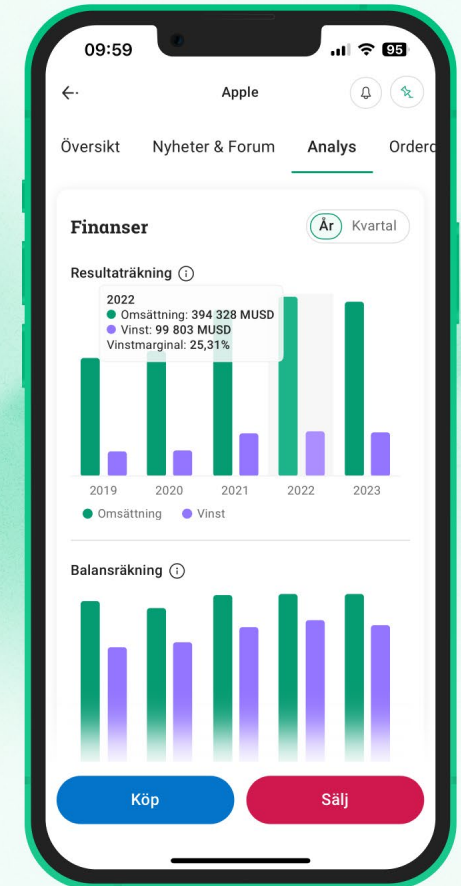


Avanza's second quarter 2024

Results presentation



Positive momentum – many appreciated launches and strong growth in the quarter

- High innovation and many new features for our most trading-active customers
- Ranked as Sweden's most reputable financial company in surveys by both Verian* and Reputation&Trust

*Previously Kantar SIFO



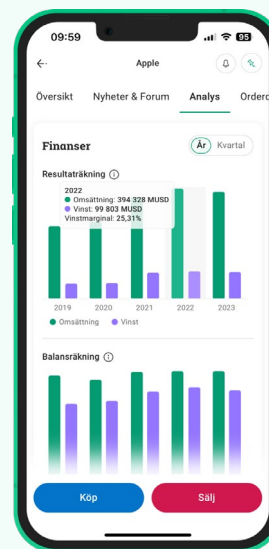
Net inflow of SEK 17.2 bn

Compared to SEK 16.1 bn in Q2 23



33,700 customers acquired

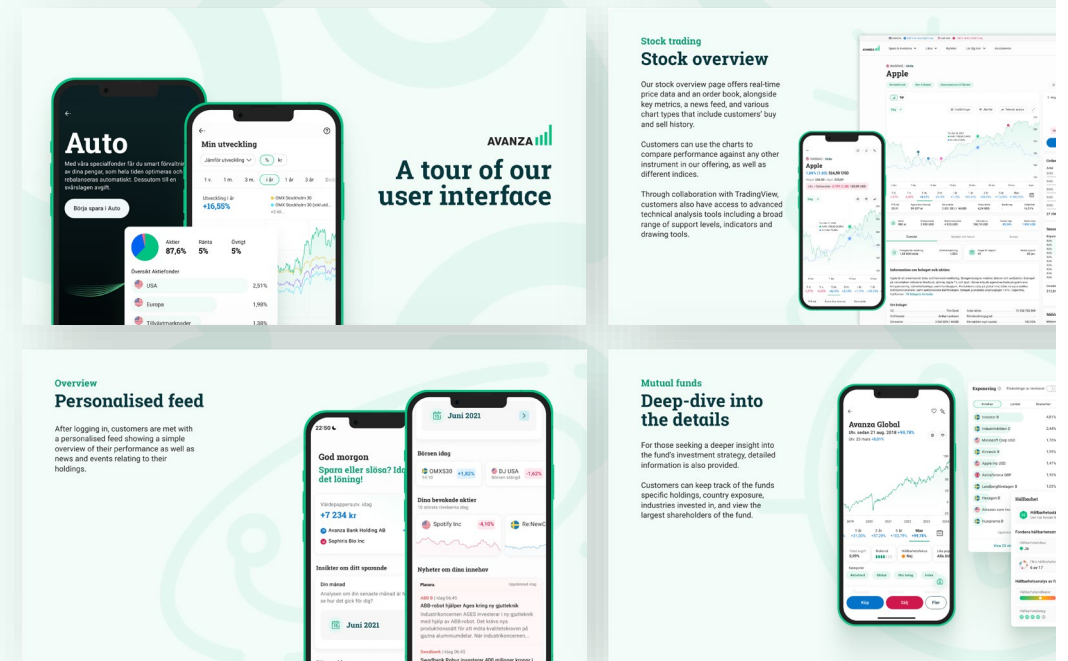
Compared to 24,000 in Q2 23



The launch of one of our latest features, the analysis tab, was especially appreciated

Innovating together with our customers has helped us create a **world-class user experience**

- Our superior customer experience is an important competitive advantage
- No one in the industry has as much data and knowledge about retail savings and investments
- On top of this, we meet with hundreds of customers for interviews and user tests each year – and conduct surveys to better understand our customers' needs
- Customers sign up for beta functionality and provide feedback
- We work systematically with A/B testing



Updated tour of our user interface on avanza.se/ir

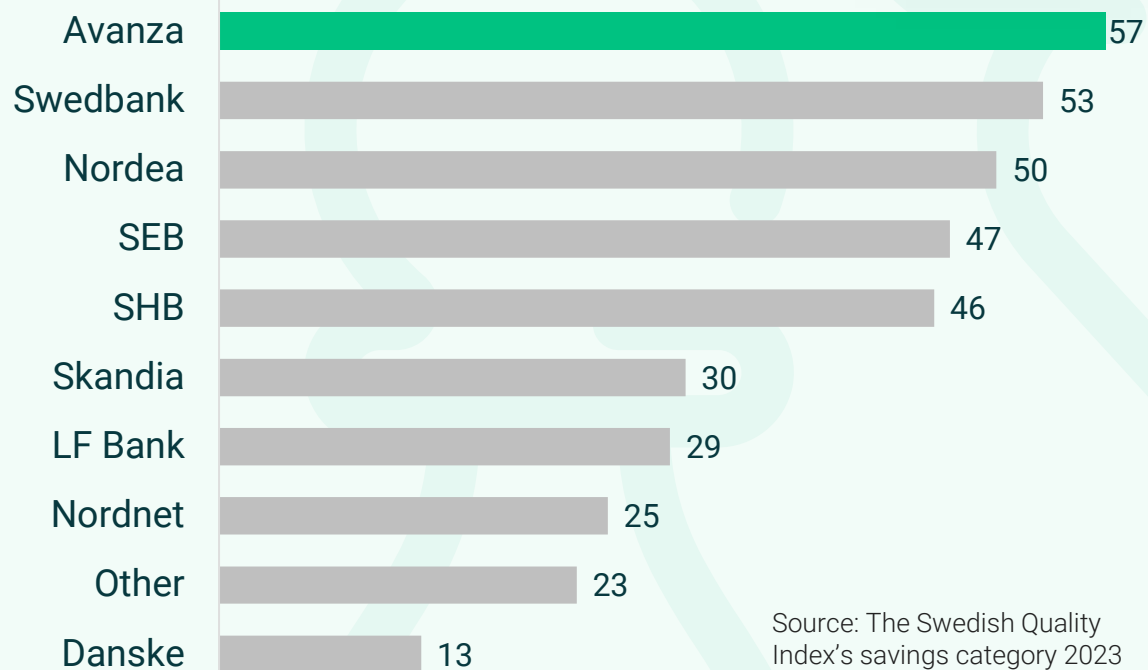
Resulting in a **strong brand** – which is an important asset

