



**FINOVATE**

**THIS IS A PRIVATE ROADSHOW, ONLY FOR QUALIFIED INVESTOR**

# Business Model

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- ✓ Integrated loan marketplace for Financial Institutions enabled by New Technologies
  - ✓ Advantages :
    - As a financial institution, the marketing department has more room to innovate.
    - Partners can choose a profit sharing plan according to their needs.
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- ✓ Finovate users enable smart contracts to:
    - Simplification, securitization and automation of financial institution management**
  - ✓ Finovate platform is a service provider for financial institutions and collaborators.
  - ✓ Finovate platform will be a financial institution in the future and an altruistic brokerage platform.

# Business Model

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The profit-sharing model represents a shift from the traditional lending system



# Profit Sharing

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**before return**

**profit**

**30%**

**Issuer**

**70%**

**Finovate**

**after return**

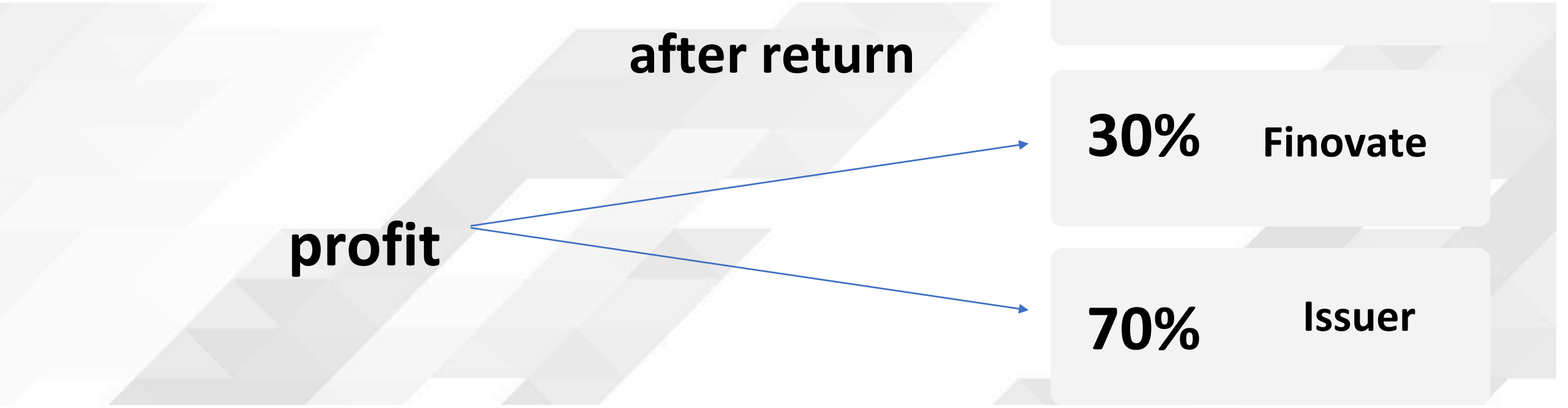
**profit**

**30%**

**Finovate**

**70%**

**Issuer**



# Marketing

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- Credit company
- Financial Institutions
- investor

Altruistic without  
interest

Achieve win-win  
situation



- Unemployed
- Retiree
- Grab Driver

# Credit company

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## Problems

- 200,000k advertising fees
- Type of customers
- Various diplomatic expenses

## Solutions

- Find and filter
- Collect money for you
- reduce risk
- Hire sales team by cheaper price

# Fuunder

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## Problems

- Risk transfer
- Inflation
- Ringgit depreciation
- Account money stolen

## Solutions

- Principal recovery
- small capital, huge profit
- Profit sharing
- democratizing banking

# Collaborator

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## Problems

- Worry about being cheated
- Need a lot of funds
- Changes in the market
- Cognition and technology
- Abilities and academic qualifications

