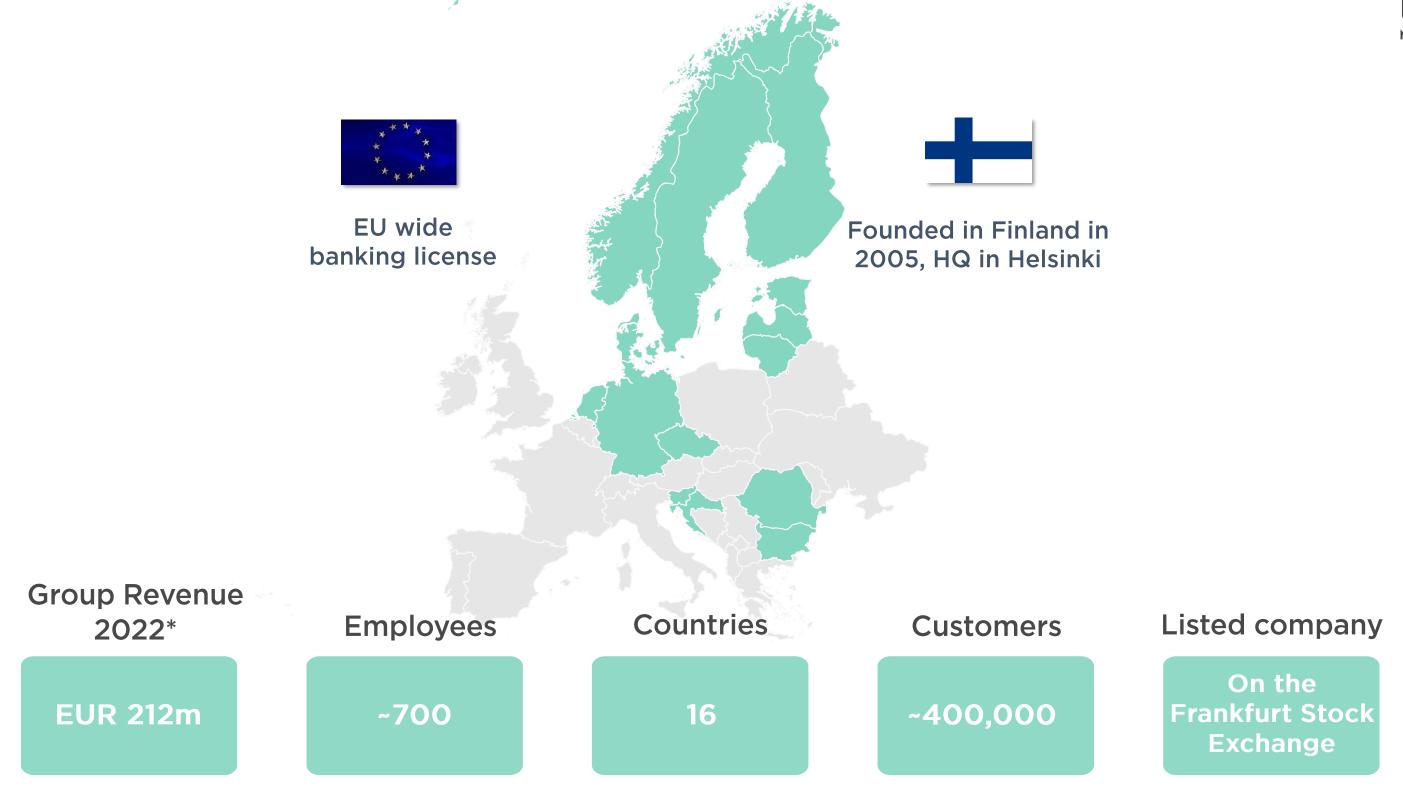


### INTRODUCTION AND OPENING WORDS

Lasse Mäkelä
Chief Strategy and IR Officer

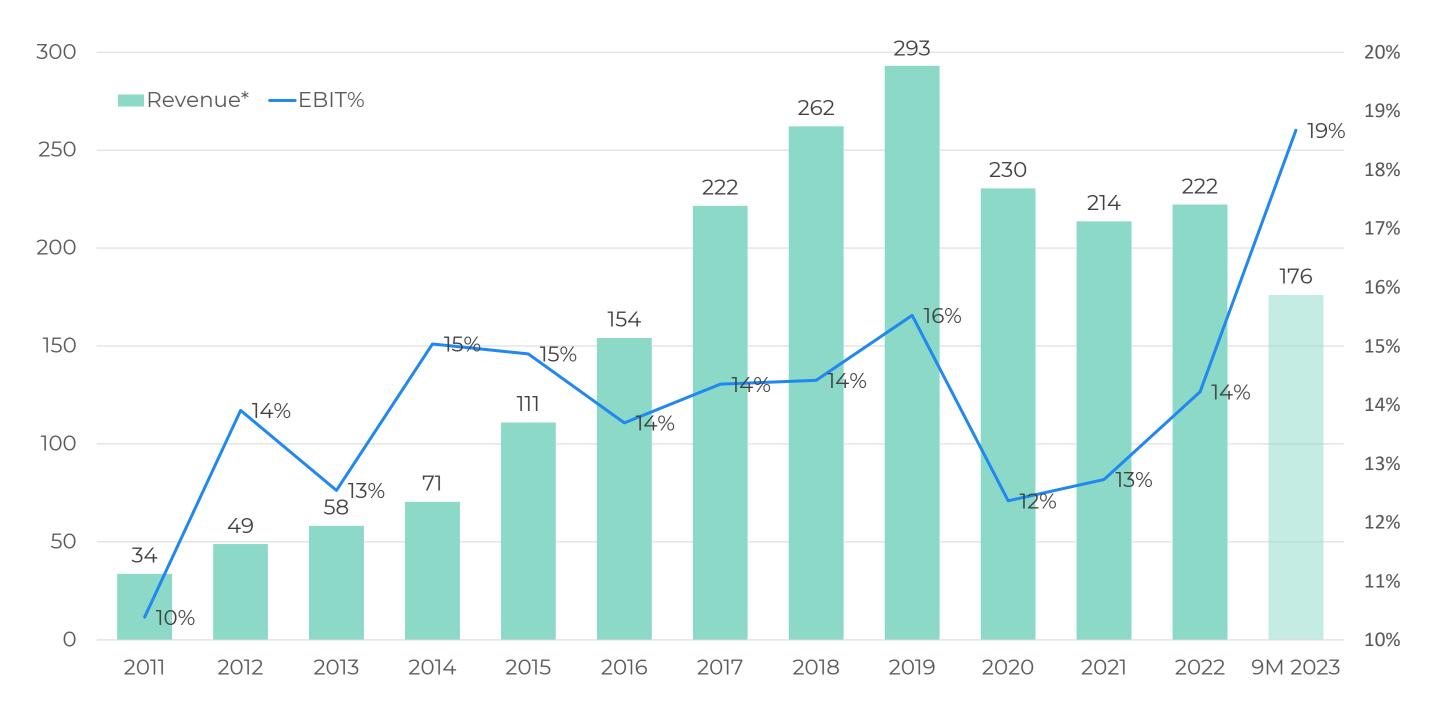
### WE HAVE BEEN CREATING SUCCESS STORIES IN FINTECH FOR THE LAST TWO DECADES



<sup>\*</sup> Net revenue is net of directly attributable transaction costs. For comparison purposes, gross revenue is EUR 222m in 2022.

# WE HAVE DELIVERED 18 PROFITABLE YEARS AND WE ARE NOW BACK ON GROWTH PATH





<sup>\*</sup> For comparison purposes, gross revenue numbers shown, without netting of directly attributable transaction costs.

## OUR MISSION OF DEMOCRATISING FINANCIAL SERVICES HAS ALWAYS BEEN OUR GUIDING PRINCIPLE



#### **MISSION**

Democratise financial services through digitalisation, making them fast, easy & green

#### **OUR VALUES**

Customer centricity – Entrepreneurial spirit –
 Candour – Respect – Winning teams

