



SAVE PLANET. STACK MONEY.

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 September 30, 2021 and the notes thereto as well as our management's discussion and analysis for the financial quarter ended September 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

SAVE PLANET. STACK MONEY.

MOGO Q3 SNAPSHOT

MEMBERS

1.8M

UP 64% YR/YR

PAYMENT VOLUME¹

\$2.4B

UP 65% YR/YR

TREES PLANTED²

500+k

SUBSCRIPTION & SERVICES REVENUE

126% YR/YR GROWTH

CASH, INVESTMENTS &
DIGITAL ASSETS

\$64M

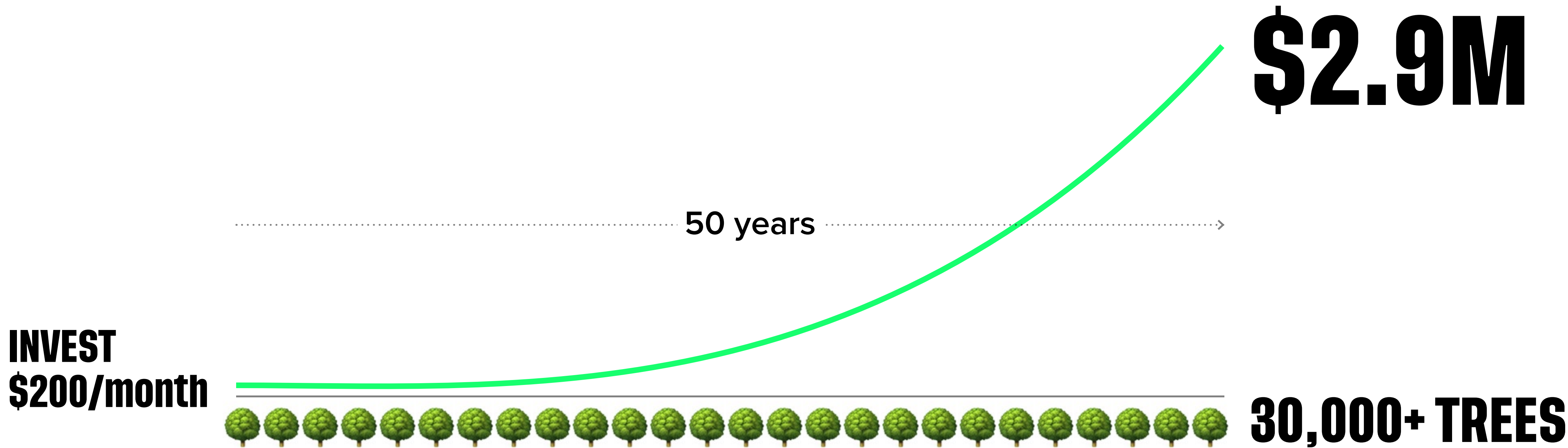
OWNERSHIP OF COINSQUARE

~ 39%



¹Refers to Carta Worldwide. ²Tree planting initiatives started in Q3 2021 and this number refers to total number of trees committed to plant to date through Mogo's Card and corporate offset program.

STACK MONEY TO ACHIEVE FINANCIAL FREEDOM WHILE SAVING THE PLANET



MOGO = **SPEND MANAGEMENT** 🌳 + **WEALTH BUILDING** 🌳

Assumes investment in the S&P 500 with an average annual return of 10%. Number of trees calculated is based on the assumption the MogoCard is used 50 times per month and 1 tree is planted per use.

SPEND LESS THAN YOU MAKE WHILE BECOMING CLIMATE POSITIVE

**1 TREE
PLANTED FOR
EVERY
PURCHASE**

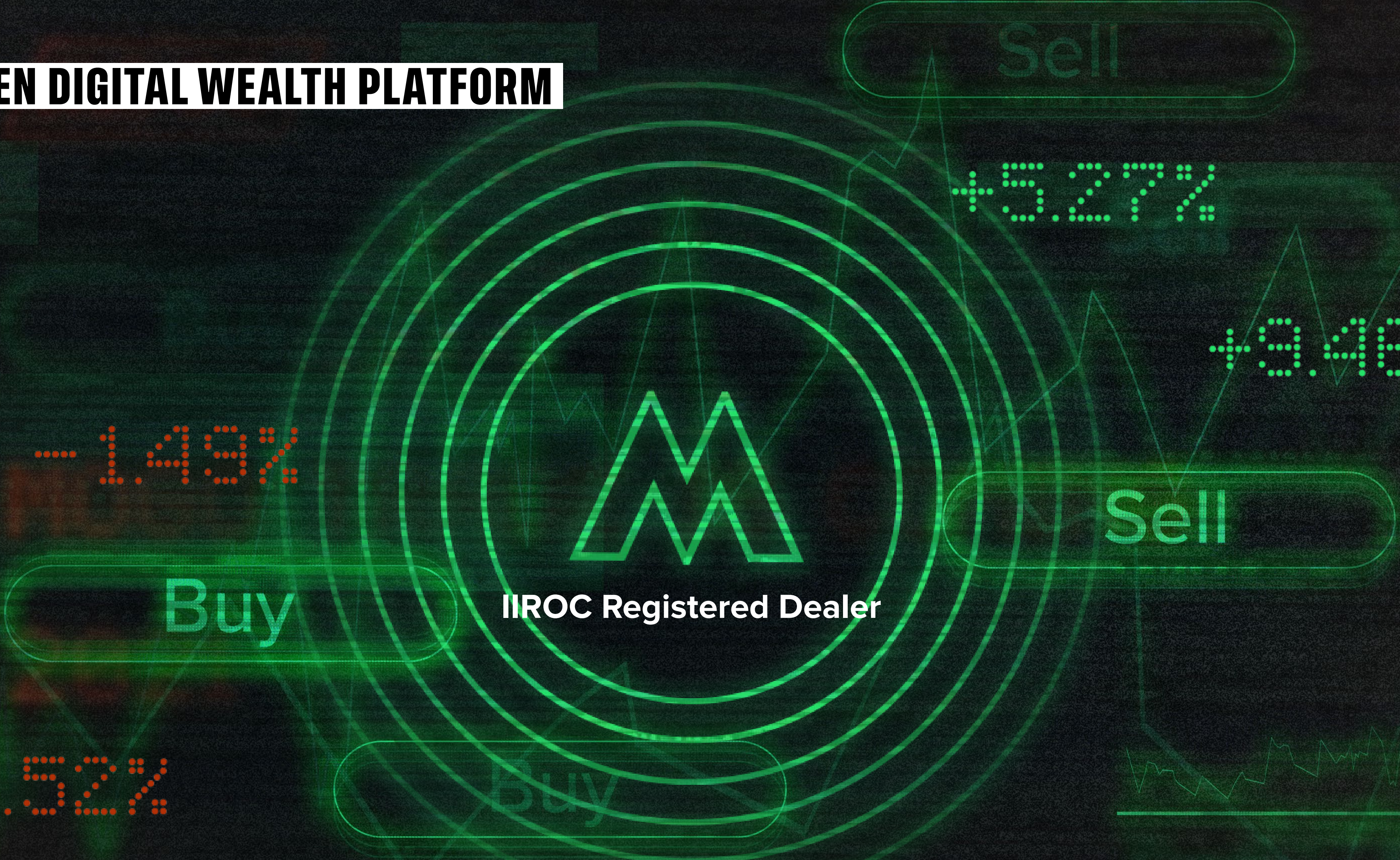
**10 TAPS
A MONTH AND BECOME
CLIMATE POSITIVE**

