



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

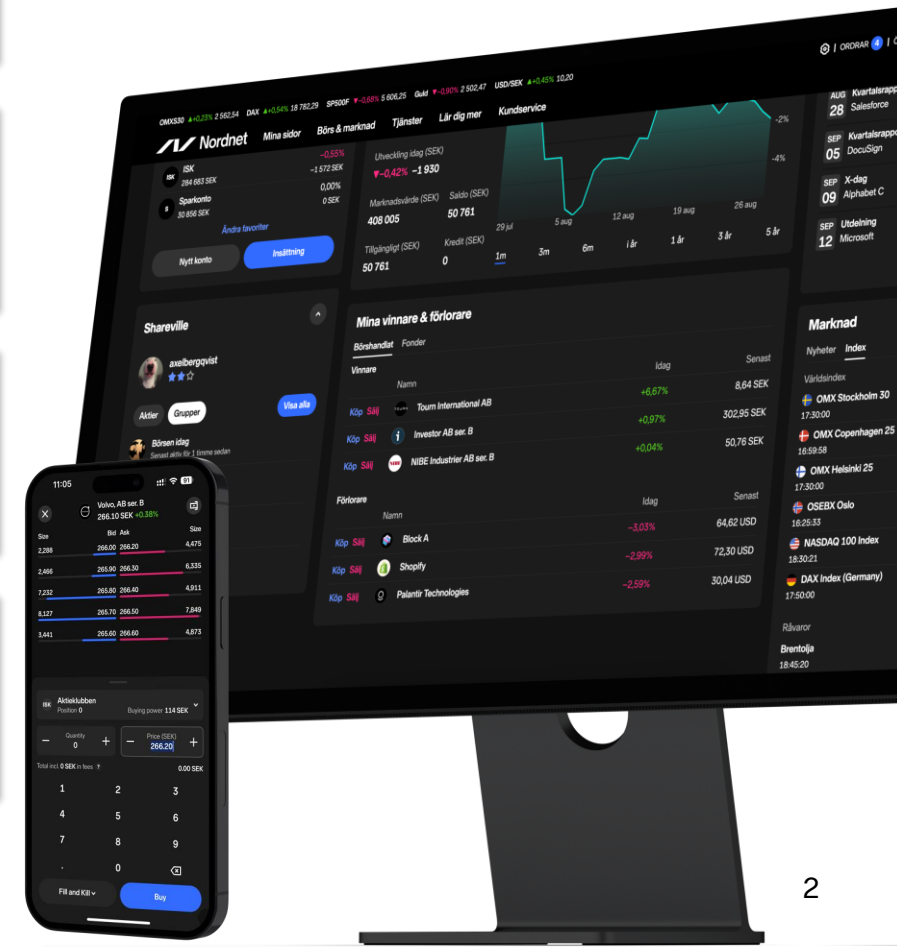
Cost growth expected to trend in line with guidance for full year

Healthy trading activity and strong brokerage margin

Share buyback programme initiated

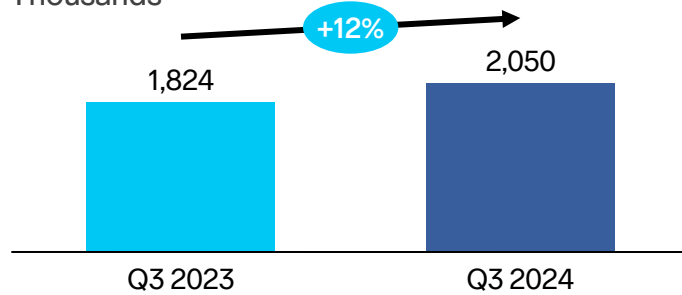
Progress on fund-focused strategy with Nordnet funds growing by 65%

Product launches focus on enhancing app and shareville functionality

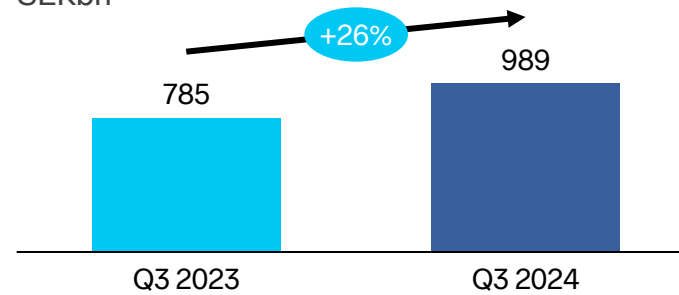


Financial highlights third quarter 2024

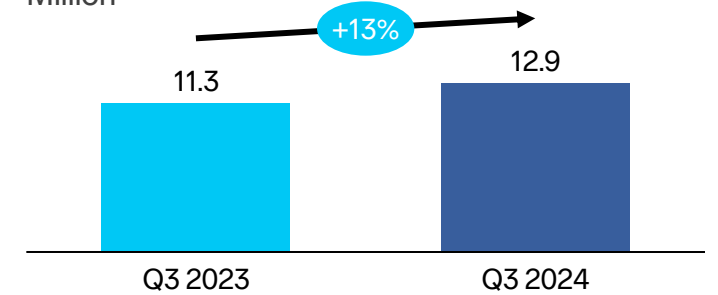
Customers
Thousands



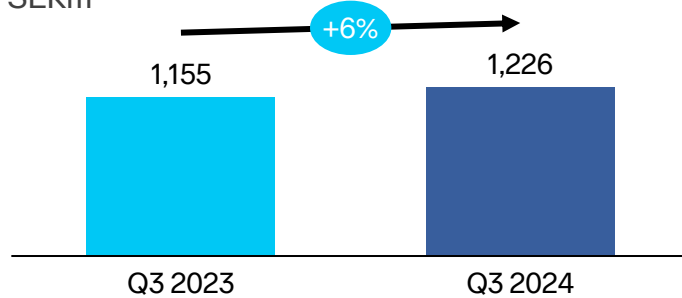
Savings capital
SEKbn



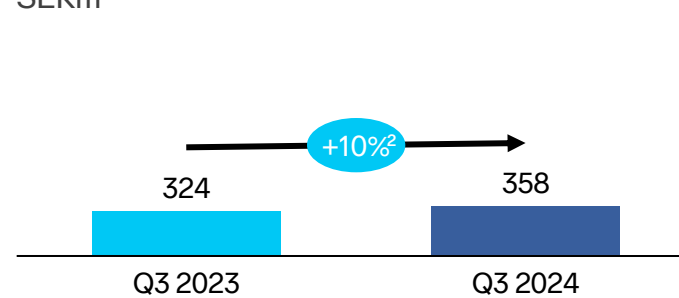
Number of trades
Million



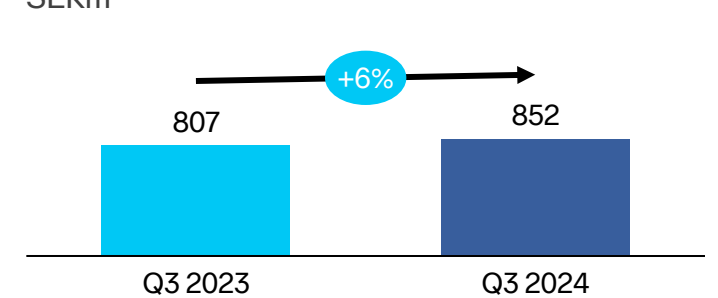
Adjusted revenues
SEKm¹



Adjusted operating expenses
SEKm¹



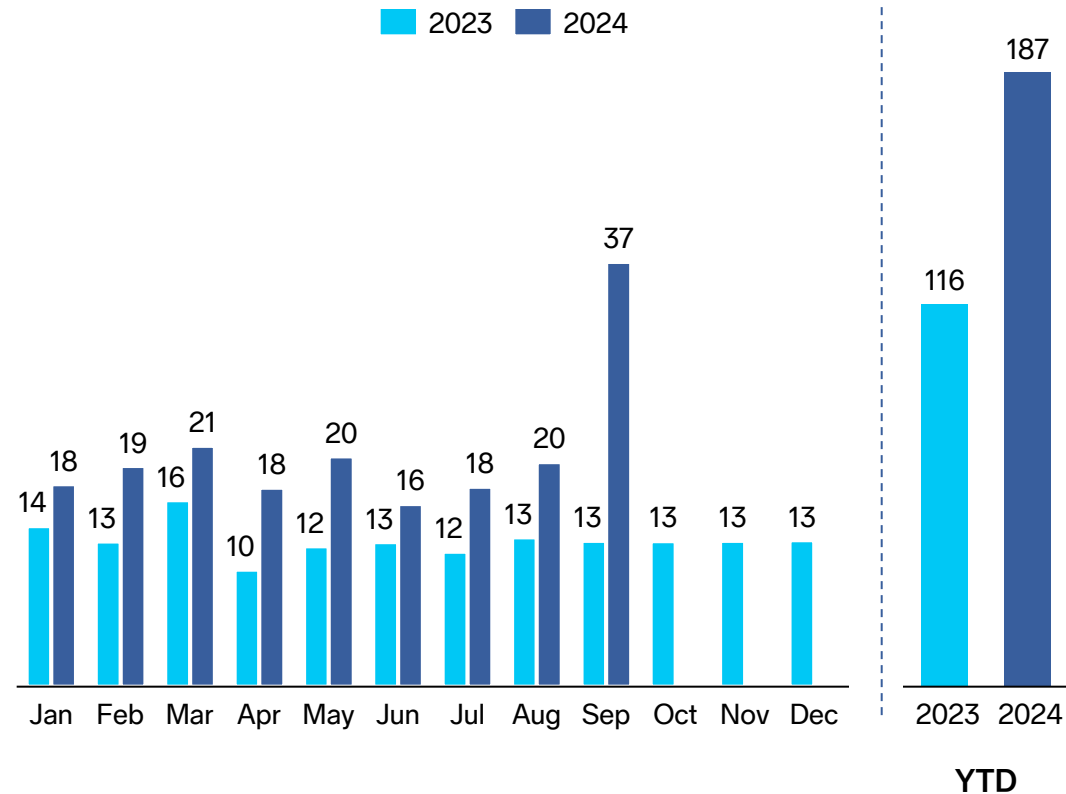
Adjusted profit before tax
SEKm¹



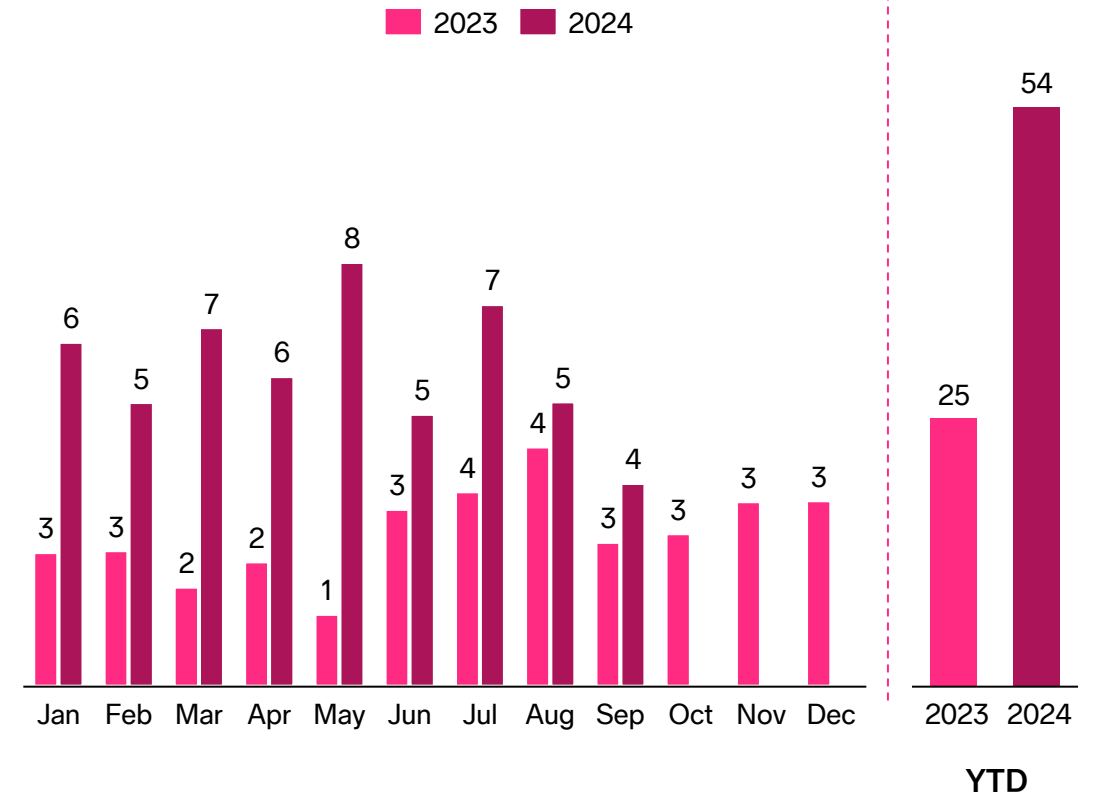
(1) Excludes items affecting comparability; (2) Adjusted operating expenses excluding increased marketing costs increased by 6.4%.

