

easor

FINANCIAL INFORMATION FOR 2025

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CFO MATTI EILONEN

11 MARCH 2026



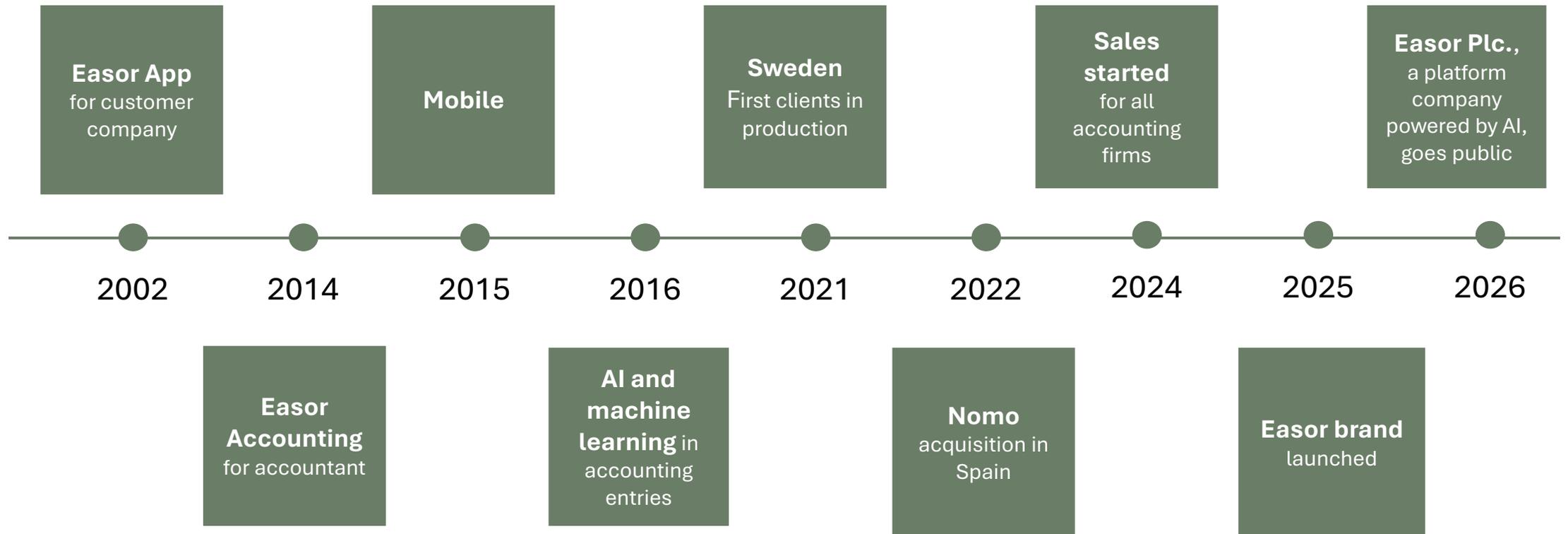
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Easor's journey in brief

Easor's history is based on strong accounting expertise, as Talenom accounting developed easy-to-use software for its customers and efficient software for its accountants.



Easor in figures



SME clients

+15,000

ARR (Net Sales)

+20 MEUR

Employees

+120

Software end-users

+60,000

Transactions annually

+10 million

Partner offices

+274
(02/26)

Active markets

4 





Strategy and growth

Market trends support digital platforms

01.

Legislation and market trends are driving digitalization (PSD2, e-invoicing, e-receipts, EU Green Transition).

02.

Customer behavior is changing towards digital platforms.

03.

Digitalisation is happening now – particularly in Spain and Italy: choices between platforms are being made and the barrier to switch is proven to be high.

OUR PURPOSE

We want entrepreneurs to **succeed** by taking care of their paperwork so they can focus on what they love most.

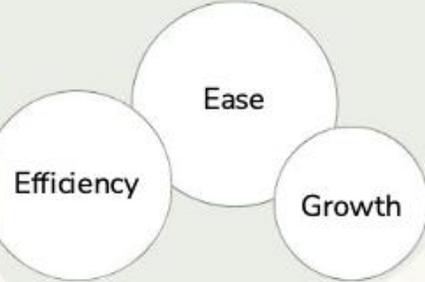
STRATEGIC FOCUS AREAS

-  Easor offers the easiest way to be an entrepreneur.
-  Growth – over 20% growth rate
-  The most attractive ecosystem for providing B2B services.



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A financial management platform



OUR VALUES

Courage

Drive

Care

"I don't want to and don't have time to handle administrative tasks."

