



MULTITUDE

Preliminary Results 2022

Earnings Call 16.3.2023

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 Multitude.

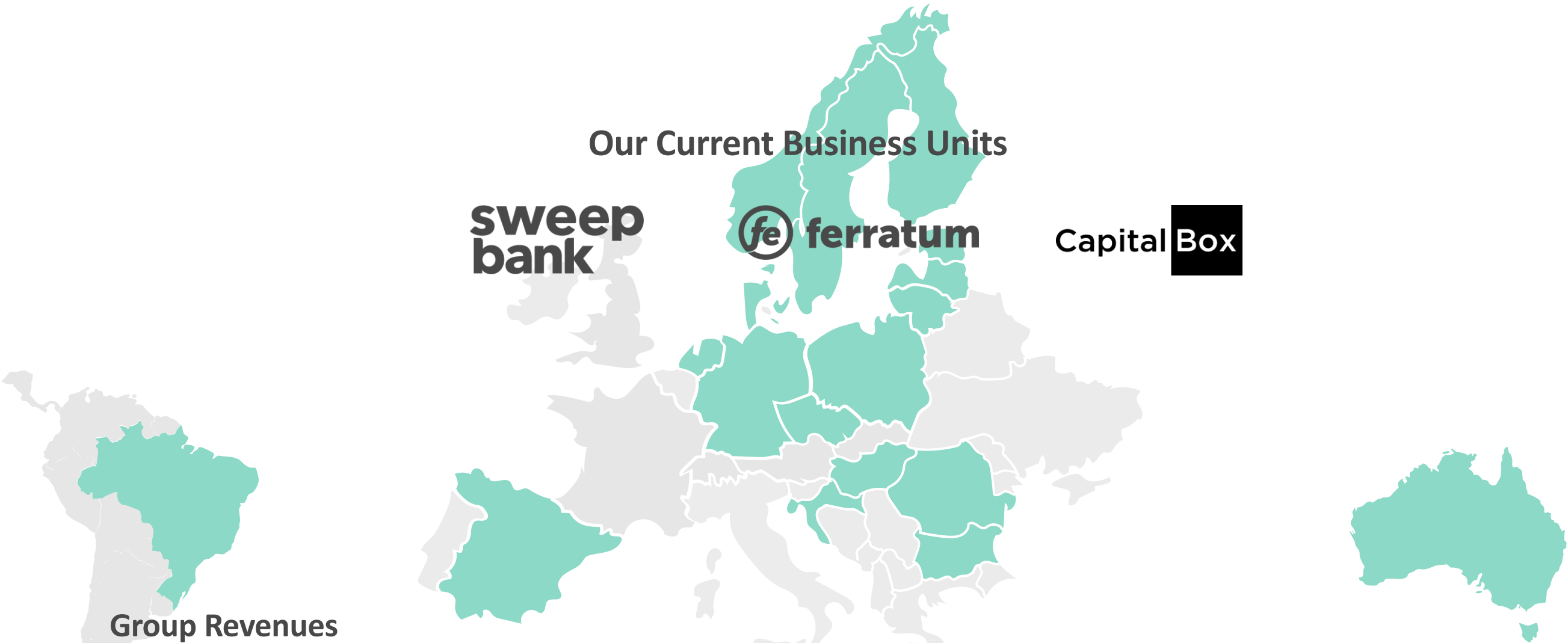
Such statements are based on the current expectations and certain assumptions of Multitude's management, of which many are beyond Multitude's control. The words "aim", "anticipate", "assume", "believe", "continue", "could", "estimate", "expect", "forecast", "guidance", "intend", "may", "plan", "potential", "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 Multitude and, accordingly, Multitude 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 Multitude or otherwise to engage in any investment activity.

WE HAVE BEEN CREATING SUCCESS STORIES IN FINTECH FOR THE LAST TWO DECADES



Founded in Finland in 2005, HQ in Helsinki



EU wide banking licence

Group Revenues
2022*

€212m

Employees

~700

Countries

19

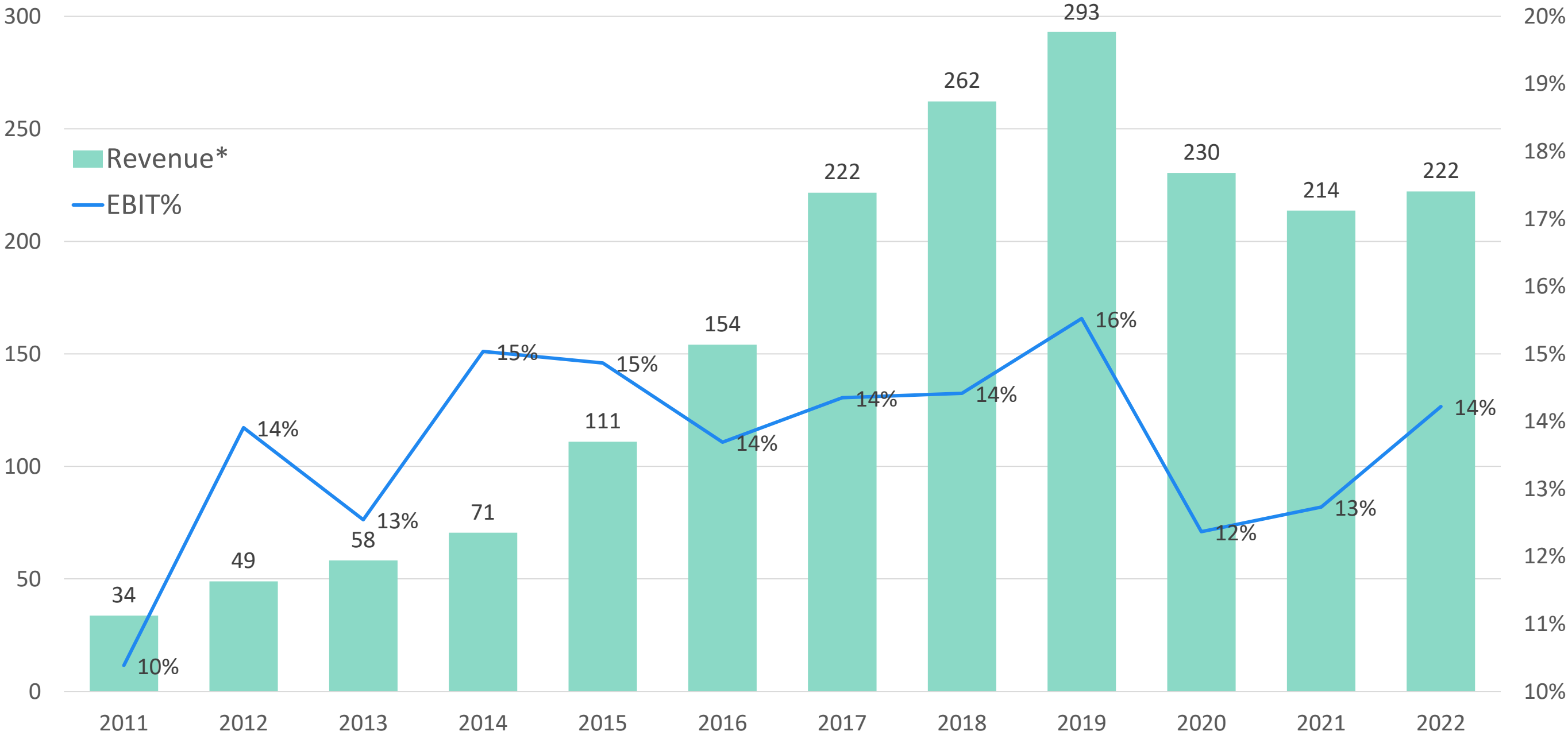
Customers

~400,000

Listed on the
Frankfurt Stock
Exchange

* Net revenue is net of directly attributable transaction costs. For comparison purposes, gross revenue is €222m in 2022.

WE ARE CAPABLE OF DELIVERING PROFITABLE GROWTH WITH 18 YEARS OF EXPERIENCE



* For comparison purposes, gross revenue numbers shown, without netting of directly attributable transaction costs.

