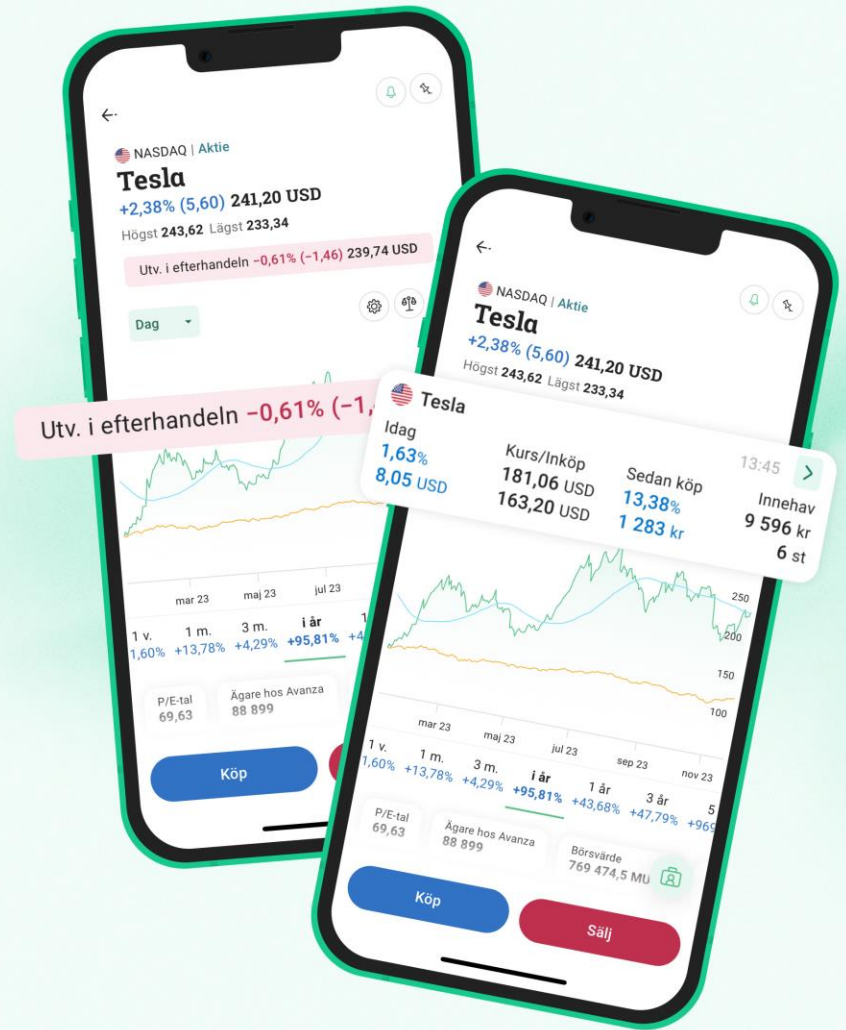


# Avanza's first quarter 2024

Results presentation



# Continuing to report **strong growth figures**

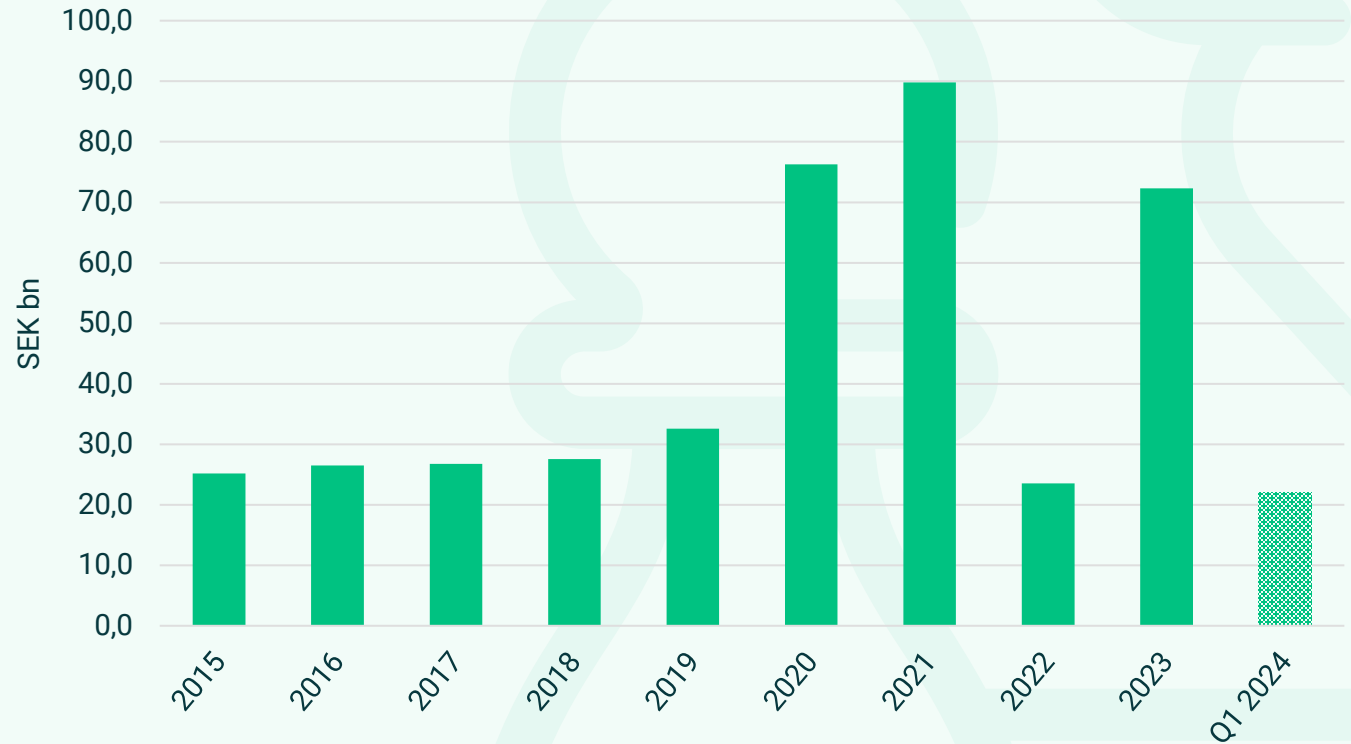


**SEK 22.0 bn**  
net inflow in Q1 2024  
*17.0 bn in Q1 2023*

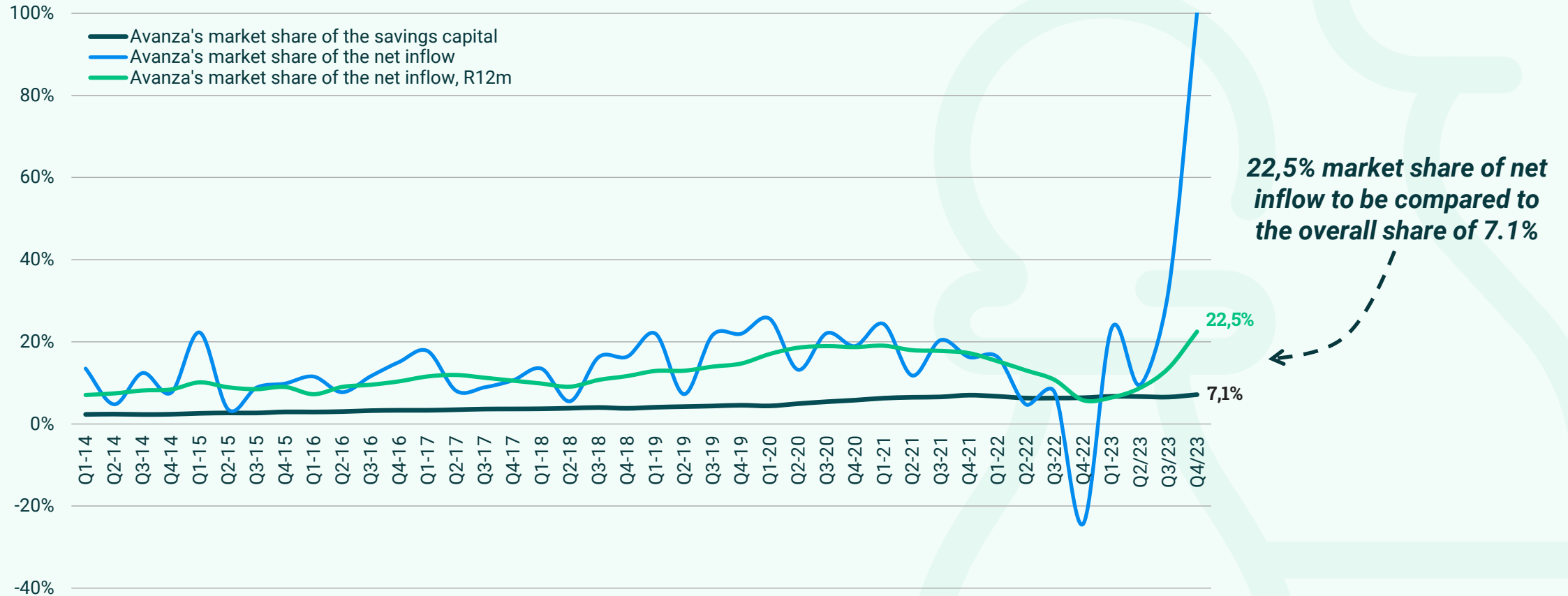


