



Ferratum™

More than money **to everyone**

Preliminary unaudited financial results 2016

March 2017

Important Notice

This presentation contains, or may be deemed to contain, forward-looking statements. These statements relate to future events or future financial performance of Ferratum. Such statements are based on the current expectations and certain assumptions of Ferratum's management, of which many are beyond the Ferratum's control. The words "aim", "anticipate", "assume", "believe", "continue", "could", "estimate", "expect", "forecast", "guidance", "intend", "may", "plan", "potential", "predict", "projected", "risk", "should", "will" and similar expressions or the negatives of these expressions are intended to identify forward-

looking statements. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Future results may vary from the results expressed in, or implied by, the forward-looking statements, possibly to a material degree. All forward-looking statements included herein are based on information presently available to Ferratum and, accordingly, Ferratum assumes no obligation to update any forward-looking statements, unless obligated to do so pursuant to an applicable law or regulation.

Nothing in this presentation constitutes investment advice and this presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities of Ferratum or otherwise to engage in any investment activity.

01

Business overview
Jorma Jokela, CEO

Pioneering digital lender



Consumer
loans



SME
loans



Mobile
bank



Founded
Helsinki
2005



EU Banking
Licence



Frankfurt
Prime
Standard

11+

years of
profitable
growth

1.6M

active
& former
customers

23

countries

€154M

12M 2016 revenue

+38.8%

y-o-y growth

2016 – Key Achievements

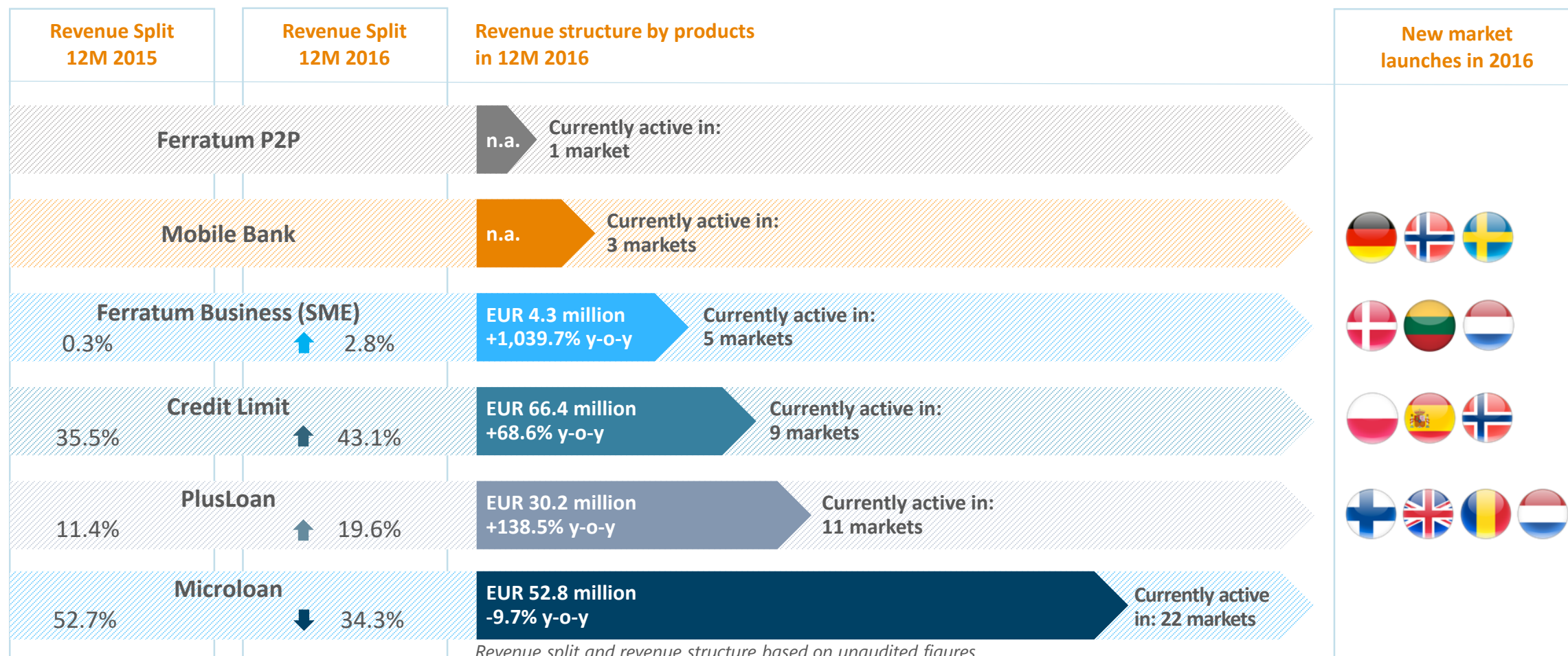
Financial Highlights

- Record 2016 full year revenue EUR 154.1 million – up 39% Y-o-Y
- Record Q4 2016 revenue EUR 45.5 million – up 43% Y-o-Y
- Operating profit (EBIT) for 2016 EUR 21.1 million – up 28% Y-o-Y
- EBIT margin for 2016 of 13.7%
- Strong positive operating cash flow of EUR 23.7 million
- EPS (basic & diluted) increased 17.6% to EUR 0.60 per share
- Maturing bond successfully refinanced with EUR 25 million bond
- Cost of capital reduced significantly to 5.25% (2015: 8.02%)

Operational highlights

- Management actions taken in 3Q 2016 to accelerate growth have been effective
- Strong recovery of growth driven by Credit Limit and PlusLoan in Q4
- GBV of loan portfolio increased 58% to EUR 247 million
- NBV of loan portfolio grew by 73% to EUR 184 million
- Portfolio quality further improved: impaired loan coverage ratio reduced to 25.4% (2015: 31.5%)
- Ferratum Mobile Bank launched in Germany, Norway and Sweden
- Deposit volume at the Period end over EUR 100 million

Microloans support the growth of Credit Limit and PlusLoans



Average loan size and duration increasing

31.12.2015

	Avg amount	Avg term
Microloan	255	29
PlusLoan	475	303
Credit Limit	750	n/a
Business	9,000	268
WAVG (Microloan, PlusLoan, Business)	683	n/a

31.12.2016

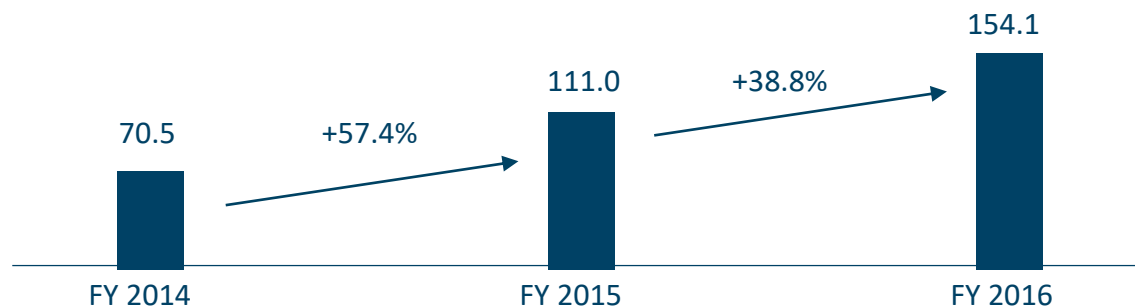
	Avg amount	Avg term
Microloan	190	29
PlusLoan	618	346
Credit Limit	904	n/a
Business	11,692	333
WAVG (Microloan, PlusLoan, Business)	1,651	n/a

