



# Ferratum™

More than money **to everyone**

**Ferratum Oyj | Conference Call – Q1 Results 2016**

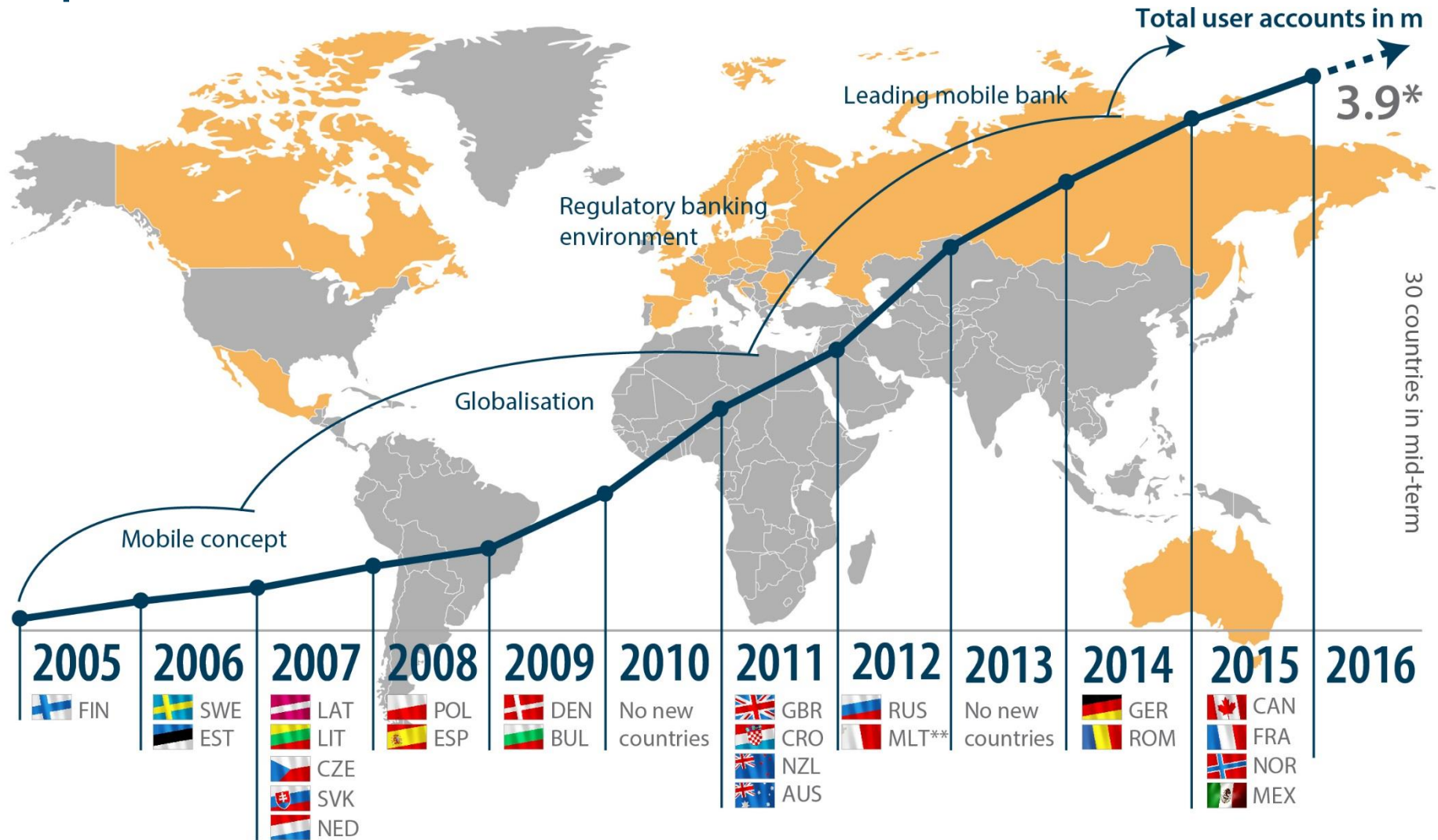
**Jorma Jokela and Dr. Clemens Krause**

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This presentation contains, or may be deemed to contain, forward-looking statements. These statements relate to future events or future financial performance of Ferratum. Such statements are based on the current expectations and certain assumptions of Ferratum's management, of which many are beyond the