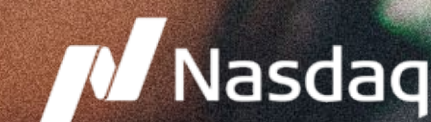


DO MONEY LIKE YOU MEAN IT™



Q1 2021 Earnings Presentation
May 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 March 31, 2021 and the notes thereto as well as our management’s discussion and analysis for the financial quarter ended March 31, 2021, all of which are available at www.SEDAR.com and www.sec.gov.

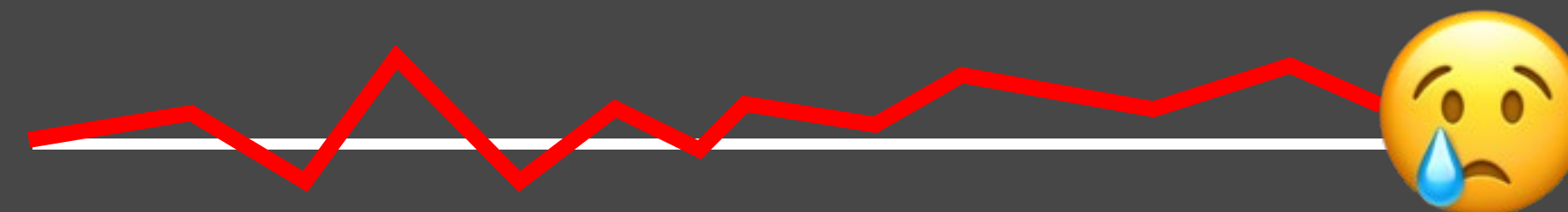
© 2021 Mogo Inc. All rights reserved. Mogo and the Mogo designs are trademarks of Mogo Finance Technology Inc. and used here under licence. All company names, logos, and brands are property of their respective owners and are used for identification purposes only. To apply for any Mogo product, you must open a MogoAccount and pass identity verification. The MogoAccount is currently only available to age of majority residents of Canada (excluding Quebec). MogoCard means the Mogo Visa* Platinum Prepaid Card. *Trademark of Visa International Service Association and used under licence by Peoples Trust Company. Mogo Visa Platinum Prepaid Card is issued by Peoples Trust Company pursuant to licence by Visa Int. and is subject to Terms and Conditions, visit mogo.ca for full details. Your MogoCard balance is not insured by the Canada Deposit Insurance Corporation (CDIC). Buying and selling bitcoin is risky and you may suffer huge losses. For more information, see MogoCrypto Terms and Conditions: <https://www.mogo.ca/pdfs/MogoCryptoTermsAndConditions.pdf>. The investment example on slides 4 and 8 assume a \$600 per month contribution into an investment with an annual rate of return of 10%, compounded annually, resulting in a total value of \$5,409,271.46 over 45 years and \$22,834,935.67 over 60 years, respectively. This calculation was determined according to the Ontario Securities Commission Compound Interest Calculator, found here: <https://www.getsmarteraboutmoney.ca/calculators/compound-interest-calculator>. Past performance does not guarantee future results. Representative examples provided in this presentation are for informational purposes only and should not be relied upon as personalized investment advice.

All figures are expressed in Canadian \$'s.

THE PROBLEM: WEALTH GAP

THE TRADITIONAL WAY

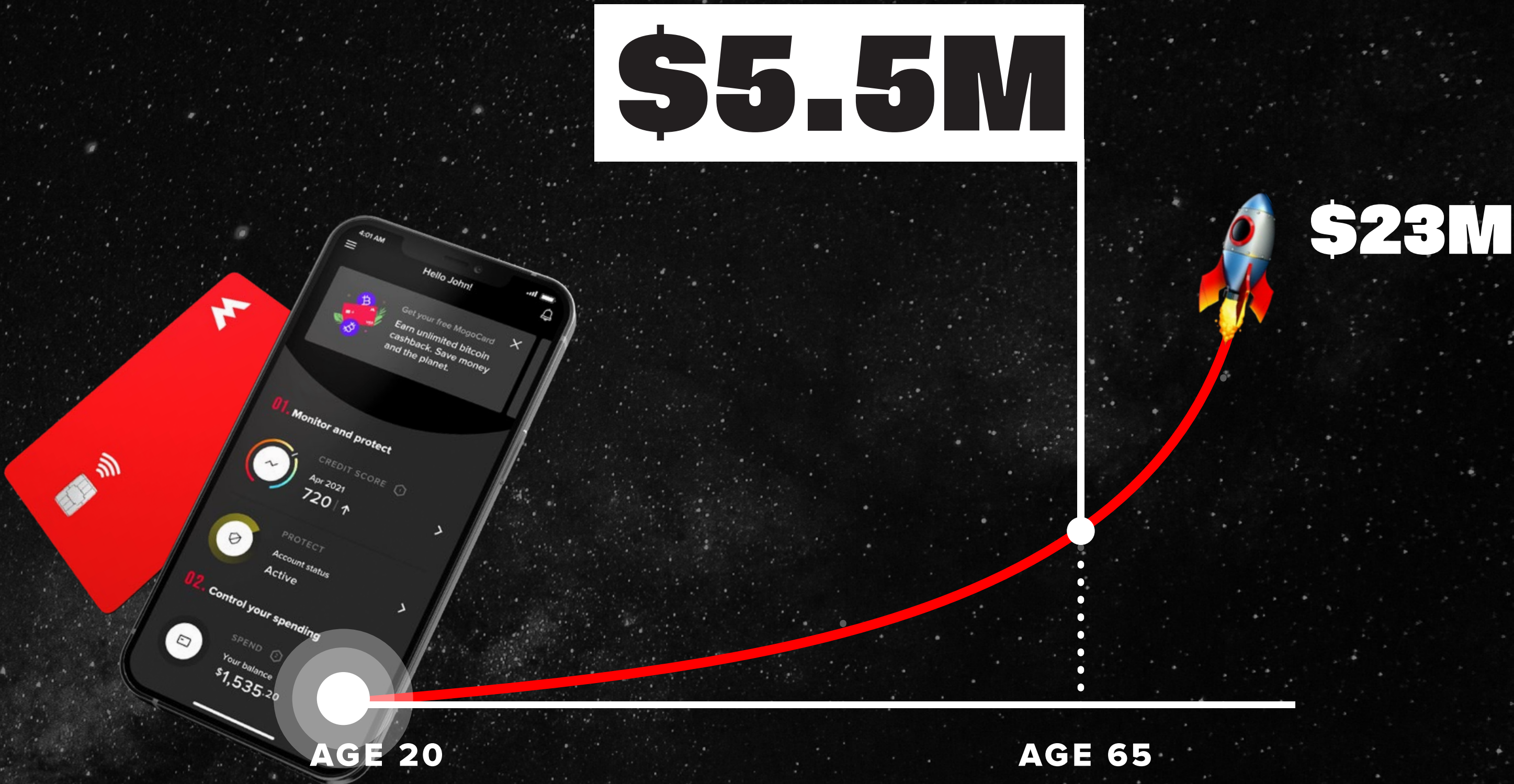
54% of Canadians don't have a financial plan¹



CUSTOMER'S WEALTH JOURNEY

RBC 2021 Financial Independence in Retirement Poll, Press Release March 23, 2021: Financial optimism during the pandemic: Canadians discovering true value of advice and planning - RBC poll