**49,800 customers**  
acquired in Q1 2024  
*41,100 in Q1 2023*

Net inflow for the quarter in line with the full year 2022



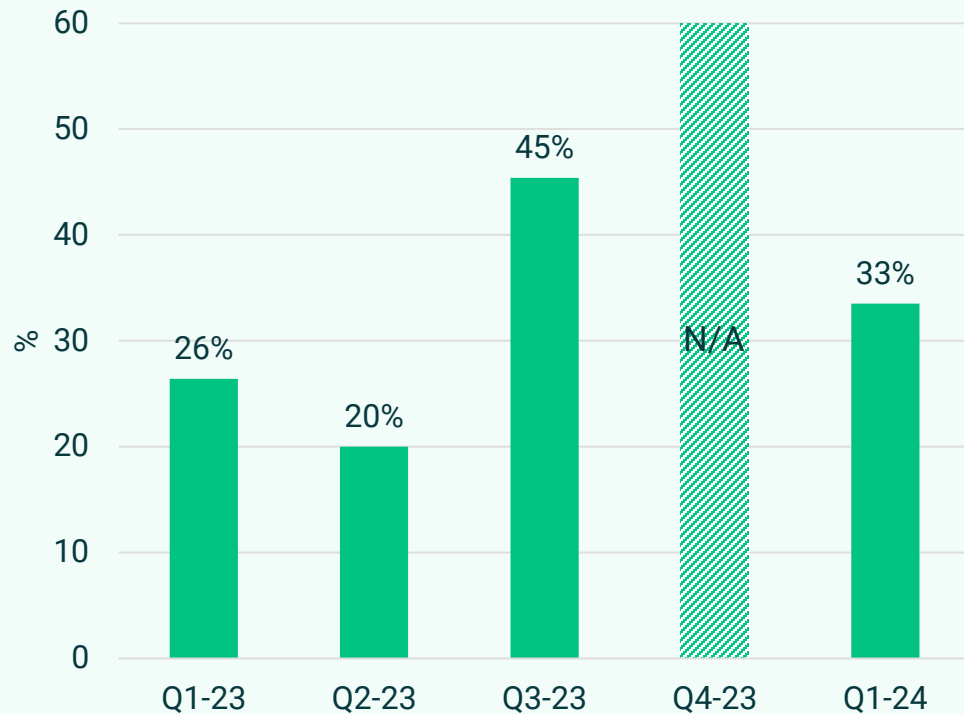
# Net inflow to Avanza corresponded to **100%** of the **total net inflow** to the Swedish savings market in Q423



