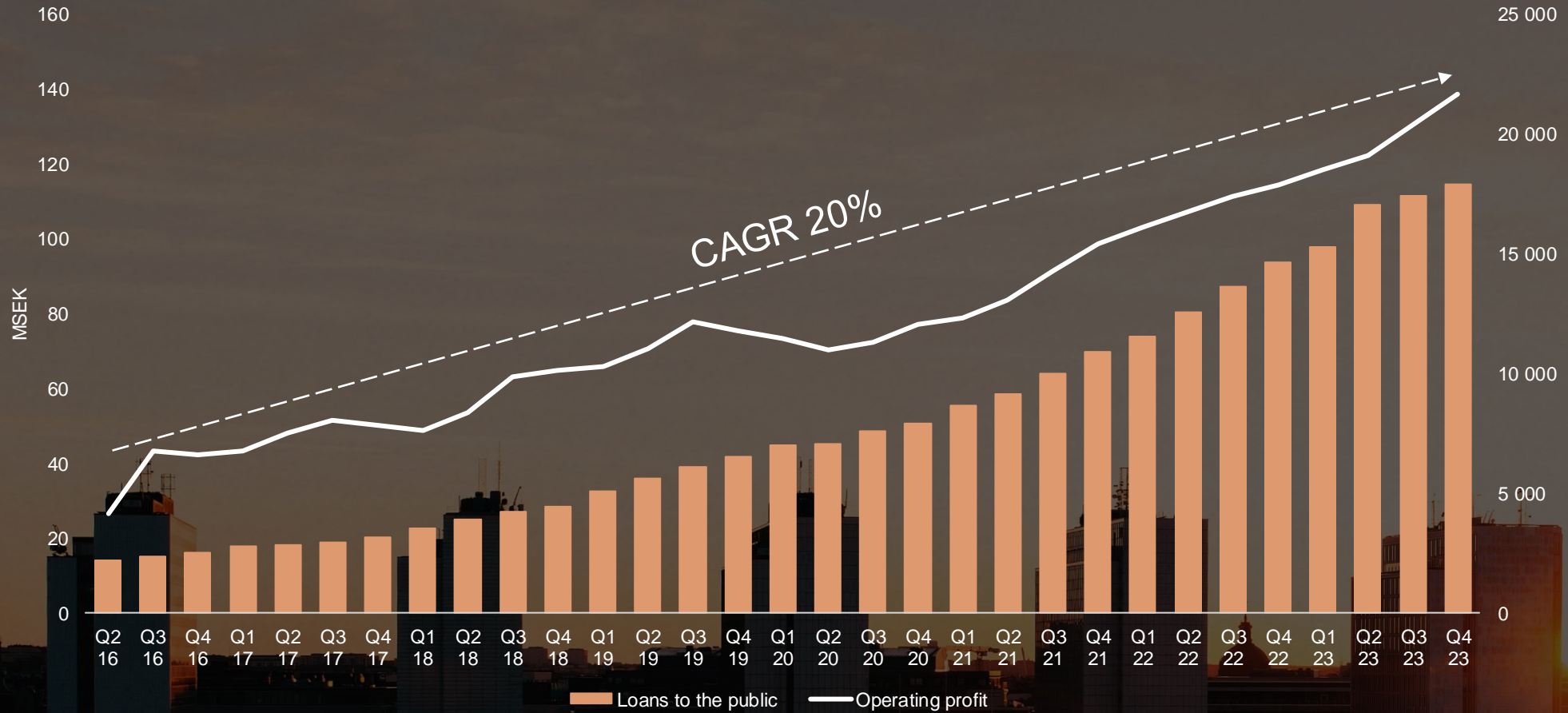


# TRACK RECORD SINCE IPO



\* Excluding items affecting comparability Q4-18, Q1-20



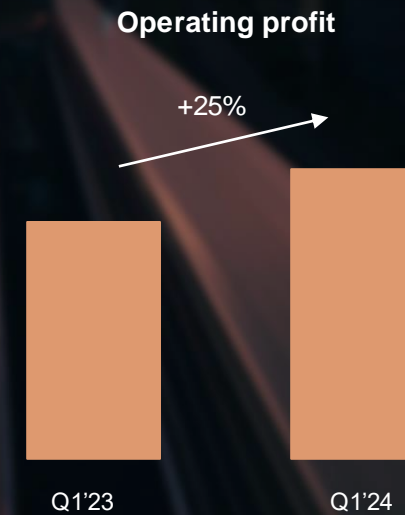


# 1<sup>st</sup> Quarter 2024

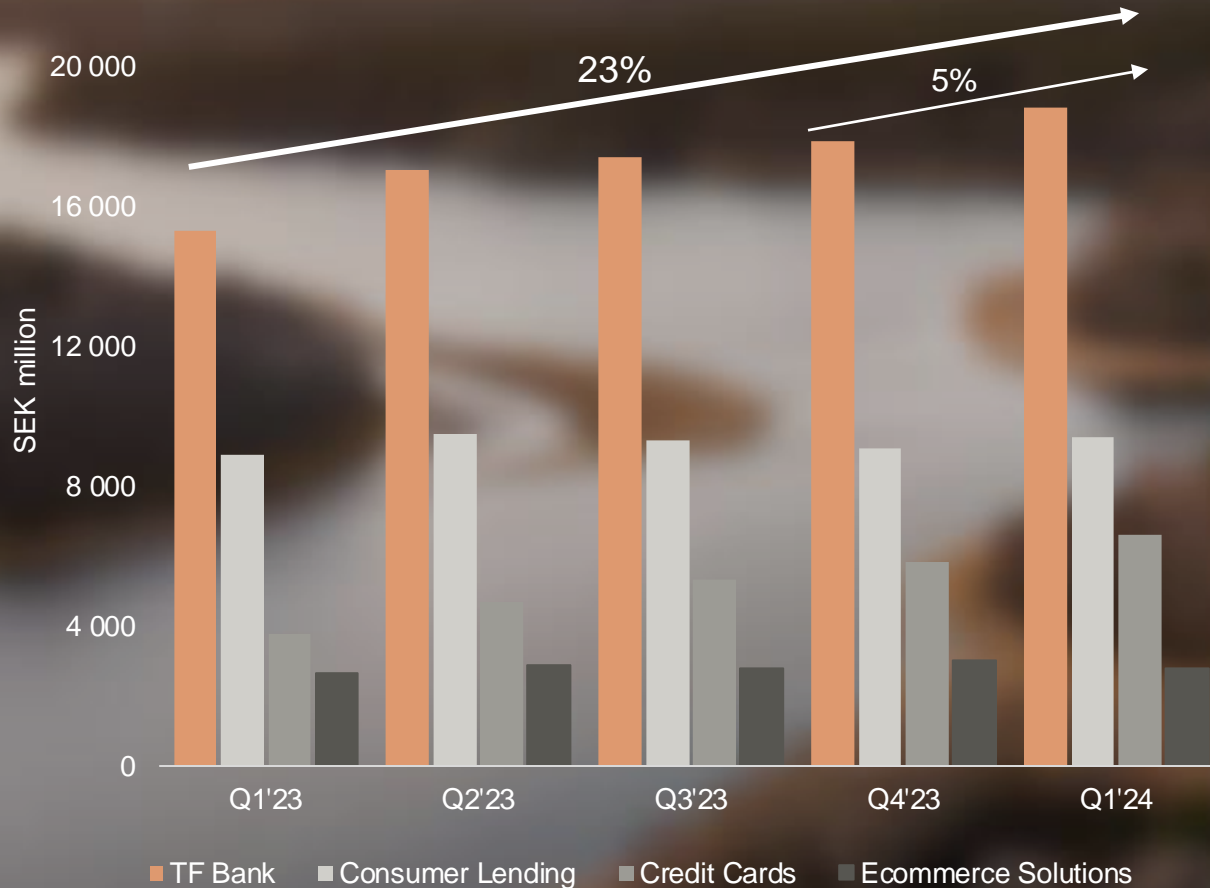
RESULT PRESENTATION

# HIGHLIGHTS JANUARY – MARCH 2024

- Controlled growth during the quarter
  - 3% in local currencies
- Operating profit 148 MSEK, +25% vs Q1-2023
  - Credit Cards and Ecommerce Solutions segment drives EPS
- Income growing faster than cost, the business is scaling well with improved Cost/Income ratio
- Stabilised credit losses
- Growth in new deposit products, mainly in the Netherlands



# LOAN BOOK GROWTH



- TF Bank: Growth in Q1 = 5% (3%\*)  
- Year-on-year 23% (21%\*)
- Consumer Lending: Q1 = 4% (2%\*)  
- Year-on-year 6% (5%\*)
- Credit Cards: Q1 = 14% (10%\*)  
- Year-on-year 75% (72%\*)
- Ecommerce Solutions: Q1 = -7% (-10%\*)  
- Year-on-year 6% (4%\*)

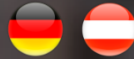
\* in local currencies

# GROWTH AND DIVERSIFICATION

## Market update

### Germany and Austria

- Credit card product in high demand. Competitive CAC\*. Preparing for launching digital payment solutions in Germany.



### Norway

- Focus on margins in Consumer Lending. The credit card business keeps growing and both Apple and Google Pay is launched .



### Finland

- Focus on margins and profitability.



### Sweden

- Focus on profitability in e-commerce. New sales in Consumer lending is paused.



### The Baltic states

- Portfolio management and profitability focus in Consumer lending. Ecommerce Solutions in run off from Q1 2024.



### New markets

- For Denmark underwriting is kept low, still building credit experience. Preparing for launching Credit card product in Spain during the first half of 2024.

