

A modern, bright office space with large windows in the background. Several people are working at desks with computers. In the foreground, there is a comfortable seating area with a sofa, patterned cushions, and a low coffee table holding a teapot and cups. Large, spherical pendant lights hang from the ceiling. The overall atmosphere is professional yet relaxed.

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Corporate Presentation

September 2019

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 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.

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 Ferratum or otherwise to engage in any investment activity.

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Overview

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We are a Fintech, that develops and operates a big data based global financial platform for real-time scoring, lending and banking services

Ferratum Group in brief



Founded in Helsinki (2005) by CEO and largest shareholder Jorma Jokela (~55%),



- Mobile lender and mobile bank with deposit business
- Lending in 23 countries on 6 continents
- Three main business lines



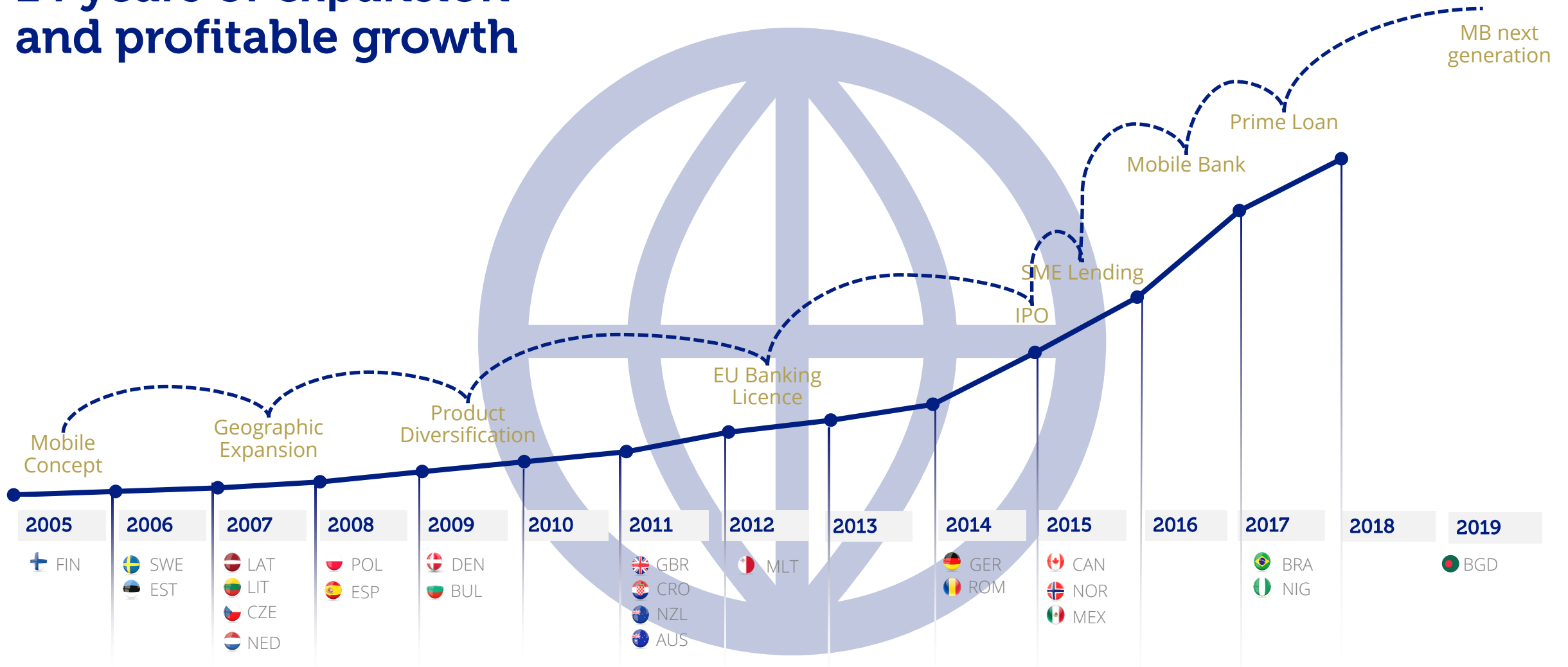
Frankfurt Stock Exchange
Prime Standard



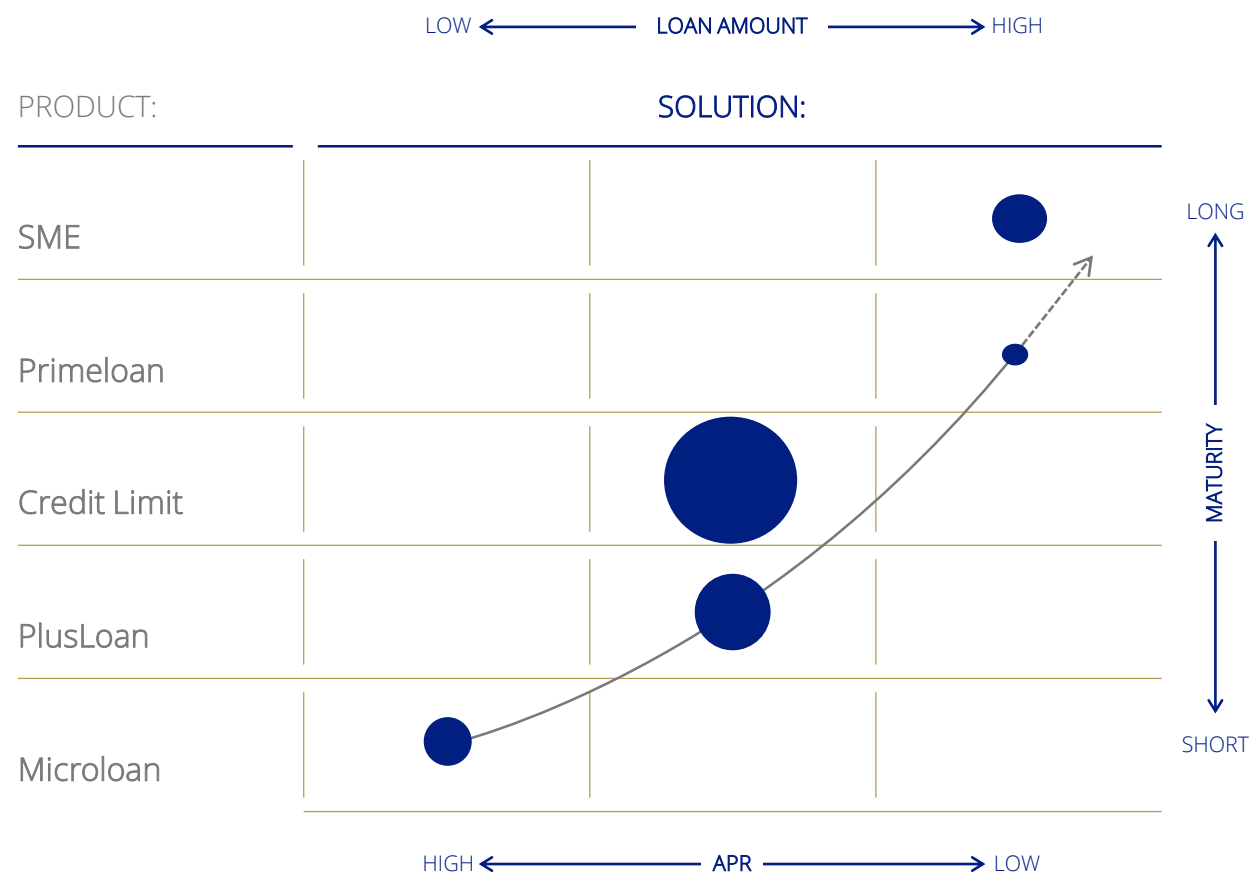
Full EU Banking Licence, enabling
deposit taking for optimizing cost of
capital



14 years of expansion and profitable growth



Product evolution continues to higher customer lifetime value



All products are based on the same principles:
Full digital setup and high user convenience,
real-time, paperless

SME – Business loan offering for small and medium size companies

Primeloan - strategic product for entering larger mass segments, launched already in four countries

Credit Limit and PlusLoan continue to be the main components of revenue

Microloan strategically utilized primarily as a product to enter new markets, share is being reduced in established markets

Credit Limit currently main revenue contributor, followed by PlusLoan and SME.
Currently small share with Microloan and Primeloan.

