



Investor Presentation Q4 2025 and 12 months

CEO statement on reported Q4 2025 results



Inbank closed 2025 with solid sales and continued improvement in revenue and profitability. After a slower start to the year, we accelerated growth and strengthened financial performance as the year progressed. During the quarter, we closed several strategic transactions and partnerships, and we look forward to continuing this momentum in 2026.

In the fourth quarter, originated volume reached €203 million, representing an 8% year-on-year increase. Total net income for the quarter amounted to €21.8 million, up 5% compared to Q4 2024. Operating expenses increased to €12.2 million, reflecting continued investments in growth and platform development. Expenses were up 7% from a previous quarter but down 14% compared to a year ago when some extraordinary costs were recognised. As a result, Inbank's Q4 net profit amounted to €6.1 million, growing 339% year-on-year. The results were impacted by a one-off positive effect from the reassessment of Polish tax assets and a low comparison base from the prior year. In Q4 2025, return on equity (ROE) reached 14.7%. Without Polish tax impact Q4 2025 profit would have been €4.5 million and ROE 10.8%.

Sales in Q4 were supported by a broad-based contribution across all product groups. Green financing continued its strong momentum, reaching €37 million in quarterly originated volume, an increase of 48% year-on-year, driven by sustained demand in Poland. Merchant solutions remained Inbank's largest sales segment in Q4, reaching €77 million in originated volume (+22% year-on-year), driven by strong demand for Buy Now Pay Later (BNPL) products across the Baltics. Auto marketplaces and dealer financing totaled €42 million (-25% year-on-year). Rental services generated €17 million (-18% year-on-year) in the quarter. Both car financing and

rental services, including full-service car rental via Mobire, were significantly impacted by the introduction of Estonia's car tax at the beginning of 2025. The tax change also pulled demand into Q4 2024, creating a higher comparative base and making Q4 2025 volumes lower year-on-year. Direct lending saw strong demand reaching €30 million in originated volume growing 29% year-on-year.

By year-end, Inbank's loan and rental portfolio grew to €1.28 billion, an increase of 11% compared to 2024. Customer deposits stood at €1.30 billion at year-end, also up 11% year-on-year. In November, Inbank expanded its funding base by launching a partnership with Germany's leading online comparison portal CHECK24, strengthening access to the German deposit market and further diversifying our funding sources.

During Q4 portfolio yield showed a decline to 10.88%, mainly due to the growing share of Central and Eastern Europe in our portfolio and the repricing impact in CEE, where almost half of loans are floating-rate. Quarterly funding costs declined to 3.87% from 4.28% a year ago. The total income margin declined to 5.27% in Q4 reflecting a higher liquidity portfolio held to manage deposit outflows starting in December. Refinancing of year-end deposits at lower rates is expected to support margin expansion in following quarters.

Credit quality remained solid throughout the year. Fourth quarter credit impairment losses slightly increased to 1.64% of the average loan and rental portfolio. Annual credit costs remained within Inbank's long-term target range with 1.59%. Inbank's total net income for the full year increased to €85.1 million, up 13% year-on-year, while operating expenses remained broadly flat at €46.3 million. As a

result, profit for 2025 increased to €19.2 million, representing 57% growth compared to 2024. Return on equity reached 12.3%, and the cost-income ratio improved to 54.4%.

In October, Inbank issued €8 million of new Tier 2 bonds at an interest rate of 6.25%. The bond issue attracted nearly 1,000 investors and was 4.3 times oversubscribed, highlighting strong investor confidence.

In December, Inbank increased its stake in Mobire Group to 100%, becoming the sole owner of the Baltics' leading full-service car rental company and strengthening its position in car financing. During the same month, Inbank secured an exclusive partnership with Otomoto (part of OLX Group), Poland's leading car classifieds marketplace. The cooperation, launched in February 2026, is a testament to Inbank's strong product offering for digital marketplaces and supports further expansion of marketplace financing across Europe.

Also in December, Inbank issued €5.3 million in new shares through a direct offering to existing and new investors. The transaction increased Inbank's equity market value to an all-time high of €236 million and further strengthened the Group's capital base to support continued growth.

Inbank closed 2025 with solid underlying momentum. Strong sales across core products, improved profitability, and continued progress in product development and new partnerships position Inbank well for 2026. With a solid capital position and a supportive interest rate environment, Inbank remains focused on executing its growth strategy across existing and new European markets.

„Strong sales across core products, improved profitability, and continued progress in product development and new partnerships position Inbank well for 2026.“

Priit Põldoja
CEO

2025 results

Core business financial highlights for 2025

Total net income

€85.1m

+11% year-on-year

Net profit

€17.6m

+15% year-on-year

Return on equity

11.2%

Total income margin

5.5%

Originated volume

€770m

+10% year-on-year

Loan and rental portfolio

€1.28bn

+11% year-on-year

Impairments

1.6%

Cost / Income

54.4%

- **Total core income for the full year of 2025 grew 11% and reached €85.1 million**, with both Baltics and CEE contributing growth of 13% and 7%, respectively. This was driven by lower funding cost and a stronger total income margin.
- **Core business net profit reached €17.6 million, up 15% year-on-year**, supported by steady portfolio growth, margin improvement, **and a modest 7% increase in operating expenses**.
- **Total income margin** continued to expand and **improved 10 basis points to 5.5%**. **Impairments** remained **within target** levels, although impairments increased slightly year-on-year, while **credit quality stayed stable**.
- The **cost-to-income** ratio **improved** gradually **to 54.4%**, while **ROE remained stable** year-on-year **at 11.2%**.
- **Annual origination volumes increased by 10% year-on-year to €770 million**, driven by strategic initiatives implemented in late 2024 and early 2025. These actions delivered a strong second half of the year, supported by continued momentum in green financing and solid growth in the direct lending and merchant solutions segments.
- **The loan and rental portfolio reached €1.28 billion**, with strong double digit growth levels visible across major segments, including green, auto, rental services and direct lending segments.

Historical core business key financials

In millions of euros	2021	2022	2023	2024	2025	25 vs. '24
Net interest income	40.0	48.1	53.4	67.5	74.2	10%
Net rental income	4.5	6.4	9.6	12.0	14.7	23%
Net commissions and financial items	-1.8	-3.1	-2.8	-3.0	-3.8	26%
Total net income	42.6	51.4	60.2	76.4	85.1	11%
Total operating expenses	24.0	30.3	36.9	43.2	46.3	7%
Operating profit	18.6	21.0	23.2	33.2	38.8	17%
Impairments	6.7	11.2	13.2	16.4	19.3	18%
Profit before tax	12.3	9.9	9.9	16.8	19.5	16%
Income tax	1.3	0.2	1.6	1.5	1.9	27%
Net profit	11.0	9.7	8.2	15.4	17.6	15%
Business volumes						
Originated volume	529	575	680	697	770	10%
Total assets	787	1,020	1,321	1,436	1,580	10%
Loan and rental portfolio	639	818	1,034	1,155	1,277	11%
Customer deposits	618	829	1,082	1,171	1,301	11%
Equity	79	102	124	148	171	16%
Key financial ratios						
Portfolio yield	10.6%	10.2%	10.9%	11.3%	11.1%	
Funding cost	1.7%	2.6%	4.5%	4.4%	4.0%	
Total income margin	6.5%	5.9%	5.2%	5.4%	5.5%	
Impairments / portfolio	1.3%	1.5%	1.4%	1.5%	1.6%	
Cost / income	56.3%	59.0%	61.4%	56.6%	54.4%	
Return on equity	16.3%	10.8%	7.5%	11.3%	11.2%	

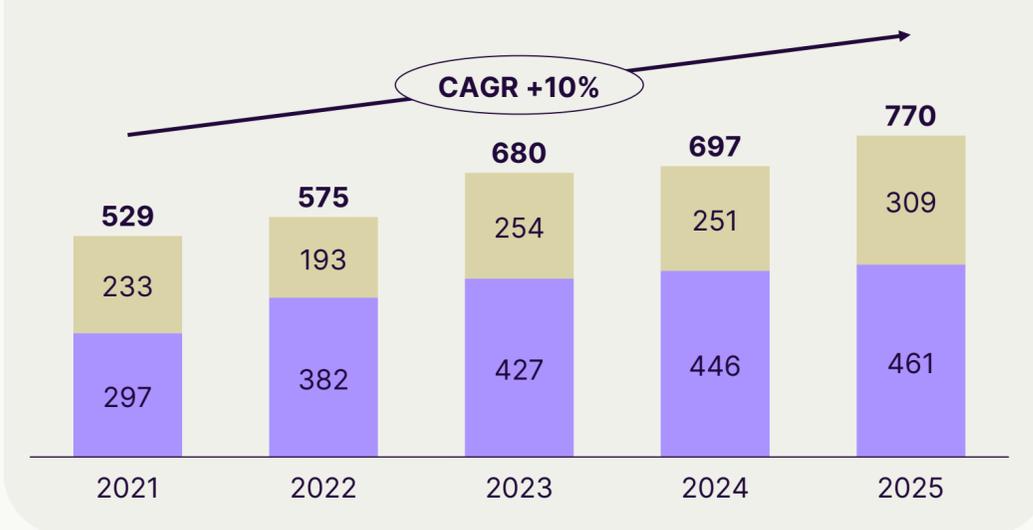
- In 2025, total net income reached €85.1 million, representing an 11% increase compared to 2024. This exceeded the 7% growth in total operating expenses, demonstrating continued progress toward achieving operational scale.
- The total income margin expanded to 5.5% in 2025. Portfolio yield declined by 14 basis points to 11.1%, driven by the growing share of CEE business and declining interest rates. At the same time, the cost of funding decreased more significantly - by 38 basis points - to 4.0% on an annual basis, and is expected to decline further as deposits reprice with a lag to market rates.
- Impairments increased slightly faster than the portfolio but remained within our target level in 2025.
- Core business net profit for the year totaled €17.6 million, representing a strong 15% year-over-year increase. Reported net profit amounted to €19.2 million, supported by one-off income resulting from the reassessment of Polish tax assets.