THE SOLUTION



MOGO'S HOLISTIC SOLUTION

MOGO HELPS CONSUMERS

CONTROL SPENDING + SAVE & INVEST WISELY

THE 2 KEYS TO FINANCIAL HEALTH

MOGOCARD: THE MOST REWARDING WAY TO CONTROL YOUR SPENDING

CARD USERS
14X
MORE ENGAGED
THAN NON-CARD
USERS

TRANSACTION
VOLUME UP
1,000%
YR/YR




Spending control

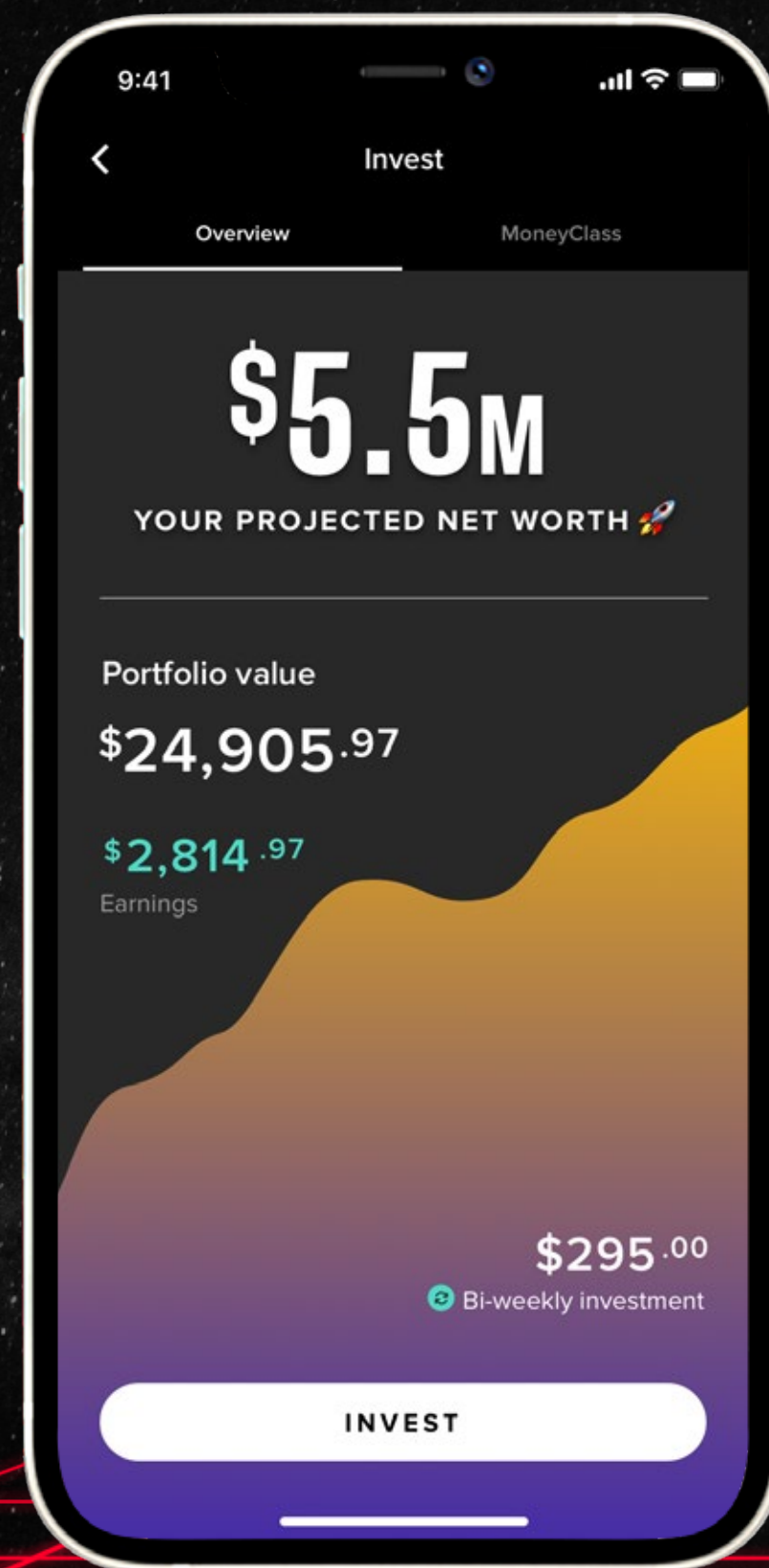

Bitcoin cashback


Carbon offset

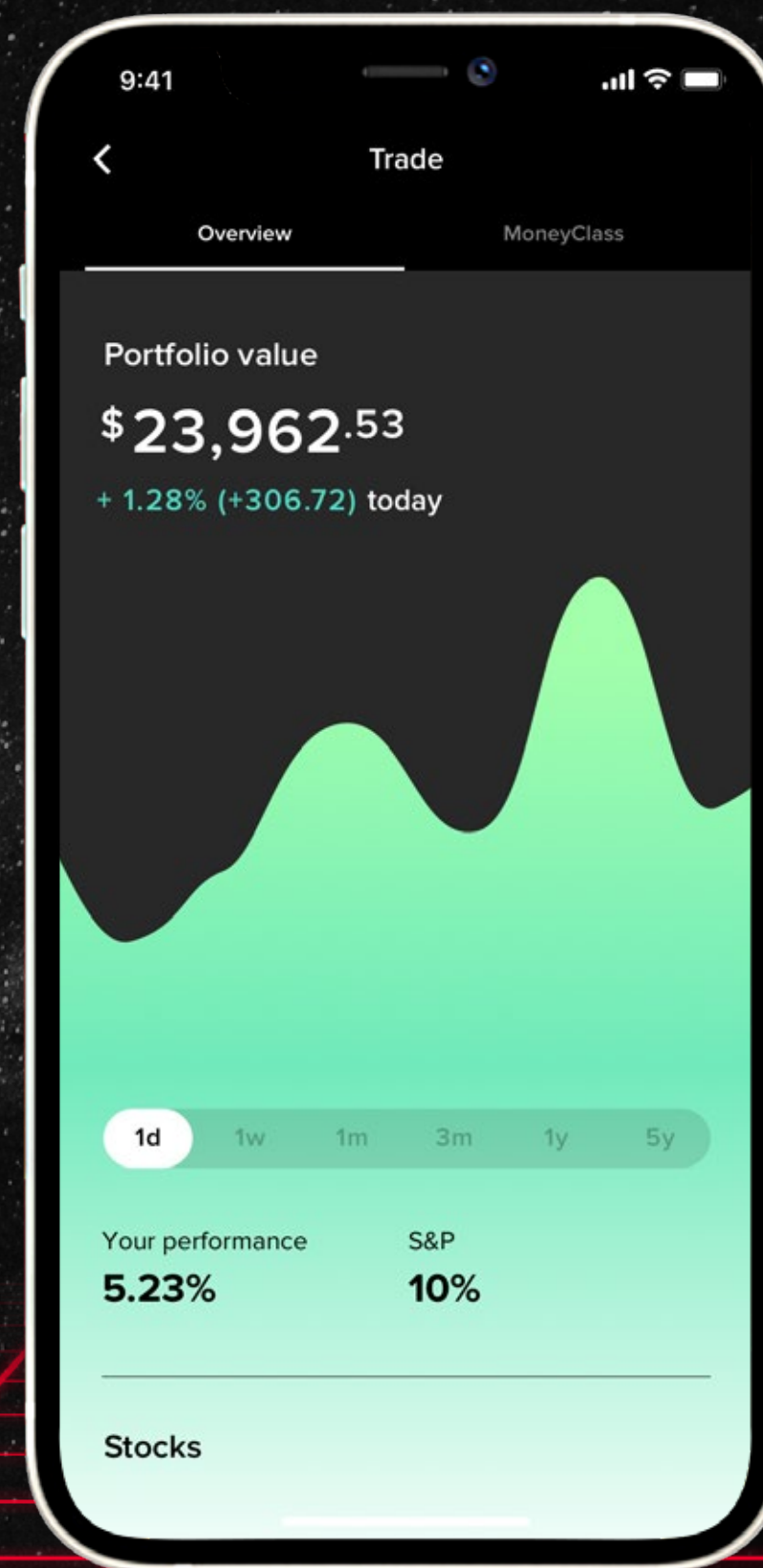
