



# MULTITUDE

**Deutsches Eigenkapitalforum 2021  
23rd November 2021  
CORPORATE PRESENTATION**



Digital  
Easy & Simple  
Fast



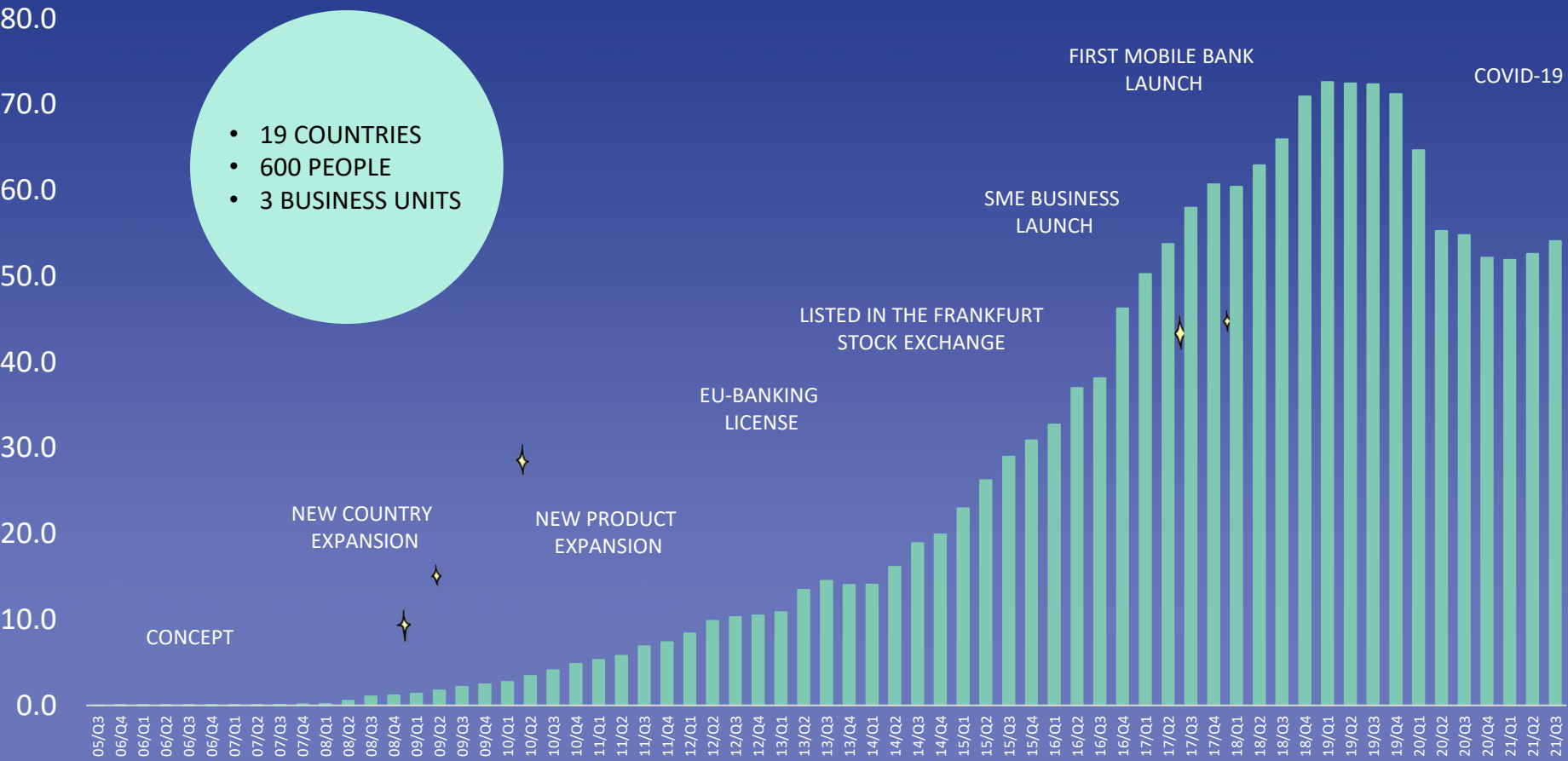
Change the world by making  
banking and finance accessible to  
everybody and positively impacting  
society.

