

Q1 results 2021



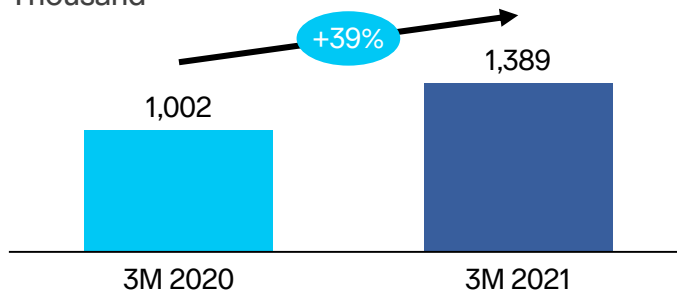
Nordnet

Key highlights first quarter 2021

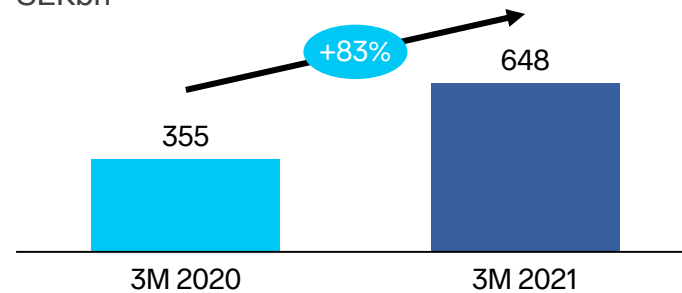
- Record inflow of new customers, 39 percent annual growth
- Savings capital at all-time high, 648 BSEK, and high net savings
- Highest number of trades for a single quarter, and large interest for cross-border trading
- Successful launch of the new Norwegian pension account, EPK
- Implementation of digital processes for signing and transferring occupational pension in Sweden
- Record financial result – SEK 830m in operating profit

Financial highlights first quarter 2021

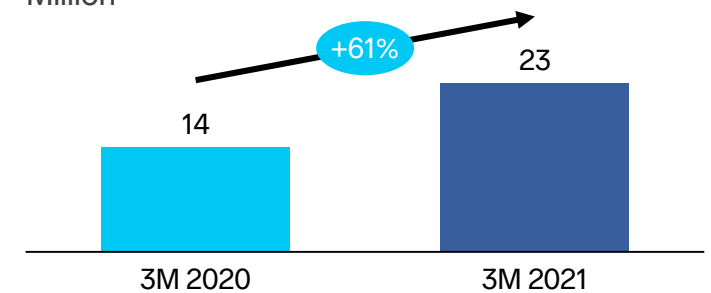
Customers
Thousand



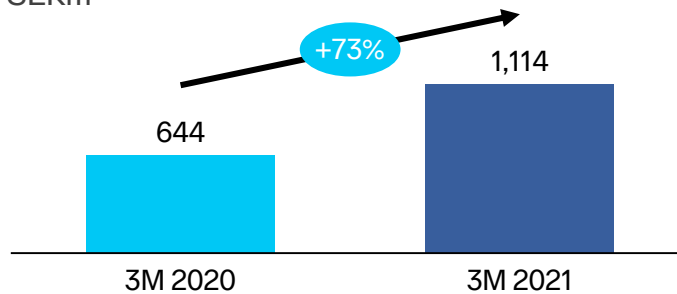
Savings capital
SEKbn



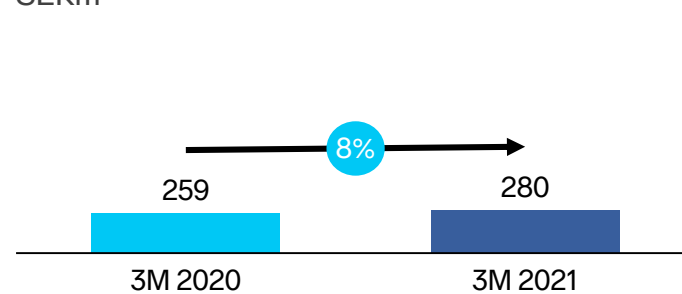
Number of trades
Million



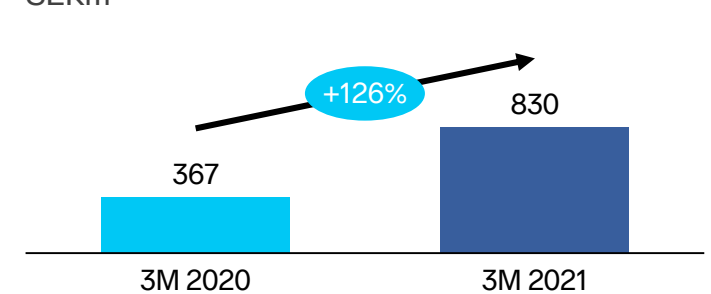
Adjusted revenues
SEKm¹



Adjusted operating expenses
SEKm¹



Adjusted profit before tax
SEKm¹



(1) Refer to page 27 for additional detail on items affecting comparability

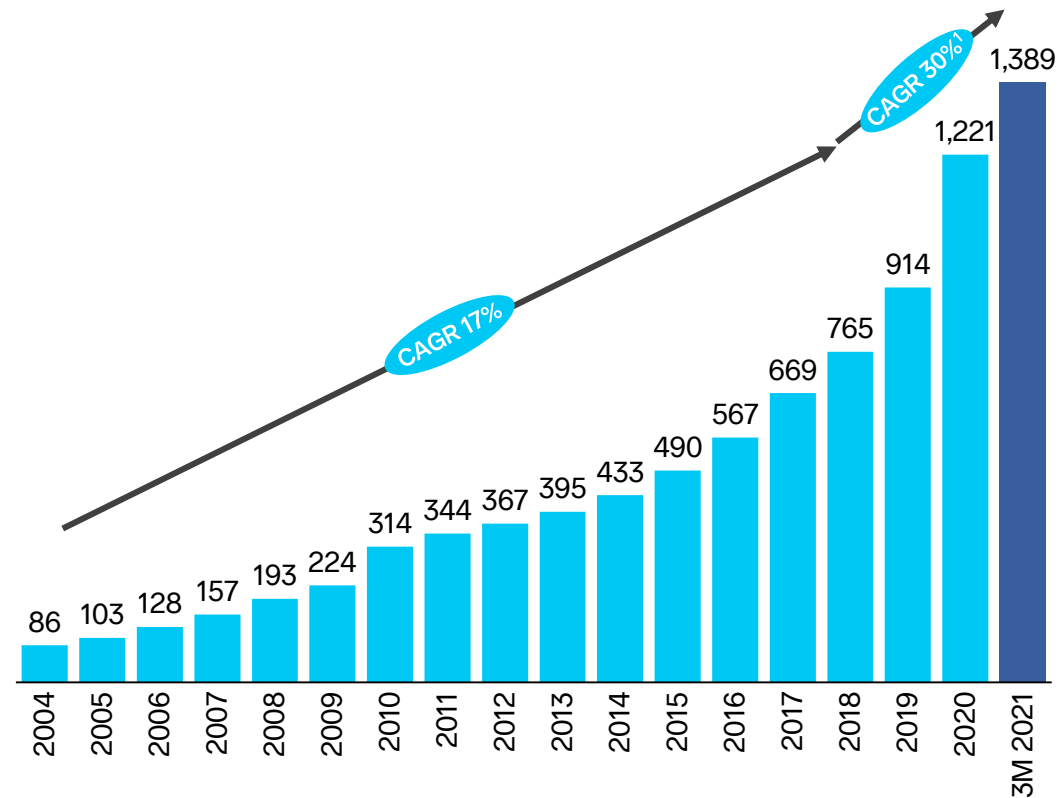
Financial highlights first quarter 2021

SEKm unless otherwise stated	Q1 2021	Q4 2020	QoQ %	Q1 2020	YoY %
Condensed P&L¹					
Adjusted total income	1 114	767	45%	644	73%
Adjusted operating expenses	(280)	(287)	(2%)	(259)	8%
Adjusted profit before tax	830	473	75%	367	126%
KPIs					
New customers	+167,200	+98,600	70%	+88,800	88%
Customers	1,388,700	1,221,500	14%	1002,400	39%
Net savings (SEKbn)	+27.0	+35.2	(23%)	+23.8	13%
Savings capital (SEKbn)	647.8	564.9	15%	354.9	83%

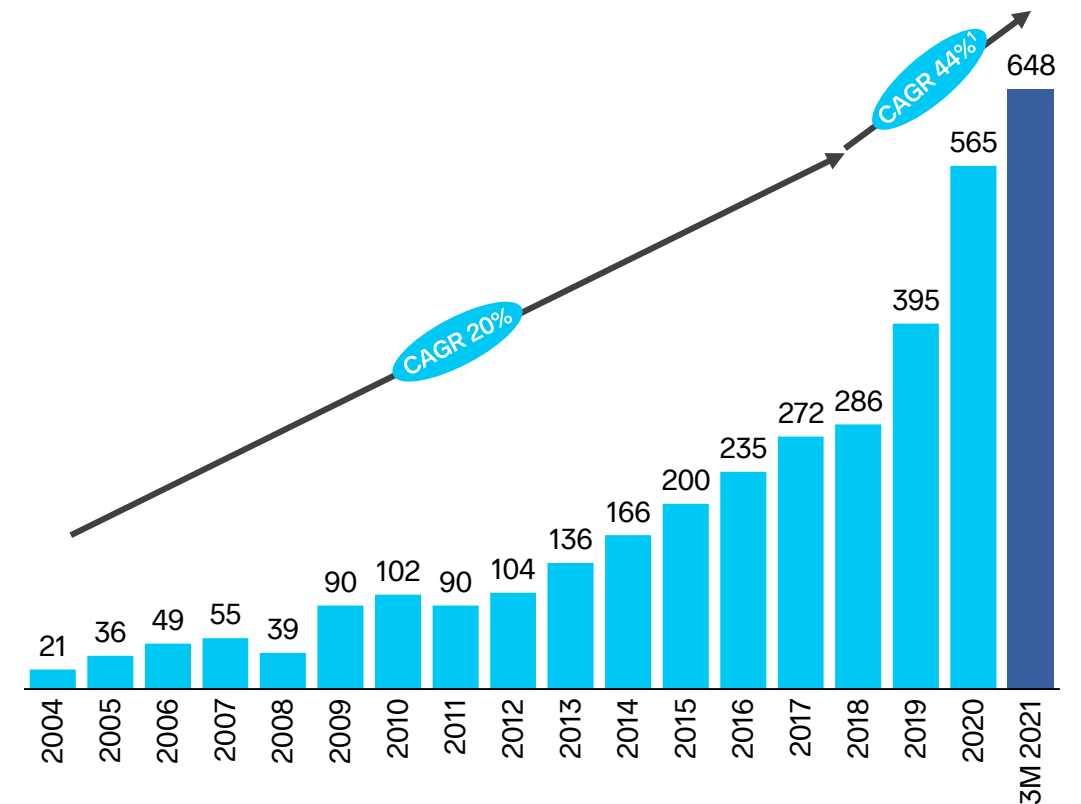
(1) Refer to page 27 for additional detail on items affecting comparability

