

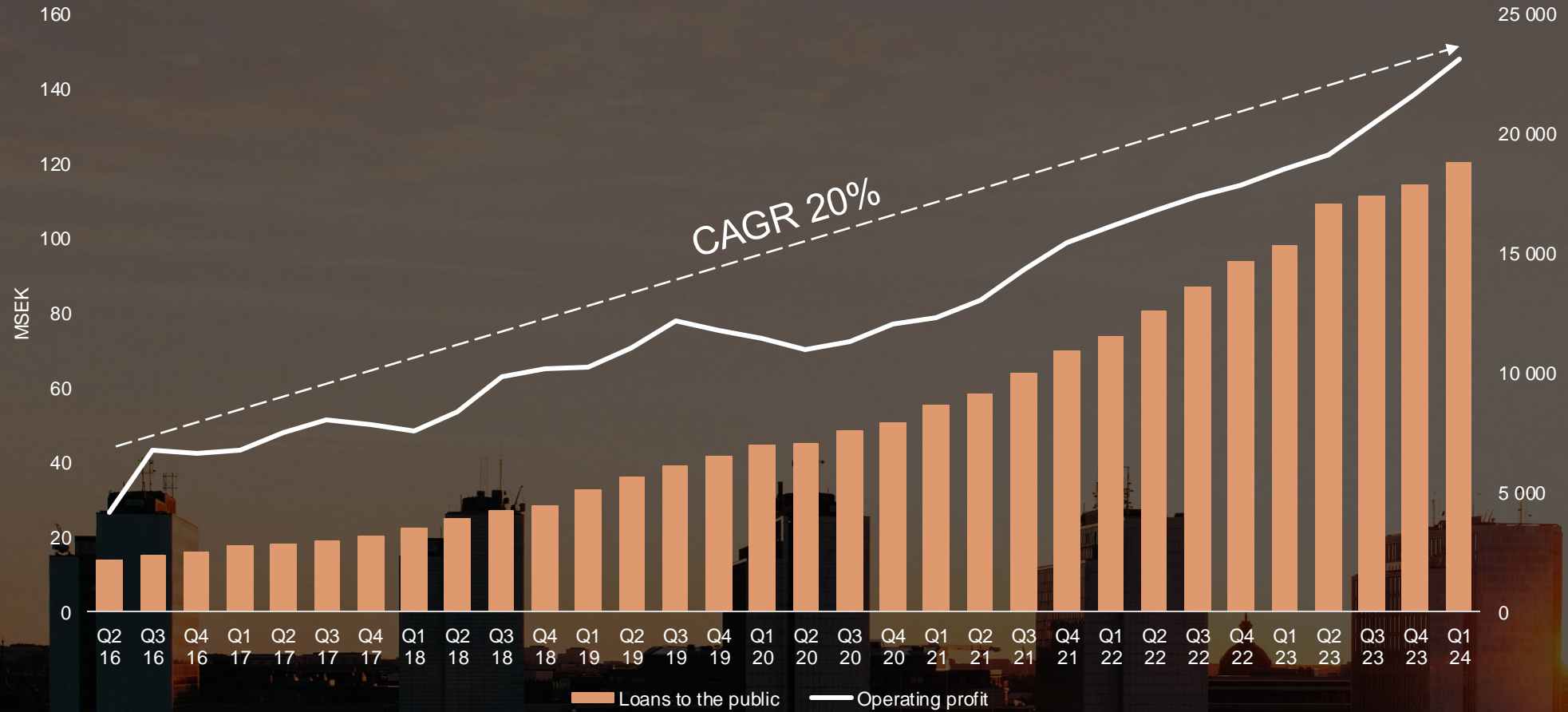


# Annual General Meeting

May 2024



# TRACK RECORD SINCE IPO



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



# CORPORATE PROFILE

## Our Products

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

## Our DNA

We aim to provide financial flexibility to people when they need it. We are target-oriented and cost cautious, true to our heritage

## The investment case

The Bank has consistently delivered on its financial targets by prioritising controlled organic growth, supported by well-developed lending processes and low loan amounts. We're providing exposure to 13 European countries through carefully selected segments and markets