Clear rebound in customer growth and net savings

New customers by month
Thousands



Net savings per month
SEKbn

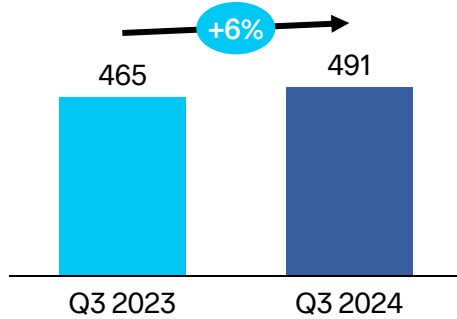


Geographical diversification de-risks the business model and enables growth

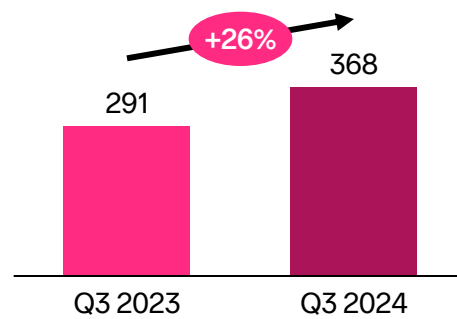
Sweden



Customers
Thousand



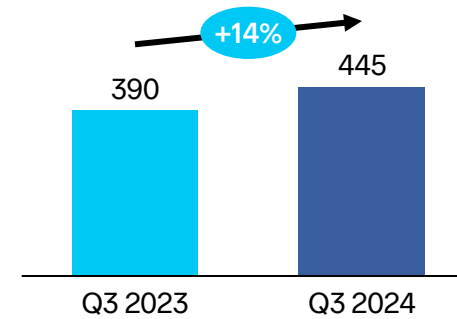
Savings capital
SEKbn



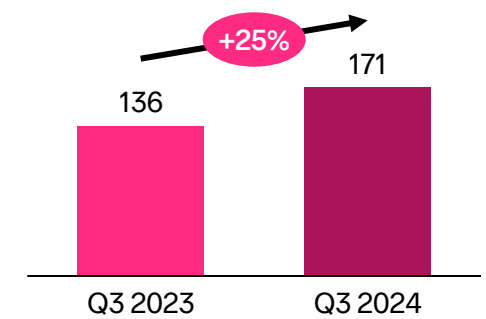
Norway



Customers
Thousand



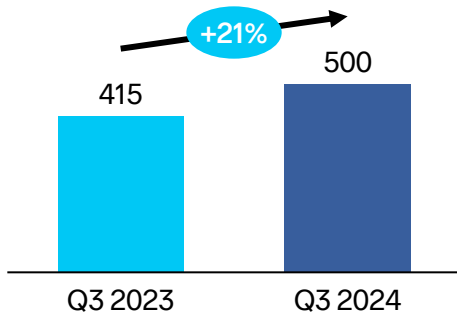
Savings capital
SEKbn



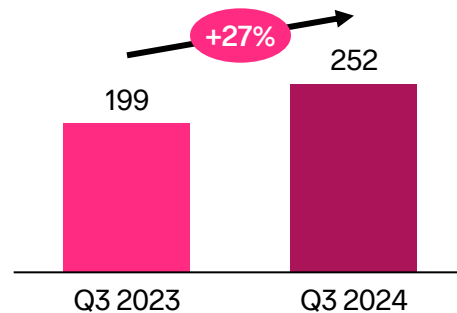
Denmark



Customers
Thousand



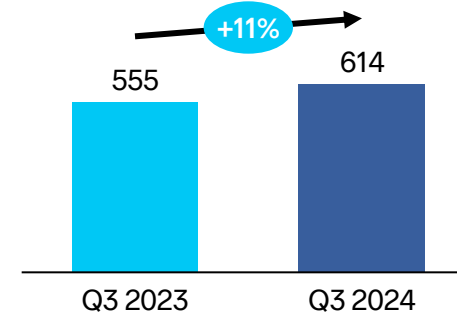
Savings capital
SEKbn



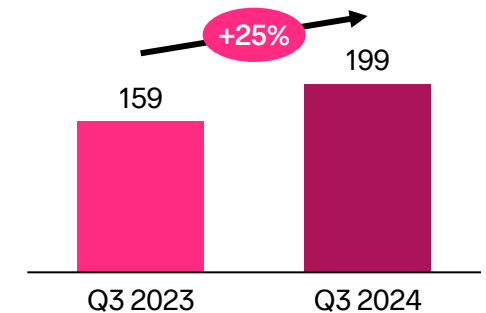
Finland



Customers
Thousand

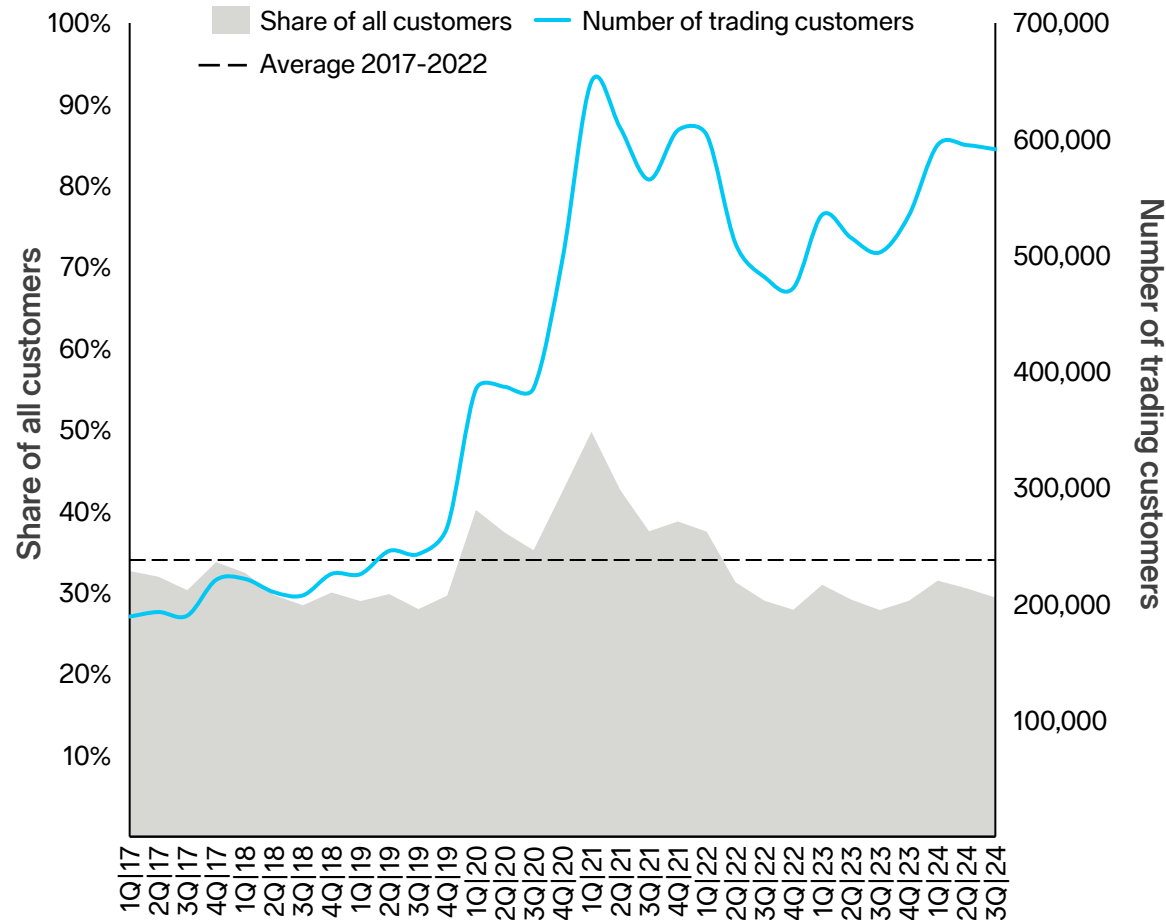


Savings capital
SEKbn

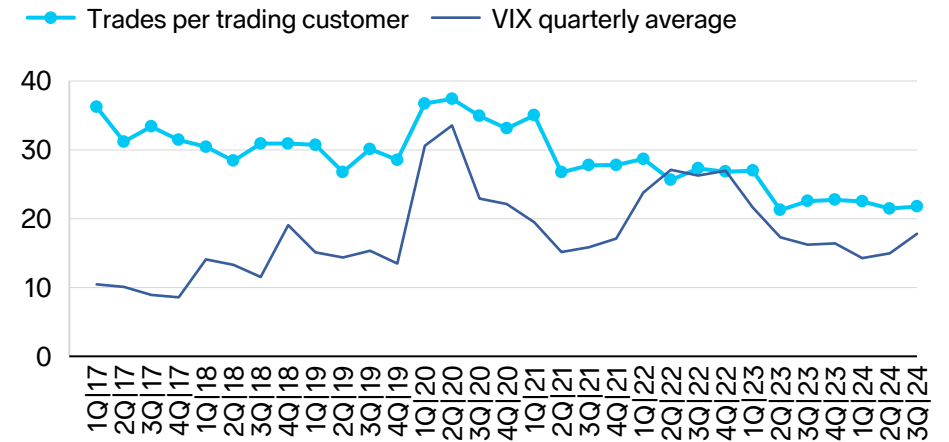


More customers are trading and cross-border remains robust

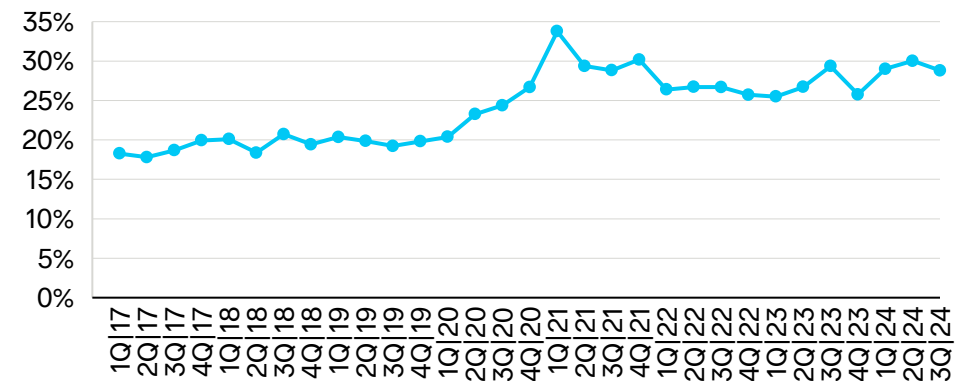
Trading customers



Trades per trading customer / quarter

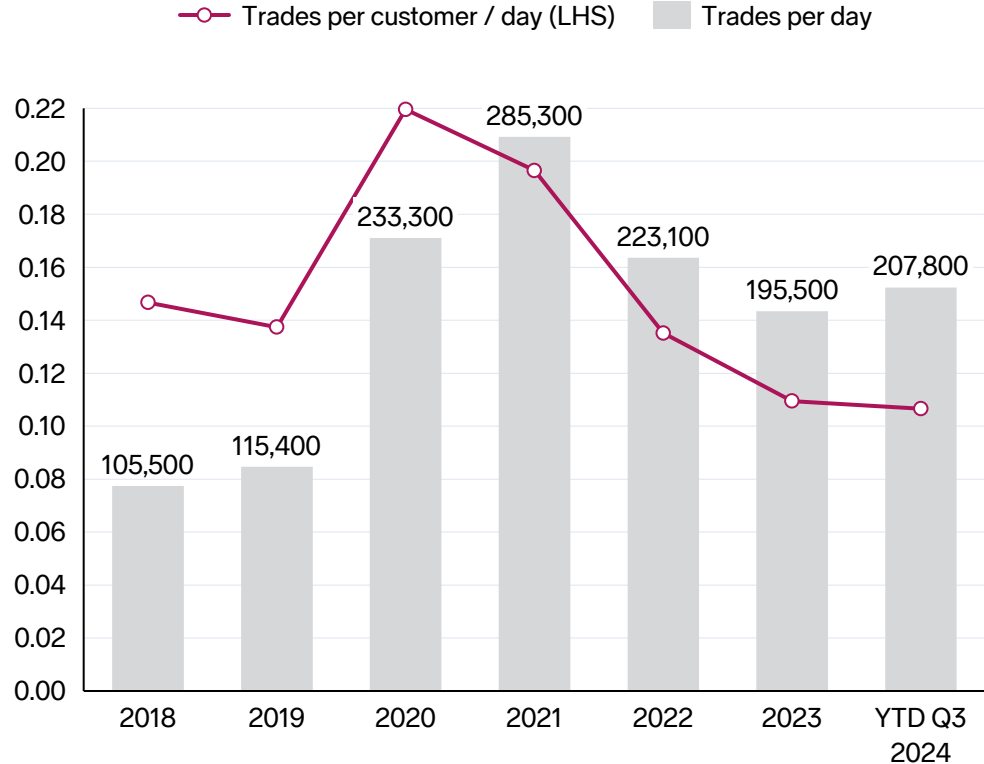


Share of cross-border trades

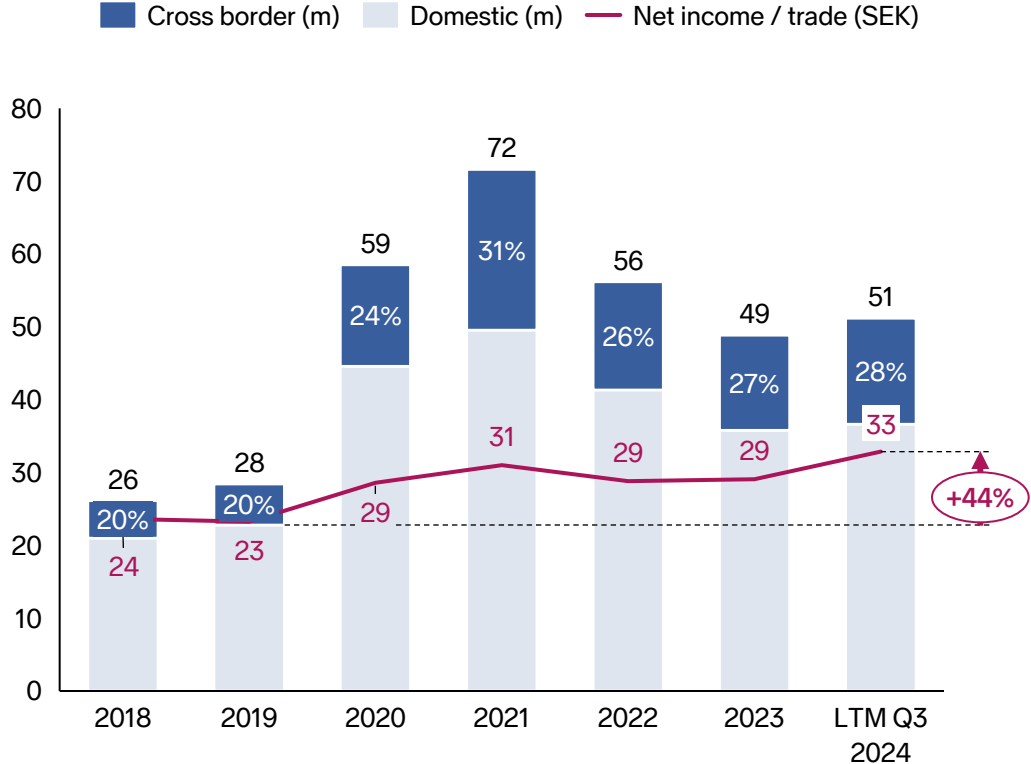


Trades per day have almost doubled since 2019 and each trade drives more revenue

Trades per customer per trading day

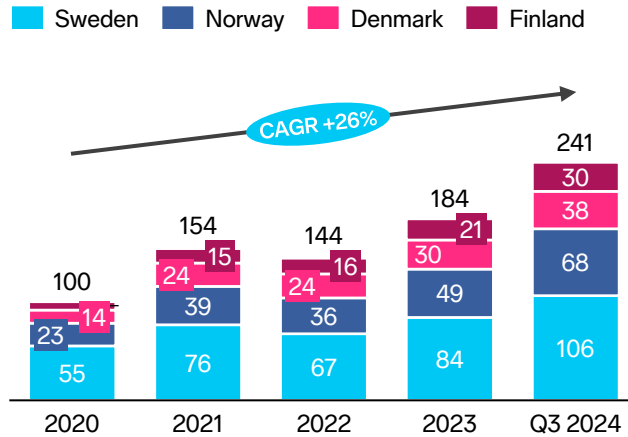


Total number of trades and net income/trade

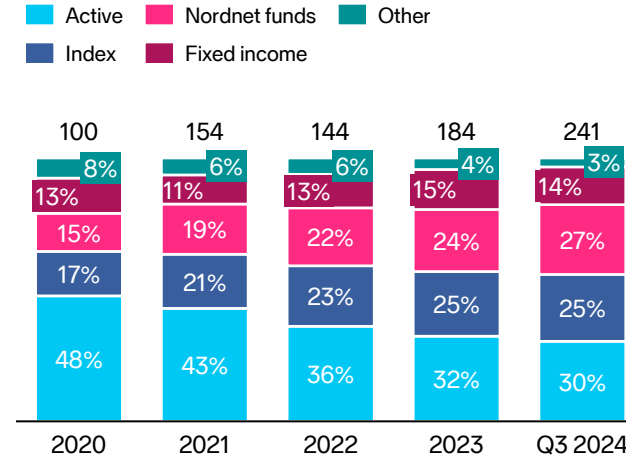


Leading Nordic fund supermarket

Fund capital by country
SEKbn

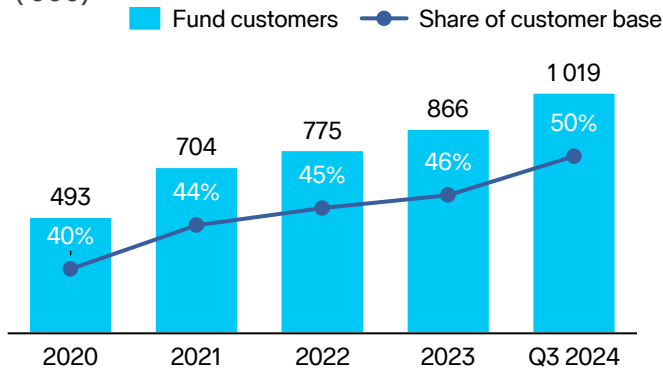


Fund capital by allocation¹
SEKbn

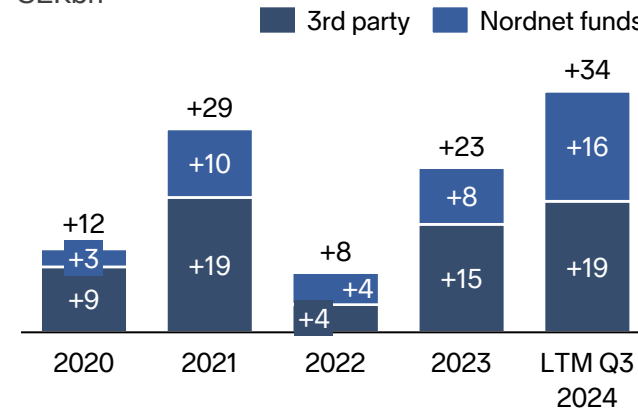


- Fund capital growing ~2X total savings capital
- One quarter of fund capital is Nordnet-branded
- Half of net buying is Nordnet-branded funds
- Half of customers own funds

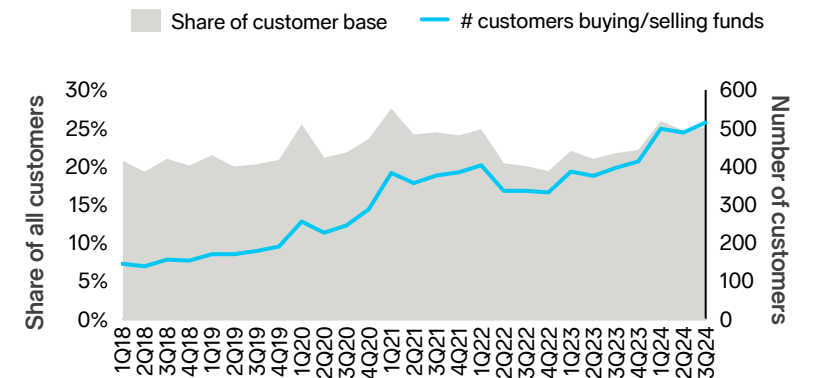
Fund customers
(‘000)



