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# Delivering superior earnings growth

Strategy update

11 November 2025



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# Today's agenda

Operational track-record

Accelerating returns

Structural upside

Q&A



CEO Øyvind Oanes



CFO Eirik Holtedahl

# Morrow Bank at a glance: The Nordic consumer finance specialist



## Fully digital bank established in 2014

and listed on Oslo  
Stock Exchange in  
2017

## Developed a scalable platform

positioning the bank  
for significant value  
creation

## Diversified Nordic loan portfolio

NOK 17bn across  
Finland (45%),  
Sweden (34%),  
Norway (21%)

## Swedish banking license granted

ensuring level  
playing field with  
Nordic peers

## Strong capitalisation

up to NOK 1bn in  
excess capital  
once redomiciled  
to Sweden

**Industry consolidator with superior earnings growth – listing on Nasdaq Stockholm 9 January 2026**

# Providing financial flexibility to Nordic consumers

A focused product portfolio...



**Flexible consumer loans**



**No-fees credit cards**



**Guaranteed savings accounts**

...to creditworthy individuals...

**NOK ~600k**

customer average annual income

**NOK ~160k**

average loan amount

**~60%**

homeownership

- ✓ Zero payment remarks
- ✓ Permanent employment

...in a resilient Nordic market

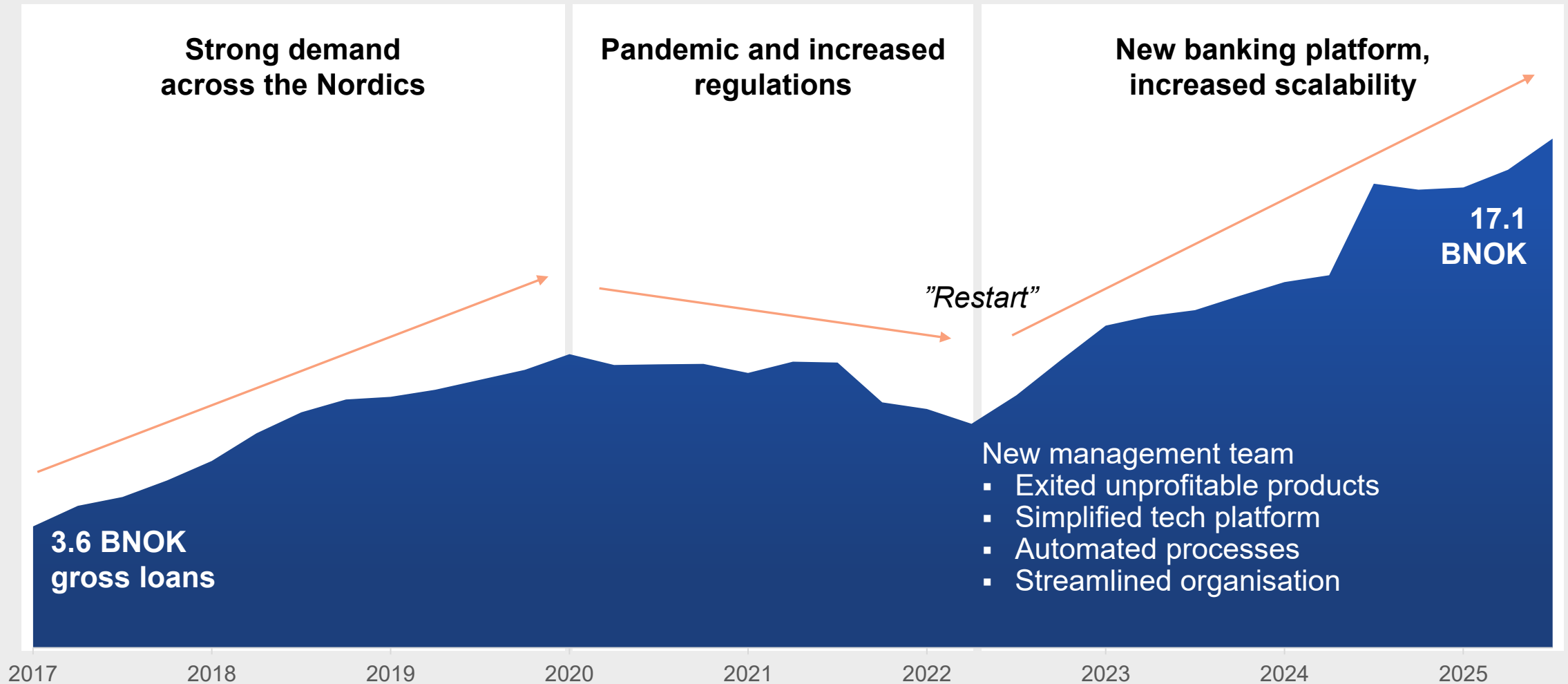




## Operational track-record



# Built a scalable banking platform



Note: Morrow Bank has increased market share from ~1.5% in 2022 to ~3% in 2025

# Accelerating value creation

|      | Mid-term<br>growth target   | Mid-term<br>ROTE target | Achieved                                                                              |
|------|-----------------------------|-------------------------|---------------------------------------------------------------------------------------|
| 2022 | >50%<br>by 2024             | 10-15%                  |    |
| 2023 | ~10% CAGR                   | 10-12%                  |    |
| 2024 | 5-10% CAGR                  | 12-14%                  |   |
| 2025 | >10% CAGR<br>(raised twice) | ~17%<br>(raised twice)  |  |

Organic performance consistently  
**at or above targets**

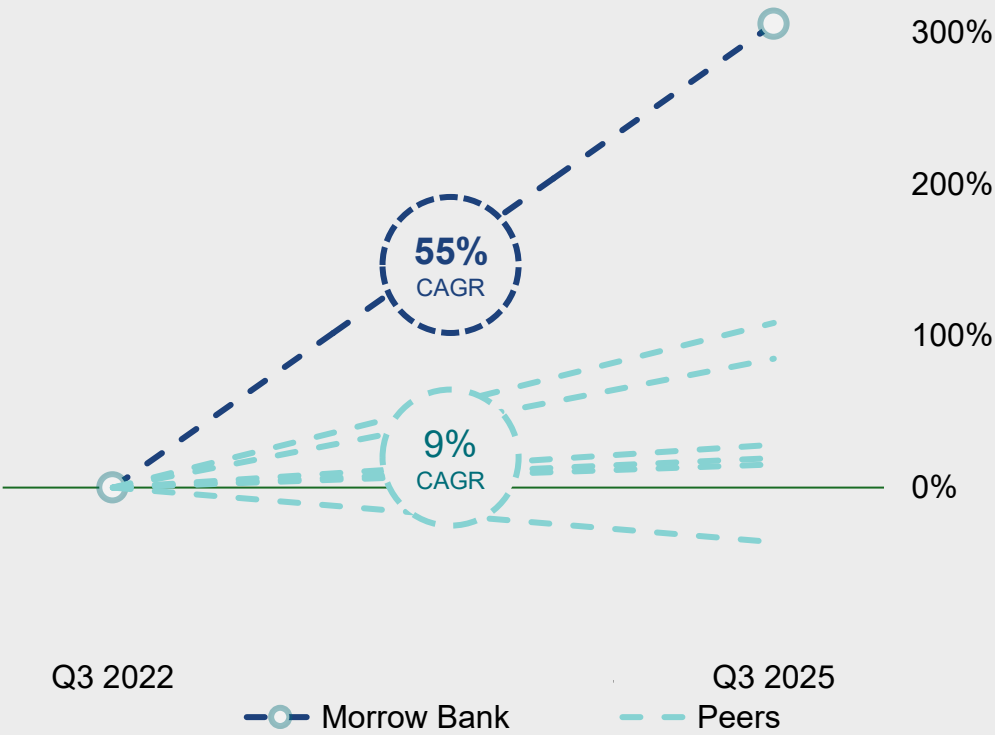
Accelerated value creation through **NOK 2.3bn  
portfolio acquisitions** and redomiciliation

3x mid-term **target increases** 2022-2025



# Delivered superior earnings growth since 2022

Profit after tax change from Q3 2022 to Q3 2025



Doubled loan book, **halved cost/income ratio**

Acquired loan portfolios **without adding cost**

Delivered high double-digit profit growth, **outperforming peers**

Note: Peers include Noba Bank, Instabank, TF Bank, Lea Bank, Norion Bank, Resurs Bank.

