



Q3 |

Interim report 1.1.-30.9.2015



OPR-Vakuus

Interim report 1.1. – 30.9.2015 [unaudited]

OPR-Vakuus Group

- ▶ Loans granted of the third quarter rose 47.5% from the previous year and amounted to EUR 31.4m (EUR 21.3m Q3/2014)
- ▶ Business operations' revenues (sales + interest income) of the third quarter rose 55.5% from the previous year and amounted to EUR 9.3m (EUR 6.0m Q3/2014)
- ▶ EBT of third quarter rose 58.2% and amounted to EUR 3.6m (EUR 2.3m). EBT marginal was respectively 38.8% (38.1%)
- ▶ Equity ratio decreased to 59.8% level (62.4%). Equity ratio excluding B- and C-series preferred shares ("hard equity") in turn decreased to 23.7% level (28.5%)

Income statement EURk	Q3/2015	Q3/2014	Q1-Q3/2015	Q1-Q3/2014
Loans Granted	31 373	21 264	86 954	57 571
Revenues	9 310	5 987	25 496	16 495
<i>Revenues, % of loans granted</i>	<i>29.7 %</i>	<i>28.2 %</i>	<i>29.3 %</i>	<i>28.7 %</i>
EBT	3 611	2 283	9 136	5 725
<i>EBT, % of revenue</i>	<i>38.8 %</i>	<i>38.1 %</i>	<i>35.8 %</i>	<i>34.7 %</i>
Profit for the period	2 817	1 777	7 080	4 567

Balance sheet EURk	30.9.2015	30.9.2014
Loan receivables	72 998	47 097
Preferred shares (B- and C-series)	27 954	16 825
Interest bearing debt	26 118	14 926
Equity ratio	59.8 %	62.4 %
Hard equity ratio (preferred shares excluded)	23.7 %	28.5 %

From the CEO

- ▶ *We consider that in the future the significance of foreign consumer financing and business financing will be even greater to the group's growth than before. In Finland's consumer financing, our key objective is to maintain our leading market position. Along growth, our focus is increasingly in profitability*
- ▶ *We reached record levels in all three essential business metrics. The realized growth was driven by our consumer business in both Finland and foreign countries. Group loans granted in Q3/2015 amounted to EUR 31.4m. Revenues respectively amounted to EUR 9.3m and earning before taxes (EBT) reached the level of EUR 3.6m¹*
- ▶ *Business areas Q3/2015*
 - ▶ **Consumer financing Finland.** *Revenues continued their steady growth, although loans granted remained at the same level with the strong previous quarter*
 - ▶ **Consumer financing Foreign.** *Our foreign operations continued at their growth track. Our investments in visibility have increased our market share especially in Sweden. We are approaching the 20,000 foreign customers' mark*
 - ▶ **Business financing Finland.** *Our loans granted and revenues were on a good level, although we didn't quite reach the highly strong level of the second quarter. The competitive field of the segment has gradually started to emerge in Finland where our market position is leading*
- ▶ *OPR's preferred share program tuottoa.fi grew steadily during the review period. The realized development reflects that investors view our C-series shares' 7% annual dividend yield attractive by its risk/return relation. The cumulative net amount of B- and C-series investments was EUR 28.0m in September 30th 2015 and nearly 900 active investors were participating*



We consider that in the future the significance of foreign consumer financing and business financing will be even greater to the group's growth than before.

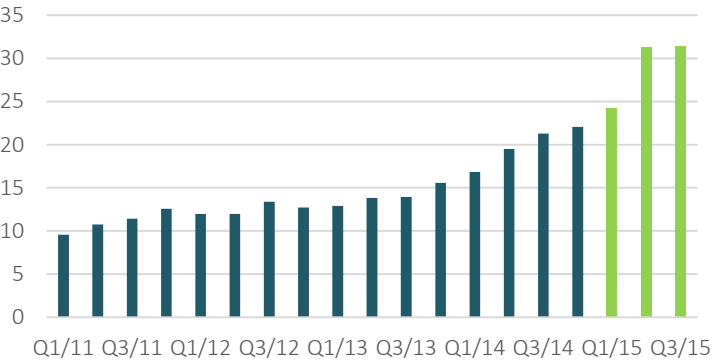
Petteri Kleemola
CEO

1) Group EBT includes loan loss provisions based on the new accounting model adopted

