



Inbank AS

Investor Presentation Q3 2022

Overview Q3

Highlights

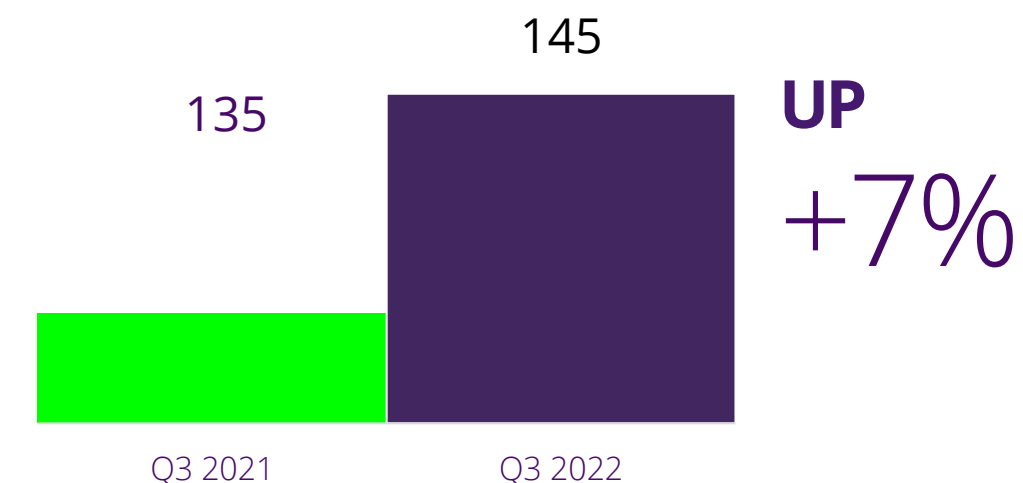
- The net profit for the third quarter was **13.4 million euros**, which is **265% more than a year ago**. The net profit for 9 months period ended 30 September 2022 was **19 million euros**.
- Quarterly sales of **credit products amounted to 145 million euros**, which is **7.4% more than in the third quarter of last year**.
- In the third quarter, **Inbank's Czech branch** started its business operations and sign its first customer contracts.
- On 1 July Inbank completed the **sale of its 29.8% stake** in Maksekeskus, which resulted in an **11.4 million euro extraordinary profit** in the third quarter

