



R U L E Y O U R F I N A N C E S

Q2 2017 Earnings Presentation

August 2017



Forward-Looking Information: This document contains forward looking statements, including Future Oriented Financial Information ("FOFI") that relate to our current expectations and views of future events. These forward-looking statements include, among other things, statements relating to: our expectations regarding our revenue (including loan interest), expenses and operations, key performance indicators, provision for loan losses (net of recoveries), delinquencies ratios, anticipated cash needs and its need for additional financing, funding costs, ability to extend or refinance any outstanding amounts under our credit facilities, ability to protect, maintain and enforce our intellectual property, plans for and timing of expansion of our solution and services, future growth plans, ability to attract new customers and develop and maintain existing customers, ability to attract personnel, expectations with respect to advancement of its product offering, competitive position and the regulatory environment in which we operate, anticipated trends and challenges in our business and the markets in which we operate, 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 our customers and the marketplace of new technologies and solutions.

The Company has based these forward-looking statements on our current expectations and projections about future events and financial trends that we believe might affect the Company's financial condition, results of operations, business strategy and financial needs. 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.

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. Our management believes that the FOFI has been prepared on a reasonable basis, reflecting management's best estimates and judgments. An investor should read this document with the understanding that our actual future results may be materially different from what we expect.

Forward-looking statements are 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 most recently filed annual information form available at www.sedar.com, which risk factors are incorporated herein by reference, including but not limited to risks related to: our limited operating history in an evolving industry; our recent, rapid growth; our history of losses; our efforts to expand our market reach and product portfolio; changes in the regulatory environment or in the way regulations are interpreted; privacy considerations; economic conditions; material changes to the interest rate charged to our members and paid to our lenders; disruptions in the credit markets; an increase in member default rates; our negative operating cash flow; our ability to access additional capital through issuances of equity and debt securities; the concentration of our debt funding sources and our ability to access additional capital from those sources; the financial covenants under our credit facilities; security breaches of members' confidential information; our ability to collect payment on our loans and maintain accurate accounts; a decline in demand for our products; our products achieving sufficient market acceptance; 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 attacks or security breaches; the reliability of our credit scoring model; access to reliable third party data; our risk management efforts; our levels of indebtedness; the adequacy of our allowance for loan losses; exchange rate fluctuations; 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; and earthquakes, fire, power outages, flood, and other catastrophic events, and interruption by man made problems such as terrorism. Although the forward-looking statements contained in this document 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 document relate only to events or information as of the date of this document 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 document, including the occurrence of unanticipated events.

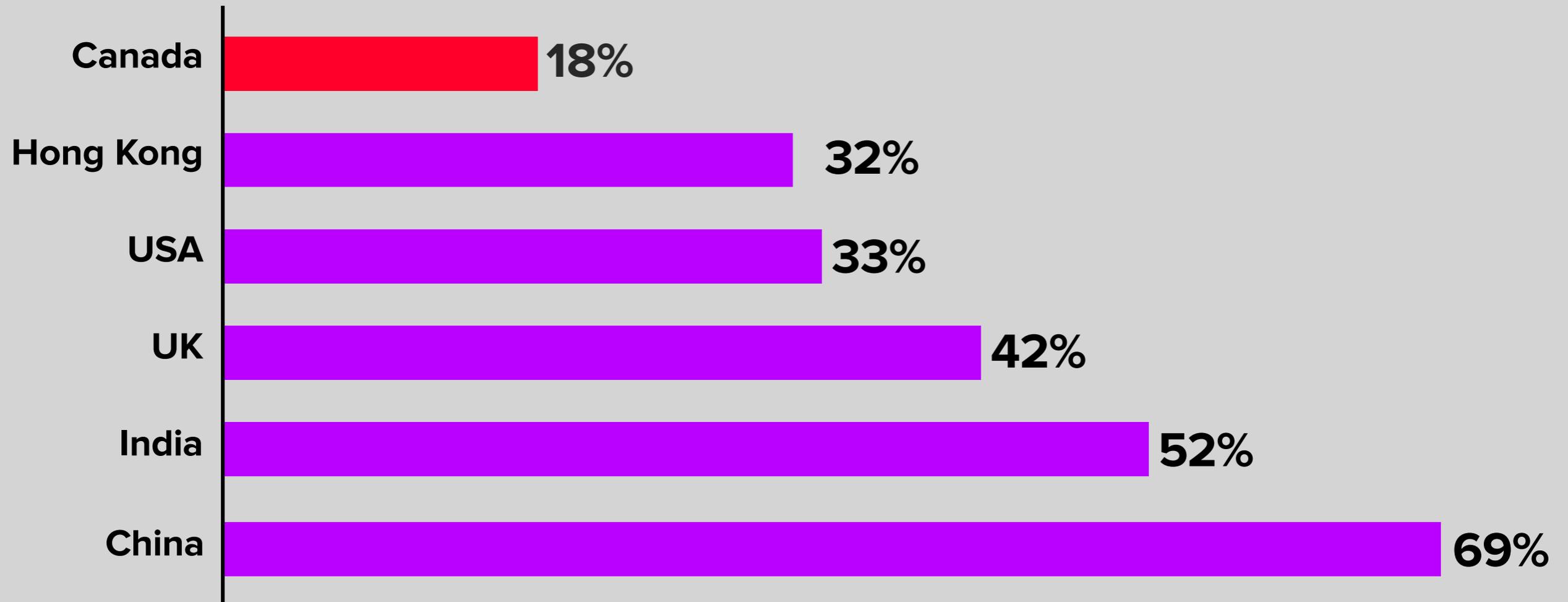
Non-IFRS Measures: This document makes reference to certain non-IFRS measures. These measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of the Company's results of operations from management's perspective. Accordingly, they should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. We use non IFRS financial measures, including gross loans receivable (short-term and long-term), adjusted EBITDA, adjusted net income (loss), cash provided by (used in) operating activities before investment in gross loans receivable, and charge-off rate, to provide investors with supplemental measures of our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS financial measures. We also believe that securities analysts, investors and other interested parties frequently use non-IFRS measures in the evaluation of issuers. Our management also uses non-IFRS measures in order to facilitate operating performance comparisons from period to period, prepare annual operating budgets and assess our ability to meet our capital expenditure and working capital requirements. Please refer to the management's discussion and analysis for the quarter ended June 30, 2017 available at www.SEDAR.com for further information or the appendix for a reconciliation of non-IFRS measures we use in this document to the comparable IFRS measures.

The securities of the Company have not been and will not be registered under the United States Securities Act of 1933, as amended (the "U.S. Securities Act"), or the securities laws of any state of the United States and, subject to certain exceptions, may not be offered or sold within the United States except in transactions exempt from registration under the U.S. Securities Act and under the securities laws of all applicable states.

This document should be read together with our financial statements for the quarter ended June 30, 2017, including the notes thereto, as well as our management's discussion and analysis for the quarter ended June 30, 2017, all of which are available at www.SEDAR.com.

