



MULTITUDE

9M 2022 Results

Earnings Call 17.11.2022

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.

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.

MULTITUDE GROUP HIGHLIGHTS 9M 2022

– STABLE GROWTH CONTINUES WITH UPWARD TREND IN EBIT



HIGHLIGHTS 9M 2022

- Stable revenue growth +2.3% y-o-y
- Lending portfolio growth improving over several quarters +13.1% y-o-y
- Upward trending EBIT development despite the current market situation
- Payment behaviour in 9M 2022 remains robust
- Stable cash position

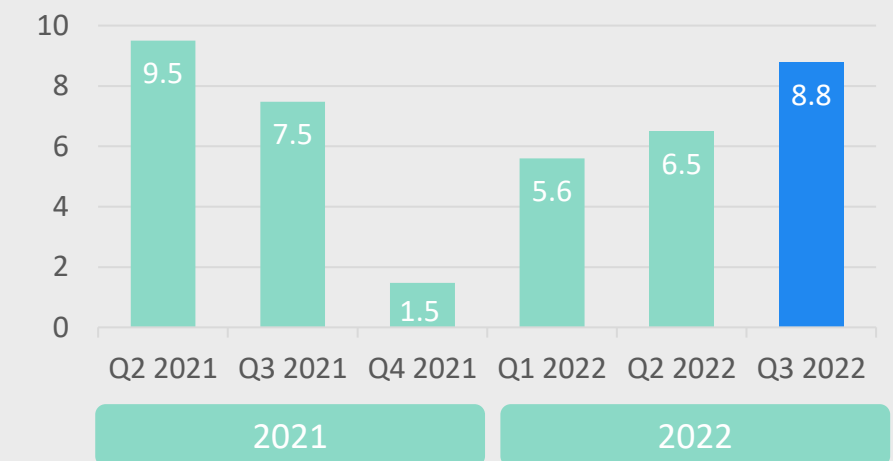
FOCUS GOING FORWARD

- Utilize 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 trips

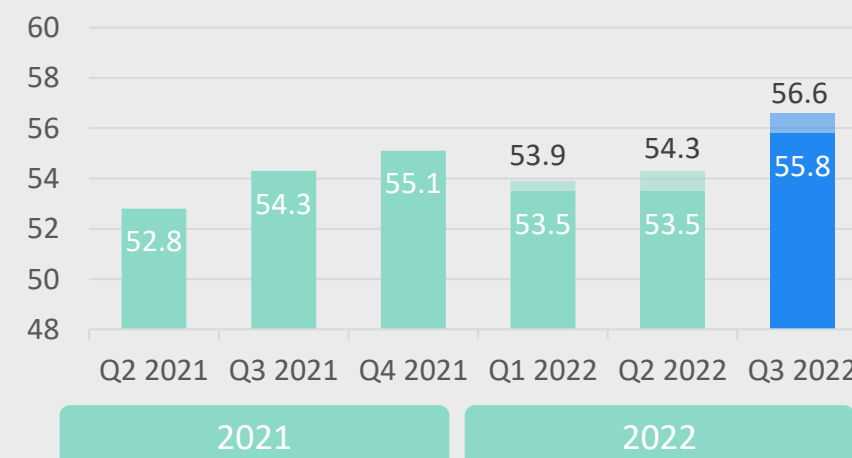
LOOKING AHEAD

- We confirm our EBIT guidance of EUR 30m for 2022, subject to assumption that no material macro-economic ECL adjustments will be required

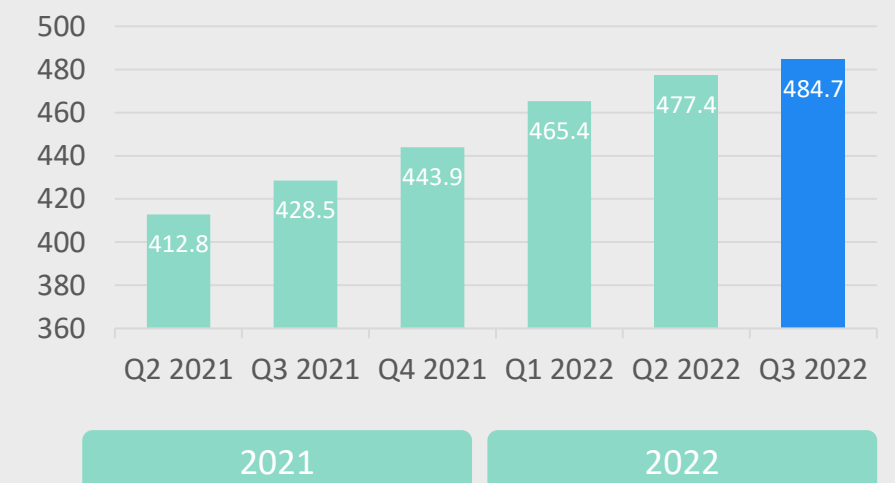
EBIT in EURm*



REVENUE in EURm**



NET AR in EURm



* 2021 amounts are restated to exclude the result of operations and cash flows from Ferratum UK Ltd.