WE HAVE A CLEAR VISION OF BUILDING THE MOST VALUED FINANCIAL ECOSYSTEM



VISION

Create the most valued financial ecosystem

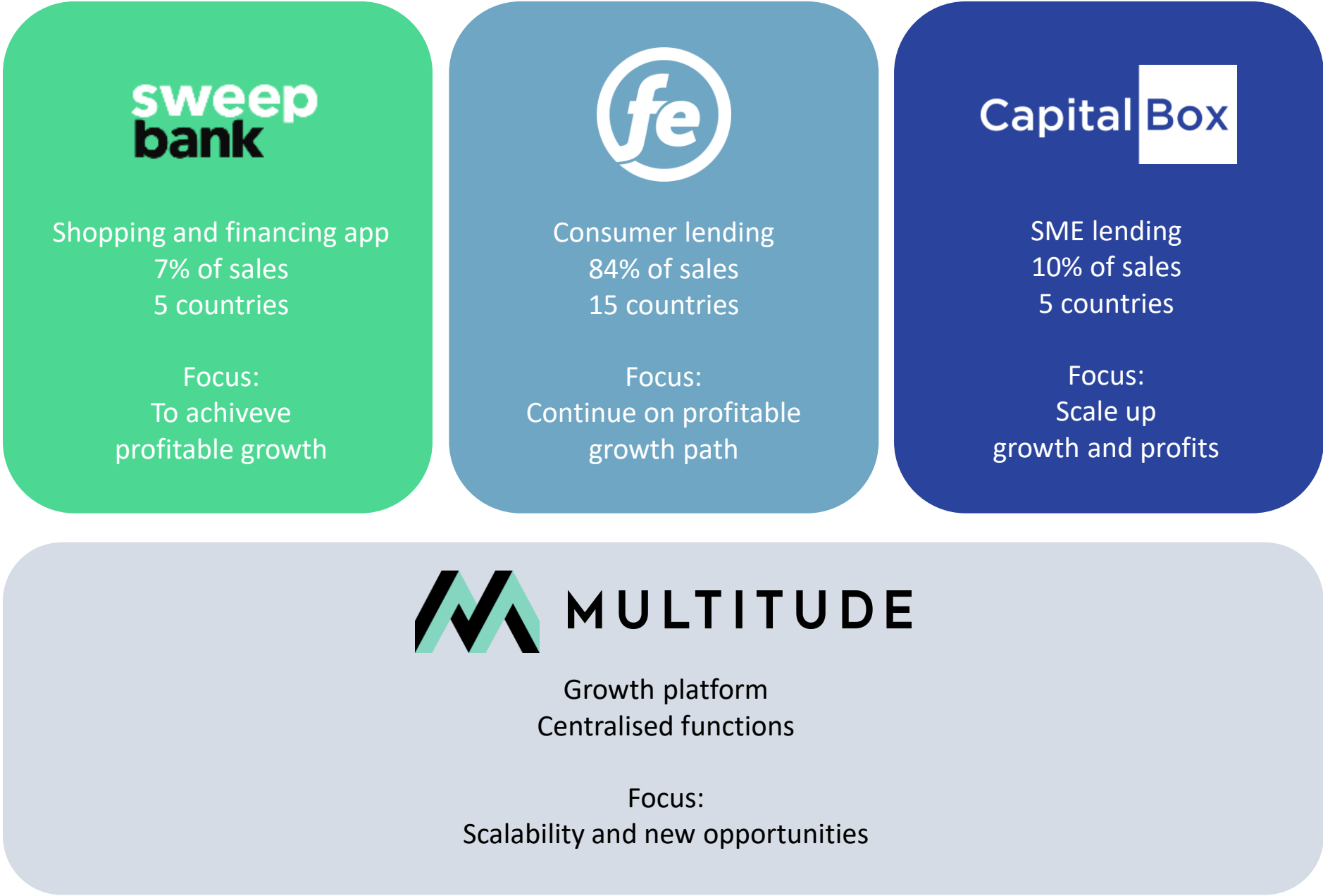
MISSION

Democratise financial services through digitalisation, making them fast, easy & green

OUR VALUES

- Customer centricity – Entrepreneurial spirit – Candour –
Respect – Winning teams

CURRENTLY OUR ECOSYSTEM INCLUDES THREE INDEPENDENT BUSINESS UNITS AND OUR GROWTH PLATFORM



KEY TAKEAWAYS

- WE EXCEEDED OUR EBIT GUIDANCE AND REACHED EUR 31.6M EBIT
- STRONG GROWTH IN PROFITABILITY: NET INCOME EUR 12M
- STRONG PAYMENT BEHAVIOUR CONTINUES
- SUCCESSFUL PLACEMENT OF EUR 50M BOND
- FAVOURABLE MACROECONOMIC ENVIRONMENT SUPPORTS US
- WE CONFIRM OUR EBIT GUIDANCE OF EUR 45M FOR YEAR 2023
- BOARD PROPOSES A DIVIDEND OF EUR 0.12 PER SHARE

CURRENT MACROECONOMIC ENVIRONMENT SUPPORTS OUR GROWTH AND PROFITABILITY



Period during Covid-19:

- Our loan demand dropped by approx. 23%
- Strong payment behaviour and reduced credit risk
- We adjusted our fixed costs to lower levels



Market view for 2023-2024:

Loan demand expected to increase

- Customer spending remains stable, although shifting away from travel and entertainment
- New customer segment: inflation and increasing mortgage rates are creating temporary cashflow demand
- Low price sensitivity

Payment behaviour and credit risk remain stable

- Low unemployment rate
- Increasing salary levels
- Governments support people and companies due to inflation

Multitude's overall fixed costs relatively stable, due to reduced cost base and higher scalability

Ferratum Insights survey*:

- 32% of respondents got salary increase within the past 6 months
- Respondents' spending remains stable, although it is shifting away from traveling and entertainment
- 67% of respondents expect their financial position to stay stable or to improve



• Ferratum Insights, published in Feb 2023. More than 8,000 people surveyed in 13 European countries.
<https://www.multitude.com/ferratum-insights#direct-link-to-ferratum>

MULTITUDE GROUP HIGHLIGHTS 2022

– STABLE GROWTH CONTINUES WITH HEALTHY UPWARD TREND IN EBIT



HIGHLIGHTS 2022

- We exceeded our EBIT guidance, reaching a full year EBIT of EUR 31.6m
- Revenues of EUR 212.4m (+4% y-o-y)
- Growing lending portfolio of EUR 509.5m (+12.8% y-o-y)
- Quarterly upward trending EBIT despite the current market situation
- Payment behaviour in 2022 remained robust
- Stable cash position

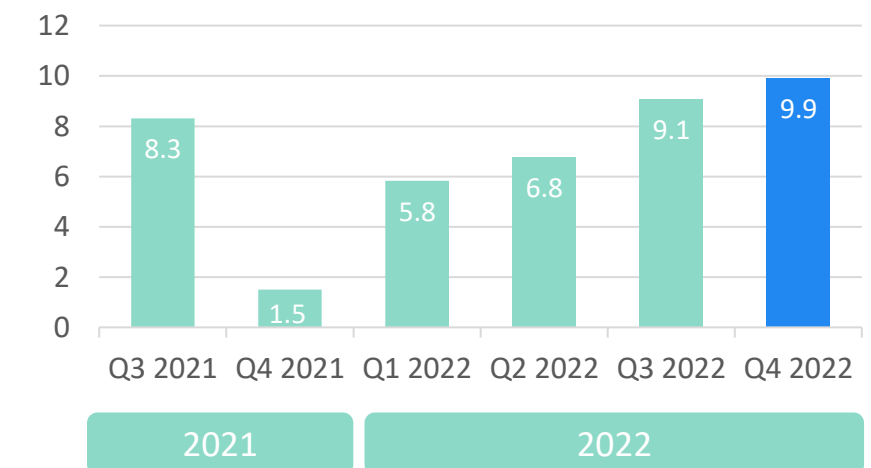
FOCUS GOING FORWARD

- Utilise our agile organisation, to scale down fixed and administration expenses
- Shift initiatives to accelerate our profitability short and mid-term
- Improvements in our growth platform's central processes and value creation in tribes