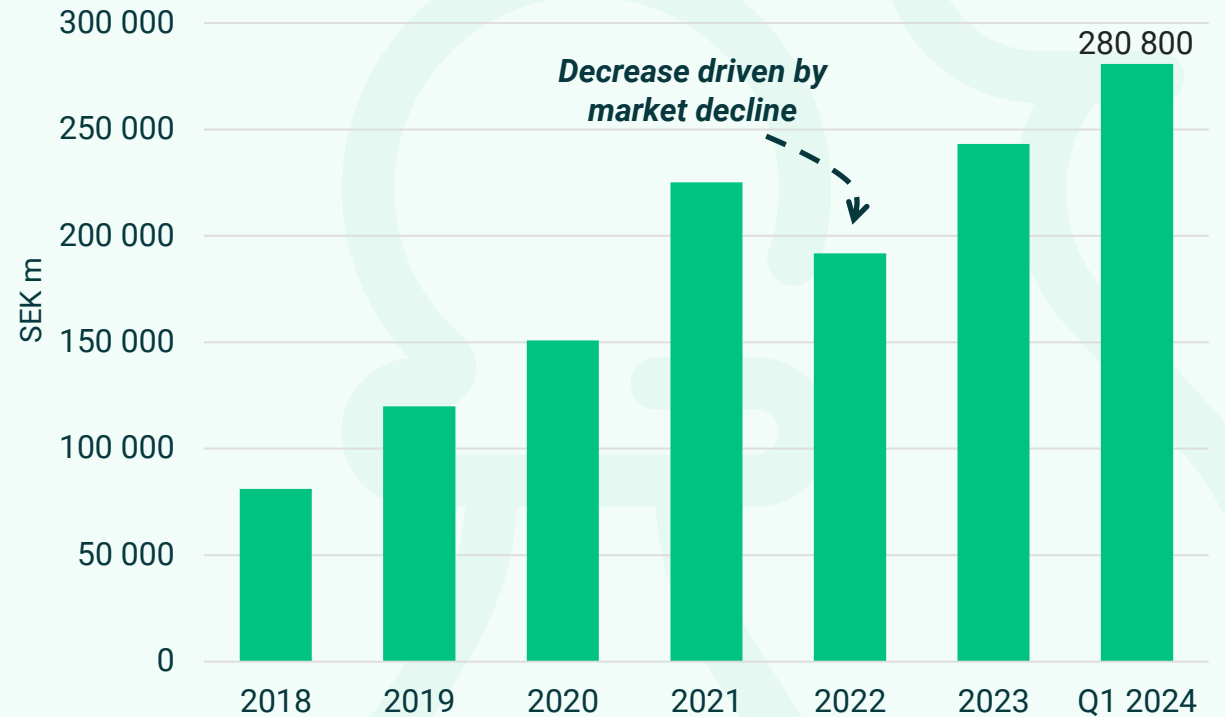
The net inflow to Avanza is seasonally higher in Q3 and lower in Q2 and Q4. In Q2 this is due to dividends, tax refunds, higher pension premiums and partly annual payments to contractual pensions, which are not included in Avanza's customer offering.

