

## KEY INFORMATION DOCUMENT

### Purpose

---

This document provides you with key information about this investment product (financial instrument). It is not marketing material. The information is required by law to help you understand the nature, risks, costs, potential gains and losses of this product and to help you compare it with other products.

### Product

---

<b>Product name</b>	<i>Paysera plėtros vertybiniai popieriai</i>
<b>Legal nature of the product</b>	<i>Paysera plėtros vertybiniai popieriai are financial instruments issued by Paysera Investment, UAB</i>
<b>Issuer</b>	<i>Paysera Investment, UAB, legal entity code 305133694, registered address Pilaitės pr. 16, Vilnius, the Republic of Lithuania, e-mail <a href="mailto:investment@paysera.com">investment@paysera.com</a></i>
<b>Website of the issuer</b>	<a href="http://www.paysera.lt">www.paysera.lt</a>
<b>Offering document</b>	<i>Publicly available at desico.io</i>
<b>Competent supervisory authority</b>	<i>Bank of Lithuania, address Žirmūnų g. 151, Vilnius, the Republic of Lithuania</i>
<b>This document was prepared by</b>	<i>Paysera Investment, UAB</i>
<b>Date of production</b>	<i>The date of this Key Information Document is 29 April 2019</i>

*You are about to purchase a product that is not simple and may be difficult to understand.*

### What is this product?

---

**Type.** Paysera plėtros vertybiniai popieriai are financial instruments issued by Paysera Investment, UAB. Paysera plėtros vertybiniai popieriai, as financial instruments, fall within the scope of other transferable securities as defined in Article 3(52)(3) of the Law on Markets in Financial Instruments of the Republic of Lithuania and Article 4 (44)(c) of the Directive 2014/65/EU of the European Parliament and of the Council. Paysera plėtros vertybiniai popieriai entitles to part of gross operating profit of Licensed Paysera companies **or** fixed 5 percent return.

**Objectives.** By issuing Paysera plėtros vertybiniai popieriai, the issuer Paysera Investment, UAB seeks to attract funds for the development of Paysera services. Paysera Investment, UAB will operate under agreements with other companies from the Paysera group (including an entity with an e-money license Paysera LT, UAB, Paysera LTD (UK), Paysera Bulgaria, LTD, Paysera Latvia, LTD, Paysera EE, OU).

Paysera plėtros vertybiniai popieriai annual investment return per financial instrument: per one unit of security issued – 0.000004 per cent of gross operating profit of Licensed Paysera companies received from providing services to New Paysera clients (subject to the reservation that the client is considered to be a new client for no more than two years from the date of registration). The return is paid on May 21st of each year (starting year 2019, on 21 May 2020). In order to give the Investors a return already in the first year, the clients who have registered with the Paysera system from 1 January 2018 will be included in the future payments in the first year **OR** 5 percent of fixed annual interest. If the annual investment return is less than 5 percent from the amount invested by the Investor, Paysera Investment, UAB undertakes to disburse 5 percent of the fixed annual interest payments. The Annual return on investment will not be paid in this case. For the avoidance of doubt, the above-mentioned interest is not established if the annual calculated return on investment for the Investor is 5 percent and more of the invested amount (in this case the above mentioned Annual investment return shall be paid).

**Revocation of securities issue.** If less than 1,000,000 units of securities are distributed (received subscriptions and payment received) during the securities offering period and/or less than 1,000 New Paysera customers subscribed and made the payment to buy the units of securities, the **Company shall have the right to revoke (cancel) the issue within 3 business days from the end of the distribution.** The fact of revocation of the issue will be published on the website of Finansų Bitė Verslui, UAB, the crowdfunding operator, within 3 business days after subscription and payment term<sup>1</sup>. In the event of revocation of the issue, all the securities subscription agreements will automatically be considered as terminated and revoked without expressing the will of the parties. The Company might return to the Investors all amounts paid within 7 days from the last day of payment of the securities, by payment transfer. The money will be transferred to the Investor's account from which the Investor has transferred the funds to the Company. In the case of cancellation of the issue, no other benefits (return on investment, interest, etc.) shall be paid to Investors.

---

<sup>1</sup> [www.desico.io](http://www.desico.io) UAB Finansų Bite Verslui has the right to use the Desico trademark.

Paysera plėtros vertybiniai popieriai are transferable. **The trading of Paysera plėtros vertybiniai popieriai on the secondary market is predicted in the future. It is planned that Paysera plėtros vertybiniai popieriai will be transferable in a platform when such platform is technically prepared and licensed for secondary trading of Paysera plėtros vertybiniai popieriai securities.**

**Intended Retail Investor.** The product (Paysera plėtros vertybiniai popieriai) is aimed at retail clients (only natural persons). The Paysera plėtros vertybiniai popieriai are a product for investors with good knowledge and/or experience with financial products. On a scale of risk ranging from 1 (security-oriented; very low to low return) to 7 (very high risk tolerance; highest return) the product Paysera plėtros vertybiniai popieriai falls in risk category 6.

