

OmaSp CMD

19 May 2026



omasp

13.00	Opening	Pirjetta Soikkeli, Chief Communications Officer
13.05	Customer focused challenger bank delivering sustainable growth	Karri Alameri, CEO
13.30	Enabling stronger performance through robust risk management	Sasu Sihvonen, Chief Risk Officer
13.45	Operational simplification for faster response, improved accountability and customer satisfaction	Kalle Virtanen, Chief Operating Officer
14.00	🗨️ Q&A	
14.15	☕ Break	
14.30	Tangible route to improved growth and solid profitability	Markus Lauri, Acting Head of Branch Network
14.50	Increasing competitive positioning through our digital journey	Ville Rissanen, Chief Digital Information Officer
15.00	Delivering on financial targets	Sarianna Liiri, Chief Financial Officer
15.20	🗨️ Q&A	
15.40	Summary	Karri Alameri, CEO
15.45	End of the programme	

Disclaimer



This presentation contains information prepared by Oma Savings Bank Plc (OmaSp) for the use of investors. The contents of this presentation, in whole or in part, may not be distributed, published, passed on or reproduced, nor may its contents be disclosed by the recipient to any other person.

The information and opinions contained within this presentation are provided as of the date of this presentation and are subject to change without notice. The Issuer will not update this presentation to reflect any material developments that may occur after the date of the presentation.

This presentation includes forward-looking statements that involve known and unknown risks, uncertainties and other important factors beyond the Issuer's control. These factors could cause the Issuer's actual results, performance or achievements to differ materially from the expected results, performance or achievements expressed in or implied by such forward-looking statements. Risks and factors that may affect OmaSp's future performance and the industry are described more precisely in our financial reports. All official information of OmaSp (including, without limitation, profit and loss statements, balance sheets and annexes) is available on the company's website at www.omasp.fi.

This document does not constitute official financial information of OmaSp.

Customer focused challenger bank delivering sustainable growth

Karri Alameri
CEO

omasp

OmaSp Management Team



Karri Alameri
CEO



Markus Lauri
Acting Head of Branch
Network



Sarianna Liiri
Deputy CEO, Chief
Financial Officer



Ville Rissanen
Chief Digital Information
Officer



Sasu Sihvonen
Chief Risk Officer



Hanna Sirkiä
Chief Legal Officer

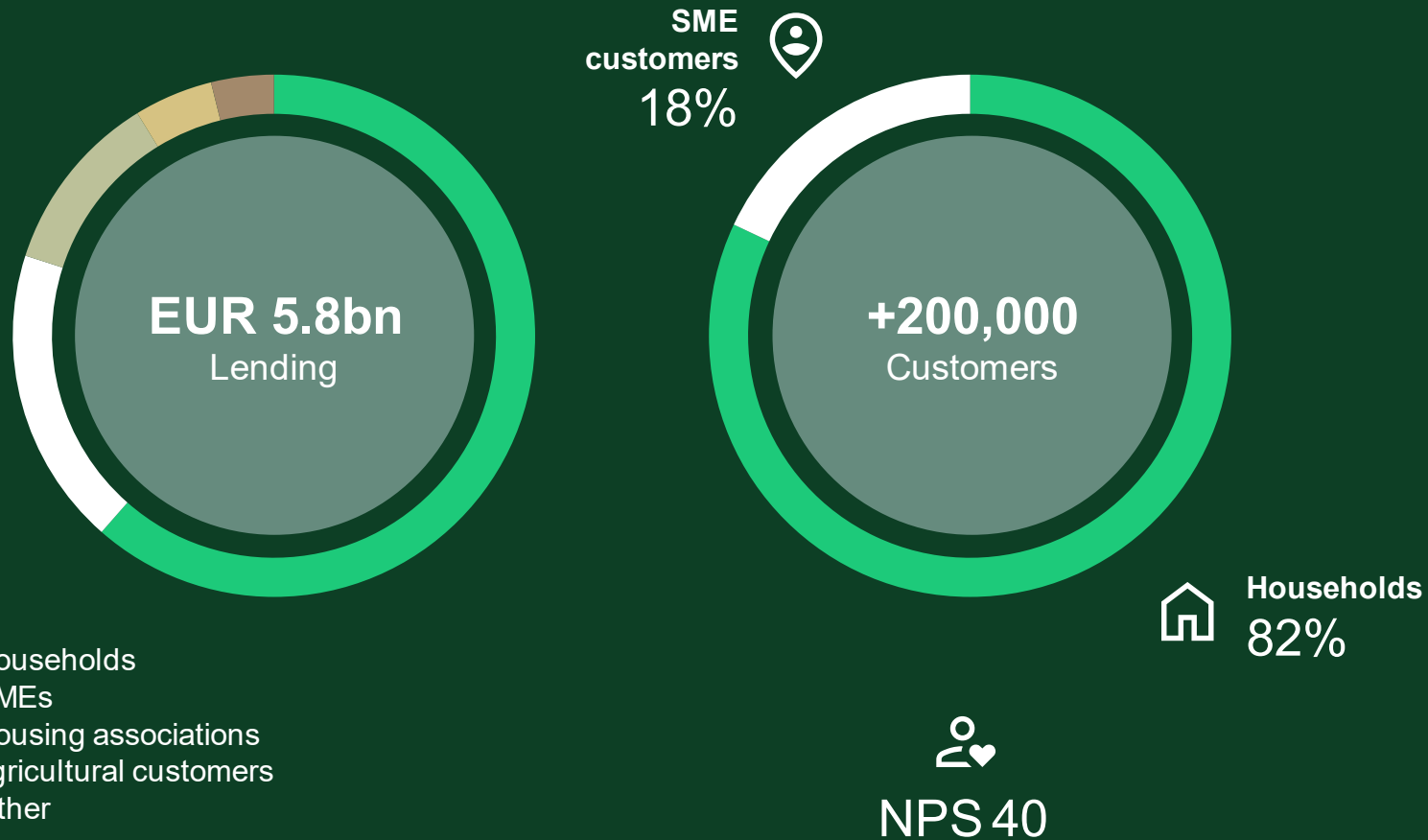


Pirjetta Soikkeli
Chief Communications
Officer

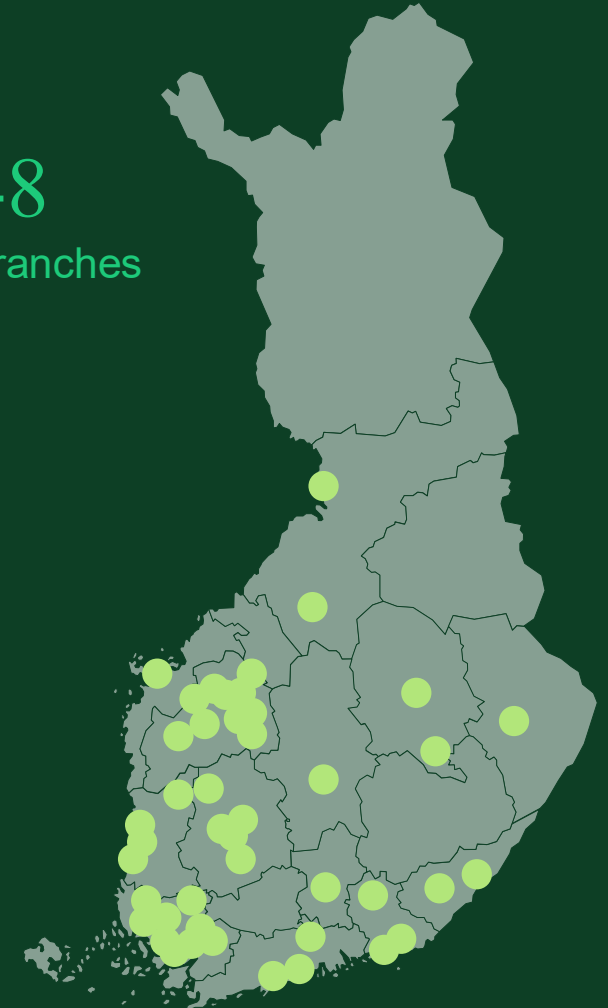


Kalle Virtanen
Chief Operating Officer

We provide services for households and SMEs who value personal service



48
Branches



Changes in the Finnish banking market create opportunities for OmaSp

 Increasing competition




Personal advisory becoming a key differentiator

 Change in customer behaviour



Service quality becoming increasingly important

 Focus on core operations




SME customers need banking partners understanding their needs

 Digitalization & AI



Room for a bank offering highly personal but efficient service

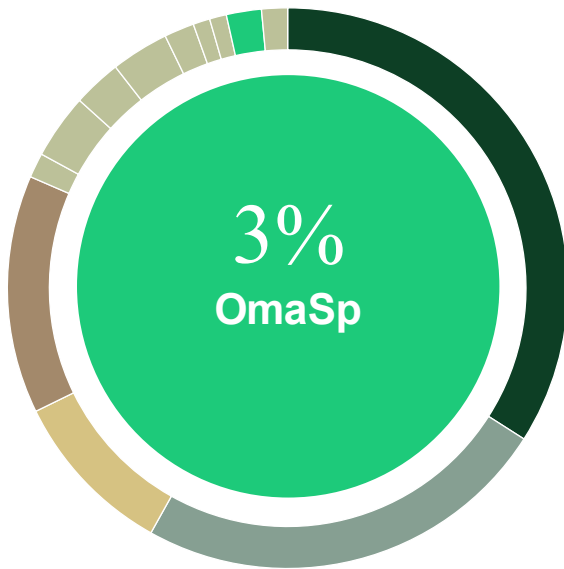
 Industry consolidation



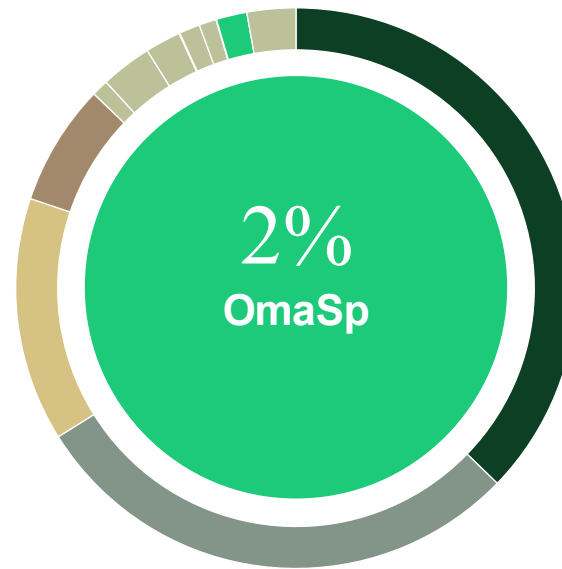
Largest non-integrated distribution channel

We have significant potential to grow market share as a customer-focused challenger in Finland

