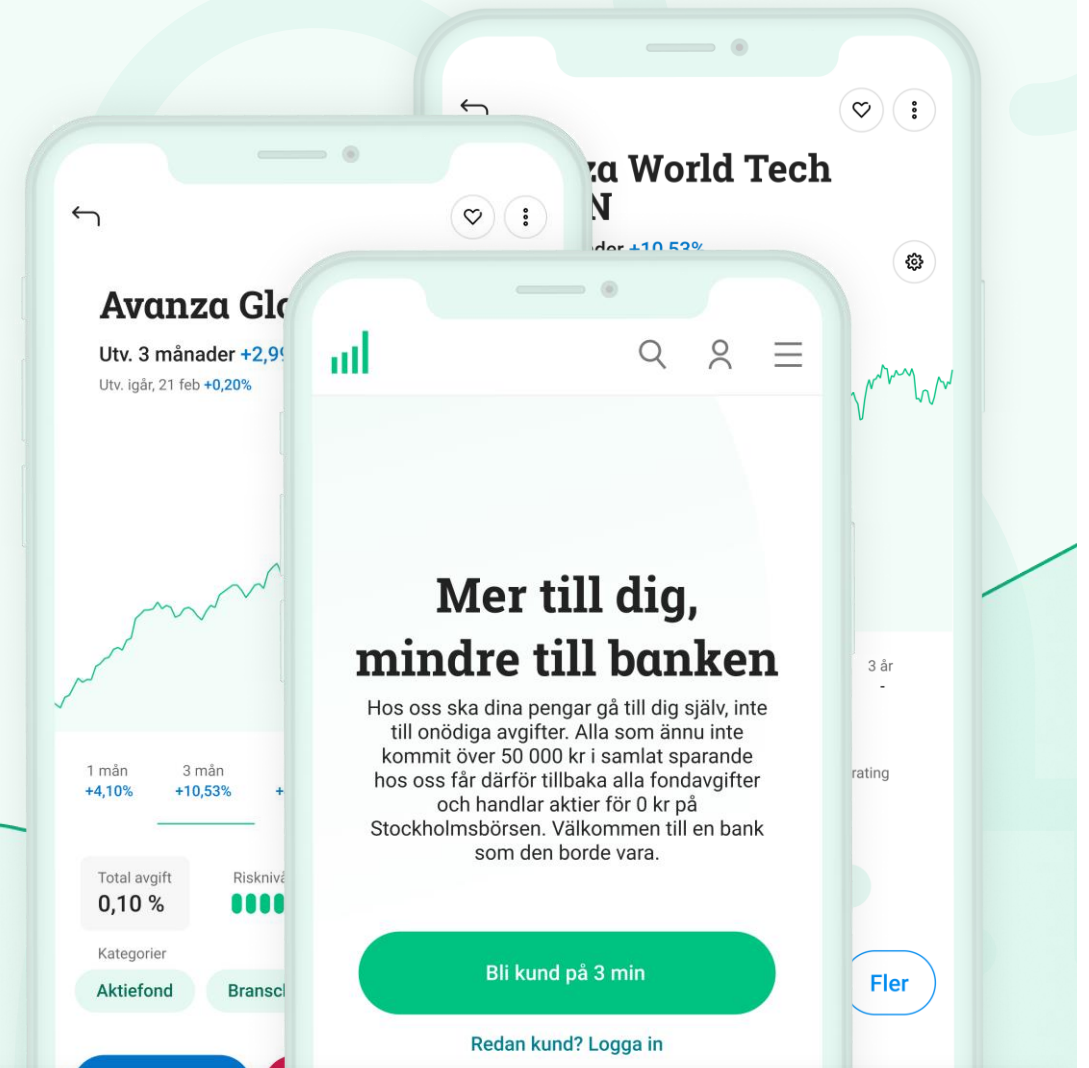
