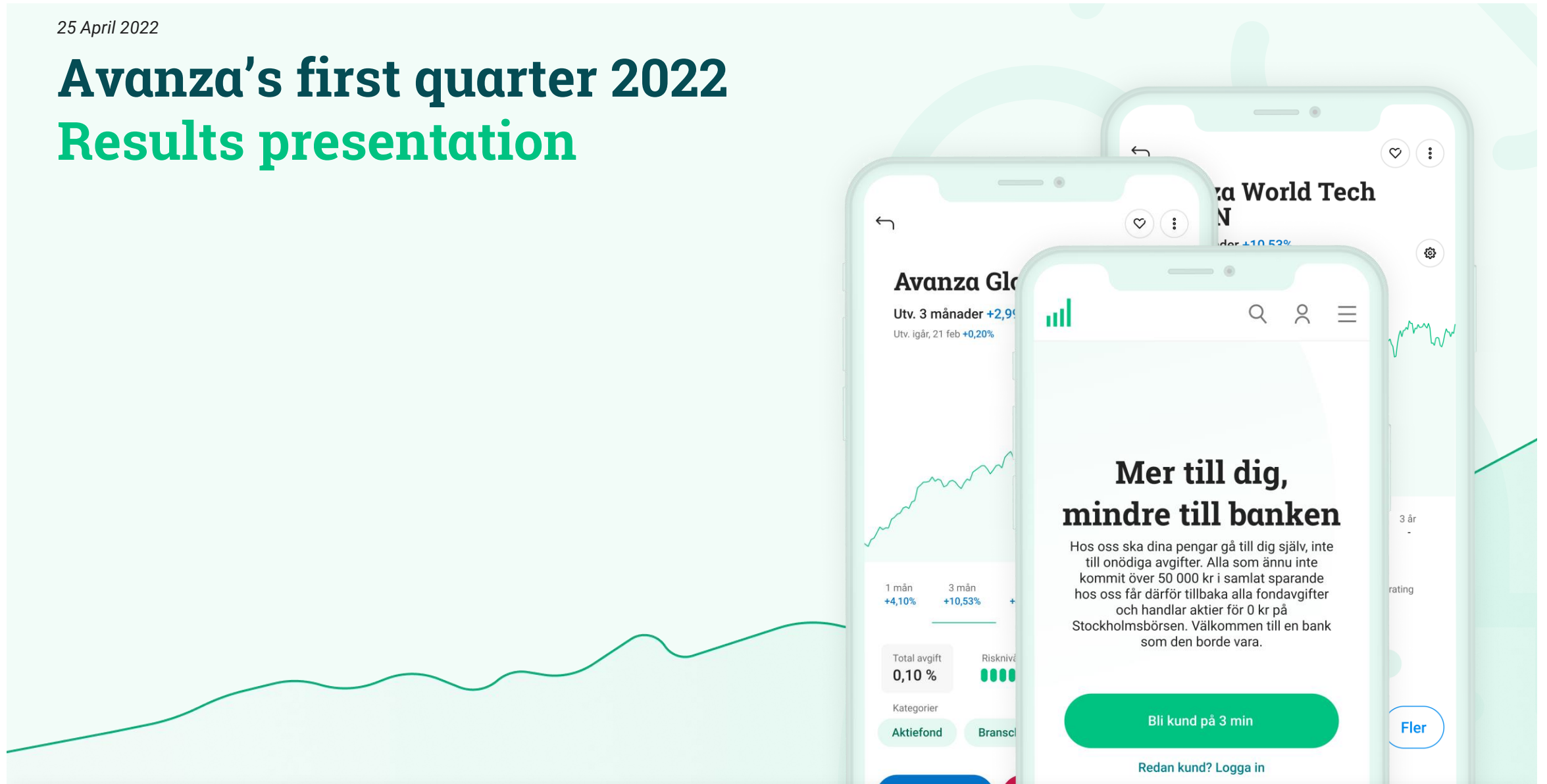


25 April 2022

