



# Corporate Presentation

Q1 2024

# Overview of Q1 2024

- Gross merchandise value (GMV) during Q1 was €162m, 5% more than a year ago. Sales results were seasonally lower and quite stable across all markets. GMV in CEE was up 11% with improving sales in Czechia, while Baltic sales remained on the 2023 level.
- Strong Q1 profit of €4m with an impressive growth of 114% compared to a year ago.
- Q1 margins increased because of 0.15 percentage point increase of EIR (retail) and 0.05 percentage point decrease of funding cost.

Gross merchandise value

**€162m**

+5% year-on-year

Total net income

**€18m**

+30% year-on-year

Net profit

**€4m**

+114% year-on-year

Loan and rental portfolio

**€1.05bn**

Credit losses

**1.4%**

Return on equity

**12.6%**

Active customer contracts

**896,000+**

Active retail partners

**5,800**

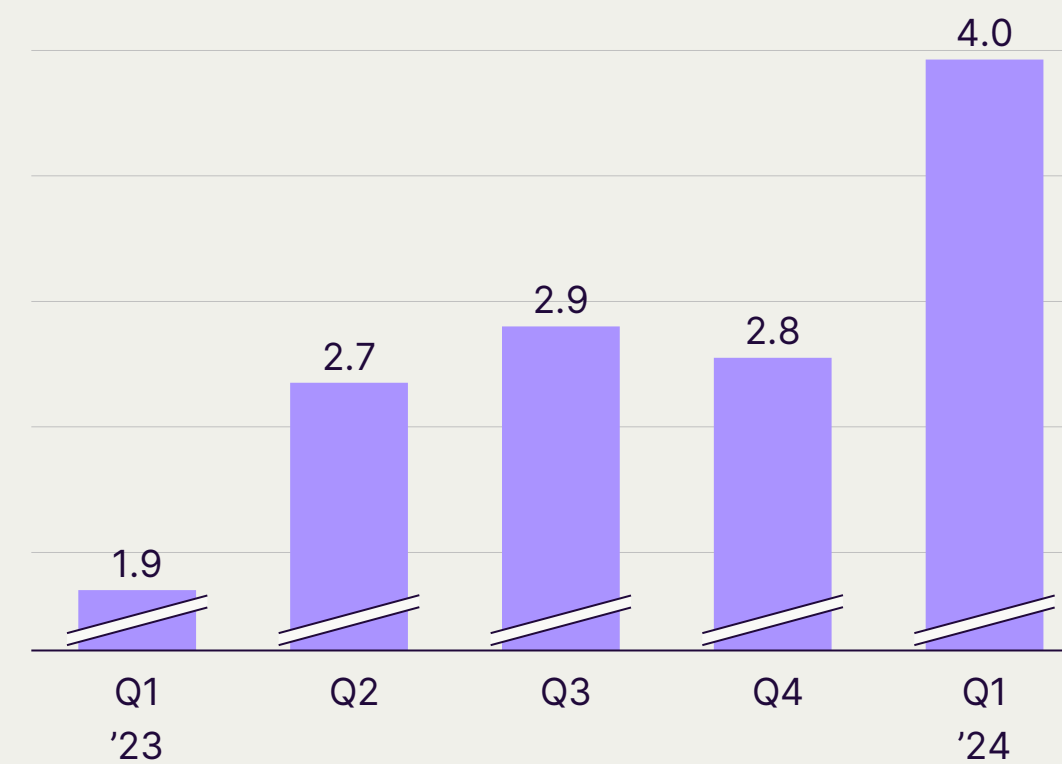
New contracts monthly

**39,000+**

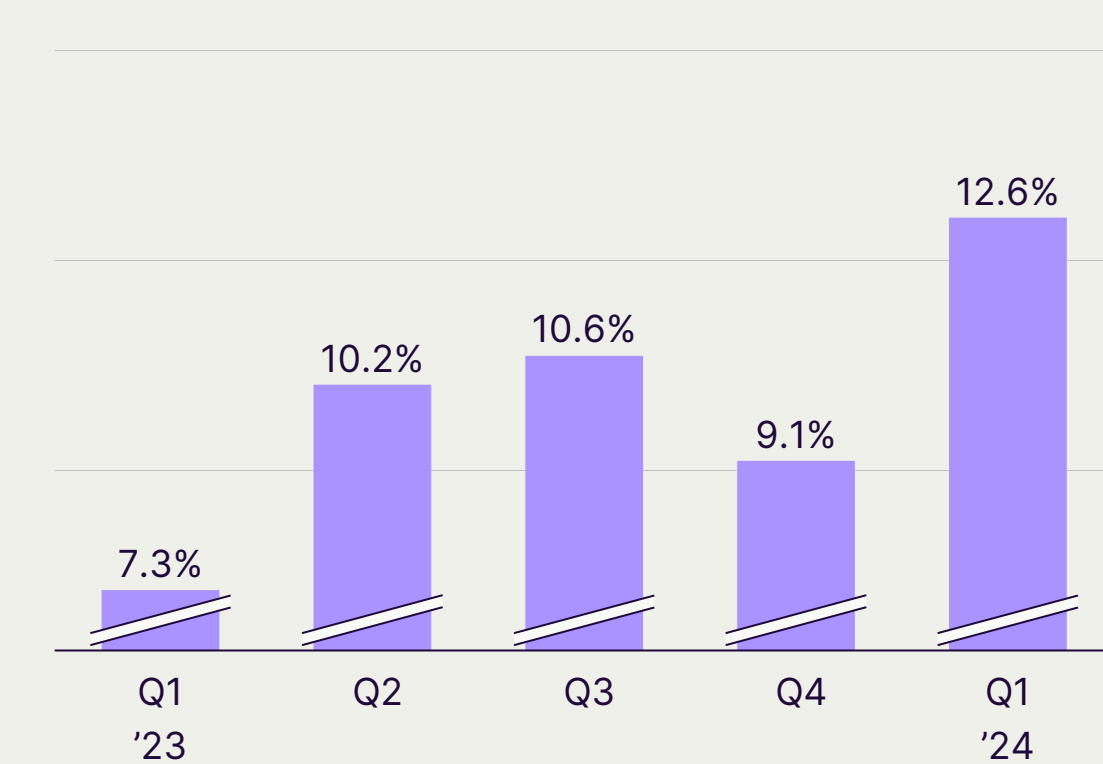
# Quarterly performance

- All-time best quarterly total net income of €17.6m and strong Q1 profit of €4m with an impressive growth of 114% year-on-year.
- Cost/Income continues to improve together with improvement in EIR (retail), stable cost base, and declining funding cost.
- Q1 credit losses have remained low, standing at an impressive 1.4% of the average credit portfolio. Primary contributing factors are stable unemployment levels in all our markets and stricter underwriting rules which we have implemented over the past few quarters.
- Quarterly ROE improved to 12.6%.

