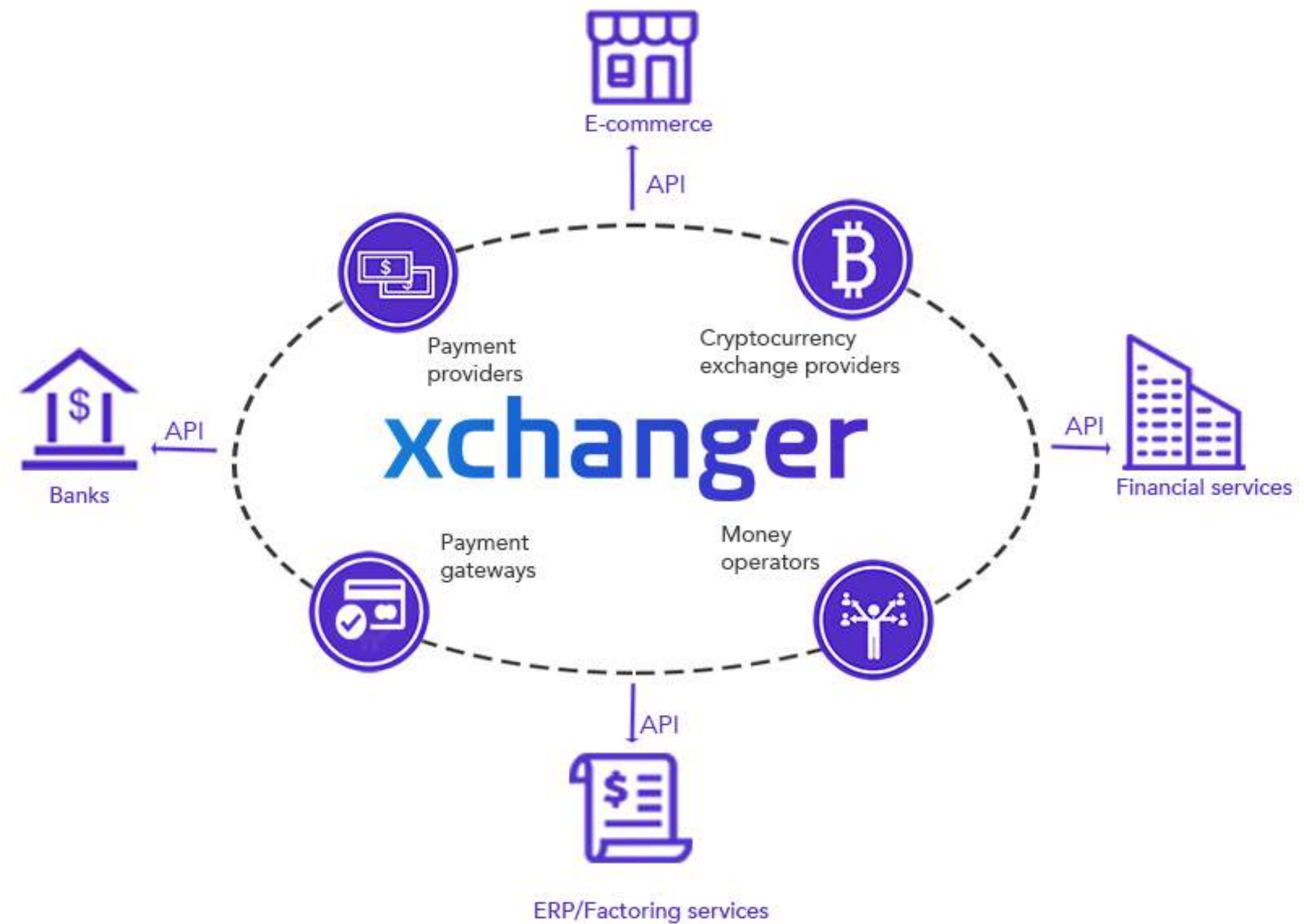


# Global hub for international payments

Xchanger Financial Solutions Ltd. seamlessly integrates payments institutions within single platform enabling our clients to develop international money transfers applications on top of xchanger's API



