

# Qliro investor presentation

*CEO Carolina Brandtman @ Carnegie Nordic Small & Midcap Seminar*

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# Qliro – the number one challenger for payment solutions for e-com in the Nordics

- The number one challenger within payment solutions in the Nordics for larger e-merchants with a modern checkout solution and a top digital post-purchase experience
- True understanding of the needs among large- and mid-sized merchants and consumers has been the strength of Qliro since it was founded in 2015
- Geographic focus is on the Nordics where Qliro's pay-after delivery products are available. The checkout supports 34 countries in total for Nordic merchants who aims to grow internationally
- Digital banking services which includes personal loans and savings available in Sweden
- Listed in 2020. Largest owners Rite Ventures 26% and Mandatum Private Equity (Sampo) 10%

2.5 m

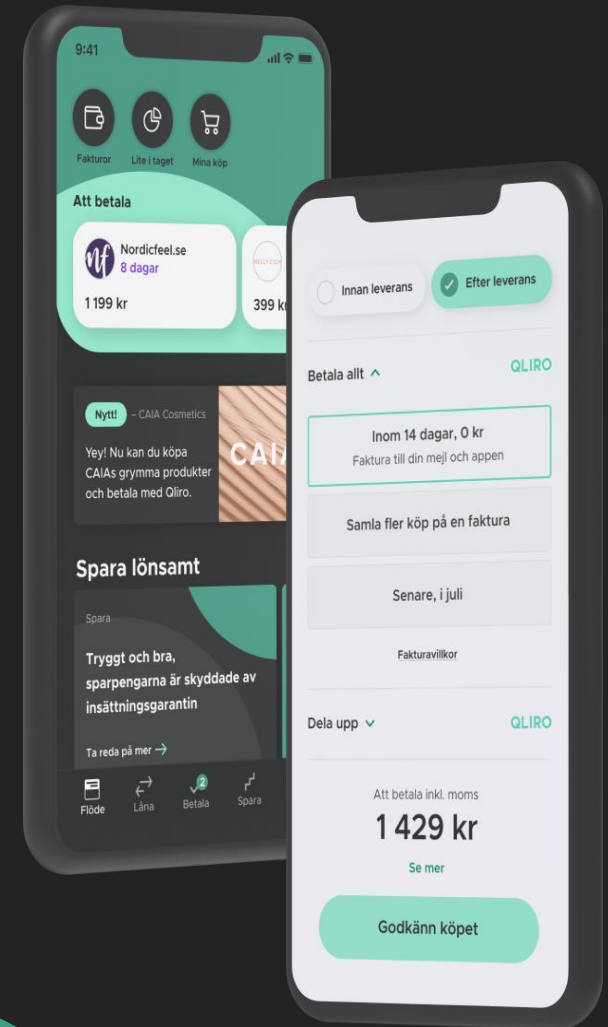
Active consumers<sup>1)</sup>

7.4 m

transactions<sup>2)</sup>

6.8 bn

Pay-after delivery volume<sup>3)</sup>

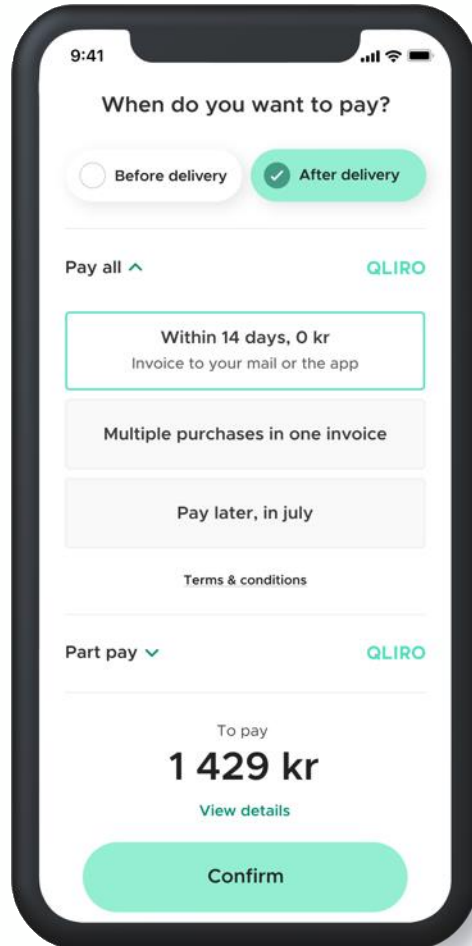


# A top tier payment solution that simplifies online shopping experience

## Qliro Checkout

34 Countries

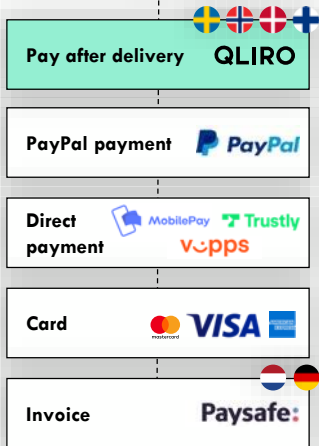
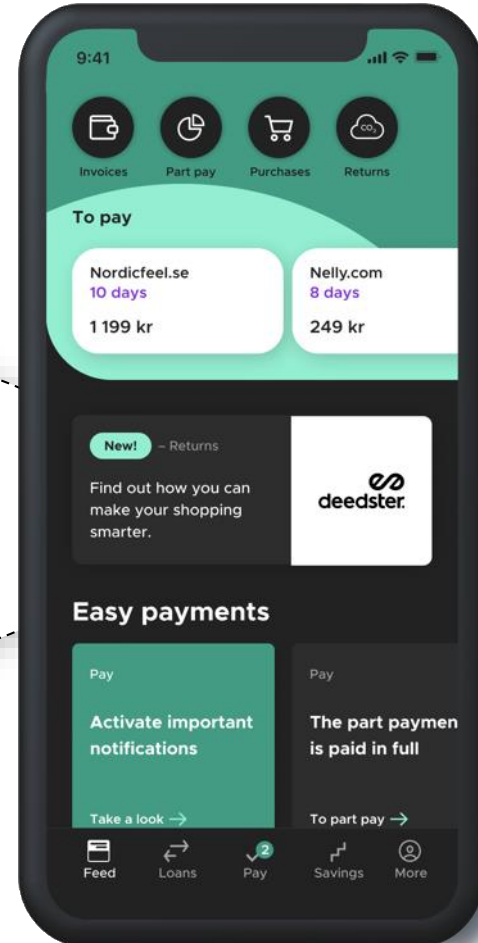
7.4 million transactions



