



Inbank AS

Investor Presentation Q1 2022

Overview Q1

Highlights

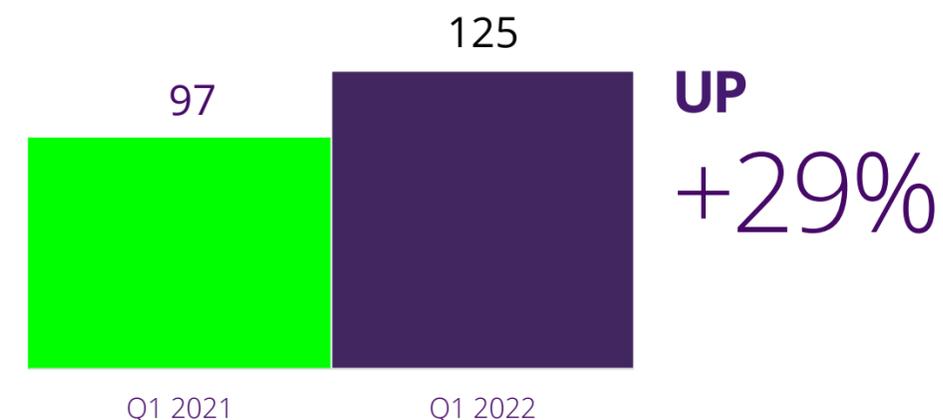
- The profit for the first quarter was **2.9 million euros**, which is **16% more** than a year ago.
- Quarterly sales of **credit products amounted to 125 million euros**, which is almost **29% more** than in the first quarter of last year.
- The bank received a **record amount of deposits** in the first quarter, and by the end of the quarter, the volume of deposits reached **677million euros**.
- The sales finance growth was impacted by The Central Bank of Poland interest rates raising from 0.25% to 4.5%.
- Inbank's subsidiary **Mobire showed excellent** results as its assets grew by **40% year-to-year** to 57 million euros.
- In the first quarter Inbank made a **€ 40,000** donation to support Ukraine

