

Exclusive First Close | Investment Overview

2025

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# The Business

NOVOCAP

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### Business Introduction

Novocap Equity Partners Limited ("NEP") is the investment advisor to the Novocap Group, a private credit investment platform focusing on opportunities in the US consumer credit market alongside experienced local partners. Established in 2023 by Capricorn Capital Partners and Innovo Capital, NEP leverages decades of experience in both the consumer and SME credit sector.

NEP concluded its first strategic partnership with Propel Holdings Inc ("Propel") to capitalise on a growing and resilient asset class in the underserved US consumer credit market. Propel (PRL:CN) is a Toronto listed leading fintech with a market cap exceeding CA\$1.26bn (as at: May 2025) offering lending products into the US, Canadian and UK consumer credit segment. The company utilises its proprietary Aldriven technology and underwriting models to underwrite customers in a more holistic way than traditional credit scoring.

The Novocap-Propel partnership led to the formation of the first investment vehicle (Novocap Holdings, incorporating Novocap I and Novocap II) purchasing US consumer loan receivables sourced and managed by Propel. With encouraging performance of Novocap Holdings and strong demand for the product, NEP is raising further capital for its next investment vehicle.

The target fundraise is \$25 million, with fundraising open until 30 June 2025, after which it will formally close.



## Key Investment Highlights



### Unique Access

Attractive asset generally unavailable to non-institutional investors



### Growing *Market*

Access a growing underserved US consumer credit market



### Compelling *Returns*

Targeted ungeared IRR 25%-30%\*



### Institutional *Partner*

Loan receivables sourced and managed by Propel Holdings: Toronto listed leading Fintech (market cap: CA\$1.26bn)



#### Track Record

For 13+ years, Propel have been delivering high-quality results



### Strong *Team*

Seasoned team with decades of credit experience



### Efficient Structure

Efficient structure reducing cost and enhancing returns

<sup>\*</sup>Net of US taxes, management and performance fees and including cash-on-cash yield of 8.5% accruing from month 12 and paid from month 18

### Executive Summary

Novocap offers investors a unique opportunity to access the underserved US consumer credit market that is otherwise not easily available to non-institutional investors. Via its partnership with Propel, investors participate in a significant, profitable and growing market with an extremely well-established partner (Propel) with 13+ years successful track record, and one of the leaders in this market.

Novocap will purchase loan receivables sourced and managed by Propel with the underlying receivables delivering excellent risk-adjusted returns while providing stable and predictable performance.

The purchase of loans is facilitated by a well-established forward-flow arrangement with Propel.

The investment vehicle is efficiently structured resulting in enhanced returns. Investors will gain access to private equity-like returns for taking private credit-like risk whilst benefiting from highly cashgenerative assets.

To date Novocap Holdings, the first vehicle of the group, has raised \$13.2m in equity which is fully deployed as of March 2025. Performance has been in line with or better than expectations.





# The Opportunity

### The Market

More than ever, consumers are looking for alternative sources of finance to manage day-to-day needs.

Economic pressures and the tightening of traditional lenders' underwriting continue to drive the demand for accessible and affordable credit solutions, particularly among underbanked populations.

Propel's market has seen significant growth as many borrowers are overlooked by traditional lenders.

\$1.4tn

Size of the US Credit Card and personal loans industry

51m

Underbanked or financially underserved adults in the US

\$180bn

Size of the underbanked US credit card market

28%

Probability of an American adult being denied a credit card

18%

% of total credit cards held by underbanked consumers

37%

American adults unable to afford a \$400 emergency

60%

% of US population who are financially compromised

25%

Of underbanked population use alternative lenders

### Novocap Partner: Propel Holdings

Co-founded by the CEO, Clive Kinross, Propel is one of the best performing fintech companies in the US and Canadian lending market, addressing the growing need for alternative sources of credit for the consumer. With 13+ years in operation, employing 500+ people, Propel has continued to deliver exceptional results by offering innovative credit solutions through multiple brands and partnerships.

"Creditfresh" is Propel's core product, servicing its core market in the underserved US consumer credit segment. Having serviced more than one million borrowers, there still exists a huge opportunity to bridge the gap by offering responsible lending solutions to a growing underserved consumer market.