"I want entrepreneurship to be as easy as possible."

Challenges of entrepreneurs



"I want my work to be easier and to earn more."

"I don't have the necessary tools for efficient work."

"I need more clients."

Challenges of service providers



Platform-based approach is transforming financial management

Customer company

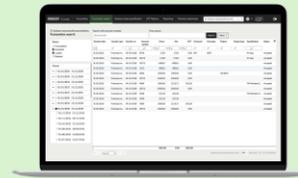


Easor App

- ✔ Easy to use app for your daily business
- ✔ Easy to find your own accountant
- ✔ Easy to integrate to other software



Partner accounting office



- ✔ Efficient tools to run accounting and business
- ✔ New customers
- ✔ Integrations to other software

Service providers

Alisa
PANKKI

intrum

- ✔ Sales channel

SVEA
EKONOMI



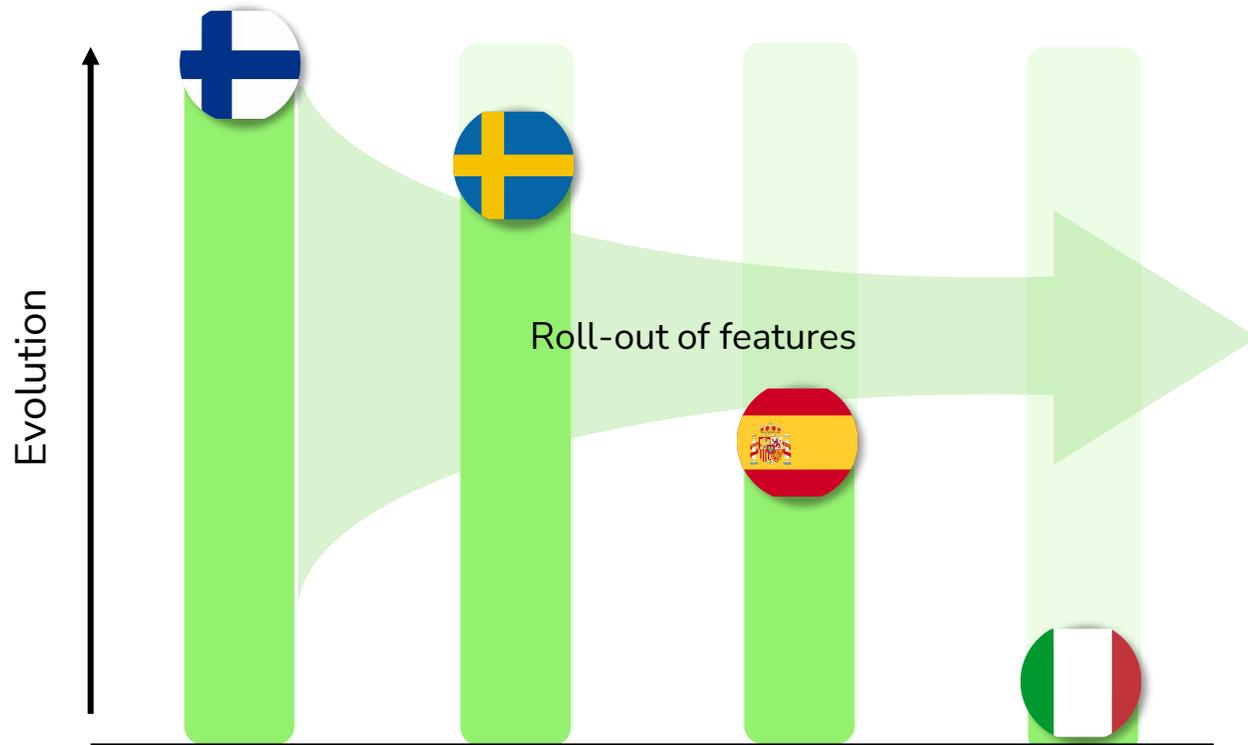
- ✔ Get more visibility

+ other professionals

- ✔ Low marketing cost

Growth strategy

Feature roll-out by country



1. **Growth** investments to capture users into the platform



2. **Growing net sales** by rolling out features to growth markets

Strategic priorities for 2026

01. Growth

- We are expanding the network of partner accounting firms and actively supporting them in new customer acquisition.
- At the end of 2025, the platform had 15.4 thousand customer companies. In February 2026, we had 274 partner accounting firms.