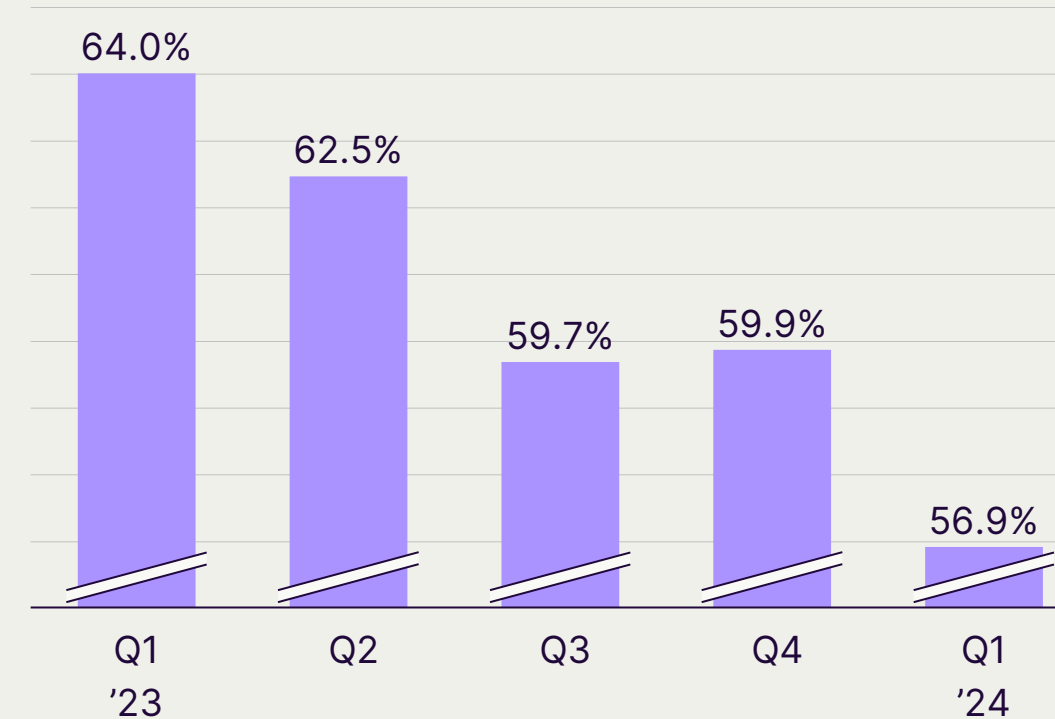
## Net profit



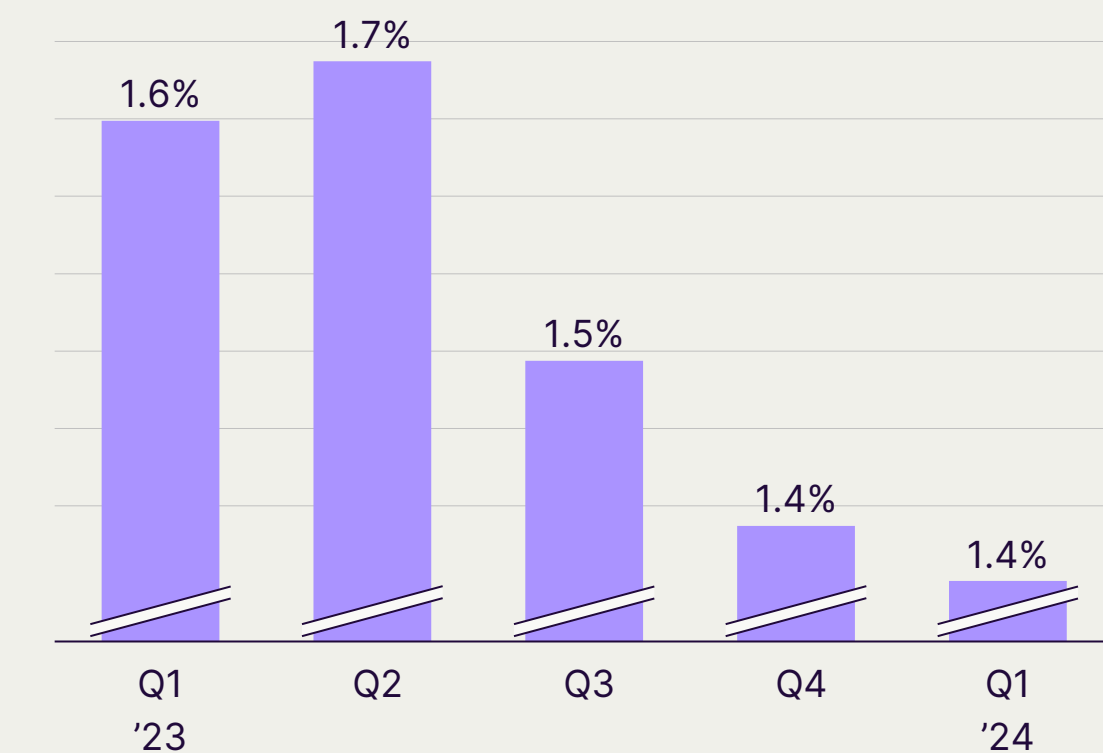
## Return on equity



## Cost / income



## Impairment losses



# Quarterly key financials

- Improving Q1 results with €4m profit (+114% YoY) and 30% total net income growth vs 16% cost growth supported by strong improvement in CEE margins.
- Funding costs decreased for the first time in 2 years compared to the previous quarter. With the funding cost steadily declining in the Polish zloty and stabilizing in the euro, the overall cost of funding dropped to 4.53%, which is 0.05% lower than in Q4 2023.

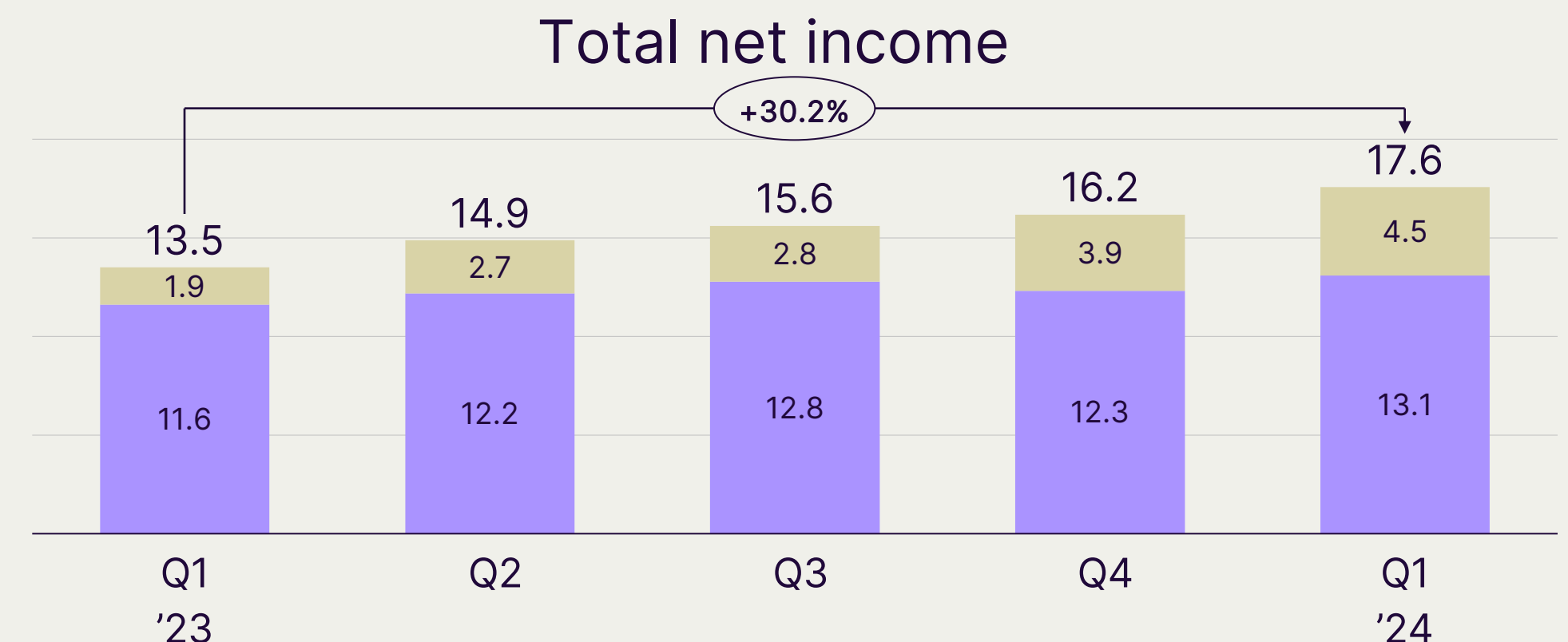
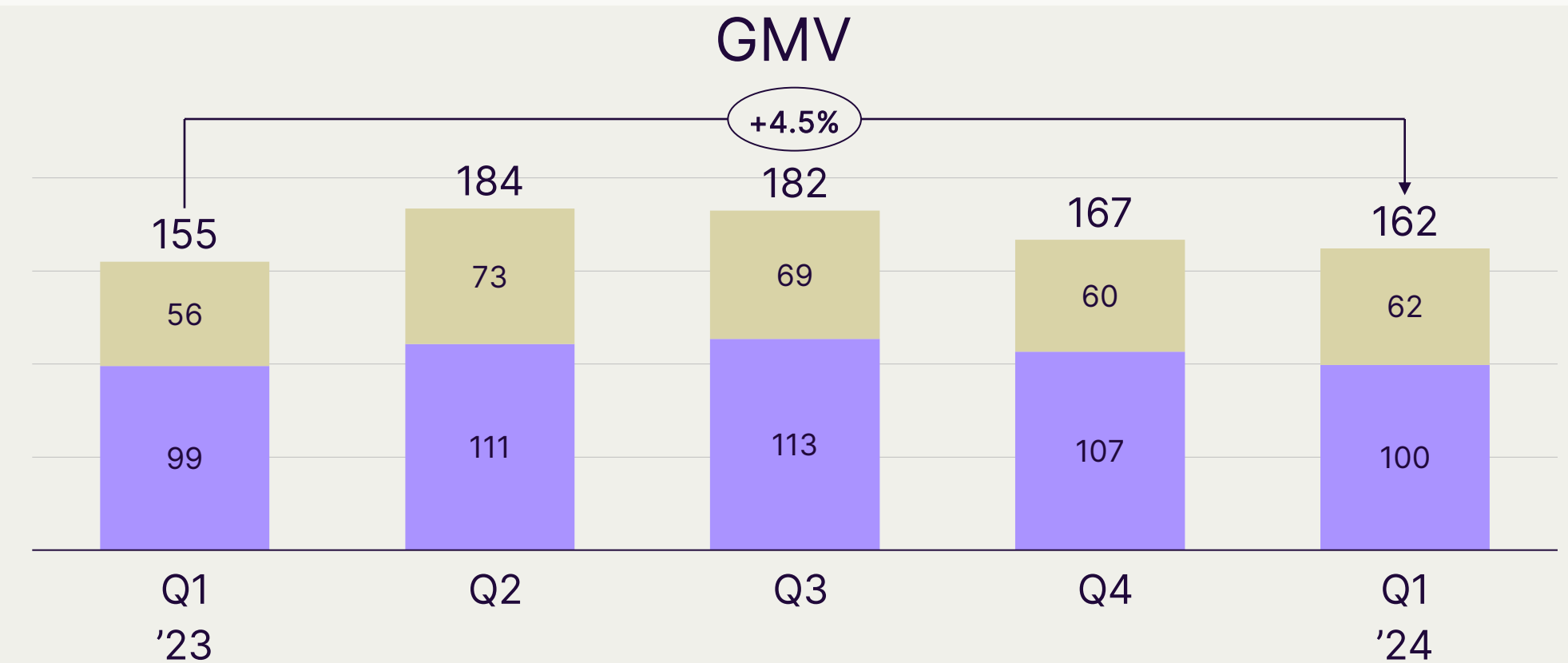
## In millions of euros