©2017 Mogo Finance Technology Inc. Mogo and the Mogo designs are trademarks of Mogo Finance Technology Inc. Equifax is a trade-mark of Equifax Canada Co., used under license. Free credit score is provided by Equifax and is only available to MogoAccount holders that have passed identity verification. The Equifax credit score is based on Equifax's proprietary model and may not be the same score used by third parties to assess your creditworthiness. The provision of this score to you is intended for your own educational use. Third parties will take into consideration other information in addition to a credit score when evaluating your creditworthiness. Visa® is a registered trademark of Visa Int. Service Association and used under license. Mogo Platinum Prepaid Visa® Cards are owned and issued by Home Trust Company, a TM licensee of Visa Int. and subject to Terms and Conditions. Your MogoCard balance is not insured by the Canada Deposit Insurance Corporation. MogoMortgage is offered by Mogo Mortgage Technology Inc. o/a MogoMortgage (Ontario: FSCO License No. 12836).

Early days for fintech adoption in Canada



FinTech Adoption in Canada has more than doubled since 2015

Source: EY FinTech Adoption 2017. Average Global Adoption based on 20 markets surveyed (China, India, UK, Brazil, Australia, Spain, Mexico, Germany, South Africa, USA, Hong Kong, South Korea, Switzerland, France, Netherlands, Ireland, Singapore, Canada, Japan, Belgium and Luxembourg)

Mobile first digital account



450K¹
MogoMembers



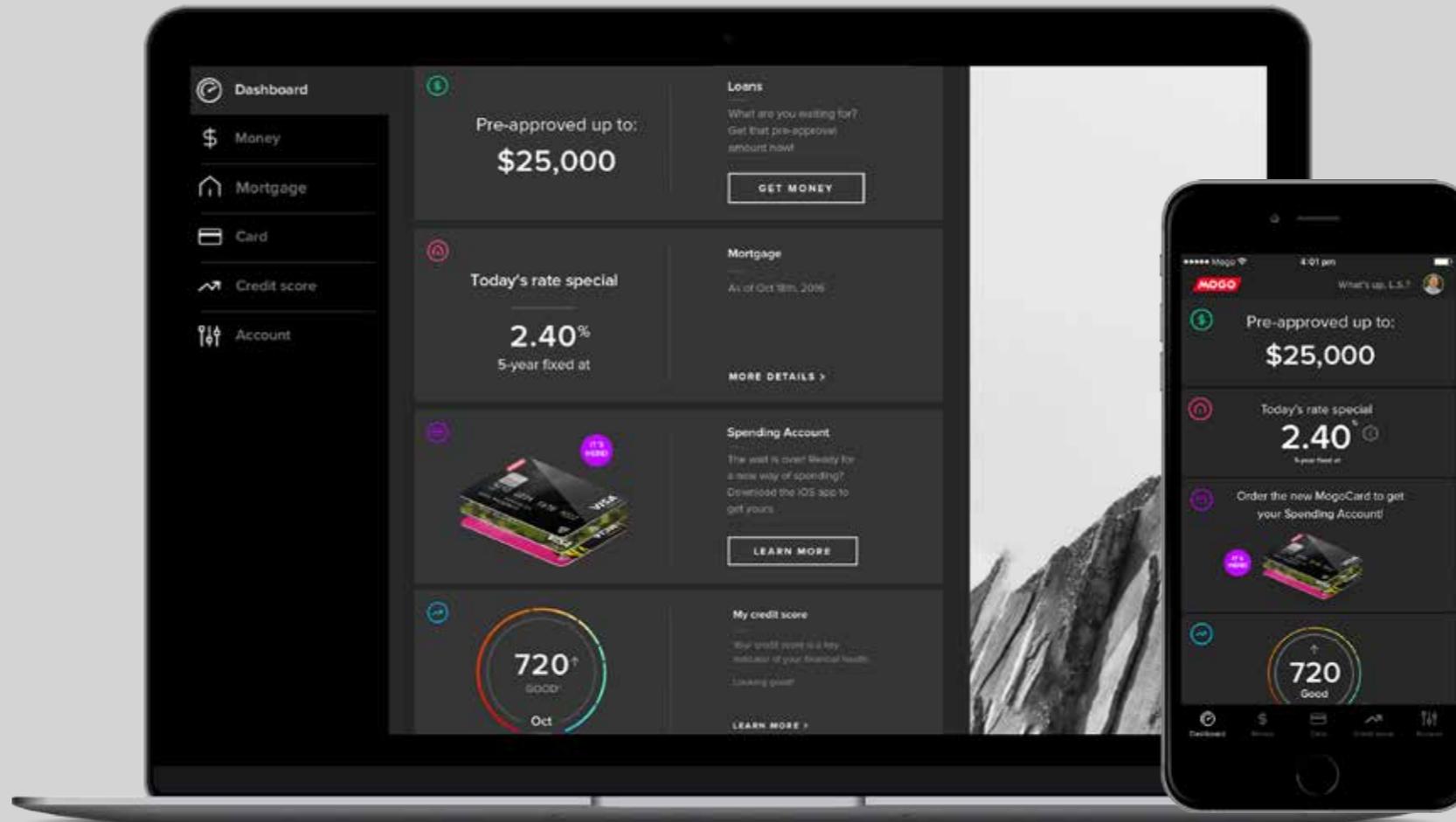
4 Innovative
products



\$47MM
LTM Revenue



\$50MM+ marketing
collaboration²



¹Announced August 3, 2017. ²Subject to certain conditions, see notes to financial statements.