Net fund buying
SEKbn



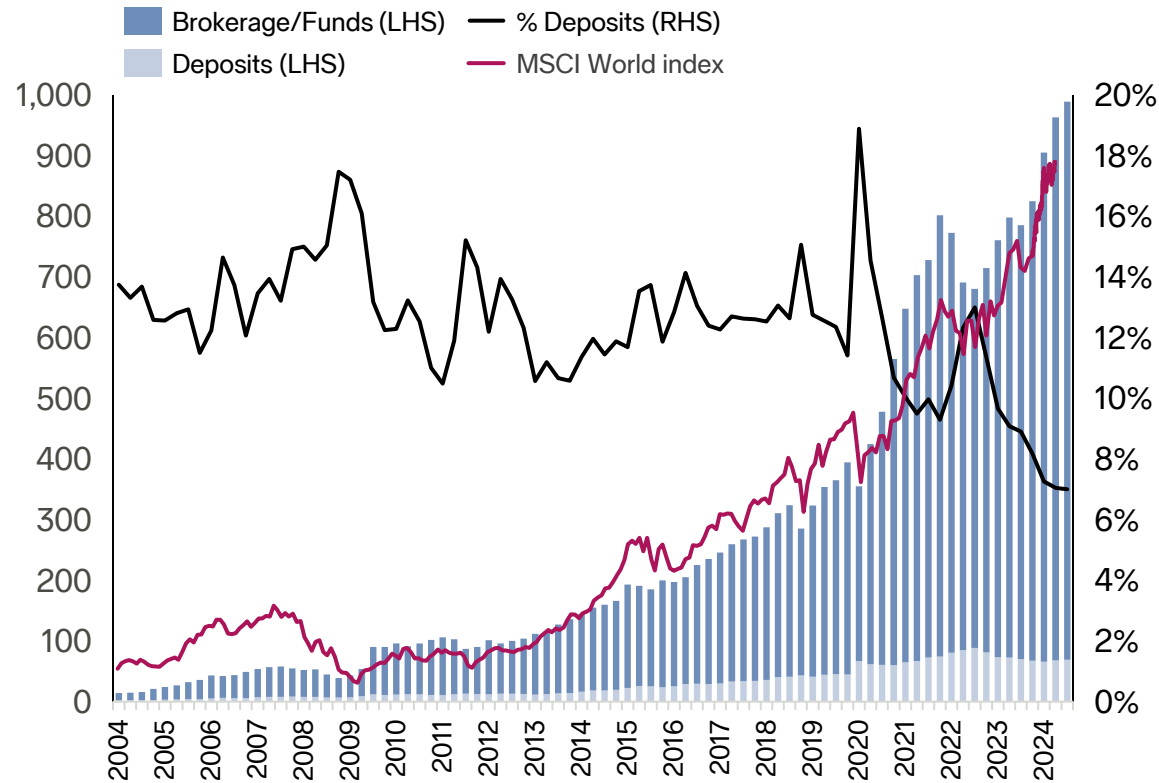
Customers buying or selling funds
(‘000)



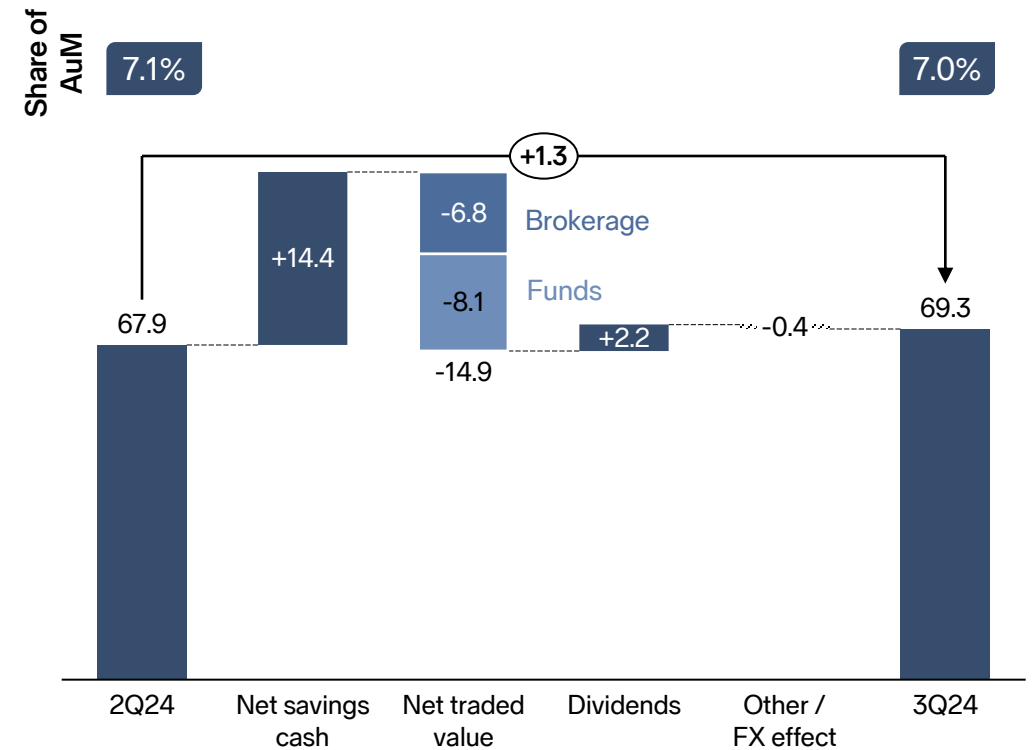
(1) "Nordnet funds" are mainly index funds.

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

Deposits/savings capital vs stock market performance
SEKbn



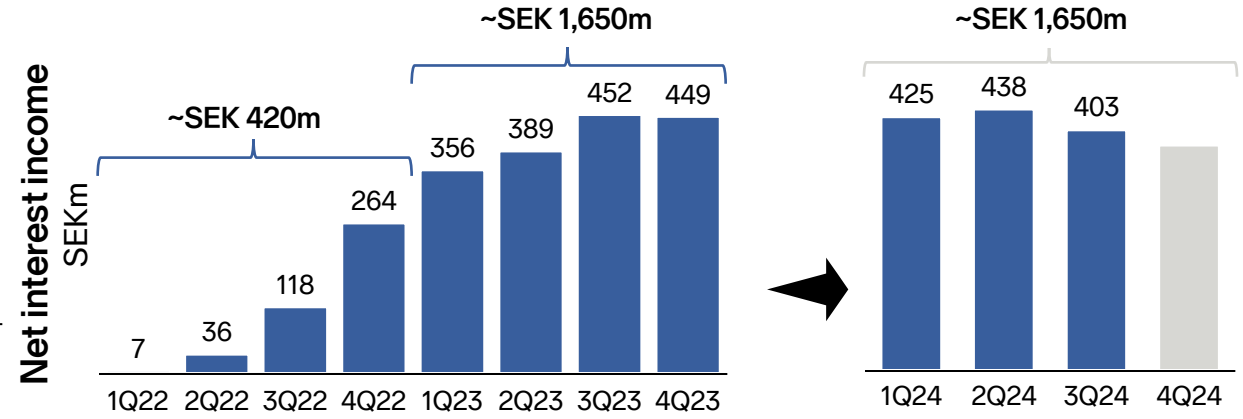
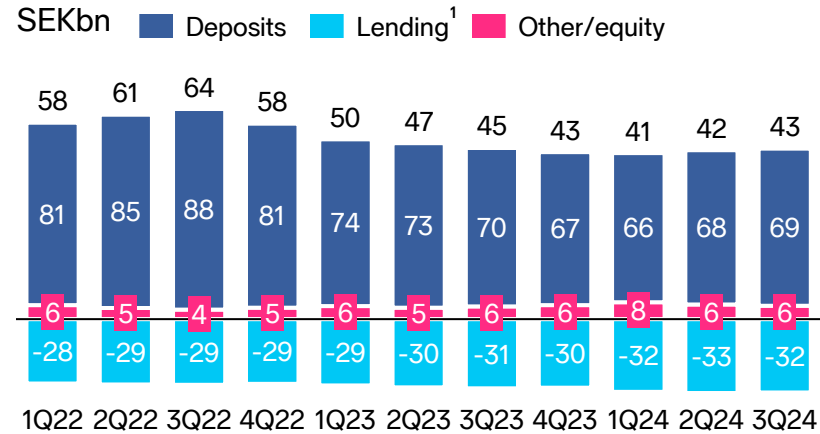
Deposit development 3Q24
SEKbn



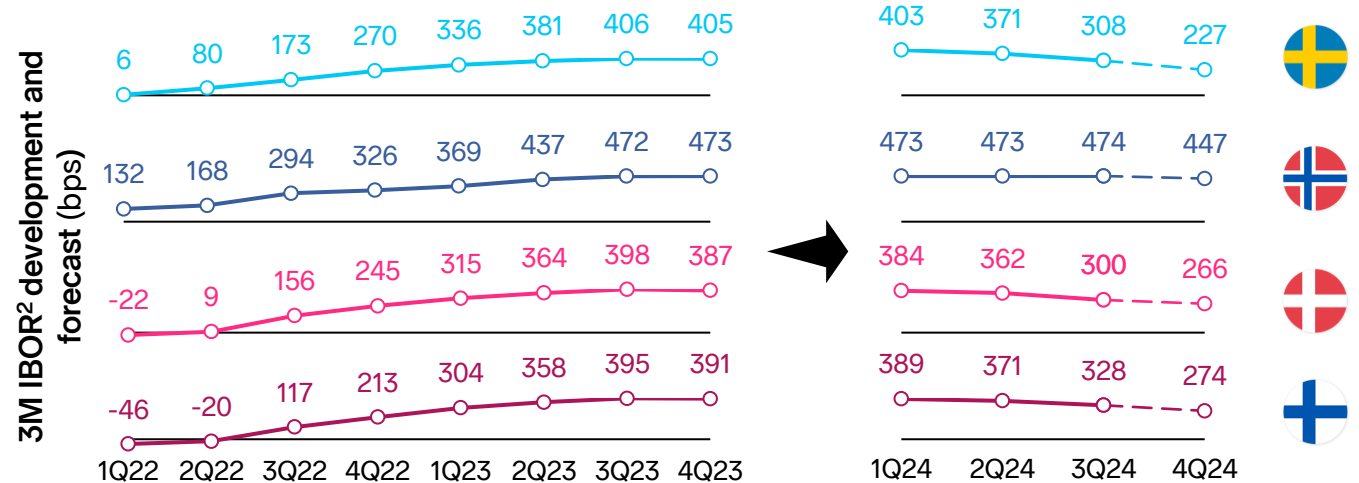
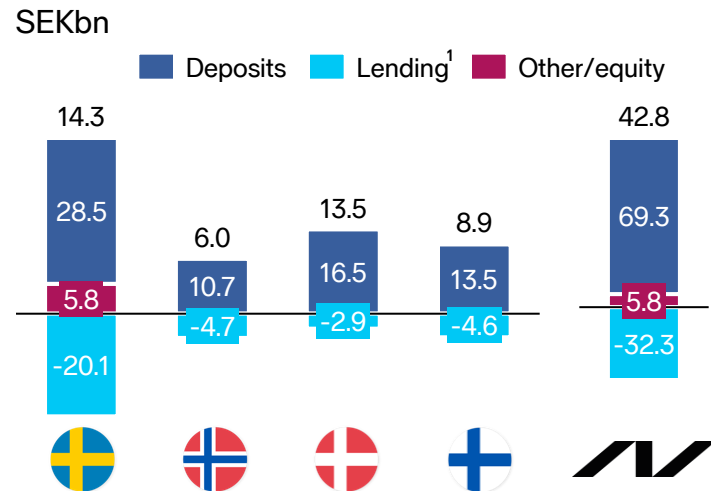
Liquidity portfolio snapshot: ~SEK1.65bn in 2024*

*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



Volume 3Q 24

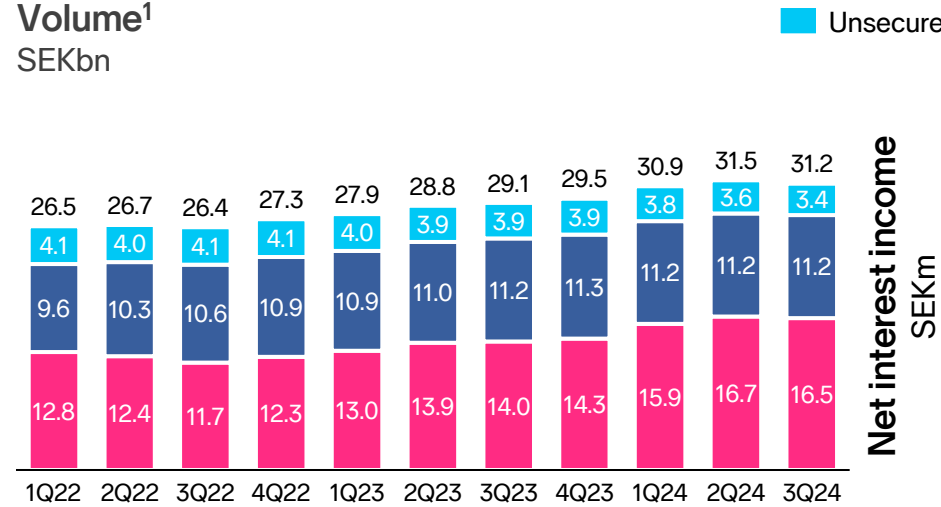


(1) Including lending against pledged cash and cash equivalents; (2) Source: Bloomberg as per 2024-10-07

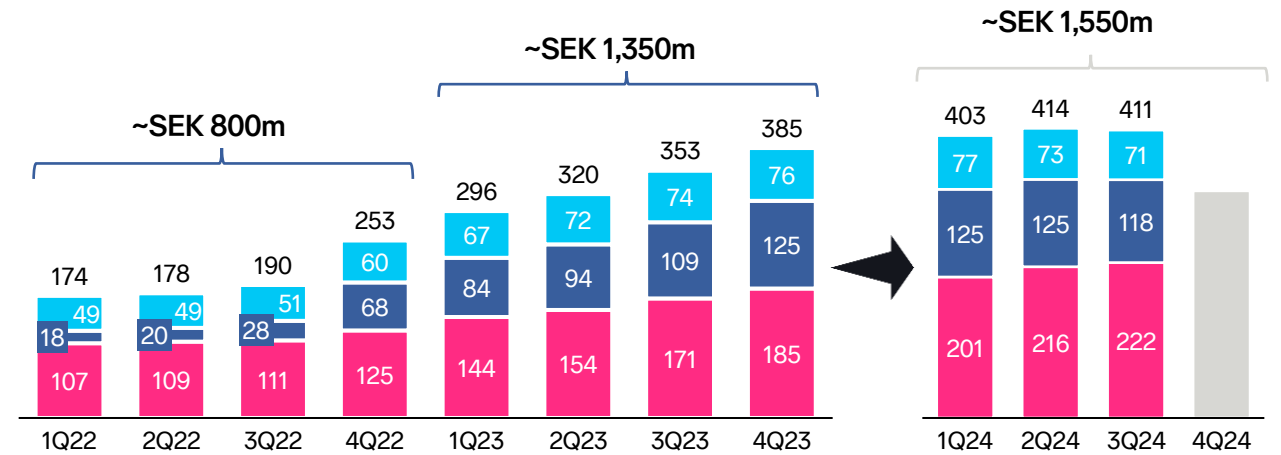
Loan portfolio snapshot: ~SEK1.55bn in 2024*