	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	% change YoY
Net interest income	12.1	13.0	13.9	14.4	15.2	25%
Net rental and other income	1.4	1.9	1.8	1.8	2.4	76%
<b>Total net income</b>	<b>13.5</b>	<b>14.9</b>	<b>15.6</b>	<b>16.2</b>	<b>17.6</b>	<b>30%</b>
Operating expenses	8.6	9.3	9.3	9.7	10.0	16%
<b>Operating profit</b>	<b>4.9</b>	<b>5.6</b>	<b>6.3</b>	<b>6.5</b>	<b>7.6</b>	<b>56%</b>
Other income from aff.	0.0	0.4	-0.1	-0.1	0.0	-100%
Net loan loss	3.1	3.5	3.4	3.2	3.2	2%
<b>Net profit</b>	<b>1.9</b>	<b>2.7</b>	<b>2.9</b>	<b>2.8</b>	<b>4.0</b>	<b>114%</b>

GMV	155	184	182	167	162	5%
Total assets	1 050	1 174	1 236	1 321	1 345	28%
Loan and rental portfolio	856	937	975	1 030	1 050	23%
Deposits portfolio	857	966	1 021	1 082	1 106	29%
Equity	104	106	110	124	128	23%

EIR (retail)	10.70%	10.81%	10.80%	10.83%	10.98%
Funding cost	4.17%	4.48%	4.56%	4.58%	4.53%
Net interest margin	5.25%	5.23%	5.14%	5.07%	5.00%
Total income margin	5.19%	5.20%	5.24%	4.93%	5.16%
Impairment losses to loan portfolio	1.65%	1.69%	1.49%	1.39%	1.35%
Cost/Income	64.0%	62.5%	59.7%	59.9%	56.9%
Return on equity (ROE)	7.3%	10.2%	10.6%	9.1%	12.6%

CEE Baltics



The methodology for calculating key financial indicators and ratios has been revised. Instead of the average of the period opening and closing balance, the average of each month's balance is now used. This adjustment has been applied retroactively across all historical periods, leading to modifications in previously reported ratios.

1 Gross merchandised value (GMV). The total amount of sales a company makes via embedded finance or customer-to-customer platforms over a specified period of time.

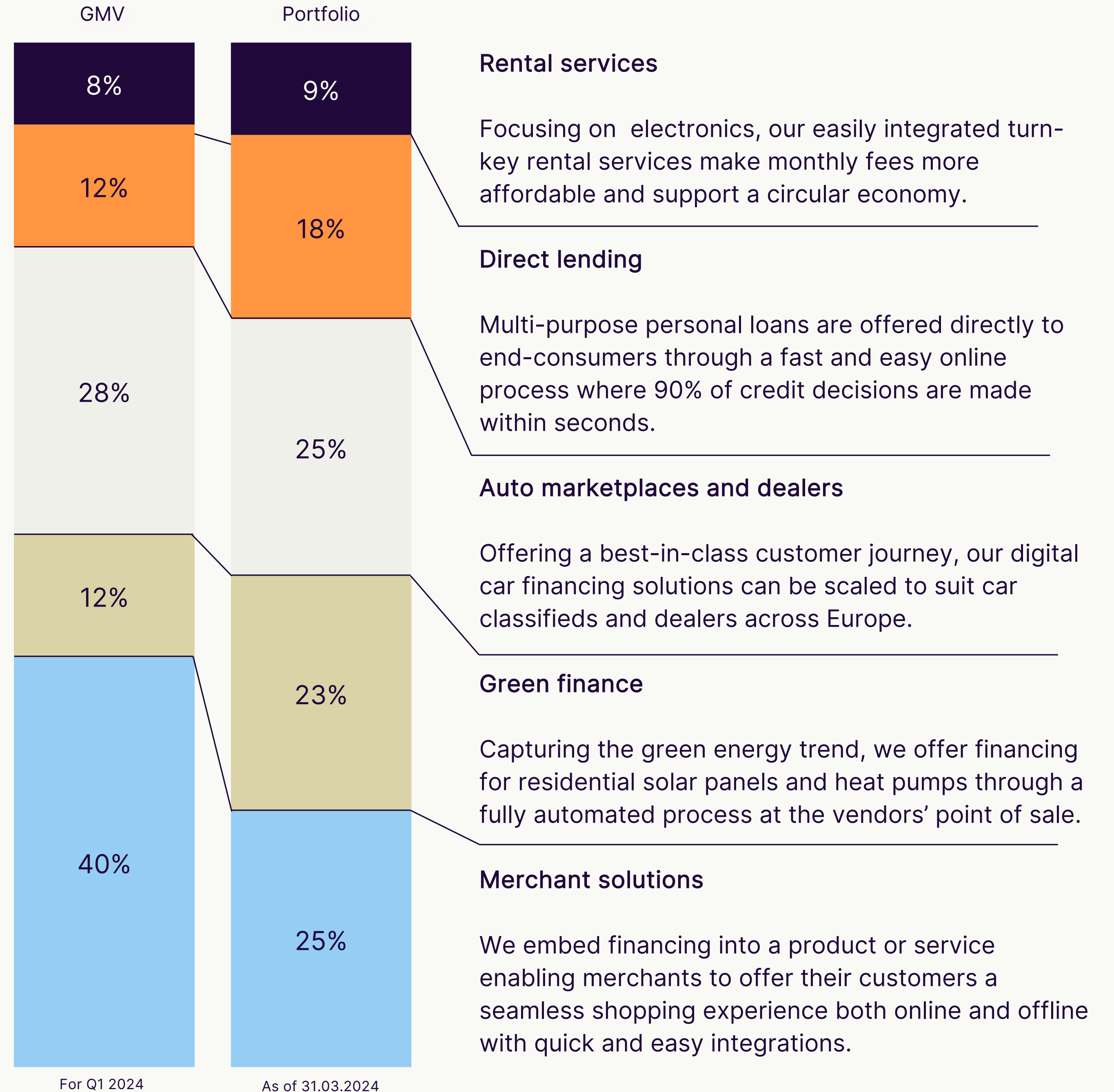
2 Loan and rental portfolio. Total of loans and advances to households and rental portfolio. Rental refers to Inbank's business line wherein clients rent different types of assets. Also referred to as rental services in the consolidated financial statements.

3 EIR (retail) = Interest income from retail portfolio / retail portfolio (average over the period).

BUSINESS VOLUMES

# Around 80% of volumes originated via partners

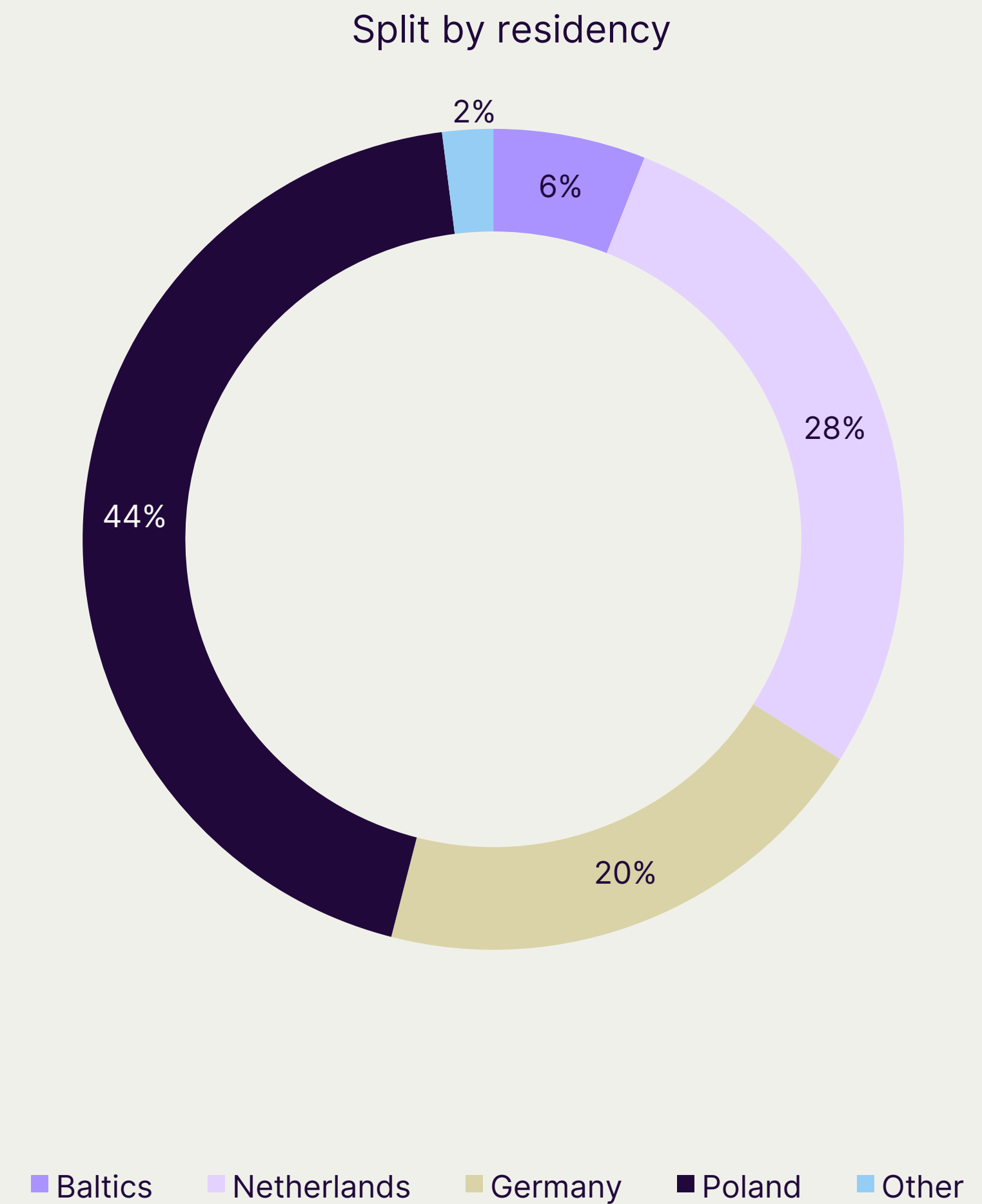
We are building products around our partner's businesses. From car classifieds to seamless merchant multichannel solutions to turn-key rental services – our modular product platform and vertical tailored credit underwriting system can be easily tailored to the specific needs of any merchant.