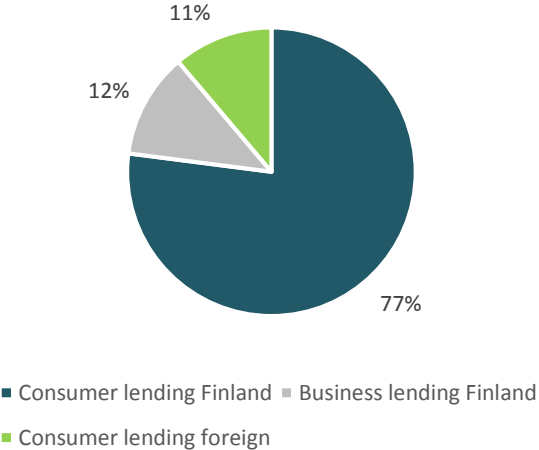
Essential business indicators

OPR-Vakuus Group

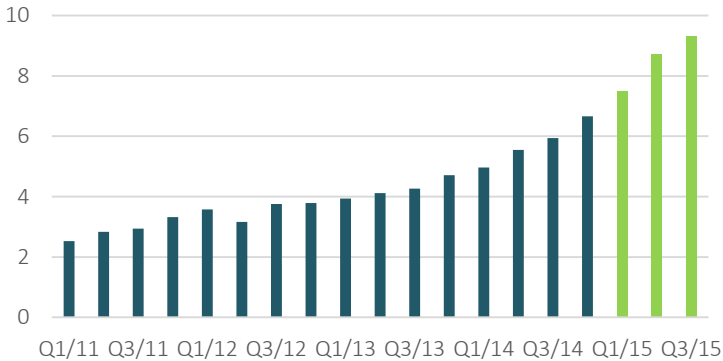
QUARTERLY LOANS GRANTED (EURm)



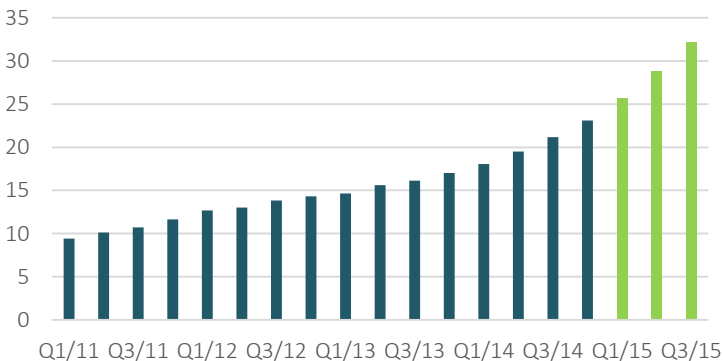
LOANS GRANTED BY BUSINESS OPERATIONS



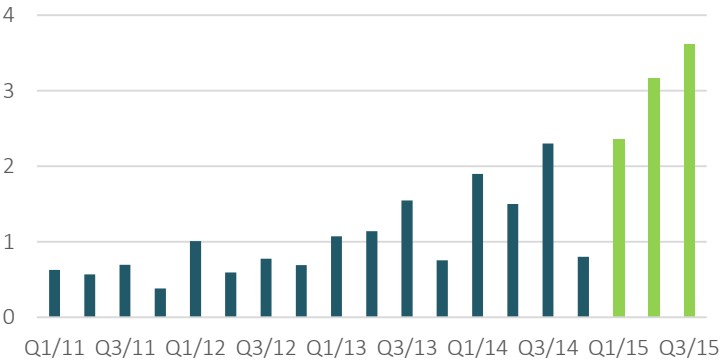
QUARTERLY REVENUES (EURm)