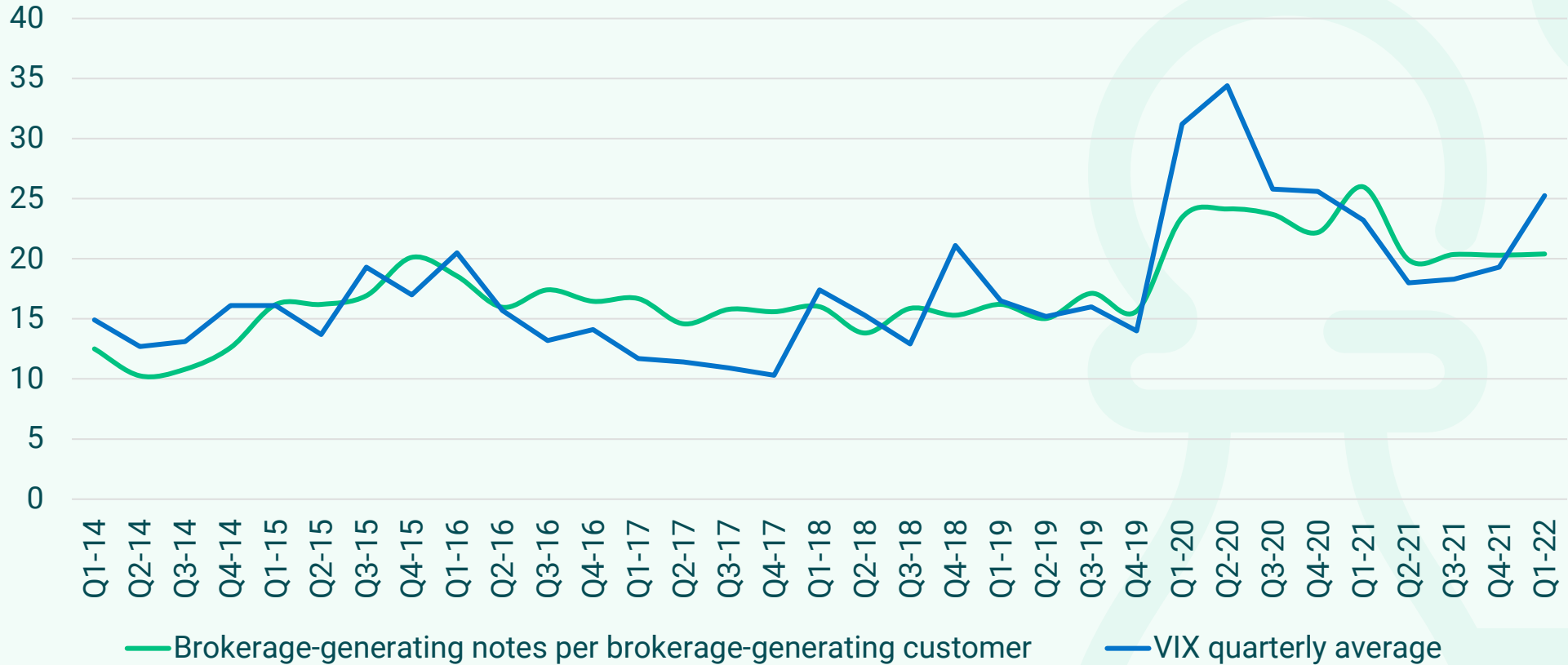
Avanza's first quarter 2022 Results presentation



