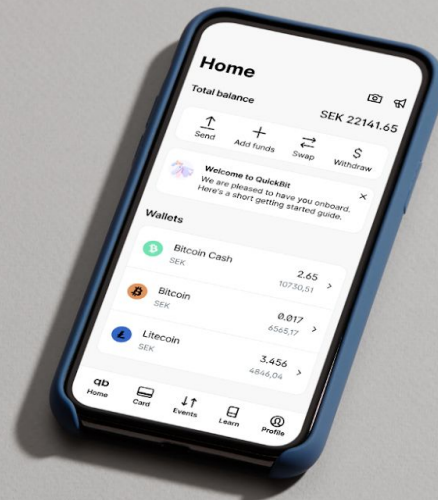


Year-End Report 2020/2021

August 11, 2021

Hammad Abuisseifan
CEO

Simon Afeworki
Head of Finance



Q4 Highlights

Steadily increasing transaction volumes

Somewhat lower transactions volume end of May, but strong finish end to the quarter

Continued demand from Merchants

An increase in demand for our Affiliate products vs. prior quarters

Gross Margin at 3.6% in line with ambitions

In line with ambition to, over time, report a gross margin averaging 4%

Discontinued acquisition of DCS

Competence and experience in-house to obtain local regulatory approval

Revenue

842 MSEK

Gross Profit

29.9 MSEK

Strategic priorities

Mid-term priorities

Innovative financial
services

Sustainable growth

Market-leading brand

Industry's most
attractive employer

Q4 milestones

Preparation for launch in
Sweden

Established higher
run-rate in June

Ongoing brand refresh

Talent acquisition &
retention capacity

Growth Strategy

	Short-term	Long-term
Products	Existing products Quickbit Affiliate	New products & features Quickbit App, Card, Merchant & more
Markets	Develop existing markets	Enter new markets

Quickbit App

App launch

Successful broad launch in Sweden

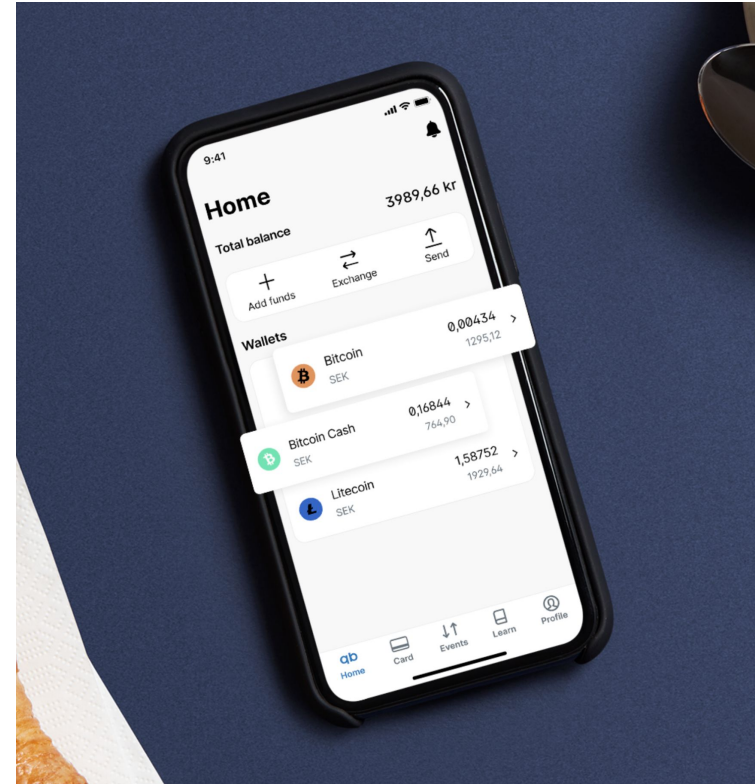
High engagement & positive reviews from users

Looking forward

Preparations and investments before new features & new markets

Ensure scalable tech stack, organisation, and brand

Aiming at faster and more efficient releases of new features and launches in new markets



