



**nordiska.**

**4th Quarter 2024 Results Presentation**

# Solid fourth quarter affected by excess liquidity due to Finnish acquisitions.

## Nordiska acquires consumer loan portfolios in Finland via Rocker

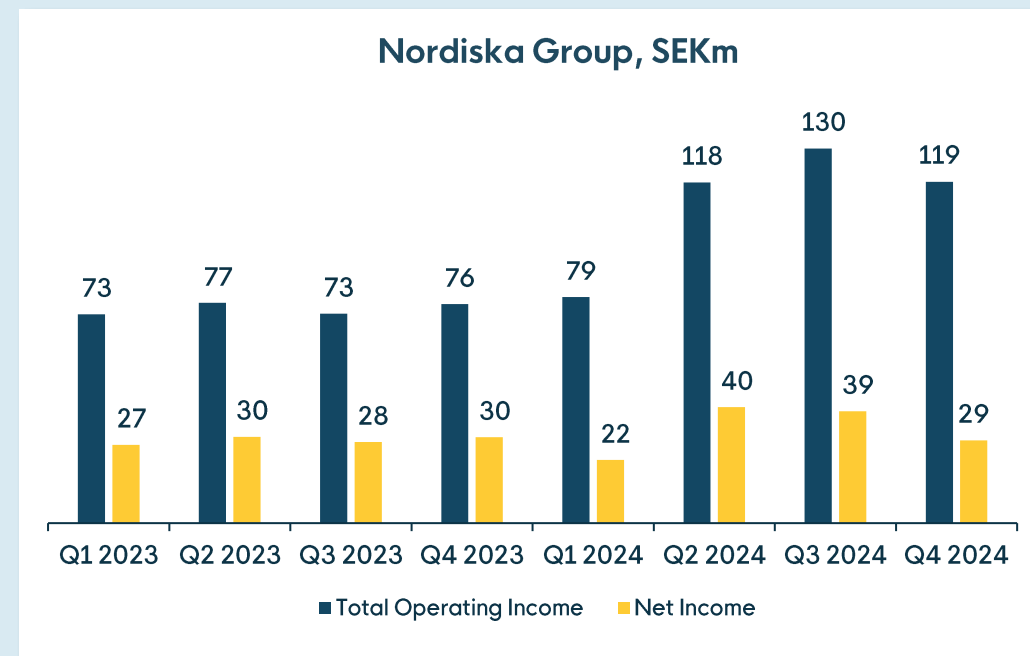
- ✓ Consumer loan portfolios with an aggregate purchase price of some EUR 120 million to be acquired by Rocker from Handelsbanken and Ecster
- ✓ The economic benefit and risk of the portfolios to be assumed by Rocker from January 1st, 2025
- ✓ The agreement was signed on December 23rd, 2024. Expected closing and migration of the portfolios during Q2 2025

## Strong operating income negatively affected by excess liquidity

- ✓ Slight lending growth with stable net interest margin during the quarter
- ✓ Underlying profitability in line with Q3, however excess liquidity held due to portfolio acquisitions negatively affected several line items
- ✓ Increased personnel expenses due to FTE increase and accrued vacation pay in Q3

## Rocker – Positive result for the first full quarter

- ✓ Investing in the platform, with simultaneous cost efficiency measures, starting to show positive results
- ✓ Expecting continued investments in the technical platform in 2025 to maintain our competitive edge and lead the way in technical development



### KPIs Q4 2024 (YoY comparison)

Loan book  
**SEK 9.2bn**  
+24.6%

Total operating income  
**SEK 119m**  
+55.8%

CET1 / Total cap ratio  
**13.4% / 18.8%**  
(-)0.2 p.p. / (-)0.4 p.p.

## Key Financials – Nordiska Group.

<i>SEK thousands</i>	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023	FY 2024
Net interest income	88 174	88 170	80 041	66 078	59 790	322 463
Total operating income	118 587	130 099	118 308	78 581	76 135	445 575
Earnings before taxes	29 181	49 456	52 035	28 600	34 397	159 273
Net income	28 709	38 905	40 347	21 926	29 827	129 887
Net interest margin	3.9%	3.8%	3.4%	3.2%	3.4%	3.9%
Loan loss ratio	0.5%	0.5%	0.2%	0.0%	0.2%	0.3%
C/I ratio	67.1%	53.4%	52.3%	64.7%	52.5%	58.8%
Return on equity	12.3%	17.2%	18.9%	11.5%	17.0%	15.7%
CET1 capital ratio	13.4%	13.6%	12.3%	12.2%	13.3%	13.4%
Tier 1 capital ratio	15.1%	15.4%	14.0%	13.9%	15.5%	15.1%
Total capital ratio	18.8%	19.2%	17.6%	17.8%	16.2%	18.8%
LCR	1672.1%	1354.9% <sup>(1)</sup>	652.4%	576.2%	692.7%	1672.1%
NSFR	141.0%	135.1%	131.2%	129.2%	139.5%	141.0%

### Stable underlying profitability with increased costs caused by excess liquidity

- ✓ Second quarter with Rocker's result consolidated. Cost efficiencies improved further, with Rocker showing a positive result on a standalone basis
- ✓ Continued strengthening of net interest margin, partly attributed to Rocker's consumer loan portfolios having higher margins
- ✓ C/I ratio increased, primarily because of:
  - i. Excess liquidity held to prepare for portfolio acquisitions
  - ii. Higher personnel costs due to FTE increase and accrued vacation pay in Q3
- ✓ Slightly decreased capital headroom due to increased deposits to finance portfolio acquisitions

Note: (1) The increase in the liquidity coverage ratio between the second and third quarter 2024 is due to a reclassification of fixed-rate deposits with a remaining maturity of more than 30 days, without the possibility of early withdrawal. These were previously included in the outflow but now have an outflow rate of 0%

## Table of contents

- 1. Nordiska at a glance**
2. Presentation Q4 2024
3. Business update
4. Appendix

# Nordiska group at a glance.

## nordiska.

- ✓ Pioneer within Partner Banking – allowing financial partners to utilise Nordiska’s balance sheet to lend to both SMEs and retail customers
- ✓ Originates from Sweden but today active in Finland, Norway, Denmark and the Netherlands
- ✓ In addition to partnerships, Nordiska operates a corporate loan segment with traditional business loans sourced and underwritten internally

## RELEASE FINANS

- ✓ Release is an alternative leasing platform focusing on small-ticket leasing items for SME clients
- ✓ Through a partner platform, Release provides leasing agreements and provide solutions to end-customers in collaboration with partners

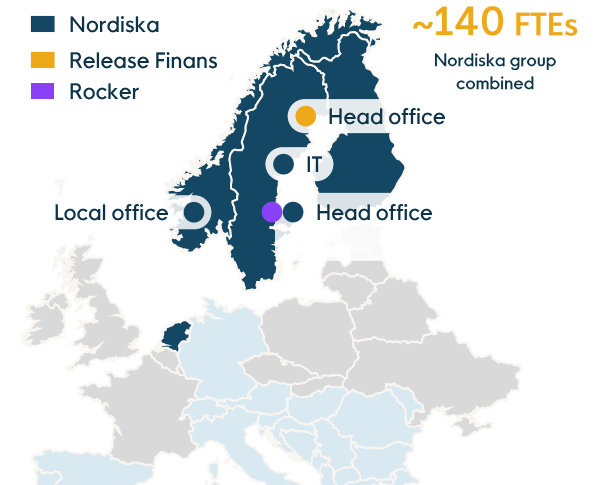
## ROCKER

- ✓ Rocker is a leading Nordic financial services company providing a tech platform for payment solutions, mobile applications, consumer lending & savings accounts

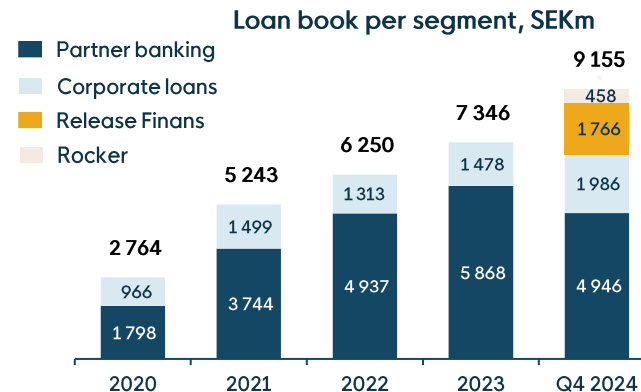
### Product offering per legal entity

	nordiska.	RELEASE FINANS	ROCKER
Deposits	✓		
Lending	✓		✓
Leasing	✓	✓	
Payments			✓