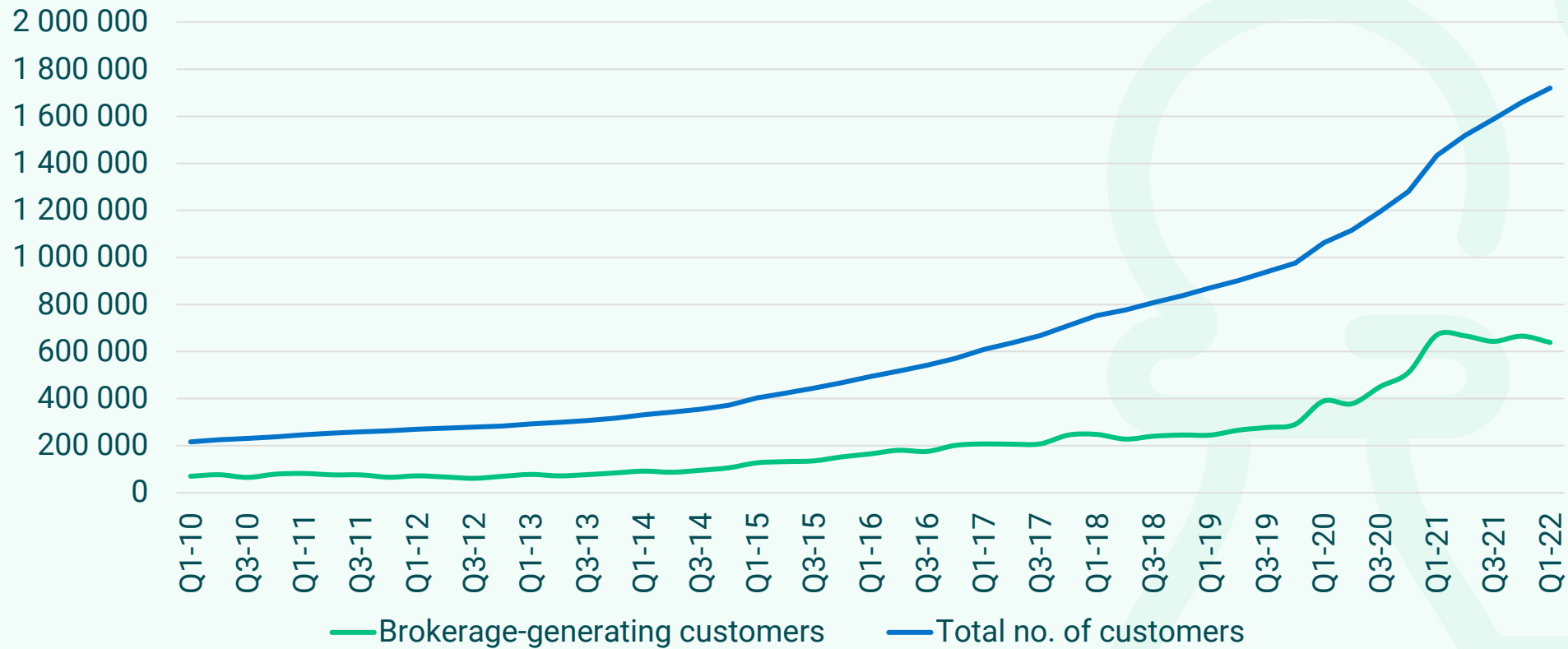
A quarter characterised by concerns and uncertainty

- The quarter was overshadowed by Russia's horrific invasion of Ukraine
- Broad range price hikes have given high inflation
- Rate hikes expected earlier than previously announced
- Savings are greatly needed, but could be affected by more severe market conditions