## Our Geographical footprint

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



# HIGHLIGHTS JANUARY – DECEMBER 2023

- Loan portfolio increased by +24%\* during 2023
- Operating profit 510 MSEK, +17% vs 2022
  - Credit Cards and Ecommerce Solutions segment drives EPS
- Focus on EPS-growth and capital – no dividend proposed for 2023
- Further development of our customer processes with new digital solutions
- Launch of deposit products in Spain, Ireland, and the Netherlands

\* in local currencies

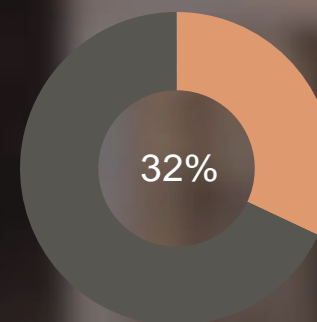
# CREDIT CARDS

- A year with record volumes in all three markets
- Record growth of active customers during the year
- Continued scalability in the business model
- Improved customer onboarding process will increase security and reduce cost of acquisition of new clients

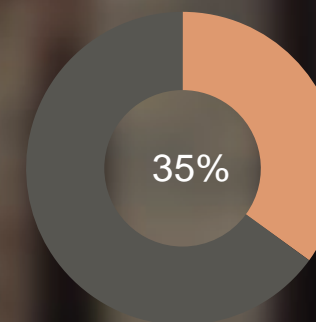
**Segment description**

- 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



Share of TF Bank's operating income



<b>5.8bn</b>	<b>+78%</b>	<b>3</b>
<b>Loan book</b>	<b>Loan book growth****</b>	<b>Countries</b>

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

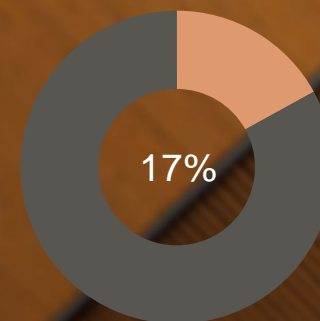
# ECOMMERCE SOLUTIONS

- Transaction volumes were at record levels and boosted by a successful Black Week
- Repricing to compensate for higher funding costs protect operating margins
- Fast-growing and improved profitability despite pressure in e-commerce sector in general
- Preparing to launch credit offering in Germany

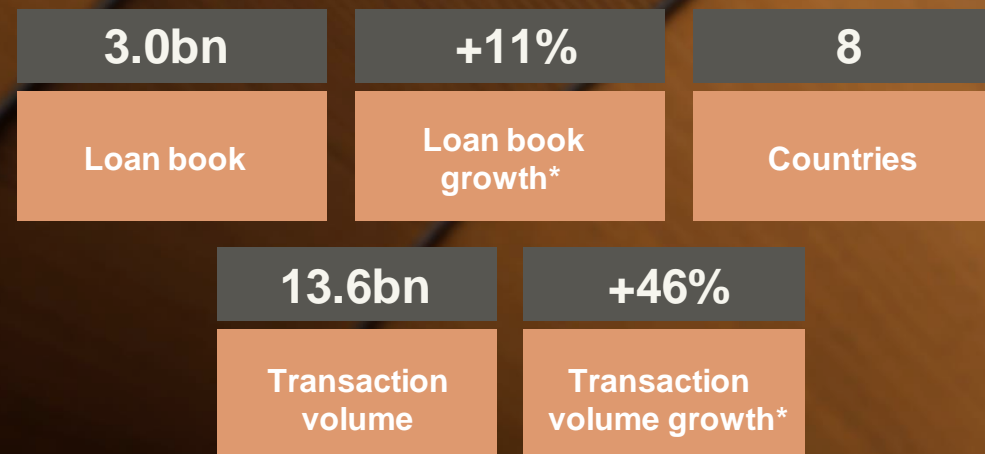
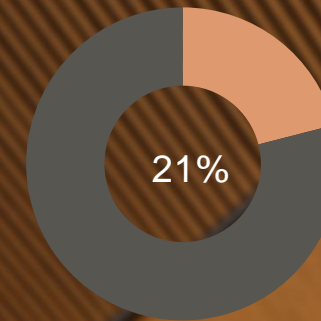
## Segment description

- 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

Share of TF Bank's loan book



Share of TF Bank's operating income



\* year-on-year



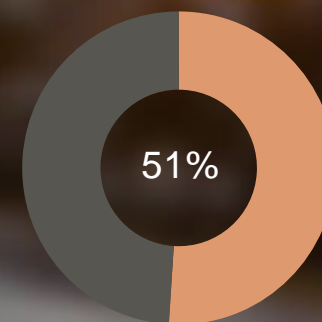
# CONSUMER LENDING

- Focus on protecting margins when our funding costs increase
- Stable margins in several markets
- Macro affecting funding costs and to some extent credit quality