** Delta relates to netting of customer acquisition cost (IFRS adj.)

SWEEP BANK HIGHLIGHTS 9M 2022

– GROWTH CONTINUES WITH SHIFT TOWARDS SHORT TERM PROFITABILITY



HIGHLIGHTS 9M 2022

- Strong revenue growth (+67.2% y-o-y)
- Solid lending portfolio growth (+51.7% y-o-y)
- Decisions to reduce operational and direct costs implemented. Full impact 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 growth to profitable growth
- Focus towards products and countries with higher profitability
- Significant reductions in operational costs with the aim to reduce them by over 50%
- Focus on prime segment instalment loans with higher yield
- 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 around -10 EURm EBIT and in 2024 to achieve a positive EBIT

9M 2022 IN NUMBERS

PRODUCTS

3

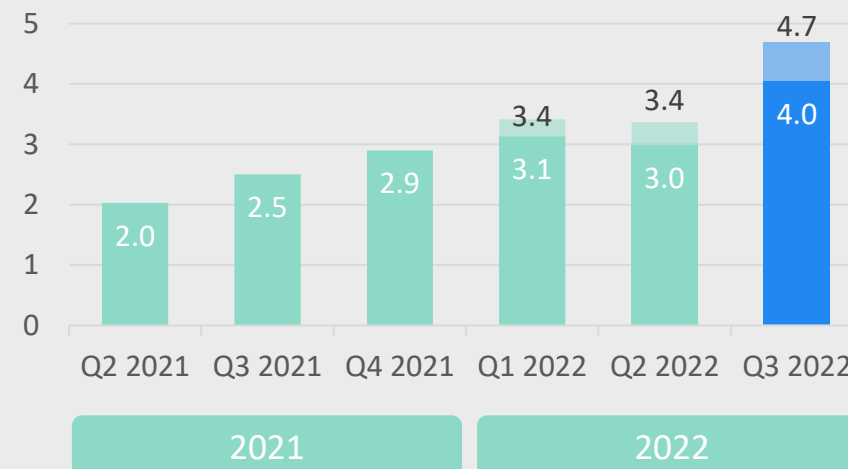
MARKETS

5

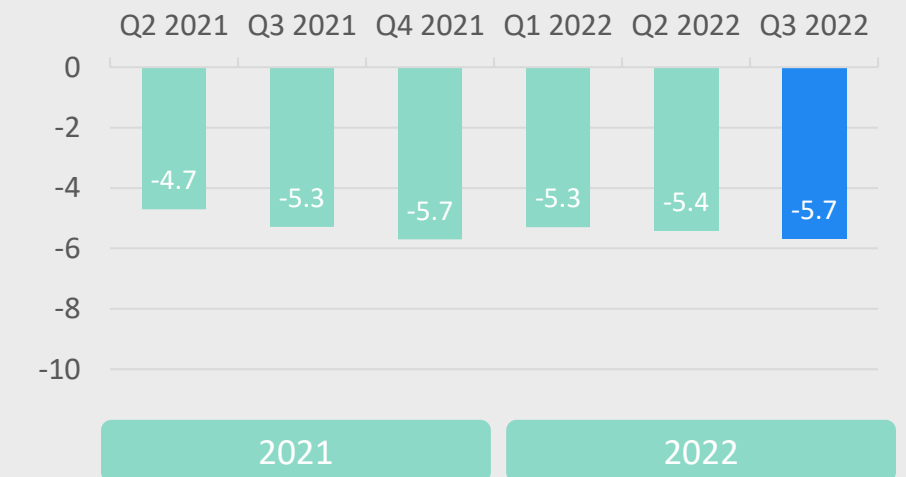
CUSTOMERS

63,421

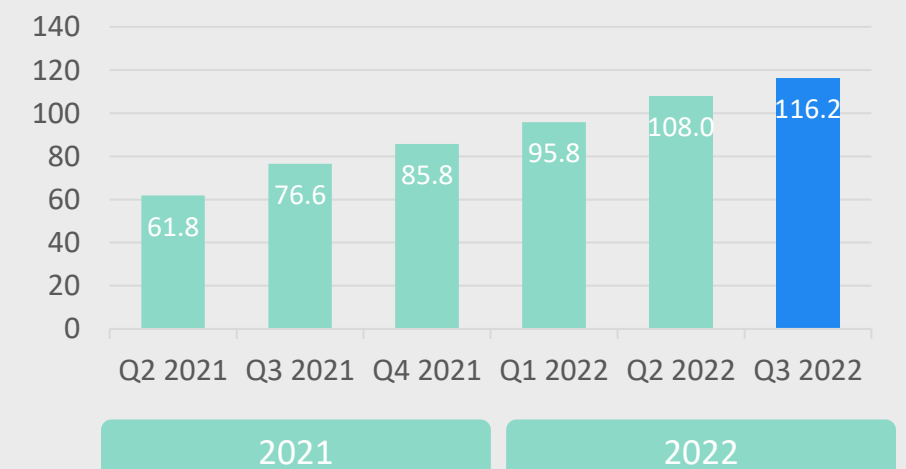
REVENUE in EURm*



EBIT in EURm



NET AR in EURm



* Delta relates to netting of customer acquisition cost (IFRS adj.)

FERRATUM HIGHLIGHTS 9M 2022

– SOLID PERFORMANCE CONTINUES



HIGHLIGHTS 9M 2022

- Stable revenue and EBIT development continues
- Portfolio quality remains robust
- Implementation of customer service outsourcing outside Europe in progress
- Loan portfolios sold in Sweden and Latvia, which reduced our Net AR

