



Buy

Sell

Q2 2021

EARNINGS PRESENTATION

Aug 11, 2021



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, 2020, 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 June 30, 2021 and the notes thereto as well as our management's discussion and analysis for the financial quarter ended June 30, 2021, all of which are available at www.SEDAR.com and www.sec.gov.

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All figures are expressed in Canadian \$'s.

MOGO MISSION

Make it easy and engaging for consumers to get financially fit and live a more sustainable lifestyle.

MOGO Q2 SNAPSHOT

MEMBERS

1.7M

PAYMENT VOLUME¹

\$2.0B

UP 83% YR/YR

CO₂ OFFSET²

+ 35M POUNDS

SUBSCRIPTION & SERVICES REVENUE

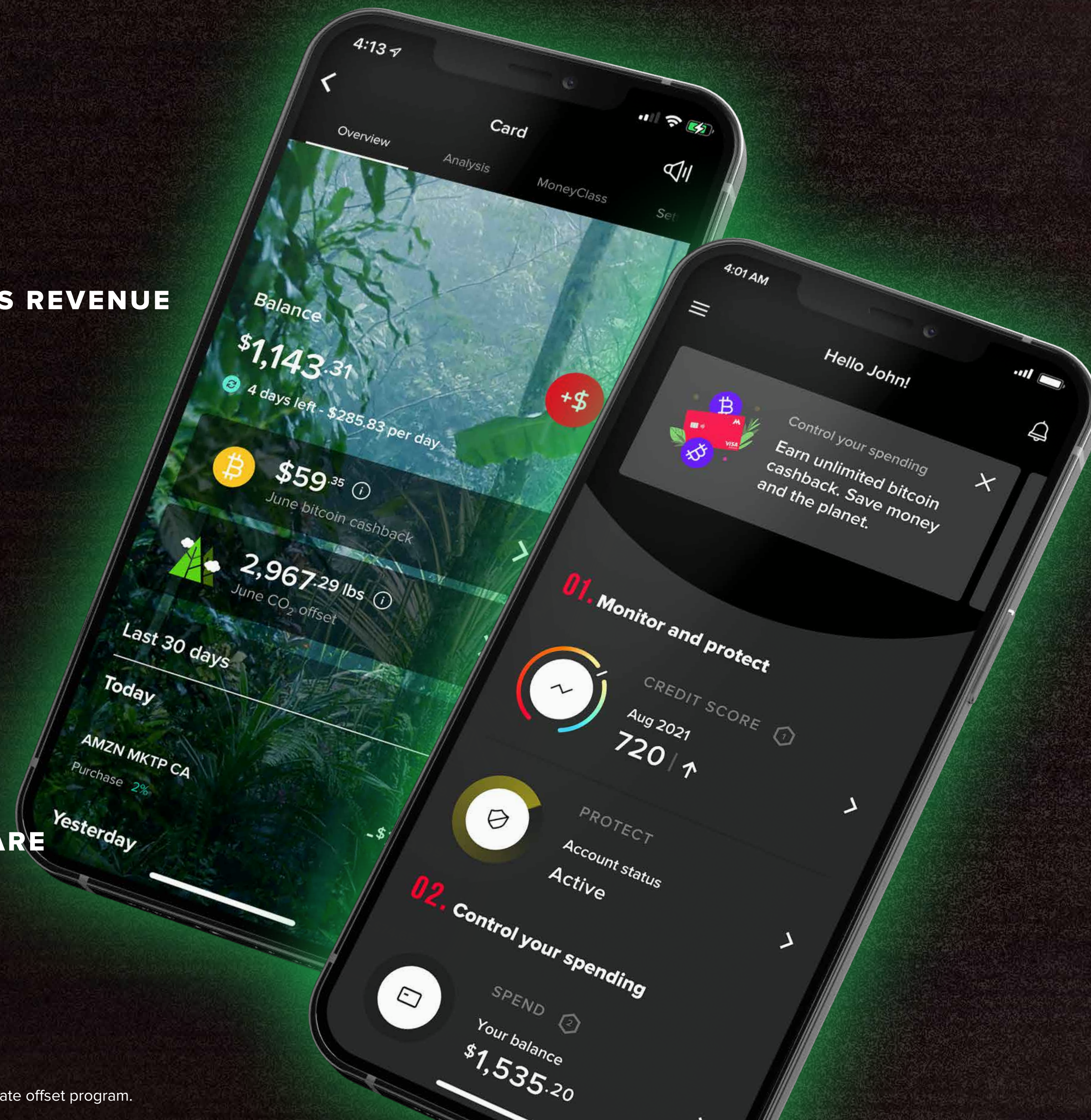
81% YR/YR GROWTH

CASH, INVESTMENTS &
DIGITAL ASSETS

\$76M

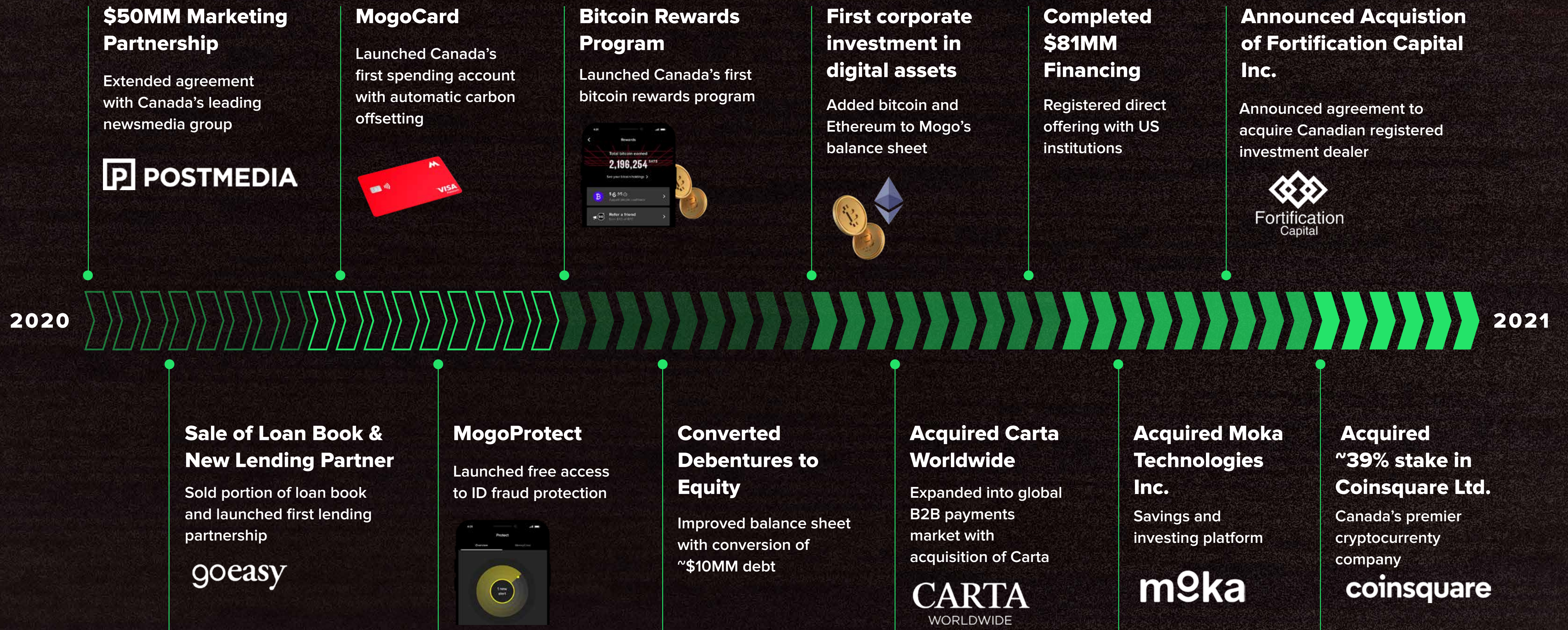
OWNERSHIP OF COINSQUARE

~ 39%



¹Refers to Carta Worldwide. ²Refers to total amount of CO2 offset to date through the MogoCard and Mogo's corporate offset program.

