

Q1 2024
EARNINGS



BUILD YOUR LEGACY



SAFE HARBOUR STATEMENT



Forward-Looking Statements: This presentation contains forward-looking statements or forward looking information that relate to the Company's current expectations and views of future events. In some cases, these forward-looking statements or forward-looking information can be identified by words or phrases such as "may", "might", "will", "expect", "anticipate", "estimate", "intend", "plan", "indicate", "seek", "believe", "predict" or "likely", or the negative of these terms, or other similar expressions intended to identify forward-looking statements. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, among other things, statements relating to the Company's expectations regarding its revenue (including loan interest), expenses and operations, key performance indicators, provision for loan losses (net of recoveries), delinquencies ratios, anticipated cash needs and the need for additional financing, funding costs, ability to extend or refinance any outstanding amounts under the Company's credit facilities, ability to protect, maintain and enforce its intellectual property, plans for and timing of expansion of its products and services, future growth plans, ability to attract new members and develop and maintain existing members, ability to attract and retain personnel, expectations with respect to advancement of its product offering, competitive position and the regulatory environment in which the Company operates, anticipated trends and challenges in the Company's business and the markets in which it operates, third-party claims of infringement or violation of, or other conflicts with, intellectual property rights, the resolution of any legal matters, and the acceptance by consumers and the marketplace of new technologies and solutions.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect, and we cannot assure that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, any investors or users of this document should not place undue reliance on these forward-looking statements.

Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors that are discussed in greater detail in the "Risk Factors" section of the Company's current annual information form for the year ended December 31, 2023, available at www.sedar.com and at www.sec.gov, which risk factors are incorporated herein by reference, including but not limited to risks related to: our history of losses and our recent, rapid growth; our negative operating cash flow; disruptions in the credit markets may affect our ability to access additional capital through issuances of equity and debt securities; our new products and platform enhances do not achieve sufficient market acceptance; changes in the regulatory environment or in the way regulations are interpreted; security breaches of members' confidential information; changes in economic conditions may increase member default rates; material changes to the interest rate charged to our members and paid to our lenders; the concentration of our debt funding sources and our ability to access additional capital from those sources; the early payment triggers and covenants under our credit facilities; factors affecting the development, acceptance and widespread use of cryptocurrency; the loss of banking and/or insurance services as a result of our cryptocurrency-related services; the price of our publicly traded securities becoming subject to wide price swings since the value of cryptocurrencies may be subject to pricing risk and wide swings in value; collection, processing, storage, use and disclosure of personal data and its related privacy considerations; protecting our intellectual property rights; claims by third parties for alleged infringement of their intellectual property rights; the use of open source software and any failure to comply with the terms of open source licenses; serious errors or defects in our software and cybersecurity risks; the adequacy of our allowance for loan losses; the reliability of our credit scoring model; access to reliable third party data; our risk management efforts; our operating risk and insurance coverage; our levels of indebtedness; our efforts to expand our market reach and product portfolio; our marketing efforts and ability to increase brand awareness; member complaints and negative publicity; misconduct and/or errors by our employees and third party service providers; our ability to collect payment and service the products we make available to our members; our reliance on data centers to deliver our services and any disruption thereof; competition in our industry; the reliability of information provided by members; our reliance on key personnel; competition for employees; preserving our corporate culture; risks related to litigation; earthquakes, fire, power outages, flood, and other catastrophic events, and interruption by man-made problems such as terrorism; volatility in the market price for our publicly traded securities; future sales of our securities by existing shareholders causing the market price for our publicly traded securities to fall; no cash dividends for the foreseeable future; our trading price and volume declining if analysts publish inaccurate or unfavourable research about us or our business; risks related to operating in the cryptocurrency industry. Although the forward-looking statements contained in this presentation are based upon what our management believes are reasonable assumptions, these risks, uncertainties, assumptions and other factors could cause our actual results, performance, achievements and experience to differ materially from our expectations, future results, performances or achievements expressed or implied by the forward-looking statements.

The forward-looking statements made in this presentation relate only to events or information as of the date of this presentation and are expressly qualified in their entirety by this cautionary statement. Except as required by law, we do not assume any obligation to update or revise any of these forward-looking statements to reflect events or circumstances after the date of this presentation, including the occurrence of unanticipated events.

An investor should read this presentation with the understanding that our actual future results may be materially different from what we expect.

This presentation may contain Future Oriented Financial Information ("FOFI") within the meaning of applicable securities laws. The FOFI has been prepared by our management to provide an outlook of our activities and results and may not be appropriate for other purposes. The FOFI has been prepared based on a number of assumptions including the assumptions discussed under the heading "Forward-Looking Statements". The actual results of our operations and the resulting financial results may vary from the amounts set forth herein, and such variation may be material. Our management believes that the FOFI has been prepared on a reasonable basis, reflecting management's best estimates and judgments.

This presentation should be read together with our financial statements for the financial quarter ended March 31, 2024 and the notes thereto as well as our management's discussion and analysis for the financial quarter ended March 31, 2024, all of which are available at www.SEDAR.com and www.sec.gov.

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All figures are expressed in Canadian \$'s.

ONE OF CANADA'S LEADING FINTECHS - Q1 2024 HIGHLIGHTS



Canadian Members

2M+

Payment Volume Q1
Run rate³

~\$10.2B

AUM

~\$400M

Cash & Investments¹

~\$53M

Q1 Revenue

\$17.9M

2nd consecutive quarter of
sequential growth

MOGO

TSX: MOGO

NASDAQ:MOGO

Q1 Adjusted EBITDA²

\$1.0M

Shares Outstanding

~24.5M

Repurchased ~5% shares³

Crypto Investments

 WonderFi  GEMINI  TETRA  NFT TRADER

~\$29.6M

Insider Ownership

~15%

¹Includes cash, value of investment in TSX:WNDR and other investments as at March 31, 2024. ²Adjusted EBITDA is a non-IFRS measure, refer to the appendix for a reconciliation. Includes repurchases completed between Q2 2022 and Q1 2024 and based on shares outstanding as at March 31, 2024. ³Annual run rate based on Q1 2024 volume.

