



BLOCKCHAIN CREDIT
RISK MANAGEMENT
PLATFORM

White paper

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Draft for open community review. Subject to change



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Introduction



1

Throughout our life, we constantly use loans in order to assist ourselves with accomplishing major life goals. We seek additional funds to purchase desired goods, cars, real estate, pursue higher education or start our own business.

2

However, prior to receiving money, each potential borrower undergoes a credit assessment procedure. With the help of the credit assessment, the lender makes a decision - to issue a loan or to reject the application.

3

All over the world, lenders spend astronomical amounts of money on credit risk management, and each year these amounts grow constantly. The reason for this growth is a constant degradation in the quality of borrowers, increase in market competition, and pressure issued on lenders by regulators.

4

To survive in such a confined market, lenders are forced to increase their budget on credit risk management. Subsequently, these expenses result in a loss of profit for lenders.

5

As a result of these emerging issues, we have created a concept of a blockchain-platform which will change the industry of credit risk management. It is based on three main principles: risk-free lending, automatic quality control and transparent ecosystem.

6

Our team has been working in this industry for more than 15 years, and now we are setting a new standard of quality of credit risk management in 5 countries. We believe that with our skills, experience and knowledge, we will be able to implement this project. We believe that our concept can change the world for the better.

We suggest that you
change it with us

Experience and background



Reputation that can be trusted

ANTAVIRA blockchain credit risk management platform is a new project of SCORISTA. SCORISTA is the world's first credit assessment service for non-bank lenders that provides instant credit decisions: "approved" or "denied" with a detailed explanation in each case within seconds. SCORISTA combines machine-learning technology with professional scoring that guarantees a 93% forecast accuracy of the credit assessment.

We help lenders to increase revenue by 40% in just 3-6 months with a money-back guarantee. SCORISTA is the only company offering its clients money-back guarantee on credit risk management market. This means that we are responsible for the business performance of our clients with our own money. This is the reason why **SCORISTA became a new standard of credit risk management in Russia.**

SCORISTA



✓	SCORING
✓	VERIFICATION
✓	UNDERWRITING
✓	ANTIFRAUD
✓	CREDIT DECISION

We have launched our business in 2014 and became profitable in just 18 months. This is a very good indicator for such a niche FinTech project, but the high market demand for efficient credit risk management technologies made this achievement feasible for us.

Right now, SCORISTA produces more than 500,000 credit decisions for 130+ clients in five countries every month. Those five countries include Russia, China, Spain, Latvia, and Kazakhstan. In September of 2018, SCORISTA joined the Starta Accelerator program in New York to expand the business to US.

Experience and background



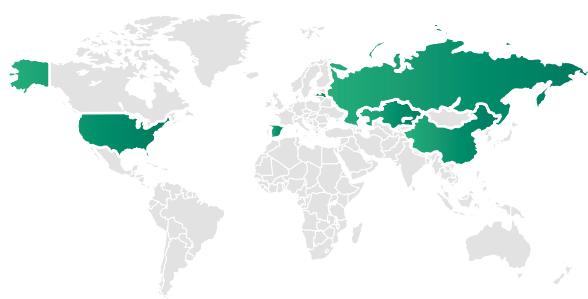
Reputation that can be trusted

130+
Clients

5+
Countries

500.000 +
Credit decisions produced monthly

PROFITABLE IN 18 MONTHS



Currently, there are 30 professional risk managers, data analysts, mathematicians, software engineers and business managers with an average of 10+ years of experience in the industry that are part of the SCORISTA team.

That's why we know all the problems of credit risk management market players. And that's why we know how to solve those problems.

Due to this unique experience, SCORISTA and its technology have numerously become award winners of prestigious FinTech awards and are constantly invited as guest speakers at the largest events in the credit risk management industry.