02

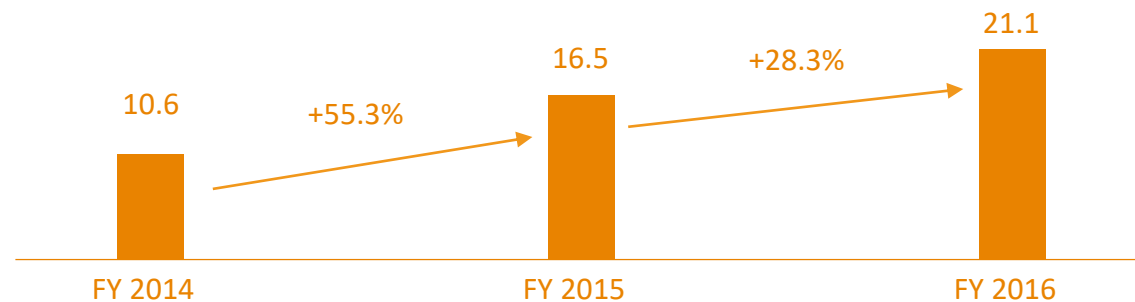
Financial Highlights
Dr. Clemens Krause,
CFO

Solid growth in line with guidance

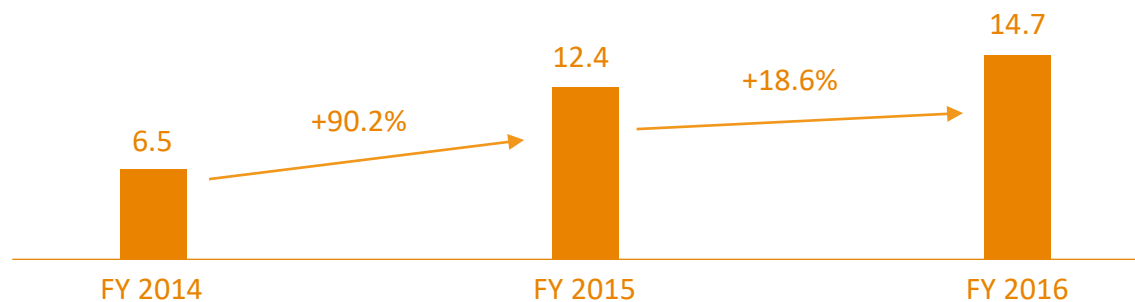
Revenue (EUR million)



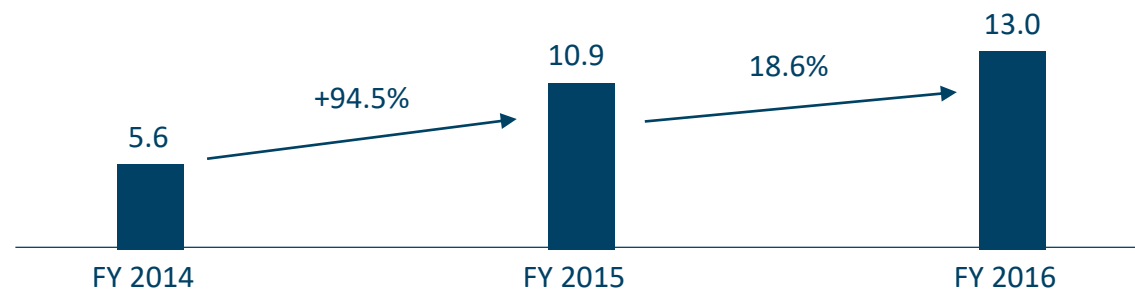
Operating profit – EBIT (EUR million)



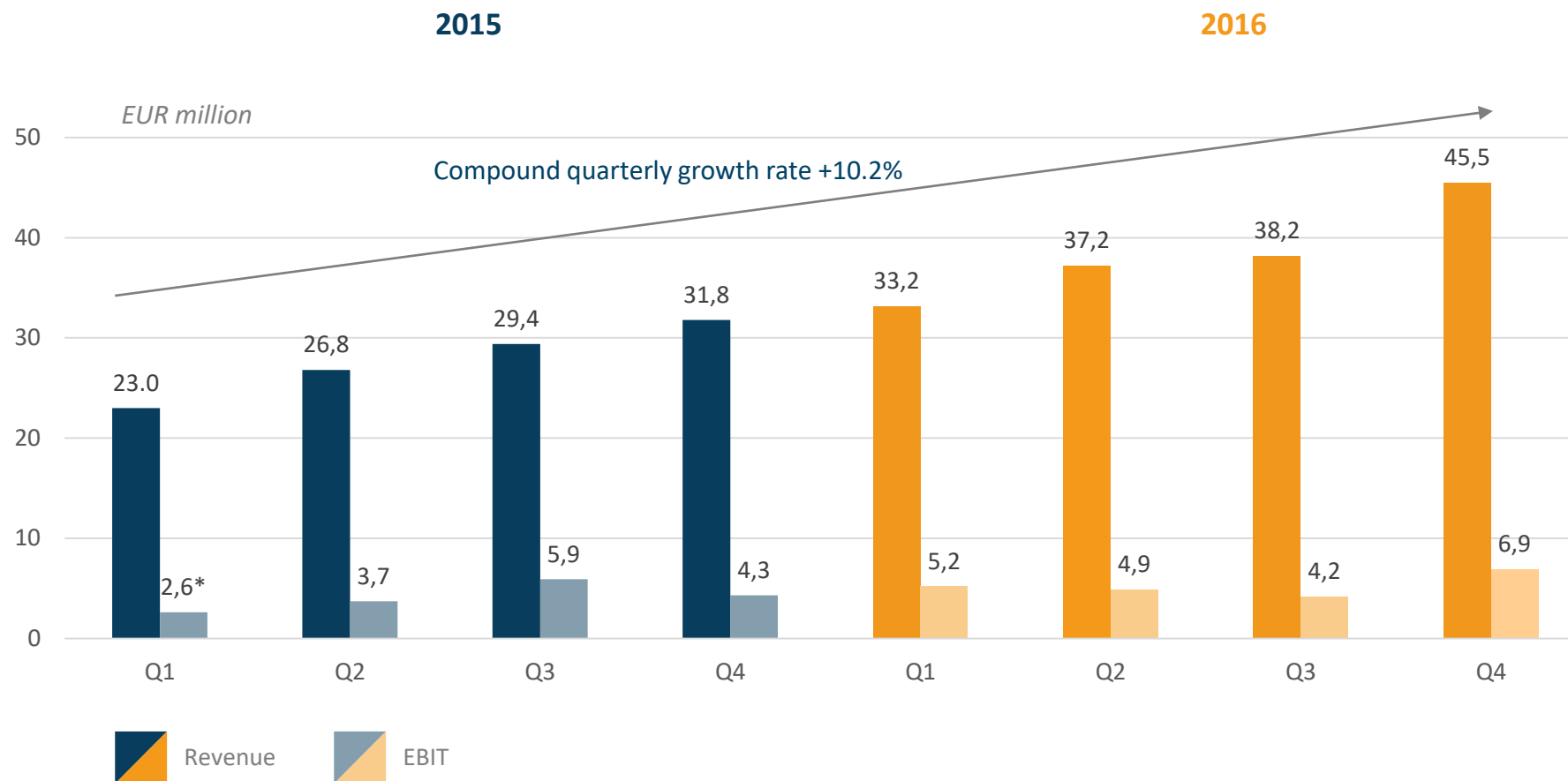
Profit before tax – EBT (EUR million)