THREE PILLARS



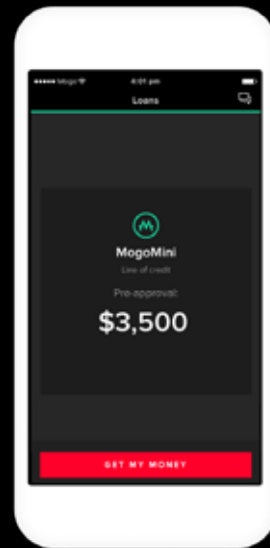
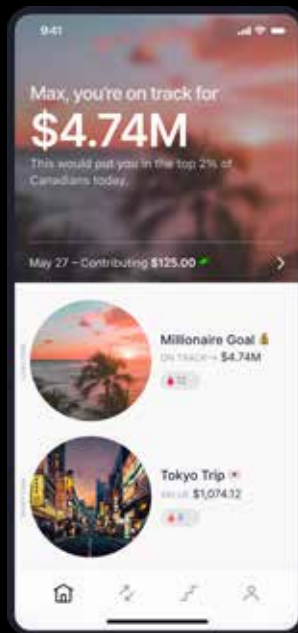
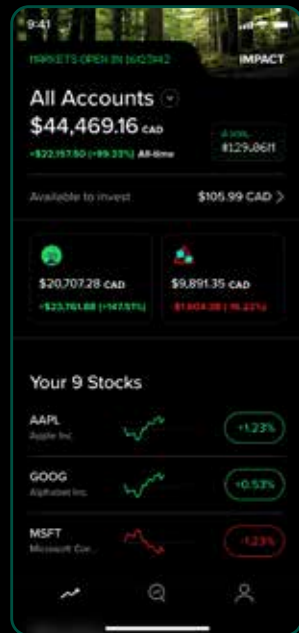
WEALTH

& SHORT TERM CASH

Mogo

Moka

MogoMoney



~2M
Members

PAYMENTS

CARTA
WORLDWIDE

~\$10.2B
Payments
Volume¹

CRYPTO

 **WonderFi**

~ \$13% Ownership of TSX:WNDR

 GEMINI

 TETRA

 FRNT

 NFT TRADER

+

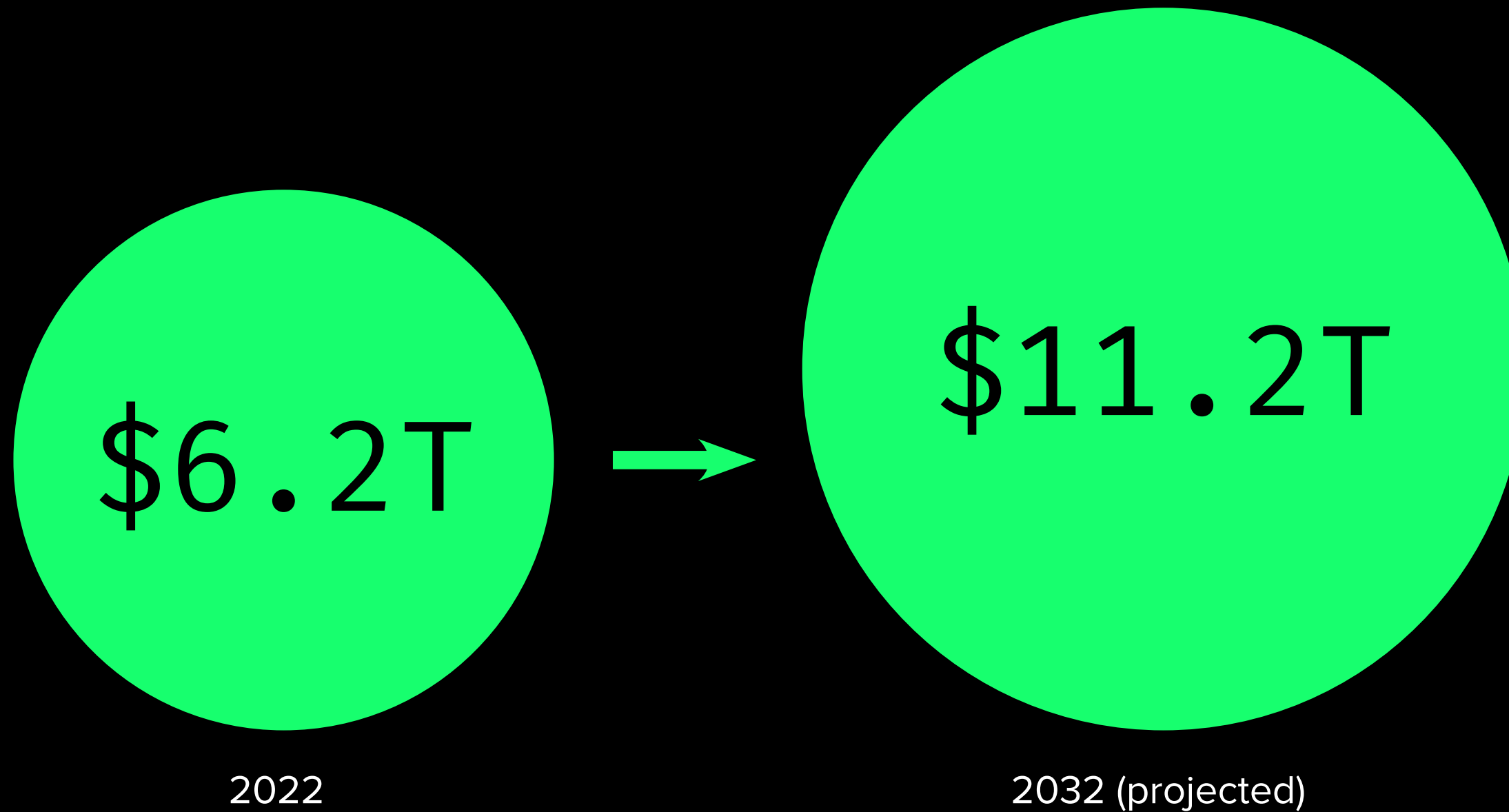
BITCOIN

~\$29.6M
Investment
Portfolio

¹Annual run rate based on Q1 2024 volume.



Canada's Household Financial Wealth (Investable Assets)



THE PROBLEM



“They (Wall Street) make a lot more money when people are gambling than when they are investing.”