**\$200
USERS SAVE ON
AVERAGE PER
MONTH**

**TRANSACTION
VOLUME UP
915%+
YR/YR**

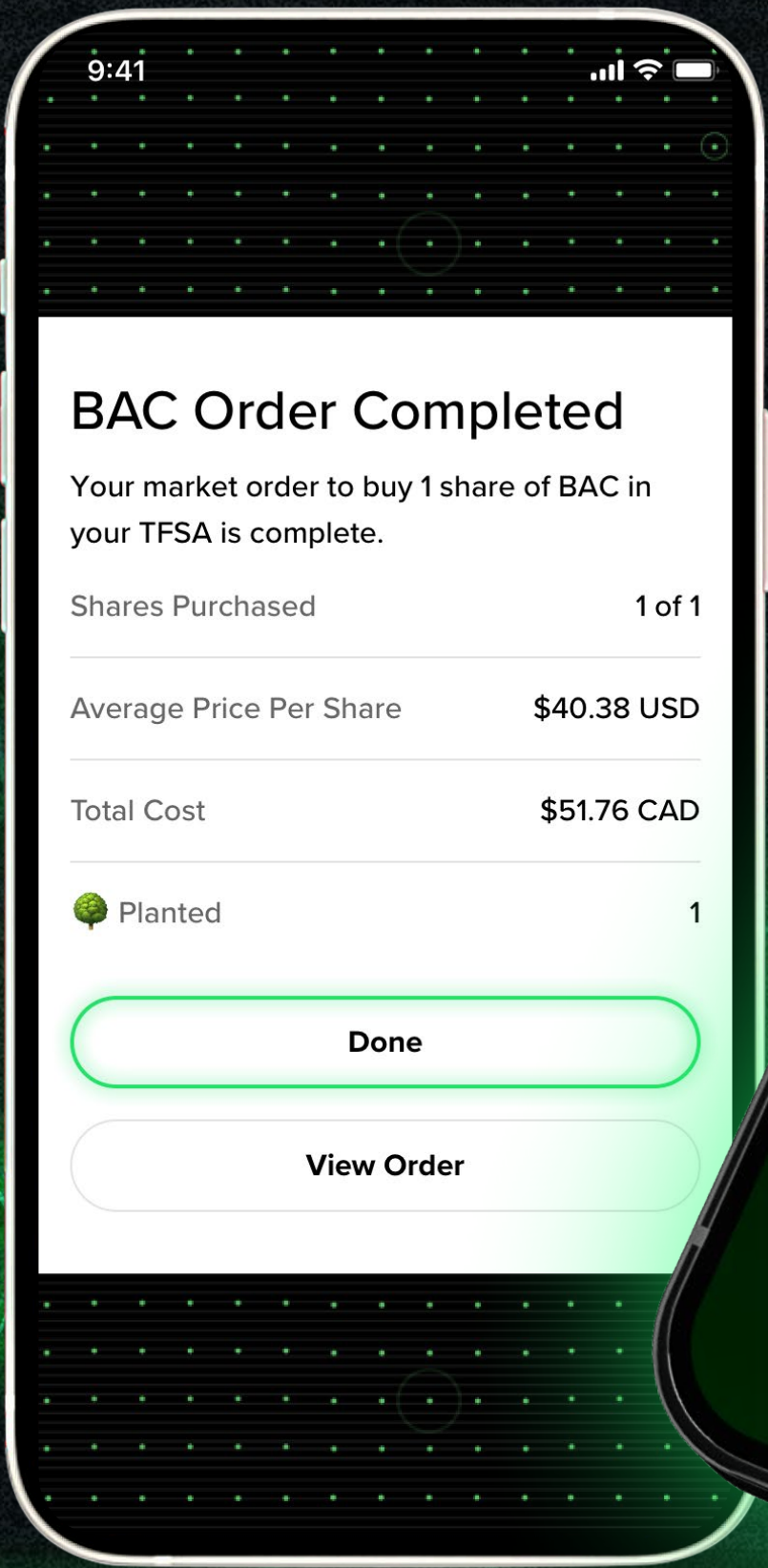
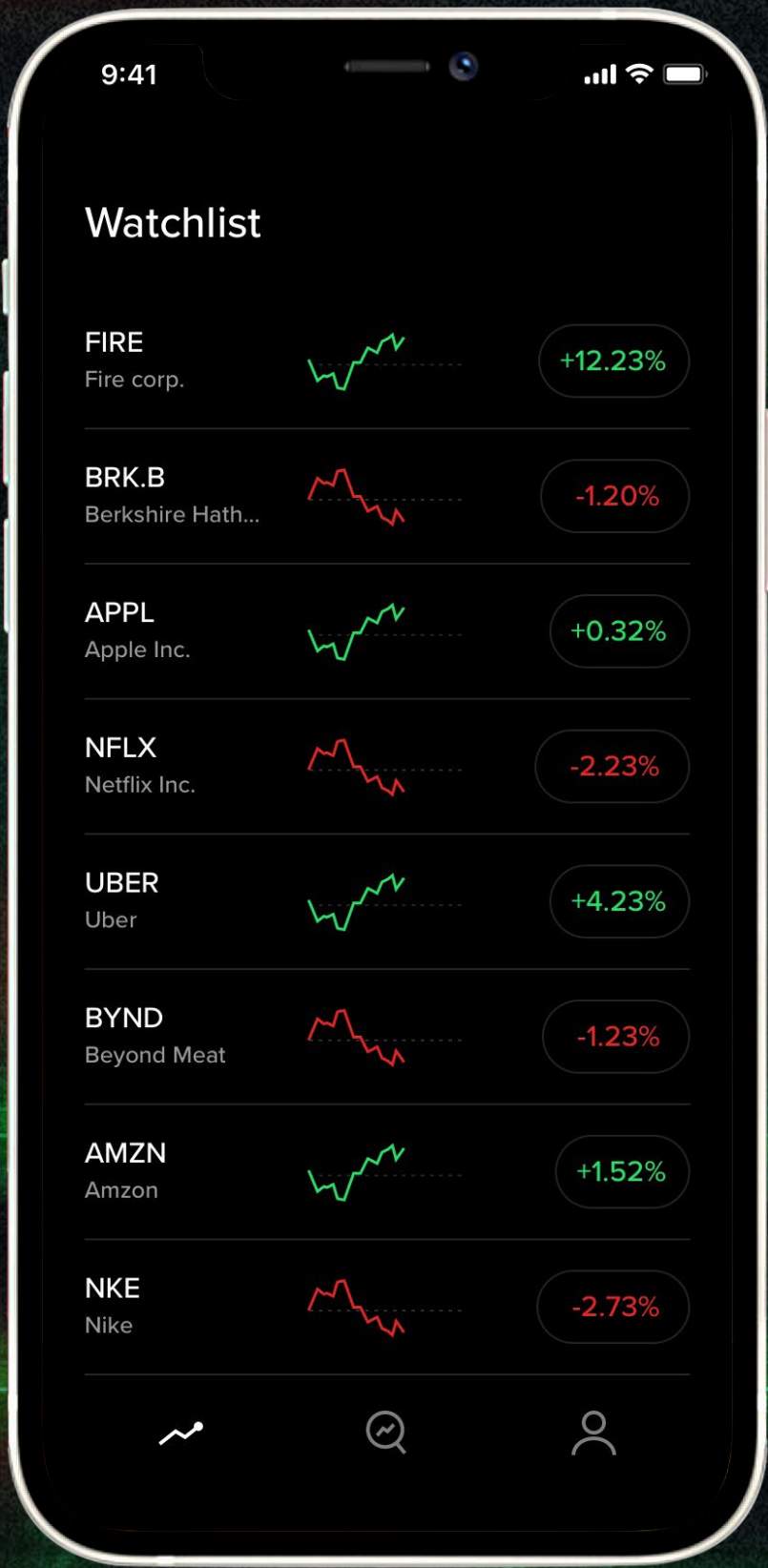
²Carbon offset based on June 2021 spend on MogoCard. ³Based on an online survey of active MogoCard users by Mogo Inc. conducted between July 13, 2021 and July 16, 2021, with 1,446 respondents to a combination of multiple choice and fillable text box questions. 91% of respondents agreed that the MogoCard 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)

