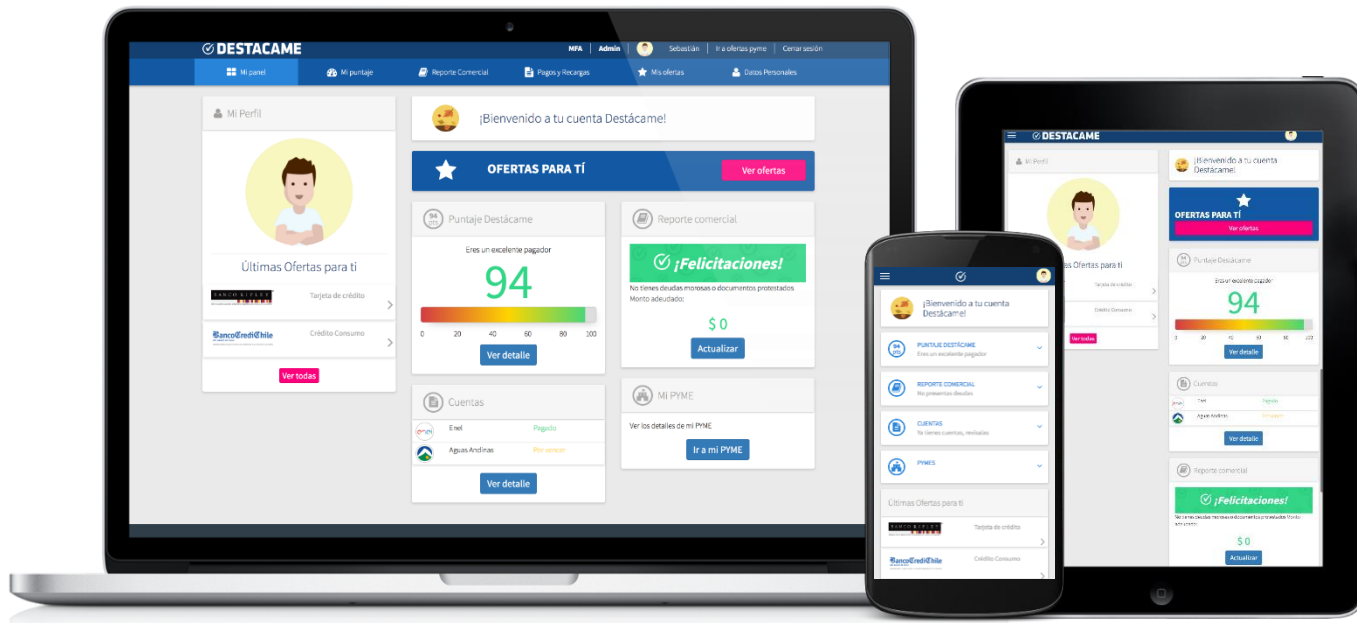




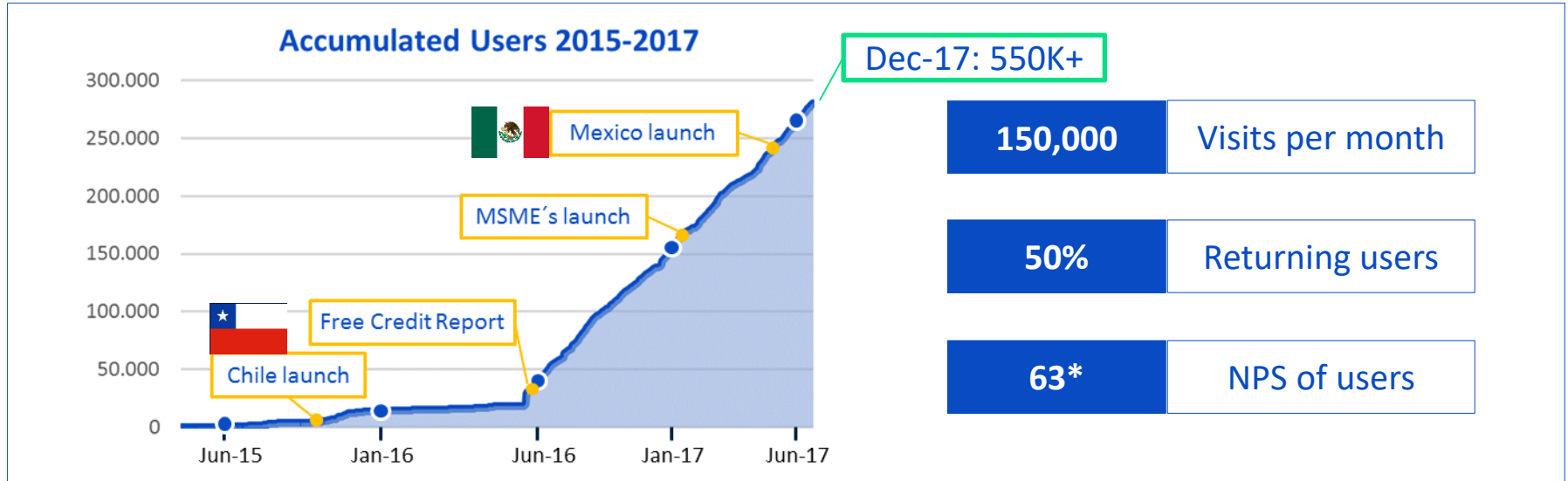
DESTACAME

January 2018



DIGITAL FINANCIAL MANAGEMENT PLATFORM THAT EMPOWERS USERS BY GIVING THEM CONTROL OVER THEIR DATA TO BUILD THEIR FINANCIAL CAPABILITIES AND ACCESS FINANCIAL PRODUCTS

TWO YEARS AFTER LAUNCH, DESTACAME HAS SHOWN HUGE TRACTION, WHILE STRONGLY ENGAGING WITH STAKEHOLDERS



Partnerships with 20+ utilities and telecoms and other data sources, allow to generate a credit score for more than 90% of the households



More than 15+ banks and other financial institutions offering products

40K+ Loan applications through the platform

US\$ 20M Past-due debt repayment by Destacame users

• Above American Express (29), MasterCard (5), Bank of America (-24) and Citi (-41) – www.npsbenchmarks.com/companies/
• Above online shopping (40), banking (30) and credit card services (30) benchmarks – netpromoter.com

