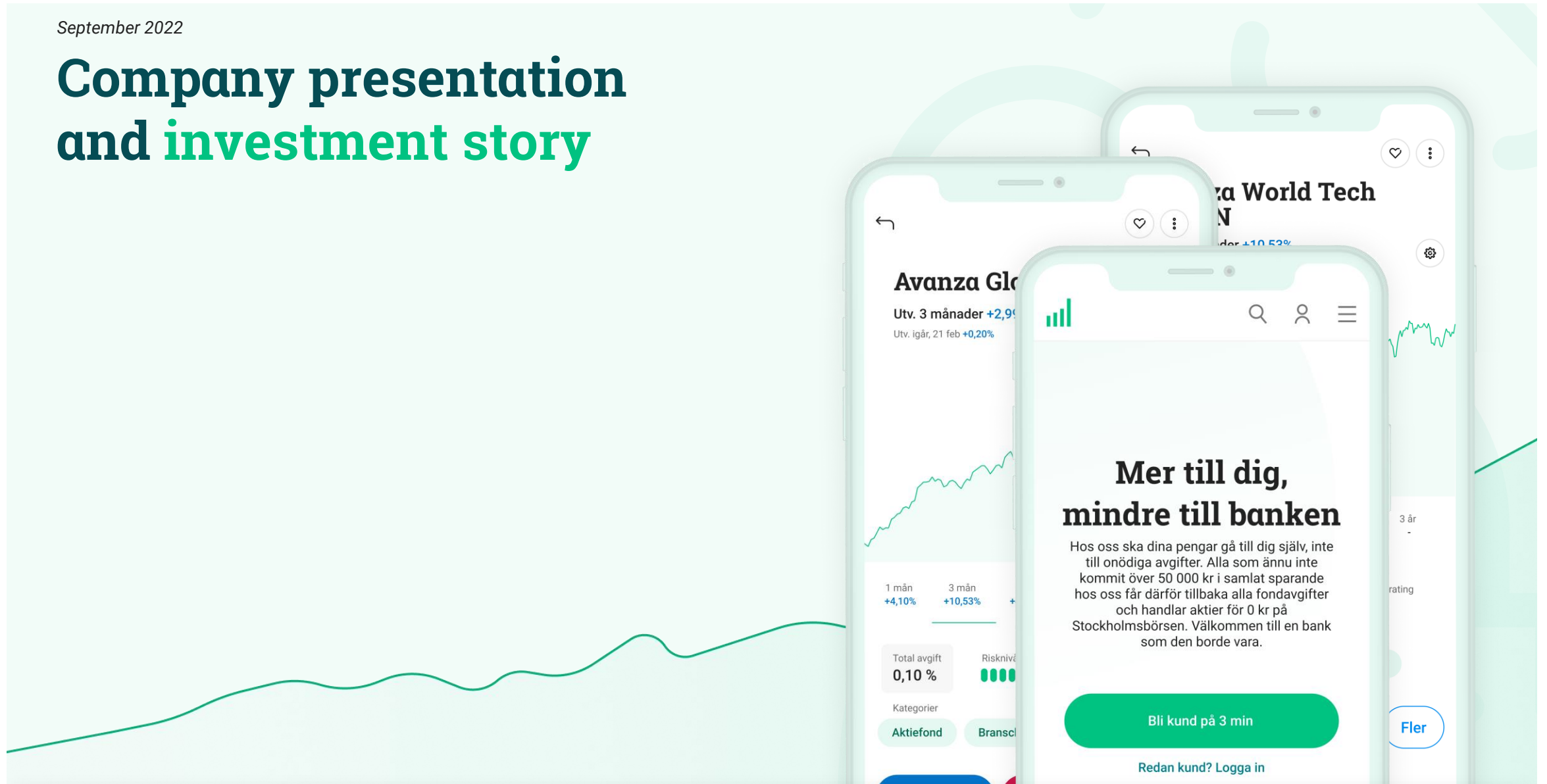
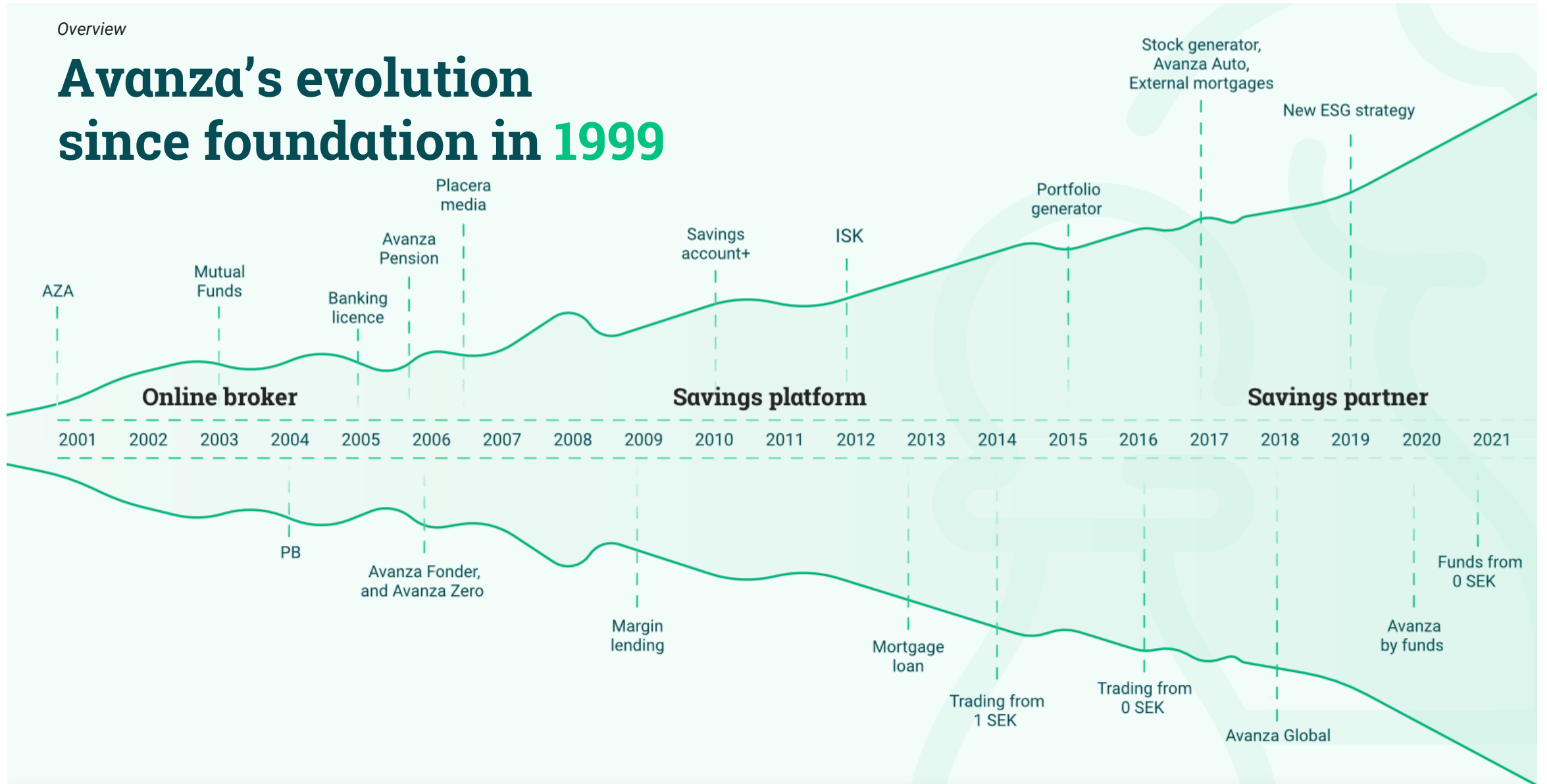


September 2022

Company presentation and investment story



Avanza's evolution since foundation in 1999



Sweden's **leading** platform for savings and investments

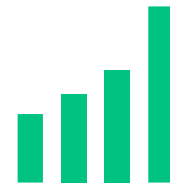


No. 1 long-term target to have the most satisfied savings customers in Sweden – won for the last 12 consecutive years



1,756,900
customers

SEK 682 bn
in savings
capital



625
employees and
eNPS of
67

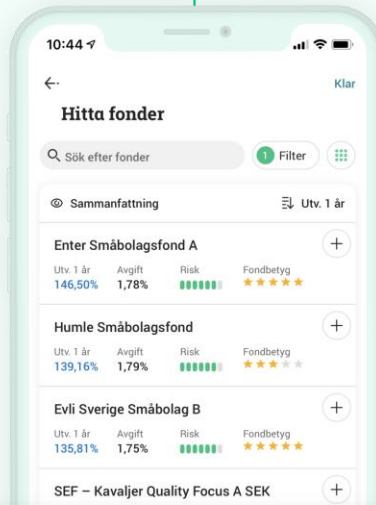
6.3% market share of the
Swedish savings market

Over 70 000 investment opportunities, together with decision-making tools, inspiration and education

