



Inbank AS

Investor Presentation Q3 2021

Overview Q3

Highlights

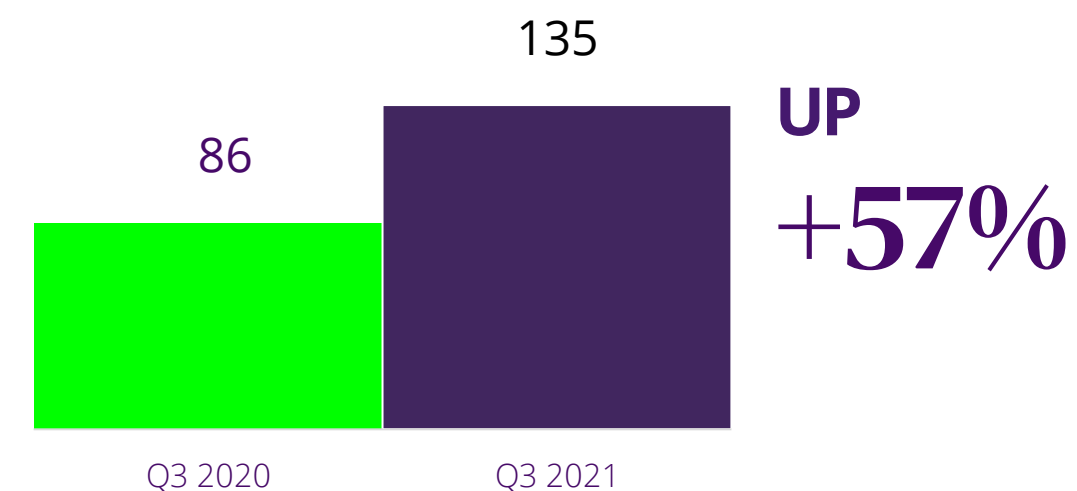
- The profit for the third quarter was 3.7 million euros, which is 153% more than a year ago.
- Quarterly sales of credit products amounted to 135 million euros, which is almost 50 million more than in the third quarter of last year.
- We decided in early October to expand operations into the Czech market, where it is expect to start business at the end of the second quarter of 2022.
- In September, Inbank made an investment to acquire a 30% stake in Paywerk, a cross-border pay later fintech.
- Inbank's third-quarter credit loss was at a historical low of 1% of average loan portfolio.

