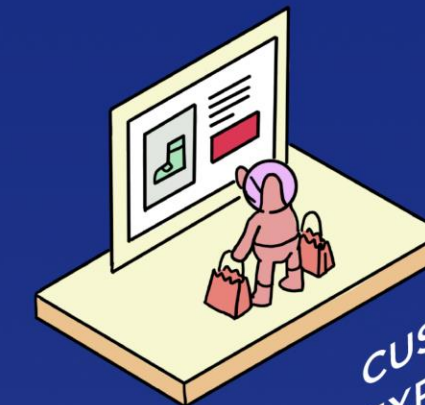


We want to build most valued financial ecosystem democratizing amazing financial services through digitalization making them easy, fast and green.

Where customer experience, technology and data is in the middle of everything.

POST-COVID-BOOST

Capital Box

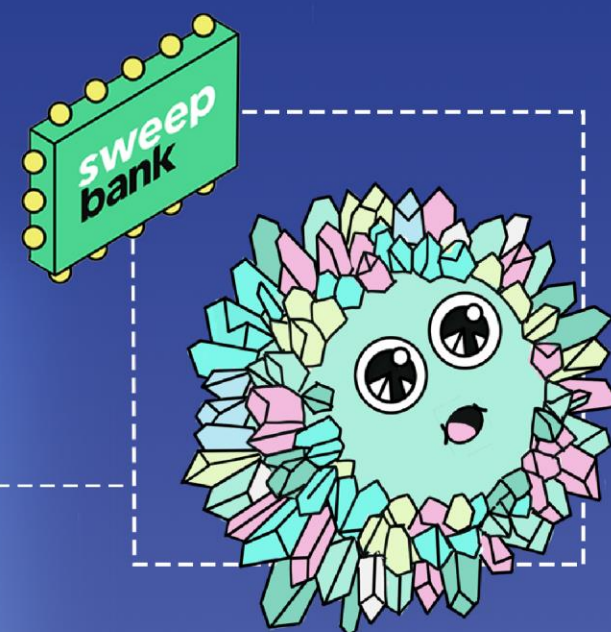


CUSTOMER EXPERIENCE

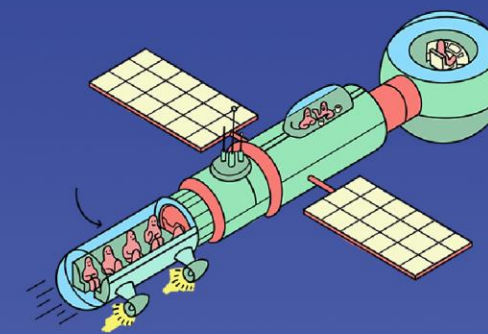
SWEEPBANK

Digital financial solutions for online shoppers and consumers with planned financial needs.

We offer flexible digital instalment loans, mobile wallet and payment solutions up to € 30.000 within minutes. Personalized offers and 3rd party solutions in one App.



FINANCIAL INCLUSION

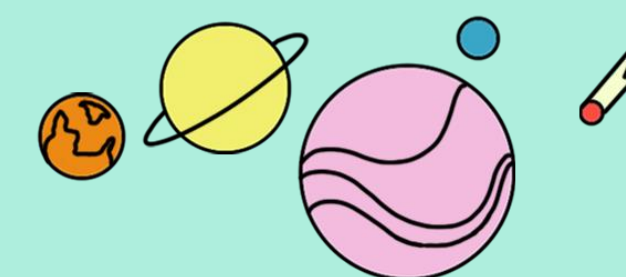


ONLINE SHOPPING

FERRATUM

Serves consumers with unplanned financial need because of unexpected life events.

We offer digital credit limit and small loans up to € 4.000, fast and convenient pure end to end digital process.



CAPITALBOX

Underserved SME customers.

We offer flexible digital working capital up to € 350.000, on the same day.



HIGHLIGHTS

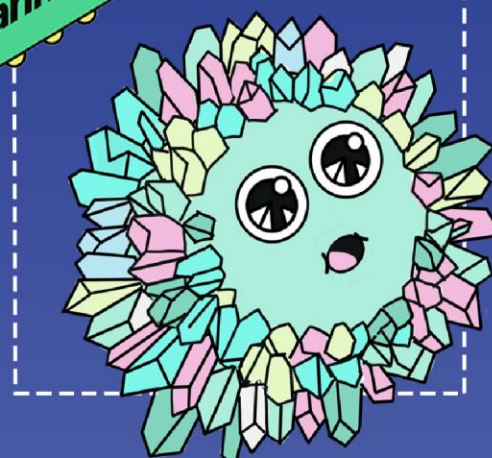
- Portfolio growth with costs scalability
- Strong liquidity and payment behaviour despite Covid -19 pandemic
- Successful SweepBank App launch in Finland
- Strong profitability in Ferratum Tribe

GOING FORWARD

- Executed new group strategy vision: "Most valued financial ecosystem."
- Exploring new opportunities; countries, product, partners, and M&A to accelerate growth
- Driving profitable organic growth and increasing scalability
- The group is committed to return to profitable growth and projects EBIT growth of 50% p.a. in 2022 – 2024

POST-COVID-BOOST

4%
OF REVENUES



Capital Box



11%
OF REVENUES



FINANCIAL
INCLUSION



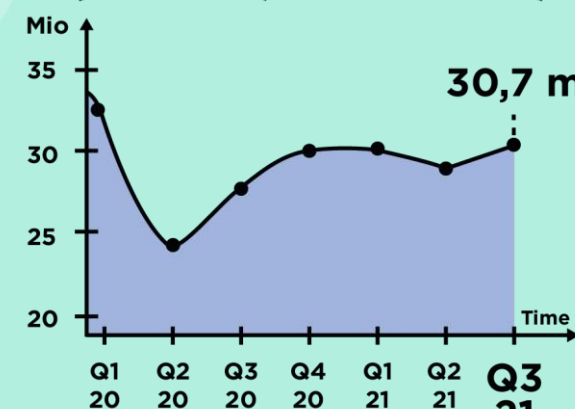
85%
OF REVENUES



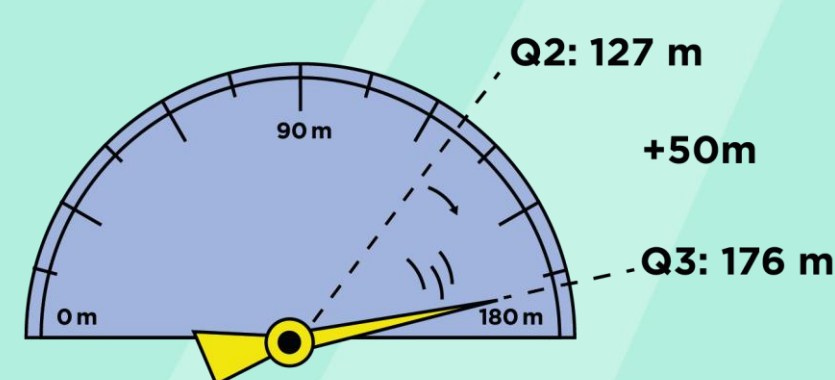
CUSTOMER
EXPERIENCE

ONLINE
SHOPPING

FUEL CONSUMPTION (COSTS/QUARTER)



ENERGY LEVEL (EQUITY)



KPIs

9M 2021

Revenue € 158,6 m
Net Profit € 2,7 m
Net AR € 429,1 m

EBIT € 19,1 m



HIGHLIGHTS

- SweepBank App successful commercial launch in Finland
 - Featured in the top app list at Google Play FI and 4th place among financial apps in Apple store FI
 - App conversion rate above market
- Portfolio growth Q3 vs Q2
 - Sweep App customers +90%
 - Net AR prime loans +25%

GOING FORWARD

- Prime Loan launch in Denmark
- Credit Card launch in Finland
- SweepBank App launch in Germany
- Cashback Online Shopping Campaign with MasterCard