NEXT GEN DIGITAL WEALTH PLATFORM

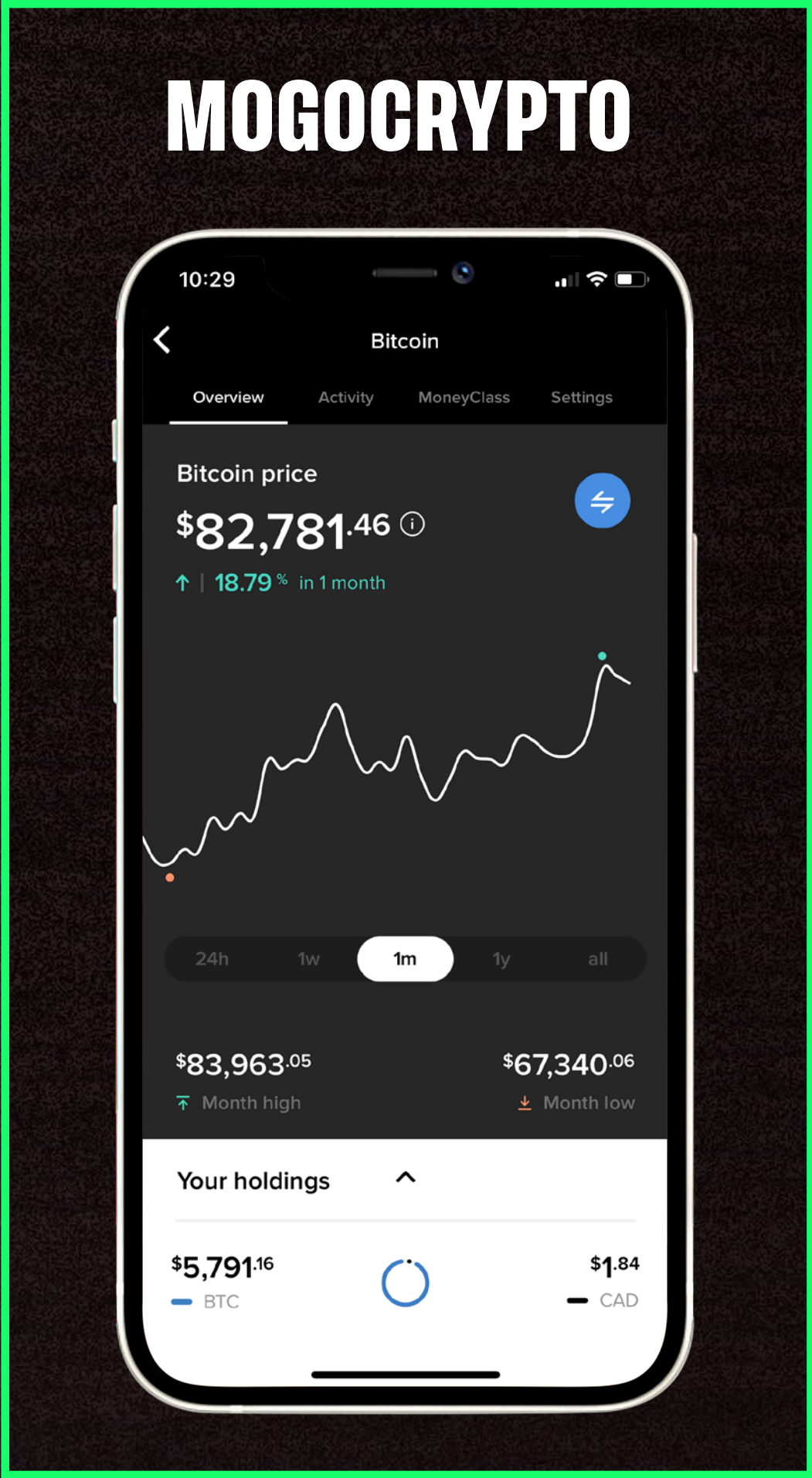


MogoTrade currently in development, launch is expected in Q4 2021, subject to regulatory approval.

COMMISSION FREE STOCK TRADING



BUILDING A LEADING CRYPTO PLATFORM



coinsquare
39% STAKE IN COINSQUARE
One of Canada's leading crypto exchanges

 **TETRA**
4% STAKE IN TETRA TRUST
Canada's first and only regulated digital asset custodian

MOGOINVEST: PASSIVE INVESTING SOLUTION

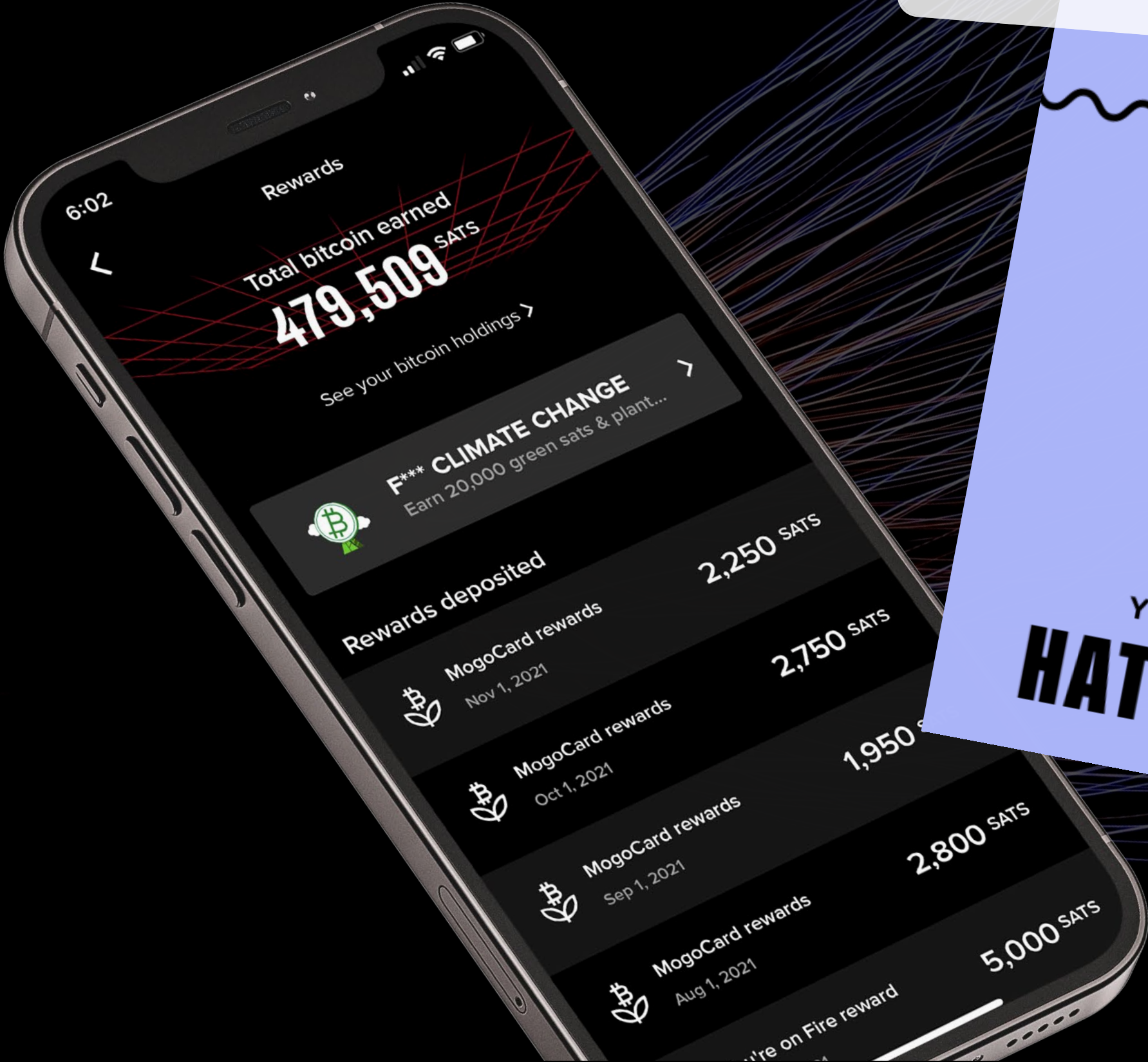


Recurring deposit

AUM
~\$300M

Invest

GAMIFYING SAVING THE PLANET AND STACKING MONEY



MOGO now
🏆👏 Congrats! You're the Most Improved Credit Score winner! We just dropped some green bitcoin into your account.

MOGO



YOU JUST EARNED THE
HAT TRICK BADGE

MOGO



YOU JUST EARNED THE
YOU'RE ON FIRE BADGE

Earn 20,000 green sats + plant 20 trees



Refer a pal and we'll give ya 20,000 green sats (bits of bitcoin) AND plant 20 trees. Who doesn't like the sound of that?

