



Inbank AS

Investor Presentation Q1 2021

Overview Q1

Highlights

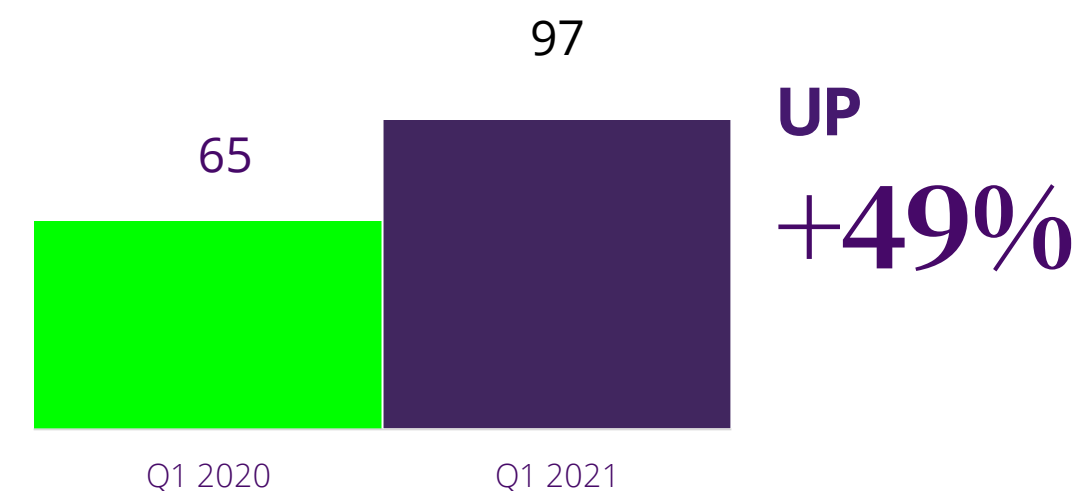
- For the first time, Inbank consolidated its 53% stake in Mobire, full-service car rental acquired in January 2021.
- March this year was Inbank's best sales month ever. Total sales for Q1 was 97 million euros increasing 49% year-on-year. Growth was driven by the Polish business unit that contributed 43 million euros to total sales, 258% more than a year ago.
- Inbank's profits have again begun to accelerate and we earned a total of 2.55 million euros in net profit, which is 17% more than a year ago.
- For the first time, the Polish business unit reached quarterly profitability.