## Qliro Digital Platform



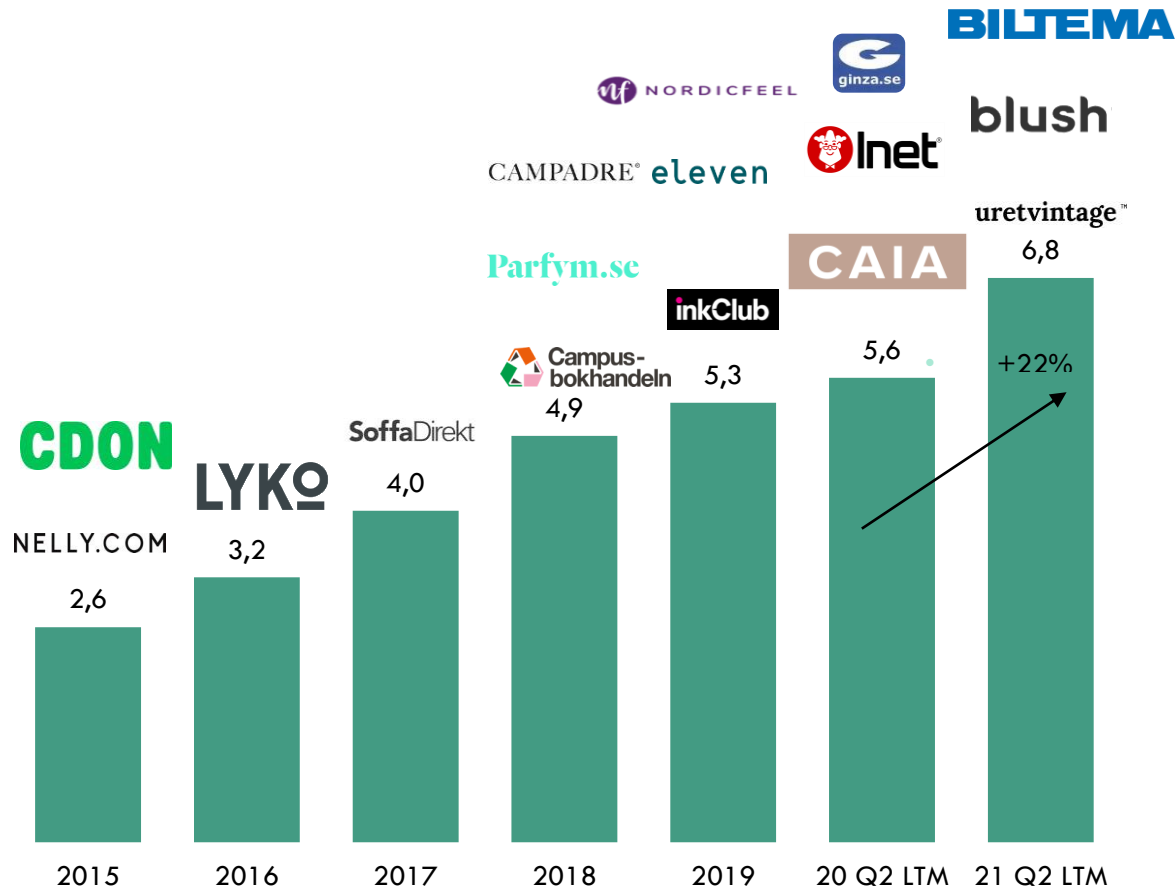
13 million logins



# Merchant acquisition and underlying growth increase PAD-volumes

Growth of merchants - strong brands choosing Qliro as partner

Pay-after delivery volumes (invoice, BNPLs and part payments) (SEKbn)



...and selection of merchants to be onboarded during H2 2021

**STRONGER**

**TEKNIKPROFFSET**

**TWISTSHAKE®**  
with passion for babies

**PARFYMONLINE.S.E**

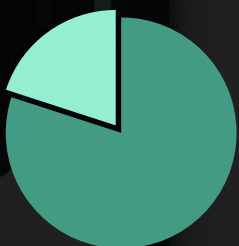
# Two interlinked business segments with solid margins

## Payment Solutions - core of the business

5,1m unique customers all time and 2,5m active customers

100% of volume from e-com and ~80% of volume Sweden

83% of income  
59% of lending  
Short duration



## Riskadjusted incomemargin (rolling 12m)

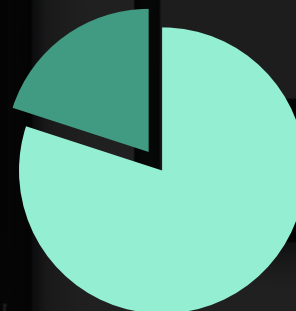


## Digital Banking Services - cross-selling at a low cost

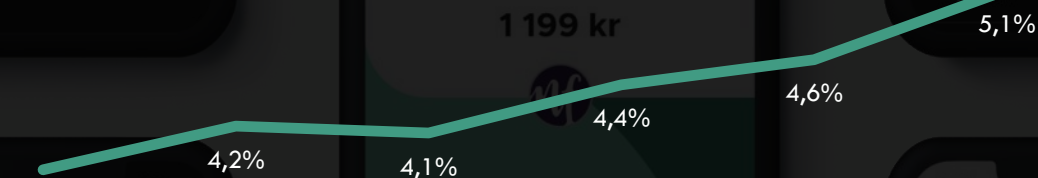
~ 13 000 active private loan customers and ~13 000 savings customers