# Morrow Bank vs. peers: High growth, low cost



|                                | <b>MORROW</b> | <b>Peers average</b> |        |
|--------------------------------|---------------|----------------------|--------|
| <b>Loan growth<sup>1</sup></b> | 27%           | 16%                  | + 11pp |
| <b>Cost/income ratio</b>       | 25%           | 37%                  | - 12pp |
| <b>ROE</b>                     | 12% (15%*)    | 14%                  | -2 pp  |
| <b>Price/book</b>              | 1.4           | 1.8                  | - 23%  |
| <b>Price/earnings</b>          | 12            | 17                   | - 31%  |

**\*Redomiciling to Sweden ensuring level playing field with peers – ROTE set to increase to 15% in Q1 2026**

Based on last available earnings data. Peers include Noba Bank, Instabank, TF Bank, Lea Bank, Norion Bank, Resurs Bank.

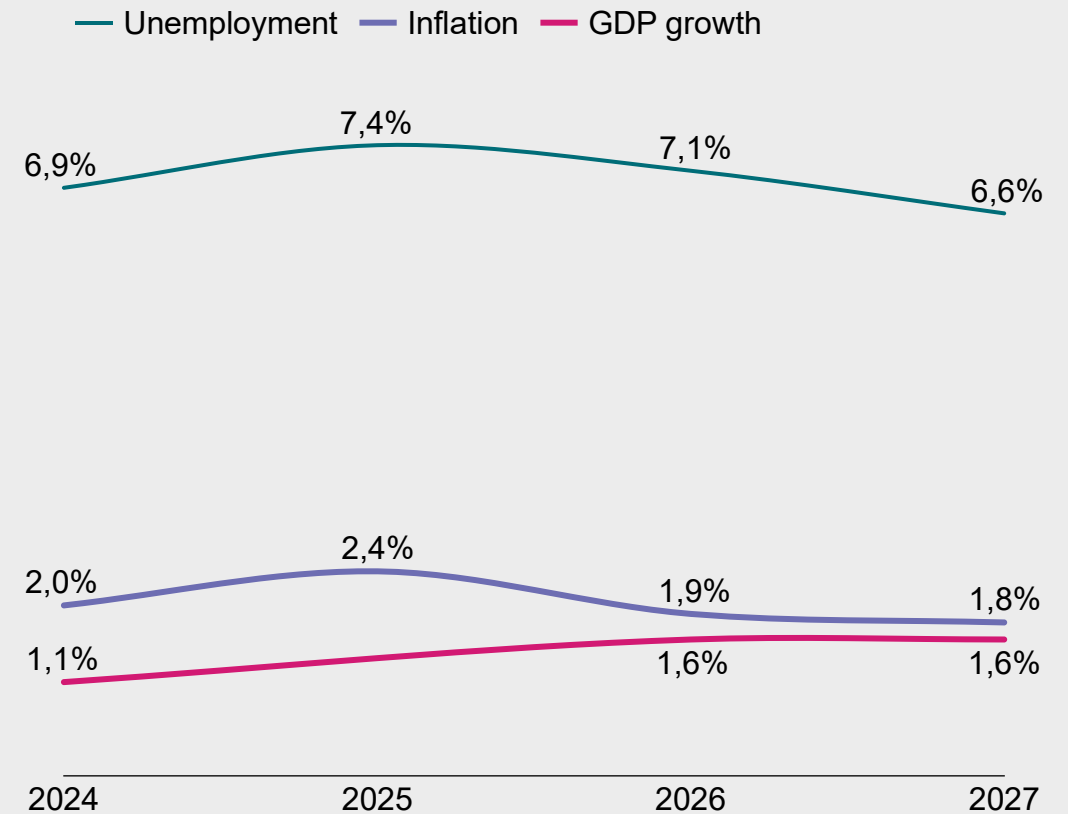
1) CAGR last three years

# Stable macro-outlook supporting profitable growth

**Higher demand for consumer financing**  
driven by increased spending capacity

**Improved credit quality**  
driven by stronger debt serving capacity

**Expanding net interest margins**  
driven by falling deposit rates (SEK & EUR)



# Accelerating returns

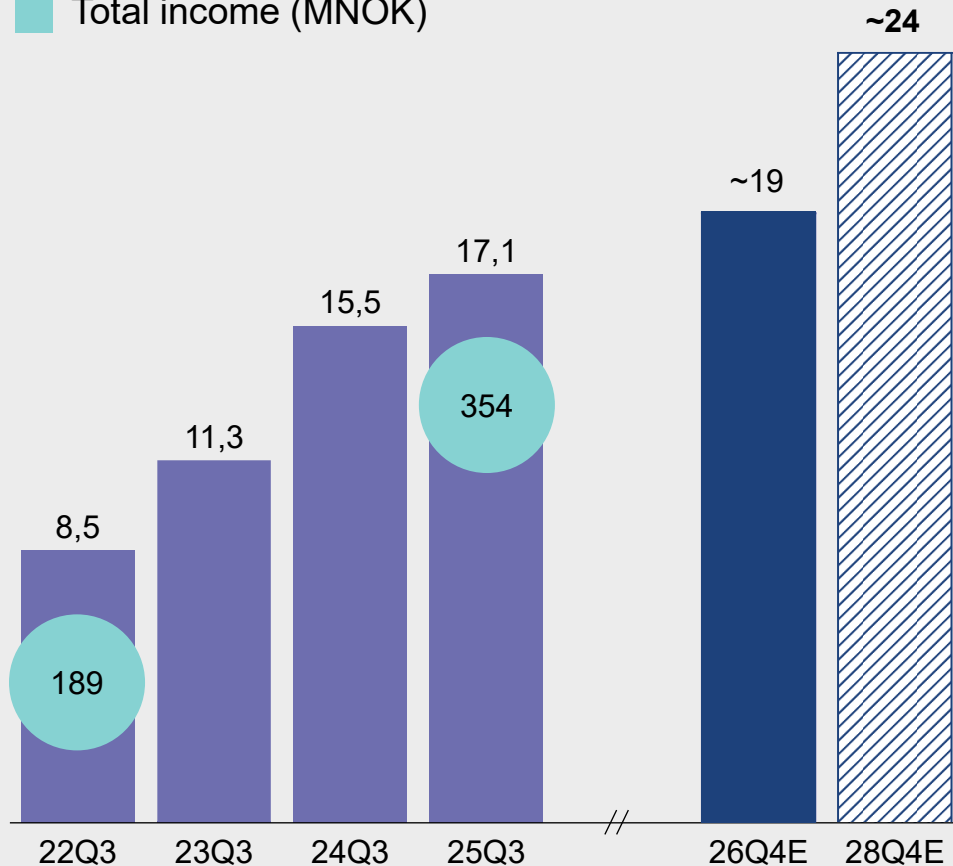




# Value creation through growth

## Total gross loans (BNOK)

■ Total income (MNOK)



