



# Inbank AS Company Presentation Q2 2019



# Inbank at glance



**EUR 276m**  
Loan Portfolio



**480 000**  
Active Contracts



**32%**  
Return On Equity  
2018



**7**  
Countries



**1500+**  
Active Partners



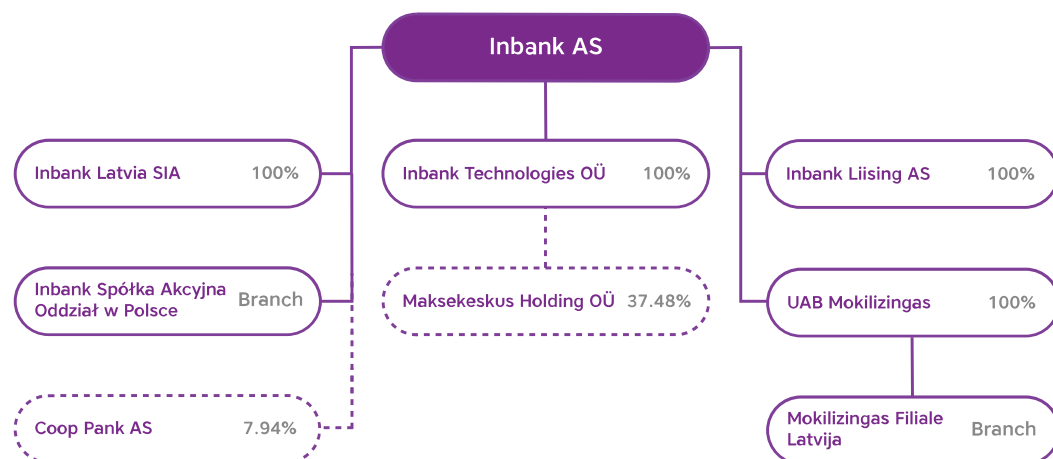
**49%**  
Sales Growth  
Last 6M



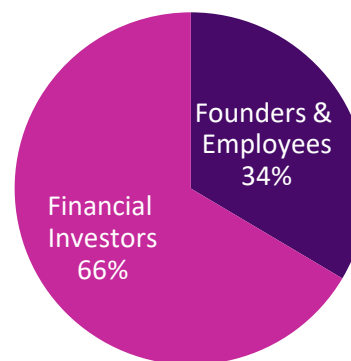
# Group history and structure



## Group Structure



## Shareholder Structure

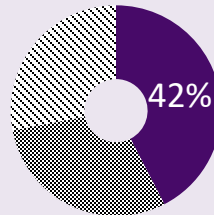


Owner	Shares	%
Cofi Investeeringud OÜ	24 635	28,2%
Pershing Hall Holding Limited	23 858	27,3%
Other (55 shareholders)	38 901	44,5%

# Activity highlights

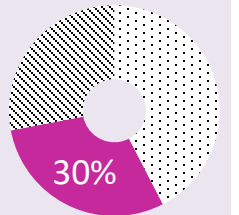
## Sales Finance

- ☐ Integrated financing options for e-commerce
- ☐ Co-operation with PayU in Poland and Bite in Lithuania



## Personal Loans

- ☐ Flexible small loans to consumers
- ☐ Tailored conditions depending on the loan purpose



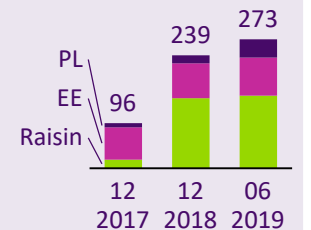
## Car Loans

- ☐ Car Loan and Car Leasing
- ☐ Strategic partnership with auto24.ee in Estonia



## Deposits

- ☐ Co-operation with deposit marketplace Raisin
- ☐ Term deposits offered in 5 EU countries



# Baltics and Poland are our home markets

350 000 active customers and 480 000 active contracts

30 June 2019	Number of employees	Number of offices	Active contracts ('000)	Active Distribution partners	Net loan portfolio EURm
Group	195	7	480	1 612	276
Estonia	87	1	71	206	120
Latvia	25	1	132	170	49
Lithuania	64	3	254	1 131	86
Poland	19	2	23	105	21



