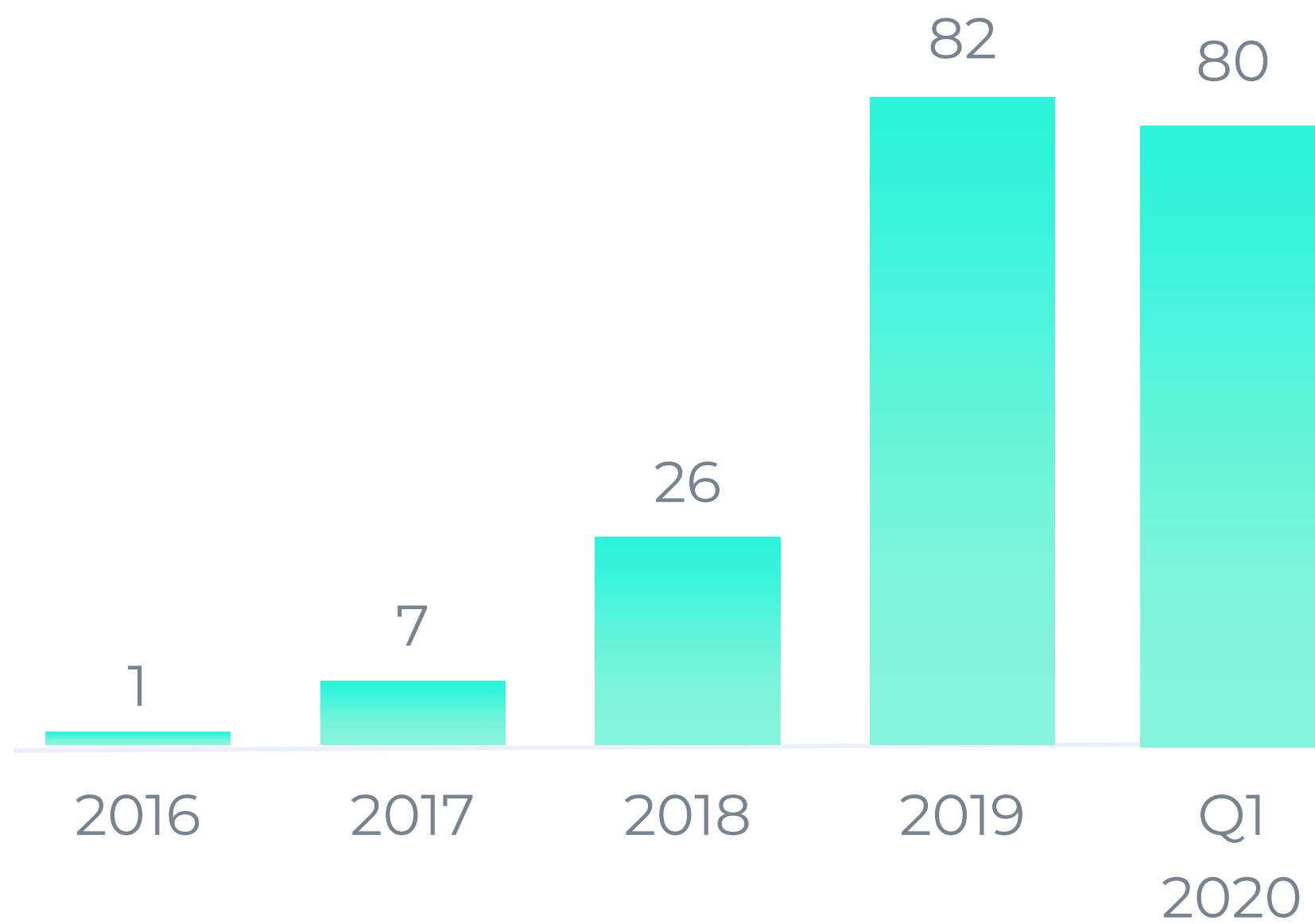
Our mission:

*to be the leading growth partner for SMEs
by leveraging data*

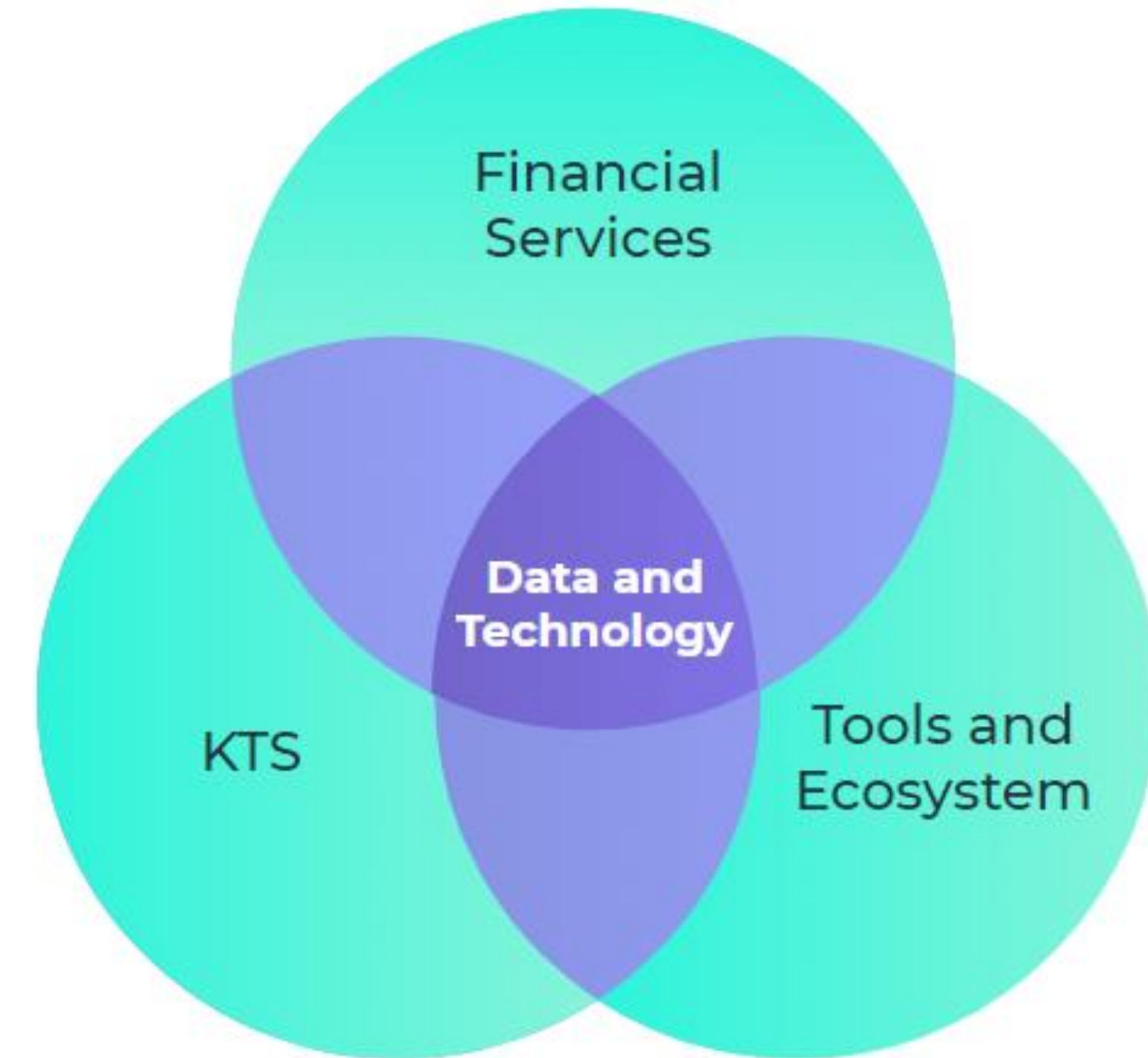


LOANS

Konfío's SME loan book size growth
(Mn of USD):