- Sweden's most satisfied savings customers for 14 consecutive years
- Top of the industry when it comes to brand awareness
- 17.5% of the Swedish population are customers
- Word-of-mouth customer acquisition very important



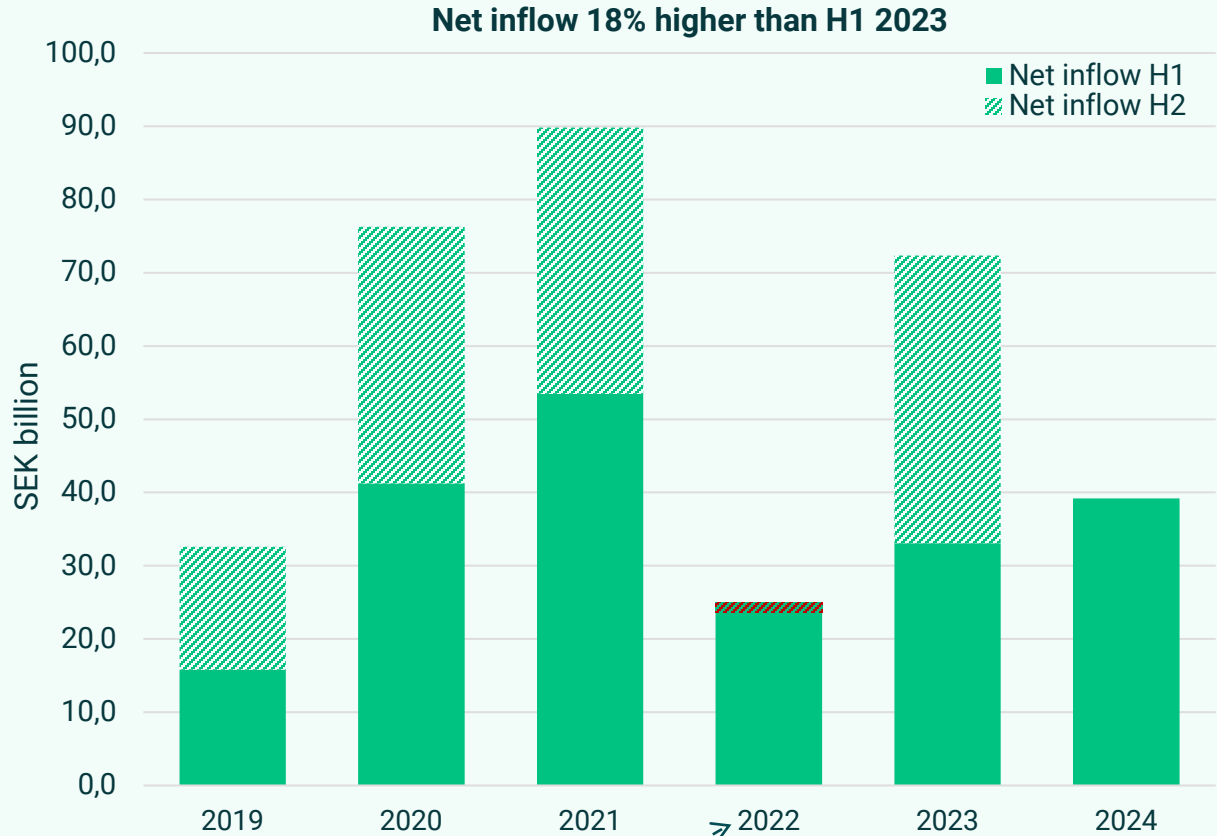
"Which companies do you know offer solutions for saving in securities?"

Brand awareness among non-customers, %

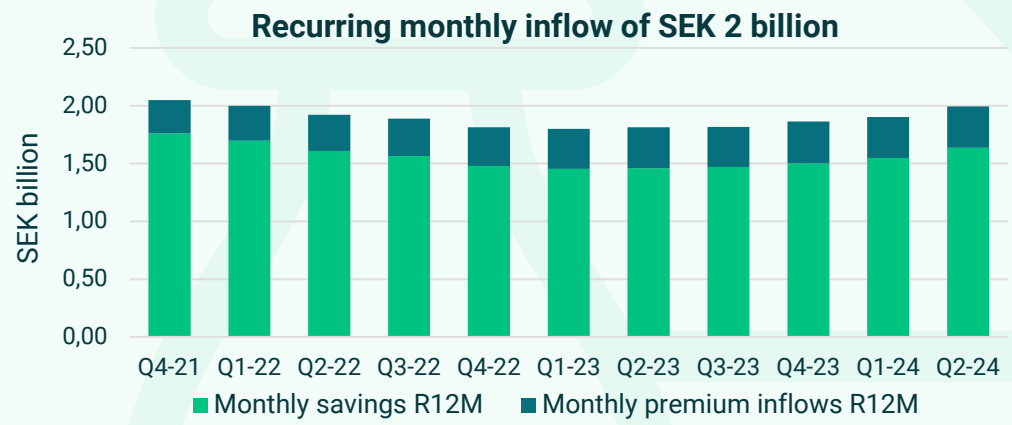
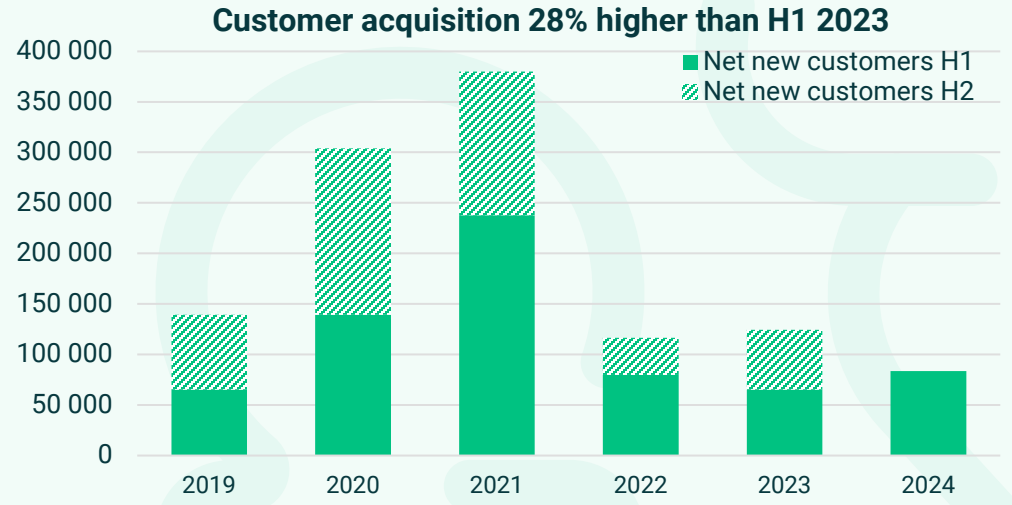