All figures exclude one-off income and expenses, in order to more accurately reflect the core business performance.

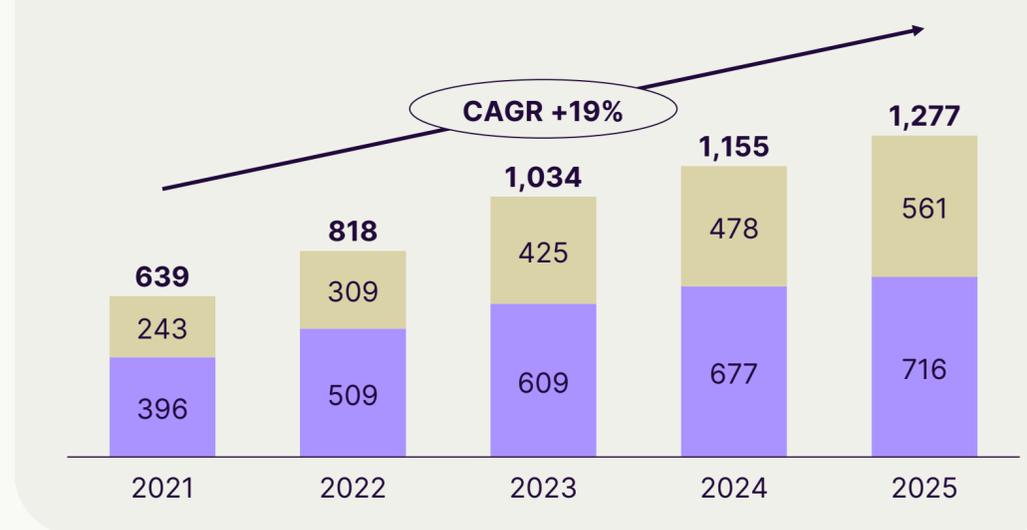
Annual originated volume and portfolio developments

Baltics CEE

Originated volume per region

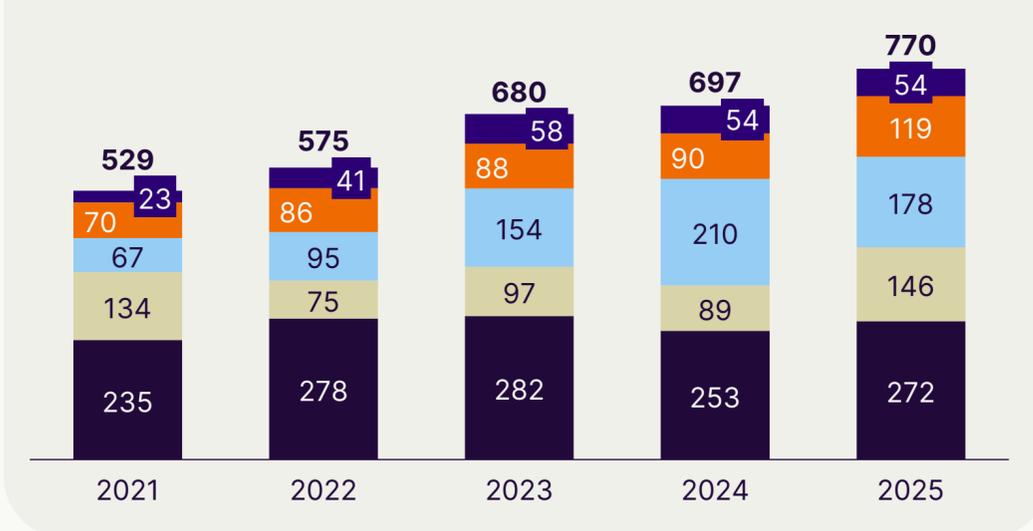


Portfolio per region

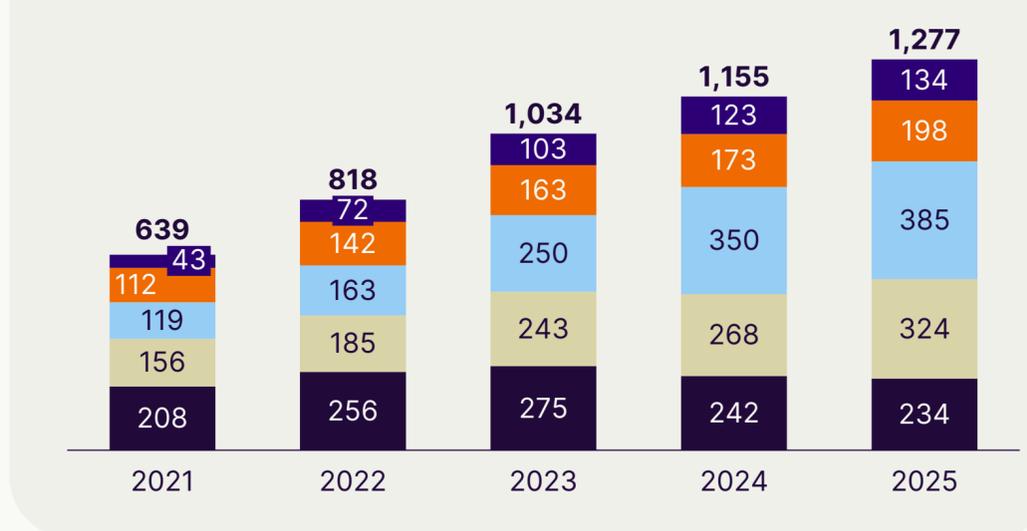


Merchant solutions Green financing Auto marketplaces and dealers Direct lending Rental services