LOAN PORTFOLIO
€ 640 m
 +48% YEAR-ON-YEAR

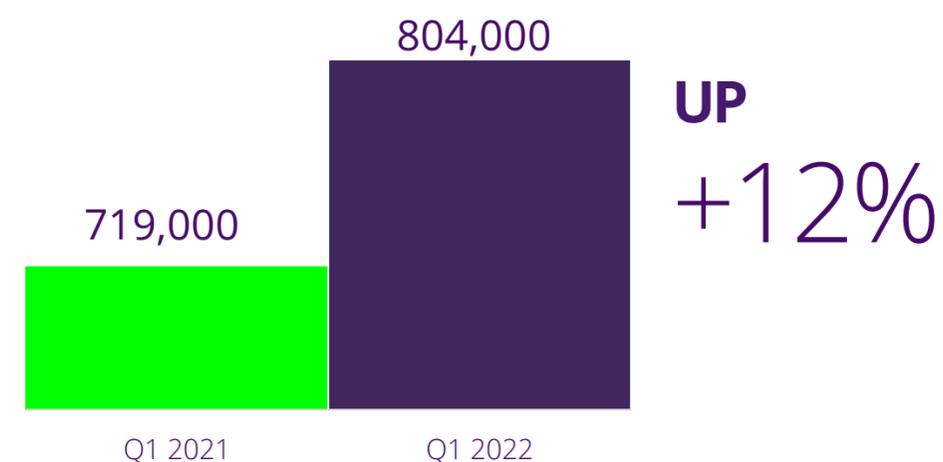
NET PROFIT
€ 2.9 m
 3 MONTHS

ROE
14.8%
 3 MONTHS

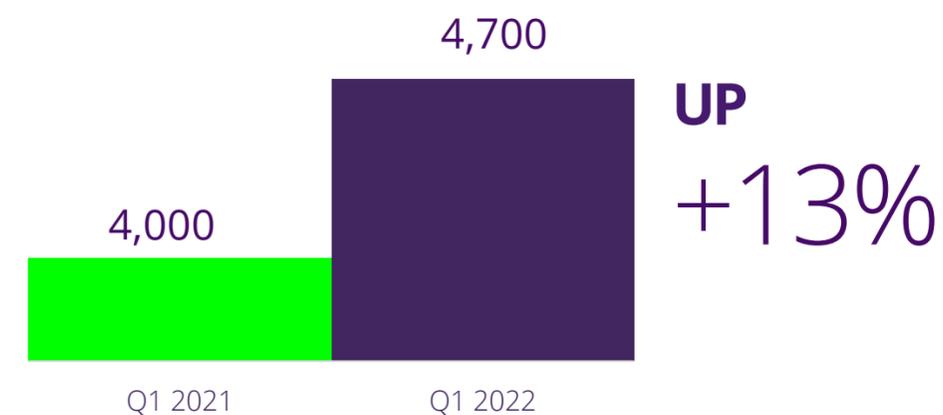
Total sales



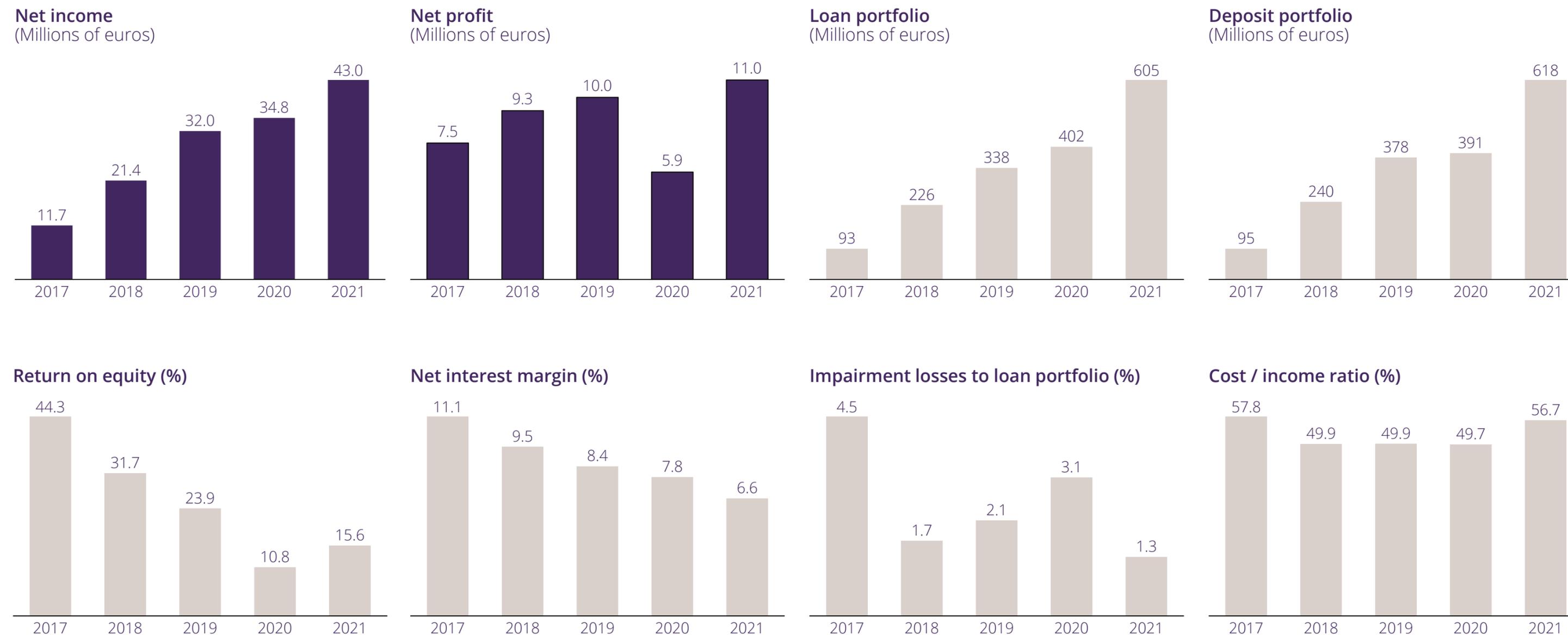
Active contracts



Active partners



Annual results

