## TrustBuddy



#### This report is a translation and an abstract.

For the full quarterly report for the period, please refer to the Swedish version.

## Fourth quarter 2012

TrustBuddy International AB (publ.)



## Press release 28 February 2012 Interim report fourth quarter 2012

The Board of TrustBuddy International AB (publ.), listed on NASDAQ OMX First North, leaving the following quarterly report for January-December 2012

## **TrustBuddy International AB Summary January – December 2012**

#### FOURTH QUARTER, OCTOBER - DECEMBER 2012

- » Net revenues amounted to SEK 14,7 (3,3) million
- » Operating earnings before depreciation, EBITDA, amounted to SEK 1,0 (1,8) million
- » Operating earnings, EBIT, amounted to SEK -1,7 (-3,1) million
- » Earnings after tax amounted to SEK -7,9 (-3,1) million
- » Cash flow from operating activities after changes in working capital amounted to SEK -4,9 (-4,6) million

(Figures in brackets refer to the corresponding period last year)

#### THE ENTIRE REPORT PERIOD, JANUARY – DECEMBER 2012

- » Net revenues amounted to SEK 38,4 (6,3) million
- » Operating earnings before depreciation, EBITDA, amounted to SEK 5,7 (-0,4) million
- » Operating earnings, EBIT, amounted to SEK -4,3 (-5,8) million
- » Earnings after tax amounted to SEK -10,4 (-5,9) million
- » Cash flow from operating activities after changes in working capital amounted to SEK 8,7 (-9,8) million

(Figures in brackets refer to the corresponding period last year)

## **TrustBuddy AB**

#### Summary operating subsidiary January – December 2012

The operating activities of TrustBuddy International AB are conducted through it's subsidiary TrustBuddy AB org. No. 556794-5083 from offices in Stockholm. Figures reported below, refers only to the operational activity in TrustBuddy AB.

#### FOURTH QUARTER, OCTOBER - DECEMBER 2012

- » Net revenues amounted to SEK 14,7 (2,9) million
- » Earnings before depreciation, EBITDA, amounted to SEK 2,2 (1,6) million

#### THE ENTIRE REPORT PERIOD, JANUARY – SEPTEMBER 2012

- » Net revenues amounted to SEK 38,4 (6,6) million
- » Earnings before depreciation, EBITDA, amounted to SEK 8,6 (0,8) million

#### **VOLUME AND NUMBER**

- » Total number of loans in the fourth quarter: **25 110 st** (+36,1% compared to the previous quarter)
- » Total amount lent in the fourth quarter: SEK 94,0 million (+26,6% compared to the previous quarter)
- » Total number of loans issued for the entire period January-December: 57 194
- » Total amount lent the entire period, January december: SEK **260,5** million

(Figures in brackets refer to the corresponding period last year)

## TrustBuddy is a meeting point

TrustBuddy is an Internet based meeting point where registered Members in an easy way can borrow money to and from each other.

TrustBuddy allows individuals to lend out money Fast, Easy and Secure.

For lenders, the interest rate is far higher than with traditional saving products. For borrowers, TrustBuddy offer secure conditions and a clear picture of all costs.

TrustBuddy has rapidly taken a leading position in the market for short term loans.(PayDay Loans)

#### **CEO's comments**

As expected, 2012 was a year of strong growth and success for TrustBuddy. The company has during the year adjusted its forecasts upwards on several occasions, yet TrustBuddy delivers figures at year-end that exceed the optimistic estimates.

After the reversal of deferred tax assets and increased investment costs due to a higher growth than predicted in the new markets, EBITDA deviates in a negative way based on previous forecasts.

The good results have strengthened TrustBuddy's position as one of Europe's leading P2P banks. We have launched several new markets and are preparing the launch of additional new markets and products. We have also strengthened our capital organically through healthy profits and through the supply of investment capital from new investors shortly after New Year's 2012.

