



ALLVP Invests in Visor, Loan Originator & Customer Management Platform for Financial Institutions Targeting the SME Sector in Latam

The Most Active Fund in the Early Stage Venture Capital Industry Announces its 3rd investment in the high-potential fintech sector with Visor.

Today, Antoni & Lelo de Larrea Venture Partners announced their seed investment in Mexico's first loan originator and customer management platform for financial institutions, Visor. This represents a renewed bet on the fintech sector in Latam after having partnered with Mexico's leading peer-to-peer lending platform Prestadero and healthcare-related loan originator Salud Fácil.

Founded in 2015, Visor offers unique origination services to financial institutions specifically targeting SMEs, leveraged by their close partnerships with major corporate groups. By reducing friction in the onboarding origination process, Visor offers outstanding customer management, dynamic risk analytics, and pro-active loan placement as well as dynamic portfolio management. The result is an increased capacity to serve the untapped SME financing market, improving loan portfolio profitability for financial institutions and enhancing growth potential for SMEs through tailored financial products and customer service.

The Company is already implementing a number of financing campaigns with leading financial institutions. Led by seasoned entrepreneur Ruben Sanchez Souza, Visor intends to become the largest originator provider for SME financing in developing economies. Ruben spoke of the ALLVP/Visor partnership's strategic value: "Visor has been fortunate to partner with ALLVP and draw on their extensive expertise in fintech, vast network and solid track record in supporting entrepreneurs to gain scale".

With over US\$ 200bn in outstanding loans held by 1.5m formal SMEs paired with an estimated financing gap of \$660bn, Latam represents a vast market opportunity for SME lending. However, financial institutions face barriers to exploiting the full potential of the SME financing market as origination and customer servicing costs are high and relevant market analysis is scarce. Visor aims to address these

market shortcomings through the creation of a lean online lending platform built on robust data analytics that monitor SMEs' performance.

Managing Partner at ALLVP Fernando Lelo de Larrea commented on Visor: "Credit market inefficiencies continue to persist in Latam, and impede growth opportunities for both lenders and SMEs. Innovative fintech companies like Visor are in a privileged position to reinvent the industry and we strongly believe that Visor's tech-enabled business model is the solution to bringing value to both financial institutions and SMEs."

About Antoni & Lelo de Larrea Venture Partners

ALLVP - Antoni & Lelo de Larrea Venture Partners - founded by Federico Antoni and Fernando Lelo de Larrea in 2012, is the most active fund in the early stage venture capital industry in Mexico. With twenty highly innovative companies of healthcare, energy, fintech, consumer digital and enterprise digital sectors in its two portfolios, the fund has invested in other successful companies such as Farmacias Personalizadas, the first specialty pharmacy distribution company in Mexico, Enlight, the leading provider of residential solar power, and Cornershop, the fastest growing on-demand grocery platform in Latin America. The firm is a member of the Latin-American Venture Capital Association (LAVCA), the Mexican Private Equity Association (AMEXCAP) and Endeavor Investor Network.