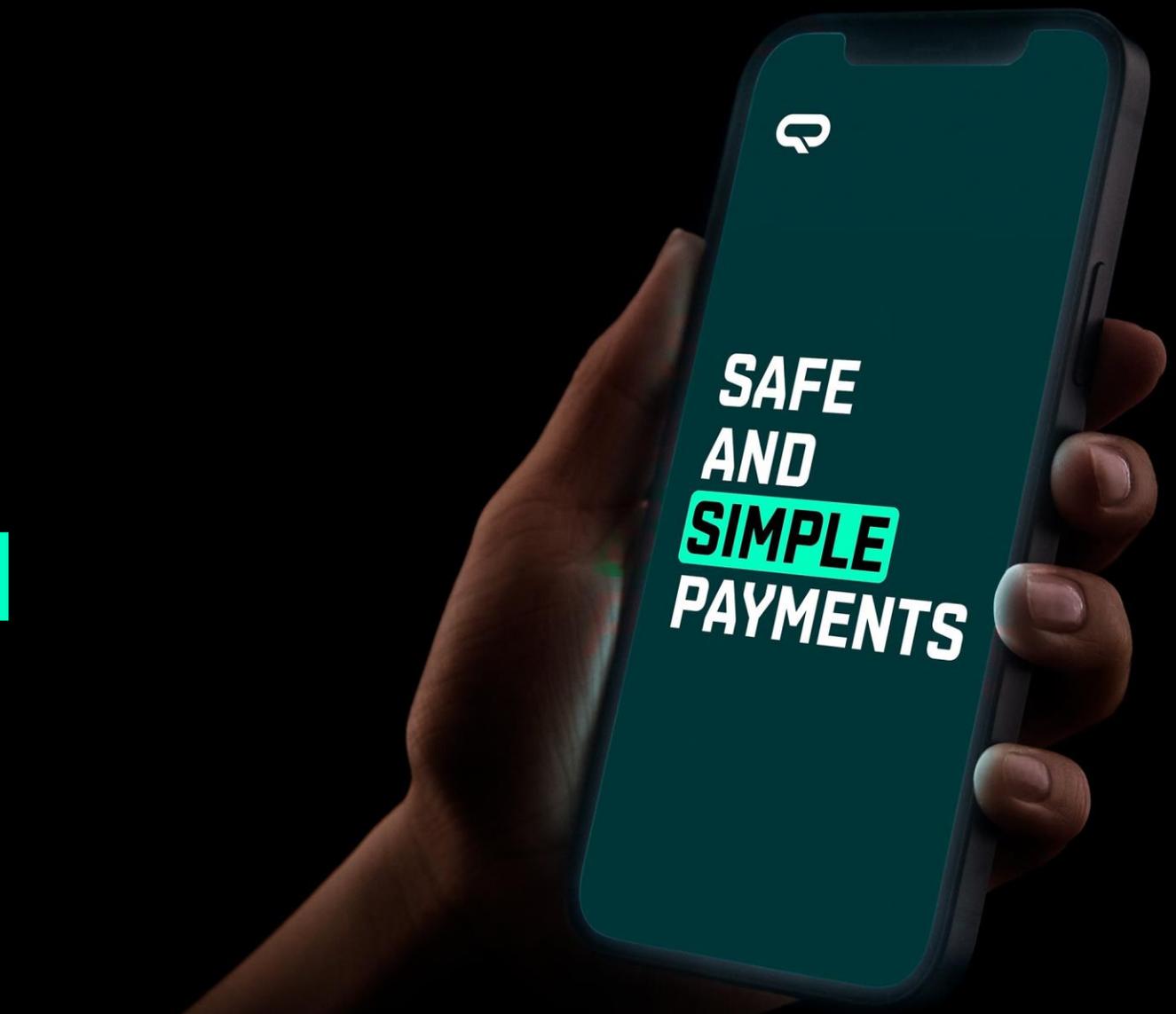


Q2 2023 PRESENTATION

CEO CHRISTOFFER RUTGERSSON

CFO ROBERT STAMBRO



TODAY'S PRESENTERS



Christoffer Rutgersson

CEO



Robert Stambro

CFO

Q2 - KEY BUSINESS HIGHLIGHTS



Second consecutive profitable quarter as a result of profitability program

- Revenues up 12% to SEK 117.7m (105.4), in a declining e-commerce market
- Continued strong traction in our profitability program have improved our operational excellence
- Operating costs decreased 12% to SEK-82.5m (-93.9) excl. IAC

