



Inbank AS

Investor Presentation Q1 2020

Highlights Q1 2020

- Switched to **remote mode** due to the **coronavirus outbreak** while staying fully operational and continuing to serve both our partners and customers remotely.
- In light of the expected economic downturn, **revised our 2020 key objectives** and decided to focus significantly more on our core business and projects related to our B2B2C strategy.
- Suspended above the line marketing activities and found ways to save on administrative expenses while not laying off staff.
- Sold 100% of **AS Inbank Liising** shares, bringing us an extraordinary profit of 375,000 euros.

LOAN PORTFOLIO

€ 345 m

+40% YEAR-ON-YEAR

NET PROFIT

€ 2.2 m

+8% YEAR-ON-YEAR

ROE

18%

3 MONTHS

SALES

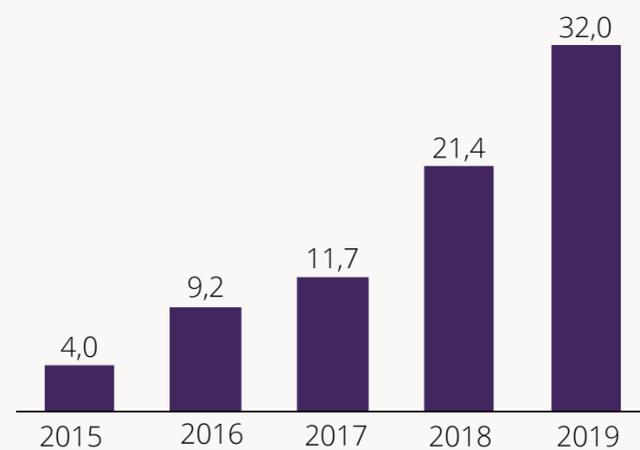
+15%

3 MONTHS

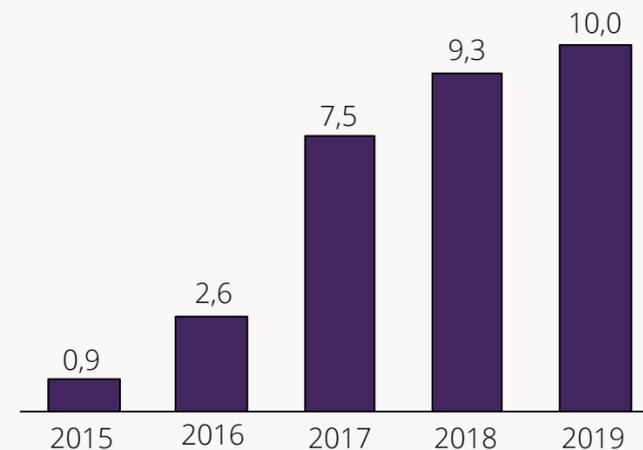


Key financials

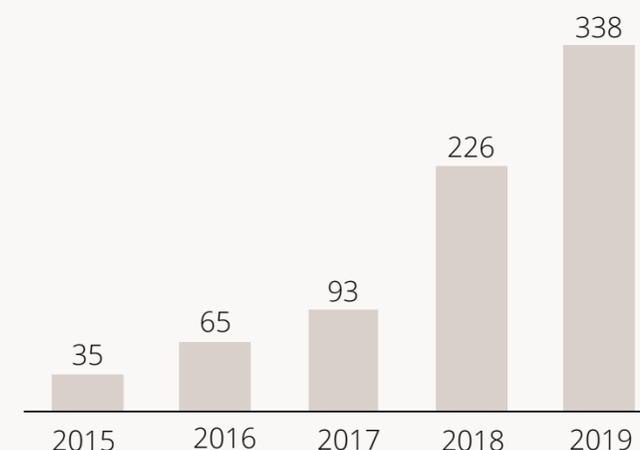
Net income
(millions of euros)



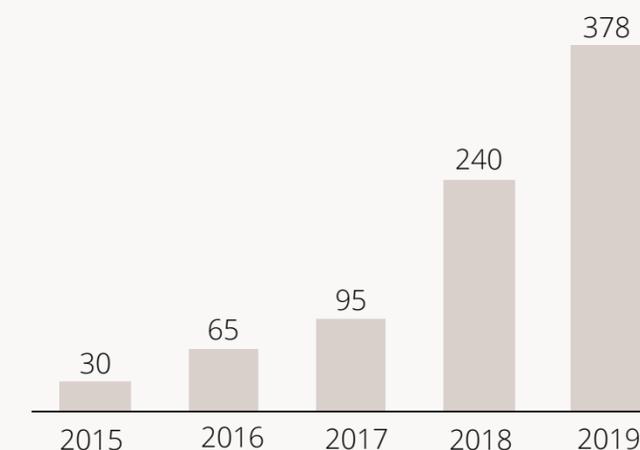
Net profit
(millions of euros)