**27% CAGR last three years – 21% organic gross loan growth**

**Lifted ambition: >10% annualised loan growth towards end-2028**

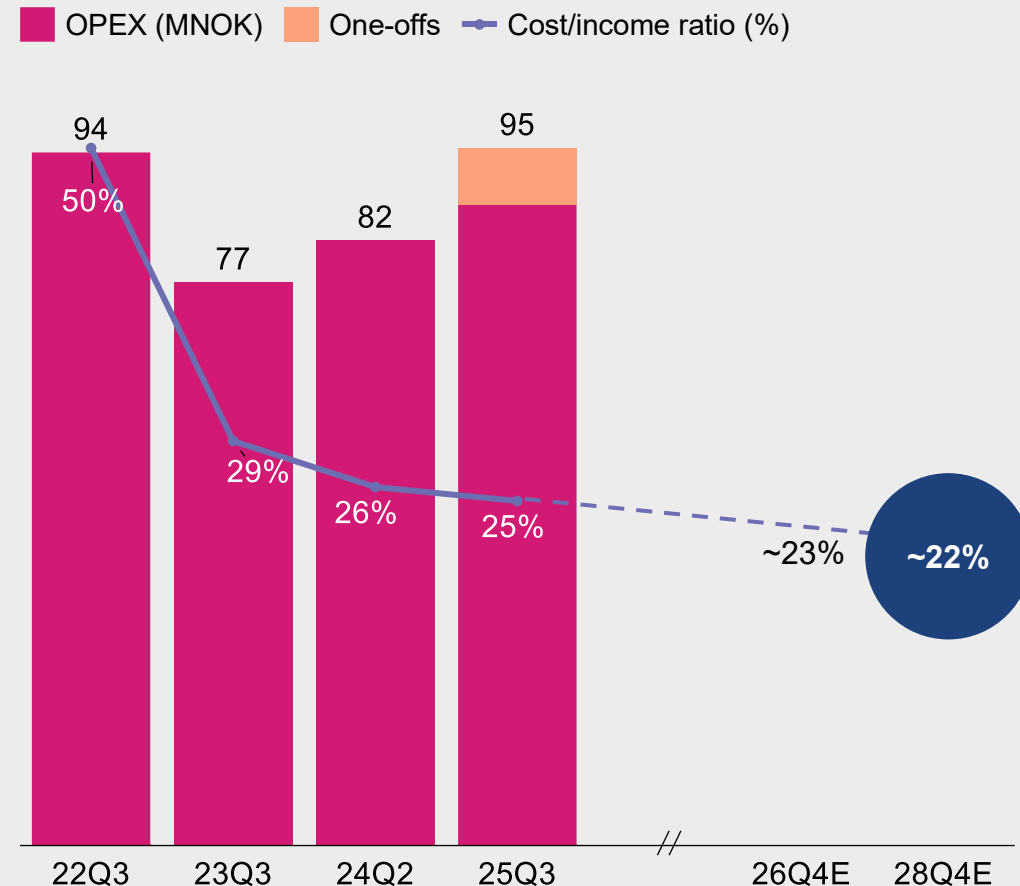
**Ambition supported by**

- **Strong demand**
- **Better processes**
- **Lower capital requirements**
- **Higher capital generation**

**Further upside in inorganic opportunities**

# Leveraging a scalable platform

## Cost/income



Doubled loan book **without increasing FTEs and opex**

## Streamlined operations

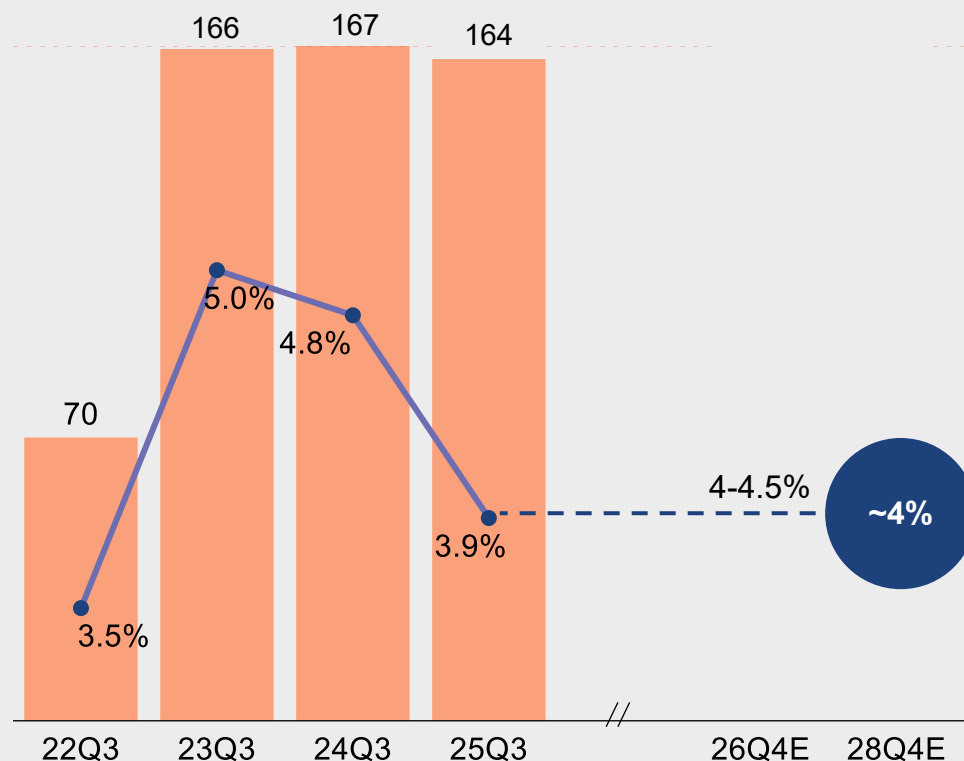
- Built scalable tech platform
- Exited unprofitable products
- Right-sized organisation

## Continuous improvements

- Share of fully automated loans up 2x to ~60% in 3Q25 vs Q2
- AI-driven automation enabling further cost-efficiency gains

# Improving risk management

## Loan losses (MNOK) and loan loss ratio



Note: Increase in loan losses and ratio from 2022 to 2023 impacted by accelerated loan growth and macro.

## Strengthened credit risk processes

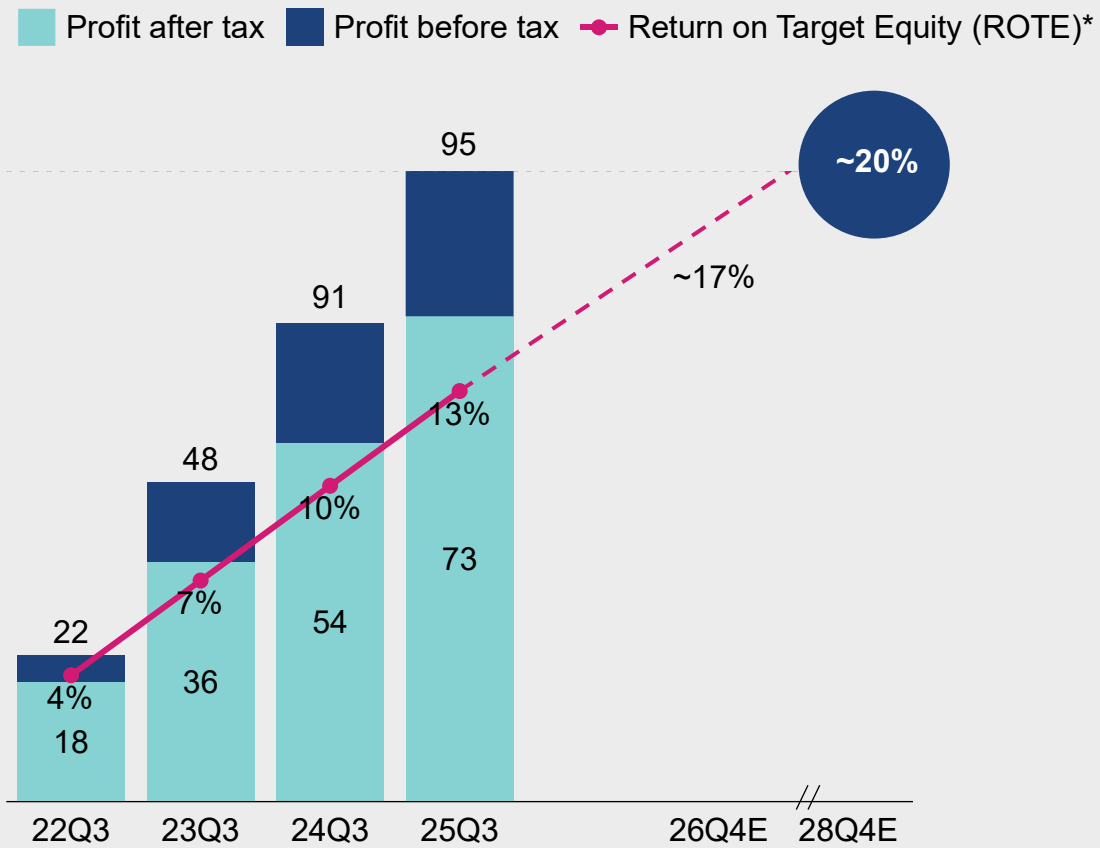
- More data
- Better models
- Better score cards