MOGOWEALTH: BUILDING THE LEADING DIGITAL WEALTH PLATFORM

COMING
SOON

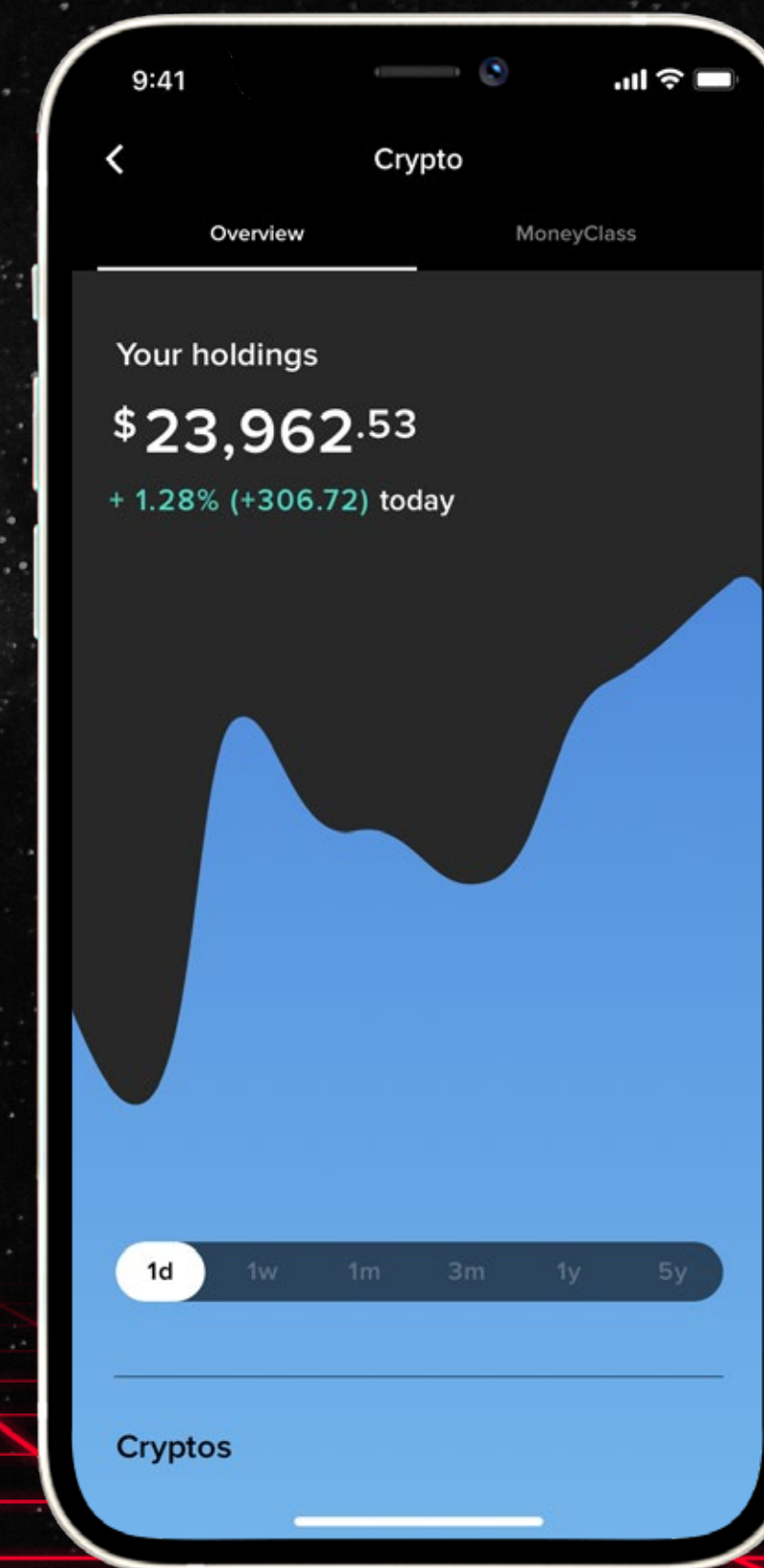
MogoInvest



MogoTrade



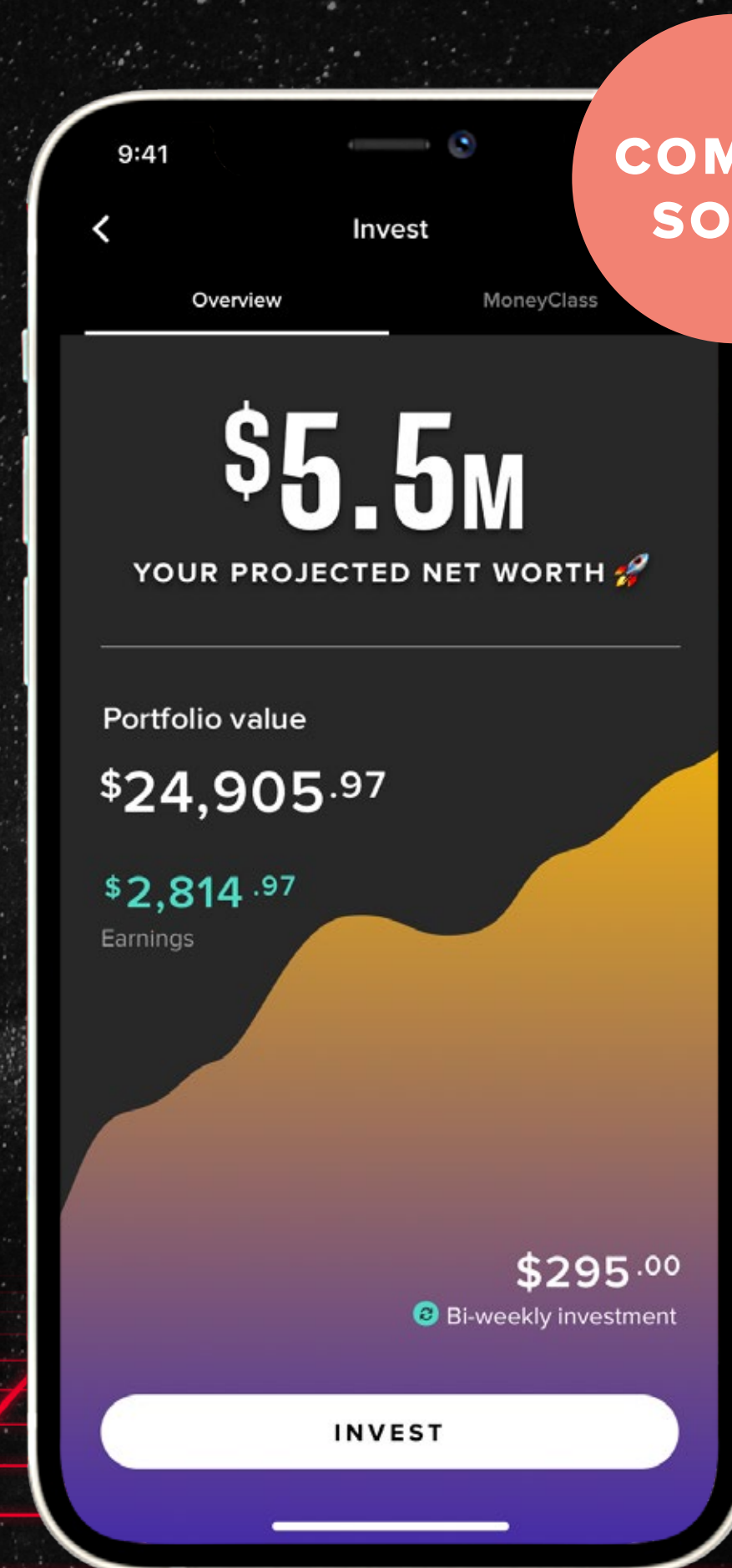
MogoCrypto



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

MOGOINVEST: AUTOMATED WEALTH BUILDING

- 54% of Canadians don't have a financial plan
- 45% don't have a TFSA or RRSP



COMING
SOON

