



# Corporate Presentation

Q2 2023

# Q2 2023 in brief

- All-time high sales results and the best ever quarterly income of 14.9 million euros.
- Quarterly profit is on the rise again with 2.7 million euros for Q2 2023.
- Increased shareholding in Mobire to 65.7%
- Issued 11.1 million euros of Additional Tier 1 (AT1) bonds at a 12% interest rate.

Gross Merchandise Value

**€184m**

+ 31% year-on-year

Loan & subscription portfolio

**€937m**

+ 30% year-on-year

Deposit portfolio

**€966m**

+ 36% year-on-year

Active contracts

**891,000**

+ 8% year-on-year

New contracts quarterly

**127,000**

+4% year-on-year

Merchants

**5,400**

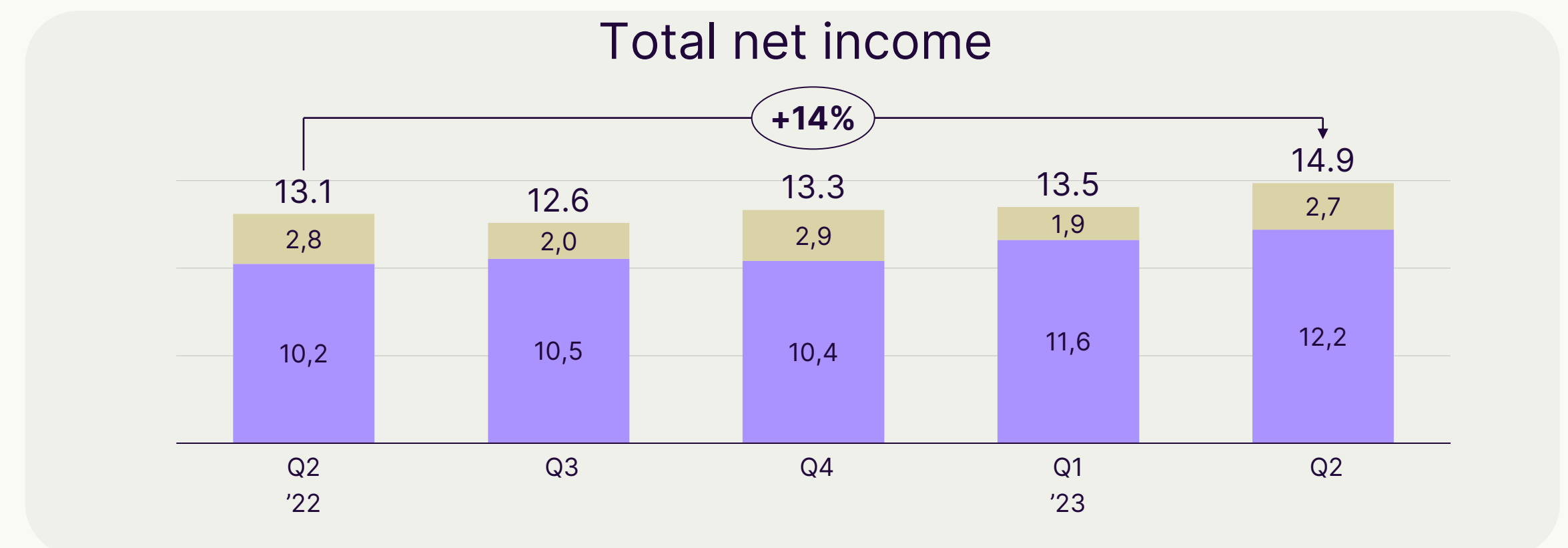
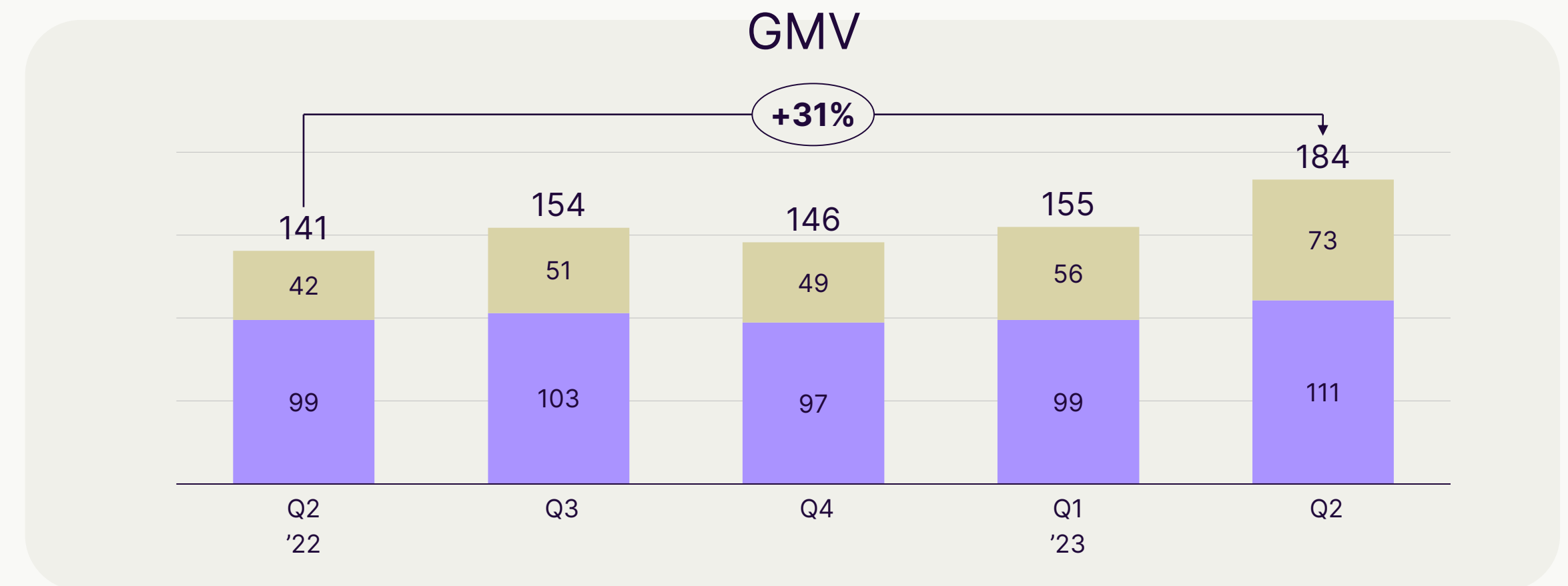
+6% year-on-year

# Quarterly key financials

In millions of euros

	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	% change YoY
Net interest income	11.1	11.4	11.9	11.2	12.0	8%
Net fee and commission & other income	2.0	1.2	1.5	2.3	2.8	43%
<b>Total net income</b>	<b>13.1</b>	<b>12.6</b>	<b>13.3</b>	<b>13.5</b>	<b>14.9</b>	<b>14%</b>
Operating expenses	7.4	7.7	8.6	8.6	9.3	25%
<b>Operating profit</b>	<b>5.7</b>	<b>4.9</b>	<b>4.7</b>	<b>4.9</b>	<b>5.6</b>	<b>-2%</b>
Other income from aff.	-0.1	11.6	0.0	0.0	0.4	-540%
Impairment losses on loans	3.1	3.1	2.5	3.1	3.5	13%
<b>Net profit</b>	<b>2.6</b>	<b>13.4</b>	<b>2.1</b>	<b>1.9</b>	<b>2.7</b>	<b>2%</b>
GMV <sup>1</sup>	141	154	146	155	184	31%
Total assets	876	913	1 020	1 050	1 174	34%
Loan and subscription portfolio <sup>2</sup>	723	766	816	856	937	30%
Deposits portfolio	709	728	829	857	966	36%
Equity	85	100	102	104	106	26%
EIR (P&L)	9.1%	9.9%	10.5%	10.8%	11.1%	
Funding cost	2.1%	3.1%	3.7%	4.4%	4.6%	
Net interest margin	5.8%	5.7%	5.5%	4.9%	4.9%	
Impairment losses to loan portfolio	1.9%	1.7%	1.3%	1.6%	1.7%	
Cost/Income	56.7%	60.9%	64.6%	64.0%	62.5%	
Return on equity (ROE)	12.6%	57.7%	8.4%	7.3%	10.2%	