Source: The Swedish Quality Index's savings category 2023

Growth figures well on track for another strong year

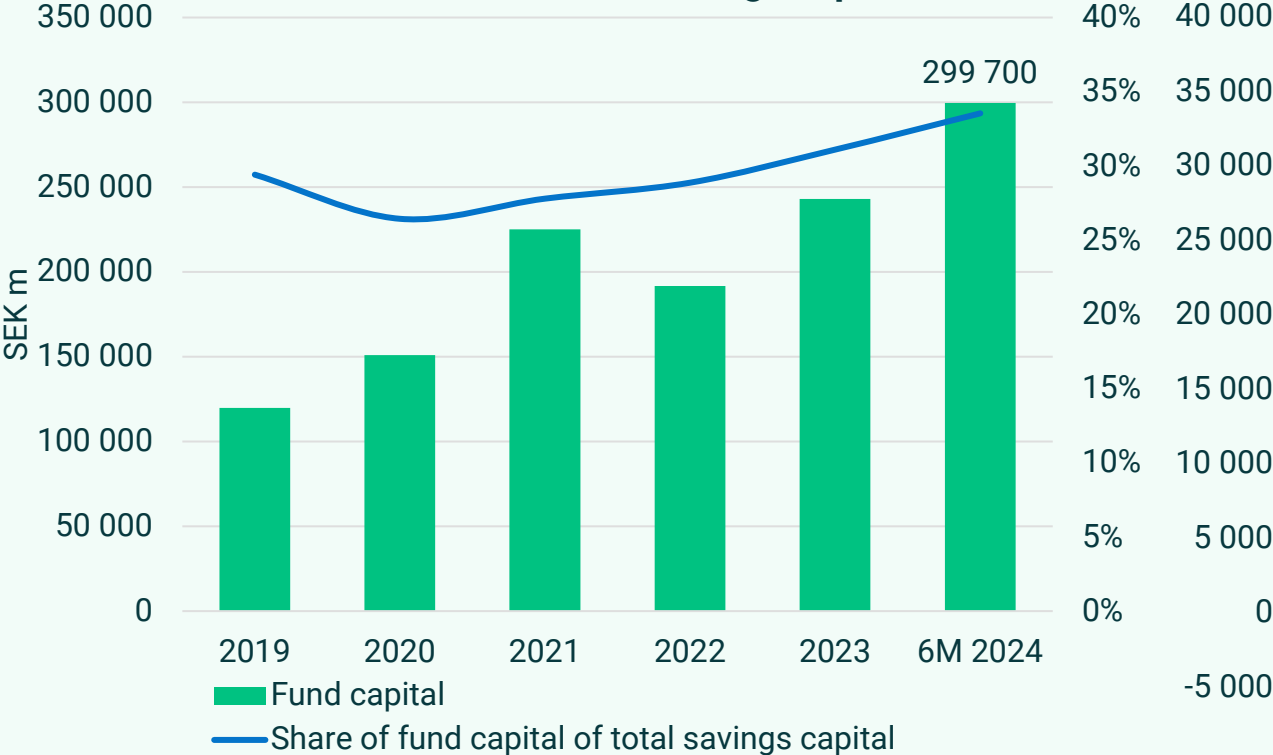


Net outflows in H2 2022, including a portfolio transfer of collectively agreed occupational pensions of SEK 2.4 bn to Futur Pension

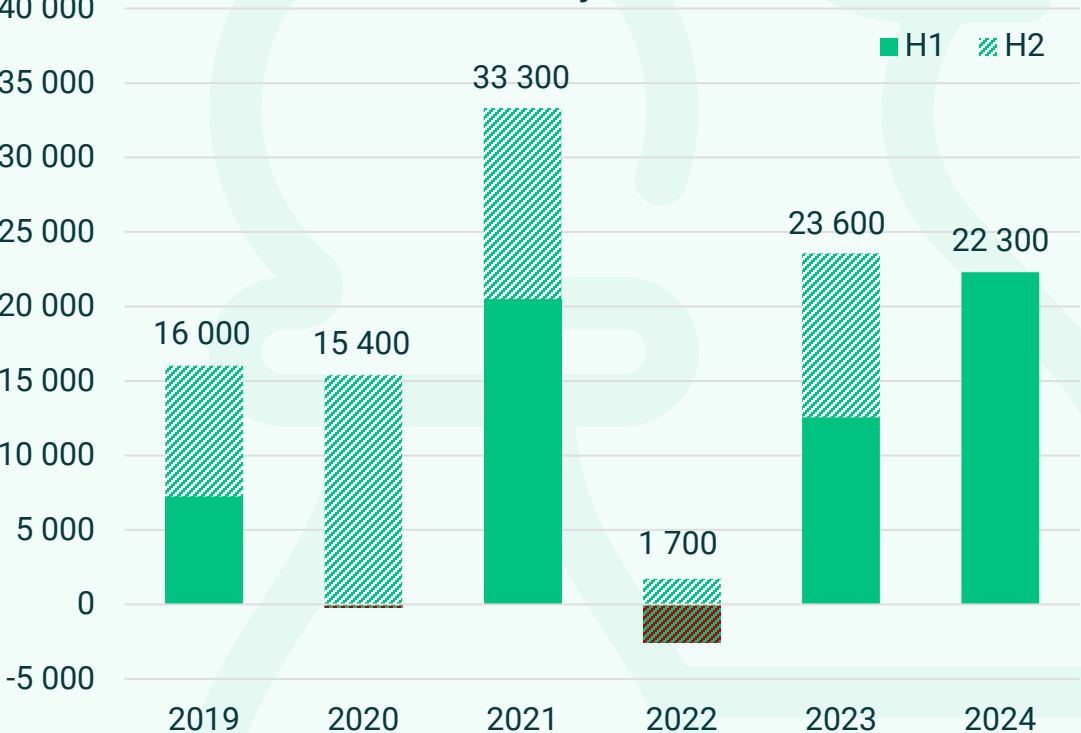


Fund business increasingly important – with record high flows

Fund capital is increasing, both in absolute numbers and as share of total savings capital

