

FOUNDED IN 2013

AS OF MARCH 2020:

▶ Book value of Equity:

USD 88 million

▶ Loan portfolio size:

USD 80 million

▶ 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



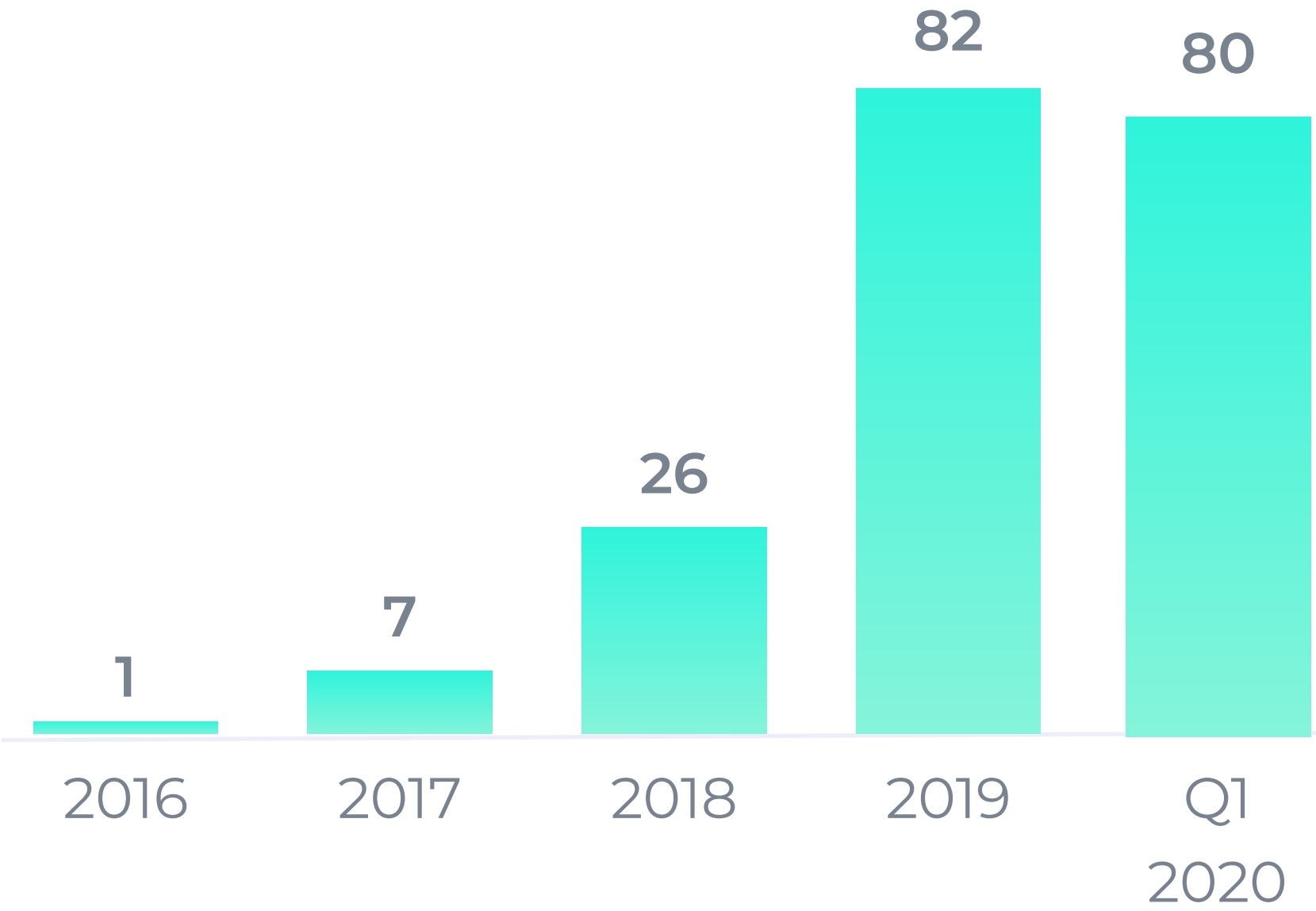
Our mission:

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

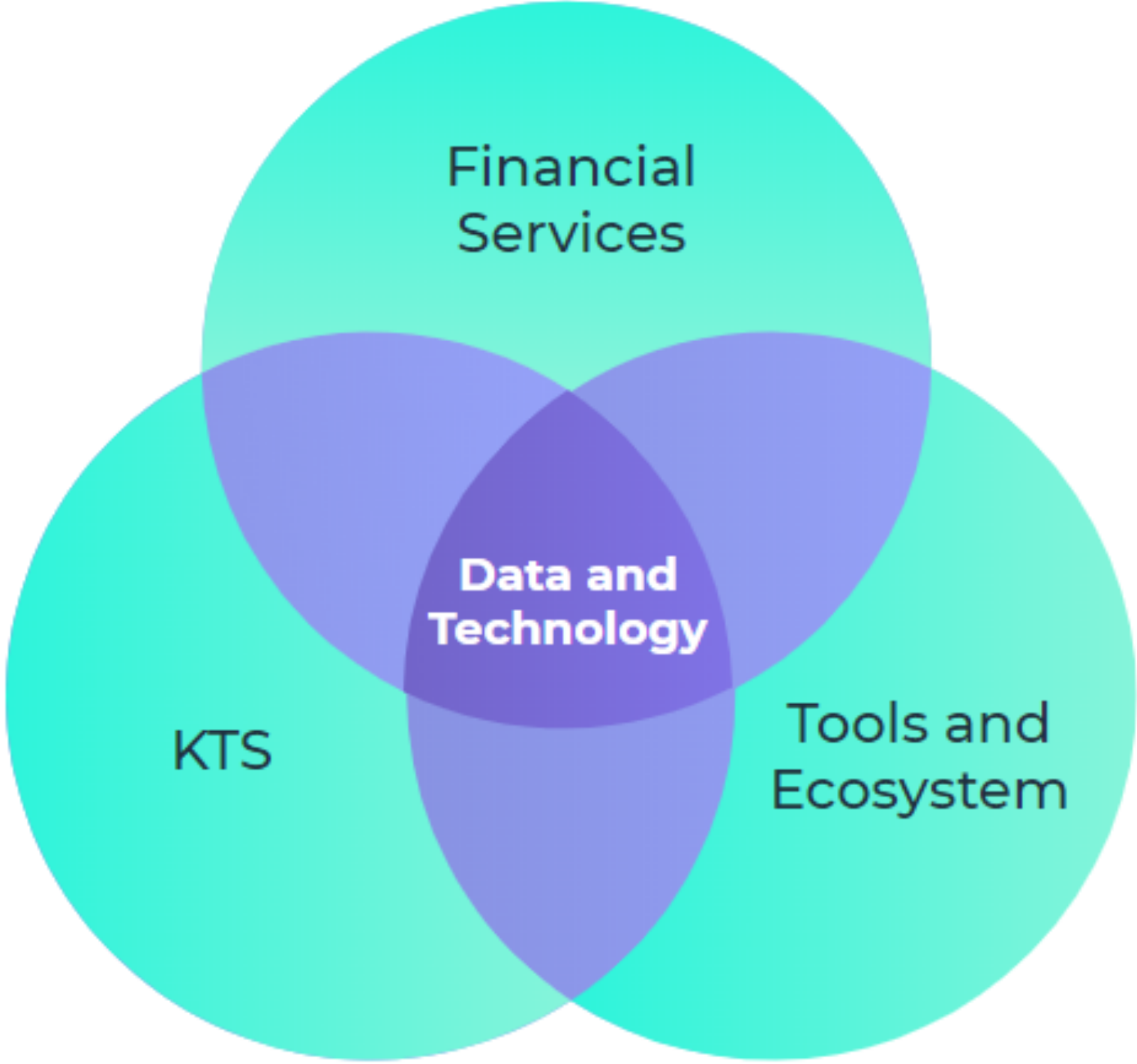


LOANS

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

