Resurs Holding

Q1 2017 PRESENTATION

TODAY'S PRESENTER

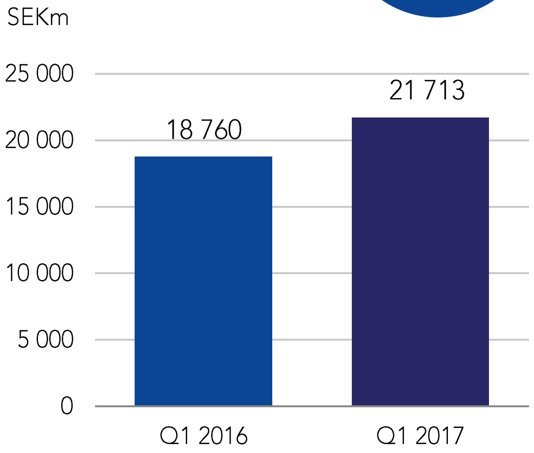
Peter Rosén

Chief Financial Officer

CONTINUED PROFITABLE GROWTH

Strong lending

+16%



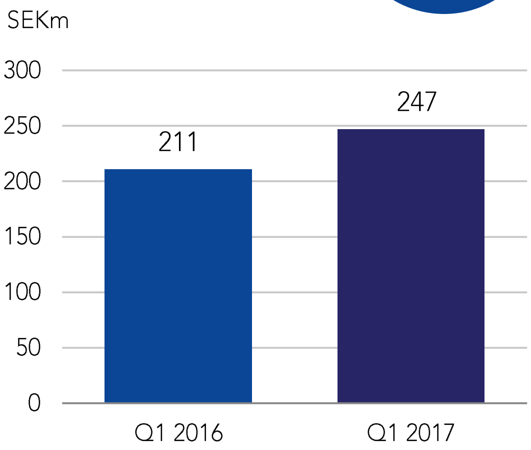
Slightly lower NBI

Improved C/I

Improved CoR

Increased net income*

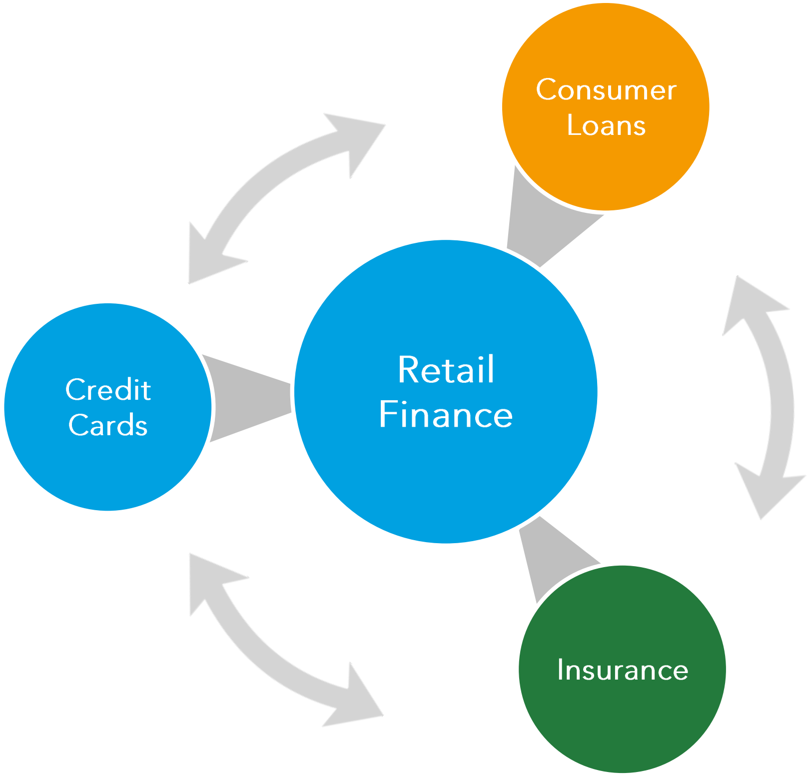
+17%



**IPO pre tax one off costs of SEK20m reduced in Q1 2016, SEK14m in Q2 2016. FSA fine SEK35m in Q3 2016, not tax deductible costs*

RETAIL FINANCE IS AT THE CORE OF WHAT WE DO

Retail Finance feeds our growing database



The large customer database with over 5 million customers provides opportunities for cross-selling