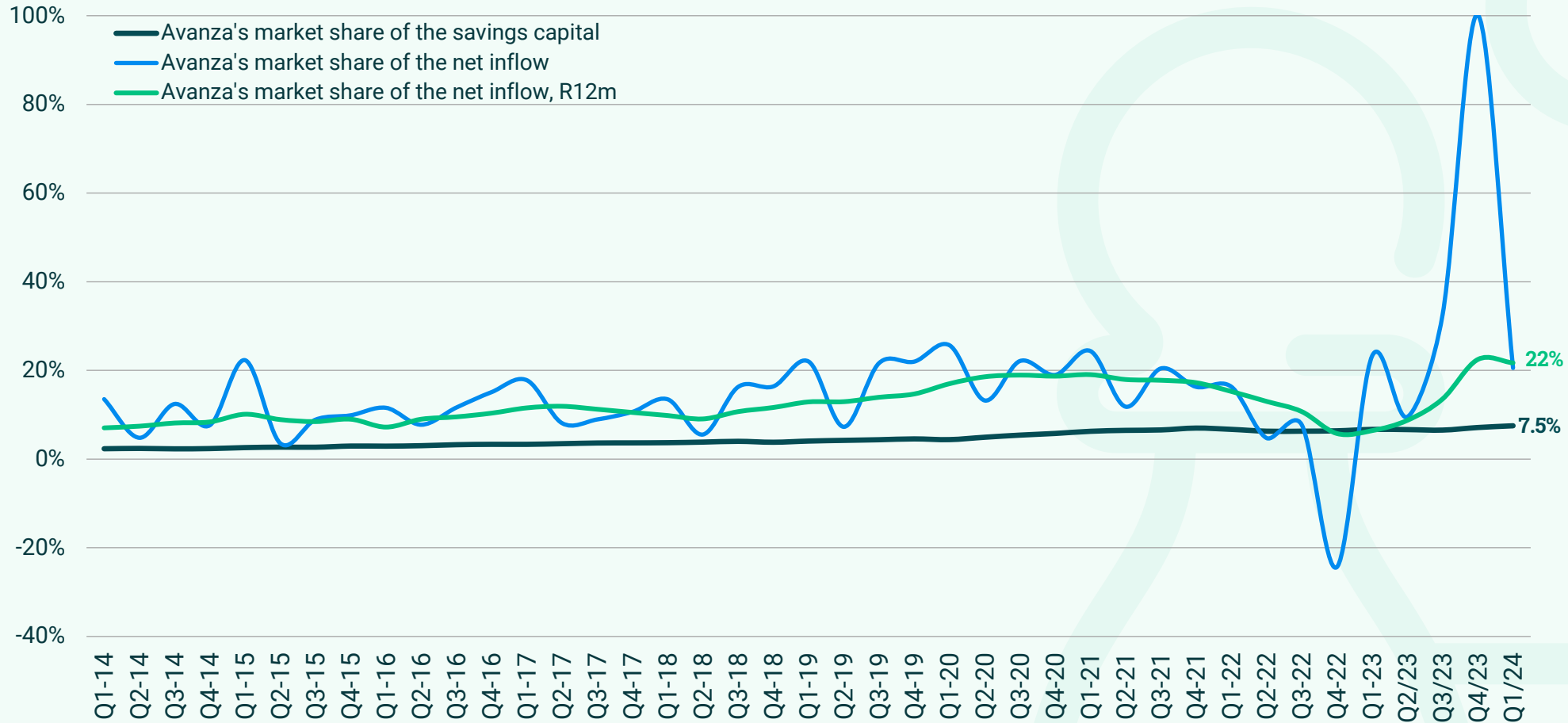


Net inflow to funds already in line with full year 2023



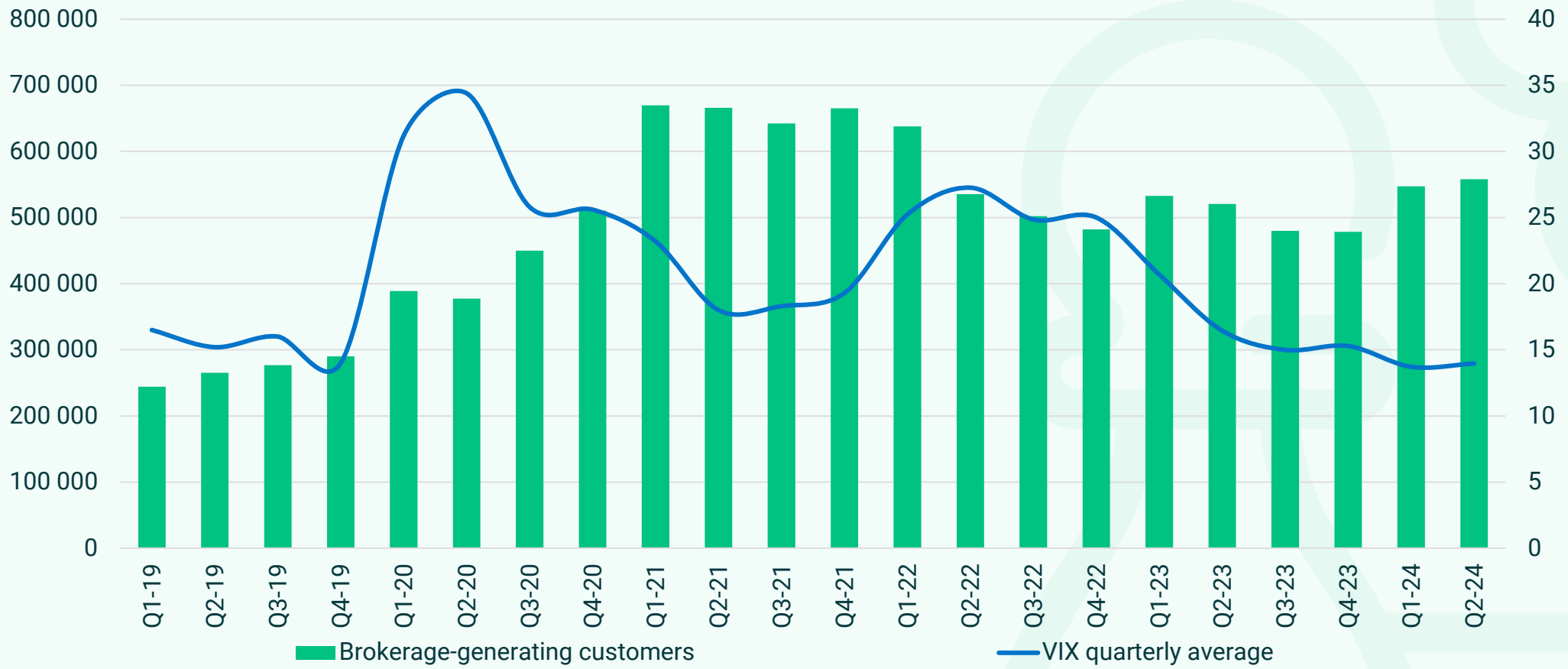
Strong increase of overall market share to 7.5%

