

Nordnet Q4 2024

Results presentation

Key highlights fourth quarter 2024

Revenue and profit reach record levels, both in the quarter and full year

Announcing the launch of a fifth market - Germany

The highest customer growth and net savings in three years

Opex (ex marketing boost) +7.7% in FY2024, includes SEK 10m related to prep for Nordnet Germany

Strong growth in core business with healthy trading activity and high fund flows

Medium term targets updated

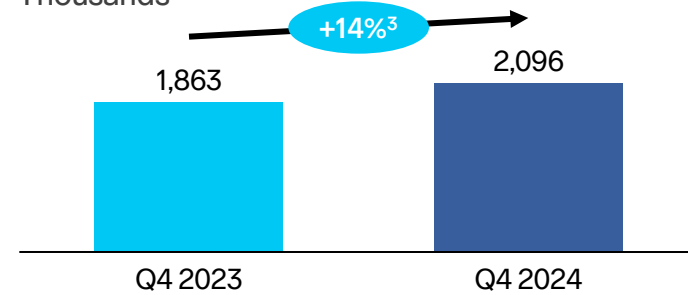
Danish Livrente pension launched – unlocking a TAM of SEK 2 trillion

Proposed dividend of SEK 8.10 (7.20) per share (SEK 2bn)

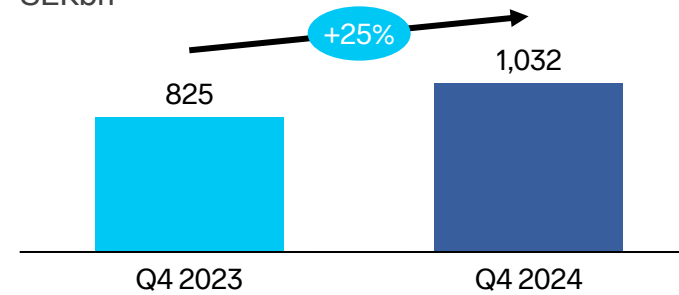


Financial highlights fourth quarter 2024

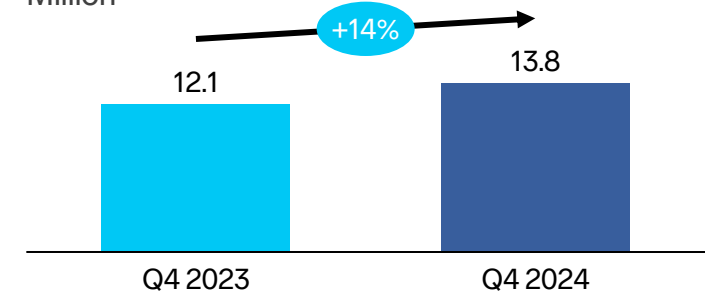
Customers
Thousands



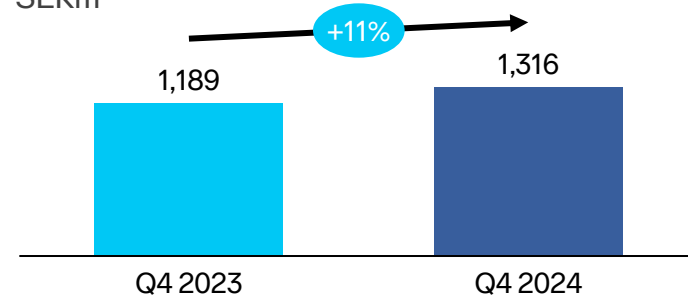
Savings capital
SEKbn



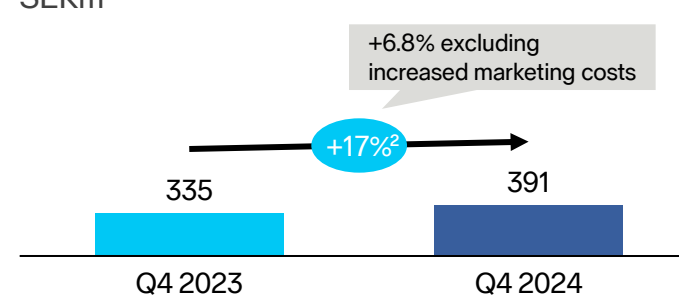
Number of trades
Million



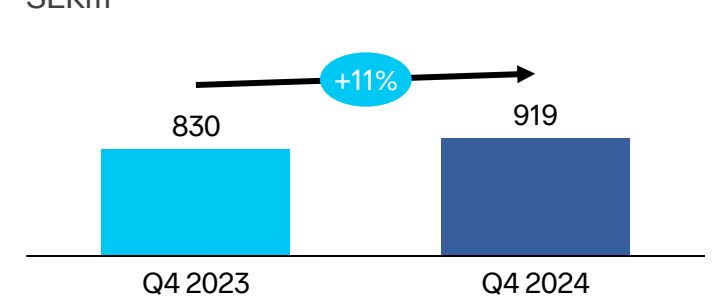
Adjusted revenues
SEKm¹



Adjusted operating expenses
SEKm¹



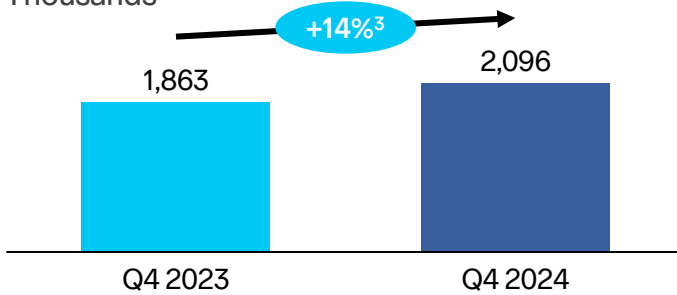
Adjusted profit before tax
SEKm¹



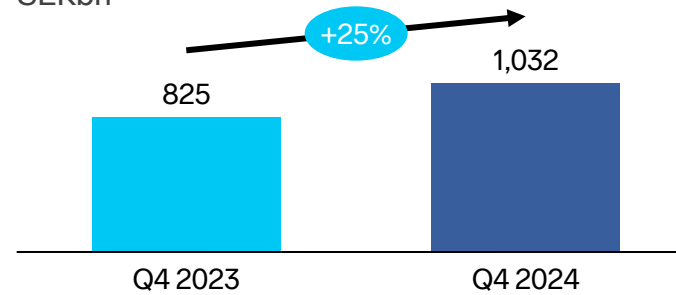
(1) Excludes items affecting comparability; (2) Adjusted operating expenses excluding increased marketing costs increased by 6.8%. (3) Including disinvestment of unsecured lending portfolio which resulted in reduction of 22,800 customers during 4Q24, customer growth was 12.5%.

Financial highlights full year 2024

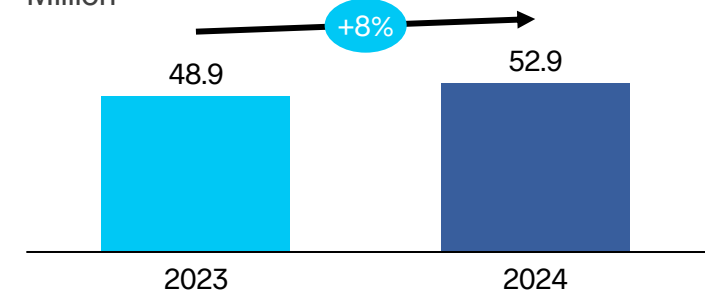
Customers
Thousands



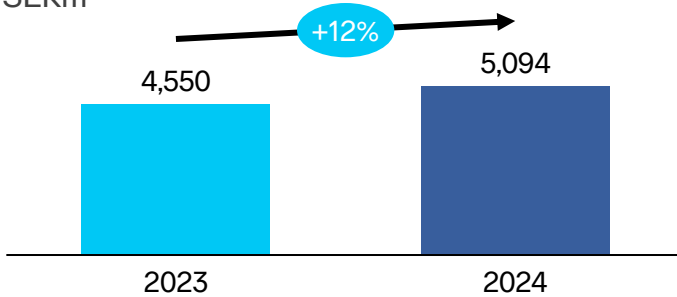
Savings capital
SEKbn



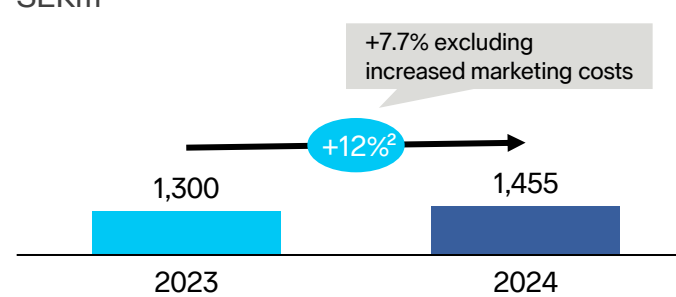
Number of trades
Million



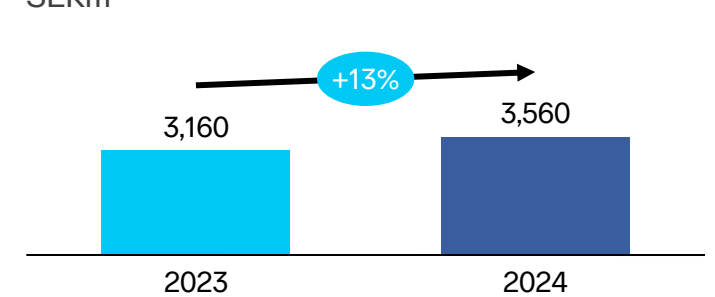
Adjusted revenues
SEKm¹



Adjusted operating expenses
SEKm¹



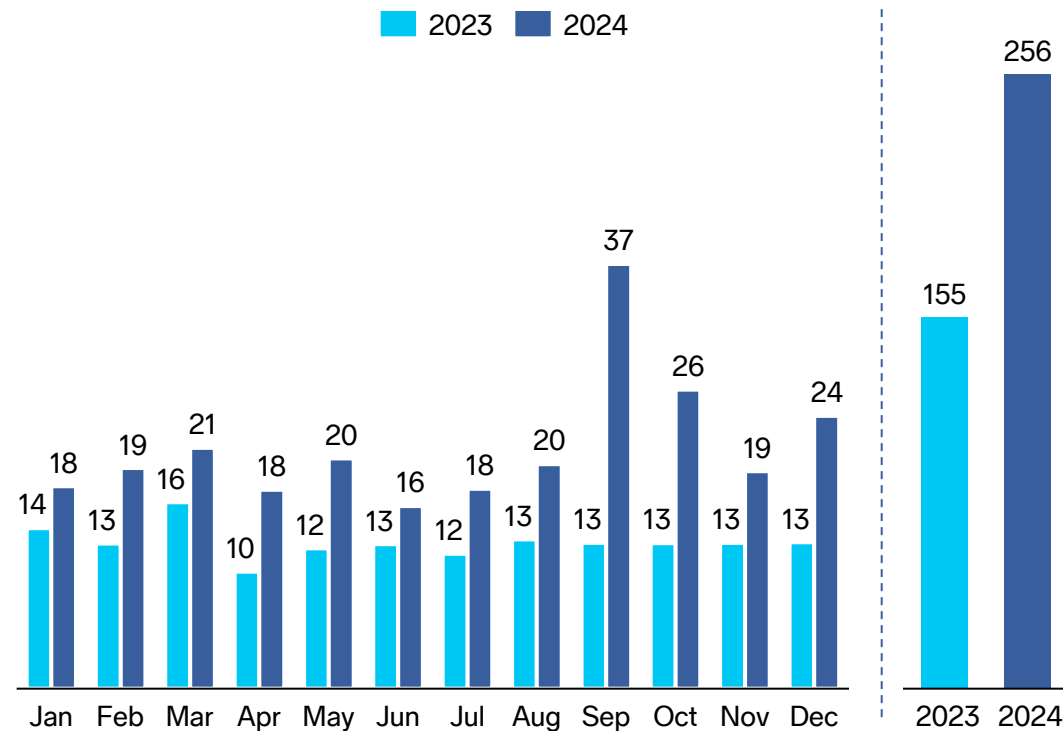
Adjusted profit before tax
SEKm¹



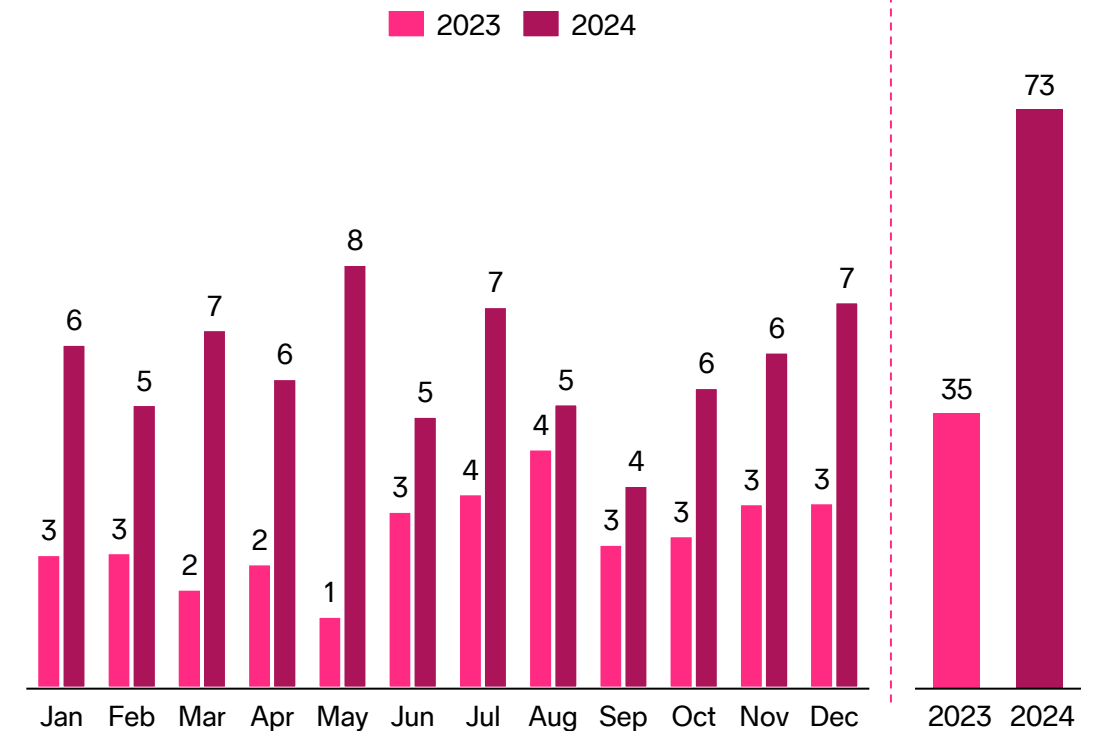
(1) Excludes items affecting comparability; (2) Adjusted operating expenses excluding increased marketing costs increased by 7.7%; (3) Including disinvestment of unsecured lending portfolio which resulted in reduction of 22,800 customers during 4Q24, customer growth was 12.5%.