Implementation of our Payment Strategy continued to show good progress

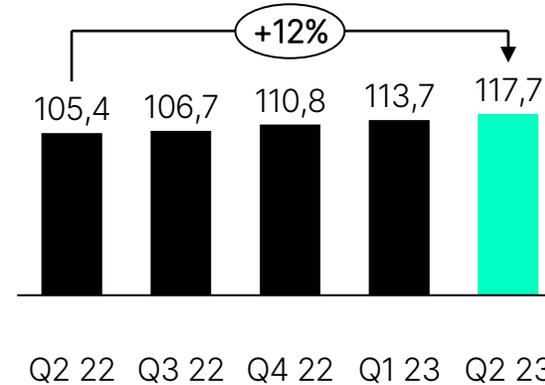
- TPV declining only -2%, in an e-commerce market declining -2% in April and -12% in May
- A total of 65 active merchants connected to Qliro's platform, increasing with four in the quarter
- Collecting PSP with card payments successfully tested and launched, more options to come
- Onboarded several well-known SME merchants, including Syster P, Snoot och FiveSeasons
- After the end of the period, a new enterprise contract was signed with Proteinbolaget

CONTINUED GROWTH AND PROFITABILITY IN Q2 2023

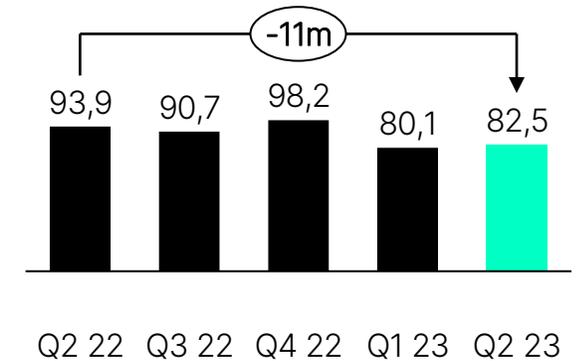
Key financial highlights

- Income growth of 12 percent to SEK 117.7m, driven by 13% growth in Payment Solutions
- Svensk Handel's e-commerce indicator shows decline in turnover of 2% in April and 12% in May 2023
- Operating costs decreased SEK 11m to SEK 82.5m, corresponding to 12%
- Credit decreased of SEK 32.4m – corresponding to lower total sales volume in the quarter
- EBT improved by SEK 36.7 million to SEK 2.8 million (-33.9). Adjusted for IAC, EBT increased by SEK 26.4 million to SEK 2.8 million (-23.6).