TRANSFORMATIVE 2020 - 2021



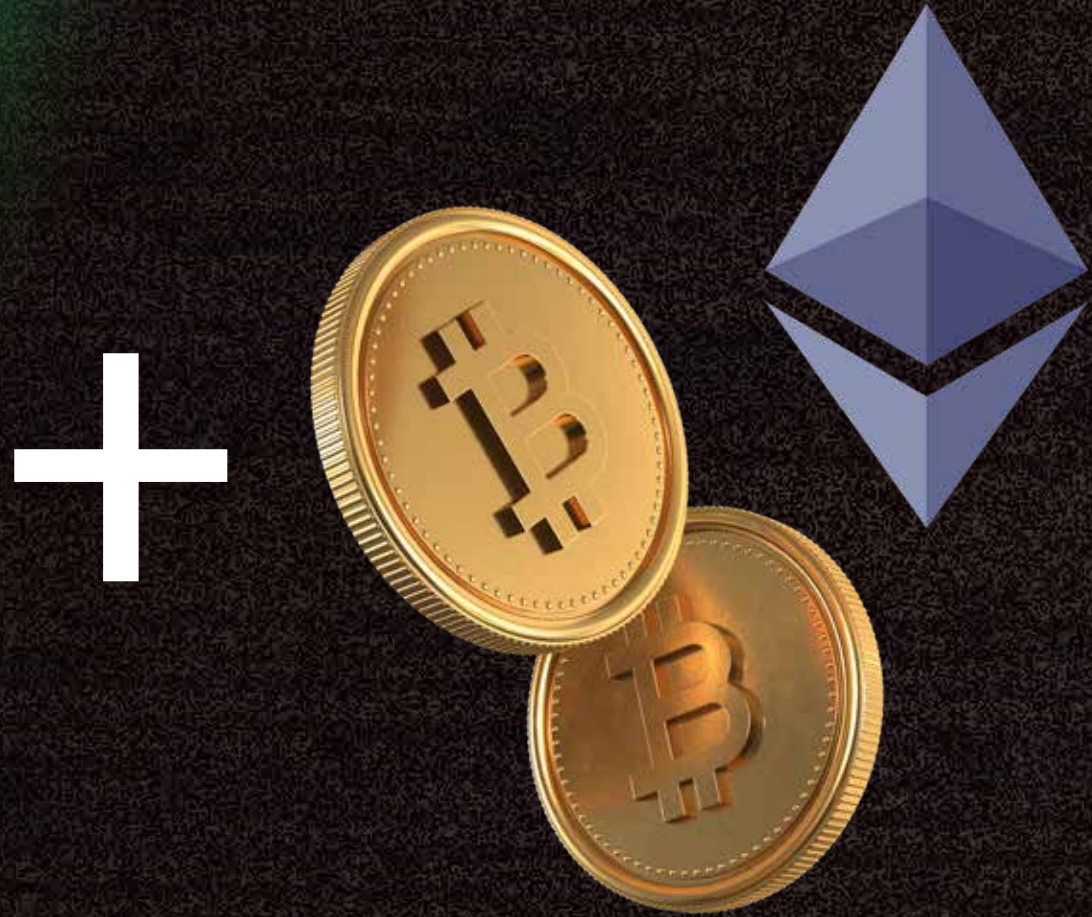
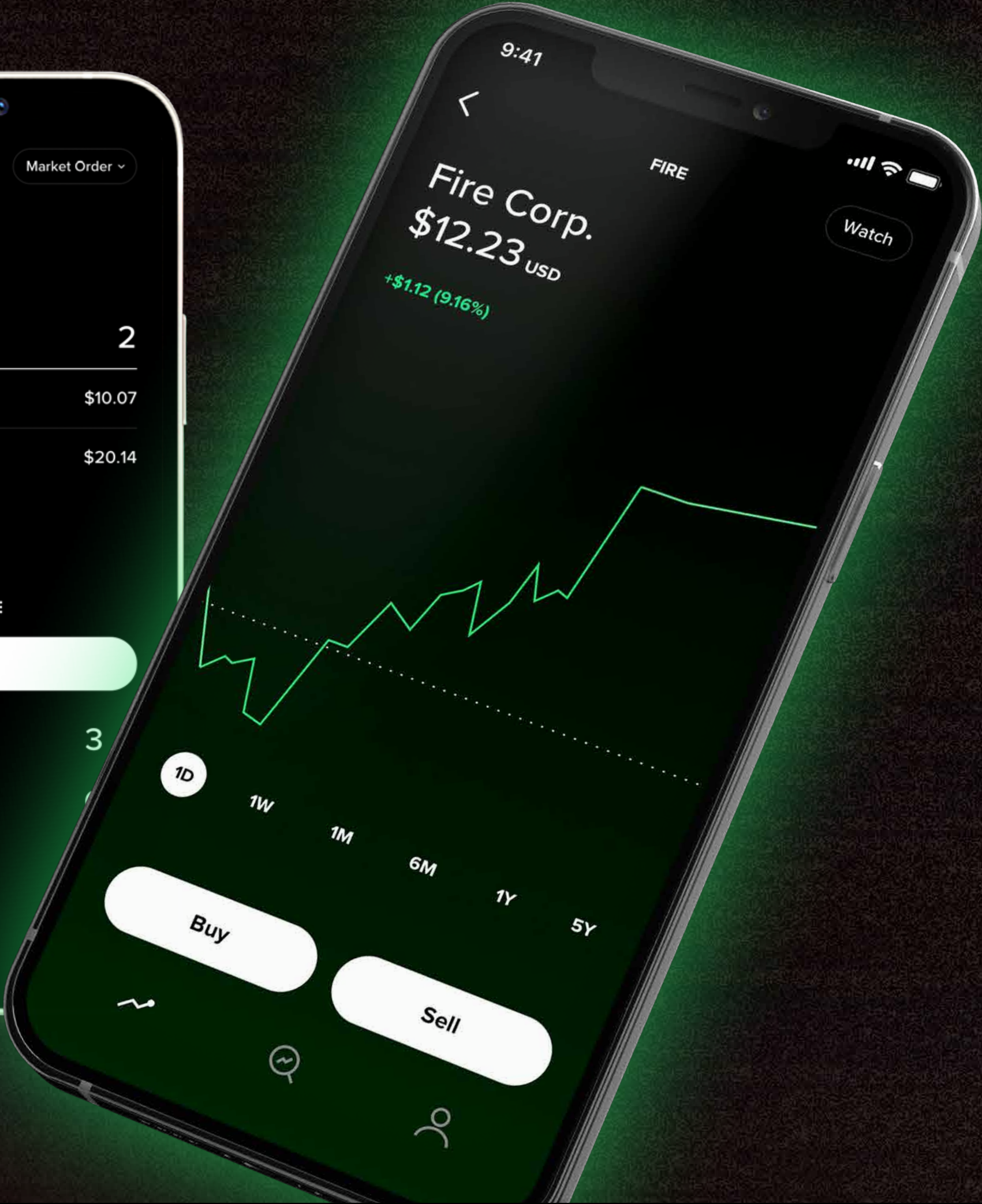
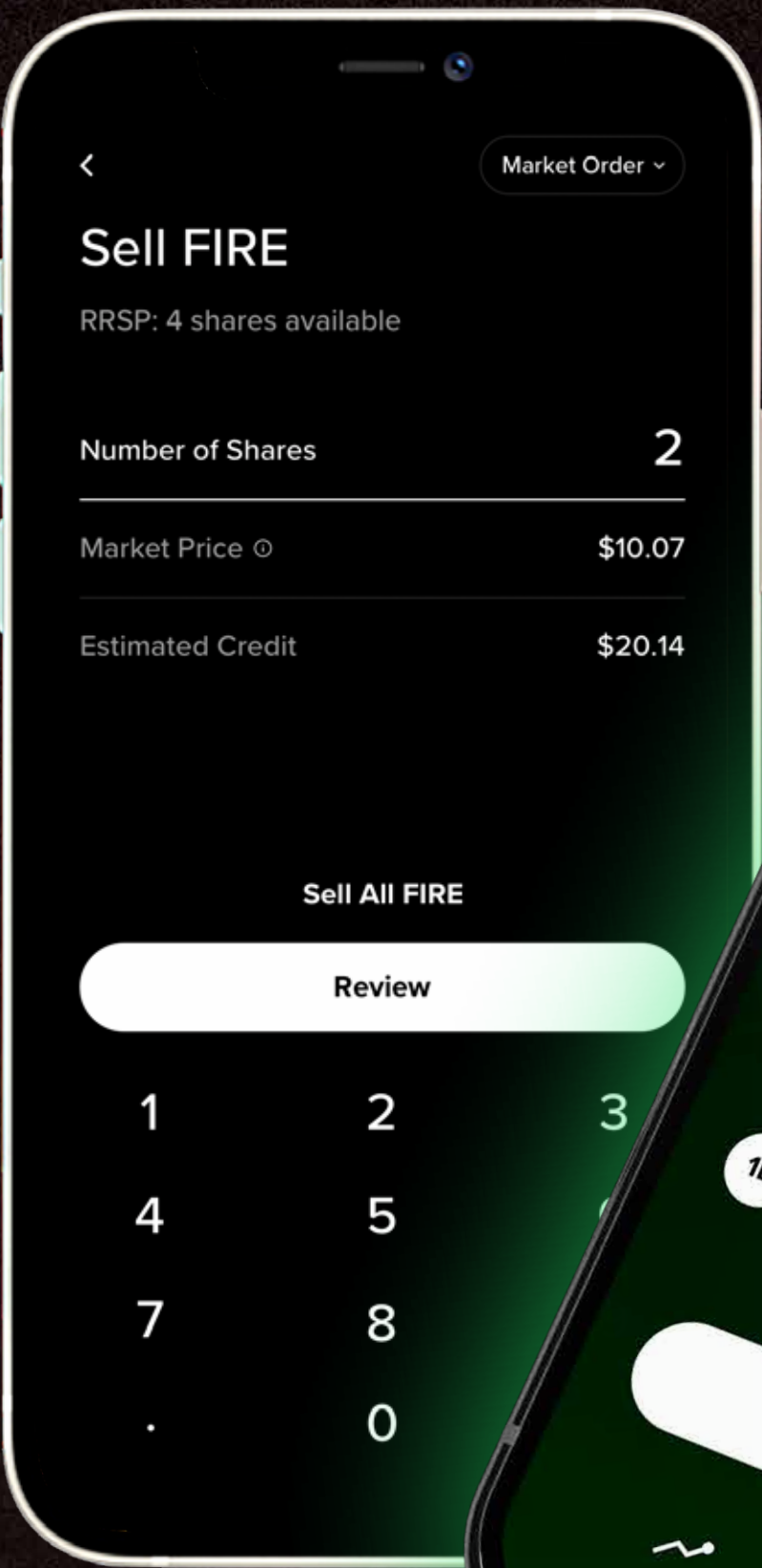
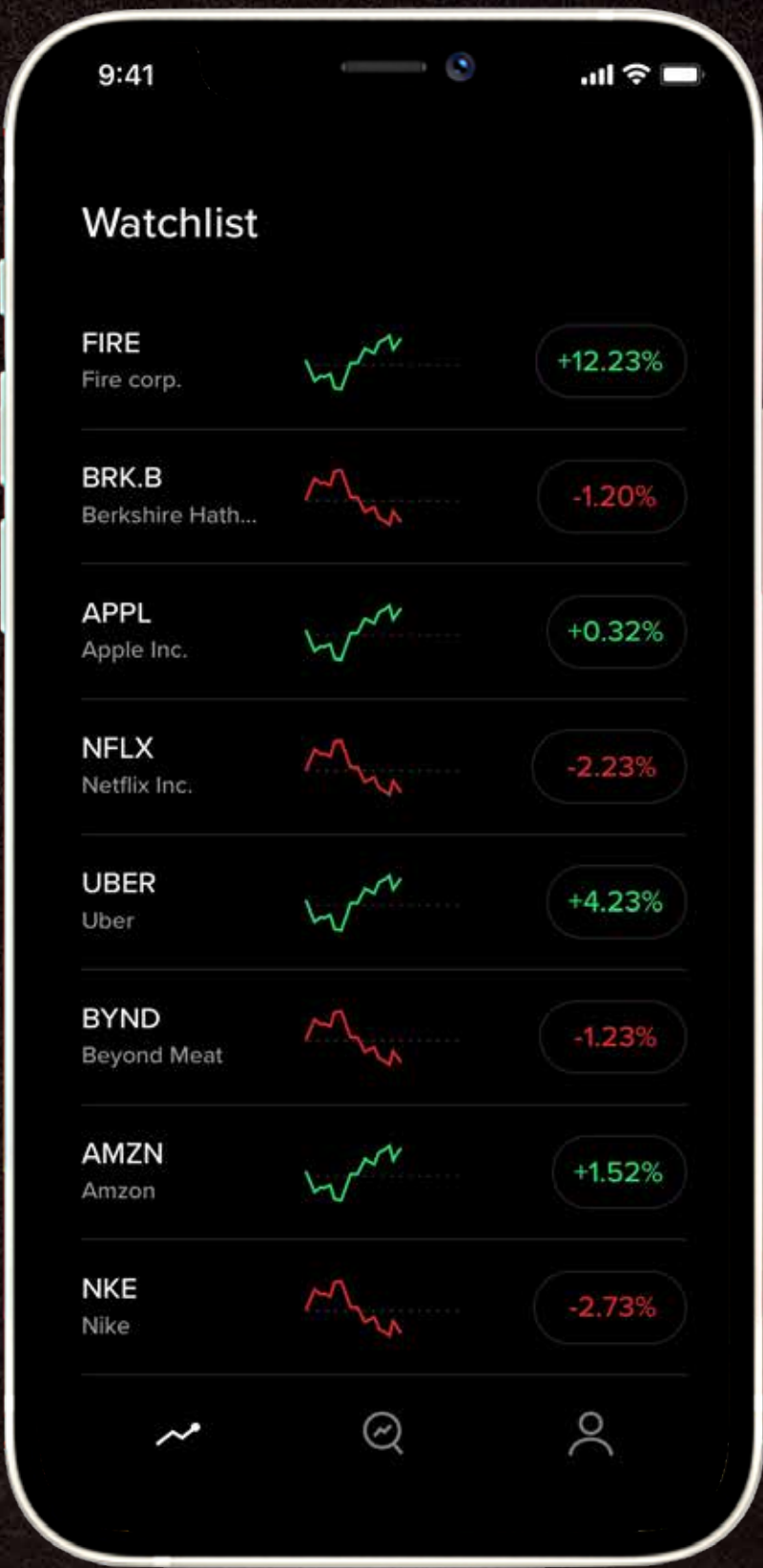
MOGO TRADE
COMING 04 2021