KPIs

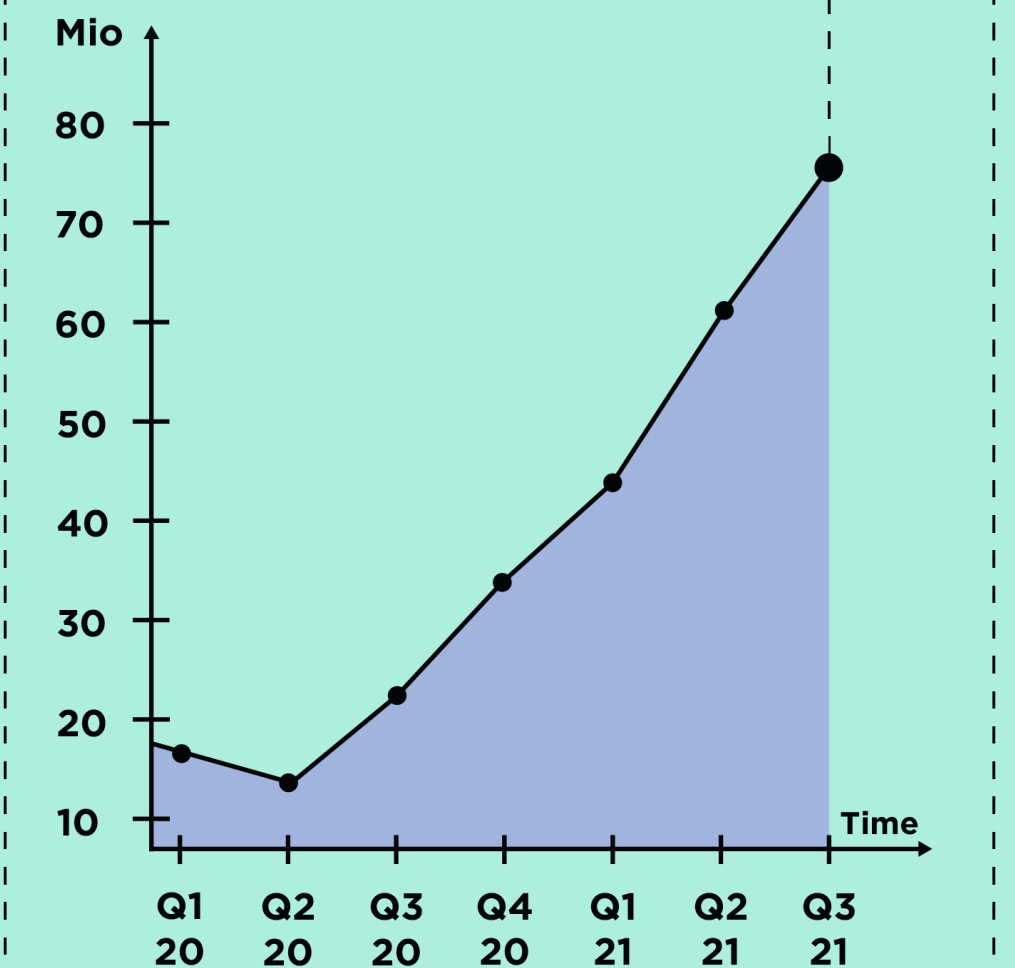
9M
2021

Revenue
EBIT

€ 6,1 m
€ (14,8) m

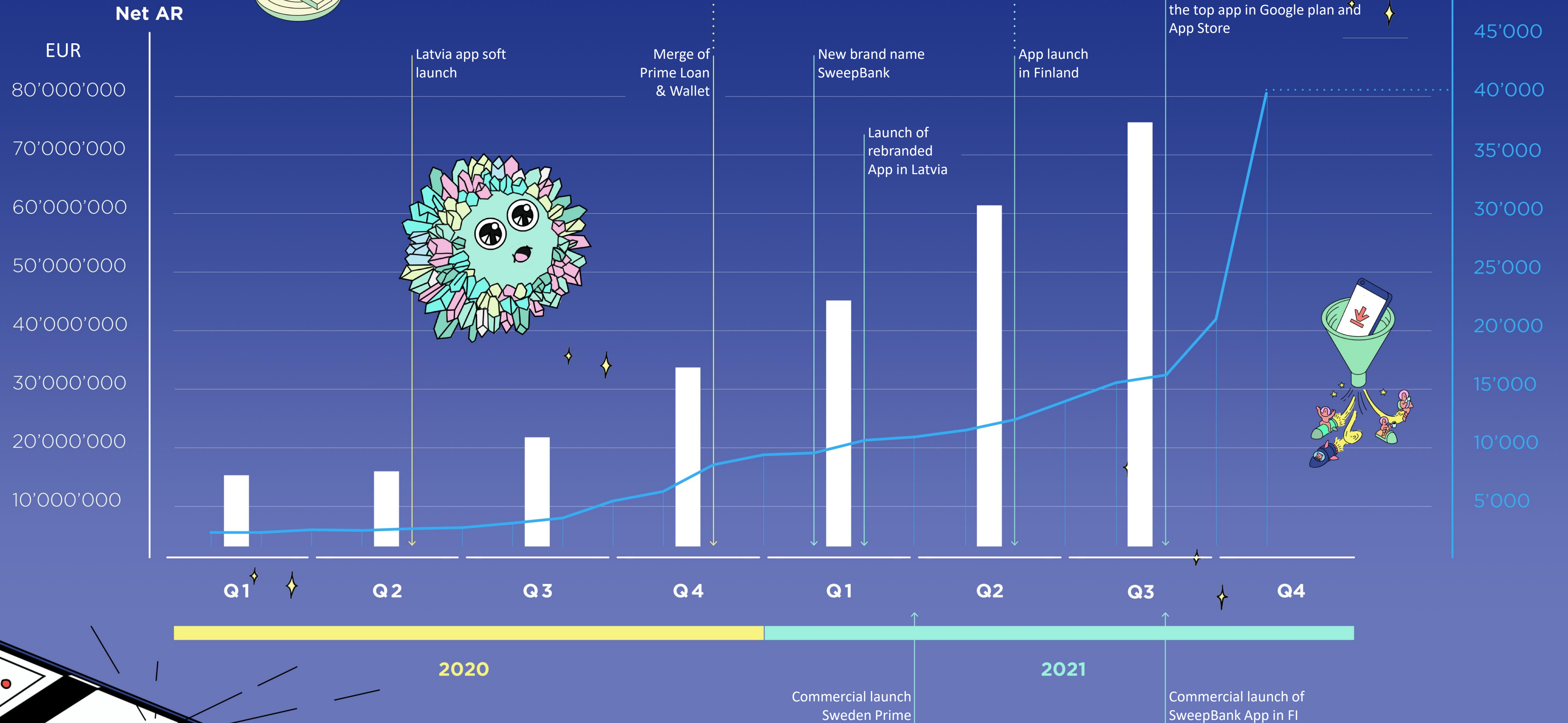
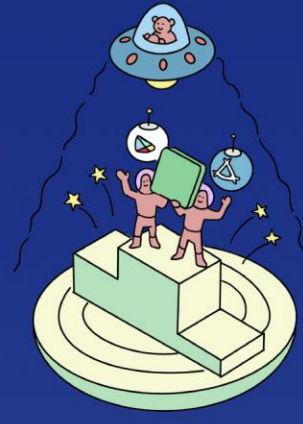
Net AR

€ 76.6 m



sweep bank

TIMELINE



Credit limit launch
in Romania

CPN
-15%

HIGHLIGHTS

- Third consecutive quarter in a row of positive revenue growth
- Credit Limit launch in Romania
- Cost by new customer (CPN) reduced by more than 15% in last 6 months

GOING FORWARD

- Go-live in Slovenia: Pioneer as the first fully digital lender in the country
- Proceed with Credit Limit product roll out
- Exploring new country openings