Continued acceleration of long-term growth

Customers
Thousand



Savings capital
SEKbn

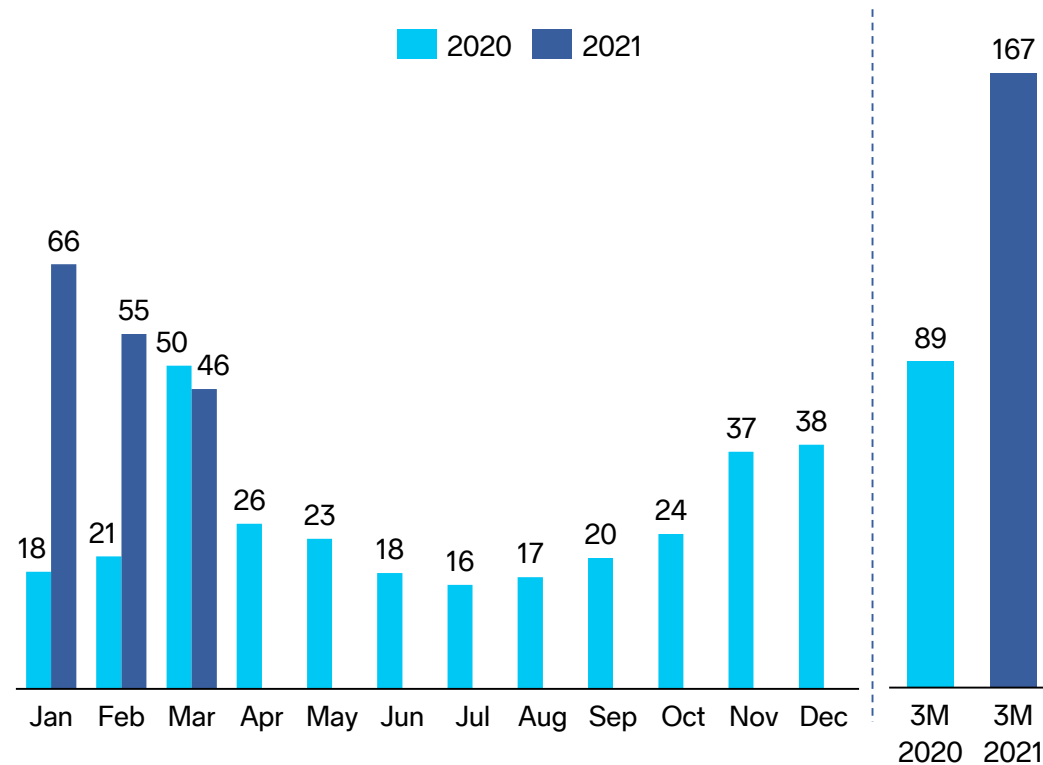


(1) Adjusting for the acquisition of Netfonds (contributing ~32,000 customers / SEK15bn in savings capital), the CAGRs would have been 29% for customers and 42% for savings capital, respectively

Strong quarter in customer growth and net savings

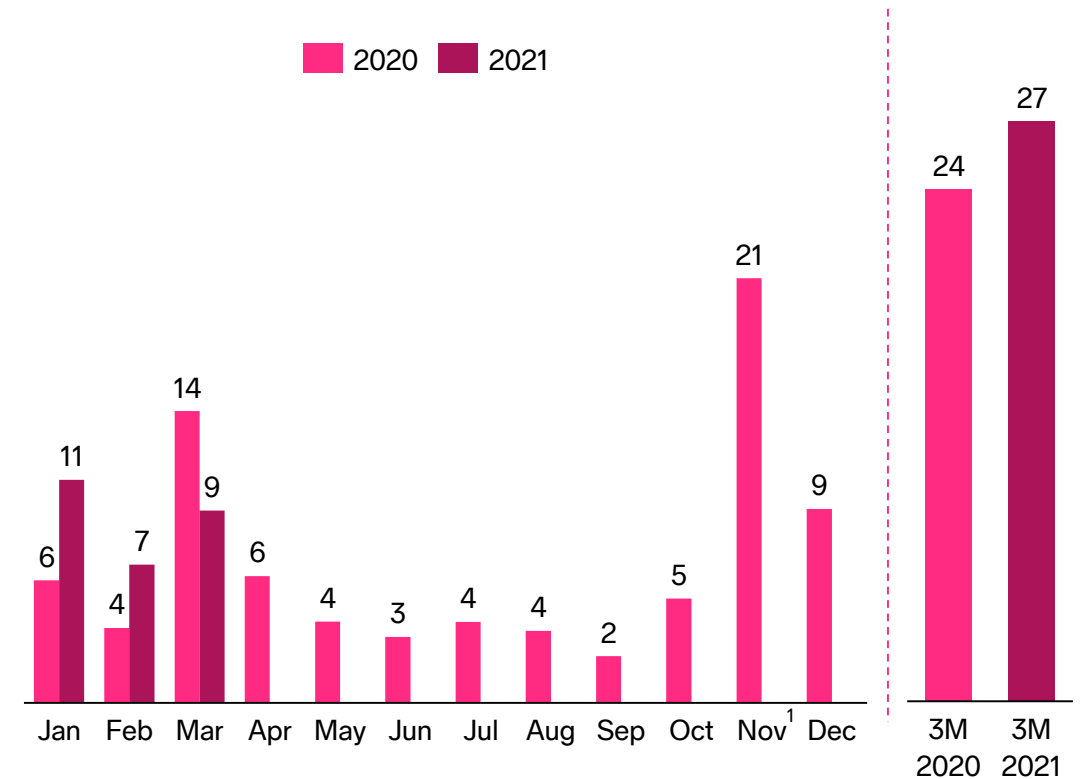
New customers by month

Thousand



Net savings per month

SEKbn

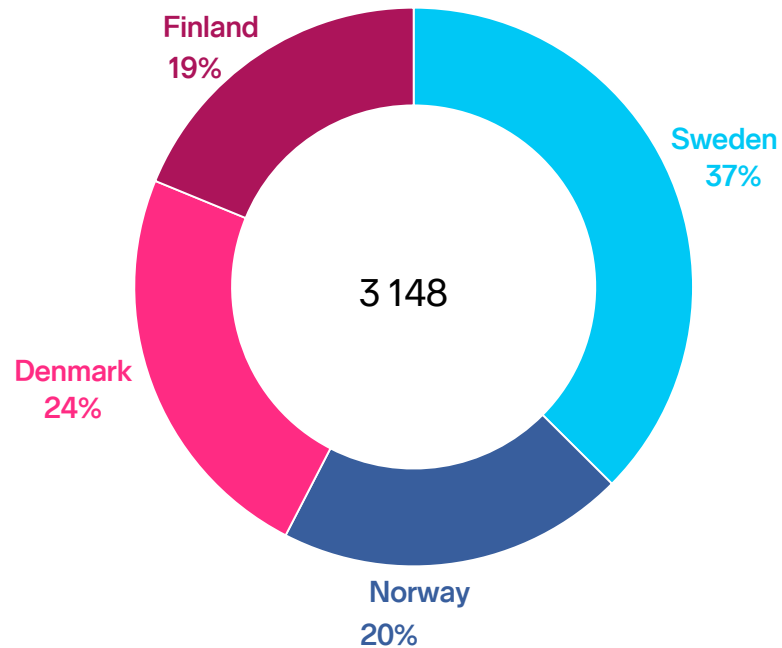


(1) Of the total net savings in November 2020, SEK 11.7 billion corresponds to shares in Nordnet AB (publ) related to Nordnet's listing on Nasdaq

Only pan-Nordic digital savings and investment platform at scale

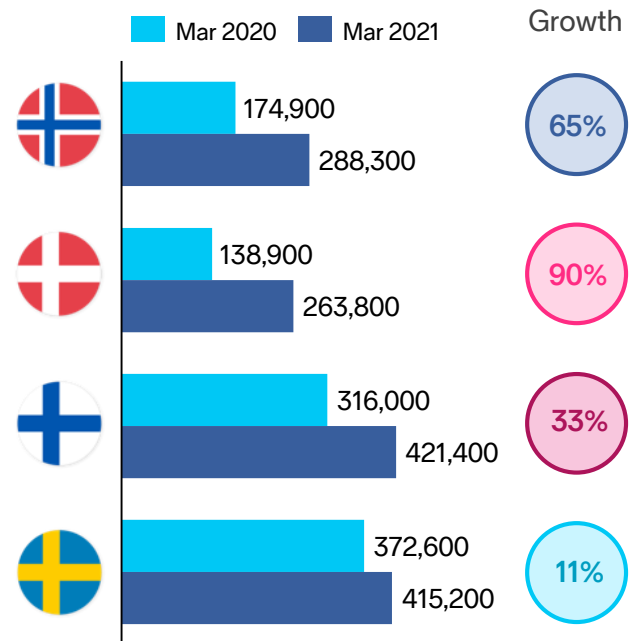
Sweden is still the largest market...

Nordnet's LTM 3M 2021 revenue by country (%)



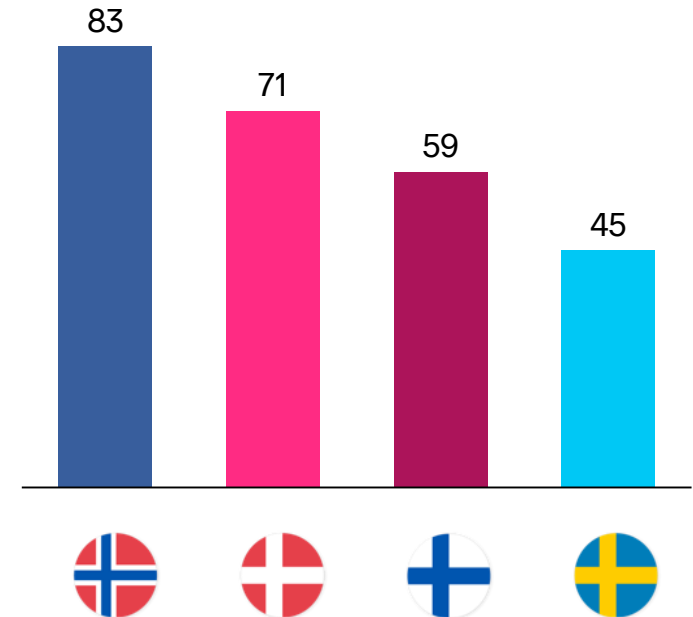
...and other Nordic countries are growing faster...

Nordnet's number of customers by country



...at higher margins

Revenue margin by country (bps)¹

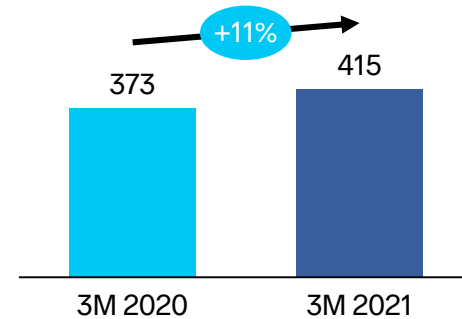


(1) LTM 3M 2021 revenue (excluding personal loans in Sweden) divided by average quarterly savings capital

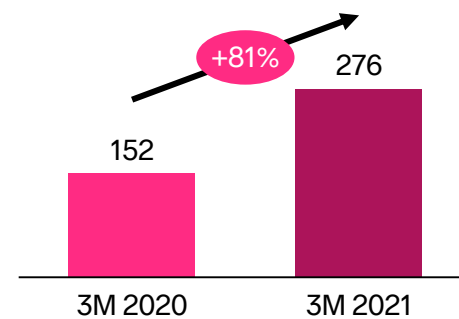
Continued strong customer and savings capital growth across our geographies