# Deposit portfolio

Inbank has a highly diversified funding base of nearly 100,000 depositors. We accept term deposits from private individuals in Estonia, Lithuania, Poland, Germany, Austria, and the Netherlands.

Deposits of up to 100,000 euros per depositor are guaranteed by the Estonian Deposit Guarantee Fund.



As of 31.03.2024

# Annual key financials

- GMV four-year compound annual growth rate (CAGR) of 25%. Supported by a 58% growth rate in the CEE region and adding new product lines like vehicle and electronics rental in the Baltics.
- Total net income four-year average CAGR at 17%. Impacted negatively by higher interest expenses in past years, mostly from the CEE region.

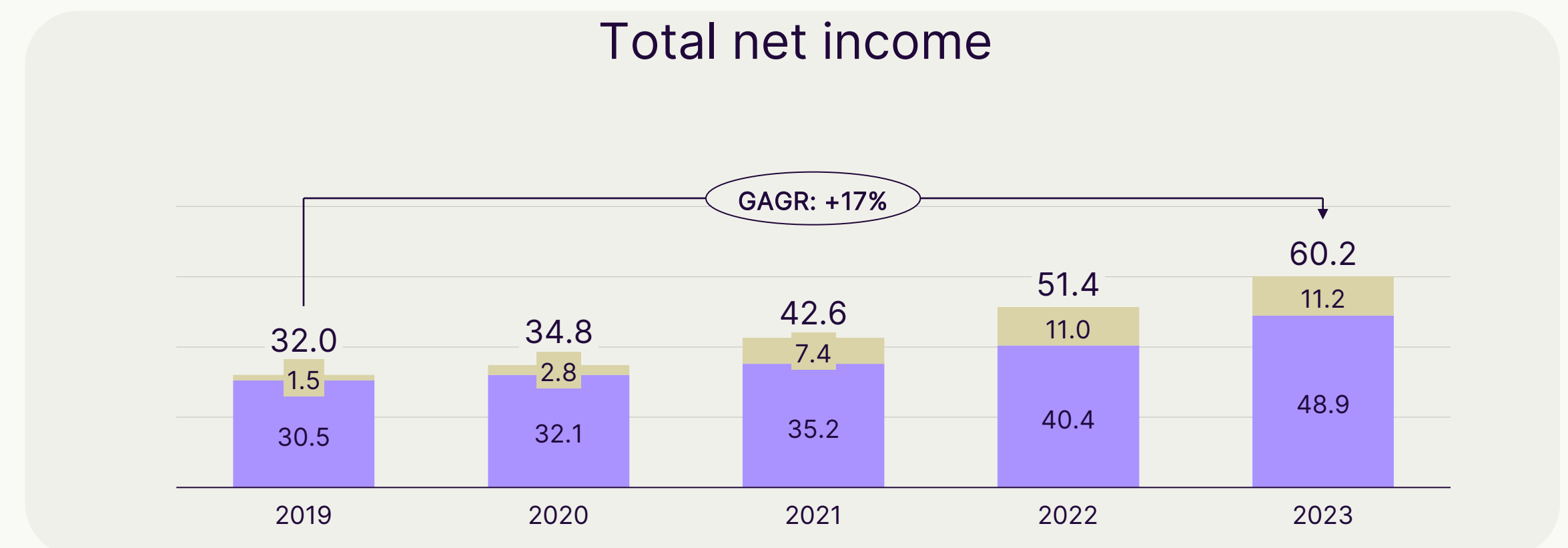
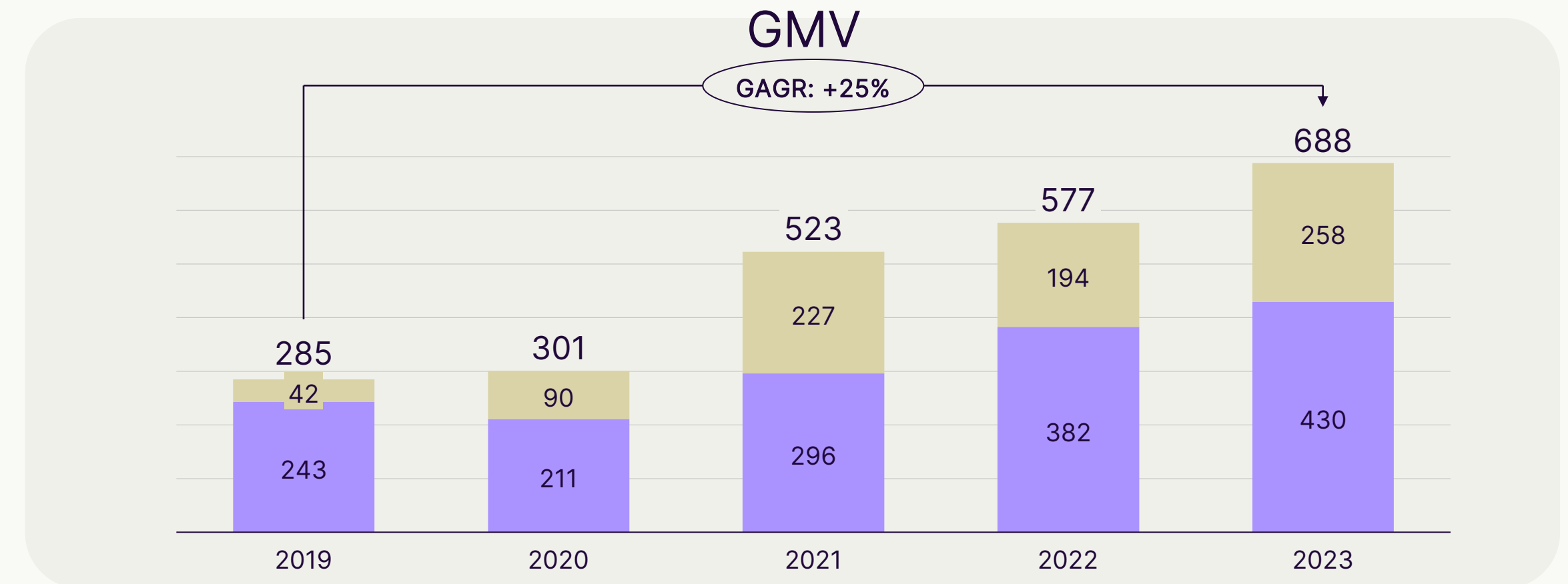
In millions of euros

	2019	2020	2021	2022	2023	23 vs '22
Net interest income	31.7	36.0	40.0	48.1	53.4	11%
Net rental and other income	0.3	-1.1	2.6	3.3	6.8	105%
<b>Total net income</b>	<b>32.0</b>	<b>34.8</b>	<b>42.6</b>	<b>51.4</b>	<b>60.2</b>	<b>17%</b>
Operating expenses	16.0	17.3	24.0	30.3	36.9	22%
<b>Operating profit</b>	<b>16.0</b>	<b>17.5</b>	<b>18.6</b>	<b>21.0</b>	<b>23.2</b>	<b>10%</b>
Other income from aff.	0.7	0.8	0.3	11.4	0.3	-98%
Net loan loss	6.0	11.5	6.7	11.2	13.2	18%
<b>Net profit</b>	<b>10.0</b>	<b>5.9</b>	<b>11.0</b>	<b>21.1</b>	<b>10.2</b>	<b>-52%</b>

GMV	285	301	523	577	688	19%
Total assets	463	490	787	1 020	1 321	29%
Loan and rental portfolio	324	389	641	816	1 030	26%
Deposits portfolio	378	391	618	829	1 082	30%
Equity	47	61	79	102	124	22%

EIR (retail)	14.30%	12.54%	10.17%	9.95%	10.80%
Funding cost	1.96%	1.96%	1.70%	2.63%	4.46%
Net interest margin	8.67%	8.13%	6.56%	6.10%	5.17%
Total income margin	8.44%	7.43%	6.50%	5.80%	5.14%
Impairment losses to loan portfolio	2.18%	3.21%	1.35%	1.65%	1.55%
Cost/Income	49.9%	49.7%	56.3%	59.0%	61.4%
Return on equity (ROE)	24.4%	11.3%	16.3%	23.4%	9.3%

Baltics CEE



The methodology for calculating key financial indicators and ratios has been revised. Instead of the average of the period opening and closing balance, the average of each month's balance is now used. This adjustment has been applied retroactively across all historical periods, leading to modifications in previously reported ratios.

1 Gross merchandised value (GMV). The total amount of sales a company makes via embedded finance or customer-to-customer platforms over a specified period of time.