– Warren Buffett

The solution

The problem

Annual return	Amount
20%	\$273M
19%	\$179M
18%	\$117M
17%	\$77M
16%	\$50M
15%	\$32M
14%	\$21M
13%	\$13.5M
12%	\$8.6M
11%	\$5.5M
10%	\$3.5M
4%	\$213k

BUFFETT \$273M

S&P500 \$3.5M

AVERAGE \$213k

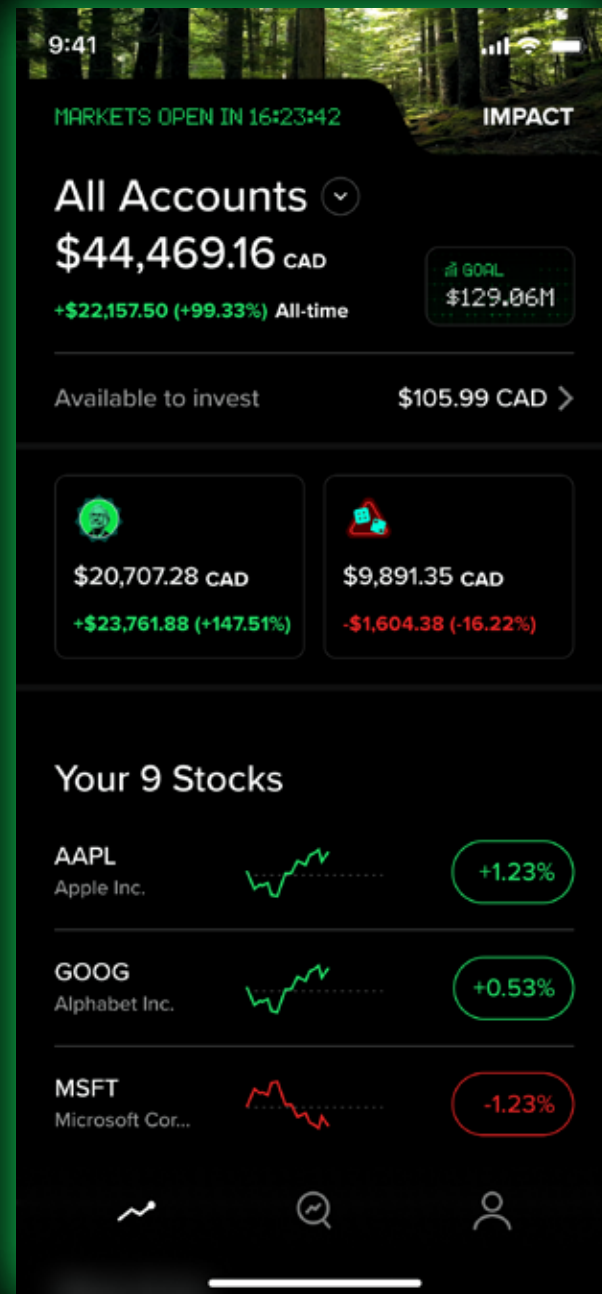
\$30K INVESTED NOW

IN 50 YEARS



“The most important quality for an investor is temperament, not intellect.”

– Warren Buffett

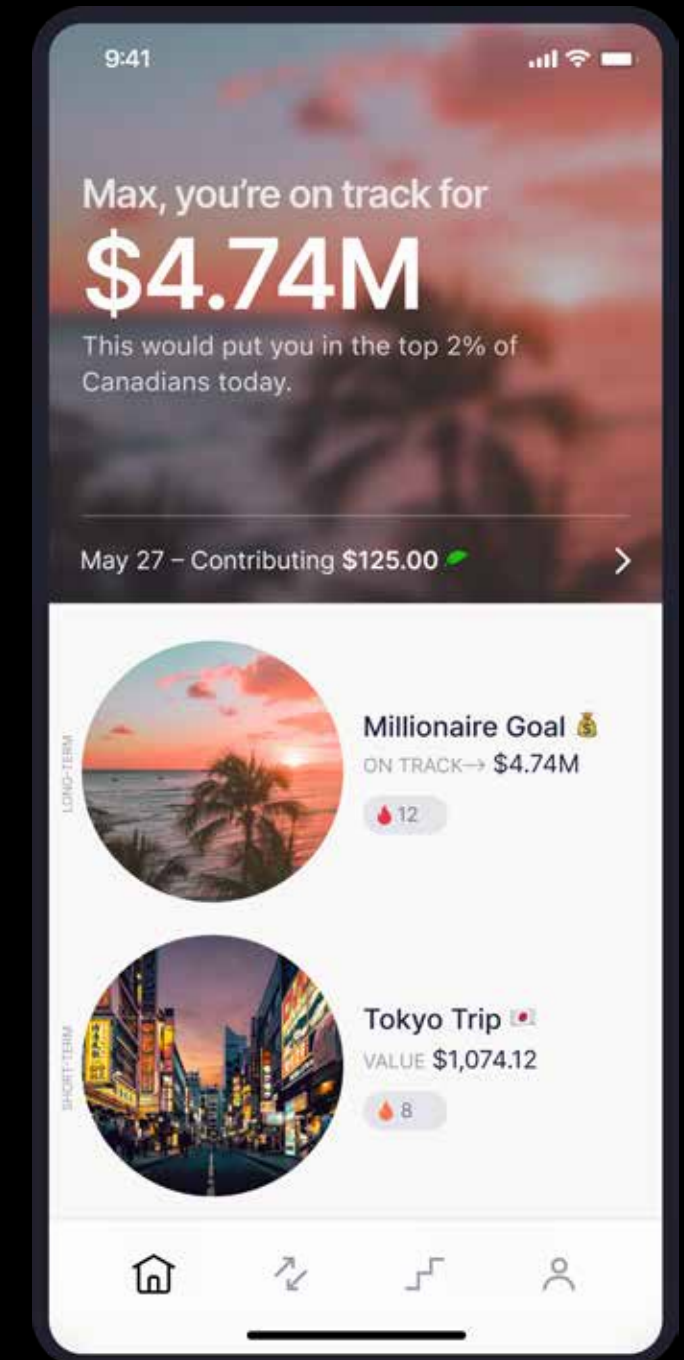


MOGO X Moka

Self-directed

Managed

A wealth platform leveraging behavioural science to help you achieve higher wealth and higher impact.





“The stock market is a device for transferring money from the impatient to the patient.”

– Warren Buffett

Moka is your copilot to help you outperform over 90% of professional money managers.