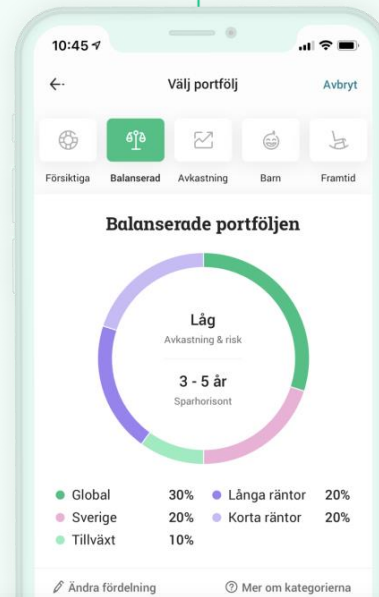
Securities trading



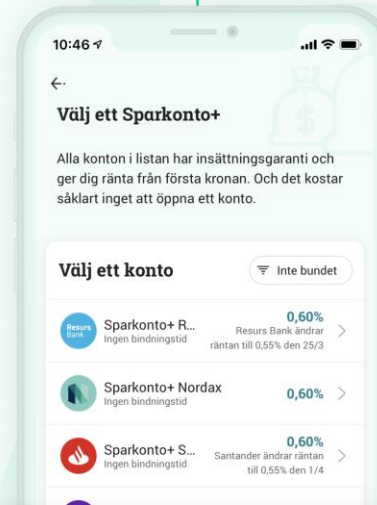
Mutual funds



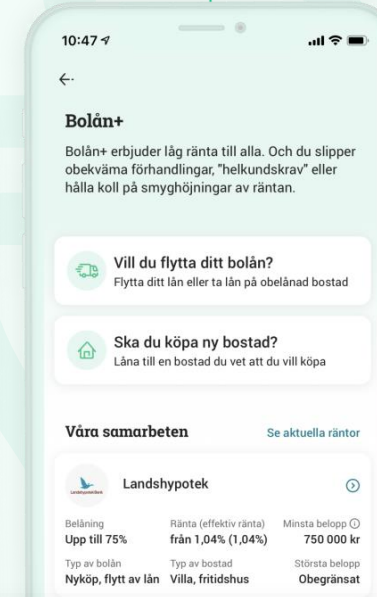
Retirement plans



Savings accounts

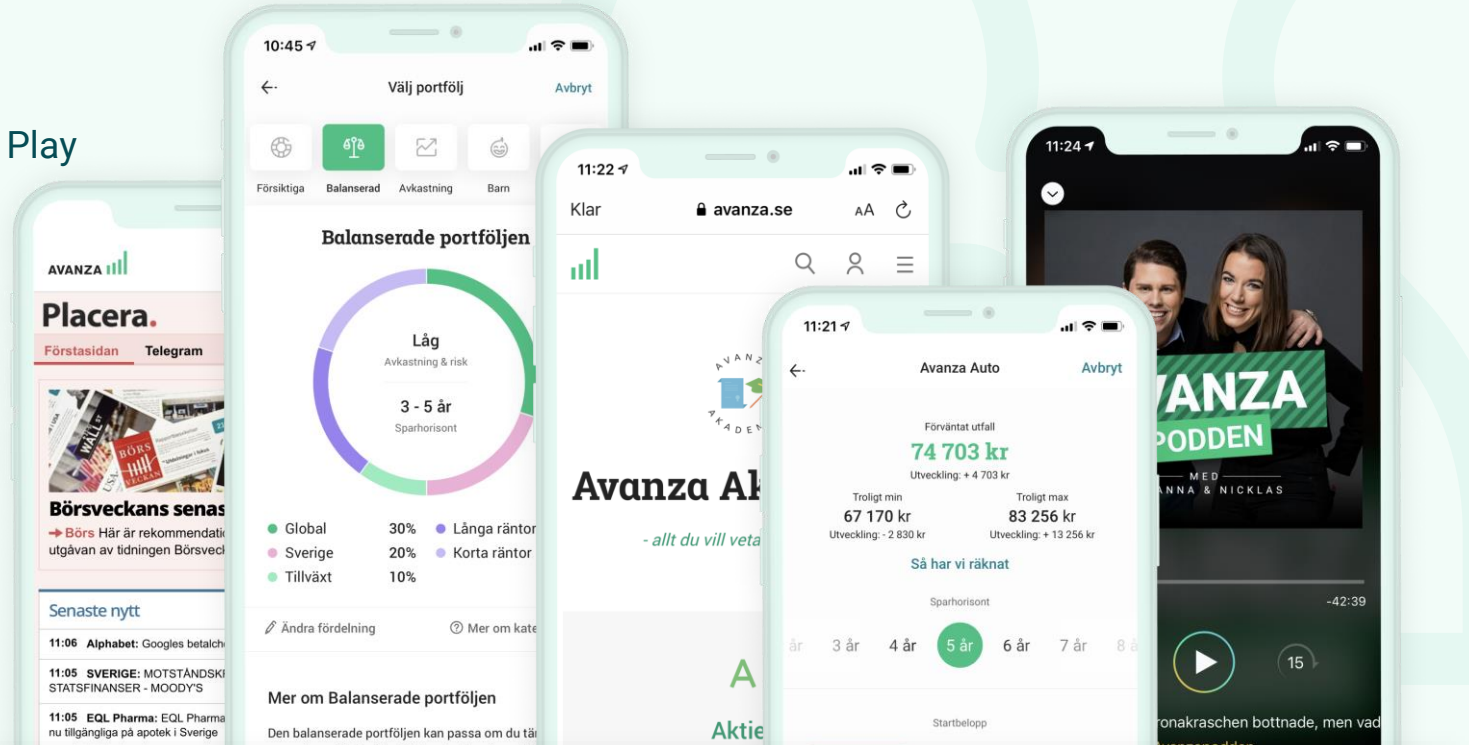


Mortgages and margin lending



We focus on decision-making tools for our customers

- The Avanza Academy
- The Avanza blog, podcasts and Avanza Play
- Auto funds
- Portfolio generator
- Stock generator
- Independent news site Placera



Capital light, fee-based business model

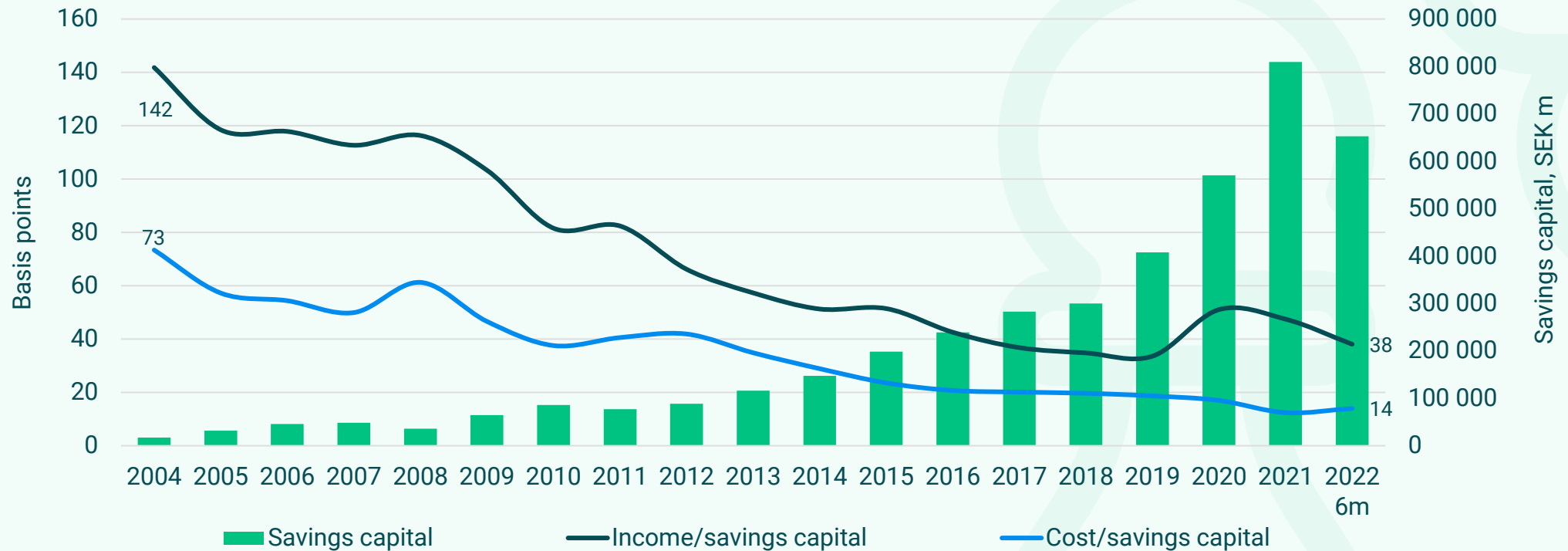
2021	% of income
Net brokerage income	44
Fund commissions, net	20
Currency-related income, net	19
Net interest income (NII)	10
Other income, net ¹⁾	7

1) Mainly income from Avanza Markets and Corporate Finance, but also stock lending, compensation for distribution, advertising sales, subscriptions and customer's add-on services.