## Segment description

- Diversified portfolio with Nordic base
- Product offering tailored for each market
  - Average loan size on book of SEK – 69,000
  - Tenor typically between 12 and 60 months
- Marketed through direct channels, own data base and external partners

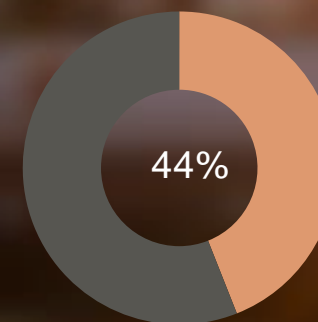
Share of TF Bank's loan book



**9.1bn**

**Loan book**

Share of TF Bank's operating income



**+4%**

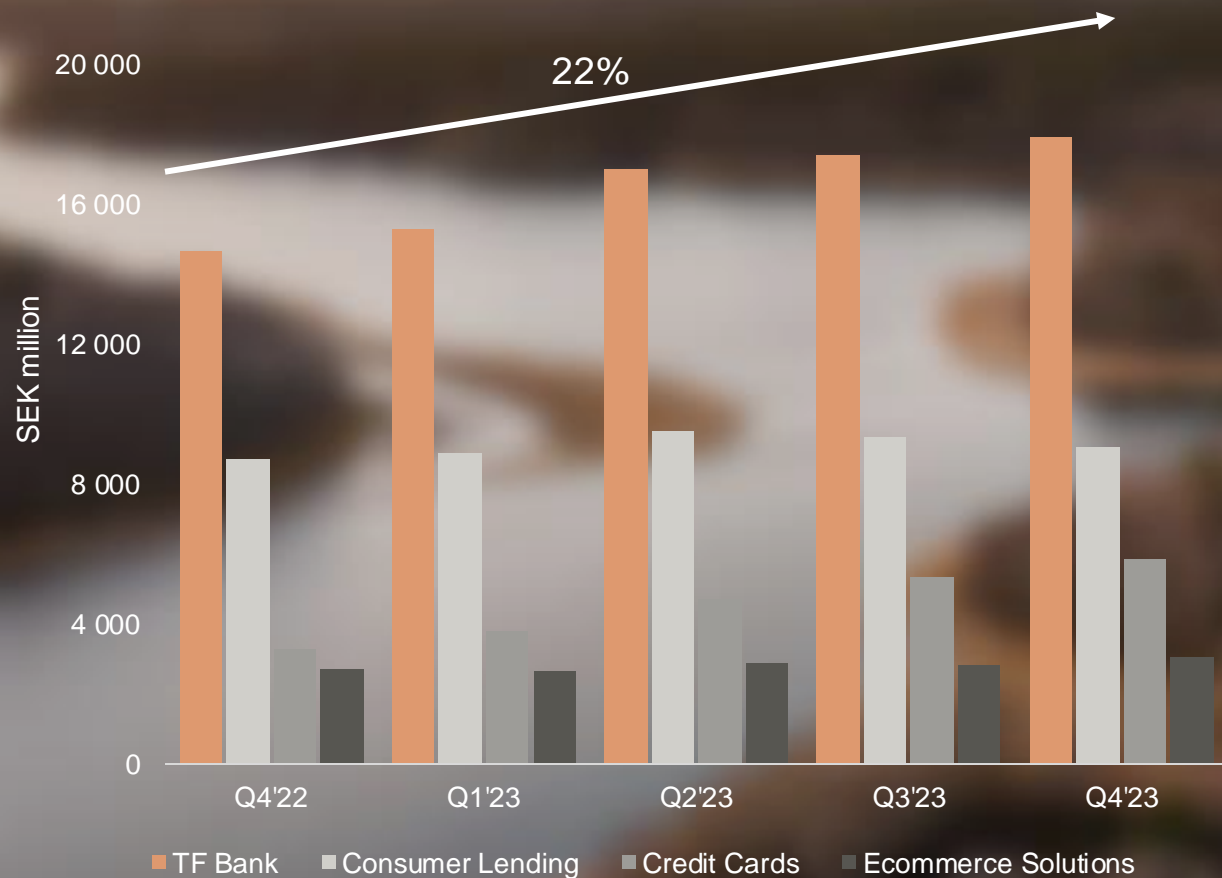
**Loan book growth\***

**10**

**Countries**

\* year-on-year

# LOAN BOOK GROWTH



- TF Bank: Growth in 2023 = 22% (24%\*)
- Consumer Lending: 2023 = 4% (7%\*)
- Credit Cards: 2023 = 78% (80%\*)
- Ecommerce Solutions: 2023 = 11% (11%\*)