Market shares: Household mortgages

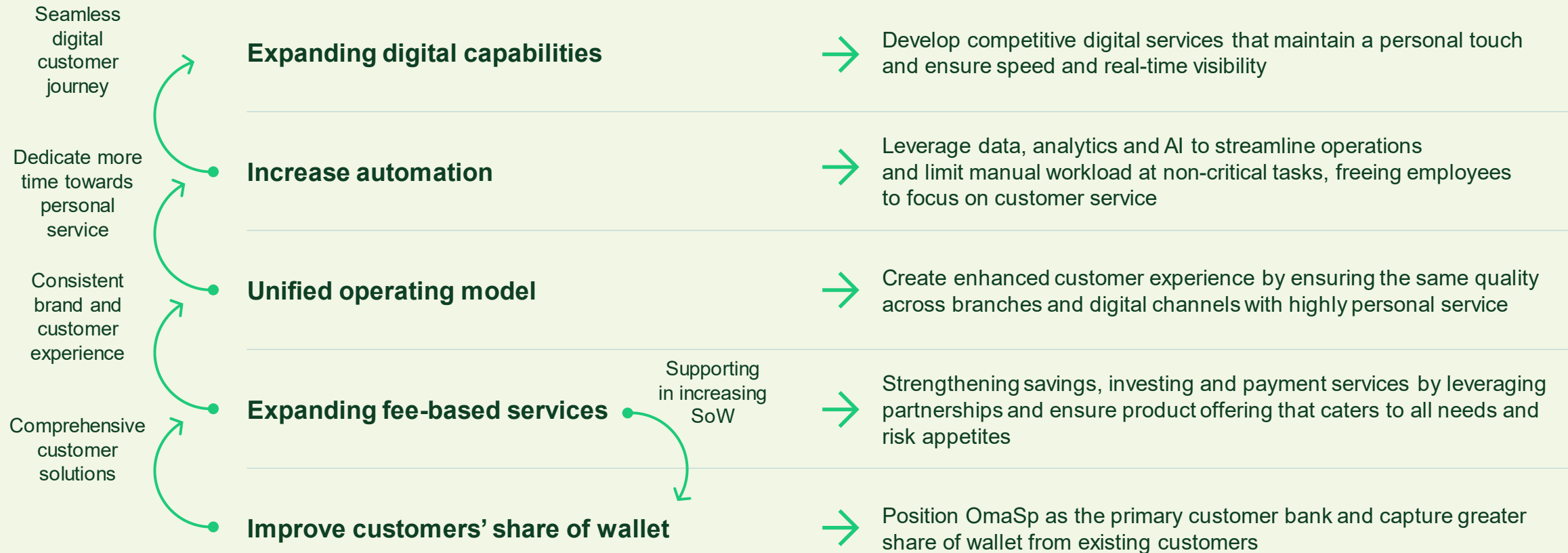


Loans to business customers



- Customer driven servicing channels
- Flexible and user-friendly service
- Long opening hours
- Strong regional presence
- One balance sheet
- Agile decision making
- Deep customer relationships

Our key operational initiatives towards 2029



Delivering on our financial targets for 2026–2029



Comparable
ROE:

over 14%

Comparable cost–
income ratio:

below 50%

Annual growth in
fee and commission
income:

over 10%

Net Promoter
Score:

above 50

CET 1:

2 percentage
points above
regulatory
requirement

OmaSp's goal is to pay a stable and growing dividend of at least 30% of the net profit for the period.
The Company also has the preparedness to pay additional dividends.

We will deliver sustainable growth

- High-quality personal service, strong local presence and brand across key markets in Finland
- Strong basic core banking offering across accounts, cards, loans and payment services
- Increasing commission income via strengthening the offering of saving, investing and payment services
- Enhanced credit risk management to support further growth
- Leveraging automation and AI to optimise and streamline operations to further enhance operational efficiency



Enabling stronger performance through robust risk management

Sasu Sihvonien
Chief Risk Officer

omadaip

Strengthening our focus on risk management



1.

Stronger risk management organization

+10 FTE

Risk management

+7 FTE

Compliance

2.

Enhancing risk management framework

Risk committee

Risk strategy

Risk appetite

Reporting

Key risk indicators

3.

Increasing risk awareness culture

by embedding risk management into day-to-day activities

4.

Strong co-operation with the Financial Supervisory Authority

Ensuring balanced risk management reflects our risk profile



Key components in our risk management framework

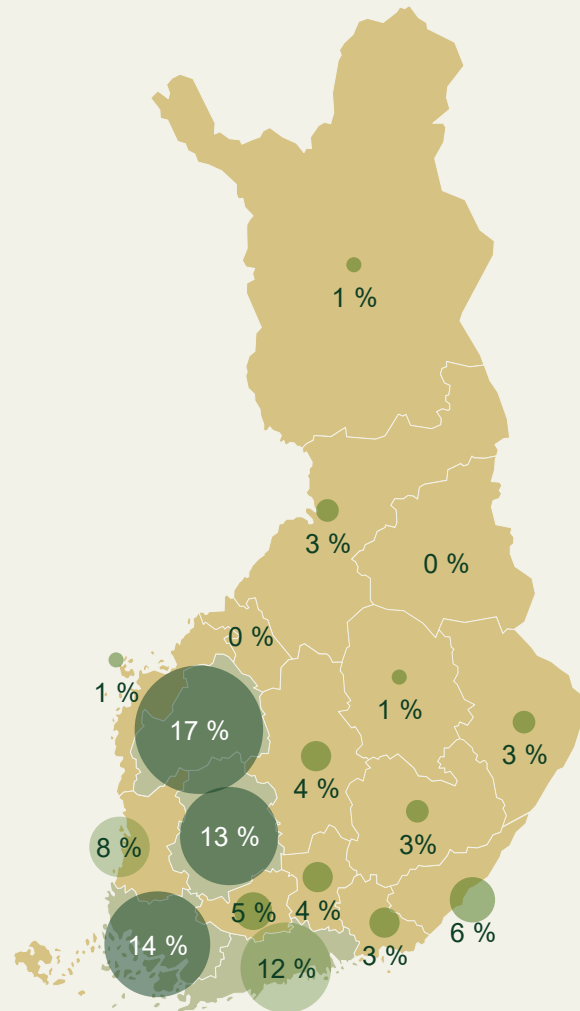
Risk-based and right-sized risk management framework

- Key risks under control
- Risk appetite drives business decisions
- Proactive monitoring and steering
- Risk-based pricing
- Strong capital and stress testing framework

We have a geographically well-diversified loan portfolio...

40% of the loan portfolio allocated to Finland's three biggest growth regions

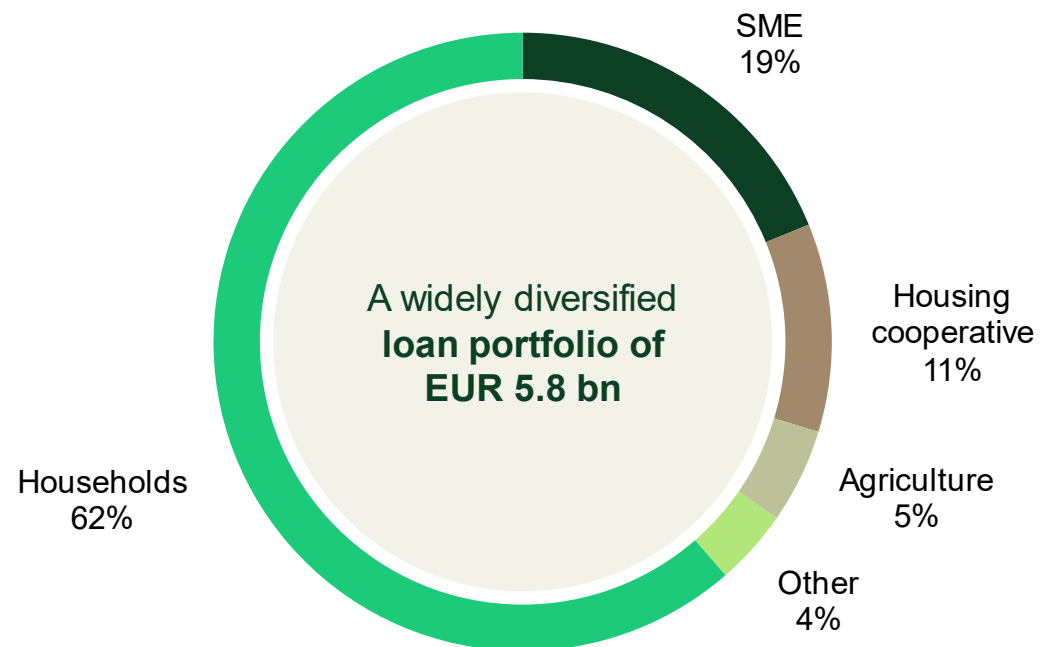
- Helsinki
- Tampere
- Turku



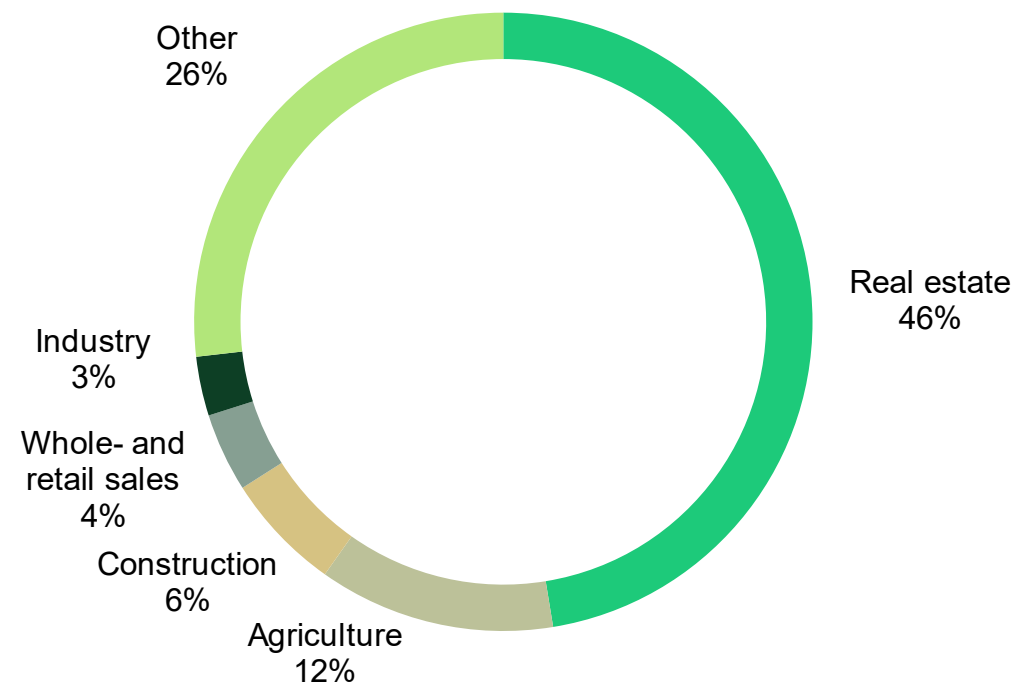
... and balanced customer diversification