Sweden

Customers
Thousand

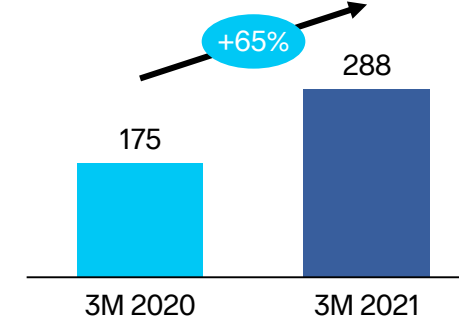


Savings capital
SEKbn

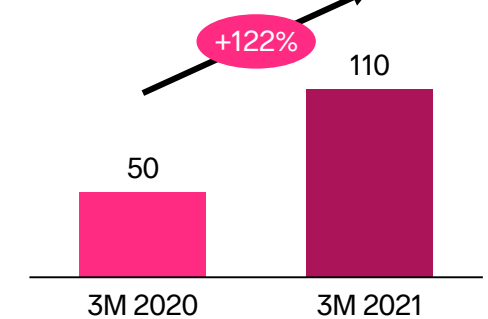


Norway

Customers
Thousand

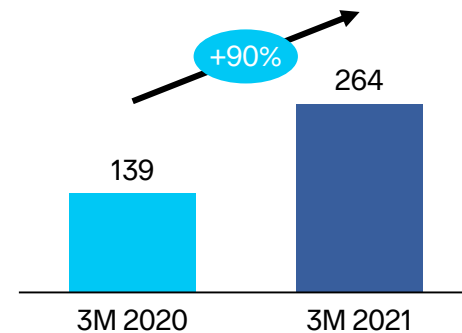


Savings capital
SEKbn

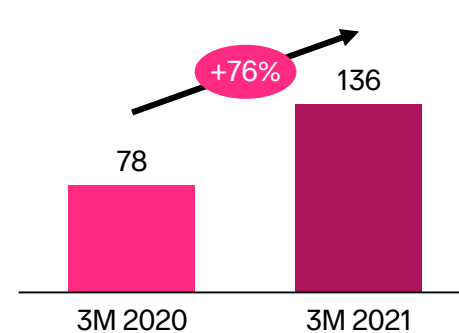


Denmark

Customers
Thousand

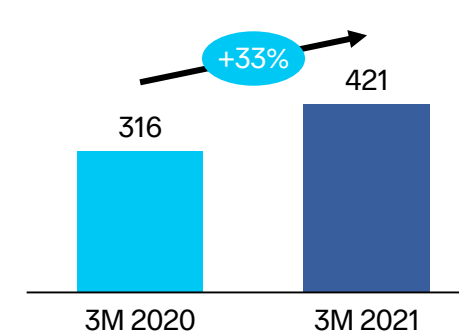


Savings capital
SEKbn

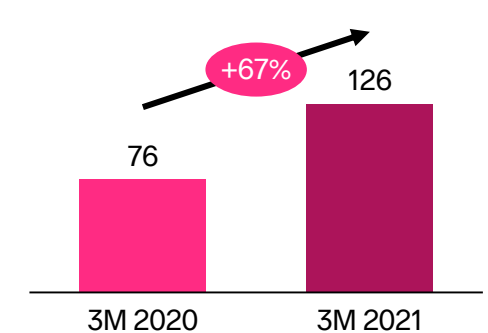


Finland

Customers
Thousand

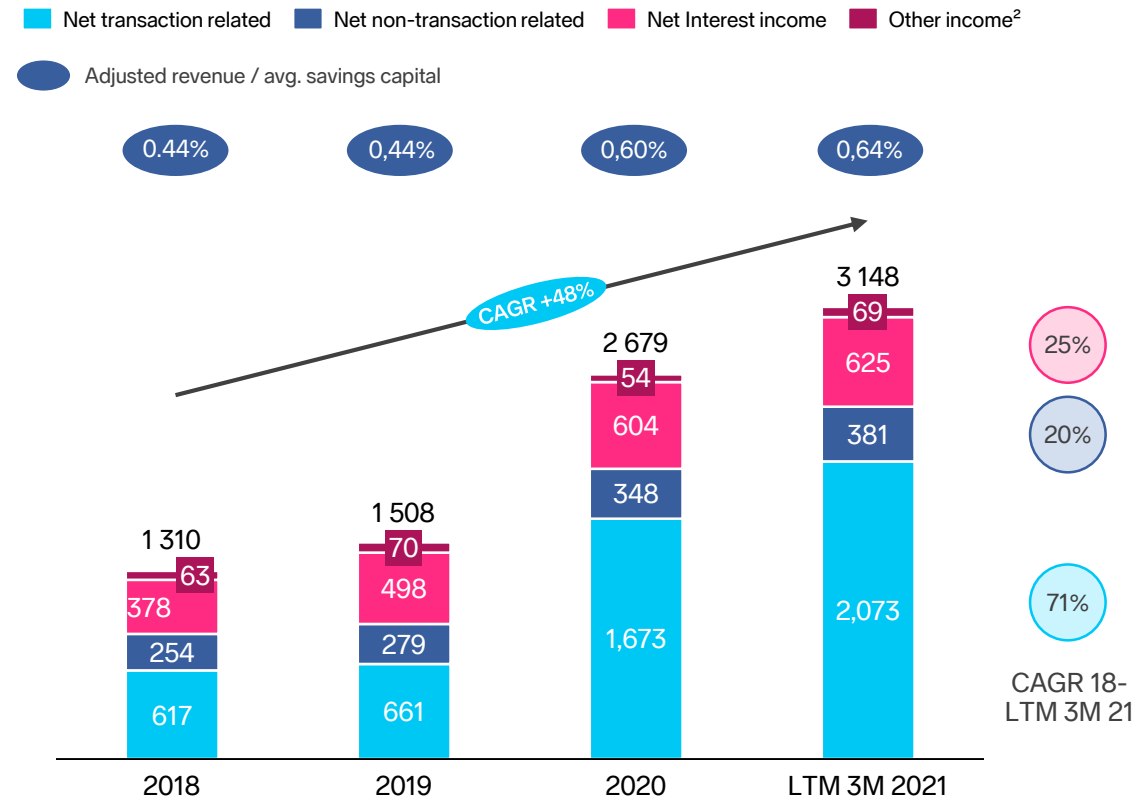


Savings capital
SEKbn

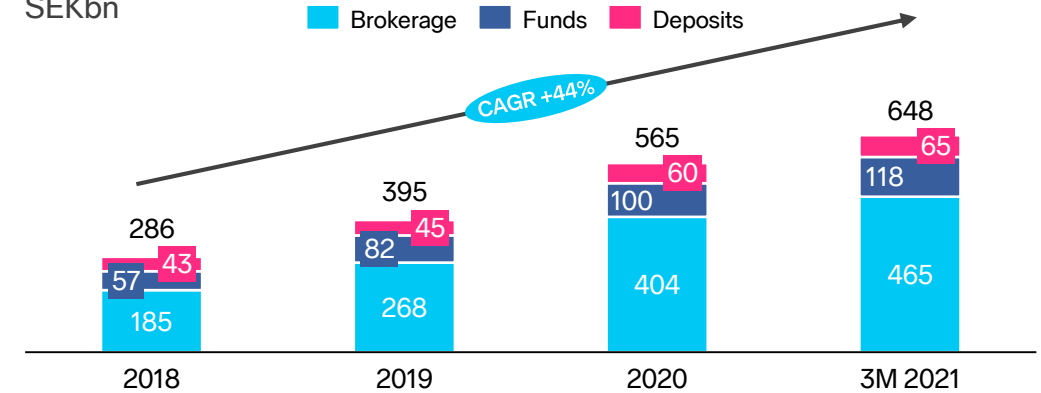


Strong revenue growth driven by higher savings capital and resilient margins

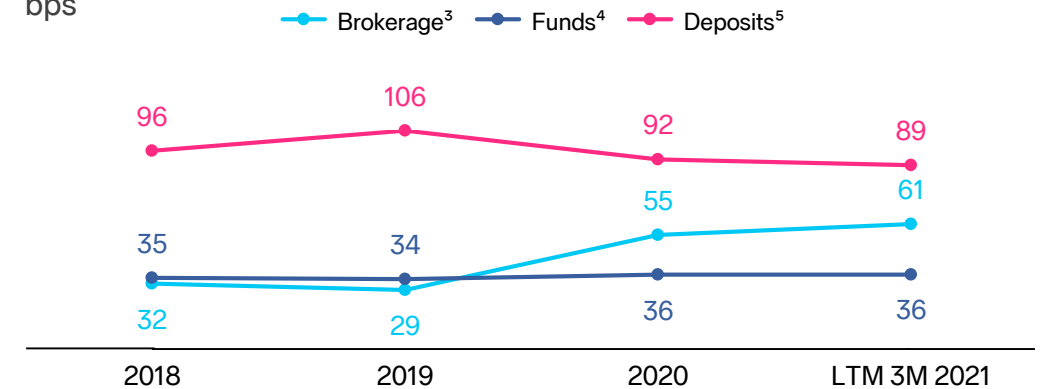
Adjusted revenue by income type
SEKm¹



Savings capital by product
SEKbn



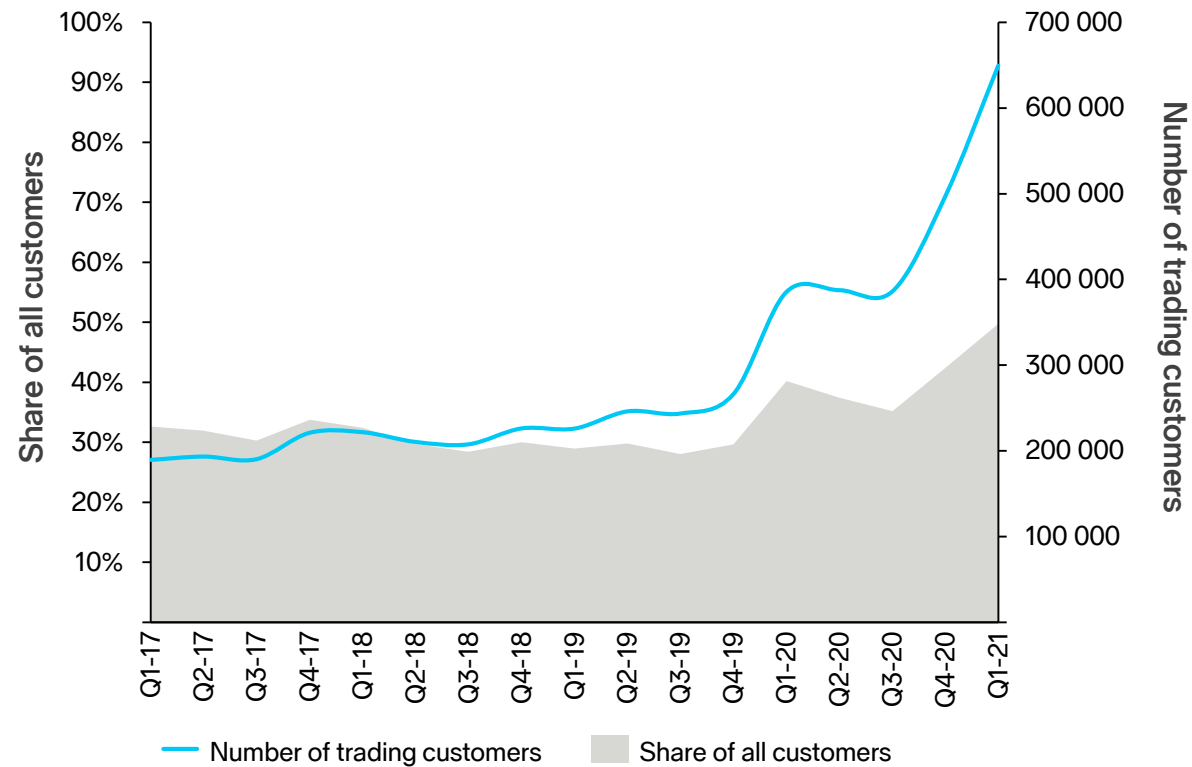
Revenue margin by product
bps



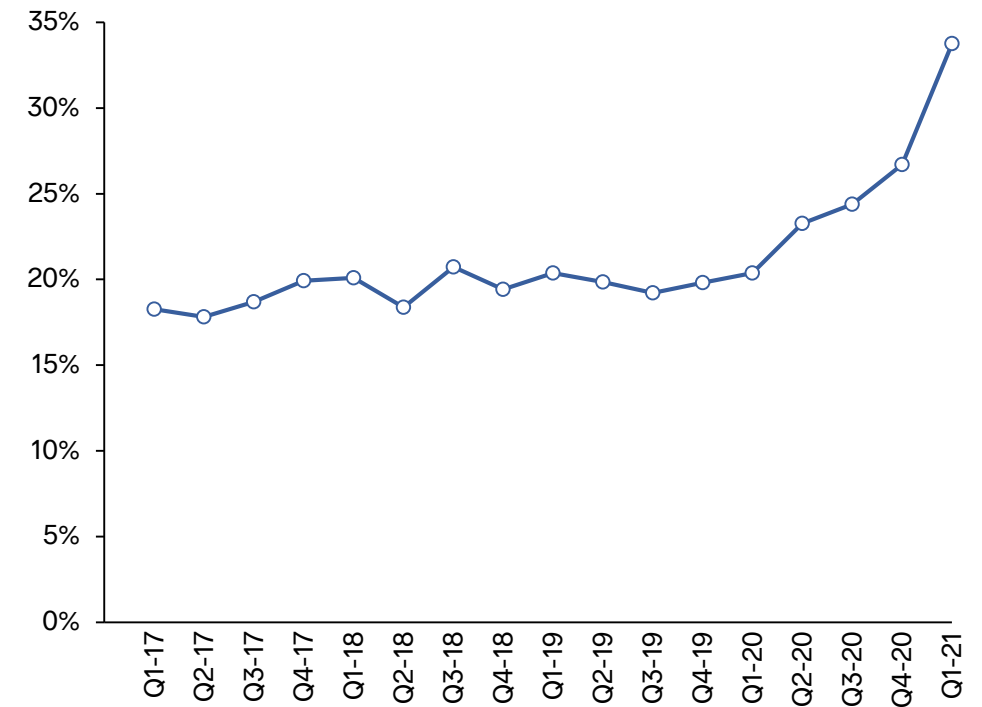
(1) Refer to page 27 for a reconciliation of adjusted to reported metrics; (2) Includes net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net non-transaction related income excluding income from Nordnet Markets divided by average quarterly fund savings capital; (5) Net interest income excluding income related to securities lending divided by average quarterly deposits