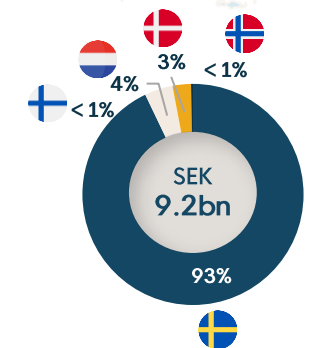
### Geographical presence



### Selected financials, Nordiska Group



### Loan book breakdown Q4 2024

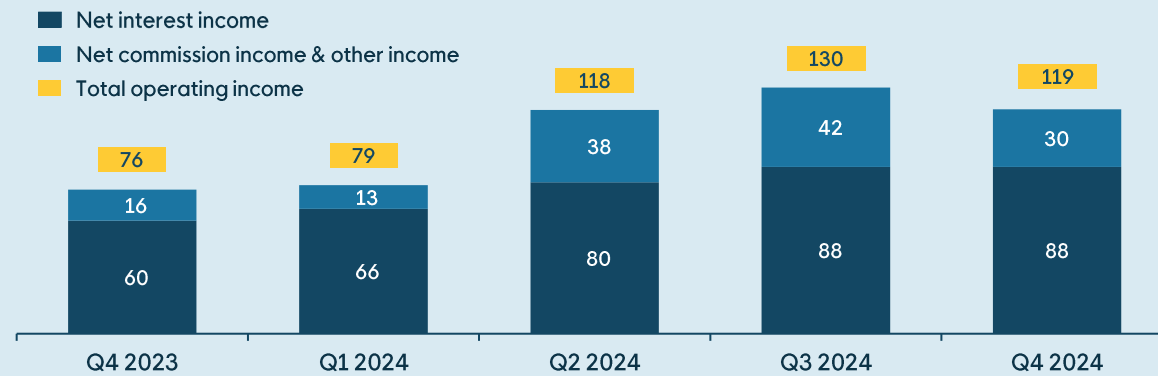


## Table of contents

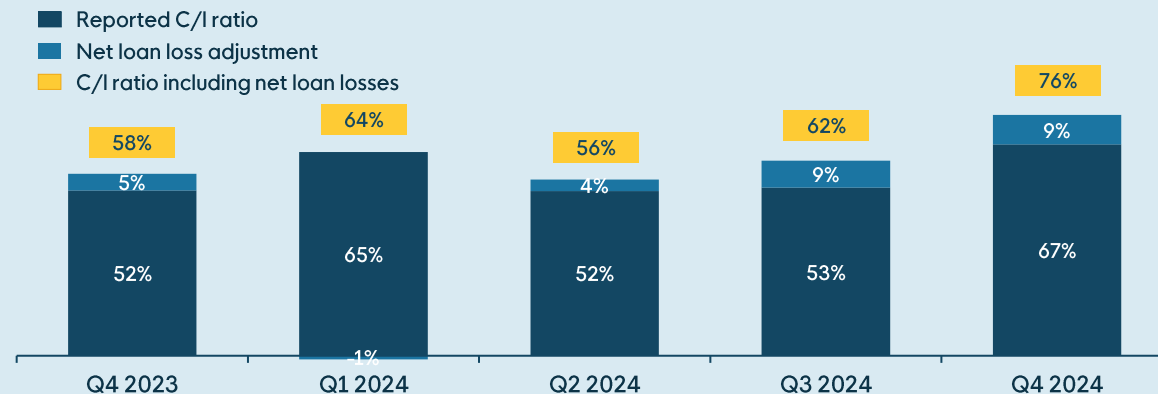
1. Nordiska at a glance
- 2. Presentation Q4 2024**
3. Business update
4. Appendix

# Stable performance – however negatively affected by excess liquidity.

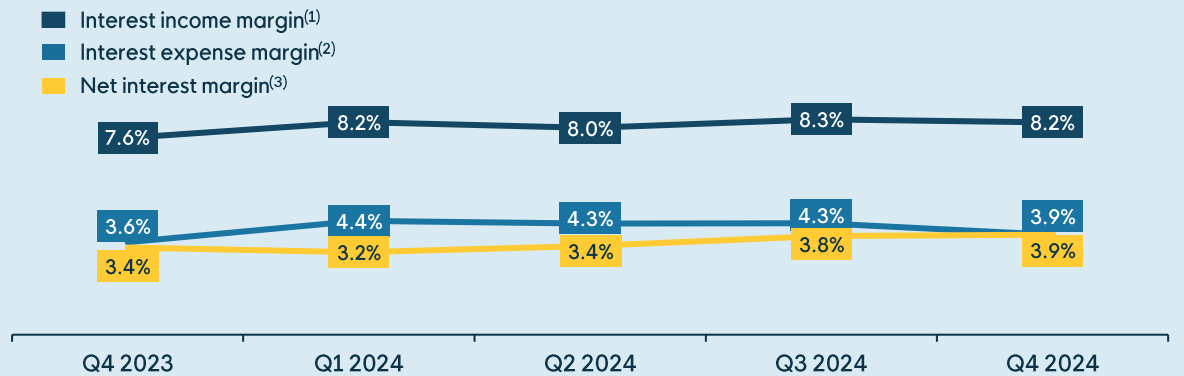
Total operating income (SEKm)



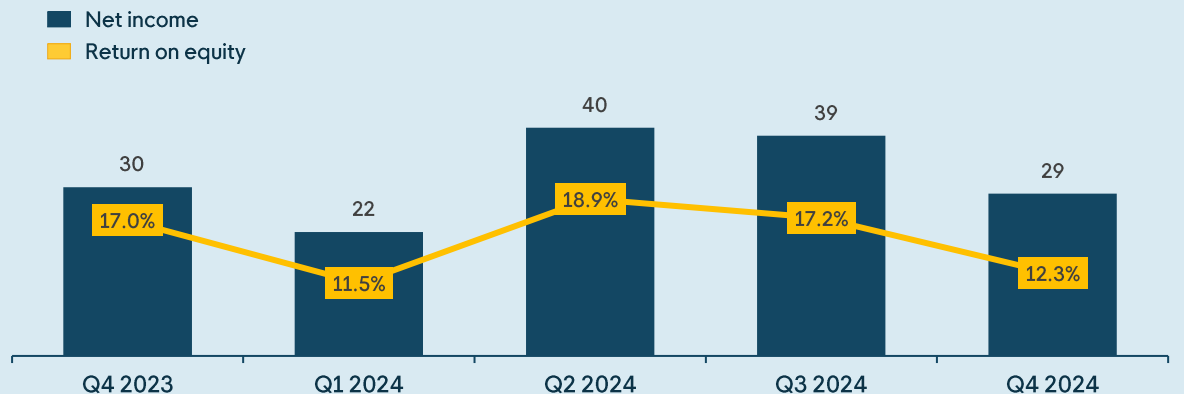
Cost-to-income ratio (%)



Interest margins (%)



Net income (SEKm) & Return on equity (%)



Note: (1) Interest income / Average Lending from the Public; (2) Interest expenses / Average Deposits from the Public; (3) Net interest income / Average Lending from the Public

# Diversified loan book across four segments.

## nordiska. PARTNER BANKING

- ✓ Allows financial partners to utilize Nordiska's balance sheet to lend to SMEs and retail customers
- ✓ Diversified customer base with focus on SMEs and consumers through a network of 23 current partners, with +10 additional partners in pipeline

Acquired in Q1 2024

**25**  
Active Partners

---

**SEK 4.9bn**  
Total Partner portfolio

---

**0**  
Credit losses<sup>(1)</sup>

## RELEASE FINANS

- ✓ Alternative leasing platform focused on small-ticket leasing items for SME clients in Sweden
- ✓ Through a partner platform, Release provides leasing agreements and solutions to end-customers in collaboration with its partners

Acquired in Q1 2024

**+700**  
Partners

---

**SEK 1.8bn**  
Total Release portfolio

---

**SEK 80k**  
Average lease agreement

## nordiska. CORPORATE LOANS

- ✓ Secured lending sourced and underwritten internally
- ✓ Primarily real-estate lending
- ✓ Average LTV <50%

Acquired in Q2 2024

**< 50%**  
Average LTV

---

**SEK 2.0bn**  
Total Corporate portfolio

---

**SEK 20.4m**  
Average loan volume

## ROCKER

- ✓ State-of-the-art tech platform including a C2C check-out, mobile app, savings accounts & consumer lending
- ✓ Recently acquired to accelerate and cultivate Nordiska's embedded finance offering to its partners and their customers