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

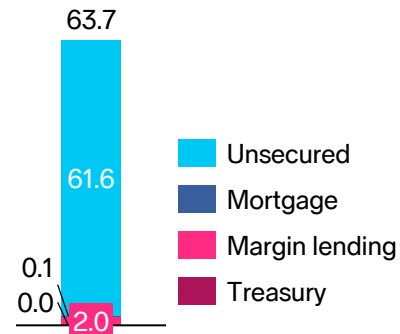
Volume¹
SEKbn



Net interest income
SEKm



Net credit losses
SEKm | YTD 3Q 2024

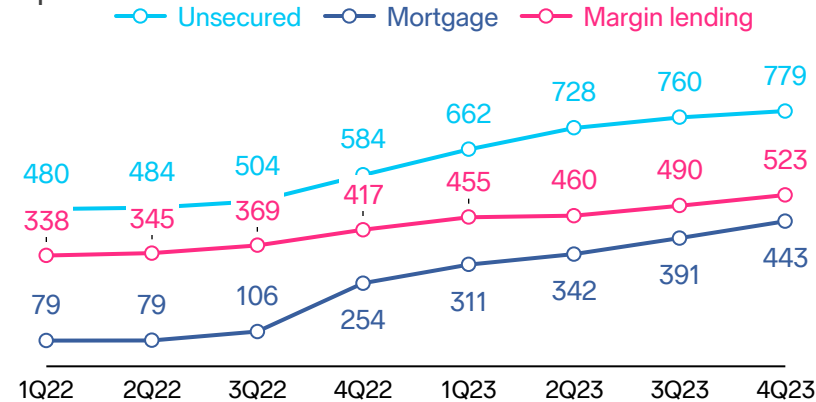


Loan-to-value
%

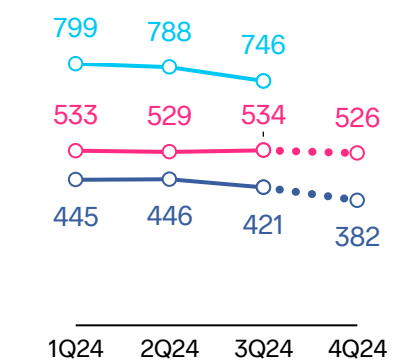
35-45%
Margin lending

~45%
Mortgage

Margins
bps



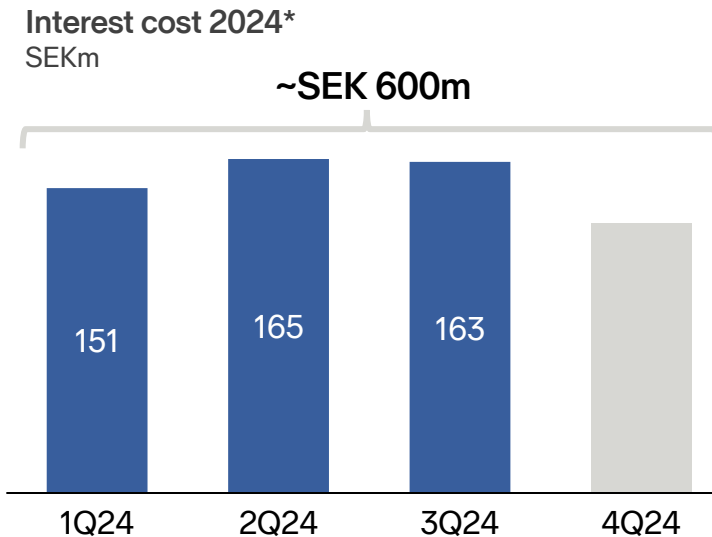
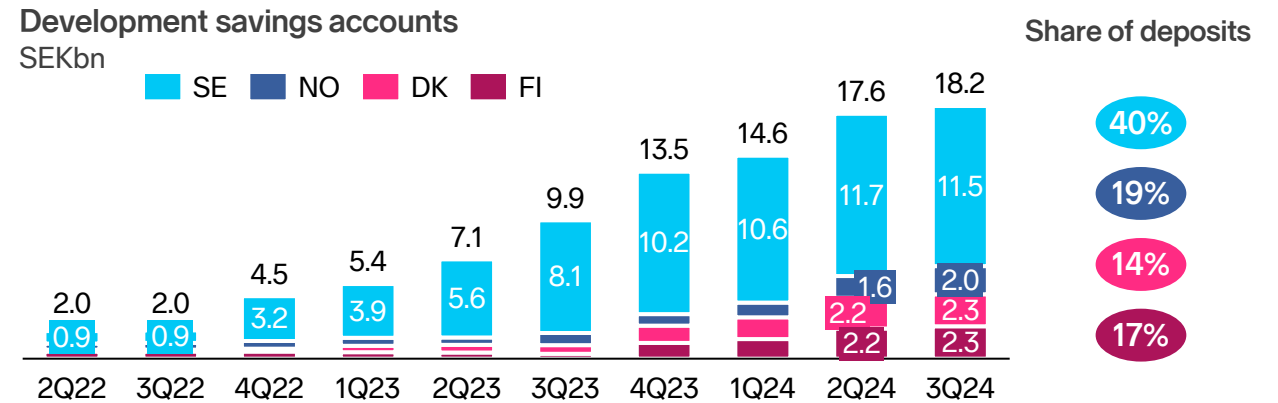
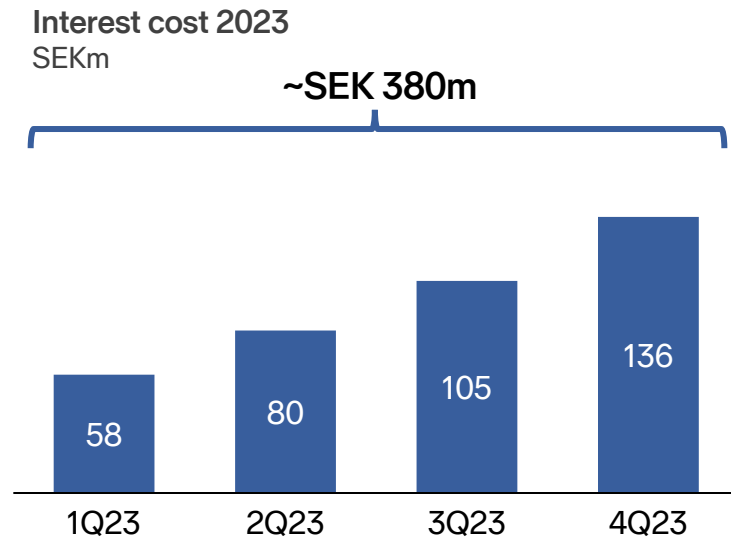
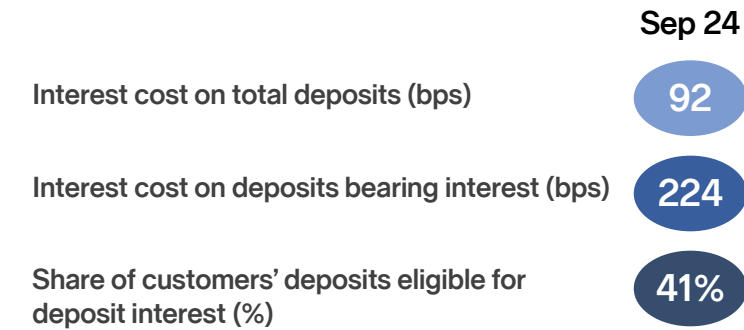
Fwd margins (based on*)
bps



(1) Excluding lending against pledged cash and cash equivalents

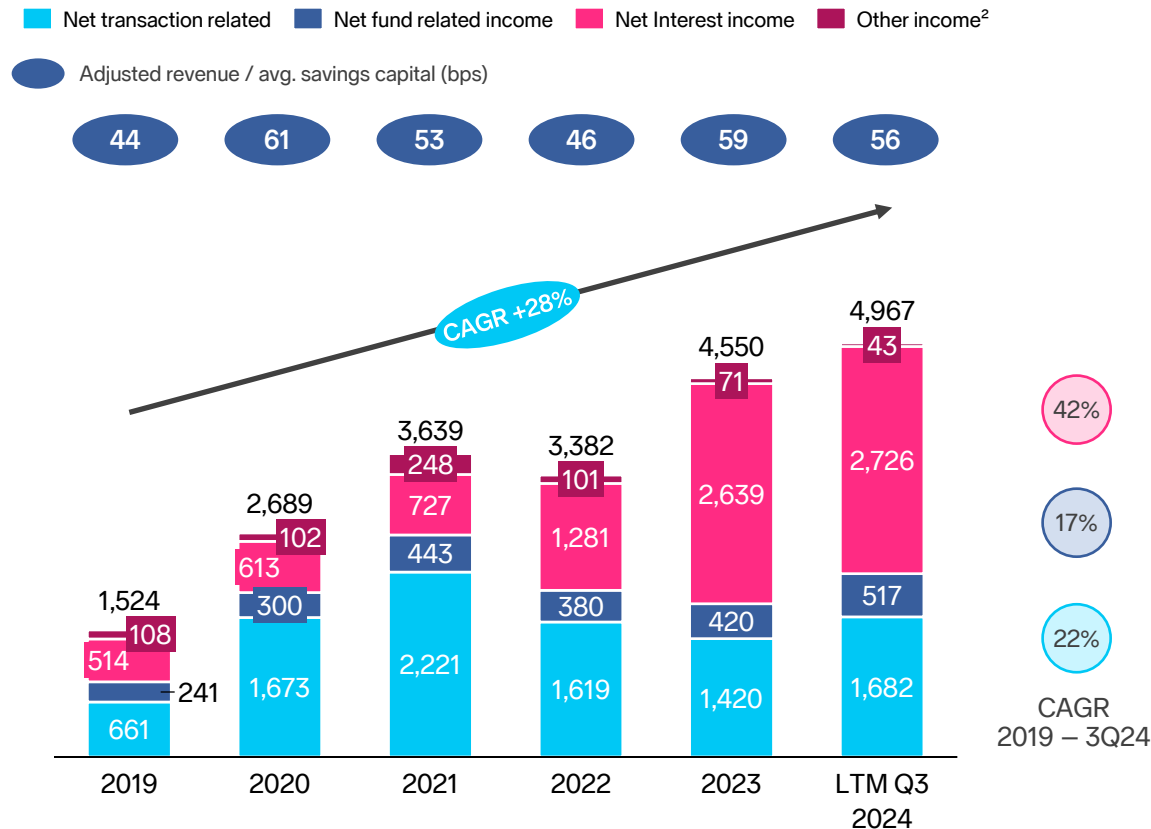
Deposit interest cost snapshot: SEK 600m in 2024*

* 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.

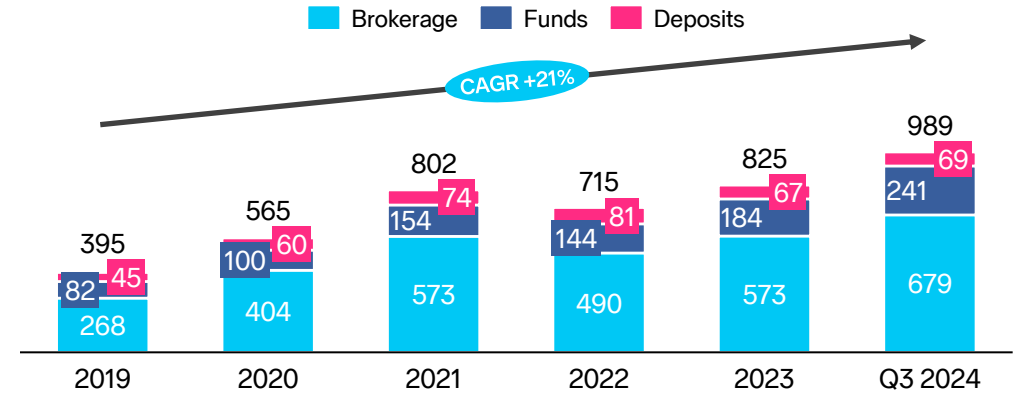


In summary: Resilient revenues bolstered by diversified revenues streams

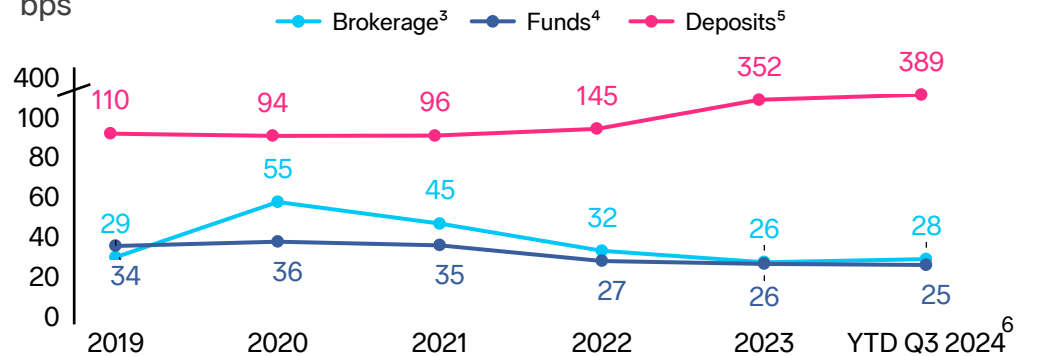
Adjusted revenue by income type
SEKm¹



Savings capital by product
SEKbn



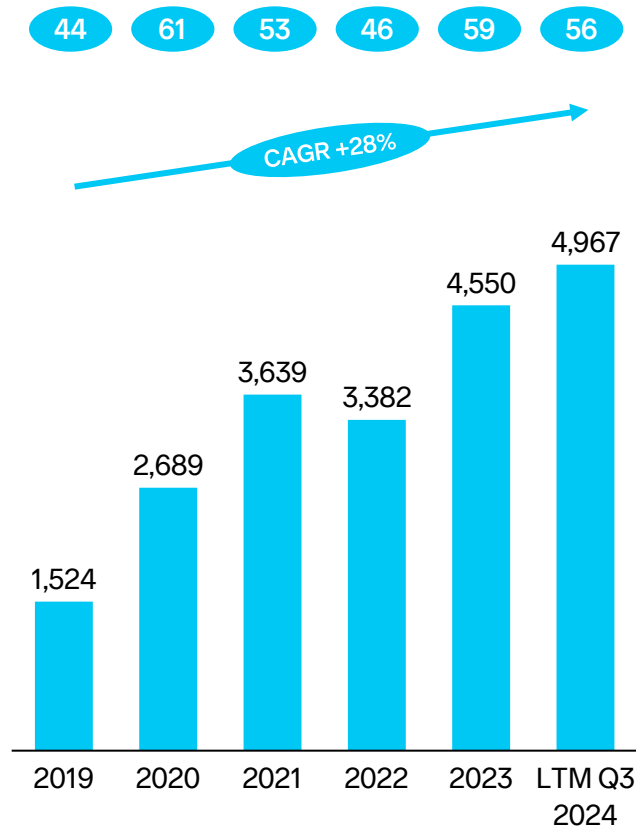
Revenue margin by product
bps



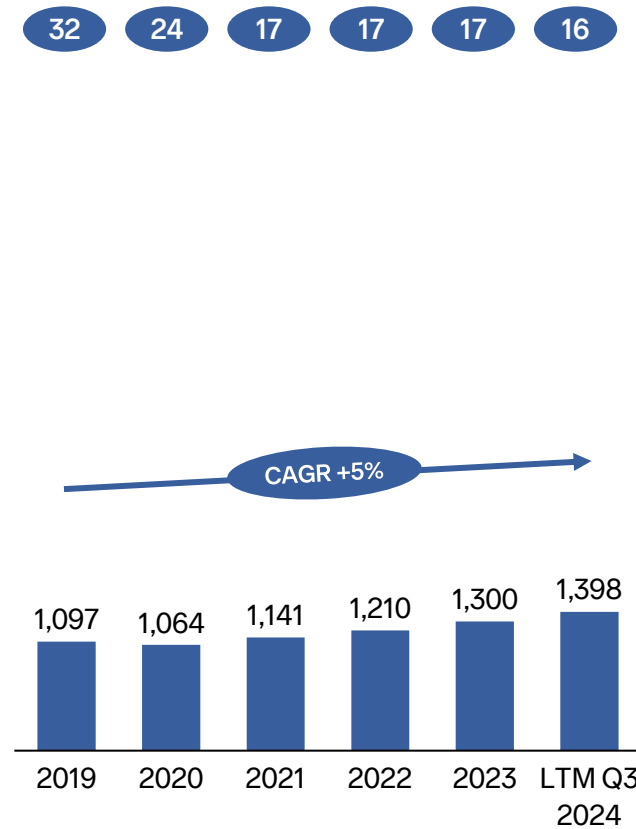
(1) Refer to page 28 for additional detail on items affecting comparability; (2) Includes other income, net other provision income and net financial transactions; (3) Net transaction related income divided by average quarterly brokerage savings capital; (4) Net fund related income divided by average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

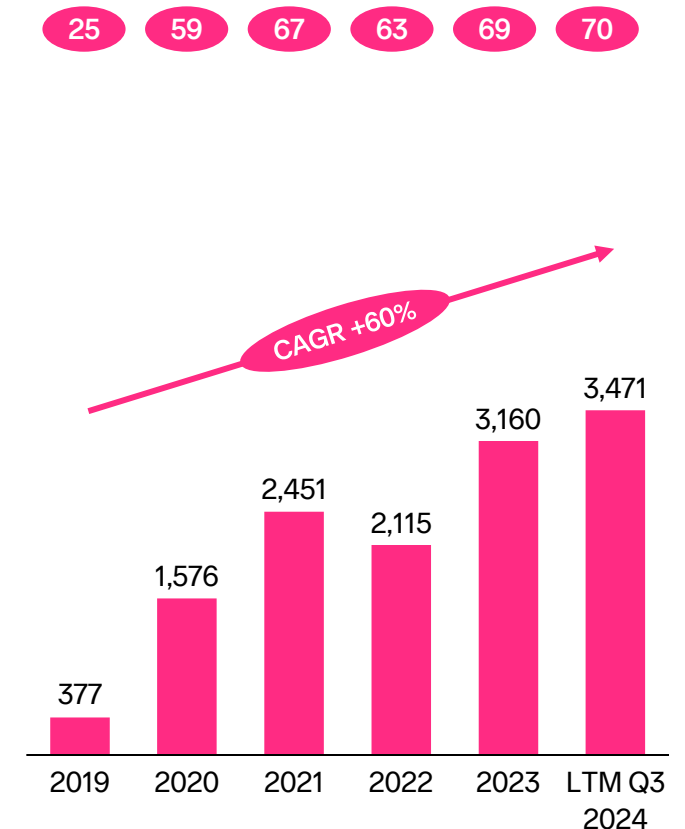
Adjusted revenue
SEKm



Adjusted operating 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 (%)