Significant growth in number of trading customers with an increased interest for cross-border trading

Trading customers



Share of cross-border trades %



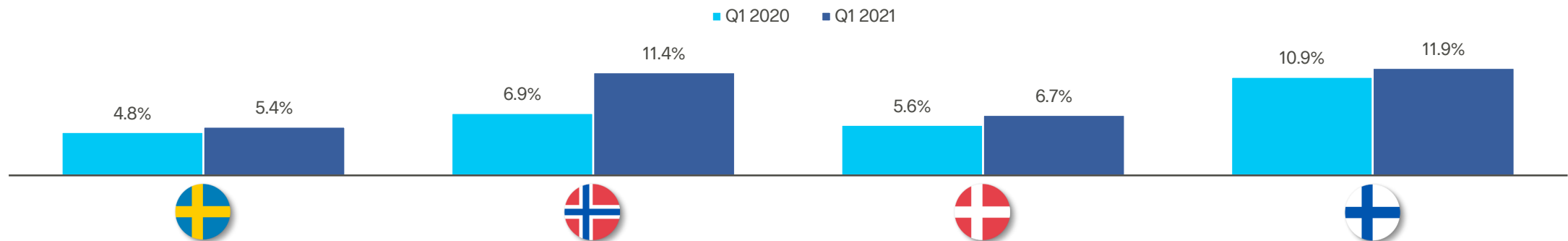
Strong customer satisfaction driving market share gains

Customer satisfaction remains at high levels in all countries...



...which translates into increasing market shares across our geographies

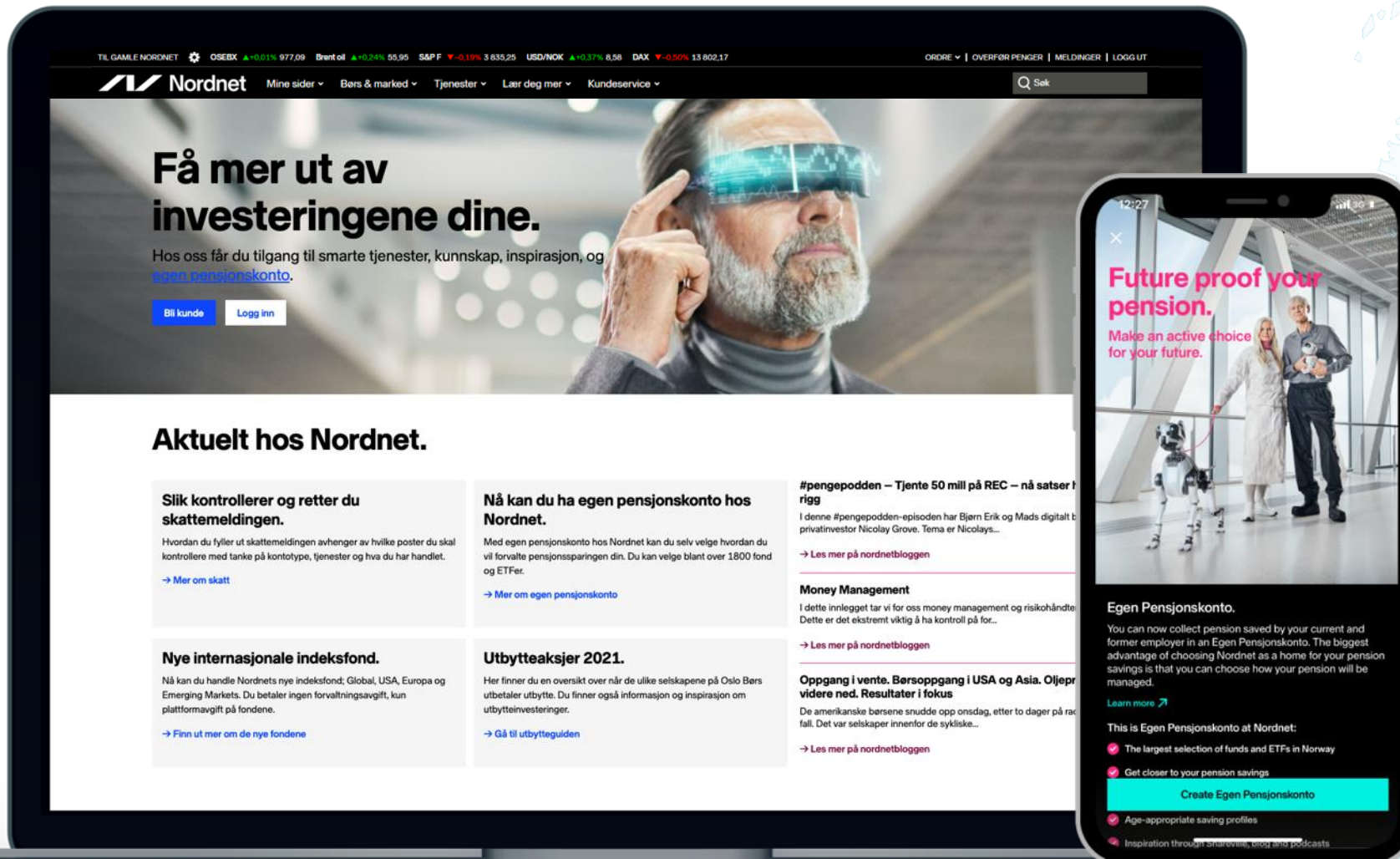
Market share based on number of trades¹ on the relevant exchange (%)



Source: Nasdaq OMX Stockholm, Copenhagen and Helsinki as well as Oslo Børs.

(1): For Norway, market share reflects turnover volume and not number of trades due to lack of relevant data

Successful launch of Norwegian EPK pension account



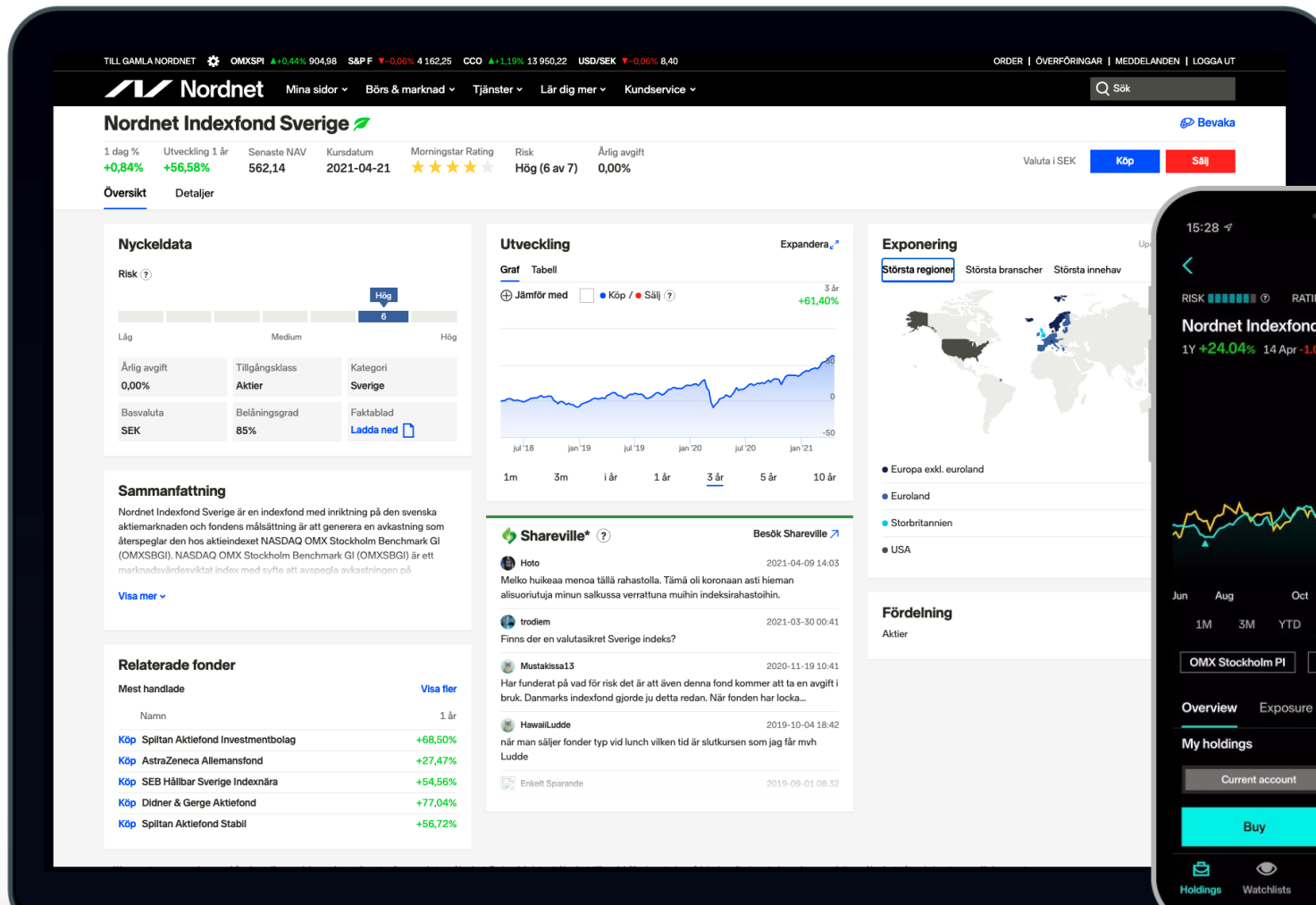
EPK
market share*

25%

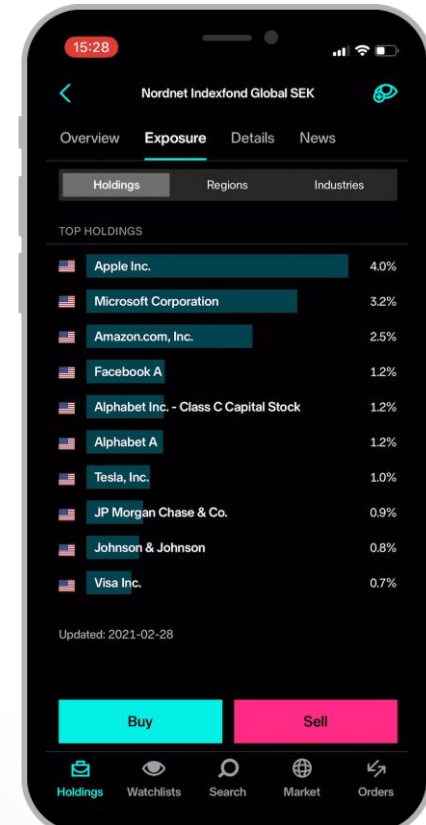
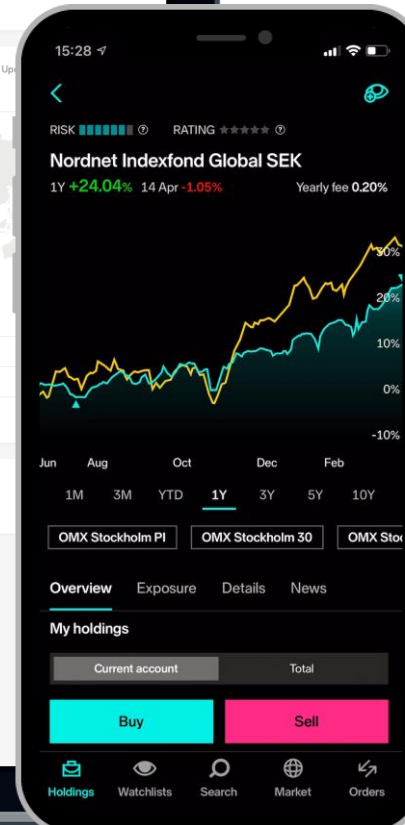
* Market share of those customers who have made an active choice