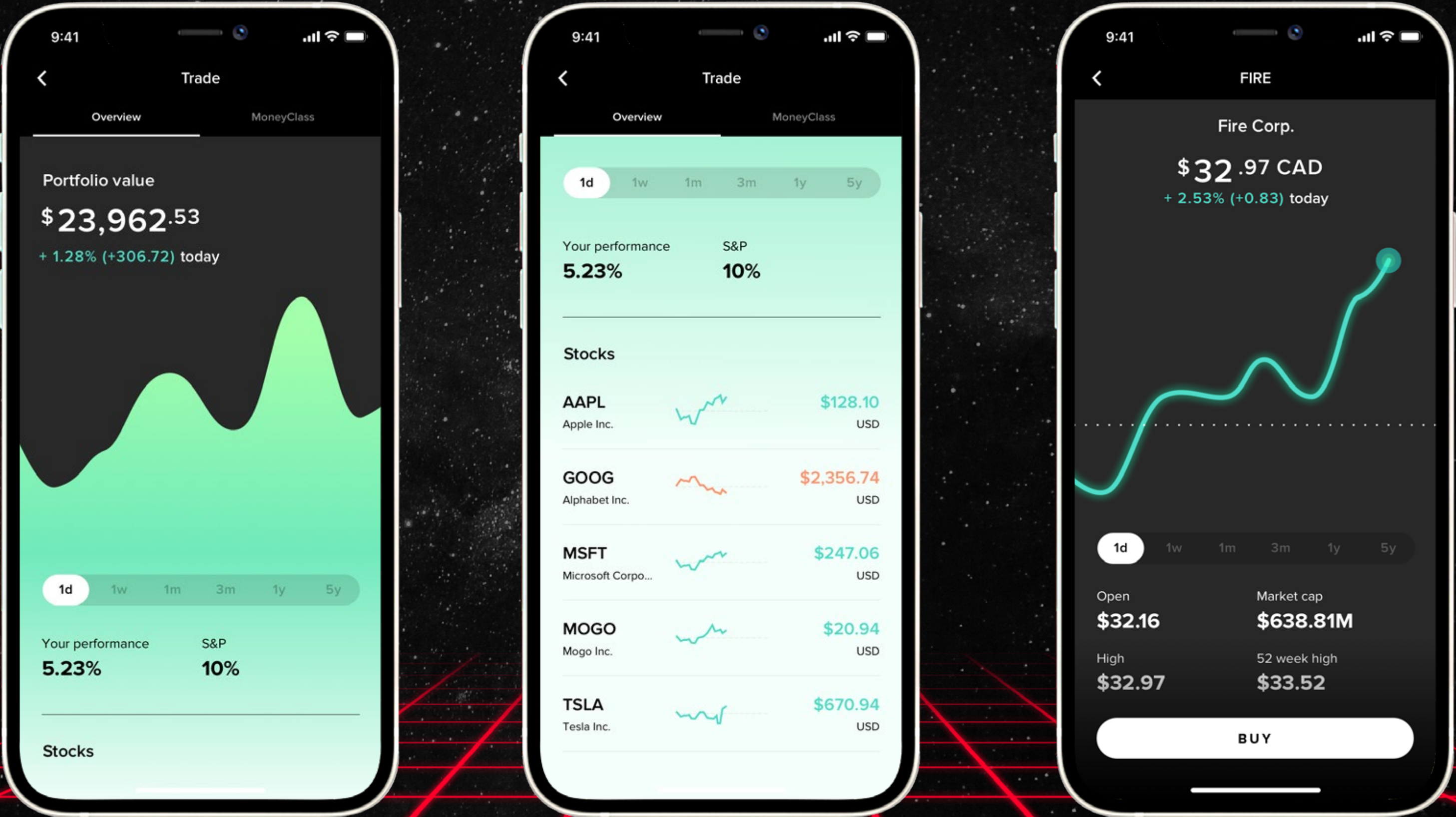
ANNUAL INCOME OF
\$40,000



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

MOGOTRADE: COMMISSION FREE STOCK TRADING

COMING
SOON

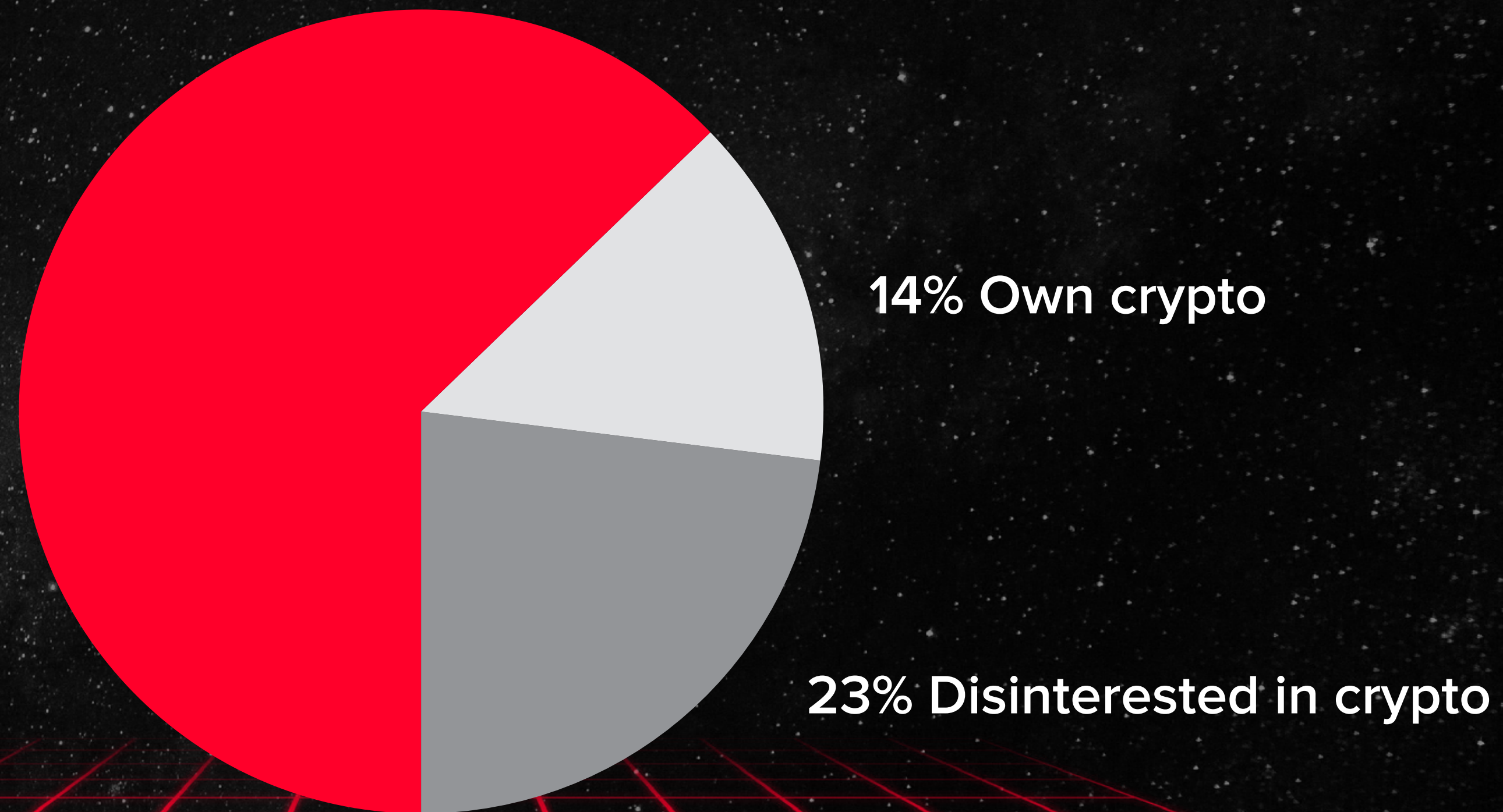


This is used for illustrative purposes only and may not reflect the final product offering.

40% OF CONSUMERS ARE PLANNING TO USE CRYPTO IN THE NEXT YEAR¹

A recent survey shows...