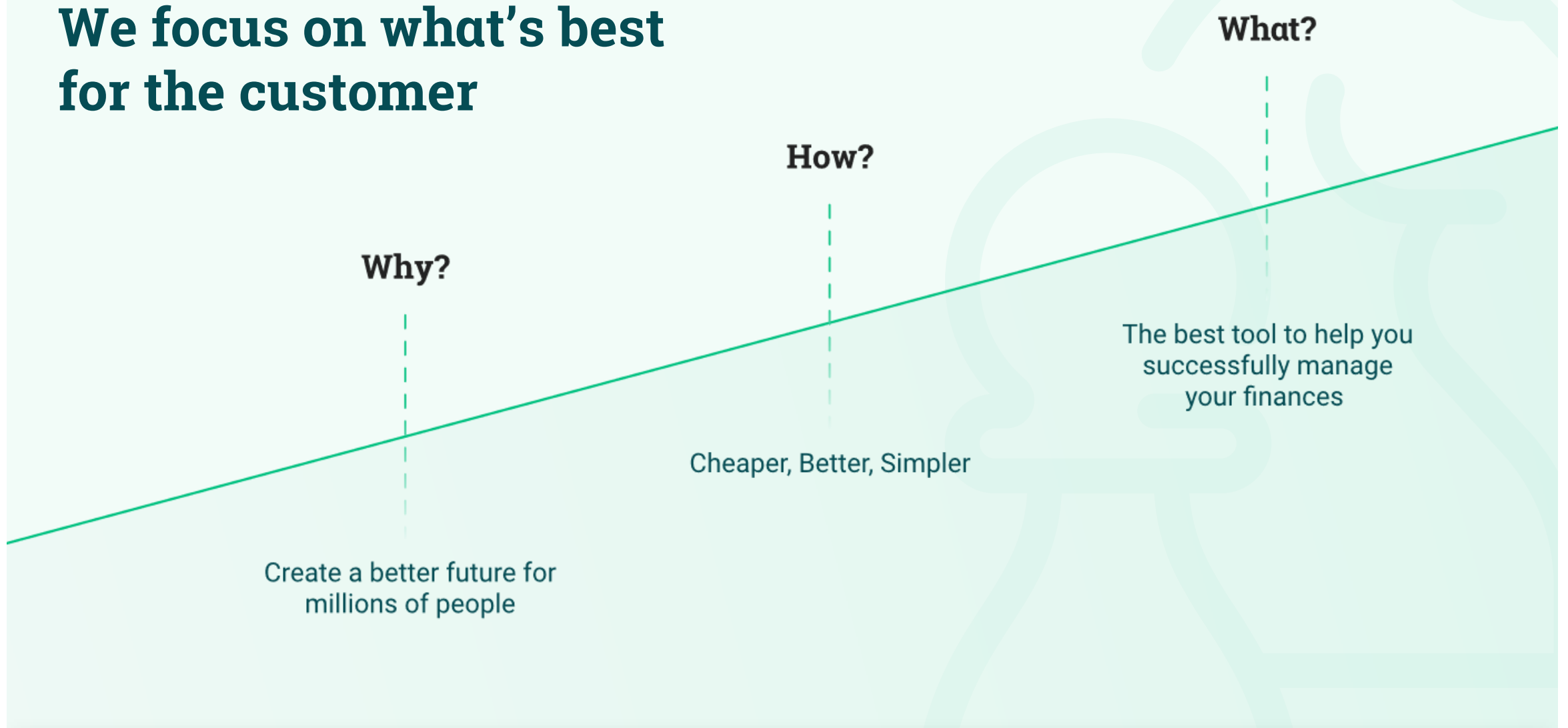
2) Calculated on volumes and policy rate as per 30 June.

- Mainly fixed costs, ~70% staff related
- High scalability
- Self-financed through shareholders' equity and customer deposits
- High interest rate sensitivity. 100 bps change in the policy rate would affect FY NII by over SEK 550 million²⁾

Business model built on scale



We focus on what's best for the customer



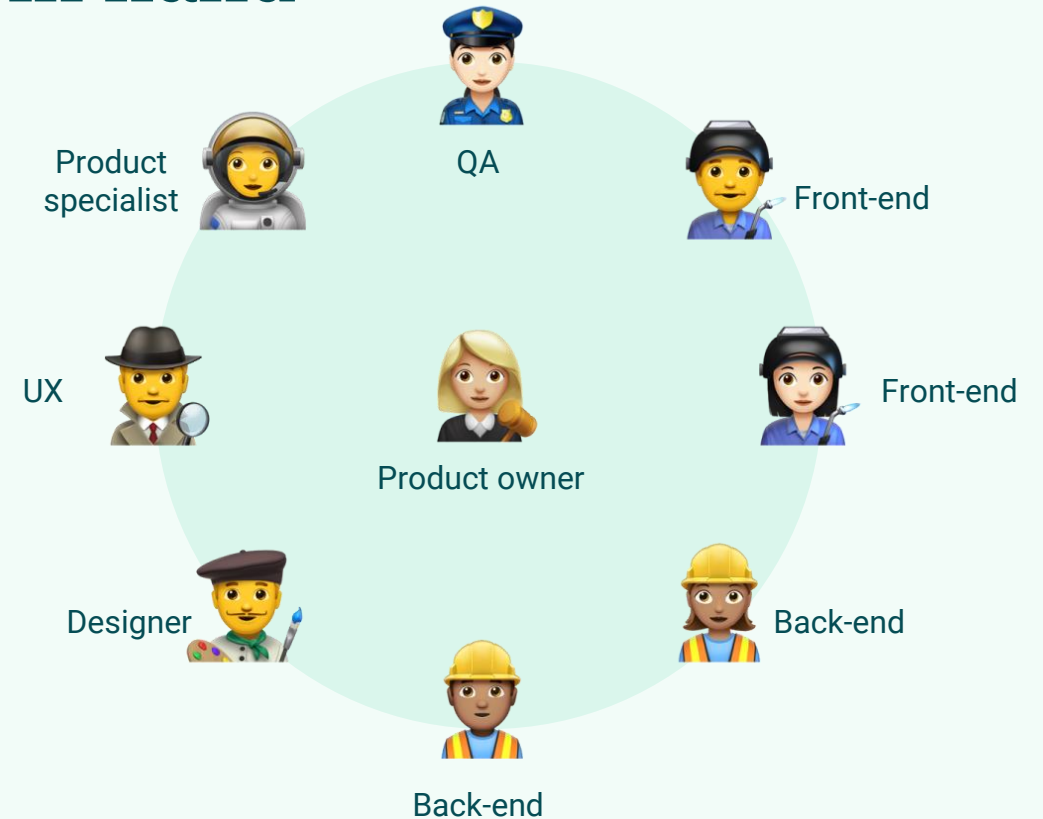
Why?
Create a better future for millions of people

How?
Cheaper, Better, Simpler

What?
The best tool to help you successfully manage your finances

A typical Avanza development team, where business and IT go hand in hand

- Full expertise for their respective domain
- Innovation, business development and maintenance are done within each team
- They define their own mission and sets their own goals, linked with the overall vision and targets



We innovate together with our customers

Customers can sign up as test users to early releases of new functionality and provide feedback.

We meet with hundreds of customers for interviews and user tests each year.

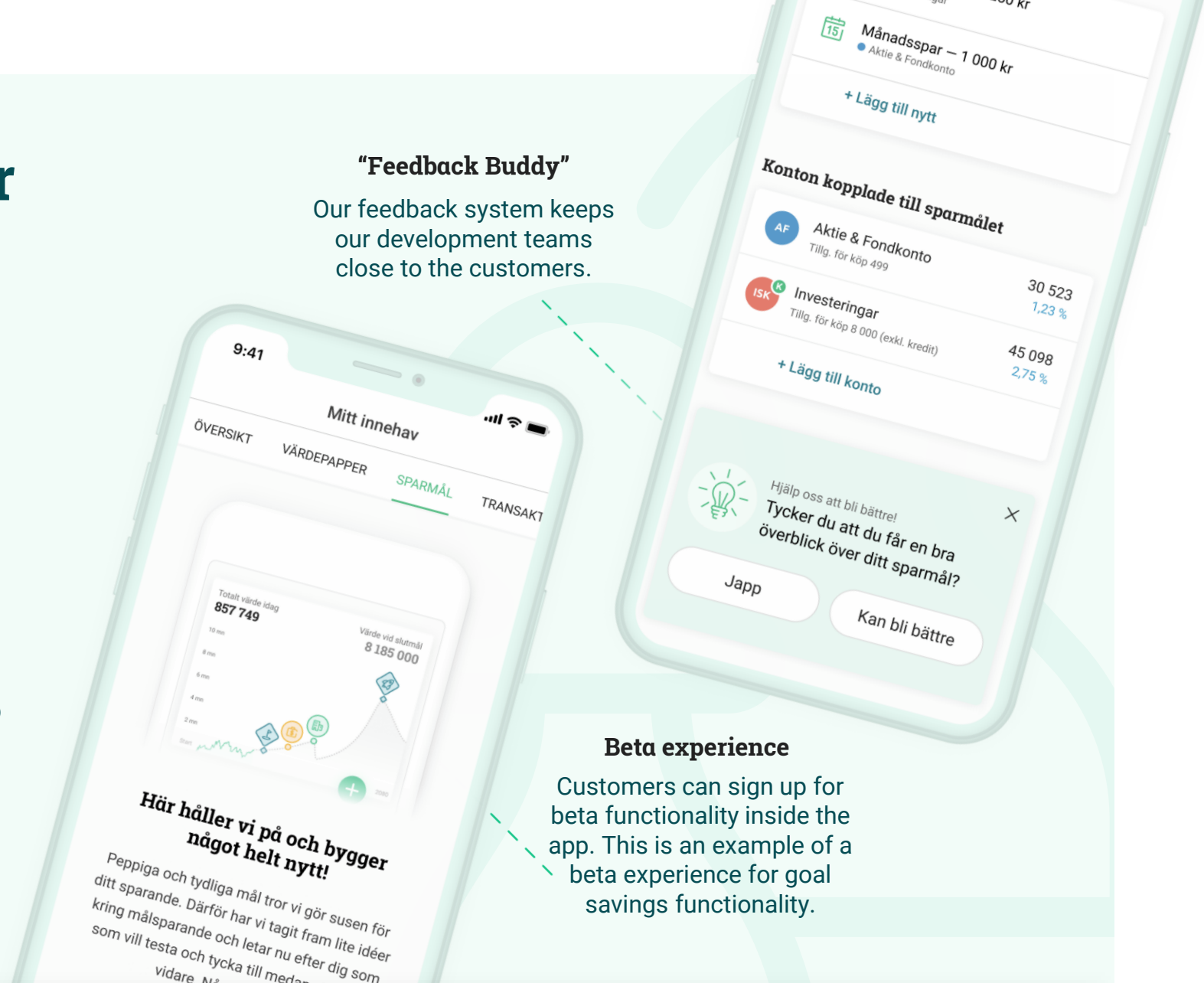
And get, tens of thousands of twitter feedback, app reviews and customer service messages, which are also a vital part of the development feedback to the teams.

