



Nordnet Q3 2023

Results presentation



Key highlights third quarter 2023

Strong financial performance with revenue growing 42% and profit 64%

Cost in line with guidance

Good customer growth and positive net savings

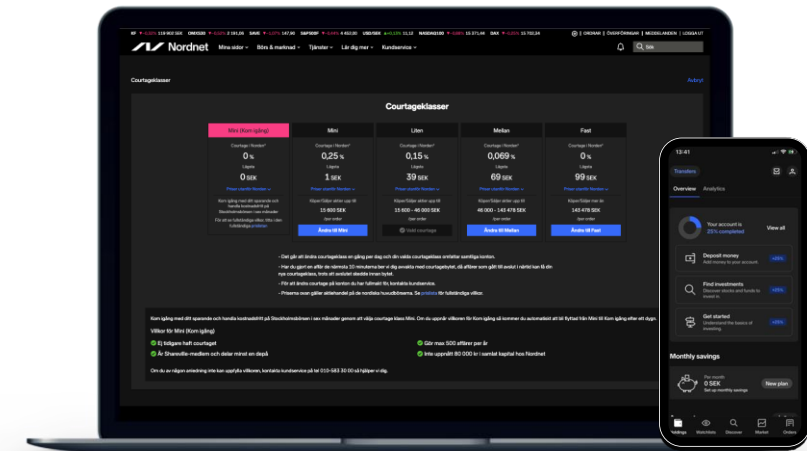
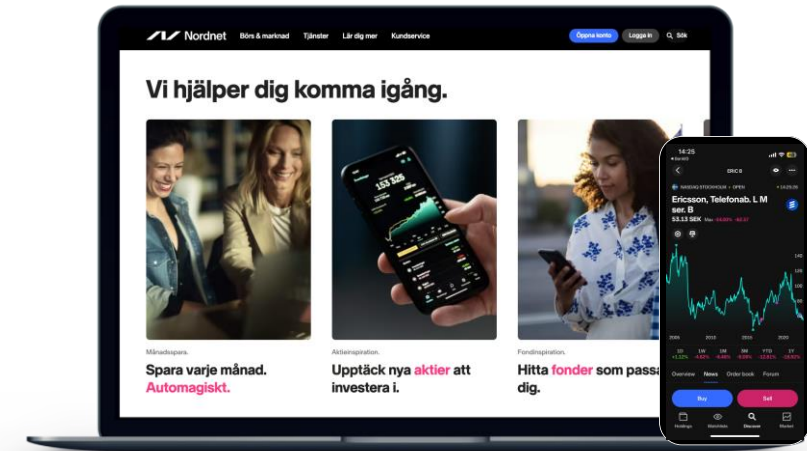
Finnish endowment wrapper launched

Uncertain macro environment and low volatility is an overhang on trading activity

Strong capital situation provides optionality

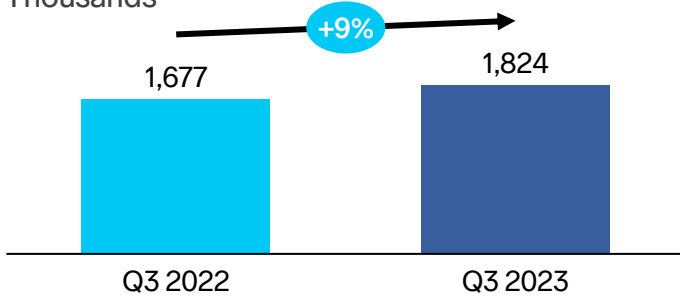
Net interest income more than doubled due to higher interest rates

Strategic review of unsecured lending business

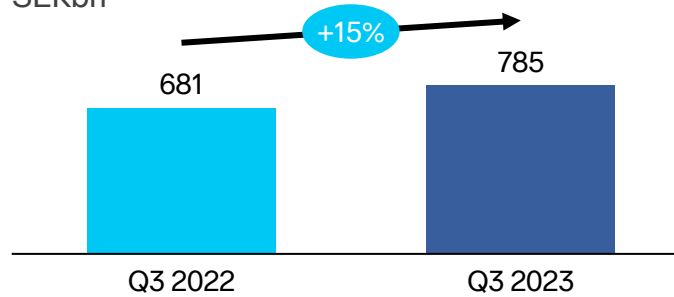


Financial highlights third quarter 2023

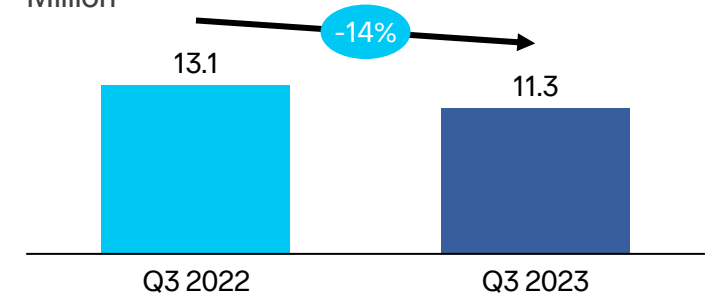
Customers
Thousands



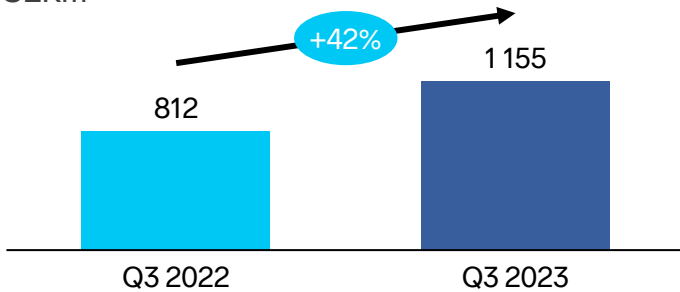
Savings capital
SEKbn



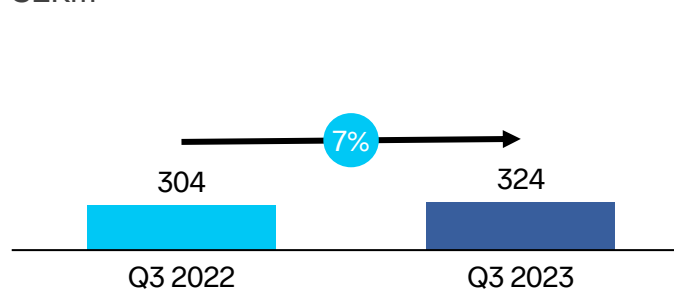
Number of trades
Million



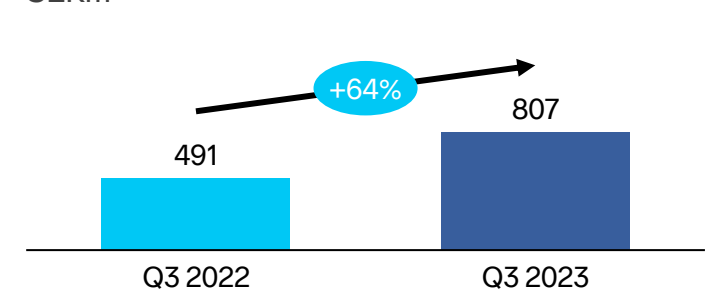
Adjusted revenues
SEKm¹



Adjusted operating expenses
SEKm¹



Adjusted profit before tax
SEKm¹

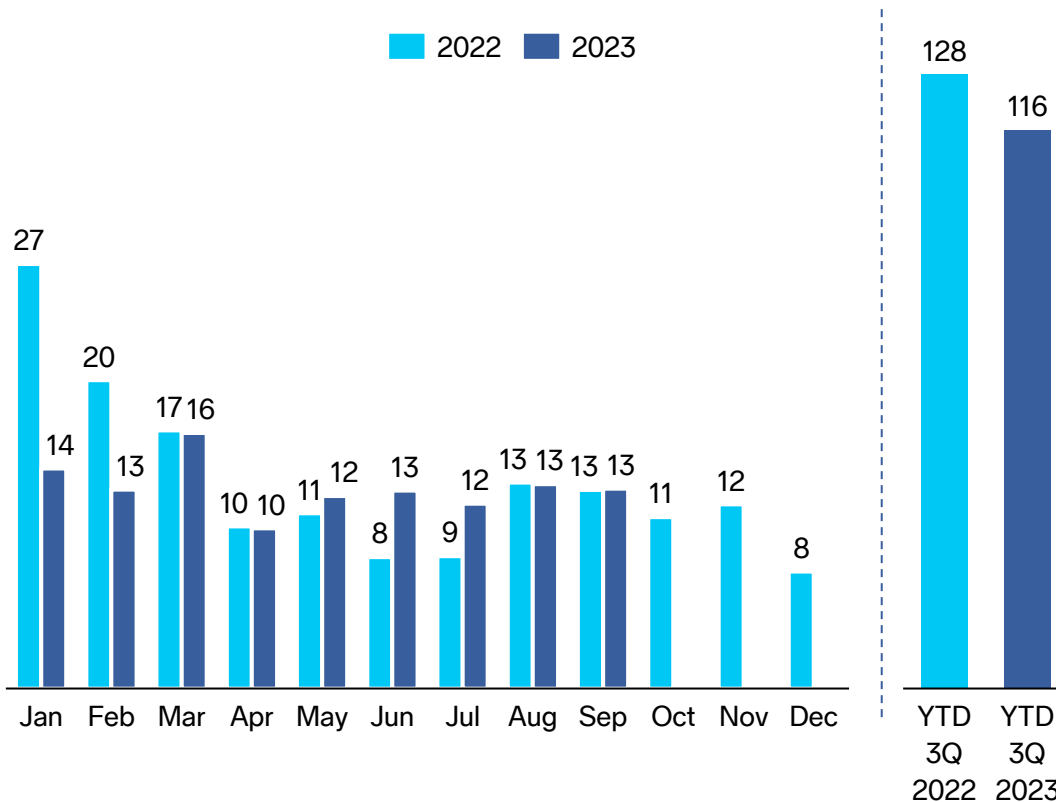


(1) Excludes items affecting comparability.

Continued growth in customers and net savings despite uncertain macro environment

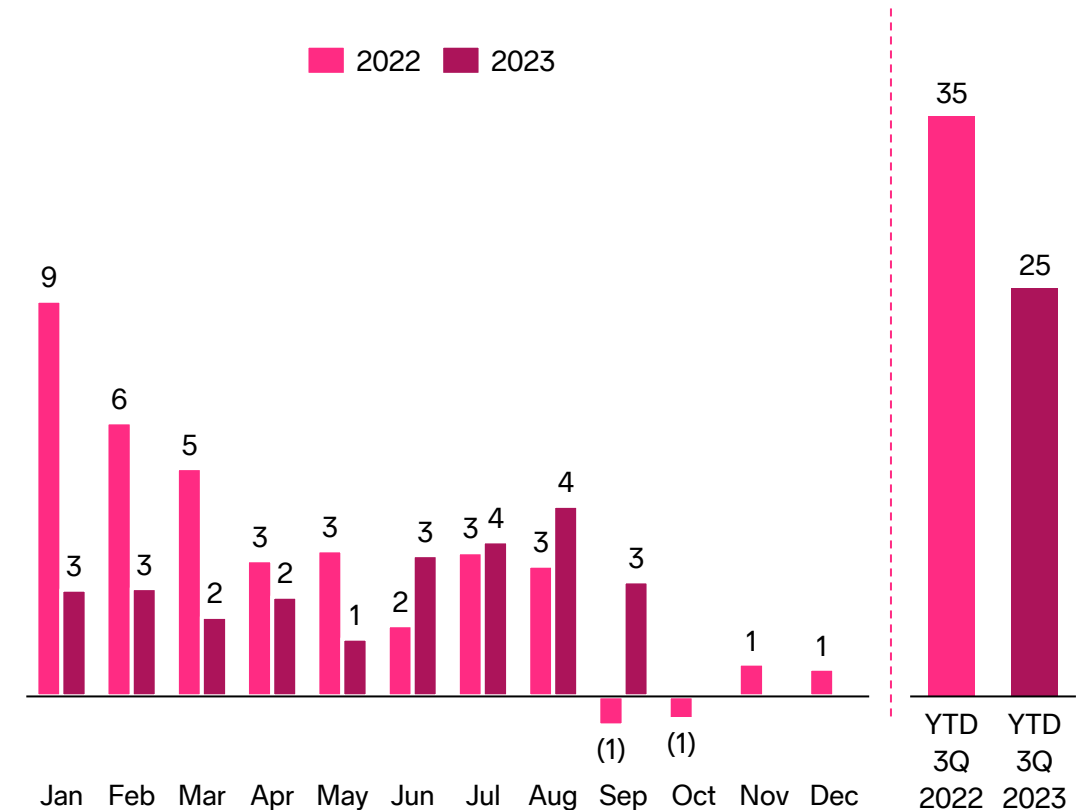
New customers by month¹

Thousands



Net savings per month

SEKbn



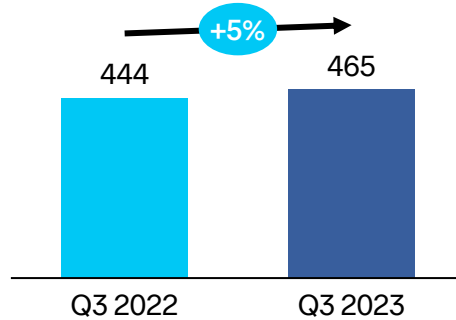
(1) Excludes 51,700 customers who during H1 2022 were terminated in connection with a project concerning the collection of complete customer documentation, which is described in Nordnet's interim report for the third quarter 2021.

