Q3 2019 PRESENTATION

Resurs Holding

TODAY'S PRESENTERS

Kenneth Nilsson
Chief Executive Officer

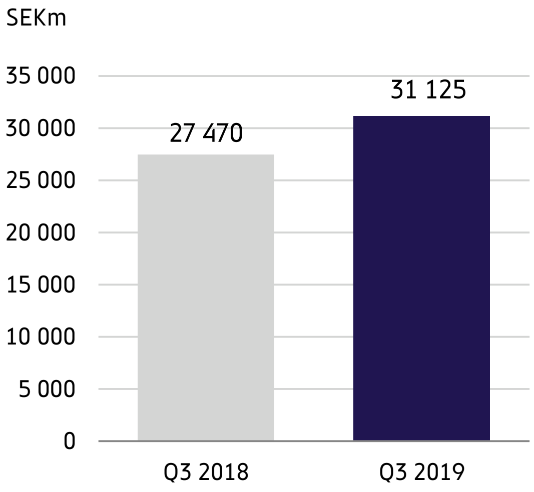
Peter Rosén
Chief Financial Officer

Resurs Holding

STRONG BUSINESS MODEL CONTINUES TO DELIVER

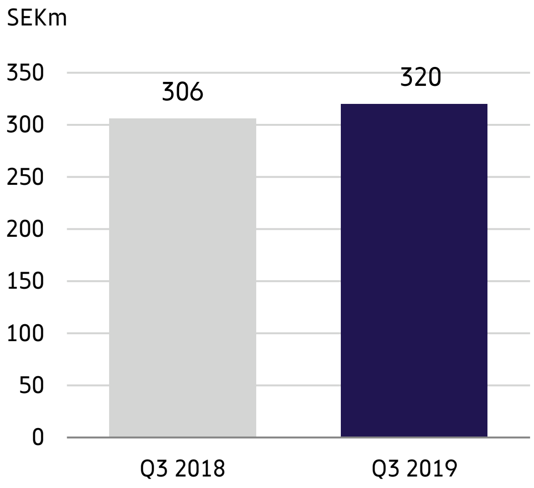
Strong lending

+13%



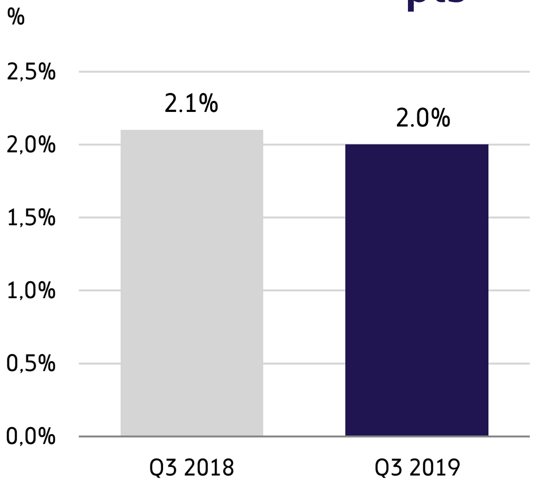
Increased net income

+5%

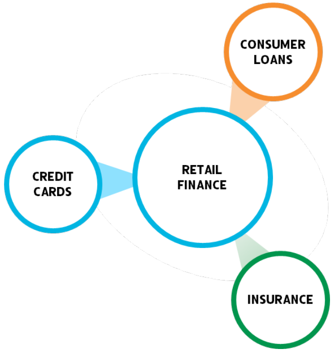


Slightly improved CoR

-0.1% pts



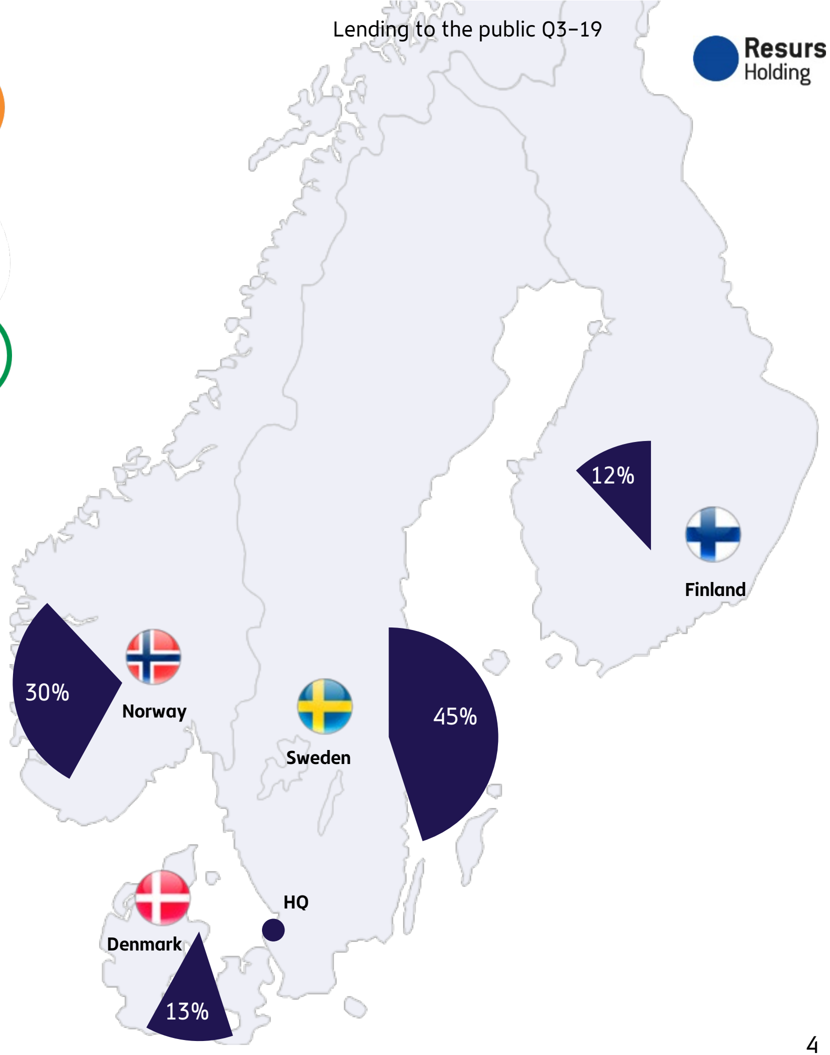
THE STRENGTH OF OUR BUSINESS MODEL



Three segments – four markets

- Presence in the Nordic market for almost 20 years and we have driven the development of the various markets for decades.
- Head office in Helsingborg, Sweden and full service offices in all of the Nordic countries.
- The Nordic countries differ in terms of dynamics and competition. We are able to handle and adapt to new regulations and situations that arise in the various markets from time to time.

Lending to the public Q3-19



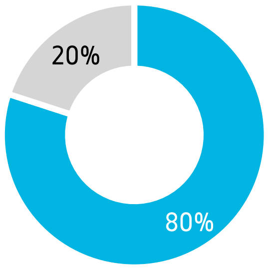
Resurs Holding