ECOSYSTEM



Our COVID19 Response PlayBook



Lenders

Konfío is not a bank, thus we need to work on:

- ▶ Funding realignment to new conditions
 - Covenant waivers
 - Eligibility criteria
 - Other risk mitigants
- ▶ New funding sources



Resource Allocation

- ▶ From scoring to relief programs
- ▶ Data-based recovery tracking
- ▶ Revenue sources expansion:
 - LaaS
 - Information as a Service
- ▶ Efficiencies search



Clients / Partners

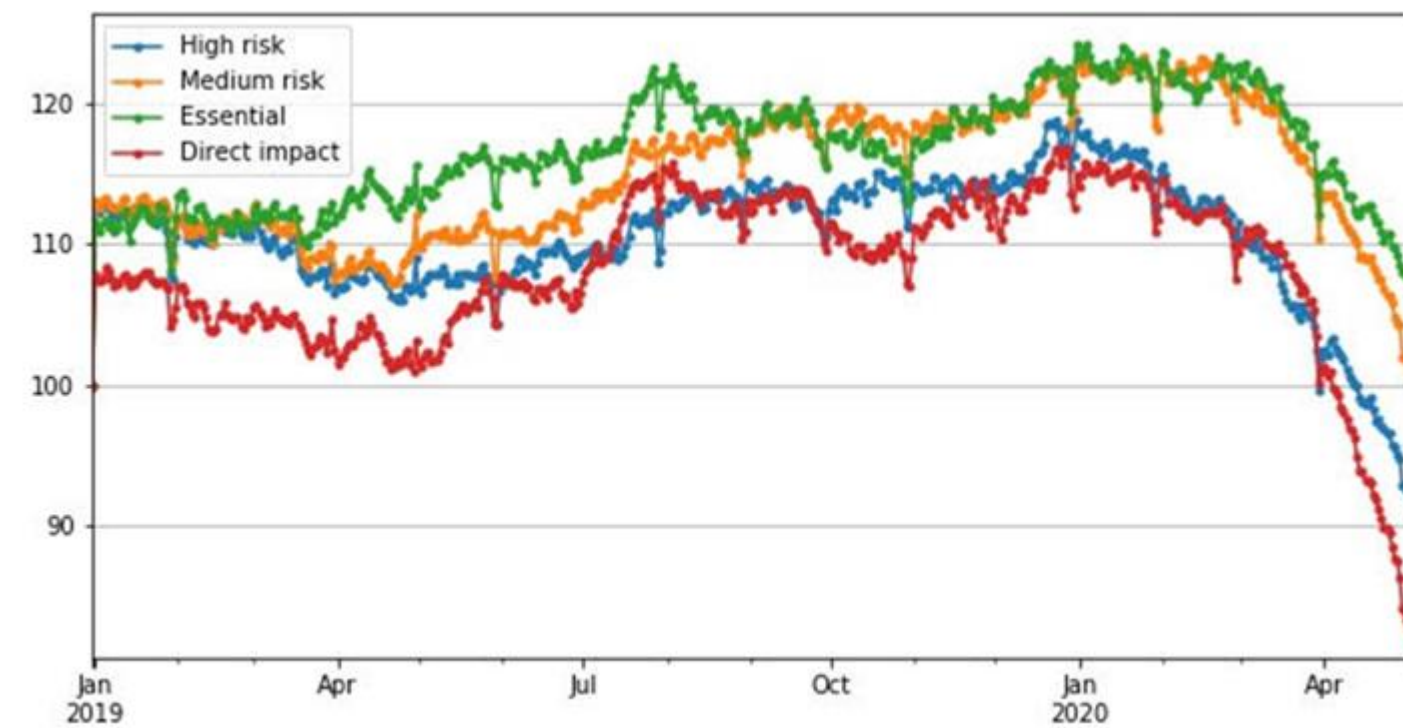
- ▶ Expanded focus ...:
 - On our clients needs
 - Through partnerships
 - Into other financial institutions and large corporates