## Markets problems



Banks charge too much for foreign exchange transfers



Bank's clients are looking for an alternative, cheaper and faster payment method for international money transfers



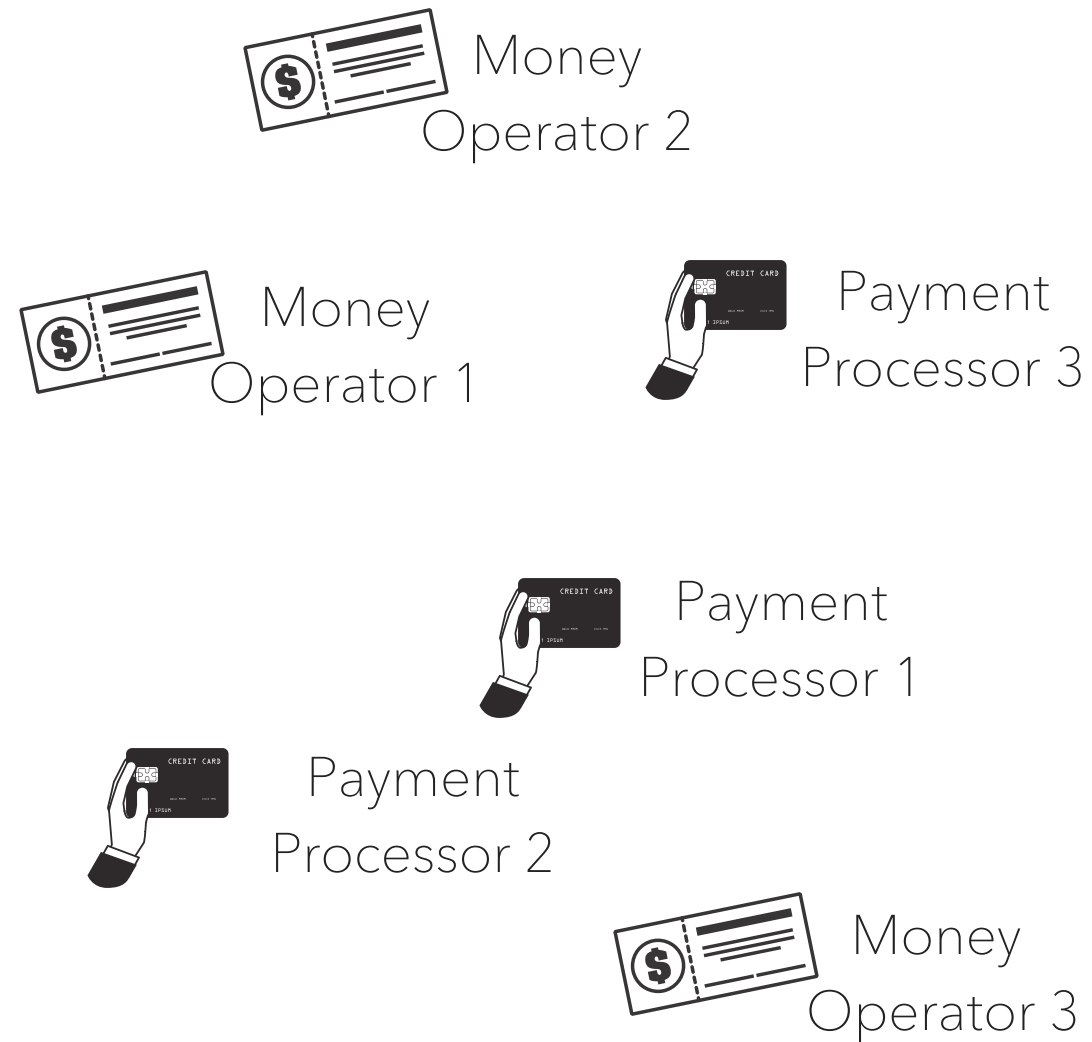
There is no single customized payment solution for servicing international payments to businesses



None of the money operators supports all currencies and covers all transfer paths

