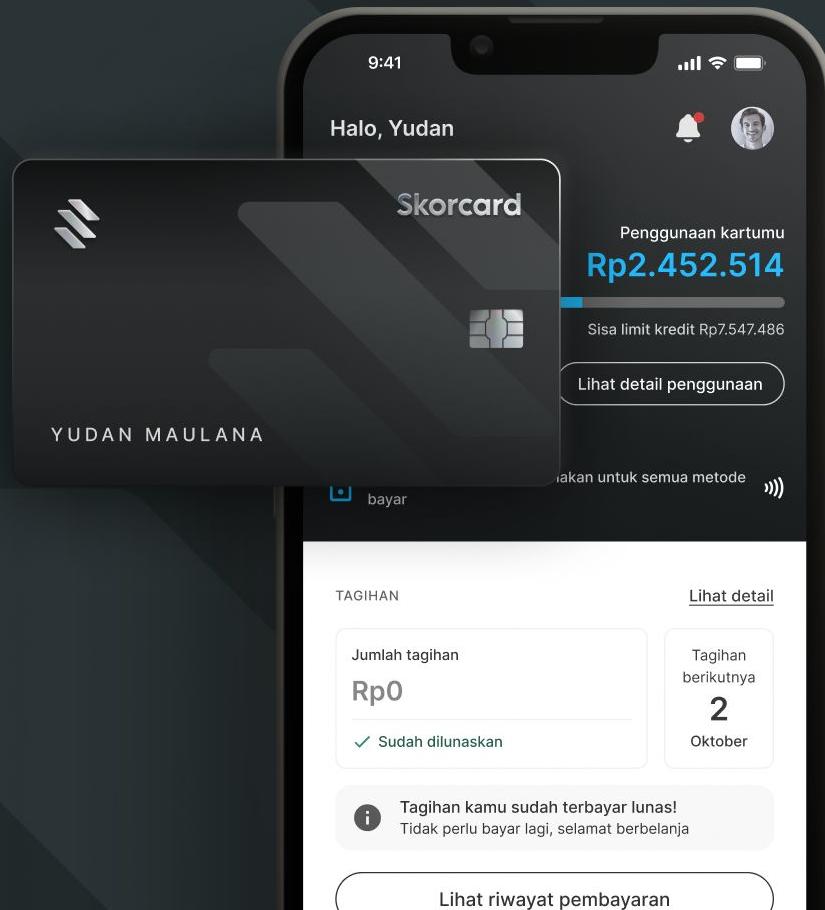




The mobile first Credit Card

A complete re-imagination of the credit card for the “younger Indonesia”



Team with the domain expertise to operate a credit card business, along with a strong set of expert advisors and investors

C-level



Ongki Kurniawan

Co-founder & CEO

Prior: Stripe, Grab, LINE, XL, BCG



Karan Khetan

Co-founder & President

Prior: BookMyShow, Lamudi, Rocket Internet



Kush Srivastava

CTO

Prior: Card91, Quiklo, Ezetap, mChek

Advisors



Nagaraj - Risk
Ex-CapOne



Pandu Sjahrir
AC Ventures



Sandeep Patil
QED, ex- CapOne



Joe Guarna
ex-Credit Karma

Team



Vijay Jagadeesh

Head of Engg
Ex-BookMyShow, Deloitte



Rajat Bansal

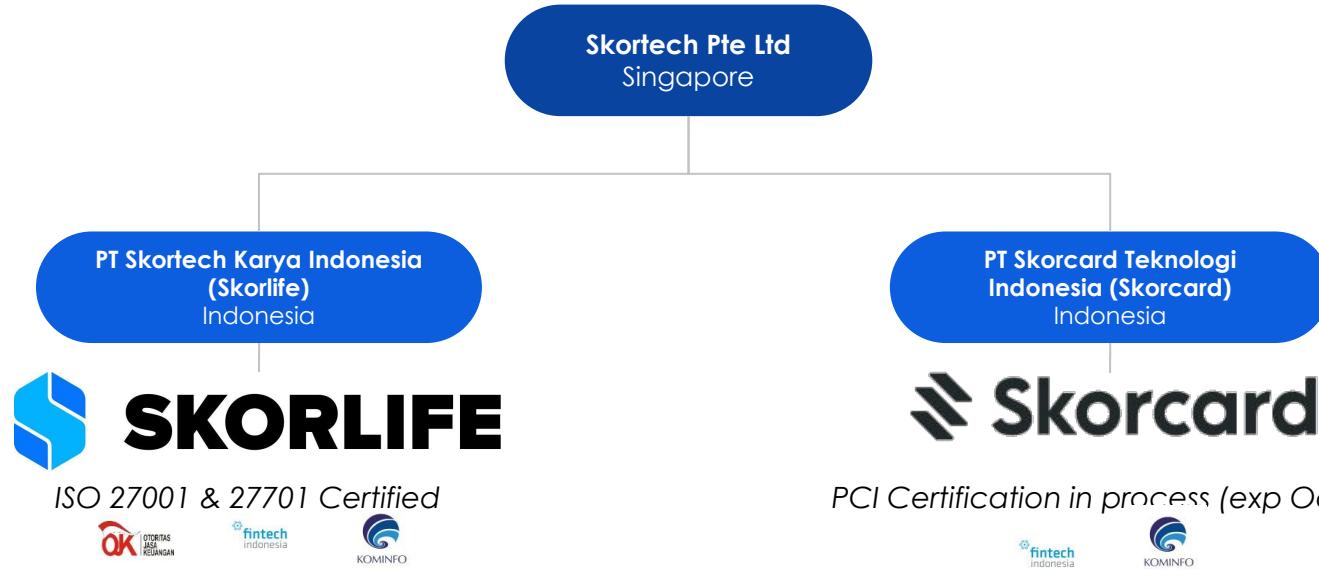
Product Manager
Ex-HDFC Bank



Nadira Bajrai

Compliance Head
Ex-Linkaja

About Skor



US\$6.2Mn funding raised to date. Invested by:

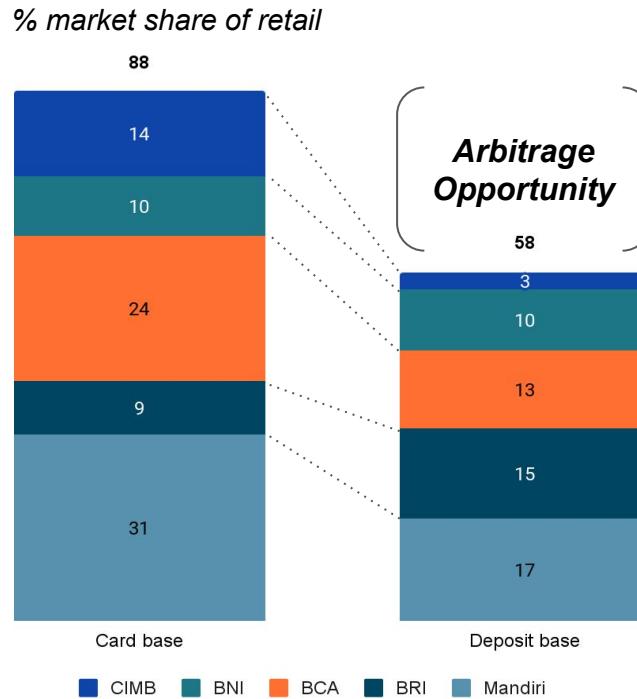
Hummingbird

**QED
INVESTORS**

**SAISON
CAPITAL**

AC VENTURES

Tangible arbitrage opportunity between retail deposit base and retail credit card origination



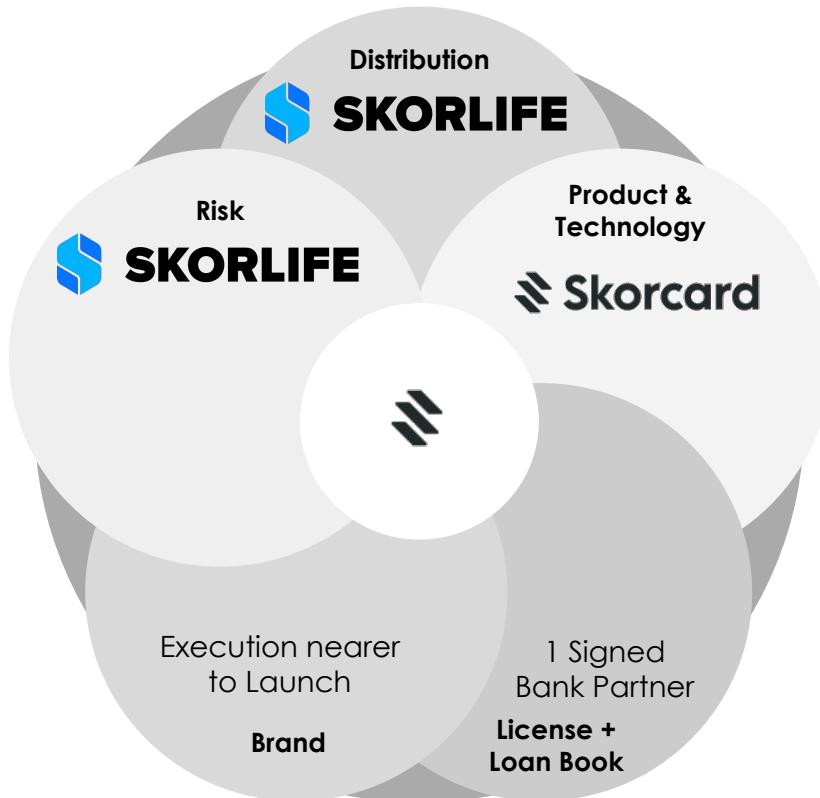
Key Insights:

- Top 5 banks have ~60% of retail deposits but ~90% of card issuance
- Top private banks ie. BCA, CIMB punch far above their deposit weight in card issuance
- PSU Banks BRI and BNI also subscale for their size
- Remaining 22 private banks with card issuing licenses and some deposit base almost non-existent in unsecured retail

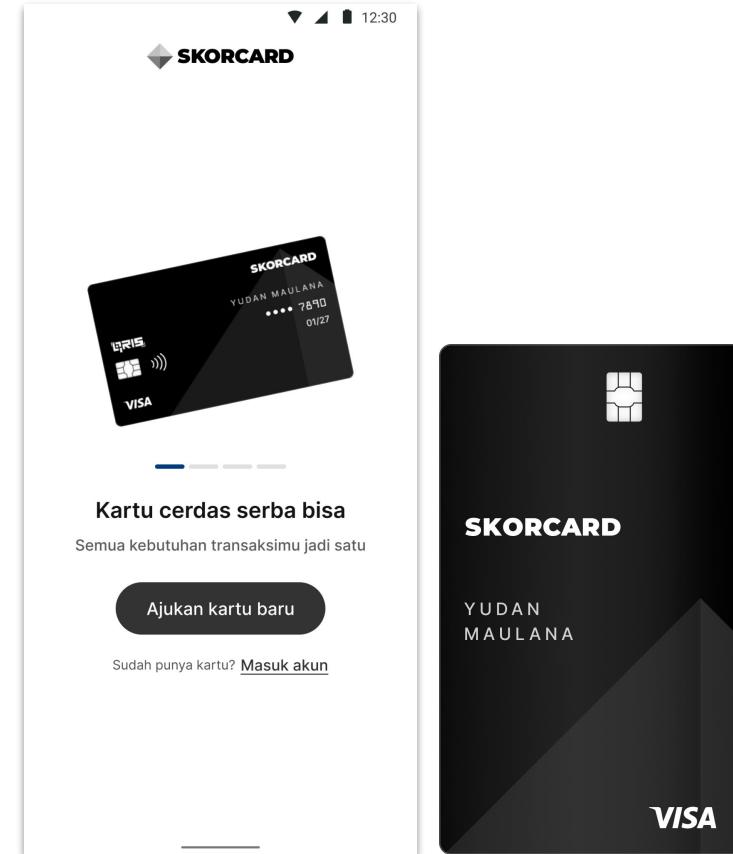
Source: Public available information and internal research