CONTINUED STRONG PROFITABLE GROWTH

Highlights

- Continued focus on developing existing partnerships driving strong growth.
- In Q3 more than 30 per cent of Resurs's retail finance sales came from e-commerce.
- Launched Merchant Portal during the quarter. It is a new service that, among other things, allows the partner to quickly and easily capture all sales statistics in real time, regardless of channel.
- Svensk Handel and a number of major players in the aftermarket for car dealerships chose Resurs as new strategic partner during the quarter, mainly because of our omni channel solution: Resurs Checkout.

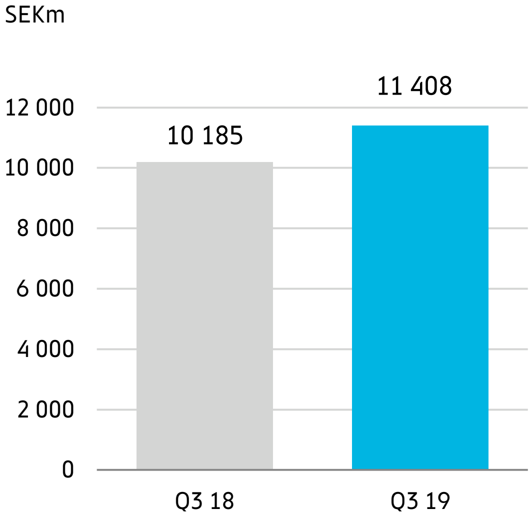
Digital application



> 80 per cent used digital application in Sweden in Q3 2019 and we see a continuous increase in all of our markets.

Strong lending growth

+12%

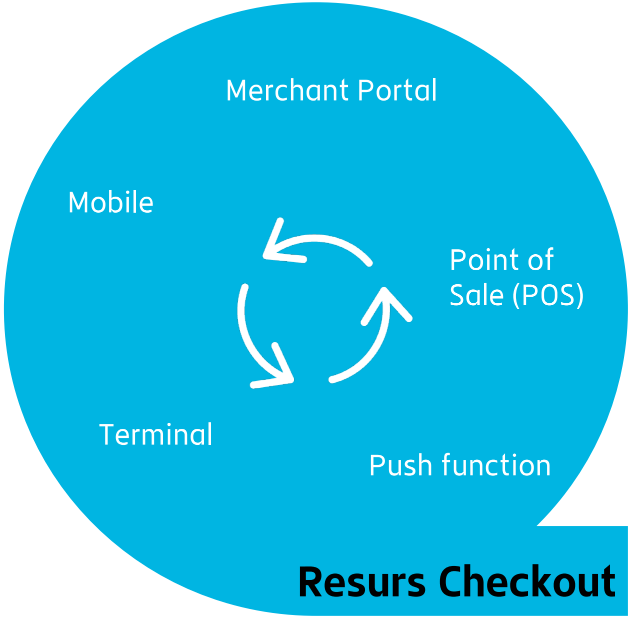


Resurs Holding

THE RETAIL INDUSTRY IS CHANGING – SO ARE WE

Resurs Checkout

- Flexibility
- Regardless of channel
- Simple administration
- One technical solution, one API