CEE Baltics



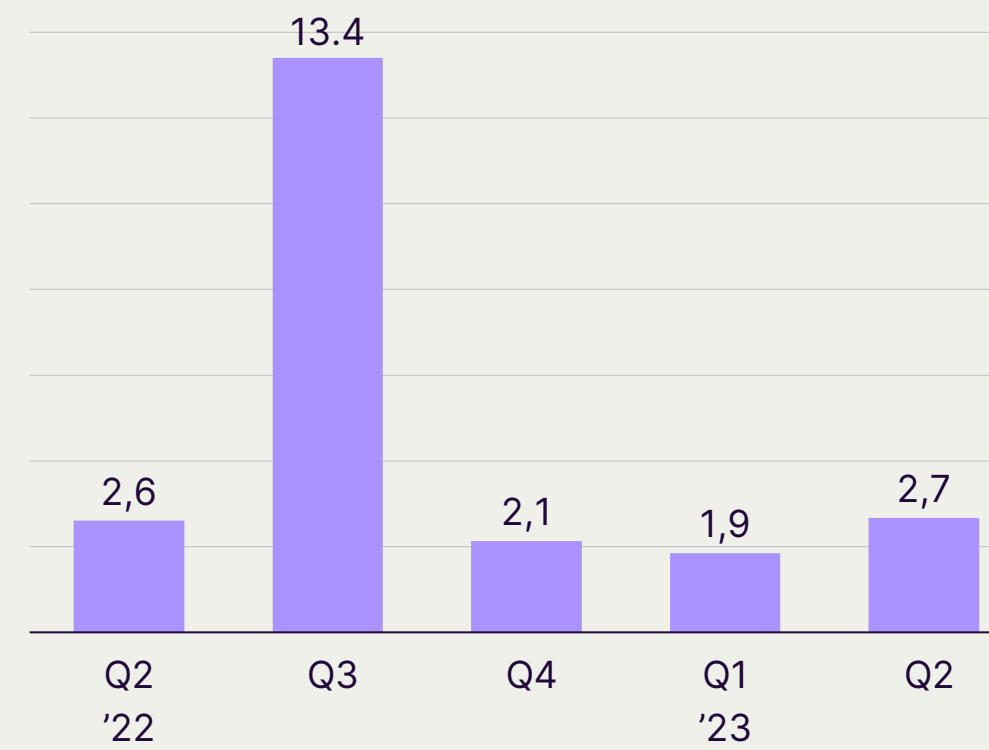
<sup>1</sup> Gross merchandised value (GMV). Total amount of sales a company makes via embedded finance or customer-to-customer platforms over a specified period of time.

<sup>2</sup> Loan and subscription portfolio Loans and advances is the balance of all loans that the bank has issued to individuals. Subscription portfolio includes vehicles owned by Mobire Group companies and leased through capital lease or operating lease agreements to individuals and businesses.

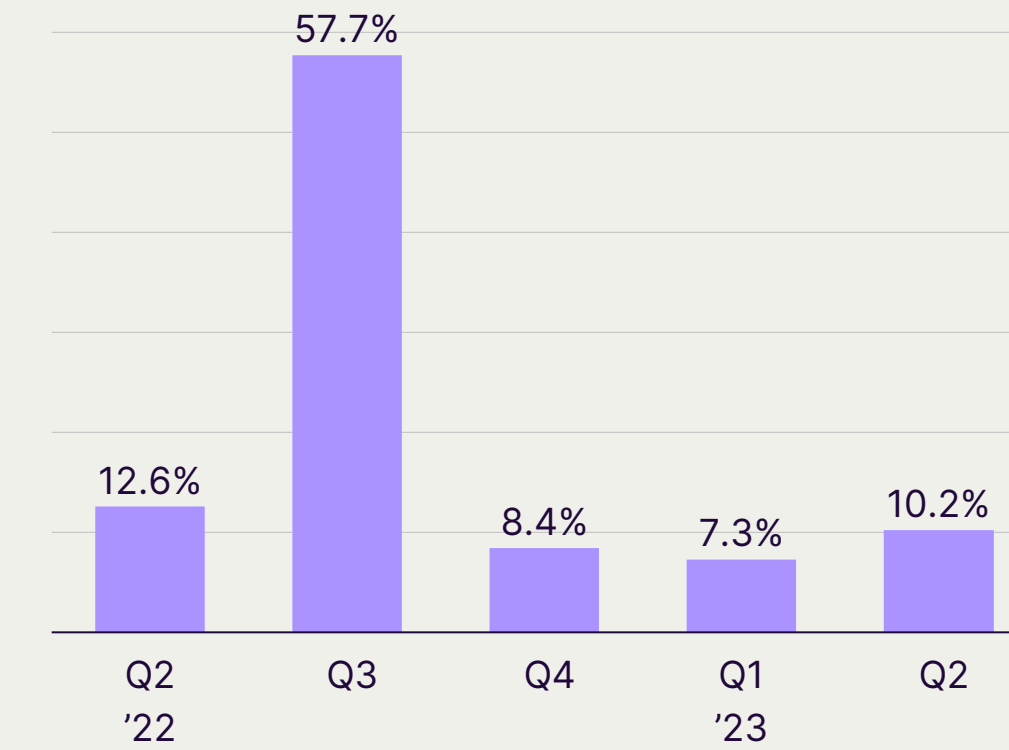
# Quarterly performance

- High interest rates and investments in growth put pressure on financial results.
- Despite high inflation and increasingly challenging economic conditions, Inbank loan impairment costs remained low.