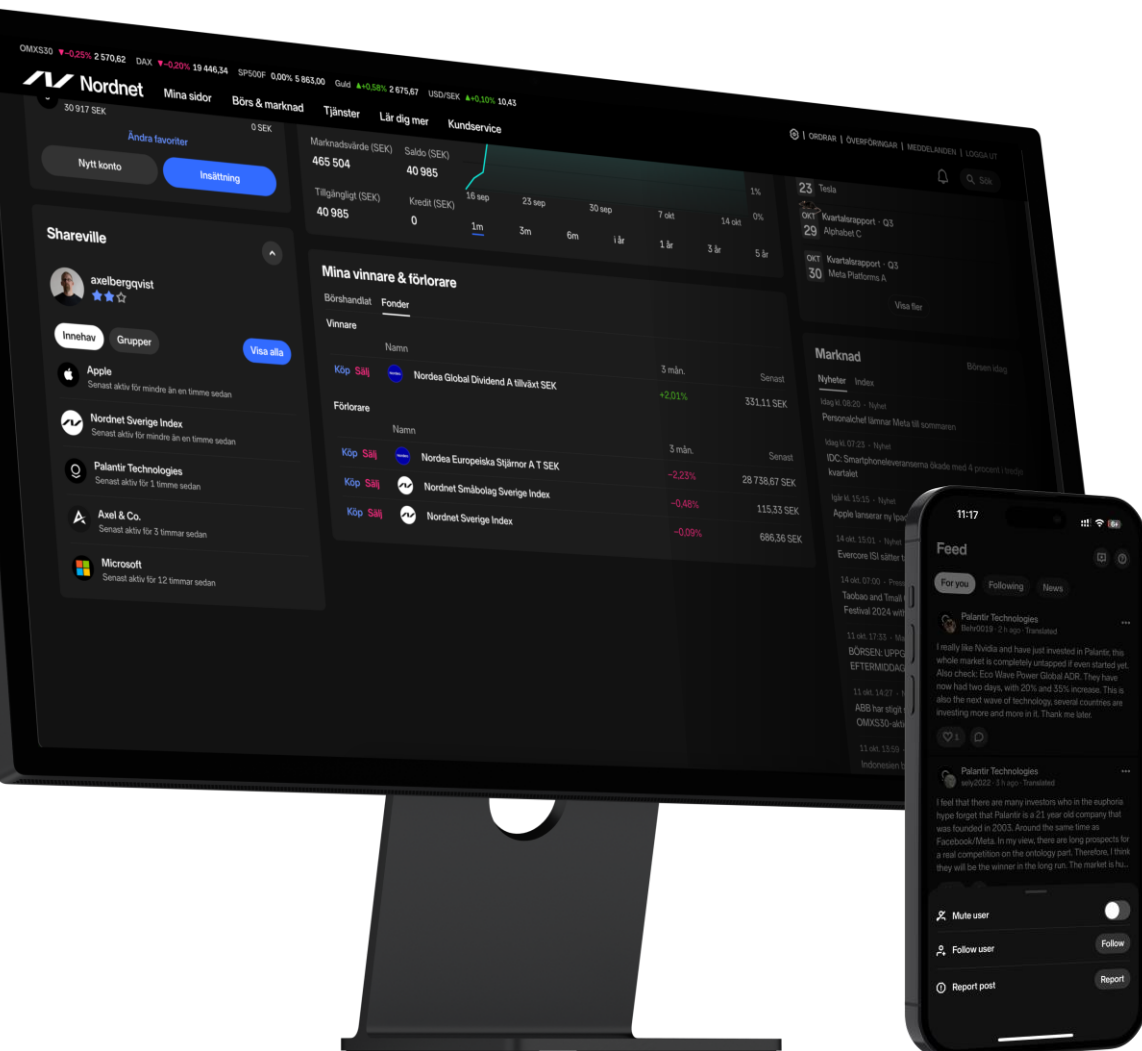
Note: Refer to page 28 for additional detail on items affecting comparability

(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

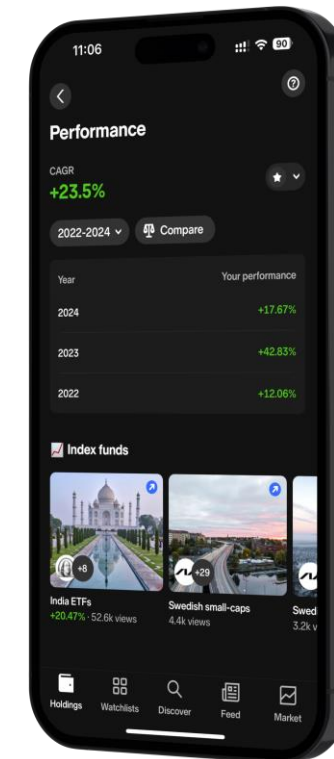
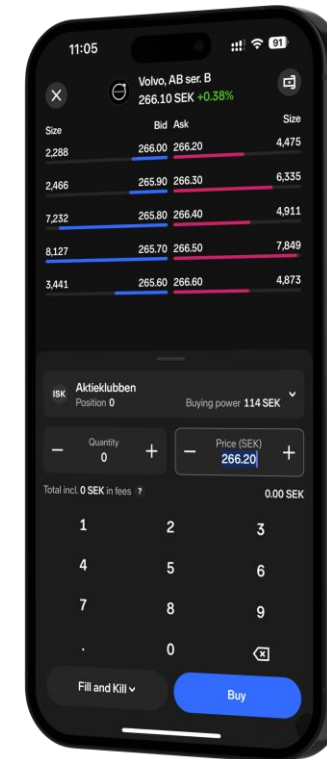
Several new Shareville features
Social investing community in Nordnet app and web

25 new versions of Nordnet's award-winning app
continuing to add customer-friendly functionality

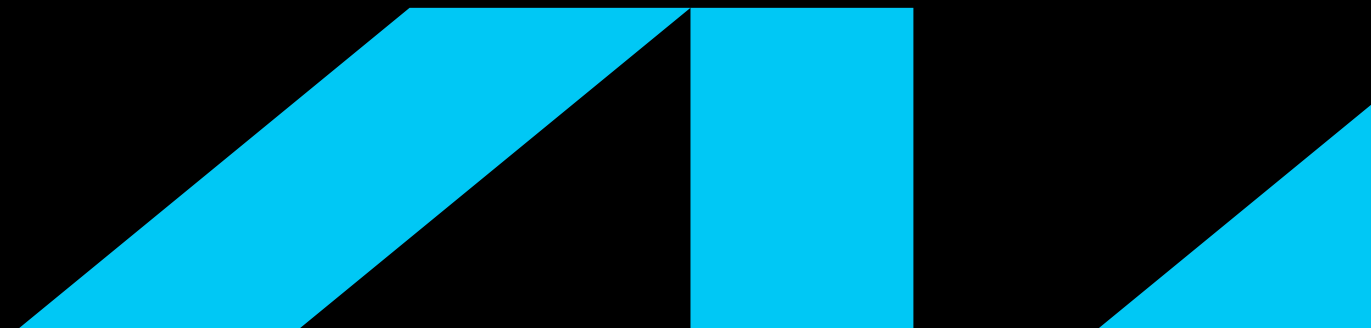


New order screen with
Fill and/or Kill orders

Performance widget
(CAGR)



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

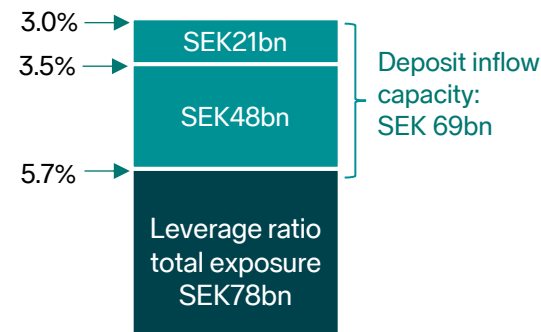
Regulatory metrics*

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%

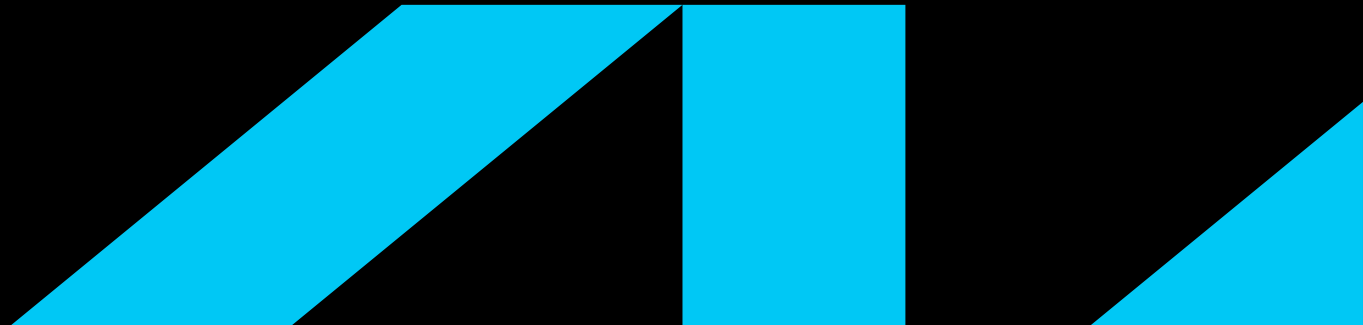
Leverage Ratio & deposit inflow capacity

SEKbn | %

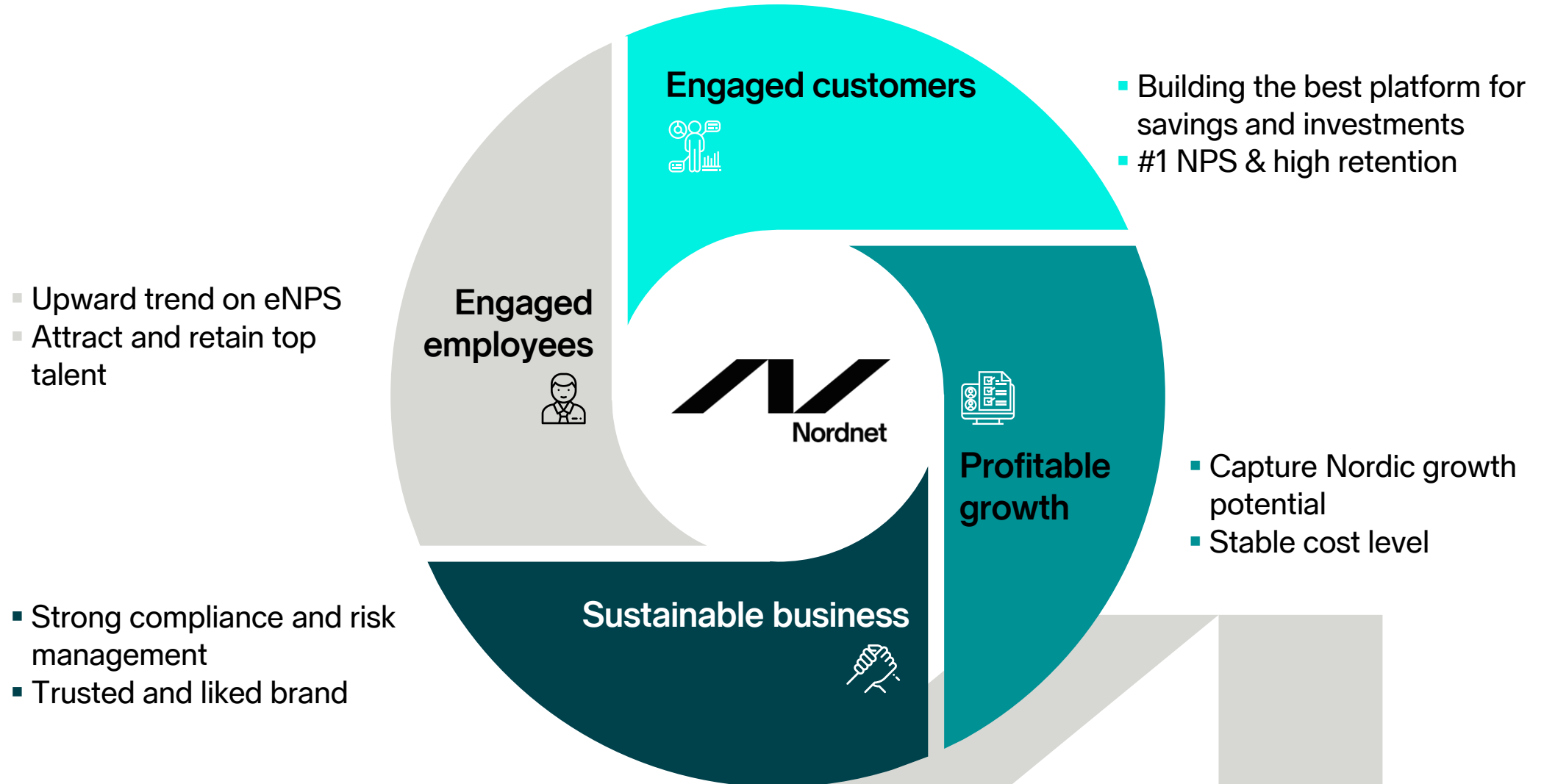


- Dividend payout ratio of 70%
- Capital ratio targets:
 - Leverage ratio between 4.0-4.5%
 - CET1 ratio at least 100bps above regulatory requirement
- Initial SEK 500m buyback programme launched

