

A blue-tinted photograph of a sailboat on the water. A person is visible on the deck, and the boat is moving, creating white foam in the water. The text 'MONOBANK' is overlaid in white, bold, sans-serif font, with a white horizontal line underneath it.

MONOBANK

Quarterly Presentation | Q1 2016 | 29 April 2016



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- 1 Loan growth of NOK 223 million ✓
- 2 Total outstanding loans of NOK 260 million ✓
- 3 Deposits of NOK 246 million ✓
- 4 Net loss after tax of NOK 6.5 million ✓
- 5 Total equity of NOK 159 million and CET1 ratio of 31.8% ✓
- 6 Payment protection insurances launched in March ✓

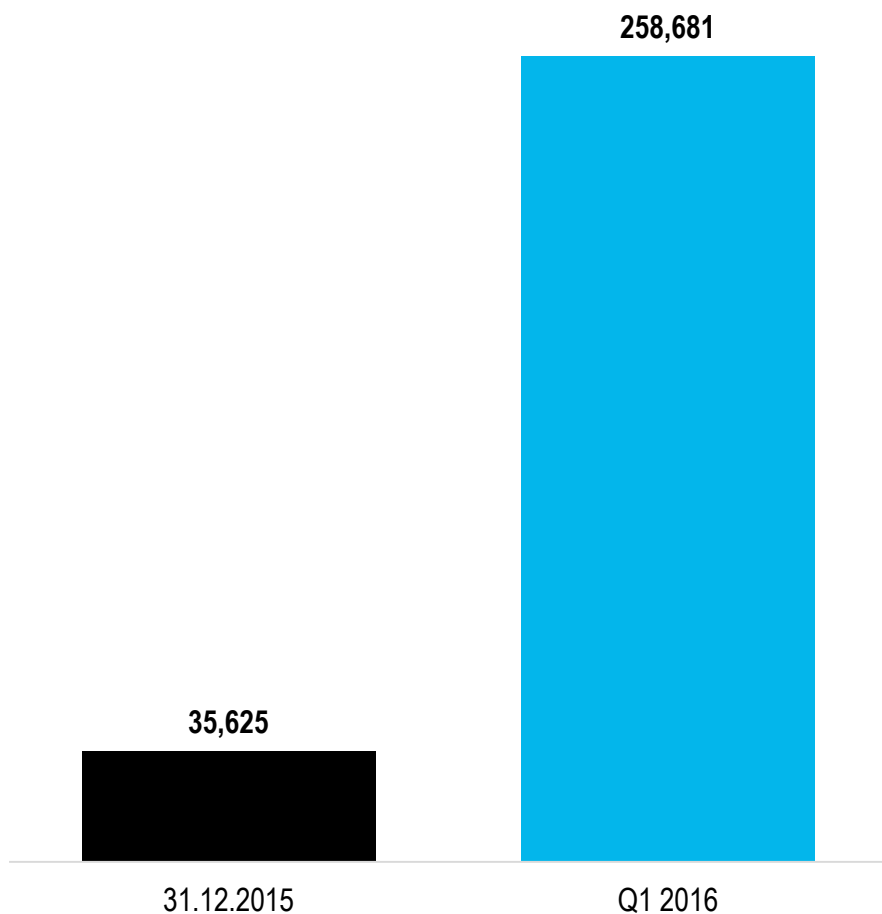
High Lending Activity

Confirms underlying business model



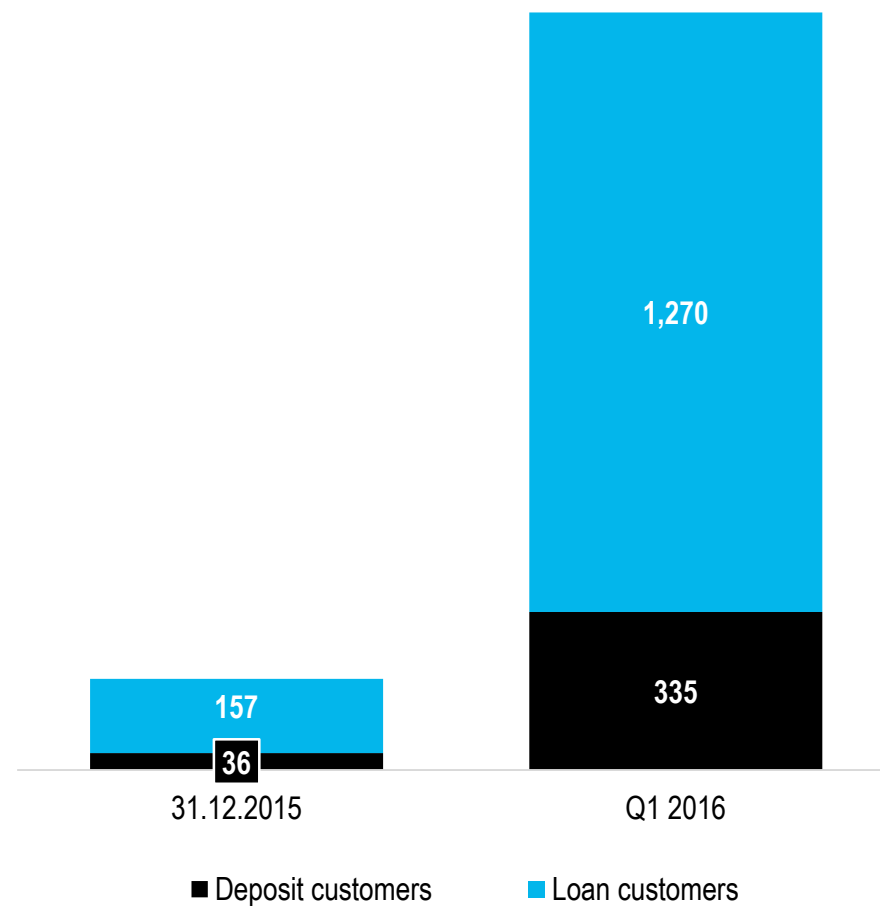
Net loans to customers

NOK (thousand)



