



Nordnet Q3 2022

Results presentation

Key highlights third quarter 2022

Uncertain macro environment remains an overhang on trading activity

Higher interest rates drove a 77% increase in net interest income

Despite this, overall strong quarter with revenue and profit in line with Q3 2021

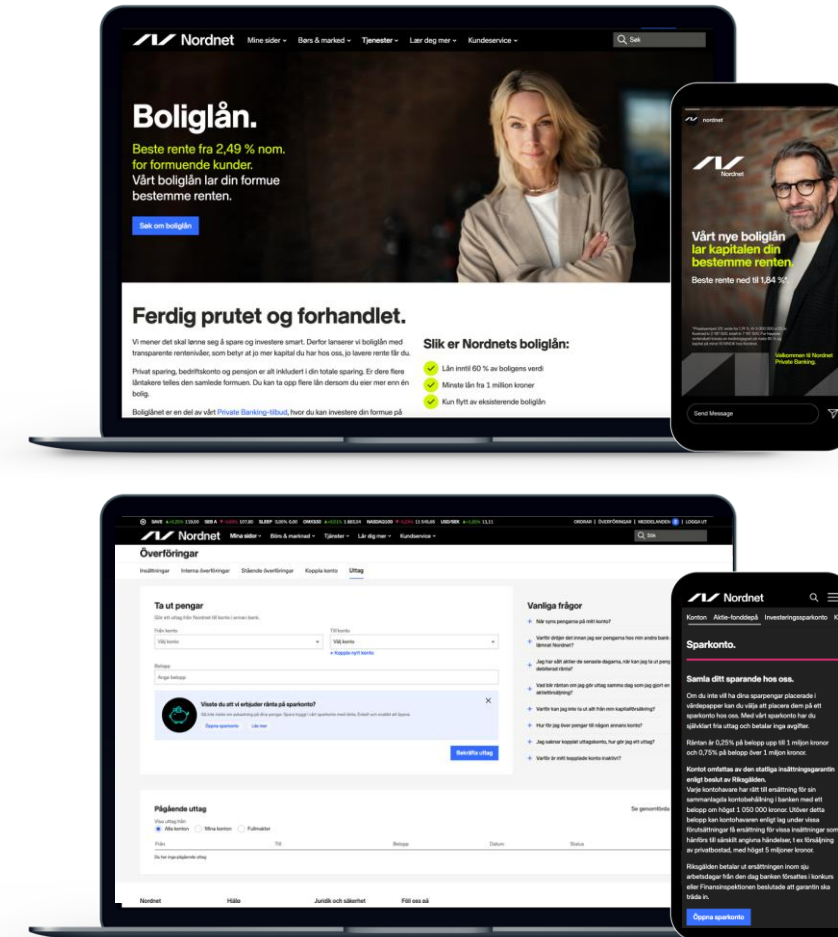
Positive interest rate sensitivity – set to grow NII significantly in 2023

Good customer growth and positive net savings

Mortgage launched in Norway – an important milestone to become a one-stop-shop in all markets

Cost slightly higher in the quarter – full year expected to be in line with guidance

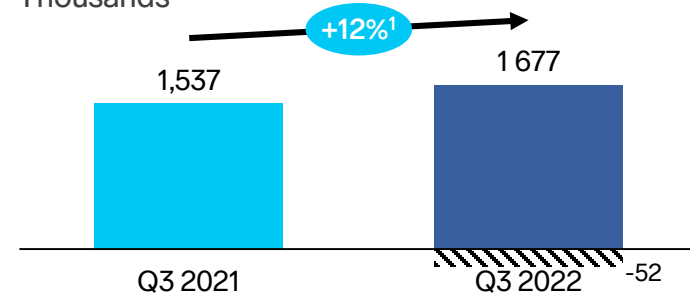
Savings account and fixed income product coaching launched to support customers




Financial highlights third quarter 2022

Customers

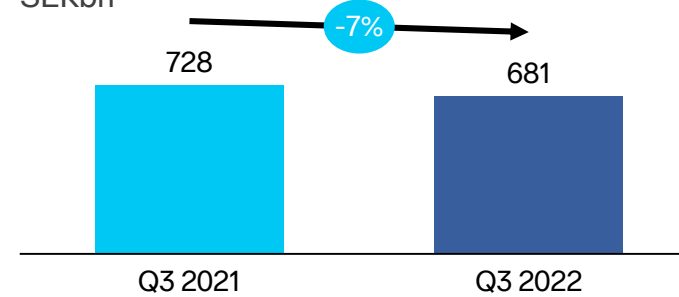
Thousands



 Terminated customers 2022

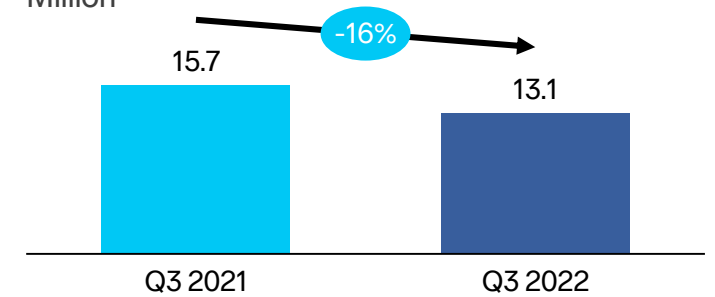
Savings capital

SEKbn



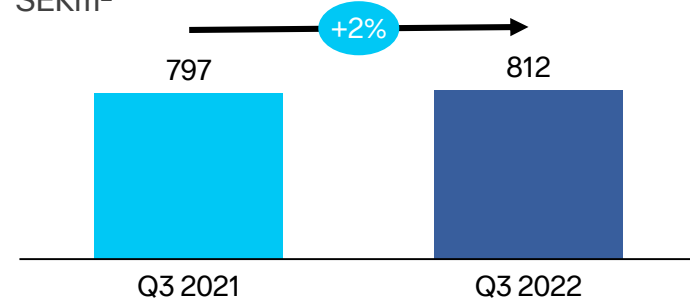
Number of trades

Million



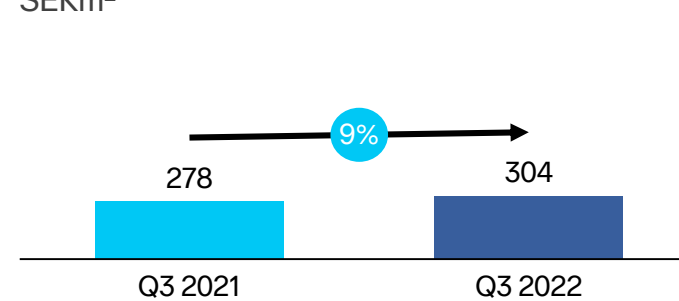
Adjusted revenues

SEKm²



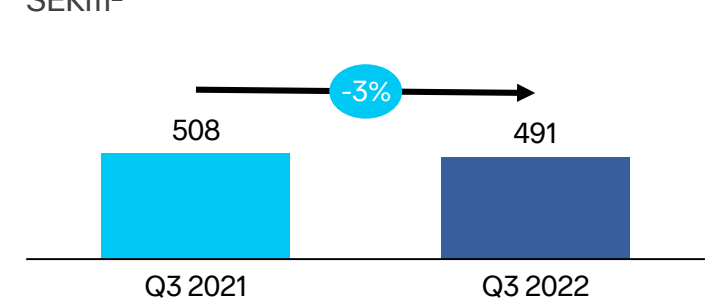
Adjusted operating expenses

SEKm²



Adjusted profit before tax

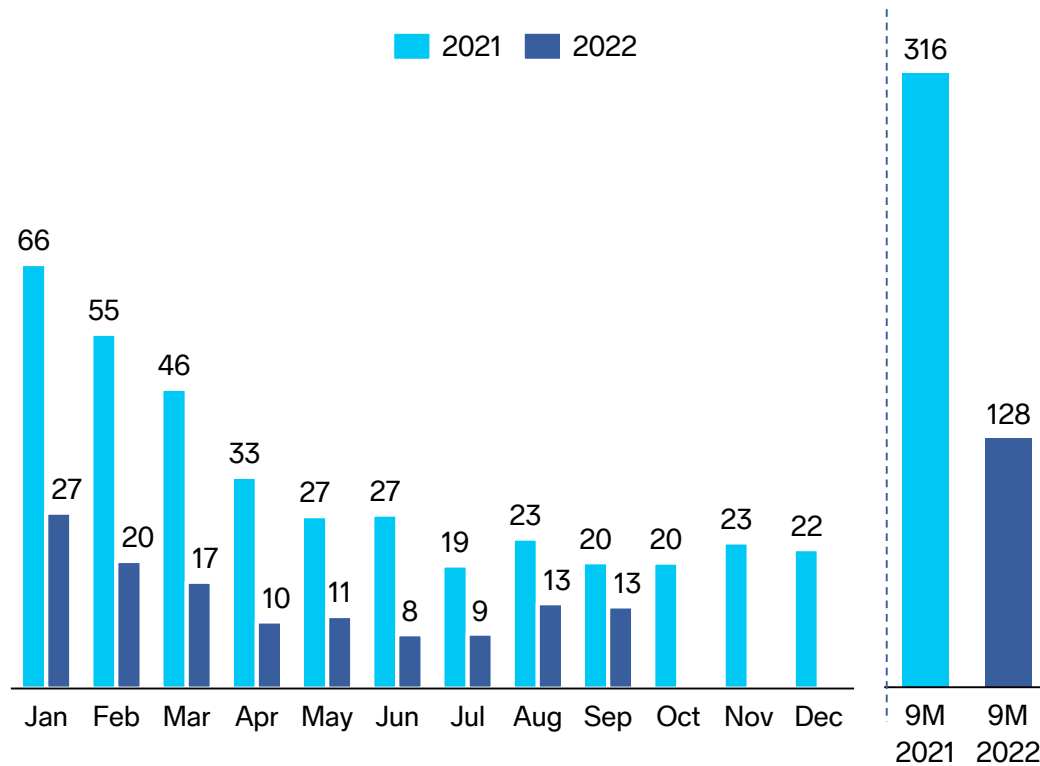
SEKm²



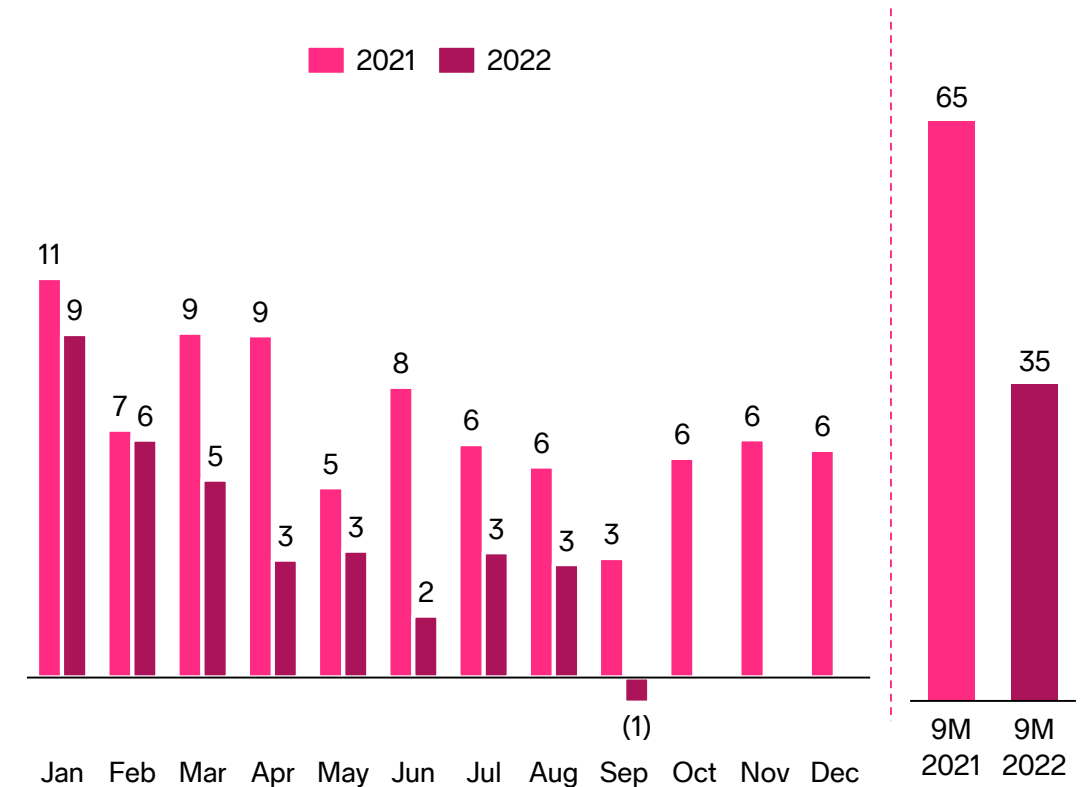
(1) Customer growth in the last 12 months was 9% including the 51 700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021. (2) Excludes items affecting comparability.

Negative market climate has impacted growth in customers and net savings

New customers by month¹
Thousands



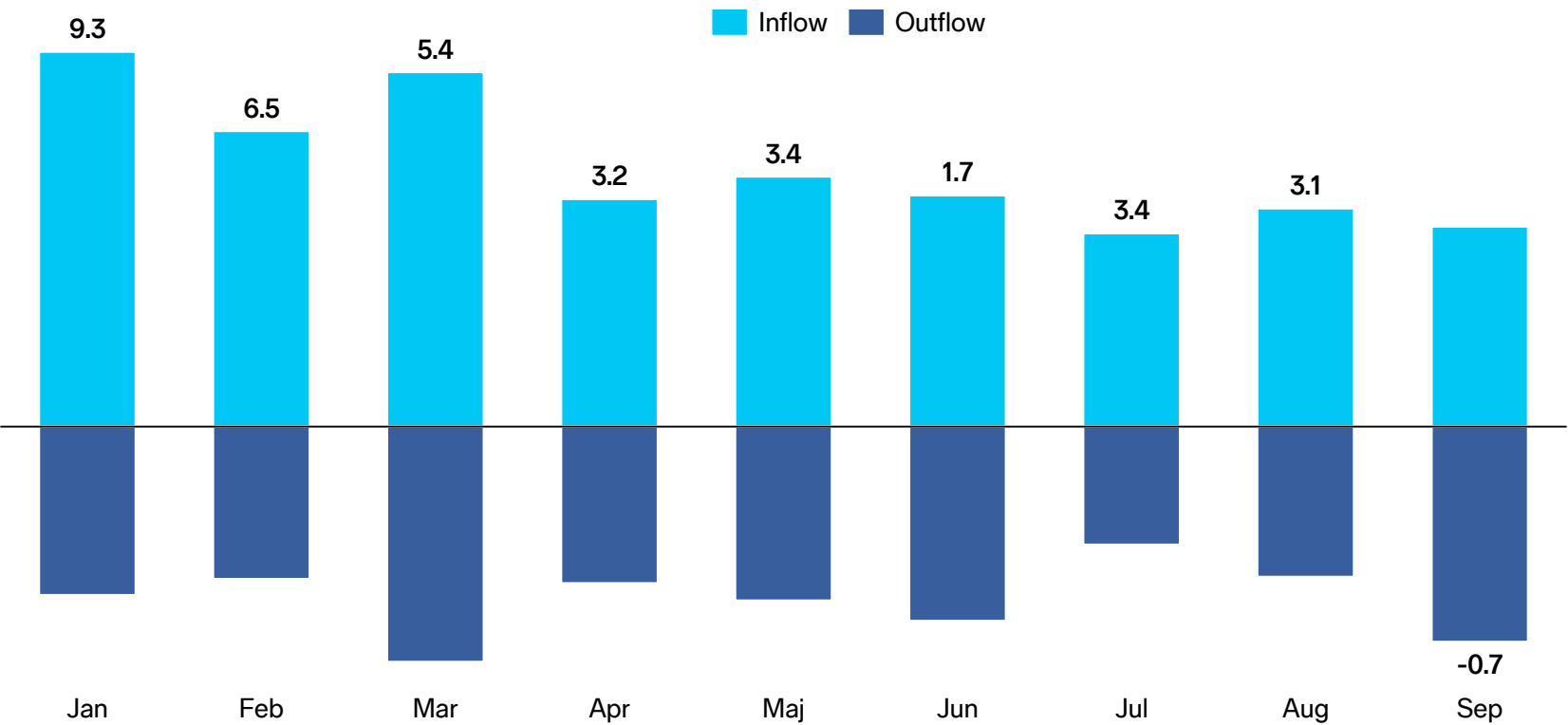
Net savings per month
SEKbn



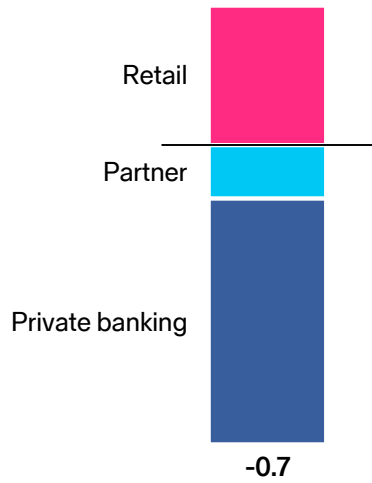
(1) Excludes 51,700 customers who during H1 2022 were terminated in connection with a project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021.