– 60/40 households vs. business customers

Total loan portfolio by customer groups



Business customer loan portfolio distribution by industry



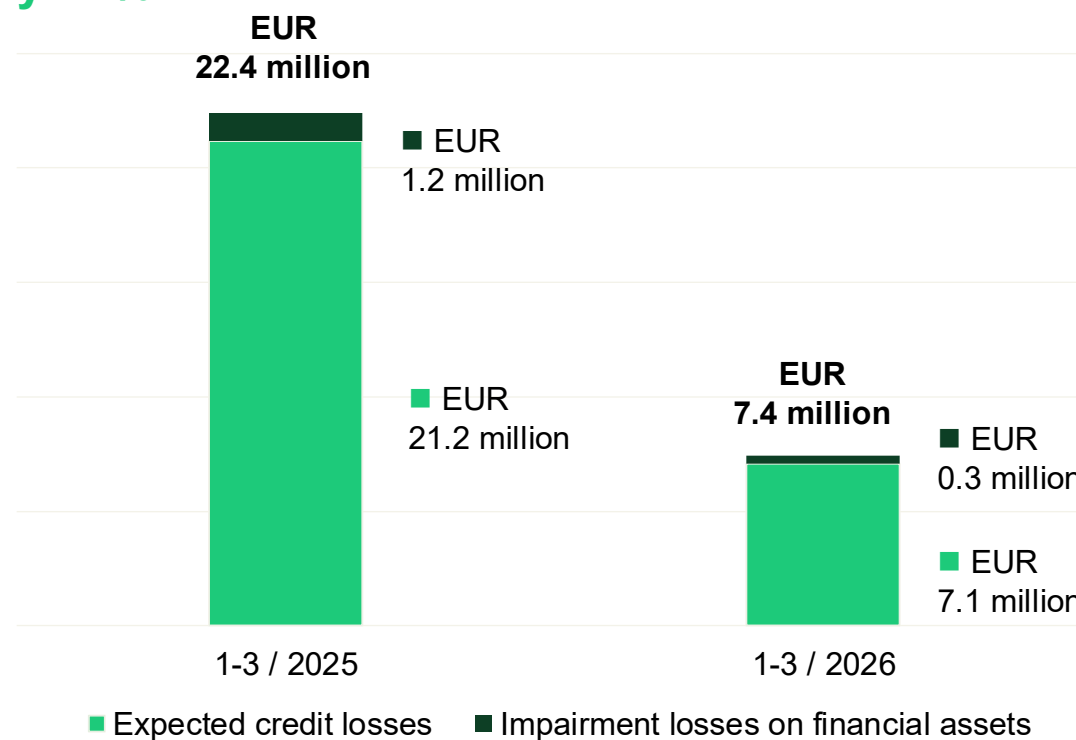
Non-performing loans stabilizing – impairment losses coming down

Non-performing loans,% of the loan portfolio

NPE ratio	31.3.26	31.12.25	30.9.25	30.6.25	31.3.25
Households	3.1%	3.0%	2.7%	2.5%	2.3%
Business customers	5.3%	5.1%	5.1%	5.1%	4.6%
Financial institutions	0.8%	0.8%	0.8%	0.8%	0.8%
Total	9.3%	8.9%	8.6%	8.4%	7.7%

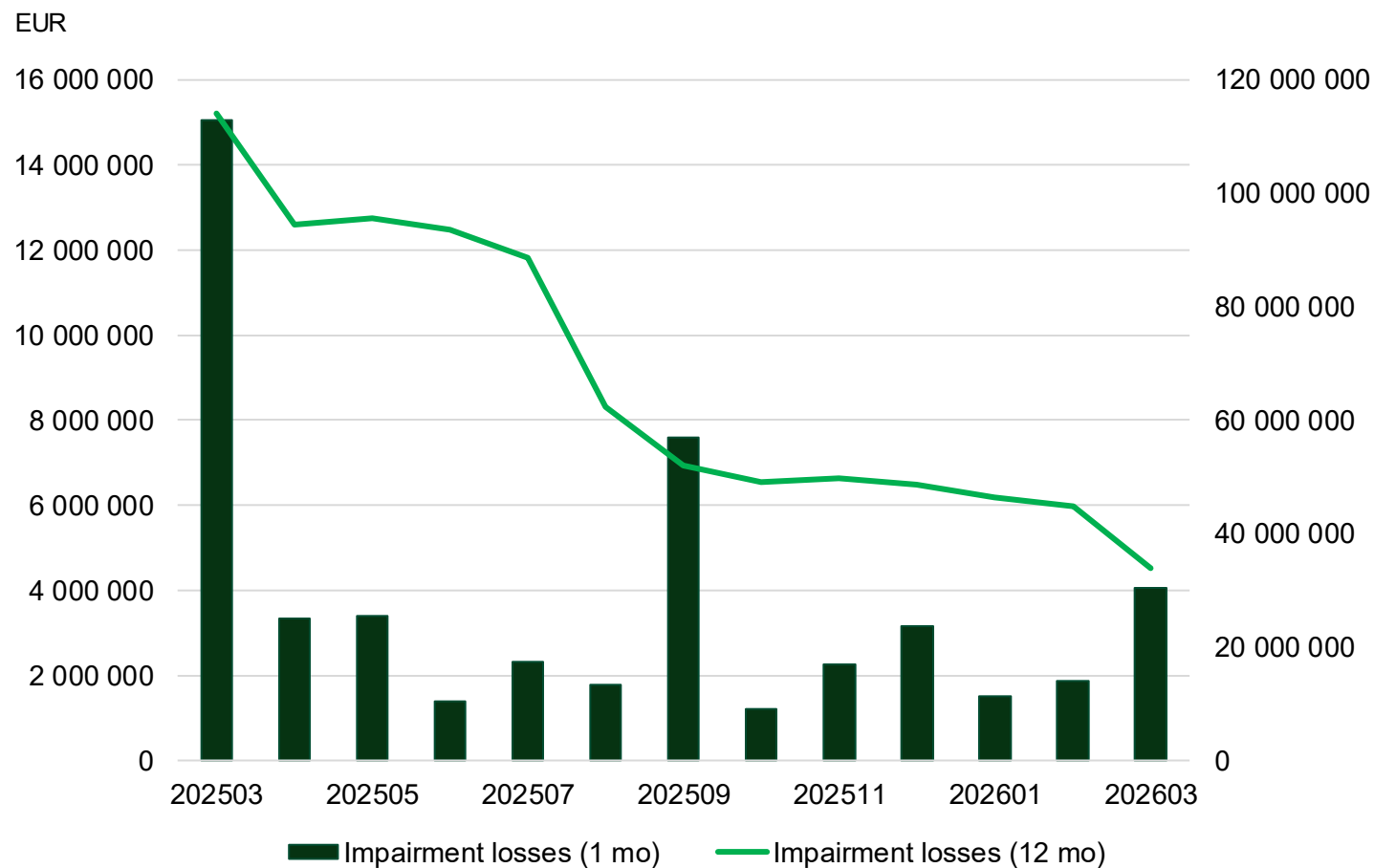
- Controlled winding down portfolio nearly 30% of the total
- Rate of new non-performing loans has stabilized and trending down
- %-change is partially due to smaller total loan portfolio
- Outflows slower due to current economic environment

Impairment losses on financial assets declined by 67%





Impairment losses trending down



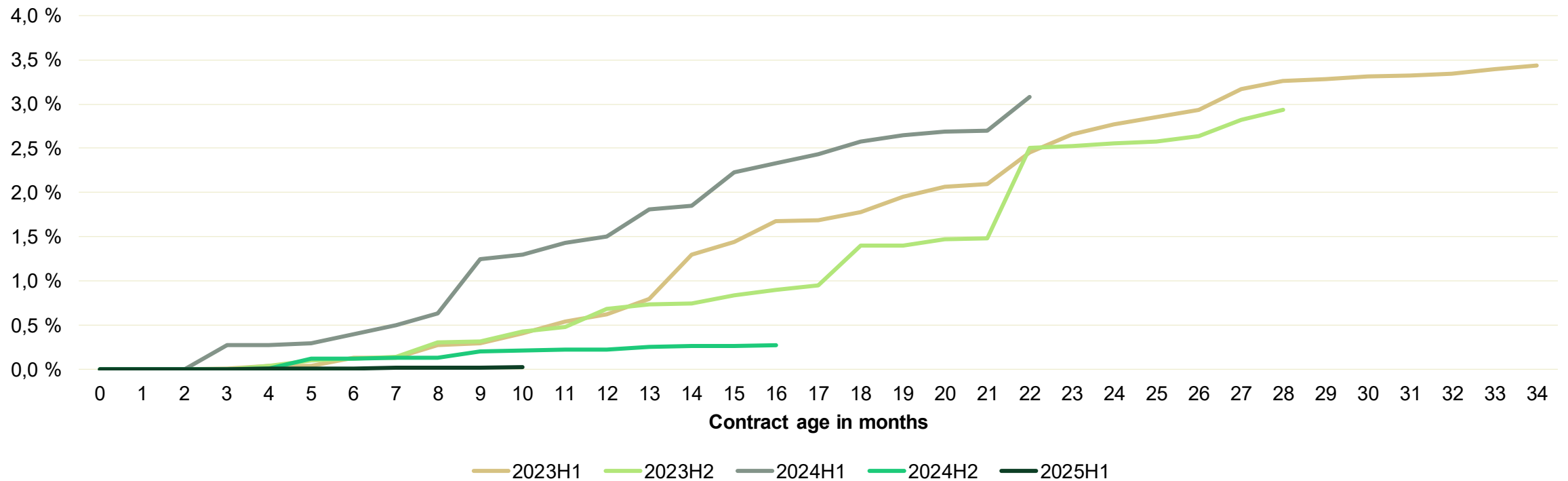
Enhanced credit risk framework supporting growth

- Credit risk strategy clearly aligned with strategy
- Risk appetite guiding credit decisions
- Risk-based pricing enhanced significantly
- Active monitoring and steering
- Centralized credit decision-model
- Soft collection improved



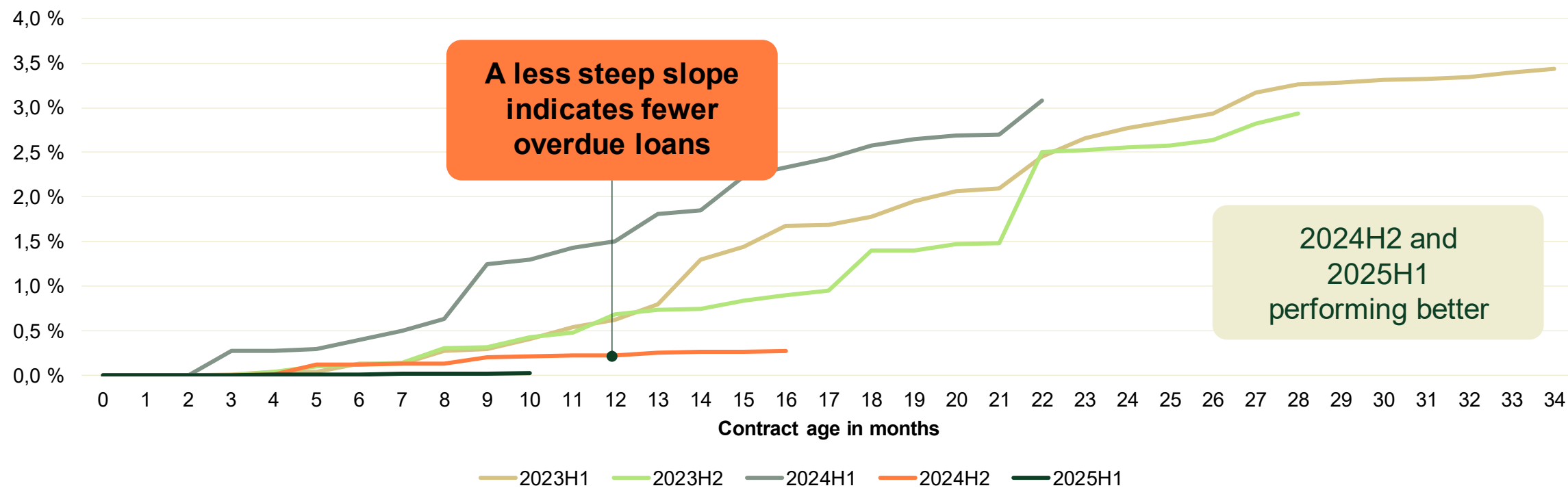
New loan issuance performing better – households