# WE HAVE AN AMAZING TRACK RECORD OF 16 YEARS



POST COVID-19  
CONSUMPTION BOOST

GROUP NET SALES PER QUARTER (in EUR mio)



FROM PRODUCTS TO CONSUMER  
EXPERIENCE

DURING COVID WE ARE IN A  
BETTER POSITION THAN EVER!

1. Lower cost base
2. Agile transformation
3. Great portfolio quality
4. Strong funding position
5. New strategy

ALL OUR BRANDS FOCUS ON THEIR UNIQUE CUSTOMER SEGMENT  
& CUSTOMER EXPERIENCE



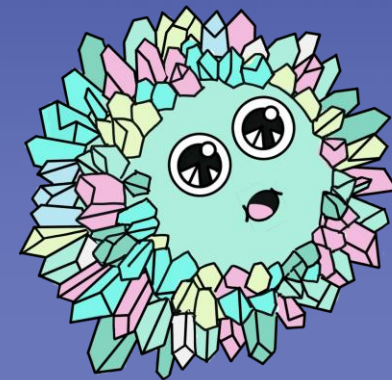
**fe ferratum**



**Capital Box**



**sweep  
bank**





**OUR FREEDOM**

- RESPECT
- WINNING TEAMS
- ENTREPRENEURIAL SPIRIT
- CUSTOMER CENTRICITY
- CANDOR



# SCALING TRIBES

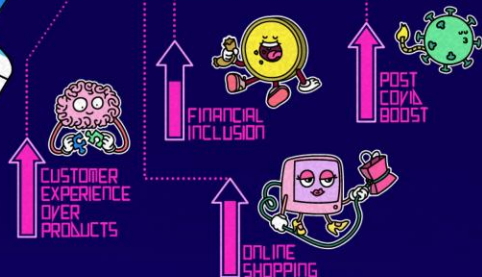
- LEAD
- CONVERSION
- RISK
- CAM
- NETWORK EFFECT
- ASSET LIGHT

## TRIBES

- INDEPENDENT STRATEGY & EXECUTION RESOURCES
- END TO END OWNERSHIP CUSTOMER JOURNEY
- FULL P&L RESPONSIBILITY
- COMPETENCE DEVELOPMENT
- BANKING AS A SERVICE
- TECH & DATA PLATFORM

MULTITUDE

## POSITIVE TRENDS



## VISION

MOST VALUED FINANCIAL ECOSYSTEM

## KEY METRICS

CUSTOMERS

PEOPLE

PROFITABLE GROWTH



## GROWTH ACCELERATORS

NEW MARKETS

PRODUCT ROLL-OUT

X-SALES

CO-INVESTORS

M&A

PARTNERSHIPS

## MISSION

DEMOCRATIZING FINANCIAL SERVICES THROUGH DIGITALIZATION MAKING THEM FAST, EASY & GREEN

AI

AVIRAL

BIG DATA

BALANCED

DIGITAL MARKETING

GREEN & SUSTAINABLE

- CURVE

BUY!

