

# Pivo

Digital Bank for Trade.



# The Team



## CEO/Founder

Nkiru Amadi-Emina

BSc. Computer Science | MSc. Business Analytics

Serial Entrepreneur with 10 years experience in Software Development, Logistics and Supply Chain Management.

Previous Head of Port Operations for Kobo360.

[www.linkedin.com/in/nkiru-amadi-emina](https://www.linkedin.com/in/nkiru-amadi-emina)

## COO/Co-Founder

Ijeoma Jacquelyn Akwiwu

LLB, BL Law | MSc. Software Development

10 years experience in Corporate regulations,

Compliance and Software Development Processes.

Previous Head of Legal for Gilmor Engineering.

<https://www.linkedin.com/in/ijeoma-akwiwu>

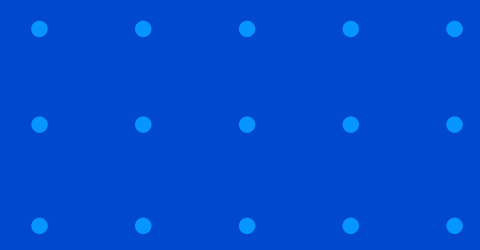


What we are building

# Financial services platform for Supply Chains.

We focus on serving the SME vendors within manufacturing supply chains by providing credit, payments, business accounts and insurance to power their service delivery to their customers.





## Here's a bit of context

1

**Thousands of SMEs are significant actors in corporate supply chains, with each transacting a minimum of USD100,000 on a monthly basis.**

**These SMEs play the role of supplier, logistics service providers, distributors and purchasers.**

**Journal for Enterprise Information Management (Vol 1, 2022)**

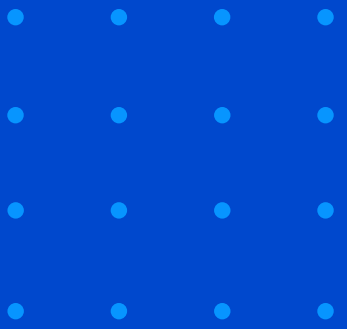
2

**There are trillions of dollars in late payments, and trillions more in missed opportunities for SMEs worldwide in supply and distribution chains.**

**World Bank: Supply chain financing: An effective way for development banks to support small entrepreneurs**

3

**Too many different financial service providers and no real impact towards the growth of their business or transactions with their large corporate customers.**

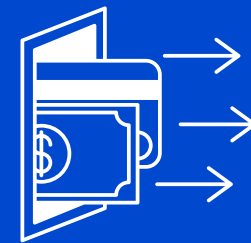


## What We Want to Solve



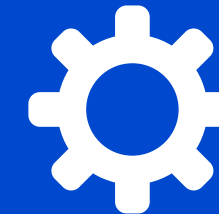
### **Access to Credit**

SMEs need access to working capital and quick liquidity to handle all the payables tied to their service delivery.



### **Cash Management**

SMEs struggle with effectively managing their expenses and accounts receivables with their large corporate customers.



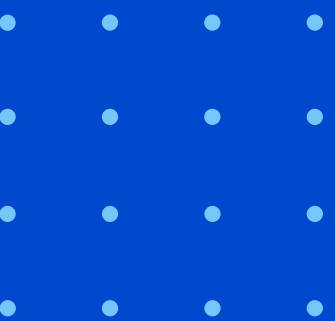
### **Disconnected Tools**

Too many disconnected tools are used to manage different phases of their transaction.

Here's our solution

**We have built a web dashboard that lets SMEs access credit, payments, insurance and business accounts for their transactions.**

The platform gives carriers the tools to directly lower their financing costs and manage all of their financial needs in one place.



## How We Make Money.

# We generate income by charging platform fees to our users.

### Credit

We maintain a 3% margin on every capital we disburse. We charge a 1% management fee.

### Cash Management

We charge a flat rate transaction fee on inflow and outflows and a monthly USD5 account maintenance fee.

### Insurance

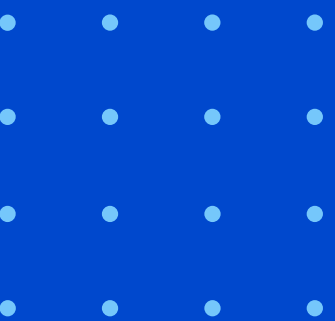
We charge a flat rate 5% transaction fee on insurance premiums.