Customer activity affected by the market environment



Although more sat on their hands, growth was solid



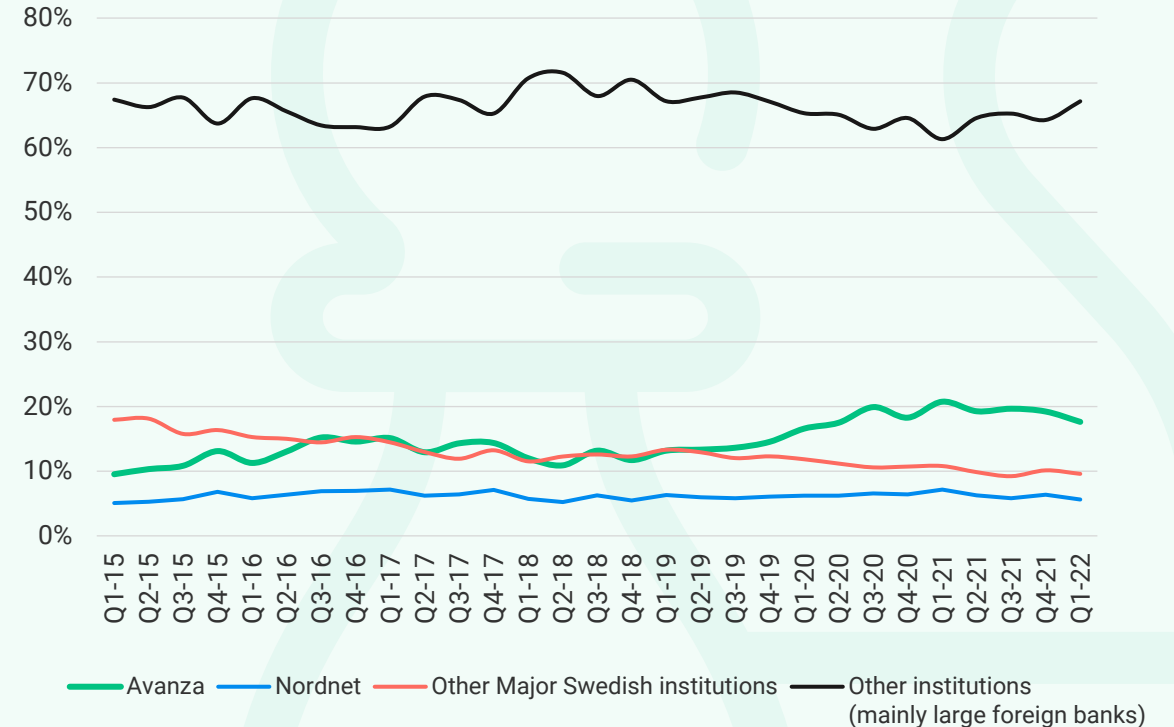
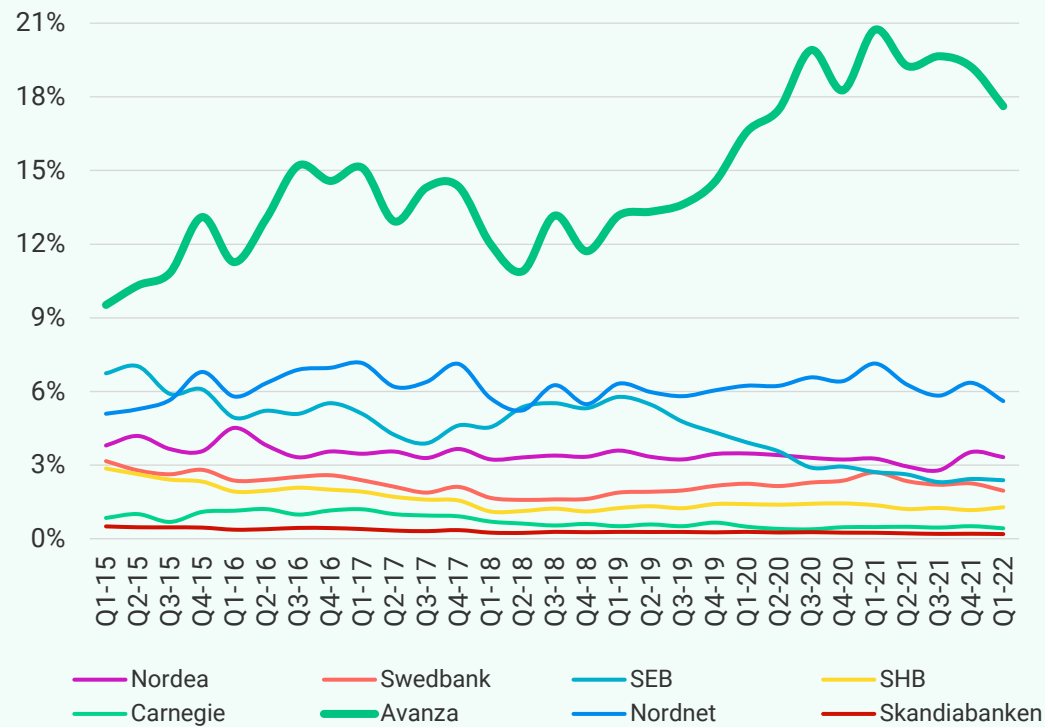
Growth has taken us to a higher level