We see good growth in all active markets. In each new market we have seen an explosive growth during the startup period. For TrustBuddy Denmark, customer growth is significantly faster than in Sweden, Norway and Finland. Danish customers' repayment is as good as in other countries, and we also see that the number of repeat customers increases. TrustBuddy passed the 90.000 customer mark during Q4 2012, and the Scandinavian market is expected to exceed 100,000 customers in Q1 2013. The launch of TrustBuddy in Spain has been a complete success, and we continuously employ staff to meet the increasing demand and growth.

For TrustBuddy's lenders, 2012 also has been a good year. The new country allocation product has been very popular, increasing investor satisfaction rates and increasing the fo-

cus on our investment opportunities. In Q4, the growth in the loan funding was 26,6% compared to the third quarter. This is however not really surprising — with and average interest of 16.1% on invested loan funding, this is one of the best and safest investment allocation one can make. Neither interest bearing accounts or share indexes can beat this over time.

TrustBuddy

2500 SEK

Our shareholders also have good reasons to be happy with their investments in TrustBuddy. The TBDY share closed at SEK 0.43 in 2011, and rose with close to 135% in 2012. Even with this increase, the underlying figures are so strong that when a group of new investors recently acquired an +8% stake in the company (at around SEK 30 million), they had to offer 15% more than the market price to secure their holdings.

We at TrustBuddy are very proud that 2012 ended up being the best year in our history, while we are confident that it will pale in comparison to what we will perform in 2013.

The new year holds several new market launches, continuous strong growth, low losses on the lending portfolio and a high degree of profitability.

We would like to thank all of our shareholders for their faith in us as co-owners of TrustBuddy during 2012, and look forward to an exciting an profitable time together in the future.

Wishing all our shareholders a great 2013,

#### Jens Glasø

CEO, TrustBuddy International AB (publ)

## Contact:



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Internet: http://trustbuddy.com/

http://trustbuddyinternational.com/

TrustBuddy International AB – Interim report Q4, 2012

## **KEY FIGURES**

Data per aktie	12/31/2012	12/31/2011	12/31/2010
Number of shares outstanding	269 386 959	262 738 903	11 647 063
Average number of shares during the period	268 433 130	126 278 992	297 000 120
Average number of shares after dilution	268 433 130	126 278 992	297 000 120
Total number of shares after dilution	269 386 959	262 738 903	11 647 063
Earnings per share before dilution SEK	Neg	Neg	Neg
Earnings per share after dilution, SEK	Neg	Neg	Neg
Equity per share, SEK	0,30 kr	0,35 kr	0,50 kr
Key figures	12/31/2012	12/31/2011	12/31/2010
ROI, %	Neg	Neg	Neg
Solidity, %	83%	92%	26%
The average number of employees	6	1	3
Changes in equity	12/31/2012	12/31/2011	12/31/2010
Opening balance	90 960	5 387	18 257
Shareholders contribution	-	4 405	-
Set-off share issue	233	90 000	-
Net earnings this period	-10 407	-5 853	-14 419
Reversed merger	-	-3 395	-
Exchange differences	5	416	1 549
Employee stock option	42	-	-
Closing balance	80 833	90 960	5 387

## **DEFINITIONS OF KEY FIGURES**

ROI / Return on investment:	Net income, as a percentage of average shareholders' equtiy.
Solidity:	Equtiy as a percentage of total assets
Equity per share:	Equity, in relation to the number of shares at the end of period.
Earnings per share:	Net income in relation to the avarage number of shares
EBITDA:	Earnings before interest, taxes, depreciation and amortization
EBIT:	Earnings Before Interest and Taxes

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## **Operations**

#### SALES AND EARNINGS

#### 1 October - 31 December 2012

Consolidated net sales for the period amounted to SEK 14.7 (3.3) million

Operating profit before depreciation amounted to 1.0 (1.8) million.

Depreciation and amortization is primarily due to goodwill.