Profit for the period – EAT (EUR million)



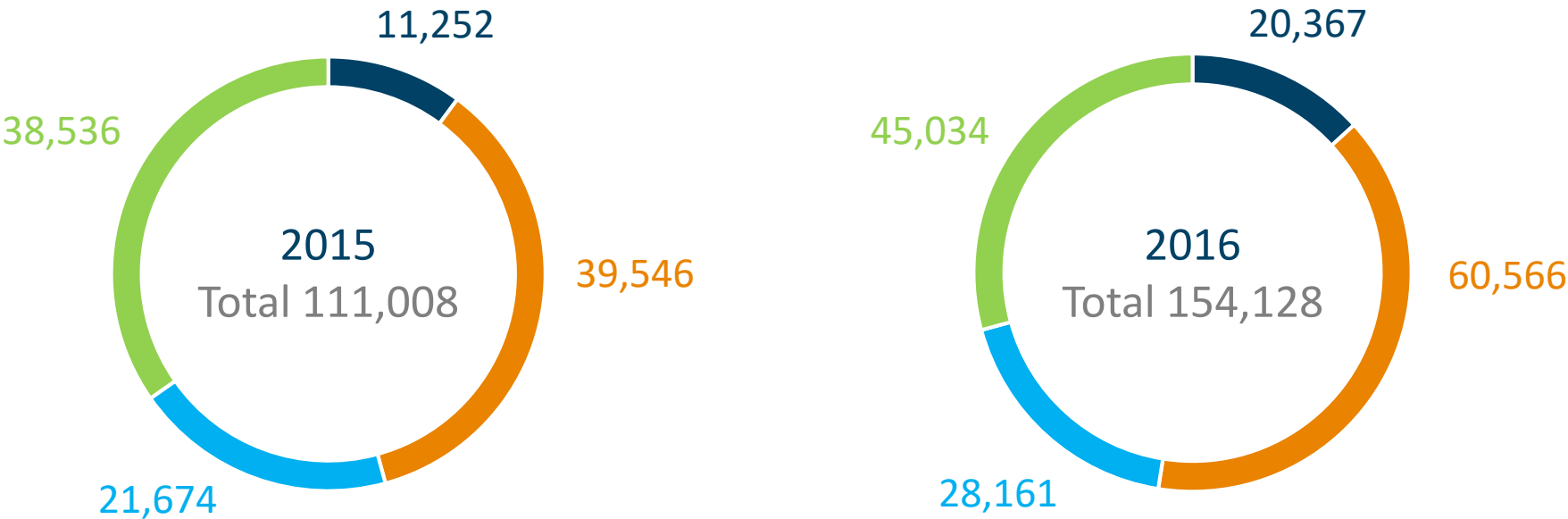
Quarterly revenue growth and profitability strengthening in Q4 2016



* Including IPO related costs in the amount of EUR 488,941 recognised as operating expenses in Q1 2015

Revenue growth in all regions

EUR '000



- Region 1 (Finland, Sweden, Denmark, Norway)
- Region 2 (Netherlands, UK, New Zealand, Australia, Canada)
- Region 3 (Estonia, Latvia, Lithuania, Poland, Czech, Slovakia, Russia)
- Region 4 (Bulgaria, Romania, Croatia, Spain, Germany, France, Mexico)

Solid 2016 growth

EUR million

	2016 Total	2015 Total
Revenue	154,128	111,008
Other income	64	47
Administration and operating expenses	(85,086)	(59,890)
Impairment of loans	(47,964)	(34,687)
EBIT	21,142	16,478
Net financial costs	(6,414)	(4,059)
EBT	14,728	12,419
Income tax	(1,768)	(1,491)
Net profit	12,961	10,928
Earning per share, basic	0.60	0.51
Earning per share, diluted	0.60	0.51

- EBIT 2016 diluted by costs related to Mobile Bank, FerBuy and Ferratum P2P of EUR 5.7 million
- FX losses of EUR 875,000 diluted EBT even more than EBIT
- Tax ratio stable at 12%

