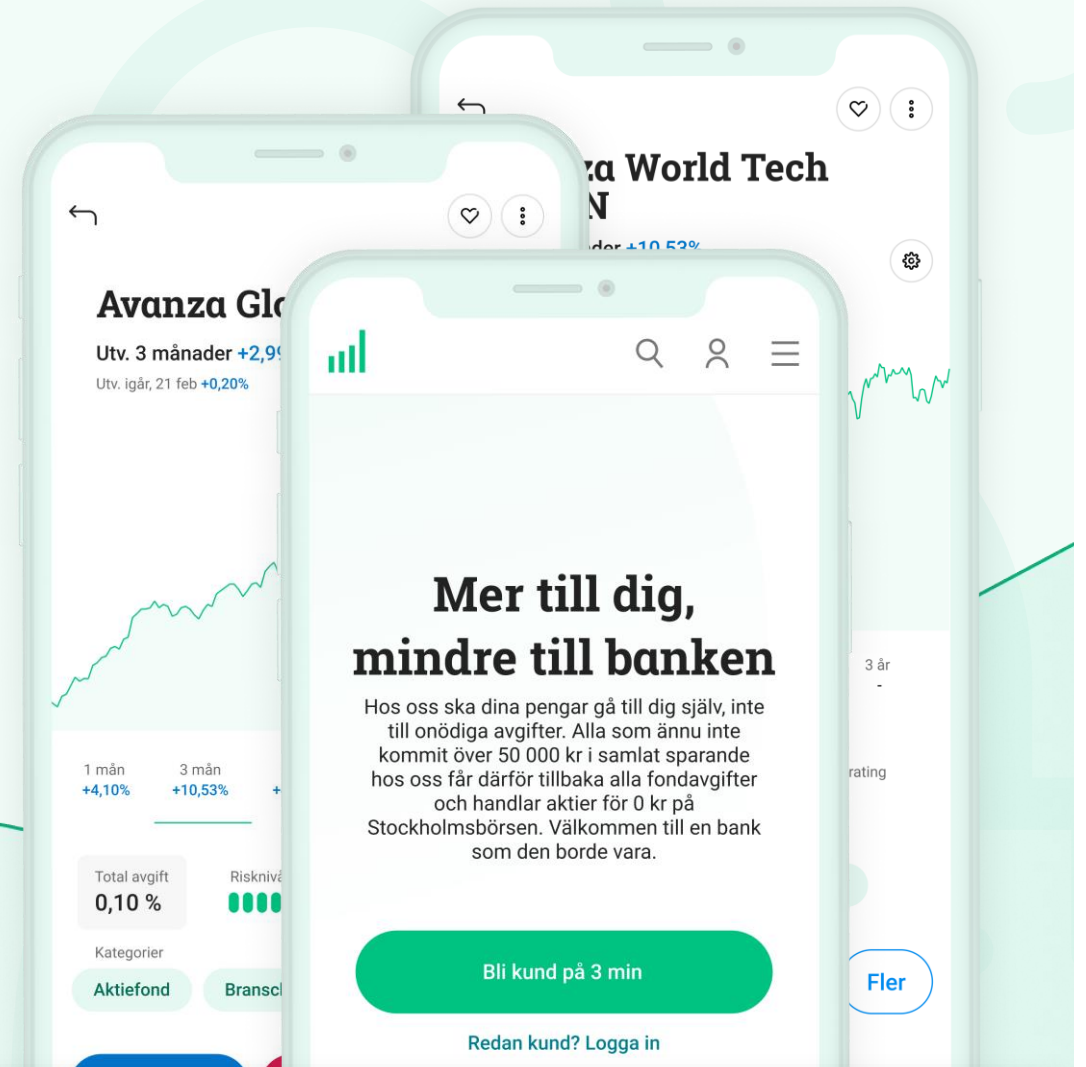


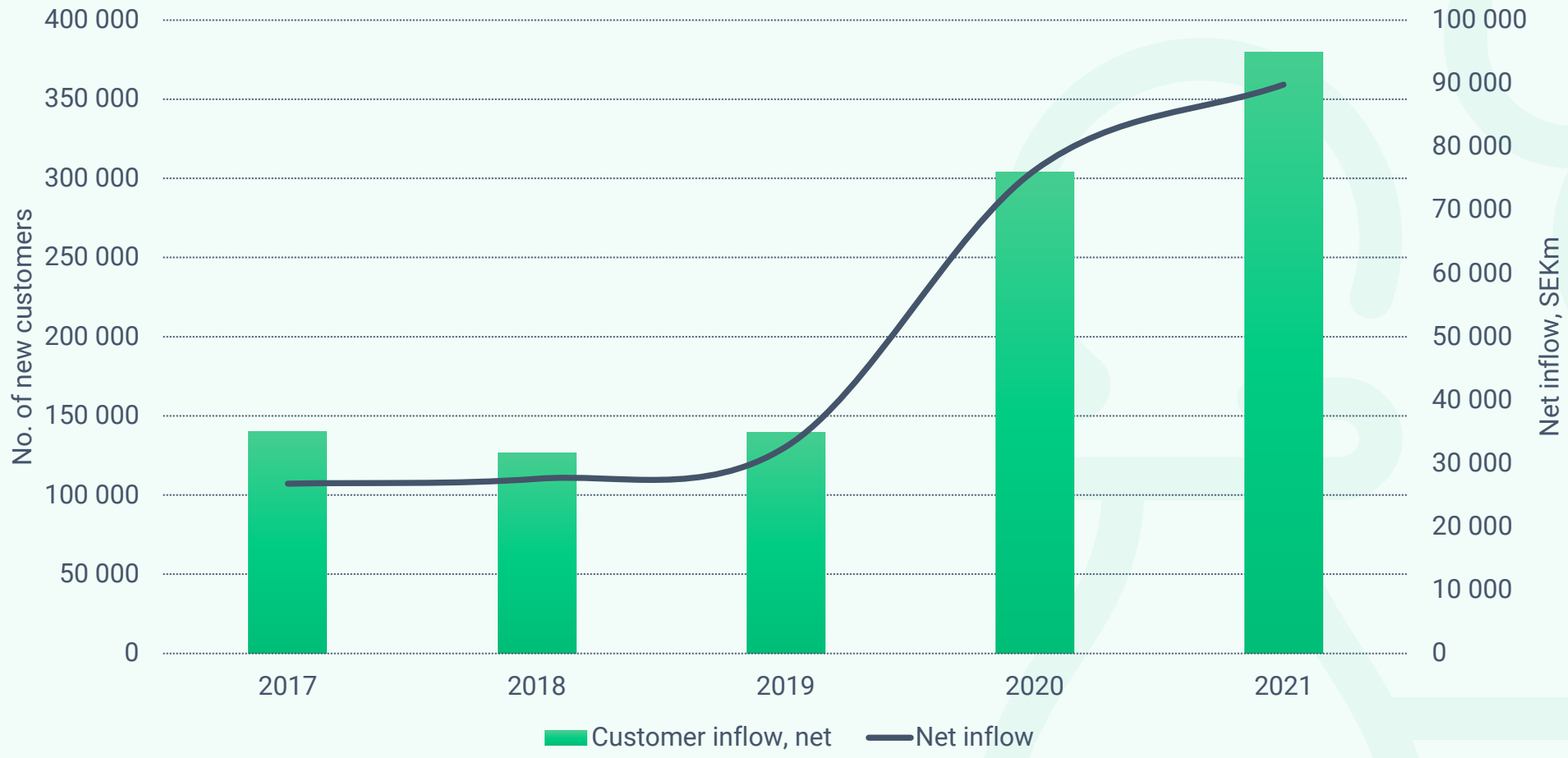
20 January 2022

Avanza's year-end results 2021

Results presentation



Another record year



Long-term financial targets for 2025 already reached

- Sweden's most satisfied savings customers
- Very strong ambassadorship at eNPS 67
- Total market share of 6.6% as of the third quarter 2021, and 18% share of net inflow R12M
- Return on equity of 50%
- Proposed dividend of 9.20 SEK per share
- Increased share of savings capital in sustainable investments
- Ranked No. 4 in Sweden in Kantar Sifo's reputation index, and 41% new female customers
- Female leaders 46%



Updated long-term **financial targets** for 2025

- Customer satisfaction and employee engagement targets remain unchanged
- Market share of 10% of the Swedish savings market at end 2025
- Costs to savings capital ratio of 12 bps
- Return on equity of at least 35%
- Dividend of 70% of net profit