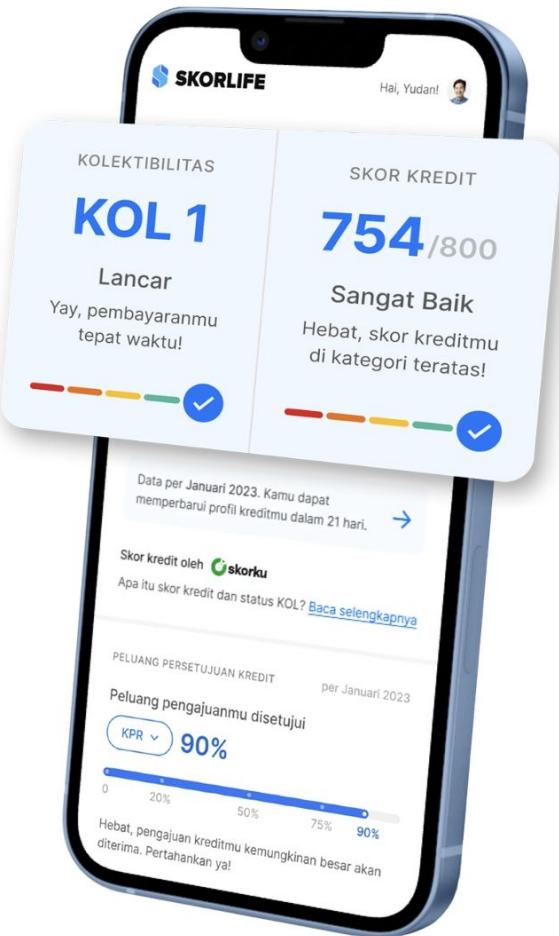
A big opportunity to help banks manage their balance sheet and unlock revenue

Skor has all the key pillars to “win” at credit cards ... and eventually consumer lending



Leading To





Skorlife our “unfair advantage” to solve card distribution

SkorLife bantu jaga reputasi keuanganmu di mata bank.

Ambil langkah tepat untuk memperbaiki skor kredit dan status kolektibilitas secara mudah dan aman.

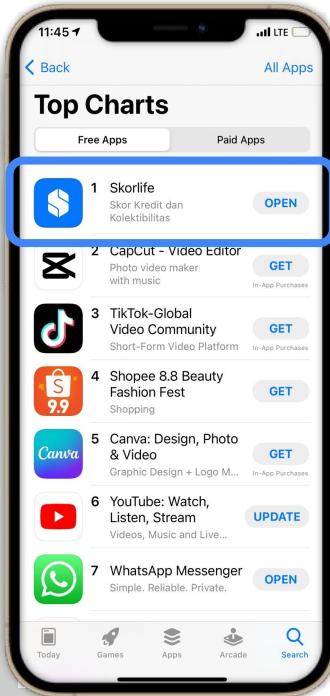


100rb+ ★ 4.7/5

Download

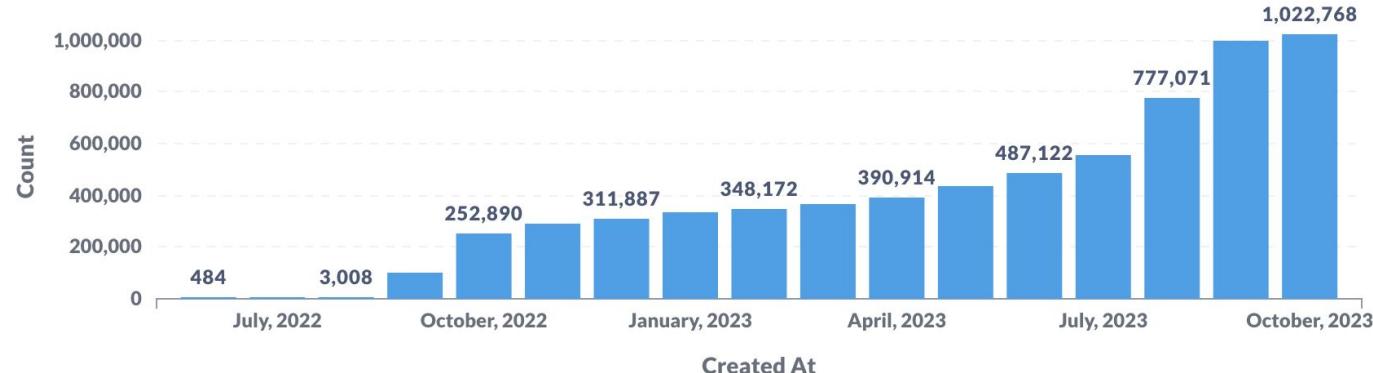
di Google Play Store

Skorlife has been ranked #1-10 in most downloaded apps



Skorlife Downloads

Cumulative Users By Month



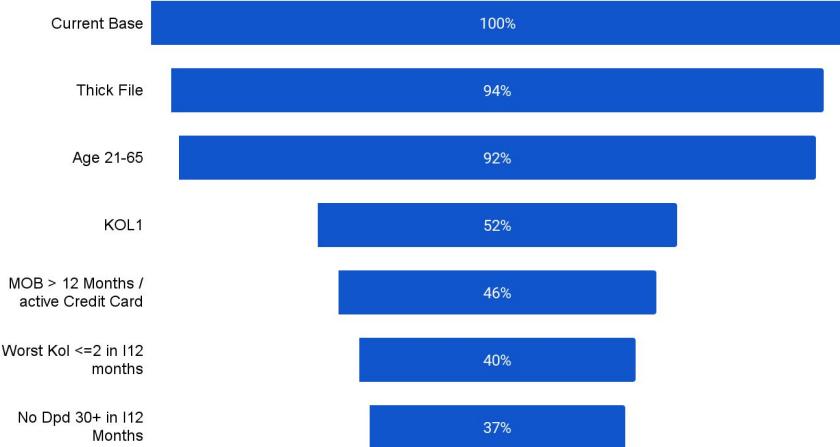
Admitted into OJK regulatory sandbox in Financial Planner cluster since September 2022 (Tercatat) & ISO 27001 and 27701 certifications