Market share of the Swedish savings market



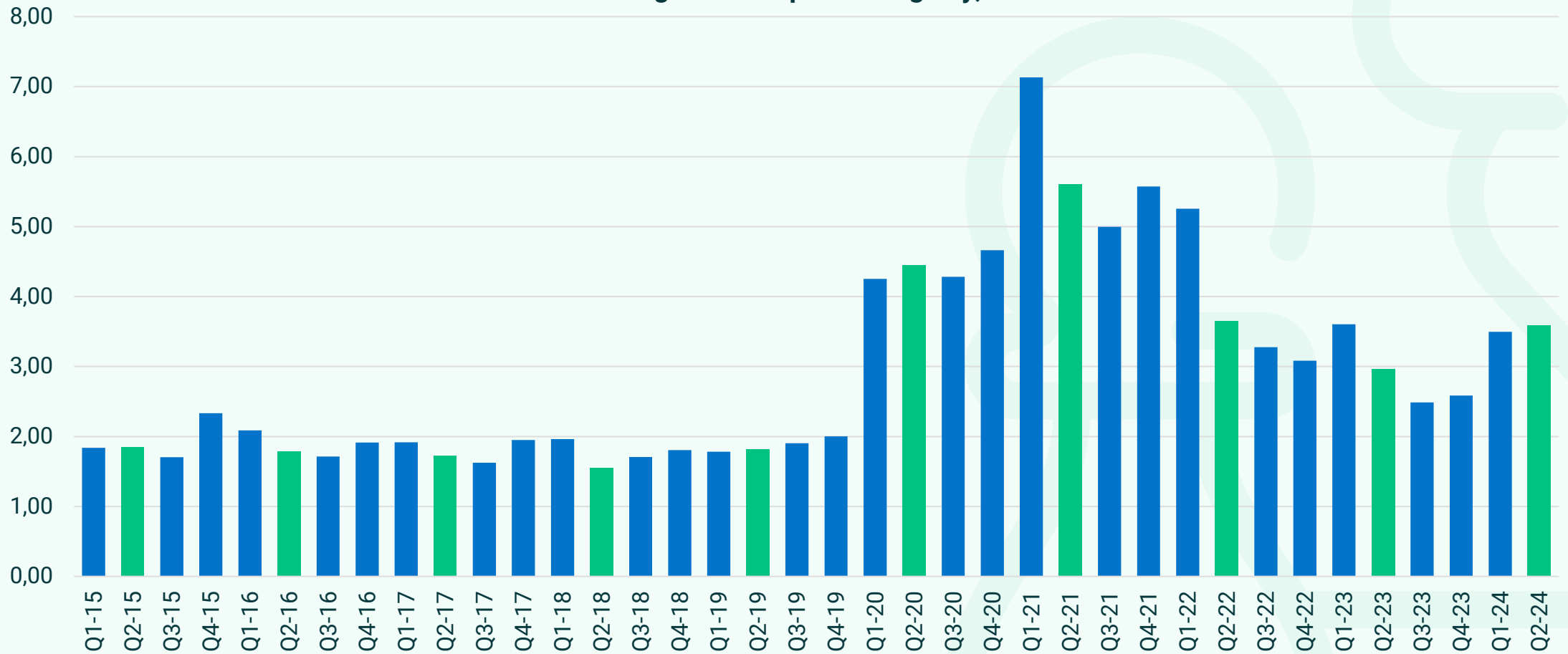
The net inflow to Avanza is seasonally higher in Q1 and lower in Q2 and Q4. In Q2 this is due to dividends, tax refunds, higher pension premiums and partly annual payments to contractual pensions, which are not included in Avanza's customer offering.

Increasing number of trading customers



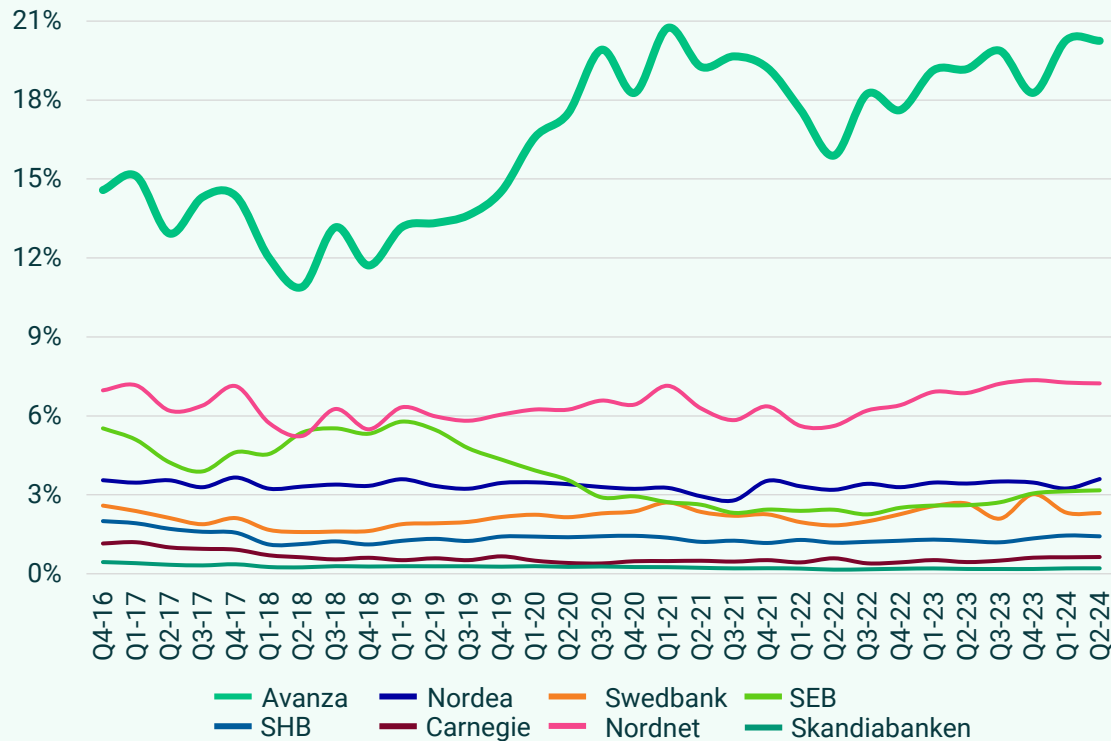
No clear seasonal pattern when it comes to brokerage

Net brokerage income per trading day, SEK m

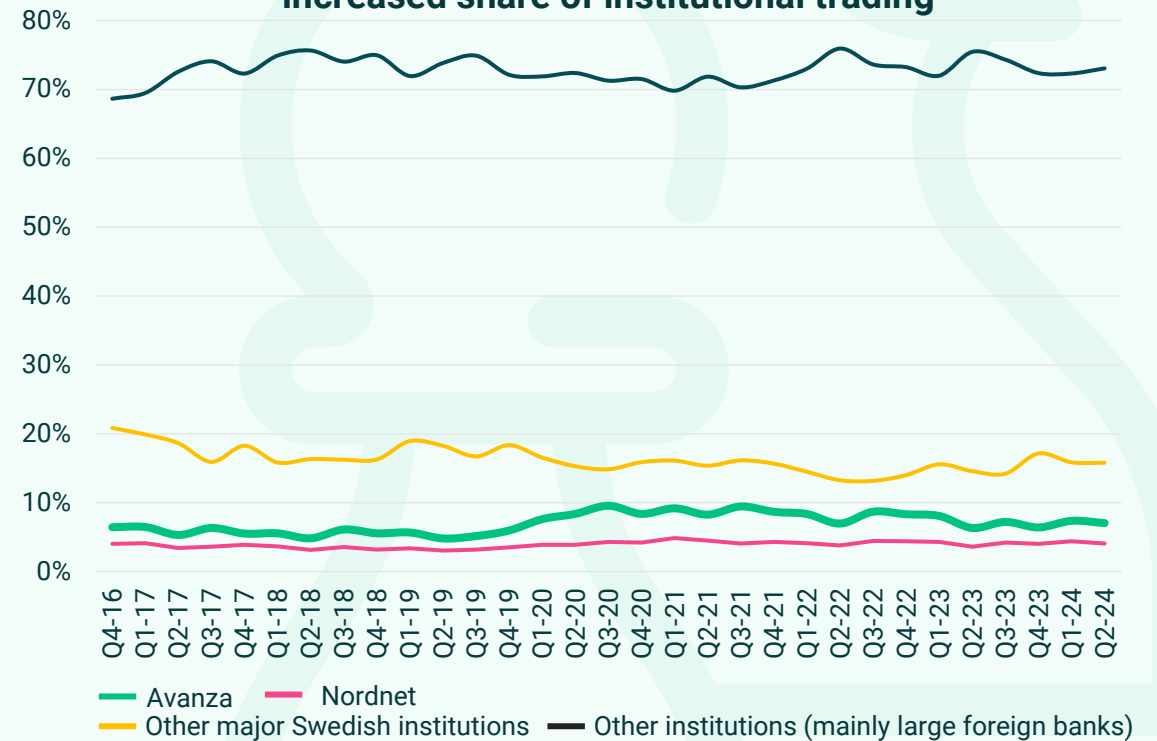


The largest Swedish participant in stock trading on Nasdaq OMX and First North

Transactions – market share of 20.2%



Decreased turnover market share to 7.1% due to increased share of institutional trading