Clear rebound in customer growth and net savings

New customers by month¹
Thousands



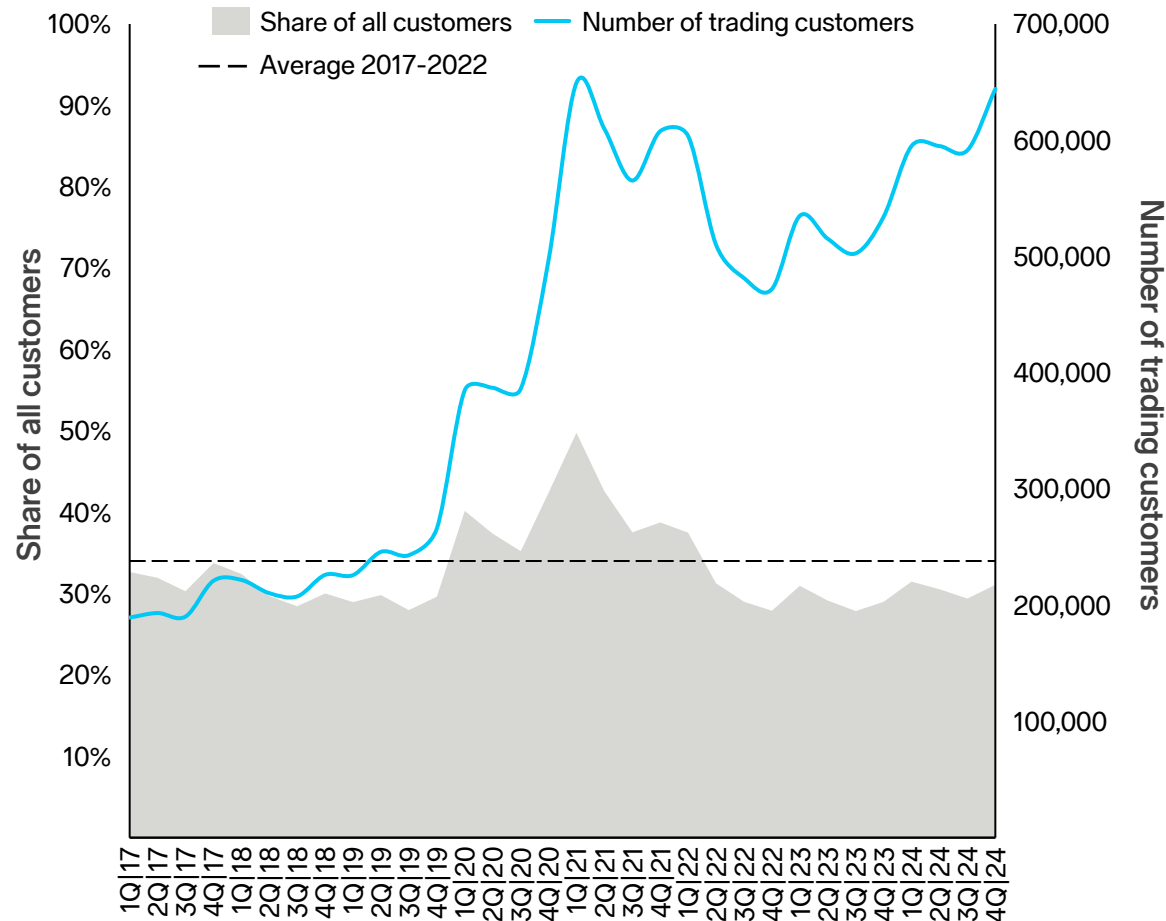
Net savings per month
SEKbn



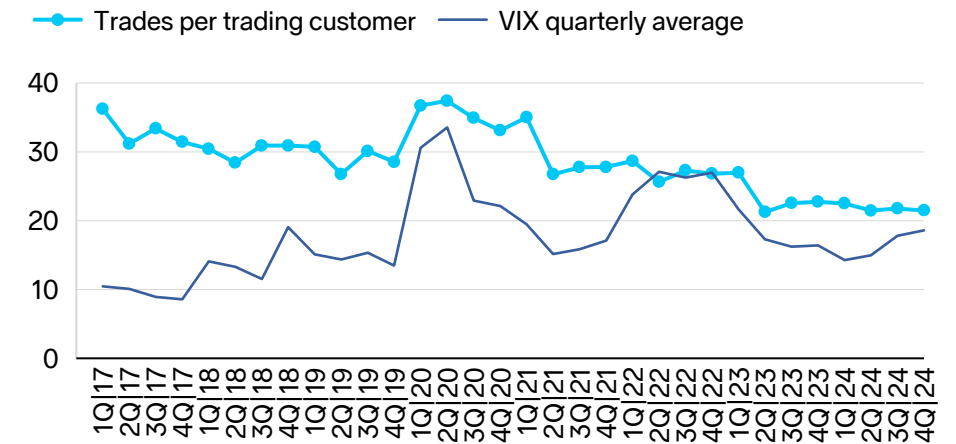
(1) Adjusted for disinvestment of unsecured lending portfolio which resulted reduction of 22,800 customers during 4Q24.

More customers are trading, and cross-border is at a multi-year high

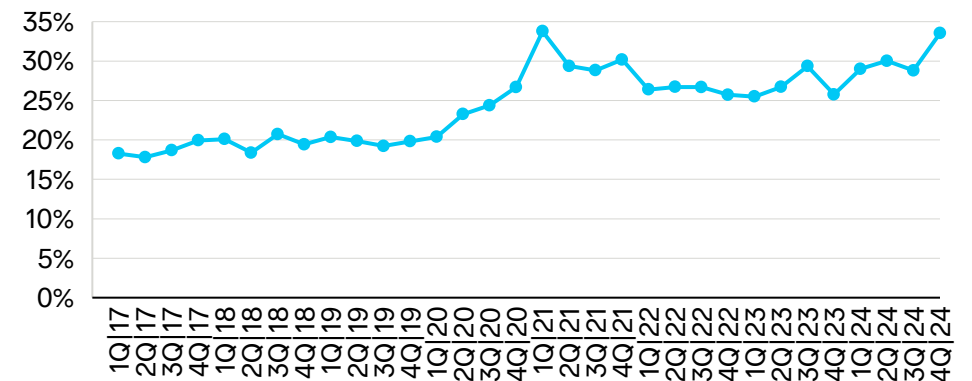
Trading customers



Trades per trading customer / quarter

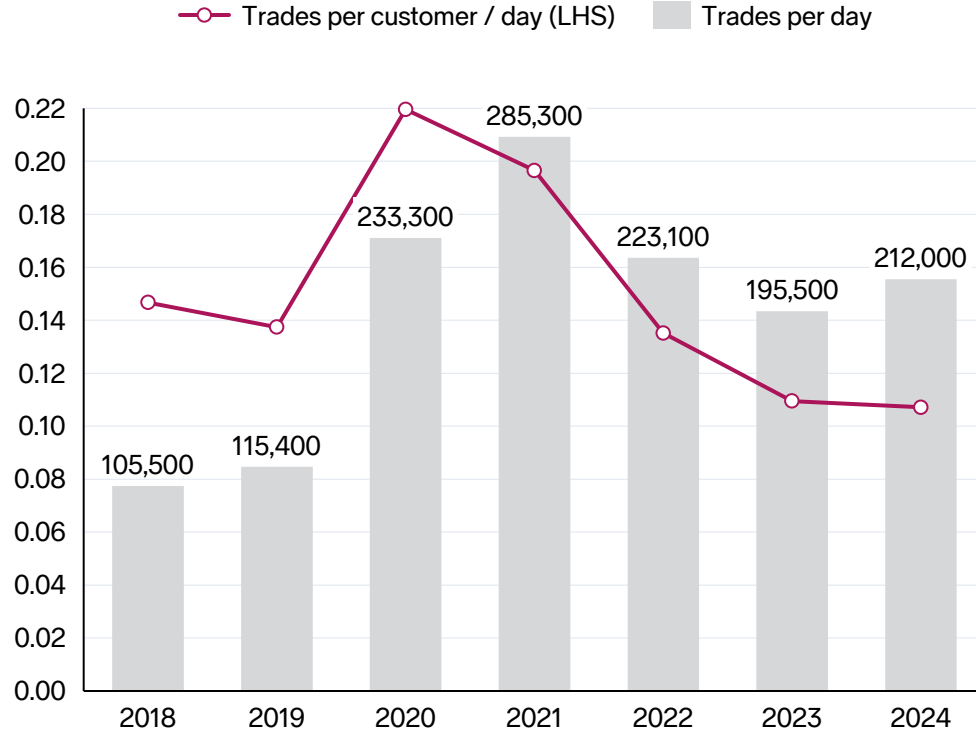


Share of cross-border trades

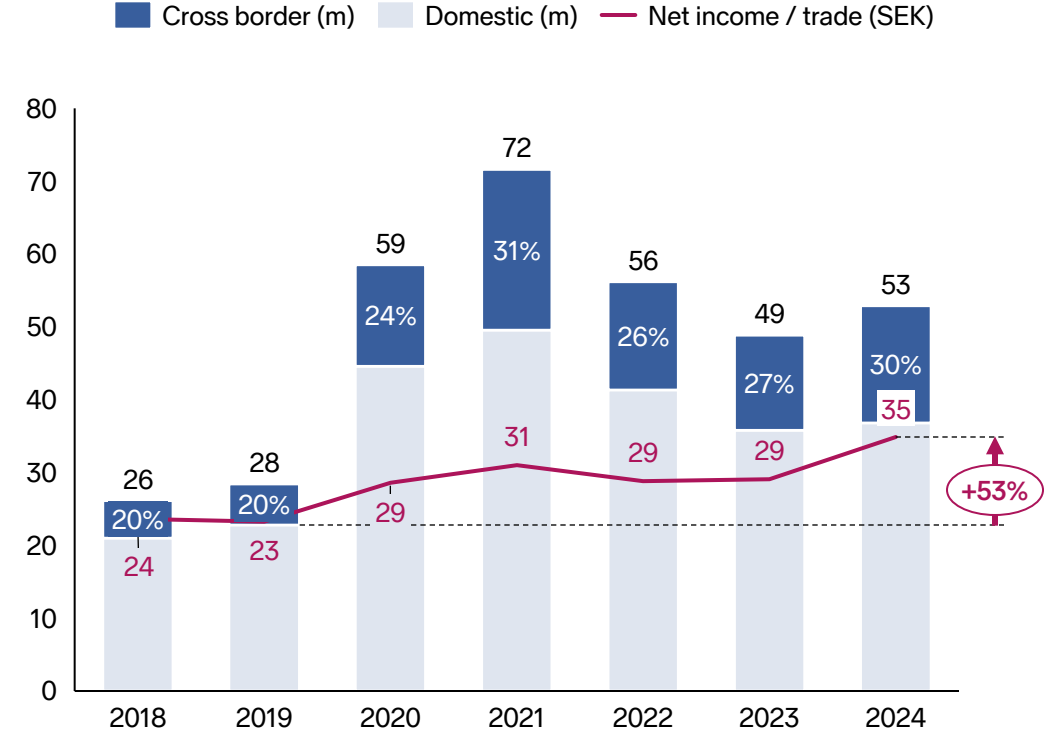


Trades per day have almost doubled since 2019 and each trade drives more revenue

Trades per customer per trading day

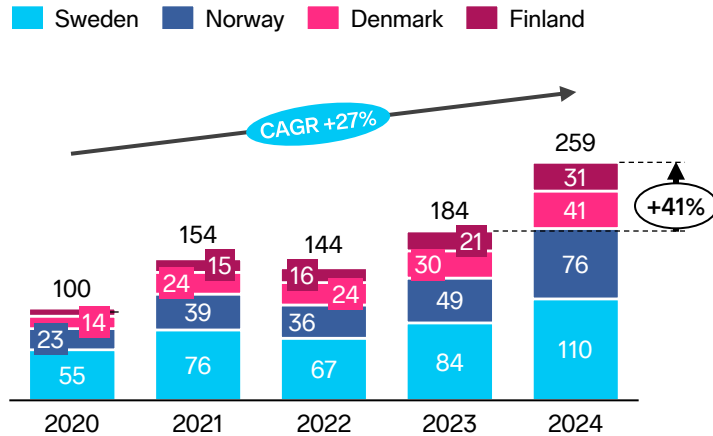


Total number of trades and net income/trade

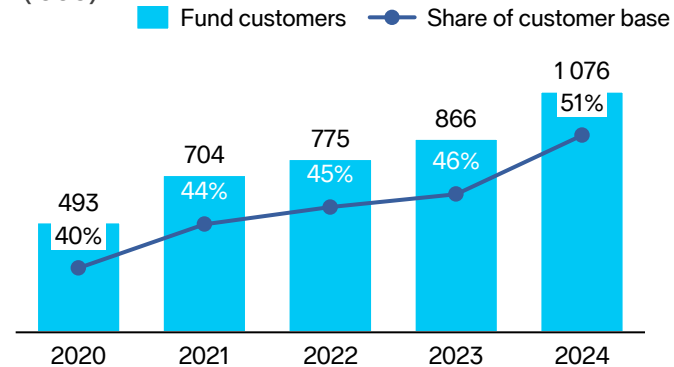


Leading Nordic fund supermarket

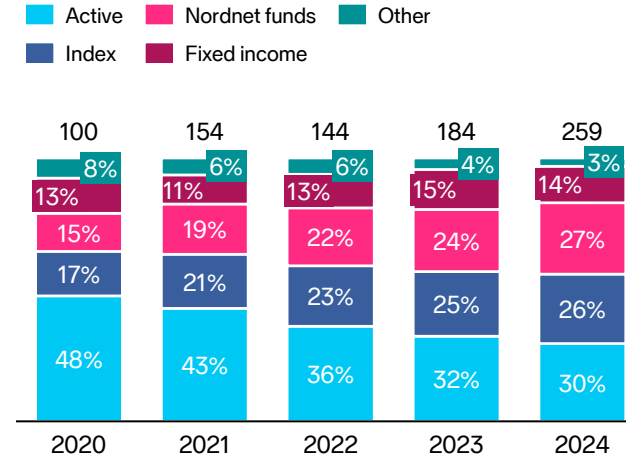
Fund capital by country
SEKbn



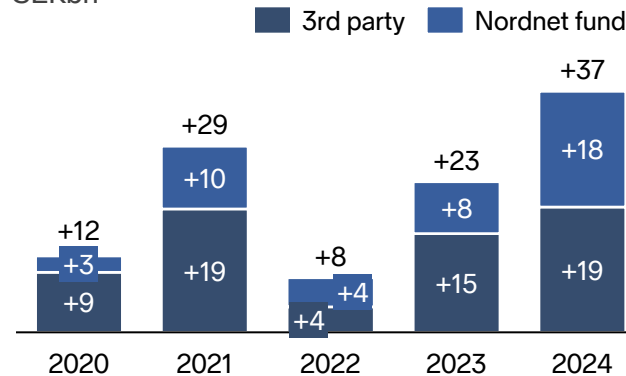
Fund customers
('000)



Fund capital by allocation¹
SEKbn

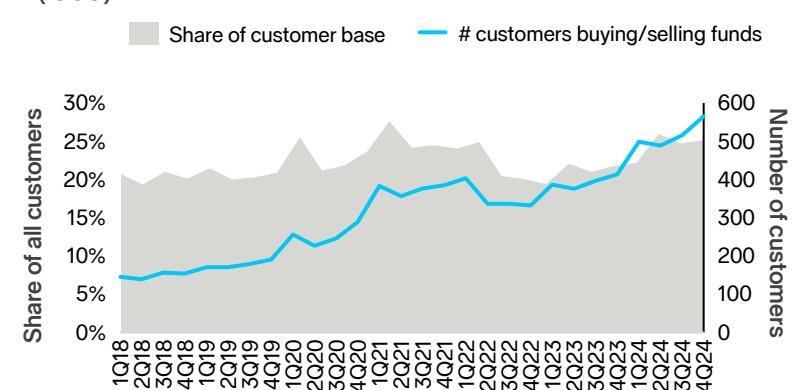


Net fund buying
SEKbn



- Fund capital growing ~1.5X total savings capital
- One quarter of fund capital is Nordnet-branded
- Half of net buying is Nordnet-branded funds
- More than half of customers own funds

Customers buying or selling funds
('000)

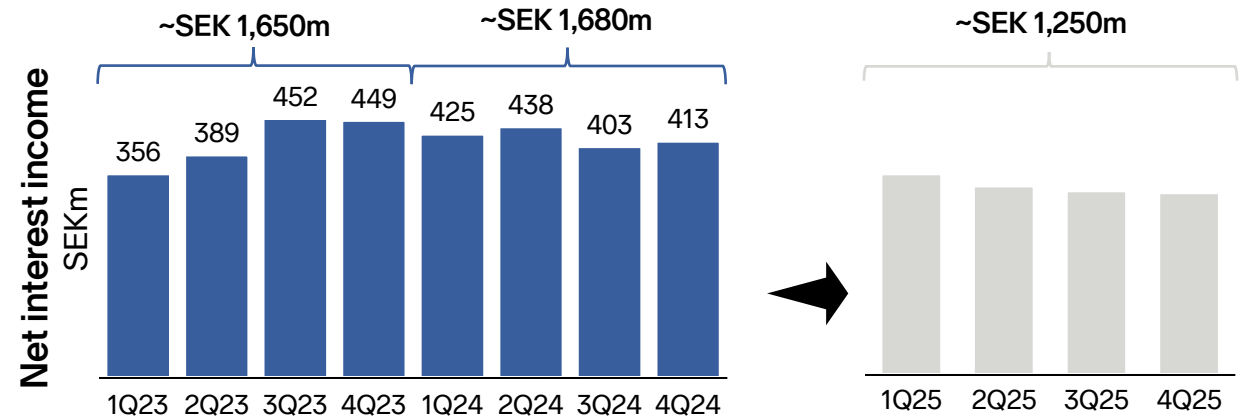
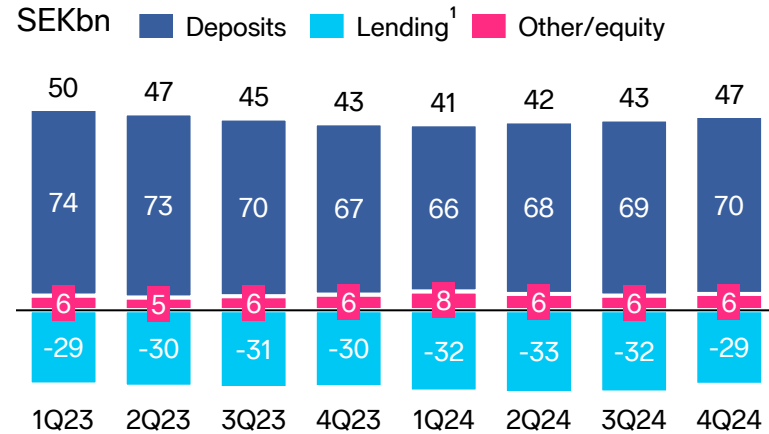


(1) "Nordnet funds" are mainly index funds.