Select Q1 2021 product releases

New fund instrument pages on NEXT

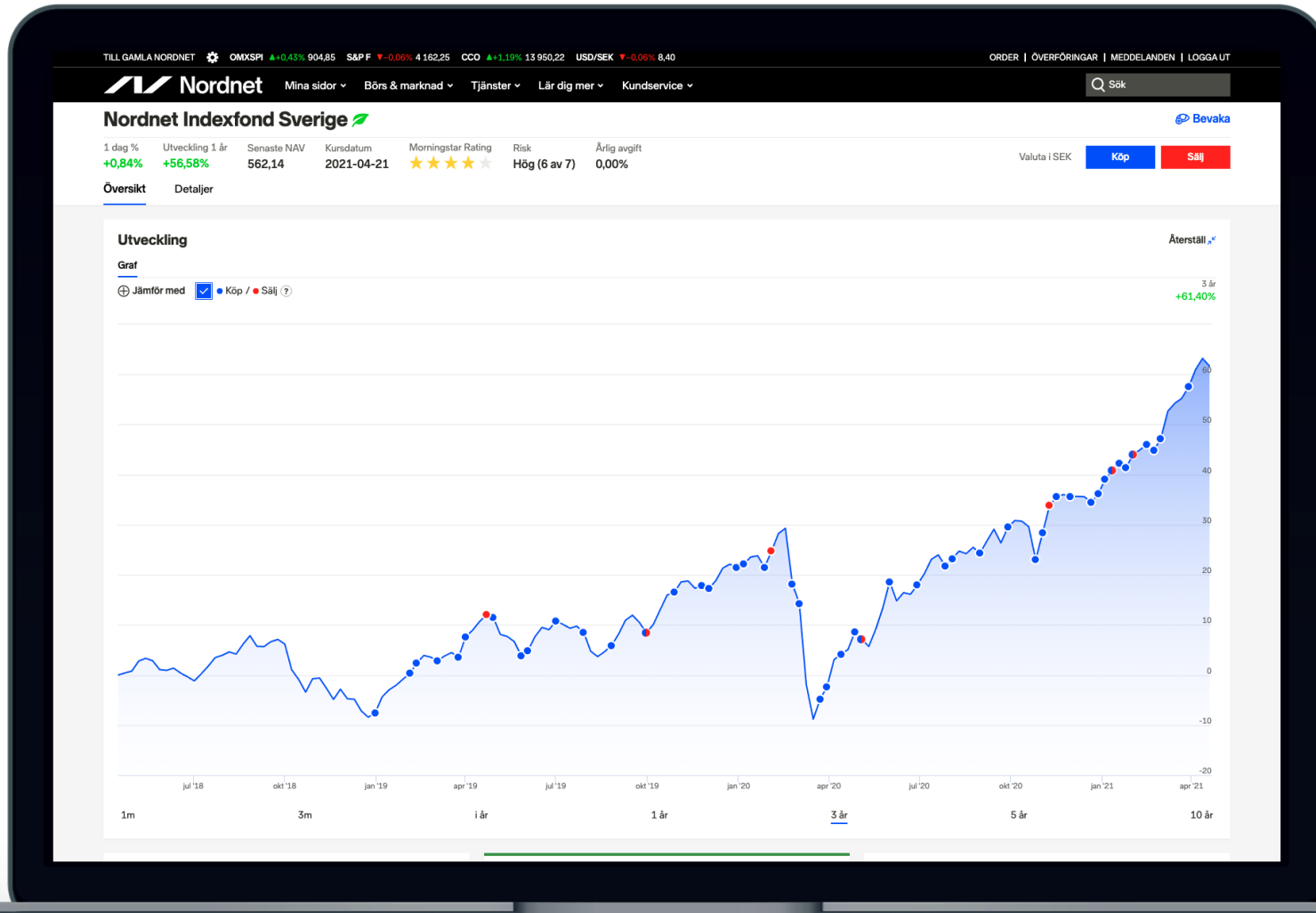


New fund pages in app



Select Q1 2021 product releases

Buy/sell markers on instrument pages



Availability on
Critical Journeys Q1 2021
99.9%



Financial performance

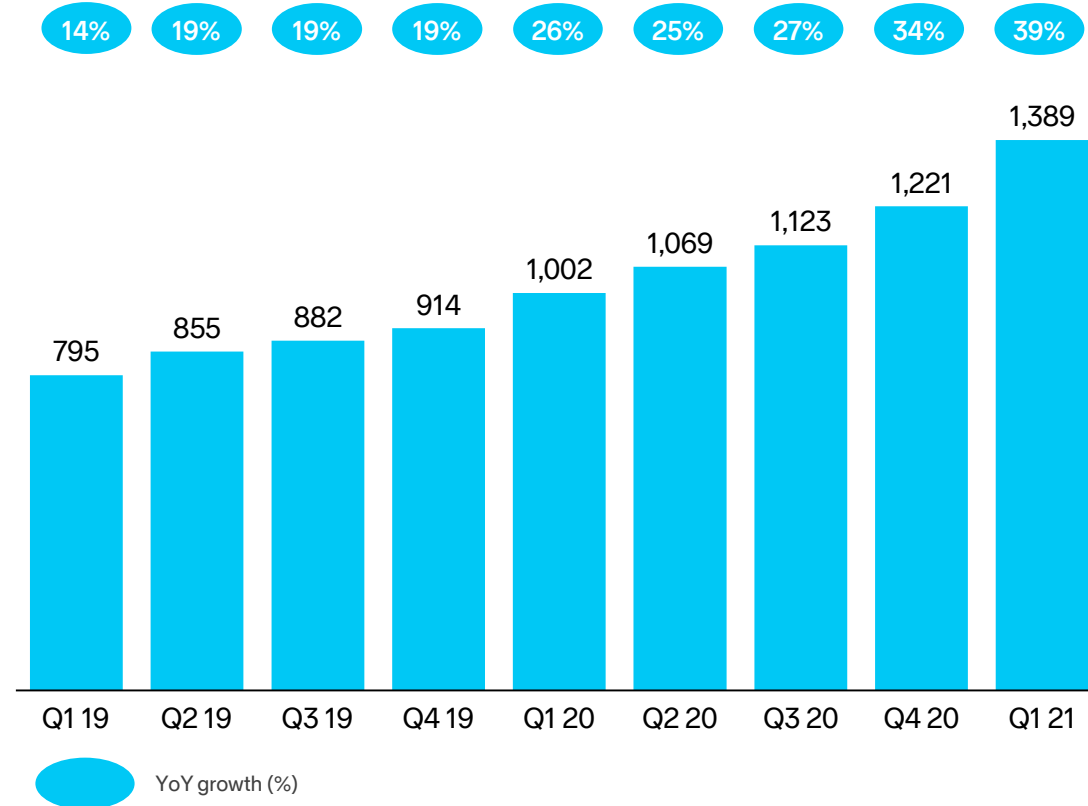
 Nordnet



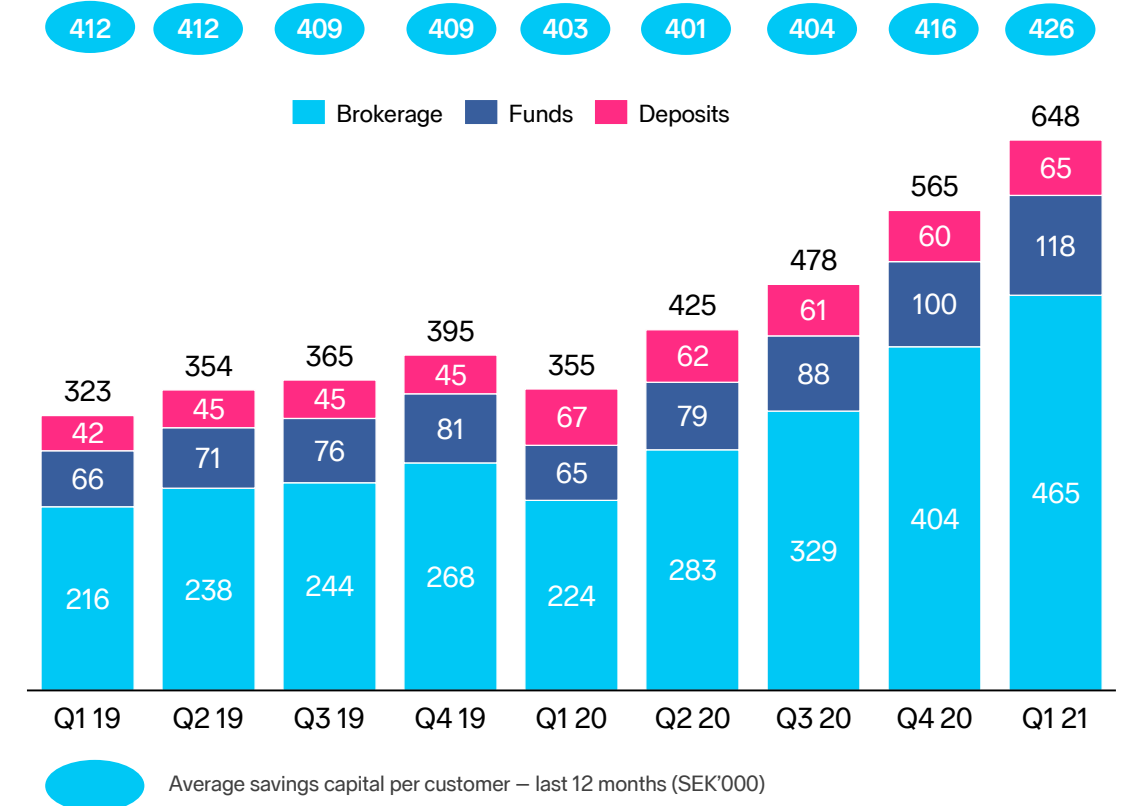
Nordnet

Strong momentum in customer and savings capital development

Customers
Thousands

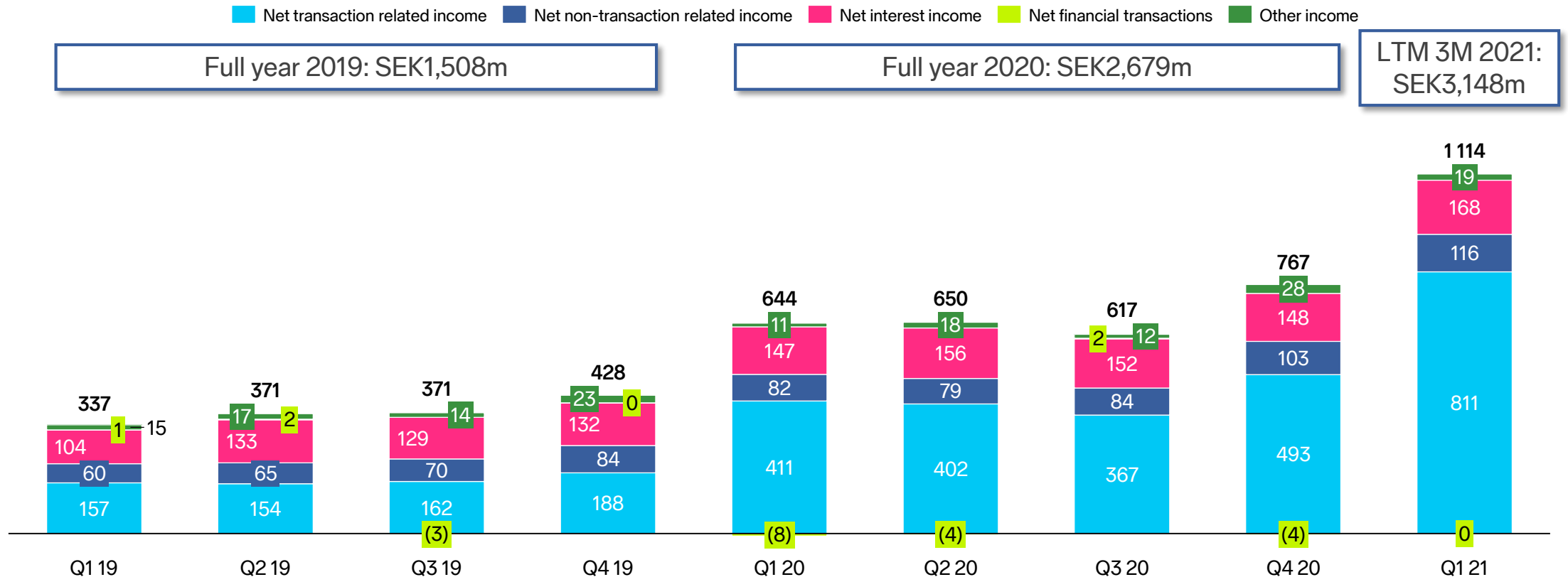


Savings capital by asset class
SEKbn



Step change in all major income streams...