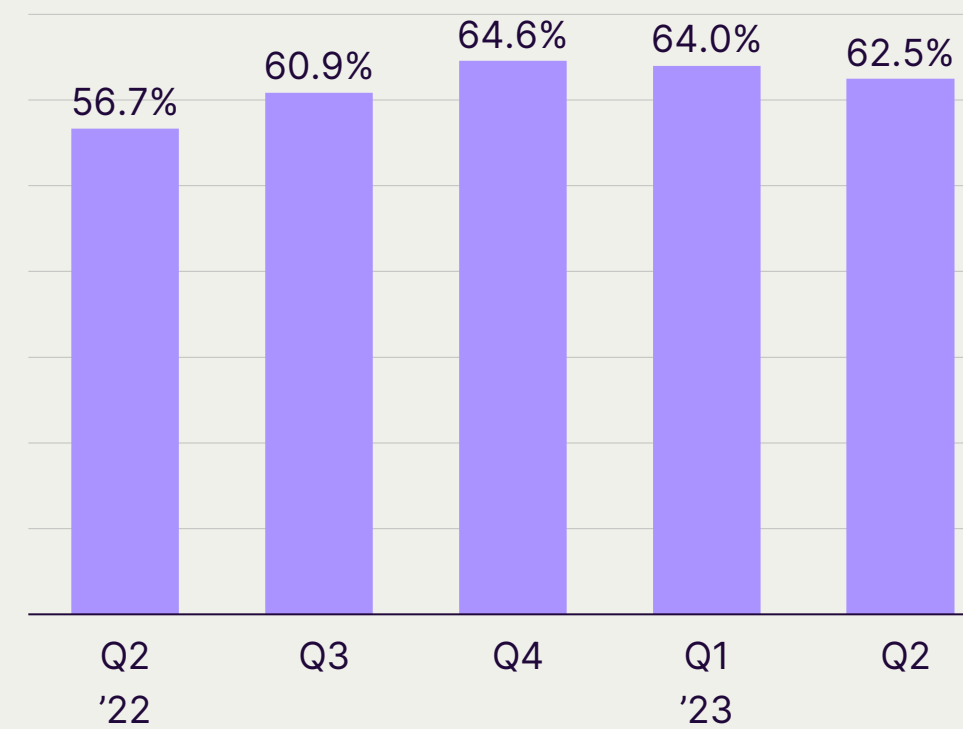
## Net profit



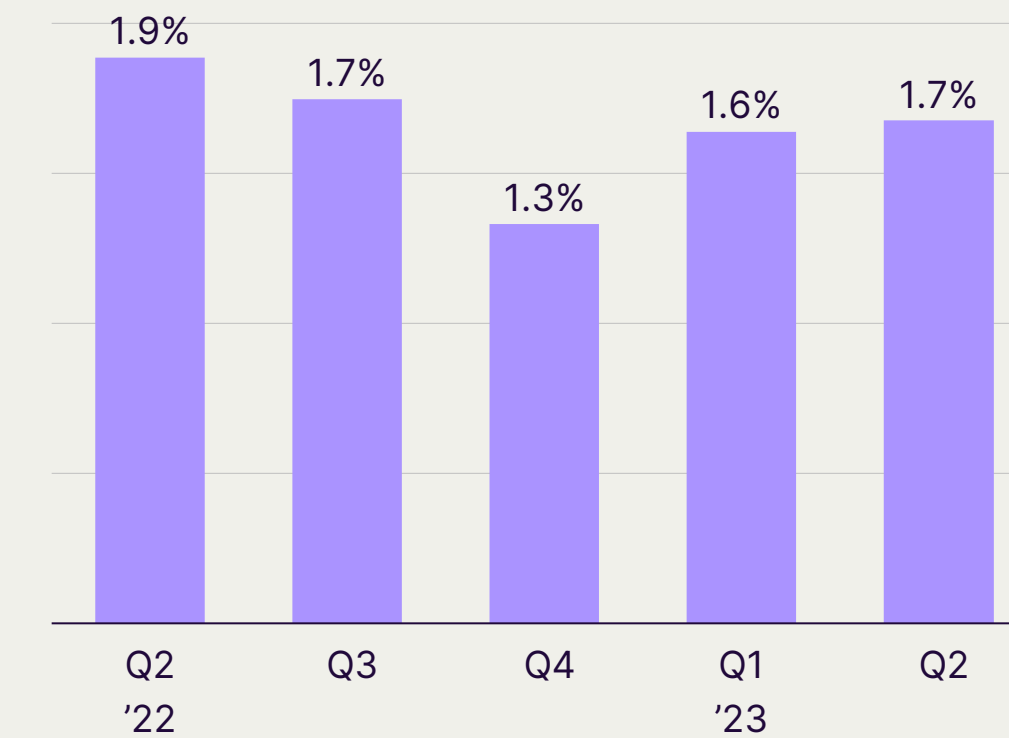
## Return on equity



## Cost / income



## Impairment losses

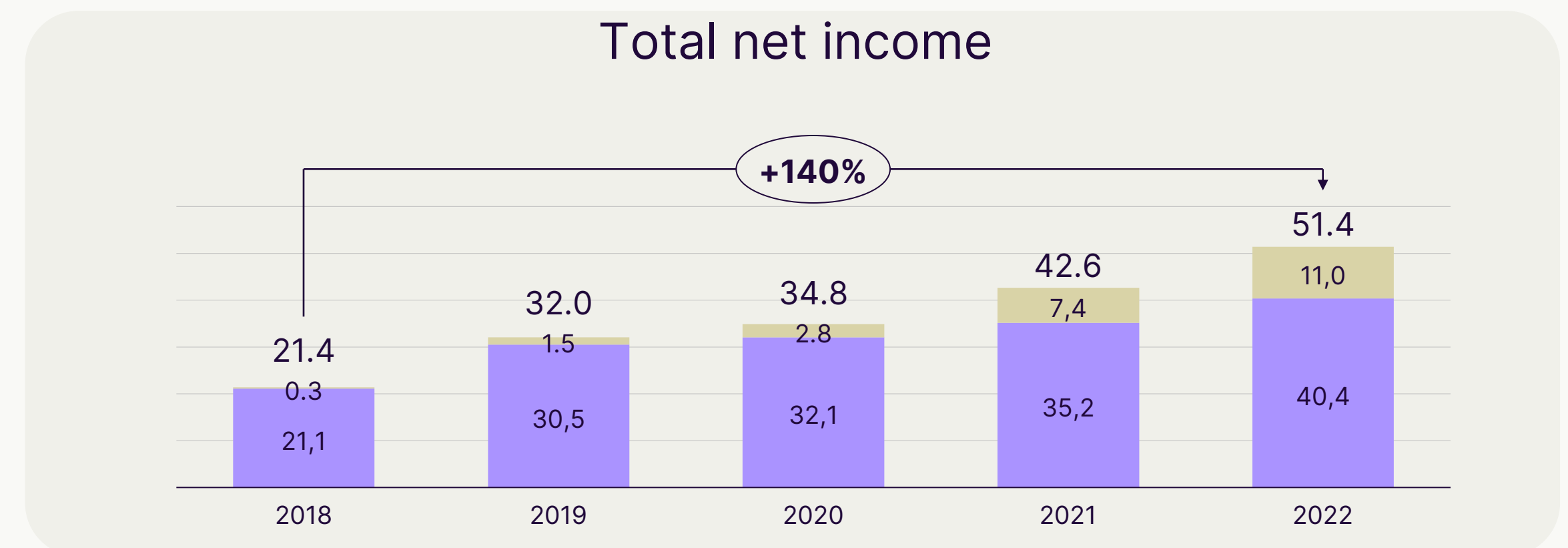
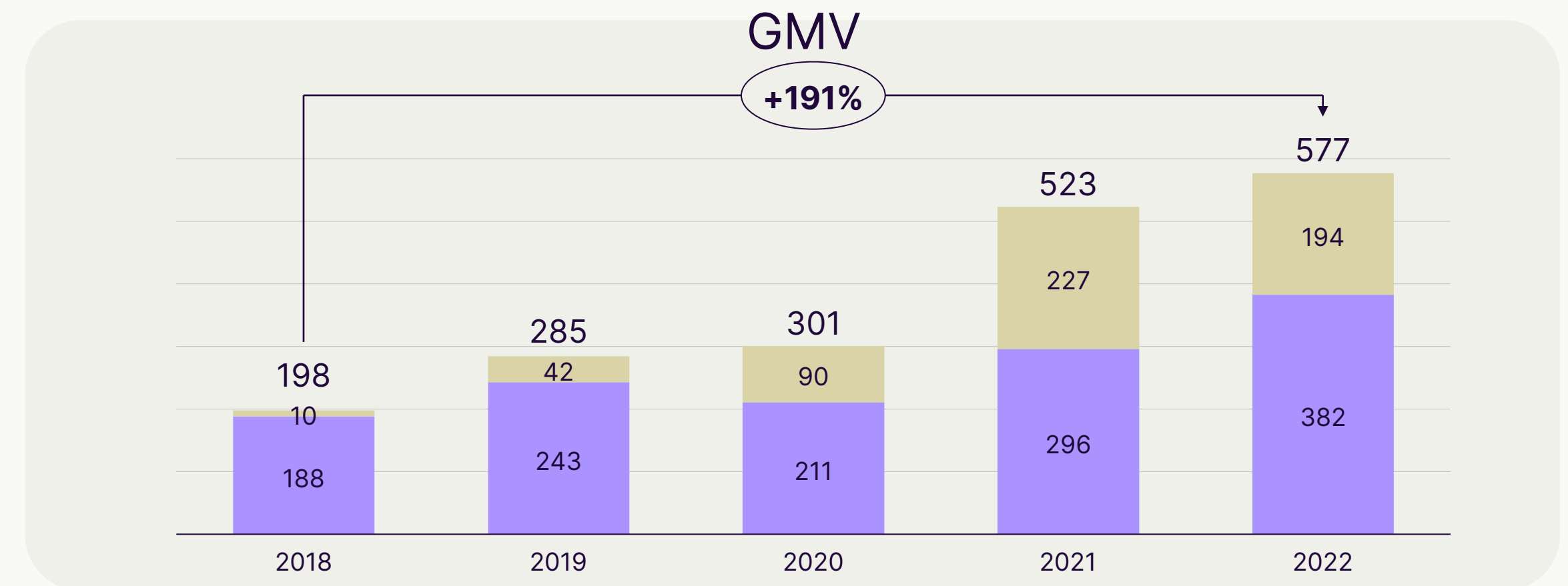