Inflows are stable and retail customers remain resilient

Net savings
SEKbn

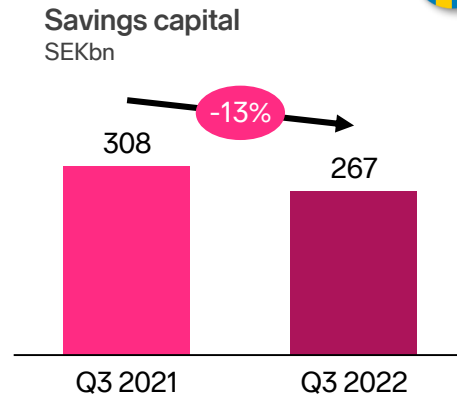
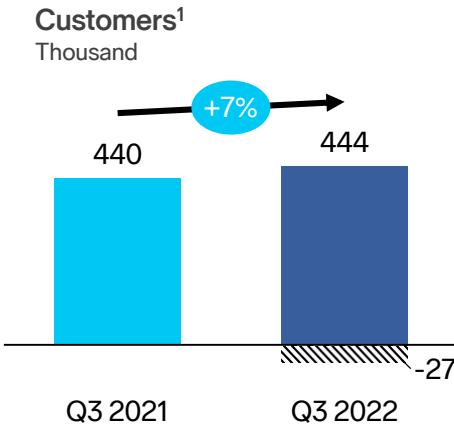


Net savings by segment
SEKbn | September 2022

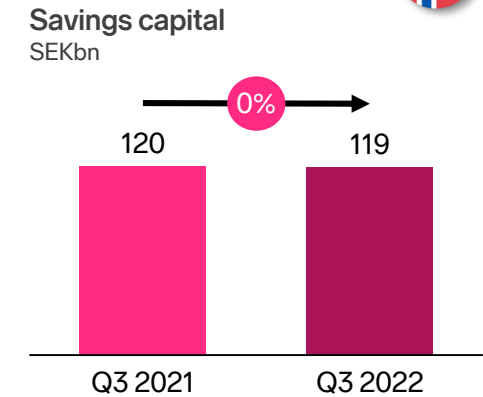
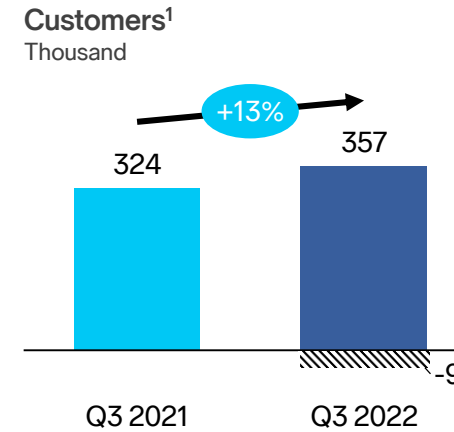


Geographical diversification de-risks the business model

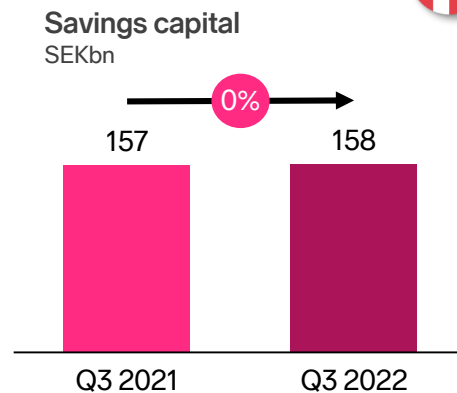
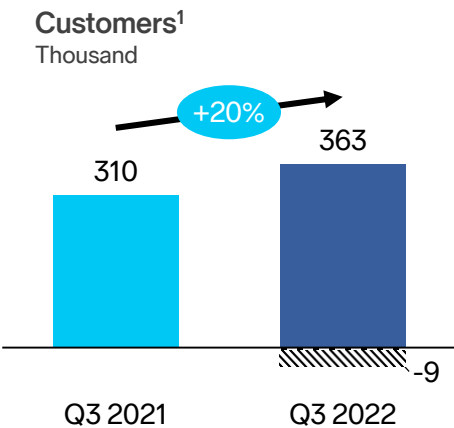
Sweden



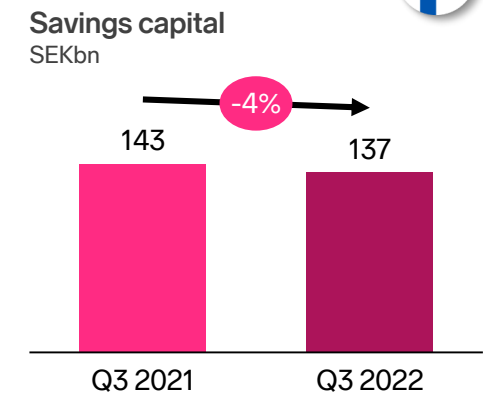
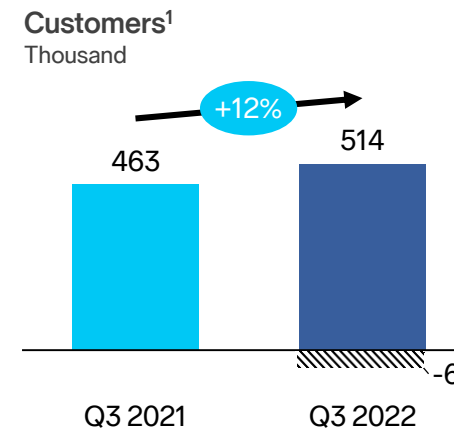
Norway



Denmark



Finland

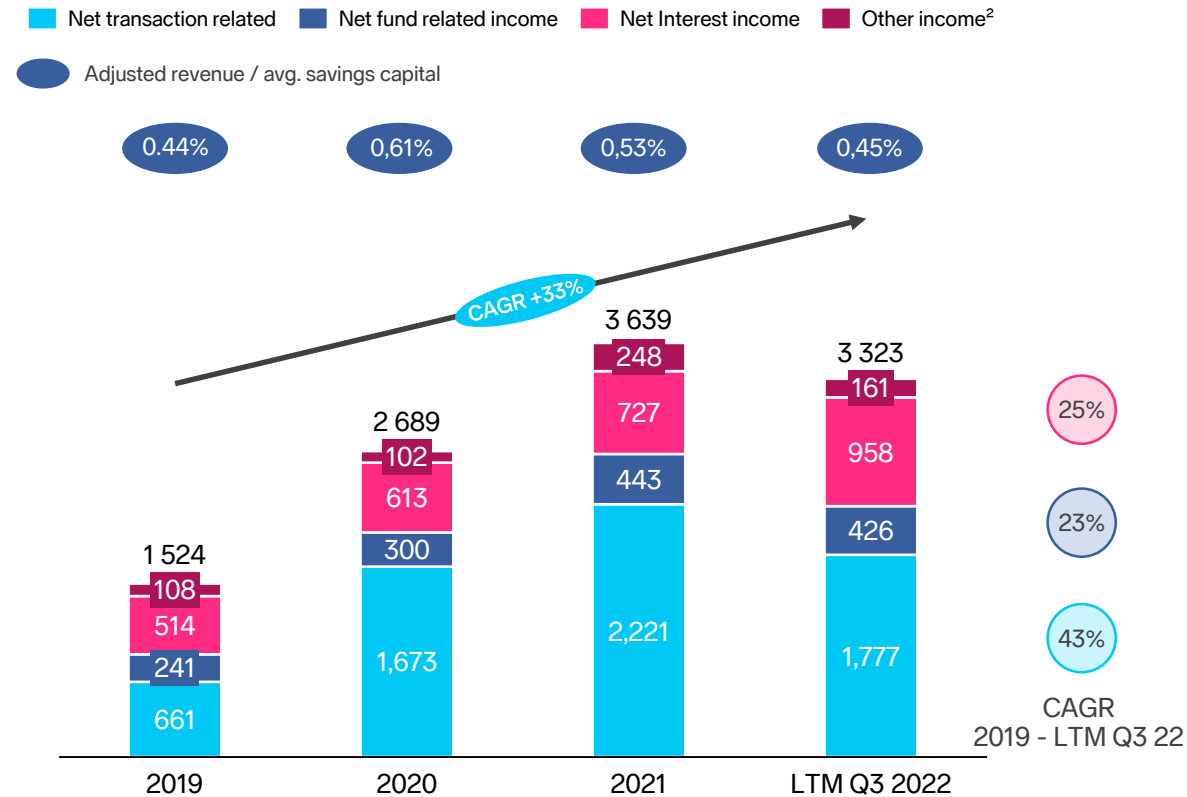


 Terminated customers

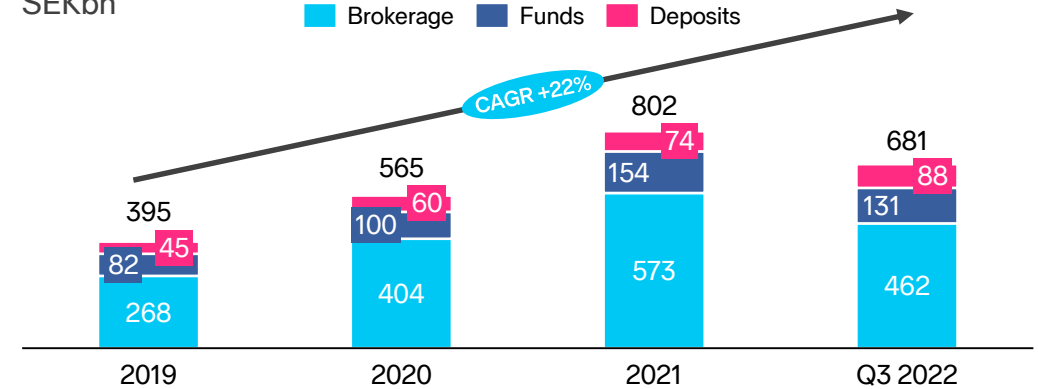
(1) Growth figures exclude customers who during H1 2022 were terminated in connection with a project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021.

Resilient revenue bolstered by diversified revenue streams

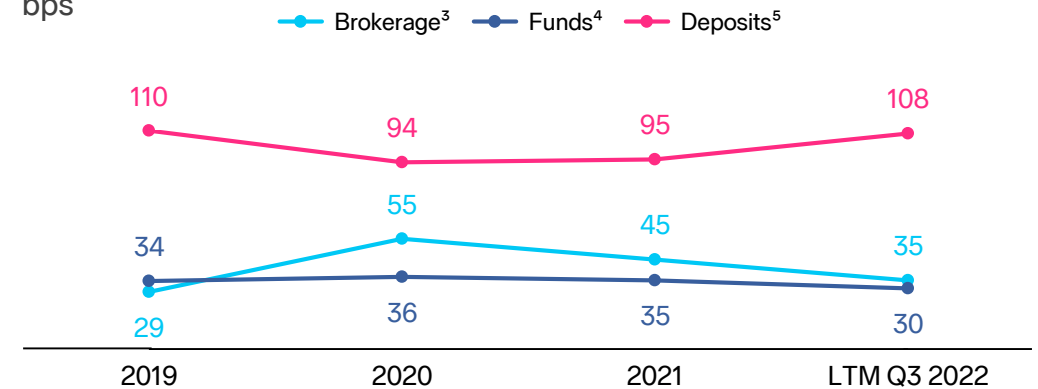
Adjusted revenue by income type
SEKm¹



Savings capital by product
SEKbn



Revenue margin by product
bps



(1) Refer to page 30 for additional detail on items affecting comparability; (2) Includes other income, net other provision income and net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net fund related income divided by average quarterly fund savings capital; (5) Net interest income excluding income related to securities lending divided by average quarterly deposits.

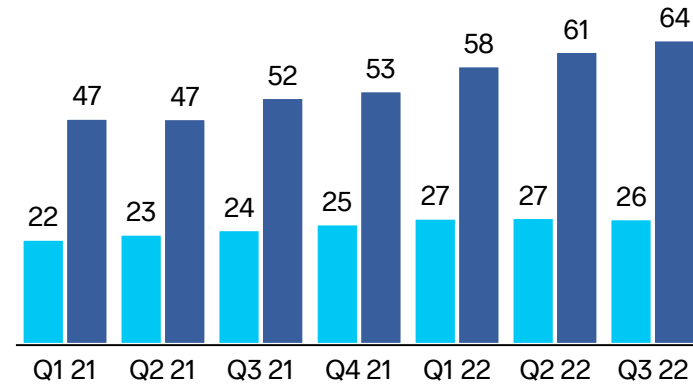
Liquidity portfolio to generate ~SEK1.4bn in 2023*

*Assuming Q3 2022's volume, currency allocation, credit spreads and market consensus on IBOR development. Not accounting for deposit rate paid to customers.

Volume

SEKbn

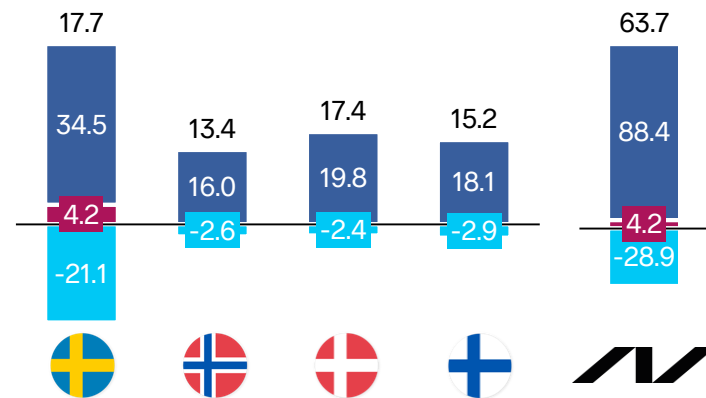
Lending¹ Liquidity portfolio



Volume Q3 22

SEKbn

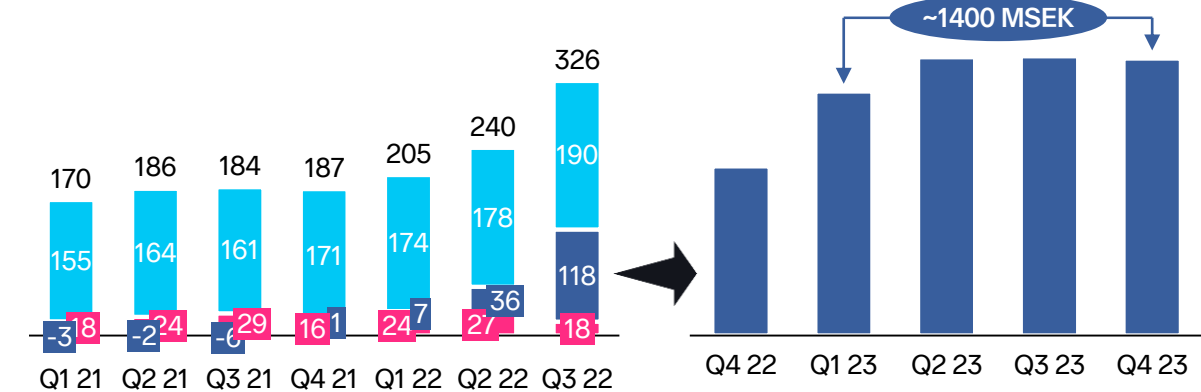
Deposits Lending² Other/equity



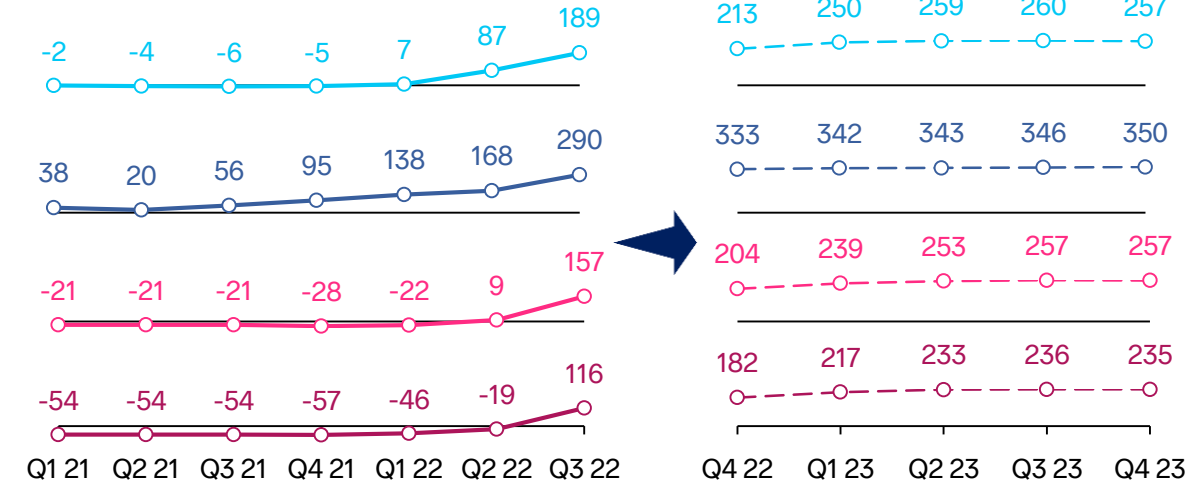
Net interest income

SEKm

Lending Liquidity portfolio Other



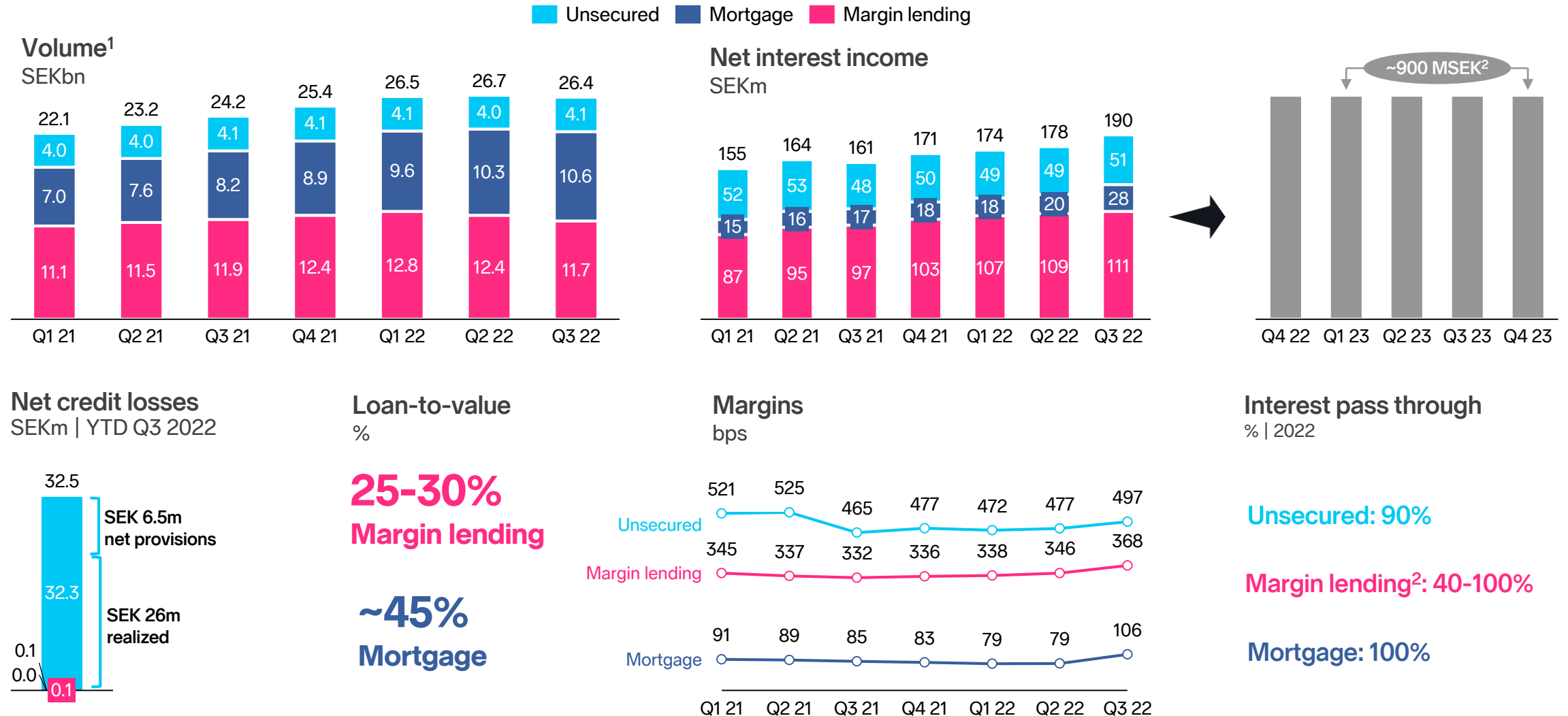
3M IBOR³ development and forecast (bps)



(1) Excluding lending against pledged cash and cash equivalents; (2) Including lending against pledged cash and cash equivalents; (3) Source: Bloomberg as per 2022-10-11.