LOAN PORTFOLIO
€ 711 m
 +31% YEAR-ON-YEAR

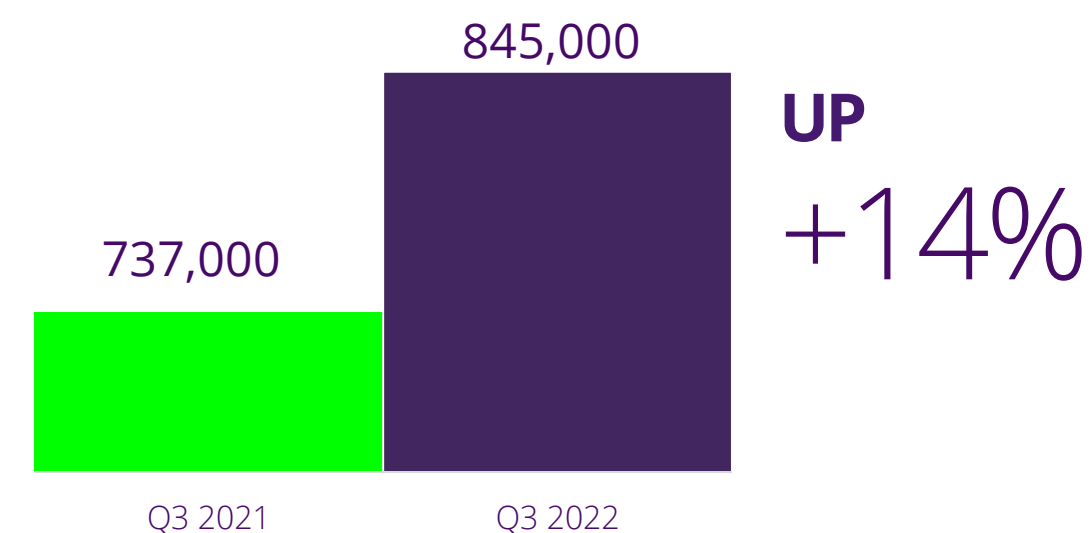
NET PROFIT
€ 19 m
 9 MONTHS

ROE
28.4%
 9 MONTHS

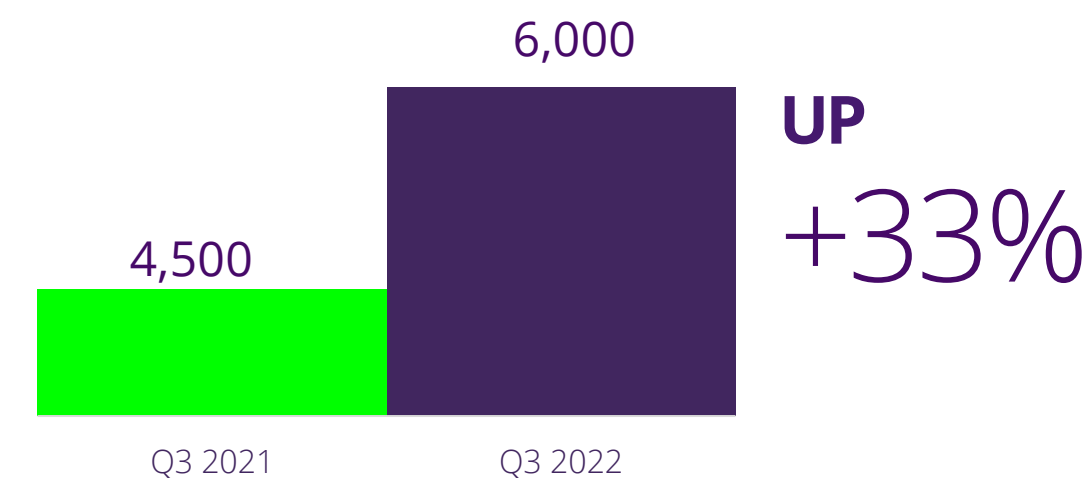
Total sales



Active contracts

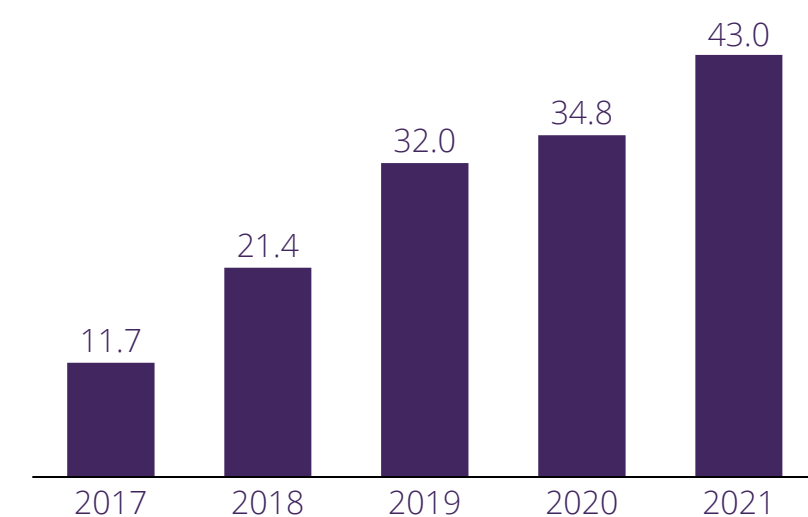


Active partners

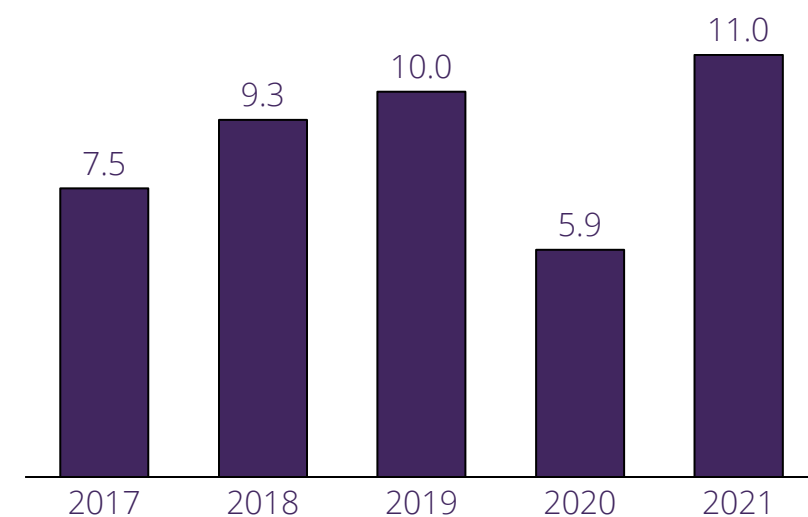


Annual results

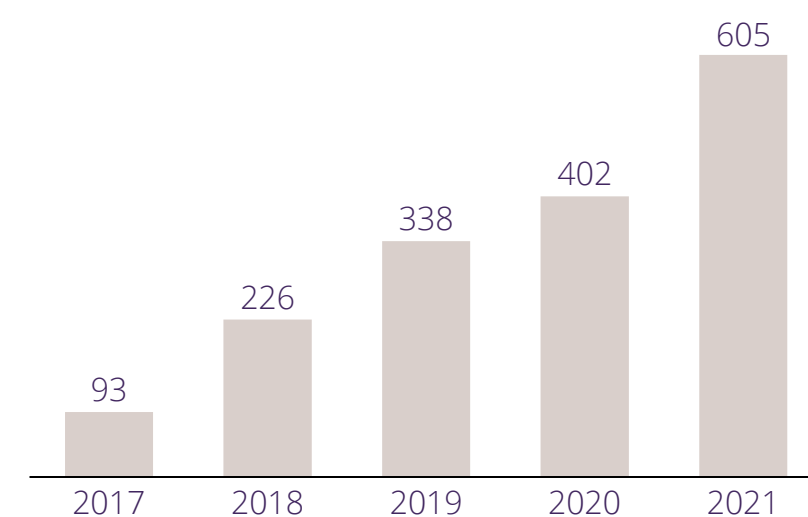
Net income
(Millions of euros)



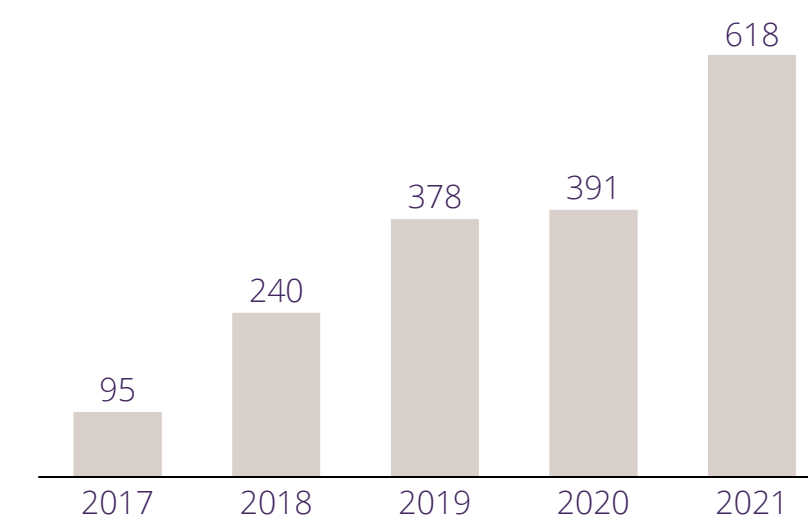
Net profit
(Millions of euros)



