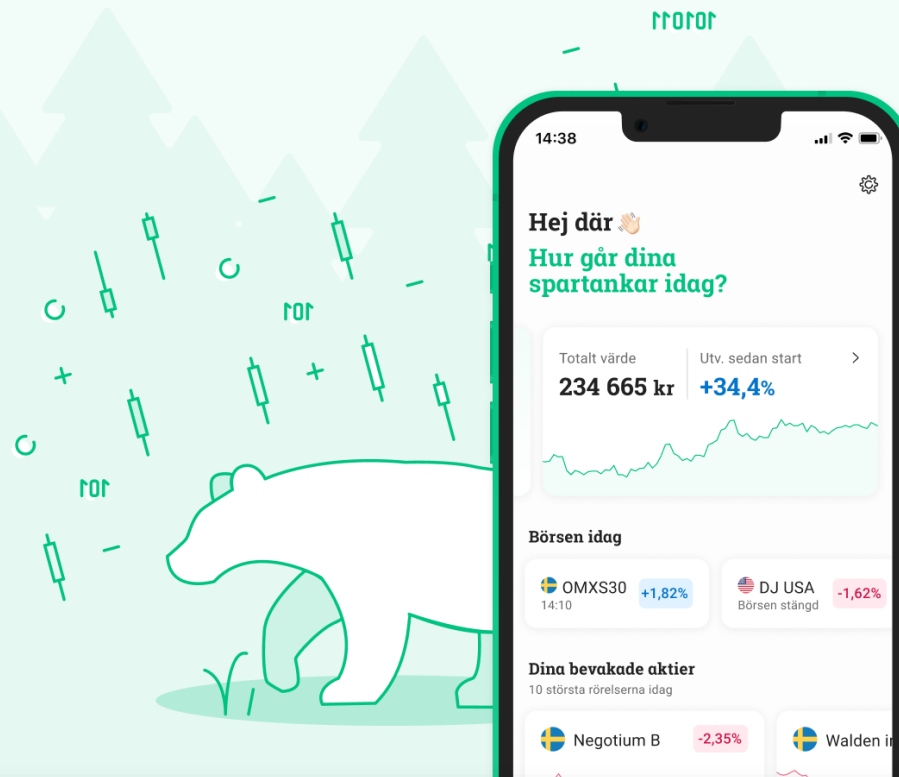
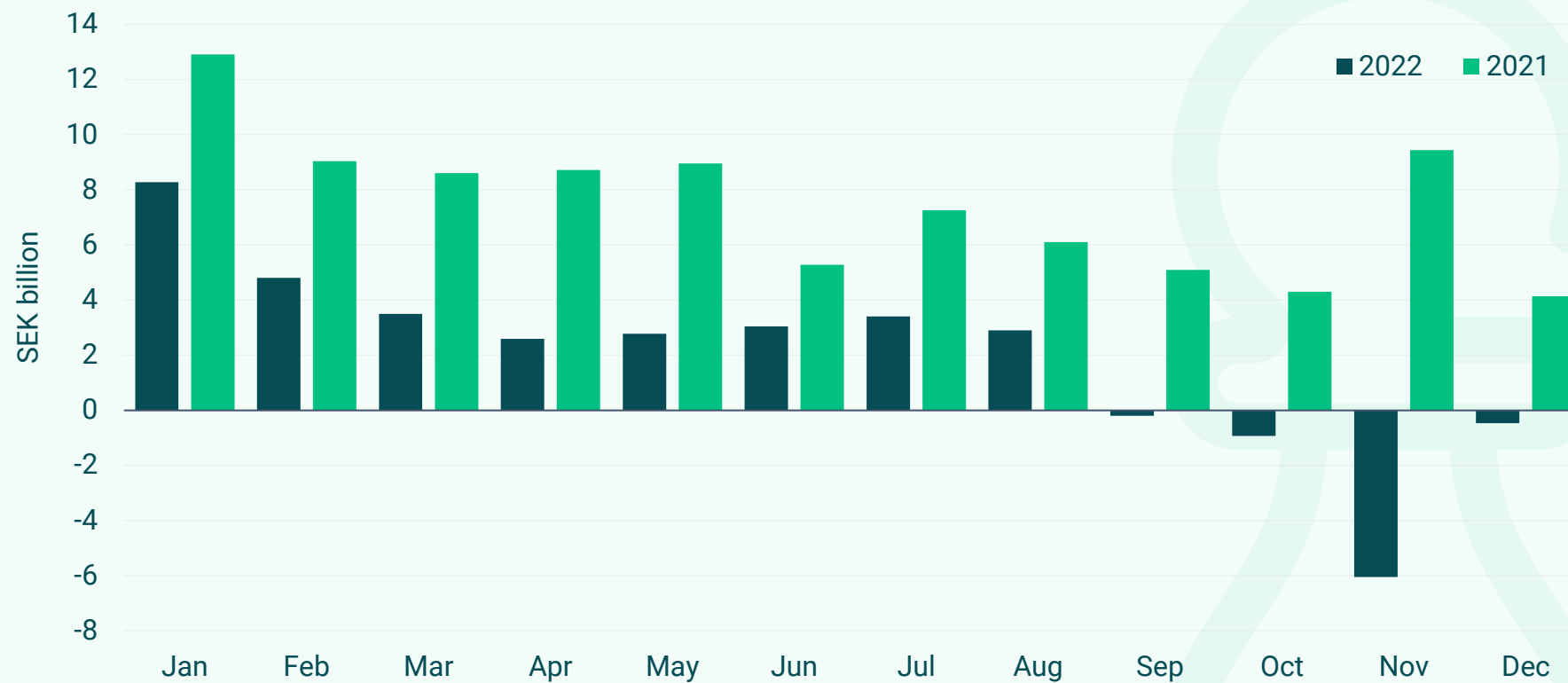