LOAN PORTFOLIO
€ 433 m
 +25% YEAR-ON-YEAR

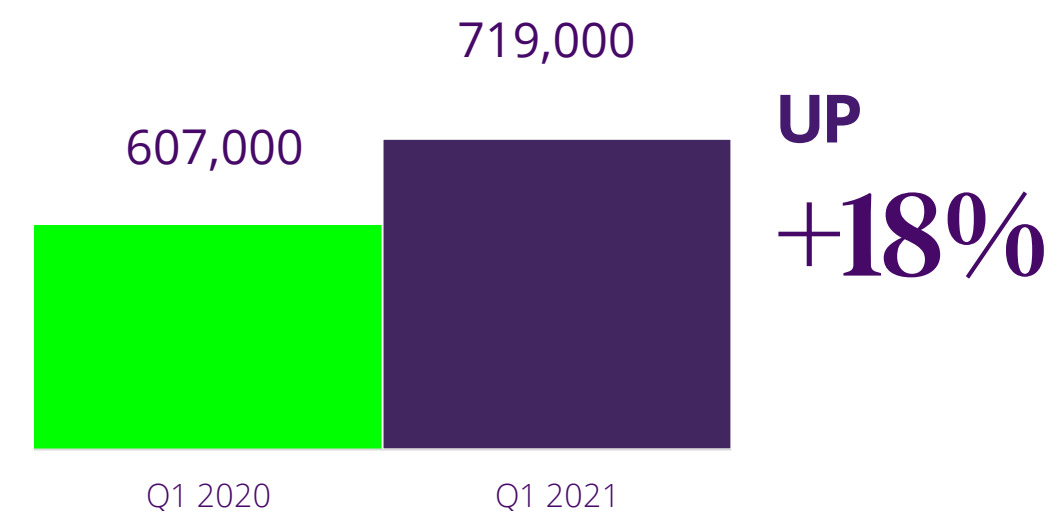
NET PROFIT
€ 2.5 m
 3 MONTHS

ROE
15.5%
 3 MONTHS

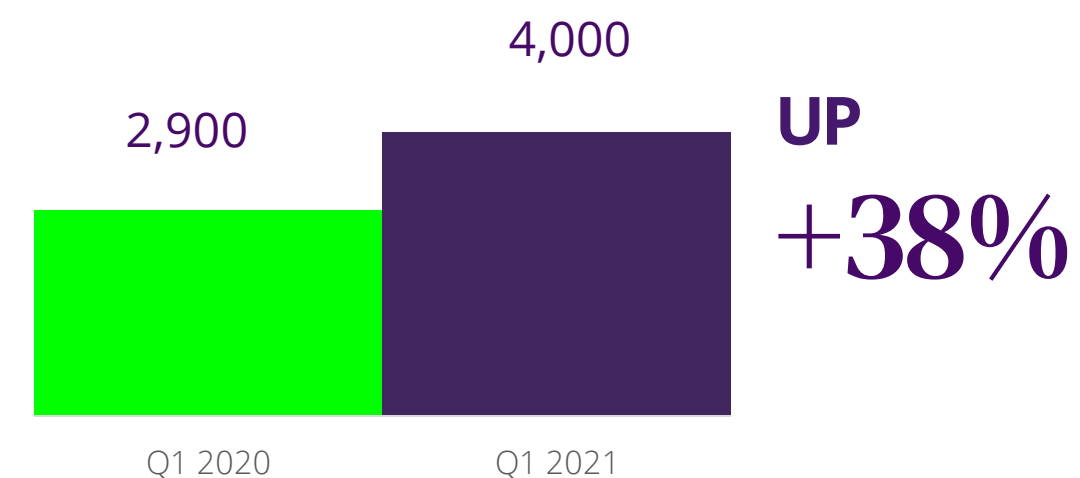
Total sales



Active contracts

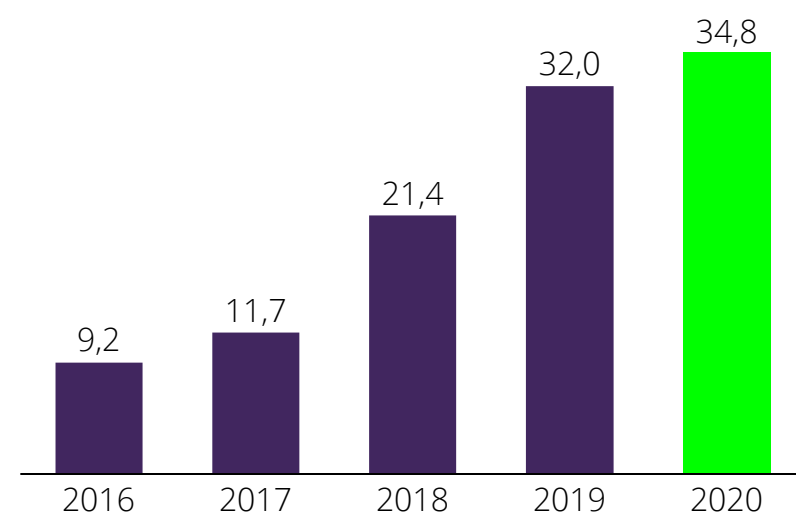


Active partners

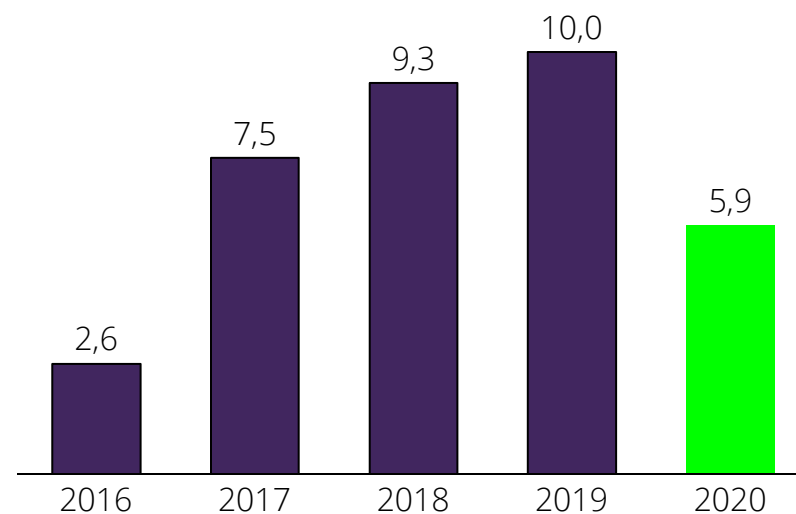


Key financials

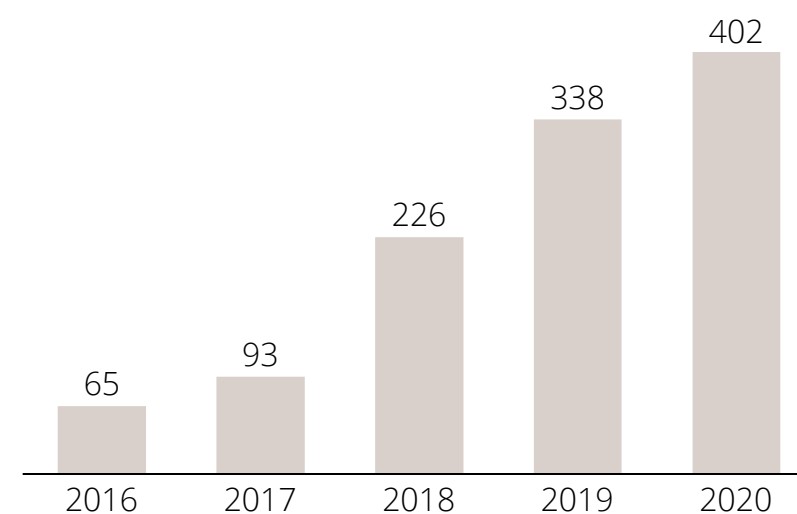
Net income
(Millions of euros)



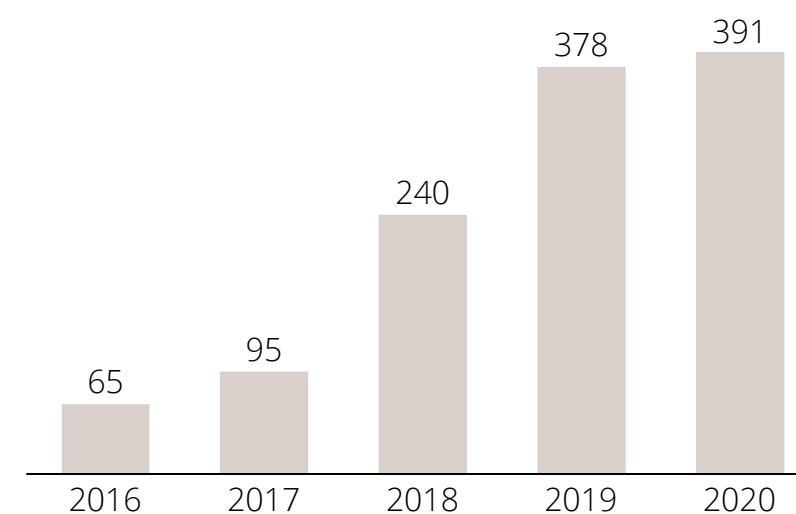
Net profit
(Millions of euros)



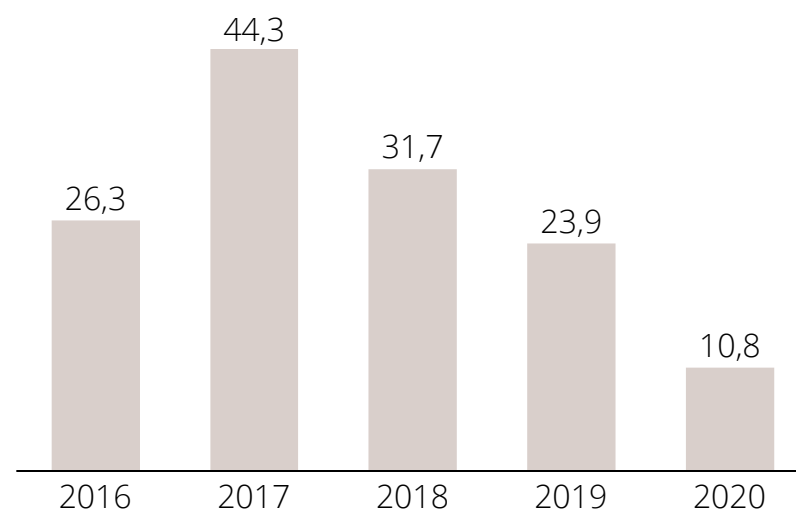
Loan portfolio
(Millions of euros)



