



Mollie and Klarna partner: where simplicity meets flexibility

Klarna's smooth payment solutions now available as standard for Mollie's 55,000 SME and Enterprise merchants in the Netherlands, Germany, Austria and Finland

Amsterdam, the Netherlands, October 9, 2018 - Klarna, a leading payment provider, and Mollie, a fast growing payment service provider, are joining forces with the objective to create a simpler and more flexible payment experience for both merchants and customers. This partnership combines two technology-based innovative companies with a shared focus on constantly improving online payments and taking the shopping experience to the next level.

This partnership combines the flexibility of Klarna and the simplicity of Mollie. Mollie is the link between Klarna and the merchants, ensuring a straightforward process for new merchants as they will only have to work within the Mollie environment when onboarding and by default integrating Klarna's payment suite into the webshop. The plugins Mollie has developed for each major e-commerce platform also allow for easy integration of the Klarna solution into existing merchants' webshops.

Together, Klarna and Mollie will ensure that merchants can provide a superior customer journey including a frictionless checkout experience and the freedom and flexibility for customers to choose when and how they want to pay. For merchants, this will improve conversion rates, increase average order value and ultimately drive customer loyalty.

Adriaan Mol, Founder of Mollie, says: *"As we are always trying to find new ways to help merchants grow their business, adding Klarna to our payment method portfolio seemed like a perfect next step. From the first meeting, both us and Klarna have been very excited about the mutual collaboration. This partnership with Klarna is extremely valuable, as it allows merchants the easiest way to offer their customers the best online shopping experience."*

Michael Rouse, Chief Commercial Officer at Klarna, says: *"We are continually impressed by Mollie, the innovative platform they have built and their efficient and clever solutions for e-commerce that are constantly developing. Exactly like Klarna they are everyday working to make payments better and this partnership is based on a common objective of helping merchants unlock growth, boost conversion rates and drive customer satisfaction and loyalty through a smoother shopping experience. Klarna has been growing strongly in the key markets of the Netherlands, Germany, Austria and Finland and together with Mollie, our payment methods will be available to even more merchants and customers."*

Klarna's payment alternatives give customers the possibility to pay later or through

instalments, based on local market availability. *Pay Later* lets customers pay for items up to 14 days after delivery by invoice, thus letting them try before they buy. Klarna's *Pay Later* has proven successful in the Nordics, the Netherlands and the UK, and invoice is also one of Germany's most popular online payment methods. *Slice It* enables customers to spread the cost of their purchases over the course of 3 to 36 months at a low interest rate, giving them flexibility and increased purchasing power. Klarna also assumes responsibility for managing credit and fraud risks, allowing merchants to quickly receive payment for the orders, and allowing customers to pay only if they're happy with their purchase.

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About Mollie

Mollie is a fast growing European payment service provider, looking to break the traditional ways of payments by providing a larger level playing field for everyone. With simplicity-first code, we empower entrepreneurs of all sizes to efficiently manage their money flows and grow their business wherever they want. Mollie was founded in 2006 in Amsterdam and grew over the years to a company with 120 employees, serving 55,000 clients all over Europe.

About Klarna

Klarna is one of Europe's leading payments providers and a newly-licensed bank, which wants to revolutionise the payment experience for shoppers and merchants alike. Founded in Stockholm, Sweden, in 2005, we give online consumers the option to pay now, pay later or over time - offering a simple, safe and smooth checkout experience. Klarna now works with 90,000 merchants. Klarna has 2,000 employees and is active in 14 countries.