20 January 2023

Avanza's Year end and fourth quarter 2022 Results presentation



Net inflow of SEK 24 billion in 2022 (-74% Y/Y)

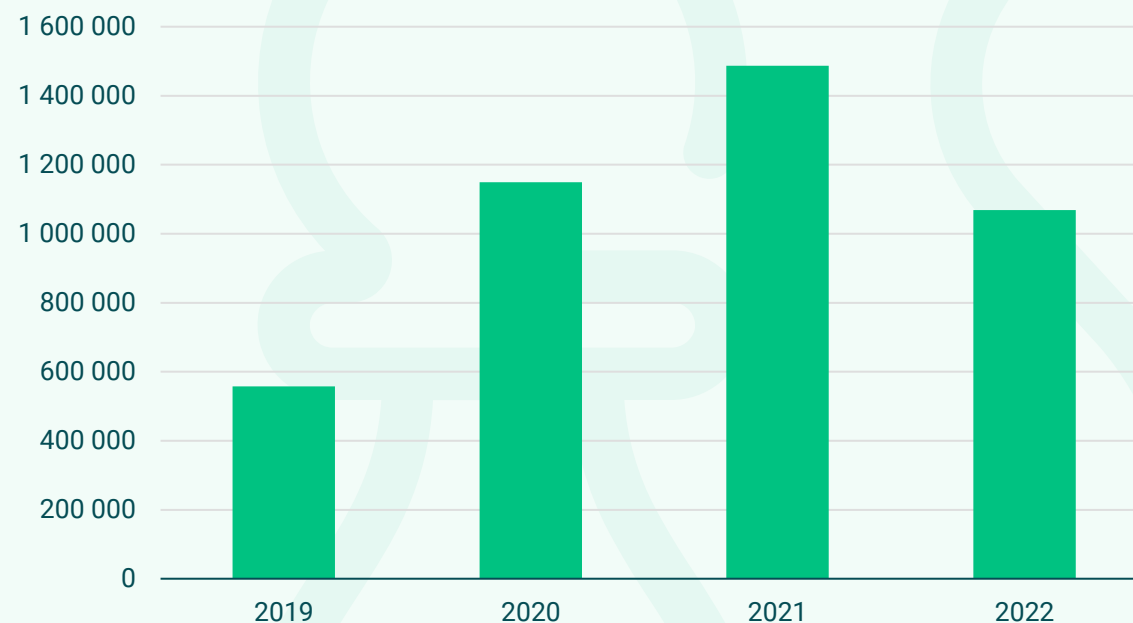


A challenging market, but growth has taken us to a **higher level**

OMXSGI %

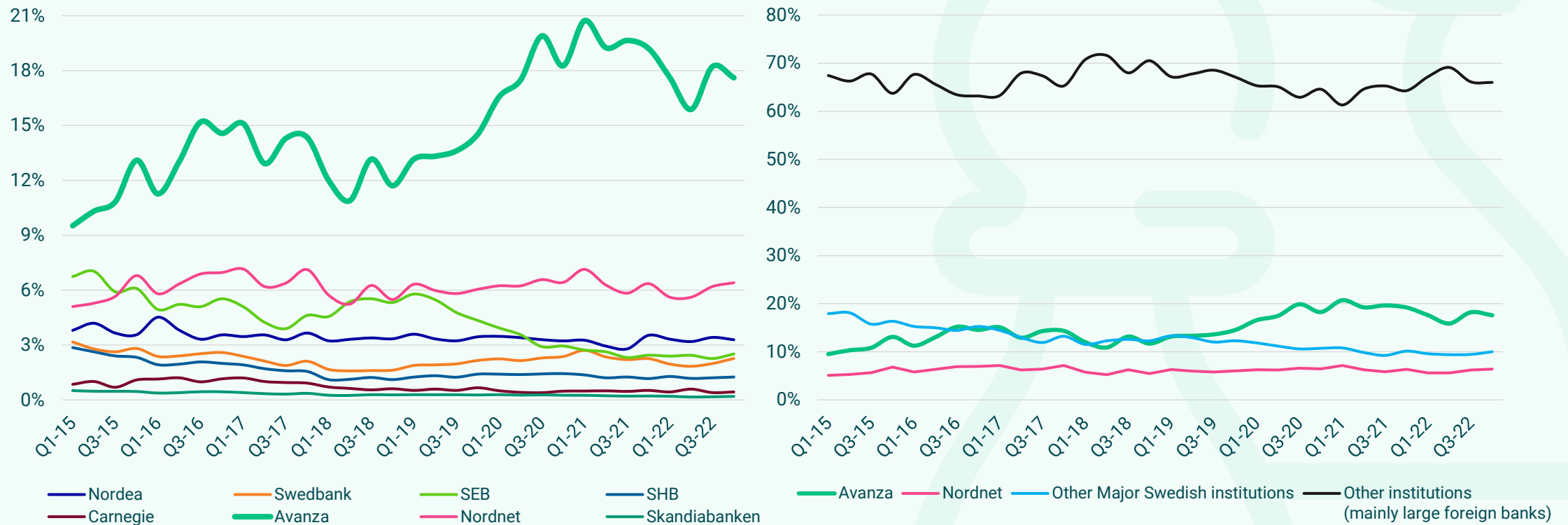


Turnover in brokerage-generating securities, SEK million



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

- Market share of 17.6% in terms of transactions in Q4 2022, and 8.3% in terms of turnover



Launches and acknowledgements during the fourth quarter

- Sweden's most satisfied savers according to the SQI annual award
- The Pension Chase was named Transfer Service of the Year by Privata Affärer
- Placera forum was relaunched
- Several improvements to user experience