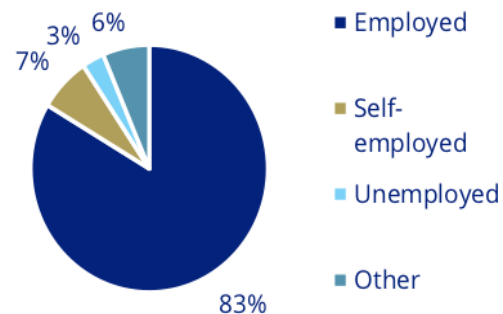
Our Ferratum customers



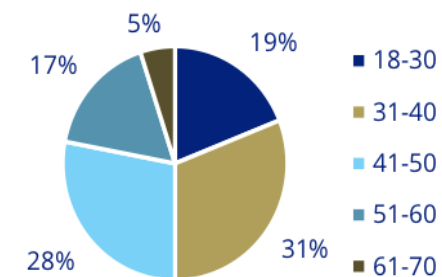
Our typical Ferratum customer is:

- Employed or self-employed
- Between 31 to 50 years young
- Lives with a spouse and children

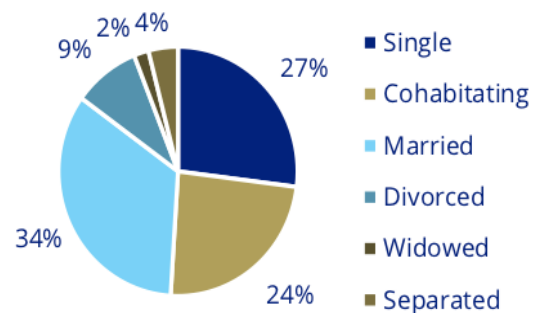
Employment



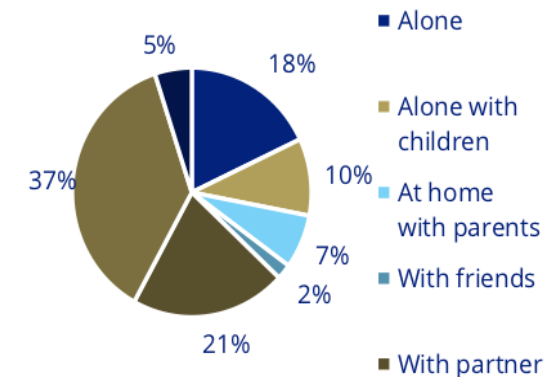
Age



Marital Status



Living situation

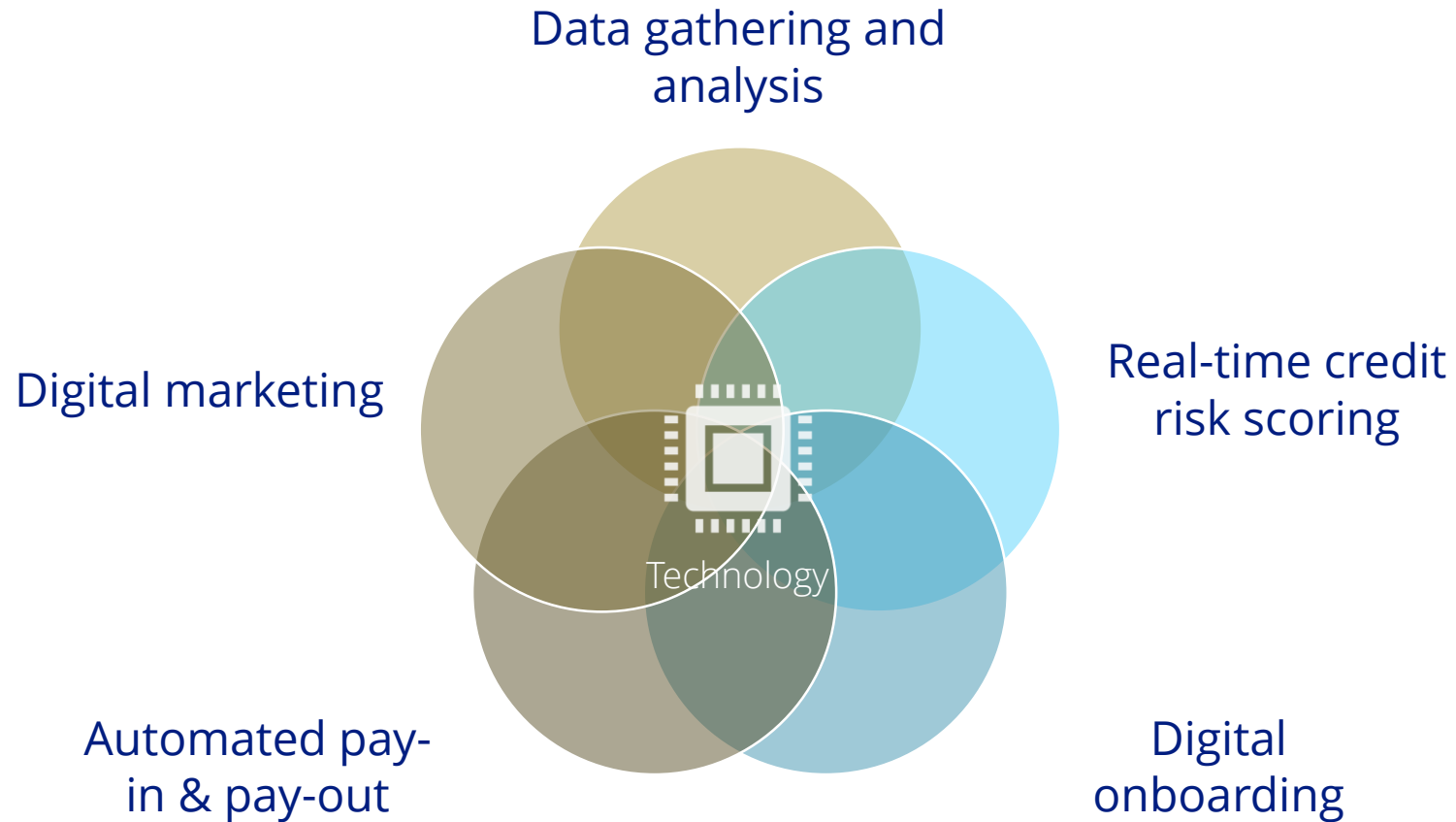


Improving revenue share of products with higher customer lifetime value

Revenue shares of Credit Limit and SME continue to grow, representing together 63% of all revenues (H1 2018 57%)