MICROSERVICES

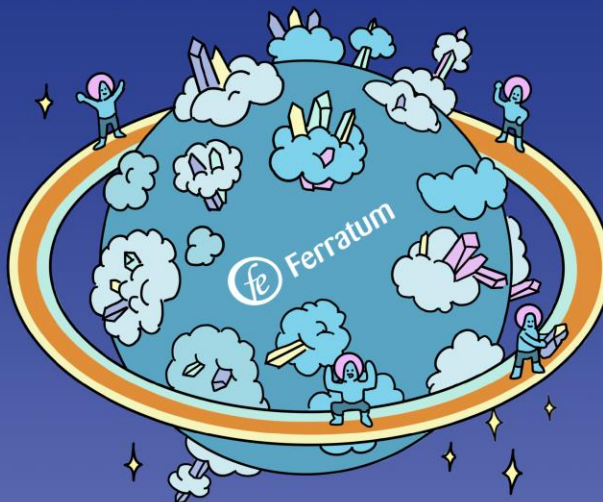
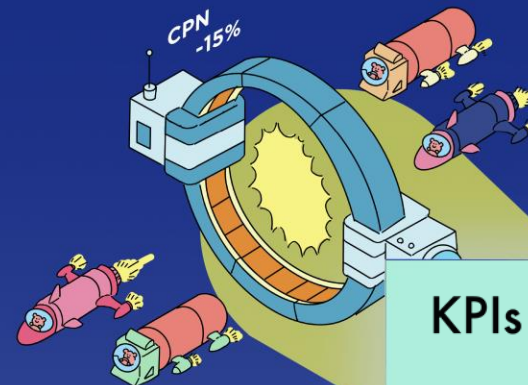
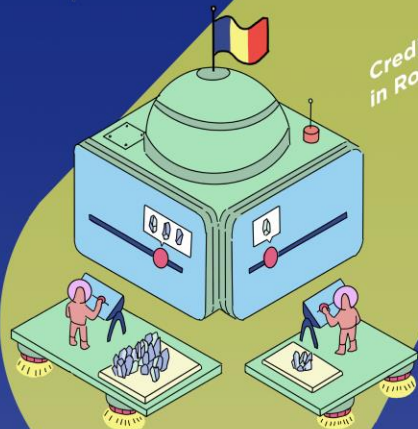
SCALABLE

UX

DEPOSIT



Credit limit launch  
in Romania



## VISION

- We want to be the first choice of customers seeking small financial support to meet everyday needs

## CUSTOMERS

- Unplanned financial need based on unexpected life event
- Speed and convenience are most important

-> 20 million potential customers

## VALUE PROPOSITION

- 5 min application, decision and money transfer in hours
- Digital Loans for different needs: Credit Limit, Plusloan, Microloan
- Data-driven and real-time credit-scoring