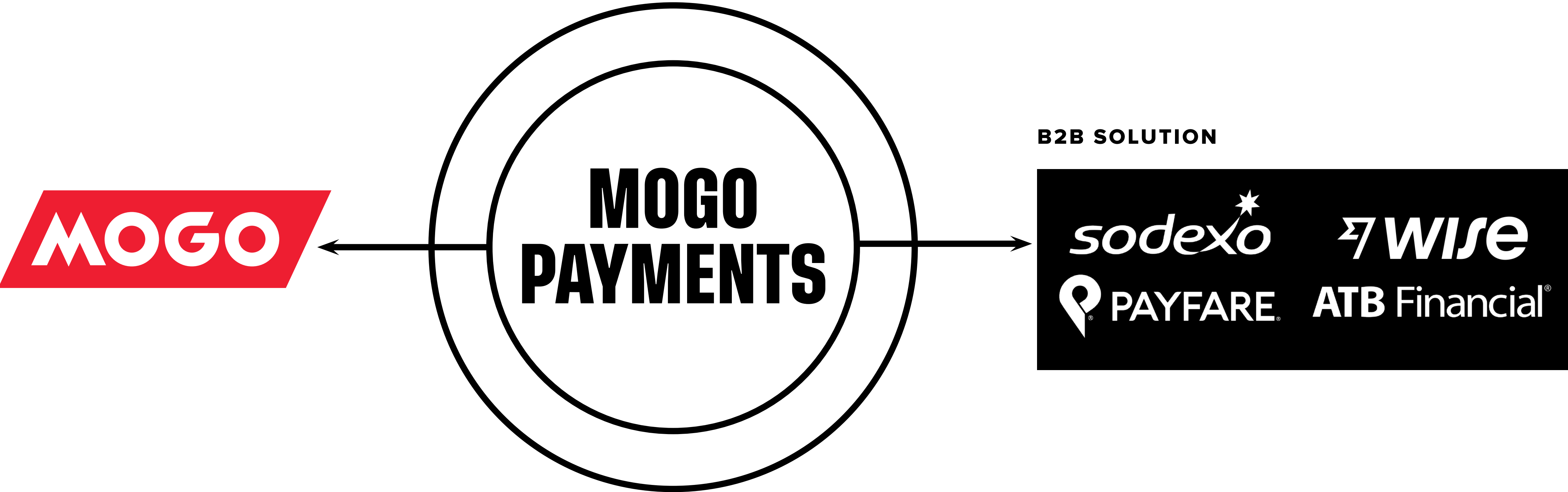
<https://app.mogo.ca/go?referral...>

SHARE MY LINK

BUILDING THE MOST RELEVANT MONEY BRAND



MOGO PAYMENTS: BRINGS STRATEGIC ADVANTAGE



 **Cost advantages**

 **Revenue driver**

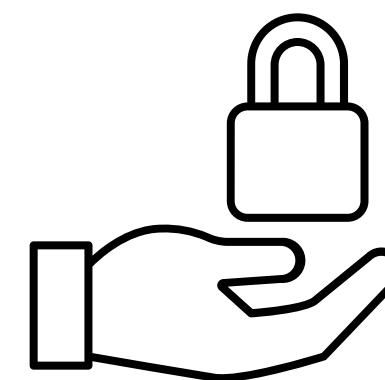
 **Strategic partnership opportunities**

Mogo Payments currently offered through Mogo's wholly owned subsidiary, Carta Worldwide.