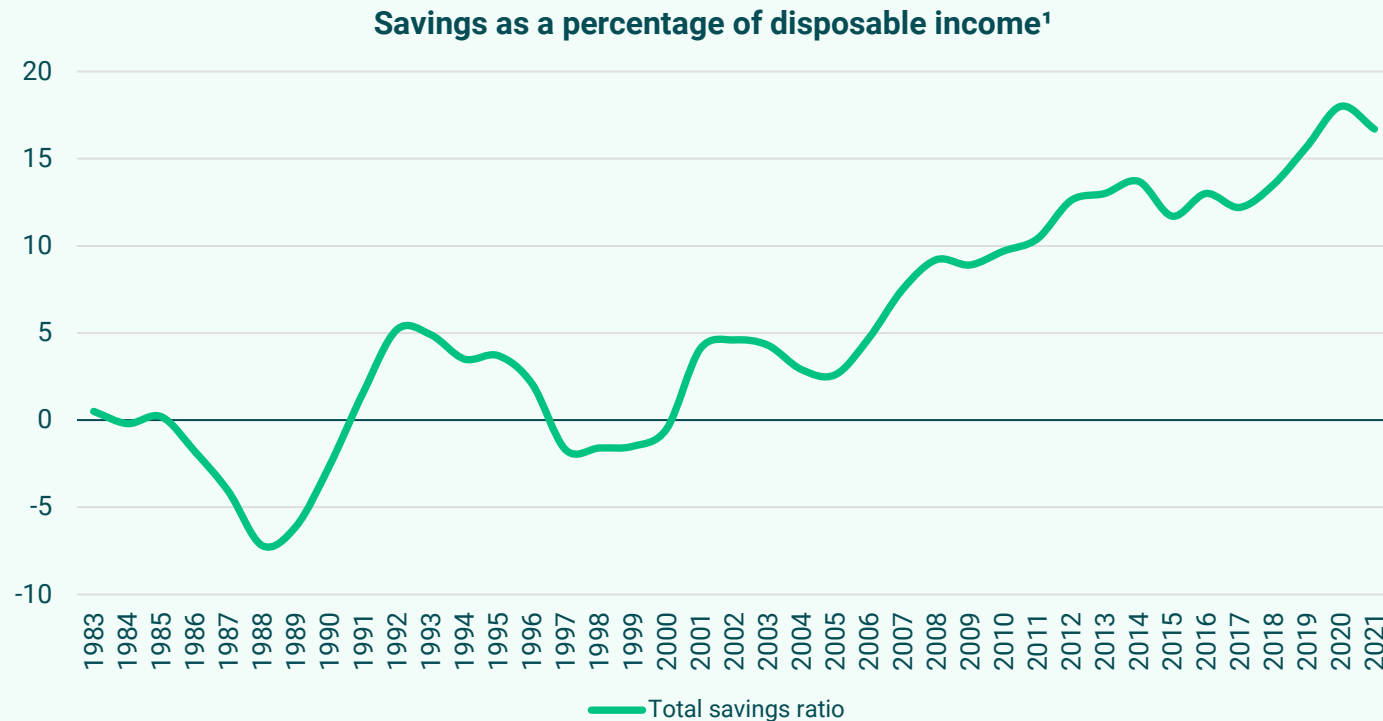


Strong results and strong performance on financial targets, despite challenging market conditions

- Return on equity of 36%
- Costs to savings capital ratio affected by the negative stock market
- Market share of 10% of the Swedish savings market require at least a couple of years with better market sentiment
- Share of capital in sustainable investments slightly increased
- Gender equality in savings not good enough, only 25% of the savings capital held by women

Continued challenging times ahead in 2023

- Challenging times have affected the savings quote in previous downturns, but the long-term trend is steadily increasing



¹Statistics from Ekonomifakta.se



Our focus for 2023

- Focus on long-term growth
- Customer satisfaction and employee engagement key
- Consolidating the organisation to ensure efficiency
- Continued improvements to our customer offering important
- Modernise and update our tech stack every day