Acquired in Q2 2024

**79k**  
Monthly transactions  
Rocker Pay<sup>(2)</sup>

---

**SEK 0.5bn**  
Total Rocker portfolio

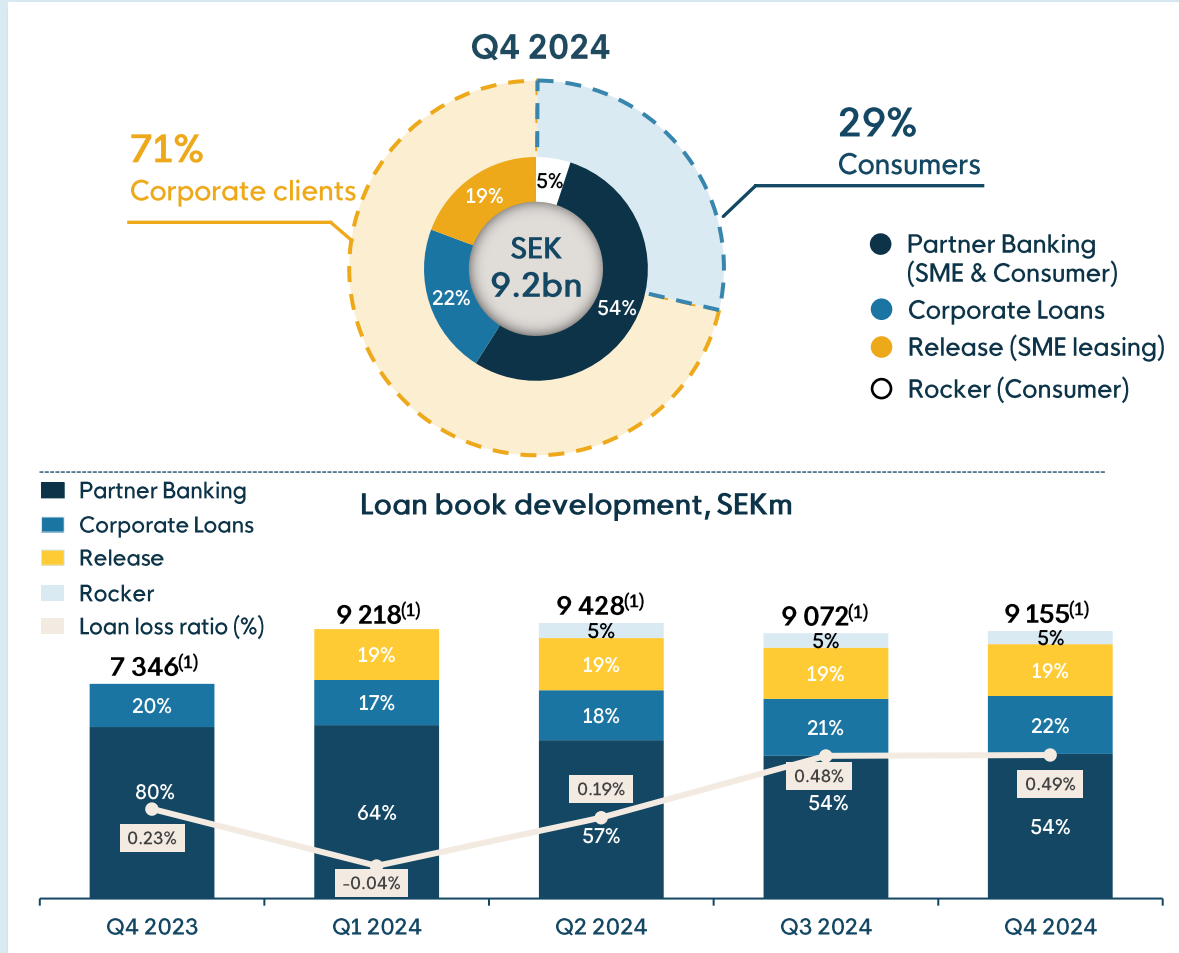
---

**SEK 31k**  
Average loan volume

Note: (1) Partners cover potential credit losses via forward-flow agreements and cash collateral; (2) Average monthly number of transactions in Q4 2024



# Loan book breakdown.



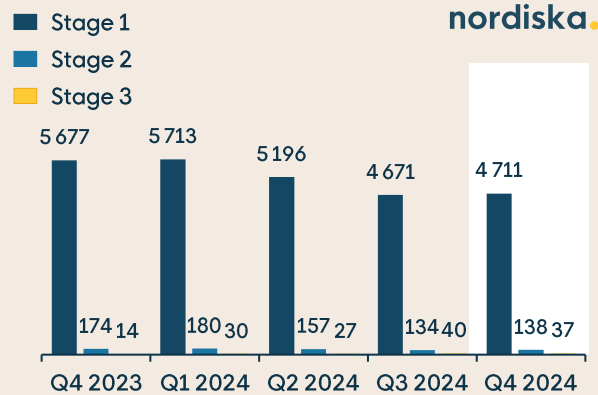
## Highly diversified portfolio with a large network of distribution channels

- ✓ Lending mix shifting from primarily Partner Banking to a more diverse business model with complementary distribution channels in-house. Composition of consumer versus corporate clients fairly similar QoQ
- ✓ Consumer lending within Rocker will increase in H1 2025 after closing the acquisition of the Finnish portfolios
- ✓ Rocker acquisition in Q2 diversifies Nordiska's loan book with a SEK ~514m consumer portfolio<sup>(2)</sup>
- ✓ Release adding substantial SME leasing volume to Nordiska's loan book in Q1. Strengthening Nordiska's position as a leading SME lender in the Nordics
- ✓ Loan loss ratio affected by Rocker and Release in 2024. Expect loan loss ratio to increase somewhat as product mix shifts from mostly Partner Banking with 0 credit losses historically to a more even distribution across segments

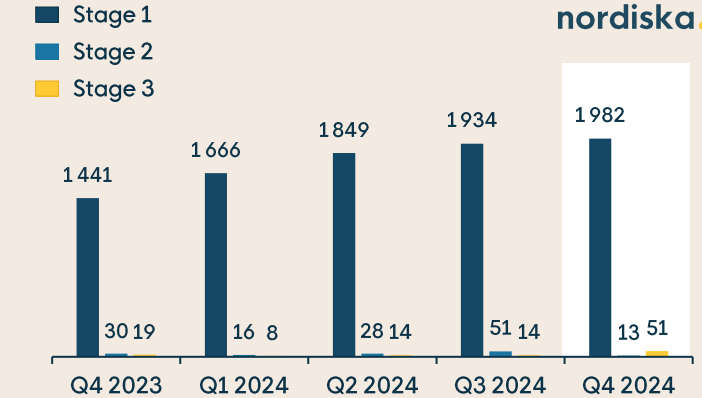
Note: (1) Lending to the public, SEKm; (2) Net loan book, of which SEK ~185m was funded by Nordiska pre-acquisition (as a part of the Partner Banking portfolio)

# Robust asset quality with high diversification.

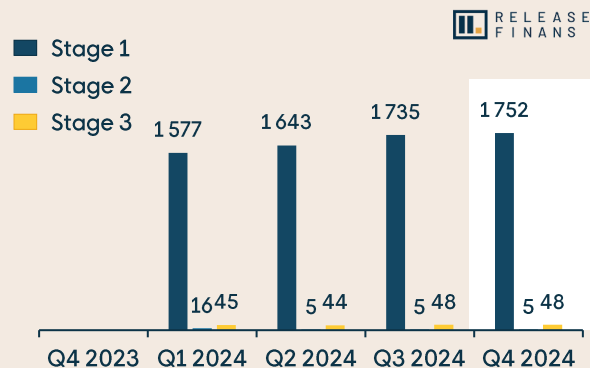
Partner Banking loan book (SEKm)



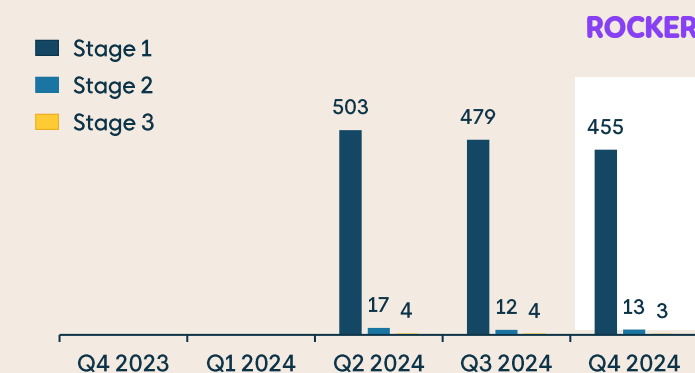
Corporate loan book (SEKm)