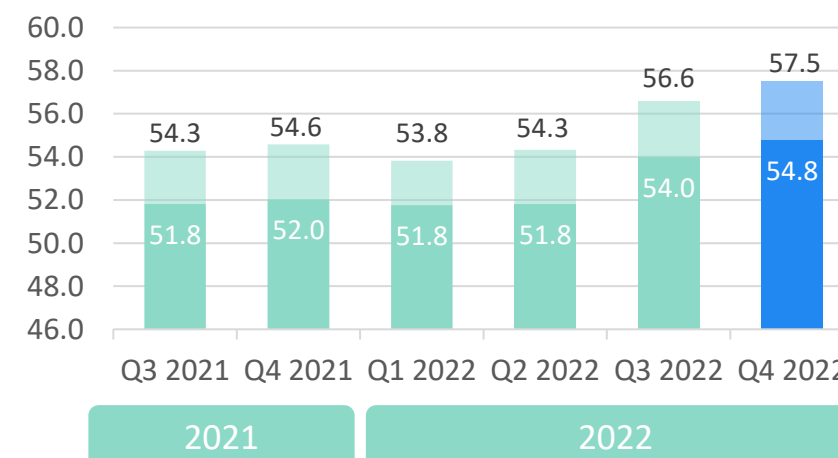
LOOKING AHEAD

- In 2021, we published a four-year EBIT guidance, starting at EUR 20m for 2021 and with 50% growth year on year
- We have exceeded our guidance each year and we confirm that our EBIT guidance for year 2023 is EUR 45m

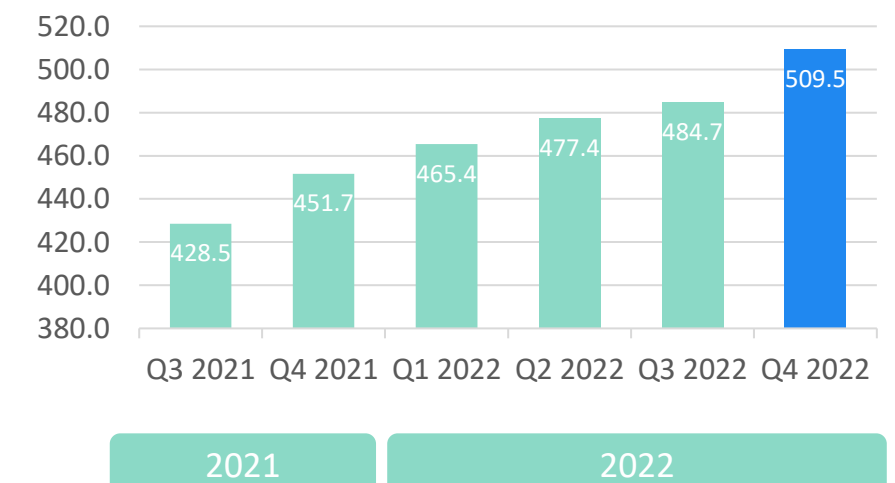
EBIT in EURm



REVENUE in EURm*



NET AR in EURm



* Delta relates to netting of directly attributable transaction costs (IFRS adj.)

SWEEP BANK HIGHLIGHTS 2022

– GROWTH CONTINUES WITH SHIFT TOWARDS PROFITABILITY



HIGHLIGHTS 2022

- Strong revenue growth (+102.4% y-o-y)
- Solid lending portfolio growth (+39.3% y-o-y)
- Decisions to reduce operational and direct costs implemented during H2 2022. Full impact will be realised during H1 2023
- Customer intake in Prime lending in Sweden and Denmark put on hold to improve short-term profitability

FOCUS GOING FORWARD

- Shift focus from fast to profitable growth
- Focus towards products and countries with higher profitability
- Significant reductions in operational costs
- Focus on credit cards and selected prime segment instalment loans
- Suspend development of new mobile bank features and concentrate on expanding growth, from free digital credit card customer base

TARGETS 2023-2024

Our target for 2023 is to achieve EUR -10m EBIT and in 2024 to achieve a positive EBIT

2022 IN NUMBERS

PRODUCTS

3

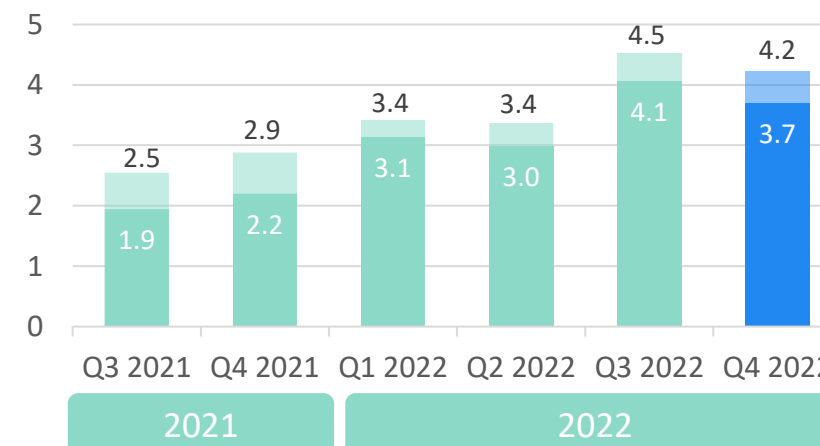
MARKETS

5

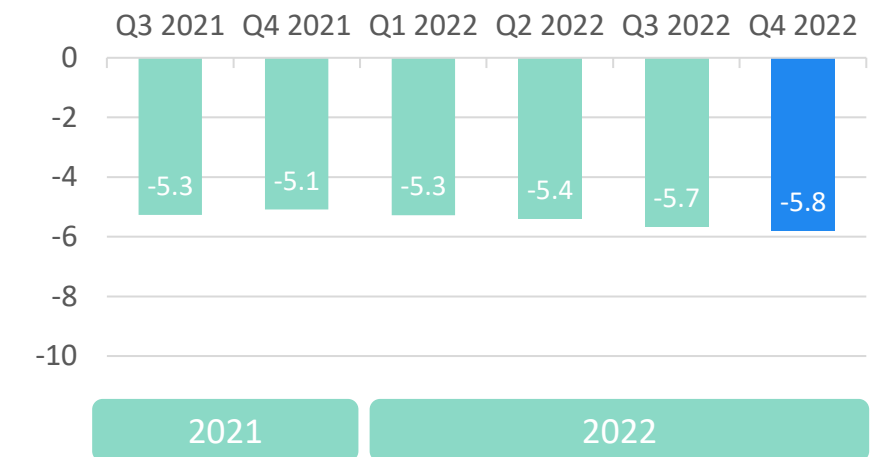
CUSTOMERS

64,620

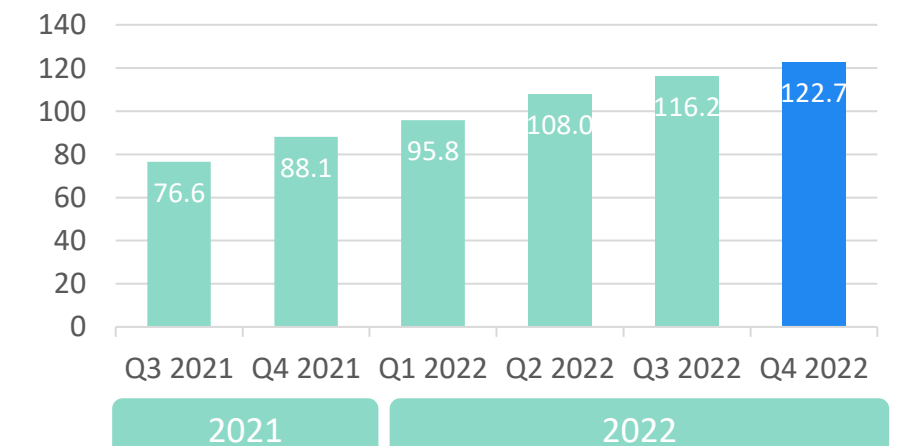
REVENUE in EURm*



EBIT in EURm



NET AR in EURm



* SweepBank business unit revenue numbers include the new initiative, Warehouse lending by Multitude Bank. Delta relates to netting of directly attributable transaction costs (IFRS adj.)

