

The background of the slide is a faded, high-angle photograph of a modern office space. Several people are visible working at desks with computers. Large windows in the background let in bright light. In the foreground, there is a low white coffee table with some items on it, and a large, textured spherical pendant light hangs from the ceiling. The overall tone is professional and contemporary.

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IFRS Unaudited Financial Results Full Year 2018

14 March 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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2018 Highlights & Outlook 2019

2018 Highlights – Results are well within the guidance range & operational improvement in 2H/18 was achieved

- 2018 Group revenues grew with +18.3% to EUR 262m, revenues within the guidance range of EUR 260m-265m
- 2018 EBIT up by 18.7% to EUR 37.9m, margin at 14.4%
- Approval rate issues with CreditLimit product mostly solved:
 - In 2018, the credit volume grew with +27% to EUR 132m, reflecting 50% of Ferratum's total credit volume
 - In Q4 2018, growth was at +32.7%
- Strong growth in SME Lending revenues: +60% to EUR 21m
- Cost reduction and staff streamlining introduced: Headcount reduced from 958 in Q2/18 to 880 as at the end of Q4/18

2019 Expectation and key priorities

- EBIT expectation > EUR 45m
- Management focus on a further improvement of operational leverage and loan portfolio quality
- Ongoing strong growth in SME Lending and Credit Limit expected
- Further improvement of the Mobile Bank with Mobile Wallet (light onboarding)

Building the Bank of the Future



Consumer
loans



Business
loans



Mobile Bank

14 Years profitable
growth

2.0m Active & former
customers

25 Countries

€262m FY 2018
revenue

+18% Year-on-year
revenue growth

+19% Year-on-year
EBIT growth



Founded
Helsinki 2005



EU Banking
Licence



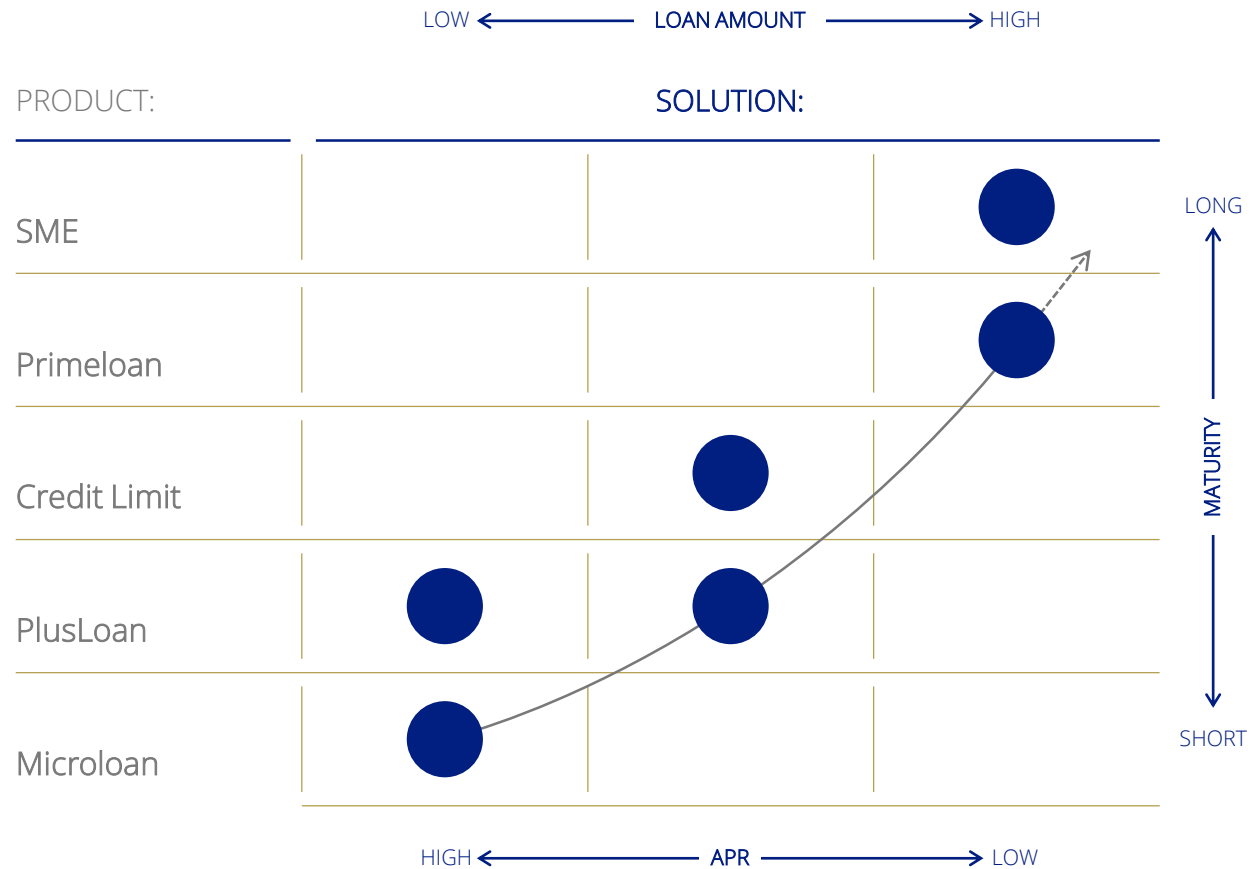
Frankfurt
Prime Standard

Key takeaways for 2018

- FY performance well within guidance
- Risk procedures improved and overall cost base was decreased
- We have a positive outlook into the future

With SME and PrimeLoan the focus moves towards longer-term solutions & higher customer lifetime value

Digital lending – product category evolution



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 segments, launched already in two countries

