



Driving value from data

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About us

2010

Founded in Tallinn, Estonia by banking executives Jan Andresoo and Priit Põldoja

2014

Entering the Latvian market

2015

EU banking license and rebranding into Inbank

2016

Cooperation with the Raisin deposit platform in Germany, Austria, and the Netherlands

2017

Establishing a branch in Poland

2018

Acquiring a leading consumer finance company Mokilizingas in Lithuania

2019

Increasing shareholding in Estonia's largest PSP Maksekeskus to 30%

2020

Acquiring 53% shareholding in a subscription car rental Mobire

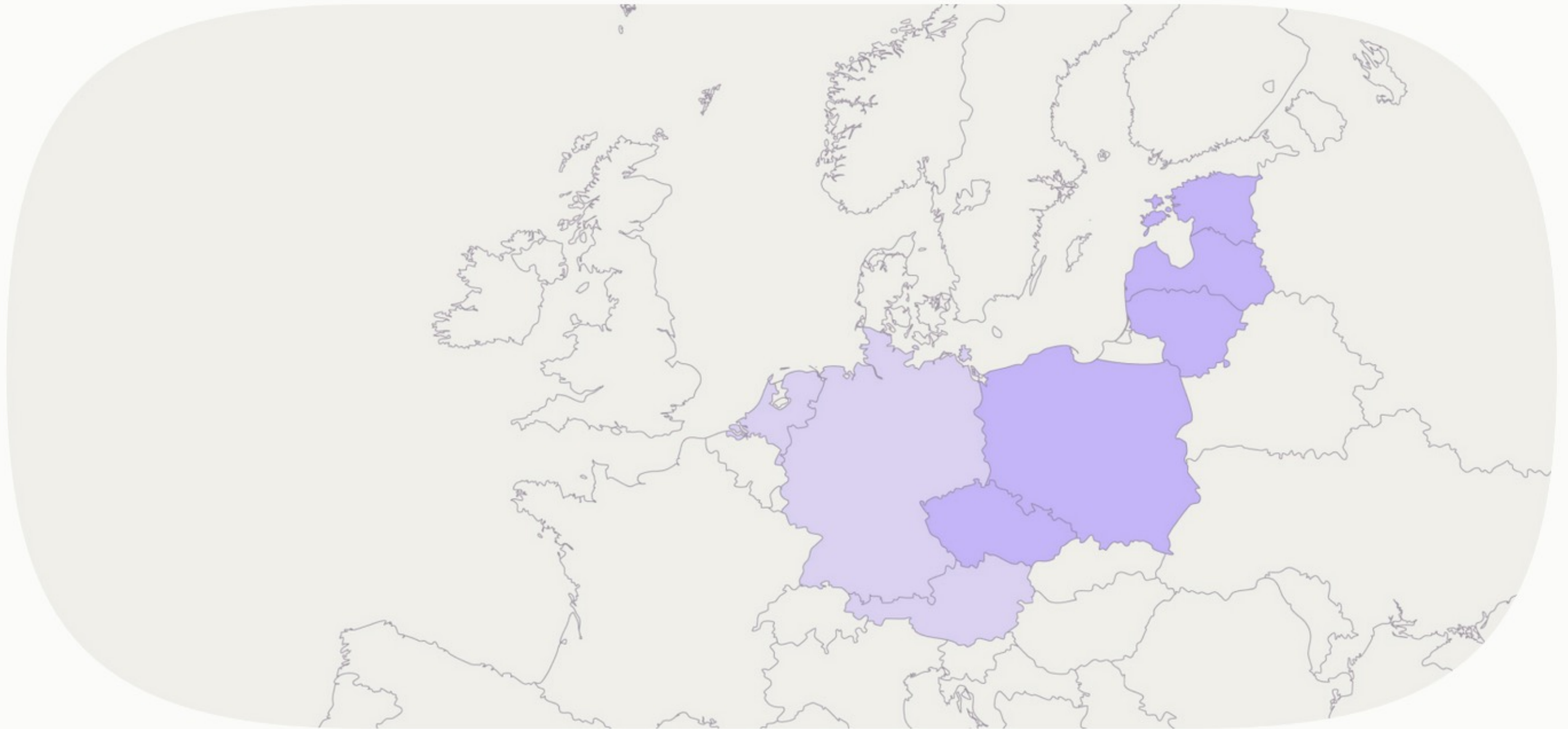
2021

30% investment into Paywerk, a BNPL as a service provider

2022

Establishing a branch in Czechia

Where to *next*?