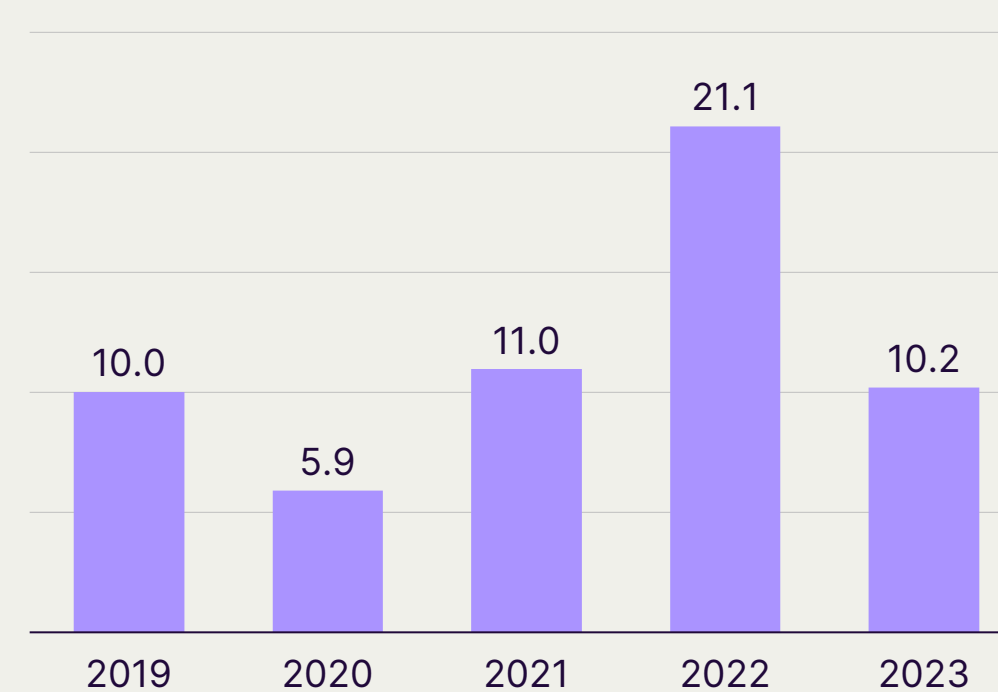
2 Loan and rental portfolio. Total of loans and advances to households and rental portfolio. Rental refers to Inbank's business line wherein clients rent different types of assets. Also referred to as rental services in the consolidated financial statements.

3 EIR (retail) = Interest income from retail portfolio / retail portfolio (average over the period).

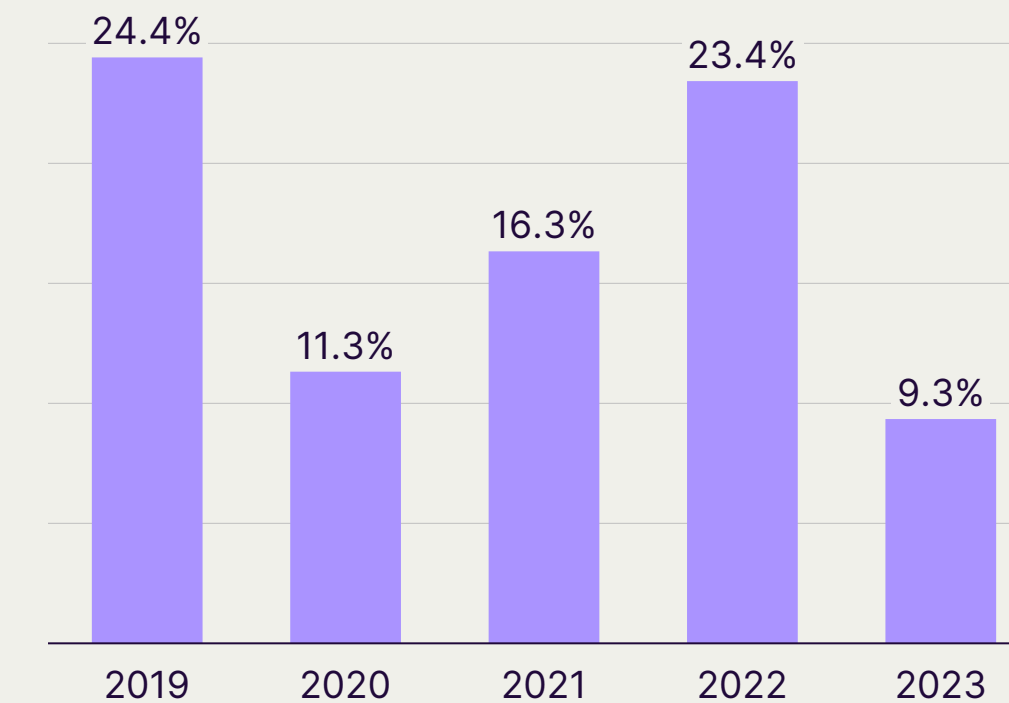
# Annual performance

- Net profit increased by 5% year-on-year, excluding the extraordinary profit of €11.4m from the sale of 29.8% stake in Maksekeskus in 2022. We reached all these results amidst persistent pressure from higher interest rates and an inflationary environment.
- Raise in operating expenses was related to investments into our growth, ongoing expansion in Czechia, product-technology platform, and launching of a new consumer electronics rental product.
- Further impact to operating expenses is attributable to notable growth in Deposit Guarantee Fund fees and tax expenses.
- Despite high inflation and low economic growth, our credit quality has remained strong. Our impairment losses to the average credit portfolio have stayed flat.

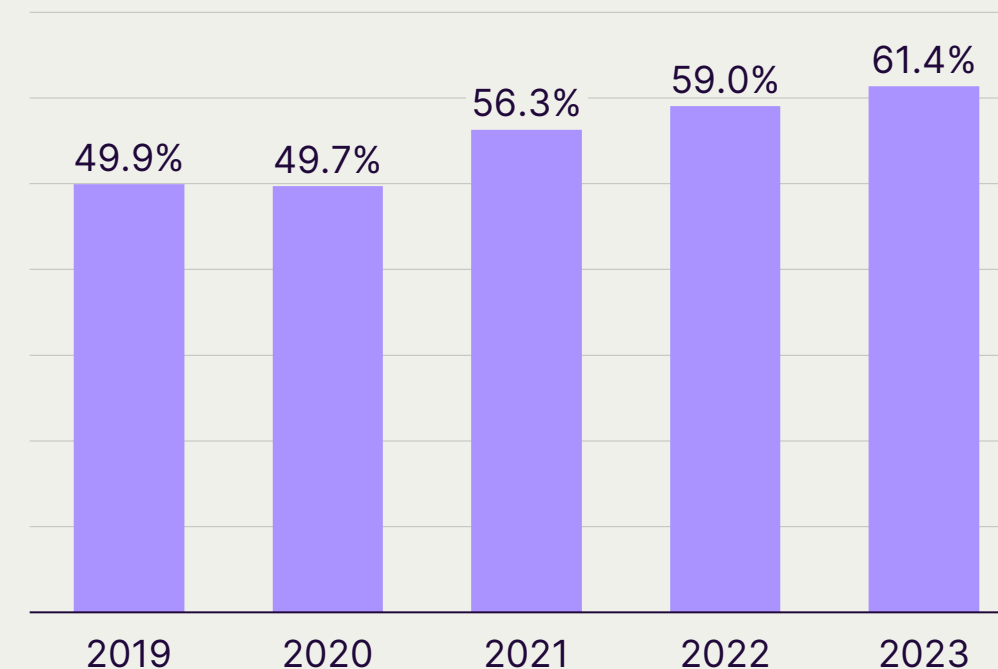
## Net profit



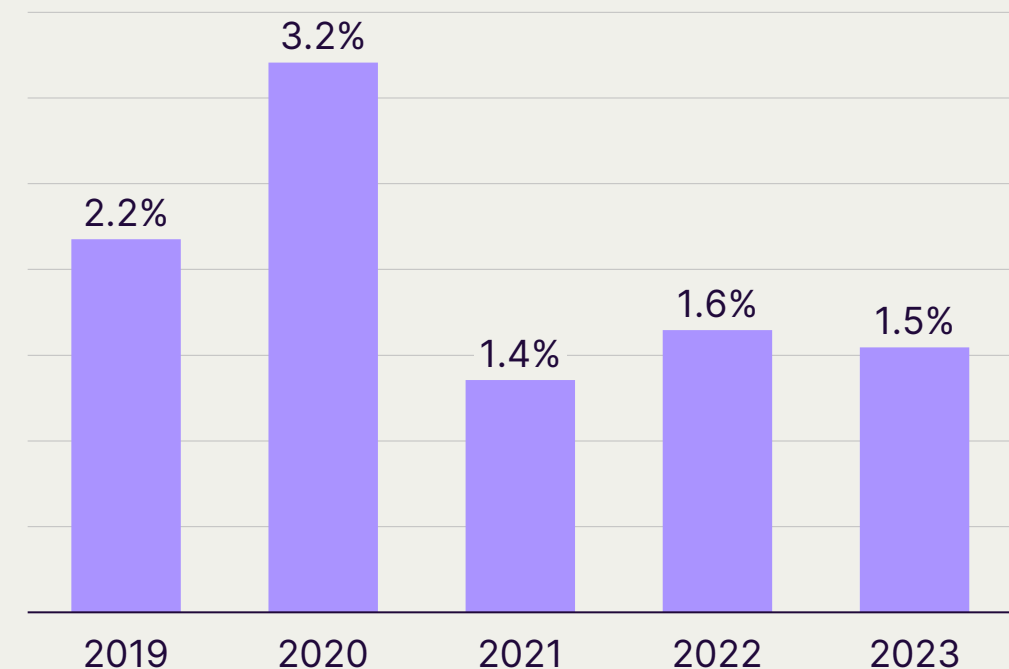
## Return on equity



## Cost / income



## Impairment losses





INBANK IN BRIEF

# Embedded finance platform designed for retail

Inbank is a loan originator with an EU banking licence that utilises its proprietary technology to connect merchants, consumers and financial institutions through its next generation embedded finance platform. Inbank bonds are listed on the Nasdaq Tallinn Stock Exchange.



