

PRIVATE LENDING IN SEA

SEA HAS A \$300B FUNDING GAP FOR MSMES (\$20B IN MALAYSIA)

- **Funding Shortfall favours Private Credit Companies**
 - *High Margins: 12-15%* on Fully Collateralised Loans, **20-24%** on Unsecured
 - *Low Default Rates:* As low as **0%**, but on average under **2%**
- **Private Credit Companies are thriving**
 - *Emerging Lending Companies are flourishing.*
 - Funding Societies: Disbursed \$2.2B in 3 years with default rate of **1.7%**
 - Raised >\$250M within 6 years of operation
 - CapBay: Disbursed >\$450M in last 2 years with default rate at **0.1%** in Malaysia alone
 - *Established Institutional Lenders Enjoy Remarkable Margins*
 - Aeon Credit: \$335M/YR Revenue on \$1.3B Loan Book with default rate of **2.5%** (\$123M PBT 34% on Revenue)
 - INSAS Credit: \$6.88M/YR Revenue on \$66M Loan Book with default rate of **0%** (\$5M PBT 72% on Revenue)
- **Private Credit in Malaysia and Southeast Asia continues to be a highly lucrative sector with relatively low competition**

GOAL: TO BUILD THE LARGEST TRANSPARENT LENDER IN SOUTH EAST ASIA USING BLOCKCHAIN

- Funding Gap is on the Supply Side
- Attract Foreign Investors and Funds by demonstrating transparency through blockchain technology for Loan Book, encompassing funding pools, disbursement, interest, and capital repayments. This technology extends to various layers of transparency:
 - L0 - Loan Book Transparency
 - L1 - Collateral Tokenization & Contracts
 - L2 - Borrower Scoring & ESG Traceability
 - L3 - "Onchain" Banking
- Founders with strong track record of building successful Tech & Financial Companies
 - Louis Tan:
 - Established Malaysia's biggest crypto arbitrage firm in 12 months (>\$B trading volume)
 - Among the largest Stablecoin (USDC/USDT) traders in the world
 - Lim Keat Kuang:
 - Founded one of the best insurance sales company in Malaysia
 - >\$200M of Insurance sold since 2012
 - >\$250M of Mortgages facilitated for OCBC
 - Workforce of over 850 Agents