

# Nico

Bank Less. Vive Mas.  
The Caribbean's First AI-Native

## Pitch deck

June 2025 by Thomas K Matecki

# The Problem

Existing financial tools are **archaic, slow, and expensive**. Traditional banks require extensive paperwork and minimum balances, while alternative lenders charge exorbitant interest. **Access to credit** for small businesses and individuals is extremely limited, hampering entrepreneurship.

Over

60%

of Dominicans are underbanked or entirely excluded from formal finance. This means millions keep savings in cash and lack access to credit or insurance, stifling economic opportunity.

More than

80%

of transactions in the DR still happen in cash, leading to inefficiencies, risk of theft, and no transaction history for consumers. Everyday payments – from utility bills to groceries – are inconvenient and costly without digital options.

Over

\$10B

flows into the country annually through remittances (money sent by family abroad), yet recipients often face high fees, delays, and have to travel to cash pickup locations. The people who can least afford it pay **10%+ fees** to access their own money.



# The Solution

## Instant, Free Digital Accounts

Open an account in minutes with just your smartphone, leveraging the new national e-ID system (e-Cédula) for seamless, secure onboarding. No paperwork, no minimum balance.

## Lightning-Fast Payments & Global Transfers

Send and receive money instantly, domestically and internationally, with transparent, ultra-low FX rates – crushing traditional remittance fees.

## AI-Powered Financial Coach & Smart Savings

Our intelligent assistant guides users, offers personalized savings tips (like "round-ups" that save spare change), helps set goals, and builds credit history. It's financial education embedded, not an afterthought.

## Accessible Micro-Loans & BNPL (Buy Now Pay Later)

Leveraging AI and alternative data (telco top-ups, utility payments), we offer instant micro-loans and BNPL options for those with thin or no credit history – empowering small entrepreneurs and individuals.

## Bulletproof Security & Regulatory Alignment

Built with bank-grade security on Google Cloud's carbon-free infrastructure, fully compliant with Dominican fintech regulations, and backed by the Superintendencia de Bancos (SIB). Your money is safe, your data is private.



# Mobile first AI-driven bank



## Business Model

- Freemium model with premium features for advanced financial tools.
- Revenue from interchange fees, remittance services, and partnerships.
- Future plans to introduce microloans and investment products.



## Go-To-Market Strategy

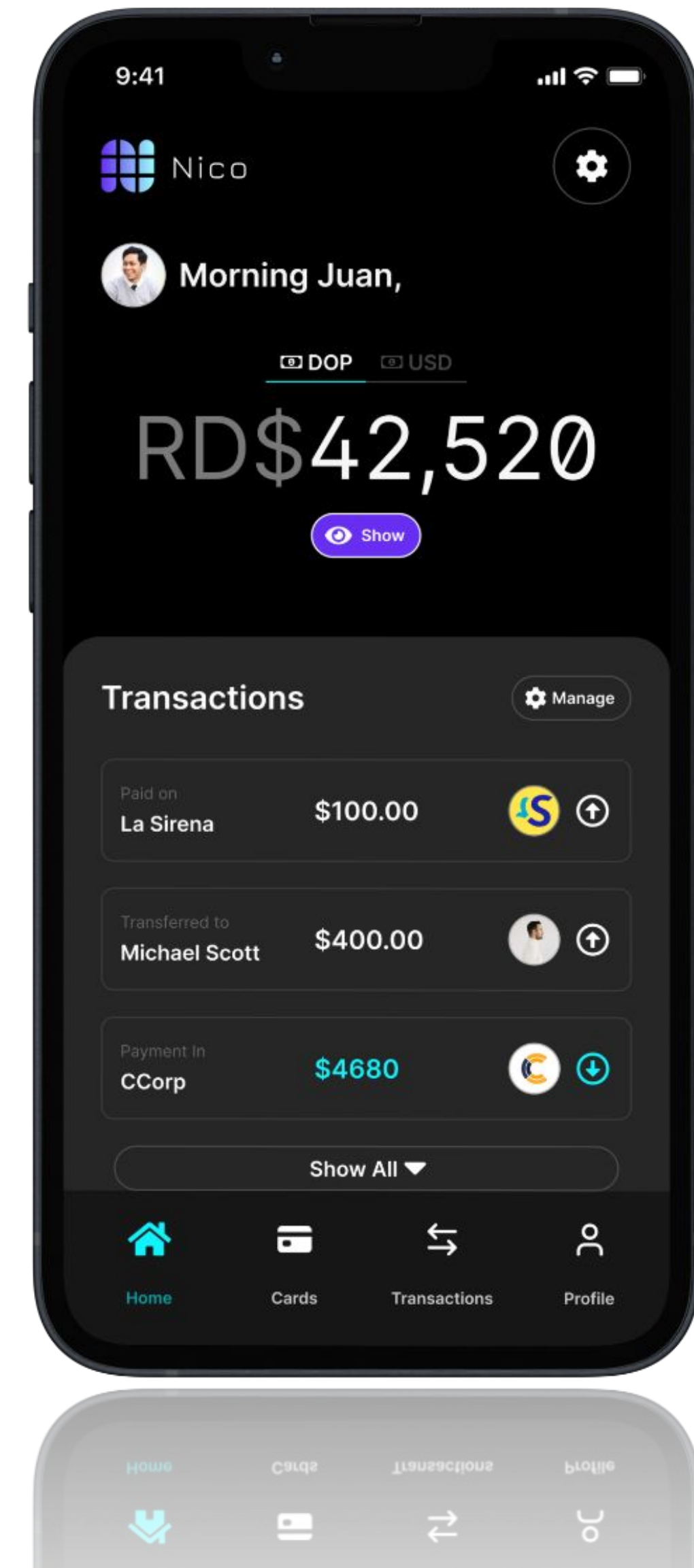
- Leverage community leaders and local events for grassroots marketing.
- Digital campaigns targeting young, mobile-savvy users.
- Partnerships with local businesses and NGOs to drive adoption.
- Referral programs to incentivize user growth.