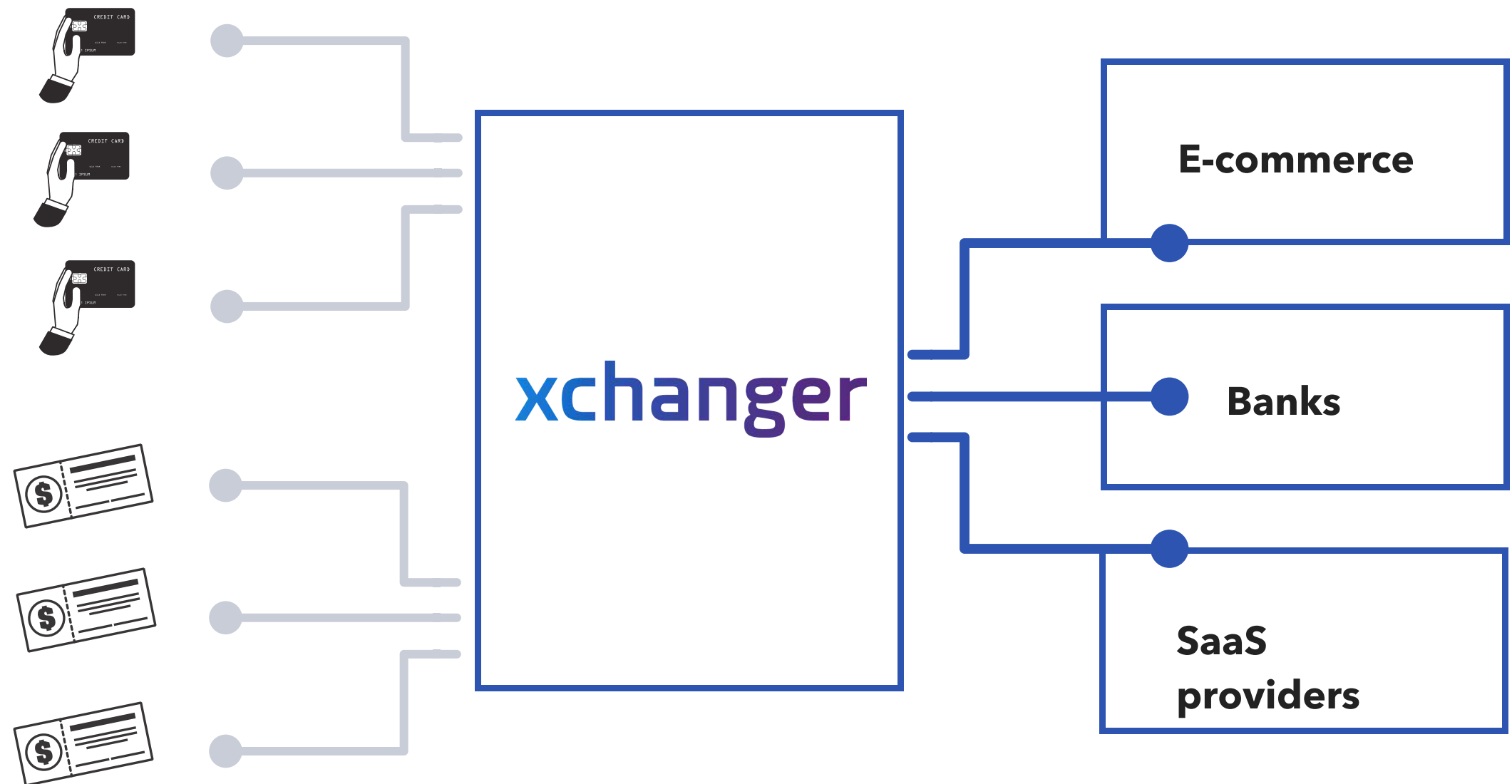


## Many players & unstructured relations



- Each player supports different payment paths
- Varying commissions
- Different pay-in / pay-out methods
- Ranging spreads
- Many relations to be kept

