



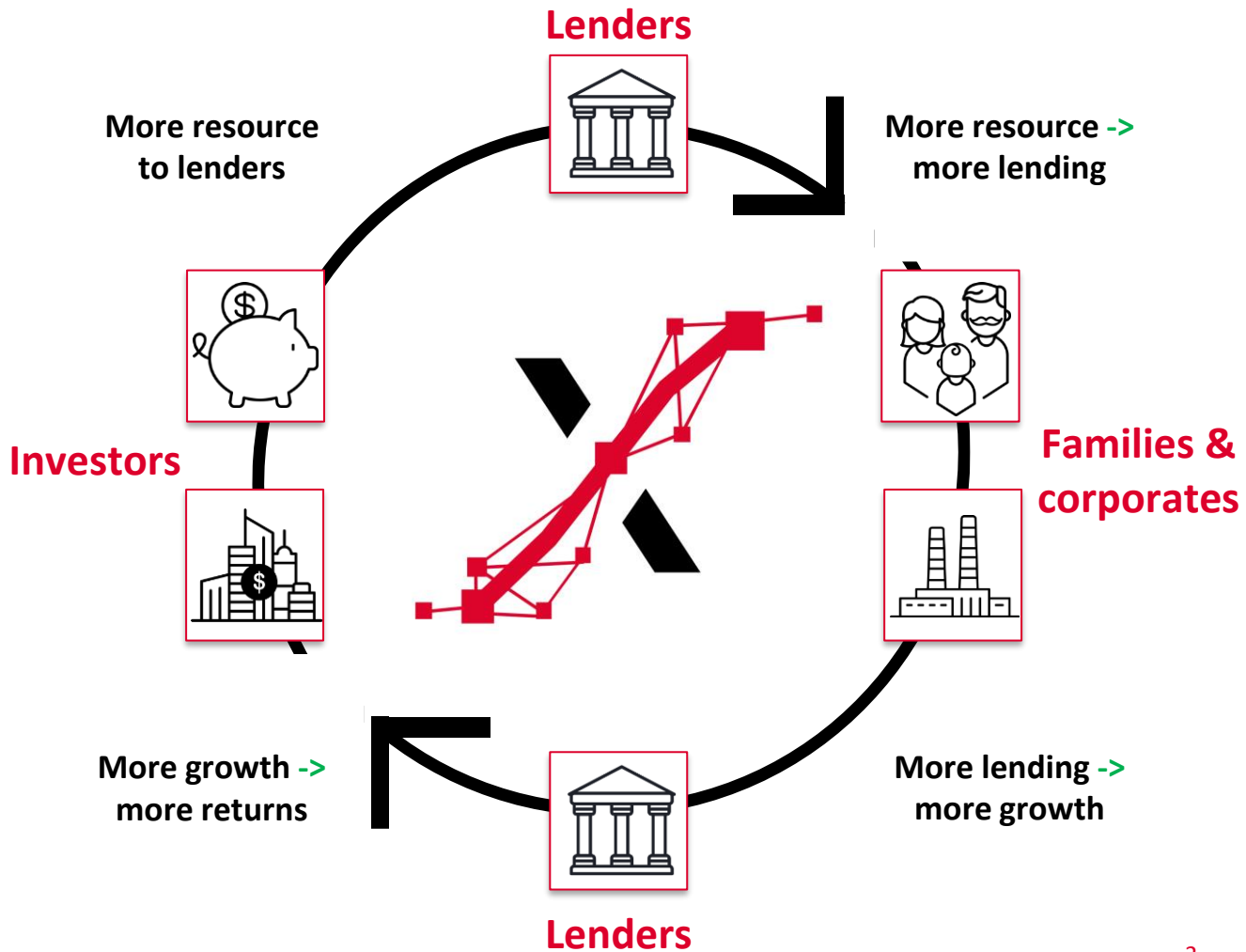
# LOAN CHAIN

---

*Enabling Lending in an Ecosystem World*

# Our Vision ...

Enabling a *circular lending ecosystem* where investors and lenders cooperate to finance and support the real economy



... to solve the problems of a malfunctioning loan market ...