63%
of adults want to learn
more about crypto
or plan to buy soon

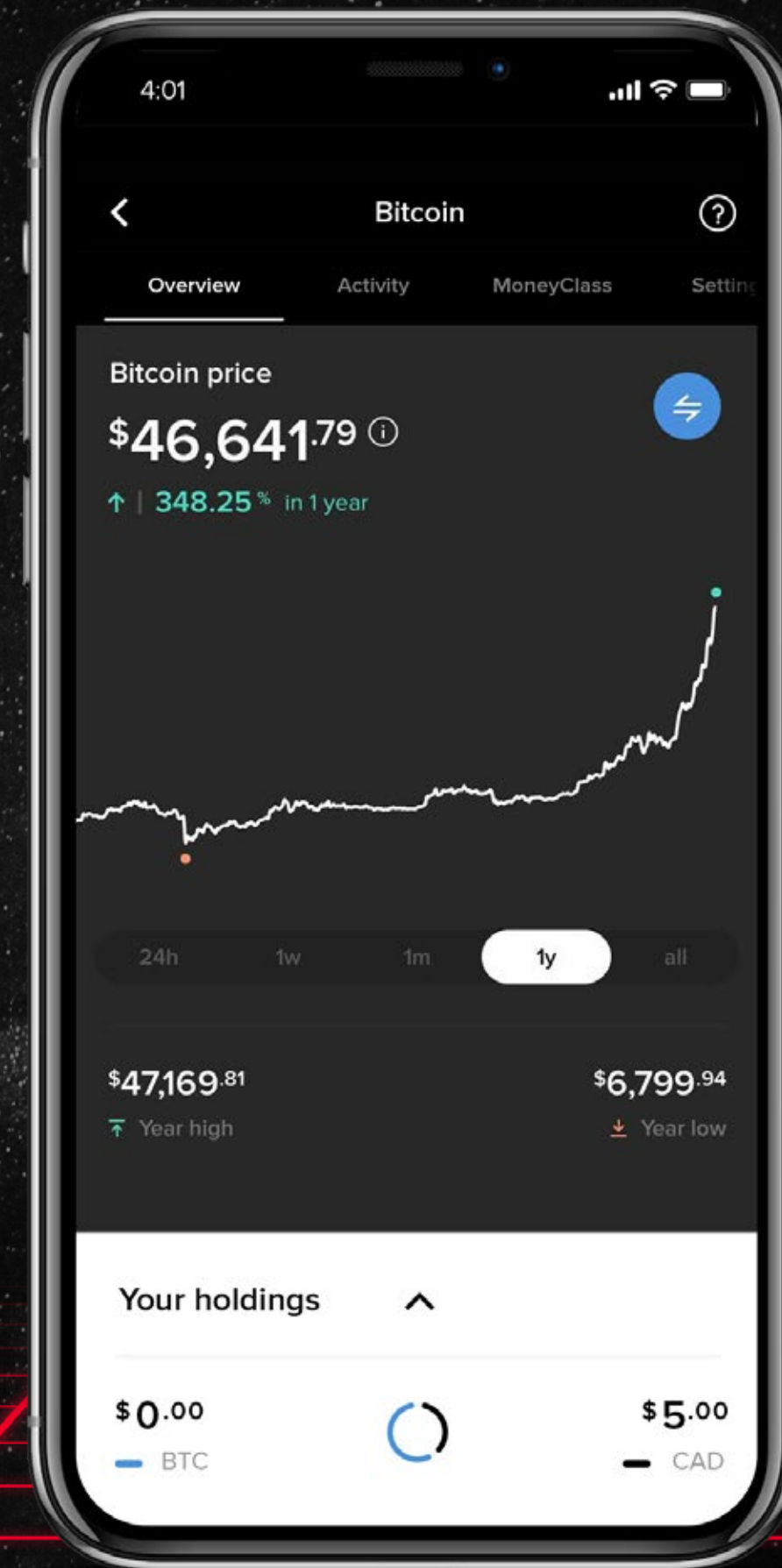


1. Mastercard New Payments Index: Consumer Appetite for Digital Payments Takes Off, MAY 04, 2021, <https://investor.mastercard.com/investor-news/investor-news-details/2021/Mastercard-New-Consumer-Appetite-for-Digital-Payments-Takes-Off/default.aspx>
Source: The Gemini 2021 State of U.S. Crypto Report, which is based on a total sample of 3,000 U.S. adults, ages 18 to 65 with \$40,000 or more in household income. Survey respondents were polled from October 19-November 16, 2020, and included 921 self-identifying current cryptocurrency owners and 1,697 consumers who were interested in learning more about cryptocurrency.