Cumulative share of loans over due 60 + days - households



New loan issuance performing better – households

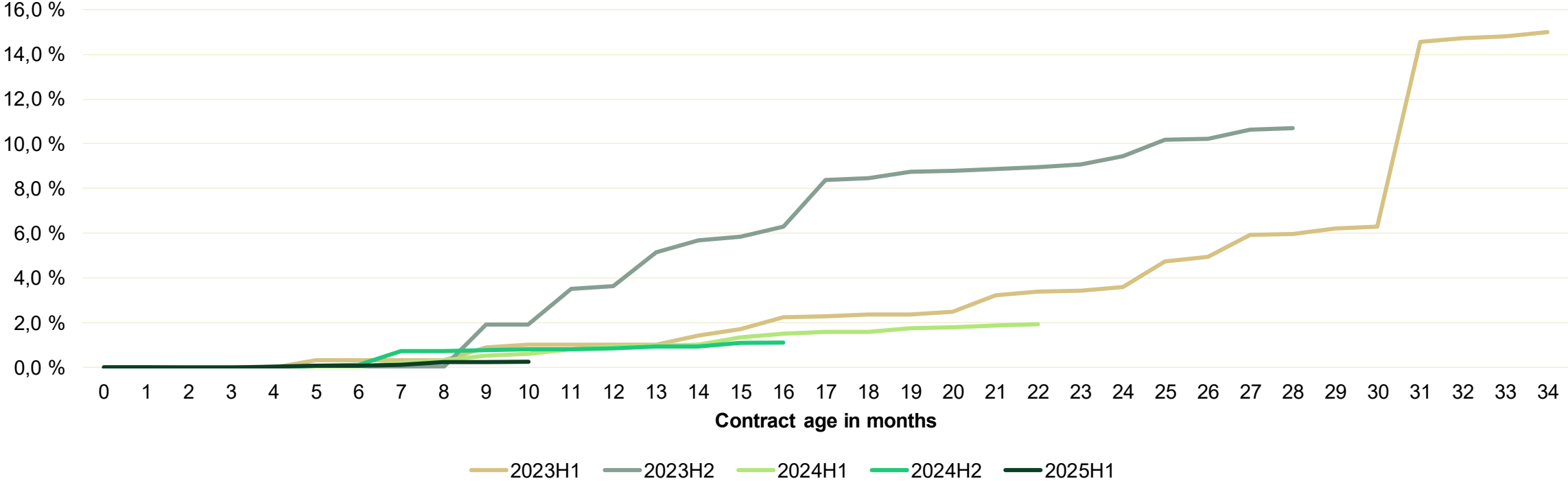
Cumulative share of loans over due 60 + days - households



New loan issuance performing better – business customers

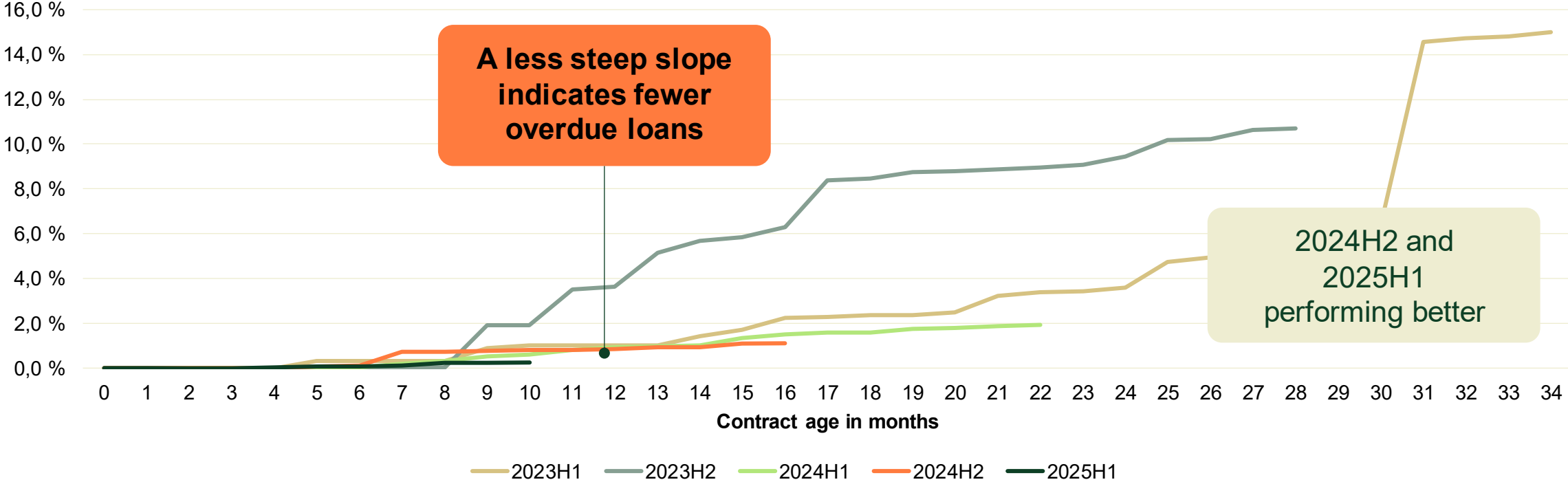


Cumulative share of loans over due 60 + days – business customers



New loan issuance performing better – business customers

Cumulative share of loans over due 60 + days – business customers



Enabling stronger performance through robust risk management



Asset quality burdened
by legacy portfolio



New origination
materially improves
risk profile



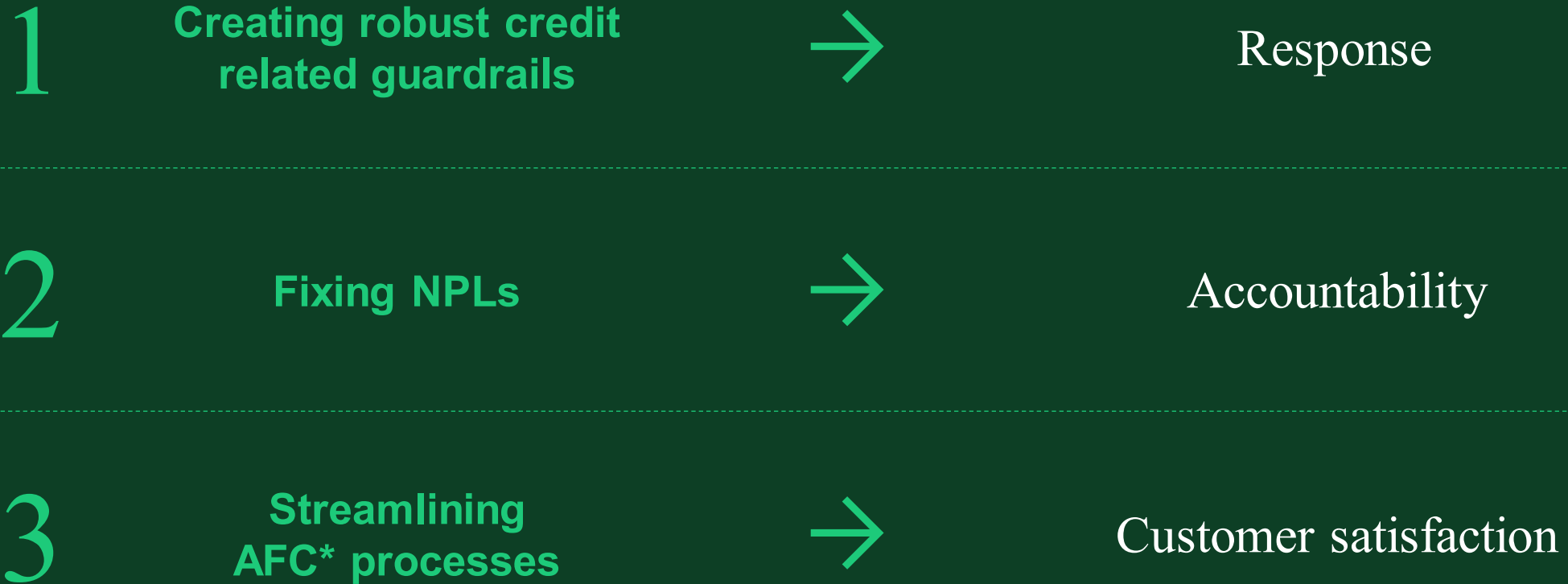
Risks well
under control

Operational simplification for faster response,
improved accountability and customer satisfaction

Kalle Virtanen

Chief Operating Officer

omaaSP



* Anti-financial crime



Creating robust credit related guardrails – strengthening credit governance

1

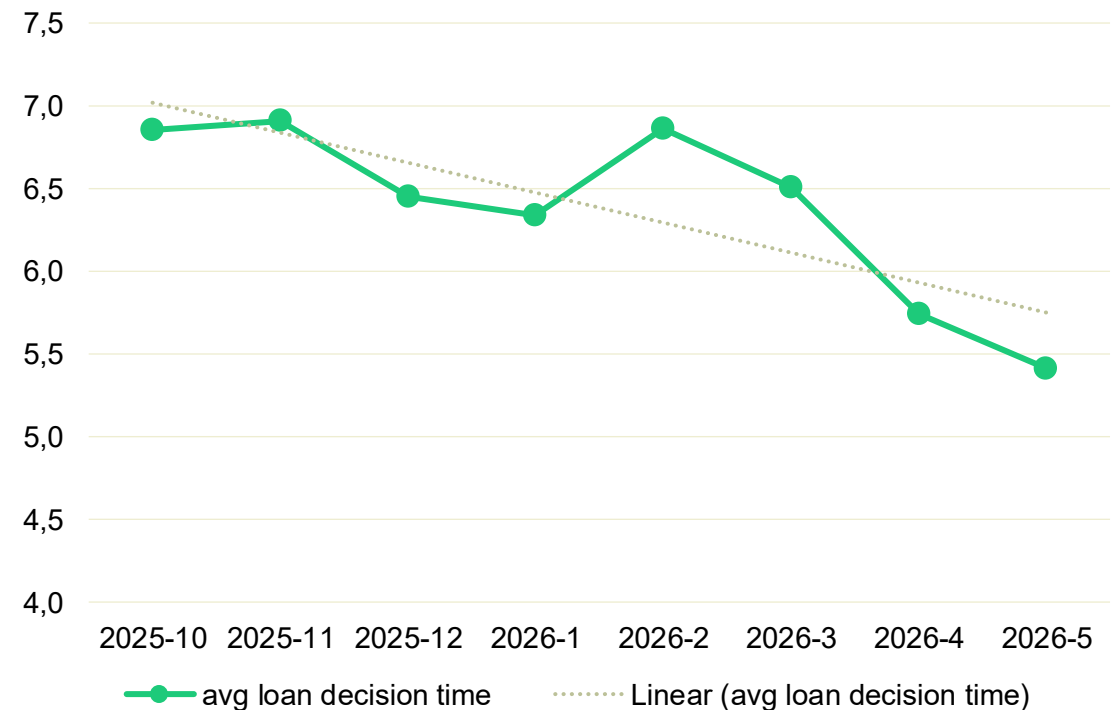
- Revisions to internal collateral valuation, credit decision segregation of duties and loan documentation → Ensuring consistent credit decisions that balance business efficiency with robust risk control
- Proactive response to emerging risks and regulatory change → Delivering timely approvals & rigorous oversight to high-risk exposures
- Embed governance to organizational structure – risk mitigation and overall portfolio quality → Fostering a culture of transparency and responsibility

