



# Nordnet Q3 2024

## Results presentation

# Key highlights third quarter 2024

Strong financial quarter with continued growth in the core brokerage and fund business

Net interest income outlook stable for 2024

The highest customer growth in several years – passed 2m customers

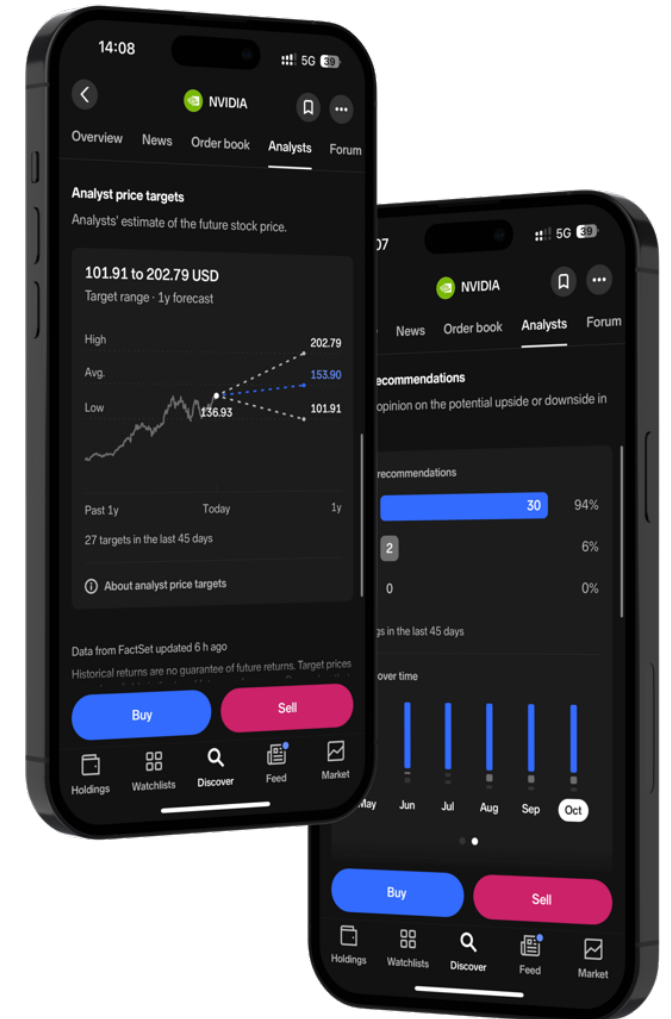
Cost growth expected to trend in line with guidance for full year

Healthy trading activity and strong brokerage margin

Share buyback programme initiated

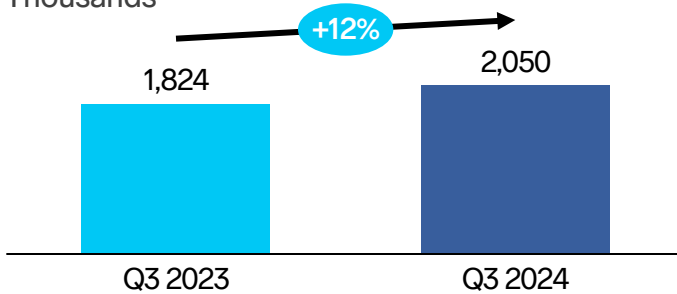
Progress on fund-focused strategy with Nordnet funds growing by 65%

Product launches focus on enhancing app and shareville functionality

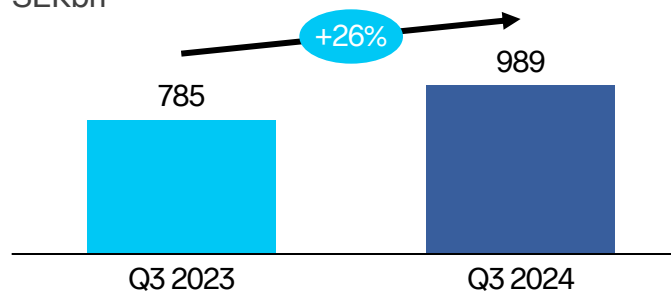


# Financial highlights third quarter 2024

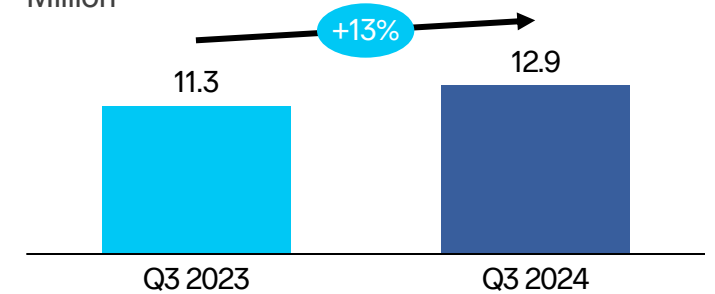
**Customers**  
Thousands



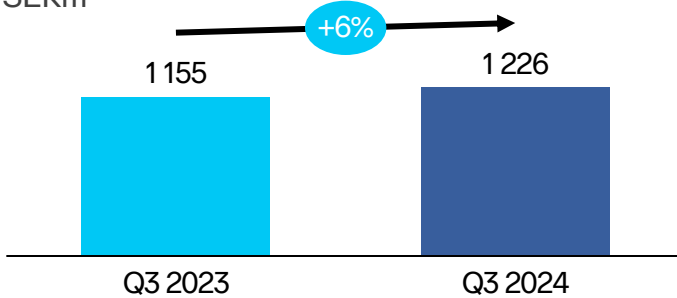
**Savings capital**  
SEKbn



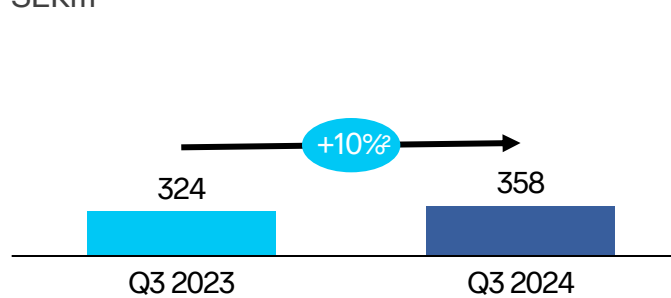
**Number of trades**  
Million



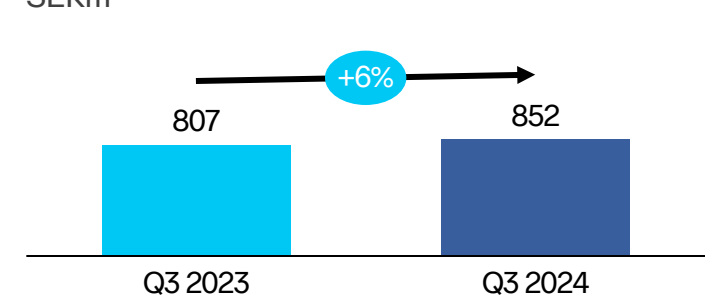
**Adjusted revenues**  
SEKm<sup>1</sup>



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



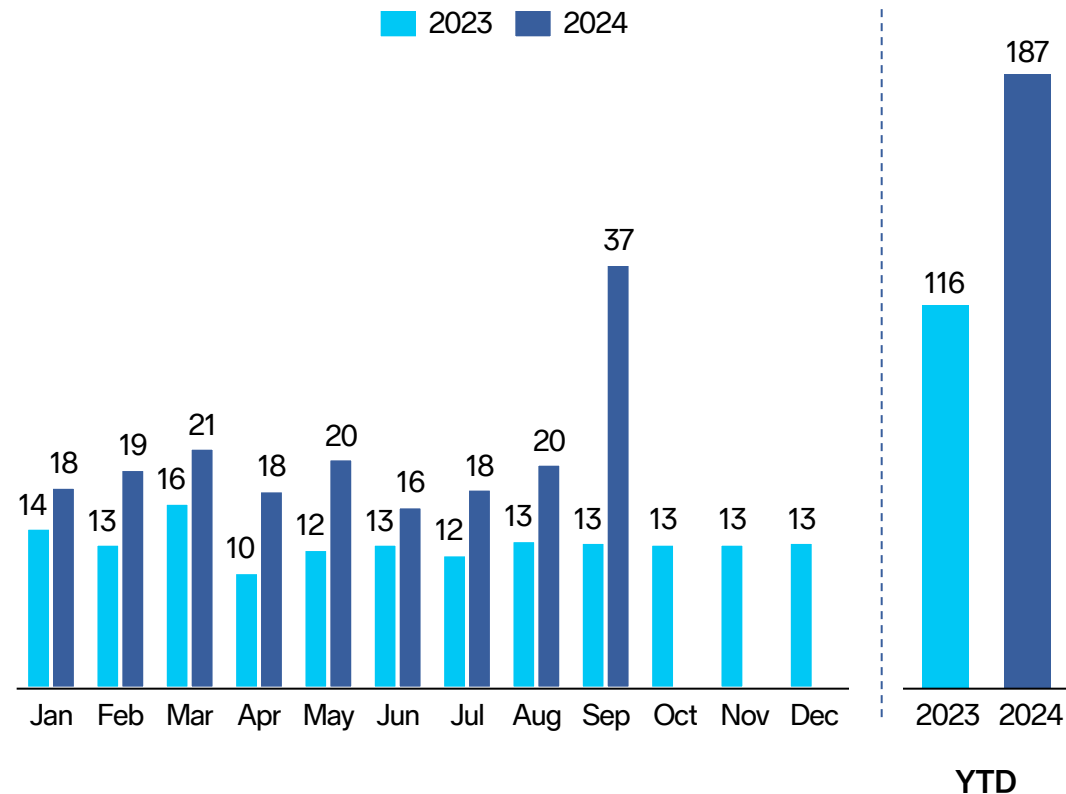
**Adjusted profit before tax**  
SEKm<sup>1</sup>



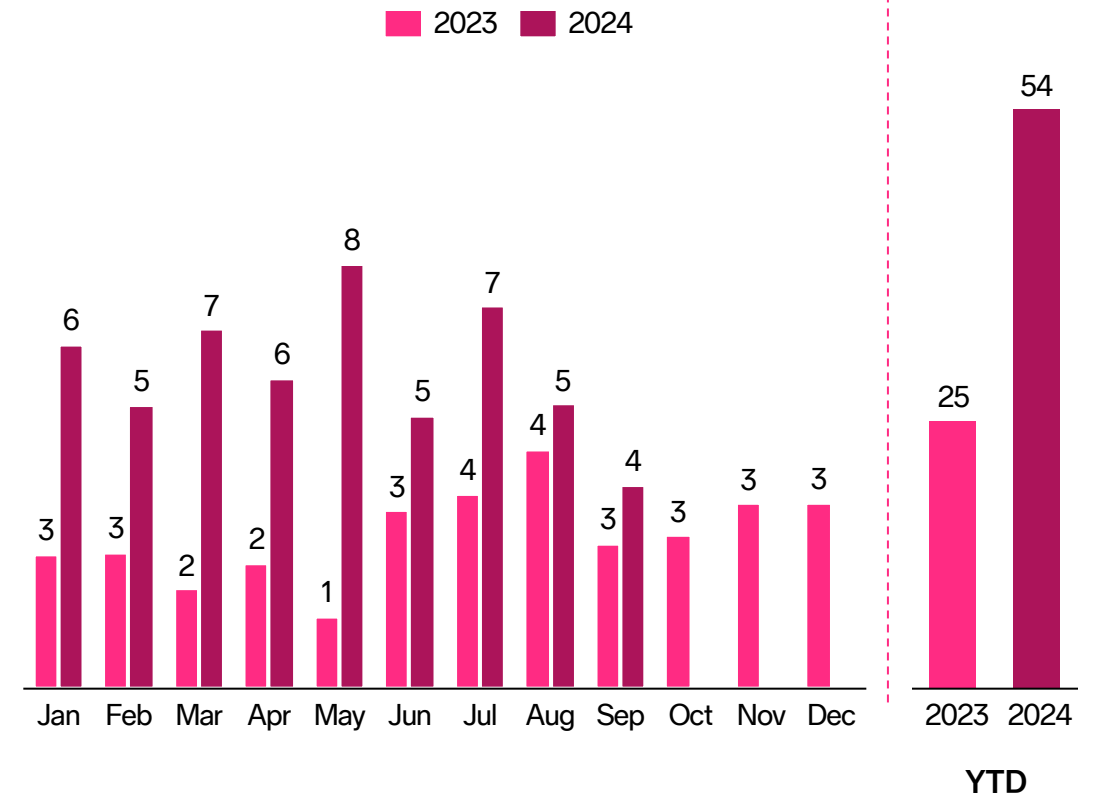
(1) Excludes items affecting comparability; (2) Adjusted operating expenses excluding increased marketing costs increased by 6.4%.