All products sold in Qliro's own digital channels  
Average loan ~80.000 SEK

17% of income  
41% of lending  
Longer duration



## Riskadjusted incomemargin (rolling 12m)



Q1 20

Q2 20

Q3 20

Q4 20

Q1 21

Q2 21

Q1 20

Q2 20

Q3 20

Q4 20

Q1 21

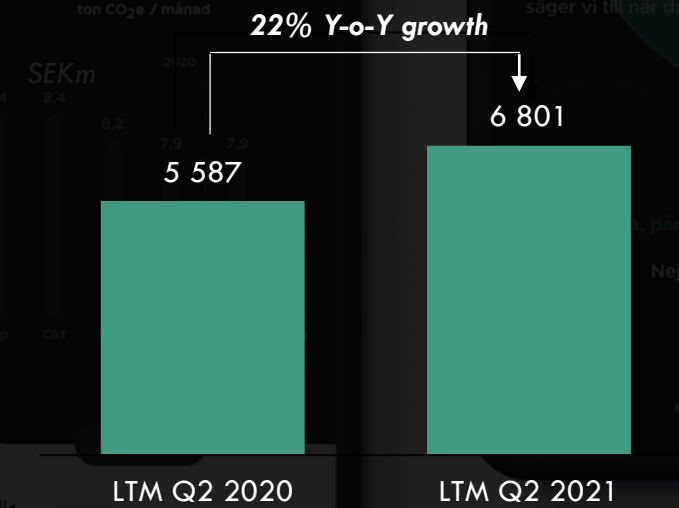
Q2 21

QLIRO

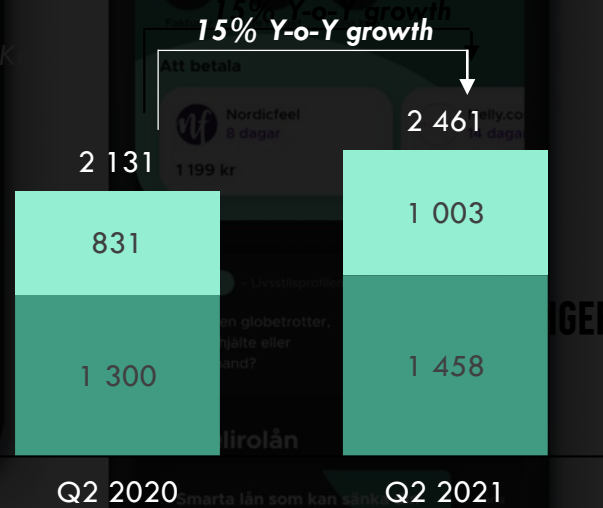
1) Defined as unique customers who have used at least one of Qliro's services during the last 12 months.