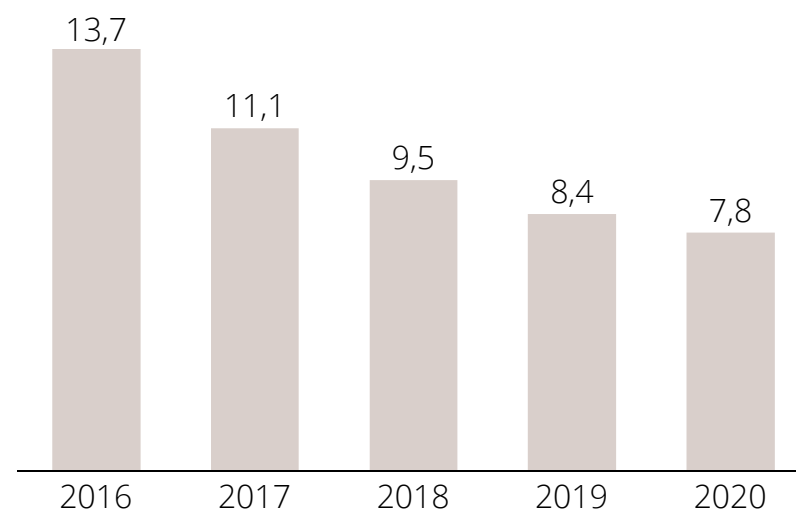
Deposit portfolio
(Millions of euros)



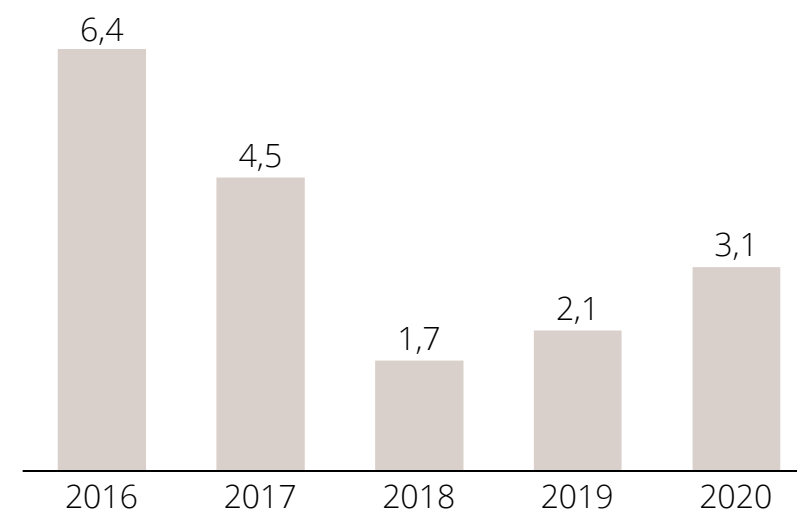
Return on equity (%)



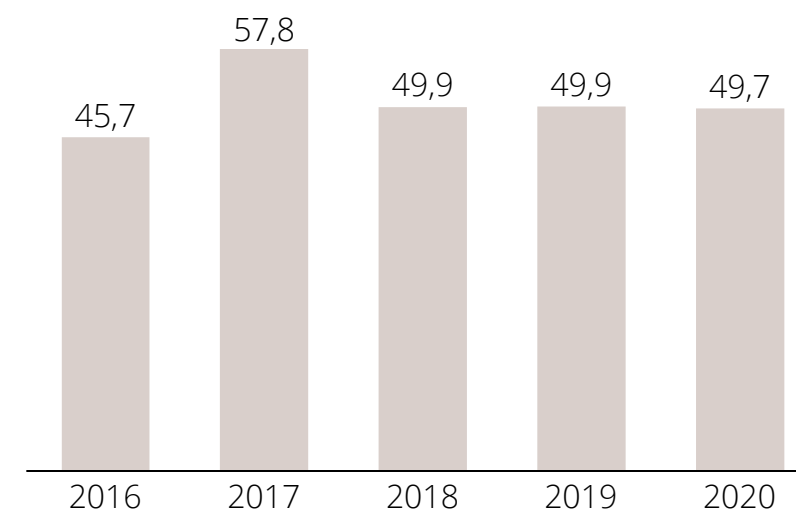
Net interest margin (%)



Impairment losses to loan portfolio (%)

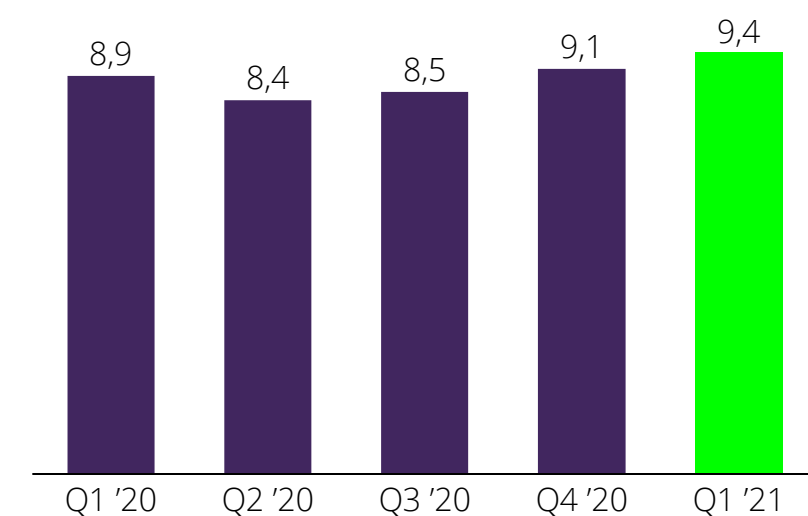


Cost / income (%)

