



FASANARA CAPITAL

What is FASANARA?

ABOUT THE COMPANY

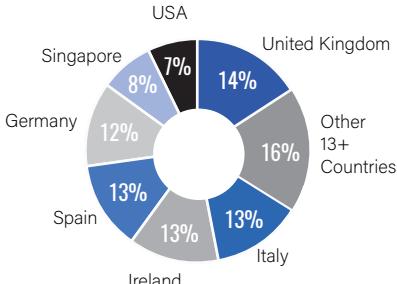
We are a boutique alternative asset manager, offering access to a range of inventive multi-asset capacity-constrained niche products. Our unorthodox portfolio construction and unconventional investment strategy is a response to today's transformational markets.

We are a champion pan-European investor in fintech lending, with a core focus on digital corporate receivables.

"Our mission is to provide working-capital financing solutions to SMEs globally using cutting-edge fintech, optimising and repurposing capital allocation, ensuring small companies can make quicker, seamless and sustainable funding decisions".



Why a NEW ASSET Class?



ORIGINATION

DISCOVER A NEW MARKET NICHE

We help SMEs in 55 different countries, being a prominent market leader in digital lending in Germany, Spain, Italy, Finland, Singapore, Ireland, UK, Russia. We are also active in the US, Hong Kong, Eastern Europe and the Middle East.

Through big-data technology and proprietary Fintech, we support SMEs with working-capital financing through a platform infrastructure that spans 55+ countries. We originate the best corporate receivables, in ultra-granular portfolios, utilising cutting-edge Machine Learning modelling and Artificial Intelligence analytics.

"In an effort to escape a dramatic negative yield environment globally, at a time when \$15 trillion worth of bonds are trading at negative yields, we ventured into the brand new asset class of digital receivables".

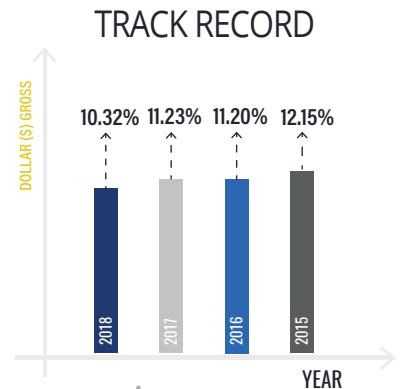


Market LEADERSHIP

LARGEST DIGITAL INVESTOR

In this fascinating new market niche, today we are the largest investor in Europe, with the largest market share and the longest track record of 5 years, dating back to the early days of the new asset class of digital receivables in Europe.

We transacted on more than \$4bn volumes over the past 5 years, and expect to cross the \$8bn mark early next year.



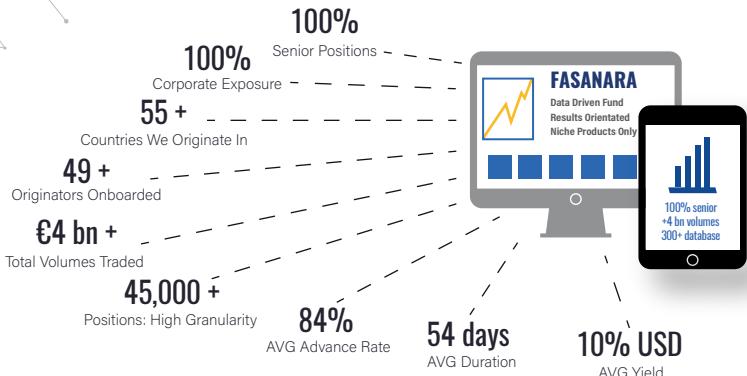
- 1 Fasanara is the Largest Investor in Europe for Digital Receivables
- 2 Longest Track Record Available via Marketplace Lenders (5 year +)
- 3 Dominant Market Share of 60% +

MARKET LEADER IN EUROPE FOR DIGITAL LENDING

In an attempt to protect our market leading position and best tackle the explosive new tech market for lending, we are structured as a Decentralised Market-Based Organisation, working in an Open

Ecosystem with best in class partners across counties. In addition to our 30 highly-trained workforce of coders, developers and experienced finance specialists, we leverage on a captive ecosystem of more than 300 people.

PORTFOLIO DESK



Our PORTFOLIO RATED FIRST CLASS

The portfolio of Fasanara was awarded a long-term public credit rating of AA with stable outlook, by an ESMA approved rating agency. The average duration across portfolios is ultra-short, at just 40-50 days. Credit positions are all senior, and built across widely diversified portfolios.

Despite such security package, the annualised yield of the portfolio is between 5% and 8% in EUR, or 7% to 10% in US Dollars, with a volatility of 1%, resulting in a robust sharpe ratio of 7 to 9.