Originated volume per product



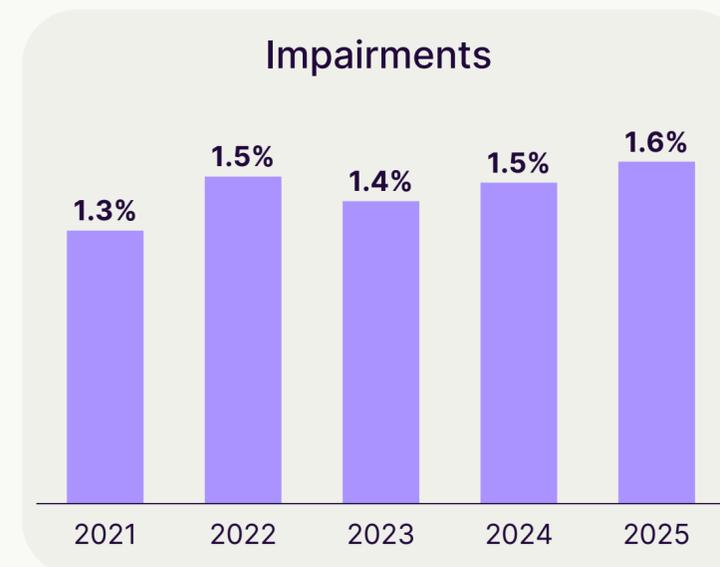
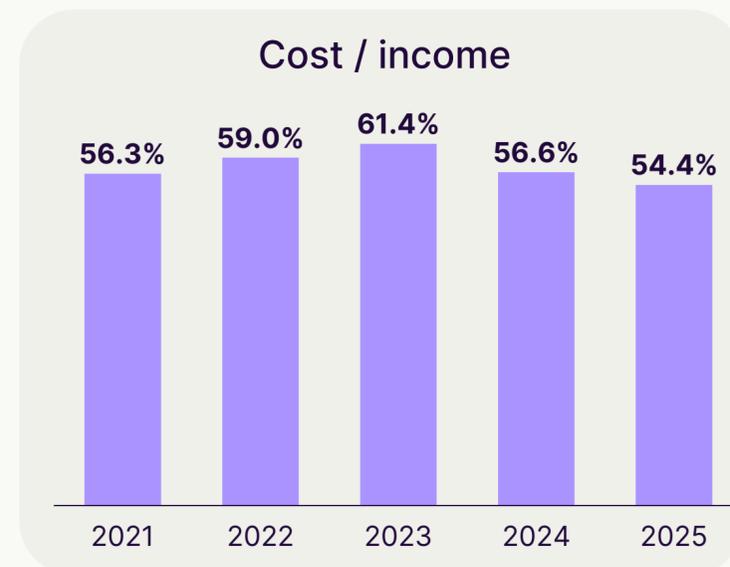
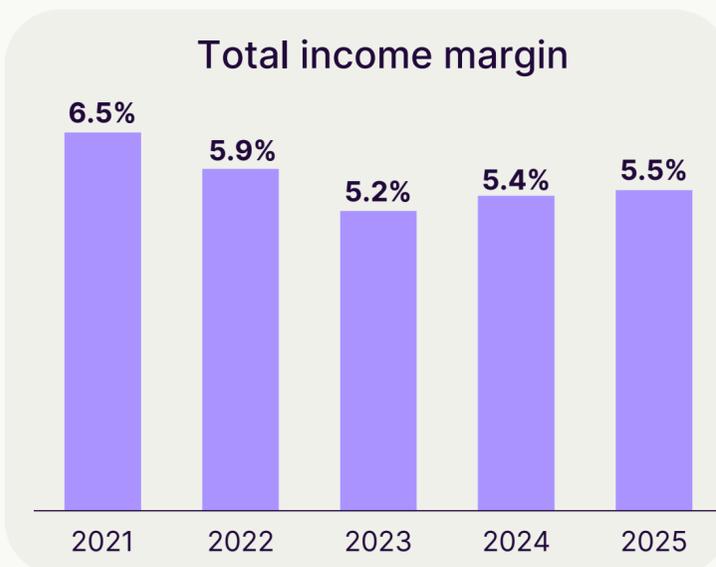
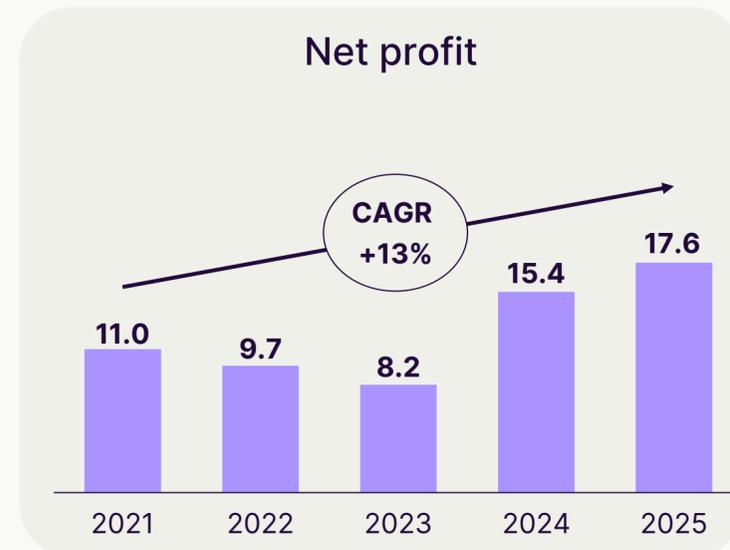
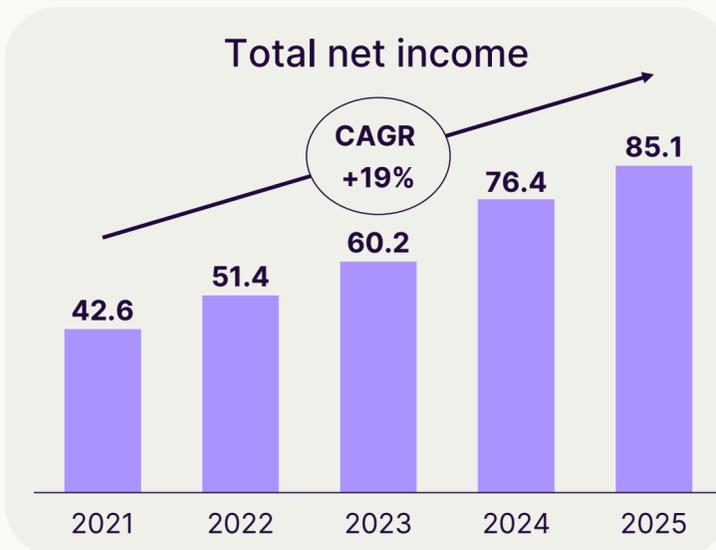
Portfolio per product



- Origination volume reached €770 million, representing 10% year-on-year growth. This was driven by strong performance across key segments: green financing grew by 63%, direct lending volumes increased by 33% supported by internal initiatives, and merchant solutions expanded by 7%. The rental segment remained stable, while car financing volumes declined by 15%, both were significantly affected by the car tax introduced in Estonia in early 2025.
- Portfolio growth closely mirrored origination growth, increasing by 11% in 2025. The portfolio remains well diversified across product segments and regions. The share of CEE business continues to expand, reaching 44% of the total portfolio, supported by ongoing growth in Poland and Czechia.

Annual dynamics of core business key metrics

€ in millions, unless stated otherwise



- Over the past five years, total net income has followed a consistent upward trajectory.
- Impairments have remained within the targeted range throughout the period, underscoring strong portfolio quality.
- We continued to invest throughout the period, which led to a deterioration in the cost-to-income ratio in a higher interest rate environment. However, we have observed improvement starting from 2024, with positive momentum continuing into 2025.
- Total income margin has slightly declined compared to the 2021 benchmark, primarily driven by the increasing share of CEE business and the expanding green and auto segments. However, following the rapid interest rate hike cycle, the overall trend over the past two years has remained positive.

Q4 2025 results

Core business financial highlights for Q4 2025

Total net income

€21.8m

+1% year-on-year

Net profit

€4.5m

+2% year-on-year

Return on equity

10.8%

Total income margin

5.4%

Originated volume

€203m

+8% year-on-year

Loan and rental portfolio

€1.28bn

+11% year-on-year

Impairments

1.6%

Cost / Income

56.0%

- **Total core income increased by 1% year-on-year in Q4, reaching €21.8 million.** The Baltics contributed 11% growth, while the CEE region recorded a decline compared to Q4. This decline is primarily driven by the reallocation of internal costs to reflect a full-year impact. Additionally, the result reflects the region's growing portfolio share and repricing impact, as nearly half of the CEE portfolio is floating rate.
- **The total income margin** declined to 5.4%, reflecting a larger liquidity portfolio maintained to manage deposit outflows that began in December 2025. Refinancings completed in late 2025 and early 2026 are expected to support margin expansion in the coming quarters.
- **Impairments remained within the targeted level, and portfolio quality remained stable.**
- **Core business net profit reached €4.5 million, up 2% year-on-year,** supported by steady portfolio growth and a modest increase in operating expenses
- The **cost/income ratio slightly declined compared to previous quarters given continuous investments into our technology solution** and **ROE** saw gradual decline to 10.8% level due to increased equity base.
- **Quarterly origination volumes increased by 8% year-on-year to €203 million,** supported by continued strong momentum and double-digit growth across the green financing, direct lending, and merchant solutions segments.
- **The loan and rental portfolio reached €1.28 billion,** with strong double digit growth levels visible across major segments, including green, auto, rental services and direct lending segments.