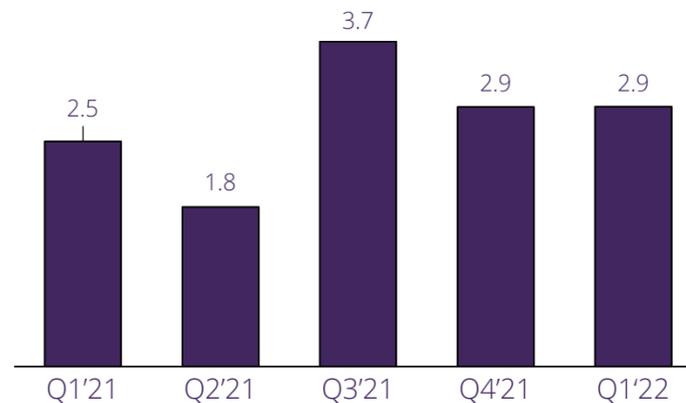


Quarterly results

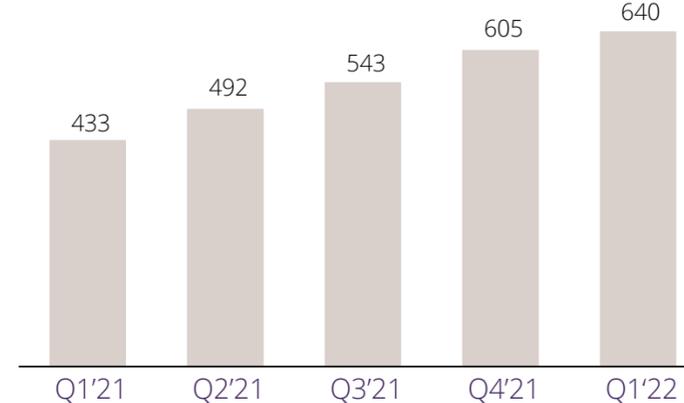
Net income
(Millions of euros)



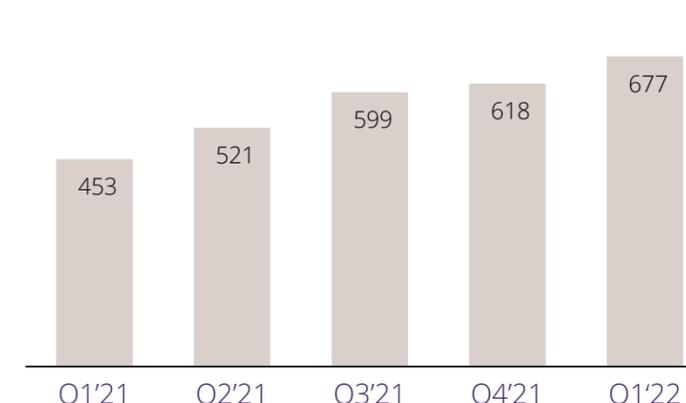
Net profit
(Millions of euros)



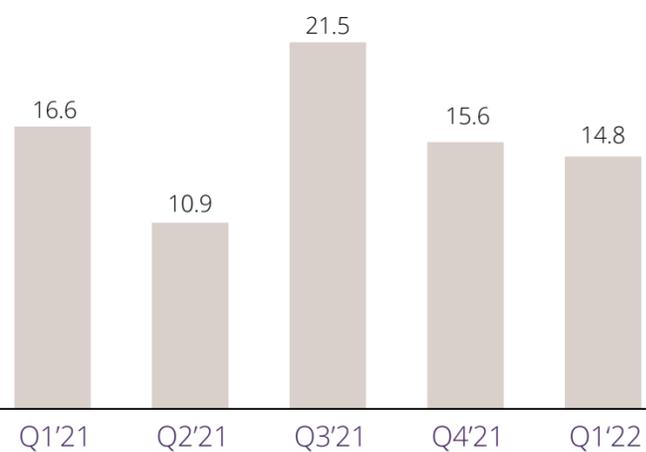
Loan portfolio
(Millions of euros)