FERRATUM HIGHLIGHTS 2022

– SOLID PERFORMANCE CONTINUES



HIGHLIGHTS 2022

- Stable revenue and EBIT development continues
- Portfolio quality remains robust
- Implementation of customer service outsourcing outside of Europe continues
- NPL portfolios sold in Sweden and Latvia, which reduced Net AR in Q3 2022
- Ferratum suspended lending in Brazil and Australia during 2022

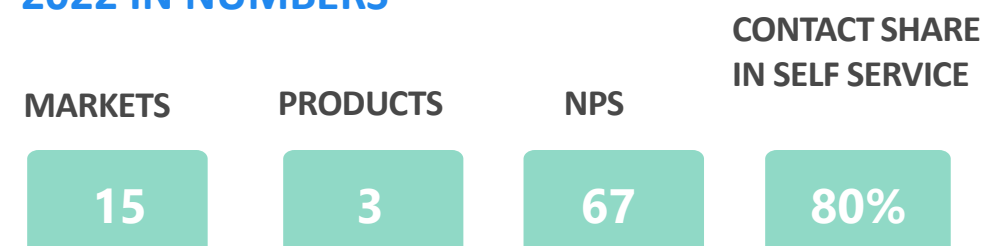
FOCUS GOING FORWARD

- Shift lending to higher profit countries
- Expand product portfolio and enter new countries
- Continue Credit Limit product rollout
- Strong cost control and process automation
- Credit risk and underwriting innovations

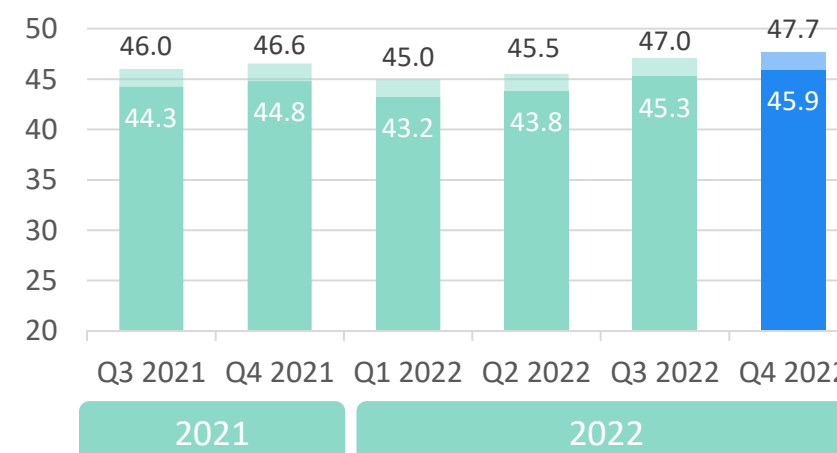
TARGETS 2023-2024

Our target for 2023 and 2024 is to achieve 5% higher EBIT than the previous year

2022 IN NUMBERS

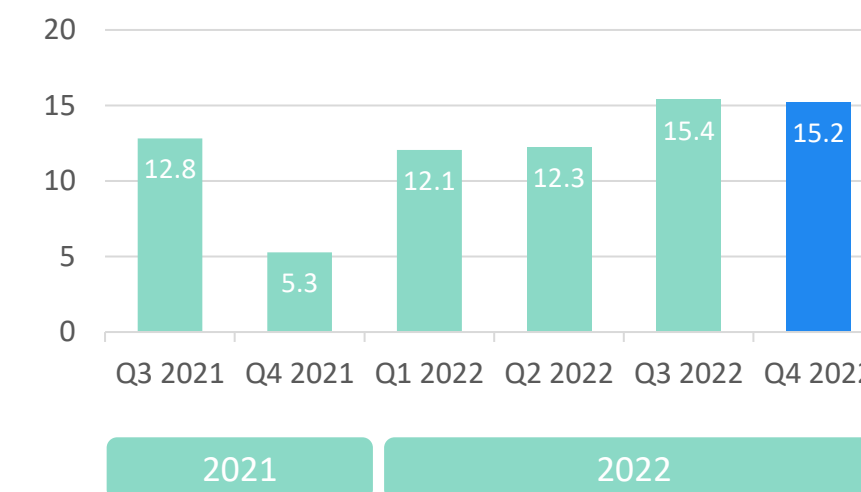


REVENUE in EURm*

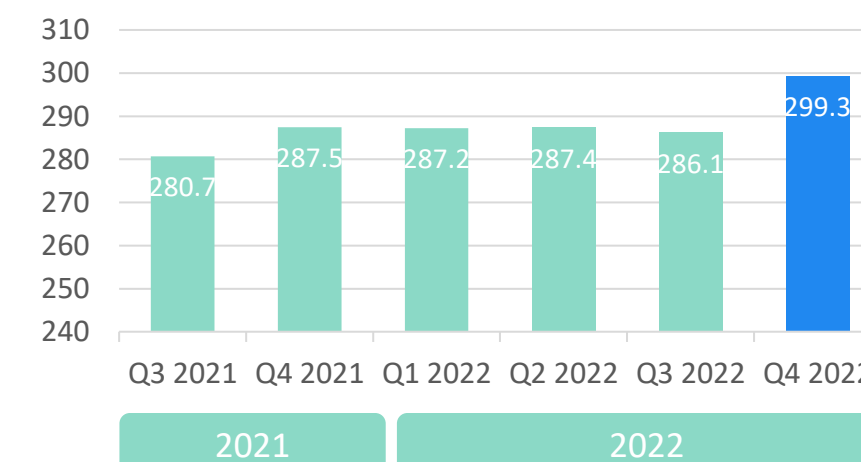


* Delta relates to netting of directly attributable transaction costs (IFRS adj.)

EBIT in EURm



NET AR in EURm



CAPITALBOX HIGHLIGHTS 2022

– TURNAROUND BACK TO GROWTH AND PROFIT IN PROGRESS

HIGHLIGHTS 2022

- During H1 we experienced internal management and performance challenges
- During H2 we started a turnaround process to improve sales activities, to reduce costs and to improve credit control
- Key part of the change process was to hire a new CEO, who started in Dec 2022
- We started to improve results during Q4, but full impact will be realised during 2023
- Payment behaviour was volatile and is improving

FOCUS GOING FORWARD

- Expand distribution channels
- Double the approval rate with product and underwriting innovations, while maintaining same credit risk level
- Full automation of underwriting and sales of all loan processes, leading to further reduction of cost ratio

TARGETS 2023-2024

Our target for 2023 is to achieve EUR 5m EBIT and in 2024 to achieve EUR 10m EBIT