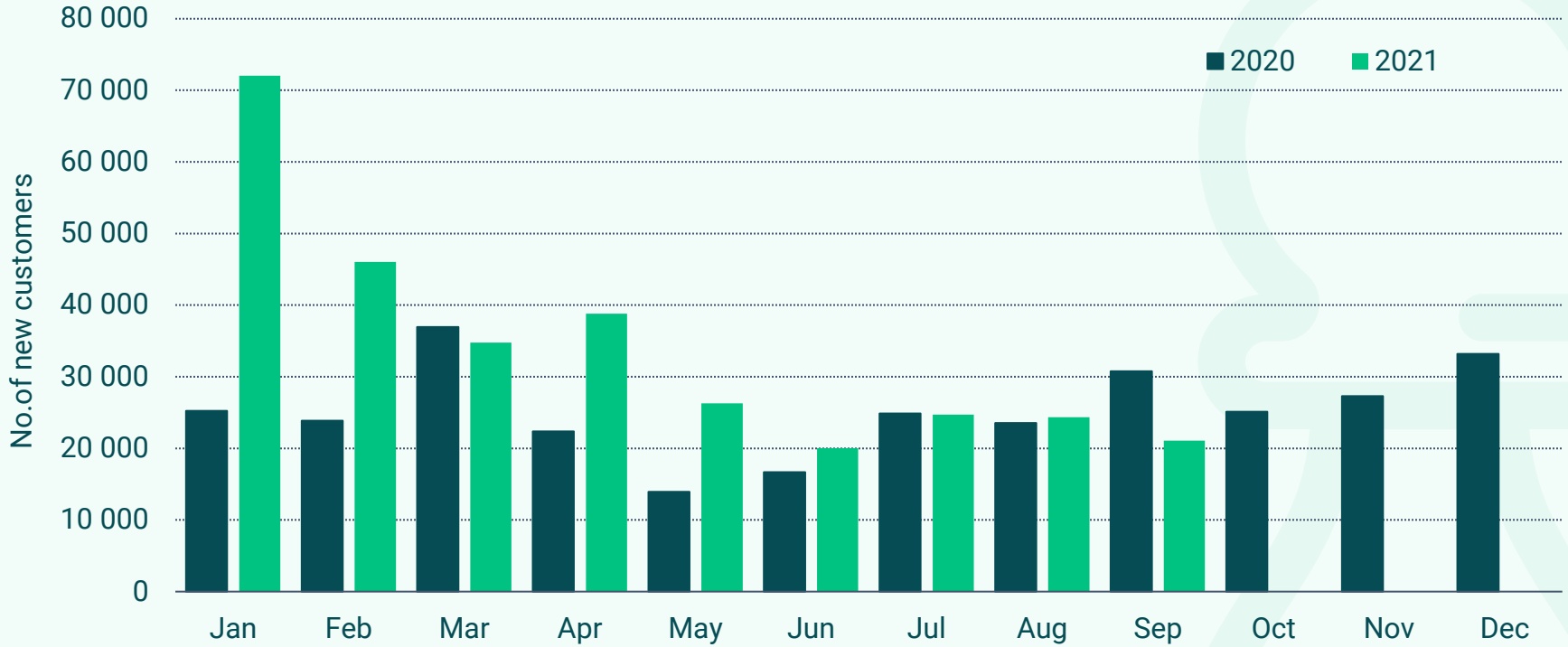