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

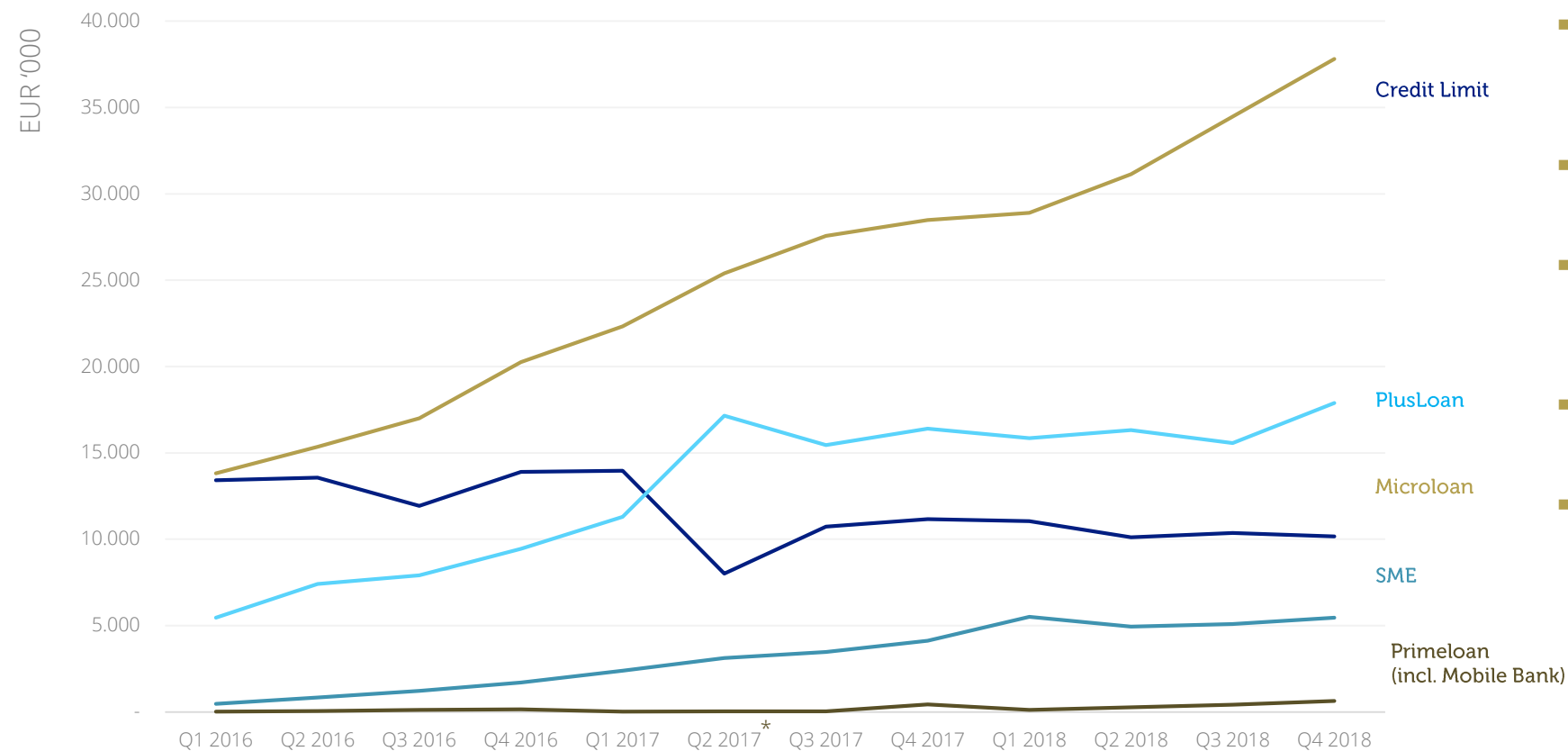
Microloan strategically utilized primarily as a product to enter new markets

Credit Limit and PlusLoan contribute with 75% of revenues

Diversifying to address a range of borrowing needs

Products	Average Loan Value	Average Loan Term	Revenue Share	FY Revenues by Product (€,000)		Active Markets
Primeloan (incl. Mobile Bank) €3,000 – €20,000 / 1 – 10 years	€6,004	4.9 years	0.6%	2017 529 2018 1,468	+177.5% y-o-y	2 (5)
Business (SMEs) Up to €250,000 / 6 – 18 Month term	€13,503	420 days	8.0%	2017 13,135 2018 21,008	+60.0% y-o-y	9
Credit Limit Up to €3,000 / Digital revolving credit line	€1,269	N/A	50.5%	2017 103,774 2018 132,321	+27.5% y-o-y	10
PlusLoan €300 – €5,000 / 2 – 36 month term	€753	355 days	25.0%	2017 60,315 2018 65,641	+8.8% y-o-y	9
Microloan €25 – €1,000 / 7 – 90 day term	€210	29 days	15.9%	2017 43,886 2018 41,709	-5.0% y-o-y	13

Q4: Progress in all strategic segments

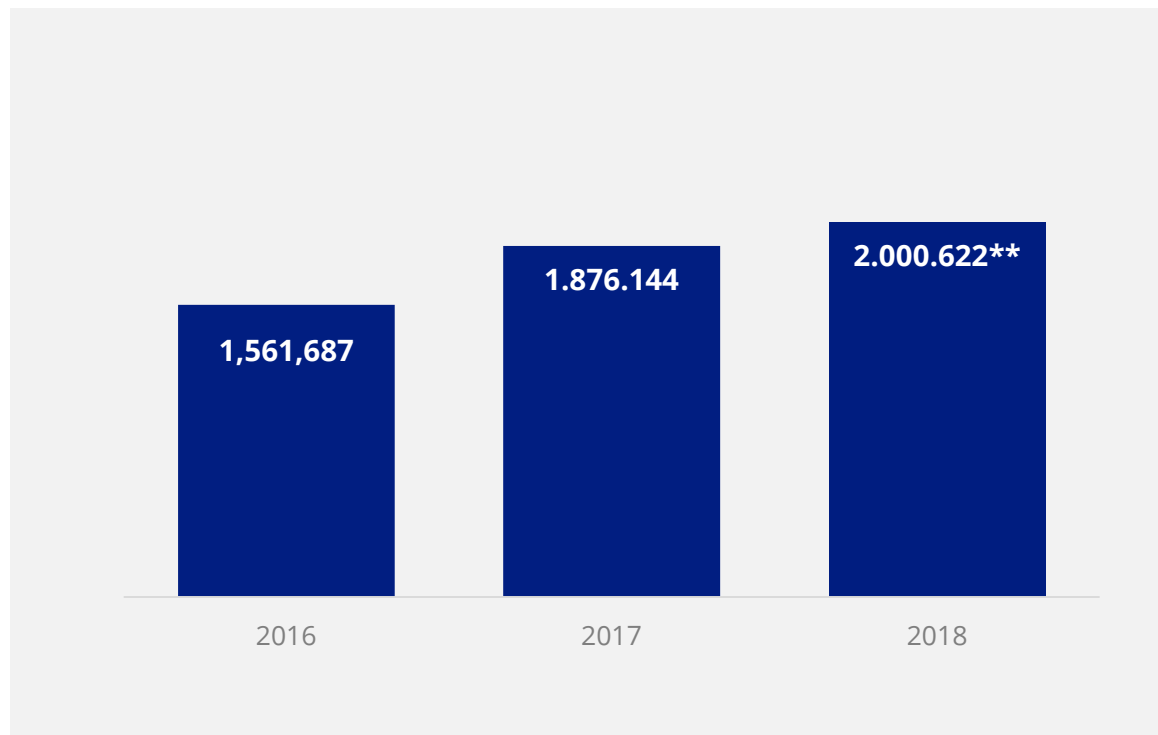


- Credit Limit – Growth accelerating in Q3 and Q4 and back on track
- PlusLoan – remains stable throughout 2018
- Microloan – revenues stable/decreasing in line with strategy
- SME – growth trend continues
- Prime Loan: continued growth but still a small share of revenue

*Multipart loans in Netherlands were launched in Q4 2016 and initially classified as Microloans. These have been reclassified in Q2 2017 from Microloan to PlusLoan according to the further development of the product and the management structure