HUGE INFORMATION ASYMMETRIES EXCLUDE 250 MILLION PEOPLE FROM THE FORMAL FINANCIAL SYSTEM IN LATAM

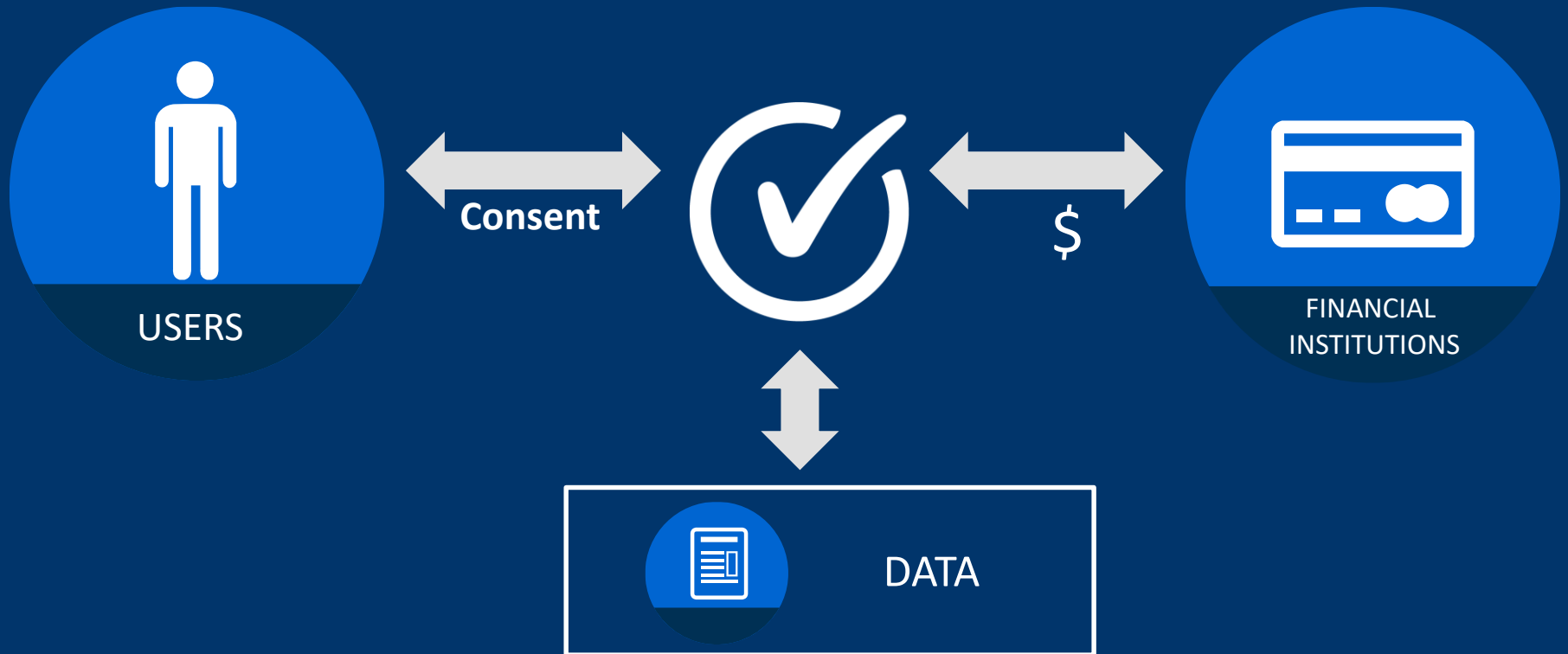


Only 25% of the population in Chile have access to credit in a Bank

- Don't know/understand their financial situation
- Need help to understand financial institutions and their products
- Need to prove creditworthiness

- Not enough information to take sound decisions
- Old expensive manual / paper processes
- This results in high costs that don't allow banks to attend the lower segments of the population