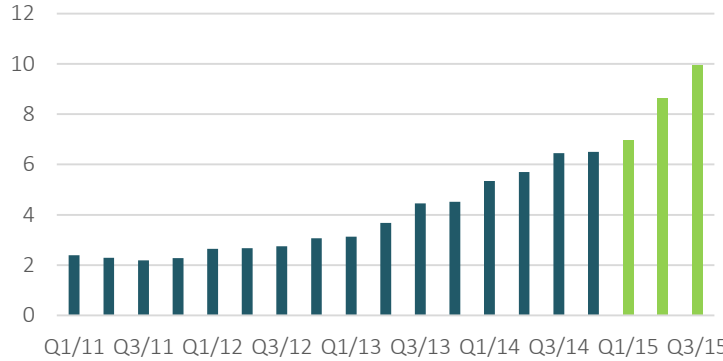
QUARTERLY REVENUES – ROLLING 12 MONTHS (EURm)



QUARTERLY EBT (EURm)



QUARTERLY EBT – ROLLING 12 MONTHS (EURm)





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Ostosraha.fi



PIKAVIPPI.fi

Consumer financing

Finland

COMMENTS

- In terms of loans granted Consumer financing Finland was at the same level with the previous quarter, being significantly ahead of the previous year. Revenues in turn were above the levels of both previous quarter and pervious year

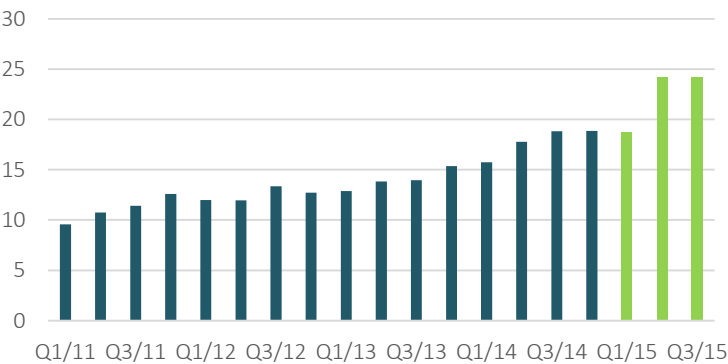
Loans granted

- Q3/2015 loans granted EUR 24.2m (Q3/2014 EUR 18.8m, change +28%)
- Q1-Q3/2015 loans granted EUR 67.2m (Q1-Q3/2014 EUR 52.3m, change +28%)

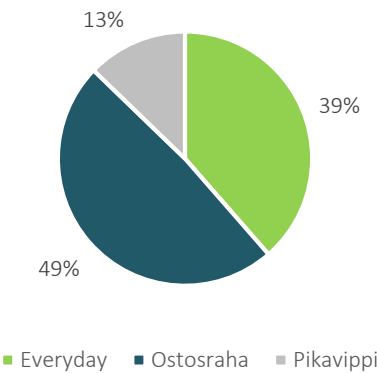
Revenues

- Q3/2015 revenues EUR 7.1m (Q3/2014 EUR 5.3m, change +34%)
- Q1-Q3/2015 revenues EUR 19.5m (Q1-Q3/2014 EUR 15.1m, change +29%)
- Internal trend of loans granted within the review period was steady. Developments implemented earlier in spring lead to an higher level of loans granted. Revenues grow on a slight delay compared to loans granted – internal trend of revenues within the review period was bullish

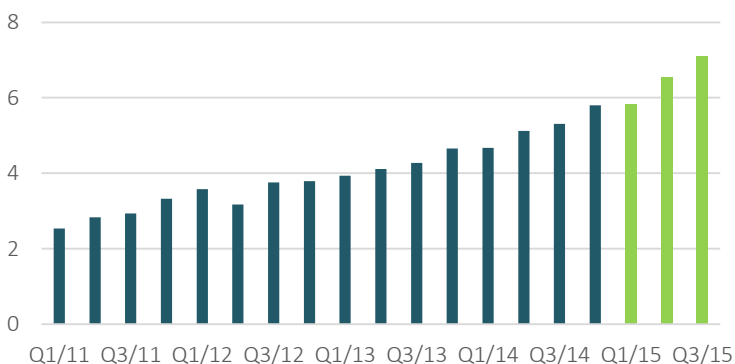
QUARTERLY LOANS GRANTED (EURm)