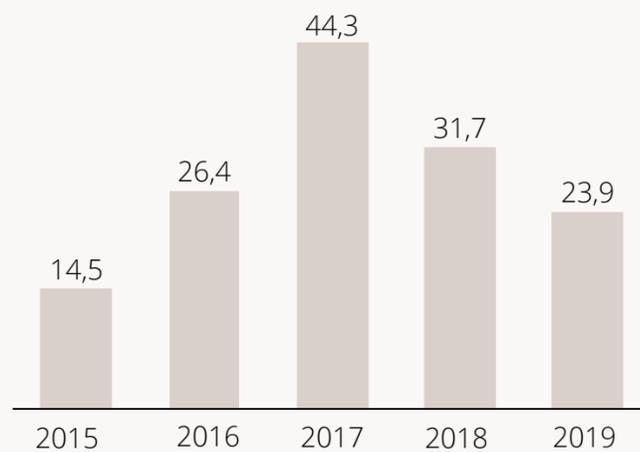
Loan portfolio
(millions of euros)



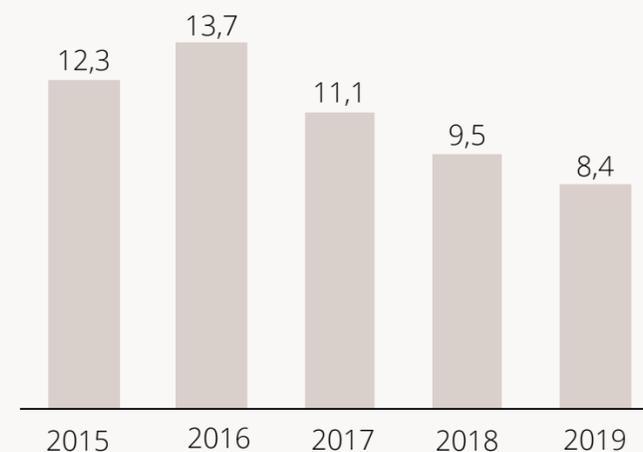
Deposit portfolio
(millions of euros)



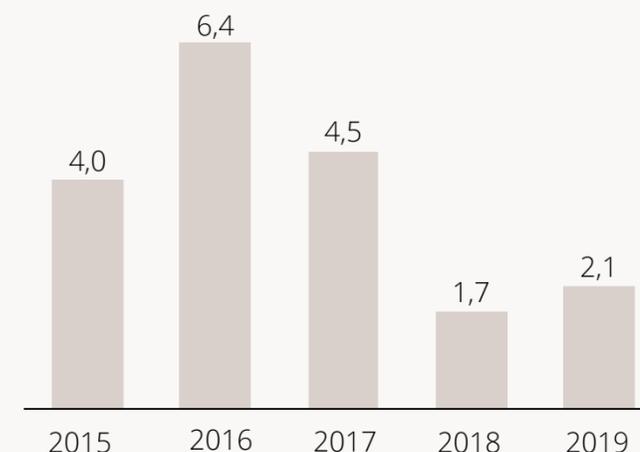
Return on equity (%)



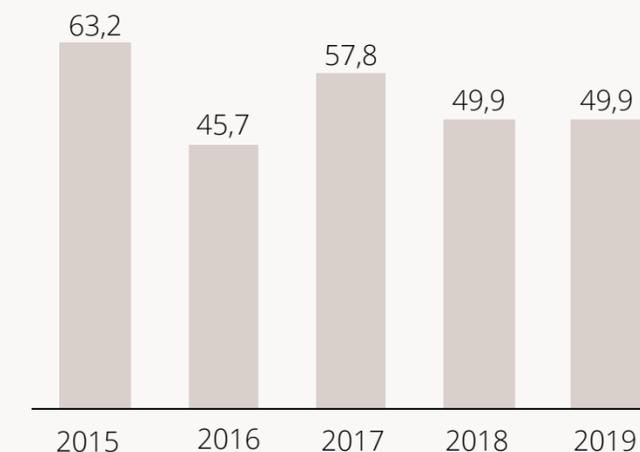
Net interest margin (%)



Impairment losses to loan portfolio (%)

