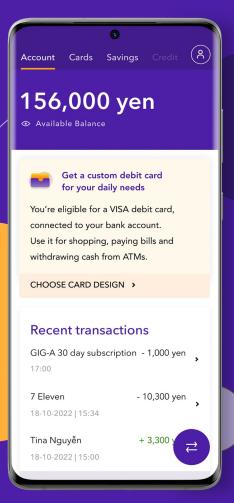


# Banking in Japan Made easy

100% mobile, simple and hassle free bank account - that you can use in your own language



# **COMPANY PROFILE**

Company

G-Bank Technologies OÜ

● 株式会社GIG-A(関東財務局(電代)第105号)

**Founded** 

2021年

**Awards** 

Tokyo Financial Award 2021
 Financial Innovation Category 1st place

FINOPITCH2022 by FINOLAB
 International Grand Prize / Mitsubishi Estate Award

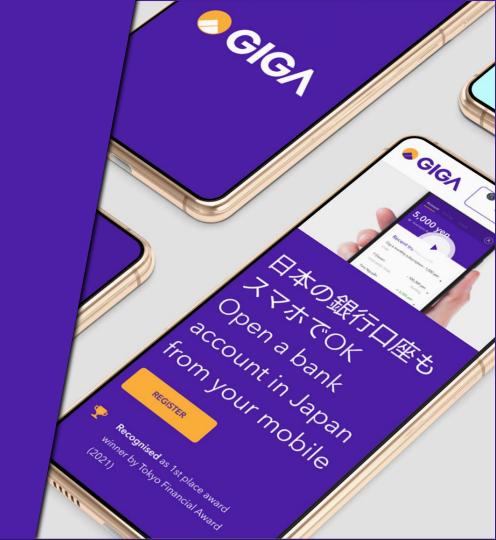
FIN/SUM 2023
 Special Jury Award

Takeoff Tokyo 2023
 Startup Pitch Contest 1st Prize



Raul Allikivi (Founder & CEO)

Serial entrepreneur, former Estonian Ministry of Economic Affairs and Communications. Founded the company to address issues in Japan that he faced by himself



#### **VISION**

# TRUST WORKING ACROSS BORDERS

**MISSION** 

WE ELEVATE OUR CUSTOMERS LIVES
BY EMPOWERING THEIR ACCESS TO FINANCIAL
SERVICES BY BUILDING UP TRUST



# **BANKING IN JAPAN**



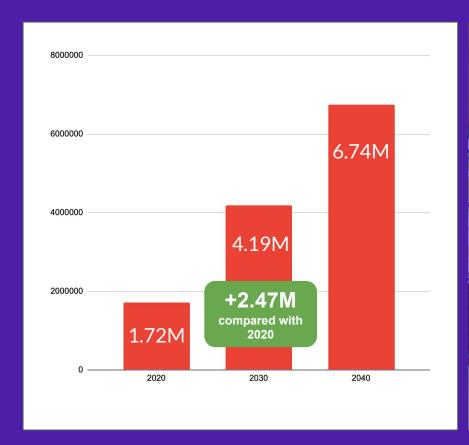




# **WORKING VISA HOLDERS IN JAPAN**



Immigration up but foreigners are seen as high risk.