Number of customers

(#)

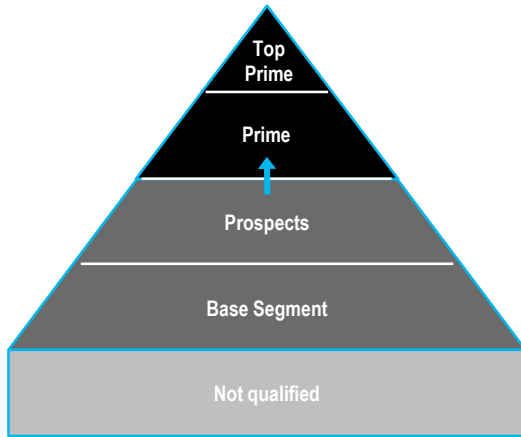


Customer Segmentation



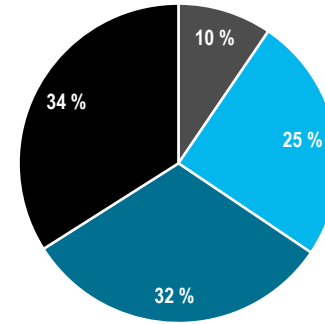
Typical customer: | male | 41 years | NOK 580k income | higher education | home owner | urban |

Targeting the prime segments



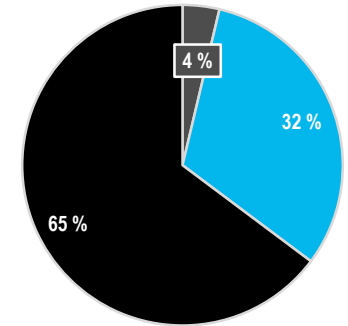
We deliver according to plan

Income



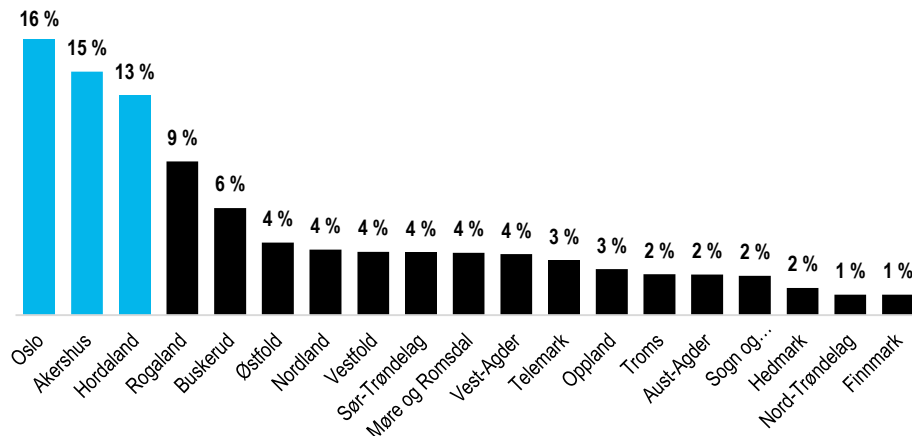
■ NOK 250k-349k ■ NOK 350k-499k
 ■ NOK 500k-749k ■ NOK 750k +