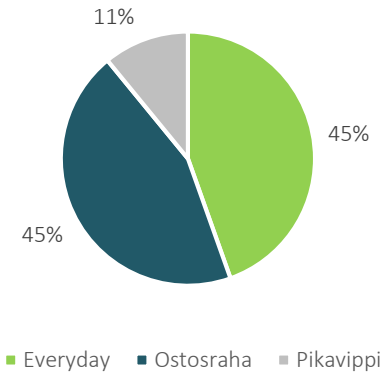
LOANS GRANTED DISTRIBUTION Q3/2015



QUARTERLY REVENUES (EURm)



REVENUES DISTRIBUTION Q3/2015





Everyday+



Hur man
ansöker om
EverydayPlus
kredit
+

Kundservice

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Helger 10-15

📞 Telefonnummer
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kundtjanst@everydayplus.se

Nyheter

01.04.2015
Öppettider under Påsken
Skärtorsdagen: 9- 21
Långfredagen: 10- 15

OPR-Finance AB
Eriksbergsgatan 10b
114 30 Stockholm

Se kontaktuppgifter

Jak zažádat o
rychlou půjčku
EverydayPlus?

+

Zprávy

07.01.2015
Přepracovali jsme webové
stránky flexibilní půjčky
EverydayPlus, abychom vám,
naším...
Čtěte více...

Služby
zákazníkům

🕒 Otevřeno denně 7 – 21

Můžete také
zaplatit ve
splátkách
+

Consumer financing

Foreign

COMMENTS

- ▶ Consumer financing's strong growth continued during Q3/2015 in Consumer financing Foreign segment, especially in Sweden

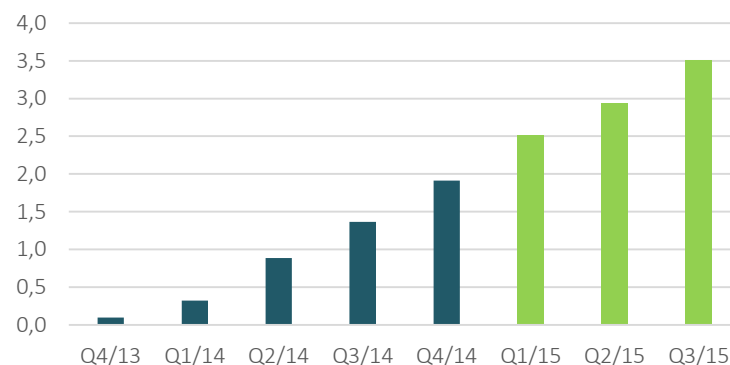
Loans granted

- ▶ Q3/2015 loans granted EUR 3.5m (Q3/2014 EUR 1.3m, change +157%)
- ▶ Q1-Q3/2015 loans granted EUR 9.0m (Q1-Q3/2014 EUR 2.6m, change +248%)

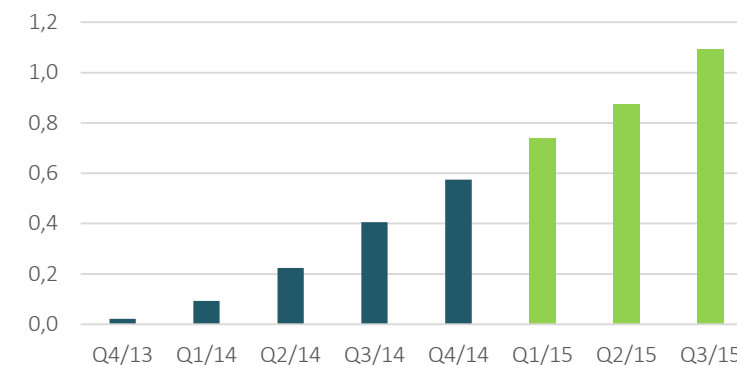
Revenues

- ▶ Q3/2015 revenues EUR 1.1m (Q3/2014 EUR 0.4m, change +169%)
- ▶ Q1-Q3/2015 revenues EUR 2.7m (Q1-Q3/2014 EUR 0.7m, change +276%)
- ▶ During the review period the development of customer base has been strong. In accordance with our development plan we are still investing to expand our customer base from its current level