## Competitive landscape

While traditional banks and emerging fintechs operate in the region, NICO stands out by:

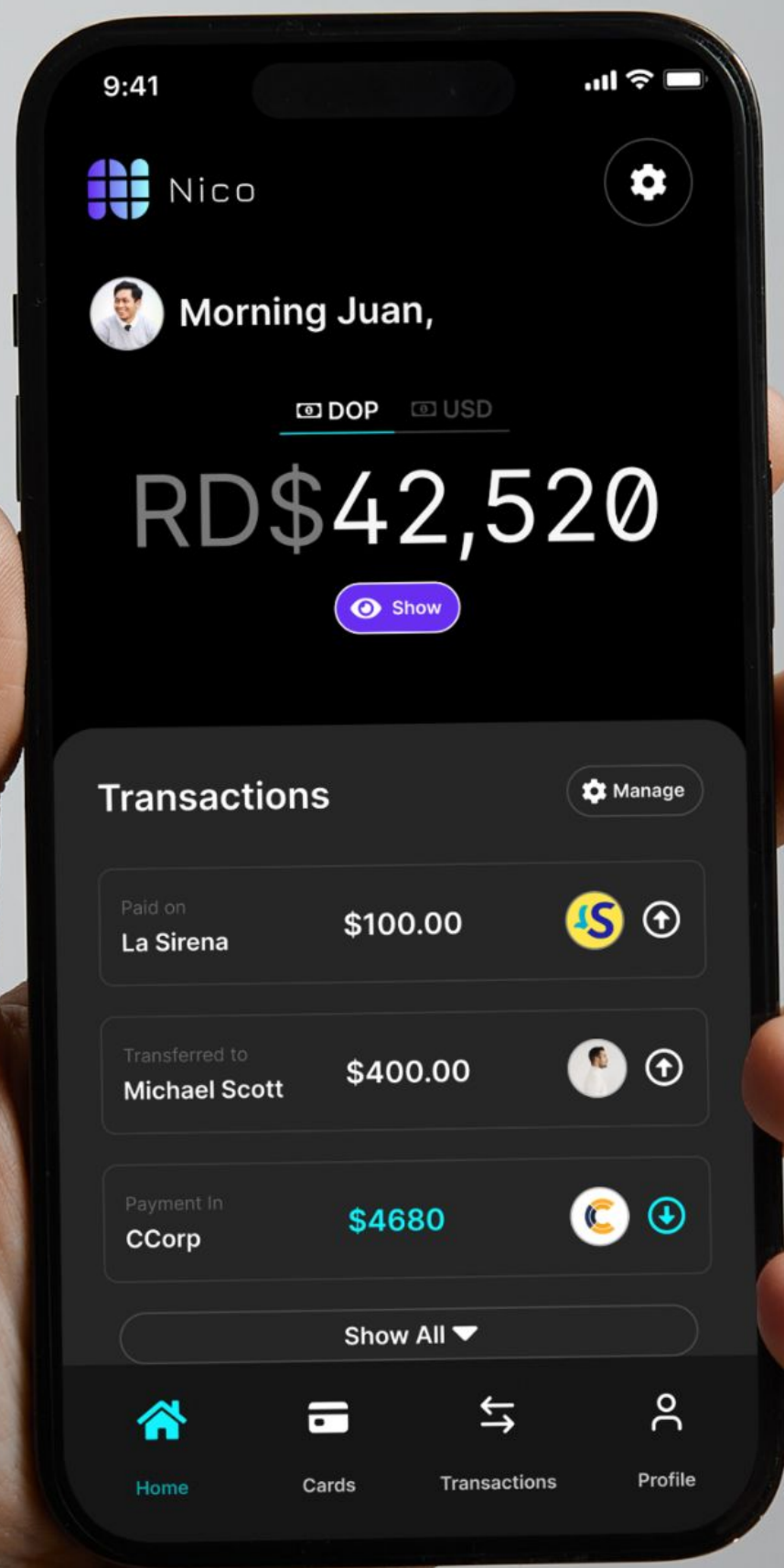
- Being AI-native from inception.
- Focusing exclusively on the Caribbean market.
- Offering a holistic suite of financial tools tailored for the underbanked.





# Market opportunity

A Multi-Billion Dollar Blue Ocean:



\$1.6B

(digital banking) + (remittances)

\$633M

(digital banking) + (remittances)

\$90.2M

(digital banking) + (remittances)

## TAM

**Digital Banking Services:** Assuming an average annual revenue of \$100 per user (from fees, interest margins, and value-added services).

**Remittance Services:** With total remittance inflows of \$10.76 billion, and assuming a 5% service fee

## SAM

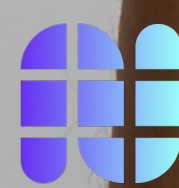
**Unbanked/Underbanked Adults:** Assuming 50% of the adult population is unbanked or underbanked.

