



# Nordnet Q1 2024

## Results presentation

# Key highlights first quarter 2024

The highest quarterly revenue and profit ever

Net interest income outlook stable despite slight deposit decline

Continued growth across all revenue streams

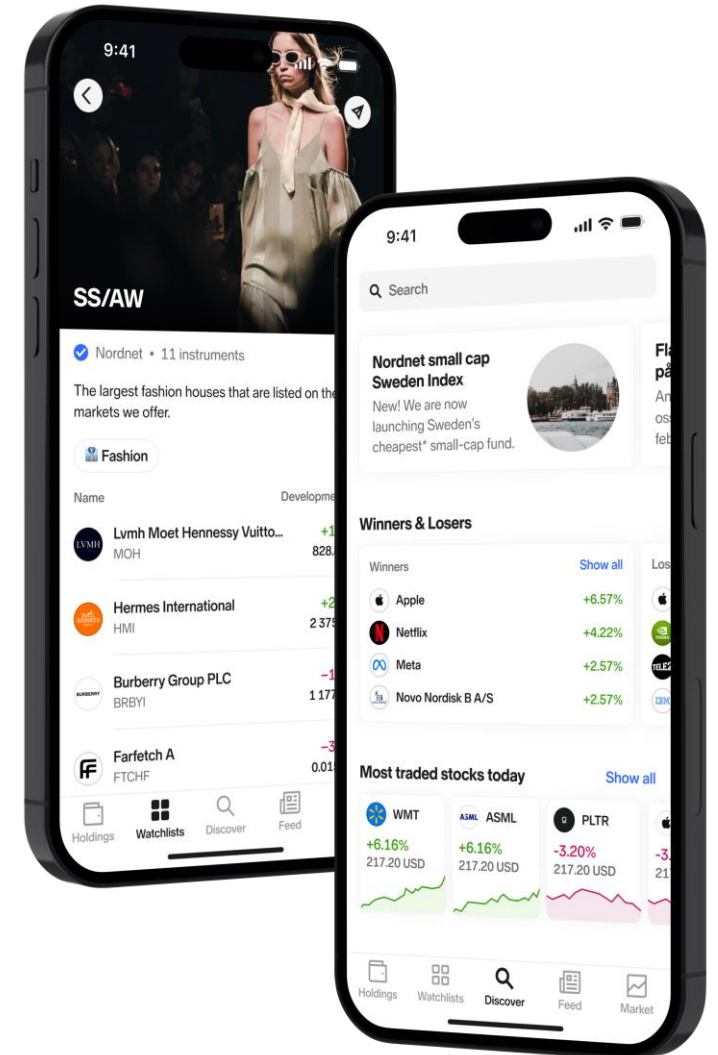
Cost growth expected to trend in line with guidance for full year

Clear step-up in customer growth and net savings

Strong capital situation: SEK 7.20 dividend proposed, and buyback process is ongoing

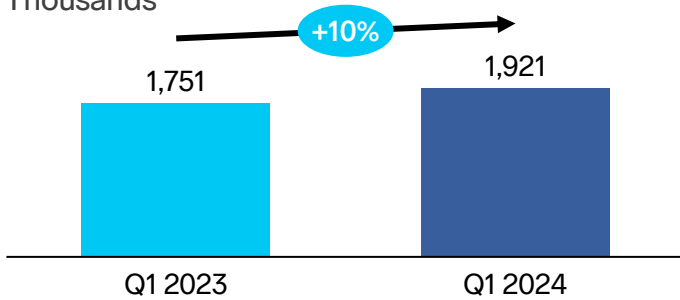
Progress on fund-focused strategy with Nordnet funds growing by 50%

Sale of unsecured lending business announced

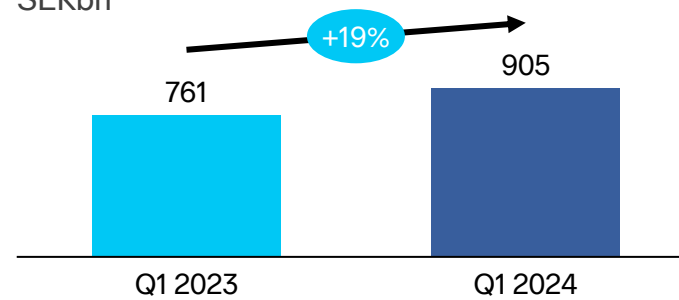


# Financial highlights first quarter 2024

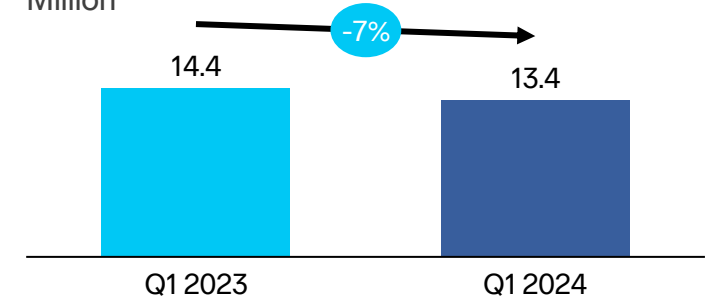
**Customers**  
Thousands



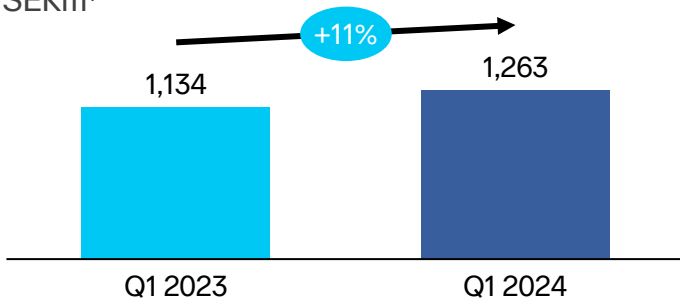
**Savings capital**  
SEKbn



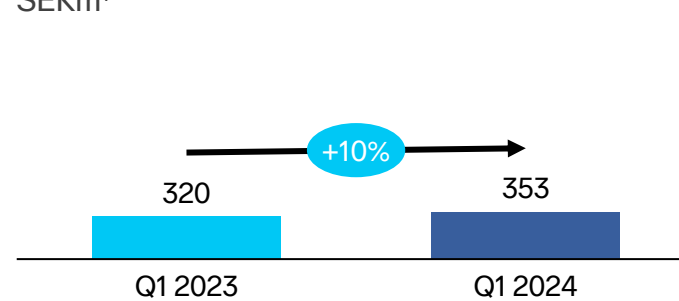
**Number of trades**  
Million



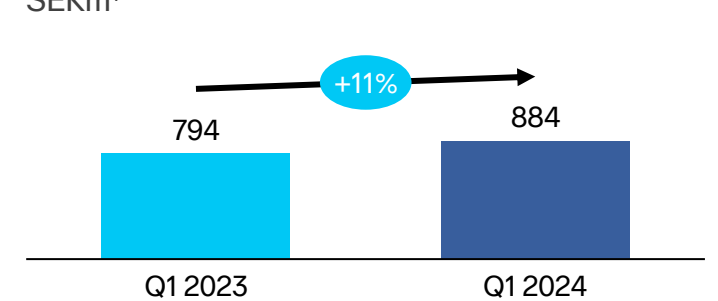
**Adjusted revenues**  
SEKm<sup>1</sup>



**Adjusted operating expenses**  
SEKm<sup>1</sup>



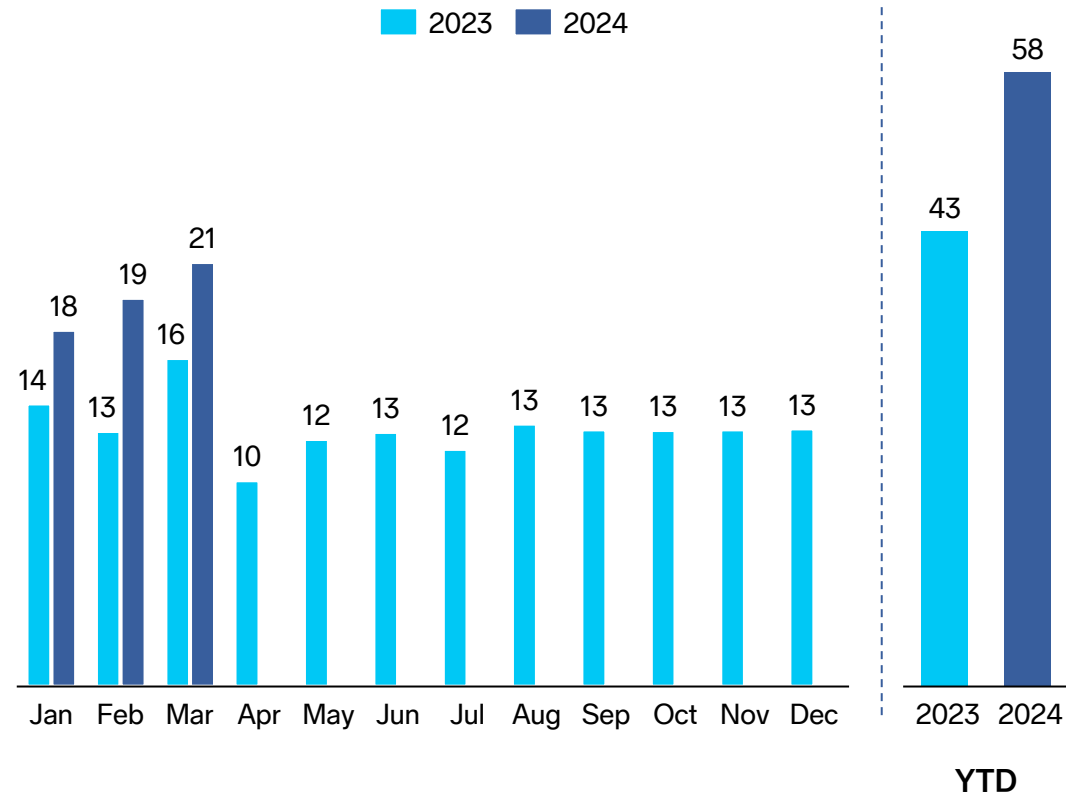
**Adjusted profit before tax**  
SEKm<sup>1</sup>



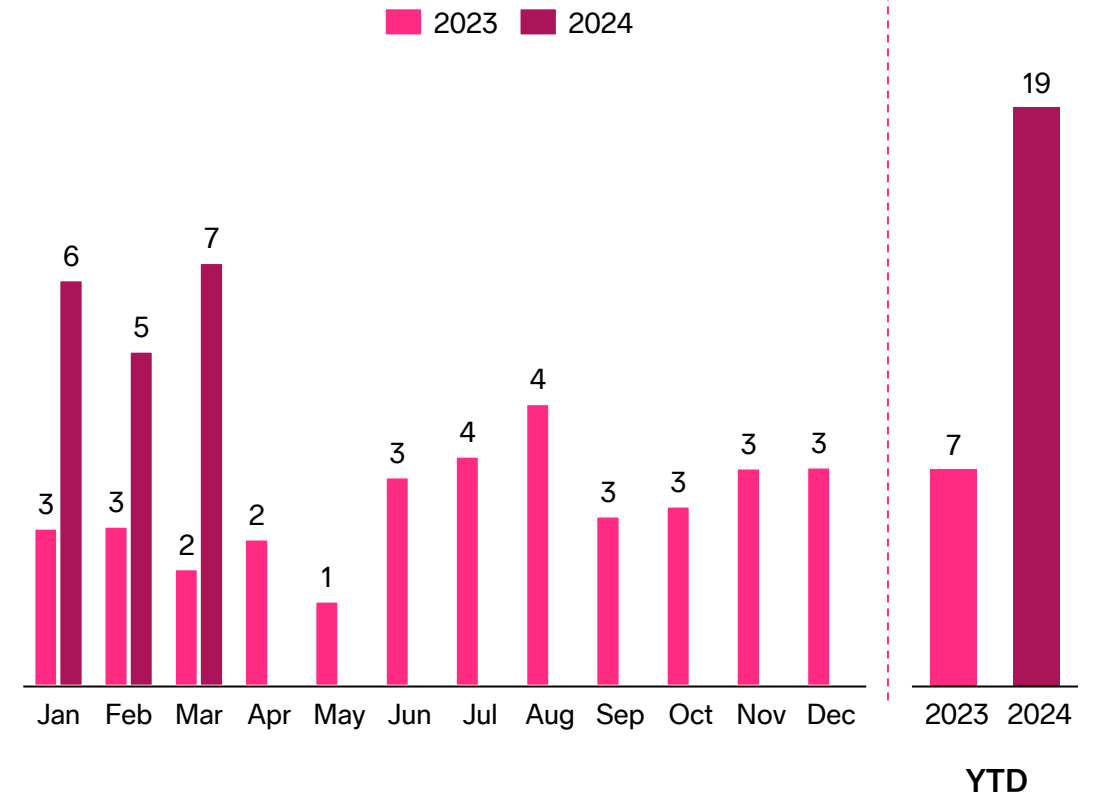
(1) Excludes items affecting comparability.