LOAN PORTFOLIO
€ 543 m
 +45% YEAR-ON-YEAR

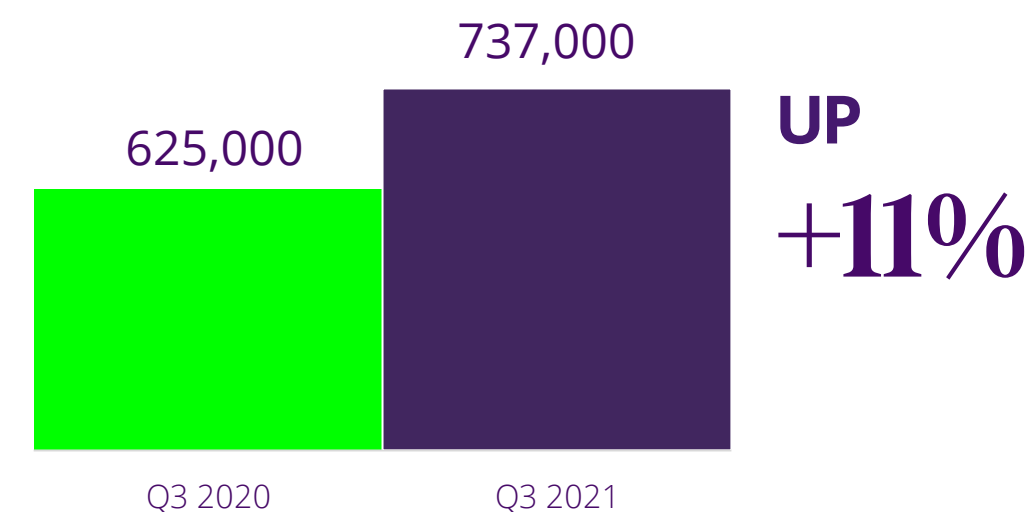
NET PROFIT
€ 8.0 m
 9 MONTHS

ROE
16.4%
 9 MONTHS

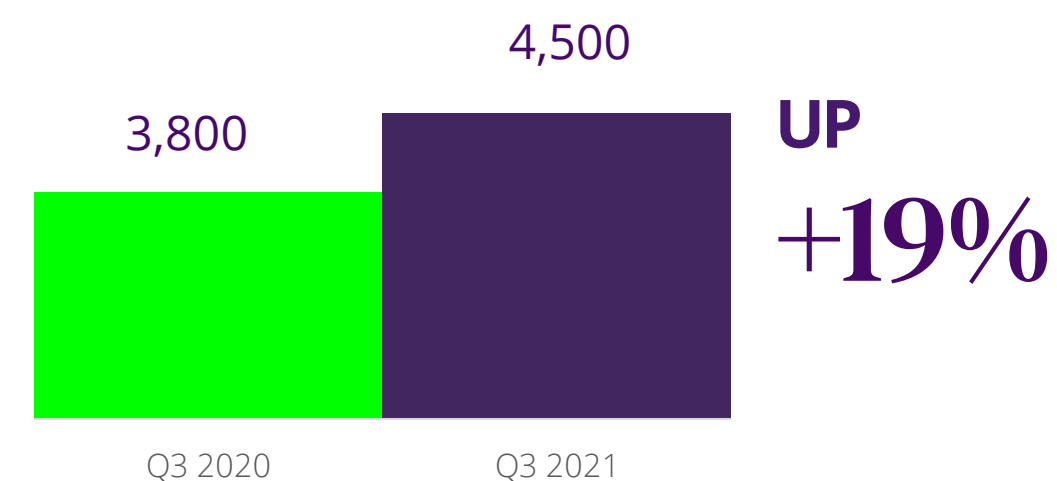
Total sales



Active contracts

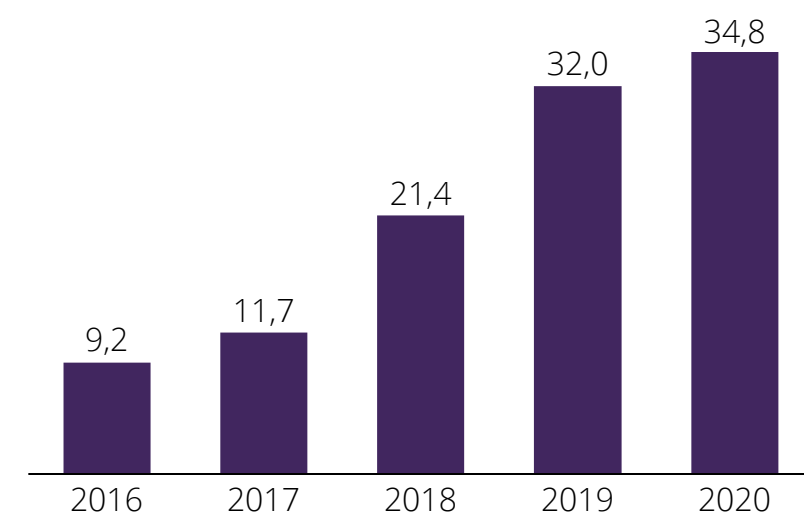


Active partners

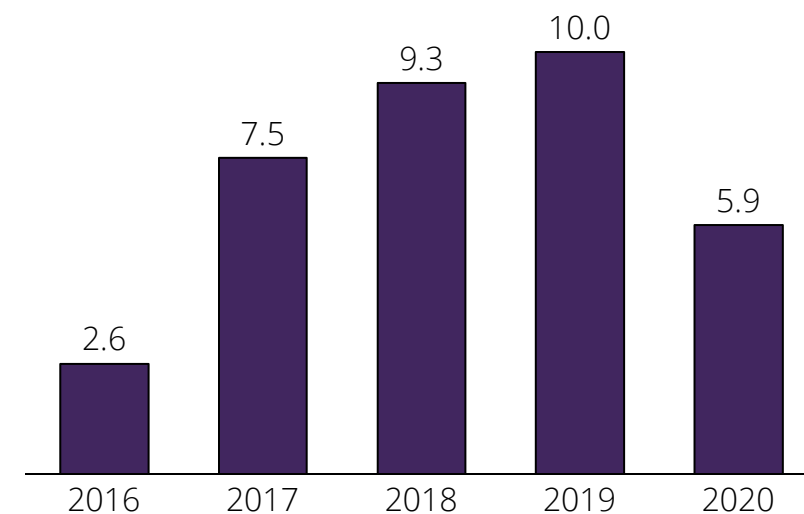


Annual results

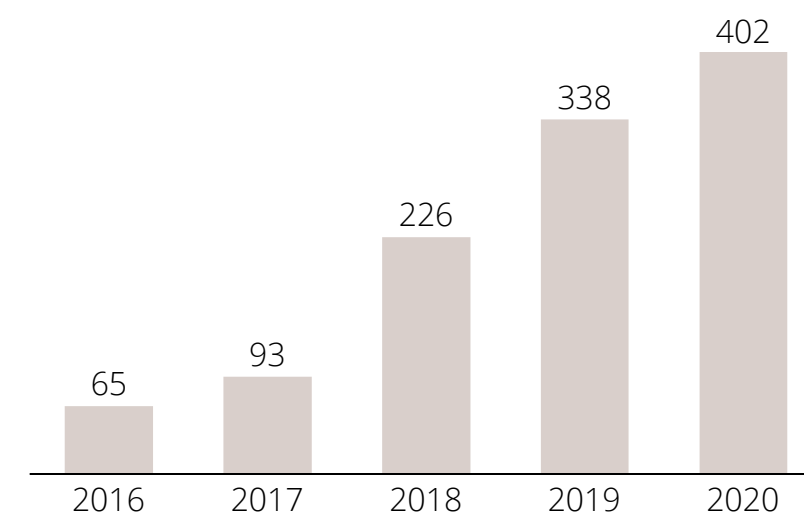
Net income
(Millions of euros)



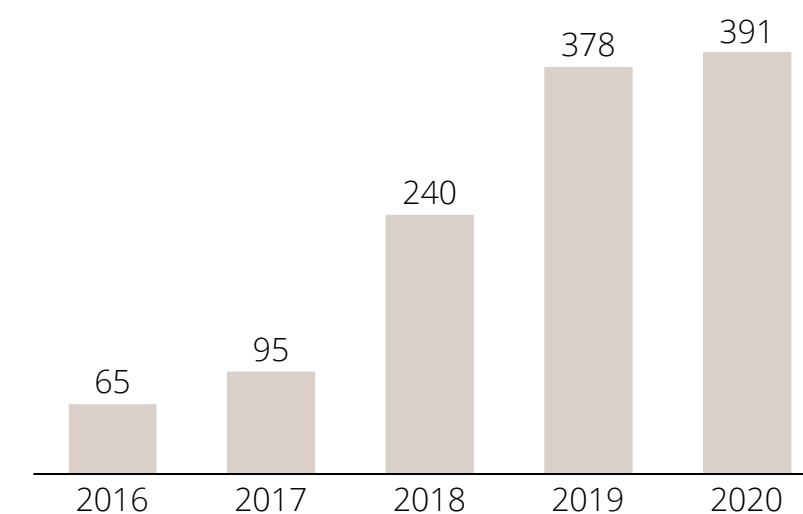
Net profit
(Millions of euros)