# 33% share of the net inflow to the Swedish fund market

Avanza's market share of the net inflow to the Swedish fund market



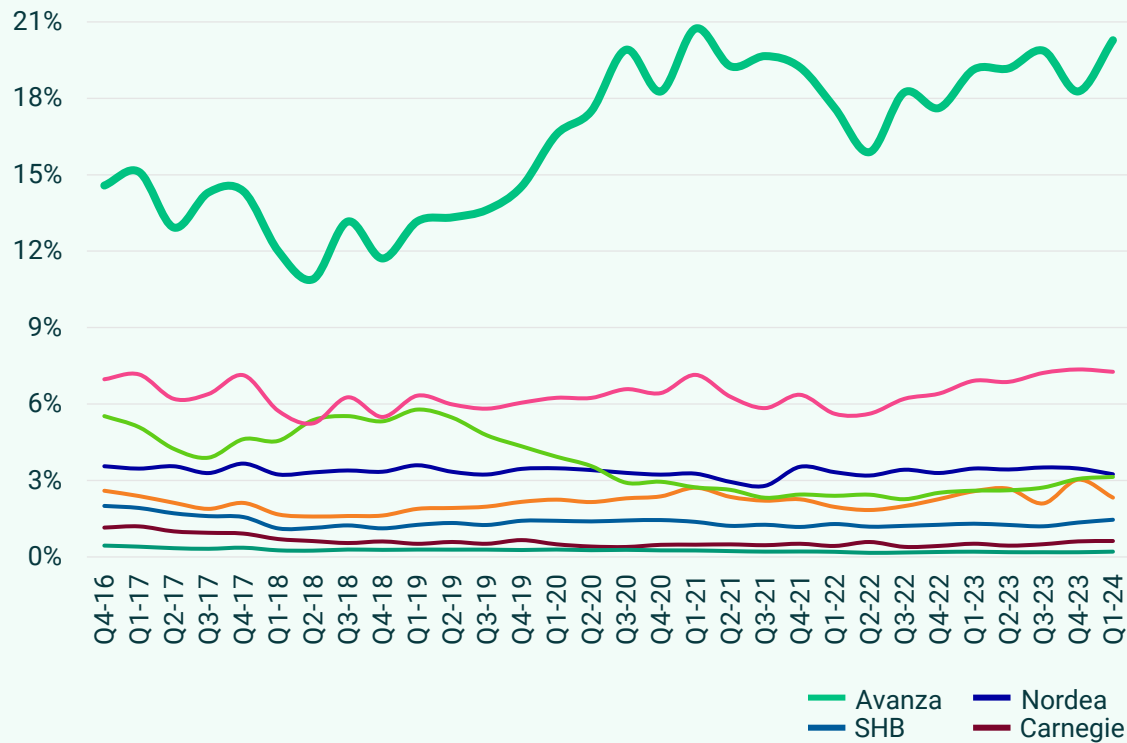
Fund capital at all time high



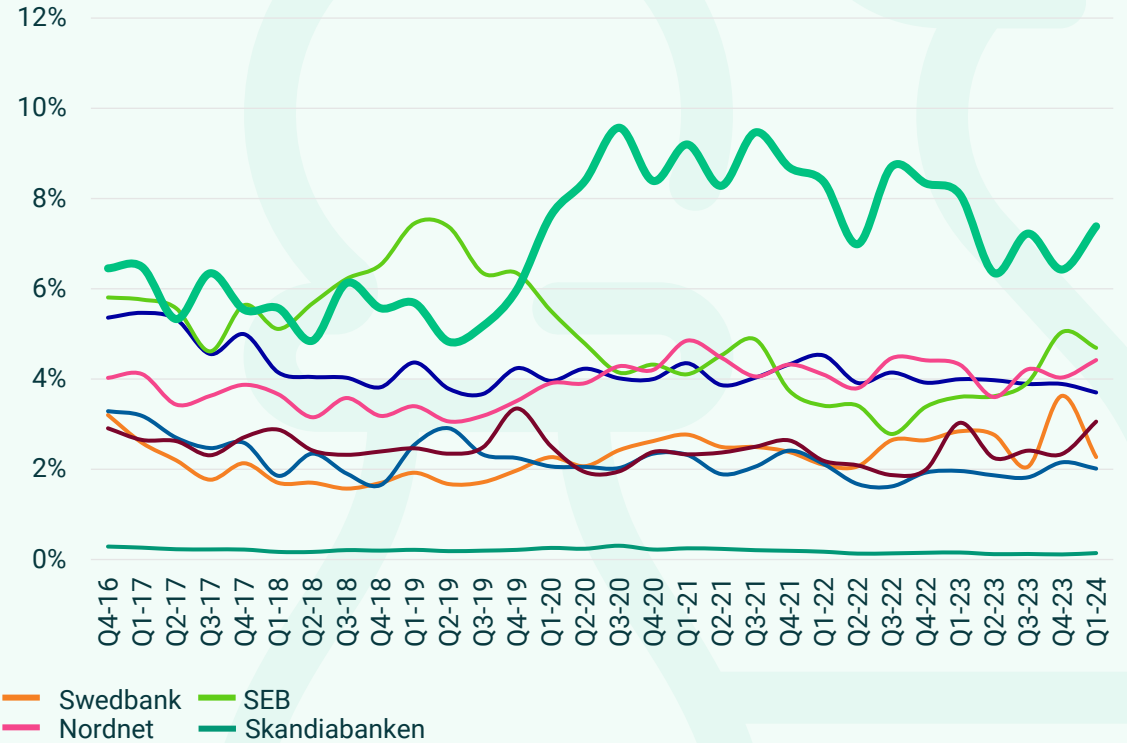
*Total net outflows in the Swedish fund market, while Avanza had a net inflow of SEK 5 bn*