02. AI

- We have utilised machine learning and AI in accounting processes since 2016. The automation rate in Easor's accounting software is around 80%, with only about 20% of manual work remaining.
- In software development, AI tools have brought significant productivity benefits by streamlining the entire idea-to-product development process.
- Our extensive experience in the accounting industry gives us a competitive advantage, enabling us to incorporate AI-powered solutions into our software. These improve the productivity of partner accounting firms and simplify the daily lives of customer companies.

Figures for 2025

2025 in brief

1

A year of strategic changes

- With Talenom's demerger, Easor, listed as a separate company, will focus on the platform business.

2

Growth in the number of customer companies

- The number of customer companies grew by 17.4% during 2025. Comparable net sales grew by 2.4%, and comparable EBITDA was at the previous year's level.

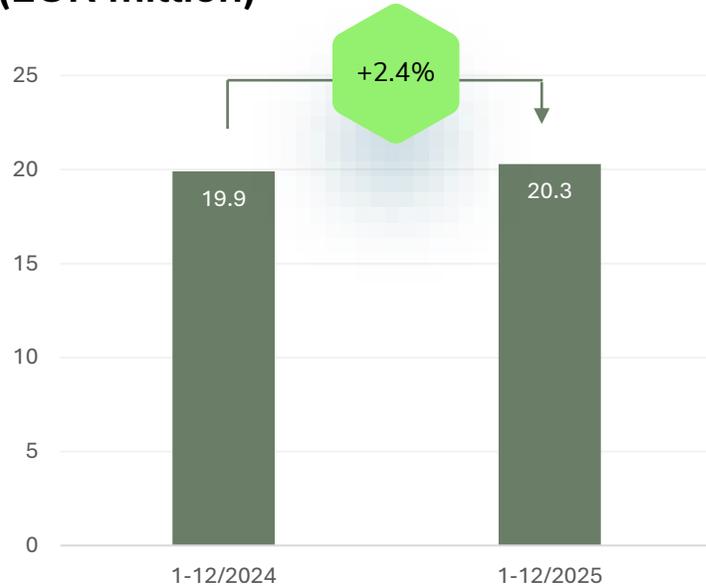
3

Investment level decreasing

- Investments in proprietary software decreased by EUR 2.2 million to EUR 10.4 million (12.6) during the full year. The cash flow freed up from investments will be directed towards accelerating growth.

Comparable net sales development

Comparable net sales January-December
(EUR million)



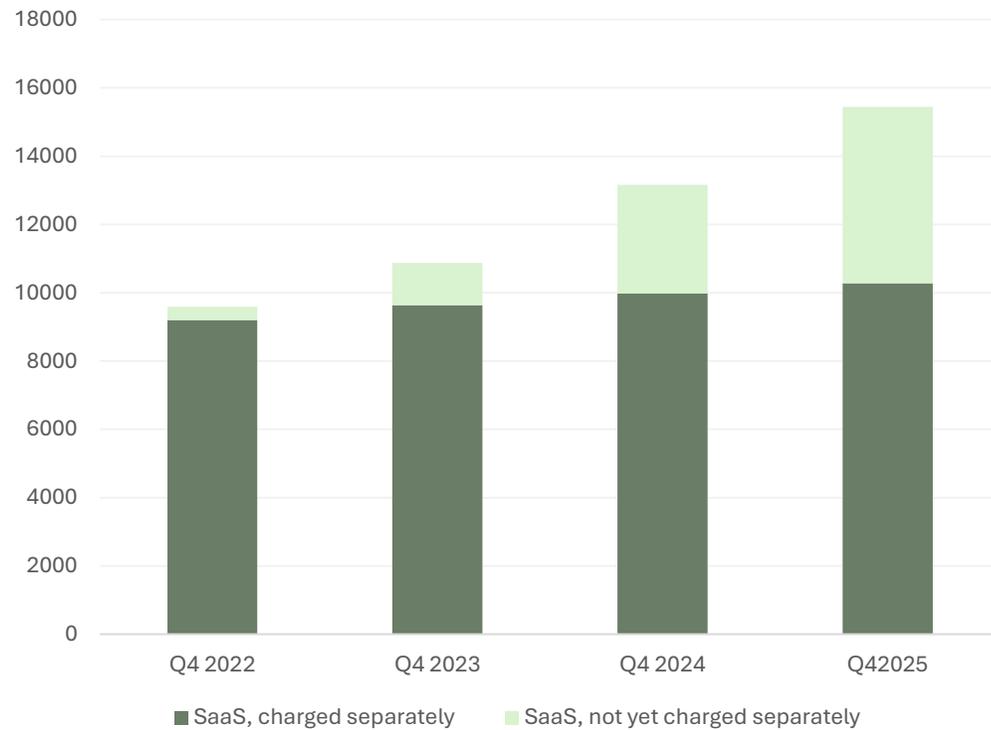
Comparable net sales Q4
(EUR million)