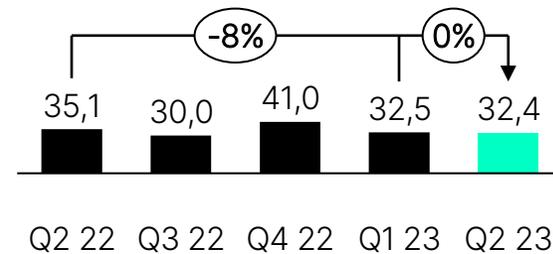
Income development



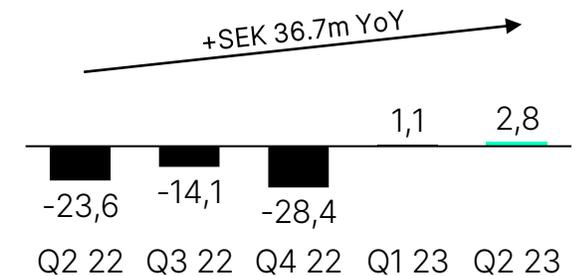
Operating costs excl. IAC



Credit losses



EBT development excl. IAC



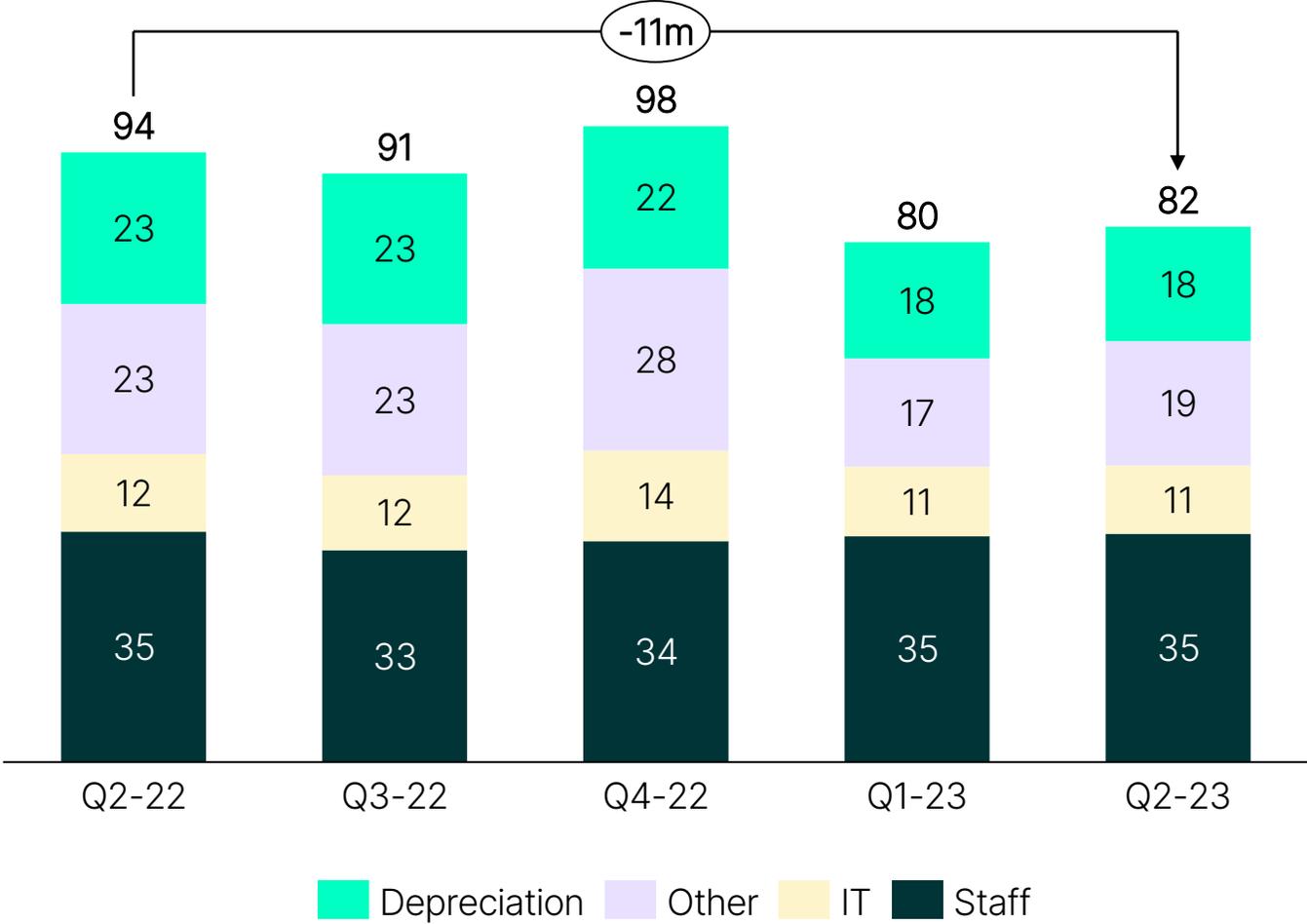
SEK m unless otherwise stated.

DECREASED COST BASE DROVE CONTINUED PROFITABILITY IN Q2

Comments

- Cost reduced by 11m excl. IAC since last year same period given the successful launch of the profitability program
- Despite cost reductions efforts, investments have been made in increasing our sales capacity and launching a new merchant success team.
- 2m more cost in-between Q1 and Q2 2023 driven by other operating expenses.