18 October 2021

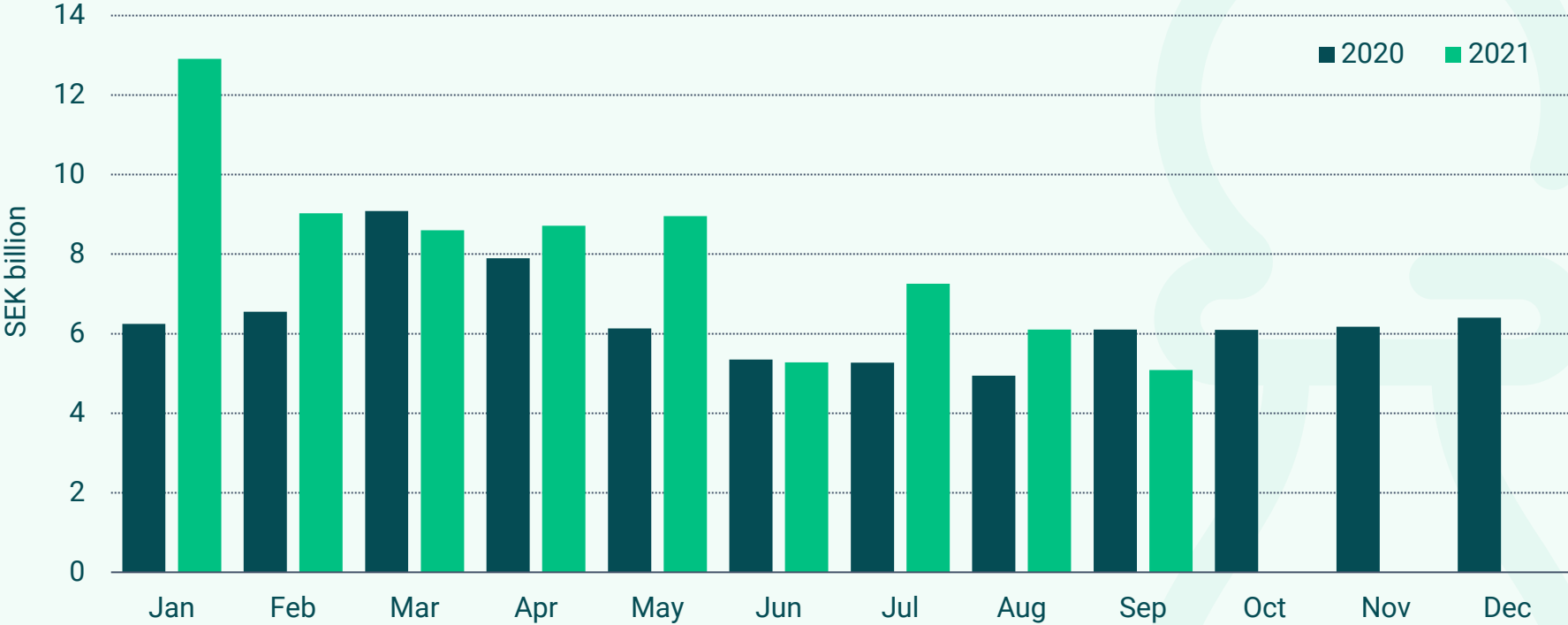
# Avanza's third quarter 2021 Results presentation