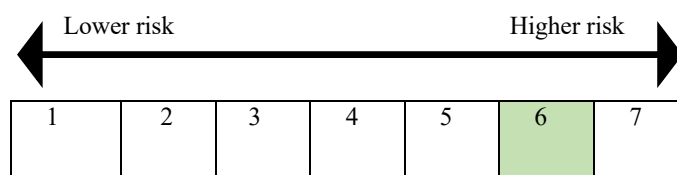
The investor understands that the investment in Paysera plėtros vertybiniai popieriai relates to the long-term investment. The investor accepts that the entire amount invested may be lost.

**Maturity term of the product.** Maturity term of Paysera plėtros vertybiniai popieriai is 20 years.

**Paysera plėtros vertybiniai popieriai buyout.** Paysera Investment, UAB reserves the right to redeem Paysera plėtros vertybiniai popieriai from the investors at its own initiative at any time. In this case, Paysera Investment, UAB returns the invested amount to the investors and pays the redemption bonus.

### *What are the risks and what could I get in return?*

#### **Risk indicator**



The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we (Paysera Investment, UAB) are not able to pay you. We have classified this product (Paysera plėtros vertybiniai popieriai) as 6 out of 7, which is the higher than average risk class.

This product does not provide any protection against future market or business performance, so you may lose some or all of your invested amounts. If we are not able to pay you what is owed, you could lose your entire investment.

#### **Risks**

Please note, that information on risk factors provided below should not be considered as comprehensive and covering all aspects of the risk factors associated with Paysera plėtros vertybiniai popieriai. The risks described below may adversely affect Paysera Investment, UAB (and/or Paysera group companies) and, in extreme cases, lead to Paysera Investment, UAB (and/or Paysera group companies) insolvency and violation of the obligations arising from the Paysera plėtros vertybiniai popieriai.

The Paysera plėtros vertybiniai popieriai involve risks, all of which the investor fully and completely assumes, including, but not limited to:

- Counterparty risk: the likelihood of loss as a result of a counterparty failing to meet its contractual obligations in the future.
- Liquidity risk: a risk that Investors may incur losses when seeking to sell within the shortest possible time frame, or not being able to sell the Company's securities for some time (secondary trade will take place only in the future). The Company may provide only a limited opportunity to redeem the securities before maturity. For this reason, the Investor is exposed to the risk of finding a buyer for which he could be able to transfer the securities earlier than the redemption maturity date.
- Market risk: the risk that the Company will suffer losses due to adverse changes in market variables (interest rates, etc.).
- Legal risk: includes the risk of fines imposed by the supervisory authorities, damage or loss caused by the buyers/intermediaries of services, the risk of operating restrictions and limitations, as well as settlement, litigation costs, and other risks. This is also the risk associated with possible changes in the acts regulating the Company's activities, that could lead to changes in the Company's business.
- Political risk: the likelihood that the policy maker will change its policy, which would adversely affect and severely undermine the state's investment climate, thus reducing the value of investments.
- Behavioural risk: the risk that Investors will decide on investing in securities based on feelings rather than analysis of the information provided.

The Paysera Investment, UAB (as well as Paysera group companies) also involve risks, all of which the investor fully and completely assumes, including, but not limited to:

- Credit risk: the risk of the counterparty's inability to settle in accordance with the contractual arrangements due to insolvency issues.
- Liquidity risk: this is the risk that the Company will not be able to meet its financial obligations on time; the likelihood that because of a lack of funds. It will become necessary to attract additional funds under unfavourable market conditions in order to meet the Investors' obligations and thus to incur losses.
- Competition risk: risks arising from inadequate response to competitors' actions and changes in the competitive environment.
- Operational risk: the risk of loss due to inadequate, erroneous, internal and internal control processes that cannot be implemented, errors of staff and information systems or due to the influences of external events. The main sources of operational risk are: information systems (hardware and software, telecommunications systems, etc.); human influence (illegal actions of the Company's employees and non-company employees); working conditions (violation of safe working conditions, etc.); errors (entering incorrect data, inadequate management of collateral, inappropriate legal documents, etc.); loss of tangible assets (fire, terrorism, etc.). The definition of operational risk includes legal risk and reputational risk, as well as risks associated with adverse events.
- Strategic risk: this is the risk that strategic decisions taken by Paysera company management may be wrong, unreasonable, or based on superficial information or rush. Strategic risk includes Paysera's strategic goals, strategies to achieve these goals, resources needed for this, and the quality of implementation.
- Risk of income: the risk arising from inefficient management, failure to ensure sufficient long-term profitability of the Company or Licensed Paysera companies.
- Reputational risk is related to the negative impact on the Company's brand and its overall reputation in the market. Adverse events include disasters and crises that endanger the institution's strategic assets, its ability to operate; This is a risk that may have a negative impact on the Company's income and capital due to unfavourable opinion of the Company's reputation formed by its customers, counterparties and Investors.
- Tax risk: growth of taxes imposed by the government may reduce Paysera's profits and, consequently, the return of Investors.
- Economic risk: the likelihood of significant slowdown of economy across countries will reduce corporate profits, people's purchasing power, crediting, increase unemployment, which will also reduce the profit and the investment value of Paysera companies