Behavioral science



S&P 500 proven track record

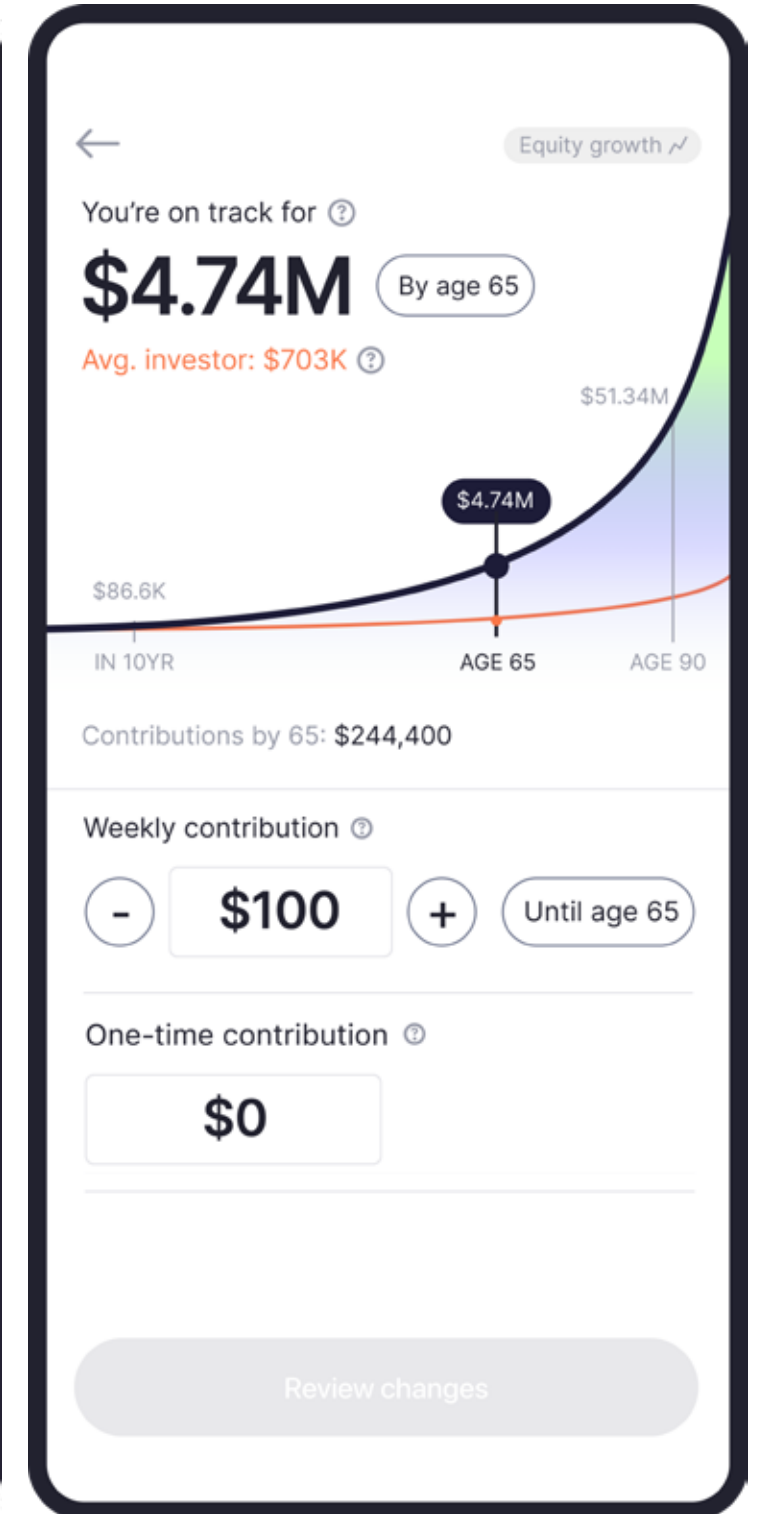
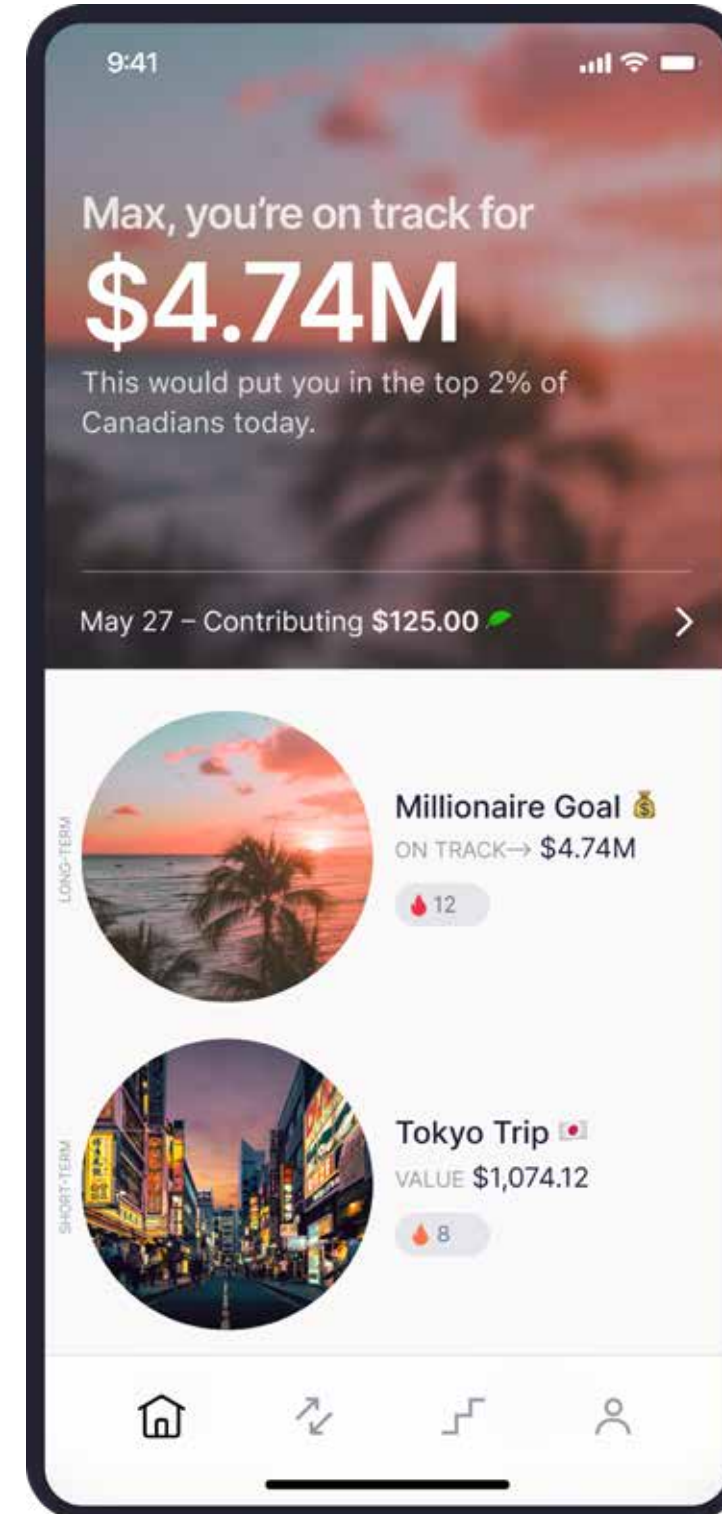


