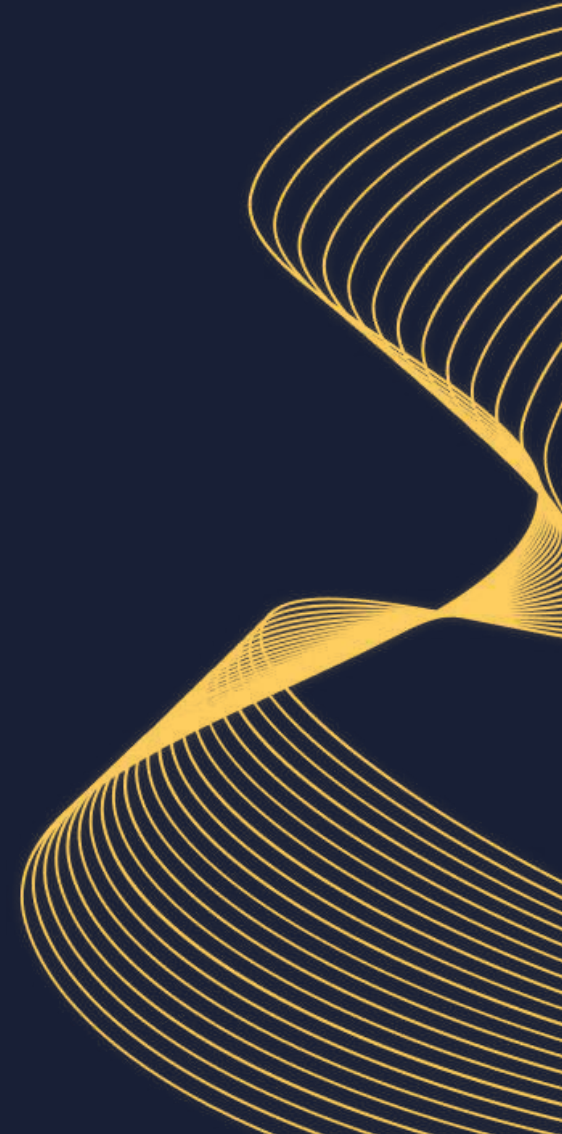


mifundo



Cross-Border Credit Data for Banks

Licensed by FSA.



WHAT IS THE PROBLEM?

Cross-border lending in EU does not function

Clients

- No credit to expats & multi-country people in EU
- No actual freedom to move in EU

Banks

- No capability to assess credit risk of foreigners
- High cost to even test any new country



ROOT CAUSE: CREDIT DATA IS HIGHLY FRAGMENTED IN EU

**27
Countries**

**50+
Credit Bureaus**

**Each in own
country**

No Data Sharing / No Common Data Pool

WHAT IS THE SOLUTION?

Mifundo – pan-EU cross-border credit data for banks. Passportable Financial Identity for consumers.



Clients



get Passportable Financial Identity

- Better access to loan products
- More favourable terms
- Freedom to move between countries



Banks



can raise their business volume while reducing credit risk 7x

- Access to multi-country credit history
- One single Plug & Play over API
- Ready-to-Go compliance pack