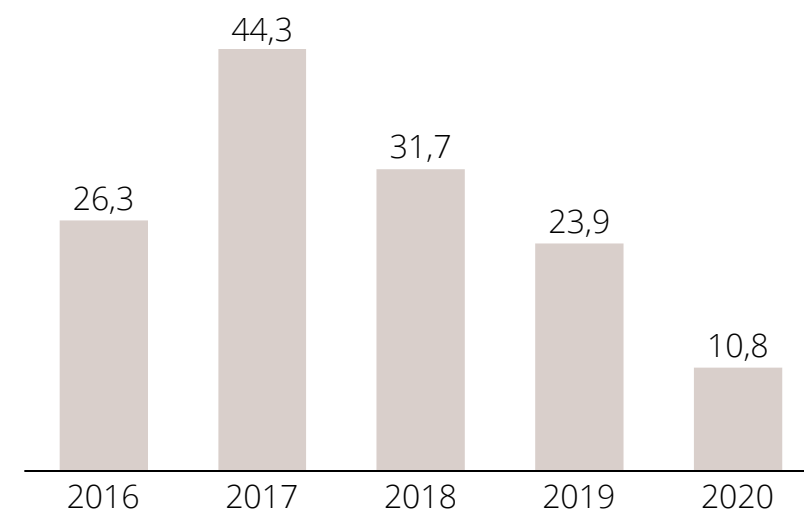
Loan portfolio
(Millions of euros)



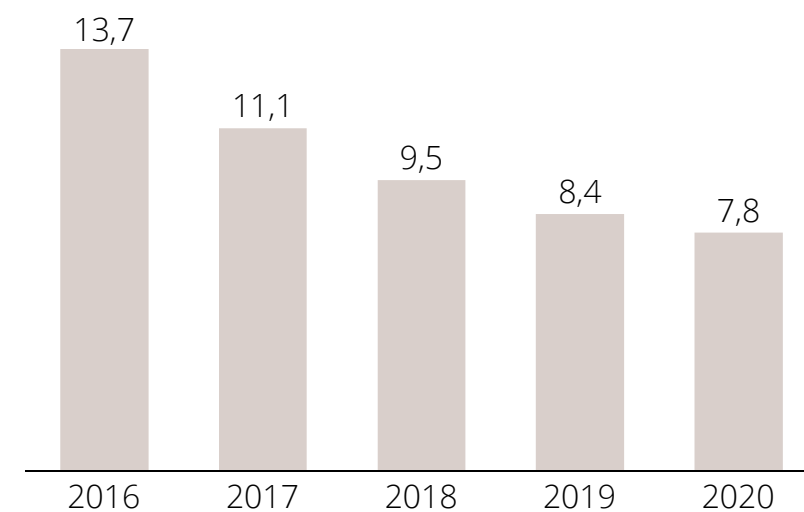
Deposit portfolio
(Millions of euros)



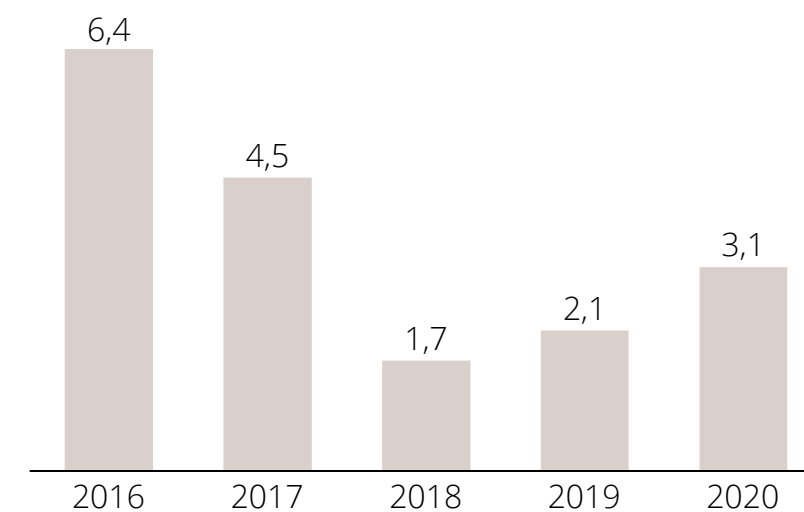
Return on equity (%)



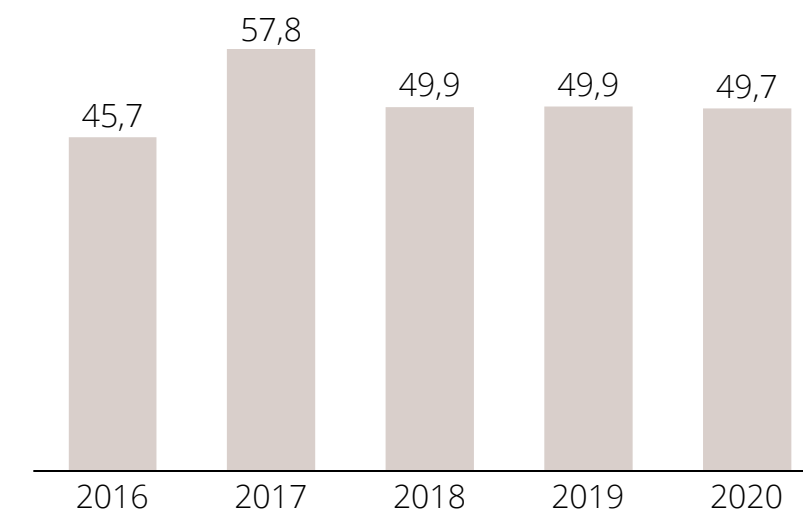
Net interest margin (%)