Significant opportunity to increase monetization of member base

Top 10 Credit Unions by members in Canada

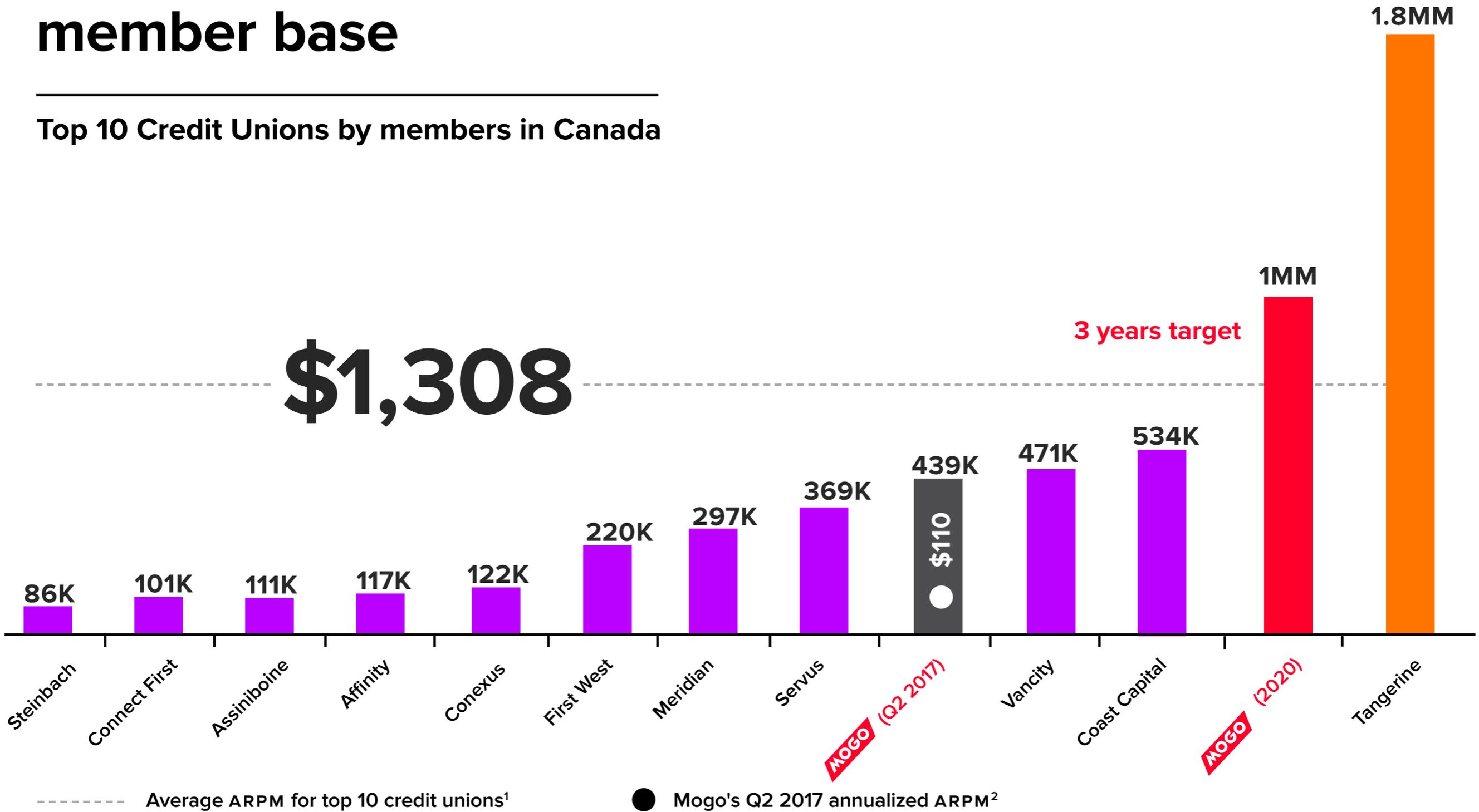
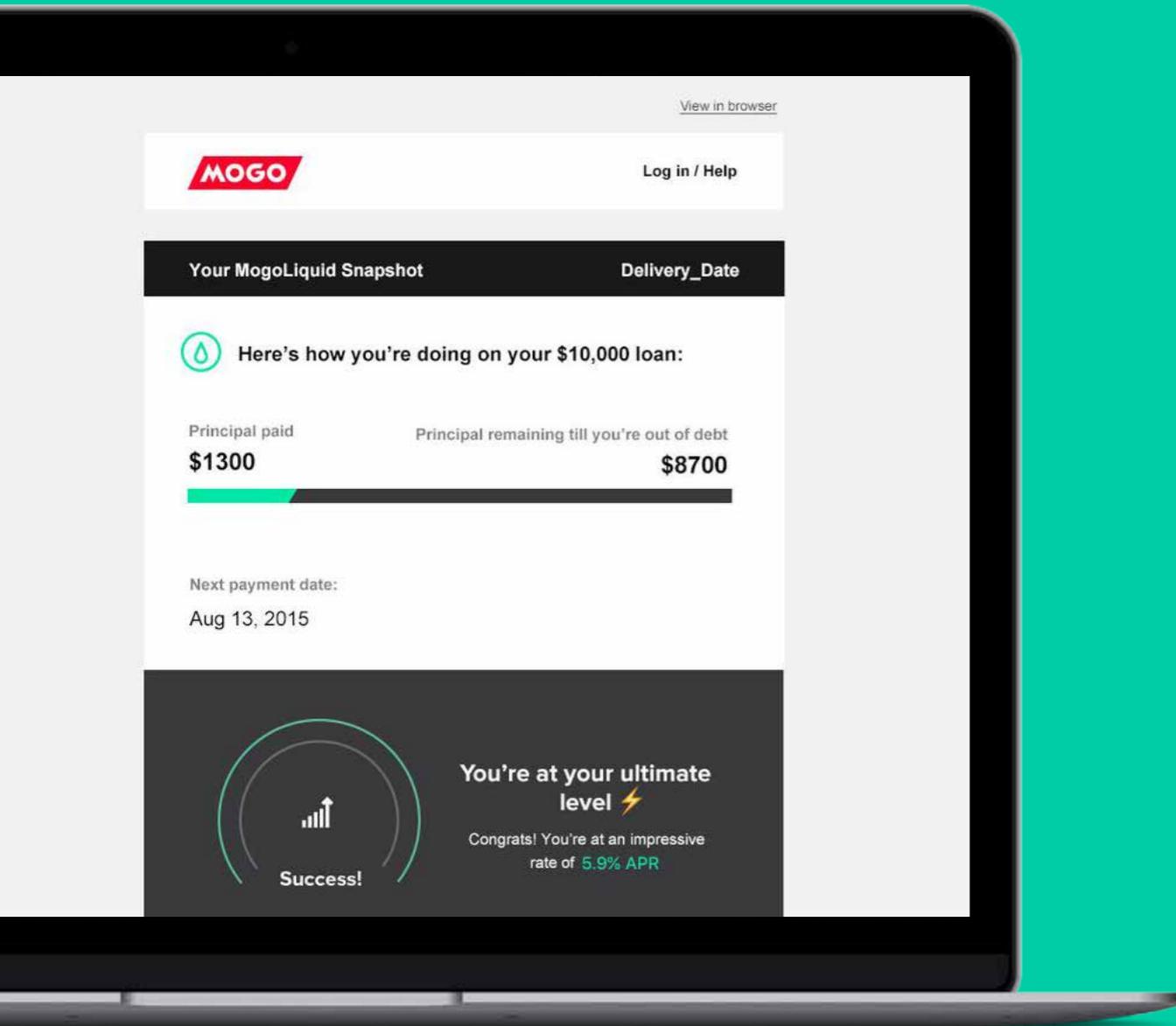


Chart includes Canada's 10 largest credit unions by size of member base. Source for member numbers: Canadian Credit Union Association, "The Largest 100 Credit Unions", Fourth Quarter 2016. ¹Average Revenue per Member (ARPM) is calculated based on annual gross revenue before interest expense reported in the 2016 annual report for each company. ²Mogo's Average Revenue Per Member (ARPM) is a non-IFRS financial measure and based on Q2 2017 annualized. Tangerine customer numbers at time of acquisition by Scotiabank

Empowering Canadians to manage their financial health



💰 MogoMoney: resuming growth in massive market



\$560B+ consumer credit market¹

- Mobile first digital experience
- Full spectrum loans up to \$35K
- Unique Level Up² program
- Value prop includes free MogoCard and monthly credit score monitoring



Mogo earns % yield

¹Bank of Canada: Household Credit (<http://credit.bankofcanada.ca/householdcredit>) ²We offer a unique Level Up Program on our loans which gives members an opportunity to lower their rates through good payment history.