Loan portfolio to generate ~SEK900m in 2023*

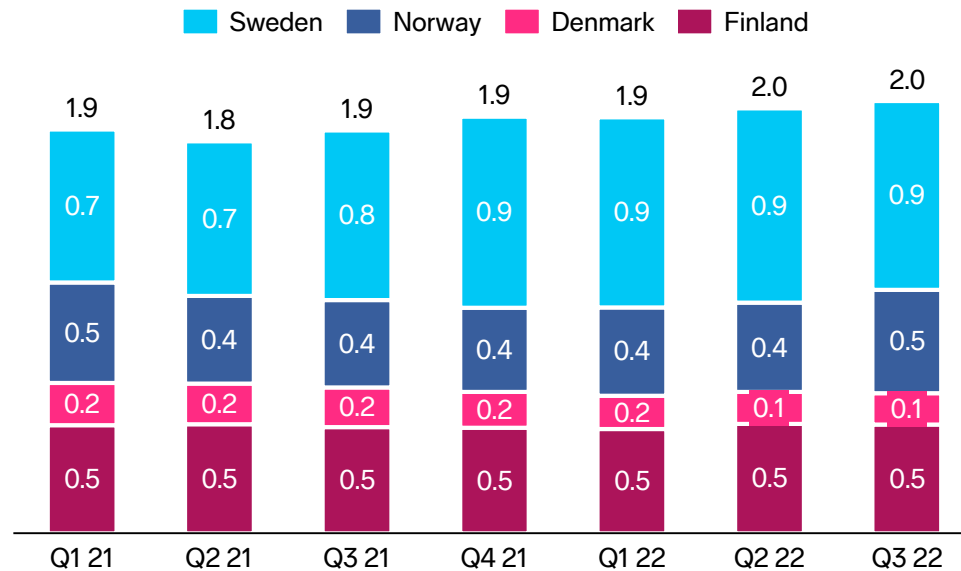
*Assuming Q3 2022 volumes and interest as per Sep 30, 2022 (margin lending, unsecured) and Oct 1, 2022 (mortgage). Not accounting for deposit rate paid to customers.







(1) Excluding lending against pledged cash and cash equivalents; (2) ~80% in Sweden, ~50% in Norway, 40% in Denmark and ~100% in Finland.

Savings accounts made available to retain deposits

Savings account development
SEKbn



Interest offered on savings accounts
%

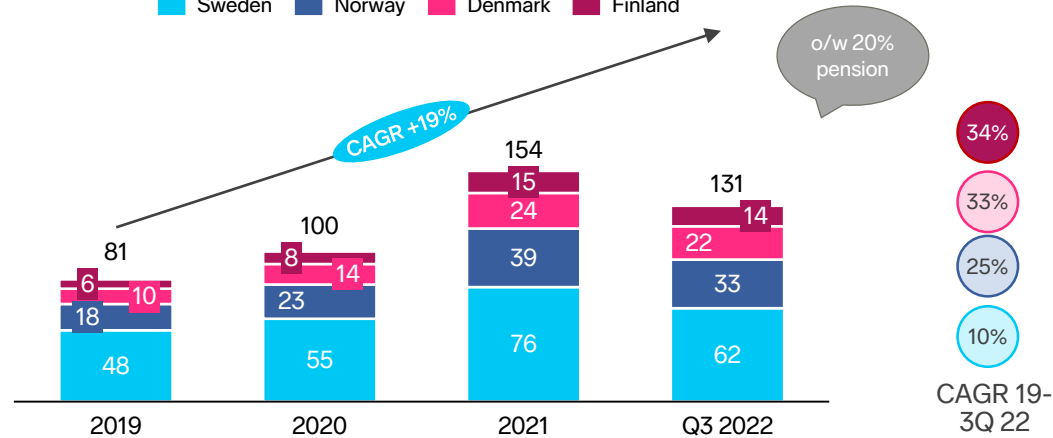
	<1M	>1M
	0.25%	0.75%
	0.75%	1.5%
	0%	0%
	0%	0%

The fund business is a key strategic focus area

Fund capital

SEKbn

Sweden Norway Denmark Finland



Customer behavior¹

131bn
AuM in funds SEK

27bn
in Nordnet funds SEK

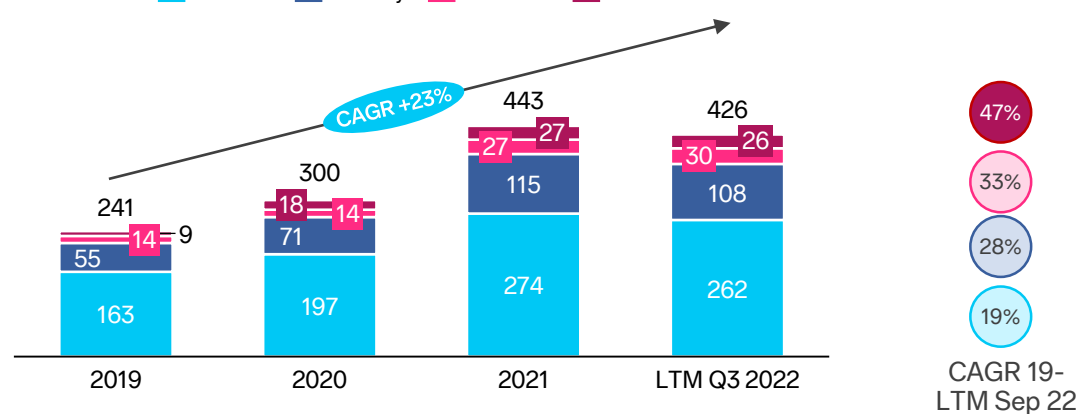
172k
Avg AuM per fund customer (SEK)

46%
of customers own a fund

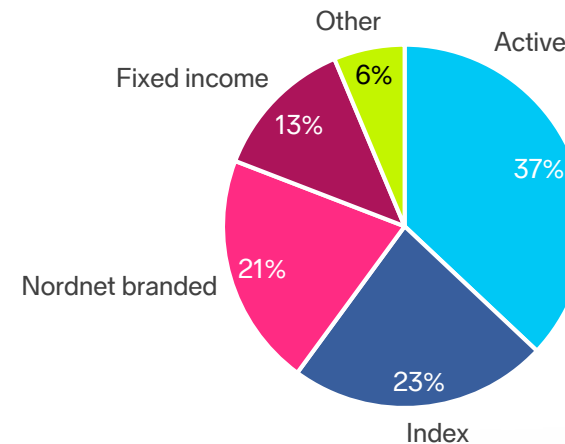
Fund (non-transaction related) income

SEKm

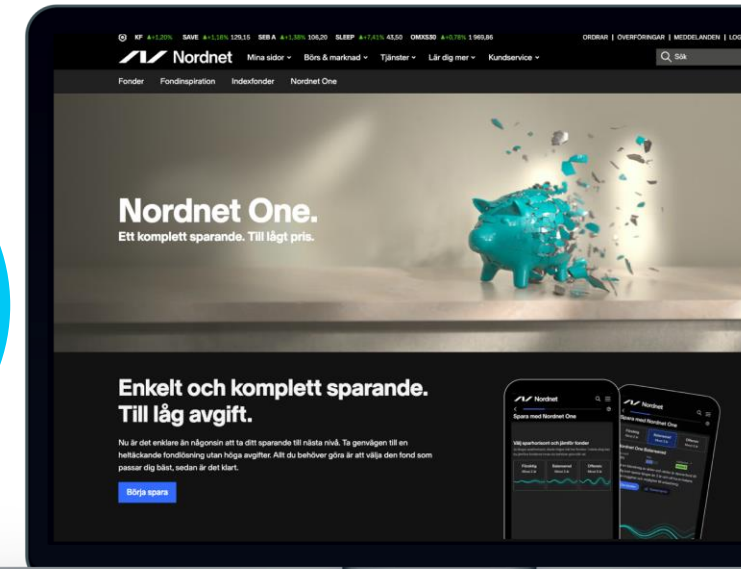
Sweden Norway Denmark Finland



Fund allocation¹

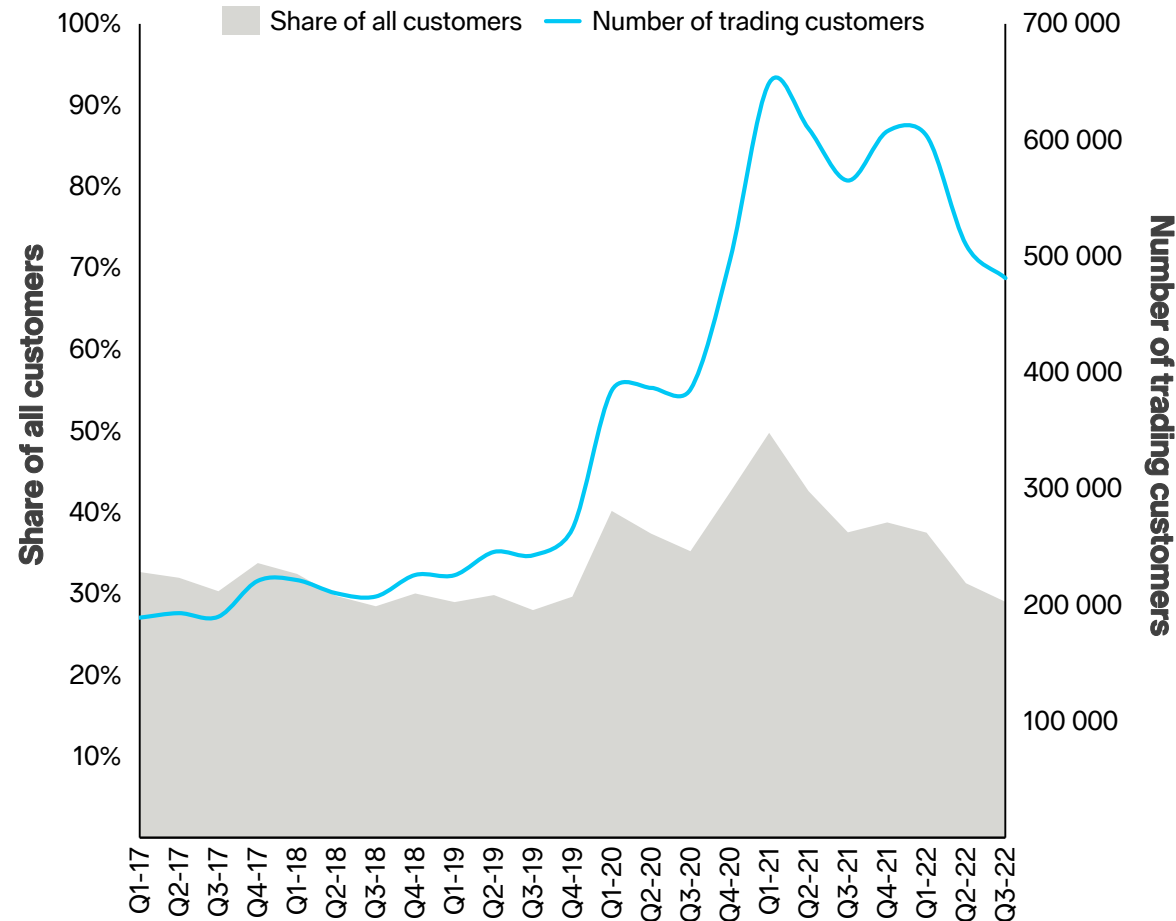


(1) Q3 2022 figures

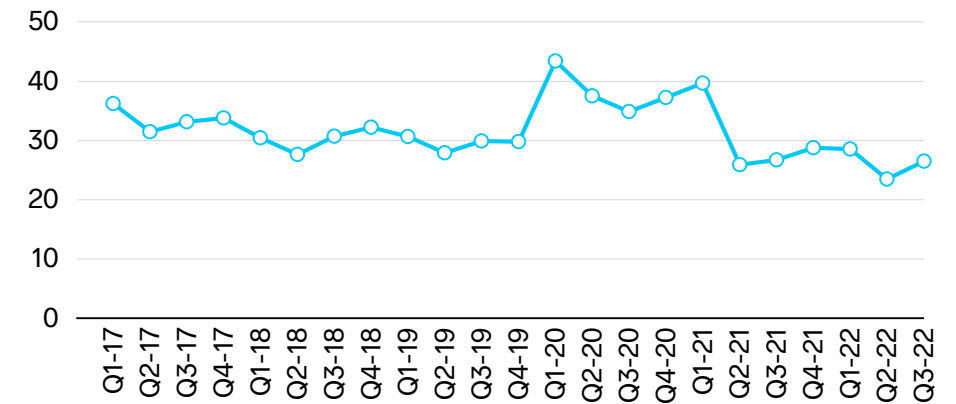


Share of trading customers at long-term average levels with higher interest in cross-border trading