Success of Credit Limit and PlusLoan validating portfolio strategy

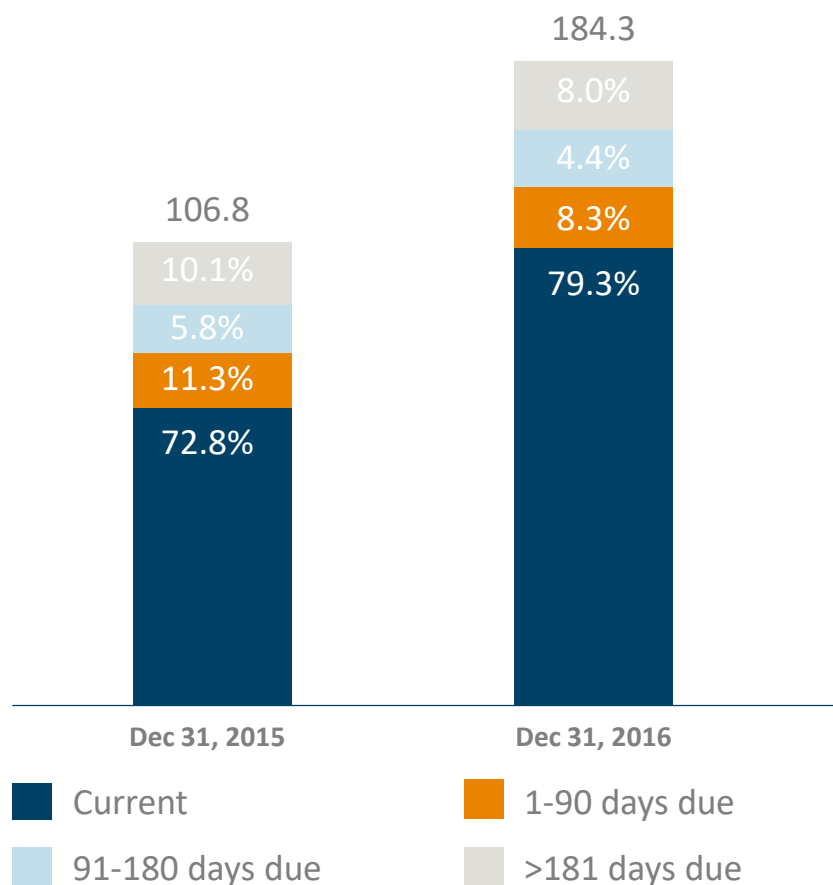
EUR '000

	Microloan		PlusLoan		Credit Limit		SME		Other*		Total	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Revenue	58,510	52,837	12,678	30,232	39,398	66,444	373	4,251	50	364	111,008	154,128
Impairments	(22,712)	(19,779)	(3,845)	(9,709)	(7,909)	(17,204)	(138)	(909)	(82)	(363)	(34,687)	(47,964)
Marketing	(6,208)	(5,444)	(3,212)	(7,887)	(9,381)	(13,562)	(120)	(1,547)	(1,125)	(1,477)	(20,046)	(29,918)
Attributable Product margin	29,590	27,614	5,621	12,636	22,107	35,678	115	1,795	(1,158)	(1,476)	56,275	76,246
Total Non-directly Attributable costs	(20,239)	(17,492)	(4,386)	(10,009)	(13,628)	(21,997)	(129)	(1,407)	(1,415)	(4,200)	(39,797)	(55,105)
Gross Product Margin	9,350	10,122	1,236	2,627	8,479	13,681	(14)	387	(2,573)	(5,676)	16,478	21,142
Finance costs, net	(1,072)	(1,223)	(515)	(1,380)	(2,336)	(2,632)	(83)	(442)	(4)	(23)	(4,059)	(6,414)
Net Product Margin	8,278	8,899	721	1,247	6,143	11,049	(97)	(54)	(2,577)	(5,699)	12,419	14,728

*incl. Mobile Bank, FerBuy and Ferratum P2P

Portfolio quality further improved

Portfolio NBV (EUR million)



EUR '000	GBV	Impairments	NBV	Coverage ratio (%)
Dec. 31, 2015				
Current	81,686	(3,991)	77,695	4.9
1-90 days due	16,800	(4,769)	12,031	28.4
91-180 days due	11,832	(5,661)	6,172	47.8
>181 days due	45,571	(34,711)	10,860	76.2
Total	155,890	(49,131)	106,758	31.5

EUR '000	GBV	Impairments	NBV	Coverage ratio (%)
Dec. 31, 2016				
Current	153,394	(7,309)	146,085	4.8
1-90 days due	20,683	(5,359)	15,324	25.9
91-180 days due	14,736	(6,597)	8,139	44.8
>181 days due	58,197	(43,400)	14,797	74.6
Total	247,010	(62,664)	184,346	25.4

Solid balance sheet structure: high cash level driven by deposit growth

EUR '000	31 Dec 2016	31 Dec 2015
Assets		
Non-current assets	30,426	11,484
Accounts receivable – consumer loans (net)	184,346	106,758
Other receivables	7,298	4,309
Income tax assets	555	124
Cash and cash equivalents	73,059	17,452
Total Assets	295,683	140,127

EUR '000	31 Dec 2016	31 Dec 2015
Equity and liabilities		
Equity	87,875	77,638
Non-current liabilities	72,246	48,927
Current liabilities	135,563	13,562
of which deposits	101,436	3,009
Total Equity & Liabilities	295,683	140,127
Net debt to equity ratio	1.53	0.58

- Accounts receivable growth as planned
- Deposit volume ahead of target and positive for further growth in lending business in 2017
- Replacement of bond expiring in January 2017 (WKN: A1Z4JU) with new EUR 25 million bond (WKN: A189MG) took place in December 2016 and caused higher balance sheet volume over year end
- Strategy 2017 is to use current high liquidity for growth of credit portfolio, i.e. only moderately grow balance sheet volume

Operating cash flow significantly boosted by deposit growth

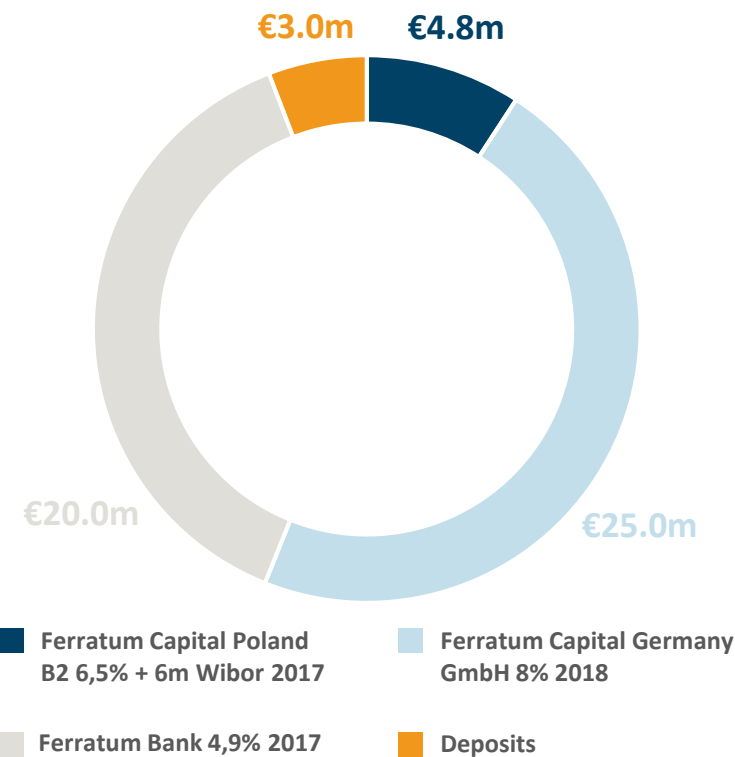
EUR million

Assets	2016	2015
Net cash from operating activities before movements in portfolio and deposits	50,857	46,355
Net cash from operating activities	23,733	(32,690)
Net cash used in investing activities	(8,266)	(5,450)
Net cash used in financing activities	40,857	47,625
Net increase/decrease in cash equivalents	56,324	9,485
Cash and cash equivalents at the end of the period	73,059	17,452

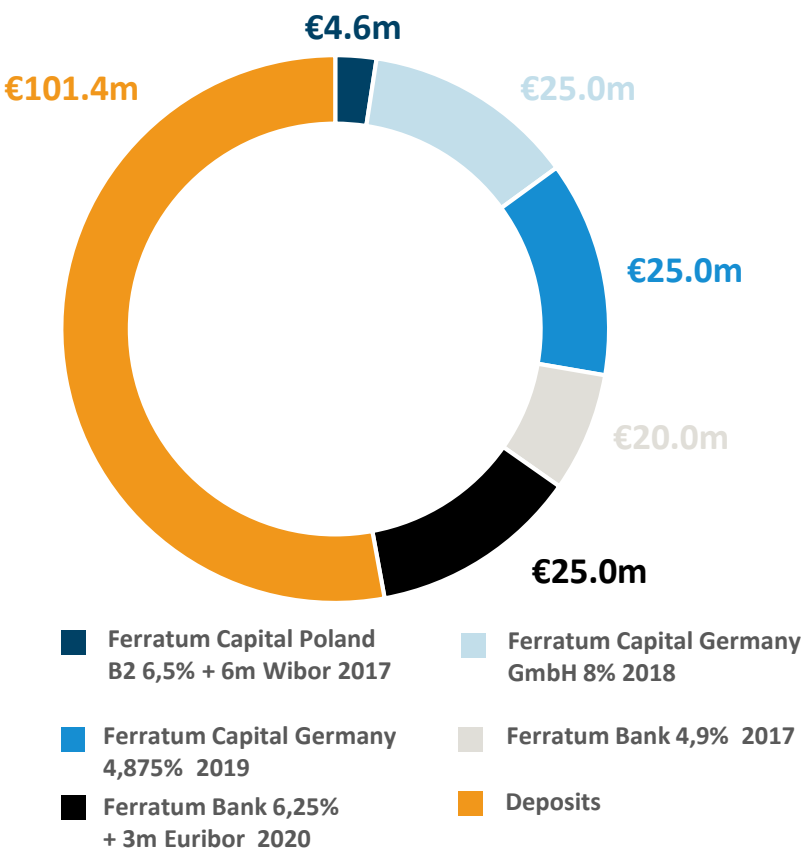
- Net cash from operating activities before movements in portfolio and deposits shows strong cash surplus from core business
- Net cash from operating activities now positive as deposit growth was stronger than credit portfolio growth

