

# Interim report 1.1. - 31.3.2015 [unaudited]

# **OPR-Vakuus Group**

- ▶ Business operations' revenues (sales + interest income) of the first quarter rose 50.5% from the previous year and amounted to EUR 7.5m (EUR 5.0m Q1/2014)
- ► Loans granted of the first quarter rose 44.3% from the previous year and amounted to EUR 24.3m (EUR 16.8m Q1/2014)
- ▶ EBT of first quarter rose 18.8% and amounted to EUR 2.4m (EUR 1.9m). EBT marginal was respectively 31.6% (39.0%)
- ▶ Equity ratio rose to 66.6% level (62.1%). Equity ratio excluding B- and C-series preferred shares ("hard equity") in turn decreased to 25.2% level (29.6%)

Income statement EURk	Q1/2015	Q1/2014	Q1-Q1/2015	Q1-Q1/2014
Loans granted	24 258	16 812	24 258	16 812
Revenues	7 464	4 961	7 464	4 961
Revenues, % of loans granted	30,8 %	29,5 %	30,8 %	29,5 %
EBT	2 356	1 933	2 356	1 933
EBT, % of revenue	31,6 %	39,0 %	31,6 %	39,0 %
Profit for the period	1 822	1 533	1 822	1 533

Balance sheet EURk	31.3.2015	31.3.2014	
Loan receivables	54 340	36 769	
Preferred shares (B- and C-series)	23 737	12 874	
Interest bearing net debt	16 035	11 480	
Equity ratio	66,6 %	62,1 %	
Hard equity ratio (preferred shares excluded)	25,2 %	29,6 %	



# From the CEO

- DPR-Vakuus' activities have developed to a phase where our new business areas (Consumer financing Foreign, Business financing Finland) account for over 20% of the group revenues. This development denotes even wider growth possibilities and enables more sophisticated risk management than before
- ▶ Q1/2015 was the eleventh quarter in a row with growth in our revenues. Amongst the business areas Consumer financing Finland performed strongly, although the younger business areas Consumer financing Foreign together with Business financing Finland now acted as the key contributors for our growth. Group loans granted in Q1/2015 amounted to EUR 24.3m. Revenues respectively amounted to EUR 7.5m and earning before taxes (EBT) amounted to 2.4m¹
- Business areas Q1/2015
  - **Consumer financing Finland.** Overall performance was mainly similar with the previous quarter. We opened new marketing channels for Ostosraha, which turned loans granted to a growth path by the end of the quarter
  - Consumer financing Foreign. Growth trend continued in Sweden and Czech. We now serve more than 15,000 consumer clients in these countries and our loans granted amounted to EUR 2.5m. We have expanded our marketing mix especially in Sweden and the new campaigns have fulfilled our expectations
  - ▶ **Business financing Finland.** The first quarter of 2015 brought significant growth to Yritysluotto's loans granted. We have invested in marketing of the product and its awareness has been gradually growing. Yritysluotto's loans granted in Q1/2015 amounted to EUR 3.0m, which represents a growth of 296% to the previous year and 135% to the level of Q4/2014. We are also pleased of the ever increasing amount of returning customers
- Our preferred share program tuottoa.fi was transferred to subscription of C-shares from the beginning of the year. The current 7% tax efficient dividend yield of an unlisted company has actively engaged attention amongst investors. The cumulative net amount of B- and C-series investments was FUR 23.7m in March 31st 2015



OPR-Vakuus' activities have developed to a phase where our new business areas account for over 20% of the group revenues

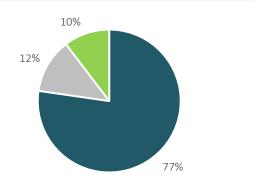
Petteri Kleemola CEO

# Essential business indicators

# **OPR-Vakuus Group**



### LOANS GRANTED BY BUSINESS OPERATIONS

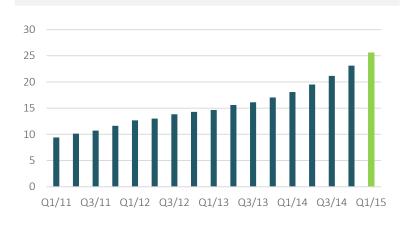


- Consumer lending Finland Business lending Finland
- Consumer lending foreign

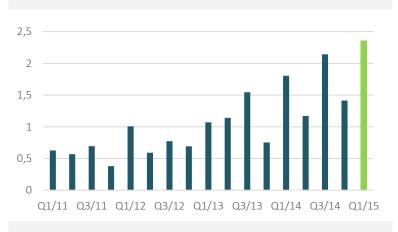
### QUARTERLY REVENUES (EURm)