Geographical diversification de-risks the business model and enables growth

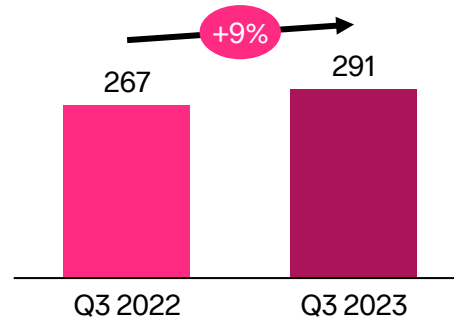
Sweden



Customers
Thousand



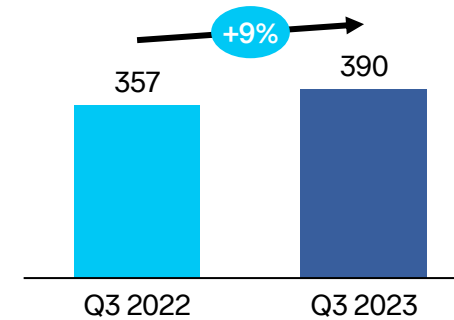
Savings capital
SEKbn



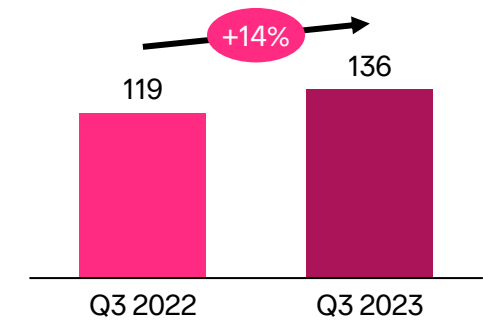
Norway



Customers
Thousand



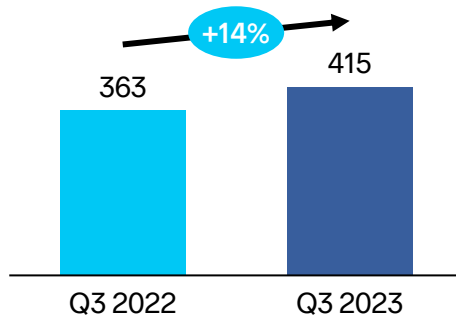
Savings capital
SEKbn



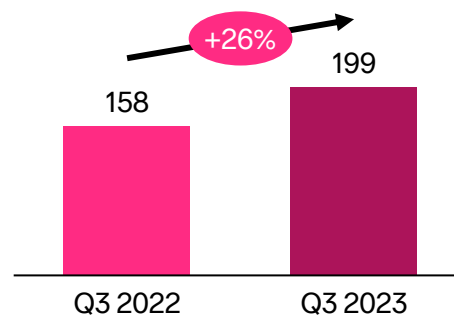
Denmark



Customers
Thousand



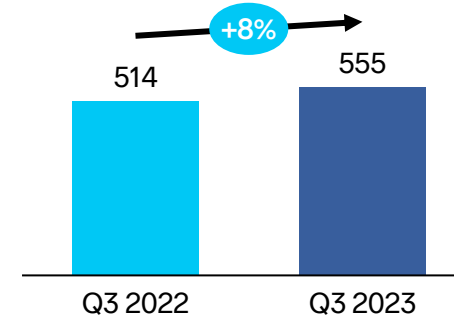
Savings capital
SEKbn



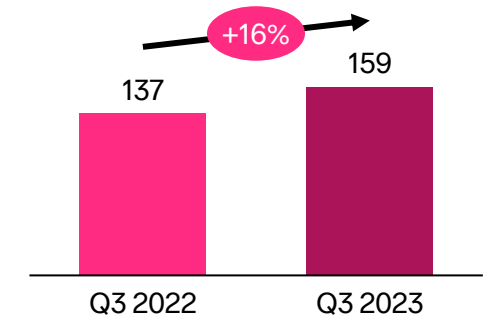
Finland



Customers
Thousand

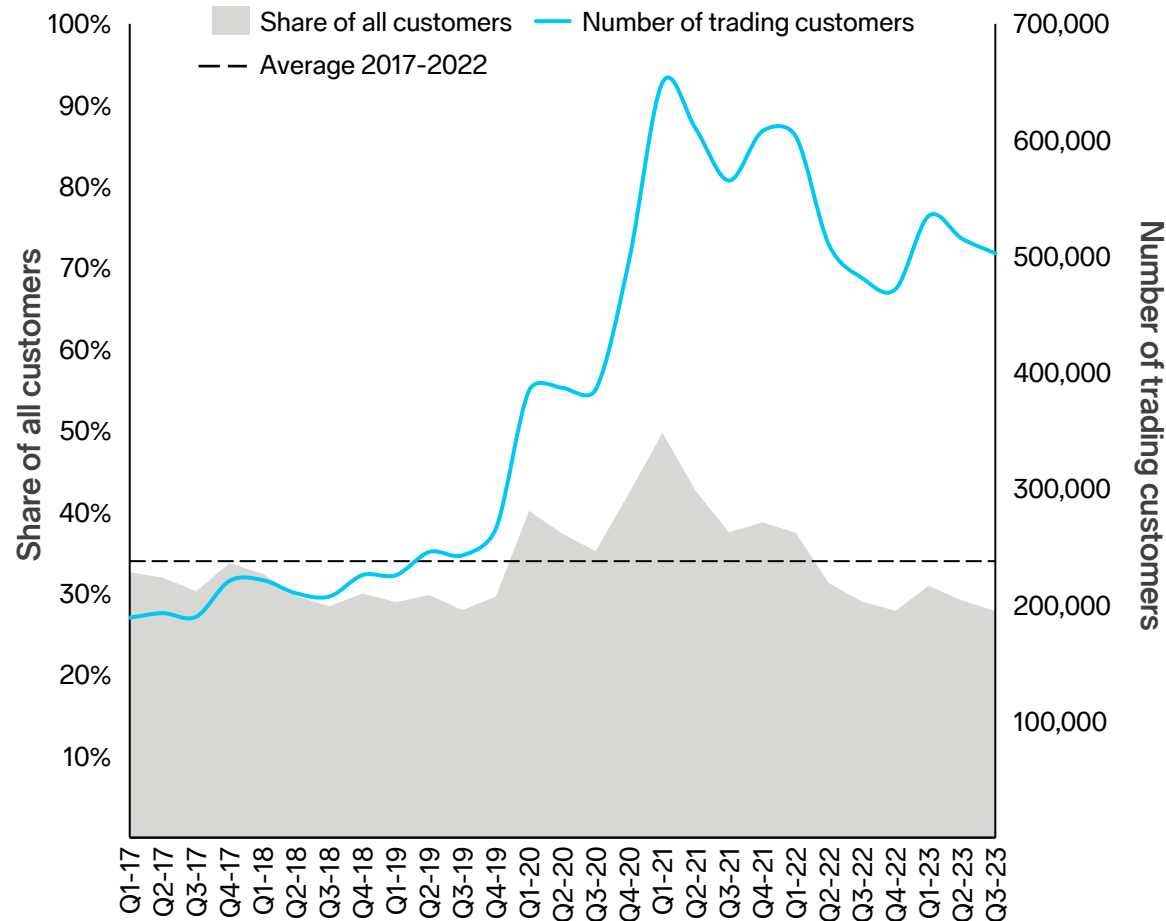


Savings capital
SEKbn

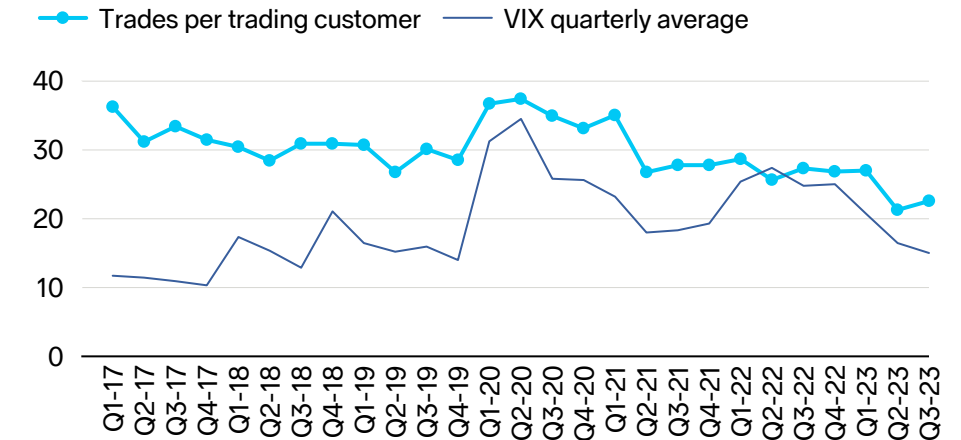


Trading affected by uncertain macro environment and low volatility but cross-border remains robust

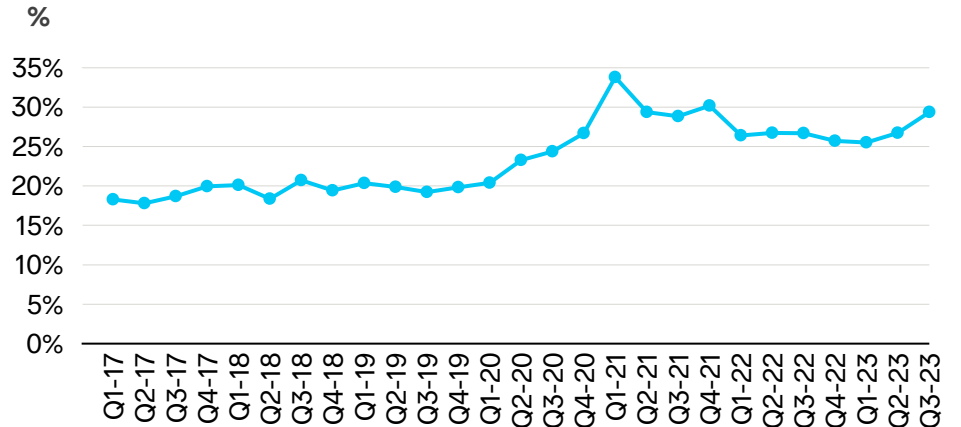
Trading customers



Trades per trading customer / quarter

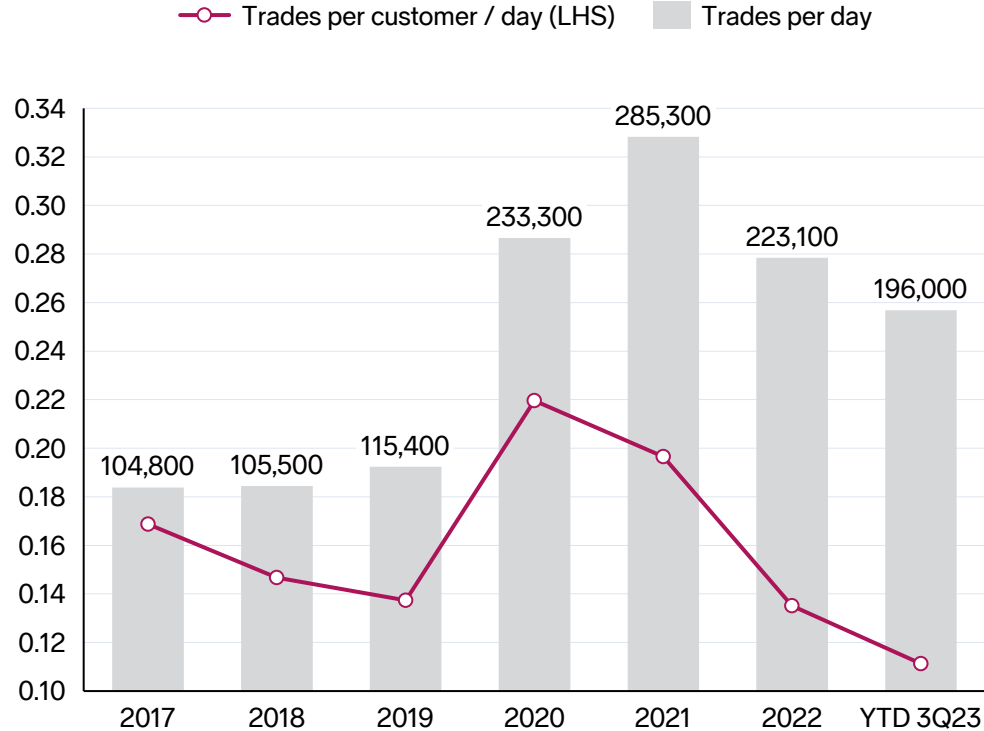


Share of cross-border trades

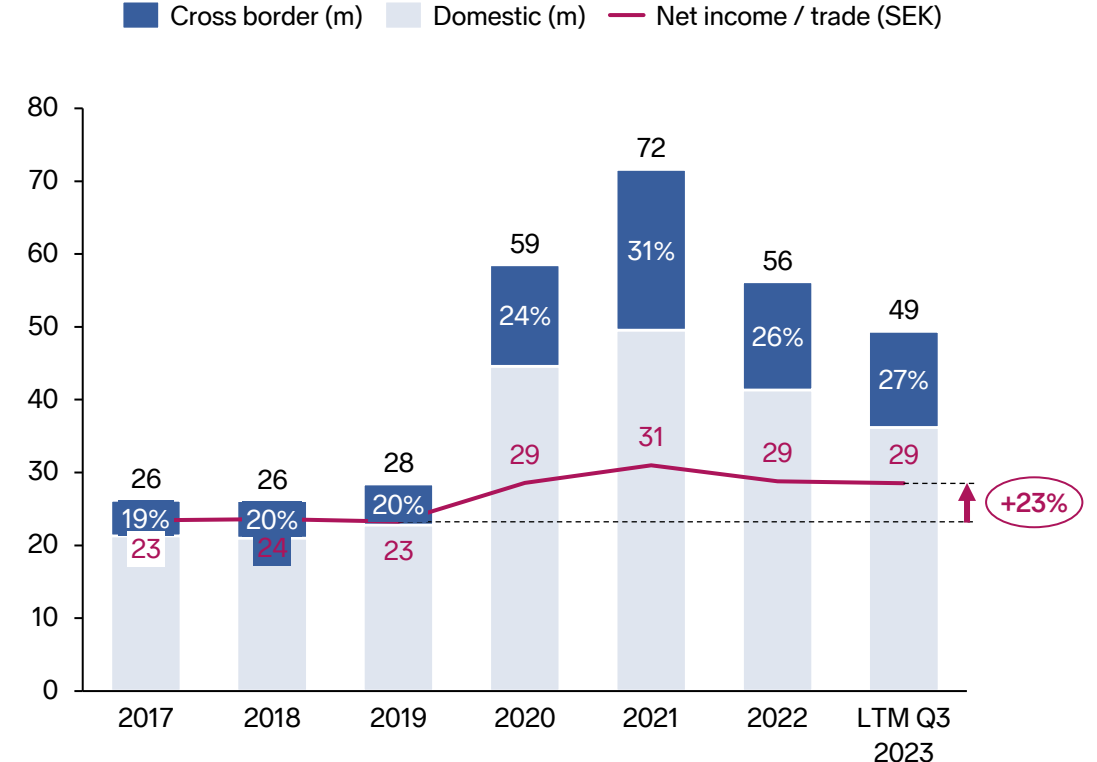


Trades per day have almost doubled since 2019 and each trade drives more revenue

Trades per customer per trading day

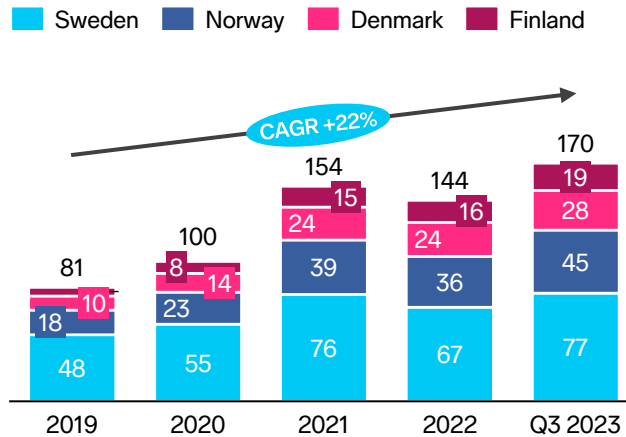


Total number of trades and net income/trade

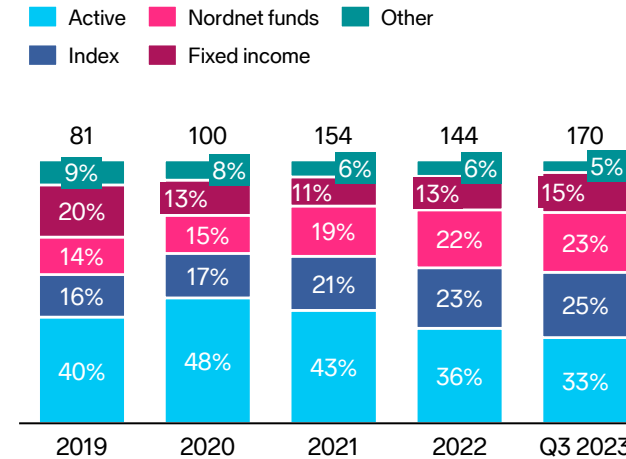


Leading Nordic fund supermarket

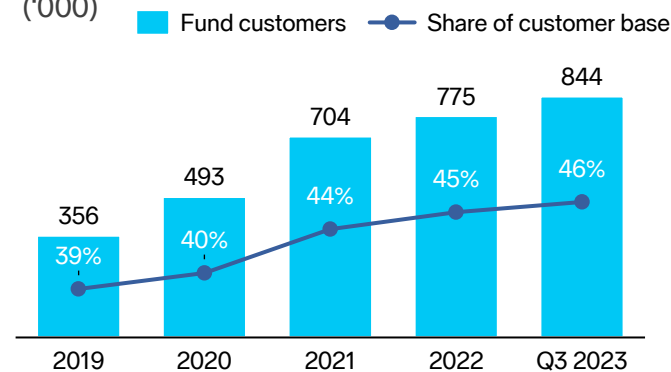
Fund capital by country
SEKbn



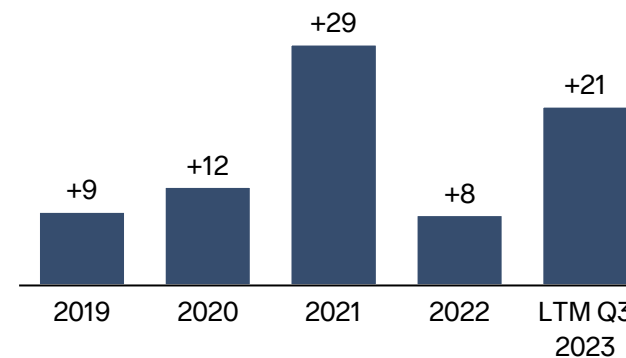
Fund capital by allocation¹
SEKbn



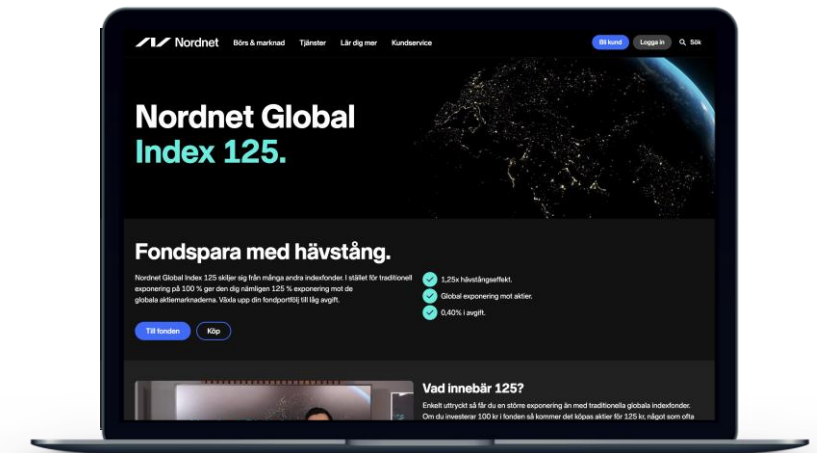
Fund customers
(‘000)