Impairment losses to loan portfolio (%)

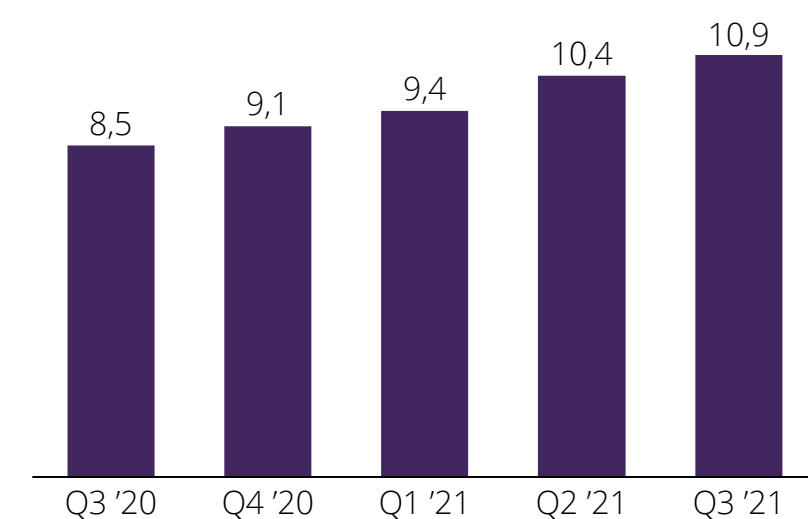


Cost / income (%)

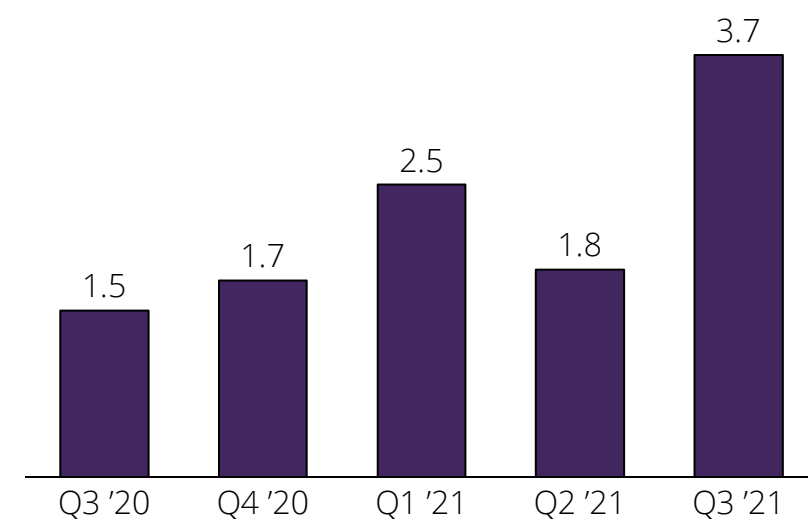


Quarterly results

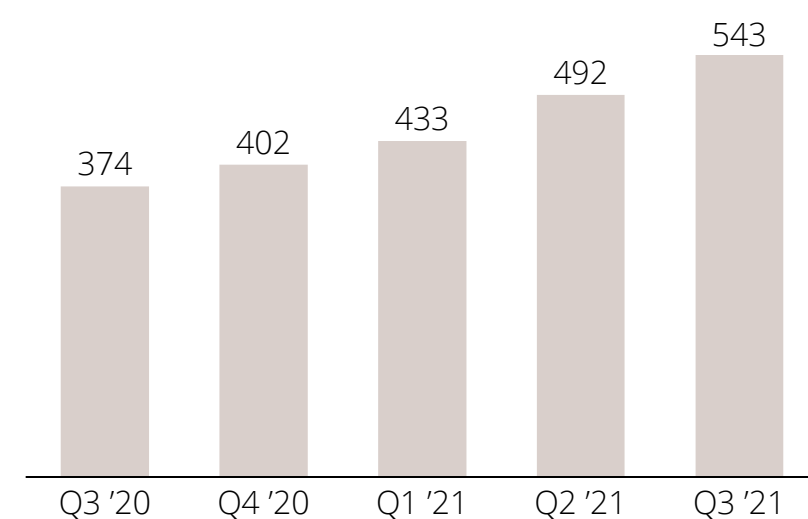
Net income
(Millions of euros)