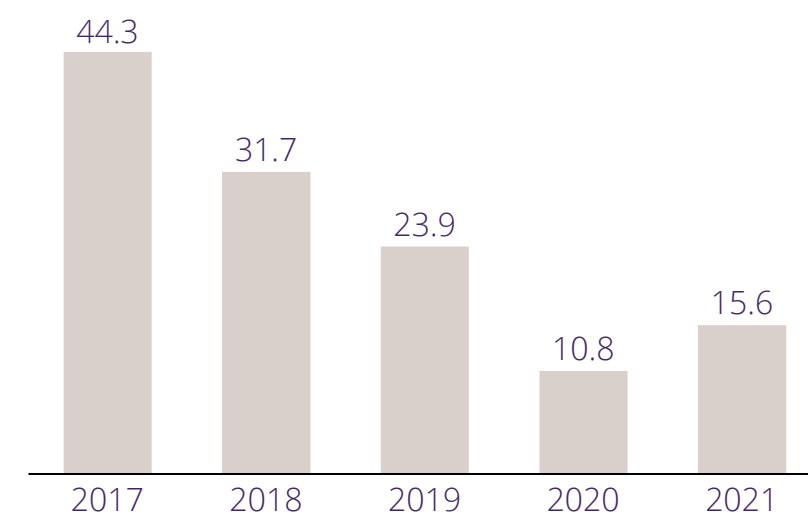
Loan portfolio
(Millions of euros)



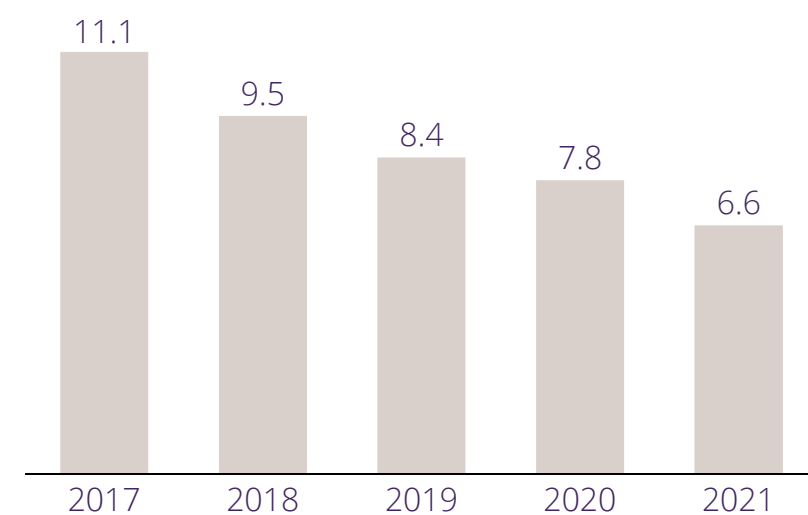
Deposit portfolio
(Millions of euros)



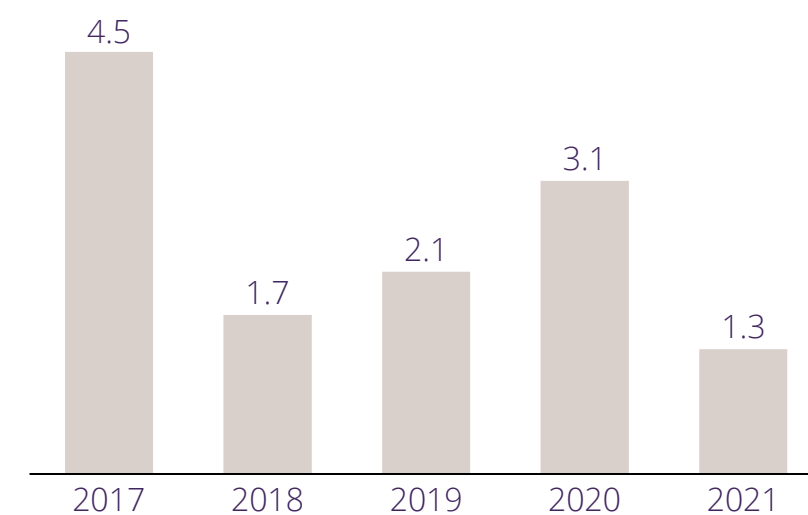
Return on equity (%)



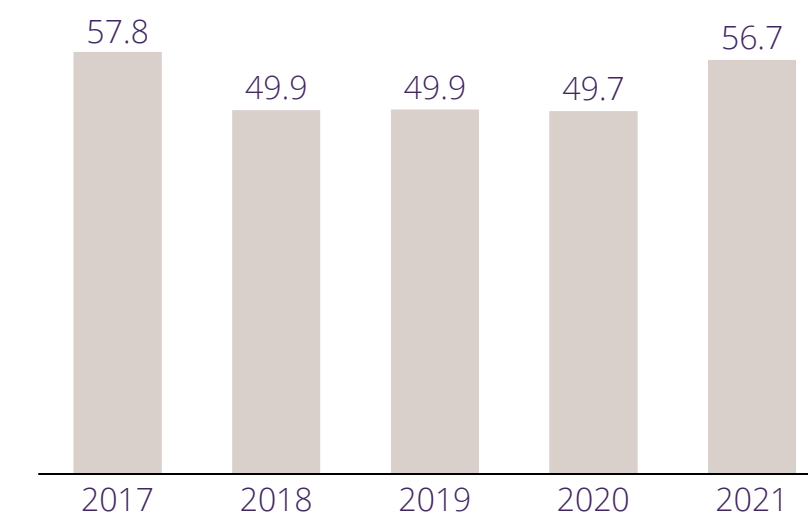
Net interest margin (%)



Impairment losses to loan portfolio (%)