# Annual key financials

In millions of euros

	2018	2019	2020	2021	2022	22 vs '21
Net interest income	19.9	31.2	35.2	38.4	45.2	18%
Net fee and commission & other income	1.5	0.9	-0.3	4.2	6.1	47%
<b>Total net income</b>	<b>21.4</b>	<b>32.0</b>	<b>34.8</b>	<b>42.6</b>	<b>51.4</b>	<b>21%</b>
Operating expenses	10.6	16.0	17.3	24.0	30.3	26%
<b>Operating profit</b>	<b>10.7</b>	<b>16.0</b>	<b>17.5</b>	<b>18.6</b>	<b>21.0</b>	<b>13%</b>
Other income from aff.	2.0	0.7	0.8	0.3	11.4	3309%
Impairment losses on loans	2.7	6.0	11.5	6.7	11.2	68%
<b>Net profit</b>	<b>9.3</b>	<b>10.0</b>	<b>5.9</b>	<b>11.0</b>	<b>21.1</b>	<b>92%</b>
GMV <sup>1</sup>	198	285	301	523	577	10%
Total assets	318	463	490	787	1 020	30%
Loan and subscription portfolio <sup>2</sup>	213	324	389	641	816	27%
Deposits portfolio	240	378	391	618	829	34%
Equity	36	47	61	79	102	29%
EIR (P&L)	14.8%	13.3%	11.6%	9.5%	9.6%	
Funding cost	2.1%	2.0%	2.0%	1.8%	2.7%	
Net interest margin	9.5%	8.4%	7.8%	6.6%	5.6%	
Impairment losses to loan portfolio	1.7%	2.1%	3.1%	1.3%	1.6%	
Cost/Income	49.9%	49.9%	49.7%	56.3%	59.0%	
Return on equity (ROE)	31.7%	23.9%	10.8%	15.6%	23.3%	

Baltics CEE



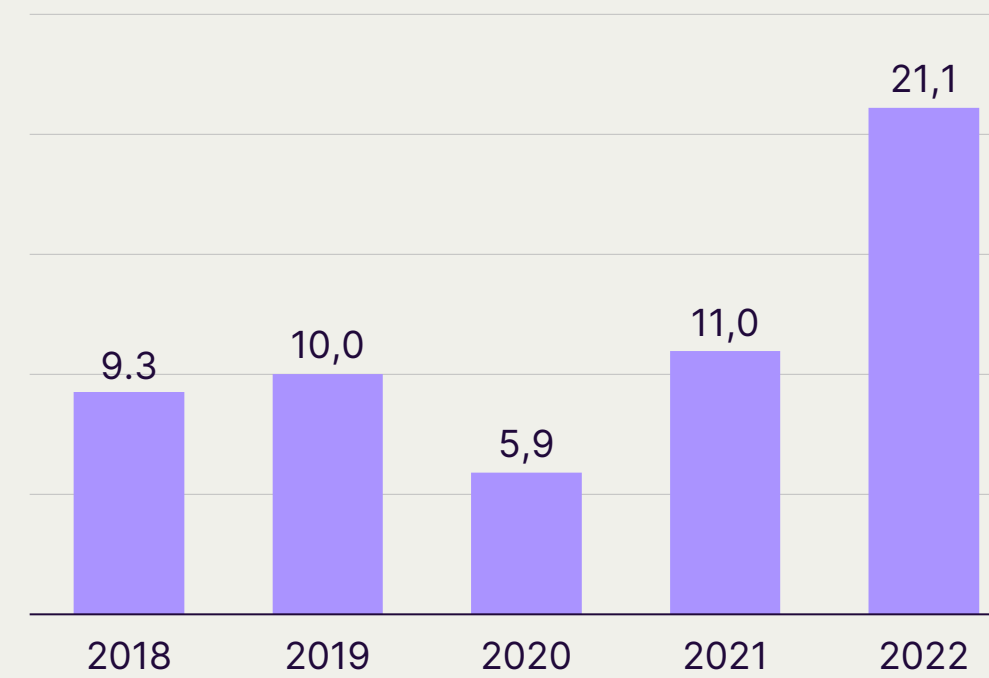
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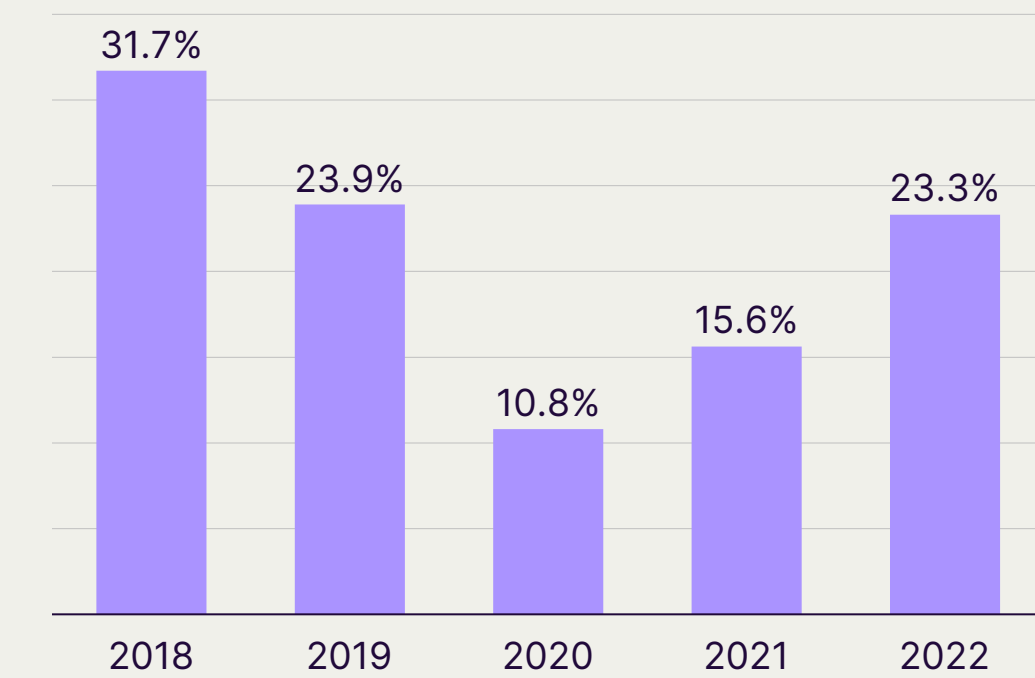
# Annual performance

- Extraordinary profit of €11.4 million earned from sale of 29,8% shareholding in Maksekeskus.
- Net interest income under pressure due to increased interest rate environment.
- Impairment losses increased compared to exceptionally low levels recorded in 2021.
- Operating expenses growth was related to easement of COVID restrictions, inflationary pressures and growth in business volumes.