Creating robust credit related guardrails – leads to client facing improvements

Key customer benefits

- Through improved KYC-process, onboarding of business customers and opening services is reduced to **1–2 days**
- Centralized customer service teams handle approximately 160,000 contacts per year with over **85%** case resolution rate
- Loan documentation process has accelerated by approximately **20%** over the past six months including internal collateral valuation, credit decision and loan documentation to be ready for signing

Average loan decision time



Fixing NPLs – initial approach

2

- 1) Loans over 90 days past due as of 31 March 2026
total EUR 92 million
 - These are the target of the first phase in our recently started soft collection process
 - Payment arrangements have been established with past due loans
 - We are seeing a downward trend in NPLs in these loans
- 2) We are looking into options to sell part of our NPLs

Introducing soft collection and reducing potential NPL

Objectives of soft collection

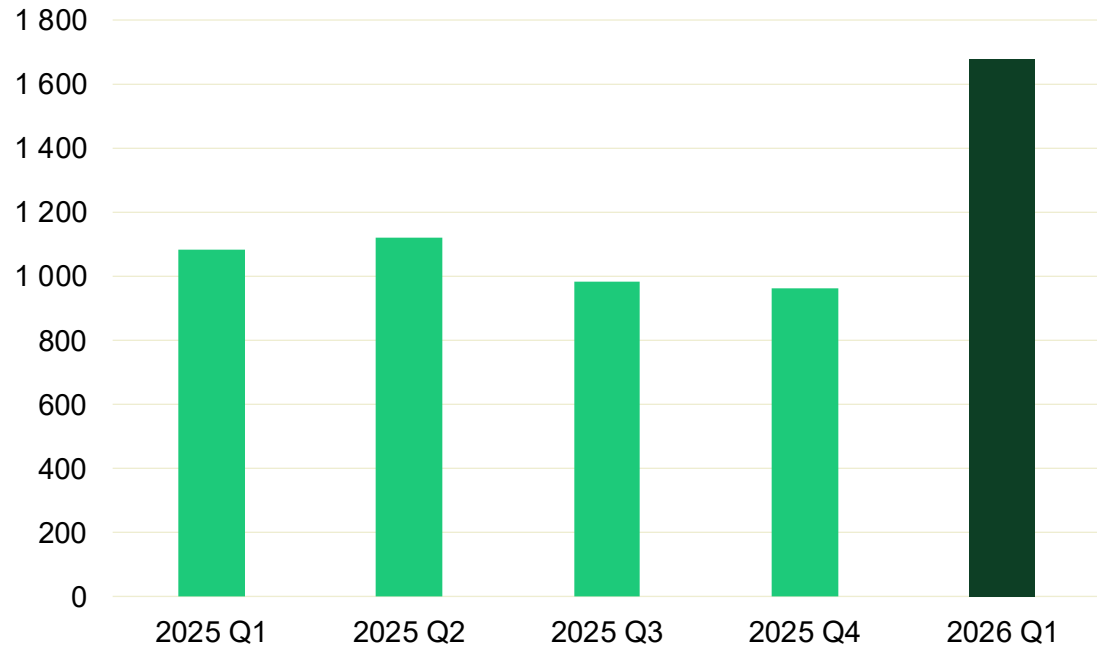
- Detect payment difficulties early and engage quickly with early-stage interventions
- Promote voluntary collateral realizations
- Offer regulation-compliant payment arrangements where feasible
- Escalate genuinely insolvent cases to legal collections faster



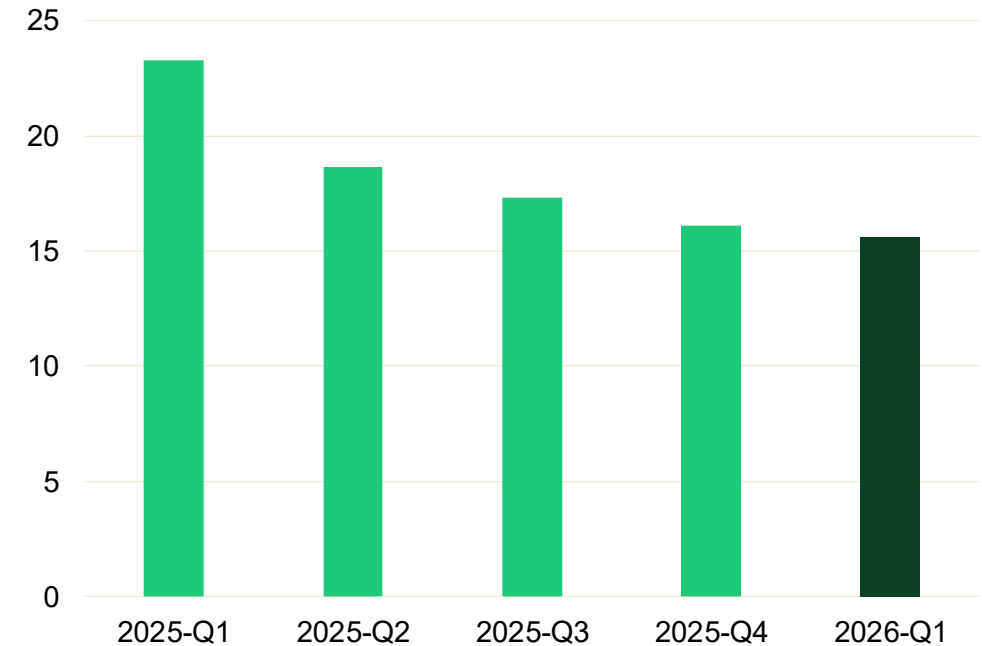


Fixing NPLs – positive signs of credit demand and credit quality

Number of new loan negotiations completed



Loans entering debt recovery (rolling 12-month average), EUR million





3

Streamlining AFC – improving customer protection through enhanced AFC processes



- Significant investment over the last two years in financial crime prevention functions
- Investments to increase quality and automation, as well as new AFC functions
- Organization has been clarified internally with more clearly defined responsibilities
- Plan to automate key AML processes is under review



Streamlining AFC – automation and AI



2024-2026 – improving quality and timeliness

- Significantly increasing automation in KYC information by leveraging the bank's internal data and public registers
- Actively developing machine-learning-based models for enhanced monitoring
- Introducing AFC Copilot: automate the quality assurance processes, and assist analysts in their investigations in real time

2027-2028 overview

- Financial crime prevention is shifting from rules-based monitoring to data- and AI-driven risk management
- Our goal is to build a scalable, analytics-based operating model that simultaneously improves efficiency and risk detection
 - Operational automation & investigation efficiency
 - Ensuring regulatory compliance
 - Enhancing expert support

Operational simplification for faster response, improved accountability and customer satisfaction



Creating robust
credit related
guardrails



Fixing
NPLs



Streamlining
AFC processes



C/I ratio
below 50%

Q & A

The programme will continue
at 14.30 EEST

Break

Tangible route to improved growth and solid profitability

Markus Lauri

Head of Branch Network

omasp

Delivering >10% annual growth in fee income



1.

Growing fee income

We will increase fee income by strengthening our offering in savings, investing and payments services

2.

Strengthening competitive advantages

OmaSp stands out through the quality, trust and agility experienced by customers – not through systems, but through people

3.

Growth priorities

We deepen existing customer relationships, gain new customers and strengthen service offerings with solutions that increase customer value

4.

Targeting growth

Target highest-potential segments within households and SMEs

Balanced growth in fee income through existing and new customers

Existing customers



Growth is generated when existing customers use wider range of services and centralize their banking with OmaSp

New customers

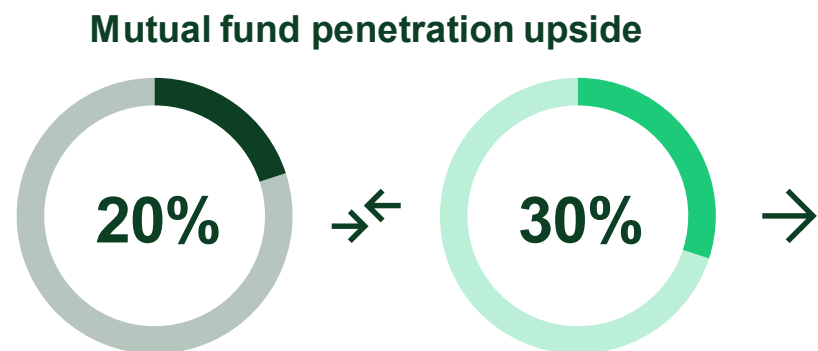


Growth comes from new customer relationships that complement existing customer base and increase fee income