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

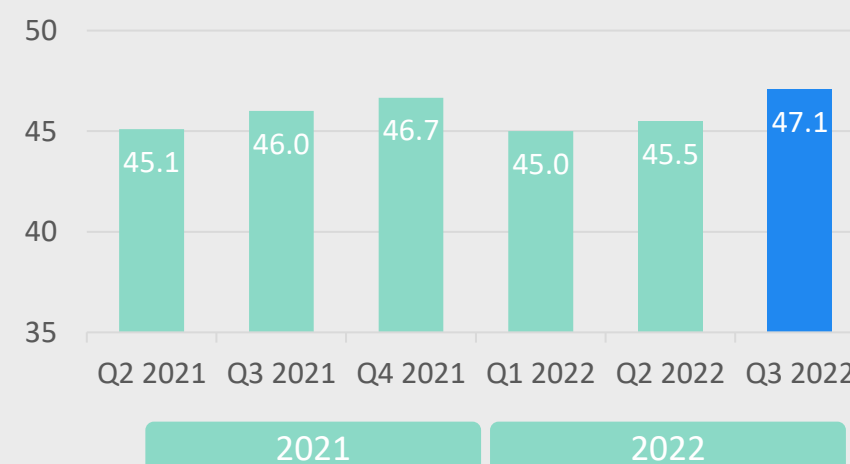
TARGETS 2023-2024

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

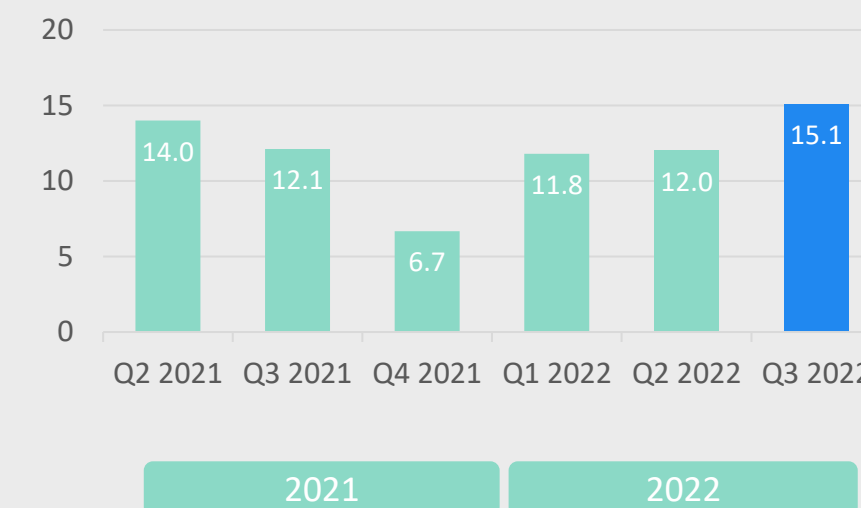
9M 2022 IN NUMBERS

MARKETS	PRODUCTS	NPS	CONTACT SHARE IN SELF SERVICE
15	3	68	75%

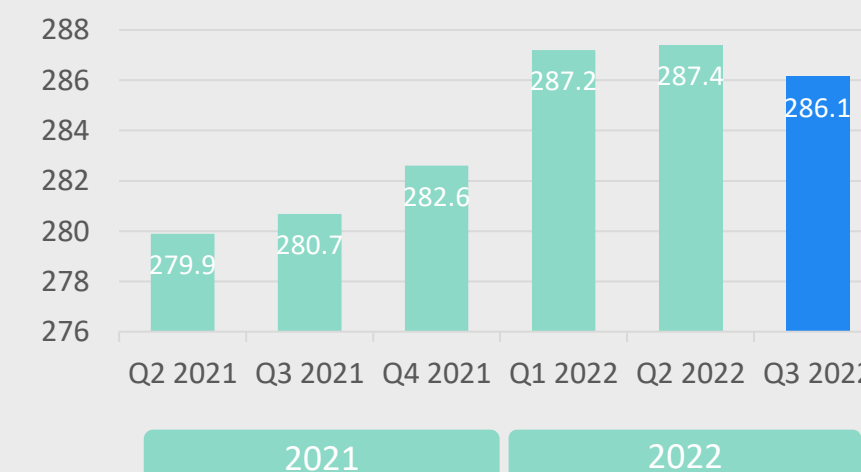
REVENUE in EURm



EBIT in EURm**



NET AR in EURm



**2021 amounts are restated to exclude the result of operations and cash flows from Ferratum UK Ltd.

CAPITALBOX HIGHLIGHTS 9M 2022

– TURNAROUND BACK TO GROWTH AND PROFIT IN PROGRESS

HIGHLIGHTS 9M 2022

- Revenue and EBIT below our expectations driven by internal performance during H1 2022
- Improvements in sales activity, cost reductions and credit loss control executed during Q3. Process continues during Q4. Full impact realised during H1 2023
- New Tribe CEO will start beginning of next year and the interim management team leads the turnaround until then