Our PHILOSOPHY

SIMPLE AND OPEN-MINDED

We are a firm believer in open ecosystems and collaborative organisations. We link up with leading academic institutions and research groups to broaden our boundaries and establish superior understanding, better data and processing power.

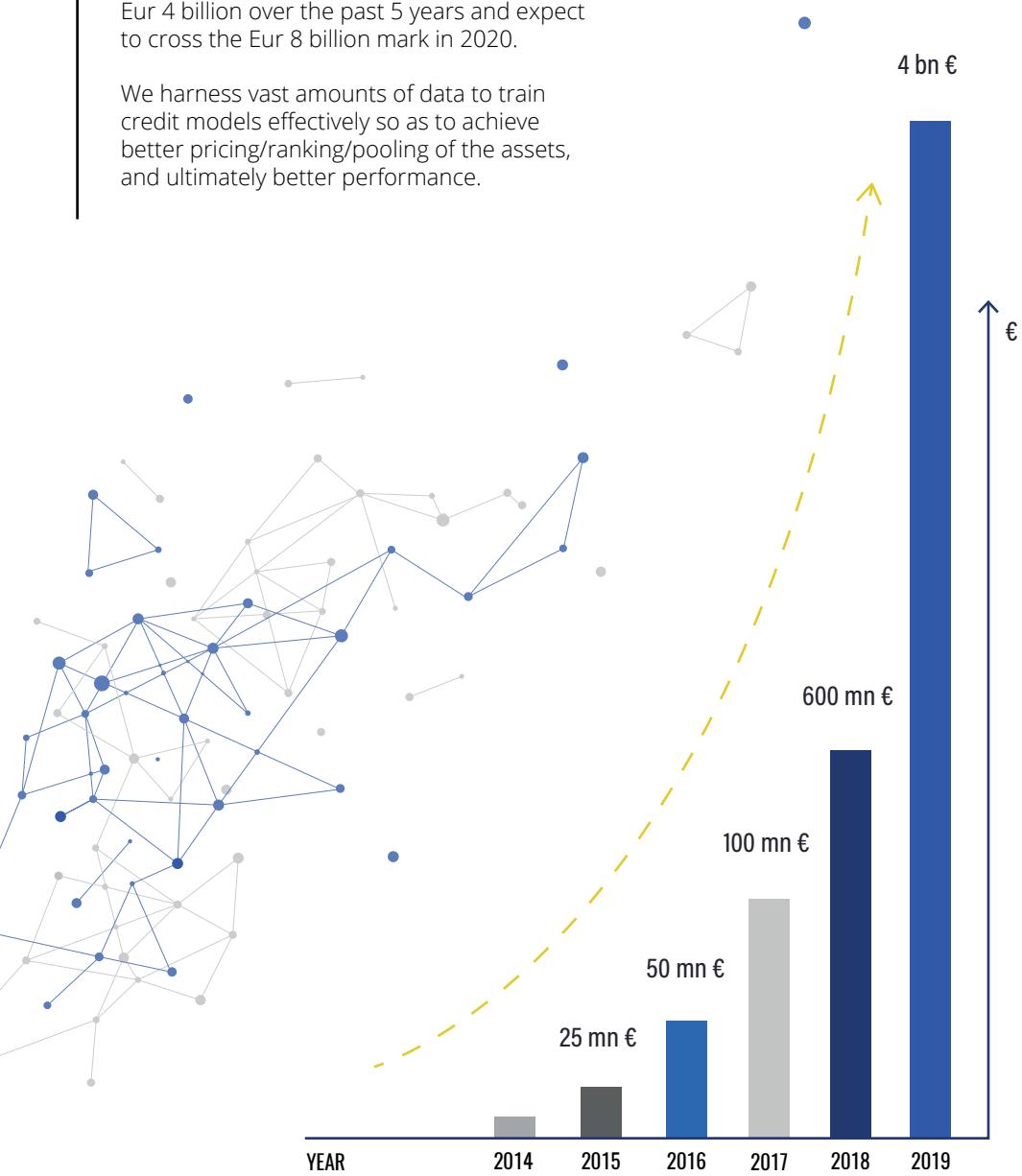


Traded VOLUMES

RISING EXPONENTIALLY

We have transacted on volumes in excess of Eur 4 billion over the past 5 years and expect to cross the Eur 8 billion mark in 2020.

We harness vast amounts of data to train credit models effectively so as to achieve better pricing/ranking/pooling of the assets, and ultimately better performance.



INVESTORS

HIGH PROFILE INSTITUTIONS

- European Supranational
- Top 3 Insurance Company in Europe
- Top 3 Insurance Company in France
- Top 10 Insurance Company in Germany
- Top 4 Swiss Bank
- German Bank
- Top 3 Italian Family Office
- Private Debt Funds in HK, CH, Lux



Our ESG VALUES SOCIALLY-ORIENTED

EVALUATE

We carefully evaluate matters of ESG in our investment analysis and decision-making processes via negative screening (exclusions) to ensure investments are aligned with client values.