Products	Average Loan Value	Average Loan Term	Revenue Share	6M Revenues by Product (€,000)		Active Markets	Comments
Primeloan (incl. Mobile Bank) €3,000 – €20,000 / 1 – 10 years	€6,751	5.5 years	1.1%	2018	400	+309% y-o-y	4 (4) Primeloan: • Sweden launched in April • Latvia launched in May
				2019	1,637		
Business (SMEs) Up to €250,000 / 6 – 24 Month term	€13,800	434 days	8.9%	2018	10,445	+24% y-o-y	9 • Revenue growth driven by new customers and recurring revenue • Invoice finance product being piloted in Poland
				2019	13,004		
Credit Limit Up to €3,000 / Digital revolving credit line	€1,301	N/A	54.1%	2018	60,040	+31% y-o-y	10 • Credit Limit remaining main revenue driver
				2019	78,720		
PlusLoan €300 – €5,000 / 2 – 36 month term	€774	358 days	22.6%	2018	32,178	+2% y-o-y	9 • Stricter scoring in selected markets contributed to moderate sales growth
				2019	32,874		
Microloan €25 – €1,000 / 7 – 90 day term	€216	29 days	13.3%	2018	21,169	-8 % y-o-y	11 • Discontinued in Czech Republic and Australia • Revenues and geographies further decreased as per strategy
				2019	19,379		

World class competencies and experience gained over the past 14 years form a competitive advantage



Entrepreneurial spirit and calculated risk-taking culture

Unique regulatory expertise globally

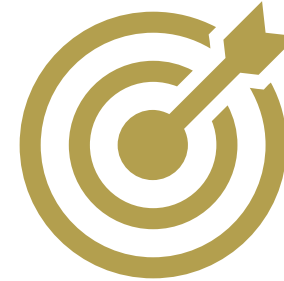
Our vision is to become the “Most valued financial platform”



Vision

“Most valued financial platform”

“We have always strived to offer our customers the fastest, easiest and most convenient loans. Now, we bring this vision beyond lending and into the whole financial field. To achieve this, we ensure the best possible customer experience, use and develop scalable technology, continue to build unique scoring and utilize world class data”

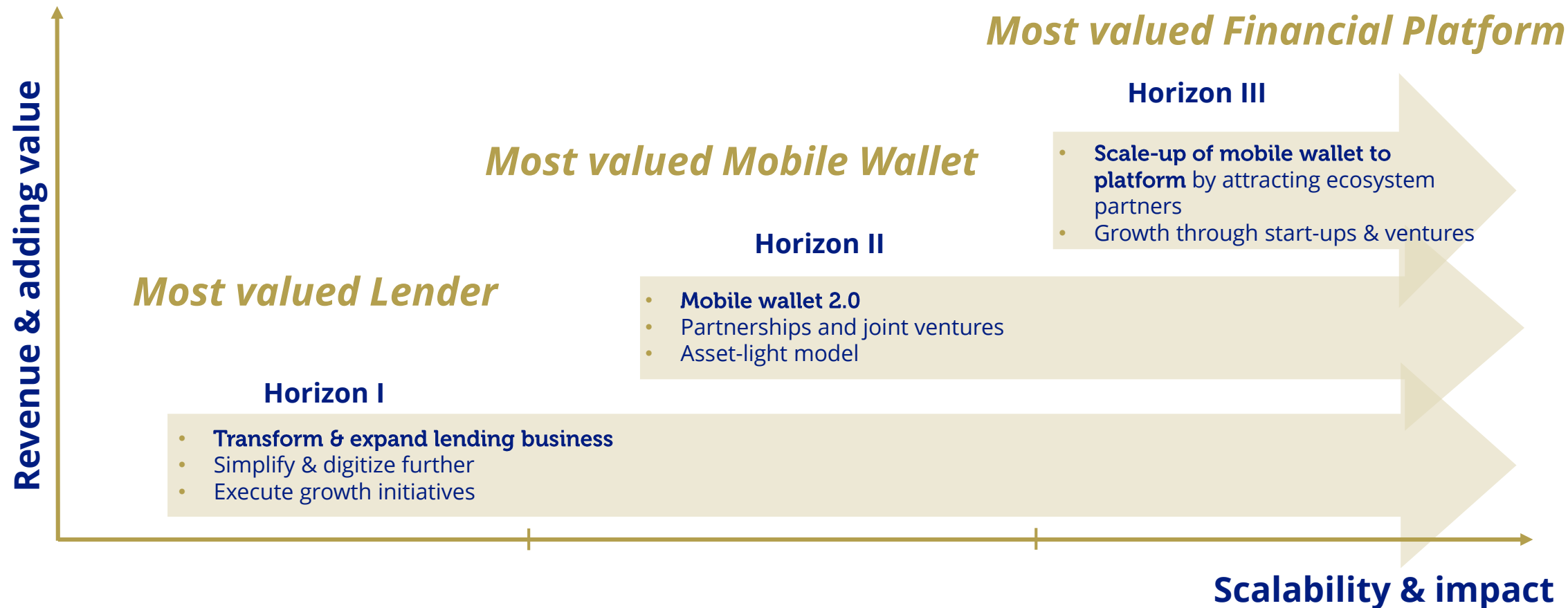


Mission

“More than money to everyone”

“We strive to offer everyone globally value beyond money through fastest, easiest and best customer experience”

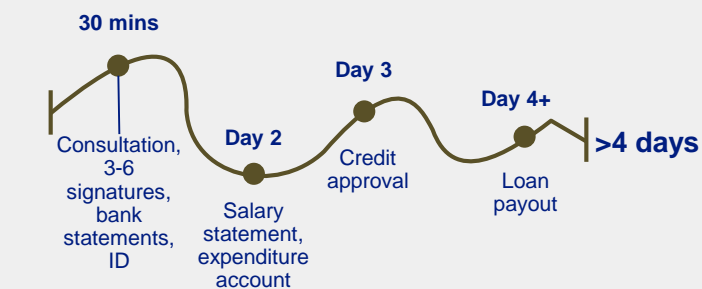
We will achieve our strategic ambitions in three stages



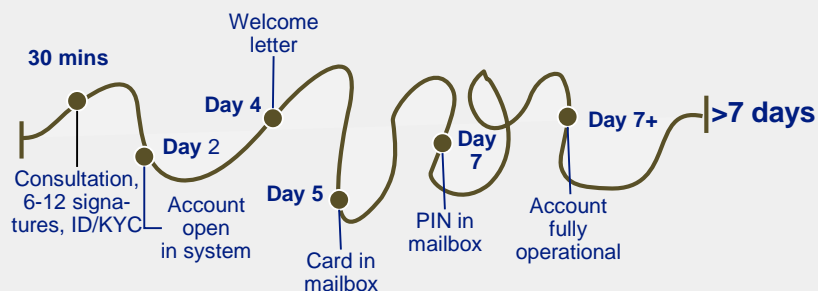
Mobile Wallet at the core of all our customer interactions

Loan application process

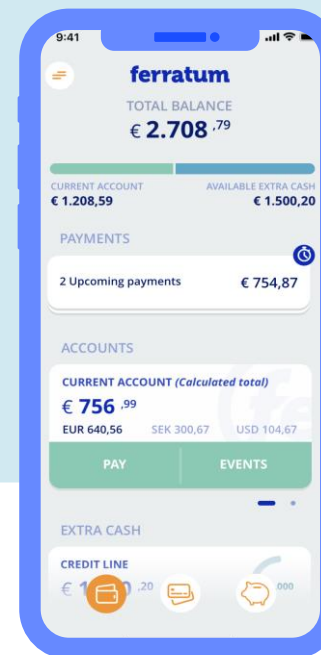
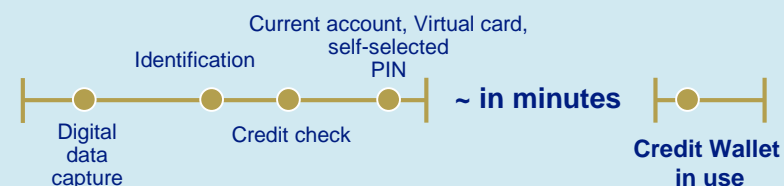
Traditional banks