## KPIs

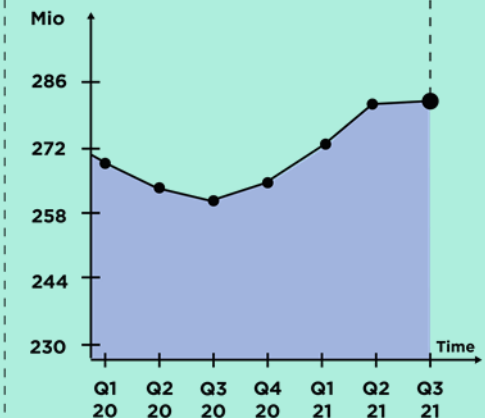
9M  
2021

Revenue  
EBIT

€ 135,6 m  
€ 32,7 m

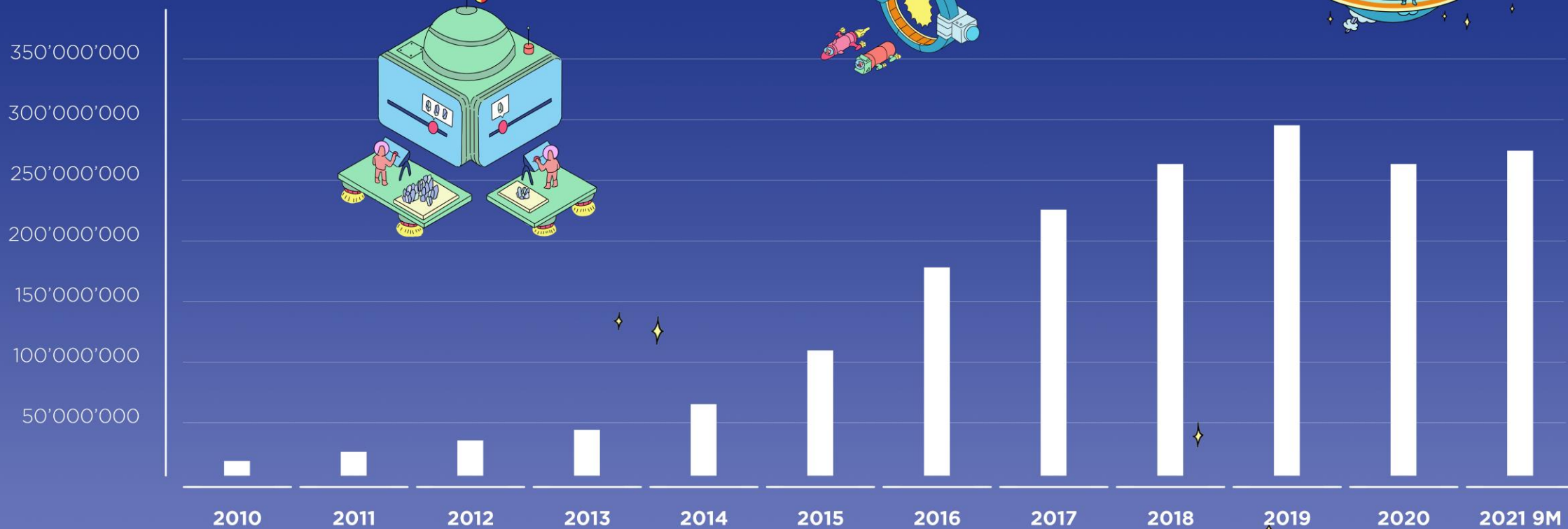
Net AR

€ 280.7 m



**TIMELINE**

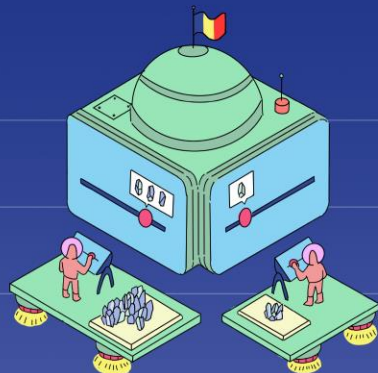
Net AR in EUR



Launch and scaling  
installment loans

Launch of Credit Limit and  
rollout to 8 countries

CLP rollout continues





Olympics gold medals

## VISION

- Europe's leading SME digital lender

## CUSTOMERS

- Underserved SME customers
- Revenue: avg. 445K
- Number of employees: avg. 3
- Time in business: avg. 7 years
- Most common use: liquidity/working capital

-> 25 million potential SME customers within Europe

## VALUE PROPOSITION

- 5 min application, decision in hours, money in one day
- 70% of loans approved in less than a day
- Fully digital underwriting and AML/KYC processes