## Short time to market and single point of contact for developing new products / services or enriching existing ones



## with Xchanger

- Comprehensive offering (all payment paths)
- The most competitive costs (commissions / spreads)
- All pay-in / pay-out methods
- Transparency



## Market Opportunity

309 milion shoppers

Cross-border shoppers  
on 6 largest e-commerce  
markets:  
China, US, Germany,  
Australia, Brazil

\$0.5 Trillion

International Remittances  
Market  
Highest transfer fees :  
USA, Canada, Australia,  
Japan, UK

\$5.6 Trillion

International SMEs Money  
Transfers Market  
over 100 mln SMEs  
globally active

## Value Proposition

We save ~10 %  
on hidden bank  
fees when  
transferring money  
abroad

We reduce the cost  
of currency  
management  
by accepting  
multiple currencies

We provide the  
customised  
solution for banks and  
e-commerce services

We provide foreign  
exchange services  
based on single sign-on  
access to international  
operators

# White label money services fully customized to clients requirements



Plug&Play widget



White label money  
transfers for  
non-financial  
clients



White label money  
transfers for financial  
clients

Strategic  
partnerships  
& clients



BUSINESS  
INSIDER

onet.



Startup  
Collider  
powered by PwC CEE



Bankier.pl



Plug&Play widget

GET THE BEST LIVE CURRENCY EXCHANGE RATES

I want to

receive

1000

PLN

for

EUR

Select banks, so we can estimate for you the transfer costs

EUR

Money from bank

PLN

Money to bank

Money Operator	Exchange Rate	Transaction value	Additional cost ?	You can save ?	Total cost	
Amronet	4,2274	236,55 €	0,05 €	12,52 €	236,60 €	Go to
Gielda Walut	4,2266	236,60 €	0,05 €	12,47 €	236,64 €	Go to
Walutomat	4,2246	236,71 €	0,12 €	12,29 €	236,83 €	Go to
Pluskantor	4,2179	237,08 €	0,05 €	11,98 €	237,13 €	Go to
Fritz Exchange	4,2166	237,16 €	0,00 €	11,96 €	237,16 €	Go to
Lider Walut	4,2151	237,24 €	0,00 €	11,87 €	237,24 €	Go to
Internetowykantor	4,2137	237,32 €	0,00 €	11,80 €	237,32 €	Go to
Trejdoor	4,2165	237,16 €	0,48 €	11,48 €	237,64 €	Go to

# TORÓW

netowych, uwzględniając wszystkie koszty  
zelewów międzybankowych.

USD

za

PLN

Do zapłaty		
zł	3 444,82 zł	Przejdź do kantoru
zł	3 445,76 zł	Przejdź do kantoru
zł	3 445,88 zł	Przejdź do kantoru
zł	3 446,46 zł	Przejdź do kantoru
zł	3 452,40 zł	Przejdź do kantoru
zł	3 454,50 zł	Przejdź do kantoru
zł	3 456,79 zł	Przejdź do kantoru
zł	3 456,90 zł	Przejdź do kantoru
zł	3 459,71 zł	Przejdź do kantoru

Powered by Xchanger

Z banku

Alior Bank

zapłaty

transakcji

21 zł

Przejdź

59 zł

Przejdź

59 zł

Przejdź

ze PIT

Dzienniki Ustaw

Terminarz

PKWU

Ne

rek

dyndymi prawnie wiążącymi dokumentami zawierającymi informacje  
gacji serii PA02 spółki, są: opublikowany prospekt emisyjny podstawov  
eksami oraz ostateczne warunki emisji obligacji serii PA02,  
owej: www.kredylinkaso.pl oraz wyłącznie w celach informacyjnych

Powrót

za

Waluta

PLN

Z banku

Alior Bank

to walutowe.