DESTACAME'S MODEL PUT THE PERSON IN THE COCKPIT, WHERE INFORMATION FLOWS THROUGH THE PLATFORM



Traditional Data

- Credit Bureau
- National ID Bureau
- Income /Banking data

Alternative Data

- Utility Bills / Score
- Geo-Demographic data

Platform Data

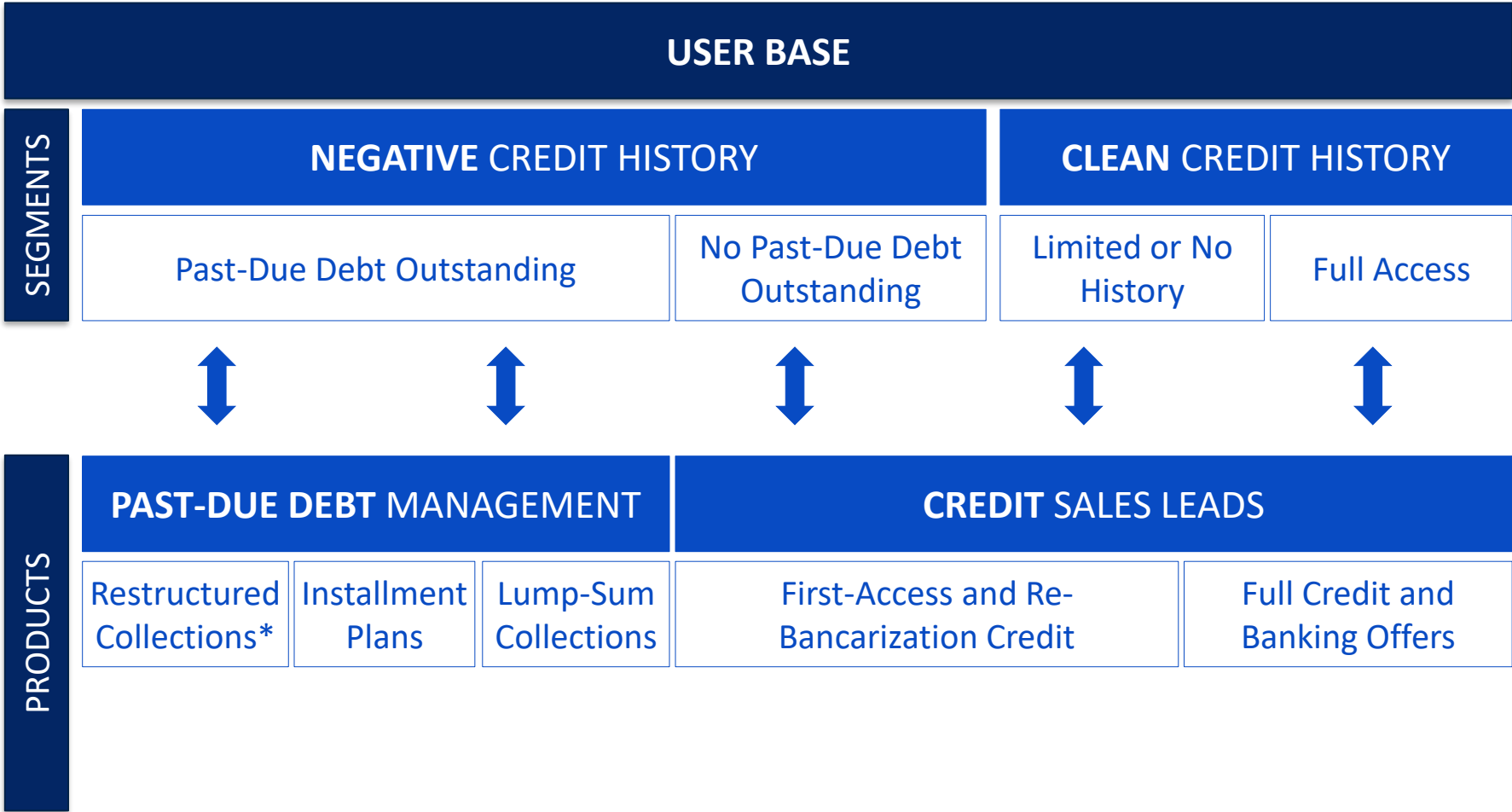
- Transactions
- Interests
- Behaviour

DESTACAME'S VALUE PROPOSITION GOES ACROSS THE ENTIRE CUSTOMER SPECTRUM

| USER BASE | | | | |
|-----------|---------------------------|------------------------------|-----------------------|-------------|
| SEGMENTS | NEGATIVE CREDIT HISTORY | | CLEAN CREDIT HISTORY | |
| | Past-Due Debt Outstanding | No Past-Due Debt Outstanding | Limited or No History | Full Access |