### QUARTERLY REVENUES – ROLLING 12 MONTHS (EURm)



### QUARTERLY EBT (EURm)



### QUARTERLY EBT – ROLLING 12 MONTHS (EURm)











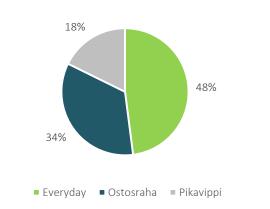
# Consumer financing

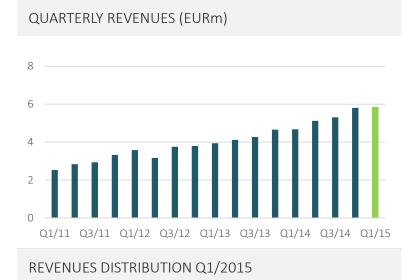
### Finland

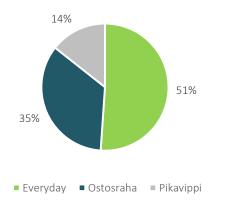
### **COMMENTS**

- Consumer financing Finland during the period was at the previous quarter's level in regards of both loans granted and revenues
- ▶ Q1/2015 shows significant growth compared to the previous year
  - Q1/2015 loans granted EUR 18.7m (Q1/2014 EUR 15.4m, change +19%)
  - Q1/2015 revenues EUR 5.8m (Q1/2014 EUR 4.7m, change +25%)
- Internal trend within the review period was bullish. The decreased demand of consumers after the Christmas holidays in January and partially the shorter month of February were reflected to lower loans granted volumes also during this year. The efforts made in the beginning of the year to implement new marketing channels for Ostosraha were materialized as a significant growth in March. We are still expecting a positive development in loans granted especially in regards with Ostosraha

# QUARTERLY LOANS GRANTED (EURm) 20 15 10 Q1/11 Q3/11 Q1/12 Q3/12 Q1/13 Q3/13 Q1/14 Q3/14 Q1/15 LOANS GRANTED DISTRIBUTION Q1/2015











# Everyday+





Hur man ansöker om **EverydayPlus** kredit

# Nyheter

01.04.2015

Öppettider under Påsken Skärtorsdagen: 9-21 Långfredager

# **Kundservice**

Vardagar 9-21 Helger 10-15

Telefonnummer 08 225 115

@ E-post kundtjanst@everydayplus.se

**OPR-Finance AB** Eriksbergsgatan 10b 114 30 Stockholm

# Jak zažádat o rychlou půjčku EverydayPlus?

# Zprávy

07.01.2015

Everyday+

S úvěrovým limitem

až do výše 12 000 Kč

Kolik stoji EverydayPlus?

Problem is system 400,00 Kr 2000 Kč

Přepracovali isme webové stránky flexibilní půjčky EverydayPlus, abychom vám, našim...

Čtěte více...

# Služby zákazníkům

Otevřeno denně 7 – 21

Můžete také zaplatit ve



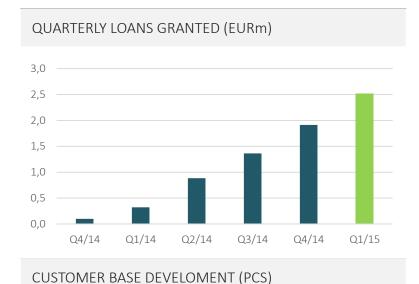


# Consumer financing

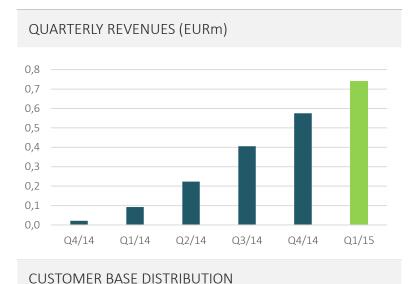
# Foreign

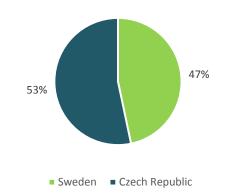
### COMMENTS

- Strong growth of consumer financing continued during Q1/2015 in foreign countries, especially in Sweden
- ► Comparing Q1/2015 to the previous year when foreign operations were at a very early phase, the period shows significantly strong growth
  - Q1/2015 loans granted EUR 2.5m (Q1/2014 EUR 0.3m, change +679%)
  - Q1/2015 revenues EUR 0.7m (Q1/2014 EUR 0.1m, change +703%)
- During the review period the customer base development has been good and the amount of our customers outside the Finnish borders surpassed the 15,000 mark. The amount of customers is currently divided fairly equally between Sweden and Czech