**Remittance Recipients:** Targeting 50% of remittance recipients.

## SOM

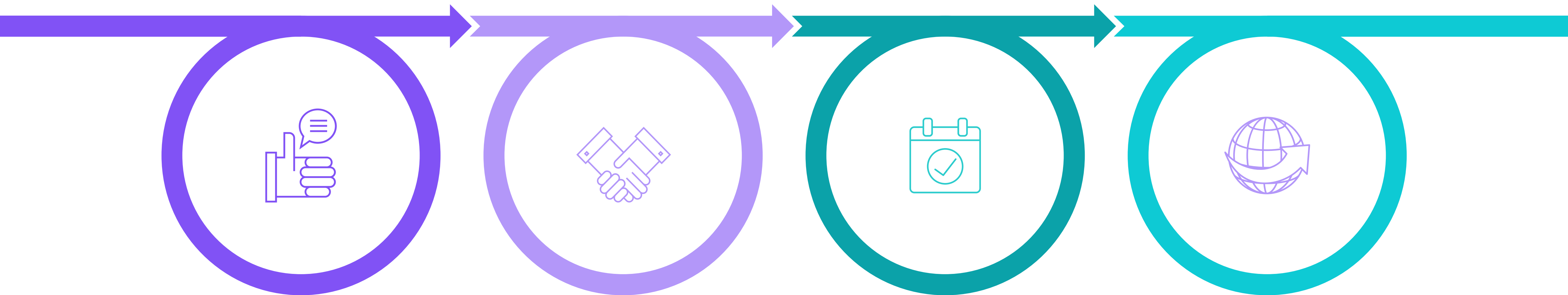
**Digital Banking:** Aiming to acquire 10% of the unbanked/underbanked segment within 2 years.

**Remittance Services:** Capturing 10% of the remittance market share.



# Unstoppable Momentum

From Zero to Hypergrowth



## Pre-Launch Validation

Our prototype is built and tested, with a closed beta users. We have over 5,000 users already on our waitlist – proving massive pent-up demand.

## Strategic Partnerships

Strategic partnerships that are the accelerant for market dominance, transforming potential into tangible reach and fortifying a company's position against competition

## Compliance landscape


Strong compliance foundation and governmental alignment are critical accelerators, minimizing friction and paving a clear path for rapid, secure market penetration.

## Growth Targets

Designed to rapidly capture the vast underserved market and establish an unassailable position as the Caribbean's leading digital financial ecosystem.







The image shows a smartphone screen with a financial application. At the top, the time is 9:41. The app displays a balance of RD\$42,520. Below the balance, there is a 'Transactions' section with a list of transactions. The first transaction is 'Paid on La Sirena' for \$100.00. The second is 'Transferred to Michael Scott' for \$400.00. The third is 'Payment In SCorp' for \$4680. The app also has a 'Show All' button and a 'Profile' button. The background of the phone is a laptop keyboard.

“We don’t wait for the future of finance - we build it.”



# The Smart Money

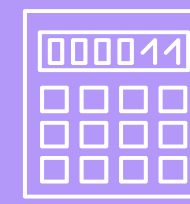
## Our Revenue Engines - Built for Scale & Profitability – No Hidden Fees:

Our model is designed to acquire users with a free core product, then monetize through high-value services, ensuring transparent pricing and long-term sustainability.



### Interchange Fees (Early & Scalable)

Every time a NICO debit card or digital wallet is used, we earn a small fee from the merchant's bank (1-1.5% in DR). This is a global neobank staple, generating significant revenue at scale.



### Foreign Exchange & Remittance Fees

By facilitating instant, low-cost remittances and FX conversions (e.g., 0.9% FX spread), we capture a slice of the multi-billion dollar annual inflow to the DR.



### SME Services & B2B2C Partnerships

By Year 2, we introduce SME tools (simple accounting, payment collection), monetized through fees, payroll services, or merchant loans. We're diversifying beyond consumer retail.



### Net Interest Margin (Core Driver)

As we offer AI-driven micro-loans, BNPL, and later SME loans, we earn interest on credit products. Our lean cost structure allows for healthy margins while offering fair, competitive rates.



### Premium Services & Subscriptions

While basic accounts are free, future premium tiers will offer perks like higher limits, cashback, or bundled services (insurance, tele-medicine).



### Lean Cost Structure & Expanding Margins

No physical branches, automated processes, and cloud-native architecture mean significantly lower operating costs than traditional banks. Gross margins projected to improve from ~60% to ~80% by Year 3 as we scale.





# Unrivaled Advantage

## Our Competitive Moat

### Why NICO Wins the Caribbean:

- **True Financial Inclusion Focus:**

Unlike incumbents catering to the already banked, NICO is purpose-built for the unbanked and underserved. Our low-fee model and accessible design remove all traditional barriers.

- **AI-Native & Mobile-First from Day One:**

We leverage cutting-edge AI for instant credit decisions and personalized financial coaching. Our intuitive mobile app offers a superior user experience, far beyond clunky legacy systems.