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

Transactions – market share of 20.3%

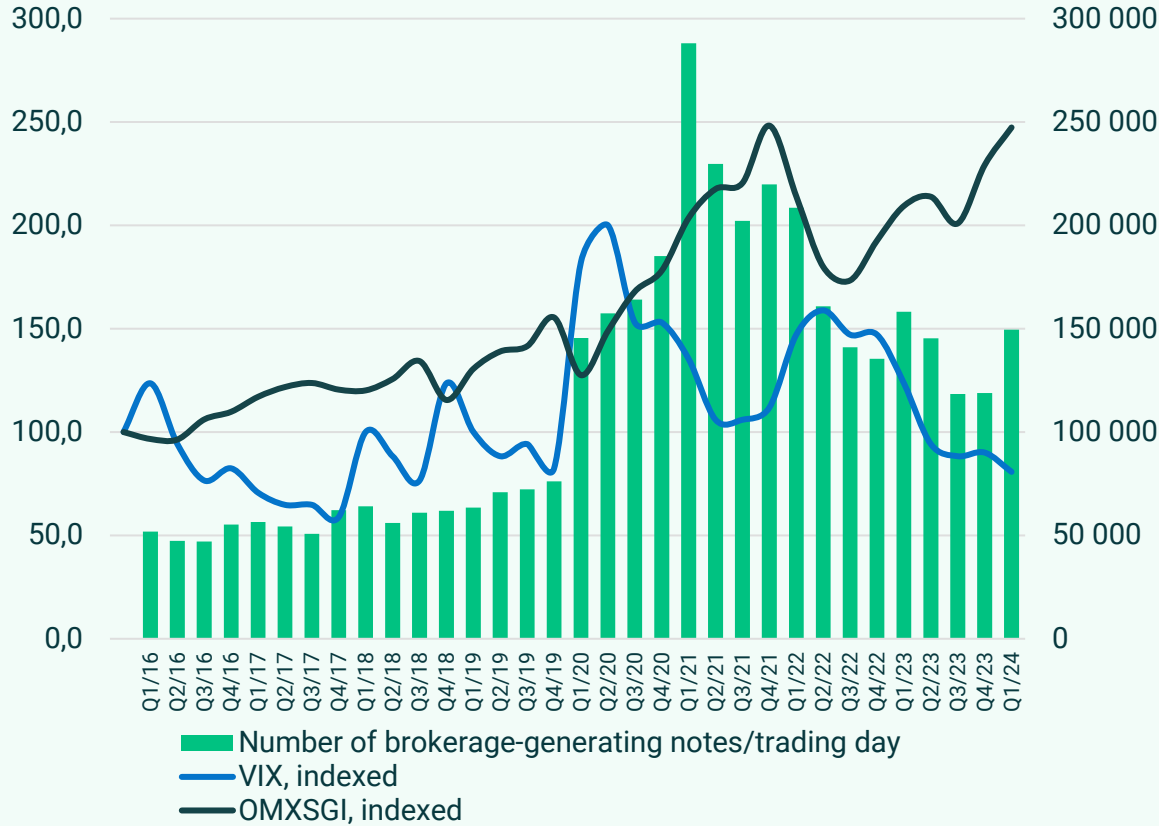


Turnover – market share of 7.4%

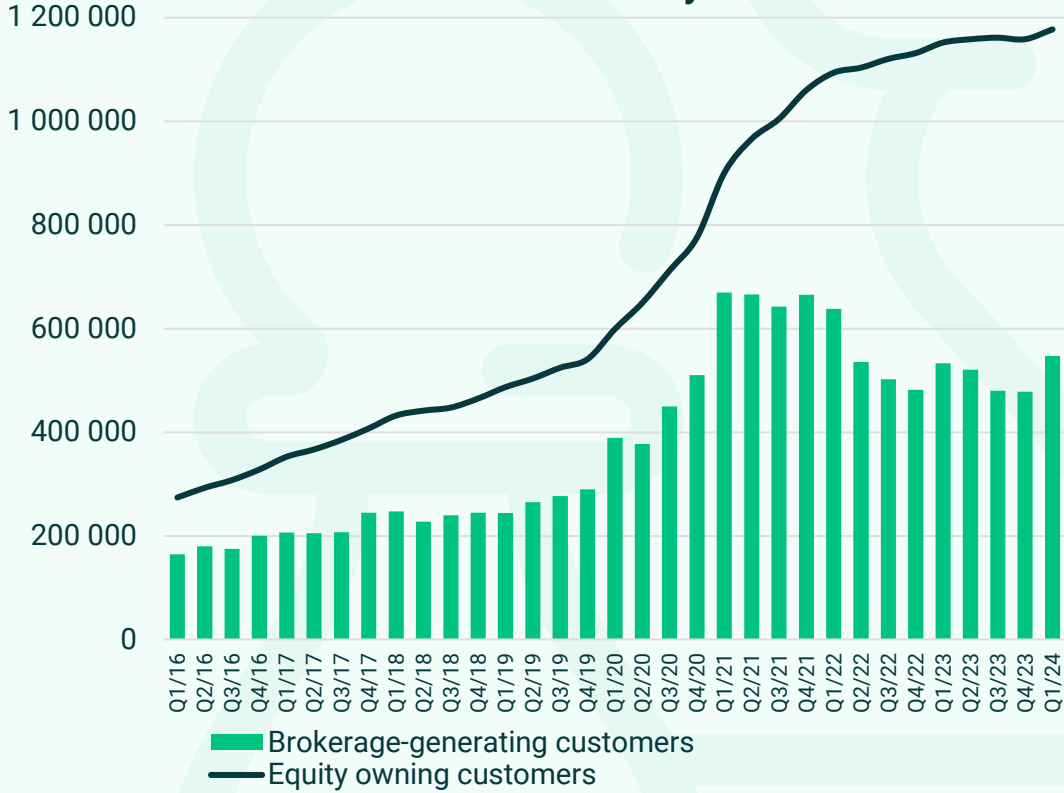


# Increased optimism in the stock market in Q1

Low volatility is still affecting trading activity



Still a wide gap between equity holding customers and activity



# Stable share of deposits of total savings capital over time



# Making progress within our focus areas for 2024



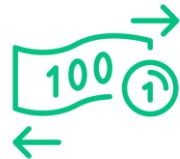
**Improvements for our most active customers**



