



Investor presentation

Handelsbanken Tech Days
September 2022

Odd Bolin, CFO

truecaller



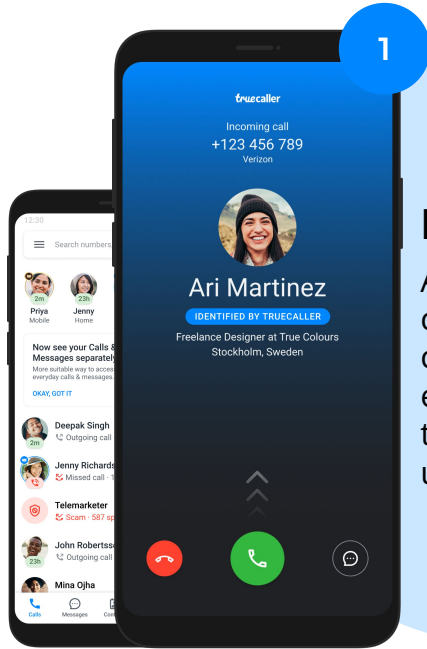
**Fraud and distrust
continue to be a
significant problem in
today's digital world**

**1 out of 4 calls are from someone
outside your phonebook**

**~8 spam messages received by a
user daily**

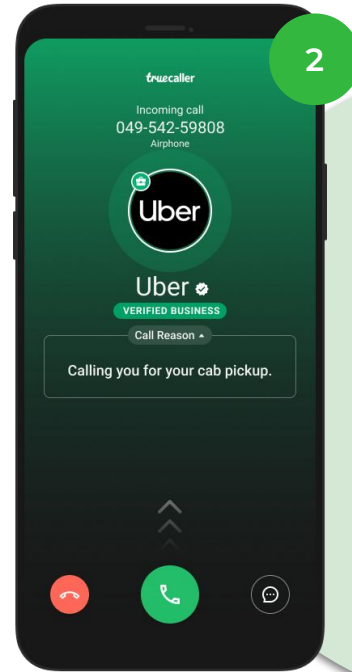
**~\$4B lost to online payment
fraud transactions each year**

Our holistic platform enables a trusted and secure communication experience



For Consumers

All-in-one communication suite creating trust and efficiency for more than 321 million active users