## MULTITUDE CONSISTS CURRENTLY OF THREE BUSINESS UNITS, WHICH ARE SUPPORTED BY OUR GROWTH PLATFORM





Shopping and financing app,
Prime loans, and Warehouse
Lending
9% of sales

Focus:
Achieving profitability



Consumer lending 81% of sales

Focus:
Continue on profitable
growth path



SME lending 10% of sales

Focus:
Scale growth and profits

PLATFORM CUSTOMER BENEFITS



Fast executions



Attractive funding



Global talent



opportunities



calability

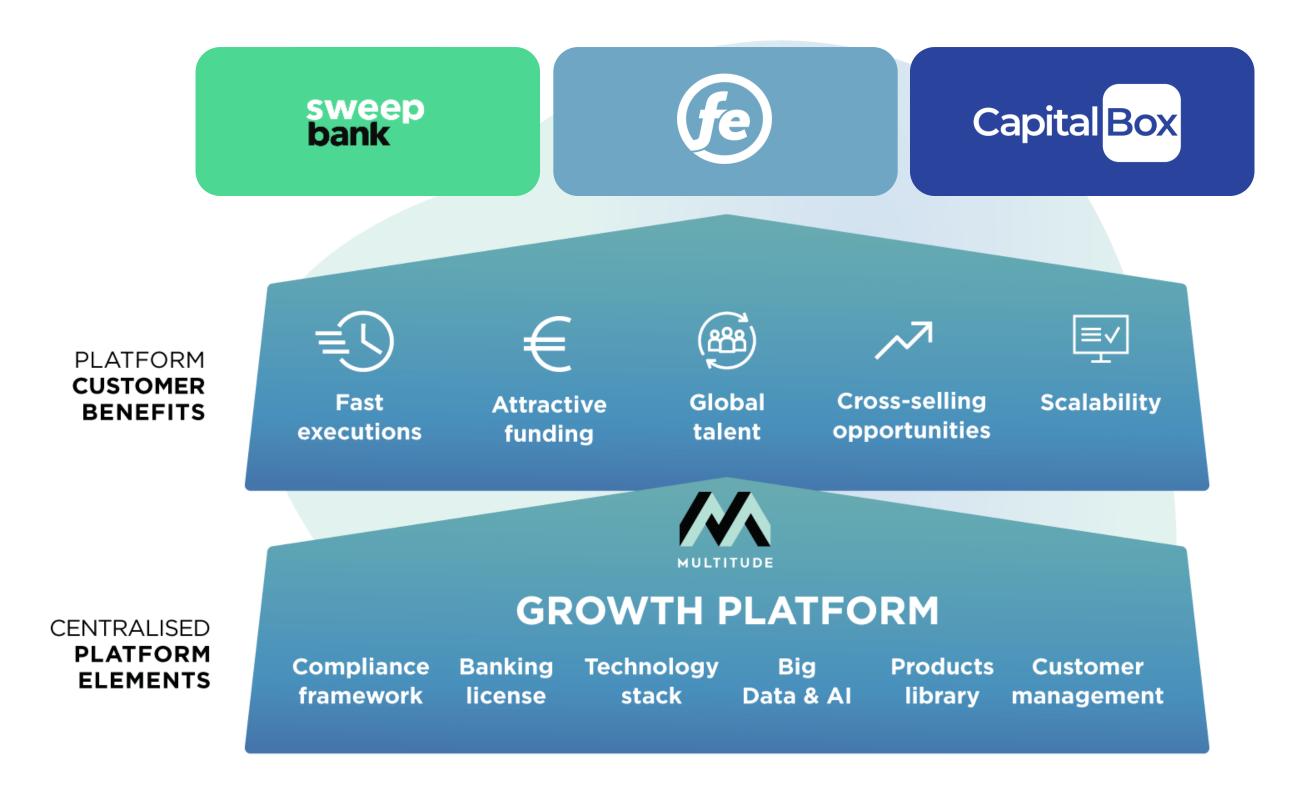
CENTRALISED
PLATFORM
ELEMENTS

MULTITUDE

**GROWTH PLATFORM** 

## MULTITUDE GROWTH PLATFORM IS THE KEY ELEMENT FOR ENABLING OUR GROWTH AND SCALABILITY. IT ACTS AS AN INTERNAL BANKING AS A SERVICE PLATFORM





#### KEY QUESTIONS FROM OUR INVESTORS DURING THE LAST YEAR





What are Multitude's key growth drivers during the next few years?



What does SweepBank's future development look like?



How is the recent uncertainty in the market influencing Multitude's businesses?



What are the key guidance metrics for Multitude going forward?

### THANK YOU

ir@multitude.com

linkedin.com/company/multitudegroup

MULTITUDE SE

RATAMESTARINKATU 11 A

00520 HELSINKI
FINLAND