

# ICO Review: Ripio Credit Network (RCN)

Global P2P Credit Network

October 6, 2017



# What is Ripio?

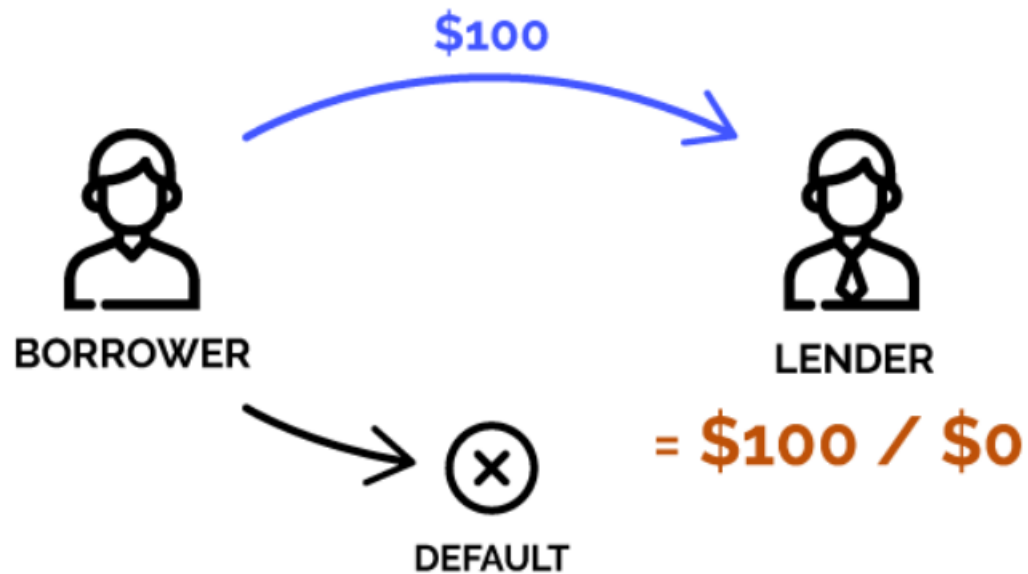
- Their goal is to offer digital payment alternatives within everyone's reach in Latin America, where 65% remain unbanked.
- The Ripio Credit Network is a protocol that enables P2P lending, regardless of where the lender and borrowers are located, and which currency is used.
- By reducing the traditional banking brokerage costs and management fees, Ripio aims to allow better conditions for both sides, creating a better credit alternative than what's available today.