\$1bn

Propel Market cap in USD, listed on the Toronto Stock Exchange

46%

Revenue CAGR since 2019

\$2bn

Total credit facilitated

48%

FY2024 ROE

1.3m

Lines of credit facilitated

18.1m

Unique applications per year

67%

Loans and Advances CAGR since 2019

620 +

Employees (75 in-house tech team)

### The Product: Creditfresh

Novocap investors gain access to the Creditfresh product which is actively managed by Propel Holdings. Creditfresh is Propel's core product with 13+ years successful track record.

Novocap purchases the loan receivable outright with all associated economics flowing to Novocap with acquisition costs, administration costs and collection fees payable to Propel and their associated origination partners.

The Creditfresh product is experiencing strong market demand, a trend that is expected to continue as borrowers seek more flexible solutions to their credit needs.



#### Creditfresh product features:

- Open-ended lines of credit, akin to a "virtual credit card" leveraging technology and online enablement
- APRs<sup>1</sup> of approximately 145%
- Revolving credit facility allowing customers to draw in and out up to a specified credit limit
- Typical facility is between \$1 500 to \$2 500
- Average utilisation of the facility is 80%
- Interest and 2% principal serviced monthly
- No fixed term on the product, extending lifetime value
- Sold to a growing underserved and underbanked segment of the US consumer credit market
- Utilises Propel's proprietary and robust underwriting models which have been honed over many years and incorporate Al models developed in-house by a world-class tech team

<sup>&</sup>lt;sup>1</sup> Annualised Percentage Rate

### The Opportunity

In the USA, Propel, offer Creditfresh products on their own balance sheet as their core product in approximately 28 states. Propel have identified at least 13 additional states that present excellent opportunities to offer the Creditfresh product, but for regulatory reasons, Propel can not offer the product on their balance sheet.

Regulation in these states require the lender and servicer to be different parties by limiting the economic interest in the loan that the loan servicer may obtain.

- Propel can however originate and service loans acting as the Lender-as-a-Service ("LaaS") provider to 3rd party funders who purchase the loans outright.
- Propel continue to write loans on their balance sheet in unaffected states.

All marketing, sourcing, administration and servicing activities go through the Propel platform. The only difference being in how the loans are financed in these 13 states, which is a back-end arrangement that doesn't impact operations.

The purchase of loan receivables by Novocap is facilitated by a forward-flow program entered into with Propel and their origination partners for the Creditfresh product.

Due to strong demand for the product together with Propel's strategic ambitions and regulatory circumstances, Propel aim to grow their forward-flow program significantly with Novocap set to increase its participation within the program.



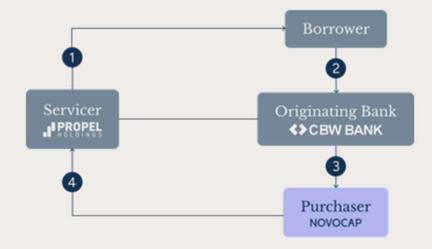
### Loan Acquisition

The purchase of loan receivables is structured via a forward-flow arrangement that facilitates the purchase of loans by a 3rd party (Novocap) from the originator. For licensing and regulatory reasons, the originator is a licensed bank.

This is an established structure in the USA and Canada for lenders and/or servicers to utilise off-balance sheet funding.

The purchase of loan receivables is seamless and runs parallel to Propel's existing operations.

- Propel markets to borrowers via organic channels through its acquisition engine and through partnerships and marketplaces.
- 2. Propel's origination partners (a licensed US bank; CBW) lend to the borrower in any state Propel operates in, with loans underwritten by Propel.
- 3. Novocap acquires loan receivables originated in the 13 specific states from the origination partner (CBW) within 3 days via a forward-flow agreement facilitated by Propel, whereby all economics associated with the loan flow straight to Novocap.
- 4. Propel manage the loan end-to-end including; acquisition, underwriting, loan management, reporting, admin, risk management, collections.