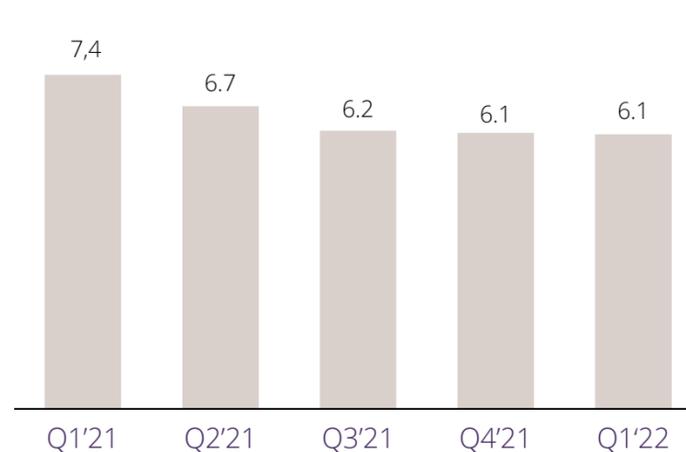
Deposit portfolio
(Millions of euros)



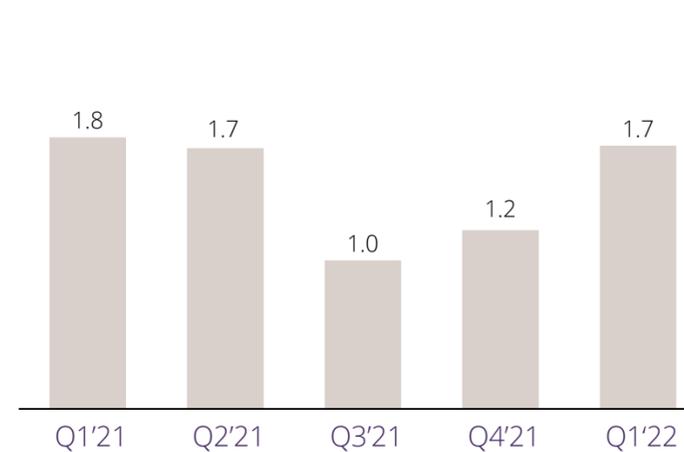
Return on equity (%)



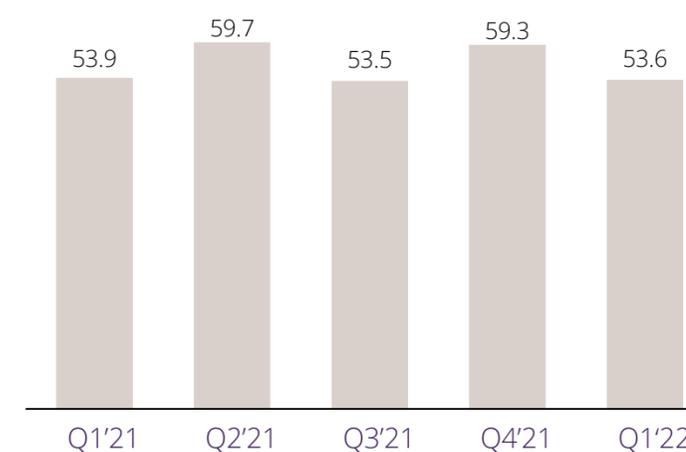
Net interest margin (%)



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.