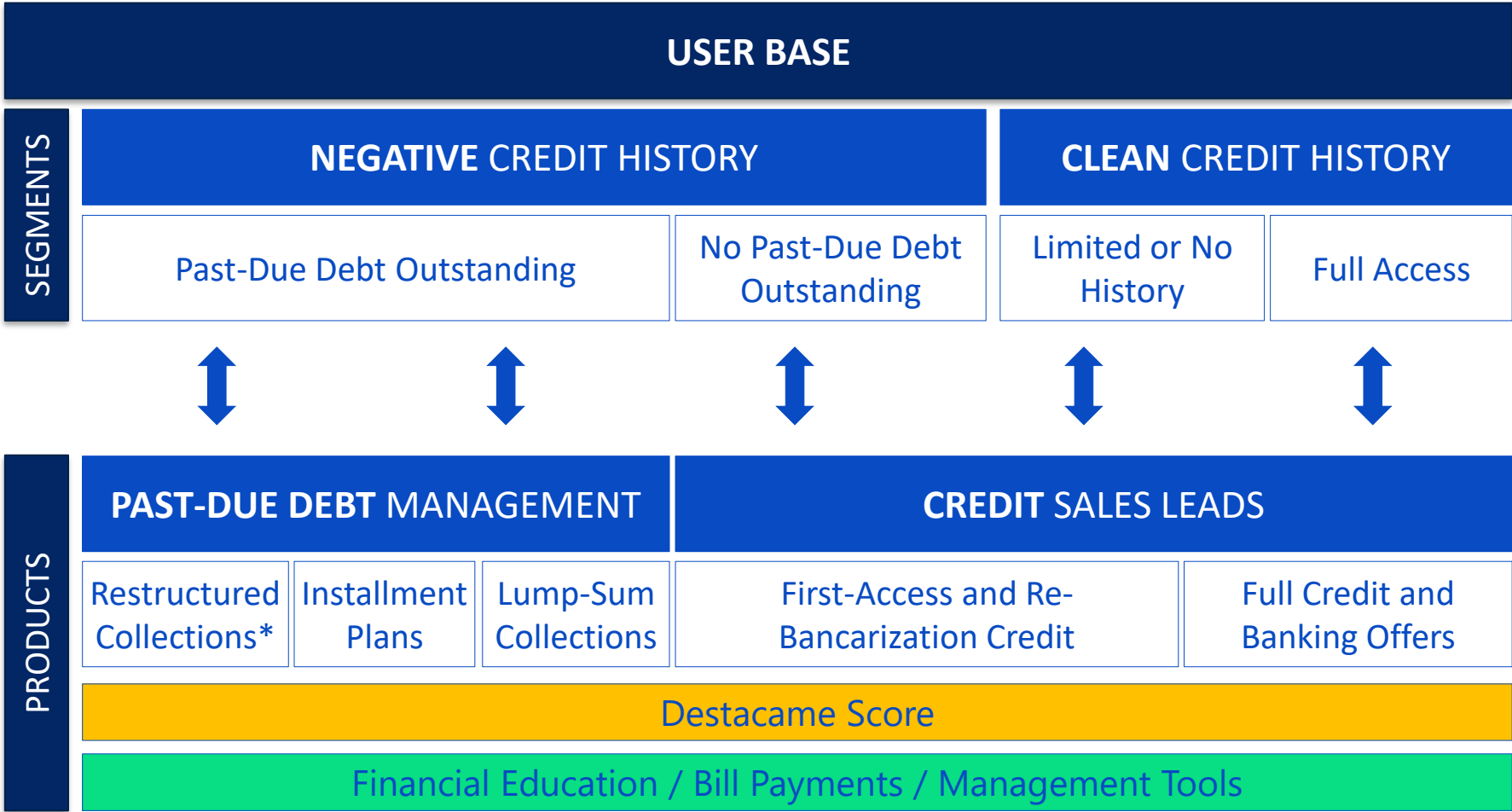
* Being developed or piloted

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