Positive impact



Unique subscription model

Subscription: \$15/month



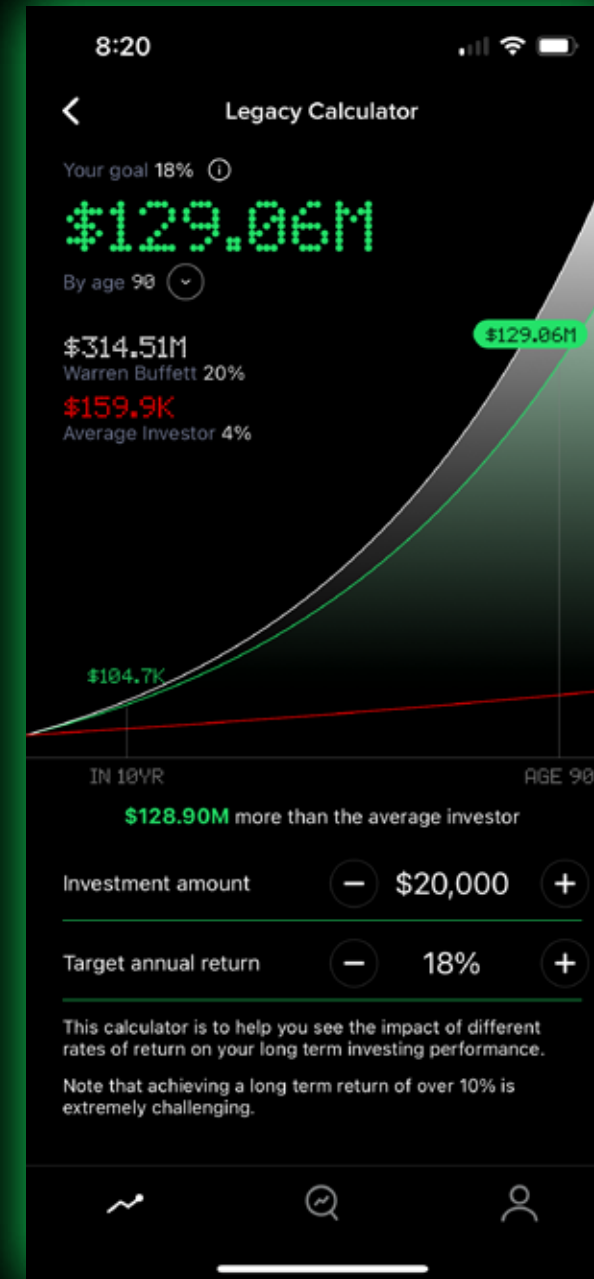
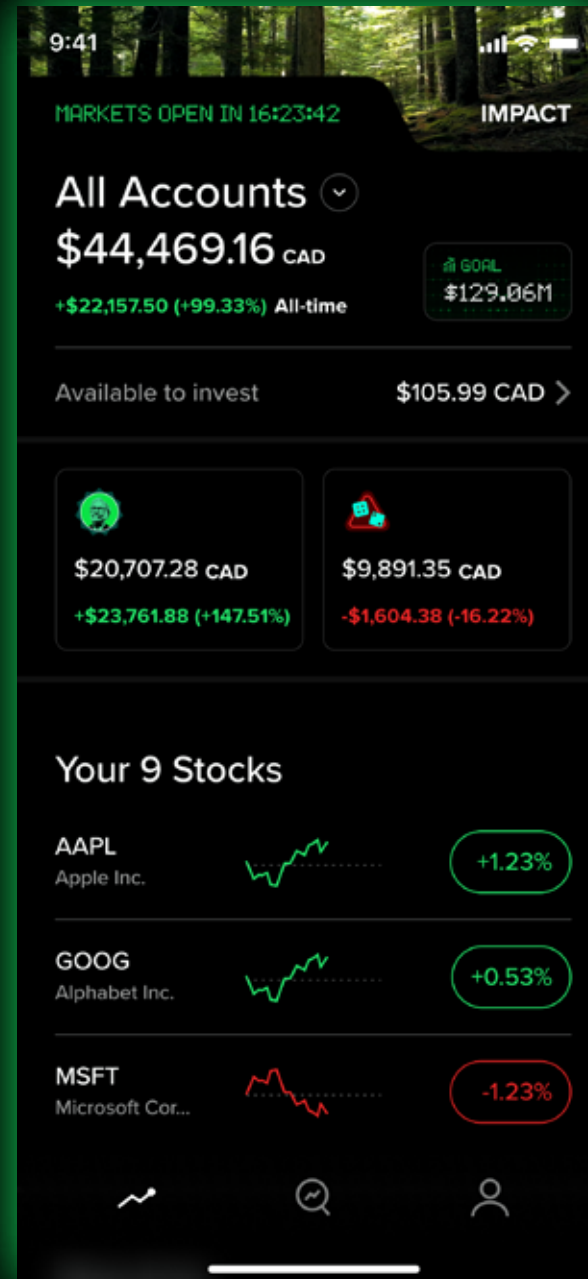


“All intelligent investing is value investing.”
– Charlie Munger



Buffett Mode is based on legendary value investor Warren Buffett and unlike other self directed investing apps, our focus is solely on helping you improve your returns.

Subscription: \$15/month



9:41

Rule No.1: Never lose money.
Rule No.2: Never forget rule No.1.

WARREN BUFFETT

Is XYZ undervalued?