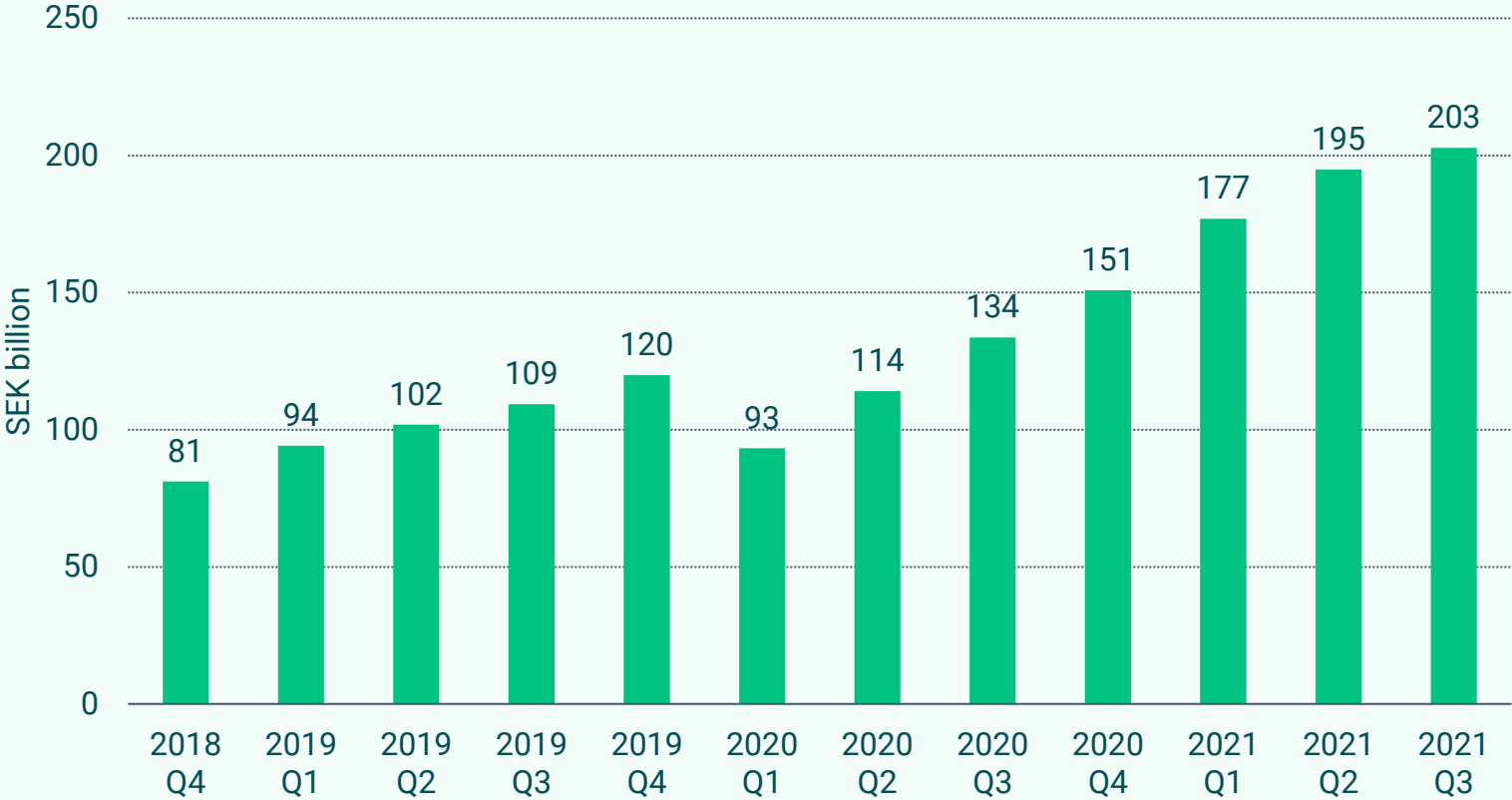
# Customer growth of 308,000 in 2021 (+41% Y/Y)