KPIs

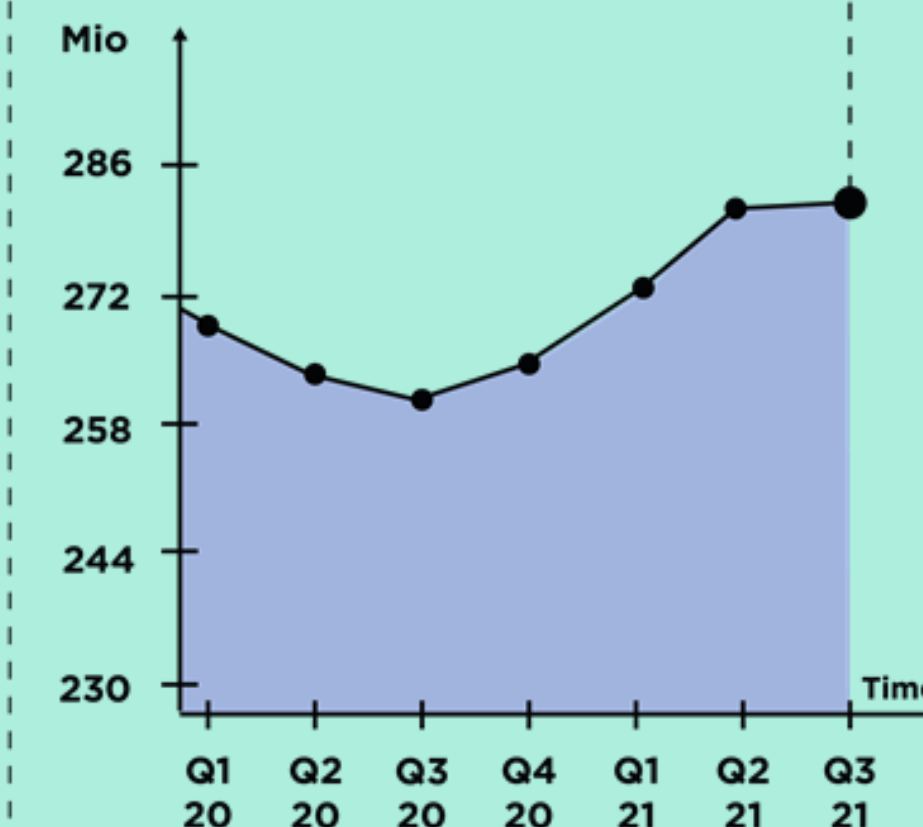
9M
2021

Revenue
EBIT

€ 135,6 m
€ 32,7 m

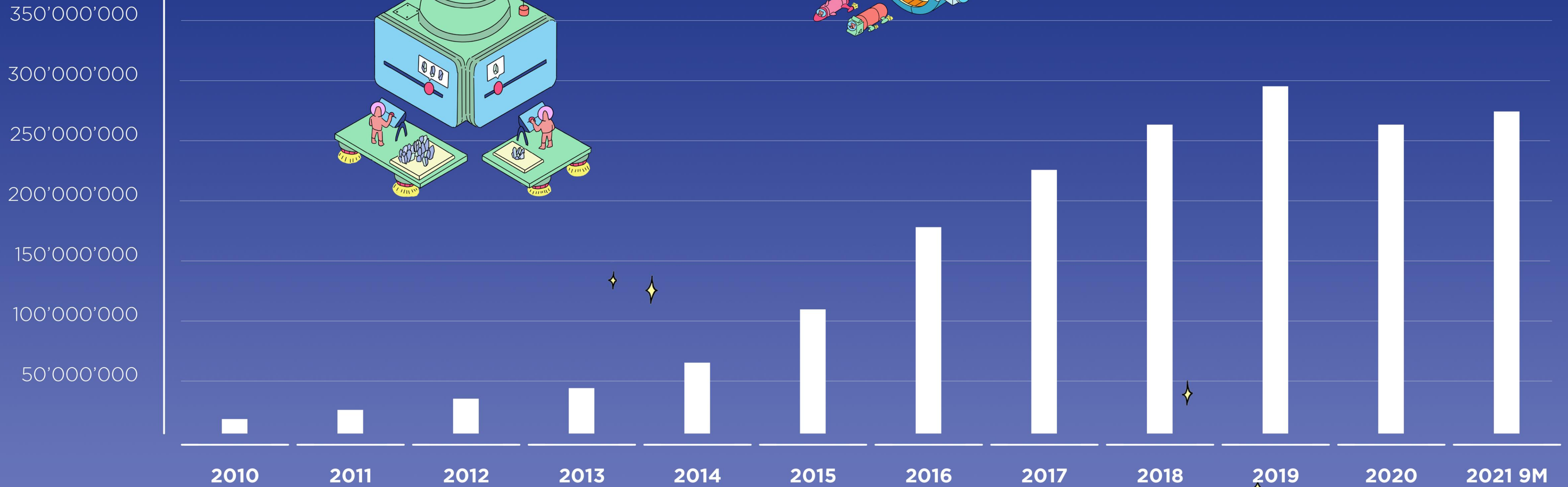
Net AR

€ 280.7 m



TIMELINE

Net AR in EUR



2010

2011

2012

2013

2014

2015

2016

2017

2018

2019

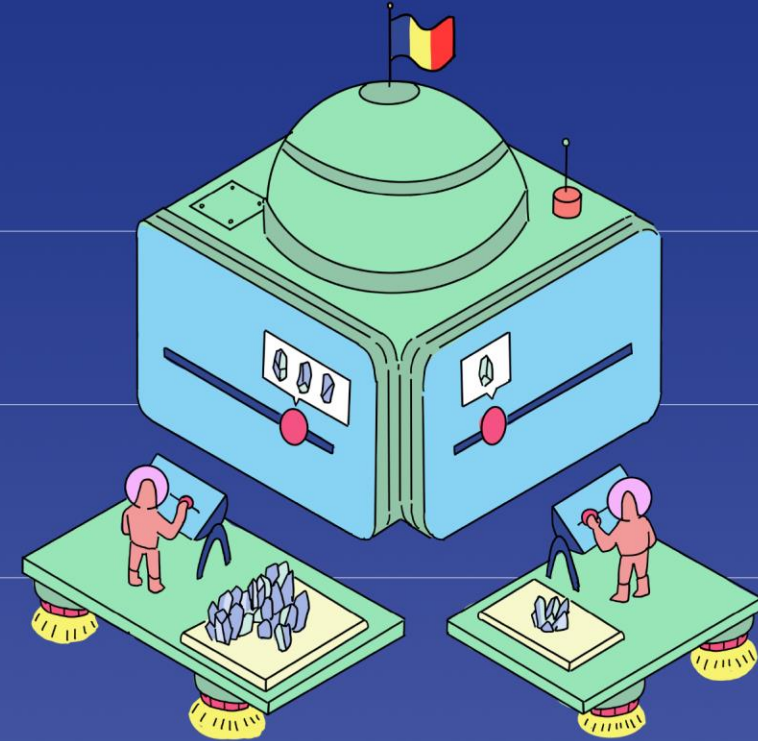
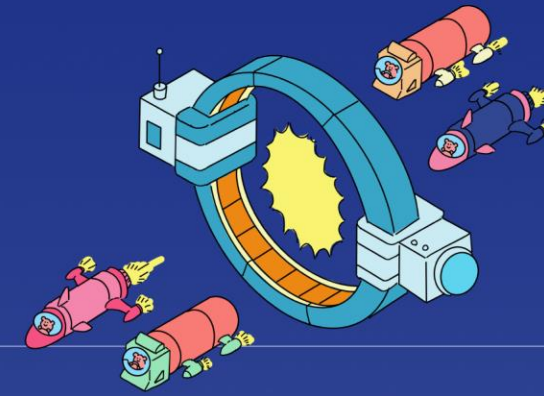
2020

2021 9M

Launch and scaling
installment loans

Launch of Credit Limit and rollout
to 8 countries

CLP rollout continues



HIGHLIGHTS

- New product offering, performing over target
- Discontinued business in the UK
- Portfolio shift to non-covid affected business
- Signed sponsors deal with Athletes in Sweden and Finland. Olympics gold medals for Armand "Mondo" Duplantis and Daniel Ståhl
- New Tribe CEO, Oscar Barkman, started in September

GOING FORWARD

- New countries to be launched (Nordic region)
- Improve new customer onboarding process
- Launching new products
 - Purchase Finance together with Masku in Finland (off- and online)
 - Credit Line to be launched in December

KPIs

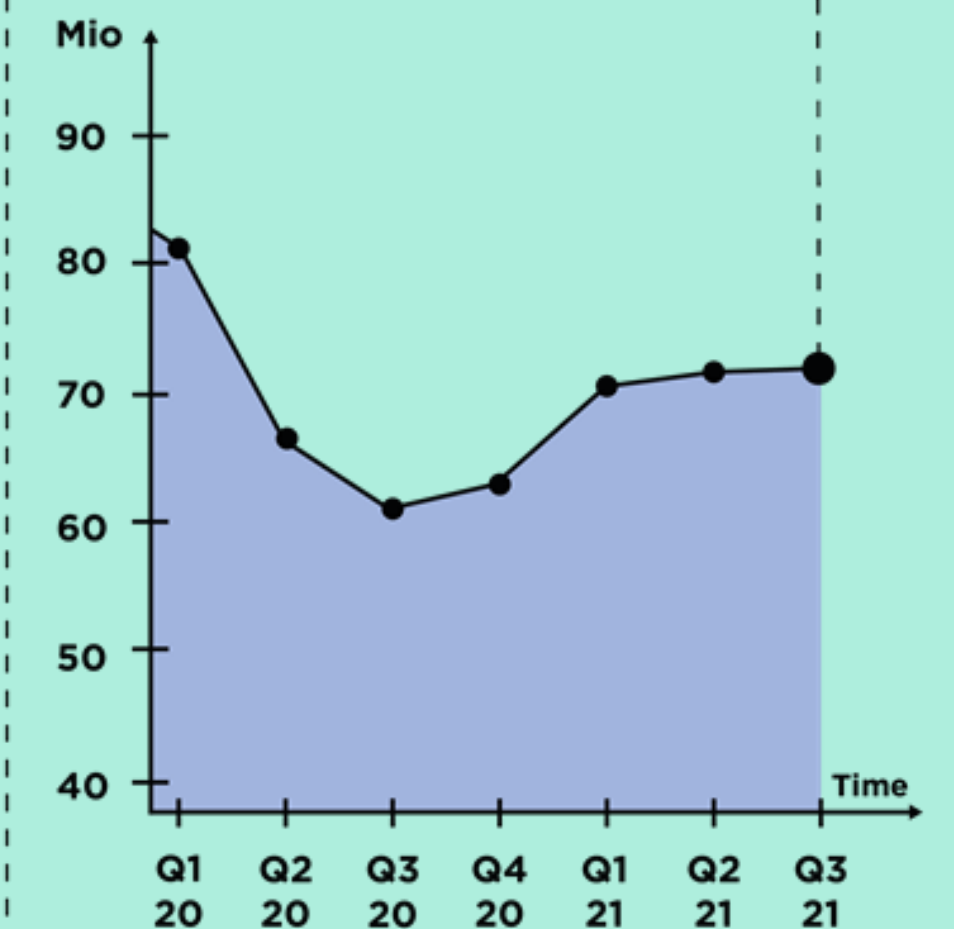
9M
2021

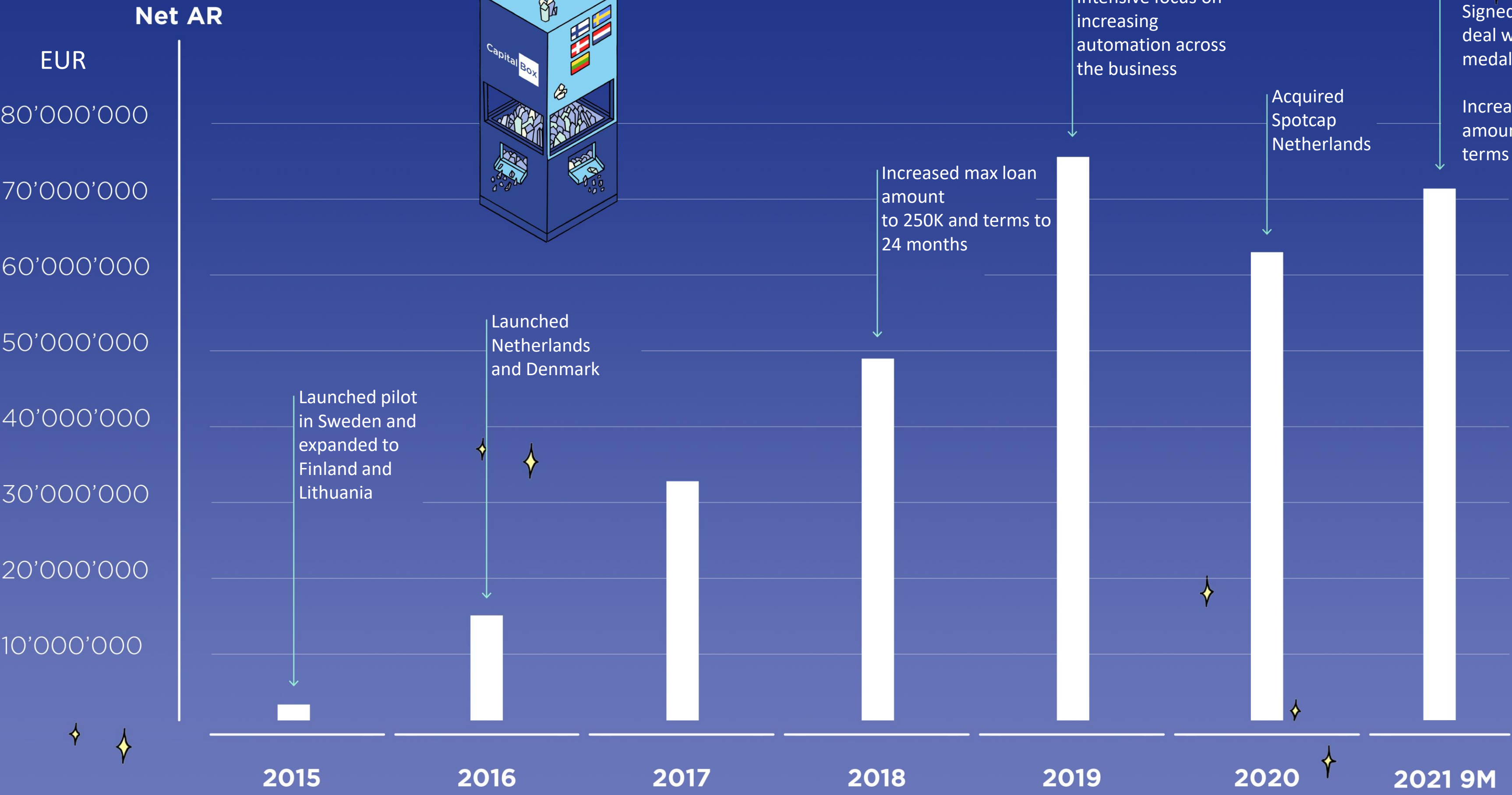
Revenue
EBIT

€ 16,9 m
€ 1,3 m

Net AR

€ 71.2 m





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

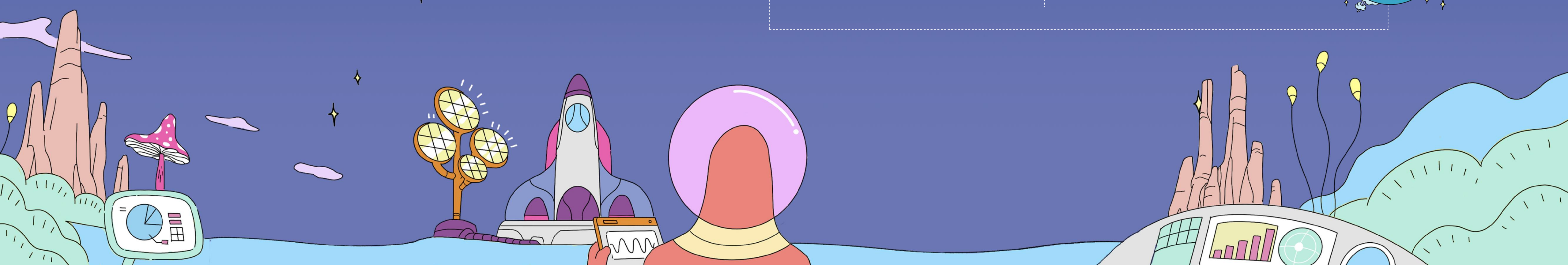
No. 1 in sustainable and personalised shopping and banking in the EU.

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.