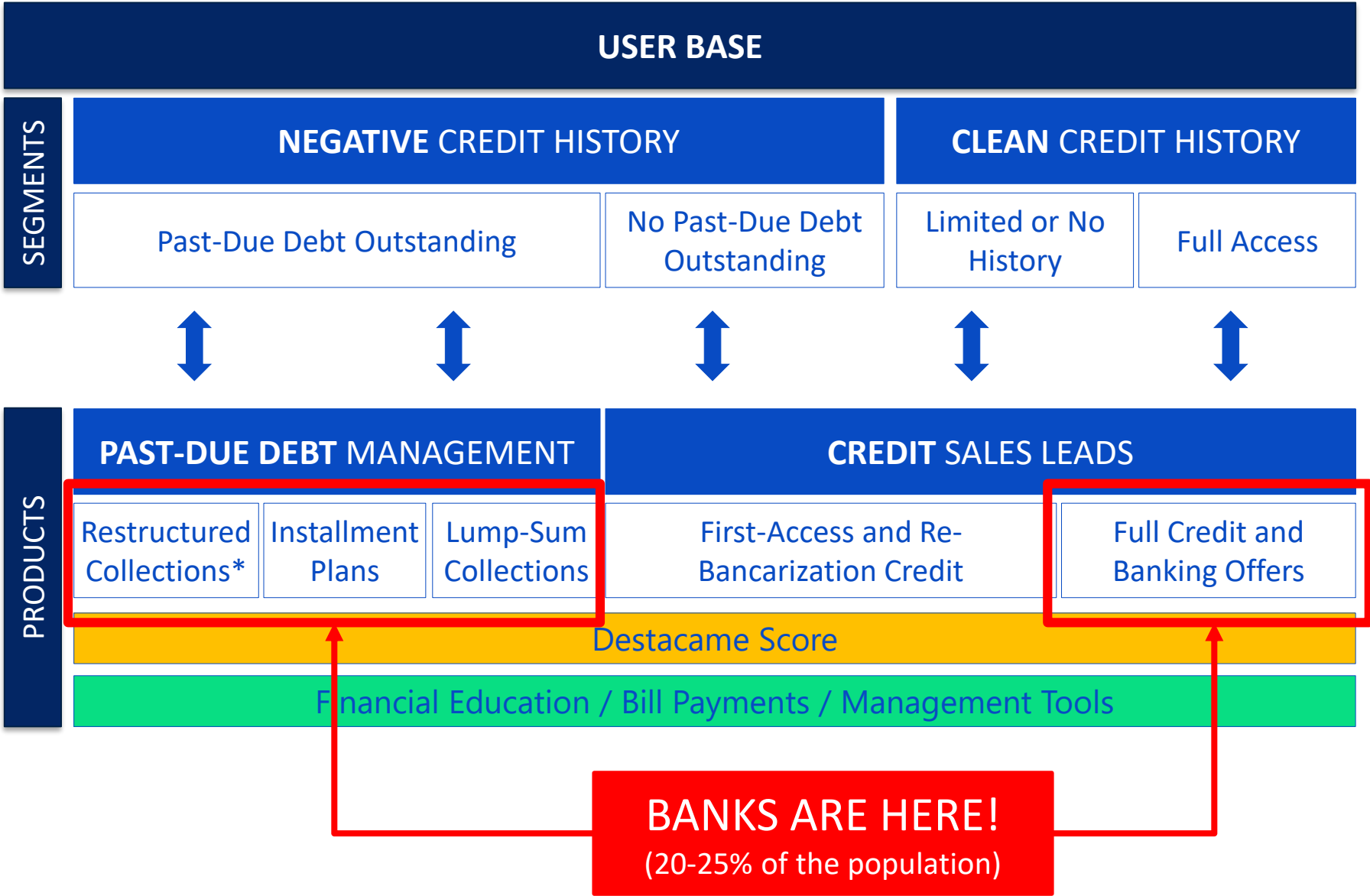
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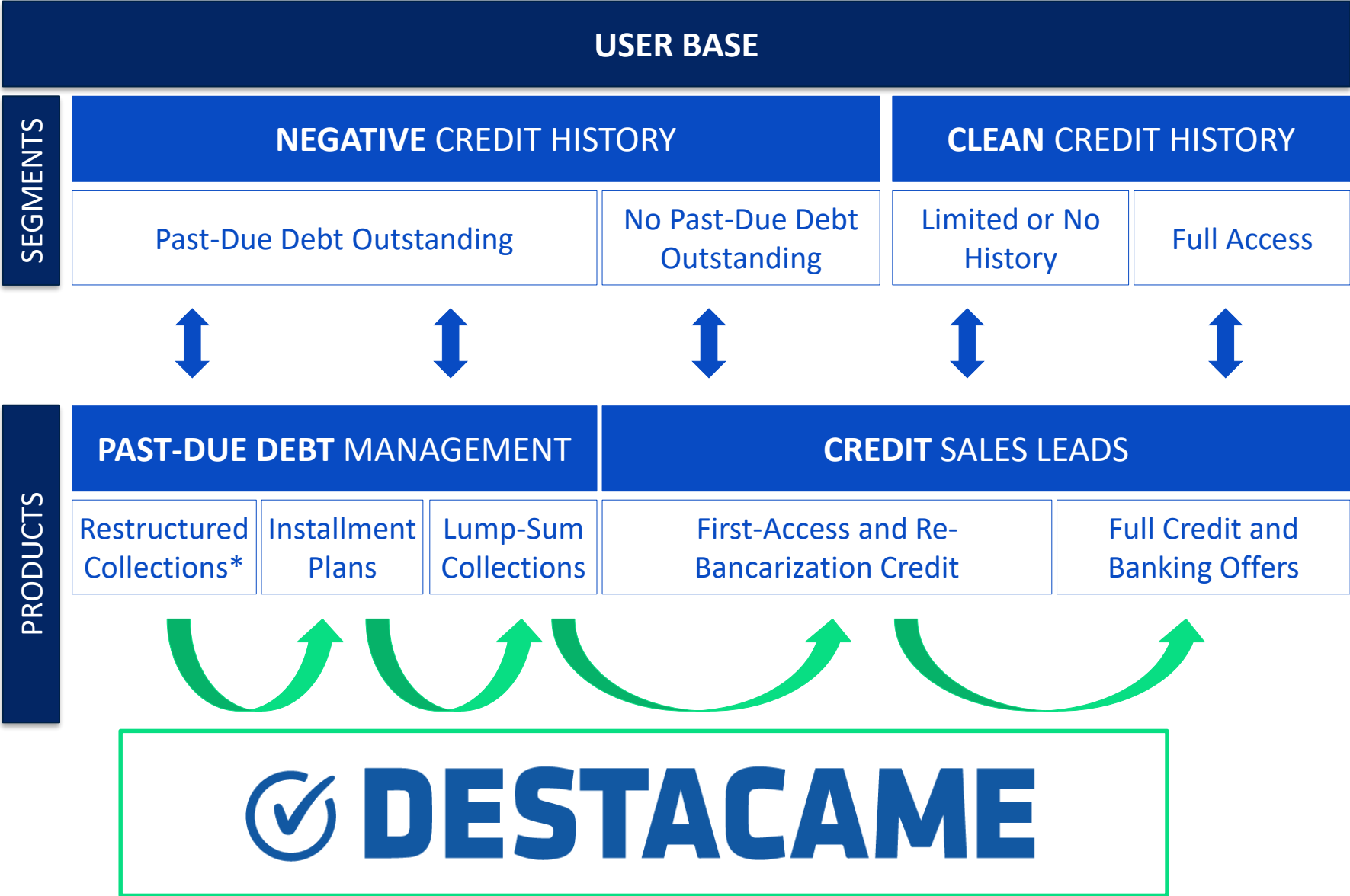
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DESTACAME'S VALUE PROPOSITION GOES ACROSS THE ENTIRE CUSTOMER SPECTRUM