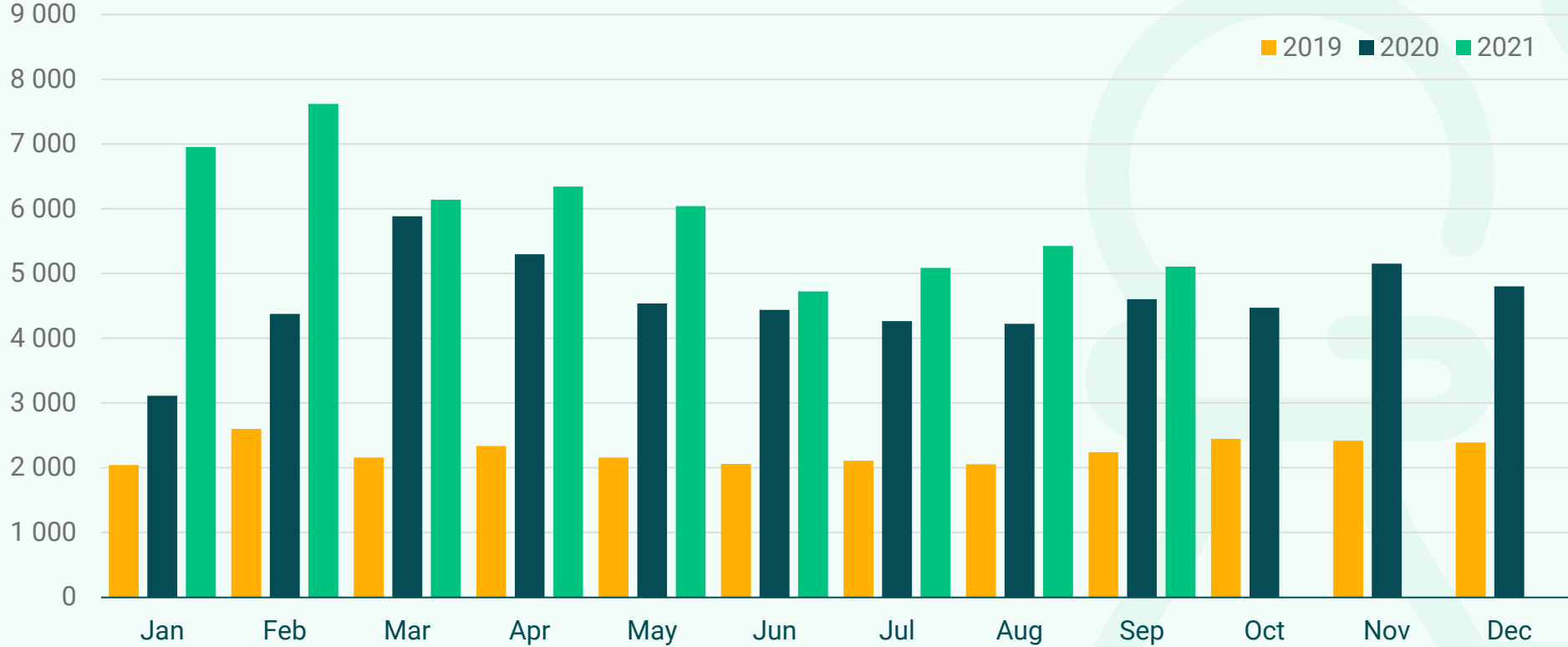
# Net inflow of SEK 71,900m in 2021 (+25% Y/Y)



