



MULTITUDE

Q1 2022 Results

Earnings Call 12.05.2022

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.

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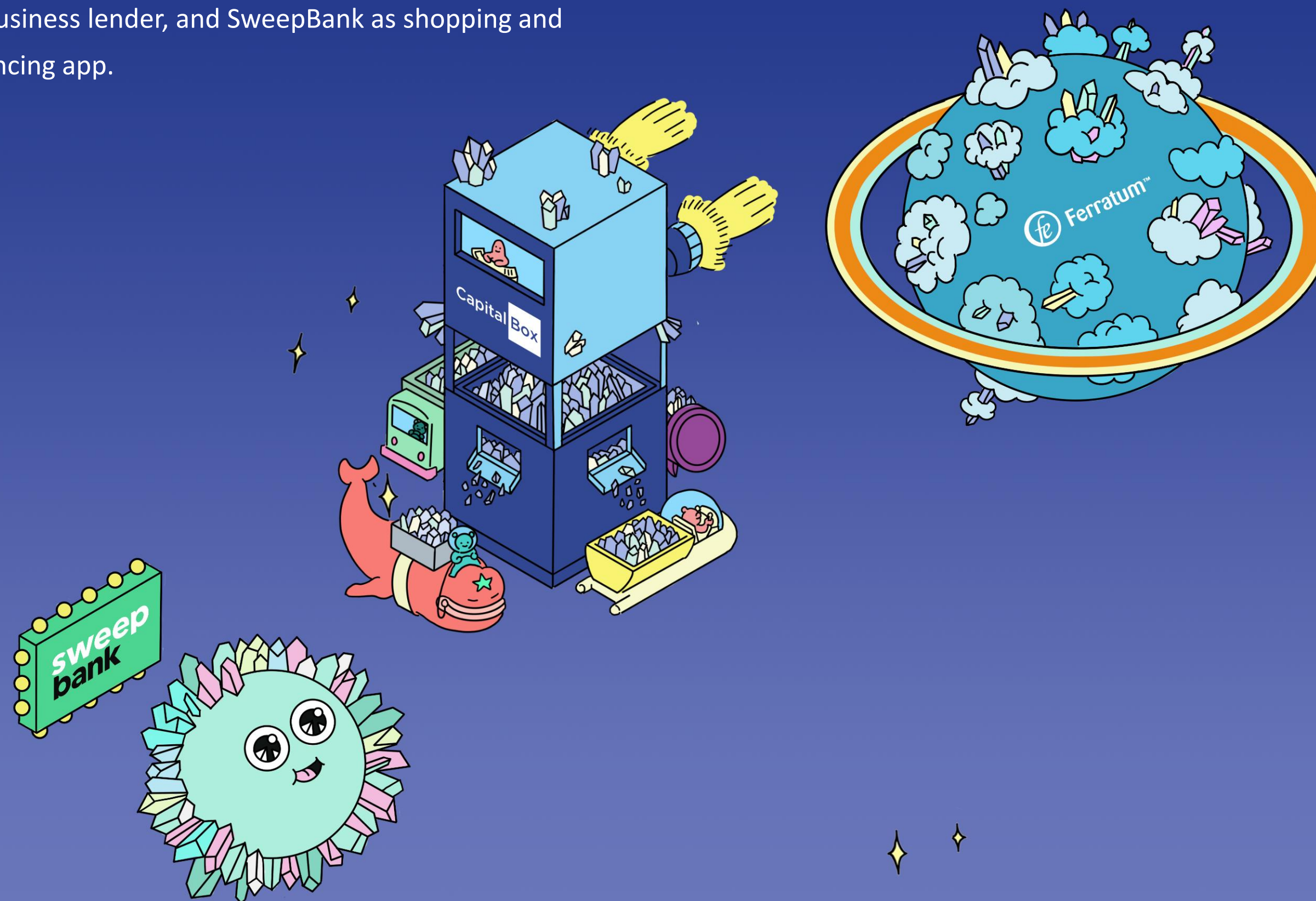
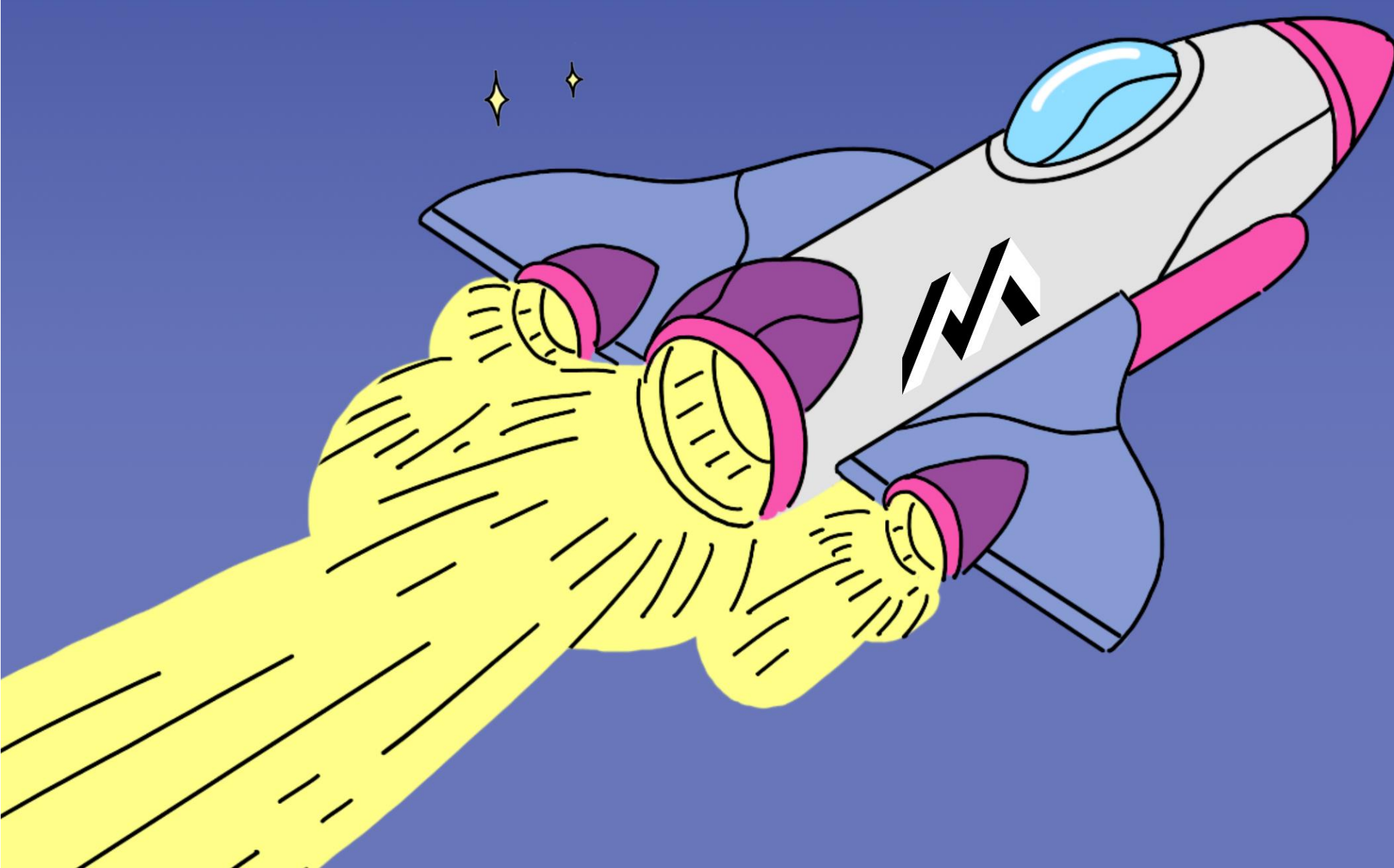
MULTITUDE

✦ Multitude is a fully regulated growth platform for financial technology. Its ambition is to become the most valued financial ecosystem. This vision is backed by 17 years of solid track record in building and scaling financial technology.

Through its full European banking license, profound know-how in technology, regulation, cross-selling, and funding, Multitude enables a range of sustainable banking and financial services to grow and scale.

TRIBES

Currently, it has three independent business units on this growth platform: Ferratum as consumer lender, CapitalBox as business lender, and SweepBank as shopping and financing app.

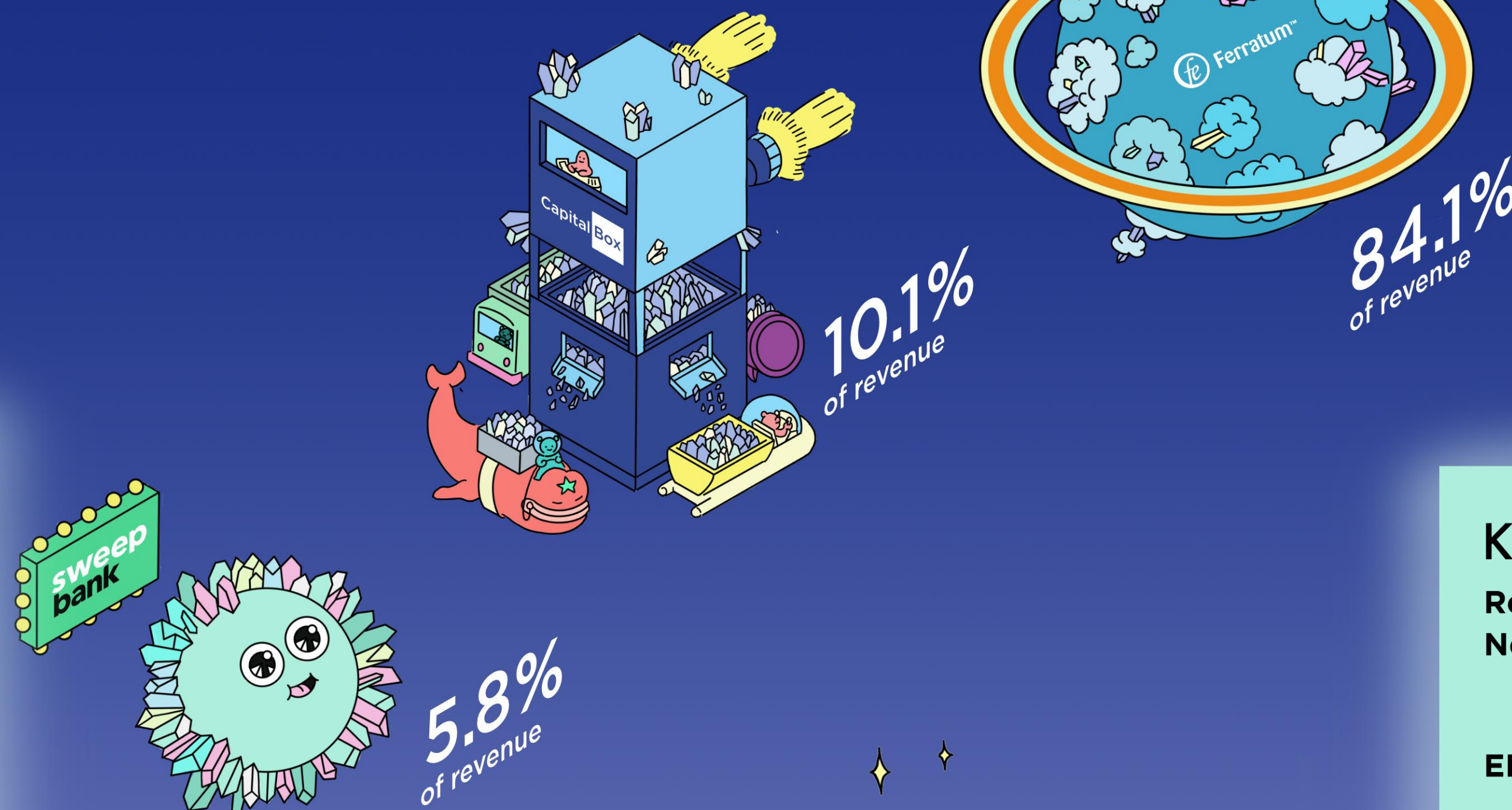


HIGHLIGHTS

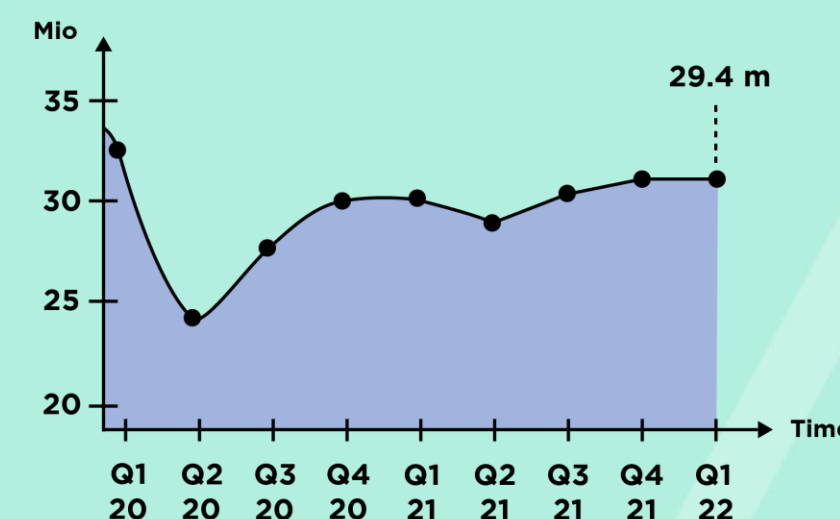
- Revenue growth of 2.9% compared to Q1 2021
 - SweepBank as main driver
- Stable EBIT of EUR 5.6 million
 - Net profit of EUR 2 million
- Successful placement of EUR 40 million in subsequent bonds
- First ESG report published in March 2022 including the Group's strategy and ESG goals for 2025