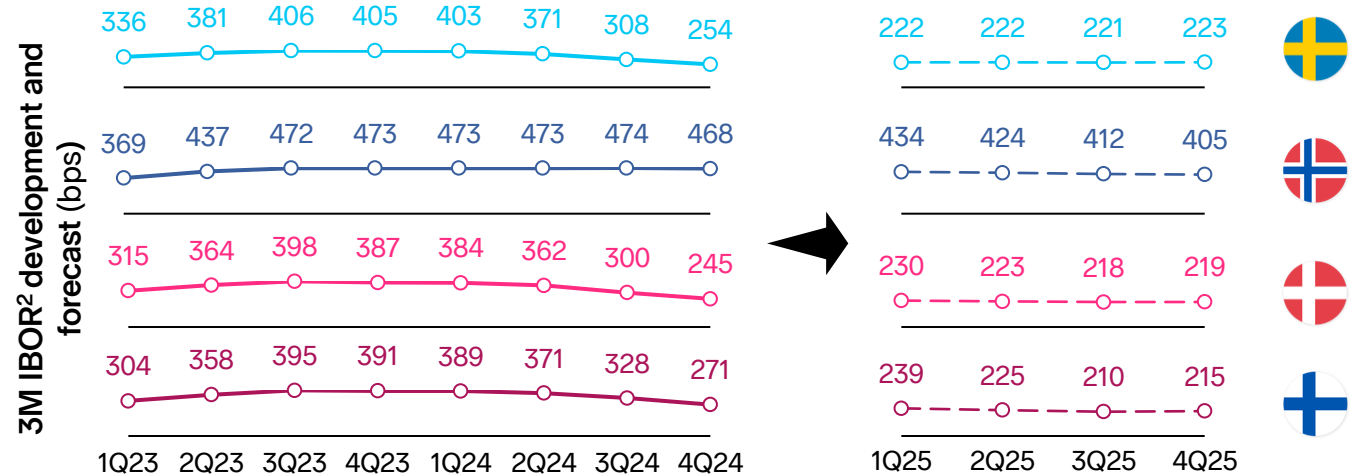
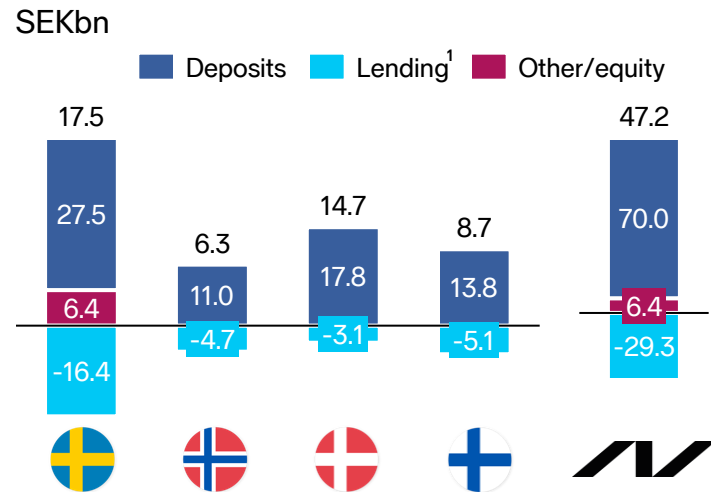
Liquidity portfolio snapshot: ~SEK1.25bn in 2025*

*Assumes 4Q 2024 volume, currency allocation, credit spreads and market consensus estimates for 3M fwd IBOR development.

Volume



Volume 4Q 2024

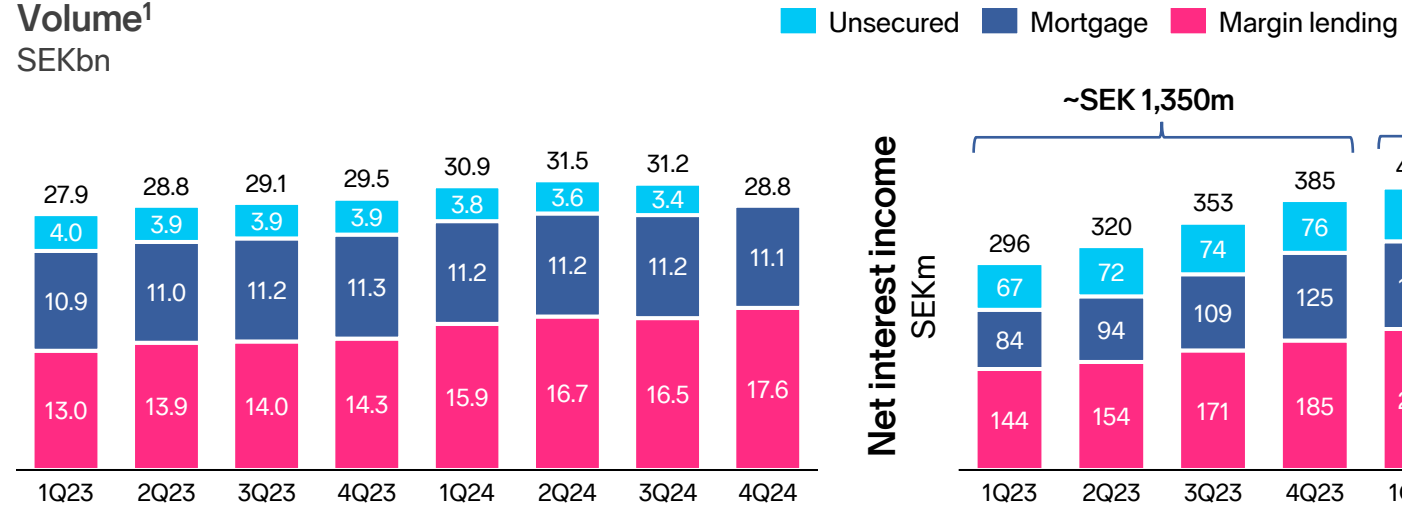


(1) Including lending against pledged cash and cash equivalents; (2) Source: Bloomberg as per 2025-01-14

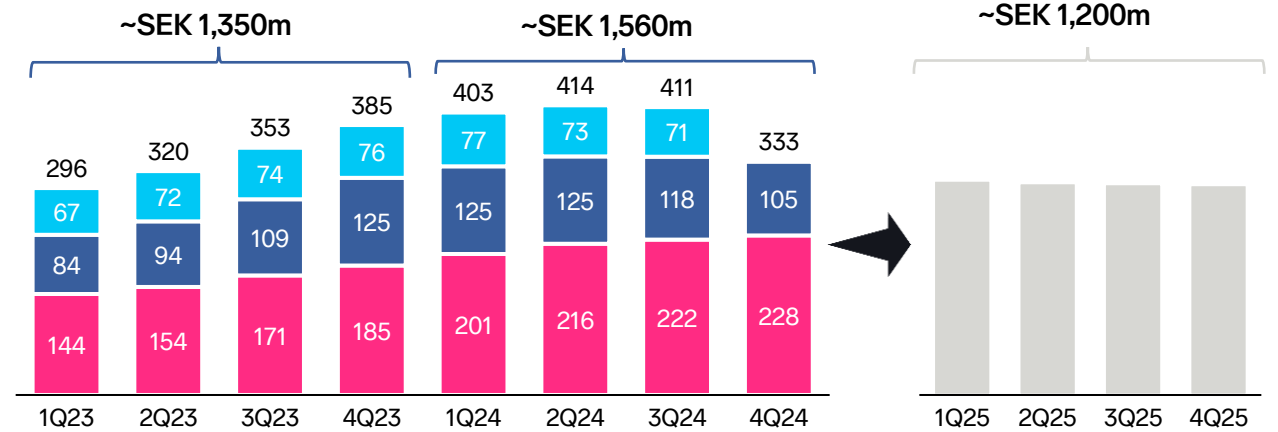
Loan portfolio snapshot: ~SEK1.2bn in 2025*

*Assumes 4Q 2024 volume, interest as per 1st of January, 3M fwd IBOR consensus estimates and passthrough of; Margin lending (50%), Mortgage (100%)

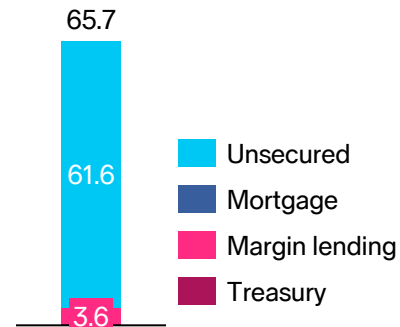
Volume¹
SEKbn



Net interest income
SEKm



Net credit losses²
SEKm | 2024

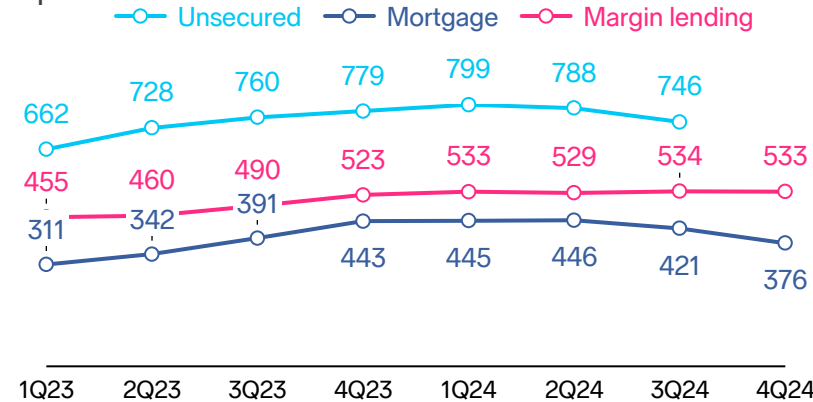


Loan-to-value
%

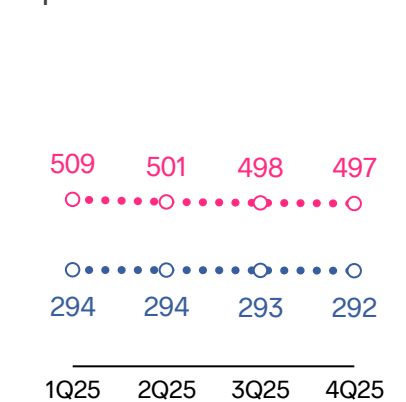
35-45%
Margin lending

~45%
Mortgage

Margins
bps



Fwd margins (based on*)
bps



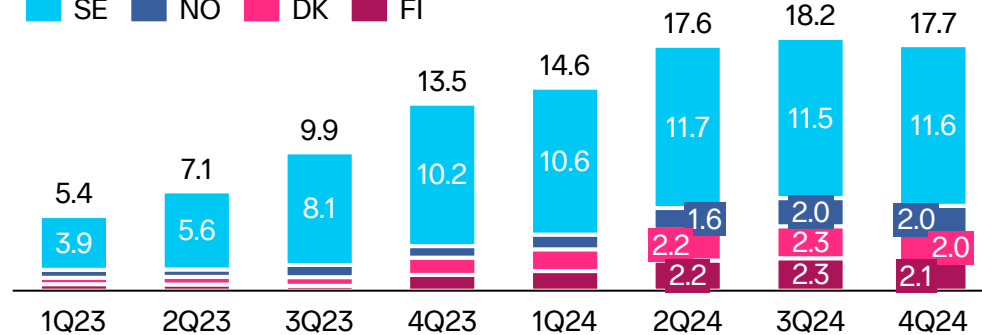
(1) Excluding lending against pledged cash and cash equivalents; (2) Adjusted for resolution of credit loss reserve of SEK 55.7m relating to divestment of unsecured lending portfolio during 4Q24. Statutory credit losses amounted to SEK 10m for FY 2024.

Deposit interest cost snapshot: SEK 400m in 2025*

* Assumes 4Q 2024 volume with 100% passthrough of 3M fwd IBOR changes. Assumes that interest on non-savings account deposits remains at 4Q 2024 levels.

Development savings accounts SEKbn

SE NO DK FI



Share of deposits

42%

18%

13%

17%

Dec 24

Interest cost on total deposits (bps)

66

Interest cost on deposits bearing interest (bps)

225

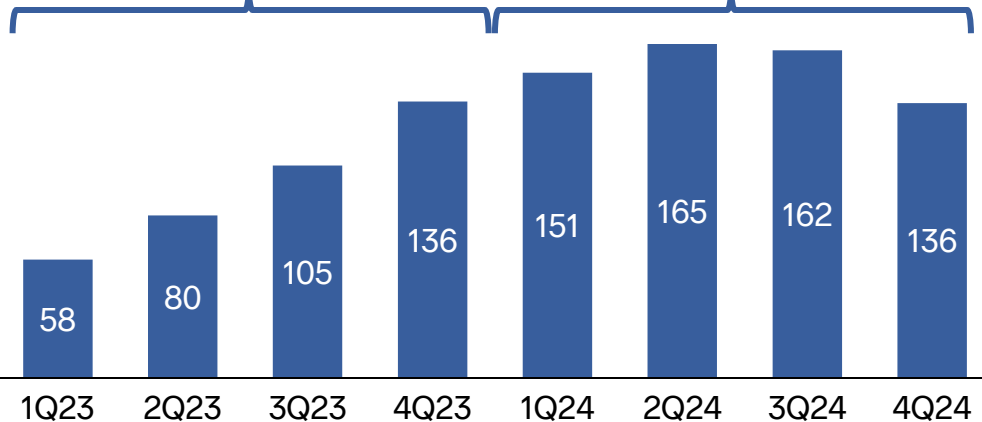
Share of customers' deposits eligible for deposit interest (%)