Improved debt recovery leading to fewer defaults and enhanced debt collection

Supported by stable Nordic macroeconomic outlook

# Driving profitability

## Profit (MNOK)



\*The Bank defines target equity as the equity required to meet the regulatory requirements as well as buffer

**Accelerated organic growth + scalable platform = efficiency gains**

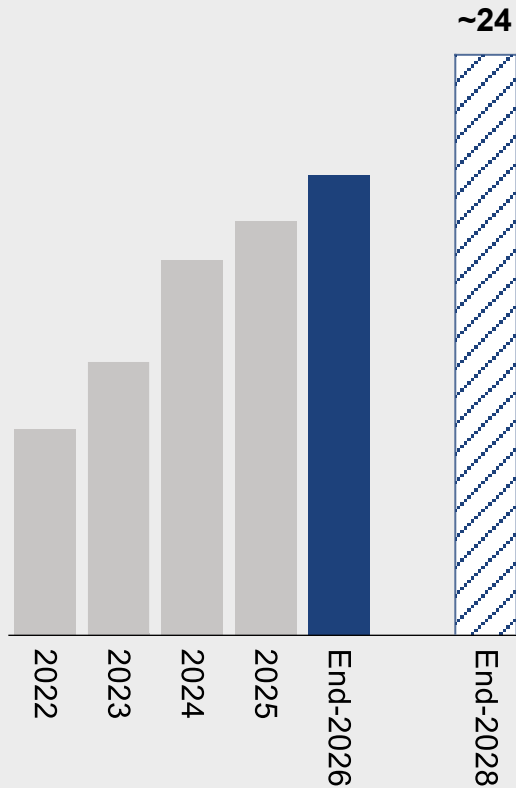
**Stable to improving risk-adjusted margins supported by positive macro-outlook**

**Structural opportunities providing upside beyond 2028 growth and ROTE ambitions**

# Long-term ambitions – accelerating growth and returns

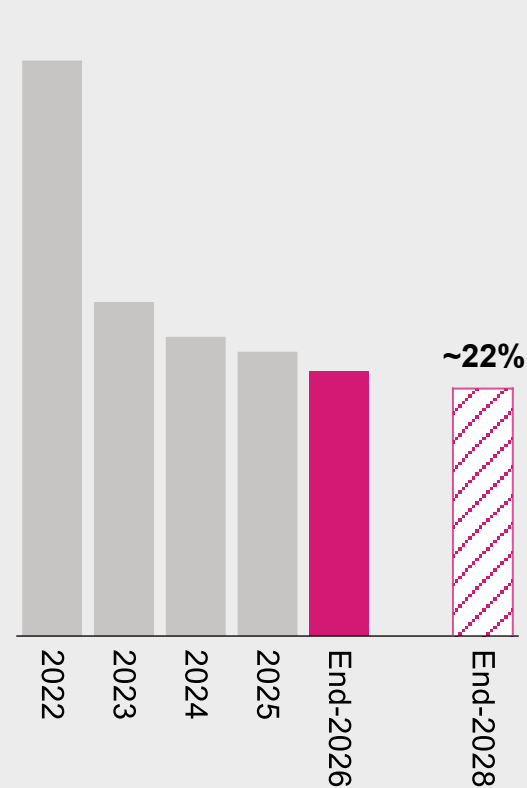
## >10% annual loan growth

Loan balance, BNOK



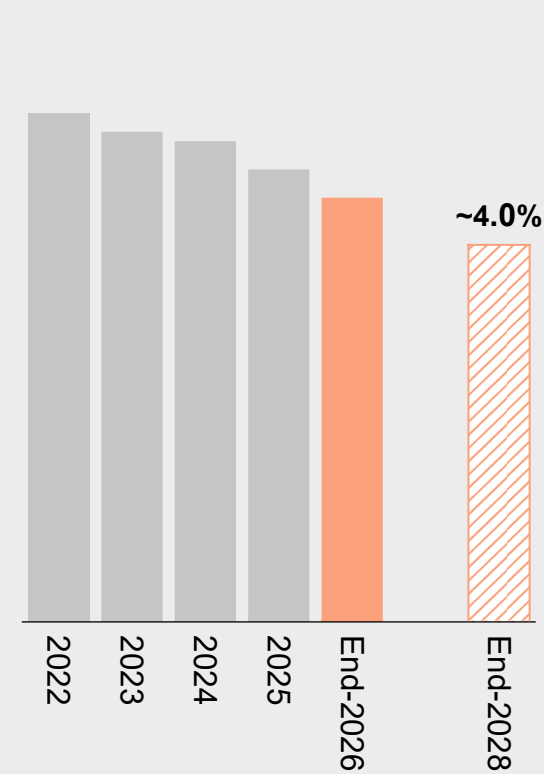
## Increased efficiency

Cost/income ratio



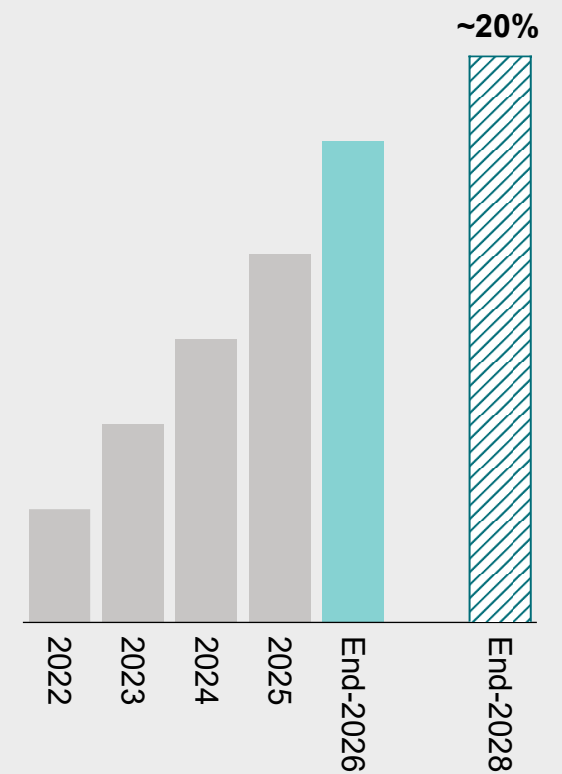
## Reduced loan losses

Loan loss ratio



## Higher returns

Return on target equity (ROTE)