Current account opening process

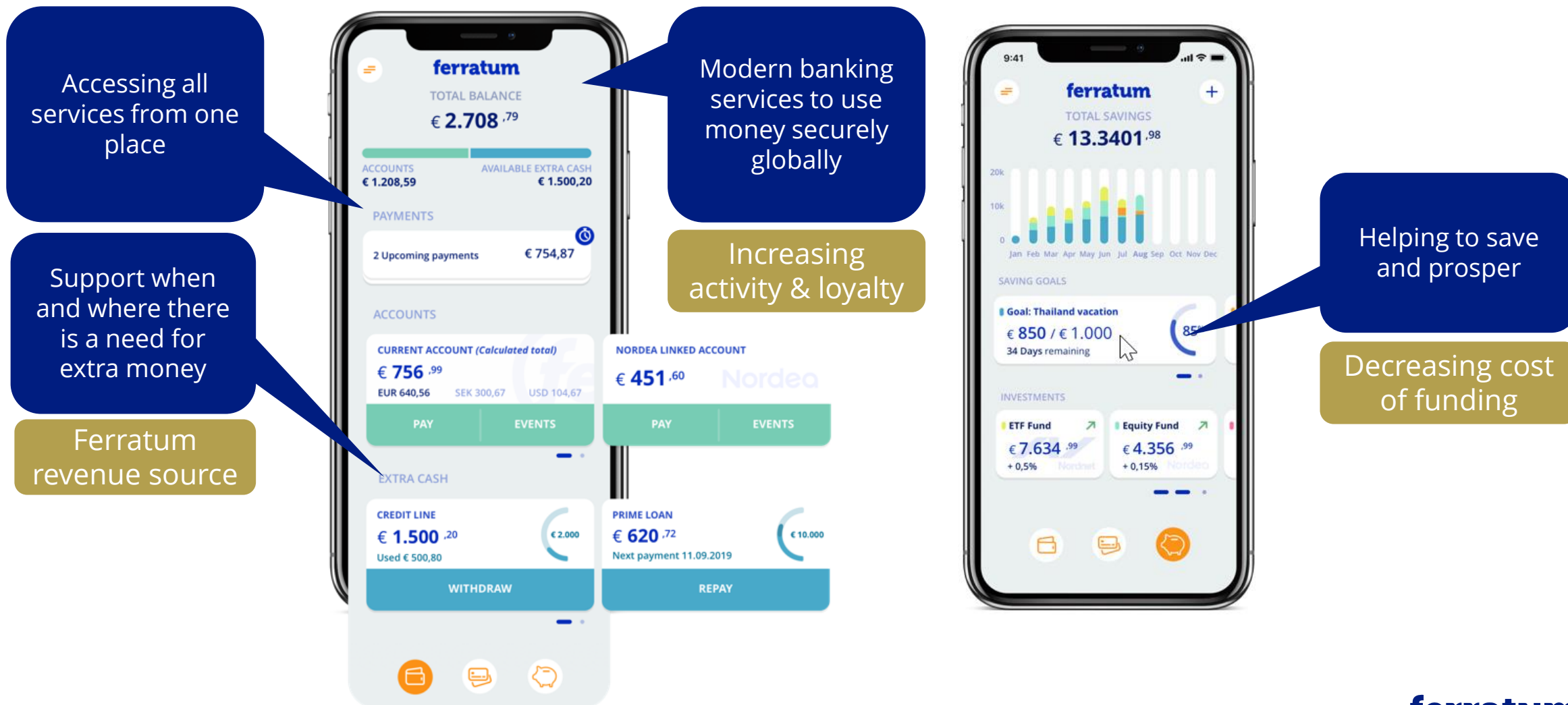


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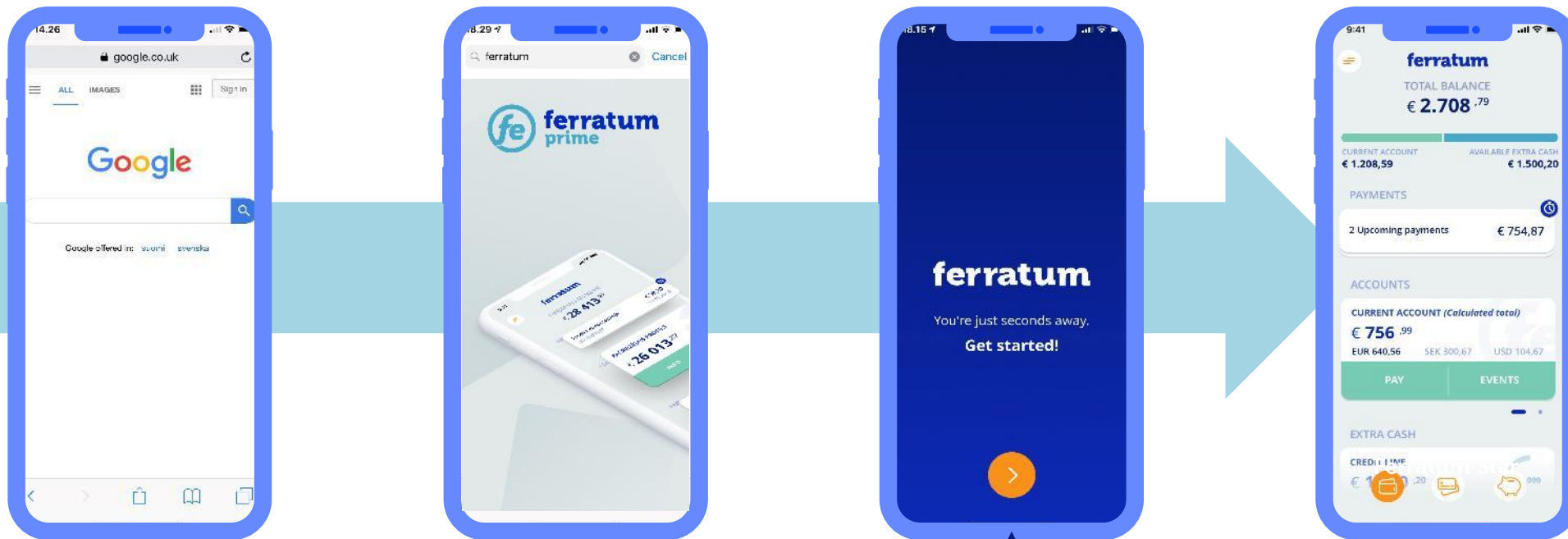
Ferratum Wallet – a win-win model for all