# Strong development in customer growth and net savings so far this year

New customers by month<sup>1</sup>  
Thousands



Net savings per month  
SEKbn

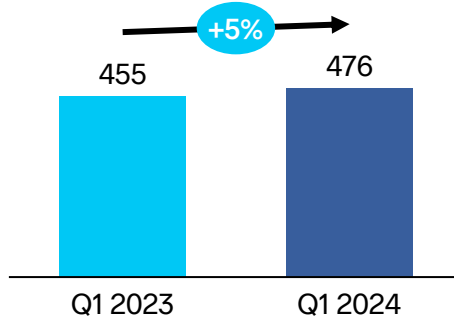


# Geographical diversification de-risks the business model and enables growth

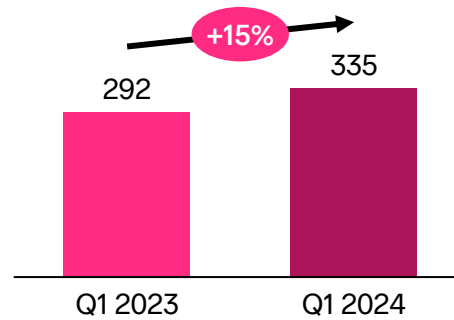
## Sweden



Customers  
Thousand



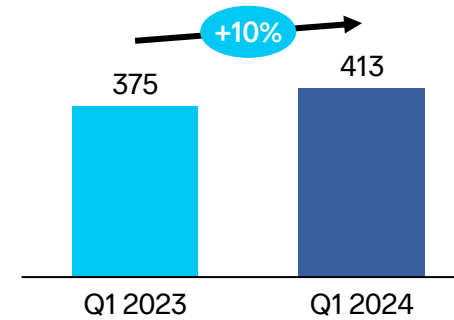
Savings capital  
SEKbn



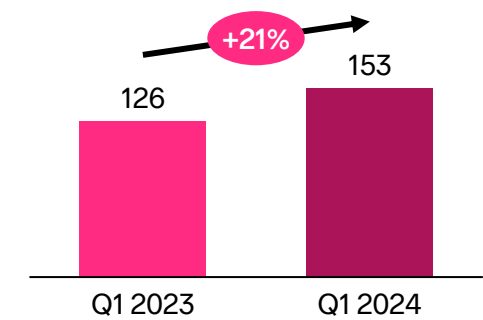
## Norway



Customers  
Thousand



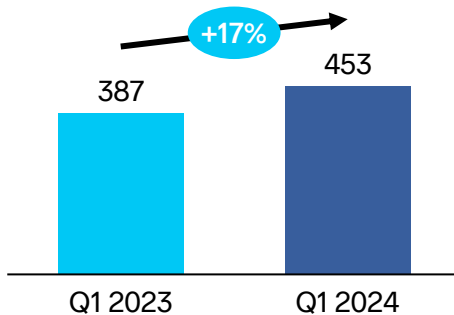
Savings capital  
SEKbn



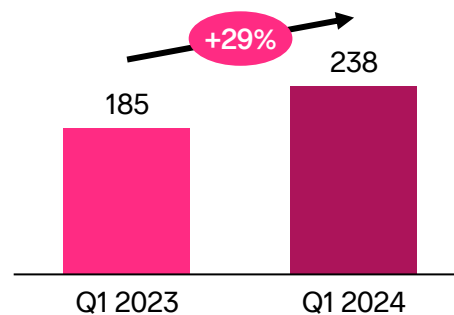
## Denmark



Customers  
Thousand



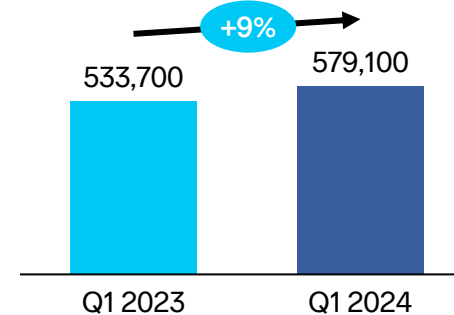
Savings capital  
SEKbn



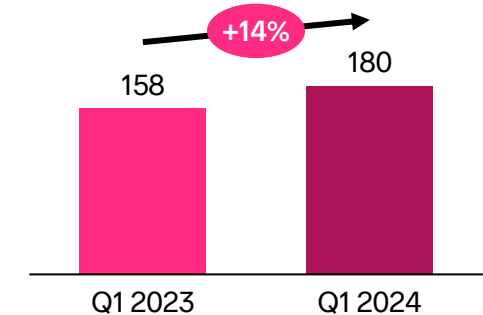
## Finland



Customers  
Thousand

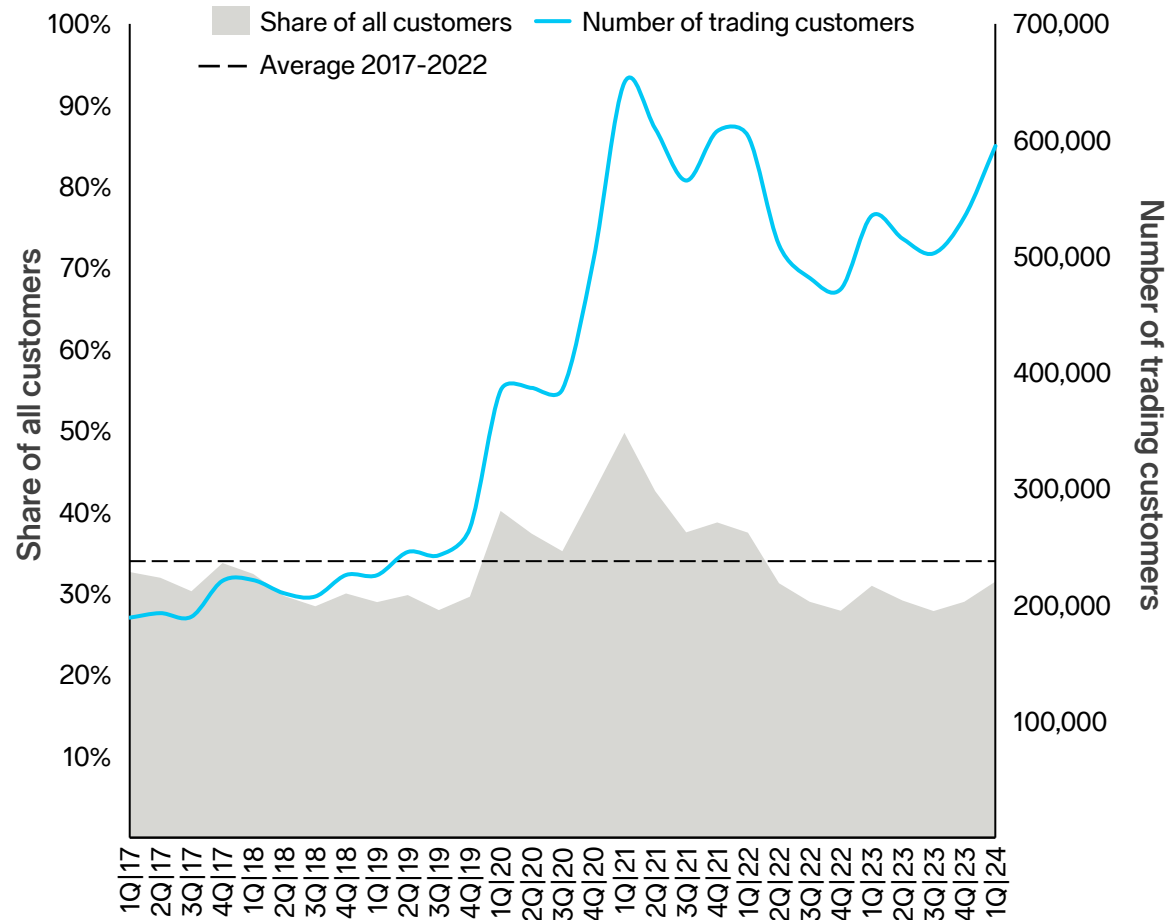


Savings capital  
SEKbn

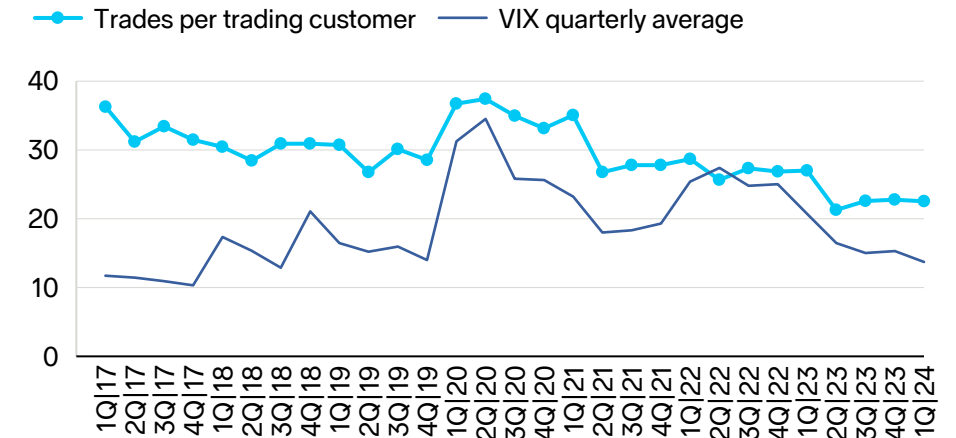


# More customers are trading and cross-border remains robust

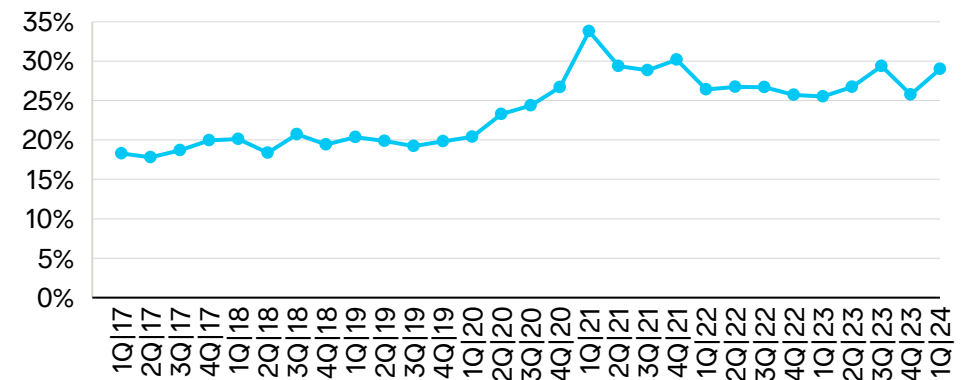
Trading customers



Trades per trading customer / quarter

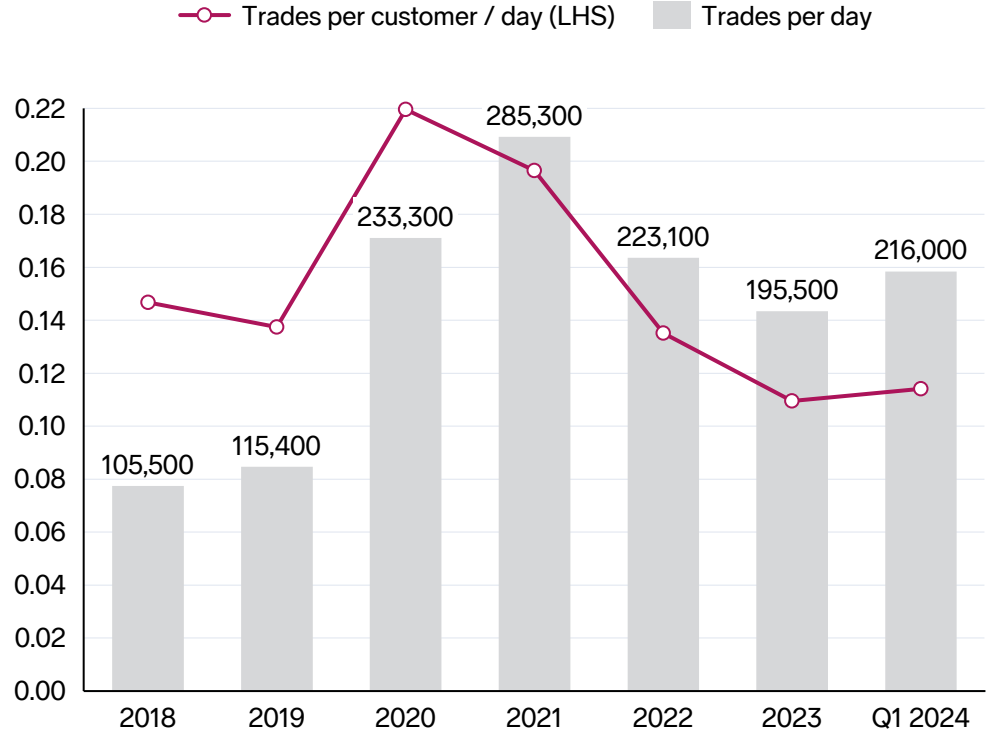


Share of cross-border trades

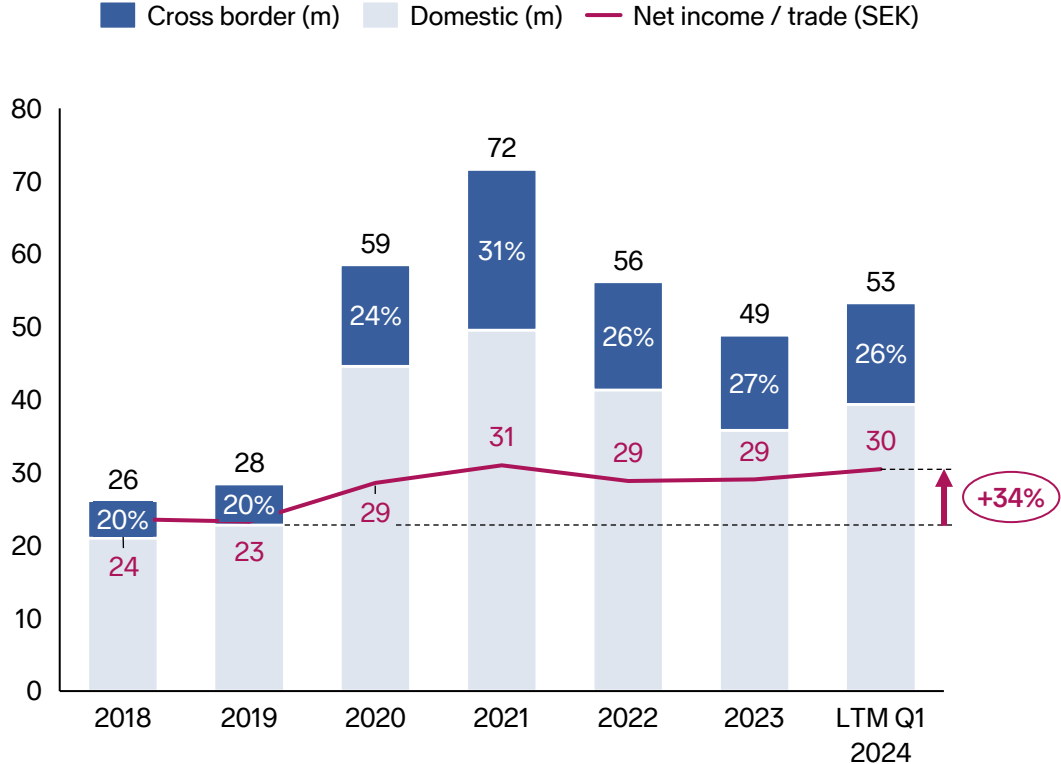


# Trades per day have almost doubled since 2019 and each trade drives more revenue

Trades per customer per trading day

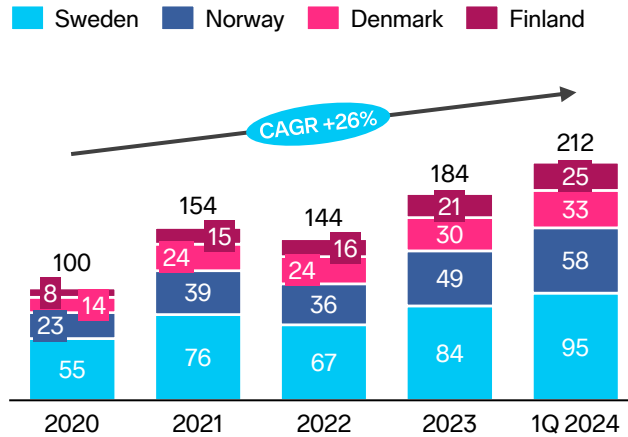


Total number of trades and net income/trade

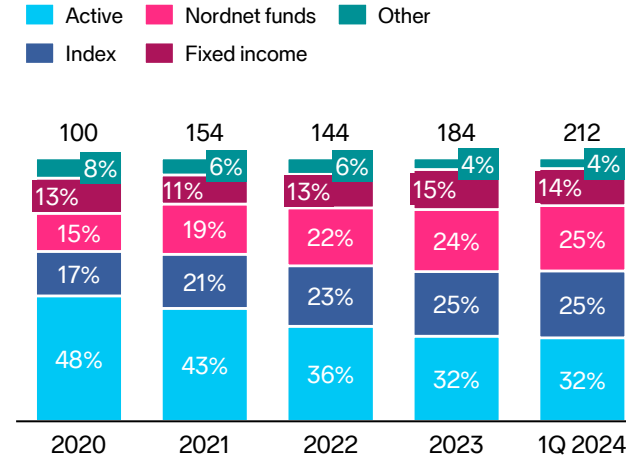


# Leading Nordic fund supermarket

Fund capital by country  
SEKbn

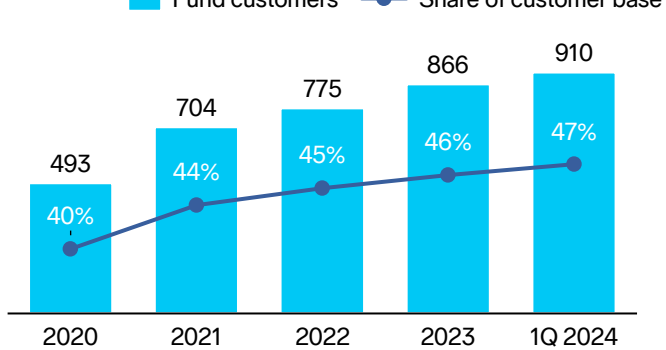


Fund capital by allocation<sup>1</sup>  
SEKbn

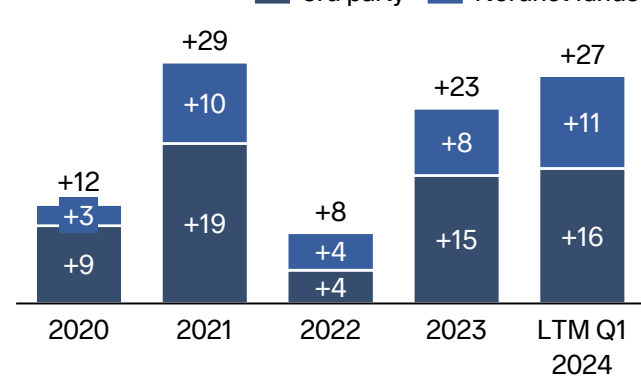


- Fund capital growing 2X total savings capital
- One quarter of fund capital is Nordnet branded
- 40% of net buying is Nordnet branded funds
- Nearly half of customers own funds

Fund customers  
('000)