“Feedback Buddy”

Our feedback system keeps our development teams close to the customers.

Beta experience

Customers can sign up for beta functionality inside the app. This is an example of a beta experience for goal savings functionality.



User experience, information and tools increasingly important

NPS

>50



Daily active users R12M ~ 425,000

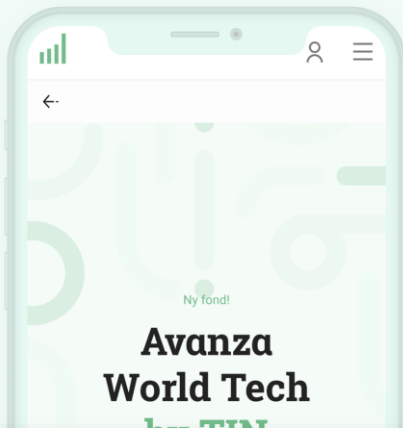
Churn, %
1.4

Our superior customer experience, also makes us the perfect partner for product challengers

TIN FONDER FCG

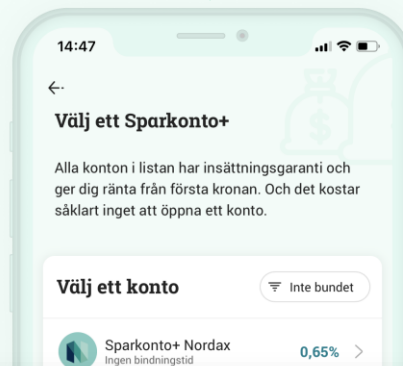
Mutual fund platform

Over 1,350 external funds on the platform and exclusive cooperations for actively managed funds



Third party savings

High yielding savings accounts with a number of partner banks



Mortgages

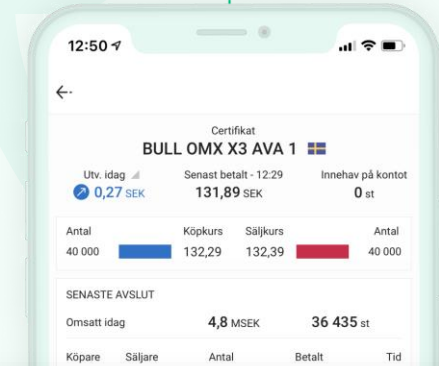
Our partners deliver low interest mortgages through our interface



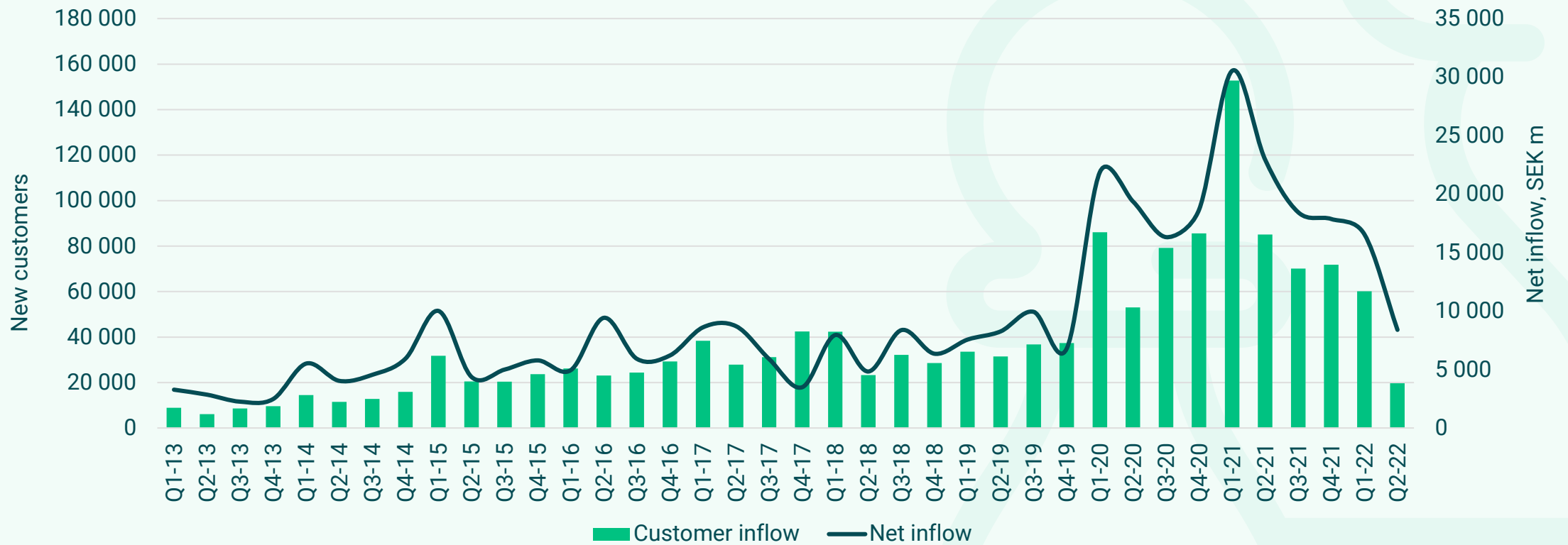
Morgan Stanley

Exchange traded products

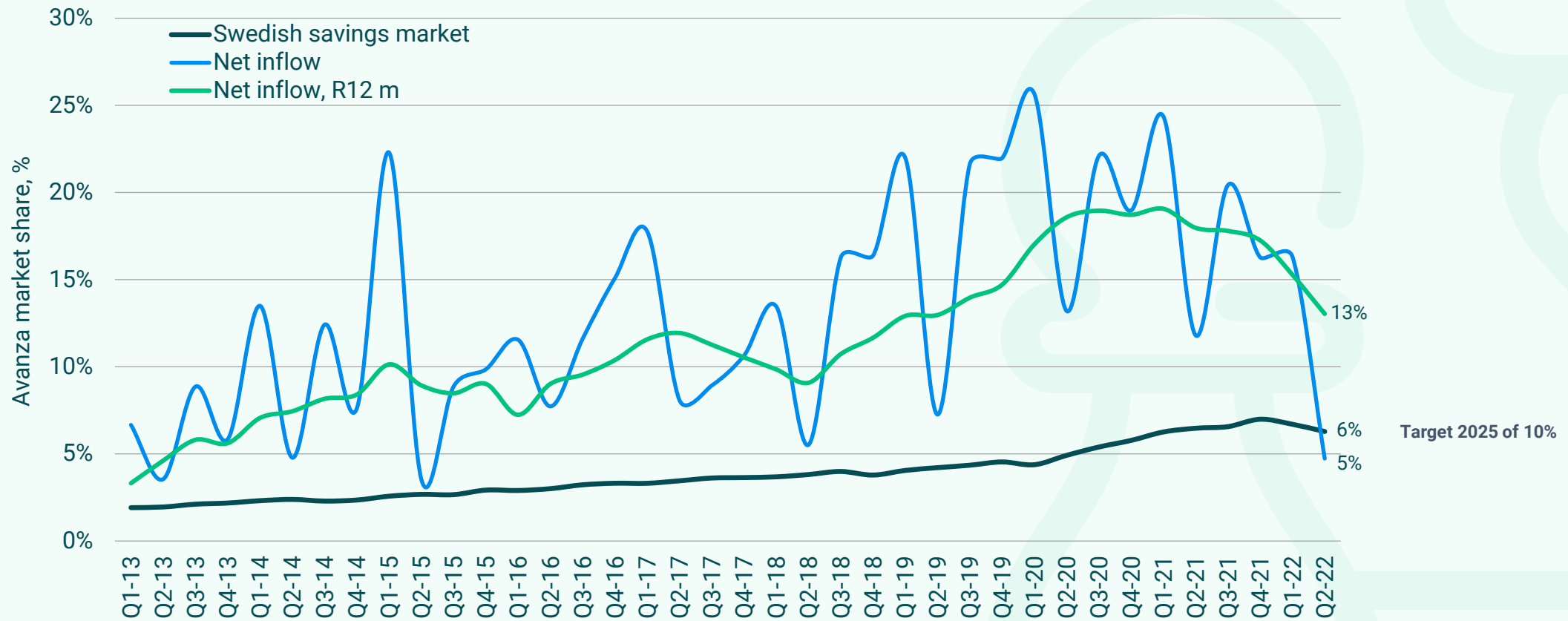
Exclusive exchange traded products with 0 brokerage fees