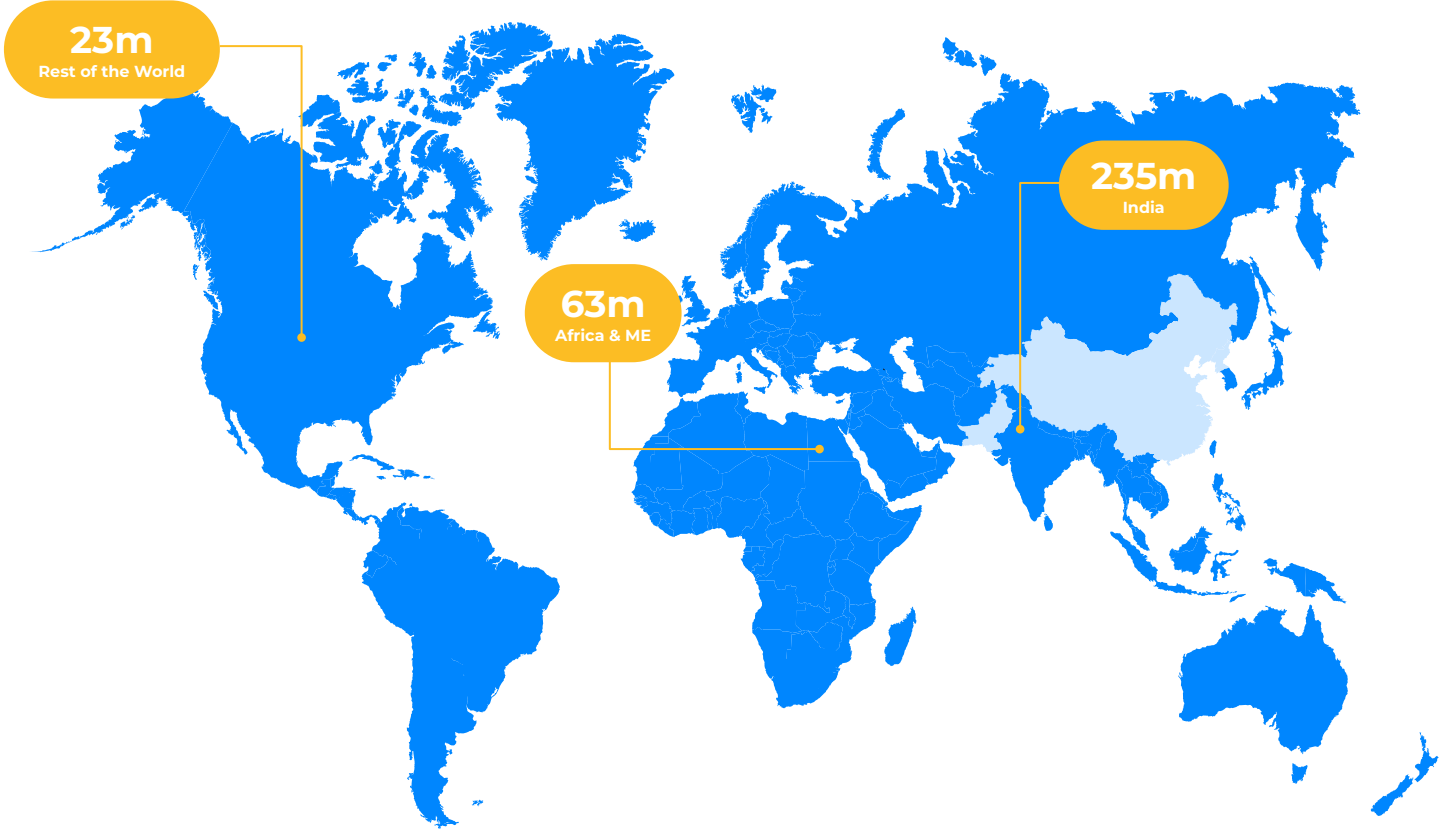
For Businesses

Help businesses grow by reaching their customers effectively

Select clients



Truecaller with 321m MAUs and 255m DAUs is one of the 20 most downloaded apps globally



Truecaller has three different income streams



753 SEKm H1 2022

Revenue growth rate
+119% Y/Y



80 SEKm H1 2022

Revenue growth rate
+17%



45 SEKm H1 2022

Revenue growth rate
+295%

Truecaller for Business Presence



Global Footprint:
32 countries
Top 4 ROW Countries:
South Africa, Egypt,
Israel & Malaysia

Q2 Highlights

321M

Avg Monthly Active Users,
MAU¹ (271M)
▲15% (YoY)

255M

Avg Daily Active Users, DAU¹
(211M)
▲17% (YoY)

79%

DAU/MAU Engagement

480M

SEK net sales (240M)
▲100% (YoY)

218M

SEK adjusted EBITDA (104M)
Adjusted EBITDA margin of
45.5% (43.5%)

281M

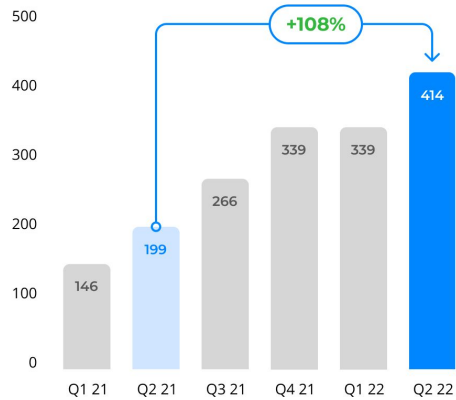
SEK in net cash from operating
activities² (92M)

1 Figures represent period averages.

2 Adjusted free cash flow excluding financing activities.

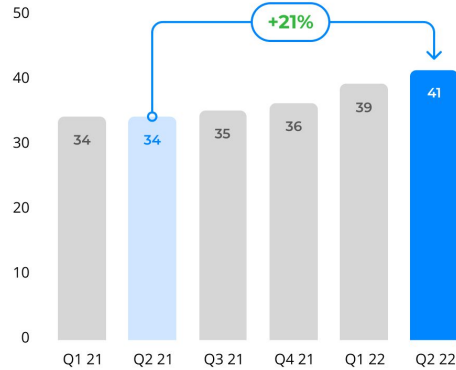
Revenue by service type

Advertising SEKm



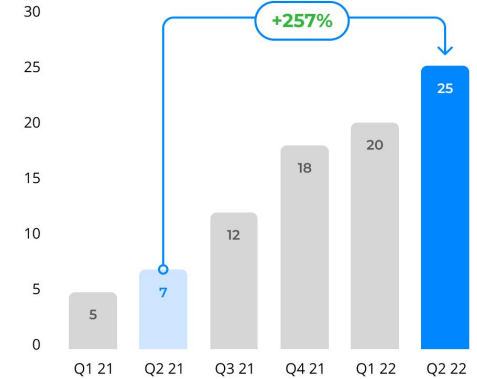
- Continued growth in number of ad impressions and positive CPM development
- Comparison to last year positively affected by IPL (last year split in Q2 and Q3), FX and depressed income in Q2 21 due to covid.
- Changes to ad server's auction mechanism in 2021 has scaled well, driving overall auction efficiency, improving fill rates and CPM

Consumer subscriptions SEKm



- Increased ARPU due to growth in markets with higher prices
- Positive margin effect from lower prices from Google which is expected to be lowered again

Other SEKm



- Continued strong momentum for Truecaller for Business
- Positive trends for longer term agreements
- Active customers in 29 countries

Cash flow and financial position

- Net cash flow from operating activities 281 MSEK (54) of which 62 (0) due to changes in working capital
- 1 626 MSEK in cash and short-term funds available for strategic investments and other growth initiatives. Also 500 MSEK available in RCF, if needed
- We are in a favorable position given the macroeconomic conditions with a strong cash position which provides flexibility
- In Q2 Board was given mandate to repurchase up to 5% of shares which is an additional tool that potentially could be used in the future.

Financial targets

	FY2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Medium-term financial targets
Net sales growth ¹	130%	229%	129%	111%	116%	100%	Targeting an average net sales growth of above 45% per year over the medium term (2021E-2024E)
Adj. EBITDA margin	42%	43%	38%	50%	46%	45%	Targeting an annual EBITDA margin of 35%+ from 2024

The company expects the combination of revenue growth and EBITDA margin to stay above 70% during the period of 2021E-2024E

Q&A