Education

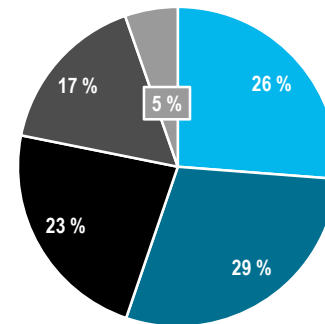


■ Primary school ■ Secondary school
 ■ Higher education

Distribution of net loans to customers by county

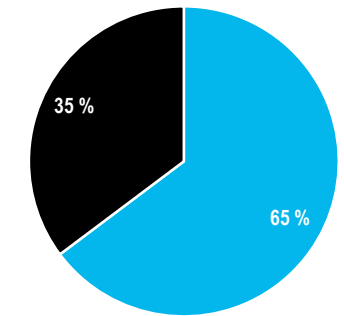


Age



■ 25-34 years ■ 35-44 years ■ 45-54 years
 ■ 55-64 years ■ 65 years +

Housing



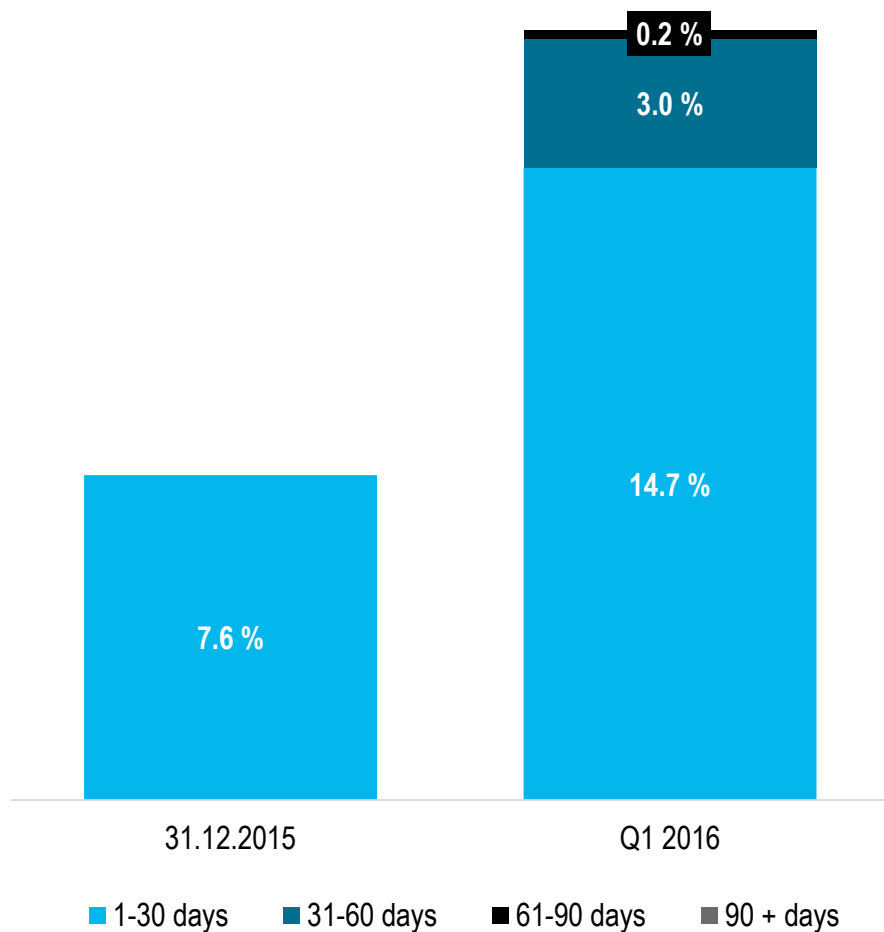
■ Home owner ■ Tenant

Credit Quality

Satisfactory loan portfolio quality

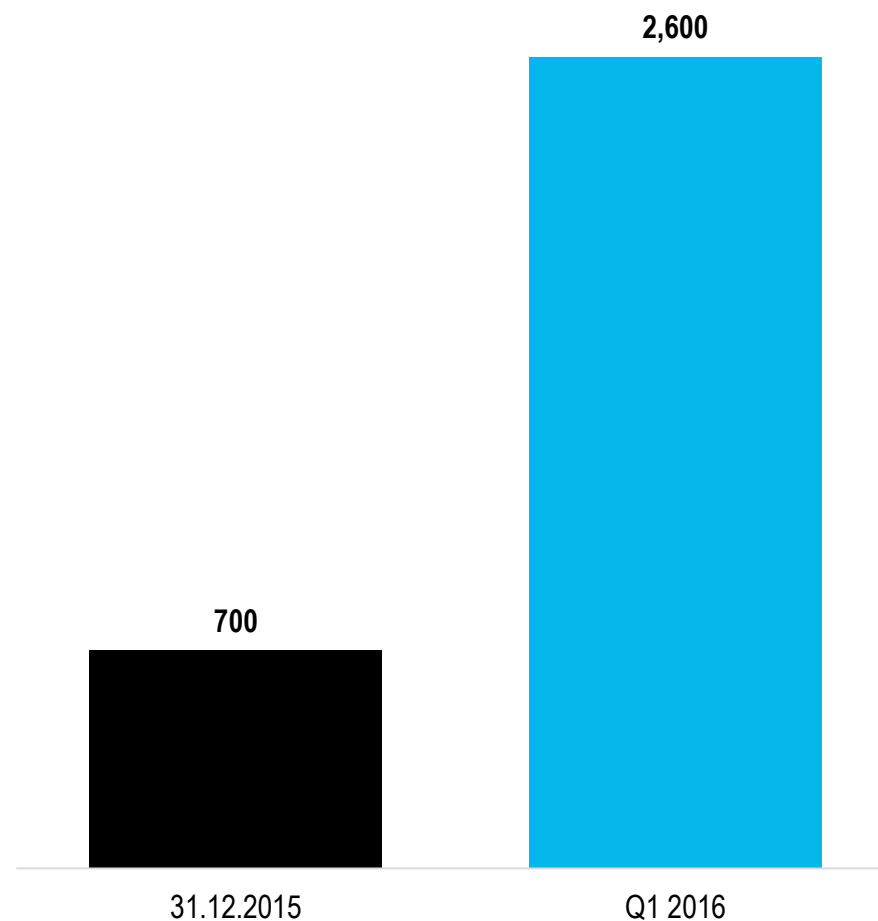


Past due days at end of quarter



Collective provisions

NOK (thousand)