Customer growth drives net inflow

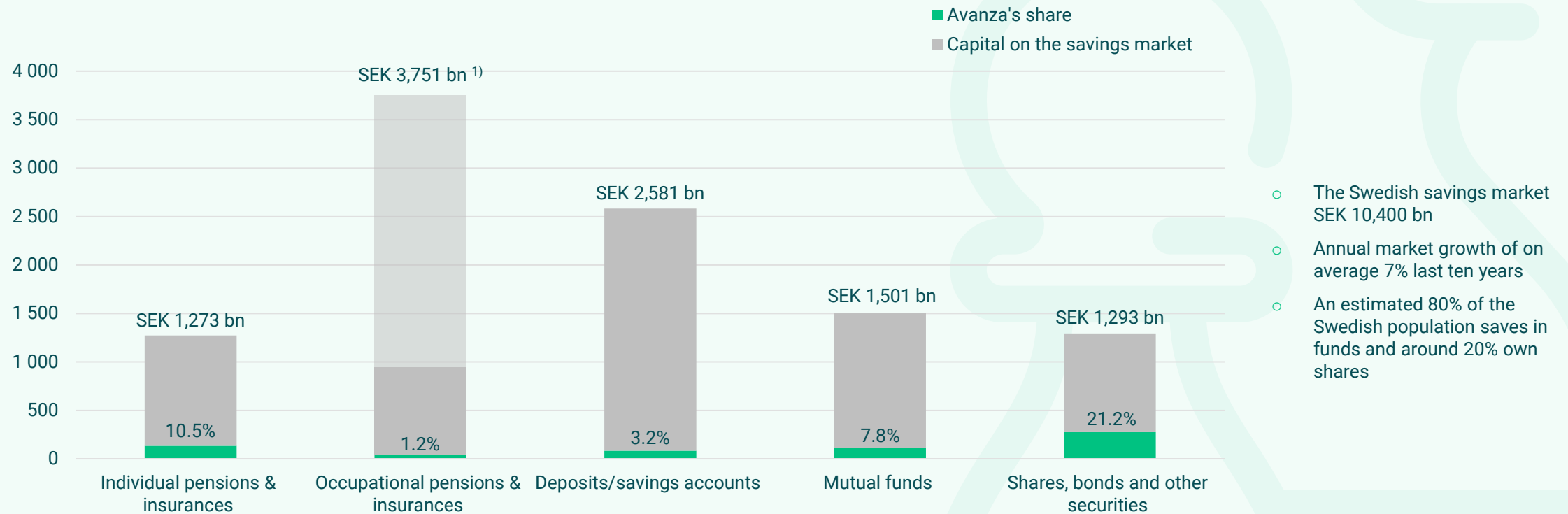


Market share of 13.0% rolling 12M of net savings on the Swedish savings market



The net inflow to Avanza is seasonally higher in Q3 and lower in Q2 and Q4. In Q2 this is due to dividends, tax refunds, higher pension premiums and partly annual payments to contractual pensions, which are not included in Avanza's customer offering.

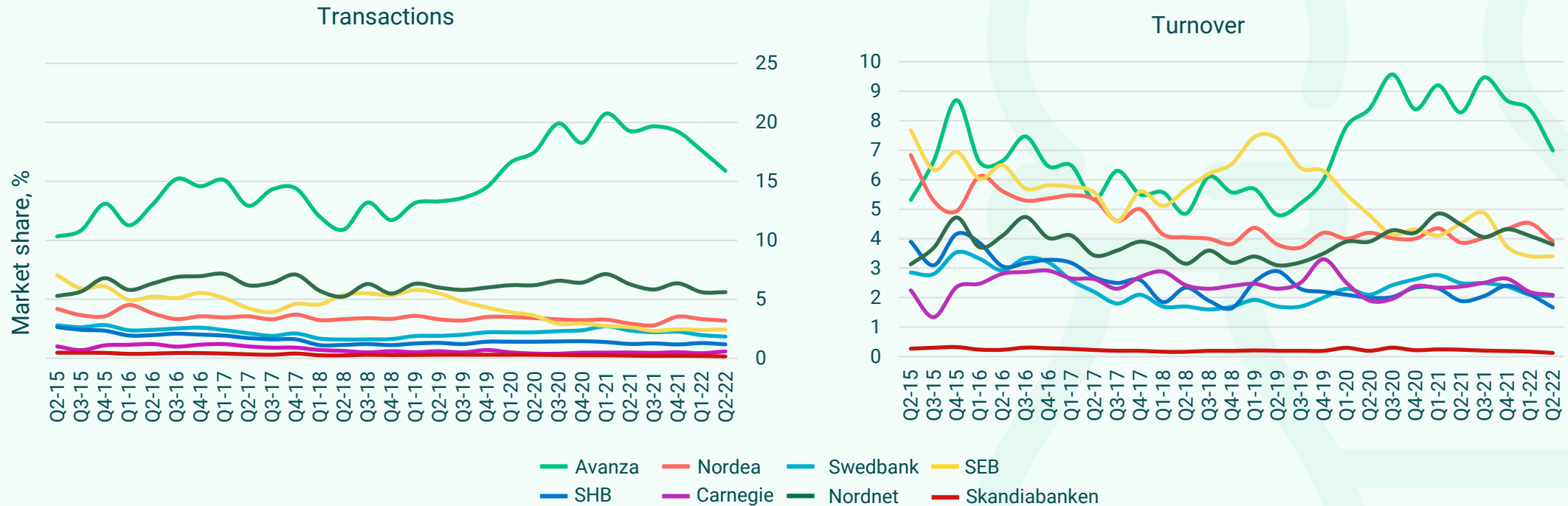
Significant growth potential with a 6.3% market share of the Swedish savings market



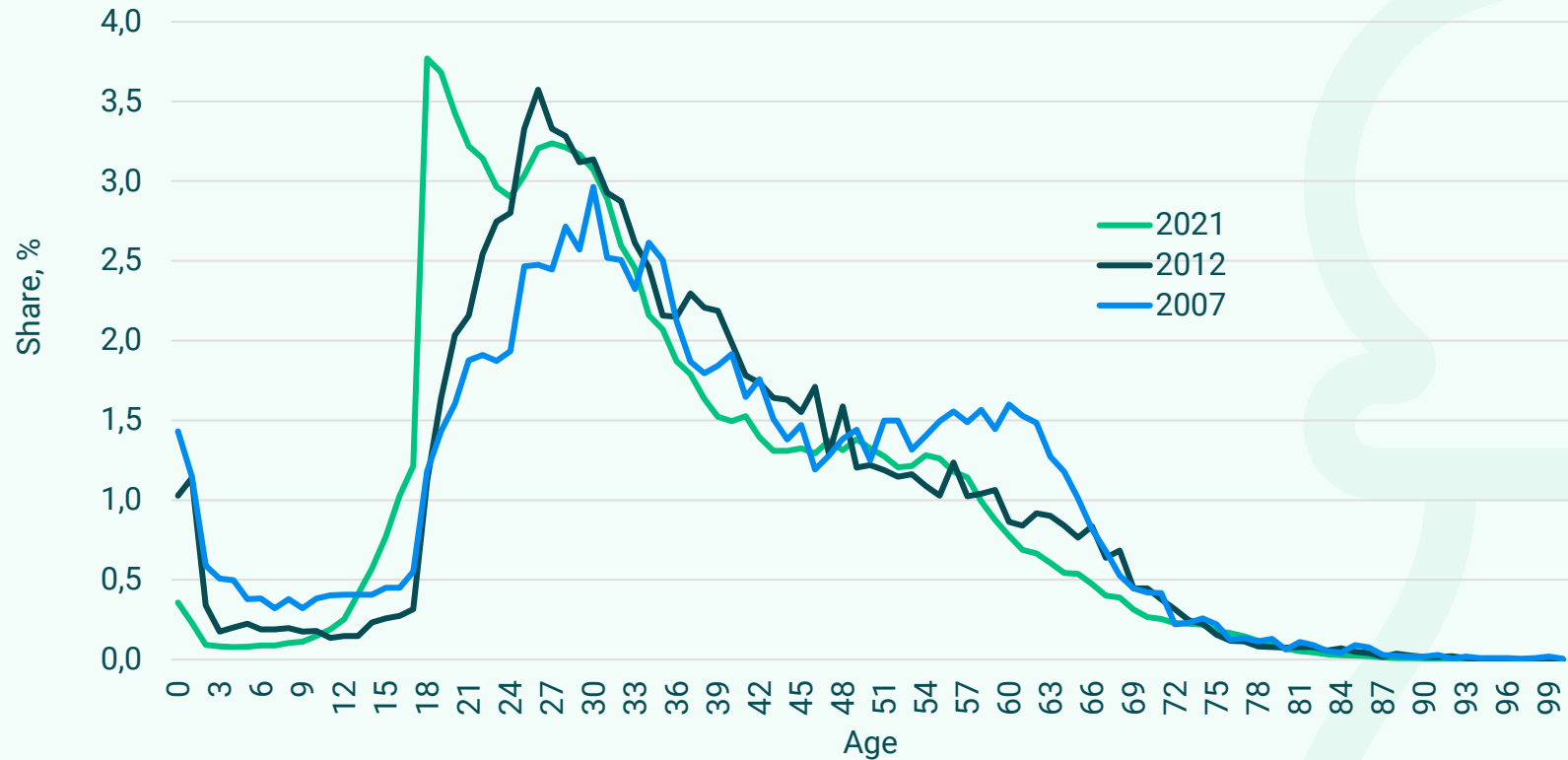
¹⁾ The occupational pension market can be divided into traditional life and unit-linked insurance. Unit linked amounts for close to 40 per cent, of which Avanza is active in the portion outside collectively agreed occupational pensions, which at the end of 2020 was valued at nearly SEK 890 billion.