# Clear rebound in customer growth and net savings

New customers by month  
Thousands



Net savings per month  
SEKbn

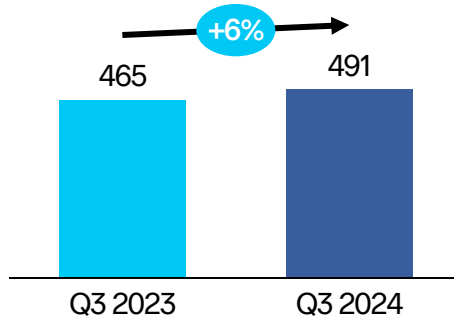


# Geographical diversification de-risks the business model and enables growth

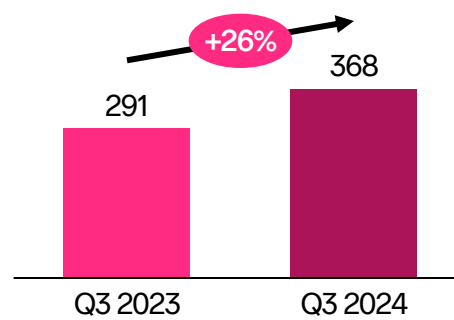
## Sweden



Customers  
Thousand



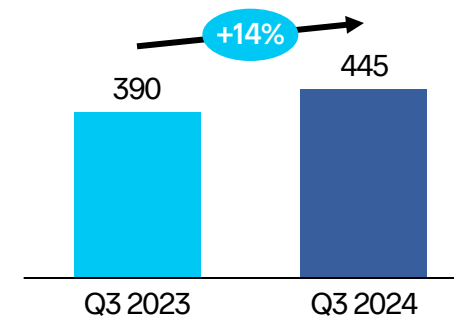
Savings capital  
SEKbn



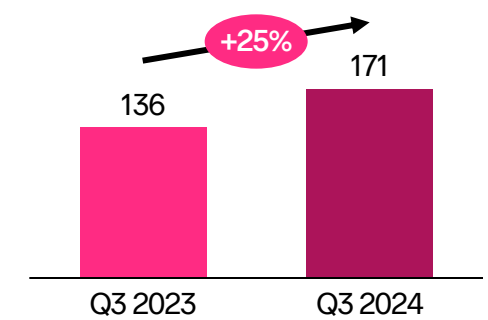
## Norway



Customers  
Thousand



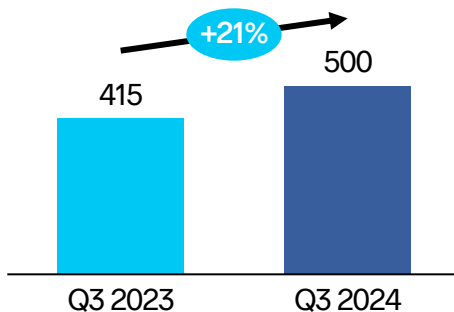
Savings capital  
SEKbn



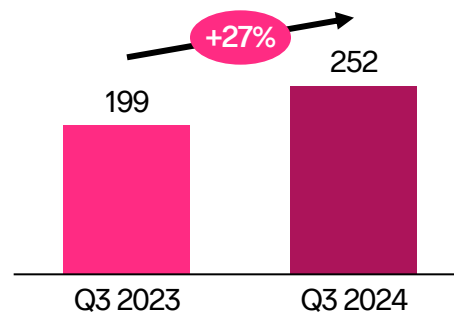
## Denmark



Customers  
Thousand



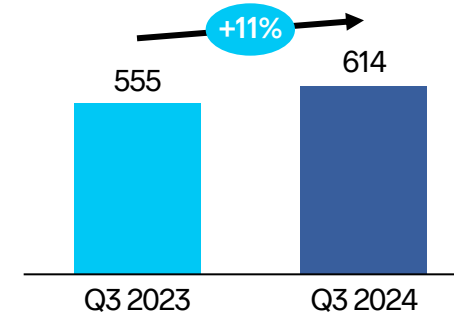
Savings capital  
SEKbn



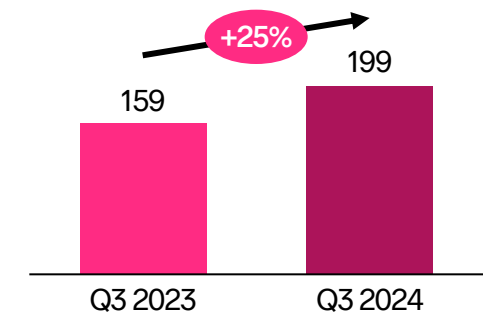
## Finland



Customers  
Thousand

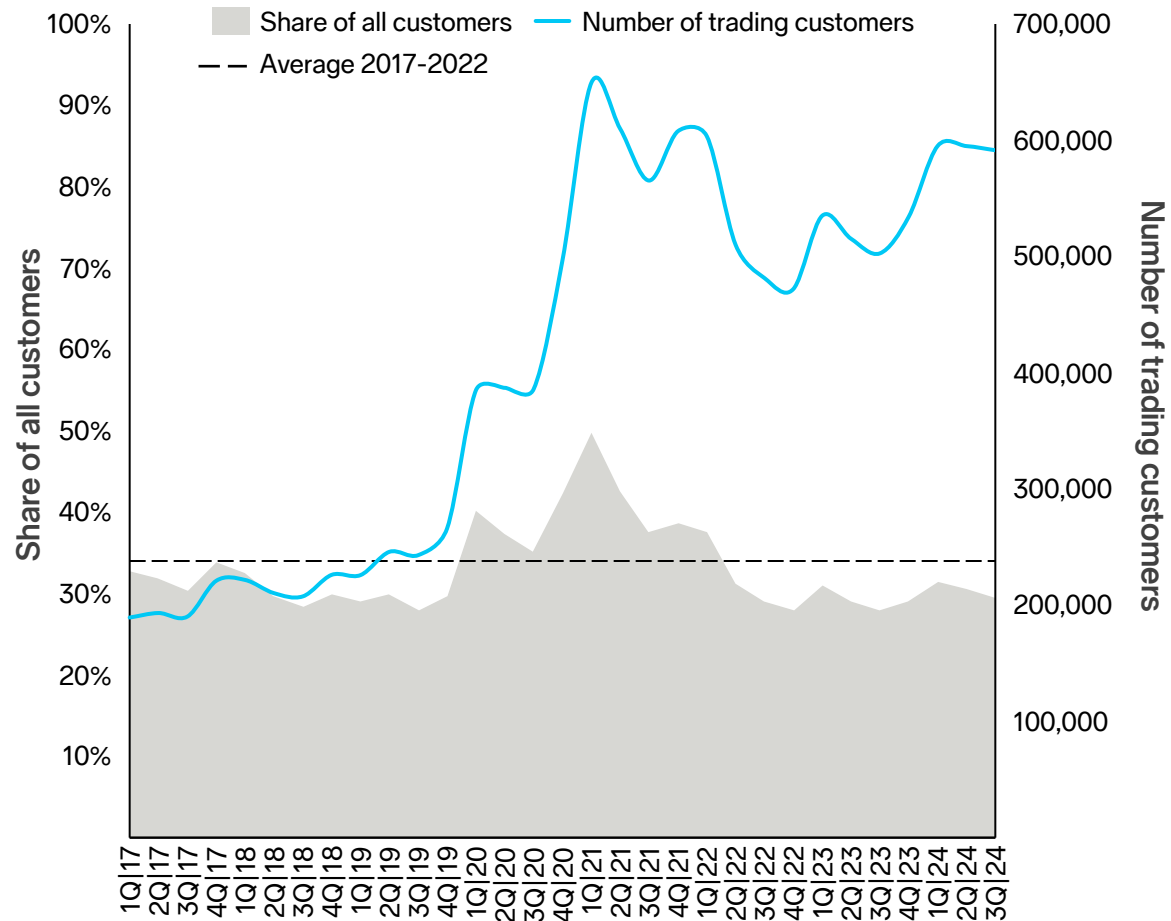


Savings capital  
SEKbn

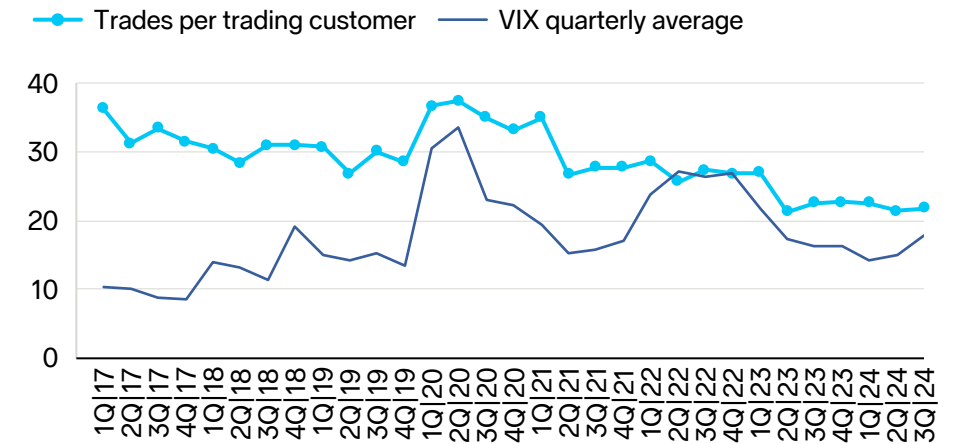


# More customers are trading and cross-border remains robust

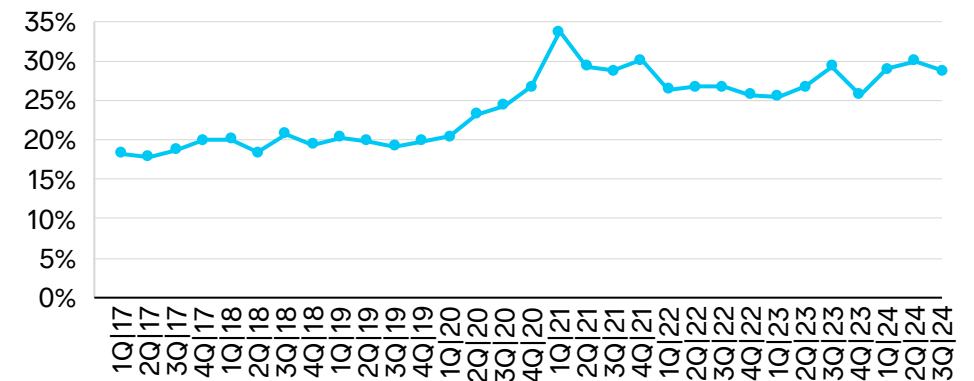
## Trading customers



## Trades per trading customer / quarter

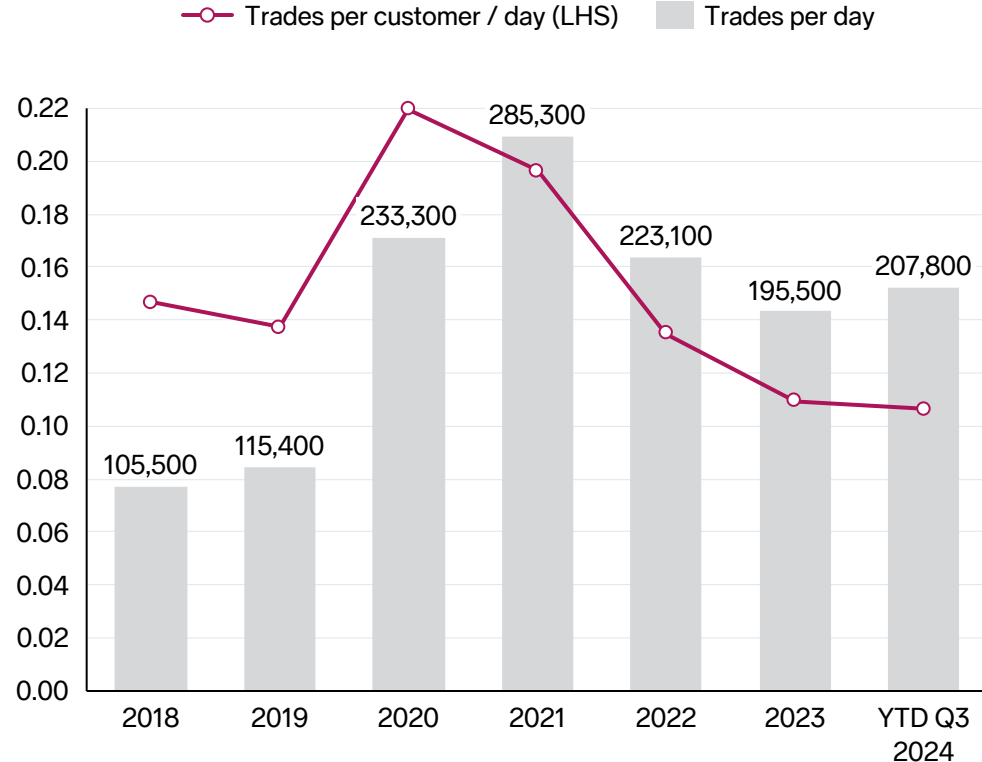


## Share of cross-border trades

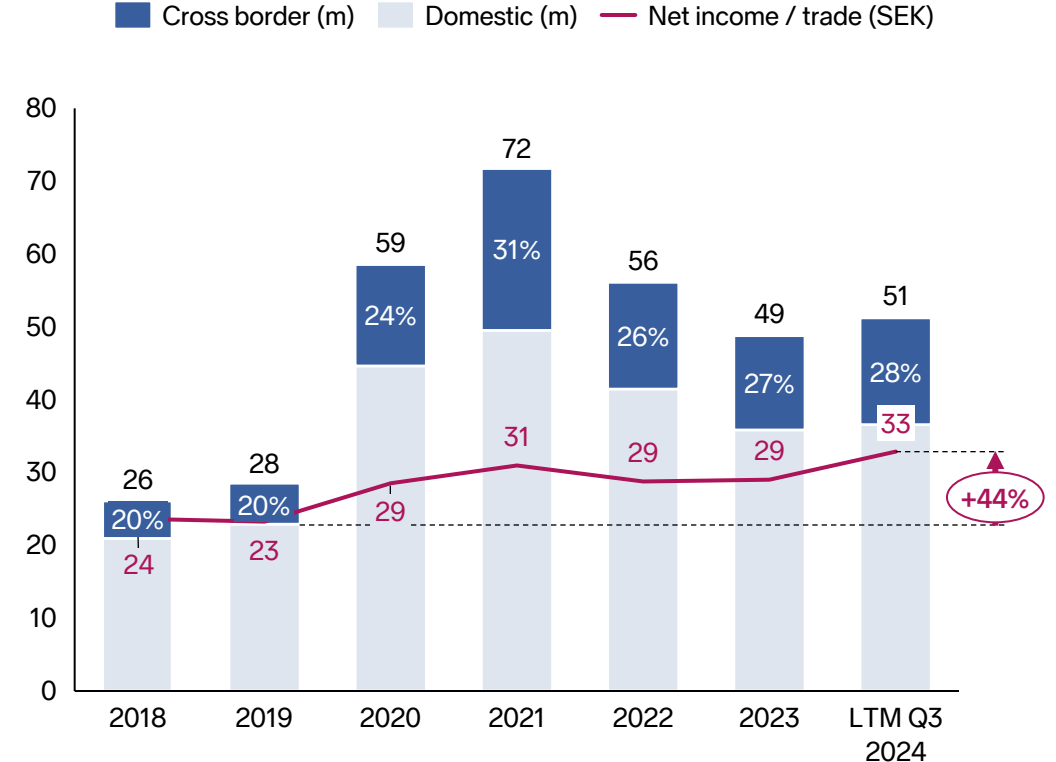


# Trades per day have almost doubled since 2019 and each trade drives more revenue

## Trades per customer per trading day



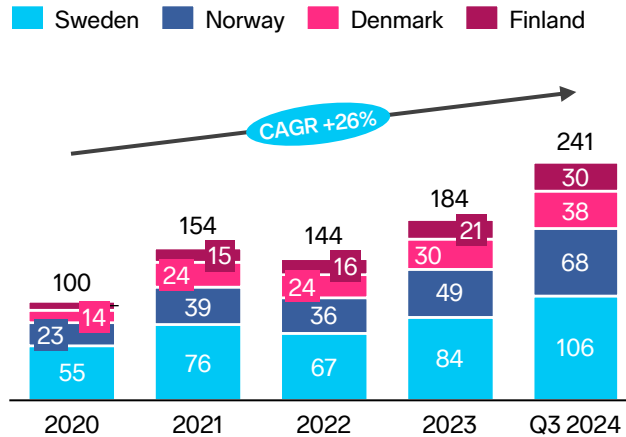
## Total number of trades and net income/trade



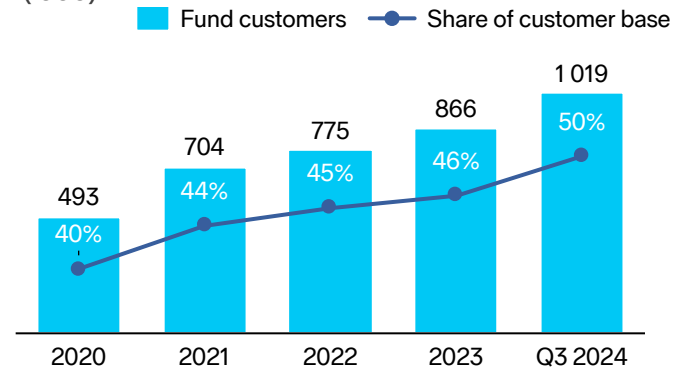


# Leading Nordic fund supermarket

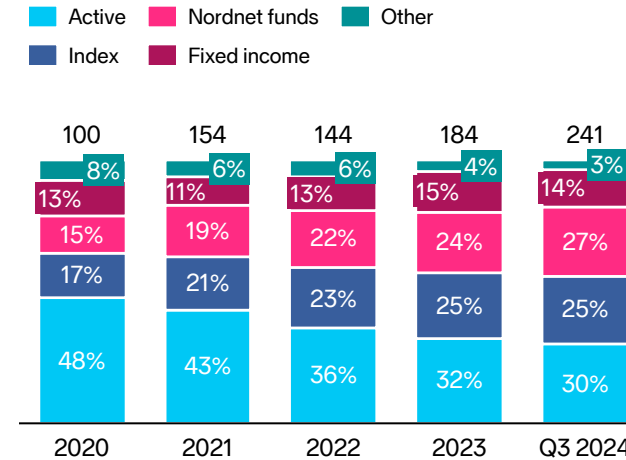
**Fund capital by country**  
SEKbn



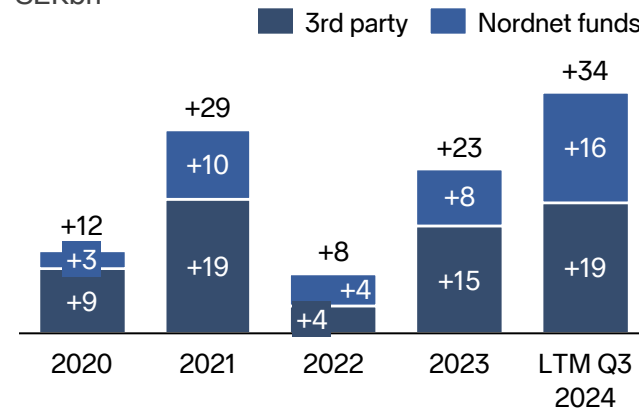
**Fund customers**  
(‘000)



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

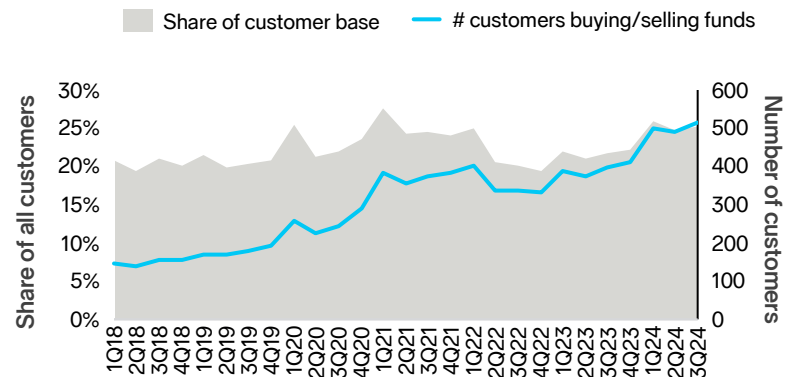


**Net fund buying**  
SEKbn



- Fund capital growing ~2X total savings capital
- One quarter of fund capital is Nordnet-branded
- Half of net buying is Nordnet-branded funds
- Half of customers own funds

**Customers buying or selling funds**  
(‘000)

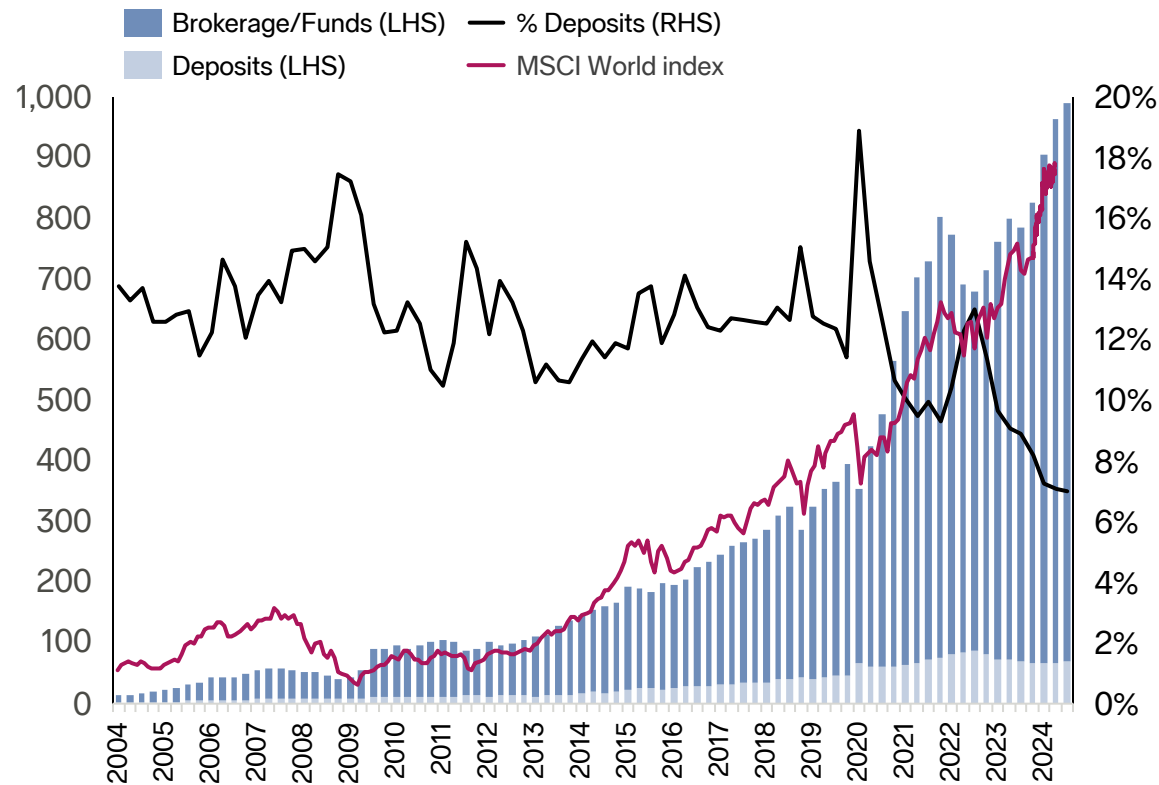


(1) "Nordnet funds" are mainly index funds.