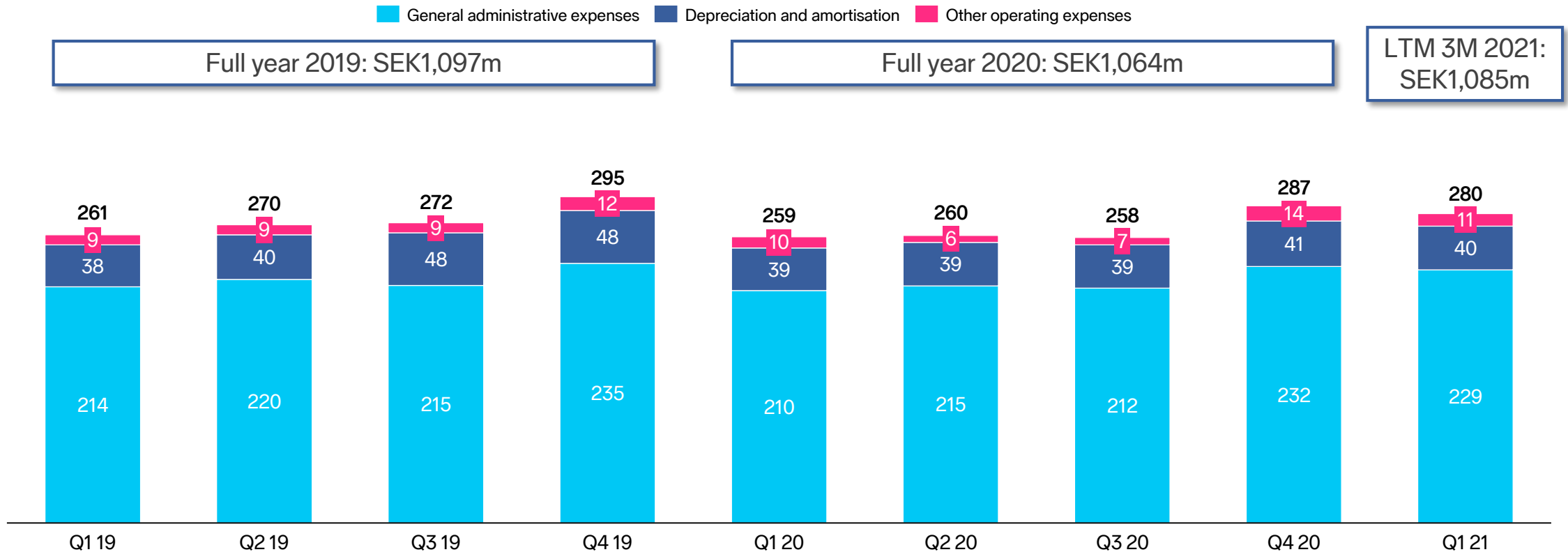
Adjusted revenue by income stream SEKm



Note: Refer to page 27 for additional detail on items affecting comparability

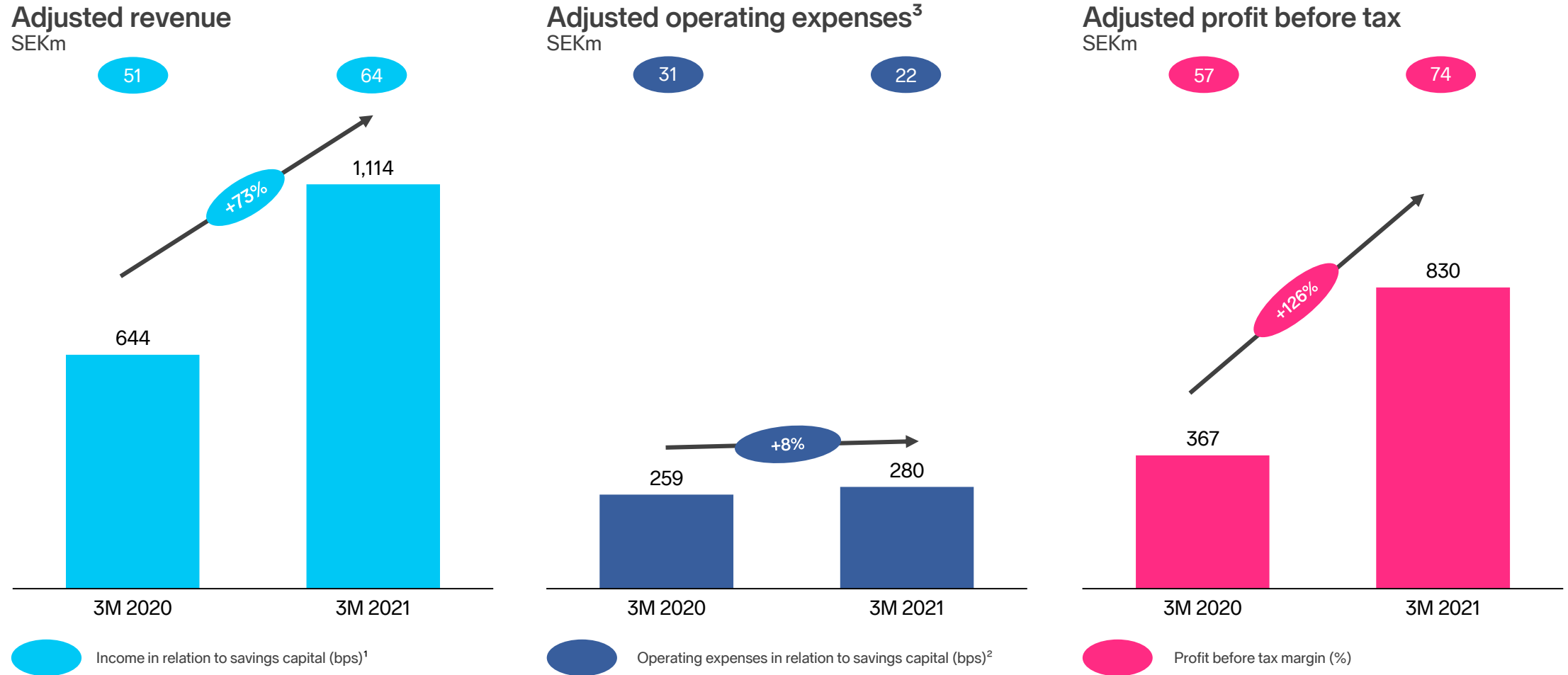
...with stable operating expenses...

Adjusted operating expenses SEKm



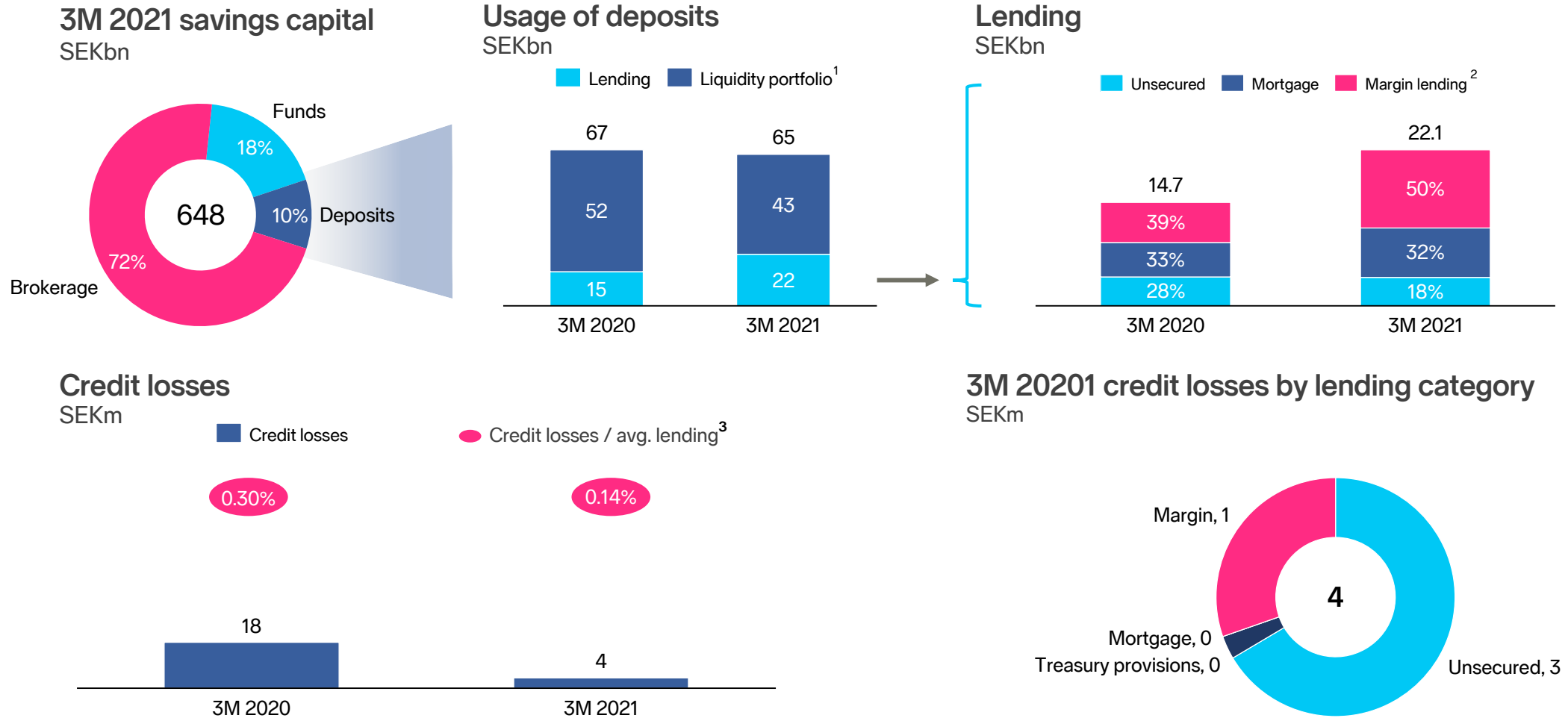
Note: Refer to page 27 for additional detail on items affecting comparability

...resulting in considerable operating leverage



(1) LTM 3M 2021 income divided by average quarterly savings capital over the period; (2) LTM 3M 2021 adjusted operating expenses divided by average quarterly savings capital over the period; (3) Includes amortisation of PPA intangibles and excludes credit losses

High quality loan portfolio with loan losses remaining at very low levels



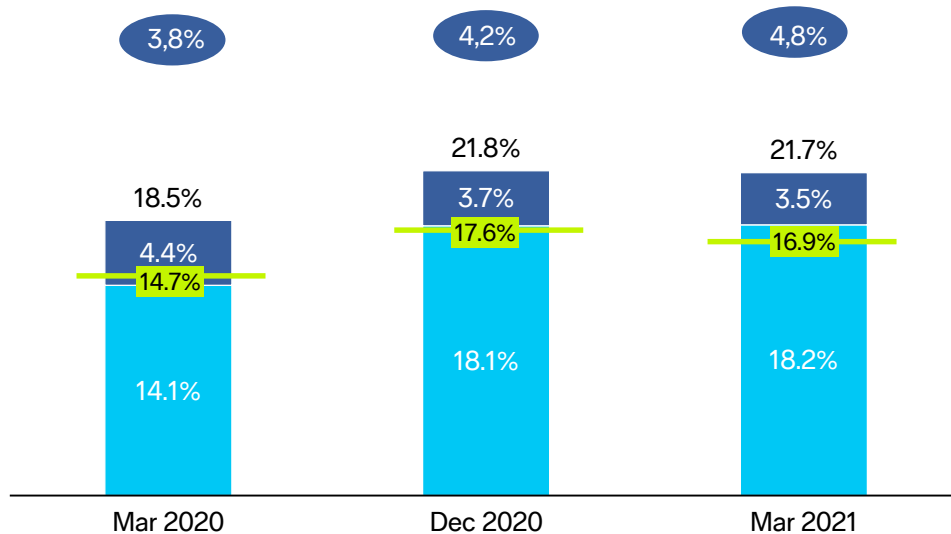
(1) Defined as customer deposits minus lending (credit portfolio); (2) Excluding lending against pledged cash and cash equivalents; (3) LTM 3M 2021 credit losses divided by average quarterly lending volume over the period