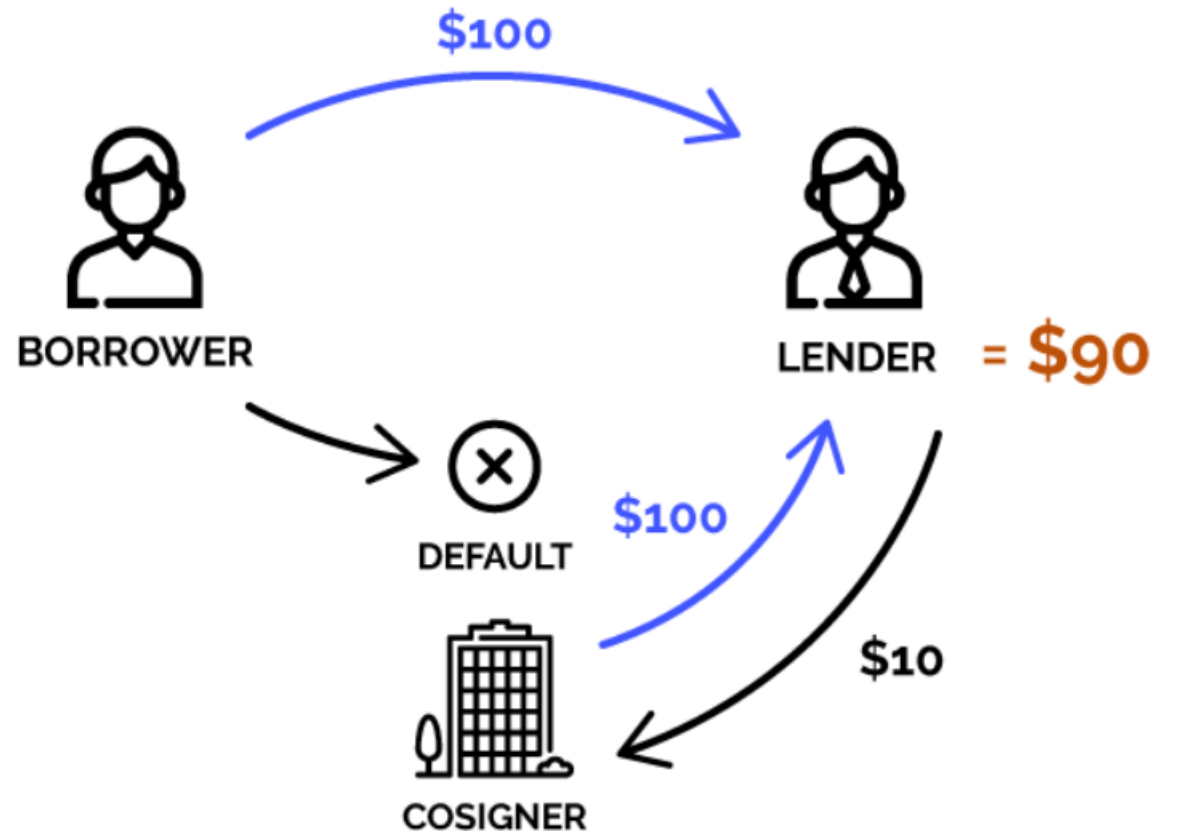
## PROJECT OVERVIEW

# How does it differ from other P2P lending solutions?

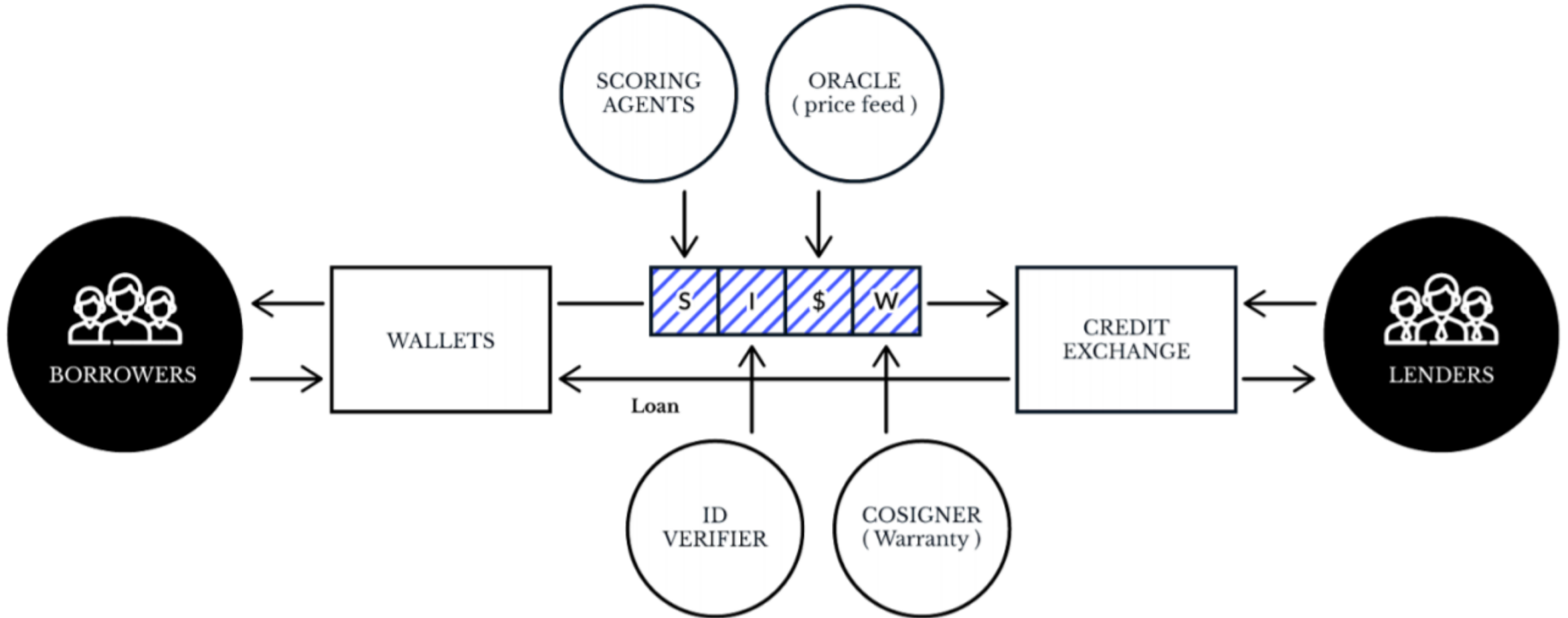