38%

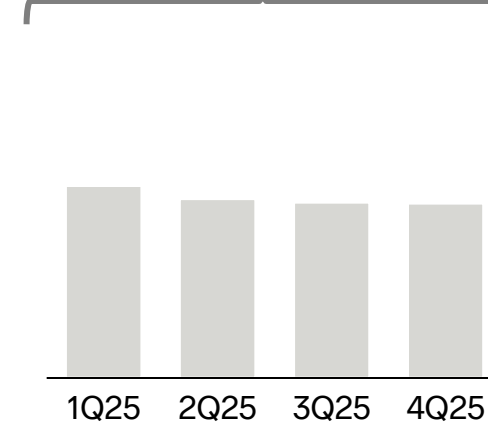
Interest cost SEKm

~SEK 380m

~SEK 600m

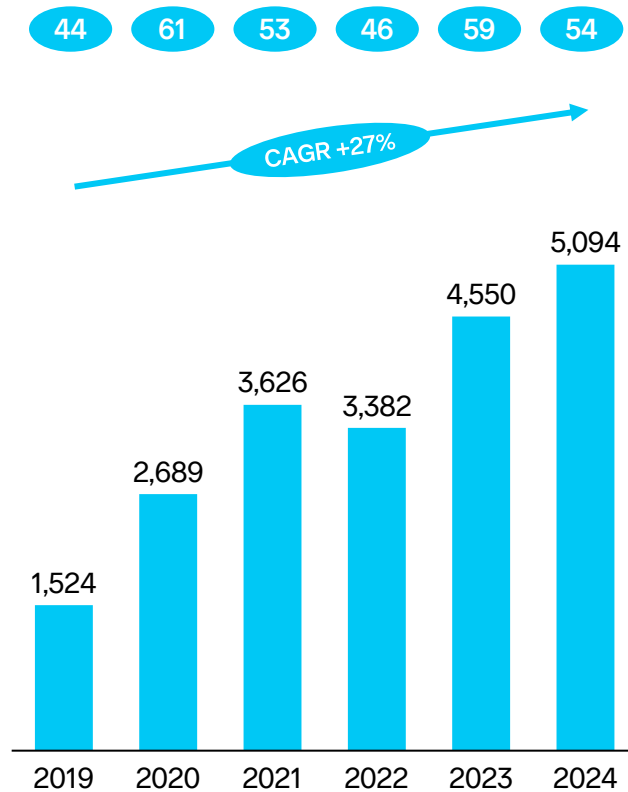


~SEK 400m

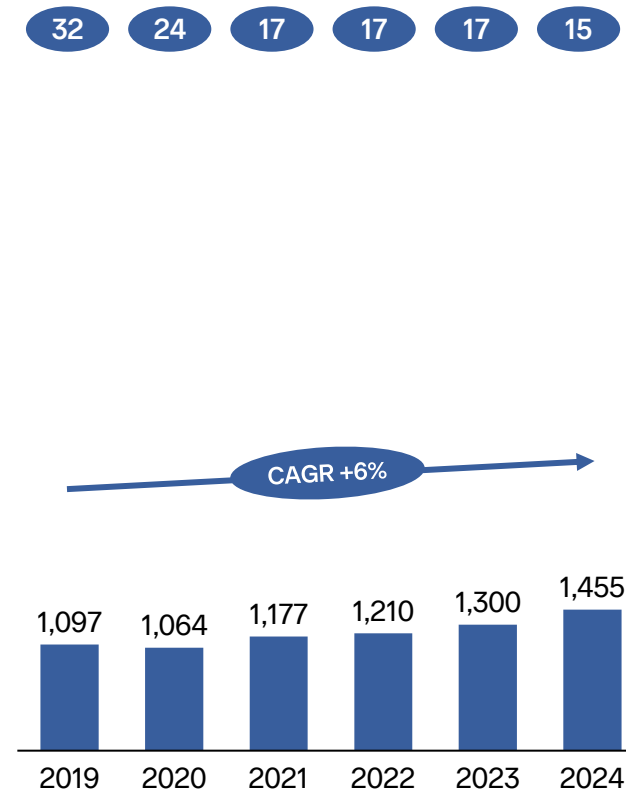


Business model with great operating leverage

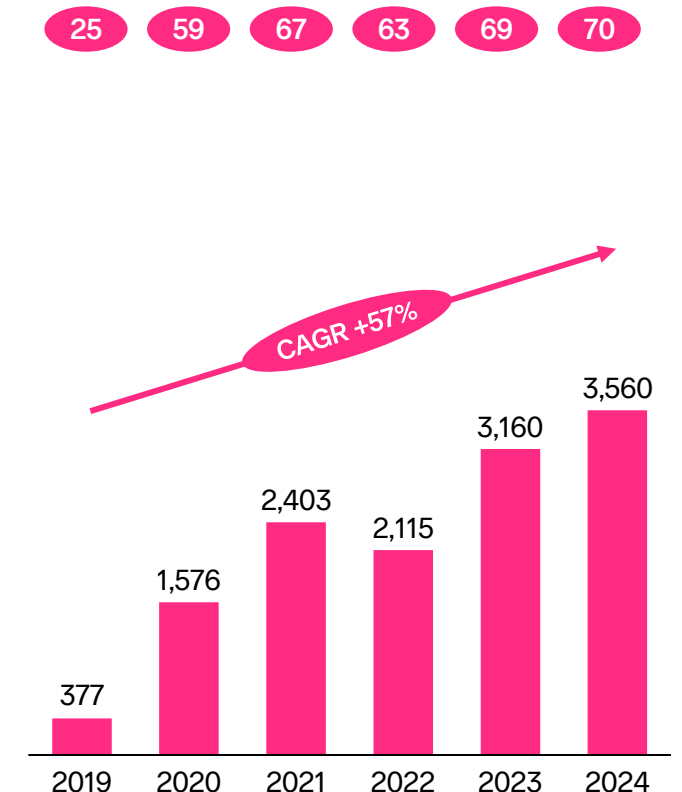
Adjusted revenue
SEKm




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

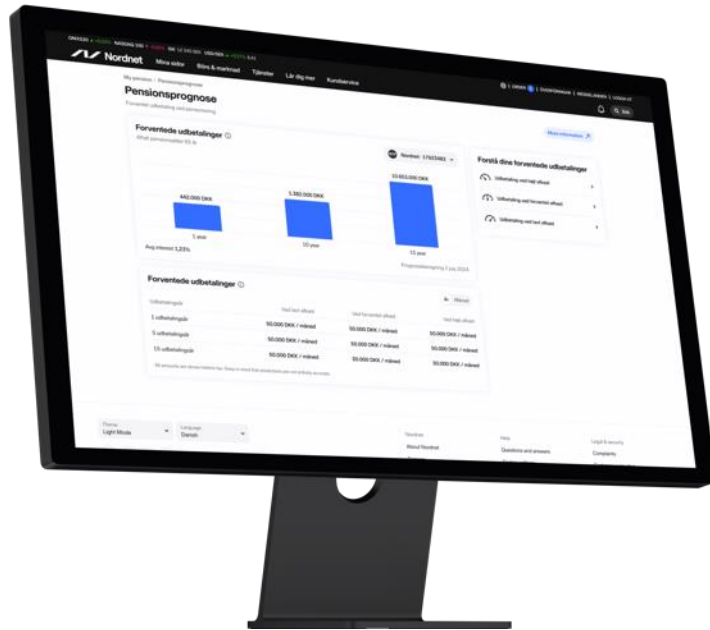
 Profit before tax margin (%)

Note: Refer to page 33-35 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.

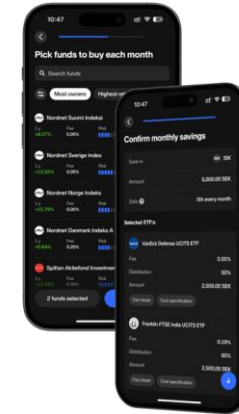
Select Q4 2024 product highlights

Flagship launch of “**Livrente**” in Denmark in October well received and has started strong

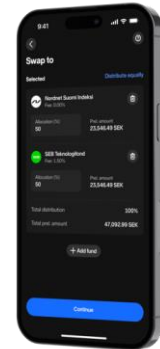


32 new versions of Nordnet’s award-winning app continuing to add customer-friendly functionality

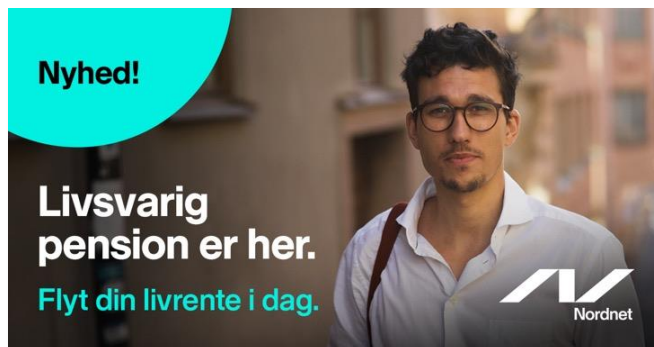
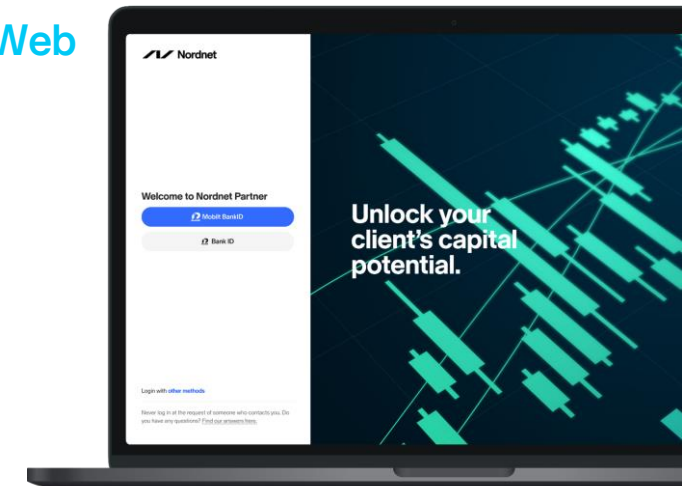
Monthly savings



Fund swap

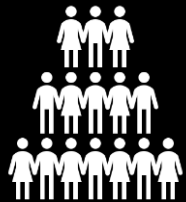


Launch of PartnerWeb for Nordnet’s B2B2C business



Livrente update (2025-01-24)

Since launch (2024-10-29)



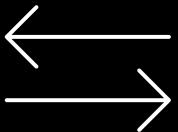
1,627

Customers¹



SEK 356m

Savings capital



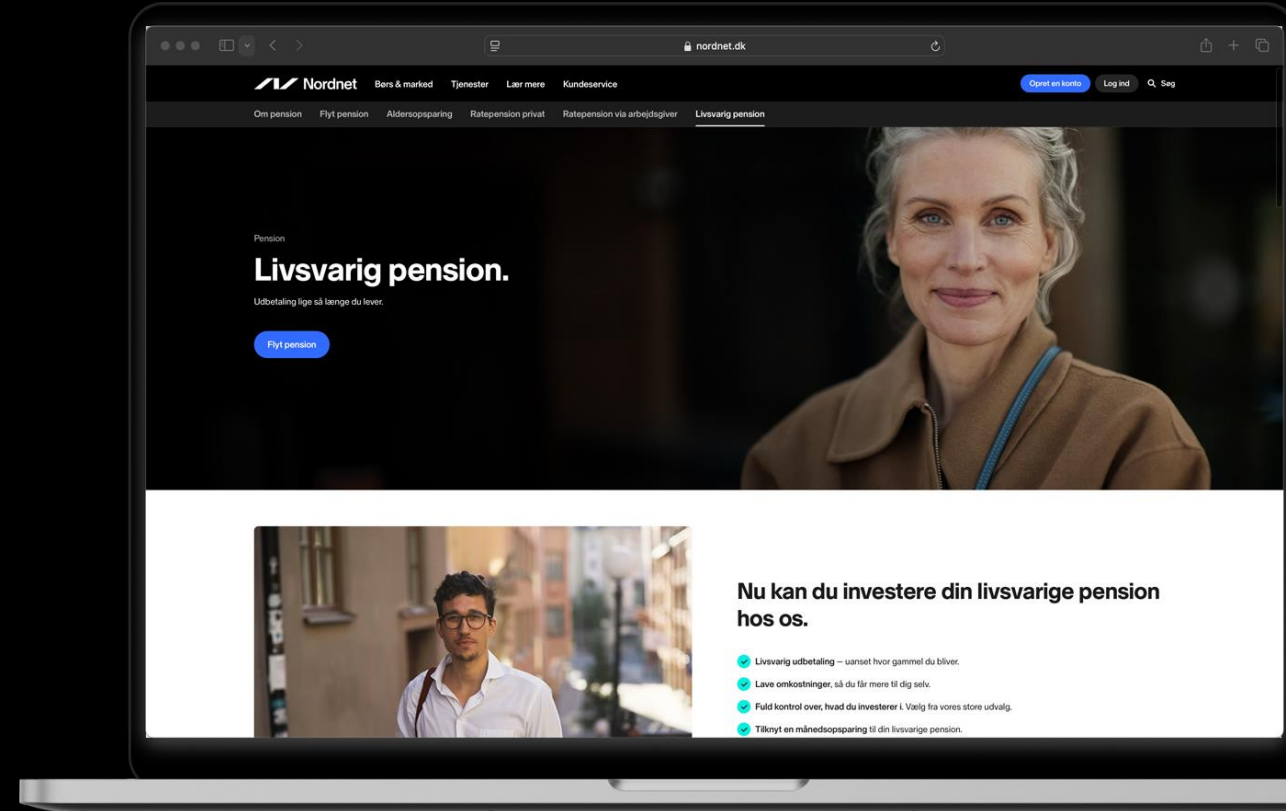
1,404

Initiated transfers²



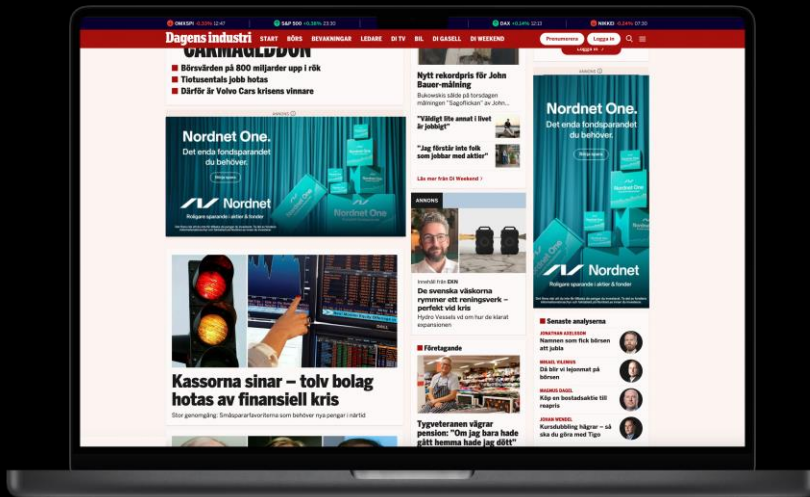
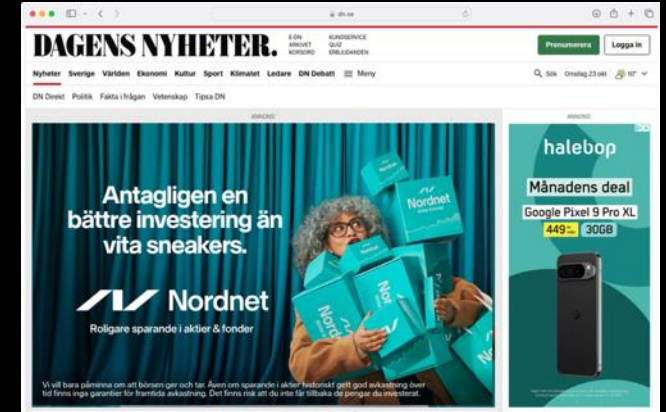
SEK 1,172m

Initiated transfers²

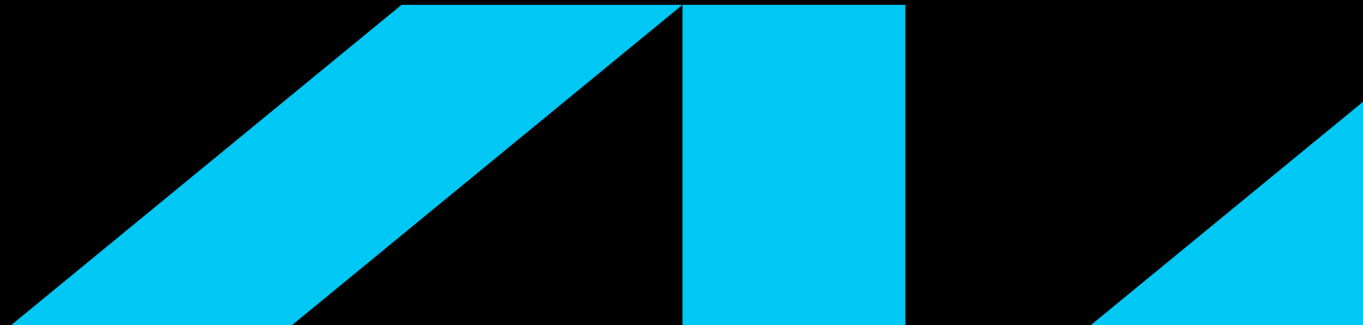


(1) Gross figures, 877 customers currently have capital; (2) initiated transfers are a mix of 30% pure Livrente and 70% mix Livrente/Rate Pension;

New brand concept: “The Joy of Savings”



Capital and liquidity situation



Strong capital situation creates flexibility

70.0

Deposits in SEKbn

47.2

Liquidity portfolio in SEKbn

67.3%

Liquidity in relation to deposits

6.8%

Deposits to savings capital ratio

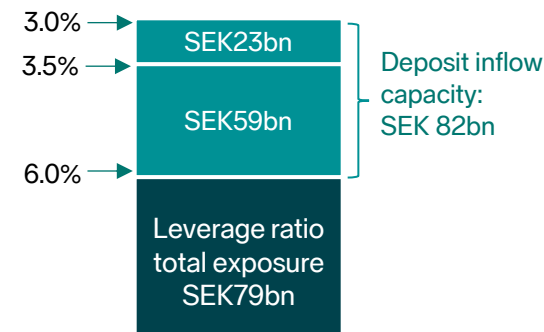
Regulatory metrics*

Consolidated situation

	Actual (vs req.)	Requirement
Total capital ratio	24.3% (+8.9pp)	15.5%
CET1 ratio	19.6% (+9.0pp)	10.7%
Leverage ratio	6.0% (+2.5pp)	3.0% (3.5% P2G)
LCR	380%	100%
NSFR	235%	100%

Leverage Ratio & deposit inflow capacity

SEKbn | %



In 2024 we have:

- Reduced AT1 capital by SEK 500m
- Paid SEK 1.8bn in dividends
- Bought back SEK ~300m worth of shares

Shareholder remuneration and capital targets

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

Introducing Nordnet's 5th market:

Germany

A dark teal map of Germany is positioned in the background, showing the country's borders and internal state boundaries.