Release loan book (SEKm)<sup>(1)</sup>



Rocker loan book (SEKm)<sup>(2)</sup>



## Four segments with demonstrated low credit risk:

- i. **Partner Banking:**  
SME and consumer loans sourced via Partners who cover potential loan losses via cash collateral and forward flow agreements of defaulted loans
- ii. **Corporate loans:**  
Secured real estate loans sourced in-house with an average LTV <50%
- iii. **Release:**  
Small-ticket leasing sourced via a network of 700+ partners
- iv. **Rocker:**  
Consumer lending with an average loan size of 35k



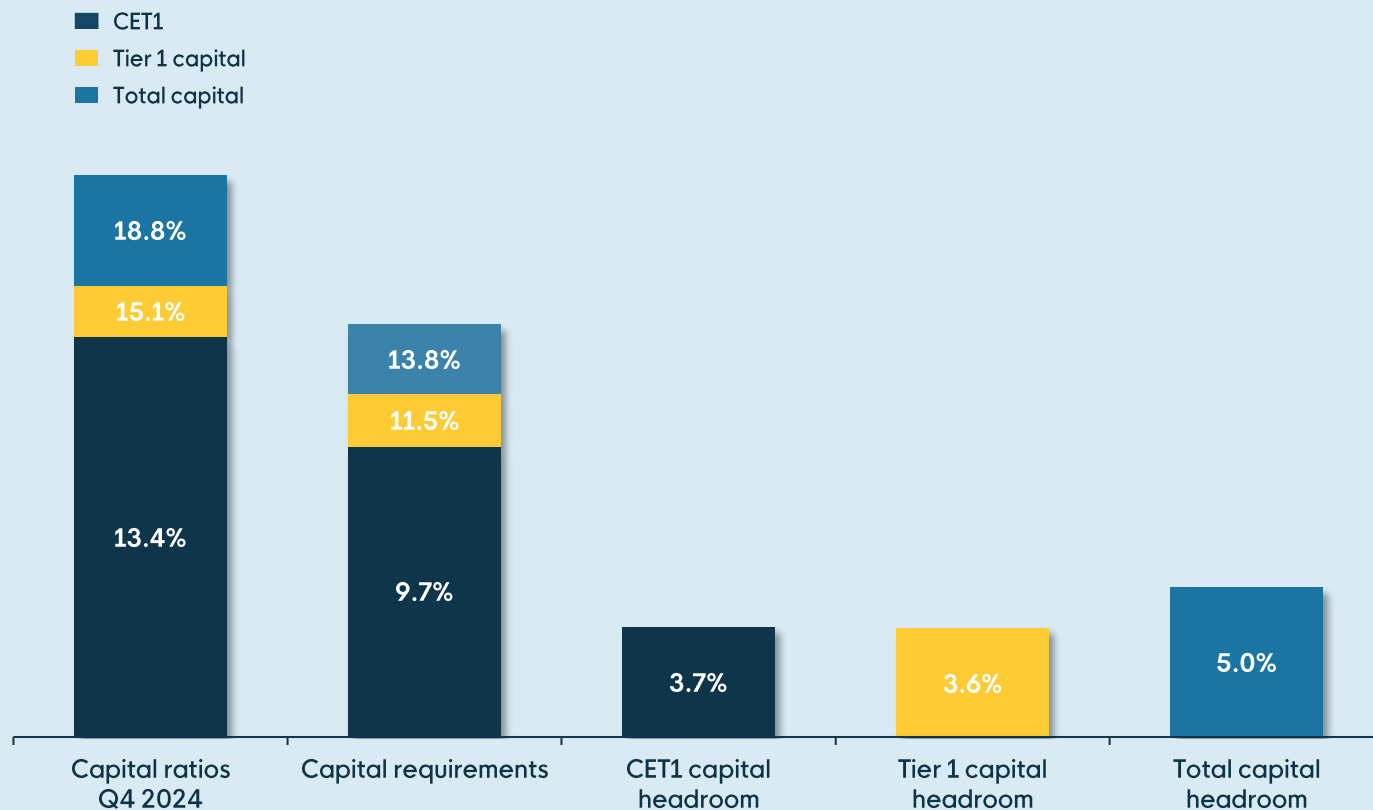
Rapid historical growth without compromising credit quality, illustrated by a decrease in both stage 2 and 3 loans as % of total lending despite an overall weaker economy



Highly diversified and uncorrelated loan book with risk-mitigating features across all segments

Note: (1) Acquired in Q1 2024; (2) Acquired in Q2 2024

# Strong capital position.



## Highlights Q4:

### CET1 ratio

Somewhat decreased in Q4 due to excess liquidity held for loan portfolio acquisitions

### REA credit risk

Increased during Q4 driven by increased deposits in preparation of portfolio acquisitions, leading to larger exposures to credit institutions

### REA headrooms:

CET1 – SEK 2.2bn

Tier 1 – SEK 1.8bn

Total capital – SEK 2.1bn

# Income Statement, Group.

SEK thousands

Income Statement	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Full Year 2024	Full Year 2023
Interest income	187 261	192 784	186 452	170 413	135 166	736 910	486 674
Interest expenses	-99 087	-104 614	-106 411	-104 336	-75 376	-414 447	-244 229
<b>Net interest income</b>	<b>88 174</b>	<b>88 170</b>	<b>80 041</b>	<b>66 078</b>	<b>59 790</b>	<b>322 463</b>	<b>242 375</b>
Commission income	26 695	27 352	22 446	4 320	4 013	80 813	16 359
Commission expenses	-6 016	-6 674	-5 587	-2 507	-757	-20 784	-2 936
<b>Net commission income</b>	<b>20 678</b>	<b>20 678</b>	<b>16 859</b>	<b>1 813</b>	<b>3 256</b>	<b>60 029</b>	<b>13 423</b>
Net result from financial transactions	6 833	18 033	16 770	8 357	11 207	49 993	35 566
Other operating income	2 901	3 218	4 638	2 334	1 883	13 090	6 611
<b>Total operating income</b>	<b>118 587</b>	<b>130 099</b>	<b>118 308</b>	<b>78 581</b>	<b>76 135</b>	<b>445 575</b>	<b>297 975</b>
General administrative expenses	-72 169	-62 352	-56 104	-46 679	-36 907	-237 304	-138 589
Depreciation & Amortization	-7 104	-6 972	-5 601	-3 889	-3 050	-23 565	-10 603
Other operating expenses	-314	-155	-201	-311	-	-982	-1 777
<b>Operating expenses</b>	<b>-79 586</b>	<b>-69 480</b>	<b>-61 906</b>	<b>-50 879</b>	<b>-39 957</b>	<b>-261 851</b>	<b>-150 969</b>
<b>Profit before loan losses</b>	<b>39 001</b>	<b>60 619</b>	<b>56 402</b>	<b>27 702</b>	<b>36 178</b>	<b>183 724</b>	<b>147 006</b>
Net loan losses	-11 103	-11 163	-4 366	899	-4 060	-25 734	-5 376
Share of result from associated companies	1 283	-	-	-	2 279	1 283	2 279
<b>Earnings before taxes</b>	<b>29 181</b>	<b>49 456</b>	<b>52 035</b>	<b>28 600</b>	<b>34 397</b>	<b>159 273</b>	<b>143 909</b>
Income tax	-472	-10 550	-11 689	-6 675	-4 570	-29 386	-28 605
<b>Net Income</b>	<b>28 709</b>	<b>38 905</b>	<b>40 347</b>	<b>21 926</b>	<b>29 827</b>	<b>129 887</b>	<b>115 304</b>

