



Inbank AS

Investor Presentation

Q4 2019

Inbank at glance



EUR 338m
Loan Portfolio



550 000+
Active Contracts



24%
Return On Equity
2019



7
Countries



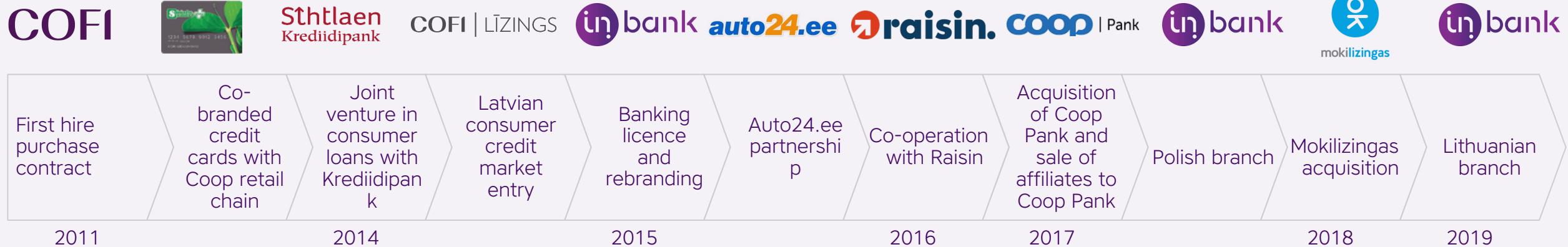
2000+
Active Partners



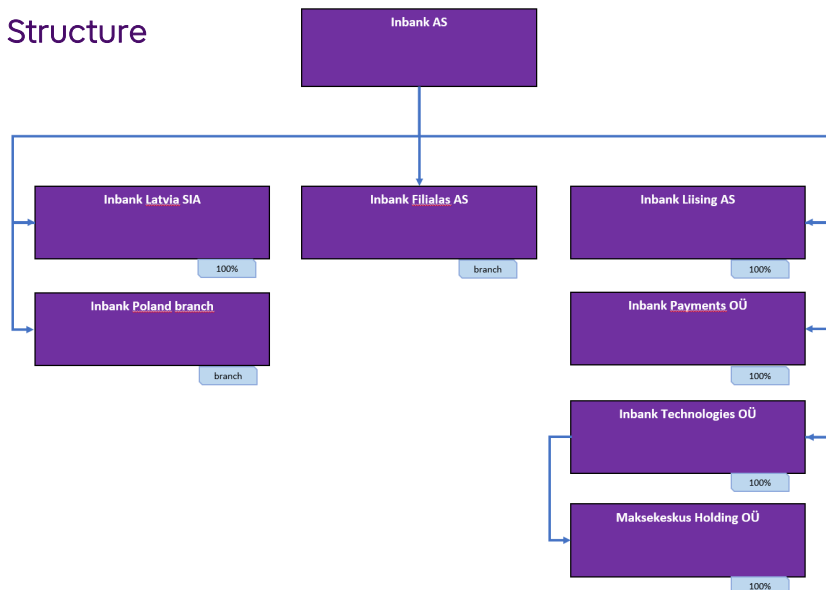
46%
Sales Growth
Last 12M



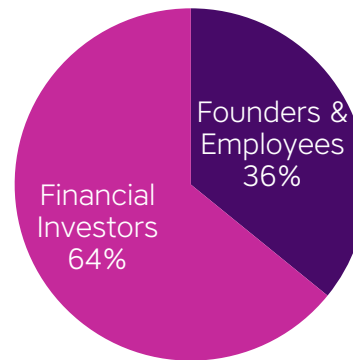
Group history and structure



Group Structure



Shareholder Structure

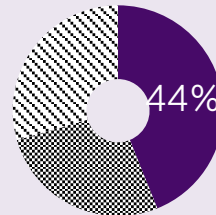


Owner	Shares	%
Cofi Investeeringud OÜ	24 635	27,3%
Pershing Hall Holding Limited	23 858	26,4%
Other (61 shareholders)	41 851	46,3%