**896,000+**  
Active customer contracts

**5,800**  
Active retail partners

**420+**  
People with 36% in Tech roles

**€688m**  
GMV in 2023, >25% YoY growth in last 5yrs

**€1.05bn**  
Loan and rental portfolio

As of 31.03.2024

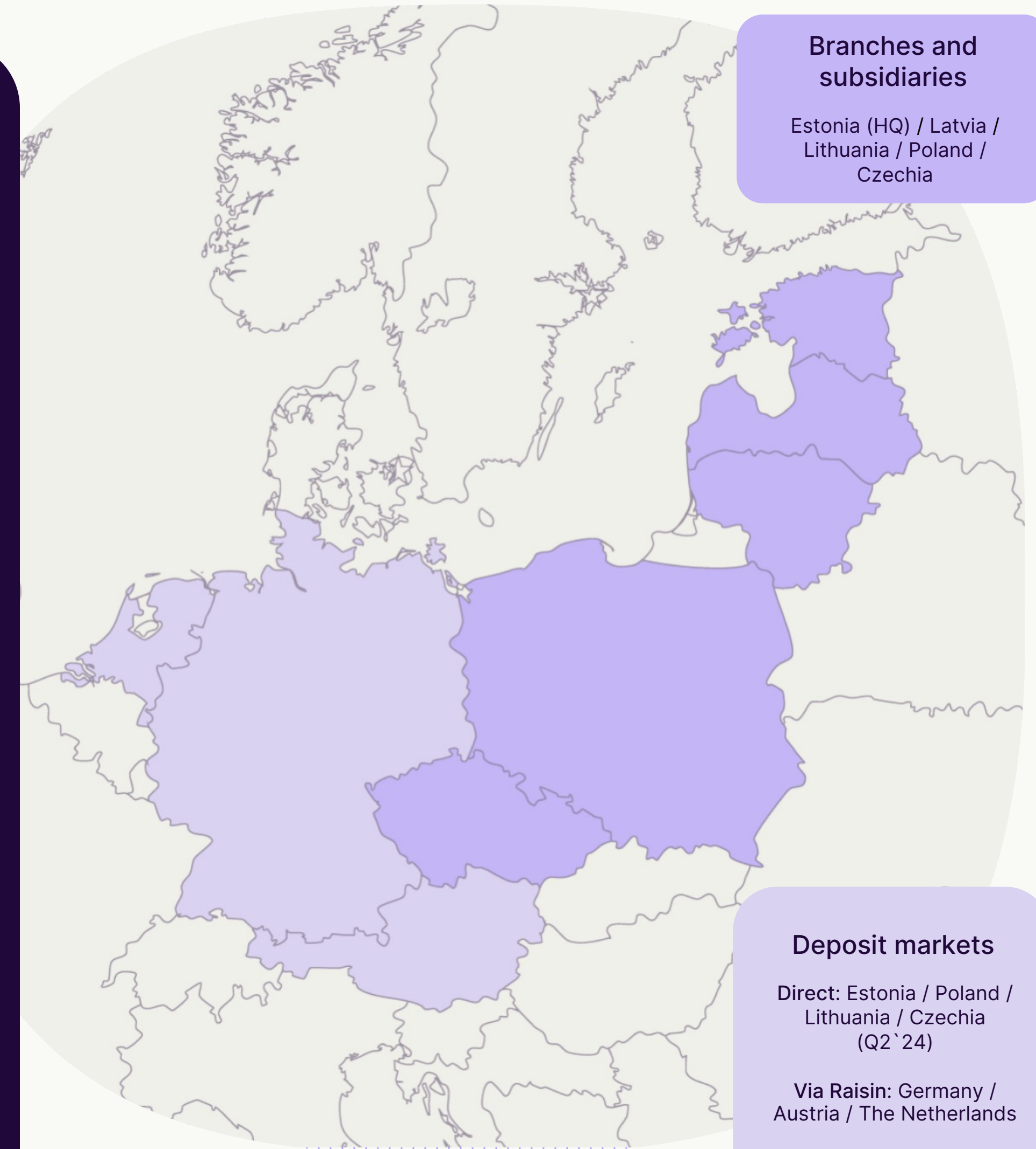
**Branches and subsidiaries**

Estonia (HQ) / Latvia / Lithuania / Poland / Czechia

**Deposit markets**

Direct: Estonia / Poland / Lithuania / Czechia (Q2'24)

Via Raisin: Germany / Austria / The Netherlands



OUR MISSION

# Taking financing outside banks

We are on a mission to take financing out of traditional banking and bring it to the point of sale, right where everyday commerce happens.

Inbank offers frictionless financing solutions for retail in all shapes and sizes, from bricks-and-mortar to cutting-edge business models and platforms online and offline. That way, financing anything from sneakers to solar panels happens exactly when and where it's needed. By making financing an integral part of a product or service, we help our 5,800 merchant partners thrive while customers get access to best-in class financing wherever they are.

## Focused

Supported by a large ecosystem of partners. Since 2010 our sole mission has been to help our partners build the ultimate retail experience.

## Entrepreneurial

The sky's the limit mindset, always open to new ideas. A track record of successful joint ventures and constantly looking for the next market to conquer.

## Tech-driven

Fully embedded and flexible platform built on scalable proprietary tech and next-generation underwriting. A proven winning formula.

## Viable

Banking license since 2015 with access to EU deposit markets, and bonds listed on the Nasdaq Baltic Stock Exchange. With 12 years of profitable growth.