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 fixed costs

TARGETS 2023-2024

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

9M 2022 IN NUMBERS

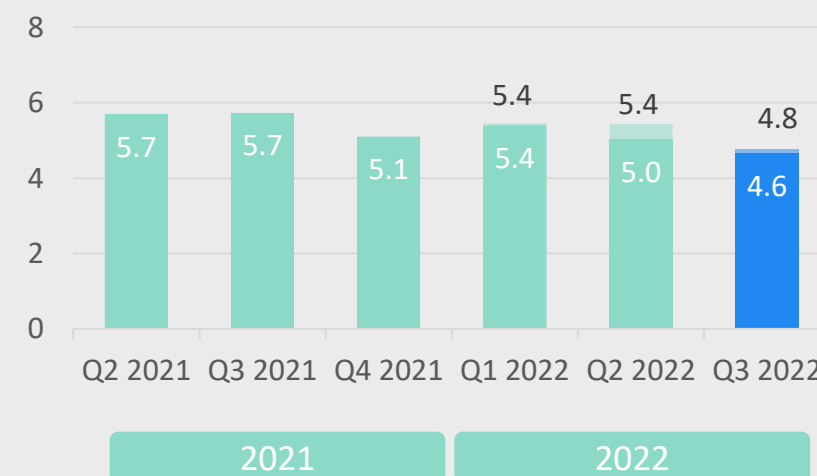
PRODUCTS

3

MARKETS

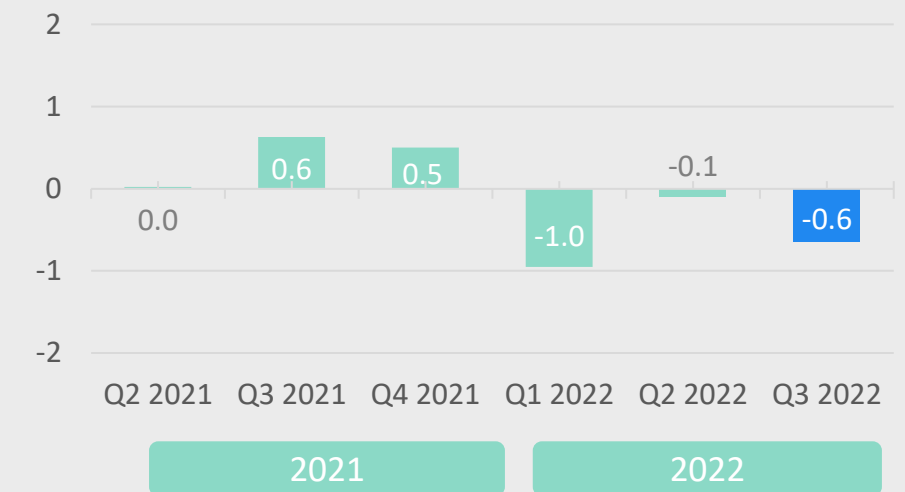
5

REVENUE in EURm*

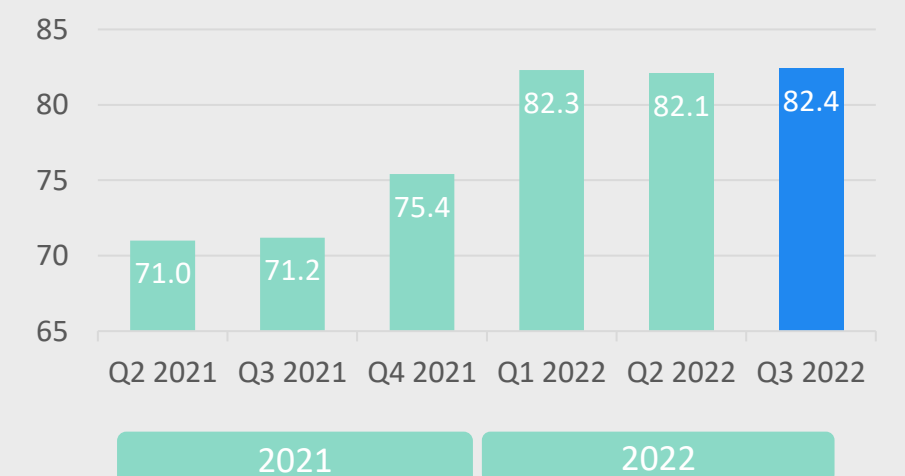


* Delta relates to netting of customer acquisition cost (IFRS adj.)

EBIT in EURm



NET AR in EURm



BUILDING A SUSTAINABLE GROWTH PLATFORM – PROGRESS TOWARDS ESG GOALS



 2025 GOALS

 2025 TARGETS

 PROGRESS

E	Understand and reduce the Group environmental footprint	Set and meet emissions targets for 2025 Carbon emissions reduction plan	Scope 2 and Scope 3 emissions baseline data under review and incorporation of data gap improvements
		SweepBank > 65% of Sweep app purchases are digital	Current Sweep app digital purchases: 39%
S	Monitor, report on and improve stakeholder well-being a) Our customers	Ferratum Responsible Lending Index Score $\geq 4.5^*$ $\geq 50\%$ content for customers is educational NPS ≥ 70	Responsible Lending Index Score: 4.3 >15% content for customers educational NPS: 68
		CapitalBox NPS ≥ 50	NPS: 40
		SweepBank NPS ≥ 50	Baseline definition in progress
	b) Training and development	Grow talent from within Performance and career development discussions bi-annually for all employees	Performance & career development discussions in H2 and final rounds of discussion in December and January.
		Average 15 hrs training per employee per year	On-track in line with previous years average of 15 hours
	c) Employee wellness	Drive employee engagement & retain top talent eNPS of 25	New hybrid work policy implemented Current: 12
	d) Diversity and Inclusion	Increased gender balance across leadership positions 38% of board and 35% of management are female	Diversity and Inclusion Statement approved by board Current board's female membership: 25% & Female management: 34%
G	Embed ESG conscious practices	d) Our stakeholders	Integrate materiality assessment outcomes into ESG strategic objectives
			Materiality Assessment in progress
		100% ESG Policy implementation and Human Rights assessment	ESG Policy and Human Rights statement adoption
		ESG assessment implemented for key suppliers	ESG assessment framework under revised procurement strategy in development

Notes: 1. Responsible Lending Index Scale of 1-5, higher is better. 2. NPS, eNPS, Responsible Lending and Female Leadership numbers reported bi-annually.



MULTITUDE

9 MONTHS RESULTS 2022

IFRS preliminary unaudited financial results for
the 9 months ended 30 September 2022

FINANCIAL OVERVIEW: MODERATE y-o-y GROWTH WITH UPWARDS TREND IN EBIT



in EURm	9M 2022*	9M 2021**	%/pp change
Revenue	162.8	159.1	2.3%
Impairment on loans to customers	(57.9)	(49.9)	16.0%
% of revenue	-35.6%	-31.4%	4.2pp
Costs of operations:			
Bank and lending costs	(10.5)	(9.8)	7.1%
Selling and marketing expenses	(15.9)	(20.5)	-22.4%
Personnel expenses	(25.9)	(25.3)	2.4%
General and administrative expenses	(19.4)	(18.5)	4.9%
Depreciation and amortisation	(12.6)	(11.4)	9.6%
Operating profit, continuing	20.7	23.7	-12.8%
Other income, net	0.2	(0.5)	na
Profit before interests and taxes ('EBIT')	20.8	23.2	-10.3%
EBIT margin, in %	12.8%	14.6%	-1.8pp
Finance costs, net	(13.1)	(14.8)	-11.5%
Profit before income taxes	7.7	8.5	-9.4%
Profit before tax margin, in %	4.7%	5.3%	-0.6pp
Income tax expenses	(1.8)	(1.8)	0.0%
Profit from continuing operations	6.0	6.6	-9.1%
Loss from discontinued operations	-	(3.9)	-100%
Profit (loss) for the year	6.0	2.7	122.2%

* Customer acquisition cost SweepBank and CapitalBox offset from revenue (IFRS adjustment)