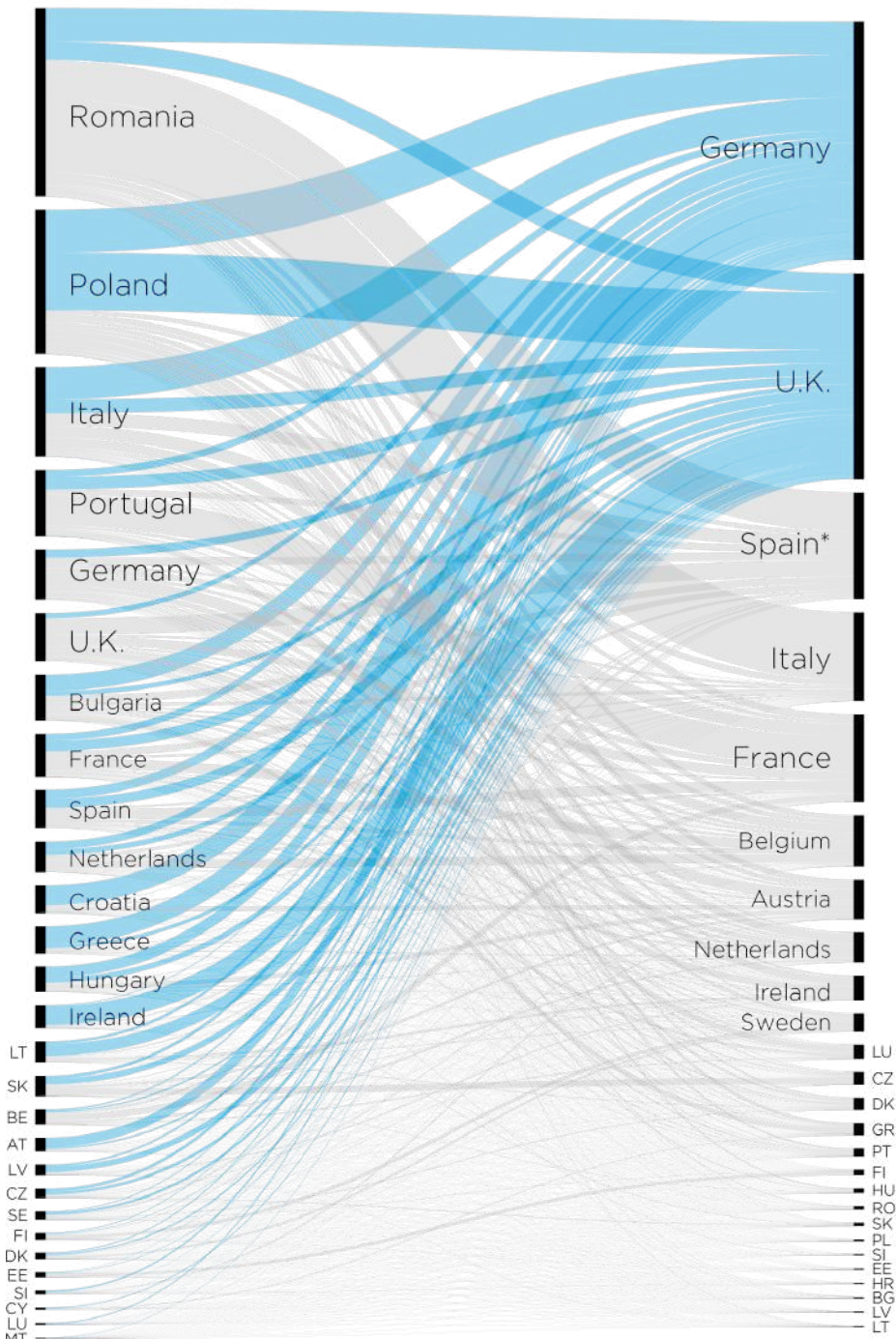




Use cases for consumer: Moving out of home country



- Relocation to a new country
- Daily commuting between multiple countries
- Buying property in another country, eg second home, holiday house



Use case for bank:

Foreign customers in bank's home country



- Data from cross-border credit bureaus
- Data from other cross-border registries
- Foreign bank account statement analysis
- Data analysis and risk scoring
- Affordability calculations, prediction of Probability of Default, standardised Credit Score in the scale of 300 to 850 points
- Possible to report back to the cross-border credit bureau to reduce credit risk



- Reducing the credit risk of foreign customers up to 7x
- Raising the business volume by 15%

User Profile

Personal Data	Income	Liabilities	Credit History	Assets	Loan Analysis
First name	Keiu		Birth date	02.11.1982	
Last name	Kalaus		ID type	Estonian Citizen's Passport	
Email	keiu.kalaus+18@mifundo.com		Document number	K0638112	
Registered address	Eesti, Harju maakond, Tallinn, Kristiine l		End date	31.12.9999	
Real address	Eesti, Harju maakond, Tallinn, Kristiine l		Bank account	EE947700771004443303	
Phone number	+37200001366		Marital status	Married	
Children	1		Education	Vocational High School	

Personal Data	Income	Liabilities	Credit History	Assets	Loan Analysis
Type	Name	Monthly amount (NET)	Currency	Start date	
Salary	TSG	3000	EUR	10.11.2020	
Rent	Narva mnt. 17	500	EUR	02.01.2023	
Total period	Period with income	Average monthly income	Day since last income		
6 months	4 months	2423.42 EUR	19 days		