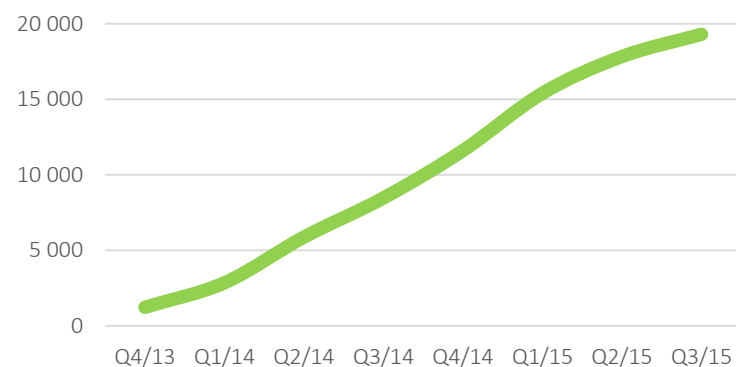
QUARTERLY LOANS GRANTED (EURm)



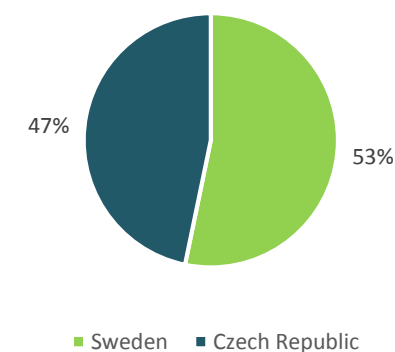
QUARTERLY REVENUES (EURm)



CUSTOMER BASE DEVELOPMENT (PCS)



CUSTOMER BASE DISTRIBUTION





Business financing

Finland

COMMENTS

- ▶ Business financing has continued at it's strong level during the review period in regards of both loans granted and revenues

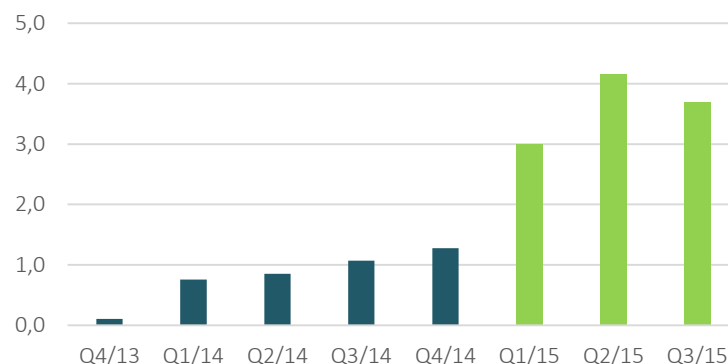
Loans granted

- ▶ Q3/2015 loans granted EUR 3.7m (Q3/2014 EUR 1.1m, change +246%)
- ▶ Q1-Q3/2015 loans granted EUR 10.8m (Q1-Q3/2014 EUR 2.7m, change +305%)

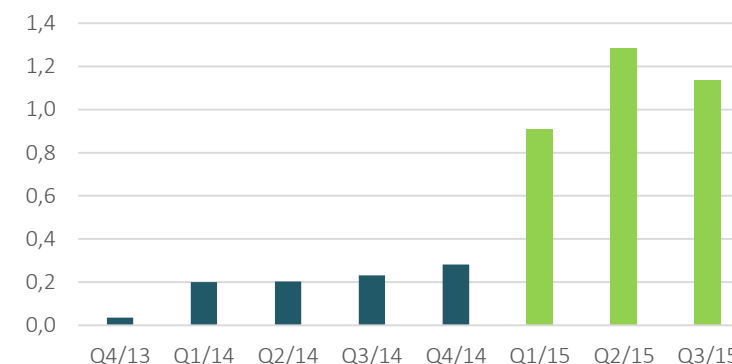
Revenues

- ▶ Q3/2015 revenues EUR 1.1m (Q3/2014 EUR 0.2m, change +392%)
- ▶ Q1-Q3/2015 revenues EUR 3.3m (Q1-Q3/2014 EUR 0.6m, change +425%)
- ▶ During the review period the relative amount of returning customers has further increased. This reflects our customer's growing thrust towards our services
- ▶ In quantity terms the share of both small and large loans has increased. However, approximately half of loans granted are still mid-sized