FOCUS ON PARTNERS TO ACHIEVE GROWTH

Highlights

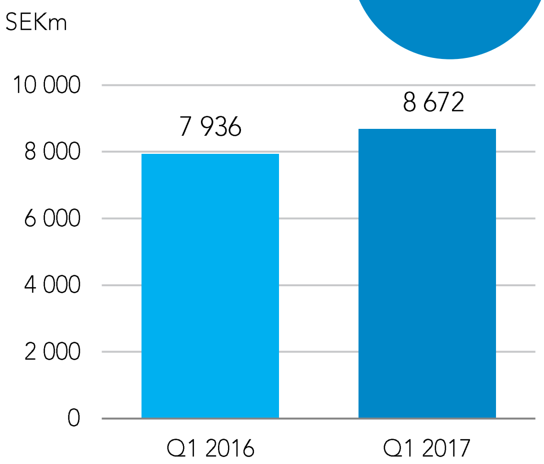
- Continued focus on developing existing partnerships
- Several new partners in Q1 17, primarily e-commerce
- New partnerships in 2016 resulted in somewhat changed customer mix
- Official release of Loyo Pay to Android phones
- Digital application successfully implemented in Sweden and Denmark

Several new partners in Q1

- STIGA
- PAAPI Clothing
- RengasDuo
- elsykkel.no
- Tripmonster
- flygstolen.se
- HEAD
- AudioNova Din Hörselspecialist
- AMAZING BRANDS
- BILTEMA
- interoptik

Healthy lending growth

+9%

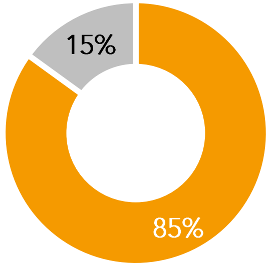


CONTINUED STRONG GROWTH

Highlights

- Continued strong profitable growth
- Launch of new technical platform in Finland will improve credit scoring and speed up the application process for customers. It will be rolled out in the other markets
- Volume growth in Sweden and Norway increases average ticket size from 82 TSEK in Q4 16 to 90 TSEK in Q1 17

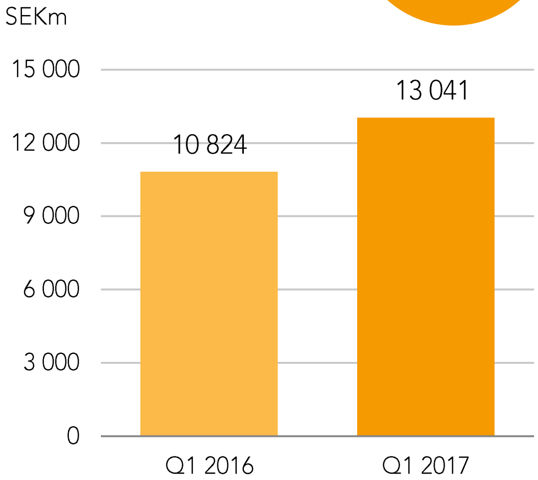
Utilising the database



85% of sales in Q1 to existing customers in our database. Since most of our sales are to customers who are already known in our database, we can keep higher margins because this knowledge has a positive impact on acquisition costs and credit risk

Strong lending growth

+20%



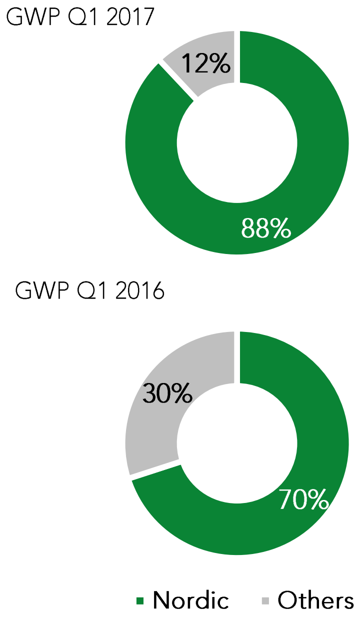
Resurs Holding

GROWTH IN CORE BUSINESS

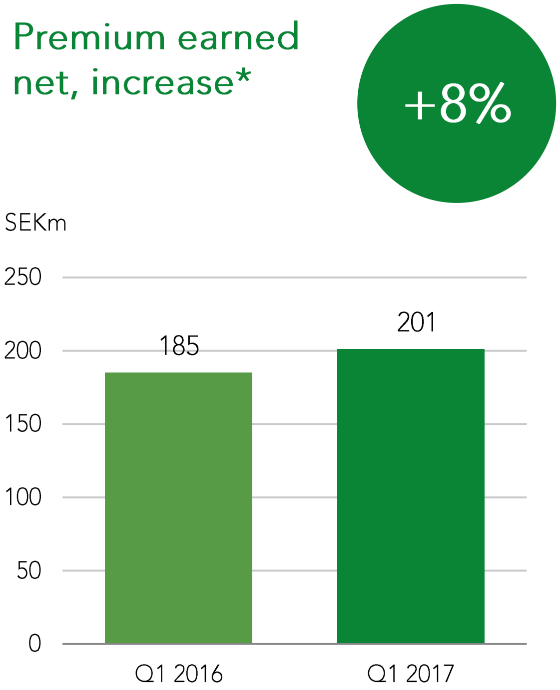
Highlights

- Premium earned net, up 8% compared with the year earlier period excluding the discontinued UK travel-insurance operations
- Highest growth in travel and roadside assistance product areas
- Focus on developing existing partnerships
- New partner in Sweden, Power, an extension of partnership with Expert in Norway and Finland