- Benefits for customers
- Benefits for Ferratum

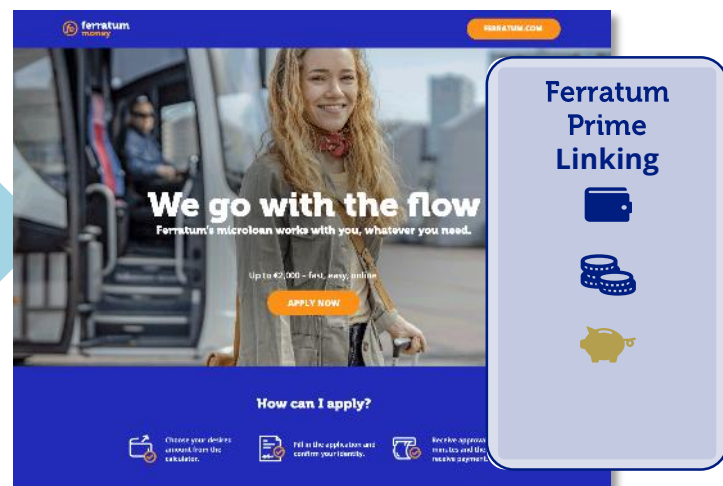


Unique new customer acquisition model

Direct



24 million visits



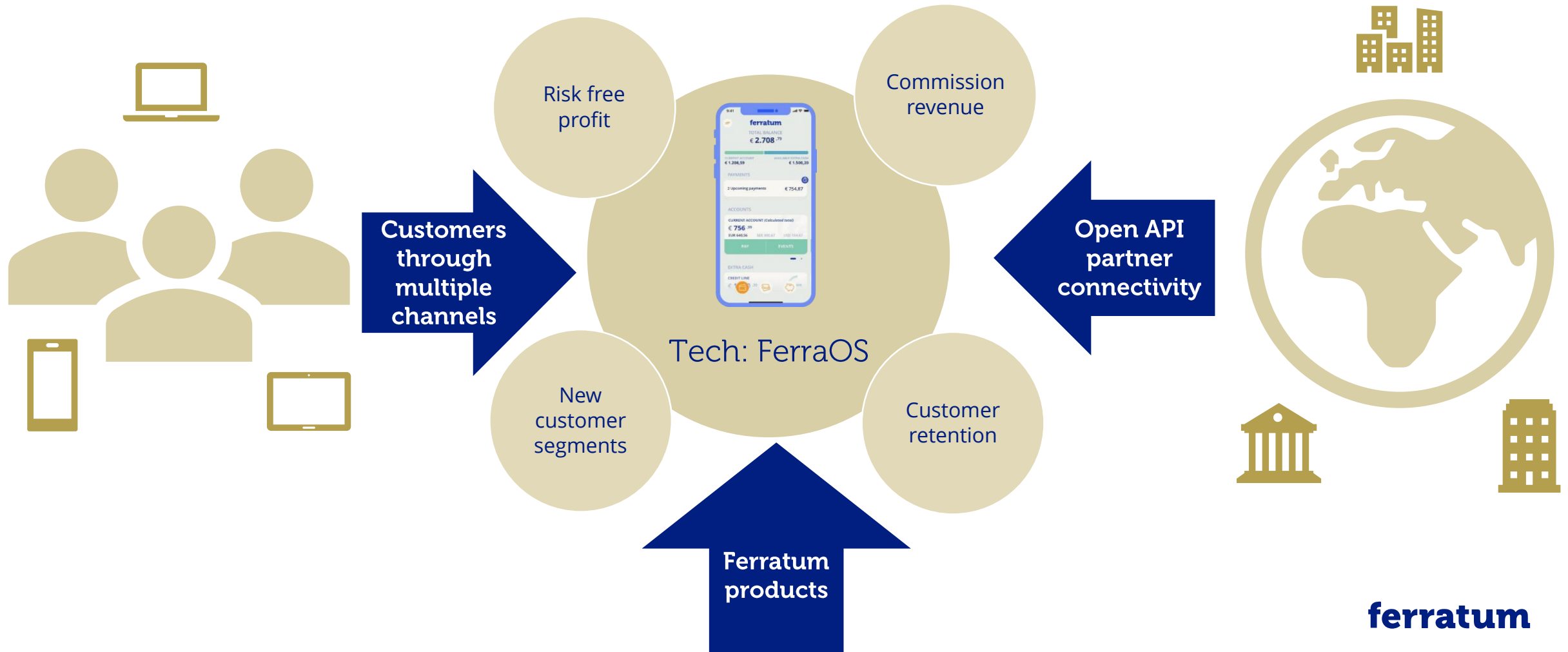
Ferratum Prime Linking



Seamlessly integrated, open accounts for all potential customers

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Most valued financial platform: Scale-up Mobile Wallet to global financial platform and unlimited growth potential



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Finance

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Strong profitability improvements in H1/19

EUR, 000	H1 2019	H1 2018*	% Change
Revenue	145,613	124,232	+17.2%
Other income	11	16	-33.5%
Impairment of loans	(54,335)	(42,162)	+28.9%
Selling & marketing expenses	(20,698)	(19,734)	+4.9%
Total other operating expenses	(13,936)	(14,442)	-3.5%
EBIT	20,546	16,591	+23.8%
Net financial costs	(8,145)	(8,416)	-3.2%
EBT	12,401	8,175	+51.7%
Income tax	(1,861)	(1,227)	+15.0%
Net profit	10,540	6,948	+51.7%
Earning per share, basic (EUR)	0.49	0.32	+53.1%
Earning per share, diluted (EUR)	0.49	0.32	+53.1%

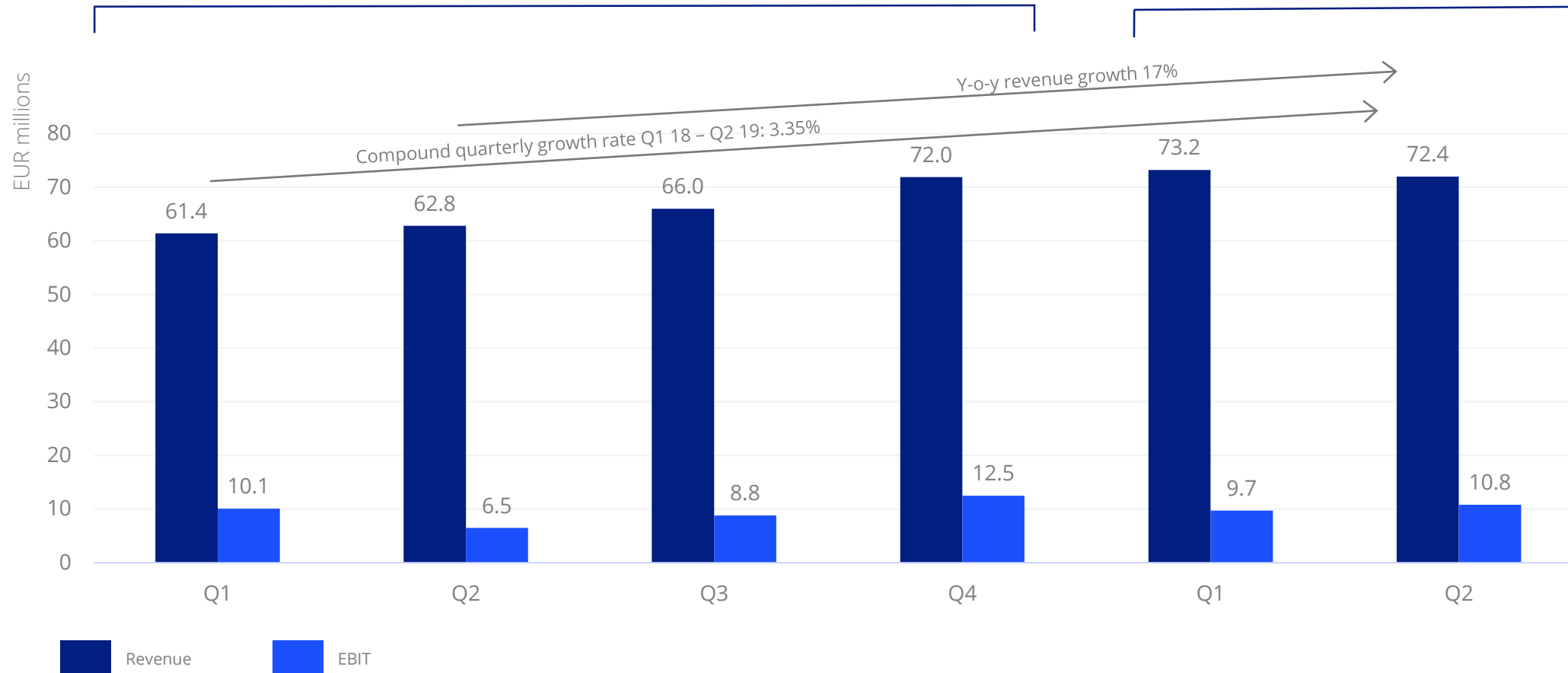
* restated

- Revenue growth with 17.2%, main growth drivers Credit Limit and SME
- Sound profitability: EBIT grew with 23.8 %, EBT with 51.7% y-o-y
- Improved profitability based on
 - increased cost discipline
 - improved operating leverage
 - more focused marketing
 - less FX impact
- Stable tax ratio with 15%
- Improving impairment of loans ratio in H1 2019: after 39.2% impairments over revenues in Q1 2019, Q2 resulted in 35.4%