# KPI development – underlying growth in the business

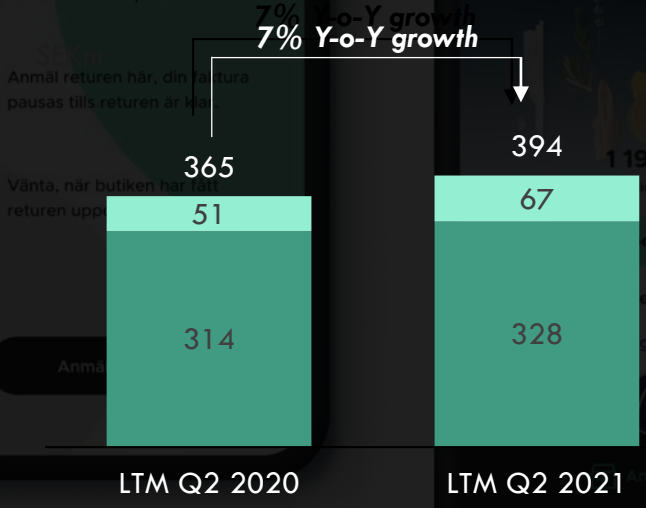
Pay-after delivery (PAD) volume, MSEK



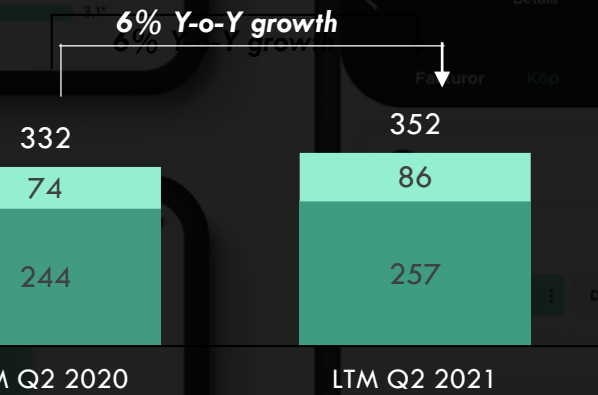
Lending to the public, MSEK



Total operating income, MSEK



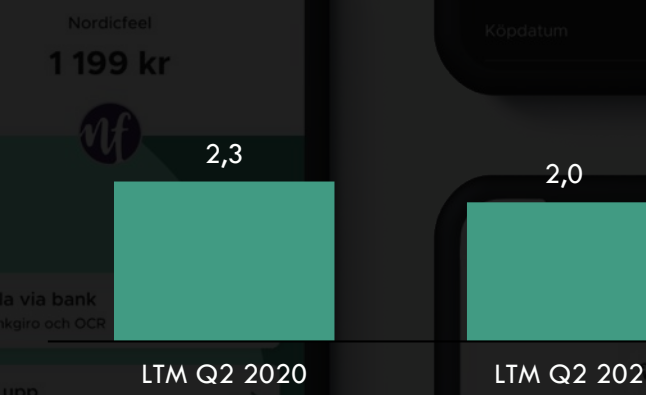
Cost development, MSEK



Adj. PAD losses in relation to PAD volumes, %\*

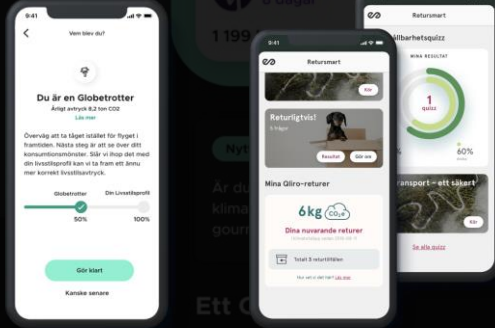
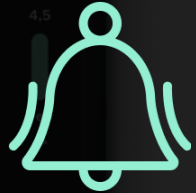


Adj. loan loss level, personal loans, %\*



\* Adjustments made for effects of sales and write-downs in portfolios outside continuous sales programs in (Q4 2019 and Q1 2020) in Payment Solutions as well as forward looking indicator effects on provisioning for PAD and personal loans due to covid-19 (Q2 2020-Q2 2021)

# Focus on three main areas within sustainability



## RESPONSIBLE PAYMENTS

- Best in class digital after purchase services to handle payments
- Continuously invest and improve in our credit underwriting

## SUSTAINABLE E-COMMERCE

- Digital services in our app to educate and inspire around return handling and our environmental footprint

## ATTRACTIVE EMPLOYER

- Building a strong corporate culture
- Focus on equality and diversity

# Near-term growth strategy



## CONTINUED GROWTH LARGER MERCHANTS

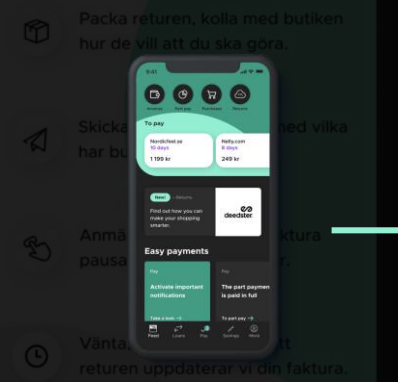
- Within current verticals/segments
- Continue to broaden offering into new verticals/segments of e-com addressing a larger share of the market
- Increase volumes and no of active consumers on the platform



## SME AND PLATFORM GROWTH

- During H2 launch of a more standardised offering towards SMEs to target a larger share of the market
- In negotiation with platform partners targeting this segment

## Returguide



## DIGITAL CROSS SELLING TO LARGE CUSTOMER BASE

- Cost efficient cross selling to 2.5m consumers in Qliros app which during 2020 was the second most downloaded financial app in Sweden
- 13 000 consumers today has a savings account reaching a deposit funding of ~ SEK 2,4 bn
- 13 000 consumers today with a private loan reaching a lending portfolio > SEK 1bn





**QLIRO**