Investor update Q1 2025

Today's presenters







Emil Folkesson | CFO

Content

This is Northmill

Highlights Q12025

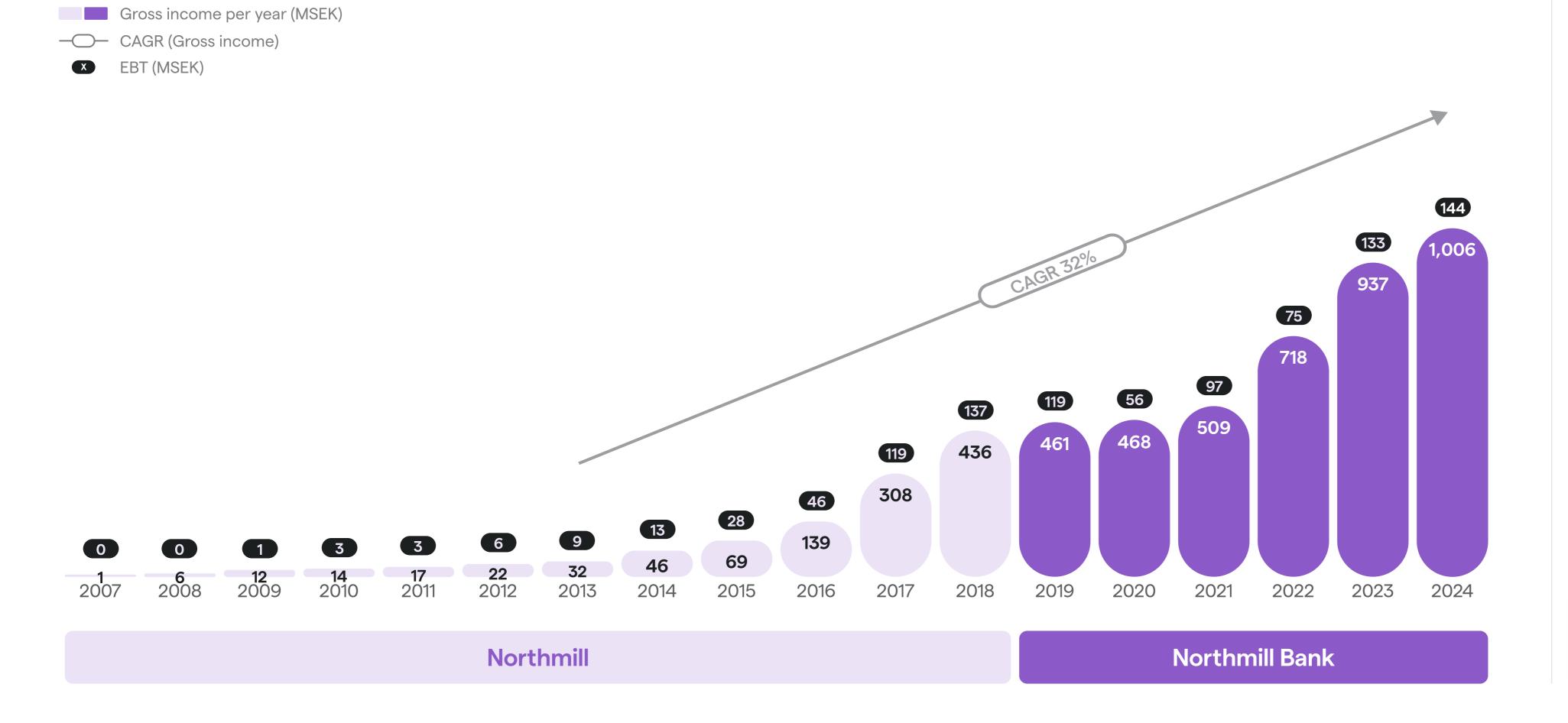
Financials

Summary

Q&A

This is Northmill

Proven track record with scalable infrastructure in place to enable exponential growth



Total customers 167 000 **Total businesses** 3 2 5 0 Banking licence since 2019 Number of employees ~180 **Countries** Years profitable 18/18 Trustpilot 4.6 App Store Reviews \star \star \star \star