## Governments & Regulators

**Concern about credit crunches**

*-> strong support for new lending models*



**Lenders**

**Capital & Liquidity constraints**

*-> € 400bn loans lacking in EU even  
before the current crisis*



**Investors**

**Few investible alternative assets**

*-> € 300bn dry powder in private debt*

... as confirmed by all the actors

## Governments & Regulators

It is **no longer possible to count only on banks** to take risks **to finance growth**. **New channels are needed and must be sought after** in an international contest of **abundance of capital looking for interesting returns**.  
*Ministry of Development, Italy*



### Lenders

Since the end of 2018 we are leveraging the model “originate to share”: this model **avoids risk concentration** and enable operations with greater standing while maintaining cost under control [...]. **We can increase the total asset turnover thanks to a greater capital and liquidity efficiency**, allowing to **execute new operations**.

*Intesa Sanpaolo*



### Investors

Private debt is moving into the mainstream [...] however [...] too much capital chases too few deals. [...] Santander AM’s private debt unit, which benefits from access to its parent bank’s origination pipeline, has been approached by groups that are struggling to find deals by themselves.

*Financial Times*

# Our Solution ...

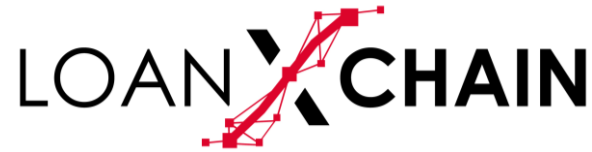
is

connects

industrialises

answers

enriches



the first **digital and multilateral secondary loan marketplace**

lenders and institutional investors providing a new digital channel to source and purchase/ sale loans

**originate-to-distribute/ originate-to-share lending models and investment in loans\***

market needs increasing **liquidity, transparency, speed and participation**

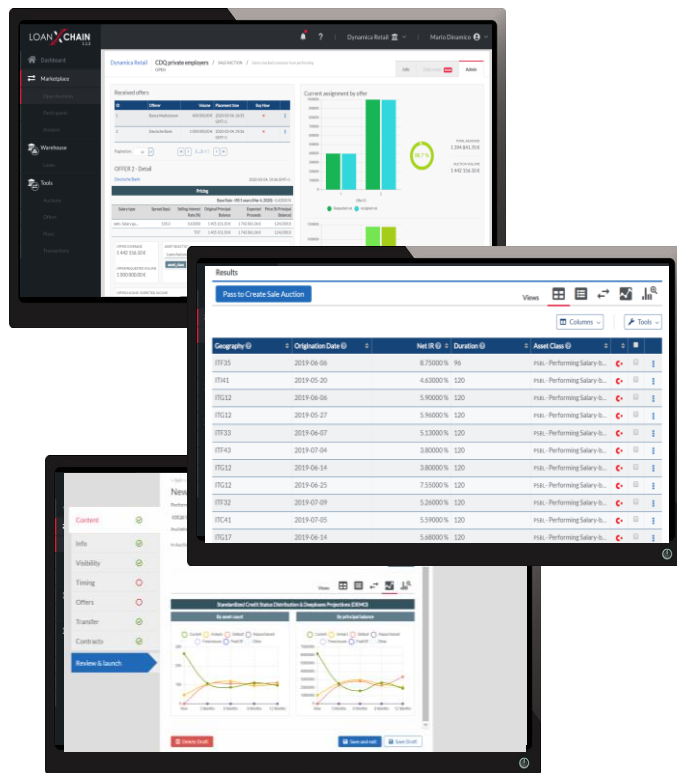
the marketplace with an entire **ecosystem of value-added services** powered by **blockchain, AI and API**

... an open platform based on Corda DLT ...

**B2B platform available  
as a service or on  
premise**

**Architecture open and  
easy to integrate even  
for small players**

**Platform compatible  
with ABILabChain  
infrastructure**



Designed for the financial  
system

Global ecosystem of solutions

Permissioned

**ABILabChain  
Infrastructure**

Corda DLT infrastructure of  
the Italian banking system

... with three components of high values for users ...