Net fund buying  
SEKbn



**Nordnet Global Index 125.**  
**Årets Turbofond.**  
Enligt Privata Affärers Årets Bank-jury.

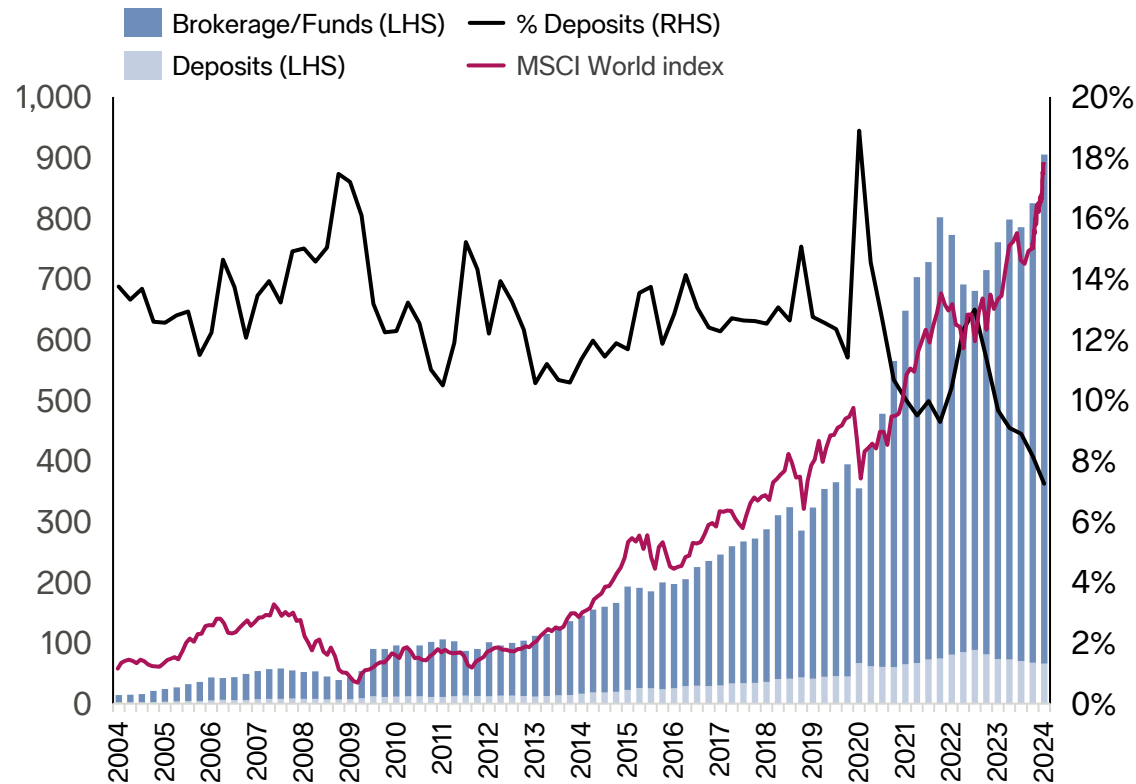
Vi vill bara påminna om att ditt sparande kan gå upp och ner. Även om sparande i fonder historiskt gett god avkastning över tid finns inga garantier för framtida avkastning. Sparande i produkter med hävstång innebär ökad avkastningspotential, men också ökad risk och större nedgång vid perioder av negativ marknadsutveckling. Det finns risk att du inte får tillbaka de pengar du investerat.

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

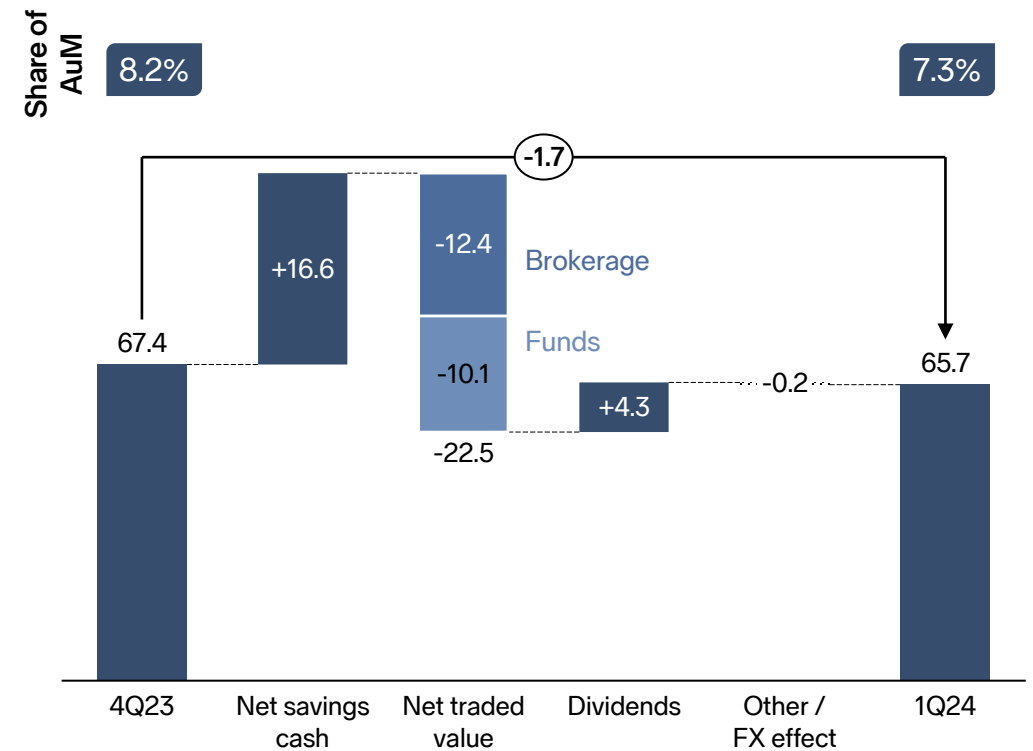


# Deposits decline driven by customers net buying equities and funds

Deposits/savings capital vs stock market performance  
SEKbn



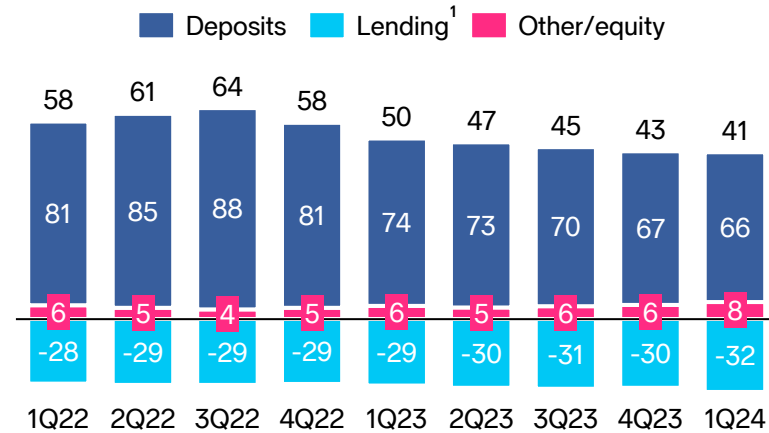
Deposit development 1Q24  
SEKbn



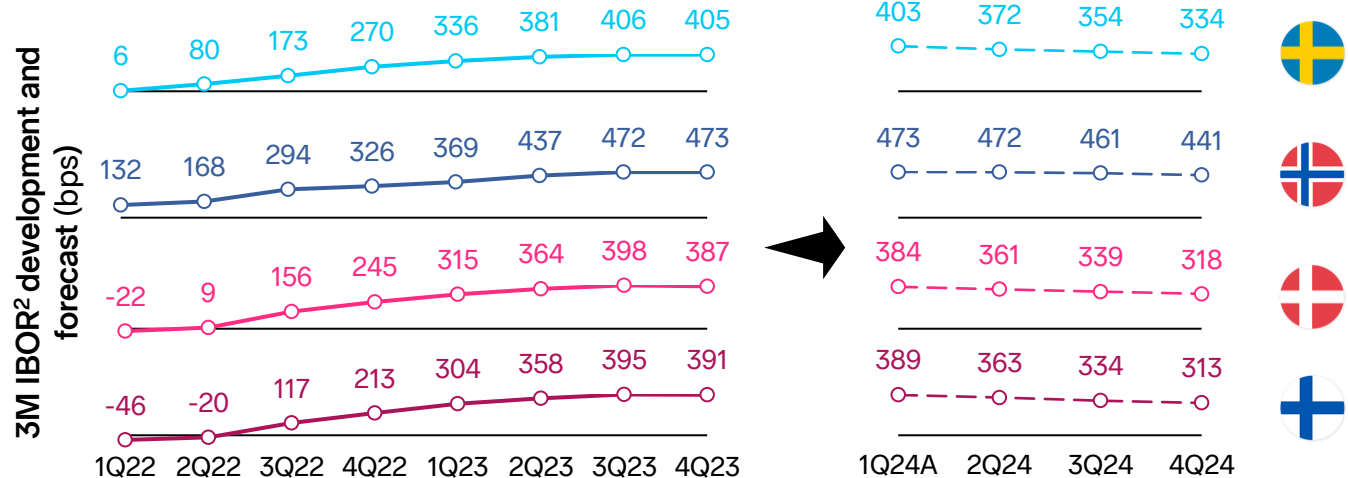
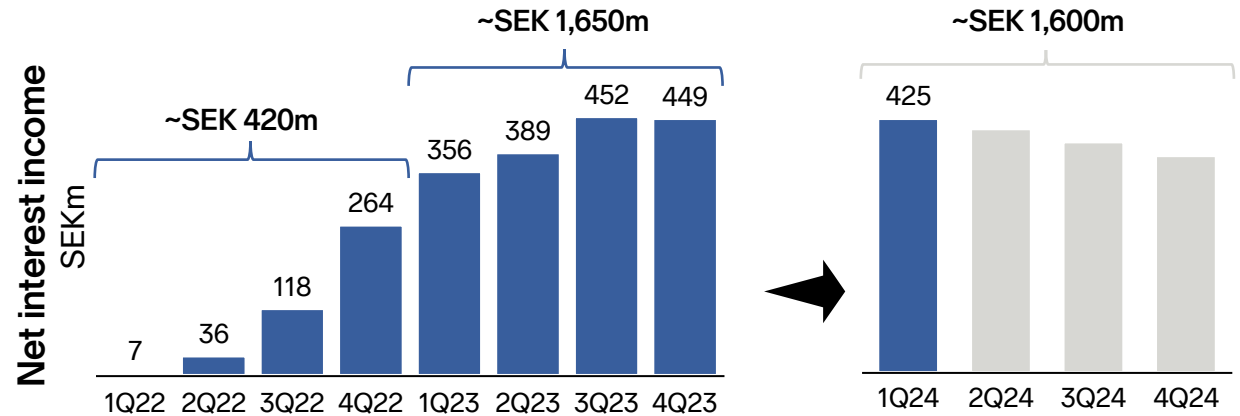
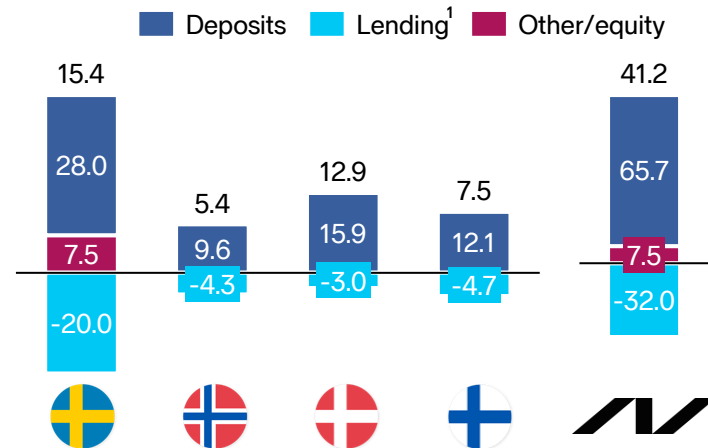
# Liquidity portfolio snapshot: ~SEK1.6bn in 2024\*

\*Assumes 1Q 2024 volume, currency allocation, credit spreads and market consensus estimates for IBOR development.

## Volume SEKbn



## Volume 1Q 24 SEKbn

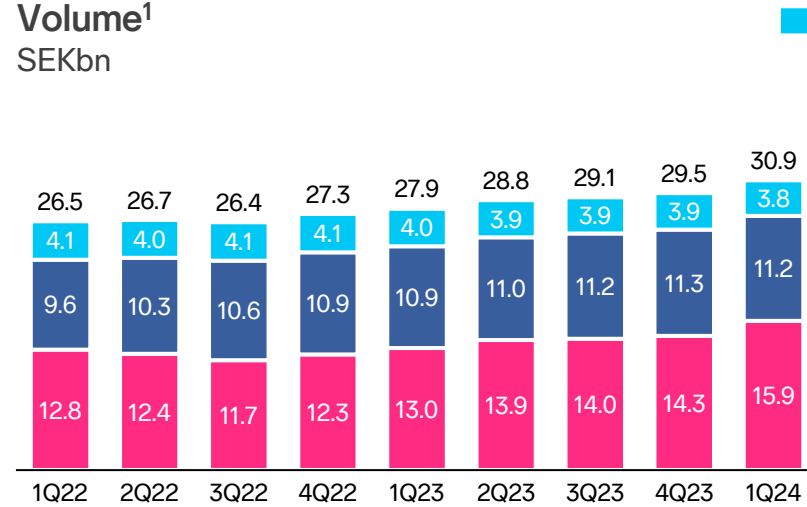


(1) Including lending against pledged cash and cash equivalents; (2) Source: Bloomberg as per 2024-04-11

# Loan portfolio snapshot: ~SEK1.6bn in 2024\*

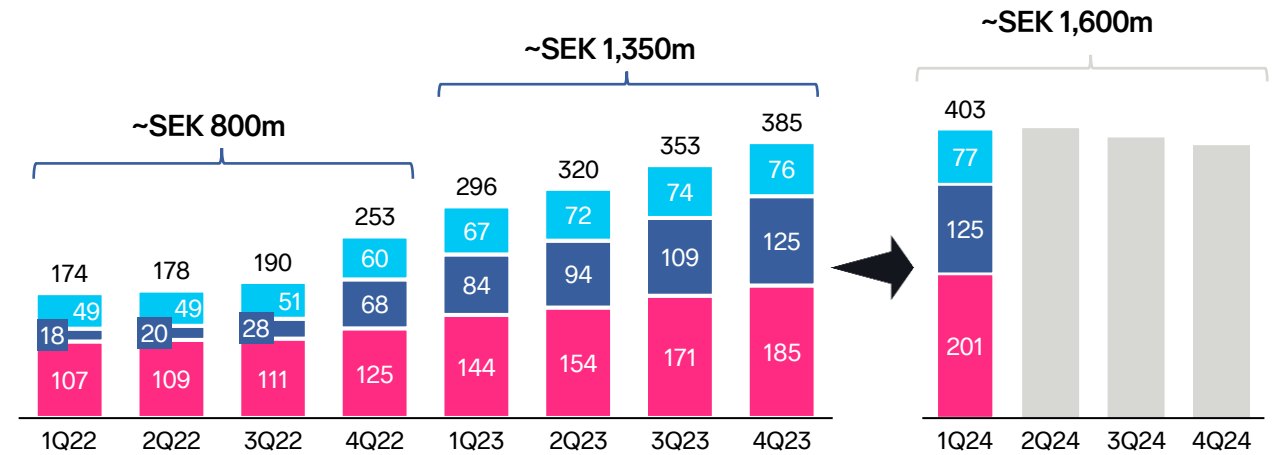
\*Assumes 1Q 2024 volume, 3M IBOR forecast (p.10) and pass-through of; Margin lending (50%), Mortgage (100%), Unsecured (90%).