MOGO'S BITCOIN ACCOUNT: PHASE 1 OF CRYPTO STRATEGY

LAUNCHED
2018

TRANSACTION
VOLUME UP
1,500%
YR/YR



MOGOCRYPTO: COMMISSION FREE CRYPTO TRADING

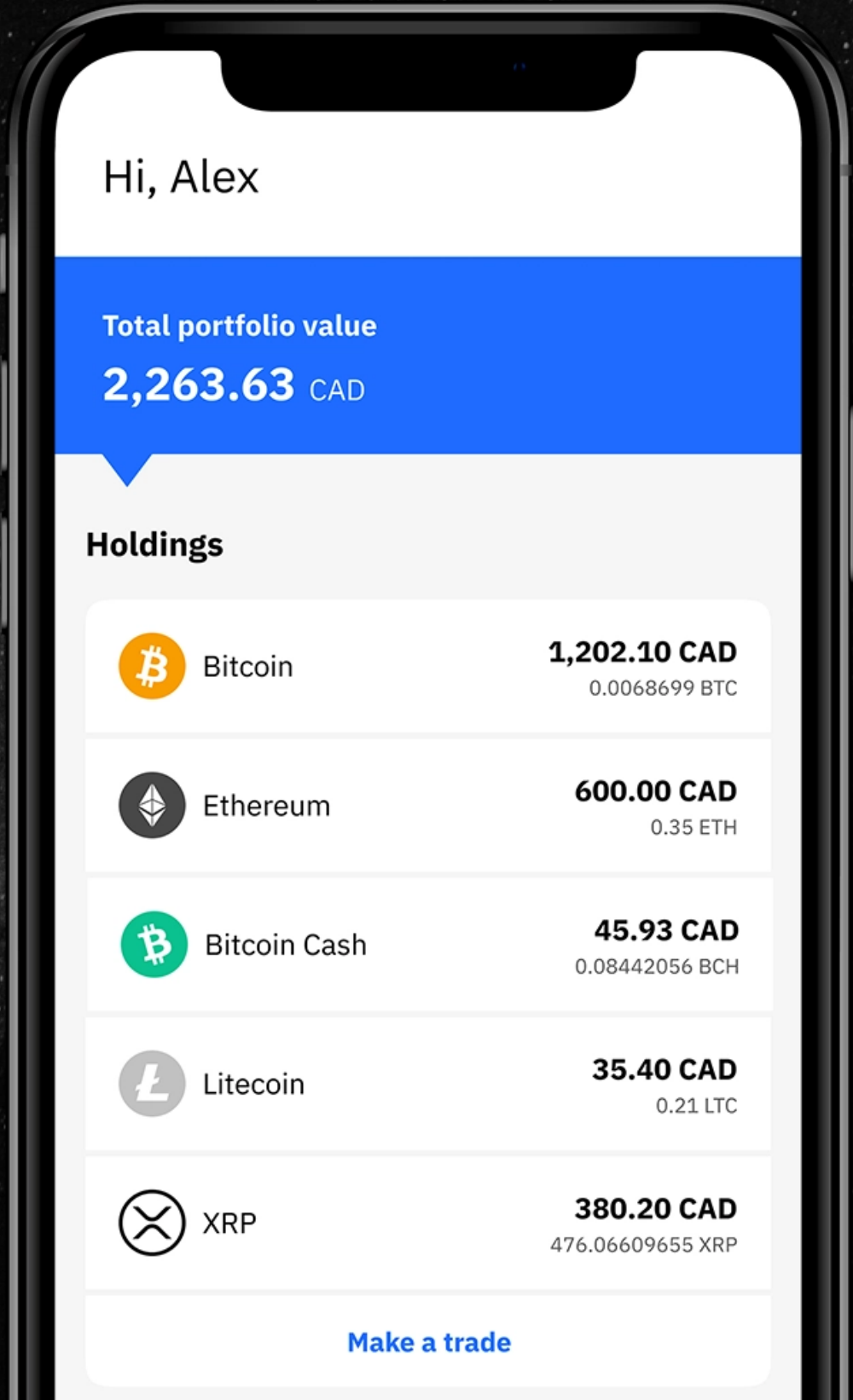
COMING
SOON



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

MOGO ANNOUNCES AGREEMENTS TO INCREASE OWNERSHIP IN COINSQUARE, CANADA'S LEADING CRYPTO TRADING PLATFORM TO 38%

coinsquare



COINS

26

REVENUE RUNRATE

\$95+ MILLION

USERS

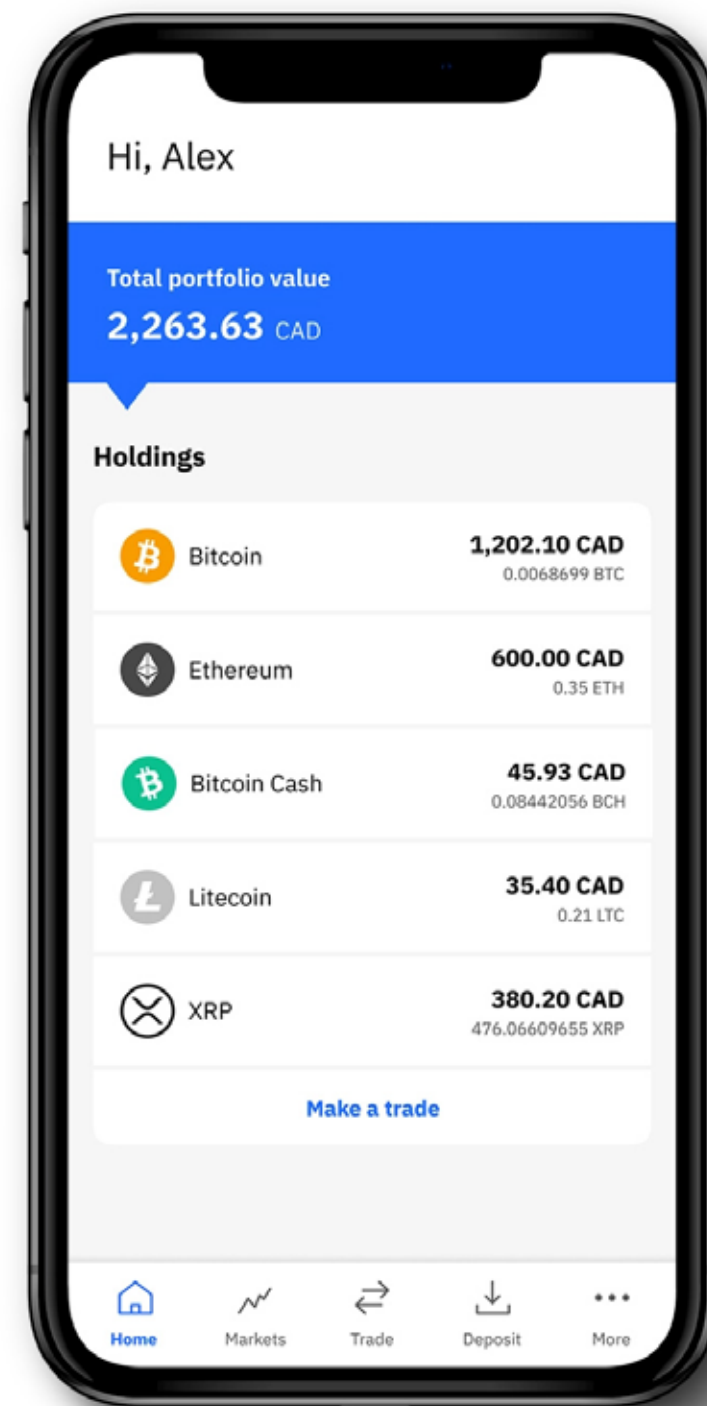
600K+

ASSETS UNDER MANAGEMENT

\$900+ MILLION

Based on preliminary April results

COINSQUARE: CANADA'S CRYPTO LEADER



coinsquare

Established Market Leadership

- Leading Canadian cryptocurrency exchange by trading volume with an established user base of over 600,000 users supported by 100+ employees
- FINTRAC regulated since 2017 with applications filed to become the first OSC regulated marketplace and IIROC broker dealer to trade digital assets

Leading Product Suite

- Diverse and complementary product suite enabling the Coinsquare to capture growth throughout the cryptocurrency spectrum
- Comprehensive digital asset solutions for retail and institutional clients

Robust Growth Plan

- Strong balance sheet best positions the Company to capitalize on explosive growth in the segment
- Currently registered as a money service business with applications filed to become the first OSC regulated Marketplace and IIROC broker dealer to trade digital assets
- Significant track record of growth supported by a leading technology stack

Anticipated Institutional Offerings

- Canada's first qualified custodian for digital assets with an anticipated regulatory approval and Trust license expected in Q2 2021, opening the market for registrants who must custody their assets at a qualified custodian in accordance with securities rules
- Additional institutional lending, staking, clearing and settlement services expected in 2022 and 2023

Professional Management Team

- Executive team and Board of Directors comprised of capital market executives and serial entrepreneurs holding a variety of professional certifications
- Well-positioned to successfully execute on growth plan and navigate the regulatory environment

COINSQUARE MARKETPLACE BUSINESS MODEL



Digital Currency Trading Platform

- Allows customers to buy & sell various digital assets (10 coins via retail platform + additional 16 coins via OTC)



Web & Mobile Applications

- Desktop and mobile applications with existing platform (Coinsquare Classic)
- New mobile application (Coinsquare Quick Trade) powered by Coinsquare



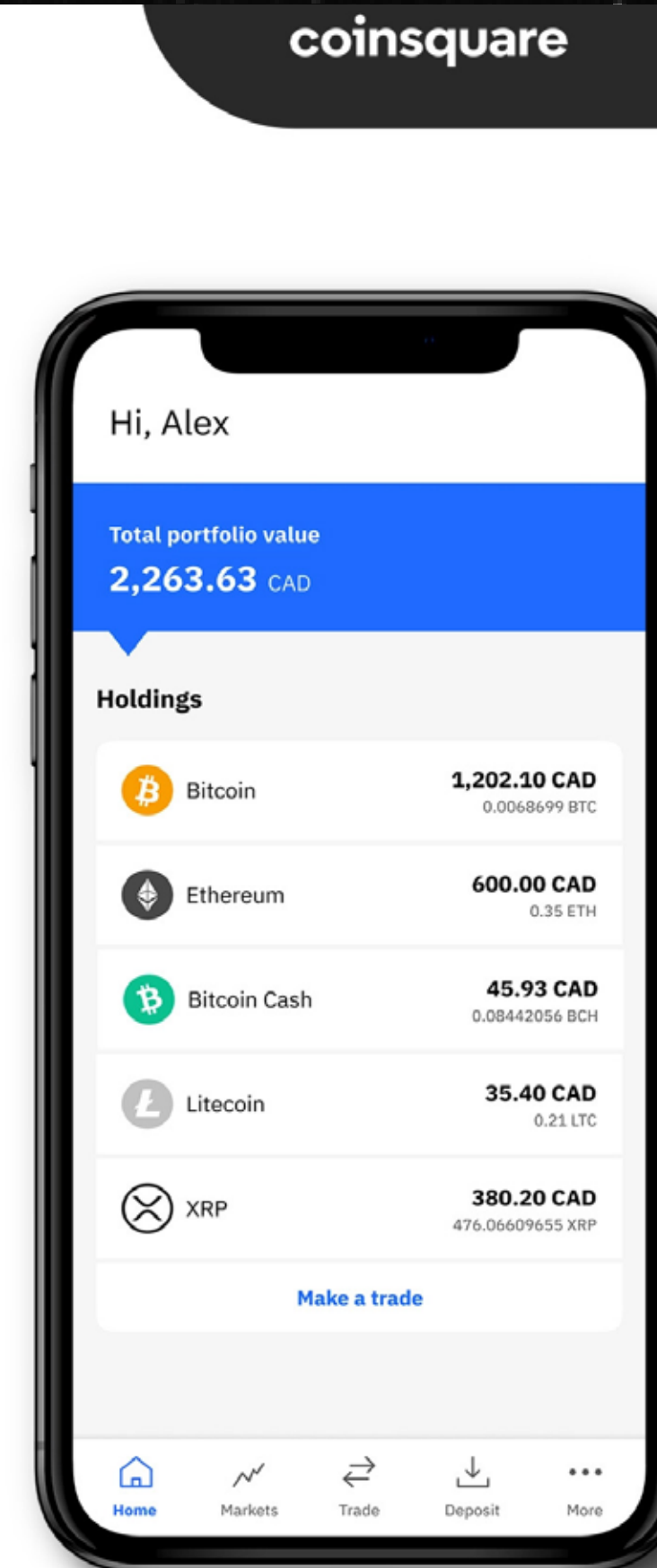
Multiple Trading Options

- Self-serve fixed-price trading, self-serve limit orders, full-service over-the-counter desk



Simple Verification & Compliance Culture

- Right-sized onboarding & KYC process maintains rigorous standards with instant applicant verification in many cases