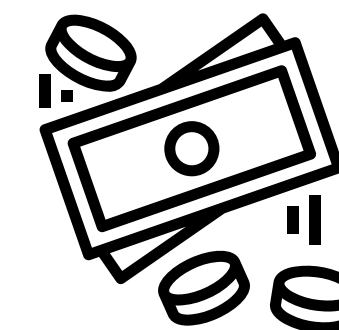
BUILDING A MOAT



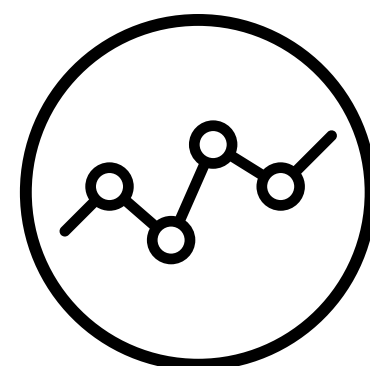
Identity



Fraud



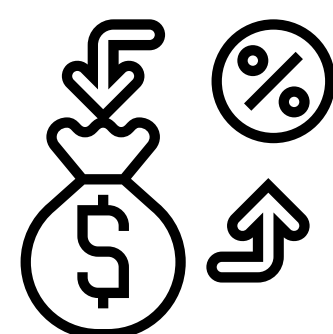
Money Movement



Trading



Authorization and Security



Lending and Credit Risk



Payments



Regulatory & Compliance

FINANCIALS

Q3 2021 FINANCIAL HIGHLIGHTS

MOGO MEMBERS
1.8 MM UP 64% YR/YR

CASH, INVESTMENTS & DIGITAL ASSETS
\$64.3 MM

TOTAL REVENUE
UP 58% YR/YR TO \$15.4MM

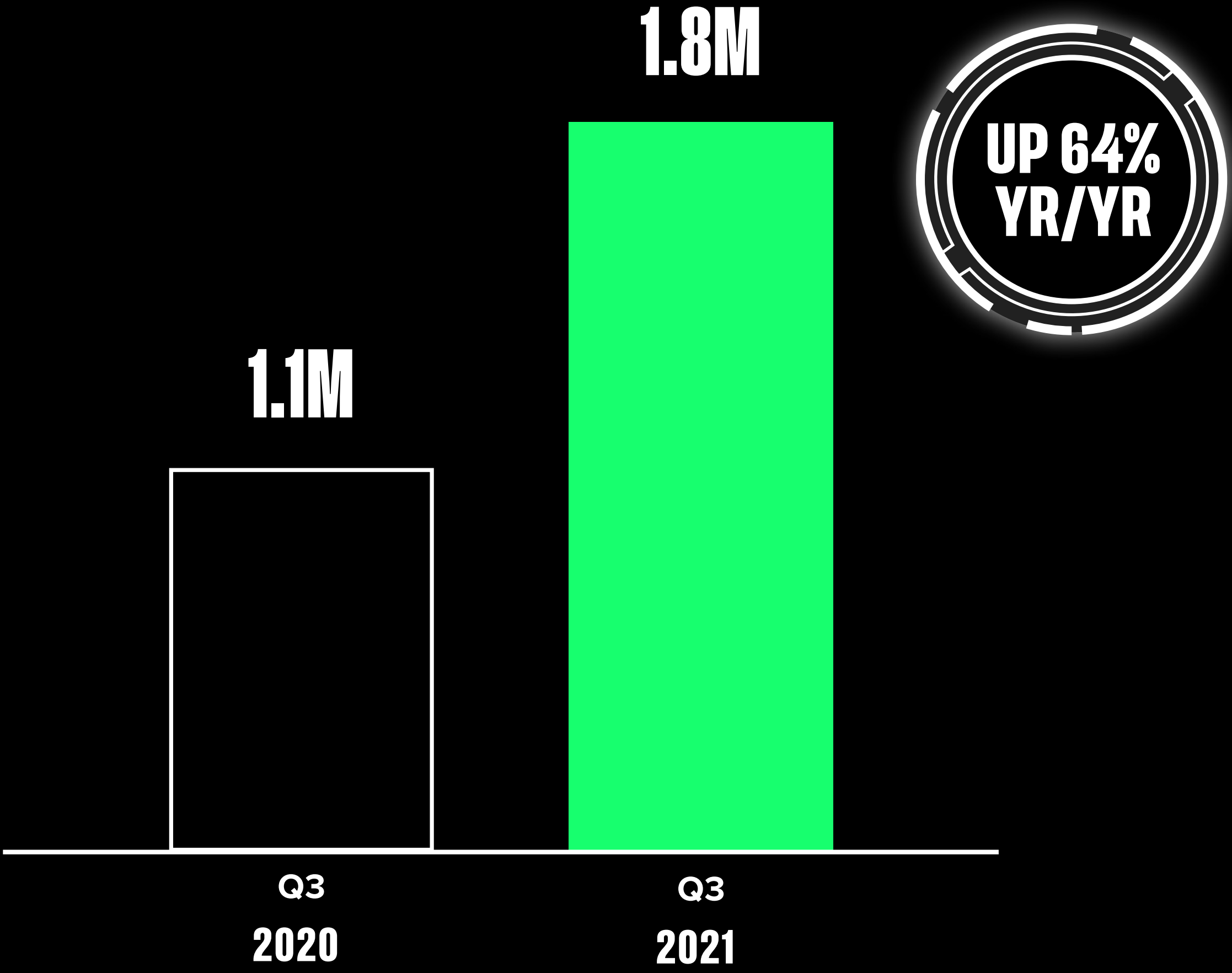
ADJUSTED EBITDA
\$(3.4) MM

SUBSCRIPTION & SERVICES REVENUE
UP 126% YR/YR TO \$9.4MM

% GROSS MARGIN
78.9%

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

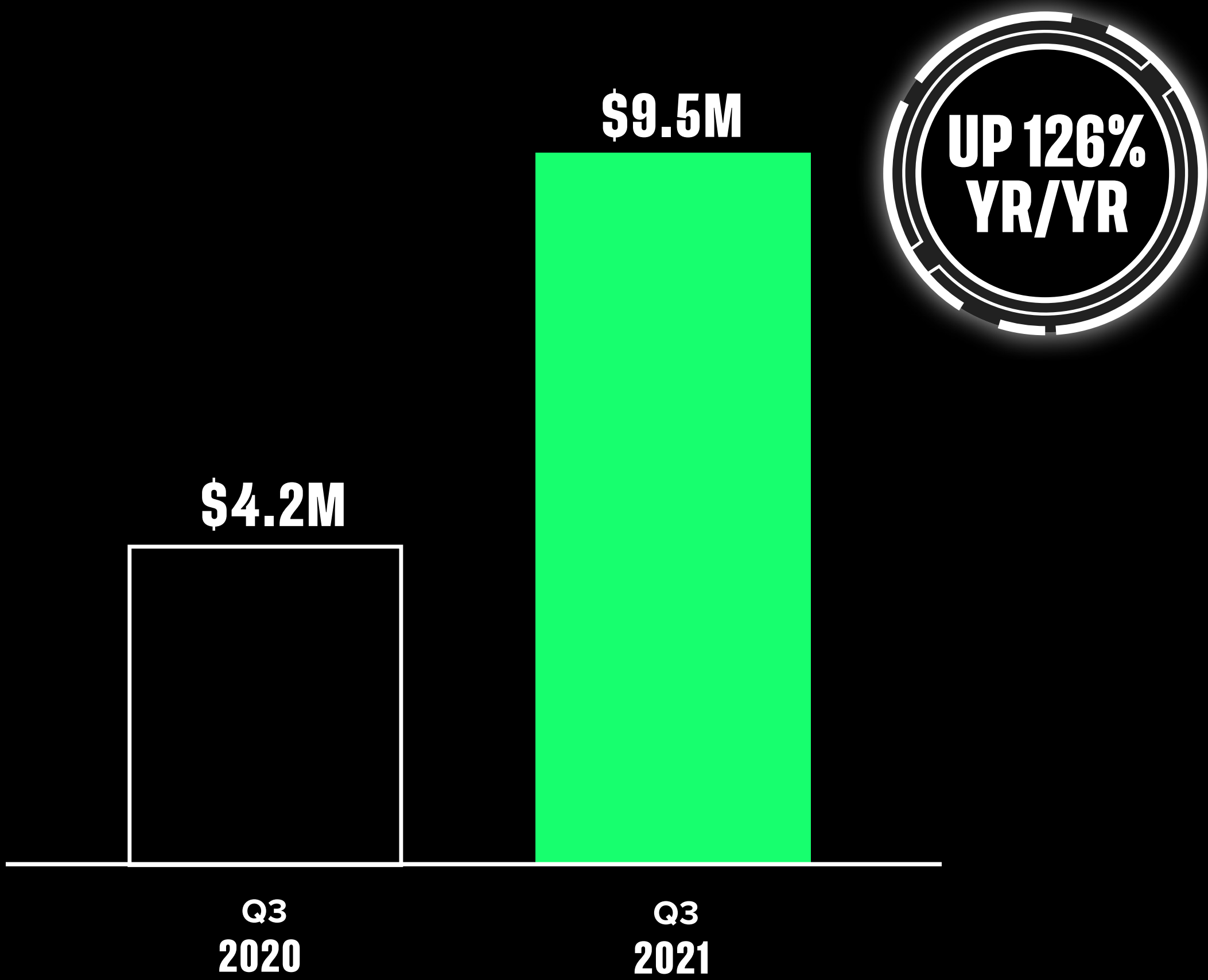
STRONG MEMBER GROWTH



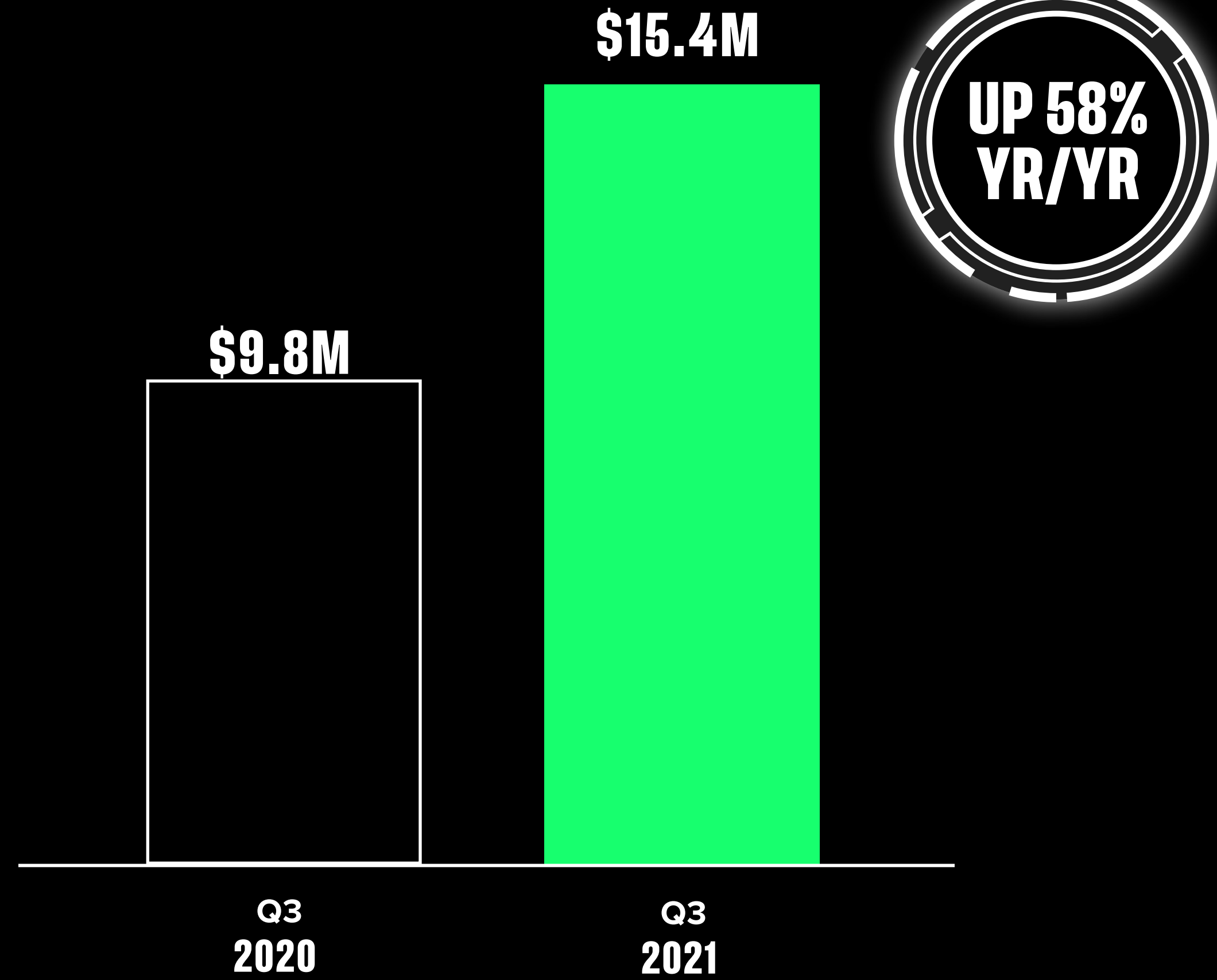
Q3 2021 includes members acquired related to the acquisition of Moka Financial Inc in Q2 2021.