Cost development excl. IAC



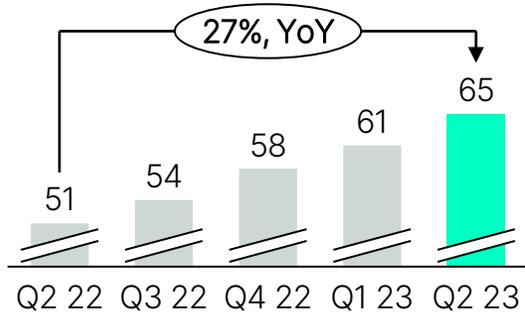
PAYMENT SOLUTIONS - Q2 PERFORMANCE [I/II]

Share of income

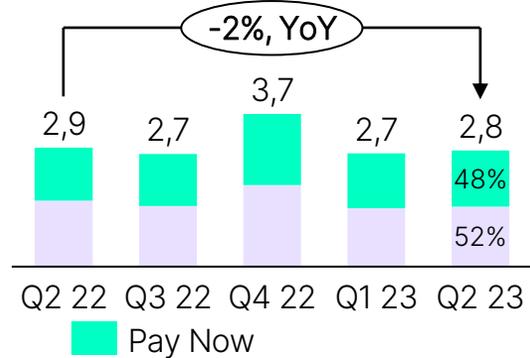


Operational KPI's

No. of active merchants

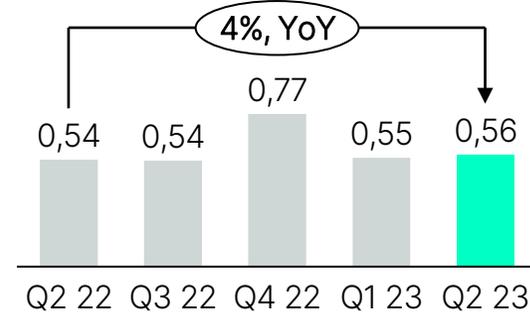


Total Payments Volume, SEKbn



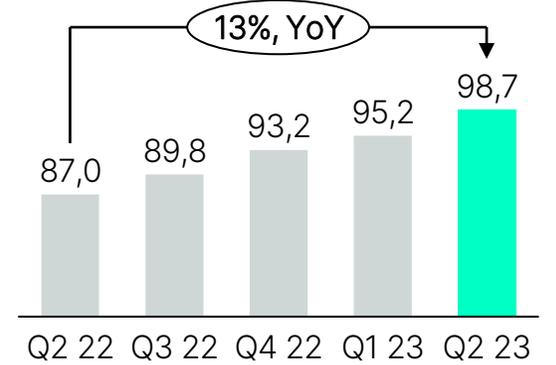
BNPL Volumes, SEKbn

BNPL is our most profitable part of the Pay Later volumes given that the invoice volumes have limited fees

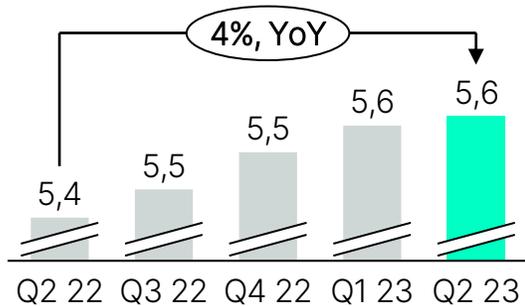


Financial KPI's

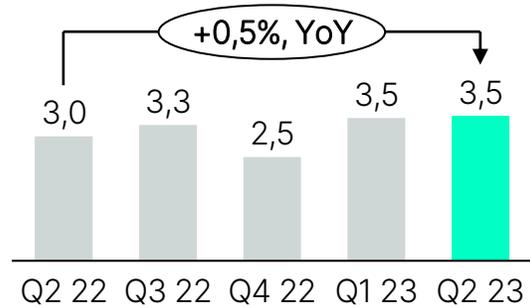
Income development, SEKm



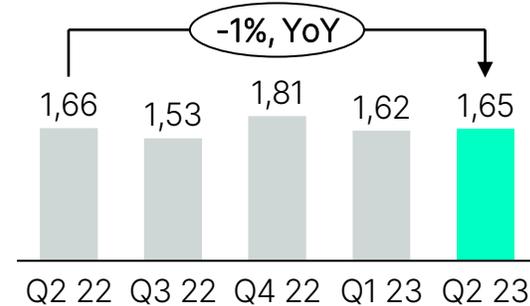
No. of active consumers, LTM (m)



Take Rate, % (Income / TPV)