** Restated to reflect carve-out of discontinued operations



IMPROVING OPERATIONAL AND FINANCIAL PERFORMANCE:

- Revenue increased by EUR 3.7m compared to 9M 2021, despite the difficult market environment. (=+ EUR 5.6m like-for-like revenue growth)
- Impairment losses somewhat increased (especially in SweepBank)
- Reduced selling and marketing expenses (EUR 1.7m of reduction due to netting from revenue)
- Personnel expenses de facto flat
- Other operating expenses slightly above 9M 2021 level, but well under control
- Slight reduction in net finance costs by EUR 1.7 million (-11.5%) y-o-y



STRONG PROFITABILITY METRICS:

- EBIT EUR 20.8m, PBT EUR 7.7m and net profit EUR 6.0m

BALANCE SHEET STRUCTURE SUPPORTS CONTINUED PORTFOLIO GROWTH



ASSETS

in EURm	30 Sep 2022	31 Dec 2021	% Change
Non-current assets	62.9	54.1	+16.3%
Loans to customers (net)	484.7	443.9	+9.2%
Cash and cash equivalents	152.2	301.6	-49.5%
Current tax assets	2.9	2.2	+30.1%
Other current assets	38.7	17.3	+123.5%
Total Assets	741.3	819.0	-9.5%

LIABILITIES AND EQUITY

Non-current liabilities	83.2	140.9	-41.0%
<i>of which deposits (non-current)</i>	<i>77.6</i>	<i>82.8</i>	<i>-6.2%</i>
Current liabilities	485.3	508.6	-4.6%
<i>of which deposits (current)</i>	<i>374.4</i>	<i>402.0</i>	<i>-6.9%</i>
Total Liabilities	568.5	649.5	-12.5%
Equity	172.8	169.5	2.0%

in EURm	30 Sep 2022	31 Dec 2021	% Change
Current to total assets	91.5%	93.4%	-1.9pp
Current to total liabilities	85.4%	78.3%	+7.1pp
Equity ratio	23.3%	20.7%	+2.6pp
Net debt-to-equity ratio	2.41	2.05	+0.36pp

ASSETS: LOAN PORTFOLIOS GROWING, EXCESS CASH REDUCED

- Growth in loans to customers portfolios
- Cash management actions to decrease excess cash
- Sustained high level of current to total assets

LIABILITIES: 2022 BOND REPAYED

EQUITY RATIO SLIGHTLY INCREASED

NET DEBT-TO-EQUITY RATIOS (BOND COVENANT DEFINITION):

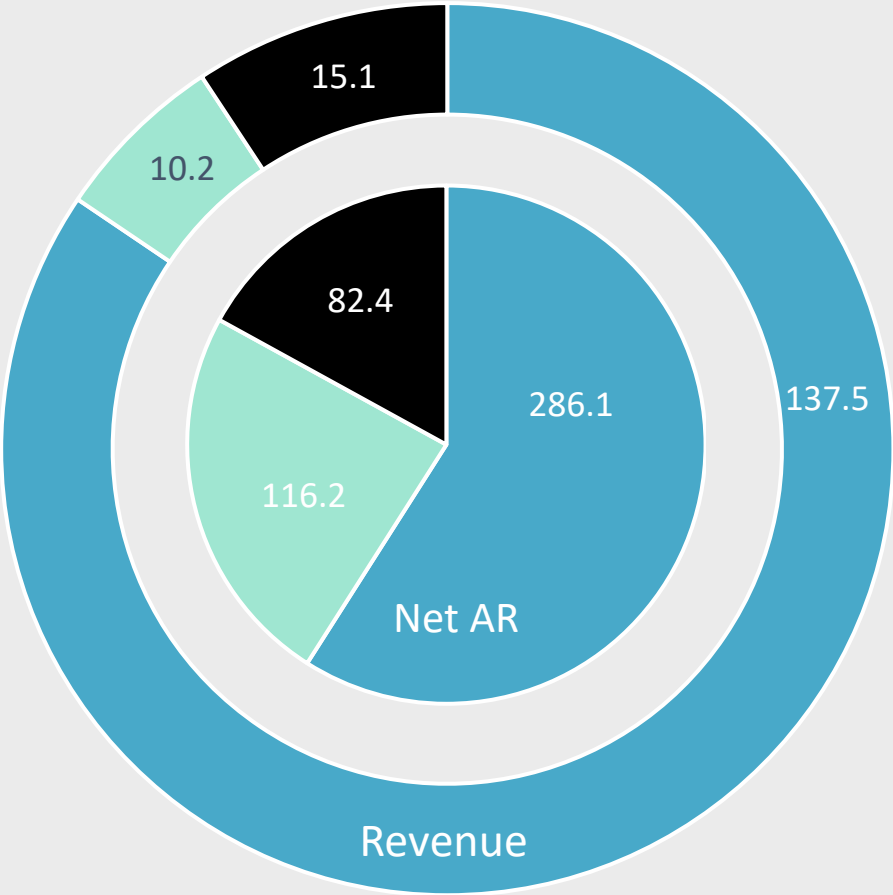
- Slight increase
- Comfortably within covenants