COINSQUARE QUICK TRADE

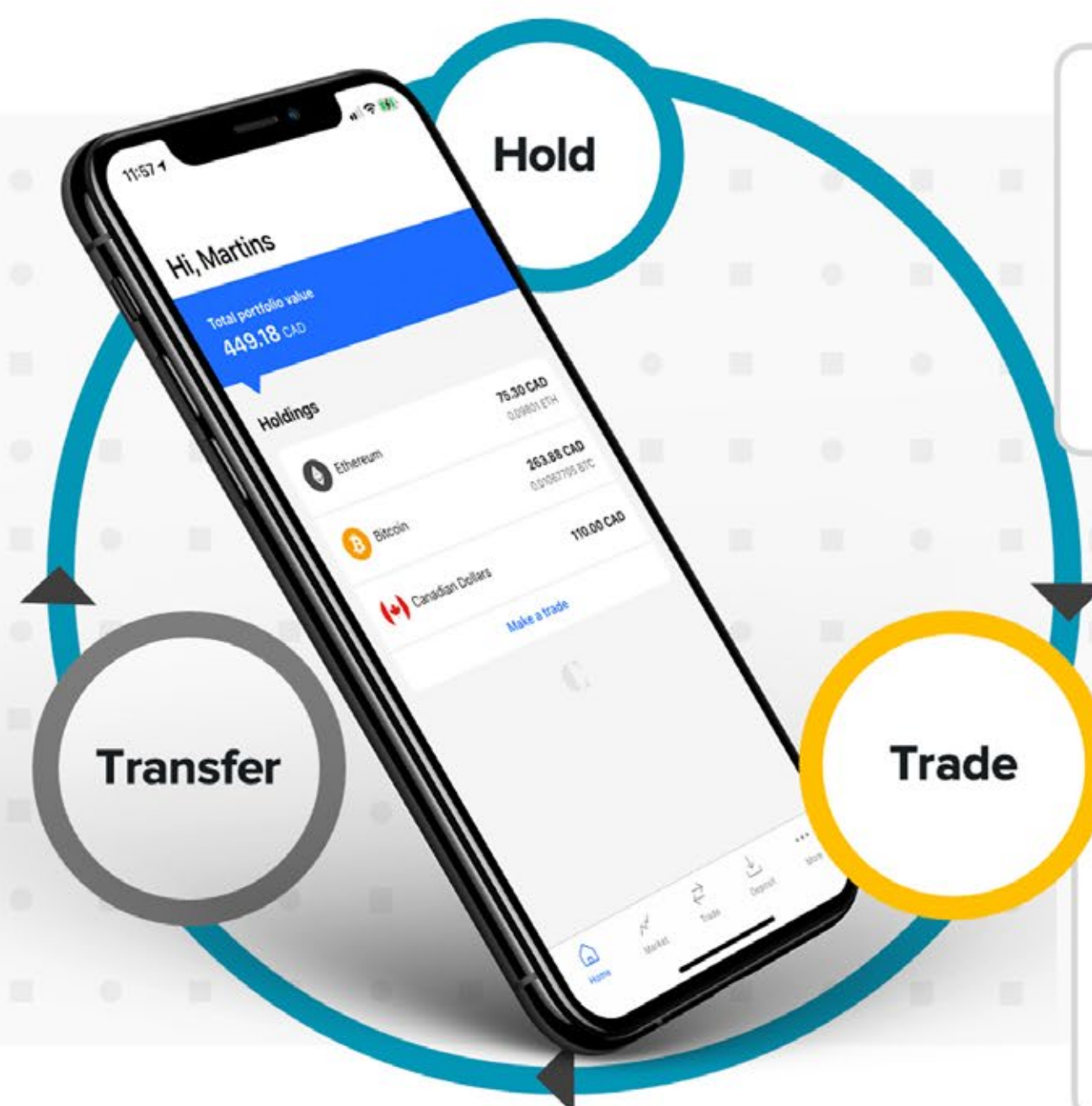
coinsquare

Available On



From bank to Bitcoin in minutes

- Zero-fee deposits & withdrawals with Interac e-Transfer.
- Automatically deposited & credited to account.
- Start trading within minutes.



Secure digital asset transfers *and custody*

Commission-free trading for all

- Freely trade between supported assets.
- Guaranteed prices with real-time exchange rates.



FINANCIALS

MOGO ANNOUNCES AGREEMENTS TO INCREASE OWNERSHIP IN COINSQUARE, CANADA'S LEADING CRYPTO TRADING PLATFORM TO 38%



	% Of Coinsquare
Mogo's Current Ownership	19.99%
Announced Additional Investment May 13 2021	17%
Total Ownership Upon Close of New Investment	37%
Implied Ownership upon Exercise of Warrant	48%

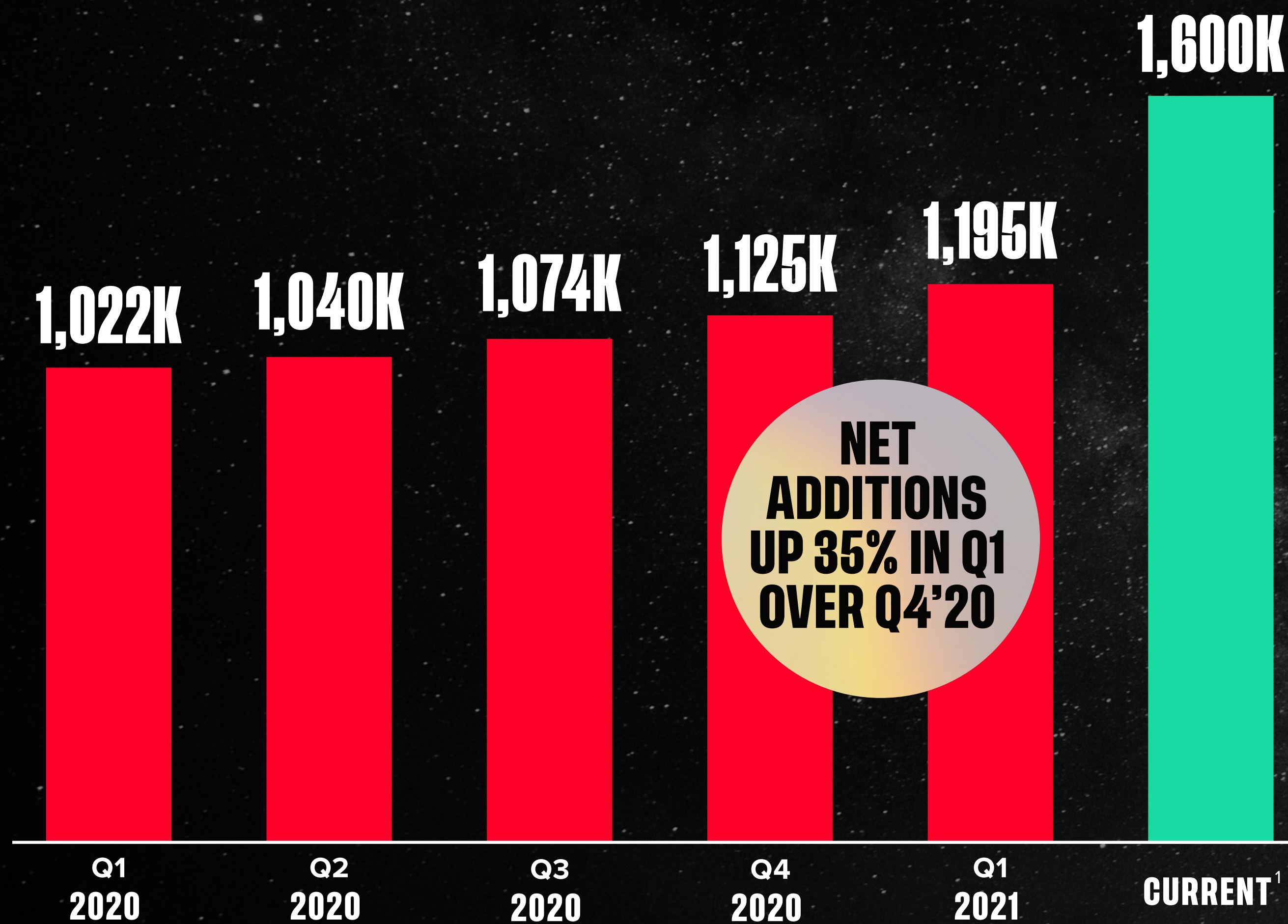
- Mogo announced it is exercising its call option on 3.2 million Coinsquare common shares and purchasing an additional 2.2 million secondary shares for total consideration between \$46.9 million and \$48.6 million, payable in cash and/or shares at Mogo's option
- Following the closing of the transaction, Mogo will begin accounting for its position in Coinsquare using the equity accounting method
- Mogo still retains a warrant to increase ownership to approximately 48% for total consideration of approximately \$60 million

Q1 2021 FINANCIAL HIGHLIGHTS

- Members up 17% yr/yr to 1.2M
 - Net member additions of approximately 70k, up 35% compared to net member additions in Q4 2020
- Revenue of \$11.4M, up 14.2% qtr/qtr, accelerated from 2.3% qtr/qtr growth in Q4 2020
- Subscription & Services revenue of \$6M, up 32% qtr/qtr
 - Subscription & Services revenue represented 53% of total revenue, up from 46% in Q4 2020 and 42% in Q1 2020
- MogoCrypto trading volume was up over 1,500% year-over-year
- MogoCard transaction volume was up over 1,000% year over year
- Gross margin of 83% compared to 60% in Q1 2020 and 84% in Q4 2020
- Adjusted EBITDA loss of \$1.1M vs positive EBITDA of \$1.1M in Q4 2020 and \$0.5M in Q1 2020
- Net Loss of \$2.8M compared to \$2.9M in Q4 2020 and \$10.1M in Q1 2020
- Ended with Cash & Investments of \$120M+, up from \$31M in Q4 2020