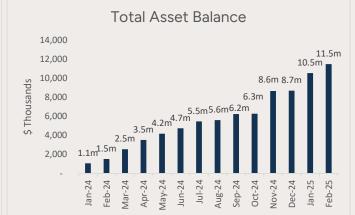


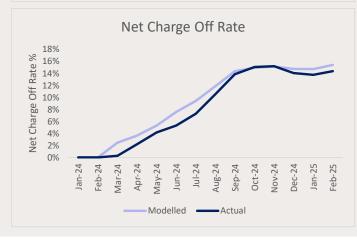
# Product Economics & Performance

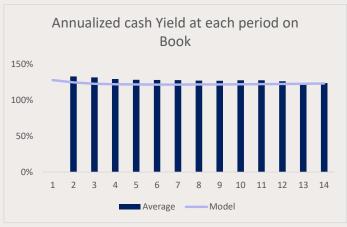
### Existing Creditfresh Performance: Novocap II

February 2025









- Net charge offs (defaults less recovery on defaults) – a key driver of performance, is tracking better than modelled. The December and January dip is expected due to increased purchases in Q4 2024 and Q1 2025. We anticipate the NCO will align with model going forward.
- Overall book performance is in line with, or better than modelled and expected across key metrics.

Source: Novocap II Creditfresh Performance

Modelled Return (Unit Basis)

### Modelled Return Per Unit\*

USD

Plodelled Return (Offic Dasis)	03D
Initial investment	1,000,000
Total returns after 5 years	
Cash-on-cash yield (coupon) <sup>1</sup>	277,115
Profit distribution <sup>2</sup>	1,505,052
Return of capital <sup>3</sup>	1,000,000
Total cash returned	2,782,167

Cash on cash	2.78x
1004	0004
IRR <sup>4</sup>	29%

<sup>\*</sup>The above represents a \$1m investment into a single vintage/cohort

- 1. Targeting an 8.5% cash-on cash yield payable semi-annually; accruing from month 12; first payment commencing in month 18
- 2. Cash generated is reinvested into new loans for 48 months
- 3. Profits distributed are net of performance fees
- 4. Initial investment returned to investors at exit
- 5. With a targeted Investor IRR of 25%-30%, the expected per unit IRR is 29% (net of management and performance fees), including the sale of the remaining book at face value on exit

Disclaimer: Forecasts, projections, or estimates, are for informational purposes only and should not be considered as a guarantee of future performance.

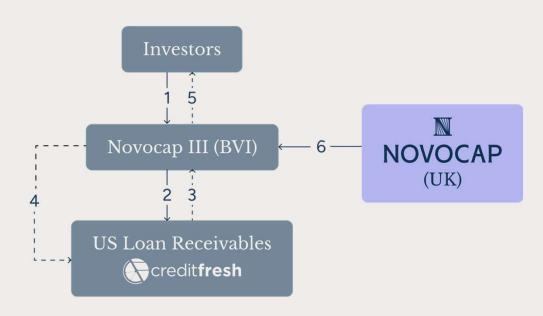


# Structure & Terms

NOVOCAP

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### Investment Vehicle *Structure*



\*Investors may be subject to pay tax in their own jurisdiction

- Investors subscribe for shares directly in Novocap III, a company domiciled in the BVI, providing full exposure to the underlying loan portfolio.
- 2. Novocap III invests directly in US loan receivables, purchasing them outright.
- 3. Novocap III earns interest on its US receivables. A portfolio loan exemption applies which exempts this interest from US withholding tax (tax advice has been obtained). No tax is paid on company profits or capital gains in the BVI\*.
- 4. Profits are expected to be recycled back into generating new loans.
- 5. Capital and profits will be distributed to investors at exit via a dividend, return of capital or share buy-back. The directors will determine the most tax efficient manner, in collaboration with shareholders.
- 6. Novocap Equity Partners ("NEP") will provide investment advisory services to Novocap III from the UK. NEP is regulated by the FCA in the UK.

### Investment Terms

Investment Vehicle	Novocap III
Targeted IRR	25-30% (net of US taxes, management and performance fees).
Targeted average cash yield	8.5% accruing from 12 months and paid semi annually from month 18.
Targeted Fund Size	\$25m
	Fundraising is open until 30 June 2025.
	NEP reserves the right to upsize or downsize the fund or close earlier.
Structure and legal	Closed-ended BVI Company
Term of the vehicle	<b>5-7 year investment:</b> Initial investment period of up to 4 years followed by a 2–3-year stabilisation and exit period. Profits reinvested during stabilization period. Exit via a book sale or refinancing. 1-year extension to exit may be applicable if required due to market conditions.
Management Fee	2% of committed capital p.a
Performance Fee	20% over a hurdle of 8% p.a (with catch-up)
Gearing	Novocap reserves the right to gear the entity and/or issue a class of preferential shares either of which will significantly enhance investor returns.
Operating Partner	Propel Holdings (TSX:PRL)
Targeted Close	30 June 2025



# Key Stakeholders

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### Novocap Team



**Greg Kinross** 

BComm (Accounts), BAcc, C.A.(S.A.)