INCREASED LOAN PORTFOLIO IN ALL TRIBES

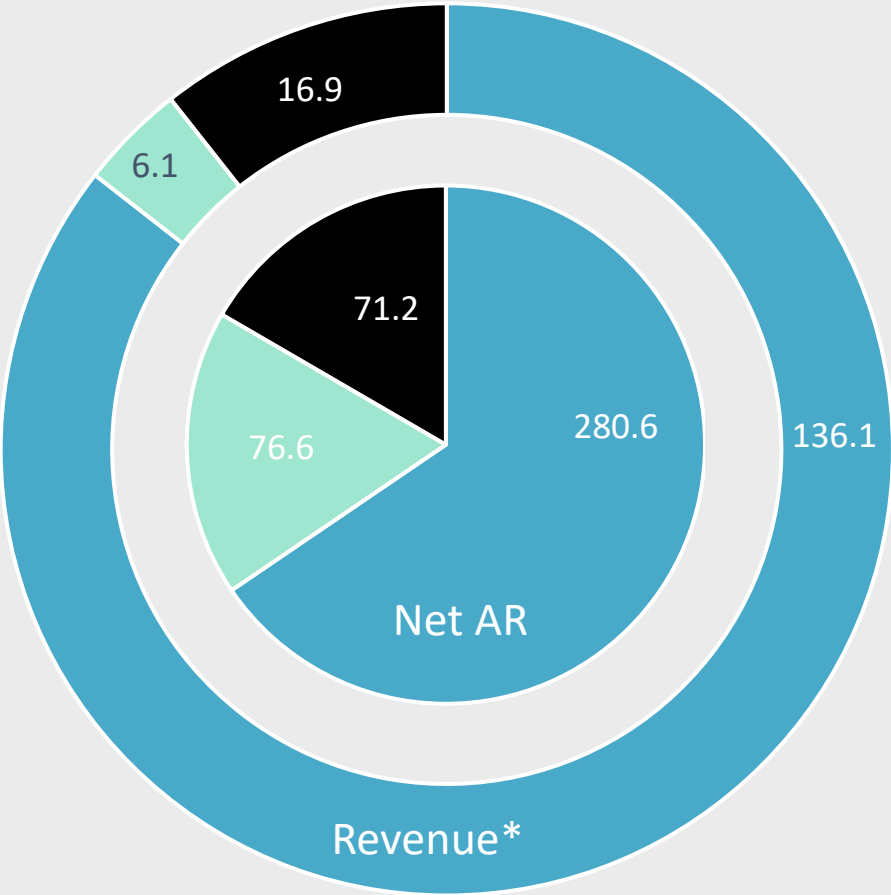


MULTITUDE

9M 2022 REVENUE AND NET AR in EURm



9M 2021 REVENUE AND NET AR in EURm



- Ferratum
- SweepBank
- CapitalBox

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

SEGMENT VIEW – TRIBE PERFORMANCE



in EURm	Ferratum		SweepBank		CapitalBox		Group	
Continuing operations	9M 2022	9M 2021	9M 2022	9M 2021	9M 2022	9M 2021	9M 2022	9M 2021
Revenue *	137.5	136.1	10.2	6.1	15.1	16.9	162.8	159.1
Share in revenue, in %	84.5%	85.5%	6.3%	3.8%	9.3%	10.6%	100.0%	100.0%
Impairment on loans to customers	(44.0)	(41.3)	(8.0)	(4.1)	(5.9)	(4.5)	(57.9)	(49.9)
% of revenue	-32.0%	-30.3%	-78.4%	-67.2%	-39.1%	-26.2%	-35.5%	-31.3%
Selling and marketing expenses	(12.1)	(14.0)	(1.7)	(2.8)	(2.1)	(3.7)	(15.9)	(20.5)
% of revenue	-8.8%	-10.3%	-16.7%	-45.9%	-13.9%	-22.0%	-9.7%	-12.9%
Attributable product margin	81.4	80.8	0.5	(0.8)	7.1	8.7	89.2	88.8
% of revenue	59.2%	59.4%	4.9%	-13.1%	47.0%	51.8%	54.8%	55.8%
Other operating expenses	(42.7)	(42.3)	(16.9)	(14.7)	(8.8)	(8.0)	(68.5)	(65.1)
Operating profit, continuing	38.7	38.5	(16.4)	(15.5)	(1.7)	0.7	20.7	23.7
Other income, net	0.1	(0.4)	-	-	-	(0.1)	0.2	(0.5)
Profit before interests and taxes ('EBIT')	38.8	38.1	(16.4)	(15.5)	(1.7)	0.7	20.8	23.2
EBIT margin, in %	28.2%	28.0%	-160.8%	-254.1%	-11.3%	3.6%	12.8%	14.6%
Allocated finance costs, net	(6.4)	(8.4)	(2.6)	(2.3)	(1.8)	(2.1)	(10.8)	(12.8)
Unallocated FX losses	-	-	-	-	-	-	(2.2)	(2.0)
Profit before income taxes	32.4	29.7	(19.0)	(17.8)	(3.5)	(1.5)	7.7	8.5
Profit before tax margin, in %	23.6%	21.8%	-186.3%	-290.2%	-23.2%	-8.9%	4.9%	5.3%
Net AR	286.1	280.7	116.2	76.6	82.4	71.2	484.7	428.5



Ferratum:

revenue slightly up, credit loss impairments well under control, continued high profitability.



SweepBank:

significant revenue increase, somewhat elevated credit losses, product margin turned positive. Focus going forward is on accelerating path to profitability.



CapitalBox: challenging market environment and dissatisfactory operating performance - turnaround back to profitable growth ongoing. Credit losses improving.