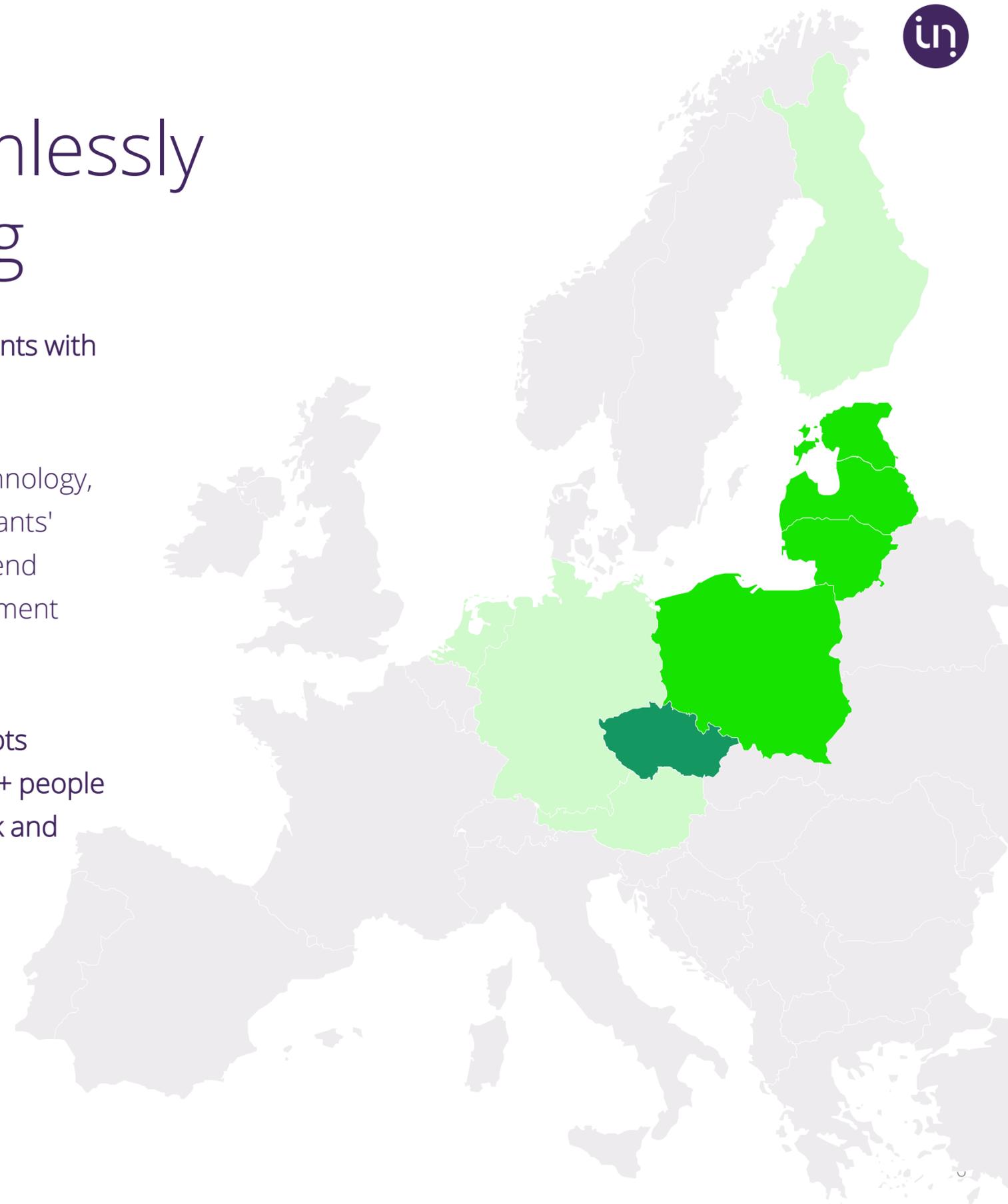
Our unparalleled knowledge in credit underwriting, regulatory environment and technology, enable us to design digital financial products that are fully integrated into the merchants' business processes. This helps our merchant partners to grow their business while end customers get to benefit from a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

 **300+**
PEOPLE



Our business

33%

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 4,600 merchants and platforms including PayU, the largest PSP in Poland.

25%

Car finance

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 across Europe.

27%

Green Financing

Financing residential solar panels has a very high growth potential in Poland where we financed the purchase of solar panels for more than 70 million euros in the first 12 months.

