



## **Tangelo signs partnerships with Dell Leasing and Clip to offer digital credit solutions for MSMEs and consumers in Mexico and Latin America**

- *Tangelo specializes in helping companies in Latin America build and scale digital credit solutions for their customers, expanding access to credit and financial inclusion in the region.*
- *As a result of the alliance between Tangelo and Dell Leasing, leading Mexican technology distributors and their online customers will be able to access digital financing options for computer equipment to support their growth and access to technology.*
- *The agreement between Tangelo and Clip opens the door for hundreds of thousands of businesses in Mexico that use digital payments to access fast and simple financing that is 100% digital.*

**Mexico City, Mexico, March 29<sup>th</sup>, 2022.** Tangelo, the technology company specializing in alternative credit solutions for Latin America, today launched an alliance with Dell Leasing, a leading global IT company, and a partnership with Clip, a leading digital commerce and payments platform that enables businesses in Mexico to interact and transact more effectively with their consumers through innovative technologies, best-in-class customer service, and the ability to digitally accept all payment methods. Clip has over 1,000 employees and offices in Mexico City, Guadalajara, Salt Lake City, and Buenos Aires.

Regarding the alliance with Dell Leasing, Tangelo has developed two credit lines. The first is a working capital line, made available to the main 100 wholesale technology distributors in Mexico, allowing them to easily finance their Dell computer product purchases, a business that last year reported sales of over \$280 million dollars in Mexico.

The second credit line is designed to finance e-commerce purchases of computer equipment from Dell, a one-billion-dollar business in Latin America. This financing will be available for online purchases under \$10,000 dollars, thus boosting people's access to credit and technology throughout the region.

For Clip, Tangelo designed a credit feature called "advance on future sales", which allows the hundreds of thousands of businesses that use Clip's payment terminals in Mexico to access



100% digital financing that can be paid down progressively through transactions made using the terminals.

Both agreements, which come just two months after Tangelo's official launch in Latin America, revolve around the technological capabilities and alternative risk assessment models that characterize the company's credit offerings. This allowed Tangelo to develop credit solutions tailored to Dell Leasing and Clip for their clients to access easy and inclusive real-time financing.

With this announcement, Tangelo reinforces its commitment to financial inclusion in Latin America, consolidating its business model based on strategic alliances with large corporations in several sectors of the economy, bringing digital financing solutions to thousands of consumers and MSMEs in the region.

**Ricardo Hoyo, Head of Corporate at Tangelo**, commented: "These alliances will have a positive impact on the region because hundreds of MSMEs and thousands of consumers will be able to grow and access technology through financing solutions that would otherwise be difficult to acquire. In addition, the credit products that we operate today in the Mexican market can be easily replicated in Colombia or other Latin American countries that need financially inclusive solutions.

**Juan Pablo Unna, CEO of Dell Leasing**, commented: "At Dell Leasing Mexico we are very pleased with the alliance signed with Tangelo as it will allow us to expand our offering of technology solutions to customers through financing, for individuals who require a flexible payment plan, as well as our Distribution Channels with additional credit lines that will give them greater purchasing power".

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### About Tangelo

Tangelo is a high-growth financial technology company specializing in developing and scaling alternative credit products and services for individuals and businesses in Latin America. Through its proprietary technology platform and advanced data analytics capabilities, Tangelo manages a diverse portfolio of customized products including point-of-sale financing, supply chain financing, asset-based lending, credit scoring as a service, and end-to-end white label digital credit solutions for numerous industries.

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### Contact Tangelo

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