4.8 ★★★★★

Our vision is to Improve Financial Life

How we differentiate

IMPROVE

ACCESSIBLE
SIMPLER
SMARTER
FASTER
CHEAPER

What we offer

FINANCIAL

PAYMENTS

CARDS & ACCOUNTS

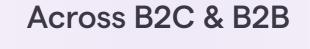
LENDING

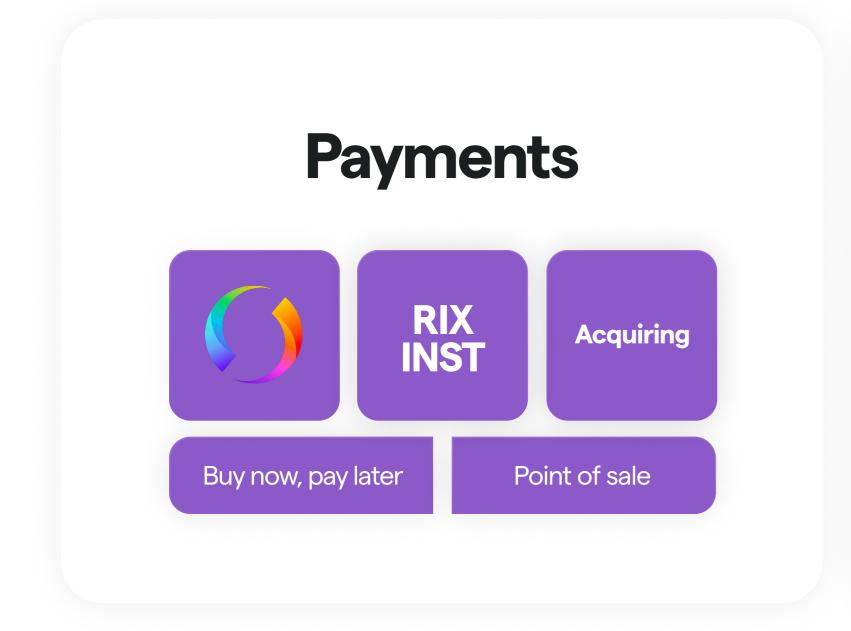
To who

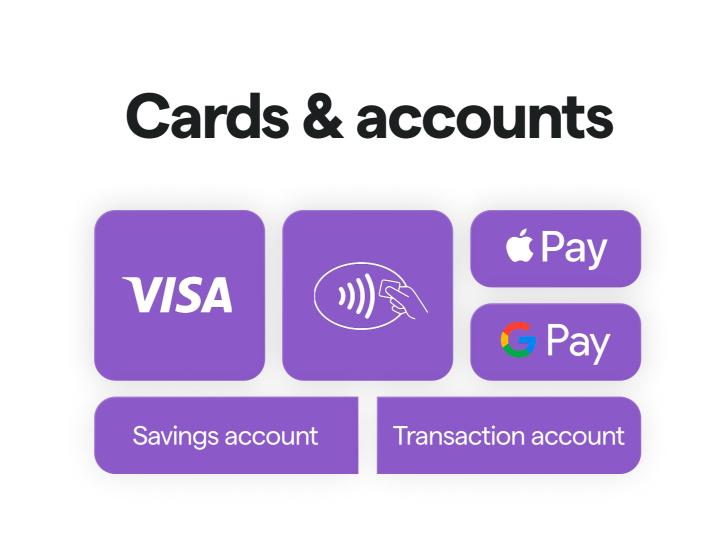
LIFE

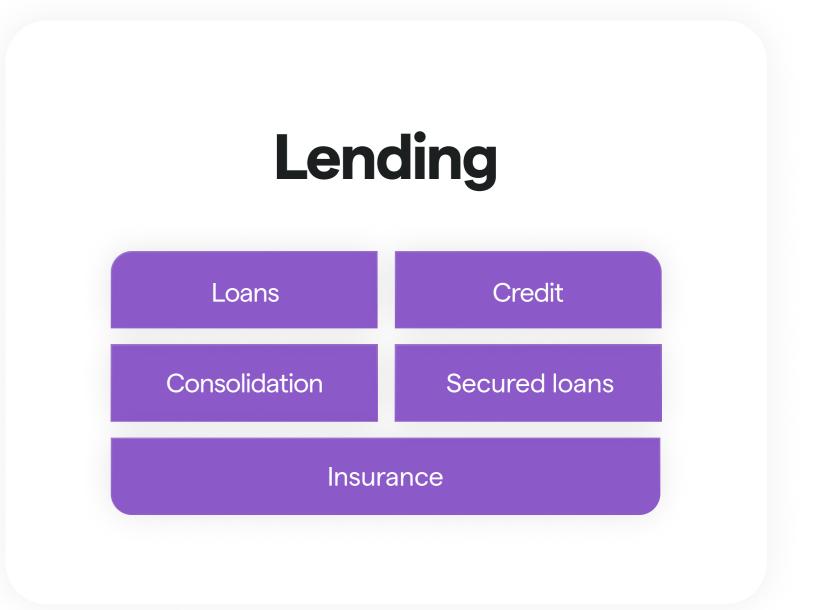
CONSUMERS
BUSINESSES

With an attractive product offering tailored to meet diverse financial needs









For consumers and businesses in the Nordic market

Nordic market [GDP]

12th Largest in the world

Sweden, Norway, Denmark, Finland - measured by GDP

Population

28M

Average age approximately 42 y/o

Businesses

2.7M

99% of businesses are SMEs

B2C

Consumer

Individuals seeking seamless, digital-first banking solutions designed to optimise their personal finances and simplify their day-to-day banking experience.

