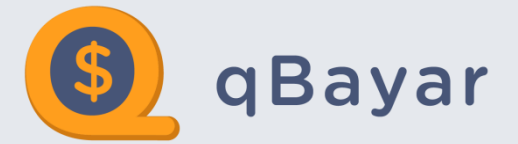


Investment Opportunity: qBayar

Fintech startup seeks seed funding of USD2.5M for 20% equity for business development



COMPANY INFO

- Started in Apr 2018
- Paid up capital of MYR2 million (USD500,000) via founding shareholders
- A e-wallet issuer licensed by the Central Bank of Malaysia (Bank Negara) since Jun 2019
- Specializes in the F&B and Education industry
- Looking for USD2.5M to further develop the business
 - enhance app (new features and functions)
 - remittance license (MYR5million capital requirement)
 - micro-loan license (MYR2 million capital requirement)



STRENGTHS

- Strong management team with relevant domain expertise and proven ability to execute
- Proof Of Concept (within 6 months of launch)
 - Achieved Gross Merchandise Value of USD1million and growing
 - Achieved 24,000 subscribers (with close to zero acquisition cost) and increasing
- Scalable and able to penetrate the regional ASEAN markets (Thailand, Philippines, Vietnam, Indonesia, Myanmar, Nepal)



OPPORTUNITIES

Potential markets:-

- School fees payment estimated at USD12.8 billion per annum and growing
- F&B payments estimated at USD18.7 billion per annum
- Salaries payments (for F&B staff only) estimated at USD2.3 billion per annum
- Remittances estimated to be worth USD10 billion per annum –most of the foreign workers are in the F&B industry
- **TOTAL POTENTIAL MARKET = USD44 billion per annum**
- Strategically positioned to capture a portion of the market share – with strong barriers of entry, and low acquisition costs



FINANCIAL PERFORMANCE / FORECAST

- Currently company is in growth mode and is investing into product development and gaining market share. Anticipate to gain profitability in the near future.
- Anticipated model for profitability
 - 1% transaction fees (credit cards are charging between 1.5% to 2.8%)
 - Remittance service fee (estimated MYR10/transaction)
 - Foreign exchange gains (estimated between 30-100 basis points)