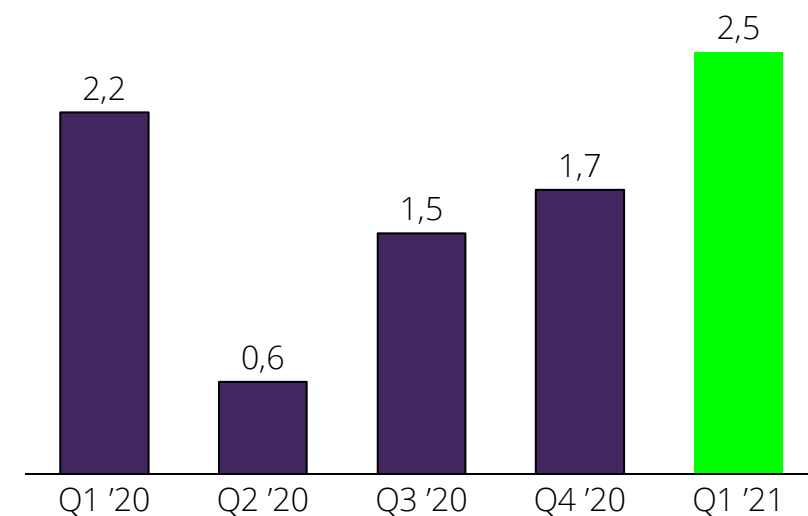


Quarterly results

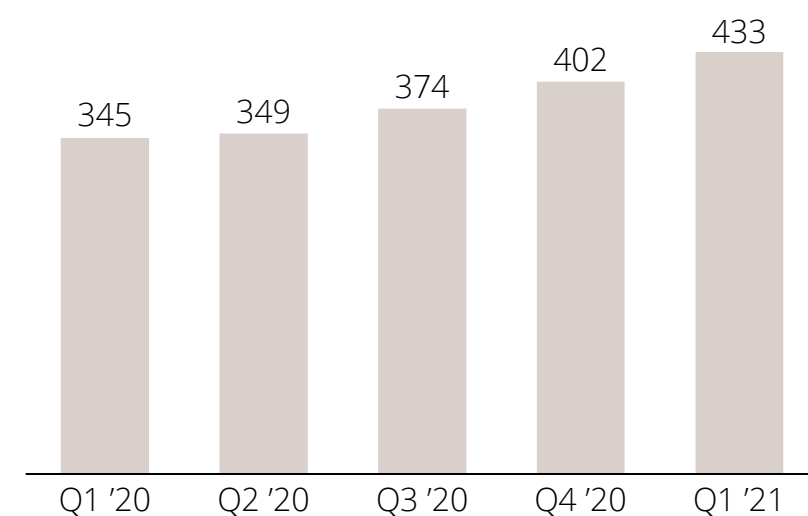
Net income
(Millions of euros)



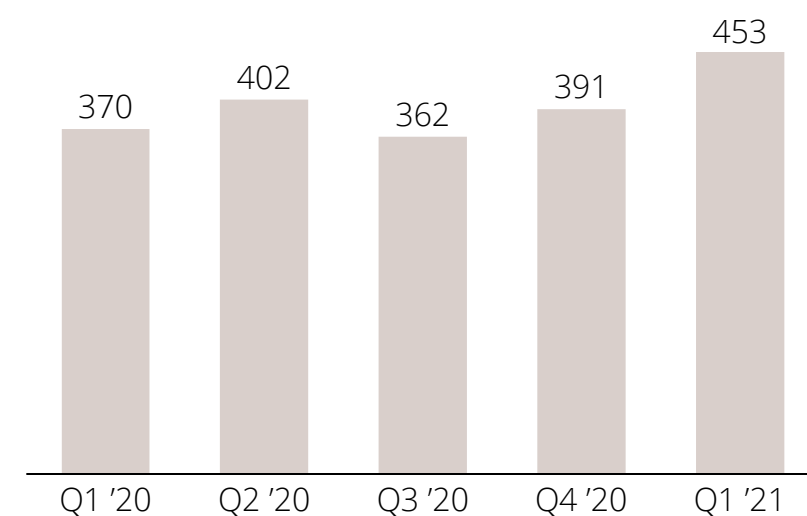
Net profit
(Millions of euros)



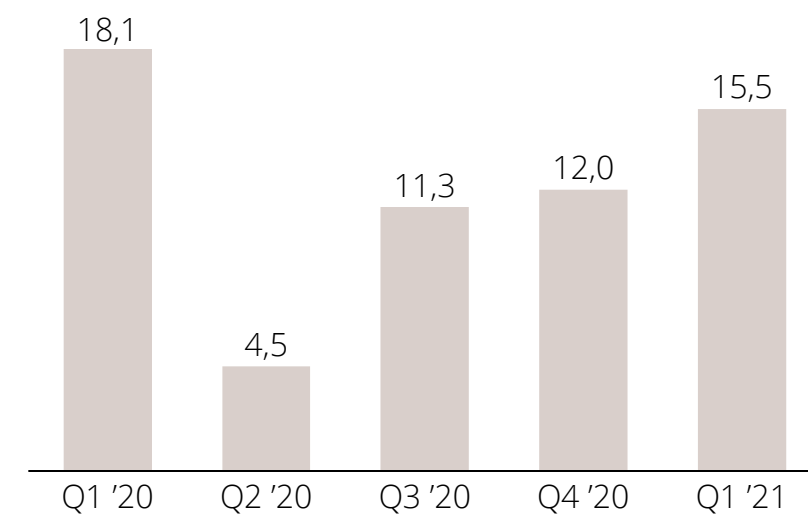
Loan portfolio
(Millions of euros)



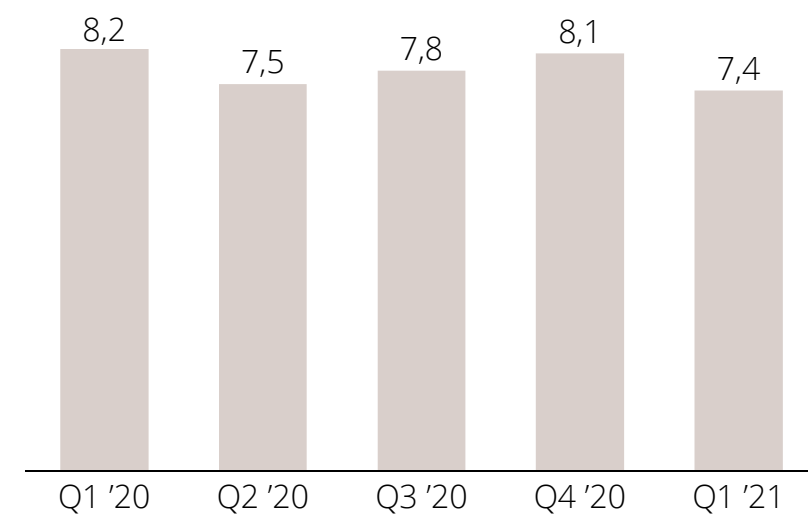
Deposit portfolio
(Millions of euros)