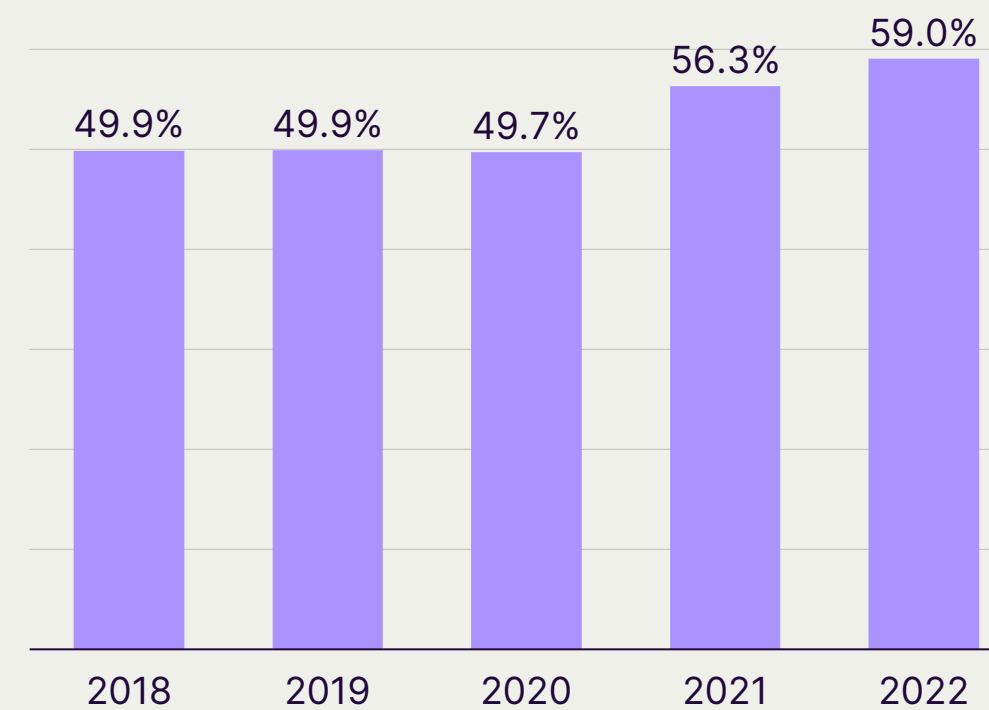
## Net profit



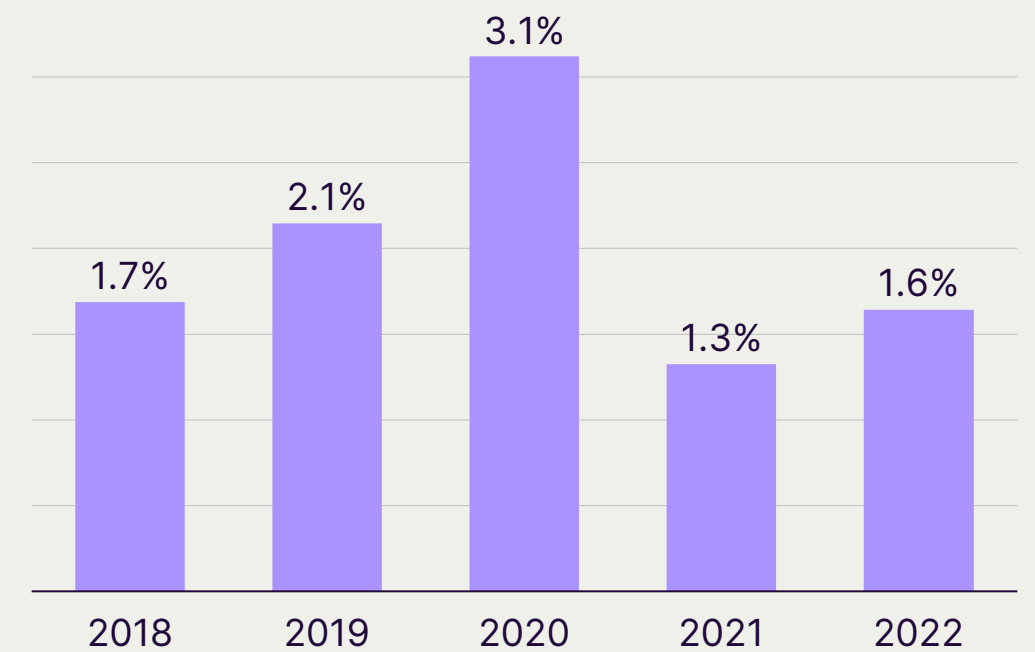
## Return on equity



## Cost / income



## Impairment losses





# Embedded finance platform built for retail

Inbank is a financial technology company with an EU banking licence that connects merchants, consumers and financial institutions on its next generation embedded finance platform. Inbank bonds are listed on the Nasdaq Tallinn Stock Exchange.

