

The background is a solid blue color. It is decorated with several curved, semi-circular shapes in different shades of blue. There is a large, dark blue, thick curved shape in the upper right. A medium-sized, light blue, thick curved shape is in the lower right. Several smaller, thin-lined curved shapes are scattered throughout the background, including one in the top left, one in the top center, one in the middle right, one in the bottom left, and one in the bottom center.

# nomad

A permissionless bank for the global south

## Problem

# Financial services have not evolved to serve the needs of the digital nomad

1. Last few years has witnessed the creation of nomads no longer limited by borders in how they live, work & consume
2. Globally, financial services have not accelerated at the pace of this new class of customers
3. So called borderless banks focused only on transactions (Revolut, Transferwise, Monzo) and ignoring other financial needs
4. Banks that promise an international offering tend to focus on countries in the G20;  
**The billions in the global south are ignored**

# Nomad, a permissionless bank for the global south built for the generation of the future

Problems of global south customer	Nomad / Nomad Solution
<ul style="list-style-type: none"><li>• Lack of trust globally - kyc of nations not trusted for international transactions</li></ul>	<ul style="list-style-type: none"><li>• Referral based membership engenders high trust; permissionless platform</li></ul>
<ul style="list-style-type: none"><li>• Constantly declining purchasing power and savings due to devaluation of national currency</li></ul>	<ul style="list-style-type: none"><li>• On ramp from fiat to stablecoins; access to DeFi protocols with high stable yields</li></ul>
<ul style="list-style-type: none"><li>• High cost of financial transactions and cross border transfers</li></ul>	<ul style="list-style-type: none"><li>• Low cost transaction cost and cross-border transfers on-chain</li></ul>
<ul style="list-style-type: none"><li>• Limited access to global goods</li></ul>	<ul style="list-style-type: none"><li>• Debit card powered by global platform</li></ul>
<ul style="list-style-type: none"><li>• Low access to credit and at very high interest rates</li></ul>	<ul style="list-style-type: none"><li>• Low borrowing rates due to high disincentive to default and BNPL services</li></ul>

# Nomad sponsors have deep experience in building a credit-led neobank...



**Chijioke Dozie | Founder / CEO**

MBA from Harvard Business School



ZEPHYR



International  
Finance Corporation  
WORLD BANK GROUP



HARVARD  
BUSINESS SCHOOL



**Ngozi Dozie, CFA | Founder**

MBA from the Wharton School, CFA charterholder

J.P.Morgan



Wharton  
UNIVERSITY OF PENNSYLVANIA

**Principals have over three decades of financial services experience**

**... supported by an executive team with deep domain expertise**



**Jurgen Kroos**  
Risk



**Lucrecia Lopez**  
Business Intelligence



**Ikenna Okwukaogu**  
Engineering



**Afiola Etomi**  
Product



**Akabogu Chukwudalu**  
Finance

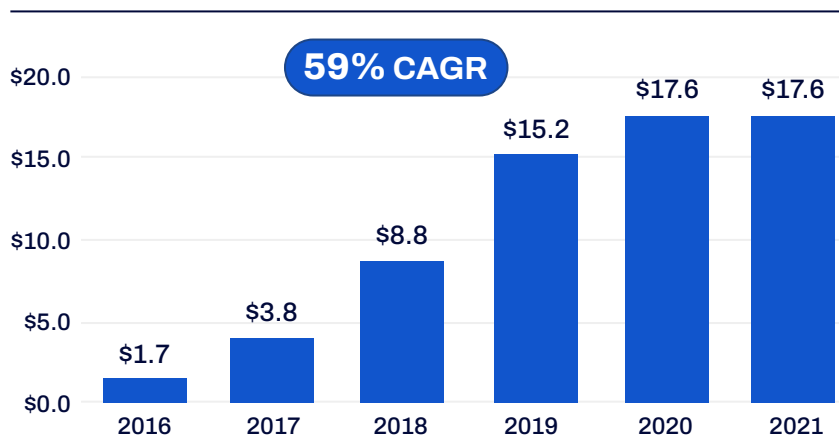


**Maria Cecilia**  
Data Science

## Carbon at a glance

# ... and have demonstrated unrivalled traction since a \$10mm equity raise in 2015

Carbon revenue by year (\$'mm)



Notes: Naira/USD: 415

Carbon metrics

Revenue / Equity raised

>6x

Revenue post 2015 \$10mm equity raise

Monthly GMV

\$57mm

LTV/CAC

>10x

Addressable market

\$25BN

Avg Wallet Bal.