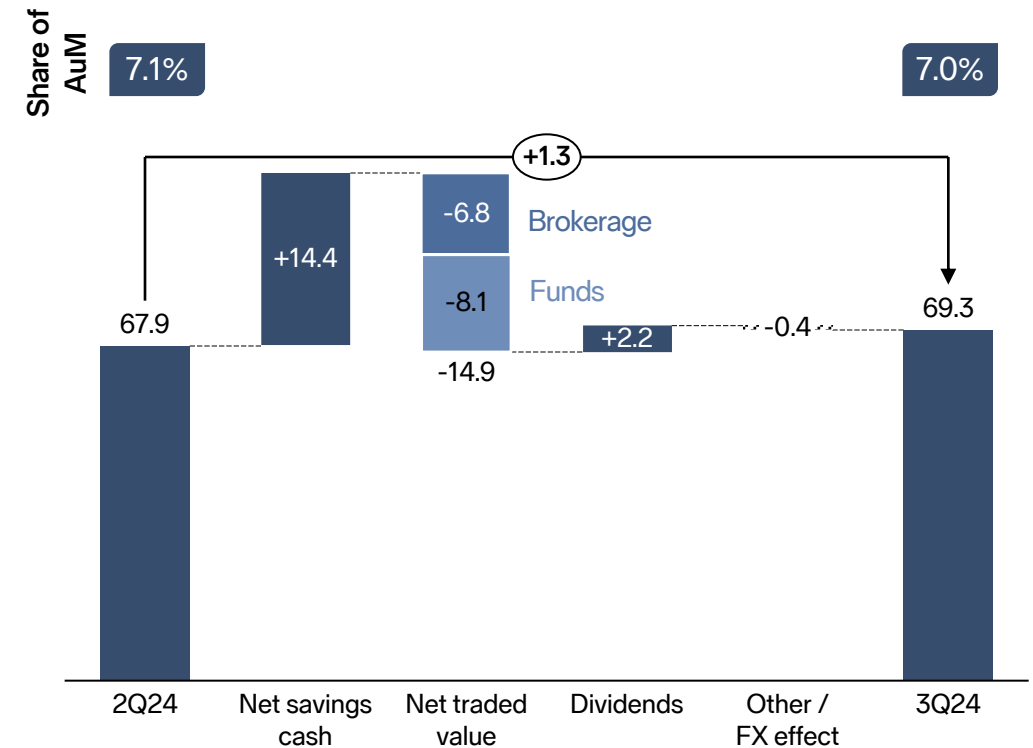


# Deposits/savings capital decline driven by customers net buying equities and funds

Deposits/savings capital vs stock market performance  
SEKbn



Deposit development 3Q24  
SEKbn

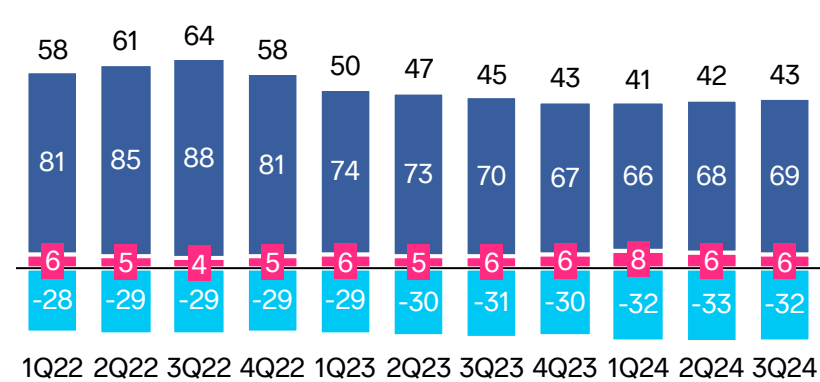


# Liquidity portfolio snapshot: ~SEK1.65bn in 2024\*

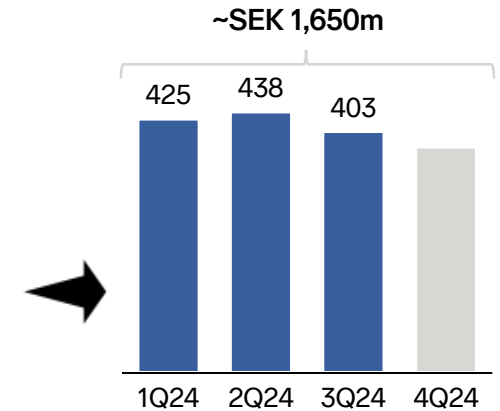
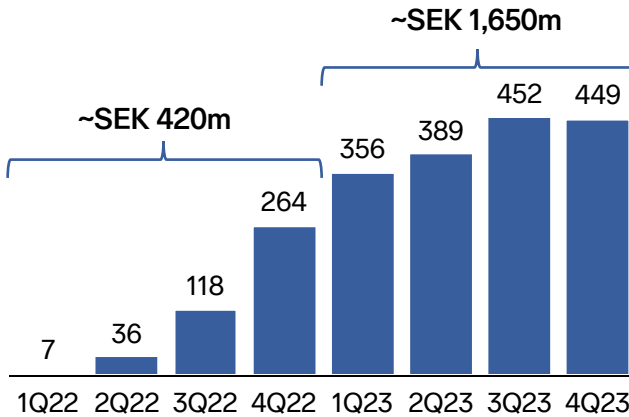
\*Assumes 3Q 2024 volume with addition of unsecured loan volume (3.5bn), currency allocation, credit spreads and market consensus estimates for 3M fwd IBOR development.

## Volume

SEKbn Deposits Lending<sup>1</sup> Other/equity



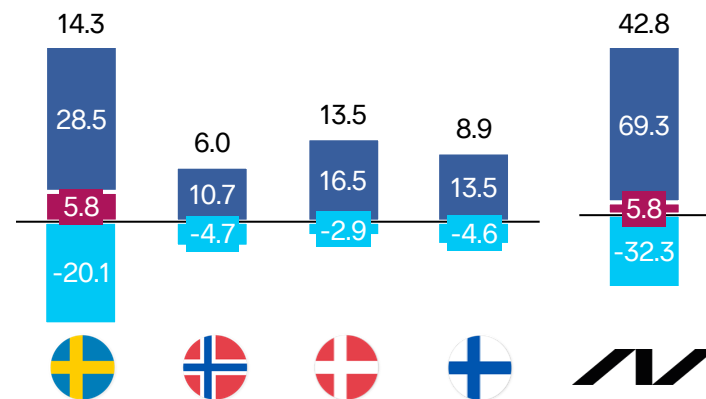
Net interest income  
SEKm



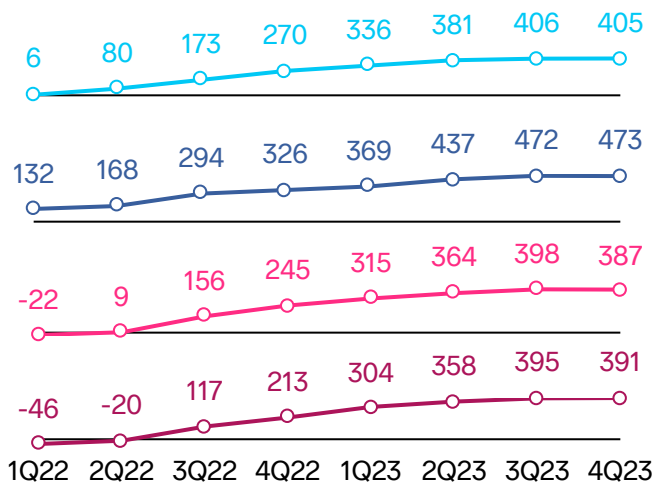
## Volume 3Q 24

SEKbn

Deposits Lending<sup>1</sup> Other/equity



3M IBOR<sup>2</sup> development and  
forecast (bps)



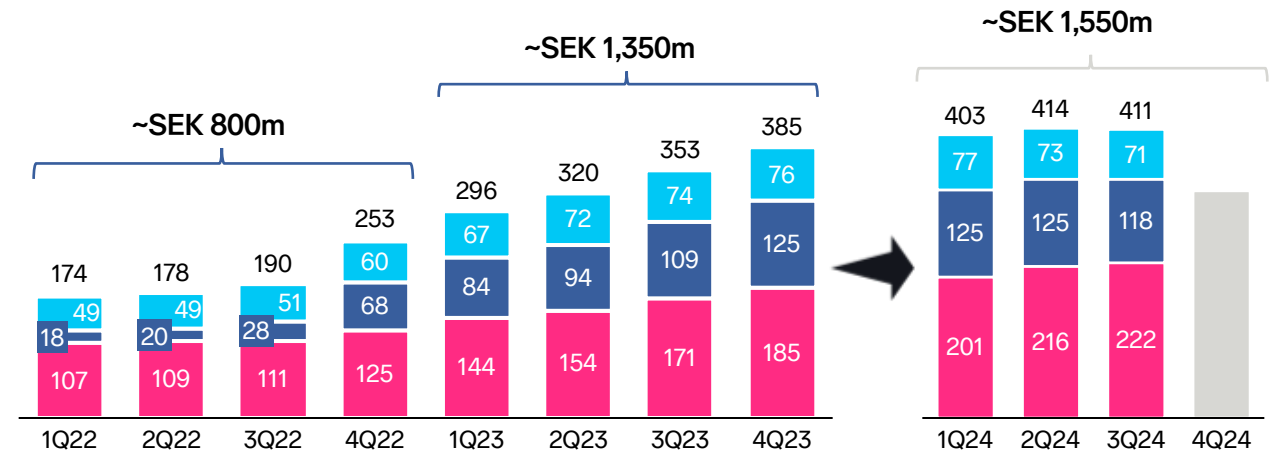
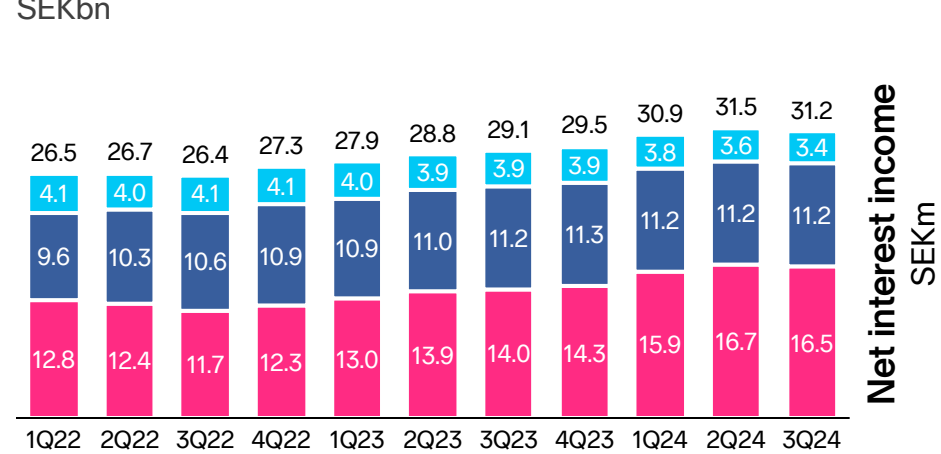
(1) Including lending against pledged cash and cash equivalents; (2) Source: Bloomberg as per 2024-10-07

# Loan portfolio snapshot: ~SEK1.55bn in 2024\*

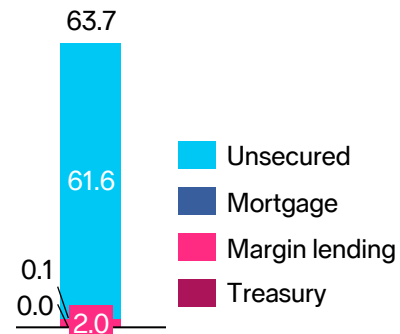
\*Assumes 3Q 2024 volume (excl. unsecured), 3M fwd IBOR consensus estimates (p.10) and pass-through of; Margin lending (50%), Mortgage (100%)