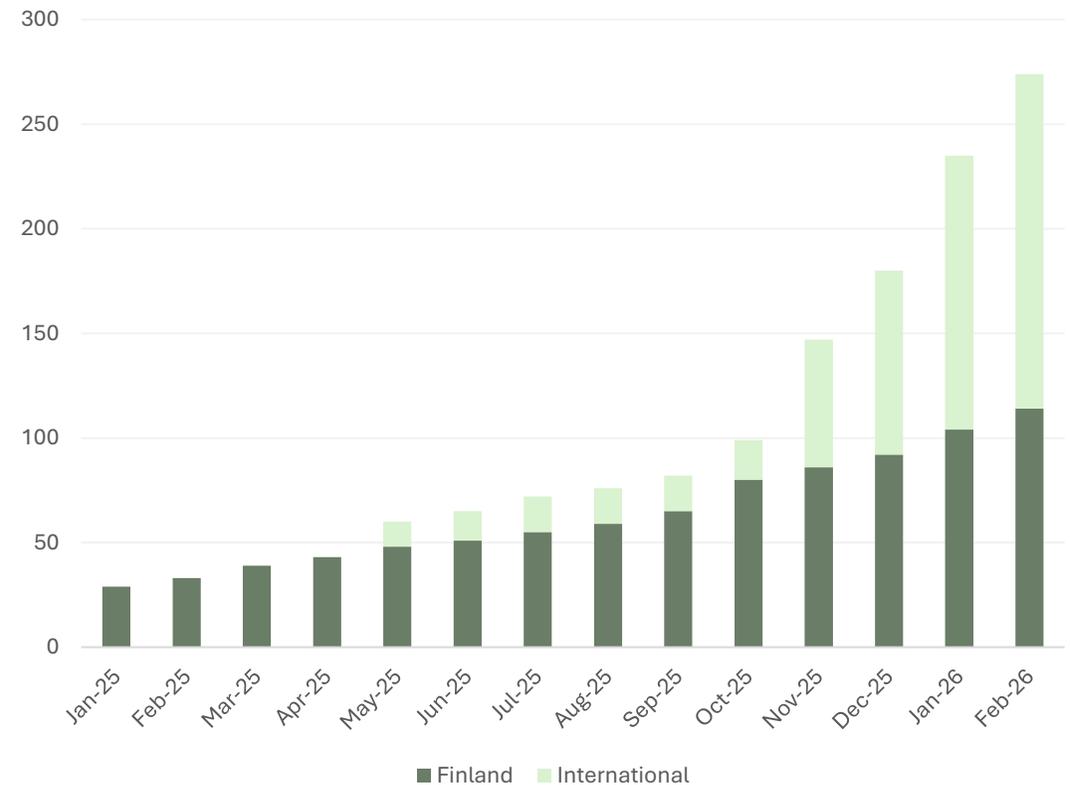
- The number of customer companies and partner accounting firms continued to grow.
- No significant net sales were generated from Spanish customer companies.
- Net sales development follows the growth in the number of users with a delay.

Growth comes from new customer acquisition

Customer amount



Amount of partner offices



Comparable EBITDA development

Comparable EBITDA January-December
(EUR million)



Comparable EBITDA Q4
(EUR million)



- In the last quarter of the year, growth investments had a slightly negative impact on profitability.

Easor financial guidance for the year 2026



Guidance

- The net sales are estimated to increase by 3–10% compared to the carve-out based net sales in year 2025
- The operating profit margin is expected to decrease due to the building of distribution channels and growth investments. These measures lay the foundation for long-term growth. The operating profit margin is also weakened by the costs of operating as a standalone listed company

Background for the guidance (highlights)

- Easor has a strong contract base in Finland
- Growth is driven by partner network and their new customers in all functional countries
- Upselling of current customers supports growth





Investment highlights

Why invest in Easor?

1

Strong player in financial management digitalization

- A long track record of digitalizing financial management in the Nordics
- Deep expertise to accelerate digitalization in European markets

2

Readiness for scalable growth

- Easor already operates in several European countries
- Big investments and architectural renewal completed

3

High recurring revenue creates stable cash flow

- Reduces the risk level of the business

4

Targeting over 20% annual revenue growth rate

- Medium-term goal (2-4 years) through organic sales

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Thank You