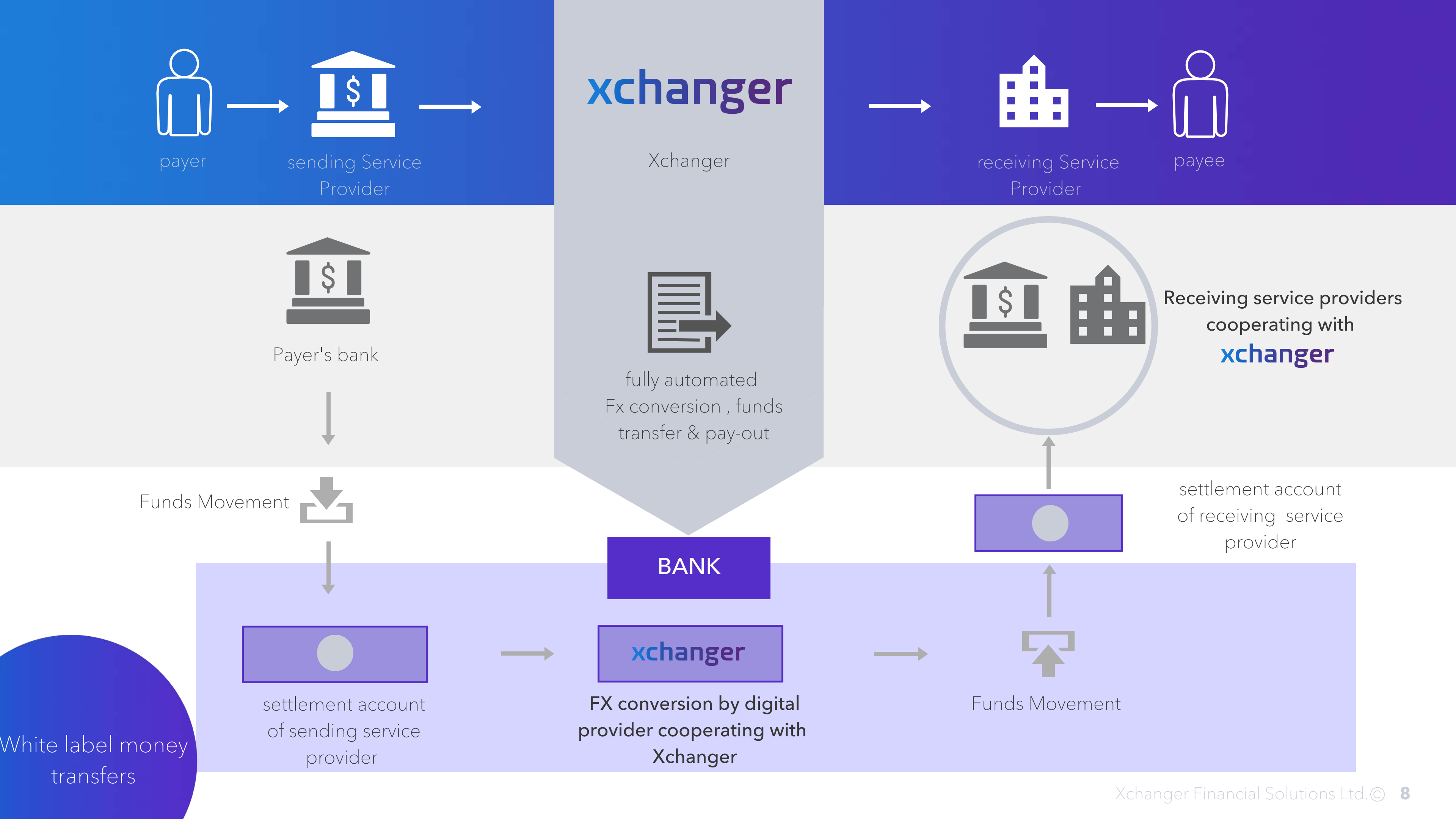
Do zapłaty

wliczone koszty transakcji

34 453,22 zł

koszty transakcji 22,22 zł

Przejdź





# End customer value proposition

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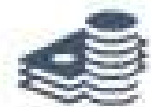
24/7 h instant international money transfers (important for B2B / B2C)



Wider portfolio of available currencies (important for B2B / B2C)



The best available xchange rates (important for B2B / B2C)



Ability to transfer money to the off-line pick up points (leveraging money operators' distribution network) (B2C)

