

# QLIRO Q2 22 PRESENTATION

CEO Jonas Arlebäck and CFO Robert Stambro

19 July 2022

QLIRO  
SAFE AND SIMPLE



# Q2 SUMMARY

## Summary Q2 2022

- Revenue increase in the quarter despite double digit decline for e-commerce revenues and tough comparables
- The new strategy with strong payments focus has been received very well by merchants
- The board has decided to accelerate the implementation of the new strategy, in a program for profitability in 2023. The work has kick-started and will entail one-time costs in 2022.
- Continued underlying stable development of loan losses, but reported loan losses increases as a result from increased FLI provisions and revaluation of overdue claims portfolio outside of SRG agreement with external debt collector
- Costs affecting comparability (“NRI”) of SEK 10.2 million, mainly as a result from the profitability program
- Continues to perform according to financial target adjusted for NRI’s where our income grows faster than costs
- Two new SME (net) merchants onboarded during the quarter

# Q2 SUMMARY

**+7%**

INCOME GROWTH <sup>1)</sup>

**-7%**

GROWTH PAD VOLUME <sup>1)</sup>

**2,5 M**

ACTIVE CUSTOMERS <sup>2)</sup>

**+2%**

LENDING GROWTH <sup>1)</sup>

1) Q2 2022 compared to Q2 2021

2) Unique customers that have used Qliro's services during the last 12 months



# TOTAL INCOME GROWTH IN A DECLINING MARKET

## Comments

- **Good growth in week market sentiment** - Svensk Handel's e-commerce indicator for Jan-May showed that e-commerce sales were down 13 percent y-o-y
- **Income grows with 7%** – driven by higher demand for PAD products
- **Income grows faster than cost** - Items affecting cost comparability amounted to SEK 10.2m – demonstrating underlying stable cost development
- **Solid credit quality but higher uncertainty going forward.** Effect from revaluation of the credit portfolio impacted loan losses with SEK 9m

## Qliro Income statement

SEKm, unless otherwise stated <sup>1)</sup>	Q2 2022	Q2 2021	% Δ
Net interest income	68.2	64.2	6
Net commission income	48.3	44.6	8
Other income	0.2	0.0	-
<b>Total income</b>	105.4	98.2	7
Operational expenses excl. items affecting comparability	-93.9	-90.4	4
Depreciation	-25.9	-22.1	-17
<b>Total expenses before loan losses</b>	-104.1	-90.4	-15
<b>Profit before loan losses</b>	1.3	7.8	-83
Net loan losses	-35.1	-22.7	-55
<b>Operating profit excl. items affecting comparability</b>	-23.6	-14.9	-58
<b>Items affecting comparability</b>	-10.2	-	-
<b>Operating profit</b>	-33.8	-13.5	-150
<b>Lending to the public</b>	2,534	2,479	2
<b>PAD-volume</b>	1,596	1,710	-7

# PAYMENT SOLUTIONS - CONTINUED INCOME GROWTH

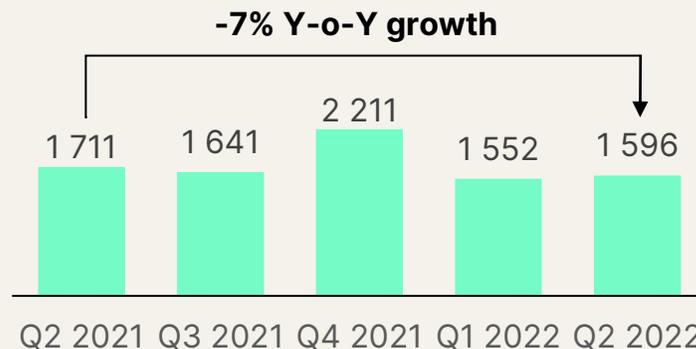
## Comments

- **Good resilience in declining market.**  
Loan book grew by 8% driven by changed customer preferences towards part-payment products.
- **Total income growth of 8 percent**  
driven by loan book growth
- **Solid credit loss levels** – Effect from extra provisioning due to increased macro uncertainty impacted loan losses with SEK 7.4m

## Key figures, SEKm

SEKm, unless otherwise stated <sup>1)</sup>	2022 Apr-Jun	2021 Apr-Jun	% Δ
Total income	87.0	80.8	8
Credit losses	-28.8	-19.1	-51
Total income after credit losses	58.2	61.7	-6
Lending to the public	1,578	1,458	8
Payment after delivery (PAD), volume	1,596	1,710	-7
Operating income margin, %	22.1	22.5	-0,4
Credit loss level, %, in relation to PAD volume	1.8	1.1	-
Adj. Credit losses R12, %	-1,1	-1,2	-

## PAD volume, SEKm



## Lending, SEKm



1) Comparative figures have been adjusted



# DIGITAL BANKING SERVICES - INCREASED TOTAL INCOME

## Comments

- **Total income grew 6 percent** in the quarter despite paused marketing of loans
- **Credit losses increased due to FLI provisions in line with IFRS 9** - impacted loan losses with SEK 1,6m