## KPIs

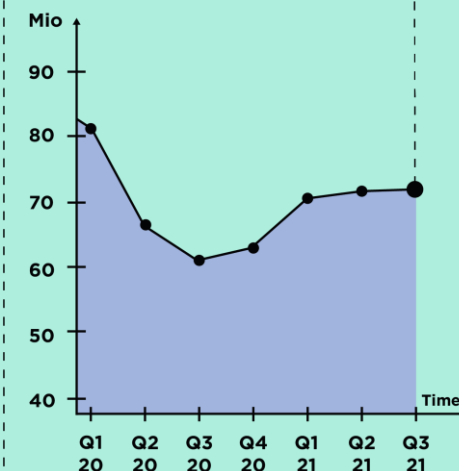
9M  
2021

Revenue  
EBIT

€ 16,9 m  
€ 1,3 m

## Net AR

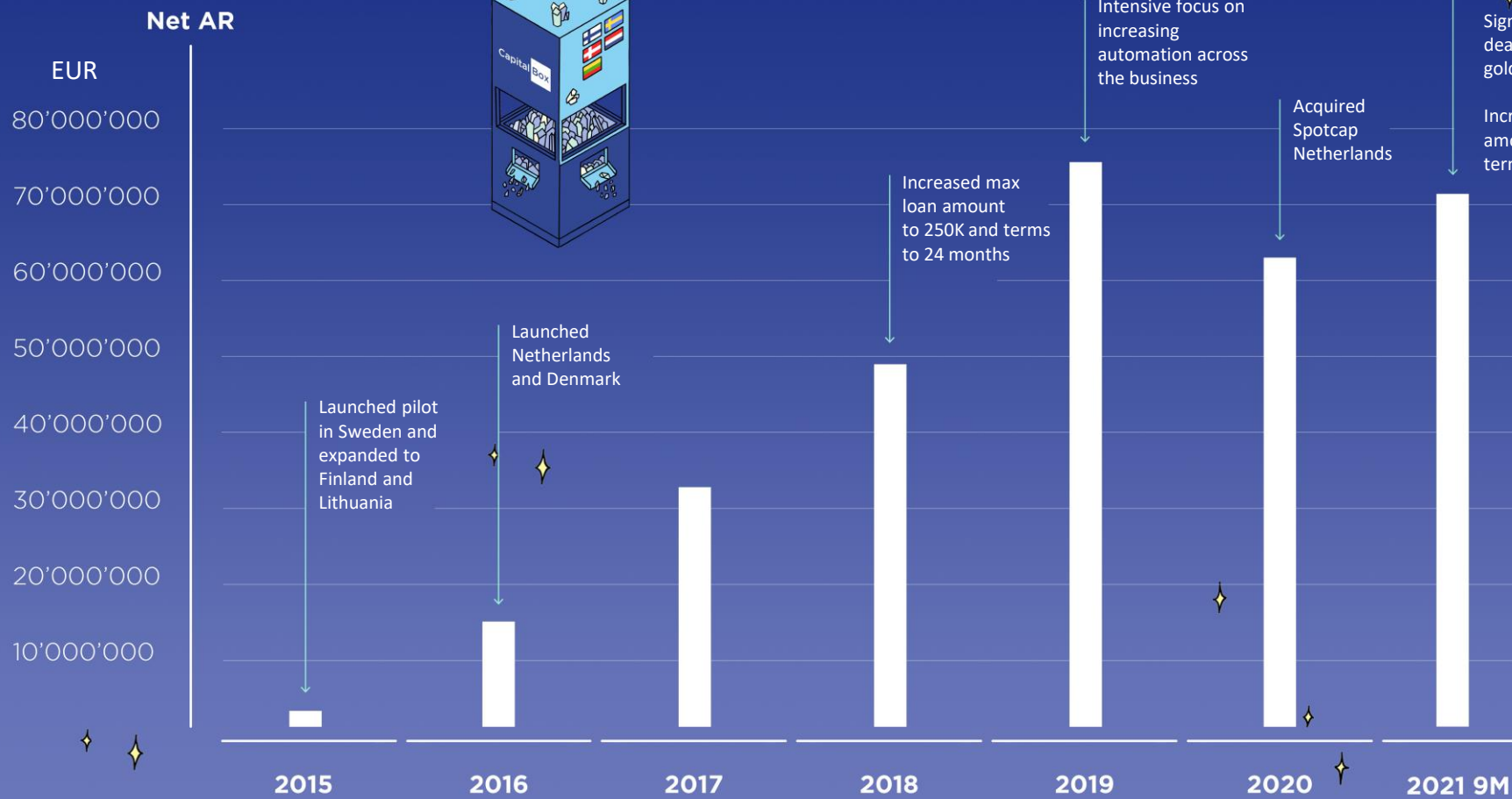
€ 71.2 m





# Capital Box

## TIMELINE



# sweep bank

Best app

Above market conversion rate

sweep bank

## VISION

- Most valuable financial platform

## CUSTOMERS

- Loves online shopping
- Bigger and long-term planned financial needs
- Tech savvy
- Convenience seeking
- Credit hungry & revolving
- Busy young parents