## Solutions

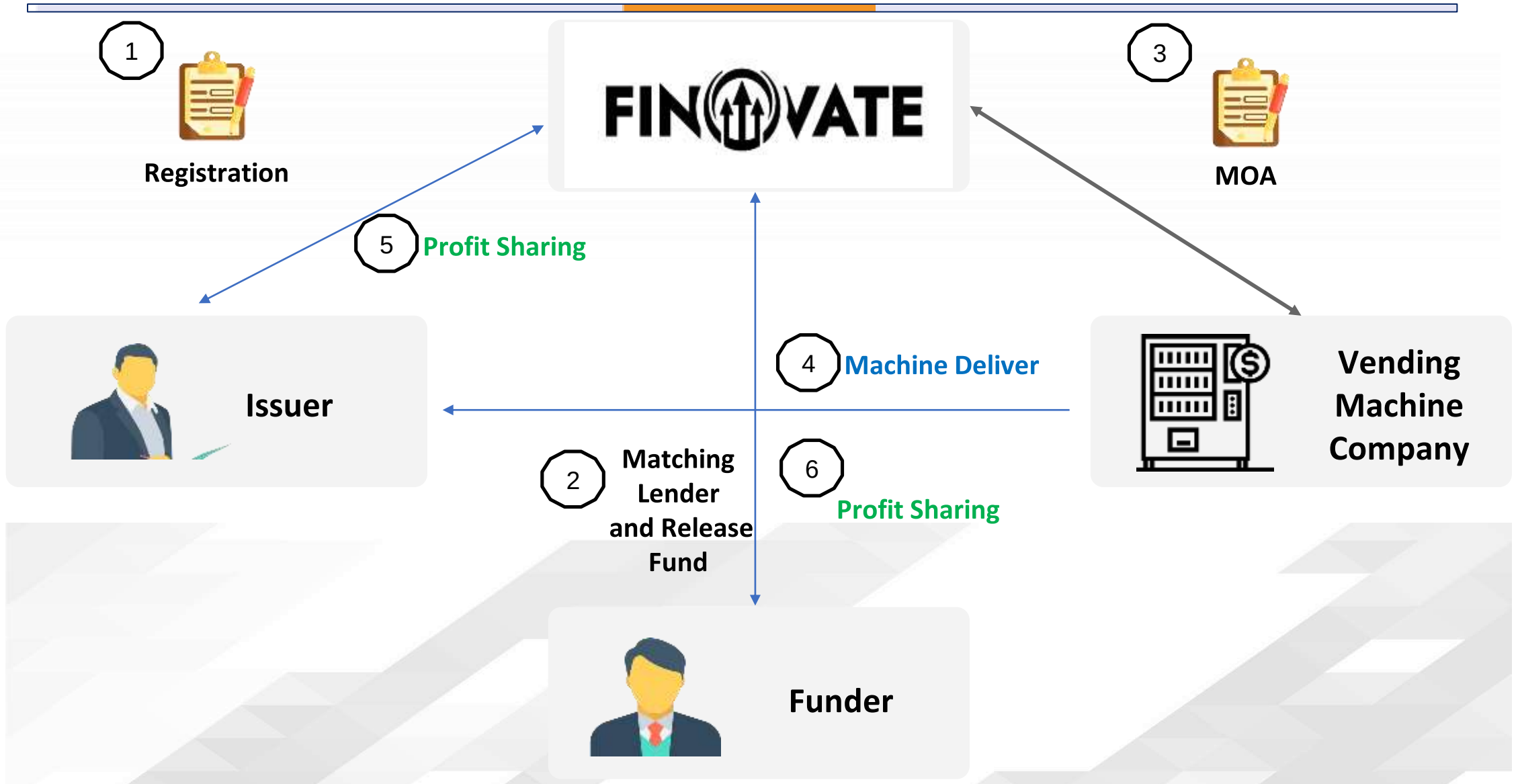
- Transparency, clearly stated in the contract
- Just registration fee
- Shared profit model
- Finance and Innovation
- Honesty wins the world



# Problems and our solutions

| Problems                                                                                        | Solutions                                                                                 |
|-------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| <b>Heavy management</b><br>(Difficulty tracking loan data)                                      | <b>Easy loan management</b><br>(easy to track)                                            |
| <b>Storage</b><br>(Storage space for hard copies of documents)                                  | <b>Reduce storage</b><br>(Reduce data saved on server or cloud)                           |
| <b>Forged/fake documents</b><br>(Unable to verify document authenticity)                        | <b>Loan document security</b><br>(Verify transactions to avoid forged documents)          |
| <b>Complex loan processing</b><br>(Slow, inhibits customer lending, requires a lot of manpower) | <b>Simplify loan processing</b><br>(Increase speed, attract more customers, reduce labor) |