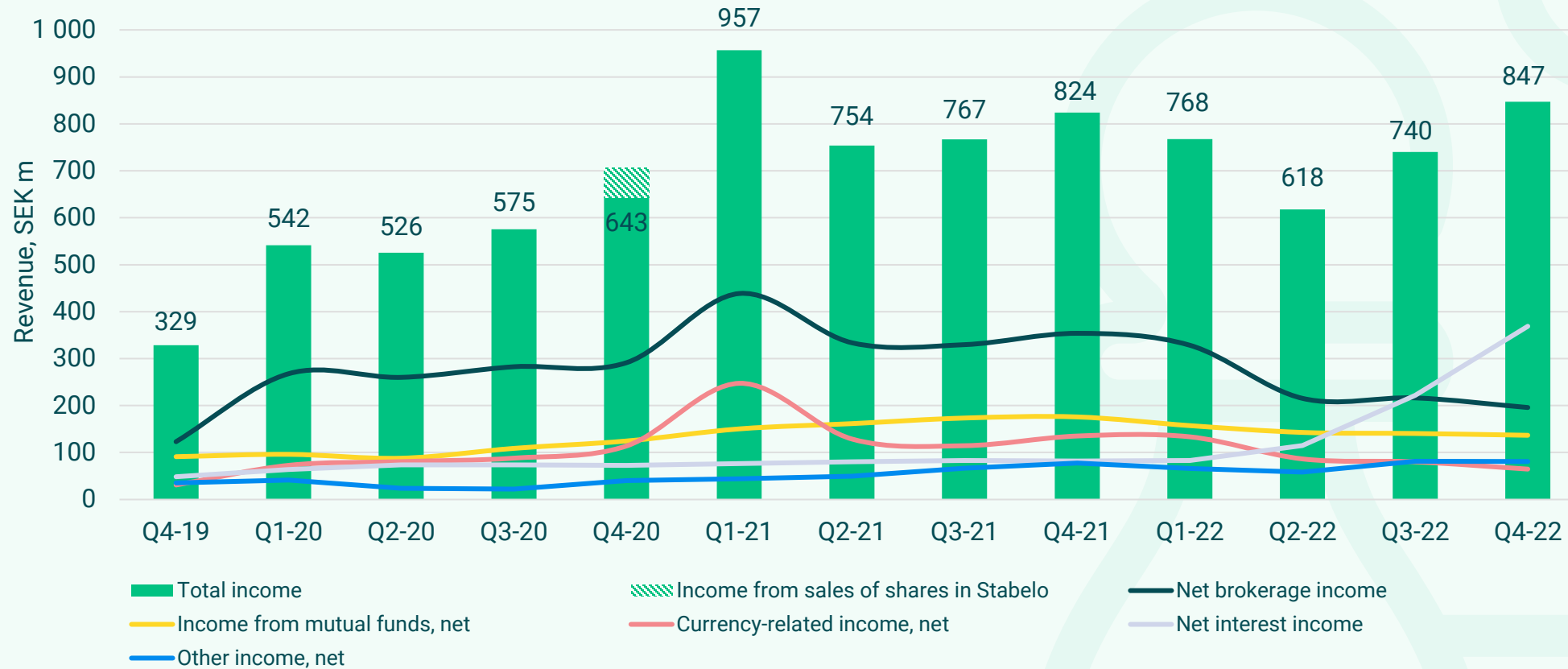


Financials – full year and Q4 results

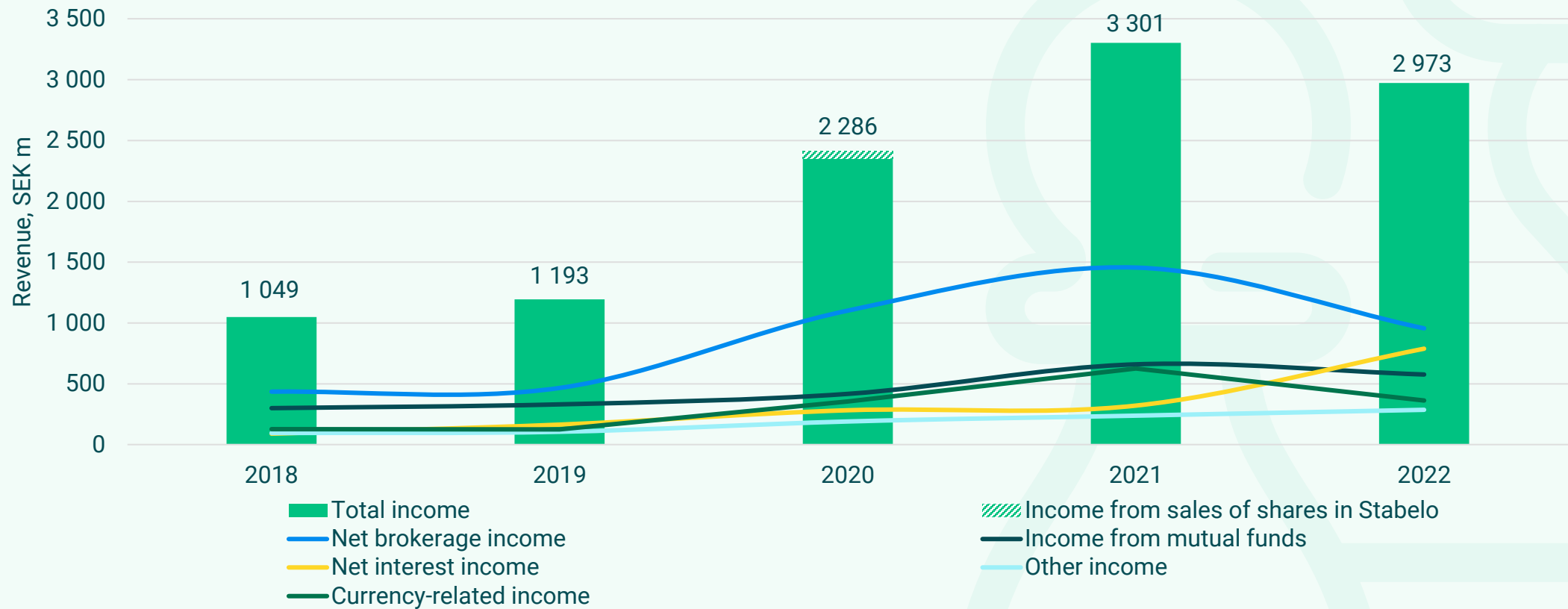
Second strongest results ever

	Q4 22	Q3 22	Δ %	2022	2021	Δ %