# Strong growth in fund capital adding more recurring income

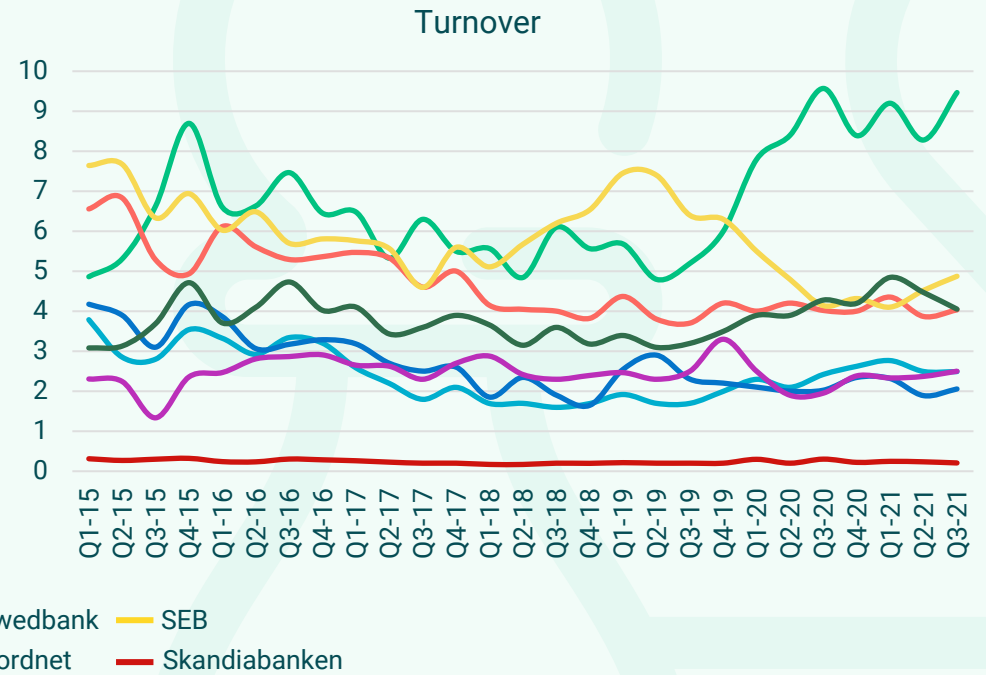
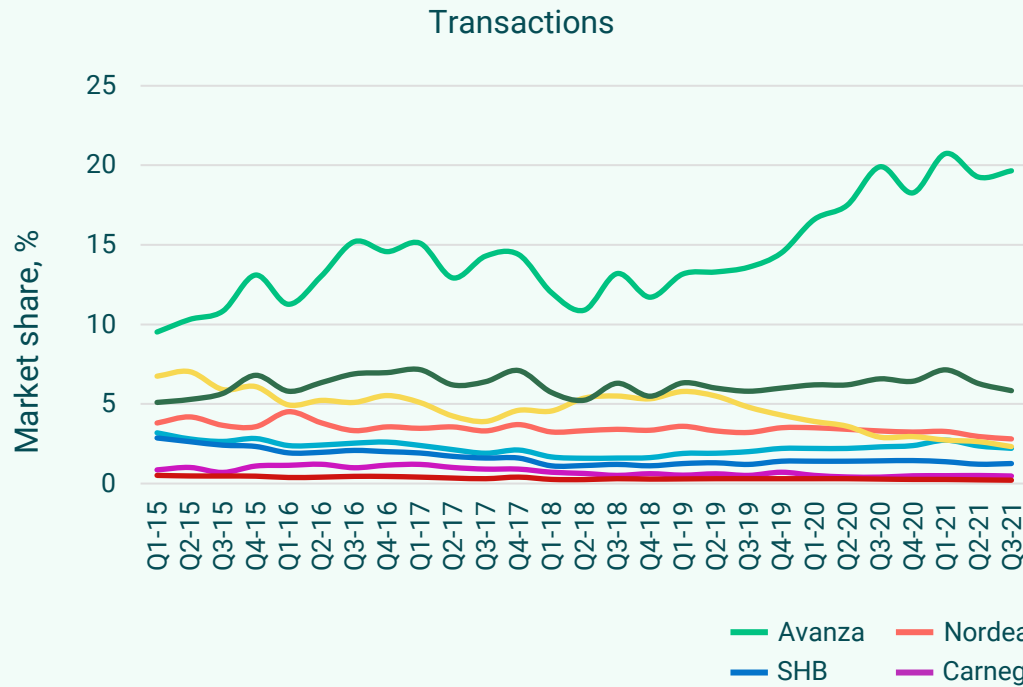


# Brokerage-generating turnover per trading day still on a high level



# The largest Swedish participant on Nasdaq OMX and First North

- Market share of 19.7% in terms of transactions and 9.5% of turnover in Q3 2021



# Launches and high rankings as an employer

- A new index-tracking fund Avanza Sweden was launched
- Stop Loss in the apps was added , which enables customers to sell or buy a share at a predetermined price
- Named the most recommended financial brand in Sweden and second most recommended Swedish brand across all categories In YouGov BrandIndex
- Avanza ranked as one of the most popular employers in Sweden among young people in rankings by Academic Work and Universum



