



Finance Club Ltd (FinClub) is the first FinTech start-up to secure a full-fledged license from the Financial Services Commission (the Non-Banking Financial Services regulator in Mauritius) to operate a Peer to Peer (P2P) Lending Platform in Mauritius and globally. Through its online Peer to Peer Lending platform, FinClub.mu, connects borrowers looking for loans directly with investors (Lenders) who are willing to lend them the money against consistent and solid monthly returns in the form of interests.

THE PAIN

Numerous studies and desk research conducted by FinClub, revealed that half of the Mauritian workforce earns less than MUR 32,000, and a significant proportion is employed or self-employed in informal or Micro, Small & Medium Enterprises (MSMEs). In addition, access to credit for informal entrepreneurs and SMEs is limited, especially during these unprecedented times, where finance is critical for the survival of these businesses. As a result, many are becoming underbanked or unbanked and have very limited access to credits because:

- i. banks do not offer loan facilities of less than MUR 50,000, which is within their repayment capacity.
- ii. traditional credit facilities are offered for long periods, typically more than 12 months and borrowers have to cope with the financial stress for years.
- iii. in cases where these loans are provided, the interest rates are generally high, ranging from 12% p.a. (unsecured), 15% p.a. (hire purchase) to 24% p.a. (credit cards), and
- iv. the loan application is a tedious process for the applicant is still required to recurrently visit a traditional brick & mortar branch, and be physical present for identity verification purposes, and original documents validation.

The situation is worst in African countries, where 90% of the employment stems from the informal and SME business sectors.

By contrast, investments of less than MUR 50,000 on saving accounts, yields 0.25%, making the saving-borrowing gap enormous, typically MORE THAN 50 TIMES (not 50%). With the concern of inflation and stock volatility, investors are turning to alternative investments with lower transaction costs.

THE SOLUTION

FinClub is developing an inclusive Digital Financial Services (DFS) ecosystem and in September 2021, kicked off the endeavour by launching a **state-of-the art Peer-to-Peer (P2P) Lending Platform**, matching Lenders directly with Borrowers. The Platform, FinClub.mu, **enables Lenders to invest in loans and earn higher interest rates based on their risk appetites**, and **offers Borrowers with simplified and competitive credit solutions to improve their livelihood or accelerate business growth.**

Benefits:

Borrower	Lender
Unsecured Personal as low as MUR 20,000 (£371)	No middleman- Earning higher returns compared to traditional investment instruments
Affordable loans at competitive interest rates	Investment portfolio diversification
Improved accessibility and convenience through a simplified online application process	Generate Passive Income
No hidden fees	Short term investments with regular monthly income
Quick loan approvals through automation	Free and easy to use dashboard offering a 360 degree of investments
Short term loans reducing the financial strain	Feel good factor by funding loans and making a real difference in someone's life

While developing its strategy to successfully reach the targeted consumers, including African markets, FinClub has methodically considered, analysed and factored in the following success factors, namely:

- i. a product differentiation strategy to complement current offerings of Financial Institutions and/ or to adapt, more competitively to existing financial products and loans offerings,
- ii. develop an automated, expandable, scalable and AI/ML-driven P2P lending platform, especially in key areas such as customer due diligence, underwriting and advanced automation (KYC / CFT checks, AML due diligence, creditworthiness of the customer, etc.)
- iii. increasing user engagement by conveniently providing a seamless customer experience, and
- iv. optimise the matching of inclusive borrowers with lenders to drive competitive credit solutions.

The borrower saves significant time and money by applying for a loan with us, and investors earn higher interest rates by funding the loans directly rather than through traditional instruments such as savings accounts, term deposits, or bonds.

Invest Now!

LEND & EARN UP TO 12.05%

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