

# Innovation & cutting edge technology.



MyBucks

Annual Investor Newsletter: 2018

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## MyBucks raises in excess of EUR 23m new capital in 2018

- c.EUR 11m new equity raised in Feb 2018 to refinance expensive debt facilities;
- Board approved to double shareholder capital on the December 2018 EGM;
- c.EUR 12m new equity raised in Dec 2018 to fund growth in 2019;
- Investors' appetite could lead to additional raises in 2019;



To complement the operational efficiencies achieved in 2017 and 2018, the board of MyBucks has decided to inject additional equity into the business this year. The new equity raised at the beginning of 2018 lowered the funding costs of the group. And the equity raised last December will serve to strengthen some of the leading revenue-generating subsidiaries of the MyBucks group in 2019. The latter capital raise has also been agreed at an average price of EUR 8.72 a share, which indicates a strong investor appetite that could lead to additional increases in 2019.

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## MyBucks raises in excess of EUR 80m in debt in 2018

MyBucks has been very active in its fundraising efforts in 2018. This year the group has issued and listed bonds in Botswana, Malawi, Mozambique and Zimbabwe, which combined with the deposits raised in the banking operations has allowed the group to lower its funding costs and to reduce its FX exposure. Furthermore, the group has also reached agreements to obtain flexible funding facilities, such as the funding provided by the peer-to-peer platforms, or the impact funding obtained at subsidized rates from such institutions as KfW or Norsad.



## All the MyBucks subsidiaries will start the year 2019 with profits

MyBucks has successfully turned around all the institutions it acquired during the last 2 years and all the group subsidiaries are now profitable. Some of the entities acquired, such as the Opportunity International banks in Uganda and Mozambique, or NFB in Malawi, have not only started to deliver profits, but they are also now among the largest revenue contributors for the group. The group expects to complete the full integration of its technology in all subsidiaries, and to refreshen their image, as most credit and banking operations should follow the branding strategy already implemented in Mozambique with the new brand name: MBC.



## MyBucks remains one of the leading innovators in the African banking space

In 2018, MyBucks has continued developing new disrupting products to become one of the most innovative companies in the FinTech space, both in Africa and globally. Not only has the group improved its existing Artificial Intelligence algorithms, but it has also developed new ones, such as the chatbot called TESS. The demonstrated efficiency of the MyBucks technology has awoken the interest of other financial service providers, and in 2019, the group could start franchising its credit-scoring technology in what would be a new business line for the group.



## MyBucks innovates to promote financial inclusion

This year, MyBucks has successfully completed the transformation of the small microfinance banks it acquired and that had been deemed to be unviable by traditional NGOs. Furthermore, the group, which has also started its own foundation in 2018, has started to export its Haraka app to new markets such as Uganda, where small agricultural SMEs can now benefit from the quick unsecured nano-loans that this app provides. The MyBucks technology has demonstrated that it perfectly addresses all the challenges that make traditional microfinance entities fail. And the group has also lead the way in the traditional microfinance space by opening the first bank branch ever in a refugee camp, at the Dzaleka camp in Malawi. MyBucks has therefore proven that technology and innovation are the way forward to attain financial inclusion.



Financial literacy training in the Dzaleka Camp.

## MyBucks efforts are recognised internationally through awards

MyBucks has scooped in 2018 several awards which will motivate the group to continue innovating and outperforming competitors in 2019.

- "Financial Inclusion Winner", European FinTech Awards
- "Lending Winner", CEE Capital Markets & FinTech Awards
- "Best Mobile App Platform", Digital Inclusion Awards
- "FinTech Solution of the Year", Luxembourg Finance Awards



## Key company data (As of 31 December 2018)

ISIN	LU1404975507
Share code	MBC:GR
Price	EUR 4.90
Shares in issue	12 715 613

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## Let's catch up

16-18 January 2018: London (UK)  
21-22 January 2018: Frankfurt (Germany)

[www.mybucks.com](http://www.mybucks.com)

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## Upcoming events we will attend

Money Live Spring 2019  
11-13th March 2019: Madrid, Spain  
Money 20/20 Asia  
19-20th March 2019: Singapore, Singapore  
FinTech World Forum  
21-22 May 2019: London, UK  
Money 20/20 Europe  
3-5th June 2019: Amsterdam, Netherlands  
MoneyLIVE Digital Banking  
25-26th June 2019: London, UK

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