67% of OmaSp's customers utilise ≥ 3 services – driving long term loyalty

Examples of upside fee potential from existing customers

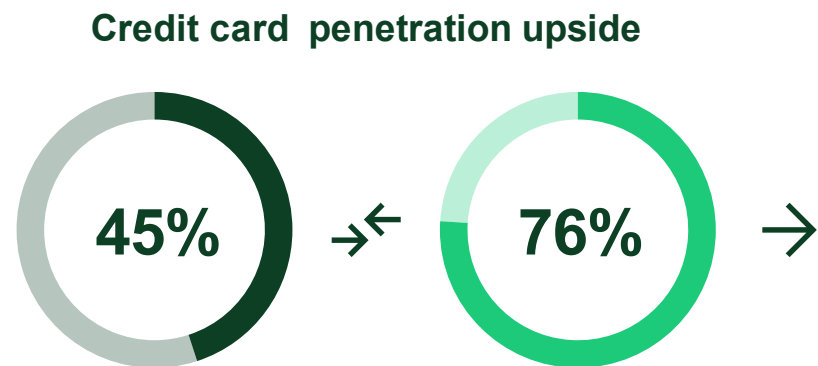


EUR
3.3 million

Estimated growth in annual revenue from mutual funds



Strong foundation & significant upside



EUR
5 million

Estimated growth in annual revenue from credit cards

Our comprehensive service solutions



Daily banking



Wealth management



Financing



Credit insurance



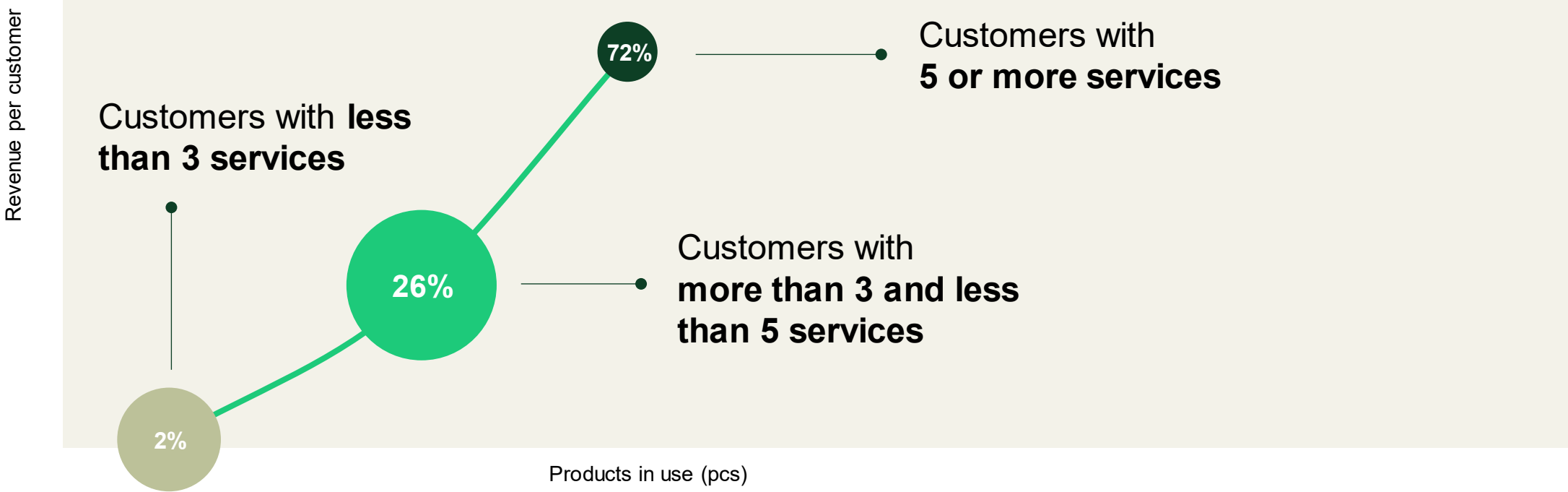
Savings



Advisory services

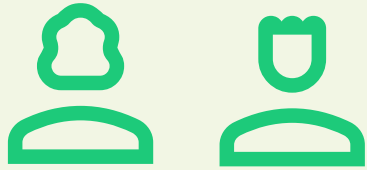
Growth is generated when existing customers use wider range of services and centralise their banking

Developing the existing customer base enables us to diversify income



Partnering with our customers by understanding life





480.000*

SMEs in Finland

5%*

OmaSp's market share

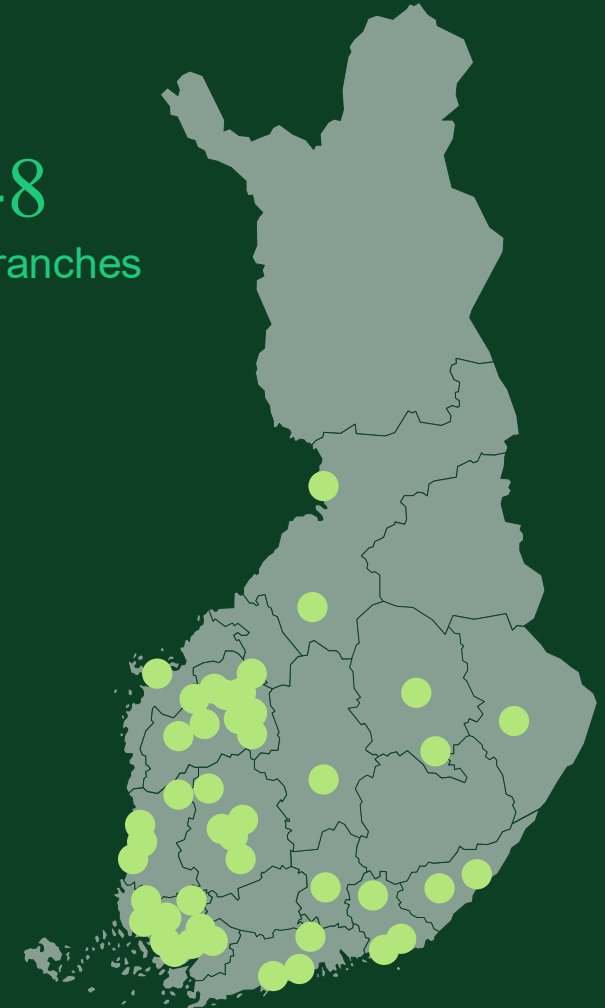
SMEs are the biggest opportunity – targeting specific customer groups

- **Growing and owner-entrepreneur-led companies benefit the most!**
- SMEs benefit from our personal service model, where each customer is assigned a dedicated contact person who handles both the entrepreneurs' and the company's banking needs
- Close co-operation, understanding the entrepreneur's situation and industry specifics
- Fast and flexible responses support the customer's day-to-day operations and create added value for entrepreneur
- Personal service enables regular reviews and proactive development throughout different phases of the company's lifecycle

“Your own local bank – right there with you”...

- Strengthening OmaSp’s position as the most personal and agile bank in Finland
- Our competitive advantage is built on people, culture, and branches – enabled by digitalization, not replaced by it
- Differentiation comes from the quality, trust, and agility experienced by customers – not from systems, but from people
- We combine digital and personal customer journeys – easy to join, easy to stay
- We deepen customer relationships and grow value through trust, service quality, and continuous engagement

48
Branches





...bringing 700+ new customers every month – due to our higher added value and local service

omadp

Personalized customer experience is key

- Personal service in branches and in digital channels – the customer chooses
- We create added value for customers by understanding opportunities and risks
- We are the customer's financial partner throughout the entire relationship

→ Wide branch network offers business opportunities

Aiming for NPS 50

Customers:

NPS 40

Overall satisfaction for
OmaSp advisors 4,6/5

Employees:

➤ Overall satisfaction
4.15/5

➤ Highly committed to
change 4,59/5

➤ 58% own shares
in OmaSp

Tangible route to improved growth and solid profitability



Developing existing customers strengthens fee income & acquiring new customers expands income base



Differentiating from competitors by investing in customer experience and quality of personal service



Leveraging local presence & delivering personal, consistent and frictionless customer experience



>10% annual growth in fee income

Increasing competitive positioning through our digital journey

Ville Rissanen

Chief Digital Information Officer

omadaip

Our digital journey

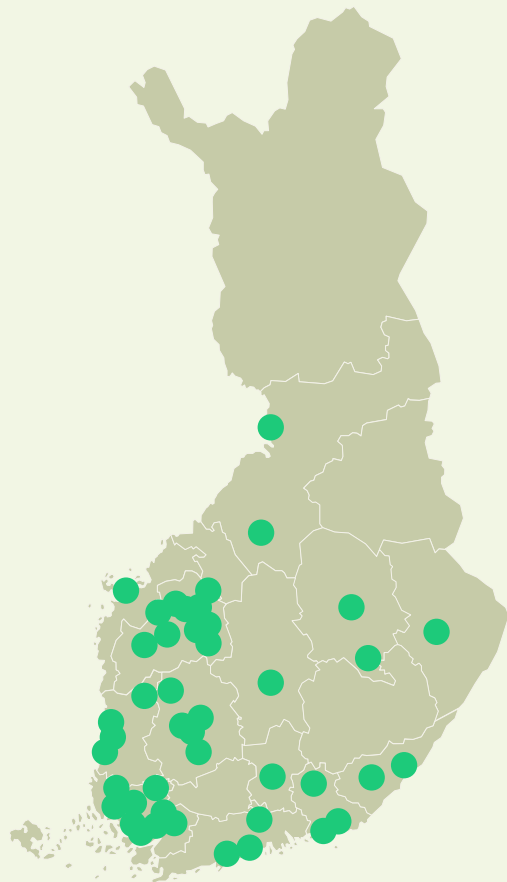
**A traditional bank with
a challenger ambition level
getting the best of both worlds**

“

We stand out from competitors by investing in the customer experience, the quality of personal service, and a local presence – strengths that are at the heart of OmaSp



Comprehensive digital services for our customers



48

Branches

160 000

Household customers

40 000

Business customers



Digital unit



Apple Pay, Google Pay,
Garmin Pay



Web meetings



Netbank



Mobile bank



Customer service
phone & chat



Authentication app



Sales visits
at customers

2026 IT investments

EUR 28 million

Running cost

EUR 21 million

Development

2026 IT investments

85 000

Active users per month

Getting the best of both worlds



A traditional bank...

Our operation is resilient

- ✓ Data governance
- ✓ Cyber security
- ✓ AML & fraud
- ✓ Sanctions screening



We operate within one country, currency, time-zone and system per product

...with a challenger ambition:

Increase operational efficiency by investing in

- ✓ Data platforms
- ✓ Integrations
- ✓ AI


Benefitting from

- ✓ Relatively simple architecture
- ✓ Outsourced software development
 - The luxury of selecting partners in the AI era
 - Maintaining architecture & analytics inhouse


Key digital drivers

✔ Internal efficiency drivers – primarily


Strategic


 Completing the lending & collateral **system renewal**

 Increase data utilization – **data architecture simplification**

 More **room for AI** in various areas


Key regulatory initiatives


 Payments program & AML & regulatory reporting

 Cyber security – improving resilience

 Data governance

Product improvements

 New premium card features for private customers

 K - Business card

Increasing efficiency through AI – and reducing costs

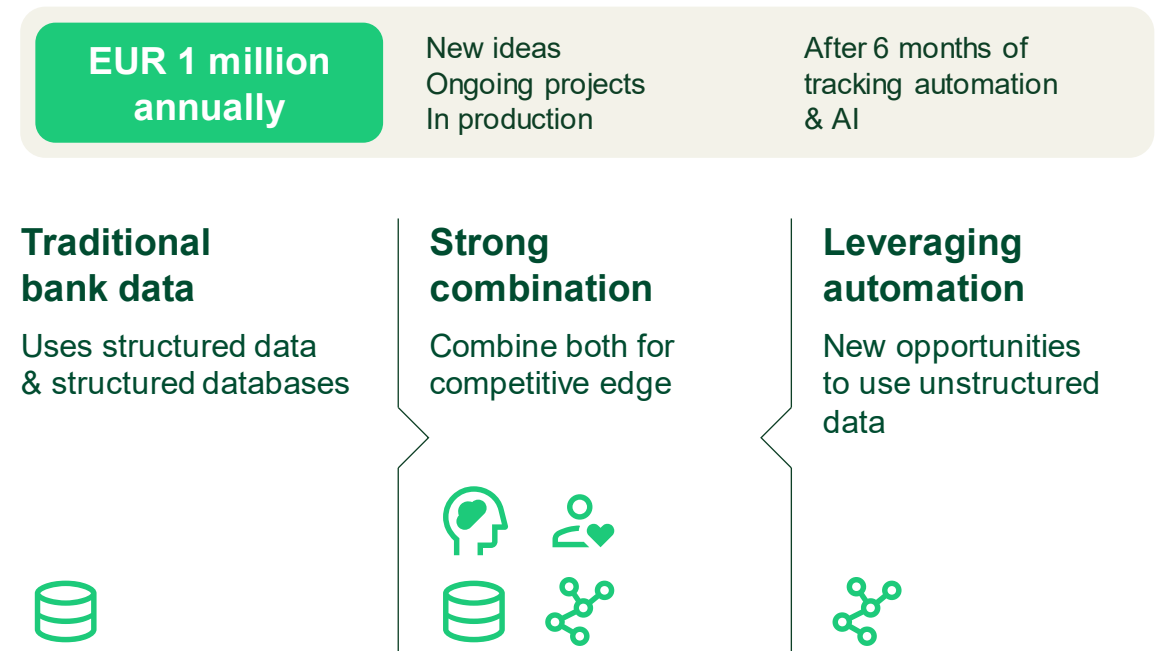
Efficiency Drivers

Some examples of using AI in the bank

- Archive analysis and data elements verification
- Customized AI LLM search for corporate intranet
- “Lending” agents specialized in analyzing documents.
 - Collateral & housing inspection as example
- Machine learning in AML & fraud
- Customer service: voice transcription, real time instructions
- Lending as a good use case
 - Building managers conf. letter & Sales Brochure
 - Credit management guideline document (bank)