## Marketplace ->

to buy and sell loans easily,  
managing the entire  
process

- Reduction of transaction time and cost
- Autonomy and easiness to set-up, launch and manage sale and purchase auctions and processes
- Dynamic management of loan portfolios

## Warehouse ->

to digitally manage your  
loan portfolio

- Digital monitoring of loans, both purchased and uploaded on platform
- Access to high value data enrichment (e.g., credit scoring, ESG scoring, ...)
- Benchmarking of loan portfolio with marketplace data

## Platform & VAS ->

to record and track loans  
on DLT and easily access  
value-added services

- Industrialised securitisation
- Credit scoring
- Digitisation of workflows

... to beat traditional solutions on any metric



## Market-level benefits

**Transparency**  
*standardised data*

**Liquidity**  
*concentration of trades*

**Inclusivity**  
*easy access for small player*



## Transaction-level benefits

**Speed**  
*from months to weeks*

**Cost**  
*from 3% to 0.15%*

**Openness**  
*VAS\* just one click away*



# Huge target market ...

Estimate

WHERE

TARGET  
MARKET

WHEN

Initial market



€ 100bn loans traded  
€ 300mln fees

2021 - 2023

Scale up



€ 1.2trn loans traded  
€ 3.8bn fees

From 2024

## ... and many new initiatives and opportunities

### SME funding gap



- € 400bn EU funding gap
- € 300bn private debt dry powder

### Institutionals pouring money in private debt











# ... and strong differentiation of product and geography

No blockchain/ DLT infrastructure

No access to value-added services ecosystem

Limited flexibility in loan transfer method (only securitisation)

Clear white space in Italy and southern Europe

	Blockchain/ DLT	Value-added service ecosystem	Direct sale & securitisation	European ambition
	Same feature	Same feature	Same feature	Limited comparability
	Different feature	Different feature	Only securitisation	Starting in Nordics/ Germany
	Different feature	Different feature	Same feature	Italy – NPL
	Different feature	Different feature	Only securitisation	Starting in Nordics/ Germany
	Different feature	Different feature	Different feature	Mainly NPL
	Different feature	Different feature	Same feature	Mainly US
	Different feature	Different feature	Only data Warehouse	Same feature
	Different feature	Different feature	Different feature	Starting in UK

Same feature

Limited comparability

Different feature

# Defined pricing scheme with incentives at launch

Marketplace access ->

**set-up fee:** una tantum for each technical form

**access fee:** from 5k to 25k\* (annual)

Transaction ->

**transaction fee:** 0.15% of selling price\*\*

Monitoring ->

**included in access fee**

Value-added services ->

**pay per use**

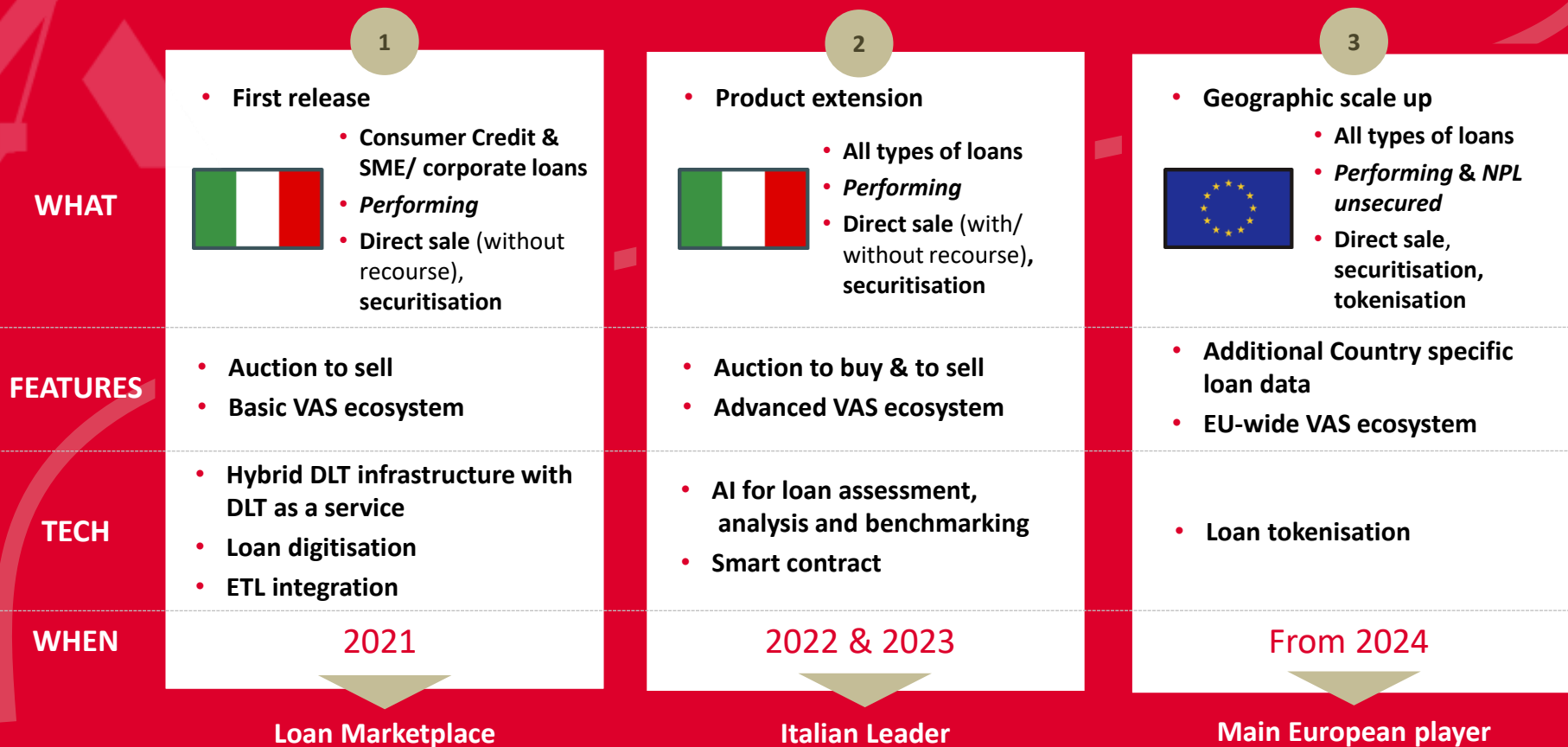
## Incentives at launch (2021):