GOING FORWARD

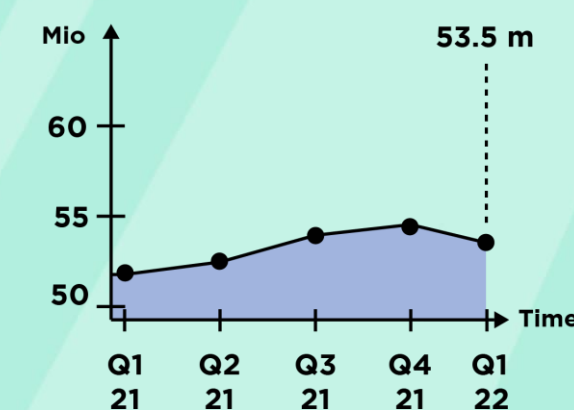
- Multitude confirms EBIT growth target of 50% p.a. in 2022–2024 (30m target in 2022)
- Publication of ESG Policy in Q2 2022 as major step of our ESG commitment



FUEL CONSUMPTION (COSTS/QUARTER)



QUARTERLY SALES



KPIs

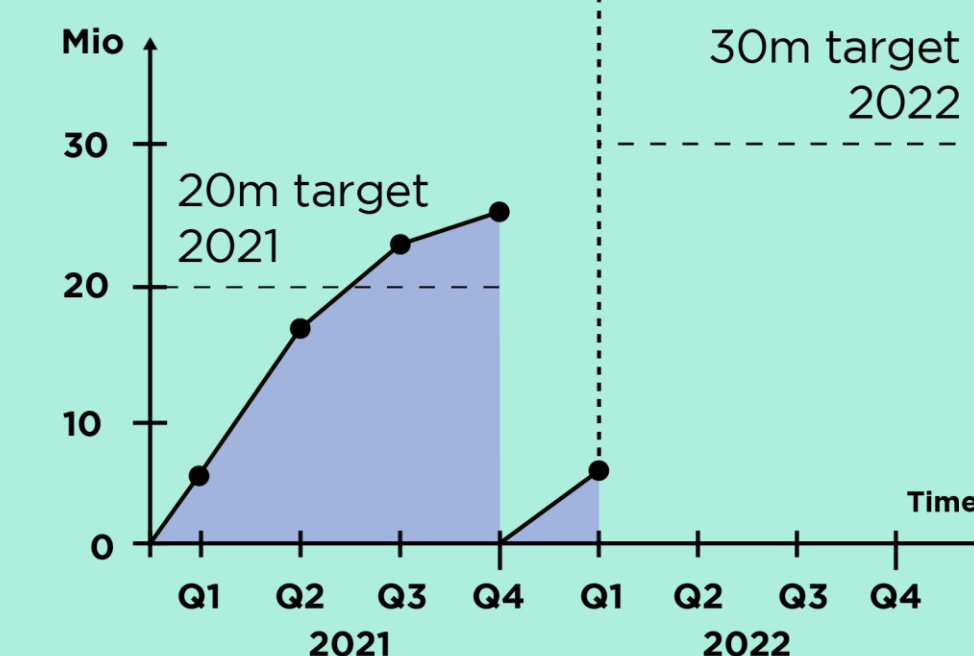
Q1 2022

Revenue
Net AR

€ 53.5 m
€ 465.4 m

EBIT

€ 5.6 m



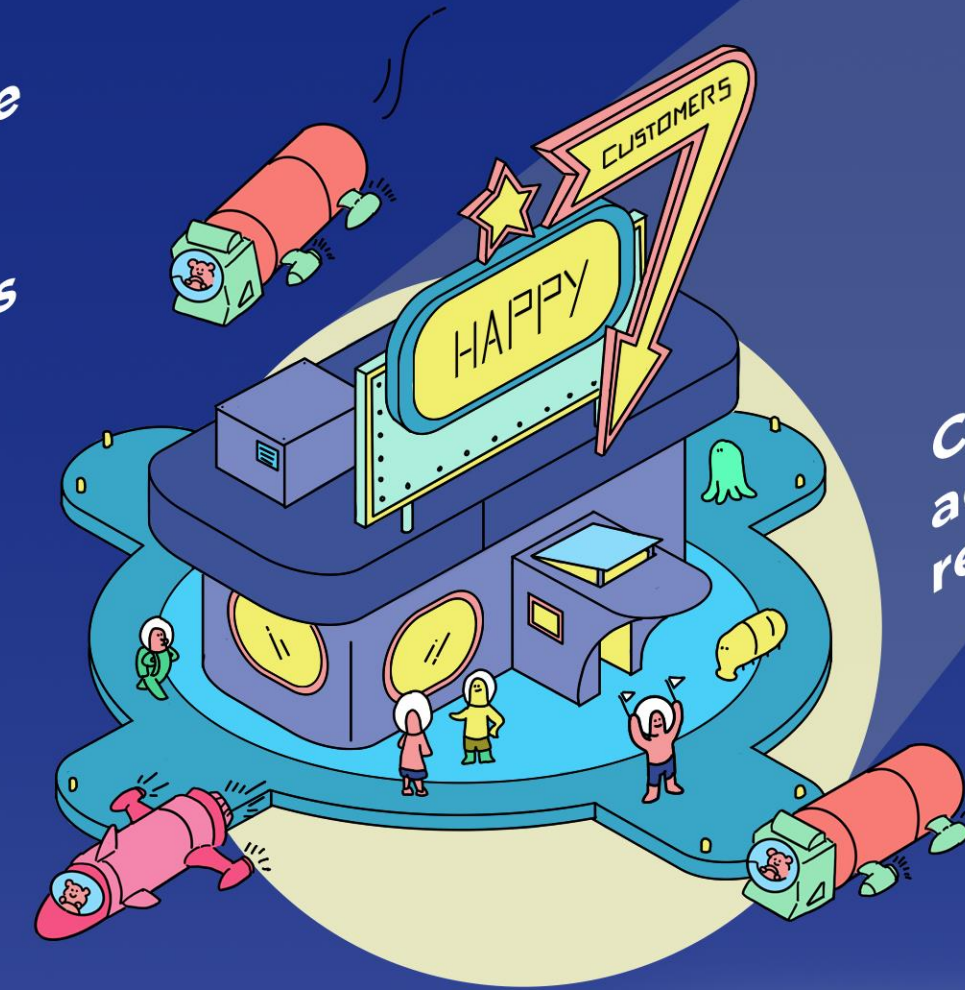
sweep bank



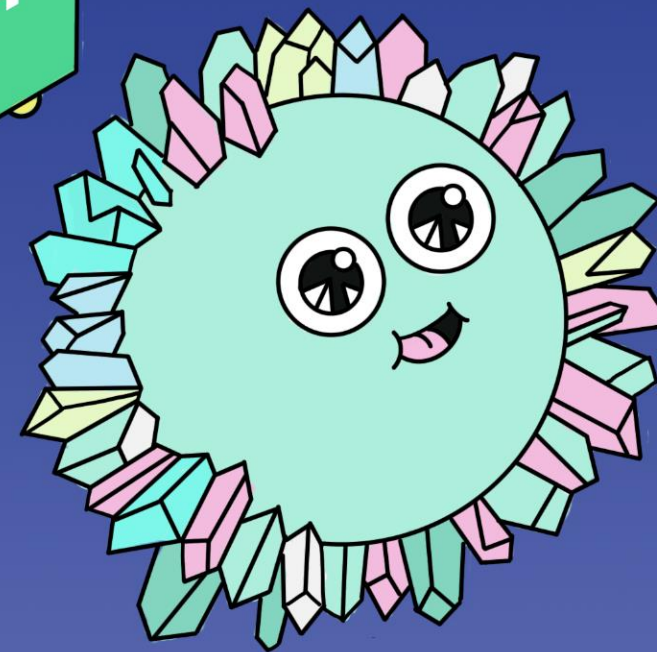
SweepBank App launch in Germany on 11th July 2022



Launch of first risk-free revenue stream: Sweep Deals in Finland



Customer acquisition & retention



HIGHLIGHTS

- Doubling of revenue compared to Q1 2021
- Loan portfolio growth (Net AR) +11.7% Q1 2022 vs Q4 2021 (YoY 110.7%), driven by last year's successful initiatives
 - Customer acquisition
 - Customer retention
- Launch of first risk-free revenue stream: Sweep Deals launched in Finland as key component to customer loyalty and stickiness

GOING FORWARD

- SweepBank App commercial launch in Germany set on 11th July 2022
- Accelerating app monetization with focus on:
 - Growing the Credit Card portfolio in Finland
 - Launching Credit Card in Germany by end of year
 - Subscription plans to be launched
- Continue to grow the loan portfolio in all five countries

KPIs

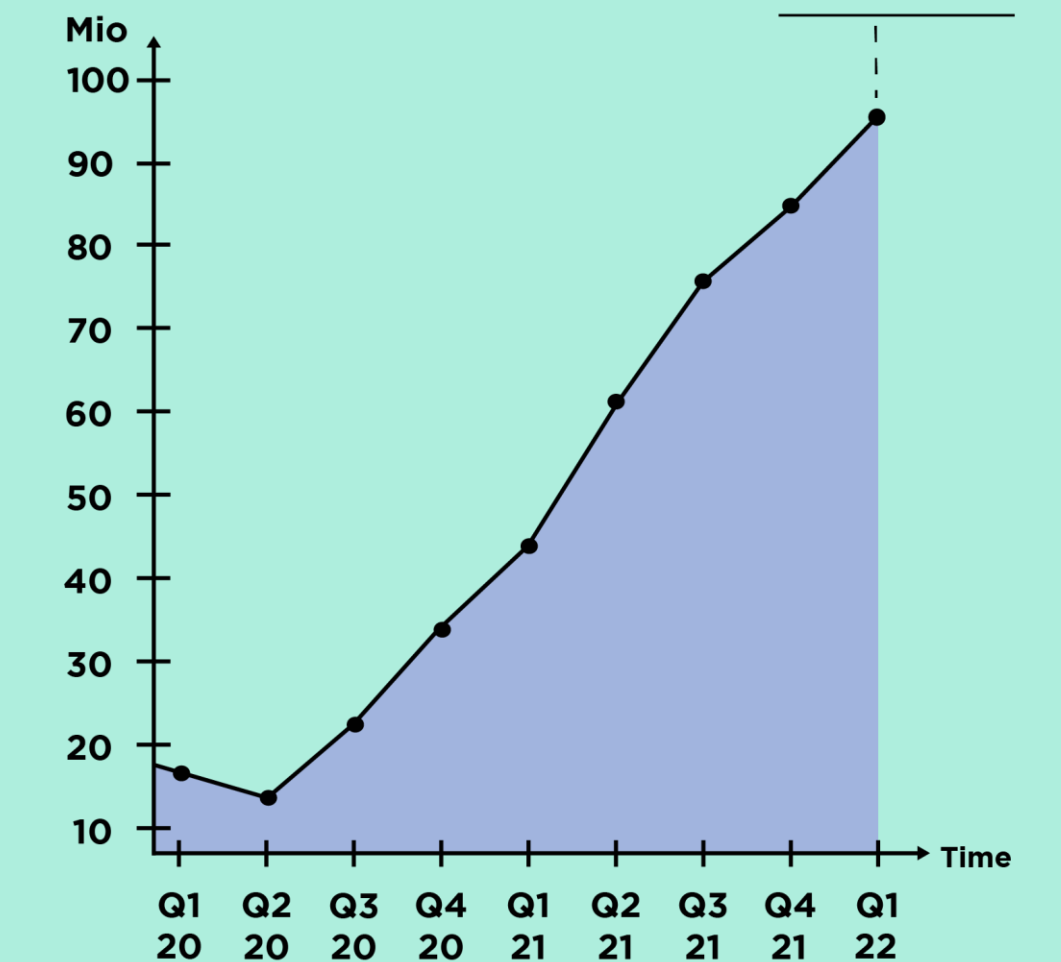
Revenue
EBIT

Q1 2022

€ 3.1 m
€(5.3 m)