### SIMPLIFIED P2P LENDING EXAMPLE



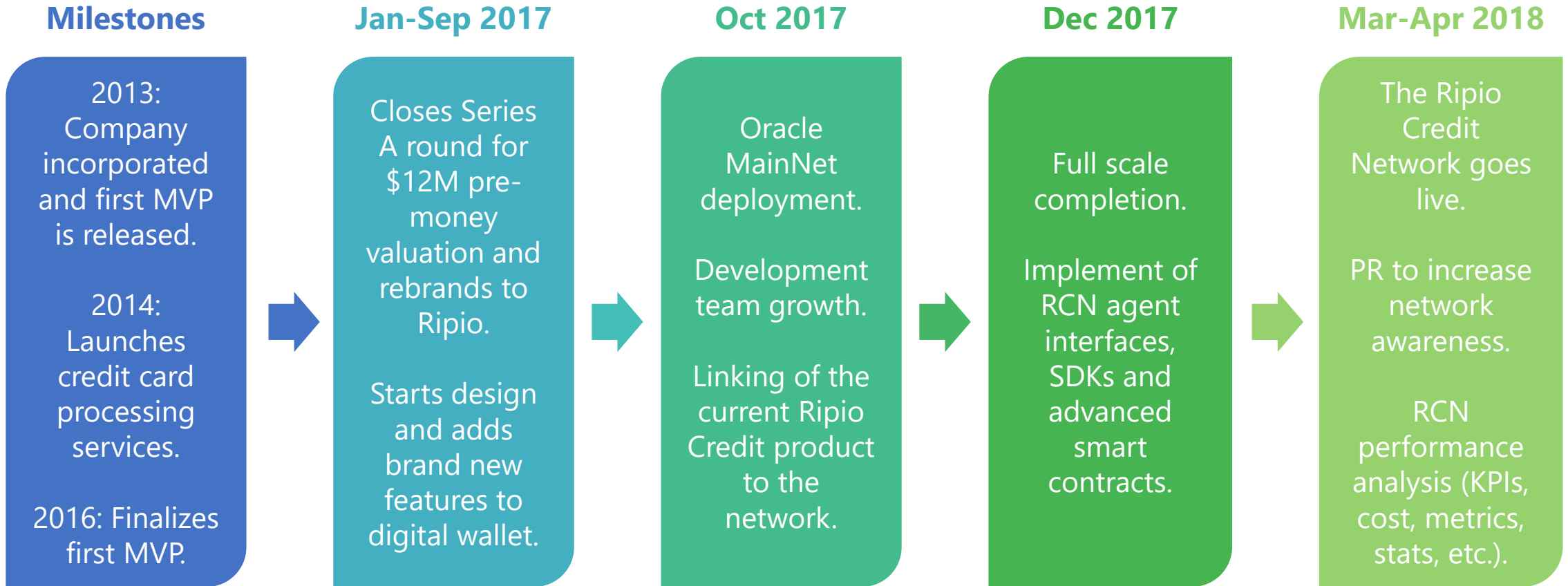
### SIMPLIFIED P2P LENDING EXAMPLE WITH COSIGNER