Updated sustainability targets for 2025



Sustainable investments

Strengthen the sustainability value in customers' investments



Educate & Challenge

Increase gender equality in savings

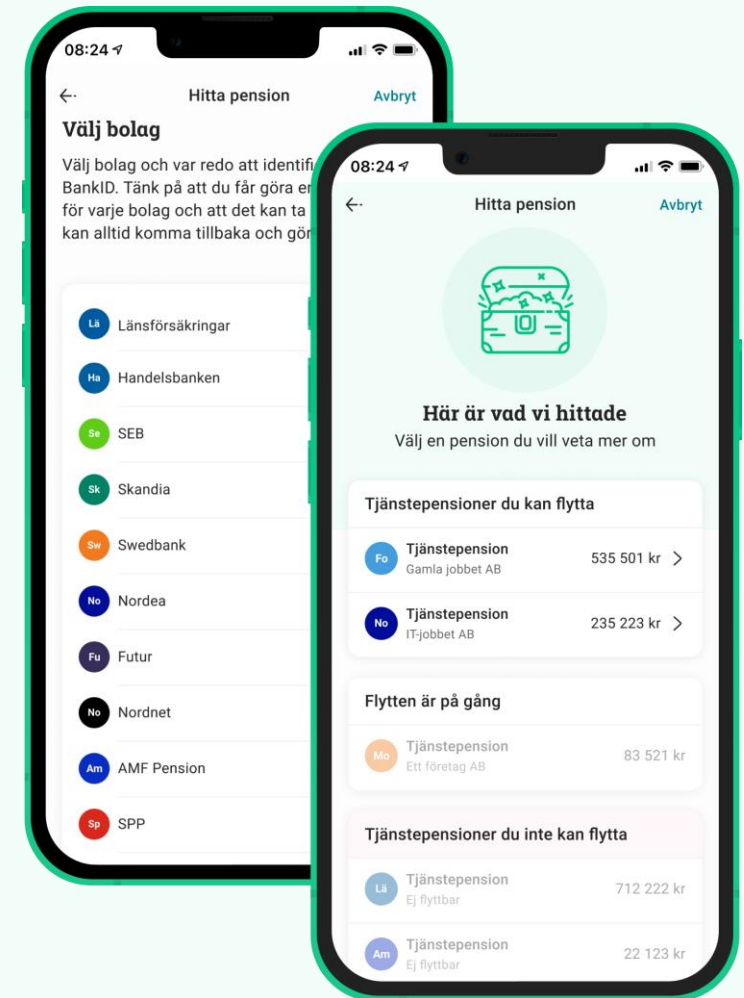


Sustainable organisation

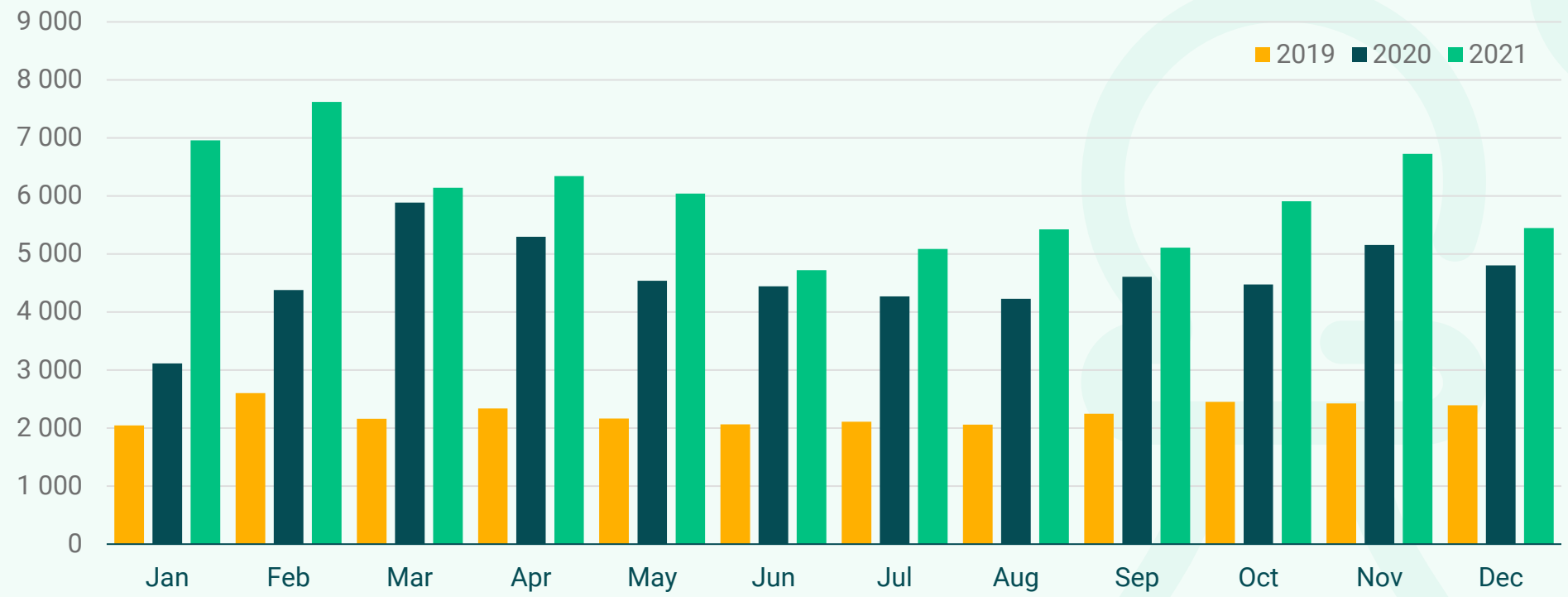
Climate neutrality set as a Science based target