2022 IN NUMBERS

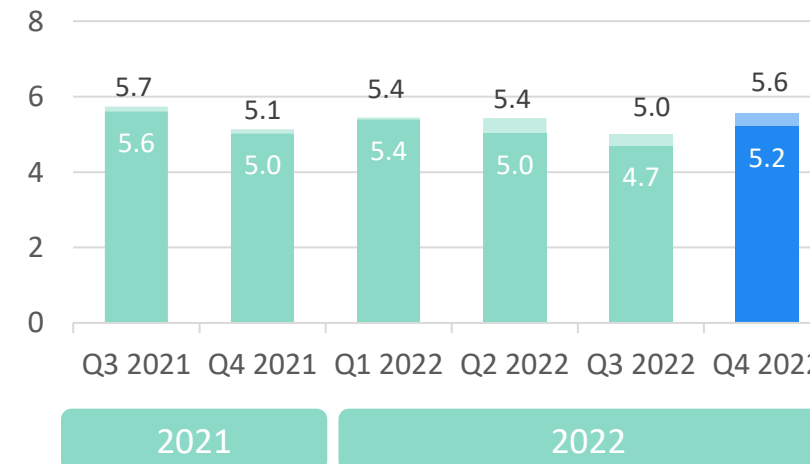
PRODUCTS

3

MARKETS

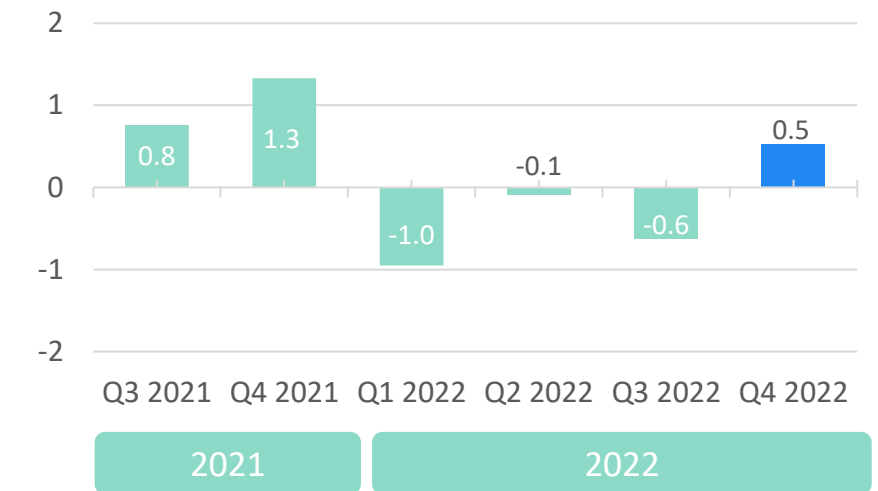
5

REVENUE in EURm*

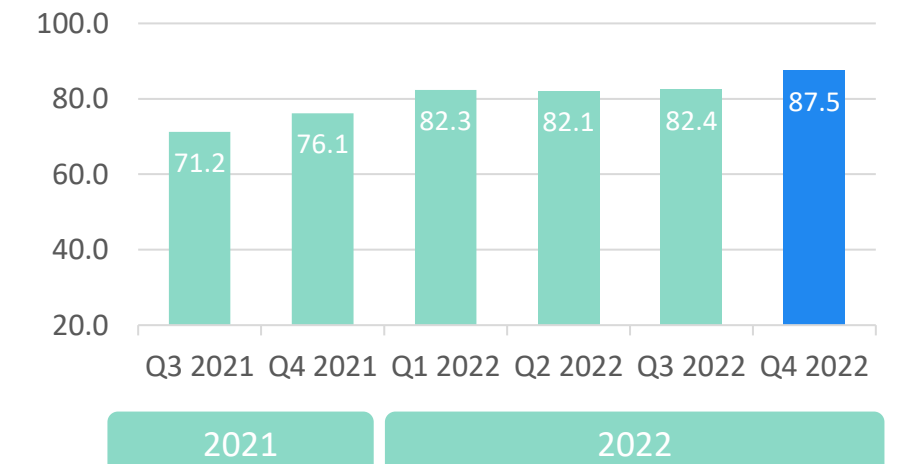


* Delta relates to netting of directly attributable transaction costs (IFRS adj.)

EBIT in EURm



NET AR in EURm



BUILDING A SUSTAINABLE GROWTH PLATFORM – ESG GOALS AND KPIS



2025 GOAL		2025 TARGETS	PROGRESS TO 2025 GOALS
ESG	UNDERSTAND AND REDUCE THE GROUP ENVIRONMENTAL FOOTPRINT	Set & meet emission reduction targets for 2025	Scope 2 & 3 measurement – Publication in Q1 2023
		> 65% of Sweep app purchases are digital	44% of purchases digital as at 31 December 2022
	MONITOR, REPORT ON AND IMPROVE STAKEHOLDER WELL-BEING - CUSTOMERS	Ferratum Responsible Lending Index Score $\geq 4.5^*$ with 5 as maximum score achievable	Q4 Score: 4.3/5
		<div><div> ferratum NPS ≥ 65</div><div> sweep bank NPS ≥ 65</div><div> Capital Box NPS ≥ 65</div></div>	<div><div> ferratum NPS: 67</div><div> sweep bank NPS: 42</div><div> Capital Box NPS: 63</div></div>
		$\geq 50\%$ Ferratum customer content educational	15% as at 31 December 2022
	EMPLOYEES	Bi-annual Performance and Development Reviews	Ongoing to be concluded in Q1 2023
		Average 15 hrs training per employee per year	Achieved for 2022
		eNPS of 25	<ul style="list-style-type: none">eNPS of 7 and Group efforts on track for eNPS of 25New Hybrid Policy Implemented
		38% of board and 38% of management are female	<ul style="list-style-type: none">Diversity and Inclusion Statement finalisedManagement Female:36% Board Female:25%
	EMBED ESG CONSCIOUS PRACTICES	Materiality Assessment Integration in ESG Strategy	Updated Materiality Assessment completed and double-materiality assessment planned for 2023.
ESG Policy and Human Rights Statement implemented		ESG Policy and Human Rights Statement published June 2022	
ESG assessment implemented for key suppliers and business relationships		ESG assessment framework under revised procurement strategy in development	



MULTITUDE

2022 RESULTS

IFRS preliminary unaudited financial results for
the 12 months ended 31 December 2022

FINANCIAL OVERVIEW: REVENUE GROWTH WITH SUBSTANTIAL PROFIT INCREASE



in EURm	2022*	2021**	%/pp change
Revenue	212.4	204.2	4.0%
Impairment on loans to customers	(78.7)	(71.9)	9.3%
% of revenue	-37.0%	-35.2%	1.8pp
Costs of operations:			
Bank and lending costs	(13.4)	(13.9)	-3.8%
Selling and marketing expenses	(12.2)	(15.6)	-22.0%
Personnel expenses	(34.0)	(33.0)	3.0%
General and administrative expenses	(24.4)	(26.5)	-7.9%
Depreciation and amortisation	(17.5)	(15.3)	14.4%
Operating profit, continuing	32.2	27.8	15.8%
Other income, net	(0.6)	(0.6)	0.0%
Profit before interests and taxes ('EBIT')	31.6	27.2	16.2%
EBIT margin, in %	14.9%	13.3%	1.6pp
Finance costs, net	(17.8)	(22.5)	-20.9%
Profit before income taxes	13.8	4.7	195.2%
Profit before tax margin, in %	6.5%	2.3%	4.2pp
Income tax expenses	(1.8)	(2.4)	-22.6%
Profit from continuing operations	12.0	2.3	420.6%
Loss from discontinued operations	-	(5.8)	-100%
Profit (loss) for the year	12.0	(3.5)	na

* Customer acquisition costs in all business units offset from revenue (IFRS adjustment)

** Restated to reflect IFRS requirement of offsetting of customer acquisition cost from revenues, reclassification of depository compensation scheme costs, and adjustment in carve-out of discontinued operations (translation difference). Total impact of restatement and reclassifications on 2021 P&L: EBIT +EUR 3.3m, Profit from continued operations +EUR 1.1m, Total net profit after discontinued operations -EUR 0.9m.



IMPROVING BUSINESS; OPERATIONAL, AND FINANCIAL PERFORMANCE:

- Revenues grew by 4% from EUR 204.2m in 2021 to EUR 212.4m in 2022
- For comparison purposes, gross revenues were EUR 222.2m and EUR 213.7m in 2022 and 2021 respectively
- Impairment losses increased by 9.3% mainly due to business growth in SweepBank and mid-year performance issues in CapitalBox and SweepBank
- Selling and marketing expenses reduced by 22.0% (on a gross basis reduction of 14.8%)
- Personnel expenses de facto stable
- Other operating expenses well under control
- Reduction in net finance costs by EUR 4.7m (-20.9% y-o-y)



STRONG PROFITABILITY METRICS:

- EBIT EUR 31.6m (14.9% margin) and PBT EUR 13.8m (6.5% margin)
- Net profit EUR 12.0m (5.6% margin) compared to EUR 2.3m last year (EUR -3.5m after loss from discontinued operations)

BALANCE SHEET: ASSETS REFLECTING BUSINESS GROWTH AND DELEVERAGING STRATEGY



in EURm	2022	2021	% change
Non-current assets			
Property, plant and equipment	3.1	3.4	-9.5%
Right-of-use assets	4.6	1.6	185.1%
Intangible assets	31.4	35.9	-12.4%
Deferred tax assets	7.2	7.0	2.8%
Loans to customers	103.7	90.0	15.3%
Other non-current financial assets	28.9	6.2	364.7%
Other non-current assets	-	-	-
Total non-current assets	178.9	144.1	24.2%
Current assets			
Loans to customers	405.7	361.7	12.2%
Other current financial assets	10.3	13.3	-22.6%
Derivative financial assets	3.2	0.3	881.6%
Current tax assets	2.2	2.2	1.3%
Prepaid expenses and other current assets	1.5	1.3	17.0%
Cash and cash equivalents	153.3	301.6	-49.2%
Total current assets	576.3	680.5	-15.3%
Total assets	755.2	824.6	-8.4%