Volume<sup>1</sup>  
SEKbn

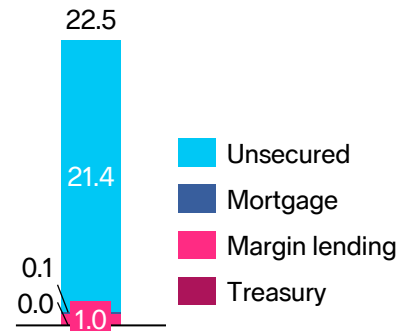


Unsecured Mortgage Margin lending

Net interest income  
SEKm



Net credit losses  
SEKm | 1Q 2024

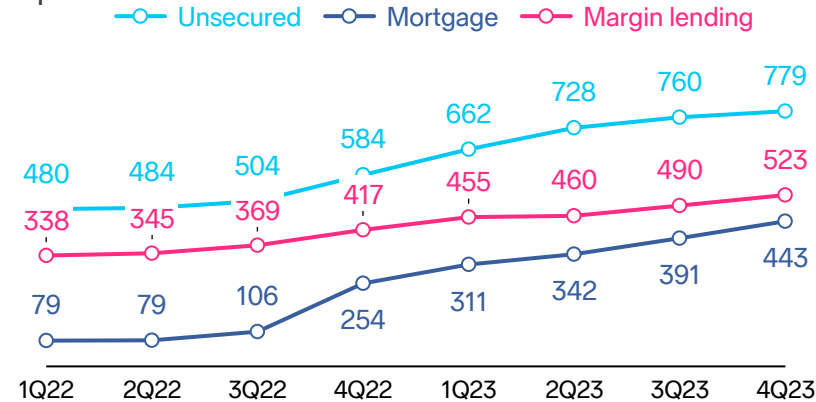


Loan-to-value  
%

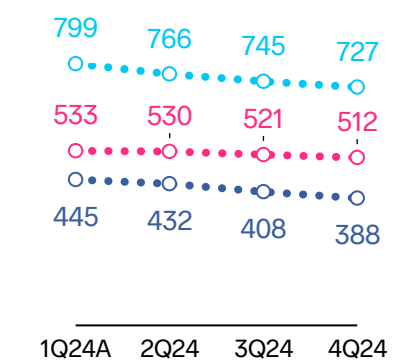
**35-45%**  
Margin lending

**~45%**  
Mortgage

Margins  
bps



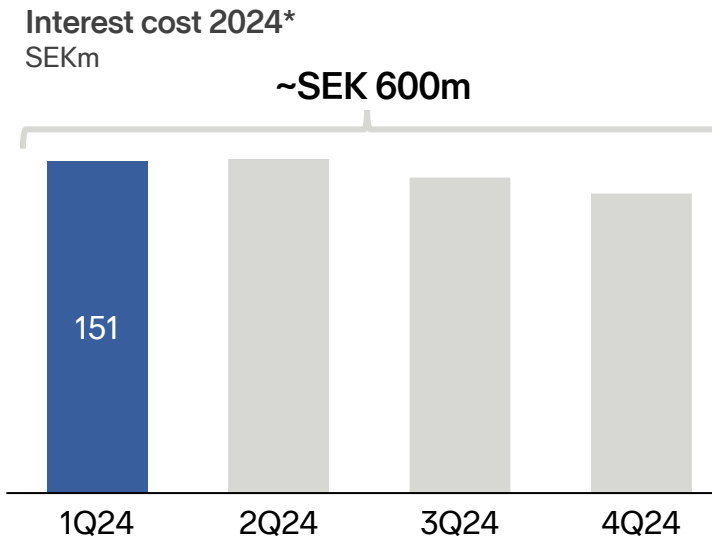
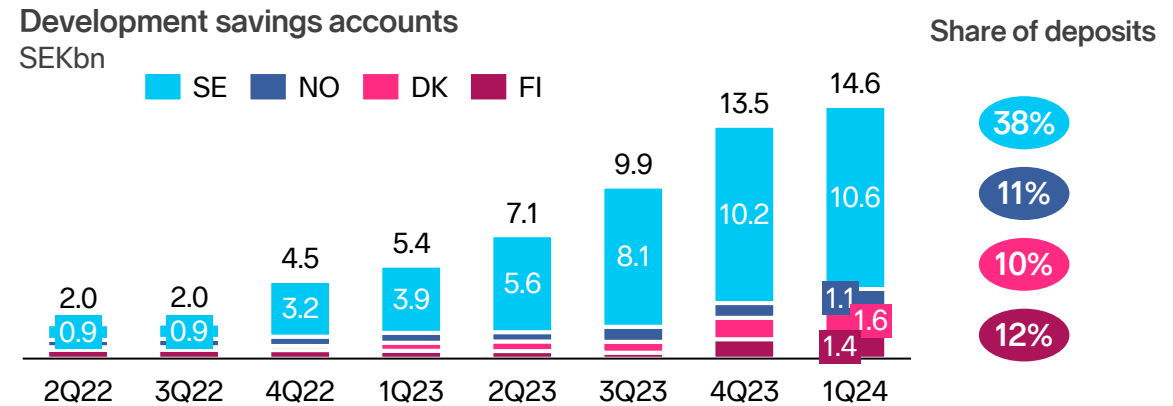
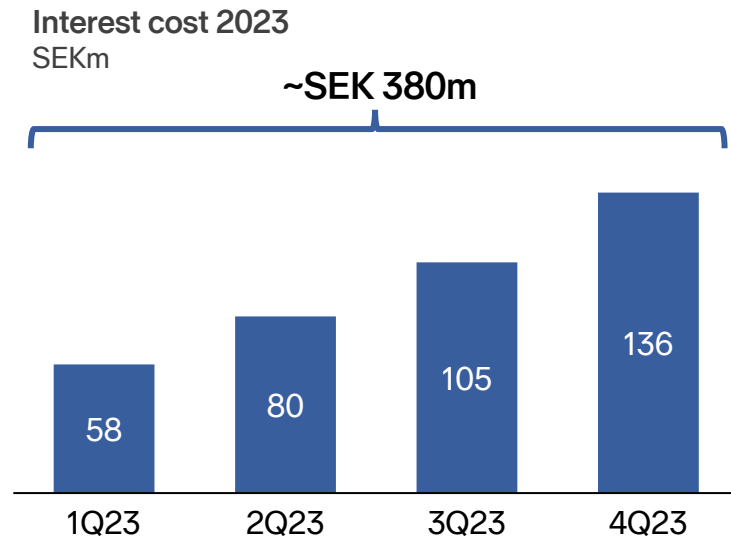
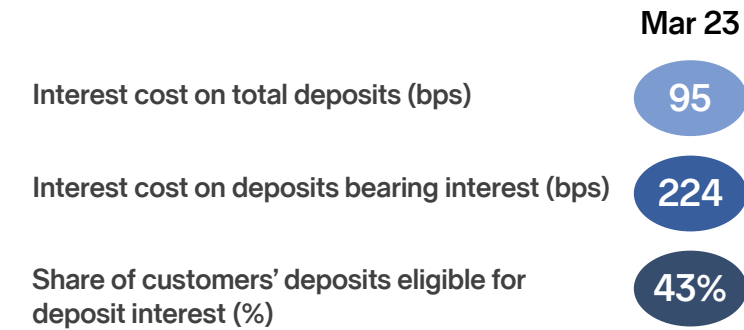
Fwd margins (based on\*)  
bps



(1) Excluding lending against pledged cash and cash equivalents

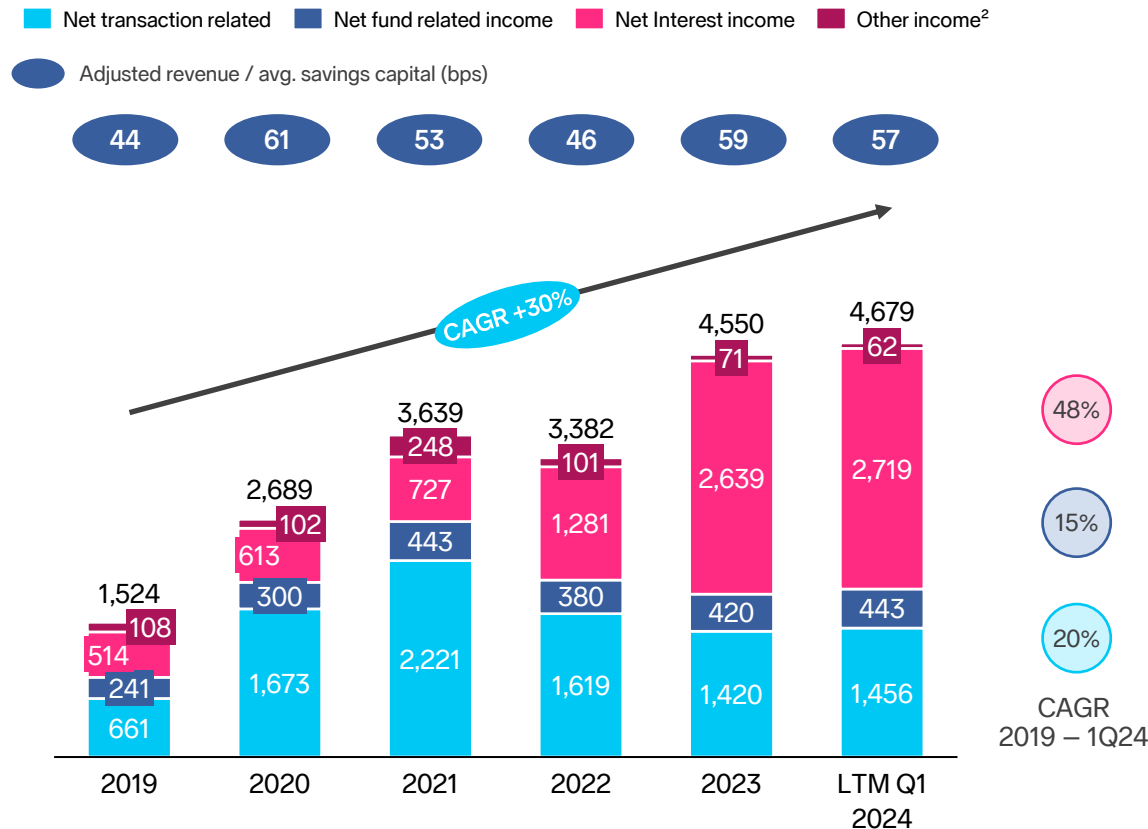
# Deposit interest cost snapshot: SEK 600m in 2024\*

\* Assumes interest rates and volumes as per March 2024 with 100% pass-through of fwd IBOR changes (p10). Assumes that interest on non-savings account deposits remains at 1Q24 levels.

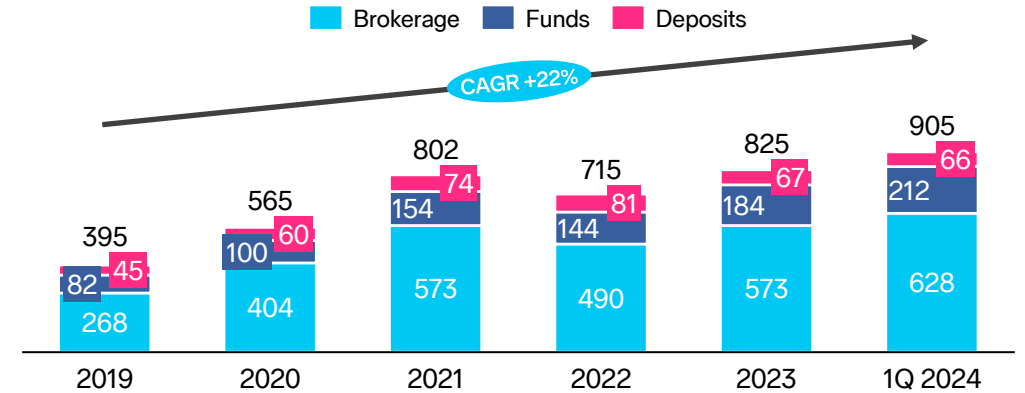


# In summary: Resilient revenues bolstered by diversified revenues streams

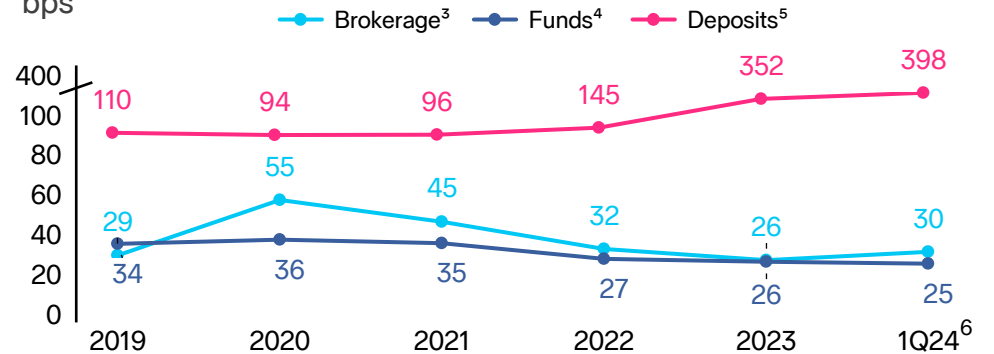
Adjusted revenue by income type  
SEKm<sup>1</sup>



Savings capital by product  
SEKbn



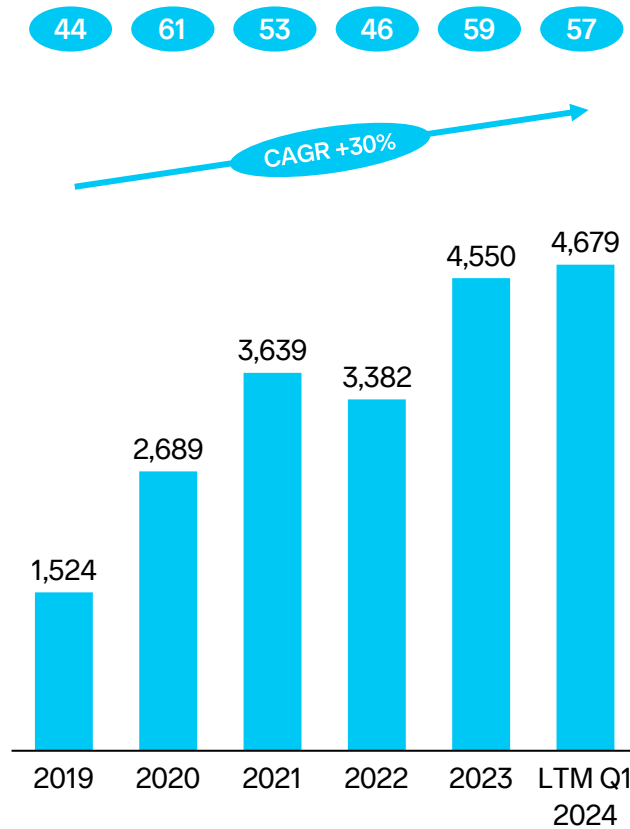
Revenue margin by product  
bps



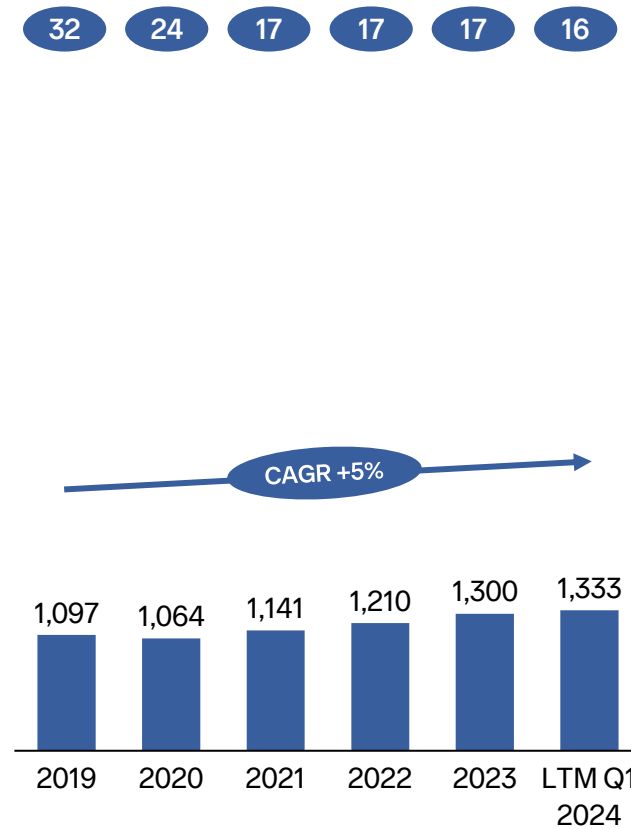
(1) Refer to page 28 for additional detail on items affecting comparability; (2) Includes other income, net other provision income and net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net fund related income divided by average quarterly fund savings capital; (5) Net interest income excluding income related to securities lending divided by average quarterly deposits; (6) Annualized