Continued Nordic focus



Premium earned net, increase*



*Excluding UK travel insurance business

WE ARE AT THE FOREFRONT OF NEW TECHNOLOGY

Loyo Pay & Loyo App

- In March 2017, official release of Loyo Pay to Android phones
- Loyo App, increased active customers in Q1 to c. 114 thousand users and increased partner base to c. 180

Digital Application

- Digital application successfully implemented in Sweden and Denmark
- Implementation in Norway & Finland will be completed in Q2

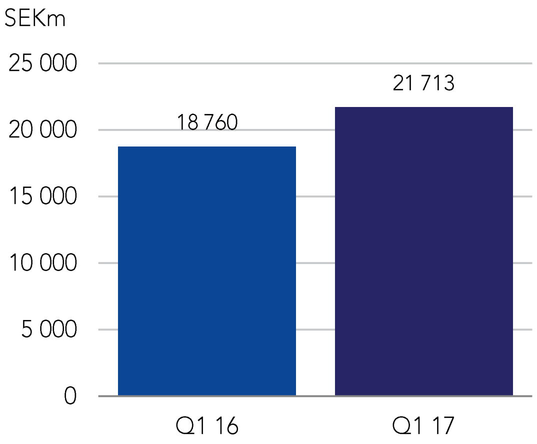
Q1 2017 IN FIGURES

Excluding one off costs for IPO and FSA fine in 2016

STRONG LOAN BOOK GROWTH AND IMPROVED MARGINS

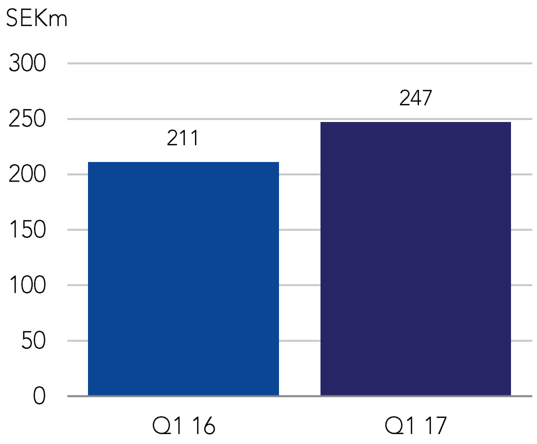
Loan book

+16%

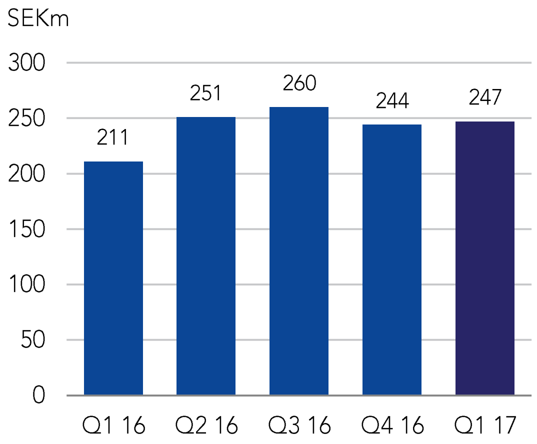


Net Income*

+17%



Net Income*



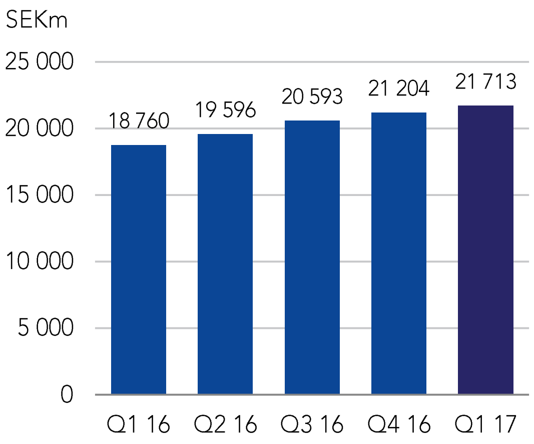
*IPO pre tax one off costs of SEK20m reduced in Q1 2016, SEK14m in Q2 2016. FSA fine SEK35m in Q3 2016, not tax deductible costs