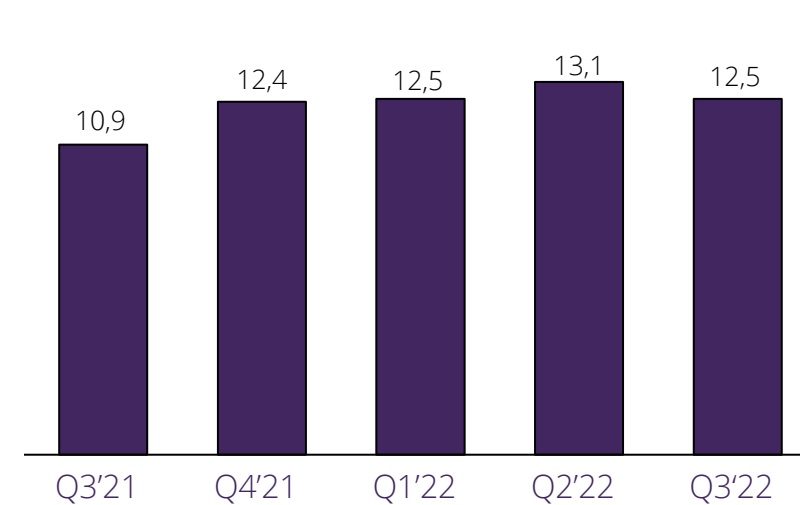


Cost / income ratio (%)

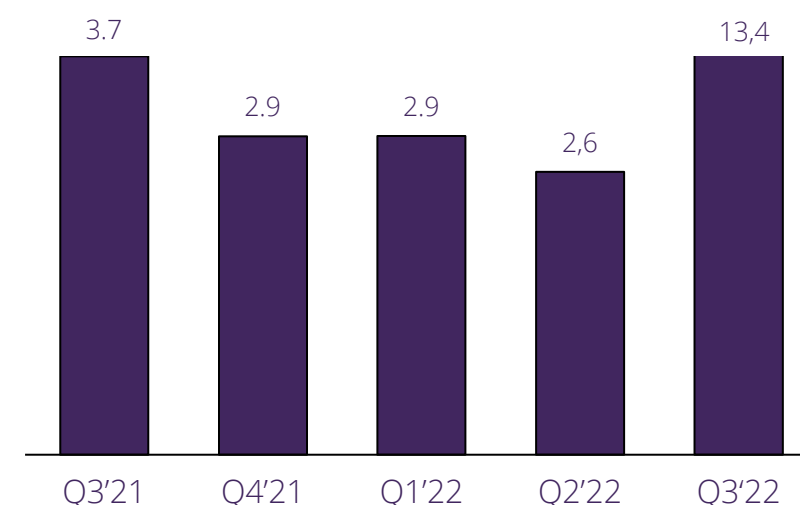


Quarterly results

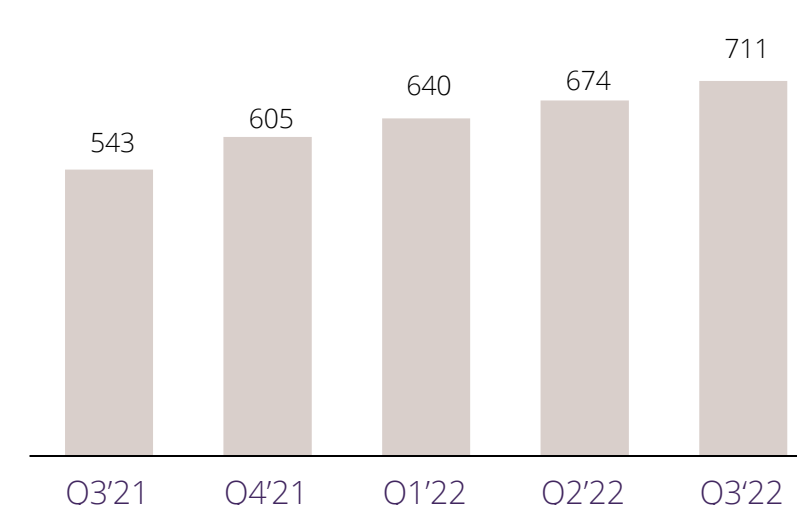
Net income
(Millions of euros)



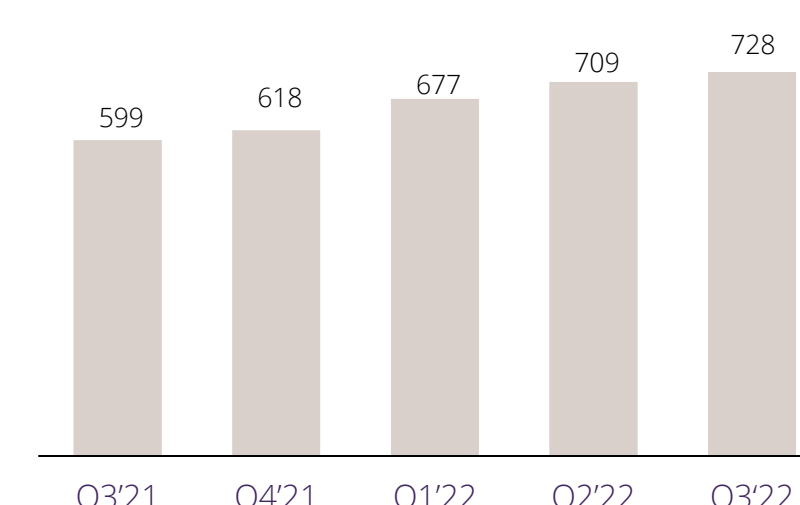
Net profit
(Millions of euros)



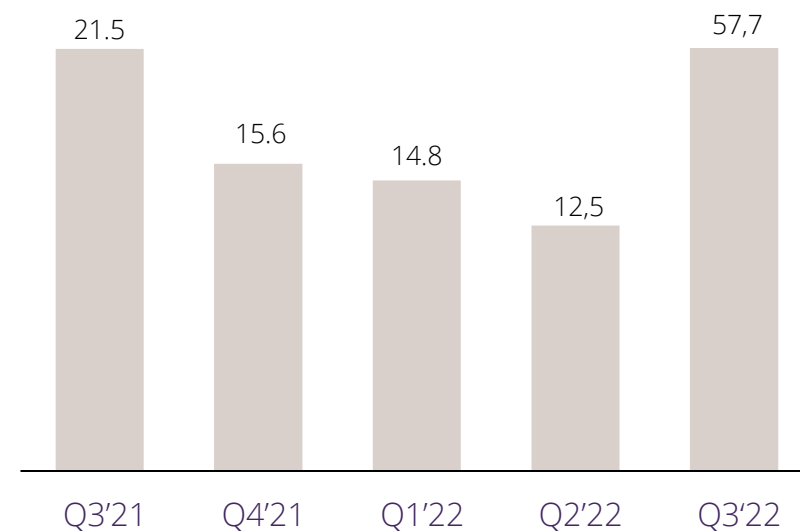
Loan portfolio
(Millions of euros)