Net fund buying
SEKbn



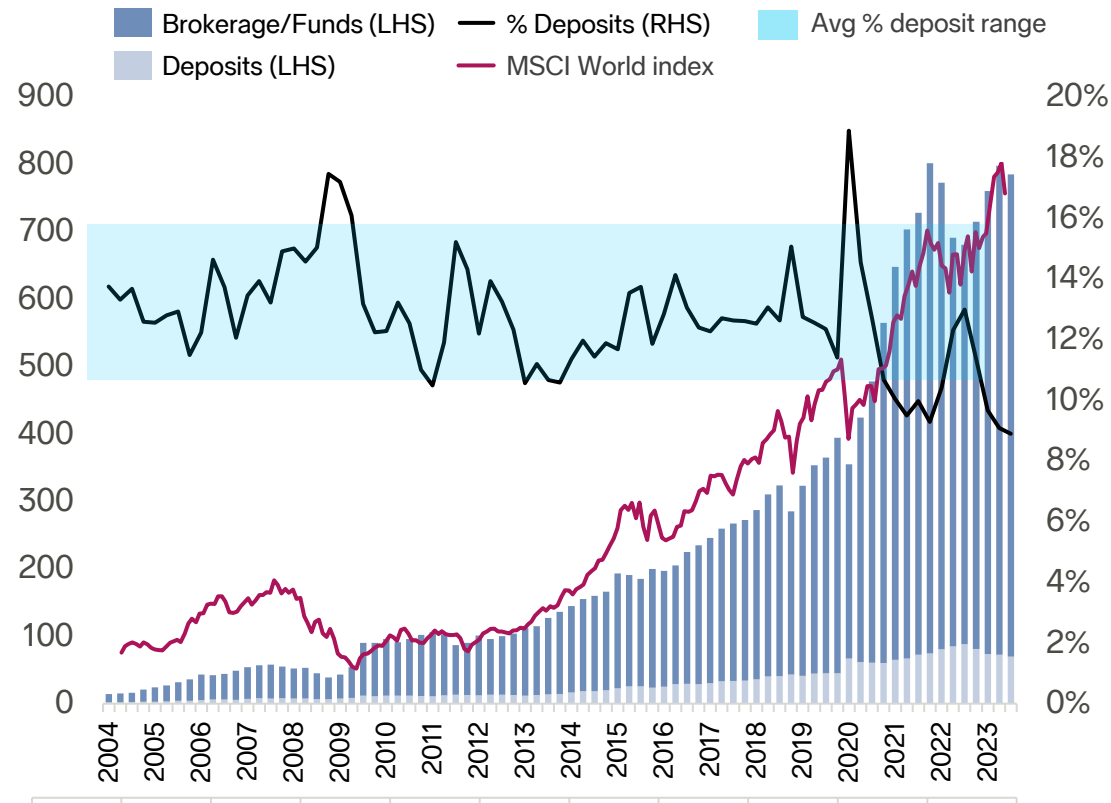
- Fund business is a strategic focus area
- Fund capital +30% in one year vs +15% for total savings capital
- SEK 170bn of fund capital on the platform o/w SEK 40bn Nordnet branded
- Nearly 850k fund customers, +11% in one year



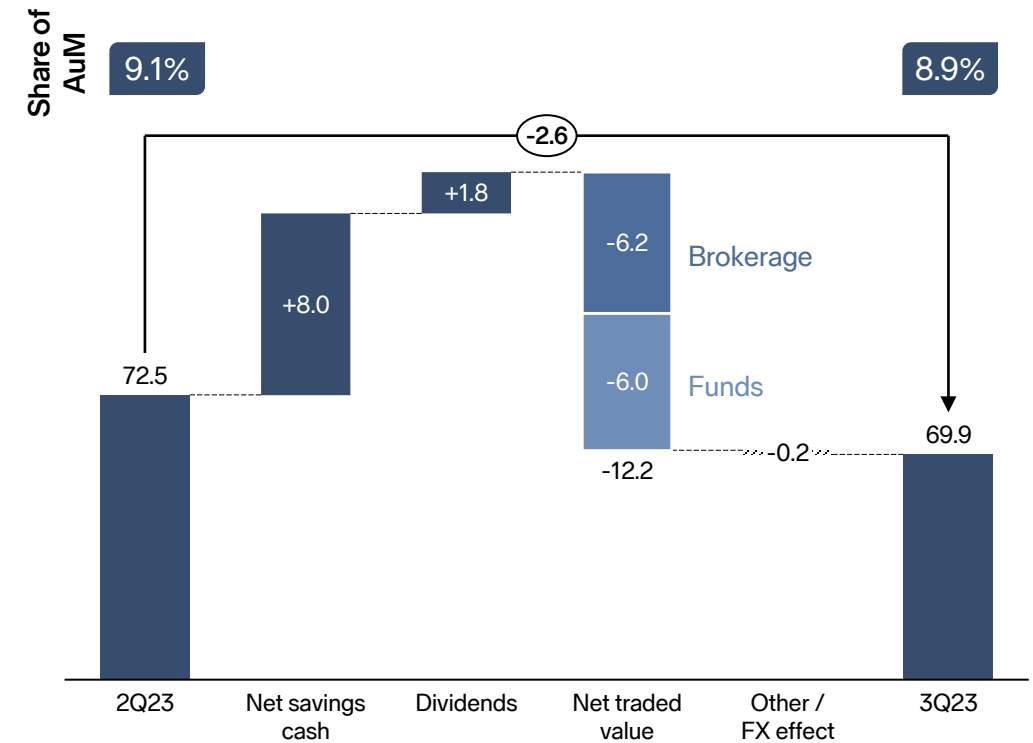
(1) "Nordnet funds" are mainly index funds. (2) Nordnet funds in Norway have platform fees according to price list.

Deposits decline driven by customer net buying equities and mutual funds

Deposits/savings capital vs stock market performance
SEKbn



Deposit development 3Q23
SEKbn

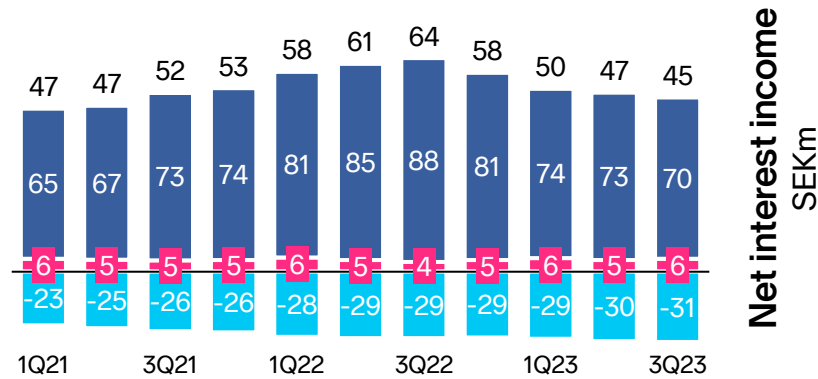


Liquidity portfolio snapshot: ~SEK1.7bn in 2023*

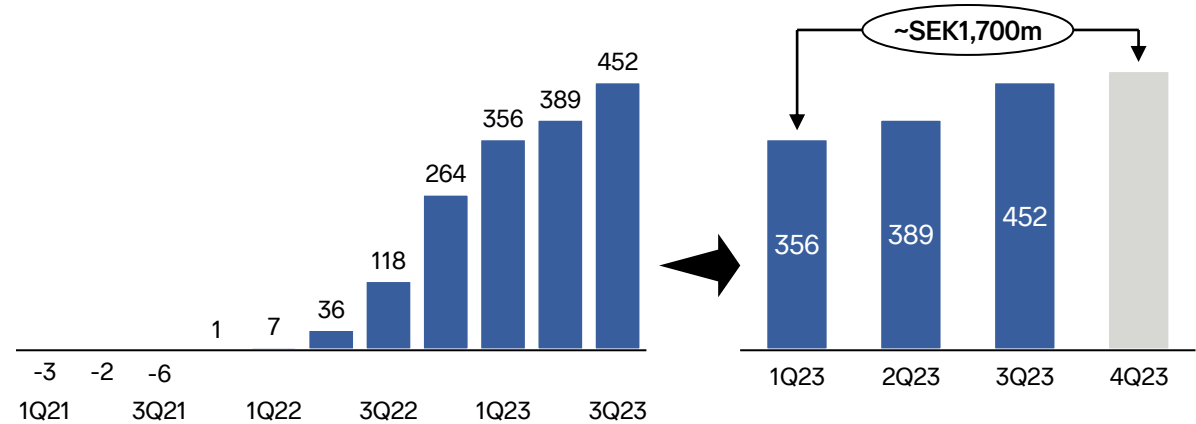
*Assuming 3Q 2023 volume, currency allocation, credit spreads and market consensus estimates for IBOR development.

Volume

SEKbn Deposits Lending¹ Other/equity

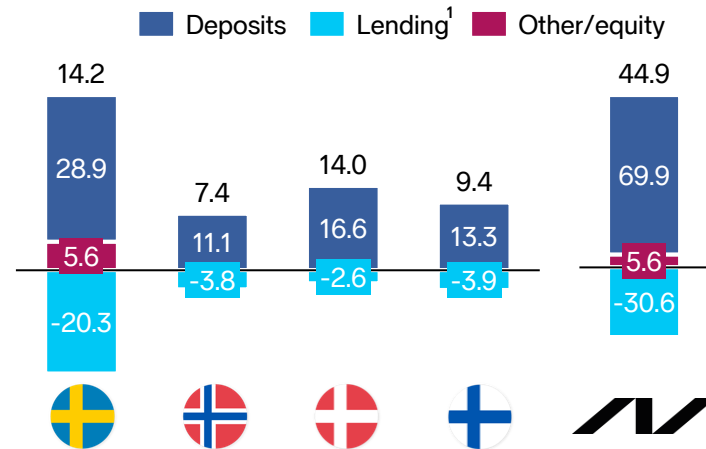


Net interest income
SEKm

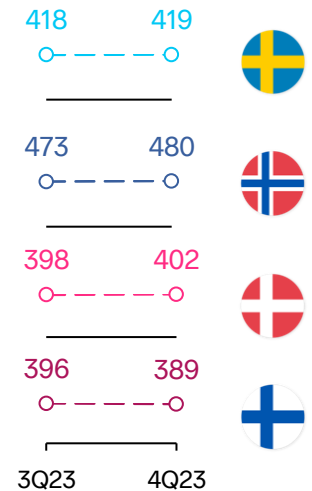
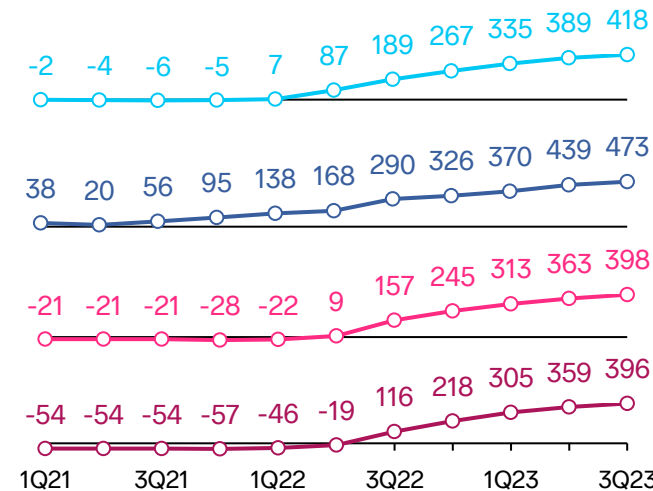


Volume 3Q 23

SEKbn Deposits Lending¹ Other/equity



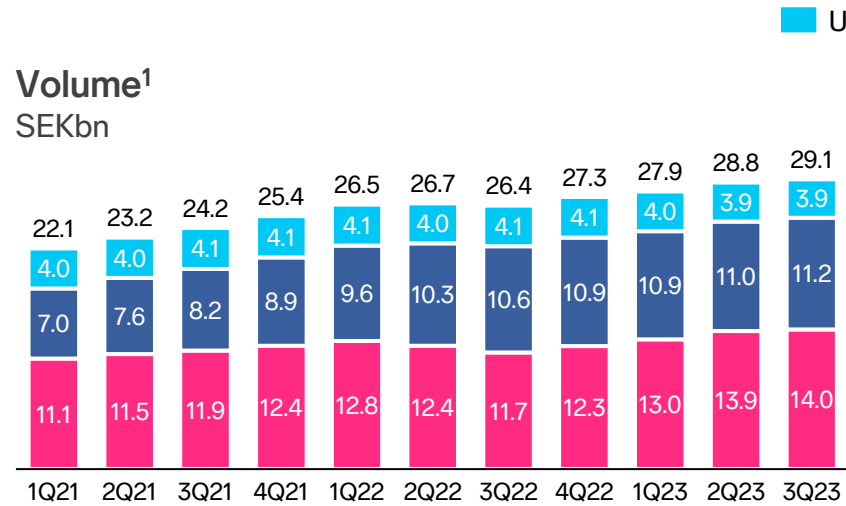
3M IBOR² development and
forecast (bps)



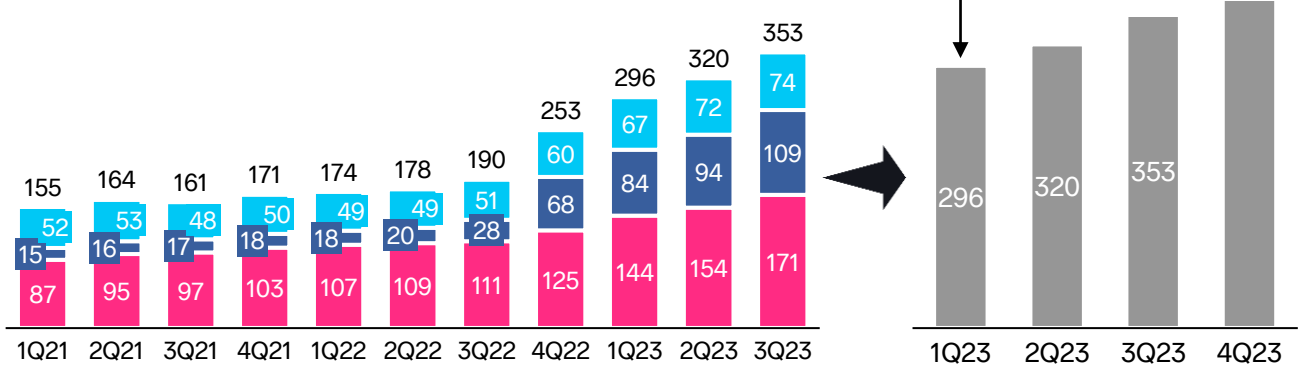
(1) Including lending against pledged cash and cash equivalents; (2) Source: Bloomberg as per 2023-10-16

Loan portfolio snapshot: ~SEK1.4bn in 2023*

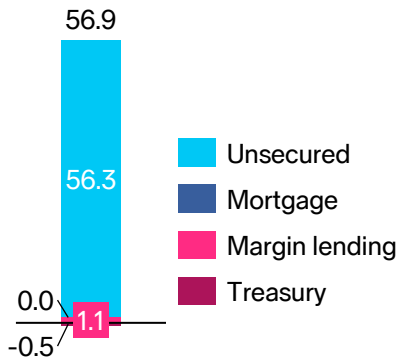
*Assuming 3Q 2023 volumes and interest as per Oct 1st, 2023.



Net interest income
SEKm



Net credit losses
SEKm | YTD 3Q 2023

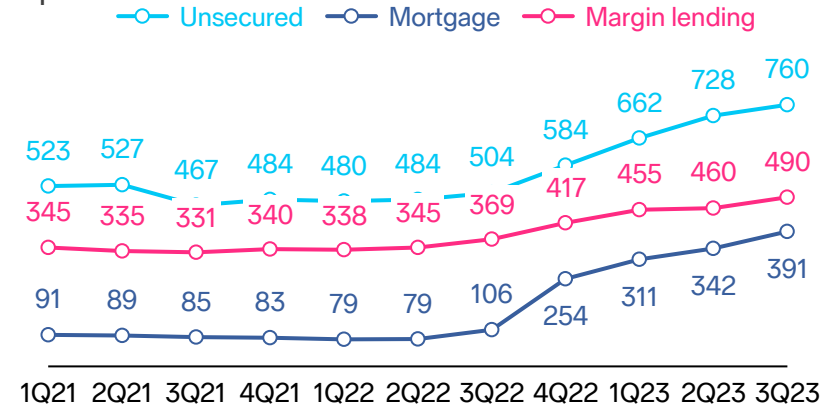


Loan-to-value
%

35-45%
Margin lending

~45%
Mortgage

Margins
bps



(1) Excluding lending against pledged cash and cash equivalents

Deposit interest snapshot: SEK ~370m in 2023*

*Assuming 3Q 2023 volume, currency and customer account mix, and interest rates as of Sep 30, 2023

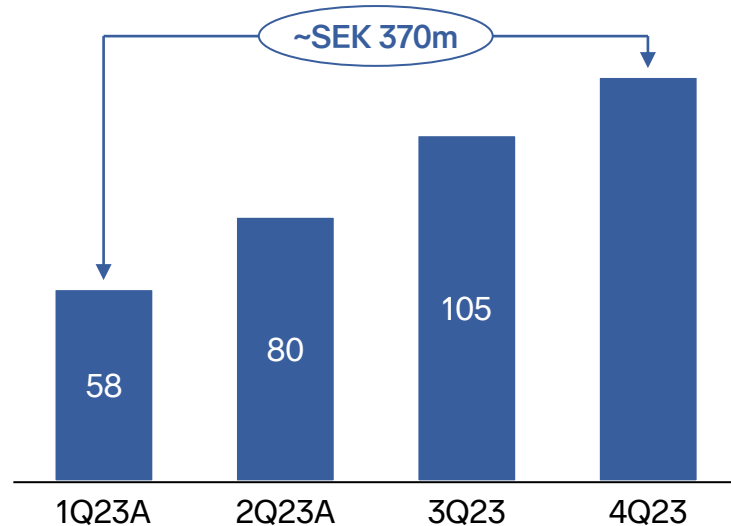
Estimated interest cost 2023 SEKm

Interest cost on total deposits (bps)