2023 Highlights

A year in numbers

892,000

Active customer contracts

5,400

Active retail partners

41,000+

New contracts monthly

410+

People with 35% in Tech roles

5

Markets across Baltics and CEE,
also collecting deposits in Germany,
Austria, and the Netherlands

80%

Sales originated at partner channels

€1bn

Loan and rental portfolio

1.6%

Credit losses

9%

Return on equity

Key financials

(in millions of €)

Gross merchandise value

€688m

+19% year-on-year



Total net income

€60m

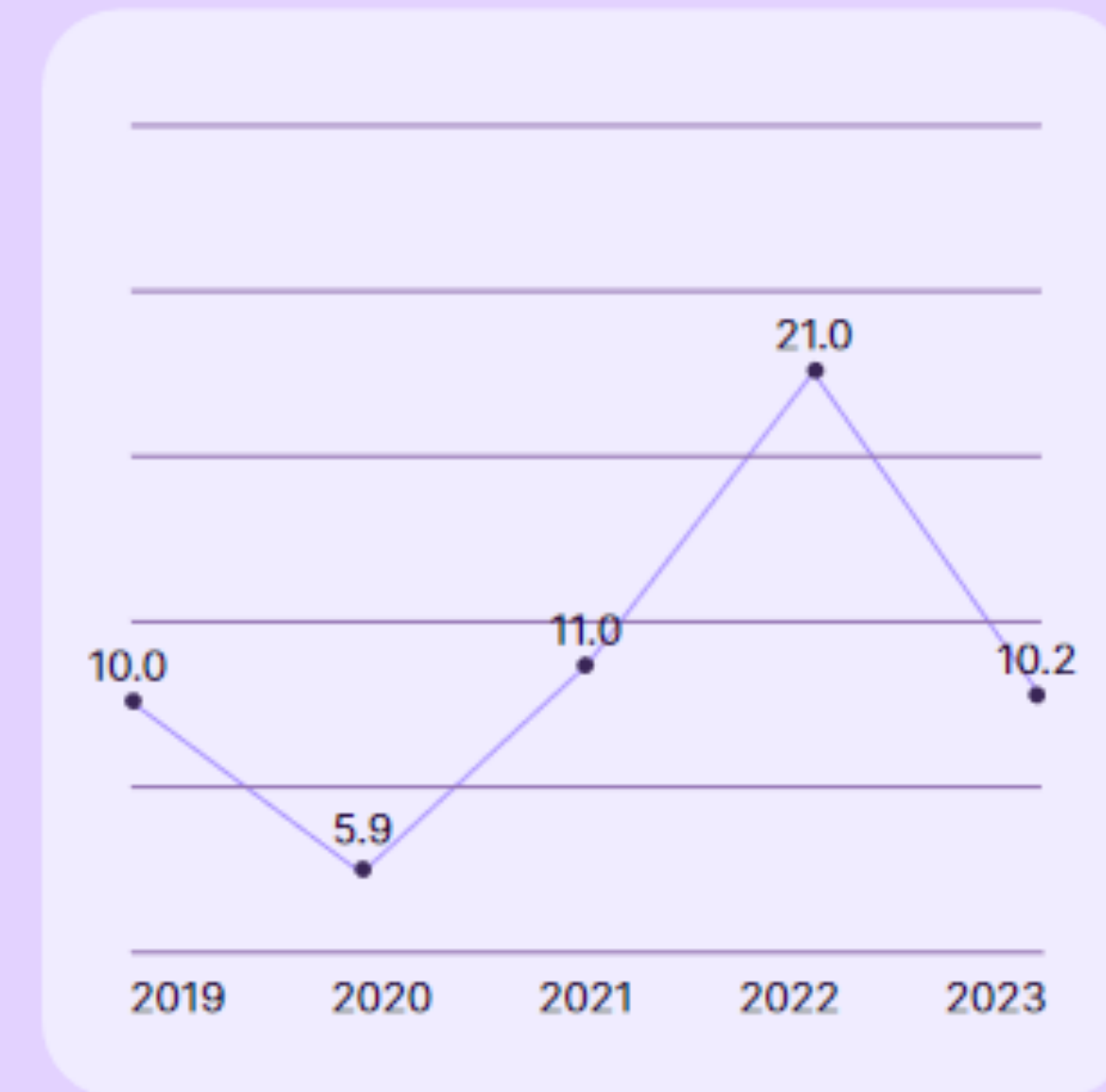
+17% year-on-year



Net profit

€10m

+5% year-on-year*

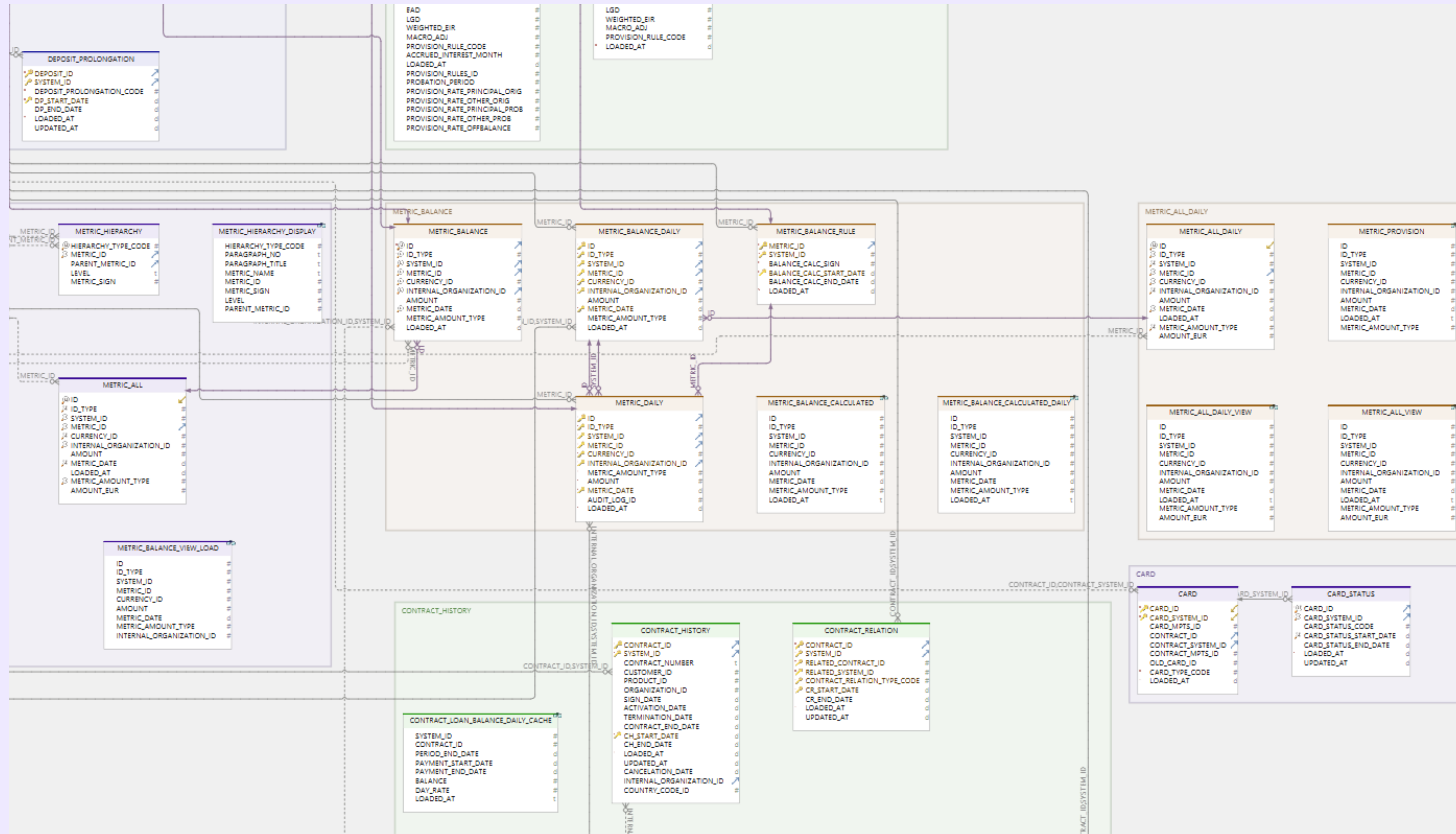


* Excluding the extraordinary profit of €11.4m from the sale of 29.8% stake in Maksekeskus in 2022.