Making progress within our prioritised areas

Some examples from the quarter

- Several new features launched for our most active customers, for example the analysis tab, TradingView integration and TWAP & VWAP orders
- New and specially adapted fund page launched for customers that have not yet made an investment
- Private Banking and Pro customers can now hold stocks within pension accounts that are under payout
- Increased internal efficiency, for example by
 - Using generative AI to compile customer feedback
 - Improved mortgage pages on the platform to reduce queries to customer service

Prioritised areas 2024

-  Improvements for our most active customers
-  Activating new customers
-  Improved pension offering
-  Internal efficiency
-  Ensuring a stable platform



Key take aways for the quarter

Positive business momentum

- Continuously strong net inflows and customer intake – well ahead of 2023
- Making progress within our prioritised areas
- High innovation – our world-class user experience is a competitive advantage, and we utilise our large customer base when innovating
- Soon a complete management team
- Ongoing strategic overview – Avanza's main priority is still to foster and develop the strong savings offering

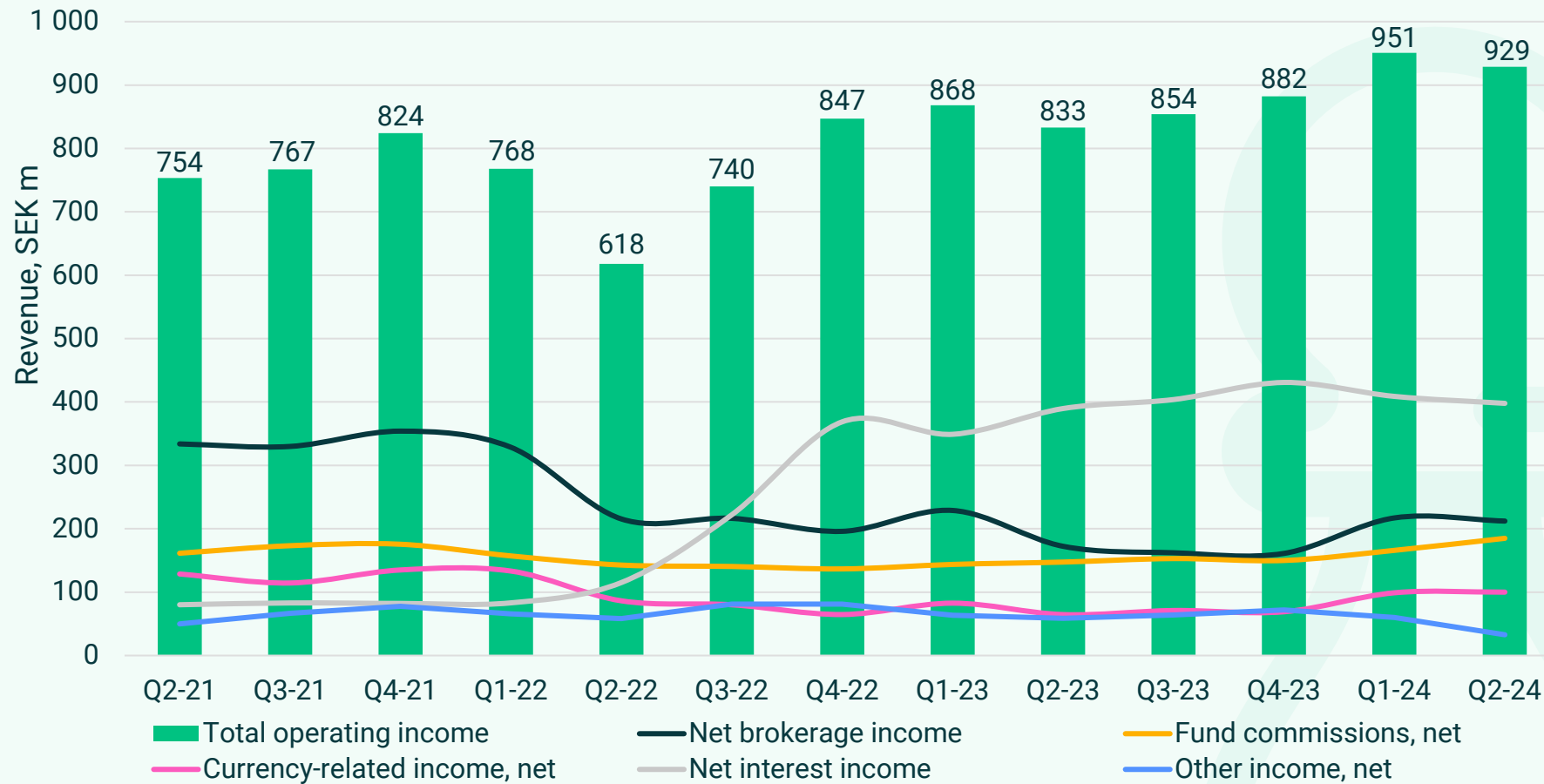
Financials – Q2 results

Strong results although negatively impacted by one-offs

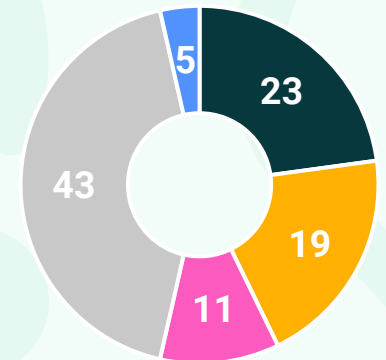
	Q2 24	Q1 24	Δ %	H1 24	H1 23	Δ %
Operating income, SEK m	929	951	-2	1,879	1,701	10
Operating expenses, SEK m	-341	-303	12	-644	-577	12
Operating profit, SEK m	588	647	-9	1,235	1,125	10
<i>Adjusted operating profit¹⁾, SEK m</i>	<i>618</i>	<i>647</i>	<i>-4</i>	<i>1,265</i>	<i>1,125</i>	<i>12</i>
Profit for the period, SEK m	506	555	-9	1,061	973	9
Operating margin, %	63	68	-5	66	66	0
ROE, %	35	36	-1	37	39	-2
EPS, SEK	3.22	3.53	-9	6.75	6.21	9

¹⁾ Adjusted for one-off impacts of a SEK 15 million fine from IMY and SEK 15 million in customer compensation related to interest on ISK