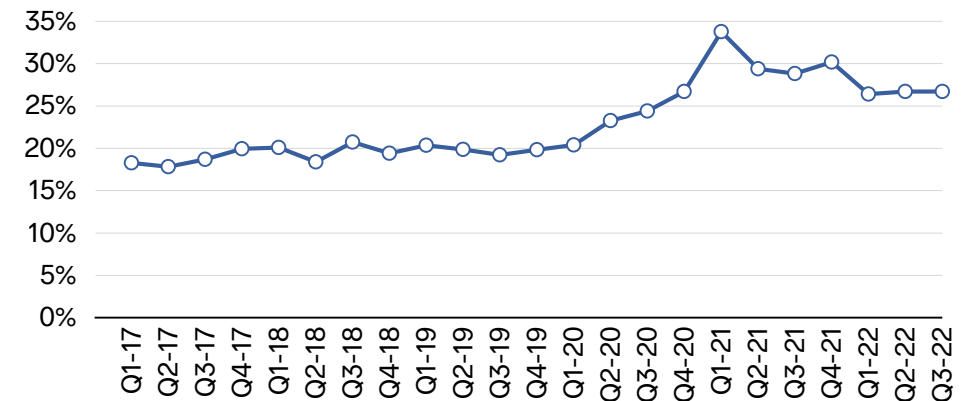
Trading customers



Trades per trading customer / quarter

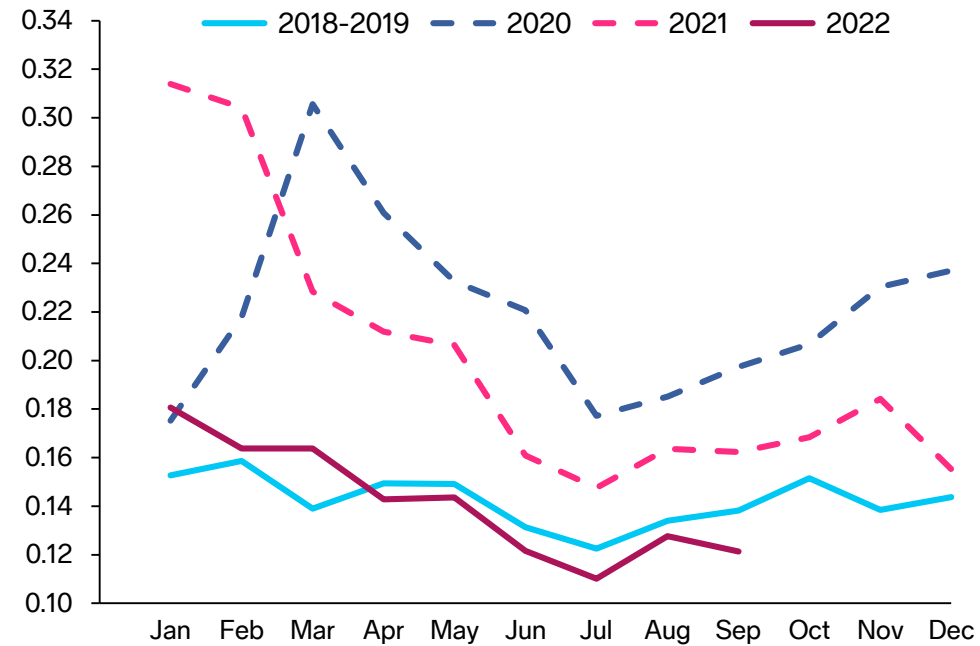


Share of cross-border trades



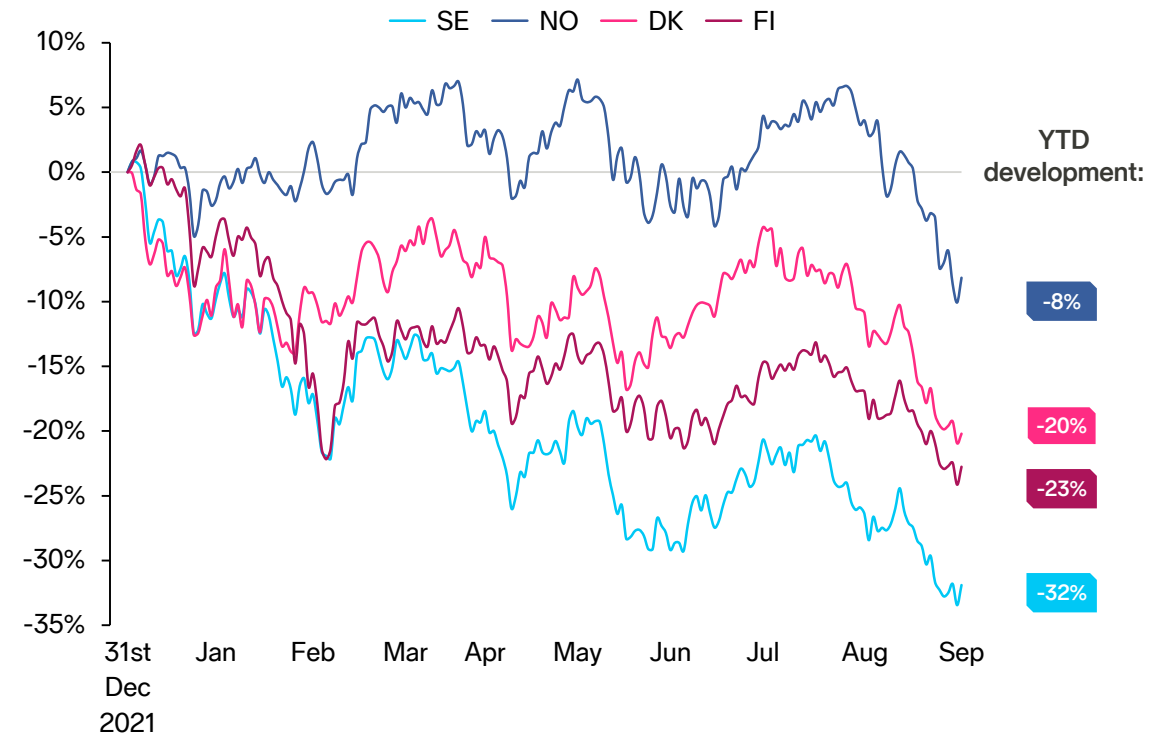
Trading pattern affected by significant macro uncertainty

Trades per customer per trading day



Index development¹

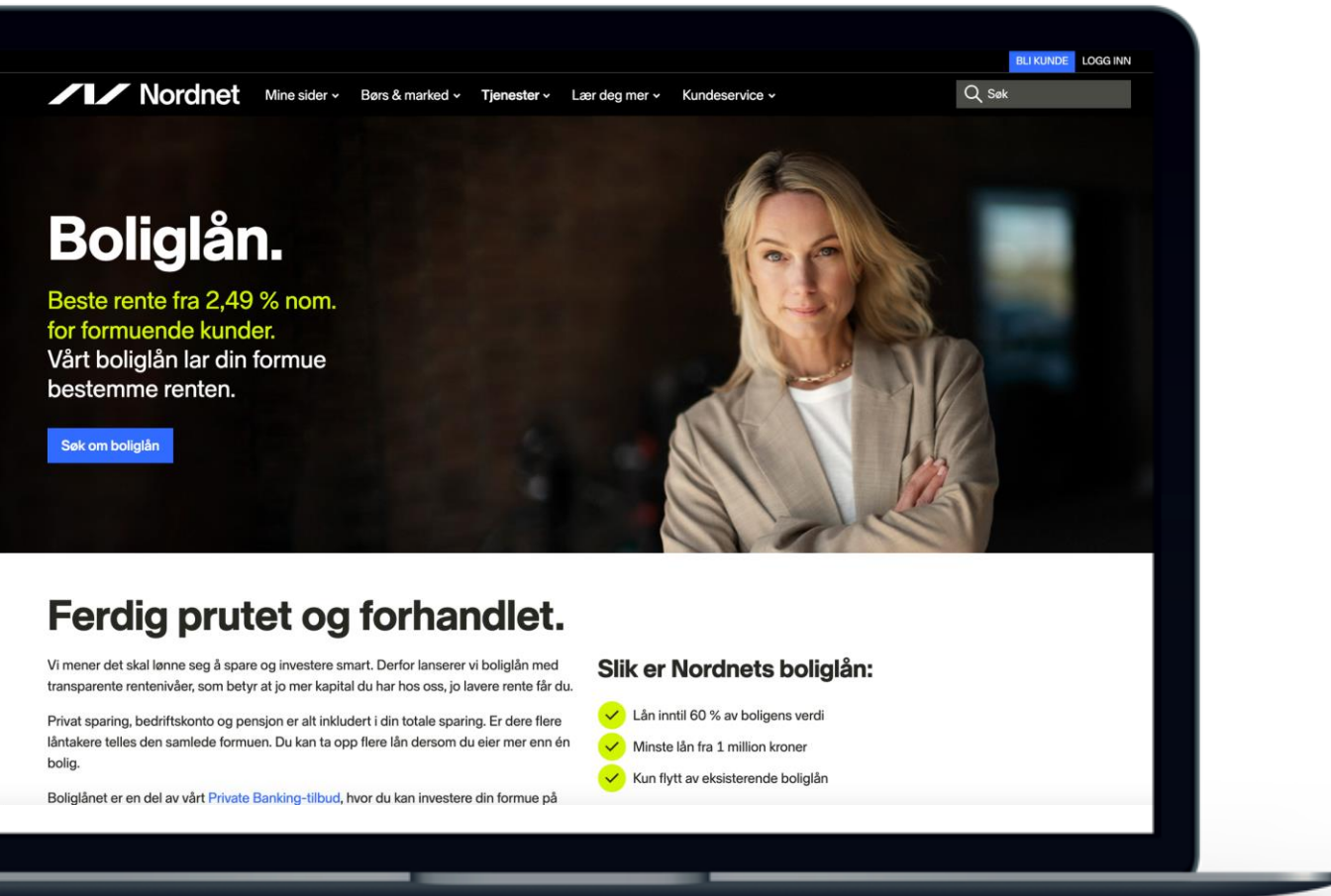
% | indexed



(1) Indexes: SE: OMXSPI; NO: OSEBX; DK: OMXCPI; FI: OMXHPI

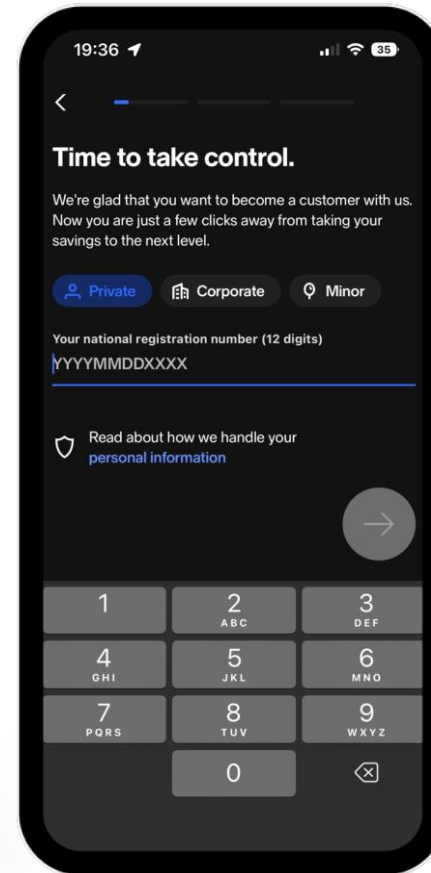
Select Q3 2022 product highlights

Norwegian mortgage – launch of our popular Private Banking mortgage in a new market

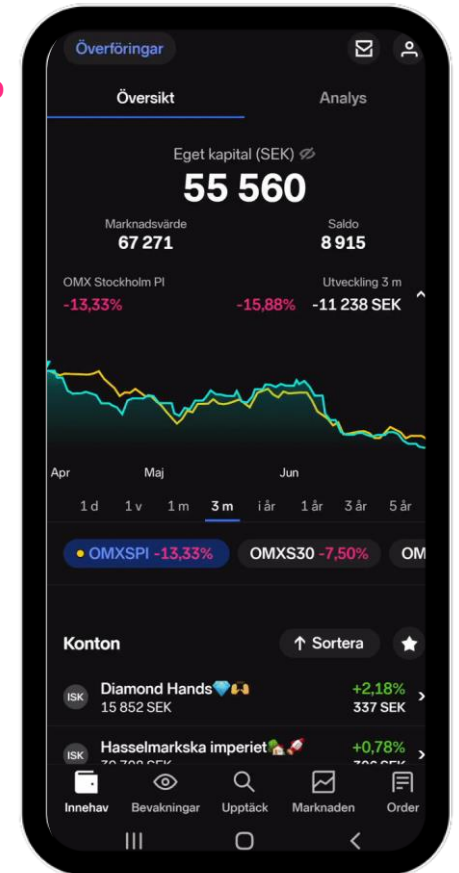


Eight new versions of our **award-winning app** with lots of user-friendly features and flows

Native onboarding SE + NO



Customizable widgets

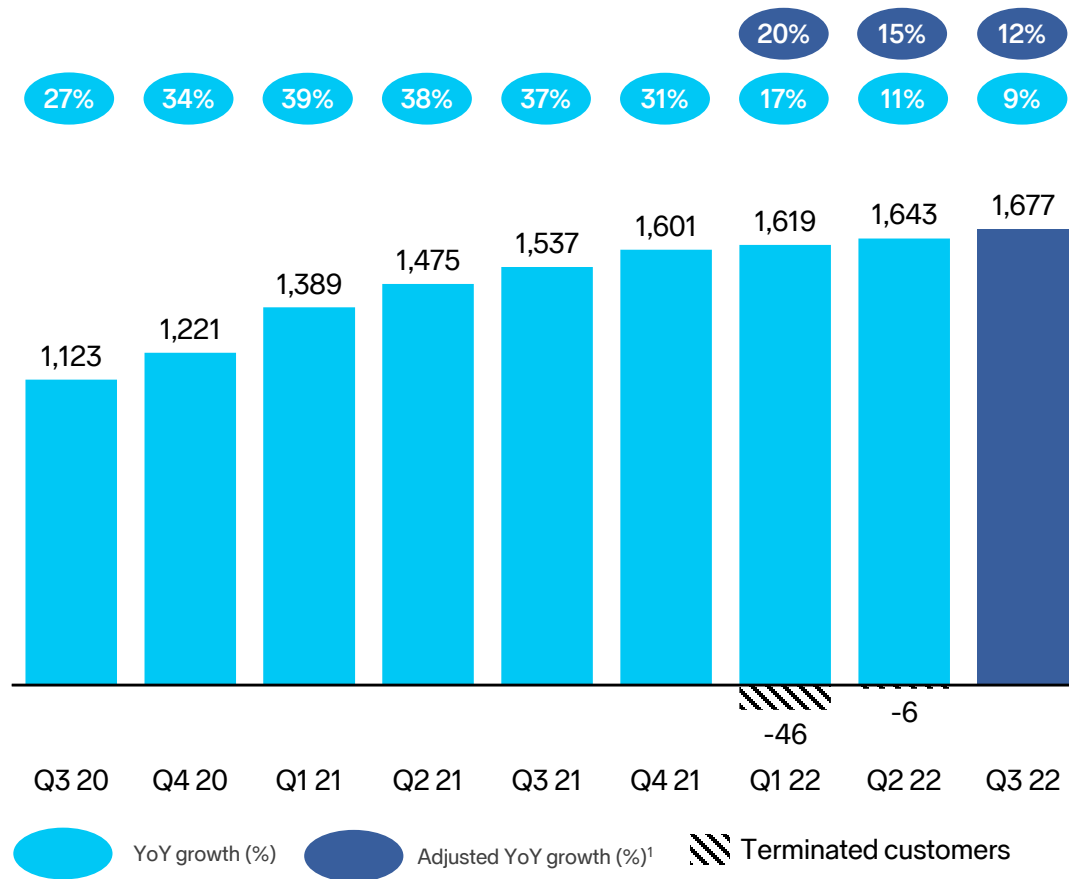


Financial performance

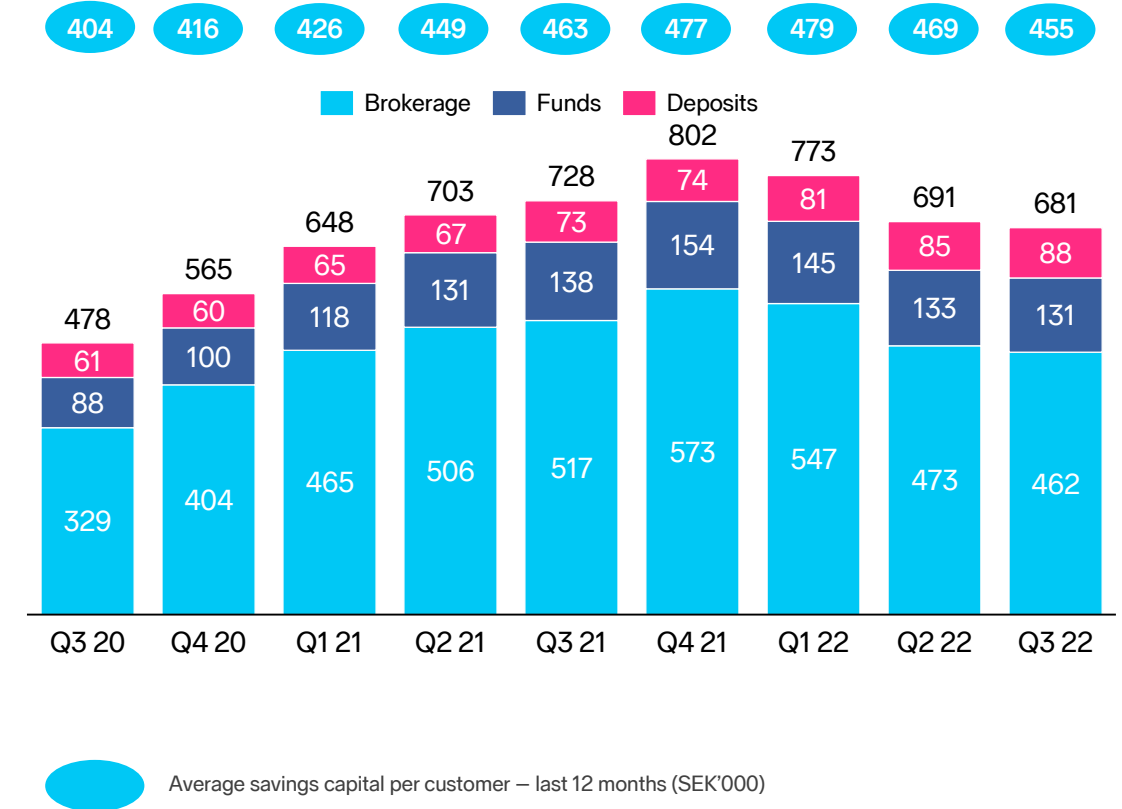


Continuous growth in customers and net savings

Customers
Thousands



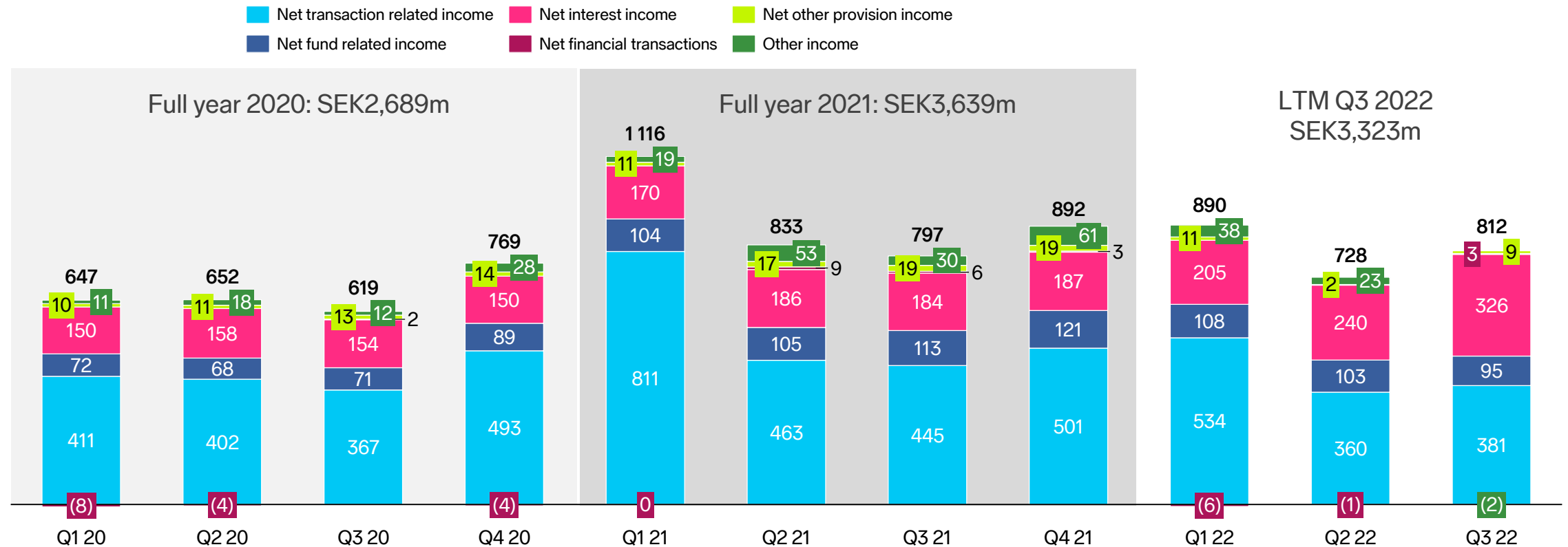
Savings capital by asset class
SEKbn



(1) Excludes customers who during 2022 were terminated in connection with a project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021.