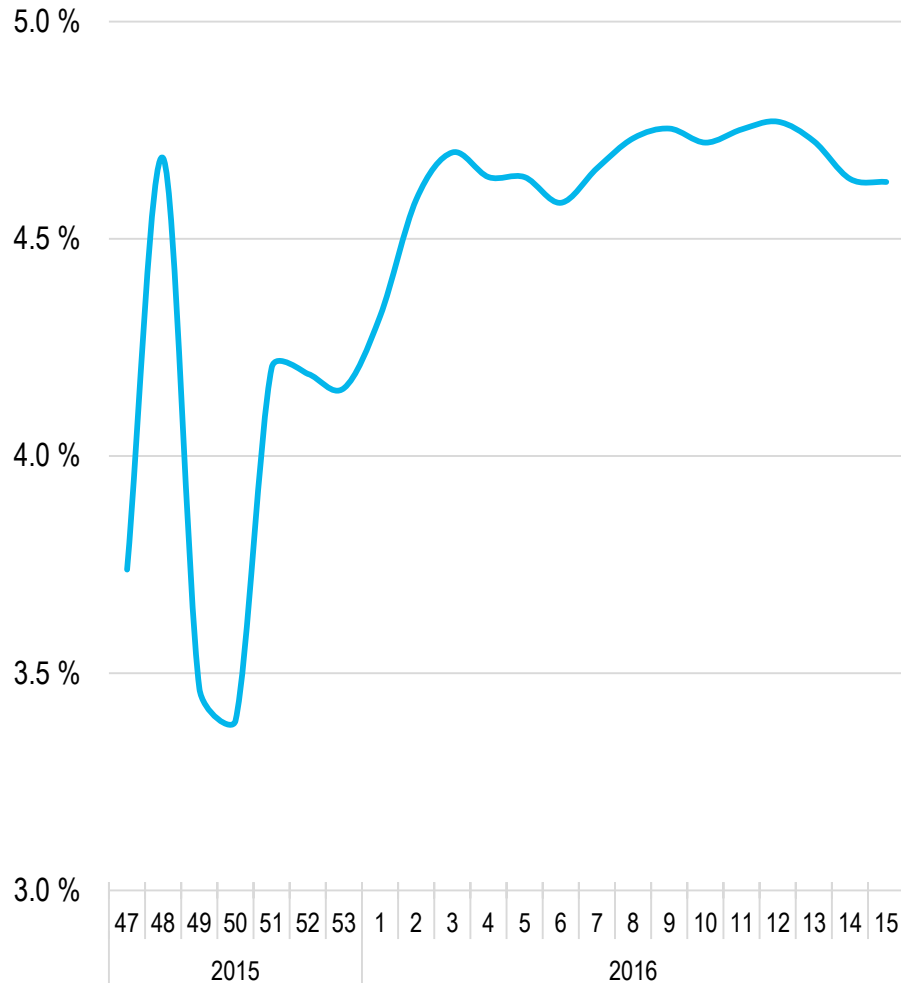


Customer Conversion And Yield



Strict credit risk management with satisfying yield from accepted applicants

Number of unique applications converted into paid out loans *



Yields and margins

**YIELD NET
LOAN TO
CUSTOMER**

15.7%

**INTEREST RATE
DEPOSITS
(END OF QUARTER)**

2.0%