Solid revenue growth of 17% y-o-y paired with higher customer lifetime value

2018*

2019

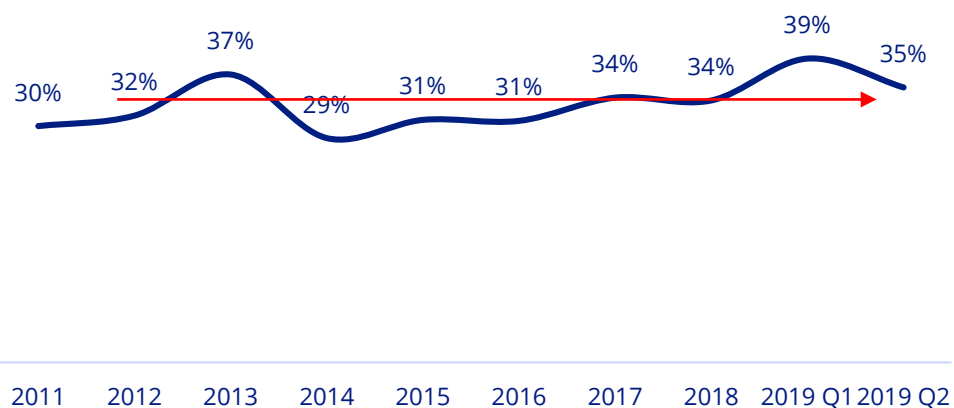


* Q1-Q3 2018 restated

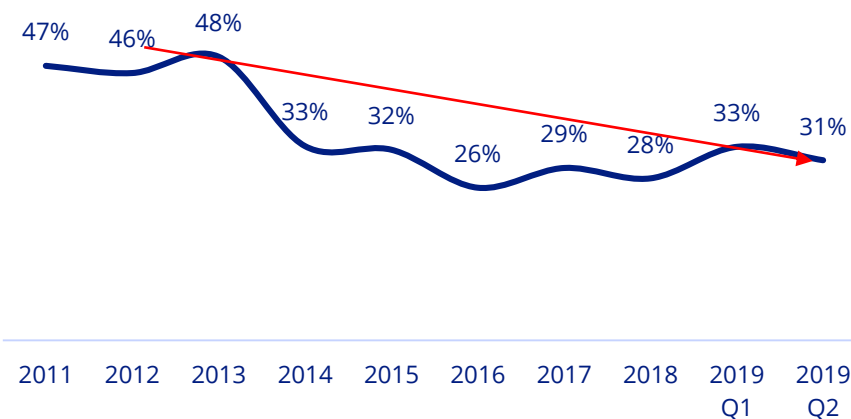
Asset quality

Impairments as % of revenues were at around 30-35% annually in the last years. Impairments on loans in % of the Credit Portfolio provide a better view on our risk and scoring model and show a decreasing trend reflecting our strategic product transition.

Impairments / revenue



Impairments / net AR



Balance sheet structure remains solid

Solid cash level and sound deposit volume

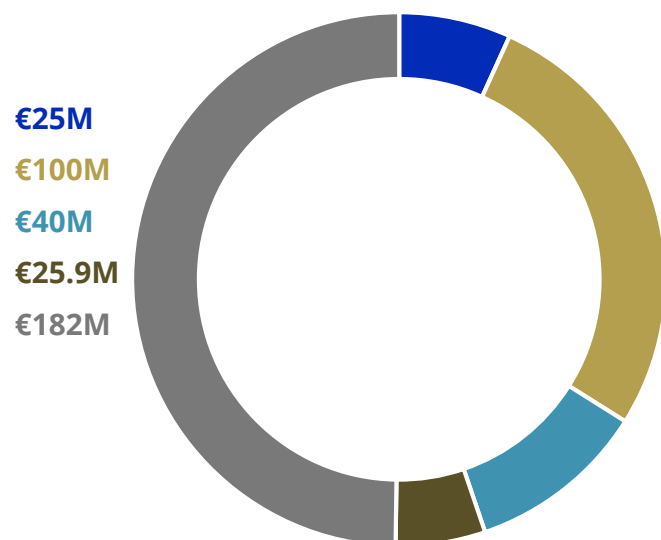
EUR '000	30 Jun 2019	31 Dec 2018	% Change
Assets			
Non-current assets	54,273	53,714	+1.0%
Accounts receivable – consumer loans (net)	354,002	320,538	+10.4%
Other receivables	14,988	9,399	+59.5%
Income tax assets	1,063	961	+10.6%
Cash and cash equivalents	117,345	115,559	+1.5%
Total Assets	541,790	500,192	+8.3%

EUR '000	30 Jun 2019	31 Dec 2018	% Change
Equity and liabilities			
Equity	113,959	107,380	+6.1%
Non-current liabilities	171,042	138,276	+23.7%
Current liabilities	256,789	254,536	+1.0%
Of which deposits	188,501	183,405	+2.8%
Total Equity & Liabilities	541,790	500,192	+8.3%
Net debt to equity ratio	2.72	2.58	+5.4%

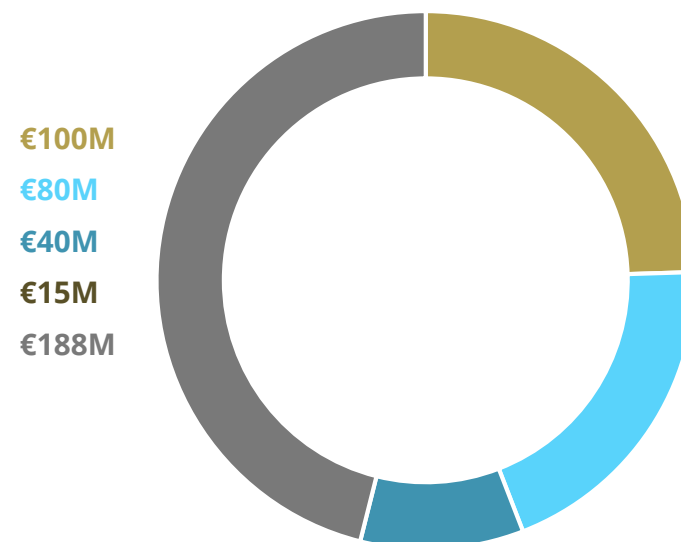
- Deposit volume stable
- Moderate credit portfolio growth from EUR 321 million to EUR 354 million