Net AR

€95.8 m



sweep bank

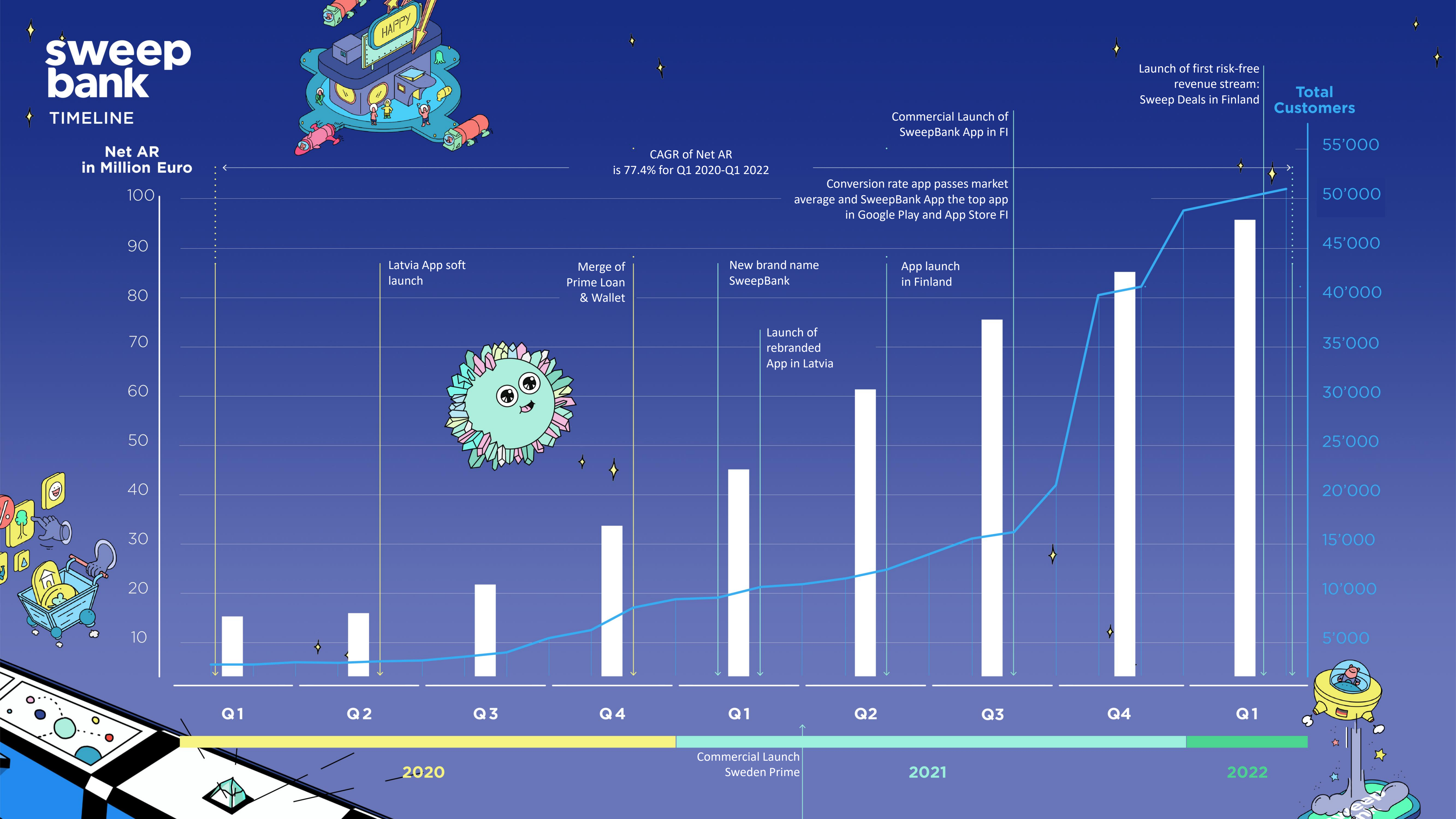
TIMELINE

Net AR
in Million Euro

CAGR of Net AR
is 77.4% for Q1 2020-Q1 2022

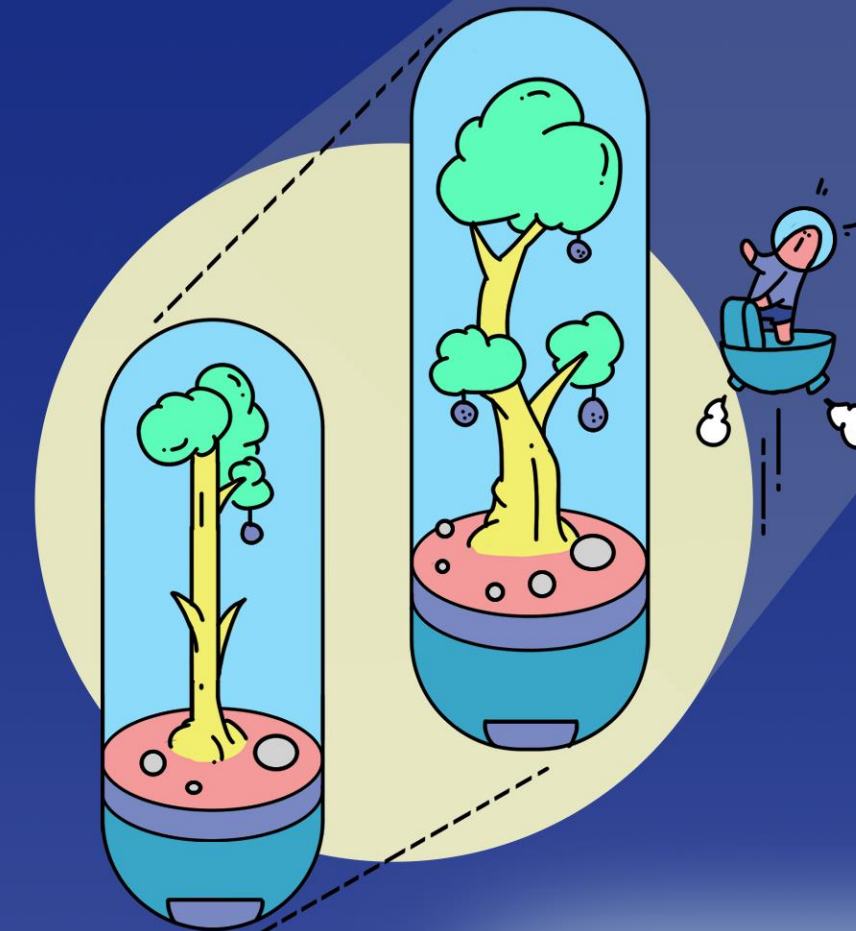
Launch of first risk-free
revenue stream:
Sweep Deals in Finland

Total
Customers





Progressive
Mobile Web
Application to
increase
customer
loyalty &
lifetime value



Stable
revenue
and EBIT

HIGHLIGHTS

- Stable revenue and EBIT at tribe level compared to Q1 2021
 - Revenue growth in focus markets
- Launch of progressive mobile web application (improved usability of account) pilot in Denmark to increase customer loyalty, customer lifetime value and decrease costs

GOING FORWARD

- Proceed with Credit Limit product rollout in Q3 2022
- Exploring new product offering: new product launch in Q3 2022
- Exploring new country openings: new country opening by the end of the year
- Focus on core activities and growth in Q2 2022