Ferratum'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 Ferratum and, accordingly, Ferratum 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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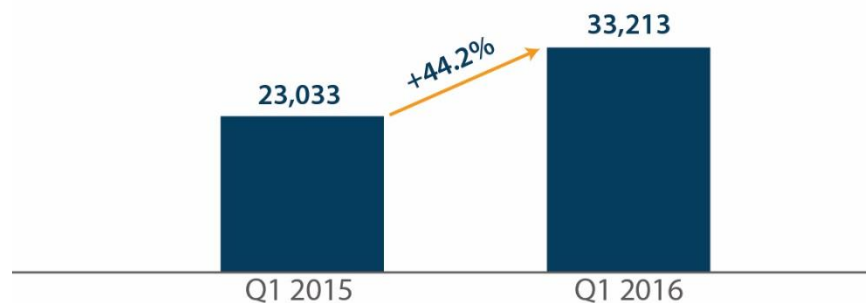
## Experience – More than 10 Years of Profitable Growth



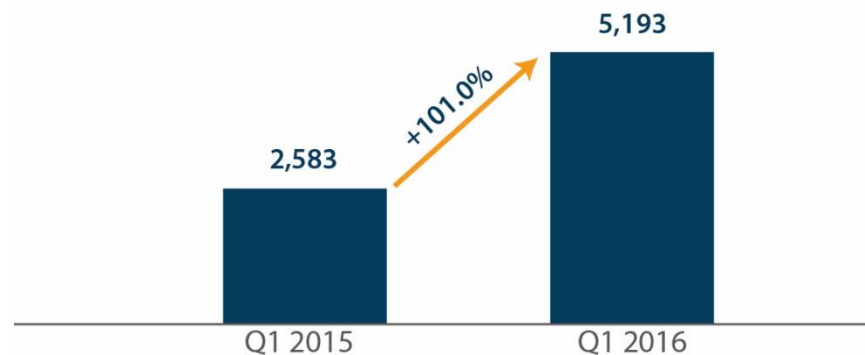
\* Total user accounts as of 31/03/16, i.e. registered accounts and active/former customers; \*\* Malta: No local operations

# Convincing Growth Story Delivered

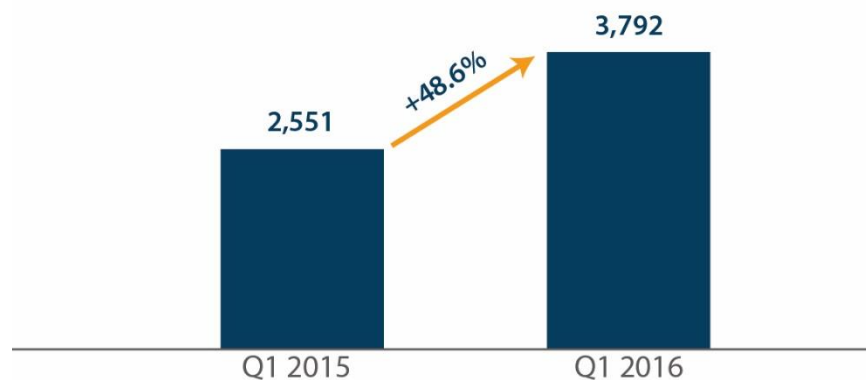
## Revenues (EUR '000)