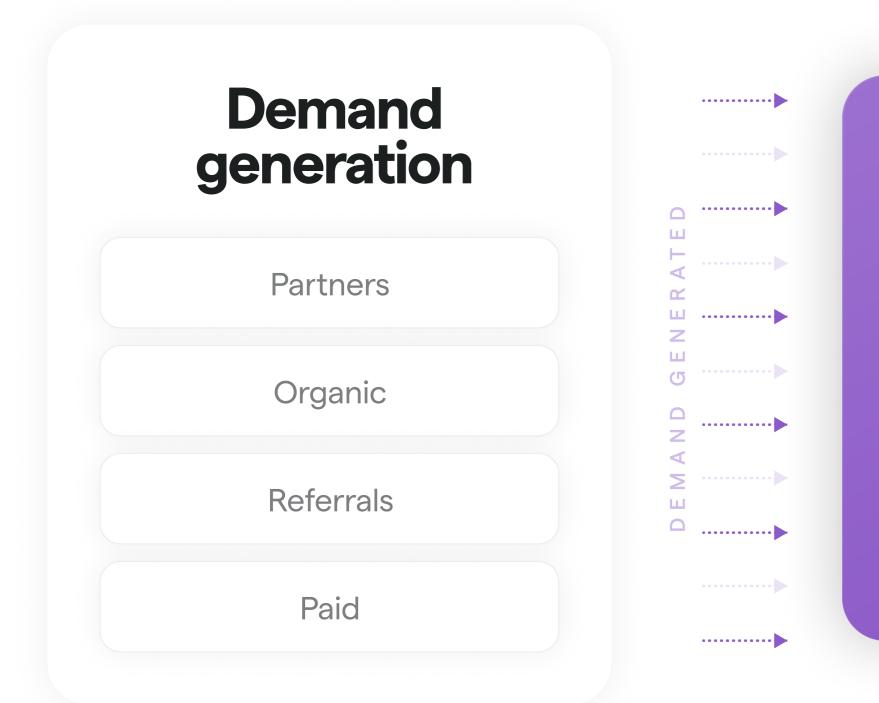
B2E

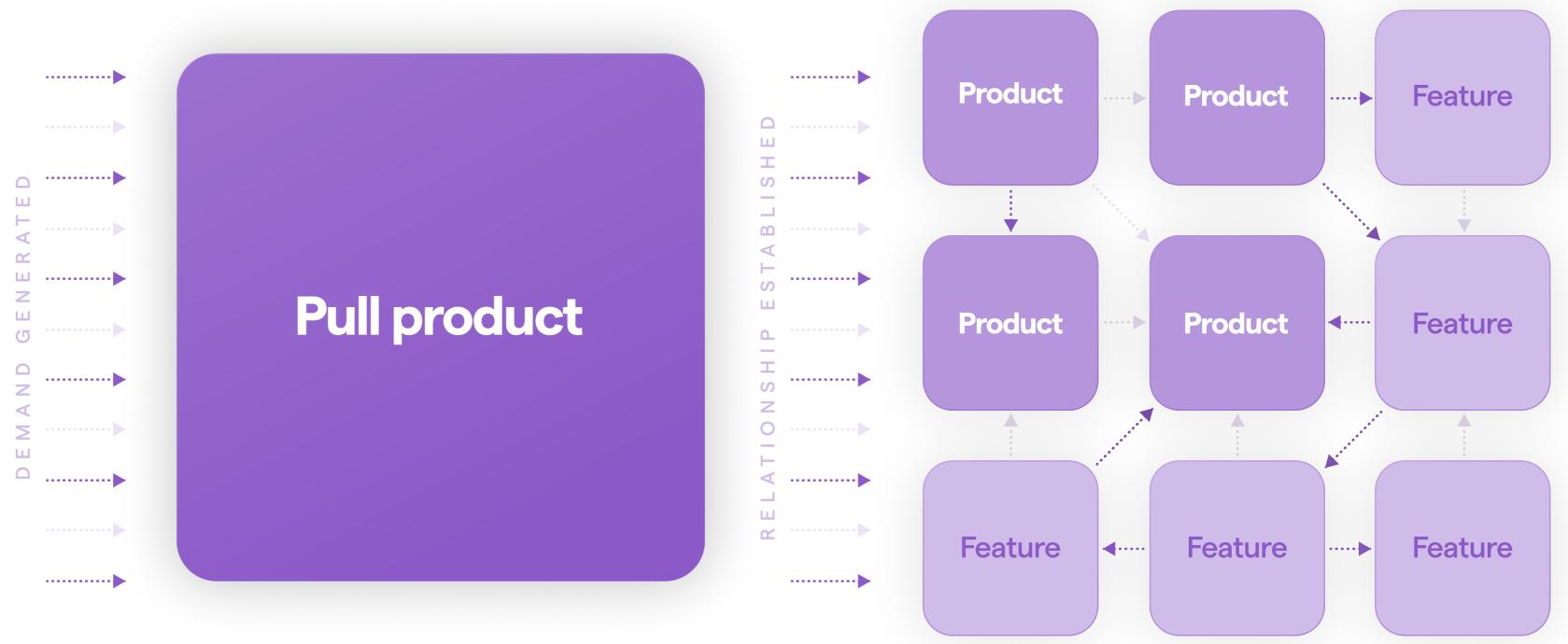
Business

Serving as a one-stop-shop for SMEs, while also having the capability to serve a diverse range of businesses of various sizes with individual products.

We fuel growth with accessible pull products and integrated cross-selling

Al-augmented CRM tooling / Automated onboarding and journeys with built in cross-selling / Bespoke sales outreach





Best-in-class customer service for maintenance, onboarding and upsell

Highlights Q12025

Key takeaways

- EBT up 95% YoY, driven by reduced credit losses and revenue growth.
- Growth of loan book, mainly from our B2B portfolio, close to 400 MSEK in Q1.
- Strong momentum developing and scaling the B2B Bank profitability, offering a full suite of services.
- Commercial strategy delivering results through successful strategic initiatives:
- Launch of new website.

204 MSEK

Operating income (181 MSEK Q1 2024)

4 465 MSEK

Gross portfolio (3 982 MSEK Q1 2024)

6.8%

Credit losses, net % (7.6% Q1 2024)

70.1K

Card customers (32.8K Q1 2024)

44 MSEK

EBT (23 MSEK Q1 2024)

4.6 out of 5

TrustPilot rating (1.5K reviews)

+95%

FBT YoY

4.8 out of 5

Apple App Store rating (5.1K reviews)

B2C

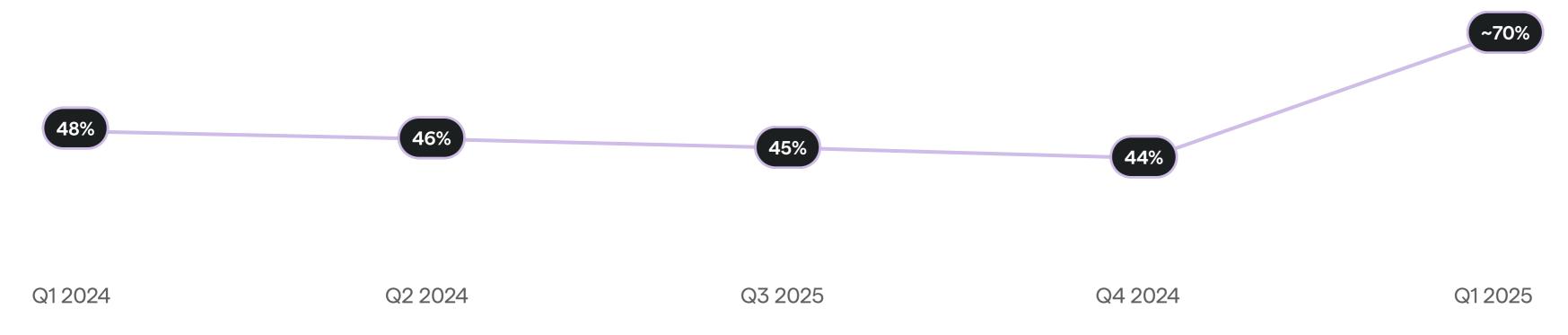
Events during Q1

- New insurance offering, increased penetration rate to above 70% (44% Q4 2024).
- Successful card campaign with Foodora.
- New legislation implemented by 1st of March.