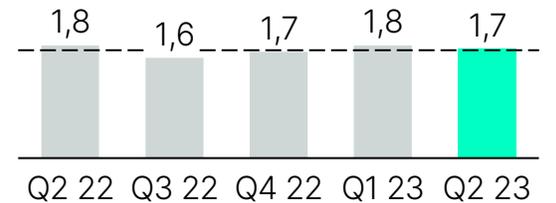


Payment Balance, SEKbn



Credit losses / Pay Later volume, %

The average credit losses over all quarters has been 1,7%



PAYMENT SOLUTIONS - Q2 PERFORMANCE (II/II)

Share of income

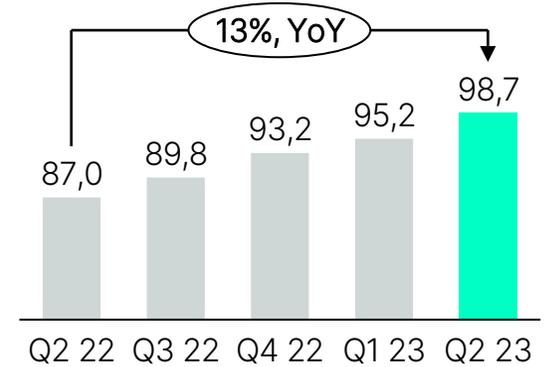


Comments on Q2 Performance

- ✓ **Resilience in a declining e-com market** – income growth of 13%, total payments volume declined 2% in a market that declined with 2% in April and 12% in May.
- ✓ **Launch of collecting PSP for cards** – resulting in reduced administration for merchants, simplified reporting and faster onboarding.
- ✓ **Improved conversion in the checkout** – Pre-scoring enabling smart routing of payment methods per customer, optimizing of card payments and the possibility to save the bank account with Trustly express
- ✓ **Four new merchants was onboarded** in Q2 and an additional enterprise contract signed after the end of the period

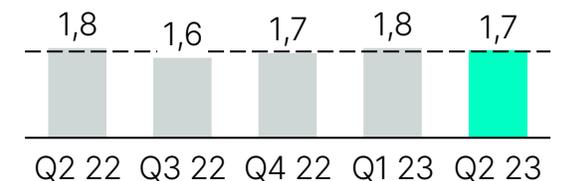
Financial KPI's

Income development, SEKm



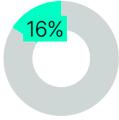
Credit losses / Pay Later volume, %

The average credit losses over all quarters has been 1,7%



DIGITAL BANKING - STABILISING LOAN BALANCE AND INCREASING MARGIN

Share of income

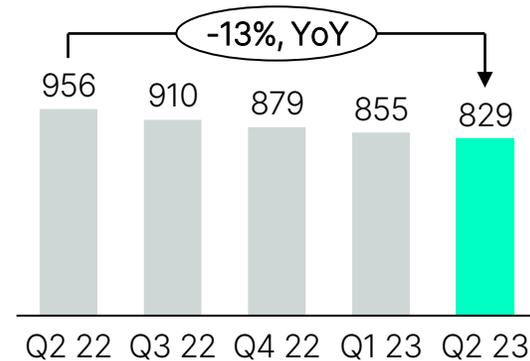


Comments on Q2 Performance

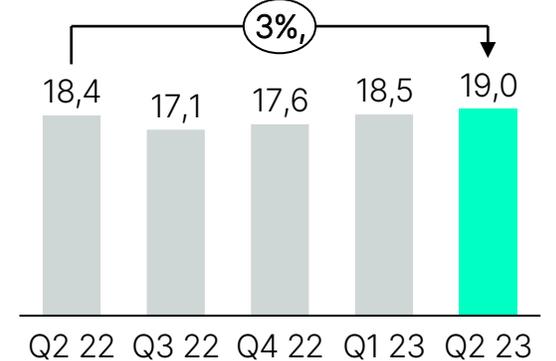
- Income increased with 3% to SEK 19.0m (18.4)
- Operating income margin increased to 8.5% (7.5%) due to changes in the customer mix
- Loan balance development has continued to stabilise in Q2 and amounted to SEK 829m (956)
- Credit losses level higher than last year but at the same level as Q4 and Q1.