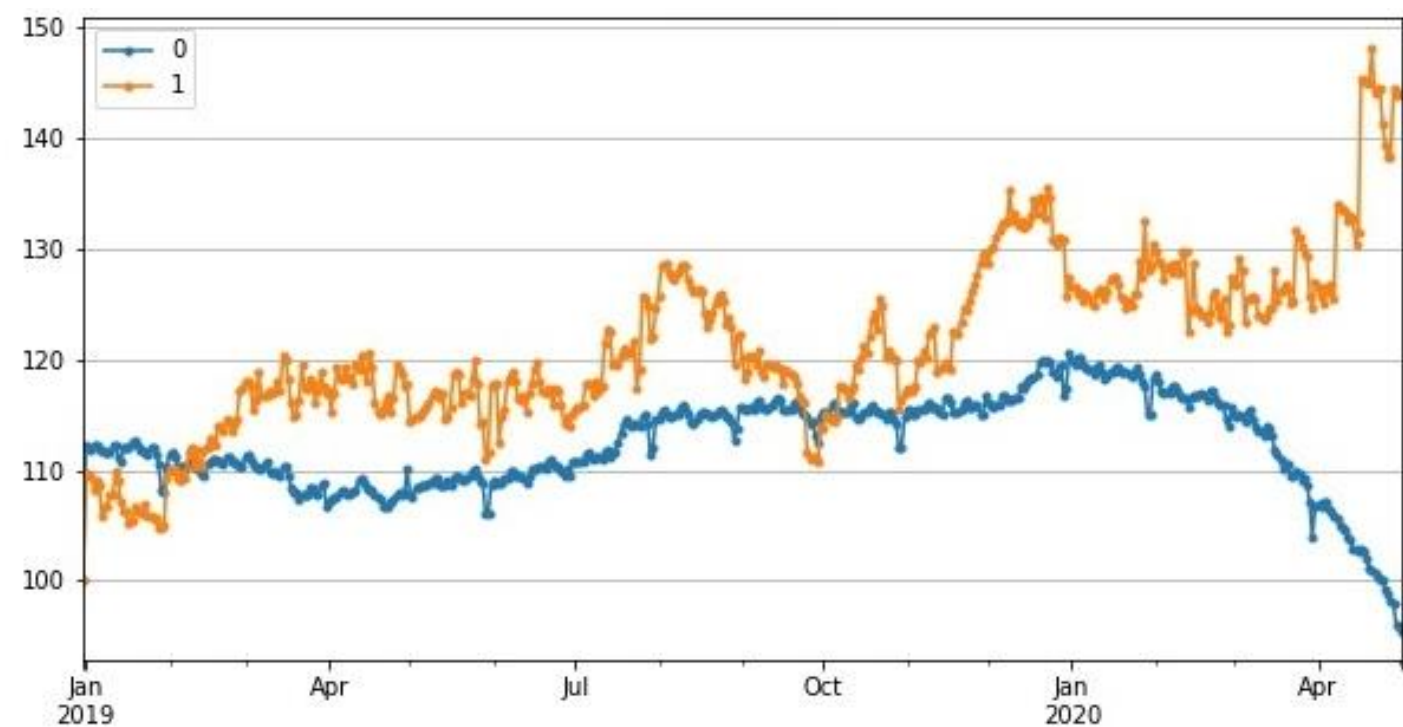
Information as a Service

Example 1: Daily Company Index

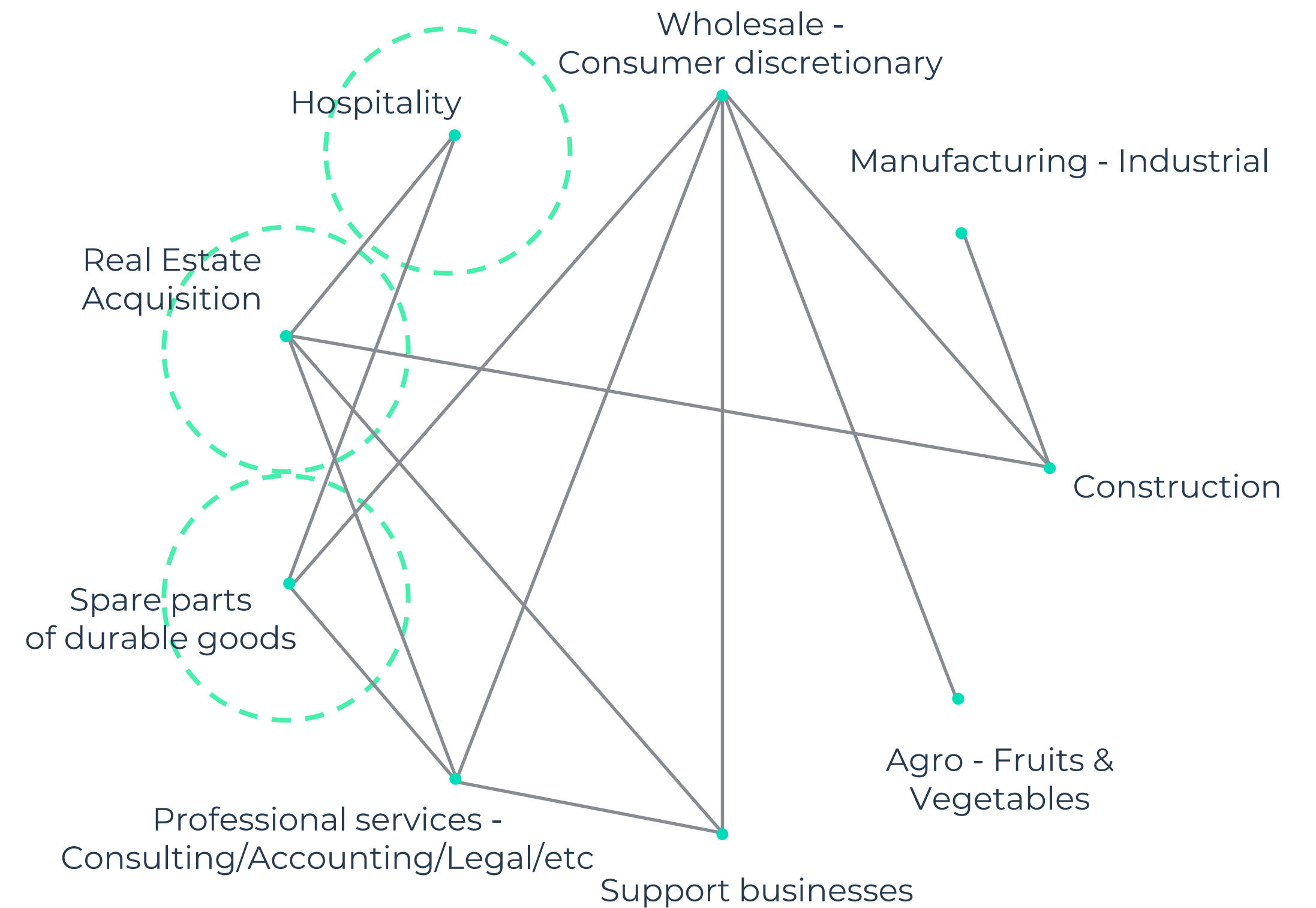
DCI for COVID19 related segments



DCI for US exporters¹ vs. the rest



Example 2: Hospitality Graph Analysis



Information as Reports