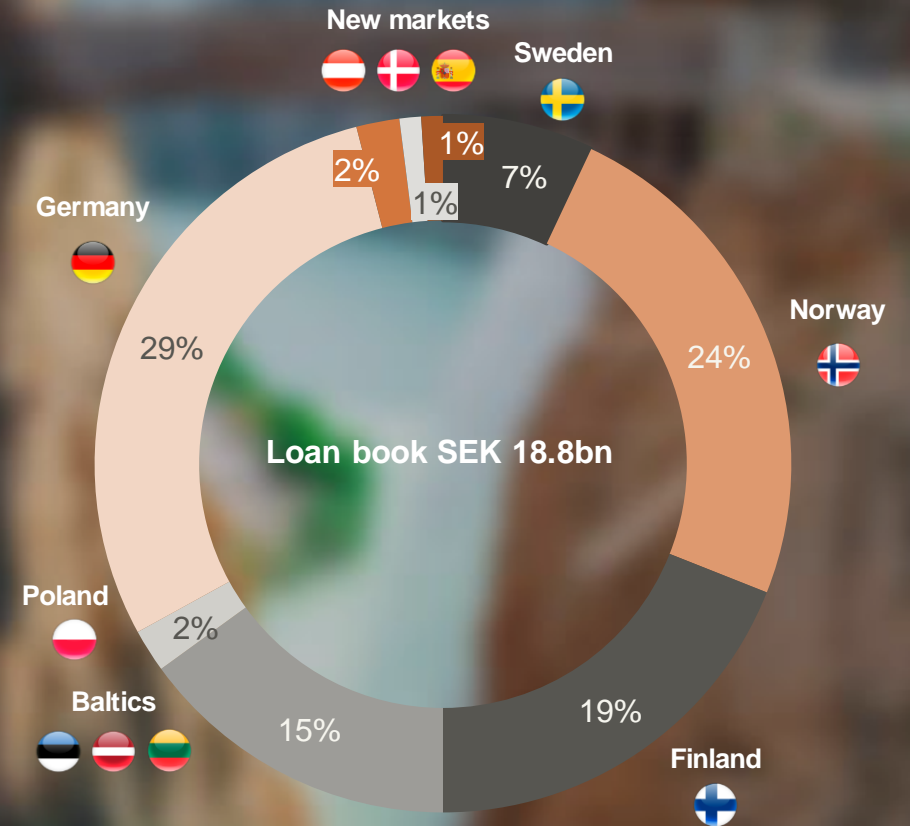


### Poland

- Both Consumer Lending and Ecommerce Solutions in run off.



## Loan book split by market



\* Customer acquisition cost

# CREDIT CARDS

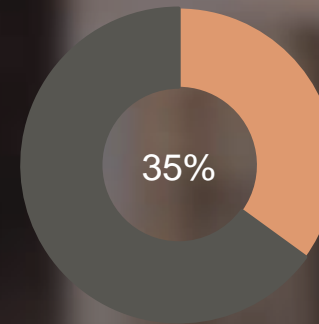
## Highlights

- The loan portfolio in Germany now exceeds 5 billion SEK
- Continued scalability in the business model
- Improved customer onboarding process increases security and reduce costs of acquisition of new clients

### Segment description

- Gold plated and transparent offering – gold card with no fees
- Different income profile compared to consumer loans
  - "Low and grow" strategy
- Target markets are Germany, Norway and Austria and addressable side of market in terms of number of consumers
  - Germany 35 M\*, Norway 3 M\*\* and Austria 3 M\*\*\*

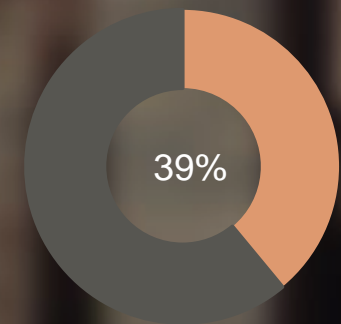
Share of TF Bank's loan book



**6.6bn**

Loan book

Share of TF Bank's operating income



**+75%**

Loan book growth\*\*\*\*

**3**

Countries

\* Schufa and TF Bank estimate, \*\* Gjeldsregistret and TF Bank estimate, \*\*\*TF Bank estimate, \*\*\*\* year-on-year

# ECOMMERCE SOLUTIONS

## Highlights

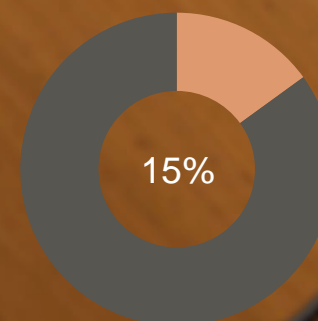
- Repricing to compensate for higher funding costs is bearing fruit
- Continuously improved profitability despite pressure in e-commerce sector in general
- Preparing to launch credit offering in Germany
- New lending in the Baltics has ceased as the end of January

### Segment description

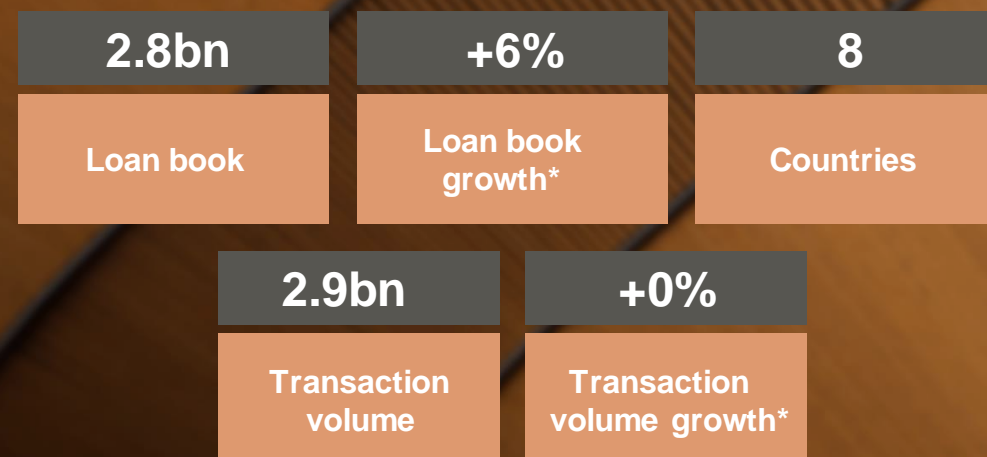
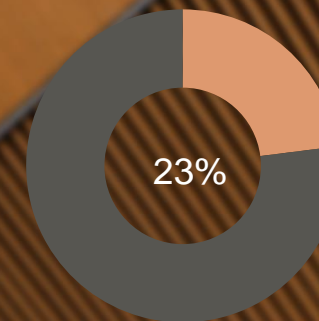
- Digital payment solutions offered in the Nordic region, the Baltics and Poland
- Best-in-class white label Checkout+ solution. We support our partners, the merchants, throughout the whole customer journey

\* year-on-year

Share of TF Bank's loan book



Share of TF Bank's operating income



# CONSUMER LENDING

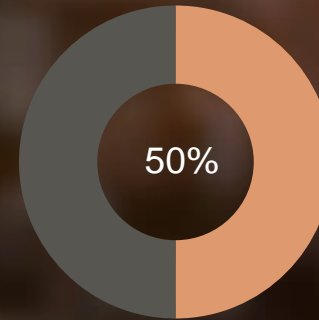
## Highlights

- Pick-up in sales and focus on protecting margins
- Stable margins in several markets
- Early indications of stabilised credit quality