Core business key financials

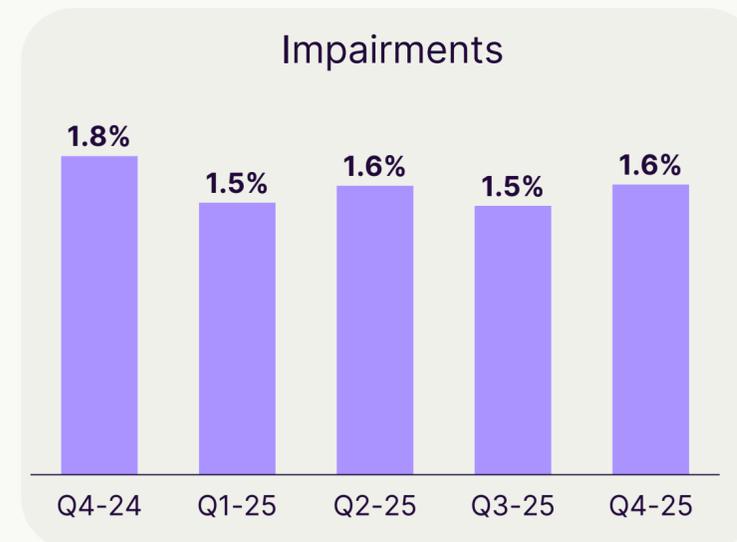
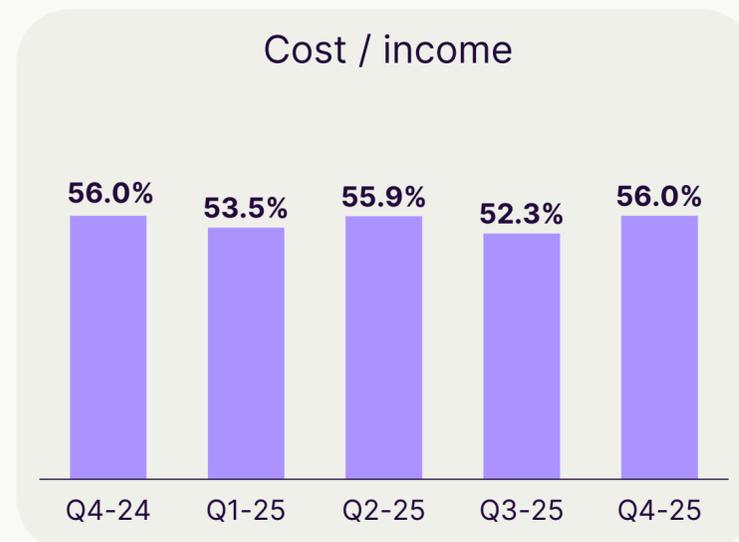
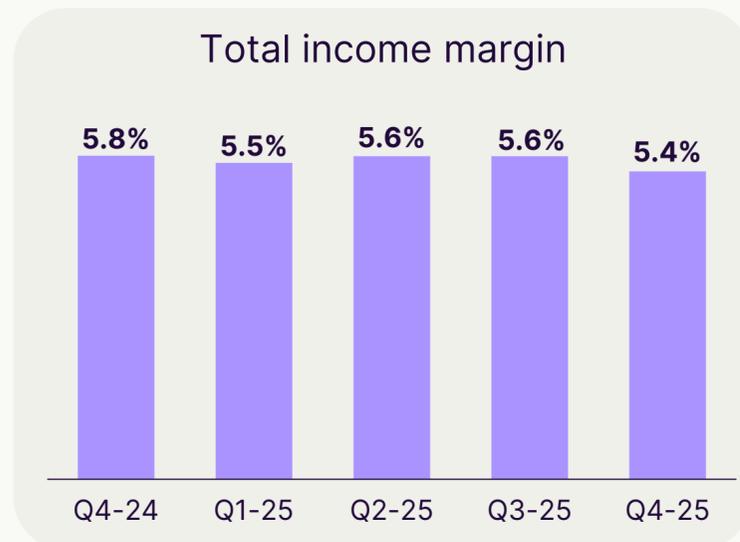
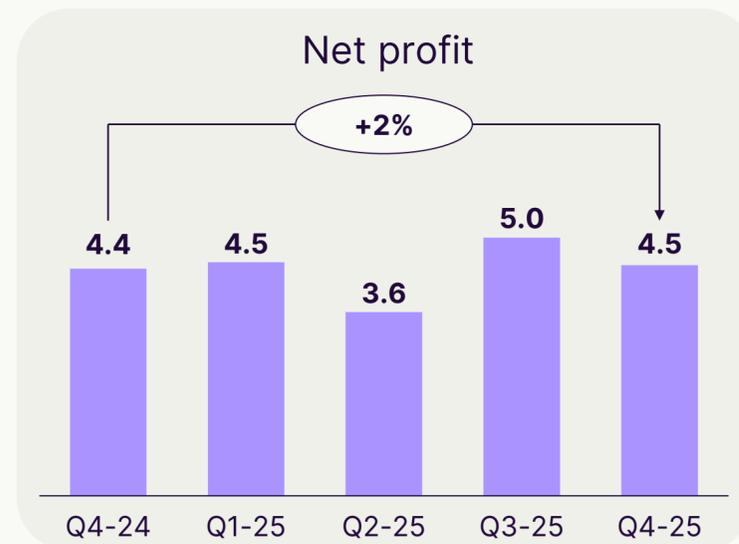
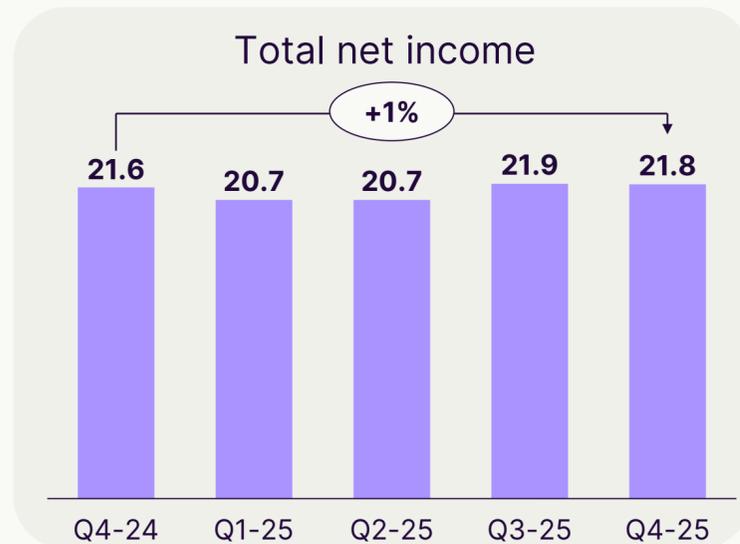
In millions of euros	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	25 vs. '24	12m 24	12m 25	25 vs. '24
Net interest income	18.8	18.0	18.5	18.8	19.0	1%	67.5	74.2	10%
Net rental income	2.9	3.4	3.6	3.8	3.8	31%	11.9	14.7	23%
Net commissions and financial items	-0.2	-0.6	-1.3	-0.8	-1.0	486%	-3.0	-3.8	28%
Total net income	21.6	20.7	20.7	21.9	21.8	1%	76.4	85.1	11%
Total operating expenses	12.1	11.1	11.6	11.4	12.2	1%	43.2	46.3	7%
Operating profit	9.5	9.6	9.1	10.4	9.6	1%	33.2	38.8	17%
Impairments	5.2	4.5	4.9	4.7	5.3	1%	16.4	19.3	18%
Profit before tax	4.3	5.2	4.3	5.7	4.3	1%	16.8	19.5	16%
Income tax	-0.1	0.6	0.7	0.7	-0.1	29%	1.5	1.9	27%
Net profit	4.4	4.5	3.6	5.0	4.5	2%	15.4	17.6	15%
Business volumes									
Originated volume	187	167	196	204	203	8%	697	770	10%
Total assets	1,436	1,523	1,499	1,587	1,580	10%	1,436	1,580	10%
Loan and rental portfolio	1,155	1,176	1,206	1,240	1,277	11%	1,155	1,277	11%
Customer deposits	1,171	1,267	1,233	1,319	1,301	11%	1,171	1,301	11%
Equity	148	152	156	161	171	16%	148	171	16%
Key financial ratios									
Portfolio yield	11.4%	11.3%	11.2%	11.1%	10.9%		11.3%	11.1%	
Funding cost	4.3%	4.1%	4.1%	4.0%	3.9%		4.4%	4.0%	
Total income margin	5.8%	5.5%	5.6%	5.6%	5.4%		5.4%	5.5%	
Impairments / portfolio	1.8%	1.5%	1.6%	1.5%	1.6%		1.5%	1.6%	
Cost / income	56.0%	53.5%	55.9%	52.3%	56.0%		56.6%	54.4%	
Return on equity	11.9%	12.3%	9.3%	12.5%	10.8%		11.3%	11.2%	

- Total net income for the core business during the fourth quarter grew by 1% to €21.8 million.
 - The Baltics recorded 11% growth, while the CEE region experienced a decline due to internal cost reallocation, portfolio repricing, and the lag in deposit repricing.
 - Net rental income grew by 31%, supported by continued growth in both the full-service vehicle rental and consumer electronics rental segments.
 - Portfolio yield declined slightly year-on-year to 10.9%, primarily due to the repricing of our floating-rate portfolio in Poland. At the same time, funding cost decreased by 42 basis points to 3.9%, reflecting the impact of lower base rates.
- Total expenses increased by 1% year-on-year to €12.2 million, yet exhibited 7% growth compared to previous quarter because of investments into technology.
- Net profit from the core business reached €4.5 million, representing a 2% year-on-year growth, with a return on equity of 10.8%.

All figures exclude one-off income and expenses, in order to more accurately reflect the core business performance.

Quarterly dynamics of core business key metrics

€ in millions, unless stated otherwise



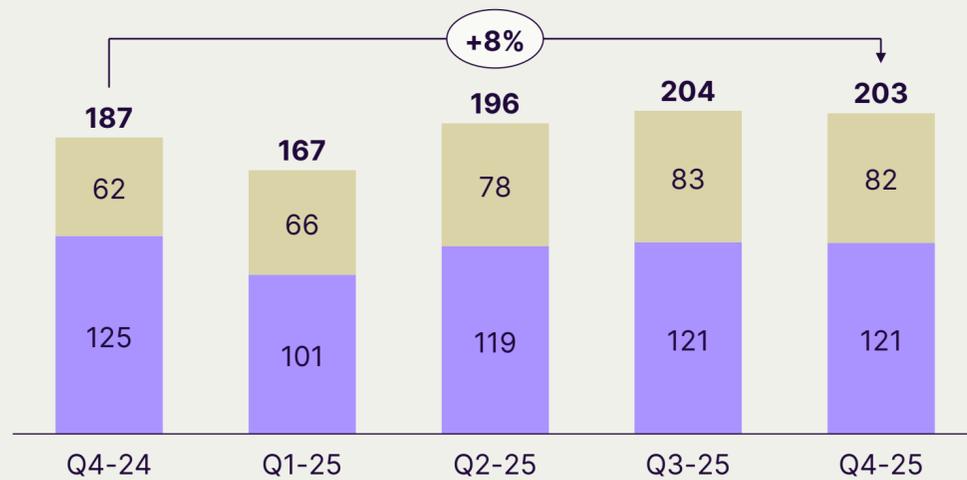
- Over the past five quarters, total net income and net profit have remained broadly stable. Following a particularly strong Q4 2024, supported by pre-car tax activity, and portfolio growth in 2025 coming in slightly below expectations. Nevertheless, growth momentum began to recover in the second half of 2025.
- The core business continues to deliver steady growth and improving margins. Although the total income margin in Q4 2025 was temporarily affected by elevated liquidity portfolio levels, it is expected to resume expansion in the coming quarters.
- Key performance indicators reflect a flat trajectory, with impairments remaining within targeted thresholds.