Operating income, SEK m	847	740	14	2,973	3,301	-10
Operating expenses, SEK m	-273	-238	15	-1,031	-864	19
Operating profit, SEK m	573	502	14	1,940	2,437	-20
Net profit, SEK m	494	433	14	1,666	2,047	-19
Operating margin, %	68	68	0	65	74	-9
ROE, %	42	42	1	36	50	-14
EPS, SEK	3.16	2.78	14	10.69	13.19	-19

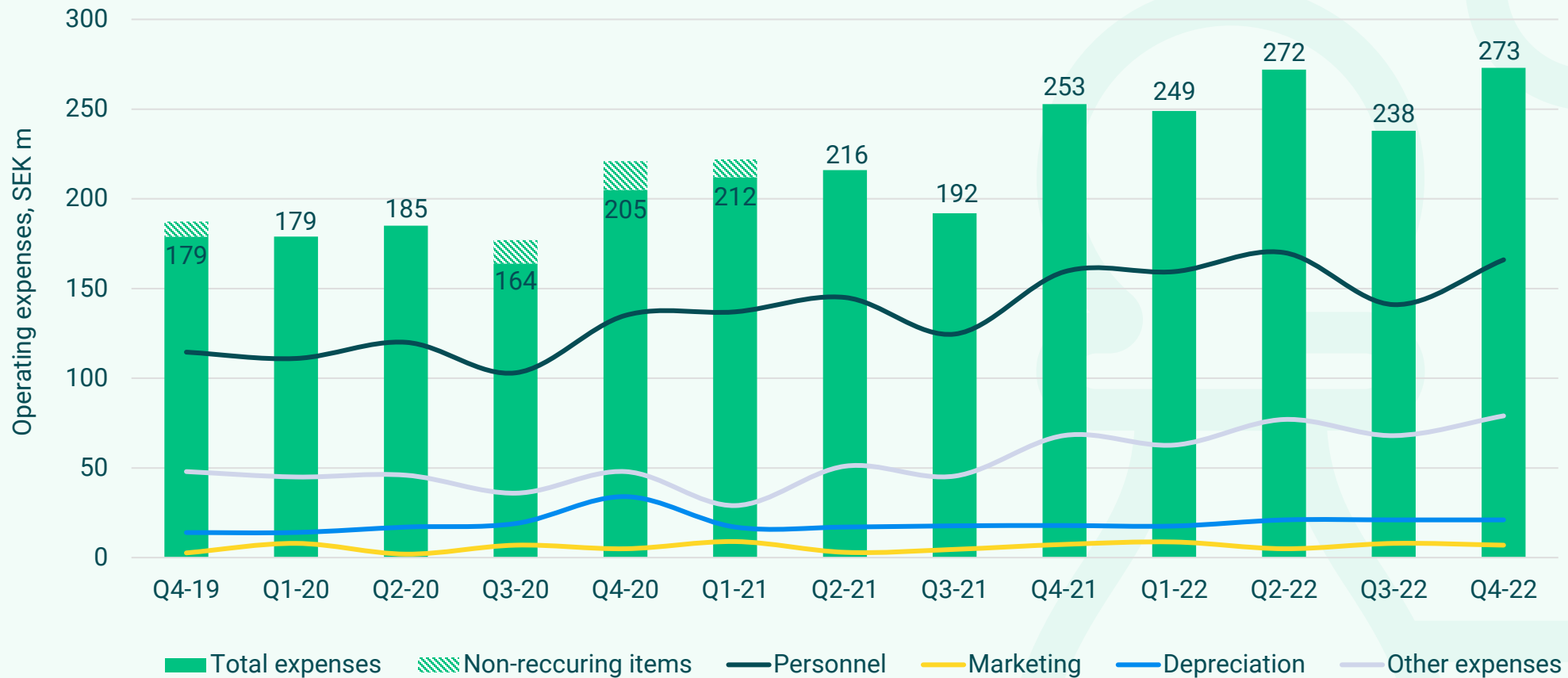
Transaction-related income affected by market environment, but well compensated by the NII