# Business model with great operating leverage

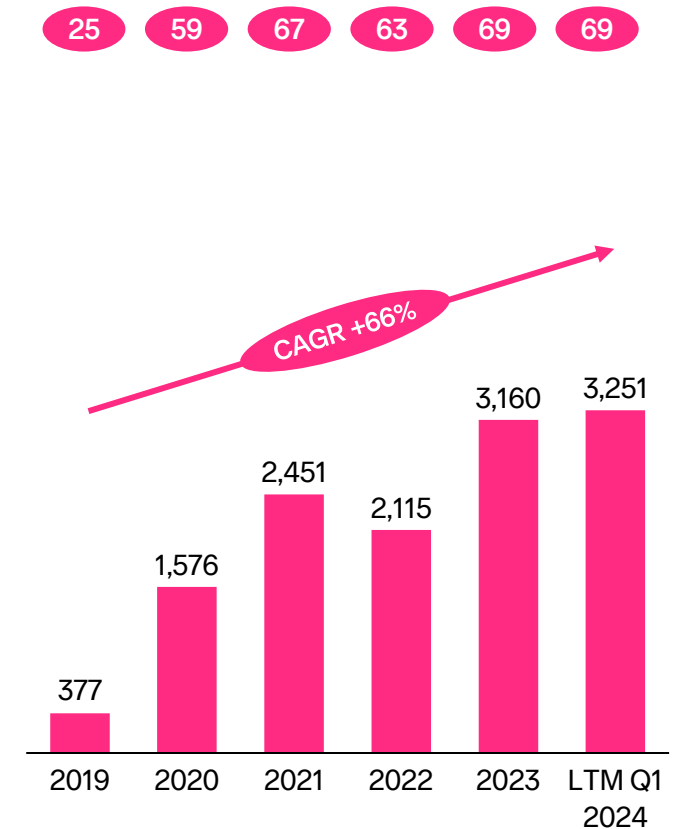
**Adjusted revenue**  
SEKm



**Adjusted operating expenses<sup>3</sup>**  
SEKm



**Adjusted profit before tax**  
SEKm



Income in relation to savings capital (bps)<sup>1</sup>

Operating expenses in relation to savings capital (bps)<sup>2</sup>

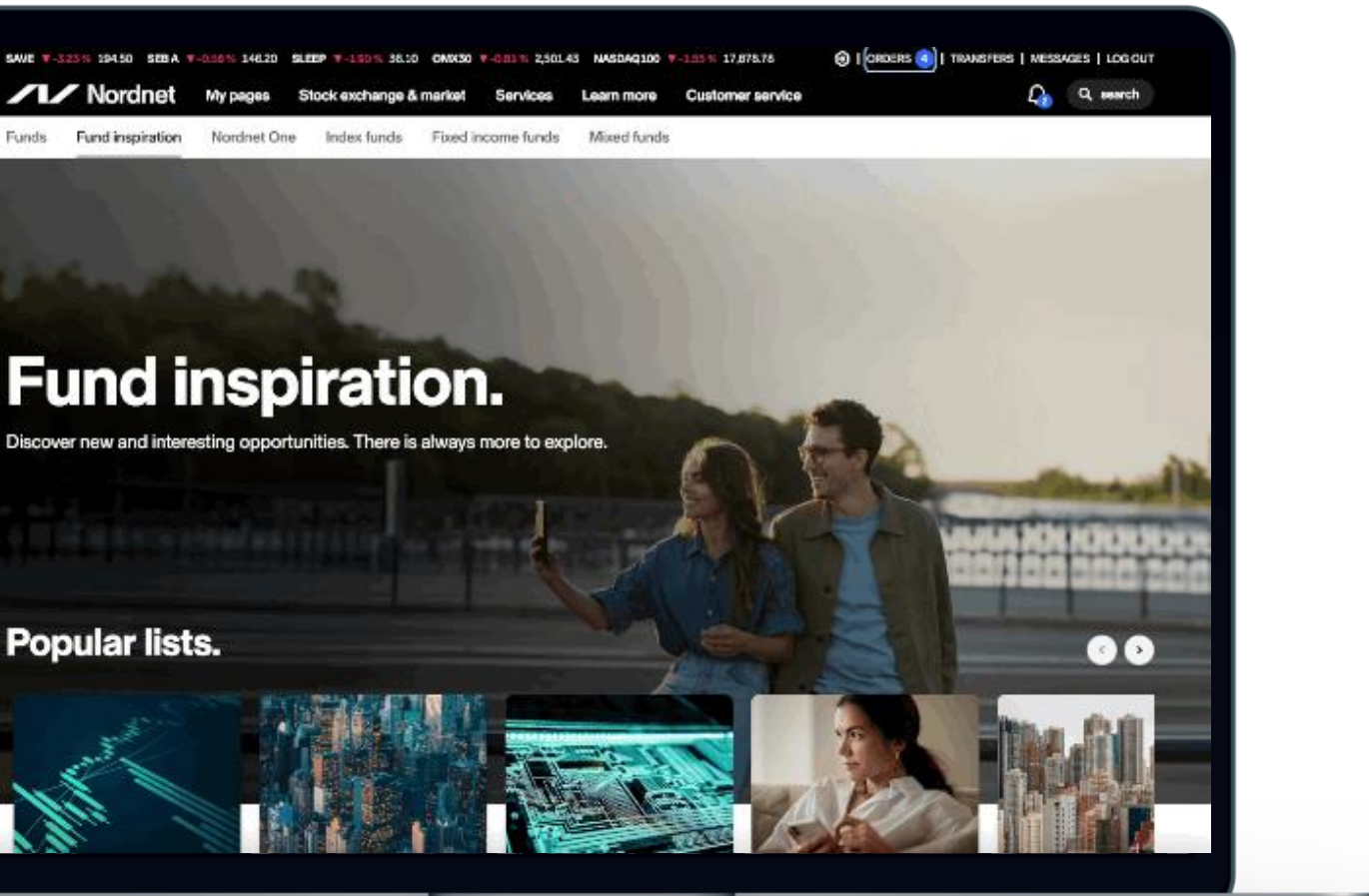
Profit before tax margin (%)

Note: Refer to page 28 for additional detail on items affecting comparability

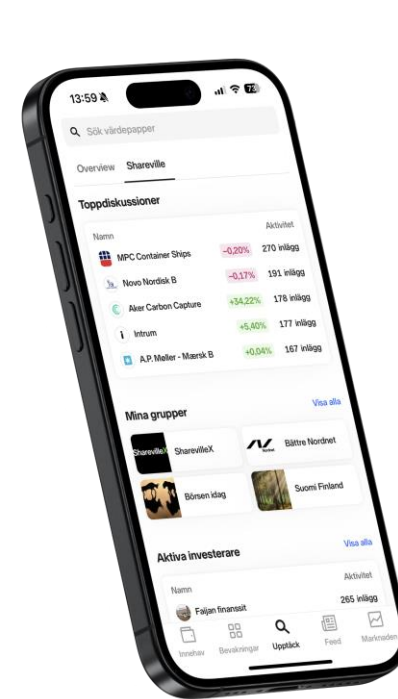
(1) Adjusted revenue divided by average quarterly savings capital over the period; (2) Adjusted operating expenses divided by average quarterly savings capital over the period; (3) Includes amortisation of PPA intangibles and excludes credit losses.

# Select Q1 2024 product highlights

Inspiring new interactive content:  
Fund inspiration pages

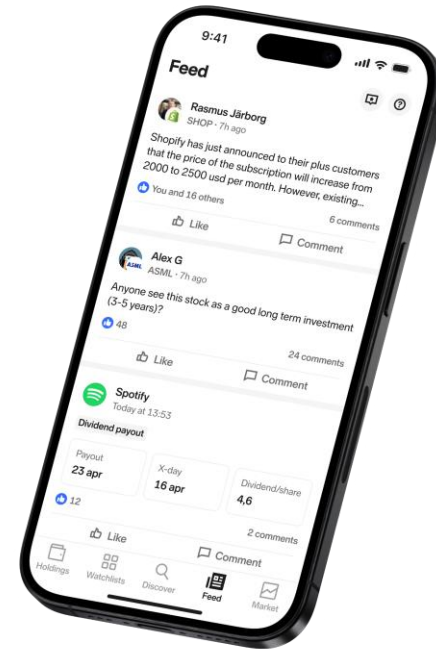
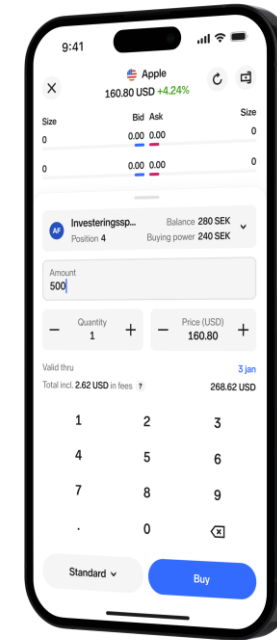


26 new versions of Nordnet's award-winning app and focus on migrating Nordnet's social investing network Shareville



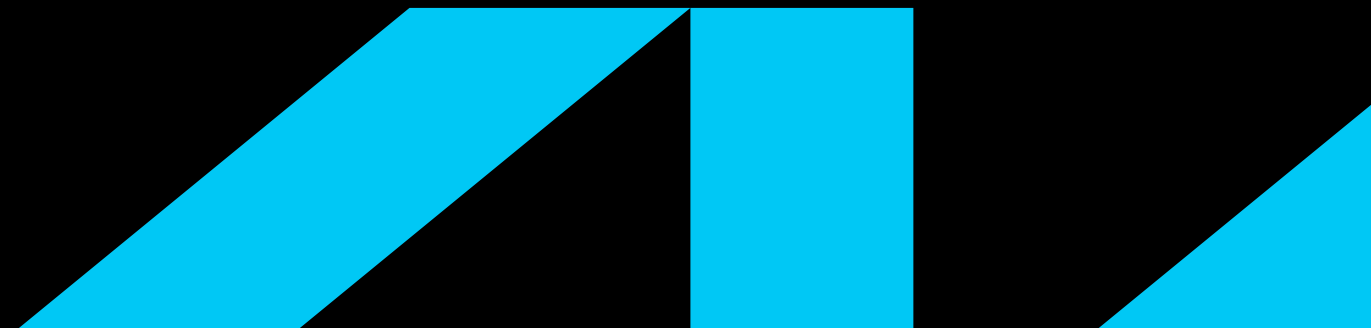
Shareville discover tab

New order screen with stoploss orders



My Feed™ endless scroll

# Capital and liquidity situation





# Strong capital situation creates flexibility

**65.7**

Deposits in SEKbn

**41.2**

Liquidity portfolio in SEKbn

**62.7%**

Liquidity in relation to deposits

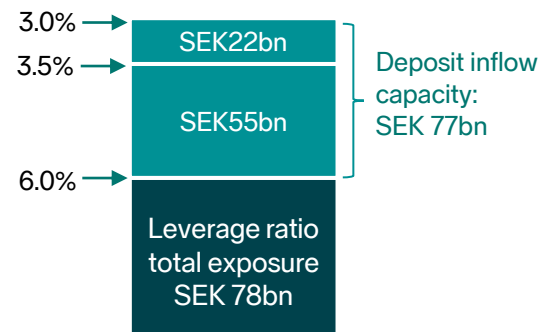
**7.3%**

Deposits to savings capital ratio

## Regulatory metrics Consolidated situation

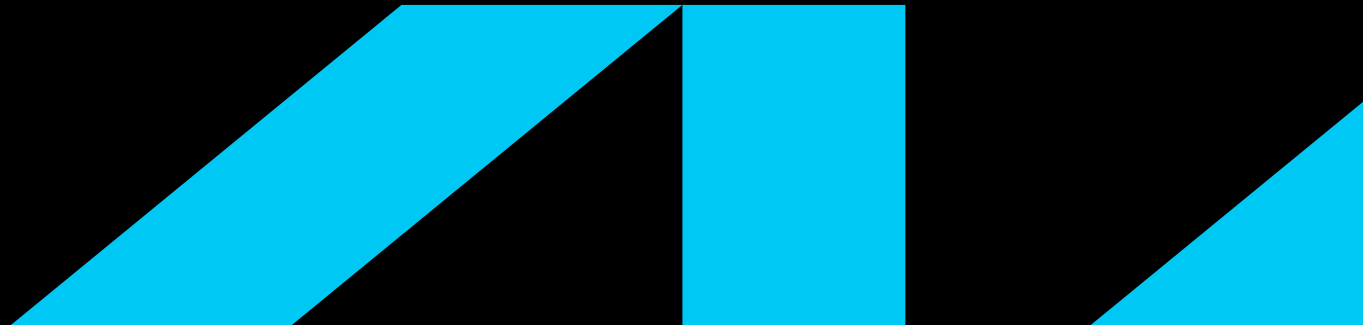
	Actual (vs req.)	Requirement
Total capital ratio	24.6% (+9.1pp)	15.5%
CET1 ratio	19.8% (+9.1pp)	10.7%
Leverage ratio	6.0% (+2.5pp)	3.0% (3.5% P2G)
LCR	348%	100%
NSFR	210%	100%

## Leverage Ratio & deposit inflow capacity SEKbn | %

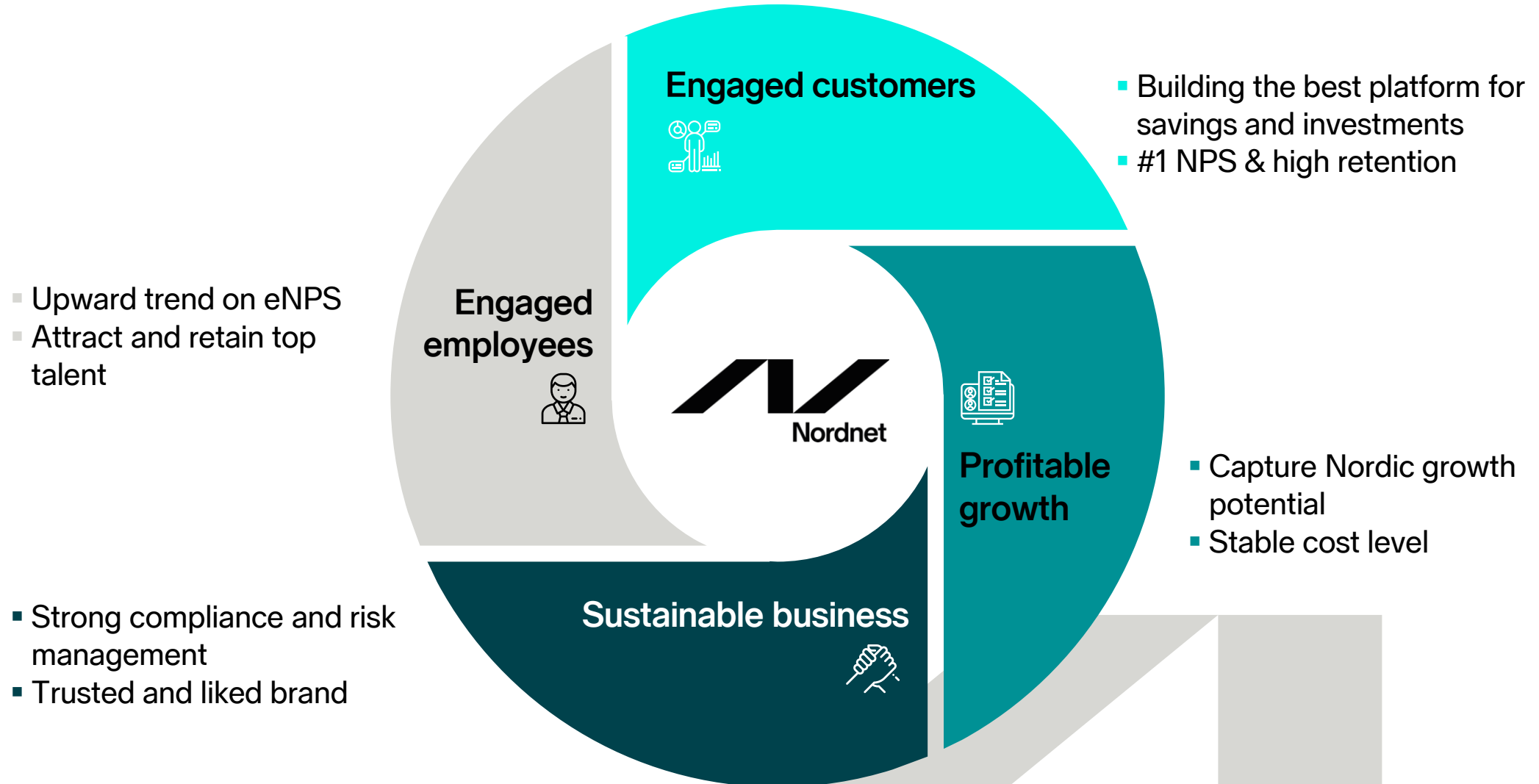


- Dividend payout ratio of 70%
- Capital ratio targets:
  - Leverage ratio between 4.0-4.5%
  - CET1 ratio at least 100bps above regulatory requirement
- Steps taken to enable long-term buyback program to manage excess capital and reach target leverage ratio level over time

