



 **TARFIN**

Buy now, pay at harvest

May 2019



Farmers are
cash-constrained



Retailers sell inputs
with credit terms



Cost of vendor
finance ~50% APR



Farmers

High interest costs

Low profitability



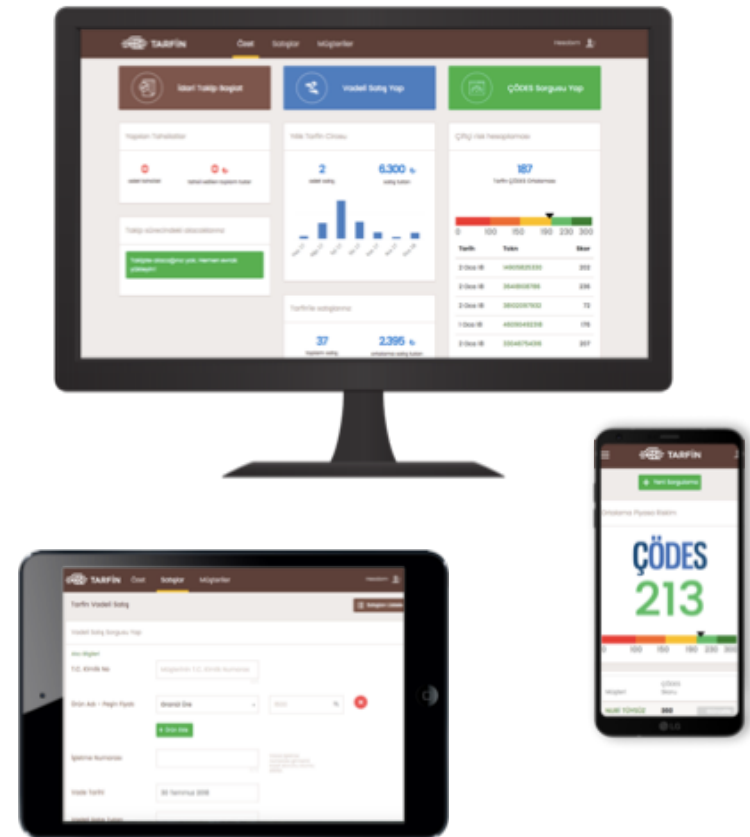
Retailers

Equity tied up in receivables;
can't grow businesses

Bad debt risk

Cloud-based sales and financing of farm inputs

- Traditional and alternative data-driven farmer risk scoring model
- Reliable partner retailer network
- Unmatched servicing and collections