Buy

Buy



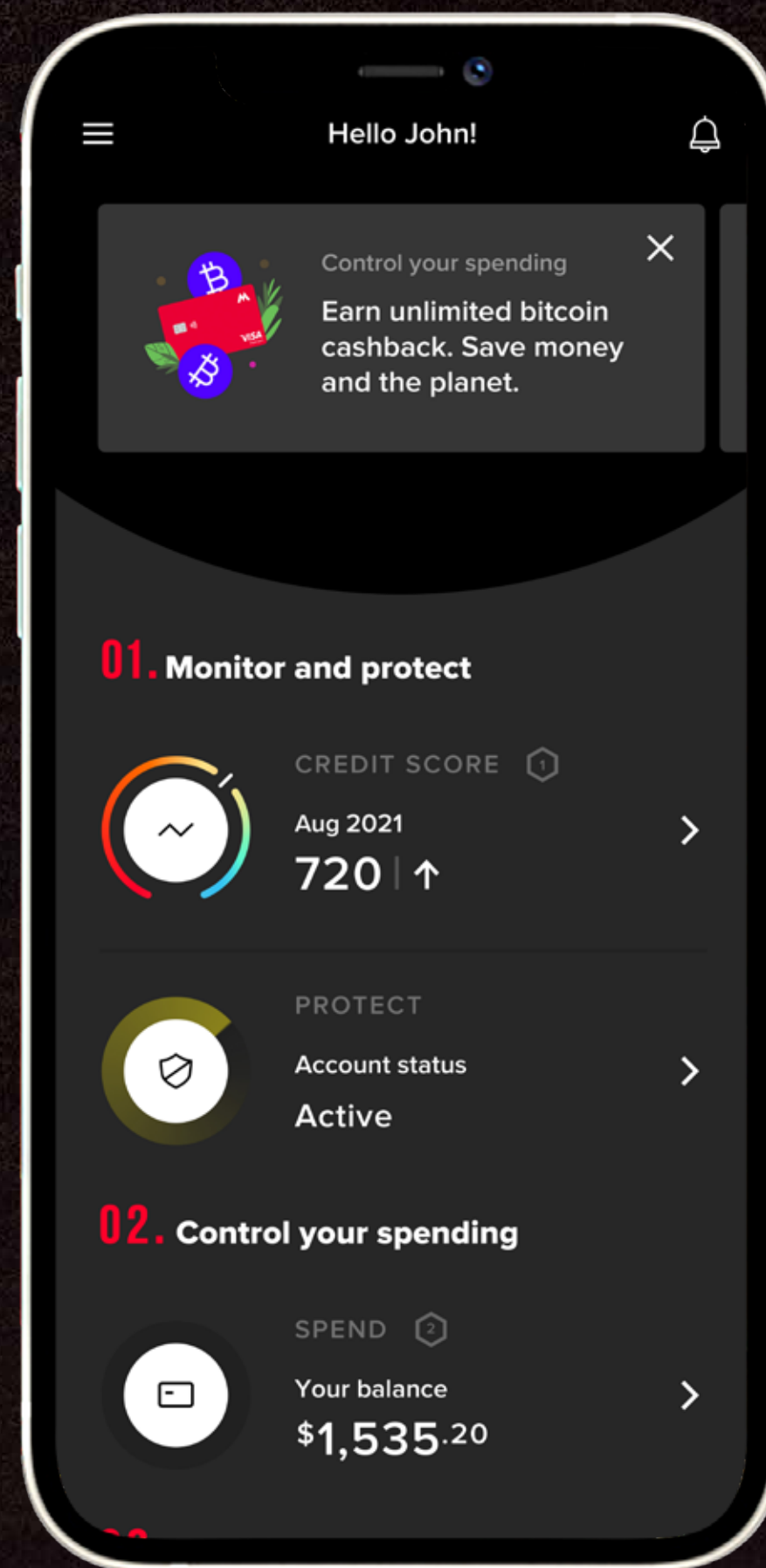
COMMISSION FREE STOCK TRADING



This is used for illustrative purposes only and may not reflect the final product offering.