Cost of funding significantly decreased

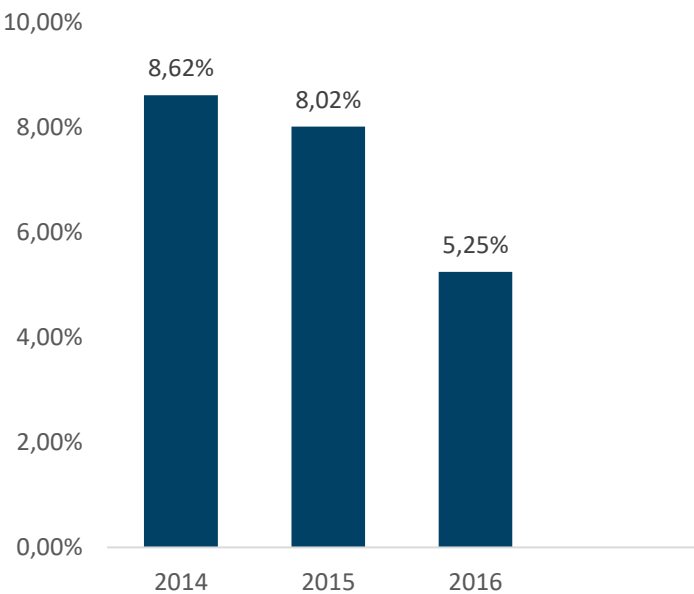
Financing Mix 2015



Financing Mix 2016



Weighted average cost of funding

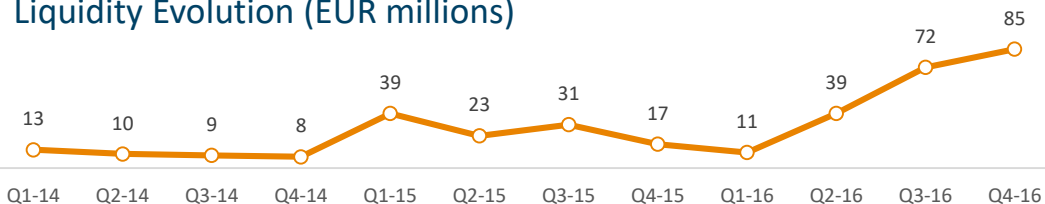


Solid capital ratio & strong liquidity

Comments

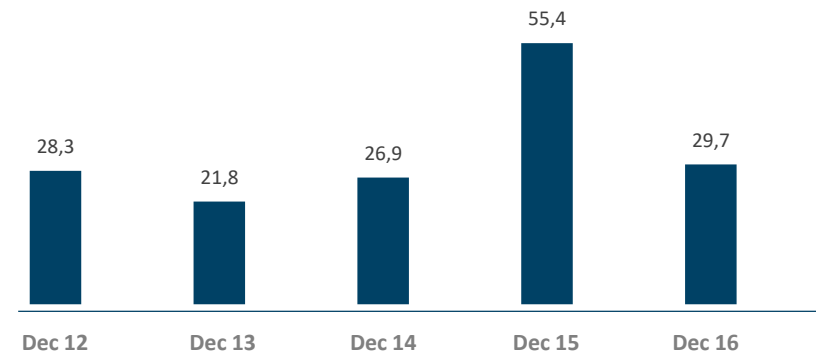
- Ferratum Group monitors its capital on the basis of its gearing ratio, calculated as net debt to equity
 - As the deposit taking business has expanded, the borrowing base has increased rapidly hence affecting total equity in relation to net debt
 - In 2015, the Group went public resulting in net proceeds of EUR 46.2 million
- Ferratum Group exhibits a strong equity ratio ~55% in Dec 2015 and ~30% in Dec 2016
- The increase in cash is stemming from the increase in deposits, with EUR ~101.4 million in customer deposits as of December 2016
- Hence, Ferratum Group has ample available liquidity to support the business of EUR ~84,6 million as of December 2016¹
- Strategy 2017 is to use current high liquidity for growth of credit portfolio, i.e. only moderately grow balance sheet volume

Liquidity Evolution (EUR millions)

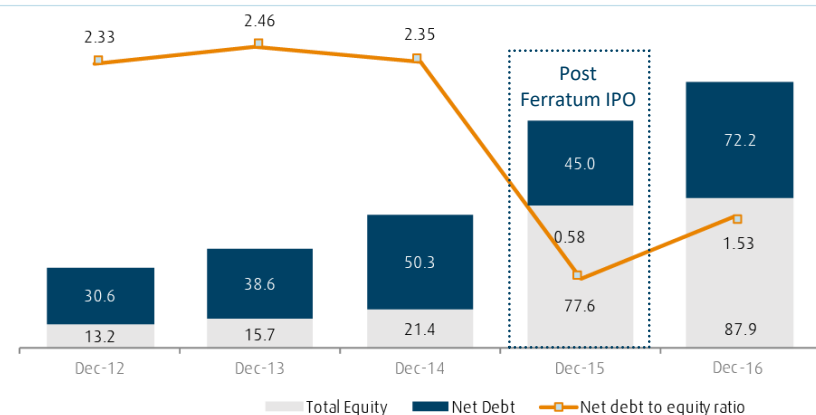


Source: Company filings. Note: 1) Including Government stocks of EUR ~11.5 million

Equity Ratio Ferratum Group



Total Equity in Relation to Net Debt (EUR millions)



Ferratum Group structure from a financing perspective

Ferratum Group as at 31 December 2016

Sphere I:

Operation under Ferratum Bank plc's EU banking credit licence

Loan business

- Slovakia
- Poland
- Estonia
- Latvia
- Germany
- Bulgaria
- Czech
- Norway
- France
- Sweden
- Spain
- Croatia

Financing

- EUR 25 million bond by Ferratum Bank Plc 2016/2020
- Deposits: EUR 101.4 million

Sphere II:

Operation without Ferratum Bank plc's EU banking credit licence

Loan business

- Ferratum Business (SME)
- Finland
- Denmark
- Netherlands
- Lithuania
- New Zealand
- Australia
- Russia
- Canada
- Mexico
- UK