Quarterly originated volume and portfolio developments

€ in millions, unless stated otherwise

Baltics CEE

Originated volume per region

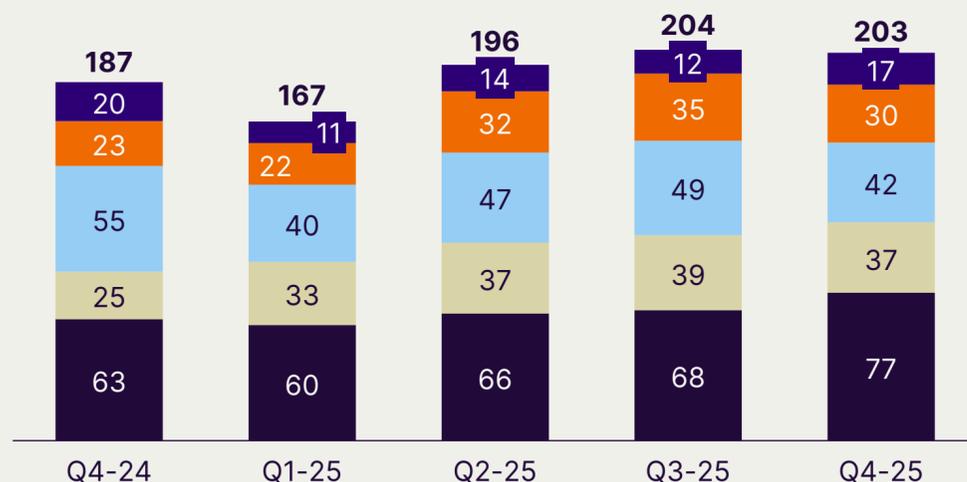


Portfolio per region

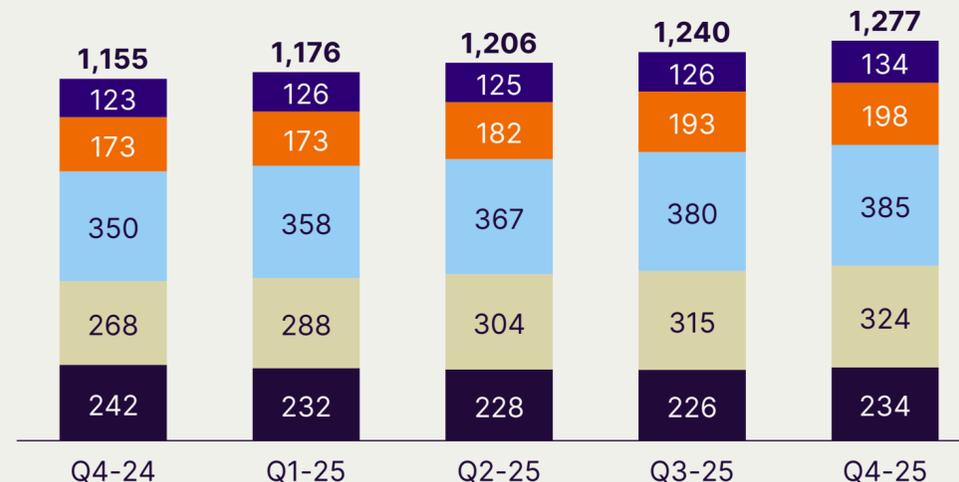


Merchant solutions Green financing Auto marketplaces and dealers Direct lending Rental services

Originated volume per product



Portfolio per product



- **Originated volume reached €203 million in Q4, up 8% year-over-year.**
 - Growth was led by the CEE region (+32%), while the Baltics saw a 3% decline due to lower auto and rental volumes in Estonia.
 - Green financing increased by 48%, while the auto segment declined slightly, impacted by Estonia's car tax and changes in a Polish partner's business model. Direct lending rose by 29%, and merchant solutions grew by 22%, driven by a stronger focus on product development and offering.
- **The portfolio grew to €1.28 billion (+11% YoY), with the CEE region up 17% and the Baltics up 6%.**
 - Notable growth evident in green financing (+21%), direct lending (+15%), rental services (+10%) and car financing (+15%).
 - The merchant solutions portfolio has shown a slight decline despite higher origination volumes, primarily due to a shift in product mix and a growing share of the BNPL product compared to previous periods.
 - Both Baltic and CEE portfolios continue steady growth.

Product and merchant highlights

Active retail merchants

6,000+

Volume generated online

65%

Active customer contracts

900,000+

Merchant retention rate

98%

Sales originated at partner channels

77%

Returning customers

34%

Automated credit decisions

90%

Quarterly average revenue per customer

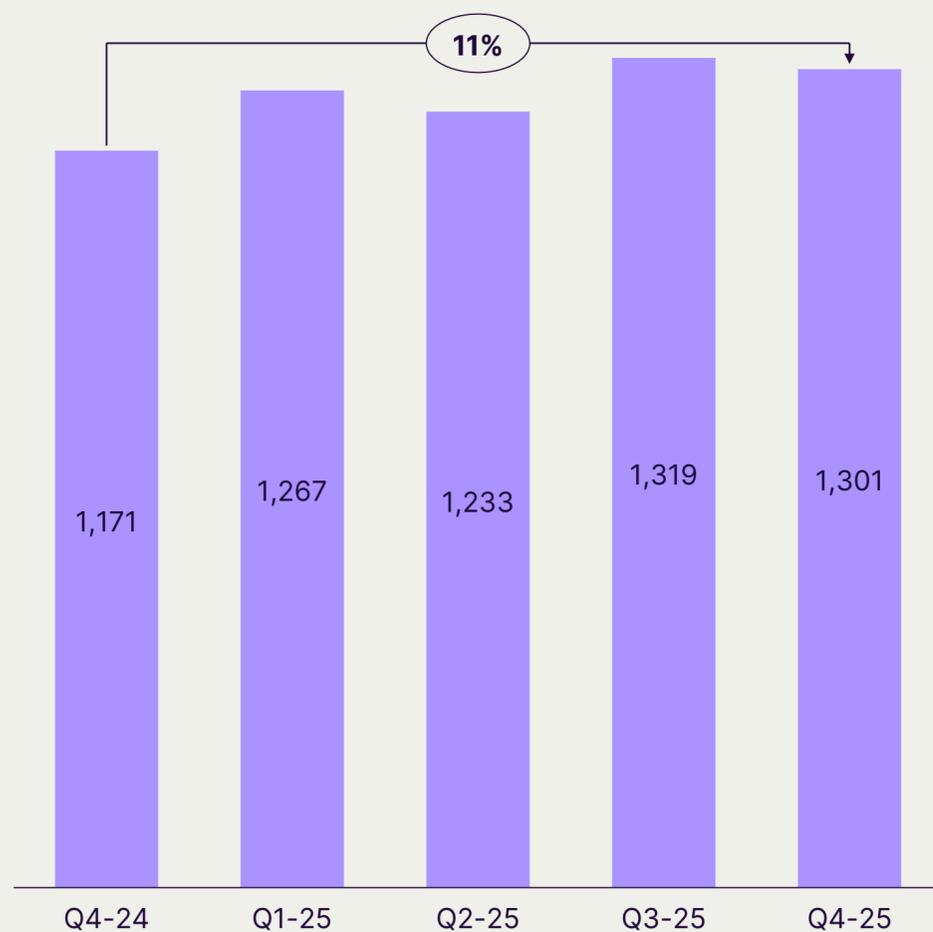
€72.9

- As of the end of the quarter, the number of active retail merchants stood at 6,000, staying flat compared to last year Q4.
- The total number of active customer contracts reached 900,000, showing a slight year-over-year decrease. However, direct customer contracts continued to grow, supported by a strong 34% rate of returning customers.
- We continue to leverage our core strengths and advanced technical capabilities across our partner network. With nearly 80% of total volume is generated through partners, with 65% originating online, underscoring our digital-first approach. This is further reinforced by a high merchant retention rate of 98%, reflecting strong partner satisfaction and engagement.