### Segment description

- Diversified portfolio with Nordic base
- Product offering tailored for each market
  - Average loan size on book of SEK – 72,000
  - Tenor typically between 12 and 60 months
- Marketed through direct channels, own data base and external partners

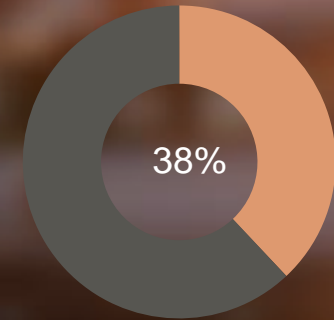
Share of TF Bank's loan book



**9.4bn**

**Loan book**

Share of TF Bank's operating income



**+6%**

**Loan book  
growth\***

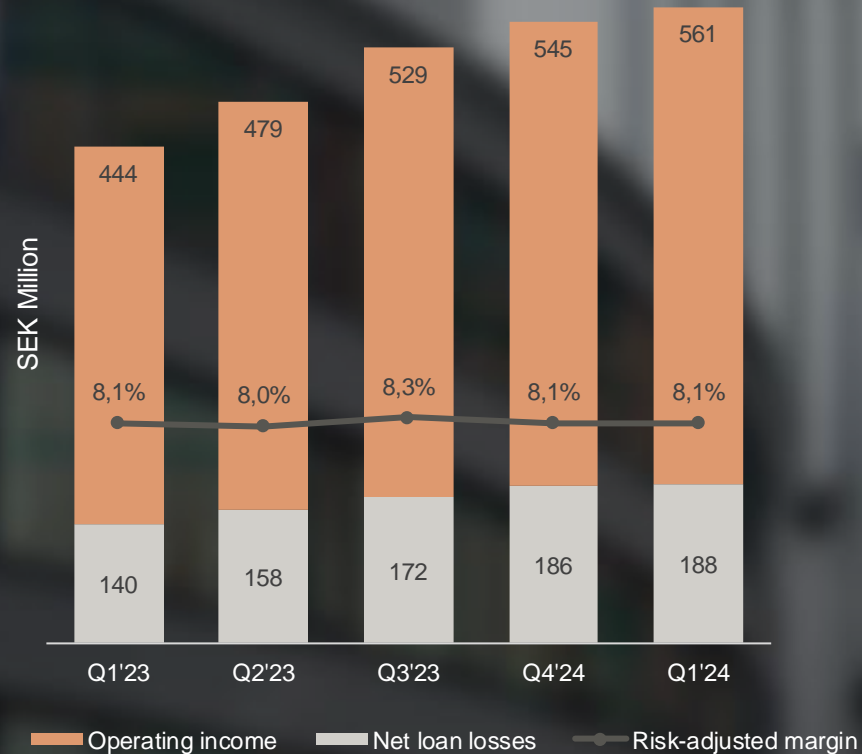
**10**

**Countries**

\* year-on-year



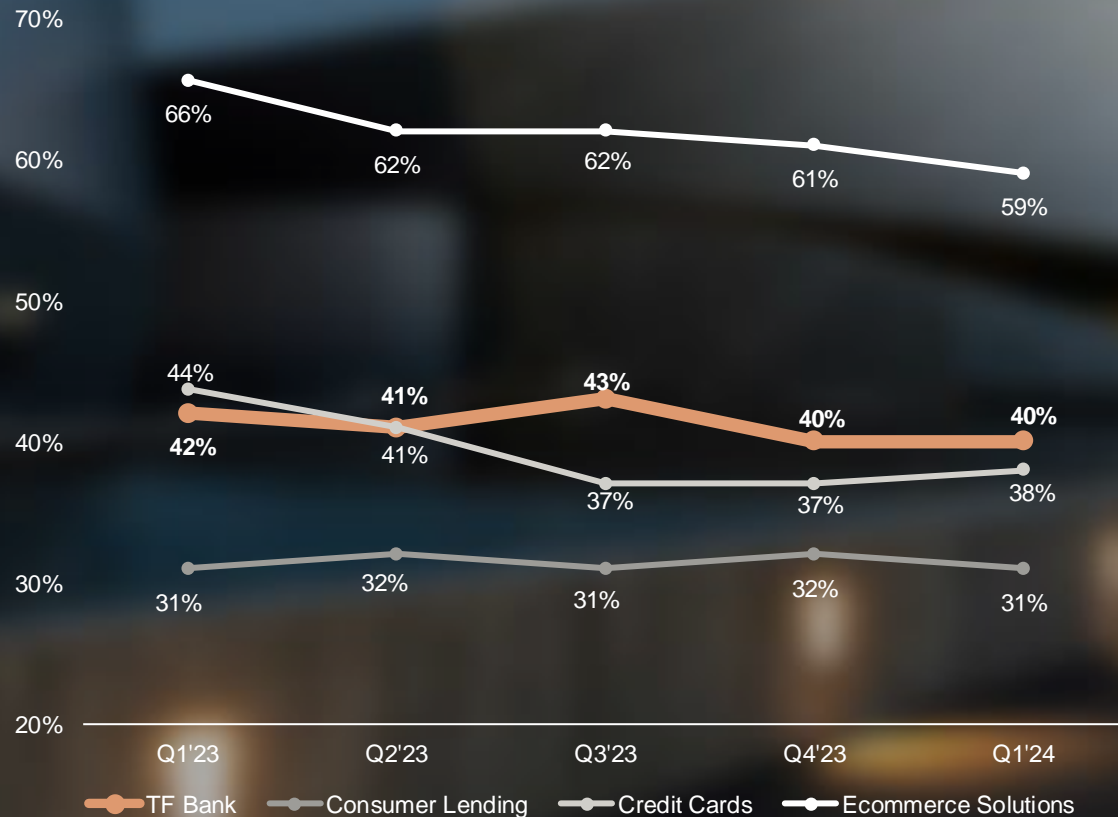
# STABLE RISK-ADJUSTED MARGIN



- **Risk-adjusted income\***
  - Stable risk-adjusted margin\*\*
- **Operating income**
  - Credit Cards and Ecommerce Solutions the main drivers
- **Net loan losses**
  - Stabilised loan loss ratio\*\* in Q1 2024