80%

Sales originated at partner channels

65%

Volume generated online

90%

Automated credit decisions

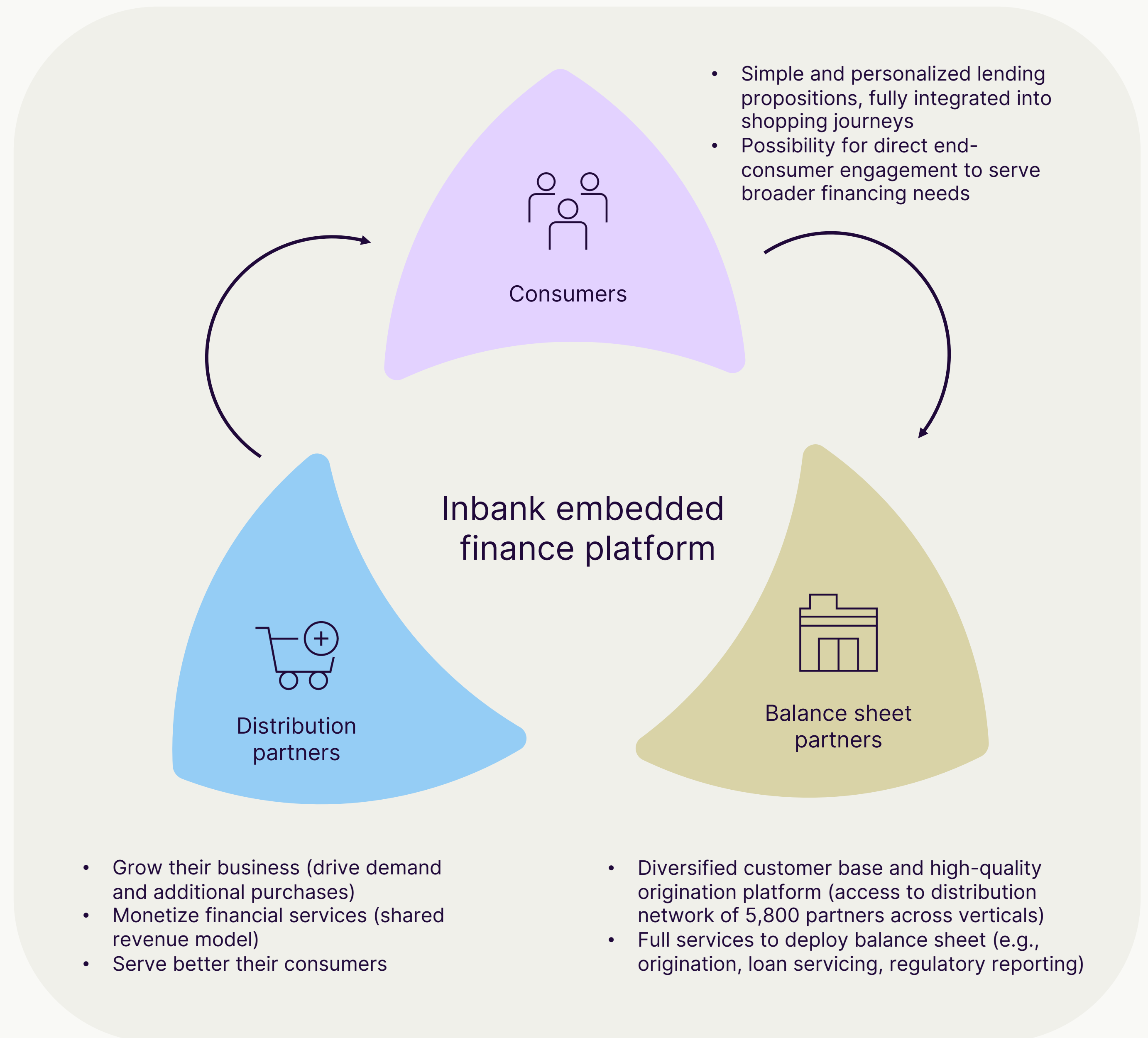
1,000+

Product combinations

As of 31.12.2023

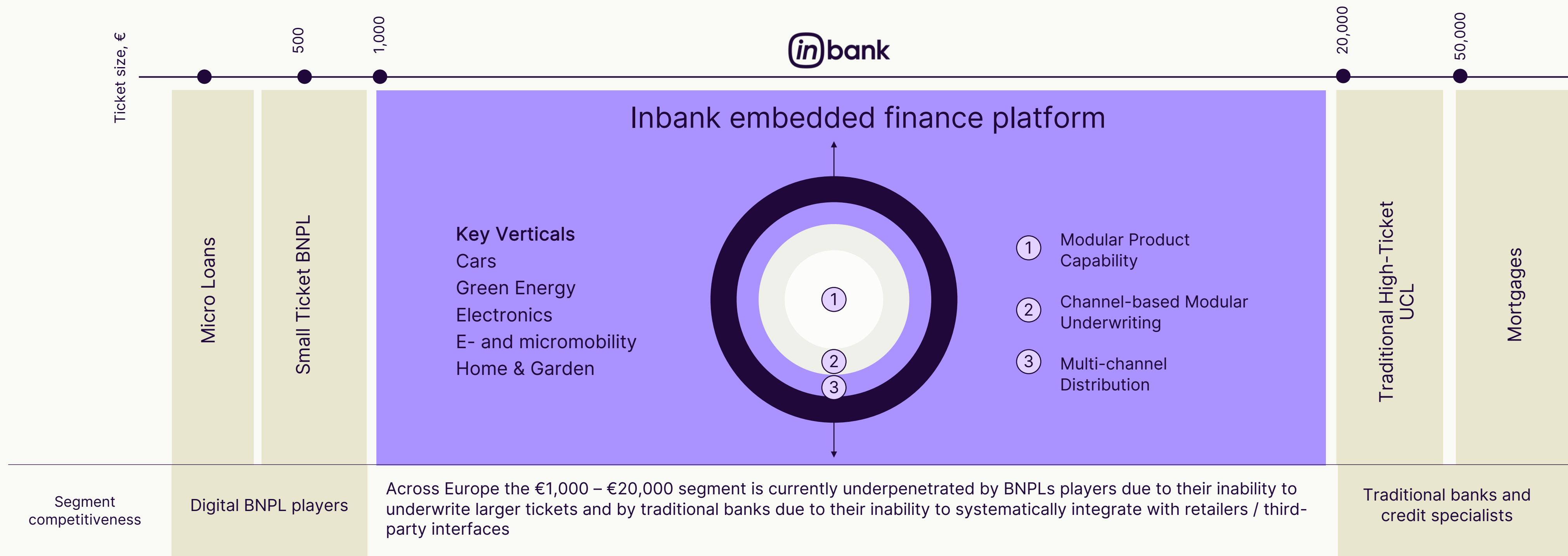
# An ecosystem for growth

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



# Mid-sized tickets focus with automated credit decision

- Inbank has been successful in leveraging its modular tech platform to position its offering in a niche that is underpenetrated by European competitors, namely the €1,000- €20,000 lending at the point of sale.
- The competitive “white space” that Inbank is targeting has allowed the firm to build significant scale in existing markets and provides the potential to further expand in new markets with existing and new products.

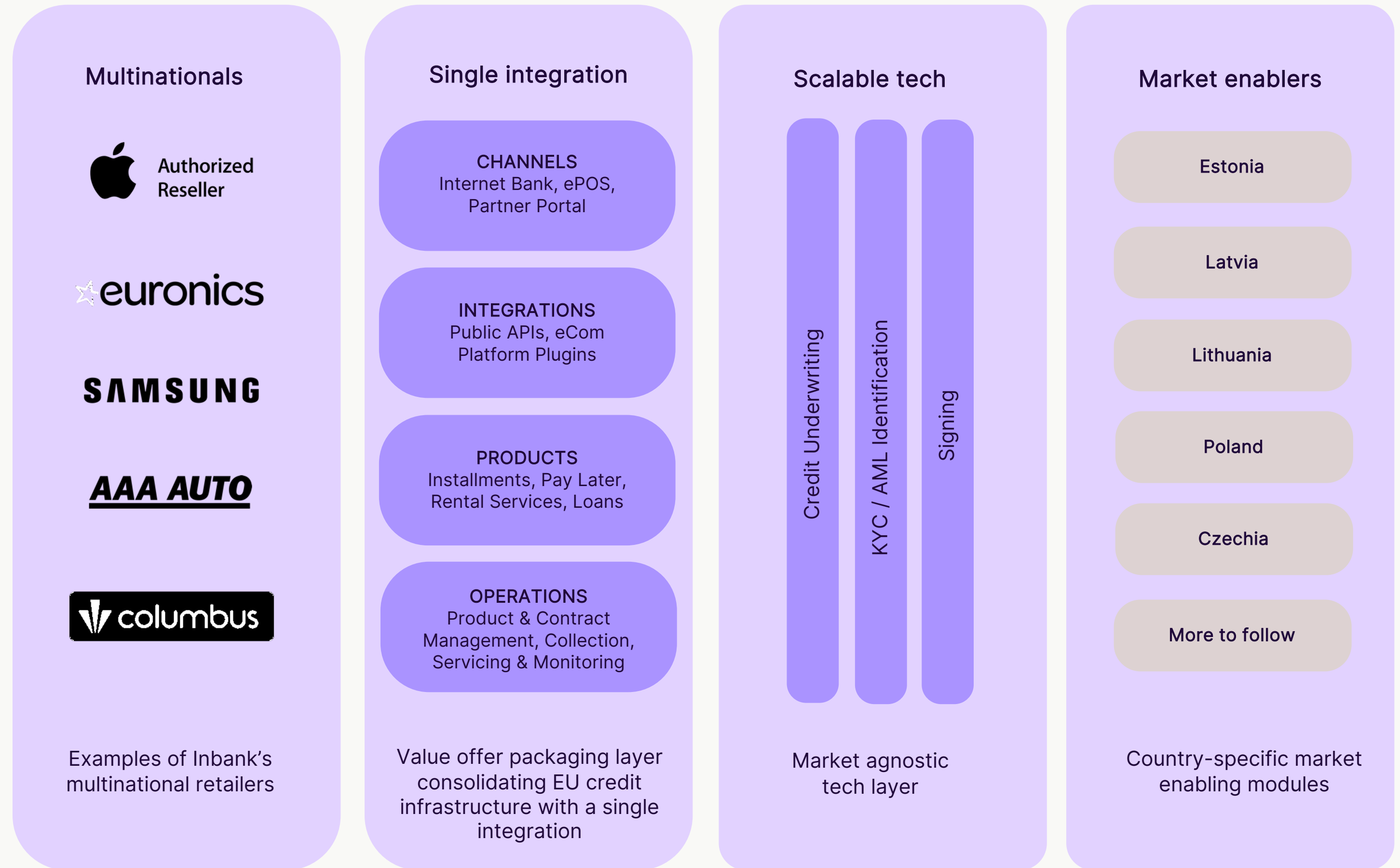


OUR EMBEDDED FINANCE PLATFORM

# Scalable platform for multinationals

Today, multinational merchants in Europe are struggling with fragmented credit infrastructure and complicated customer onboarding.

Our goal is to leverage the potential of technology and data, to bridge that gap with one simple integration that covers any EU market. We see an especially good opportunity to roll out our seamless financing solutions in the currently underserved segment of medium to high purchases.



# Success factors

## Track record of disruption and business building

5,800 partners and 2+ million consumers served since inception in 5 markets and multiple verticals; >40% annual growth since 2015.

## 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.

## Attacking a massive market with significant tailwinds

Addressing €15-20bn European embedded lending market with focus on multi market strategy and growing verticals.



# >40%

Annual growth since 2015

# 10+

Years of profitability

# 90%

Automated credit decisions

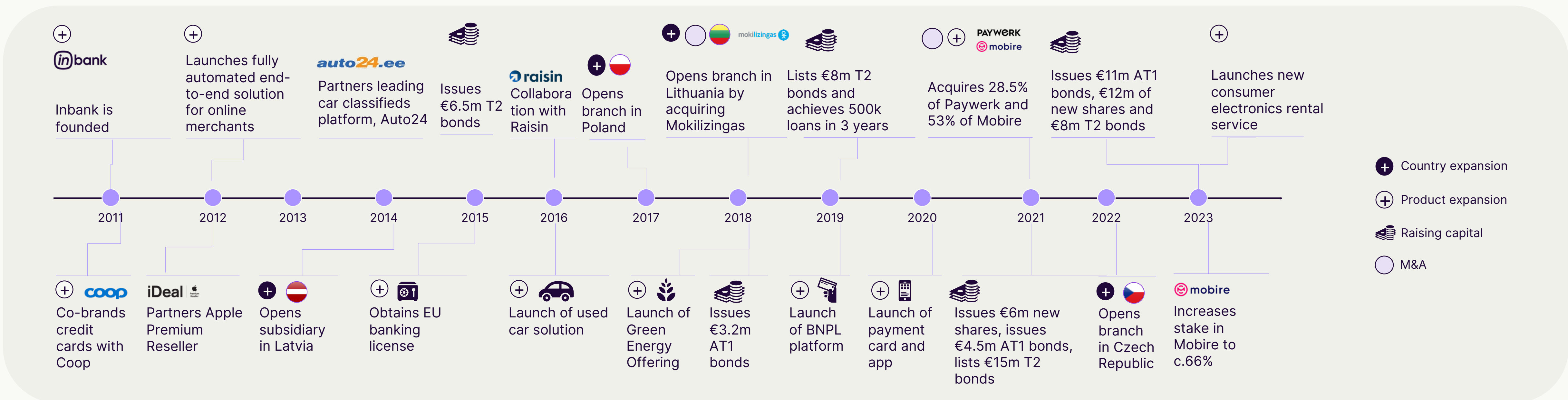
# 34%

Founders and team stake at Inbank

As of 31.12.2023

# Strong growth through partnerships and geographical expansion

A clear partner-focused distribution strategy underpinning a strong organic and inorganic growth strategy, while delivering 12 consecutive years of profit producing an average ROE of 22%.