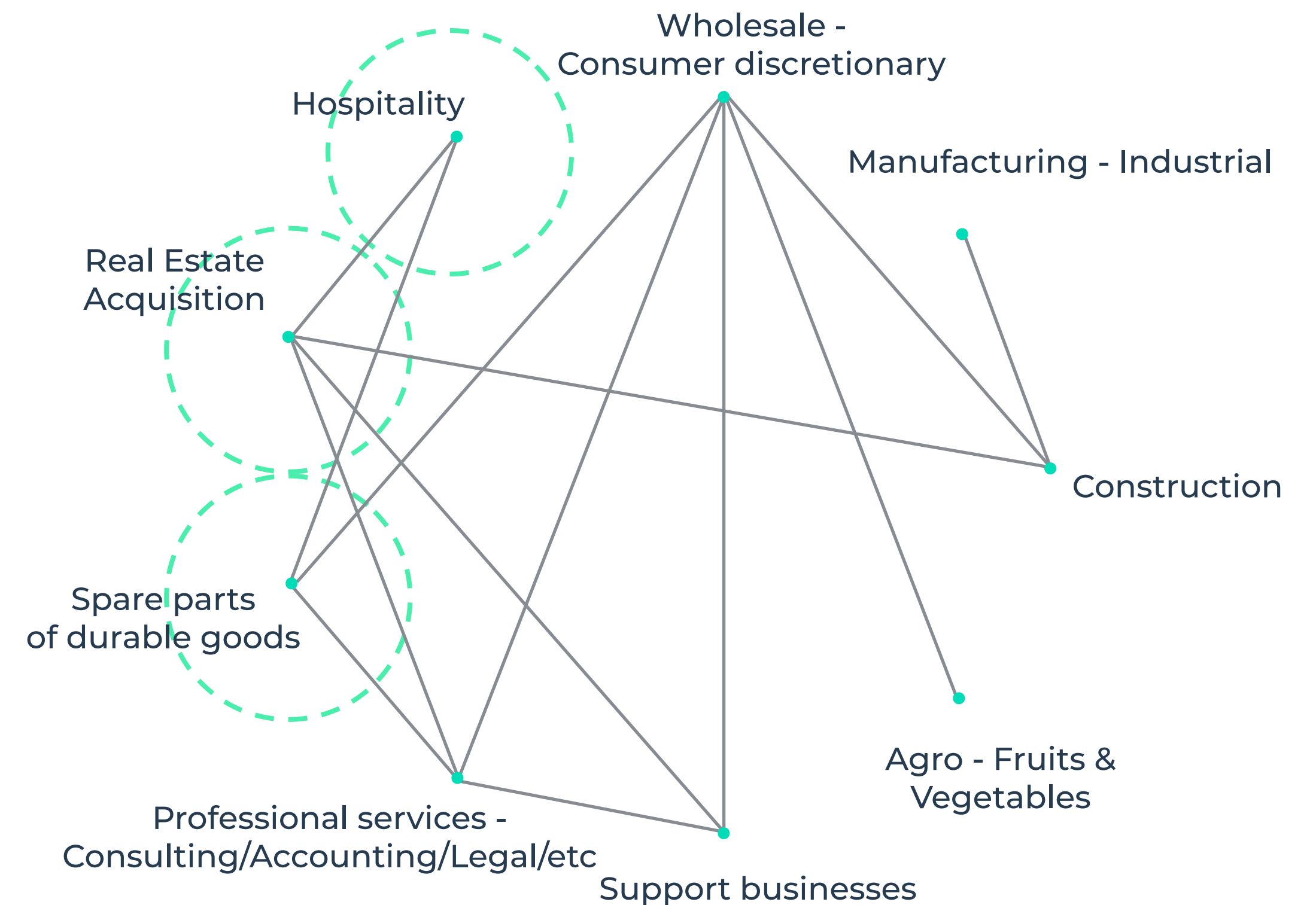
DCI for COVID19 related segments



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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