Looking ahead

- Broadening our insurance offering.
- Scale business in Finland.
- Launch of colleteral lending.

Insurance penetration rate of new customers



B2B

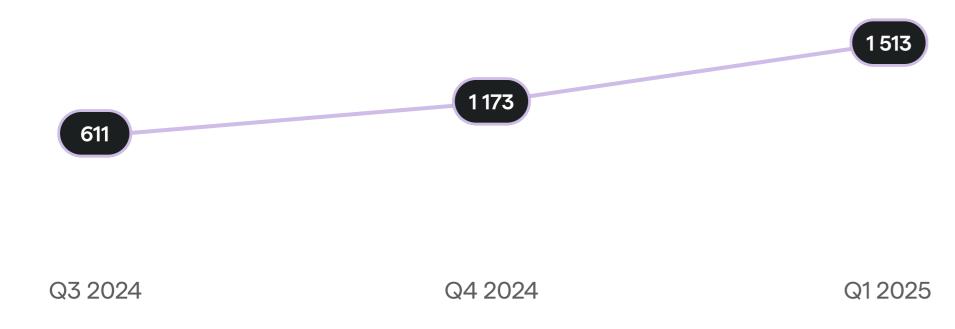
Events during Q1

- Swish business- major international PSP signed and partnerships will continue to accelerate the sales.
- Lending portfolio close to 400 MSEK by end of Q1.
- New partnerships enables us to reach business clients at scale
- New product offering live- real time account to account payments (RIX-INST).

Looking ahead

- EIF-guarantee, facilitating small ticket lending.
- Launch of B2B Card and international payments.
- Broadening our lending offering with construction credits.
- Launch of ESCROW- accounts.

Swish transactions (K)



Real time account to account payments offering RIX-INST: Instant and secure payments