BEST STARTUP
Innotribe Challenge, 2017



BEST TECHNOLOGY
Golden Ruble Award, 2017



MICROSOFT SELECTION
Startup of the year, 2017



TOP ENTREPRENEURS
Tech Tour, 2017



APEC SPECIAL AWARD
InnoVex, 2017



BEST SCORING
Bank Review, 2017



OFFICIAL SPEAKER
Sibos, 2017

1. Credit risk management market

Endless global expenditure



+30% every year

The overall volume of global expenditure on credit risk management in 2015

The global retail lending market is constantly growing. According to the consulting company - FinAccord¹, the total volume of issued retail loans in 2015 was \$42.2 trillion. Compared to 2011, the market demonstrated growth of 3.3% per year.

To issue that amount of money lenders spend about \$3 trillion for borrower assessments and credit risk management. The growth of credit risk management market surpasses the growth of the lending market by 10 times and is growing by 30% each year.

The credit risk management market includes the following players:



Lender - a party that issues loans to borrowers. The main client of the credit risk management market.



Risk manager - a party that creates credit scoring models for lenders in order to review borrower assessments and make decisions on approving or denying loan applications.



Credit analyst - a party that allows the lender to see the current business performance and assess the quality of the risk manager's work.



Data provider - a party that collects, stores and sells information, which can be used by risk managers to assess borrowers.

2. Problem

The industry is waiting



30% from the overall profit in a lending business
is the credit risk management expenses

There are several reasons for this:

Due to the consistent decrease in the quality of the borrowers, it is required to constantly increase the effectiveness of credit assessments to improve forecast accuracy.

1

This leads to an expansion of the credit risk management department and further expenses on purchasing additional data on borrowers.

Both of these factors mean a significant increase in operating costs for lenders.

Despite all these expenses, lenders cannot insure a high quality of their employees' work, and are forced to continue with solely bearing all of the financial risks.

It is difficult for a lender to find suitable specialists.

2

In order to check the competence of a data scientist candidate - risk manager, mathematician, credit analyst, or data miner, the lender has to wait for a long period of time, which can lead to disappointing consequences and wasted expenses.

Replacement of inefficient specialists can seriously complicate the process of issuing loans and lead to a temporary halt of the entire business.

3

Data scientists can't simultaneously work with multiple clients while their intellectual property is under scrutiny - any customer can easily claim their work.

Specialists are compelled to compensate for their risks by constantly increasing the cost of their services, which affects the limited choice of available specialists in the job market.



Reasons listed above explain a high demand for improving the existing tools for credit assessments and general need for changing the principles of credit risk management.

3. Solution

The way to change the industry



There are two approaches of improving the credit risk management services: scaling and disruption. The first solution entails an increase in operating costs and quantity of employees. The second approach requires a fundamental change in the principles of credit risk management. We have chosen the second option.

ANTAVIRA blockchain credit risk management platform is a project that is designed to completely change the industry and is based on three key principles:



Risk-free lending

Lenders should be able to receive reimbursements for their losses at the expense of risk managers who made the wrong decision while assessing a particular borrower.



Automated quality control

Each member must guarantee the quality of provided services, and in return, receive an assurance of payment for the completed work.



Transparent ecosystem

All market participants should have the same opportunities to conduct business and be provided with the protection of their intellectual rights.

Blockchain and smart contract technology allows us to implement these principles.

- 1)** A smart contract guarantees the execution of all set agreements between parties.
- 2)** Blockchain ensures that any party will not be able to obtain a project that requires more resources than it currently has.
- 4)** A decentralized system guarantees equal access to all participants, regardless of any external factors.
- 3)** Information on any collaboration between participants is protected from manipulation and falsification through a distributed storage and verifications. Intellectual property rights are protected by automatic registrations of all sources.