\* in local currencies

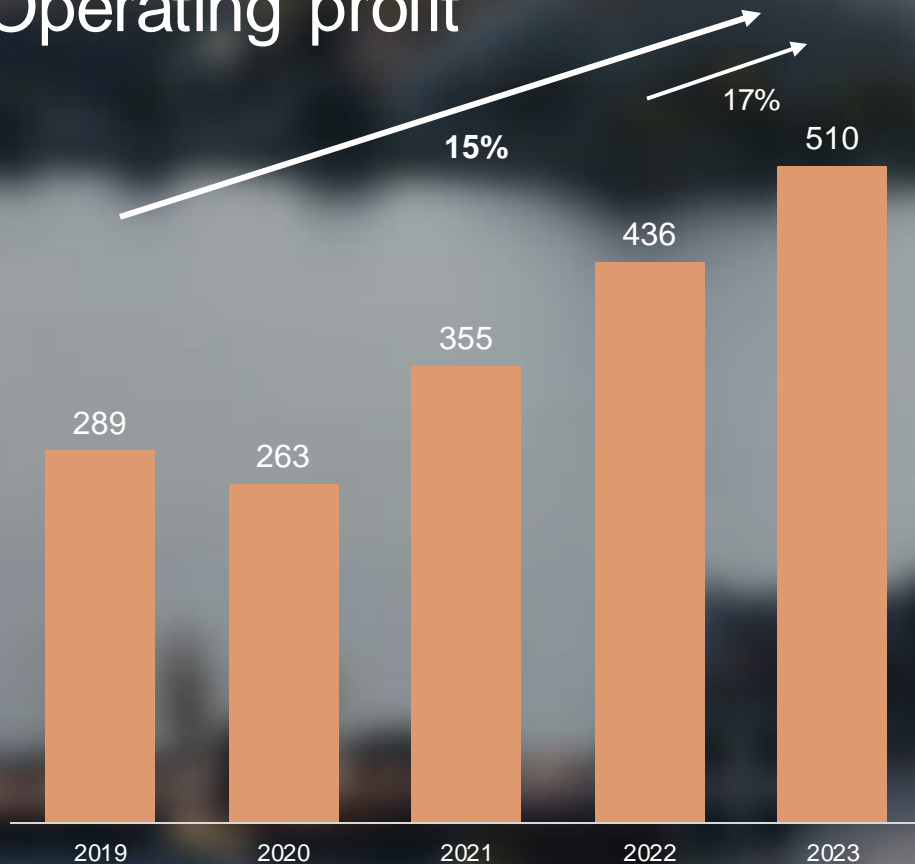


# FINANCIAL TARGETS

- **Growth** TF Bank's aim is to achieve a loan portfolio of SEK 20 billion by first half of 2025.
- **Profitability** TF Bank's aim is to achieve a return on equity well above 20%.
- **Capital structure** TF Bank's aim is that all capital ratios should exceed the regulatory requirement (including pillar 2 and buffer requirements) by at least 2.5 percentage points.
- **Dividend policy** TF Bank's dividend policy is to distribute surplus capital in relation to capital targets and the Bank's capital planning.