KPIs

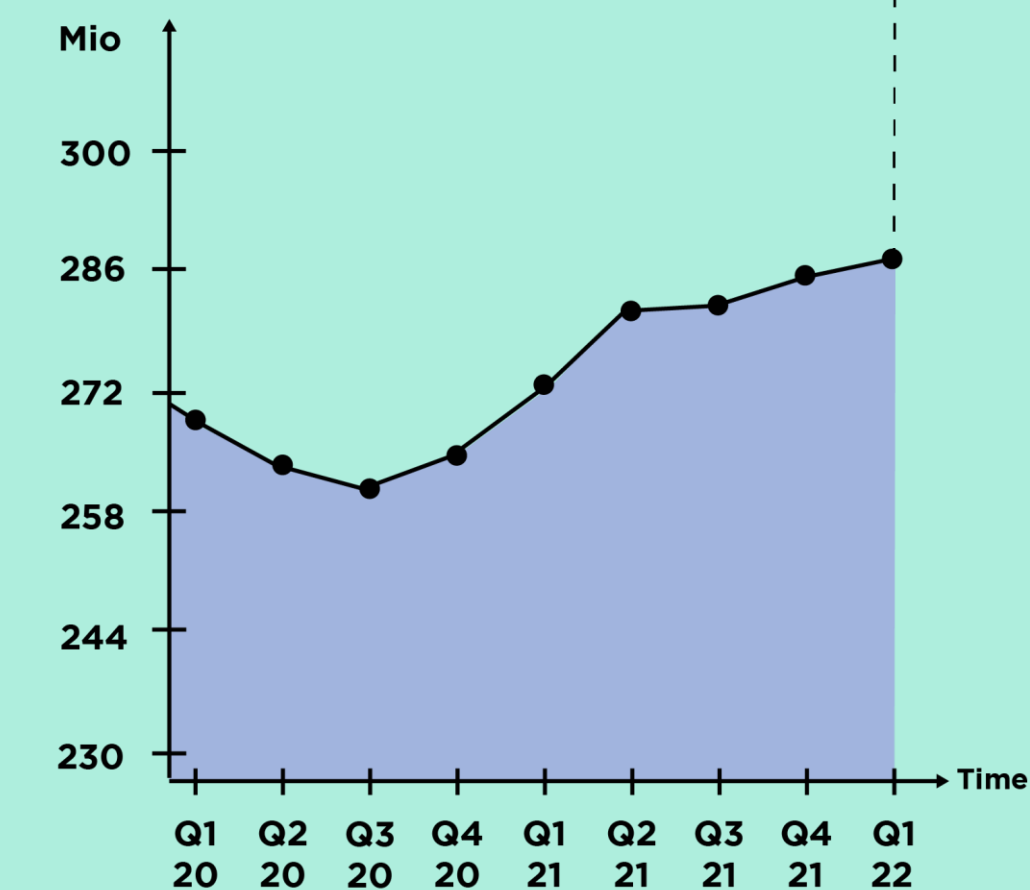
Revenue
EBIT

Q1 2022

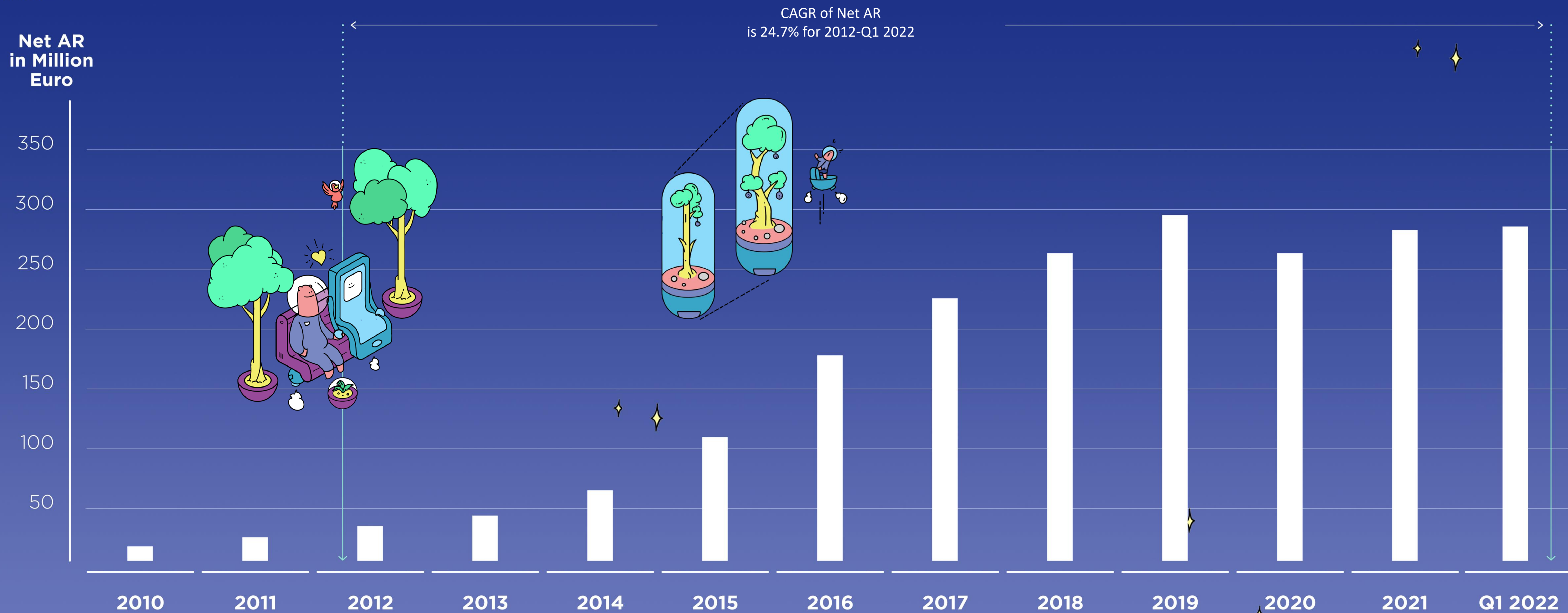
€ 45.0 m
€ 11.8 m

Net AR

€ 287.2 m



TIMELINE



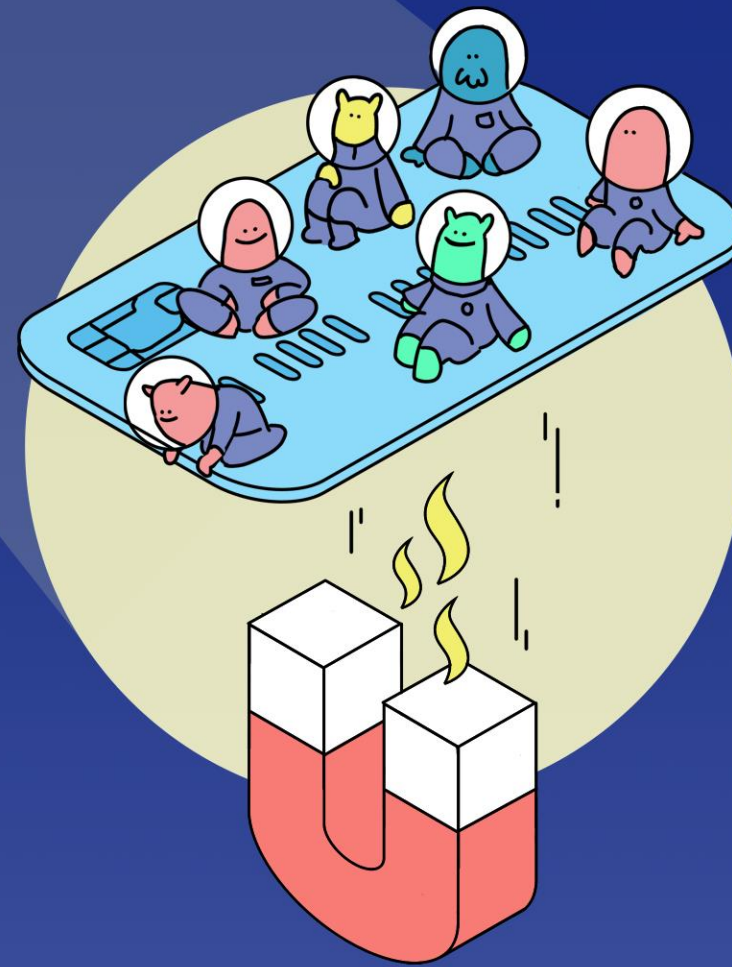
Launch and scaling
Installment Loans

Launch of Credit Limit and rollout
to 8 countries

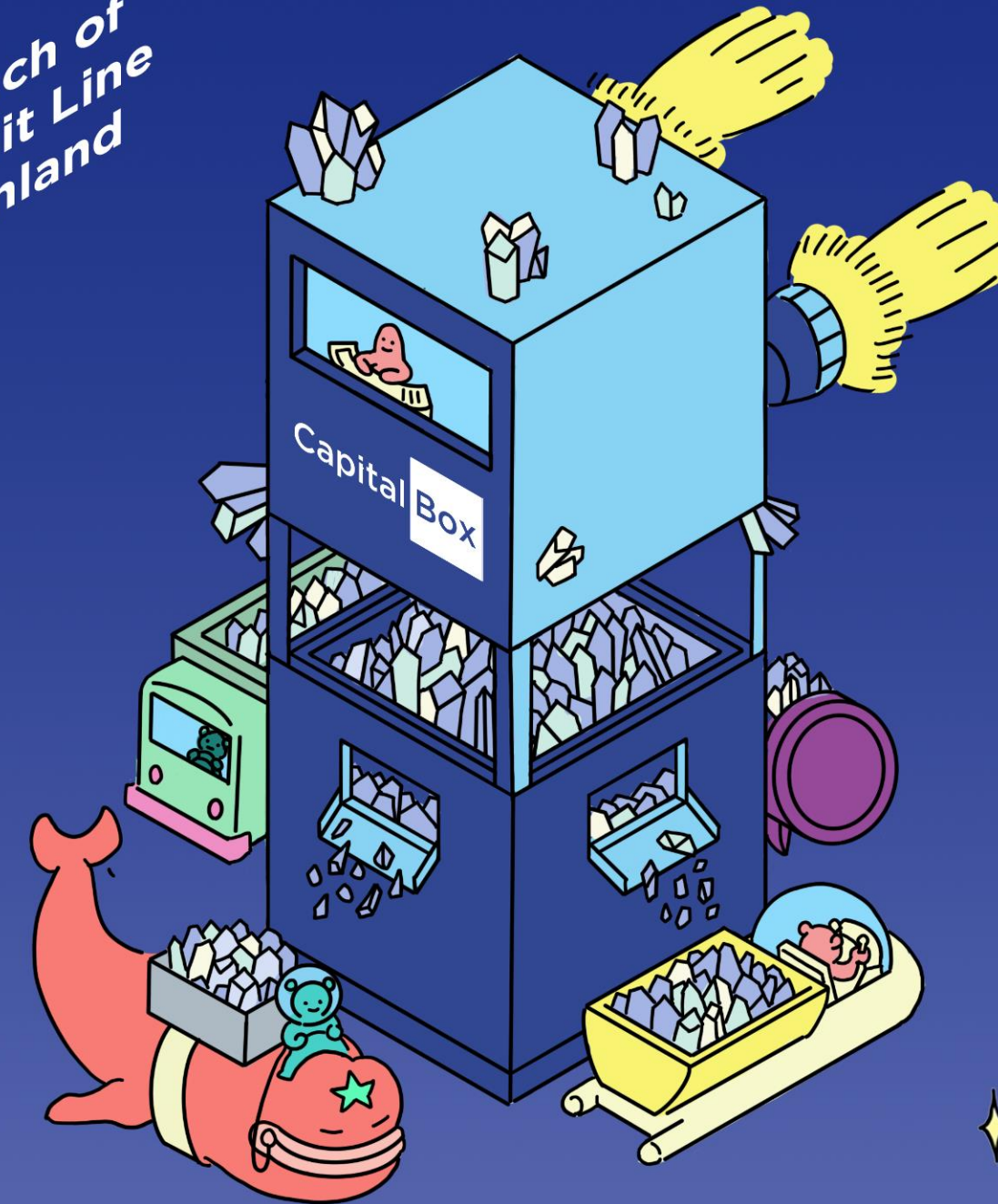
CLP rollout
continues

Launch of
progressive
mobile web
application





Launch of
Credit Line
in Finland



Successful
athletics
campaign
launch

HIGHLIGHTS

- Stable revenue, reduced EBIT due to elevated credit loss impairment
- Stable Net AR growth Q1 2022 vs Q4 2021 by 9.2% (YoY +16.7%)
- Credit Line launch in Finland which accelerates our strategy to improve customer retention with a higher customer lifetime value, longer terms and lower yields
- Successful brand-building continues: Campaign launched with Olympic Gold medal winners Mondo Duplantis and Daniel Ståhl reached 1M views on YouTube in Sweden

GOING FORWARD

- Scaling Credit Line to next country in Q2 2022
- New Scoring model with Machine Learning will be implemented during Q2 2022 to increase sales and improve underwriting quality
- Continue exploring new product and country opportunities