TWO APPS - ONE ACCOUNT

- Use one login for both apps
- Move money between products



MOGO APP



MOGOTRADE APP

SAVE MONEY & THE PLANET

66 NPS¹

\$200
USERS SAVE ON
AVERAGE PER
MONTH³



670 LBS CO₂
AVERAGE CARD
USER OFFSETS
PER MONTH²

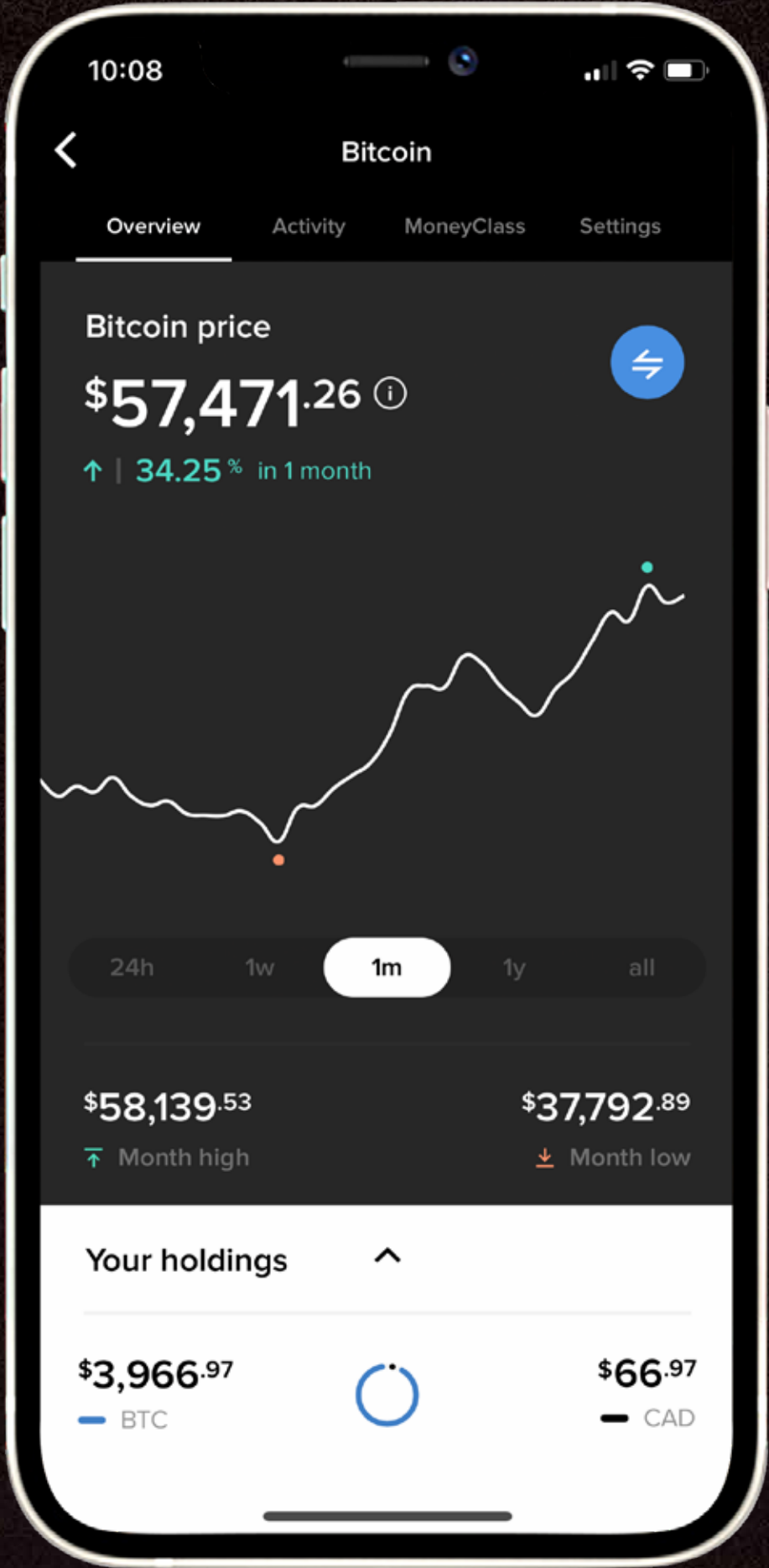
TRANSACTION
VOLUME UP
1,660%
YR/YR

¹Net Promoter Score ("NPS") is based on a recent survey of active card users. ²Carbon offset based on June 2021 spend on MogoCard. ³Based on an online survey of active MogoCard users by Mogo Inc. conducted between July 13, 2021 and July 16, 2021, with 1,446 respondents to a combination of multiple choice and fillable text box questions. 91% of respondents agreed that the MogoCard can help them better control their spending. 66.5% of respondents reported that they were spending less on discretionary spending now that they were using the MogoCard, with respondents reporting that they believed to have an average savings of \$201 per month (based on 902 respondents who specified an amount and excluding 60 respondents who did not specify any amount)