70

Interest cost on deposits bearing interest (bps)

225

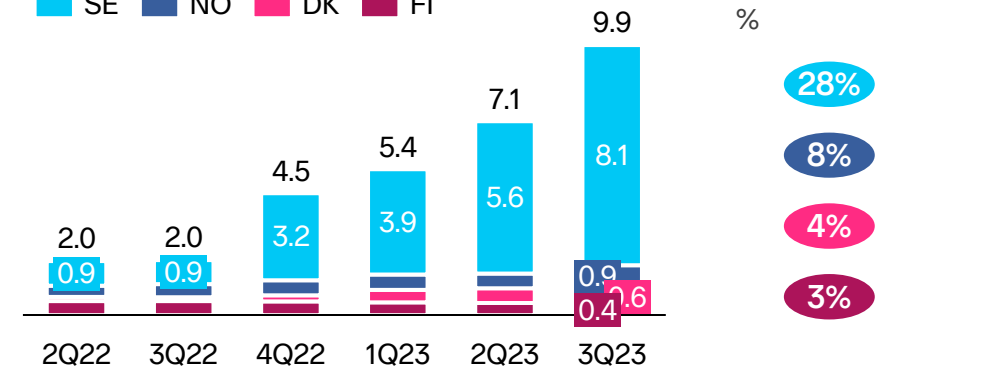


31%

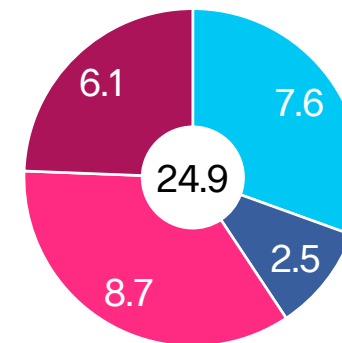
Share of customers' deposits eligible for deposit interest

Development savings accounts SEKbn

SE NO DK FI

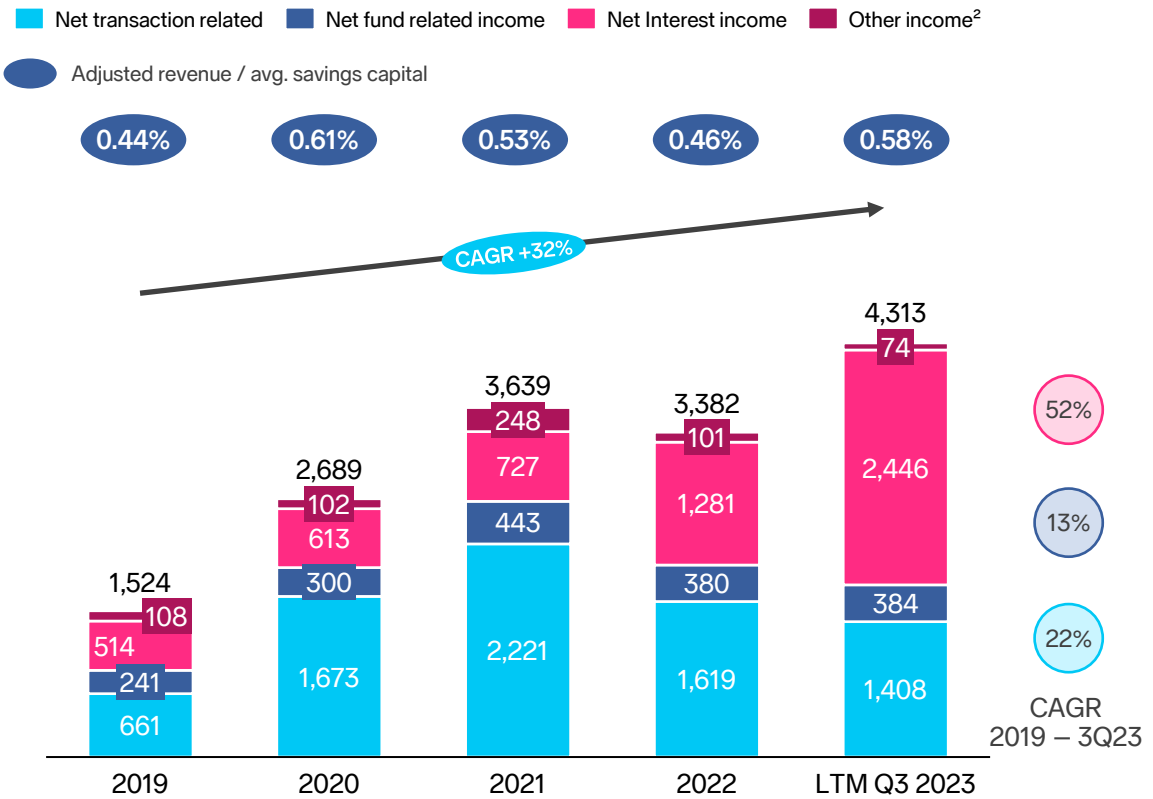


Net savings in 2023 SEKbn

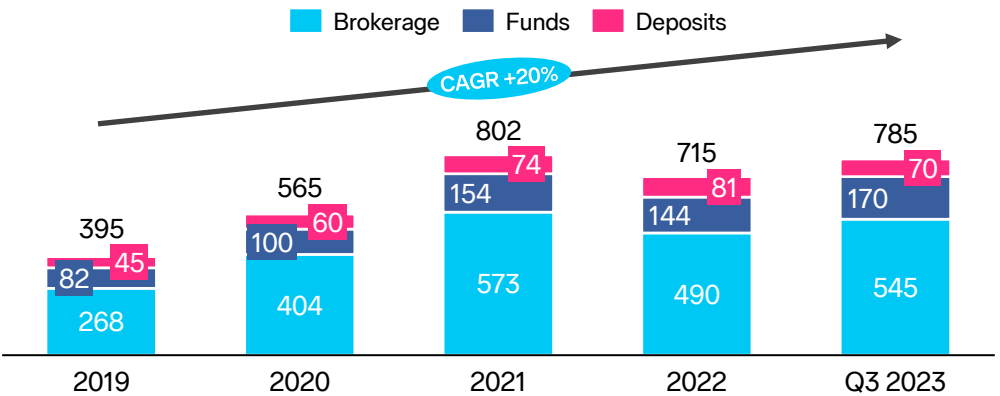


In summary: Resilient revenues bolstered by diversified revenues streams

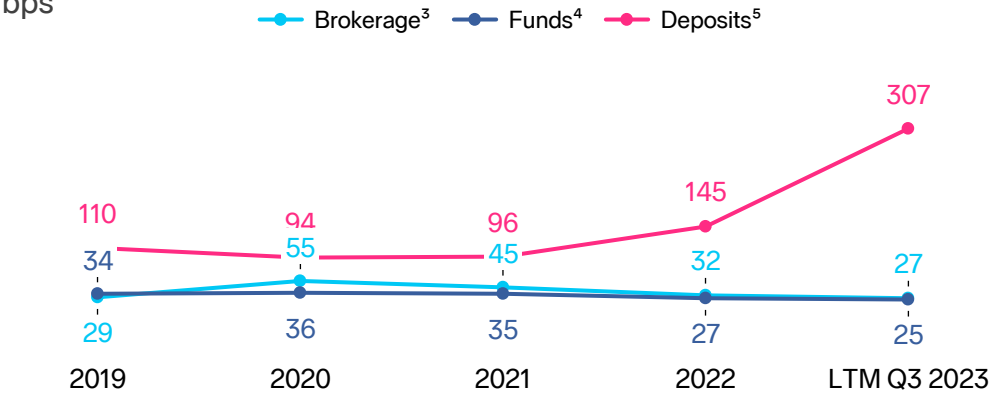
Adjusted revenue by income type
SEKm¹



Savings capital by product
SEKbn



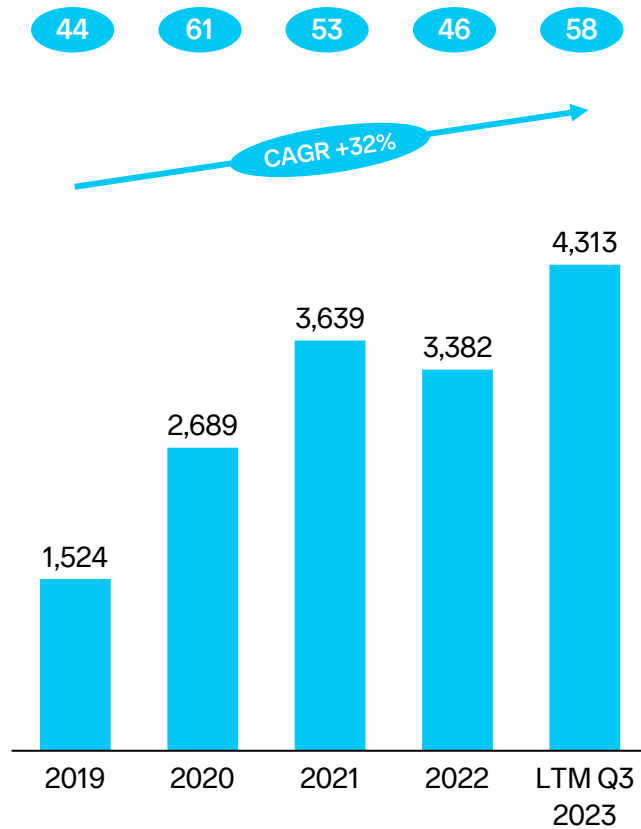
Revenue margin by product
bps



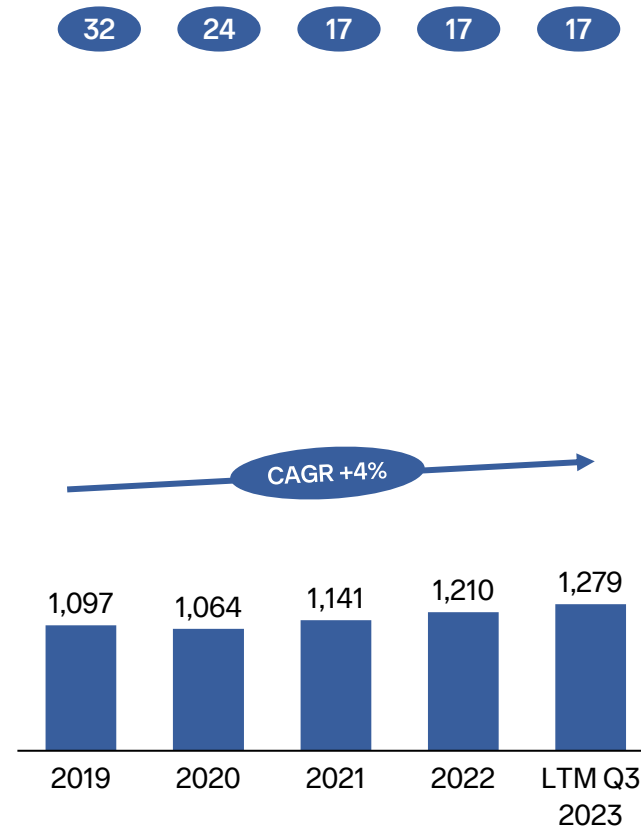
(1) Refer to page 29 for additional detail on items affecting comparability; (2) Includes other income, net other provision income and net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net fund related income divided by average quarterly fund savings capital; (5) Net interest income excluding income related to securities lending divided by average quarterly deposits.

Business model with great operating leverage

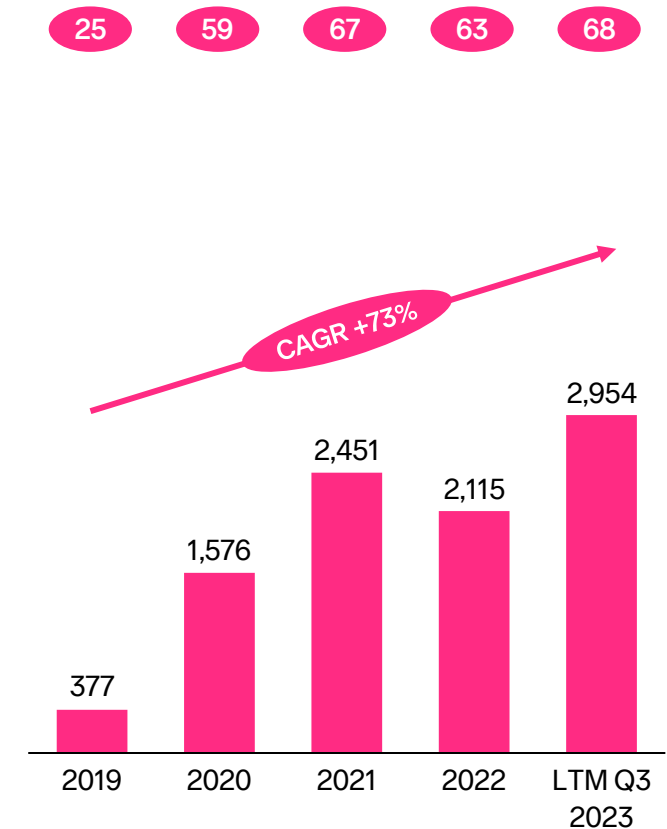
Adjusted revenue
SEKm



Adjusted operating expenses³
SEKm



Adjusted profit before tax
SEKm



Income in relation to savings capital (bps)¹

Operating expenses in relation to savings capital (bps)²

Profit before tax margin (%)

Note: Refer to page 29 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.

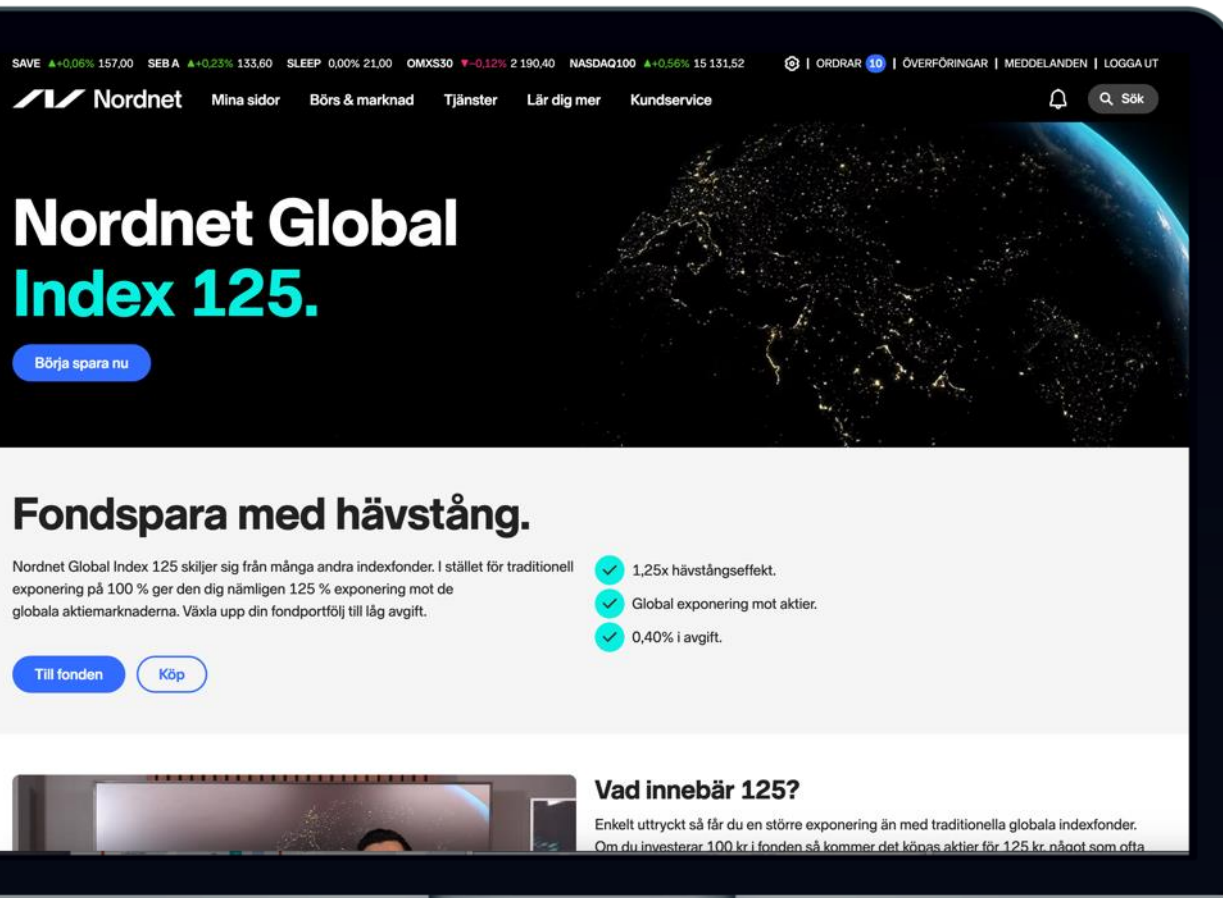
Select Q3 2023 product highlights

New innovative index fund with leverage launched: Nordnet Global Index 125

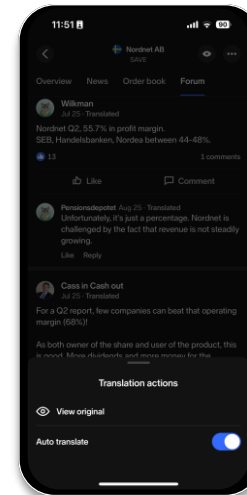
23 new versions of our award-winning app with lots of user-friendly features and flows