# 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



**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



**Evelin Lindvers**

Head of Risk Control,  
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



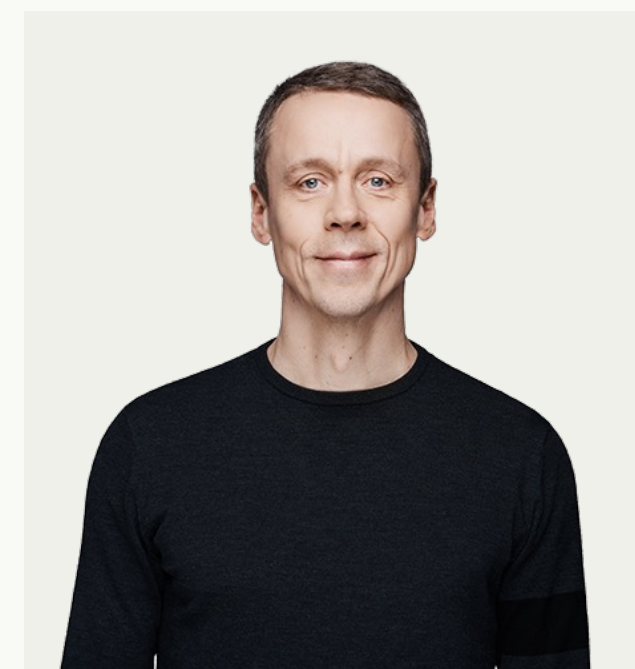
**Triinu Bucheton**

Member of the  
Supervisory Board



**Raino Paron**

Member of the  
Supervisory Board

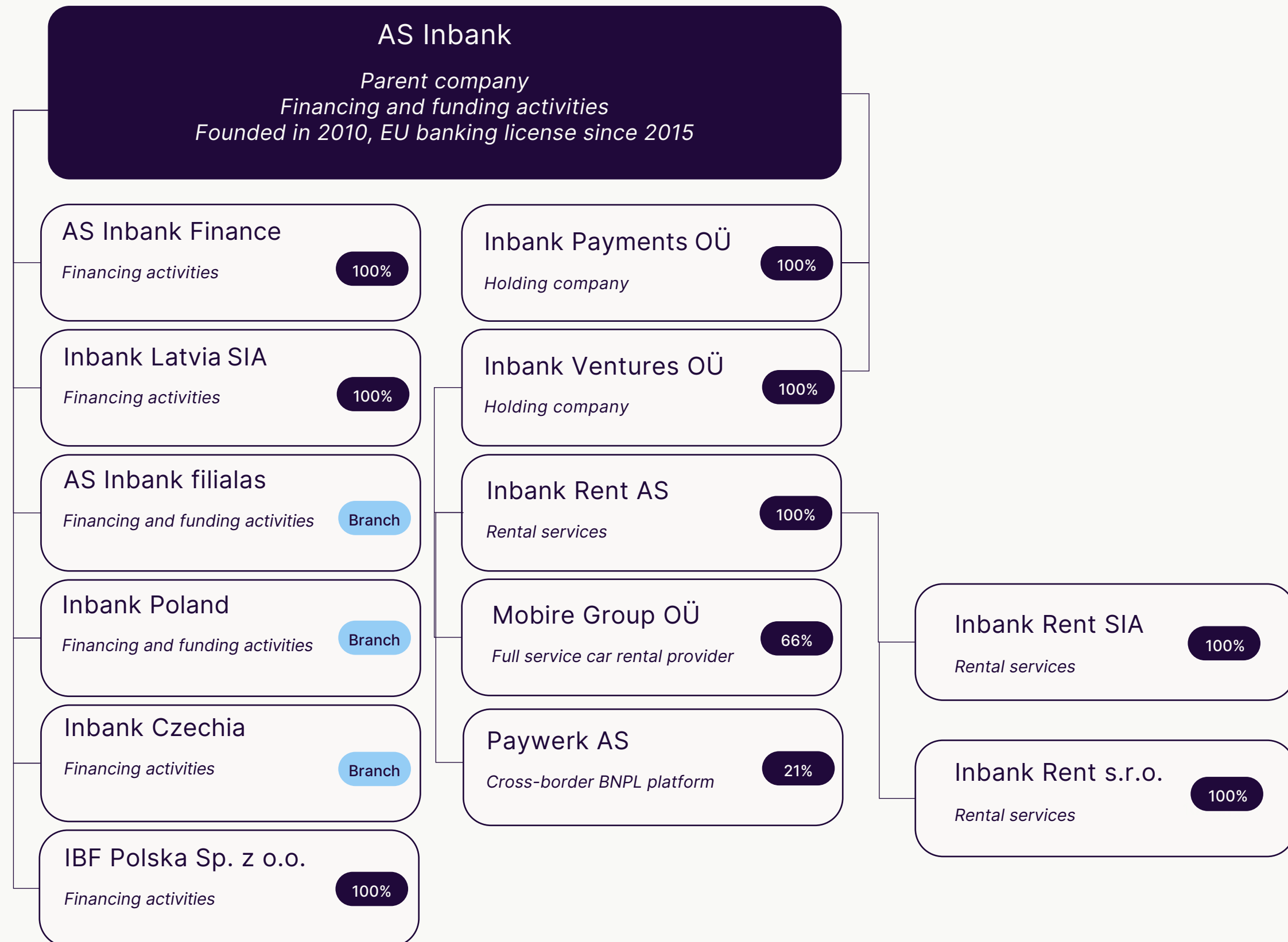


**Erkki Raasuke**

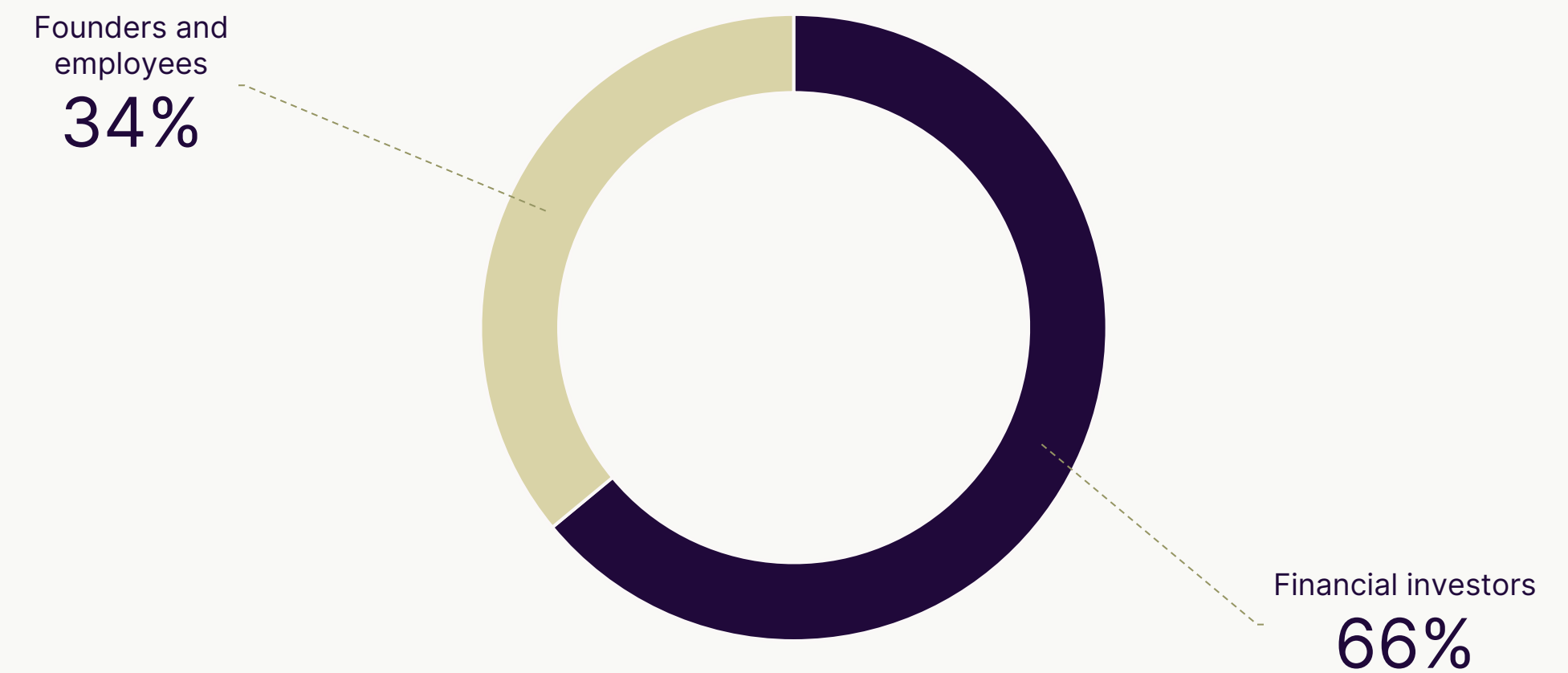
Member of the  
Supervisory Board

# Legal structure and main shareholders

## Group structure



## Shareholder structure



Owner	Shares	%
Cofi Investeeringud OÜ	2,725,000	25.08%
Other (188 shareholders)	8,139,654	74.92%

# Investor Relations

Address AS Inbank  
Niine 11, 10414  
Tallinn, Estonia

Email [investor@inbank.eu](mailto:investor@inbank.eu)

Phone (+372) 640 8080

Web [inbank.eu](http://inbank.eu)