# Business Model



# Streams of Revenue



## Cooperative Workshop

- Processing Fees
- Subscription Fees
- Profit Sharing



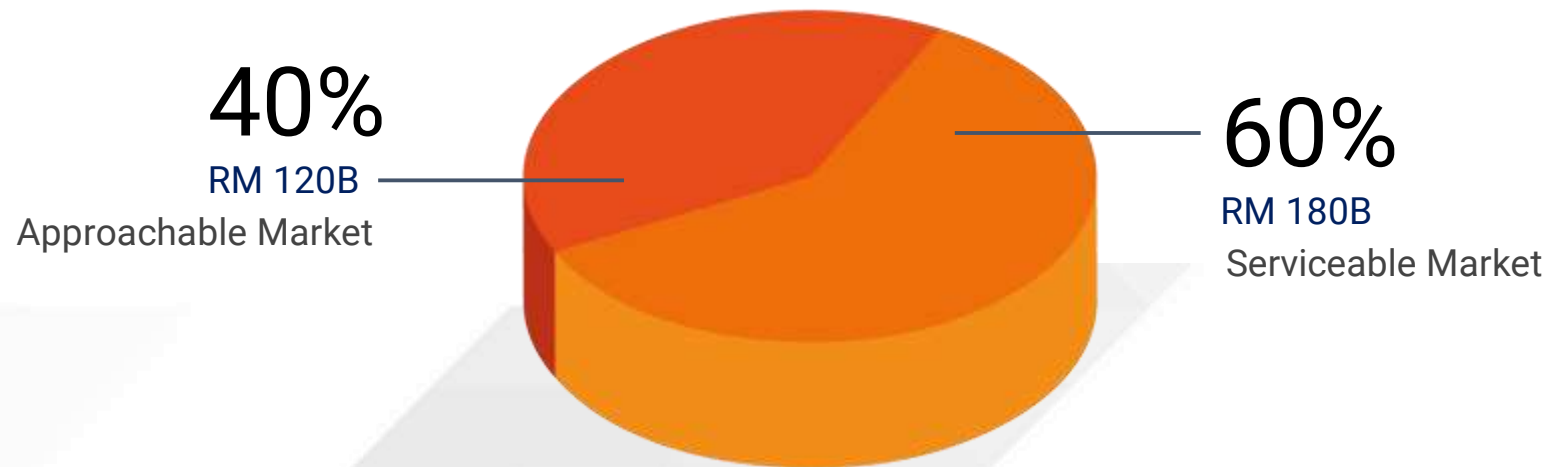