Consolidated statement of financial position

In thousands of euros	Note	31.12.2023	31.12.2022* restated	31.12.2021* restated
Assets				
Cash and cash equivalents	3; 11; 25	172,921	130,889	87,419
Mandatory reserves at central banks	3; 11; 25	21,020	14,446	7,904
Investments in debt securities	3; 12; 25	33,581	8,415	7,684
Financial assets measured at fair value through profit or loss	25	79	37	0
Loans and advances	3; 9; 25	942,056	755,100	604,848
Investments in associates	13	141	1,065	774
Assets classified as held for sale	27	0	0	4,203
Other financial assets	17	5,268	3,387	2,151
Tangible assets	14	75,206	48,533	19,147
Right of use assets	14;15	26,716	23,247	25,231
Intangible assets	16	30,906	26,249	22,423

A good data model



Initial DWH



- Slow performance on analytical queries
- Did not scale for data warehousing needs
- Expensive to keep adding more and more EC2 instances
- Concurrency and workload management

Why we moved



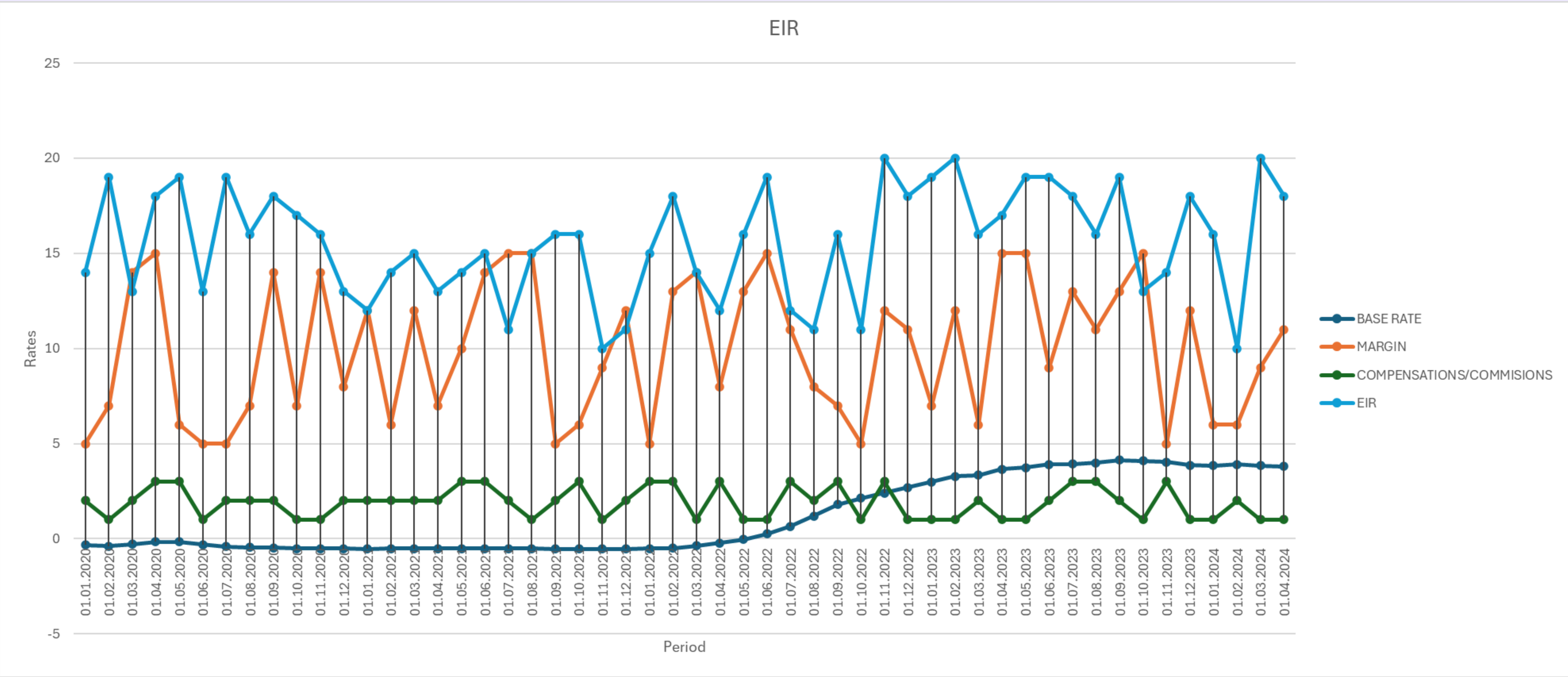
- Scalable
- Instantaneous changes to compute unit sizes
- Easy to deploy and set up
- Data migration from AWS RDS to Snowflake is a lot easier
- Forgiveness of the platform to „bad“ queries
- Different compute unit sizes for different roles
- Ability to be in the same AWS region for our setup
- Timetravel

What's in our Snowflake?