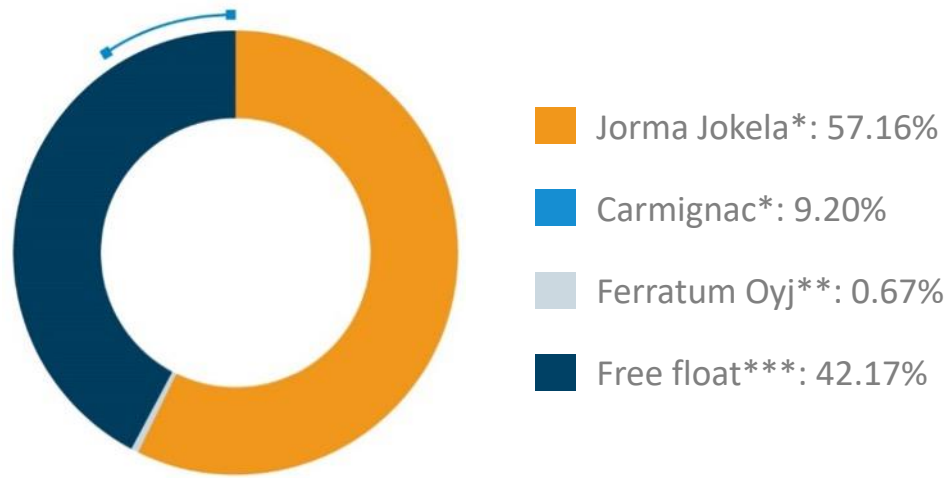
} Potential Sphere I businesses

Financing

- EUR 25 million bond 2013/2018
- EUR 25 million bond 2016/2019
- PLN 20.5 million bond 2014/2017 (~EUR 4.6 million)
- Variable credit facility with Nordea (EUR 35 million), currently not utilized

Shareholder structure

Shareholder structure



* Shareholders holding above 5% of the shares based on the latest shareholder notifications received

** Treasury shares

*** Free float includes shares held by Carmignac as well as shares from employees and management

Financial Calendar

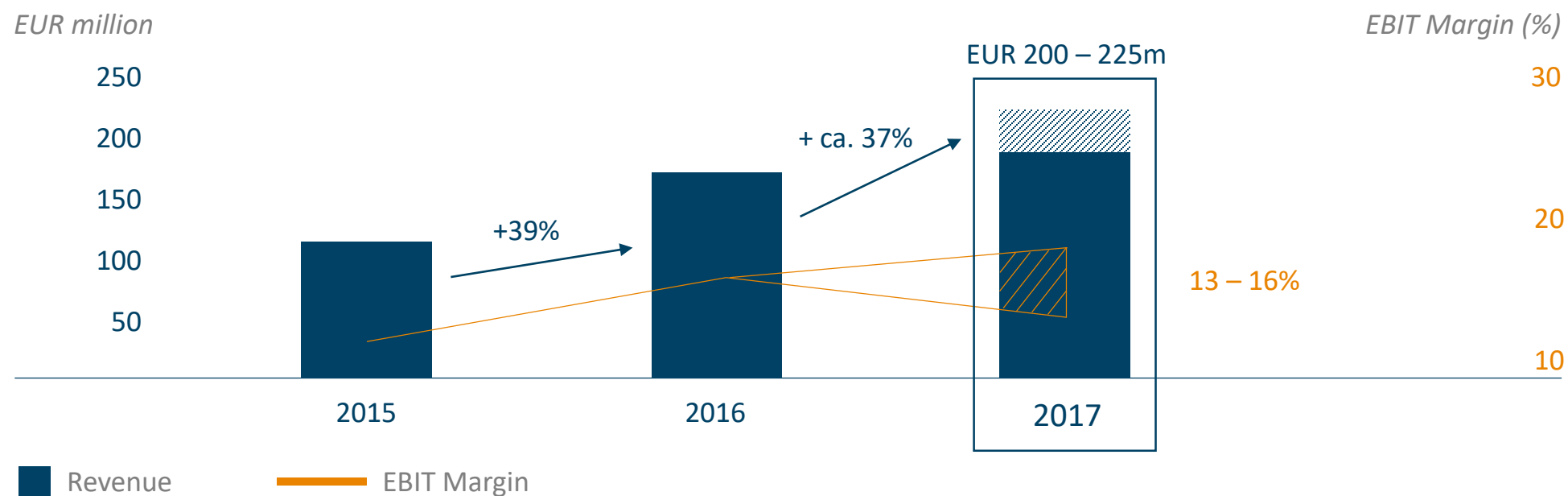
Date	Event
30 March 2017	Annual report 2016
04 May 2017	Annual General Meeting 2017
11 May 2017	Report for the first three months of 2017
17 August 2017	Report for the first half-year 2017
16 November 2017	Report for the first nine months of 2017

03

Outlook

Financial guidance and outlook

- Strong start to 2017 fiscal year, trading in line with management expectations
- 2017 fiscal guidance reiterated



Contacts

Investor Relations

Dr. Clemens Krause
Chief Financial Officer
Telephone: +49 (0) 30 88715308
Fax: +49 (0) 30 88715309
e-Mail: clemens.krause@ferratum.com

Paul Wasastjerna
Head of Investor Relations
Telephone: +358 (0) 40 7248247
Fax: +358 (0) 20 741 1614
e-Mail: paul.wasastjerna@ferratum.com

Headquarters

Ferratum Group
Ratamestarinkatu 11 A
00520 Helsinki, Finland
Telephone: +358 20 741 1611
Fax: +358 20 741 1612