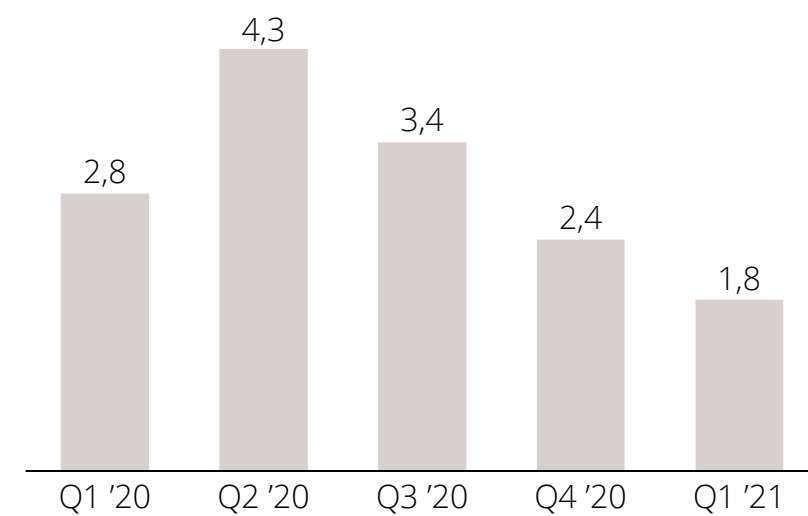
Return on equity (%)



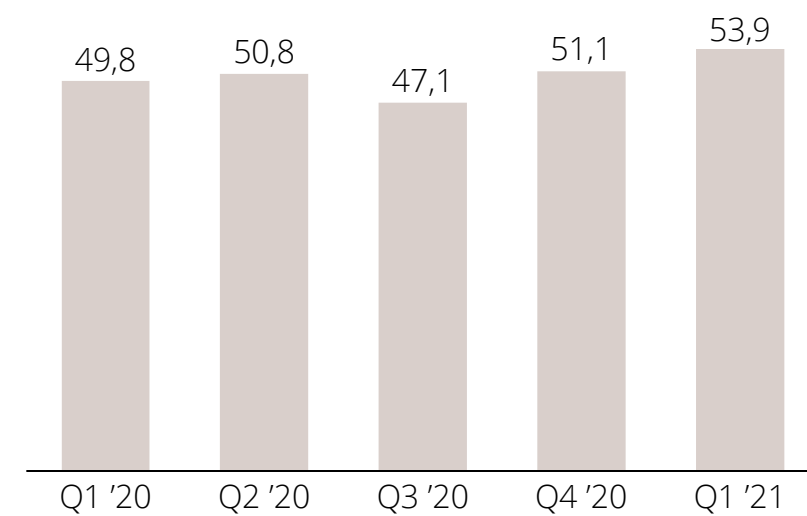
Net interest margin (%)



Impairment losses to loan portfolio (%)



Cost / income ratio (%)





Simplifying everyday life by seamlessly merging financing with shopping

Inbank designs digital financial products that seamlessly merge financing and payments with shopping ultimately empowering people to improve their quality of life.

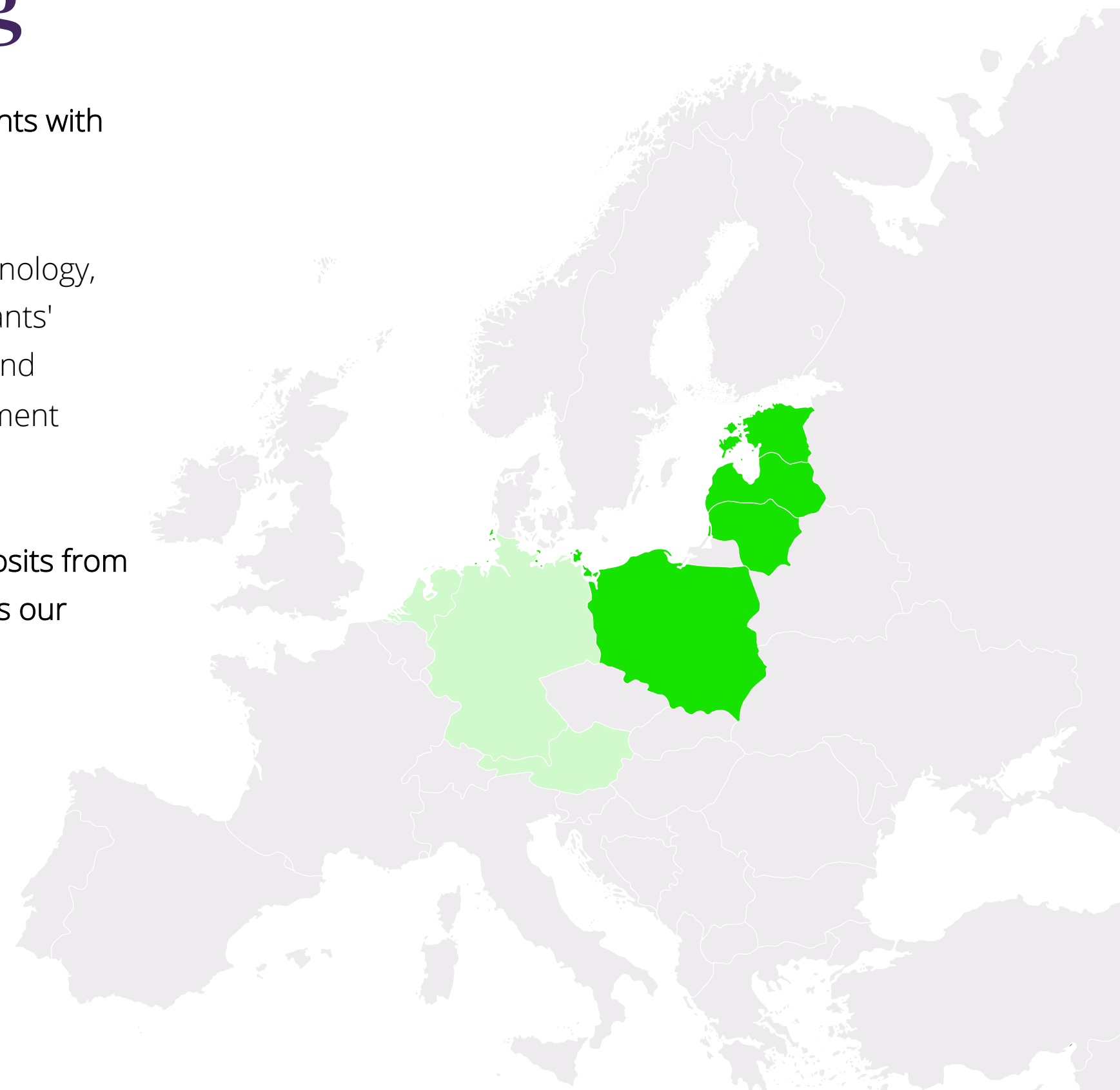
Our unparalleled knowledge in credit underwriting, regulatory environment and technology, enable us to design digital financial products that are fully integrated into the merchants' business processes. This helps our merchant partners to grow their business while end customers get to benefit from a frictionless shopping experience with individual payment methods to choose from.