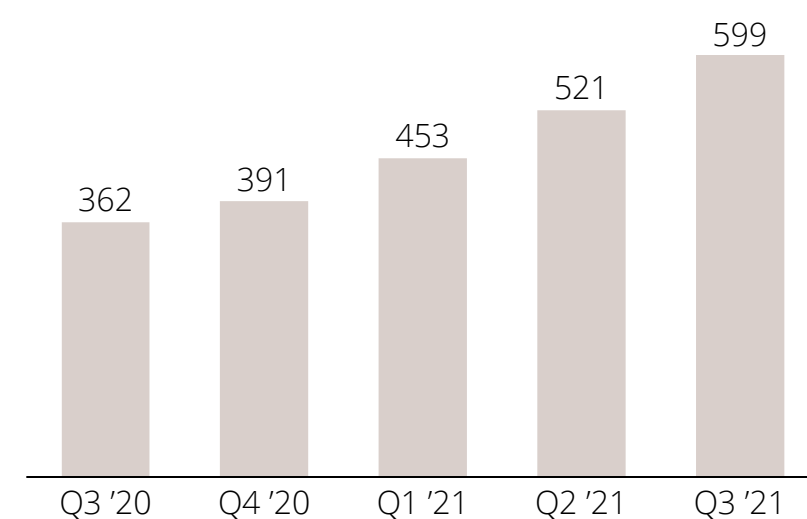
Net profit
(Millions of euros)



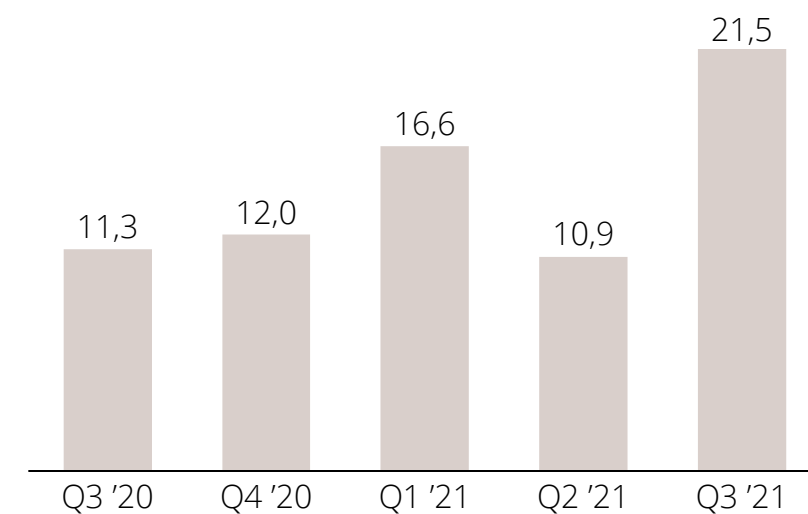
Loan portfolio
(Millions of euros)



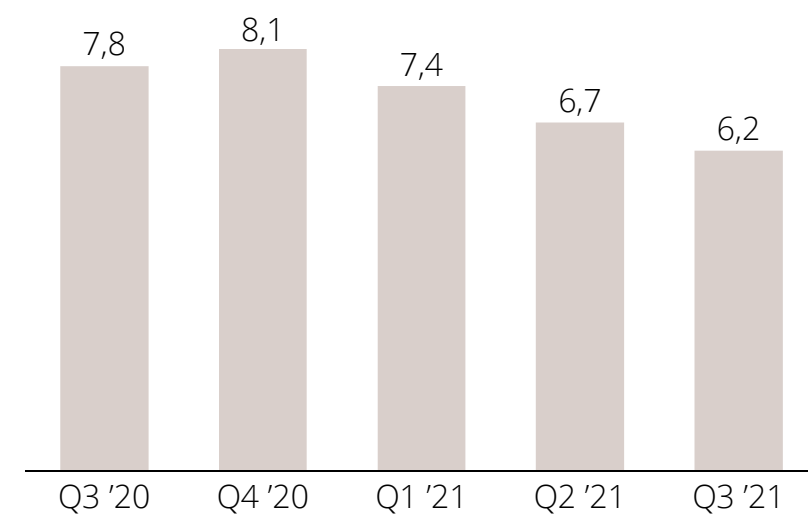
Deposit portfolio
(Millions of euros)



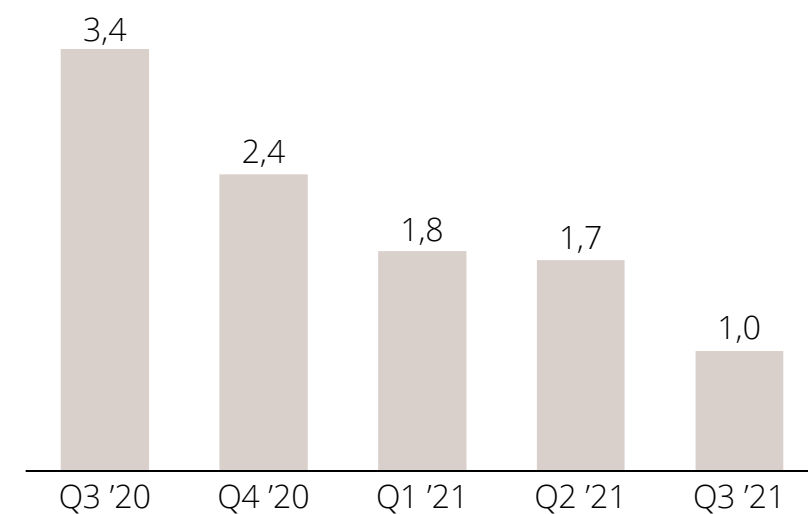
Return on equity (%)