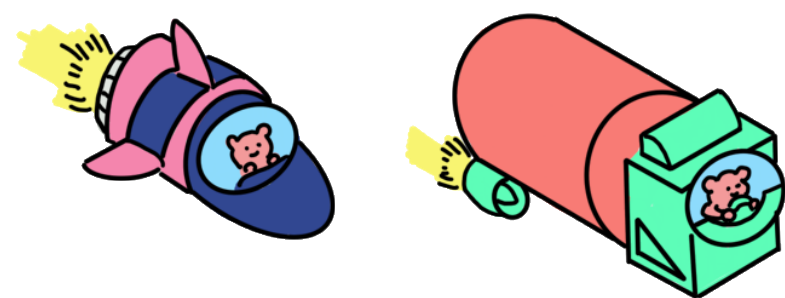




MULTITUDE

9M 2021 RESULTS

IFRS preliminary unaudited financial results
for the period 9M 2021



FINANCIAL OVERVIEW: REVENUE TURN-AROUND & IMPROVING PROFITABILITY

MULTITUDE

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

REVENUE CONTINUES TO INCREASE:

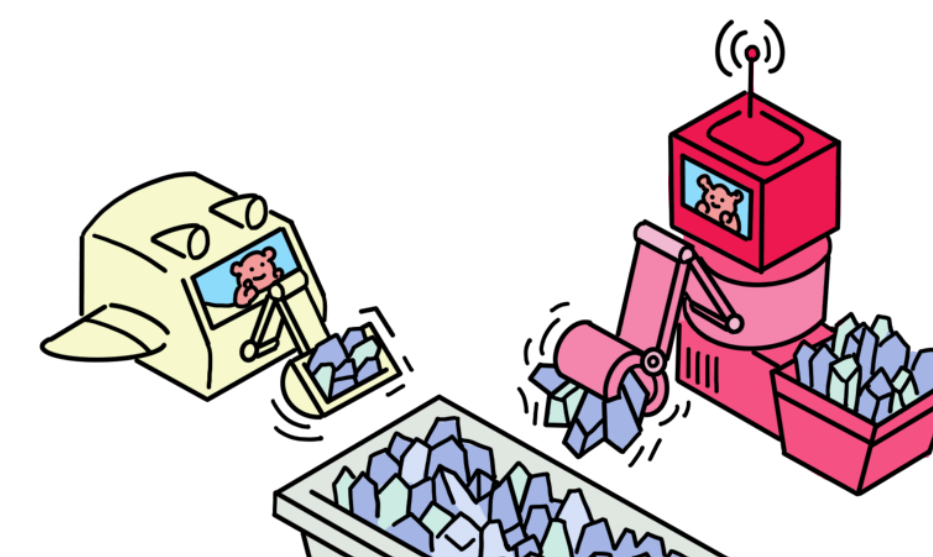
- Positive trend: Q3 revenue exceeding Q1 and Q2 revenue
- Strong revenue dynamic in SweepBank

SOLID 9M EBIT PERFORMANCE

- Credit quality continues to be good
- Operational expenses remain well under control
- Solid EBIT-Margin despite higher marketing expenses

9M NET FINANCING COSTS DECREASED

y-o-y by EUR 2.7 Mio



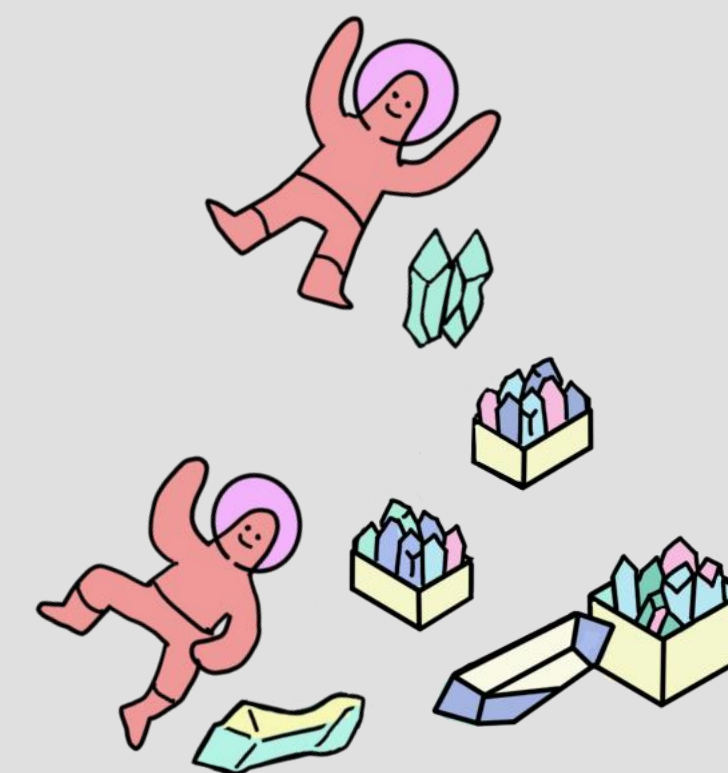


BALANCE SHEET STRUCTURE IMPROVED FURTHER & SUPPORTS CONTINUED PORTFOLIO GROWTH

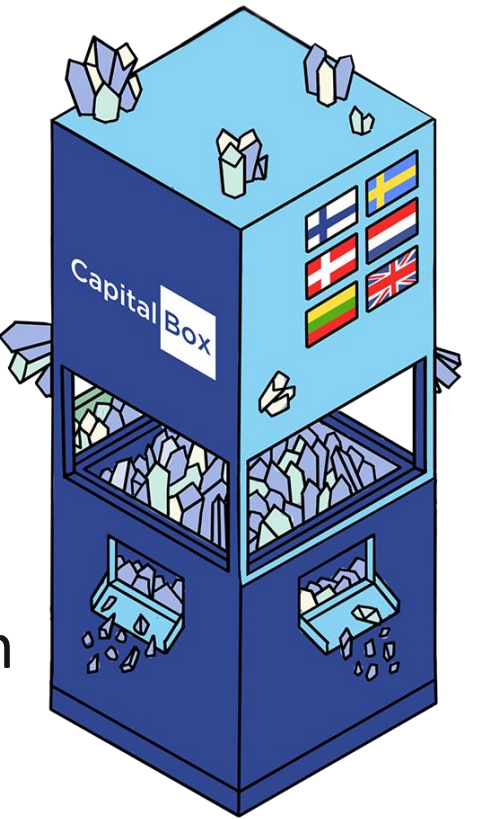
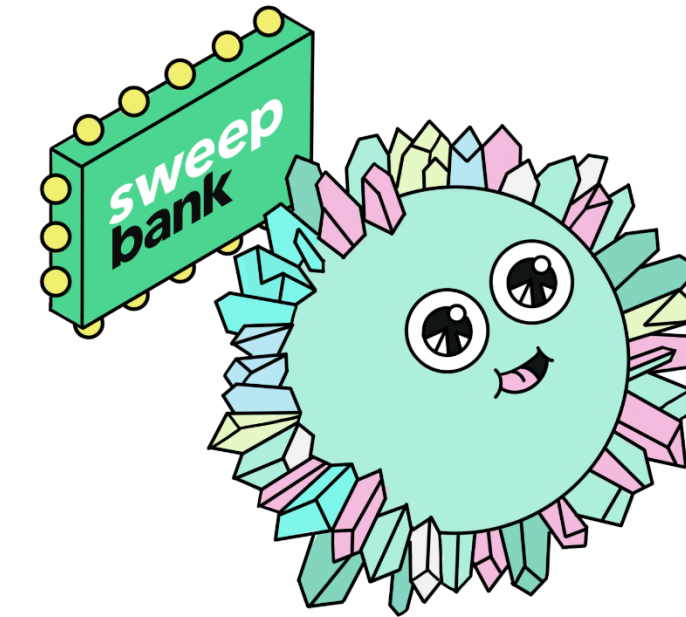
in EUR m	30 Sep 2021	31 Dec 2020	% Change
Assets			
Non-current assets	58.0	59.9	-3.2%
Accounts receivable – customer loans (net)	429.1	361.0	+18.9%
Other receivables	29.6	15.6	+90.4%
Current tax assets	1.5	1.6	-1.6%
Cash and cash equivalents	311.6	236.6	+31.7%
Total Assets	830.1	675.1	+23.0%

in EUR m	30 Sep 2021	31 Dec 2020	% Change
Equity and Liabilities			
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%
Total Equity and Liabilities	830.1	675.1	+23.0%
Net debt to equity ratio	1.94	2.49	-22.0%

- Total Assets up by 23.0% to EUR 830.1 million, compared to Dec 2020
- Driven by loans to customers (+ EUR 68.1 million) and cash and cash equivalents (+ EUR 75.0 million)
- Deposits up by EUR 135.6 million to EUR 475.1 million to support portfolio growth, especially rapidly growing SweepBank
- Decrease in non-current liabilities corresponds with increase in current liabilities due to bond reclassification
- Improved equity ratio level of 21.2% and ND/E at 1.94 due to placement of perpetual bond