Stable trading income despite fewer trading days

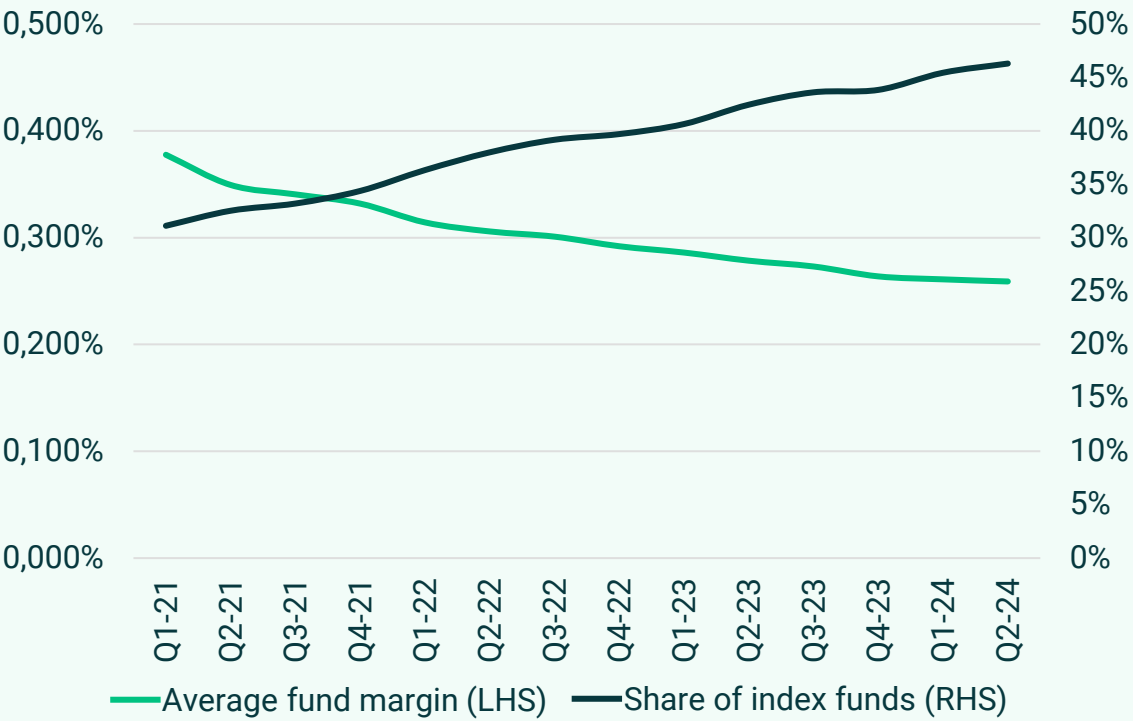


Income split Q2 2024, %

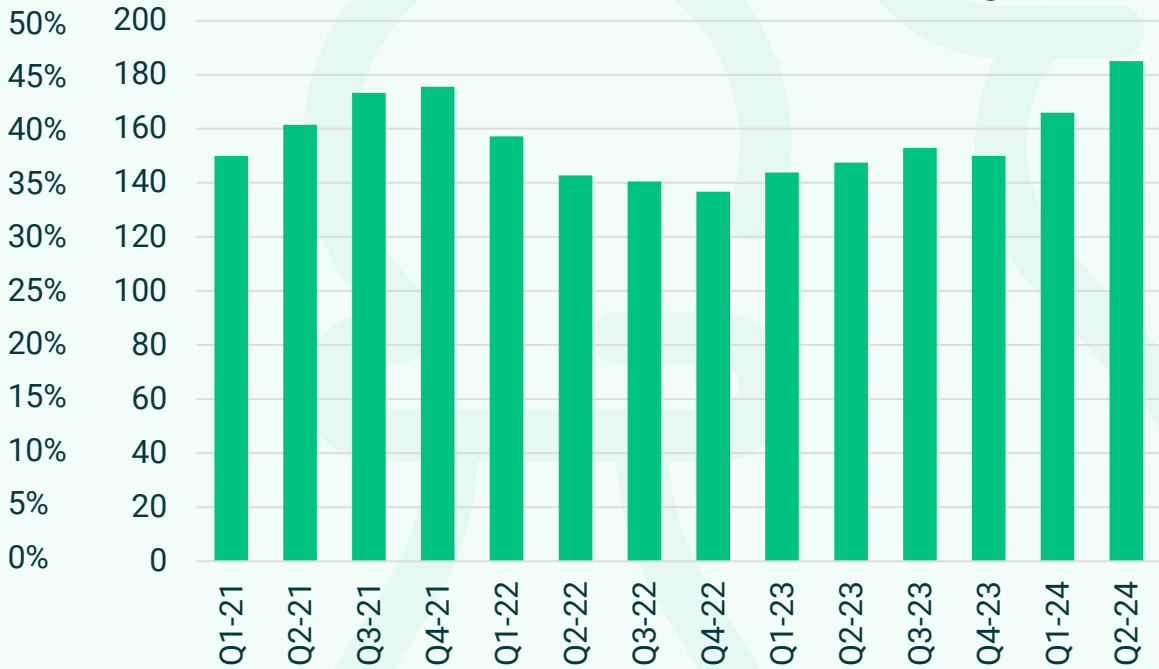


Fund margin stable – although growing volume is key

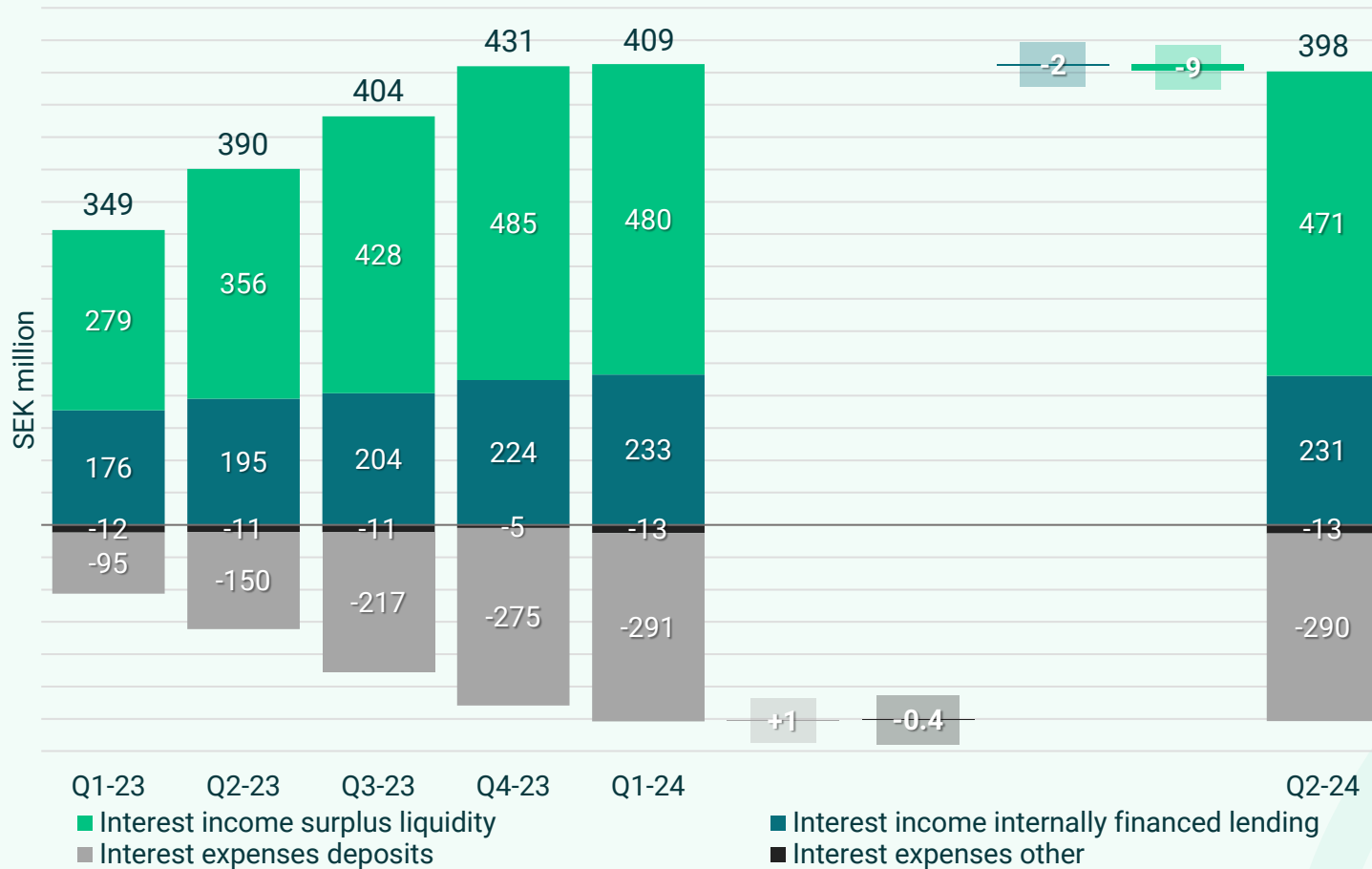
Fund margin stable despite continued trend towards index funds