Financial KPI's

Loan Balance, SEKm

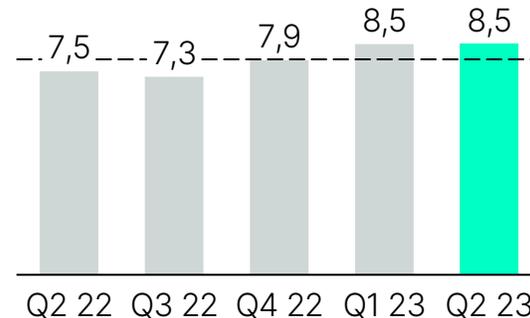


Income development, SEKm



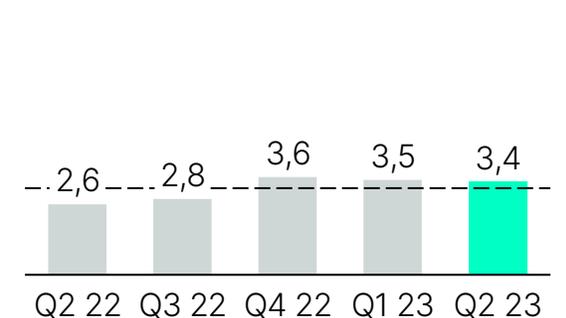
Operating Income margin, %

The average income margin over quarters has been 7,94%



Credit losses / Loan Balance, %

The average credit losses over all quarters has been 3,19%

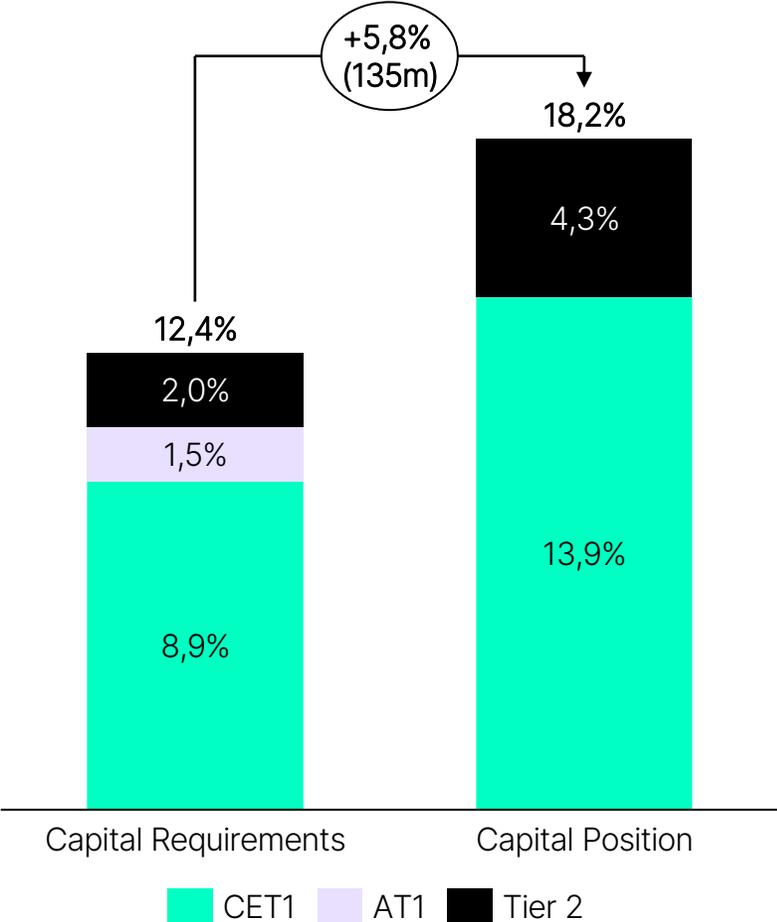


CAPITAL AND LIQUIDITY

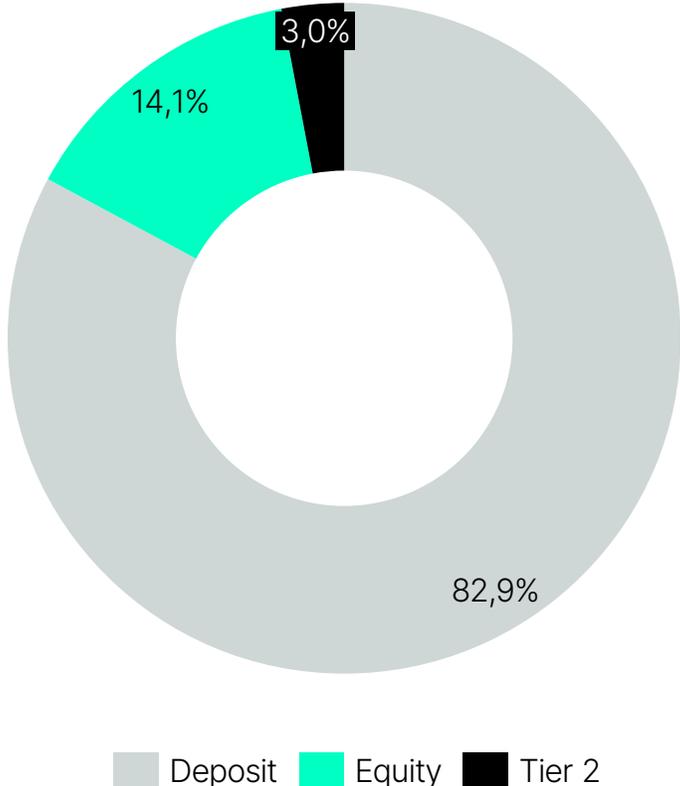
Comments

- Increased capital requirements given the hike in Sweden of the Contracyclical buffer requirement of 1%
- Capital headroom of 5,8% or 135m towards regulatory requirement
- Solid liquidity position with an LCR above 228% and NSFR above 131%
- Lending to the public primarily financed through deposits in Sweden and Germany