# Efficient and automated business model

## Benefits for Partners

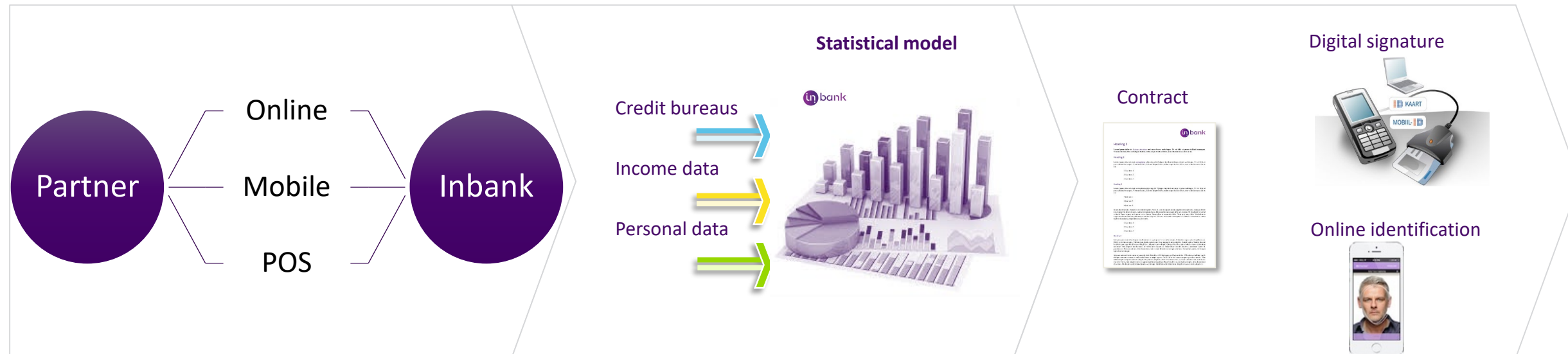
- ❑ Partner-centric and sector-focused approach
- ❑ Financing solution fully integrated into partners' business process through flexible API
- ❑ Repeat sales and greater conversion rates
- ❑ Complementary fee income