Strong Q4 ended the year

- 71 800 new customers and SEK 18 billion in net inflow
- Reduced management fee for the Auto funds by 40%
- “Right Now” launched in the apps to give savers an easier overview of their performance on a daily basis
- “Your 2021”
- Sneak launch of the “Pension chase” in January



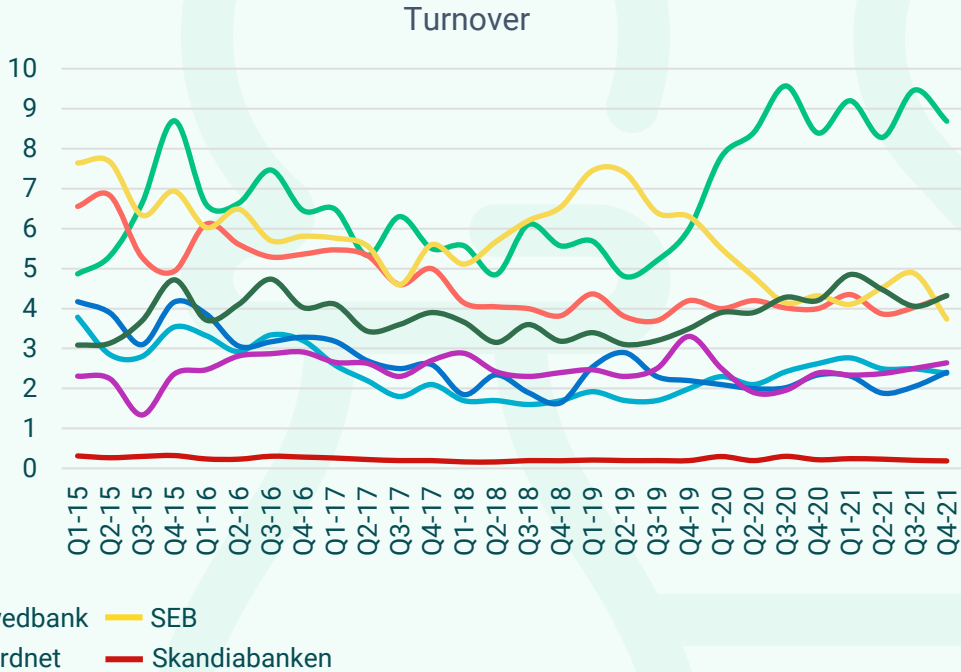
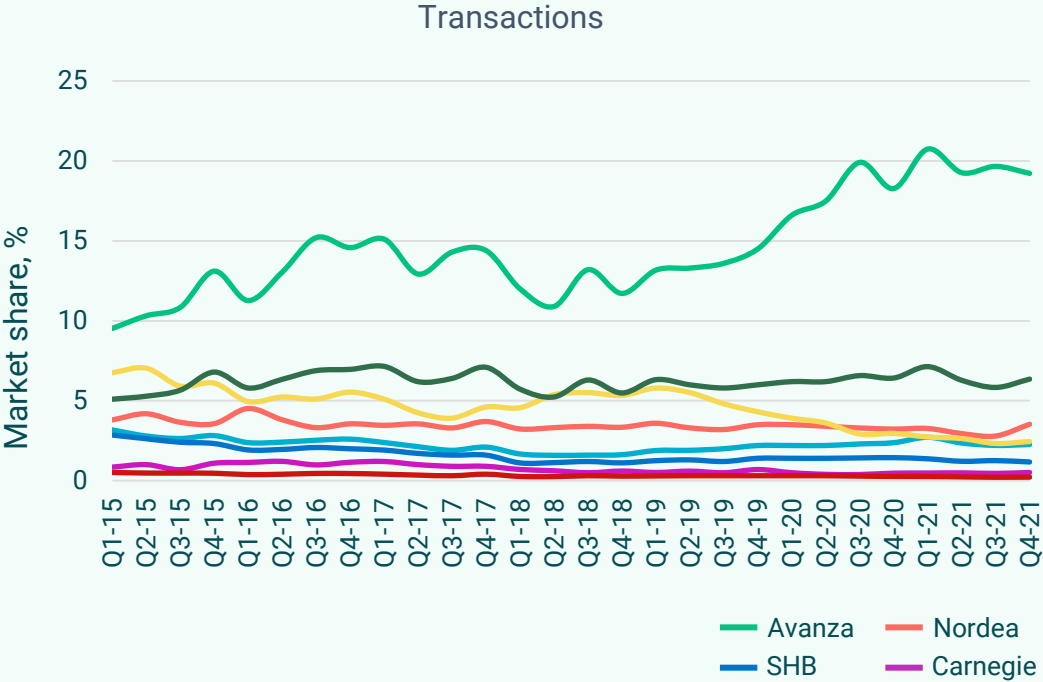
Growth has taken us to a higher level