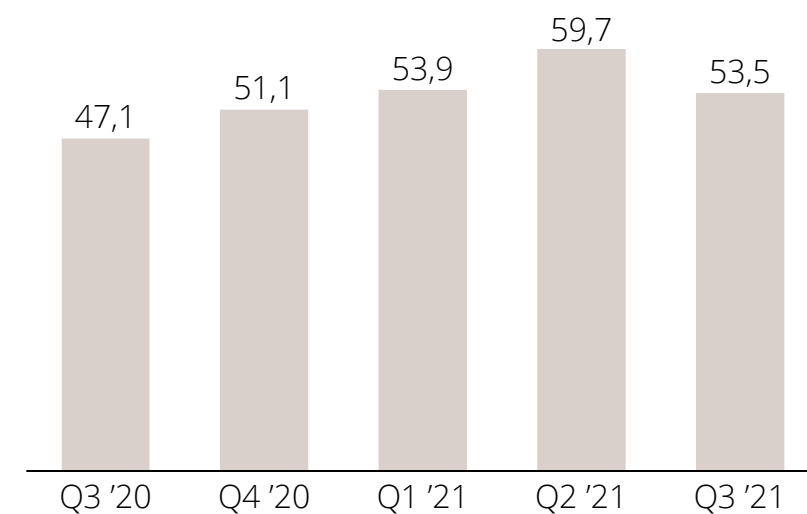
Net interest margin (%)



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.

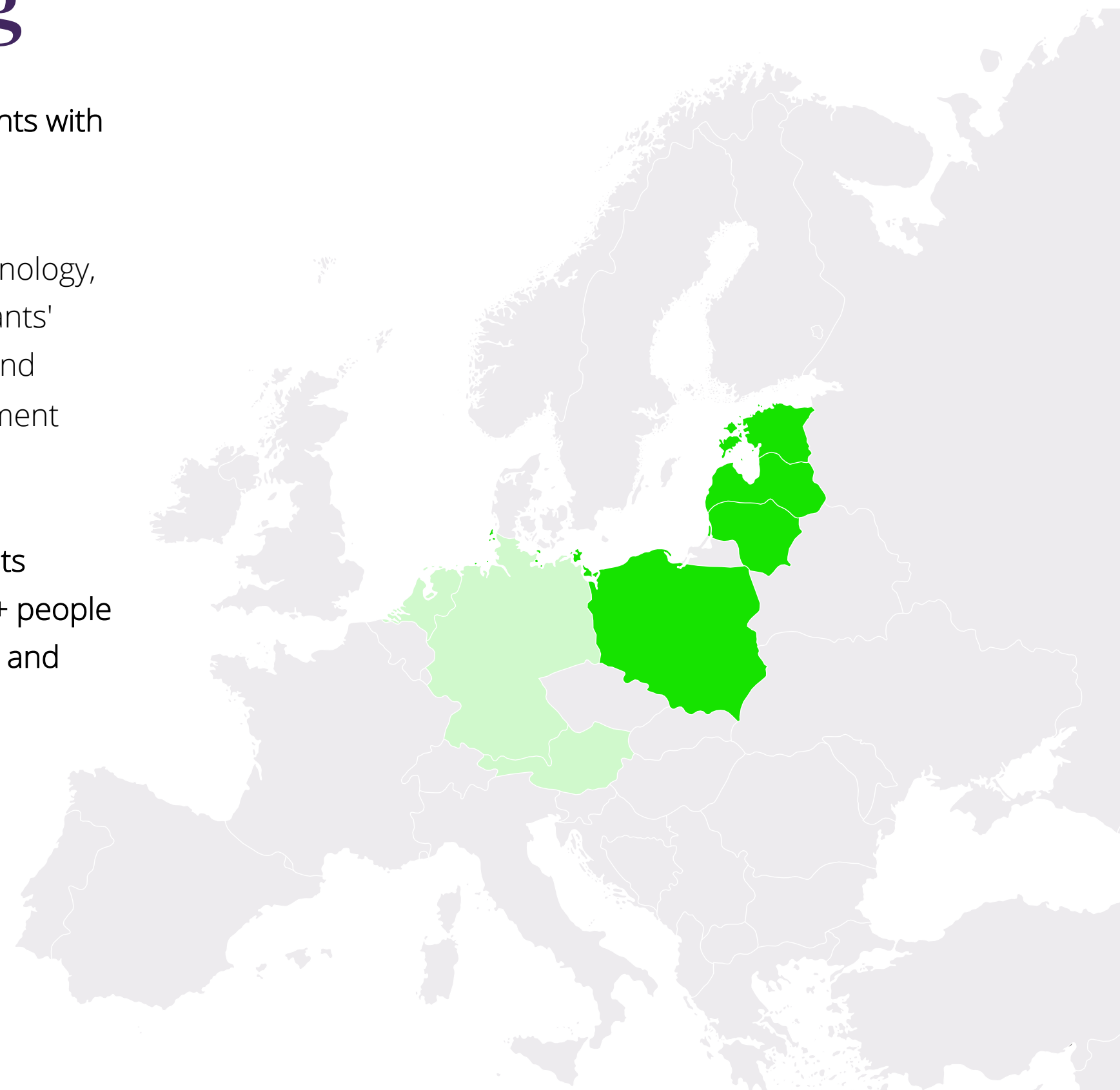
Our unparalleled knowledge in credit underwriting, regulatory environment and technology, enable us to design digital financial products that are fully integrated into the merchants' business processes. This helps our merchant partners to grow their business while end customers get to benefit from a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

Inbank operates in the Baltic, Polish and Czech consumer finance markets and accepts deposits from Germany, Austria, Finland and the Netherlands. We are a team of 290+ people working across our offices in Tallinn, Riga, Vilnius, Kaunas, Klaipeda, Warsaw, Gdansk and Prague.