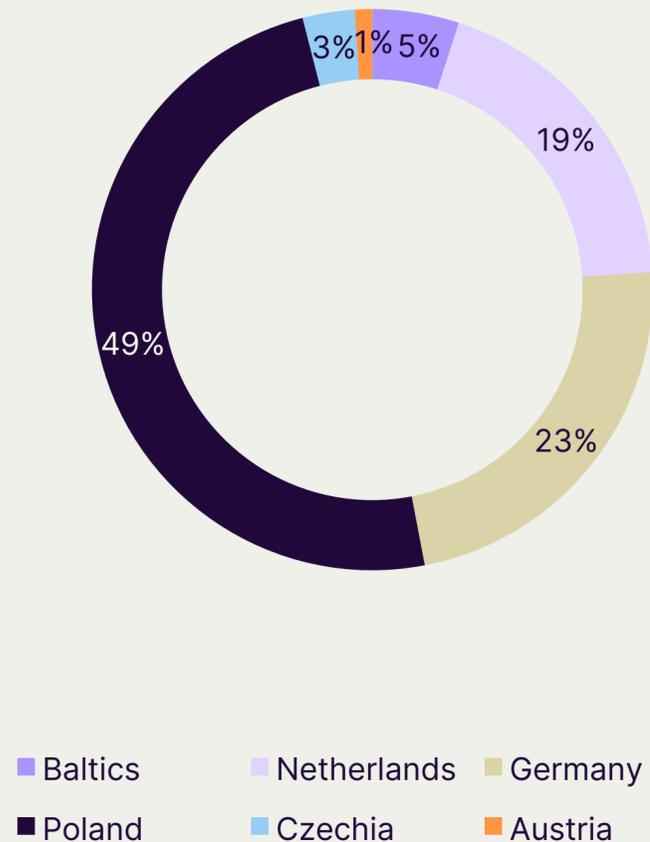
Customer deposits

€ in millions, unless stated otherwise

Deposit portfolio



Split by residency



As of 31.12.2025

Inbank has a highly diversified funding base of nearly 121,000 depositors. We accept term deposits from private individuals in Estonia, Lithuania, Poland, Czechia, Germany, Austria, and the Netherlands.

€1.3bn

Deposit portfolio

98%

Deposits covered by the Estonian Guarantee Fund

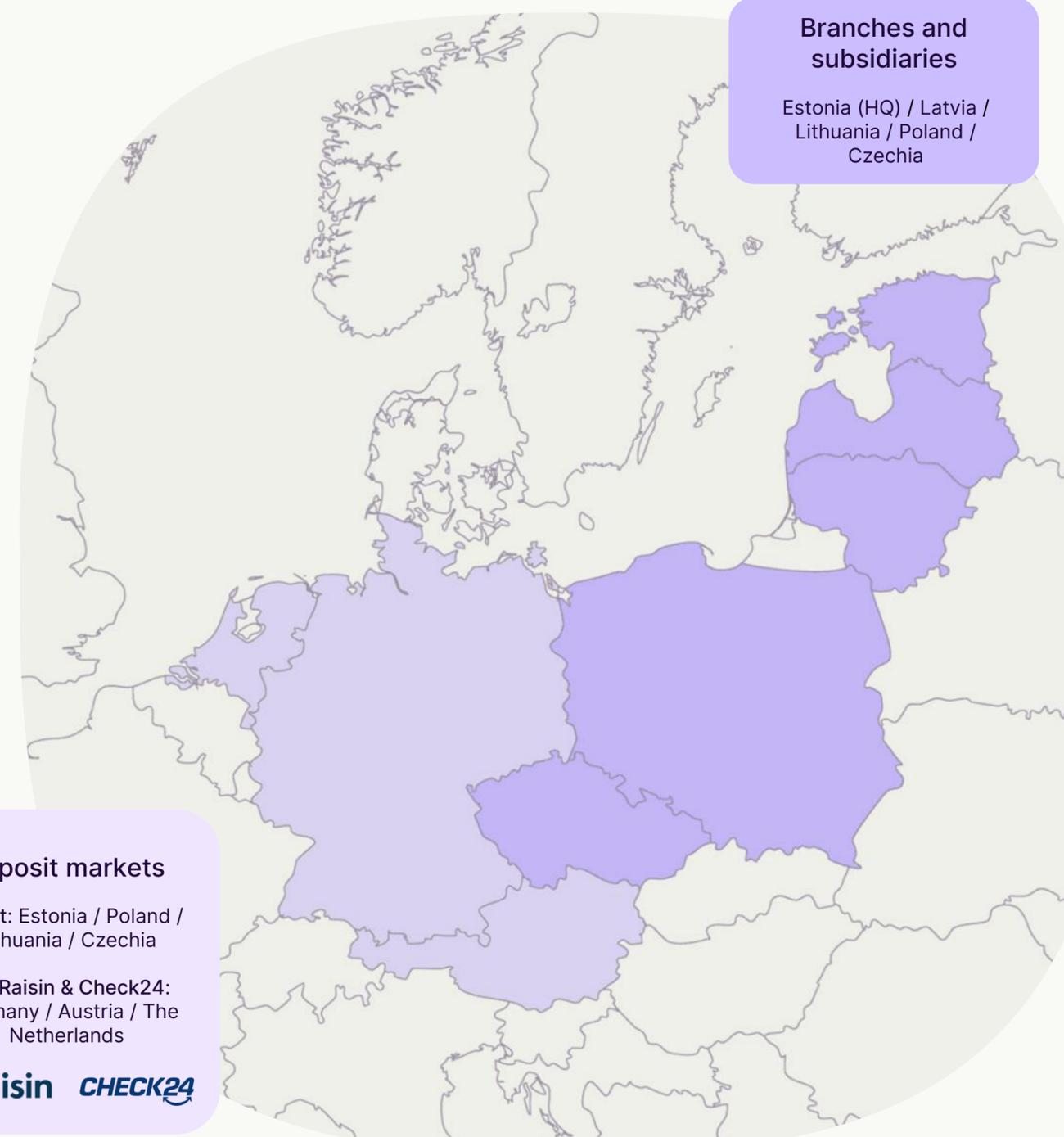
121,000+

Active customer contracts

About Inbank

Embedded finance platform designed for retail

Inbank is a loan originator offering pay later solutions utilising its proprietary technology to connect merchants, consumers, and financial institutions through its next-generation embedded finance platform. Inbank bonds are listed on the Nasdaq Tallinn Stock Exchange.



Branches and subsidiaries

Estonia (HQ) / Latvia / Lithuania / Poland / Czechia

Deposit markets

Direct: Estonia / Poland / Lithuania / Czechia

Via Raisin & Check24: Germany / Austria / The Netherlands



900,000+
Active customer contracts

6,000+
Active retail merchants

460+
People with 30% in Tech roles

€770m
OV in 2025, >19% CAGR since 2020

€1.28bn
Loan and rental portfolio

As of 31.12.2025

OUR MISSION

Taking financing outside banks

We are on a mission to take financing out of traditional banking and bring it to the point of sale, right where everyday commerce happens.

Inbank offers frictionless financing solutions for retail in all shapes and sizes, from bricks-and-mortar to cutting-edge business models and platforms online and offline. That way, financing anything from sneakers to solar panels happens exactly when and where it's needed. By making financing an integral part of a product or service, we help our 5,900 merchant partners thrive while customers get access to best-in class financing wherever they are.

Focused

Supported by a large ecosystem of partners. Since 2010 our sole mission has been to help our partners build the ultimate retail experience.

Entrepreneurial

The sky's the limit mindset, always open to new ideas. A track record of successful joint ventures and constantly looking for the next market to conquer.

Tech-driven

Fully embedded and flexible platform built on scalable proprietary tech and next-generation underwriting. A proven winning formula.

Viable

Banking license since 2015 with access to EU deposit markets, and bonds listed on the Nasdaq Baltic Stock Exchange. With 13 years of profitable growth.