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WE WANT TO TRULY HELP PEOPLE TO IMPROVE THEIR ACCESS TO THE FINANCIAL SYSTEM



* Being developed or piloted

HOW ARE WE DOING IT?

WHAT HAVE WE DONE SO FAR IN EACH STAGE

USER BASE

PRODUCTS

PAST-DUE DEBT MANAGEMENT

Restructured Collections*

Installation Plans

Lump-Sum Collections

CREDIT SALES LEADS

First-Access and Re-Bancarization Credit

Full Credit and Banking Offers

The screenshot shows the Destacame website interface. At the top, there's a navigation bar with the company name and user information. Below that, a main header area contains a large orange banner with a warning icon and the text '¡Oops!' followed by 'Según la información que hemos obtenido, tienes deudas morosas o documentos protestados.' Below this, there's a 'Resumen Salud Financiera' section with a warning icon, '10 Impagos', '4 Entidades', '\$ 3.534.574 Monto total reportado', and '02-01-2013 Último Impago'. A table titled 'Detalle Salud Financiera' lists various entities and their debt status:

| Entidad | Protestos | En mora | Total Impagos | Total monto reportado | Acciones |
|------------------|-----------|---------|---------------|-----------------------|------------------|
| TC SALCOBRAND | 0 | 1 | 1 | \$ 255.635 | Reservar, Borrar |
| BANCO DE CHILE | 7 | 0 | 7 | \$ 2.280.125 | Reservar, Borrar |
| TARJETA CENCOSUD | 0 | 1 | 1 | \$ 518.344 | Reservar, Borrar |
| RIPLEY CAR | 1 | 0 | 1 | \$ 960.470 | Reservar, Borrar |

At the bottom, there's a green button that says '¡Animo! ¡Al limpiar tus reportes comerciales vas a poder acceder a increíbles ofertas!' and a 'Conocer ofertas' link.

Understand willingness to re-pay

- US\$500MM+ in past-due debt
- People don't easily know their past due debt, and its confusing and time consuming to re-pay
- Destacame offers discounts helping users to pay their past due debts online

Lower information asymmetries promote better collections

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| PRODUCTS | PAST-DUE DEBT MANAGEMENT | | | CREDIT SALES LEADS | |
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YO PAGO
Margarita Olivares / Coordinadora - Maipú

DESTACAME.cl Requisitos para solicitar oferta: **Crédito Consumo**
Beneficios por buen puntaje ✓
Tu crédito en 1 día!

Detalles de la oferta

Descripción

Confiamos en los buenos pagadores y en su capacidad de surgir!!

¿Por qué?
Sabemos que no siempre las instituciones bancarias nos toman en cuenta, muchas veces por no tener historial crediticio. Para romper este obstáculo, Destacame quiere ofrecer un **crédito con el fin de iniciar o mejorar tu historial financiero.**

CRÉDITO DE BANCARIZACIÓN DESTÁCAME

¡Te ayudamos a empezar!
Inicia tu historial crediticio y demuestra lo buen pagador que eres.