ACCELERATING SUBSCRIPTION & SERVICES DRIVING REVENUE GROWTH

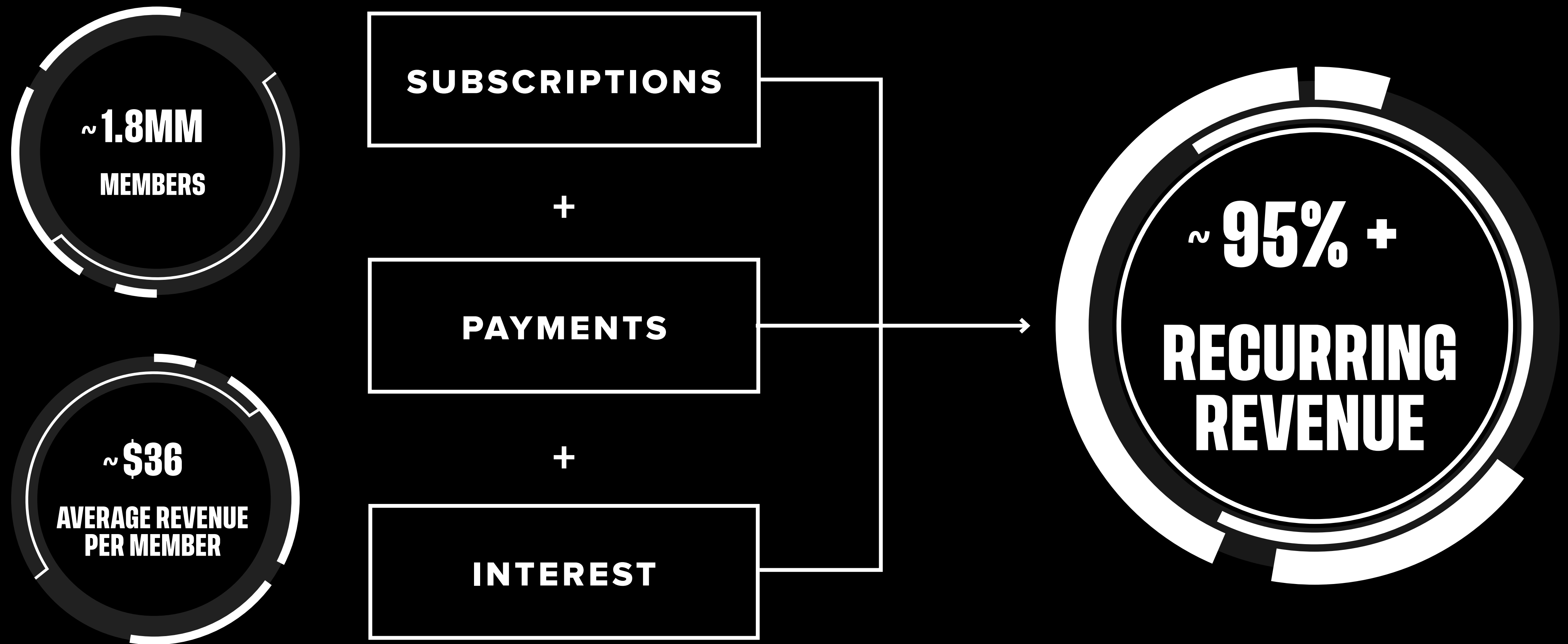
SUBSCRIPTION & SERVICES REVENUE



TOTAL REVENUE

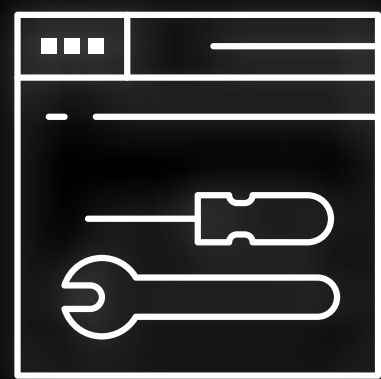


HIGH RECURRING REVENUE MODEL



Recurring Revenue is based on % of Q3 revenue from subscriptions, payment processing and transaction and interest revenue. ARPU is annualized Q3 revenue divided by average members in period.

HIGH MARGIN MODEL - INVESTING IN GROWTH



PRODUCT
DEVELOPMENT



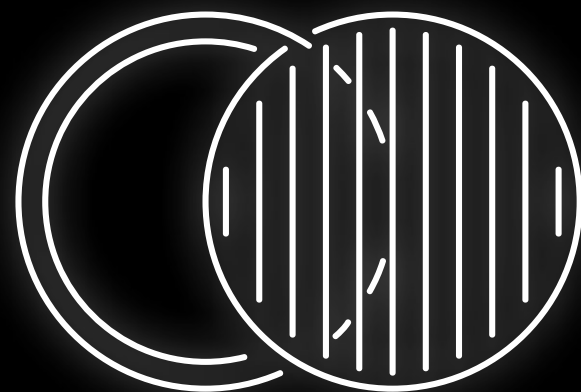
SALES &
MARKETING



REGULATORY &
COMPLIANCE

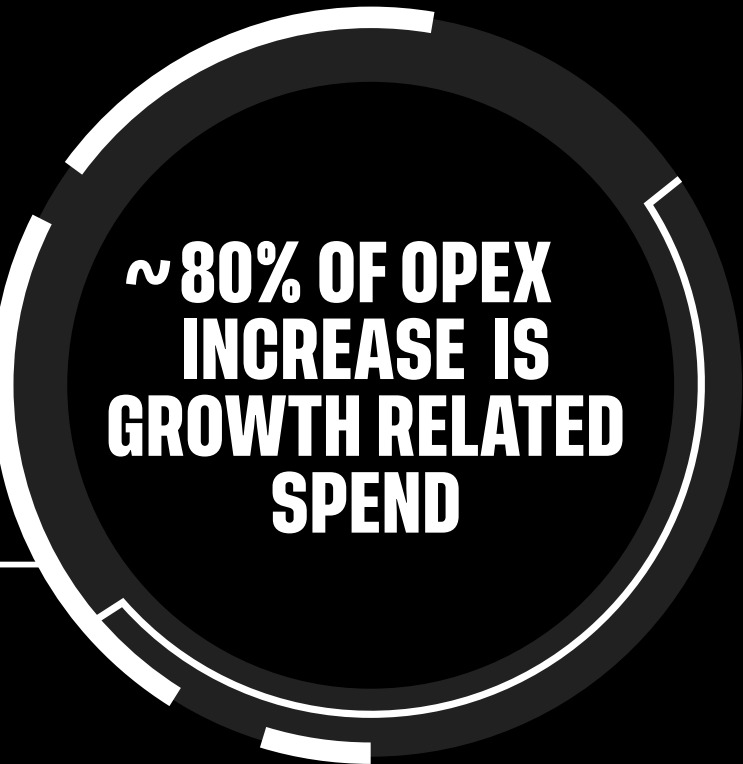
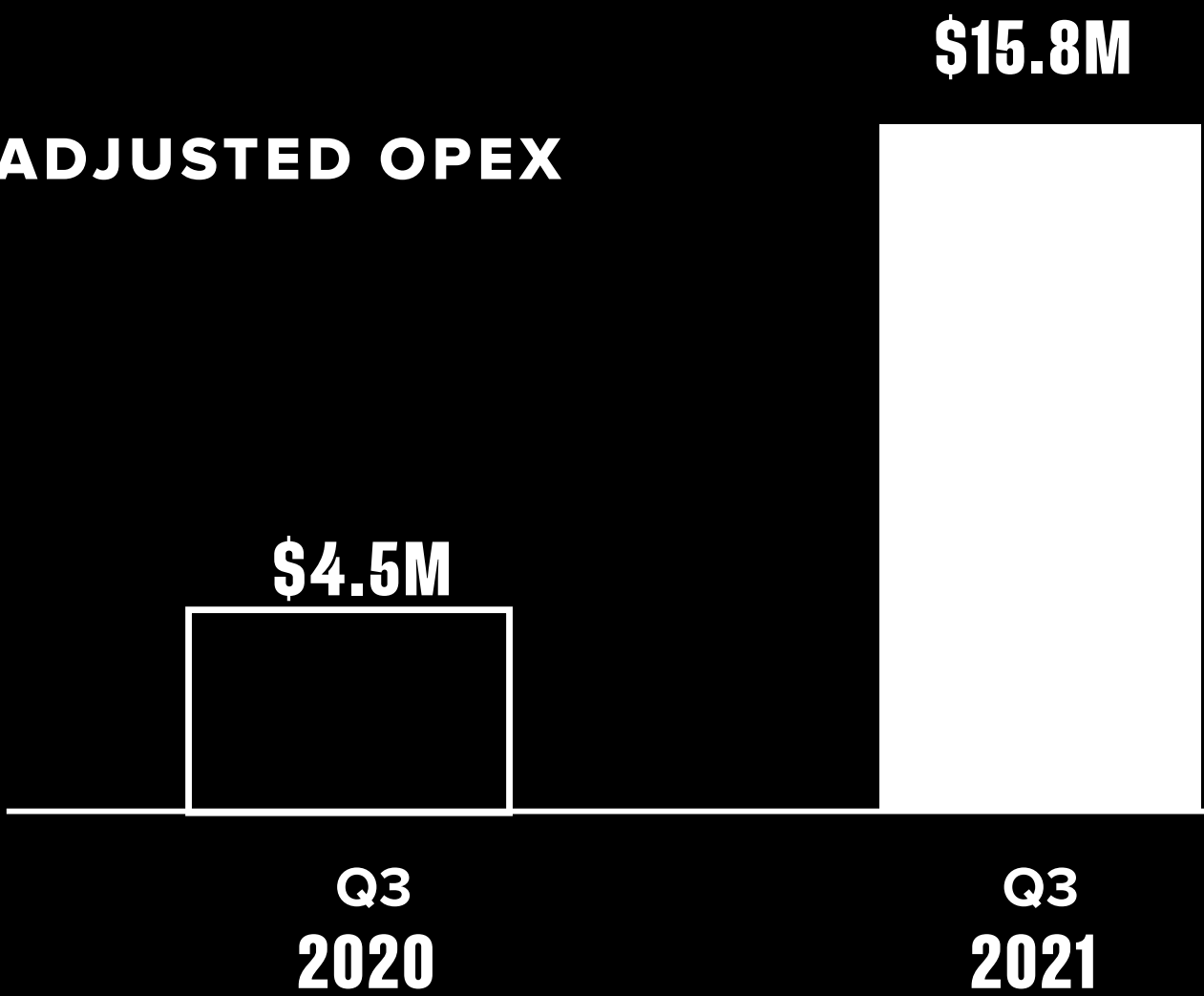