# Balance sheet, Group.

SEK thousands

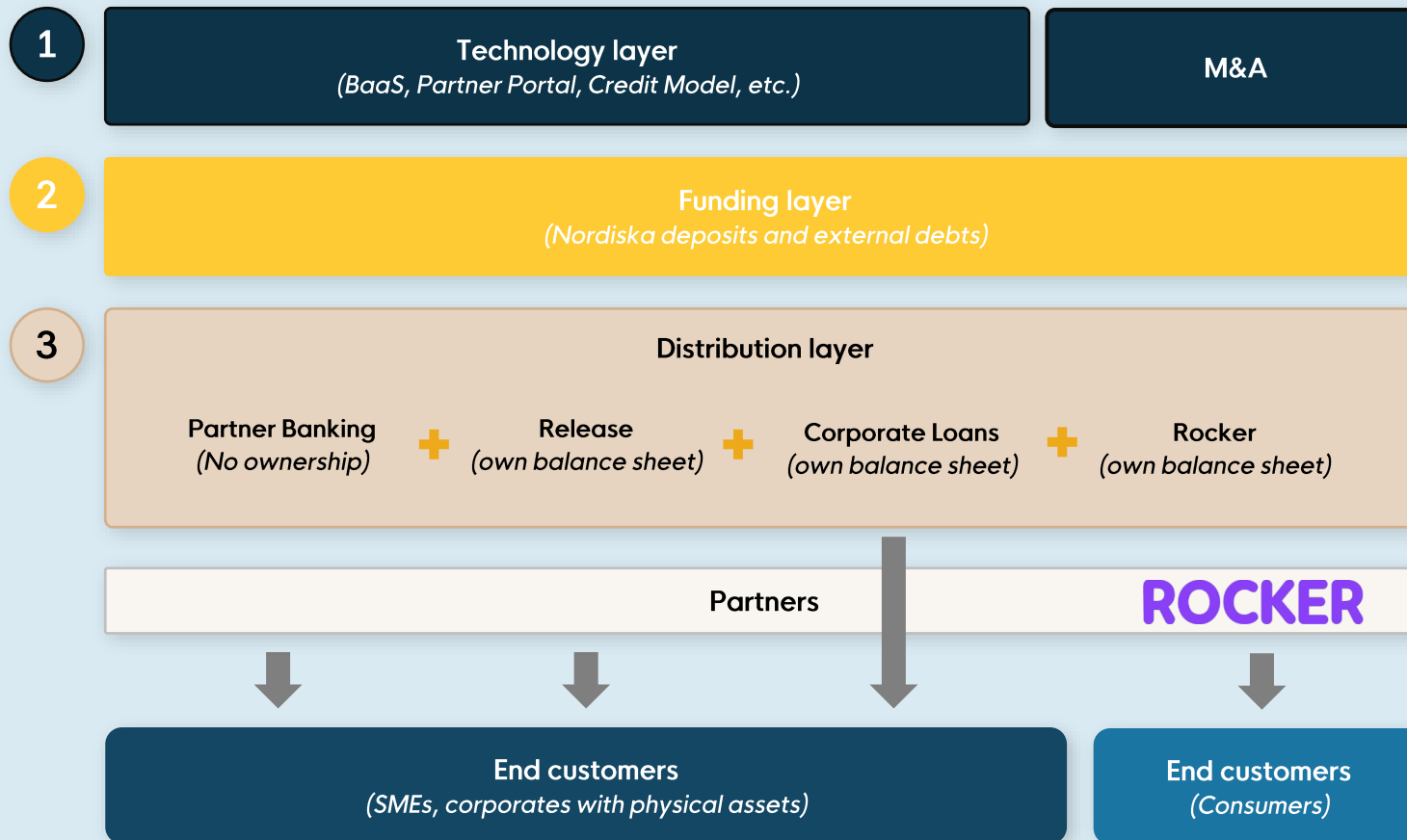
	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
<b>ASSETS</b>					
Chargeable treasury bonds, etc	1 807 498	1 371 708	1 461 287	1 309 763	1 420 556
Lending to credit institutions	1 446 040	566 086	402 562	463 194	512 515
Lending to the public	9 154 858	9 071 815	9 428 298	9 218 044	7 346 038
Derivatives	1 133	1 449	4 469	3 022	4 109
Shares and participations	10 086	8 369	7 128	7 589	6 449
Shares and participations in joint ventures	11 963	10 679	10 679	10 679	10 679
Intangible assets	92 635	94 435	93 471	61 893	19 648
Right of use assets	31 485	32 368	34 048	36 168	24 032
Tangible assets	5 860	5 633	5 746	5 842	3 349
Other assets	108 142	86 325	99 870	632 155	794 226
Prepaid expenses and accrued income	27 770	32 514	40 448	33 676	19 819
<b>TOTAL ASSETS</b>	<b>12 697 470</b>	<b>11 281 380</b>	<b>11 588 008</b>	<b>11 782 025</b>	<b>10 161 421</b>
<b>LIABILITIES AND EQUITY</b>					
Liabilities to credit institutions	-	-	-	131 371	-
Deposits from the public	10 932 626	9 575 315	9 821 180	9 966 471	8 972 076
Derivatives	3 240	3 105	2 363	1 595	1 658
Other liabilities	494 677	438 085	489 186	531 428	368 608
Leasing liabilities	31 071	31 679	33 069	34 839	23 329
Accrued expenses and deferred income	109 221	132 141	173 377	114 535	86 098
Subordinated debt	180 592	180 535	180 395	180 244	-
<b>Total liabilities</b>	<b>11 751 426</b>	<b>10 360 860</b>	<b>10 699 569</b>	<b>10 960 484</b>	<b>9 451 769</b>
<b>Equity</b>					
Share capital	56 307	56 303	56 291	55 137	50 203
Unregistered share capital	-	5	-	-	-
Other contributed equity	339 195	339 195	338 833	312 990	228 765
Additional Tier 1 capital	98 969	98 969	98 969	98 969	94 044
Retained earnings	321 674	324 741	331 666	332 521	221 336
Profit/loss for the year	129 887	101 179	62 273	21 926	115 304
<b>Total equity</b>	<b>946 032</b>	<b>920 391</b>	<b>888 032</b>	<b>821 542</b>	<b>709 652</b>
Non-controlling interest	10	129	407	-	-
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>12 697 468</b>	<b>11 281 380</b>	<b>11 588 008</b>	<b>11 782 025</b>	<b>10 161 421</b>

## Table of contents

1. Nordiska at a glance
2. Presentation Q4 2024
- 3. Business update**
4. Appendix

# Nordiska's long-term growth strategy.

Unique and refined business model designed for customer success



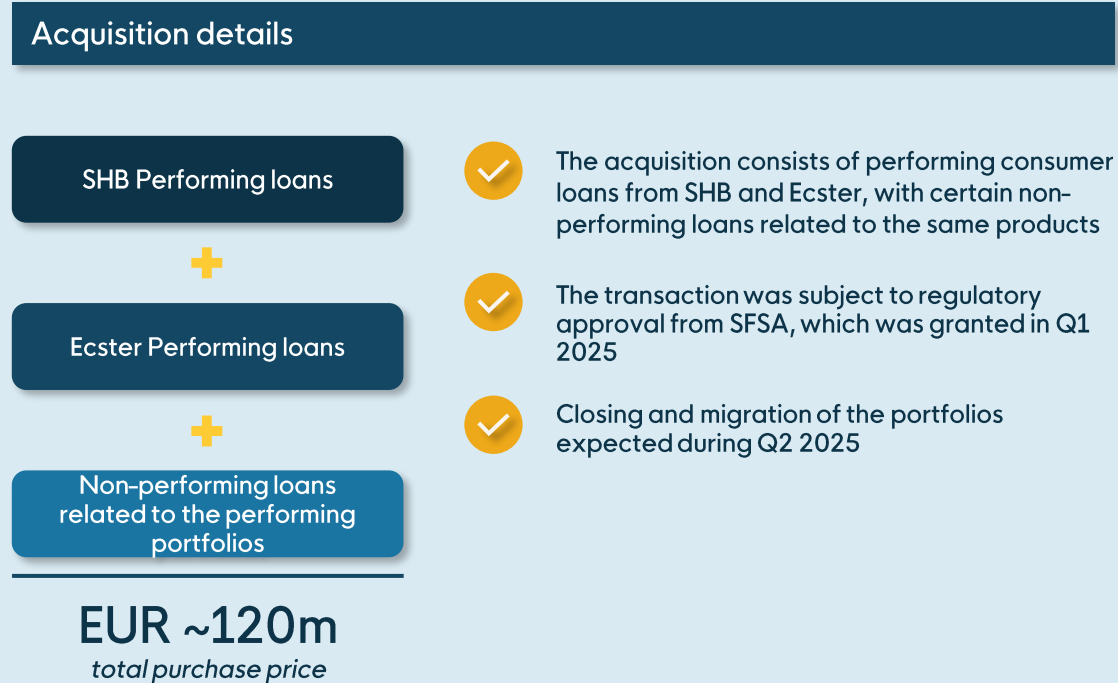
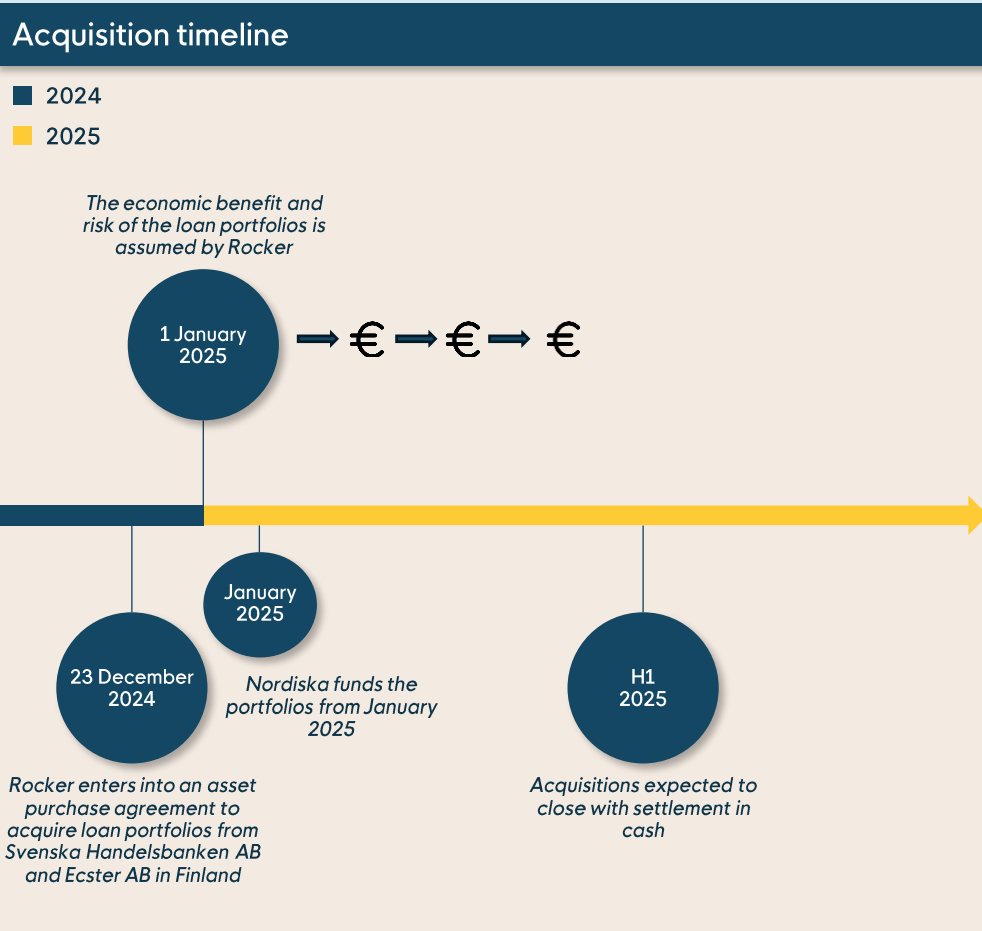
Clear long-term strategy and roadmap