The largest Swedish participant in stock market transactions and turnover on Nasdaq OMX and First North

- Market share of 15.9% in terms of transactions and 7.0% of turnover in Q2 2022



Age distribution among new customers



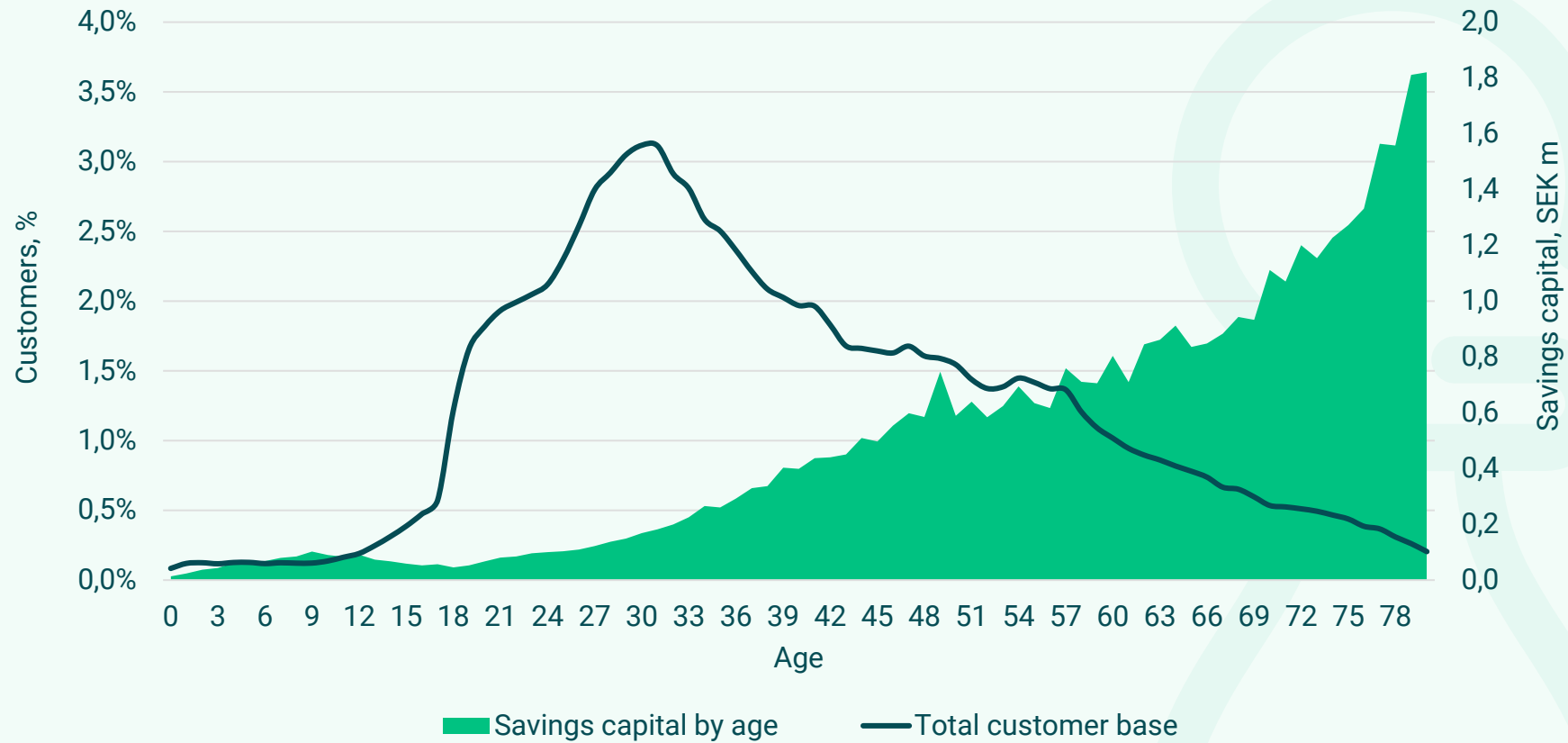
Market penetration

- Total share of Swedish population: 15.4% as of 1 November 2021
 - ages 20-29: 29.9%
 - ages 30-39: 28.8%
 - ages 40-49: 21.4%
- Highest penetration in urban areas. Stockholm region, snapshot (Women/Men) as of 1 November 2021:
 - ages 20-29: 29%/41%
 - ages 30-39: 30%/42%
 - ages 40-49: 23%/33%
 - ages 50-59: 19%/25%
 - ages 60-69: 14%/18%

Potential in both existing and new customers

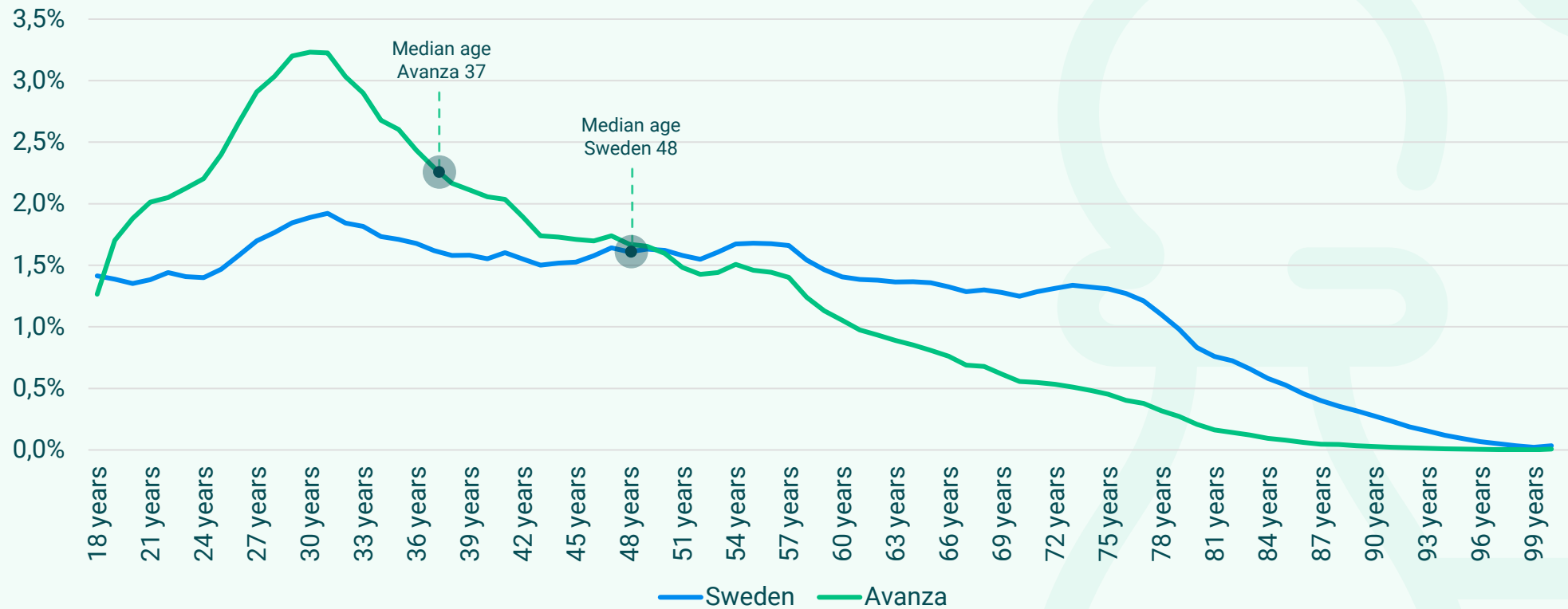
- Increasing share of wallet in existing customer base
- Continue to attract young people and keep them happy as wealth grow by age
- The broad offering makes us relevant for a larger group of people
- Regulation and digitisation have decreased friction, created more awareness and simplified self-directed financial management
- More reasons for people to take responsibility for their own savings as public pension and welfare systems are covering fewer needs
- Facilitate and inspire sustainable savings to attract a broader audience