Resurs Holding

STRONG GROWTH IN BOTH SEGMENTS

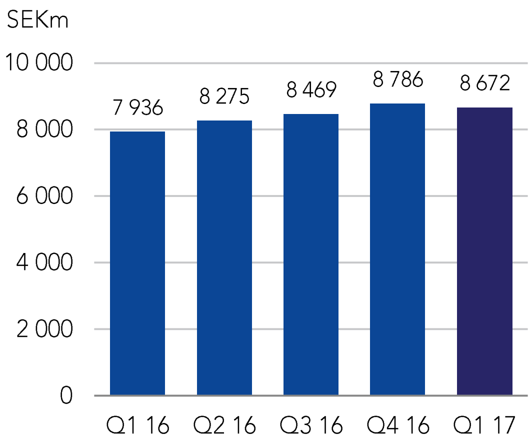
Total

+16%



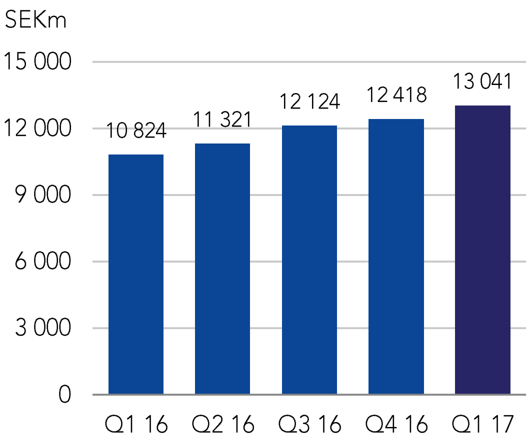
Payment Solutions

+9%



Consumer Loans

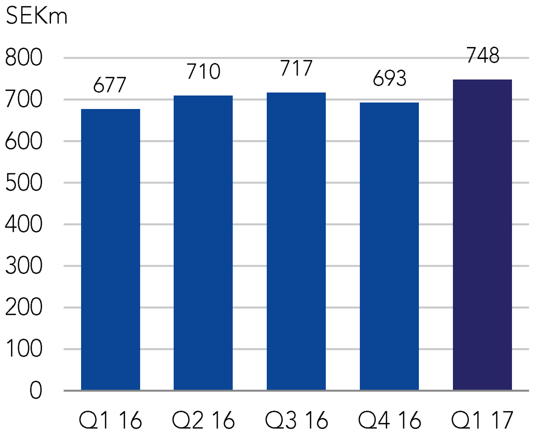
+20%



SOLID INCREASE IN OPERATING INCOME

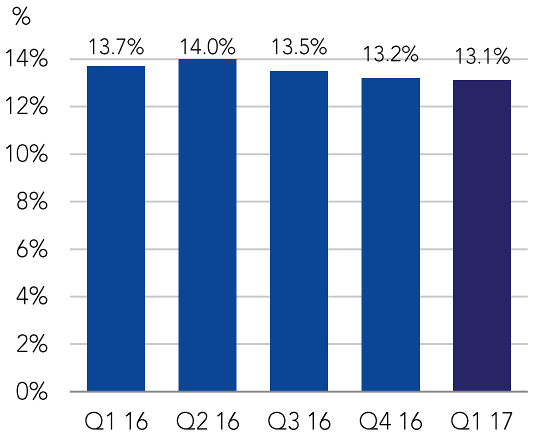
Operating income

+11%



NBI-Margin*

-0.6% pts



Highlights

- Solid increase in operating income
- The margin decrease some compared to same quarter last year affected by mix effects
- The margin is on same level as end of 2016