Resilient income from diversified revenue streams...

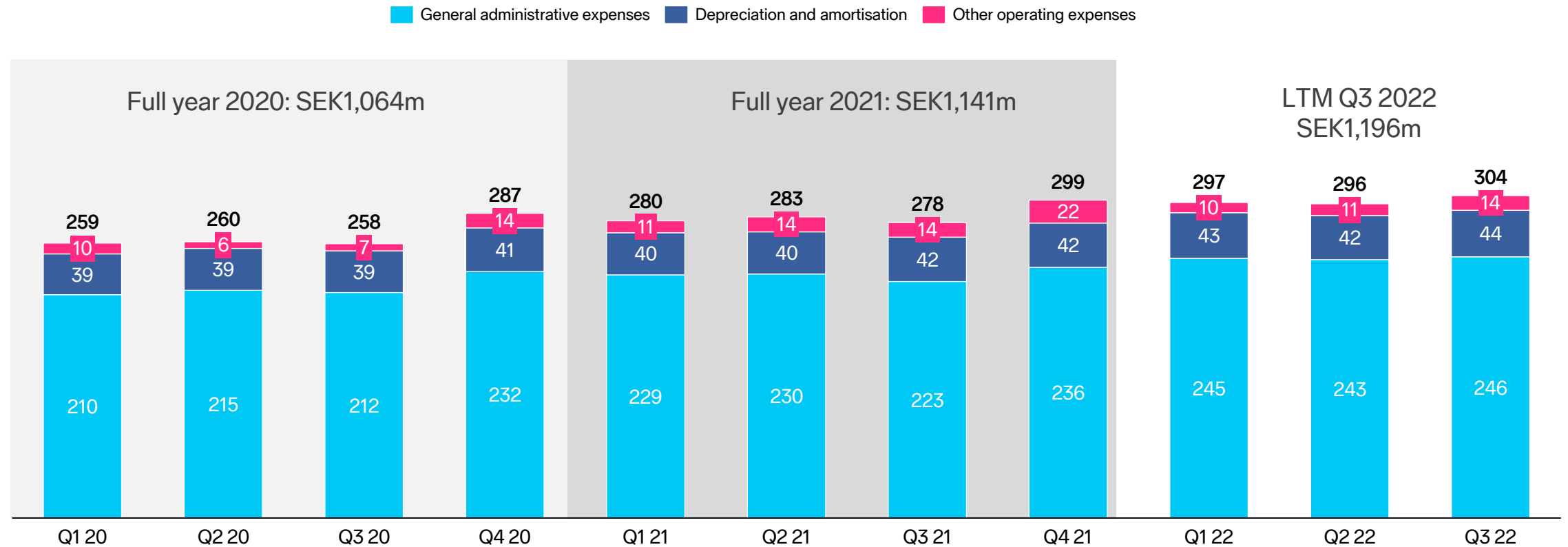
Adjusted revenue by income stream SEKm



Note: Refer to page 30 for additional detail on items affecting comparability.

...with good cost control...

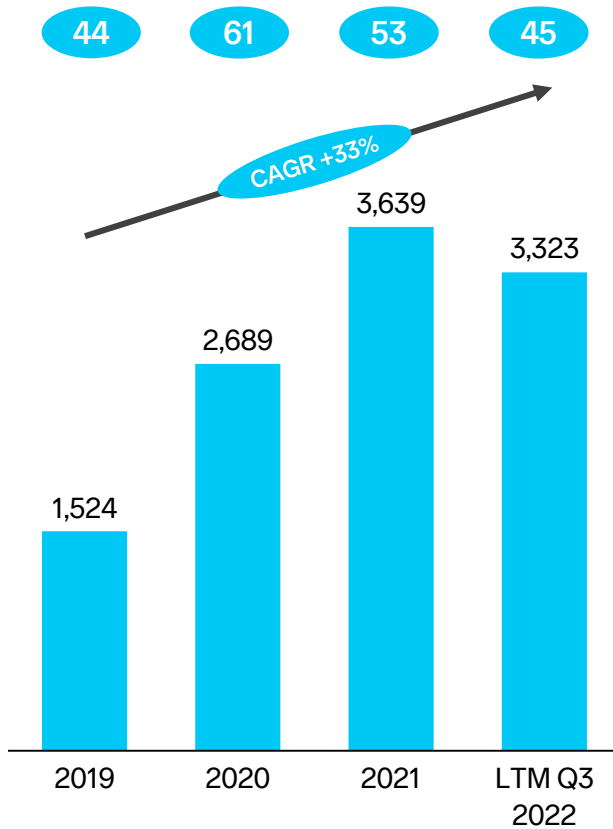
Adjusted operating expenses SEKm



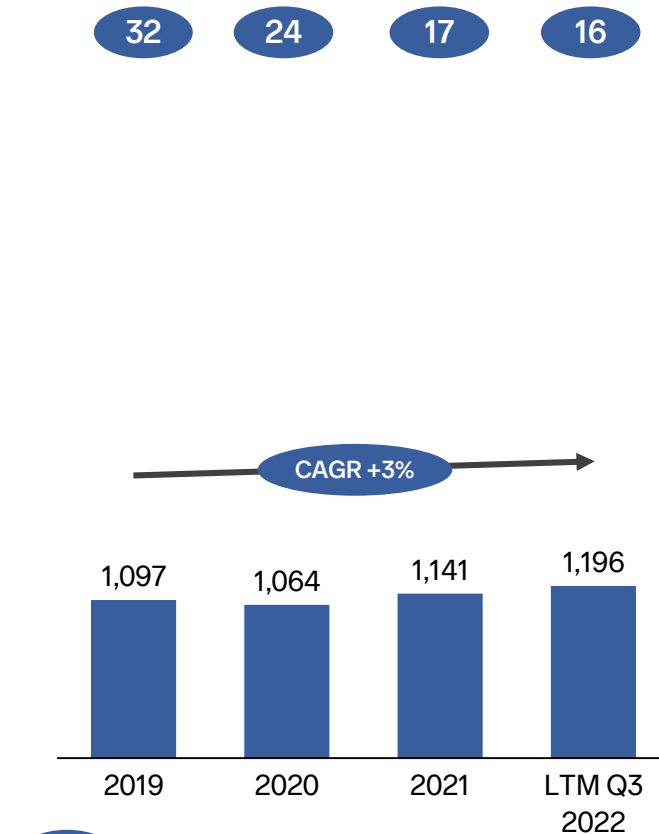
Note: Refer to page 30 for additional detail on items affecting comparability.

...resulting in considerable operating leverage

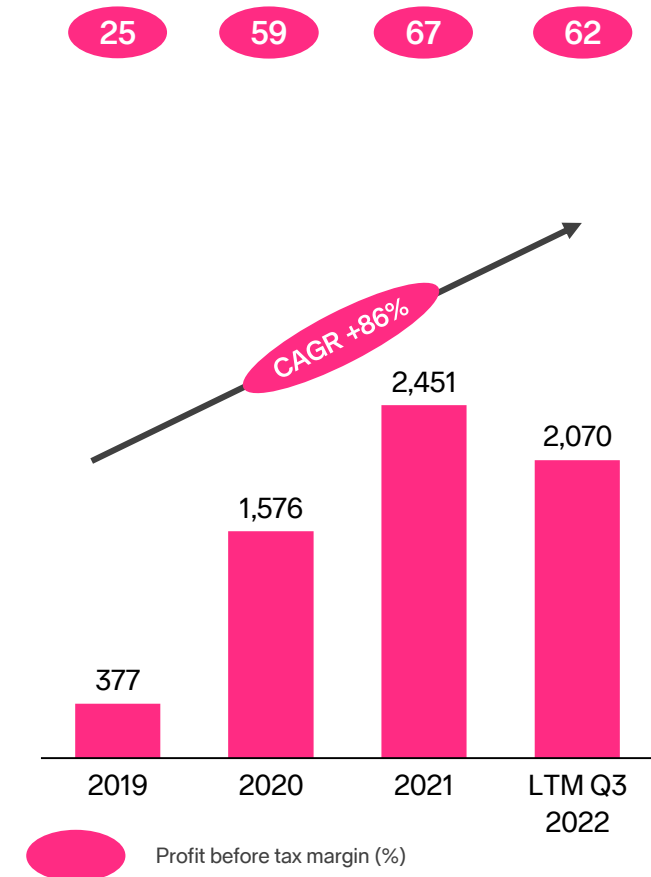
Adjusted revenue
SEKm



Adjusted operating expenses³
SEKm



Adjusted profit before tax
SEKm



Note: Refer to page 30 for additional detail on items affecting comparability

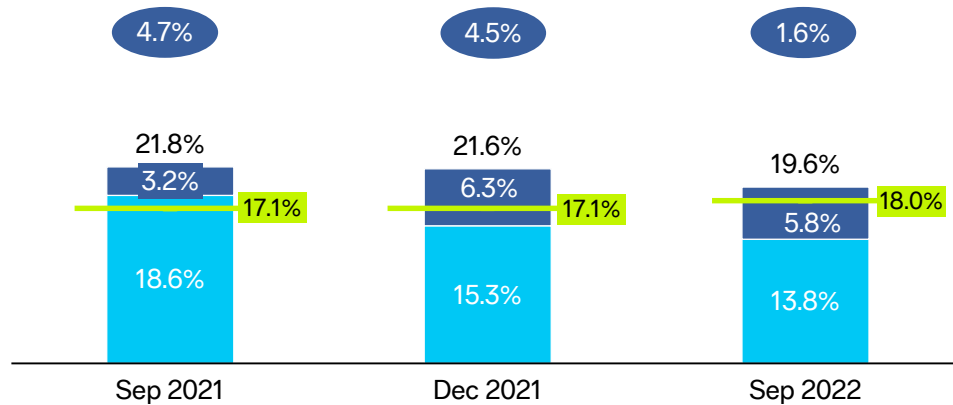
(1) Adjusted revenue divided by average quarterly savings capital over the period; (2) Adjusted operating expenses divided by average quarterly savings capital over the period; (3) Includes amortisation of PPA intangibles and excludes credit losses.

Maintained capital position

Total capital ratio

%

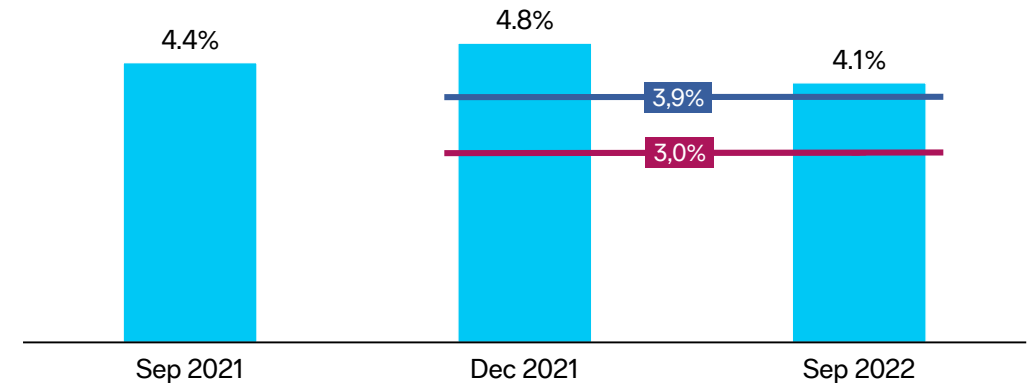
■ Capital requirement ■ Additional Tier 1 ratio
■ CET1 ratio ● Buffer over total capital requirement



Leverage ratio

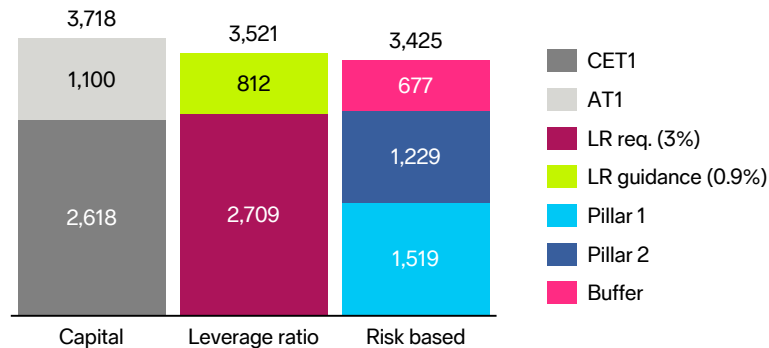
%

■ Leverage ratio — Requirement including P2 guidance
— Minimum requirement



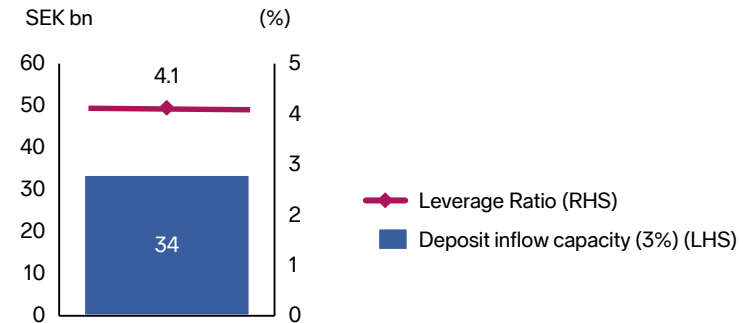
Risk based & Leverage Ratio requirements

