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### Who is the guy on stage?



- Julian Groetzbach
- Business Product Development Manager
- 8,5+ years in credit card industry
- 3+ years in TF Bank

Support      Berlin based      Sport passion



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## TF Bank – European consumer lending bank

**Founded 1987**

**1,6 billion Euro loans**

**13 countries**

**Listed since 2016 in Stockholm**

**3 segments**

**41,6% CIR**

**21,9% ROE**

**B2C only**

**22% loan growth in 2023**

**340 Mio. Euro market cap**

**HQ Borås (Sweden)**

**45,6 Mio. € operating profit**

**TF Bank share**

**Loan portfolio**

\* Numbers as of 31.12.2023

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## TF Bank – European consumer lending bank

Our business segments & regions

**Credit cards**

**BNPL**

**Loans**

**Deposit**

|    |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |
|----|----|----|----|---|---|---|---|---|---|---|---|--|--|--|--|
|    |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |
| %  | 25 | 23 | 20 | 8 | 6 | 6 | 5 | 2 | 2 | 1 | 1 |  |  |  |  |
| CC |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |
| B  |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |
| L  |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |
| D  |    |    |    |   |   |   |   |   |   |   |   |  |  |  |  |




Loan book SEK 17.9bn

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## Our credit card segment – the growth star

- German market entrance in 2018 and Austrian entrance in 2022
- Segment with about 250.000 credit cards
- Product & Marketing – local in Berlin, Bergen and Vienna
- Operations team Szczecin for Germany & Austria
- Group functions in Poland and Sweden
- Market entrance Spain in Q2 2024
- 12 Mio. operating profit in 2023

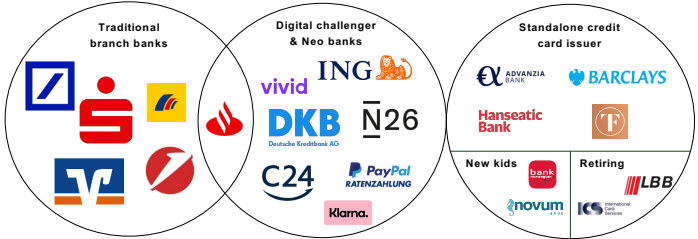
|  |   |   |   |
|--|---|---|---|
|  |  |  |  |
|  | 203.000 cards   | 26.000 cards  | 12.000 cards  |
|  | 431M €  | 65M €   | 26M €   |
|  | +80% (2023)   | +58% (2023)   | +186% (2023)  |
|  | 2018  | 2011  | 2022  |

➢ Credit card and especially Germany is and will be the growth driver for the bank

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## Our market assessment – German cards consumer banking market




- Industry has changed from transaction view to balance view
- There is a lot of movement in the credit card market - we see that as an opportunity.

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## Keys to success – Market expansion to Germany and Austria

- Profitability
- Simplicity
- Being local
- MVPs & pre-MVPs
- Failing fast



For the shareholders

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## Deep dive – Our Austrian success story



**Fail fast**

**MVP**

2019: Experience (collection and risk management) with Loan product Barkredit

2020: Barkredit stopped because of problems with distribution

May 2021: Start of internal project for bringing credit card to Austria

15. December 2021: Start of Austrian pilot with MVP– focus is understanding risk & sales

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## Success story Spain – still to be written

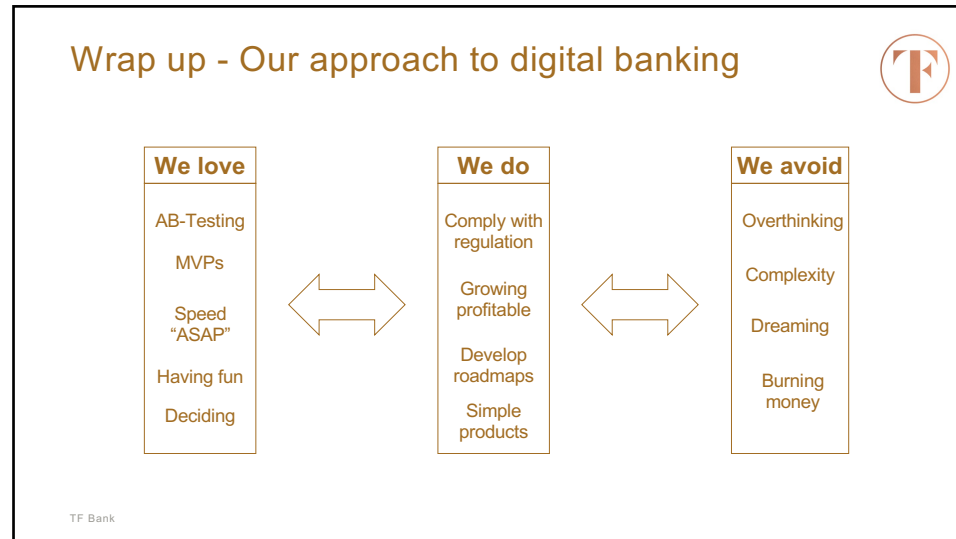
The screenshot shows the TF Bank website interface for applying for a TF Mastercard Oro. The URL is <https://fbank.es/solicitud-tarjeta-de-credito>.

- Launch with of consumer loans in Spain in June 2022
- Stop sales of consumer loans Q3 2023 due to credit risk and capital allocation
- Q4 2023 reallocation and opening Malaga office as group hub
- Q1 2024 launch of Pre-MVP with credit cards


➤ MVP launch planned for Q2 2024

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## Thank you!

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