MogoMortgage: big long-term opportunity



\$1.4T¹ mortgage market

- Convenient experience
- Digital dashboard & app
- Broker model with multiple lenders
- Broader product suite adds to value prop

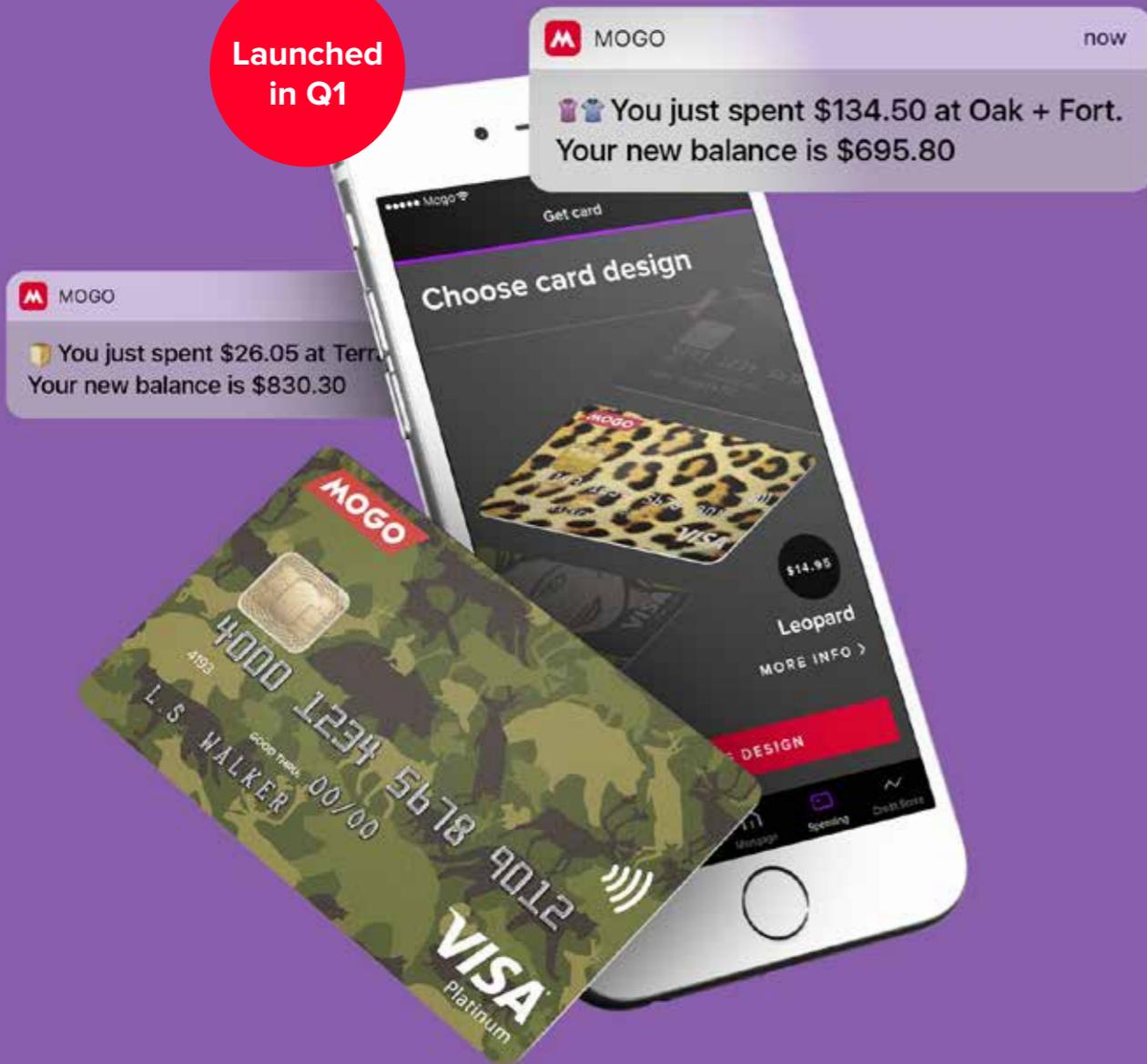


Mogo earns broker fee

¹Bank of Canada: Household Credit (<http://credit.bankofcanada.ca/householdcredit>)

MogoCard: Canadians are overspending

Launched
in Q1



\$800B+ payments market¹

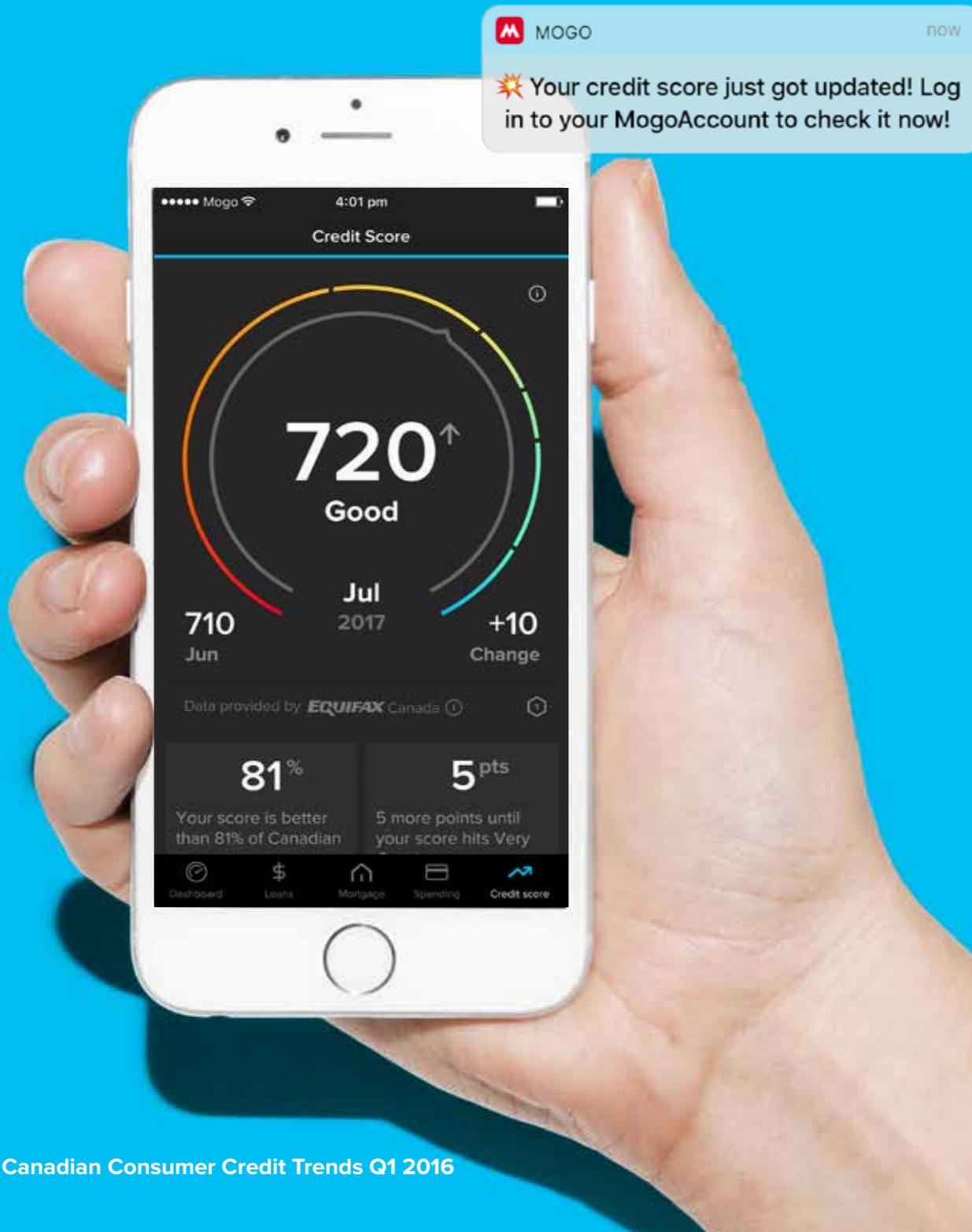
- Differentiated solution with unique set of features
 - Links directly to a bank account
 - No FX fee
- Real time data helps manage and control spending



Mogo earns interchange revenue

¹"Canadian Payment Methods and Trends: 2016", Payments Canada, November 2016, 10

Building trust with free monthly credit score monitoring



25 million Canadians have a credit score¹

- Only company offering free monthly credit score monitoring through Equifax
- Helps manage financial health

 Drives monthly engagement in MogoAccount

¹Equifax: Canadian Consumer Credit Trends Q1 2016

Building a financial brand



- \$50MM+ Marketing partnership¹ with Canada's leading newspaper group, Postmedia
- Reaching 76% of English speaking Canadian adults



¹Subject to certain conditions, see notes to financial statements.