September 2022, SEK million

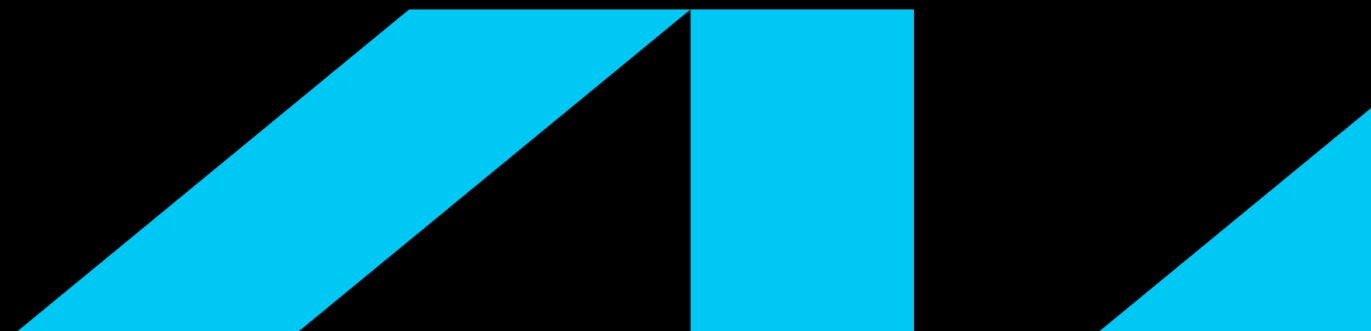


Leverage Ratio & deposit inflow capacity

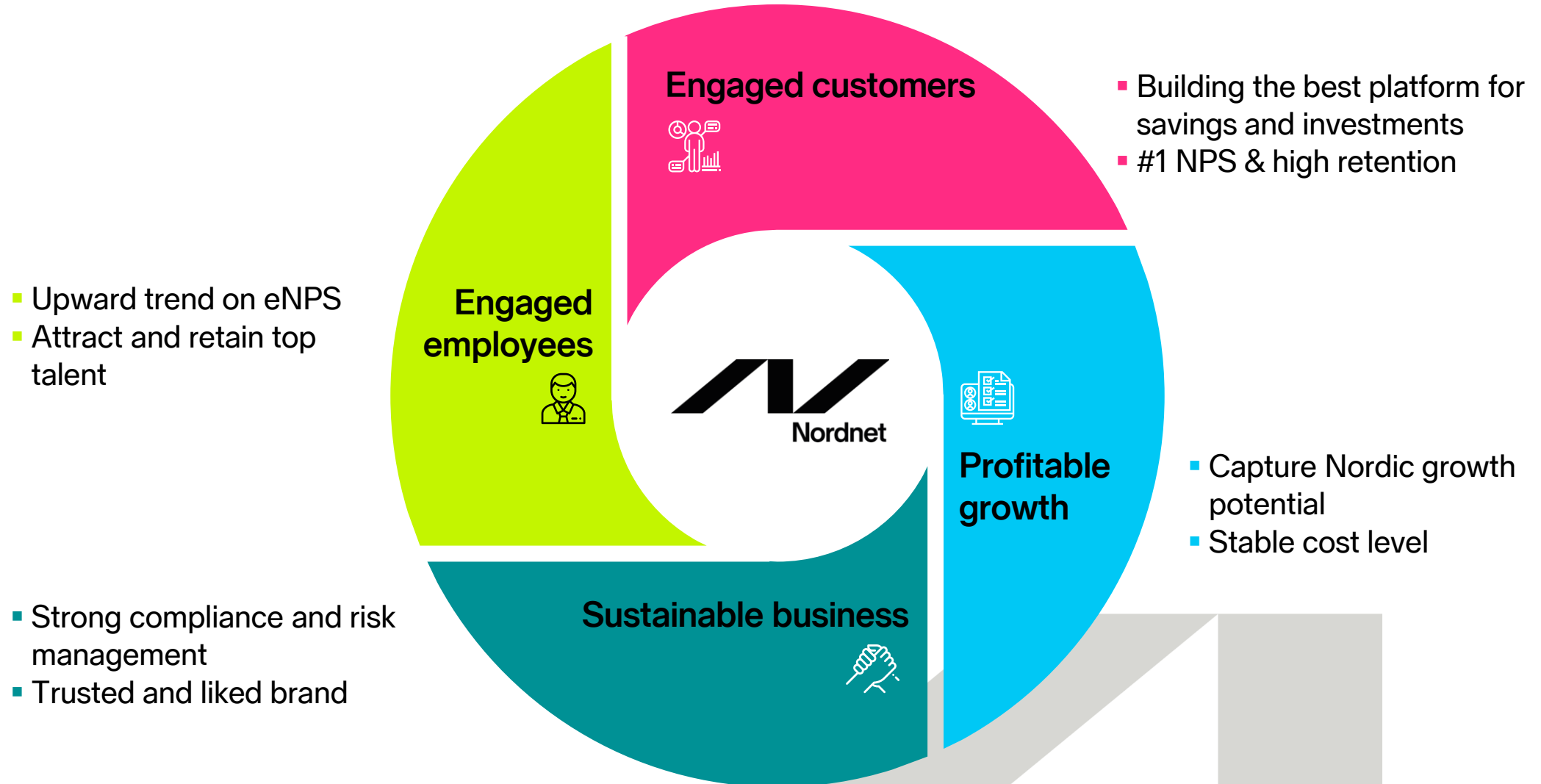
September 2022, SEKbn | %



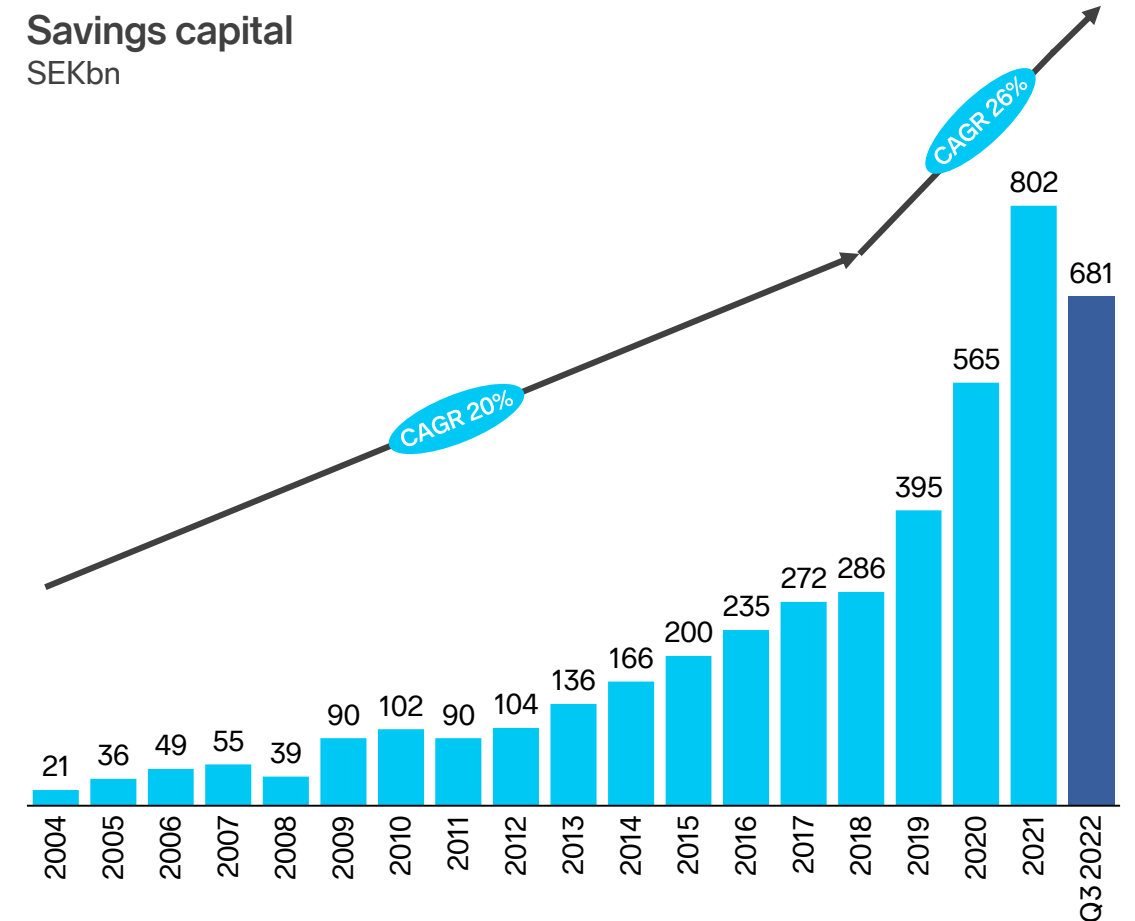
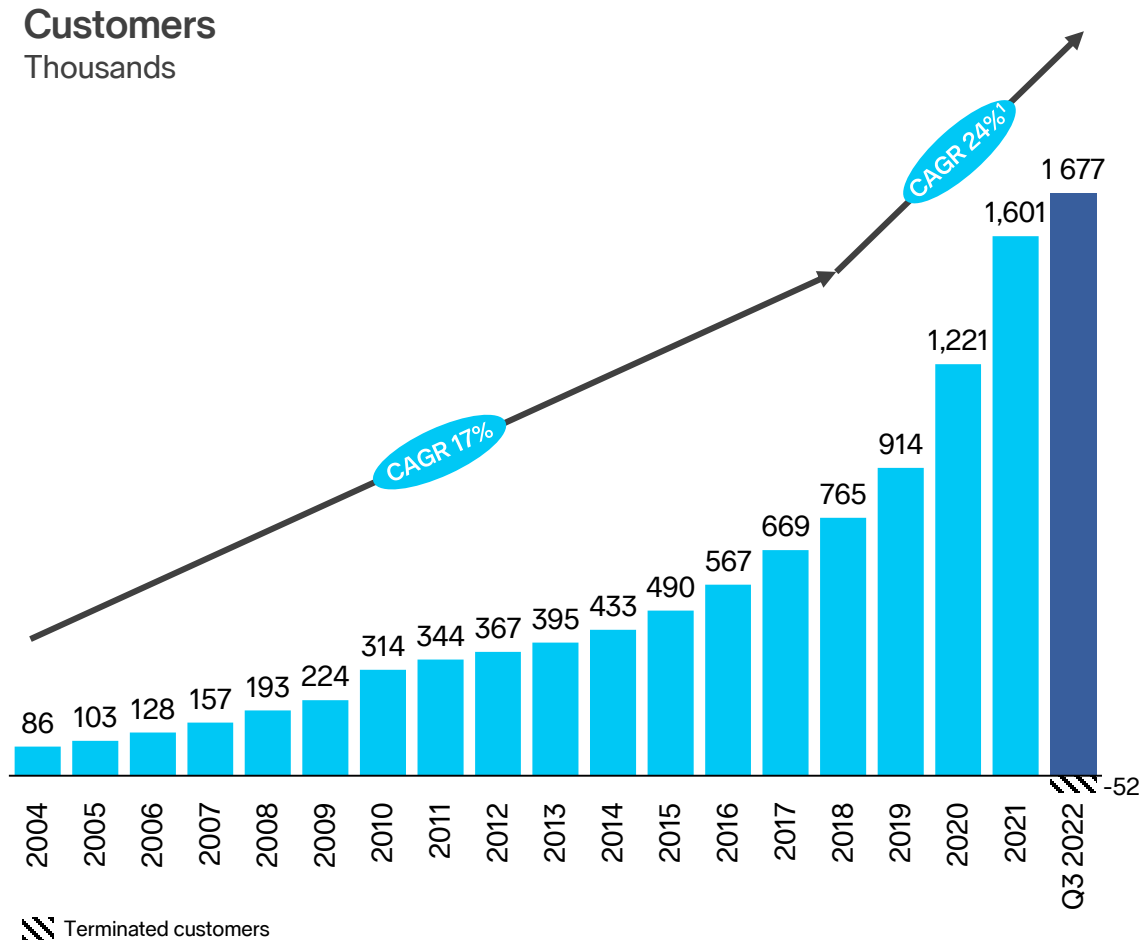
Strategic focus



Key strategic ambitions



Strong long-term growth in customers and savings capital

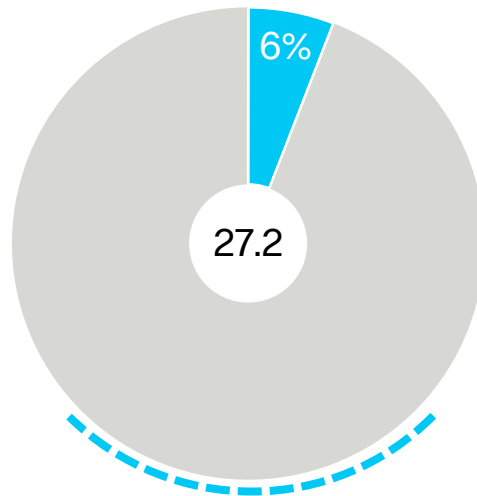


(1) Including the 51 700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation, CAGR would have been 23%.

Nordnet is taking market share in a growing market

Share of total population
December 2021 | Million

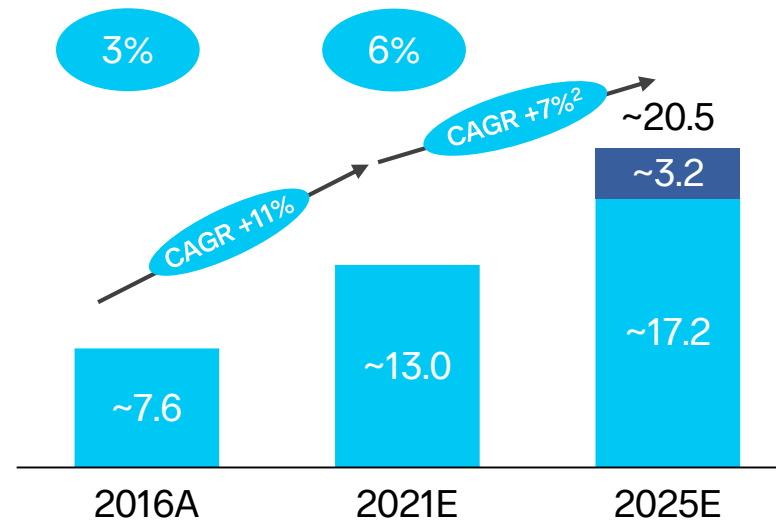
 Nordnet's share





18%
of the population
own shares⁴

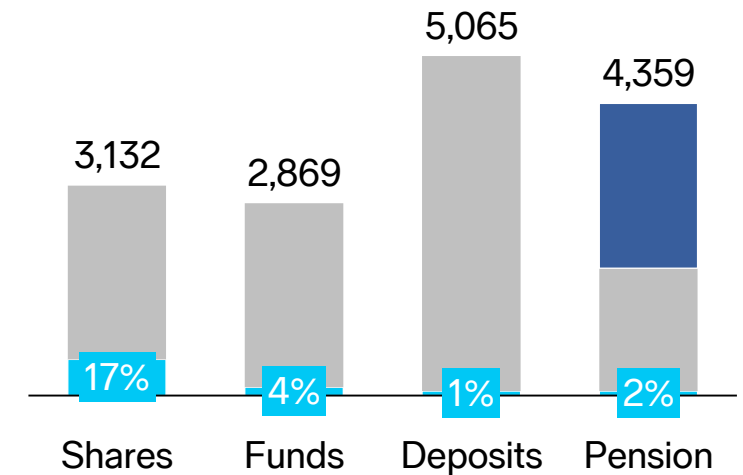
Addressable market growth outlook¹
Savings capital, SEKtln

 Market size current  Market size extended
 Nordnet market share



Market share of addressable market¹
December 2021, SEK bn

 Nordnet's share of addressable market
 Extended market³



(1) Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Finnish centre for pensions, Team analysis; (2) Excludes development in extended market (Finnish wrapper, Danish Livrente); (3) Extended market of Danish Livrente and Finnish wrapper is currently not addressable; Addressable market defined as the estimated part of the overall Nordic savings market that Nordnet caters to with its current product offering; (4) Source: Euroclear Sweden 2020; Euronext Securities Oslo 2021; Euronext Securities Copenhagen 2021; Euroclear Finland 2021.

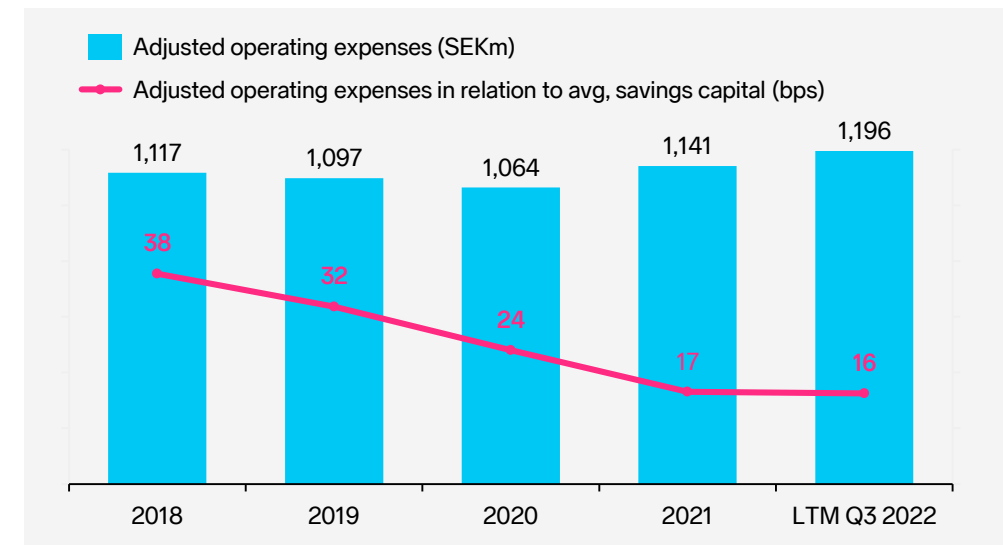
Rigorous focus on cost discipline to drive operating leverage

Key drivers of operating leverage

- ✓ Scalable cloud-powered tech platform
- ✓ Process simplification and automation
- ✓ Highly efficient customer growth
- ✓ Manage third party spend

Operating leverage drives improvement in cost margin

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

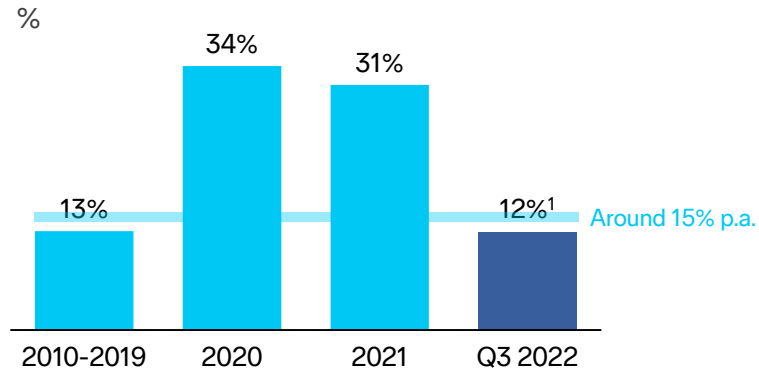


(1) Adjusted operating expenses; subtracting SEK 16m in 2018, SEK 65m in 2019, SEK 129m in 2020 and SEK 80m in LTM Q3 2022. Adjusted operating expenses includes amortisation of PPA intangibles and excludes credit losses; (2) Based on quarterly average savings capital over the period.