Greg has over two decades of successful investments across a multitude of industries and asset types, including private equity, private credit, real estate, mining and energy finance, fintech and consumer lending.

He has held multiple, board, investment, credit and audit committee positions. Greg has served as chairman, founder and/or director for numerous listed companies including Talon Nickels Inc. (TSX), CIC Energy Corp, Indluplace Properties, Gemgrow Properties and Arrowhead Properties. He is a specialist in the fintech and alternate lending investment realms.



#### Chris Mullin

BSOCSCI, PDM (BA), MBA

Chris has served as Executive Director of Capricorn since 2013 and has over 25 years' experience in investment management with a focus on consumer and SME lending, insurance, collections and asset management. He recently moved to London to lead the international expansion of the group, retaining the responsibility for the strategic development of Capricorn and investment execution and management.

Prior to Capricorn, he was a senior investment manager at the Industrial Development Corporation and a strategy consultant for Braxton Associates and PricewaterhouseCoopers.

### Novocap Team



**Brad Suttner** 

BAcc, CA(SA)

Brad Joined Novocap Equity Partners in July 2024 and will be supporting the financial, strategic and business development of Novocap from its UK office.

Previously, Brad worked for Creditspring, a consumer subscription finance lender, where he led strategic finance initiatives and business partnerships across the company. Whilst still in South Africa, he led key strategic initiatives for Taurus Capital Finance (a Capricorn company). Prior to this he worked at SA Taxi leading key financial initiatives across the insurance and assetbacked lending businesses.



Annabelle Satterly

CA(SA)

Annabelle joined the finance and operations team of Capricorn in March 2019. Her responsibilities include group financial management, reporting and operations.

Prior to Capricorn, Annabelle spent a year as the CFO for VCP, a leading activist investment manager in the listed space and 10 years as the CFO at Medu Capital, a mid-market private equity business. In these roles she gained experience in all financial management aspects, fund raising, investor relations and general office management.



### Robert Fihrer (Non-Executive)

B.COM, PDM (BA)

Rob founded Capricorn Capital Partners with two other partners in 2003 and is currently the Chief Executive. Prior to Capricorn, he worked for Sanlam Capital Markets' investment banking team, where he was responsible for setting up a series of very successful proprietary hedge funds within Gensec Bank.

Rob is on the Board of numerous companies, both listed and unlisted. He Chaired the Hollard Investment Committee for over a decade and currently sits on the Board of Hollard Holdings, Anchor Group and is also the Chairman of the Hollard Remuneration Committee.

### Novocap Shareholders



Established in 2003, Capricorn is backed by strong shareholders and supported by an experienced and highly skilled management team. Their diverse portfolio of both private and public companies has contributed to a highly lauded investment track record. They have played a key role in establishing and growing numerous businesses through investments in asset management, lending and insurance.

### INNOVO CAPITAL

Innovo Capital is a boutique investment firm that identifies, structures and scales select investment opportunities. It is led by established private equity investor and entrepreneur, Greg Kinross who has over twenty years' experience navigating highly complex, multifaceted investment opportunities. Innovo's investments span diverse industries and asset types, with a particular focus on alternative financing and fintech businesses.



