



Ferratum™

More than money **to everyone**

Ferratum Oyj | **Conference Call – H1 Results 2016**

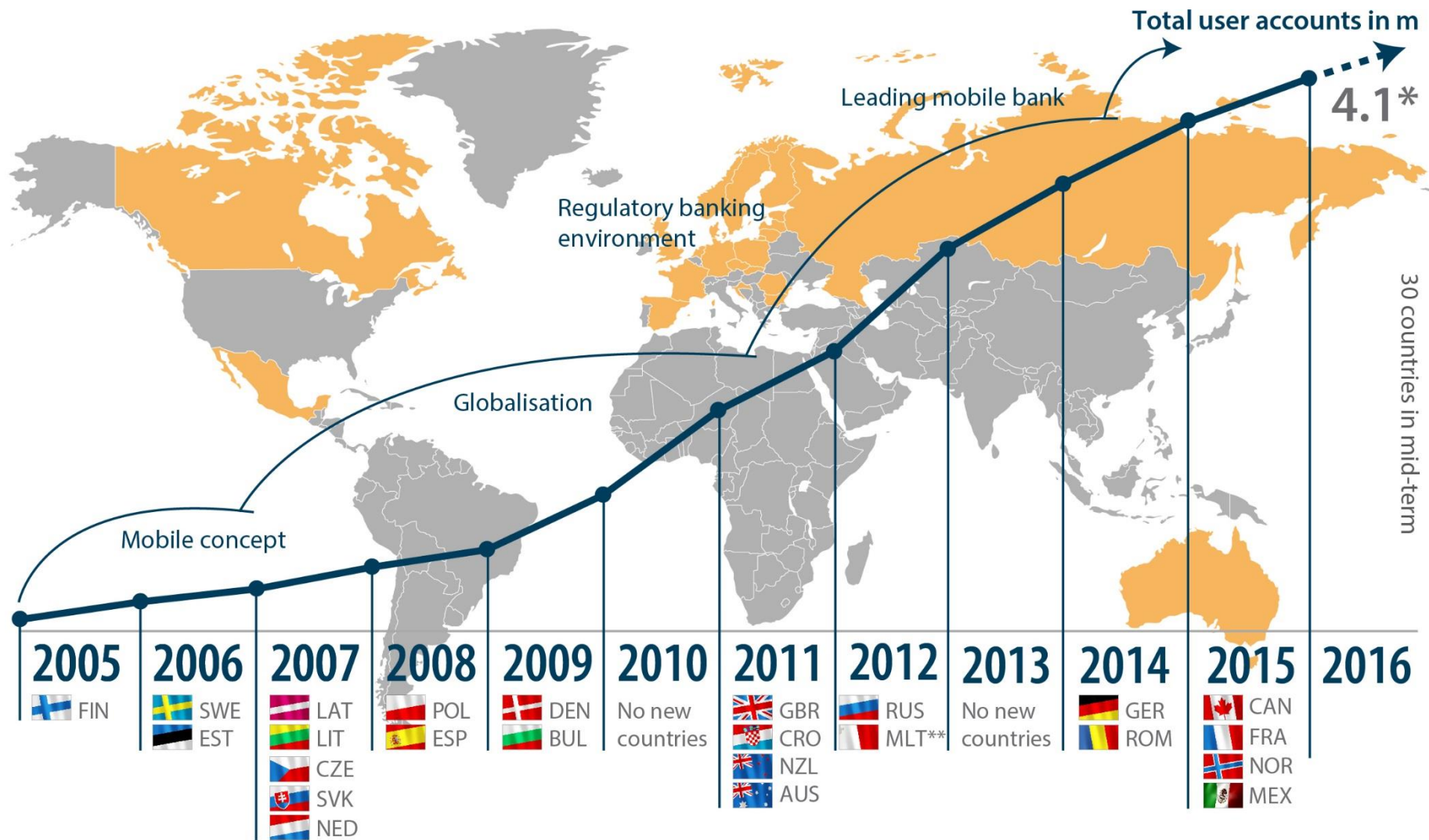
Jorma Jokela and Dr. Clemens Krause

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