* SweepBank and CapitalBox: net of attributed customer acquisition cost

IMPROVING UNDERWRITING RESULTING IN CONSTANTLY STRONG ASSET QUALITY

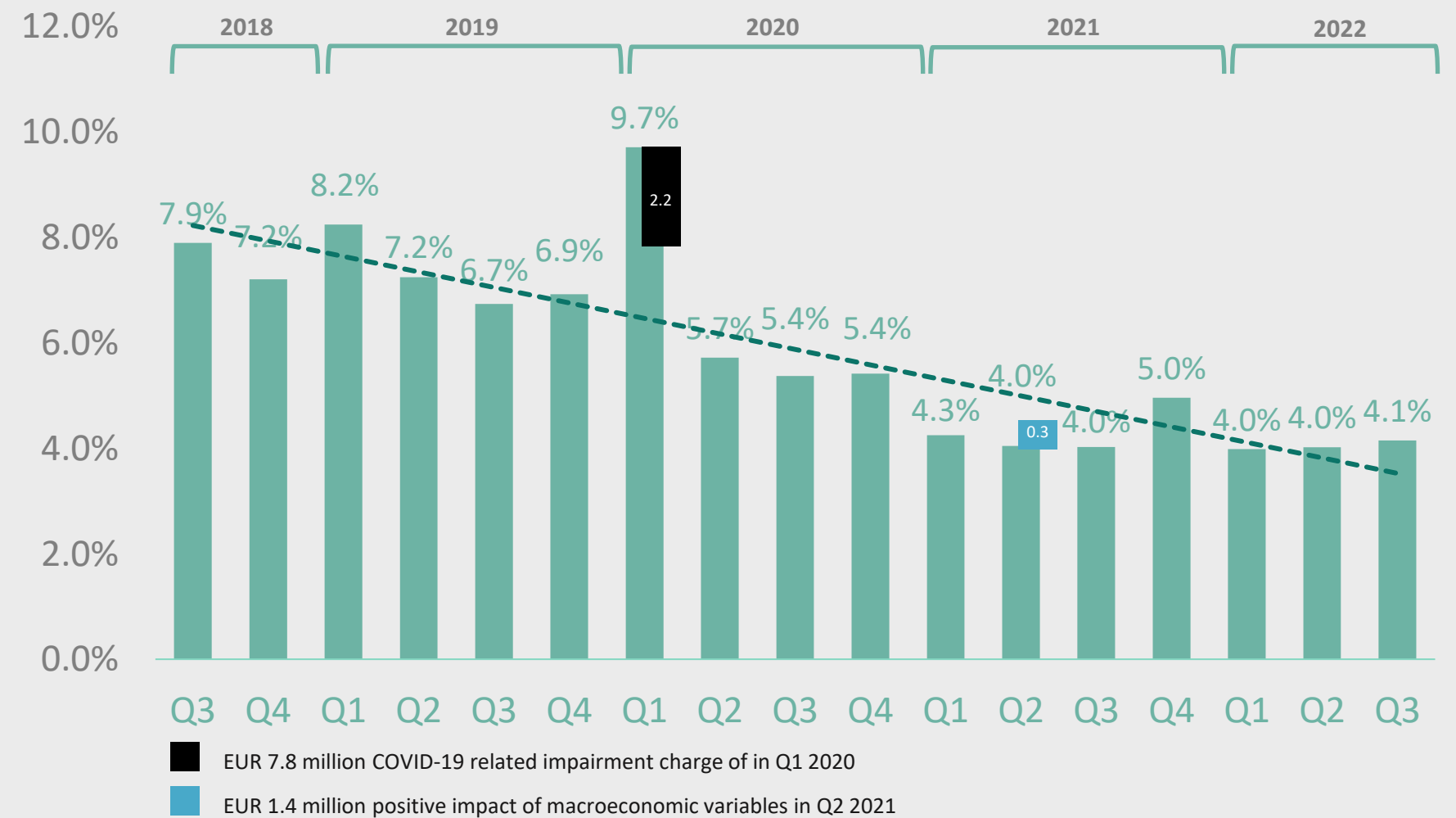


MULTITUDE

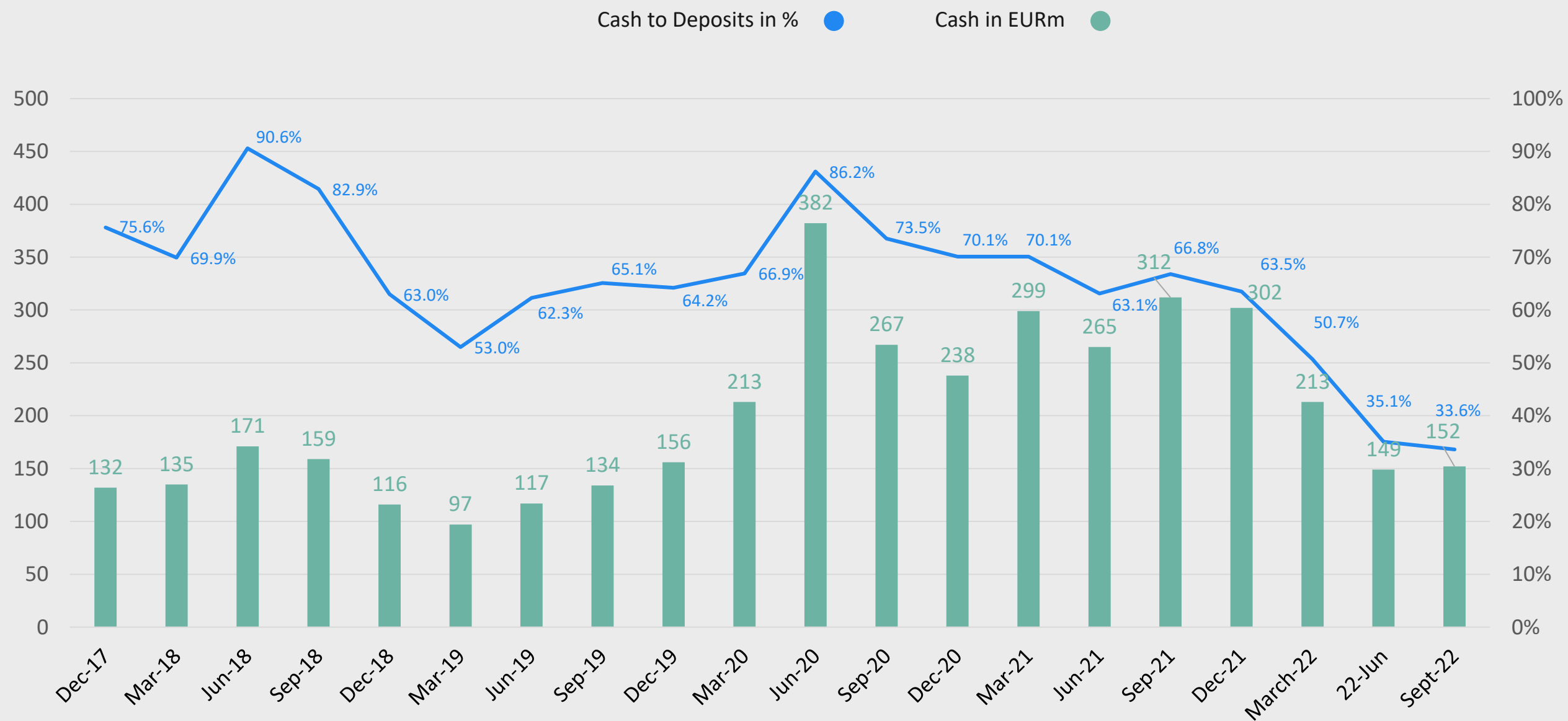
BALANCED GROWTH STRATEGY DRIVES ASSET QUALITY IMPROVEMENTS

- 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

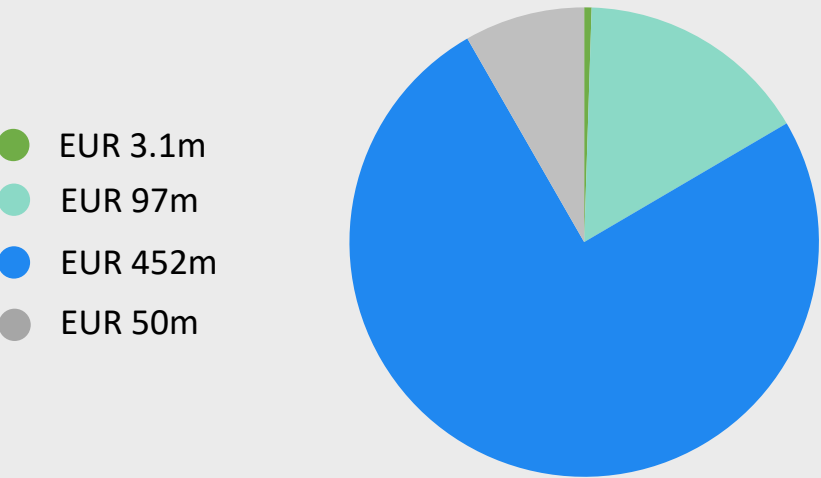


- Within an increasing interest rate environment, Multitude is actively managing its cash position, which remains to be strong
- More than 17% of the deposit intake is maintained on longer maturities (long-term (> 12 months))

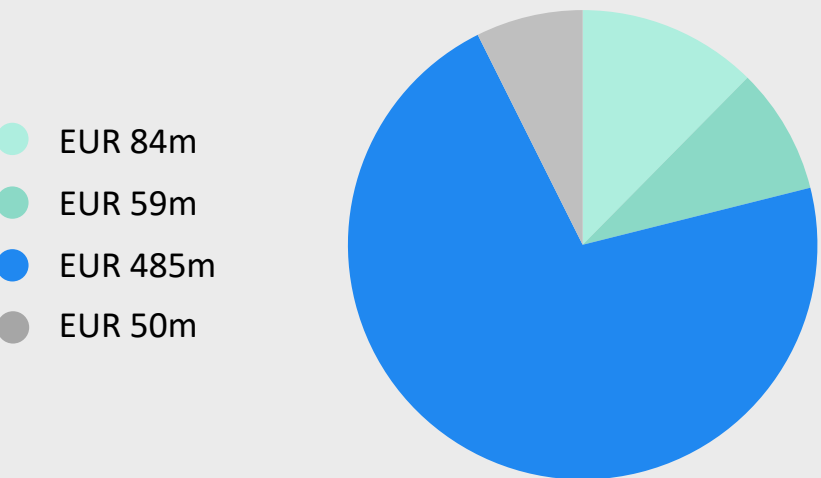
FUNDING STRUCTURE AND COST OF DEBT CAPITAL



FINANCING MIX AT 30 SEPT 22

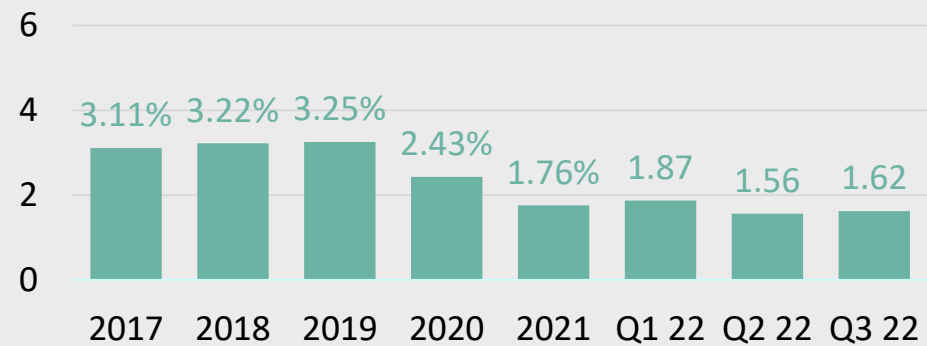


FINANCING MIX AT 31 DEC 21



- 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 plc.
6% fixed rate Tier 2 bond 2032 (Reg. Capital)

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.

Update: Multitude is preparing for the refinancing of the 2023 bond, a debt capital markets transaction is planned for Nov/Dec.

9M 2022 KEY TAKEAWAYS

- STABLE GROWTH WITH UPWARD TREND IN EBIT
- CONFIRMING OUR EBIT GUIDANCE
- SWEEPBANK: STRONG GROWTH CONTINUES, BUT STRATEGY SHIFTED TOWARDS PROFITABLE GROWTH
- FERRATUM: SOLID PERFORMANCE CONTINUES
- CAPITALBOX: TURNAROUND BACK TO GROWTH AND PROFIT IN PROGRESS
- REFINANCING OF 2023 BOND SCHEDULED FOR Q4 2022

Q&A

THANK YOU



ir@multitude.com

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