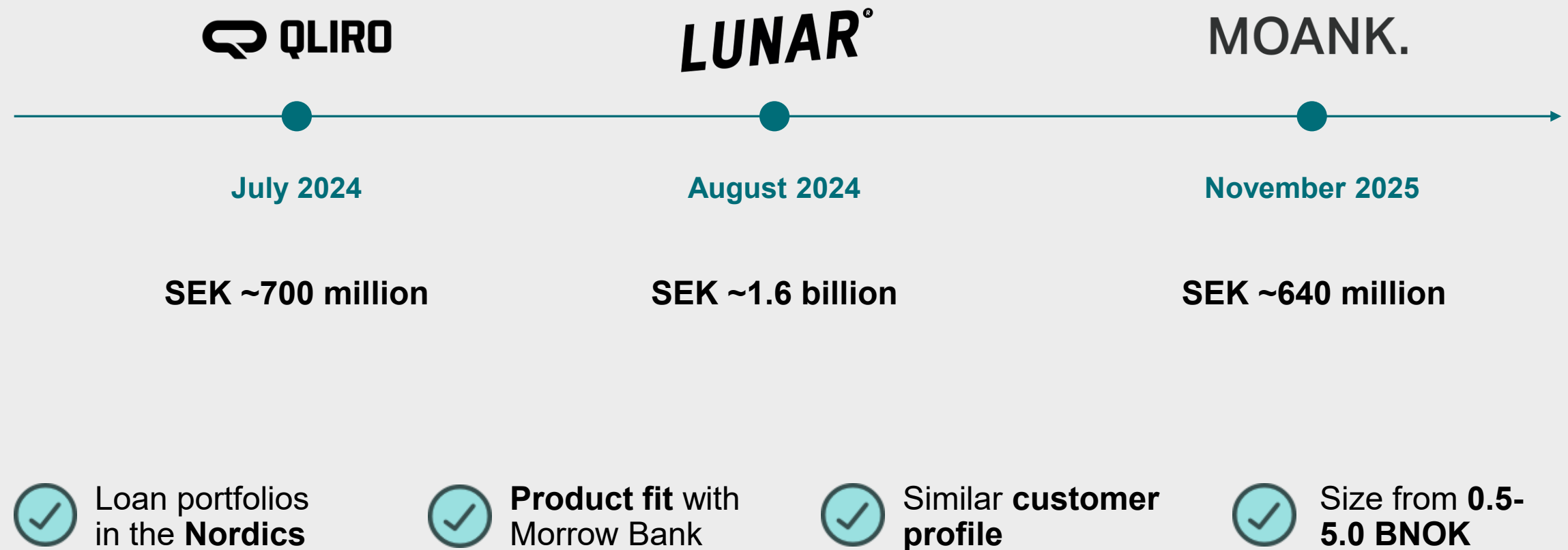




# Structural upside



# Value accretive acquisitions totalling SEK ~3 billion



Note: Exchange rate SEK/NOK 1,06 as of 10 November 2025

# Excess capital providing headroom for acquisitions – and upside to ambitions

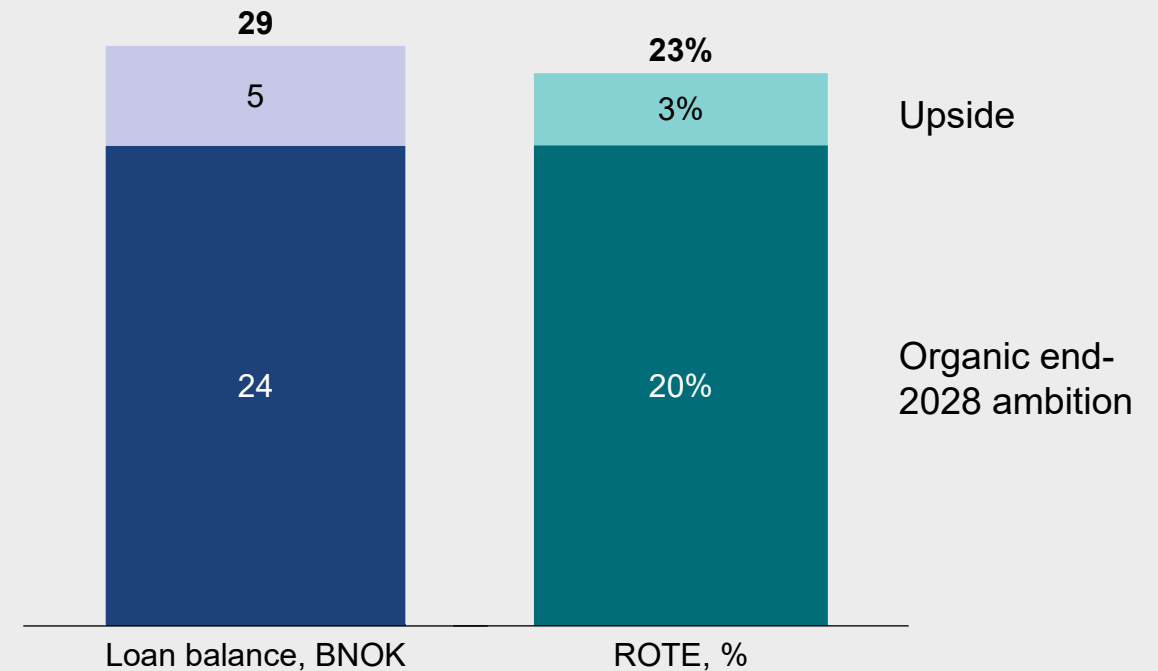
Lower capital requirements in Sweden set to **increase excess capital up to NOK 1bn**

Morrow Bank's ambition: **deploy as much capital as possible** to profitable organic growth or accretive M&A

If deploying all the excess capital, end-2028 loan balance and ROTE could reach **NOK 29bn and 23%**, respectively