BUSINESS PORTFOLIOS INCREASED:

- Lending portfolios up 13%
- Warehouse lending picking up reflected in increased non-current financial assets

OTHER MOVEMENTS IN NON-CURRENT ASSETS:

- Revaluation of right of use assets due to prolongation of rental contracts (decreasing cash impact)
- Revision of amortisation schedules and writeoffs as key drivers for slight decrease in intangible assets

EXCESS CASH USED TO DELEVERAGE THE GROUP:

- Cash utilisation for repayment of borrowings and investment in business growth
- Cash balances diversified & no significant exposure to non-European banks

BALANCE SHEET : LIABILITIES AND SHAREHOLDERS' EQUITY



in EURm	2022	2021	% change
Equity			
Share capital	40.1	40.1	0.0%
Treasury shares	(0.1)	(0.1)	0.0%
Retained earnings and other reserves	92.0	84.8	8.4%
Restricted equity reserve	50.0	50.0	0.0%
Total equity	182.0	174.8	4.1%
Non-current liabilities			
Long-term borrowings	46.8	57.7	-18.8%
Deposits from customers	81.6	82.8	-1.4%
Other non-current finance liabilities	-	-	0.0%
Lease liabilities	3.1	0.3	997.4%
Deferred tax liabilities	1.0	0.2	375.9%
Other non-current liabilities	-	-	0.0%
Total non-current liabilities	132.5	140.9	-6.0%
Current liabilities			
Short-term borrowings	-	84.2	-100.0%
Deposits from customers	420.1	402.0	4.5%
Derivative financial liabilities	0.4	1.2	-63.8%
Lease liabilities	1.5	1.4	4.2%
Current tax liabilities	0.9	3.5	-73.3%
Trade payables	6.3	1.4	342.7%
Accruals and other current liabilities	11.5	15.2	-23.9%
Total current Liabilities	440.8	508.8	-13.4%
Total liabilities	573.3	649.7	-11.8%
Total equity and liabilities	755.2	824.5	-8.4%

SOLID EQUITY POSITION:

- Equity up 7m to 182m after perpetual interest payments
- New bond covenant: Net Equity Ratio 30.2%
- ND/E 2.31

HEALTHY LIABILITY LEVEL:

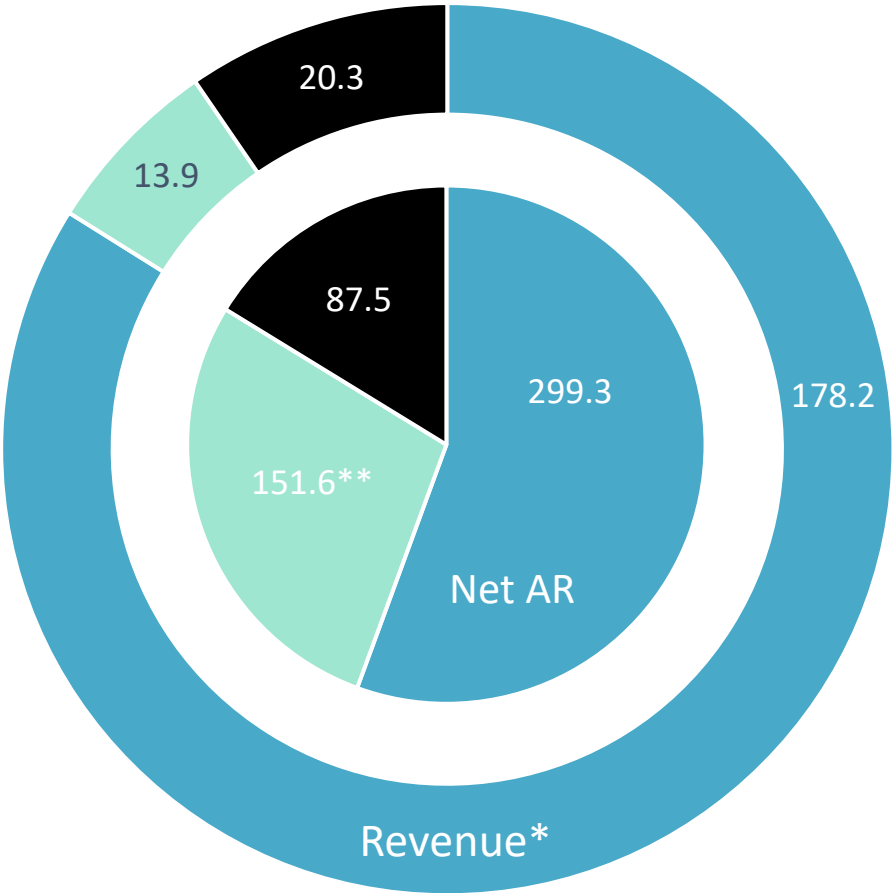
- Decrease in long-term and short-term borrowings due to full repayments of bonds issued in 2018 and 2019
- Partially offset by new 2022-2025 Multitude bond
- Very sound term structure of liabilities
- Utilisation of deposit funding expanded during 2022 in line with long-term strategy
- All operating debt positions de facto stable

GROWING LOAN PORTFOLIOS IN ALL TRIBES

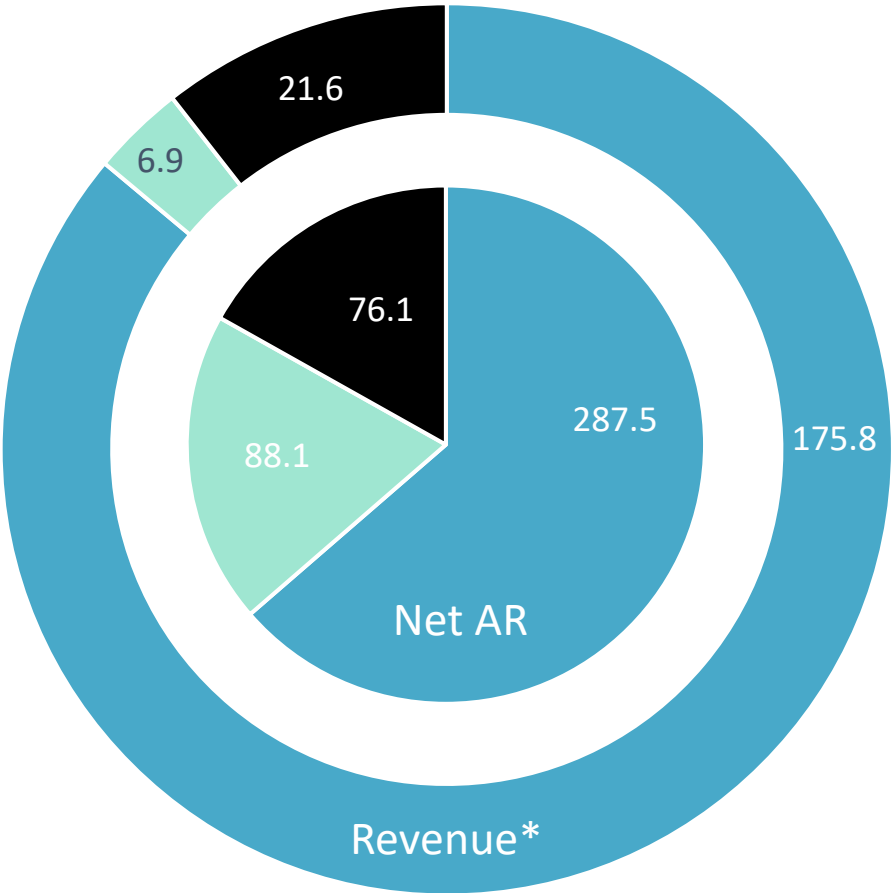


MULTITUDE

2022 REVENUE AND NET AR in EURm



2021 REVENUE AND NET AR in EURm



- Ferratum
- SweepBank
- CapitalBox

* Restated to reflect directly attributable transaction costs (IFRS adj.)
** Including Warehouse lending