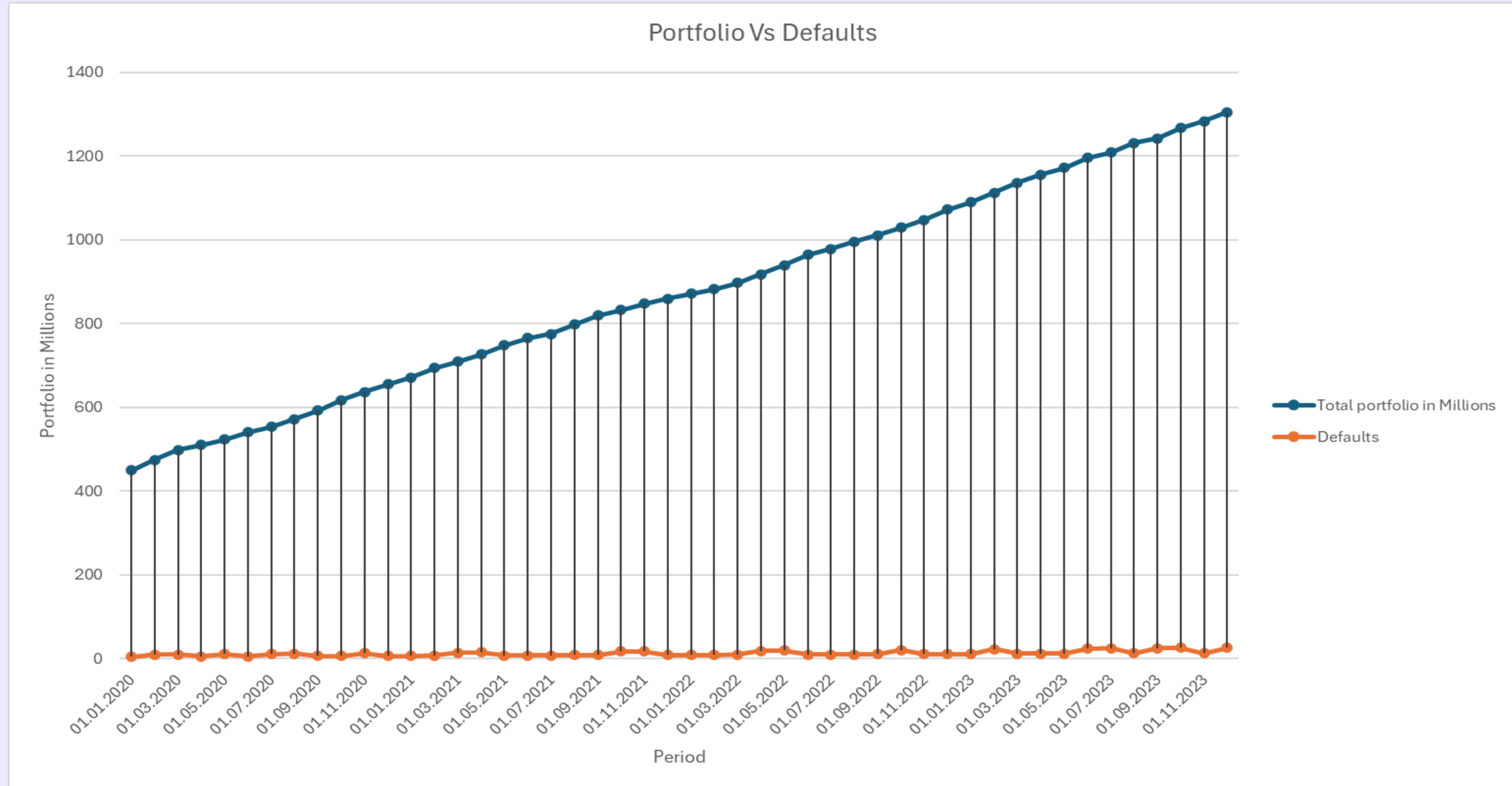


- Consolidated data model
- Replicas of source systems
- Financial events and snapshots daily and monthly
- Analytical models for estimations, projections