“If you buy things for far below what they are worth, and by a group of them, you basically don't lose money.” Warren Buffett

I am buying this company for far below what it is worth. (margin of safety)

I'm not sure about the value of this company, but I want to proceed anyway. (I'm gambling)

Continue

Back and do my research



CARTA WORLDWIDE

PAYMENT TRANSACTION VOLUME

QUARTERLY
PAYMENTS
VOLUME UP 18%
YR/YR



KEY CLIENTS

pluxee

allpay

 **HyperJar**

TAM

~\$2.5T

Global Payments Market



- Direct to consumer
- OTC
- Payments

Mogo
Ownership
~87M
Shares
TSX:WNDR

Mogo is the largest shareholder in leading Canadian crypto exchange, WonderFi (TSXV: WNDR).

WonderFi's businesses includes Coinsquare, the only fully regulated crypto exchange in Canada, and SmartPay, a fast growing crypto payments platform.

Assets Under Custody¹

~\$1.6B

Cash & Digital Assets¹

~\$52.5M

Q1 2024 Trading Volume¹

~\$1.1B

¹As of March 31, 2024 as disclosed in WonderFi's press release issued May 8, 2024.



FINANCIALS

RESUMING GROWTH IN CORE MOGO BUSINESS



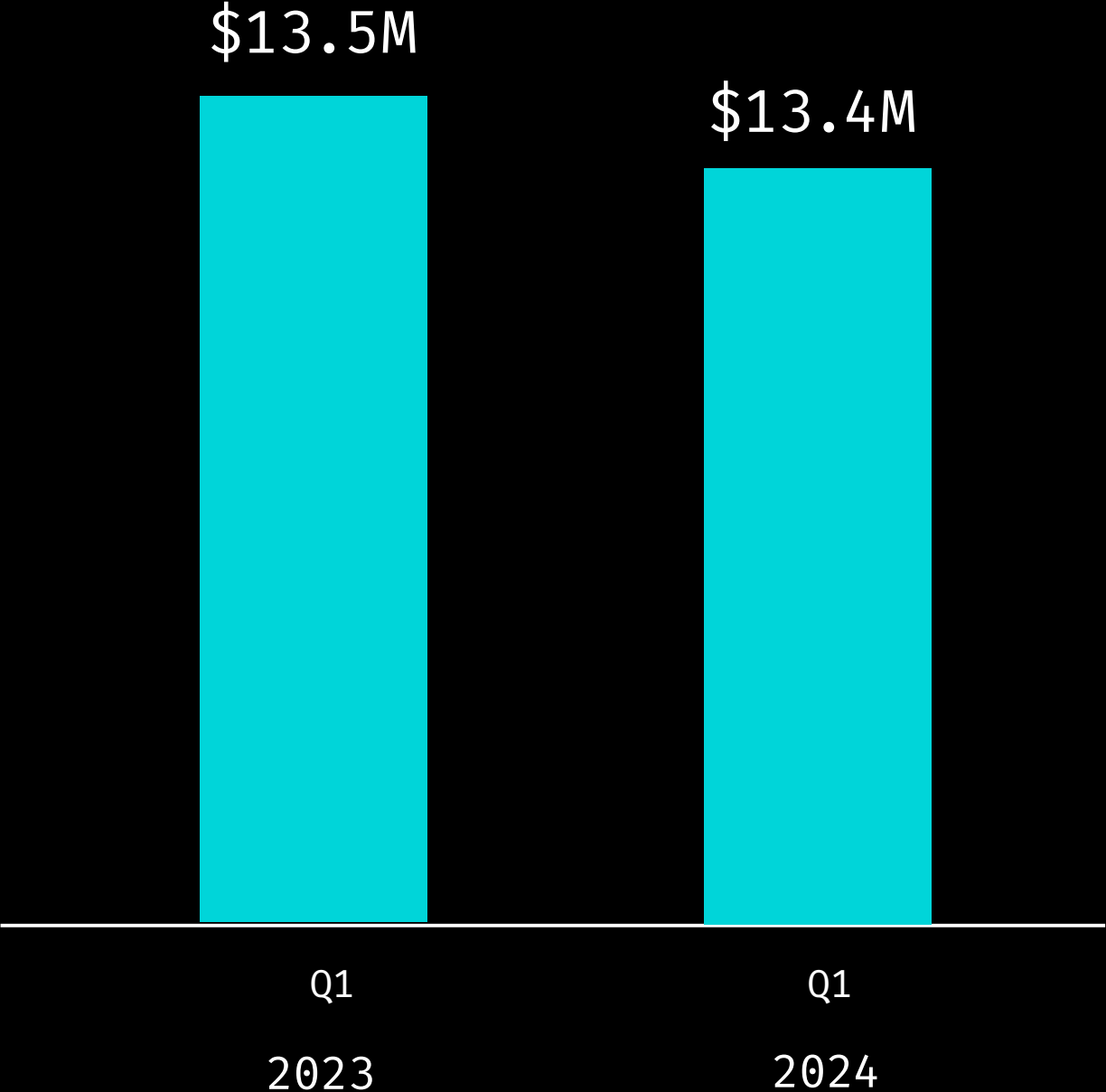
QUARTERLY
REVENUE



% SEQUENTIAL CHANGE	- 7.4%	4.5%
% YEAR / YEAR CHANGE	- 8.0%	12.9%



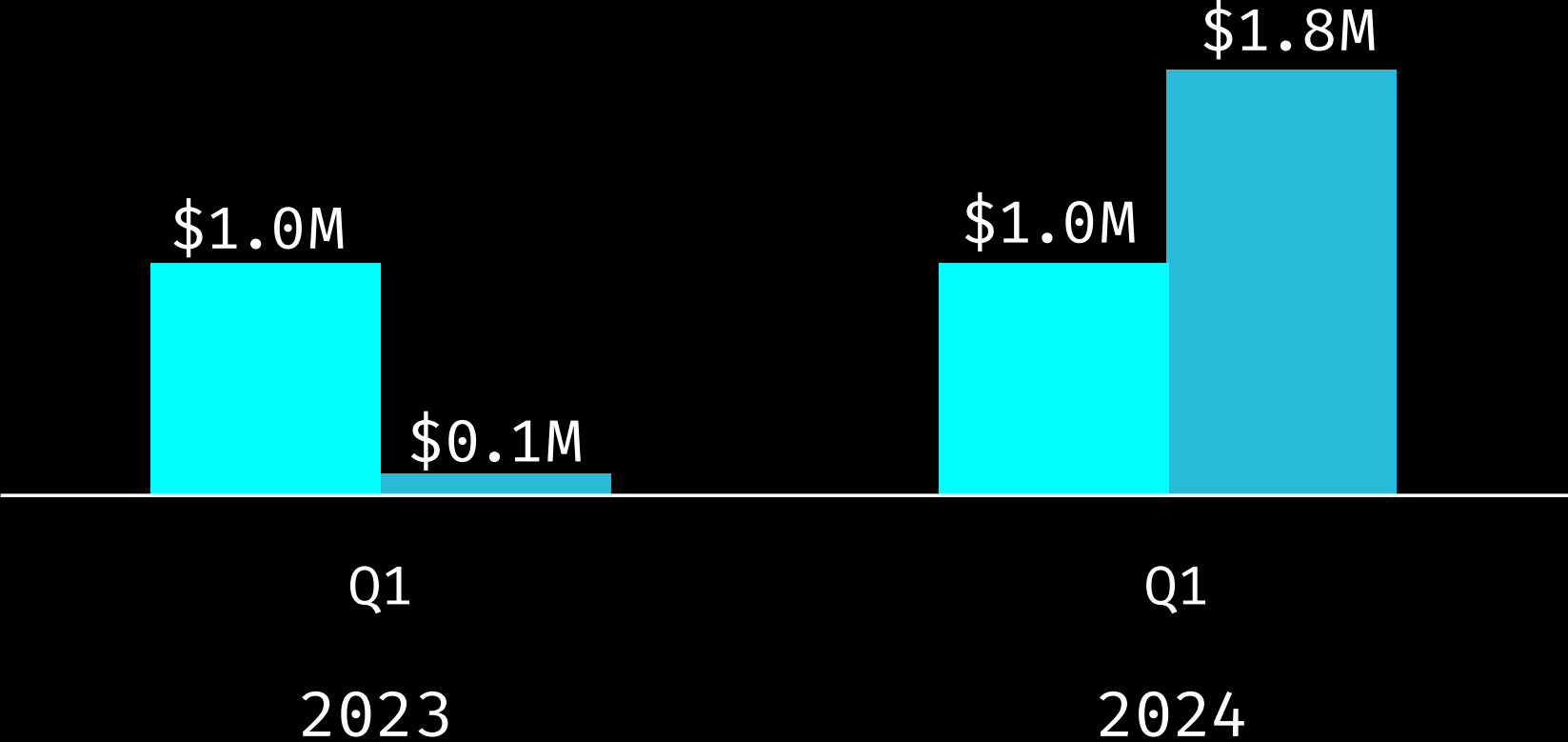
QUARTERLY
OPEX



RESULTING IN STRONG GROWTH IN ADJUSTED EBITDA & CASH FLOW¹



■ ADJUSTED EBITDA
■ ADJUSTED CASH FLOW FROM OPERATIONS



ADJUSTED NET LOSS	2023	2024
	\$(3.9)M	\$(4.0)M

¹Adjusted EBITDA, Cash flow from ops before investment in gross loans receivables and Adjusted net loss are non-IFRS measures, refer the the appendix for a reconciliation.

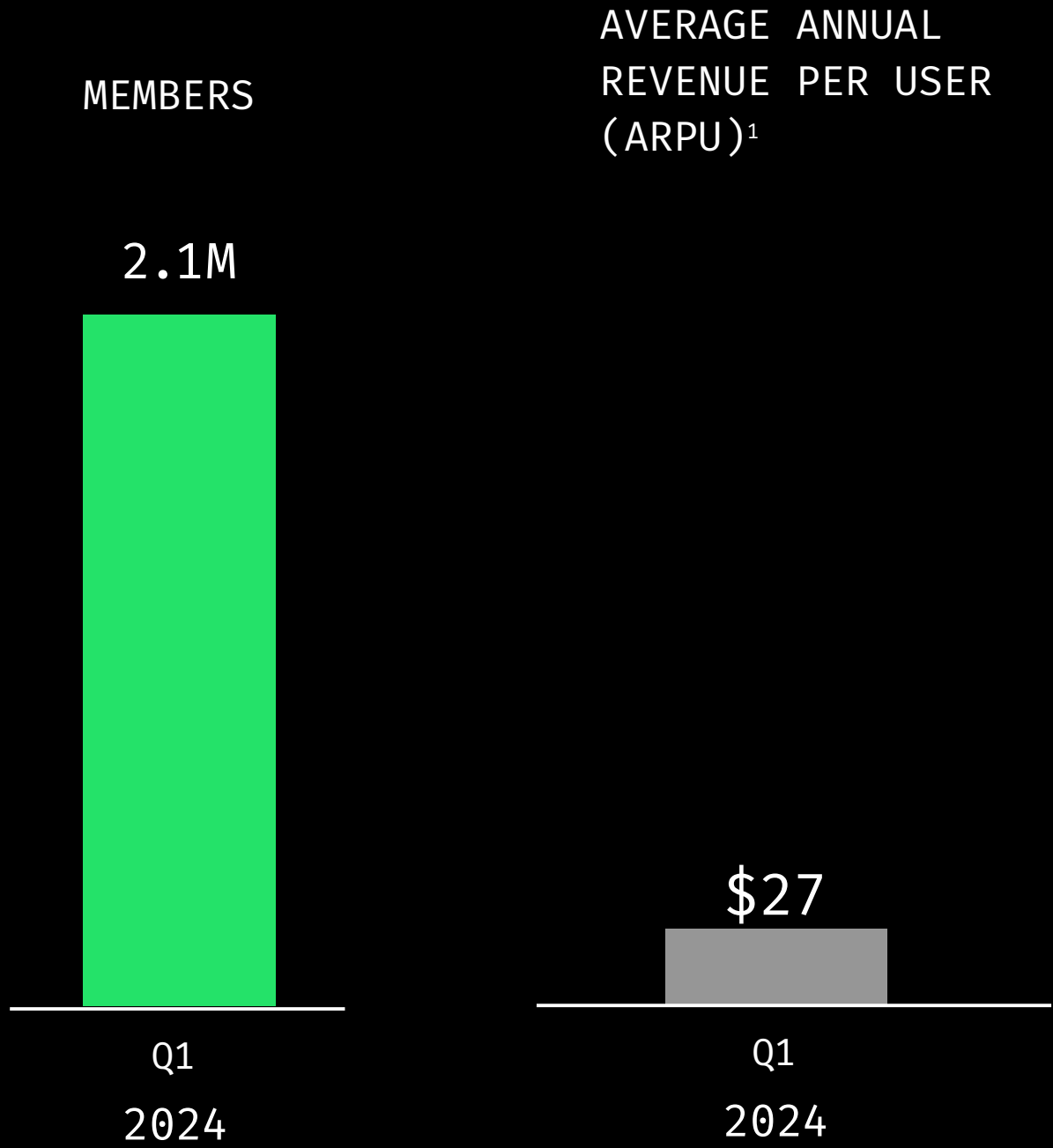
WEALTH APPS SIGNIFICANTLY EXPAND AND INCREASE MEMBER MONETIZATION OPPORTUNITY



¹Annual revenue opportunity assuming a Mogo Wealth user has a subscription for \$15 per month for each of Moka and Mogo.