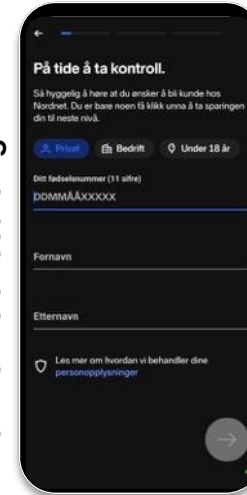
reddot winner 2021



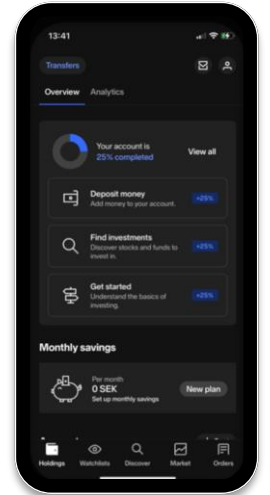
Shareville translations



New native onboarding in DK FI

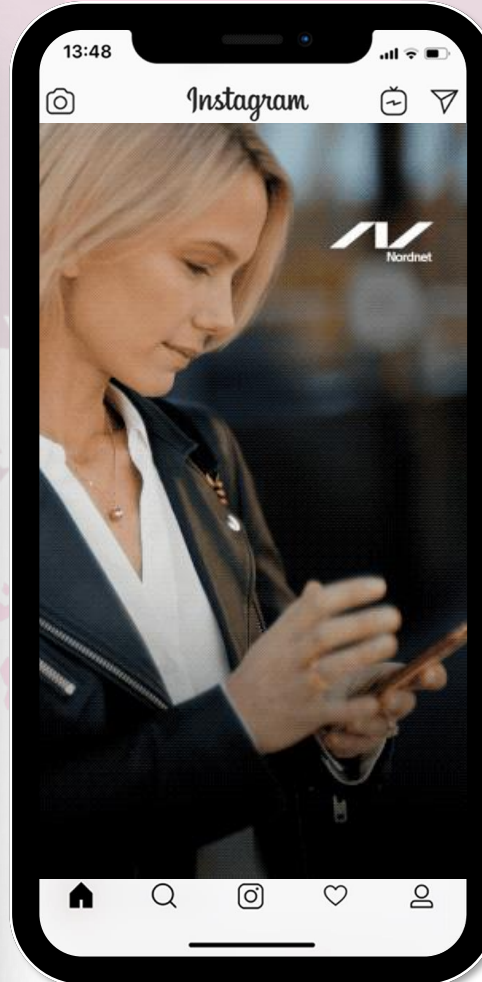


Activation: Get started checklist





Successful launch of Finnish wrapper



Benefits for customers

- Finnish wrapper is a tax efficient insurance product with an inheritance plan included
- Savers can choose from Nordnet's wide selection of investments including stocks, funds and ETFs
- Account opening and investing is completely digital
- Deposits and withdrawals are free of charge and can be made at any time
- No ongoing capital gains tax as tax is paid only when the account holder withdraws money
- Transfer to beneficiaries does not trigger any capital gains tax but only inheritance tax

Benefits for Nordnet

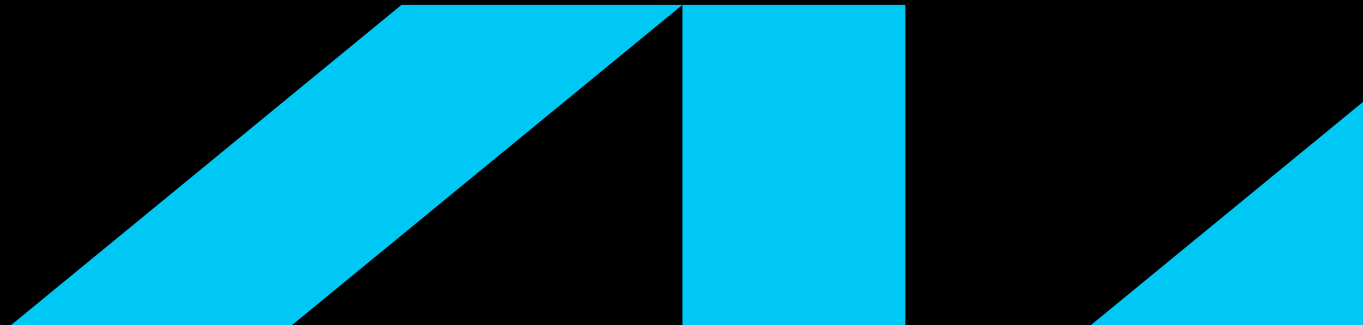
- The Finnish wrapper market is a ~SEK400bn market¹ and is consistently growing
- Nordnet is the first market player with a full digital solution. This will help strengthen our position among HNW clients

(1) Source: FINANSSIALA RY, team analysis

CRC = Capital redemption contracts: Customer can trade inside the wrapper without any capital gains tax effect, only withdrawals (on profit) will be taxed.

SIP = Savings and investment policies: CRC + life insurance component

Capital and liquidity situation



Solid capital position with strong liquidity and good credit quality

69.9

Deposits in SEKbn

44.9

Liquidity portfolio in SEKbn

64.3%

Liquidity reserve in relation to deposits

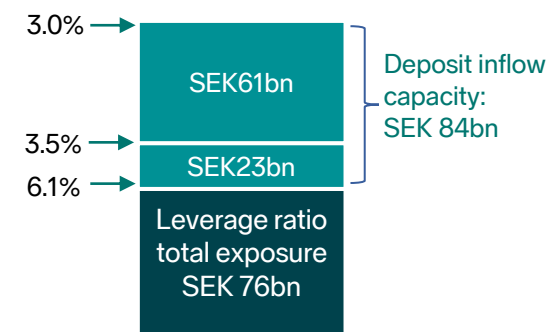
8.9%

Deposits to savings capital ratio

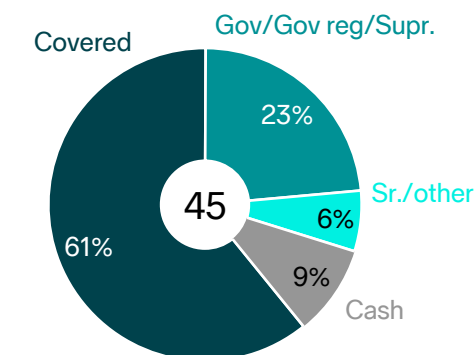
Regulatory metrics Consolidated situation

	Actual (vs req.)	Requirement
Total capital ratio	26.4% (+10.9pp)	15.5%
CET1 ratio	18.7% (+8.0pp)	10.7%
Leverage ratio	6.3% (+2.8pp)	3.0% (3.5% P2G)
LCR	369%	100%
NSFR	219%	100%

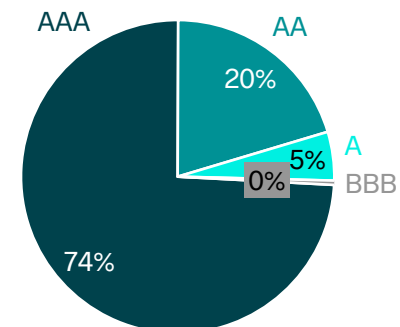
Leverage Ratio & deposit inflow capacity SEKbn | %



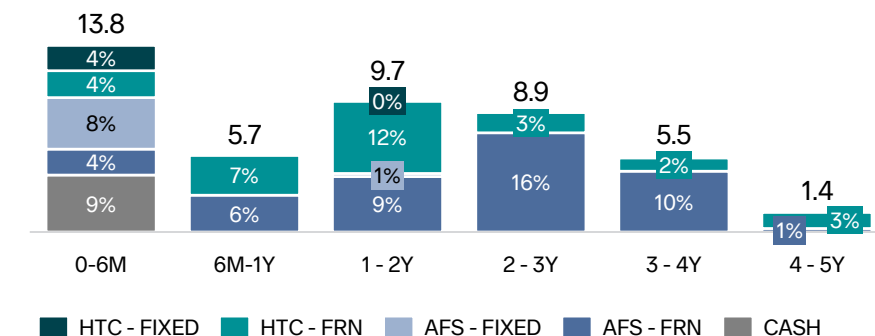
Exposure class SEKbn



Portfolio rating % (S&P equivalent)



Maturity structure SEKbn

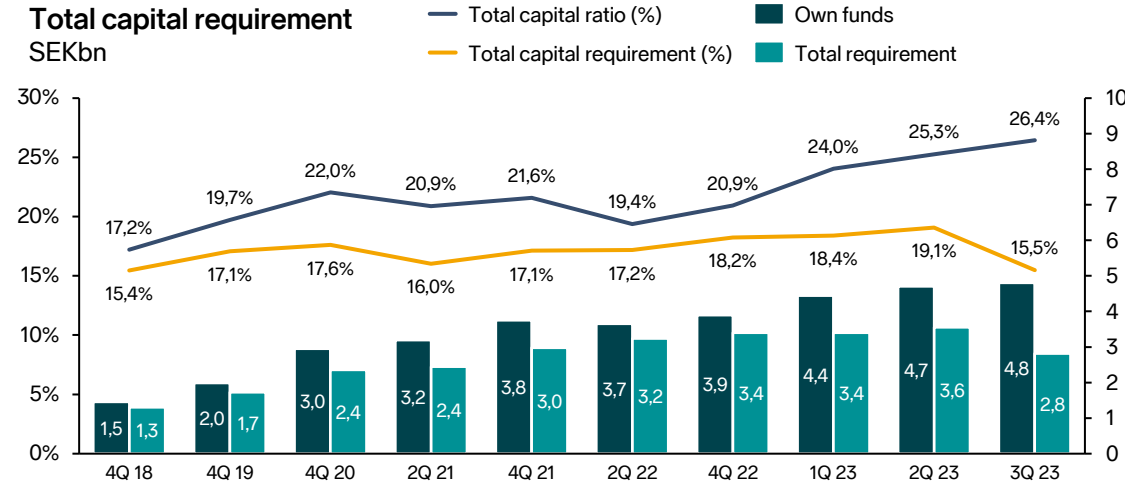


Unrealized result (SEKm)
HTC +0.5
AFS⁽¹⁾: -54.2

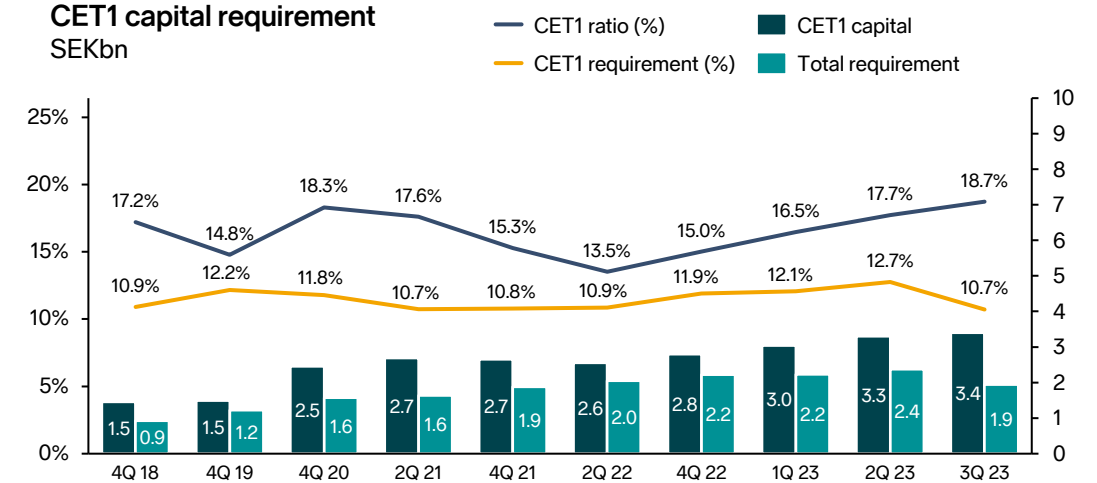
Note: Figures as per 2023-09-30
(1) Unrealized result within the AFS-portfolio is already reflected in equity