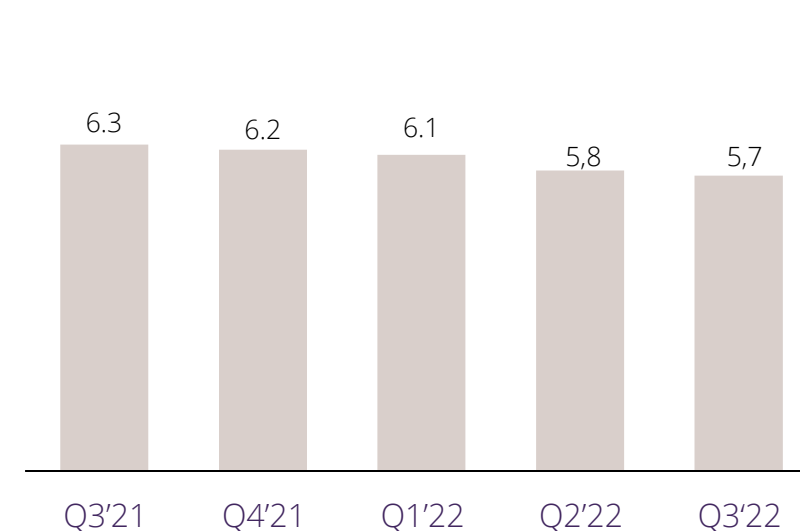
Deposit portfolio
(Millions of euros)



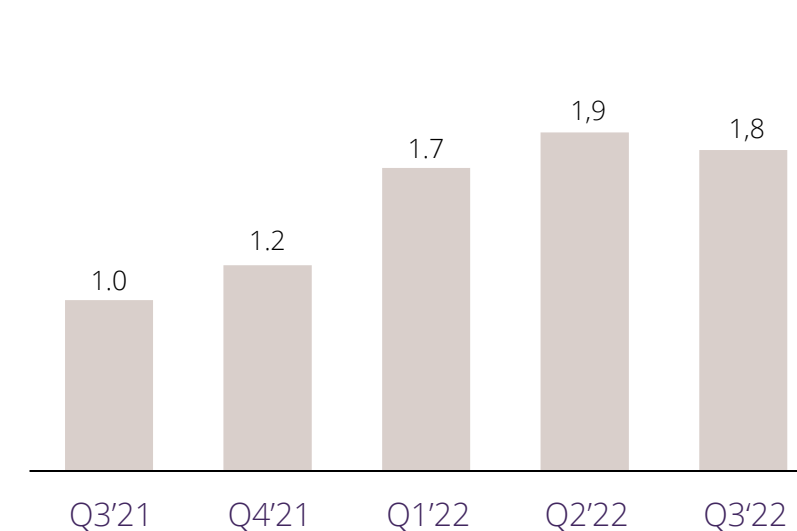
Return on equity (%)



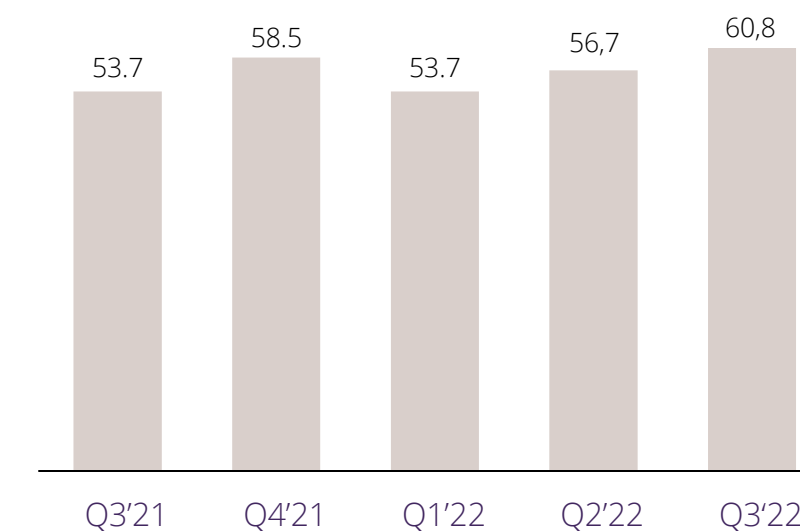
Net interest margin (%)



Impairment losses to loan portfolio (%)



Cost / income ratio (%)







Simplifying everyday life by seamlessly merging financing with shopping

Inbank designs digital financial products that seamlessly merge financing and payments with shopping ultimately empowering people to improve their quality of life.