Financial Results



Q2 2017 financial highlights



Grew active member base to approximately

439K

increase of 95% over Q2 2016



Record gross profit margin of

67%

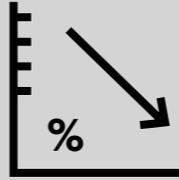
compared to 59% in Q2 2016



Q2 Revenue of

\$11.5MM

Other Product Revenue & Fees up 33% over Q2 2016



Reduced Net charge-off to

16%

compared to 22% in Q2 2016



Q2 Adjusted EBITDA¹ of

\$207K

fourth consecutive positive quarter



Strong liquidity position with

\$25MM

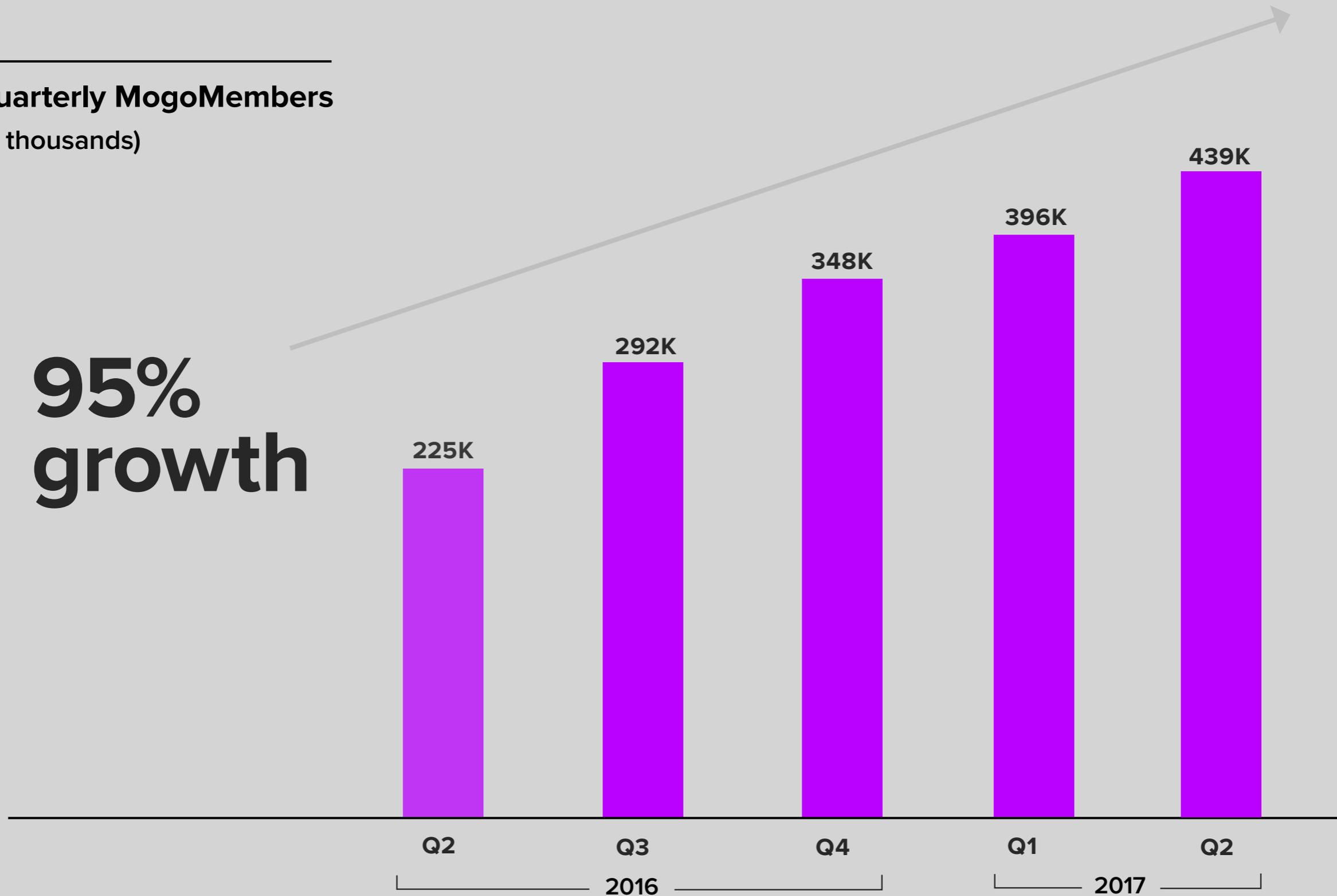
in cash and cash equivalents at end of Q2 2017

¹Long-term loan receivables and Adjusted EBITDA are non-IFRS measures. See appendix for a reconciliation of these non-IFRS measures. ²Subject to certain conditions, see notes to financial statements and AIF.