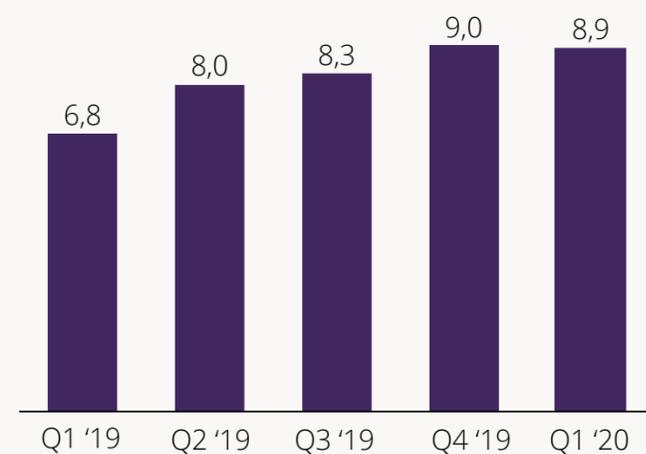


Cost / income (%)

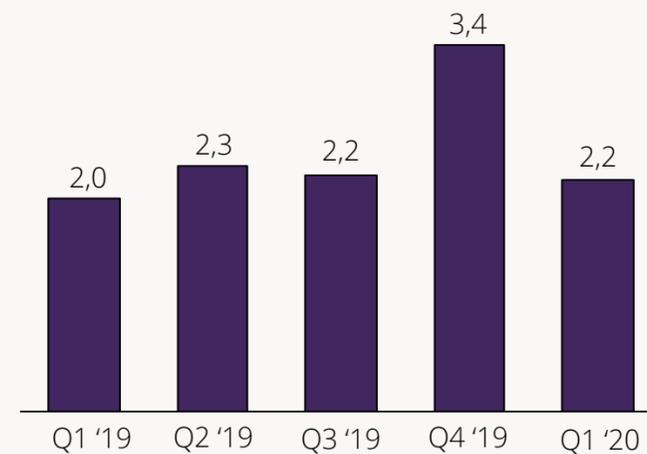


Quarterly results

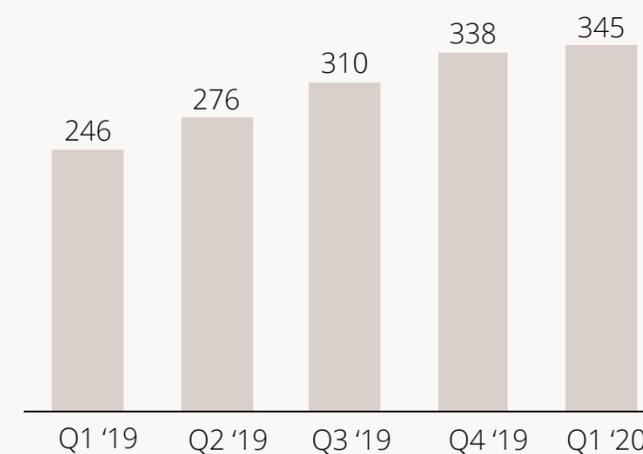
Net income
(millions of euros)



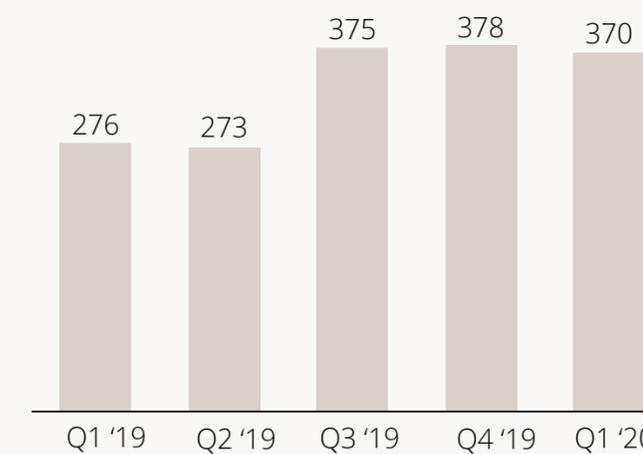
Net profit
(millions of euros)



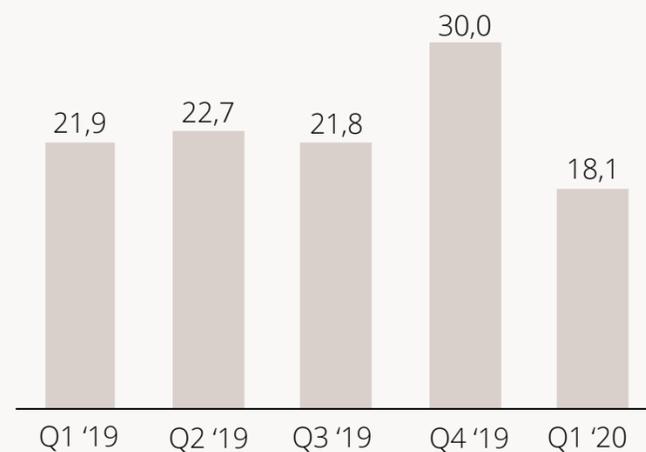
Loan portfolio
(millions of euros)