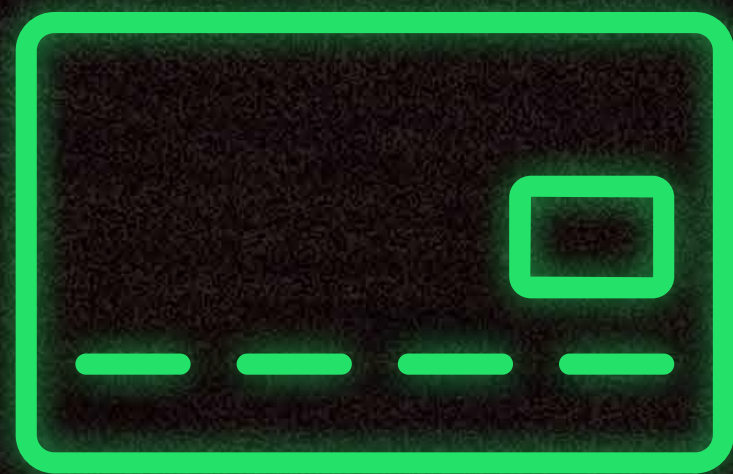
SAVE & INVEST



BUY AND SELL BITCOIN



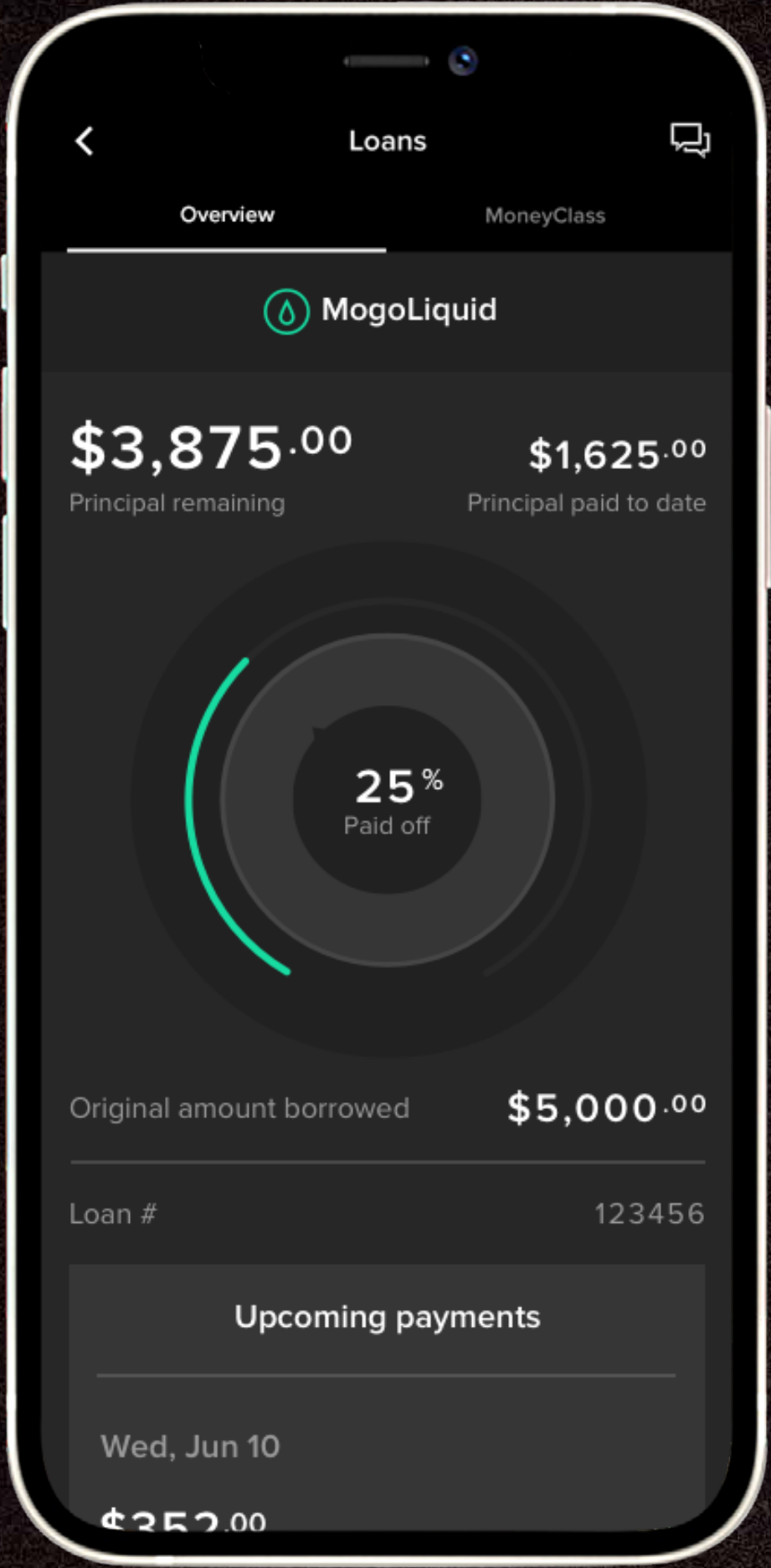
CREDIT IS EVOLVING



Credit cards



Buy now pay later solutions



MOGO'S B2B PAYMENTS PLATFORM

FOUNDED

2007

EMPLOYEES

70+

US MARKET LAUNCH

2021

CARTA
WORLDWIDE



Q2 2021 TRANSACTION VOLUME

\$2 BILLION UP 83% YR/YR

INTERNATIONAL REVENUE

85%+

BUILDING A MOAT



Identity



Money Movement



Trading



Fraud



Authorization and Security



Lending and Credit Risk



Payments

FINANCIALS

Q2 2021 FINANCIAL HIGHLIGHTS

MOGO MEMBERS

1.7 MM UP 63% YR/YR

NET INCOME

\$9.0 MM UP 683% YR/YR

SUBSCRIPTION & SERVICES REVENUE

UP **81%** YR/YR TO \$8.2MM

ADJUSTED EBITDA

\$(3.0) MM DOWN 157% YR/YR

TOTAL REVENUE

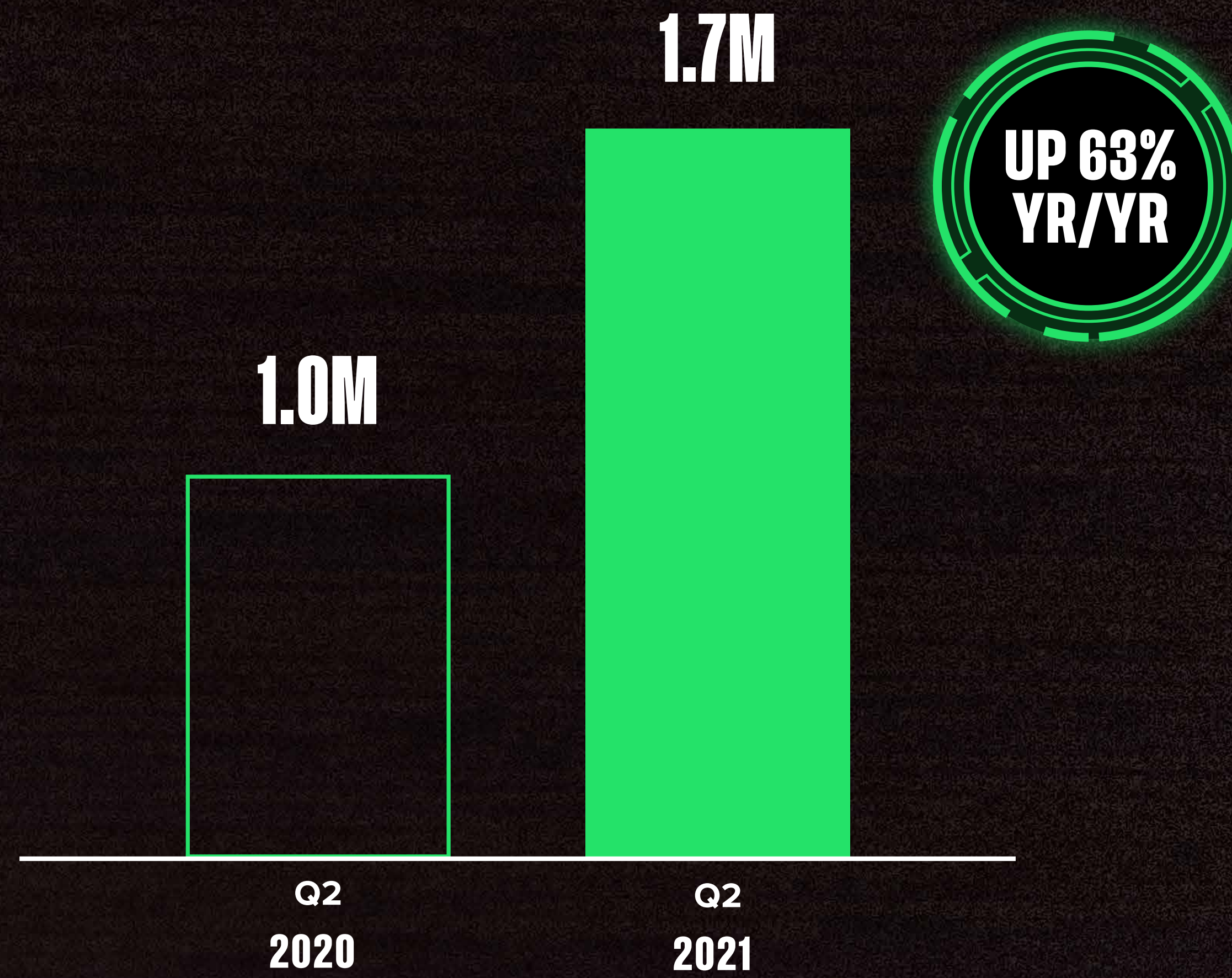
UP **29%** YR/YR TO \$13.7MM

CASH, INVESTMENTS & DIGITAL ASSETS

\$75.8 MM

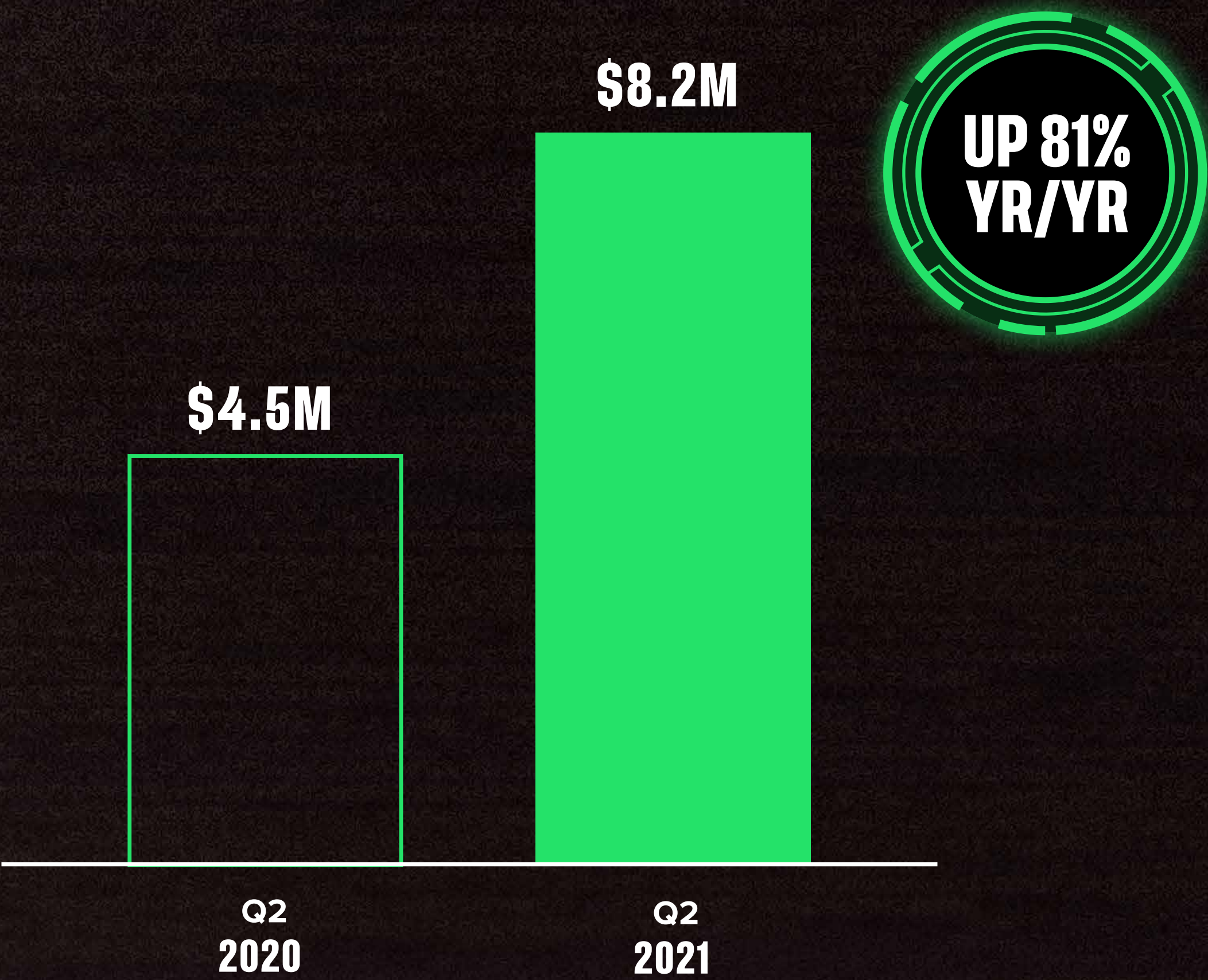
Adjusted EBITDA is a non-IFRS measure, refer the the appendix for a reconciliation.