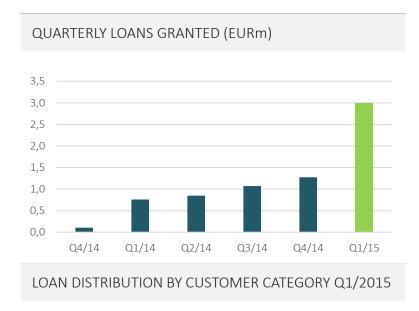


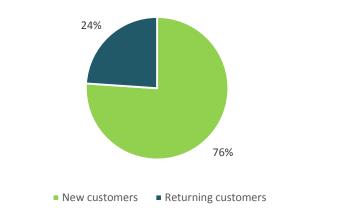
# Business financing

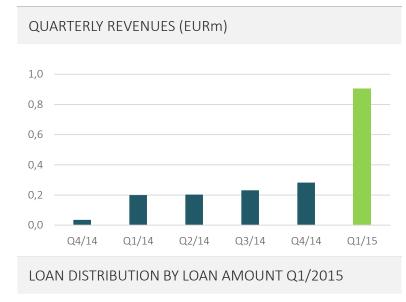
### Finland

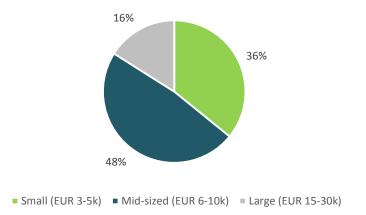
### COMMENTS

- ► For business financing the first quarter was excellent: significant growth for both loans granted and revenues were experienced
- ► Key figures for Q1/2015 were
  - Q1/2015 loans granted EUR 3.0m (Q1/2014 EUR 0.8m, change +296%)
  - Q1/2015 revenues EUR 0.9m (Q1/2014 EUR 0.2m, change +353%)
- During the review period approximately one quarter of loans were granted to returning customers
  - ► We project that the importance of returning customers for the development of loans granted is increasing in the future
- In quantity terms approximately half of the loans granted are mid-sized, while the share of small loans accounts for slightly over one third









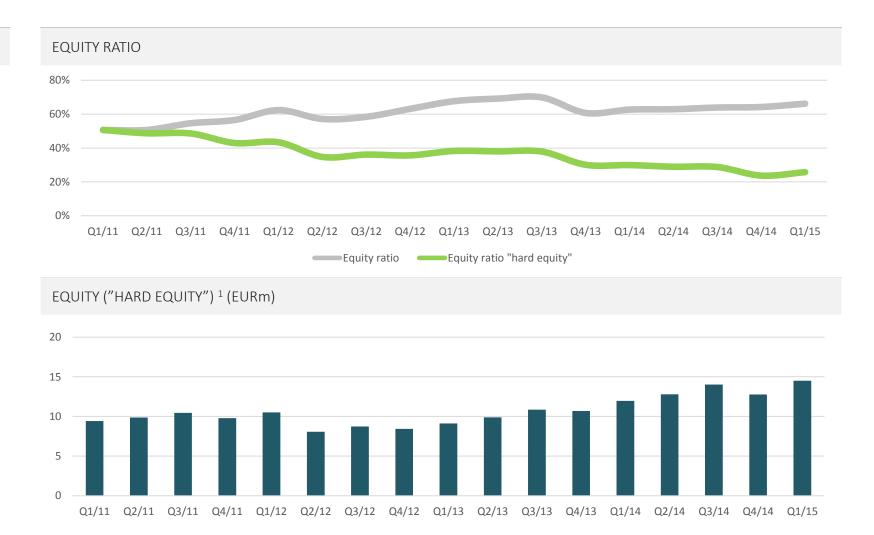


# Equity ratio

# **OPR-Vakuus Group**

### **SUMMARY**

- ► Equity ratio of the group has remained at its stable level during the first quarter
- ► Equity ratio is assessed through both the total amount of equity and "hard equity"
  - "Hard equity" consists of the group's equity subtracted by the share of preferred B- and Cseries stocks
- ► Key figures for Q1/2015 were
  - Q1/2015 equity "hard equity" EUR 14.5m
     (Q1/2014 EUR 11.7m, change +24%)
  - Q1/2015 equity ratio 66.6% (Q1/2014 62.1%)
  - Q1/2015 equity ratio "hard equity" 25.2% (Q1/2014 29.6%)





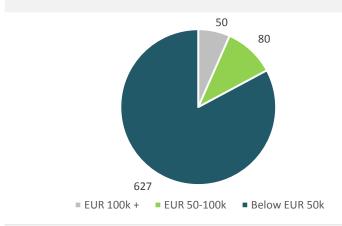
# Tuottoa.fi

# Possibility for the public to invest in OPR-Vakuus' preferred shares

### **SUMMARY**

- ▶ In Tuottoa.fi program OPR offers investors a possibility to own the company through preferred Band C-series shares
- From January 1<sup>st</sup> 2015 the public has had a possibility to subscribe OPR's C-series preferred shares that entitles for a 7% dividend yield
  - ▶ B-series preferred shares were offered to the public during 2011 2014
- ► In the end of Q1/2015 the cumulative net amount of investments was EUR 23.7m. These were divided as follows:
  - ▶ B-series EUR 22.3m
  - ► C-series EUR 1.4m
- ► In the end of Q1/2015 the number of investors was 757 in total. Average investment was some EUR 31k
- ▶ By the end of Q1/2015 OPR has paid dividends to Band C-series shareowners in total of EUR 2.53m for the whole duration of the program
- ➤ Shares are issued under the chosen strategic alignment until further notice. The executive board actively monitors the group's capital structure