Strong capital situation provides optionality

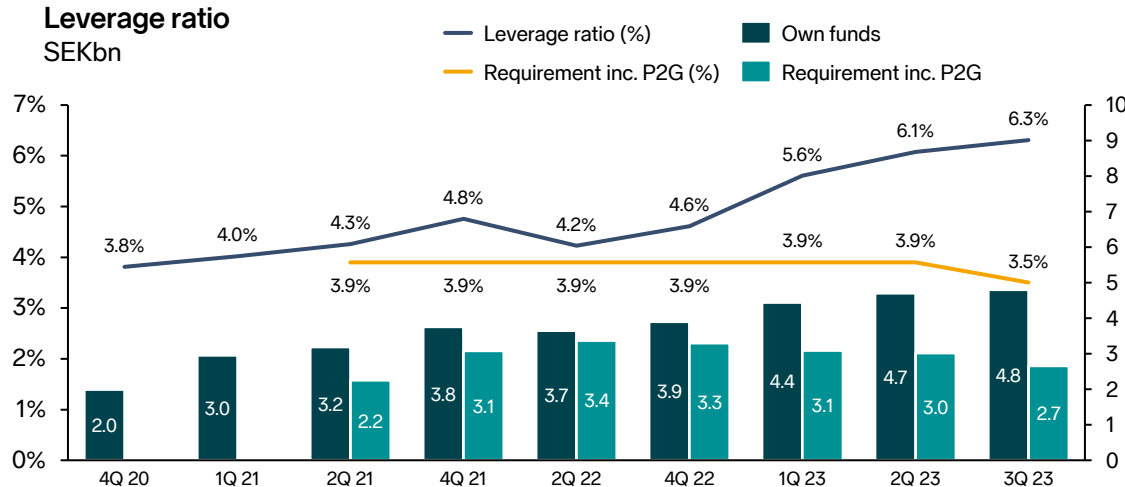
Total capital requirement
SEKbn



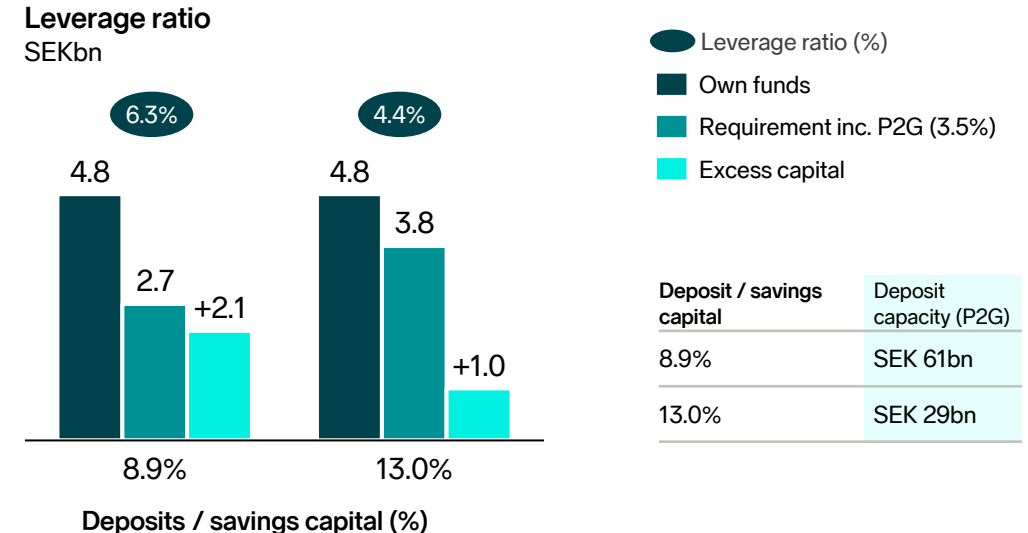
CET1 capital requirement
SEKbn



Leverage ratio
SEKbn

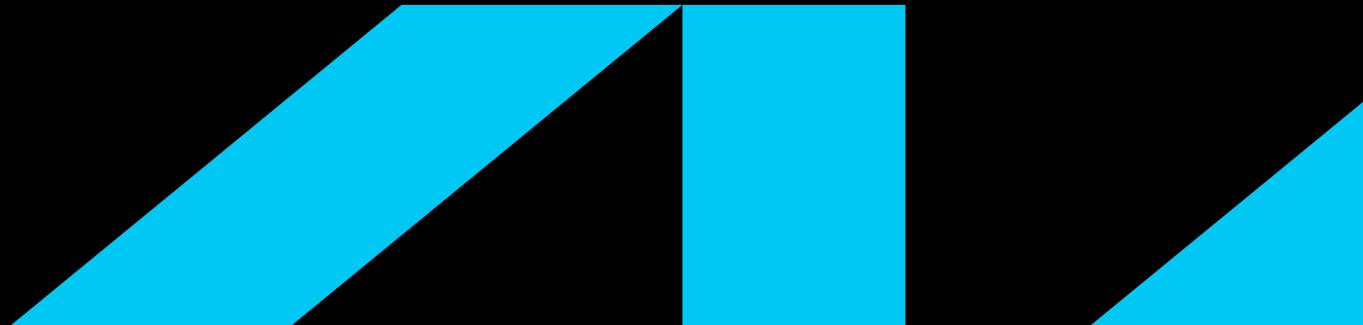


Leverage ratio
SEKbn

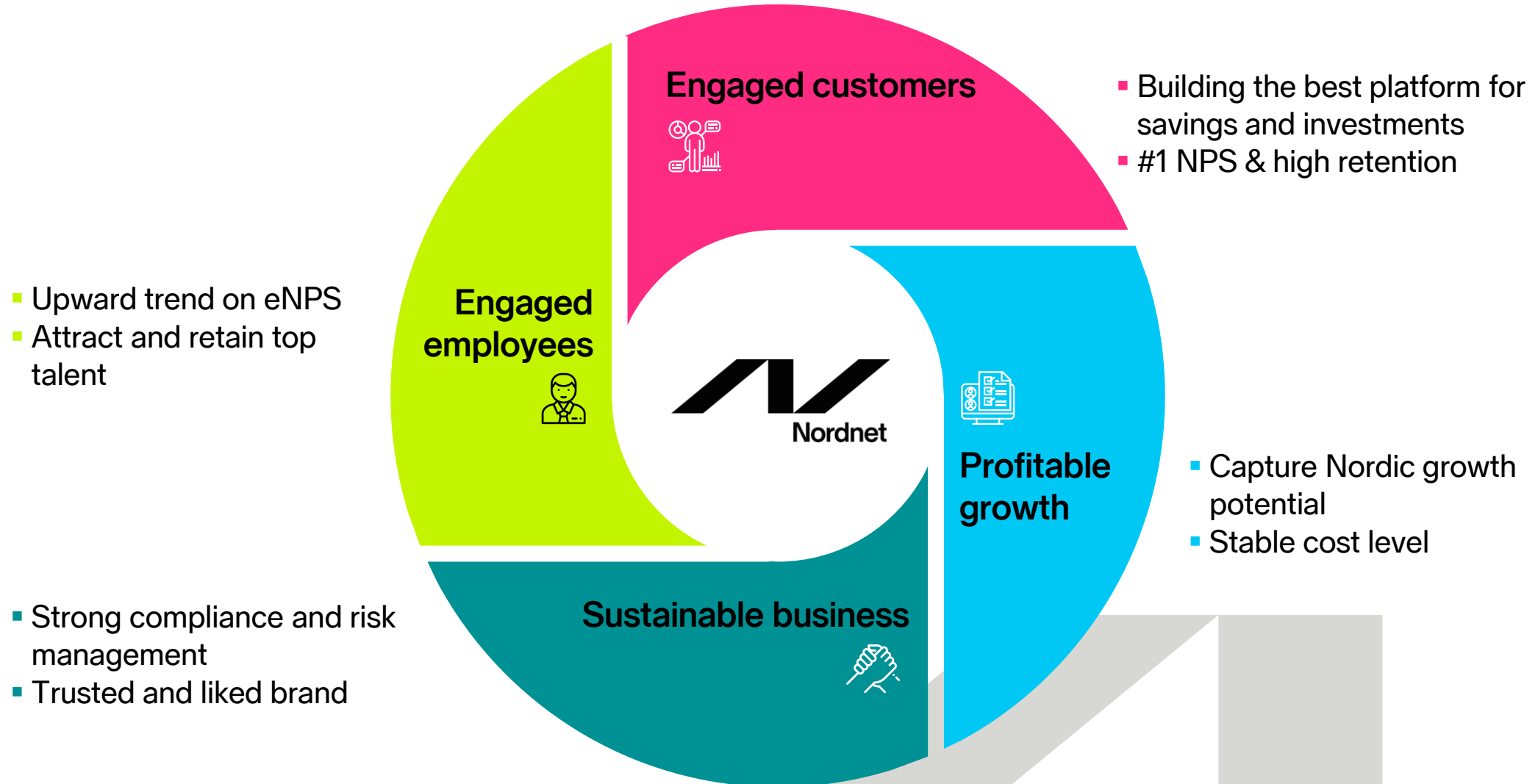


Deposit / savings capital	Deposit capacity (P2G)
8.9%	SEK 61bn
13.0%	SEK 29bn

Strategic focus

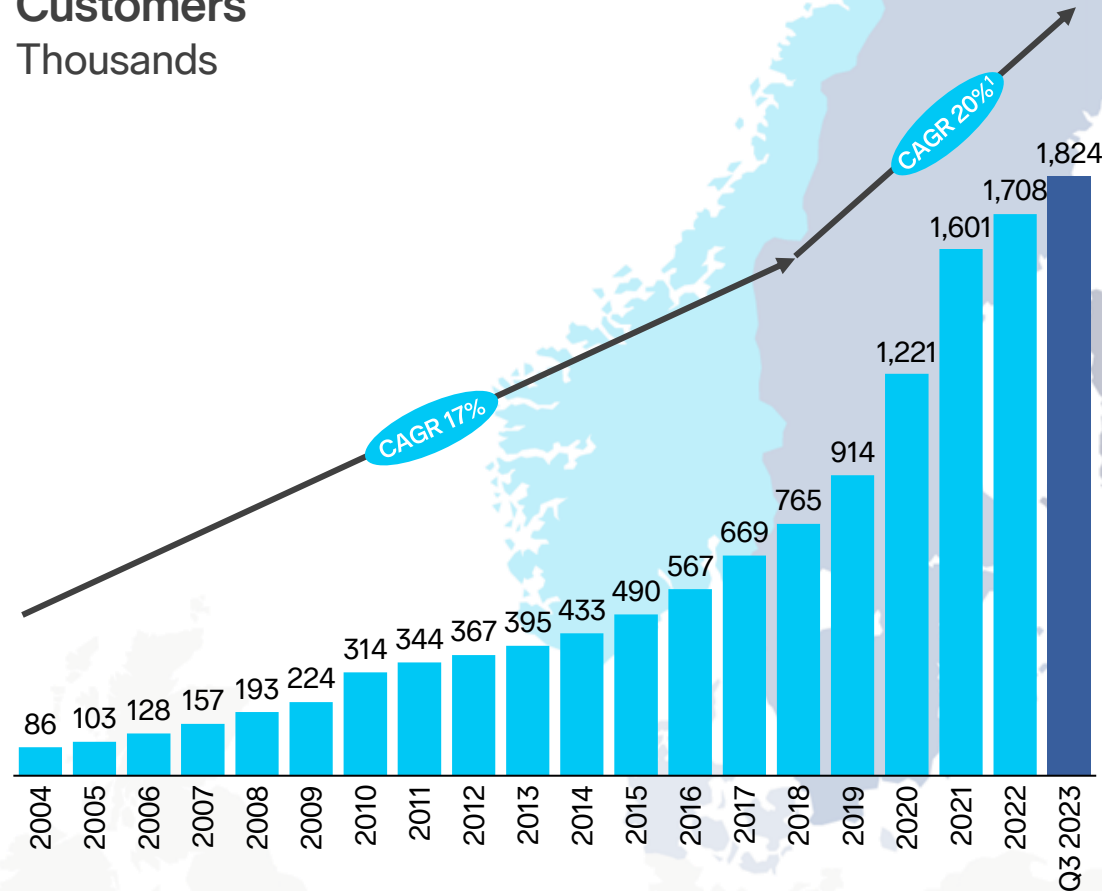


Key strategic ambitions

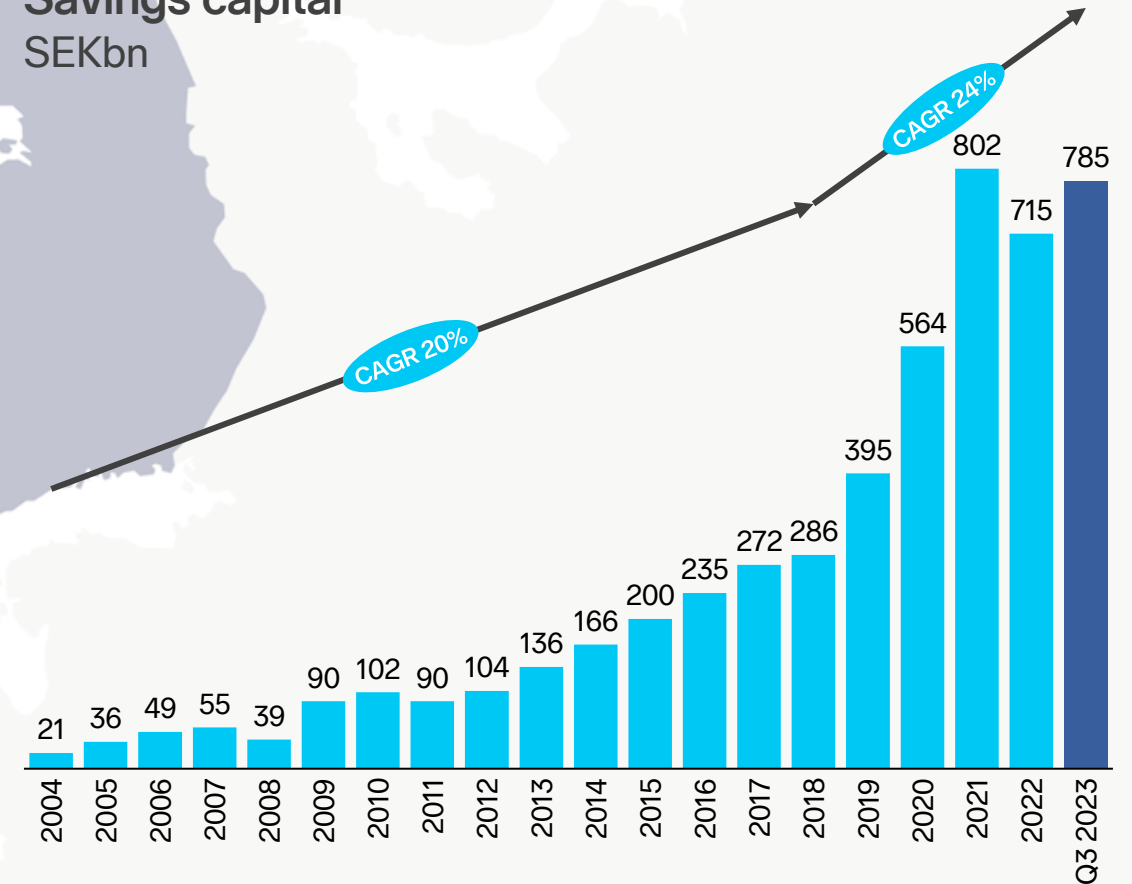


Strong long-term growth in customers and savings capital

Customers
Thousands



Savings capital
SEKbn

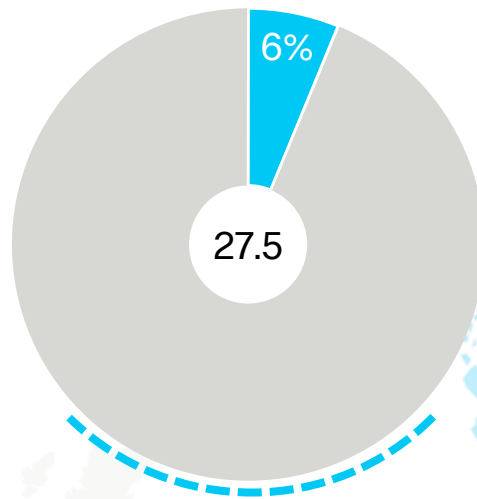


(1) Includes the 51 700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation

Nordnet is taking market share in a growing market

Share of total population
December 2022 | Million

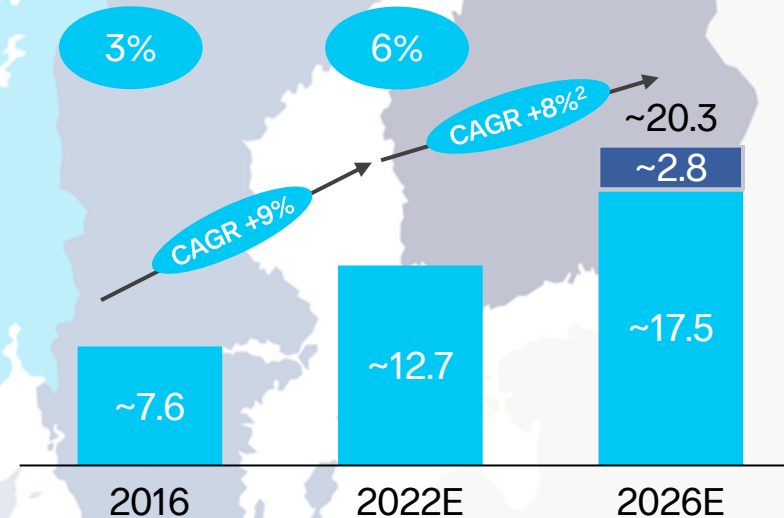
 Nordnet's share





18%
of the population
own shares⁴

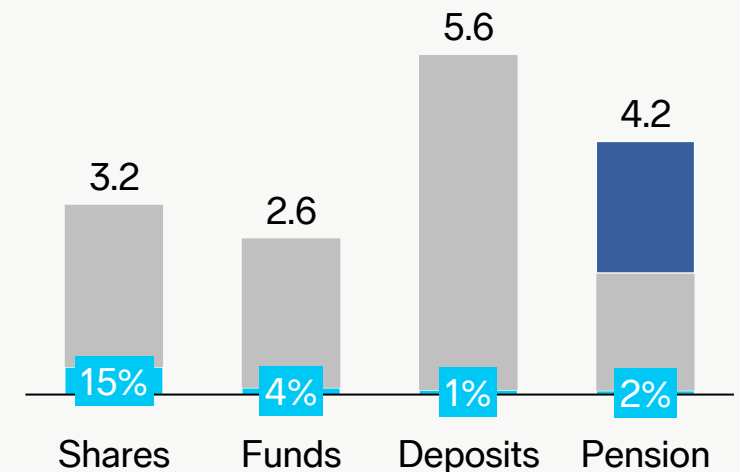
Addressable market growth outlook¹
Savings capital, SEK tln

 Market size current  Market size extended
 Nordnet market share



Market share of addressable market¹
December 2022, SEK tln

 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 Dansih 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 2022; Euronext Securities Oslo 2022; Euronext Securities Copenhagen 2022; Porssisaatio 2022

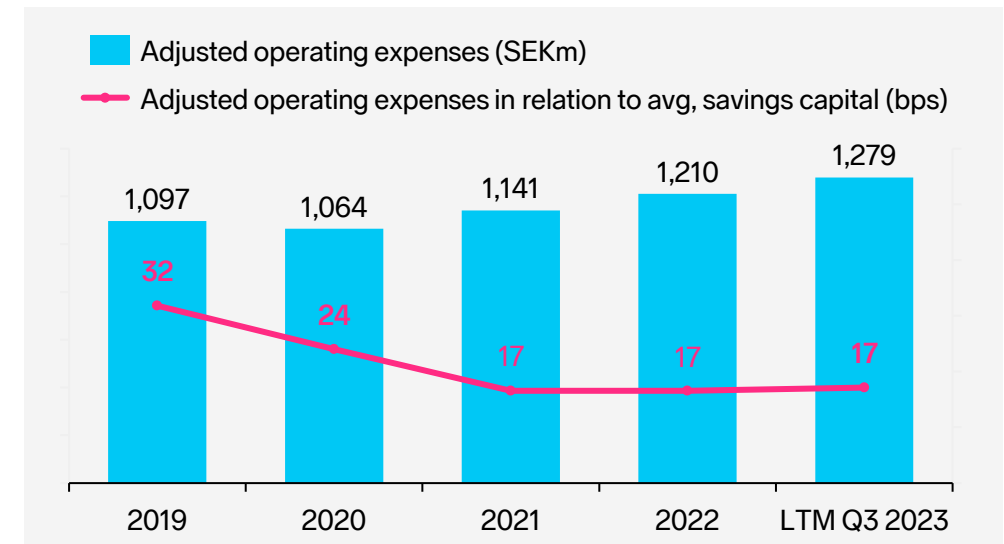
Rigorous focus on cost discipline to drive operating leverage

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

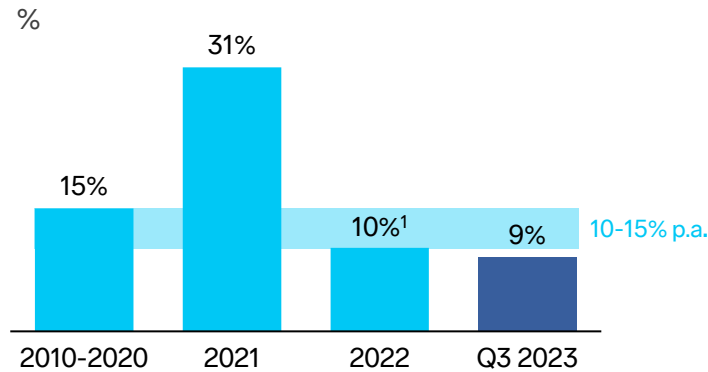


(1) Adjusted operating expenses; subtracting SEK 16m in 2018, SEK 65m in 2019, SEK 129m in 2020, SEK 81m in 2022 and SEK 5m in LTM Q3 2023. Adjusted operating expenses includes amortisation of PPA intangibles and excludes credit losses; (2) Based on quarterly average savings capital over the period.