STRONG MEMBER GROWTH

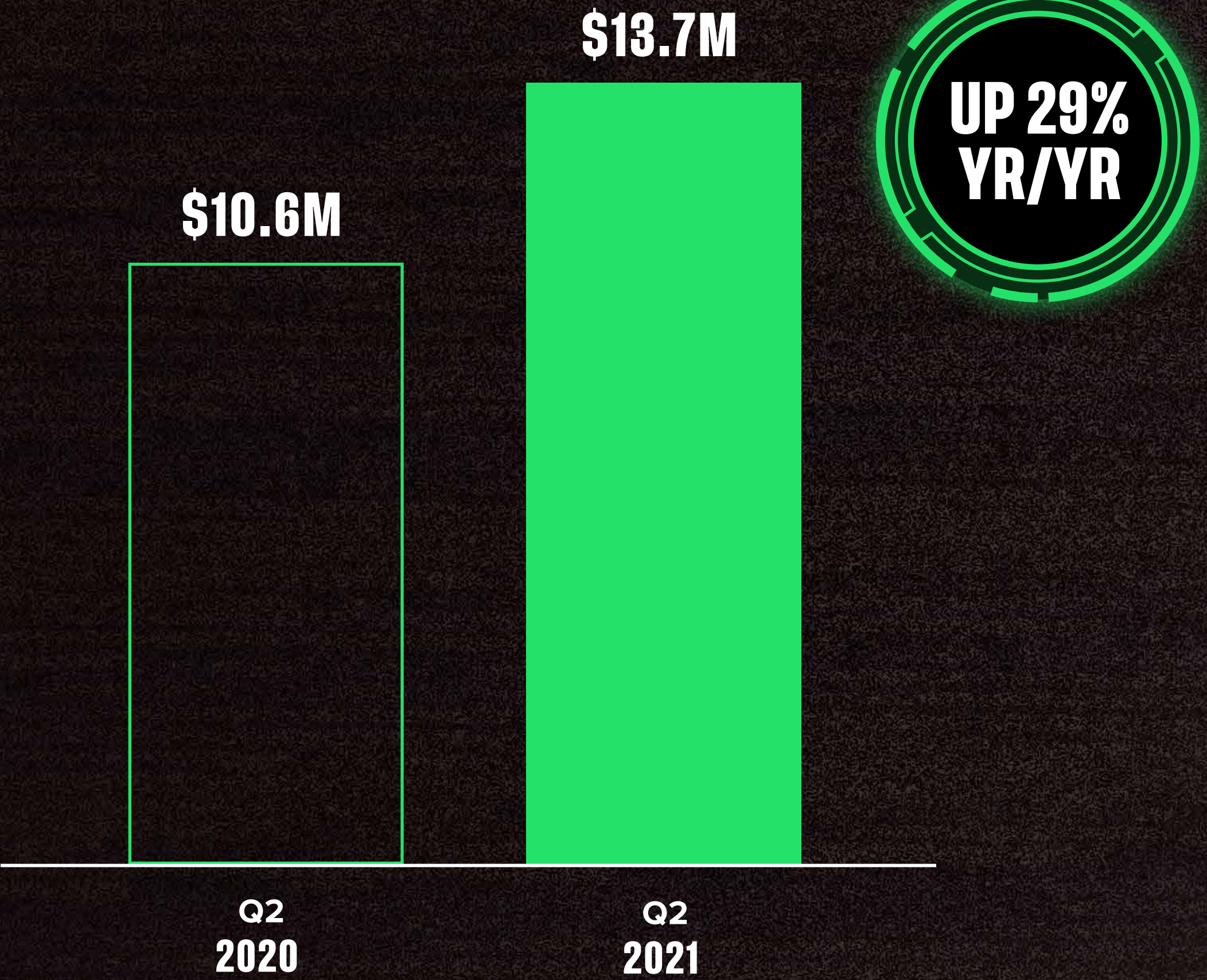


ACCELERATING SUBSCRIPTION & SERVICES DRIVING REVENUE GROWTH

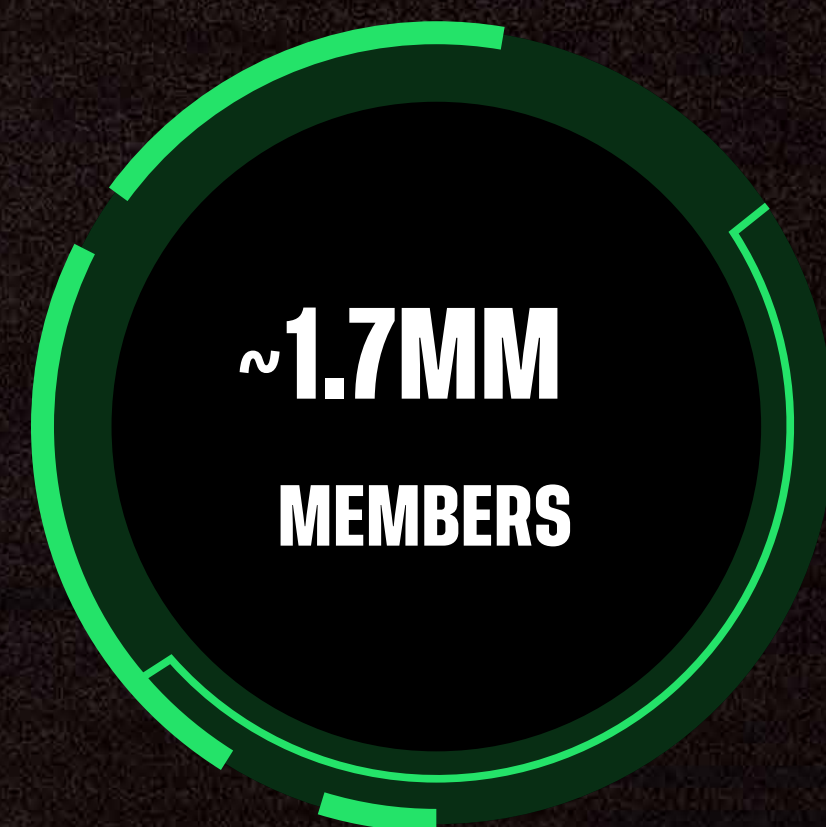
SUBSCRIPTION & SERVICES REVENUE



TOTAL REVENUE



HIGH RECURRING REVENUE MODEL



SUBSCRIPTIONS

+

PAYMENTS

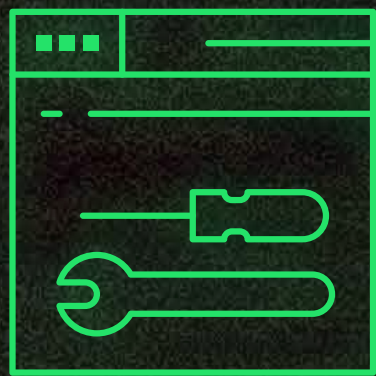
+

INTEREST

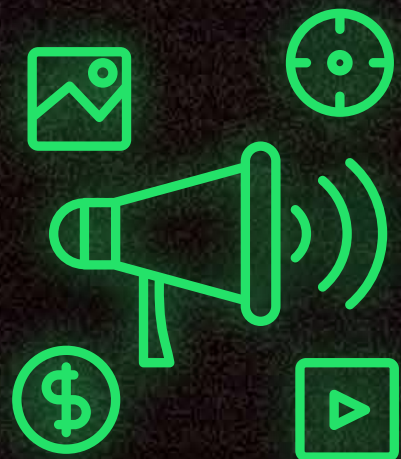


Recurring Revenue is based on % of Q2 revenue from subscriptions, payment processing and transaction and interest revenue. ARPU is annualized Q2 revenue divided by average members in period.