SCALE IN MEMBER BASE AND NEW PRODUCTS PROVIDE SIGNIFICANT OPPORTUNITY FOR INCREASED MONETIZATION



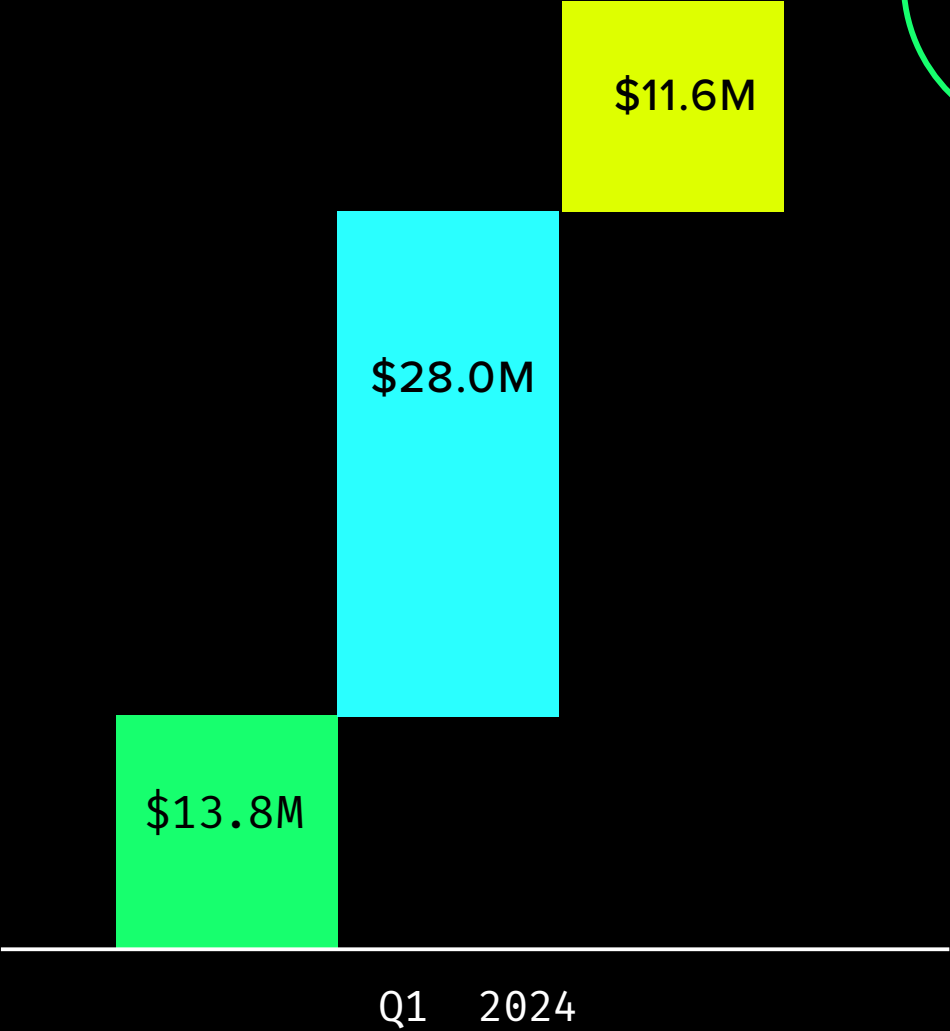
¹Represents average revenue across our member base and specifically consumer revenue in Canada which excludes Carta payments revenue and other non-consumer driven revenue.

STRONG BALANCE SHEET WITH SIGNIFICANT MONETIZATION OPPORTUNITIES



CASH, MARKETABLE SECURITIES & INVESTMENTS

\$53M+



CASH & RESTRICTED CASH MARKETABLE SECURITIES INVESTMENT PORTFOLIO¹

CRYPTO RELATED INVESTMENTS



BITCOIN

¹Mogo reviews its portfolio every quarter for impairment and any changes are reflected in the valuations.



APPENDIX

RECONCILIATION: ADJUSTED EBITDA



(in \$000s)	Q1 2023	Q1 2024
Net income (loss) before tax	(7,051)	(3,695)
Depreciation and amortization	2,373	2,376
Stock-based compensation	293	561
Interest - Funding (incl. D.C Amortization)	1,454	1,656
Debenture Interest expense	778	806
Accretion related to debentures and convertible debentures	272	178
Share of loss (gain) from associate	3,178	-
Revaluation (gains) and losses, net	(1,253)	(1,088)
Impairment expenses	-	-
Goodwill Impairment	-	-
Other non-operating expenses	975	254
Adjusted EBITDA	1,019	1,048

RECONCILIATION: ADJUSTED NET LOSS



(in \$000s)	Q1 2023	Q1 2024
Net income (loss) before tax	(7,051)	(3,695)
Stock-based compensation	293	561
Share of loss in investment accounted for using the equity method	3,178	-
Revaluation (gains) and losses	(1,253)	(1,088)
Impairment Expenses	-	-
Goodwill Impairment	-	-
Other non-operating expenses	975	254
Adjusted net loss	(3,858)	(3,968)

RECONCILIATION: CASH FLOW FROM OPERATIONS BEFORE INVESTMENT
IN GROSS LOANS RECEIVABLE



(in \$000s)	Q1 2023	Q1 2024
Net cash used in operating activities	\$(1,001)	\$(3,865)
Net issuance of loans receivable	\$(1,068)	\$(5,681)
Cash provided by (used in) operations before investment in gross loans receivable	\$67	\$1,815