Activity highlights

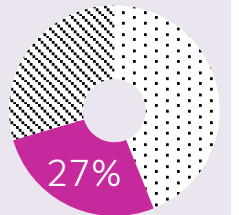
Sales Finance

- ❑ Integrated financing options for e-commerce
- ❑ Co-operation with PayU in Poland



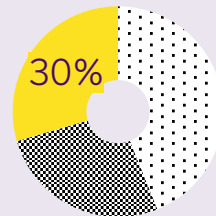
Personal Loans

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



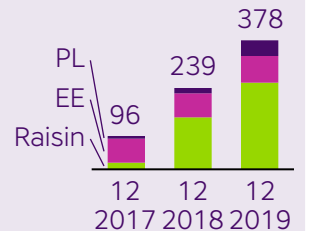
Car Loans

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



Deposits

- ❑ Co-operation with deposit marketplace Raisin
- ❑ Term deposits offered in 6 EU countries



Baltics and Poland are our home markets

440 000 active customers and 550 000 active contracts

31.12.2019	Number of employees	Number of offices	Active Distribution partners	Net loan portfolio EURm
Group	209	7	2 307	338
Estonia	98	1	213	139
Latvia	24	1	149	29
Lithuania	62	3	1 145	131
Poland	25	2	800	40



Efficient and automated business model

Benefits for Partners

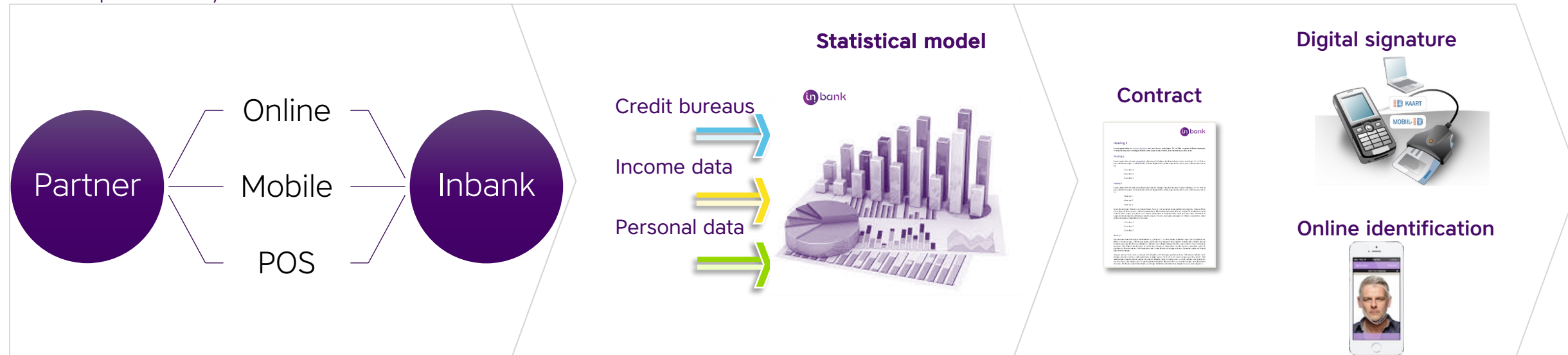
- ❑ Partner-centric and sector-focused approach
- ❑ Financing solution fully integrated into partners' business process through flexible API
- ❑ Repeat sales and greater conversion rates
- ❑ Complementary fee income