Inbank operates in the Baltic and Polish consumer finance markets and accepts deposits from Germany, Austria and the Netherlands. We are a team of 250+ people working across our offices in Tallinn, Riga, Vilnius, Kaunas, Klaipeda, Warsaw and Gdansk.

 **4**
COUNTRIES

 **7**
OFFICES

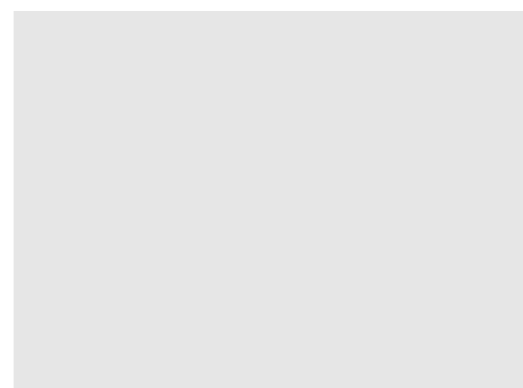
 **250+**
PEOPLE



Our business



54% **Sales finance and pay later**
 Sales finance and new generation pay later platform Indivy remain our key customer acquisition drivers and fastest-growing business segments distributed through a network of more than 4,000 merchants and platforms including PayU, the largest PSP in Poland.



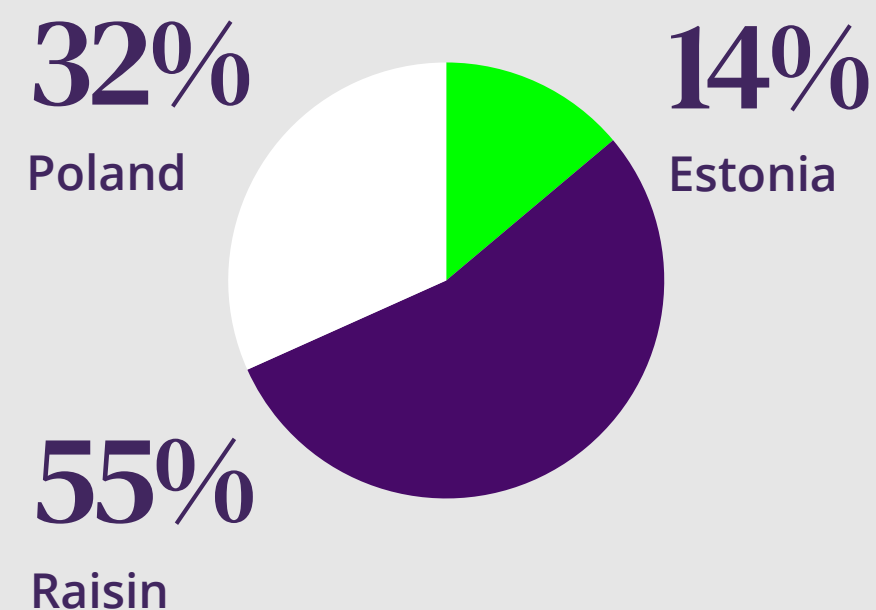
28% **Car financing**
 Our digital car financing solutions are offered through exclusive partnerships with leading car classifieds like **auto24**. With this highly scalable platform, we see an opportunity to partner with car classified sites all across Europe.



18% **Loans and cards**
 The multi-purpose personal loans are important profit drivers via cross-selling and until recently, our main B2C products. In 2020, Inbank launched its mobile-first credit card and app **Inpay** that offers cashback as its core feature.