Quickbit Affiliate

Transaction Volumes

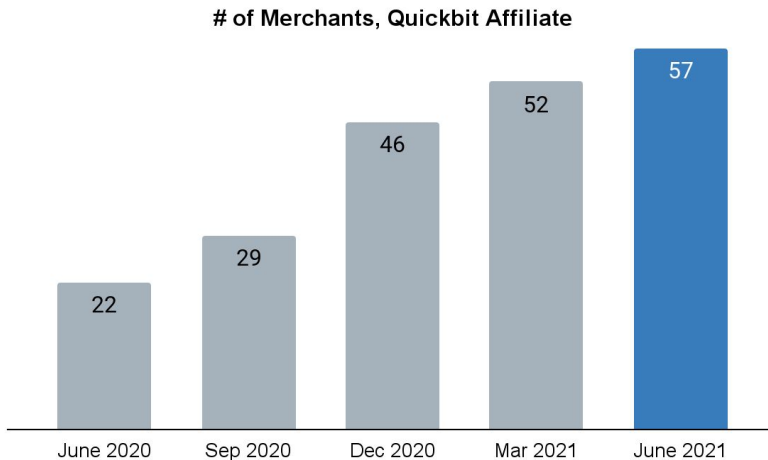
Continuously upward trend of daily transaction volumes in 2021

Somewhat lower volume end of May driven by updates to our offering

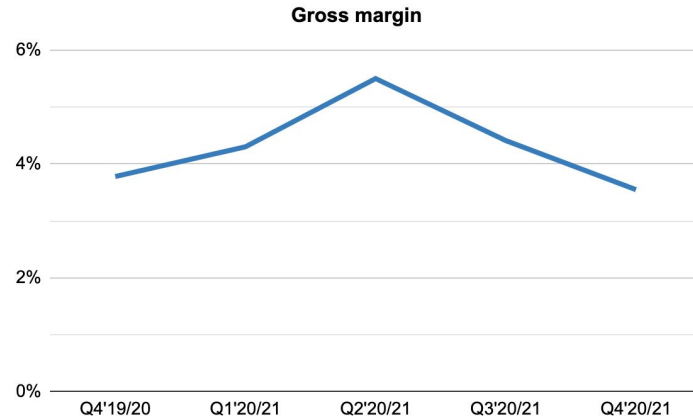
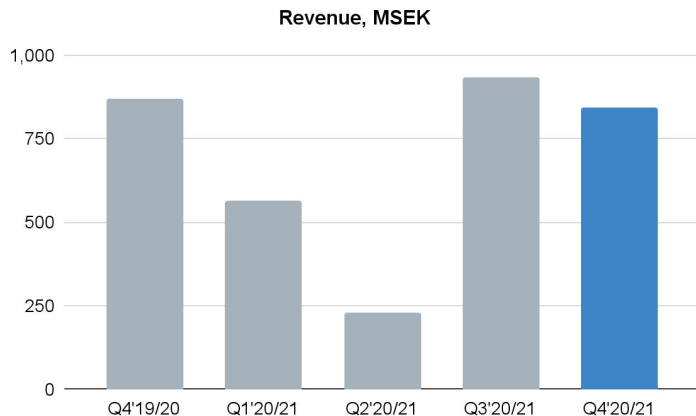
Merchants

Higher volume trend driven by adding new merchants and developing existing ones

of merchants increased by 10% vs. last quarter



Revenue & Profitability



Steadily increasing volumes

Entering new quarter with upward trend in transaction volumes

Stable revenue & margin at 3.6%

Adjusted for constant exchange rates revenue is unchanged. Margin in line with ambitions

Margin flexibility

Stronger cash position and focus on growth allows us to go below 4% in gross margin from time to time

Costs

Amounts in SEK million	NOTE	Fourth quarter		12 months	
		Apr–Jun 2021	Apr–Jun 2020	Jul 2020–Jun 2021	Jul 2019–Jun 2020
Net sales		842.4	871.2	2,568.0	4,614.1
Other operating income		0.9	0.3	4.5	9.1
Operating expenses					
Purchase of cryptocurrency and other transaction costs		-812.5	-838.2	-2,460.1	-4,480.7
Other external expenses		-23.5	-8.1	-60.9	-26.7
Personnel expenses		-7.9	-7.1	-22.2	-13.6
Depreciation and amortisation of property, plant and equipment and intangible non-current assets		-2.3	-1.6	-8.4	-6.3
Other operating expenses		-0.1	-1.5	-4.4	-1.6
Operating profit		-3.0	15.0	16.5	94.2

Reducible costs driving increase

Increase driven by one-offs, volume-based transactions cost & introducer fees

Prioritizing top-line growth

Quickbit App & Card will demand gradually increasing investments in brand & customer acquisition cost

Dialogues with new acquirers

Ongoing dialogue with a series of new acquiring partners in our pipeline

Looking ahead

Prepare tech stack, brand and organisation for expansion, incl. closing Norwegian acquisition

Translate high demand in Quickbit Affiliate into higher transaction volumes - highly unsaturated market

Hosting Investor Update during Q1

Accelerate dialogue with new acquiring partners to stimulate growth



Q & A