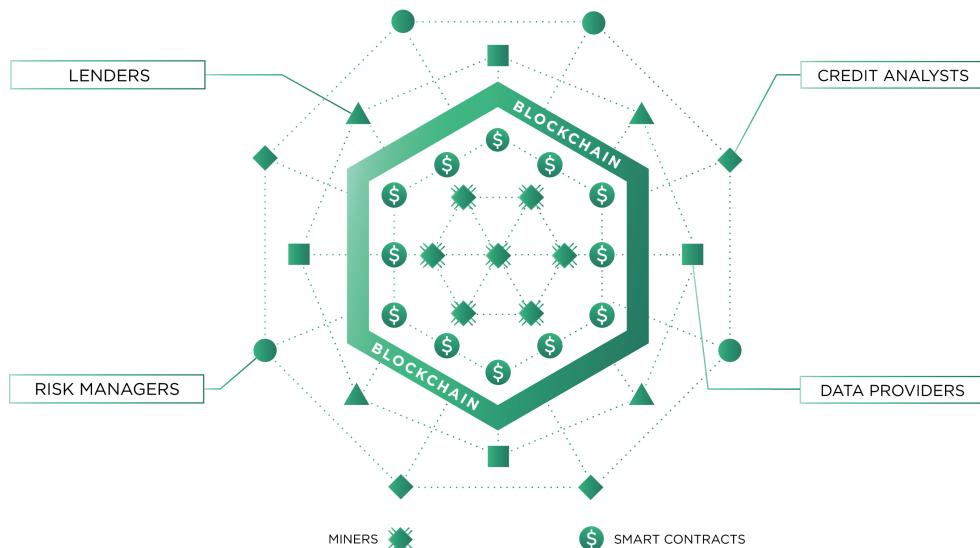
4. Platform structure

For the professionals by the professionals



The structure of the ANTAVIRA platform consists of the following elements:

- Participants on the platform. The basis and main asset of the platform. People and businesses that offer and buy each other's services.
- Miners. Calculate transactions and ensure the functionality of the platform with through the processing power.
- Smart contracts. Technology that allows for automation in all transactions between participants: Starting from the cost and assigned dates to the terms of additional payments or refunds.



There are two types of ANTAVIRA smart contracts:

01 SMART CONTRACT OF A SIMPLE EXCHANGE

Example:

- A purchase of a data for credit scoring by a risk manager from a data provider
- A purchase of loan portfolio analysis by a lender from a credit analyst

02 SMART CONTRACT OF COMPLEX EXCHANGE

Example:

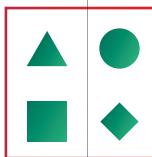
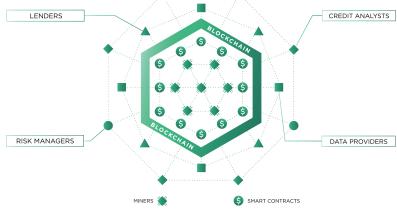
- Step-by-step payments from the lender as the risk-manager fulfills each part of the contract. In these type of contracts, special accounts will be created for automatic accumulation of funds from both parties to ensure prompt payments and reimbursement of lost assets.

ARMT or ANTAVIRA Risk Management Token will be the only tool that's utilized in smart contract settlements and transactions on the ANTAVIRA platform.

5. Benefits for market players

Designed to become an undoubtable necessity



	Traditional credit risk management system	ANTAVIRA
Market players		
Lenders	<ul style="list-style-type: none"> ■ Carry full financial responsibility for mistakes of risk managers. ■ Difficulty in finding quality specialists. ■ High costs of risk management. ■ Replacement of a specialist can lead to enormous losses and a possibility of suspension in the loan issuance process. 	<ul style="list-style-type: none"> ■ The ability to reimburse losses in case of loan defaults. ■ A convenient platform to test the quality of risk managers prior to employment. Rating system integration. ■ Reduction of expenses in the risk management department by compensating the need to hire more risk managers. ■ Instant and seamless replacement of old employees and an easy integration of new one's.
Risk managers	<ul style="list-style-type: none"> ■ The effectiveness of specialists only partially affects the level of wages. ■ Lack of ability to simultaneously work with multiple clients. ■ The complication of only being able to work with clients near the specialists vicinity. ■ Absence in any protection of intellectual rights - anyone can take scoring models and another IP without any consequences. ■ Presence of significant limitations in the development of new scoring models and credit assessment technologies. Firstly, the lack of easy access to necessary data. 	<ul style="list-style-type: none"> ■ Ability to work with clients on the profit share model. ■ Simultaneously work with multiple clients ■ Ability to sell services to a global market of lenders. ■ Intellectual Property Protection. ■ Develop and test new credit assessment methods with the help of various data sets.