Operating profit was SEK -1.7 (-3.1) million. Profit after tax amounted to SEK -7.9 (-3.1) million

Earnings per average share was negative both before and after dilution. Earnings per share at the end of the period was negative.

#### 1 January to 31 December 2012

Consolidated revenues for the period amounted to SEK 38.4 (6.3) million

Operating income before depreciation amounted to 5.7 (-0.4) million. Depreciation and amortization is primarily due to goodwill.

Operating profit was SEK -4.3 (-5.8) million. Profit after tax amounted to SEK -10.4 (-5.9) million

Earnings per average share was negative both before and after dilution. Earnings per share at the end of the period was negative.

Profit after tax amounted to SEK -10.4 (-5.9) million for the financial year 2012. This is mainly due to high amortization and return of deferred tax, and expenses in connection with the application to become a Swedish Credit Market Institution (see Events in the period, 2012-11-21). It has also been added transaction costs in Q4 as reported in income from financial investments.

The company has in connection with the introduction in new markets also had increased costs in deployment work as board and management decided on a more cautious introduction in each market in order to ensure control.

Results for the operating subsidiary for the period 1 October - 31 December was -3.3 (1.3) million for the period January 1 to December 31, earnings amounted to 2.5 (0.1) million.

Net sales for the period 1 October - 31 December amounted to 14.7 (2.9) million for the period January 1 to December 31, net sales amounted to SEK 38.4 (6.6) million.

#### **MARKET OVERVIEW**

The market for short-term funding has in recent years grown considerably and is now a mature market with several serious players. The market growth continued in the segment during the third quarter and TrustBuddy increased its market share.

TrustBuddy see no signs indicating that the Nordic and European market is saturated, leaving plenty of room for continued growth within the existing offering and through new product and service offerings.

Today there are no direct competitors, which operates within a similar IT-based, Peer-to-Peer, P2P platform in the segment of short-term financing. This indicates that in the foreseeable future, there are no serious threats that may interfere with the

Company's expansion and market position.

The market is clearly signalling a continued strong growth and demand on all of TrustBuddy's active geographic markets, Sweden, Norway, Denmark, Finland and after year end Spain.

#### FINANCIAL POSITION AND CASH FLOW

#### 1 October - 31 December

Cash flow for the period from operating activities after changes in working capital amounted to SEK -4,9 (-4,6) million.

#### 1 January – 31 December

Cash flow for the period from operating activities after changes in working capital amounted to SEK 8,7 (-9,8) million.

#### **FINANCING**

The Group has an equity capital of SEK 80 833 274, and an equity ratio of 83%. The company is self-finance off and no interest bearing debt at the delivery of this Report.

TrustBuddy has 269 386 959 shares representing a share capital of SEK 10 573 395. The quota value is SEK 0,039. Each share carries one voting right way voice and all shares have equal rights to dividends and surplus on liquidation.

#### **INVESTMENTS**

#### 1 October - 31 December

Investments during the period amounted to SEK 4,6 (-6,5) million and is essentially development-related.

#### 1 January – 31 December

Investments during the period amounted to SEK 6,2 (-6,5) million and is essentially development-related.

#### **EMPLOYEES**

The average number of employees in the Group at end of period 16 (1).

#### **INCENTIVE PROGRAM**

There is an incentive program directed to key employees. Holders of warrants will be entitled to for each warrant to subscribe for one (1) new share in the Company at a subscription price equal to 140 percent of the average price of the Company shares between 29 May 2012 and 26 June 2012.

Application for subscription of shares can be made during the period from May 1, 2013 to July 1, 2014 and from May 1, 2015 to 1 July 2015.

The number of warrants totaling 8.100.00 pieces and represented initially by one (1) warrant certificates, or multiples thereof, addressed to the holder.