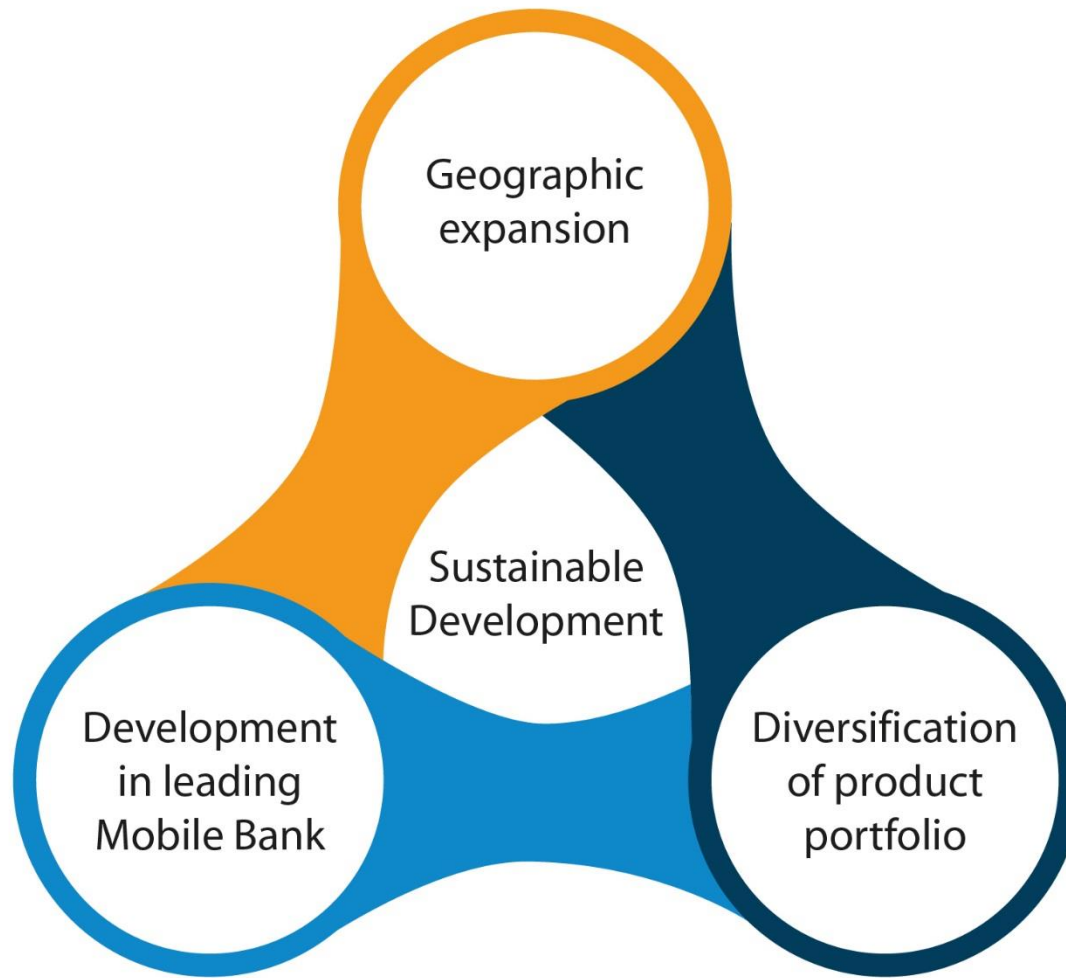
More than 10 Years of Profitable Growth



* Total user accounts as of 30/06/2016, i.e. registered accounts and active/former customers; ** Malta: No local operations