>40%

Annual growth since 2015

14

Years of profitability

30%

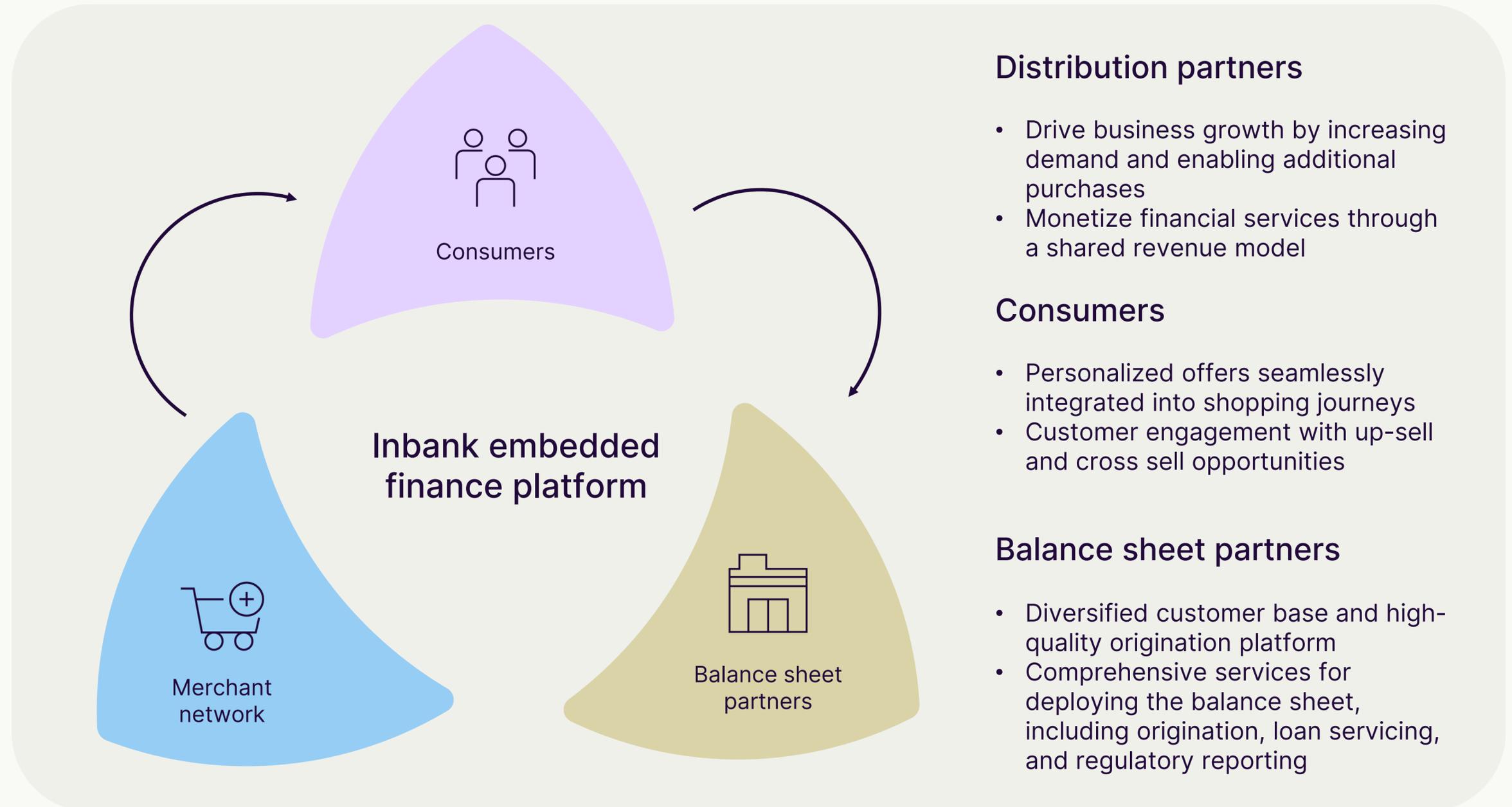
Founders and team stake at Inbank

An ecosystem for growth

For Inbank, building and nurturing strong, in-depth relationships with our partner network and consumers, while steadily expanding our tools for balance sheet management, lies at the core of everything we do.

The adaptability of our proprietary embedded finance platform ensures a continuous stream of opportunities to drive business growth and deliver value.

1,000+
Product combinations



Our products

From car classifieds to seamless merchant multichannel solutions to turn-key rental services – our modular product platform and vertical tailored credit underwriting system can be easily tailored to the specific needs of any merchant.



Merchant solutions

From Buy Now, Pay Later to instalments, we embed financing directly into products and services—helping merchants offer a seamless customer experience both online and in-store, with fast and easy integration.



Rental services

Focused on electronics, our turnkey rental solution makes the latest tech accessible through affordable monthly payments—supporting merchants with easy integration while promoting a circular economy.



Auto marketplaces and dealers

Our scalable digital car financing solutions deliver a best-in-class customer journey—designed to serve both classifieds platforms and dealerships, with the capability to expand across Europe.



Green finance

Tapping into the green energy trend, we provide financing for residential solar panels and heat pumps through a fully automated process—directly at the vendor's point of sale.



Direct lending

Reliable and fast, our direct lending offers flexible personal loans through a seamless online journey—90% of credit decisions are made within seconds, combining trust and convenience.



Deposits

Offering a simple and reliable way to grow savings, Inbank's deposits are easy to open online in just a few clicks. 99% of deposits are guaranteed by the national guarantee fund.

For merchants: omnichannel solutions built to drive value

Removing friction

Embedding financing solutions seamlessly, both online and in-store.

Boosting sales

Driving merchant sales by making financing readily available.

Unlocking growth

Partnering with merchants to unlock mutual growth opportunities.

Delivering results

Designing products and underwriting rules that ensure sustained results.

Built for scale

Scaling seamless, fully automated solutions across industries and markets.

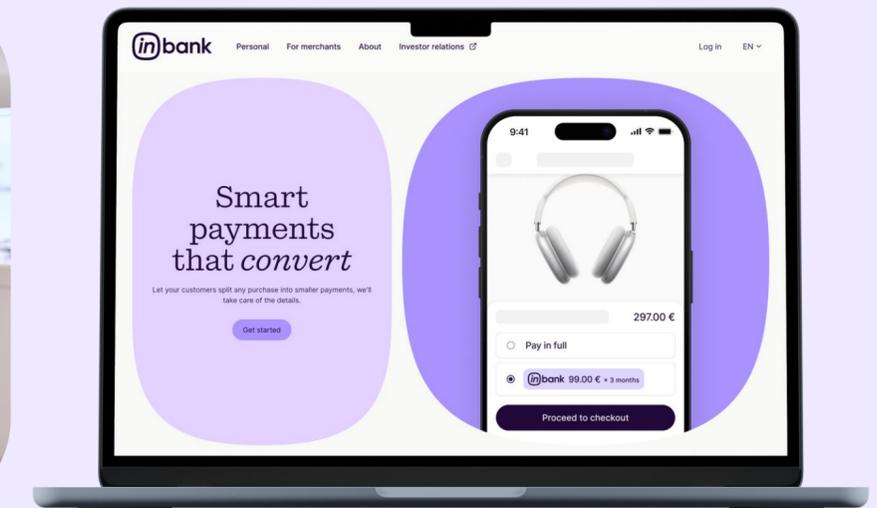
Offline

Physical stores, direct sales, door-to-door



Online

Webshops, platforms & marketplaces



Active merchants

6,000+

Online sales

65%

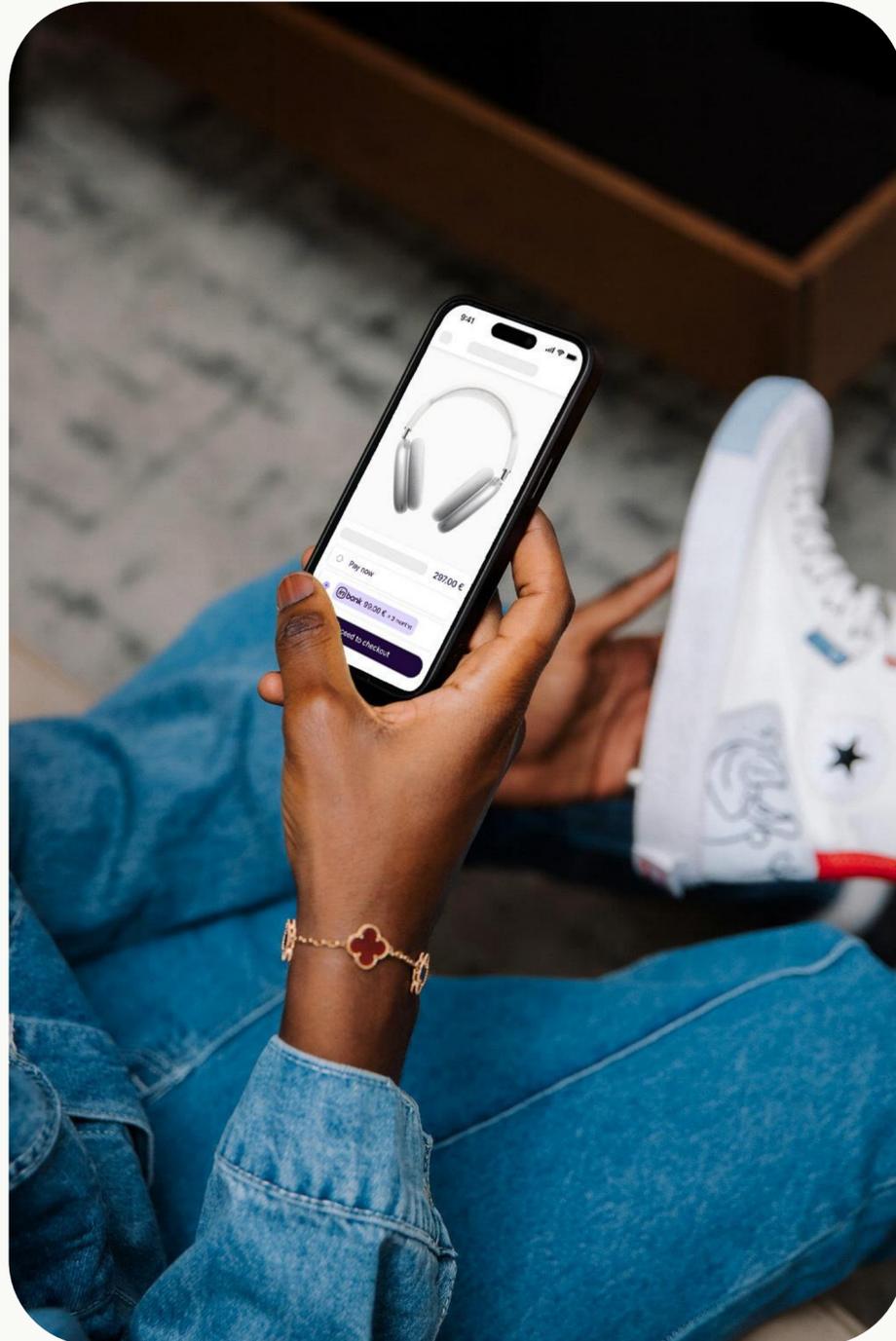
Merchant retention rate

98%

Merchant NPS score

85%

For consumers: short, smooth, and user-friendly journeys



Flexible financing solutions

Call us **inbank** EN

Pay in parts
The smart way to pay for bigger purchases.