5. Benefits for market players

Designed to become an undoubtable necessity



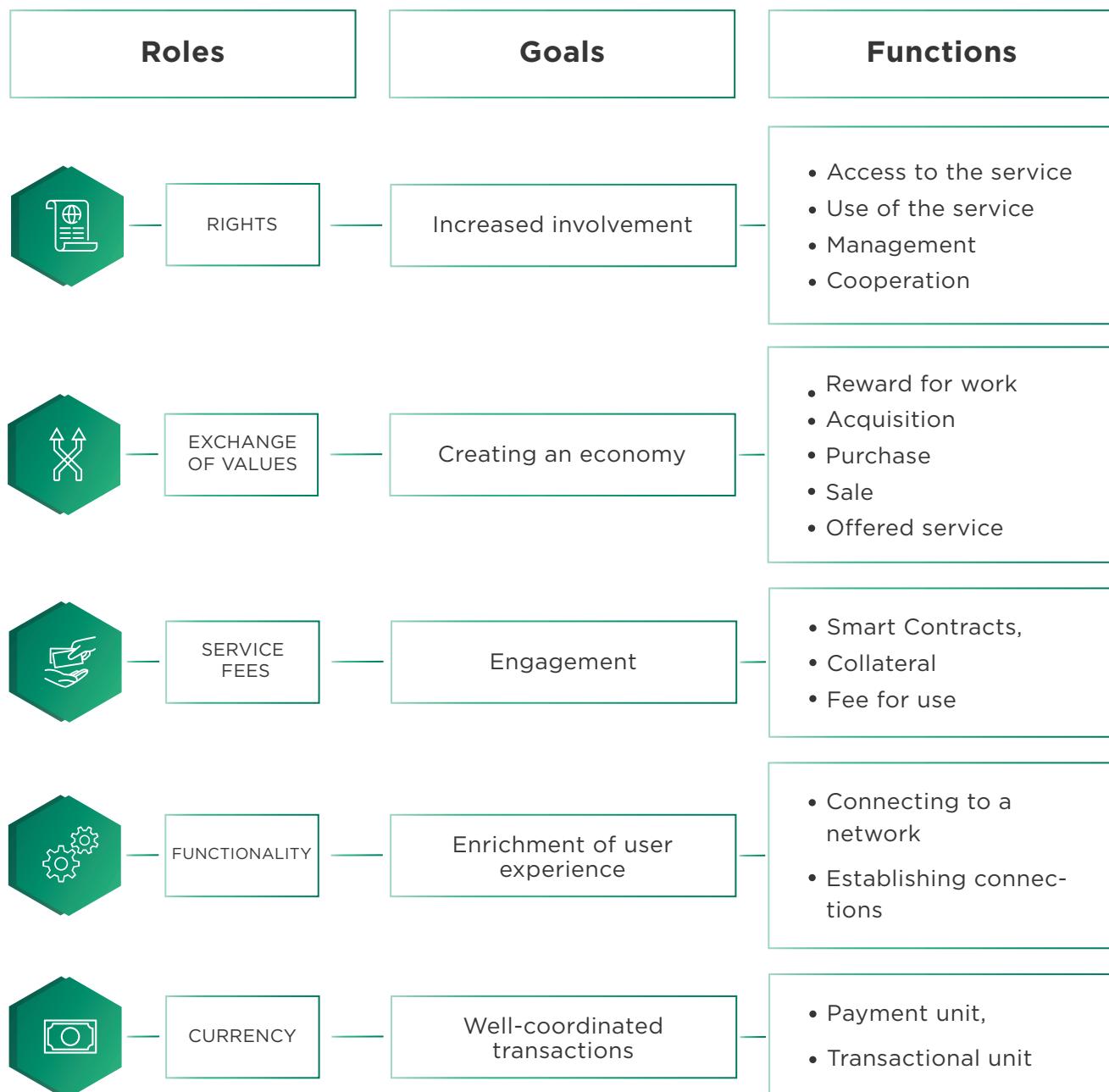
Market players	Traditional credit risk management system	ANTAVIRA
 Credit analysts	<ul style="list-style-type: none">■ The absence of a unified reporting standard significantly slows down and complicates the work of a specialist.■ Lack of ability to simultaneously work with multiple clients.■ The complication of only being able to work with clients near the specialists vicinity.■ Absence in any protection of intellectual rights - anyone can take reporting methods and another IP without any consequences.	<ul style="list-style-type: none">■ Consolidated and unified analytical reports.■ Ability to sell services to a global market of lenders.■ Simultaneously work with multiple clients.■ Intellectual Property Protection.
 Data providers	<ul style="list-style-type: none">■ Finding and securing new customers is a complex and expensive process. Individual approach to each client greatly reduces profitability of the business.■ The lack of a single market for scoring data monetization.■ Absence of a data enrichment solutions.	<ul style="list-style-type: none">■ Fast and cheap integration for new clients. Unified protocol.■ Ability to sell data to a global market of clients.■ Data enrichment through work with a global market of clients.