 **5**
COUNTRIES

 **8**
OFFICES

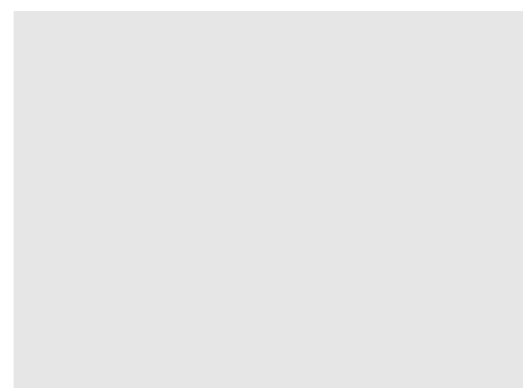
 **290+**
PEOPLE



Our business



58% **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.



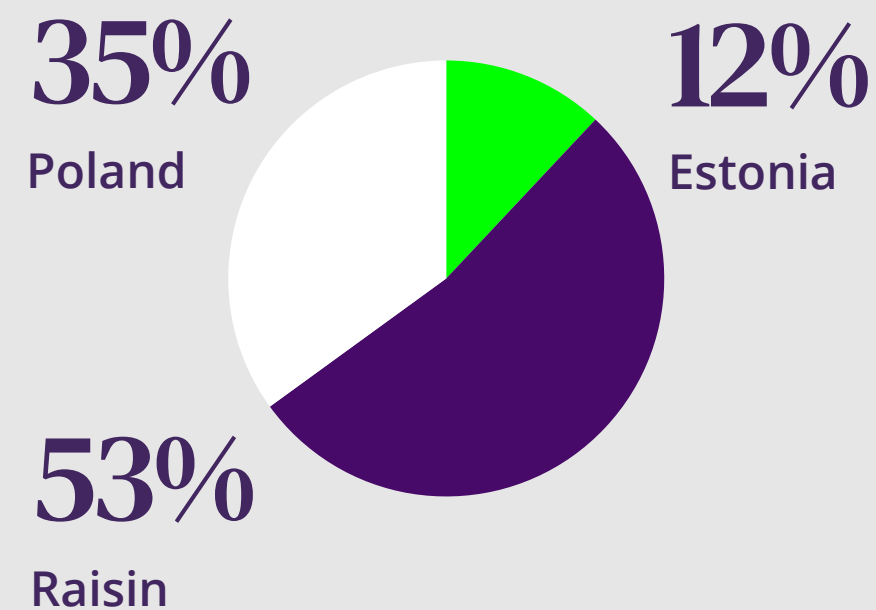
26% **Car financing**
 Our digital car financing solutions are offered through exclusive partnerships with leading car classifieds like **auto24**. With this highly scalable platform, we see an opportunity to partner with car classified sites all across Europe.



16% **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.

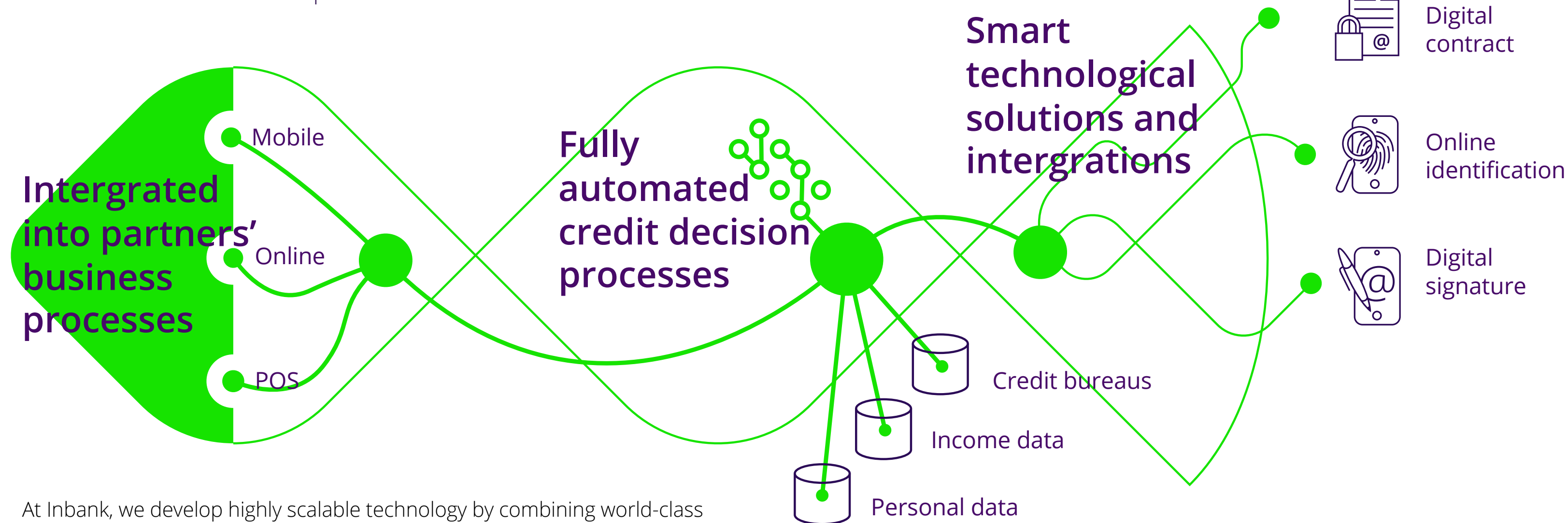
Deposits

We accept term deposits from Estonia, Lithuania, Poland and additionally from Germany, Austria, Finland 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 with a balanced mix between growth, profitability and credit risk.