-> 35 million potential customers within Europe

## VALUE PROPOSITION

- Seamless shopping experience
- Personalized financial offerings in one app
- Prime loan offering
- Flexible financing & payment options
- Multiple 3<sup>rd</sup> party offerings in the app

KPIs

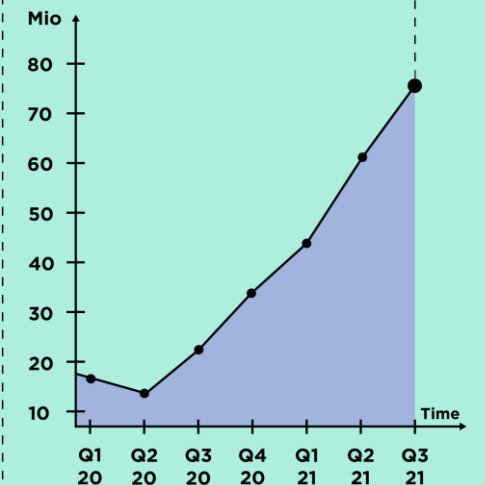
9M  
2021

Revenue  
EBIT

€ 6,1 m  
€ (14,8) m

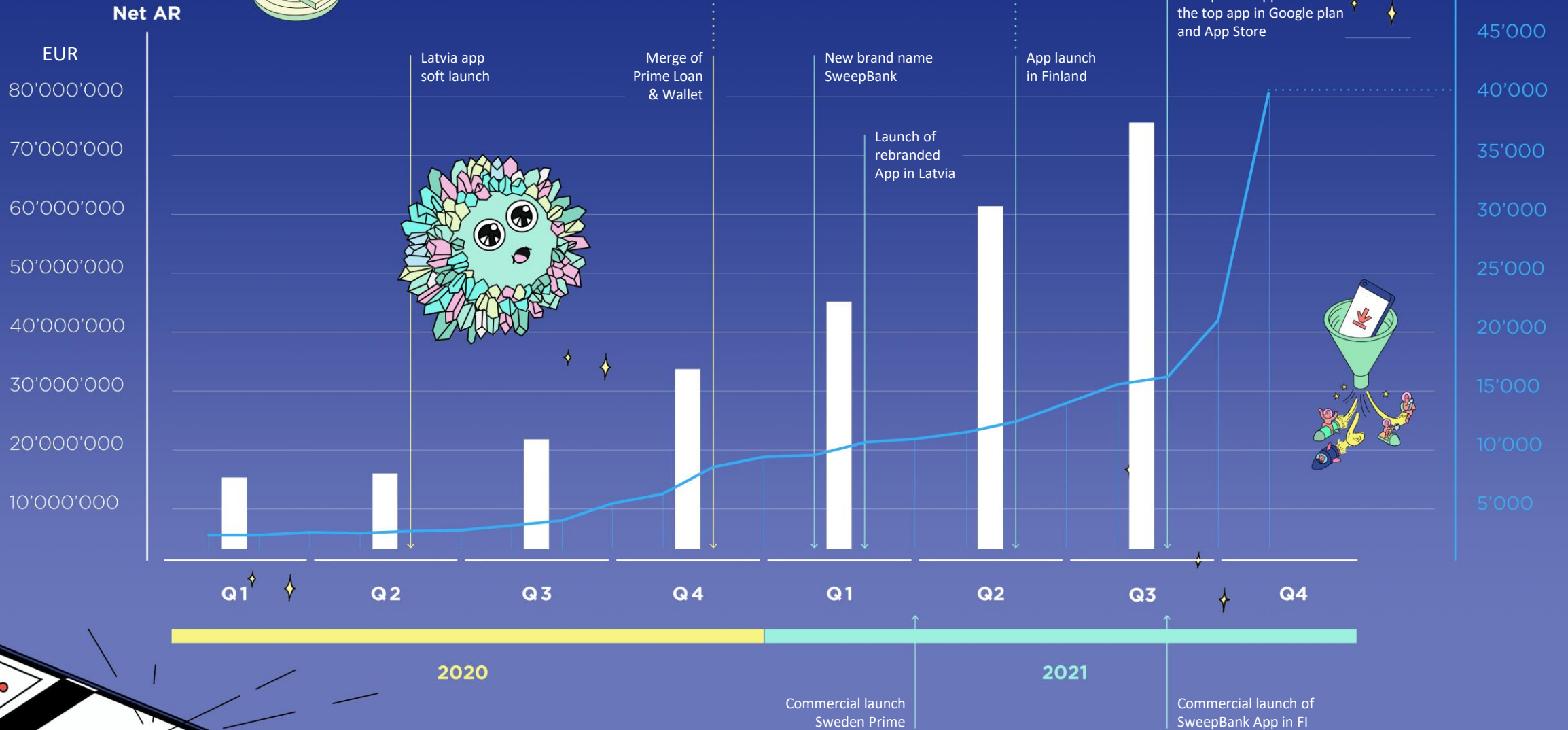
Net AR

€ 76.6 m



Sweep App customers + 90%  
Net AR prime loans + 25%  
vs  
Q2 Q3





# OUR ESG APPROACH IS BUILT ON OUR PURPOSE AND MISSION

## OUR PURPOSE

Change the world by making banking and finance accessible to everybody and positively impacting society.