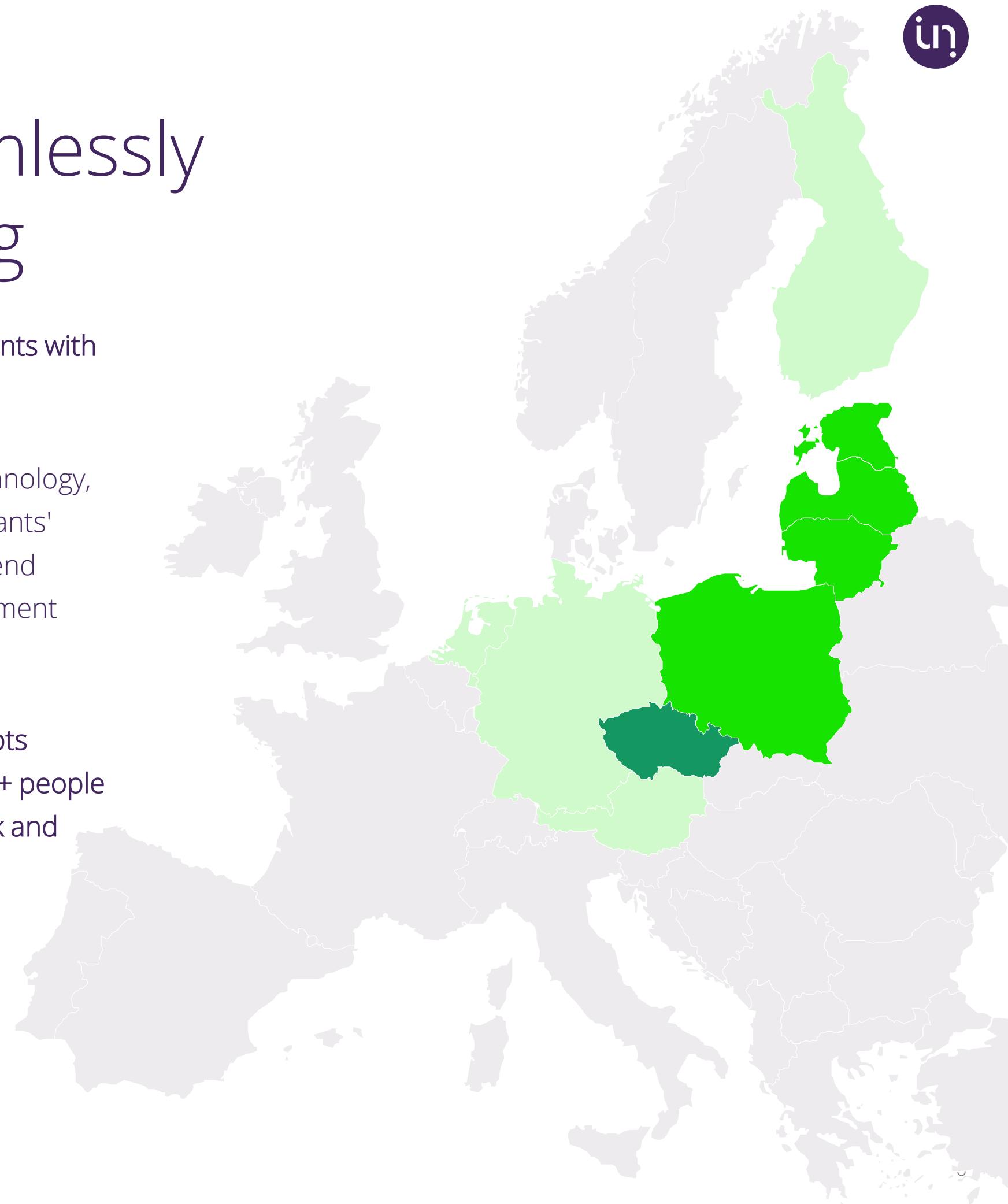
Our unparalleled knowledge in credit underwriting, regulatory environment and technology, enable us to design digital financial products that are fully integrated into the merchants' business processes. This helps our merchant partners to grow their business while end customers get to benefit from a frictionless shopping experience with individual payment methods to choose from.

Inbank operates in the Baltic, Polish and Czech consumer finance markets and accepts deposits from Germany, Austria, Finland and the Netherlands. We are a team of 300+ people working across our offices in Tallinn, Riga, Vilnius, Kaunas, Klaipeda, Warsaw, Gdansk and Prague.

 **5**
COUNTRIES

 **8**
OFFICES

 **300+**
PEOPLE



Our business

33%

Sales finance and pay later

Sales finance and new generation pay later platform Indivy remain our key customer acquisition drivers and fastest-growing business segments distributed through a network of more than 6,000 merchants and platforms including PayU, the largest PSP in Poland.

26%

Car finance

Our digital car financing solutions are offered through exclusive partnerships with leading car classifieds like **auto24**. With this highly scalable platform, we see an opportunity to partner with car classified sites across Europe.

25%

Green Financing

Financing residential solar panels has a very high growth potential in Poland where we financed the purchase of solar panels for more than 63 million euros in the first 9 months of 2022.

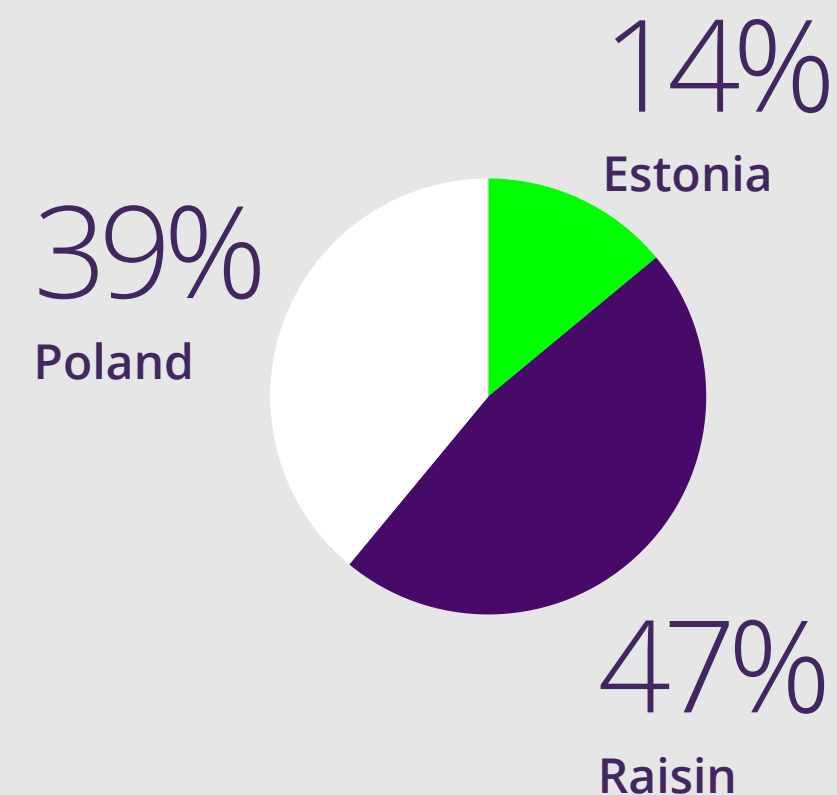
16%

Loans and cards

The multi-purpose personal loans and mobile-first credit card and app IN Pay that offers cashback as its core feature.