## Benefits for Partners and Customers

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

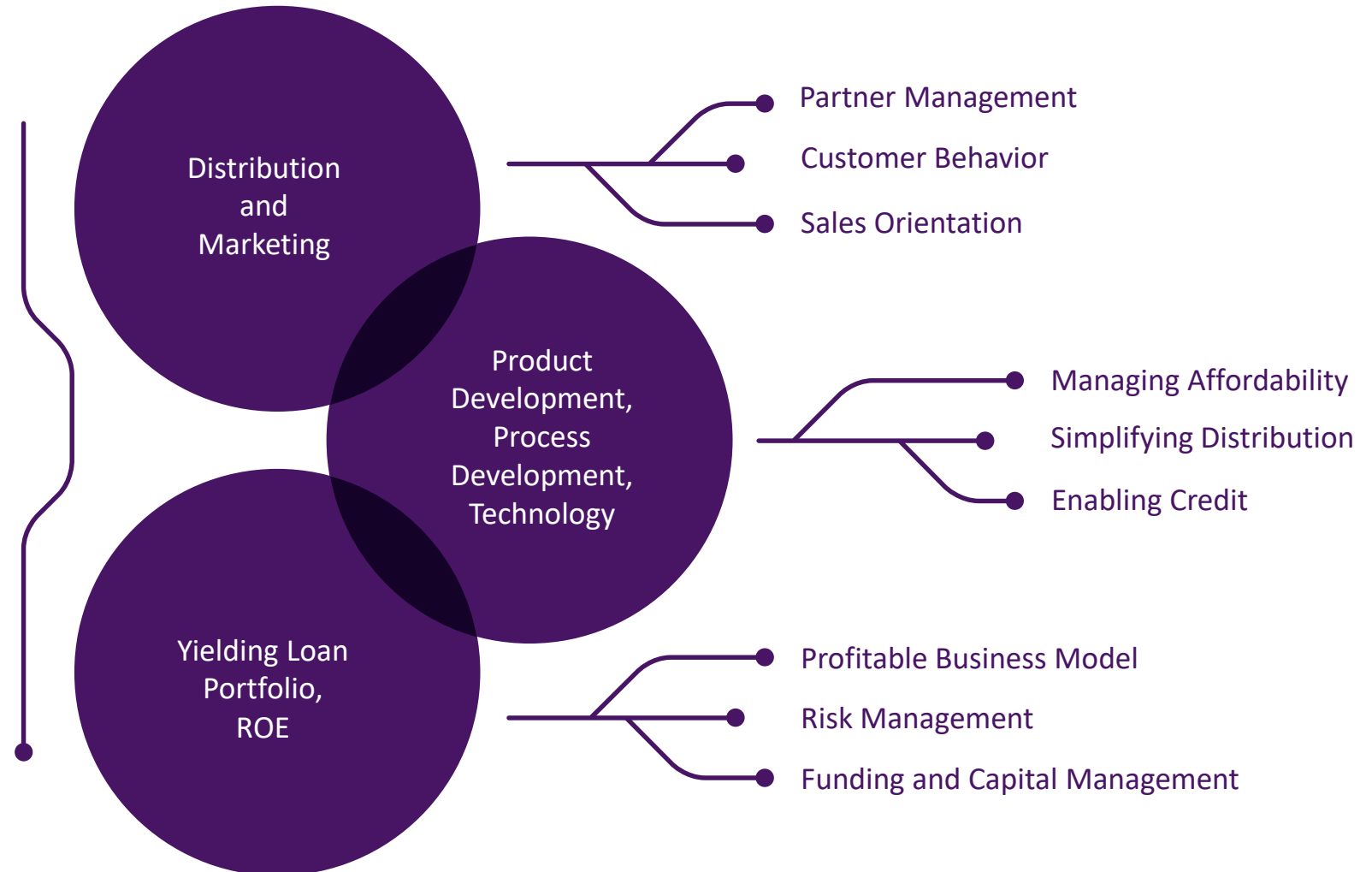
## Benefits for Customers

- ❑ Flexible product offering with various options for increasing customer purchasing power
- ❑ All-digital experience convenient online identification and contract signing