Customer numbers

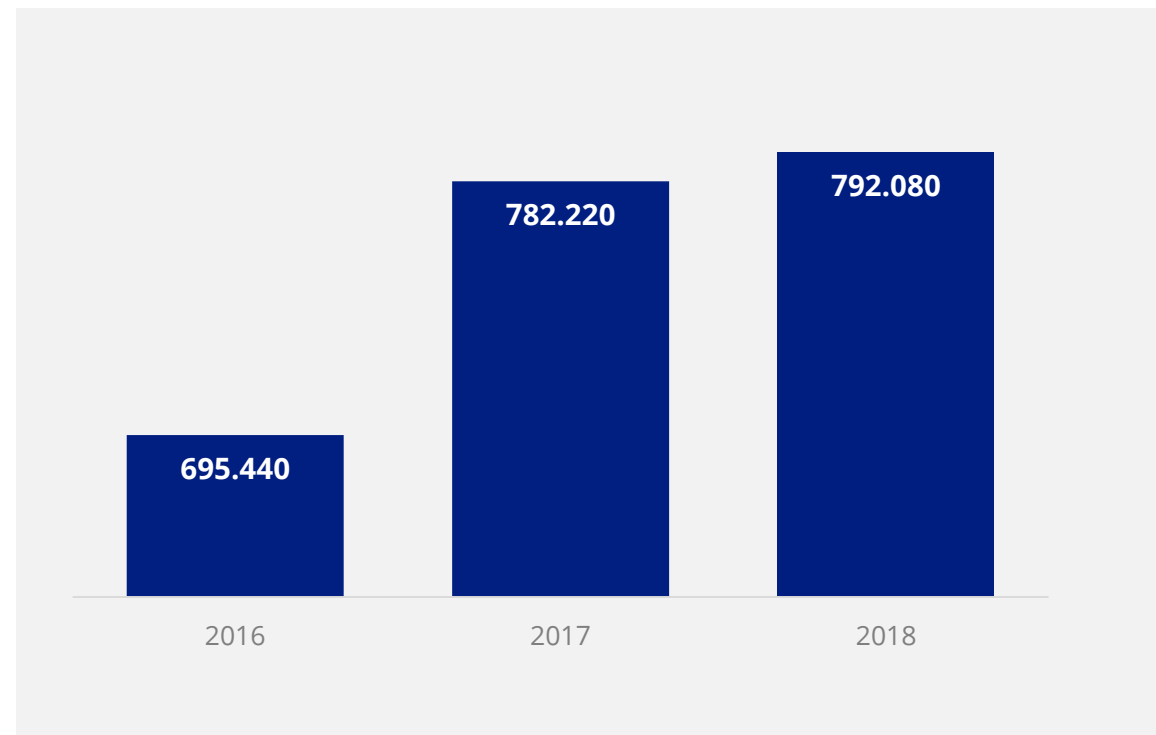
Total customers*



* Active and former customers who have been granted one or several loans in the past or has an open mobile account.

** Slight changes Q on Q due to GDPR related deletions of former customer records

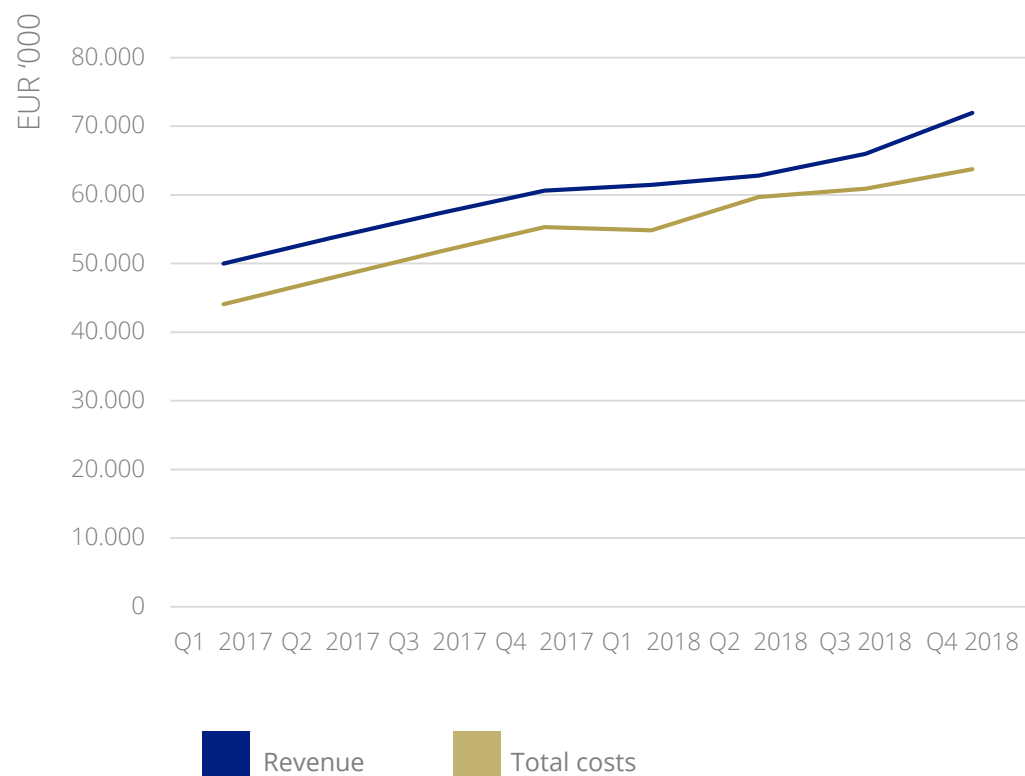
Active customers***



*** Customers with a Mobile Bank account and lending customers who have had an open balance in the last 12 months. If loans are >24m overdue, the customer is not considered active.

Leverage opportunities and priorities

Operating costs have stabilized
while revenue growth is recovering



Management progress
to improve performance



Accelerate growth of lending by improving risk & increase customer intake

- Improve conversion rate, scoring & underwriting ✓
- Processes for increasing customer intake and efficiency ✓



Reshape organisation

- Staff streamlining ✓
- Strengthen top management ✓
- Create five cylinders and responsibilities common to every product ✓
- Lead generation, conversion funnel, underwriting & collections, CRM, product & pricing ✓



Rebalance resources

- Focus on lending in existing markets ✓
- More resources allocated to risk management and automation ✓



Review geographies for profitability

- Considering withdrawal from 1-2 non-performing countries ✓

Navigating successfully through regulatory changes

14 years of experience adapting to regulatory changes

Ferratum's experience with interest rate cap changes:

- Adjusted pricing to meet legislation, leading to lower yield per loan
- Increased loan amount and term, leading to higher CLV*
- Tightened scoring, leading to better payment behaviour
- Adjusted or newly adapted segmentation, leading to increased amount of new customers
- Overall outcome from the above increases our earnings and decreases our credit losses in the long run