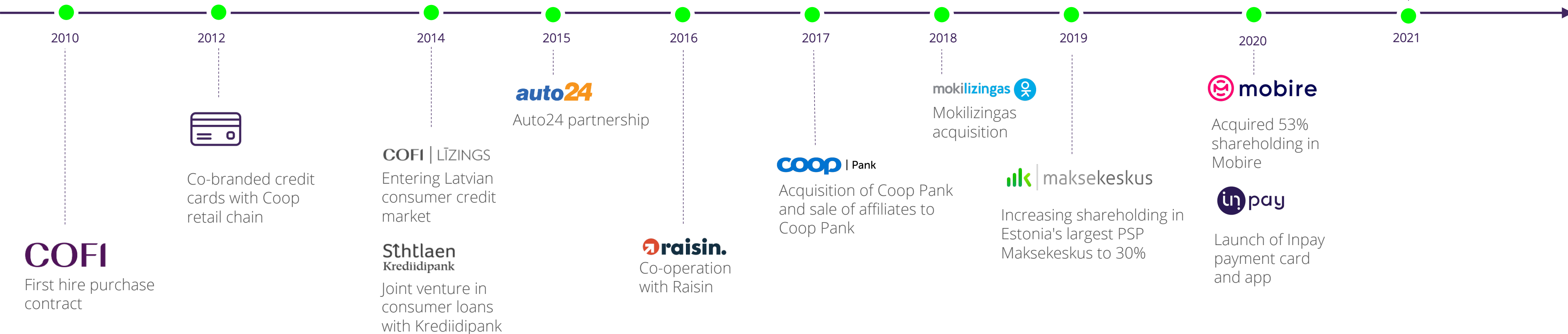
Sustainable

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



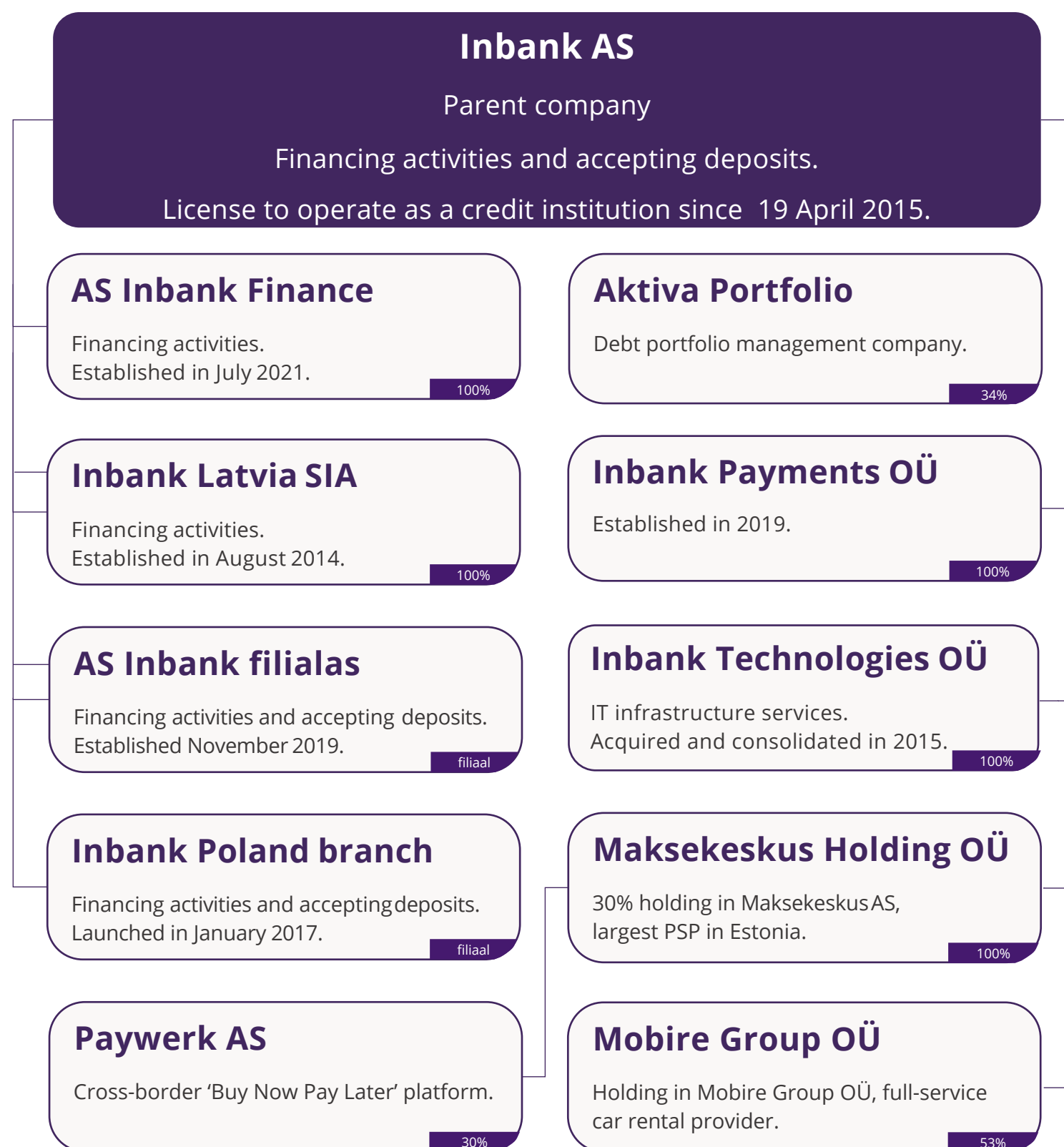
Our story

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 investeringud OÜ	2 582 187	26,6%
Other (87 shareholders)	7 118 343	73,4%

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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