Goal to create the leading SME financing house in the Nordics...

- ✓ The marketplace requires innovative technology - Rocker increases and improves Nordiska's tech stack
- ✓ Tech-driven and efficient organisation, operating a platform with high degree of automation and a broad span of digital end-market services
- ✓ Attractive complement to existing distribution channels where Nordiska will benefit from tech and Rocker from the Credit market license allowing for attractive cost of funding ("CoF")
- ✓ Broad product offering with considerable cross-selling opportunities across products, channel partners and end-customers

... Rocker will broaden Nordiska's distribution network and clearly add cutting edge technological capabilities bringing Nordiska closer to a "One-stop shop" for SME financing

# Rocker acquires consumer loan portfolios in Finland.





# Expanding consumer lending to Finland with profitable, high-quality portfolios.

## Transaction rationale



Highly profitable loan portfolios acquired at an attractive price tag...



..with high credit quality customers



>80k customers to be integrated to the Rocker ecosystem, allowing Rocker to cross-sell consumer finance products and expand into the Finnish market



The acquisitions are funded by Nordiska's excess capital and liquidity at hand, contributing to a more efficient capital allocation going forward



Performing loan portfolios will be on Rocker's books, leading to a large increase in consumer loans. NPLs will be held by Nordiska and serviced via a third party debt collection servicer

## Consumer lending growth

**ROCKER**

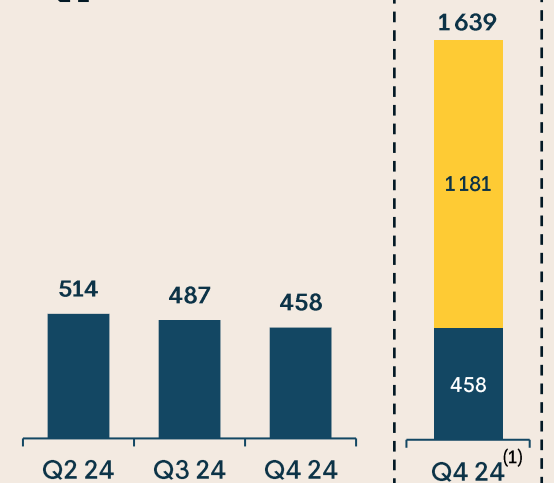
### Geographical expansion



### Loan book development, SEKm

- Rocker loan book, actuals
- SHB & Ecster portfolios<sup>(2)</sup>

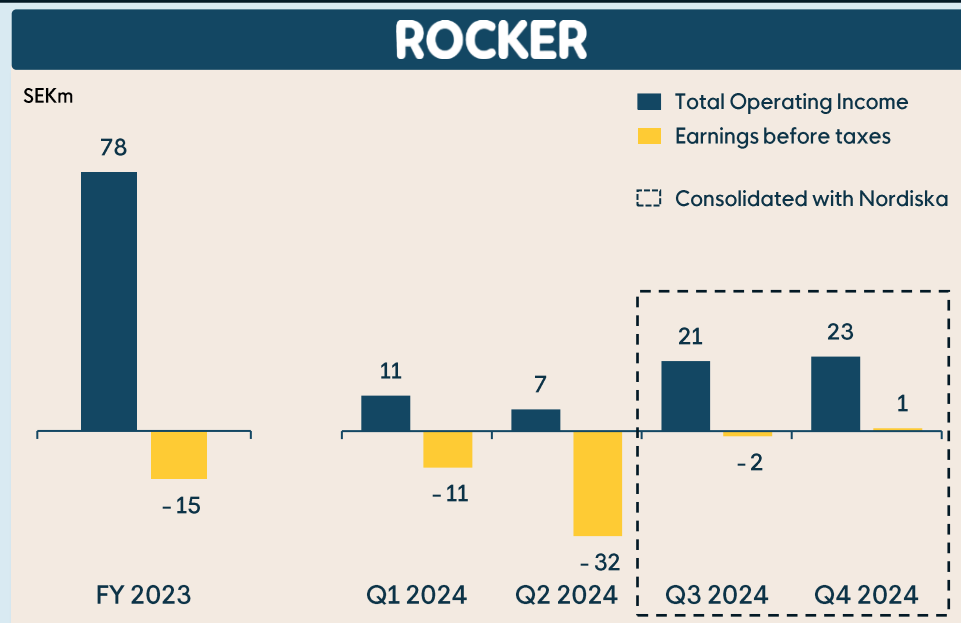
□ Illustrative



Note: (1) Illustrative figures if performing loan portfolios were to be assumed in Q4 2024 (2) Performing loan portfolios, value as of 31<sup>st</sup> Dec 2024

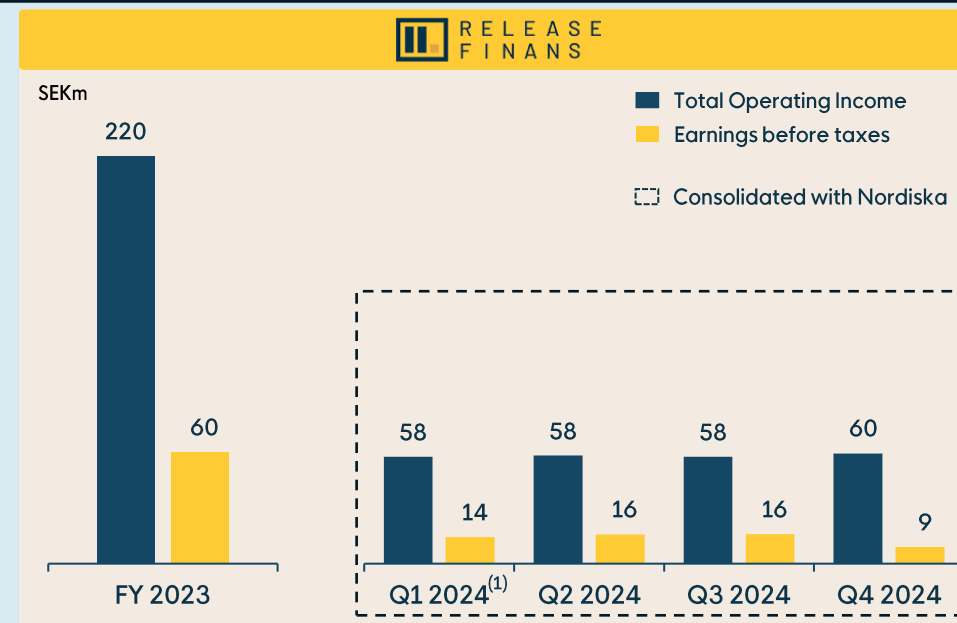
# Development of recent acquisitions.