**Activating new customers**



**Improved pension offering**



**Internal efficiency**

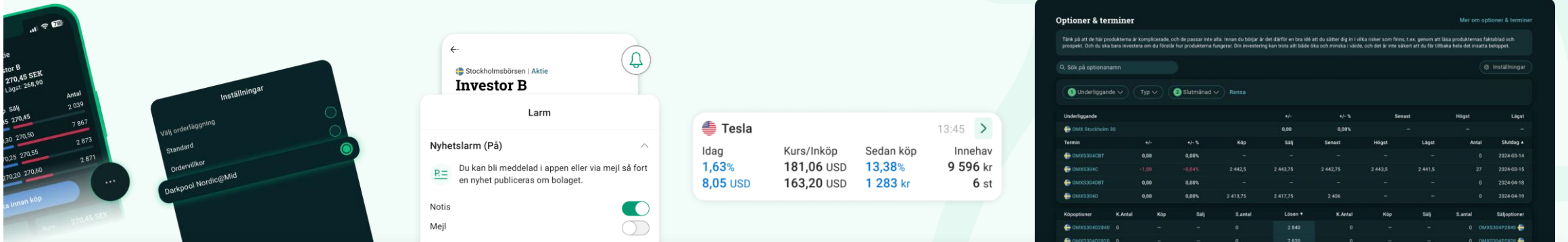


**Ensuring a stable platform**



# Several improvements made for trading active customers during the first quarter

- Possibility to add push notifications for news alerts for stocks
- Percentage stop loss trigger
- Average purchase price shown in original currency for foreign stocks
- New and improved list for options and futures
- Option to place orders through Nasdaq's Nordic@Mid Darkpool



# Working with improving stability on the platform

- Early adopters into modern technology
- Continuously modernising our tech stack
- Organisational changes to be done – creating a pure technology unit
- High stability in the quarter

# Well positioned for the future

## Continuous growth

- Strong net inflows and customer intake
- Well diversified income mix
- Good growth potential with only 7.1% market share in Sweden

## Customer satisfaction

- Sweden's most satisfied savings customers for 14 consecutive years
- Well-received launches in the quarter
- Enhanced focus on trading active customers

## Strong innovation

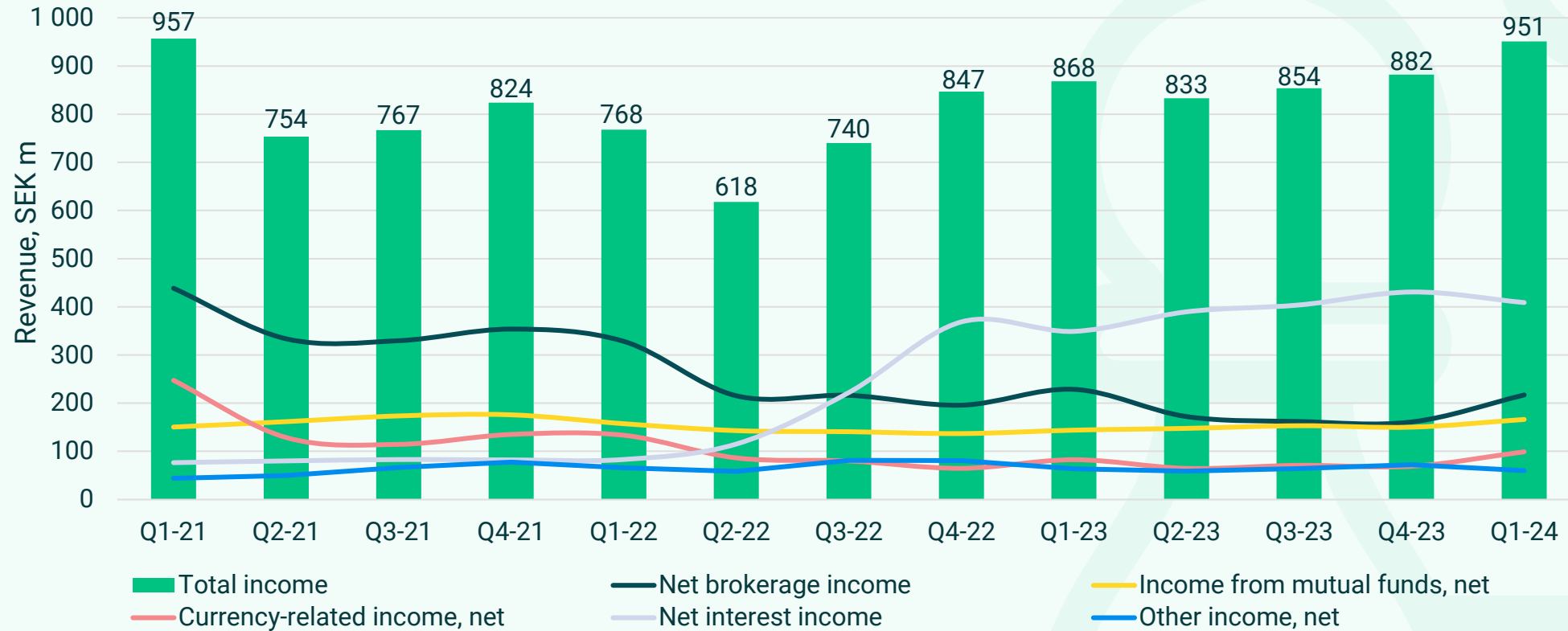
- Unique culture
- Comprehensive data platform with long time series within savings
- Internal efficiency measures to increase band width