- set-up fee € 0 (for buyers using securitisation VAS)
- access fee € 0 (for buyers and sellers)

**Securitisation VAS has price incentive at launch (2021)**

\* Growing with the increase in value provided by LXC VAS; \*\* paid by the auctioneer

# Clear and ambitious roadmap



# Go to market strategy

## Target sellers



Institutions with burning need to dispose  
loans due to limited capital and liquidity

Specialized lenders

Challenger banks

Small/ regional banks

Fintech lenders

## Target buyers



Institutions with burning need to invest  
their great availability of funds

Insurance companies

Credit funds

Global banks

Family offices

## Acquisition channels



sellers & buyers

Founders &  
network of  
advisors

ABI Lab

AIFI  
Associazione Italiana del Private Equity,  
Venture Capital e Private Debt

ASSOLOMBARDA  
LE VILLAGE  
Coopérer pour innover



sellers & buyers

r3.

F10

F10 FINTECH  
INCUBATOR &  
ACCELERATOR

ITCA  
ITALIAN TRADE AGENCY

# Activities for market launch

## Operation in progress ->

### In progress

- **Consumer loan sale transaction\***
- **SME loan sale transaction\***

### In standby

- Invoice discounting with corporate
- Invoice discounting with IT service centre

## Activities to generate awareness and start interactions ->

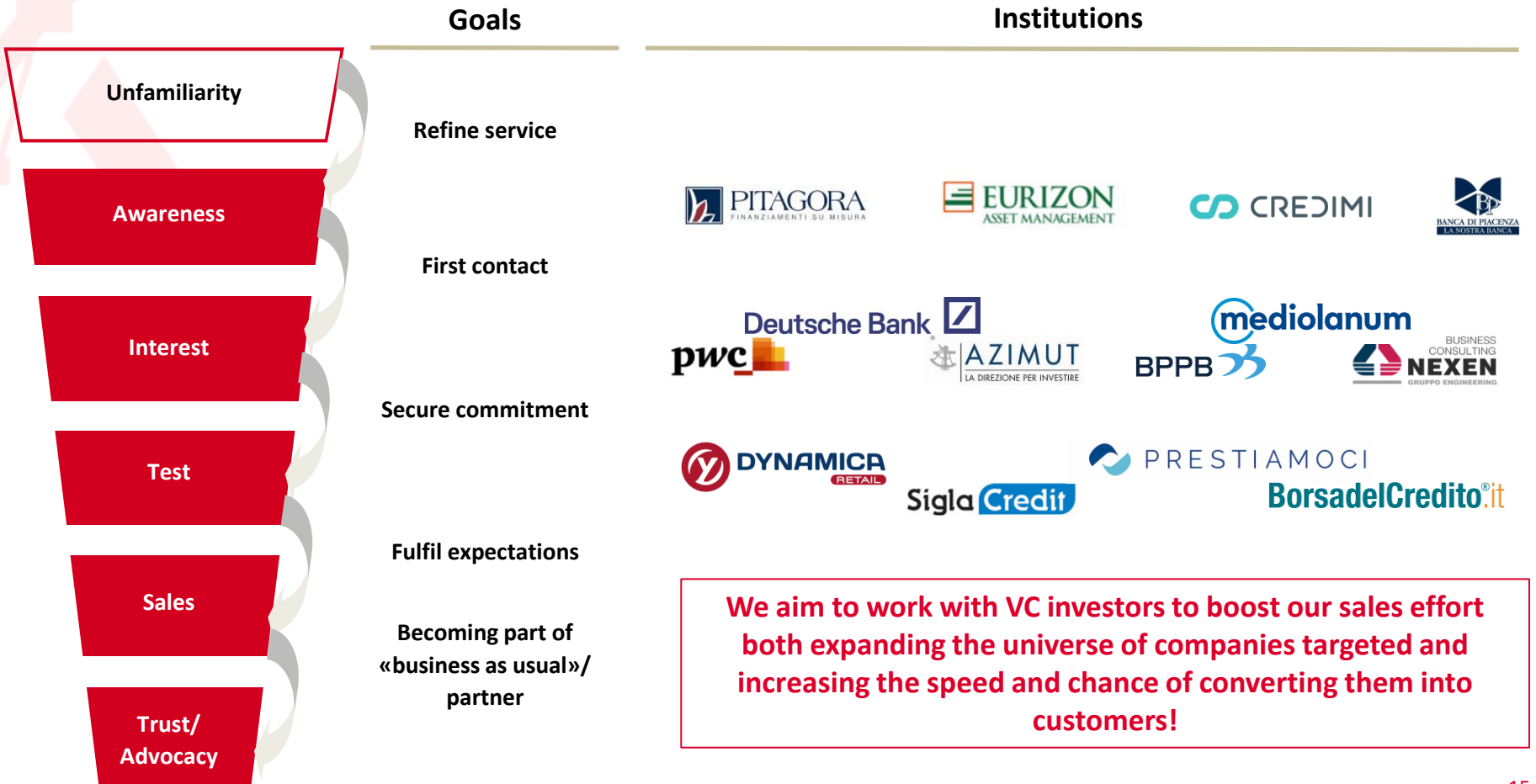
### Business

- Showcase and one-to-one with R3 partners
- One-to-one with F10 corporate members