# The different agents in the Ripio Credit Network



# Development roadmap

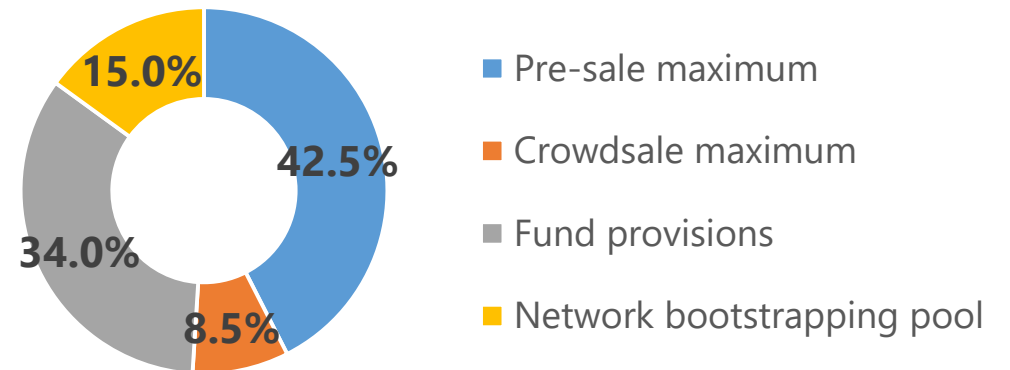


# RCN token sale summary

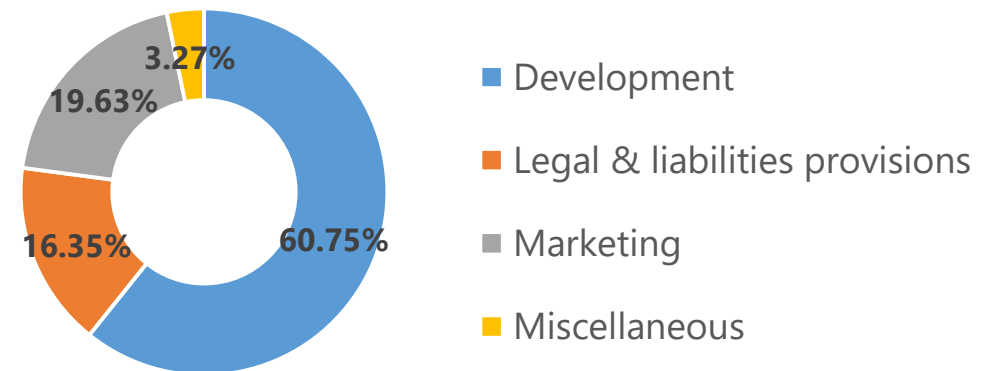
## ICO SUMMARY

- **Project name:** Ripio Credit Network
- **Token symbol:** RCN
- **Website:** <https://ripiocredit.network/>
- **Hard cap:** 127,500 ETH (public crowdsale ICO contributors own 51% of total token supply if hard cap is reached)
- **Total supply:** 1 billion RCN tokens
- **Conversion rate:** 1 ETH = 4,000 RCN
- **Max market cap at ICO (fully diluted):** US\$74M if hard cap is reached assuming Ether price of \$295
- **Bonus structure:** None
- **Timeline:** October 17, 2017
- **Token distribution:** Expected to be October 17, 2017 if public crowdsale is over by then