[Download account info](#)

Personal Data	Income	Liabilities	Credit History	Assets	Loan Analysis
Financier	Type	Monthly amount (NET)	Currency	End date	APR
LHV	Car lease	160	EUR	19.11.2025	7
Total period	Period with loans	Average monthly payment	Day since last payment		
6 months	8 months	165.48 EUR	No data available		

[Download account info](#)

Personal Data	Income	Liabilities	Credit History	Assets	Loan Analysis
Name	Sector	Debt sum	Start date	Valid until	
PLUSPLUS BALTIC OÜ	Finance	65 - 320	02/02/2018	01/12/2020	

Personal Data	Income	Liabilities	Credit History	Assets	Loan Analysis
PD %	Total income	Total liabilities	Debt-to-Income %	Living cost	Reserve
5,2 %	€2 423.42	€165.48	6.83%	€580	€2 202.33

Process:

Foreign customers in bank's home country



- Bank sends inquiry containing customer name, selection of countries and ID-s. Optional bank account data added.
- Mifundo returns risk report
- If selected also automated AML & PEP results are included
- Service is integrated into bank's existing processes: manual or automated
- Service is product agnostic: mortgage, car financing, personal loan, credit card or integrated into BNPL



Product

Name*	Minimum loan sum
<input type="text" value="Family loan"/>	<input type="text" value="€ 1000"/>
Product type	Maximum loan sum
<input type="text" value="Personal Loan"/>	<input type="text" value="€ 25000"/>
Minimum loan period, months	Payment day from
<input type="text" value="5"/>	<input type="text" value="1"/>
Maximum loan period, months	Payment day to
<input type="text" value="120"/>	<input type="text" value="5"/>
Currency	Payment day default
<input type="text" value="€"/>	<input type="text" value="5"/>

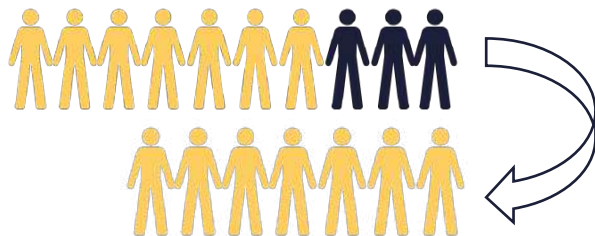
Customer

Minimum age	Max sum in negative history
<input type="text" value="20"/>	<input type="text" value="€ 0"/>
Maximum age	Max period in negative history, months
<input type="text" value="75"/>	<input type="text" value="0"/>
Minimum income	Sector for negative history
<input type="text" value="€ 1000"/>	<input type="text" value="Banking or other financial debt"/>
Maximum debt/income ratio, %	
<input type="text" value="40"/>	

Risk Level and Volume

Maximum probability of default, %	Maximum issued loan volume in month
<input type="text" value="4.2"/>	<input type="text" value="€ 1000000"/>

mifundo AI assessing credit risk & ranking match between consumer & bank



Additional options:

A. New foreign customers from Mifundo:

- Customers looking for a bank in Mifundo
- Pre-defined risk appetite matched to appropriate customers
- Mifundo sends customer's full data and credit risk assessment to bank

B. Starting operations in new country:

- Expanding with low cost and low risk
- Live market studies and small-scale operations
- One single connection with Mifundo = multiple countries