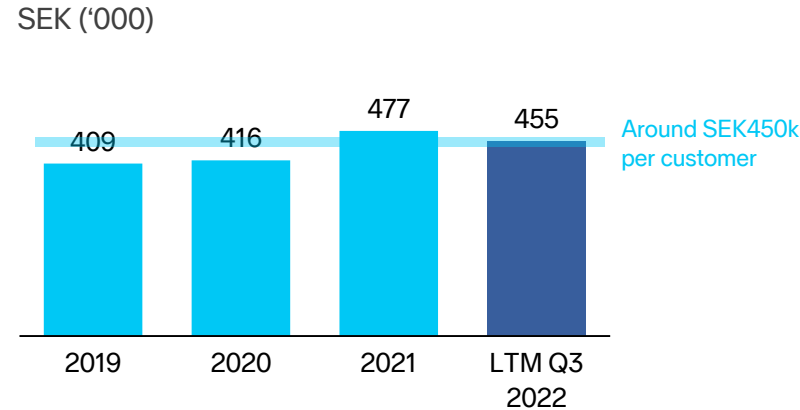
Medium-term financial targets

Target

Customer growth



Average savings capital per customer²

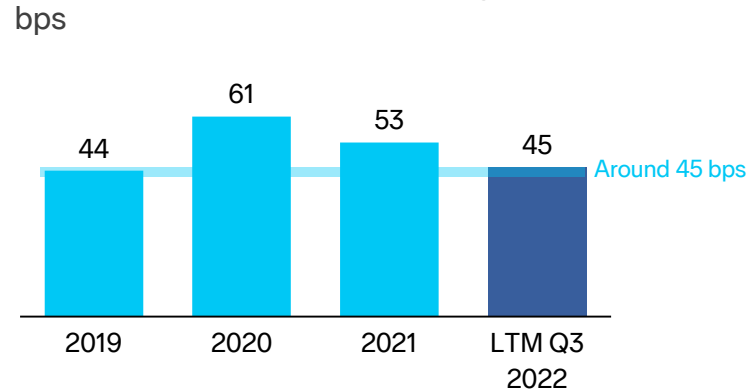


Dividend payout ratio

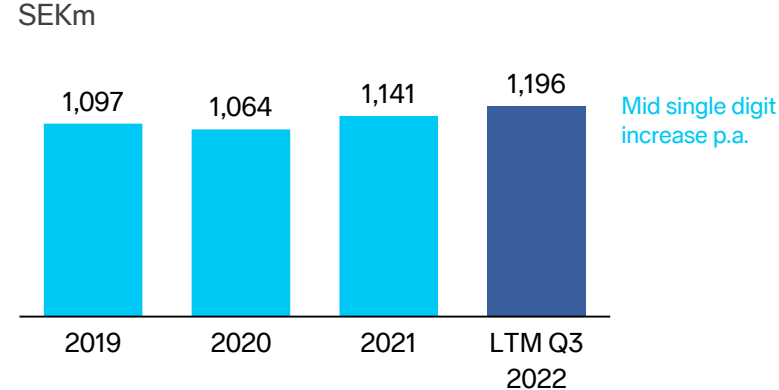
%

“Deliver superior total returns to shareholders via a pay-out ratio of 70% of statutory net income, translating to a pay-out of SEK 5.56 per share for 2021”

Income in relation to savings capital³

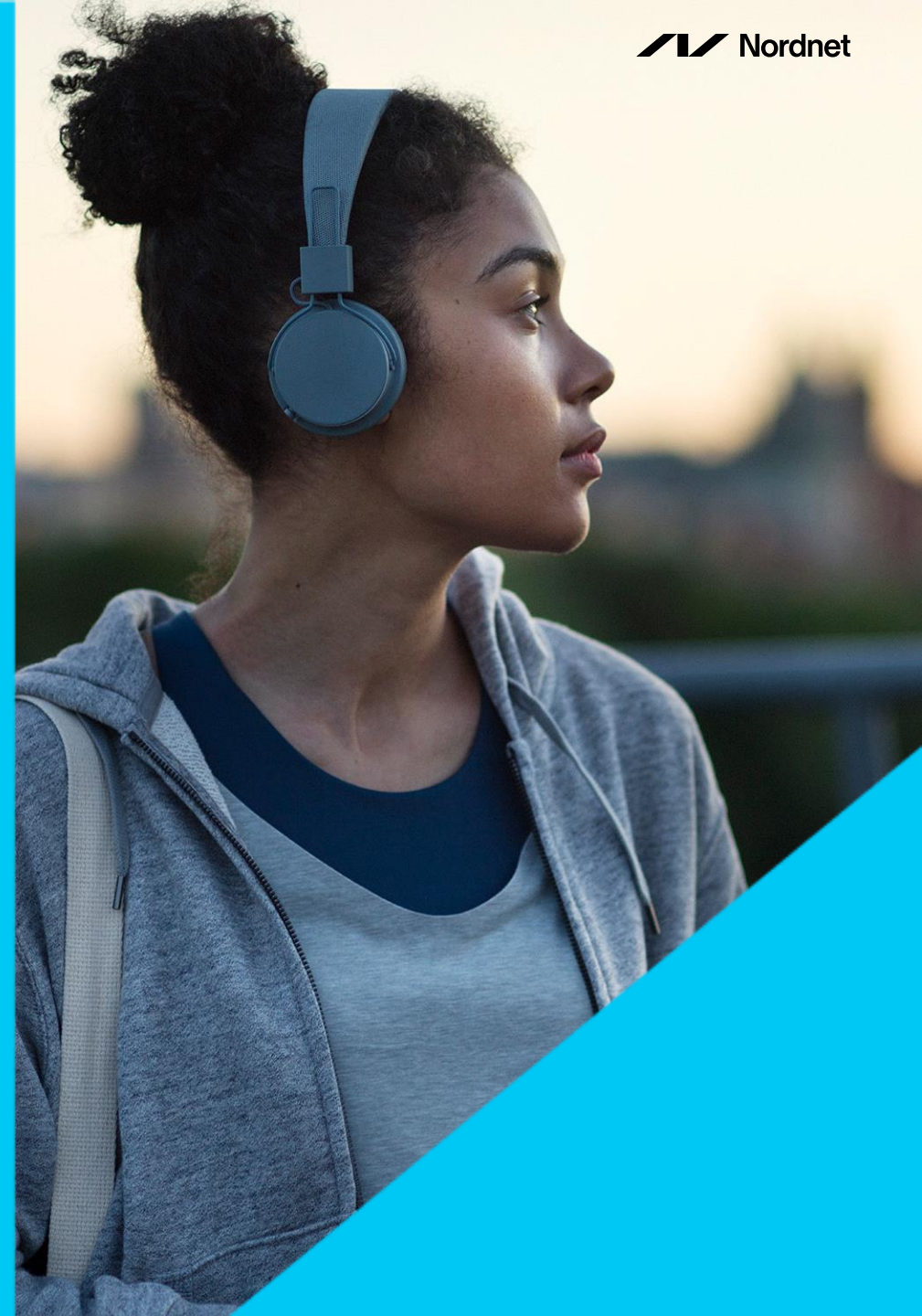


Adjusted operating expenses⁴



(1) Customer growth in the last 12 months was 9% including the 51,700 customers that during H1 2022 were terminated in connection with a project concerning the collection of complete customer documentation; (2) Average quarterly savings capital per customer over the last twelve months; (3) Adjusted revenues in the last twelve months divided by the average quarterly savings capital over the same period in accordance with reconciliation on page 30 deducting SEK 66m in 2019; (4) Adjusted operating expenses in accordance with reconciliation on page 30. Includes amortisation of PPA intangibles and excludes credit losses.

Thank you



Financial highlights third quarter 2022

SEKm unless otherwise stated	Q3 2022	Q2 2022	QoQ %	Q3 2021	YoY %
Condensed P&L¹					
Adjusted total income	812	728	12%	797	2%
Adjusted operating expenses	(304)	(296)	3%	(278)	9%
Adjusted profit before tax	491	420	17%	508	(3%)
KPIs					
New customers ²	+34,500	+30,100	15%	+61,900	(44%)
Customers	1,677,500	1,643,000	2%	1,537,200	9% ³
Net savings (SEKbn)	+5.8	+8.3	(30%)	+15.3	(62%)
Savings capital (SEKbn)	680.7	691.1	(2%)	728.0	(7%)

(1) Refer to page 30 for additional detail on items affecting comparability; (2) Number of new customers; Q2 2022 is 30,100 gross and 24,100 net, including the customer relationships that have been terminated in connection with a project regarding customer documentation; (3) Customer growth compared to Q3 2021 was 12% including 51,700 customers who during H1 2022 were terminated in connection with a project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021.

Summary P&L

SEKm	Q3 2022	Q2 2022	QoQ %	Q3 2021	YoY %	LTM Q3 2022	LTM Q3 2021	YoY %
Adjusted total income	812	728	12%	797	2%	3 323	3 515	(5%)
Adjusted operating expenses	(304)	(296)	3%	(278)	9%	(1 196)	(1 128)	6%
Net credit losses	(14)	(9)	59%	(9)	58%	(45)	(31)	44%
Imposed levies: Resolution fees	(3)	(3)	(1%)	(3)	23%	(12)	(10)	28%
Adjusted profit before tax	491	420	17%	508	(3%)	2 070	2 346	(12%)
Items affecting comparability (IAC), income								
Items affecting comparability (IAC), expenses	(4)	(110)				(80)	(99)	
Reported profit before tax	488	310	57%	508	(4%)	1 990	2 247	(11%)
Tax	(87)	(74)	19%	(98)	(11%)	(383)	(439)	(13%)
Reported net income	400	237	69%	410	(2%)	1 607	1 808	(11%)
Adjusted net income excl, IAC	403	345	17%	410	(2%)	1 691	1 887	(10%)
Adjusted net income excl, IAC and amortisation of intangible assets due to PPA	409	351	17%	417	(2%)	1 717	1 917	(10%)

Note: Refer to page 30 for additional detail on items affecting comparability.

Items affecting comparability

SEKm	Q3 2022	Q2 2022	Q1 2022	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
Non-recurring items – Expenses												
Delisting from Nasdaq												(45)
Acquisition of Netfonds									-	(35)	(16)	
Deduction right VAT			38		(9)	(11)			(20)	(30)		
AML process upgrade	(4)	(10)	(4)									
IPO related expenses				(99)	(10)				(109)	-		
Sanction SFSA		(100)										
Non-recurring items – Income												
Revaluation of the shareholdings in Tink AB ¹									-	66		
Total	(4)	(110)	33	(99)	(19)	(11)	-	-	(129)	1	(16)	(45)

(1) The shareholding was divested in 2019.

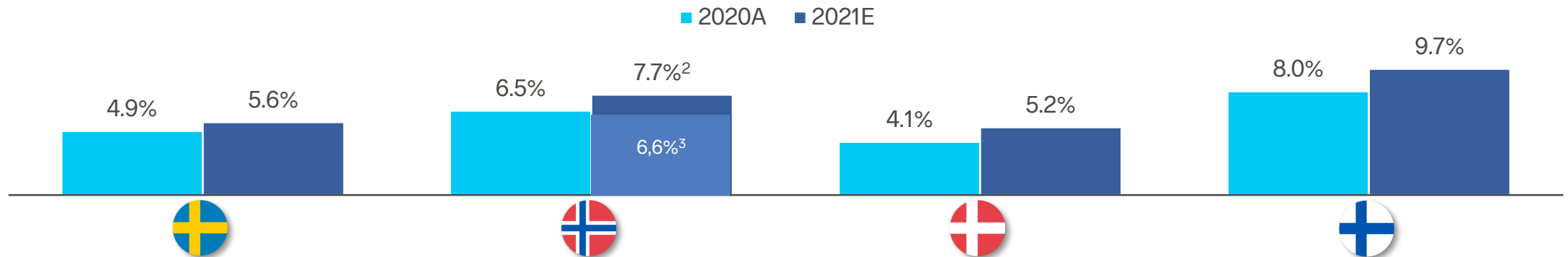
Strong customer satisfaction driving market share gains

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

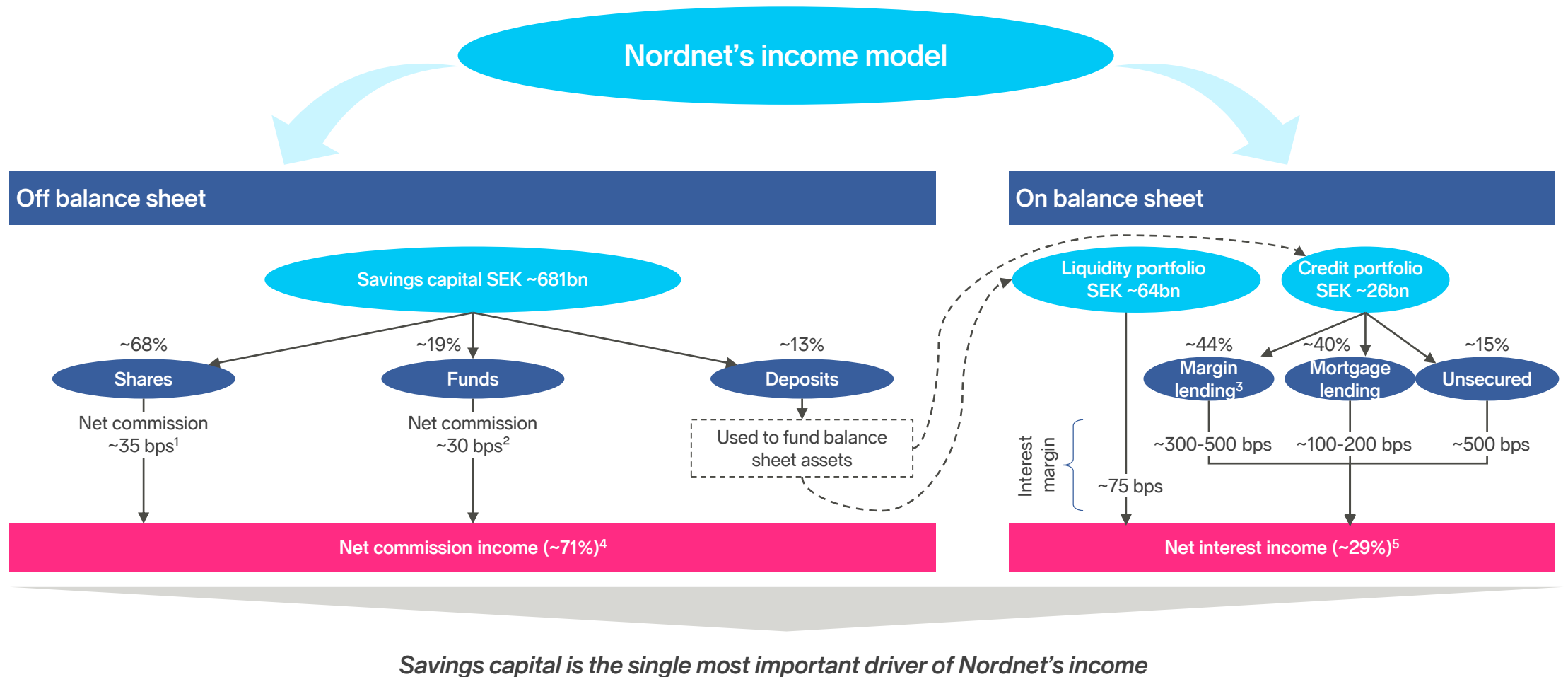


...which translates into increasing market shares across our geographies

Market share based savings capital in relation to total addressable market



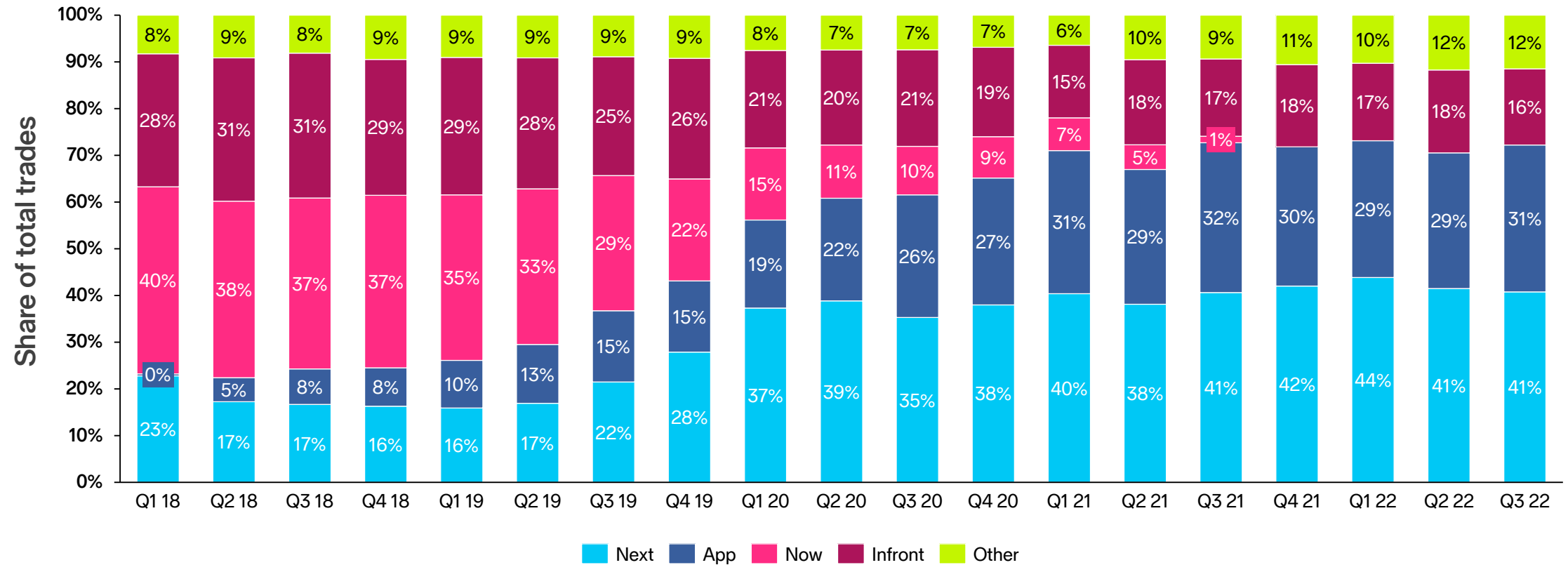
Nordnet has a capital light business model



Figures as per end of September 2022; (1) Net transaction related income divided by average quarterly brokerage savings capital; (2) Net fund related income excluding income divided by average quarterly fund savings capital; (3) Excluding lending against pledged cash and cash equivalents; (4) Includes other income, net other commission income and net financial transactions; (5) Includes off-balance sheet income from securities lending.