Accelerating growth in member base

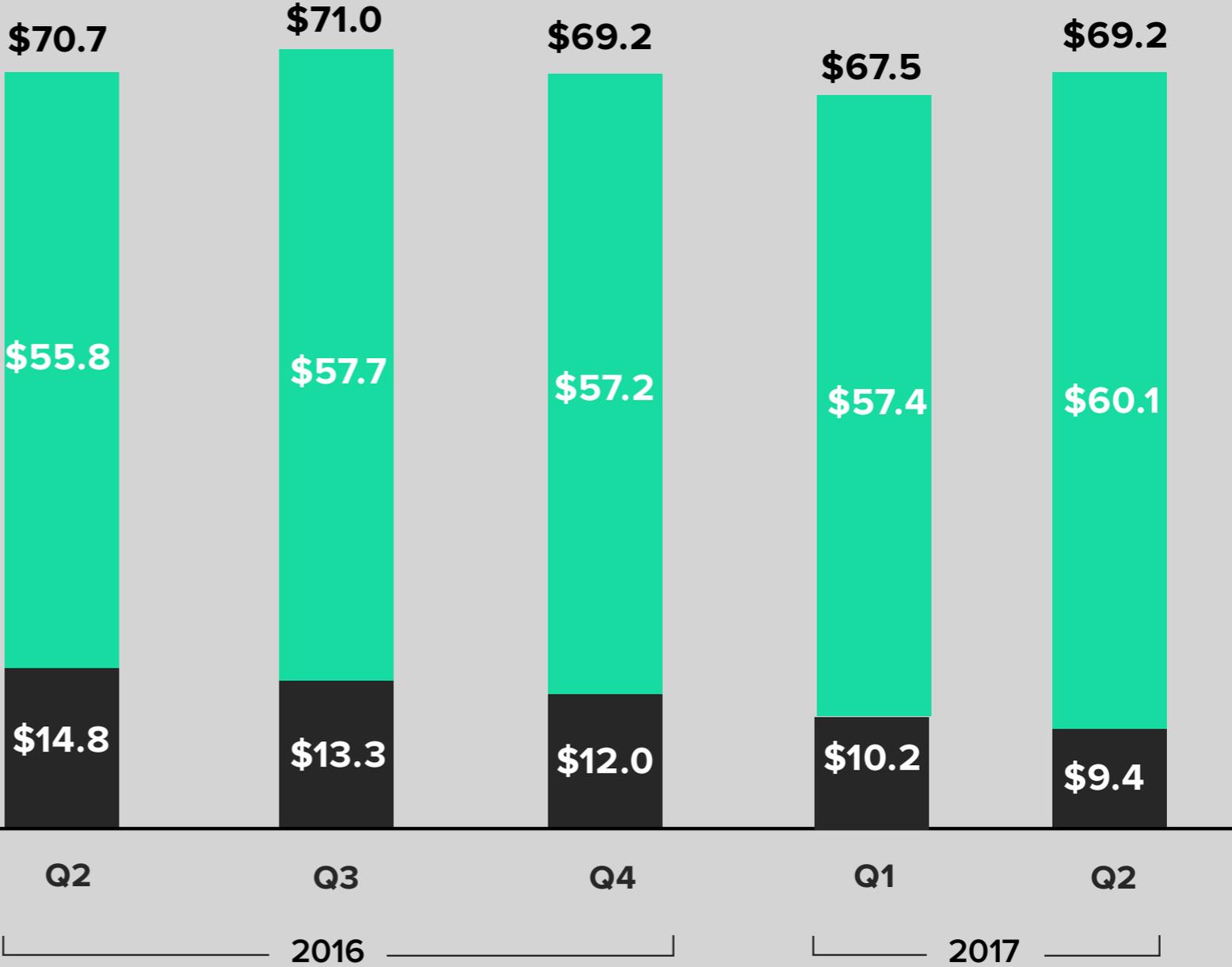
Quarterly MogoMembers
(in thousands)

**95%
growth**



Resuming loan book growth

Long-term loans represent 86% of gross loans receivable

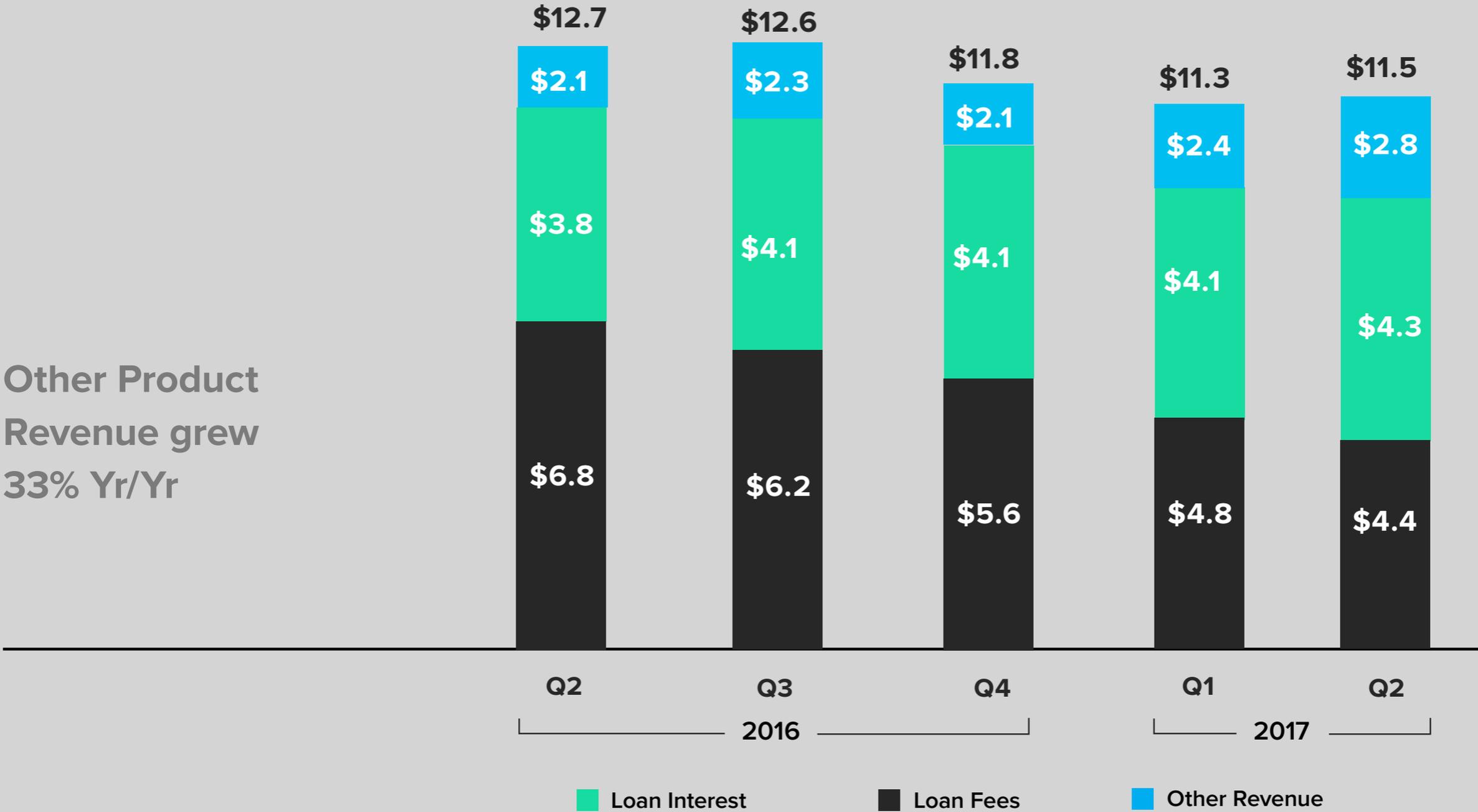


Gross loans receivable – short term and gross loans receivable – long term are non-IFRS measures. See Appendix for a reconciliation of these non-IFRS measures.