Pídelo, firma el contrato y en 1 día tendrás el dinero a tu disposición

PILOT:

- 150 loans | ~US\$250 @ 6 months
- 75% individuals | 25% MSMEs



1st approving loans 100% online!

- Decision making on the spot
- Transfer < 24 hrs

75%+ will succeed



BancoEstado®



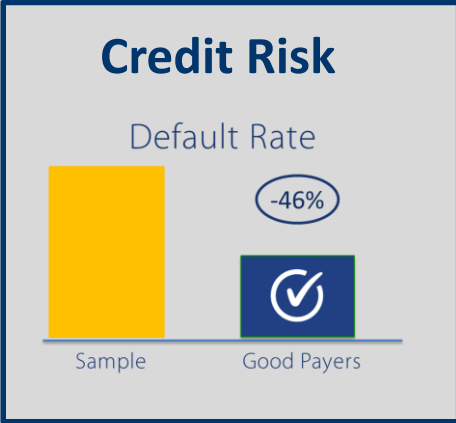
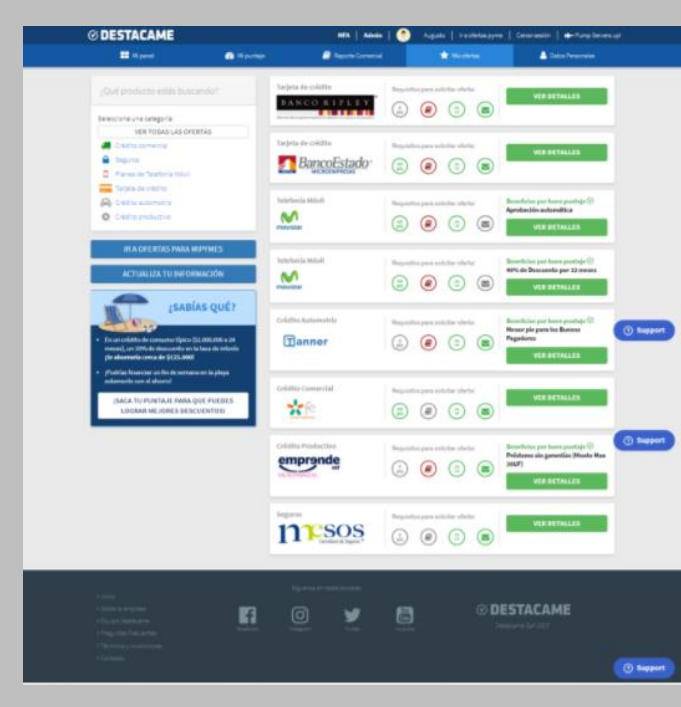
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Key elements to promote Financial Inclusion with Fintech

1

**INCENTIVIZE USES OF MORE
AND NEW INFORMATION
SOURCES**

2

**ALLOW TO TEST NEW BUSINESS
AND OPERATIONAL MODELS**

1

Incentivize uses of more and new information sources



ACCESS

- Empower people to own this big asset
- Identity “e-recognition” tools
- Set basic mechanisms to enable access
 - Start with Gov. agencies (i.e.: SBIF)
 - API’s from IF’s (i.e.: MX Regulation)



USES

- Incentivize diversity in data sources to promote the change in FI’s
 - Role of Government and MLB’s



ENFORCEMENT

- Ensure people can access to their own information
- Current lack of tools/ resources make this effort complex



ADAPTABILITY

- Ensure access, uses and enforcement for MSME world

2

Allow to test new business and operational models

Regulatory Sand Boxes

¿Why?

- New technologies need to be tested fast to demonstrate its value
- It gives a secured area of testing
- Financial institutions can move faster with less internal (and external) bureaucracy

Implications

- Fast results (good and bad)
- Known worst case scenario (limited)
- Decreases resistances to change, innovate and improve

- **Results in a cultural change from an environment in which certainty and low tolerance to fail have been the norm**
- **Defines a Regulator that moves from just supervision role to promote progress in the financial system**

TO ENSURE SUCCESS, ALL KEY STAKEHOLDERS NEED TO BE PART OF THE REGULATORY DEFINITION PROCESS





 **DESTACAME**

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