### Performance scenarios

This table below shows the money you could get back over the next 8 years, assuming that you invest EUR 1000. This assumptions were made considering that:

- Compared to 2015, in 2016 the gross profit growth of Paysera LT, UAB was - 42%, in 2017 - 51%, while in 2018 - 35%. Paysera LT, UAB is expected to maintain a similar growth rate for the next 5 years.
- The Paysera group companies employ more than 170 professional and talented employees, making it a great success. In 2018 Customers made 1.87 million transfers to other world banks in 30 different currencies. The amount of all transfers exceeded EUR 3.9 billion. Total revenue of the Paysera LT, UAB amounted to EUR 9.57 million.

What you get will vary depending on how the market performs and how long you keep the investment/product.

The figures shown include all the costs of the product itself, but may not include all the costs that you pay to your advisor or distributor. The figures do not take into account your personal tax situation, which may also affect how much you get back. Your maximum loss would be that you will lose all your investment.

Investment EUR 1000	1 year	5 years	8 years
Average return each year	14 %	25 %	38 %
What you might get back after costs	EUR 141	EUR 1233	EUR 3021

### *What happens if Paysera Investment, UAB is unable to pay out?*

You are exposed to the risk that the issuer might be unable to fulfil its obligations in respect of the product (Paysera plėtos vertybiniai popieriai), e.g. in the event of insolvency of Paysera group companies. The product is not covered by any protection scheme. Thus, when the issuer is unable to pay out, you may not receive any amount from Paysera Investment, UAB (or Paysera group companies) under the product.

## What are the costs?

---

Please notice that we did not take into consideration fees of investment brokerage firm or any applicable foreign exchange fees.

The amounts shown here are the cumulative costs of the product itself. The figures assume you invest EUR 1000. The figures are estimates and may change in the future.

### Costs over time

Investment EUR 1000	8 years (recommended minimum holding period)
Total costs	0 %
Impact on return (RIY) per year	0 %

### Composition of costs

The table below shows:

- The impact each year of the different types of costs on the investment return you might get at the end of the recommended holding period.
- What the different cost categories mean

This table shows the impact on return per year			
One-off costs	Entry costs	0 %	The impact of the costs already included in the price. This includes the costs of distribution of your product.
	Exit costs	0 %	The impact of the costs of exiting your investment when it matures or there is an event of buyout
Ongoing costs	0 %		
Incidental costs	<i>Please notice that we did not take into consideration fees of investment brokerage firm.</i>		
	0		

## How long should I hold it and can I take money out early?

---

The trading of Paysera plėtros vertybiniai popieriai on the secondary market will be limited until the platform for trading of Paysera plėtros vertybiniai popieriai is fully developed. Also, the ability to sell Paysera plėtros vertybiniai popieriai in future (when the platform for trading of Paysera plėtros vertybiniai popieriai if fully developed and licensed) will depend on the factual demand of Paysera plėtros vertybiniai popieriai. Therefore, you may not be able to sell Paysera plėtros vertybiniai popieriai and cash in early.

Recommended holding period: at least 8 years.

## How can I complain?

---

Any complaint regarding the product or the service received can be submitted to Paysera Investment, UAB. You can address us in writing both by writing an e-mail to [investment@paysera.com](mailto:investment@paysera.com) or sending your complains to Paysera Investment, UAB, address Pilaitės pr. 16, Vilnius, the Republic of Lithuania.

## Other relevant information

---

The risks set out in this document highlight some, but not all, of the risks of investing in this product.

Prior to making any investment decision, you should carefully read the Offering Document of Paysera plėtros vertybiniai popieriai (which is publicly available at [desico.io](http://desico.io)), obtain sufficient information in order to make an informed and knowledgeable decision to acquire Paysera plėtros vertybiniai popieriai and satisfy yourself that you fully understand the risks relating to this product and seek professional advice as necessary.