## SIGNIFICANT EVENTS DURING THE REPORTING PERIOD

**28.11.2012** TrustBuddy guiding update: TrustBuddy revenues exceed expectations again

**22.11.2012** TrustBuddy – Opening up for new European launches including Germany

21.11.2012 TrustBuddy to Apply for license to become a Credit Market Institution

## SIGNIFICANT EVENTS AFTER THE REPORT PERIOD

**11.02.2013** TrustBuddy: Investors spend close to SEK 30 million securing stake in TBDY; Board approves new share issue

**18.01.2013** TrustBuddy market update: Details on the TrustBuddy P2P lending platform in Spain

**18.01.2013** TrustBuddy launches in Spain - more than triples its market segment and target group

For more information, please visit: http://trustbuddyinternational.com

#### PARENT COMPANY

#### 1 October – 31 December

The parent company's net sales amounted to SEK 0,4 (0,1) million. Profit after financial items amounted to SEK-0,3 (0,9) million. Shareholders' equity amounted to SEK 92,1 (91,3) million, representing an equity ratio of 98 (94) percent.

#### 1 January – 31 December

The parent company's net sales amounted to SEK0,8 (0,1) million. Profit after financial items amounted to SEK -1,9 (-16,2) million.

TrustBuddy International AB (publ) has its main task is to provide management functions to its subsidiarys. There is also the parent company functions that are directly related to the parent company as a publicly listed company, including investor relations, contact with the Nasdaq OMX, Euroclear, certified adviser, etc.

#### PRINCIPLES OF REPORTING

This report has been prepared in accordance with the law of Annual reporting Chapter 9, and RR 20 interim reporting. The same accounting and valuation policies were applied as in the most recent annual report delivered

#### **SEGMENT REPORTING**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. As of today, there is no separate reporting from the different countries, which could be considered during the next financial year.

#### **ESTIMATES**

In order to prepare the financial statements, the board and senior management make estimates and assumptions that affect the company's earnings and financial position and other information disclosed. Estimates and judgments are continually evaluated and based on historical experience and other factors, including expectations of future events that are expected to be reasonable under the circumstances. Actual results may differ from estimates. The areas where estimates and assumptions could pose significant risk to adjustments in reported values for the results and financial position in future reporting periods are primarily evaluated on; market conditions, the useful life of the Group's intangible assets, impairment testing for goodwill, the valuation of non-capitalized deferred tax assets, valuation of accounts receivable.

#### **RISKS AND UNCERTAINTIES**

TrustBuddy has chosen to turn towards a market based on low risk and high-volume and thus has created its own niche. Access to capital, like the influx of new customers are uncertainties. With Internet marketing success as well as professional providers of lenders, however, seems that uncertainty be minimized.

#### TRANSACTIONS WITH RELATED PARTIES

No transactions with related parties occurred during the fourth quarter.

#### TVISTER OCH RÄTTSLIGA PROCESSER

Inga tvister eller rättsliga processer har förekommit under fjärde kvartalet.

#### **OUTLOOK FOR 2013**

TrustBuddy is the market leader P2P, Peer-to-Peer, lending in the Nordic countries. During the fourth quarter TrustBuddy continued to take market shares in all active markets. Efforts to expand the new markets in Finland, Denmark and now also Spain, have continued with great success and the outlook for the upcoming period remain positive.

In the second quarter TrustBuddy launched the opportunity for investors to allocate their resources to different countries. This was received positively by the market and has in the fourth quarter, resulted in an even greater interest in TrustBuddys savings product. During the period, the increase in borrowed capital was 26,6 percent.

TrustBuddy's assessment is that the trend in the Nordic market for P2P lending continues to grow during 2013.

TrustBuddy differentiates itself from all competitors in the active markets and internationally by offering short-term loans through a P2P IT platform. TrustBuddy's concept has proved successful and has created a strong and trusted brand and a significant customer base of loyal customers.

In 2013, TrustBuddy will increase its market share and strengthen

its position as a leading player for short-term financing on the active market and remain the only P2P operator in the Nordic region providing a short-term financing product.