Current and expected interest rate caps

Sweden – implemented in September 2018

- New law capping effective interest rates for high cost loans at 40%. We stopped selling microloans in Sweden and switched to products with higher loan principals, which can be offered at lower rates of interest in line with the new capping

Latvia – implemented in October 2018

- New rules on creditworthiness assessments introduced. We are offering fully compliant products and is also planning further changes to cap daily total costs, which are expected to be introduced in summer 2019

Romania – implemented in January 2019

- National Bank of Romania has adopted adjustments to the relevant debt to income ratio. We have adapted our processes to meet this legislation; with ongoing monitoring of additional changes that will impose APR capping on consumer loans

Finland – expected Autumn 2019

- New legislation has been approved and will enter into force in September 2019

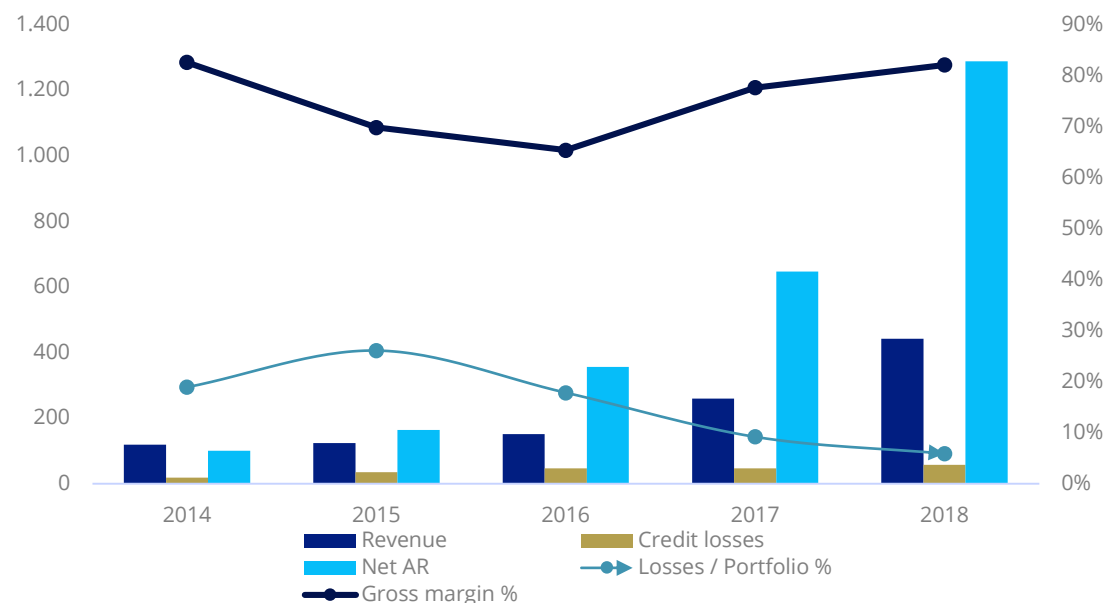
Estonian case showing us the future possibilities with interest rate caps

* Customer Lifetime Value

Estonia and Sweden cases show successful conversion to new interest rate level

Estonia developments

Chart presented with indexed figures since 2014



Estonia

- Interest Rate cap introduced in 2015
- Ferratum significantly reduced interest rate accordingly
- Portfolio increased significantly
- Portfolio return (Revenues/portfolio) down from 118% in 2014 to 34% in 2018
- Revenues up by 373% since 2014 and Profit accordingly
- Credit Losses/Portfolio reduced; gross margin recovered

Sweden: Q4 results indicate positive conversion to new interest rates as well

- Interest Rate cap introduced 1 September 2018
- Ferratum significantly reduced interest rate accordingly
- Revenues stable; Portfolio increased moderately in Q4
- Credit Losses/Portfolio reduced; gross margin increased

Risk modelling review programme

IFRS 9 adjustments

Financial performance

Balance sheet

Operating cash flow

Cost of capital and financing

Financial Highlights

Risk modelling review programme – substantially complete

2018

2019



Scoring

- New heads of data science & credit management appointed
- All credit decisions under central monitoring
- Score cards for new & existing customers reviewed
- 1000 credit policy rules reviewed (mostly completed)
- Mid term optimization plan defined in order to even exceed current status



Risk & IT

- New scorecard implementation tool implemented (Score Mada)
- New scorcard implementation process defined
- Documentation of risk relevant features in IT systems completed
- Strong score card quality monitoring established
- New Collection tool selected (Fico)



Risk & Marketing

- 5 cylinder model established – improving handshaking between risk & other functions, esp. marketing and sales.

Intended benefits to 2019:

- Increase number of new customers
- Increase active customer base
- Optimize cost benefit of customer aquisition
- Increase the quality of the credit portfolio

IFRS 9 diligent review and modifications

Ferratum Group applied IFRS 9 as of 1 January 2018. IFRS 9 requires the recognition of loans at fair value, therefore any expected losses must be accounted for at the disbursement date

Based on the initial assessments undertaken in Q1 2018, the total adjustment (net of tax) of the adoption of IFRS 9 on the opening balance of Ferratum Group's equity at 1 January 2018 was approximately EUR 7.6 million, representing:

- a reduction of approximately EUR 9.3 million related to higher credit loss provisions
- an increase of approximately EUR 1.7 million related to deferred tax impacts

During annual closing the used IFRS 9 modelling went through a diligent review and was modified in two elements:

- The default definition for PlusLoans, Prime Loans and SME lending was changed from 90+ days past due to 60+ days past due
- The statistical modelling for the probability of default for Credit Limit, Plusloans Prime loans and SME lending has been improved

These changes of the credit loss provision model have to be applied consistently for the whole financial year 2018. This requires a change of the total adjustment (net of tax) on the opening balance of Ferratum Group's equity at 1 January 2018 from initially EUR 7.6 to finally EUR 15.1 million, representing:

- a reduction of approximately EUR 20.9 million related to higher credit loss provisions
- an increase of approximately EUR 5.8 million related to deferred tax impacts

Credit portfolio before and after IFRS9 model change

1 Jan 2018					IFRS 9 (1 Jan 2018 Restated)				IFRS 9 (31 Dec 2018)			
	Gross AR	Reserves	Net AR	%	Gross AR	Reserves	Net AR	%	Gross AR	Reserves	Net AR	%
Not due	158,368	(4,695)	153,673	3.0%	158,368	(12,810)	145,558	8.1%	205,616	(13,898)	191,718	6.8%
1-90 days due	72,398	(17,649)	54,749	24.4%	72,398	(20,720)	51,678	28.6%	92,962	(21,127)	71,835	22.7%
91-180 days due	21,474	(12,768)	8,706	59.5%	21,474	(12,734)	8,740	59.3%	23,234	(13,252)	9,982	57.0%
> 181 days due	84,004	(52,988)	31,016	63.1%	84,004	(53,485)	30,519	63.7%	145,998	(98,996)	47,002	67.8%
Total	336,243	(88,100)	248,143	26.2%	336,243	(99,749)	236,495	29.3%	467,811	(147,273)	320,538	31.5%