Savings capital grow by age



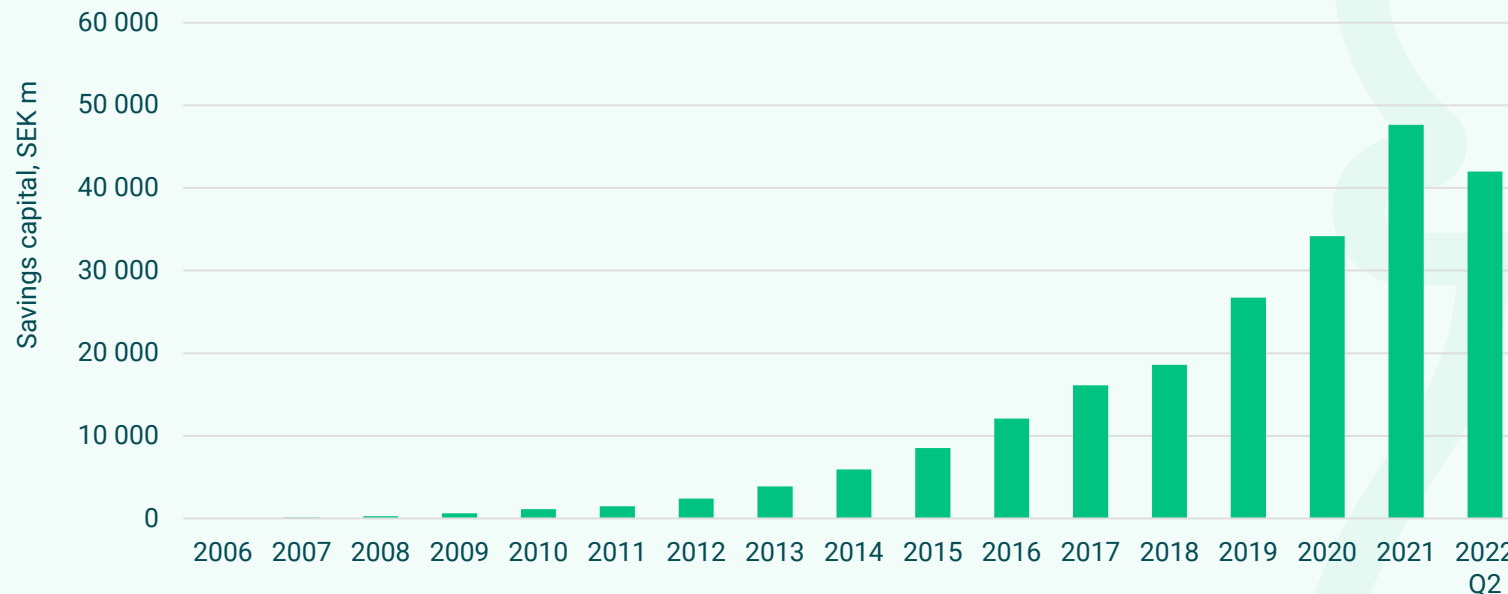
Strong potential when wealth is transferred to the next generation

Age distribution Swedish population and Avanza's customers



One of the fastest growing pension companies in Sweden

- Competitiveness with no annual insurance fees and broad investment opportunities
- The strong offer an advantage when the transfer right is improved to the benefit of the consumer



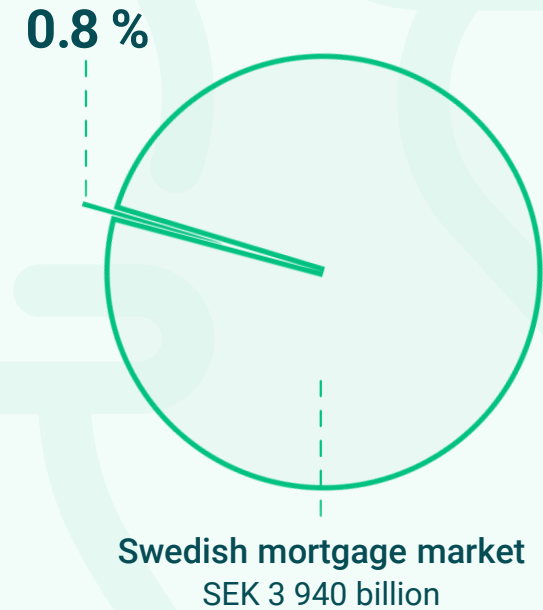
3.8 %

Swedish occupational pension market
SEK 890 billion¹⁾

¹⁾ The occupational pension market can be divided into traditional life and unit-linked insurance. Unit linked amounts for close to 40 per cent, of which Avanza is active in the portion outside collectively agreed occupational pensions, which at the end of 2020 was valued at nearly SEK 890 billion.

Enable customers to apply for mortgages from various external lenders

- Important part of customers' economy
- Frees up savings capital with other banks



We are prepared to capture new opportunities in the world of tech...



Mortgages are signed digitally.



Credit transfers between banks are made in real-time.



Payment accounts can be aggregated, and payments initiated, by any interface.



Customers have the right to data portability.



Pension accounts can finally be transferred cheaply.



Data from all financial products can be easily shared with third parties by customer consent.

To summarise

Customer satisfaction and employee engagement create shareholder value over time

Long-term targets

- Customer satisfaction & Employee engagement
- Growth in customers and savings capital
- Profitability and effective management of the balance sheet

Customer proposition

- Cheaper, better and simpler offering
- High user experience
- Broad range of product
- Information, education and decision-making tools

Business model

- More stable revenues through funds and mortgages
- High scalability
- Cost control vital (top modern IT platform)

Growth potential

- Strong potential in existing customer base
- Young customers a potential when wealth is transferred
- Public pension and welfare systems are covering fewer needs

To summarise

Employee engagement a key success factor for Avanza

Long-term targets

- Customer satisfaction – keep the No 1 position
- Continuous growth in both number of customers and volume
- Create possibilities for continued strong innovation

Continuous growth
Customer satisfaction
Strong innovation

Appendix

Operations	27-29
Financials	30-35
Balance sheet data	36-37
Contact details	38

Targets 2021 and fulfilment

Long-term targets	Outcome	Comments
Sweden's most satisfied savers according to the Swedish Quality Index	✓	Achieved in 2021 for the twelfth consecutive year
Engaged employees, eNPS of at least 50	67	Very strong ambassadorship
Market share of at least 15 per cent R 12M of the total net inflow to the Swedish savings market 2025	17.4%	Almost every fifth savings krona ended up on the Avanza platform
Market share of nearly 7% 2025	7.0%	Target achieved already in 2021
Return on equity of 25-30%	50%	Ensures focus on profitability and effective management of the balance sheet
Dividend of at least 70%	70%	Proposed dividend for 2021 of SEK 9.20 per share
Increased share of capital in sustainable investments	✓	Improvements done during the year to make it easier to save sustainably
Be regarded as the leading sustainable brand and the natural choice for sustainable savings	✓	Regarded as the financial company in Sweden with the highest reputation (Kantar Sifo)
Increase share of new female customers to 50%	41%	Not achieved despite record high number on new female customers
Organisation with parity between women and men	46%	Measured in Group Management and among employees with personnel responsibility
Become climate positive		The year's emissions is presented in the Annual and Sustainability Report for 2021

Long-term **financial targets** for 2025

- Customer satisfaction and employee engagement targets remain unchanged
- Market share of 10% of the Swedish savings market at the end of 2025
- Costs to savings capital ratio of maximum 12 bps over time
- Return on equity of at least 35%
- Dividend of 70% of net profit, taking into account the leverage ratio requirement

Sustainability targets for 2025



Sustainable investments

Strengthen the sustainability value in customers' investments



Educate & Challenge

Increase gender equality in savings



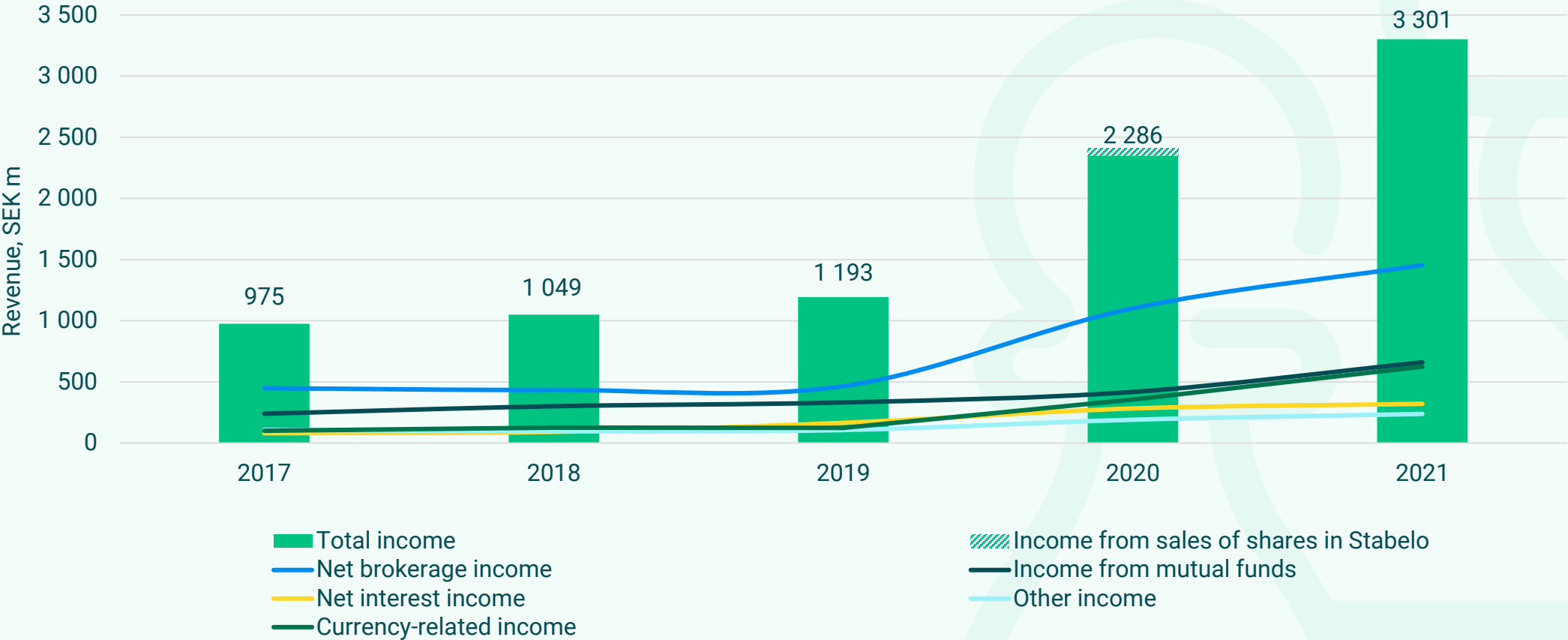
Sustainable organisation

Climate neutrality set as a Science based target

Financial overview

	H1 22	H1 21	Δ %	2021	2020	Δ %
Operating income, SEK m	1,385	1,710	-19	3,301	2,349	41
Operating expenses, SEK m	-520	-419	24	-864	-763	13
Operating profit, SEK m	865	1,292	-33	2,437	1,576	55
Operating margin, %	62	76	-13	74	67	7
Income to savings capital ratio, %	0.38	0.53	-0.15	0.47	0.51	-0.04
Costs to savings capital ratio, %	0.14	0.13	0.01	0.12	0.17	-0.04
ROE, %	32	59	-27	50	57	-6
EPS, SEK	4.75	6.98	-32	13.19	8.66	52