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

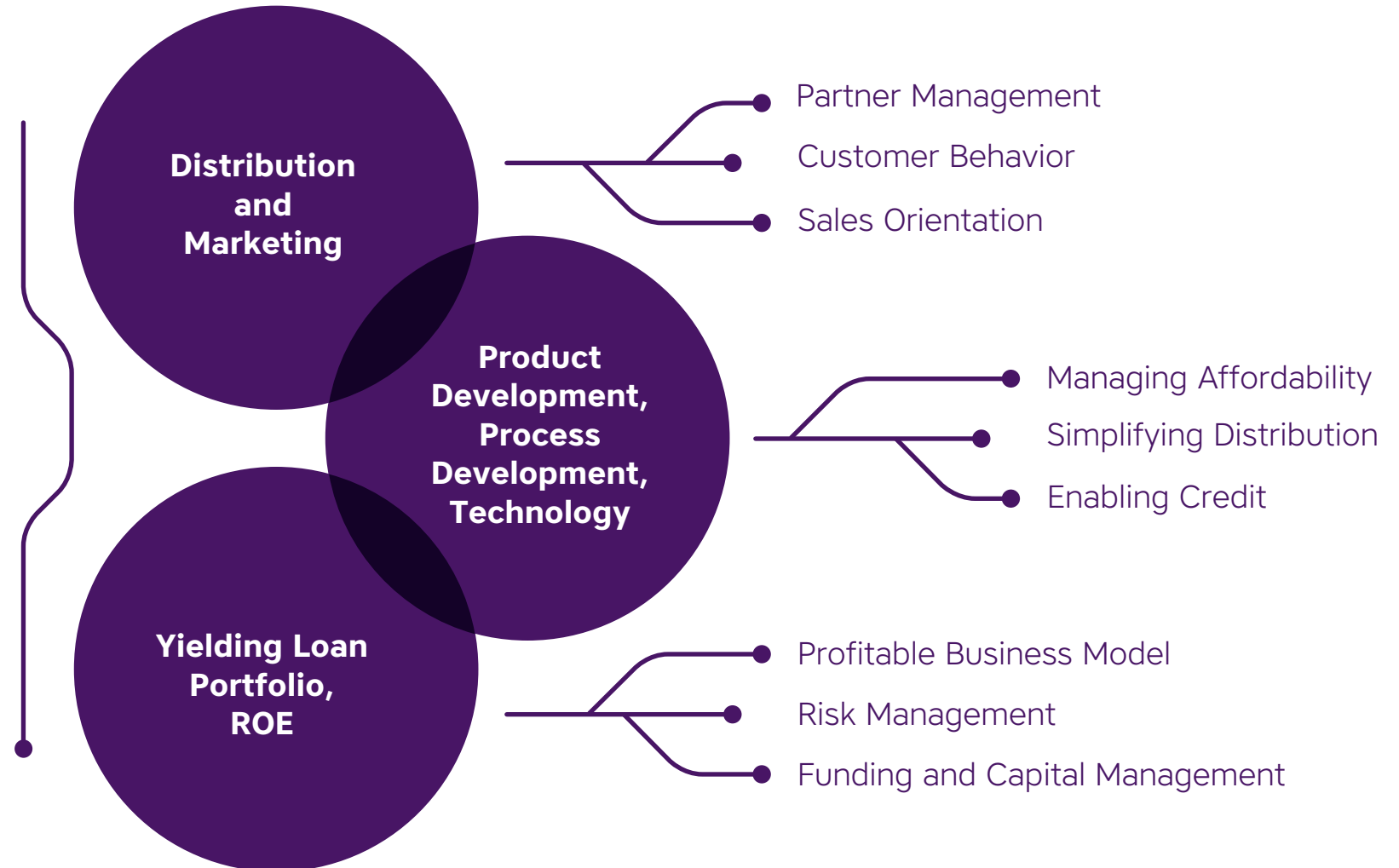
Benefits for Customers

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



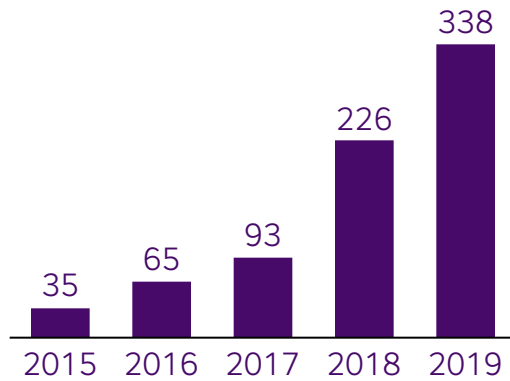
Strategy & core competencies

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