Aug 2023

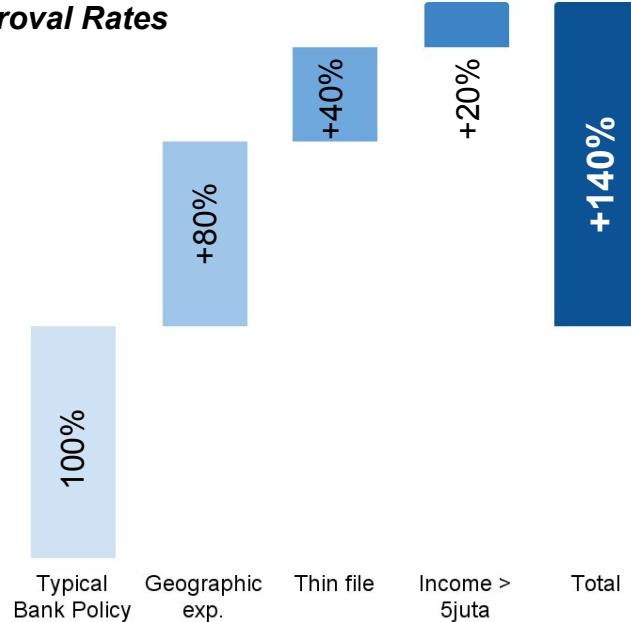
1M+ users in database to leverage for financial products

Data advantage - Skor has ~600k targetable unique users with credit reports to find unique opportunities

Underwriting Policy



Underwriting Experiments Approval Rates

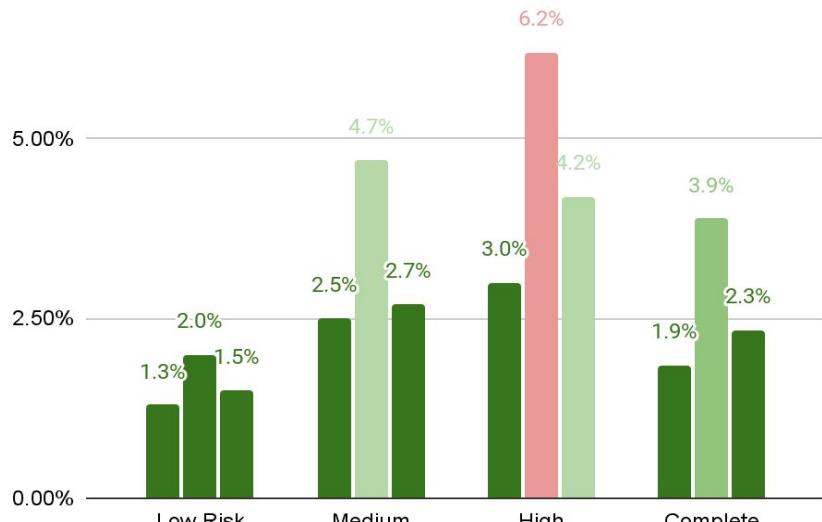


... and we expect the eligible base to 2x by end 2023 and 4x by H2 2024

*Note - based on typical bank policy

Developed proprietary risk model and ML algorithms to keep NPAs ~5%

6 MOB 30+ Ever Retro NPA Performance



Col 1 = Core Policy | Col 2 = Exp 1 | Col 3 = Exp 2

Experiment 1 = Geographic Expansion with Digital Collection

Experiment 2 = Thin file users with Alt. data

Approved Set Credit Attributes

Median Credit Age	Median Income	% with Credit Card
4.5yrs	22juta	55%

Approved Set Demographic Attributes

Median Age	% Diploma 3 and above	% Jabodetabek
30yrs	42%	50%

Tech stack will let us run multiple experiments across geography, thin file, income to expand segments

Nigel™ - Our proprietary technology to eliminate “one size fits all” in multiple functions to unlock and maximize revenue

Dynamic Product Portfolio

Diverse lending products for diverse user base across spectrum. Cross-sell term/insurance.

Configurable Rewards

Hyper-personalized offers to max. incremental spend & reduce fulfilment cost & TAT

Contextual Communications

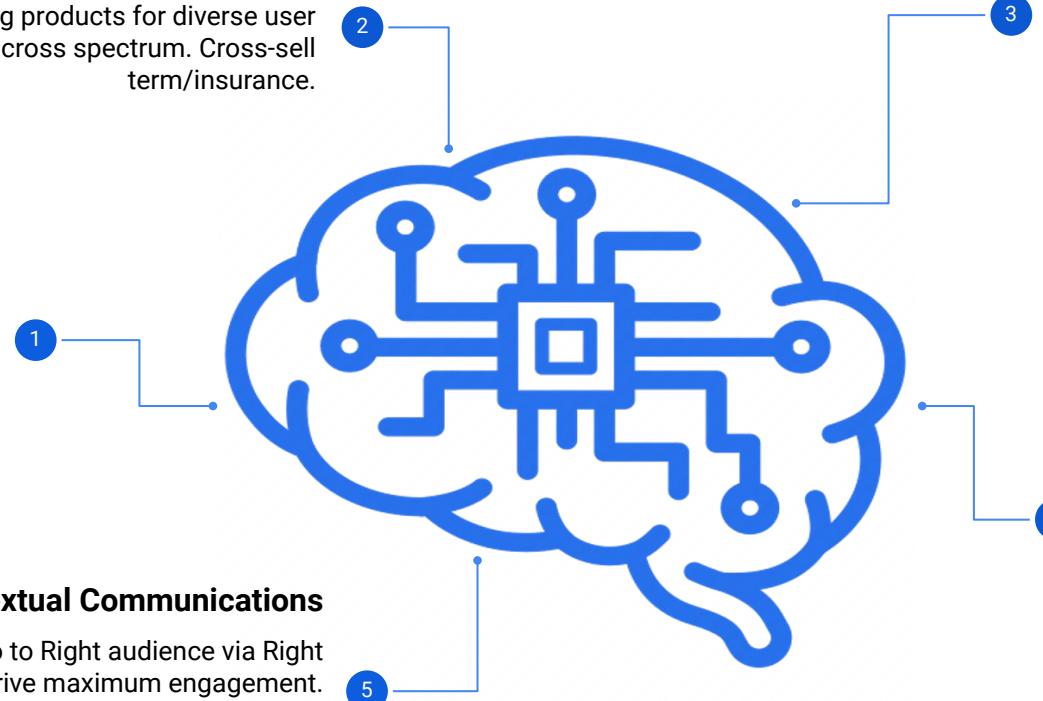
Right promo to Right audience via Right mode to drive maximum engagement.
Actionable insights for business post-purchase