Strategic focus



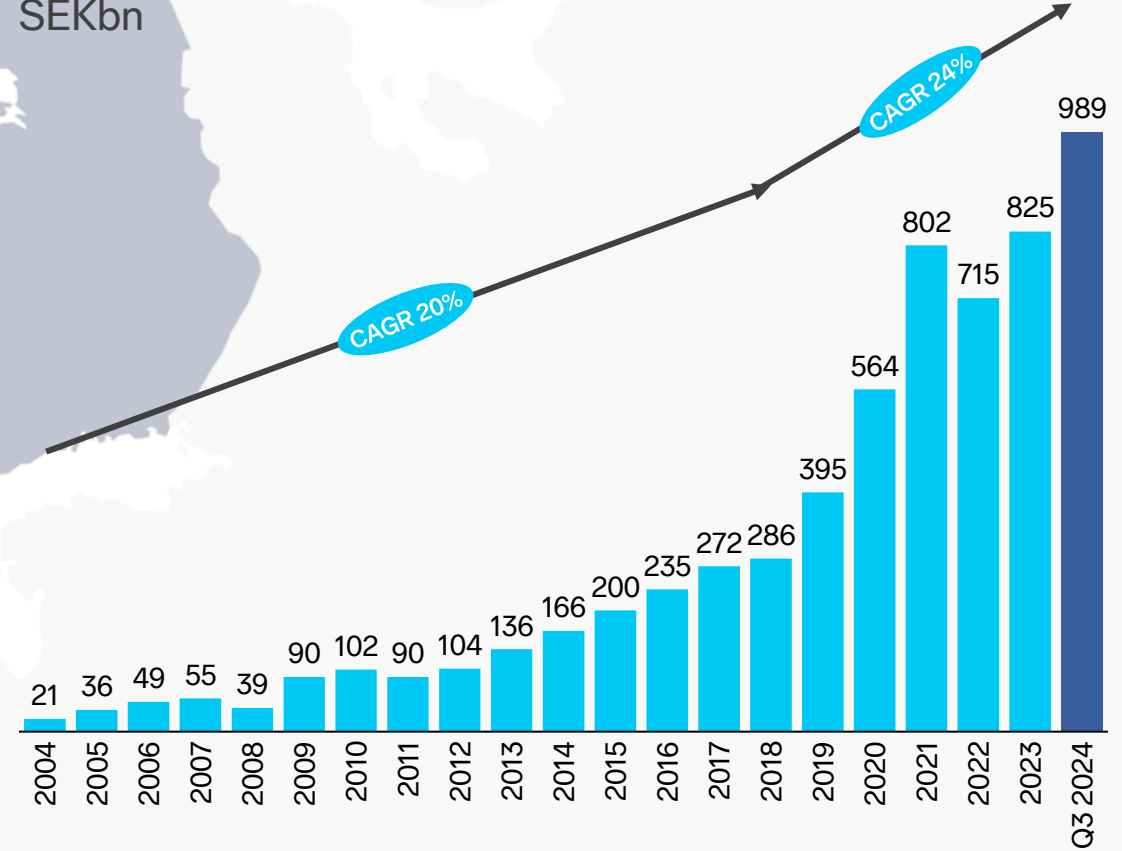
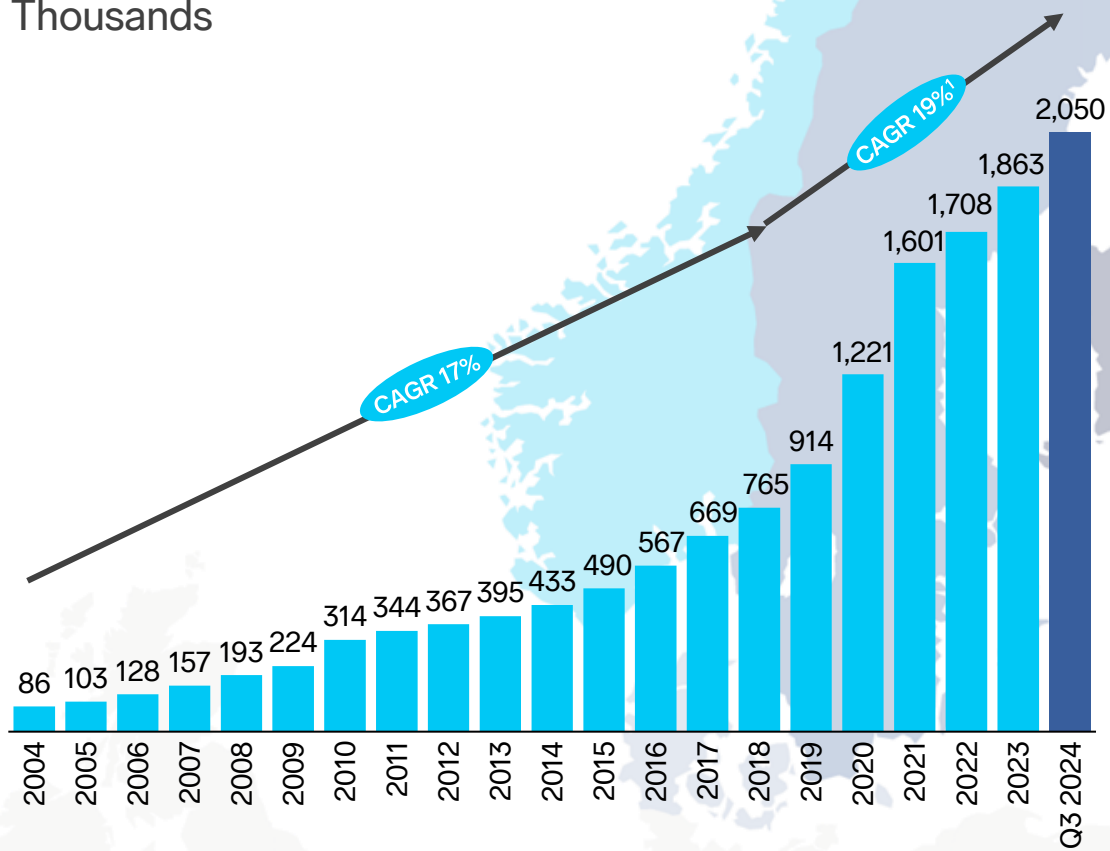
Key strategic ambitions



Strong long-term growth in customers and savings capital

Customers
Thousands

Savings capital
SEKbn

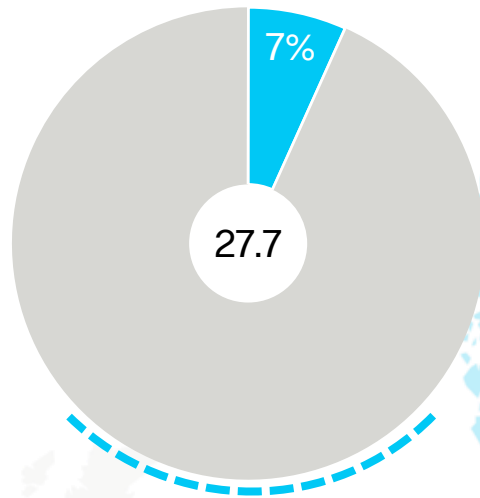


(1) Includes the 51,700 customers that during H1 2022 were terminated related to the project concerning the collection of complete customer documentation

Nordnet is taking market share in a growing market

Share of total population
December 2023 | Million

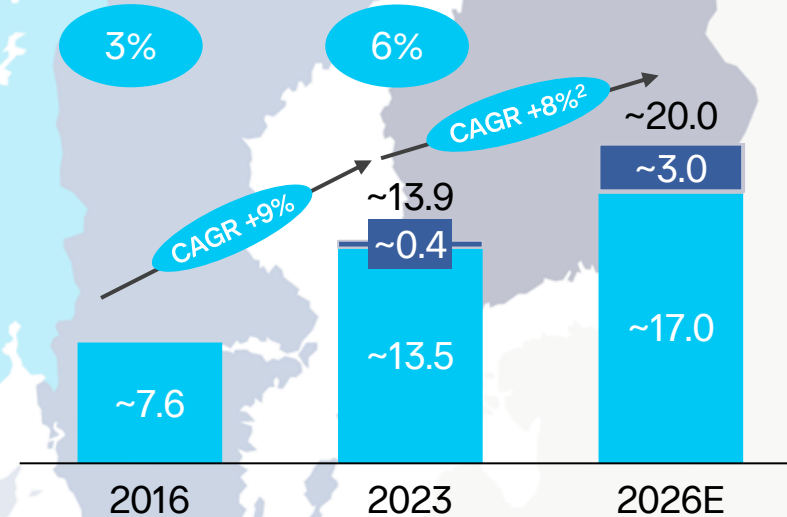
Nordnet's share



18%
of the population
own shares⁴

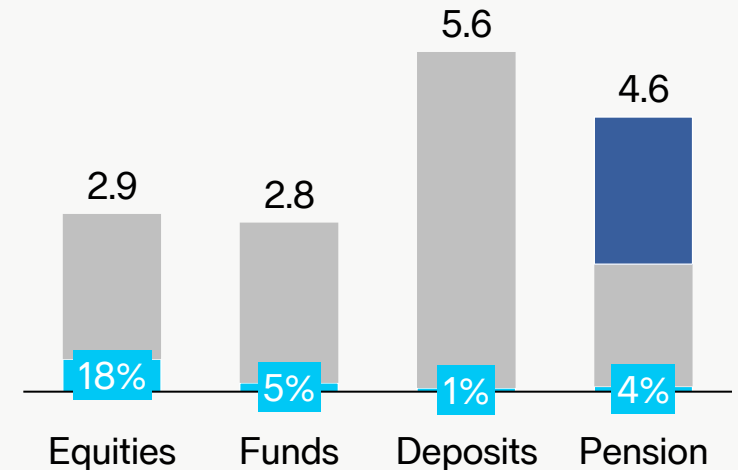
Addressable market growth outlook¹
Savings capital, SEK tln

Market size current Market size extended
Nordnet market share



Market share of addressable market¹
December 2023, SEK tln

Nordnet's share of addressable market³
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

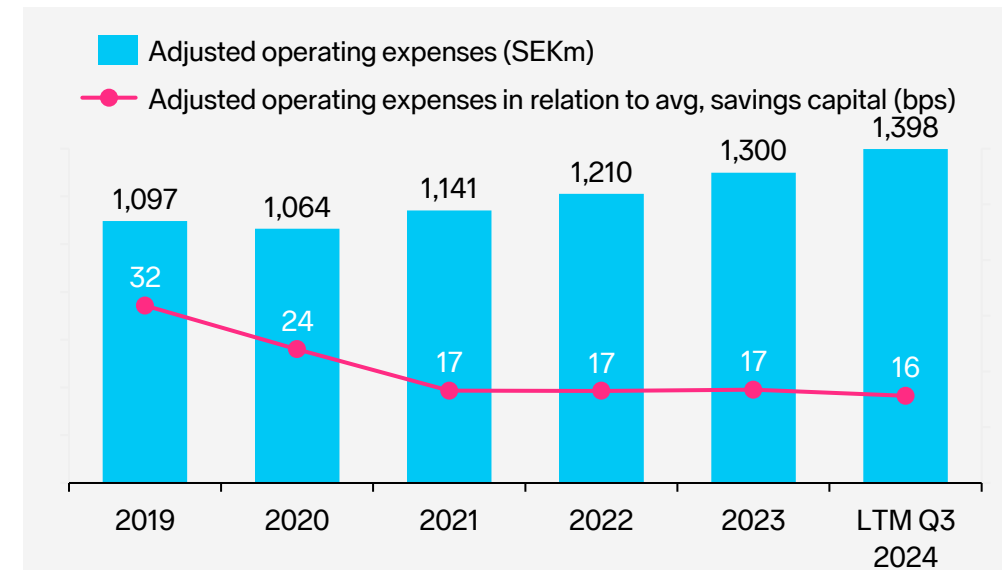
Rigorous focus on cost discipline to drive operating leverage

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

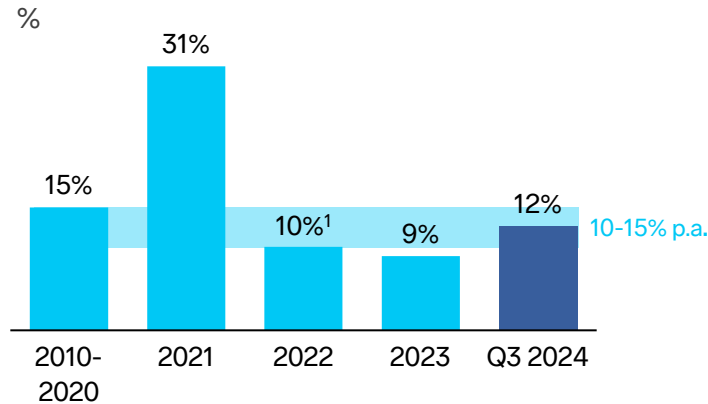


(1) Adjusted operating expenses; subtracting SEK 16m in 2018, SEK 65m in 2019, SEK 129m in 2020 and SEK 81m in 2022. Adjusted operating expenses includes amortisation of PPA intangibles and excludes credit losses; (2) Based on quarterly average savings capital over the period.

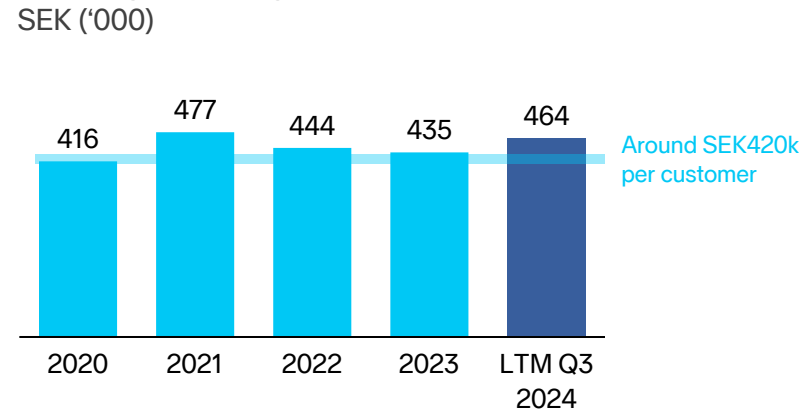
Medium-term financial targets

Target

Customer growth



Average savings capital per customer²



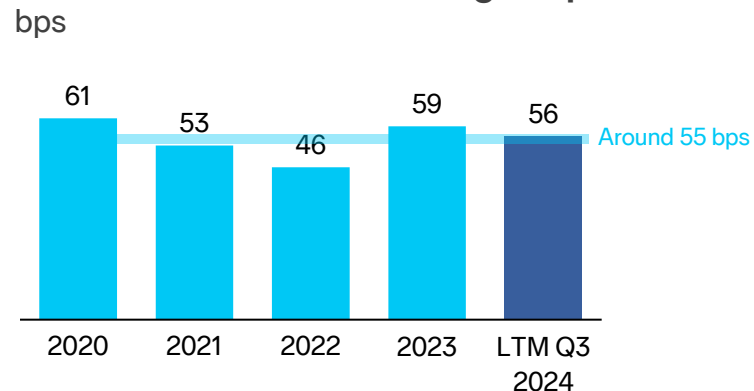
Shareholder remuneration

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

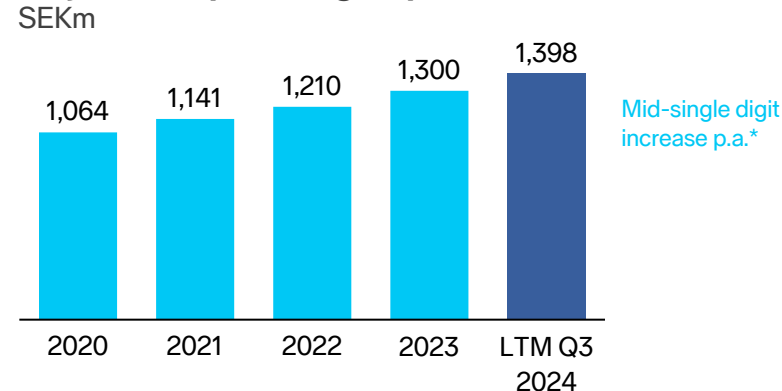
Capital ratio targets:

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

Income in relation to savings capital³



Adjusted operating expenses⁴



Financial targets assume the following over the medium term:

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

*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&L¹					
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%

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

Summary P&L

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

Items affecting comparability

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

(1) The shareholding was divested in 2019.

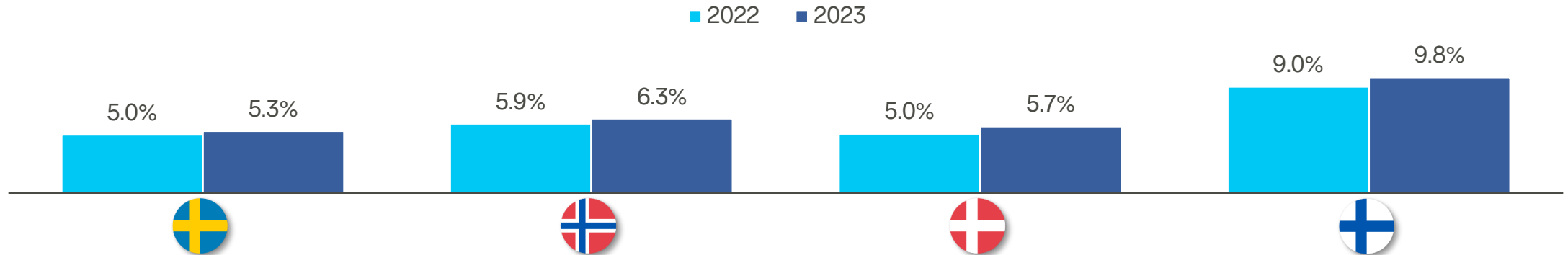
Strong customer satisfaction driving market share gains