Robust capital position

Total capital ratio

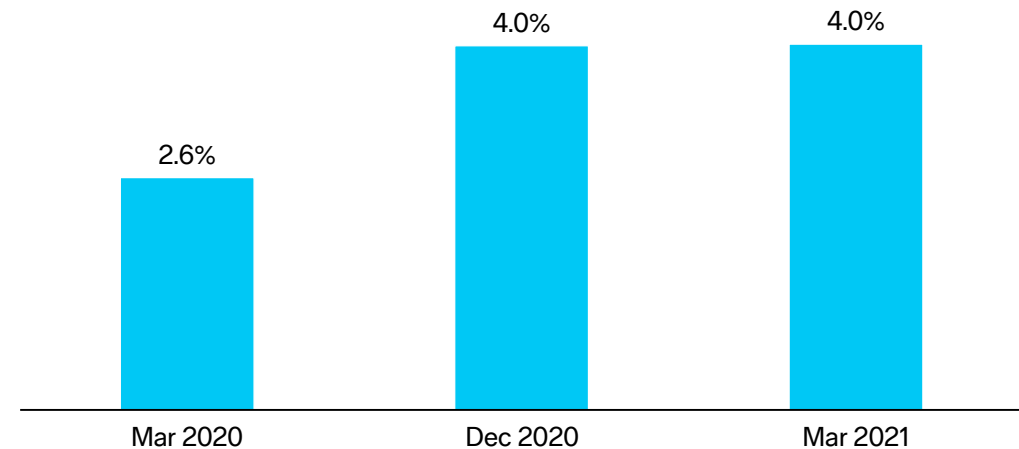
%

- Capital requirement
- CET1 ratio
- Additional Tier 1 ratio
- Buffer over total capital requirement



Leverage ratio

%



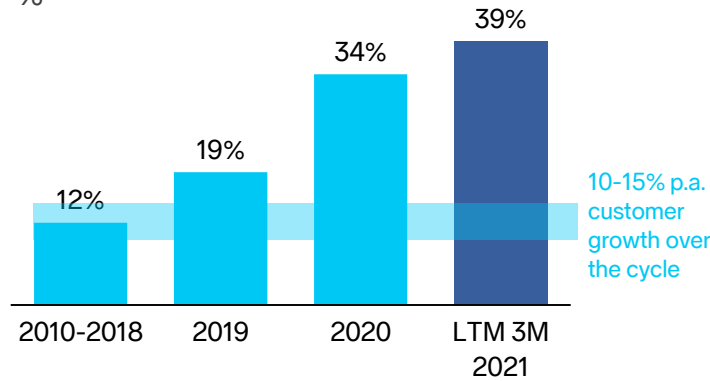
Financial performance vs. financial targets

Target

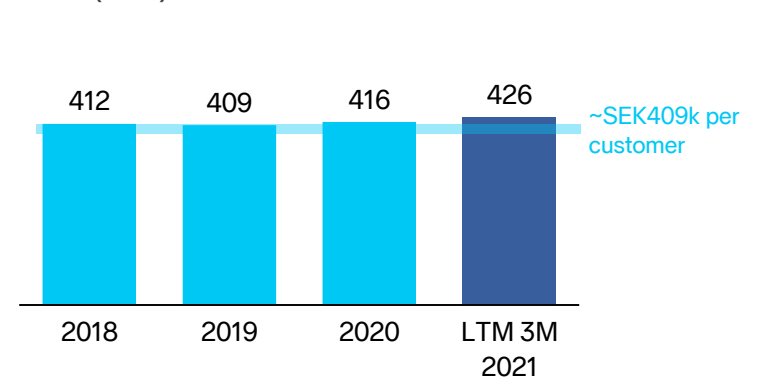
Customer satisfaction NPS



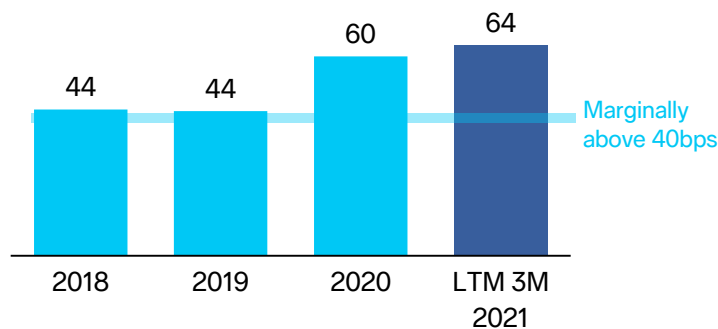
Customer growth %



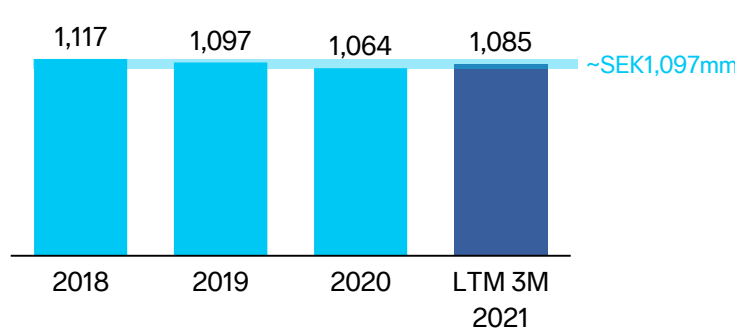
Average savings capital per customer¹ SEK ('000)



Income in relation to savings capital² bps



Adjusted operating expenses³ SEKm

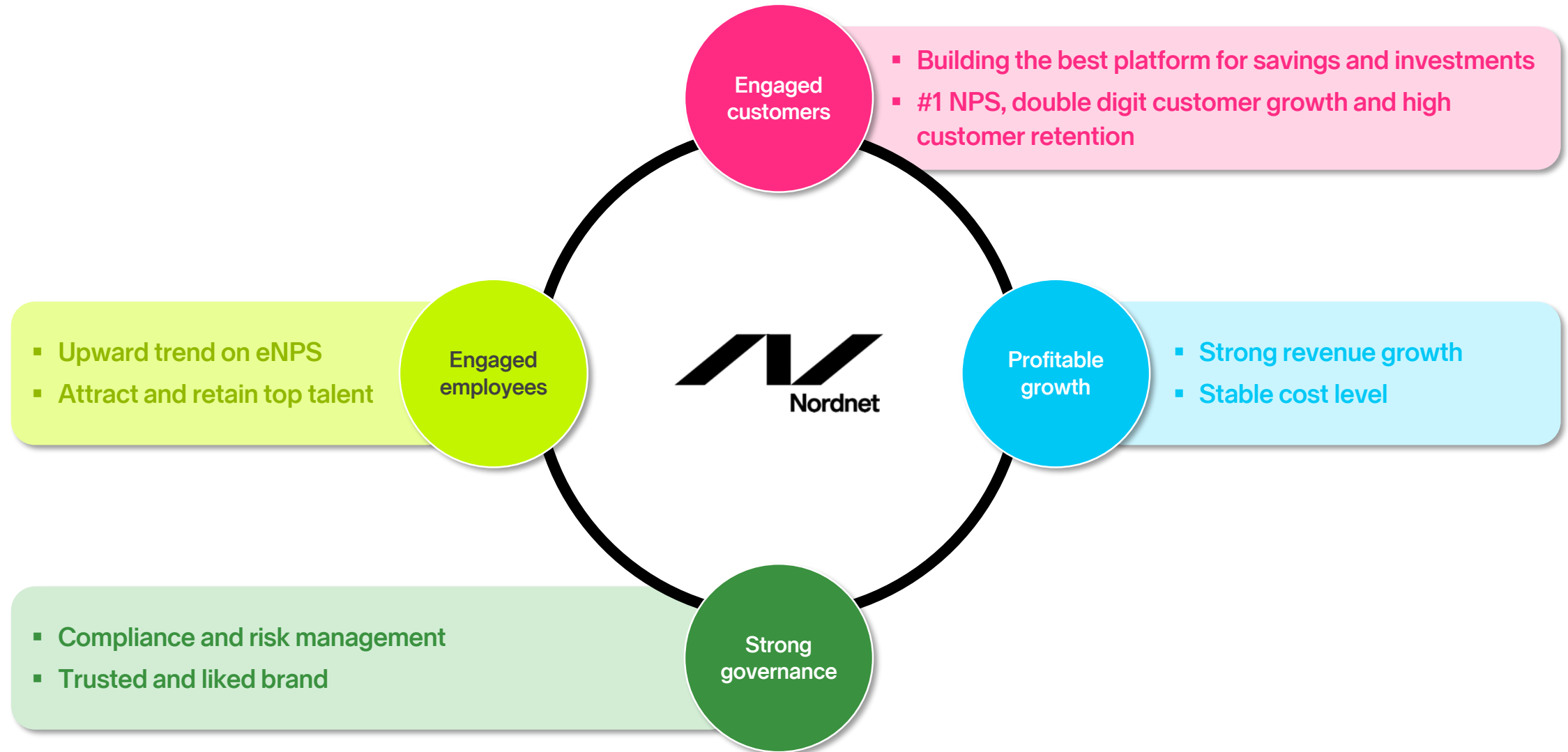


Dividend payout ratio %

“Deliver superior total returns to shareholders via a pay-out ratio of at least 70% of statutory net income”

(1) Average quarterly savings capital per customer over the last twelve months; (2) Adjusted revenues in the last twelve months divided by the average quarterly savings capital over the same period in accordance with reconciliation on page 27 deducting SEK66m in 2019; (3) Adjusted operating expenses in accordance with reconciliation on page 27, subtracting SEK45m in 2017, SEK16m in 2018, SEK65m in 2019 and SEK129m in 2020. Includes amortisation of PPA intangibles and excludes credit losses

Key focus areas



Thank you!