IMPACT

We generate long-term social impact by helping the best platforms grow and by enabling SMEs to flourish through greater access to funding.

INTEGRATE

It is our belief that the integration of ESG considerations into our culture and investment processes will positively impact both our financial performance and sustainability footprint.

Signatory of:



Principles for
Responsible
Investment

INCLUDE

We invest in opportunities that seek to generate both financial value and sustainable growth. As part of our approach, we take an active interest in how companies in our supply chain manage ESG issues and encourage adherence to best-practice standards for responsible business.

Our EDGE

BIG DATA ANALYTICS & MACHINE LEARNING

We leverage on best-in-class Machine Learning Credit Analytics and Artificial Intelligence techniques, through both proprietary systems and powerful external partnerships, for rating assessments and AI-driven dynamic asset allocation.

The team focuses both on granular credit risk and systemic-network risk propagation, building up the theoretical foundations of the multi-layered credit behaviour prediction model employed by Fasanara: the Fasanara Credit Model ('FCM').

We provide for each one of our constituent loans a specific Fasanara Debtor Rating ('FDR'), leveraging on the proprietary Fasanara FAMALx Database ('FAMALx') of Eur 4bn cumulative volumes over 5 years and several millions of loan data points.



"The vision of Fasanara is to use technology and systems theory to help democratise financial services for SME in ways that are sustainable, equitable, transparent and empowered with data."



FASANARA CAPITAL

Alternative Credit Fund

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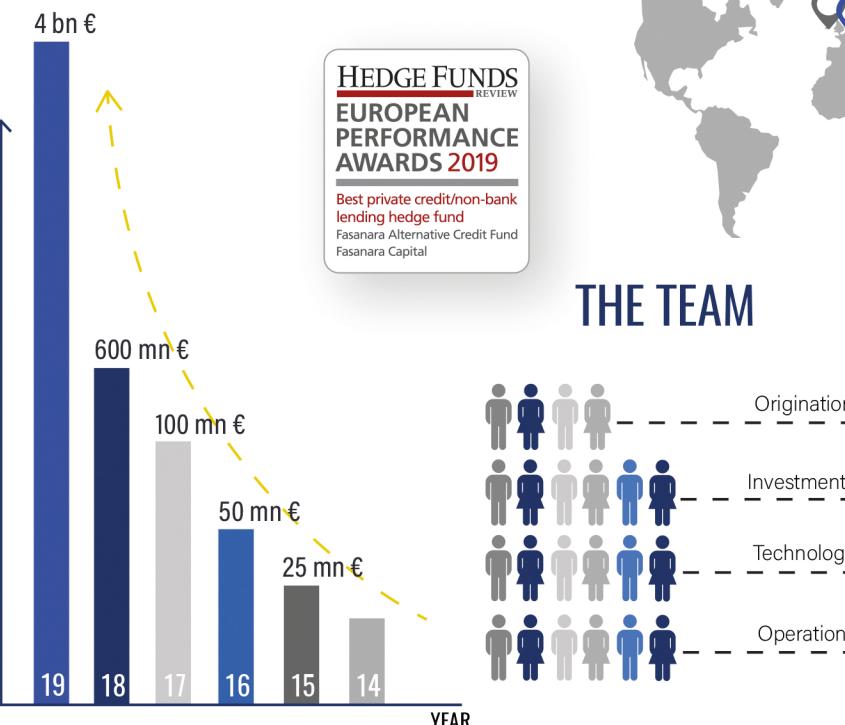
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MARKET LEADER IN EUROPE FOR DIGITAL LENDING

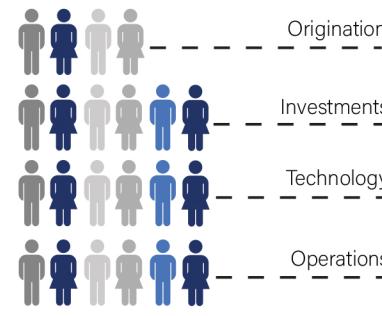
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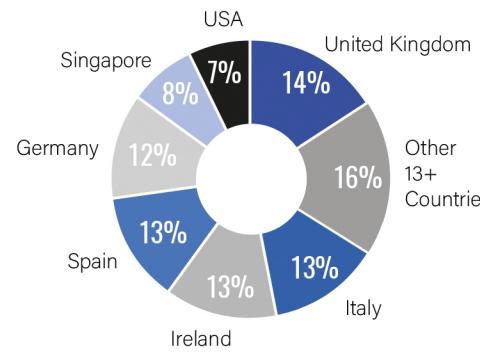
TRADED VOLUMES