Cost of capital stable

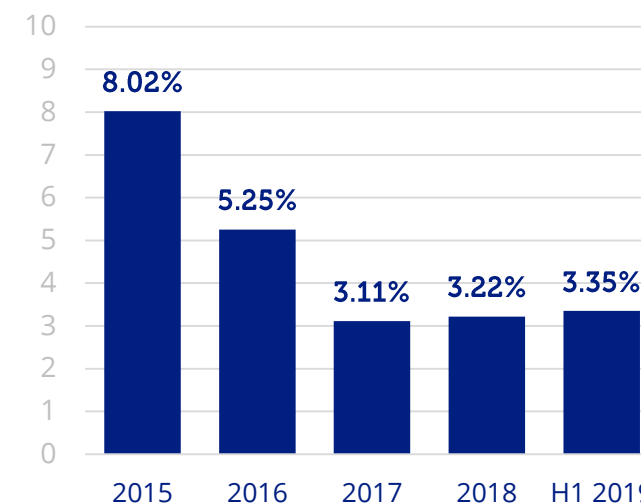
Financing mix at year end 2018



Financing mix end of June 2019

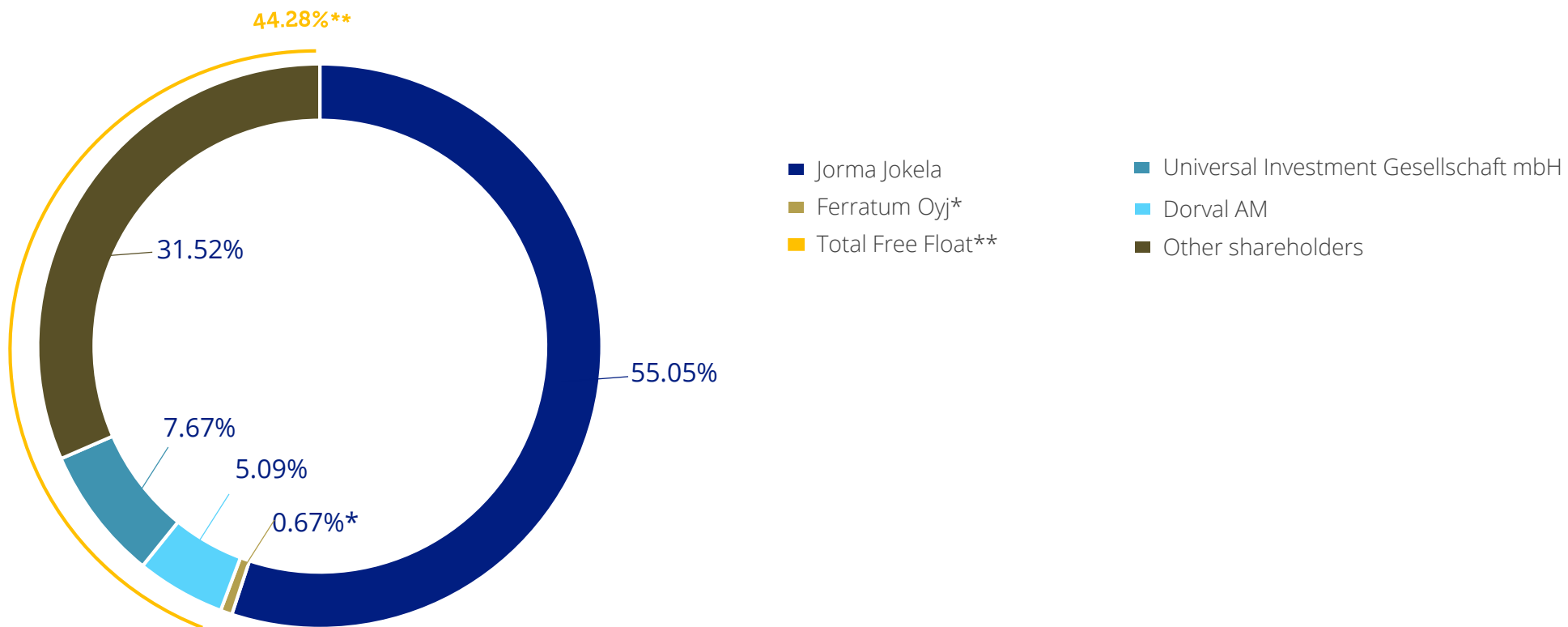


Weighted average cost of funding



- Ferratum Capital Germany 4.875% 2019 (repaid in June 2019)
- Ferratum Bank 6.25% + 3m Euribor 2020
- Ferratum Capital Germany 5.5% + 3m Euribor 2022
- Ferratum Capital Germany 5.5% + 3m Euribor 2023
- Nordea Credit Line (of which no limit used at 30 June 2019)
- Deposits

Shareholder information



All information of shareholders holding based on the latest shareholder notifications received

* Treasury shares held by Ferratum Oyj (no voting right and no dividends paid on treasury shares)

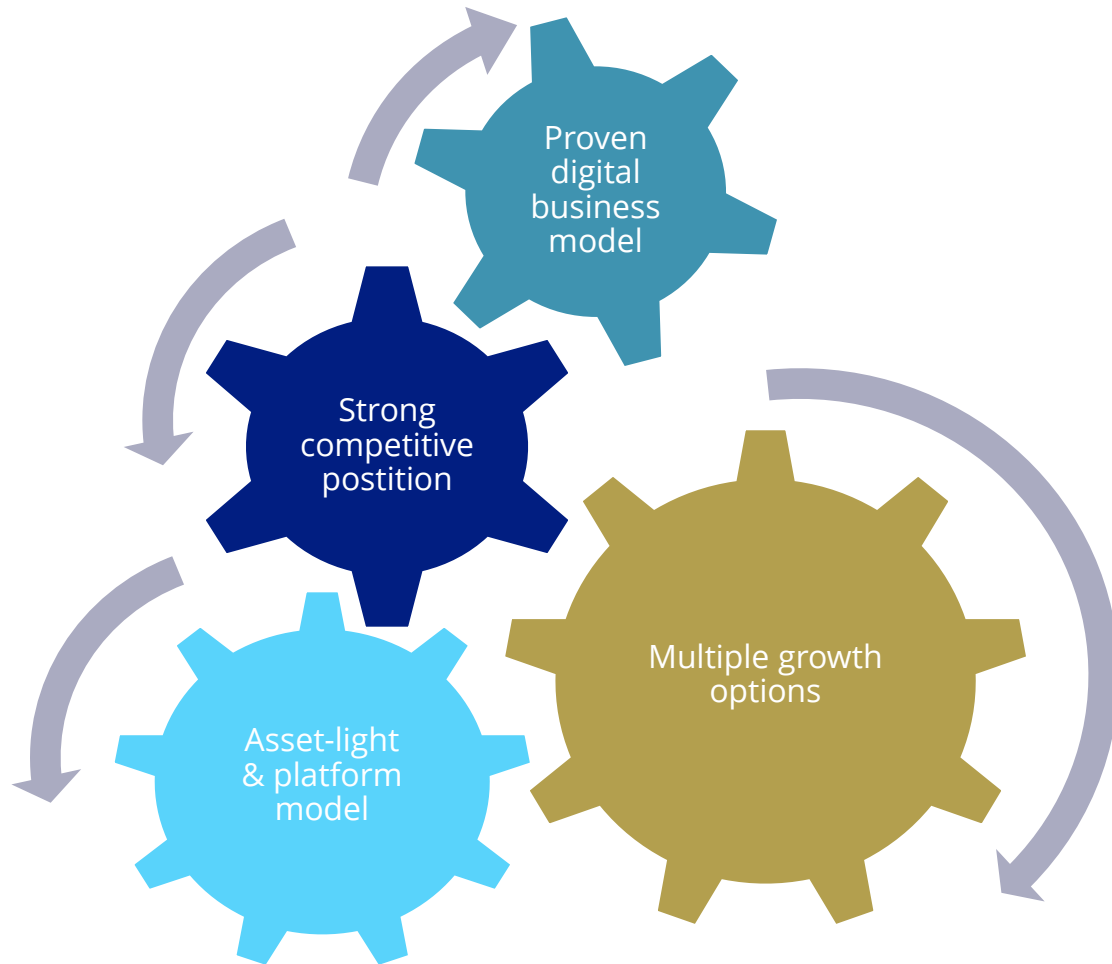
** Total free float includes shares held by institutional investors, but not treasury shares held by Ferratum Oyj