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



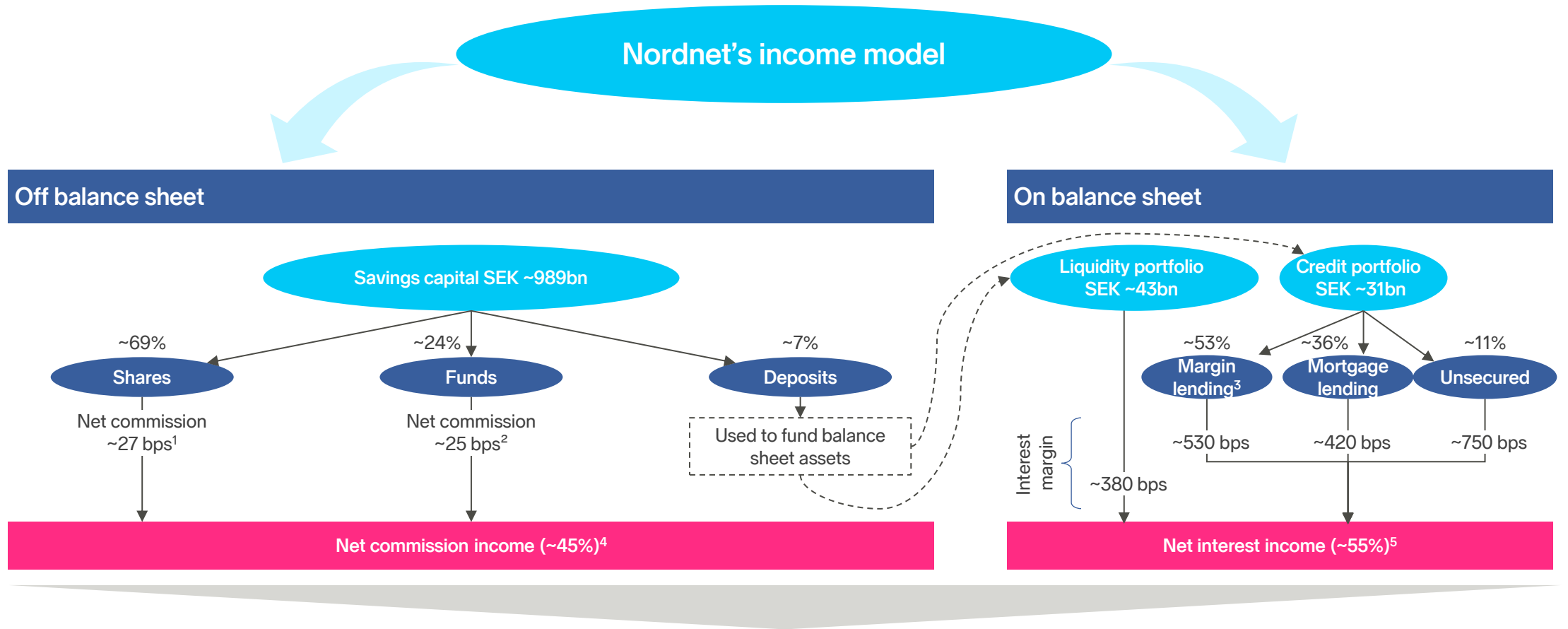
...which translates into increasing market shares across our geographies

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

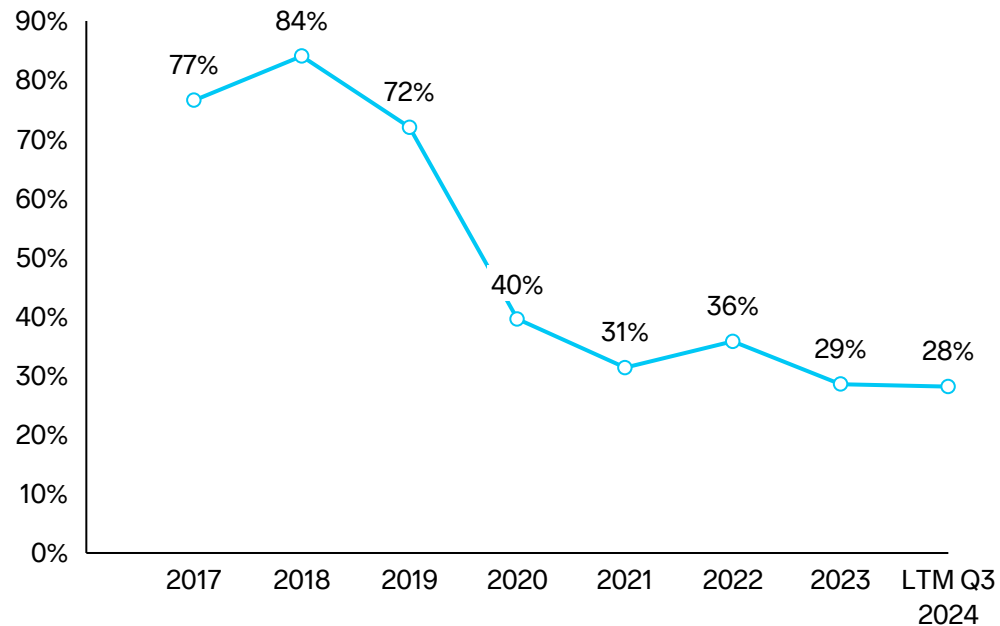


Savings capital is the single most important driver of Nordnet's income

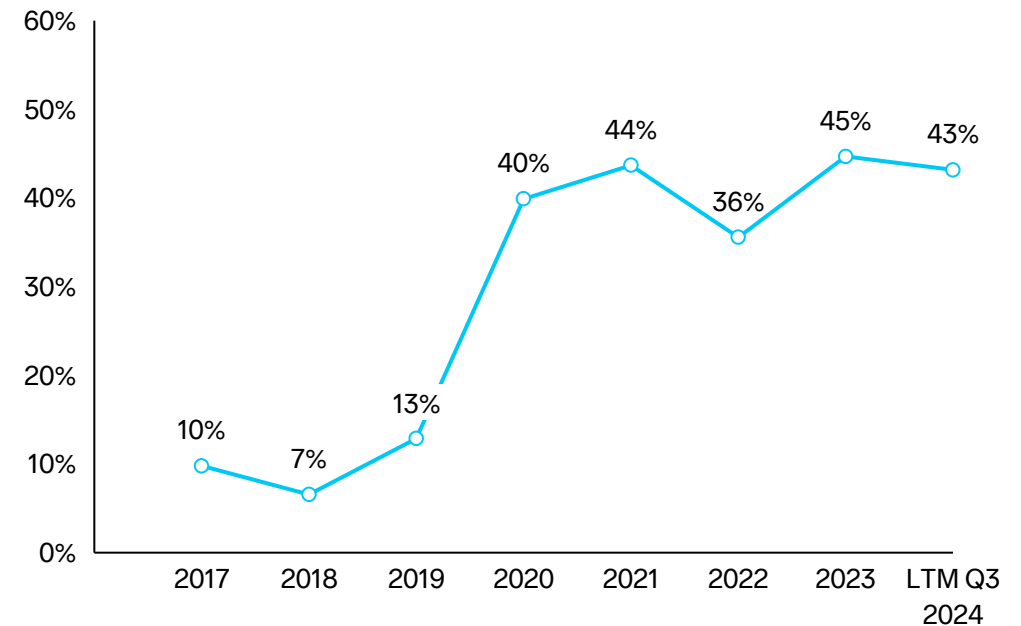
Figures as per end of September 2024; (1) LTM net transaction related income divided by average quarterly brokerage savings capital; (2) LTM net fund related income excluding income divided by average quarterly fund savings capital; (3) Excluding lending against pledged cash and cash equivalents; (4) 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 ratio¹



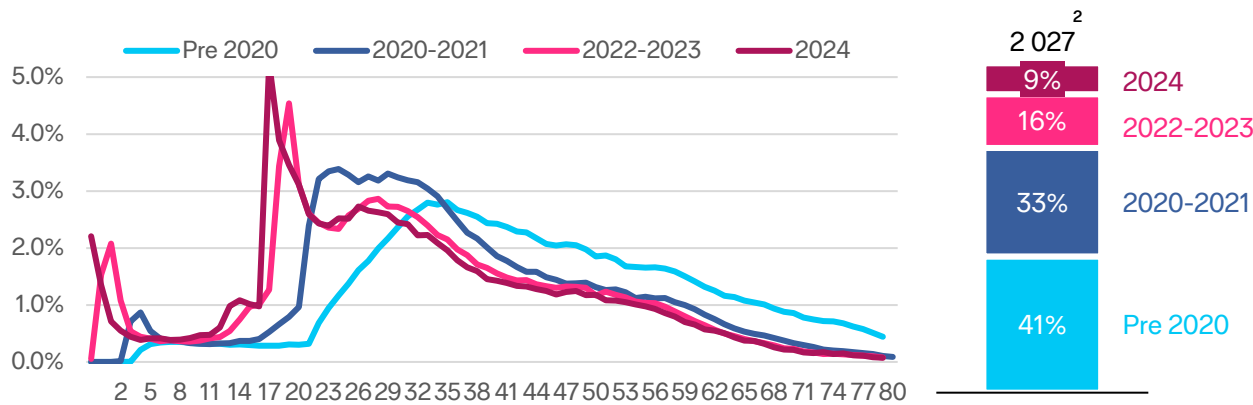
Adjusted return on equity^{1,2}



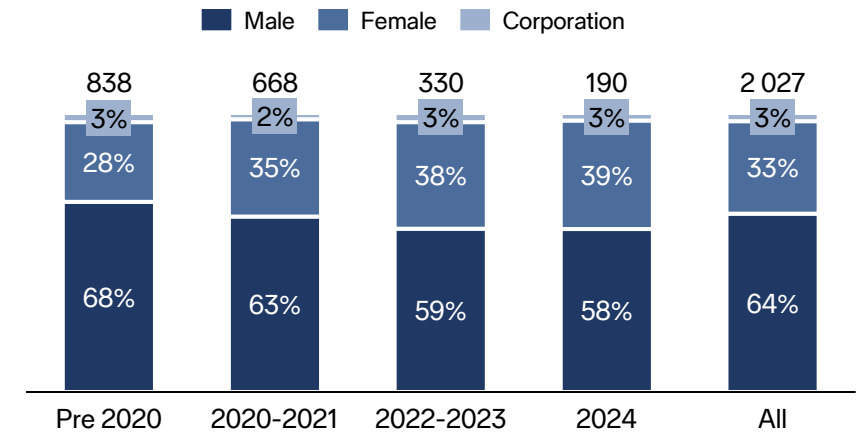
(1) Adjusted operating expenses; subtracting SEK16m in 2018, SEK65m in 2019, SEK129m in 2020 and SEK 81m in 2022. Adjusted operating income; subtracting SEK66m in 2019. A tax rate of 20% has been applied when adjusting for non-recurring expenses except FSA sanction of SEK100m which was not tax deductible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

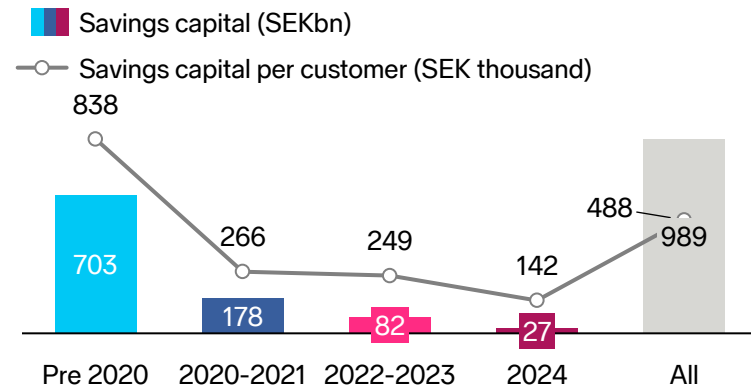
Share of customers per cohort and age¹
%



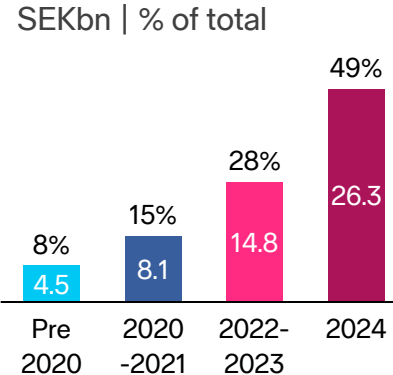
Share of customers by cohort and gender²
3Q24 | ('000)



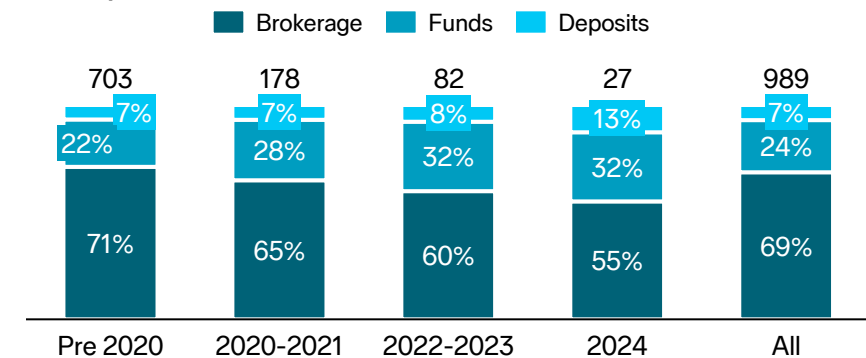
Savings capital per customer 3Q24²



Net savings 2024



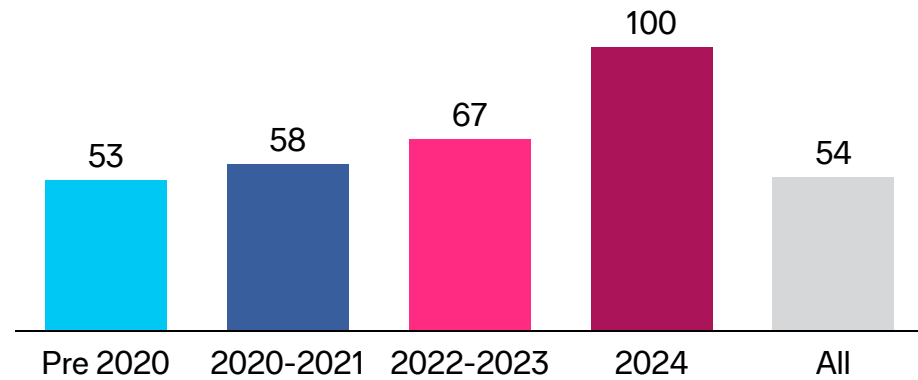
Share of savings capital by cohort and asset type
3Q24 | SEKbn



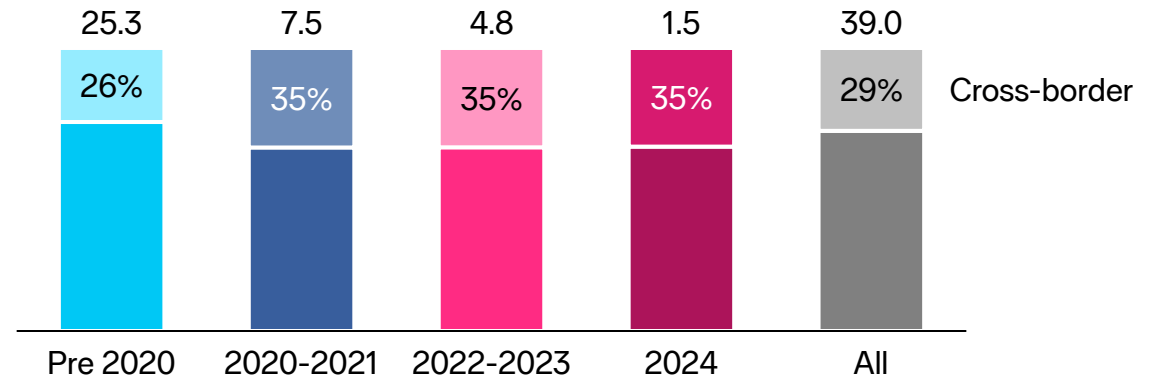
(1) Excludes customers who only carry an unsecured loan, companies and private customers > 80 years. (2) Excludes customers who only carry an unsecured loan

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

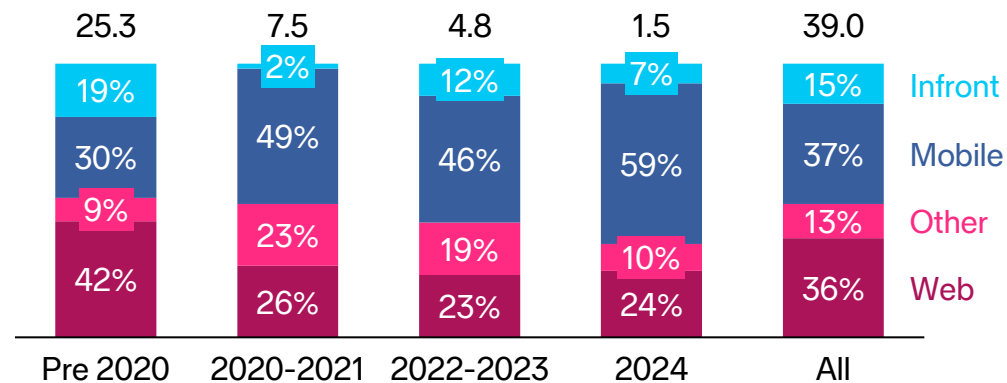
Revenue margin 2024
bps



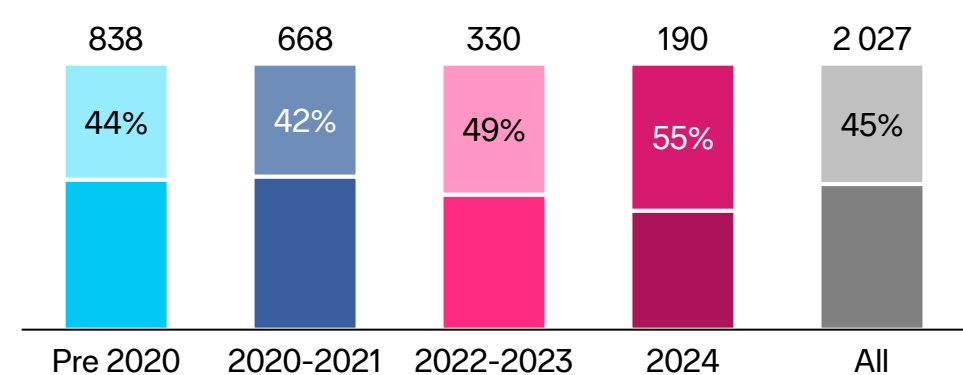
Share of cross-border trades 2024
% | million trades