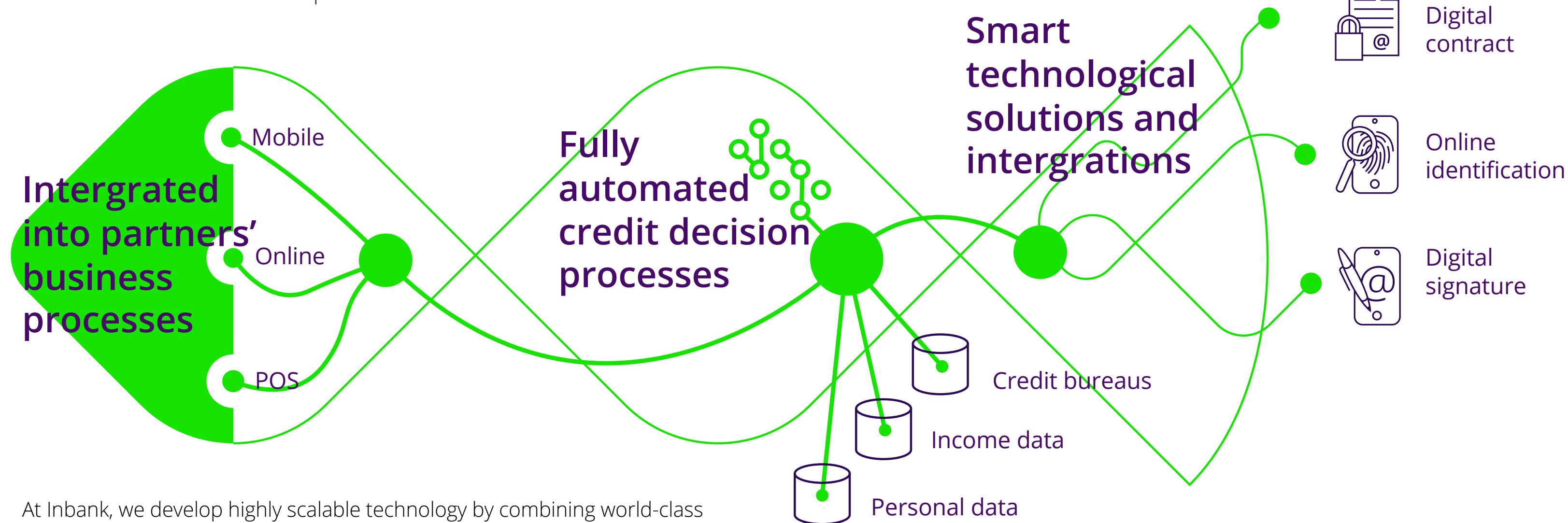
Deposits

We accept term deposits from Estonia, Lithuania, Poland and additionally from Germany, Austria and the Netherlands via Raisin platform.



Helping our partners sell more by simplifying purchases and making financing more accessible to customers

Tech-enabled automated platform



At Inbank, we develop highly scalable technology by combining world-class cloud computing and third-party solutions with our own proprietary core technology. Our credit decisions are made in seconds with around 90% of customer contracts concluded automatically online or at stores.

Success factors

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. While the global downturn has affected the 2020 annual profit, our capitalisation is at its highest level for the past two years at 18.6%.