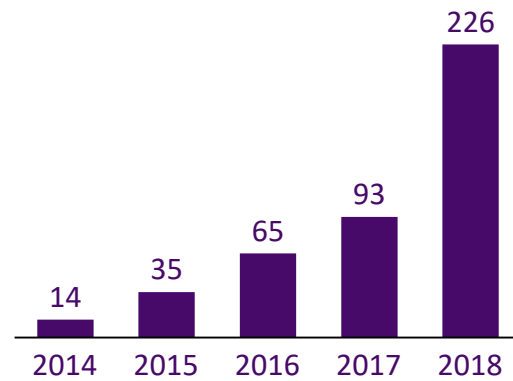
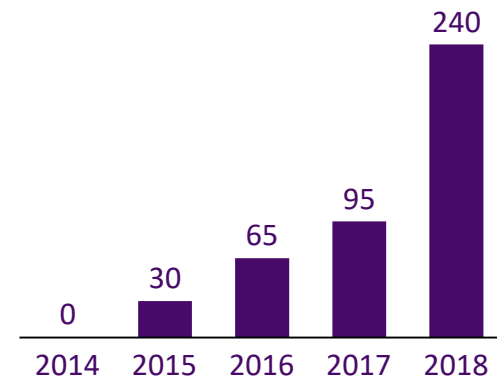
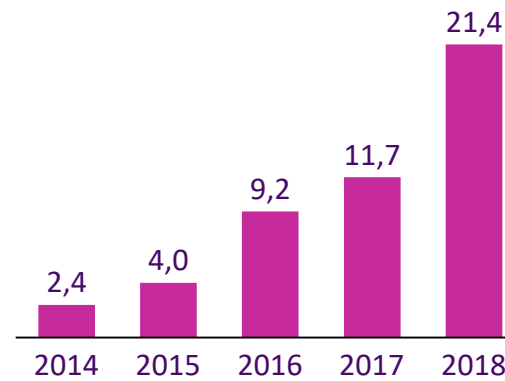
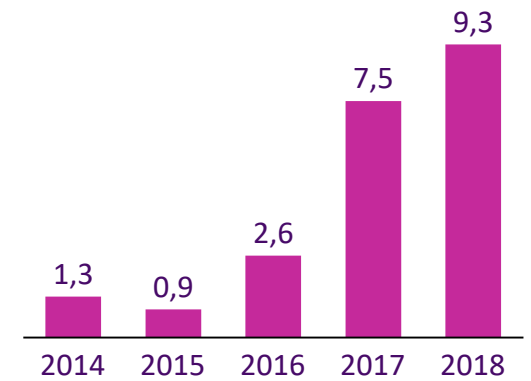
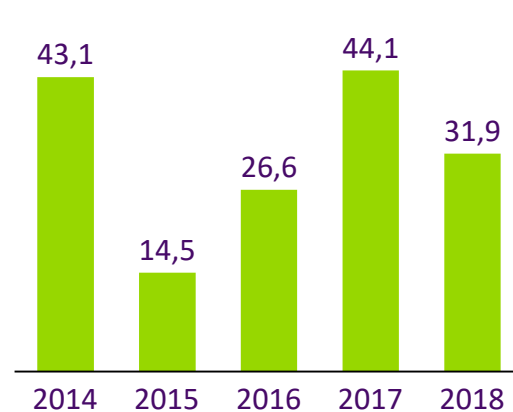
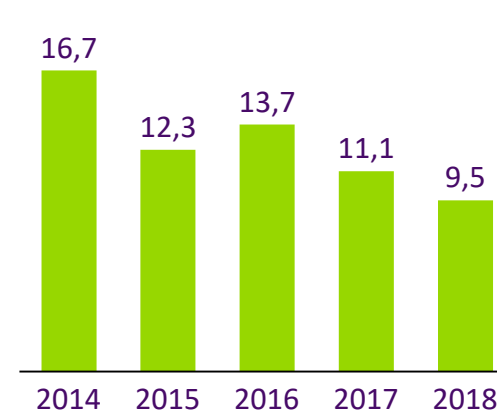
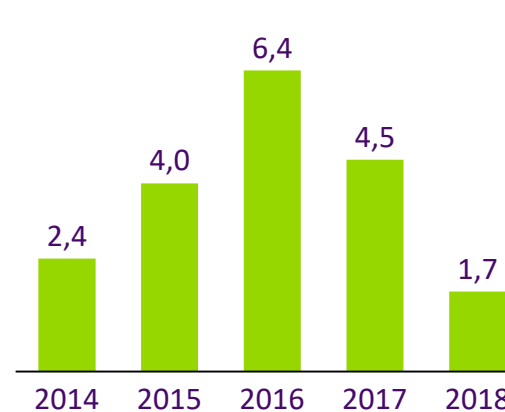
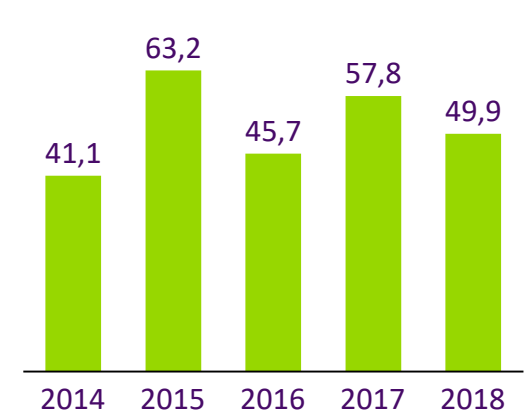