## Financial Institutions

- Subscription Fees
- Processing Fees



# Market Size & Target Market

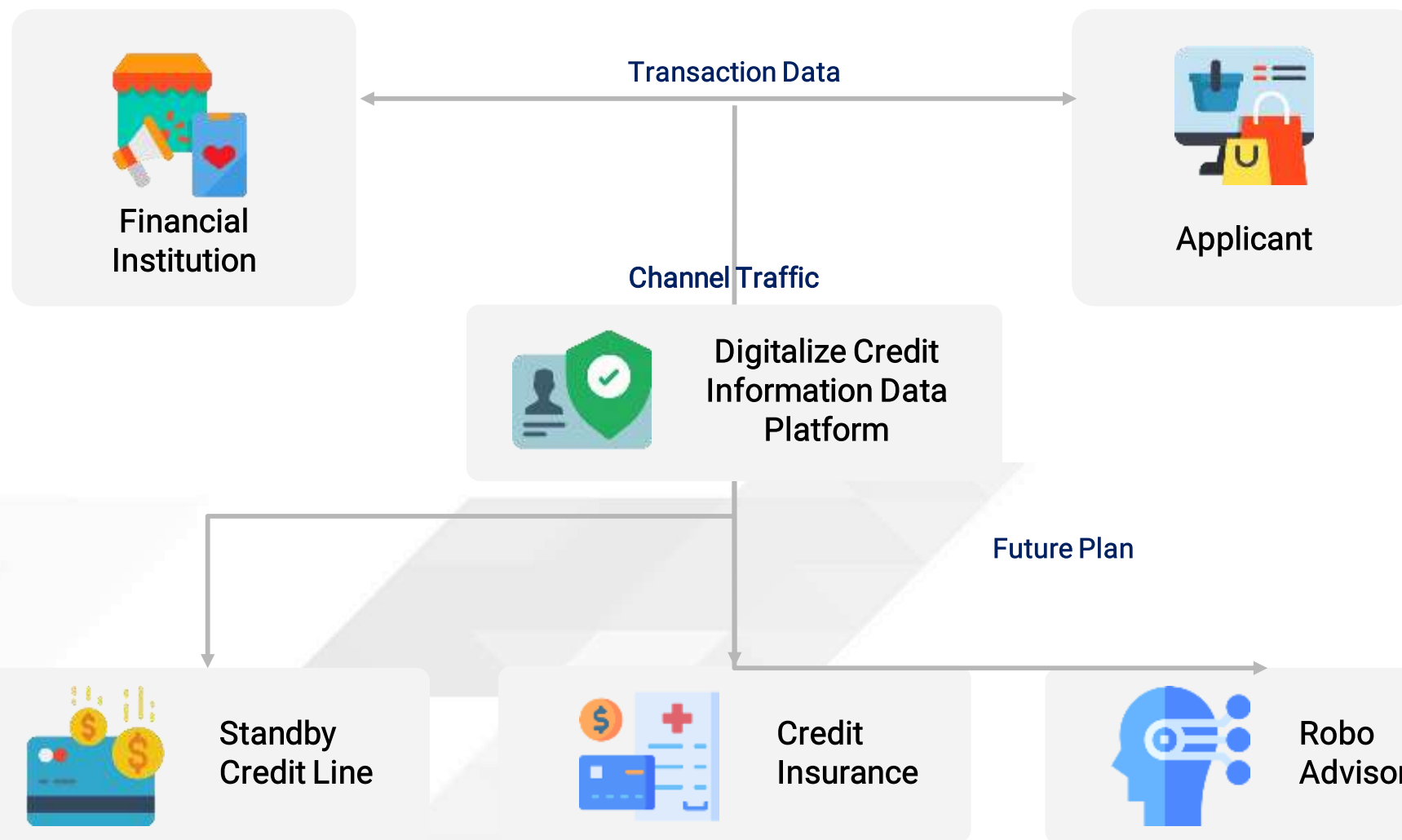
Total Available Market : RM 300B



Potential target market :