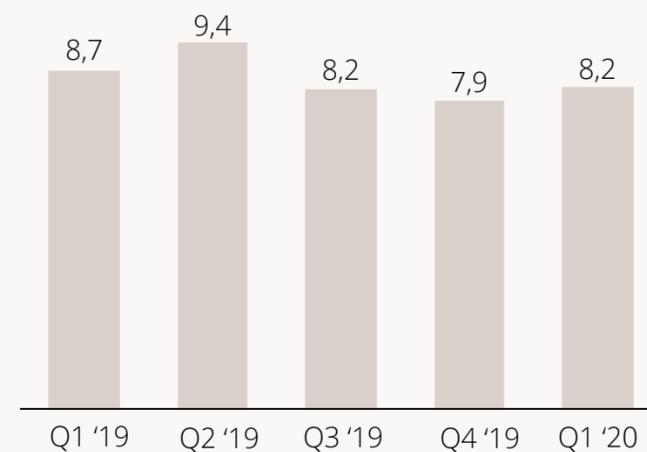
Deposit portfolio
(millions of euros)



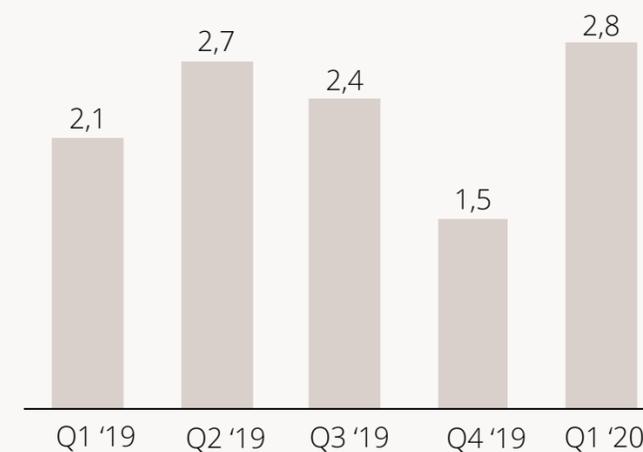
Return on equity (%)



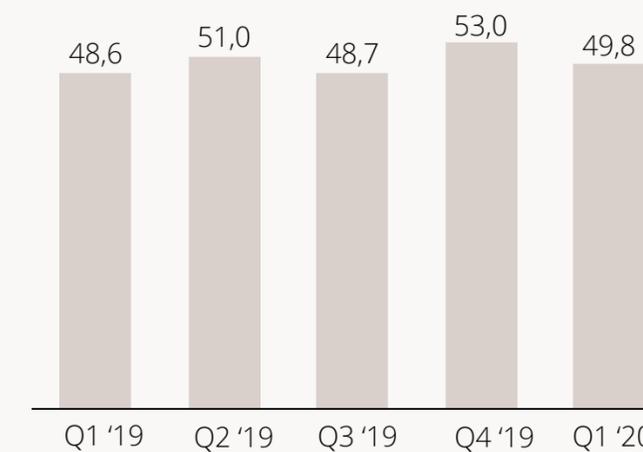
Net interest margin (%)



Impairment losses to loan portfolio (%)



Cost / income ratio (%)



Building the shopping experience of tomorrow

We help merchants sell better by integrating consumer financing solutions into the shopping experience. Thanks to our proprietary digital technology and easily integrated financing solutions we are enabling customers to have a frictionless end-to-end shopping journey.

Inbank operates in the EUR 48 billion Baltic and Polish consumer finance markets, and also accepts deposits from Germany, Austria and the Netherlands. We have offices in Tallinn, Riga, Vilnius, Kaunas, Klaipeda, Warsaw and Gdansk.