# 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**

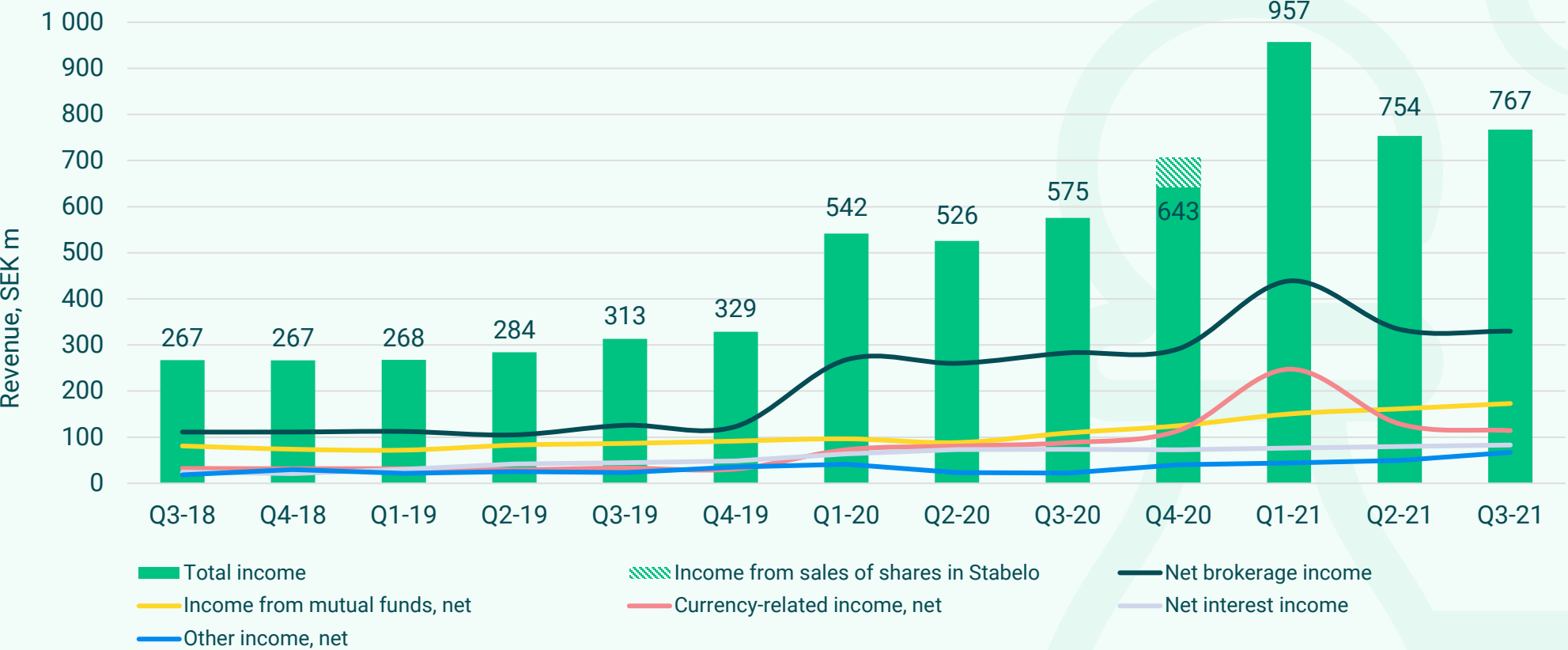


# Financials – Q3 results

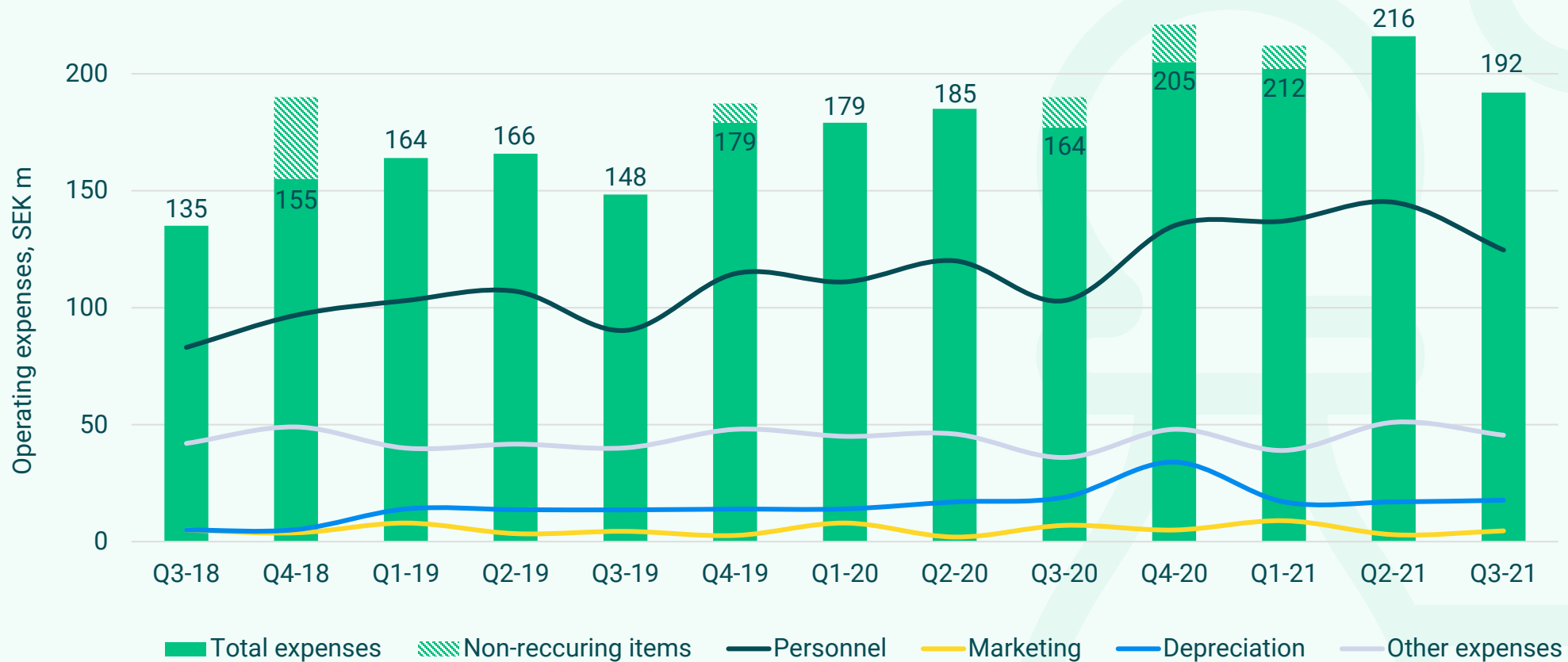
## Second strongest quarter ever

	Q3 21	Q2 21	Δ %	9M 21	9M 20	Δ %
Operating income, SEK m	767	754	2	2,477	1,643	51
Operating expenses, SEK m	-192	-216	-11	-611	-541	13
<b>Operating profit, SEK m</b>	<b>574</b>	<b>536</b>	<b>7</b>	<b>1,866</b>	<b>1,091</b>	<b>71</b>
<b>Net profit, SEK m</b>	<b>481</b>	<b>451</b>	<b>7</b>	<b>1,563</b>	<b>917</b>	<b>71</b>
Operating margin, %	75	71	4	75	66	9
ROE, %	44	46	-3	53	57	-4
EPS, SEK	3.10	2.91	7	10.09	5.96	69

# Lower, but still strong net brokerage. Fund commissions steadily growing



# Seasonally lower costs and increased estimate for 2022



# High scalability in Avanza's business model



## Strong capital position and additional dividend proposed

	30 September 2021	31 December 2020
Total capital requirement, %	12.9	13.1
Capital surplus, %	13.2	11.3
Total capital ratio, %	26.2	24.4
Leverage ratio, %	4.5	4.9
Capital surplus after LR-requirement and internal buffer	0.7	1.1

# Well positioned for the future

- Low risk balance sheet
- Well capitalised
- Strong growth in savings capital
- Competitive cost to savings capital ratio of 12 bps

# Opening up for questions