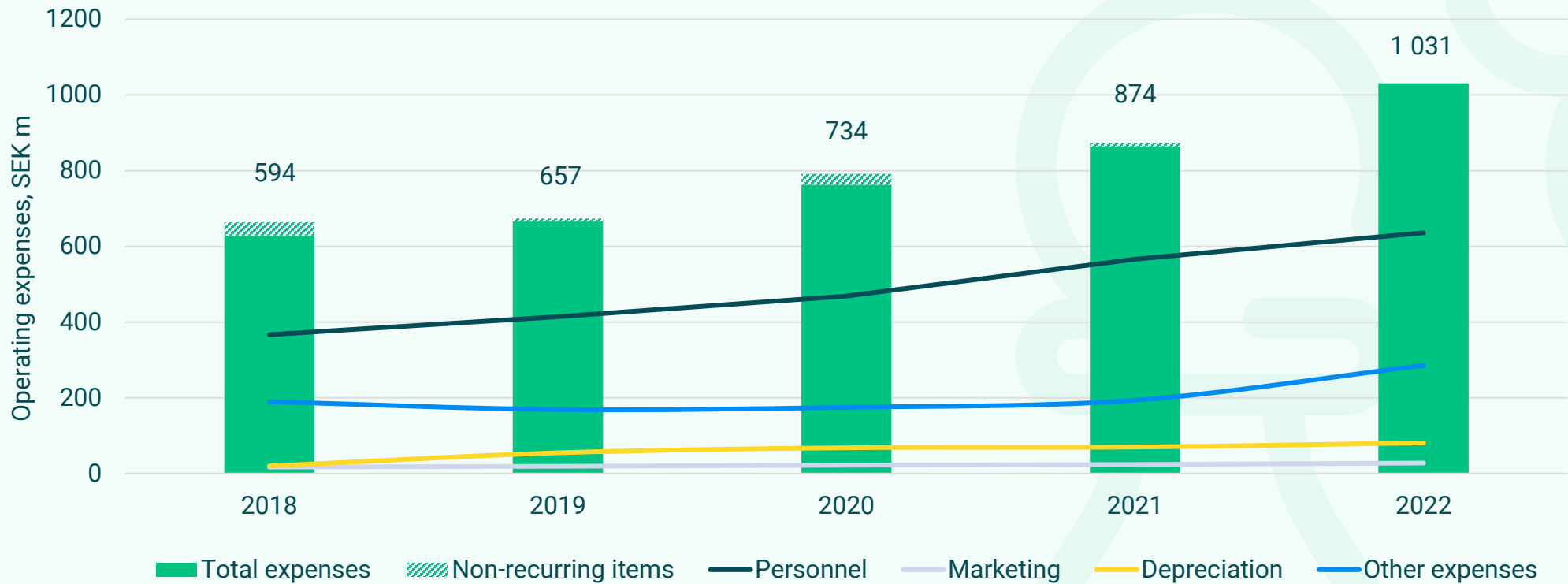
Limited NII impact going forward as more is shared with customers