€ 850+M
VOLUME FINANCED

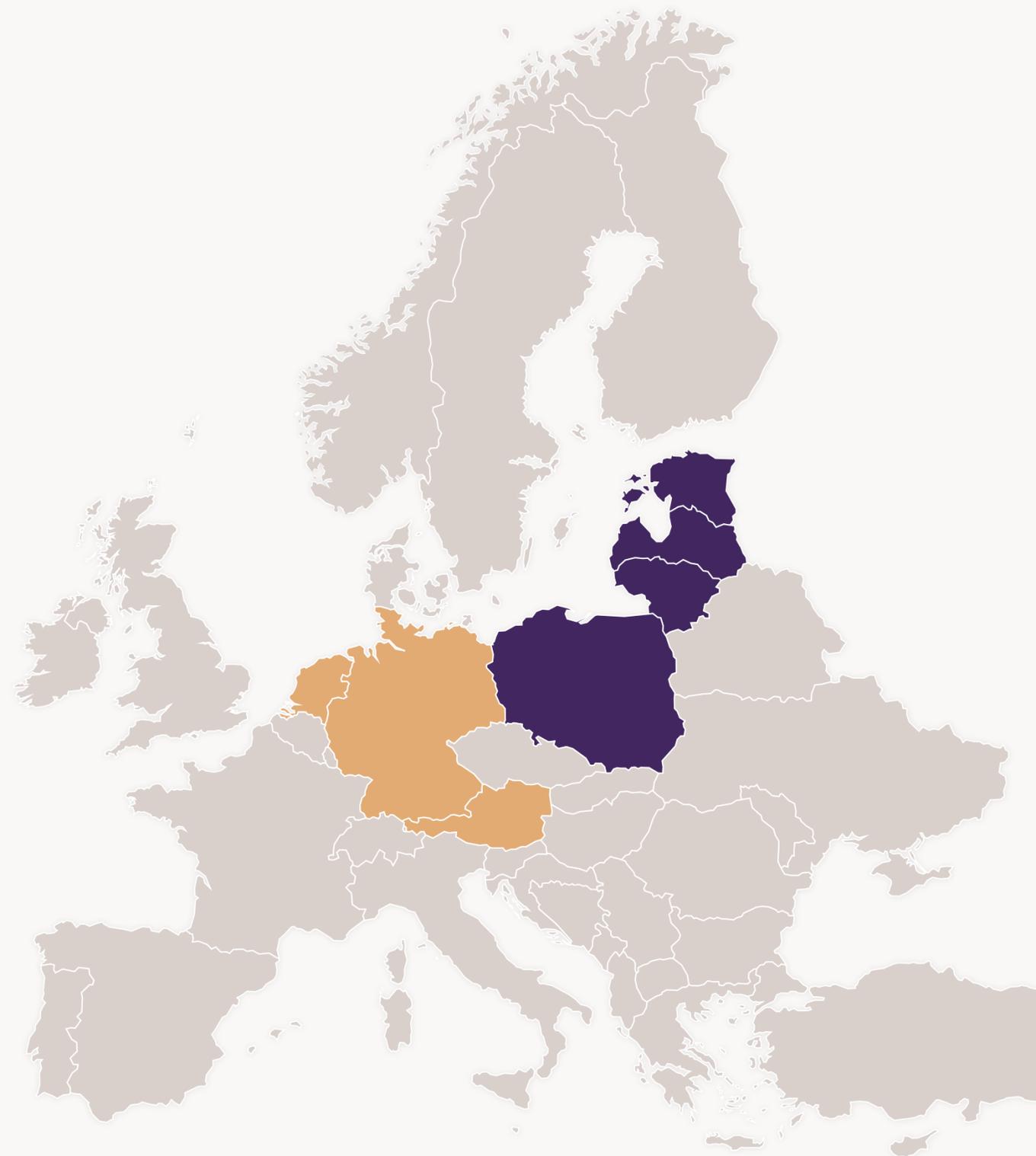
600K
ACTIVE CONTRACTS

2,900+
ACTIVE PARTNERS

 4
COUNTRIES

 7
OFFICES

 220
PEOPLE



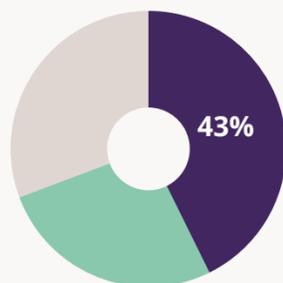
Our business



Sales finance

Integrated financing solutions for e-commerce

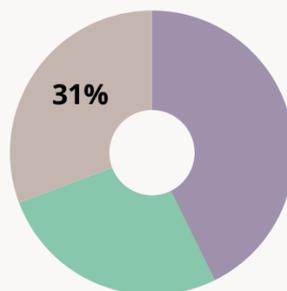
Cooperation with PayU in Poland



Car financing

Car Loan and Car Leasing

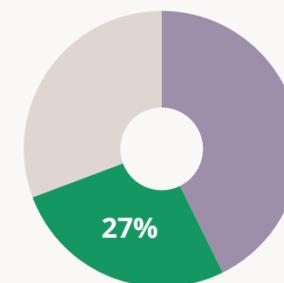
Strategic partnerships with leading Baltic and Polish car portals