**RM 120 B x 10% market x 5% processing fees = RM 600 mil**

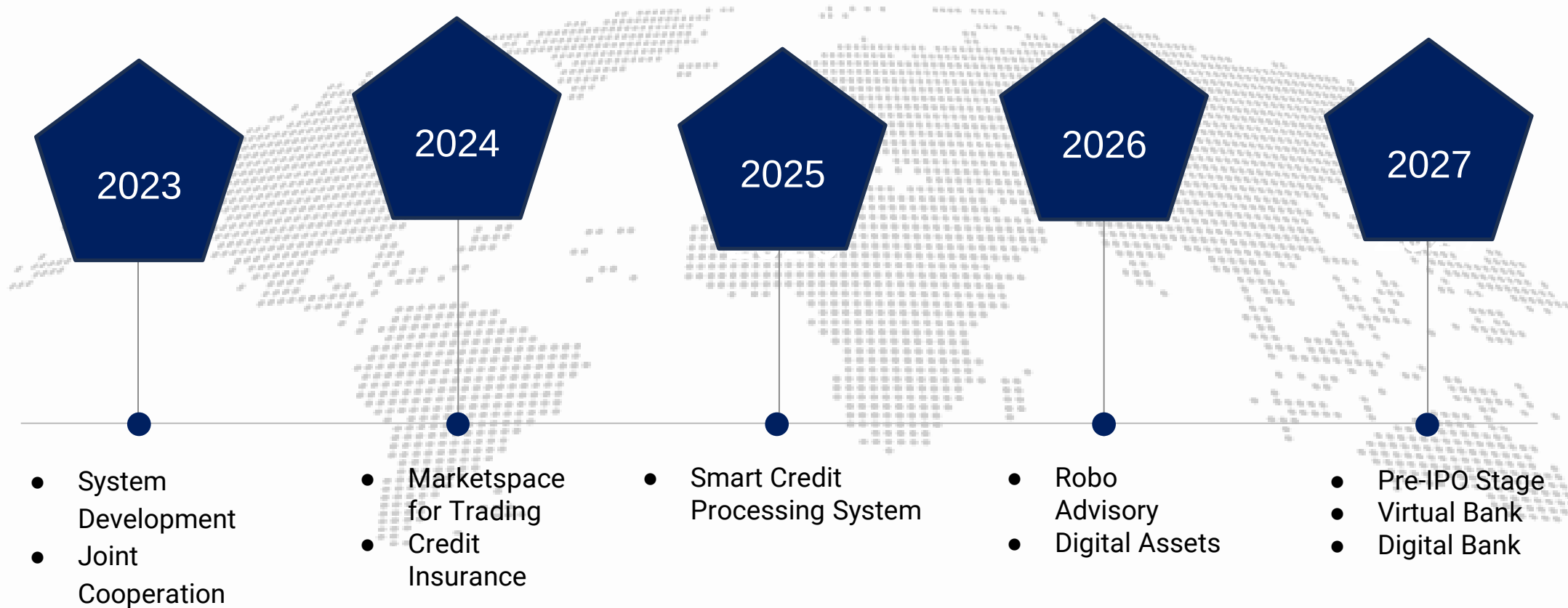
Source from : [bnm.gov.my](http://bnm.gov.my) year2019



# Competition

| Portals      | Service Provider | Financial Institutions | Company loan | Personal loan | Profit Sharing | Country  |
|--------------|------------------|------------------------|--------------|---------------|----------------|----------|
| Finovate     | ✓                | x                      | x            | x             | ✓              | Malaysia |
| Wetrade      | ✓                | x                      | ✓            | x             | x              | Europe   |
| Loan Streets | ✓                | x                      | x            | ✓             | x              | Malaysia |
| Velotrade    | x                | ✓                      | ✓            | x             | x              | Hongkong |
| Invoizo      | ✓                | x                      | ✓            | x             | x              | India    |

# Financial Roadmap



# CO-FOUNDER ROUND

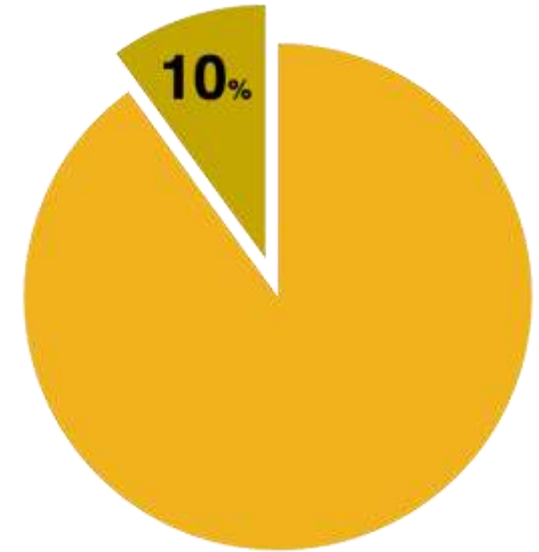
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**DILUTION: 10%**

**FUND RAISE: RM 5,100,000**

**TOTAL LOT: 51 LOTS**

**AMOUNT PER LOT: RM100,000**



Co-Founder Round Raise

**RM5,100,000**

In exchange of 10% Share

FOR ILLUSTRATION PURPOSES ONLY



# Return Of Investment

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(Listed In 2028 With A Valuation Of RM 1.6 Billion)