## Pot. end-2028 impact from deploying NOK 1bn more

*Illustrative*



# Investment highlights



**Pure-play Nordic consumer finance**



**Highly scalable banking platform**



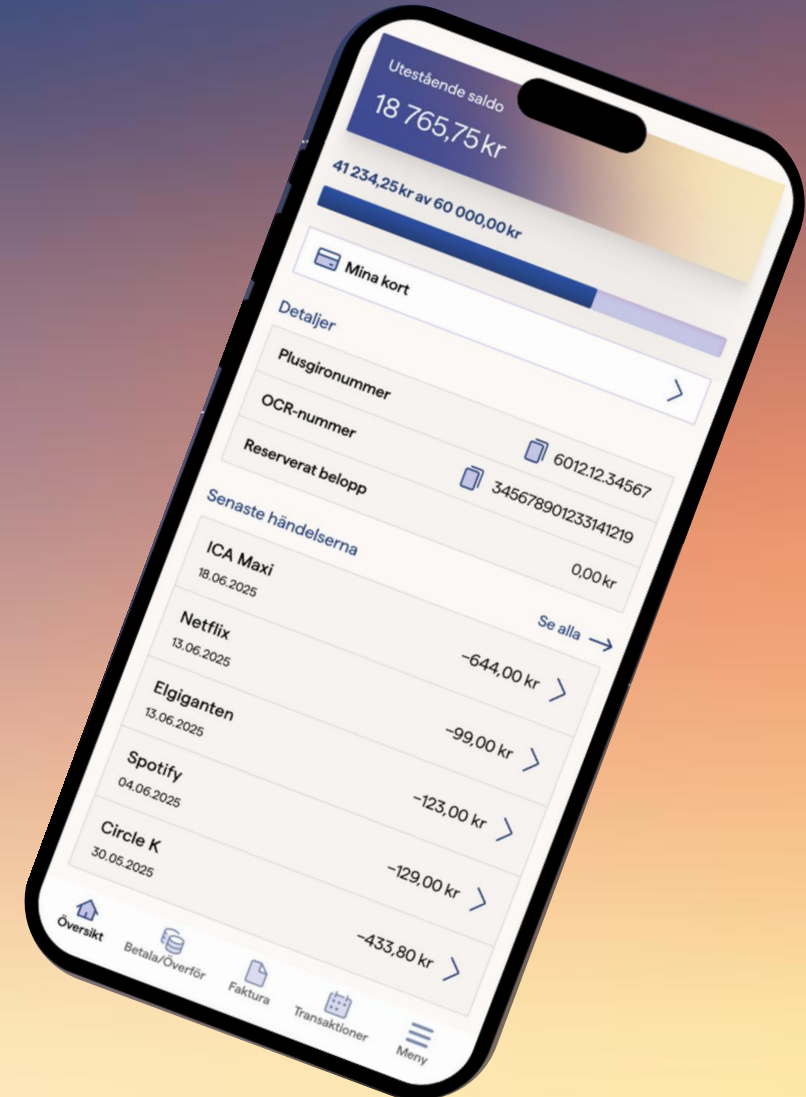
**Delivered superior earnings growth**



**Accelerating growth and returns**



**Pursuing accretive acquisitions**

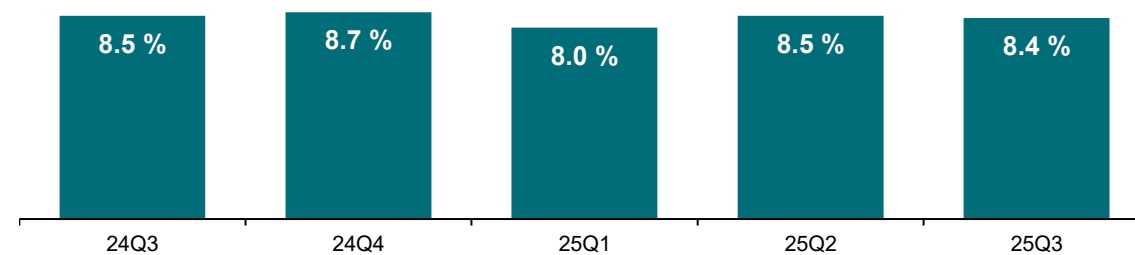


# APPENDIX

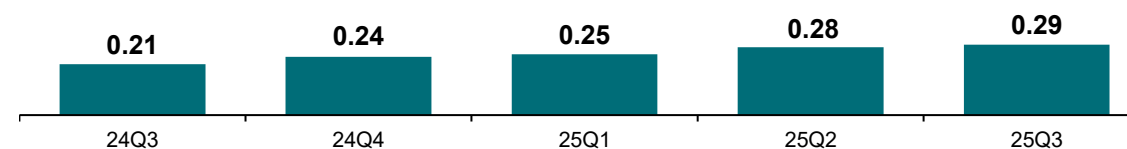
# Profit and loss

| <i>Amounts in MNOK</i>                                         | <b>Q3 2025</b> | <b>Q2 2025</b> | <b>2024</b>    | <b>2023</b>    |
|----------------------------------------------------------------|----------------|----------------|----------------|----------------|
| Interest income                                                | 452.6          | 449.7          | 1,762.7        | 1,380.0        |
| Interest expenses                                              | -116.8         | -119.0         | -552.2         | -359.8         |
| <b>Net interest income</b>                                     | <b>335.8</b>   | <b>330.7</b>   | <b>1,210.5</b> | <b>1,020.2</b> |
| Commission income and fees                                     | 19.4           | 17.4           | 68.8           | 62.7           |
| Commission expenses and fees                                   | -18.4          | -19.6          | -61.2          | -57.6          |
| <b>Net commissions and fees</b>                                | <b>1.0</b>     | <b>-2.2</b>    | <b>7.6</b>     | <b>5.1</b>     |
| Net gains / losses (-) on certificates and bonds, and currency | <b>17.3</b>    | <b>21.3</b>    | 58.7           | 28.6           |
| <b>Total income</b>                                            | <b>354.1</b>   | <b>349.8</b>   | <b>1,276.7</b> | <b>1,053.9</b> |
| Personnel expenses                                             | -32.0          | -33.8          | -118.1         | -102.3         |
| General and administrative expenses                            | -34.2          | -32.6          | -132.0         | -135.3         |
| Other expenses                                                 | -15.8          | -11.4          | -40.3          | -47.6          |
| Depreciation                                                   | -13.2          | -12.5          | -44.0          | -35.7          |
| <b>Total operating expenses</b>                                | <b>-95.2</b>   | <b>-90.3</b>   | <b>-334.4</b>  | <b>-320.9</b>  |
| Losses on loans                                                | -163.6         | -168.4         | -661.0         | -526.7         |
| <b>Profit/(loss) before tax</b>                                | <b>95.2</b>    | <b>91.1</b>    | <b>281.4</b>   | <b>206.4</b>   |
| Tax expenses                                                   | -22.2          | -20.8          | -72.7          | -54.5          |
| <b>Profit/(loss) after tax</b>                                 | <b>73.0</b>    | <b>70.3</b>    | <b>208.7</b>   | <b>151.9</b>   |
| <b>Earnings per share (NOK)</b>                                | <b>0.29</b>    | <b>0.28</b>    | <b>0.82</b>    | <b>0.62</b>    |

## Net interest margin\* (%)



## Earnings per share (NOK)



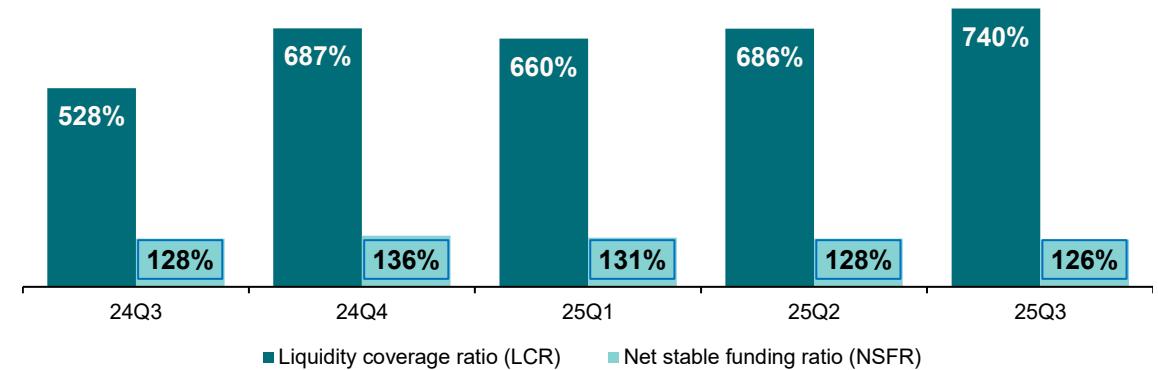
\* Net interest margin (NIM) = 4 \* (Net interest income / Average interest-bearing assets excl. certificates and bonds).



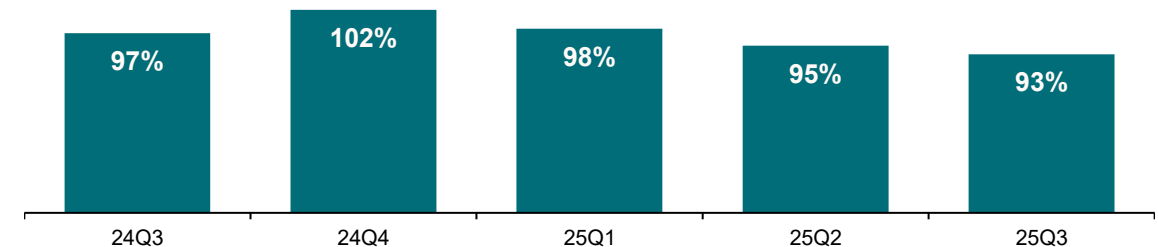
# Balance sheet

| <i>Amounts in MNOK</i>                      | <b>30 Sep.<br/>2025</b> | <b>30 Jun.<br/>2025</b> | <b>31 Dec.<br/>2024</b> | <b>31 Dec.<br/>2023</b> |
|---------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <b>Assets</b>                               |                         |                         |                         |                         |
| Loans and deposits with credit institutions | 1,274.5                 | 1,369.6                 | 2,084.0                 | 1,530.0                 |
| Net loans to customers                      | 15,186.9                | 14,275.9                | 13,847.5                | 11,076.0                |
| Certificates and bonds                      | 2,528.0                 | 2,525.8                 | 2,589.4                 | 926.1                   |
| Other intangible assets                     | 68.7                    | 71.4                    | 68.0                    | 66.9                    |
| Deferred tax assets                         | 0.0                     | 0.0                     | 0.0                     | 29.5                    |
| Fixed assets                                | 15.5                    | 16.4                    | 18.3                    | 22.0                    |
| Other receivables                           | 25.5                    | 38.6                    | 9.8                     | 14.7                    |
| <b>Total assets</b>                         | <b>19,099.1</b>         | <b>18,297.8</b>         | <b>18,616.9</b>         | <b>13,665.2</b>         |
| <b>Equity and liabilities</b>               |                         |                         |                         |                         |
| Deposits from and debt to customers         | 15,915.4                | 15,224.8                | 15,704.6                | 11,096.0                |
| Other debt                                  | 181.3                   | 157.5                   | 141.6                   | 125.3                   |
| Subordinated loans (Tier 2)                 | 265.0                   | 265.0                   | 165.0                   | 165.0                   |
| Deferred tax                                | 67.5                    | 45.8                    | 5.4                     | -                       |
| Tax payable                                 | 27.7                    | 29.3                    | 31.3                    | -                       |
| <b>Total liabilities</b>                    | <b>16,456.9</b>         | <b>15,722.4</b>         | <b>16,147.8</b>         | <b>11,386.3</b>         |
| Share capital                               | 231.2                   | 231.2                   | 230.0                   | 229.4                   |
| Share premium reserve                       | 936.9                   | 936.9                   | 936.9                   | 936.9                   |
| Other paid-in equity                        | 58.7                    | 58.1                    | 56.6                    | 56.5                    |
| Retained earnings                           | 1,140.5                 | 1,074.4                 | 1,046.0                 | 856.7                   |
| Additional Tier 1 capital                   | 275.0                   | 275.0                   | 199.6                   | 199.6                   |
| <b>Total equity</b>                         | <b>2,642.2</b>          | <b>2,575.5</b>          | <b>2,469.0</b>          | <b>2,278.9</b>          |
| <b>Total equity and liabilities</b>         | <b>19,099.1</b>         | <b>18,297.8</b>         | <b>18,616.9</b>         | <b>13,655.2</b>         |