**891,000+**

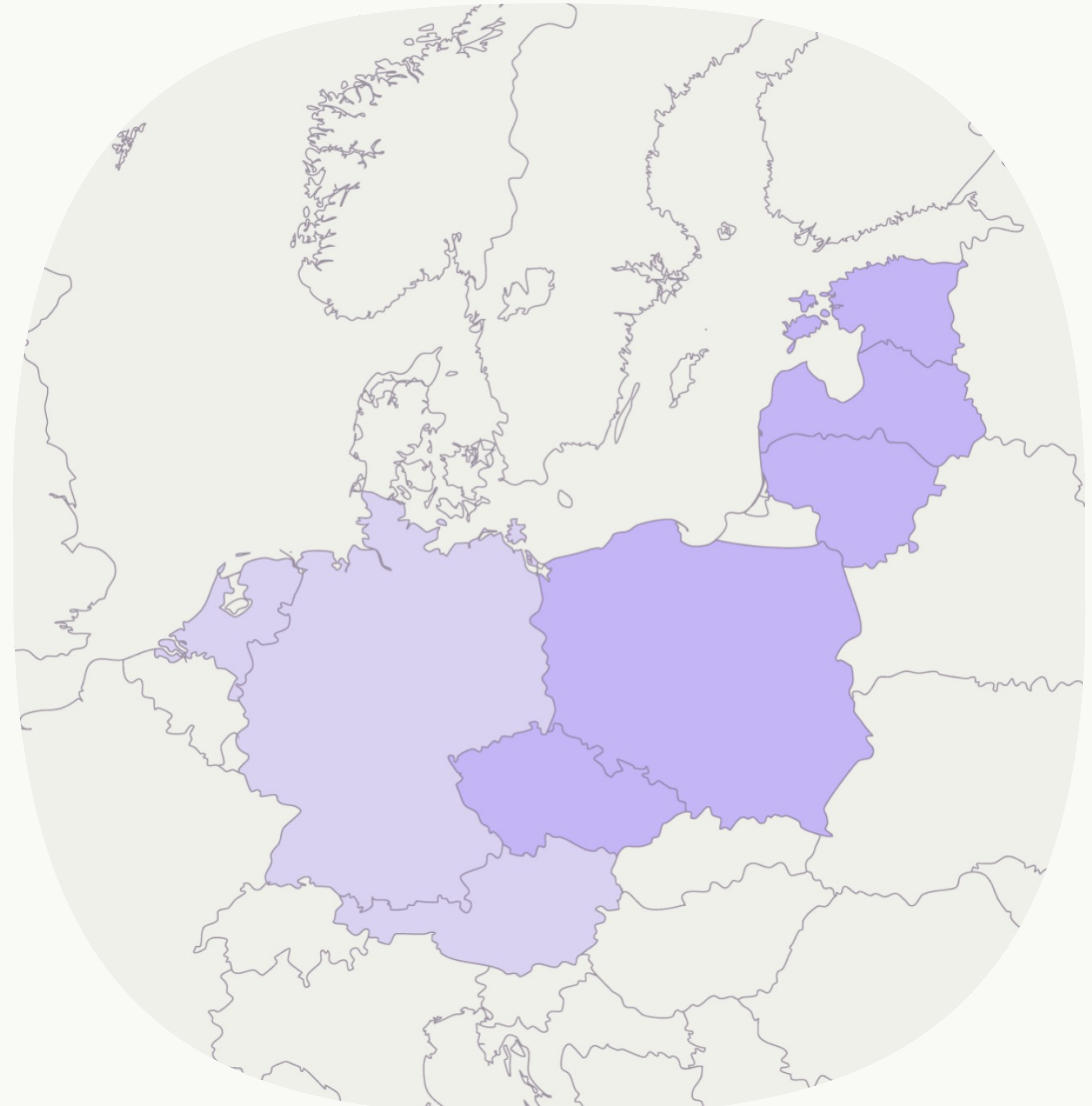
Active contracts with happy shoppers

**5,400+**

Retailers with fully integrated seamless financing

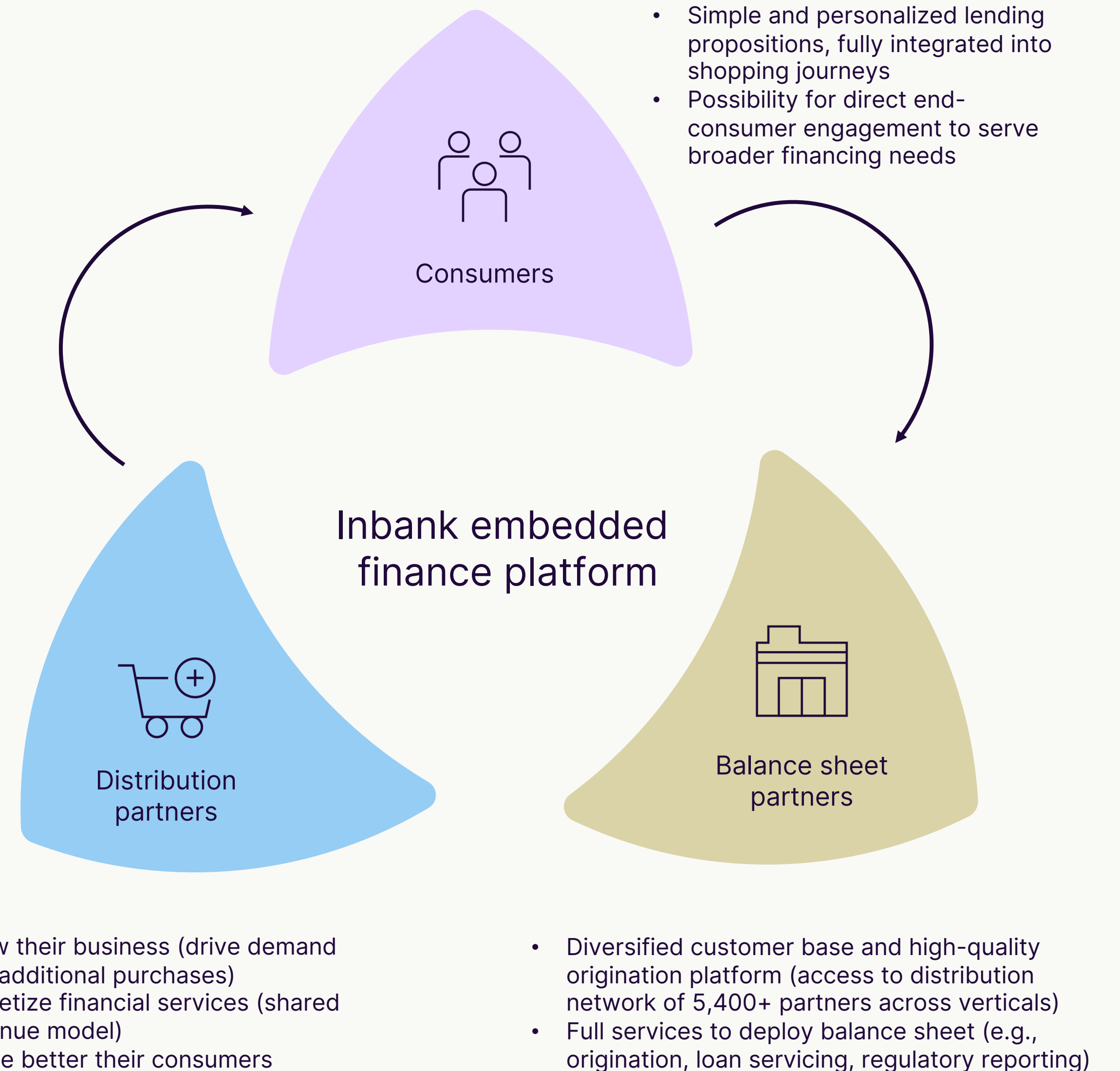
**350+**

People from 17 nationalities in 5 markets



# An ecosystem for growth

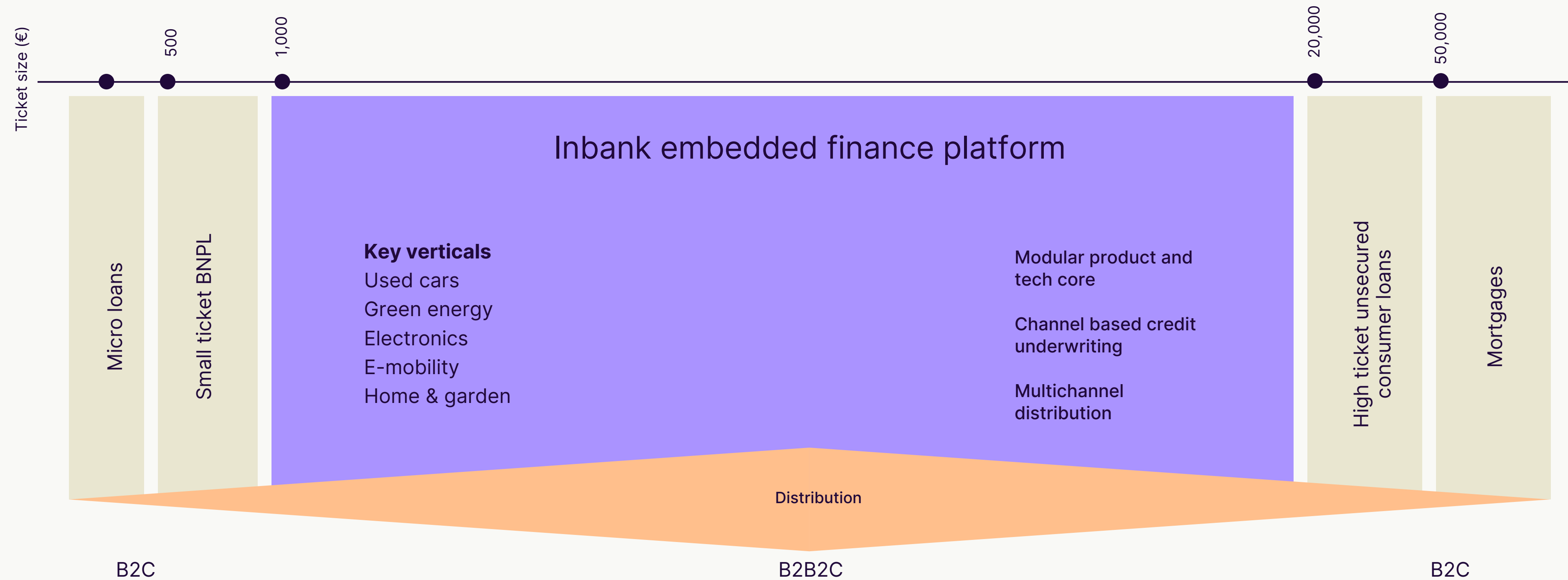
We enable consumers to access financing exactly when and where they need it in a frictionless way at our partners' point of sale.





# Uniquely positioned in Europe

Looking at our historical performance in financing cars, electronics, and solar panels, we see great potential in positioning ourselves in segments with higher average tickets in European markets. Our partner specific credit underwriting allows us to embed suitable financing into merchant business models from any vertical.