Turnover in brokerage-generating securities

The largest Swedish participant on Nasdaq OMX and First North

- Market share of 19.2% in terms of transactions and 8.7% of turnover in Q4 2021



Employee engagement key to create shareholder value over time

Long-term target

High customer satisfaction

Customer proposition

Superior user experience

Growth potential

Relevant to everyone who understands the importance of personal savings and strong potential in existing customer base

Business model

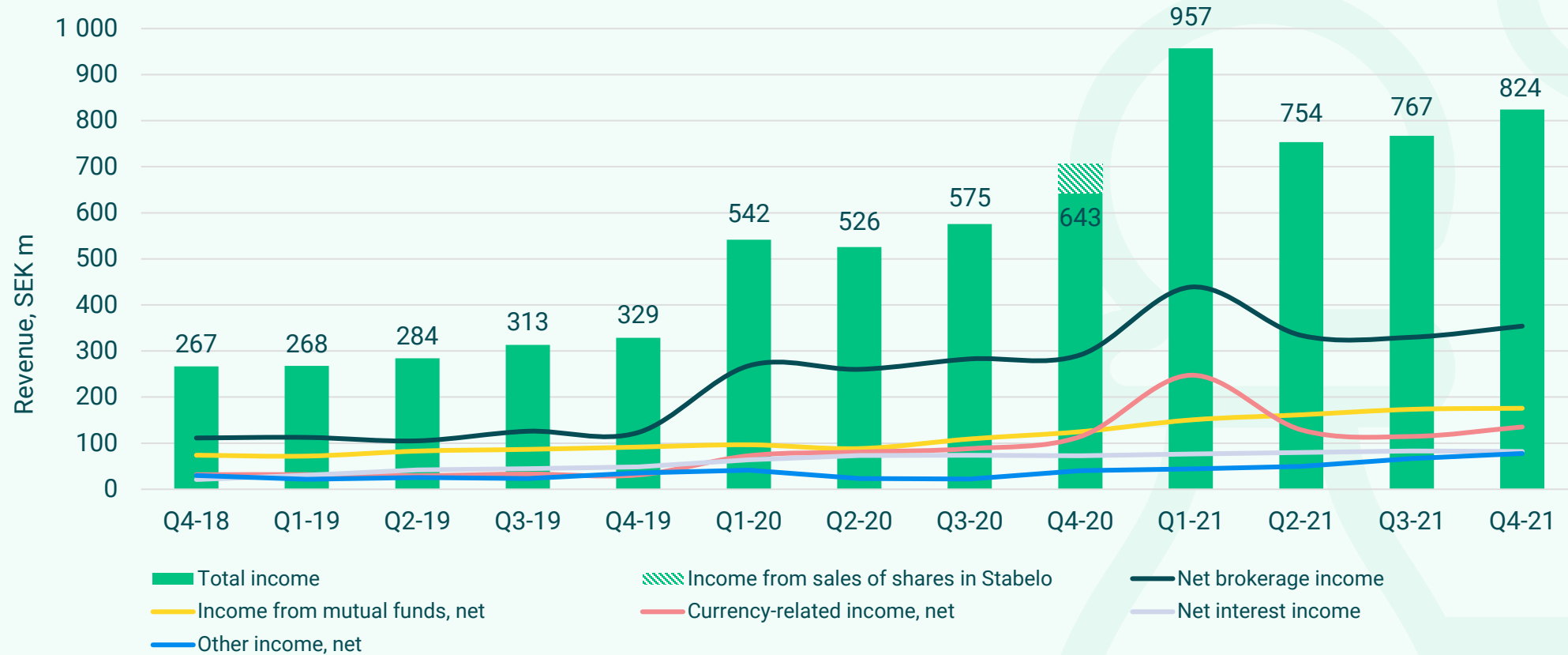
High scalability

Financials – full-year and Q4 results

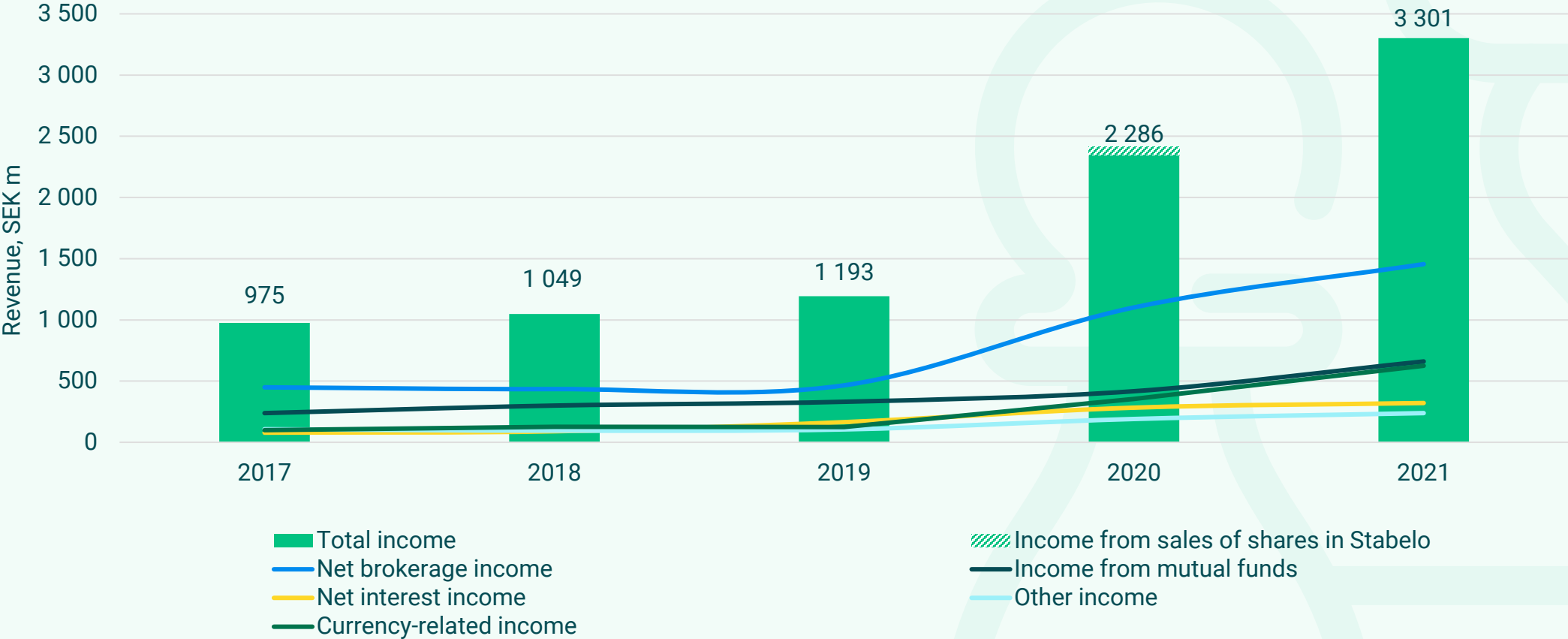
Yet another strong quarter

	Q4 21	Q3 21	Δ %	2021	2020	Δ %
Operating income, SEK m	824	767	7	3,301	2,349	41
Operating expenses, SEK m	-253	-192	31	-864	-763	13
Operating profit, SEK m	571	574	0	2,437	1,576	55
Net profit, SEK m	483	481	0	2,047	1,335	53
Operating margin, %	69	75	-6	74	67	7
ROE, %	41	44	-3	50	57	-6
EPS, SEK	3.11	3.10	0	13.19	8.66	52