Net fund commissions is at all-time high



Policy rate decrease mitigated by lower deposit rates



Average interest rates

Q1 24

Internally financed
lending: 4.67%

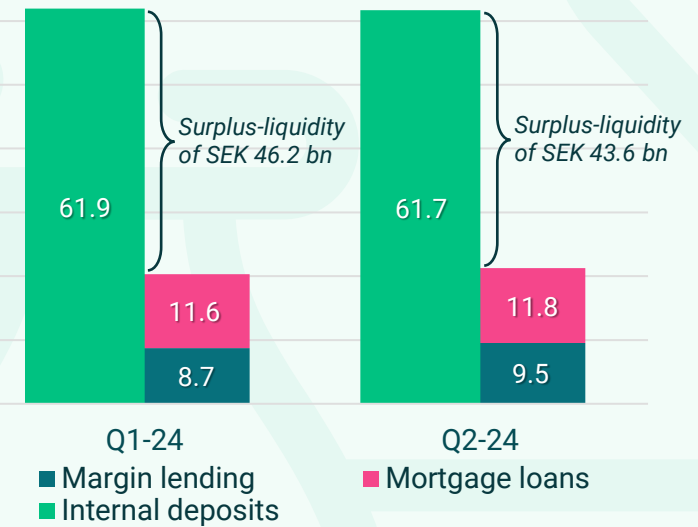
Deposits: 1.86%

Q2 24

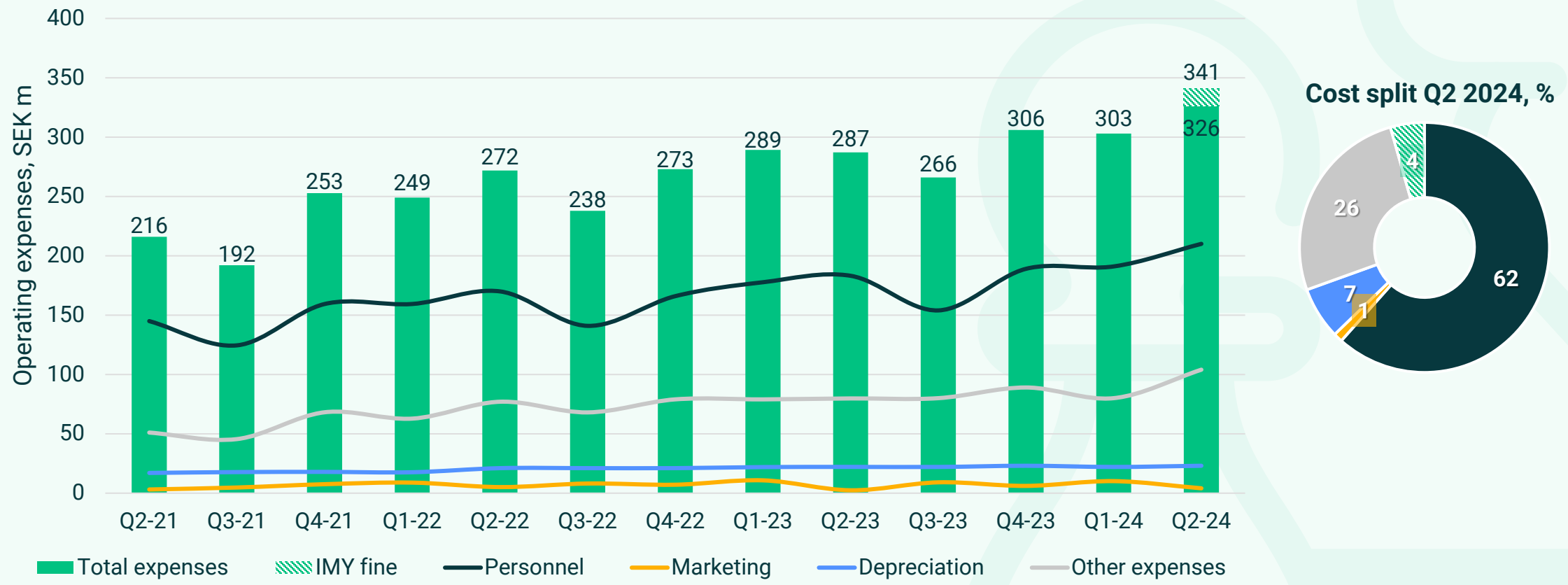
Internally financed
lending: 4.44%

Deposits: 1.88%

Volumes, SEK bn



Cost guidance for the full year remains excluding IMY fine



Strong capital position

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

Consolidated situation	30 June 2024		31 December 2023	
	%	SEK m	%	SEK m
Total capital ratio / Own funds	25.5	3,615	24.7	3,574
Total capital requirement ¹⁾	18.2	2,586	18.2	2,631
Capital surplus	7.2	1,029	6.5	943
Leverage ratio / Tier 1 capital	5.2	3,615	5.0	3,574
LR-requirement and P2-guidance	3.5	2,447	3.5	2,485
Capital surplus after LR-requirement and P2-guidance	1.7	1,168	1.5	1,089

¹⁾ Including external buffers and Pillar 2 requirements

Well positioned for the future

- The Avanza brand – one of our most important assets
- Strong results once again proving the resilience of our well diversified income model
- Growth figures keeping steady at a high level
- Internal efficiency increasingly important going forward
- Carefully maintaining our low-risk balance sheet

Opening up for questions