Gross loans receivable – Short term
 Gross loans receivable – Long term

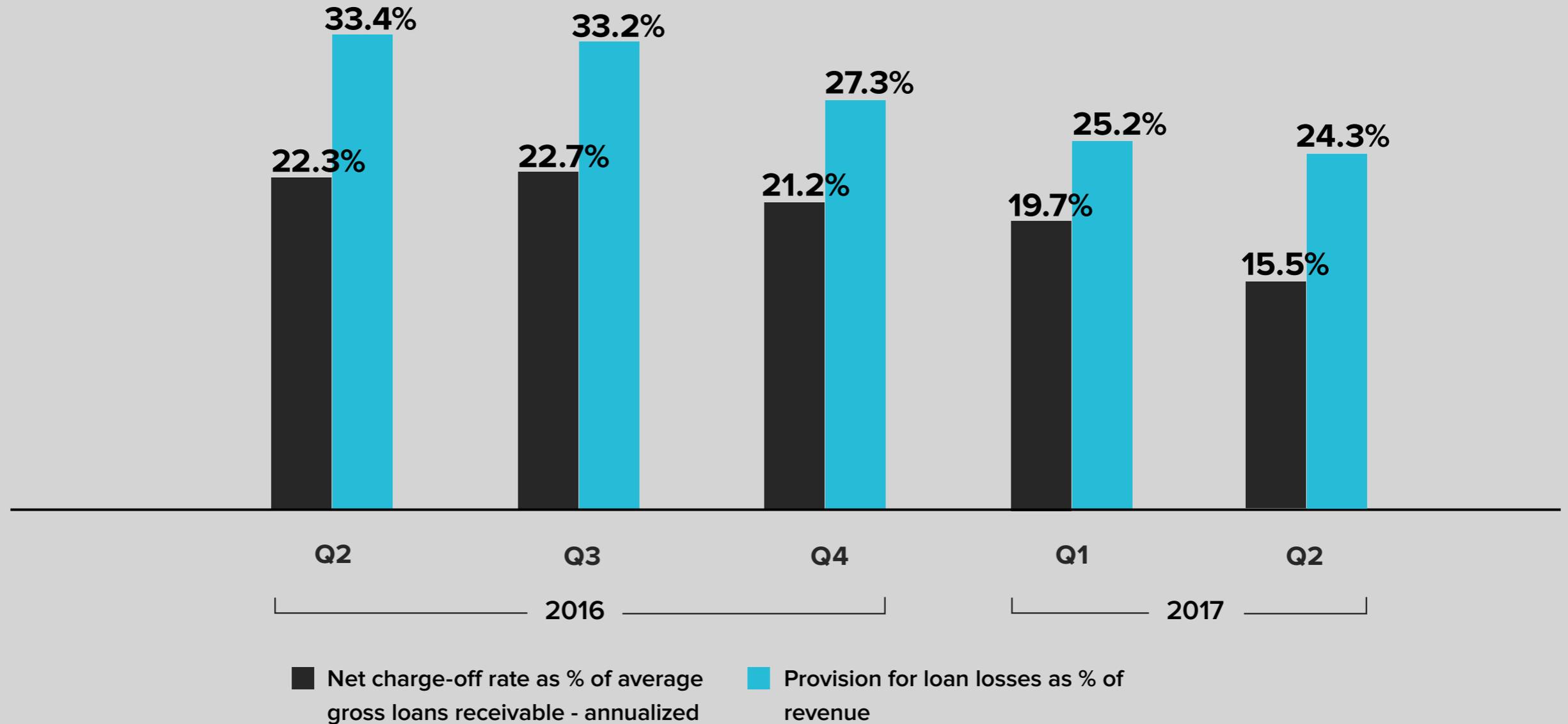
Other Product revenue & fees driving sequential revenue growth

Quarterly Revenue (\$ in millions)



Solid credit performance

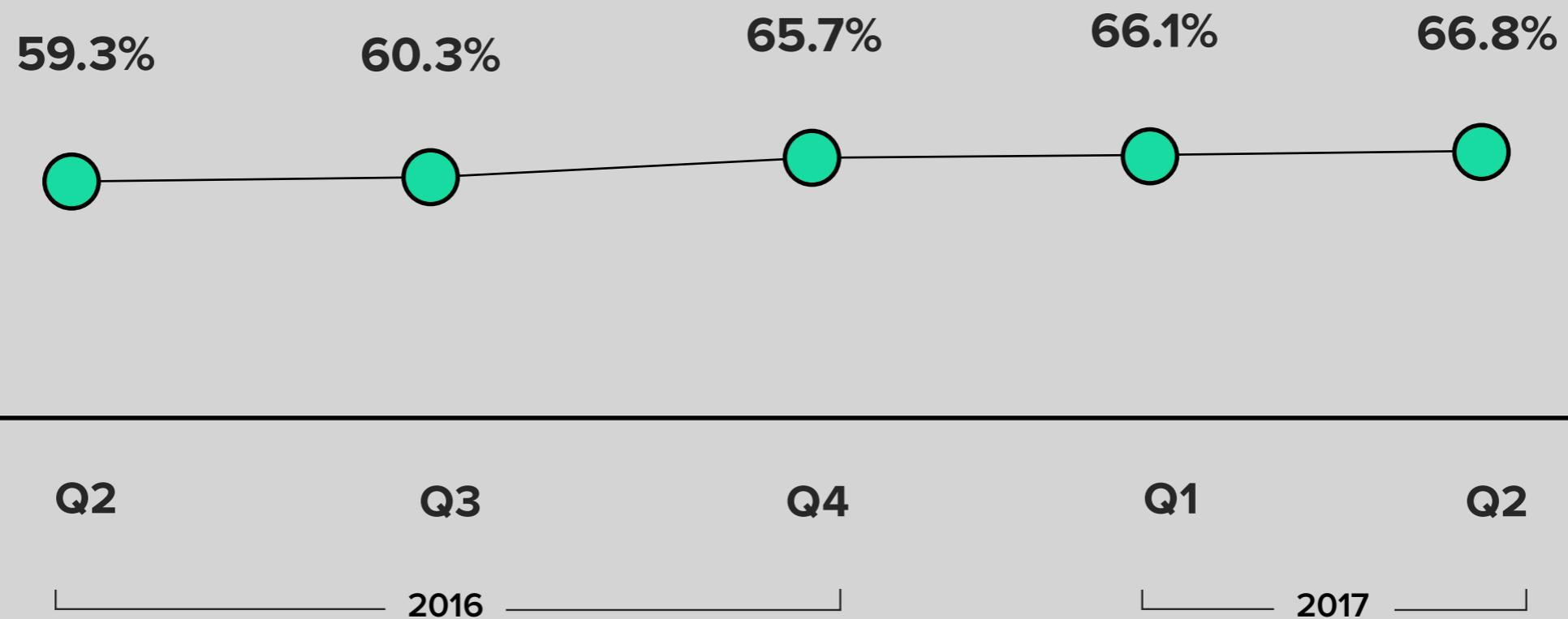
Quarterly



Charge-off rate is a non-IFRS measure. See appendix for a reconciliation of this non-IFRS measure.

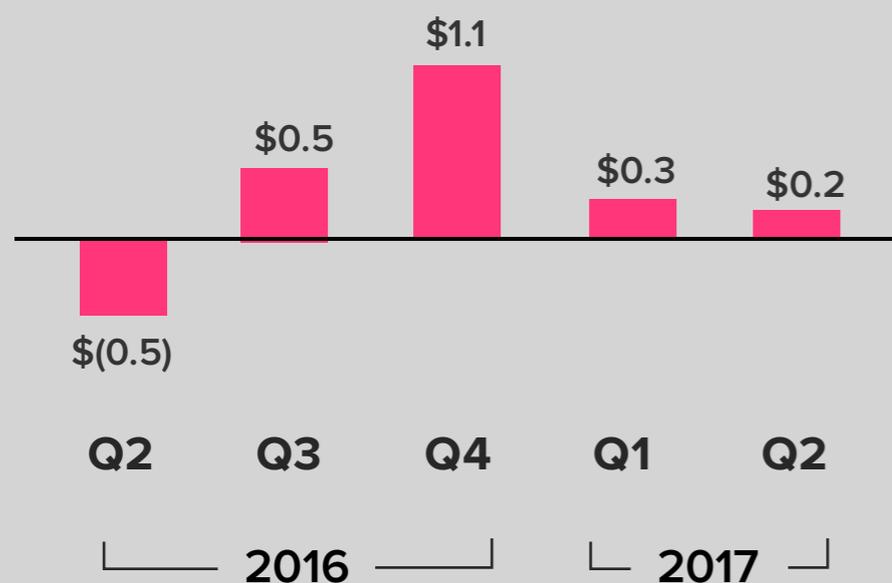
Improving gross margin %

Quarterly % Gross Margin



Delivering positive Adjusted EBITDA for fourth consecutive quarter

Quarterly Adjusted EBITDA
(\$ in millions)