Interim results after IFRS 9 model changes

Based on the modifications during year end closing to the IFRS 9 based credit loss provisioning model, the subsequent credit loss calculations of the interim reports for 2018 had to be adjusted accordingly (all details available on www.ferratumgroup.com)

Consolidated Income Statement for the Period

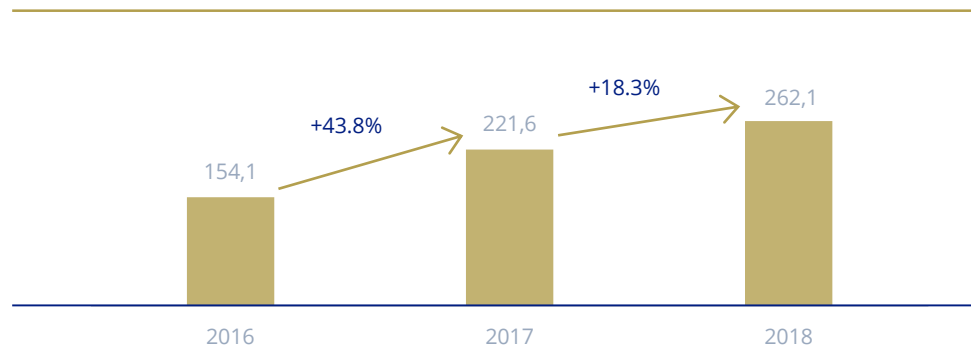
	1.1.2018-31.3.2018	1.1.2018-30.6.2018	1.1.2018-30.9.2018
	Restated	Restated	Restated
REVENUE	61.442	124.232	190.194
Impairments on loans Restated	-18.986	-42.162	-65.400
Impairments on loans Reported	-18.866	-40.609	-63.996
Difference	-120	-1.553	-1.404
Operating profit	10.048	16.591	25.429
Profit before income tax	6.506	8.175	13.706
Income tax expense	-976	-1.227	-2.055
Profit for the period	5.530	6.948	11.650
Earnings per share, basic	0,26	0,32	0,54
Earnings per share, diluted	0,25	0,32	0,54

Consolidated Statement of Financial Position

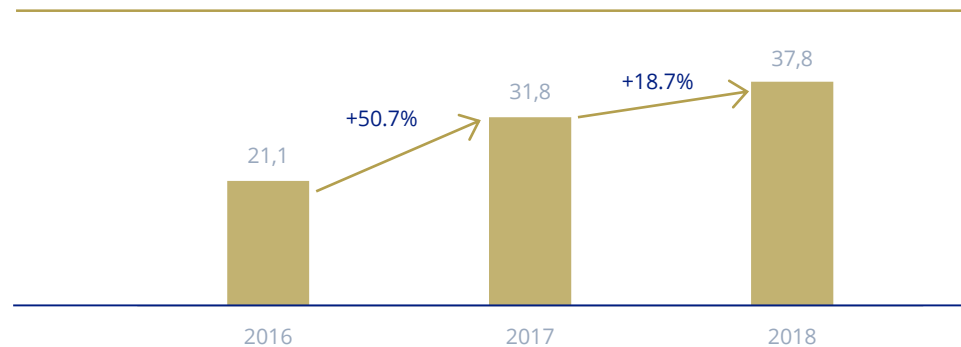
	31/03/2018	30/06/2018	30/09/2018
	Restated	Restated	Restated
ASSETS			
Deferred income tax assets	8.187	10.123	10.029
Total non-current assets	41.441	46.641	48.701
Accounts receivable - loans to customers	254.597	269.989	294.237
Total current assets	398.472	448.486	460.776
Total assets	439.913	495.127	509.476
EQUITY AND LIABILITIES			
Total equity	95.417	93.374	98.369
Total equity and liabilities	439.913	495.127	509.476
Equity ratio %	21,7	18,9	19,3
Net debt to equity ratio	2,20	2,47	2,56

Revenue & profitability trends in 2018

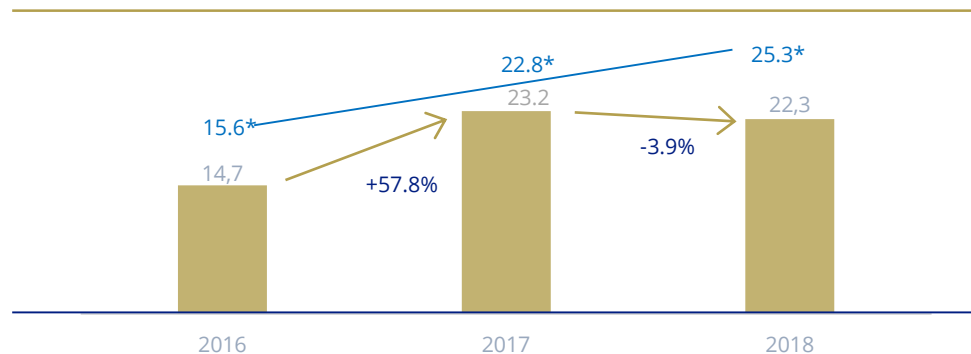
Revenue (EUR million)



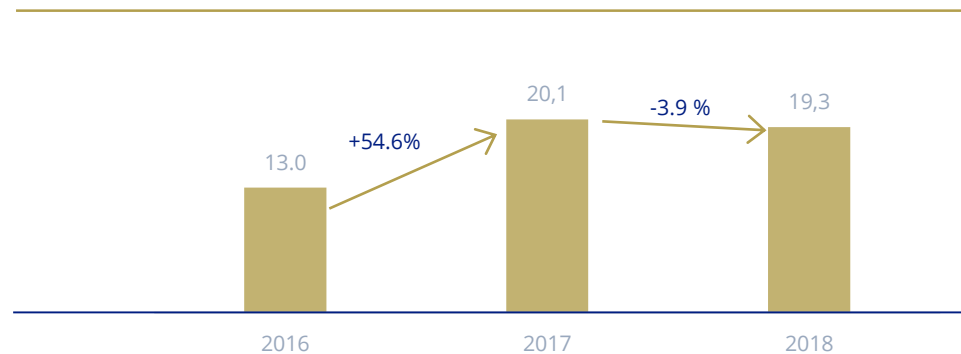
Operating profit – EBIT (EUR million)



Profit before tax – EBT (EUR million)



Profit for the period – EAT (EUR million)