- **Hyper-Localized & Community-Driven:**

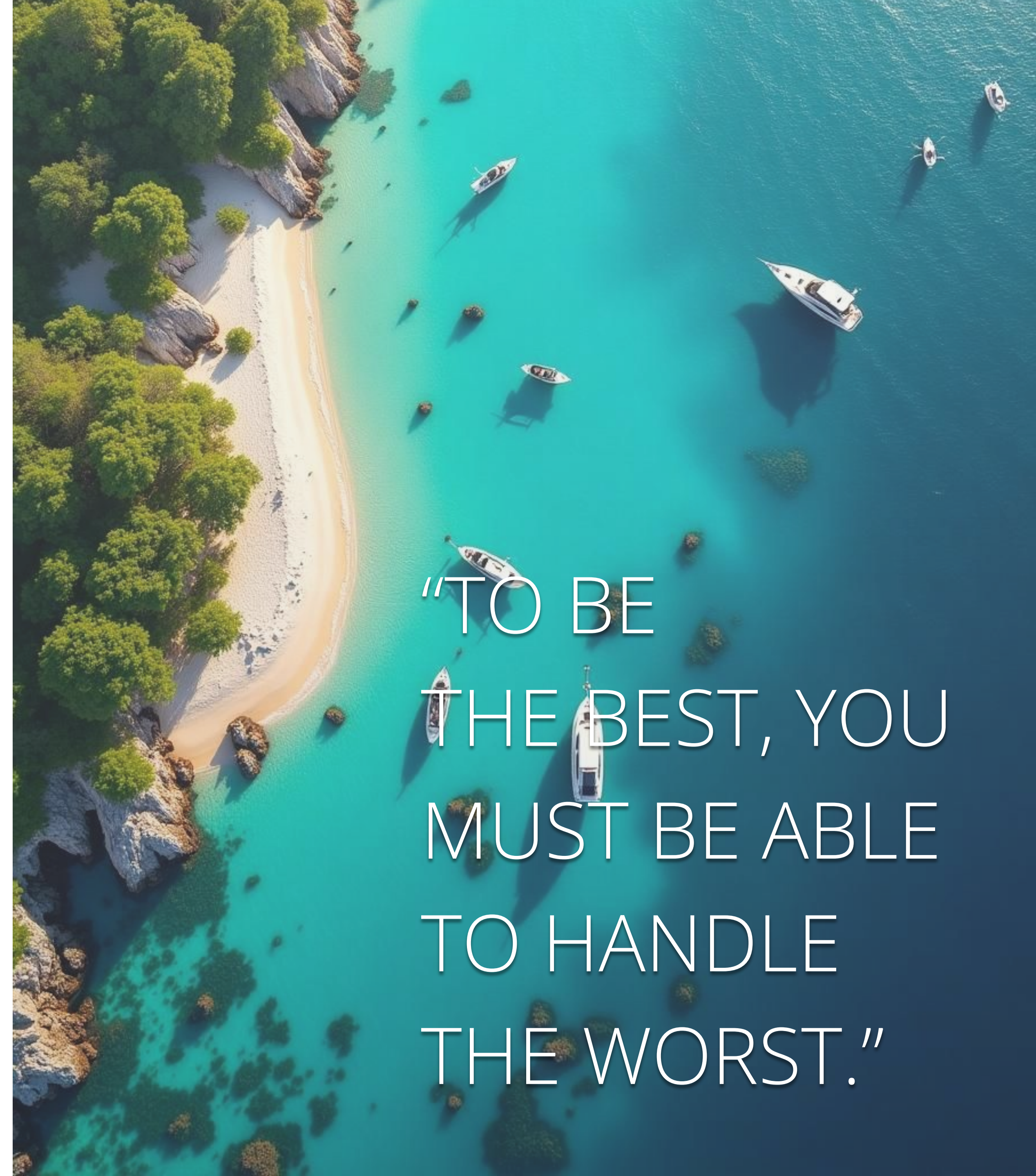
Our app features culturally tailored savings tools ("chonchón" round-ups), local language support, and a commitment to financial education. We build trust by being a partner, not just a provider.

- **First-Mover Independent Neobank:**

While a bank-backed digital offshoot (Qik) exists, NICO is the first independent, full-service digital bank targeting the mass market. This allows for rapid innovation and broad partnerships without internal conflicts.

- **Defensible Network Effects & Data Moats:**

As we grow, more users attract more merchants, creating a powerful network effect. Our proprietary AI, fueled by localized data, gives us an unmatched advantage in credit scoring and personalization for this unique market.



“TO BE  
THE BEST, YOU  
MUST BE ABLE  
TO HANDLE  
THE WORST.”



# The Perfect Storm

## Why Now is the Only Time - The Stars Have Aligned for NICO

- **Favorable Market Shift:**

The pandemic accelerated digital adoption. Consumers are now primed for digital finance in a way they weren't 5 years ago, with cash usage slowly declining.

- **Regulatory Green Lights:**

The Dominican Republic's Central Bank modernized fintech regulations in 2021, creating a legal pathway for e-money accounts with simplified KYC. NICO has strong backing from the SIB, aligning with national financial inclusion goals.

- **Technological Readiness & e-Cédula:**

Over 90% mobile penetration combined with the nationwide rollout of biometric e-Cédula (digital ID) from August 2025 enables instant, secure digital onboarding for millions. This is a game-changer.

- **Underserved Competitive Landscape:**

The DR's fintech ecosystem is nascent (only ~57 local fintechs, none at scale). This creates a critical window for NICO to become the category-defining leader before larger players can react.

- **Momentum & Support:**

International investors are eyeing the Caribbean. Local government initiatives align with NICO's mission. All signs point to 2025 as the inflection point for a fintech revolution, and NICO is leading the charge.





# ESG Built-In from Day One

## We are designing the Caribbean’s first ESG-native bank

Every product KPI sits next to a carbon, inclusion, and ethics KPI on the same dashboard. Independent third-party auditors will verify both our emissions data and our AI fairness scores from day one, making ESG performance as visible to investors and regulators as our balance-sheet returns.

### Environmental:

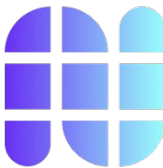
Powered entirely by Google Cloud’s 24/7 carbon-free energy roadmap. Dynamic carbon routing reduces Scope-2 emissions by up to 90%.

### Social:

Inclusion-first design targeting 50%+ women users, with micro-insurance, micro-savings for children, savings nudges, and financial literacy modules embedded in the app.