KPIs

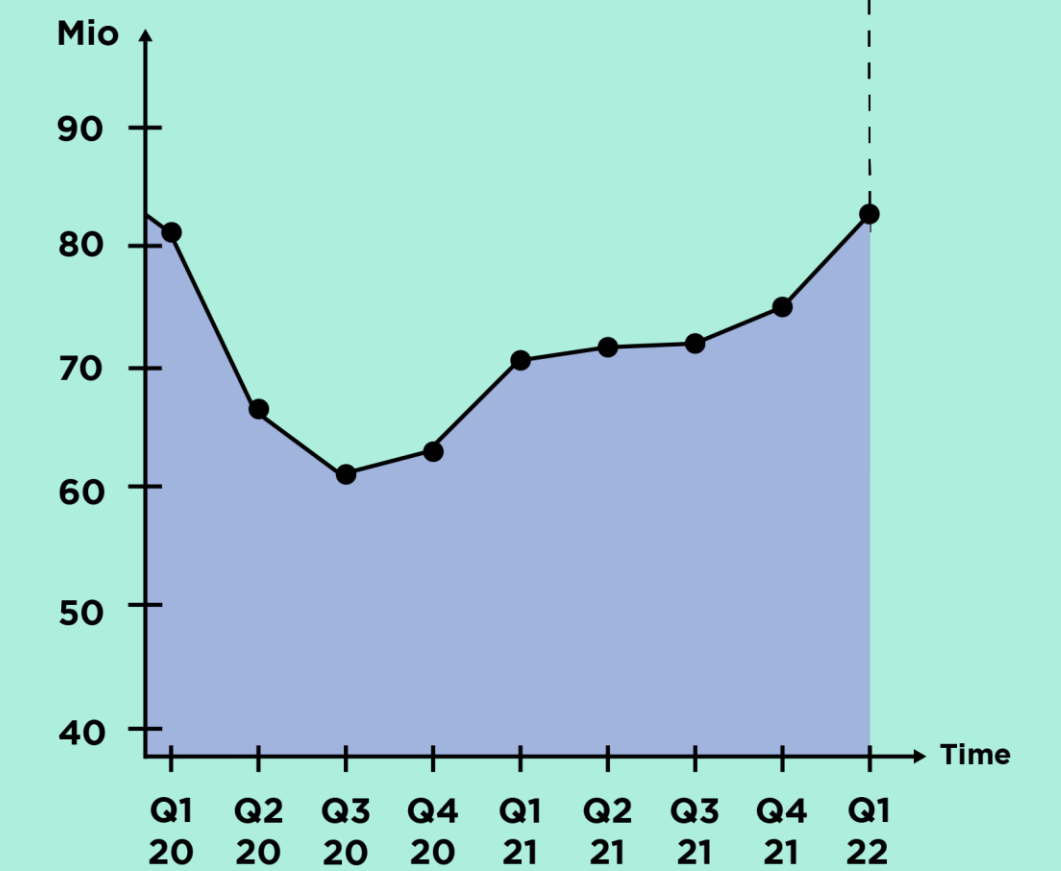
Revenue
EBIT

Q1 2022

€ 5.4 m
€(0.9)m

Net AR

€ 82.3 m

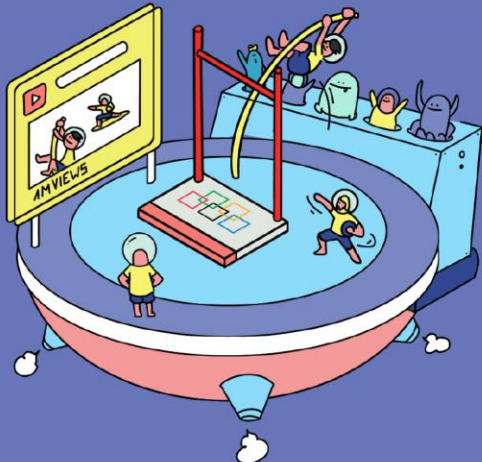
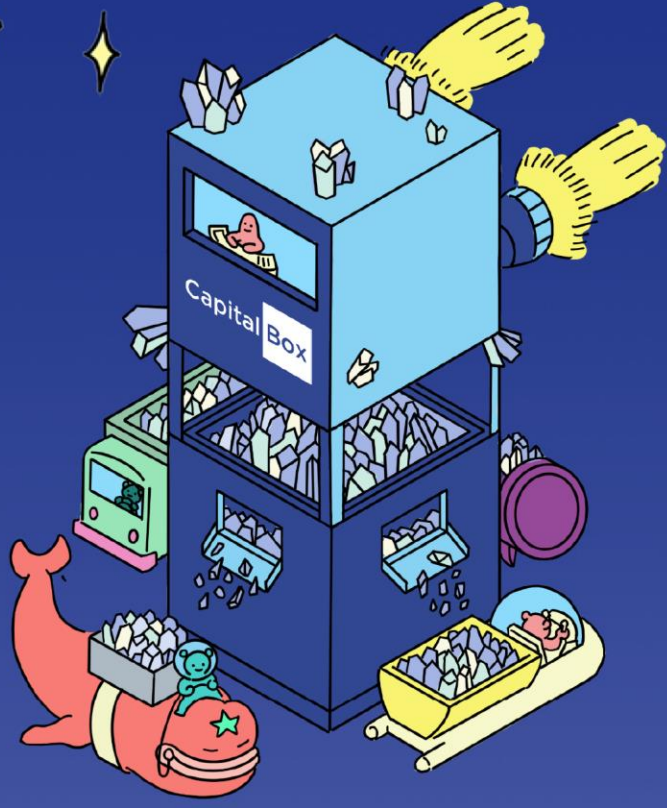
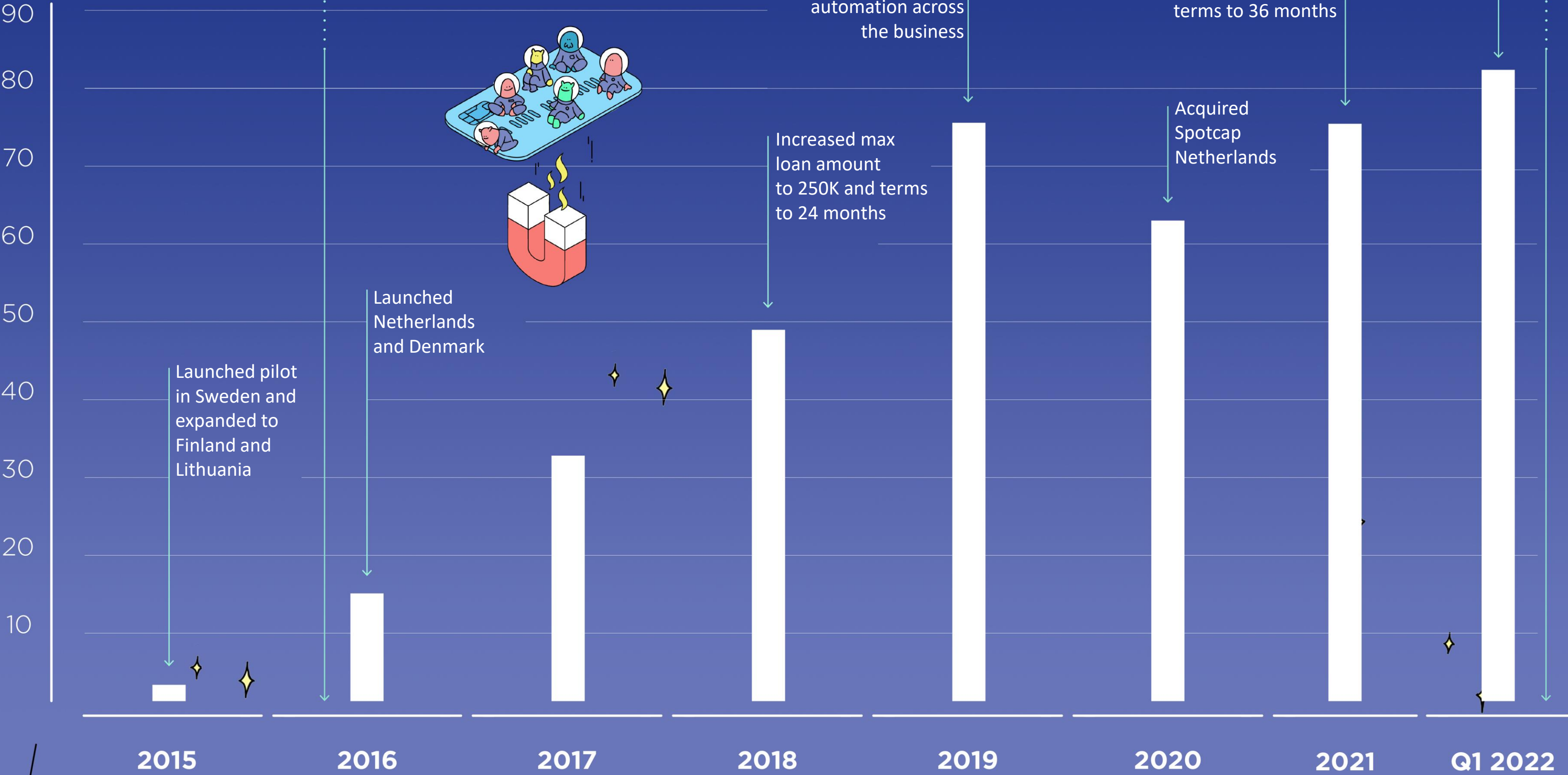


Capital Box

TIMELINE

Net AR

in Million
Euro

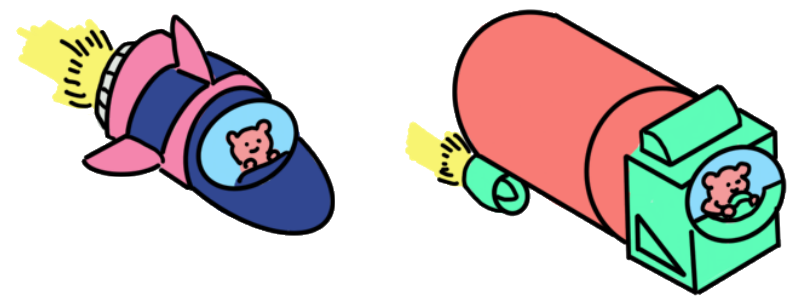




MULTITUDE

3M RESULTS

IFRS preliminary unaudited financial results
for the period 3M 2022



FINANCIAL OVERVIEW: PROFITABLE Q1'22

in EUR m'	Q1 2022	Q1 2021	%/pp change
Revenue	53.5	52.0	+2.9%
Impairment on loans to customers	(18.6)	(16.2)	+14.2%
% of revenue	-34.7%	-31.2%	+3.5pp
Costs of operations:			
Bank and lending costs	(3.8)	(3.5)	+10.4%
Selling and marketing expenses	(5.5)	(6.8)	-18.5%
Personnel expense	(8.9)	(8.5)	+5.5%
General and administrative expense	(7.1)	(7.3)	-2.8%
Depreciation and amortisation	(4.1)	(3.7)	+11.2%
Operating profit, continuing	5.5	6.1	-9.5%
Other income, net	0.1	0.1	-59.3%
Profit before interests and taxes ('EBIT')	5.6	6.2	-10.9%
EBIT margin, in %	10.4%	12.0%	-1.6pp
Finance costs, net	(3.1)	(4.8)	-36.6
Profit before income taxes	2.5	1.4	+71.7%
Profit before tax margin, in %	4.7%	2.7%	+2.0pp
Income tax expense	(0.5)	(0.8)	-52.2%
Profit from continuing operations	2.0	0.6	+264%
Loss from discontinued operations	-	(0.9)	-100%
Profit (loss) for the year	2.0	(0.3)	+754%

**Restated to reflect carve-out of discontinued operations*

GROWTH IN PORTFOLIO & REVENUE; STABLE ASSET QUALITY

- Revenue from continuing operations increased by EUR 1.5m compared to Q1 2021
- Impairment losses are driven by increase in Net AR, somewhat higher credit losses in CapitalBox
- Impaired loan coverage ratio shows decreasing trend from 27.6% in Q1 2021 to 21.1% in Q1 2022

RELATIVELY FLAT OPERATING EXPENSES

- Slightly lower selling and marketing expenses
- Stable operating expenses – personnel, lending, and general & admin expenses

REDUCED NET FINANCING COSTS

- Net foreign exchange gains of EUR 0.4m in Q1'22 vs EUR 0.9m loss in Q1'21
- Reduction in bond-related interest expense due to issuance of perpetual bonds, with interest repayments reflected in equity, and partial repurchase of 2018 and 2019 bonds

SOLID PROFITABILITY DURING THE QUARTER

- EBIT, PBT, and after-tax profit amounted to EUR 5.6m, EUR 2.5m, and EUR 2.0m

BALANCE SHEET STRUCTURE

SUPPORTS CONTINUED PORTFOLIO GROWTH



MULTITUDE

in EUR m	31 Mar 2022	31 Dec 2021	% Change
Non-current assets	55.3	54.1	+2.3%
Loans to customers (net)	465.4	443.9	+4.9%
Cash and cash equivalents	213.1	301.6	-29.3%
Current tax assets	2.3	2.2	+6.7%
Other current assets	19.8	17.0	+16.5%
Total Assets	756.7	819.0	-7.6%
Non-current liabilities	151.8	140.9	+7.7%
<i>of which deposits (non-current)</i>	<i>91.2</i>	<i>82.8</i>	<i>+10.2%</i>
Current liabilities	434.4	508.6	-14.6%
<i>of which deposits (current)</i>	<i>326.9</i>	<i>402.0</i>	<i>-18.7%</i>
Total liabilities	586.2	649.5	-9.8%
Equity	170.5	169.5	0.6%

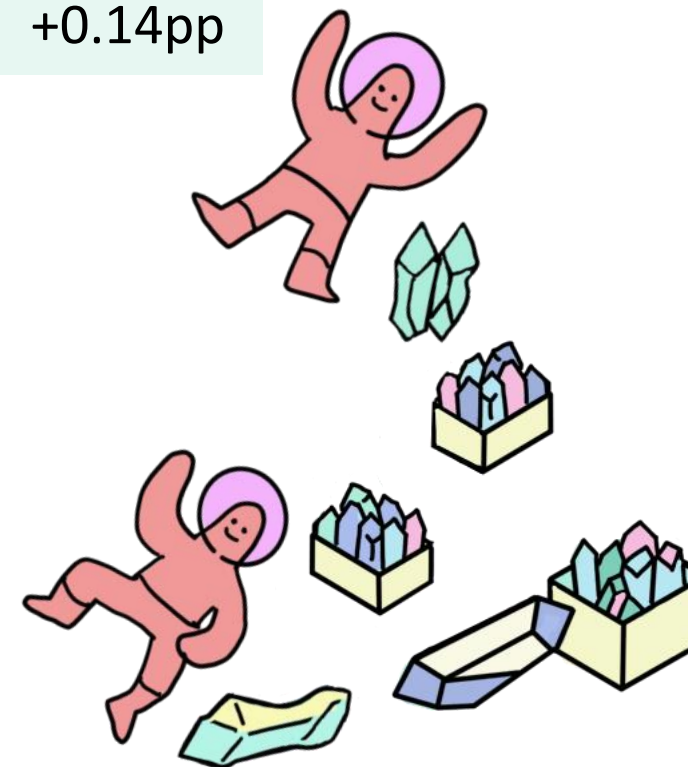
in EUR m	31 Mar 2022	31 Dec 2021	% Change
Current to total assets	92.7%	93.4%	-0.7pp
Current to total liabilities	74.1%	78.3%	-4.2pp
Equity ratio	22.5%	20.7%	1.8pp
Net debt-to-equity ratio	2.19	2.05	+0.14pp

ASSETS: LOAN PORTFOLIOS GROWING, EXCESS CASH REDUCED

- Growth in loans to customers portfolios
- Stringent cash management measures to decrease excess cash
- Sustained high level of current to total assets ratio
- Sufficient cash to repay 2022 bond

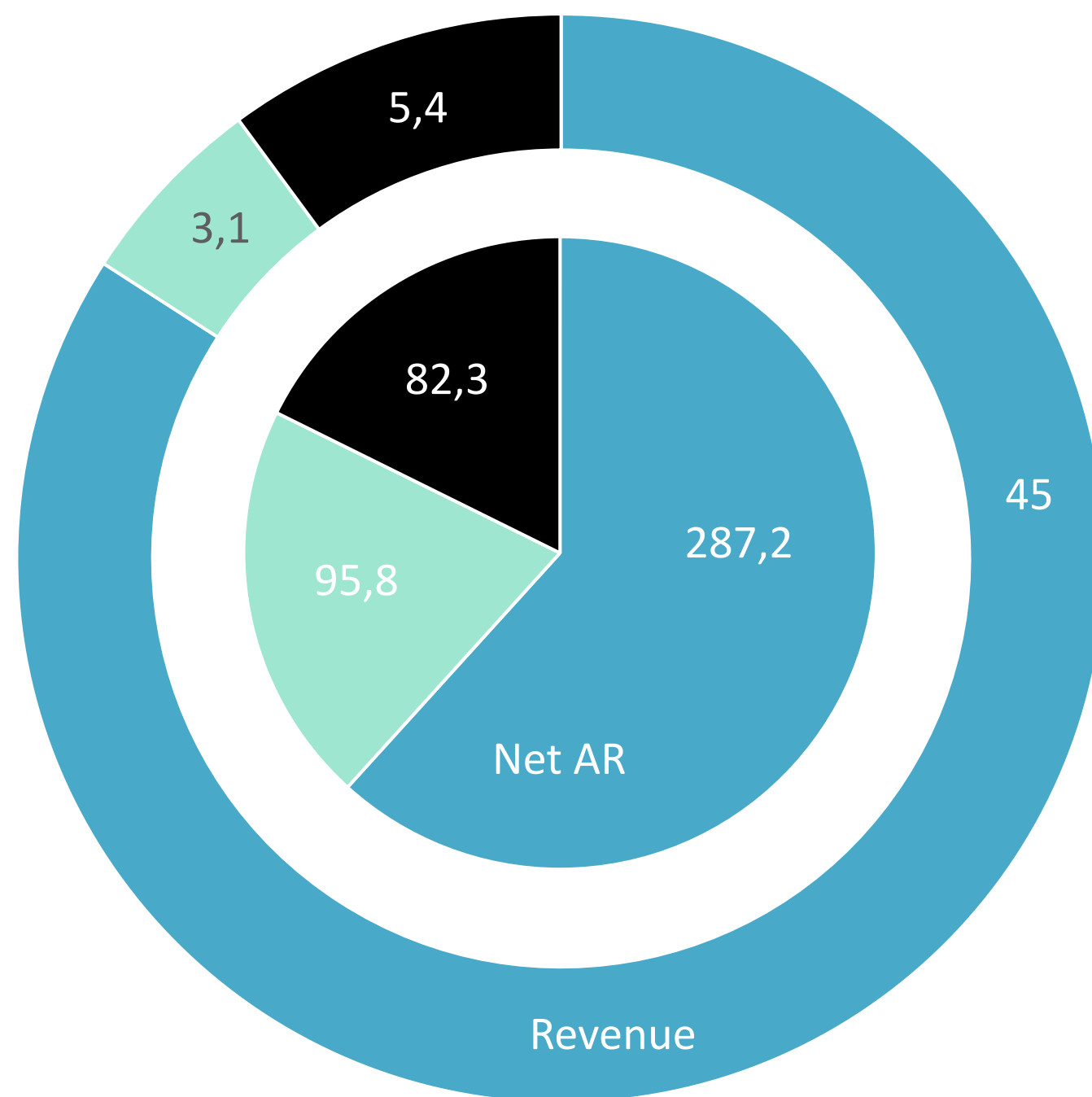
EQUITY AND NET DEBT-TO-EQUITY RATIOS

- Profitable first quarter, equity up to 170.5 Mio
- Decrease in outstanding deposit to customer base in line with improved regulatory requirements
- Very solid leverage metrics