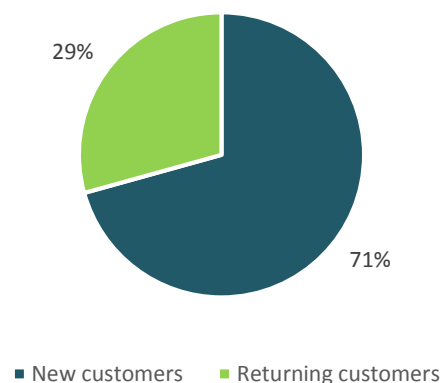
QUARTERLY LOANS GRANTED (EURm)



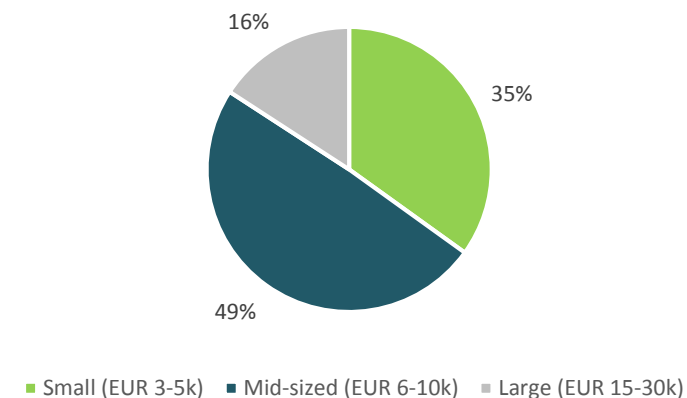
QUARTERLY REVENUES (EURm)