### Governance:

Independent board with ESG & Risk committees. Responsible AI built to OECD fairness standards.



Transparent pricing and AI-based credit limits capped at DBR ≤35%

## Market Tailwinds

NICO launches at the perfect inflection point , where unmet demand and enabling infrastructure converge to create a once-in-a-generation growth window.



Indicator	ESG	SDG
650,000 new accounts (≥52% women)	Social	5, 8, 7
\$14M saved in bank fees for low-income users	Social	10
Scope-2 emissions <20 tCO <sub>2</sub> e	Environmental	13
45,000 MSMEs receiving microcredit	Social	8
Public digital payments (G2P transfers): \$95M/year	Governance	1, 4

The Sustainable Development Goals (SDGs), also known as the Global Goals, are a universal call to action adopted by the United Nations in 2015 to end poverty, protect the planet, and ensure that all people enjoy peace and prosperity by 2030.

# Unlocking the Power of SMEs

## The Underserved Backbone

At NICO, our revolution extends beyond individual consumers. We are building a financial ecosystem that champions the true engines of economic growth and social progress in the Caribbean: **Small and Medium-sized Enterprises (SMEs)** and the **empowerment of women through finance**. Our design philosophy is rooted in **inclusive finance for everyone**, ensuring that no one is left behind.

SMEs are the lifeblood of the Caribbean economy, yet they face systemic barriers to financial services.

Traditional banks often impose prohibitive requirements, leaving countless entrepreneurs without access to crucial credit, efficient payment tools, or basic financial management.

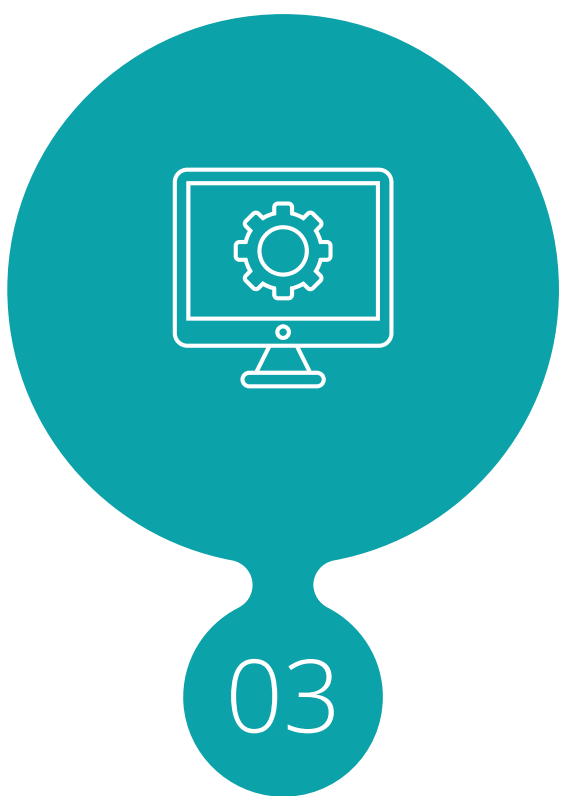
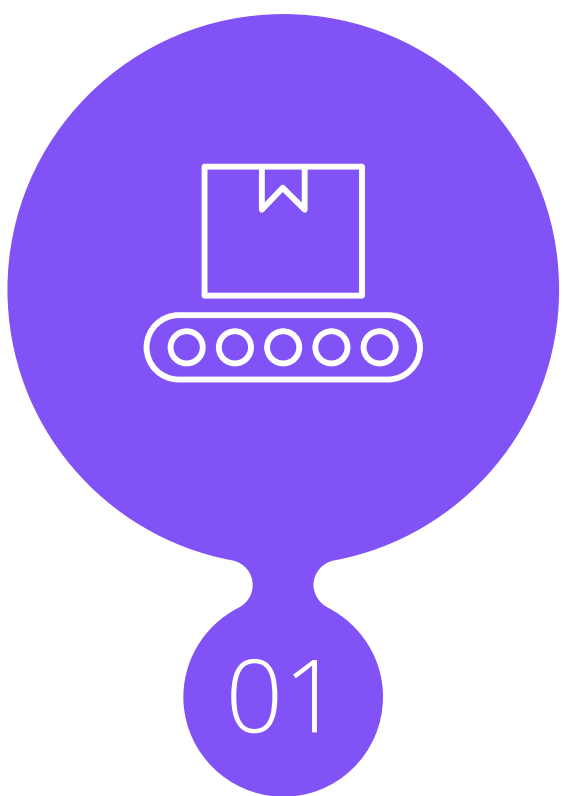
NICO steps in to fill this void.

### Simplified Business Accounts

Instant, digital onboarding for small businesses, removing bureaucratic hurdles.

### AI-Driven Micro-Loans & Working Capital

Leveraging alternative data, we provide accessible, flexible micro-loans and credit lines tailored to the unique needs of small enterprises.

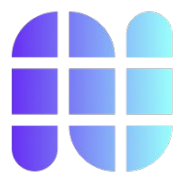


### Effortless Payment Collection

Tools for micro-merchants to accept digital payments easily, moving beyond cash.

### Integrated Financial Management

Simple in-app tools for basic accounting, expense tracking, and payroll, empowering entrepreneurs to manage their finances effectively.