The focus will be on further streamlining the service and continue to increase the company's lead in this segment. In the recently established Spanish market, TrustBuddy will use the same cautious launch strategy as used previously on the successful markets in Denmark and Finland. TrustBuddy will initially be restrictive and review the local results carefully before a more normal pace of marketing takes place.

#### **CERTFIED ADVISER**

Mangold Fondkommision AB.

http://www.mangold.se

Mangold Fondkommision AB Engelbrektsplan 2 114 34 Stockholm

Tel: 08-503 01 550

#### **AUDIT**

This report has been cursorily reviewed by the auditors

#### TRUSTBUDDY IN SHORT

TrustBuddy is a credit intermediary in the market for short-term financing. The company offers individuals to borrow and lend money among each other, so-called Peer-to-peer lending or P2P. TrustBuddy is Scandinavia's first and largest P2P operator, operating in markets in Sweden, Norway, Denmark, Finland and Spain.

The business is exclusively conducted through TrustBuddy's proprietary website, in which all customers become members by registering an account, and specify whether they want to borrow or lend money. The loan agreements are established between private citizens, while all administration concerning the loans managed by TrustBuddy.

A member of TrustBuddy offers a safe and easy way to both borrow and lend money to the clearly defined costs and benefits.

Those members who register must, as a safeguard for all parties, have their identity authenticated through BankID before the account can be activated. In connection with the registration, and operating in regular time intervals, control is performed by the member to verify and ensure creditworthiness.

The security measures required to get the safest service possible for both lenders and borrowers.

Saving in a TrustBuddy account s as easy as in a bank and a loan application is both secure and easy.

Operations are conducted through its subsidiary TrustBuddy AB org. No. 556794-5083 from office in Stockholm.

The group's parent TrustBuddy International (publ), reg. No. 556510-9583, which is listed on NASDAQ OMX First North.

#### **MARKET LISTING**

The company's shares are listed on NASDAQ OMX First North. Highest price paid at 28 December was 1,01 SEK.

#### REPORT FROM THE BOARD AND CEO

This report is a translation and an abstract.

For the full quarterly report for the period, please refer to the Swedish version.

Stockholm 28 February 2013

Mr. Eivind Jørundland, Board Chairman

Mr. Rune Glasø, Board Member

Mr. Linus L. Lönnroth, Board Member

Mr. Trond R. Ramslie, Board Member

Mr. Alf Erik Skuland, Board Member

Mr. Jens B. Glasø, Board Member and CEO

Questions regarding this report will be answered by:

Jens B. Glasø, CEO TrustBuddy International AB (publ) jens@trustbuddy.com

Phone:+46(0) 8 562 59 600/+47 40404750



#### FORTHCOMING FINANCIAL INFORMATION

The Annual Report will be published on 3 April 2013 and will be available on the Company's website. For the fiscal year 2012, the Board proposes that no dividend be paid

2013-04-17 Annual General Meeting 2013

2013-05-30 Qarterly report Q1

2013-08-29 Quarterly report Q2

All reports are available after publishing on the website: http://trustbuddyinternational.com

## **Result from group**

Amount in KSEK	2012 3 MONTHS OCT - DEC	2011 3 MONTHS OCT - DEC	2012 12 MONTHS JAN - DEC	2011 12 MONTHS JAN-DEC
Net revenue	14 732	3 332	38 384	6 268
Other operating income	33	66	250	66
	14 765	3 398	38 634	6 334
Operating costs				
Direct costs	-4 887	-	-11 601	-
Other external costs	-6 642	-1 404	-17 914	-6 299
Staff costs	-2 286	-175	-3 383	-343
Depreciation and impairment of intangible costs	-2 612	-4 876	-10 040	-5 342
Other operating costs	-	2	-	-141
Total operating costs	-16 427	-6 453	-42 938	-12 125
Operating profit/loss	-1 662	-3 055	-4 304	-5 791
Result from share group	-	-116	-	-116
Result from receivables fixed assets	-2 715	-	-2 715	-
Other interest receivable and similar incomes	77	30	253	54
Interest payable and similar charges	-4	14	-8	-
Total result from financial investment	-2 642	-72	-2 470	-62
Result after financial posts	-4 304	-3 127	-6 774	-5 853
Tax on result	-3 633	-	-3 633	
Result of the period	-7 937	-3 127	-10 407	-5 853