# Strategic focus



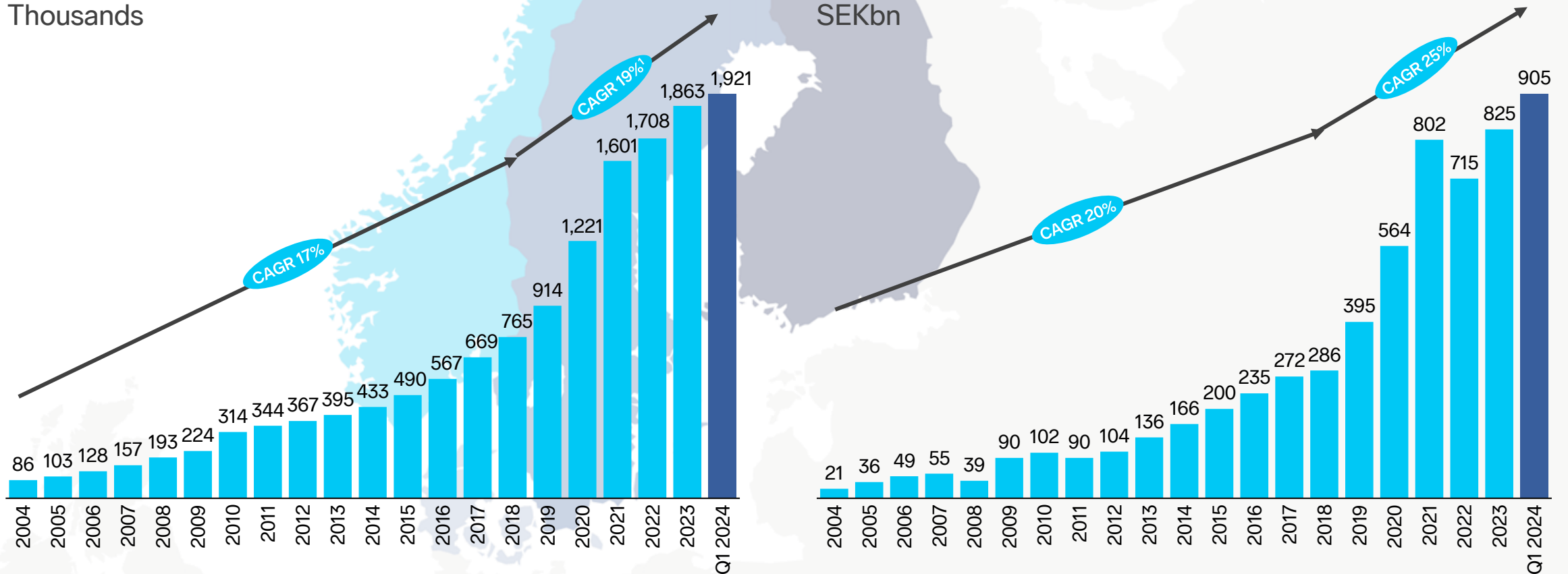
# Key strategic ambitions



# Strong long-term growth in customers and savings capital

Customers  
Thousands

Savings capital  
SEKbn

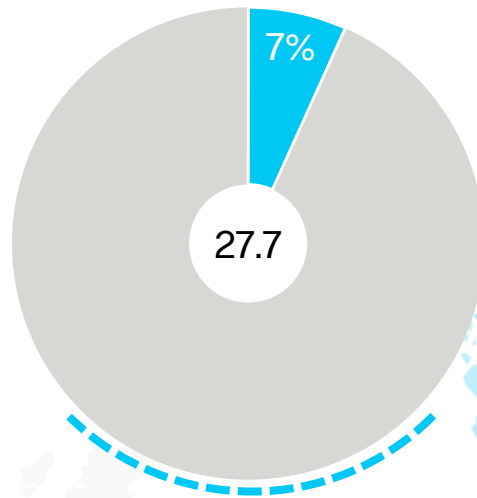


(1) Includes the 51,700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation

# Nordnet is taking market share in a growing market

Share of total population  
December 2023 | Million

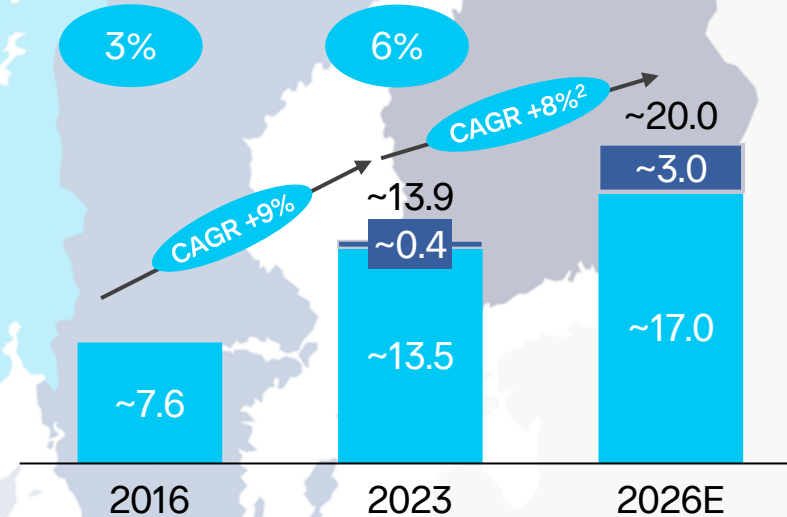
Nordnet's share



**18%**  
of the population  
own shares<sup>4</sup>

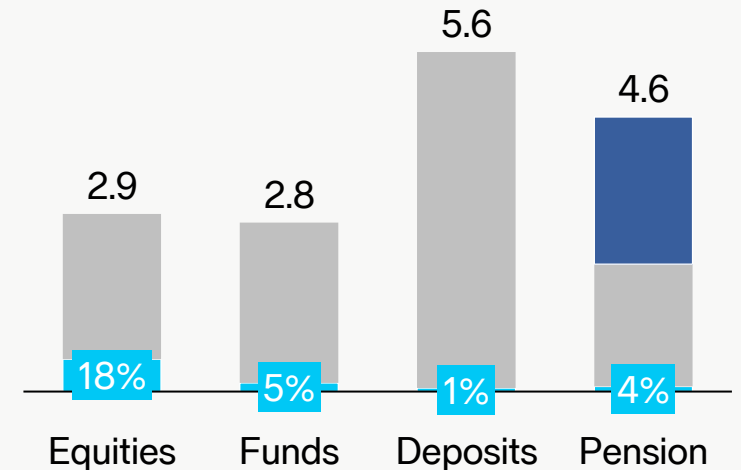
Addressable market growth outlook<sup>1</sup>  
Savings capital, SEK tln

Market size current    Market size extended  
Nordnet market share



Market share of addressable market<sup>1</sup>  
December 2023, SEK tln

Nordnet's share of addressable market<sup>3</sup>  
Extended market



(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 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 2023; Euronext Securities Oslo 2023; Euronext Securities Copenhagen 2023; Porssisaatio 2023

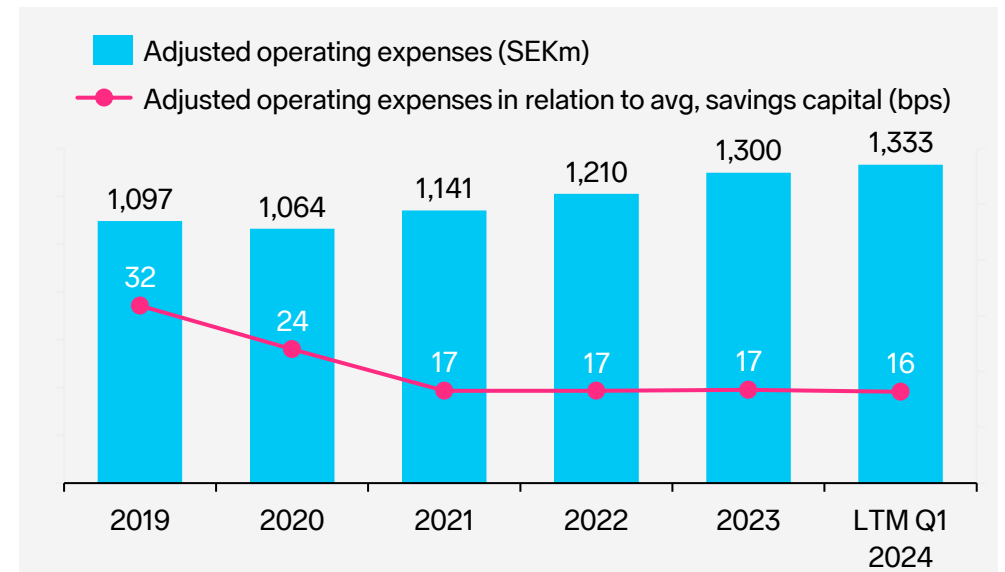
# Rigorous focus on cost discipline to drive operating leverage

## 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

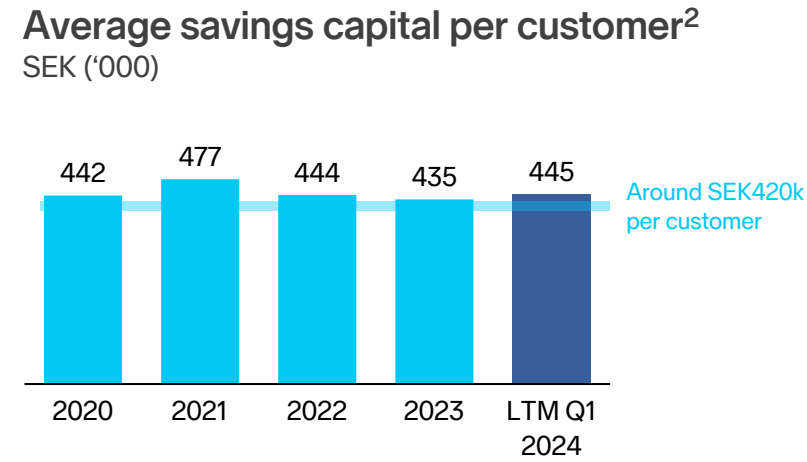
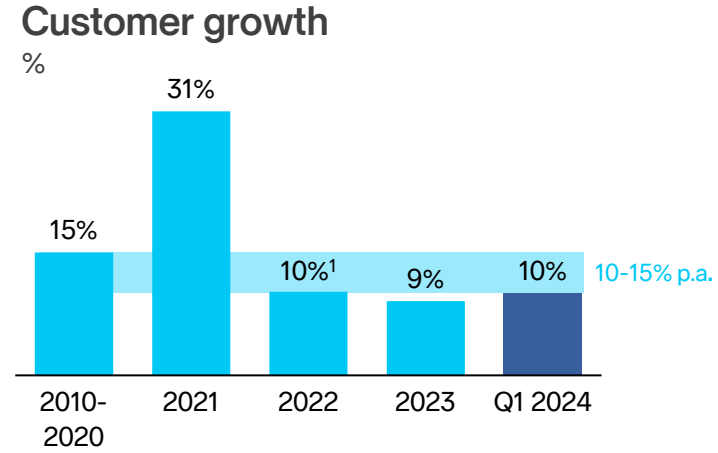
Adjusted operating expenses<sup>1</sup> in absolute terms and in relation to avg. savings capital (bps)<sup>2</sup>



(1) Adjusted operating expenses; subtracting SEK 16m in 2018, SEK 65m in 2019, SEK 129m in 2020 and SEK 81m in 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

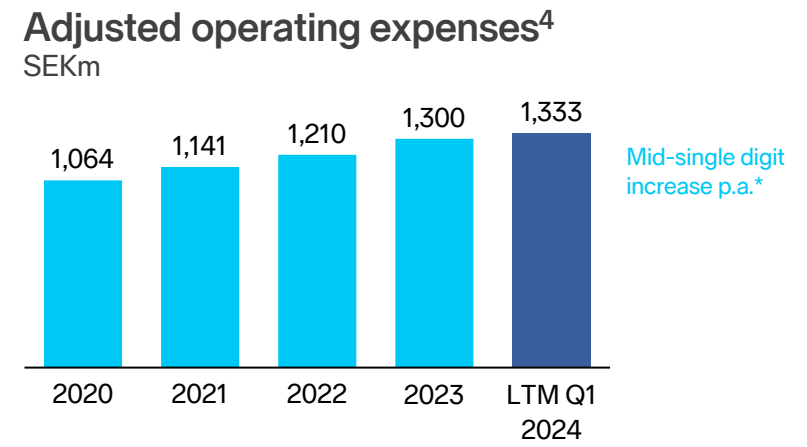
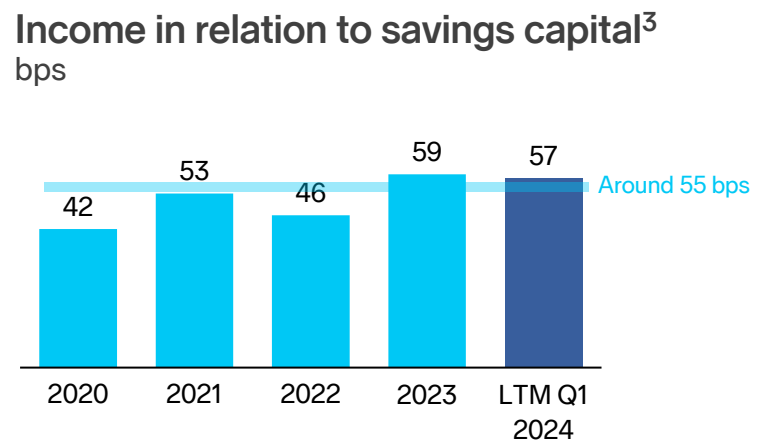


## Shareholder remuneration

Deliver superior shareholder returns through a dividend payout ratio of 70%

Capital ratio targets:

- Leverage ratio between 4.0%-4.5%
- CET1 ratio >100bps vs regulatory requirement



Financial targets assume the following over the medium term:

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

\*In addition, Nordnet will increase annual marketing spend by up to SEK 80m over the next few years

(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 28 deducting SEK 66m in 2019; (4) Adjusted operating expenses in accordance with reconciliation on page 28. Includes amortisation of PPA intangibles and excludes credit losses.

# Key priorities for 2024

Prepare for launch of Danish livrente pension product

Expand Nordnet-branded fund offering

Integrate Shareville app and web

Further strengthen brand position

Maintain focus on cost control







Thank you

# Financial highlights first quarter 2024

SEKm unless otherwise stated	Q1 2024	Q4 2023	QoQ %	Q1 2023	YoY %
<b>Condensed P&amp;L<sup>1</sup></b>					
Adjusted total income	1,263	1,189	6%	1,134	11%
Adjusted operating expenses	(353)	(335)	6%	(320)	10%
Adjusted profit before tax	884	830	7%	794	11%
<b>KPIs</b>					
New customers	+58,400	+38,500	52%	+43,300	35%
Customers	1,921,300	1,862,900	3%	1,751,100	10%
Net savings (SEKbn)	+18.5	+9.8	88%	+7.0	166%
Savings capital (SEKbn)	905.1	824.8	10%	760.6	19%

(1) Refer to page 28 for additional detail on items affecting comparability.

# Summary P&L

SEKm	Q1 2024	Q4 2023	QoQ %	Q1 2023	YoY %
<b>Adjusted total income</b>	<b>1 263</b>	<b>1 189</b>	<b>6%</b>	<b>1 134</b>	<b>11%</b>
<b>Adjusted operating expenses</b>	<b>(353)</b>	<b>(335)</b>	<b>6%</b>	<b>(320)</b>	<b>10%</b>
Net credit losses	(22)	(23)	(1%)	(17)	34%
Imposed levies: Resolution fees	(3)	(2)	50%	(3)	0%
<b>Adjusted profit before tax</b>	<b>884</b>	<b>830</b>	<b>7%</b>	<b>794</b>	<b>11%</b>
Items affecting comparability (IAC), income					
Items affecting comparability (IAC), expenses					
<b>Reported profit before tax</b>	<b>884</b>	<b>830</b>	<b>7%</b>	<b>794</b>	<b>11%</b>
Tax	(163)	(157)	4%	(143)	14%
<b>Reported net income</b>	<b>721</b>	<b>673</b>	<b>7%</b>	<b>651</b>	<b>11%</b>
<b>Adjusted net income excl, IAC</b>	<b>721</b>	<b>673</b>	<b>7%</b>	<b>651</b>	<b>11%</b>
<b>Adjusted net income excl, IAC and amortisation of intangible assets due to PPA</b>	<b>726</b>	<b>678</b>	<b>7%</b>	<b>657</b>	<b>11%</b>

# Items affecting comparability

SEKm	1Q 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
<b>Non-recurring items – Expenses</b>								
Delisting from Nasdaq								(45)
Acquisition of Netfonds						(35)	(16)	
Deduction right VAT			38		(20)	(30)		
AML process upgrade			(19)					
IPO related expenses					(109)			
Sanction SFSA			(100)					
<b>Non-recurring items – Income</b>								
Revaluation of the shareholdings in Tink AB <sup>1</sup>						66		
<b>Total</b>	<b>-</b>	<b>-</b>	<b>(81)</b>	<b>-</b>	<b>(129)</b>	<b>1</b>	<b>(16)</b>	<b>(45)</b>

(1) The shareholding was divested in 2019.