\* operating income minus net loan losses, \*\* ratio = current quarter annualised

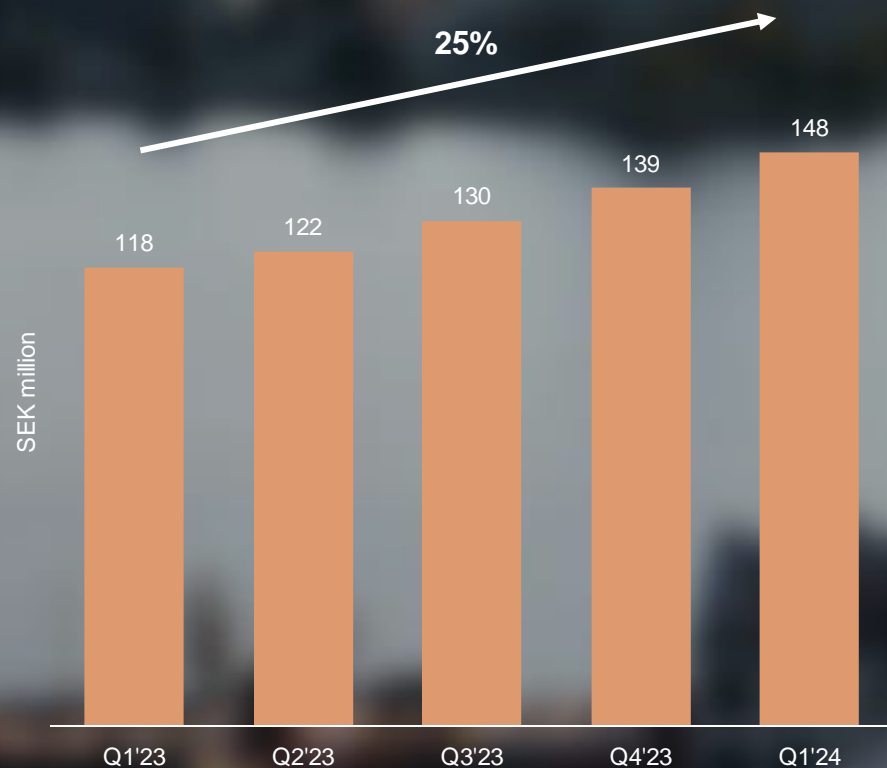
# OPEX – COST/INCOME RATIO BY SEGMENT



- **Expenses Q1-24 vs. Q1-23, +21%**
  - Sales-related costs and more employees
  - Expanding our team to cope with larger business volumes
- **Cost/income ratio per segment in Q1-24**
  - Consumer Lending 31%
  - Credit Cards 38%
  - Ecommerce Solutions 59%

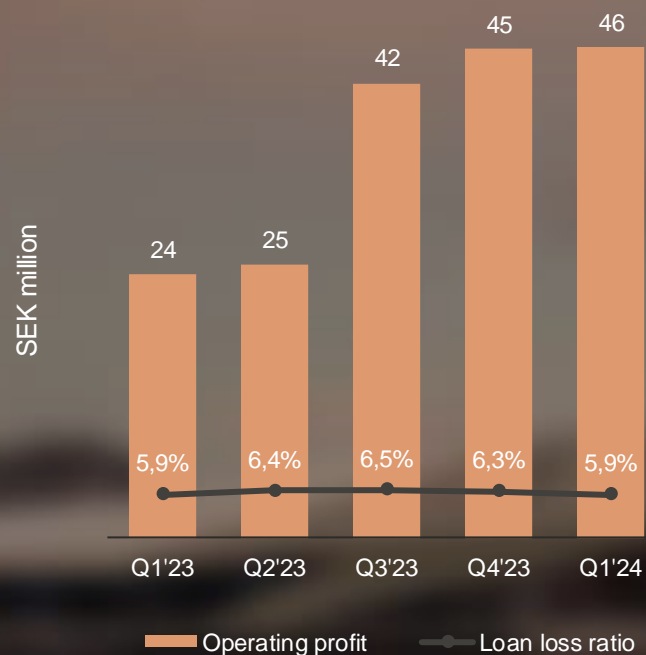
# INCREASED PROFIT QUARTER-BY-QUARTER

## Operating profit



- **Operating profit Q1-24 vs. Q1-23, +25%**
  - Growing operating income
  - EPS driven by the Credit Cards and Ecommerce Solutions segments
- **Stable profitability in Q1-2024**
  - Return on equity, 22%
  - Earnings per share, 5.04 SEK