**LIQUIDITY
YIELD**

1.3%

Note(*): customer conversion = number of loans / number of applications

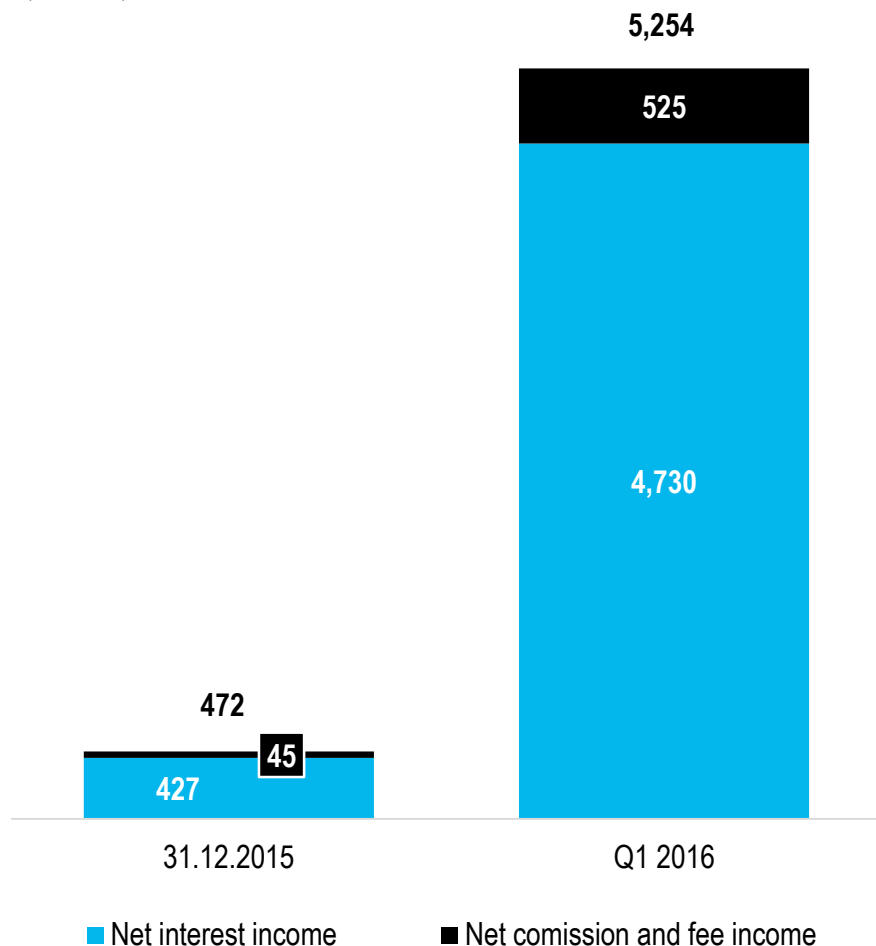
Heading for profitability

Net loss after tax of NOK 6.5 million in Q1 2016



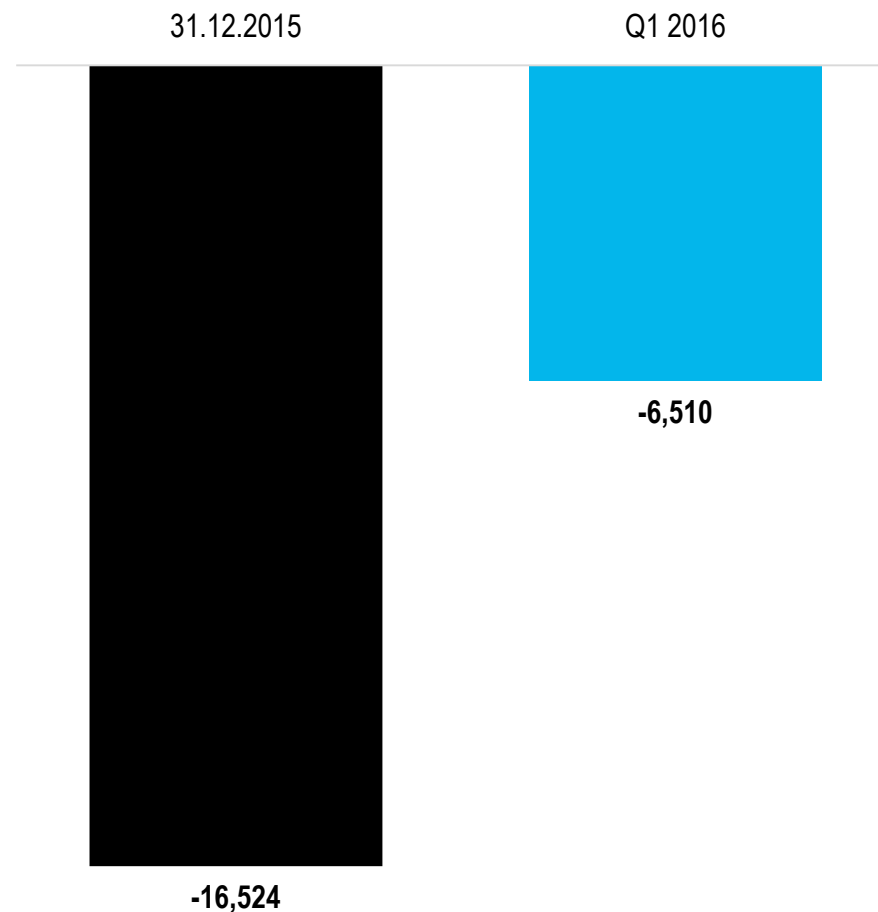
Total income

NOK (thousand)



Net loss after tax

NOK (thousand)