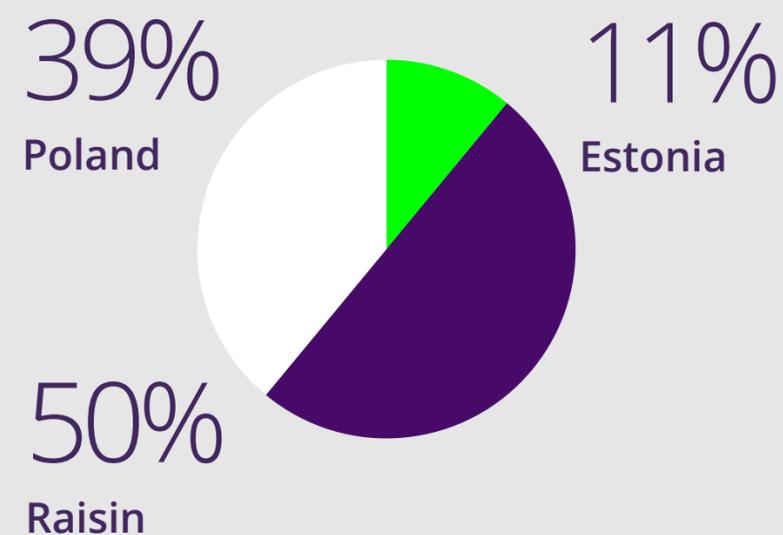
15%

Loans and cards

The multi-purpose personal loans and mobile-first credit card and app IN Pay that offers cashback as its core feature.

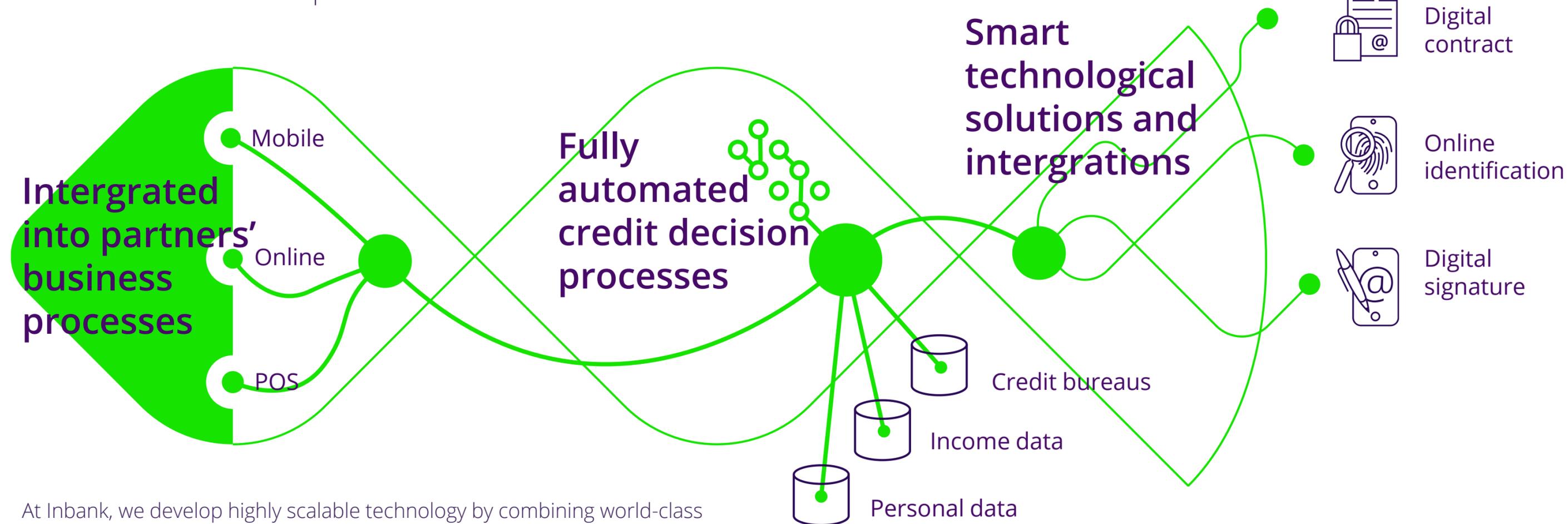
Deposits

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.