** NBI for bank calculated as group operating income less reported insurance segment operating income*

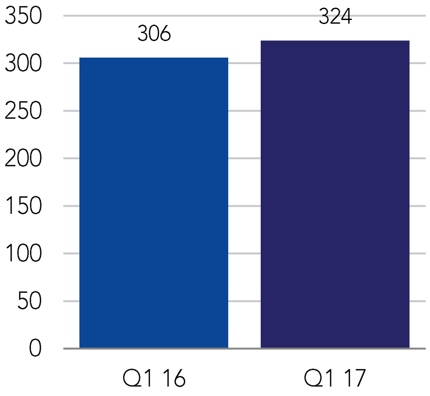
Resurs Holding

IMPROVEMENTS IN COST INCOME RATIOS

Operating Expenses*

+6%

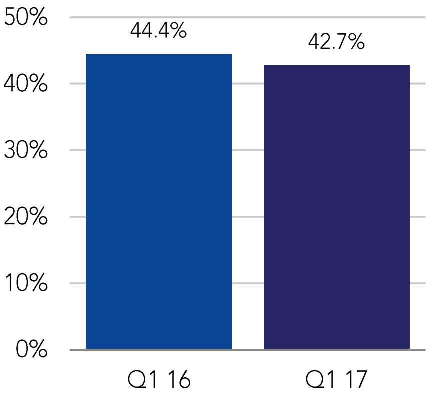
SEKm



Cost Income Ratio, bank*

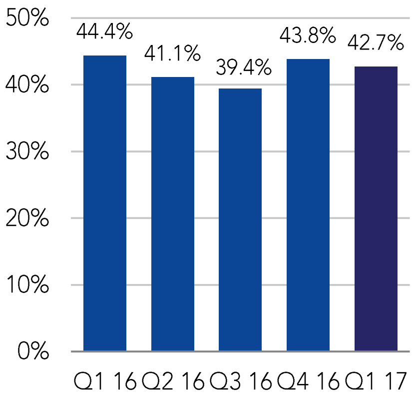
-1.7% pts

%



Cost Income Ratio, bank*

%



Highlights

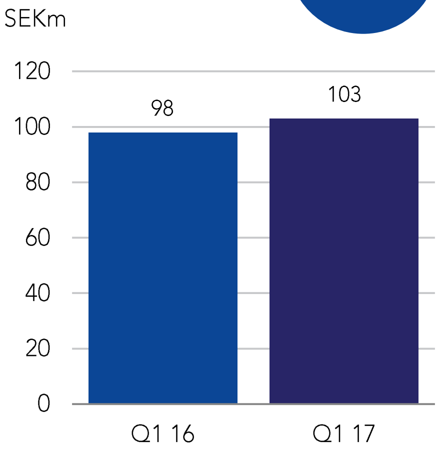
- Cost income ratios continue to improve based on scalable business model

**IPO pre tax one off costs of SEK20m reduced in Q1 2016, SEK14m in Q2 2016. FSA fine SEK35m in Q3 2016, not tax deductible cots*