# Strategy & core competencies

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

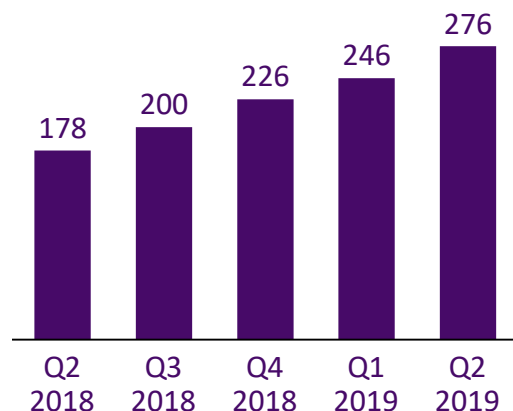
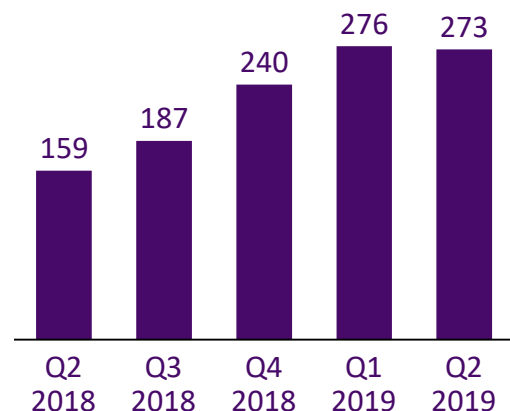
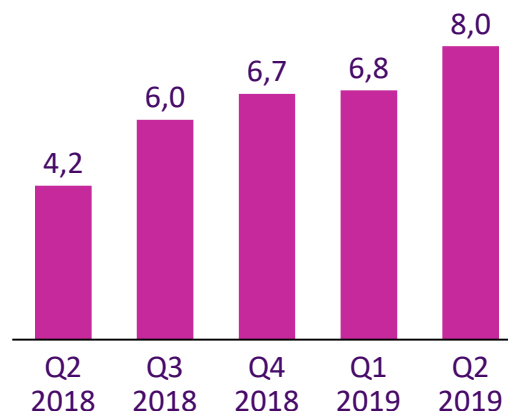
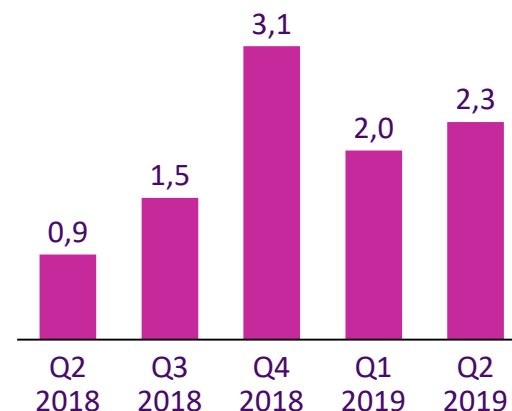
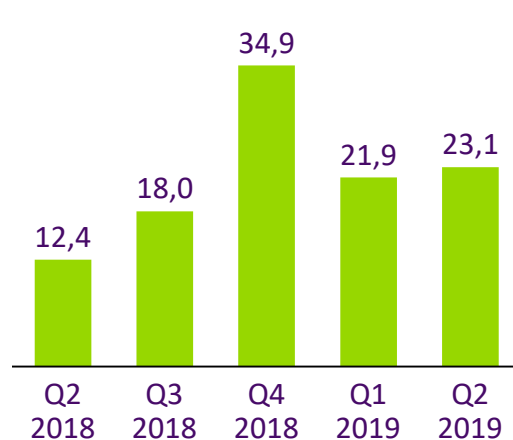
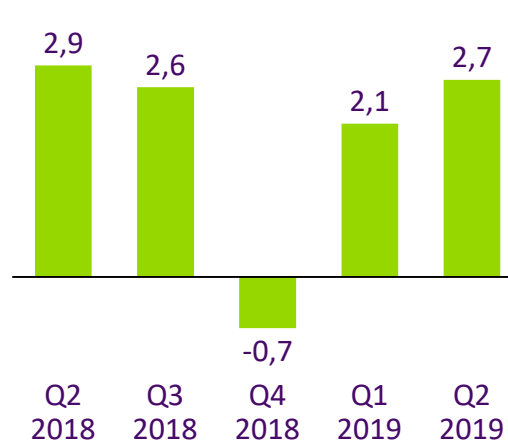
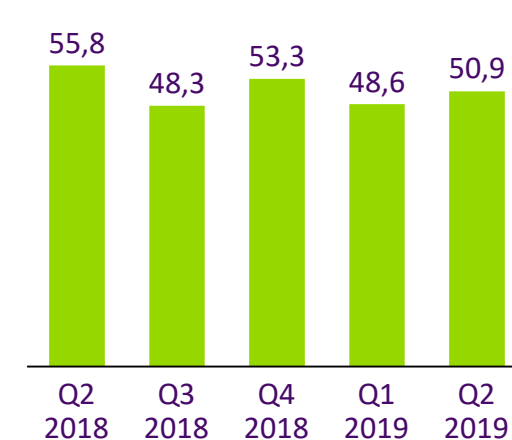