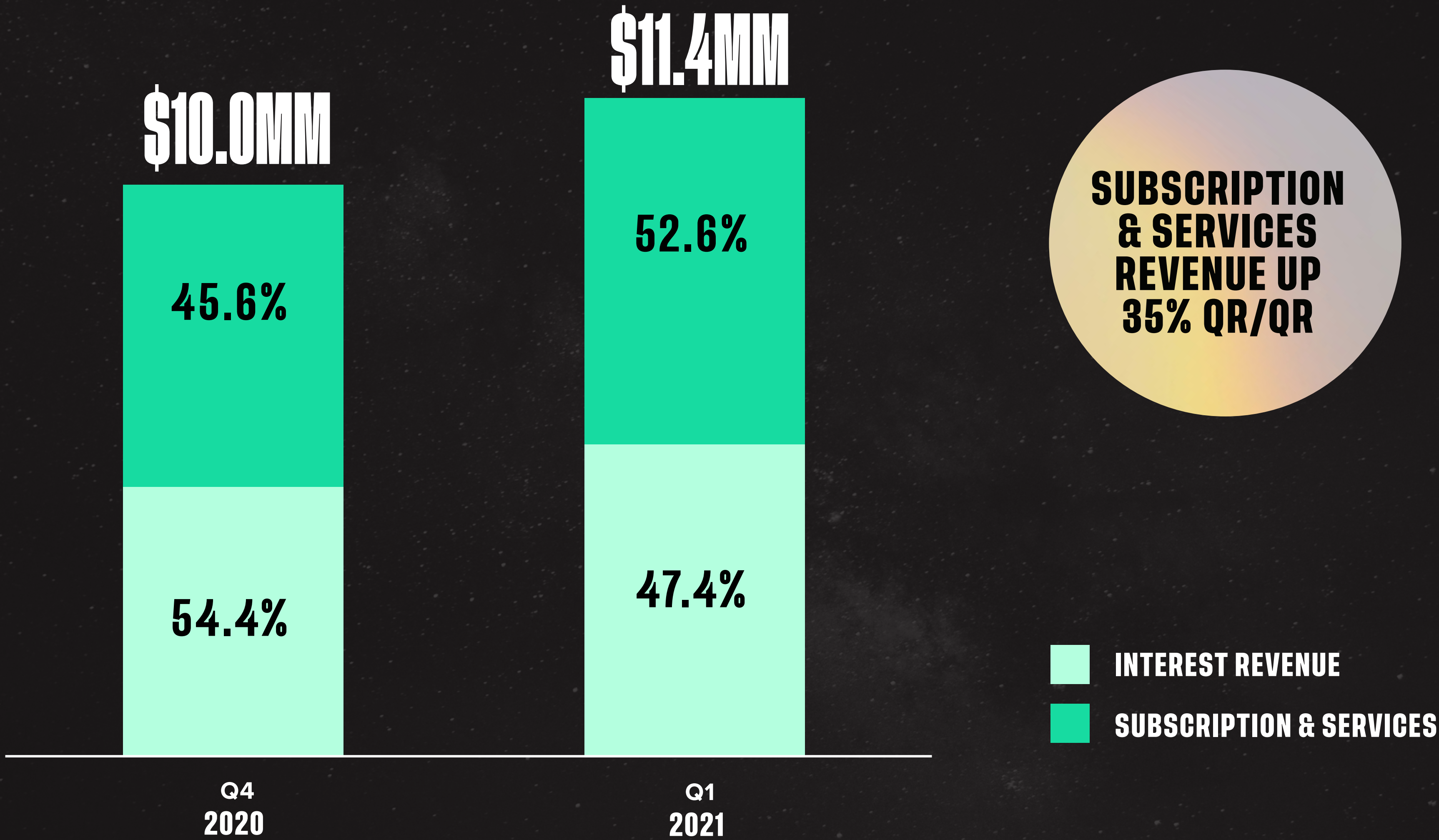
RECORD NET MEMBER ADDITIONS IN Q1



1. Current includes members added through the acquisition of Moka which was closed May 2021

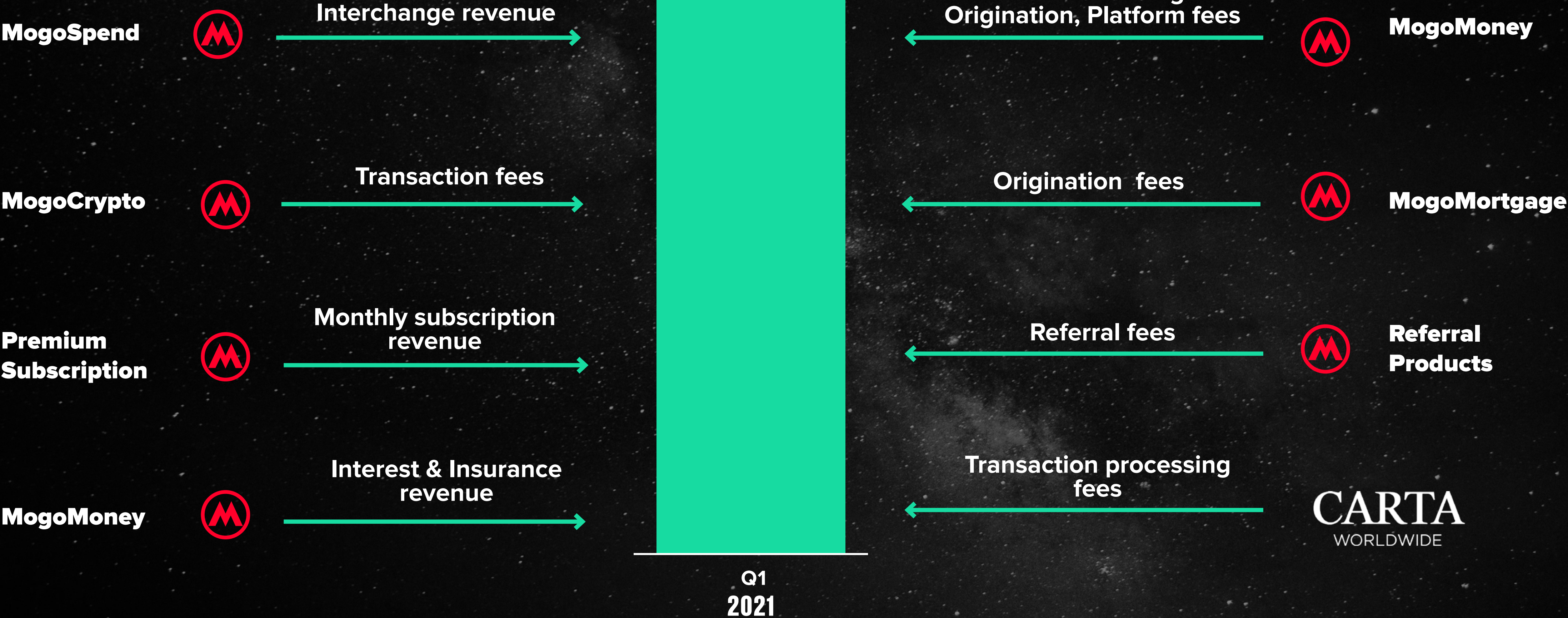


SUBSCRIPTION & SERVICES DRIVING GROWTH



BEST-IN-CLASS MONETIZATION MODEL

\$11.4MM



STRENGTHENED BALANCE SHEET

Q1 2021 Highlights

1. Raised \$86.7 million from equity financing
2. 100% of outstanding convertible debentures converted to equity
3. Mogo purchased approximately 17.8 bitcoin on its balance sheet in Jan 2021 at an average cost of US\$33k
4. Subsequent to quarter end, sold portfolio company Vena for \$4.7M, a 116% gain on BV

<i>(CAD\$ in millions unless noted)</i>	Q1 2021	Q4 2020
Cash & Investment Portfolio	\$119.7	\$30.6
Loans Receivable, Net	\$46.4	\$47.2
Total Assets	\$251.2	\$104.5
Credit Facilities	\$37.5	\$37.6
Convertible Debentures	\$0	\$8.8
Non-convertible Debentures	\$40.4	\$40.7

\$20MM INVESTMENT PORTFOLIO

- Significant additional monetization opportunities within Mogo's Investment Portfolio of minority investments in 10 companies with a book value as at March 31 2021 of \$24.2MM
- Mogo purchased approximately 17.8 bitcoin on its balance sheet in Jan 2021 at an average cost of US\$33k and 146 Ether in May 2021 at an average cost of US\$2,780



Based on YE 2020 BV plus current market value of BTC & Ether investment as at May 10th 2021



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



FINANCIAL OUTLOOK

1. Continued increase in net Mogo member additions in 2021;
2. Accelerated growth in subscription and services revenue in 2021; and
3. Year-over-year growth of 80% to 100% in subscription and services revenue in Q4 2021 as compared to Q4 2020.

MULTIPLE GROWTH DRIVERS