- Workshop and Pilot transaction at Le Village
- ABI event on Capital Markets & DLT
- CordaCon 2020
- Roadshow with ICE in Tokyo 2019 and London 2021

### Tech & Services

- CordaCon 2020
- Relation with:
  - Cerved
  - Cetif
  - Mode Finance
  - Osservatorio Politecnico
  - SIA
  - SIX
  - Trusted Smart Contract Association

# Sample of sales funnel\*



**We aim to work with VC investors to boost our sales effort both expanding the universe of companies targeted and increasing the speed and chance of converting them into customers!**

\* For each phase we highlighted the main institutions. To “refine service” we met tens of international and Italian financial institutions

# Strong ecosystem of development partners

## Financial institutions

Deutsche Bank 





## Tech





## Legal & Acceleration

 F10 FINTECH  
INCUBATOR &  
ACCELERATOR

  
Coopérer pour innover  
by 



  
STUDIO LEGALE





# The perfect team: experience and diversity



**Maura Rossetti**  
*Co-founder & Executive  
Chairman*



**Mattia D'Alessandra**  
*Co-founder & CEO*



**Maurizio Bertoldi**  
*Chief Technology Officer*



**Riccardo Mazzei**  
*Lead Architect and  
Developer*



**Marco De Zio**  
*Developer*



**Damiano Enerli**  
*Developer*



**Riccardo Tambara**  
*Business Analyst*

- **Strong experience in credit and tech**
- **Diversity as core value**
- **2 successful entrepreneurs**