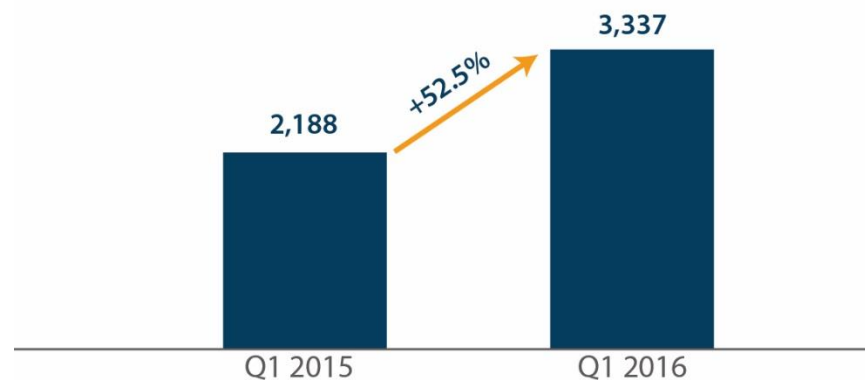
## EBIT (EUR '000)



## EBT (EUR '000)



## Profit for the period (EUR '000)



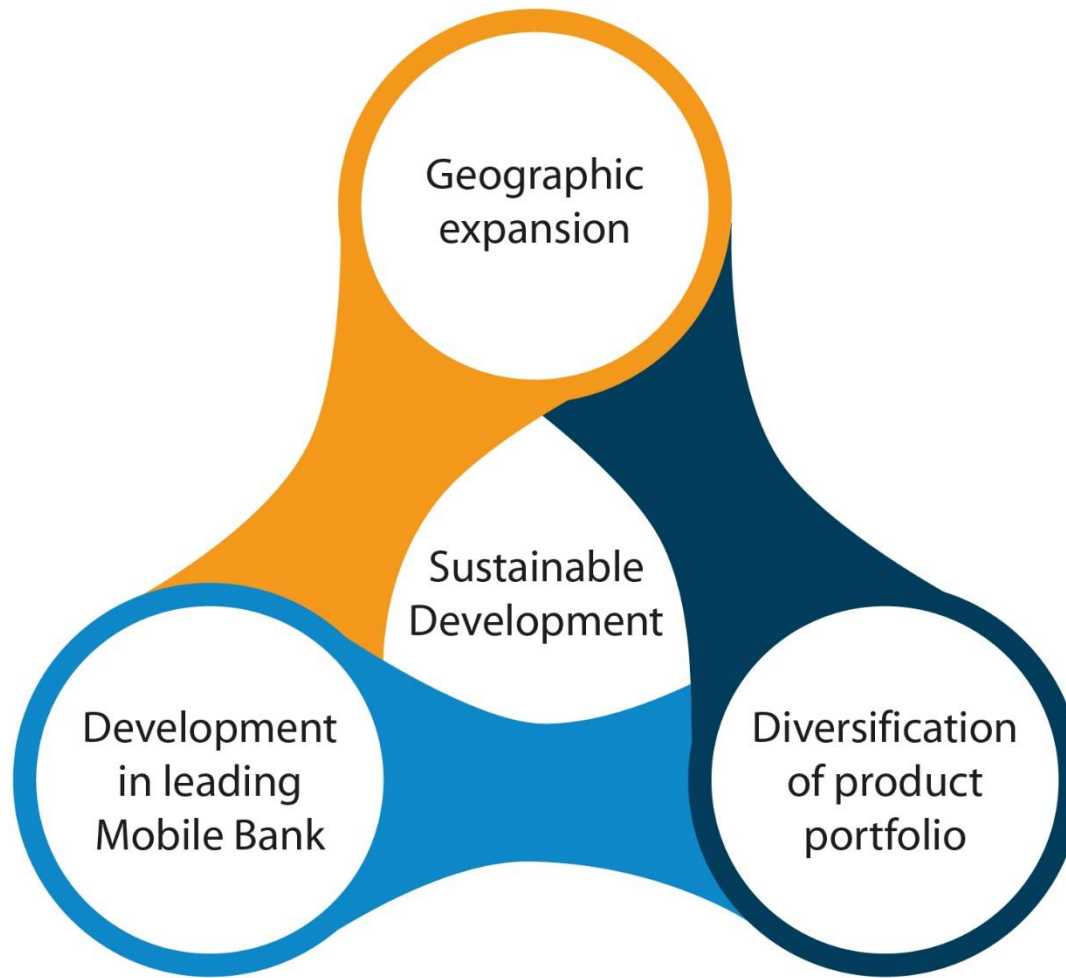
# Strategy Implementation – Our Milestones in the last twelve Months