HIGH MARGIN MODEL - INVESTING IN GROWTH



PRODUCT
DEVELOPMENT



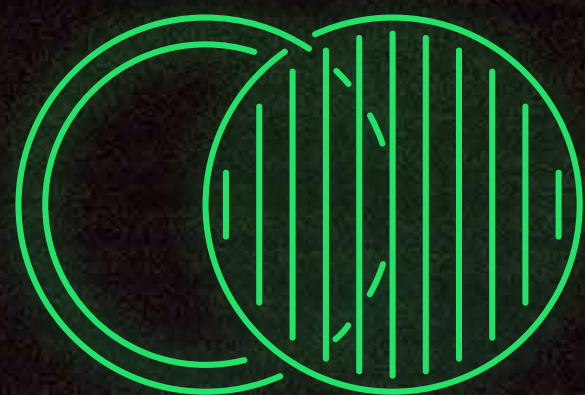
SALES &
MARKETING



REGULATORY &
COMPLIANCE

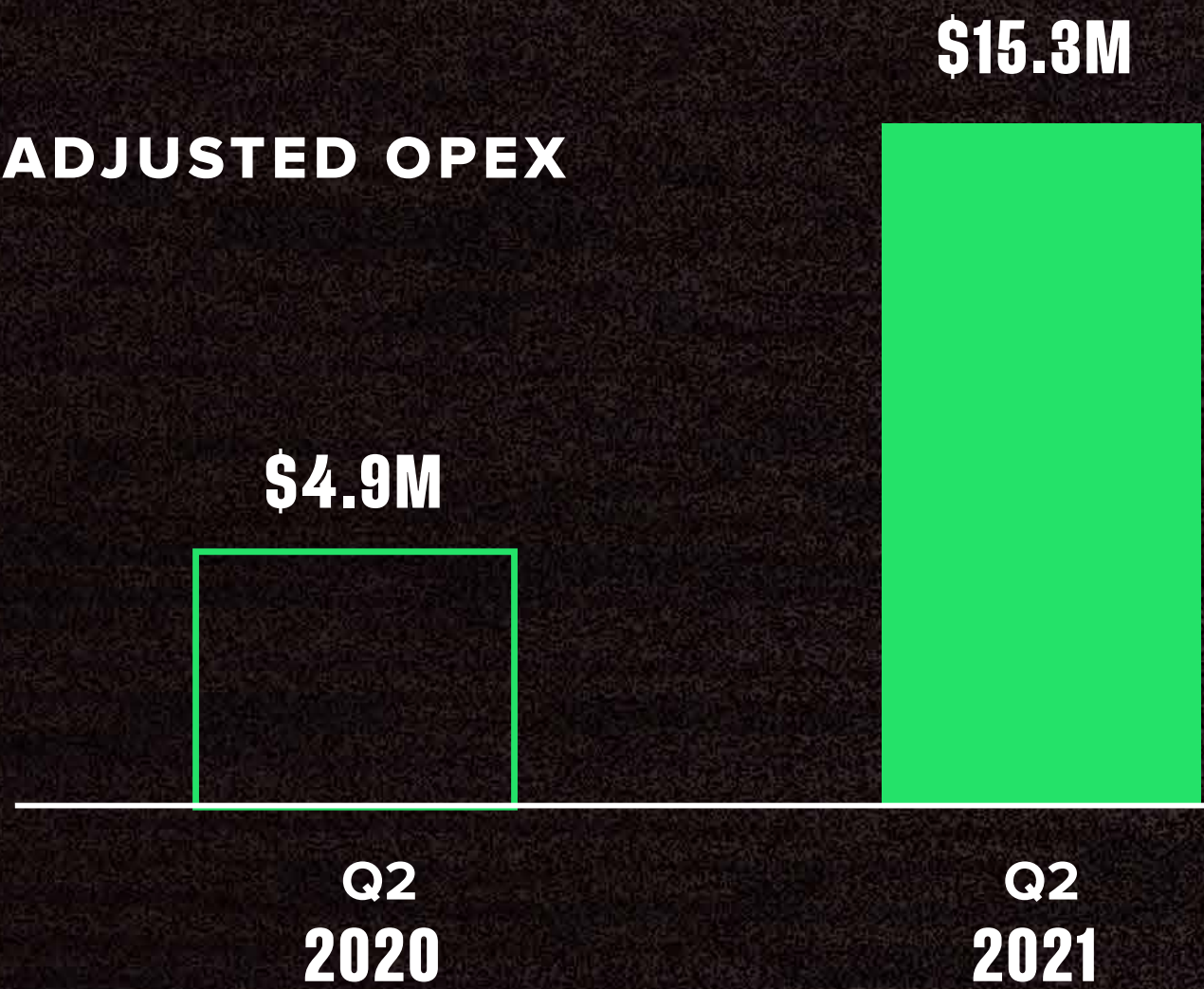


NEW MARKETS



M&A

ADJUSTED OPEX



ADJUSTED EBITDA

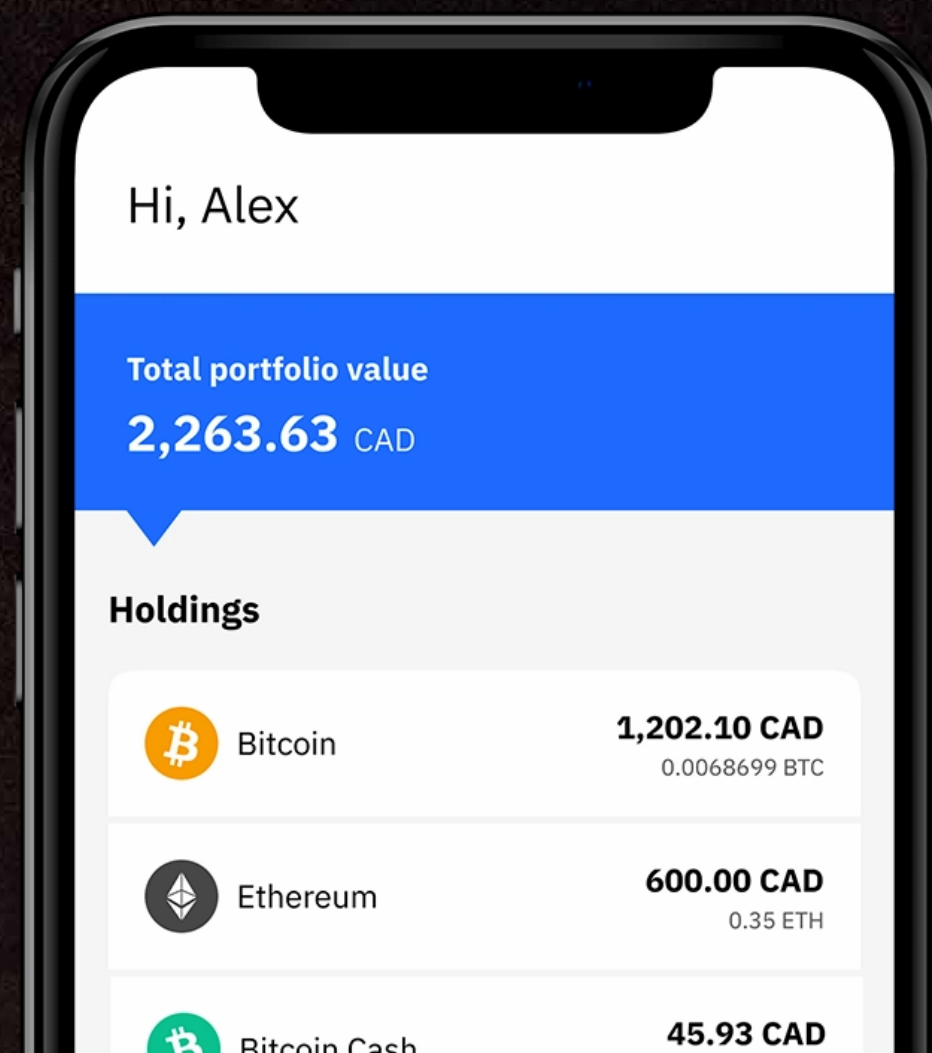


Adjusted EBITDA is a non-IFRS measures, refer the the appendix for a reconciliation. Adjusted Opex is Total Opex excluding stock based compensation, amortization and depreciation.

\$110 MILLION STRATEGIC INVESTMENT IN COINSQUARE

coinsquare

- Mogo acquired ~39% equity stake in Coinsquare, Canada's premier crypto currency company for ~ \$110 million
- Mogo still retains an option and a warrant to increase ownership to approximately 53%¹
- Investment accounted for under equity method