Real time payments

24/7 365

First in Sweden

Infrastructure

Trusted Infrastructure at central bank level

Future-Proof

Future-Proof & Scalable for Nordic and EU expansion

New Reach

Ability to offer instant, crossboarder payments in all Eurozone

Speed

Instant Payments for customers, any time

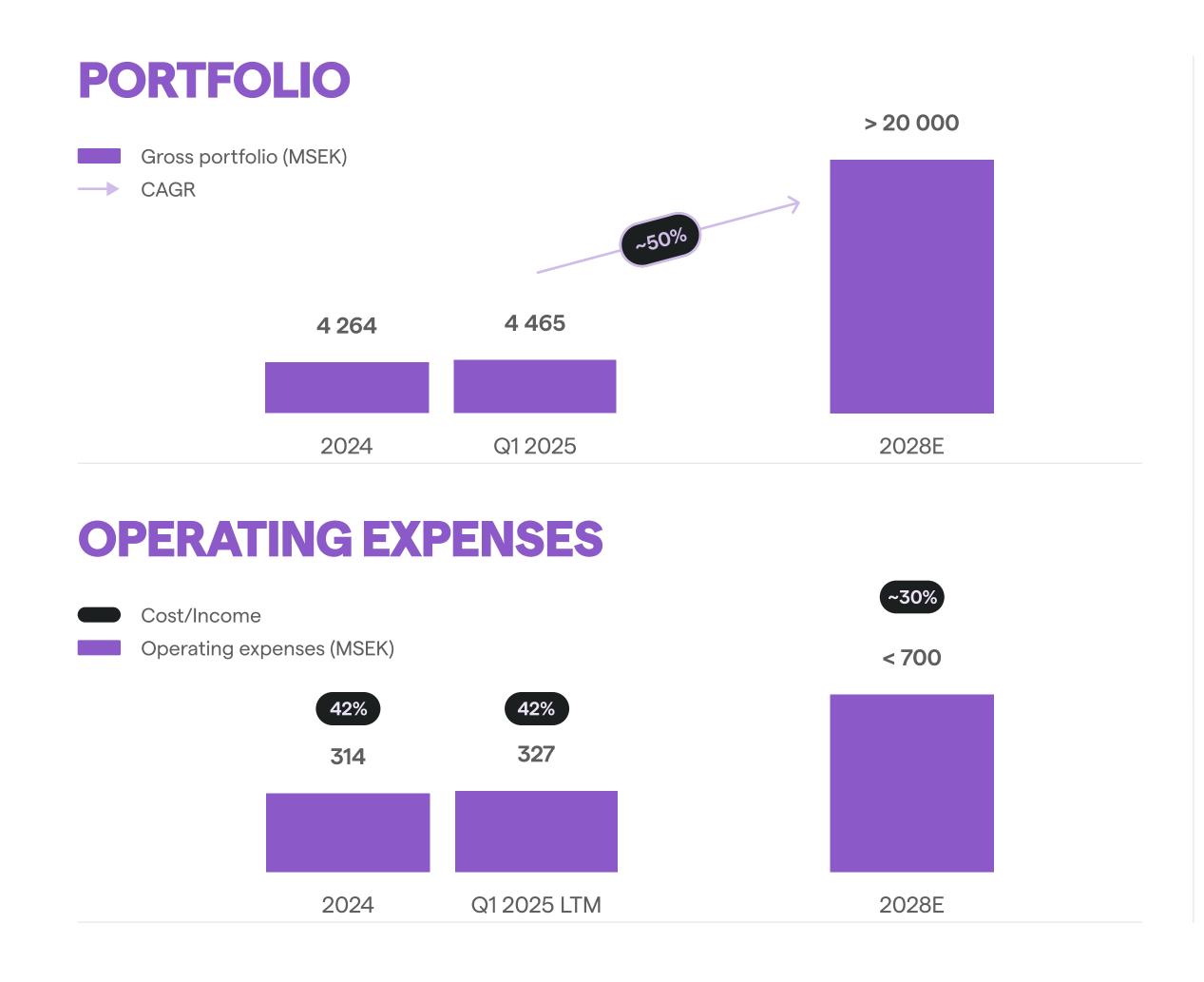
Customer experience

Improved Customer Experience with fast & seamless flows

Competitive Edge

Only four banks provide payments through RIX-INST

Main owners' directive impact on key P&L items





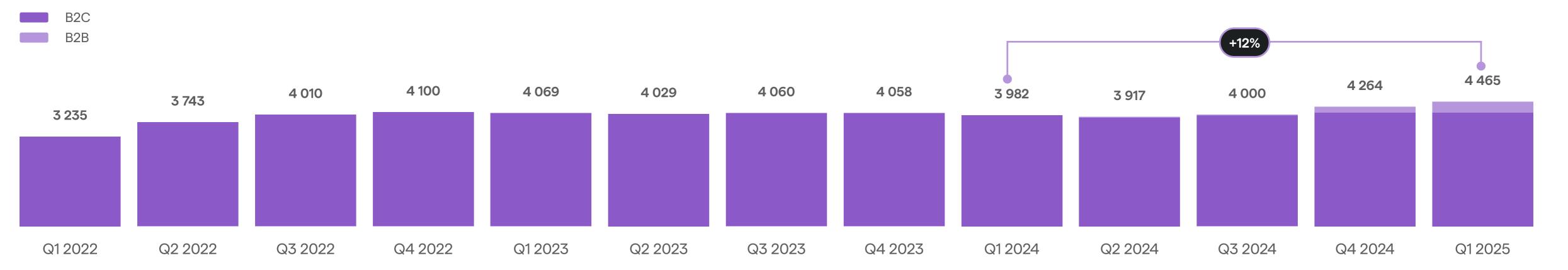
Financials

Key takeaways

- Portfolio grew 12% YoY primarily driven by the B2B business.
- Operating income 204 MSEK. Up 13% YoY driven by improved net interest margin, portfolio growth and increased income from transaction & other income.
- Operating expenses in line with expectation of our growing platform.
- Strong start of 2025 with EBT of 44 MSEK, up 95% and ROE LTM of 16%.
- Improvement across all P&L items.

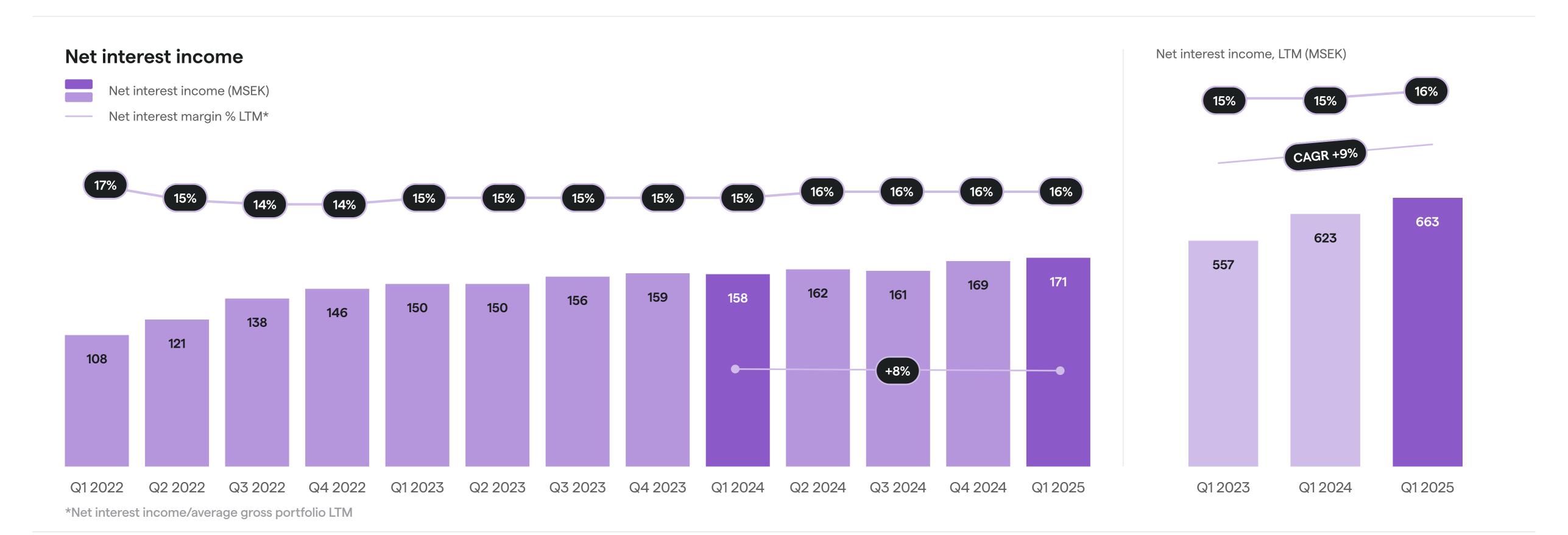
	Q1 2025	Q1 2024	Change %
Operating income	204	181	13%
Operating expenses	86	73	18%
C/I ratio LTM	42%	39%	+3pp
Credit losses	74	85	-14%
Net credit losses LTM %	6.8%	7.6%	-0.8pp
EBT	44	23	95%
ROE LTM	16%	14%	+2pp