## Further preparation of mobile bank project

COUNTRIES	Norway Business launch under EU banking licence		Mexico Business launch	
	France Business launch under EU banking licence			
PRODUCTS	Ferratum Business Launch of small business lending in Sweden	Ferratum Business Launch of small business lending in Finland	Ferratum Business product launch in Lithuania  Mobile Bank Mobile Bank project launched in Sweden	Deposit products Introduction to German market  Ferratum Business Product launch in Denmark and the Netherlands
OTHER MAJOR EVENTS	Bond rating Upgrade to BBB  SDAX Listing on the SDAX index of the German Stock Exchange	EWSM Bond Placement of EUR 20 million (first tranche of total bond issue program of EUR 30 million)	Second banking license Planned acquisition of FCB Firmen-Credit Bank GmbH	
Q2				
Q3				
Q4				
Q1 ...				



## Clear Growth Strategy



# Product Portfolio and Country Diversification

Approximate  
Revenue Split  
Q1 2015

Approximate  
Revenue Split  
Q1 2016

## Revenue structure by products in Q1 2016

Ferratum Business  
(SME lending)

n.a.

Currently active in:  
5 markets

FerBuy

FerBuy

n.a.

Currently active in:  
2 markets

Credit Limit\*

29.0%



Credit Limit\*

41.7%

EUR 13.9 million  
+ 107.4% y-o-y

Currently active in:  
8 markets

PlusLoans\*\*

8.6%



PlusLoans\*\*

17.9%

EUR 5.9 million  
+ 199.6% y-o-y

Currently active in:  
11 markets

Microloans

62.4%



Microloans

40.4%

EUR 13.4 million  
- 6.6% y-o-y

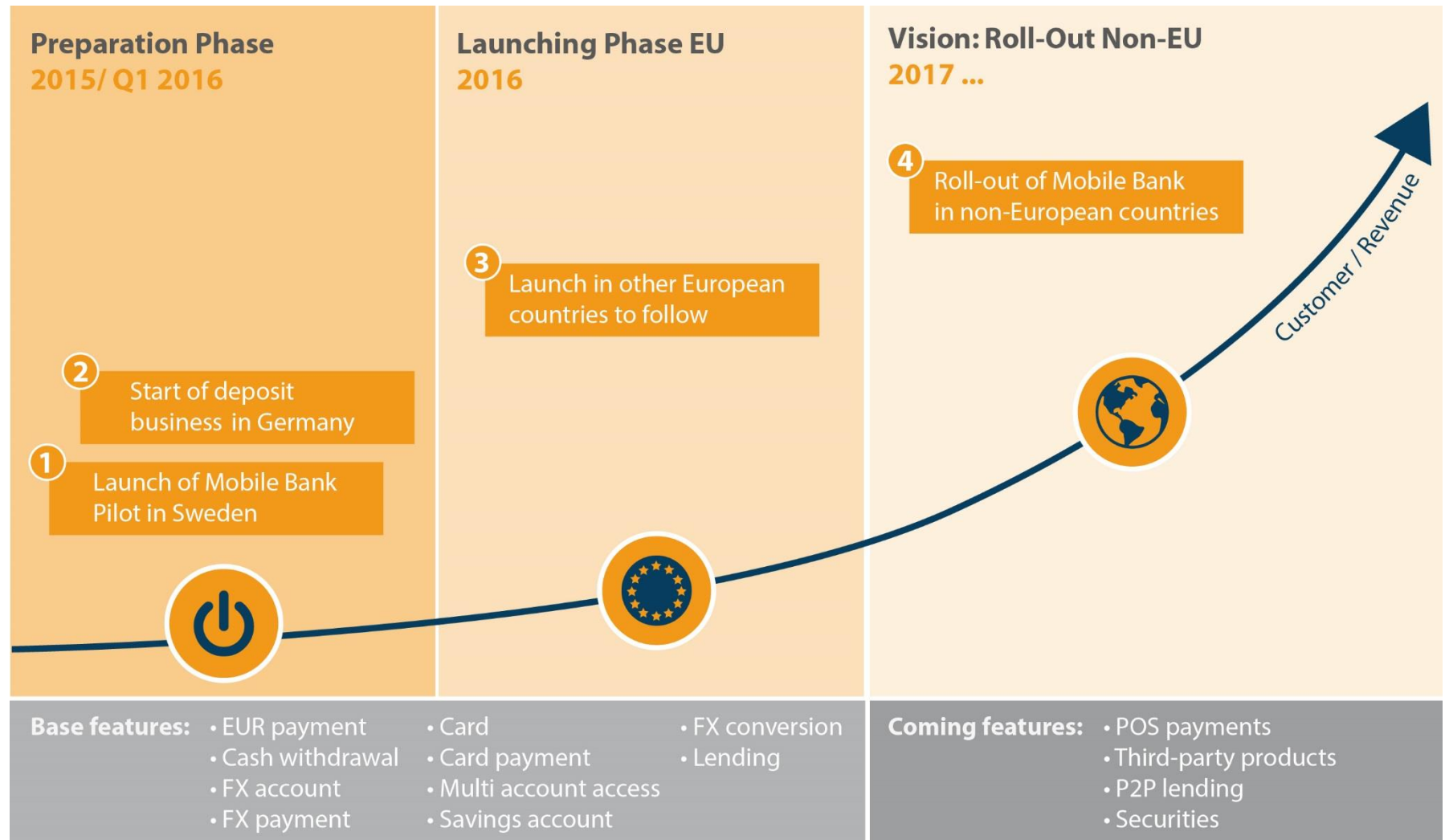
Currently active  
in: 23 markets

\* incl. FerBuy ; \*\* incl. SME

30 countries

Revenue split and revenue structure Q1 2016 based on unaudited figures