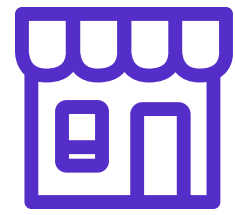


Available within mobile application (important for B2B / B2C)



Integration with invoicing system for B2B customers → transactions can be initiated within received / published invoices  
(important for B2B)

# How clients benefit from implementing white label money transfers to their systems



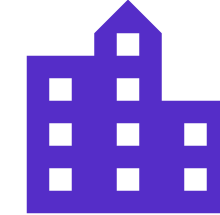
## E-commerce

- new, cheaper payment methods
- competitive advantage- lower total cost for end-customers
- new customer groups



## Banks

- fully customized money transfer infrastructure
- cheap fx rates for end-customers
- covering all transfer paths required by customers
- innovation- faster/cheaper global payments



## ERP/Factoring

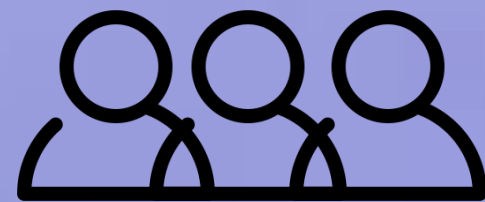
- additional monetization by new services
- value added service
- big data as cross selling source
- innovation - alternative payments for end-customers



## other services f.e Airlines/Telco

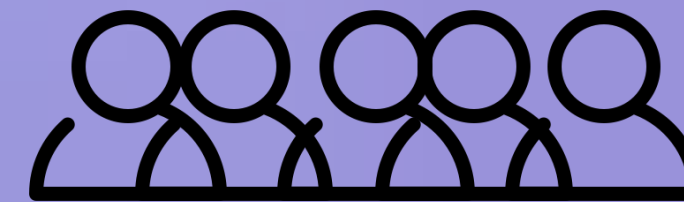
- churn reduction
- monetization of existing customers base
- crossselling options
- competitive advantage