# Key figures

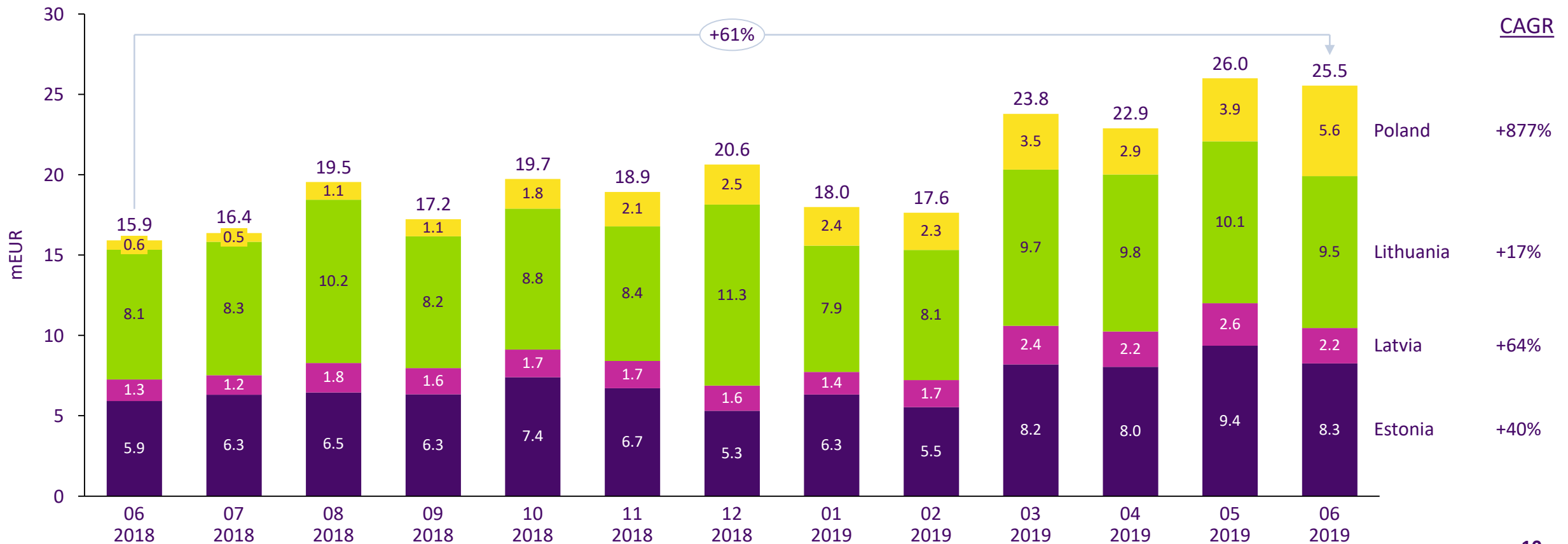
**Loan Portfolio (EURm)****Deposit Portfolio (EURm)****Net Income (EURm)****Net Profit (EURm)****Return on Equity (%)****Net Interest Margin (%)****Impairment Losses to Loan Portfolio (%)****Cost Income Ratio (%)**



# Quarterly key figures

**Loan Portfolio (EURm)****Deposit Portfolio (EURm)****Net Income (EURm)****Net Profit (EURm)****Return on Equity (%)****Net Interest Margin (%)****Impairment Losses to Loan Portfolio (%)****Cost Income Ratio (%)**

# Poland is Driving New Sales



# Organisation

- ❑ 195 employees
- ❑ 7 offices in 4 countries
- ❑ Group management focuses on strategy, innovation and growth into new markets as well as meeting bank's capital return and risk appetite targets
- ❑ Finance, risk, product development and technology teams are centralised
- ❑ Sales & distribution and credit underwriting is handled by local teams

## GROUP MANAGEMENT

Priit Põldoja  
Chairman, Founder



Jan Andresoo  
CEO, Founder



Piret Paulus  
Business Development



Marko Varik  
Finance



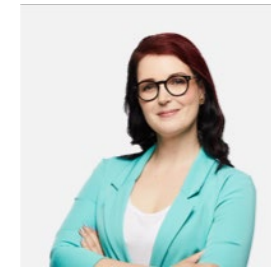
Liina Sadrak  
Business Processes



Ivar Kallast  
Risk



Aet Toose  
Technology

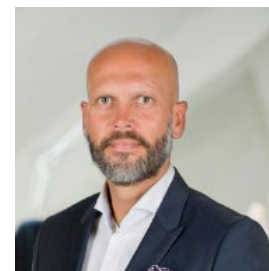


Erkki Saarniit  
Product Development



## COUNTRY MANAGEMENT

Margus Kastein  
Inbank Estonia



Girts Ledins  
Inbank Latvia



Maciej Pieczkowski  
Inbank Poland



Benas Pavlauskas  
Inbank Lithuania





# Key success factors

## Profitable and scalable consumer finance business model

- ❑ Excellent proprietary technology and innovative digital solutions
- ❑ Focused strategy and experienced, professional team

## Proven track record with strong market position in the Baltics

- ❑ Second largest consumer finance provider in Estonia with 12% market share
- ❑ Potential to grow business in Poland and expand the business model into more countries

## EU banking licence for access to sustainable funding

- ❑ Strong international investor base to support the growth
- ❑ Tier 2 bonds listed on Nasdaq Baltic exchange, AT1 capital issued
- ❑ Shareholding in payment service provider Maksekeskus gives potential access to payments market



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