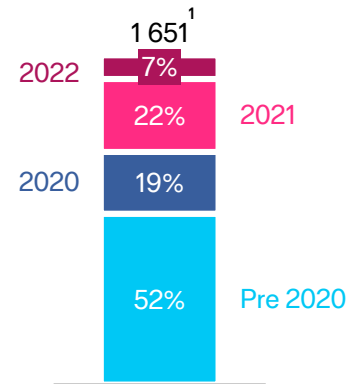
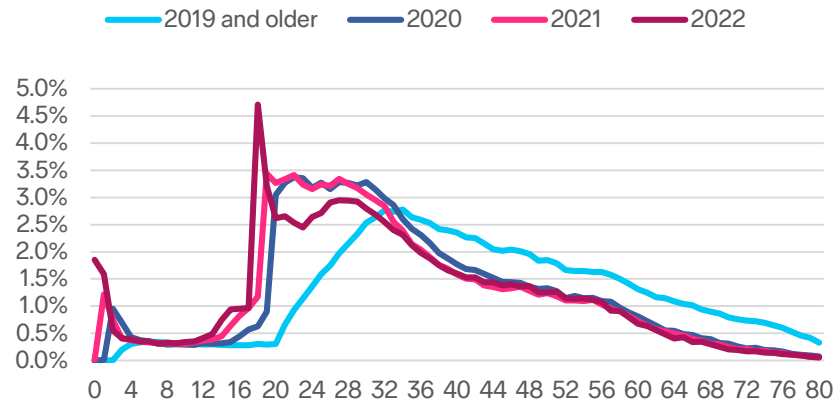
Share of trading per application

Distribution of trades per application

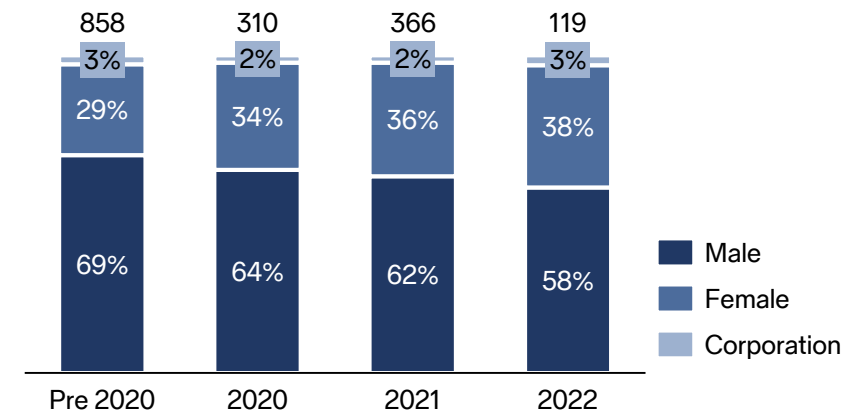


Pandemic-era customers are younger, higher share of women and own more funds

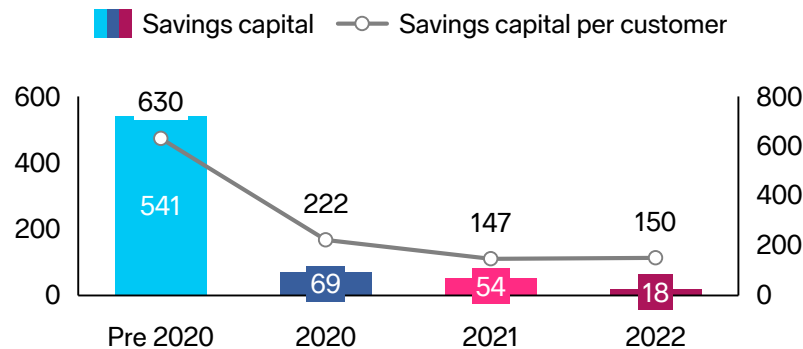
Share of customers per cohort and age¹
%



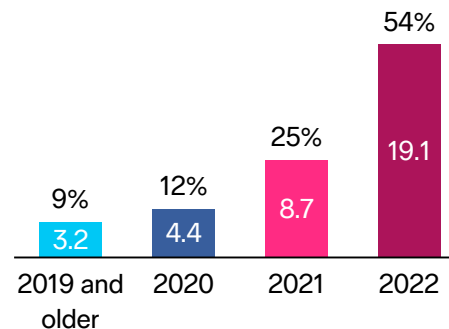
Share of customers by cohort and gender¹
(‘000)



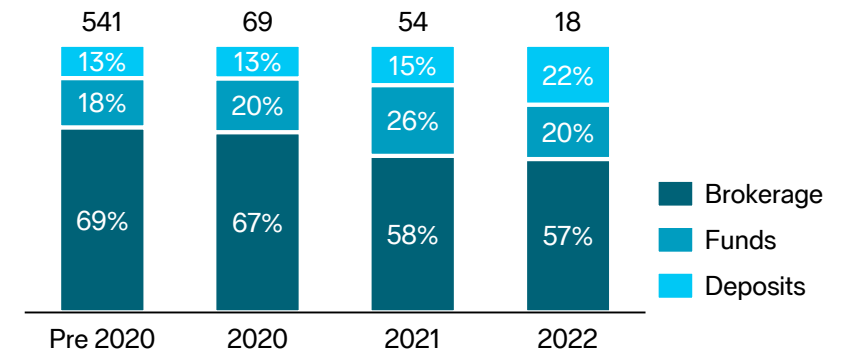
Savings capital per customer Sep 2022¹
SEKbn | SEKk (RHS)



Net savings YTD Q3 2022
SEKbn | % of total



Share of savings capital by cohort and asset type
SEKbn

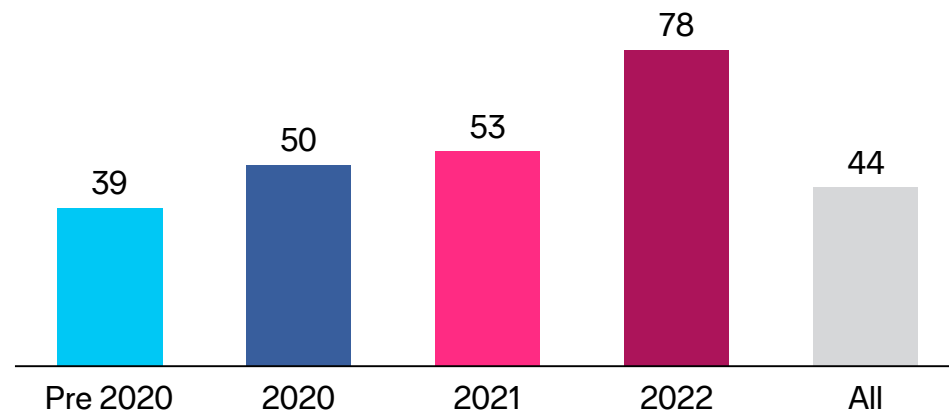


(1) Excludes customers who only carry an unsecured loan, companies and private customers > 80 years

Pandemic-era customers remain active, grow net savings and drive high margins

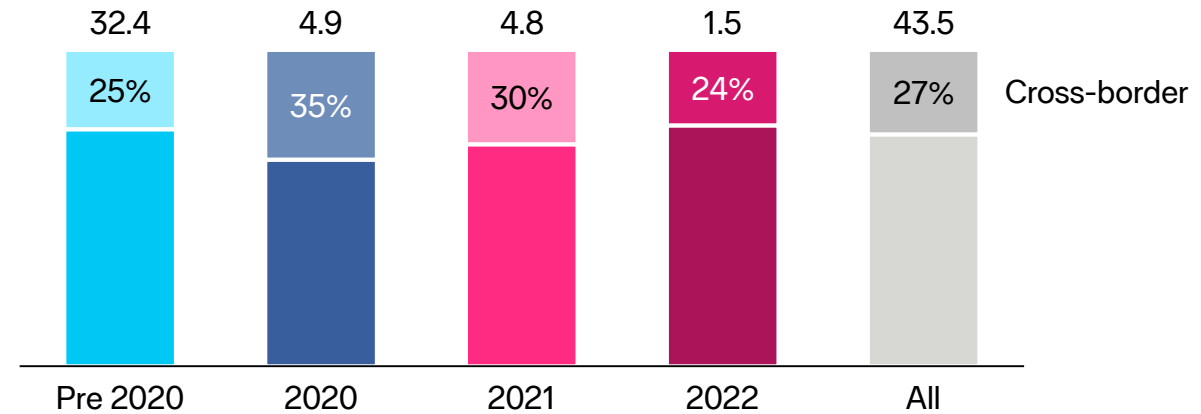
Revenue margin YTD Q3 2022

bps



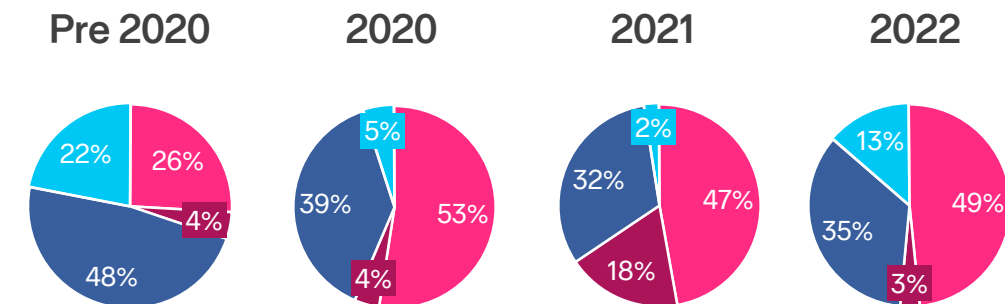
Share of cross-border trades YTD Q3 2022

% | million trades



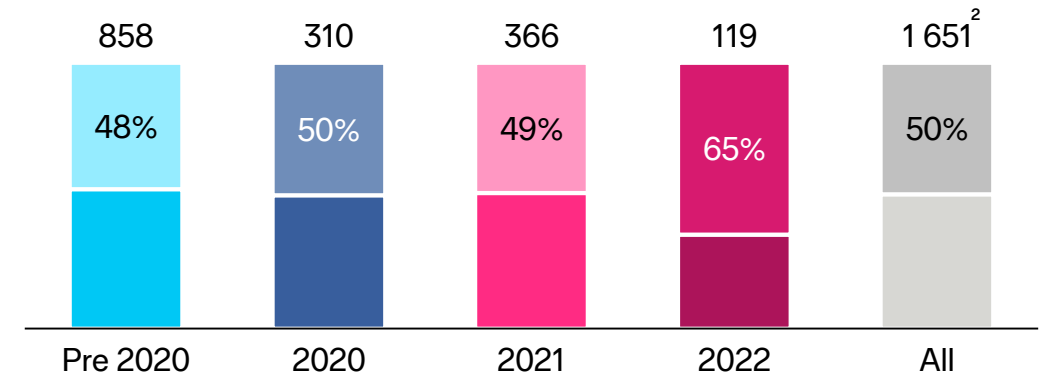
Share of trades per application YTD Q3 2022

% | Web Other Mobile Infront



Share of customers trading during YTD Q3 2022¹

% | Thousand customers

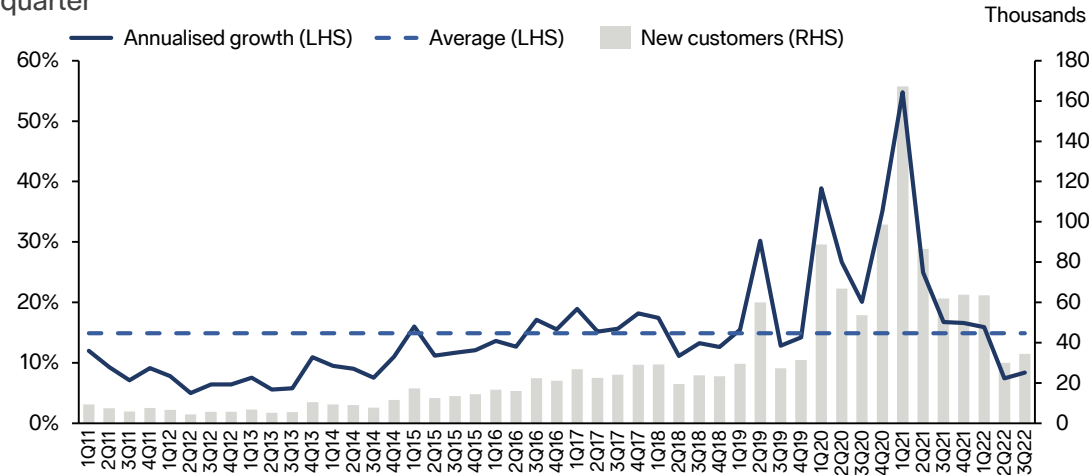


(1) Number of unique customers making at least one trade during the period divided by number of customers end of the period; (2) Excludes customers who only carry an unsecured loan.

Strong cost control drives profit despite negative macro

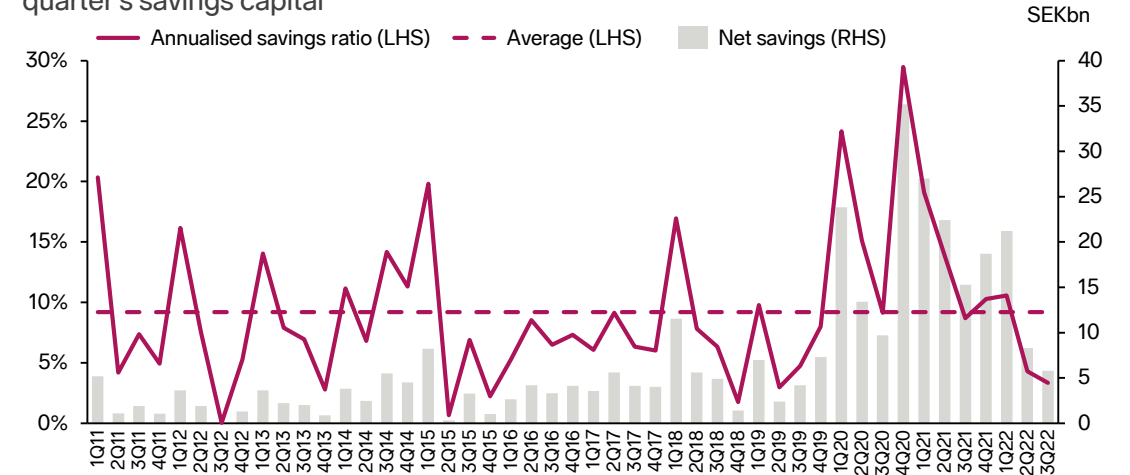
Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

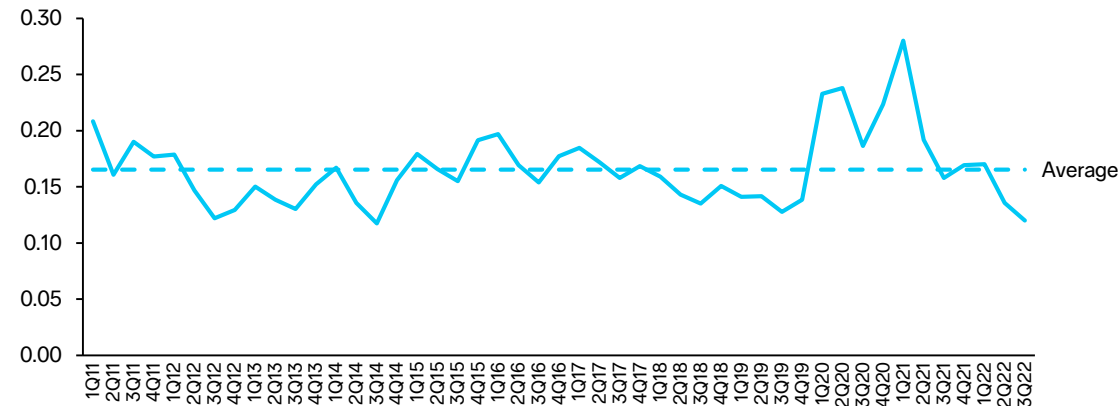


Annualised savings ratio

Annualised quarterly net savings in relation to previous quarter's savings capital

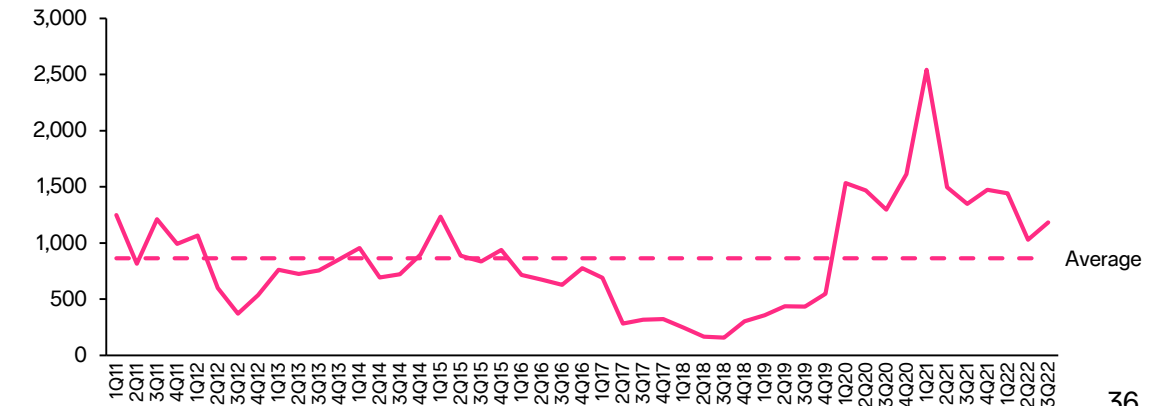


Trades per customer per trading day



Annualised profit per customer (SEK)

Annualised quarterly adjusted profit before tax in relation to number of customers



Sustainability embedded in Nordnet's DNA

A responsible and sustainable business

DECENT WORK AND ECONOMIC GROWTH



RESPONSIBLE CONSUMPTION AND PRODUCTION



PEACE, JUSTICE AND STRONG INSTITUTIONS



- Practice transparency, compliance and a high ethical standard
- Reduce negative impact on the environment and climate
- Promote physical and mental health through a good working environment

Equality and diversity

GENDER EQUALITY



DECENT WORK AND ECONOMIC GROWTH



REDUCED INEQUALITIES



- A better gender distribution within savings & investments
- A workplace characterized by gender equality and diversity
- Create a meaningful professional future for young people

Democratize savings and investments

QUALITY EDUCATION



DECENT WORK AND ECONOMIC GROWTH



INDUSTRY, INNOVATION AND INFRASTRUCTURE



- Increase the general knowledge about personal finances
- Develop user-friendly and inspirational services for saving and investments
- Become the leading platform in the Nordics for sustainable savings



Ambition:
The leading
Nordic platform
for **sustainable
savings**

How to get there

Our ambition is to become the leading Nordic platform for sustainable savings. We want to achieve that by:

- 1** Having a broad set of sustainable investment alternatives
- 2** Making it easier for savers to invest more sustainably by creating user-friendly digital tools

How to measure

We introduce KPIs on quarterly basis to increase focus on our work with sustainability:

Share of fund capital in sustainable funds* **73.5%**

Share of fund capital in “dark green”* funds **6.0%**

Proportion of female customers **32.8%**

*EU’s definition of sustainable mutual funds article 8 “light green” and article 9 “dark green”