Share of trades per application 2024
% | million trades



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

Digital channel engagement

Active users

443k

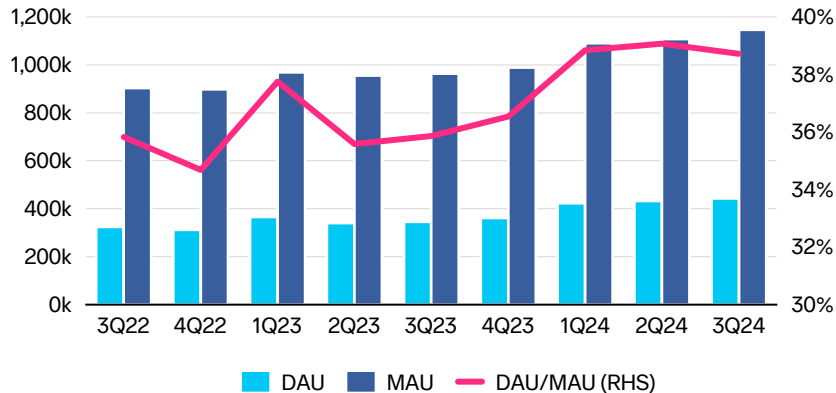
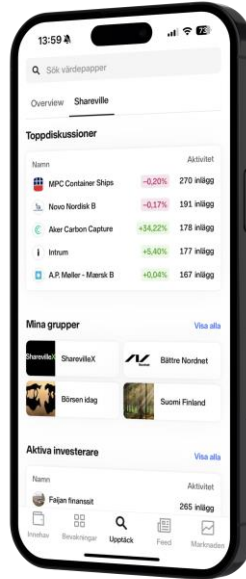
Daily Active Users (DAU)
Average Q3 2024

1.1m

Monthly Active Users (MAU)
Average Q3 2024

39%

DAU/MAU
engagement ratio



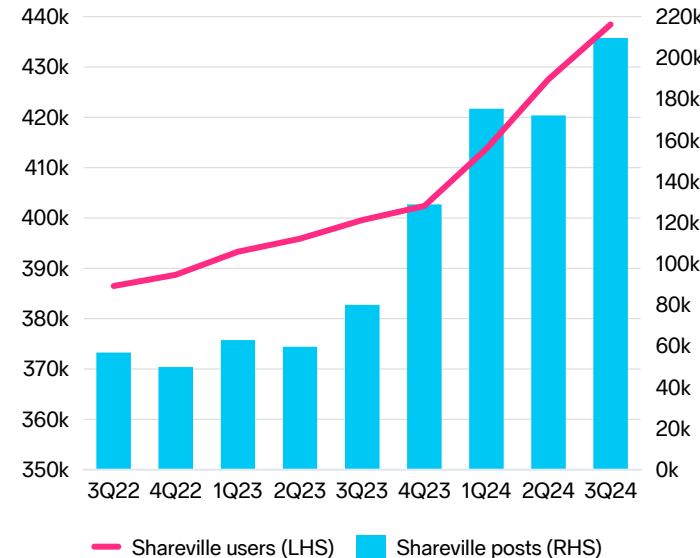
Social community activity

439k

Active Shareville
users

210k

Shareville posts created in Q3 2024



Investing activity

645k

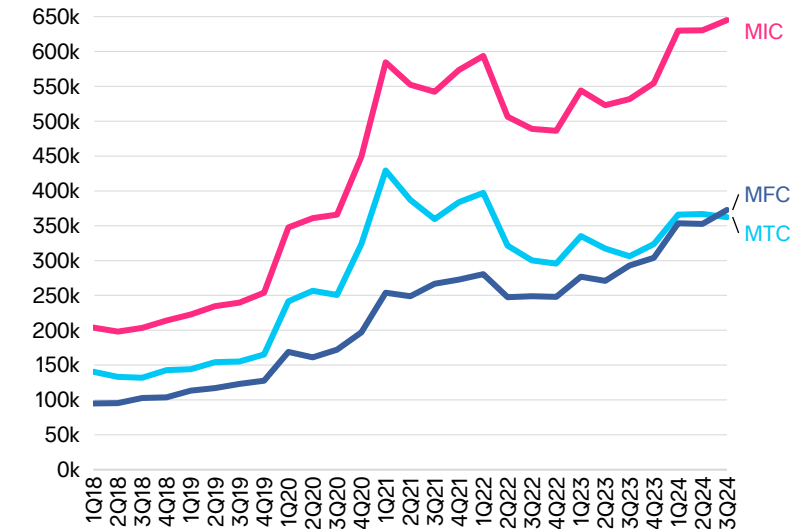
Monthly Investing Customers (MIC)*
Average Q3 2024

362k

MTC
Average Q3 2024

373k

Monthly Fund Customers (MFC)
Average Q3 2024

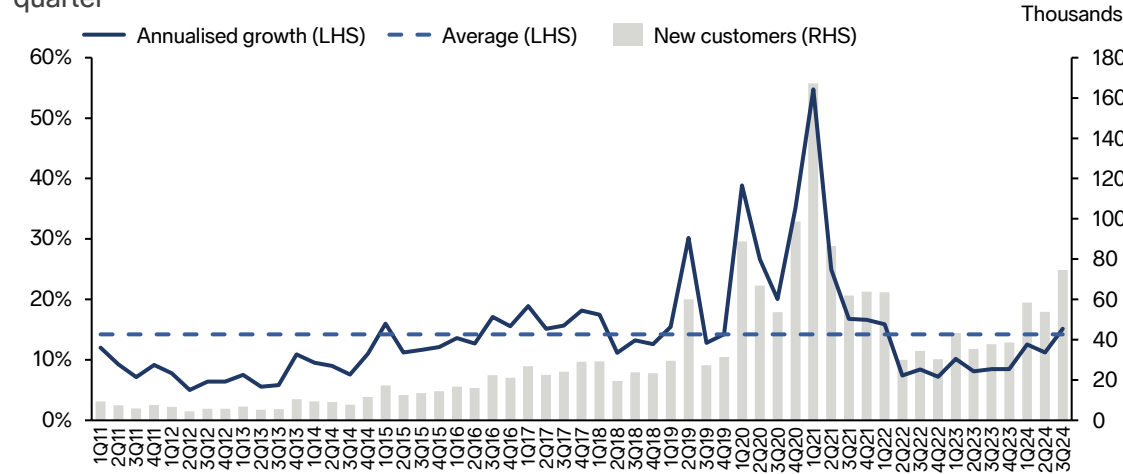


* MIC is either a Monthly Trading Customers (MTC) or a Monthly Fund Customers (MFC)

Signs of recovery in customer growth and savings ratio

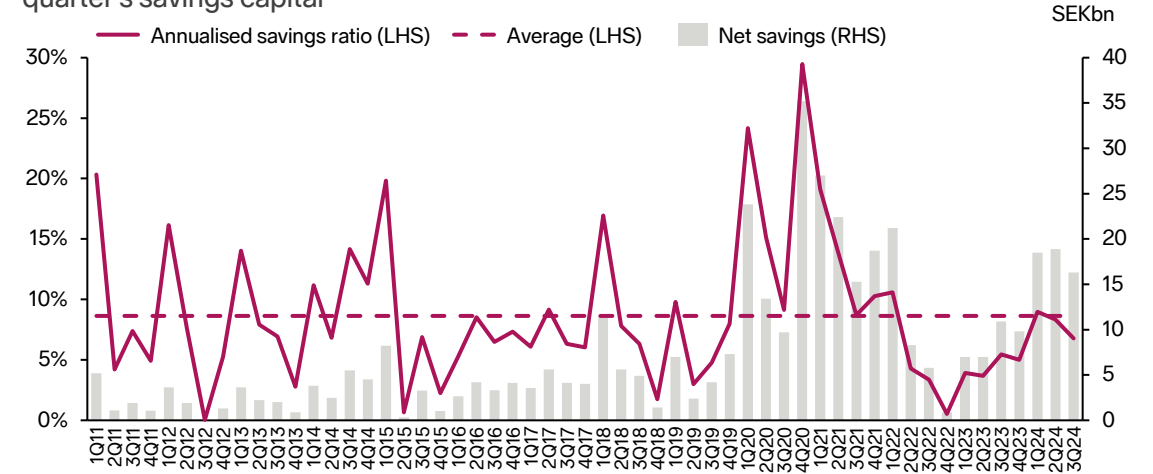
Annualised customer growth

Annualised quarterly customer increase in relation to previous quarter

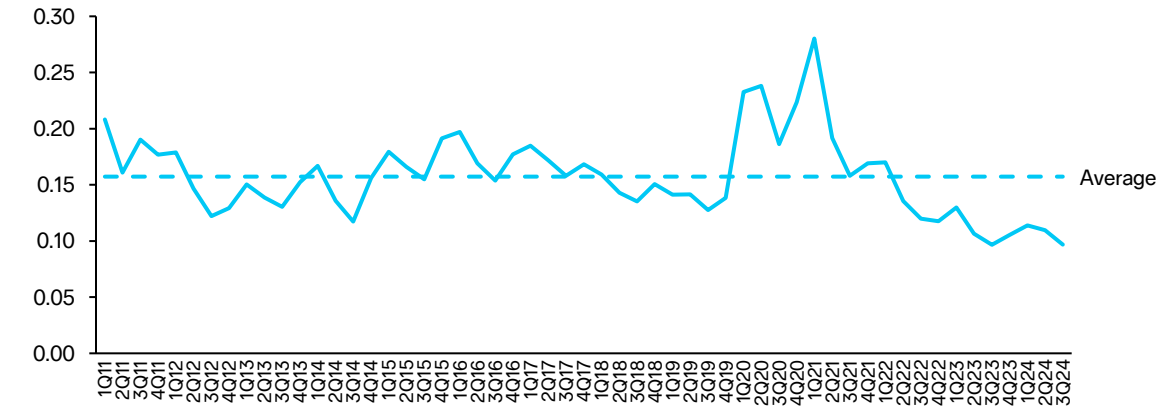


Annualised savings ratio

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

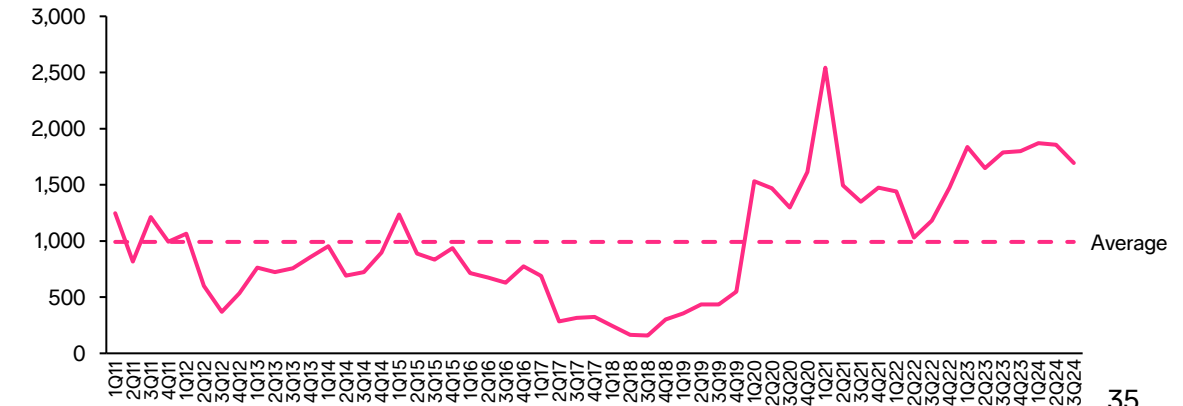


Trades per customer per trading day



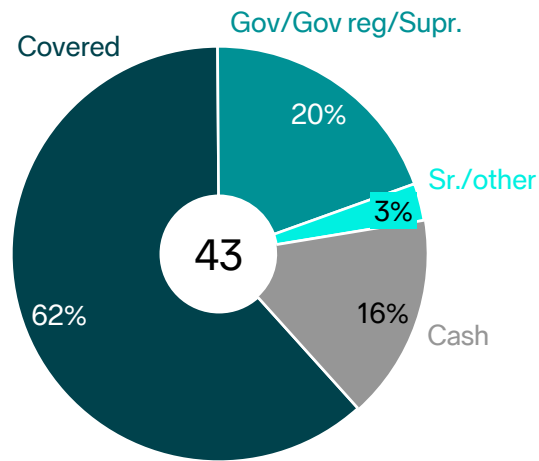
Annualised profit per customer (SEK)

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

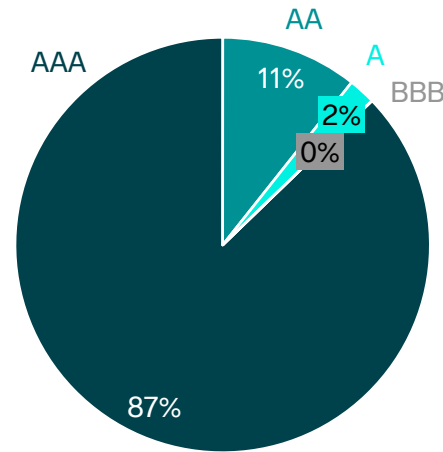


Strong liquidity position with and good credit quality and balanced maturity profile

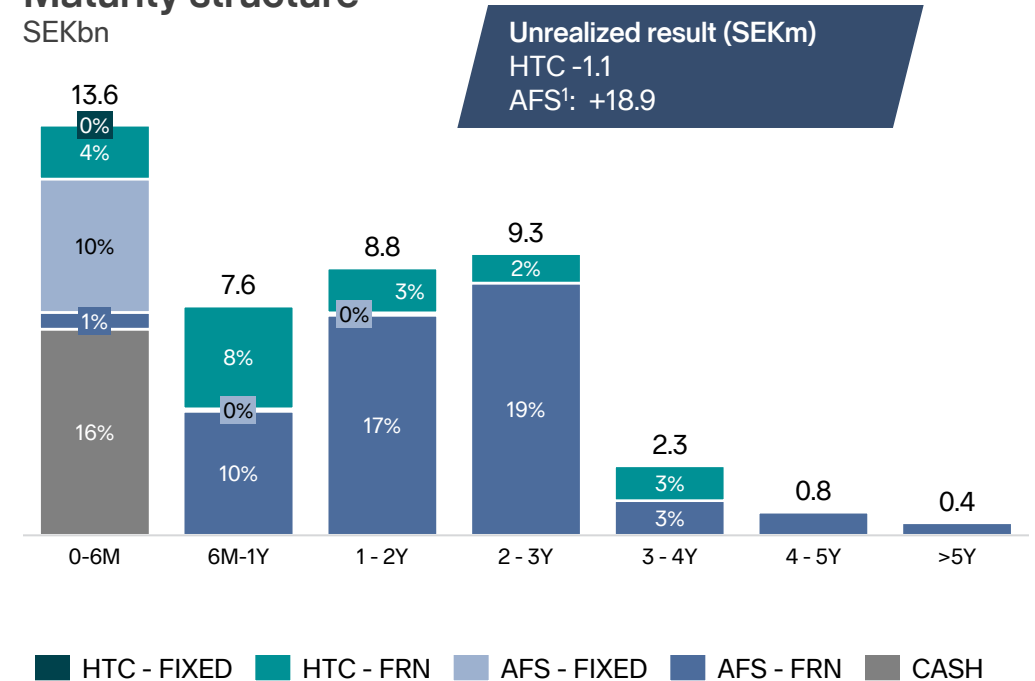
Exposure class
SEKbn



Portfolio rating
% (S&P equivalent)



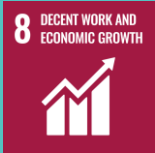
Maturity structure
SEKbn



Note: Figures as per 2024-09-30
 (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



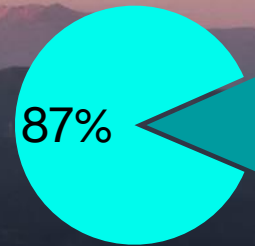
- Practice transparency, compliance and a high ethical standard
- Reduce impact on the environment and climate in own operations and supply chain
- Promote physical and mental health through a good working environment
- Workplace characterized by equality & diversity

Ambition: The leading Nordic platform for sustainable savings

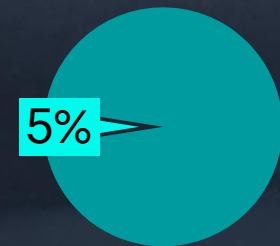
Having a broad set of sustainable investment alternatives

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

34.0%

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