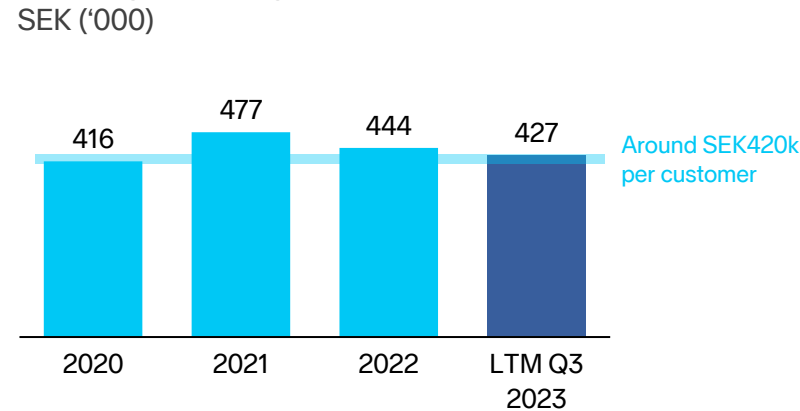
Medium-term financial targets

Target

Customer growth



Average savings capital per customer²

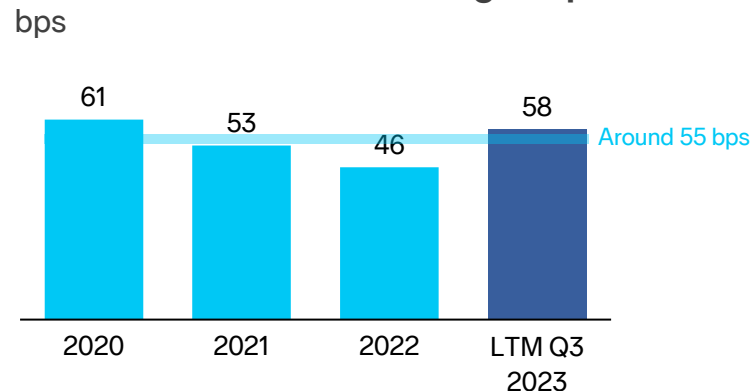


Dividend payout ratio

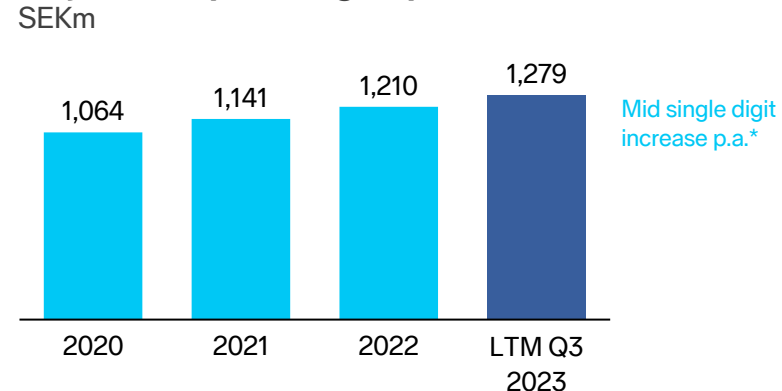
%

“Deliver superior total returns to shareholders via a pay-out ratio of 70% of statutory net income, translating to a pay-out of SEK 4.60 per share for 2022”

Income in relation to savings capital³



Adjusted operating expenses⁴



Financial targets assume the following over the medium term:

- Average interest rate of 2%
- Average annual stock market performance of +5%

*Adjusted operating expenses expected to increase by ~7% in 2023.

(1) Customer growth during 2022 was 7% 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 29 deducting SEK 66m in 2019; (4) Adjusted operating expenses in accordance with reconciliation on page 29. Includes amortisation of PPA intangibles and excludes credit losses.

Key priorities for 2023

Capitalize on Finnish wrapper opportunity

Lay foundation for Danish livrente pension product

Integrate Shareville app and web

Expand Nordnet-branded fund offering

Maintain focus on cost control



Thank you



Financial highlights third quarter 2023

SEKm unless otherwise stated	Q3 2023	Q2 2023	QoQ %	Q3 2023	YoY %
Condensed P&L¹					
Adjusted total income	1,155	1,071	8%	812	42%
Adjusted operating expenses	(324)	(321)	1%	(304)	7%
Adjusted profit before tax	807	729	11%	491	64%
KPIs					
New customers	37,800	35,400	7%	34,500	10%
Customers	1,824,300	1,786,500	2%	1,677,500	9%
Net savings (SEKbn)	10.9	7.0	54%	5.8	87%
Savings capital (SEKbn)	785.2	798.1	(2%)	680.6	15%

(1) Refer to page 29 for additional detail on items affecting comparability.

Summary P&L

SEKm	Q3 2023	Q2 2023	QoQ %	Q3 2022	YoY %	LTM Q3 2023	LTM Q3 2022	YoY %
Adjusted total income	1 155	1 071	8%	812	42%	4 313	3 323	30%
Adjusted operating expenses	(324)	(321)	1%	(304)	7%	(1 279)	(1 196)	7%
Net credit losses	(22)	(18)	20%	(14)	57%	(68)	(45)	52%
Imposed levies: Resolution fees	(3)	(3)	(5%)	(3)	(14%)	(12)	(12)	(7%)
Adjusted profit before tax	807	729	11%	491	64%	2 954	2 070	43%
Items affecting comparability (IAC), income								
Items affecting comparability (IAC), expenses				(4)		(1)	(80)	
Reported profit before tax	807	729	11%	488	65%	2 953	1 990	48%
Tax	(149)	(133)	12%	(87)	70%	(533)	(383)	39%
Reported net income	658	596	10%	400	64%	2 420	1 607	51%
Adjusted net income excl, IAC	658	596	10%	403	63%	2 421	1 691	43%
Adjusted net income excl, IAC and amortisation of intangible assets due to PPA	664	602	10%	409	62%	2 443	1 717	42%

Items affecting comparability

SEKm	YTD 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY 2022	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	38		(20)	(30)		
AML process upgrade		(1)	(4)	(10)	(4)	(19)					
IPO related expenses								(109)			
Sanction SFSA				(100)		(100)					
Non-recurring items – Income											
Revaluation of the shareholdings in Tink AB ¹									66		
Total	-	(1)	(4)	(110)	33	(81)	-	(129)	1	(16)	(45)

(1) The shareholding was divested in 2019.

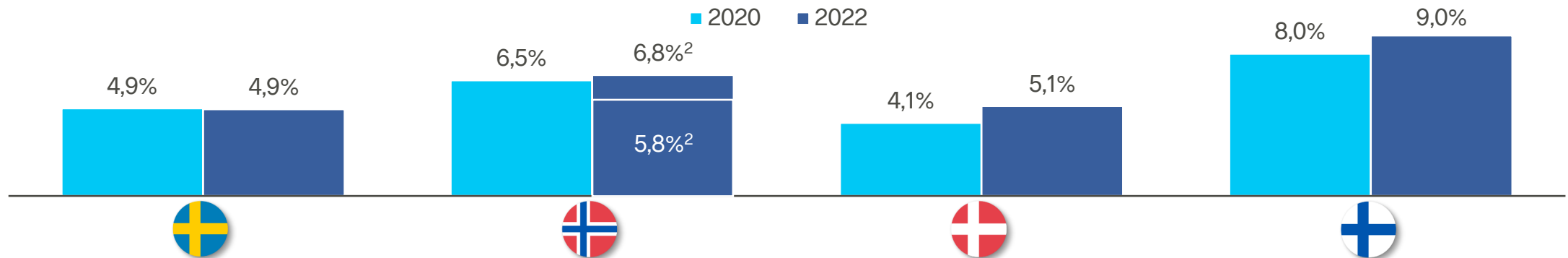
Strong customer satisfaction driving market share gains

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



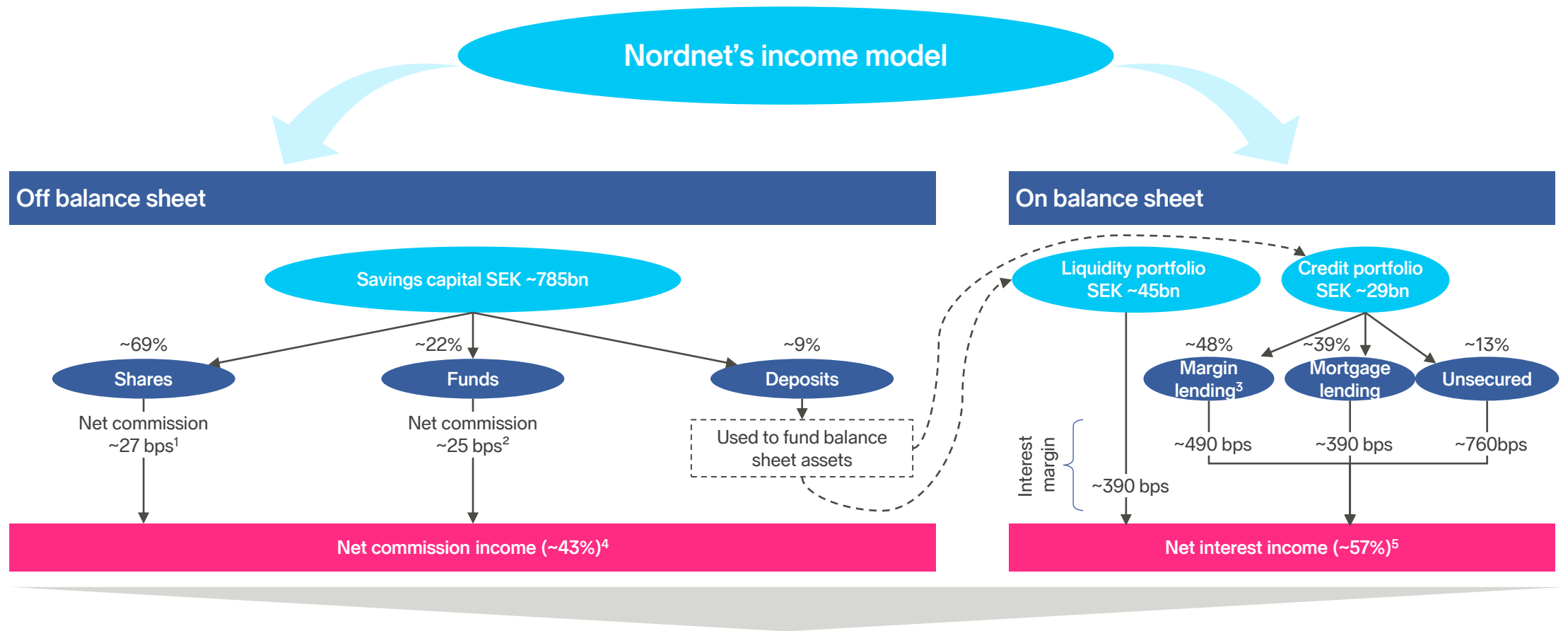
...which translates into increasing market shares across our geographies

Market share based savings capital in relation to total addressable market



(1) Addressable market defined as the estimated part of the overall Nordic savings market that Nordnet caters to with its current product offering; (2) Market share is 5.8% including EPK market (launched 2021) and 6.8% excluding; (3) Including addressable market for EPK amounting to approx. SEK384bn. Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Porssisaatio, team analysis.

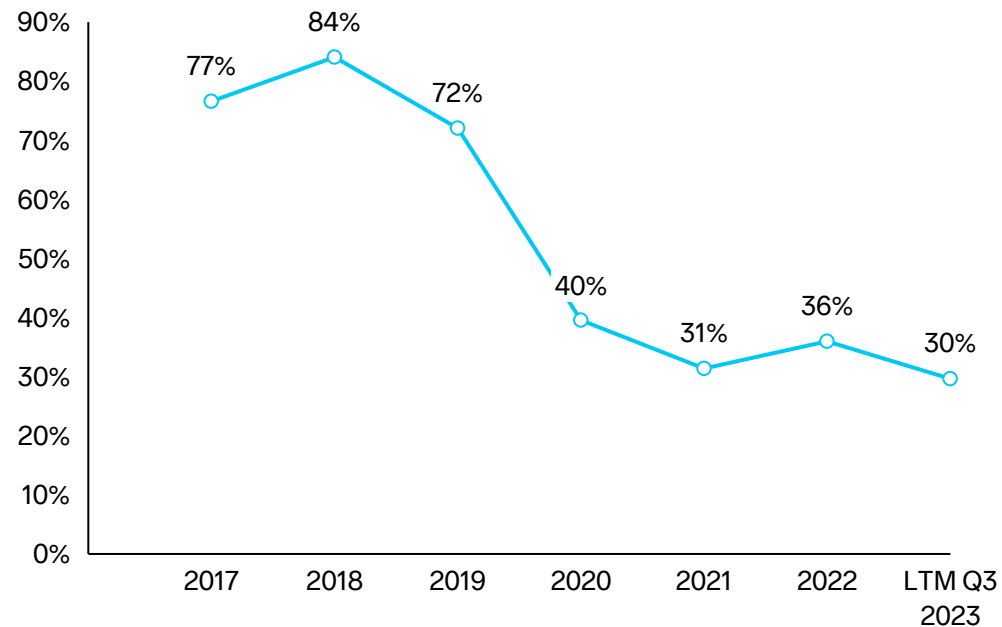
Nordnet has a capital light business model



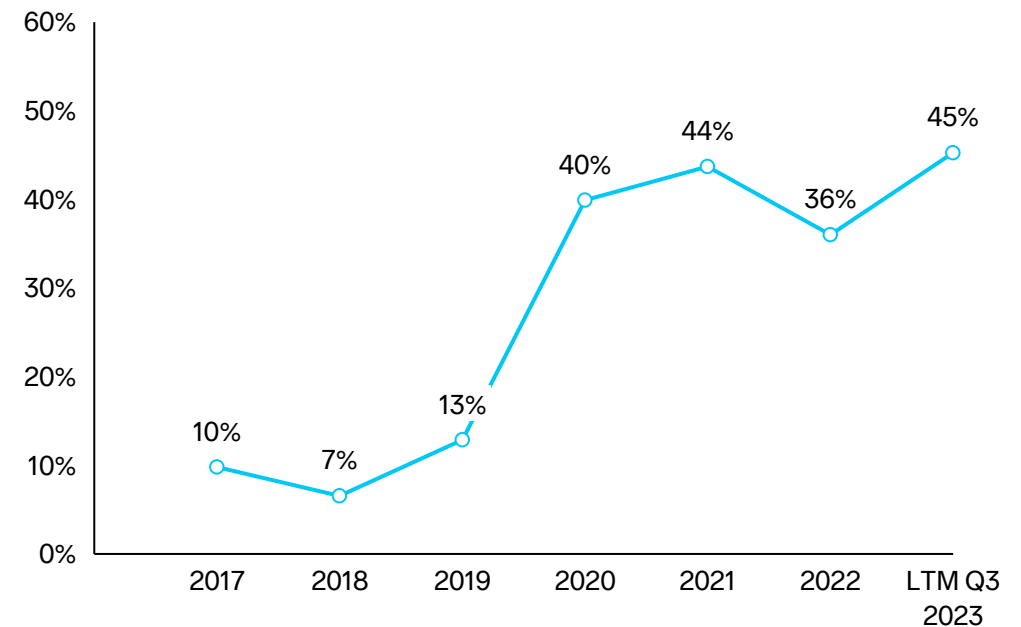
Savings capital is the single most important driver of Nordnet's income

Strong cost to income ratio and attractive return on equity

Adjusted cost income ratio¹



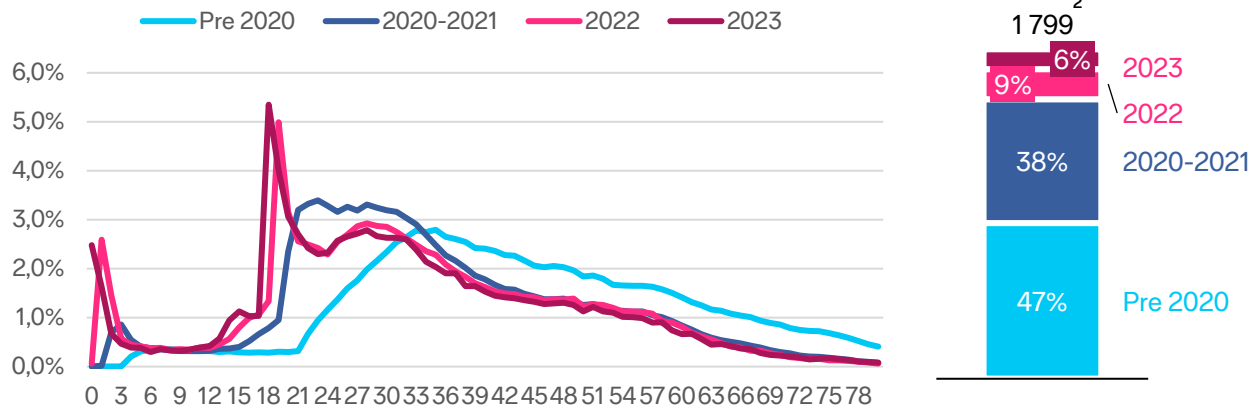
Adjusted return on equity^{1,2}



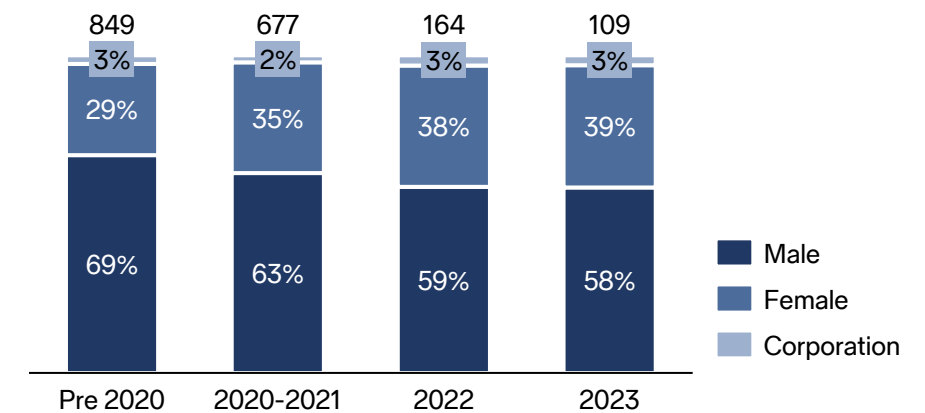
(1) Adjusted operating expenses; subtracting SEK16m in 2018, SEK65m in 2019, SEK129m in 2022, SEK 81m in 2022 and SEK 1 in LTM Q3 2023. Adjusted operating income; subtracting SEK66m in 2019. A tax rate of 20% has been applied when adjusting for non-recurring expenses except FSA sanction of SEK100m which was not tax deductible (Q2 2022). Adjusted operating income (sale of Tink) was tax-free. (2) Excluding AT1-capital. Interest for AT1 has been deducted from net profit.