6. Tokenomics

Forecasts and opportunities



The ARMT tokens are the basis of the ANTAVIRA platform. ARMT tokens are multifunctional, simultaneously perform a variety of goals, and help to achieve multiple objectives.



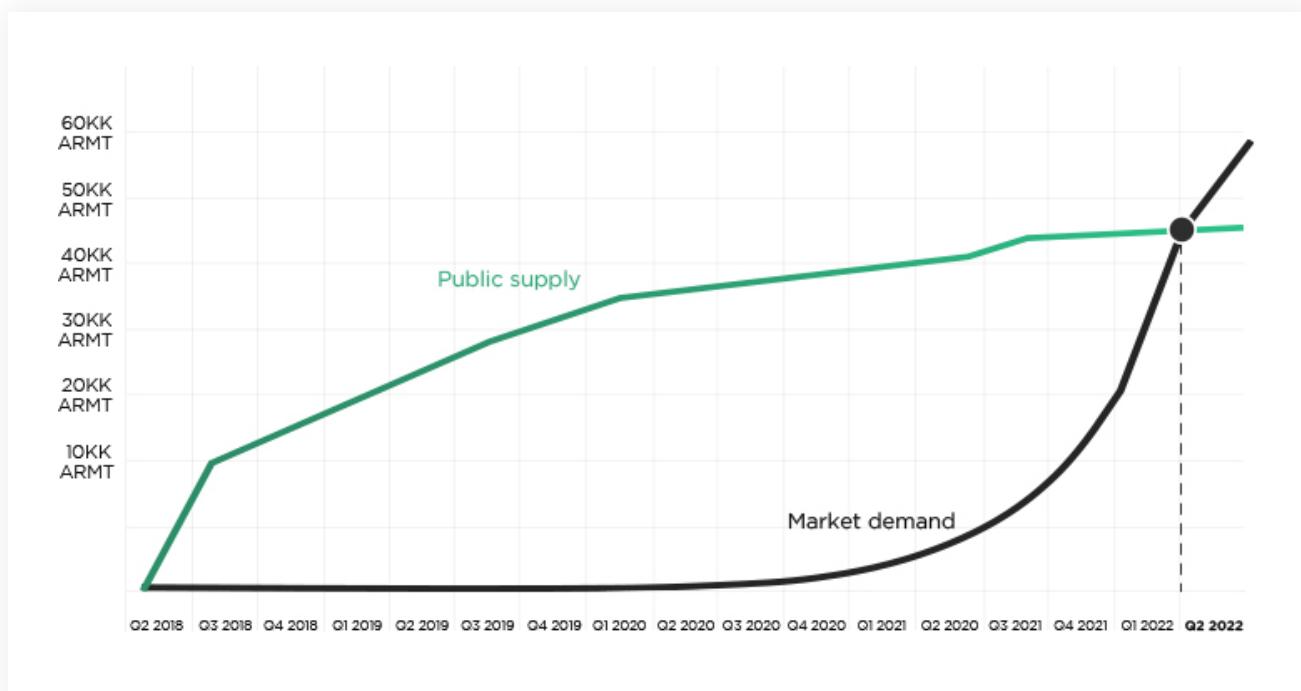
6. Tokenomics

Forecasts and opportunities

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The main value of the token exists in the truly unique advantages that the ANTAVIRA platform provides to its users: convenience, reliability and lower cost of services, compared to traditional methods of credit risk management.