\*Illustrative figures based on local entity figures, prior to any group adjustments



**Key takeaways:**

- ✓ The operating income has improved in Q4
- ✓ Operational synergies are starting to show effect
- ✓ Cost reductions are expected to continue developing in the same direction, primarily through decreasing termination costs of personnel, IT and office rental



**Key takeaways:**

- ✓ The performance of Release has developed according to plan
- ✓ Strong performance with stable operating income and EBT
- ✓ Investing and hiring for future growth, initially driving costs with expected revenue growth during 2025
- ✓ Personnel cost increase in Q4 as expected due to new hires
- ✓ EBT decreased, mainly attributed to increased personnel costs

Note: (1) Consolidated Q1 2024 results only include Release results for March (due to acquisition in early March)

## Table of contents

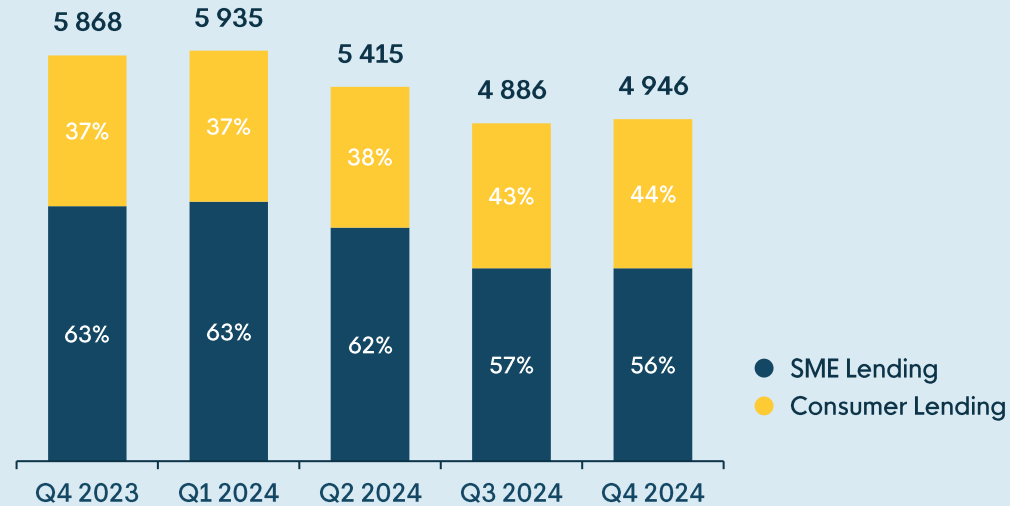
1. Nordiska at a glance
2. Presentation Q4 2024
3. Business update
- 4. Appendix**

nordiska.

## Partner Banking.

- ✓ Allowing financial partners to utilize Nordiska's balance sheet to lend to both SMEs and retail customers
- ✓ Partner source customers through their platform and have ongoing communication with the customers
- ✓ Tailored financing solutions for partners to distribute in their own brand, facilitating all loans together with partners
- ✓ 25 active Partners
- ✓ Partners include SME lenders, Leasing companies, Consumer lenders, BNPL players
- ✓ No credit losses within the Partner segment since its inception<sup>(1)</sup>

Partner Loan book (SEKm)



Market update Q4:

- ✓ Strong focus on real-estate lending in 2024, shifting lending mix from mainly focusing on volume growth within Partner Banking to a more even distribution across segments
- ✓ Offboarding of an SME lending partner, also contributing to a reduction of the partner loan book

### Key loan book characteristics

CONSUMER (PARTNER BANKING)			SME (PARTNER BANKING)		
Avg. duration at issue:	CoR%:	Avg. volume:	Avg. duration at issue:	CoR%:	Avg. volume:
<b>4.3 yrs</b>	<b>0.0%<sup>(1)</sup></b>	<b>SEK 18k</b>	<b>2.5yrs</b>	<b>0.0%<sup>(1)</sup></b>	<b>SEK 310k</b>

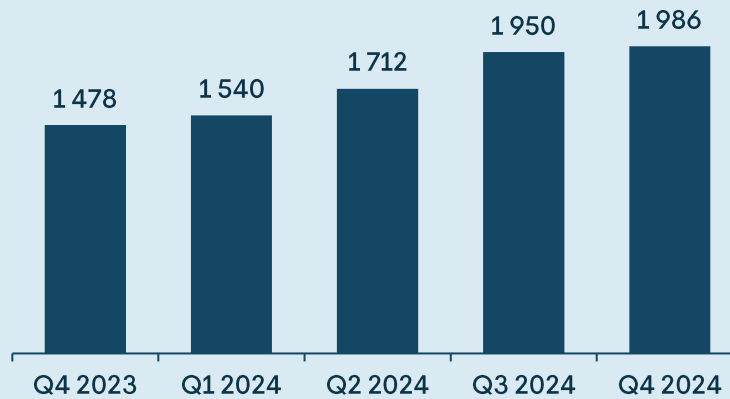
Note: (1) Partners cover potential credit losses via forward-flow agreements and cash collateral

nordiska.

## Corporate Lending.

- ✓ Traditional loans that are sourced and distributed in-house without any collaboration from Nordiska's external partners
- ✓ Primarily secured real estate loans. Typical use of proceeds include refinancings, acquisition financings, co-op loans and projects, and working capital
- ✓ Always secured structures with property/ company mortgages and guarantors
- ✓ A small part of the portfolio is factoring, < 1%

Corporate Loan book (SEKm)



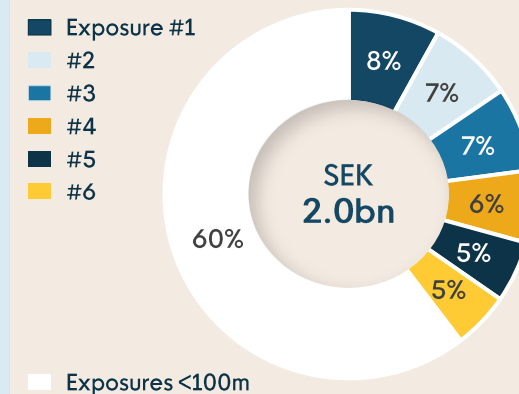
Key loan book characteristics



Market update Q4:

- ✓ Nordiska has been cautious in the real estate segment during the last few years, but see strong potential in this segment going forward
- ✓ More activity in H2 2024 with a few larger housing co-op (Sv. Brf.) loans driving loan volume growth

Large exposures >100m

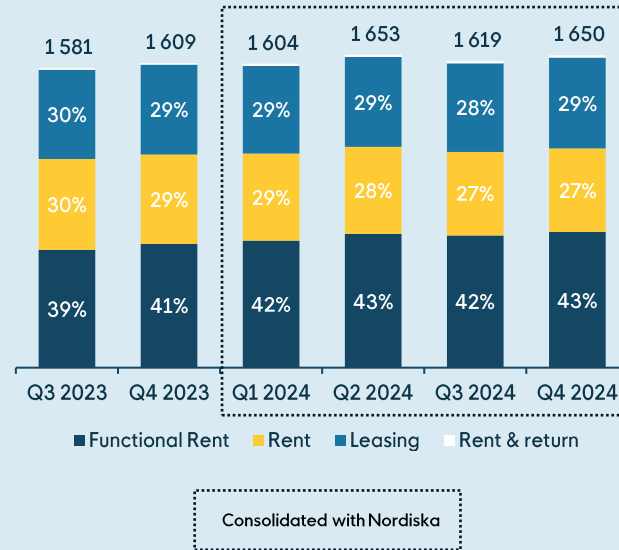


Note: (1) 85% for residential and 70% for commercial use. Average LTV is well-below max. level



- ✓ New segment in Q1 after closing the acquisition of Umeå Release Finans AB
- ✓ Small-ticket leasing to SMEs in Sweden
- ✓ Distributed through a network of 700+ partners (B2B2B)
- ✓ Tangible day 1 funding synergies through Nordiska deposits