Higher other costs, and personnel costs in line with Q2



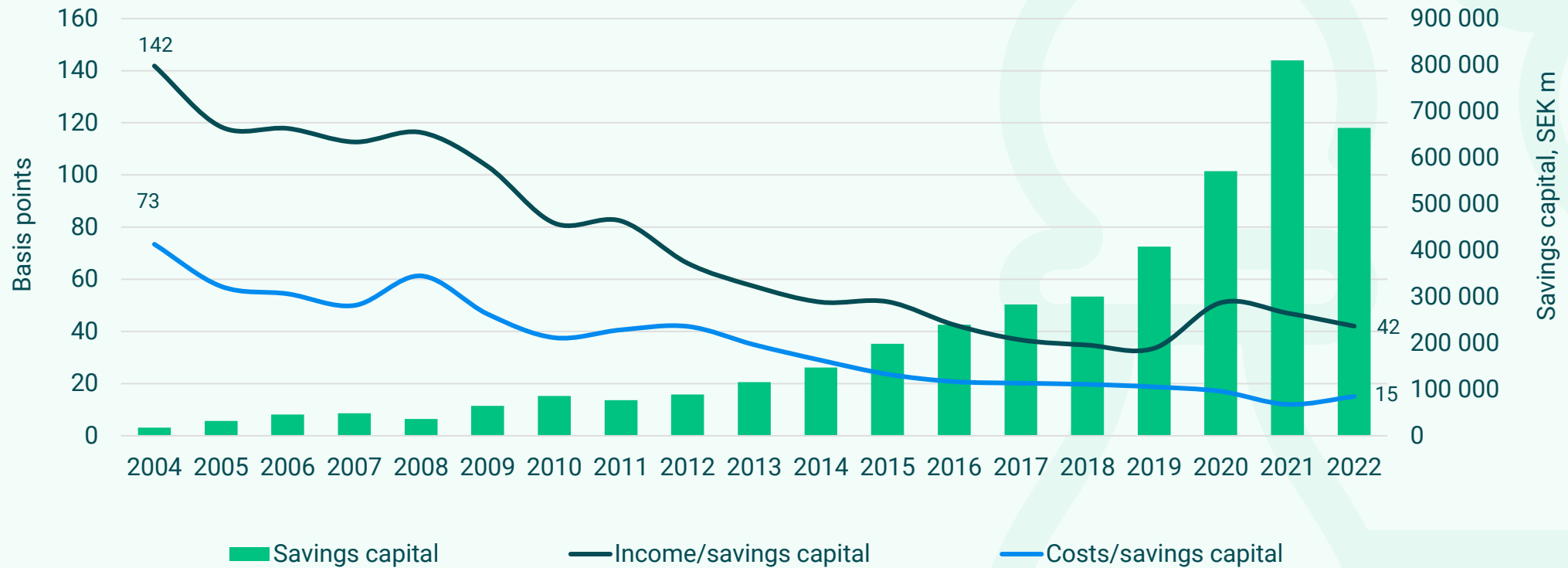
Costs lower than previous guidance



High focus on costs in 2023

- Consolidate our operations and make sure we use all our resources wisely
- No cost-cutting programme
- ...and no increase in number of employees in 2023
- Costs ceiling of SEK 1,160 million set
- Increase due to full-year effects, a weak SEK and inflation

Costs to savings capital ratio affected by market downturn

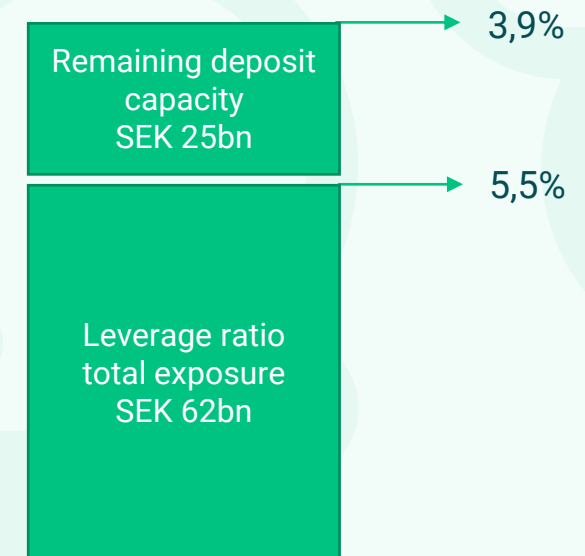


Strong LR ratio and dividend of SEK 7.50 per share proposed

Consolidated situation	31 December 2022	31 December 2021
Total capital ratio, %	26.2	24.0
Total capital requirement, % ¹⁾	15.1	12.6
Capital surplus, %	11.1	11.4
Leverage ratio, %	5.5	4.8
Capital surplus after LR-requirement and P2-guidance	1.6	1.8

1) Including external buffers and Pillar 2 requirements.

Leverage ratio sensitivity



Well positioned for the future

- Low risk balance sheet
- Well capitalised – dividend of 70% proposed
- Solid results given the circumstances – ROE 36%
- Strong resilience in current market environment
 - Sustainable business model
 - Competitive costs to savings capital ratio

Opening up for questions