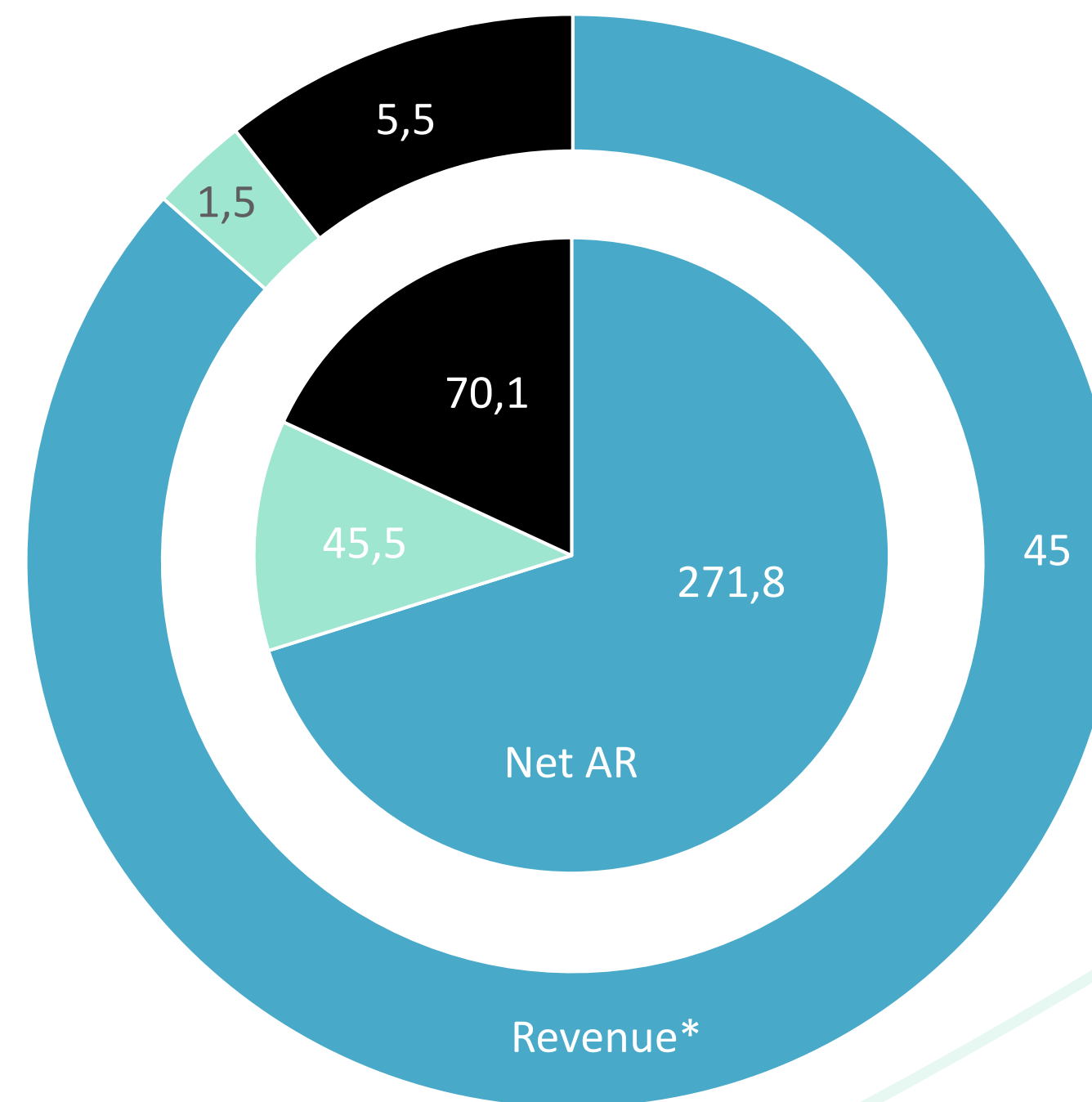


INCREASED REVENUE AND NET AR IN SWEEPBANK

Q1 2022 REVENUE AND NET AR

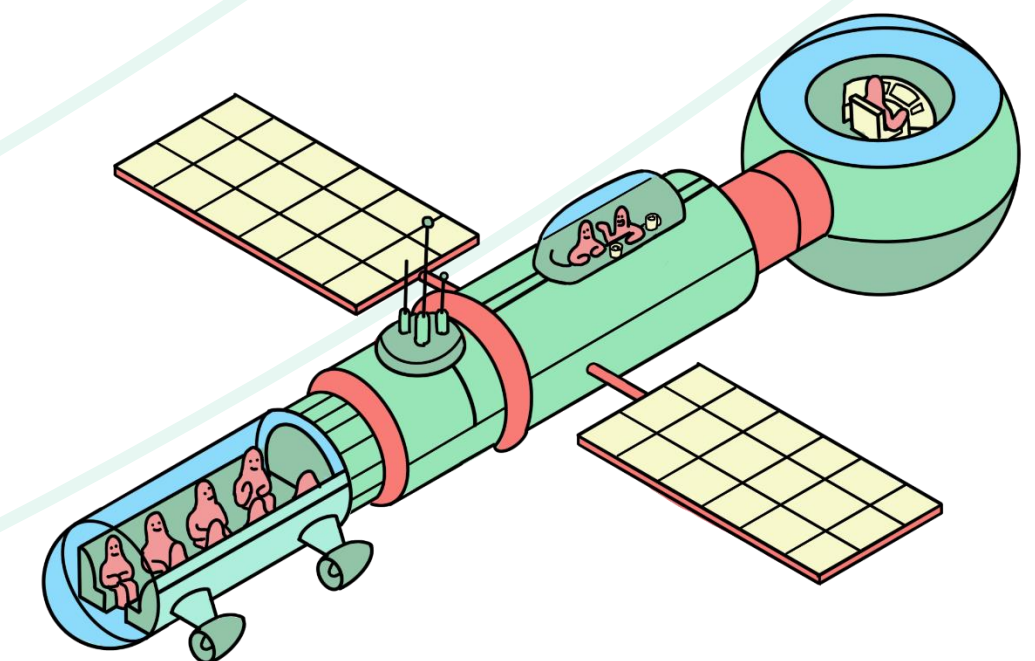


Q1 2021 REVENUE AND NET AR



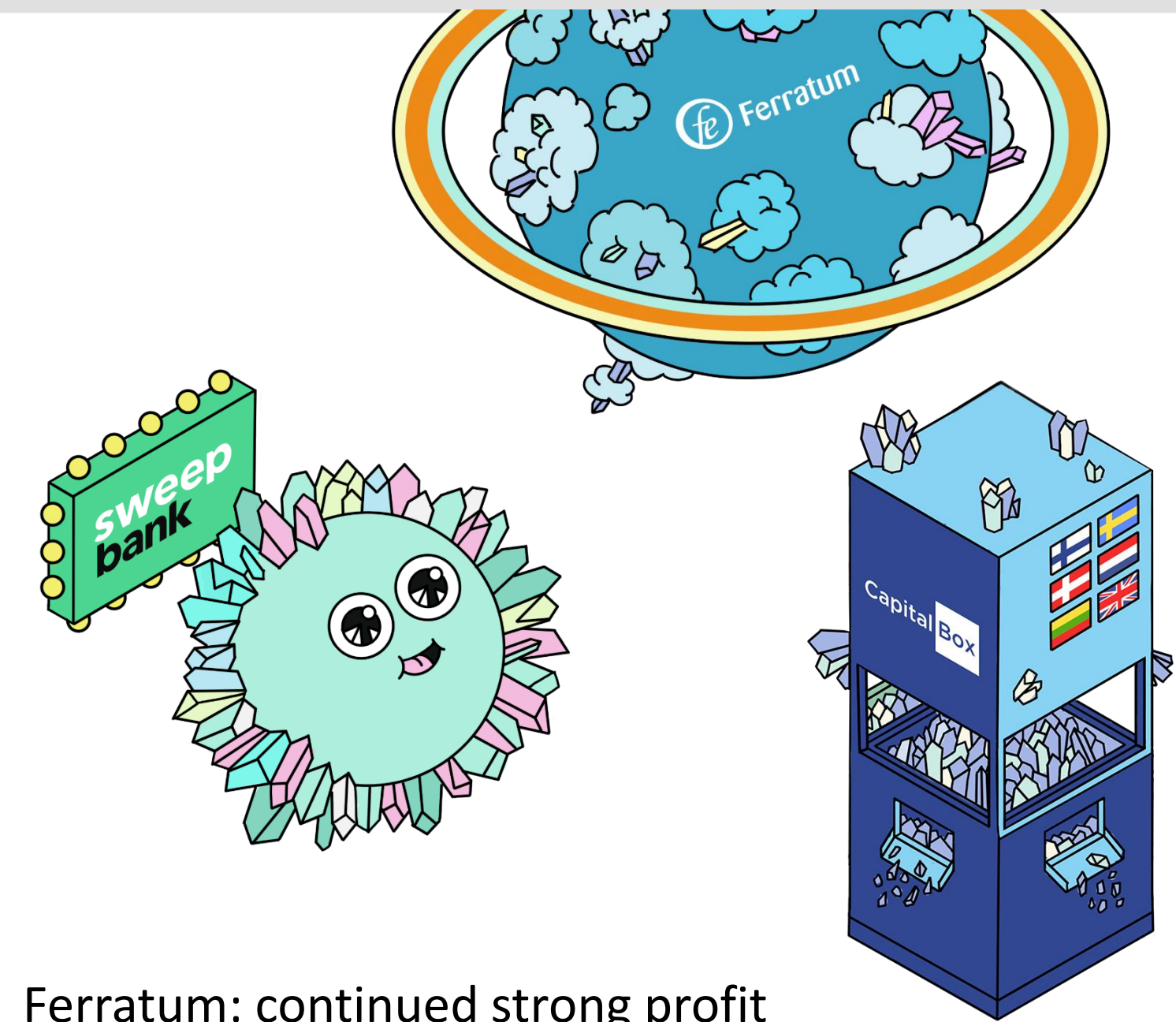
- Ferratum
- SweepBank
- CapitalBox

**Restated to reflect carve-out of discontinued operations*



SEGMENT VIEW – TRIBE PERFORMANCE

in EUR m	Ferratum		SweepBank		CapitalBox		Group	
Continuing operations	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021
Revenue	45.0	45.0	3.1	1.5	5.4	5.5	53.5	52.0
<i>Share in revenue, in %</i>	<i>84.1%</i>	<i>86.5%</i>	<i>5.8%</i>	<i>2.9%</i>	<i>10.1%</i>	<i>10.6%</i>	<i>100%</i>	<i>100%</i>
Impairment on loans to customers	(14.1)	(13.2)	(2.1)	(1.3)	(2.4)	(1.6)	(18.5)	(16.1)
<i>% of revenue</i>	<i>-31.3%</i>	<i>-29.3%</i>	<i>-66.2%</i>	<i>-86.7%</i>	<i>-44.1%</i>	<i>-29.1%</i>	<i>-34.7%</i>	<i>-31.0%</i>
Selling and marketing expenses	(3.5)	(4.9)	(0.8)	(0.7)	(1.3)	(1.2)	(5.5)	(6.8)
<i>% of revenue</i>	<i>-7.8%</i>	<i>-10.9%</i>	<i>-22.6%</i>	<i>-46.7%</i>	<i>-22.2%</i>	<i>-21.8%</i>	<i>-10.1%</i>	<i>-13.1%</i>
Attributable product margin	27.4	26.9	0.3	(0.5)	1.7	2.7	29.5	29.1
<i>% of revenue</i>	<i>61.1%</i>	<i>59.8%</i>	<i>9.7%</i>	<i>-33.3%</i>	<i>33.3%</i>	<i>49.1%</i>	<i>55.3%</i>	<i>56.0%</i>
Other operating expenses	(15.6)	(15.1)	(5.6)	(5.0)	(2.7)	(2.9)	(24.0)	(23.0)
Operating profit, continuing	11.8	11.8	(5.3)	(5.5)	(1.0)	(0.2)	5.5	6.1
Other income, net	-	0.2	-	-	0.1	-	0.1	0.2
Profit before interests and taxes ('EBIT')	11.8	12.0	(5.3)	(5.5)	(0.9)	(0.2)	5.6	6.3
<i>EBIT margin, in %</i>	<i>26.2%</i>	<i>26.7%</i>	<i>-171%</i>	<i>-367%</i>	<i>-17.6%</i>	<i>-3.6%</i>	<i>10.5%</i>	<i>12.1%</i>
Allocated finance costs, net	(2.3)	(2.8)	(0.7)	(0.5)	(0.6)	(0.7)	(3.6)	(4.0)
Unallocated FX losses	-	-	-	-	-	-	0.5	(0.9)
Profit before income taxes	9.5	9.2	(6.0)	(6.1)	(1.5)	(0.9)	2.4	1.4
<i>Profit before tax margin, in %</i>	<i>21.1%</i>	<i>20.2%</i>	<i>-194%</i>	<i>-407%</i>	<i>-27.8%</i>	<i>-18.2%</i>	<i>4.7%</i>	<i>2.7%</i>
Net AR	287.2	271.8	95.8	45.5	82.3	70.6	465.4	387.8