NEW MARKETS

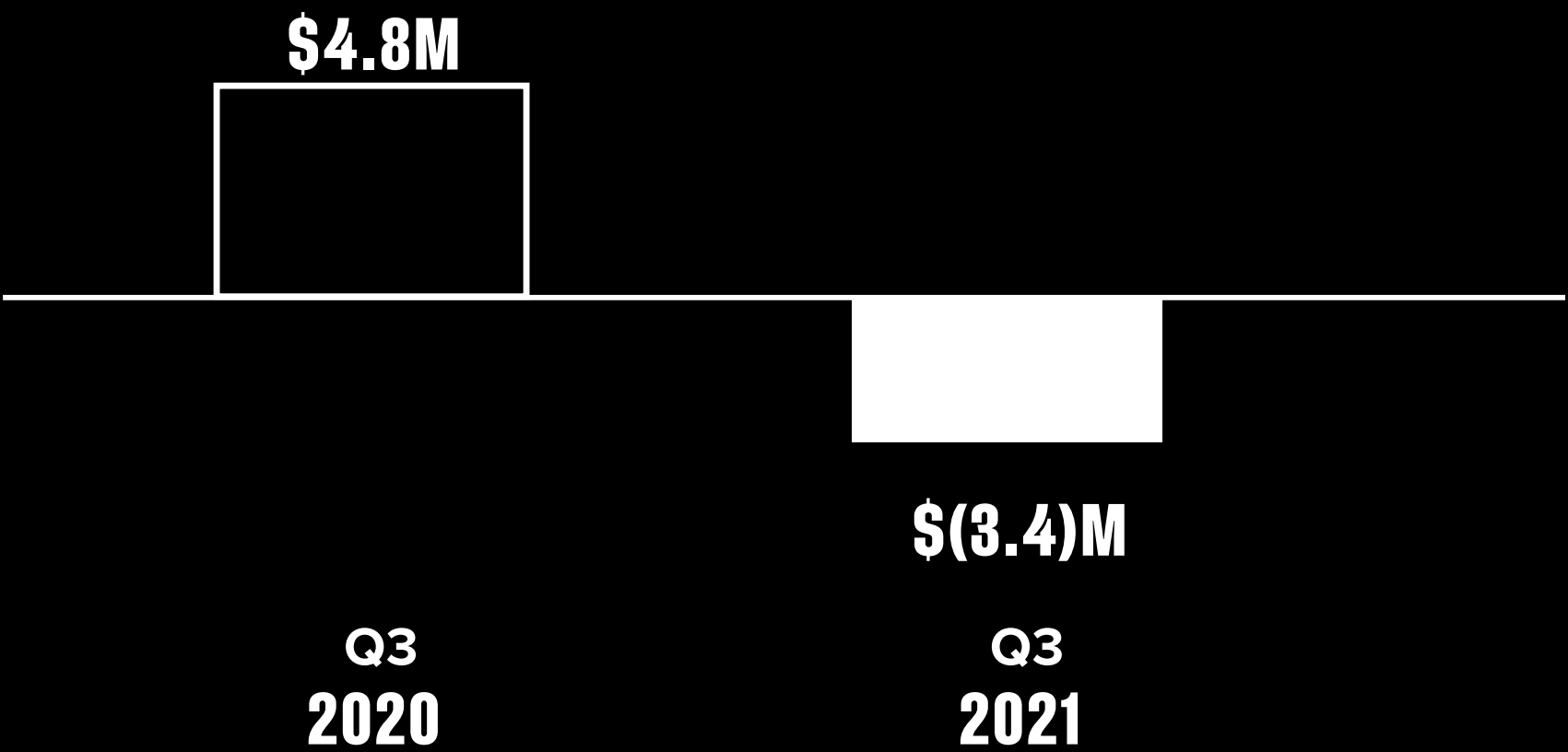


M&A

ADJUSTED OPEX



ADJUSTED EBITDA

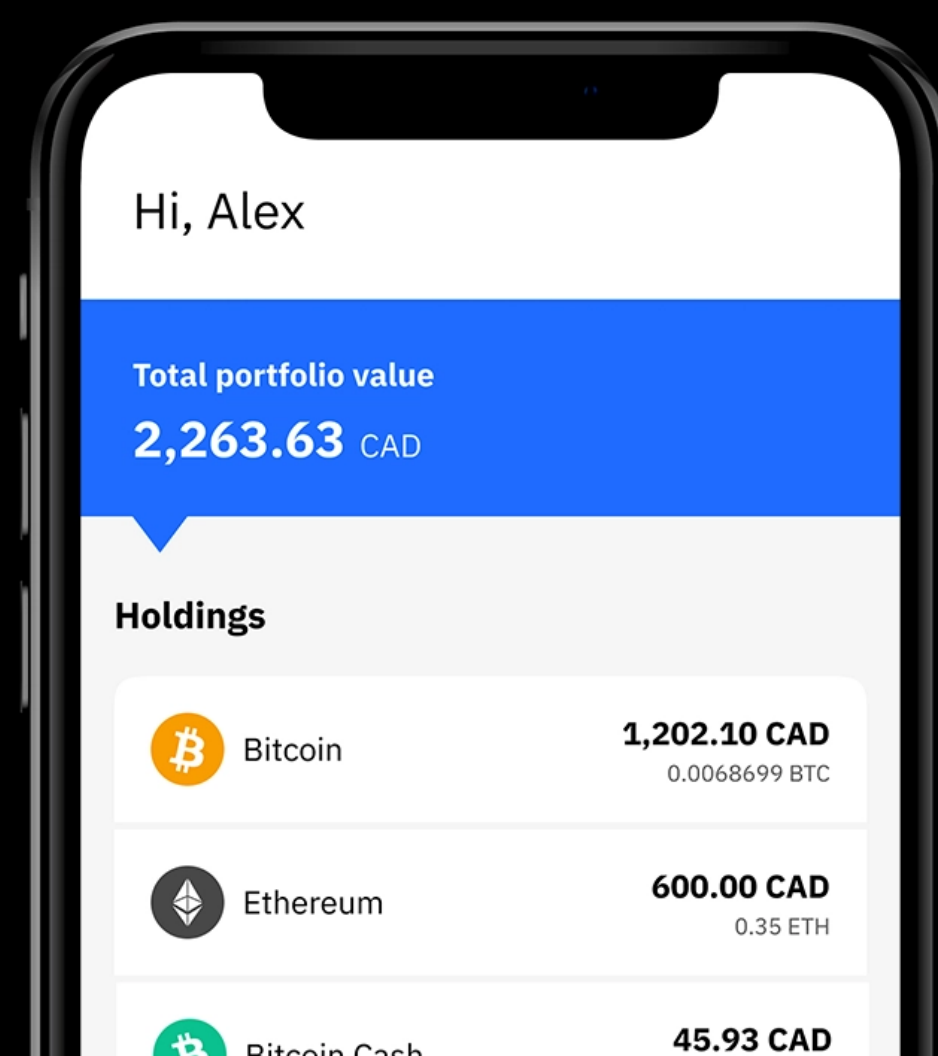


Adjusted EBITDA is a non-IFRS measures, refer the the appendix for a reconciliation. Adjusted Opex is Total Opex excluding stock based compensation, amortization and depreciation.