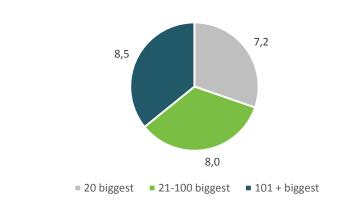
### NUMBER OF OWNERS BY INVESTMENT AMOUNT



### ACCUMULATED INVESTMENTS (EURm)



### OWNERSHIP STRUCTURE BY INVESTMENT AMOUNT



### DIVIDENDS TO B- AND C-SERIES (EURk)





# Group income statement

# Q1/2015

EURk, unaudited	Q1/2015	Q1-Q1/2015	Q1/2014	Q1-Q1/2014
Revenues				
Sales	4 005	4 005	2 808	2 808
Interest income	3 460	3 460	2 154	2 154
Other operating income				
Revenues total	7 464	7 464	4 961	4 961
Staff expenses	-627	-627	-479	-479
Depreciation and amortization	-5	-5	-1	-1
Other operating expenses	-3 733	-3 733	-1 957	-1 957
EBIT	3 099	3 099	2 524	2 524
Interest and other financial expenses	-743	-743	-591	-591
EBT	2 356	2 356	1 933	1 933
Income taxes	-534	-534	-380	-380
Profit for the period	1 822	1 822	1 553	1 553



# Group balance sheet

# Q1/2015

Non-curret assets         8         18           Current assets         7         3         3           Short cere wables         5         5         5         5         5         5         5         5         5         5         5         5         6         7         6         7         6         7         6         7         6         7         6         7         6         7         6         7         6         7         6         6         7         6         6         6         8         8         9         6         7         6         7         6         6         7         6         7         1         1         1         1         1         1         1         1         1         1         1	EURk, unaudited	31.3.2015	31.3.2014
Long term receivables         38           Short term receivables         54340         36768           Loan receivables         483         36768           Other receivables         488         36906           Coth and cash equivalents         2456         2658           Cash and cash equivalents         57 362         39596           Total sasets         57 362         39596           Total assets         57 362         39596           Total sasets         17 49         1878           Share capital         17         1878           Invested non-restricted equity         23 73         1287           Translation difference         17         13           Retained earnings         12 64         1558           Profit for the period         18 22         1558           Total quity         38 23         24 609           Uabilities         18 24         1558           Interest bearing debt         14 50         15 20           Interest bearing debt         14 57         11 480           Other term liabilities         3 175         3 534           Ottal (abilities)         3 175         3 534           Total (abilities)         17	Non-current assets	83	18
Short term receivables         54 340         36 769           Loan receivables         489         1.37           Other receivables         54 828         36 906           Cash and cash equivalents         24 56         2 658           Total current assets         57 362         39 506           Total sasets         57 445         39 506           Fequity         2         37 37         1 5           Invescept on-restricted equity         23 373         1 28 74           Translation difference         17 64         10 15           Retained earnings         17 64         10 15           Profit for the period         18 22         15 53           Total equity         31 5         2 658           Interest bearing debt         1 64         10 15           Interest bearing debt         1 4 50         1 4 80           Short term liabilities         1 4 50         1 1 480           Other liabilities         3 17 5         1 1 480           Ottal fabilities         3 17 5         1 505           Total foot (tablities)         1 5 005         1 5 005           Total foot (tablities)         1 5 005         1 5 005           Total short (tablities)         1 5	Current assets		
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Other receivables         489         137           Total short term receivables         54 828         36 906           Cash and cash equivalents         24 56         26 68           Total current assets         57 362         39 595           Total assets         57 445         39 506           Equity         17         18 5           Share capital         17         15           Invested non-restricted equity         23 737         12 87           Translation difference         17         13           Retained earnings         12 64         10 15           Profit for the period         18 22         15 53           Total equity         38 23         24 600           Liabilities         18 22         15 53           Total equity         18 22         15 53           Profit for the period         18 22         15 53           Total equity         18 22         15 53           Interest bearing debt         14 57         14 58           Interest bearing debt         14 57         14 80           Other liabilities         17 54         15 50           Total shorttern liabilities         17 54         15 50           Total liab	Short term receivables		
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Total equity and liabilities 57 445 39 614	Total liabilities	19 210	15 005
	Total equity and liabilities	57 445	39 614







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