Germany is a natural next step for Nordnet

Large and growing market

Good fit for Nordnet offering

Track record of geographic expansion

Resources available post Livrente launch

Secure long-term growth

Diversify business

Attractive market

Addressable market 2x the Nordics with ample growth and increasing equity participation

German savers value **trust, transparency, great UX and a complete product selection** – consistent with Nordnet's brand and offering

Well positioned

With Nordnet's existing **multi-market setup** we have the **institutional knowledge and infrastructure** to expand geographically while safeguarding Nordic growth

As of H2 2024, Nordnet is feature-complete in all Nordic markets **with resources available** for geographic expansion

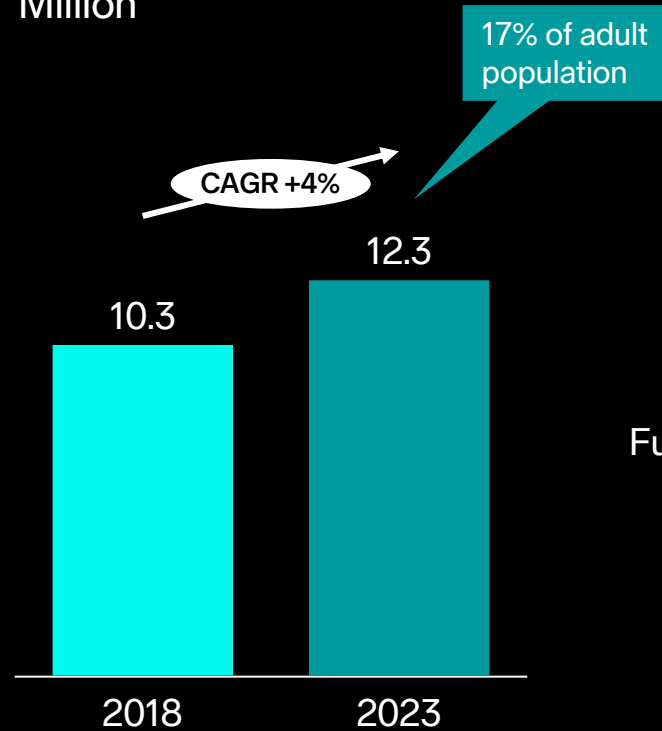
Aligns with strategy

With a long growth runway left in the Nordics, Nordnet can maintain **disciplined focus on long-term success** in Germany

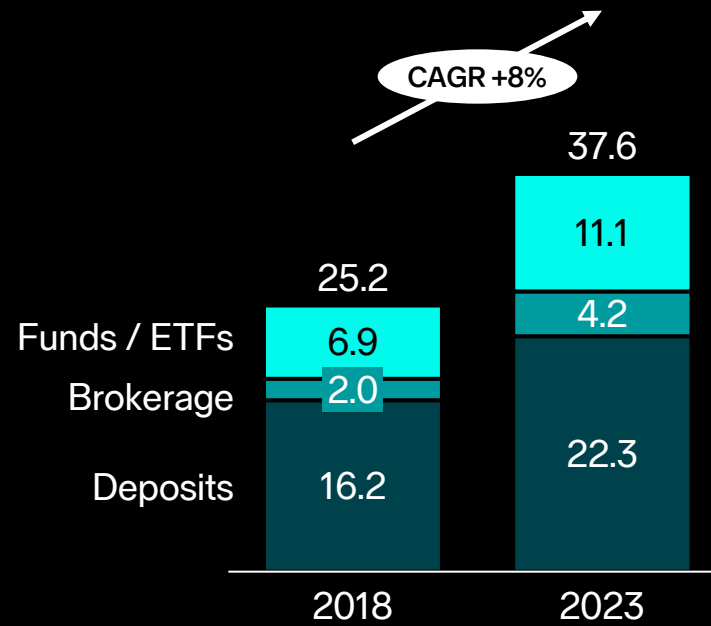
Relatively **small investment** to gain **significant long-term value** and further diversify the business

The German market is large with assets and equity participation growing rapidly

Share of adult population owning stocks or funds
Million



Addressable market
SEKtln



A market with great fundamentals

Half a million potential customers enter the market each year

TAM 2.4x versus the Nordics

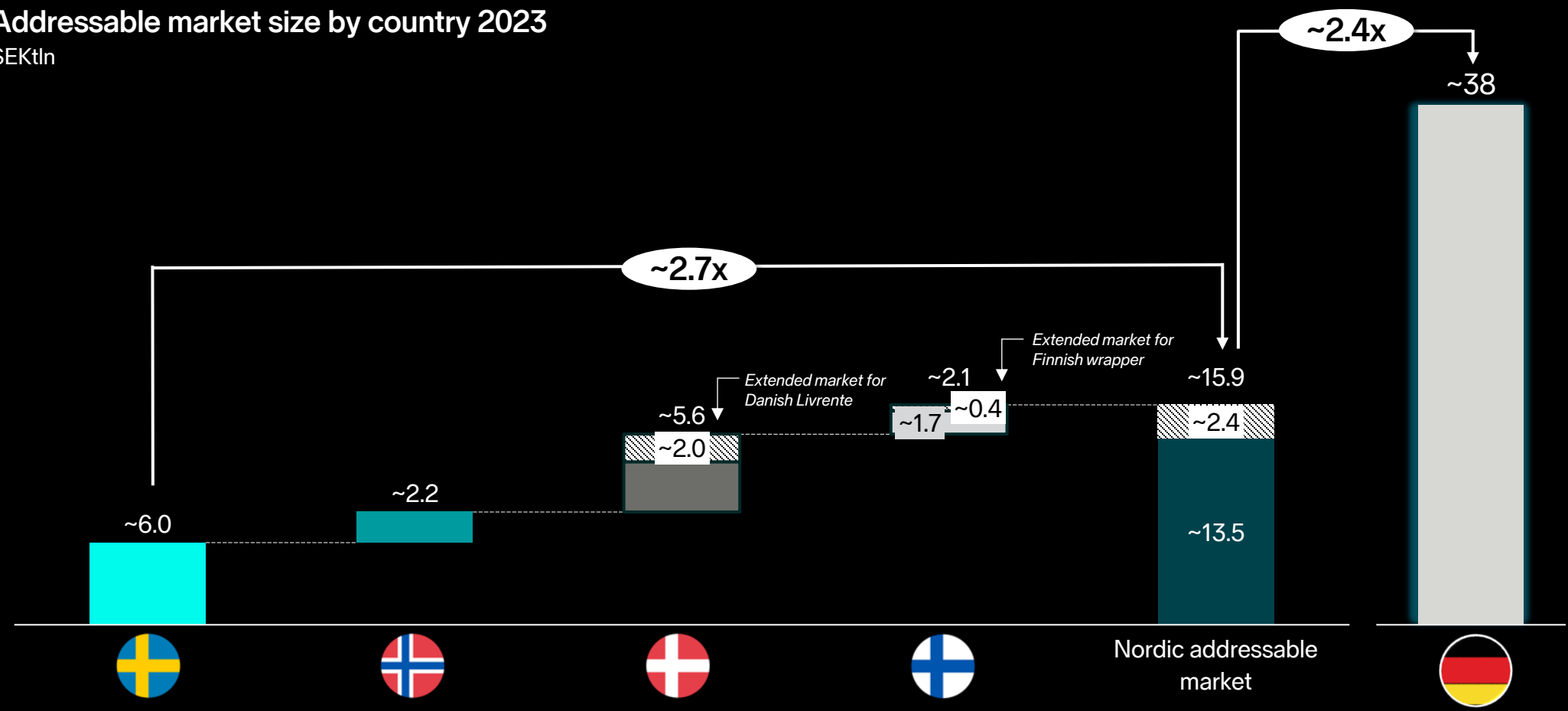
Brokerage and fund TAM +~110%/60% since 2018, in-line with Nordics

Digital platforms hold ~5% market share and growing rapidly

Potential pension reform could create further upside

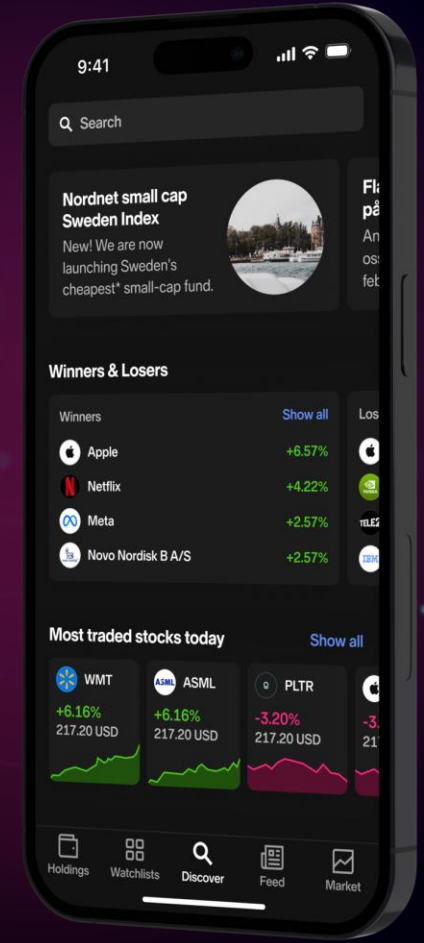
Doubling the addressable market to secure a long runway for growth

Addressable market size by country 2023
SEKtln








Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Finnish centre for pensions, Deutsche Bundesbank, BVI, Team analysis.
 Addressable market defined as the estimated part of the overall savings market that Nordnet caters to with its product offering

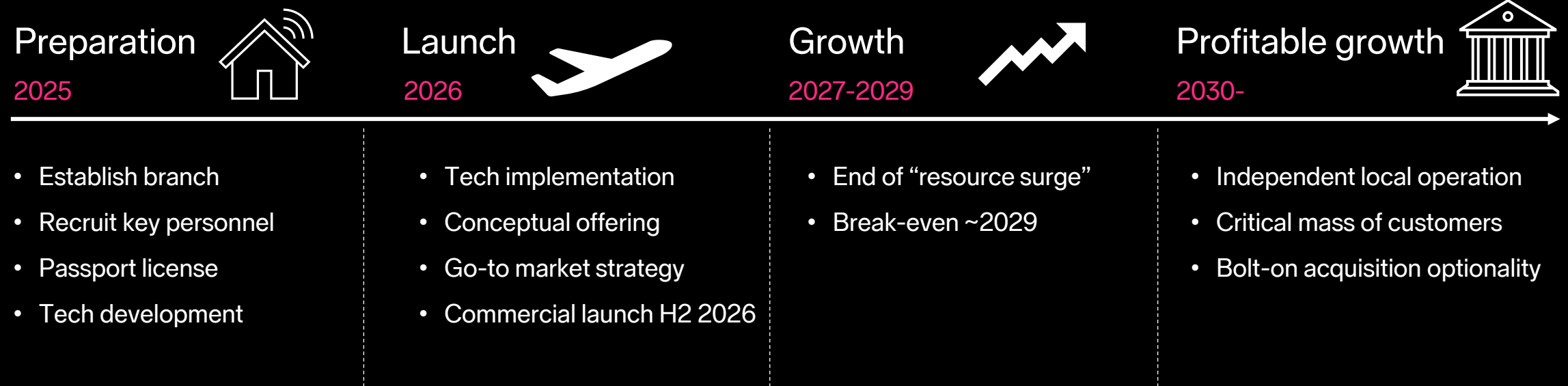
Nordnet's proposition is the key to success in any market



Exporting the one-stop shop playbook

						
Securities brokerage	✓	✓	✓	✓	✓	<i>Superior UX, attractive & transparent pricing, extend trading to more exchanges</i>
Funds	✓	✓	✓	✓	✓	<i>Lead with in-house funds adapted to local market, enhance ETF offering</i>
Pension	✓	✓	✓	✓		<i>Not in scope initially, longer term optionality with pension reform</i>
Margin lending	✓	✓	✓	✓	✓	<i>Opportunity to introduce modern margin lending to an underserved retail market</i>
Mortgage	✓	✓				<i>Not in scope</i>
Savings account	✓	✓	✓	✓	✓	<i>Key driver of net savings</i>

Utilize existing infrastructure for an efficient launch



Use existing

Tech platform, brand, products, currency setup, IT support systems, clearing & settlement

Adapt

Regulatory license, local language, ledger system, fund distribution agreements, customer onboarding process

Add

Local staff, local account types, tax reporting, AML reporting, customer identification, pricing model

Germany is an attractive, growing fifth market to add to Nordnet's Northern European footprint

Large TAM which extends growth runway and provides revenue optionality at relatively low cost

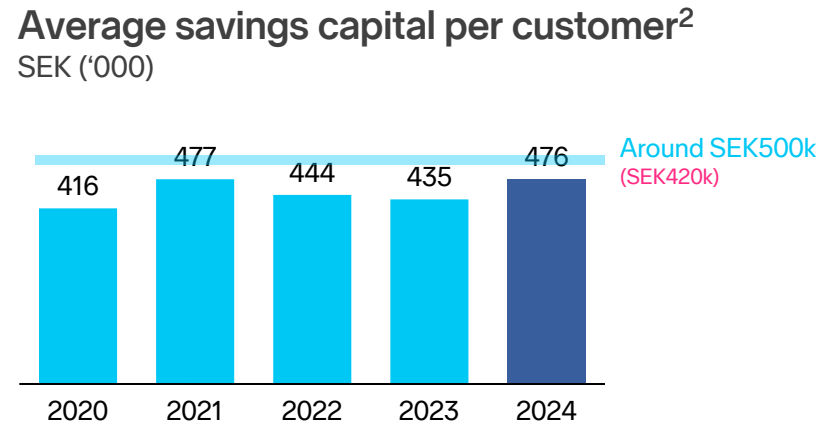
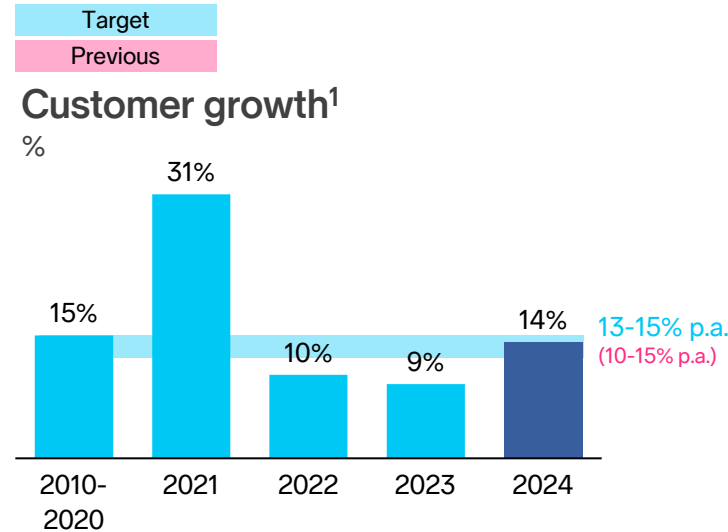
German market is a good fit for Nordnet's USPs to leverage existing strengths and digital platform