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Summary

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Unique FinTech investment case



Proven digital business model with 14 years of profitable growth

- CAGR Revenue (11-18): 34%
- CAGR EBIT (11-18): 40%
- Strong asset quality

Strong competitive position

- 14 years learning curve in key winning and complex areas
- Customer-centric organization; Knowing the needs of customers and delivering real-time
- Operations in 23 countries
- Full EU-banking licence

Multiple growth options

- Scale SME & Primeloan
- New product innovations & further financial services
- Increasing market share in existing operations
- Merging digital lending and mobile wallet
- Partners and Joint Ventures globally

Asset-light & platform model

- E.g. off-balance sheet strategies
- Shift towards a platform-based model by connecting our technology to partners over time

Further EBIT focus and growth expected mid-term

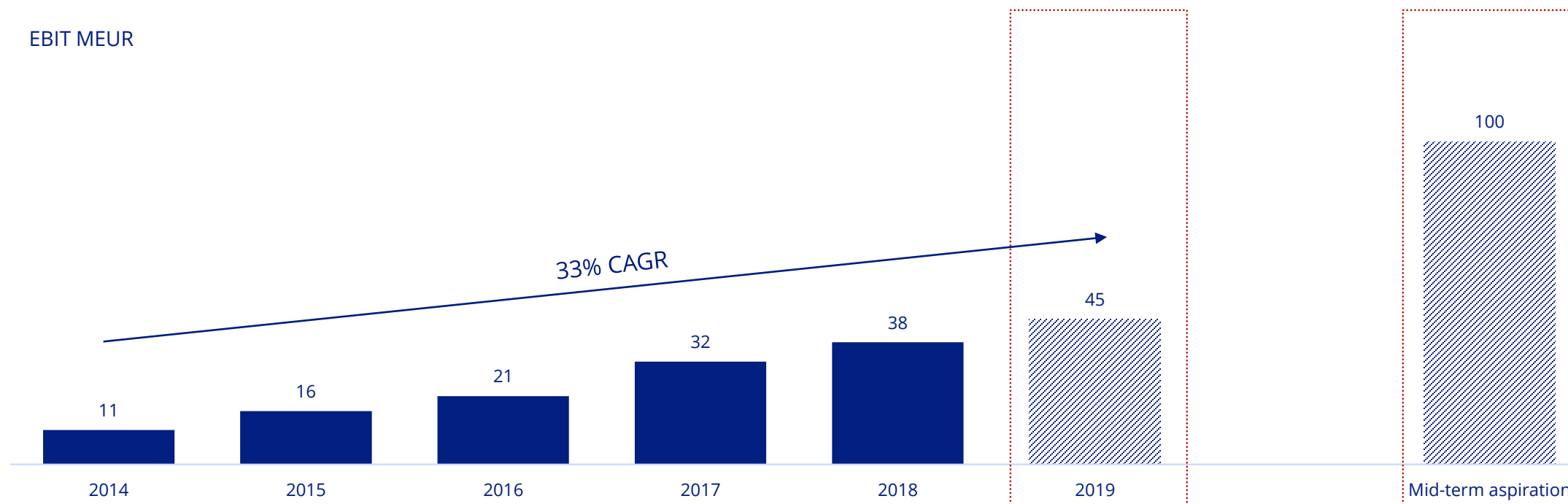
Main focus 2019 on

- ❖ EBIT growth and further improvement of operational leverage
- ❖ Migrating Finland and Denmark under the bank
- ❖ New generation Mobile Bank / Wallet
- ❖ Prime Loan roll out
- ❖ Growing Credit Limit and SME business line

Guidance
EBIT to exceed
EUR 45 million

Mid-term aspiration
EBIT to exceed
EUR 100 million

EBIT MEUR



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Date	Financial Calendar Events
23 Sep 2019	Berenberg and Goldman Sachs German Corporate Conference, Munich
14-15 Oct 2019	CF&B Large & Mid Cap Event, Paris
16 Oct 2019	Lond Capital, Mid Small Cap Forum Singapore
17 Oct 2019	Lond Capital, Mid Small Cap Forum Hong Kong
14 Nov 2019	Ferratum Group 9M results
25-26 Nov 2019	German Equity Forum, Frankfurt

Appendix

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Credit Limit remains leading segment: 54% of Group revenues

EUR ,000	Microloan		PlusLoan		Credit Limit		SME		Mobile Bank***		Total	
	H1 2019	H1 2018*	H1 2019	H1 2018*	H1 2019	H1 2018*	H1 2019	H1 2018*	H1 2019	H1 2018*	H1 2019	H1 2018*
Revenue**	19,379	21,169	32,874	32,178	78,720	60,040	13,004	10,445	1,637	400	145,613	124,232
Impairments	(7,908)	(10,550)	(13,820)	(11,672)	(25,954)	(16,492)	(4,610)	(3,421)	(2,043)	(27)	(54,335)	(42,162)
As % of Revenue	40.8%	49.8%	42.0%	36.3%	32.9%	27.5%	35.5%	32.8%	124.8%	6.8%	37.3%	33.9%
Marketing	(1,400)	(2,122)	(3,956)	(4,610)	(11,947)	(9,471)	(2,764)	(2,294)	(630)	(1,238)	(20,698)	(19,734)
As % of Revenue	7.2%	10.0%	12.0%	14.3%	15.1%	15.8%	21.3%	22.0%	38.5%	309.5%	14.2%	15.9%
Attributable Product Margin	10,072	8,499	15,100	15,901	40,825	34,084	5,631	4,732	(1,036)	(865)	70,591	62,352
As % of Revenue	52.0%	40.1%	45.9%	49.4%	51.9%	56.8%	43.3%	45.3%	-	-	48.5%	50.2%
Total Non-directly Attributable costs	(6,457)	(7,347)	(10,955)	(11,168)	(26,231)	(20,838)	(4,333)	(3,625)	(2,069)	(2,783)	(50,045)	(45,761)
Operating Profit	3,614	1,152	4,146	4,733	14,594	13,246	1,297	1,106	(3,105)	(3,647)	20,546	16,591
Gross Profit Margin, %	18.7%	5.4%	12.6%	14.7%	18.5%	22.1%	10.0%	10.6%	-	-	14.1%	13.4%
Finance costs, net	(563)	(626)	(1,608)	(1,419)	(3,457)	(2,717)	(1,365)	(852)	(271)	(85)	(8,145)	(8,416)
Net Profit	3,052	527	2,538	3,314	11,136	10,529	(68)	255	(3,376)	(3,732)	12,401	8,175
As % of Revenue	15.7%	2.5%	7.7%	10.3%	14.1%	17.5%	(0.5%)	2.4%	-	-	8.5%	6.6%

- Microloan: decreasing in absolute and relative terms as per strategy, strong decline in impairments ratio
- PlusLoan: Underperforming in two of nine countries
- Credit Limit: solid growth in revenues with most stable impairment ratio
- SME: normalisation of impairments from 51.1% in Q1 2019, to 21.6% in Q2
- Overall: credit losses more volatile with final IFRS 9 model, however, decreasing to overall 35.4% in Q2

*restated
 **incl. other income
 ***incl. Primeloan