# Step by Step – Planned Mobile Bank Development





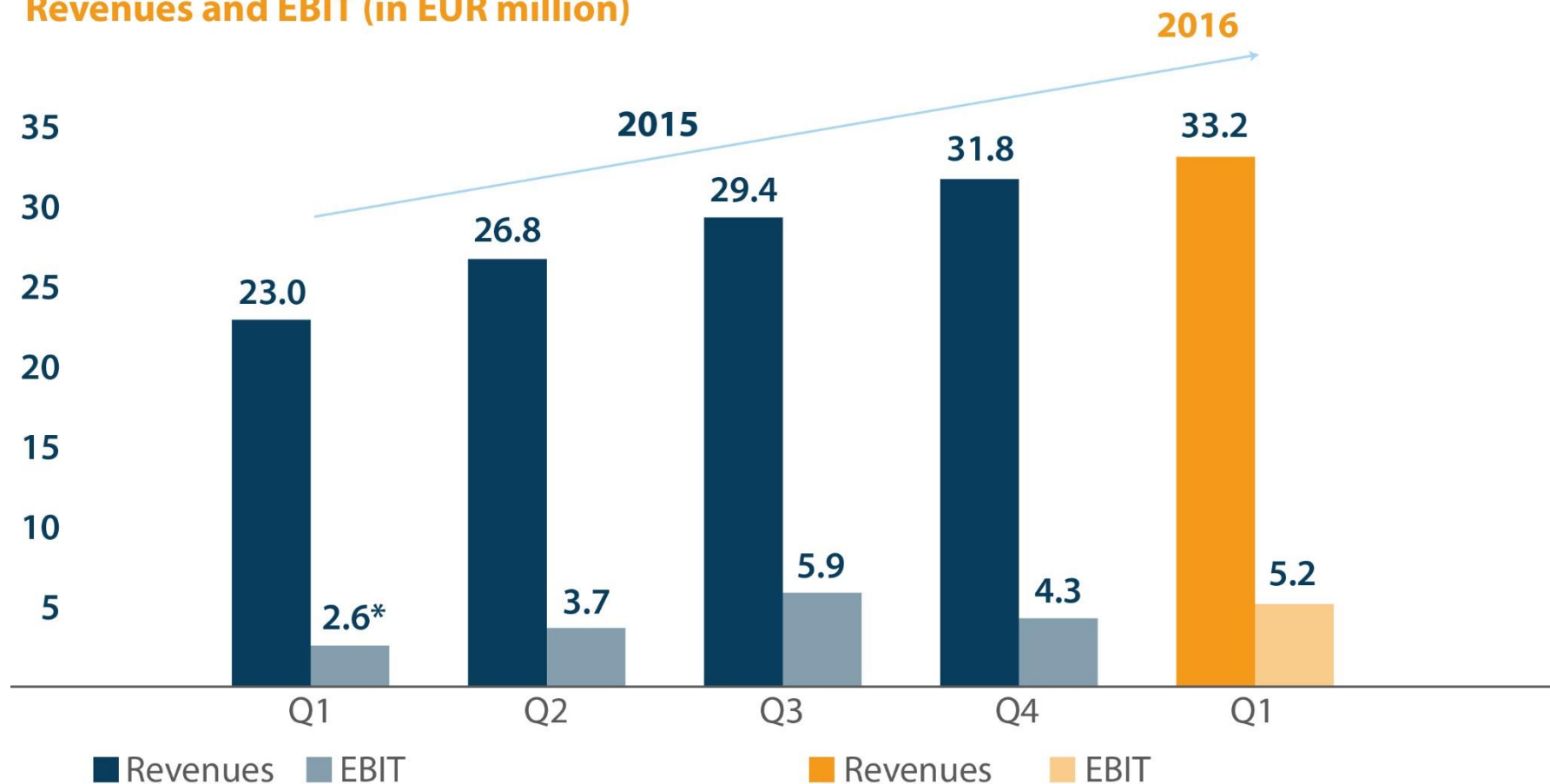
## Continuous profitable growth in Q1 2016

<i>In EUR million</i>	Q1 2015 before IPO-related items	Q1 2015 IPO-related items	Q1 2015 Total	Q1 2016 Total
<b>Income statement</b>				
Revenue	23.0		23.0	33.2
Other income	0.2		0.2	0.0
Administration and operating expenses	(12.4)	(0.5)	(12.9)	(18.5)
Impairments of loans	(7.7)		(7.7)	(9.5)
<b>EBIT</b>	<b>3.1</b>	<b>(0.5)</b>	<b>2.6</b>	<b>5.2</b>
Net financial costs	(0.0)		(0.0)	(1.4)
<b>EBT</b>	<b>3.1</b>	<b>(0.5)</b>	<b>2.6</b>	<b>3.8</b>
Income tax	(0.4)		(0.4)	(0.5)
<b>Net profit</b>	<b>2.7</b>	<b>(0.5)</b>	<b>2.2</b>	<b>3.3</b>
<b>Earning per share, basic</b>			<b>0.11</b>	<b>0.15</b>
<b>Earning per share, diluted</b>			<b>0.10</b>	<b>0.15</b>