# Financials – Q1 results

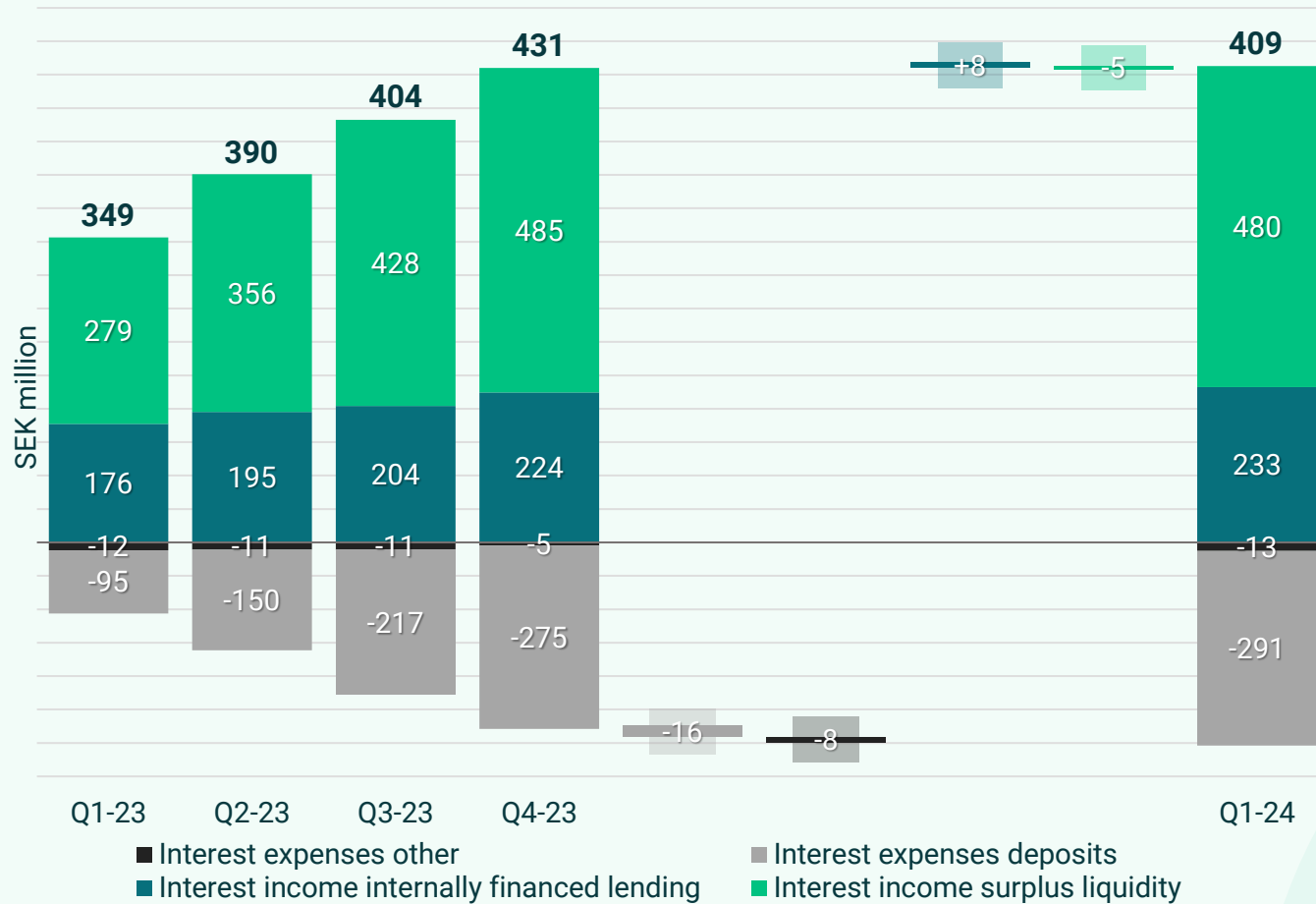
## Income in line with the record start of 2021

	Q1 24	Q4 23	Δ %	Q1 23	Δ %
Operating income, SEK m	951	882	8	868	10
Operating expenses, SEK m	-303	-306	-1	-289	5
<b>Operating profit, SEK m</b>	<b>647</b>	<b>580</b>	<b>12</b>	<b>579</b>	<b>12</b>
<b>Net profit, SEK m</b>	<b>555</b>	<b>499</b>	<b>11</b>	<b>501</b>	<b>11</b>
Operating margin, %	68	66	2	67	1
ROE, %	36	36	0	38	-2
EPS, SEK	3.53	3.18	11	3.20	10