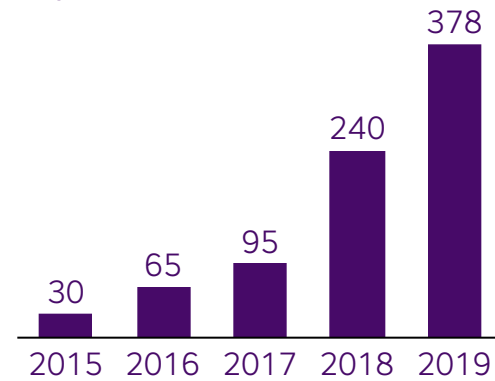


Key figures

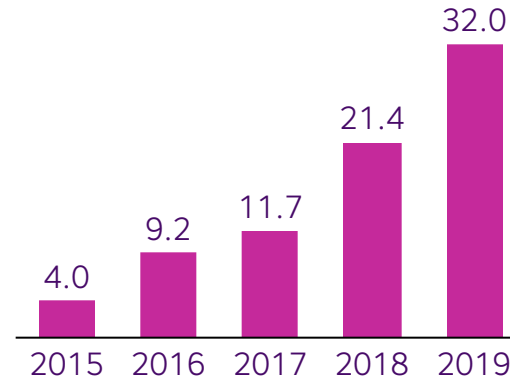
Loan Portfolio (EURm)



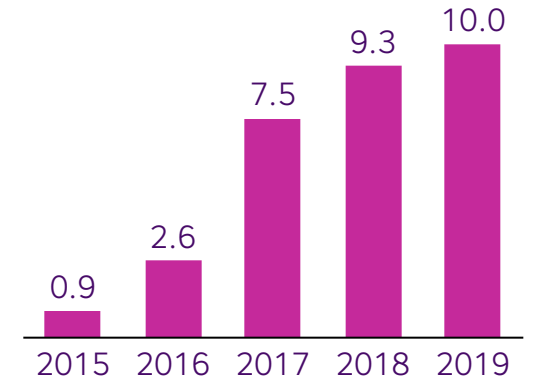
Deposit Portfolio (EURm)



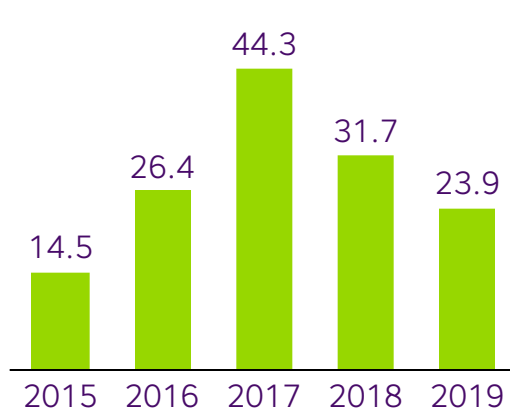
Net Income (EURm)



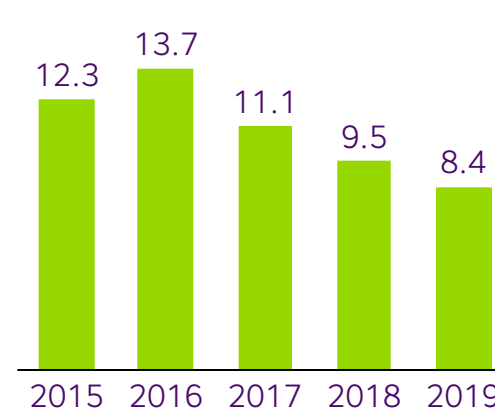
Net Profit (EURm)