Capitalization



Financing mix



**DELIVER A WORLD-LEADING EXPERIENCE FOR
MERCHANTS, AND THEIR CUSTOMER JOURNEY**



GROWTH & PROFITABILITY

JUNE 8TH 2023

CHRISTOFFER RUTGERSSON
CEO QLIRO

SAFE
AND
SIMPLE
PAYMENTS



PANEL #1

Multibrand/ Marketplace



RICKARD
LINDQVIST
VD Lyko



JONAS
KARLÉN
VD Adlibris



ERIK
WICKMAN
VD Inet



FREDRIK
NORBERG
Grundare Fyndiq &
VD CDON Group

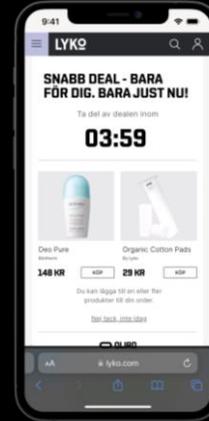


CHRISTOFFER
RUTGERSSON
VD Oiro

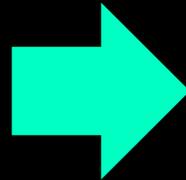


WIKERNA-PMSET

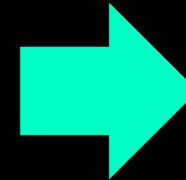
VALUE FOR MERCHANTS



INCREASE OUR
LEADING CHECKOUT
CONVERSION



UPSELL
TO IMPROVE
ORDER VALUE



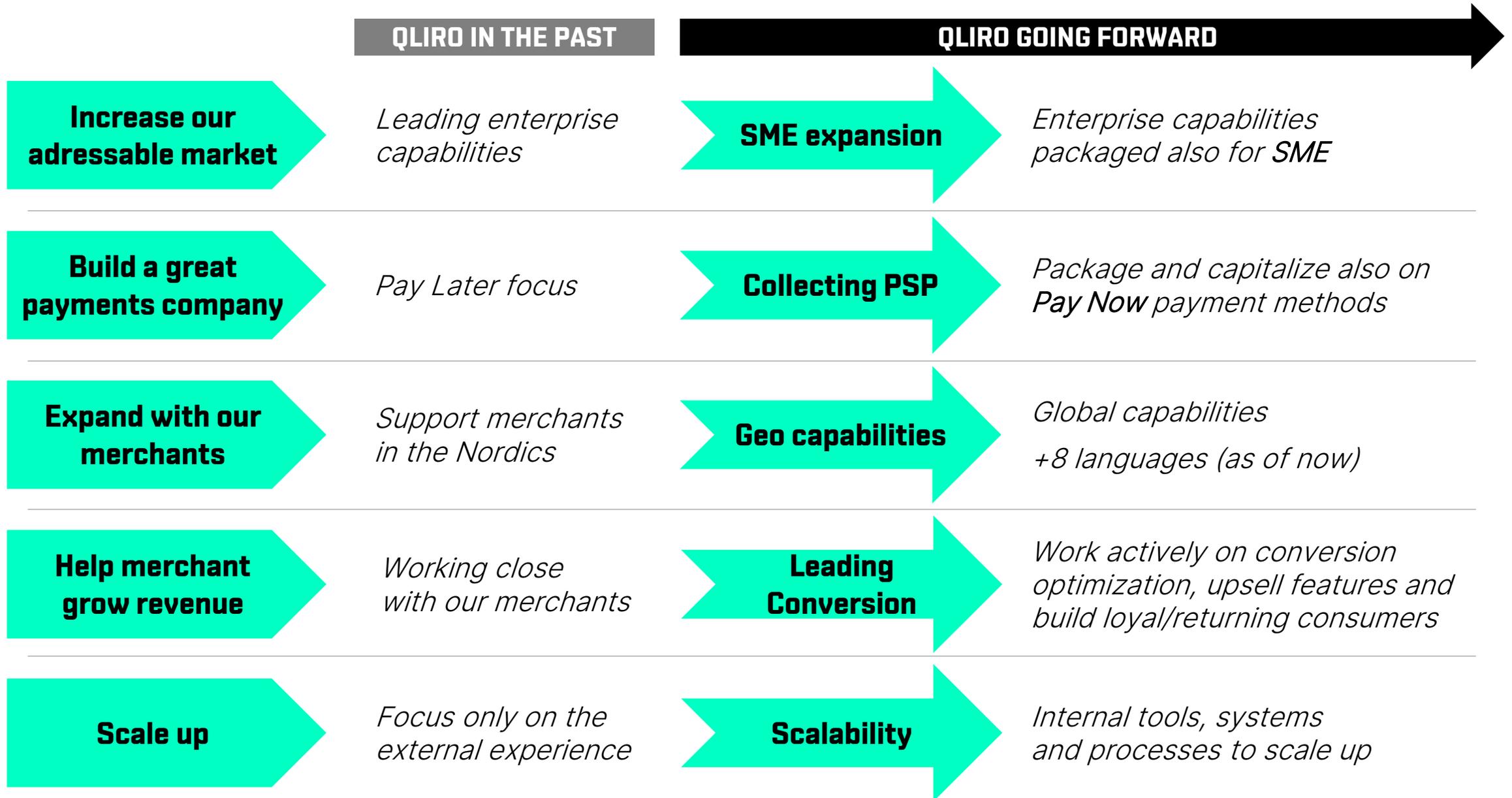
CREATE
LOYAL
CONSUMERS



Drive back consumers to the merchant to buy again and again



