



MULTI-CURRENCY ACCOUNTS

January 2026

Presenting



James Hickman

CHIEF EXECUTIVE OFFICER

Over 25 years in the Financial Services industry with the last 20 years' experience within the FX and payments industries. Most recently, James was Chief Revenue Officer at Dublin-based fintech business, Fire Financial Services Ltd. Previously, James spent nearly five years as Chief Commercial Officer at AIM-quoted Equals plc. Prior to that he was Managing Director at a privately held card & payments business, Caxton FX Ltd.



Judy Happe

CHIEF FINANCIAL OFFICER

Judy has extensive experience of raising growth capital and executing M&A strategies at digital technology companies. She was CFO of digital mental health provider Kooth plc. Previous to this, she spent 7 years at cybersecurity business AVG Technologies in financial and operational roles. She co-led its \$1.3bn sale to Avast plc. Judy is a qualified Chartered Accountant.

WHAT WE DO?

Digital Multi-Currency
accounts for businesses
and individuals.



Proprietary
technology platform



Full account and payment
product suite



Innovating through
partnerships and
expanding its payment
capabilities



Onboarding customers with
complex needs



Benefiting from local payment
rails and lower transaction
costs

150+

KEY CURRENCIES

165+

COUNTRIES
CUSTOMERS CAN
SEND FUNDS TO

Key 2025 takeaways



Substantial strategic progress
– delivered against all strategic objectives



Successful **diversification of revenue** served to mitigate macro impacts



Exited the year stronger than entered – **positioned for accelerated growth**

Financial summary



Revenue growth of 9% to £12.4m
(FY 2024: £11.4m)

- Increase in active customers to 1,101 (FY 2024: 1,059) and average revenue per customer
- Substantial growth in Dubai revenue
- Significant growth in revenue from corporate clients
- Offset macro impacts on HNWIs revenue

Gross margin of c.61%
(FY 2024: 65.7%)

- Greater weighting towards corporate clients in revenue mix – typically transact more regularly and provide greater revenue recurrence

Adj. EBITDA of c.£0.1m
(FY 2024: £2.0m)

- Planned investments in strategic growth initiatives
- Cost discipline maintained – total operating costs in line with expectations

Cash and cash equivalents of £1.5m
(31 Dec 2024: £2.6m)

- Planned investments in strategic growth initiatives
- Return to cash generation expected in H2 2026
- Secured variation of loan note and incentivisation arrangements to provide greater financial flexibility – loan note repayment date extended to 31 Dec 2028

Finseta's FY 2025 results are yet to be reported: the figures provided for FY 2025 are based on Finseta's unaudited trading update published on 15 January 2026

Strategic delivery – expanding geographic footprint



» Dubai

- ✓ Regulatory approval received in March 2025
- ✓ Fully operational including local banking
- ✓ Significant growth – ahead of initial expectations
- ✓ Invested further in the sales team to support accelerated future growth in the region

» Canada

- ✓ Established a full-service office, including local banking
- ✓ Growth in partner network

» Sustained focus on expanding global network of banking & payment partners and introducer network

Strategic delivery – product and service enhancement

- Launch of Finseta Corporate Card
 - ✓ Fully live and onboarding customers with a target of aviation and marine
- Implementation of UK agency banking completed in Q3
 - ✓ Enables Finseta to issue its own account numbers
 - ✓ Indirectly connected to the Faster Payments Network
- Investment in new platform functionality and increased capability
 - ✓ New client portal
 - ✓ Enhancements to facilitate larger customers e.g. multi-layer authorisations, bespoke client approvals
 - ✓ Payment processing speed improvement of over 60%
- Sustained establishment of new counterparty relationships

Significant improvement in B2B offering, along with investment in UK sales team, driving strong growth in corporate client revenues

Summary

1

Revenue growth reflecting successful strategic execution in revenue diversification

2

Significant strategic progress – all objectives achieved and positioned for accelerated growth

3


Investments made to in strategic growth initiatives to deliver sustainable profitability

4

Secured loan note extension to support balance sheet strength

5

Board remain confident in delivering profitable growth for FY 2026 and delivering shareholder value



Thank you
ANY QUESTIONS