- **Revenue growth of 44.2%** in Q1 2016 y-o-y
- **Revenue share of PlusLoans (incl. SME business) and Credit Limit grew to 59.6 %** in Q1 2016 (Q1 2015: 37.6 %)
- **EBIT doubled in Q1 2016 y-o-y;** adjusted for IPO-related items it grew by 69.1 %
- Personnel expenses grew by 46.0 % (in line with revenue growth)
- **EBT grew by 48.6 % y-o-y;** adjusted for IPO-related items it grew by 23.3 %

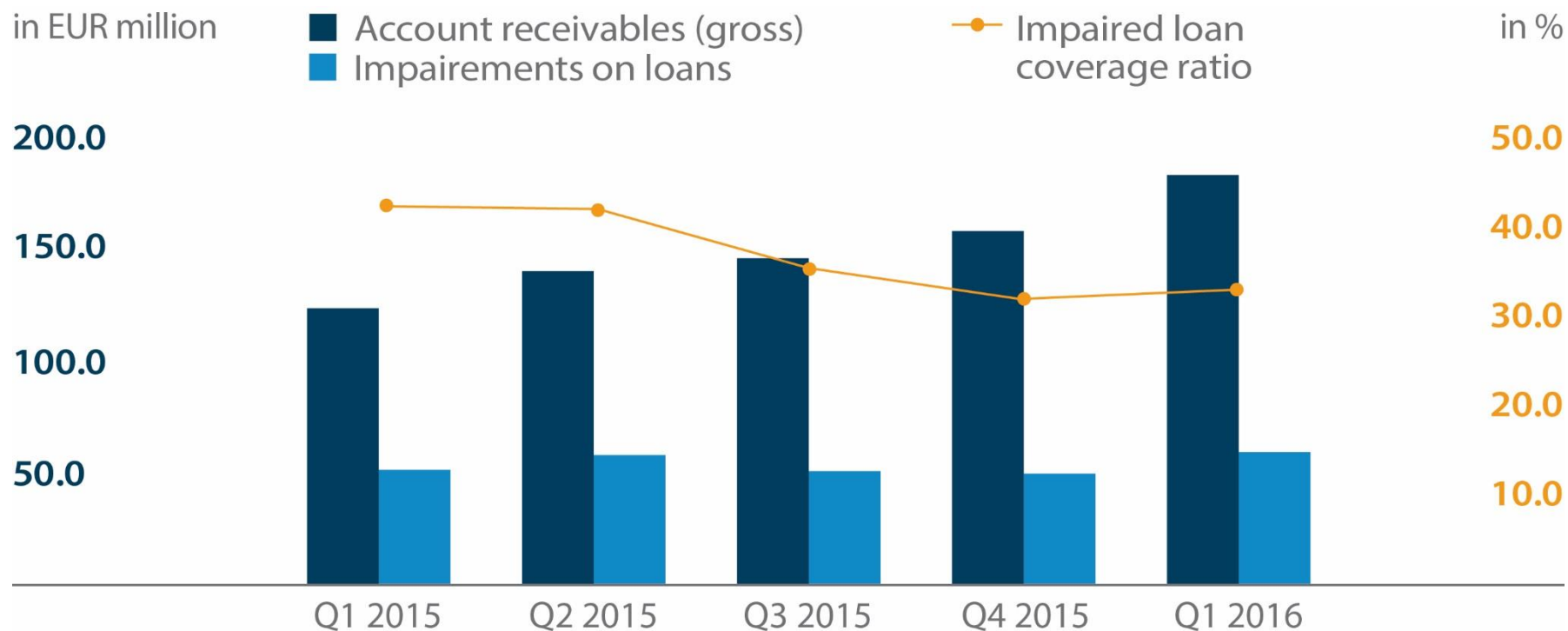
## Considerable Revenue and EBIT Growth on Quarterly Basis

### Revenues and EBIT (in EUR million)



\* Including IPO related costs in the amount of EUR 488,941 recognized as operating expenses in Q1 2015