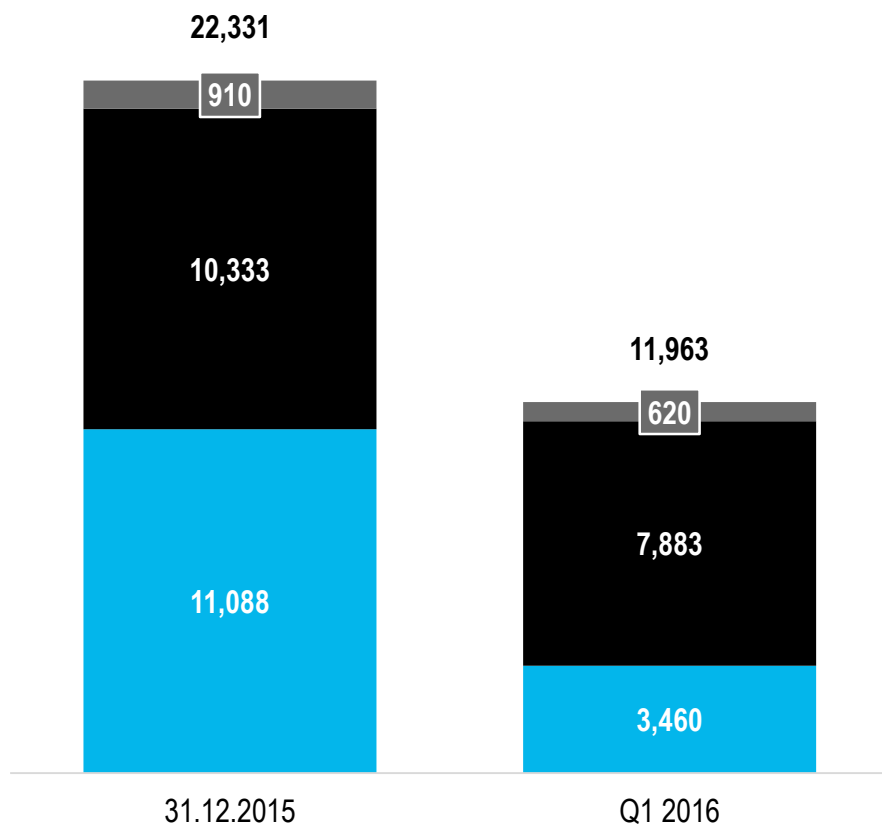
Efficient Operations

Operating cost and loan losses are under control



Operating costs

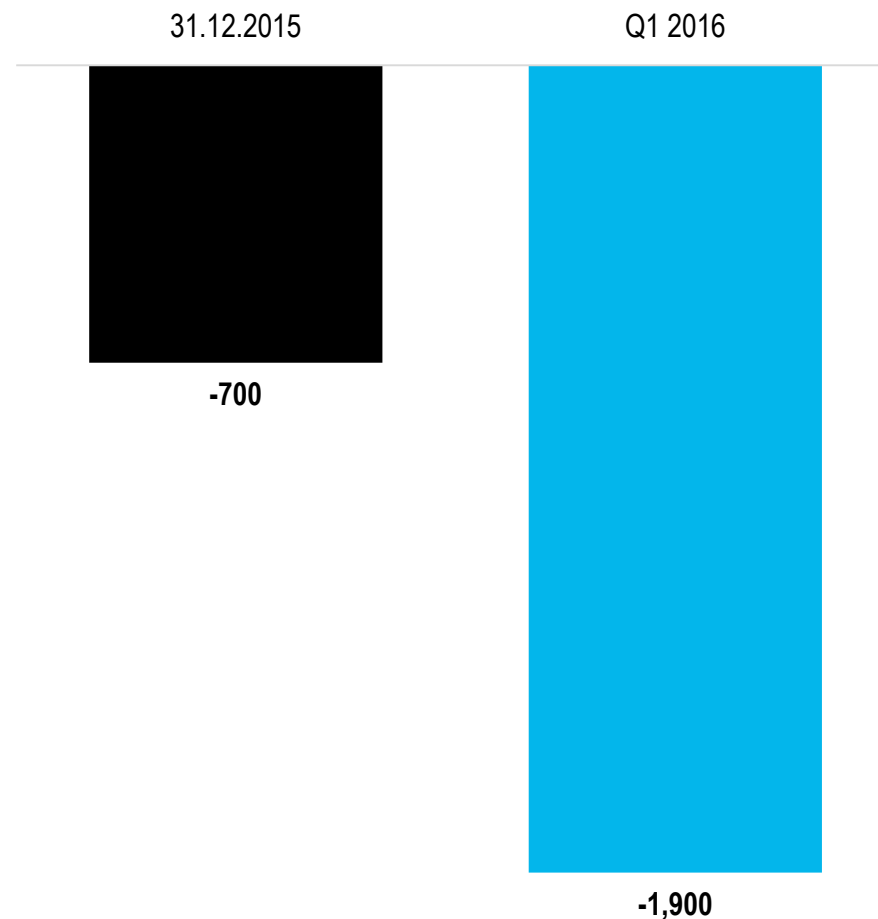
NOK (thousand)



■ Staff costs ■ Other administrative expenses ■ Depreciation and amortisation

Impairment losses *

NOK (thousand)



Note(*): loan losses represents mainly provisions as actual losses are negligible

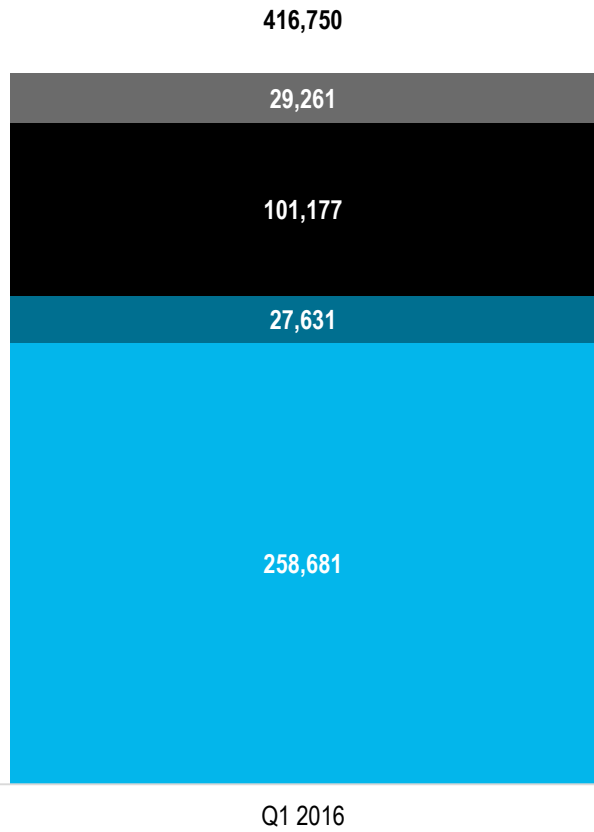
Balance Sheet Structure



Important ratios: | LCR: 143% | NSFR: 168% | deposits constitute 94 % of net loans to customers |