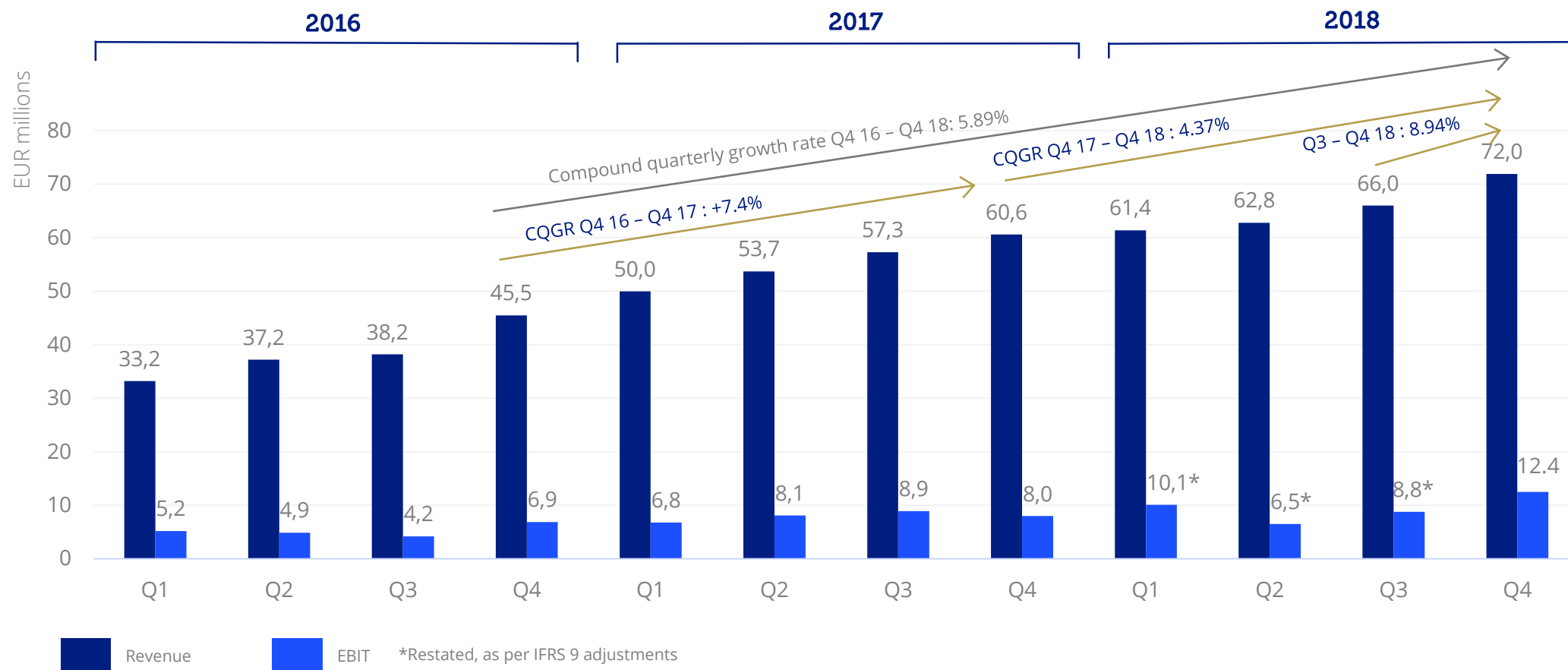
*Comparable FX neutral

Foreign exchange development in 2018

EUR'000	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1-Q4 2018
AUD	-0,193	0,045	-0,048	-0,055	-0,251
CZK	0,049	-0,381	0,138	0,037	-0,157
PLN	-0,284	-0,964	0,156	-0,174	-1,266
GBP	0,131	-0,080	-0,149	-0,052	-0,150
SEK	-0,900	-0,271	0,366	0,144	-0,661
Other currencies	0,043	0,046	-0,112	-0,279	-0,302
FX impact on P&L	-1,154	-1,605	0,351	-0,379	-2,787

- The Group's foreign exchange risk, mainly arises from fluctuations of the Polish Zloty, Swedish Krona, Czech Koruna, Australian Dollar and British Pound against the Euro
- Ferratum manages currency risk by using derivative instruments ranging between 0% to 70% of the portfolio value in each currency
- Hedging levels have been increased in Q4
- H2 with almost no FX impact
- Increasing hedging, less volatility in 2019

Recovering quarter-on-quarter growth



Revenue and EBIT continue to grow

Operating profit (EBIT) up by 18.7%

EUR, 000	2018	2017	% Change
Revenue	262,148	221,638	+18.3%
Other income	241	534	-54.8%
Impairment of loans	(88,496)	(75,629)	+17.0%
Selling & marketing expenses	(41,388)	(37,184)	+11.3%
Total other operating expenses	(94,706)	(77,522)	+22.0%
EBIT	37,799	31,838	+18.7%
Net financial costs	(15,466)	(8,594)	+80.0%
EBT	22,333	23,244	-3.9%
Income tax	(3,060)	(3,185)	-3.9%
Net profit	19,274	20,058	-3.9%
Earning per share, basic (EUR)	0.89	0.93	-4.3%
Earning per share, diluted (EUR)	0.89	0.92	3.2%

- EBIT increasing initiatives show effect – 2018 EBIT profitability level comparable to 2017
- Net financial cost include a € 2.8 million FX loss vs a EUR 0.4 million gain in 2017. Excluding this the EBT would have grown by 10%
- Net financial cost include EUR 800,000 extra interest as the outstanding bonds (due in 10/2018) could not be fully converted into new bond

Credit Limit and PlusLoan remain leading segments

EUR ,000	Microloan		PlusLoan		Credit Limit		SME		Mobile Bank**		Total	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Revenue*	41,709	43,886	65,641	60,315	132,321	103,774	21,008	13,135	1,468	529	262,148	221,638
Impairments	(19,692)	(21,822)	(20,477)	(22,880)	(40,720)	(27,534)	(5,739)	(3,078)	(1,868)	(315)	(88,496)	(75,629)
As % of Revenue	47.2%	49.72%	31.2%	37.93%	30.8%	26.53%	30.77%	23.43%	127.24%	-	33.8%	34.12%
Marketing	(4,192)	(5,527)	(9,219)	(9,807)	(21,318)	(17,480)	(4,558)	(3,202)	(2,101)	(1,168)	(41,388)	(29,918)
As % of Revenue	10.05%	12.59%	14.04%	16.26%	16.11%	16.84%	21.70%	24.38%	143.12%	-	15.79%	13.50%
Attributable Product Margin	17,863	16,574	36,005	27,679	70,406	58,846	10,731	6,865	(2,501)	(604)	132,505	109,359
As % of Revenue	42.8%	37.77%	54.9%	45.89%	53.2%	56.71%	51.1%	52.26%	170.37%	-	50.5%	49.34%
Total Non-directly Attributable costs	(14,339)	(14,245)	(22,567)	(19,577)	(45,492)	(33,684)	(7,223)	(4,263)	(5,084)	(5,752)	(94,706)	(77,521)
Operating Profit	3,524	2,329	13,430	8,101	24,913	25,163	3,509	2,602	(7,584)	(6,357)	37,499	31,838
Gross Profit Margin, %	8.4%	5.31%	20.5%	13.43%	18.8%	24.25%	16.7%	19.81%	-	-	14.4%	14.36%
Finance costs, net	(1,031)	(1,099)	(2,861)	(2,358)	(5,410)	(4,137)	(1,713)	(1,086)	(271)	(12)	(15,466)	(8,594)
Net Profit	2,493	1,230	10,577	5,743	19,503	21,026	1,795	1,516	(7,856)	(6,369)	22,333	23,244
As % of Revenue	6.0%	2.80%	16.1%	9.52%	14.7%	20.26%	8.5%	11.54%	(535%)	-	8.5%	10.49%