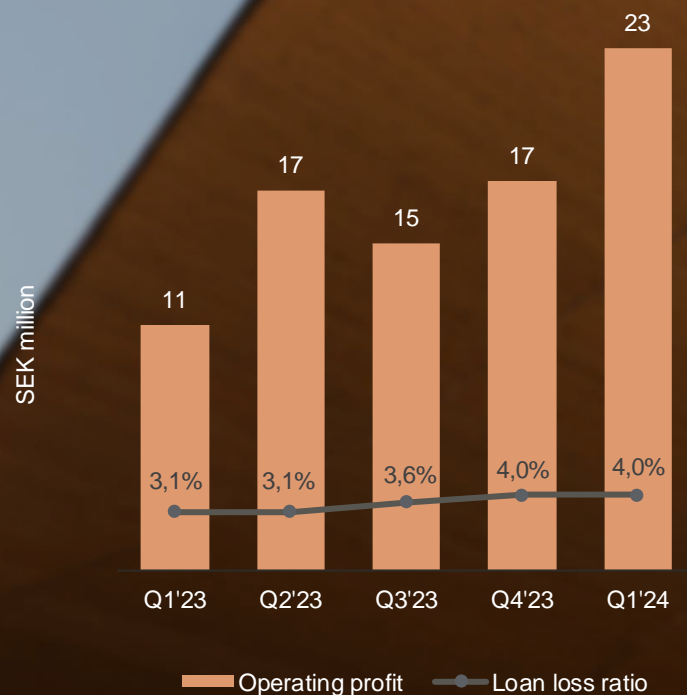
# CREDIT CARDS: HIGHER OPERATING PROFIT



- **Operating profit Q1-24 vs. Q1-23, +86%**
  - Growing operating income
  - Economies of scale
  - Return on allocated equity\*, 21%
- **Lower income margin in Q1-2024**
  - Lagging funding costs
  - Cards primarily issued via brokers

\* Operating profit minus standard tax deduction divided by allocated equity to the segment

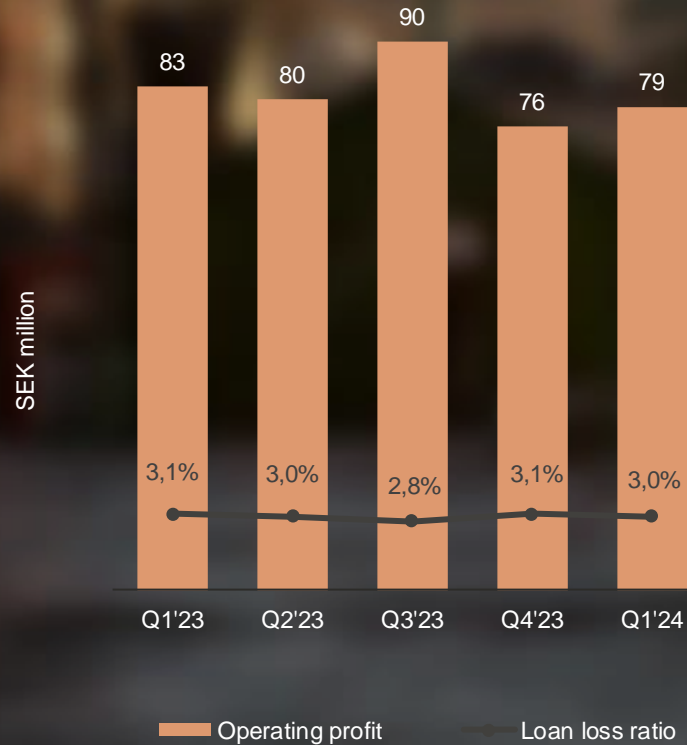
# ECOMMERCE SOLUTIONS: STRONG QUARTER



- **Operating profit Q1-24 vs. Q1-23, +113%**
  - Higher operating income
    - Repricing to compensate for higher funding costs
  - Return on allocated equity\*, 22%
- **Loan loss ratio unchanged in Q1-2024**
  - Credit quality in Sweden and Finland
  - Loan loss ratio 4.0%

\* Operating profit minus standard tax deduction divided by allocated equity to the segment

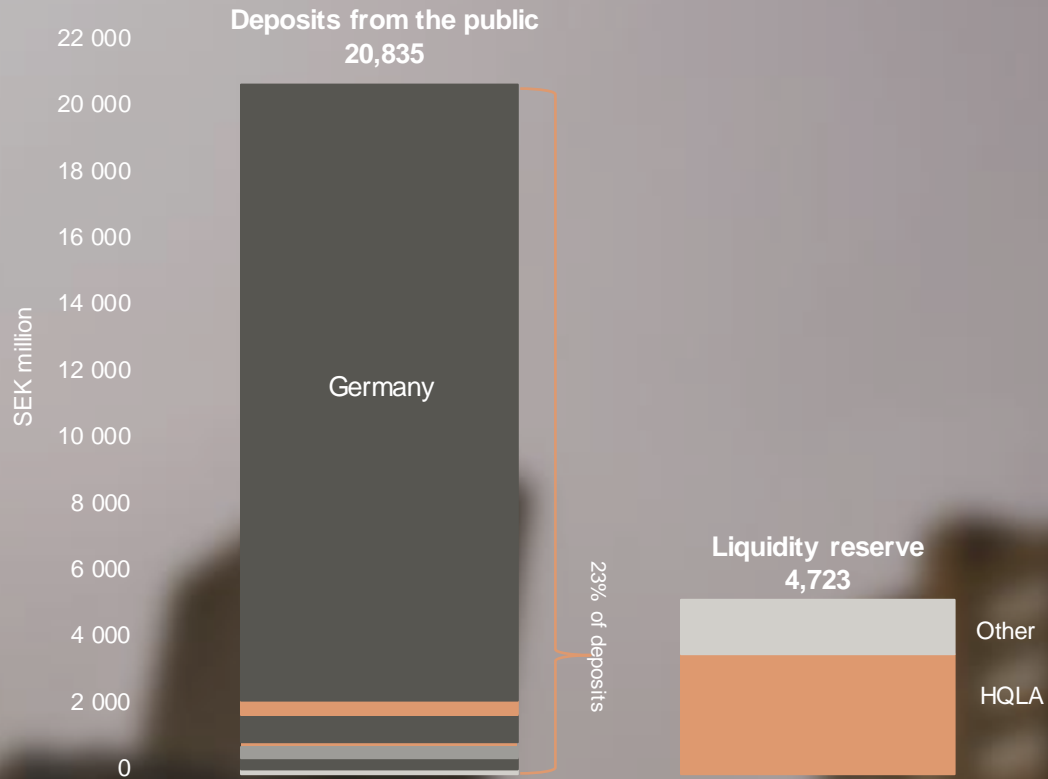
# CONSUMER LENDING: FOCUS ON MARGINS



- **Operating profit Q1-24 vs. Q1-23, -5%**
  - Lagging funding costs lowers margin
- **Stabilised loan loss ratio in Q1-2024**
  - Focus on improving margins and credit quality
  - Return on allocated equity\*, 24%