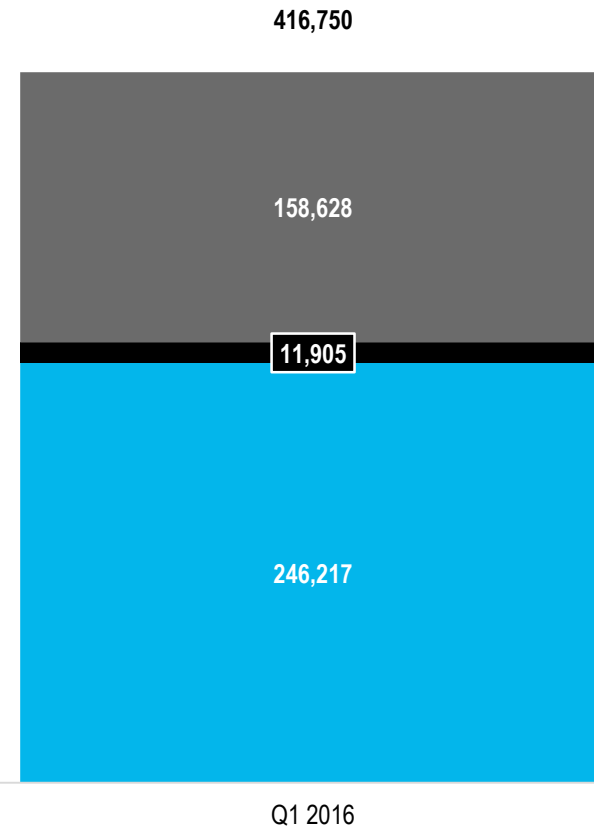
Assets

NOK (thousand)



Liabilities and equity

NOK (thousand)



- Net loans and advances to customers
- Loans and advances to banks
- Debt securities
- Other assets

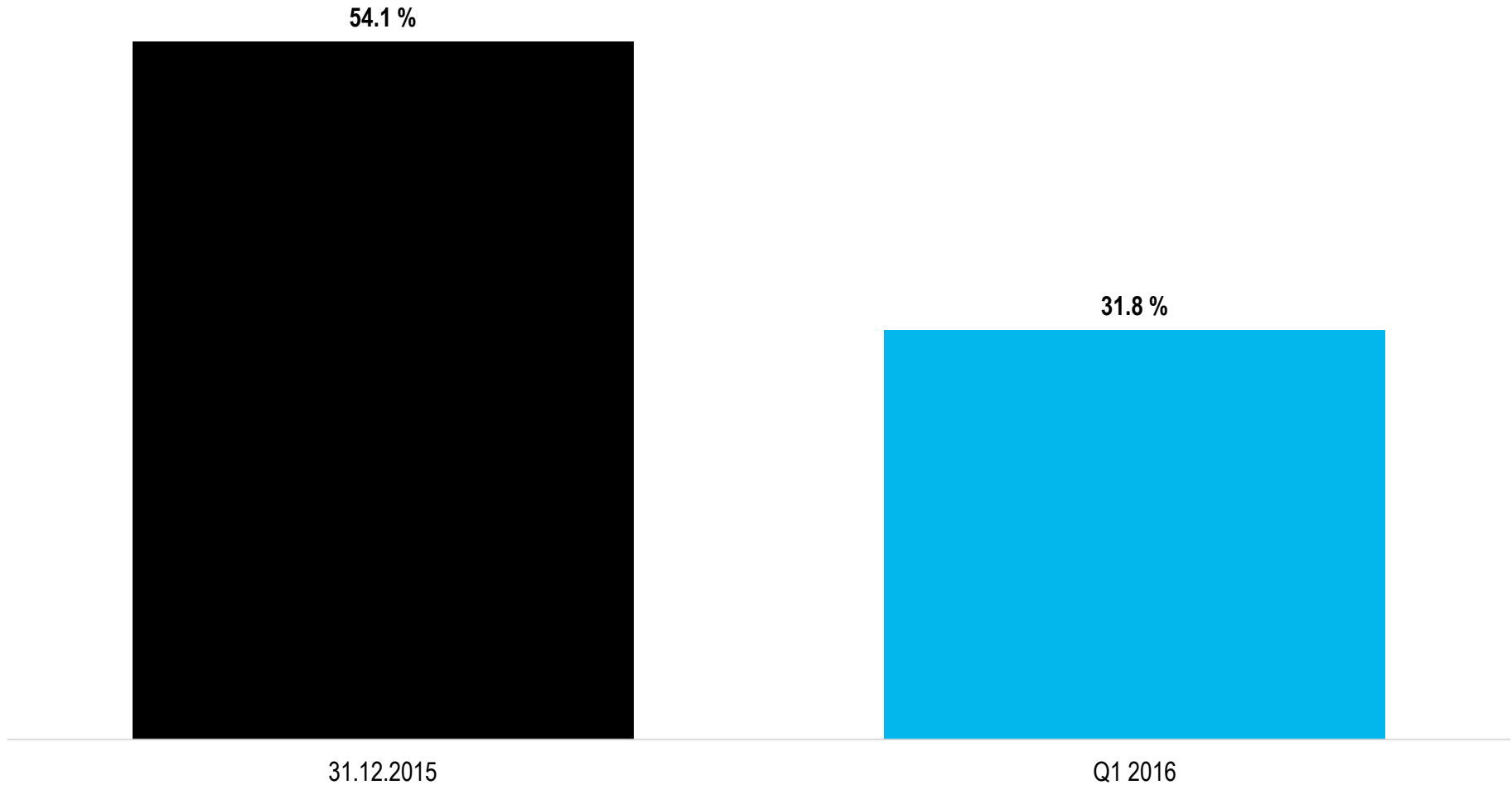
- Deposits by customers
- Other debt
- Total equity