Effective Interest Rates using Snowpark



Default Registry



Regulatory reporting

AnaCredit

Consolidated data

FinRep

Financial event Metrics

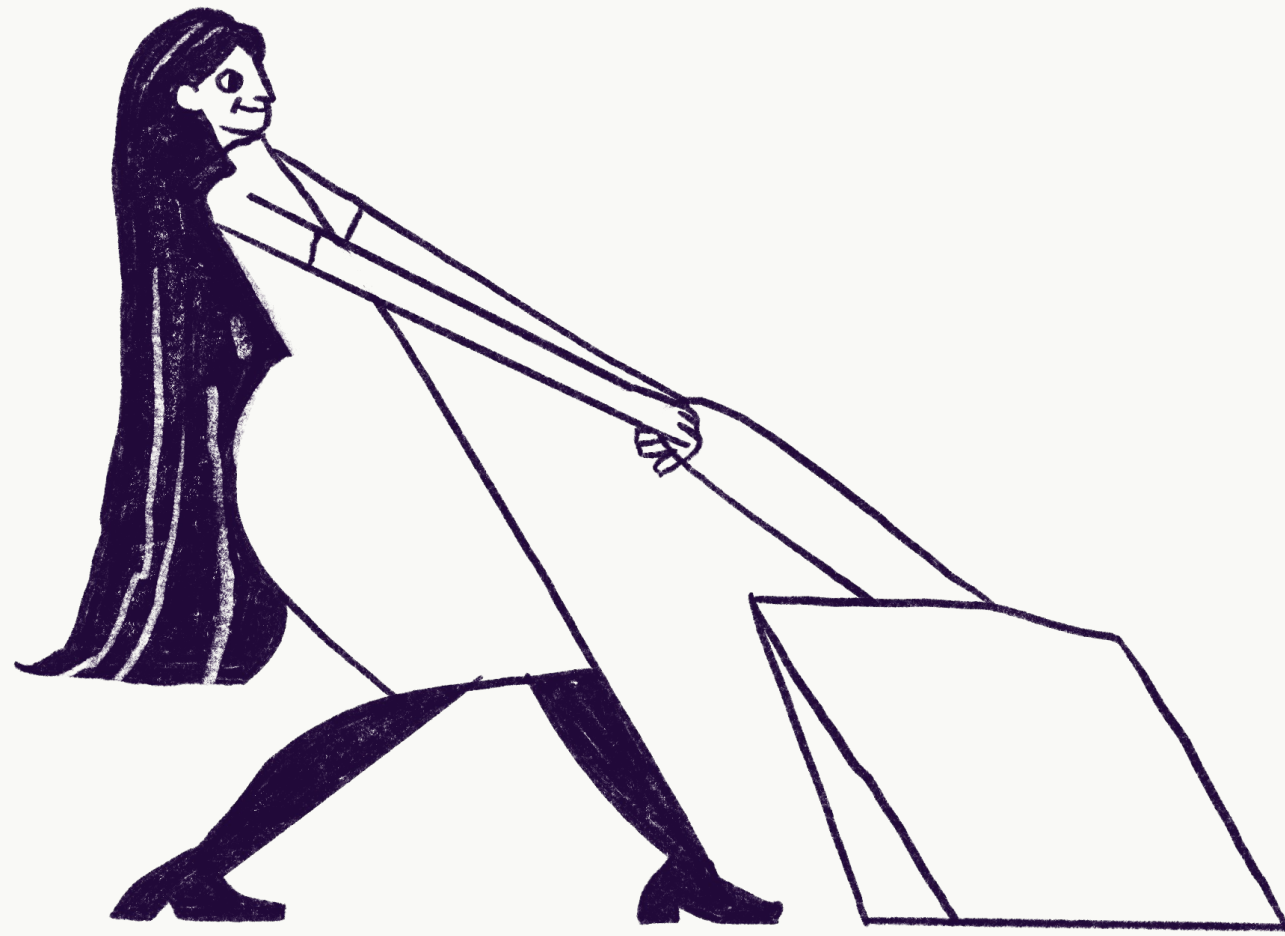
Capital and Risk
Management Report

Analytical models, projections

Whats cooking?