Modular Underwriting

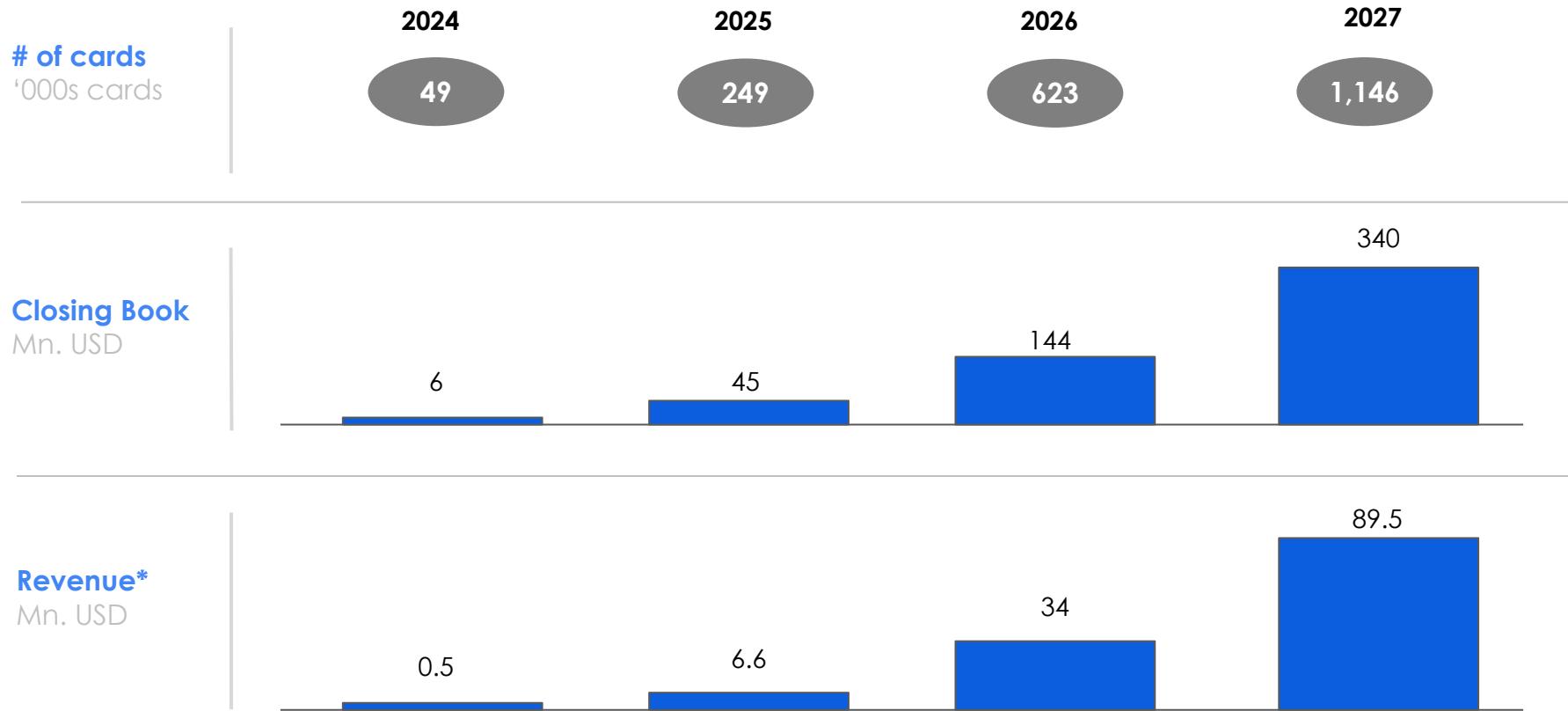
Leverage AI & ML data models to give relevant, timely insights. NPL backtracking to support experimentation.

Cost Effective Ops

Automation of Ops is our motto guaranteeing almost zero manual intervention.



Skor is re-inventing the product but not the “tried and tested” revenue model of credit cards

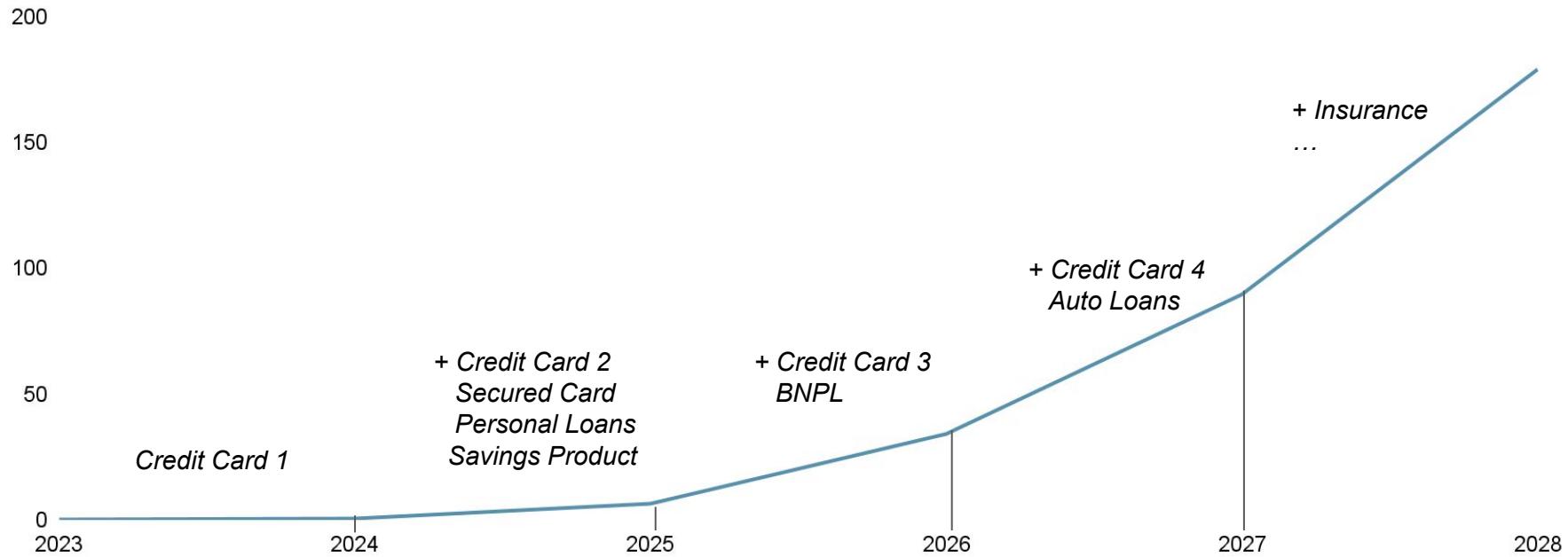


*Assuming 7.5% cost of funds to Bank, this business generates \$30M in accumulated revenue to Bank from 2023-2027, and counting;