Regulatory Capital

CET1 ratio of 31.8% - well above NFSA requirements



Regulatory capital (CET1 ratio)



Quarterly Income Statement And Balance Sheet

Solid start after commencing operations in November 2015



Income Statement

P&L (NOK thousand)	Q1 2016	2015
Interest income	5,175	509
Interest expenses	446	83
Net interest income	4,730	427
Income commissions and fees	1,137	127
Expenses commissions and fees	612	82
Total income	5,254	472
Income/loss from trading activities	-69	39
Staff costs	3,460	11,088
Other administrative expenses	7,883	10,333
- of which marketing expenses	4,237	1,308
Depreciation and amortisation	620	910
Total operating costs	11,963	22,331
(Loss)/profit before impairment losses	-6,777	-21,820
Impairment releases/(losses) *	-1,900	-700
Operating (loss)/profit before tax	-8,677	-22,520
Tax charge	2,167	5,996
Loss for the year	-6,510	-16,524

Balance Sheet

BS (NOK thousand)	Q1 2016	2015
ASSETS		
Loans and advances to banks	27,631	17,204
Loans and advances to customers	261,281	36,325
Provision for impairment losses *	2,600	700
Net loans and advances to customers	258,681	35,625
Debt securities	101,177	114,583
Deferred tax asset	9,885	7,717
Other intangible assets	7,384	7,123
Property, plant and equipment	137	157
Prepayments, accrued income and other assets	11,855	3,878
- of which accrued commission to agents	8,969	1,525
Total assets	416,750	186,287
LIABILITIES & EQUITY		
Deposits by customers	246,217	13,579
Provisions, accruals and other liabilities	11,905	7,570
Total liabilities	258,122	21,149
Share capital	155,000	155,000
Surplus capital	3,628	10,138
Total equity	158,628	165,138
Total liabilities and equity	416,750	186,287

Note(*): loan loss represents mainly provisions as actual losses are negligible

Largest Shareholders

Overview



Top investors

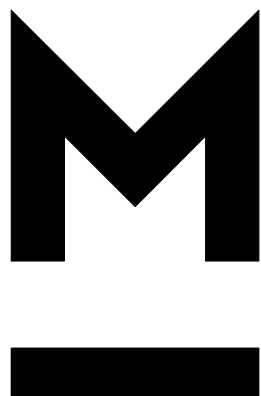
Investor	Comment	Role	# of shares	% of total
Danske Bank A/S			16,026,700	10.34 %
J O Odjell As			12,000,000	7.74 %
Bara Eiendom As			6,800,800	4.39 %
Zico As			4,250,000	2.74 %
Hava Financials As			4,168,000	2.69 %
Sandsolo Holding As			4,031,759	2.60 %
Ladegaard As			4,000,000	2.58 %
Skue Sparebank			4,000,000	2.58 %
Sportsmagasinet As			3,916,494	2.53 %
Ekrem As			3,160,000	2.04 %
Las Invest As	Lars Arne Skår	Board member	3,100,000	2.00 %
Andreas Bakke Invest As			2,699,997	1.74 %
Greve-Isdahl , Finn jr			2,501,000	1.61 %
Høysæter T-Bane Compagnie As			2,500,000	1.61 %
Bross As			2,500,000	1.61 %
Lindbank As			2,400,000	1.55 %
Mike As			2,025,000	1.31 %
Ivar S Løge As			2,000,000	1.29 %
Dahle			2,000,000	1.29 %
Greve-Isdahl, Jan		Chairman	1,945,500	1.26 %
Dragesund Invest As			1,898,000	1.22 %
Stian Mikkelsen As			1,875,000	1.21 %
Pt Eiendom As			1,800,000	1.16 %
Hilding Invest As	Bent H. Gjendem	CEO	1,750,000	1.13 %
Shelter As			1,600,000	1.03 %
Angarde As			1,500,000	0.97 %
Brassets A/S			1,500,000	0.97 %
Petco As			1,490,000	0.96 %
Rimestad, Tom		COO	1,408,000	0.91 %
Artel Invest As			1,400,000	0.90 %
Svindal, Aksel Lund			1,352,000	0.87 %
Valland, Martin		CTO	1,350,000	0.87 %
Amundsen Data As			1,350,000	0.87 %
OTHER SHAREHOLDERS			48,701,750	31.42 %
Sum			155,000,000	100.00 %

Management and employees

Investor	Comment	# of shares	% of total
Bent H. Gjendem	CEO	1,750,000	1.13 %
Tom Rimestad	COO	1,408,000	0.91 %
Martin Valland	CTO	1,350,000	0.87 %
Lene Sjøbakk	CFO	320,000	0.21 %
Hans Ljøen	CRO	170,000	0.11 %
Other employees		5,866,893	3.79 %
Sum		10,864,893	7.01 %

2016 Outlook For Monobank

Will continue to execute underlying business plan



- 1 The market for unsecured lending in Norway continues to grow ✓
- 2 Monobank is likely to increase its NOK 674 million forecast ✓
- 3 Marketing efforts will further increase - primarily through loan agencies ✓
- 4 Focus on unsecured and leisure financing in Norway ✓
- 5 Evaluate various options for future business development ✓



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