## LoanXchain.com



**Maura Rossetti**

+39 348 9997208

[maura.rossetti@loanxchain.com](mailto:maura.rossetti@loanxchain.com)

**Mattia D'Alessandra**

+39 349 3307919

[mattia.dalessandra@loanxchain.com](mailto:mattia.dalessandra@loanxchain.com)





# APPENDIX

# Main achievements: 2021

**Forbes ITALIA**

## 100 NUMBER ONE

### L'ITALIA DEI GIOVANI LEADER DEL FUTURO 2021

<b>ENTERTAINMENT</b> *LUDOVICA BIZZAGLIA *MATELA DE ANGELIS *LUDOVICA MARTINO *LUDOVICA PAGANI *LORENZO ZURZOLO	<b>VENTURE CAPITAL</b> *RICCARDO ANGIOLI *ROBERTO SFOGLIETTA *LORENZO CASTELLI *ALESSANDRO PETRICH *FRANCESCO ZAMBELLI *ANDREA ZORZETTO	<b>SOCIAL IMPACT</b> *ADRIANA BIANCO *GIORGIO CIRÓN *ANDREA EVANGELISTA *CHIARA RENE *MARIA GARRONE *FEDERICA GASBARRO	<b>ENTERPRISE TECHNOLOGY</b> *ENRICO BERTINO *GIANLUCA MARUZZELLA *ANDREA TANGREDI *FELICE BIANCHI *FEDERICO DIUBINI *GIUSEPPE BERRIO *MATTEO GIOVANNETTI
<b>SPORT</b> *NICOLÒ BARELLA *MARTA BASINO *KIARA FONTANESI *LARISSA IAPICHINO *BENEDETTA PILATO	<b>GAMES</b> *DIEGO HICHAM AZZI *FORTUNA "MEL KOW" IMPERATORE *MATTEO MARZORATI *MASSIMILIANO ROSSI *ZHIGJIANO "SHADOW" ZHAO	<b>E-COMMERCE</b> *ALBERTO GIACOBBAZZI *MIRCO LAGANA *MARCO PEREGO *ANGELO SOLLO *IRIS SKRAMI	<b>FOOD &amp; DRINK</b> *PAOLO GRIFFA *NICOLÒ LENOCI *FEDERICO MORREI *MARCO MORRONE *MARIANNA PALLELLA *PIETRO RUFFONI
<b>MEDIA</b> *GIANLUCA DALUSO *FEDERICO ORAZIANI *MARTINA MACCHERONE *VIRGINIA STAGNI *AMELIA TOMASCOCCIO	<b>ART &amp; STYLE</b> *MANUEL BIFARI *ALESSANDRA CAMILLA *MUSTACCHI *PASQUALE D'AVINO *MATTIA FERRARI *DOMITILLA RAPISARDA	<b>FINANCE</b> *FEDERICO NICOLETTI *MATTIA D'ALESSANDRA *ILIASSE DE LOSO *FRANCESCA FOSSELLI *DONATO RUBERTO	<b>SOCIAL MEDIA</b> *CECILIA CANTARANO *TONINO CALABRUSA *NORMA CERLETTI *CARLOTTA PEREGO *CAROLINA SANSONI *LUDOVICA TOFANELLI
<b>CONSUMER TECHNOLOGY</b> *ANDREA CAROLLO *MARCO GIARMOLI *ANDREA FERRERO *ALEXANDRU STEFAN GHEBAN *DANIELE RINALDI *DANIELE RAIMONDO *ANDREA DEGLI INNOCENTI *FRANCESCO MARTINI *RICCARDO MATTEONI *ANDREA PRINZIVELLI *SAVERIO MIRTO *ANGELICA FERRETTI *RICCARDO GUARDI *GIULIANO VITA	<b>MANUFACTURING INDUSTRY</b> *MARCO BIRAL *GIAMPIERO GIUNTA *ANDREA MECACCI *ANDREA BUSNELLI *GIACOMO TOMMASO *CHINELLATO *DOMENICO CAGLIARDI *COSIMO MARIA PALOPOLI	<b>REAL ESTATE</b> *GIANLUCA ABATE *MAURIZIO CAMPFA *THOMAS PULLIN *FRANCESCO BRACOTTI *ELISA COLOMBO *DANIELA DI STEFANO *CARLO PAUTRIE	<b>MARKETING &amp; ADVERTISING</b> *CHIARA BACILIERI *FEDERICO DALPOZZO *MARCO MARINO *FEDERICA PASINI *FRANCESCO JACCOPO VALERI
<b>MUSIC</b> *GAIA GOZZI *MADAME *CHRIS NOLAN *ENRICO SAVERIO PAGANO *THA SUPREME	<b>ENERGY</b> *ANTONIO ANDREACCHIO *LUCA DALL'ARA *MICHELE FRANCISCHETTI *MARCO MOSTARINI *MATTIA TIGHEZZA *LORENZO TARINI *ANDREA BERNARDELLI *FRANCESCA BONA *MATTIA CRESTINI *DONATO PIANGIVINO	<b>RETAIL</b> *EDUARDO DI LELLA *MARIO SIOGLI *GABRIELE FERRIERI *LORIS GAI *GIULIA LAPERTOSA *ELISA PISCITELLI *MARIAPAOLO TESTA	
<b>SCIENCE</b> *ALESSANDRO BENNETTON *GIULIO DE ANGELI *GIOVANNI PANDOLFI BARTOLETTO *GIACOMO VALLE *VANESSA ZAMPA			