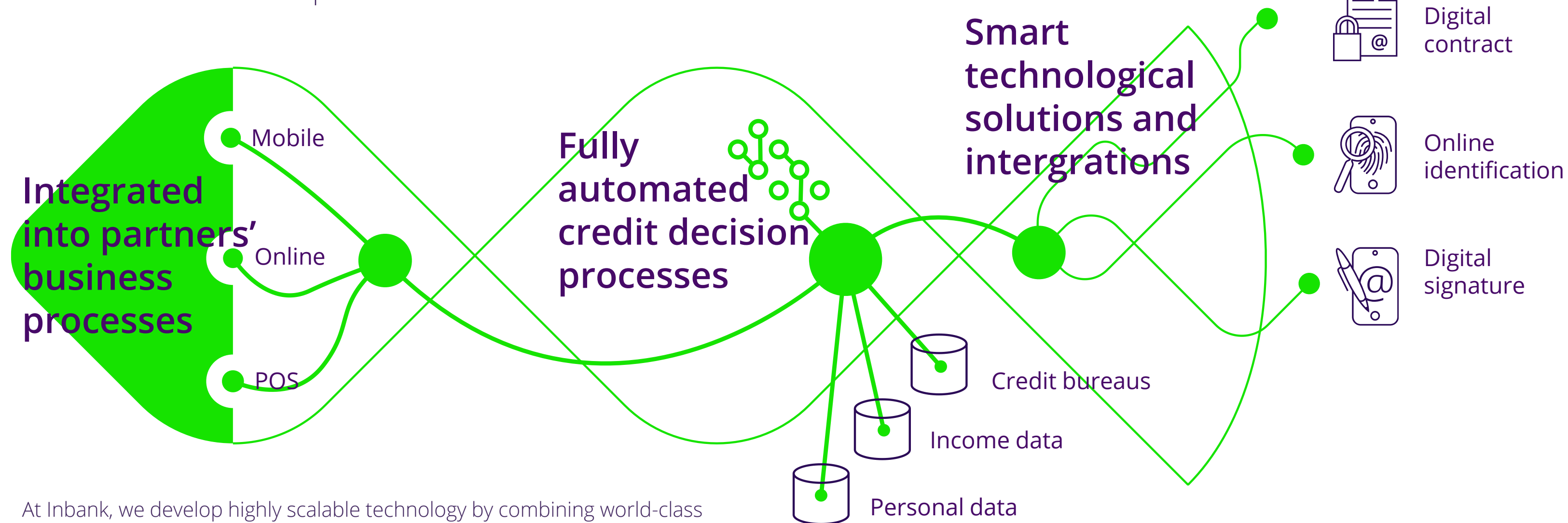
Deposits

We accept term deposits from Estonia, Lithuania, Poland and additionally from Germany, Austria, Finland and the Netherlands via Raisin platform.



Helping our partners sell more by simplifying purchases and making financing more accessible to customers

Tech-enabled automated platform



At Inbank, we develop highly scalable technology by combining world-class cloud computing and third-party solutions with our own proprietary core technology. Our credit decisions are made in thirds with around 90% of customer contracts concluded automatically online or at stores.

Success factors

Value adding

We operate through an effective B2B distribution network that enables us to be part of the end-to-end consumer journey and utilise B2C retention and cross-sales.

Scalable

Thanks to our scalable proprietary technology and agile organisation, we can grow fast within our home markets as well as expand to new markets in Europe through partnerships with leading local merchants.

Profitable

We have built a profitable business model since inception with a balanced mix between growth, profitability and credit risk.