Portfolio development



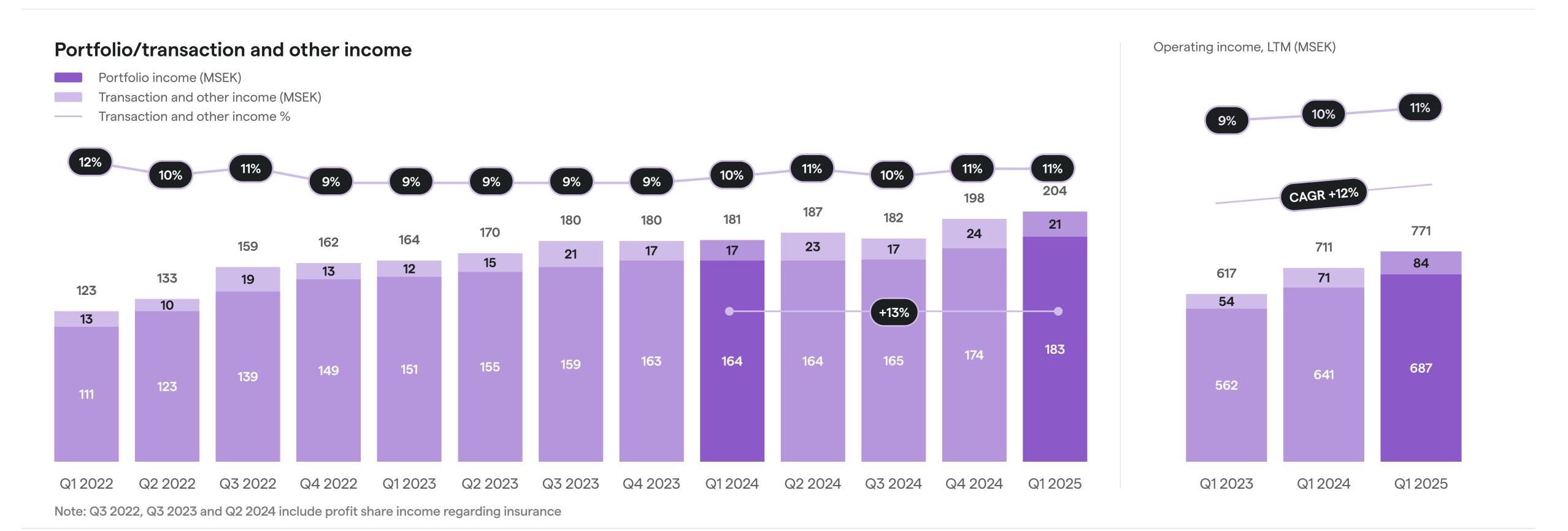
B2C: Net interest margin - increasing trajetory and 14K new card customers

- Insurance penetration is up to above 70% in Q1 from 44% Q4 2024. Improving profitability and de-risking the portfolio.
- 14K new card customers during Q1. In total 70K customers of which 43% have applied for other loan products.
- Moderate growth of the portfolio, focusing on enhanced profitability.



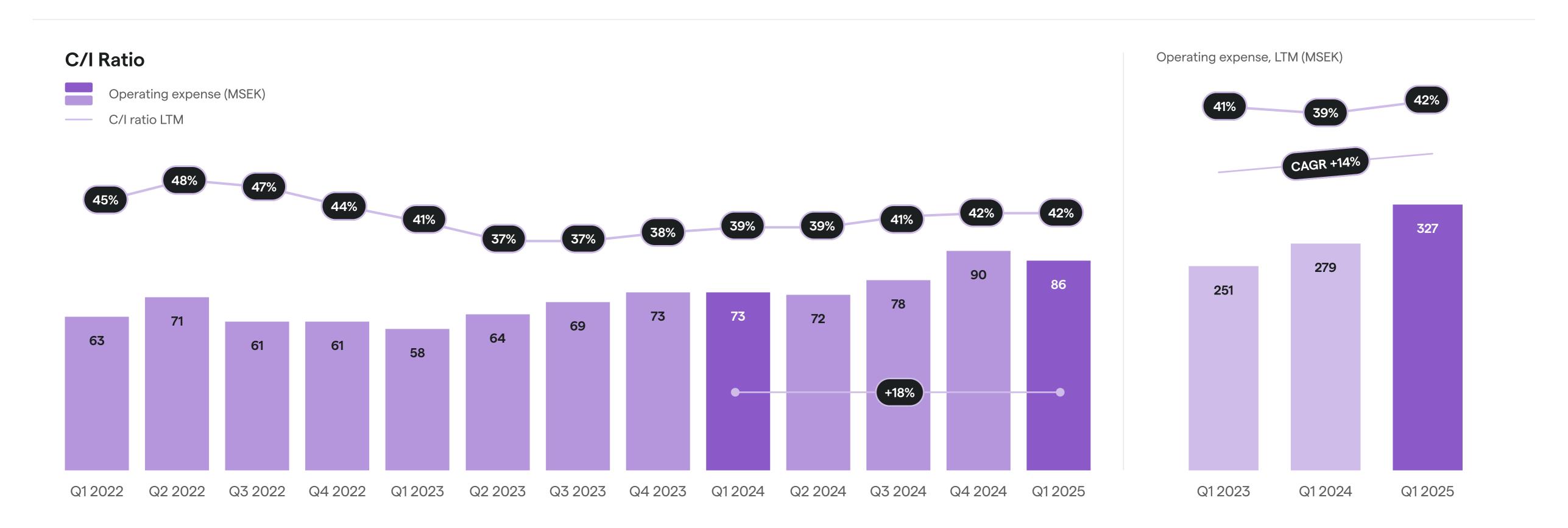
Operating income on a stable growth path

- Increased net interest income driven by larger portfolio and reduced interest cost.
- Transaction and other income up 19% compared to LTM Q1 2024, outpacing portfolio income growth of 7%.