IMPROVEMENTS IN COST OF RISK

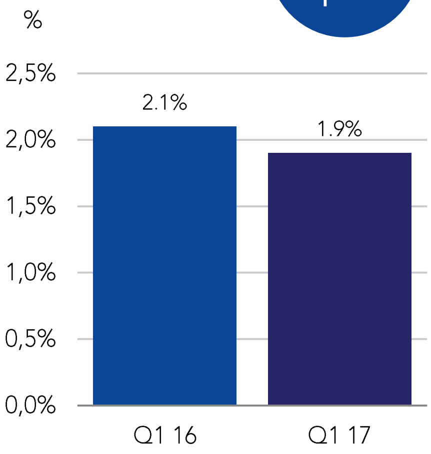
Credit Losses, Net

+5%

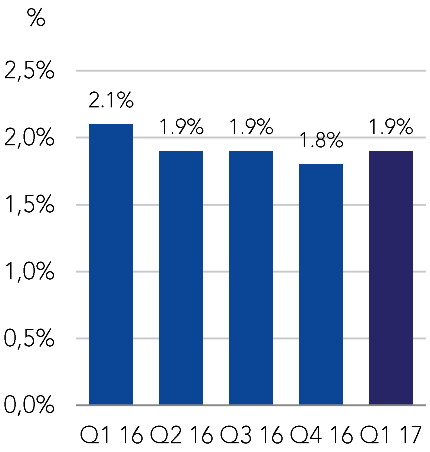


Cost of Risk

-0.2% pts



Cost of Risk



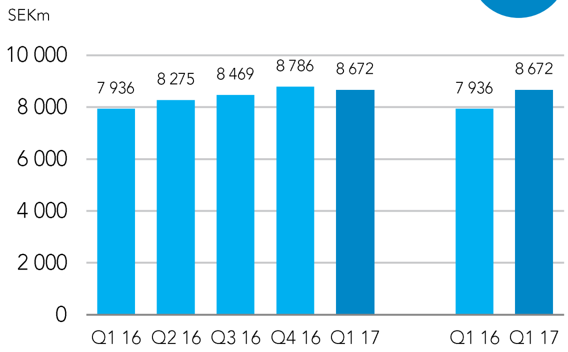
Highlights

- Cost of risk remains stable on historically low levels

Resurs Holding

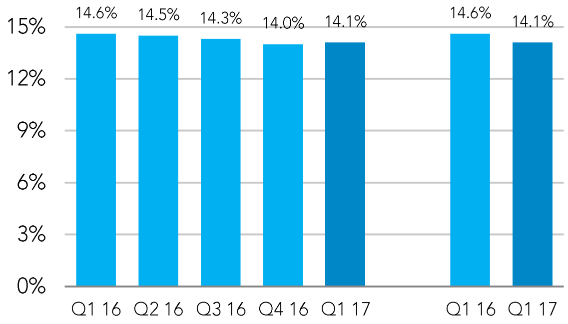
Loan Book

+9%



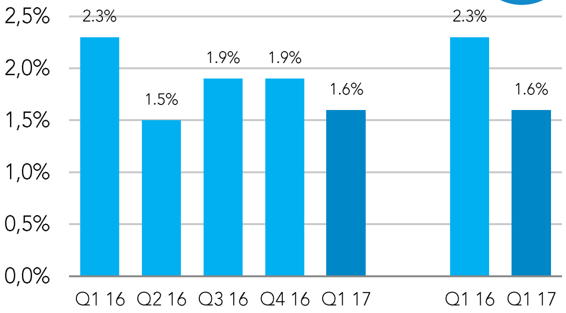
NBI-Margin

-0.5% pts



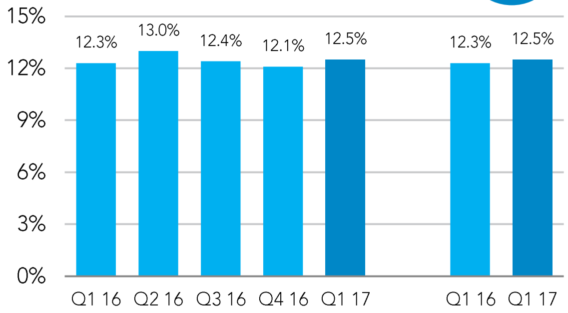
Cost of Risk

-0.7% pts



Risk Adjusted NBI-Margin

+0.2% pts



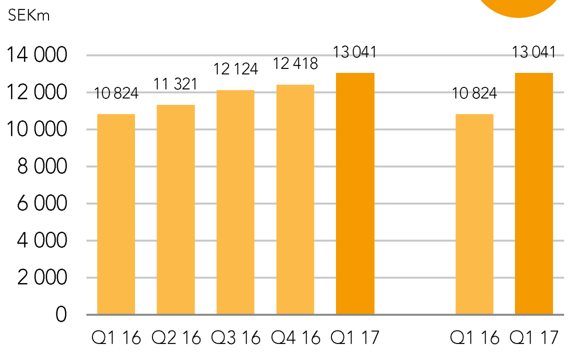
Highlights

- Healthy growth of loan book driven by both existing and new retail partners
- The NBI margin remains stable compared to end of 2016 but drop some compared to same period last year affected by customer mix
- Cost of risk improves following on better quality of credit portfolio

Resurs Holding

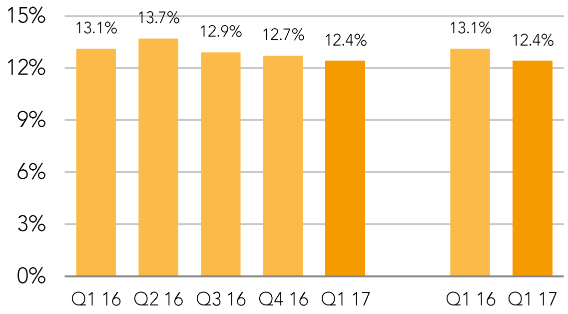
Loan Book

+20%



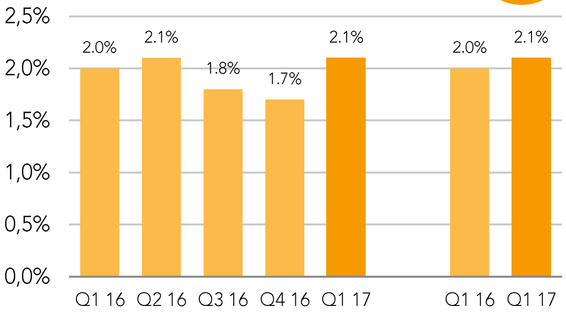
NBI-Margin

-0.7% pts



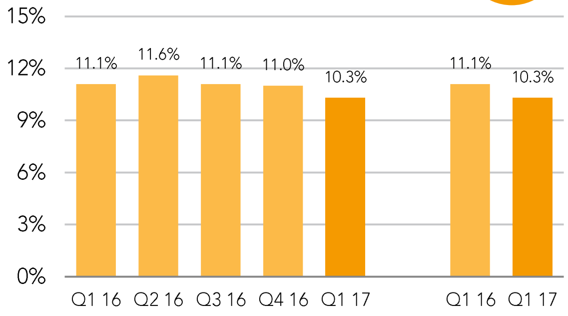
Cost of Risk

+0.1% pts



Risk Adjusted NBI-Margin

-0.8% pts

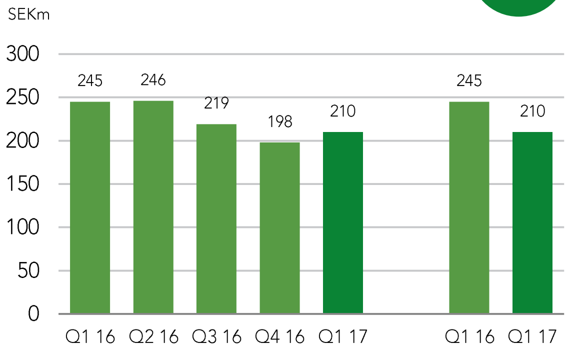


Highlights

- Strong growth of loan book with contribution from all markets
- The NBI margin drop compared to same period last year affected by yA Bank with lower margin and mix
- Cost of risk remains stable but is expected to improve going forward