Turnover in brokerage-generating securities per trading day



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

○ Market share of 17.6% in terms of transactions in Q1 2022, and 8.4% in terms of turnover



Larger improvements to the customer offering

- Actively managed retail fund launched
- Pension chase launched broadly
- Start offering – refunded fund fees
- Improved margin lending offering
- Letter of intent with Safello



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

Technical strategy – the journey

<https://investors.avanza.se/en/ir/reports/presentations/>

Scaling – thinking and strategy

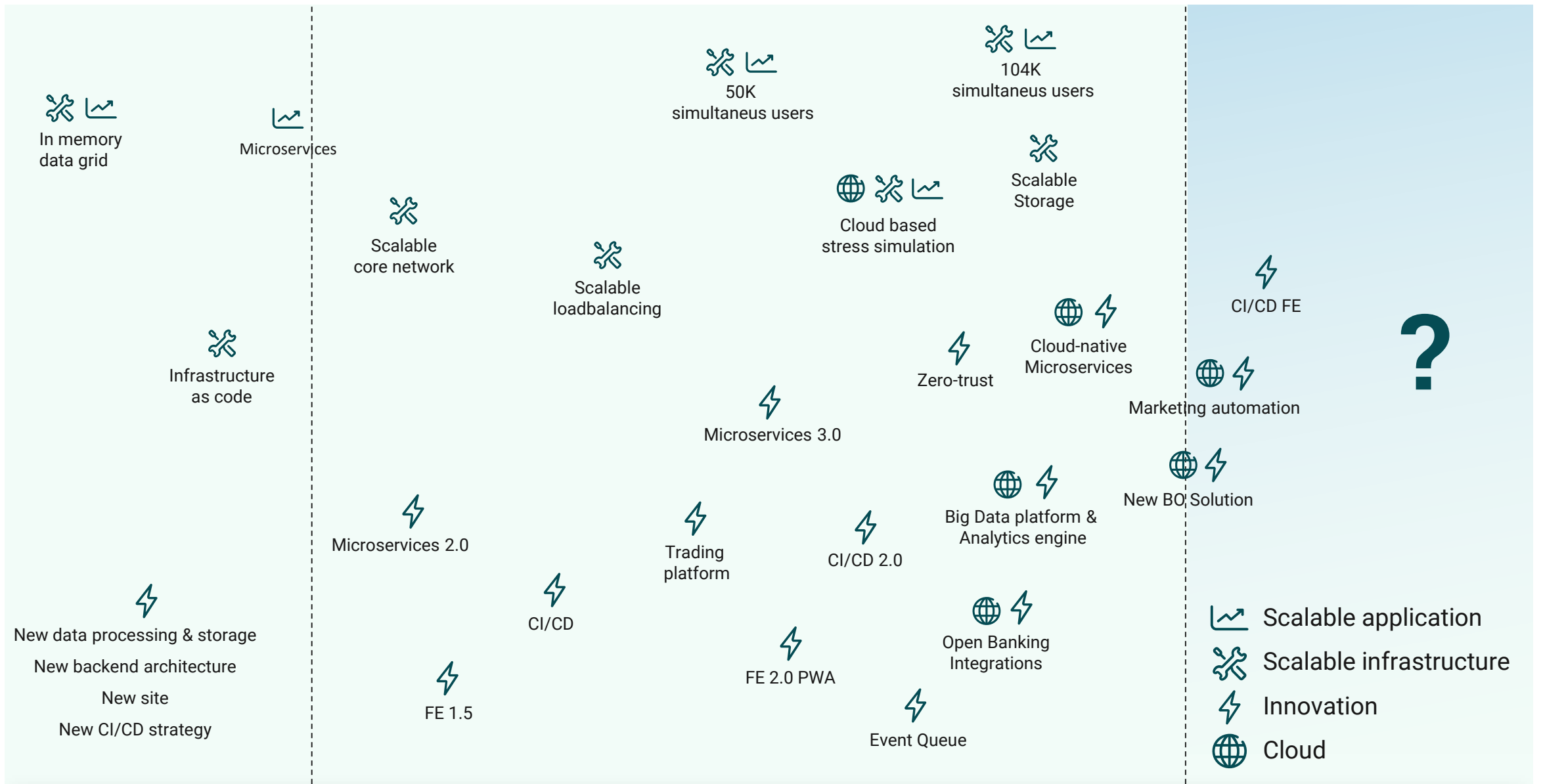
- Scalable without limit in small increments where needed
- Cloud based stress simulation
- Infrastructure as code to improve efficiency as complexity increases