Volume<sup>1</sup>  
SEKbn

Unsecured Mortgage Margin lending



Net credit losses  
SEKm | YTD 3Q 2024

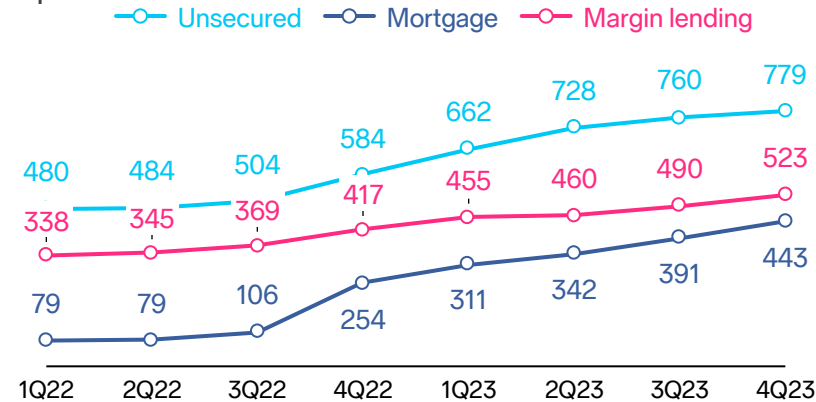


Loan-to-value  
%

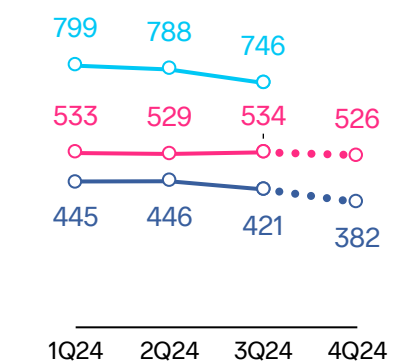
35-45%  
Margin lending

~45%  
Mortgage

Margins  
bps



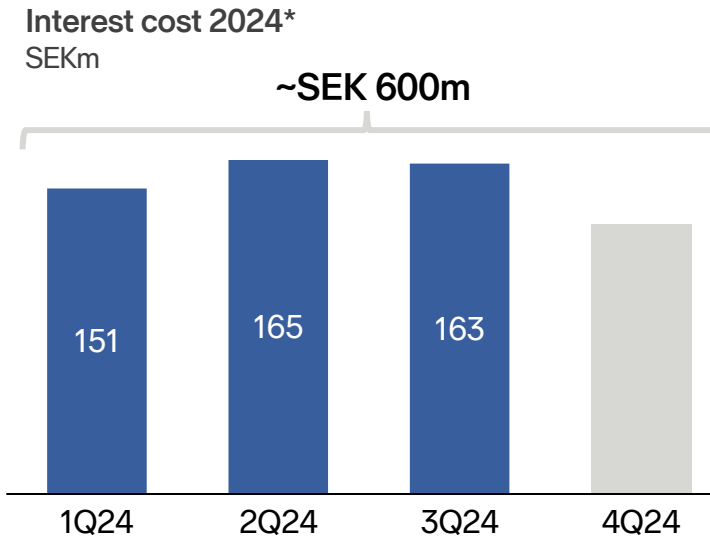
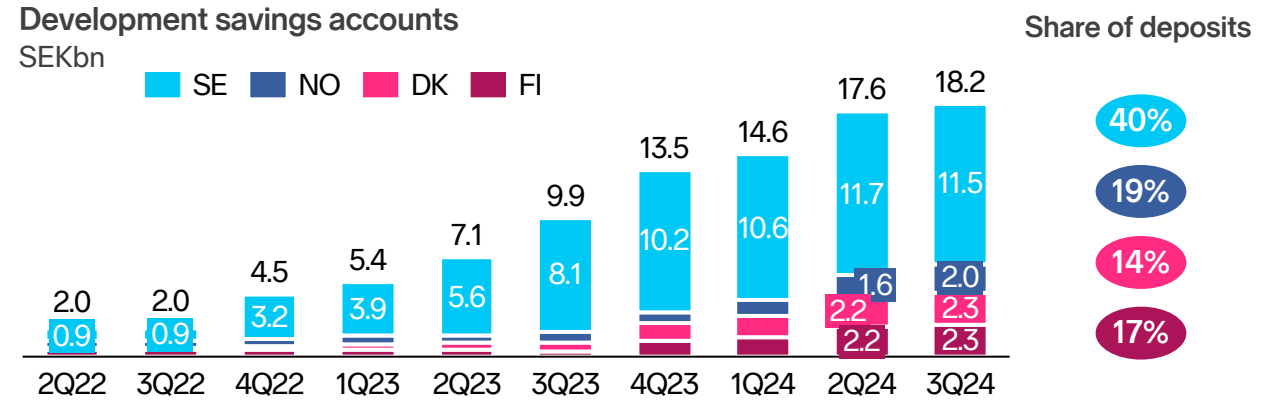
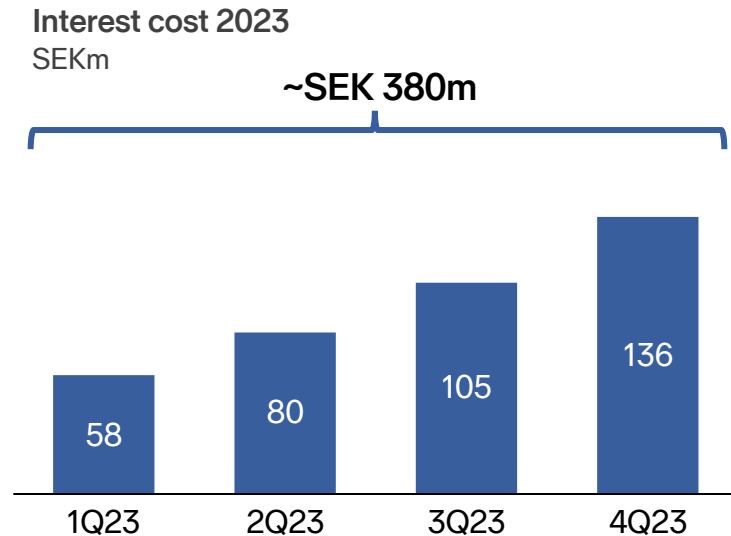
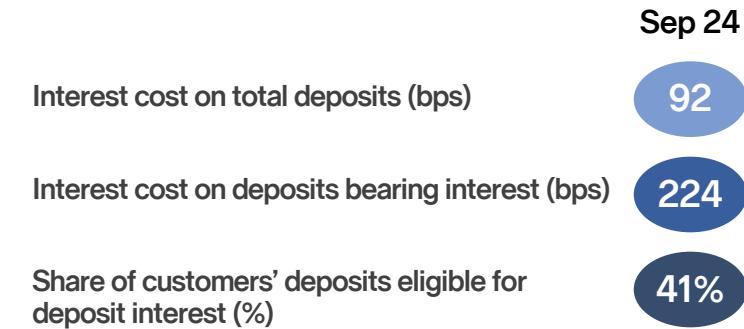
Fwd margins (based on\*)  
bps



(1) Excluding lending against pledged cash and cash equivalents

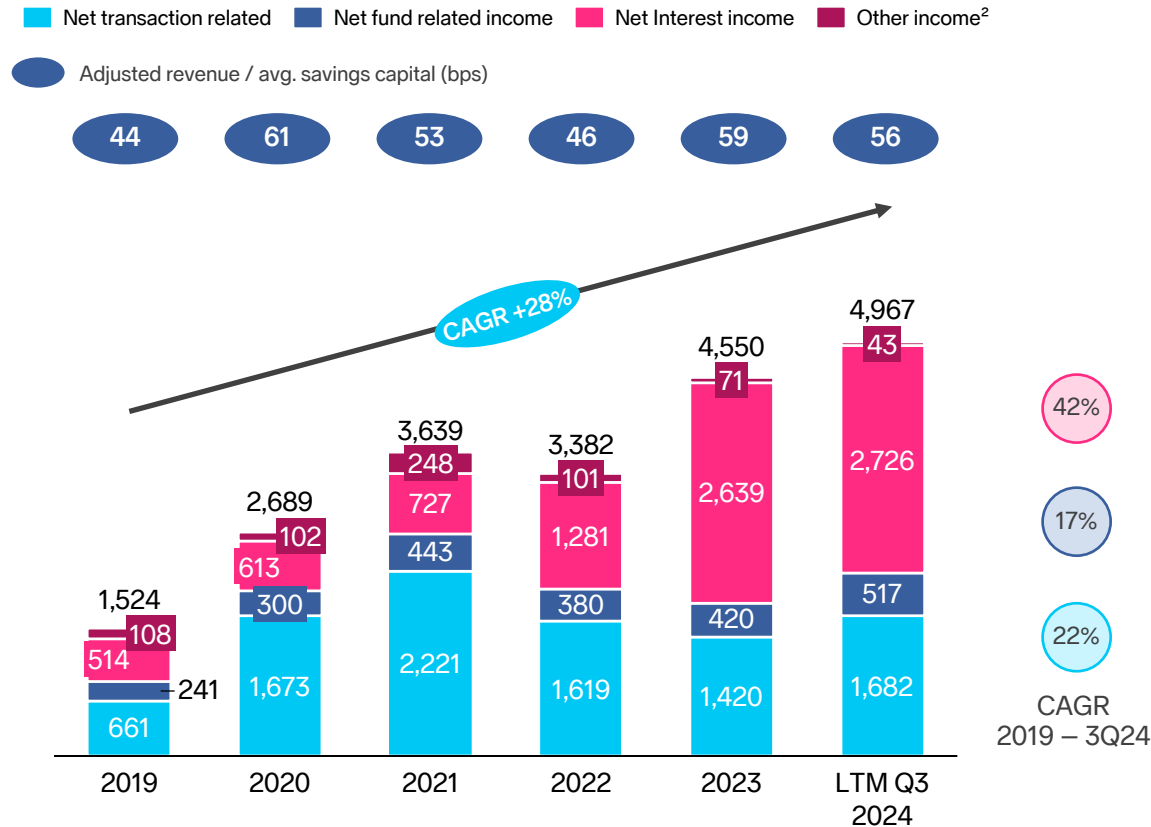
# Deposit interest cost snapshot: SEK 600m in 2024\*

\* Assumes volumes as per September 2024 and interest as per October 9 with 100% pass through of 3M fwd IBOR changes (p10). Assumes that interest on non-savings account deposits remains at 3Q24 levels.

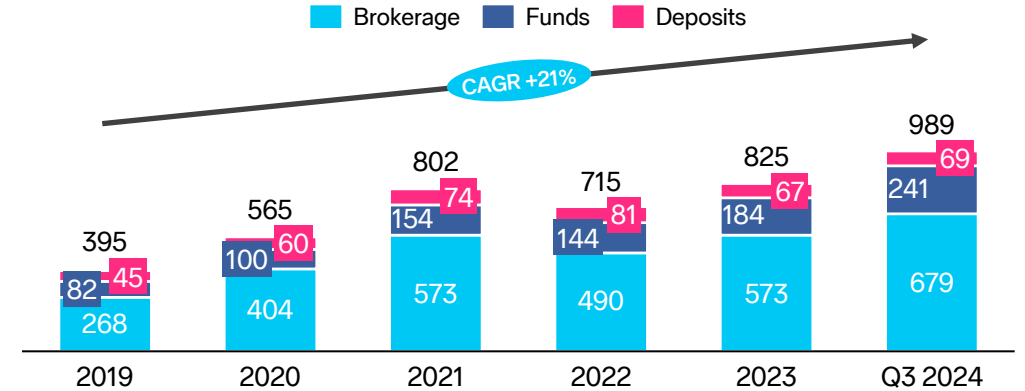


# In summary: Resilient revenues bolstered by diversified revenues streams

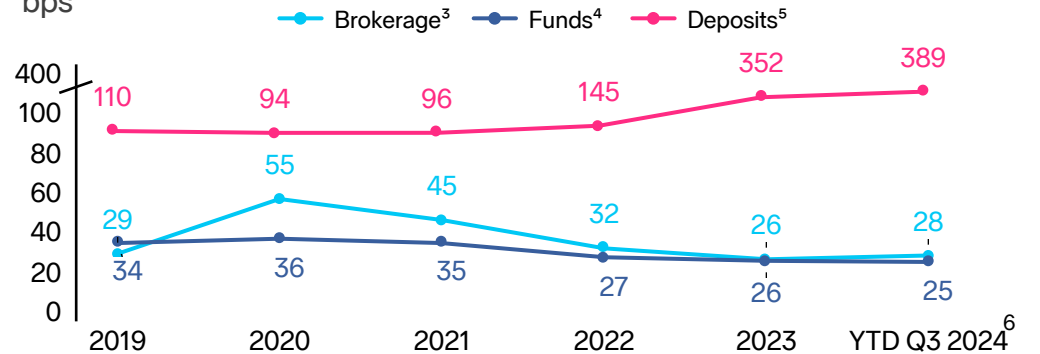
Adjusted revenue by income type  
SEKm<sup>1</sup>



Savings capital by product  
SEKbn



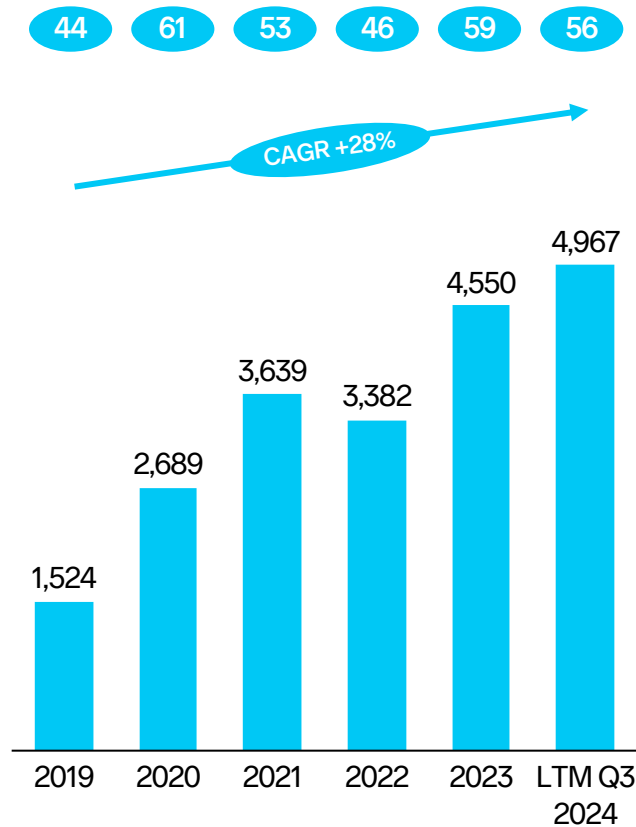
Revenue margin by product  
bps



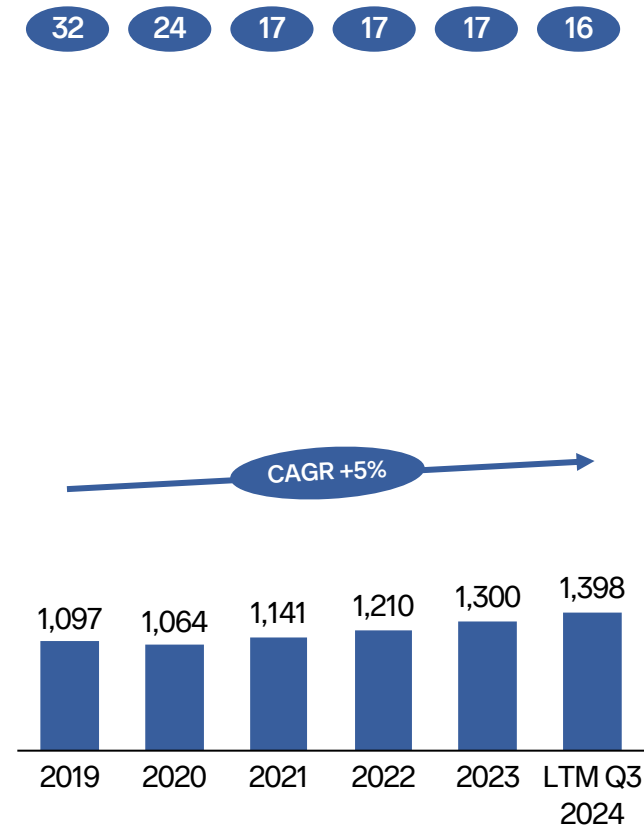
(1) Refer to page 28 for additional detail on items affecting comparability; (2) Includes other income, net other provision income and net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net fund related income divided by average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