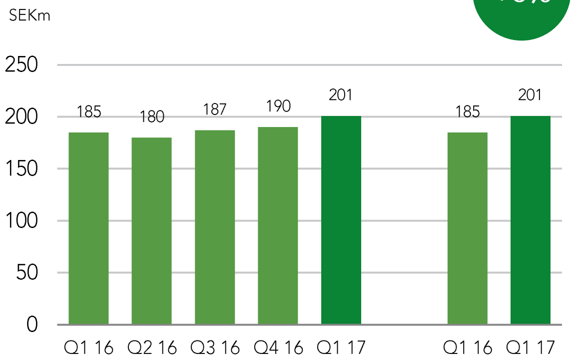
Premium Earned, net

-14%



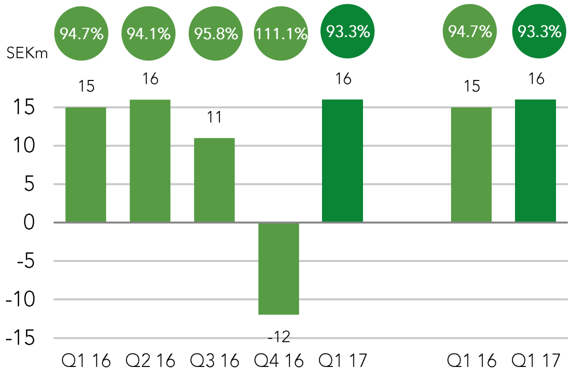
Premium Earned, net*

+8%

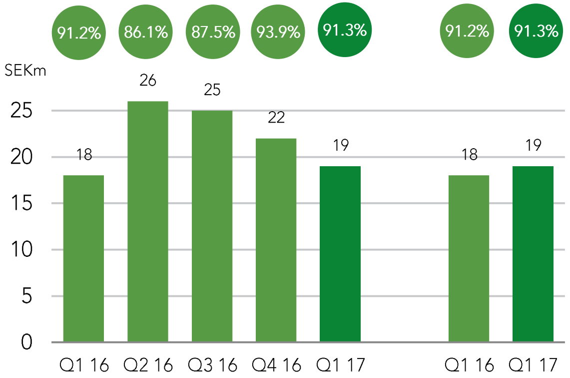


Excluding UK travel insurance business

Technical Result & Combined Ratio



Technical Result & Combined Ratio*

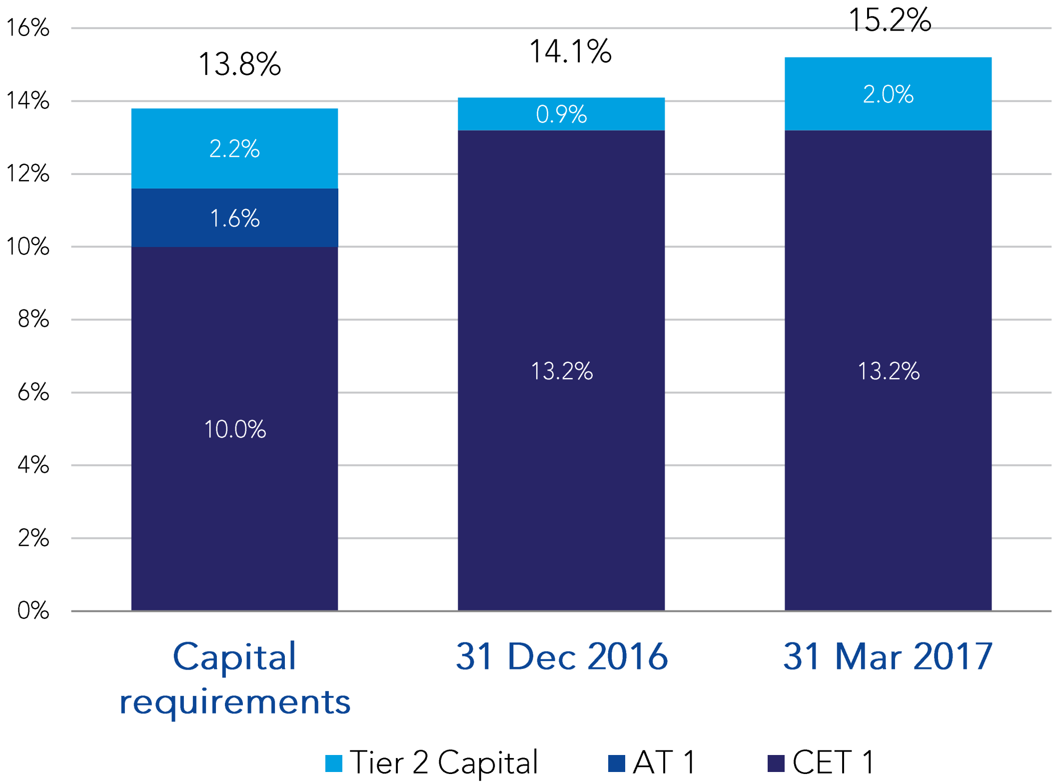


Highlights

- Excluding the discontinued UK travel insurance business, premiums are up
- Stable technical result and combined ratio