Farmers benefit

Easy + cheap financing

Lower input costs

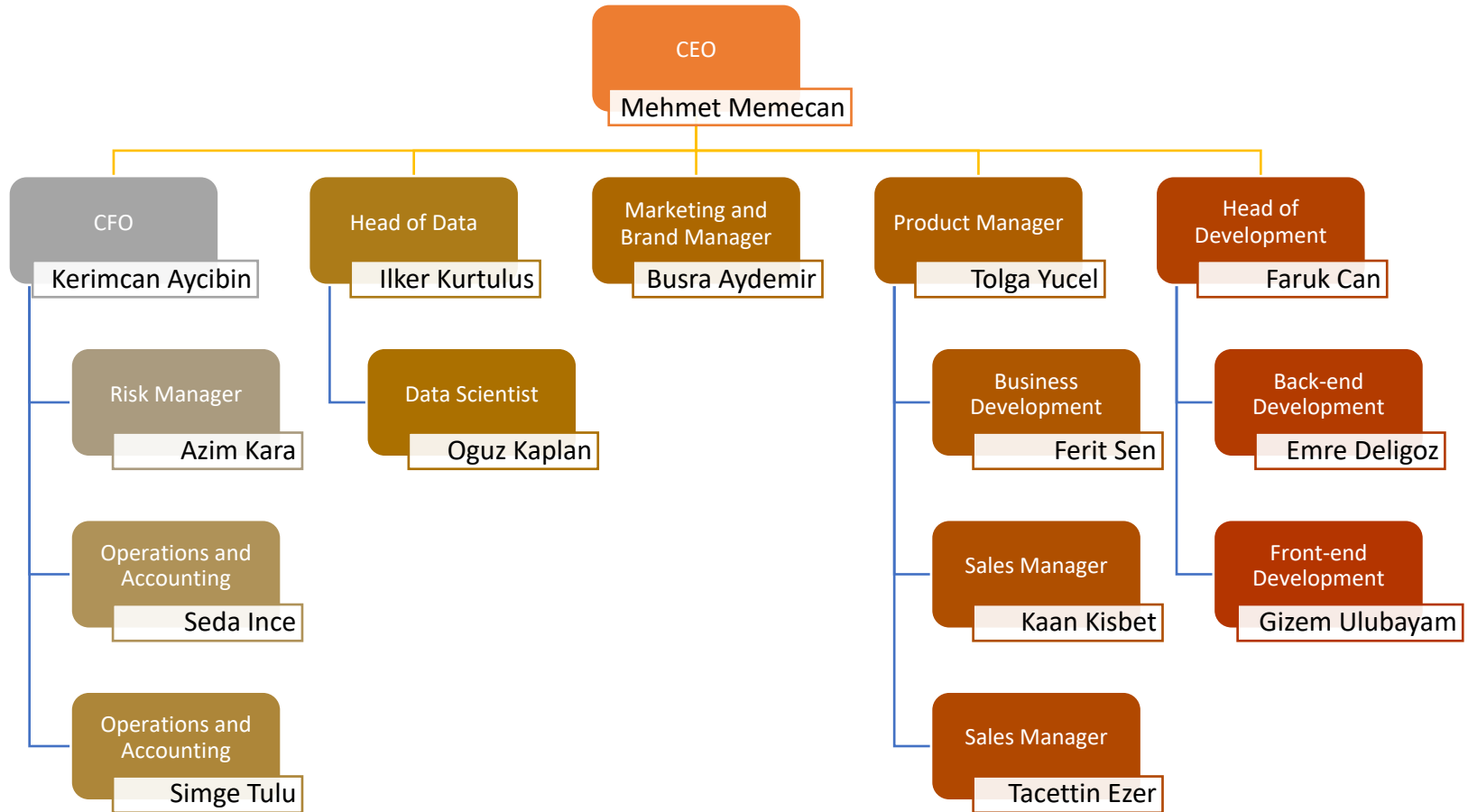


Retailers love Tarfin

No receivable risk

Increased revenue, profits

The Team



Tarfin provides farmers with a significantly superior
customer experience

- ✓ **Cheap:** Savings of up to 8% on every purchase
- ✓ **Honest:** Transparent cost structure, no hidden fees
- ✓ **Quick:** Financing approval complete in under 4 minutes
- ✓ **Convenient:** Online process, without leaving merchant's store



Tarfin's data-driven credit scoring

- ✓ ML-based instant scoring
- ✓ Relies on traditional and alternative data
- ✓ Scores even thin-file farmers



Credit bureau
data



Farm-level
data



Proprietary
transactional
data



Borrower's local
social rating

Track Record

23,500,000 TL

Total sales financed

6,860 TL

Average sale financed

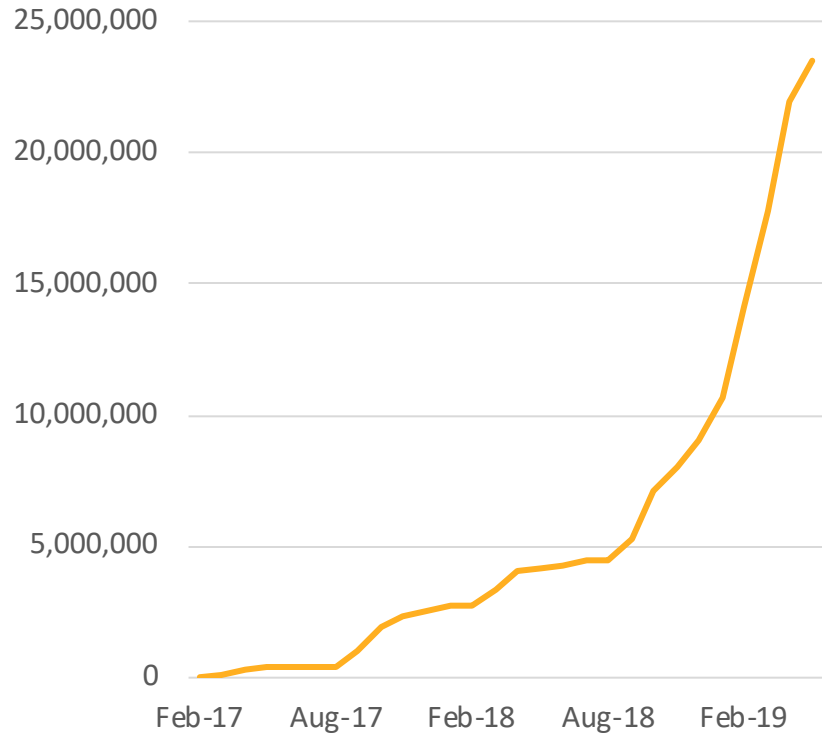
3,450

of sales financed

0.57%

90+ days delinquent

Sales Financed
cumulative



Funding Partners



Local banks and factoring companies

Receivable-backed lines of credit



Asset-backed securitizations

- Connects large institutional money with small farmer
- Third issue in May 2019
- Cleared audits by CMB* and BRSD**

* Capital Markets Board

** Banking Regulatory and Supervisory Board

What's next?



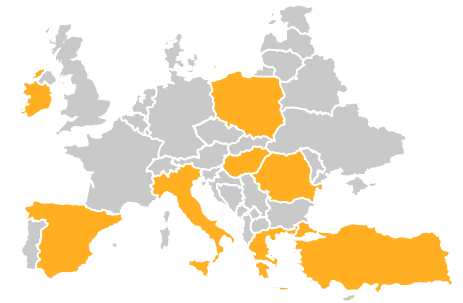
Growing funding needs

Access to alternate sources of debt capital to help our growth



Data partnerships

CRM data integrations with agri-stake-holders



Regional Expansion

Romania, Poland, SE Asia



TARFIN

Thank you!

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