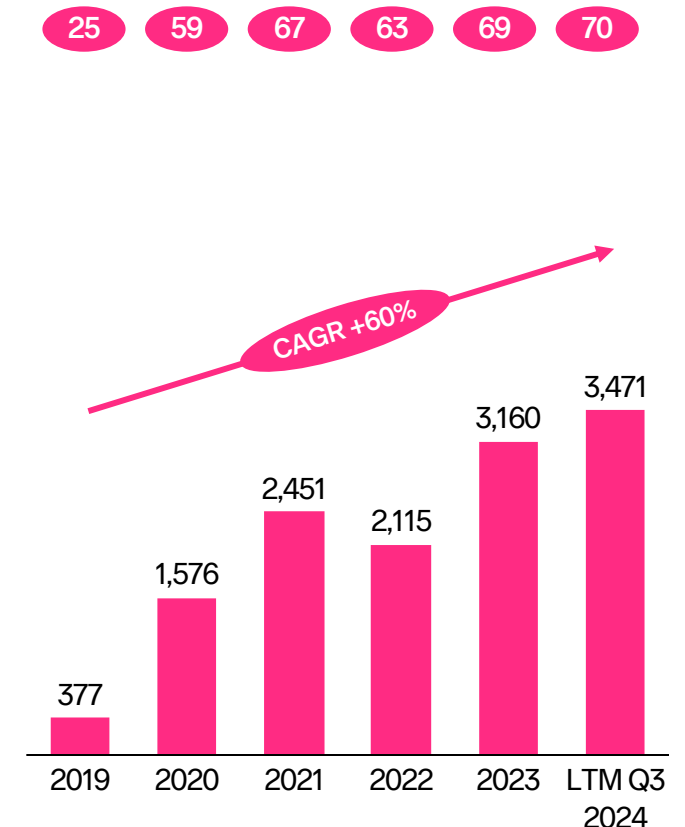
Adjusted revenue  
SEKm



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

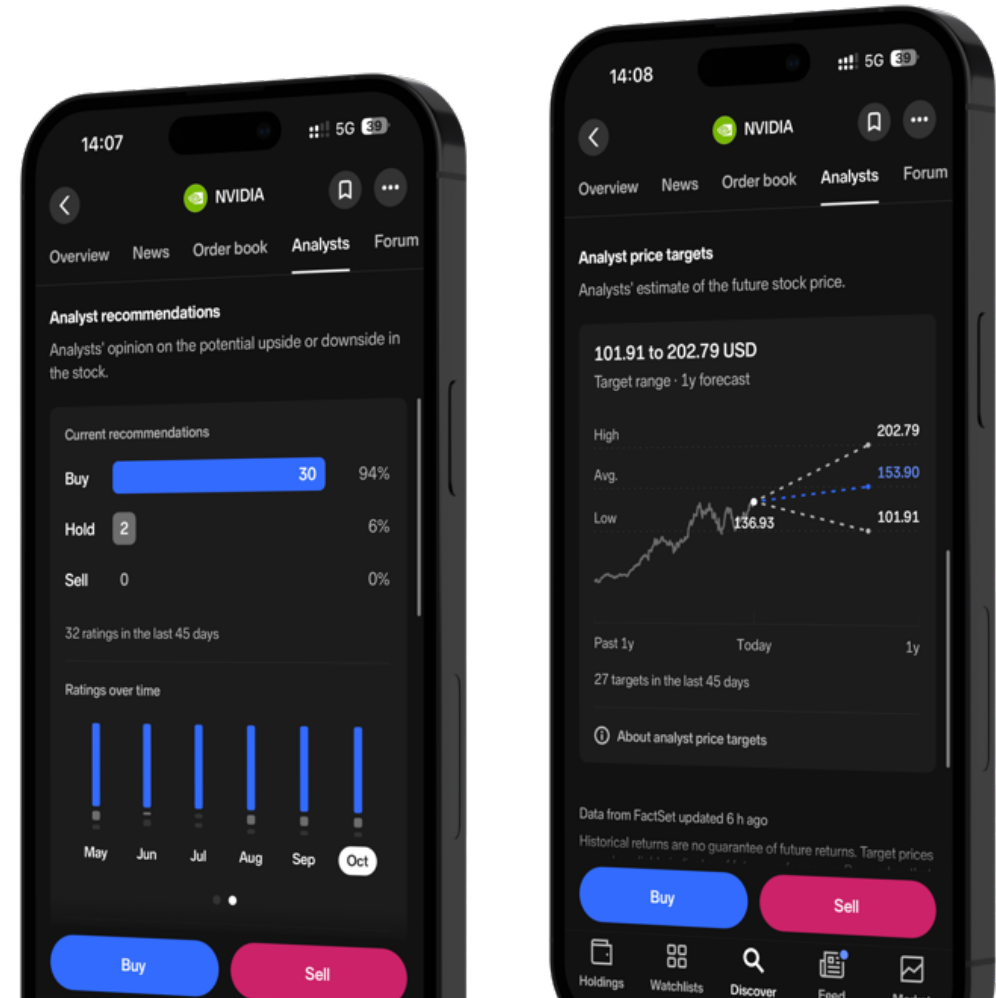
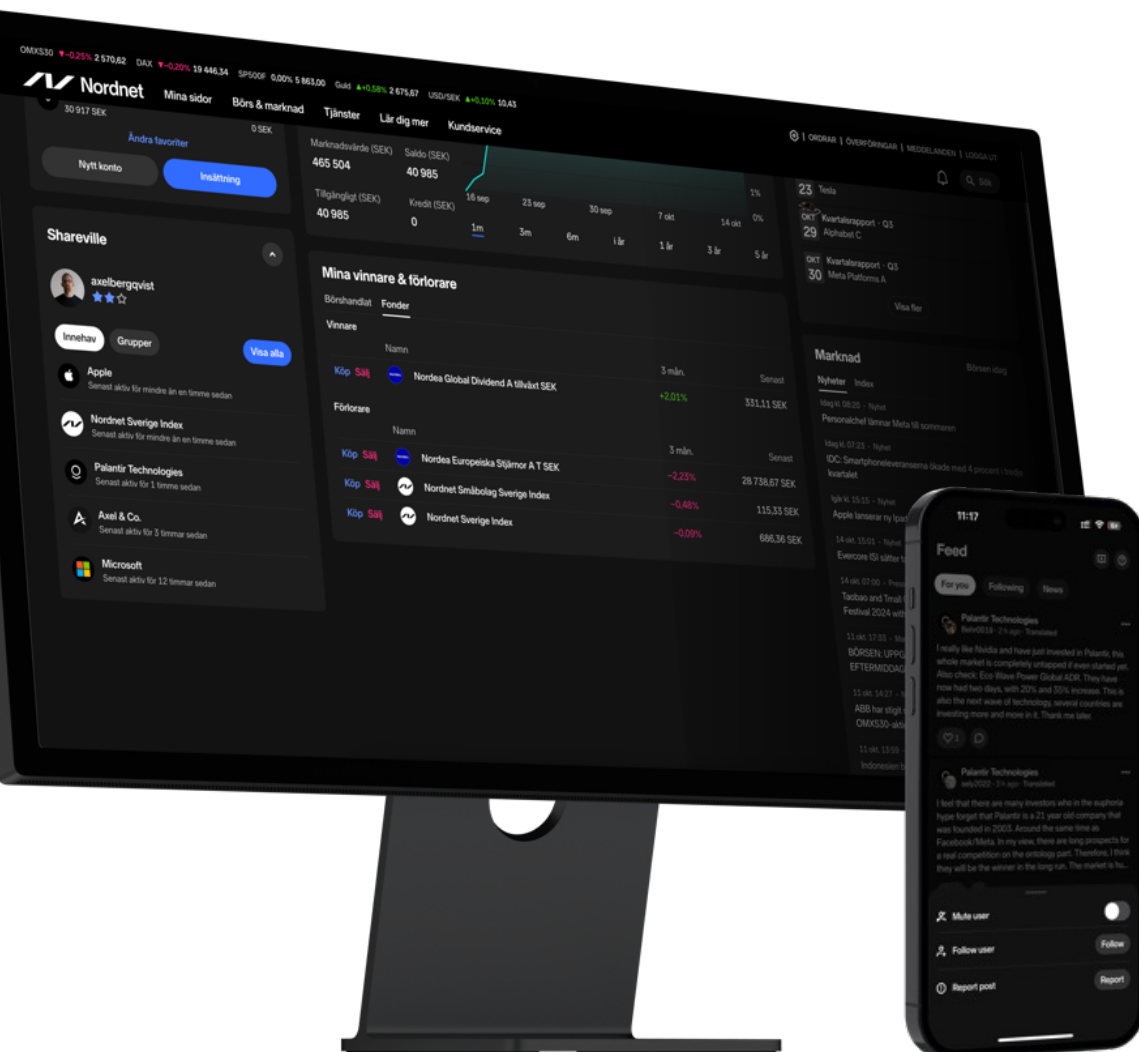
(1) Adjusted revenue divided by average quarterly savings capital over the period; (2) Adjusted operating expenses divided by average quarterly savings capital over the period; (3) Includes amortisation of PPA intangibles and excludes credit losses.

# Select Q3 2024 product highlights

## Several new Shareville features

Social investing community in Nordnet app and web

25 new versions of Nordnet's award-winning app with  
brand new analyst recommendations and price targets





# Capital and liquidity situation



# Strong capital situation creates flexibility

**69.3**

Deposits in SEKbn

**42.8**

Liquidity portfolio in SEKbn

**61.8%**

Liquidity in relation to deposits

**7.0%**

Deposits to savings capital ratio

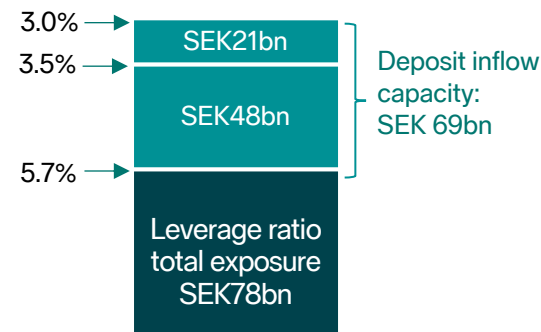
## Regulatory metrics\*

Consolidated situation

|                     | Actual (vs req.) | Requirement     |
|---------------------|------------------|-----------------|
| Total capital ratio | 23.0% (+7.5pp)   | 15.5%           |
| CET1 ratio          | 18.3% (+7.6pp)   | 10.7%           |
| Leverage ratio      | 5.7% (+2.2pp)    | 3.0% (3.5% P2G) |
| LCR                 | 357%             | 100%            |
| NSFR                | 227%             | 100%            |

## Leverage Ratio & deposit inflow capacity

SEKbn | %

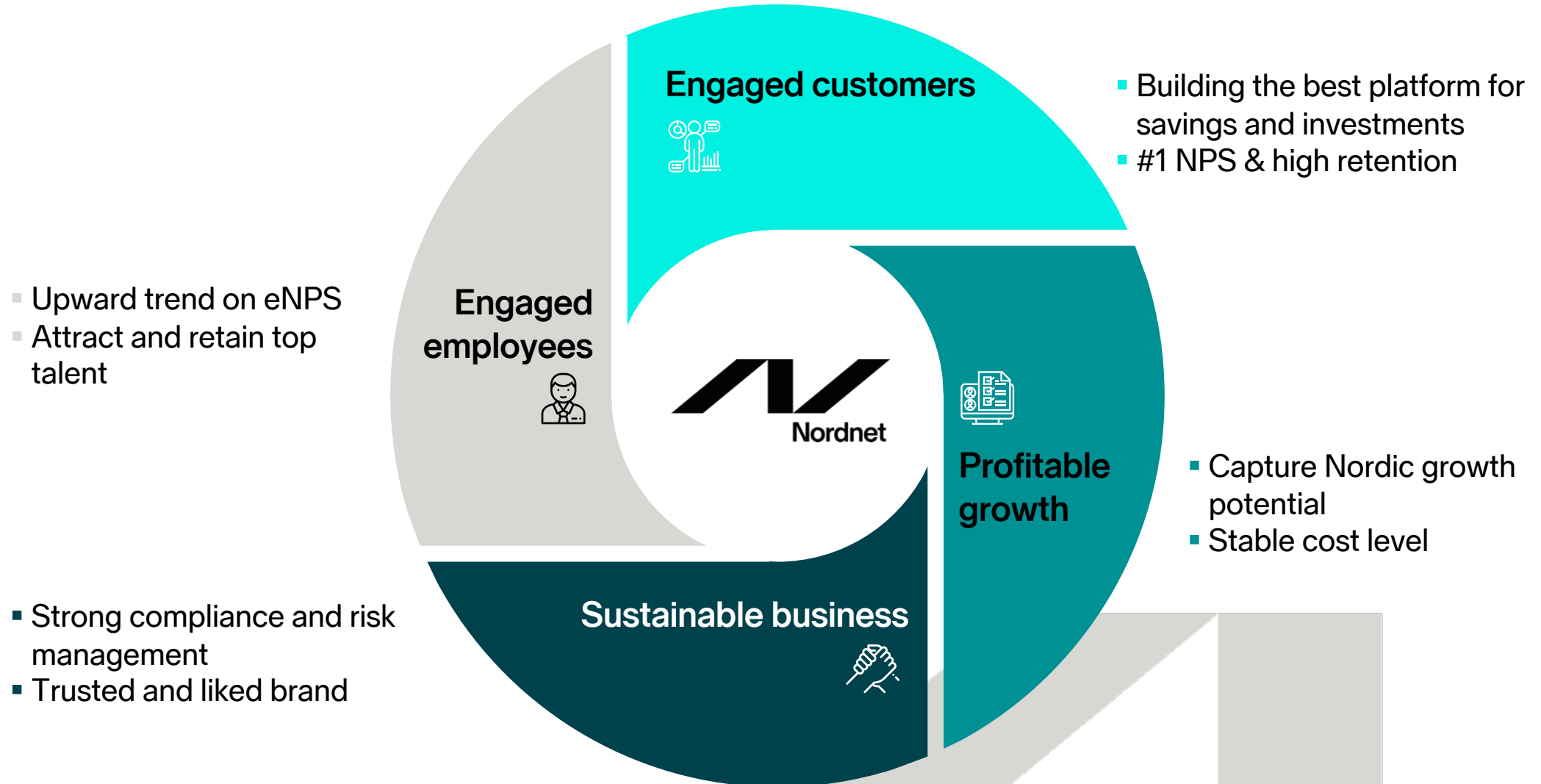


- Dividend payout ratio of 70%
- Capital ratio targets:
  - Leverage ratio between 4.0-4.5%
  - CET1 ratio at least 100bps above regulatory requirement
- Initial SEK 500m buyback programme launched

# Strategic focus

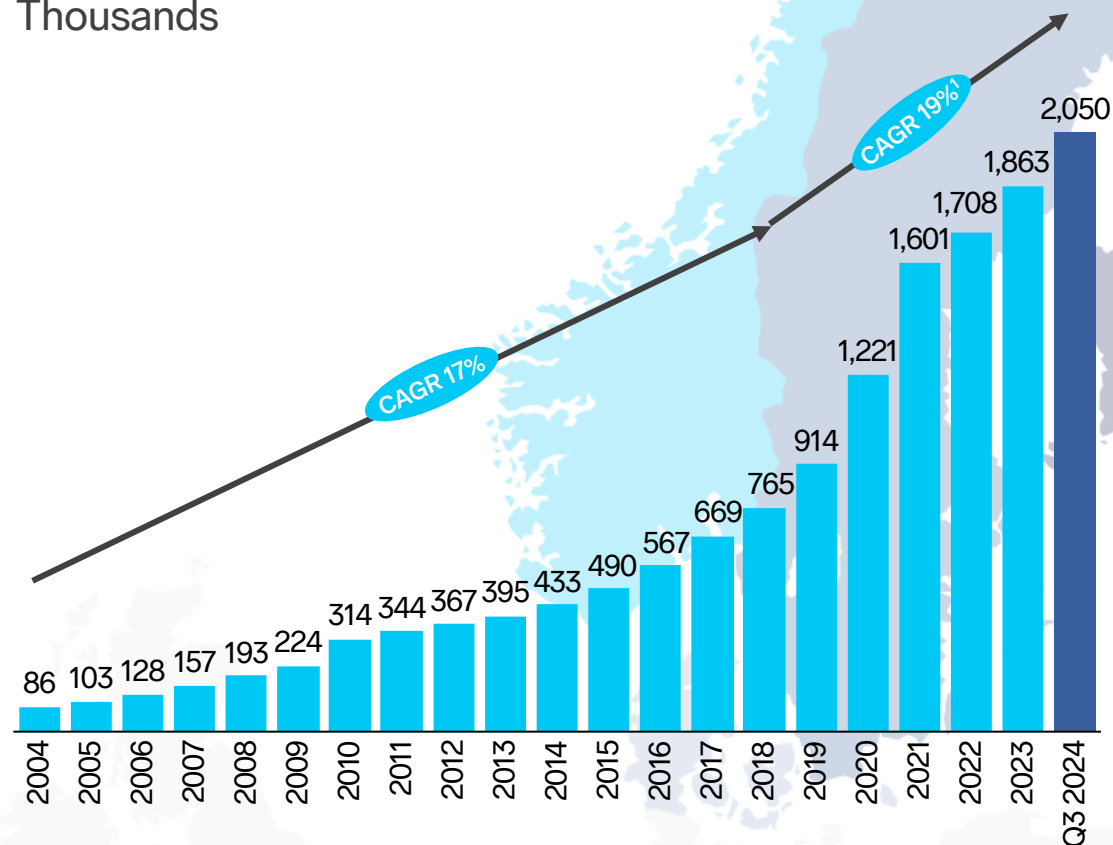


# Key strategic ambitions

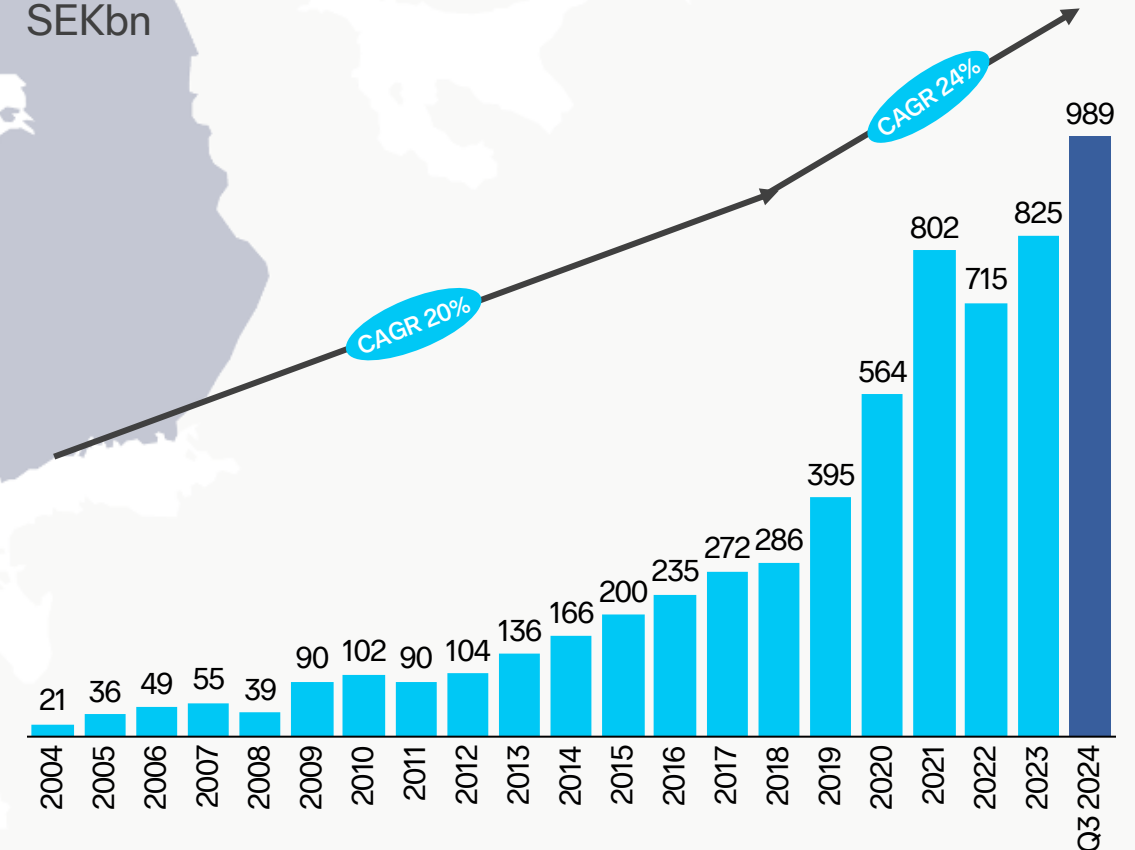


# Strong long-term growth in customers and savings capital

Customers  
Thousands



Savings capital  
SEKbn

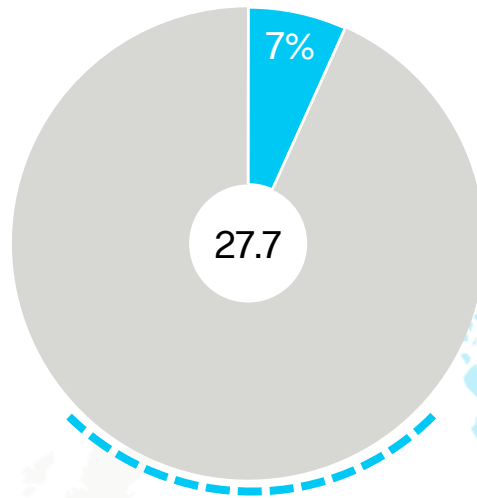


(1) Includes the 51,700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation

# Nordnet is taking market share in a growing market

Share of total population  
December 2023 | Million

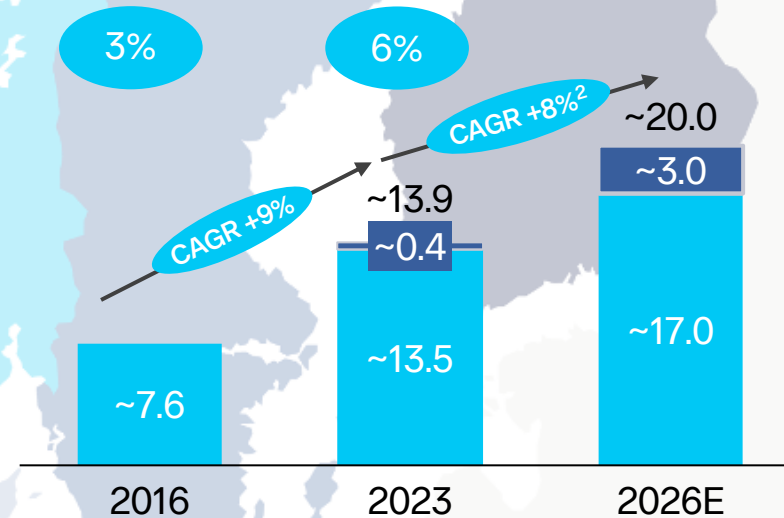
 Nordnet's share





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

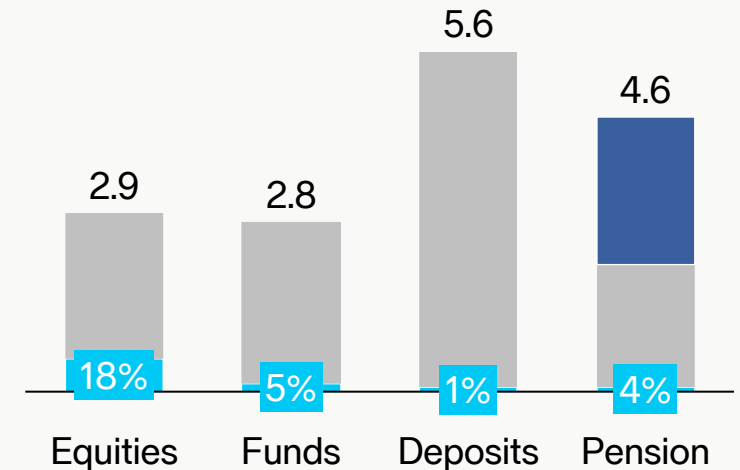
Addressable market growth outlook<sup>1</sup>  
Savings capital, SEK tln

 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

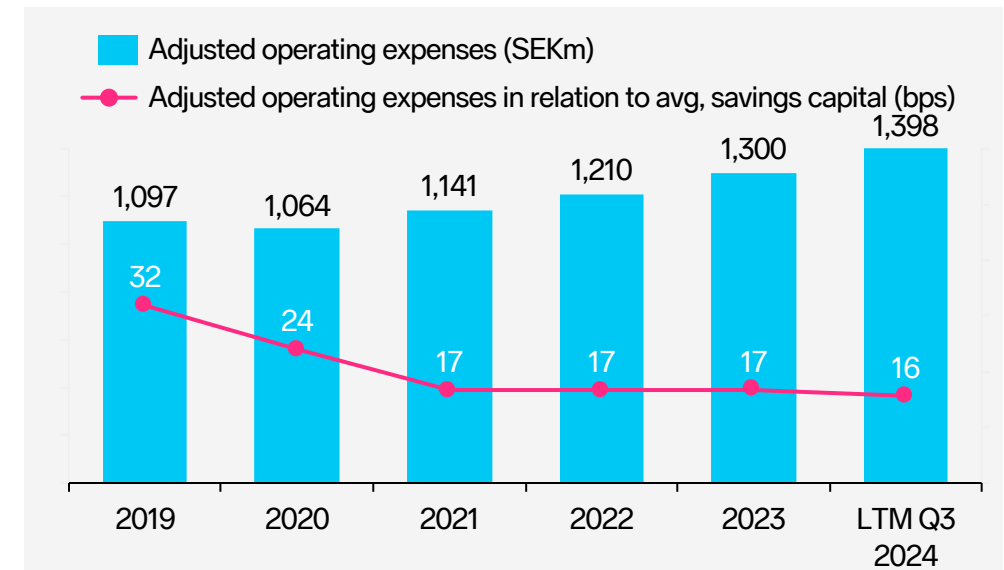
# Rigorous focus on cost discipline to drive operating leverage

## 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>



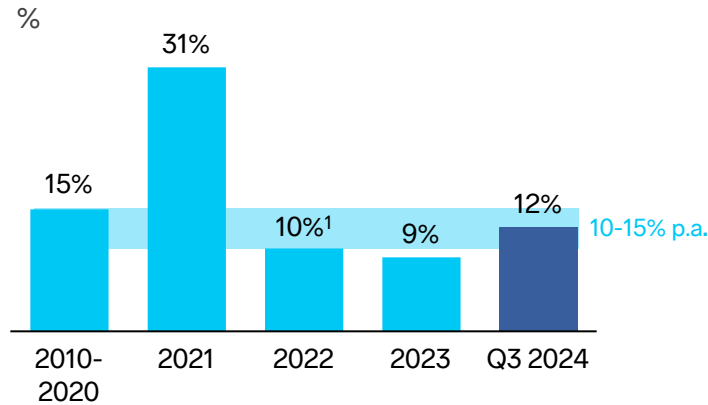
(1) Adjusted operating expenses; subtracting SEK 16m in 2018, SEK 65m in 2019, SEK 129m in 2020 and SEK 81m in 2022. Adjusted operating expenses includes amortisation of PPA intangibles and excludes credit losses; (2) Based on quarterly average savings capital over the period.



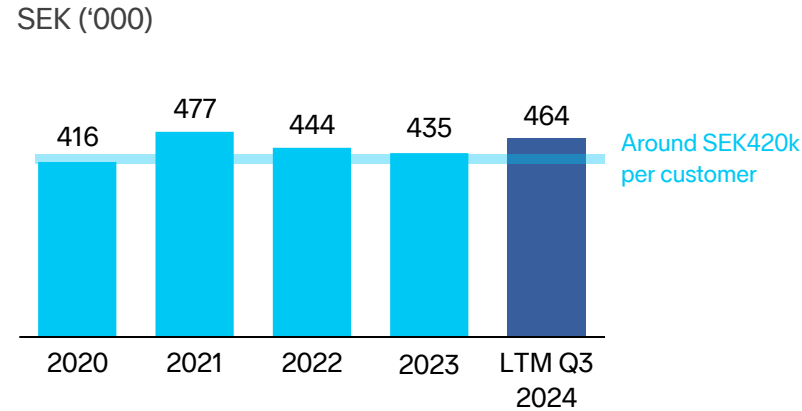
# Medium-term financial targets

Target

## Customer growth



## Average savings capital per customer<sup>2</sup>



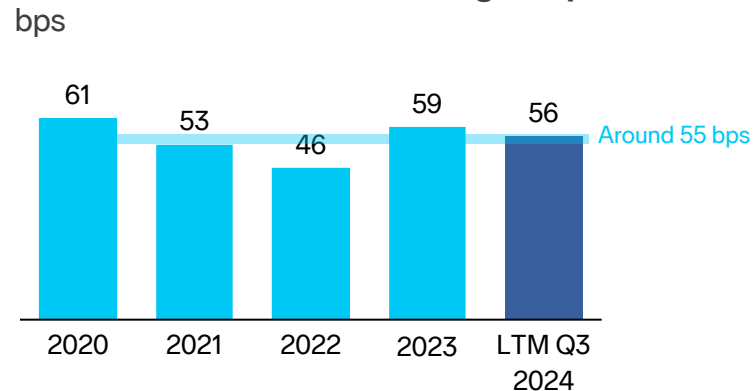
## Shareholder remuneration

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

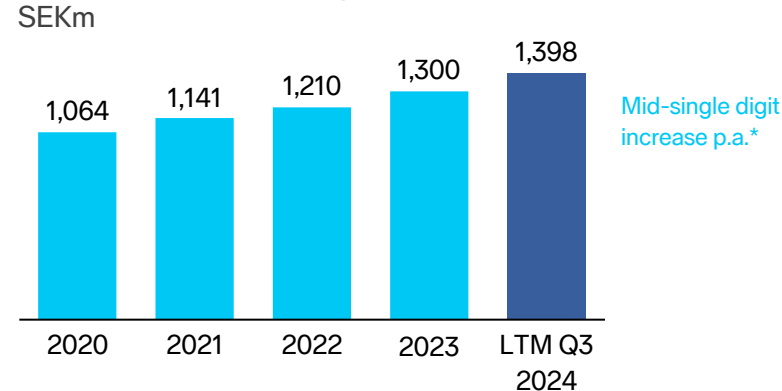
### Capital ratio targets:

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

## Income in relation to savings capital<sup>3</sup>



## Adjusted operating expenses<sup>4</sup>



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 above the 2023 level 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

Launch of Danish livrente pension product

Enhance high-end offering

New web portal for financial advisers, strengthening our B2B2C offering across the Nordics

Further strengthen brand position

Maintain focus on cost control



# Thank you



# Financial highlights third quarter 2024

| SEKm unless otherwise stated | Q3 2024   | Q2 2024   | QoQ % | Q3 2023   | YoY % |
|------------------------------|-----------|-----------|-------|-----------|-------|
| Condensed P&L <sup>1</sup>   |           |           |       |           |       |
| Adjusted total income        | 1,226     | 1,289     | (5%)  | 1,155     | 6%    |
| Adjusted operating expenses  | (358)     | (353)     | 1%    | (324)     | 10%   |
| Adjusted profit before tax   | 852       | 904       | (6%)  | 807       | 6%    |
| KPIs                         |           |           |       |           |       |
| New customers                | +74,700   | +53,800   | 39%   | +37,800   | 98%   |
| Customers                    | 2,049,800 | 1,975,100 | 4%    | 1,824,300 | 12%   |
| Net savings (SEKbn)          | +16.3     | +18.9     | (14%) | +10.9     | 50%   |
| Savings capital (SEKbn)      | 989       | 963       | 3%    | 785       | 26%   |

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

# Summary P&L

| SEKm  | Q3 2024      | Q2 2024      | QoQ %       | Q3 2023      | YoY %      |
|---|--------------|--------------|-------------|--------------|------------|
| <b>Adjusted total income</b>  | <b>1 226</b> | <b>1 289</b> | <b>(5%)</b> | <b>1 155</b> | <b>6%</b>  |
| <b>Adjusted operating expenses</b>  | <b>(358)</b> | <b>(353)</b> | <b>1%</b>   | <b>(324)</b> | <b>10%</b> |
| Net credit losses   | (13)         | (28)         | (54%)       | (22)         | (40%)      |
| Imposed levies: Resolution fees   | (3)          | (4)          | (7%)        | (3)          | 25%        |
| <b>Adjusted profit before tax</b>   | <b>852</b>   | <b>904</b>   | <b>(6%)</b> | <b>807</b>   | <b>6%</b>  |
| Items affecting comparability (IAC), income   |              |              |             |              |            |
| Items affecting comparability (IAC), expenses   |              |              |             |              |            |
| <b>Reported profit before tax</b>   | <b>852</b>   | <b>904</b>   | <b>(6%)</b> | <b>807</b>   | <b>6%</b>  |
| Tax   | (155)        | (168)        | (7%)        | (149)        | 4%         |
| <b>Reported net income</b>  | <b>697</b>   | <b>737</b>   | <b>(5%)</b> | <b>658</b>   | <b>6%</b>  |
| <b>Adjusted net income excl, IAC</b>  | <b>697</b>   | <b>737</b>   | <b>(5%)</b> | <b>658</b>   | <b>6%</b>  |
| <b>Adjusted net income excl, IAC and amortisation of intangible assets due to PPA</b> | <b>702</b>   | <b>742</b>   | <b>(5%)</b> | <b>664</b>   | <b>6%</b>  |

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

# Items affecting comparability

| SEKm   | YTD<br>2024 | FY<br>2023 | FY<br>2022 | FY<br>2021 | FY<br>2020 | FY<br>2019 | FY<br>2018 | FY<br>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>   | -           | -          | (81)       | -          | (129)      | 1          | (16)       | (45)       |

(1) The shareholding was divested in 2019.

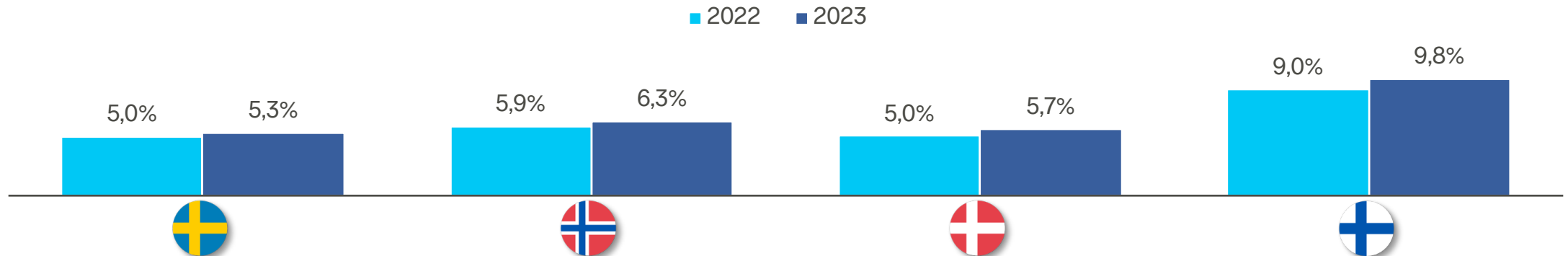
# Strong customer satisfaction driving market share gains

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



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

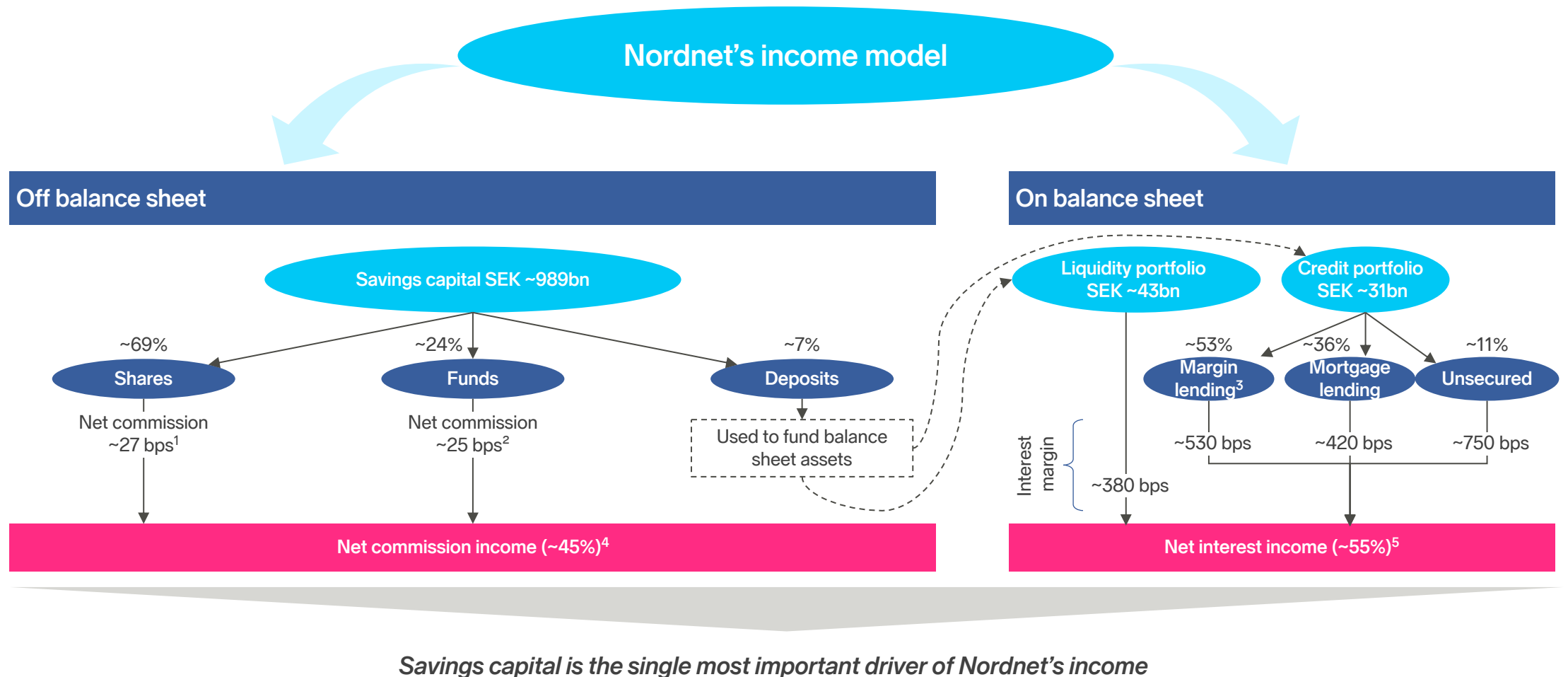
Market share based savings capital in relation to total addressable market



(1) Addressable market defined as the estimated part of the overall Nordic savings market that Nordnet caters to with its current product offering; Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Porssisaatio, team analysis.