Source: Skor financial model

Skor's vision to create multiple products to build a leading “Consumer lending” business in Indonesia

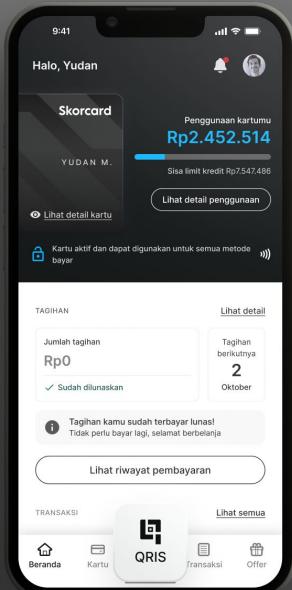
Revenue (Mn. USD)



Thank You

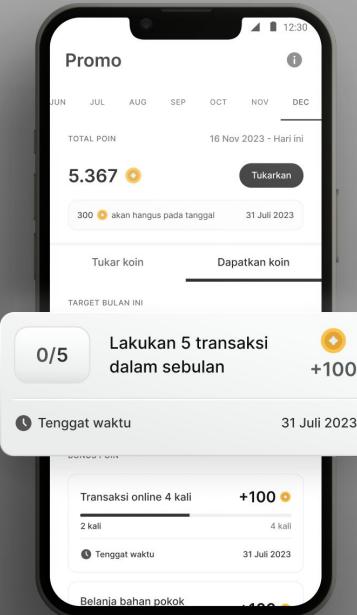
Truly universal payment use-case

QRIS on credit Line - Common ledger for MC/V/QRIS



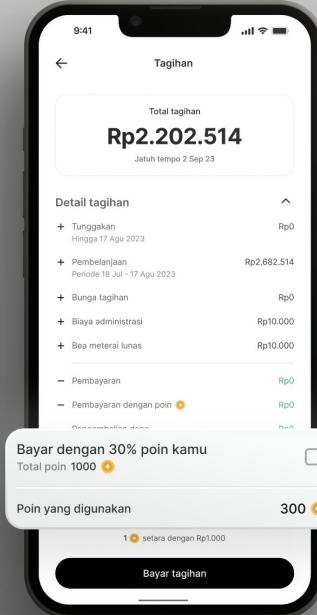
Gamification to drive spend

Hyper-personalized reward “missions”



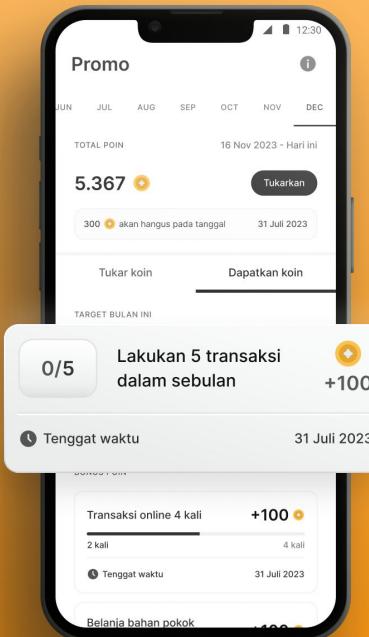
Seamless earning & burning rewards

Instant Pay with points / Cashback feature

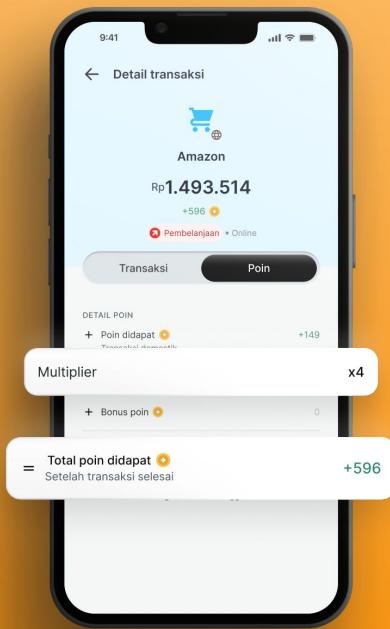


Rewards - our core engagement tool

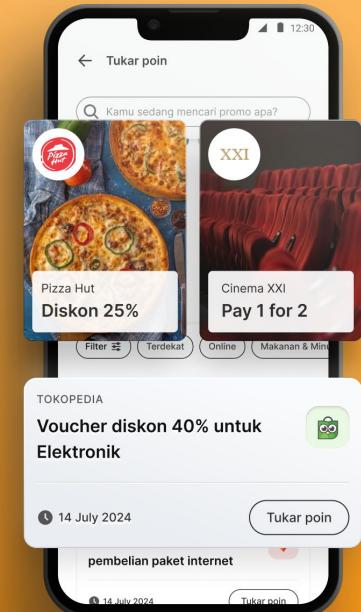
Hyper-personalized
“reward” missions



*Transparency with
Reward details per txn*

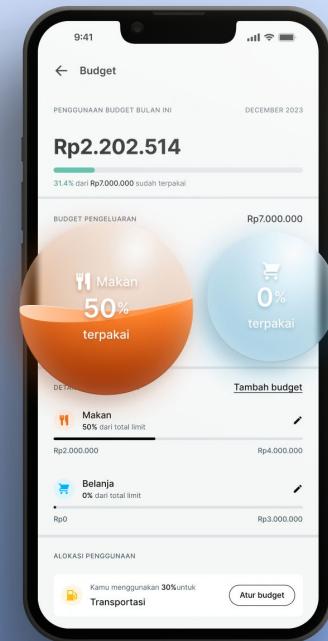
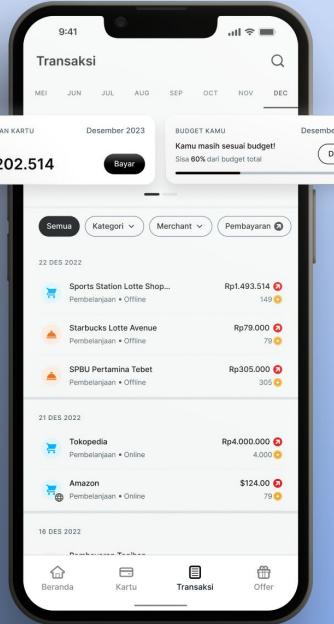