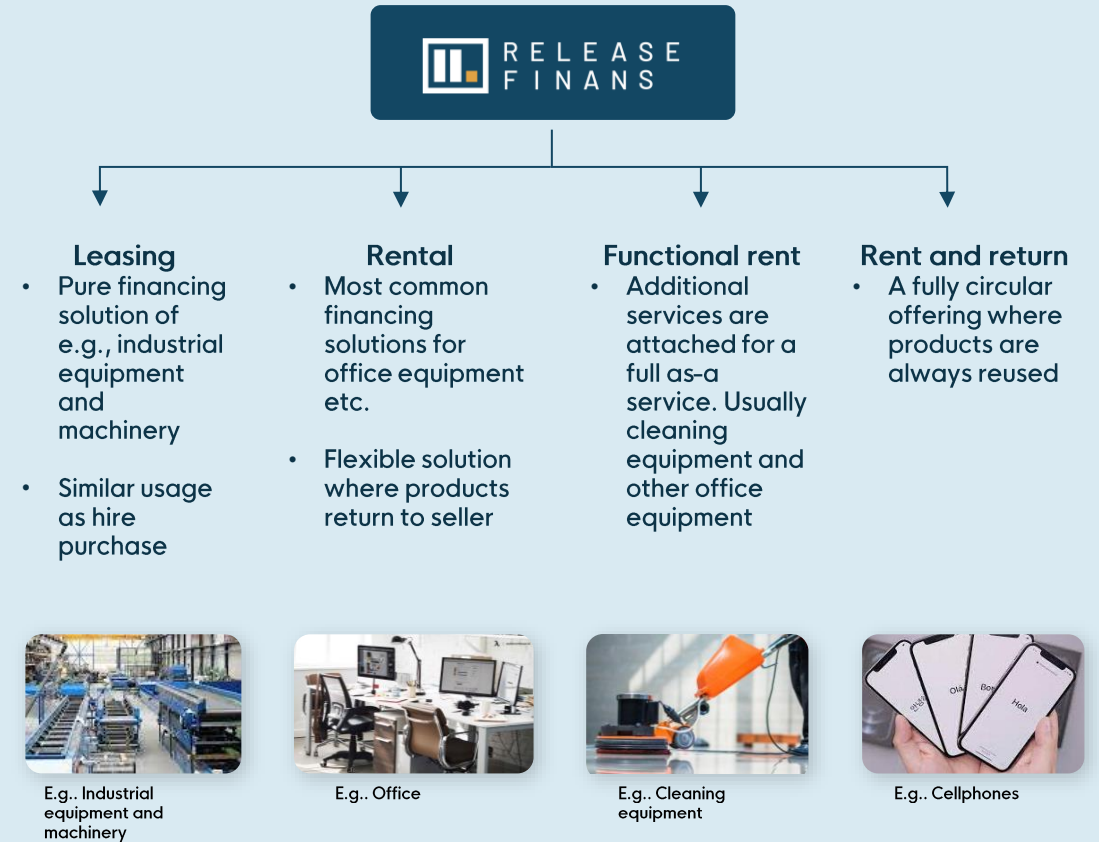
Release Loan book (SEKm)



Key loan book characteristics

Avg. duration at issue: <b>3.8 yrs</b>	Avg. interest %: <b>8.7%</b>	Avg. volume: <b>SEK 80k</b>
---	---------------------------------	--------------------------------

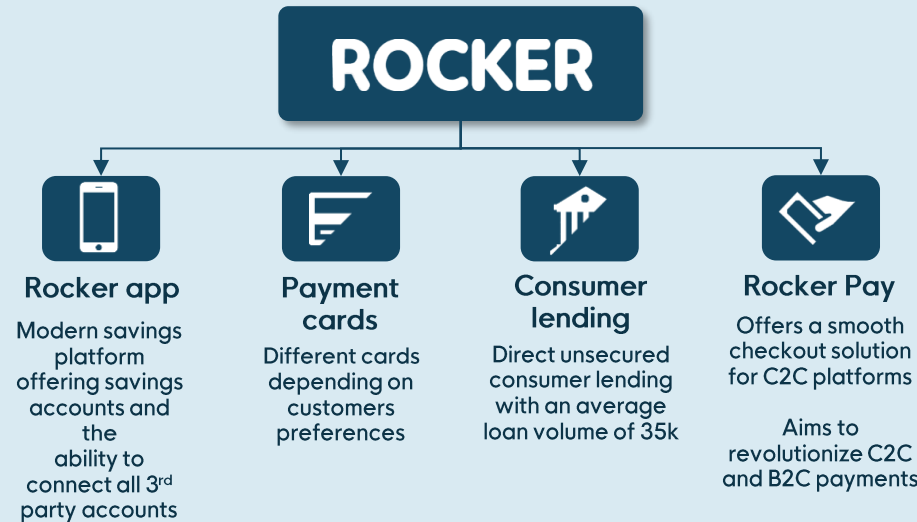
Four different verticals targeting the SME market



# ROCKER

- ✓ New segment in Q2 2024 after closing the acquisition of Rocker AB
- ✓ Check-out solution for C2C platforms (Rocker Pay)
- ✓ Payment cards
- ✓ Consumer finance app, connecting 3<sup>rd</sup> party accounts and offering savings accounts
- ✓ Direct consumer lending

## State-of-the-art tech platform

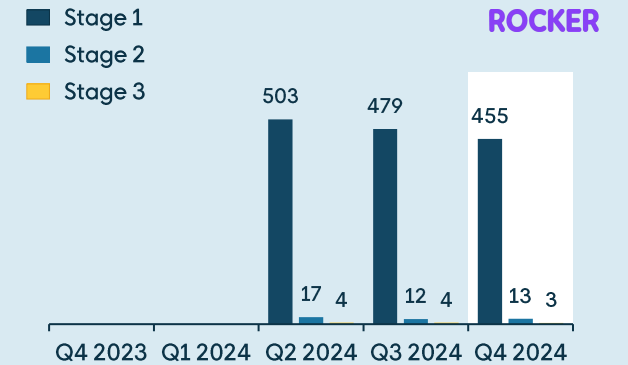


## Key loan book characteristics

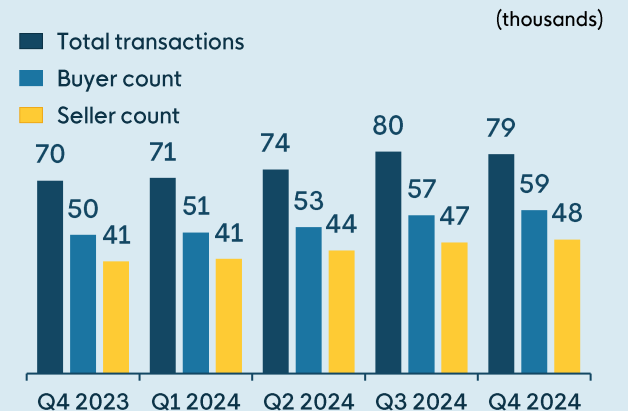
### ROCKER

Avg. monthly transactions: **79k<sup>(1)</sup>**      Total Rocker portfolio: **SEK 0.5bn**      Avg. loan volume: **SEK 31k**

## Rocker loan book (SEKm)



## Avg. monthly transactions Rocker Pay



Note: (1) Average monthly number of transactions in Q4 2024

## Terms and definitions.

Term	Definition
BaaS	Banking-as-a-Service
B2B	Business-to-Business
B2B2B	Business-to-Business-to-Business
B2C	Business-to-Consumer
BNPL	Buy-Now-Pay-Later
C/I ratio	Cost-to-Income ratio - Operating expenses in relation to total operating income
CET1 ratio	Common Equity Tier 1 ratio - Common equity Tier 1 in relation to total Risk Exposure Amount
CoF	Cost-of-Funds
CoR	Cost-of-Risk - net loan losses in relation to average lending to the public
DPD	Days-Past-Due
EAD	Exposure at Default -The estimated outstanding amount in case of default
ECL	Expected Credit Loss - The expected loss of a credit over time. Estimated by the formula $PD * EAD * LGD$
FTE	Full-time-equivalent
Interest expense margin	Interest expenses in relation to average deposits from the public, annualized
Interest income margin	Interest income in relation to average lending to the public, annualized
KPI	Key-Performance-Indicator
LCR	Liquidity Coverage Ratio
LGD	Loss Given Default - The share of the credit that is lost if a borrower defaults.
Loan loss ratio	Net loan losses in relation to average lending to the public
LTV	Loan-To-Value
Net interest margin	Net interest income in relation to average lending to the public, annualized
NSFR	Net Stable Funding Ratio
PD	Probability of Default – Estimated likelihood of default within 12 months (stage 1) or during lifetime of the asset (stage 2,3)
REA	Risk Exposure Amount
Return on Equity	Net profit/loss attributable to shareholders in relation to average book value of equity
SME	Small and Medium-sized Enterprises
Stage 1	$\leq 30$ DPD
Stage 2	31-90 DPD
Stage 3	$> 90$ DPD
Tier 1 capital ratio	Tier 1 capital in relation to total Risk Exposure Amount
Total capital ratio	Total capital in relation to total Risk Exposure Amount



nordiska.