SEGMENT VIEW – ALL TRIBES ARE ON TRACK



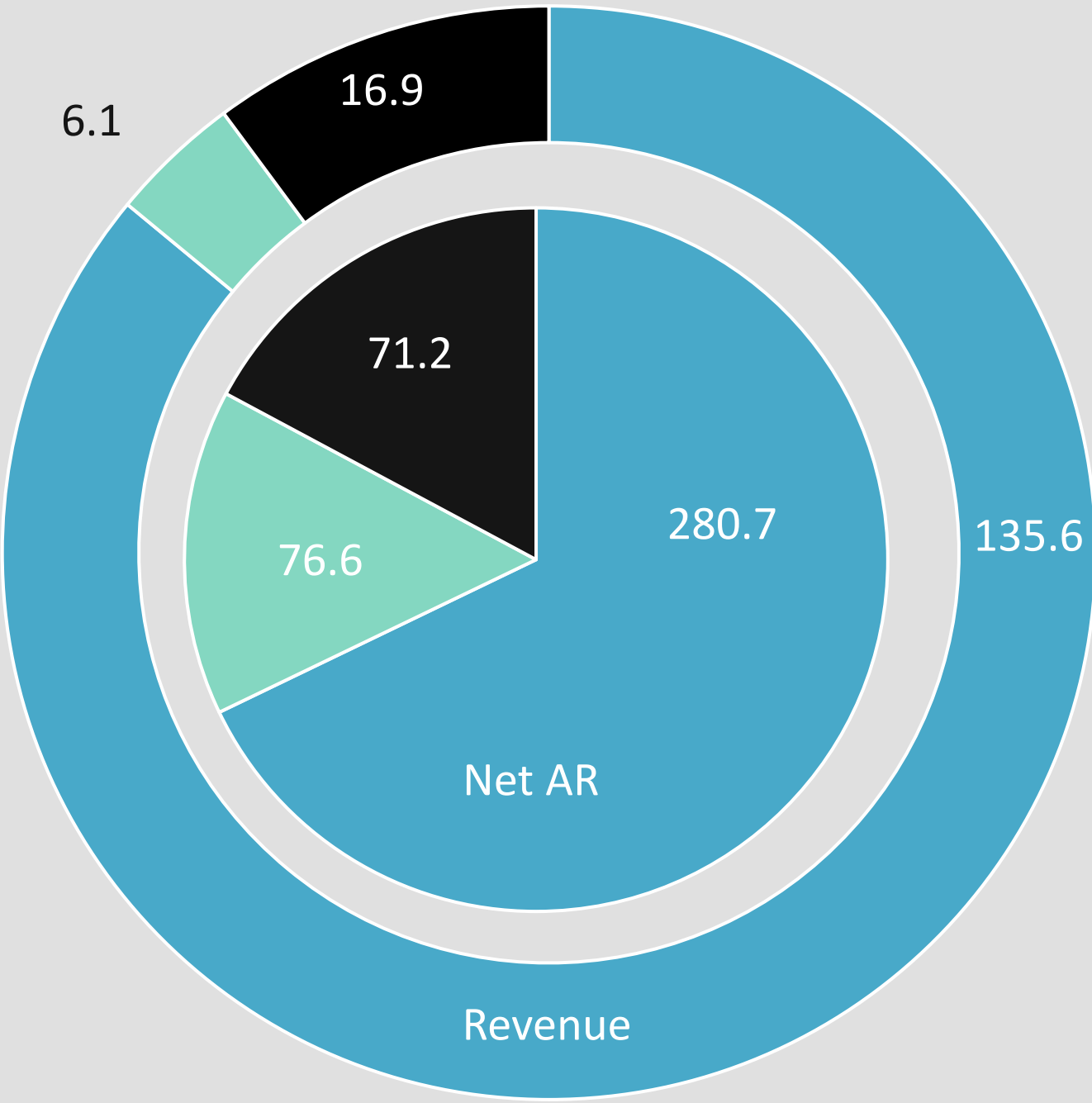
EUR million	Ferratum		CapitalBox		SweepBank		Total	
	9M 2021	9M 2020	9M 2021	9M 2020	9M 2021	9M 2020	9M 2021	9M 2020
Revenue	135.6	153.3	16.9	20.8	6.1	2.5	158.6	176.7
Impairments	41.9	64.0	4.5	6.8	4.1	2.5	50.5	73.3
As % of Revenue	30.9%	41.8%	26.4%	32.7%	68.0%	98.4%	31.8%	41.5%
Marketing	13.6	13.2	3.7	2.3	2.8	0.5	20.1	16.0
As % of Revenue	10.1%	8.6%	21.7%	11.1%	45.7%	20.4%	12.7%	9.1%
Attributable Product Margin	80.1	76.1	8.7	11.7	-0.8	-0.5	88.0	87.4
As % of Revenue	59.1%	49.6%	51.9%	56.3%	-13.7%	-20.0%	55.5%	49.5%
Operating Expenses	47.8	48.5	7.5	4.4	14.1	17.1	69.4	70.0
Operating Profit	32.7	28.7	1.3	4.7	-14.9	-14.1	19.1	19.3
Gross Profit Margin, %	24.1%	18.7%	7.8%	22.6%	-244.7%	-559.4%	12.1%	10.9%
Finance costs, net	8.2	10.0	2.1	2.3	2.2	0.8	14.5	17.2
Profit before tax	24.5	18.7	-0.8	2.4	-17.2	-14.9	4.6	2.1
As % of Revenue	18.1%	12.2%	-4.5%	11.5%	-281.5%	-589.9	2.9%	1.2%

- All 3 tribes show revenue growth compared to previous quarters
- Significant increase in SweepBank revenues driven by strong portfolio growth
- SweepBank revenues account for 4% of total revenues, comparing to 1% in 9M 20
- Marketing expenses increase to push growth
- Solid underwriting performance in all segments
- Very strong profit performance in Ferratum tribe

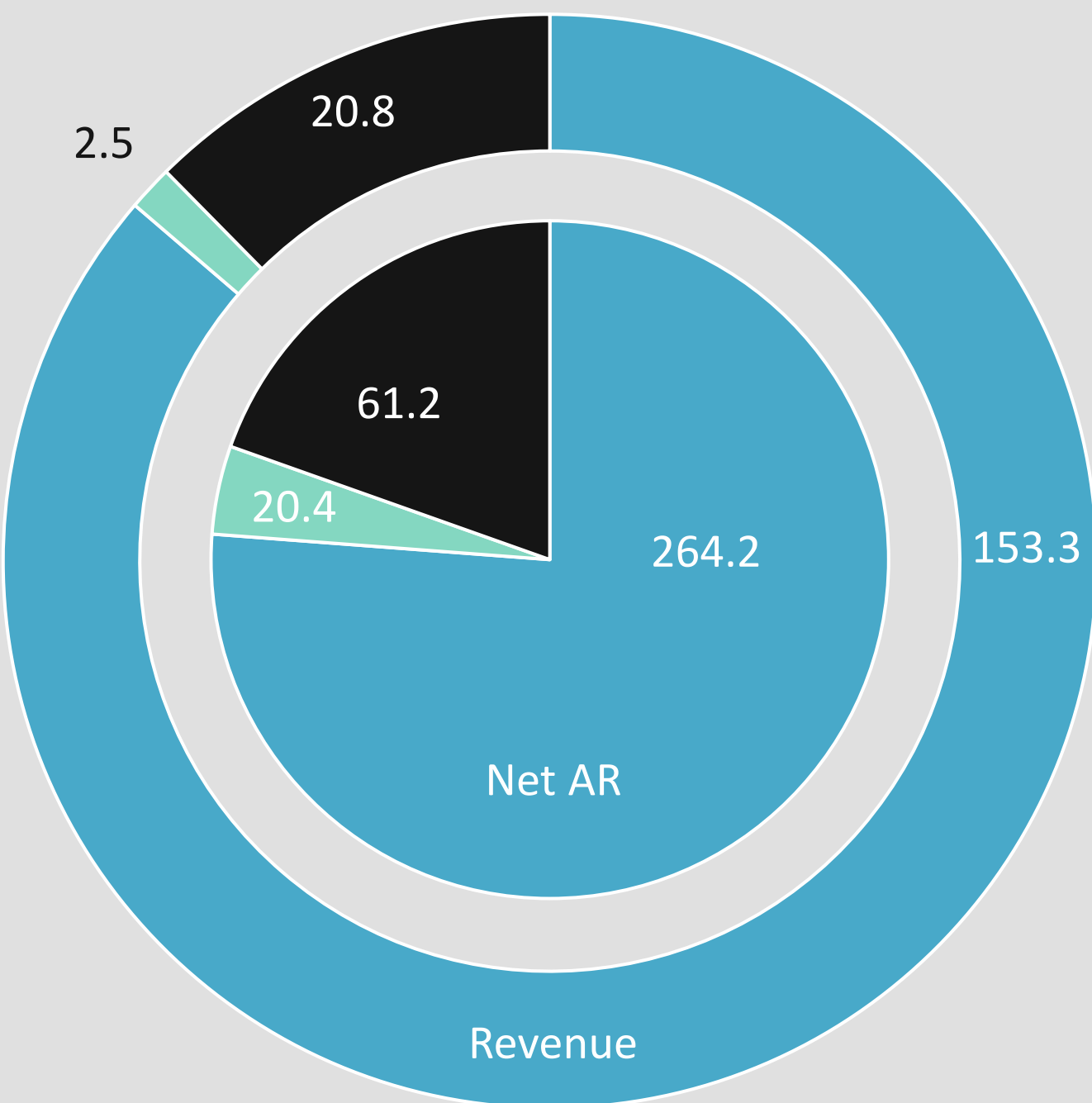
INCREASED REVENUE AND NET AR IN SWEEPBANK