*Vouchering & Listing for
easier discovery*



Financial Awareness

Key for the younger generation - done through automated budgeting tracking at merchant category or merchant level, analytics and benchmarking



Repayments - front & centre

*An easy & seamless way to be on top of
repayments*

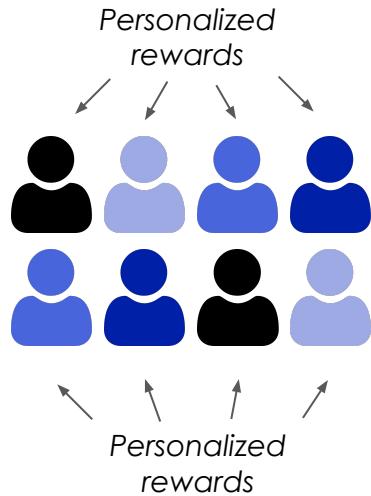


Disparate systems results in a limited “one size fits all” final product offering with missed opportunities and a lot of operations

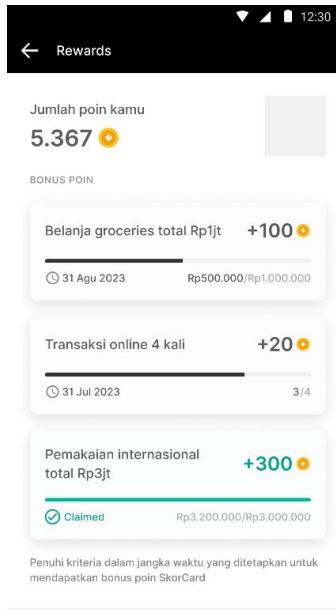


Configurable Rewards Engine: Drive engagement, retention and customer lifetime value

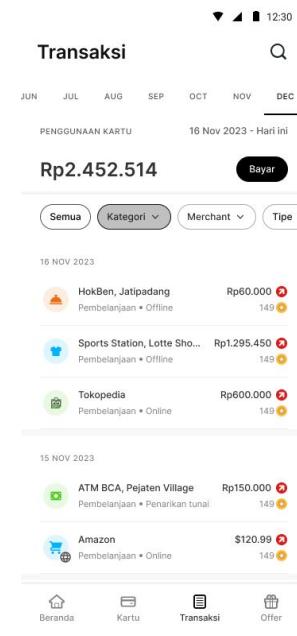
Hyper-Personalization



Gamification



Instant Gratification



Flexible Incentives

Tiered rewards structure to cater to different habits

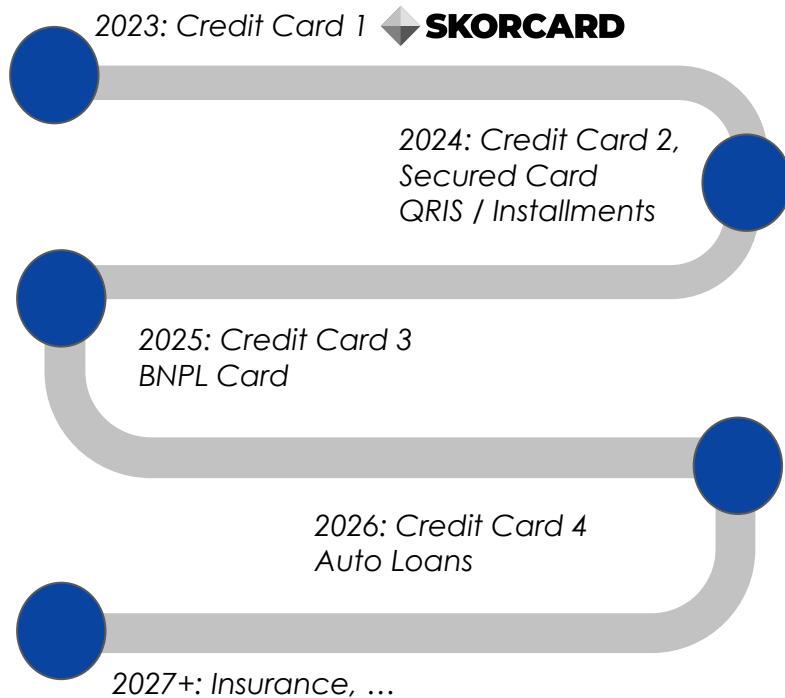
Spend RP. X + 10% to get Y + Z points

Spend RP. X to get Y reward points

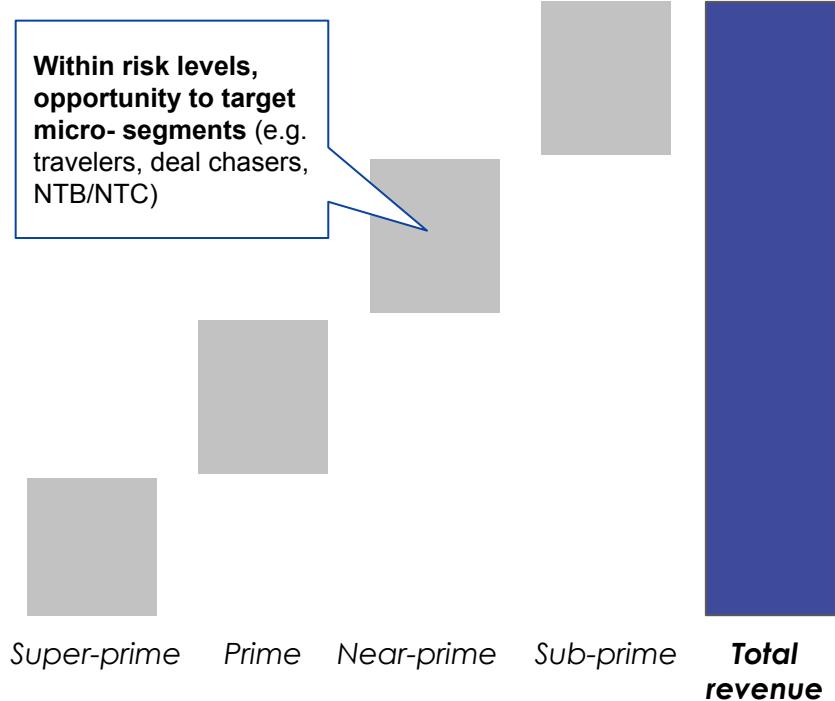
Tech stack enables high-degree of customizations to drive engagement tailored to unique customer segments – offering an experience unlike any other in market

Dynamic Product Portfolio: Enables Skor and Bank to maximize revenue opportunity across diverse untapped consumer segments

Skor's risk and tech capabilities enable the creation of full-suite of financial products...