Architectural journey and future

- Tens of thousands of deployments every year
- Architectural building blocks
 - New trading platform (2018), new big data platform (2019), new back-office system (April 2022)
- Explore, experiment, evolve, refine - repeat

Cloud journey started way back

- Cloud-native readiness – been there a while
- Big data platform for all teams to consume
- Marketing automation – customer communication



2010-2014

2015-Present

Future

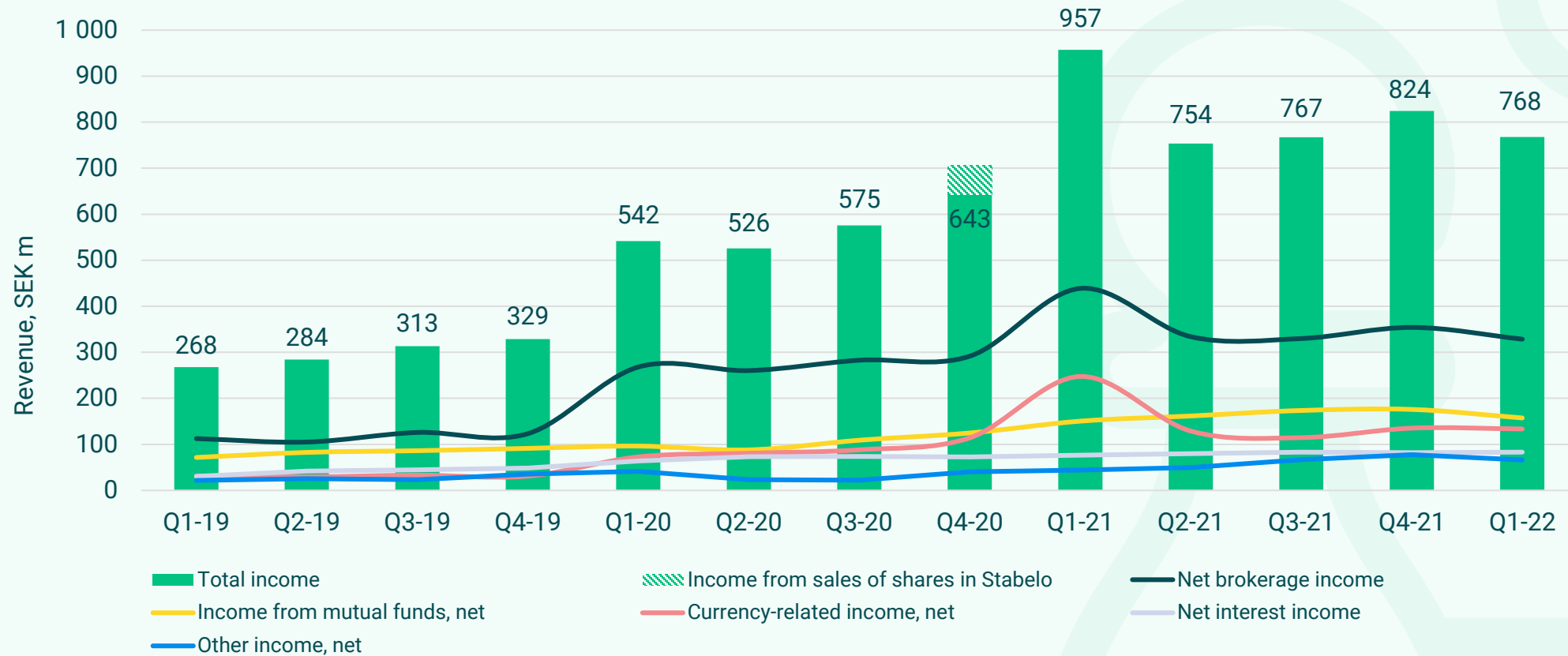