## **Balance** group

Amount in KSEK	12/31/2012	12/31/2011
ASSETS		
Fixed Assets		
Intangible Assets		
Balanced expenses research and dev.	8 282	3 294
Goodwill	75 697	84 610
Financial Assets		
Deferred tax receivable	-	3 009
Other long term assets	42	
Total Fixed Assets	84 021	90 913
Current Assets		
Short-term receivables		
Accounts receivables	3 410	-
Other current receivables	1 049	2 501
Prepayments and accrued income	3 806	3 598
Cash and cash equivalents	4 732	1 955
Total current assets	12 997	8 054
Total Assets	97 018	98 967
Balance group, continue.		
Amount i KSEK	12/31/2012	12/31/2011
EQUITY AND LIABILITIES		
Equity		
Restricted equity		
Share capital	10 573	10 312
Restricted reserves	483	-
	11 056	10 312
Non-restricted equity		
Non-restricted equity	80 184	86 501
Net profit for the period	-10 407	-5 853
	69 777	80 648
Total Equity	80 833	90 960
Provisions		
Deferred tax	136	
Total provisions	136	-
Short-term liabilities		
Bank overdraft	43	-
Accounts payables	2 296	1 106
Tax liability	480	-
Other current liabilities	7 322	5 711
Accruals and Deferred income	5 908	1 190
Total short-term liabilities  Total equity and liabilities	16 049 97 018	8 007 98 967

<sup>\* 4,302</sup> thousand relates to client funds



## Cash flow from group

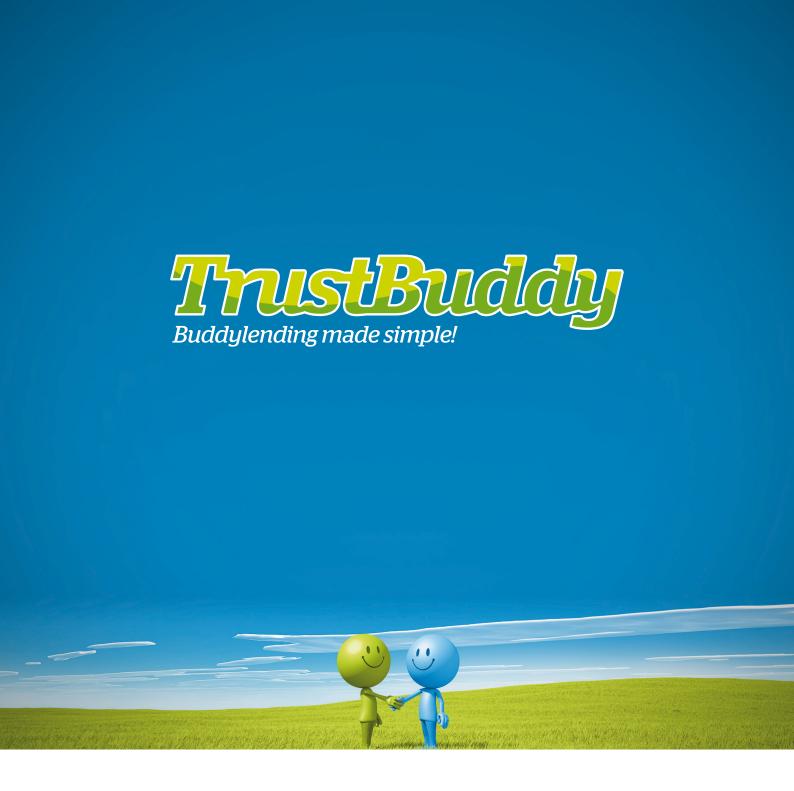
Amount in KSEK	2012 3 MONTHS OCT - DEC	2011 3 MONTHS OCT - DEC	2012 12 MONTHS JAN - DEC	2011 12 MONTHS JAN-DEC
Operating activities				
Operating profit before financial items	-1 662	-3 055	-4 304	-5 791
Paid interest	-4	14	-8	-
Received interest	77	30	253	54
Paid tax	-9	-	-9	-
Adjustment for items not included in the result	-97	7 765	7 331	8 667
Cash flow from operating activities before changes in working capital	-1 695	4 754	3 263	2 930
Increase/decrease in accounts receivables	-3 410	-	-3 410	-
Increase/decrease in current receivables	7 047	989	1 244	-5 021
Increase/decrease in current liabilities	-6 835	-10 338	7 562	-7 750
Cash flow from operating activities	-4 893	-4 595	8 659	-9 841
Investing activities				
Changes in long-term receivables	-	7 548	-42	7 548
Capitalized expenditure	-4 581	-1 016	-6 115	-1 016
Cash flow from investing activities	-4 581	6 532	-6 157	6 532
Financial activities				
Shareholder Contribution	-	-	-	4 405
New share issue	-	-	233	-
Employee stock option	42	-	42	-
Cash flow from financial activities	42	-	275	4 405
Cash flow for the period	-9 432	1 937	2 777	1 096
Exchange difference in cash equivalents	-	-213	-	416
Cash and cash equivalents, beginning of period	14 164	231	1 955	443
Cash and cash equivalents, beginning end of period	4 732	1 955	4 732	1 955