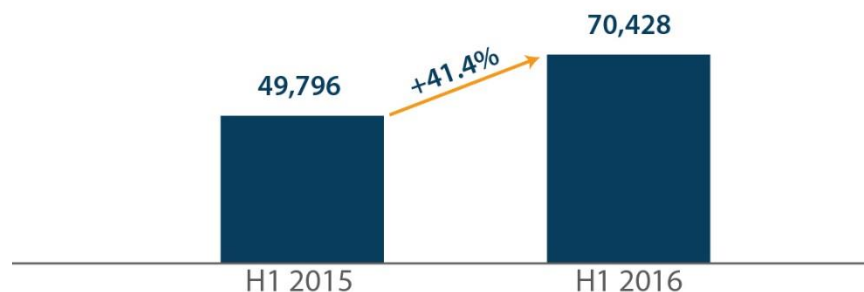
Leading mobile bank

Clear Growth Strategy

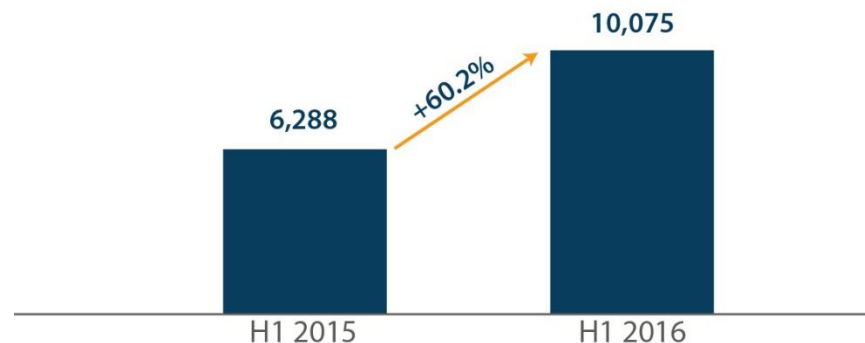


Convincing Growth Story Continues

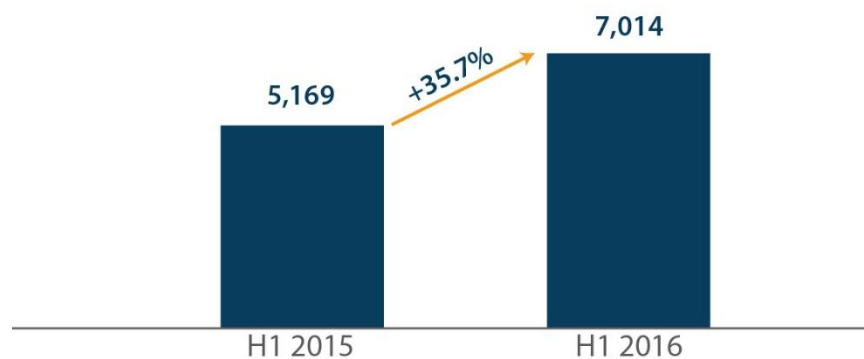
Revenues (EUR '000)



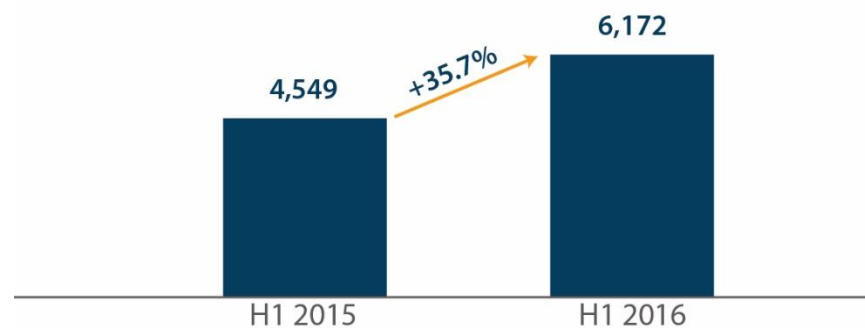
EBIT (EUR '000)



EBT (EUR '000)