\$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 a warrant to increase ownership to approximately 49%¹
- Investment accounted for under equity method



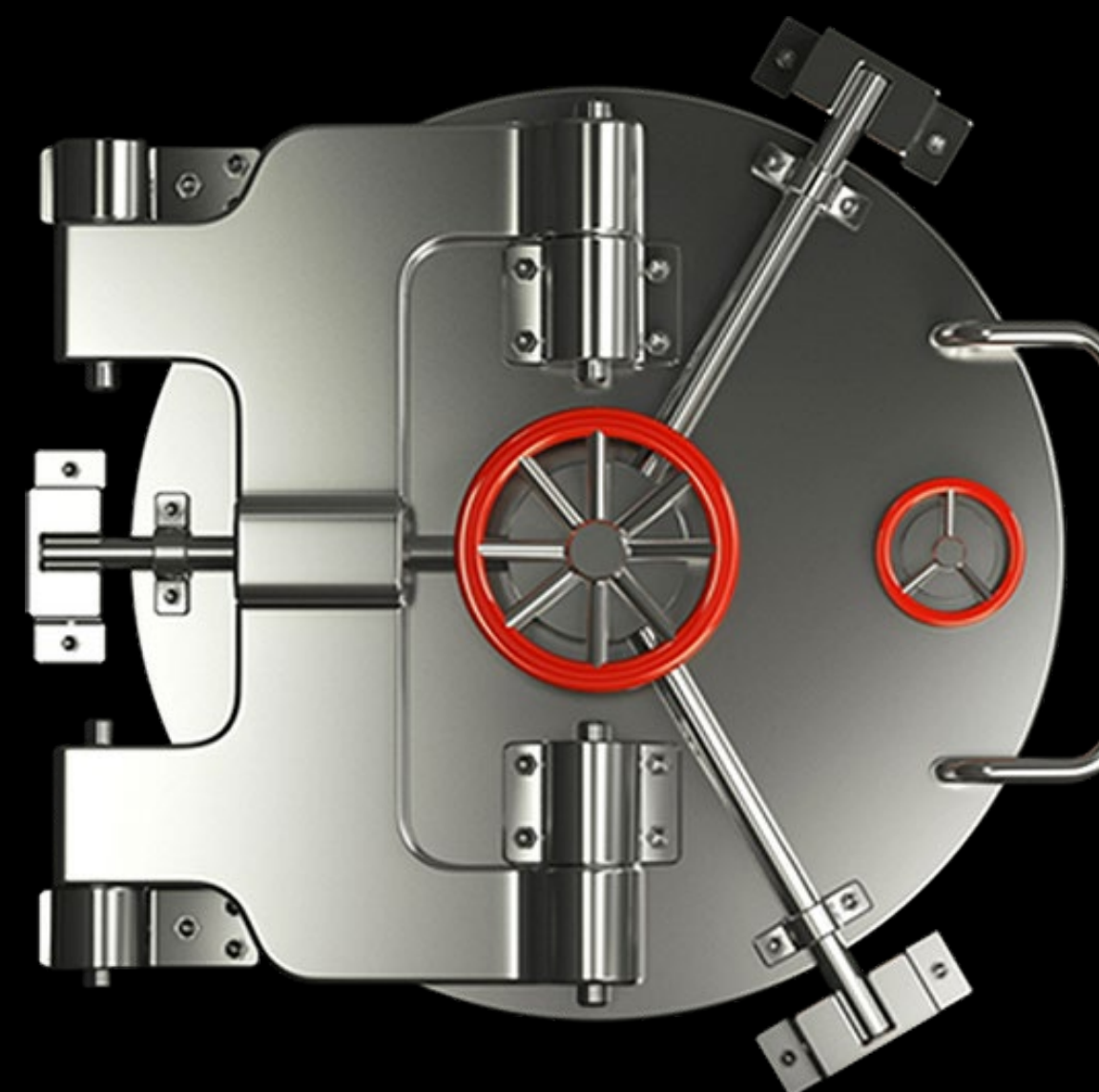
AUC²
\$850M+

USERS
~ **600K**

COINS
37

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 October 31 2021.

\$19 MILLION INVESTMENT & DIGITAL ASSET PORTFOLIO

- Diversified investment portfolio that supports Mogo's broader digital ecosystem
- Significant additional monetization opportunities within portfolio of minority investments in ~ 10 companies

DIGITAL ASSETS



CRYPTO CURRENCY



E-GAMING & MEDIA



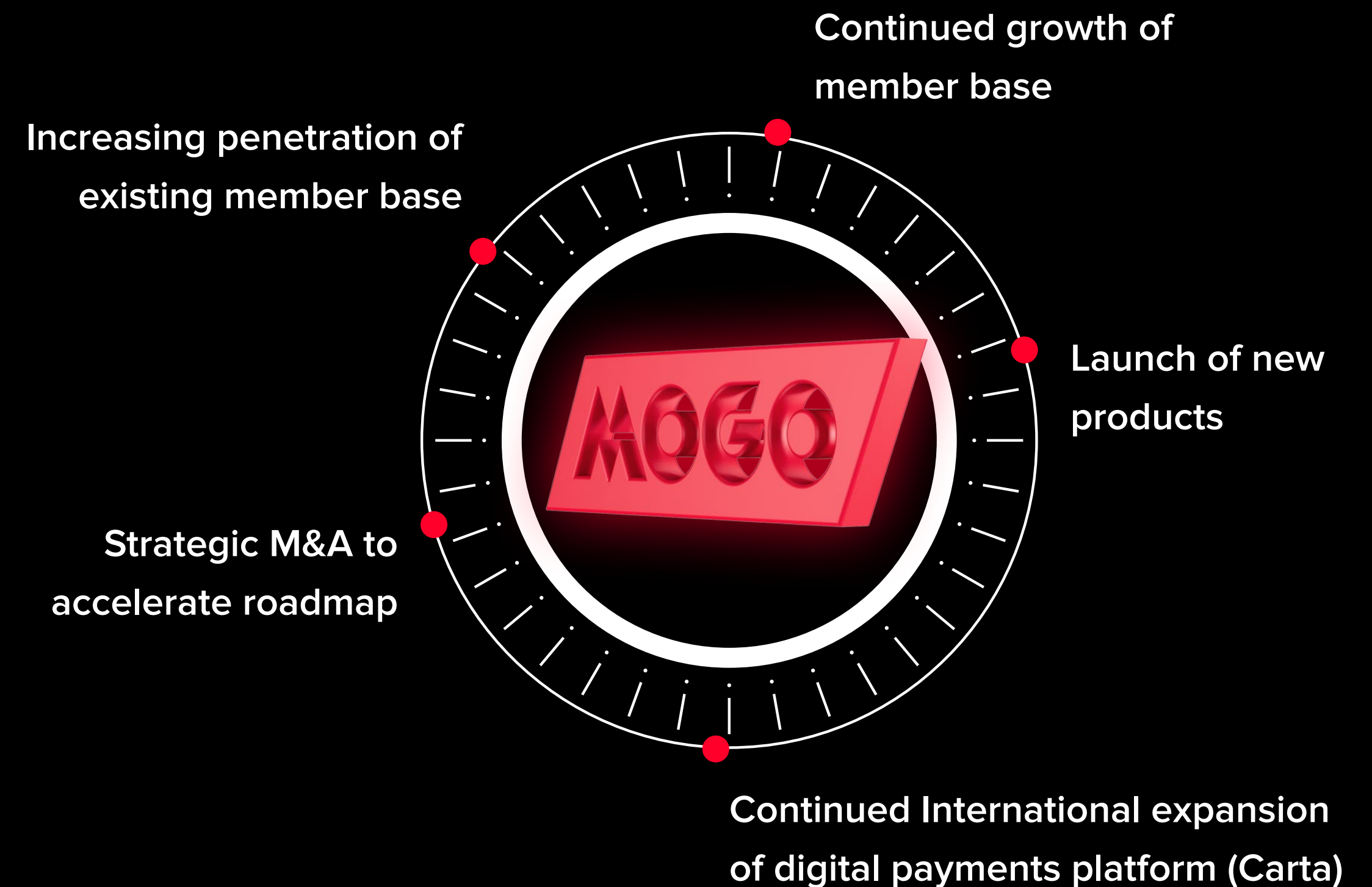
SOFTWARE



FINANCIAL OUTLOOK

1. 100% to 115% Yr/Yr growth of subscription and services revenue in Q4 2021 (up from previous guidance of 100% - 110% growth);
2. FY 2022 revenues of \$75 million to \$80 million (up from previous guidance 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 ~1.8 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 ~ \$64M Cash, Investments & Digital Assets



APPENDIX

Reconciliation of loss before income taxes to Adjusted EBITDA

(in \$000s)	Q3 2021	Q3 2020
Net income (loss) before tax	10,376	(1,020)
Depreciation and amortization	3,840	2,579
Stock-based compensation	2,703	384
Credit facility interest expense	1,028	1,039
Debenture and other financing expense	1,005	1,166
Accretion related to debentures and convertible debentures	314	176
Share of loss from an associate	3,065	
Revaluation (gains) and losses, net	(5,375)	723
Other non-operating expenses (income)	358	(2,141)
Adjusted EBITDA	(3,438)	4,824