We launched with a focus on credit

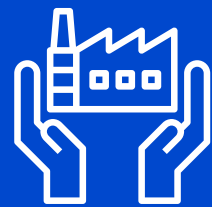
**Pivo Capital allows SME vendors to convert their outstanding receivables to immediate cash.**

SMEs can exchange their receivables with large corporates to working capital.





## There is a huge opportunity for SME Supply Chain Finance



**USD2.5 trillion global supply chain finance gap**

There is a large global gap in supply chain finance, estimated to be USD1.5 trillion, rising to USD2.5 trillion by 2025.

This estimate was forecast by the World Economic Forum.



**USD13Bn SME supply chain finance gap**

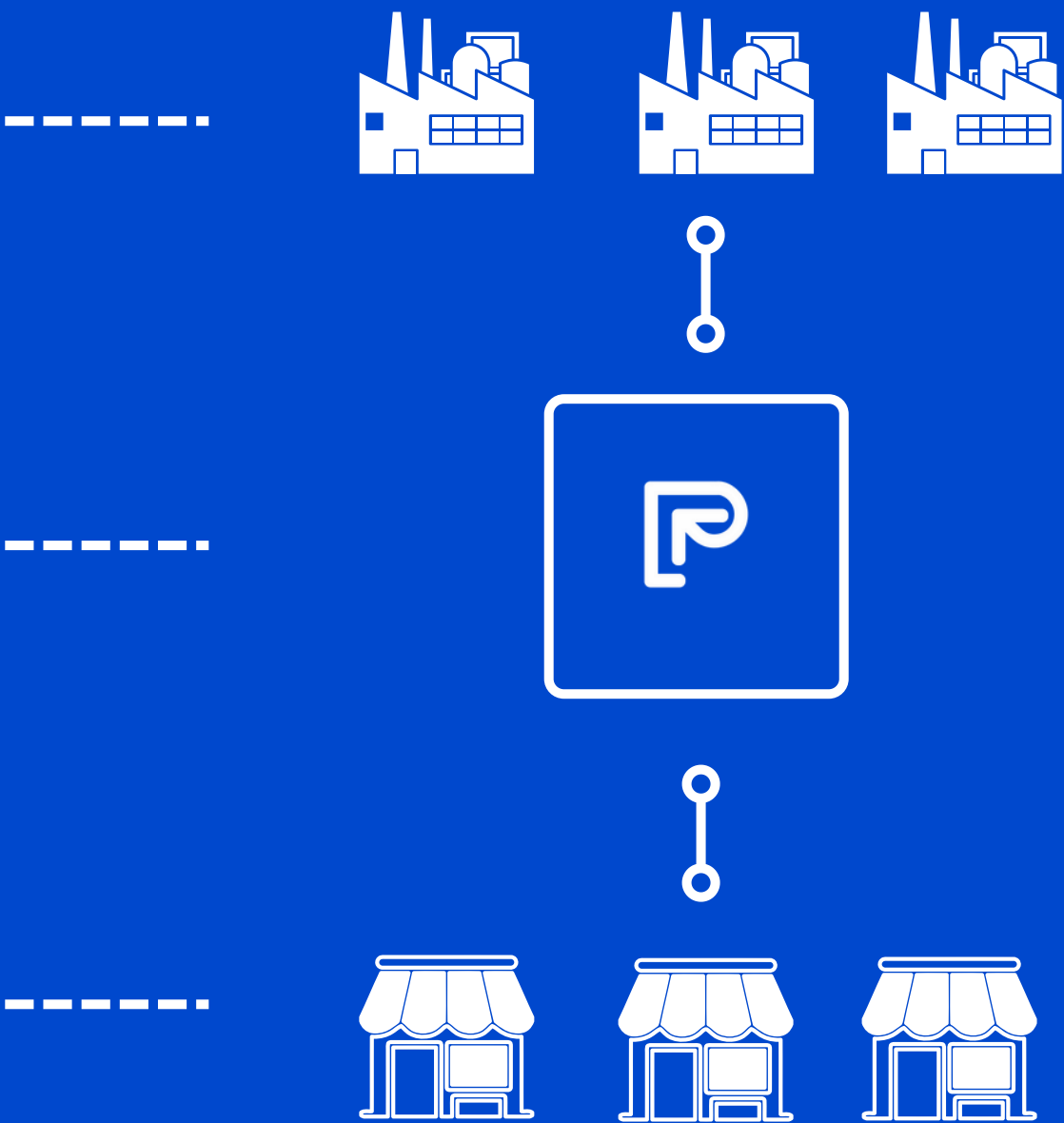
According to the IFC, Supply Chain Finance has the potential to cover 17% of the USD77Bn SME finance gap in Nigeria.