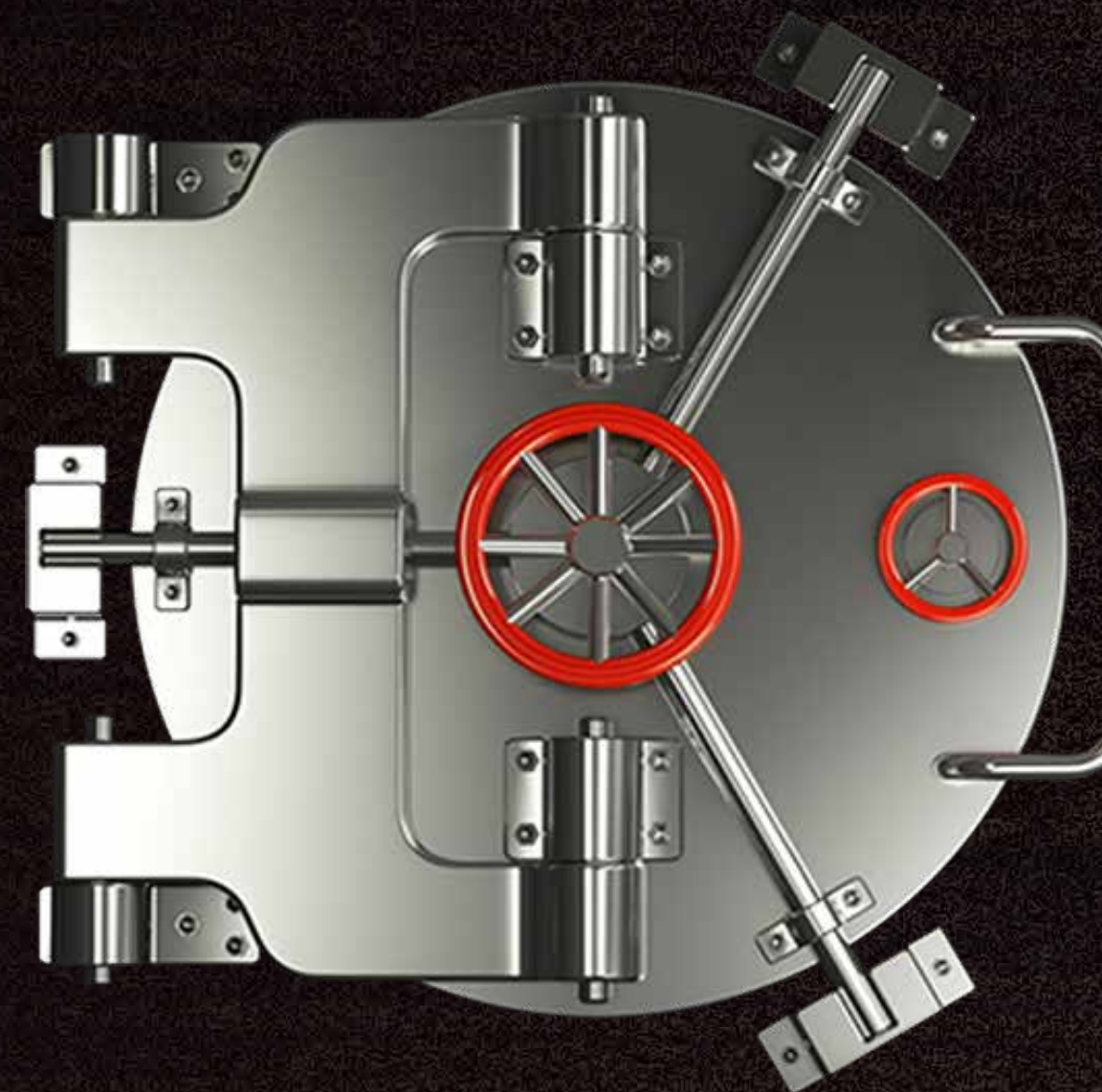
AUC²
\$600M+

USERS
~ **600K**

COINS
26

TETRA

- Coinsquare owns approximately 47% of Tetra Trust Company, Canada's first and only regulated digital asset custodian
- Mogo acquired a 4% equity stake in Tetra Trust alongside other strategic investors including Coinbase Ventures and the Canadian Securities Exchange



coinbase | Ventures

coinsquare

CSE CANADIAN
SECURITIES
EXCHANGE

¹Mogo requires Coinsquare board approval to increase its ownership interest in Coinsquare over 49.9%.²As at June 30 2021.

\$20.4 MILLION INVESTMENT & DIGITAL ASSET PORTFOLIO

Significant additional monetization opportunities within Mogo's
Investment Portfolio of minority investments in ~ 10 companies



Investment portfolio excludes Mogo's investment in Coinsquare Ltd.



April 2021
Sold for \$4.7M
116% Gain on BV



June 2021
Investment in Canada's first
and only regulated digital
asset custodian

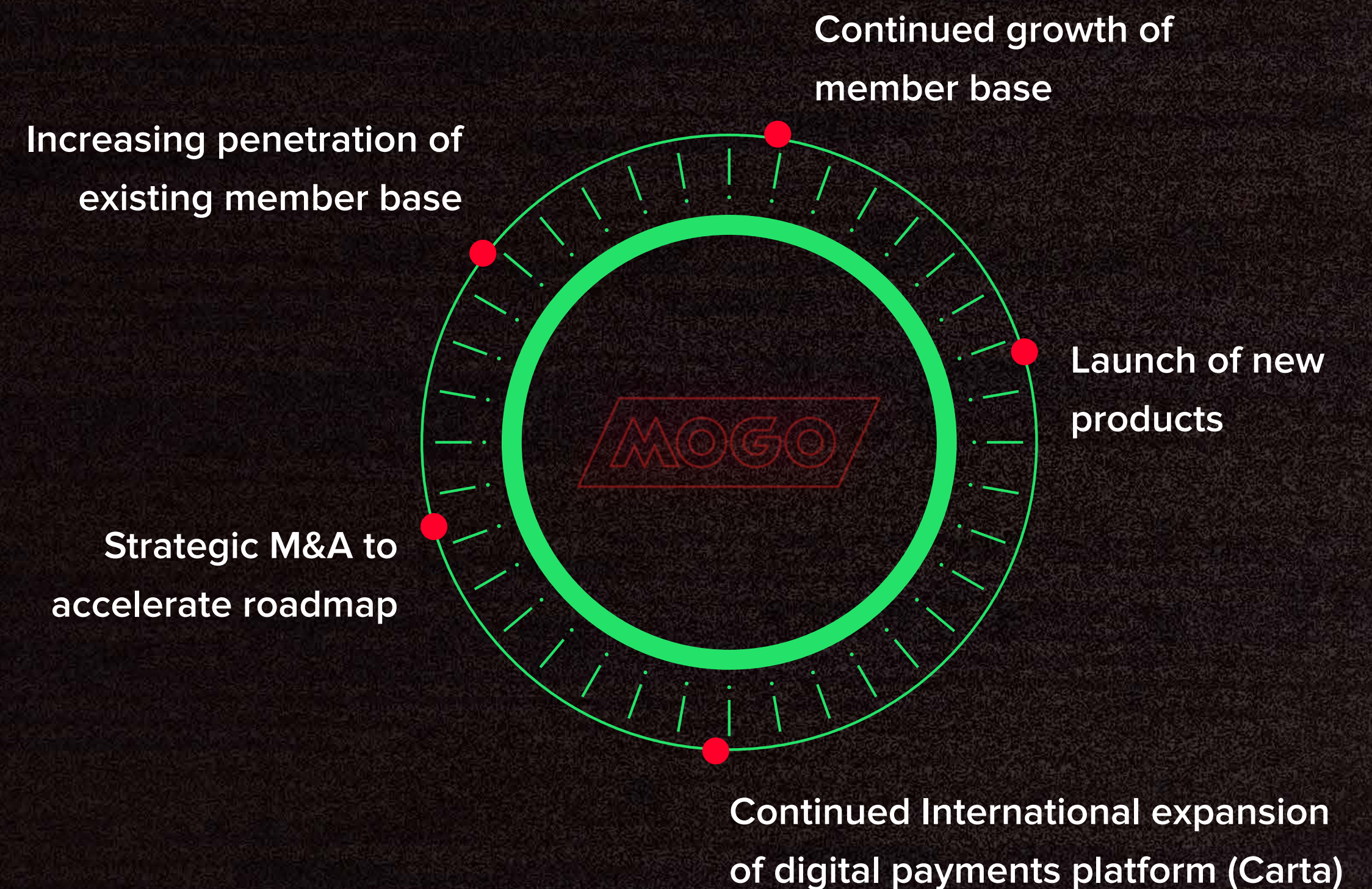


July 2021
Exchanged 36% of Blue
Ant holdings for ~260k
shares of Enthusiast Gaming
(NASDAQ: EGLX)

FINANCIAL OUTLOOK

1. 100% to 110% Yr/Yr growth of subscription and services revenue in Q4 2021 (up from previous guidance of 80% - 100% growth);
2. FY 2022 revenues of \$70 million to \$75 million;
3. Improving adjusted EBITDA margin as a percentage of revenue beginning in fiscal 2022; and
4. Long term EBITDA margin target of approximately 35%.

MULTIPLE GROWTH DRIVERS



INVESTMENT HIGHLIGHTS

- Leading Canadian fintech with ~1.7 million members
- Large and expanding TAM
- Accelerating growth
- Product catalysts with upcoming launch of MogoTrade
- Proven high-margin model
- Levered to crypto with ~39% interest in Canada's leading crypto exchange
- Well capitalized with ~ \$76M Cash, Investments & Digital Assets



APPENDIX

Reconciliation of loss before income taxes to Adjusted EBITDA

(in \$000s)	Q2 2021	Q2 2020
Net income (loss) before tax	9,055	(1,550)
Depreciation and amortization	2,971	2,287
Stock-based compensation	3,805	460
Non-cash warrant expense	257	516
Credit facility interest expense	1,005	1,580
Debenture and other financing expense	871	1,946
Accretion related to debentures and convertible debentures	312	168
Share of loss from an associate	2,860	
Revaluation (gains) and losses, net	(24,850)	1,186
Other non-operating expenses (income)	7512	(1,396)
Adjusted EBITDA	(2,962)	5,197