

Strategic vision of the company's development 2020-2023

DESCRIPTION

MPT Pay - Digital banking solution for B2B A single financial ecosystem of banking services for companies, regardless of the country of registration of the business and location of owners. Opening bank accounts for residents and non- residents of the Euro Union built on a unique MPT Pay pre- compliance system. A direct connection to SEPA, SWIFT, a built financial ecosystem for companies.

Our project is built on a "network effect" based on a unit economy with the main indicators Cost of Customer Acquisition + LTV (Life time value) + Payback Period. We managed to find our own "flywheel" of the business model and we continue to make fundamental changes in the financial world.

We develop uniq marketing models to increase the number of business connections, preliminary compliance procedure (to increase the speed of company verification and open a bank account), develop DEPP (Dynamic Escrow Payment Protocol), work on the technology of generating a QR code for payments inside streaming.

COMPETITIVE ADVANTAGE

1. Unique pre-compliance system for business, without uploading or providing a full package of documents.
2. Uploading documents and verification - online, without physical presence.
3. The center of the Bank of Lithuania was allowed to work with clients from medium and high risk groups.
4. Fast decision making on account opening.
5. **DEPP (Dynamic Escrow Payment Protocol)** protocol for replacing escrow and letter of credit for e-commerce and clients in the B2B model. **QR code for payment** without data entry credit card in online stores, payment for receipts and steaming («one scan payment» for EU/ non EU customers - Youtube, Twitch, Vimeo, gaming, streaming, and payment at a distance of 1 meter from the merchant, for street vendors.

KEY FACTS

Founded

2018

Money Raised Money Raised (USD)

2 000,000 - KIWI Tech

(<https://www.uktechnews.info/2020/11/27/mpt-pay-secures-1-5-million-seed-follow-on-investment-from-kiwi-tech/>)

Company valuation

12 000 0000 (USD)

Country

Vilnius, United Kingdom

VISION

We are projecting several possible development scenarios for the next 12-36 months:

Round of 750,000 euro projection (Companies life cycle for next 6-12 month)

- Sub EMI License from our partner, EMI licence holder + Small EMI in UK (ready).

Registration for two separate companies in England and Lithuania, which are part of the same holding (ready).

- Connect new UI/UIX, compliance process automatisation, transaction acquiring systems using debit cards - we are negotiating with leading global operators, the stage of signing a contract and agreeing on internal commissions.
- Begin the process of obtaining your own EMI license in the Central Bank of Lithuania. Deposit (minimum) 350,000 euros, lawyers 50,000 euros.
- Clients growth plan: An increase of the business clients up to 50 corporate clients per month (total increase of leads and requests will rise up to 200 business clients per month). Our projected clients growth is x2 per month. Planned marketing and sales price for 4-6 months - 50, 000 euros (marketing creation, channels and sales).
- Opening own correspondent accounts in banks: Asia, USA, Canada, Australia. The term is up to 12 months months, approval has been received, they have moved to the compliance stage.
- Change user interfaces and mobile app development. The contract is signed, work has begun, the period is 80 days. The process is not fully paid.
- EMI Team onboarding. 6-10 people orientation costs per month is 30 000 euros. We make a presumption, that in next 6-8 months we will be able to cover salary expenses from MRR. We plan to pay 50% of the salary fund with the received revenues from existing and new customers, 50% - with a gradual decrease to 0% within 6-8 months from attracted financing.
- Legal expenses: agreements with investors, option agreements with management team, agreements and contracts review with partners and legal consulting.

2 000 000 euros (What needs to be done in 12-24 months:)

- Obtain your own EMI license.
- Bank core
- Develop an API and transfer to banks and partners for integration.
- Complete development and testing of DEPP. QR payment tech code (Pay&Go)
- Connect large corporate clients

3 000 000 euros (What needs to be done in 12 -36 months:)

- DEPP, QR payment tech code (Pay&Go)
- Principal membership in Visa and Mastercard.
- Opening bank accounts for private users
- Acquiring without intermediaries
- Issue of debit cards, electronic cards
- The use of artificial intelligence to determine the needs of the user from a certain point in time.
- Partnership with banks and financial institutions for granting loans, opening microcredit markets for 30-60 days.

NUMBERS CAP TABLE

Misc Inputs and Outputs					
Effective Pre-Money	\$8 200 000	Share Price	820,000000 \$		
Pre-Money	\$10 000 000	Post-Money Pool	15 %		
Post-Money	\$12 000 000	Debt Discount	0 %		
Series Seed Cap Table					
	Investment	Shares	Ownership		
Series Seed Investor (KIWI Tech)	\$2 000 000	2439	16,67 %		
Total Series Seed	\$2 000 000	2439	16,67 %		
Lender 1	\$0	0	0,00 %		
Total Seed Debt	\$0	0	0,00 %		
Common Stock and Pre-Money Options		10 000	68,33 %		
Post-Money Options		2195	15,00 %		
Total	\$2 000 000	14 634	100,00 %		
Summary					

	Pre-Money	Post-Money	Share Value	Exit Value	
Founders	93,00 %	63,55 %	7 626 000 \$	30 504 000 \$	
Preferred	0,00 %	16,67 %	2 000 000 \$	8 000 000 \$	
All Options	7,00 %	19,78 %	2 374 000 \$	9 496 000 \$	
Total	100,00 %	100,00 %	12 000 000 \$	48 000 000 \$	

Common Stock and Pre-Money Options (MPT Pay Ltd)				
	Shares	Post-Money	Share Value	Exit Value
Common Stock				
Founders	9300	63,55 %	7 626 000 \$	30 504 000 \$
Total Common	9300	63,55 %	7 626 000 \$	30 504 000 \$
Pre-Money Options				
Employee	200	1,37 %	164 000 \$	656 000 \$
Employee	100	0,68 %	82 000 \$	328 000 \$
Employee	100	0,68 %	82 000 \$	328 000 \$
Employee	100	0,68 %	82 000 \$	328 000 \$
Employee	200	1,37 %	164 000 \$	656 000 \$
Total Options	700	4,78 %	574 000 \$	2 296 000 \$
Common Stock and Pre-Money Options	10 000	68,33 %	8 200 000 \$	32 800 000 \$