>\$30

Annual Loans

\$60mm

Customer Deposits/Active 90

App Store rating

4.4



Play Store downloads

3.1mm



Capital efficient team with > \$65m of revenue with just \$10mm equity

75k registered customers monthly

New BNPL product growing at 20% monthly

# Nomad will differ fundamentally in its approach...

## Digital banks

- ✗ High cost of customer acquisition - Distribution reliant on \$ based paid acquisition -
- ✗ High underwriting costs because of low customer knowledge and thin files
- ✗ Lack of trust in platform compared to legacy banking model with high branding spend
- ✗ Low engagement due to commodified services (transfers, debit card etc)
- ✗ Continuous reliance of increasingly expensive paid acquisition
- ✗ Debit capital limited by regulatory capital and leverage ratio

## Nomad

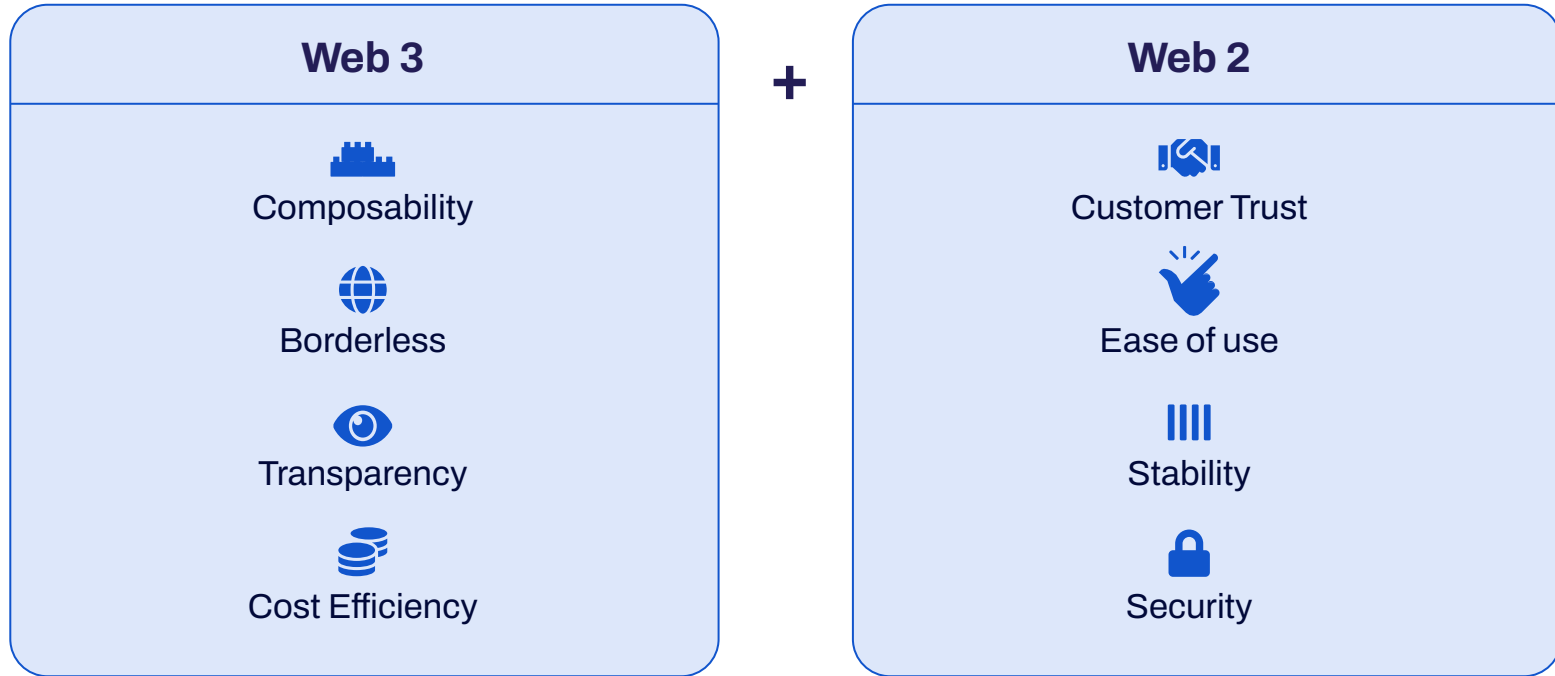
- ✓ Initial acquisition via initial trusted network followed by referrals through membership
- ✓ Lower default due to small group dynamics and nature of entry into community AND world class underwriting
- ✓ Community based approach to building engenders high level of trust and engagement
- ✓ Differentiated and simple products that provide real value to customer
- ✓ Expanded distribution through APIs and merchant check out integrations
- ✓ Theoretical Infinite supply of debt capital using Defi protocols like Goldfinch

## ... to serve a customer demographic ignored by the current financial system

- Is a digital native from an emerging market with a global mindset
- Transacts in more than one geography using multiple currencies
- Places great priority on speed & efficiency and is willing to pay for value
- Is realistic about the world but optimistic in her outlook
- Impatient to grow and ambitious in her dreams
- Believes in partnership & collaboration and is a net giver



# Nomad will combine the best features of the old & new...





## ...to deliver a unique offering unmatched by other neobanks for a new generation of customers

- Crypto backed virtual debit card for global payments e.g. AWS, Spotify
- Multi-currency wallet with off ramps to local fiat
- Buy Now Pay Later via debit card
- Loans denominated in fiat/stablecoin
- Savings in stablecoins
- Send and receive payments from 80+ countries
- Use payment links to ask for money - double as invoice

# It's time to build & we are raising a \$1mm pre-seed round

**\$1mm**



## Use of funds

- 4 engineers (backend, frontend)
- Product - 1 UX, 1 PM
- 1 community manager
- No marketing 😊
- \$250k capital buffer to trial lending



# Will you join us?