## Result from parent company

Amount i KSEK	2012 3 MONTHS OCT - DEC	2011 3 MONTHS OCT - DEC	2012 12 MONTHS JAN - DEC	2011 12 MONTHS JAN-DEC
Net revenue	375	81	823	81
Other operating income	-	-	7	-
	375	81	830	81
Operating costs				
Other external costs	-616	-1 004	-2 706	-1 238
Depreciation and impairment of intangible costs	-	-	-	-1
Other operating costs	-6	-	-	-141
Total operating costs	-622	-1 004	-2 706	-1 380
Operating profit/loss	-247	-923	-1 876	-1 299
Result from share group	-	-	-	-14 875
Other interest receivable and similar incomes	-	1	1	48
Interest payable and similar charges	-3	-1	-3	-24
Total result from financial investment	-3	0	-2	-14 851
Result after financial posts	-250	-923	-1 878	-16 150
Tax on result	-1 587	-	-1 587	-
Result of the period	-1 837	-923	-3 465	-16 150

## **Balance** parent company

Amount i KSEK	12/31/2012	12/31/2011
ASSETS		
Financial Assets		
Shares in group company	92 392	92 000
Deferred tax receivable	-	3 009
Total Fixed Assets	92 392	95 009
Current Assets		
Short-term receivables		
Receivables gruop	941	-
Other current receivables	758	1 001
Prepayments and accrued income	135	846
Cash and cash equivalents	18	344
Total current assets	1 852	2 191
Total Assets	94 244	97 200
Balance parent company, continues		
Amount in KSEK	12/31/2012	12/31/2011
EQUITY AND LIABILITIES		
Equity		
Restricted equity		
Share capital	10 573	10 312
Restricted reserves	10 013	10 013
	20 586	20 325
Non-restricted equity		
Non-restricted equity	-61 274	-49 149
Share premium reserve	136 283	136 311
Net profit for the period	-3 465	-16 150
	71 544	71 012
Total Equity	92 130	91 337
Short-term liabilities		
Accounts payables	1 116	619
Short-term liability group	-	1 915
Other current liabilities	922	2 691
Accruals and Deferred income	76	638
Total short-term liabilities	2 114	5 863
Total equity and liabilities	94 244	97 200



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