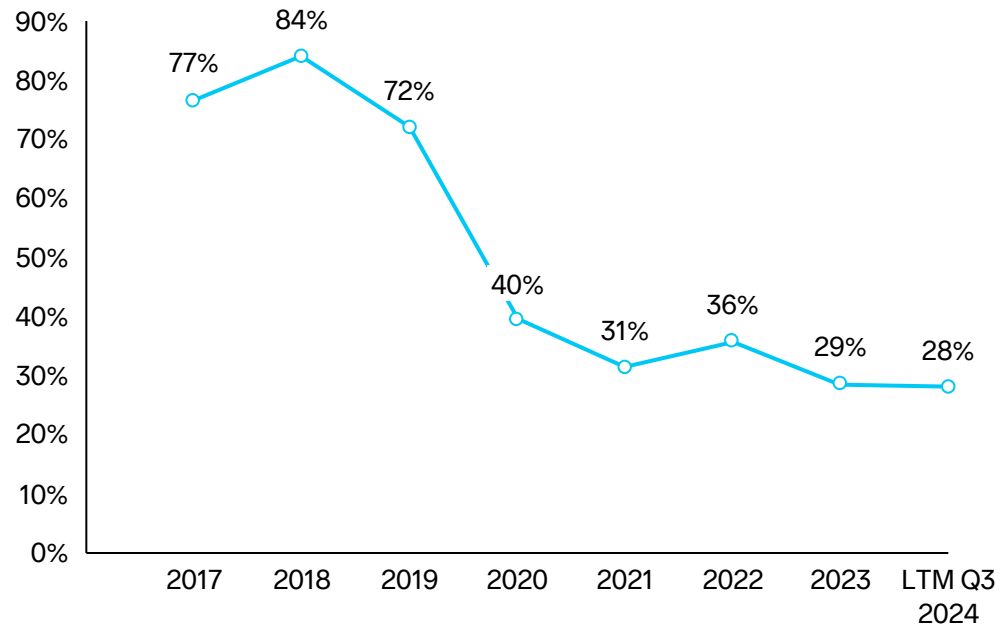
# Nordnet has a capital light business model



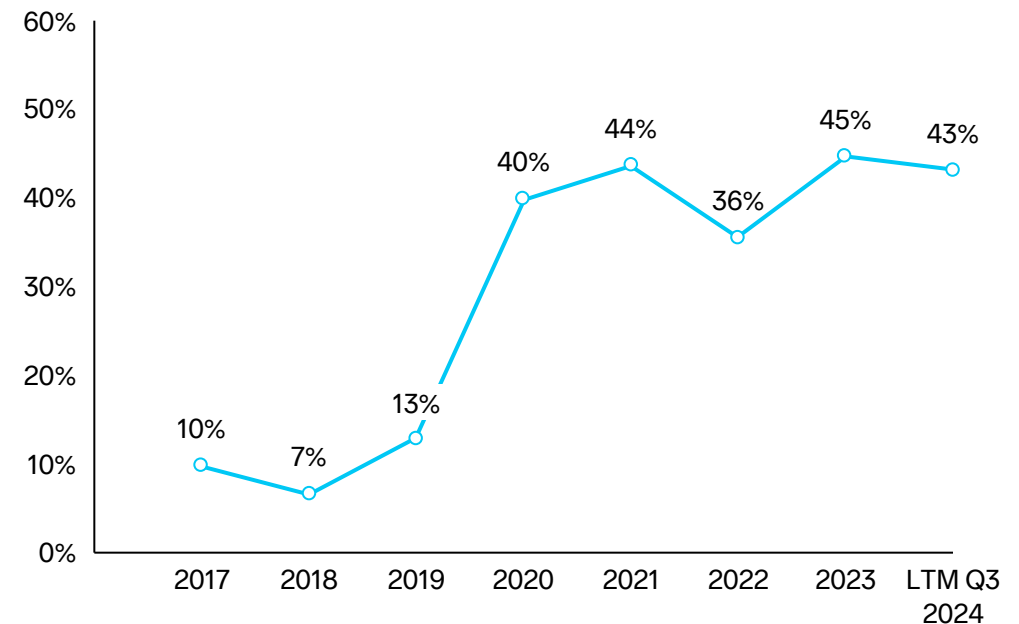
Figures as per end of September 2024; (1) LTM net transaction related income divided by average quarterly brokerage savings capital; (2) LTM net fund related income excluding income divided by average quarterly fund savings capital; (3) Excluding lending against pledged cash and cash equivalents; (4) 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>



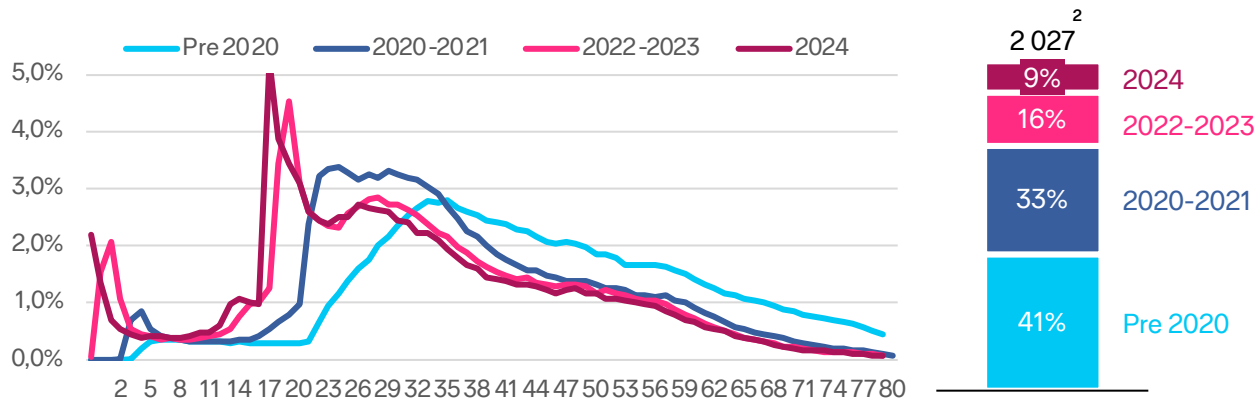
Adjusted return on equity<sup>1,2</sup>



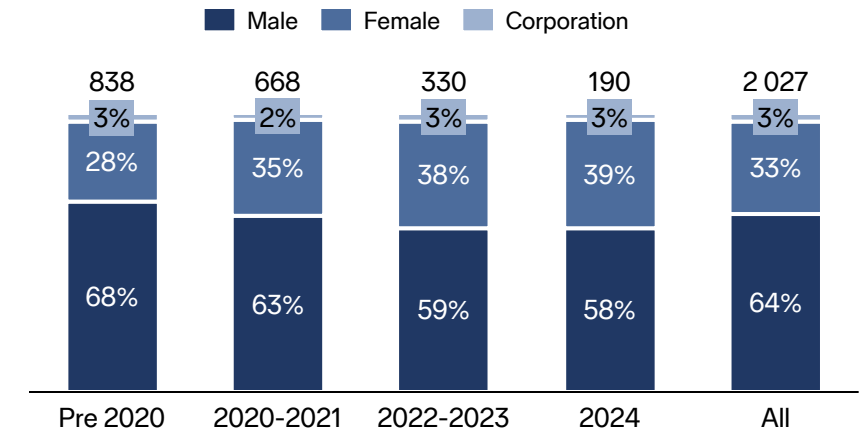
(1) Adjusted operating expenses; subtracting SEK16m in 2018, SEK65m in 2019, SEK129m in 2020 and SEK 81m in 2022. Adjusted operating income; subtracting SEK66m in 2019. A tax rate of 20% has been applied when adjusting for non-recurring expenses except FSA sanction of SEK100m which was not tax deductible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

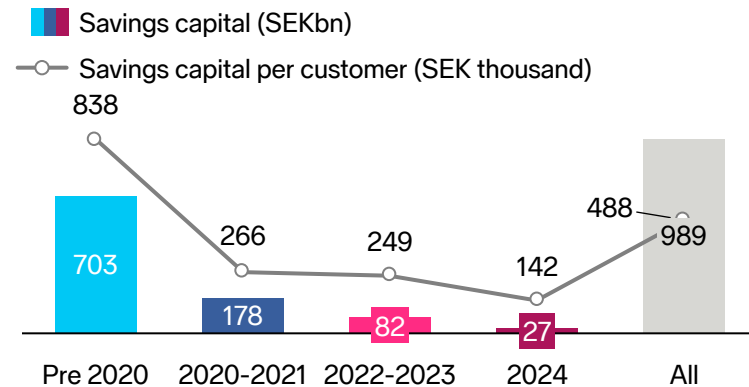
Share of customers per cohort and age<sup>1</sup>  
%



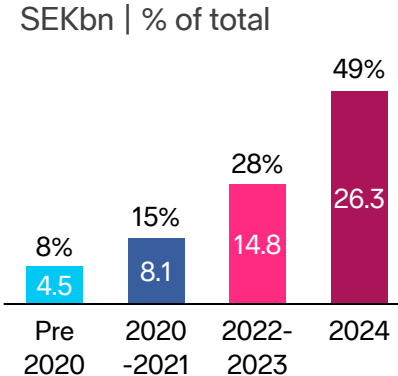
Share of customers by cohort and gender<sup>2</sup>  
3Q24 | ('000)



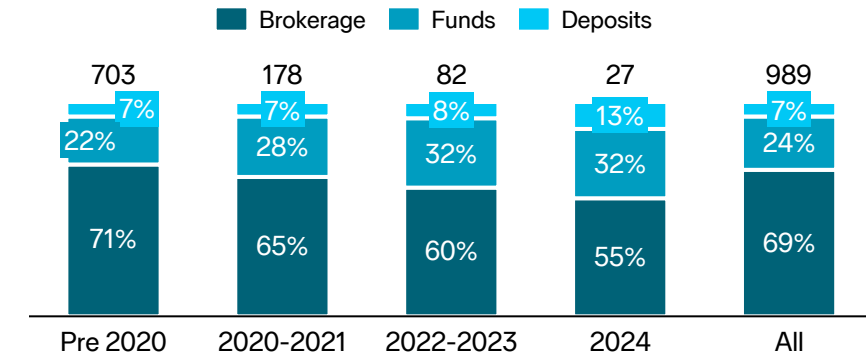
Savings capital per customer 3Q24<sup>2</sup>



Net savings 2024



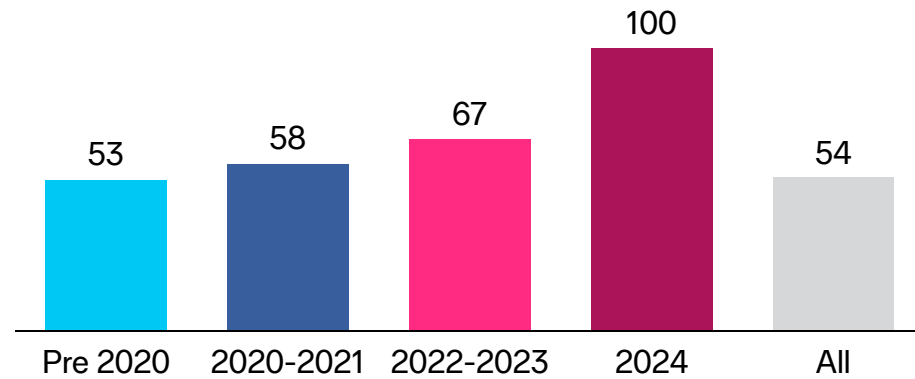
Share of savings capital by cohort and asset type  
3Q24 | SEKbn



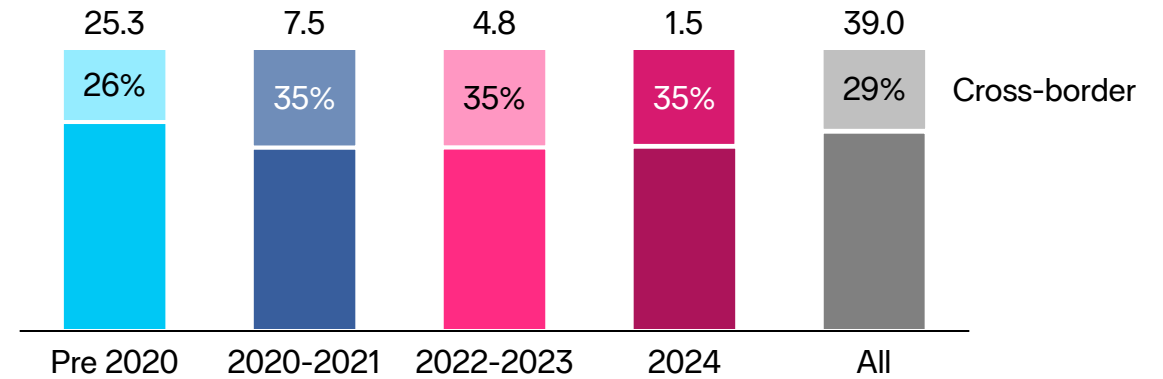
(1) Excludes customers who only carry an unsecured loan, companies and private customers > 80 years. (2) Excludes customers who only carry an unsecured loan

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

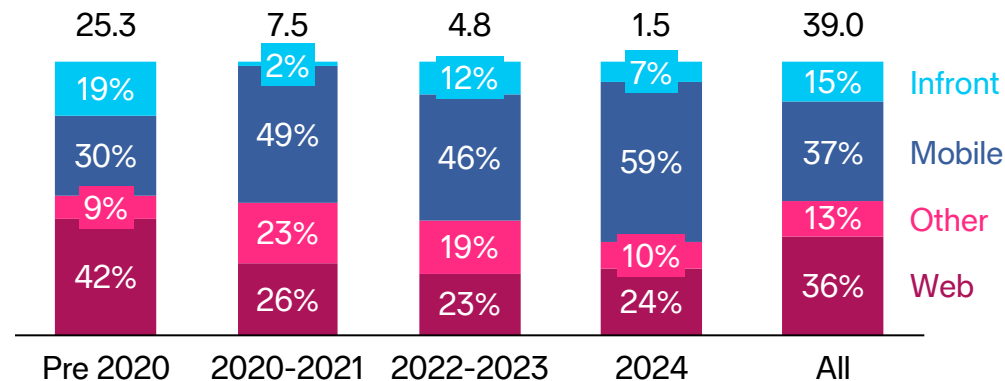
Revenue margin 2024  
bps



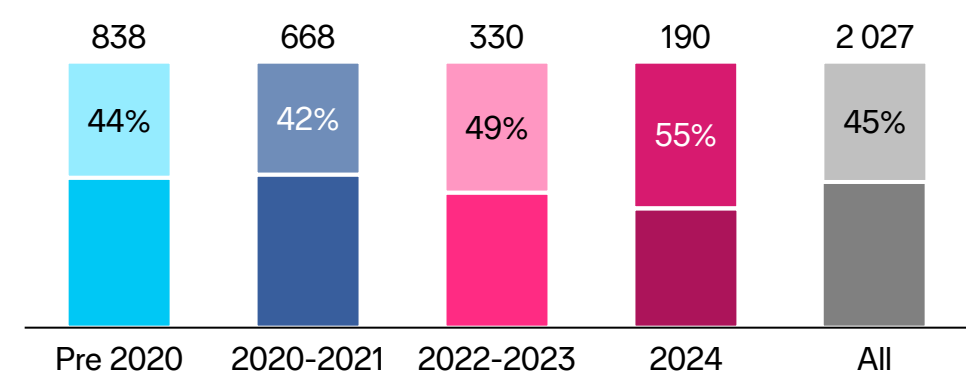
Share of cross-border trades 2024  
% | million trades