MULTITUDE

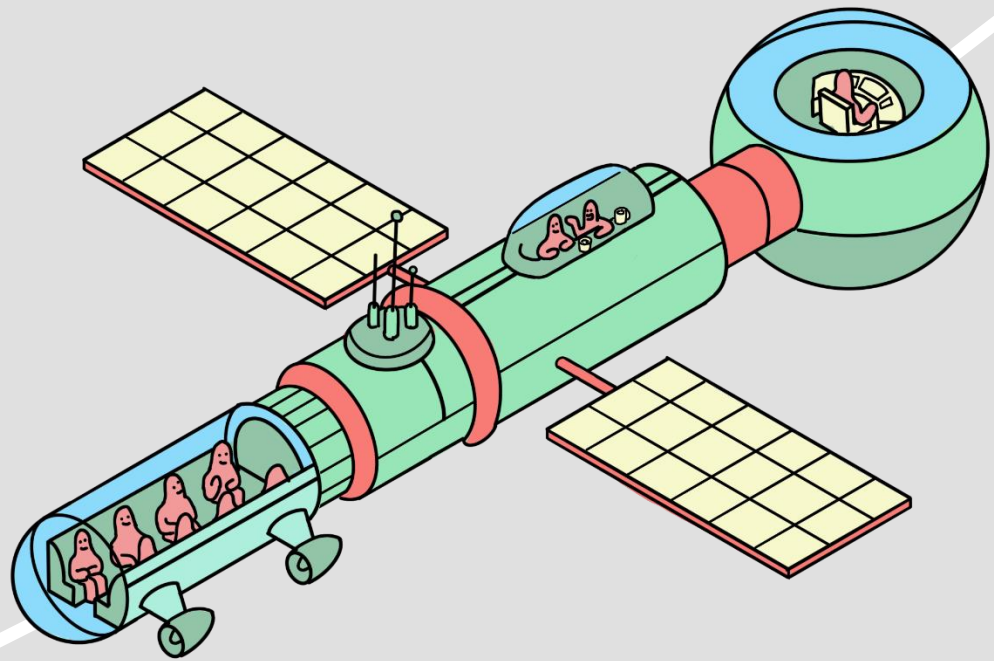
9M 2021 REVENUE AND NET AR



9M 2020 REVENUE AND NET AR



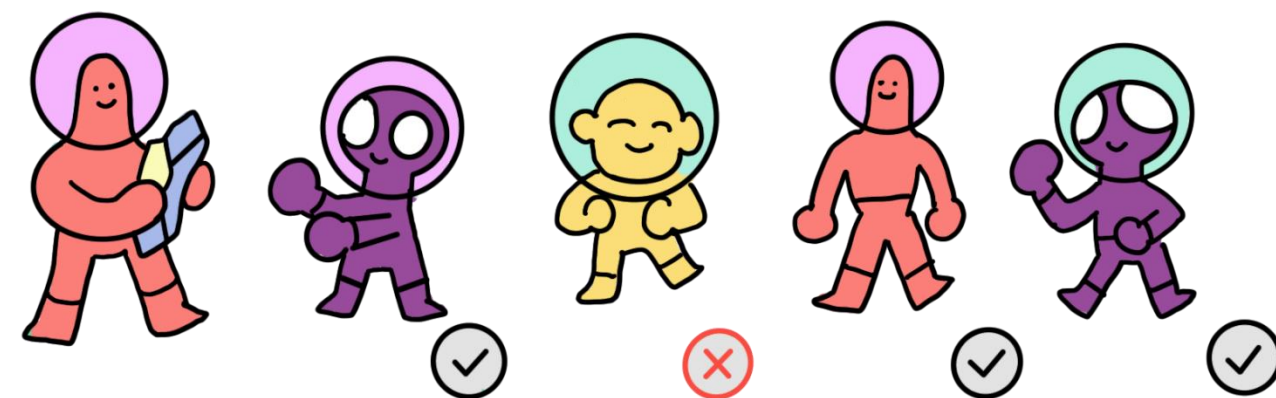
- Ferratum
- SweepBank
- CapitalBox



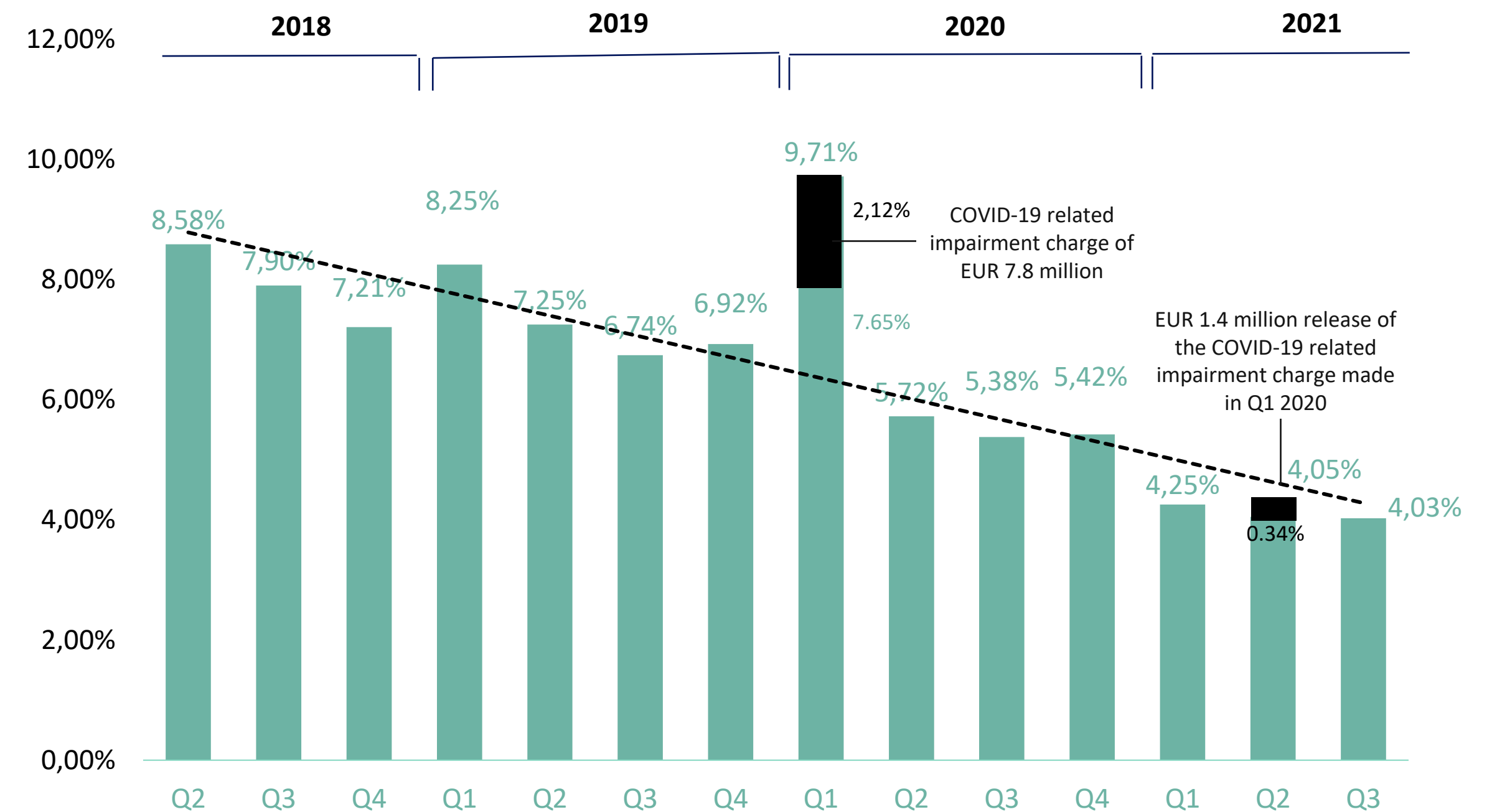
CONTINUED IMPROVEMENT IN ASSET QUALITY

BALANCED GROWTH STRATEGY DRIVES ASSET QUALITY IMPROVEMENTS

- Mid-term improving trend in impairment losses over net accounts receivable (NAR) continues
- Continued improvement of Core Parameter Probability of default (PD)
- Potential negative Macroeconomic Impact on payment behavior has so far been mitigated successfully
- EUR 1.4 Mio impairment release in Q2 (Macroeconomic environment improving)