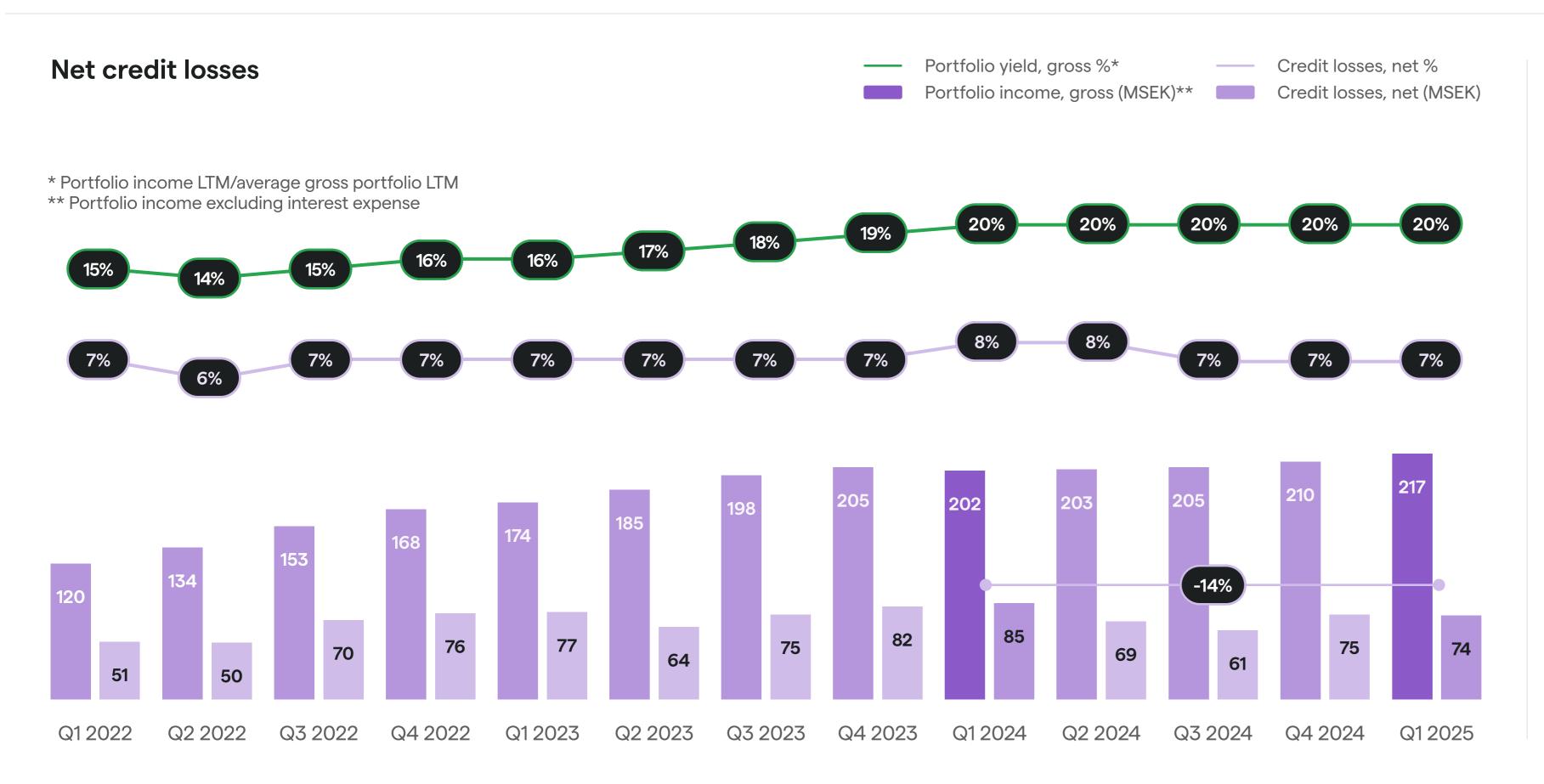
Investing in product development and growth

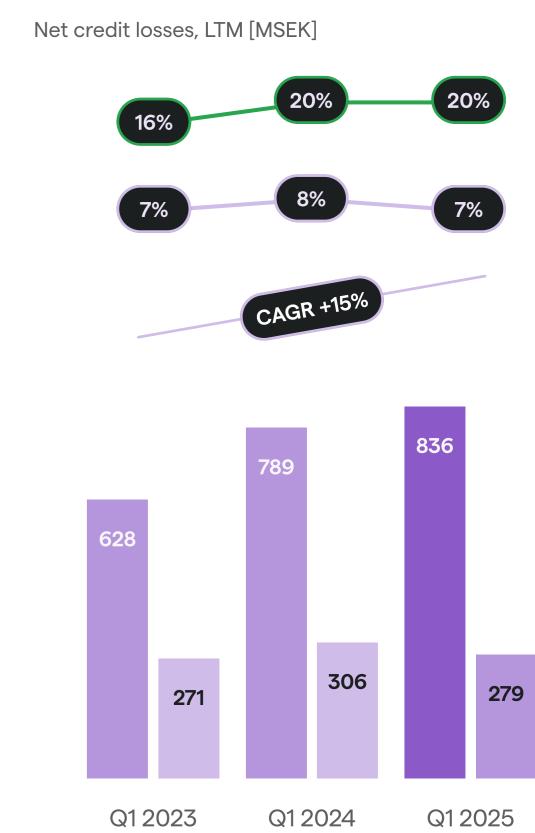
- Controlled increase of costs which reflects strategic investments in the growth of our platform.
- Underlying costs flat compared to last year, increase from personnel expenses.
- C/I ratio remains stable.