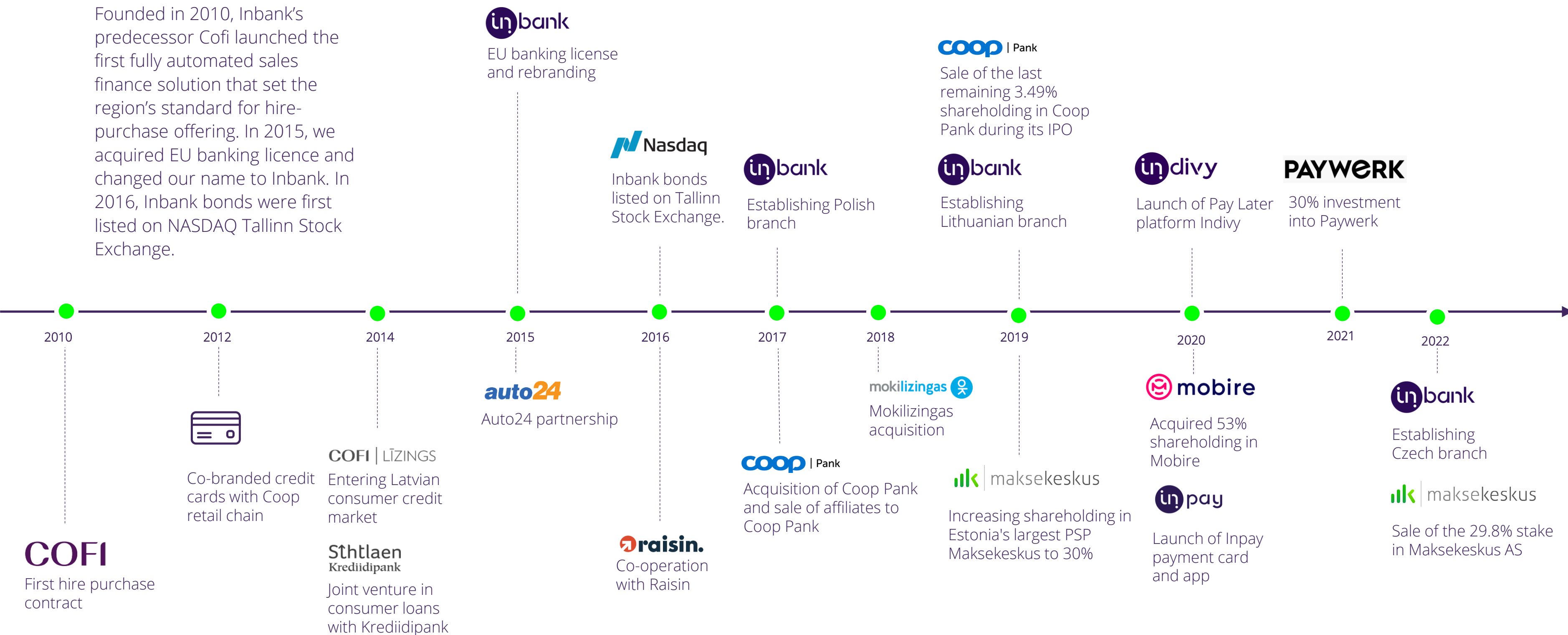
Sustainable

EU banking license and strong international investor base ensure sustainable funding to support growth. Our bonds are listed on Nasdaq Tallinn Stock Exchange.



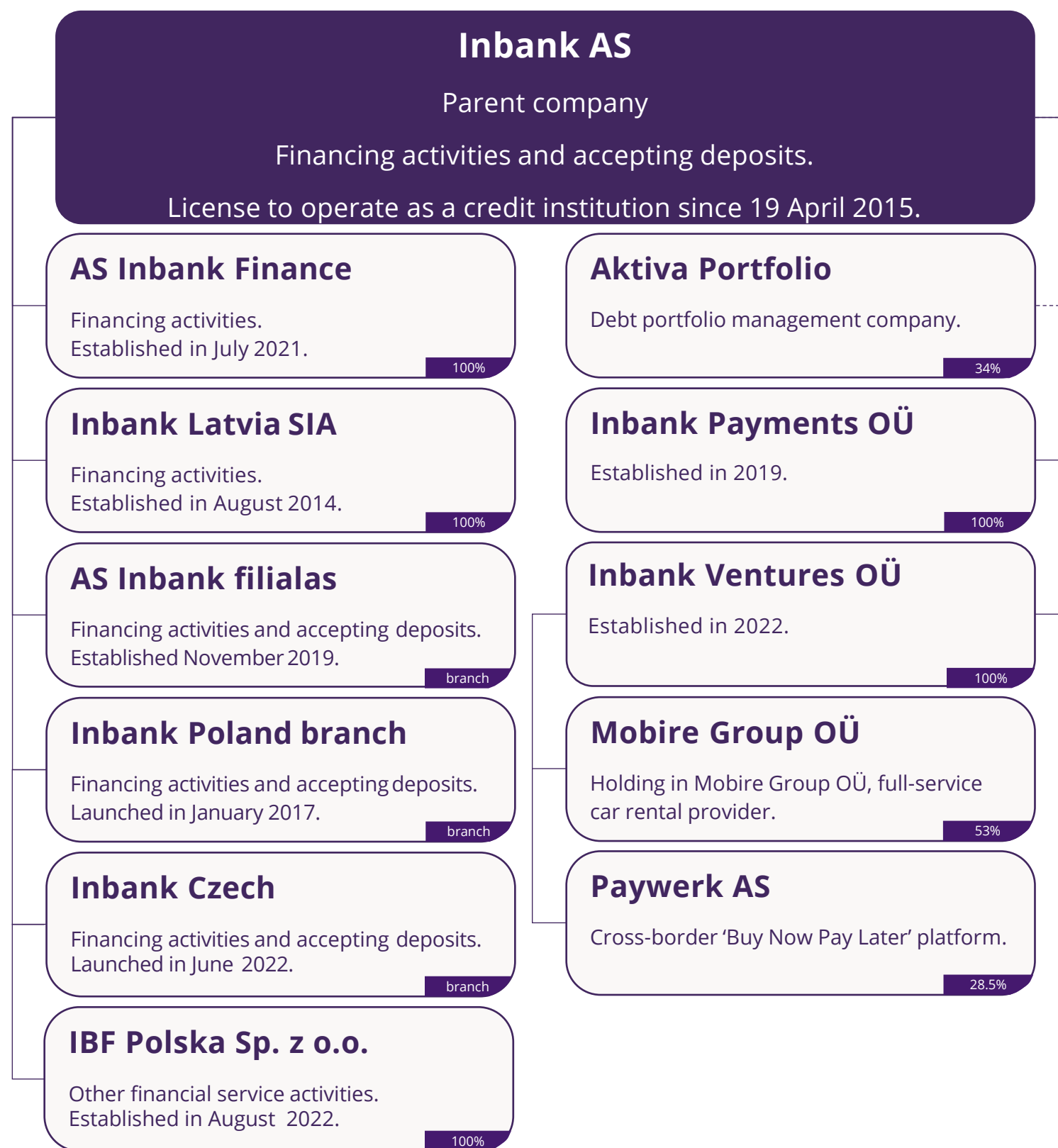
Our story

Founded in 2010, Inbank's predecessor Cofi launched the first fully automated sales finance solution that set the region's standard for hire-purchase offering. In 2015, we acquired EU banking licence and changed our name to Inbank. In 2016, Inbank bonds were first listed on NASDAQ Tallinn Stock Exchange.



Structure

Group structure



Shareholder structure



Owner	Shares	%
Cofi investeringud OÜ	2 594 187	25.35%
Other (110 shareholders)	7 638 010	74.65%

Management

Founders

Priit and Jan are former executives of the largest bank in the Baltics with more than 20+ years of experience in banking and related fields. They have led the scale-up of several successful fintech companies and developed next generation banking business models



Priit Põldoja
Founder, CEO



Jan Andresoo
Founder, Chairman

Executive Management

Executive management focuses on strategy, innovation and growth as well as meeting the capital return and risk appetite targets.



Marko Varik
CFO



Margus Kastein
Head of Baltic Business



Maciej Pieczkowski
Head of CEE Business



Ivar Kurvits
Chief of Staff

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