Signs of calculated efficiency

Saved working hours worth



Increasing competitive positioning through our digital journey



We have comprehensive digital services for our customers, and we continue to invest further in resilience



Our digital ambition level is high; we work with data, integrations and AI to improve cost efficiency – evidence of automatization benefits already realising



We can benefit from simple architecture & partner selection



C/I ratio under 50%

Delivering on financial targets

Stable earnings and cost discipline underpin sustainable ROE >14%

Sarianna Liiri

Chief Financial Officer

omasp

Q1 2026 in line with our expectations



- Core business on stable footing
- Fee and commission income grew by 7.4%
- Cost development continued at a declining curve as planned
- Impairment losses on financial assets remained at moderate level

Comparable Profit before taxes
EUR **13.7** (4.6) million

Net interest income
EUR **35.8** (46.9) million

Operating expenses
EUR **29.0** (34.2) million

Comparable return on equity
7.0% (2.5%)

Net fee & commission income
EUR **13.4** (12.4) million

Earnings per share
EUR **0.33** (0.07)

CET1
18.5% (16.5%)

Comparable cost/income ratio
57.5% (54.4%)

Delivering sustainable ROE >14% up to 2029

ROE
7.6%

ROE
>14%



■ Diversified earnings

- Expanding earnings mix
- Scalable fee income strengthens profitability and reduces earnings volatility
- Net interest income provides a stable foundation for growth



■ Cost control

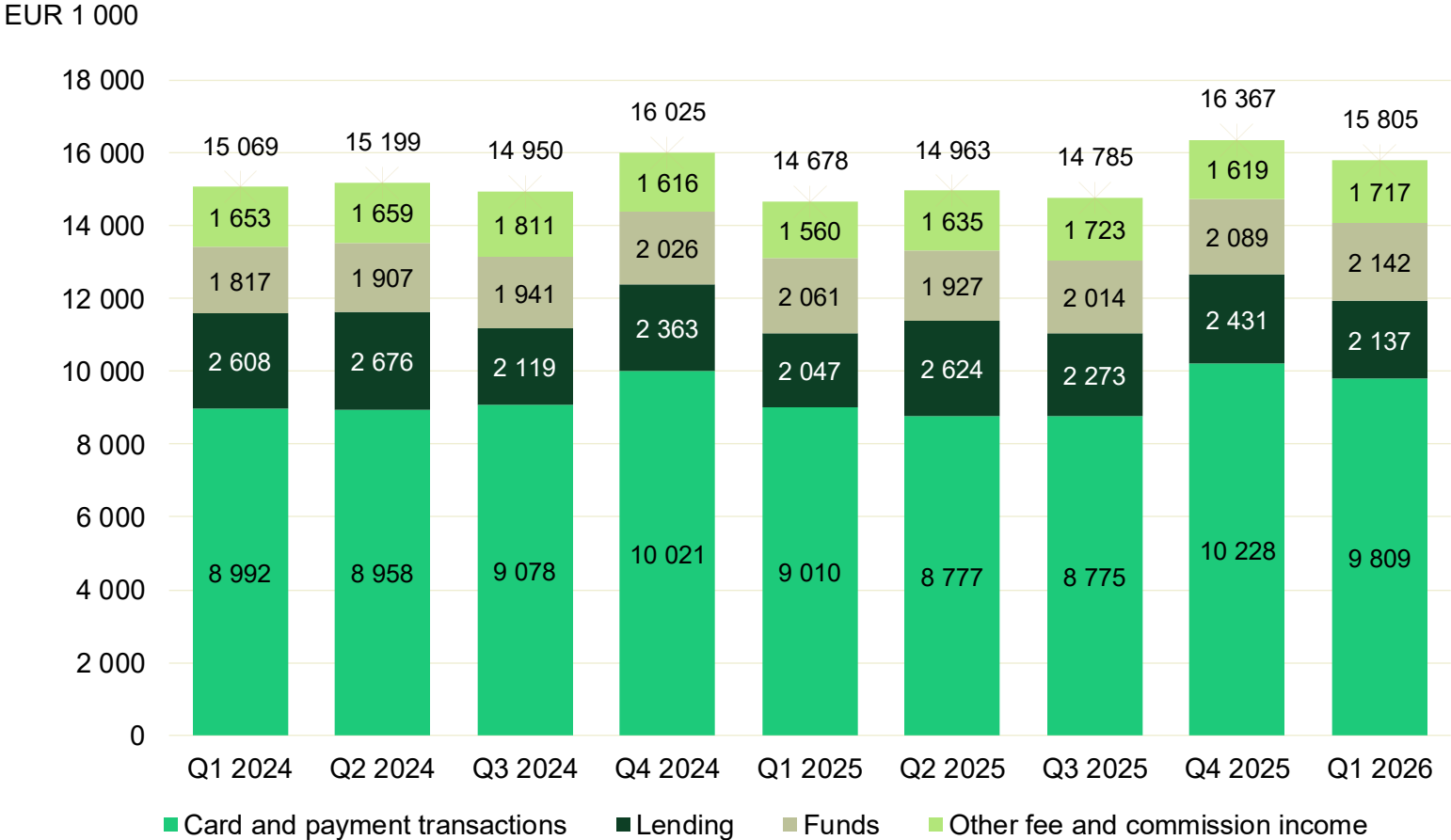
- Lowering the cost base through process efficiency and reduced manual work
- Reallocating resources toward customer-facing activities and sales



■ Optimized capital structure

- Maintaining strong capital adequacy to support sustainable growth
- Actively optimizing capital buffers to an efficient and appropriate level
- Steady and growing dividend with preparedness for extra dividend

Fee income driving growth towards >10% annually



- Fee and commission income has grown steadily, driven primarily by card and payment transaction fees
- Diversified earnings reduces dependency on net interest income

Costs declining – a clear path towards C/I ratio <50%



Strong cost discipline underpinning profitability

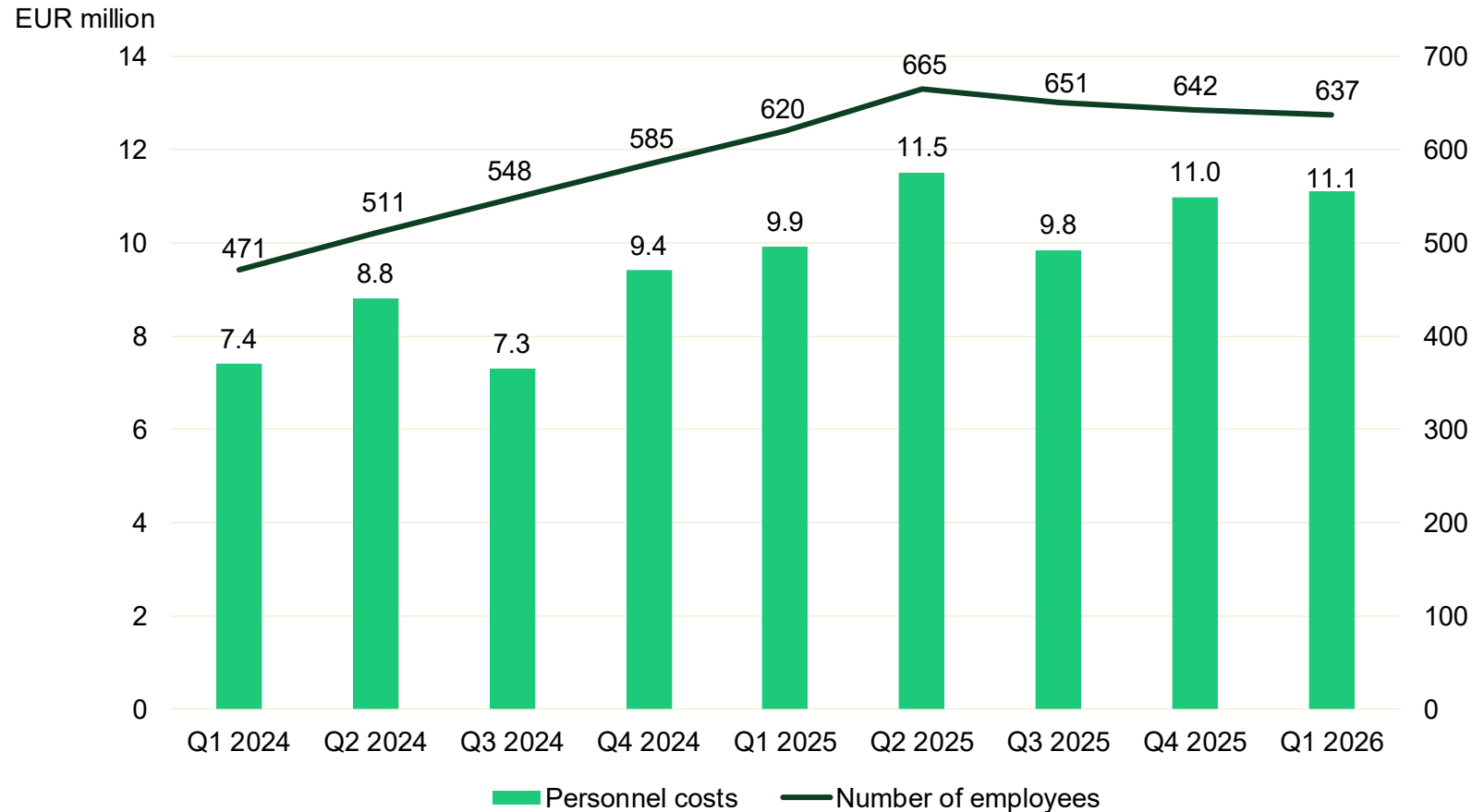
- Improved operational efficiency through streamlined processes
- Personnel resources increasingly focused on customer-facing activities and sales
- Tight control and prioritisation of investments