# Business model



**White label -  
comparison widget**

Commission  
of transaction fee



**White label-  
money transfers**

License fee  
Monthly +  
Setup Fee

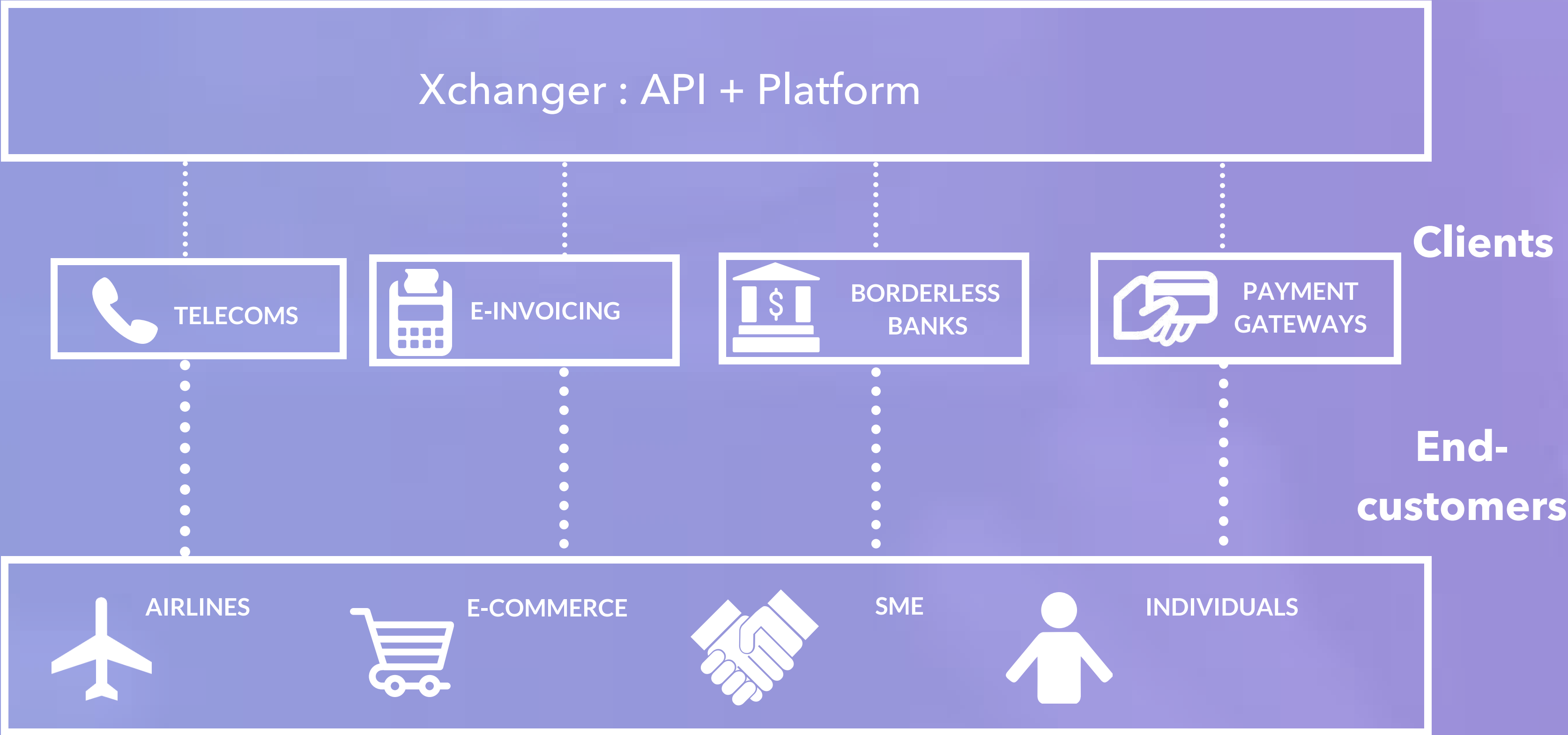
Commission  
of the transaction  
fee

**Big data  
monetization**

Using existing customer data to  
provide new products & services



Go to market strategy



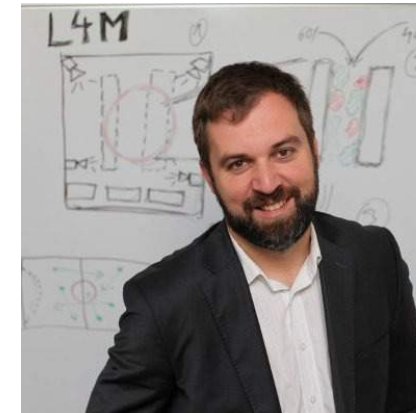
# Team



**Monika Kania**  
CEO, Founder



**Mateusz Gajewski**  
IT Solutions / Architect



**Michał Kowalski**  
COO, Big data



**Julia Nadratowska**  
Relationship Manager



**Justyna Skorupska**  
Marketing & Sales Manager



**Ewa Dzwonkowska**  
Office Manager



**Piotr Piotrowski**  
Developer



**Michał Łępicki**  
Developer



**Grzegorz Pawlowski**  
Developer

**Deloitte.**



**EDIPRESSE**  
POLSKA



**Growbots**

**AmberBit**

**allegro**



**Nestlé**



XCHANGER.IO

<div>Product</div> <div>Verticals</div>	<div>White money transfers in Poland embedded within partners' applications - enabling instant and cost effective money transfer for end-users</div> <div>JV with the Polish payment processor</div> <div> <ul style="list-style-type: none"> <li>Banks</li> <li>SaaS invoicing services</li> <li>CRM / ERP providers</li> <li>Market places (e.g. Fru.pl)</li> <li>Airlines</li> <li>Etc.</li> </ul> </div>	<div>White money transfers iembedded within partners' applications -, payment processing combining FIAT&amp; crypto</div> <div> <ul style="list-style-type: none"> <li>Banks</li> <li>SaaS invoicing services (e.g. Infakt.pl)</li> <li>CRM / ERP providers</li> <li>Market places (</li> <li>Airlines</li> <li>Etc.</li> </ul> </div>
<div>Business model</div>	<div> <ul style="list-style-type: none"> <li>Revenue share with partners</li> <li>Short (1 week) deployment time</li> </ul> </div>	<div> <ul style="list-style-type: none"> <li>Setup fee + Licence fee and / or revenue share</li> </ul> </div>
<div>Current Performance</div>	<div>30% MoM growth</div>	<div>JVwith polish money operator - march 2018</div> <div>To be launched in september2018</div>
<div>Pipeline</div>	<div> <ul style="list-style-type: none"> <li>3 portals deployed</li> <li>13 portals being ported</li> <li>25 portals within pipeline</li> </ul> </div>	<div> <ul style="list-style-type: none"> <li>2 banks interested / during talks</li> <li>1 SaaS portal within pipeline</li> </ul> </div> <div> <ul style="list-style-type: none"> <li>1 bank interested</li> <li>Pipeline being developed</li> </ul> </div>