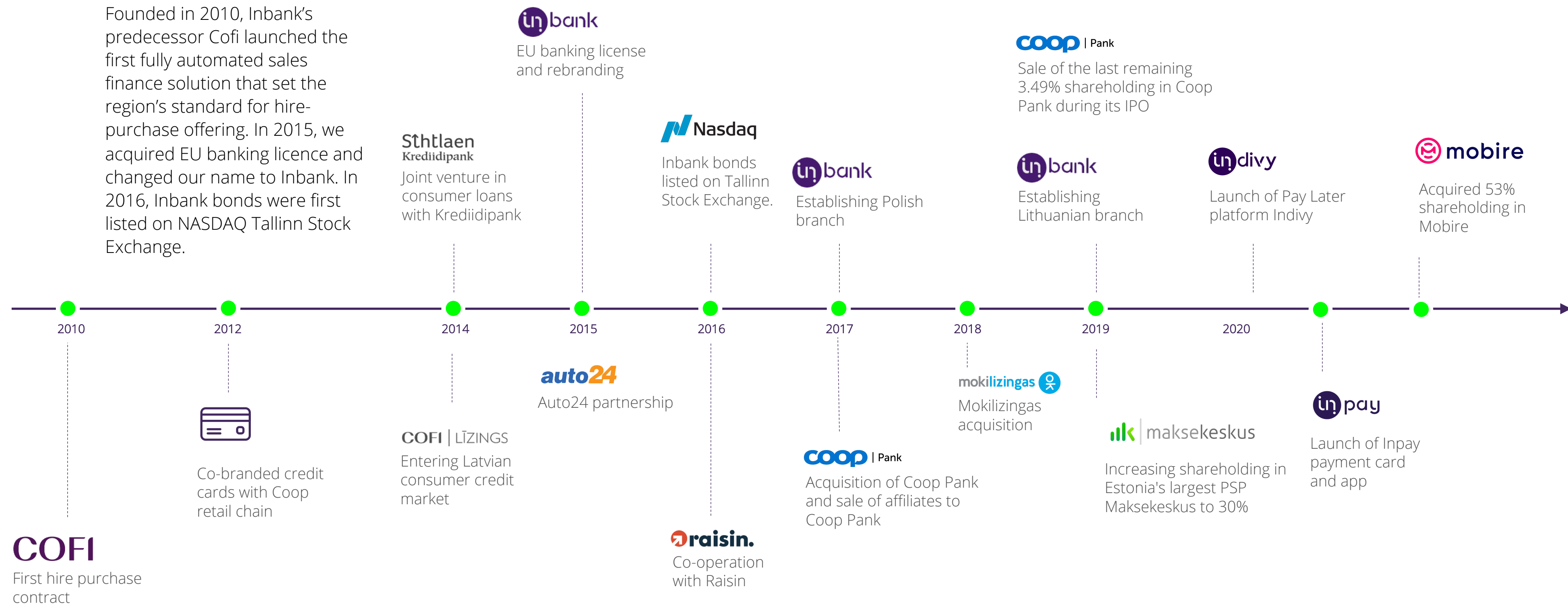
Sustainable

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



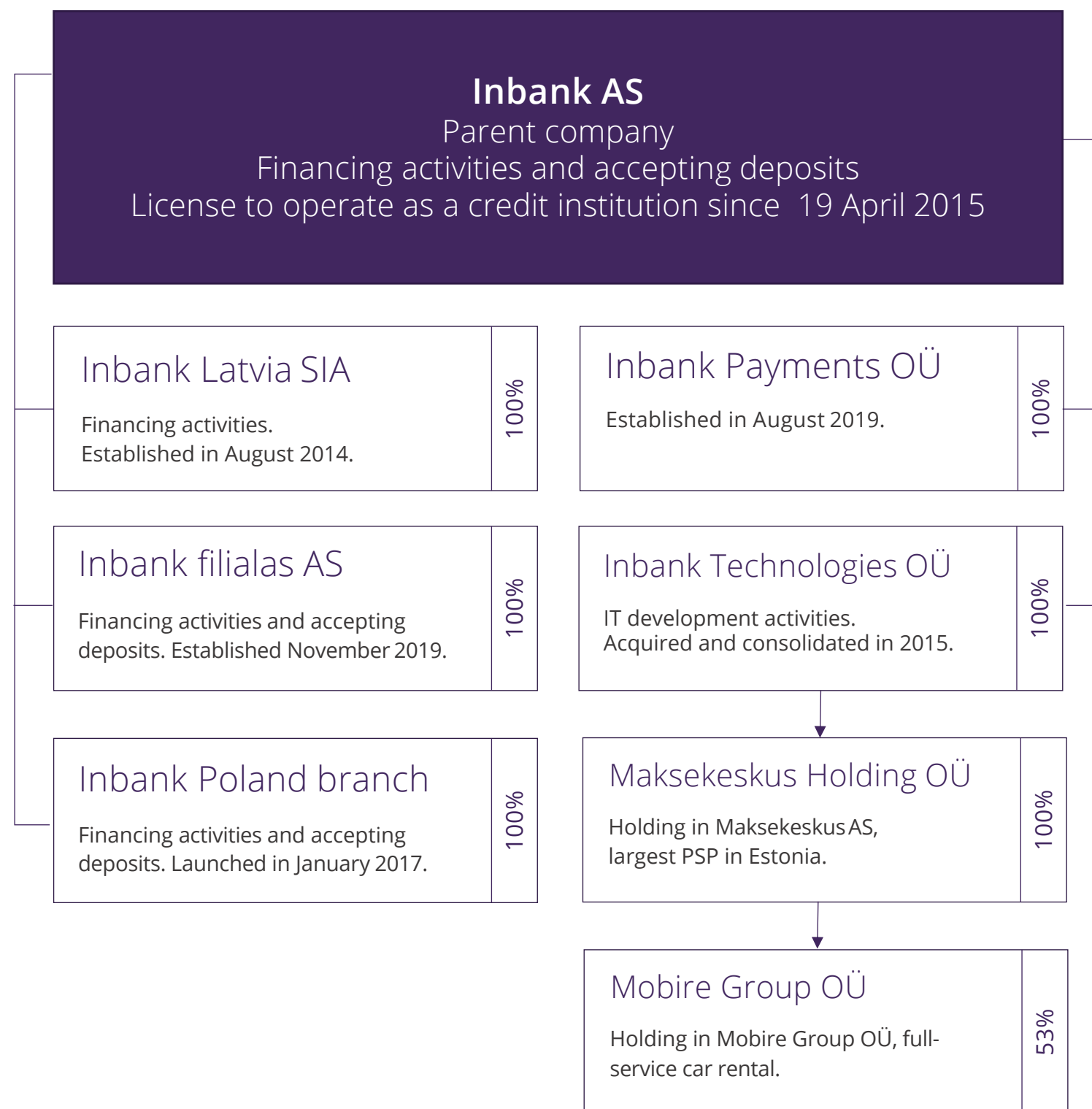
Our story

Founded in 2010, Inbank's predecessor Cofi launched the first fully automated sales finance solution that set the region's standard for hire-purchase offering. In 2015, we acquired EU banking licence and changed our name to Inbank. In 2016, Inbank bonds were first listed on NASDAQ Tallinn Stock Exchange.

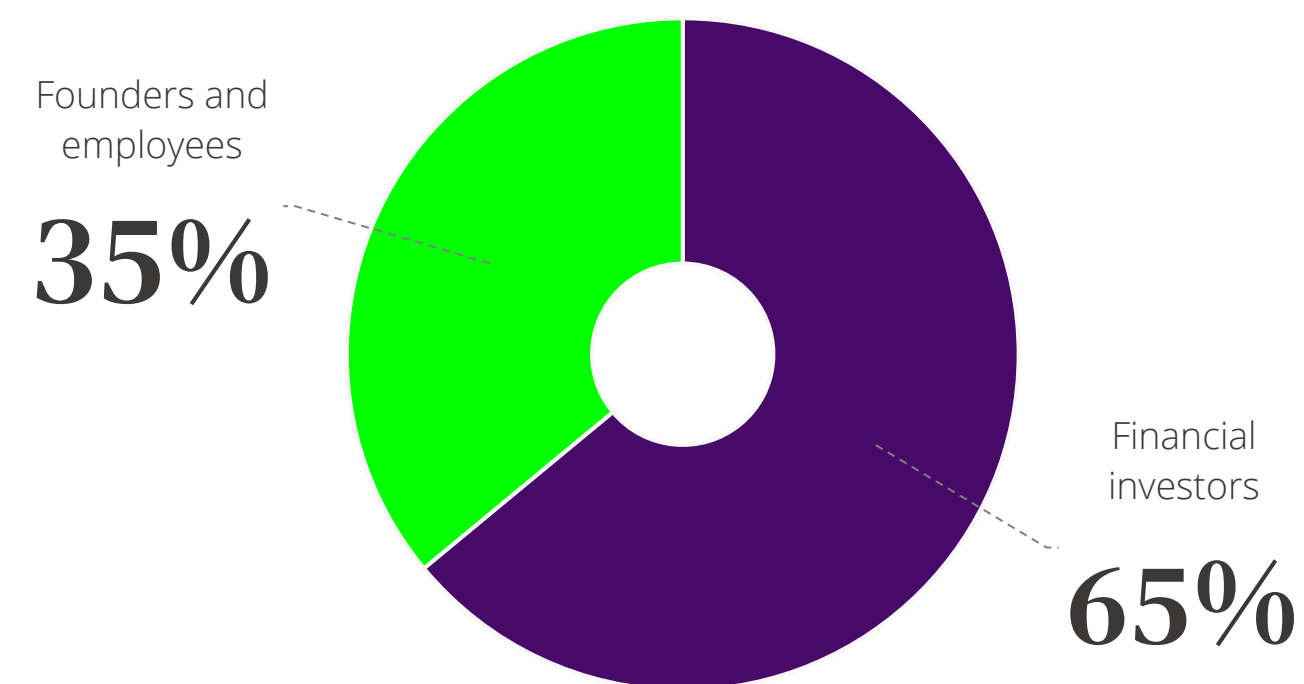


Structure

Group structure



Shareholder structure



Owner	Shares	%
Cofi Investeeringud OÜ	2 479 687	25.8%
Other (82 shareholders)	7 130 843	74.2%

Management

Founders

Priit and Jan are former executives of the largest bank in the Baltics with more than 20+ years of experience in banking and related fields. They have led the scale-up of several successful fintech companies and developed next generation banking business models



Priit Põldoja
Founder, CEO



Jan Andresoo
Founder, Chairman

Executive Management

Executive management focuses on strategy, innovation and growth as well as meeting the capital return and risk appetite targets.



Jaanus Kõusaar
Finance



Marko Varik
Risk



Piret Paulus
Loans & Cards



Benas Paviauskas
Sales Finance



Maciej Pieczkowski
Poland



Margus Kastein
Car Finance

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