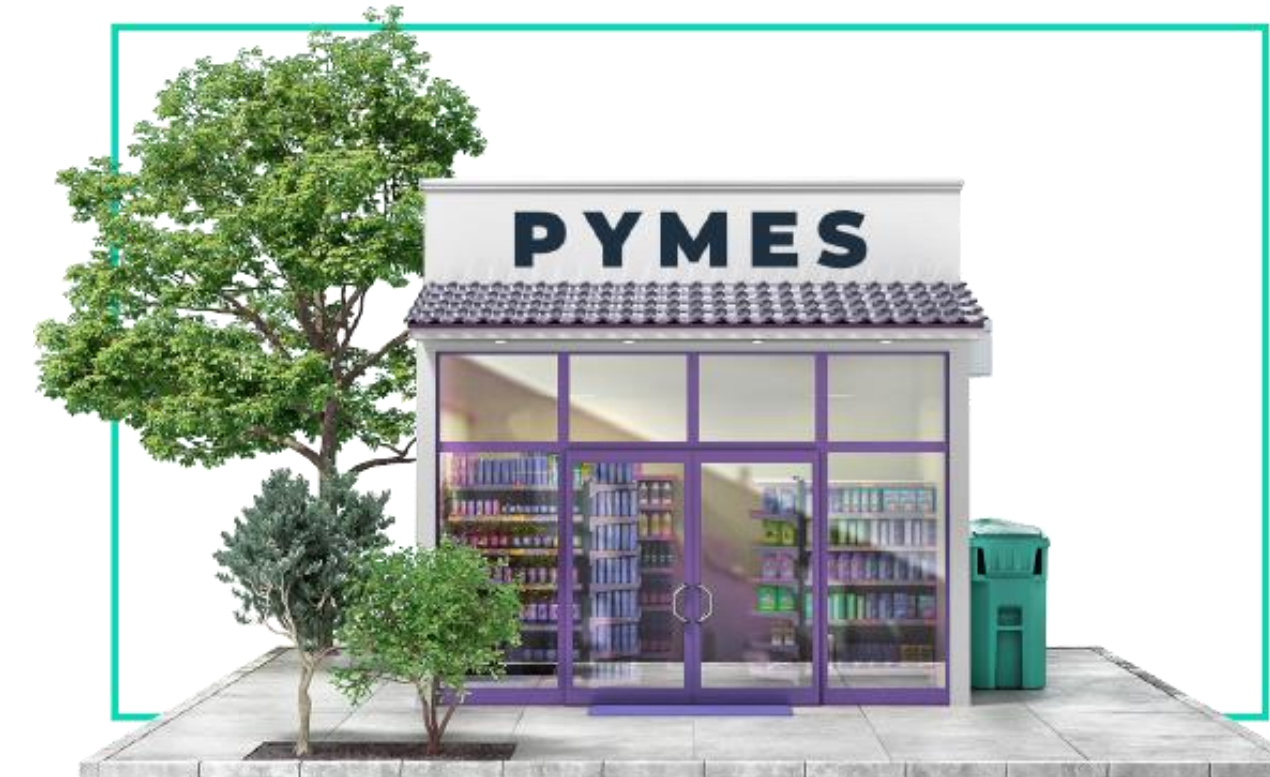
El deterioro de la industria restaurantera en México



COVID-19: el impacto económico en el sector Salud de México



El impacto del COVID-19 en el sector Comercio en México



Reporte Pyme 2020: Haciendo frente y pronosticando el futuro



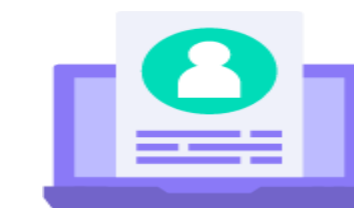
... wrapping up



Lenders



Resource
Allocation



Clients /
Partners

**To be the leading growth partner for SMEs by
leveraging data**





To be the leading growth partner for businesses by leveraging data



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