## Liquidity and funding



## Deposit coverage\* (%)



\* Deposit coverage = Deposits from and debt to customers / gross loans to customers

# Highly experienced management team

## Øyvind Oanes | CEO



Mr. Oanes joined Morrow Bank as CEO in October 2021. Prior to joining the bank he was a partner at Exton Consulting, a strategy consulting firm specializing in banking. Mr. Oanes has held the positions of Group CEO of 4finance, CEO of Swiss fintech Numbrs and CEO of Raiffeisen's multi-country digital bank ZUNO. He was a Managing Director at Austria's Bawag Group and spent several years working for GE Capital. In addition, he has experience from various board positions in Austria, Switzerland and Norway. Mr. Oanes holds a bachelor degree in business administration from BI Norwegian Business School and a master degree in marketing from the University of Paisley (UK).

## Eirik Holtedahl | CFO



Mr. Holtedahl holds the position as CFO and Deputy CEO. Previous to this, he held the position as Director of Credit Cards. From June 2021 until Mr. Øyvind Oanes took over in October 2021, Mr. Holtedahl also held the position as the interim CEO. Previous positions include Co-Founder, CFO and Deputy CEO in Advanzia Bank, Luxembourg, Co-Founder and VP of Treasury in Bankia Bank ASA and Deputy Director General in the Norwegian Ministry of Finance. Mr. Holtedahl holds a Bachelor of Commerce, Economics and Accountancy from Concordia University (Canada) and an MSc. studies in Economics from the University of Oslo.

## Martin Valland | CTO



Mr. Valland was appointed interim Chief Technology Officer in March 2022. Mr. Valland has a comprehensive background in the financial services industry. Previous experience includes co-founder and CTO of Monobank/BRABank and Chief Software Architect at Skandiabanken/Sbanken. He holds an MSc in Computer Science from NTNU.

## Wilhelm Thomassen | COO



Mr. Thomassen served as Chief Compliance officer from May 2015 until May 2019, at which time he was made Director of Legal and HR. He also served as a board member from December 2012 to May 2015. Previous positions include Director Lean & Business Development at Statoil Fuel and Retail and Department Director of Cards at Santander Consumer Bank. Mr. Thomassen holds a master's degree in European Business from Royal Holloway University of London and an Executive MBA from the Norwegian School of Economics.

## Annika Ramstedt | CCRO



Ms. Ramstedt has been with Morrow Bank since early 2017. Before being appointed Director Credit Risk and Collections in June 2019, she worked for a period as Project Director followed by Director Loans Sweden & Finland. Ms. Ramstedt has an extensive background in the Consumer Finance sector in roles such as Head of Personal Loans in Bluestep and Head of Credit Risk Sweden at EnterCard. She holds a BA in Statistics from the University of Stockholm.

## Tony Rogne | CCO



Mr. Rogne started in Morrow Bank in December 2023. Previous to this he was the Nordic Head of Consumer lending in Santander Consumer Bank. Mr. Rogne has an extensive background within the fields of Consumer loans, Credit cards, Sales Finance, Auto loans and deposits, as well as Sales and Marketing. Roles held in Santander Consumer bank includes, Sales & Marketing Director for Norway, Head of Product management and other commercial positions within Sales management. Mr. Rogne holds a Master of Marketing management from BI Norwegian Business School.



GE Capital



# Board of Directors, Morrow Bank ASA



**Niklas Midby** | Chair of the board

Niklas Midby has extensive and relevant board experience from Norwegian and Swedish banks, including chairman of the board of Norwegian Sbanken ASA in the period 2015-2022, chairman of Skandiabanken in Sweden 2011-2016 and board member of OMX Nasdaq in Sweden, in addition to a number of current and previous board positions. He holds a graduate degree in Finance from the Stockholm School of Economics.



**Bodil Palma Hollingsæter** | Vice chair of the board

Bodil Hollingsæter has been Vice Chair of the Bank since April 2015 and has served on the board since March 2014. Bodil holds several board positions, and has an extensive banking background on an executive level from positions such as Director at Innovation Norway, Regional General Manager at Sparebanken Møre and Bank Manager at Romsdals Fellesbank. She also has also prior board experience from companies including Eksportfinans, Kommunekreditt and Kommunalbanken. She holds an MSc. in Business and Economics and an AFA (CEFA equiv.) from the Norwegian School of Economics.



**Anna-Karin Celsing** | Board member

Anna-Karin Celsing has extensive experience as a board member and chair within banking, finance, real estate, and investment activities. She has board experience from serving as a board member and chair of the audit committee at Landshypotek Bank, as vice chair of the board at Lannebo Fonder, one of Sweden's largest independent fund management companies, from 2011 to 2024, and as a board member at Carnegie Investment Bank. From 2008 to 2020, she was a board member (chair from 2014) at SVT.



**Carl-Åke Nilson** | Board member

Carl-Åke Nilson has extensive experience in credit assessment across several Swedish financial institutions, including as Co-founder and Risk/Collection Manager at SevenDay Finans AB from 2007 to 2017 before the company was acquired by BNP Paribas. He subsequently served as Nordic CRO at BNP Paribas Consumer Finance from 2017 to 2021. Nilson has been engaged as a consultant and advisor by companies such as Qliro and Facit Bank, and has board experience from Credon AB and the Swedish Credit Association (2015-2017).



**Kristian Huseby** | Board member

Kristian Huseby is an Investment Director at Kistefos AS, where he has been working since 2014. He has broad experience within the financial sector working as an active owner representative and board member in a broad range of industries from banking & finance, to software, shipping and aquaculture. Prior to Kistefos he worked for Deloitte Financial Advisory. Huseby holds a Master of Science in Financial Economics from the Norwegian School of Economics and Business Administration and a Bachelor of Science in Economics and Business Administration from the Norwegian School of Economics and Business Administration.



**Henning Fagerbakke** | Board member

Mr. Fagerbakke started at the Bank in 2017 as Finance Manager. From 2019 he was the CFO of the Bank and held that position until January 2022. Currently, he works as the Head of Finance and serve as employee elected board member. Prior to his tenure at the Bank, he worked several years as an auditor at KPMG, Finance manager within the Telenor group, and as a Business controller at Gresvig. He holds a Master in Accounting and Auditing from NHH.



**Iril Renshus** | Board member

Employee elected board member since April 2024. Renshus has been employed in Morrow Bank since September 2023 as Technical Product Manager. Renshus has an extensive background within product management in software development. Before joining the bank, she worked as a product manager for purchase to pay products in the Merzell Group. She holds an MSc in Computer Science from NTNU.