## Financial projections upon current performance

	2017 (4 months)	2018	2019	2020	2021	2022 (8 months)	Total (60 months)
Revenues	\$ 22 295	\$ 280 917	\$ 822 686	\$ 1 959 731	\$ 3 678 675	\$ 3 647 462	\$ 10 411 765
MRR	\$ 5 574	\$ 23 410	\$ 68 557	\$ 163 311	\$ 306 556	\$ 303 955	\$ 173 529
<u>COGS</u>	\$ 8 003	\$ 153 821	\$ 769 656	\$ 1 377 536	\$ 1 336 612	\$ 1 336 612	\$ 4 982 240
Gross margin	\$ 14 292	\$ 127 096	\$ 1 190 075	\$ 2 301 139	\$ 2 310 850	\$ 2 310 850	\$ 8 254 302
<i>Gross margin %</i>	<i>64%</i>	<i>45%</i>	<i>145%</i>	<i>117%</i>	<i>63%</i>	<i>63%</i>	<i>79%</i>
OPEX	\$ 61 456	\$ 361 234	\$ 908 829	\$ 1 090 811	\$ 785 988	\$ 785 988	\$ 3 208 318
EBITDA	\$ (47 164)	\$ (234 138)	\$ 281 246	\$ 1 210 328	\$ 1 524 863	\$ 1 524 863	\$ 2 735 134
<i>EBITDA %</i>	<i>-212%</i>	<i>-83%</i>	<i>34%</i>	<i>62%</i>	<i>41%</i>	<i>42%</i>	<i>26%</i>
Cumm CF (EoY)	\$ (47 164)	\$ (281 303)	\$ (476 719)	\$ (195 473)	\$ 1 014 855	\$ 2 539 717	
Lowest negative CF	\$ (478 612)		<u>BEP</u>				

Updated  
upon recent  
performance

current seed round

- Payment processing platform finished
- 4 products market verified
- Sales & marketing development
- IT department strenghten

- A-Round with the US / European VCs (3 already in talks and interested > 15k USD MRR)

- B-Round with the US / European VCs

Completed

- ✓ Platform + APIs developed
- ✓ 2 products market verified
- ✓ 25 integrations completed
- ✓ 3 customers deployed and paying
- ✓ Joint-Venture with the largest Polish payments processors

- ✓ Strong pipeline (20 prospects; 16 customers being onboarded; 3 paying customers)

x10 revenues  
in 12 mo

x2.5 revenues  
in 12 mo

7k USD MRR

70k USD MRR

325k USD MRR

Investment  
Valuation  
Date

120 k EUR  
01.01.2016

470 k USD  
4 300 k USD  
01.05.2018

2,5 M USD  
01.08.2019

2021

# Foreign Exchange as a White label service



**Xchanger Financial Solutions LTD**

Office London :

68 King William Street  
London, EC4N 7DZ  
United Kingdom

Office Warsaw:

Mokotowska 1  
00-680 Warsaw  
Poland



**Monika Kania CEO, Founder**

monika.kania@xchanger.io  
+48 512 207 838