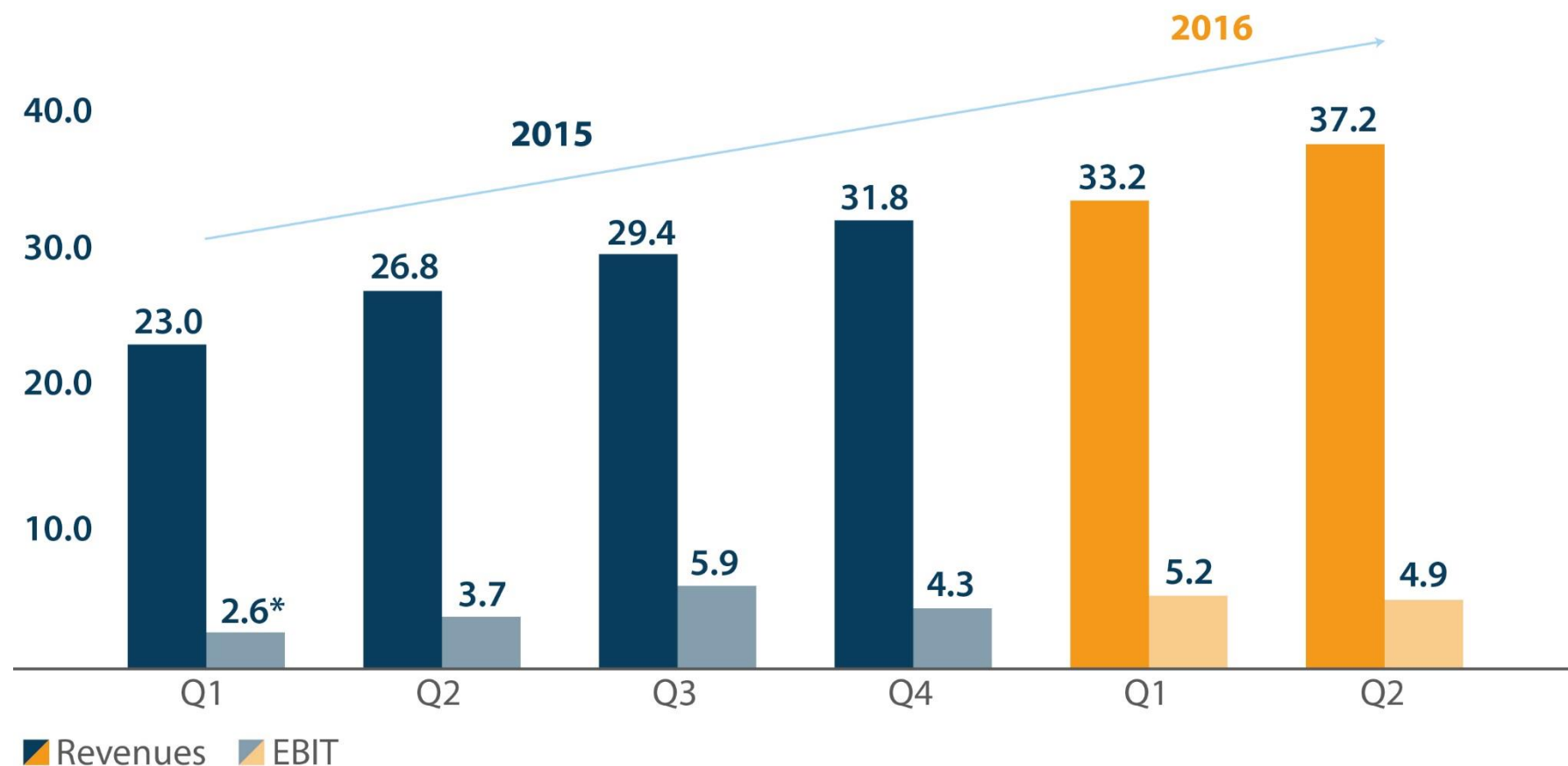


Profit for the period (EUR '000)