Enabling Bank to maximize revenue across all segments through Skor's scaled distribution



Modular Underwriting Engine: Extreme Experimentation + Intensive Monitoring to increase throughput & keep NPLs ↓

Traditional Underwriting Systems



Black Box

Over time, risk engine become a monolith of rules



Low # Data Sources

Current risk engines depend on Bureau/Internal data alone



Difficult to underwrite
NTB/NTC customer



False +ves

A monolith system leads to lot of transaction declines

Skor Underwriting Engine



Modular Architecture



Multi-Dimensional Profiling



Audit Log + Track Changes

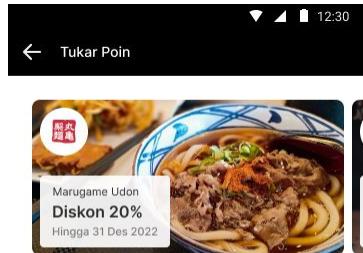


Non-Traditional Data Sources

Contextual Communications: Drive traction through relevant & timely alerts at the right touchpoint

Pre-Purchase: Engage users to spend

Dynamic Segmentation



Easy Discovery

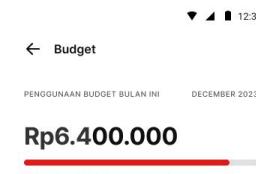
Spot-on Targeting

Experimentation Platform

Post-Purchase: Add value to business/users

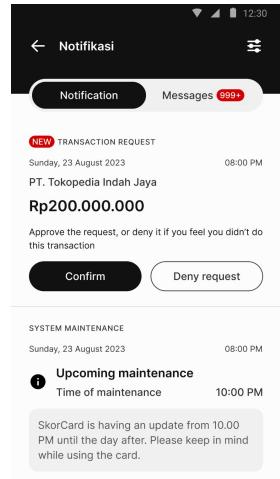
Savings Calculator

Actionable insights

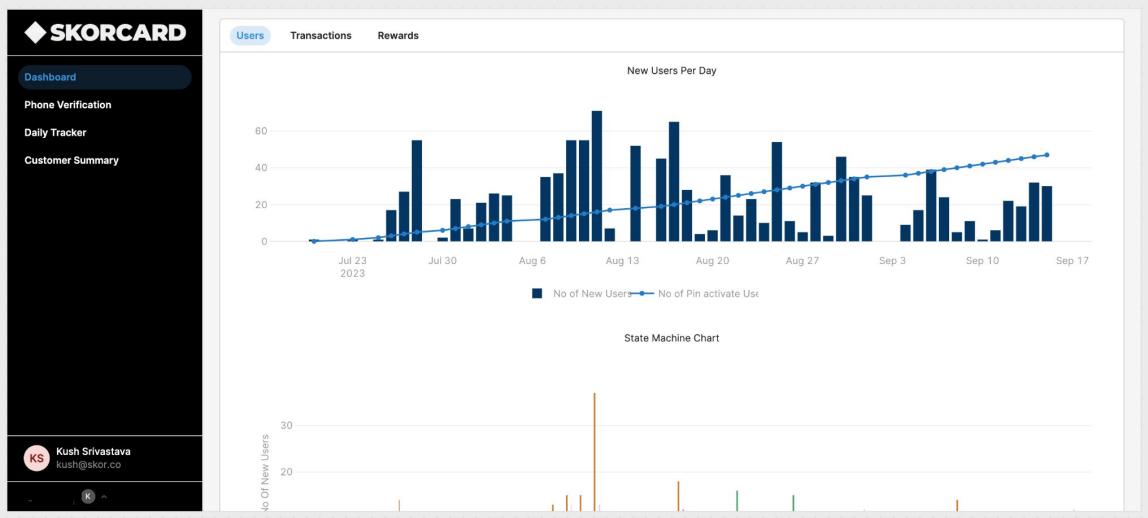


MCC Lv. Spend

PARAMETER	DATE	MCC Level Spend				July 2023				Select filter						
		CUST#	TXN#	1	AMOUNT	CUST#	TXN#	2	AMOUNT	CUST#	TXN#	3	AMOUNT	CUST#	TXN#	4
Air		50	50	Rp100,000,000		50	50	Rp100,000,000		50	50	Rp100,000,000		50	50	Rp100,000,000
Grocery		200	200	Rp200,000,000		200	200	Rp200,000,000		200	200	Rp200,000,000		200	200	Rp200,000,000
Insurance		50	50	Rp50,000,000		50	50	Rp50,000,000		50	50	Rp50,000,000		50	50	Rp50,000,000
Supermarket		150	150	Rp150,000,000		150	150	Rp150,000,000		150	150	Rp150,000,000		150	150	Rp150,000,000
Department Store		100	100	Rp100,000,000		100	100	Rp100,000,000		100	100	Rp100,000,000		100	100	Rp100,000,000
Discount Store		100	100	Rp100,000,000		100	100	Rp100,000,000		100	100	Rp100,000,000		100	100	Rp100,000,000



Plug in Plug out Tech Ops



The interface shows a "Customer Summary" page with a search bar for User ID (SC092023231) and a "Card Detail" page for a card issued by Danamon.

Customer Summary:

Key	Value
User Id	SC092023231
Phone	812345670053
OTP Verified	X
Email	shesha@skor.co
Email Verified	✓
Email Verified Date	Sep 15, 2023 11:11 AM
Pin Activated	✓
Pin Activated Date	Sep 15, 2023 11:11 AM
Created Date	Sep 15, 2023 11:10 AM
Updated Date	Sep 15, 2023 11:11 AM

Card Detail:

Key	Value
LAC	800000024459
PAN	23034792
status	✓
Created At	Aug 25, 2023 2:40 PM
Bank	PT Bank Danamon Indonesia
Card Number	****5782

All Transactions For User:

ID	Created at	Transaction description	Transaction amount	Auth code	Auth status	Skor trans ID	Decline reason code	Decline resp
52	Sep 15, 2023 6:55 AM	Card Payment	IDR 100,000.00		approved			
51	Sep 15, 2023 6:54 AM	Retail	IDR 100,000.00		approved			