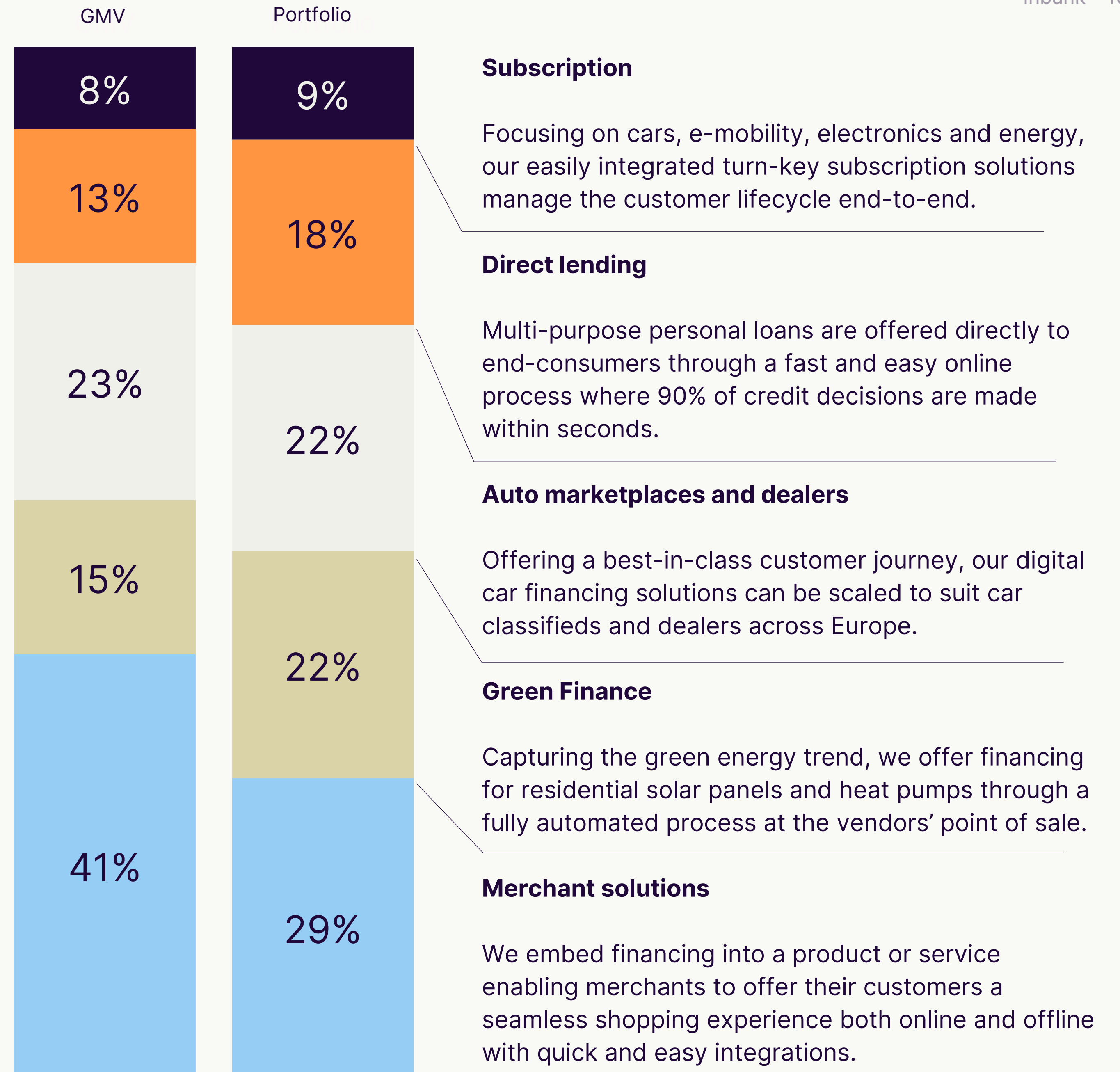
**95%**  
Automated credit decisions

**30 sec**  
From application to contract

**1,000**  
Custom solutions set up in 30 min

# Around 80% of volumes originated via partners

We are building products around our partner's businesses. From car classifieds to seamless merchant multichannel solutions to turn-key subscription solutions - our modular product platform and vertical specific credit underwriting system can be easily tailored to the specific needs of any merchant.

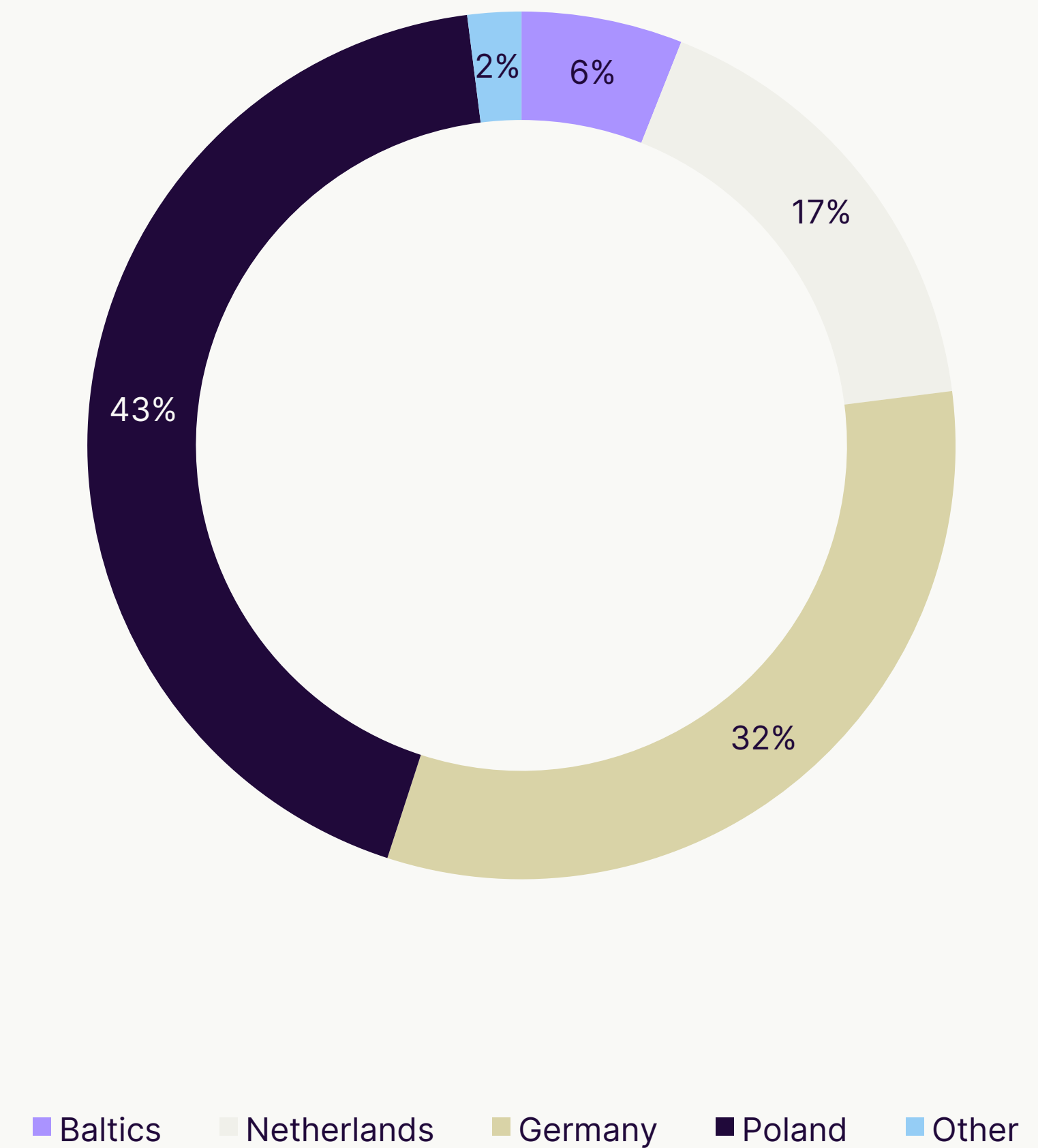


# Deposit portfolio

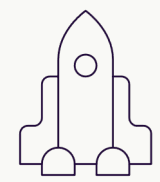
Inbank has a highly diversified funding base of 89,000 depositors. We accept term deposits from private individuals in Estonia, Lithuania, Poland, Germany, Austria, and the Netherlands.

98% deposits opened in Inbank are guaranteed by the Estonian National Guarantee Fund for up to €100,000 per depositor.

Split by residency



# Success factors



## Track record of disruption and business building

5,400+ partners and 2+ million consumers served since inception in 5 markets and multiple verticals; >40% annual growth since 2015



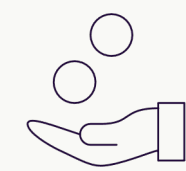
## Attacking a massive market with significant tailwinds

Going after the €15-20bn European embedded lending market; on journey to become €200mn top-line business in 2027 with focus on new markets and growing verticals



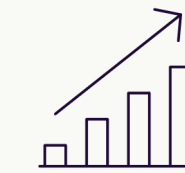
## Best in class embedded finance platform

Scalable product platform, best in class underwriting, strong distribution and flexible business model to win in each market



## EU banking license and diversified and low-cost funding base

Collecting deposits from 7 EU countries in cooperation with Raisin, Tier 2 bonds listed on Tallinn Nasdaq Stock Exchange since 2016



## Profitable business set for high growth

Time-tested business model with 10+ years of profitability, strong management team focused on product innovation and deal-making, and shift towards asset-light model