APPENDICES

Banking at a digital turning point



6bn

sim cards by 2020

The smartphone is
becoming ubiquitous

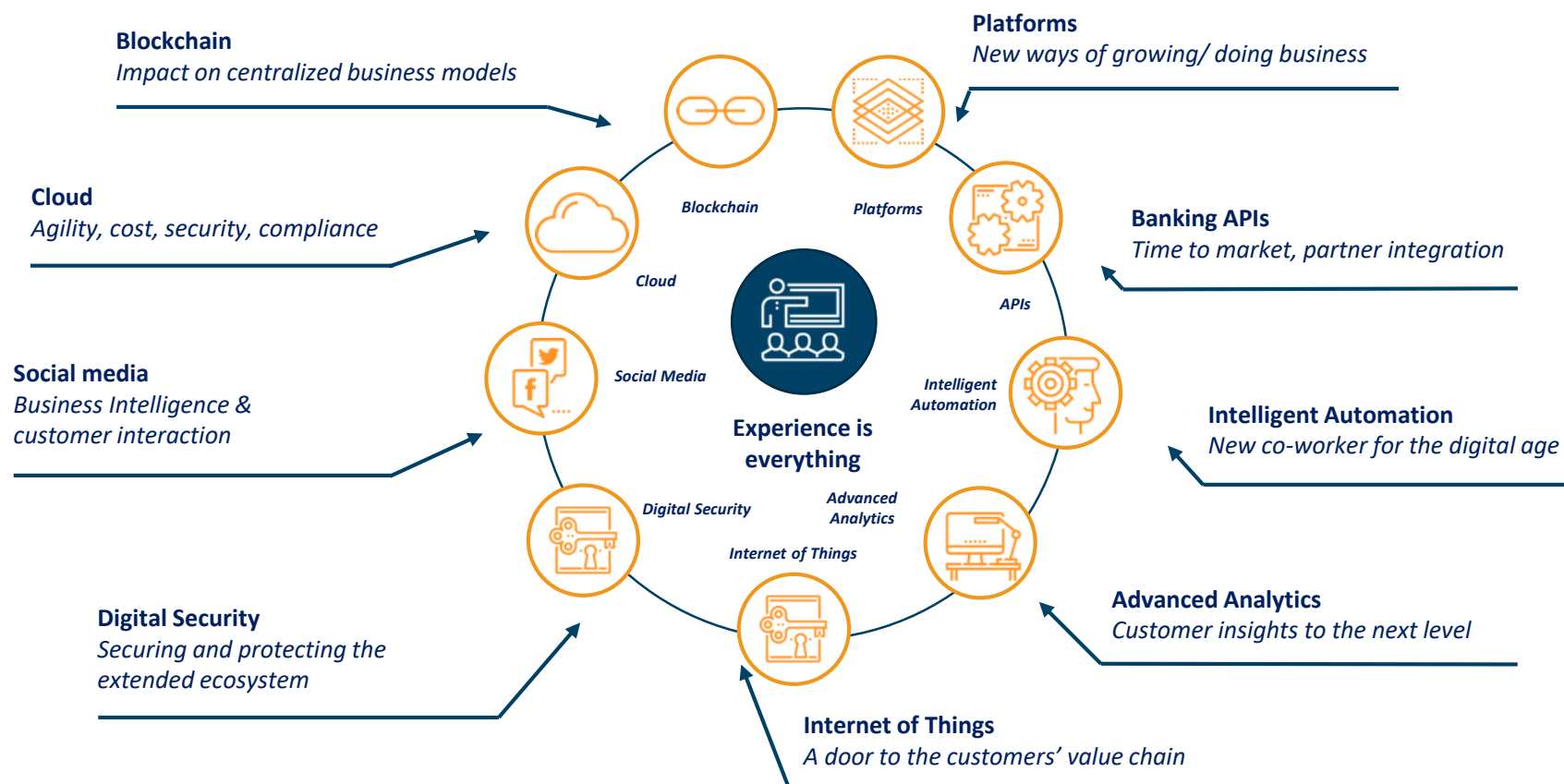


1bn+

Mobile bank users
by 2018

We believe mobile is
the banking platform
of the future

Key technology trends disrupting traditional banking



Our business model



Customers

What?

- Digitizing consumer & SME lending
- Disrupting traditional banking
- Automating risk assessment & management

How?

Smart IT

- Big Data analytics
- Machine learning
- Modular, scalable IT architecture

Operational Excellence

- Automation
- Standardization
- Centralization

Smart Marketing

- Centralized online marketing; best market practices used group-wide

Why?

More than money to everyone

- Hassle-free, fast, simple interface
- Fast, efficient credit decisions
- Real time transactions
- Global availability
- Scalable financial solutions