New customers are younger, higher share of women and own more funds

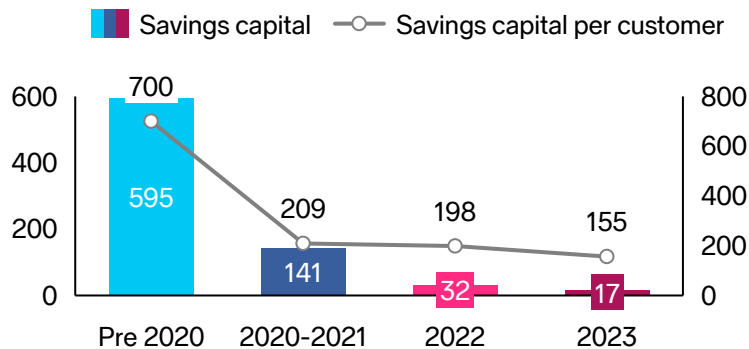
Share of customers per cohort and age¹
%



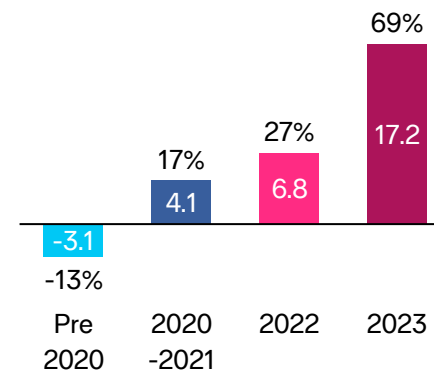
Share of customers by cohort and gender²
3Q23 | ('000)



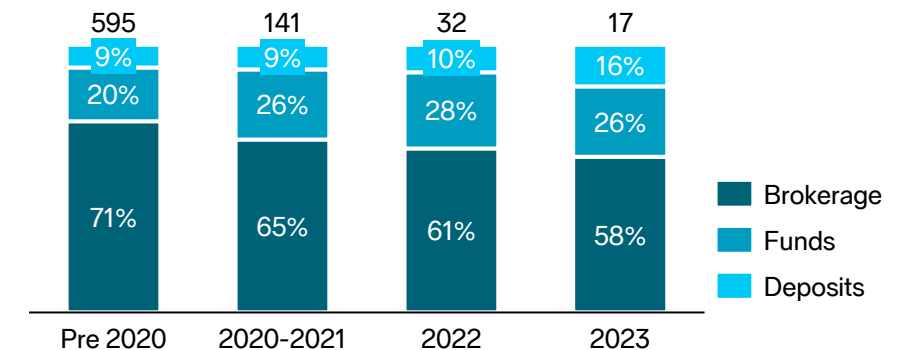
Savings capital per customer 3Q23²
SEKbn | SEKk (RHS)



Net savings YTD 3Q23
SEKbn | % of total



Share of savings capital by cohort and asset type
3Q23 | SEKbn

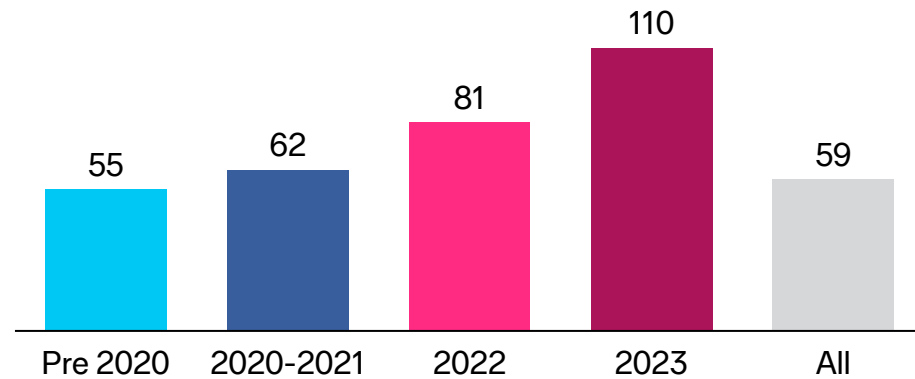


(1) Excludes customers who only carry an unsecured loan, companies and private customers > 80 years. (2) Excludes customers who only carry an unsecured loan

New customers remain active, grow net savings and drive high margins

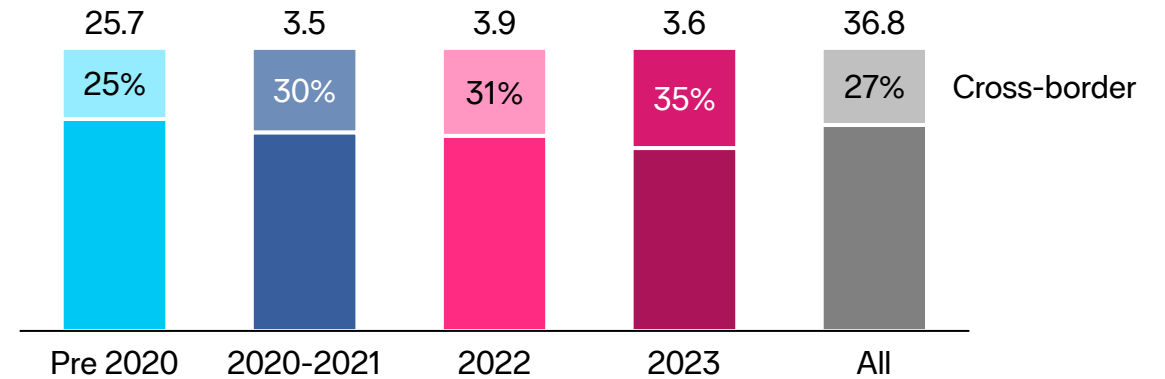
Revenue margin YTD 3Q23

bps



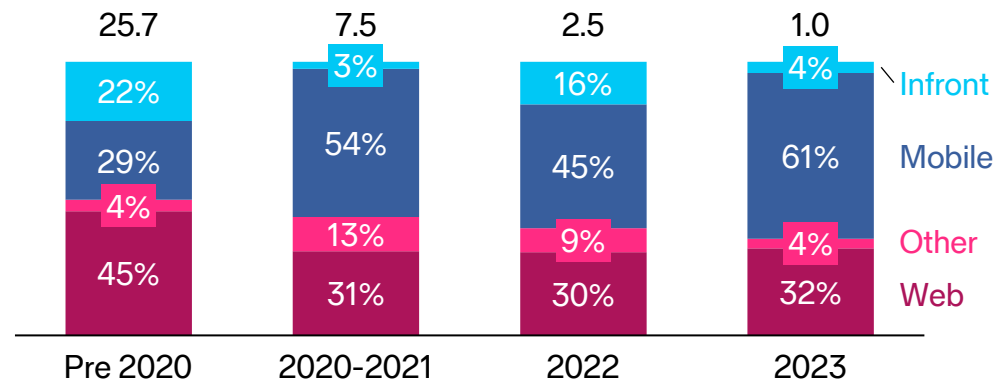
Share of cross-border trades YTD 3Q23

% | million trades



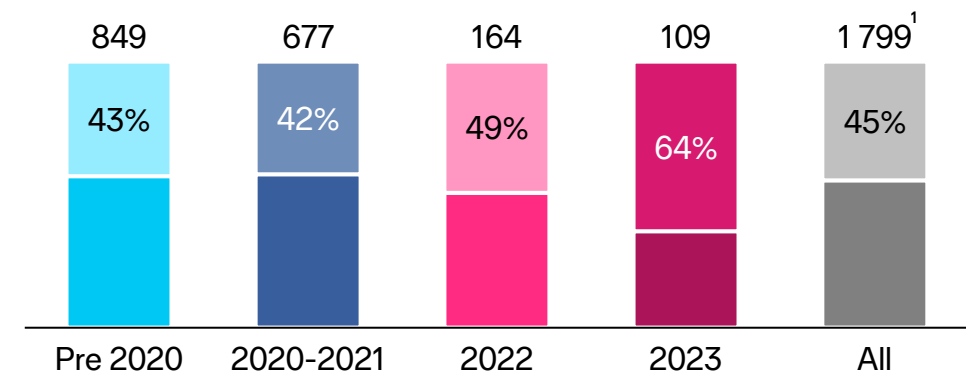
Share of trades per application YTD 3Q23

% | million trades



Share of customers trading during YTD 3Q23¹

% | Thousand customers

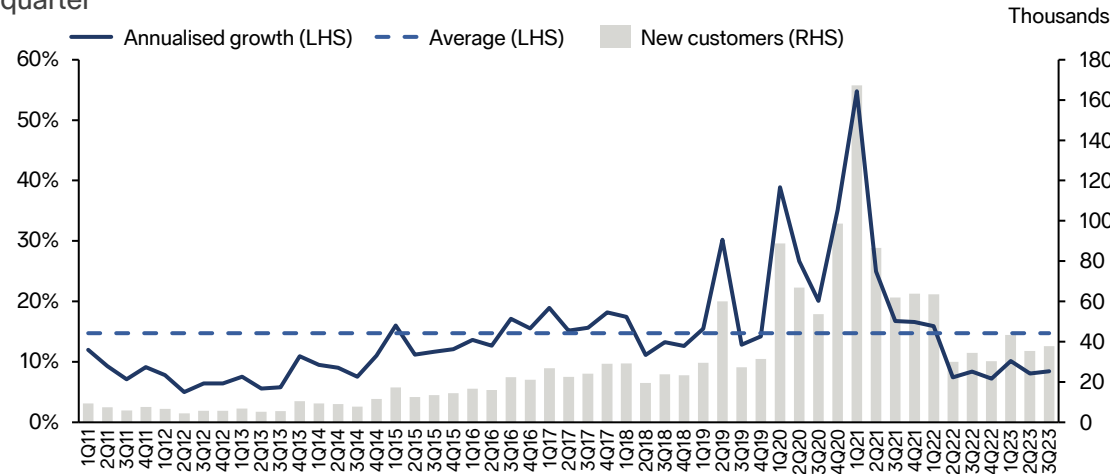


(1) Number of unique customers making at least one trade during the period divided by number of customers end of the period

Strong cost control drives profit despite uncertain macro

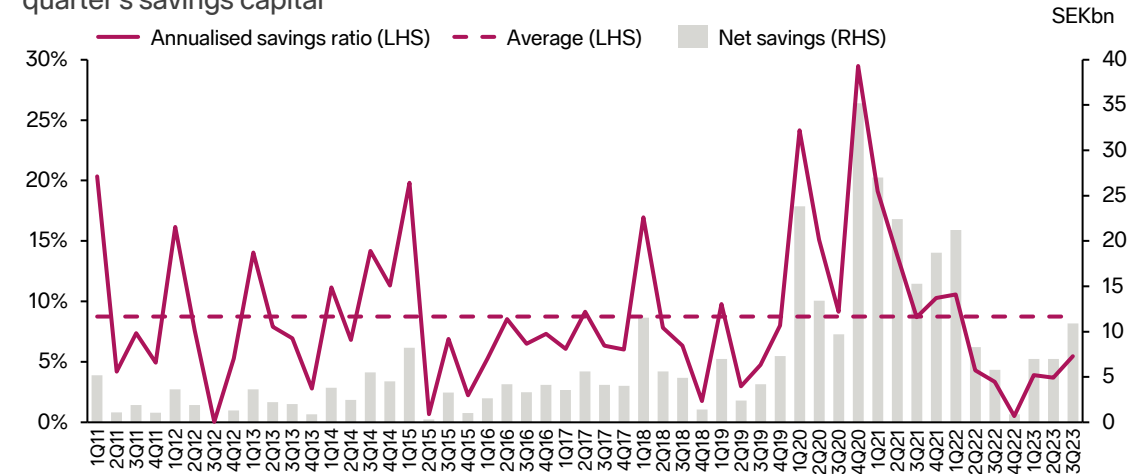
Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

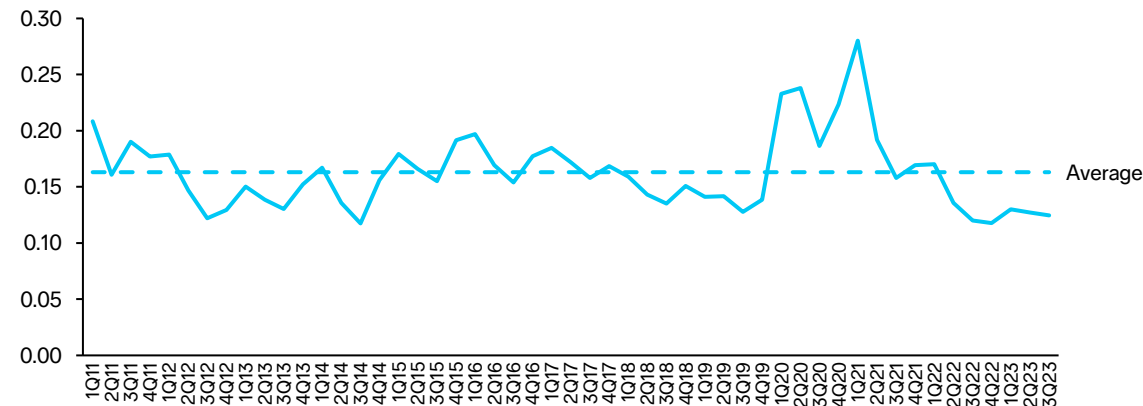


Annualised savings ratio

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

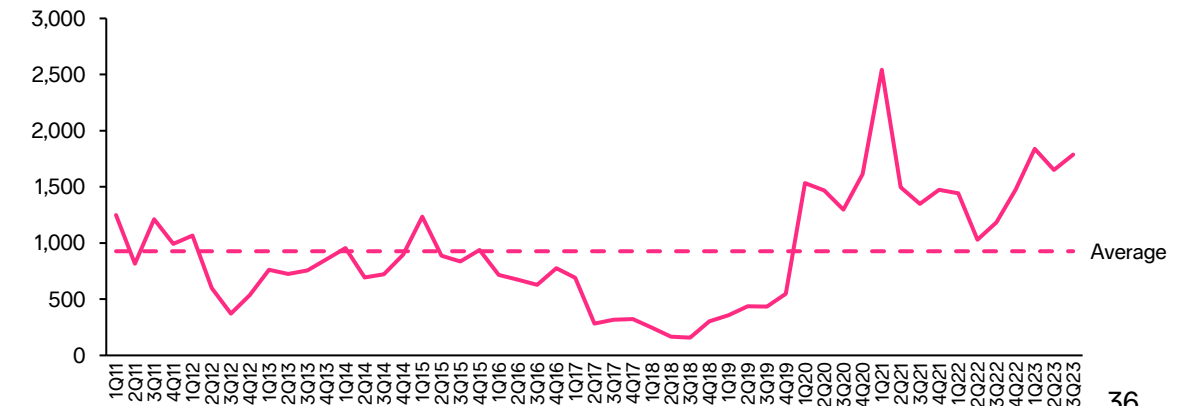


Trades per customer per trading day



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

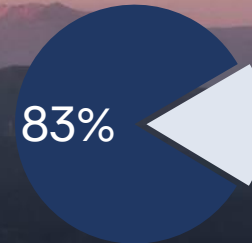
Ambition:

The leading Nordic platform for sustainable savings

Having a broad set of sustainable investment alternatives

Making it easier for savers to invest more sustainably by creating user-friendly digital tools

Share of fund capital in sustainable funds*



Share of fund capital in “dark green”* funds



Proportion of female customers

33.4%