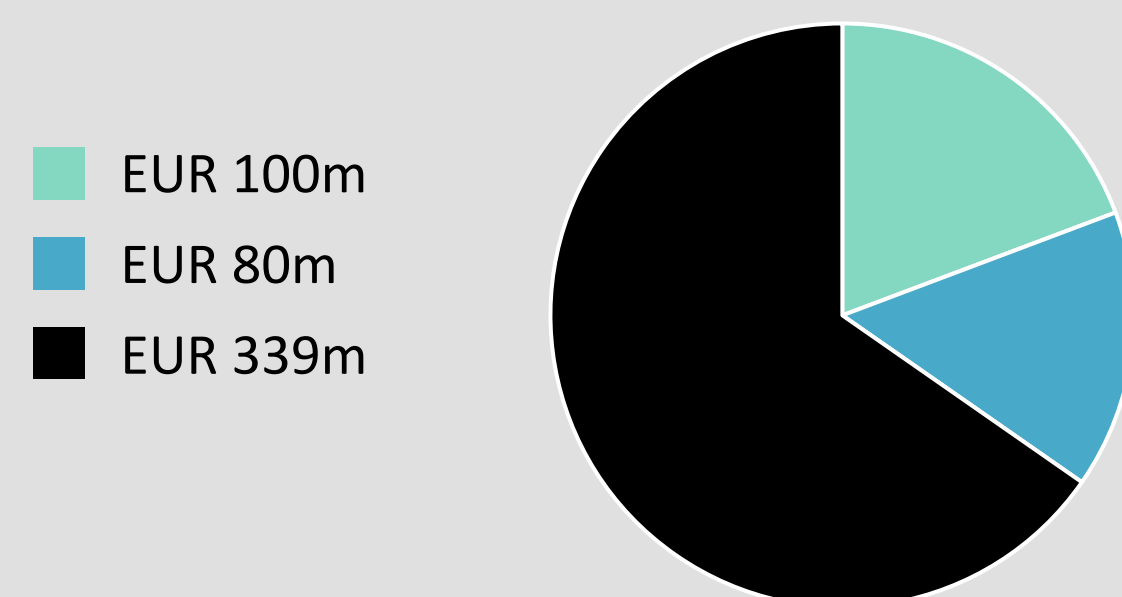


IMPAIRMENT LOSSES (TOTAL) / NAR

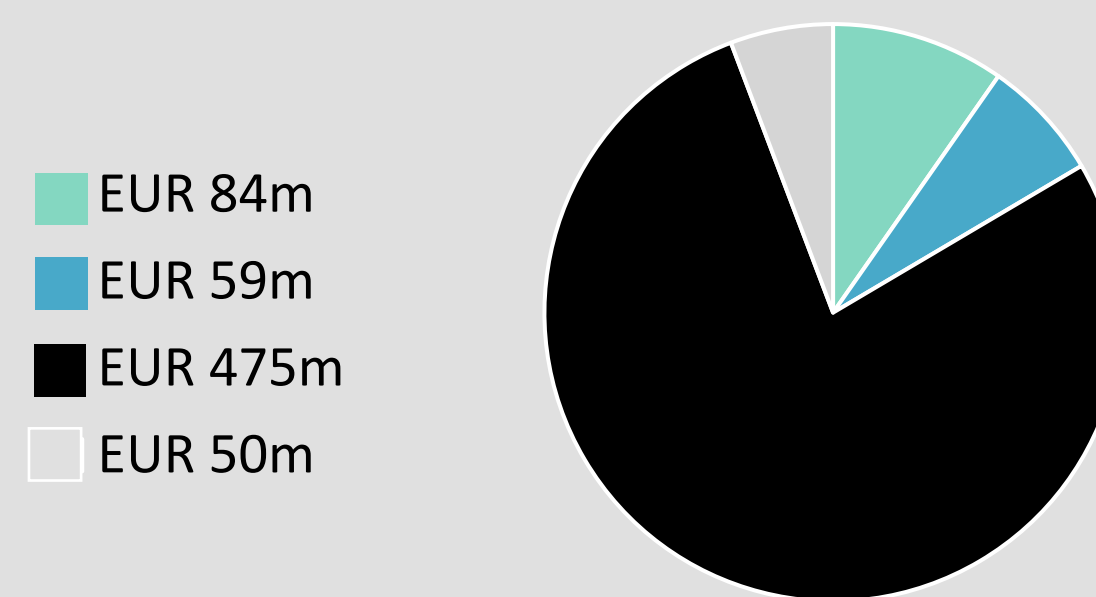


FUNDING STRUCTURE AND COST OF DEBT CAPITAL

FINANCING MIX AT YEAR END 2020

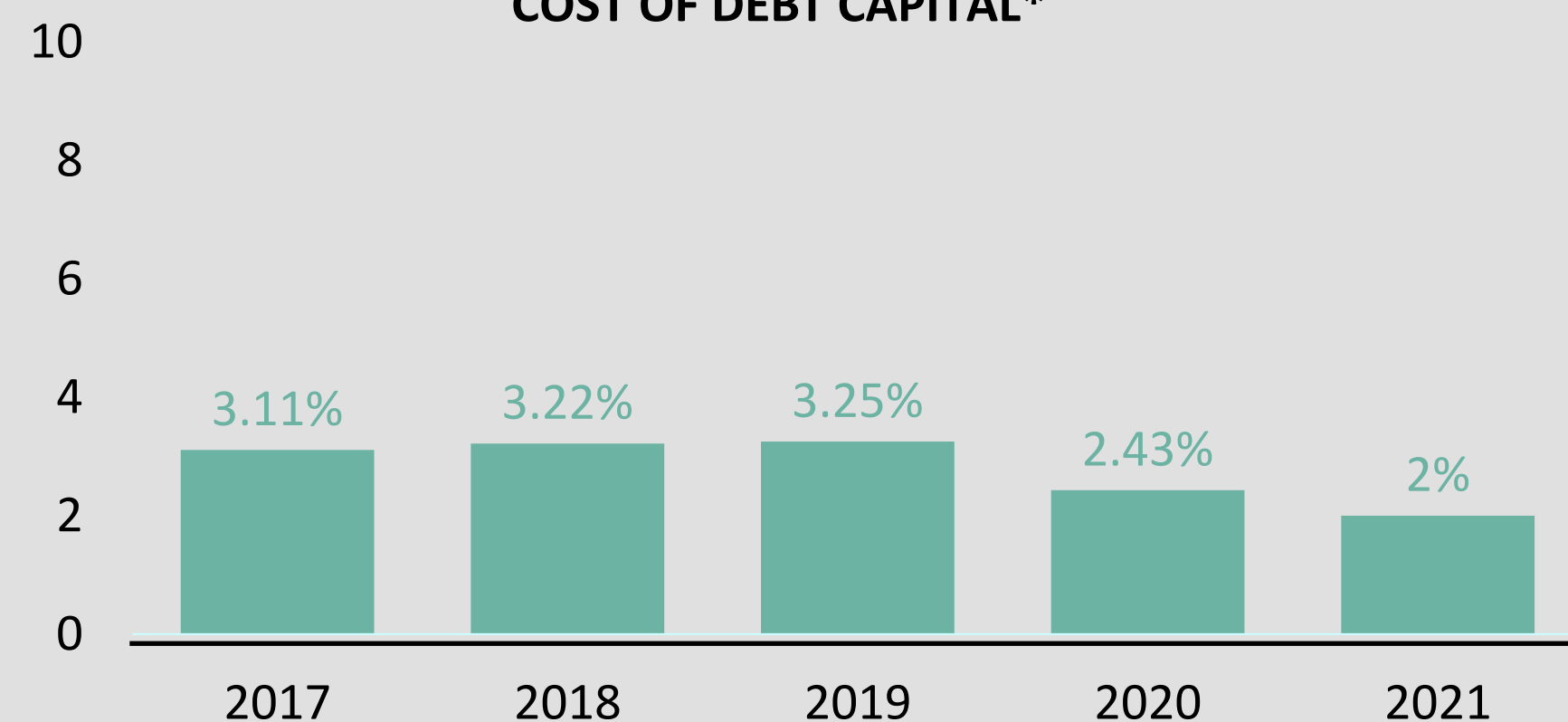


FINANCING MIX AT SEP 30, 2021



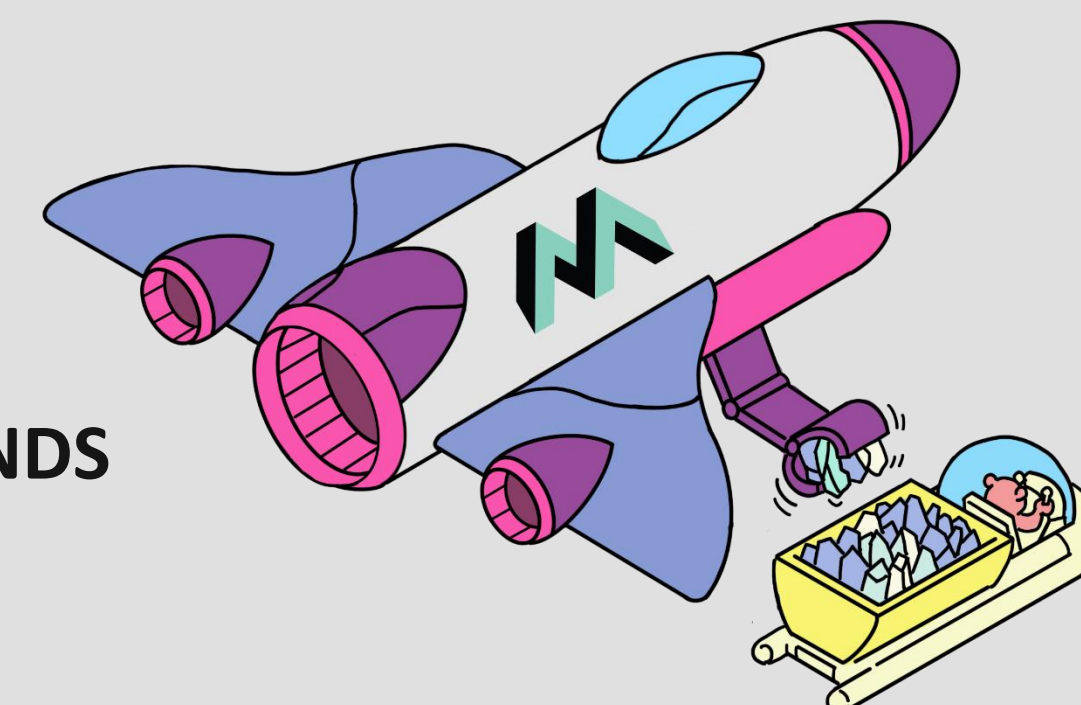
- Ferratum Capital Germany
5.5% + 3m Euribor 2022
- Ferratum Capital Germany
5.5% + 3m Euribor 2023
- Deposits
- Multitude SE
8.90% + 3m Euribor perpetual

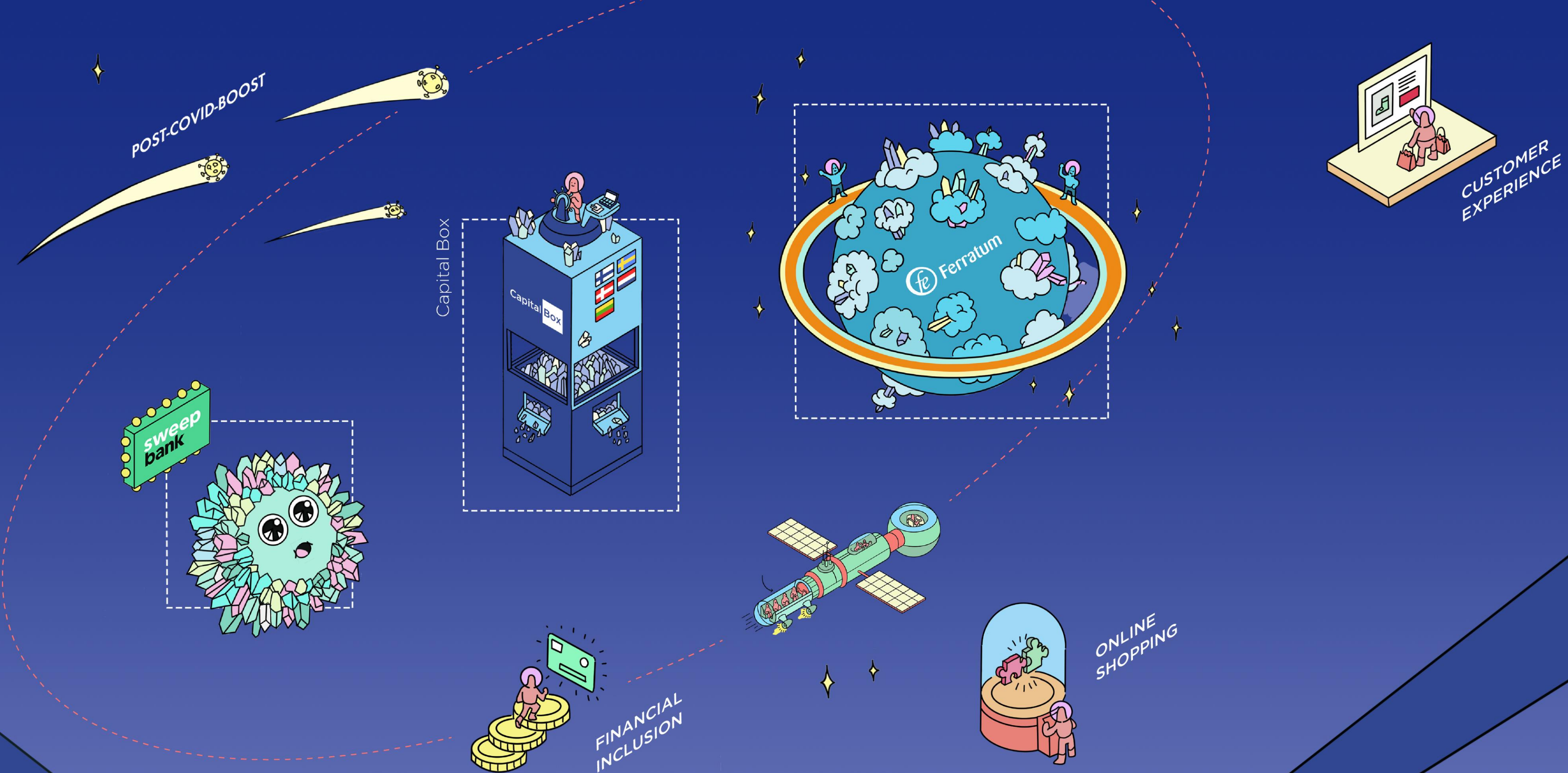
COST OF DEBT CAPITAL*



*Excluding perpetual bond

ISSUE OF A
EUR 50 MILLION IN PERPETUAL BONDS
QUALIFYING
AS IFRS EQUITY COMPLETED
IN JULY 2021.