Financials – Q1 results

Good quarter, but strong comparisons to beat

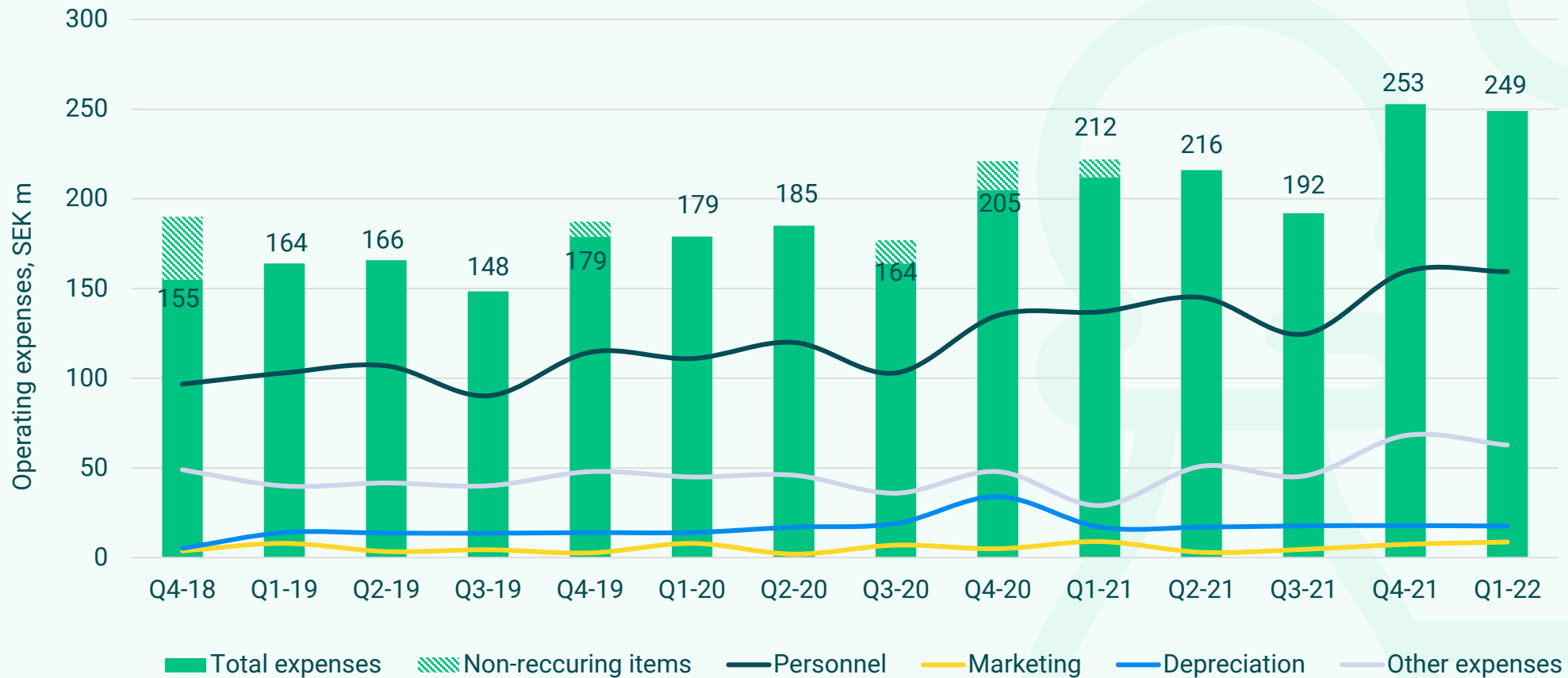
	Q1 22	Q4 21	Δ %	Q1 21	Δ %
Operating income, SEK m	768	824	-7	957	-20
Operating expenses, SEK m ¹⁾	-249	-253	-2	-202	23
Operating profit, SEK m	521	571	-9	756	-31
Net profit, SEK m	443	483	-8	632	-30
Operating margin, %	68	69	-1	79	-11
ROE, %	36	41	-5	74	-38
EPS, SEK	2.85	3.11	-8	4.08	-30

1) Including a reversal of a write-down of SEK 10 million in Q1 21.

