



Corporate News

FERRATUM further increases transparency with additional segment reporting on product base

Helsinki/Berlin, August 10, 2016 - Ferratum Oyj (ISIN: FI4000106299, WKN: A1W9NS), a pioneer in the field of financial technology and an international provider of mobile banking services has announced changes in reporting of its operating segments.

Ferratum's Board of Directors has decided to change the Group's operating segments from geographical to product base. This change already takes effect in the H1 report 2016. Operating segments are now based on the five major product types provided by Ferratum: Microloan, PLUS Loan, Credit Limit, Ferratum Business (SME) and Other (FerBuy, Ferratum P2P and Mobile Bank).

Non-directly attributable costs are allocated according the share in revenue and finance costs are allocated according the portfolio size of related types of products, i.e. their share in total accounts receivable - consumer loans.

In order to further increase transparency and in terms of continuity the Board of Directors of Ferratum Group also continues reporting revenues by geographical principle. All the countries where the Group has operating activities are combined into the following four regions (1) Nordics including Finland, Sweden, Denmark and Norway, (2) BCN including Netherlands, UK, New Zealand, Australia and Canada, (3) Northeast including Estonia, Latvia, Lithuania, Poland, Czech, Slovakia and Russia, and (4) Other (Southeast and West) including Bulgaria, Romania, Croatia, Spain, Germany, France and Mexico.



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Business segments Year-End 2015

EUR '000	Micro loan	PLUS Loan	Credit Limit	Ferratum Business	Other*	Total
Revenue	58,510	12,678	39,398	373	50	111,008
Share in Revenue, %	52.7%	11.4%	35.5%	0.3%	0.0%	100.0%
Directly attributable costs:						
Impairments	(23,399)	(3,159)	(7,909)	(138)	(82)	(34,687)
Marketing	(6,208)	(3,212)	(9,381)	(120)	(1,125)	(20,046)
Attributable Product Margin	28,904	6,307	22,107	115	(1,158)	56,275
Non-directly attributable costs:						
Personnel expenses	(8,712)	(1,888)	(5,866)	(55)	(490)	(17,010)
Lending costs	(3,753)	(813)	(2,527)	(24)	-	(7,116)
Other administrative expenses	(575)	(125)	(387)	(4)	(161)	(1,251)
Depreciation and amortization	(679)	(147)	(457)	(4)	(22)	(1,309)
Other operating expenses	(6,561)	(1,422)	(4,418)	(42)	(668)	(13,110)
Total Non-directly attributable costs	(20,278)	(4,394)	(13,654)	(129)	(1,341)	(39,797)
Gross Product Margin	8,625	1,913	8,453	(14)	(2,499)	16,478
Gross Product Margin, %	14.7%	15.1%	21.5%			
Unallocated finance income						95
Finance expenses	(1,276)	(744)	(1,907)	(79)	(4)	(4,010)
Unallocated finance expense						(144)
Finance costs, net	(1,276)	(744)	(1,907)	(79)	(4)	(4,059)
Net Product Margin	7,349	1,170	6,545	(93)	(2,503)	12,419
Net Product Margin, %	12.6%	9.2%	16.6%			
Accounts receivable - consumer loans	33,973	19,794	50,775	2,102	114	106,758
Unallocated assets						33,369
Unallocated liabilities						62,489

* Includes Mobile Bank, FerBuy and Ferratum P2P



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Business segments 1 Half-Year 2015

EUR '000	Micro loan	PLUS Loan	Credit Limit	Ferratum Business	Other *	Total
Revenue	29,707	4,575	15,486	6	22	49,796
Share in Revenue, %	59.7%	9.2%	31.1%	0.0%	0.0%	100.0%
Directly attributable costs:						
Impairments	(10,818)	(1,208)	(4,345)	(8)	(65)	(16,444)
Marketing	(2,475)	(1,198)	(4,475)	(2)	(530)	(8,681)
Attributable Product Margin	16,414	2,169	6,665	(4)	(574)	24,670
Non-directly attributable costs:						
Personnel expenses	(4,322)	(666)	(2,253)	(1)	(194)	(7,435)
Lending costs	(1,971)	(304)	(1,027)	(0)	-	(3,302)
Other administrative expenses	(293)	(45)	(153)	(0)	(46)	(537)
Depreciation and amortization	(291)	(45)	(152)	(0)	-	(488)
Other operating expenses	(3,861)	(595)	(2,013)	(1)	(151)	(6,620)
Total Non-directly attributable costs	(10,738)	(1,654)	(5,598)	(2)	(390)	(18,382)
Gross Product Margin	5,675	515	1,068	(6)	(964)	6,288
Gross Product Margin, %	19.1%	11.3%	6.9%			
Unallocated finance income						839
Finance expenses	(865)	(288)	(799)	(5)	(2)	(1,958)
Finance costs, net	(865)	(288)	(799)	(5)	(2)	(1,119)
Net Product Margin	4,811	227	269	(11)	(966)	5,169
Net Product Margin, %	16.2%	5.0%	1.7%			
Accounts receivable - consumer loans	35,748	11,892	33,026	221	73	80,960
Unallocated assets						35,965
Unallocated liabilities						46,234

* Includes Mobile Bank, FerBuy and Ferratum P2P



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Revenue of business segments geographically (YE and 1HY 2015)

EUR '000		Year-End 2015	1 Half-Year 2015
Nordics	Finland, Sweden, Denmark, Norway	39,546	17,122
BCN	Netherlands, UK, New Zealand, Australia, Canada	21,674	10,498
Northeast	Estonia, Latvia, Lithuania, Poland, Czech, Slovakia, Russia	38,536	17,497
Other (Southeast, West)	Bulgaria, Romania, Croatia, Spain, Germany, France, Mexico	11,252	4,679
Total revenue		111,008	49,796



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About Ferratum Group:

The Finnish Ferratum Group, a pioneer for mobile consumer loans in Europe, offers short-term consumer loans for private customers. Ferratum's customers can utilize digital media to apply for consumer credit in amounts varying between EUR 25 and EUR 3,000. Moreover, Ferratum offers successful small businesses installment loans with a term of six to twelve months. Managed by its founder Jorma Jokela, Ferratum has expanded rapidly since it was founded in 2005: Ferratum has more than 1.3 million active and former customers who have been granted one or more loans in the past and 3.9 million total user accounts in its database (as of 31 March 2016). Ferratum is represented in 23 markets.

Ferratum Group

Dr. Clemens Krause, CFO
T: +49 30 88715308
F: +49 30 88715309
M: clemens.krause@ferratum.com

Ferratum Group
Paul Wasastjerna
Head of Investor Relations
T: +358 40 7248247
F: +358 20 741 1614
M: paul.wasastjerna@ferratum.com

cometis AG
Henryk Deter | Claudius Krause
T: +49 611 20 58 55-28
F: +49 611 20 58 55-66
M: krause@cometis.de