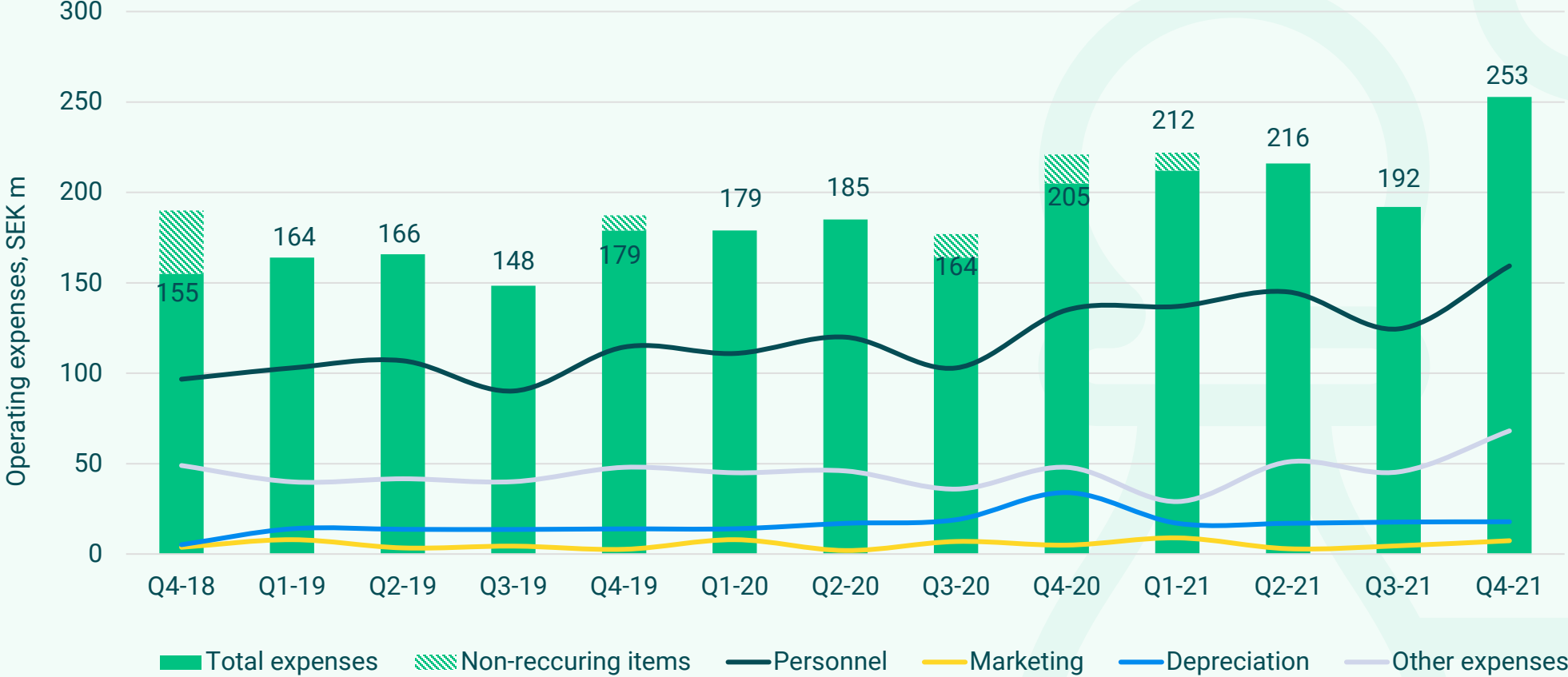
Second highest revenues ever



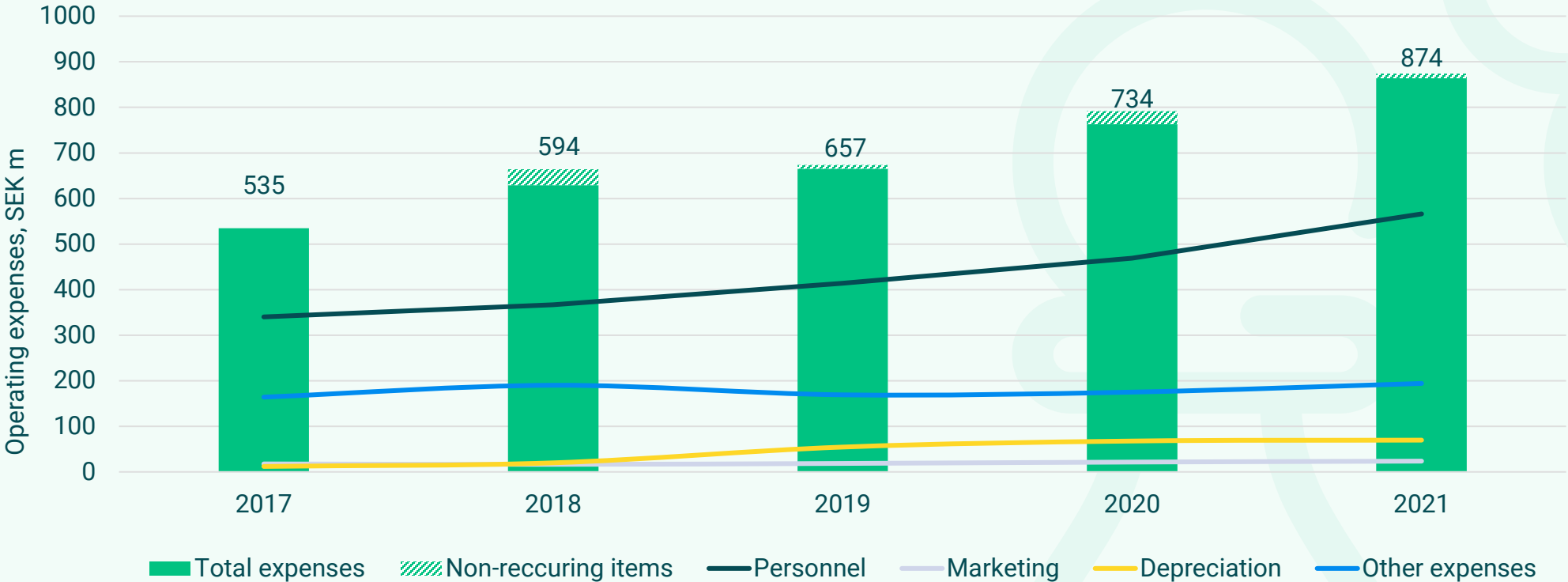
Revenues 41% higher than last year, mainly due to strong brokerage