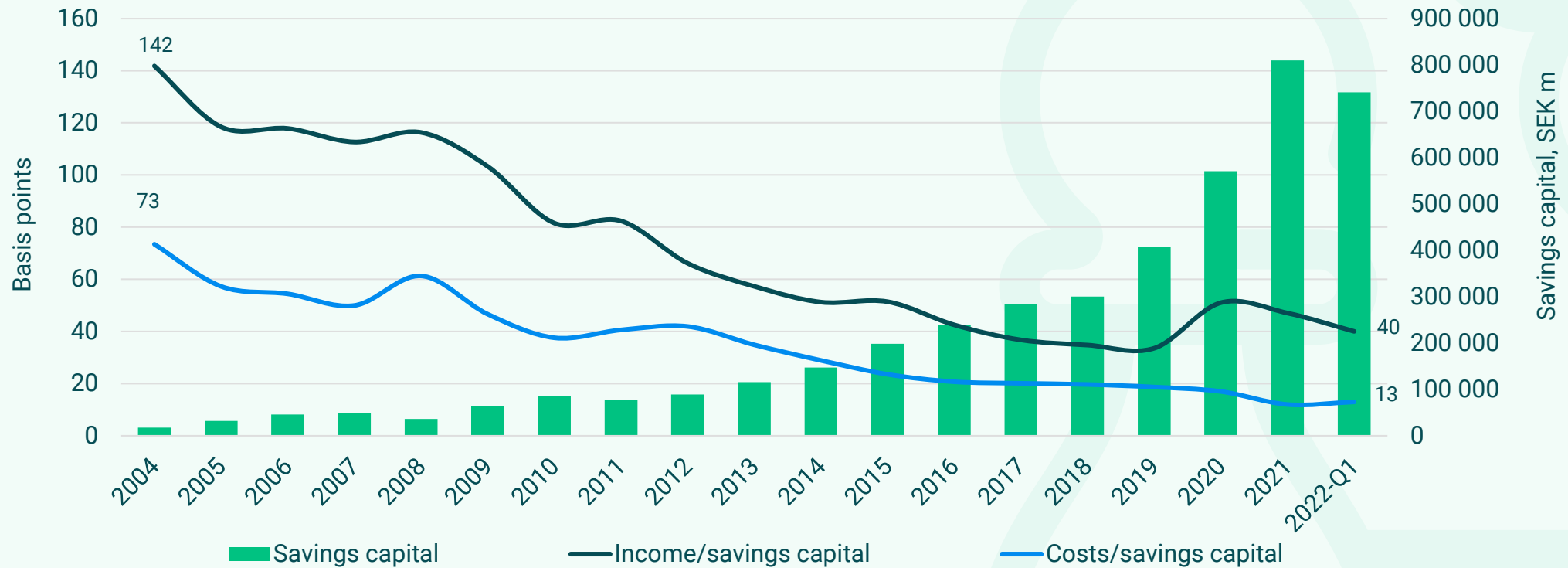
Income affected by market environment and the decline in savings capital



Costs in line with plan



High scalability aiming at a costs to savings capital ratio of maximum 12 bps



Strong capital position

	31 March 2022	31 December 2021
Total capital requirement, % ¹⁾	12.5	12.6
Capital surplus, %	10.6	11.4
Total capital ratio, %	23.1	24.0
Leverage ratio,%	4.5	4.8
Capital surplus after LR-requirement and internal buffer	0.7	1.0

1) Including external buffers and Pillar 2 requirements.

Well positioned for the future

- Low risk balance sheet
- Well capitalised
- Solid results given the circumstances
- Competitive costs to savings capital ratio

Opening up for questions