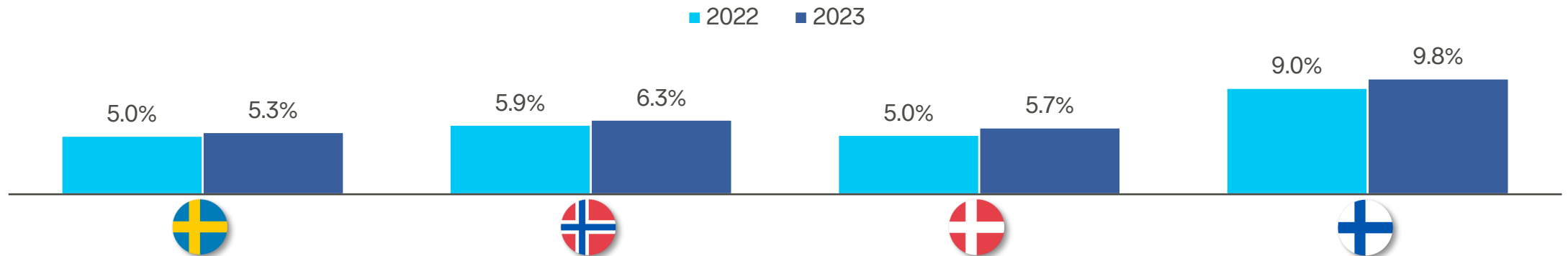
# Strong customer satisfaction driving market share gains

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



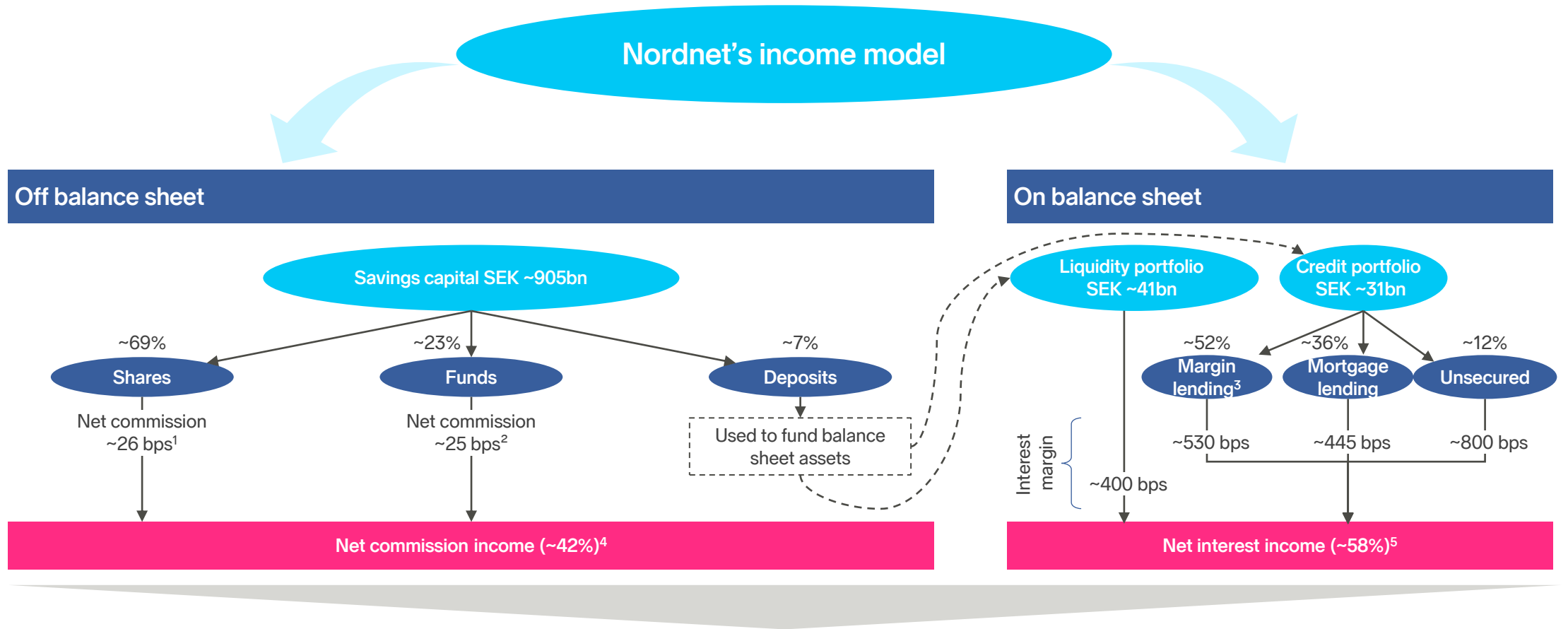
...which translates into increasing market shares across our geographies

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; Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Porssisaatio, team analysis.

# Nordnet has a capital light business model

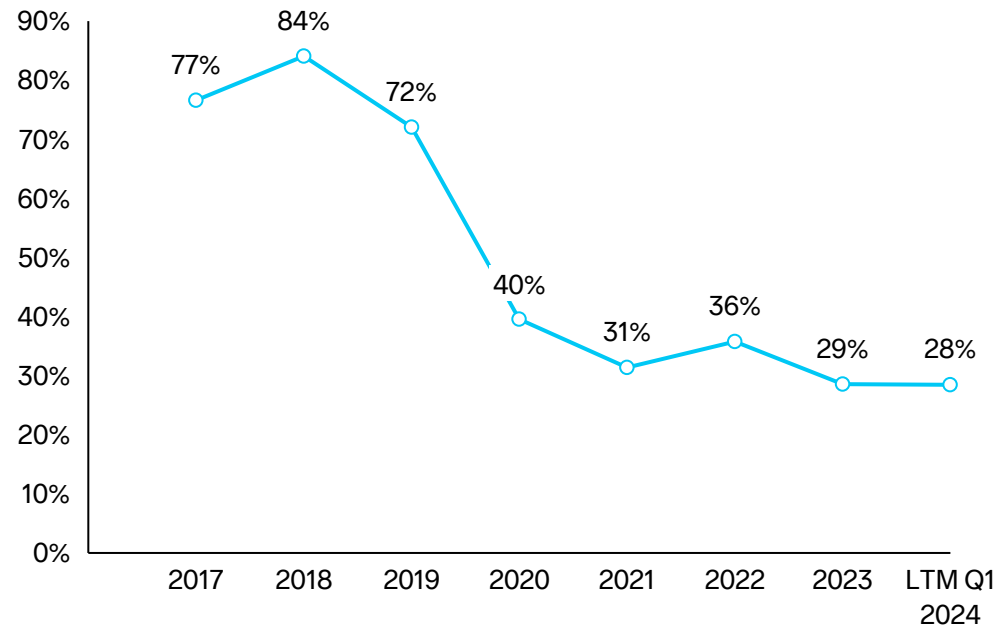


*Savings capital is the single most important driver of Nordnet's income*

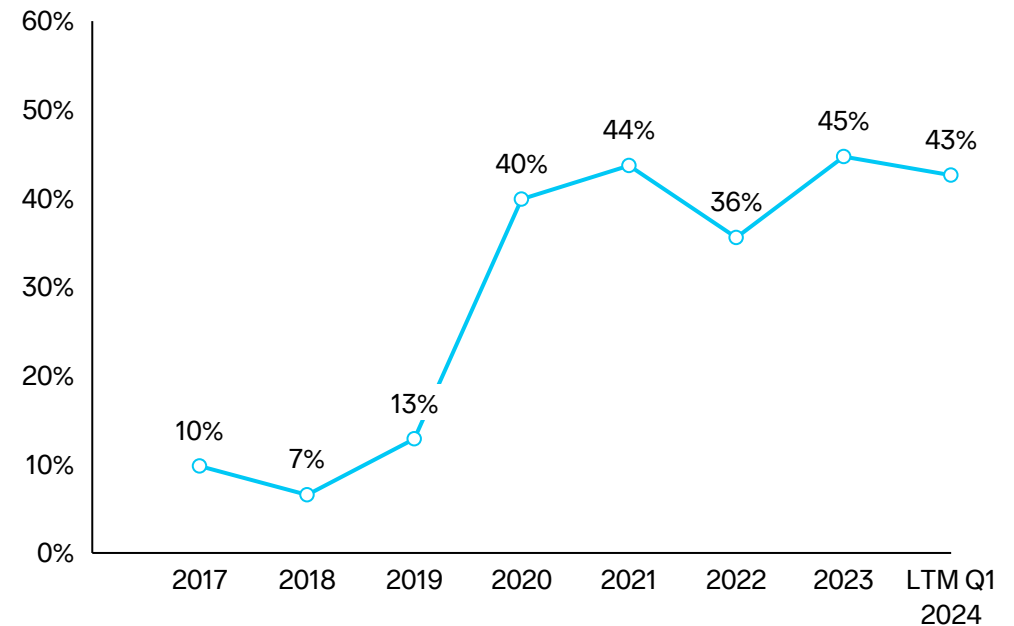
Figures as per end of March 2024; (1) Net transaction related income divided by average quarterly brokerage savings capital; (2) Net fund related income excluding income divided by average quarterly fund savings capital; (3) Excluding lending against pledged cash and cash equivalents; (4) Includes other income, net other commission income and net financial transactions; (5) Includes off-balance sheet income from securities lending.

# Strong cost to income ratio and attractive return on equity

Adjusted cost income ratio<sup>1</sup>



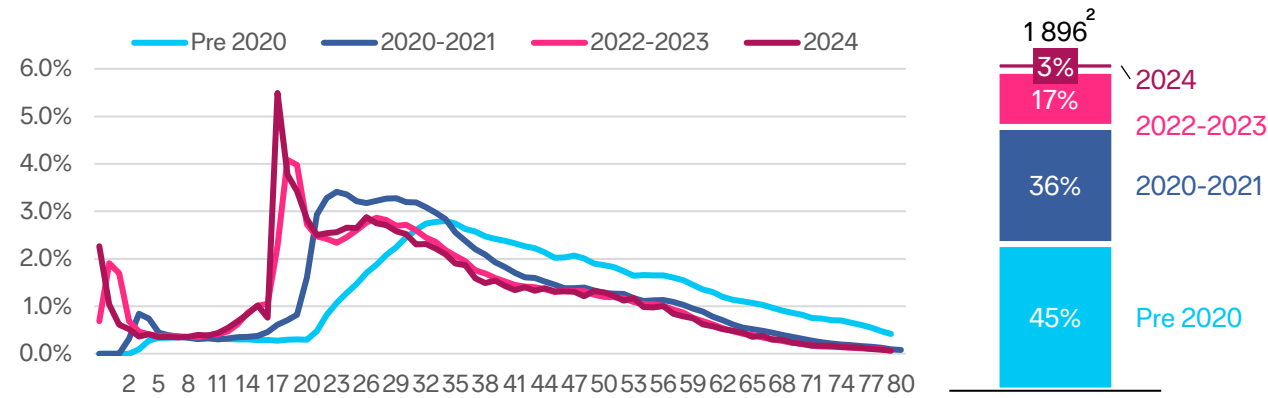
Adjusted return on equity<sup>1,2</sup>



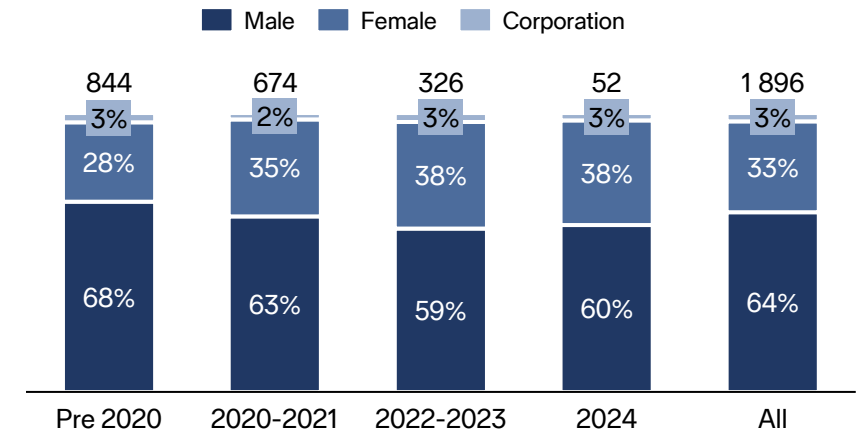
(1) Adjusted operating expenses; subtracting SEK16m in 2018, SEK65m in 2019, SEK129m in 2020 and SEK 81m in 2022. Adjusted operating income; subtracting SEK66m in 2019. A tax rate of 20% has been applied when adjusting for non-recurring expenses except FSA sanction of SEK100m which was not tax deductible (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

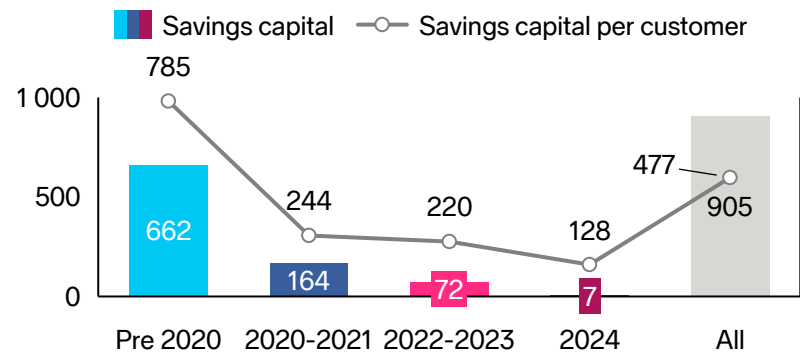
Share of customers per cohort and age<sup>1</sup>  
%



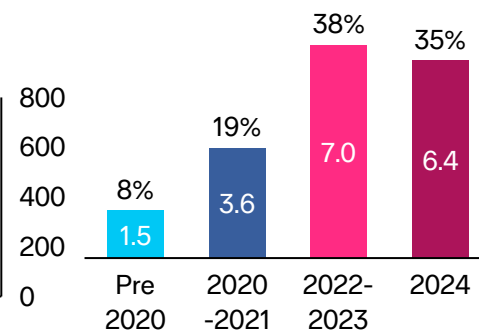
Share of customers by cohort and gender<sup>2</sup>  
1Q24 | ('000)



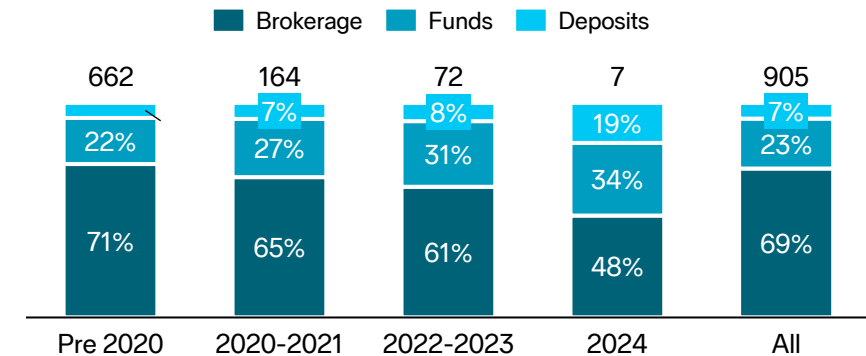
Savings capital per customer 1Q24<sup>2</sup>  
SEKbn | SEKk (RHS)



Net savings 1Q24  
SEKbn | % of total



Share of savings capital by cohort and asset type  
1Q24 | SEKbn

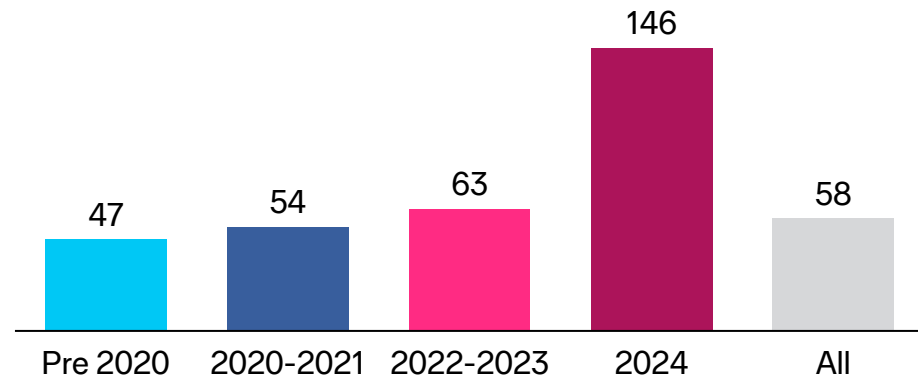


(1) Excludes customers who only carry an unsecured loan, companies and private customers > 80 years. (2) Excludes customers who only carry an unsecured loan