- Credit Limit > 50% of revenue share
- PlusLoan > 25 % of revenue share
- PlusLoan and Credit Limit gross margin stay highest with about 20%
- Microloans stable and profitable
- SME: increasing revenues share and solid profitability

*incl. other income **incl. Primeloan and Ferratum P2P

Solid balance sheet structure

Still high cash level based on sound deposit volume but reducing

EUR '000	31 Dec 2018	31 Dec 2017
Assets		
Non-current assets	53,714	36,128
Accounts receivable – consumer loans (net)	320,538	257,406
Other receivables	9,399	10,554
Income tax assets	961	519
Cash and cash equivalents	115,559	131,832
Total Assets	500,192	436,595

EUR '000	31 Dec 2018	31 Dec 2017
Equity and liabilities		
Equity	107,380	105,243
Non-current liabilities	138,276	64,167
Current liabilities	254,536	267,185
of which deposits	183,405	174,301
Total Equity & Liabilities	500,192	436,595
Net debt to equity ratio	2.58	1.90

- Deposit volume intentionally reduced
- Moderate growth in accounts receivable
- 2018 Equity level impacted by IFRS 9 one time adjustment of € 15.1 million
- Net debt to equity remains solid following IFRS 9 adjustment at 2.58

Credit rating of BB- assigned by Fitch

Diversified rating

In March 2019, Fitch assigned Ferratum Oyj a Long-Term Issuer Default Rating of BB- / Stable Outlook

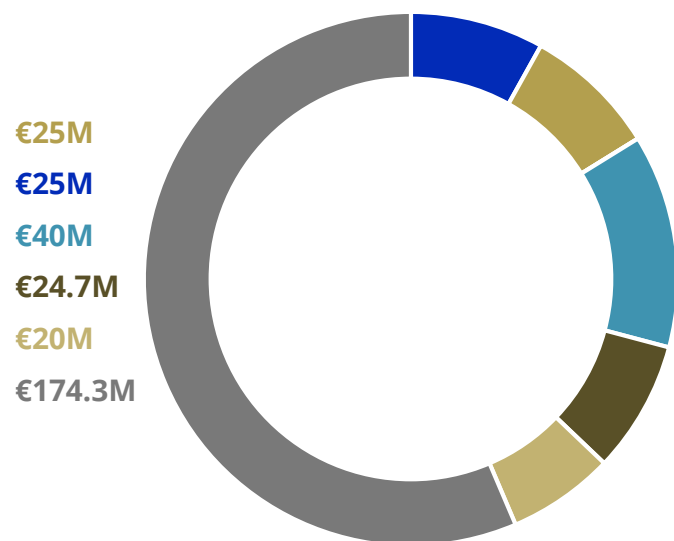
- Credit rating assessed to international statistical standards by one of the top three global credit rating agencies
- Fitch rating is in addition to the Group's credit rating of BBB+ from Creditreform Rating AG, a German rating agency
- Rating reflects Fitch's favourable assessment of Ferratum's through-the-cycle profitability, capital adequacy and approach to risk provisioning
- Fitch's full-length rating report, including the key assumptions and sensitivities upon which the rating is derived, is available on Ferratum Group website

Strong liquidity and negative operational cash flow, due to intentionally lower deposit intake

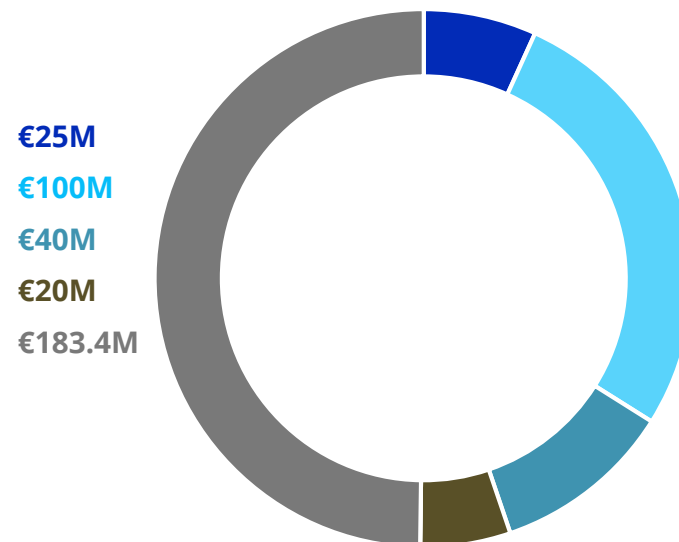
Assets	2018	2017
Net cash from operating activities before movements in portfolio and deposits	122,010	109,148
Net cash from operating activities	(40,363)	33,324
Net cash used in investing activities	(16,802)	(11,329)
Net cash used in financing activities	44,003	38,990
Net increase/decrease in cash equivalents	(13,162)	60,985
Cash and cash equivalents at the end of the period	115,559	131,832

Cost of capital slightly increasing due to EUR 100M bond issue

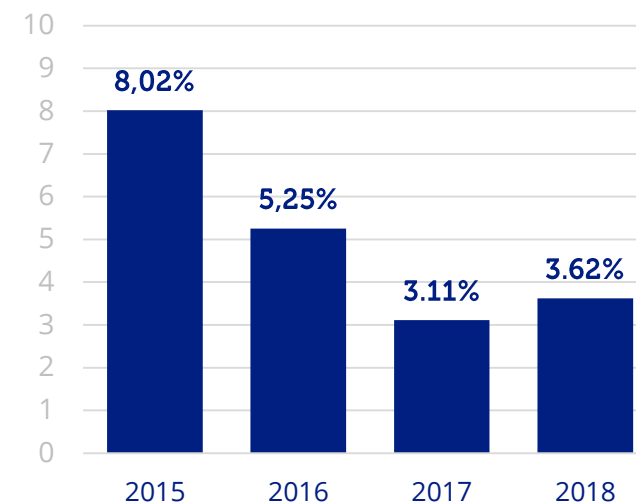
Financing mix at year end 2017



Financing mix at year end 2018



Weighted average cost of funding



- Ferratum Capital Germany 8.00% 2018*
- Ferratum Capital Germany 4.00% 2018*
- Ferratum Capital Germany 4.875% 2019
- Ferratum Bank 6.25% + 3m Euribor 2020
- Ferratum Capital Germany 5.5% + 3m Euribor 2022
- Nordea Credit Line
- Deposits