# GROWING OPERATING PROFIT

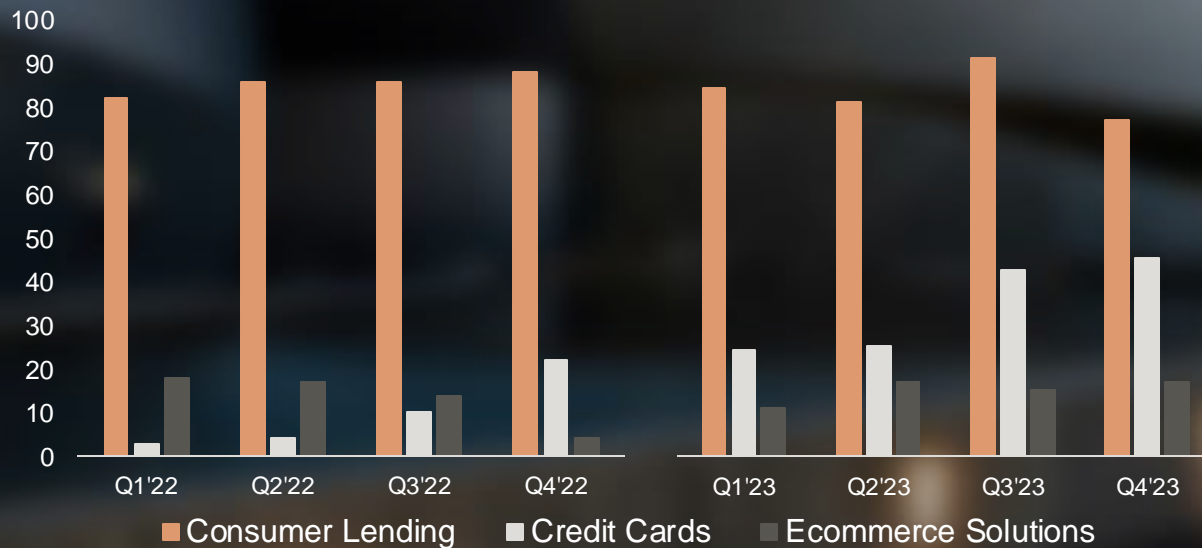
## Operating profit



- **Operating profit 2023 vs. 2022, +17%**
  - Growing operating income
  - EPS driven by the Credit Cards and Ecommerce Solutions segment
- **Stable profitability in 2023**
  - Return on equity, 22%
  - Earnings per share, 17.53 SEK

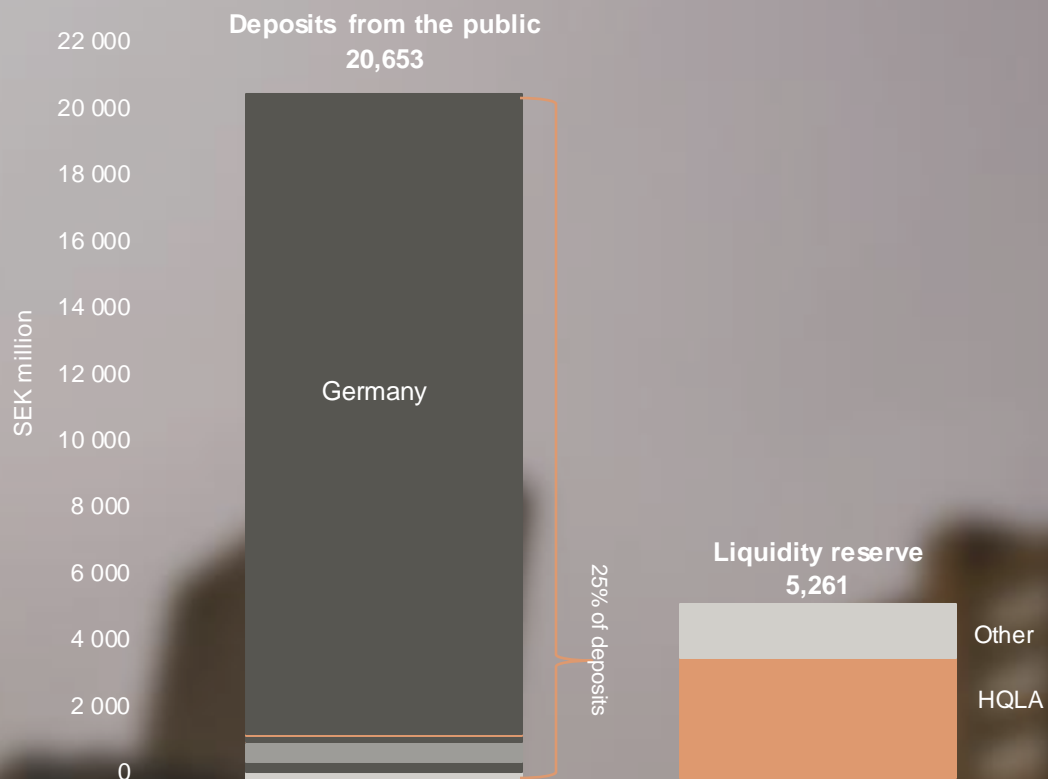


# OPERATING PROFIT BY SEGMENT



- Consumer Lending 2023 vs. 2022, -4%**
  - Return on assets, 2.8%
  - Reduced new lending in 2023
- Credit Cards 2023 vs. 2022, +250%**
  - Return on assets, 2.2%
  - Improved profitability in 2023
- Ecommerce Solutions 2023 vs. 2022, +13%**
  - Return on assets, 1.5%
  - Record volume lowers profit