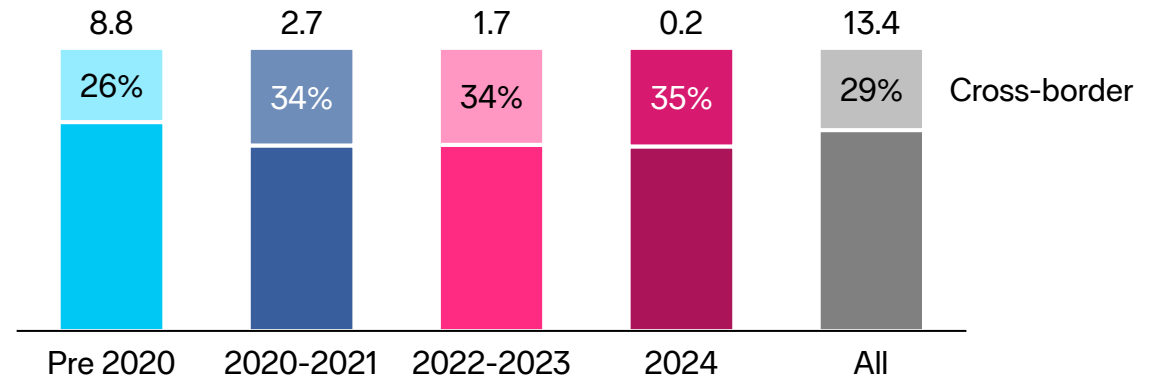


# New customers remain active, grow net savings and drive high margins

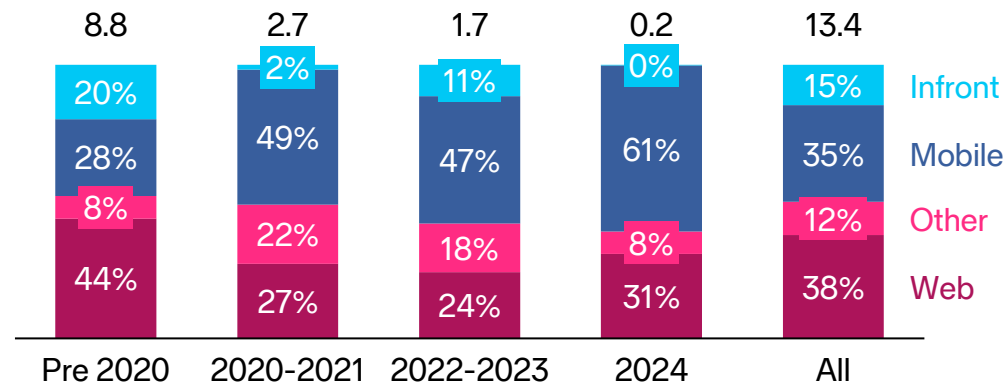
Revenue margin 1Q24  
bps



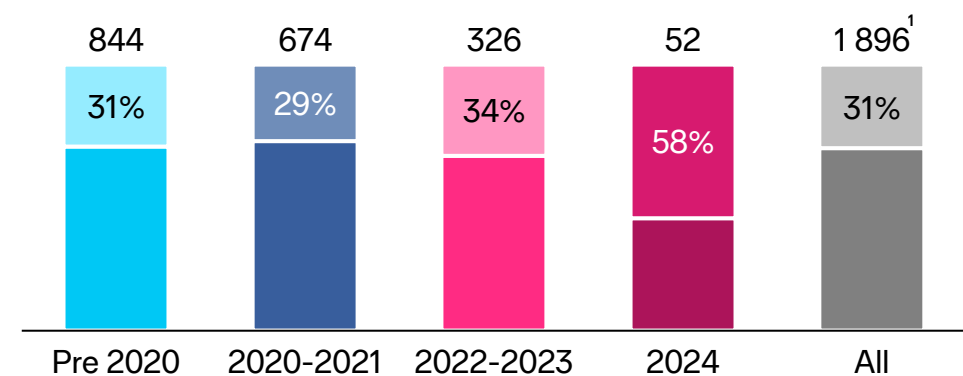
Share of cross-border trades 1Q24  
% | million trades



Share of trades per application 1Q24  
% | million trades



Share of customers trading during 1Q24<sup>1</sup>  
% | Thousand customers

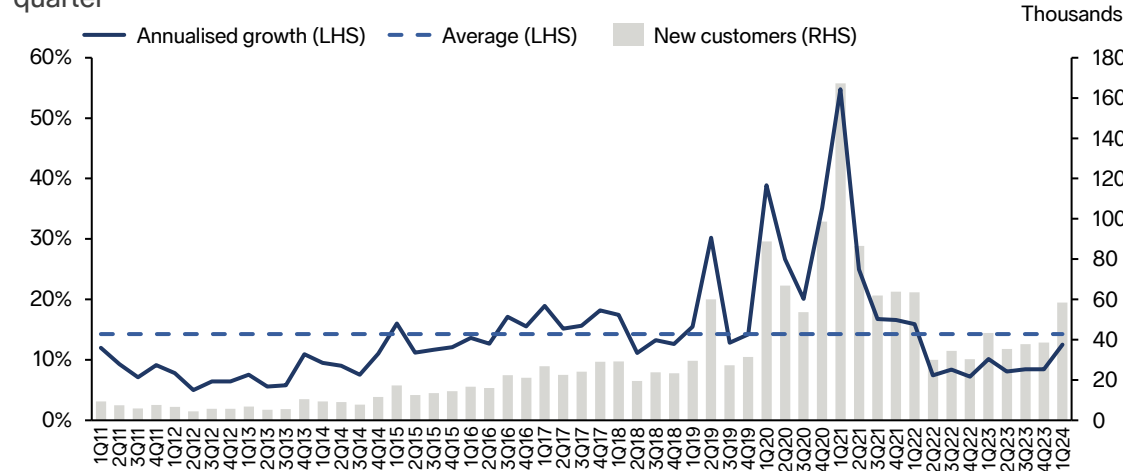


(1) Number of unique customers making at least one trade during the period divided by number of customers end of the period

# Signs of recovery in customer growth and savings ratio

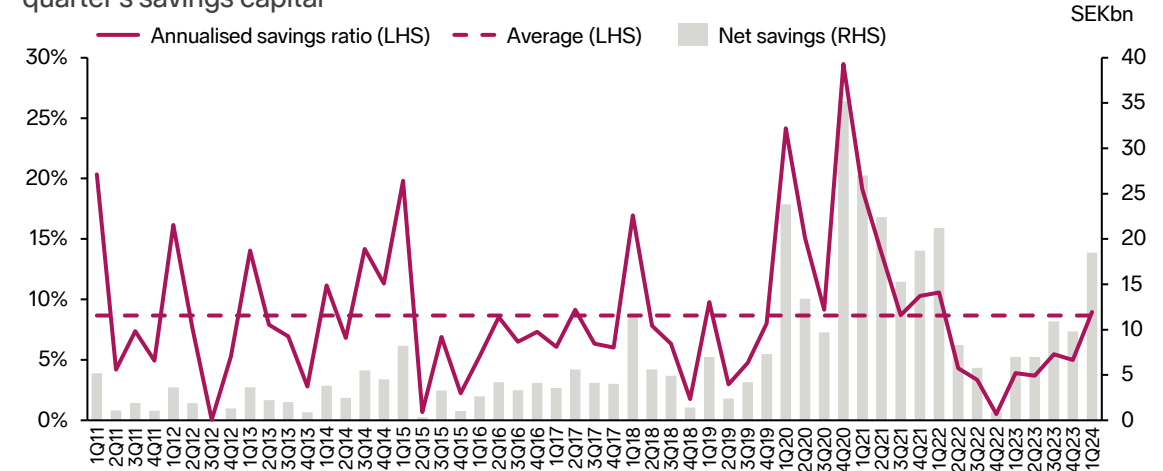
## Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

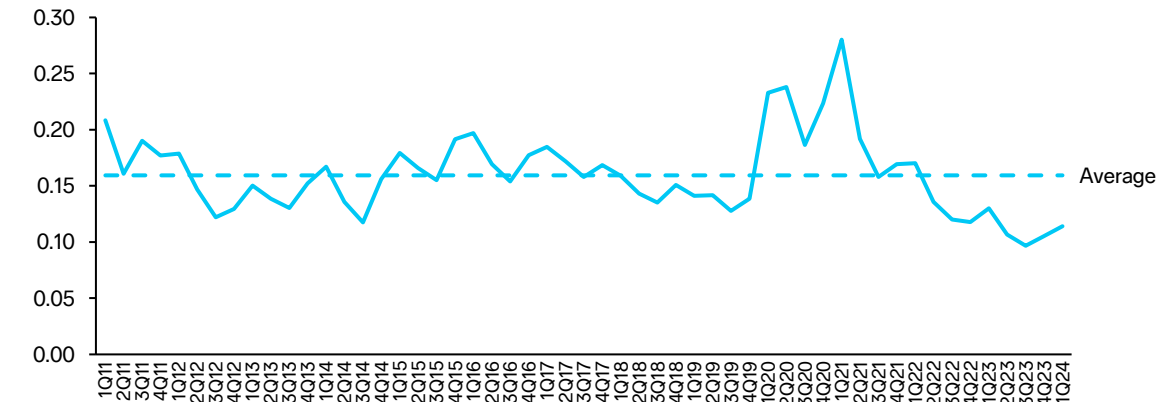


## Annualised savings ratio

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

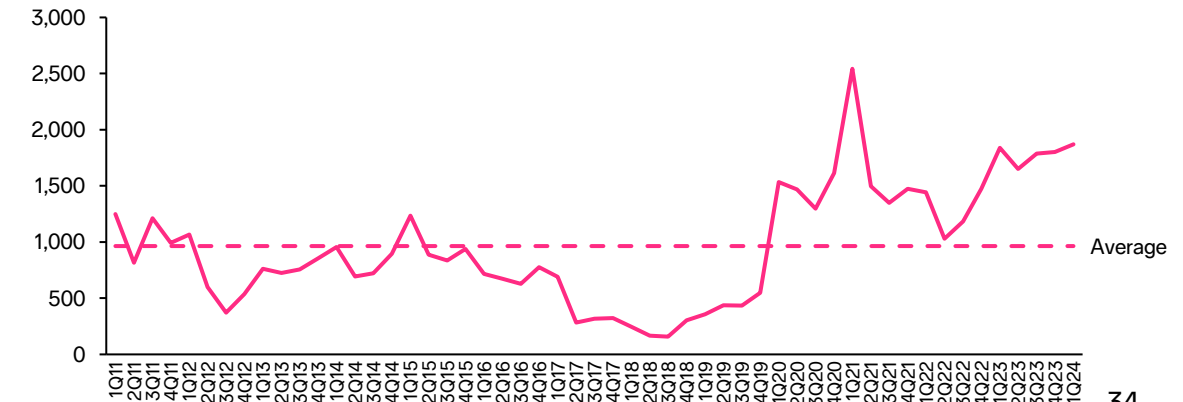


## Trades per customer per trading day



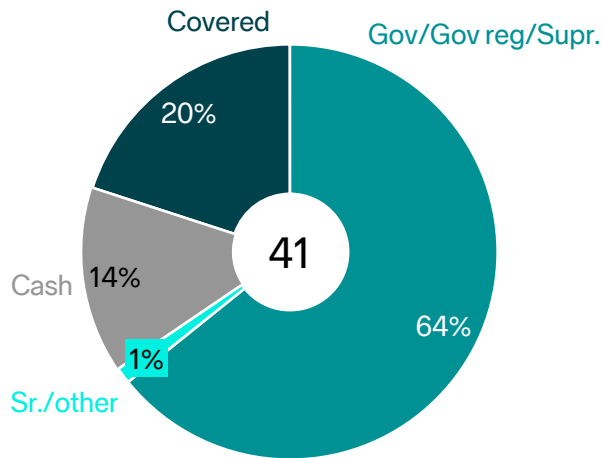
## Annualised profit per customer (SEK)

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

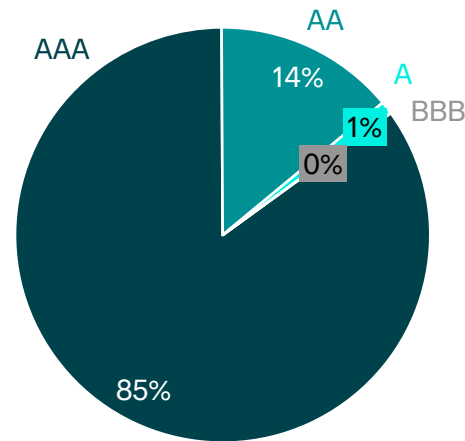


# Strong liquidity position with and good credit quality and balanced maturity profile

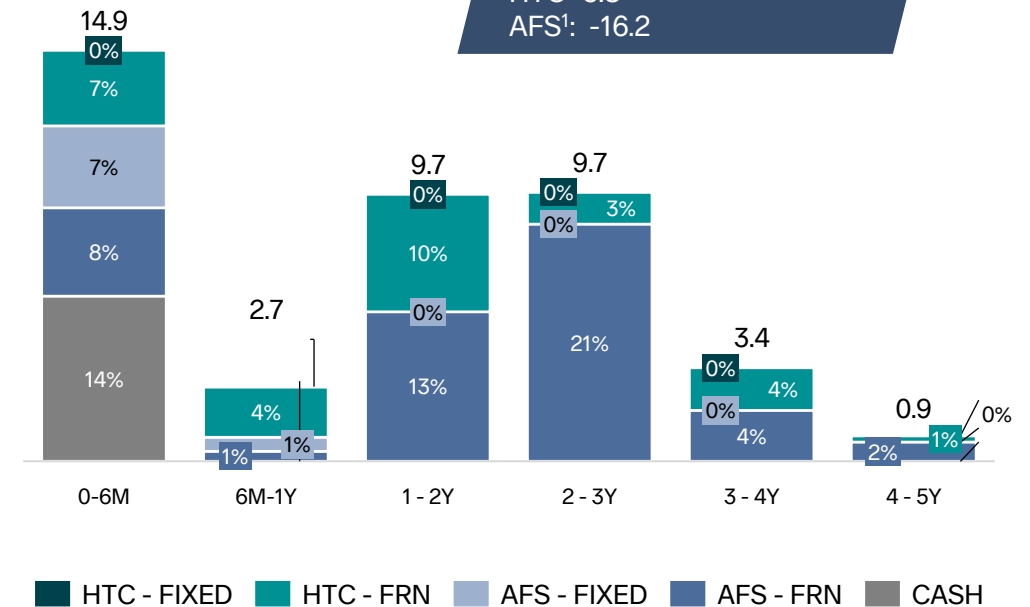
**Exposure class**  
SEKbn



**Portfolio rating**  
% (S&P equivalent)



**Maturity structure**  
SEKbn



Note: Figures as per 2024-03-31

(1) Unrealized result within the AFS-portfolio is already reflected in equity

# Sustainability at core of strategy

## Democratize savings and investments



- Increase the general knowledge about personal finance
- Develop user-friendly and inspirational services for saving and investments
- A better gender distribution within savings and investments

## Sustainable savings



- Have a broad set of sustainable savings and investment alternatives
- Make it easier for customers to invest more sustainably by creating digital and user-friendly tools
- Inspire and broaden the knowledge about sustainable savings and investments

## A responsible and sustainable business



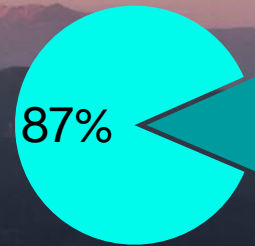
- Practice transparency, compliance and a high ethical standard
- Reduce impact on the environment and climate in own operations and supply chain
- Promote physical and mental health through a good working environment
- Workplace characterized by equality & diversity

# Ambition: The leading Nordic platform for sustainable savings

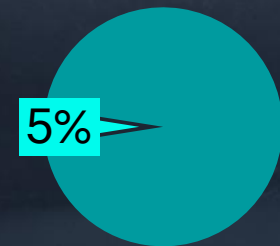
Having a broad set of sustainable investment alternatives

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

33.6%

\*EU's definition of sustainable mutual funds article 8 "light green" and article 9 "dark green"