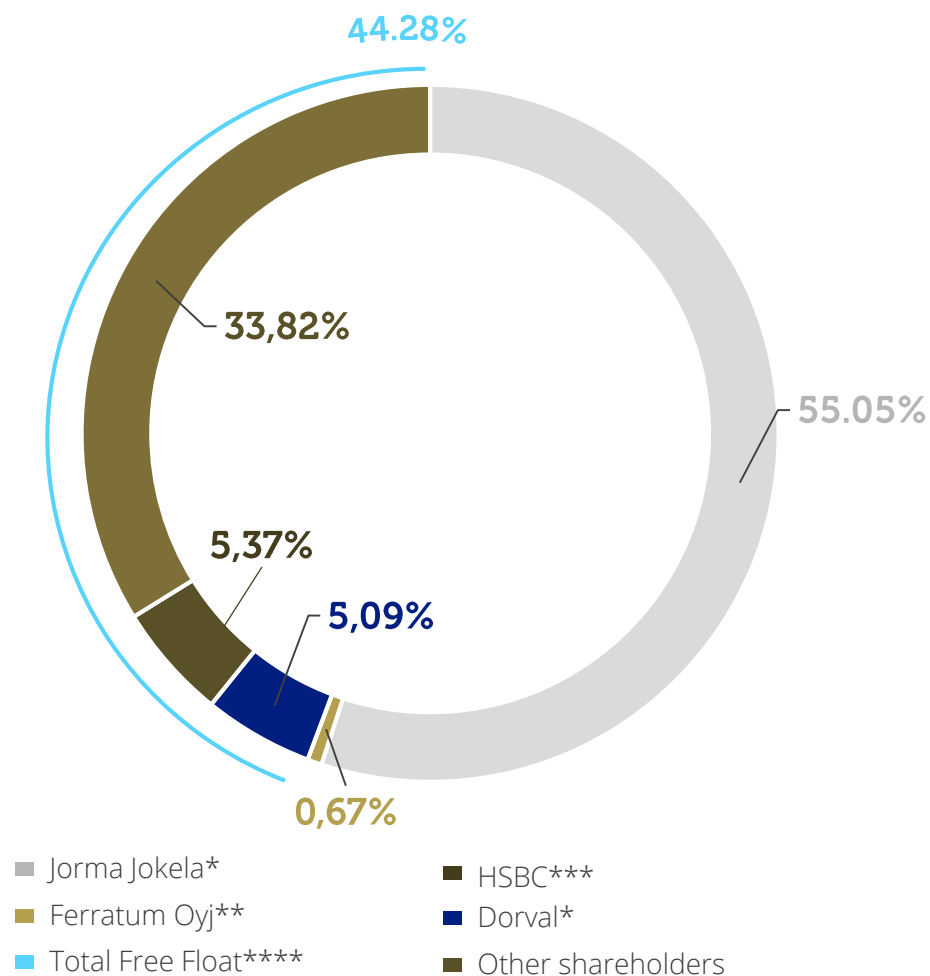
*Bonds were fully repaid on 22 October 2018, from proceeds of the bond for EUR 100m.

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Summary

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Shareholder information



Date	Financial Calendar Events
14 Mar 2019	Ferratum Group 2018 preliminary results
27 Mar 2019	Ferratum Group full year 2018 results
17 Apr 2019	Ferratum Group AGM
29 April 2019	Ferratum Bank and Ferratum Capital Germany report 2018 published
16 May 2019	Ferratum Group Q1 results
21 Aug 2019	Ferratum Group H1 results
30 Aug 2019	Ferratum Bank and Ferratum Capital Germany H1 report published
14 Nov 2019	Ferratum Group Q3 results

* Shareholders holding based on the latest shareholder notifications received

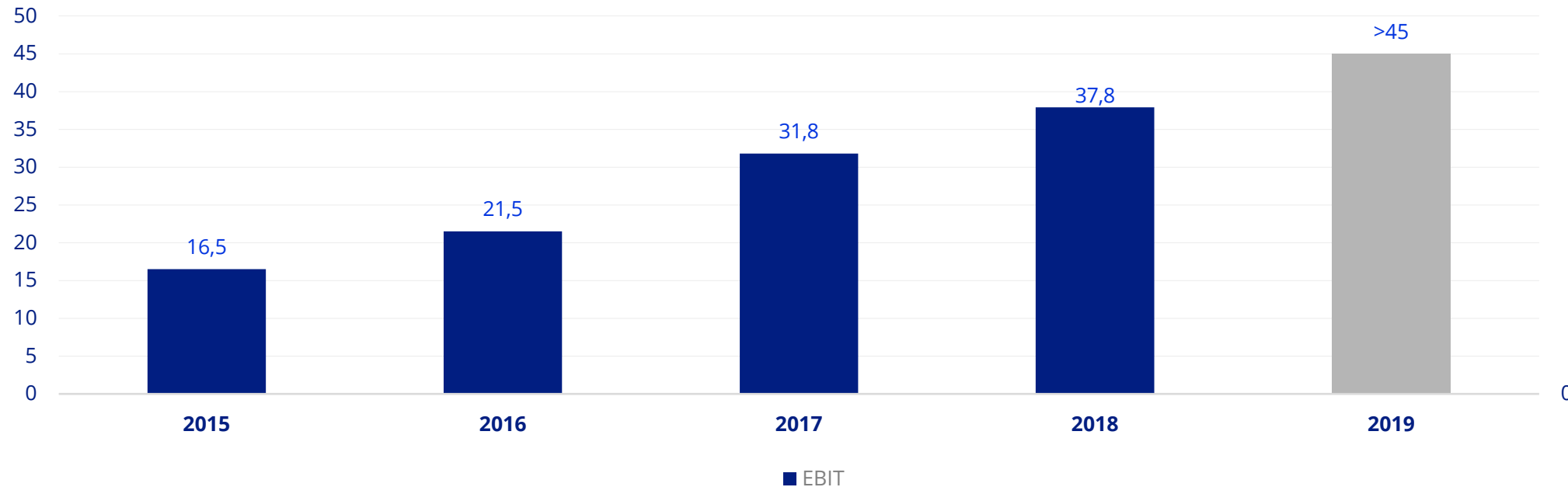
** Own shares held by Ferratum Oyj *** Total free float includes shares held by Dorval as well as shares held by employees and management of SPSW Capital

**** Total free float includes shares held by HSBC (SPSW Capital) and Dorval as well as shares held by employees and management

Summary & Outlook

- FY performance well within guidance
- Risk procedures improved and overall cost base was decreased
- 2019 EBIT guidance of > EUR 45m
- Future focus is on EBIT development and profitability
- Positive outlook for the future

€ millions



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