SEGMENT VIEW – TRIBE PERFORMANCE



in EURm	Ferratum		SweepBank		CapitalBox		Group	
Continuing operations	2022	2021	2022	2021	2022	2021	2022	2021
Revenue *	178.2	175.8	13.9	6.9	20.3	21.6	212.4	204.2
Share in revenue, in %	83.9%	86.1%	6.5%	3.4%	9.6%	10.6%	100.0%	100.0%
Impairment loss on loans to customers	(59.3)	(60.2)	(11.5)	(6.2)	(7.9)	(5.5)	(78.7)	(71.9)
% of revenue	-33.3%	-34.3%	-83.1%	-90.6%	-38.7%	-25.6%	-37.0%	-35.2%
Selling and marketing expenses	(8.1)	(9.9)	(1.6)	(2.5)	(2.5)	(3.2)	(12.2)	(15.6)
% of revenue	-4.5%	-5.7%	-11.4%	-36.1%	-12.5%	-14.9%	-5.7%	-7.7%
Attributable product margin	110.8	105.6	0.8	(1.8)	9.9	12.8	121.5	116.6
% of revenue	62.2%	60.1%	5.5%	-26.8%	48.8%	59.4%	57.2%	57.1%
Other operating expenses	(55.4)	(59.7)	(22.9)	(18.7)	(11.0)	(10.4)	(89.3)	(88.8)
Operating profit	55.4	45.9	(22.1)	(20.5)	(1.1)	2.4	32.2	27.8
Other income, net	(0.5)	(0.6)	(0.0)	0.0	(0.1)	(0.0)	(0.6)	(0.6)
Profit before interests and taxes ('EBIT')	54.9	45.4	(22.1)	(20.5)	(1.1)	2.4	31.6	27.2
EBIT margin, in %	30.8%	25.8%	-159.4%	-299.1%	-5.7%	11.0%	14.9%	13.3%
Allocated finance costs, net	(8.2)	(13.6)	(3.4)	(3.4)	(2.4)	(3.0)	(13.9)	(20.1)
Unallocated FX losses	-	-	-	-	-	-	(3.8)	(2.4)
Profit before income taxes	46.7	31.7	(25.5)	(23.9)	(3.5)	(0.7)	13.8	4.7
Profit before tax margin, in %	26.2%	18.0%	-183.6%	-348.6%	-17.4%	-3.1%	6.5%	2.3%
Net AR	299.3	287.5	151.6**	88.1	87.5	76.1	509.5	451.7



- Revenue slightly up
- Credit losses well under control
- Continued high profitability



- Significant revenue increase
- Somewhat elevated credit losses resulted in focus on top performance markets
- Product margin turned positive
- Actions taken towards improving P&L contribution going forward



- Challenging market environment and dissatisfactory operating performance in H1
- Turnaround back to profitable growth initiated

* All business units: Revenue net of directly attributable transaction costs.