1 Lot Rm 100,000

RM 3,037,000

4 Lots Rm 400,000

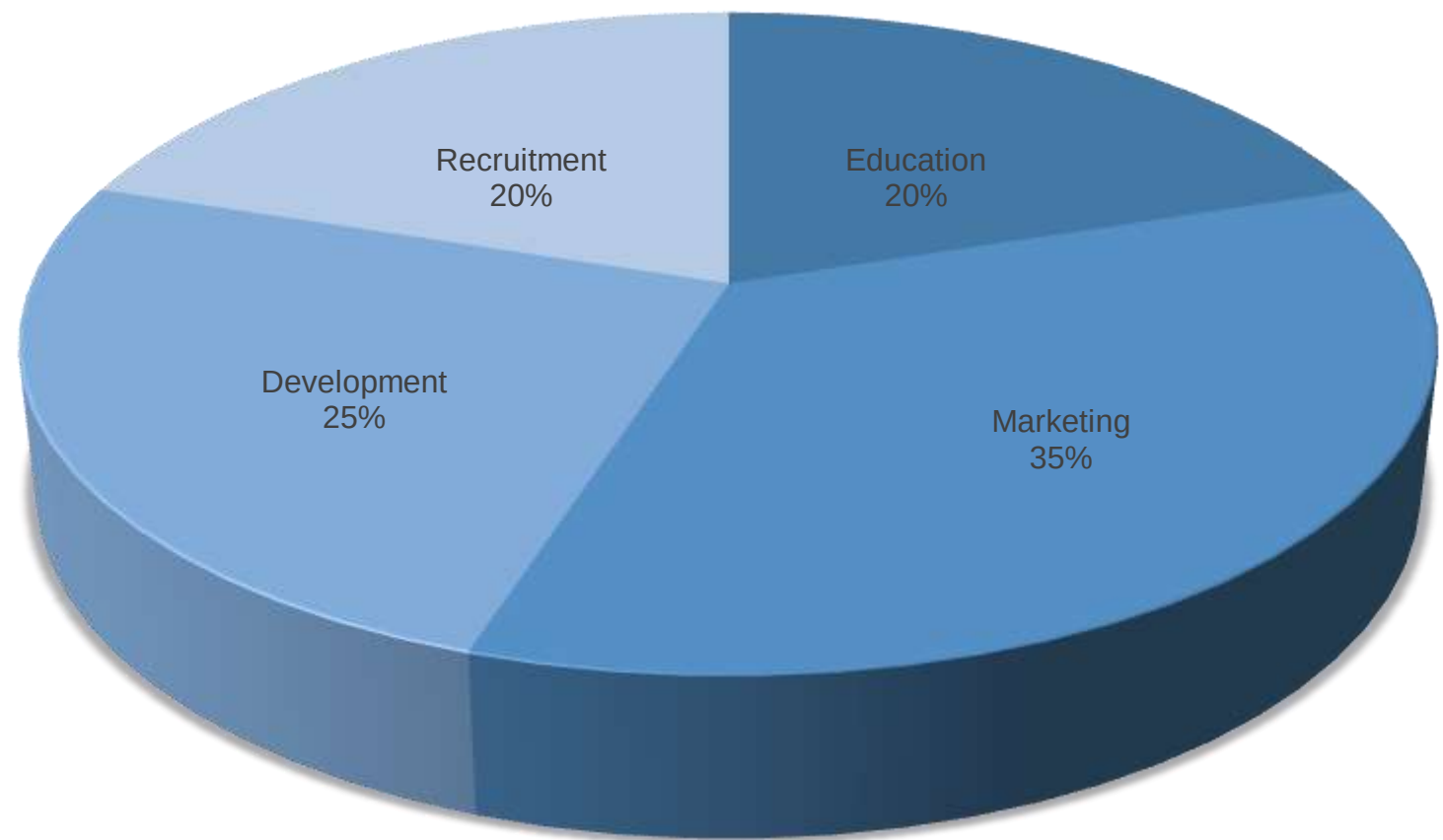
RM 12,148,600

ROI 3037%

Dividend Policy 50%

# Usage of Fund

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# The End

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Thank you for your attention!