Comparable costs, EUR million



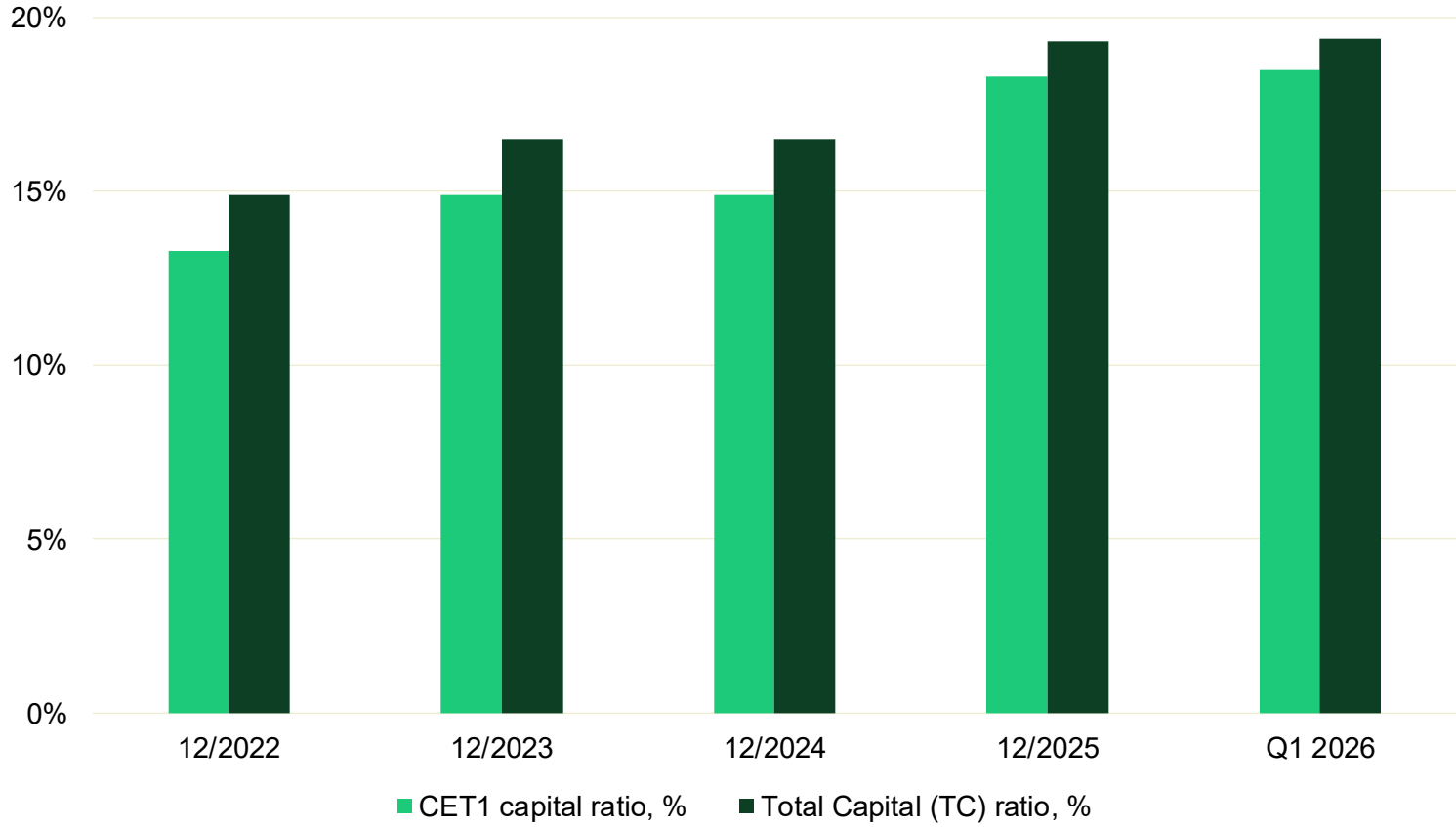
- EUR 11.1 mill. Personnel costs
- EUR 14.8 mill. Other operating costs excl. costs of authorities and business arrangements
- EUR 0.7 mill. Costs of authorities
- EUR 2.4 mill. Depreciations, impairments
- EUR -0.3 mill. Items affecting comparability

Stable headcount supporting cost stability



- Personnel expenses have increased in line with headcount growth over recent periods
- Focus is now on stabilizing the number of employees at the current level
- Further efficiency gains will be driven by productivity improvements and allocating resources more to customer-facing activities and sales

Maintain strong financial position



Total capital ratio:
19.4% (19.3%)

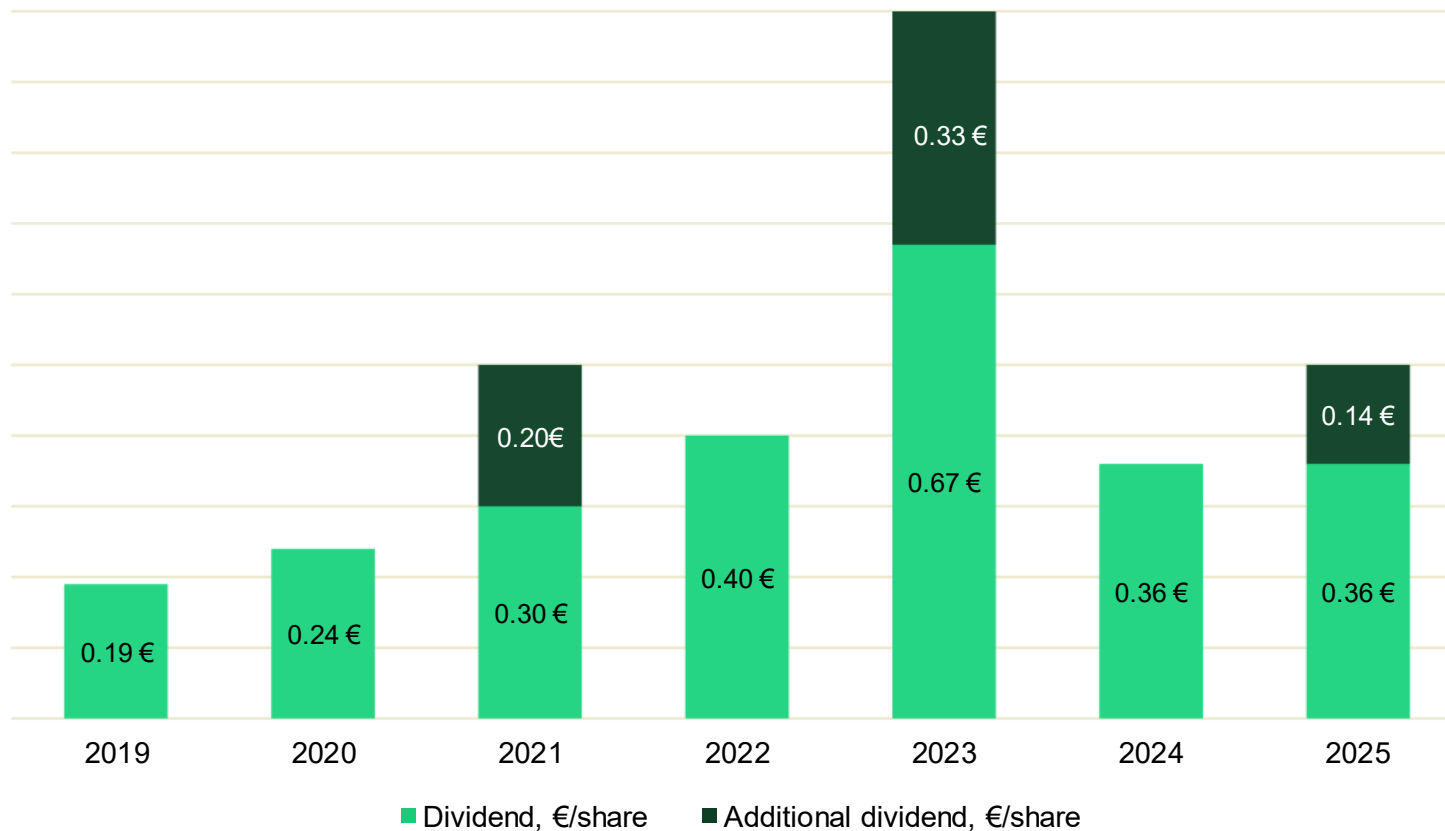
CET1 ratio:
18.5% (18.3%)

Accumulated equity:
EUR 628.7 (618.8) million

Risk-weighted assets:
EUR 2,994.5 (3,007.9) million

Total capital:
EUR 580.1 (581.4) million

Continuing to deliver growing shareholder returns

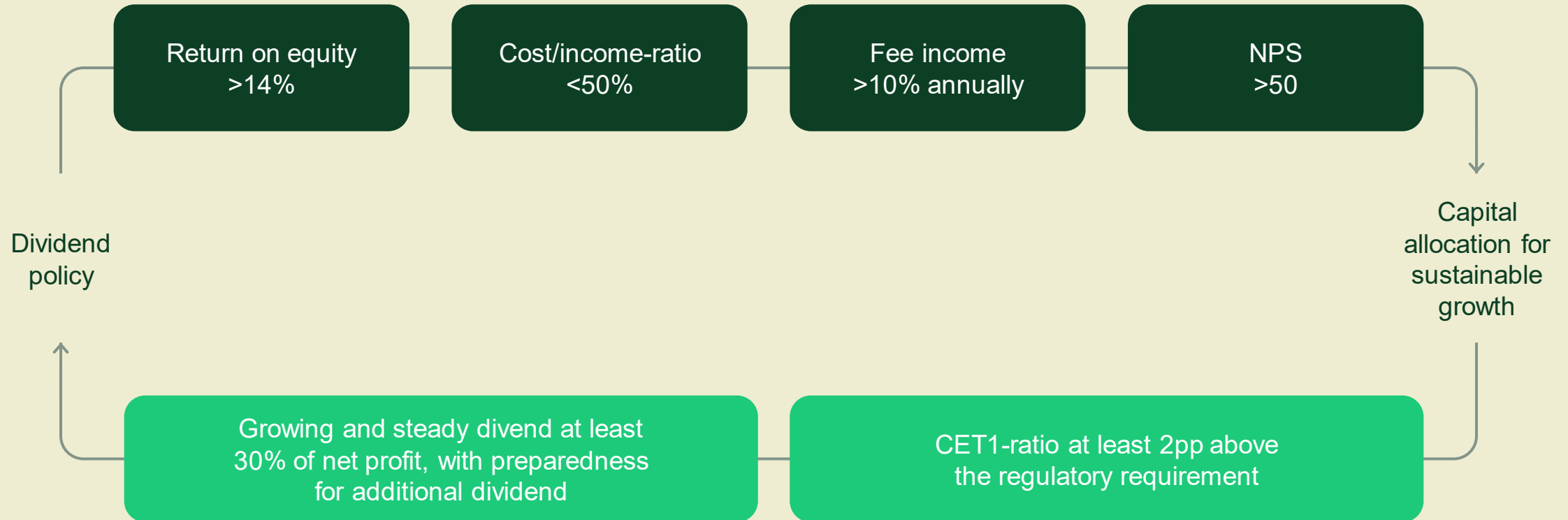


- OmaSp's goal is to pay a stable and growing dividend of at least 30% of the net profit for the period
- Preparedness to pay additional dividends



- Predictable and profitable investment with responsible growth
- Strong financial position with disciplined risk management
- Increasing share of fee-based income to support sustainable earnings

Balanced capital allocation to support sustainable growth and shareholder return



Stable earnings and cost discipline underpin sustainable ROE improvement



Diversified
earnings



Cost
control



Optimized
capital structure



ROE towards
over 14%

Q&A

Summary

Karri Alameri
CEO

omadaip

Delivering sustainable ROE >14% by 2029

1.

Dedicated and highly skilled personnel leading to high NPS



Culture that fosters credibility and co-operation

2.

Enhanced and unified processes improving efficiency



Automatization and AI supporting superior customer experience

3.

Well-positioned to deliver sustainable and diversified profitable growth



Strong balance sheet and a customer-focused operating model

omadp

Thank you!