Lending market of EU



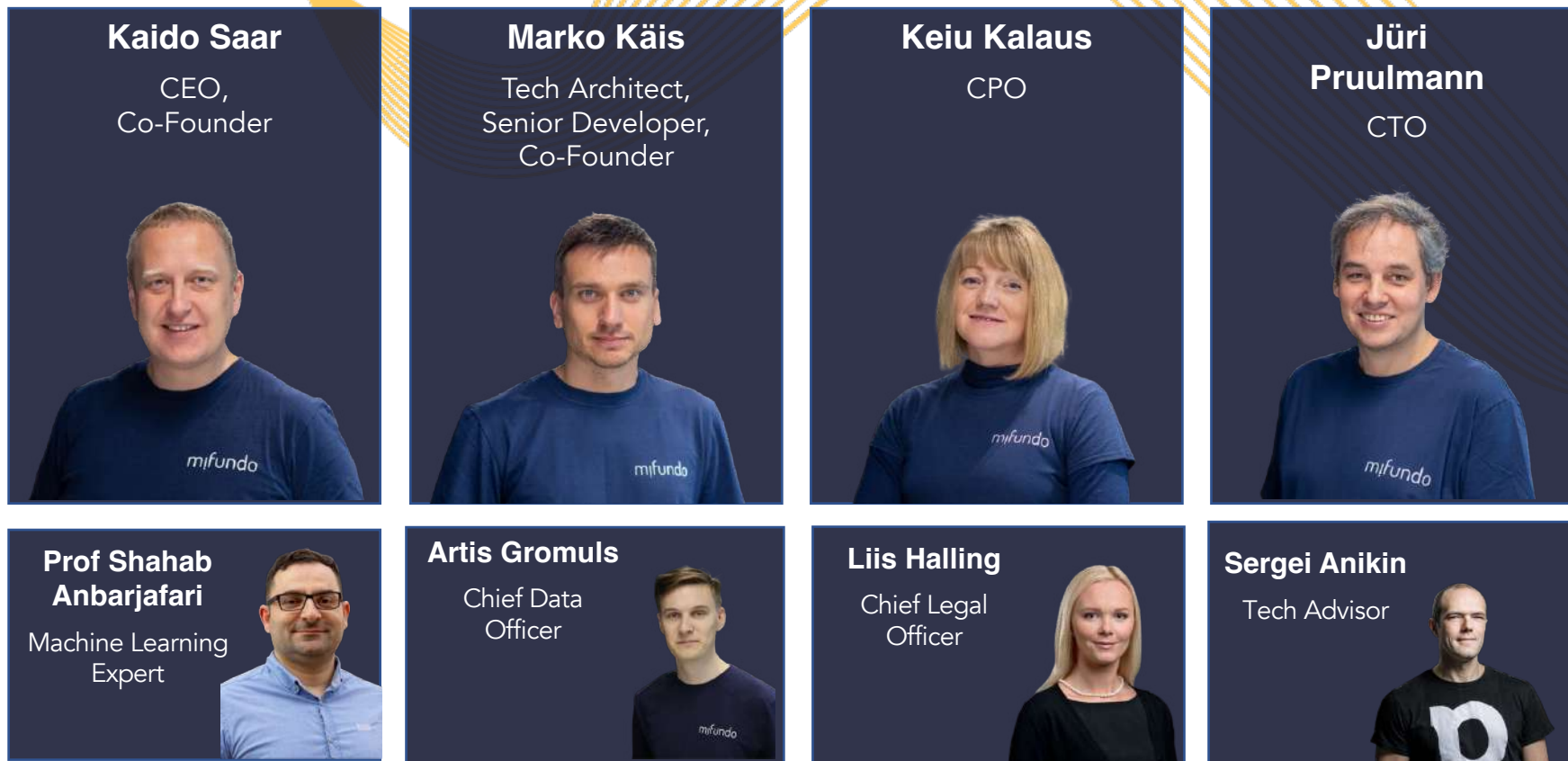
▶ **€ 7190 billion**

Total bank loans for
private individuals

▶ **45 million**

Expats & multi-country
people

10% of population
Potential loan volume:
€ 719 billion



Team

built up a bank operating in 9 countries



plus experience from   





Winner



Selected to EIC
Accelerator
programme



Lighthouse

Selected by Mastercard
and top tier banks,
spring'23



Top 10



Finalist



LendTech of the Year
Startup of the Year



Sustainable Finance by Mifundo:

- improves financial inclusion
- reduces inequality
- raises financial literacy

Main



Data collection and credit analysis

- Data from cross-border credit bureaus
- Data from other cross-border registries
- Foreign bank account statement analysis
- Data analysis and risk scoring

Optional:

- Combining data from multiple countries into one single analysis
- Reporting back to foreign credit bureau
- AML & PEP check



Bonus



New foreign customers

- Loan applications
- Collecting data from customer
- Preparing and signing loan contract

- In all cases connection over API or manual process in the bank portal of Mifundo
- Beside EU data also certain non-EU countries are available

mifundo

Freedom **to move.**
Freedom **to be trusted.**

mifundo.com



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