KEY TAKEAWAYS

1. We are on growth track – Q3 revenue exceeds previous quarters
2. Asset quality continues to be high
3. Successful launch of SweepBank App in Finland
4. Strong profitability in Ferratum Tribe
5. New Tribe CEO in CapitalBox
6. Kick off new ESG approach



Q&A

THANK YOU



ir@multitude.com

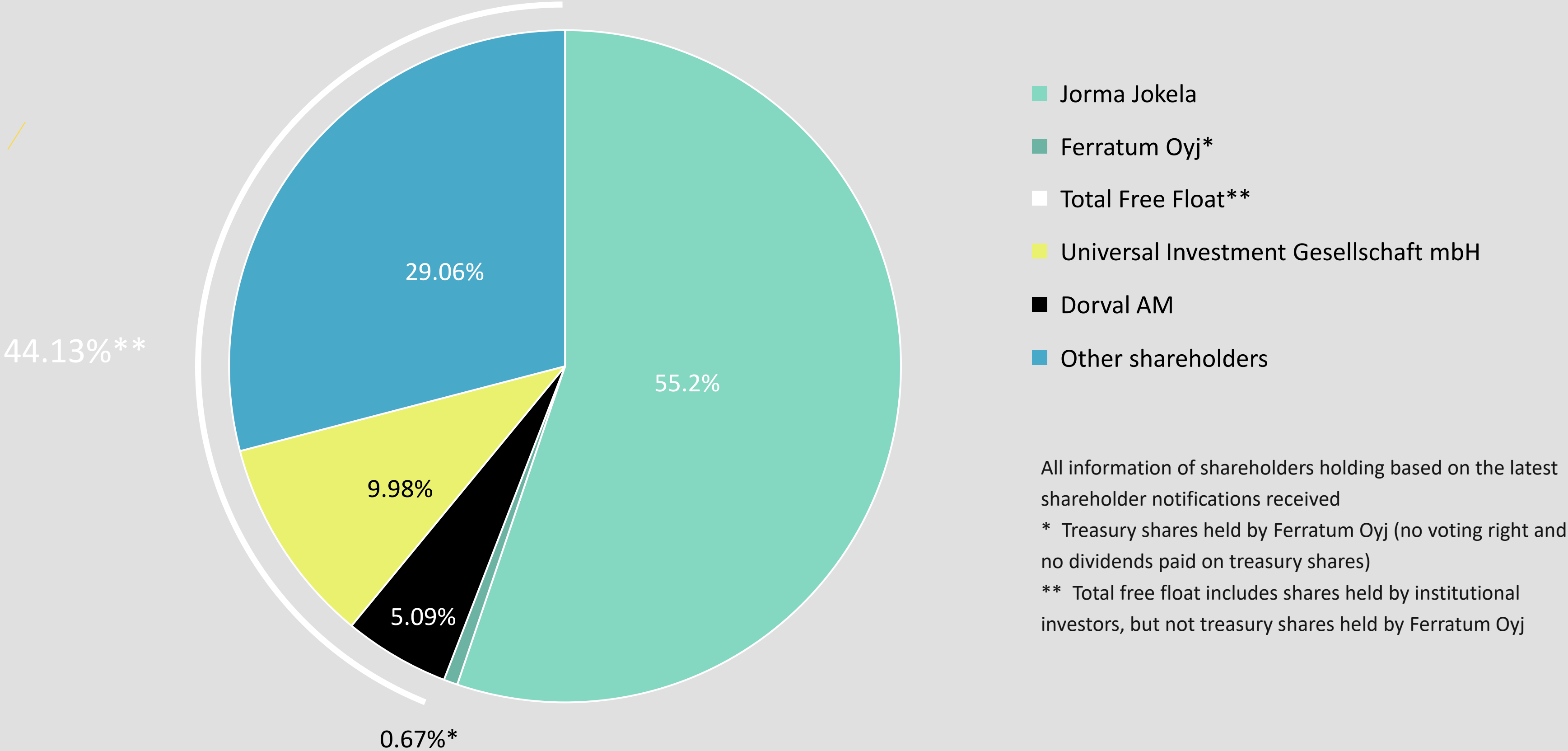
**MULTITUDE SE
RATAMESTARINKATU 11 A
00520 HELSINKI
FINLAND**



MULTITUDE

BACKUP SLIDES

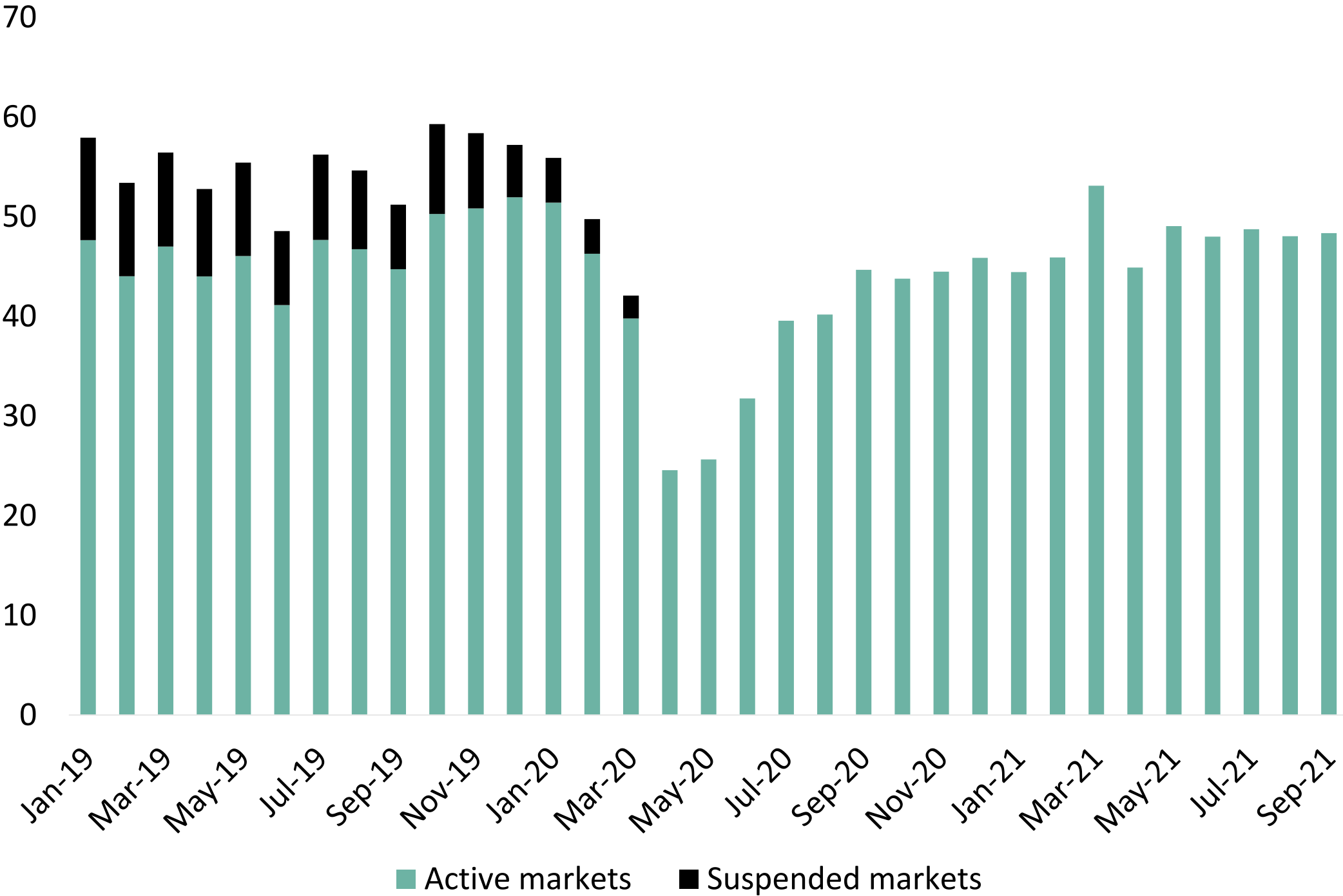
SHAREHOLDER INFORMATION



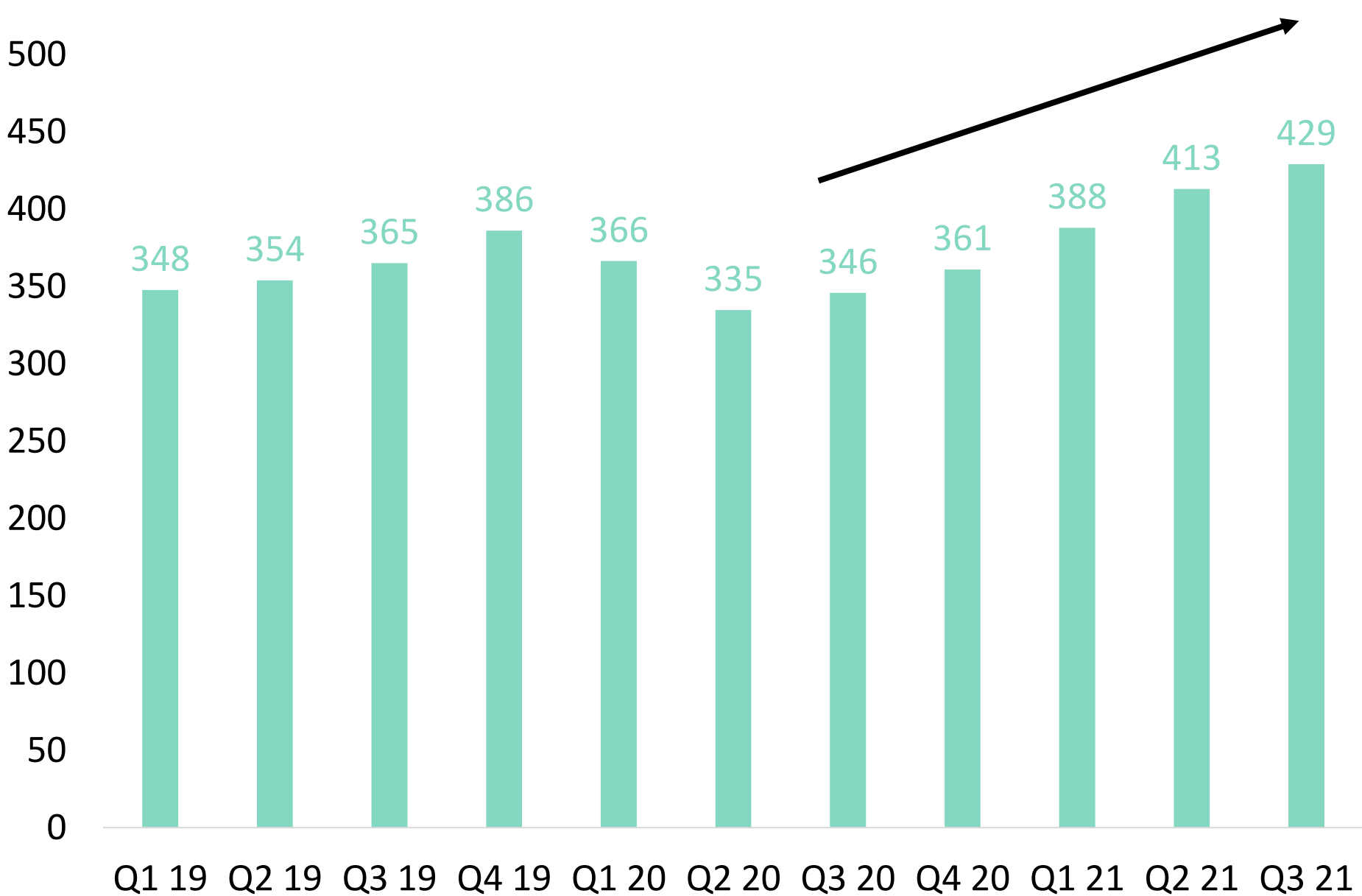
LENDING VOLUME: BACK TO GROWTH

MULTITUDE

LOAN VOLUME DISBURSED, EUR M



NET LOANS TO CUSTOMERS, EUR M



- Increased lending volumes since May 2020
- Continued focus on markets with strong payment behaviour and higher credit quality