As the demand for such platform services increases alongside the quantity of active users, so will the demand for ARMT tokens. Precisely these points, as well as well balanced business model and the fact that the issuance of ARMT tokens will be strictly limited and will only become available on an exchange after the completion of the ICO, allows us predict the excess of demand for tokens on the market to **Q2 2022**.



7. Business model

Attractive for everyone



The ANTAVIRA platform has 4 sources of income:



SETUP

Upon registering on the platform, participants pay the setup fee in ARMT tokens.



TRANSACTION

Participants pay a small amount of ARMT for each transaction. Similarly to Gas in Ethereum.



DEPOSIT

Each participant needs to deposit ARMT tokens into his personal account in order to work on the ANTAVIRA platform. The number of deposited tokens depends on the amount of transactions performed on the platform: for example, in a personal account, the participant must deposit a certain number of ARMT tokens to be able to receive or provide services of the equivalent amount.



SMART CONTRACTS

Participants pay for the creation of services with individual terms in relation to the development and deployment of new smart contracts.

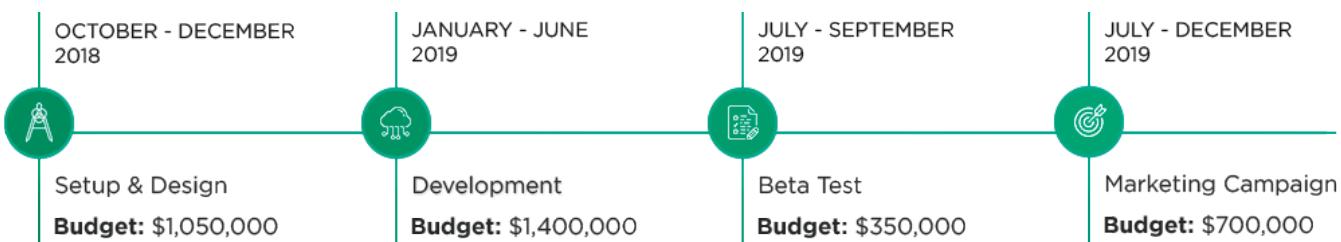
8. Roadmap

Plans and budgeting

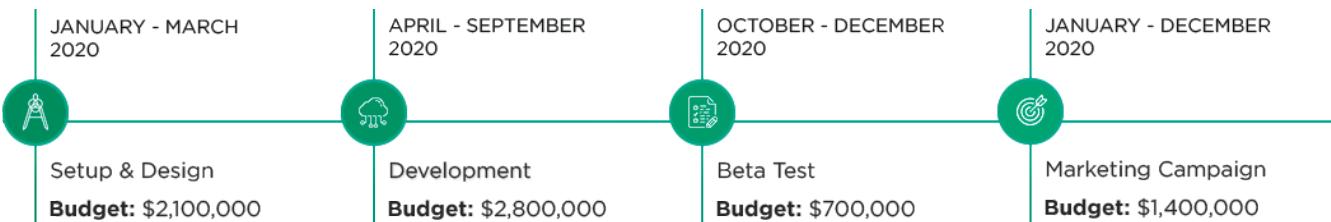


Currently, there are 4 possible scenarios for developing the platform. The choice of the final scenario depends on the amount of funds collected during the ICO.