Nordnet has a track record of successfully green fielding new markets complemented by bolt-on acquisitions



Nordnet

Updated medium-term financial targets

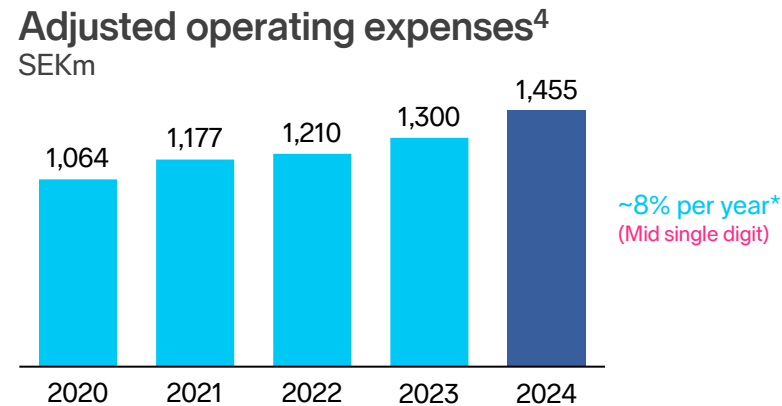
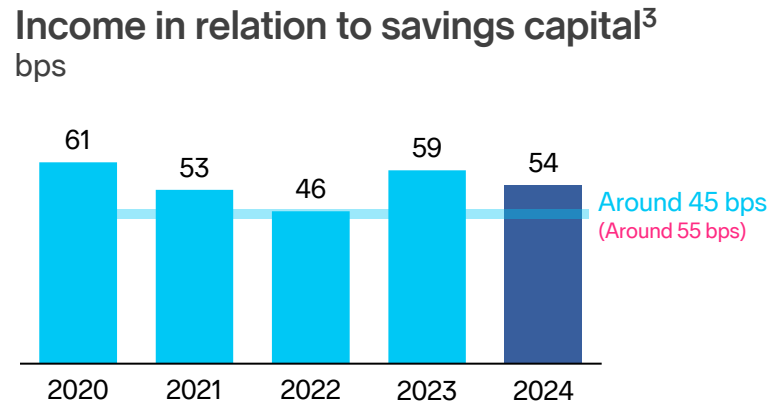


Shareholder remuneration

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%

*Excludes investments into Nordnet Germany, expected to be SEK 60m in 2025 ramping up to SEK 100m by 2028

(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; Customer growth during 2024 was 12.5% including the 22,800 customers that during H2 2024 were offboarded relating to disinvestment of unsecured lending portfolio. (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 33-35; (4) Adjusted operating expenses in accordance with reconciliation on page 33-35. Includes amortisation of PPA intangibles and excludes credit losses.

Key priorities for 2025

Lay groundwork for launch of Nordnet Germany.

Realize potential in new Livrente product. Continue strong net flows in the fund and pension business.

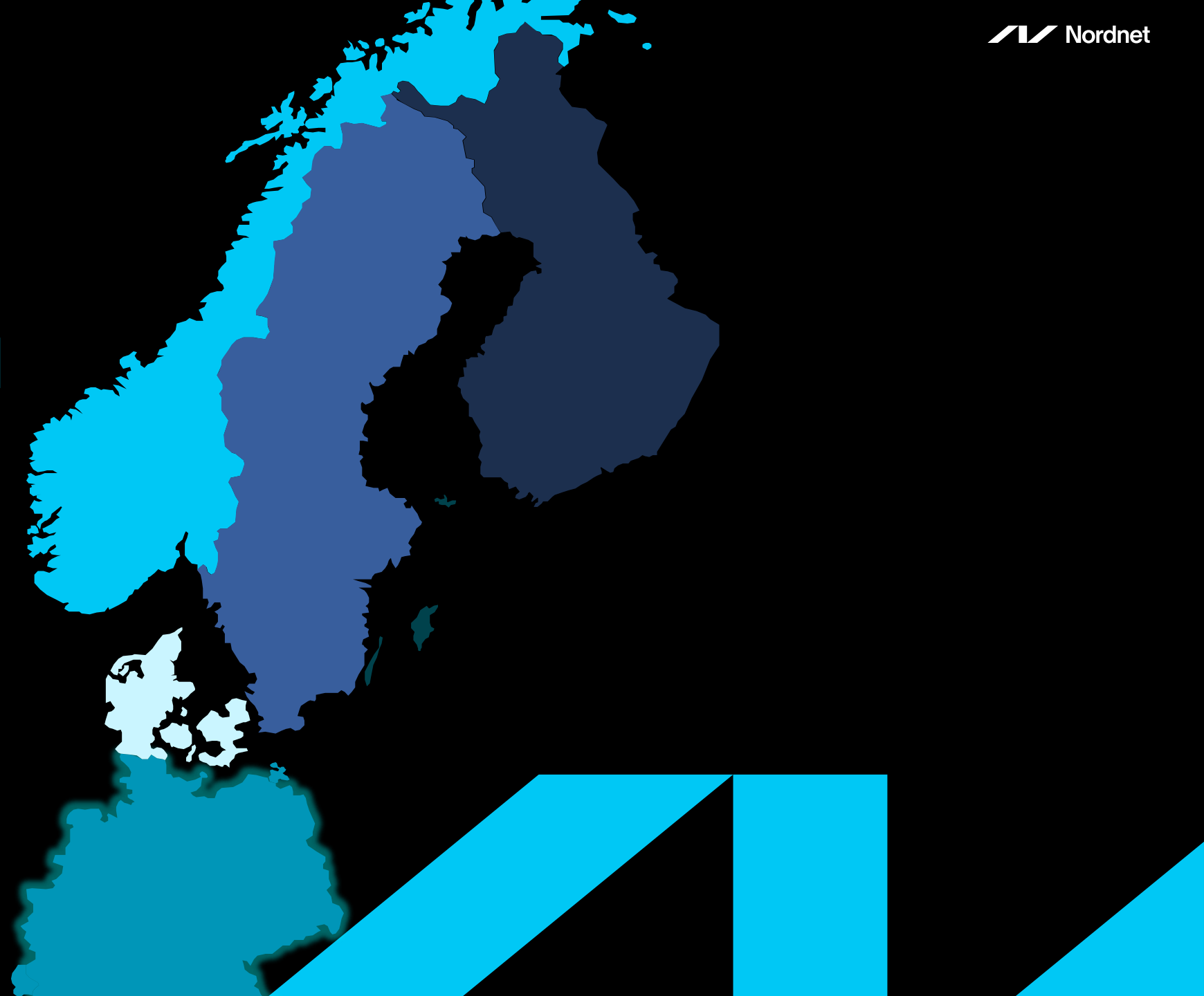
Enhance high-end offering for private banking and active trading customers.

Pan Nordic roll-out of new brand campaign.

Maintain focus on cost control.



Thank you



Financial highlights fourth quarter 2024

SEKm unless otherwise stated	Q4 2024	Q3 2024	QoQ %	Q4 2023	YoY %
Condensed P&L¹					
Adjusted total income	1,316	1,226	7%	1,189	11%
Adjusted operating expenses	(391)	(358)	9%	(335)	17%
Adjusted profit before tax	919	852	8%	830	11%
KPIs					
New customers	+69,500 ²	+74,700	(7%)	+38,500	81%
Customers	2,096,400	2,049,800	3% ²	1,862,900	14% ²
Net savings (SEKbn)	19.2	16.3	18%	9.8	95%
Savings capital (SEKbn)	1,032	989	4%	825	25%

(1) Refer to page 33-35 for additional detail on items affecting comparability; (2) Adjusted for disinvestment of unsecured lending portfolio which resulted in reduction of 22,800 customers during 4Q24,

Summary P&L

SEKm	Q4 2024	Q3 2024	QoQ %	Q4 2023	YoY %
Adjusted total income	1 316	1 226	7%	1 189	11%
Adjusted operating expenses	(391)	(358)	9%	(335)	17%
Net credit losses	(2)	(13)	(85%)	(23)	(92%)
Imposed levies: Resolution fees	(3)	(3)	0%	(2)	61%
Adjusted profit before tax	919	852	8%	830	11%
Items affecting comparability (IAC), income	58				
Items affecting comparability (IAC), expenses	(191)				
Items affecting comparability (IAC), credit losses	56				
Reported profit before tax	842	852	(1%)	830	1%
Tax	(183)	(155)	18%	(157)	16%
Reported net income	659	697	(5%)	673	(2%)
Adjusted net income excl, IAC	734	697	5%	673	9%
Adjusted net income excl, IAC and amortisation of intangible assets due to PPA	738	702	5%	678	9%

Note: Refer to page 34 for additional detail on items affecting comparability

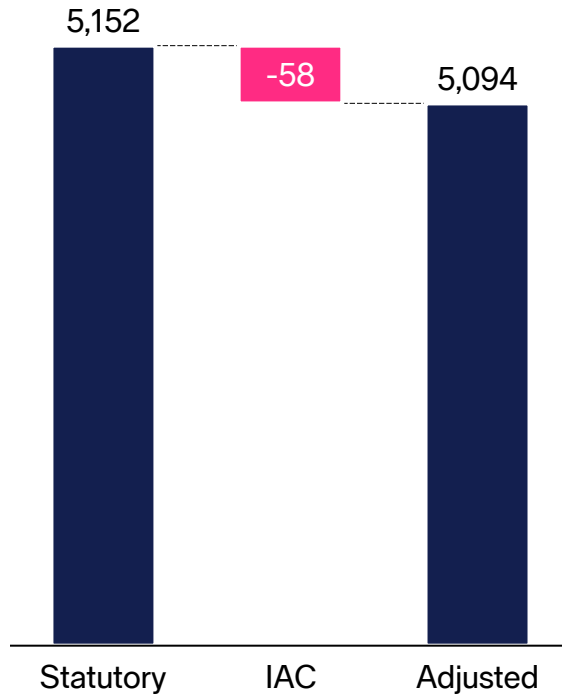
Items affecting comparability

SEKm	2024	2023	2022	2021	2020	2019	2018	2017
Non-recurring items – Expenses								
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)					
Divestment unsecured lending portfolio	(155)							
One time gratification	(36)							
Non-recurring items – Income								
Revaluation of the shareholdings in Tink AB ¹						66		
Divestment unsecured lending portfolio	58							
Non-recurring items – Credit losses								
Divestment unsecured lending portfolio	56							
Total	(78)	-	(81)	-	(129)	1	(16)	(45)

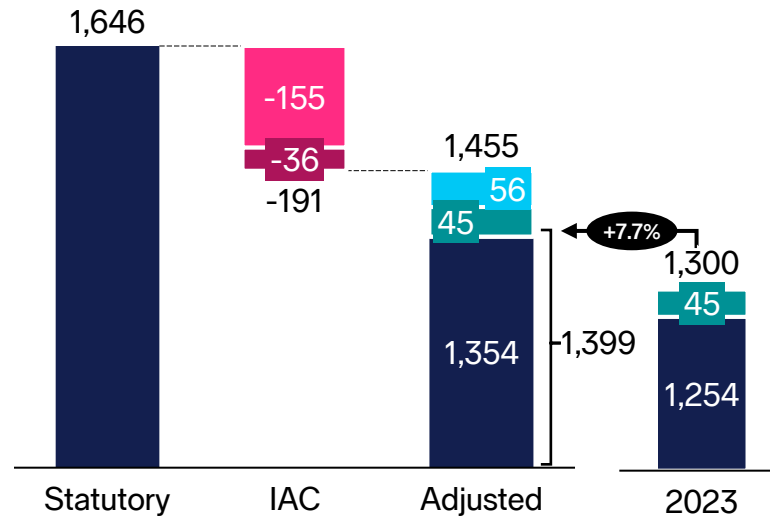
(1) The shareholding was divested in 2019.

Items affecting comparability 2024

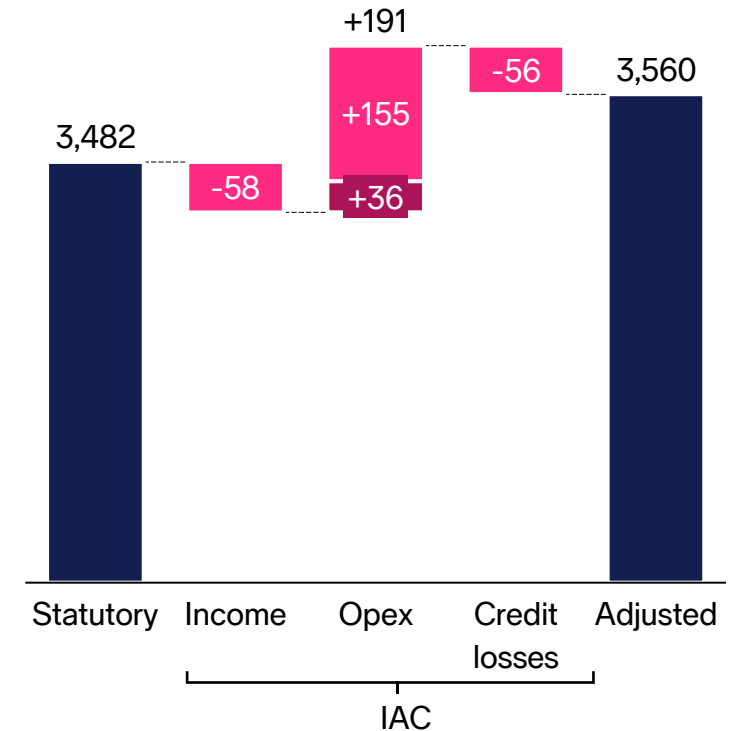
Operating income
SEKm



Operating Expenses
SEKm



Profit before taxes
SEKm



■ One time gratification
 ■ Divestment unsecured business
 ■ 2023 marketing
 ■ Additional 2024 marketing

Split by PnL lines

- **Income (58)** of which net interest income (-21), other income (+79)
- **Operating expenses (-191)** of which general administrative expenses (-109), depreciation and amortization (-82)

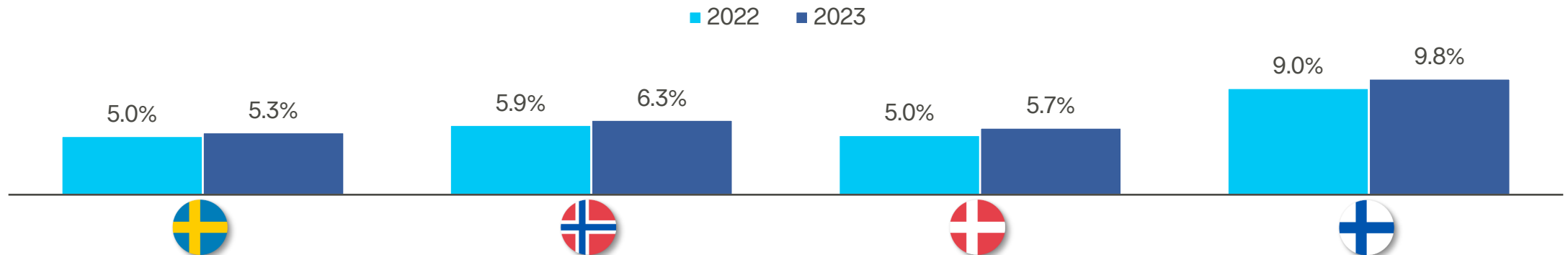
Strong customer satisfaction driving market share gains