## Key figures, SEKm

SEKm, unless otherwise stated	2022 Apr-Jun	2021 Apr-Jun	% Δ
Total income	18.4	17.4	6
Credit losses	-6.3	-3.6	77
Total income after credit losses	12.1	13.9	-13
Lending to the public	956	1,021	-6
Operating income margin, %	7.5	6.9	0,6
Credit loss level, %, of average lending to the public	2.6	1.4	-
Adj. Credit losses R12, %	1.9	2.0	-

## New lending, SEKm



## Lending, SEKm

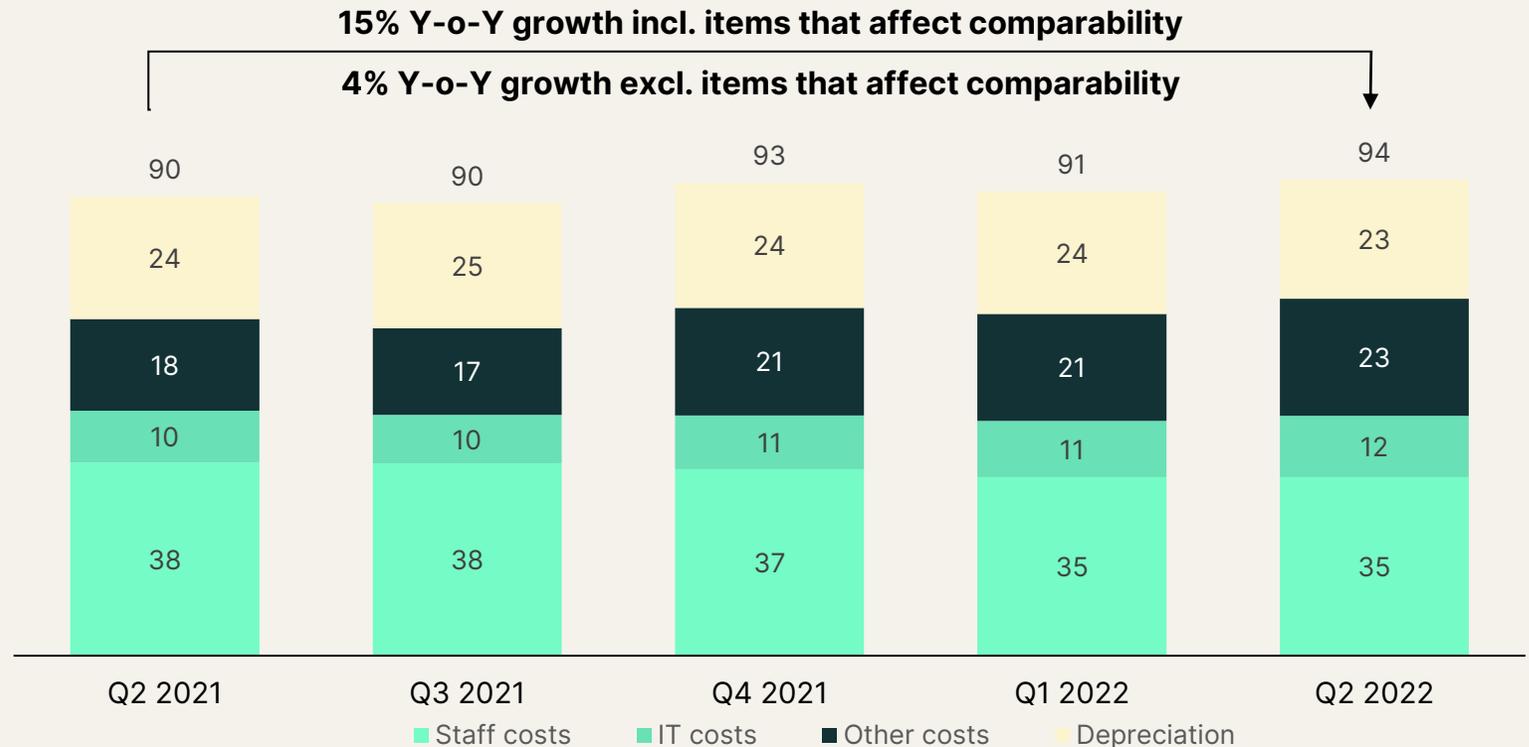


# PROFITABILITY PROGRAM HAS AN INITIAL EFFECT ON COST LEVEL

## Comments

- Administrative expenses increased by SEK 7.7m due to the recently launched profitability program, severance pay to a former management member, and provision for legal costs relating to a legal process
- Amortization increased as a part of the profitability program, where SEK 2.6m is attributable to increased amortization on earlier tech investments
- Qliro continues to have stable underlying cost structure while growing income

Cost development, SEKm



# LOOKING AHEAD

- Continue to deliver on the profitability program to become profitable in 2023
- Continue to develop SME-offering and partnerships within the area
- Largest pipeline of potential new merchants in two years
- Welcoming Christoffer Rutgersson as the new CEO in October
- New financial targets to be announced by the end of 2022

# Q&A