\* Operating profit minus standard tax deduction divided by allocated equity to the segment

# FUNDING AND LIQUIDITY

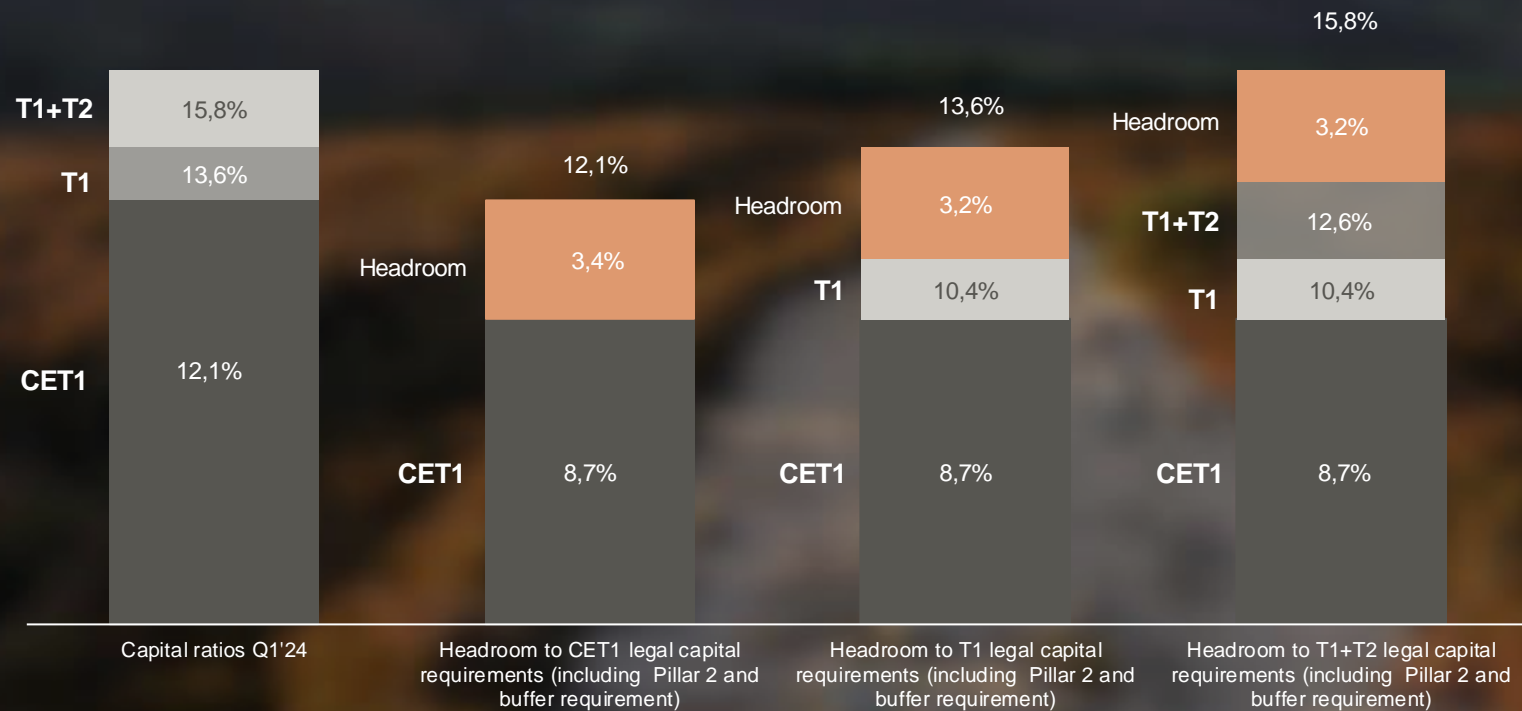


- **Retail deposits in Europe**
  - Germany (SEK 18.6 billion)
  - New markets (SEK 1.4 billion)
  - Nordics (SEK 0.8 billion)
  - Fixed-term deposits: 49%
- **Liquidity reserve: 23% of deposits**
  - Treasury bills 3.0 billion\*
  - Government bonds 0.2 billion\*\*
  - Other available liquidity 1.5 billion

\* EU-commission, Sweden, Norway and Germany with a remaining term to maturity of up to 6 months

\*\* Norway, maturity date 2026-02-19

# CAPITAL SITUATION



- Stable capital ratios in Q1-2024
- NPL backstop regulations impacts own funds (SEK -65 million)
- Optimised capital situation and comfortable headroom to legal requirements



# LOOKING AHEAD



- Continue the transformation towards becoming more of a European credit and payment platform
- Launching credit card product in Spain and digital payment solutions in Germany
- Early indications of stabilised or even somewhat improved credit quality
- Plan for higher organic growth during Q2
- As always, focus on optimising the capital allocation between markets



# Q&A Session



# Appendix

# CORPORATE PROFILE

## Our Products

Operating with modern and scalable infrastructure offering our retail customers online consumer loans, deposits and credit cards. For retailers we offer leading ecommerce and brick-and-mortar payment solutions

## Our DNA

We aim to deliver effortless banking to our customers by being reliable, responsible and straightforward in our dealings with them

## Our Geographical footprint

We serve customers in the Nordics, Germany, Austria, Spain, the Baltics, Poland, Ireland and the Netherlands.