** Including Warehouse lending

IMPROVING UNDERWRITING RESULTING IN CONSTANTLY STRONG ASSET QUALITY

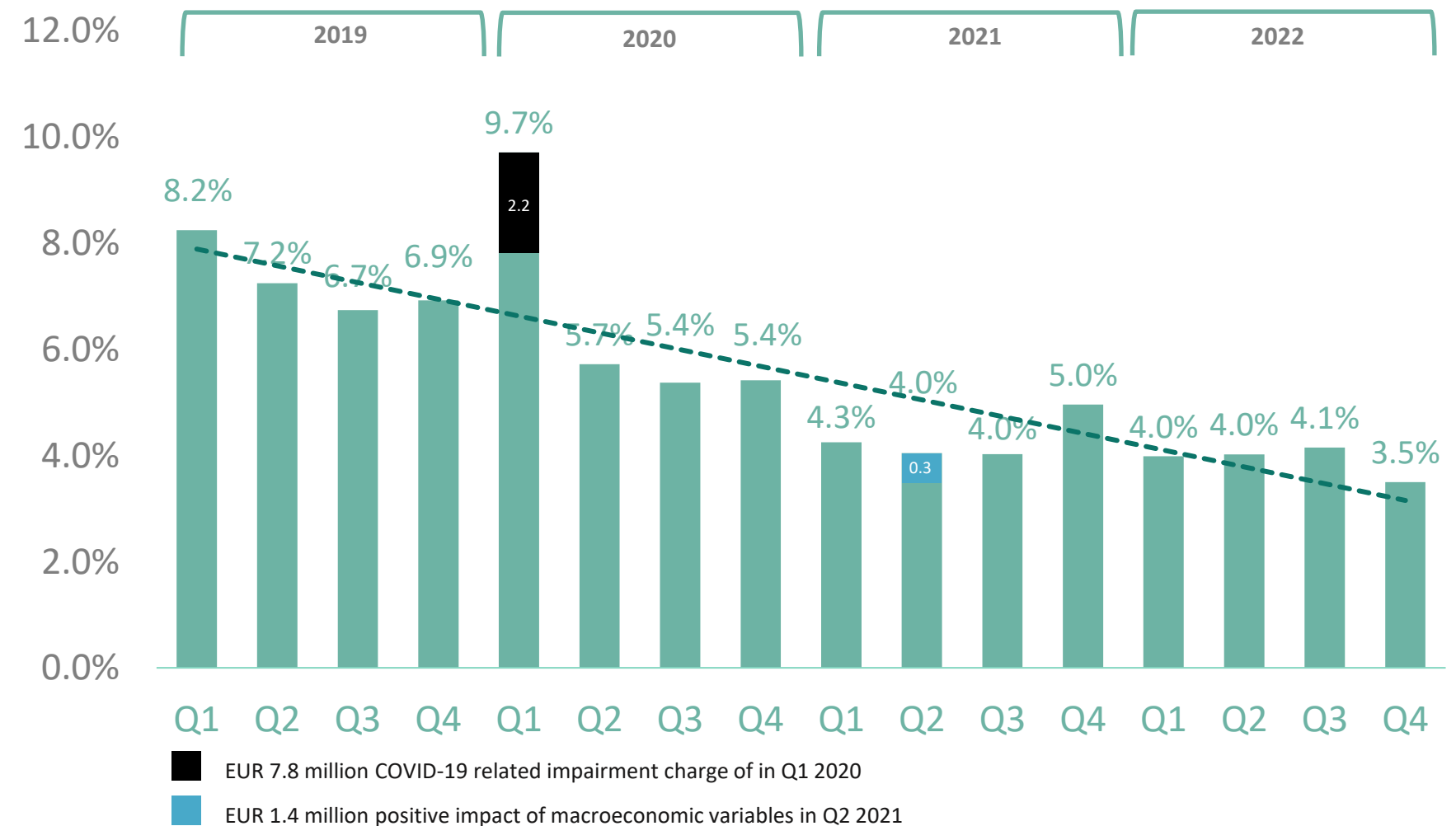


MULTITUDE

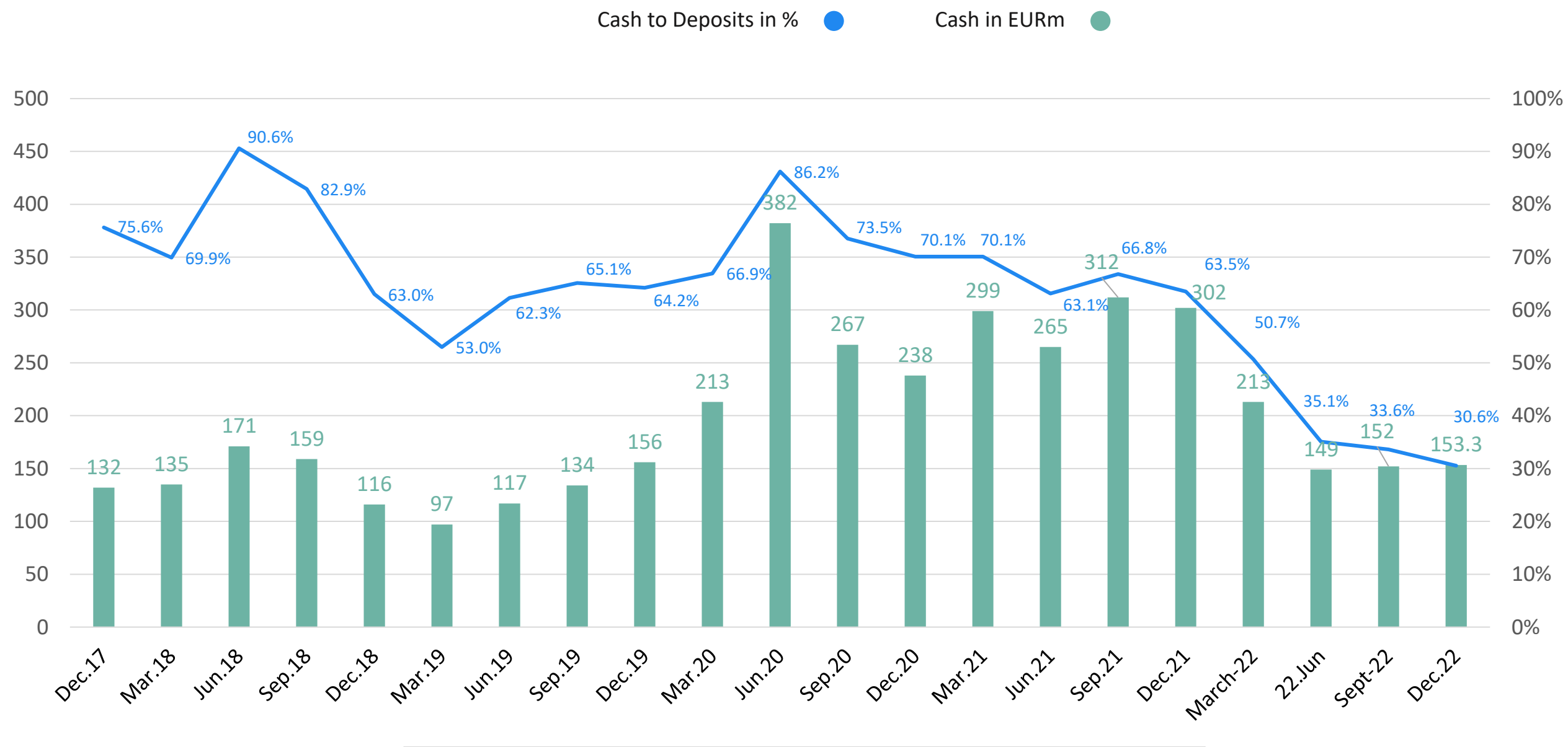
BALANCED GROWTH STRATEGY DRIVES ASSET QUALITY IMPROVEMENTS

- Long-term trend: Continuous improvement in impairment losses over net accounts receivable (NAR)
- High asset quality maintained during challenging periods
- Key driver is enhanced scoring and underwriting and focus on better asset classes

IMPAIRMENT LOSSES (TOTAL) / NAR



SOLID CASH BASE

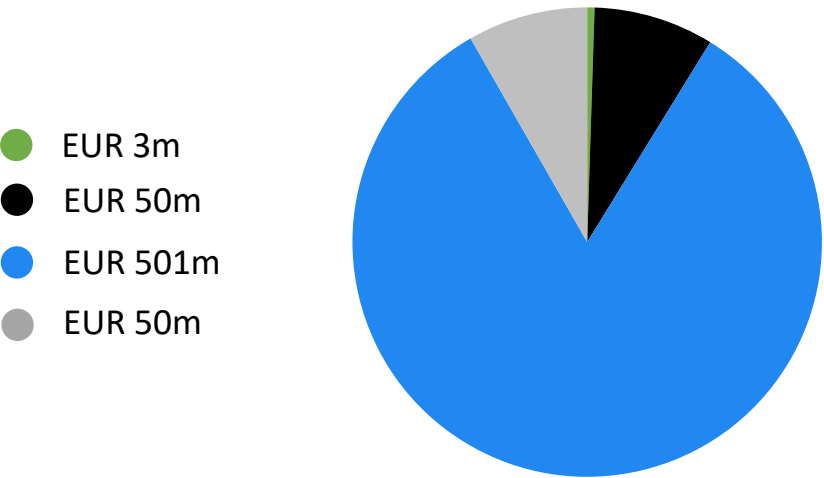


- Cash base on long-term target level – after successful capital market deleveraging
- More than 17% of the deposit intake is maintained on longer maturities (long-term (> 12 months))

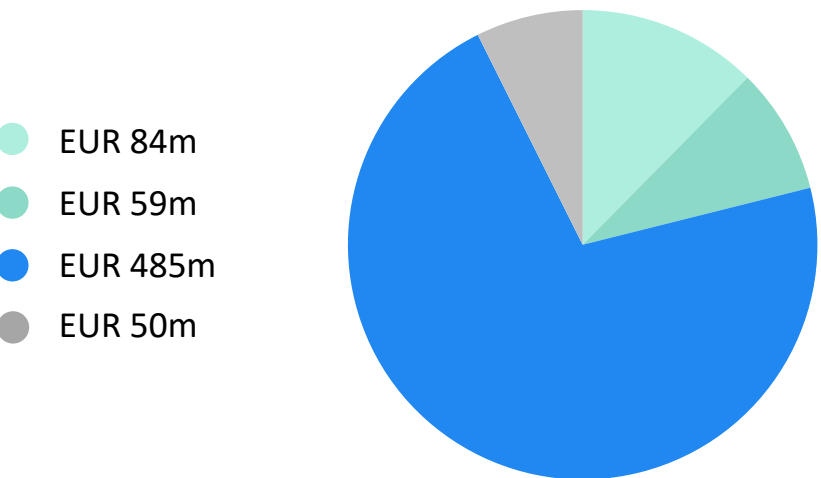
FUNDING STRUCTURE AND COST OF DEBT CAPITAL



FINANCING MIX AT 31 DEC 22

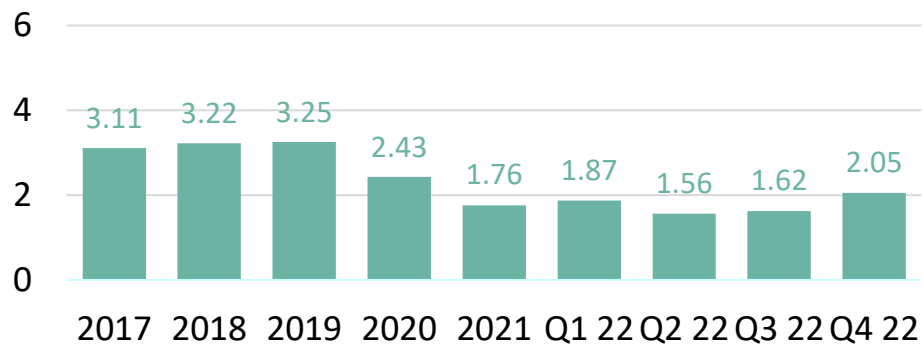


FINANCING MIX AT 31 DEC 21



- Ferratum Capital Germany 5.5% + 3-month Euribor 2022
- Ferratum Capital Germany 5.5% + 3-month Euribor 2023
- Deposits
- Multitude SE 8.90% + 3-month Euribor perpetual (IFRS Equity)
- Multitude Bank p.l.c. 6% fixed rate Tier 2 bond 2032 (Reg. Capital)
- Multitude SE 7.5% + 3-month EURIBOR 2025

COST OF DEBT CAPITAL (%)*



*Excluding perpetual bond

Important Events:

- 2018-2022 bond was successfully redeemed at maturity through a combination of existing liquidity and the successful increase of the 2023 bond in April 2022
- The Group's bank has issued its first Tier 2 instrument
- Multitude refinanced 2023 bond with Multitude SE's new 2025 bond in December 2022 (small tap issue contemplated during Q2, subject to market conditions)

KEY TAKEAWAYS

- WE EXCEEDED OUR EBIT GUIDANCE AND REACHED EUR 31.6M EBIT
- STRONG GROWTH IN PROFITABILITY: NET INCOME EUR 12M
- STRONG PAYMENT BEHAVIOUR CONTINUES
- SUCCESSFUL PLACEMENT OF EUR 50M BOND
- FAVOURABLE MACROECONOMIC ENVIRONMENT SUPPORTS US
- WE CONFIRM OUR EBIT GUIDANCE OF EUR 45M FOR YEAR 2023
- BOARD PROPOSES A DIVIDEND OF EUR 0.12 PER SHARE

Q&A

THANK YOU



ir@multitude.com

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