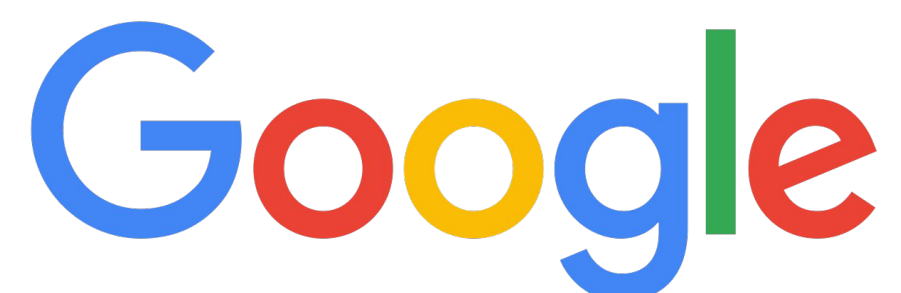






## Narinder Patti

**Fintech Lead at Google** who managed partnerships with top banks and startups. Ex-Microsoft and Oracle executive, awarded for driving digital transformation. Narinder brings a wealth of strategic partnership experience and a global network – she will forge key alliances (from tech providers to funding partners) and shape our go-to-market with an expert eye.



## Thomas K Matecki

**Founder & CEO:** A fintech veteran with 15+ years experience. **Ex-CTO of Zilch**, the UK BNPL unicorn that scaled to millions of users. Led tech at companies through 7+ fundraises and 2 IPOs. Thomas spearheads our vision and product – his expertise in building fintech at scale and navigating regulatory hurdles is unparalleled.



## Odris Almonte

A distinguished politician and public servant with an unparalleled network within the Dominican Republic's government, Her deep connections and established track record in championing digital initiatives provide us with an **irreplaceable advantage** in navigating complex local regulations.



# Roadmap

## Prototype + MVP

Prototype + MVP development complete (v0.5), internal testing. 5,000+ waitlist already secured.

## Soft launch & feedback

Open to broader early access users. Implement physical debit cards.

## Growth Acceleration

Full remittance/FX launch. Expand micro-loans. Actively pursue NICO's own e-money/banking license.



## Private Beta & early testing

Launch beta to waitlist, gather feedback, secure initial partnerships. Focus on remittance-receiving integration.

## PUBLIC LAUNCH

Nationwide launch. Leverage new digital ID for instant KYC. Roll out core remittance receiving and pilot micro-loans

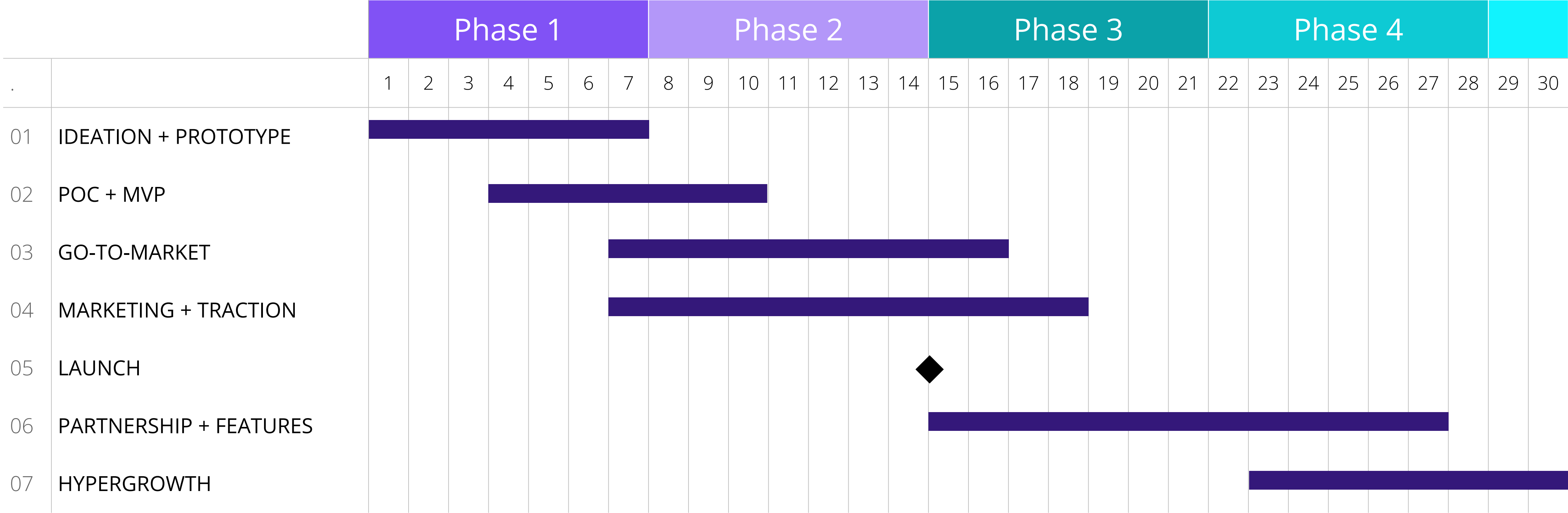
## LICENSED OPERATION

Receive own e-money/banking license. Migrate users to NICO's own core. Full public launch of **SME** accounts.