# Open a mobile money account today with Monese

Get your Monese account to start spending, sending and saving in minutes

# ALL-IN-ONE MOBILE BANKING FOR MIGRANTS

SAVE, SEND, SPEAK WITH THE MAJORITY APP

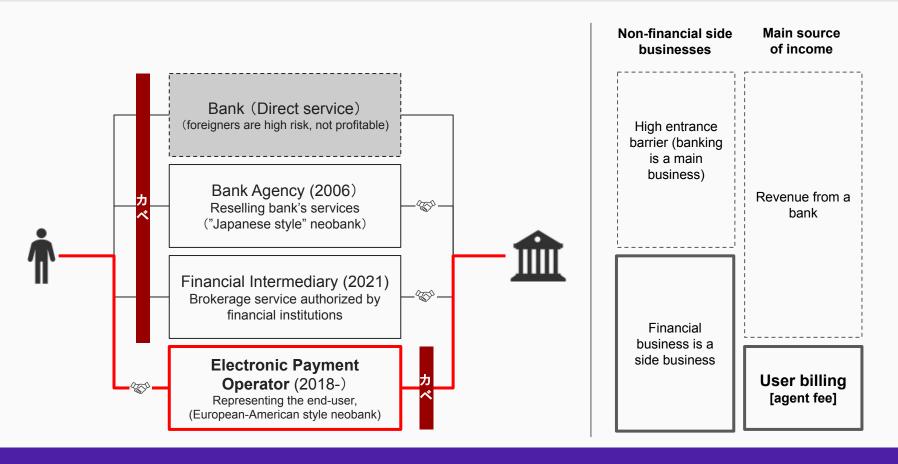


See offer for ✓

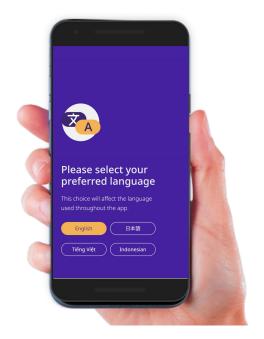


#### LICENSE OVERVIEW

#### GIG-A is a pioneer in facilitating access to banking services as a representative of end-user



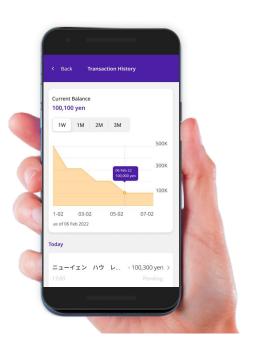
#### MVP: MULTILINGUAL DAILY BANKING FROM YOUR MOBILE



Multilingual



Fully digital onboarding



Simple & intuitive daily banking

### MVP service model (Pilot)

Multilingual and fully mobile banking services



#### POSSIBLE WITH MVP

- Bank account opening (mobile app, eKYC, within 1-2 working days)
  - From the first day of arrival in case of working visa holders
  - > After 1 year of residency for others
- Domestic transfer (mobile app, within 1-2 working days)
- Cash withdrawal, deposit from ATM's

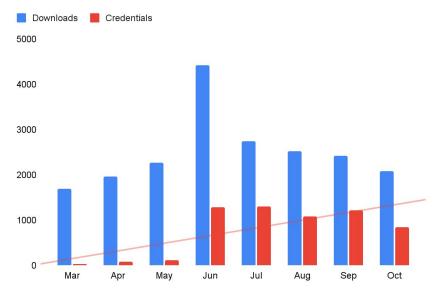
#### **MVP LIMITATIONS**

- No debit card
- No real time transfers
- No connection to SWIFT
- Can not accept American nationals
- Can not accept customers with less than 6 months left of their residency period
- Can not accept foreign students earlier than after 1 year of residency

#### PILOT WITH MVP

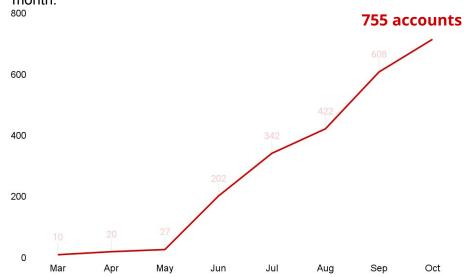
#### **Download and Credentials by Month**

Total: 20,000 downloads, 6000 credentials



#### **Cumulative Number of Opened Accounts\*\*\***

The total opened bank accounts continues to increase each month.





Notes: \*Credentials here means the number of users who have created an account by registering their email and phone number, but not yet successfully getting a bank account, \*\*\*Calculated by the number of successfully opened bank accounts by UI Bank.