Nordnet

Appendix



Summary P&L

SEKm	Q1 2021	Q4 2020	QoQ %	Q1 2020	YoY %	LTM 3M 2021	LTM 3M 2020	YoY %
Adjusted total income	1 114	767	45%	644	73%	3 148	1 815	73%
Adjusted operating expenses	(280)	(287)	(2%)	(259)	8%	(1 085)	(1 095)	(1%)
Net credit losses	(4)	(7)	(42%)	(18)	(77%)	(25)	(45)	(46%)
Adjusted profit before tax	830	473	75%	367	126%	2 038	675	202%
Items affecting comparability (IAC), income								
Items affecting comparability (IAC), expenses		(99)				(129)	(59)	119%
Reported profit before tax	830	374	122%	367	126%	1 909	616	210%
Tax	(164)	(82)	100%	(66)	149%	(372)	(94)	297%
Reported net income	666	292	128%	301	121%	1 537	522	195%
Adjusted net income excl. IAC	666	372	79%	301	121%	1 641	569	188%
Adjusted net income excl. IAC and amortisation of intangible assets due to PPA	673	380	77%	310	117%	1 674	615	172%

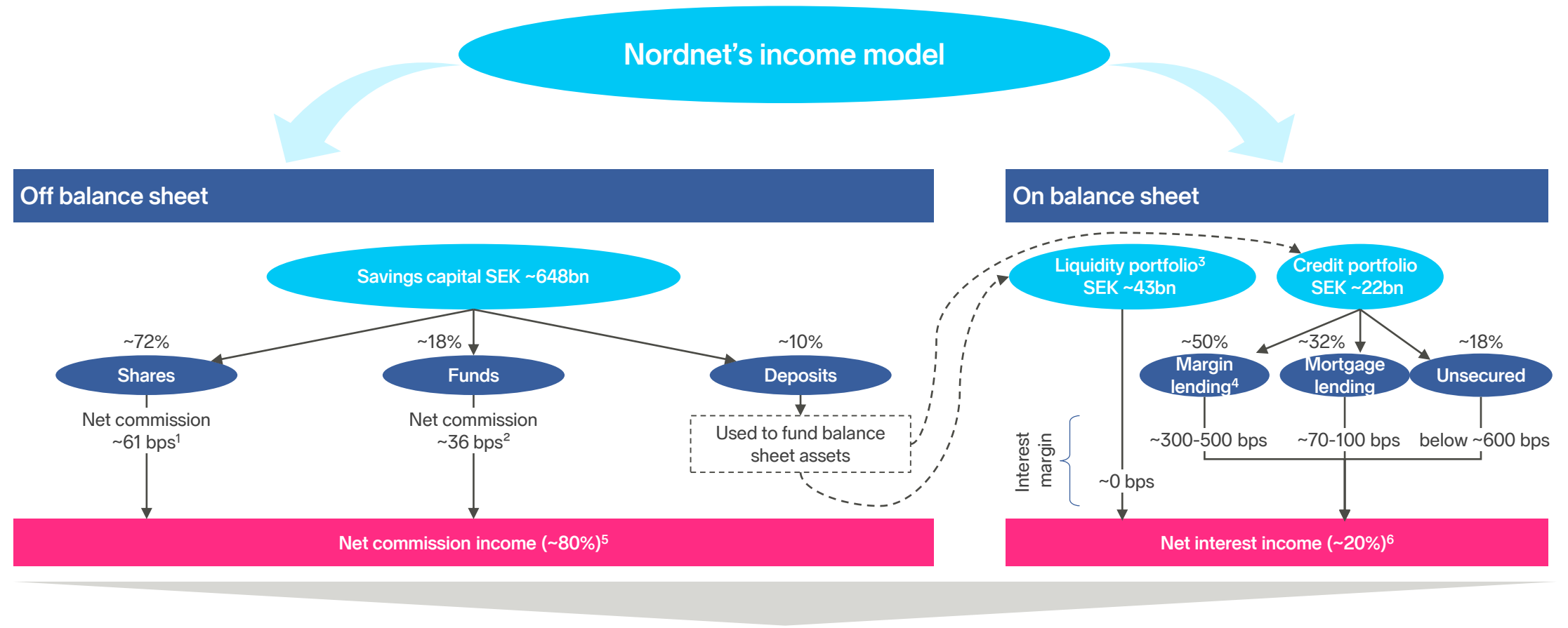
Note: Refer to page 27 for additional detail on items affecting comparability

Items affecting comparability

SEKm	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	FY 2020	FY 2019	FY 2018	FY 2017
Non-recurring items – Expenses													
Delisting from Nasdaq													(45)
Acquisition of Netfonds						(19)	(2)	(8)	(6)	-	(35)	(16)	
Deduction right VAT			(9)	(11)		(30)				(20)	(30)		
IPO related expenses		(99)	(10)							(109)	-		
Non-recurring items – Income													
Revaluation of the shareholdings in Tink AB ¹									66	-	66		
Total	-	(99)	(19)	(11)	-	(49)	(2)	(8)	60	(129)	1	(16)	(45)

(1): The shareholding was divested in 2019

Nordnet has a capital light business model



Savings capital is the single most important driver of Nordnet's income

Figures as per LTM 3M 2021; (1) Net transaction related income divided by average quarterly brokerage savings capital; (2) Net non-transaction related income excluding income from Nordnet Markets divided by average quarterly fund savings capital; (3) Defined as customer deposits minus lending (credit portfolio); (4) Excluding lending against pledged cash and cash equivalents; (5) Includes net financial transactions and other income; (6) Includes off-balance sheet income from securities lending

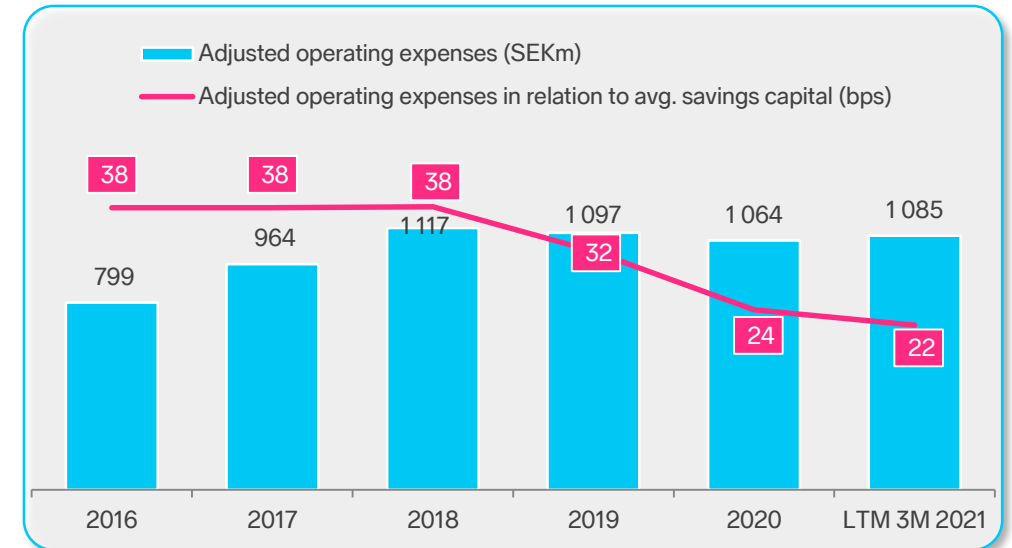
Rigorous focus on cost discipline to drive operating leverage

Key drivers of operating leverage

- ✓ Stringent cost governance
- ✓ Process simplification and automation
- ✓ Shift from consultants to employees
- ✓ Third party spend

Increase in tech spend to ensure scalability going forward

Adjusted operating expenses¹ in absolute terms and in relation to avg. savings capital (bps)²

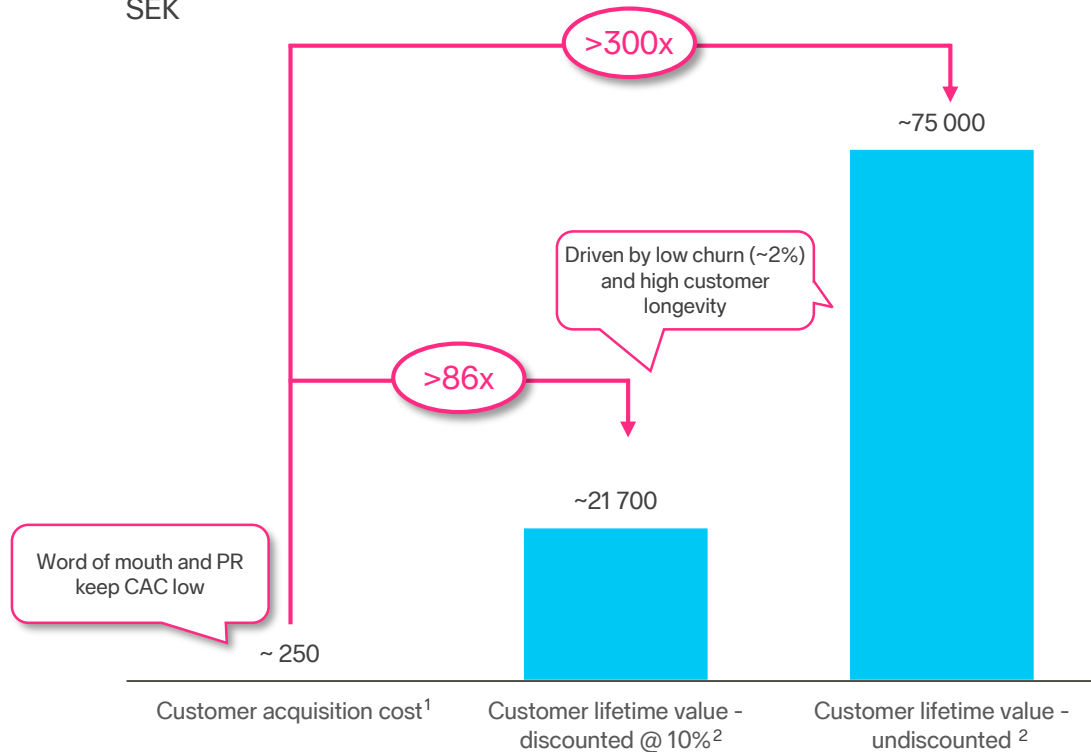


(1) Adjusted operating expenses in accordance with reconciliation on page 27, subtracting SEK45m in 2017, SEK16m in 2018, SEK65m in 2019 and SEK129m in 2020. Includes amortisation of PPA intangibles and excludes credit losses;
 (2) Based on quarterly average savings capital over the period

Profitable customer growth with significant long-term potential

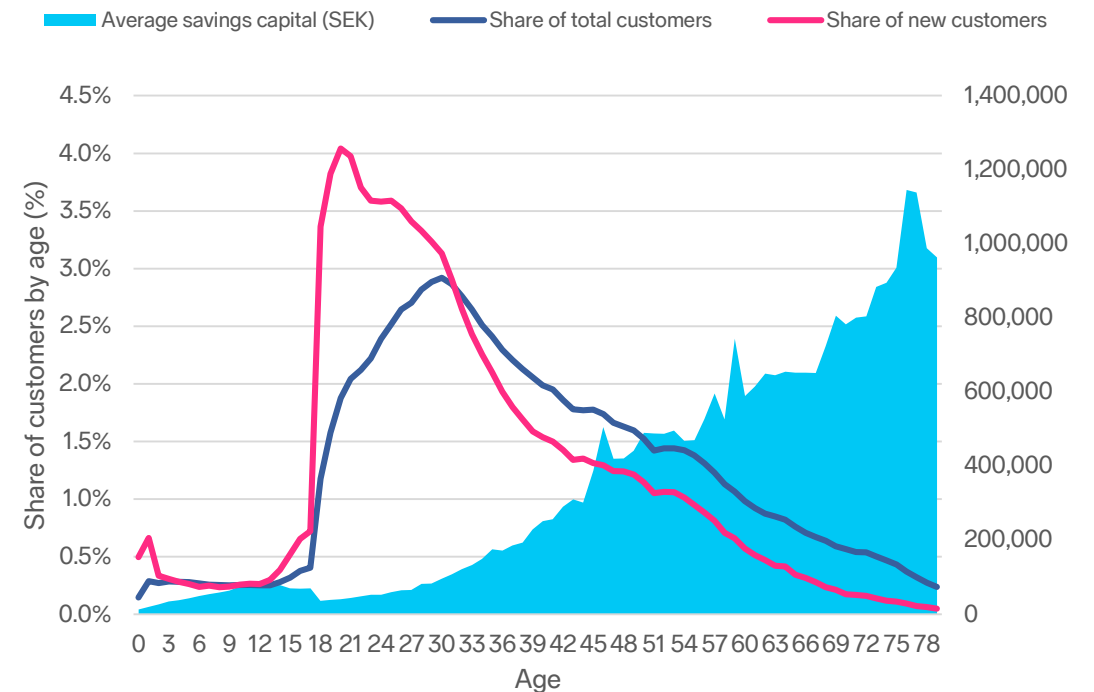
Attractive customer lifetime value driven by low acquisition cost and churn...

Nordnet's customer acquisition cost vs. average lifetime customer value SEK



...with strong further growth outlook as younger customers accumulate and inherit wealth

Distribution of Nordnet's savings capital and number of customers by age³



(1) Customer acquisition cost LTM 3M 2021 (includes personnel expenses attributable to marketing, sales and onboarding as well as marketing expenses such as affiliates, SEO, etc. and mail expenses); (2) Customer retention rates of 97-98%, which Nordnet measures year-on year by testing if a customer is still active the following year. As a result, Nordnet enjoys a long average customer longevity on the platform. An expected lifetime value, which is calculated as expected average customer platform longevity multiplied by average income, is approximately SEK75,000 or, when discounted back over 40 years at a rate of 10%, is approximately SEK21,700; (3) Source: Nordnet as per March 31, 2021

Share of trading per application