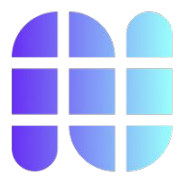


# Roadmap - detailed phases

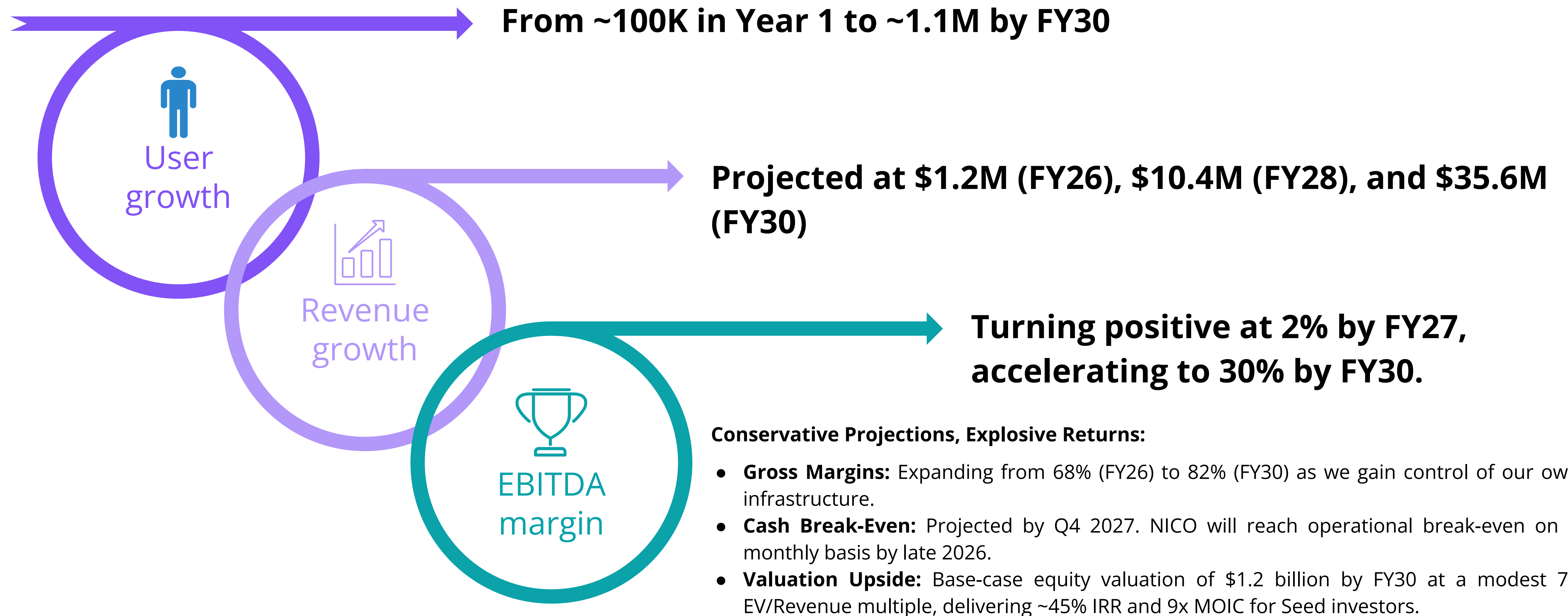


Our financial projections are deliberately conservative, reflecting a disciplined and realistic approach to growth. We've prioritized sustainable scalability over inflated forecasts, ensuring investor confidence and long-term value creation as we build the Caribbean's most trusted digital bank.

	Users	Revenue	EBITDA
2026	100K	\$2M	-\$1M
2027	500K	\$10M	\$2M
2028	1M	\$25M	\$8M



# The Financial Trajectory



We are built for capital efficiency, leveraging viral growth and low CAC (~\$0.40-\$0.50) against a high LTV (~\$50-\$100+), ensuring every dollar invested compounds rapidly.





# The Ask: Fueling the Caribbean's Financial Future

## 10% Operations & Contingency

Building a world-class team and ensuring operational excellence.

## 40% Product & Tech Development

Building a robust, secure, AI-native platform

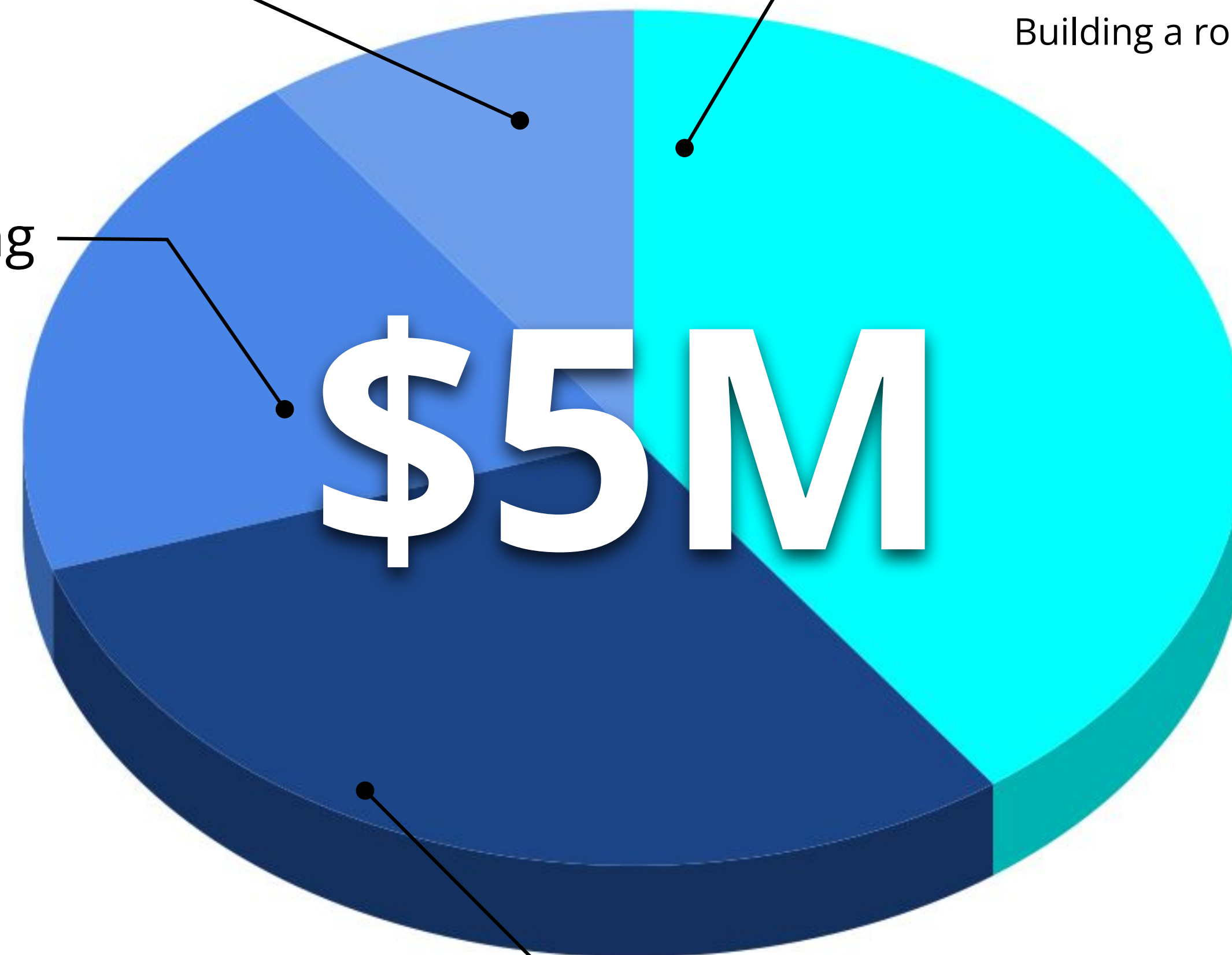
## 20% Regulatory Capital Buffer & Licensing