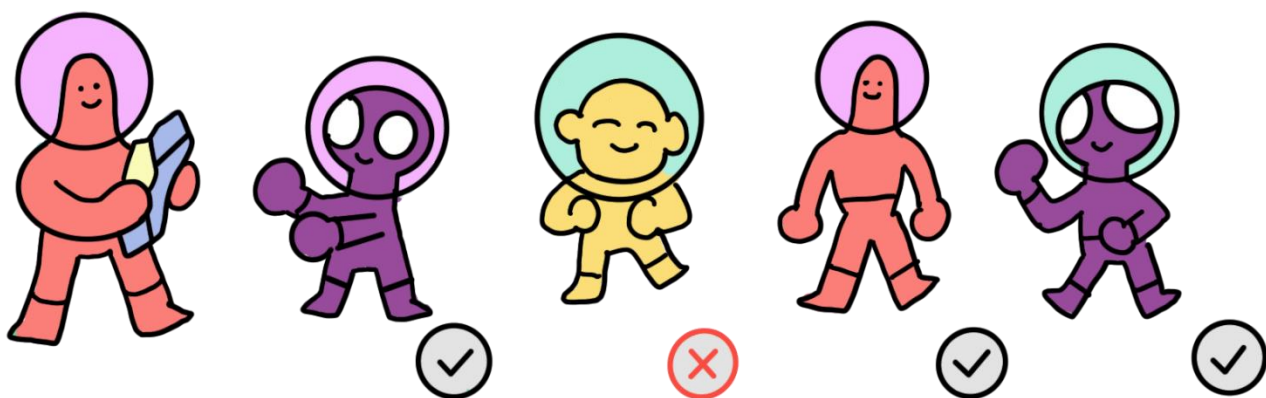


- Ferratum: continued strong profit performance
- SweepBank: massive revenue increase, investment into future growth
- CapitalBox: strong year-end with significant upturn in loan disbursements, somewhat elevated credit loss expenses during Q1
- Solid underwriting performance in all segments, slight increase compared to previous quarters

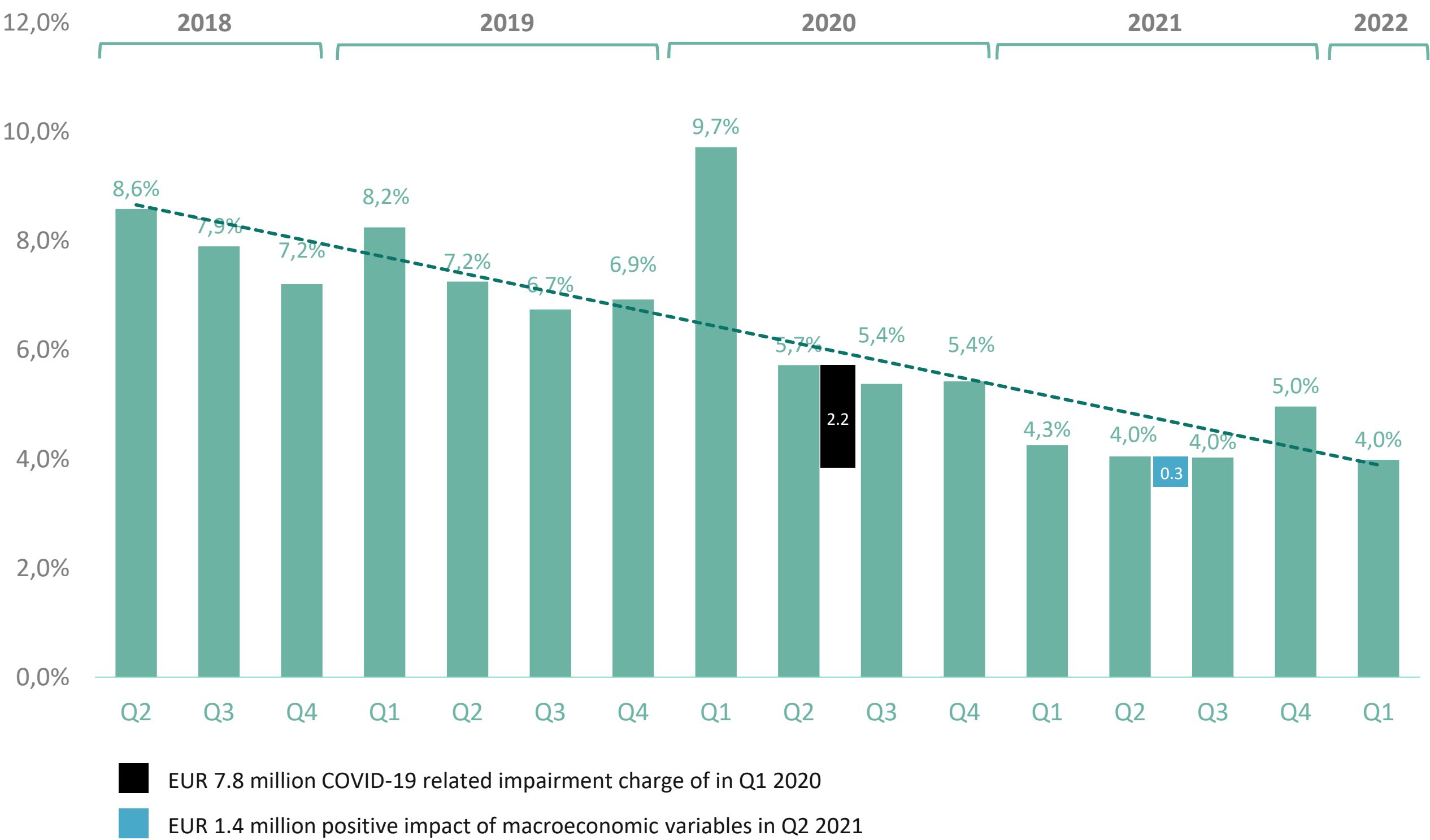
ENHANCED UNDERWRITING RESULTING IN STRONG ASSET QUALITY

BALANCED GROWTH STRATEGY DRIVES ASSET QUALITY IMPROVEMENTS

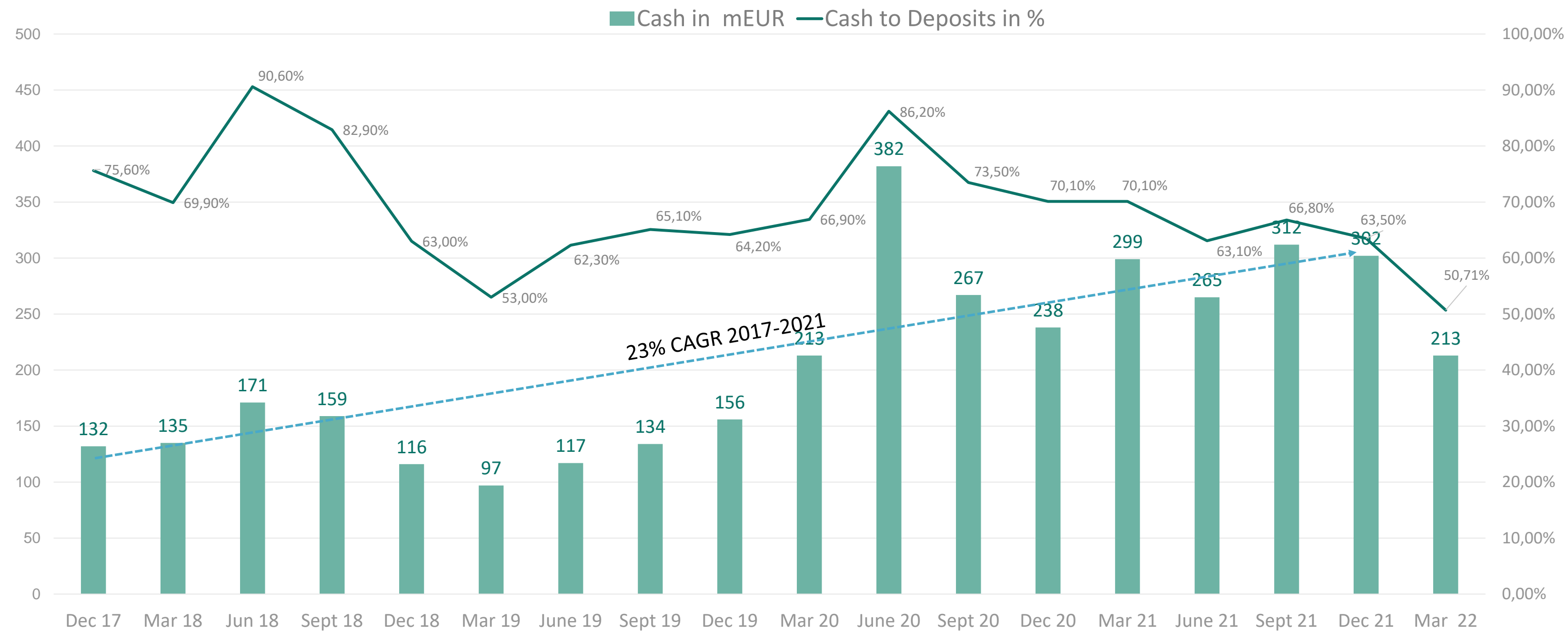
- Long-term trend: Continuous improvement in impairment losses over net accounts receivable (NAR) y-o-y
- Key driver is enhanced scoring and underwriting and focus on better asset classes