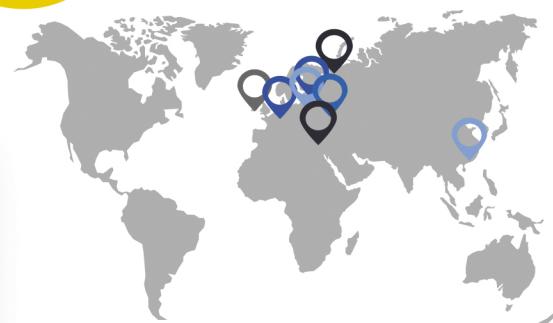
THE TEAM



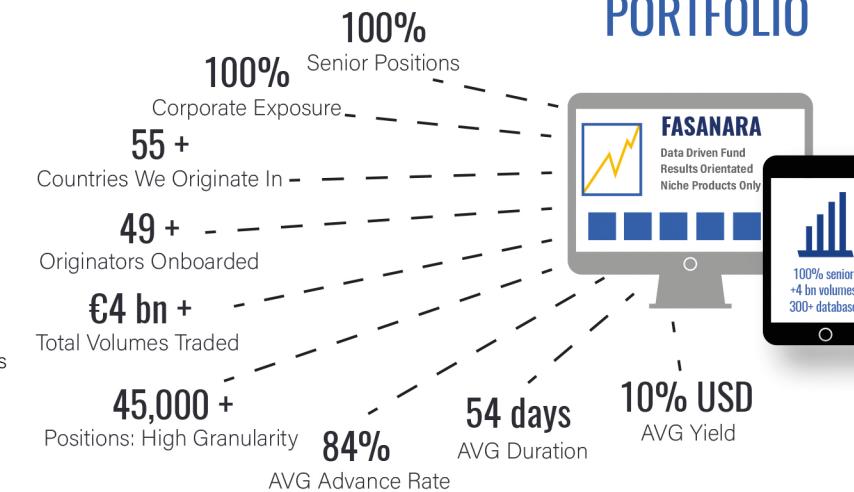
ORIGINATION



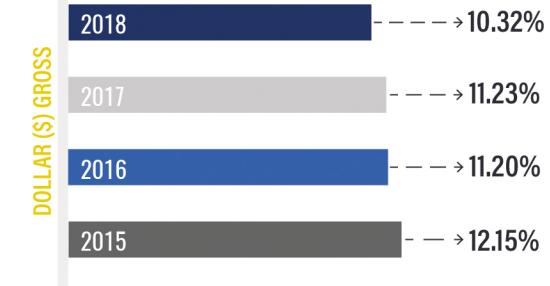
INVESTORS



- European Supranational
- Top 3 Insurance in Europe
- Top 3 Insurance in France
- Top 10 Insurance in Germany
- Top 3 Italian Family Office
- German Bank
- Swiss Bank
- Private Debt Funds in CH, Lux, HK

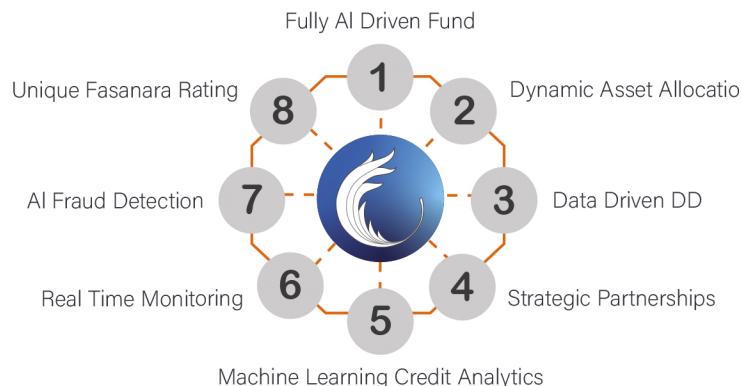


TRACK RECORD



SOCIAL IMPACT

- 1 IMPACT**
We generate social impact by helping the best platforms grow and by enabling SMEs to flourish through greater access to funding
- 2 EVALUATE**
We carefully evaluate matters of ESG in our investment analysis and decision making progress
- 3 ENGAGE**
We leverage our position as key player in the sector to engage the institution investment community on ESG issues



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Fixed income securities may be subject to interest rate and credit/default risk. Interest rate risk involves the risk that prices of securities will rise and fall in response to interest rate changes. Credit/default risk involves the risk that the credit rating of a security may be lowered or the possibility that the issuer of the security will not be able to make principal and interest payments when due.

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“Learn how to see. Realise that everything connects to everything else”.
- Leonardo da Vinci

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