LOAN DISTRIBUTION BY CUSTOMER CATEGORY Q3/2015



LOAN DISTRIBUTION BY LOAN AMOUNT Q3/2015



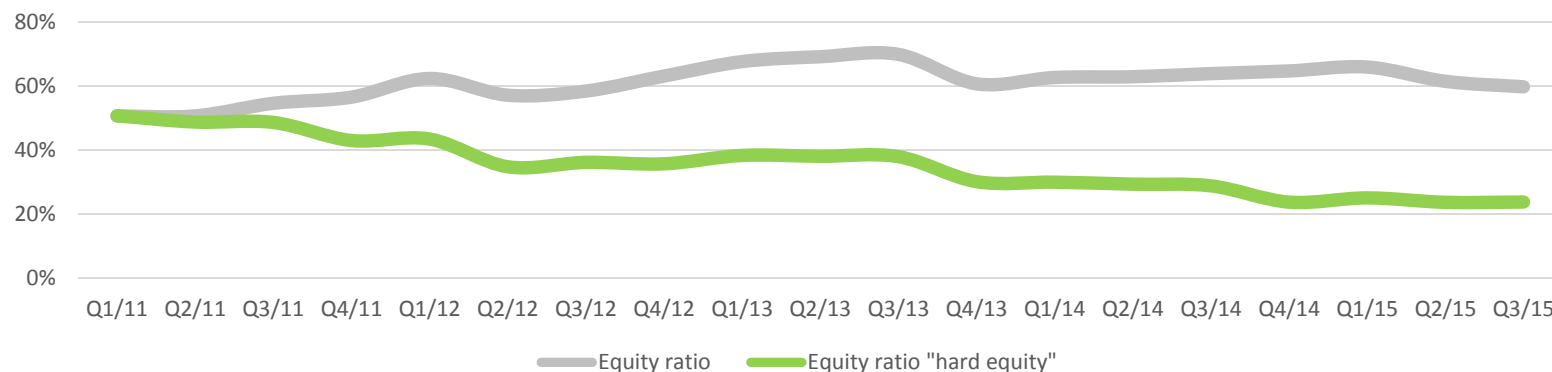
Equity ratio

OPR-Vakuus Group

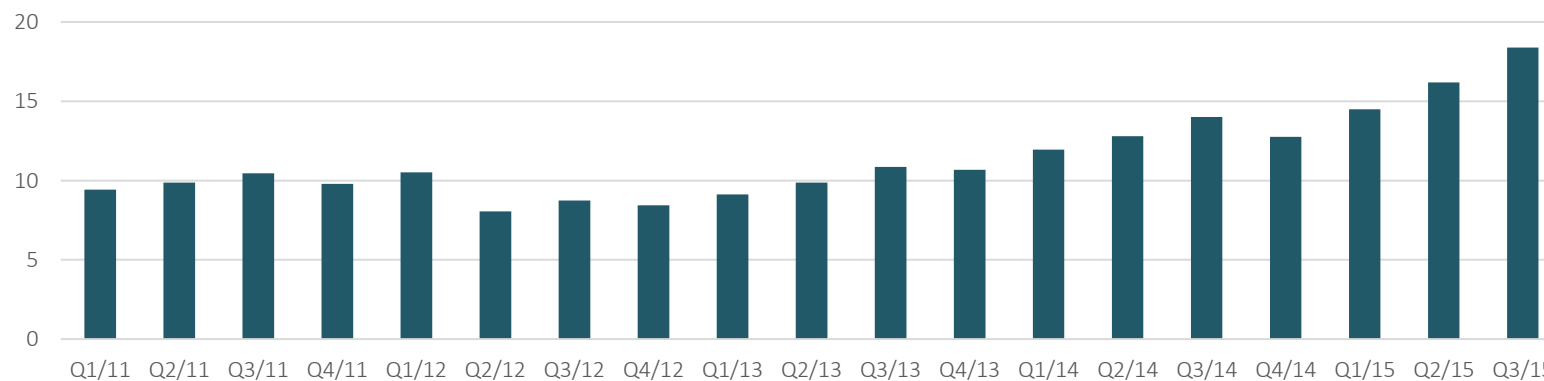
SUMMARY

- ▶ Equity ratio of the group has remained at its planned level during the review period
- ▶ Equity ratio is assessed through both the total amount of equity and "hard equity"¹
 - ▶ "Hard equity" consists of the group's equity subtracted by the share of preferred B- and C-series stocks
- ▶ Key figures for Q3/2015 were
 - ▶ Q3/2015 equity "hard equity" EUR 18.4m (Q3/2014 EUR 14.0m, change +31%)
 - ▶ Q3/2015 equity ratio 59.8% (Q3/2014 62.4%)
 - ▶ Q3/2015 equity ratio "hard equity" 23.7% (Q3/2014 28.5%)

EQUITY RATIO



EQUITY ("HARD EQUITY")¹ (EURm)



1) "Hard equity" refers to the accounting manner in which B- and C-series stock investments are regarded as liabilities

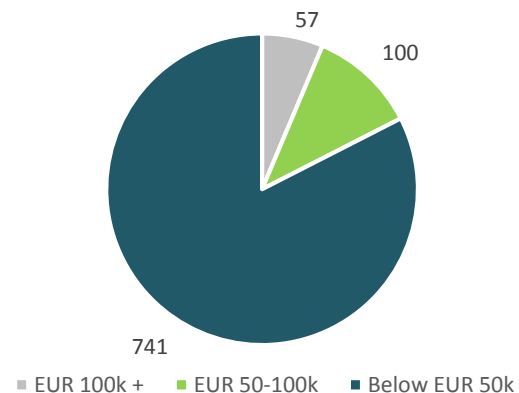
Tuottoa.fi

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

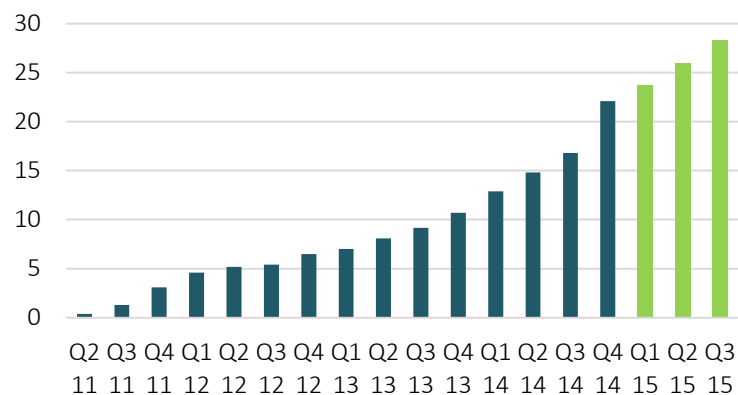
SUMMARY

- ▶ In Tuottoa.fi – program OPR offers investors a possibility to own the company through preferred B- and C-series shares
- ▶ From January 1st 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 Q3/2015 the cumulative net amount of investments was EUR 28.0m. These were divided as follows:
 - ▶ B-series EUR 21.6m
 - ▶ C-series EUR 6.3m
- ▶ In the end of Q3/2015 the number of investors was 898 in total. Average investment was some EUR 29k
- ▶ By the end of Q3/2015 OPR has paid dividends to B- and C-series shareowners in total of EUR 3.6m 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