## Portfolio Quality Significantly Improved



- **Declining impaired loan coverage ratio** (from 41.7 % in Q1 2015 to 32.5 % in Q1 2016) due to improved credit portfolio and debt sale in Q1 2016.
- **Net receivables grew year-on-year by 71.2 %** (from EUR 71.1 million in Q1 2015 to EUR 121.8 million in Q1 2016)

## Solid Balance Sheet Structure: Equity Ratio at 52.8% as of Mar 31, 2016

*In EUR '000*

	31-Mar-2015	31-Dec-2015	31-Mar-2016
<b>Assets</b>			
Non-current assets	7,284	11,484	12,952
Net receivables	71,131	106,758	121,801
Other current assets	4,790	4,433	6,451
Cash and cash equivalents	38,990	17,452	11,184
<b>Total Assets</b>	<b>122,195</b>	<b>140,127</b>	<b>152,388</b>

<b>Equity and liabilities</b>			
Equity	69,552	77,638	80,479
Non-current liabilities	29,163	48,927	49,075
Current liabilities	23,480	13,562	22,834
<b>Total Equity &amp; Liabilities</b>	<b>122,195</b>	<b>140,127</b>	<b>152,388</b>

## Cash Position Significantly Increased

*In EUR '000*

**Q1 2015**

**Q1 2016**

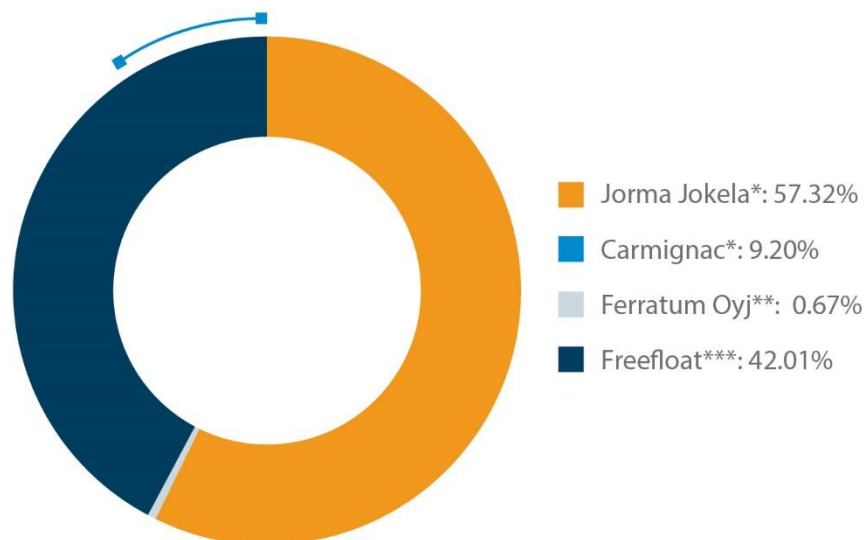
Assets		
Net cash from operating activities before movements in portfolio	8,268	13,171
Net cash from operating activities	(9,003)	(11,419)
Net cash used in investing activities	(78)	(2,041)
Net cash used in financing activities	40,422	7,832
Net increase/decrease in cash and cash equivalents	31,342	(5,629)
<b>Cash and cash equivalents at the end of the period</b>	<b>38,990</b>	<b>11,184</b>

- **Net cash flow from operating activities before movements in the loan portfolio +59.3% y-o-y in Q1 2016**
- **Strong funding:** IPO net proceeds of EUR 46.2 million in Q1 2015



# Investors Showing Great Confidence in Sustainable Growth Strategy

## Shareholder Structure



\* Shareholders holding above 5% of the shares, based on the latest shareholder notifications received

\*\* Treasury shares

\*\*\* Free float Includes shares held by Carmignac as well as shares from employees and management

## Financial Calendar

August 11, 2016	Report for the first half-year 2016
November 10, 2016	Report for the first nine months of 2016

# Q&A Session

## Contact

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