Long-term revenue development

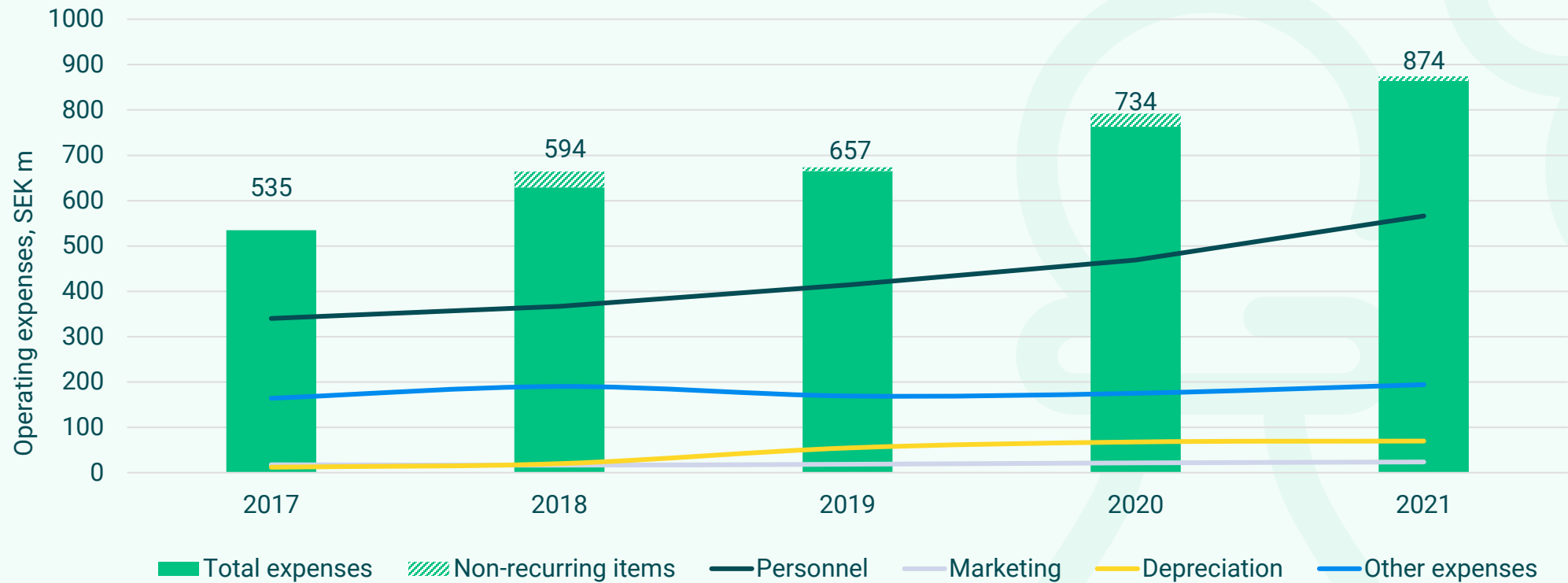


Income split 6M 2022

	SEK m	% of income
Net brokerage income	544	39
Fund commissions, net	300	22
Currency-related income, net	220	16
Net interest income	198	14
Other income, net ¹⁾	124	9
Total	1,385	100

1) Mainly income from Avanza Markets, but also Corporate Finance, stock lending, compensation for distribution, advertising sales, subscriptions and customers' ad-on services.

Annual cost development

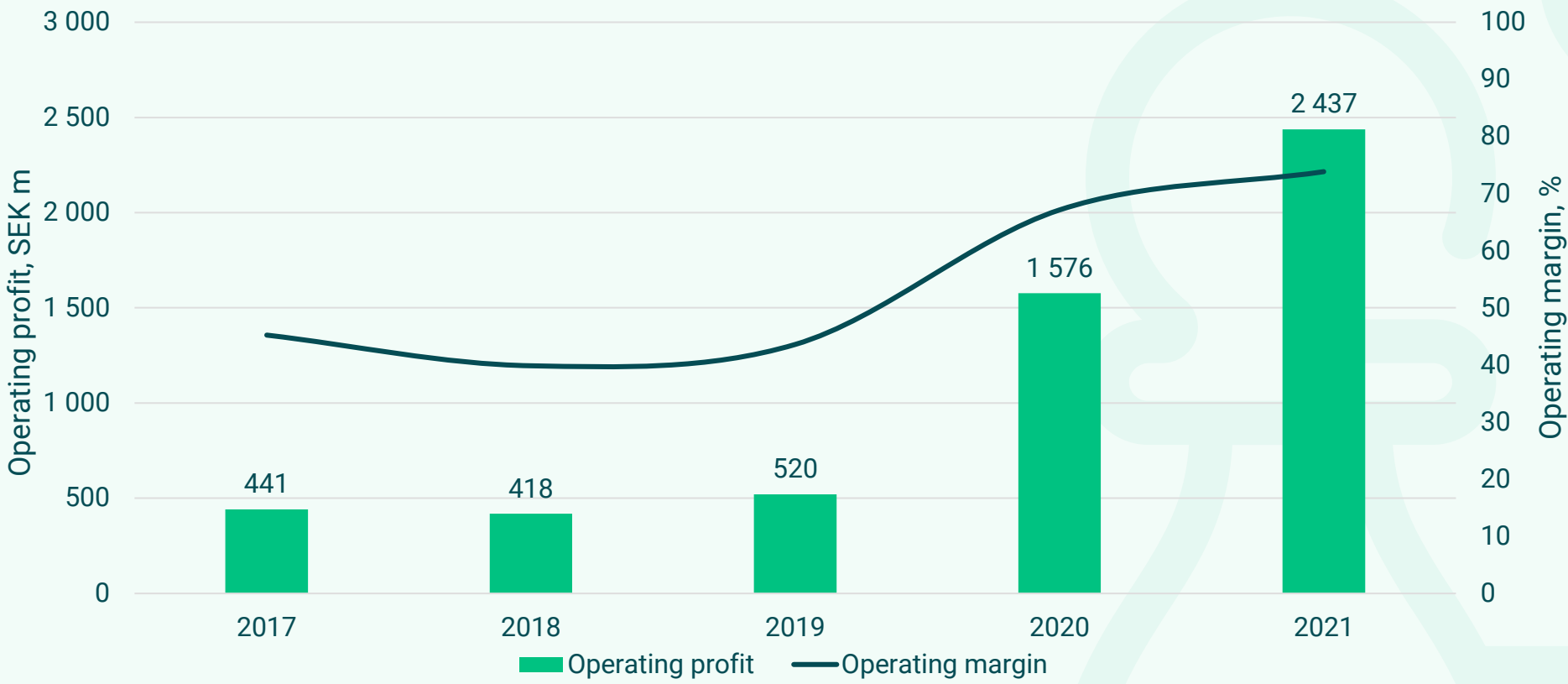


Costs 6M 2022

	SEK m	% of total costs
Personnel	-329	63
IT systems and licenses	-69	13
External services	-38	7
Marketing	-13	3
Depreciation	-38	7
Other	-33	6
Total costs before credit losses	-520	100
Credit losses, net ¹⁾	0	

¹⁾ Reported credit losses are attributable to calculations of expected credit losses according to IFRS9.

Operating margin at extreme levels



Balance sheet, 30 June 2022

Assets	SEK m	Liabilities & equity	SEK m
Lending to credit institutions ¹⁾	8,764	Deposits	59,937
Lending to the public	22,886	Liabilities in insurance operations	180,042
Bonds	32,092	Other liabilities	1,479
Assets in insurance operations	180,040	Shareholders' equity	3,889
Other assets	1,565		
Total assets	245,347	Total liabilities and shareholders' equity	245,347

Comments

- Mainly self-financed through shareholders' equity and customer deposits
- Surplus-liquidity of SEK 42,515m invested in covered bonds, at the Riksbank and O/N (including SEK 1,659m deposits in client fund accounts)
- The value of the insurance liabilities tracks the value of the insurance assets since the policyholders bear the direct investment risk. No products with guaranteed return is offered

1) Including balances at central banks and treasury bills eligible for refinancing.

Strong capital position

	30 June 2022	31 December 2021
Total capital requirement, % ¹⁾	12.6	12.6
Capital surplus, %	11.4	11.4
Total capital ratio, %	24.0	24.0
Leverage ratio,% ²⁾	4.4	4.8
Capital surplus after LR-requirement and internal buffer	0.6	1.0

1) Including external buffers and Pillar 2 requirements.

2) Requirement of 3%.

Historical financial key data 2001–2022 is available in Excel at: avanza.se/keydata

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