For Pivo and our initial focus on Nigeria, this is a \$13Bn opportunity.

# How our platform works

We provide supply chain finance to SMEs within Supply Chain Ecosystems.

- Ecosystems - Large Manufacturing Brands. Verifies SME transaction and receivables data. Verifies SME relationship and guarantees payment to Pivo e.g Lafarge, Unilever and Coca Cola.
- Pivo - Provides credit to SME vendor. Can also provide credit directly to Ecosystem. Provides additional financial services to help SME vendor better serve their ecosystem customer.
- SME Vendor - Uploads all relevant transaction data to access credit from Pivo based on ecosystem relationship. Uses Pivo to access insurance to protect transaction, bank accounts for receivables, and payments to manage payables.



## Value Proposition to our users



### **Instant Data Verification**

Set Up Pivo account in 5 minutes.

Wide ERP integration automates transaction data and receivable verification in less than 1 minute.



### **Extensive Credit Review System**

Our credit review system provides a decision within 24 hours.

System allows us to offer flexible capital based on actual capital needs.



### **Multi-Product Suite**

Access to all the financials services needed for their transaction in one place

Access a wide-array of credit products to scale their business.

# Opportunity.

**SMEs carry out millions of dollars in transaction volume within these Supply Chain Ecosystems. We want to capture this.**

# Where we are

## 5 Ecosystems

**500 SME vendors in each**

**\$10 million monthly transaction volume in each**

**\$50 million in monthly transaction volume combined**

Currently 4% of \$50 million supported by Pivo

## The Opportunity

# 100 Ecosystems

**500 SME vendors in each**

**\$100 million monthly transaction volume.**

**\$10 billion combined  
monthly transaction volume  
combined**

4% of \$10 billion combined volume supported by Pivo in 5 years

# Competitive Landscape



**Pivo**

## Digital Banks



Wide market focus.  
Personal and Micro SME Banking

Niche market focus - Trade.  
Allows us to better understand and tailor our services to the needs of our customers.

## Digital Lenders



Traditional SME Lenders.  
Heavy focus on cashflow underwriting.  
Payables based lenders

Supply Chain Finance to SMEs.  
Leverage a wide dataset (cashflow, transaction data, receivables data and end customer relationship) for underwriting.  
Receivables based lending.  
Collections tied to end customer payment.

## Technology Marketplace



Offer financial services as a nice-add on.  
Are primarily focused on delivering on operations.

Financial service offering is our core at Pivo.  
Not burdened with struggling between working capital needs and financing product needs.

Traction

We've steadily grown 49% MoM since December 2021



USD2m

Total capital disbursed since launch

30-Days

Average Cash Cycle

150

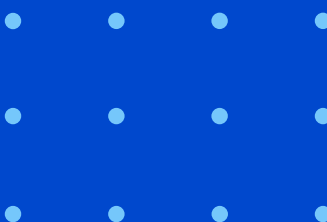
Units of Loans

2%

NPL Ratio

2.5%

Net Interest Margin



## Scaling Pivo

# Here's a look at where we will be in the next one year.

### Now

\$2m Capital Disbursed  
\$50,000 Revenue p.a

- Initial focus on Transport/Logistics finance

### Q3 - Q4 2022

\$10m Capital Disbursed  
\$200,000 Revenue p.a.

- Launch Purchase Order Finance for suppliers in ecosystem value chain

### Q1 2023

\$50m Capital Disbursed  
\$2m Revenue p.a.

- Launch Export/Import Finance
- Launch Co-Lending Platform
- Market Expansion within Nigeria

## Strategic Roadmap

# Here's a look at our 3-year strategic plan for Pivo.

**2023 - 2024**

### Credit for Supply Chains

- Launch Pivo in Ghana, Kenya and Togo

**2024 - 2025**

### Payments. Cash Management and Insurance

- Launch additional financial services

**2025 - 2026**

### Digital Bank for Trade

- Acquire micro finance banking license.
- Launch Pivo in Egypt





## Fundraise

# We are raising a seed round of USD2,000,000.

To power the next stage of our growth. Funds raised will be used for:

USD600,000	USD200,000	USD200,000	USD1,000,000
Loan Portfolio Growth	Hiring Senior and Mid-Level Management Team	Product Development	Licenses and Market Expansion

# Contact Us

+23480-3088-3778

hello@pivo.africa

www.pivo.africa