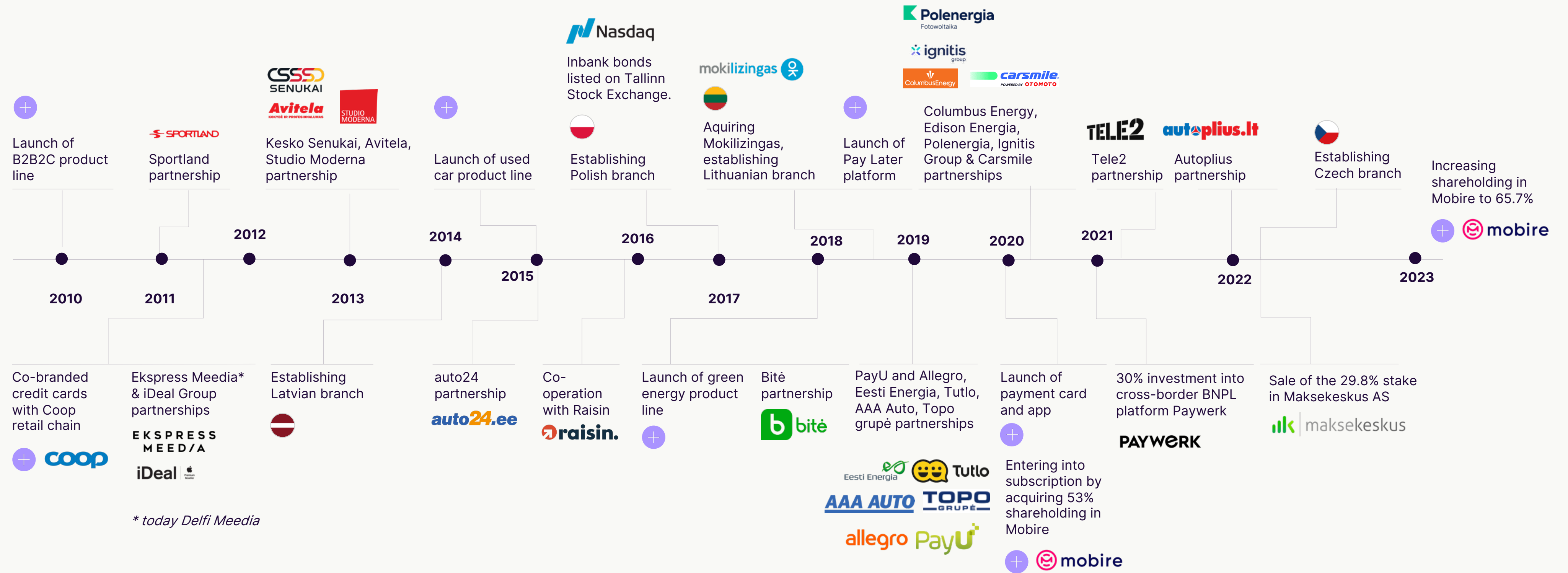


## Founder-lead management team with skin in the game

With a 35% stake at Inbank, our founders and team of experienced executives has a proven track record in scaling financial services companies across Europe

# Our journey

Expansion of product offering and geographic presence since foundation in 2010.



+ New product line



# Management Board

Our management team of experienced executives have skin in the game and a proven track record of scaling financial services companies across Europe.



**Priit Põldoja**

CEO, Founder  
Chairman of the Management Board



**Marko Varik**

CFO, Member of the Management Board



**Margus Kastein**

Head of Baltic Business,  
Member of the Management Board



**Maciej Pieczkowski**

Head of CEE Business,  
Member of the Management Board



**Ivar Kurvits**

Chief of Staff, Member of the Management Board



**Piret Paulus**

Head of Growth and Business Development,  
Member of the Management Board



**Erik Kaju**

Chief Product and Technology Officer,  
Member of the Management Board



# Supervisory Board

Our seasoned supervisory board oversees and advises the management board, and gives guidance to its general development.



**Jan Andresoo**

Founder  
Chairman of the  
Supervisory Board



**Roberto de Silvestri**

Member of the  
Supervisory Board



**Triinu Bucheton**

Member of the  
Supervisory Board



**Raino Paron**

Member of the  
Supervisory Board



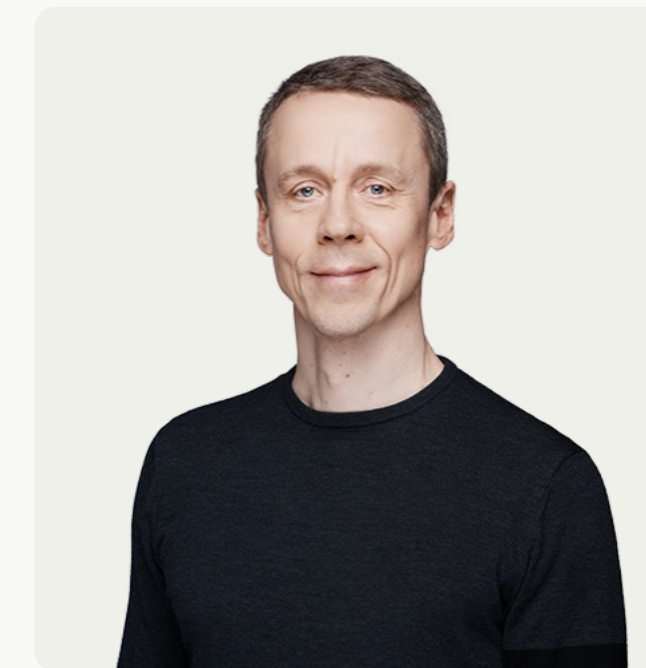
**Rain Rannu**

Member of the  
Supervisory Board



**Taavi Kotka**

Member of the  
Supervisory Board



**Erkki Raasuke**

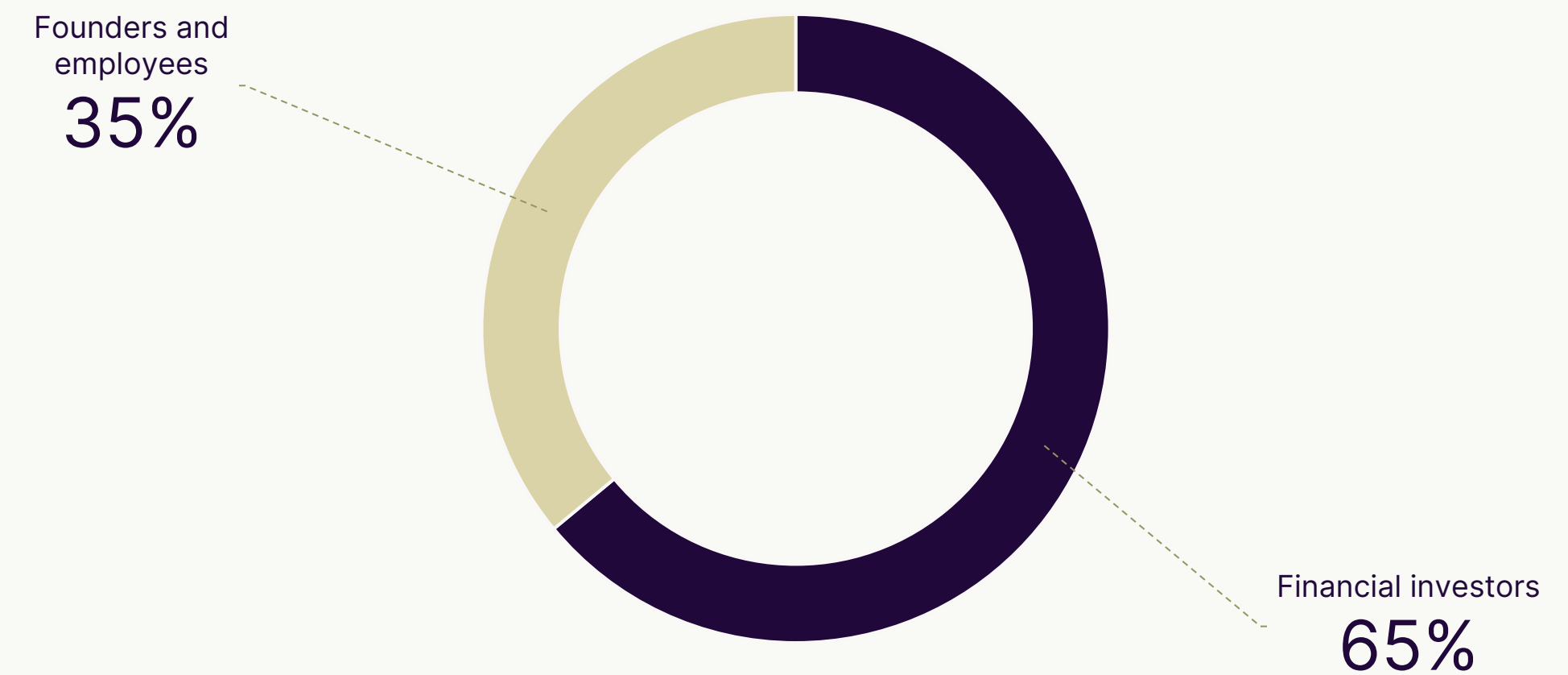
Member of the  
Supervisory Board

# Legal structure and main shareholders

## Group structure



## Shareholder structure



Owner	Shares	%
Cofi Investeeringud OÜ	2,594,187	25.28%
Other (134 shareholders)	7,638,010	74.72%



# Investor Relations

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