Positive trend in our credit losses

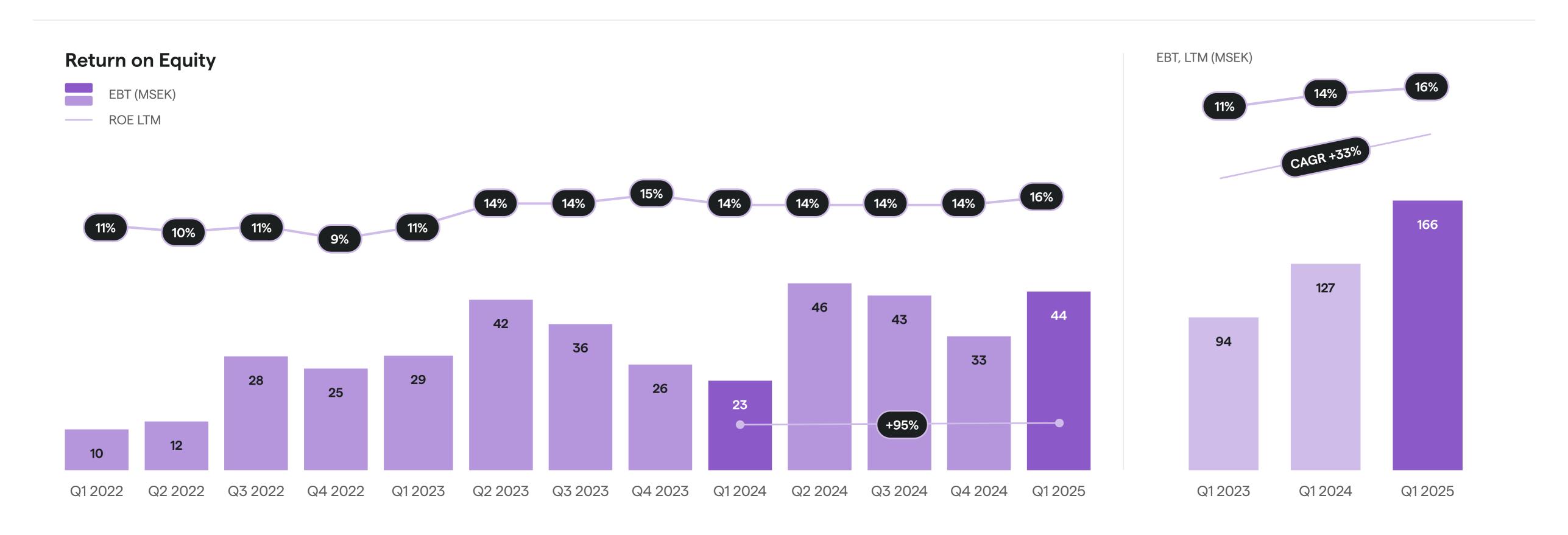
- Lower credit losses of 12 MSEK YoY.
- Stable risk adjusted margin of 14%.





95% increase in EBT YoY

- ROE LTM continue to trend upwards, reaching 16% Q1 2025.
- The increase YoY is driven by portfolio growth, higher net interest margin and lower credit losses.
- EBT LTM reached 166 MSEK, an increase from 144 MSEK in Q4 2024 and 31% from Q1 2024.

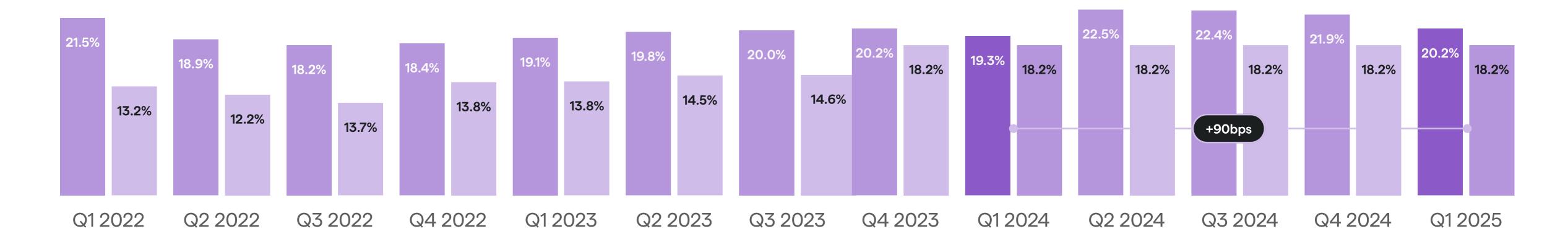


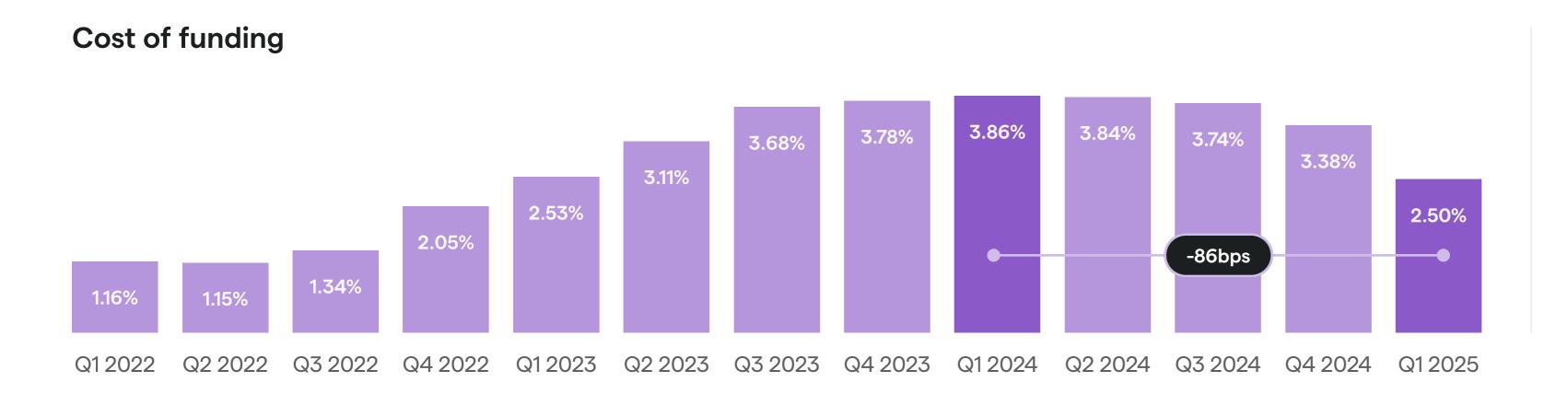
Well capitalized and reducing funding cost

Capital

CET1 capital (% of REA)

Total capital requirement (% of REA)





- Funding cost continued to decrease in Q1 due to decreased market rates.
- Both LCR and NSFR within good margin to the requirements.

Thank you.