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



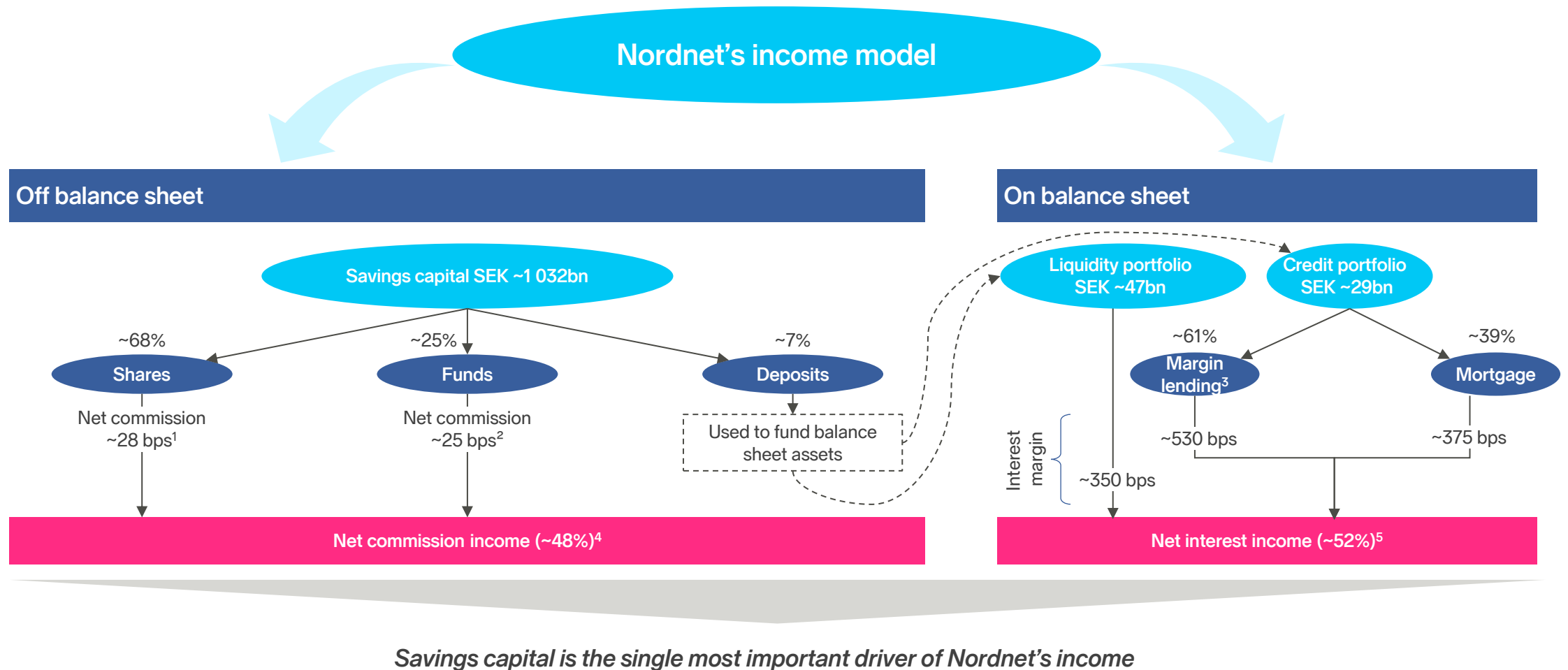
...which translates into increasing market shares across our geographies

Market share based savings capital in relation to total addressable market



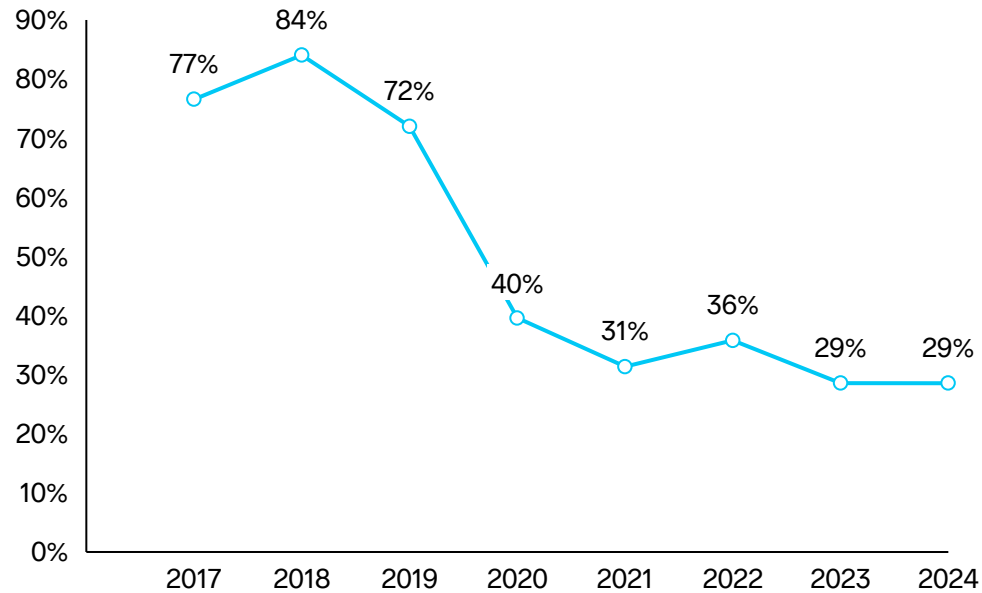
(1) Addressable market defined as the estimated part of the overall Nordic savings market that Nordnet caters to with its current product offering; Source: SCB, Svensk Försäkring, SSB, Finans Norge, Nationalbanken Denmark, Statistics Denmark, Statistics Finland, Porssisaatio, team analysis.

Nordnet has a capital light business model

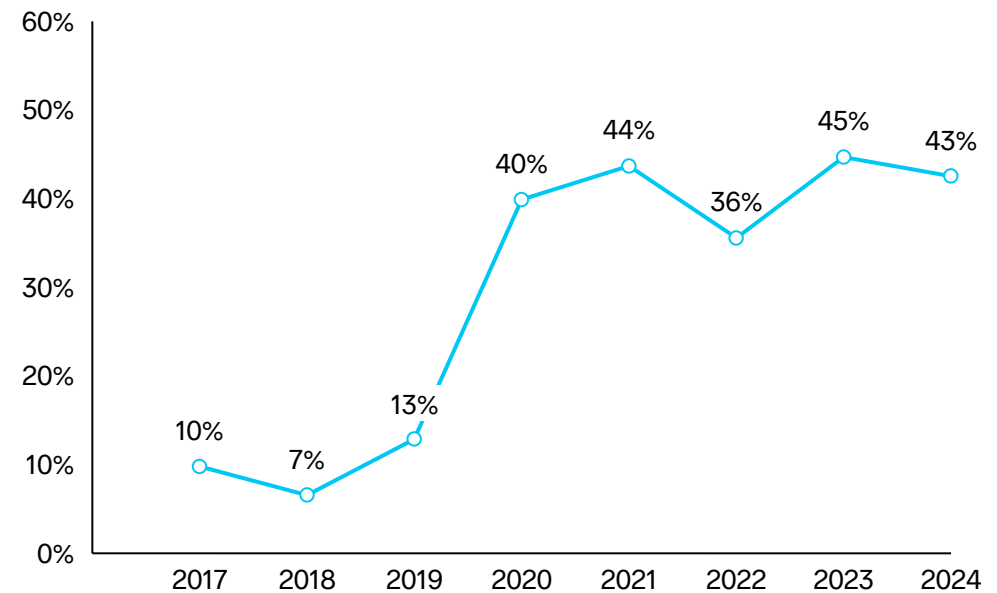


Strong cost to income ratio and attractive return on equity

Adjusted cost income ratio

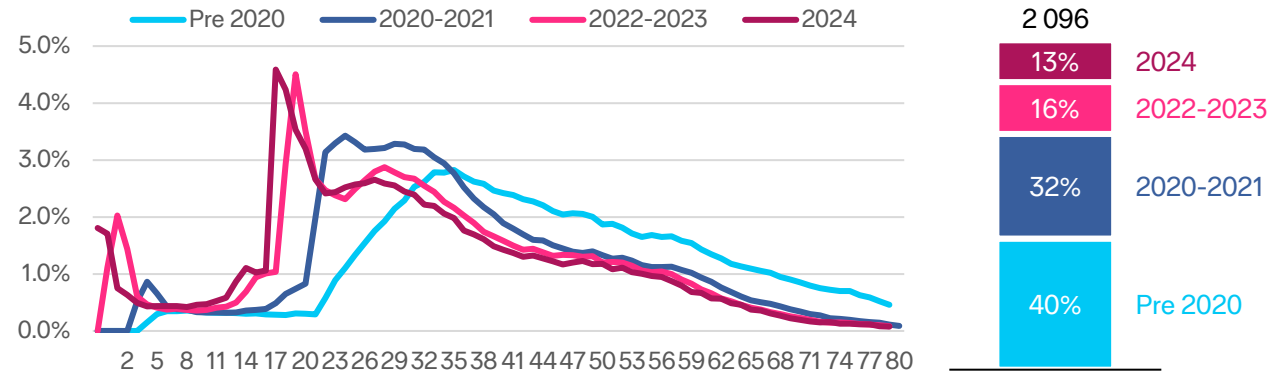


Adjusted return on equity

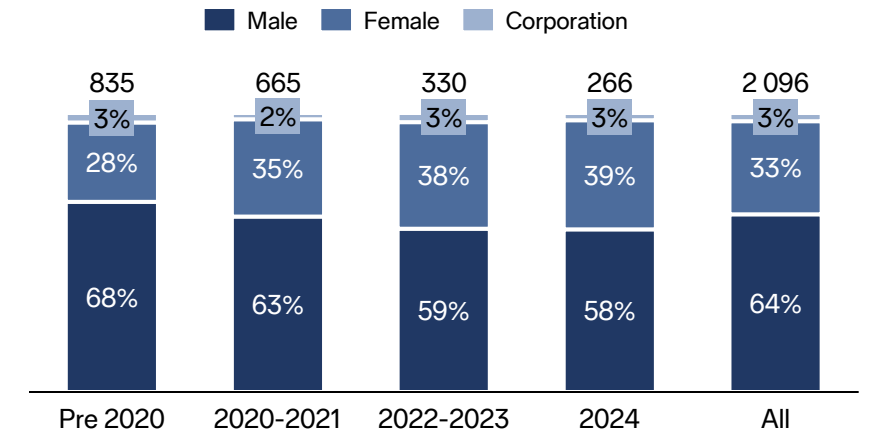


New customers are younger, higher share of women and own more funds

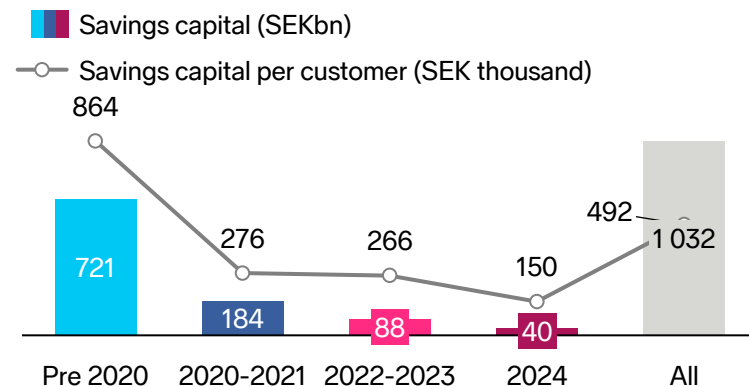
Share of customers per cohort and age¹
%



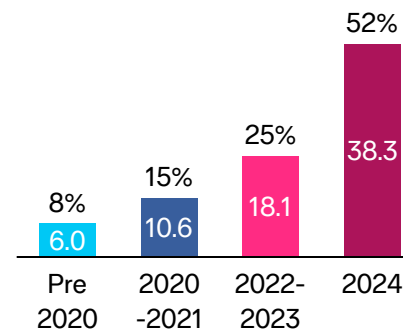
Share of customers by cohort and gender
4Q24 | ('000)



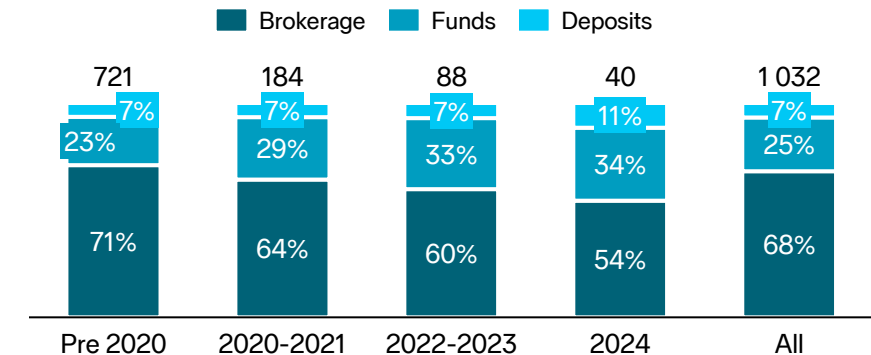
Savings capital per customer 4Q24



Net savings 2024
SEKbn | % of total



Share of savings capital by cohort and asset type
4Q24 | SEKbn

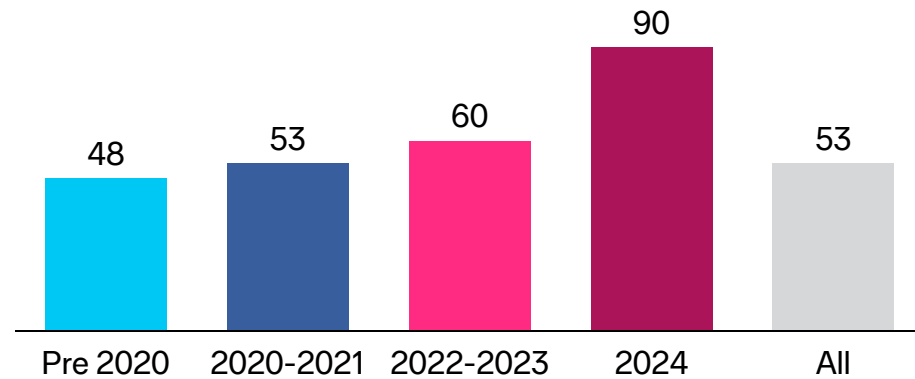


(1) Excludes companies and private customers > 80 years.