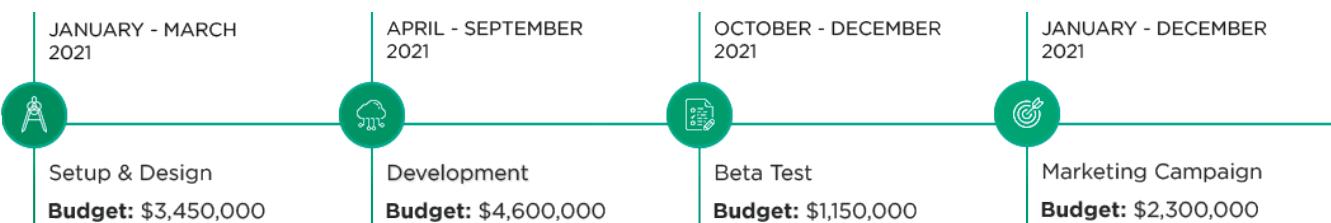
Edition I - BASIS \$3,500,000



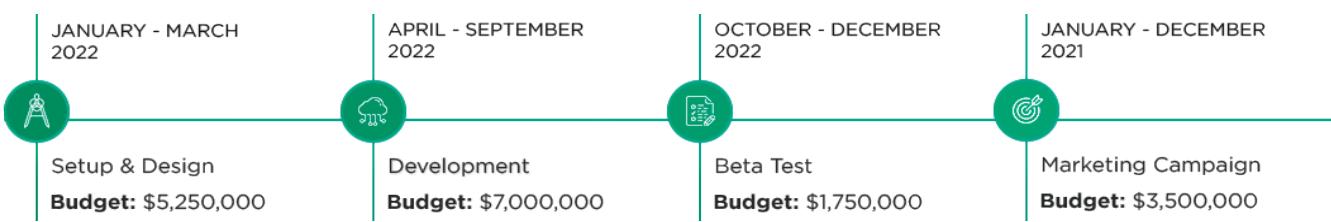
Edition II - BOLD \$7,000,000



Edition III - CHIEF \$11,500,000



Edition IV - MAXIMUS \$17,500,000



9. ICO campaign

Join the future



THE ICO PERIOD	JUNE 16, 2018 - JULY 16, 2018
SOFTCAP	\$3,500,000 USD The funds will be returned to the owners if the Softcap is not reached
HARDCAP	\$17,500,000 USD The ICO campaign will be completed once the Hardcap goal is reached



- 50% Public Distribution
- 20% Development Fund
- 15% Founding Team
- 12% Advisors
- 3% Bounty Campaign

INITIAL TOKEN PRICE	Will be backed by USD and equivalent to \$1
ACCEPTED CURRENCY	ETH, BTC
THE MINIMUM NUMBER OF ARMT TOKENS THAT CAN BE PURCHASED	1
RECEIVING ARMT TOKENS	Only on ETH accounts
ISSUANCE OF ARMT TOKENS	limited
GENERAL DISTRIBUTION OF ARMT TOKENS	Depends on conditions in achieving the Hardcap
DISTRIBUTION METHOD	ARMT tokens will be issued by a smart contract and transferred to the ETH-accounts of campaign participants upon confirmation of funds

To provide protection against speculative attacks, the purchased tokens will be frozen on the accounts of campaign participants until the ICO is completed. After the completion of the ICO, the owners of the tokens will be able to freely dispose of the purchased ARMT tokens.

10. Token sale

Packages and discounts



1 st Package	2 nd Package	3 rd Package	4 th Package	5 th Package	6 th Package
1,000,000 ARMT	1,000,000 ARMT	1,000,000 ARMT	1,000,000 ARMT	1,000,000 ARMT	Hard cap ARMT
Discount 25%	Discount 20%	Discount 15%	Discount 10%	Discount 5%	Discount 0%
▼	▼	▼	▼	▼	▼
ARMT price \$0.75	ARMT price \$0.8	ARMT price \$0.85	ARMT price \$0.9	ARMT price \$0.95	ARMT price \$1



All tokens are divided into 6 packages: 5 packages consist of one million tokens in each one and the number of tokens in the additional package is determined by the token sale results.



Each package will be available for sale after the tokens from the previous packages are sold out.



The price of ARMT tokens from the first five packages will include a discount of 5% to 25% depending on a particular package.