Share of trades per application 2024  
% | million trades



Share of customers trading during 2024<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. Excludes customers who only carry an unsecured loan

# Digital channel engagement

## Active users

**443k**

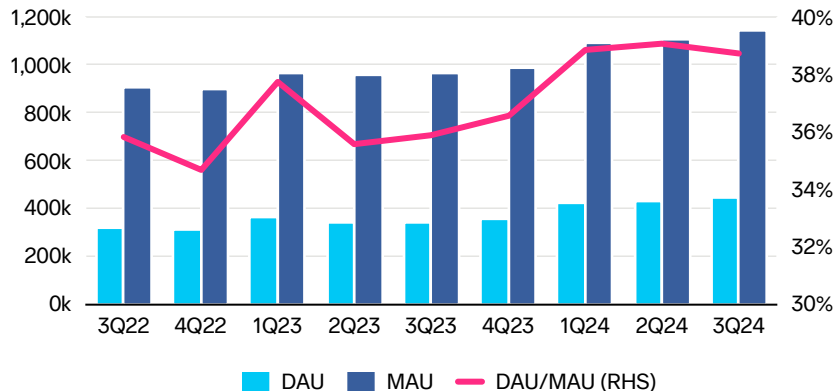
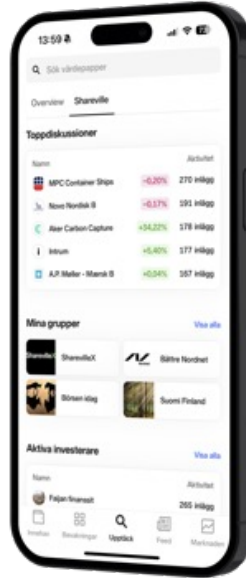
Daily Active Users (DAU)  
Average Q3 2024

**1.1m**

Monthly Active Users (MAU)  
Average Q3 2024

**39%**

DAU/MAU  
engagement ratio



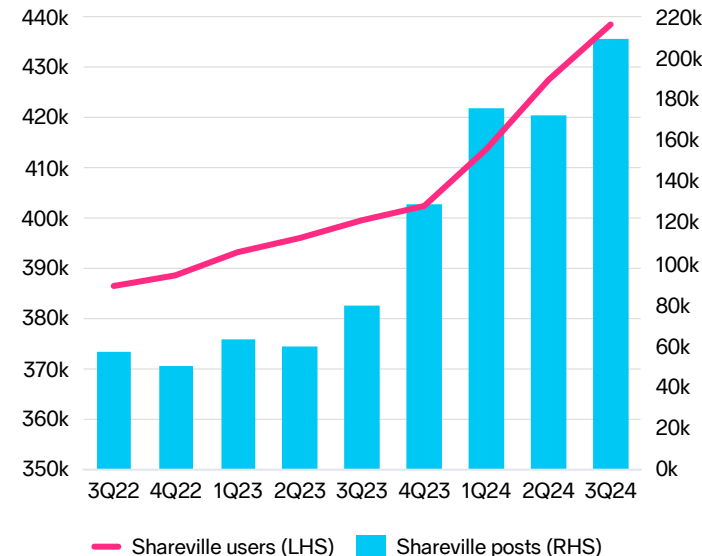
## Social community activity

**439k**

Active Shareville  
users

**210k**

Shareville posts created in Q3 2024



## Investing activity

**645k**

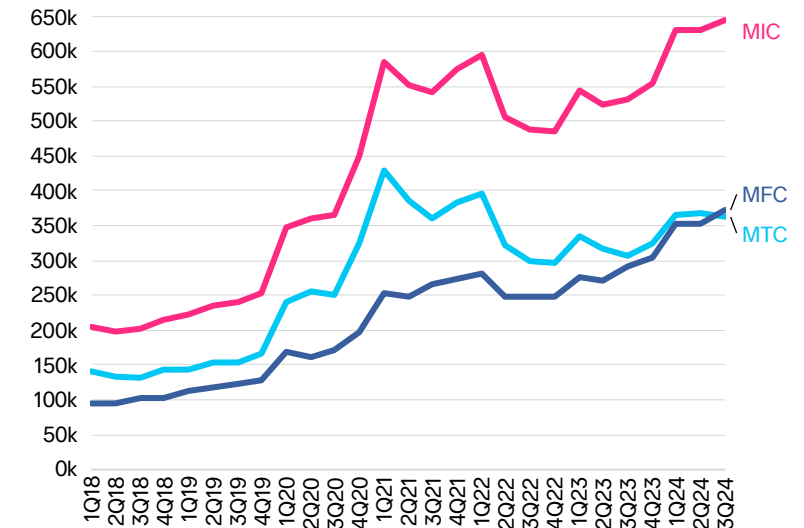
Monthly Investing Customers (MIC)\*  
Average Q3 2024

**362k**

MTC  
Average Q3 2024

**373k**

Monthly Fund Customers (MFC)  
Average Q3 2024

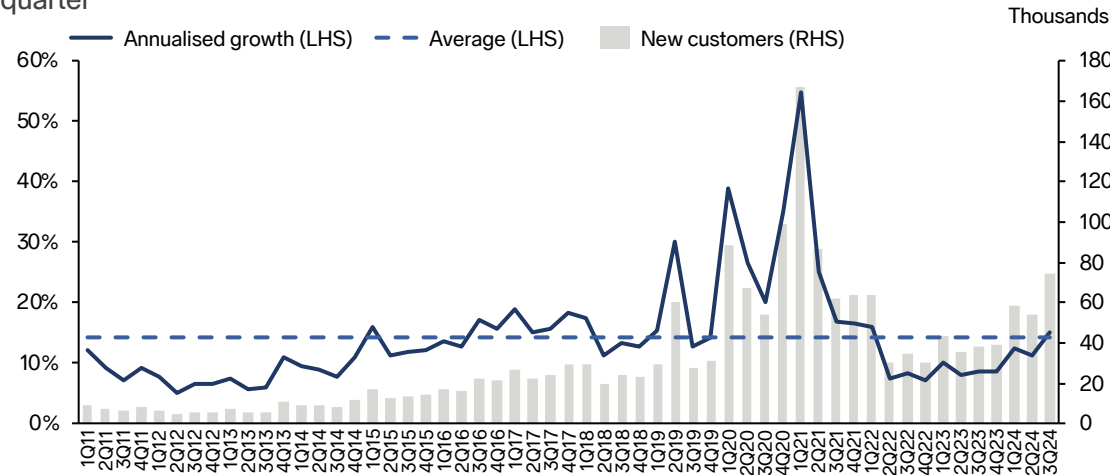


\* MIC is either a Monthly Trading Customers (MTC) or a Monthly Fund Customers (MFC)

# Signs of recovery in customer growth and savings ratio

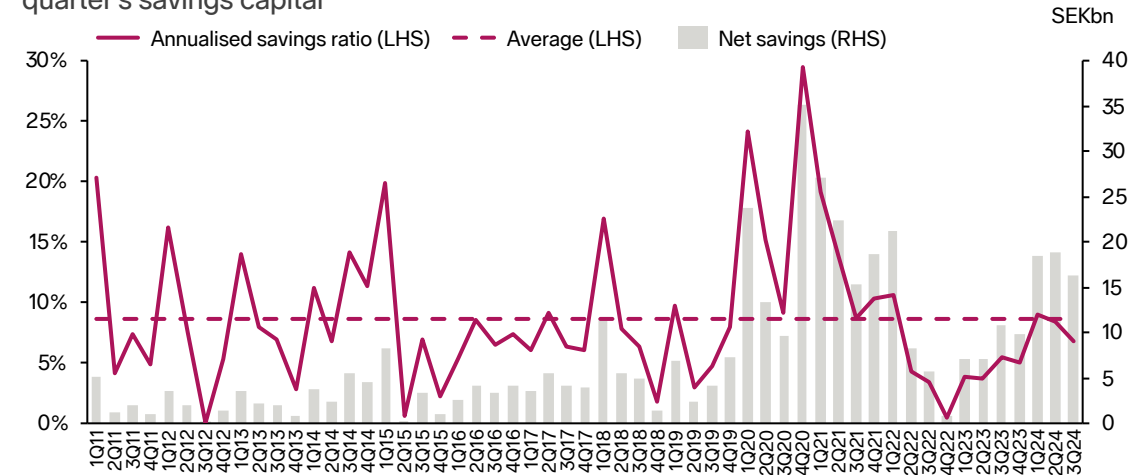
## Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

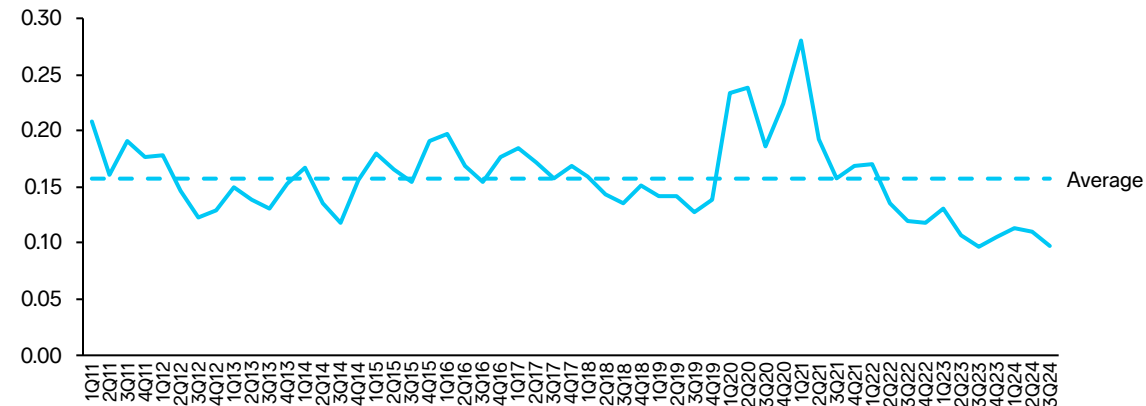


## Annualised savings ratio

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

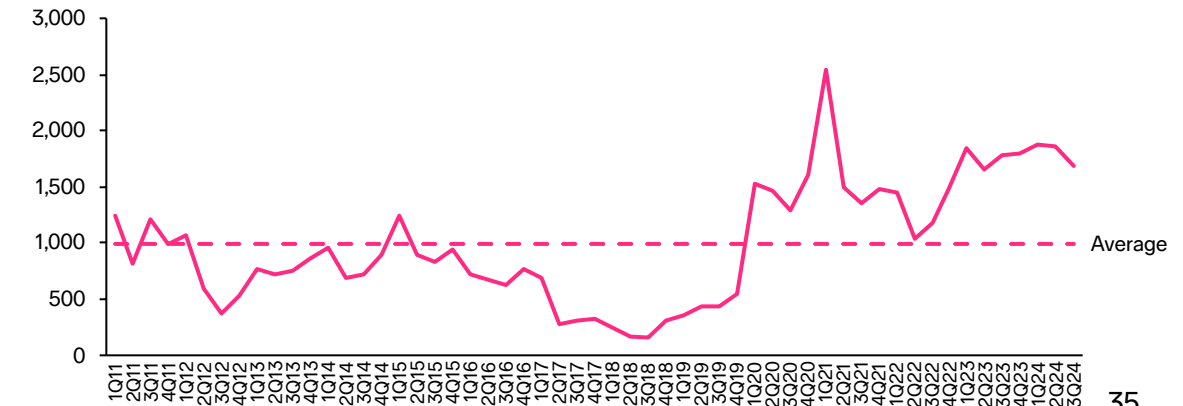


## Trades per customer per trading day



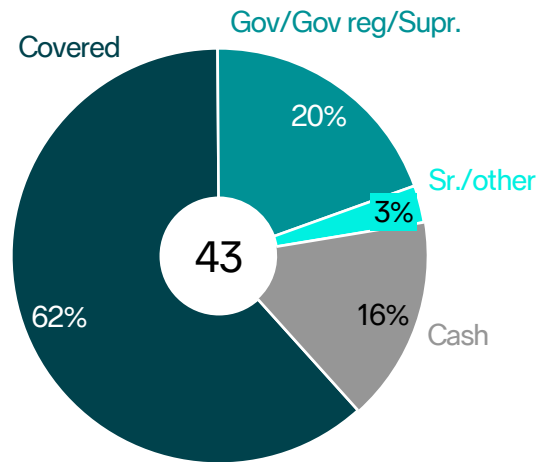
## Annualised profit per customer (SEK)

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

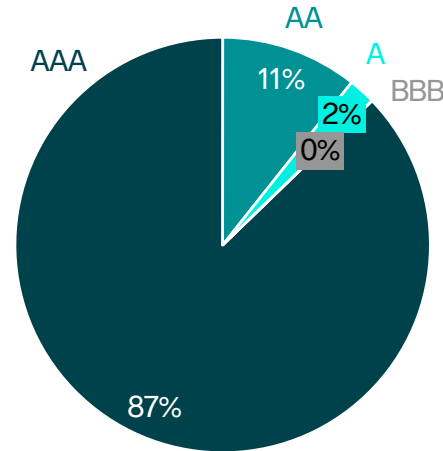


# Strong liquidity position with and good credit quality and balanced maturity profile

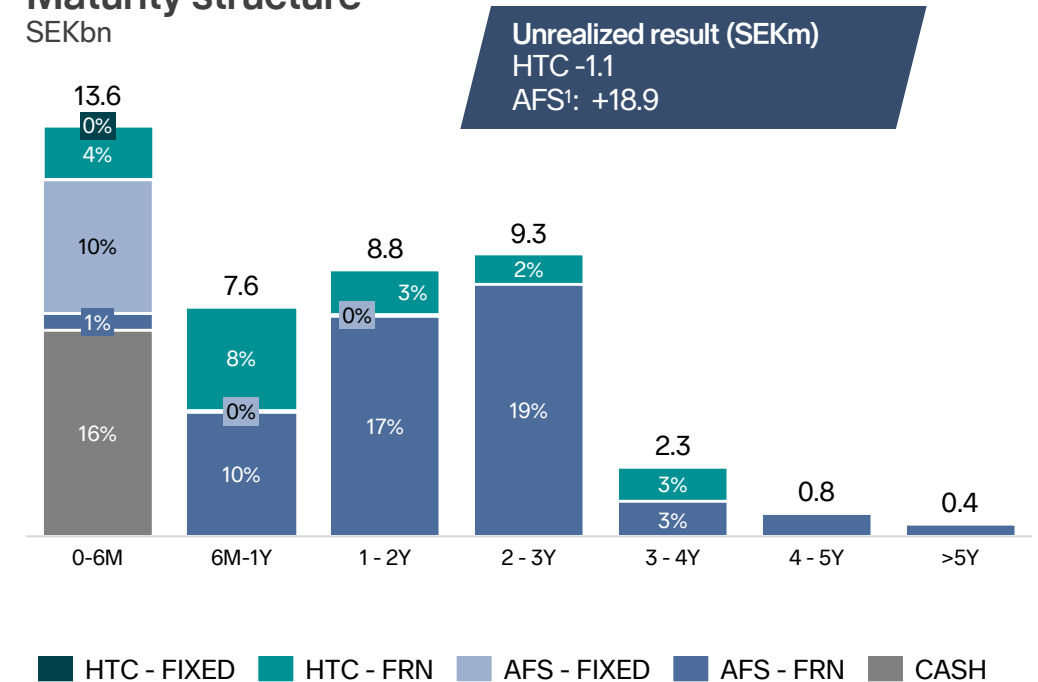
Exposure class  
SEKbn



Portfolio rating  
% (S&P equivalent)



Maturity structure  
SEKbn





# 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



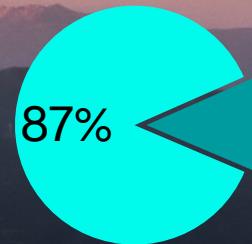
- Practice transparency, compliance and a high ethical standard
- Reduce impact on the environment and climate in own operations and supply chain
- Promote physical and mental health through a good working environment
- Workplace characterized by equality & diversity

# Ambition: The leading Nordic platform for sustainable savings

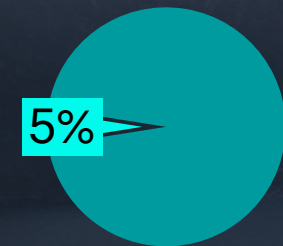
Having a broad set of sustainable investment alternatives

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

34.0%