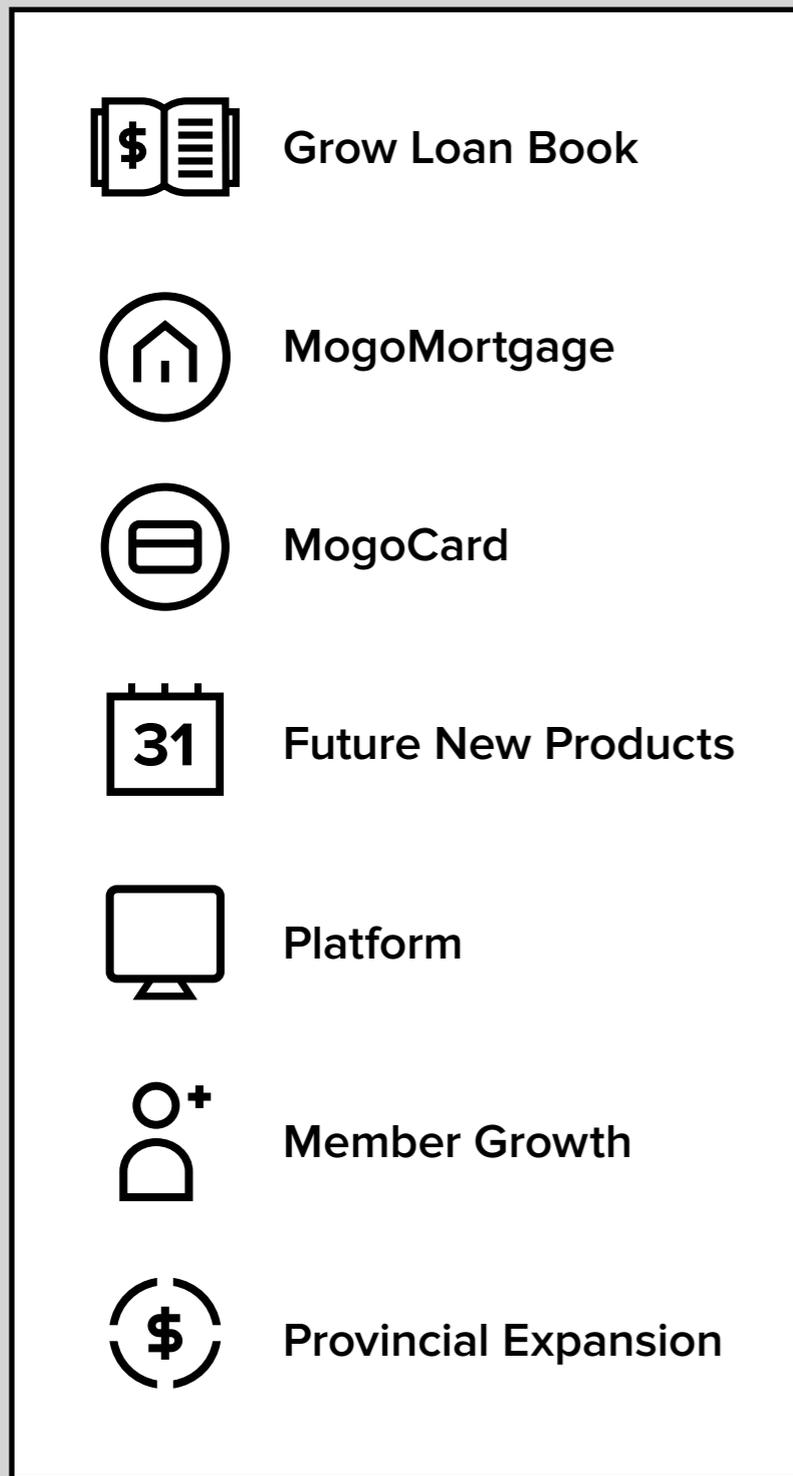
Operating CF before Investment
in Receivables
(\$ in millions)



	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Adjusted Net Loss	\$(4.2)	\$(3.3)	\$(3.0)	\$(3.8)	\$(4.3)

Adjusted EBITDA, Operating cash flow before receivables and Adjusted Net Loss are non-IFRS measures. See appendix for a reconciliations.

Strategic objectives



**Targeting Accelerated
Revenue Growth & Improved
Adjusted EBITDA in H2 2017**



R U L E
Y O U R
F I N A N C E S

Thank you



Appendix



Reconciliation of loss before income taxes to Adjusted EBITDA

(in \$000s)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Loss before income taxes	\$(4,634)	\$(3,577)	\$(3,227)	\$(4,581)	\$(5,330)
Depreciation and amortization	638	717	741	875	985
Stock-based compensation	366	199	237	246	233
Funding interest	1,499	1,589	1,593	1,606	1,683
Corporate interest expense	1,563	1,559	1,555	1,569	1,790
Unrealized foreign exchange loss (gain)	19	55	152	(58)	(159)
One-time expenses	42	-	-	118	108
Unrealized loss (gain) on derivative liability	(12)	(24)	8	482	897
Adjusted EBITDA	\$(518)	\$518	\$1,059	\$257	\$207

Reconciliation of Gross Loans Receivable

(in \$000s)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Gross loans receivable – short-term	\$14,828	\$13,292	\$12,026	\$10,162	\$9,413
Gross loans receivable – long-term	55,826	57,696	57,160	57,387	60,140
Gross loans receivable	70,654	70,988	69,186	67,549	69,553

Reconciliation of Cash provided by (used in) operating activities before investment in gross loans receivable

(in \$000s)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Net cash used in operating activities	\$(4,238)	\$(2,629)	\$(1,218)	\$(937)	\$(4,347)
Increase in loans receivable	(4,863)	(4,685)	(2,322)	(2,197)	(5,173)
Cash provided by (used in) operations before investment in loans receivable	625	2,056	1,104	1,260	826

Reconciliation of Adjusted Net Loss

(in \$000s)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Loss before income taxes	\$(4,634)	\$(3,577)	\$(3,227)	\$(4,581)	\$(5,330)
Stock-based compensation	366	199	237	246	233
Unrealized foreign exchange loss (gain)	19	55	152	(58)	(159)
Unrealized loss (gain) on derivative liability	(12)	(24)	8	482	897
One-time expenses	42	-	(146)	118	108
Adjusted Net Loss	(4,218)	\$(3,347)	\$(2,977)	\$(3,793)	\$(4,251)

Reconciliation of charge-off net of recoveries to charge-off rate

(in \$000s)

	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Charge-off net of recoveries	3,920	4,026	3,719	3,374	2,664
Gross loans receivable - opening balance	70,010	70,654	70,988	69,186	67,549
Gross loans receivable - ending balance	70,654	70,988	69,186	67,549	69,553
Simple average of the Gross loans receivable - opening/ending balance	70,332	70,821	70,087	68,368	68,551
Charge-off rate (annualized)	22.3%	22.7%	21.2%	19.7%	15.5%