Consistent Quarterly Revenue Growth and Profitability

in EUR million



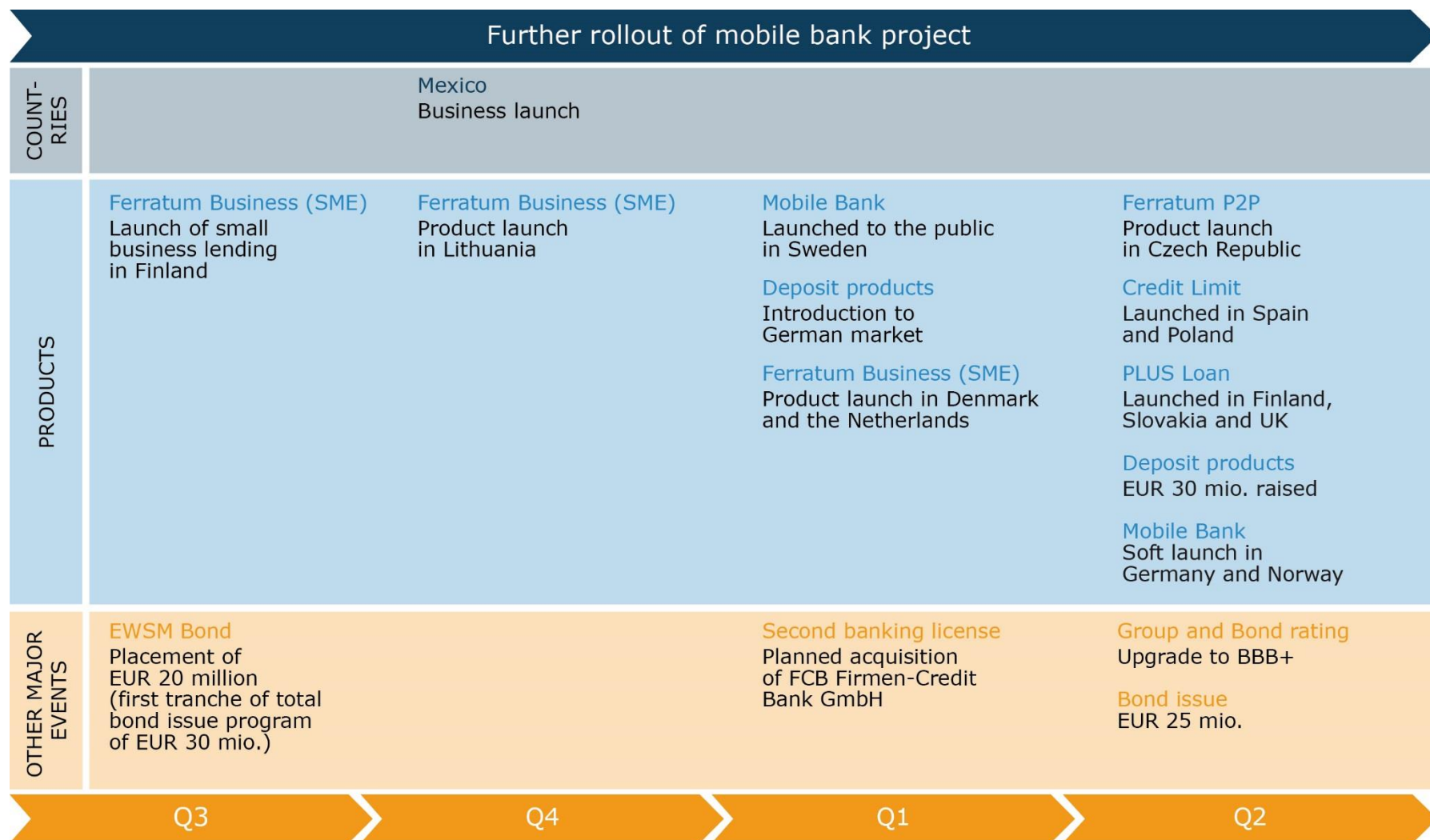
* Including IPO related costs in the amount of EUR 488,941 recognized as operating expenses in Q1 2015

First Half Year 2016 is equivalent to Full Year 2014

<i>In EUR million</i>	Full Year 2014	Half Year 2016
Revenues	70.5	70.4
Impairments on loans	20.4	22.4
EBIT	10.6	10.1
EBT	6.5	7.0
EAT	5.6	6.2