## The investment case

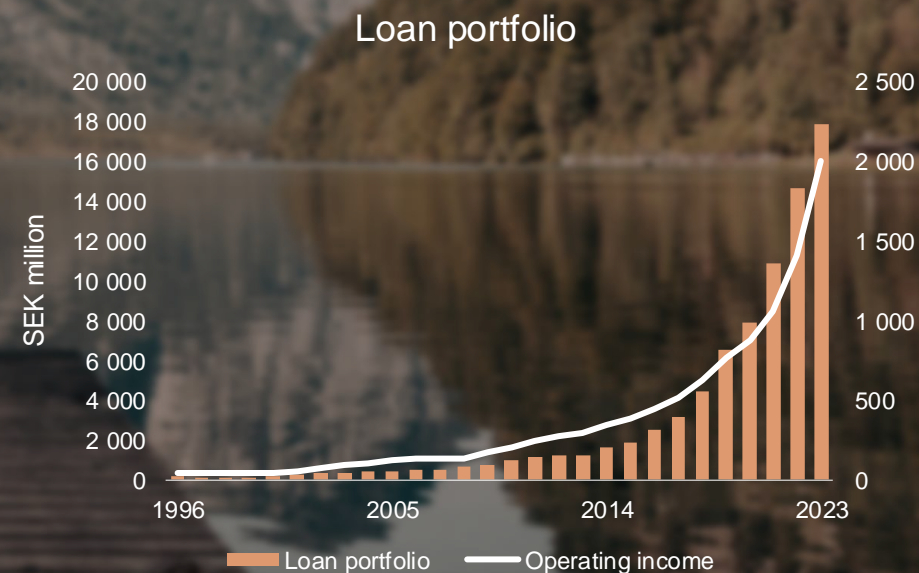
We operate in carefully selected niches where we can leverage on our platform and expertise to deliver attractive and sustainable risk adjusted growing returns

# LONG TRACK RECORD OF PROFITABLE GROWTH

## Long experience and proven business model

- 30 years+ experience from consumer finance industry
- Highly profitable core markets with proven model for geographical expansion into new high-growth markets
- Three complementary business segments

## Strong track record on growth and profitability



# Board of Directors



**John Brehmer**  
*Chairman of the Board since 2020*  
*Board member since 2010*  
**Current commitments:**  
**Chairman:** Mederion AB, Tiberon AB, Zebware AB  
**Board member:** Consortio Invest AB, Consortio Business Center AB  
**Holdings in company:** 3 361 791 shares



**Arti Zeighami**  
*Board member since 2023*  
**Current commitments:**  
**Partner & Director, Senior advisor**  
**AI@scale:** Boston Consulting Group (BCG X)  
**Holdings in company:** 0 shares



**Sara Mindus**  
*Board member since 2020*  
**Current commitments:**  
**Board member:** Styrelseledamot: Besqab AB (publ), K-Fast Holding AB (publ), Dreams AB, Colibri Ventures AB, Faboss Invest AB och Duco Förvaltning AB. Board member and CEO: Sara Mindus AB.  
**Holdings in company:** 25 000 shares



**Michael Lindengren**  
*Board member since 2021*  
**Current commitments:**  
**Chairman:** Acrap AB, Simplicity Stiftelsestjänst AB  
**Board member:** Simplicity AB, Sparbanksstiftelsen Sjuhärad and Sparbanken Sjuhärad (publ)  
**Holdings in company:** 5 000 shares



**Niklas Johansson**  
*Board member since 2022*  
**Current commitments:**  
**Chairman:** AREIM AB, Nordisk Renting AB  
**Board member:** Livförsäkringsbolaget Skandia, Trustly AB, Euroclear Sweden AB  
**Holdings in company:** 439 shares



**Fredrik Oweson**  
*Board member since 2022*  
**Current commitments:**  
**Chairman:** Scope Capital SA, MaiScope ApS, Woffel SA  
**Board member:** Swedish Bra Holding AB, Swedish Bra AB, Klättermusen Aktiebolag  
**Holdings in company:** 0 shares

# Executive management team



**Joakim Jansson**  
*CEO*

**Education:** PhD in Economics, Uppsala University.

At TF Bank since 2023 as CEO. Has previously held leading positions within Swedbank and Handelsbanken.

**Current commitments:** Avarda AB (Chairman)

**Holdings in company:** 4 300 shares



**Mikael Meomuttel**  
*CFO, Deputy CEO and Head of Investor Relations*

**Education:** MSc, Business/Economics and Finance, University of Borås/University of Gothenburg.

At TF Bank since 2009, 2014 Deputy CEO and from 2018 also the Group's Head of IR. Previously, among other things, been Financial Controller at Consortio Fashion Group AB (CFG).

**Current commitments:** Torhamnsskär Holding AB (Chairman), Avarda AB (Board member)

**Holdings in company:** 31 000 shares



**Espen Johannesen**  
*COO*

**Education:** Executive M.B.A Management control Norwegian School of Economics (NHH), Bachelor of economics, Business BI Norwegian School of Management

At TF Bank since 2015, as CEO of BB Bank 2015-2020 (now branch TF Bank Norway), Country Manager Germany 2020-2021 and from 2021 COO for the Group.

**Holdings in company:** 44 193 shares

# Contact

## Investor relations

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[www.tfbankgroup.com](http://www.tfbankgroup.com)