## OUR MISSION

Democratize financial services through digitalization, making them fast, easy and green.

## OUR ESG APPROACH

Building on our purpose and mission, we positively impact society by implementing green and sustainable practices as a way of working and through our strategy. We have started to define our ambitions that will enable us to achieve this.

## OUR ESG GOALS FOR 2025.

1. Imbed ESG conscious practices within our tribes and chapters
2. Monitor, report on and improve stakeholder well-being
3. Understand and reduce our environmental footprint

## SWEEPBANK

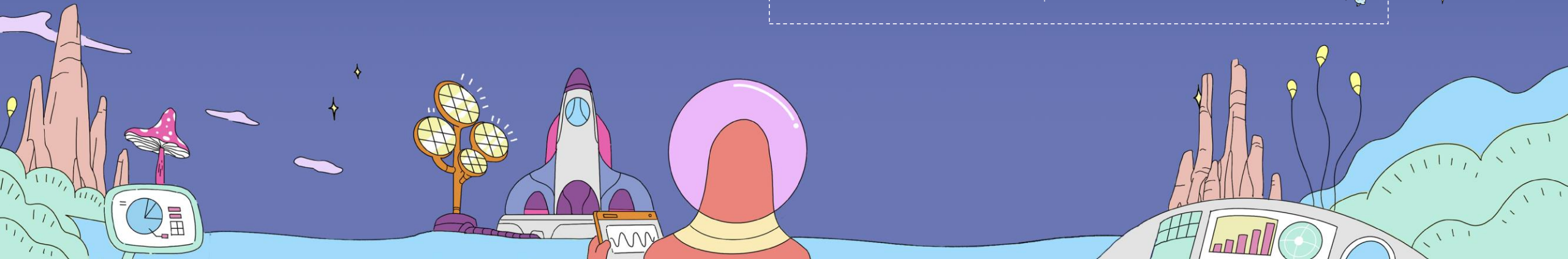
No. 1 in sustainable and personalised shopping and banking in the EU.