Personal loans

Flexible small loans to consumers

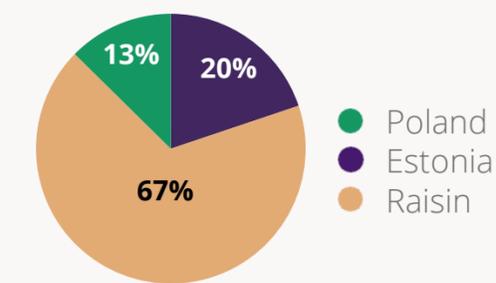
Tailored conditions depending on the loan purpose



Deposits

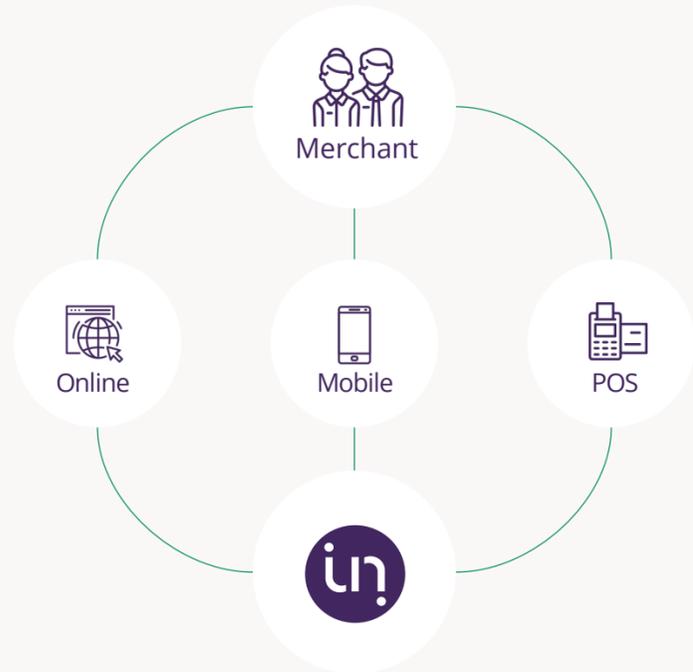
Co-operation with deposit marketplace Raisin

Offering term deposits in 6 EU countries



Automated process

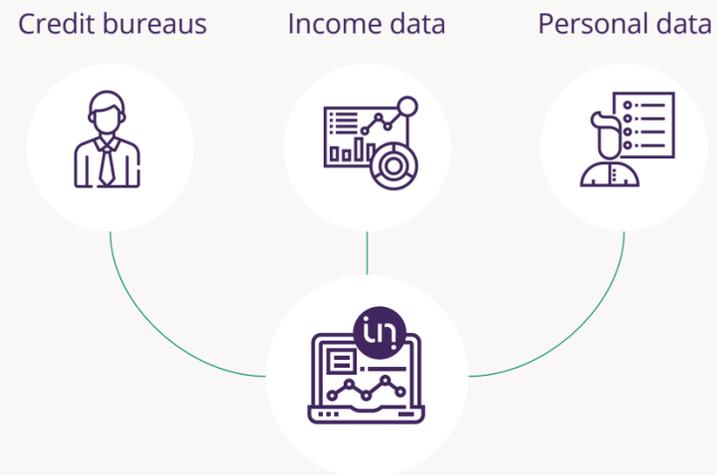
Integrated API



Benefits: merchants

- Partner- and sector-centric approach
- Financing solution fully integrated into partners' business process through flexible API
- Repeat sales and greater conversion rates
- Complementary fee income

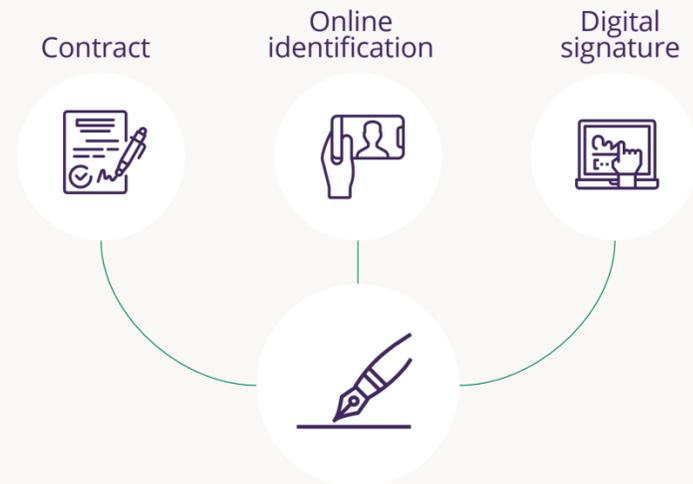
Statistical model



Benefits: merchants + customers

- Quick and automated decision-making – credit decision in less than 7 seconds
- 90% of contracts completed automatically online or at point-of-sale

Identification and signing



Benefits: customers

- Benefits: customers
- Flexible financing with a range of options for increasing customer purchasing power
- All-digital experience, convenient online identification and contract signing

Inbank business model and success factors

We help our partners sell better by simplifying purchases and making financing more accessible to customers.