Monthly payment
12.64 €
Exact calculation in the offer
[Calculation example](#)

Down payment
€ 0

0 % 50 %

Period
48 months

Amount 450.12 € Merchant [www.telia.it](#)

By continuing I confirm that I have read the [Principles of Processing Client Data](#) and agree that my data is sent to AS Inbank Finance.

Continue

Active contracts
900,000

Fully automated credit check

Call us **inbank** EN

Your finances
Please fill out information about your income and obligations.

Financial details

Monthly net income
€ 1200

Monthly obligations
€ 300.00

Employment
Employment indefinite

Submit application

Cancel application

Automated decisions
95%

Fast credit decisions

Call us **inbank** EN

Good news!
Your application got approved. Review the terms and continue.

Monthly payment
12.64 €

Amount
450.12 €

Down payment
€ 0

0 % 50 %

Period
48 months

Monthly payment day
15

Continue

From apply → contract
30 sec.

Engaging self-service

9:41 **inbank**

Apple Watch 33.25 €/month
All-inclusive rental plan with insurance covering theft.

Loan Deposit

Customer account balance
0.00 €

Loans

Contract	Car loan
Contract No.	L23091239123819238
Status	Active
Start date	02.08.2023
End date	02.08.2028
Amount	15 000.00 €

View details

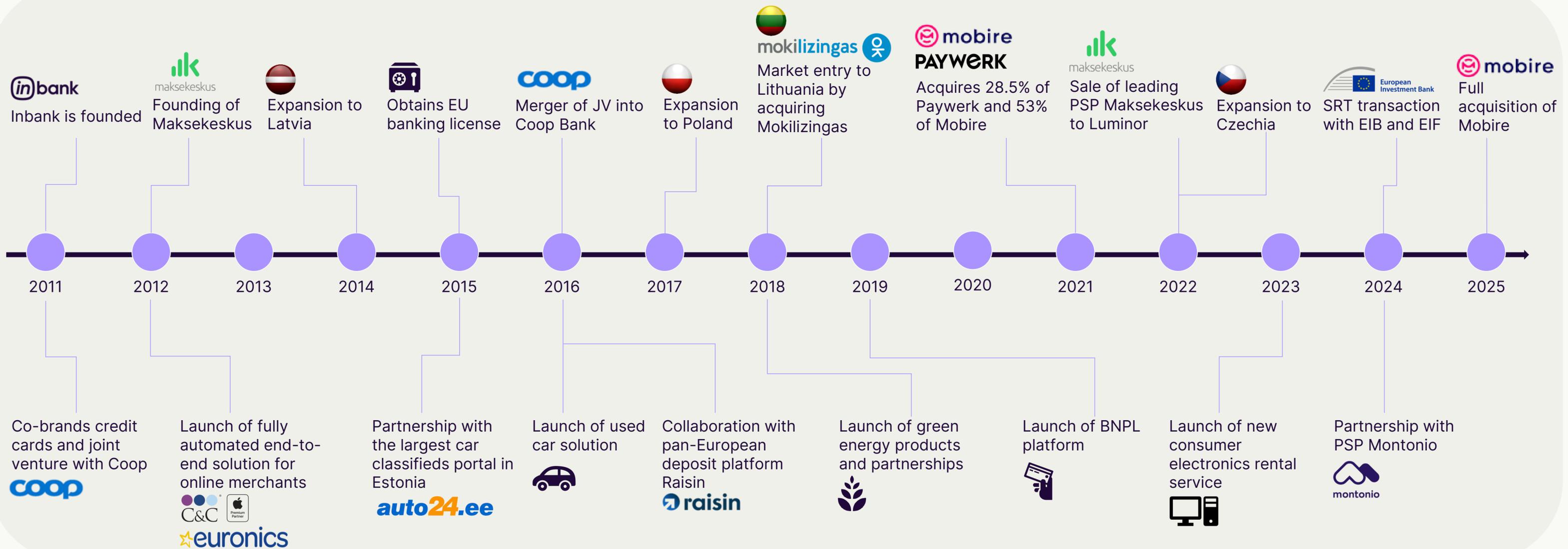
AA inbankee

NPS score
66%

Strong growth through products, partnerships and geographical expansion

Strategic development

Products & partnerships



Governance and people

Governance

Management Board



Priit Põldoja

CEO, Founder,
Chairman of the
Management Board



Marko Varik

CFO, Member of the
Management Board



Margus Kastein

Head of Baltic Business,
Member of the
Management Board



Maciej Pieczkowski

Head of CEE Business,
Member of the
Management Board



Ivar Kurvits

Chief of Staff, Member
of the Management
Board



Piret Paulus

Head of Growth and
Business Development,
Member of the
Management Board



Erik Kaju

Chief Product and
Technology Officer,
Member of the
Management Board



Evelin Lindvers

Head of Risk Control,
Member of the
Management Board



Erkki Raasuke

Chairman of the
Supervisory Board and
Audit and Risk
Committee



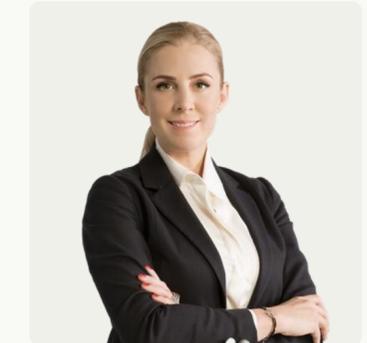
Jan Andresoo

Founder, Member of
the Supervisory
Board, Chairman of the
Remuneration
Committee



Roberto De Silvestri

Member of the
Supervisory Board



Triinu Bucheton

Member of the
Supervisory Board



Raino Paron

Member of the
Supervisory Board



Isabel Faragalli

Member of the
Supervisory Board



Sergei Anikin

Member of the
Supervisory Board

People and organization

At Inbank, we believe that our people are the driving force behind our success. Our team is made up of high-performing professionals who are deeply passionate about their craft, and we are committed to providing an environment where they can thrive.

We foster a culture of trust and autonomy, giving our employees the freedom to take ownership of their work while providing the support and resources they need to succeed. Whether it's through professional growth opportunities, flexible working arrangements, or celebrating milestones together, we ensure that everyone feels valued and empowered.

Smart

We're in awe of naturally curious people, who like to open things up and see what makes them tick. And then find a way to make them even better.

Active

We have a bias for action. We're ambitious people with big plans and a long list of ideas to try out. Make that call, take that meeting, test that idea.

Open

We don't let company structure get in the way of open communication. We encourage our people to share their most genuine thoughts and ideas.



460+

People across Europe, 30% in Tech

26

Nationalities represented

46%

Women in leadership roles

36

Average age

As of 31.12.2025

Gender diversity breakdown (% of total FTE)

	2025		2024	
	Women	Men	Women	Men
Overall	53%	47%	52%	48%
Leadership	46%	54%	50%	50%
Management Board	25%	75%	25%	75%
Supervisory Board	29%	71%	20%	80%

Glossary

- **Originated volume** - total volume of credit and rental products originated, purchased, or acquired through Inbank's embedded finance and direct-to-consumer platform
- **Loan and rental portfolio** - total of loans and receivables to private persons and rental portfolio
- **Return on equity (ROE)** - core net profit for the period / total equity (average over the period)
- **Portfolio yield** - interest income based on EIR from loan portfolio and net rental income / loan and rental portfolio (average over the period)
- **Funding cost** - interest expense / interest-bearing liabilities (average over the period)
- **Total income margin** - total net income excl. net gain / losses from financial items / total assets (average over the period)
- **Core cost / income** - total operating expenses / total net income (excluding one-off income and expenses)
- **Impairments / portfolio** - impairment on loans and receivables / loan and rental portfolio (average over the period)
- **Total net income** - net interest, fee and commission, rental income and gain and losses from financial items
- **Core income** – total net income for the period (excluding one-off income and expenses)
- **Net profit** - profit for the period
- **Core net profit** - profit for the period (excluding one-off income and expenses)
- **Active retail merchants** – the total number of merchants with at least one active and non-withdrawn contract issued within the trailing 12-month period
- **Active customer contracts** – the total count of contracts in the loan, rental, and deposit portfolios as of the end of the reporting period
- **Sales originated at partner channels** – the proportion of total originated volume attributed to external partner ecosystems and embedded finance partners
- **Automated credit decisions** – the percentage of loan and rental applications that are fully assessed—either approved or declined—through automated decision-making systems without human involvement
- **Volume generated online** – the percentage of loans and rental contracts initiated and completed through digital or online channels during a defined period
- **Merchant retention rate** – the percentage of merchants retained over a specified period, excluding newly acquired merchants, based on ongoing contractual activity
- **Returning customers** – the percentage of customers who had an active relationship within the last five years and re-engaged by acquiring a new product during the reporting period
- **Quarterly average revenue per customer** - average amount of revenue generated from each direct and third-party customer over the course of a specific quarter

Investor Relations

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