<i>In EUR</i>	Full Year 2014	Half Year 2016
EPS	0.30	0.29

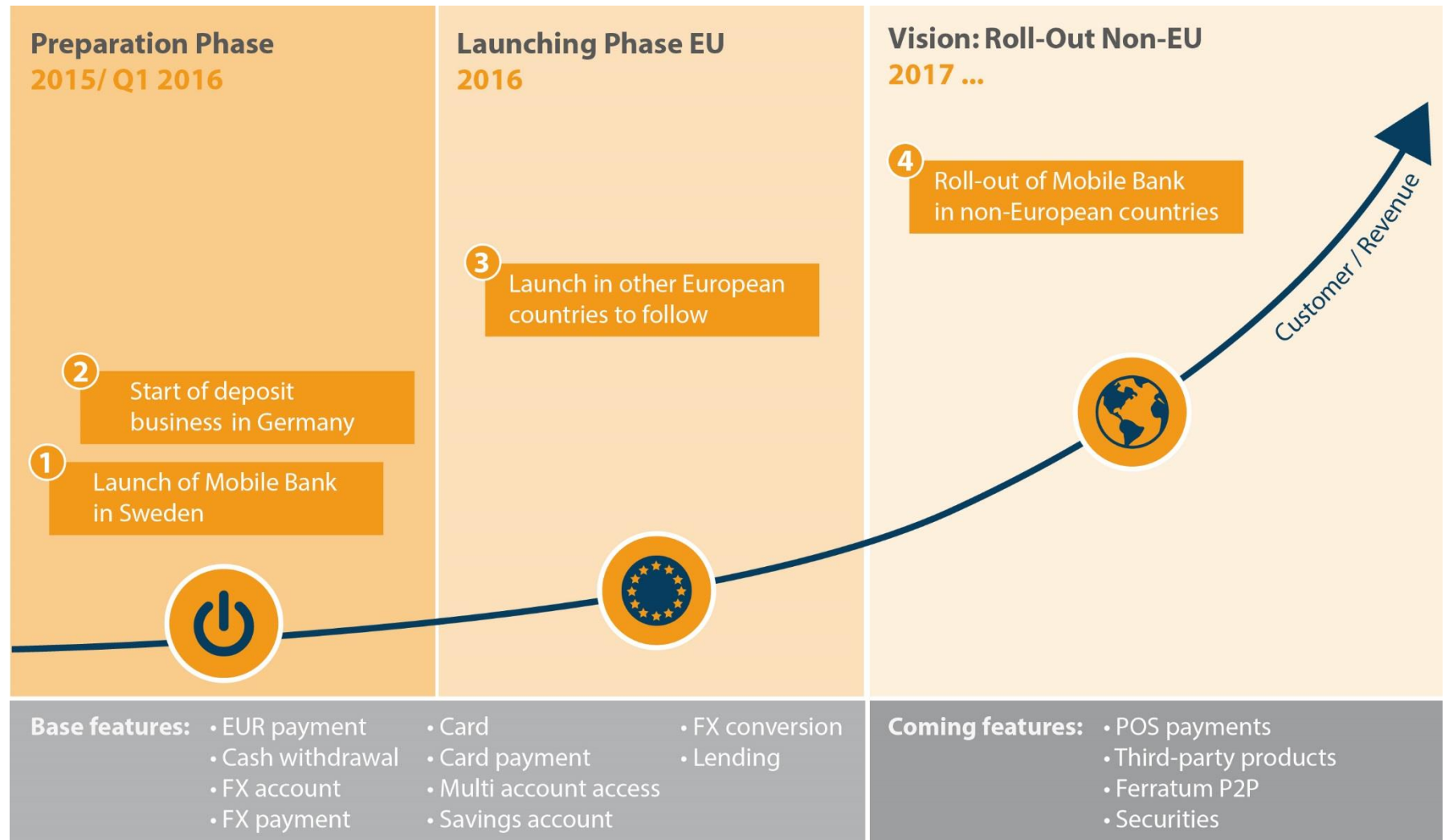
Strategy Implementation – Our Milestones in the last twelve Months



P2P Investors benefit from Ferratum's Credit Expertise



Step by Step – Planned Mobile Bank Development



Product Portfolio and Country Diversification

Approximate
Revenue Split
H1 2015

Approximate
Revenue Split
H1 2016

Revenue structure by products in H1 2016

Ferratum P2P



Mobile Bank



FerBuy



Ferratum Business (SME)

0.0% → 1.9%



Credit Limit

31.1% → 41.5%



PLUS Loan

9.2% → 18.3%



Microloans

59.7% → 38.2%



30 countries

Revenue split and revenue structure H1 2016 based on unaudited figures

Segment Reporting for Products H1 2016

In EUR '000

	Micro-loans	PLUS Loan	Credit Limit	Ferratum Business (SME)	Other*	Total
Revenue	26,926	12,863	29,239	1,314	87	70,428
Impairments	(10,447)	(4,235)	(7,262)	(318)	(113)	(22,374)
Marketing	(2,858)	(3,065)	(6,359)	(646)	(510)	(13,439)
Attributable Product margin	13,620	5,563	15,618	350	(536)	34,614
Total Non-directly Attributable costs	(8,707)	(4,159)	(9,454)	(425)	(1,795)	(24,540)
Gross Product Margin	4,914	1,404	6,164	(75)	(2,331)	10,075
Finance costs, net	(702)	(816)	(1,385)	(148)	(11)	(3,061)
Net Product Margin	4,212	587	4,779	(223)	(2,342)	7,014

* incl. Mobile Bank, FerBuy and Ferratum P2P

Solid Balance Sheet Structure: Equity Ratio at 41.0% as of June 30, 2016

In EUR '000

30-Jun-2015

31-Dec-2015

30-Jun-2016

Assets			
Non-current assets	8,127	11,484	14,880
Net receivables	80,960	106,758	137,453
Other current assets	4,373	4,433	6,185
Cash and cash equivalents	23,465	17,452	39,403
Total Assets	116,925	140,127	197,922
Equity and liabilities			
Equity	70,691	77,638	81,141
Non-current liabilities	29,164	48,927	47,766
Current liabilities	17,070	13,562	69,015
Total Equity & Liabilities	116,925	140,127	197,922