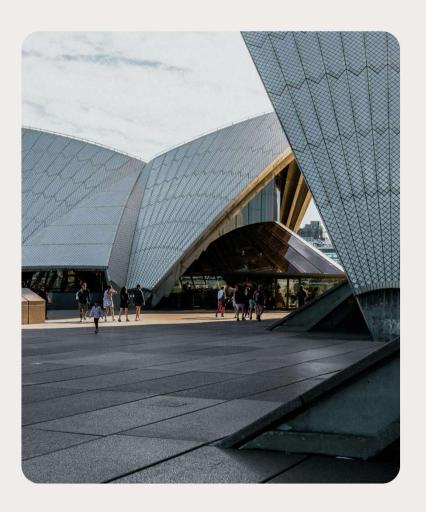
# Investment Risk & Mitigation

## Investment Risk & Mitigation

Risk	Mitigation
Capital loss	<ul> <li>Proprietary Al-driven underwriting technology proven to be highly successful over the last 13+ years in underwriting credit risk</li> <li>Underwriting criteria can be amended immediately if required (Propel have proven successful at doing this)</li> <li>Extensive data analysis on Propel's historical data and Novocap's equity funded portfolio</li> <li>Extensive experience in Novocap and Propel both actively monitoring the same portfolio</li> <li>Alignment between Novocap and Propel</li> </ul>
Market & economic risk	<ul> <li>Target market has proven to be resilient in times of economic uncertainty</li> <li>The product is expected to remain relevant or even gain relevance during market downturns</li> <li>If required, originations can be halted with an expert team focusing solely on running off or selling the book as quickly as possible</li> </ul>
Regulatory risk	<ul> <li>Products and lenders are fully licensed and regulated</li> <li>In-house legal and compliance teams keeping abreast of new regulations</li> </ul>
Propel continuity	<ul> <li>Propel is a listed company with a large balance sheet and a solid track record of profitable growth</li> <li>There is a back-up servicer in place if required</li> <li>Strategic alignment between Novocap and Propel</li> </ul>
Legal and structural	<ul> <li>Propel have invested heavily in the forward-flow program expected to be an important pillar of the business</li> <li>Extensive legal DD with external counsel signing off on all legal documents and processes</li> </ul>
Exit below face value	<ul> <li>At maturity the portfolio consists of good quality assets with high margins</li> <li>Portfolio is expected to be priced at least at face value</li> </ul>

## Further Potential *Upside*

Item	Description
Sale of the book	The book at exit will comprise a portfolio of seasoned loans - a sale of the book above face value (modelled) will enhance returns at exit.
Extend the investment period	Shareholders may wish to retain the book for longer and continue generating profits before exiting.
Additional gearing	<ul> <li>There may be an opportunity to introduce a level of gearing during the investment period if conditions and shareholders are supportive.</li> <li>A refinance of shareholder capital using debt while retaining the loan portfolio, once the portfolio has seasoned, may be an option to return capital earlier while enhancing profits.</li> </ul>



### Halachic Warranty







UNDER THE AUSPICES OF HARAV PINCHOS VIND SHLITA."

April 7th 2025.

Halachic Ruling Relevant to Investors in Vehicles Advised by Novocap Equity Partners Limited (Novocap); investing in Consumer Loan Receivables obtained as part of the Forward Flow Program initiated by Propel and their Banking Partners (The Investment).

To Whom It May Concern:

The Management of Novocap have inquired with Kosher Bank Research Center, an organization made up of halachic experts in the field of Ribbis, whether investors to The Investment with Novocap might be infringing upon halachic requirements to engage in interest bearing loans.

Halochoh recognizes that when a loan is sold, the purchaser would be in violation of ribbis laws were the purchaser and borrower to be Jewish, even if the original lender was not. Since the purchaser in such instances would assume the title of lender, he cannot be a creditor with interest requirements to a borrower who is Jewish.

After careful review of the structure and documentation of the business arrangements between all the parties to The Investment, we confirm that it is halachically permissible to invest in Novocap without any concern of violating any of the laws of ribbis.

The structure of The Investment is such that, while there may be Jewish consumers taking a loan from The Bank/Loan Originator, and Novocap (a company which may have Jewish shareholders) has purchased rights to collect profits, receivables, interest and cashflows from these Loans, nevertheless, The Bank to this transaction remains the rightful creditor bearing the name as the malveh throughout all transactions. Many authorities hold that one need not suspect that any of the borrowers are Jewish. Even if one wished to be stringent and assume that some are, The Investment is structured in a way that Novocap is not purchasing the actual

Novocap has legally purchased the Rights to said Receivables as a third party. This gives Novocap the prerogative to benefit from all cashflows due to the Bank, despite not bearing the title as creditor. This unique structure of The Investment is not a fiction and a very real description of the agreements made.

Therefore, it is with complete conviction and responsibility that Kosher Bank Research Center declares that, as long as this structure is maintained, it is permissible to invest in Novocap without hesitation or any halachic reservati







# Contact Details

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## M Get in *touch*

We look forward to hearing from you,

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