## TOKEN ALLOCATION



## USE OF PROCEEDS



# Use of RCN tokens

- Required to access the network as agent fees and obligations, and the corresponding distribution expenses within the network are driven by the use of these tokens.
  - **ID Verifiers:** Receive tokens in exchange for verifying the Borrower's identity.
  - **Scoring Agents:** Receive tokens in exchange for providing data related to, and rating, the Borrower's creditworthiness.
  - **Cosigners:** Collect a premium in tokens in exchange for cosigning the smart contract along with the Borrowers.
  - **Lenders:** When a Lender agrees to a smart contract listed on the Credit Exchange, tokens that have, per the Oracle, a value in the amount of the loan are sent from the Credit Exchange to the Wallet Provider through the smart contract.
  - **Wallet Providers:** Trades tokens for the Borrower's local currency and provides the Borrower with the funds accordingly.

## THE TEAM

# Who are the people behind Ripio?



**Sebastian Serrano**  
**Founder & CEO**  
Former DevsAr CEO



**David Garcia**  
**SVP & Board Member**  
Former PayU Country Manager



**Luciana Gruszczyk**  
**Compliance Officer**  
Former DevsAr co-founder



**Andres Fleischer**  
**Head of Operations & Admin**  
Former IBM Admin Analyst



**Eugenio Cocimano**  
**Actuary & Data Scientist**  
Former Risk Data Analytics at  
Banco Galicia



**Antonio Ceraso**  
**CTO & Lead Blockchain  
developer**  
Former Lead Dev at DevsAr



**Juan Mendez**  
**Head of Growth & Content**  
Former Yum Yum Videos  
content manager



**Bruno Acorsi**  
**Head of Support & CX**  
Former Head of Support at  
Accenture



# The opportunities

- Ripio has received VC funding from 2013 to as recently as April 2017, which could be an indicator that the company is growing. VCs rarely fund a declining company. Ripio's investors include well-known blockchain VCs which means the company has passed the scrutiny of these institutional investors.



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Huiyin  
Blockchain  
Venture

boostVC

- Ripio was a finalist of TechCrunch Disrupt Battlefield New York 2016, demonstrating that the team is solid.

TechCrunch  
DISRUPT

# The opportunities

- Detailed and well-thought-out white paper with a realistic game plan.
- P2P lending utilizing blockchain technology has a lot of opportunities in Latin America because of the large portion of unbanked people and the growing of cryptocurrency in Latin America due to its high inflation rate.
- It is easy for borrowers to use the Ripio Credit Network because the borrowers receive local currency and don't need to deal with any cryptocurrency. This helps drive adoption of Ripio.
- They have a no-discount policy, even for presale participants and VC investors, allowing a fair playing field for all participants.

# Our concerns

- The project requires a few different parties, including co-signers and wallet providers, to work. Ripio may not be able to find enough agents in time to scale the project or it may take a long time for sufficient adoption of the platform.
  - Example: The cosigning agent requires a sufficient volume of credit transactions to predict the return on investment, to manage the debt, and to collect the funds in case of borrower default.
- Many banks do not like cryptocurrency and refuse to deal with it. If cosigners cannot find a way to convert their RCN tokens back to fiat, the business model will break down.
- New credit and lending alternatives have been emerging based on the Internet and P2P technologies which could replicate or improve on Ripio's current solution.

# What do we recommend?

## For flipping: **Positive.**

- It looks like the presale is sold out, even without a discount, which leaves only 8.5% (or 21,250 Ether) for the public crowdsale.
- There is a maximum contribution of 20 Ether in the public crowdsale, which should leave plenty of unmet demand.

## For long-term holding: **Positive.**

- The business plan is well thought out and the team is veteran in the blockchain space since 2013.
- We like the way Ripio Credit Network is structured so that borrowers don't need to deal with cryptocurrency, making adoption easier.

***CrushCrypto***