11. Team Core

The heart of the project



Maria Veikhman

Founder & CEO

• **Skills:**

Business Development, Credit Assessment Management, Software Engineering, Fundraising

• **Experience:**

20+ years in FinTech and IT
Serial entrepreneur with 3 successful IT-startups in Russia and USA
\$3 Mil + attracted investments

• **Education:**

Perm National Research Polytechnic University, Master Degree (Russia)
Yeditepe University, MBA (Turkey)
Franklin University, Internship (USA)



Eugene Irshinsky

CBDO

• **Skills:**

Marketing, business development

• **Experience:**

7+ years in Marketing and IT
Doubling the KPI of SCORISTA in 12 months
Initiated market entry & business development in China, USA and Kazakhstan

• **Education:**

Russian State University for the Humanities, Master Degree (Russia)



Andrey Mullenko

Business analysis

• **Skills:**

Business analysis, project management, consumer-lending expertise

• **Experience:**

12+ years in the field of Consumer lending
5+ years in Business analysis
A successful startup in a lending market industry

• **Education:**

Plekhanov Russian University of Economics, Bachelor Degree (Russia)
Gubkin Russian State University of Oil and Gas, Master Degree (Russia)



Mariya Boldyрева

PR & Community management

• **Skills:**

Public Relations, marketing, SMM

• **Experience:**

4+ years in PR and Marketing
Advertisement campaign increased SCORISTA brand recognition by 70%

• **Education:**

Institute of Journalism and Literary Creativity, Master Degree (Russia)

Conclusion

1

Our main advantage is our experience. We were not just witnesses to the development of the credit risk management industry – we were one of those who created it.

2

For 4 years we managed to enter the markets of 6 countries. Each month, we help lenders make decisions on more than 500,000 loan applications, guaranteeing the quality of the work done to each client.

3

We want lenders around the world to have the same guarantee, and we are confident that the technology of blockchain will allow this to happen.

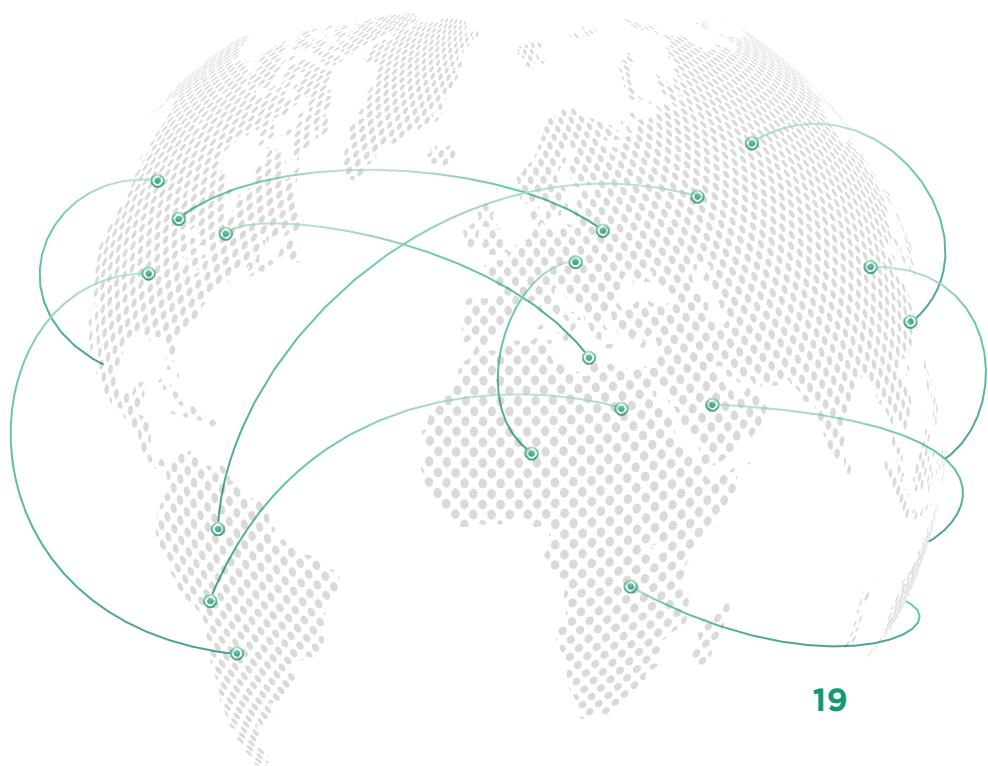
4

We want to change this world for the better, because reducing risks for lenders will make money around the world more accessible.

5

We want you to become part of the ANTAVIRA project, because we believe that working together will lead to incredible results. The results from which will benefit everyone.

Thank you for your attention



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