IN COLLABORAZIONE CON

## Forbes Under 30

Mattia D'Alessandra LoanXchain co-founder & CEO  
ranked among Forbes' top under 30 in Italy

# Main achievements: 2020



## **Block.IS call – 28<sup>th</sup> & 29<sup>th</sup> January 2020**

LoanXchain won access to the Experiment phase (€ 53k award) of the European-Commission-sponsored Block.IS program, which aims at finding the best EU blockchain startups



## **F10 Batch V graduation – 18<sup>th</sup> August**

LoanXchain successfully graduated at the SIX's accelerator F10



## **Global Startup Program**

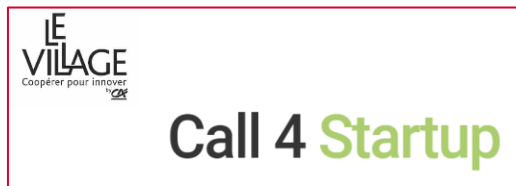
**– 24<sup>th</sup> September**

LoanXchain was selected by the Italian Trade Agency (ITA) to join the Global Startup Program. The program will support LoanXchain to develop business relations in London in Q1 2021

# Main achievements: 2019



**Paris Fintech Forum - 29<sup>th</sup> & 30<sup>th</sup> January**  
LoanXchain participated the Paris Fintech Forum, being also awarded a stand



**Le Village startup call - 31<sup>th</sup> January**  
LoanXchain won the call 4 fintech startup launched by Le Village by Credit Agricole in Milan



**Trusted Smart Contract Association - 27<sup>th</sup> February**  
LoanXchain won the call 4 smart contract thanks to the best smart contract concept presented



**Bocconi & Citi Foundation StartupDay – 16<sup>th</sup> April**  
LoanXchain was selected to participate the StartupDay organised by Bocconi and Citi Foundation



**LoanXchain successfully executed 1st pilot transaction – 24<sup>th</sup> September**  
Pilot (salary-backed consumer loans worth € 1 mln) executed at Village by Crédit Agricole Milano. Partners used the platform as sellers and buyers



**F10 Batch V – 24<sup>th</sup> October**  
LoanXchain is the only Italian startup selected by F10 (accelerator of the Zurich Stock Exchange)

# Main achievements: 2018



**R3 Showcase Call - 28<sup>th</sup> February**  
LoanXchain participated the R3 monthly showcase call (>100 participants)



**R3 Showcase Call - 16<sup>th</sup> April**  
LoanXchain was presented to the Frankfurt Corda blockchain event organized by R3 and the consultancy firm Micobo



**Invitalia Smart & Start - 17<sup>th</sup> July**  
LoanXchain won the Smart & Start financing grant



**R3 Partnership - 13<sup>th</sup> September**  
LoanXchain becomes an official R3 partner, also sponsored on R3 marketplace



**Corda Dream - 28<sup>th</sup> October**  
LoanXchain participated the 1<sup>st</sup> Corda Dream, event in Milan organized by Mediolanum and R3



**Leadership Forum - 12<sup>th</sup> December**  
LoanXchain was presented to the Leadership Forum, one of the most relevant event for consumer finance in Italy