# Trading activity picked up



# NII still on a high level



## Average interest rates

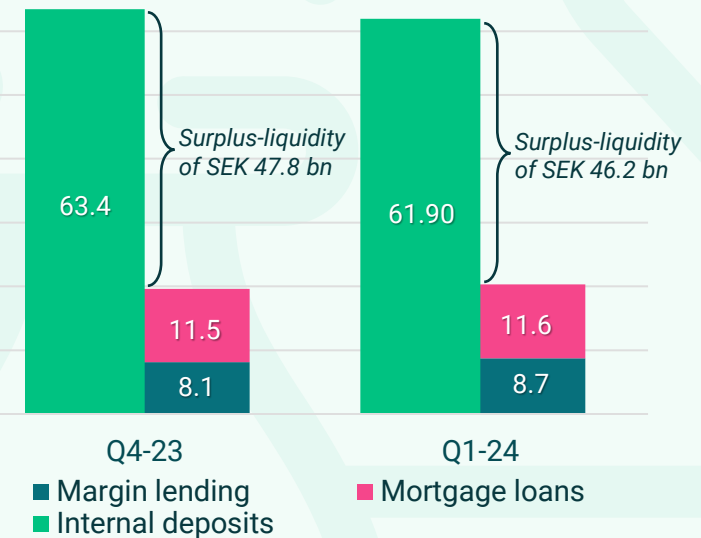
### Q4 23

Internally financed lending: 4.59%  
Deposits: 1.76%

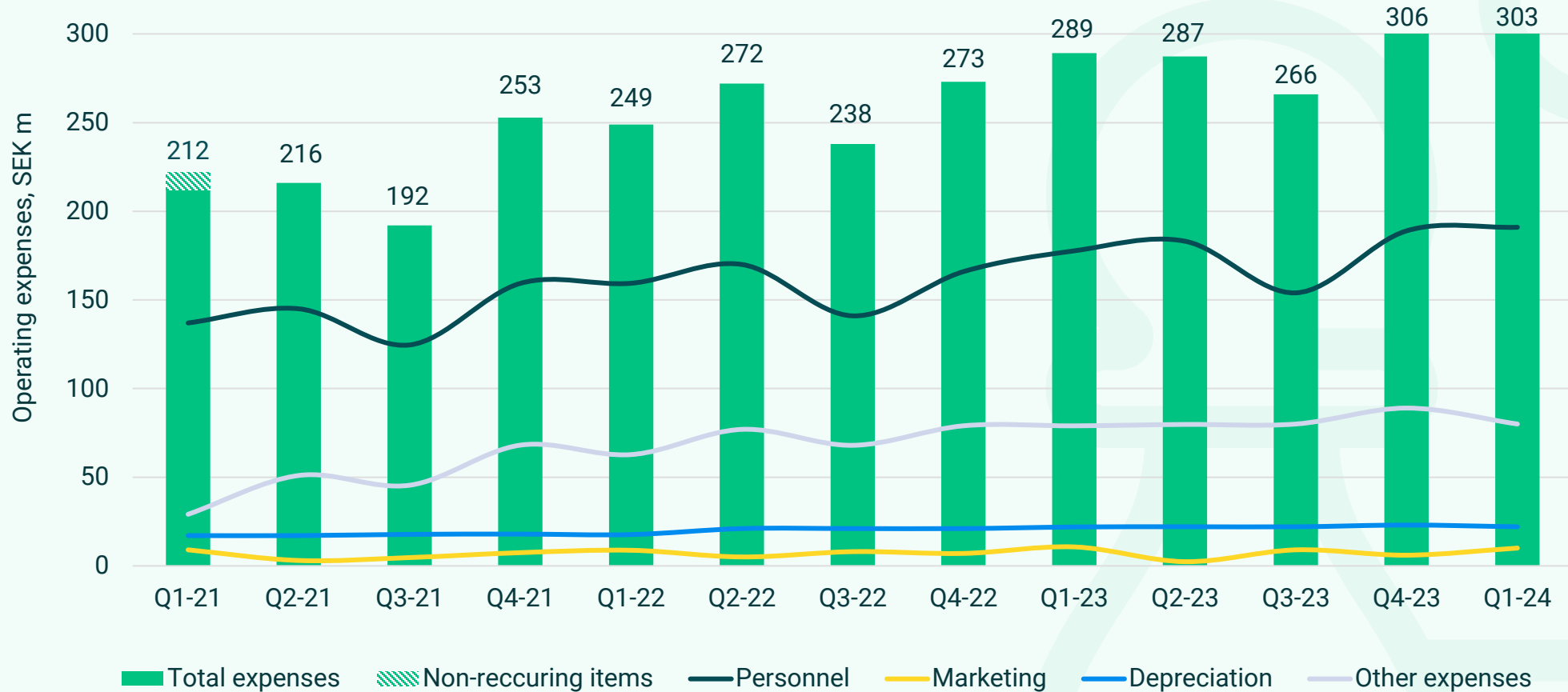
### Q1 24

Internally financed lending: 4.66%  
Deposits: 1.86%

## Volumes, SEK bn



# Cost guidance for the full year remains





# Internal efficiency is a prioritised area

- Reduced manual processes in onboarding corporate customers
- Forced sales for overleveraged customers have been automated
- Freed up time in operating units makes it possible to further strengthen development resources
- Estimated cost increase of 9.5% for 2024
  - Inflation the main cost driver giving higher personnel costs and costs for licenses and information
  - Maintaining the current people plan with only small adjustments

# Strong capital position

*Quarterly results have not been audited, because of which generated profit has not yet been added to own funds*

Consolidated situation	31 March 2024		31 December 2023	
	%	SEK m	%	SEK m
Total capital ratio / Own funds	24.3	3,594	24.7	3,574
Total capital requirement <sup>1)</sup>	18.2	2,694	18.2	2,631
Capital surplus	6.1	900	6.5	943
Leverage ratio / Tier 1 capital	5.0	3,594	5.0	3,574
LR-requirement and P2-guidance	3.5	2,508	3.5	2,485
Capital surplus after LR-requirement and P2-guidance	1.5	1,086	1.5	1,089

<sup>1)</sup>Including external buffers and Pillar 2 requirements

# Well positioned for the future

- Strong results once again proving the resilience of our well diversified income model
- Growth figures keeping steady at a high level
- Focus on internal efficiency to facilitate continued innovation
- Carefully maintaining our low-risk balance sheet

# Opening up for questions