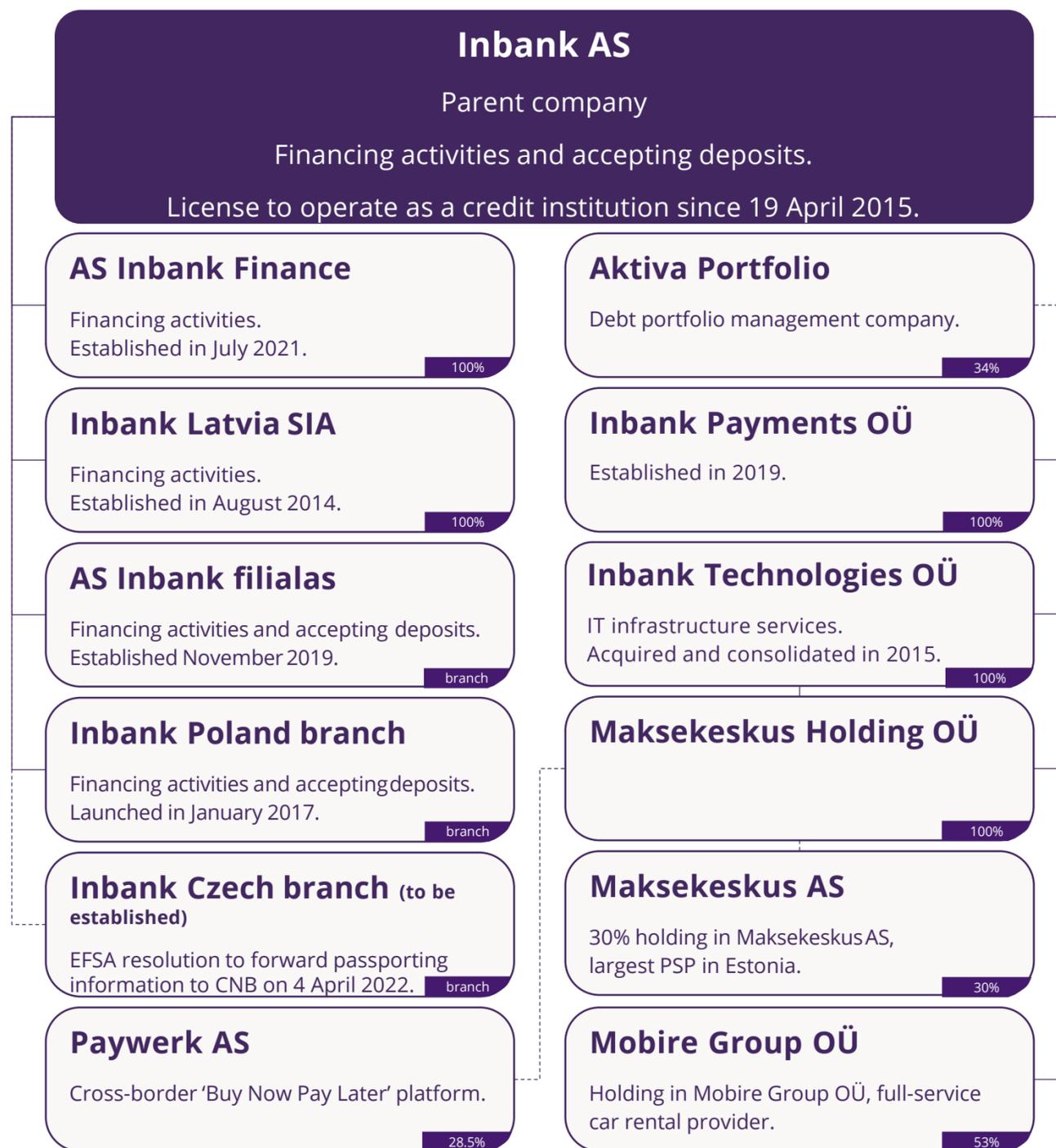
Our story

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



Marko Varik
CFO



Margus Kastein
Head of Baltic
Business



Maciej Pieczkowski
Head of CEE
Business



Ivar Kurvits
Chief of Staff

Executive Management

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

Contact us

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