# Shareholder overview

## Largest 20 shareholders

| #                   | Shareholder                            | Shares<br>(thousand) | %             |
|---------------------|----------------------------------------|----------------------|---------------|
| 1                   | Kistefos AS                            | 48,287               | 20.9 %        |
| 2                   | Alfab Holding AS                       | 10,257               | 4.4 %         |
| 3                   | Hvaler Invest AS                       | 9,000                | 3.9 %         |
| 4                   | Kvantia AS                             | 8,350                | 3.6 %         |
| 5                   | Dnb Bank ASA                           | 7,558                | 3.3 %         |
| 6                   | Verdipapirfondet DNB SMB               | 6,979                | 3.0 %         |
| 7                   | UBS AG                                 | 4,590                | 2.0 %         |
| 8                   | AS Audley                              | 4,346                | 1.9 %         |
| 9                   | Om Holding AS                          | 4,209                | 1.8 %         |
| 10                  | Stiftelsen Kistefos-Museets Driftsfond | 4,000                | 1.7 %         |
| 11                  | Norda ASA                              | 3,843                | 1.7 %         |
| 12                  | Directmarketing Invest AS              | 3,715                | 1.6 %         |
| 13                  | Christiania Skibs AS                   | 3,101                | 1.3 %         |
| 14                  | Hans Eiendom AS                        | 3,000                | 1.3 %         |
| 15                  | Nordnet Livsforsikring AS              | 2,751                | 1.2 %         |
| 16                  | Belair AS                              | 2,657                | 1.1 %         |
| 17                  | Obligasjon 2 AS                        | 2,540                | 1.1 %         |
| 18                  | Melesio Invest AS                      | 2,293                | 1.0 %         |
| 19                  | Hjellegjerde Invest AS                 | 2,157                | 0.9 %         |
| 20                  | Khaya AS                               | 2,134                | 0.9 %         |
| <b>Total top 20</b> |                                        | <b>135,767</b>       | <b>58.7 %</b> |

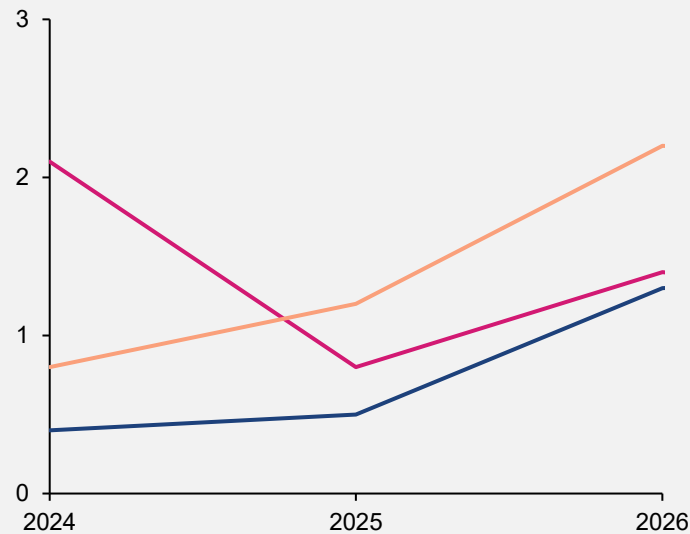
## Management and members of the Board of Directors

| Role                              | Name                 | Shares<br>(thousand) | Share options*<br>(thousand) | Warrants<br>(thousand) |
|-----------------------------------|----------------------|----------------------|------------------------------|------------------------|
| CFO                               | Eirik Holtedahl      | 2,657                | 272                          | 800                    |
| COO                               | Wilhelm B. Thomassen | 2,219                | 389                          | 800                    |
| CEO                               | Øyvind Oanes         | 483                  | 463                          | 1,250                  |
| CCRO                              | Annika Ramstedt      | 402                  | 371                          | 800                    |
| CCO                               | Tony Rogne           | -                    | 231                          | 800                    |
| CTO (interim)                     | Martin Valland       | 186                  | -                            | 800                    |
| Members of the Board of Directors |                      | 1,468                | -                            | -                      |
| <b>Total</b>                      |                      | <b>7,436</b>         | <b>1,727</b>                 | <b>5,250</b>           |

\* Total outstanding granted share options

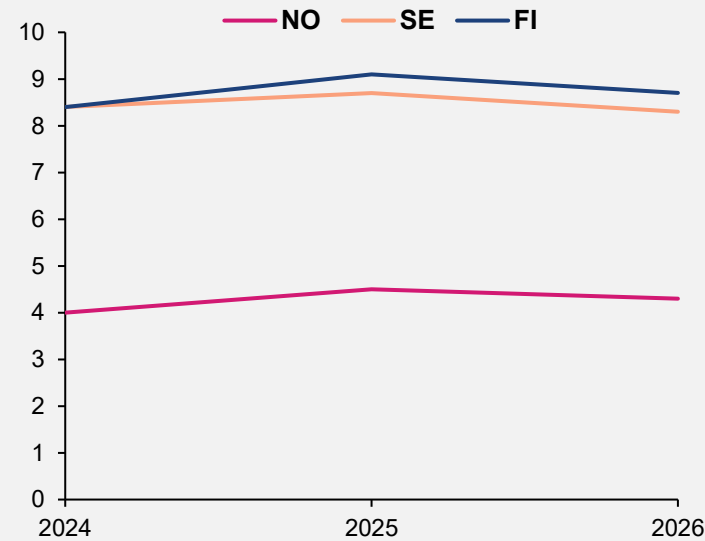
# Macro outlook: Attractive risk/reward in the Nordics

**GDP growth (%)**



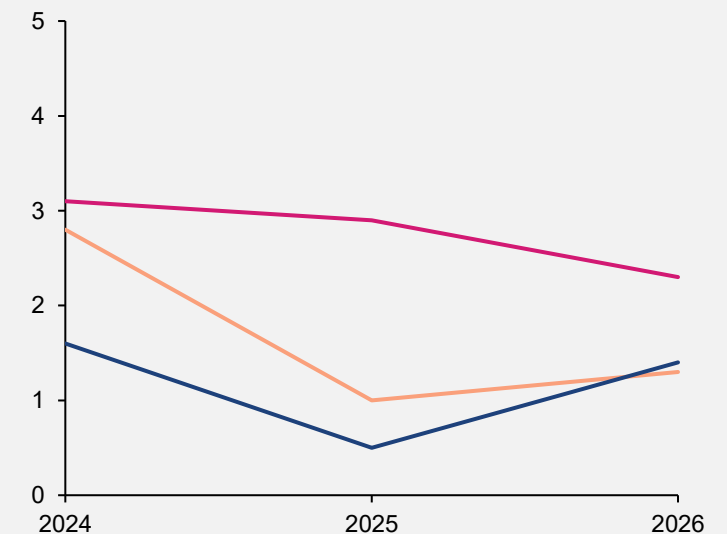
- GDP growth to support demand for consumer loans

**Unemployment (%)**



- Unemployment outlook remains stable, limiting credit risk

**Inflation (%)**



- Inflation levels normalising, lower interest rates reduces funding cost and improves customer disposable income

**Underpinned by robust economic policy frameworks and strong public finances**

# Outlook overview

|                                | Q3 2025           | End-2026 target    | End-2028 ambition |
|--------------------------------|-------------------|--------------------|-------------------|
| <b>Loan balance growth</b>     | NOK 17.1bn<br>10% | NOK ~19bn<br>5-10% | NOK ~24bn<br>>10% |
| <b>Cost/income ratio</b>       | 24.7%             | ~23%               | ~22%              |
| <b>Loan loss ratio</b>         | 3.9%              | 4.0-4.5%           | ~4.0%             |
| <b>Return on target equity</b> | 13%               | ~17%               | ~20%              |

Increasing automation, capital and priority

Tech platform built for scaling without adding costs

More data, better models and processes

Improving profitability, structural upside



# Our typical customer is 30-50 years old, owns a home and earns above average

## Male

**69%** of our loan customers are men

## Above average annual income

**NOK ~600k**

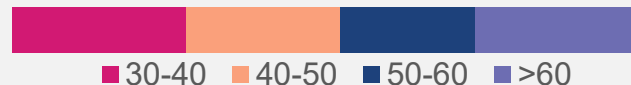
## Homeowner

**59%** homeownership

## Solid payer

- ✓ Zero payment remarks
- ✓ Permanent employment

## Middle aged



## Average loan amount

**NOK ~160k**

Source: Internal company data as of December 2024