# FUNDING AND LIQUIDITY



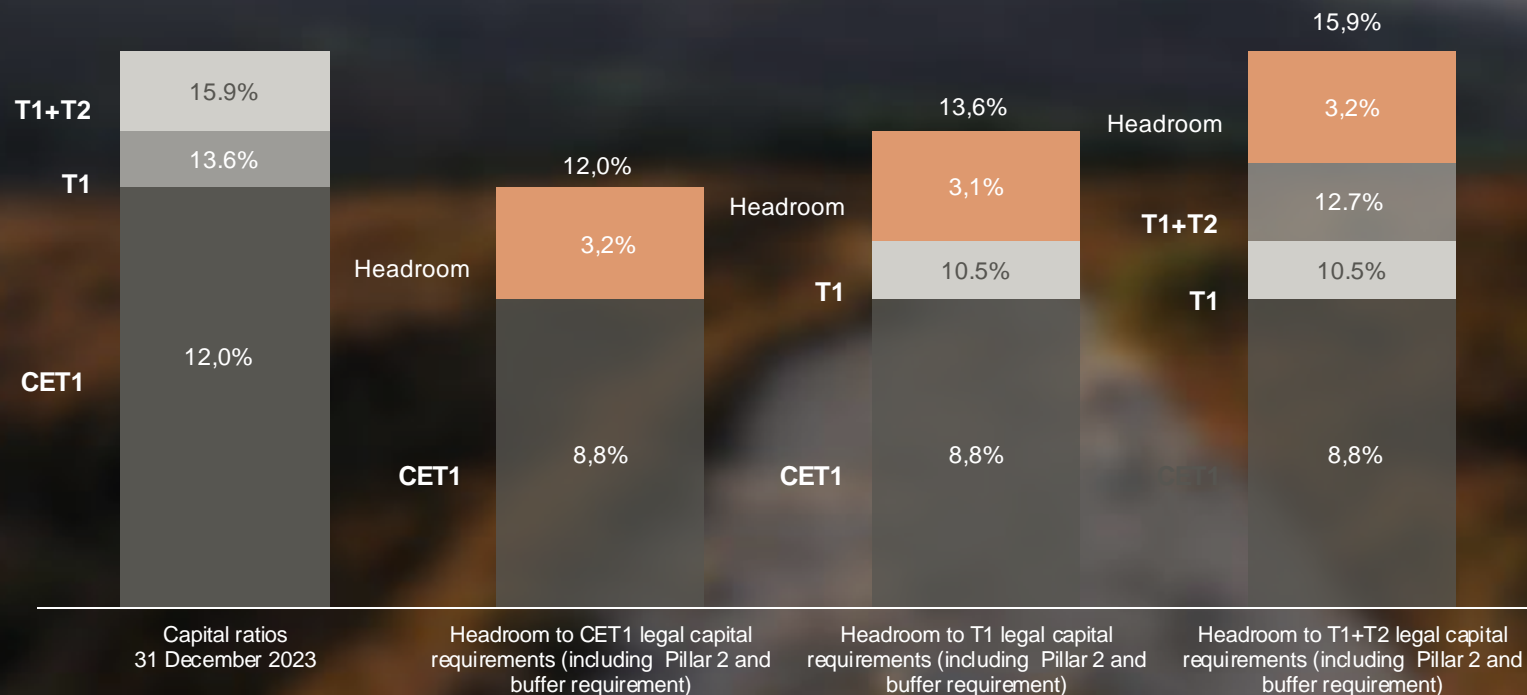
- **Retail deposits in Europe**
  - Germany (SEK 19.3 billion)
  - Nordics (SEK 1.0 billion)
  - New markets (SEK 0.3 billion)
  - Fixed-term deposits: 40%
- **Liquidity reserve: 25% of deposits**
  - Treasury bills 3.4 billion\*
  - Government bonds 0.2 billion\*\*
  - Other liquidity 1.6 billion