Value adding

We operate through an effective B2B distribution network that enables us to be part of the end-to-end consumer journey and utilise B2C retention and cross-sales.



Scalable

Thanks to our scalable proprietary technology and agile organisation, we can grow fast within our home markets as well as expand to new markets in Europe through partnerships with leading local merchants.



Profitable

We have built a profitable business model since inception. Over the past five years our profit has grown from 0.9 to 10 million euros. We have maintained a solid 24% ROE in 2019.

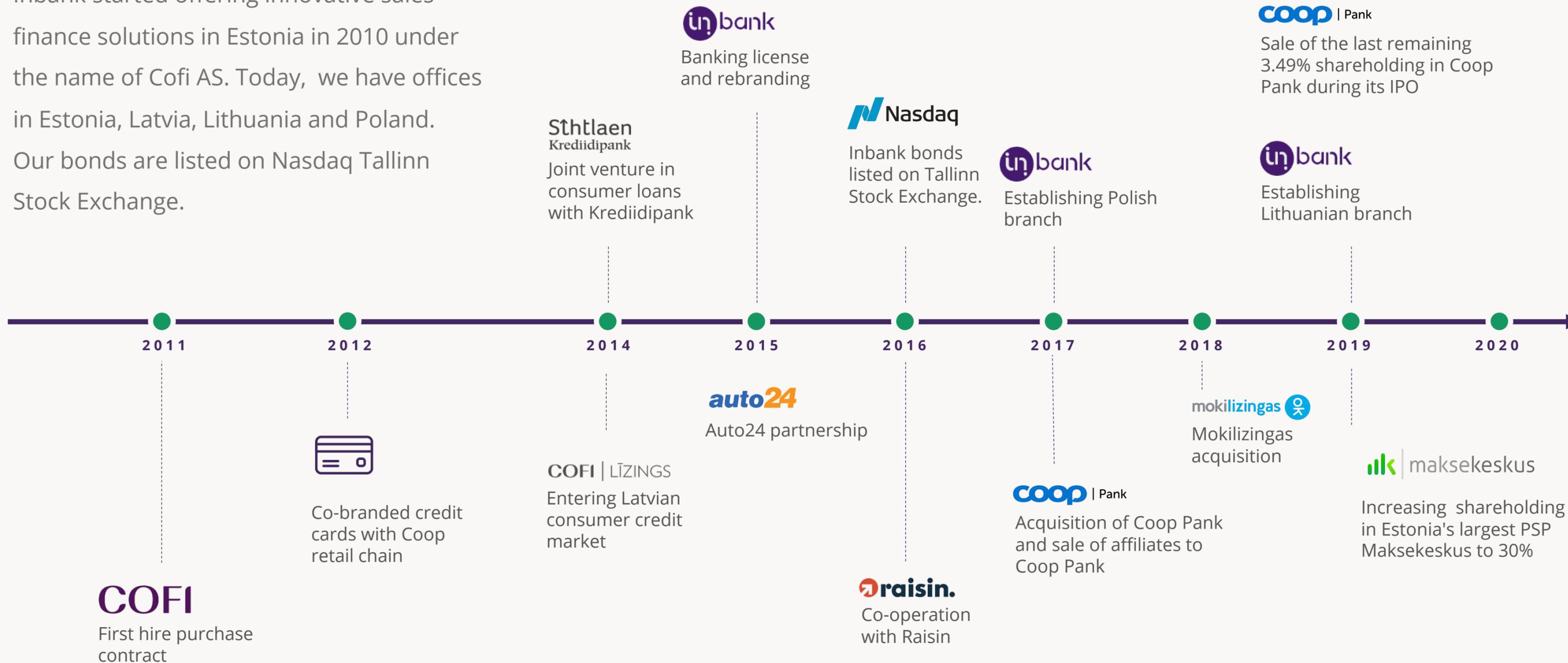


Sustainable

EU banking license and strong international investor base ensure sustainable funding to support growth. Our bonds are listed on Nasdaq Tallinn Stock Exchange.