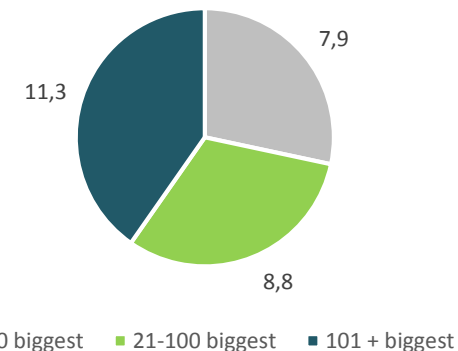
NUMBER OF OWNERS BY INVESTMENT AMOUNT



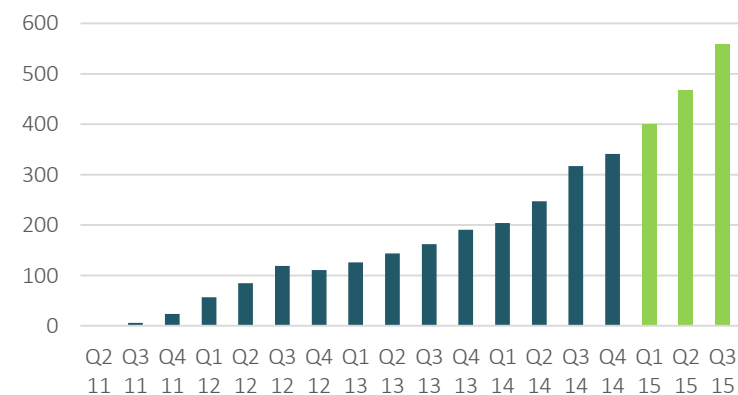
ACCUMULATED INVESTMENTS (EURm)



OWNERSHIP STRUCTURE BY INVESTMENT AMOUNT



DIVIDENDS TO B- AND C-SERIES (EURk)



Group income statement

Q3/2015

EURk, unaudited	Q3/2015	Q1-Q3/2015	Q3/2014	Q1-Q3/2014
Revenues				
Sales	5 002	13 968	3 186	9 066
Interest income	4 308	11 527	2 801	7 429
Other operating income	0	0	0	0
Revenues total	9 310	25 496	5 987	16 495
Operating expenses	-4 616	-13 607	-2 969	-8 686
Depreciation and amortization	-6	-19	-1	-2
EBIT	4 687	11 869	3 018	7 807
Interest and other financial expenses	-1 077	-2 733	-735	-2 082
EBT	3 611	9 136	2 283	5 725
Income taxes	-793	-2 056	-506	-1 158
Profit for the period	2 817	7 080	1 777	4 567

Group balance sheet

Q3/2015

EURk, unaudited	30.9.2015	30.9.2014
Non-current assets	84	17
Current assets		
Long term receivables	383	148
Short term receivables		
Loan receivables	72 998	47 097
Other receivables	816	379
Total short term receivables	73 814	47 475
Cash and cash equivalents	3 255	1 931
Total current assets	77 453	49 555
Total assets	77 536	49 571
Equity		
Share capital	15	15
Invested non-restricted equity	27 954	16 825
Translation difference	-6	-42
Retained earnings	11 303	9 581
Profit for the period	7 080	4 567
Total equity	46 346	30 946
Liabilities		
Long term liabilities		
Interest bearing debt	3 000	0
Short term liabilities		
Interest bearing debt	23 118	14 926
Other liabilities	5 072	3 699
Total short term liabilities	28 190	18 625
Total liabilities	31 190	18 625
Total equity and liabilities	77 536	49 571



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OPR-Vakuus