Resurs Holding

STRONG CAPITAL POSITION



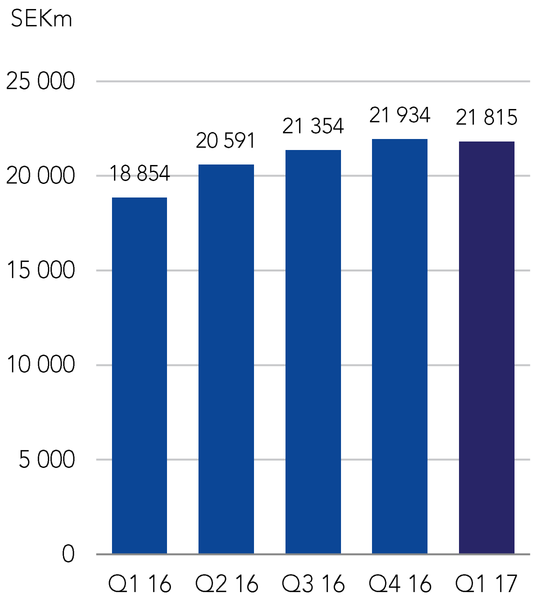
Highlights

- Strong CET1 and total capital ratios well above requirement and targets
- T2 300 SEKm issued in Q1 17

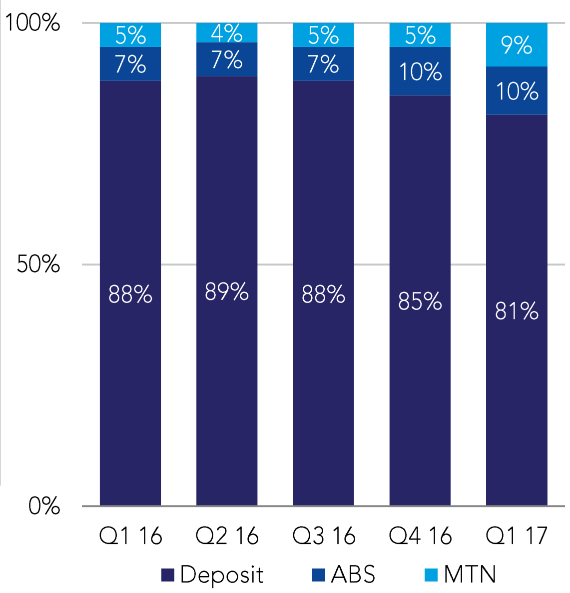
Resurs Holding

CONTINUED DIVERSIFICATION

Funding total ex. equity



Funding mix



Highlights

- Further diversification of funding with 800 SEKm issued under the MTN program

FINANCIAL TARGET PERFORMANCE

Metric	Target	Q1 17
Annual lending growth	~ 10% p.a.	16%
NBI margin, excl. Insurance	In line with recent performance (c. 13% – 15% in 2013-2015)	13.1%
C/I before credit losses excl. Insurance and adjusted for nonrecurring costs	~ 40% in the medium term	42.7%
Credit loss ratio	In line with recent performance (c. 2% – 3% in 2013-2015)	1.9%
Return on equity (RoTE) adjusted for nonrecurring costs*	~ 30% in the medium term	28.3%
Payout ratio**	> 50%	n/a
Common Equity Tier 1 ratio/ Total Capital Ratio	>12.5% CET1 14.5% Total Capital	13.2% CET1 15.2% Total Capital

** Based on Capital Employed at 12.5% CET1 Ratio*
*** SEK150m provisioned as dividend in CET1 calculation*

Resurs Holding

FOUR REASONS TO INVEST IN RESURS HOLDING

1. Strong business model with a Nordic focus and retail legacy.

The core of Resurs's business model is retail finance. Major synergies exists between the three business segments, mainly through targeted offerings to the customers in the Resurs database.

2. Continuous innovation

Innovation plays a vital role in Resurs's competitiveness. The Group continuously adds new products and services to its product portfolio to support our retail finance partners and customers.

3. Profitable growth

In Q1 2017, loans to the public grew 16 per cent and total lending amounted to SEK 21.7 billion. At the same time, Resurs's profitability improved and in Q1 2017, the return on tangible equity (ROTE) was 28.3 %*.

4. Attractive dividend yield

According to the dividend policy adopted by the Board, Resurs is to distribute at least 50 % of annual consolidated net profit over the medium term.

** Return on equity (RoTE) adjusted for nonrecurring costs. Based on Capital Employed at 12.5% CET1 Ratio*

RESURS HAS A WELL DEFINED STRATEGY FOR GROWTH

- Continue to develop existing partner collaborations
- Increased cross sales on our customer database
- Continued focus on innovation
- Adding new partners

Resurs Holding

THANKS!

Resurs Holding