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

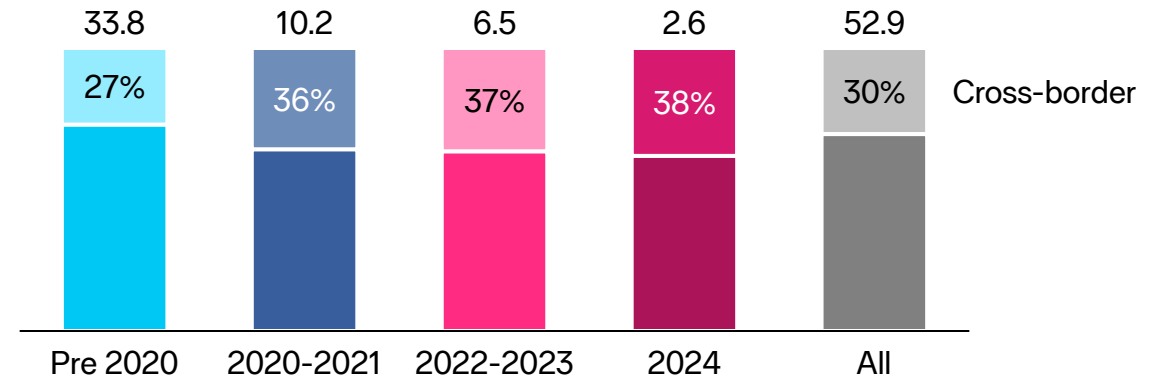
Revenue margin 2024

bps



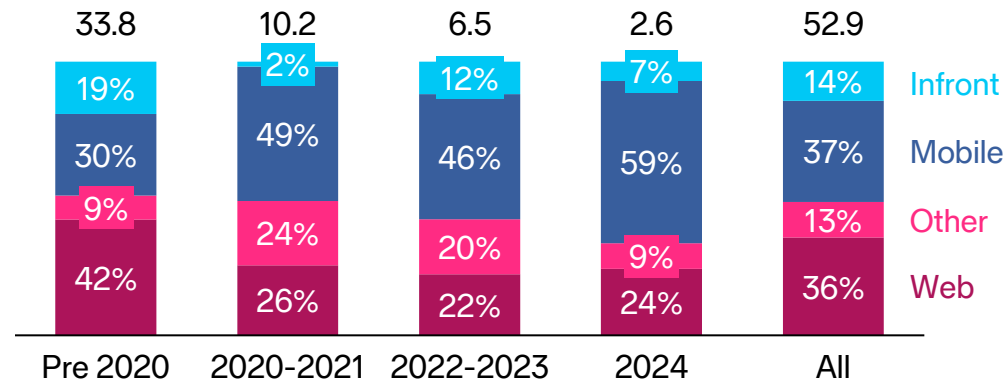
Share of cross-border trades 2024

% | million trades



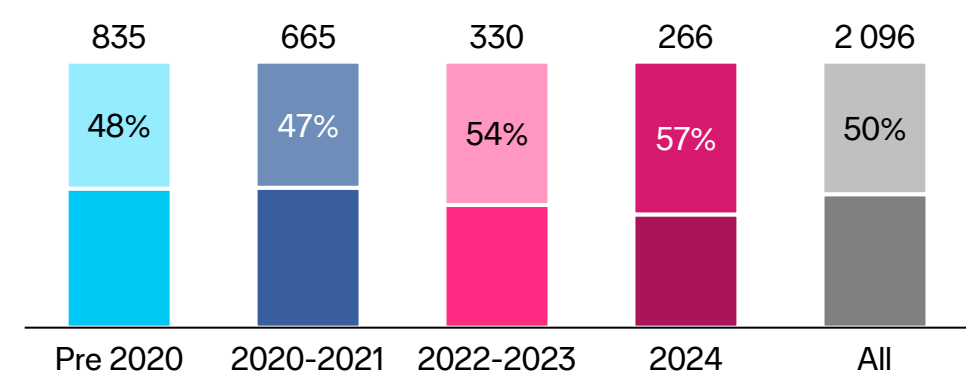
Share of trades per application 2024

% | million trades



Share of customers trading during 2024¹

% | Thousand customers

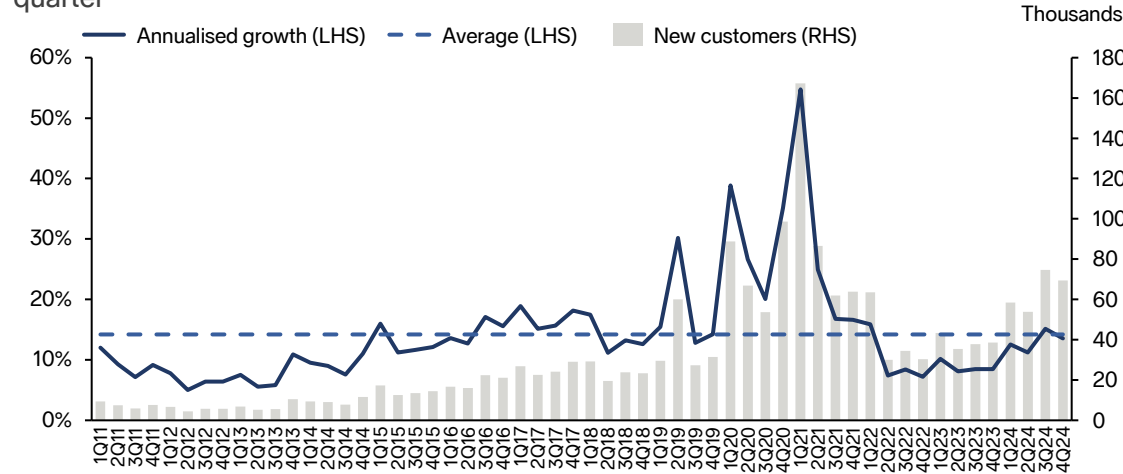


(1) Number of unique customers making at least one trade during the period divided by number of customers end of the period.

Recovery in customer growth and savings ratio

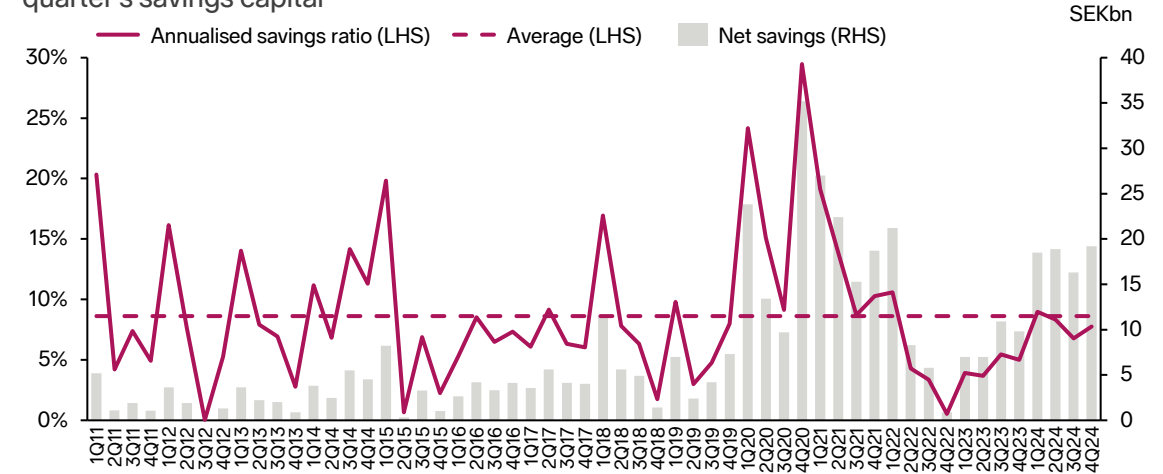
Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

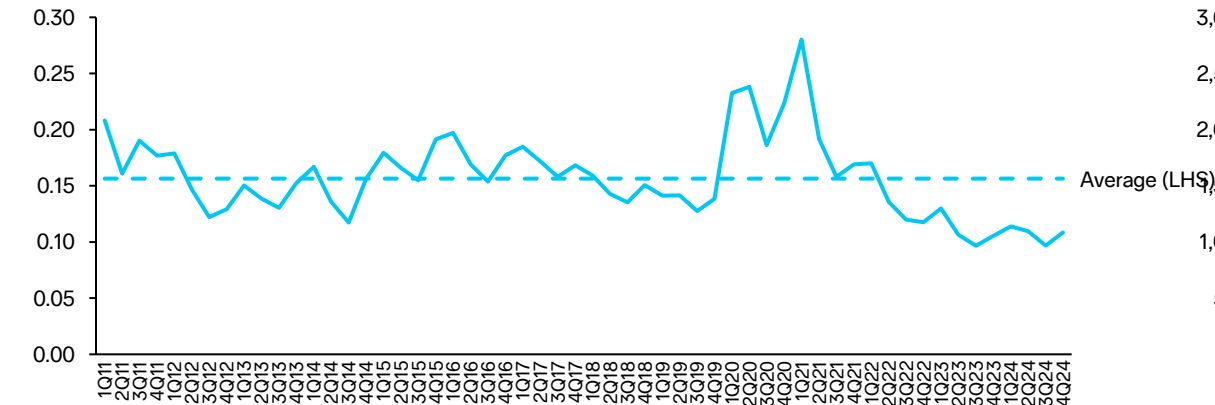


Annualised savings ratio

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

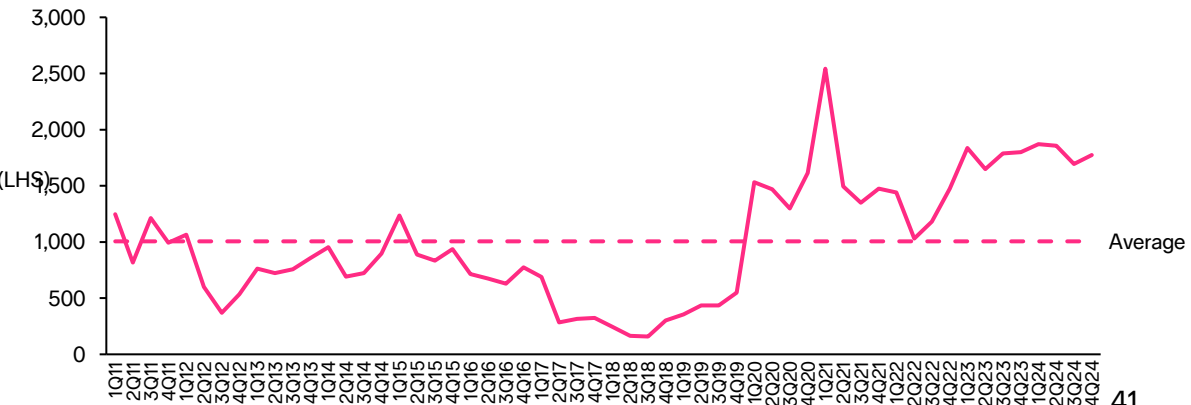


Trades per customer per trading day



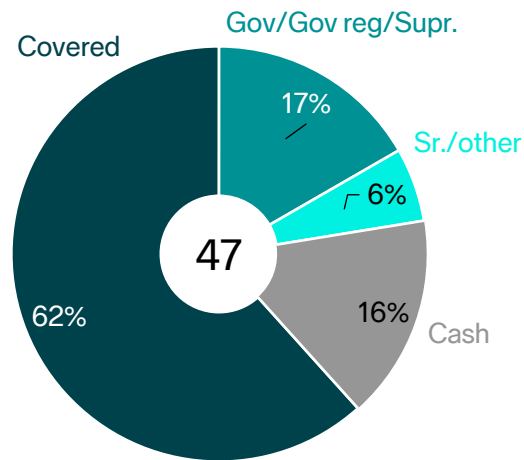
Annualised profit per customer (SEK)

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

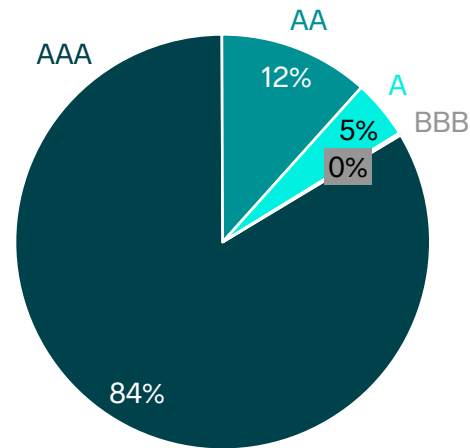


Strong liquidity position with and good credit quality and balanced maturity profile

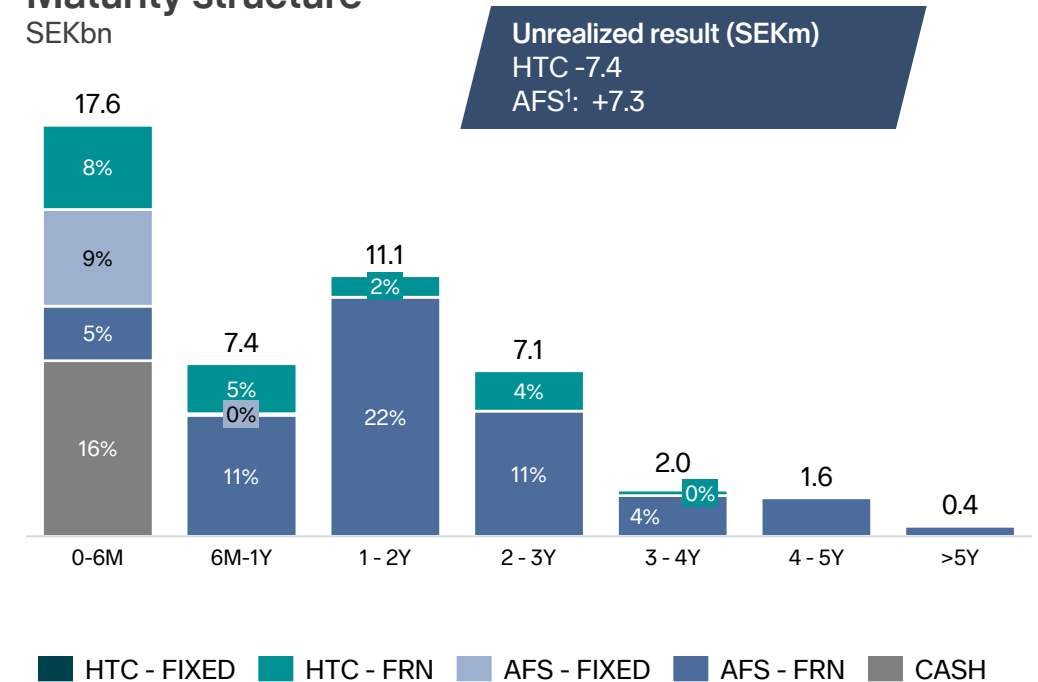
Exposure class
SEKbn



Portfolio rating
% (S&P equivalent)



Maturity structure
SEKbn



Note: Figures as per 2024-12-31

(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



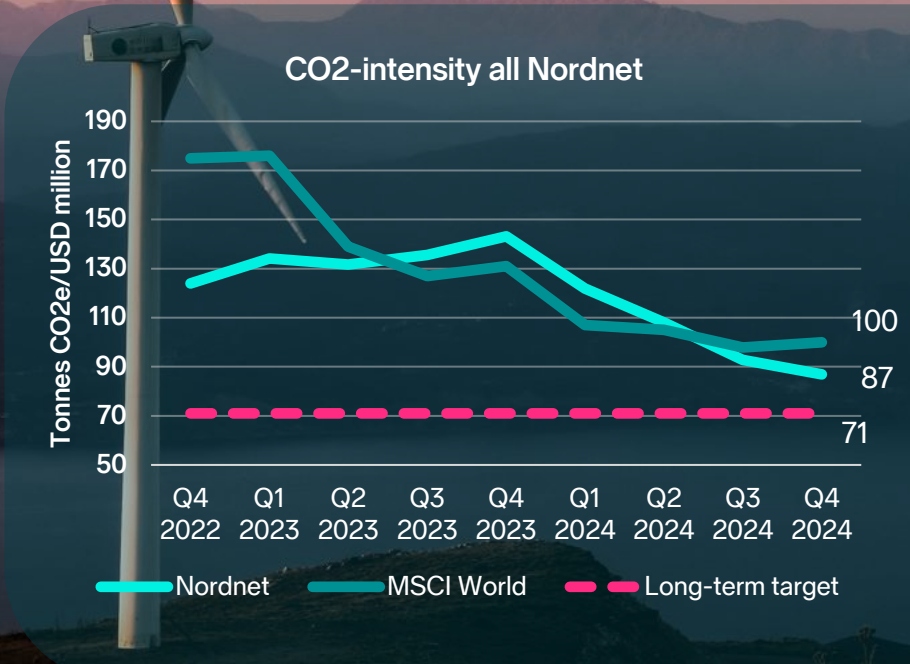
- Practice transparency, compliance and a high ethical standard
- Reduce impact on the environment and climate in own operations and supply chain
- Promote physical and mental health through a good working environment
- Workplace characterized by equality & diversity

Making it easier to invest more sustainably

Make it easier for customers to invest more sustainably by creating digital and user-friendly tools

Have a broad set of sustainable savings and investment alternatives

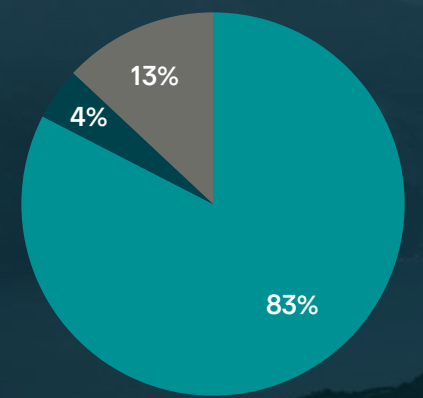
Inspire and broaden the knowledge about sustainable savings and investments



Proportion of new customers who are female during Q4

37.6%

Share of fund capital in green funds*, Q4



■ Article 8 ■ Article 9 ■ Neither article 8 or 9

*Article 8 funds are those that promote environmental or social characteristics, or a combination of these. Article 9 funds are those with sustainable investment as an objective.