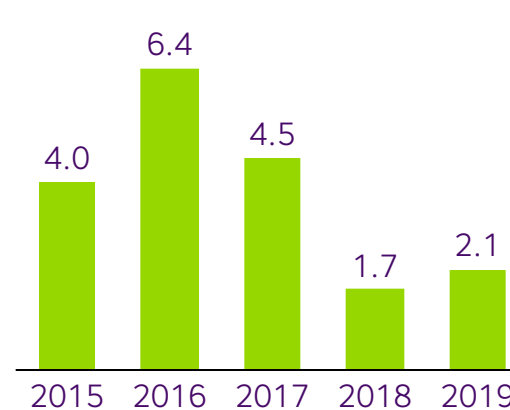
Return on Equity (%)



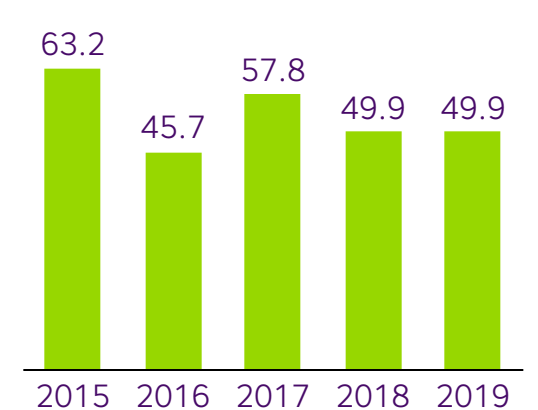
Net Interest Margin (%)



Impairment Losses to Loan Portfolio (%)

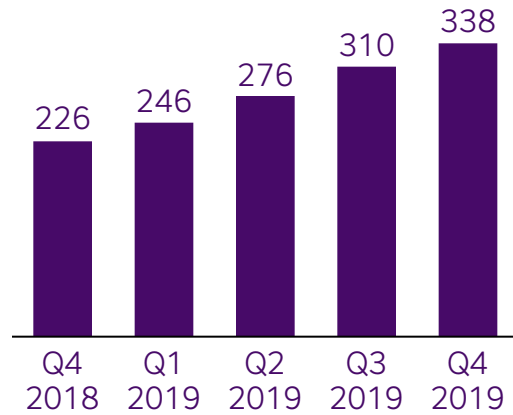


Cost Income Ratio (%)

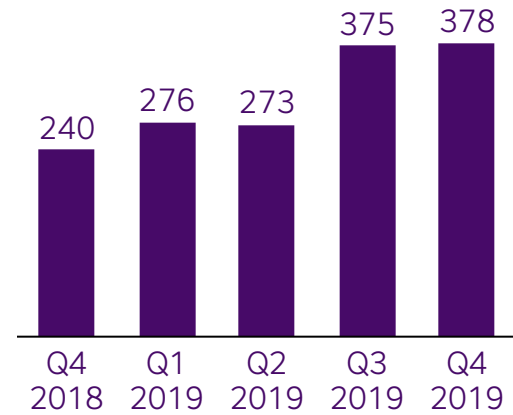


Quarterly key figures

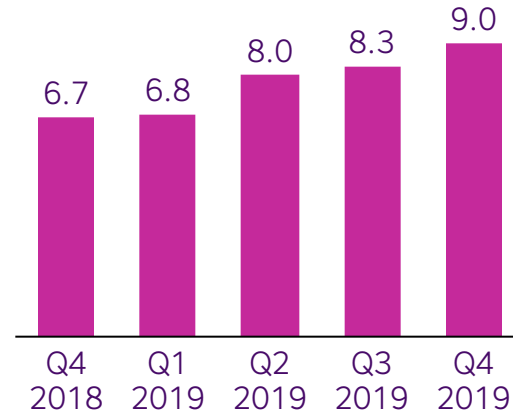
Loan Portfolio (EURm)