Portfolio Quality Significantly Improved

<i>In € k</i>	GBV	Impairments	NBV	Coverage ratio (in %)
Dec. 31, 2015				
Not overdue	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	47.9
>181 days due	45,571	(34,711)	10,860	76.2
Total	155,890	(49,131)	106,758	31.5

<i>In € k</i>	GBV	Impairments	NBV	Coverage ratio (in %)
June 30, 2016				
Not overdue	110,001	(5,615)	104,387	5.1
1-90 days due	19,961	(5,697)	14,264	28.5
91-180 days due	13,376	(6,187)	7,189	46.3
>181 days due	65,620	(54,006)	11,614	82.3
Total	208,959	(71,506)	137,453	34.2

Continuous profitable growth in H1 2016

In EUR million

	H1 2015 Total	H1 2016 Total
Revenue	49.8	70.4
Other income	0.01	16.0
Administration and operating expenses	(27.1)	(38.0)
Impairments of loans	(16.4)	(22.4)
EBIT	6.3	10.1
Net financial costs	(1.1)	(3.1)
EBT	5.2	7.0
Income tax	(0.6)	(0.8)
Net profit	4.6	6.2
Earning per share, basic	0.22	0.29
Earning per share, diluted	0.21	0.29

- **Revenue growth of 41.4%** in H1 2016 y-o-y
- **EBIT** grew by 60.6% in H1 2016 y-o-y
- **EBT** grew by 35.7% y-o-y
- **Net financial costs** contain FX gains of EUR 646k in H1 2015 and FX losses of EUR 741k in H1 2016

Operative Cash Flow Significantly Increased

In EUR '000

H1 2015

H1 2016

Assets		
Net cash from operating activities before movements in portfolio	19,416	32,009
Net cash from operating activities	(16,459)	(21,060)
Net cash used in investing activities	(1,205)	(4,229)
Net cash used in financing activities	33,989	48,325
Net increase/decrease in cash and cash equivalents	16,325	23,036
Cash and cash equivalents at the end of the period	23,465	39,403

- Net cash flow from operating activities before movements in the loan portfolio +64.9% y-o-y in H1 2016

Ferratum Group Structure from a Financing Perspective as per 30.06.2016

Ferratum Group

Sphere I:

Operation **under** Ferratum Bank plc's EU banking credit licence

Mobile consumer loan business

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

Financing

- EUR 20 million bond by Ferratum Bank Plc 2015/2017
- Deposits: EUR 32.9 million

Sphere II:

Operation **without** Ferratum Bank plc's EU banking credit licence

Mobile consumer loan business

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

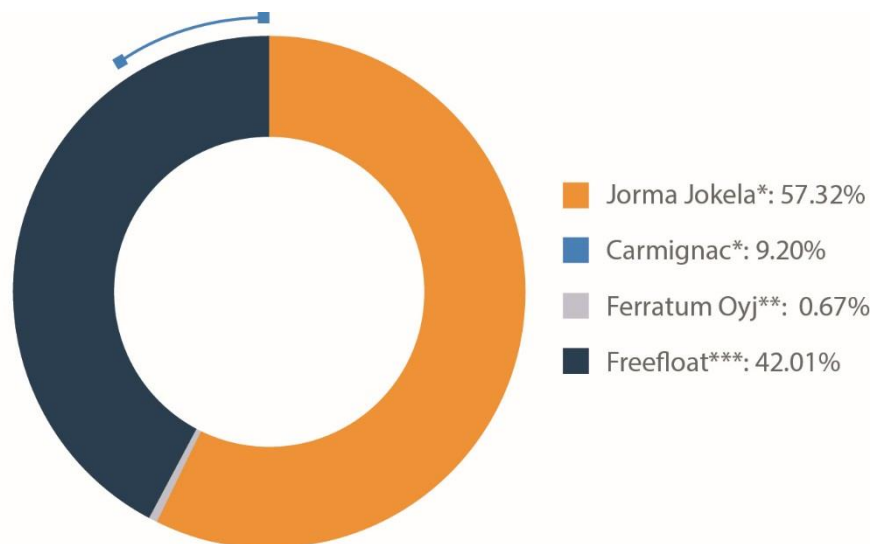
Potential Sphere I businesses

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

Stable 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

November 10, 2016	Report for the first nine months of 2016
November 21-23, 2016	German Equity Forum

Q&A Session

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