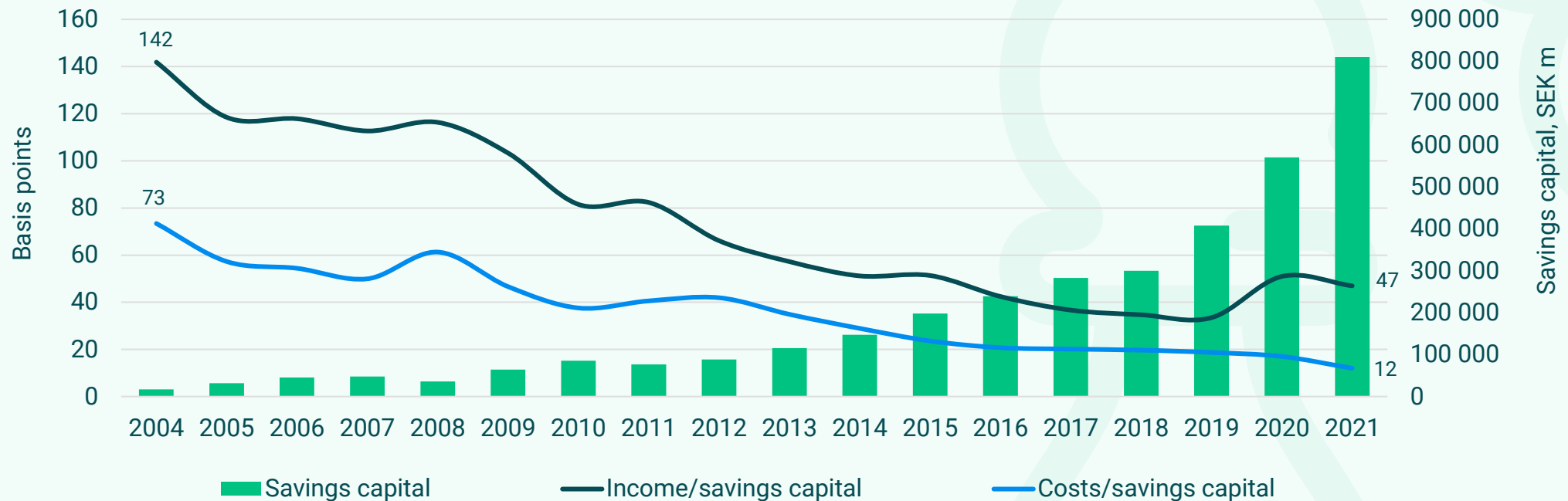
Increased recruitments in IT raised staff costs in Q4



Costs increased by 16.7%, only SEK 10 million higher than guidance



High **scalability** with a new long-term target of a costs to savings capital ratio of 12 bps



Strong capital position and dividend of SEK 9.20 proposed

	31 December 2021	31 December 2020
Total capital requirement, % ¹⁾	12.6	13.1
Capital surplus, %	11.4	11.3
Total capital ratio, %	24.0	24.4
Leverage ratio, %	4.8	4.9
Capital surplus after LR-requirement and internal buffer	1.0	1.1

1) Including external buffers and Pillar 2 requirements.

Well positioned for the future

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

Opening up for questions