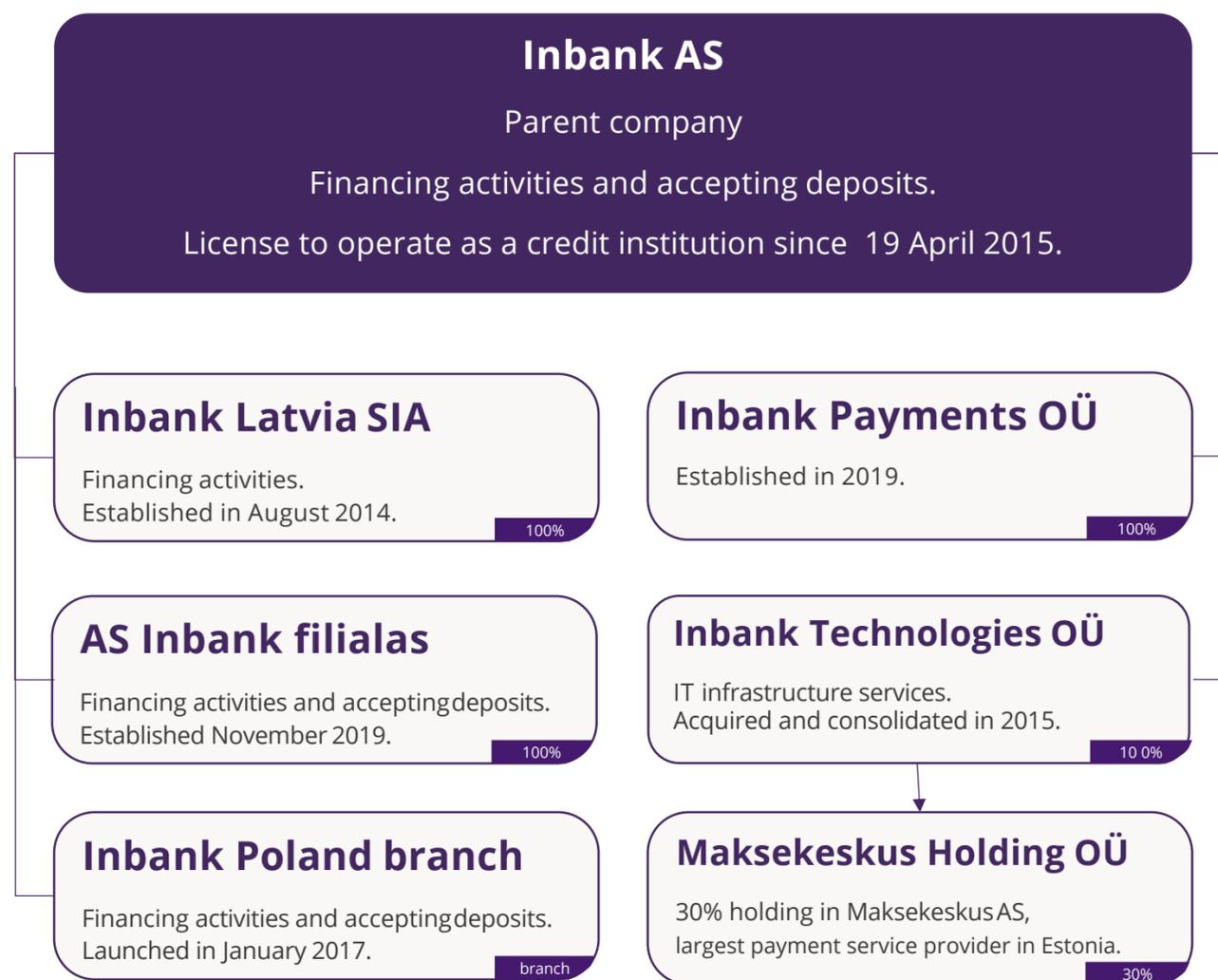
Our story – celebrating 10 years on the market

Inbank started offering innovative sales finance solutions in Estonia in 2010 under the name of Cofi AS. Today, we have offices in Estonia, Latvia, Lithuania and Poland. Our bonds are listed on Nasdaq Tallinn Stock Exchange.



Structure

Group structure



Shareholder structure



Owner	Shares	%
Cofi investeringud OÜ	24 675	27,3%
Pershing Hall Holding Limited	23 858	26,4%
Other (61 shareholders)	41 811	46,3%

Management

Group

Group management focuses on strategy, innovation and growth as well as meeting the bank's capital return and risk appetite targets. The centralised group functions are also responsible for finance, risk, product development and technology.

Country management

Local managers handle sales, distribution and credit underwriting.

 **4**
COUNTRIES

 **7**
OFFICES

 **220**
PEOPLE



Priit Põldoja
Founder, Chairman



Jan Andresoo
Founder, CEO



Piret Paulus
Business Development



Liina Sadrak
Business Processes



Jaanus Kõusaar
Finance



Marko Varik
Risk



Aet Toose
Technology



Erkki Saarniit
Product Development



Margus Kastein
CEO, Estonia



Girts Ledins
CEO, Latvia



Maciej Pieczkowski
CEO, Poland



Benas Pavlauskas
CEO, Lithuania



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