Securing NICO's independent e-money/banking license

### Our Ask:

## US \$5 Million Seed-Series Equity Commitment

- Structured in two equal closings over 12 months, plus up to US \$2 million equivalent in blended-finance risk-sharing or performance-grant instruments.
- This funds a 24-month runway to public launch, 150,000 customers, and monthly break-even.



## 30% Customer Acquisition & Marketing

Driving hyper growth through digital campaigns and community outreach.



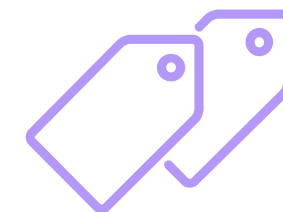
# Exit Horizons: Multi-Billion Dollar Potential

## Clear Pathways to Outsized Returns:



### IPO (Initial Public Offering)

Once NICO achieves regional dominance (5-10 million users across several countries and \$50M+ ARR by FY30), a NASDAQ/NYSE listing is a natural progression. A "Caribbean Champion" fintech could command multi-billion dollar valuations (e.g., Nubank IPO'd at \$41B+).



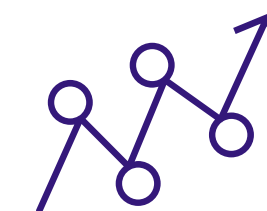
### Strategic Acquisition

Major regional banks, global banks entering the Caribbean, or large telecom companies could acquire NICO to instantly gain technology, talent, and a captive underbanked customer base. Valuations could be well into the hundreds of millions or even \$1B+.



### Regional Expansion & Follow-on Rounds

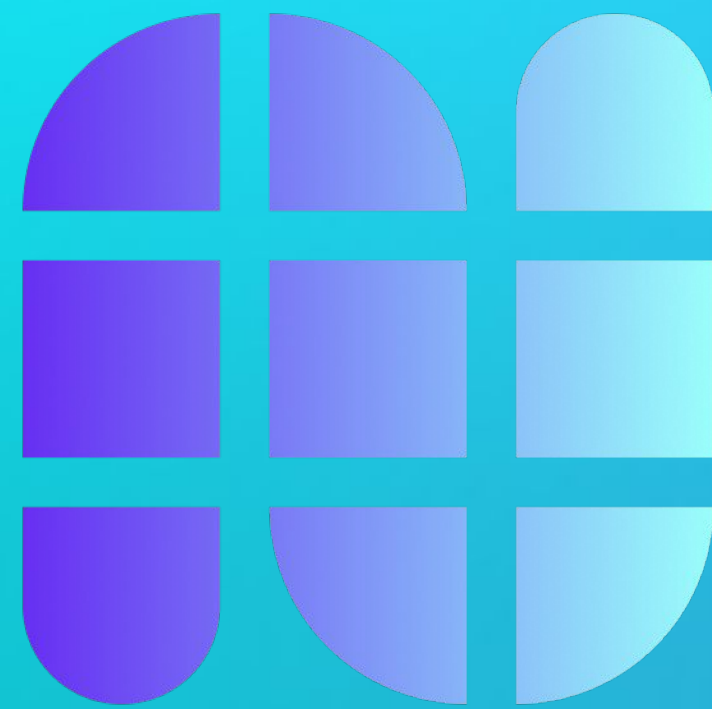
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### Dual Returns: Profit & Impact

For investors focused on ESG, NICO offers exceptional financial returns alongside verifiable social and environmental impact (financial inclusion, gender empowerment, climate action). This dual mandate can attract a premium from impact-focused acquirers or public market investors.





# Nico

The Definitive Fintech Opportunity in the Caribbean.

We are poised to:

- **Unlock a \$1.6B+ untapped market.**
- **Solve a critical social problem for millions.**
- **Be the first-mover, category-defining digital bank.**
- **Deliver exceptional financial and impact returns.**

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## Thank you!

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