PAYMENT SOLUTIONS - OUR STRATEGIC DIRECTION



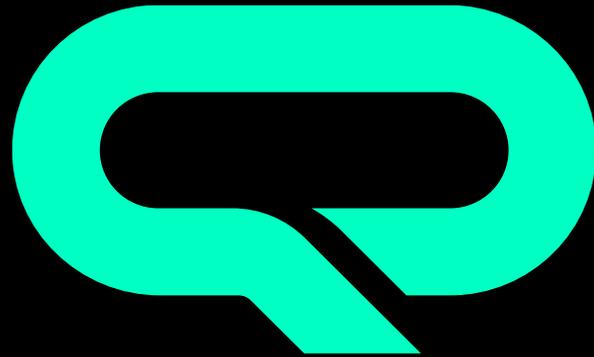
LOOKING AHEAD

- Further expansion in both the Enterprise and SME segment of Payment Solutions together with new partnerships
- Continued focus on becoming a stronger payment partner by focusing not only on conversion but also upsell features and build loyal/returning consumers to our merchants
- Include several new payment options in our Collecting PSP to improve capitalization on Pay Now Volumes
- Our new merchant success team - lays the foundation for faster onboarding of new merchants going forward
- The profitability ambition for the full-year 2023 remain intact but the EBT may vary over the remaining quarters



Q&A

QLIRO
SAFE AND SIMPLE



IR@QLIRO.COM