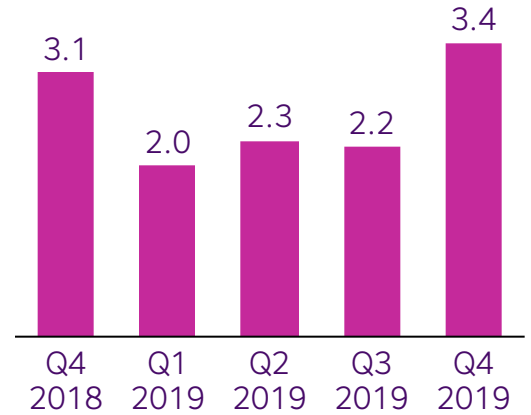
Deposit Portfolio (EURm)



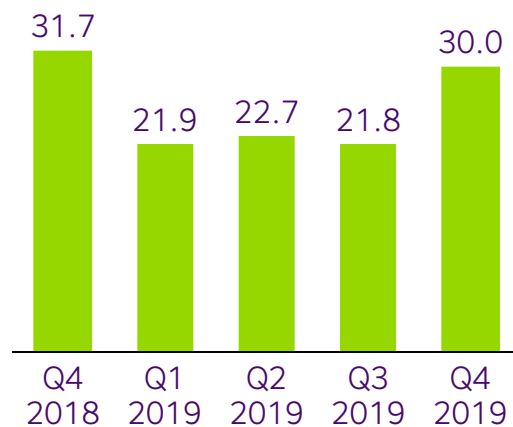
Net Income (EURm)



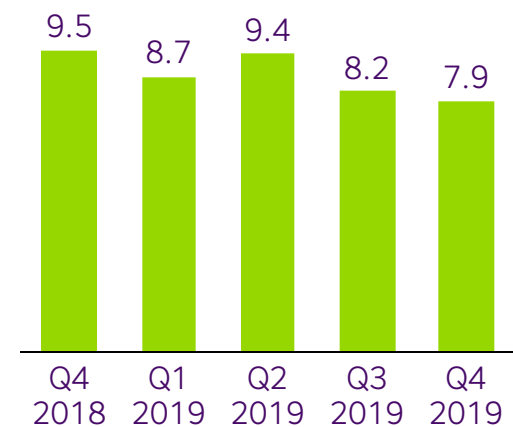
Net Profit (EURm)



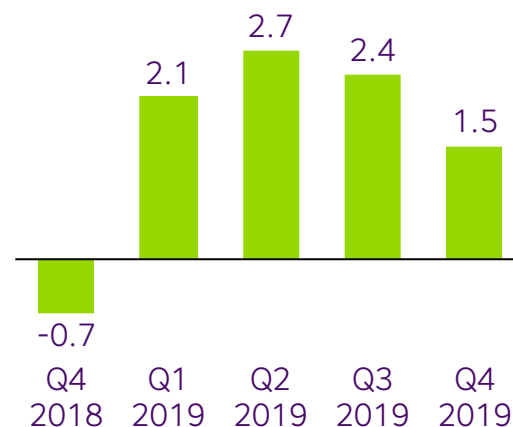
Return on Equity (%)



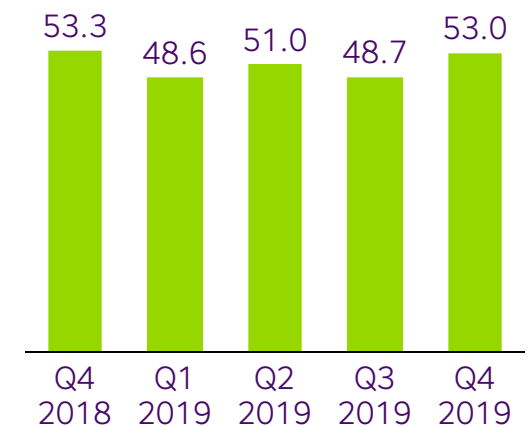
Net Interest Margin (%)



Impairment Losses to Loan Portfolio (%)



Cost Income Ratio (%)



Organisation

- ❑ 209 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



Jaanus Kõusaar
Finance



Liina Sadrak
Business Processes



Marko Varik
Risk



Aet Toose
Technology



Erkki Saarniit
Product Development



COUNTRY MANAGEMENT

Margus Kastein
Inbank Estonia



Girls 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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