

Web2 Lending in the Philippines

Partnering with a Series D Fintech





Using Web3 Money to make an impact on Web2 businesses

Since its inception in 2019, this Web2 lending business has achieved incredibly strong year-on-year growth. Today, we manage over USD 35 million worth of loans in Indonesia and around USD 3 million worth of loans in the Philippines.

Our target market has been underbanked borrowers. Lending to the underbanked, as opposed to the unbanked, can offer advantages such as reduced risk due to available financial data, access to a larger market, diversification opportunities, and a competitive edge in the financial sector.

This Web2 business is a subsidiary of a Series D Fintech in Southeast Asia. We are raising debt capital in order to grow without having to tap into our equity funds and reserve those funds for other ventures.



What does the community get?

The community has the chance to use its liquidity to support real life businesses while receiving stable returns.

Annual Rate	10-12% per annum
Tenor	2 years
Interest Payments	Quarterly
Principal Payments	Quarterly after year 1



We prefer to lend to the underbanked





Product Write Up

We classify our loans into 3 main product categories

- 1 Term Loan**

Term loans generally comprise of the generic working capital loan, invoice financing, and supplier financing.
- 2 Revolving Line of Credit**

RLOCs comprise of overdrafts, early settlements (bridging short-term cash flows), and working capital / invoice financing that occur on a recurring basis.
- 3 Platform / Partner Financing**

These are loans that are disbursed through our platform partners, including other SaaS companies and Indonesian P2Ps.

Lending in ID is now a stable revenue source



>\$35m

Total Loan Book

18-24%

Average Interest Rate

3%

NPLs

\$1.2b

Loans Processed

440

Approved Borrowers

But we are still early in our journey building PH's lending business



>\$3m

Total Loan Book

16-30%

Average Interest Rate

3%

NPLs

\$8m

Loans Processed

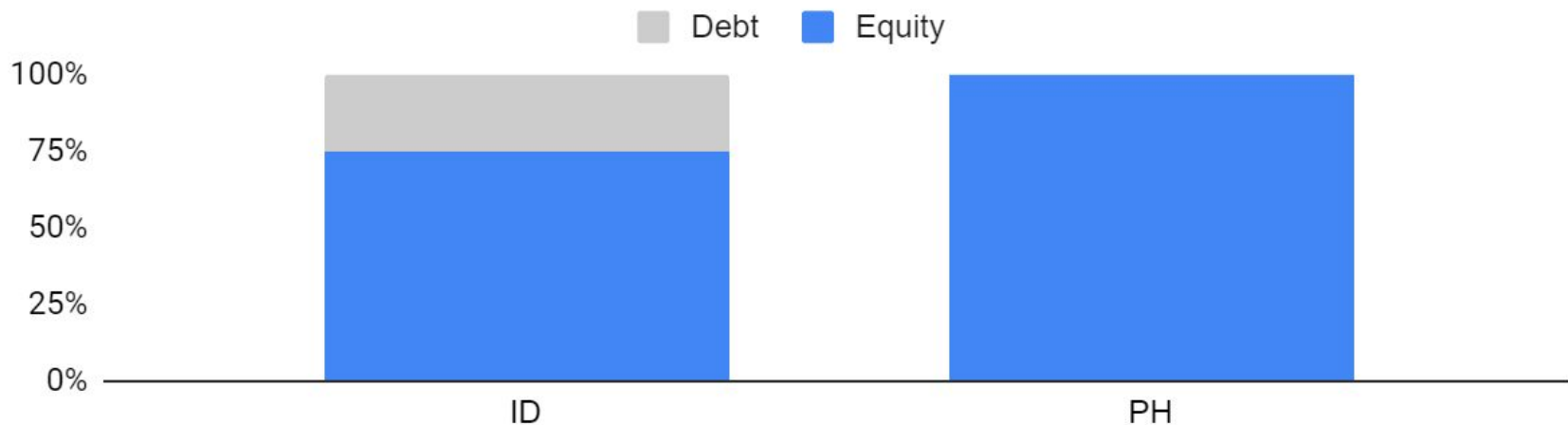
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Approved Borrowers



To date, our loan book has largely been funded by equity

We lend from two sources of funds: debt and equity. The breakdown of allocation of funds can be roughly broken down into (1) equity and (2) debt. To date, over USD 30 million in capital has been deployed to our lending business.





We are looking for external debt to fund growth

	Philippines
Amount	USD 5-10 million
Use of Proceeds	Lending
Loan Tenor	2-3 years
Minimum Ticket	USD 1 million
Principal Payment	Grace period of 1 year
Interest Payment	Interest paid out quarterly

THANK YOU!