\* EU-commission, Finland and Sweden with an average remaining term to maturity of 3 months

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



# CAPITAL SITUATION



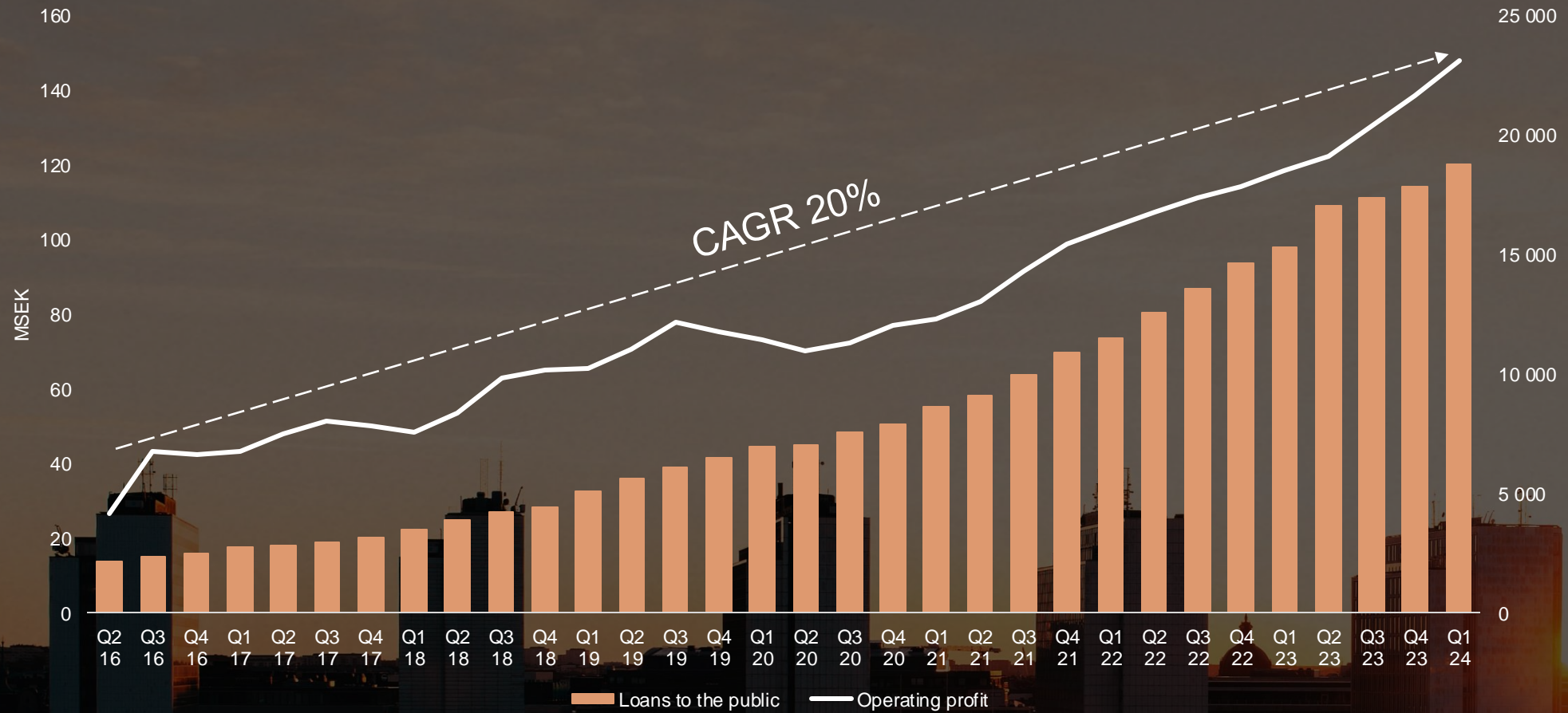
- Stable capital ratios in 2023
- NPL backstop regulations impacts own funds
- Optimised capital situation and comfortable headroom to legal requirements



# Q&A Session



# TRACK RECORD SINCE IPO



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





# Appendix



# 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, Sparbankstiftelsen 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 Aktieföretag

**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 Sw edbank 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

Mikael Meomuttel

+46 706 26 95 33

[ir@tfbank.se](mailto:ir@tfbank.se)

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