IMPAIRMENT LOSSES (TOTAL) / NAR



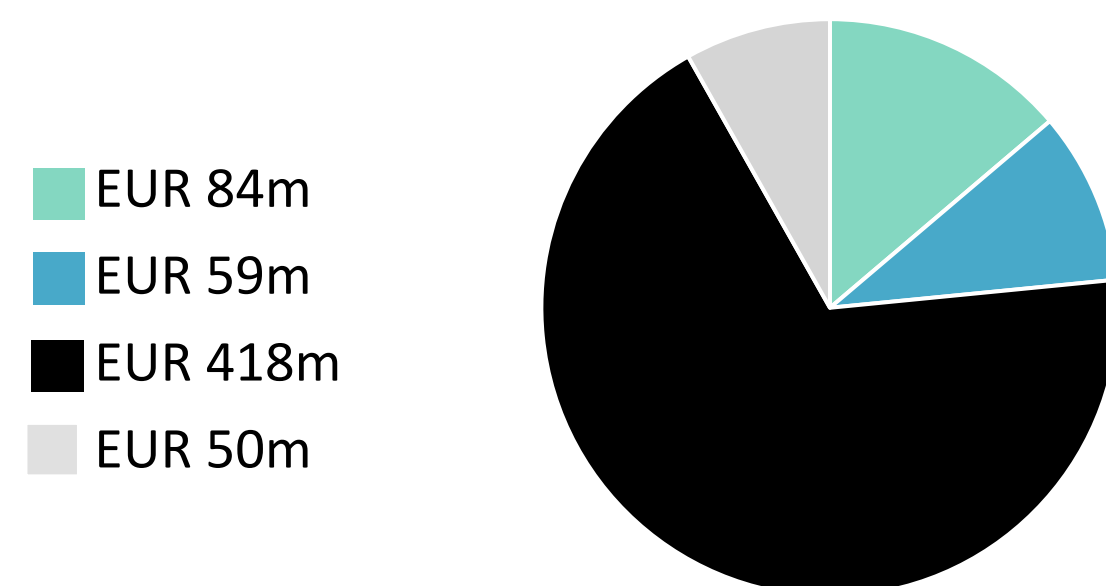
SOLID CASH BASE AND GROUP FUNDING



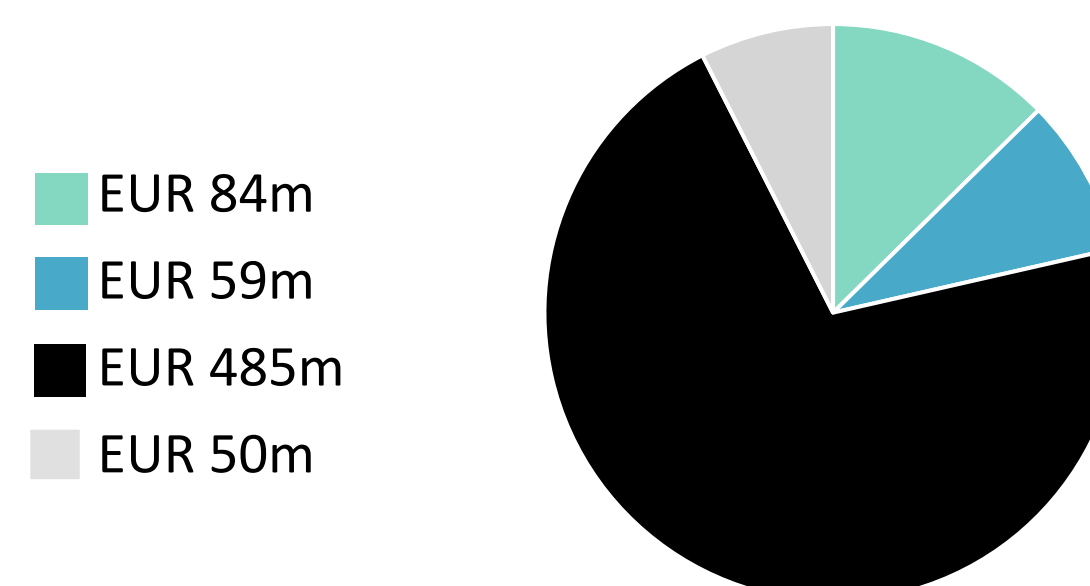
- In line with reduced deposit requirements by the Central Bank, Multitude has reduced the Group's cash position; however, cash position continues to be strong
- Focus on deposit intake for longer maturities (portion has increased from 17% to 21% vs YE 2021)

FUNDING STRUCTURE AND COST OF DEBT CAPITAL

FINANCING MIX AT 31 MAR 2022

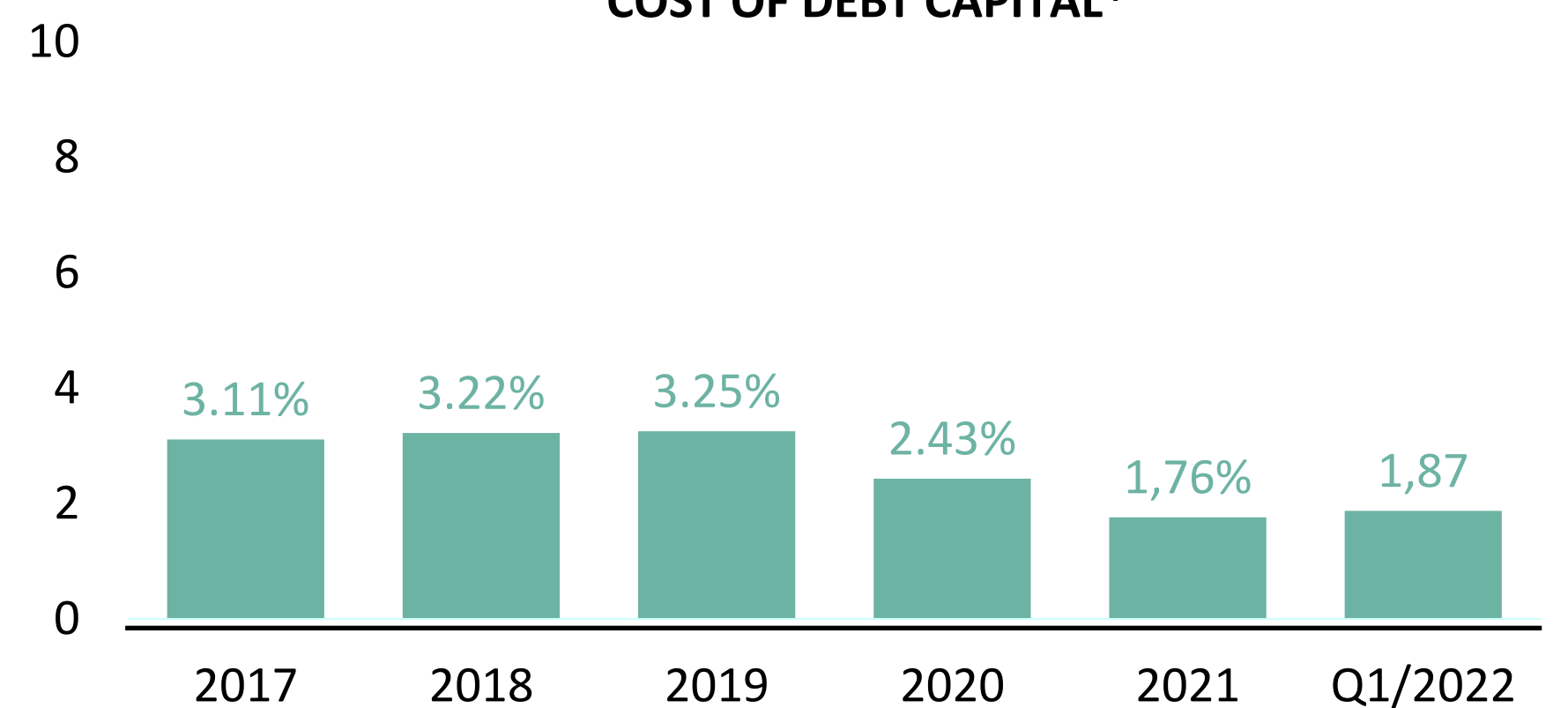


FINANCING MIX AT 31 DEC 2021



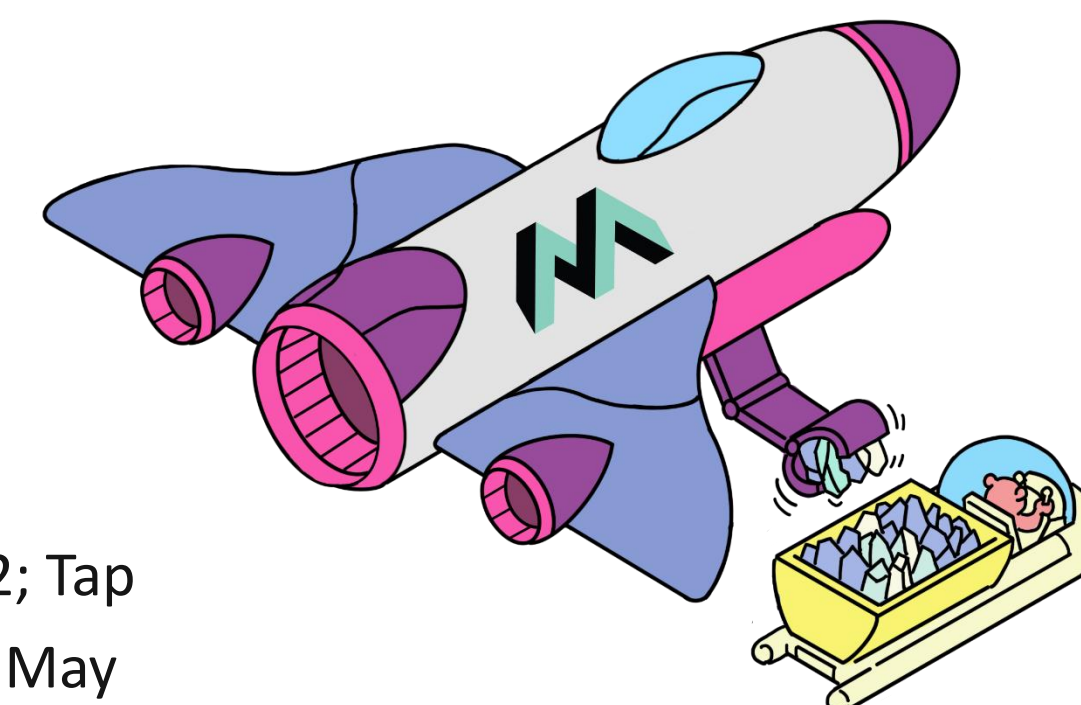
- Ferratum Capital Germany
5.5% + 3-month Euribor 2022
- Ferratum Capital Germany
5.5% + 3-month Euribor 2023
- Deposits
- Multitude SE
8.90% + 3-month Euribor perpetual
(IFRS Equity)

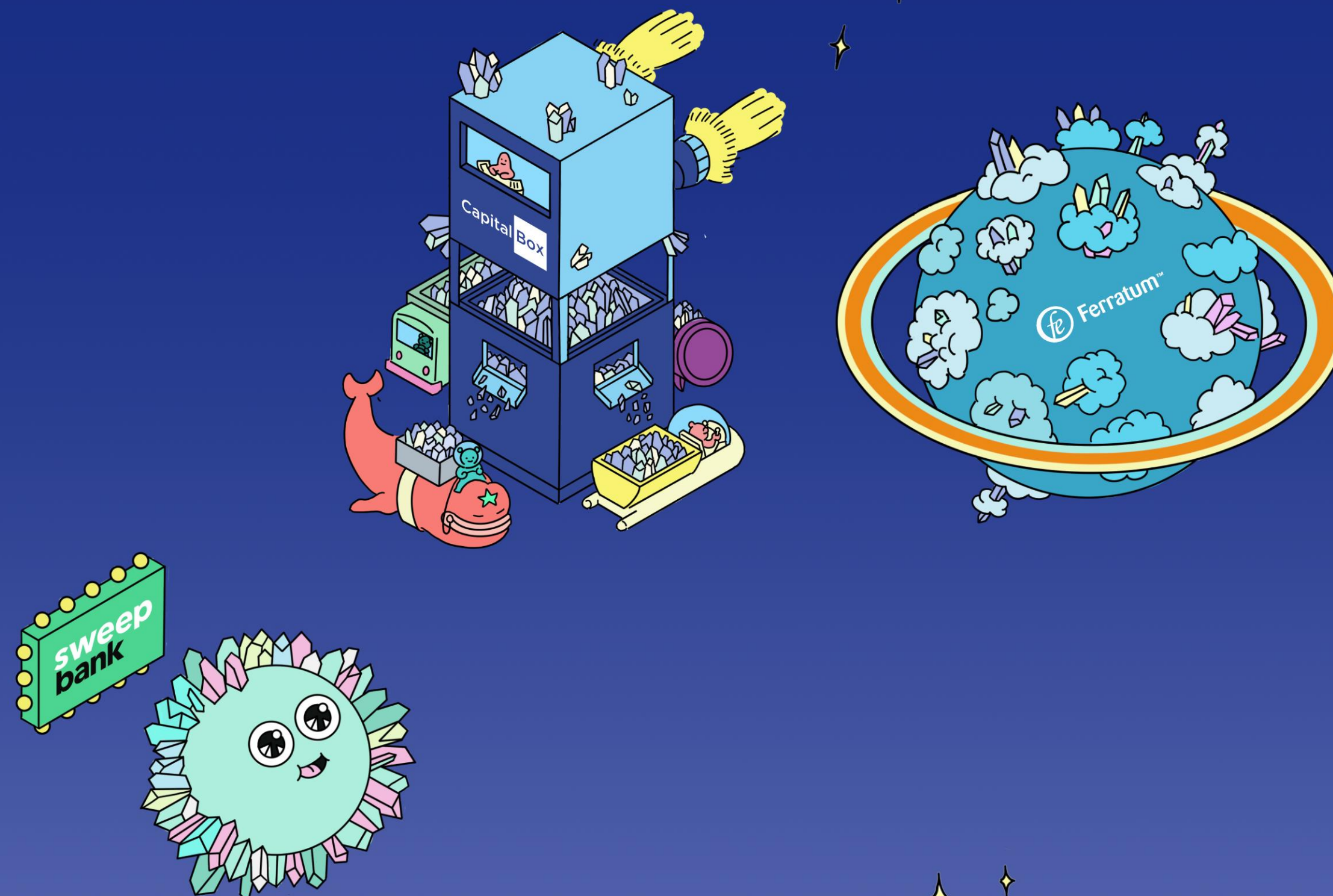
COST OF DEBT CAPITAL*



*Excluding perpetual bond

Subsequent Events: Successful partial Refinancing of 2018-2022 bond in early April 2022; Tap Issue on 2023 bond; 2022 bond will be settled in May
The group's bank has issued its first Tier 2 instrument.





KEY TAKEAWAYS

- Keep on building the structures for the fintech growth platform while delivering profitable growth:
 - SweepBank: Continued growth and doubling of revenue
 - Ferratum: Growth of revenue and profit in focus markets
 - CapitalBox: Pursuing profitable growth by improving client base and creating higher customer lifetime value
- Successful capital market transaction underpins investors' trust
- Preserving strong asset quality



Q&A

THANK YOU



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