## CAPITALBOX

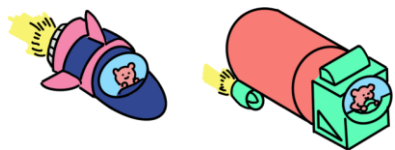
Leading SME Fintech offering solutions that enable transition to a sustainable economy.

## FERRATUM

Leader in responsible lending to customers with traditionally limited access to finance.







## FINANCIAL OVERVIEW: REVENUE TURN-AROUND & IMPROVING PROFITABILITY

MULTITUDE

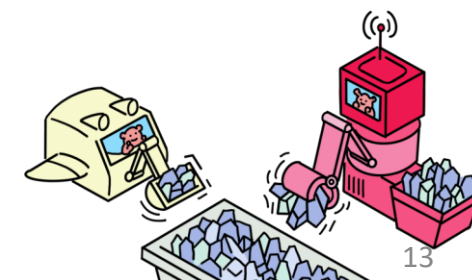
in EUR m	Q1 2021	Q2 2021	Q3 2021	9M 2021	9M 2020	%/pp change
Revenue	51.9	52.6	54.1	158.6	176.7	-10.2%
EBIT	5.4	7.7	6.0	19.1	19.3	-0.8%
in % of Revenue	10.4	14.7	11.1	12.1	10.9	+1.2pp
EBT	0.6	3.4	0.6	4.6	2.1	+125.0%
in % of Revenue	1.2	6.4	1.1	2.9	1.2	+1.7pp
Profit after tax	(0.3)	2.7	0.3	2.7	0.6	+372.2%
Equity Ratio	16.3	16.7	21.2	21.2	18.6	+2.6pp
ND /E	2.74	2.87	1.9	1.9	2.5	-22.0%

### REVENUE BACK TO GROWTH MODE:

- Positive trend: Q3 revenue exceeds Q1 and Q2 revenue
- All 3 tribes growing q-o-q on a revenue basis
- Strong revenue dynamic especially in SweepBank

### SOLID 9M EBIT PERFORMANCE

- Solid EBIT-Margin despite higher marketing expenses to support growth
- Credit quality continues to be high
- Operational expenses stable
- Financial guidance: € 20 Mio EBIT in 2021 and 50% increase p.a. 2022-2024





## BALANCE SHEET STRUCTURE IMPROVED FURTHER & SUPPORTS CONTINUED PORTFOLIO GROWTH

MULTITUDE

in EUR m	30 Sep 2021	31 Dec 2020	% Change
<b>Assets</b>			
Non-current assets	58.0	59.9	-3.2%
Accounts receivable – customer loans (net)	429.1	361.0	+18.9%
Other receivables	29.6	15.6	+90.4%
Current tax assets	1.5	1.6	-1.6%
Cash and cash equivalents	311.6	236.6	+31.7%
<b>Total Assets</b>	<b>830.1</b>	<b>675.1</b>	<b>+23.0%</b>

in EUR m	30 Sep 2021	31 Dec 2020	% Change
<b>Equity and Liabilities</b>			
Equity	176.2	125.6	+40.3%
Non-current liabilities	123.7	243.0	-49.1%
Of which deposits (non-current)	64.0	63.7	+0.5%
Current liabilities	530.3	306.6	+73.0%
Of which deposits (current)	411.1	275.8	+49.0%
<b>Total Equity and Liabilities</b>	<b>830.1</b>	<b>675.1</b>	<b>+23.0%</b>
<b>Net debt to equity ratio</b>	<b>1.94</b>	<b>2.49</b>	<b>-22.0%</b>

- Very healthy equity base (21.2% Equity Ratio; ND/E below 2)
- Strong liquidity (EUR 312 Mio)
- Balance funding mix with a focus on deposit funding (own banking license)





**THANK YOU**



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