- Infrastructure as code using Terraform and Schemachange (<https://github.com/Snowflake-Labs, Snowflake ❤️ Open Source>)
- CDC (based on the recommendations from the Snowflake support engineer)
- Wider deployment of Snowpark
- Moving to ELT
- More democratised data
- Be more compliant and secure with column-level security
- Information structure owners and their activation
- Cost optimisation with the tool from Snowflake

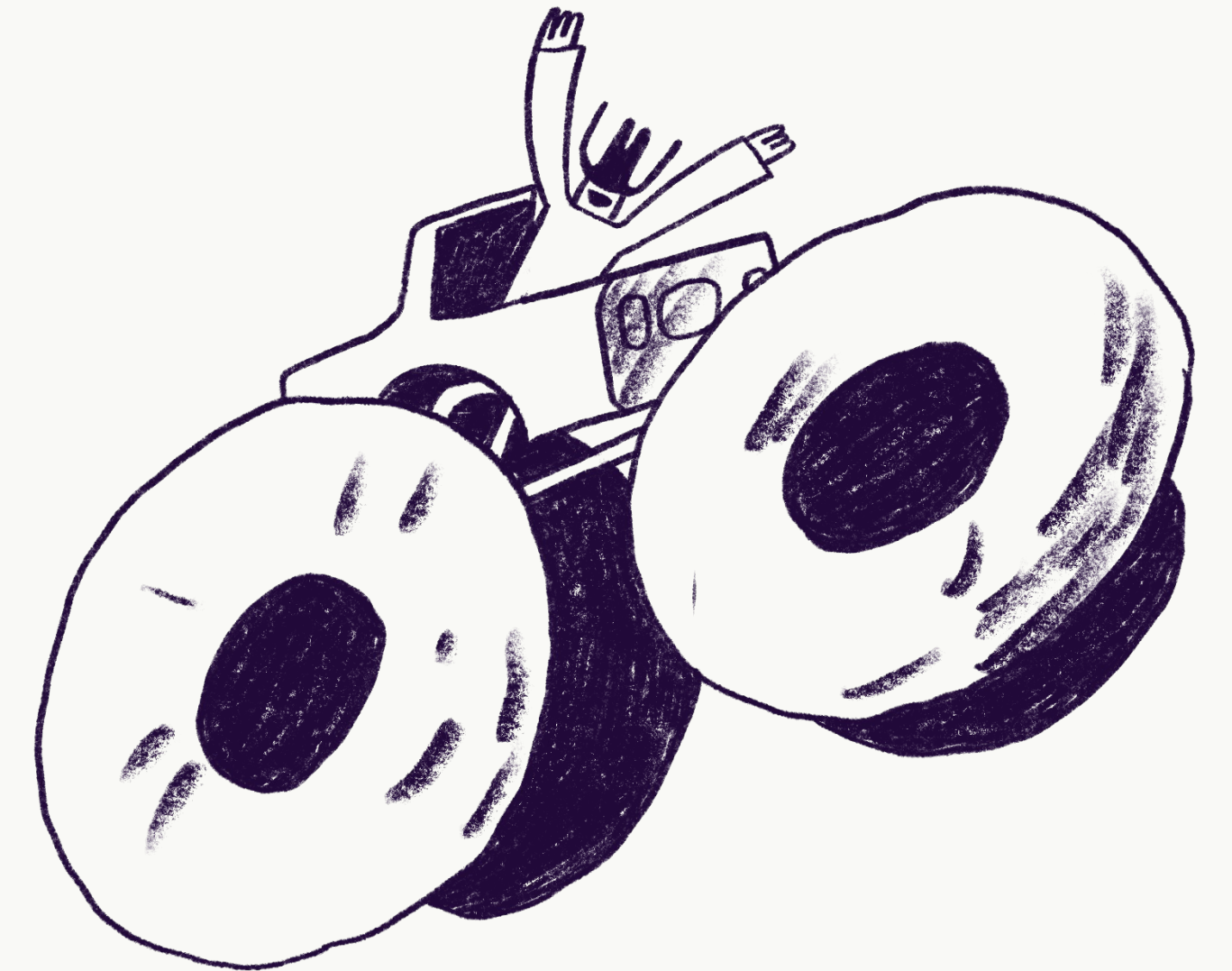
Think about us!



Shopping for a bag



Or a hat



Or Even a car!

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