# 10 YEAR TARGET

GIG-A IS A PAN-ASIAN NEOBANK

**SERVING 20 MILLION CUSTOMERS ACROSS BORDERS** 



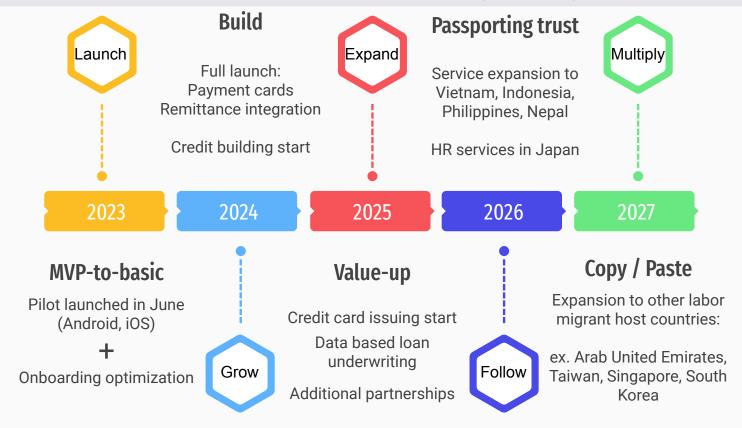
#### LABOR MIGRATION TRENDS IN ASIA

#### hundreds of millions people working cross-border in Asia in the next 10-15 years



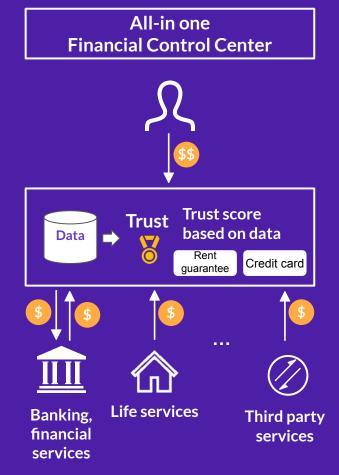
#### LONG-TERM GROWTH VISION

#### from foreigner focus in Japan to a full pan-Asian neobank, serving labor migrants



# Multilingual mobile banking Multilingual UI / UX Japanese bank account Customer support / **⊘** GIG∧ strong AML

UI銀行



# BENCHMARK COMPARISON

	Immigration focused neobanks			Challenger banks (also with banking license)			
	<b>⊗ GIG∧</b>	monese	MAJORITY	<u>N</u> 26	chime	<b>⋈</b> monzo	Revolut
*Founded	2021	2015	2019	2013	2012	2015	2015
Stage	Seed	Series C	Series B	Series E	Series G	Series H	Series E
Raised total	€1.93M	US\$205.4M	US\$83.5M	US\$1.7B	US\$2.3B	US\$1.1B	US\$1.7B
Main investors	ICJ,Finolab Miraise	Tera VC Investec,HSBC	Rebtel Valar Ventures	Third Point Ventures	Sequoia	Abu Dhabi Growth Fund	Woodford Softbank VF
Users	-	2M (2020)	Not public	8M (2022)	12M (2021)	5.8M (2022)	25M (2022)
Target customer	Labor migrants in Japan (Asia)	Labor migrants in Europe (UK)	African migrants in the US	Millennials & Z Generation	Millennials with annual income less than 75K	Young people (under 34)	Travellers, young people living abroad
Originality	First European style neobank in Japan, aiming to serve labor migrants in Asia	Shifting from B2C to providing white label banking app to banks	Founded by Swedish MVNO Rebtel. Bank accounts, remittance, calls	Full banking license, earning from cards, remittance, revenue share	Loans, payroll advances, cards (interchange fees).	Full banking license, similar revenue structure to N26	Banking and global remittance Has also launched in Japan



Become an investor in GIG-A: crowdfunding early access:

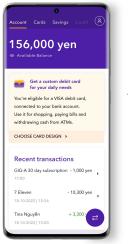




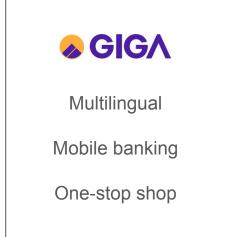
info@gigabank.jp

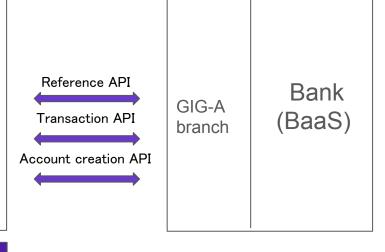
#### **GIG-A OPERATING MODEL**











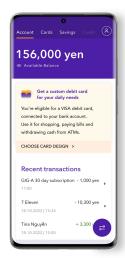
Prepaid card (TOMOWEL)

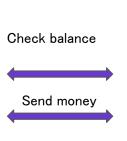
Remittance (WISE etc.)

Insurance (VIVA VIDA etc)

#### **GIG-A "SAAS" SOLUTION**



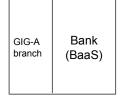




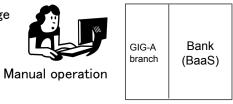




## Bank A



#### Bank B



- open new accounts
- send money

Reference API

Secure data exchange

check balance

connect with existing accounts

#### Bank C