Our growth strategy

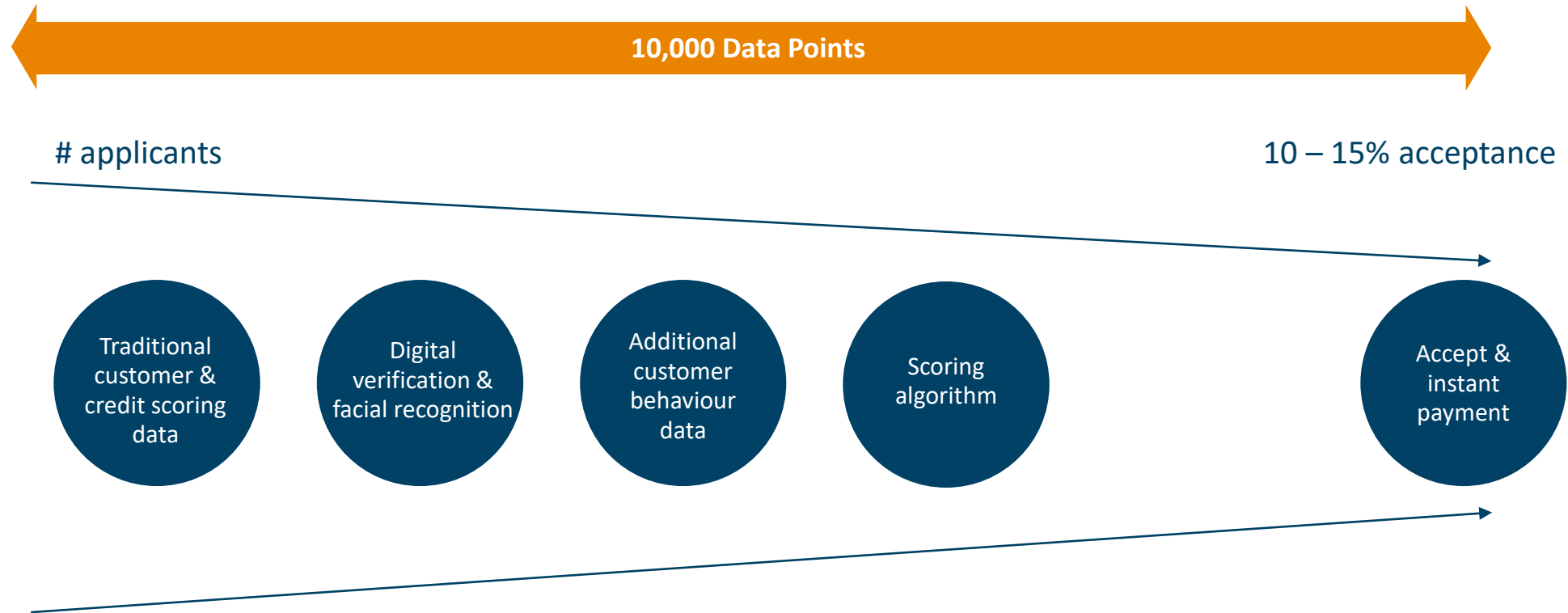
Product
diversification

Sustainable
profitable growth

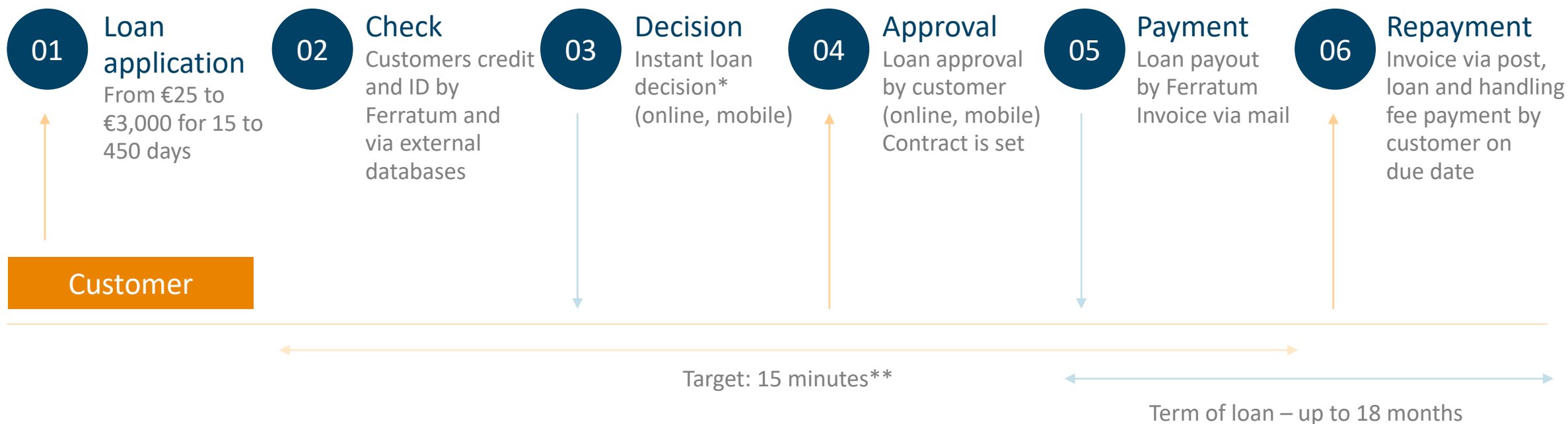
Geographic
expansion

Develop
leading
Mobile Bank

Digitizing risk assessment and onboarding

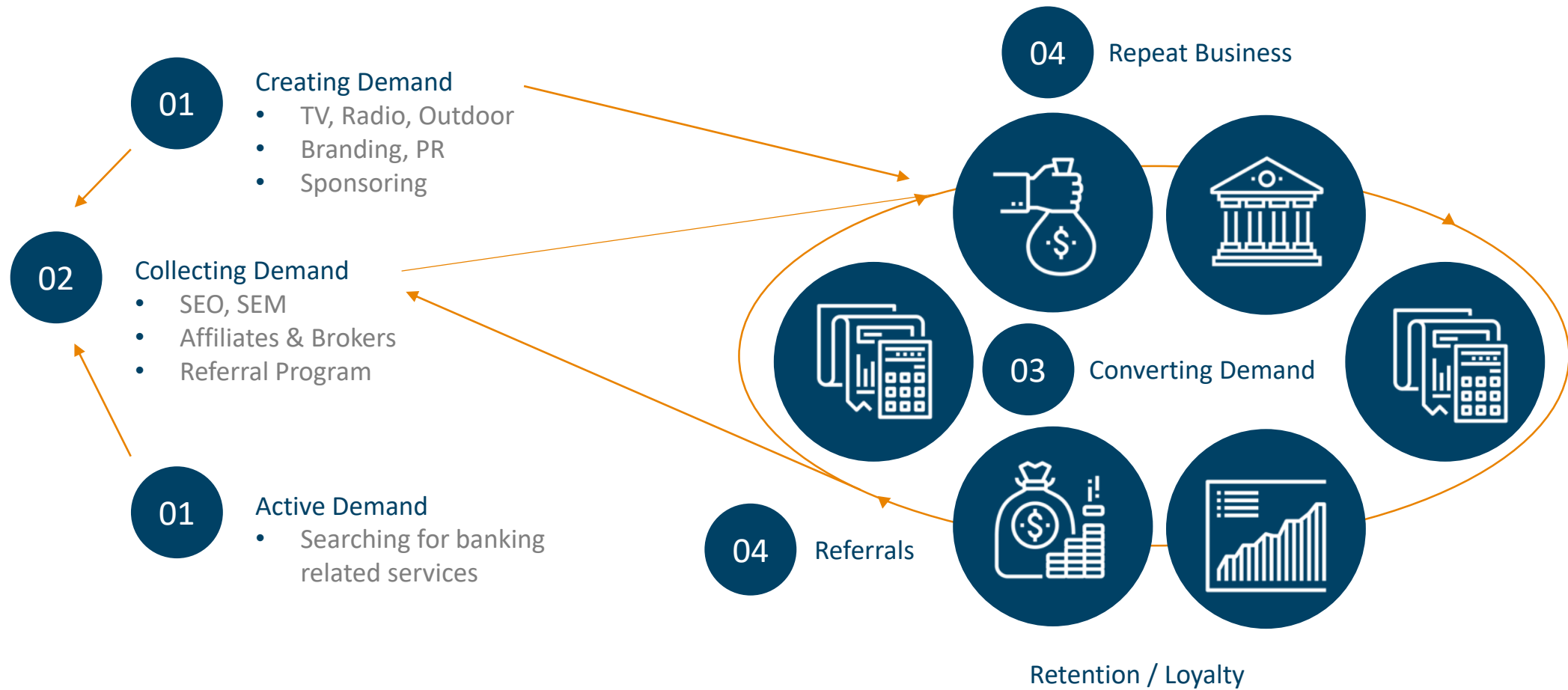


Fast, efficient and easy transfer of cash – 100% online

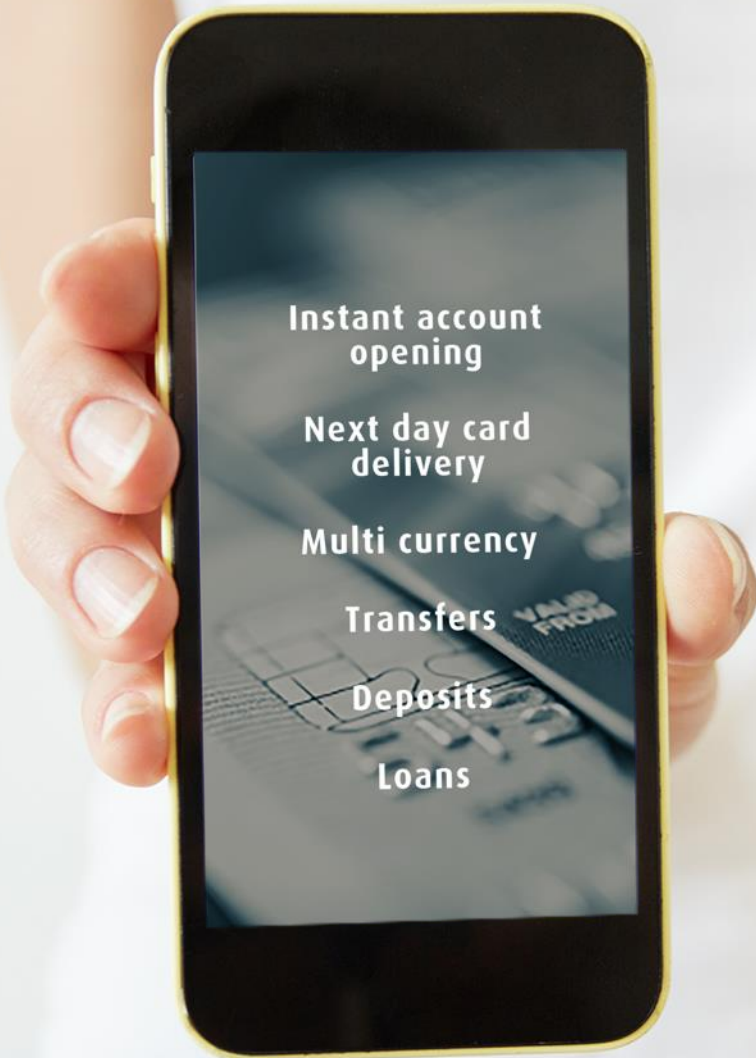


* A large number of loans are not approved and the process is stopped after such credit decision; ** Subject to local characteristics

Strong network effects



Mobile Bank – The bank in your hand



Easy



Multi-national



Mobile



Real-time



Freemium

Advantages for Ferratum

Funding



Credit Scoring Data



Loyalty



Commission & Fees





Thank You