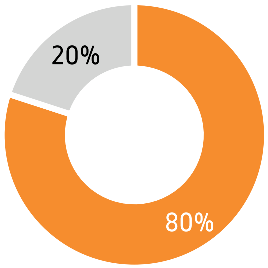


STABLE DEVELOPMENT DURING THE QUARTER

Highlights

- Continued stable loan book growth, strongest performance in absolute numbers in Sweden and strongest relative growth in Finland.
- The Norwegian market remained challenging during the quarter. For us it is a matter of designing an offering in pace with the emerging market conditions that meets both the new rules of play, and delivers customer and business value. The fundamental and governing factor for all of our decisions is always to prioritise a high credit rating over volume.
- Ticket size on average loan book increased by 15 per cent to kSEK 100 compared with Q3-18, mainly driven by implementation of credit engine. This affects the NBI margin negatively.

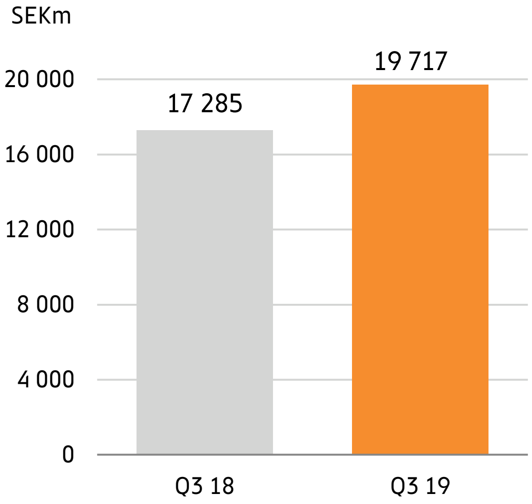
Utilising the database



> 80 per cent of sales in Q3 to existing customers in our database. Since most of our sales are to customers who are already known in our database, we can achieve higher margins because this knowledge has a positive impact on acquisition costs and credit risk.

Strong lending growth

+14%



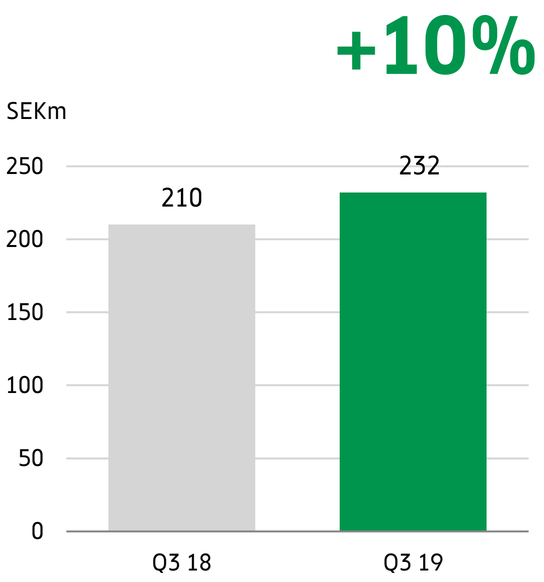
Resurs Holding

CONTINUED GROWTH IN PREMIUMS EARNED AND TECHNICAL RESULT

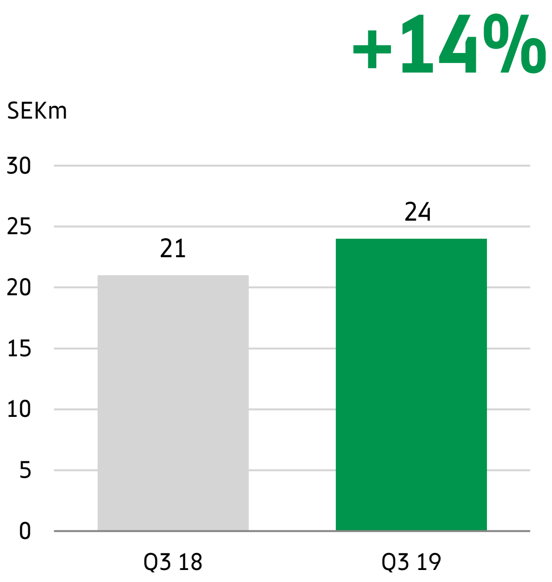
Highlights

- Premium earned net up 10 per cent compared with last year with growth within all lines of business.
- Technical result up 14 per cent compared with last year.
- Improved profitability with a Combined ratio of 90,2 % compared with 90,6 % last year.
- The segment prepared launches of the two new external partners within the business area Personal safety, that was signed in 2019.
- The segment continued to develop opportunities provided by the acquisition within car warranties made during Q2.

Premium earned net



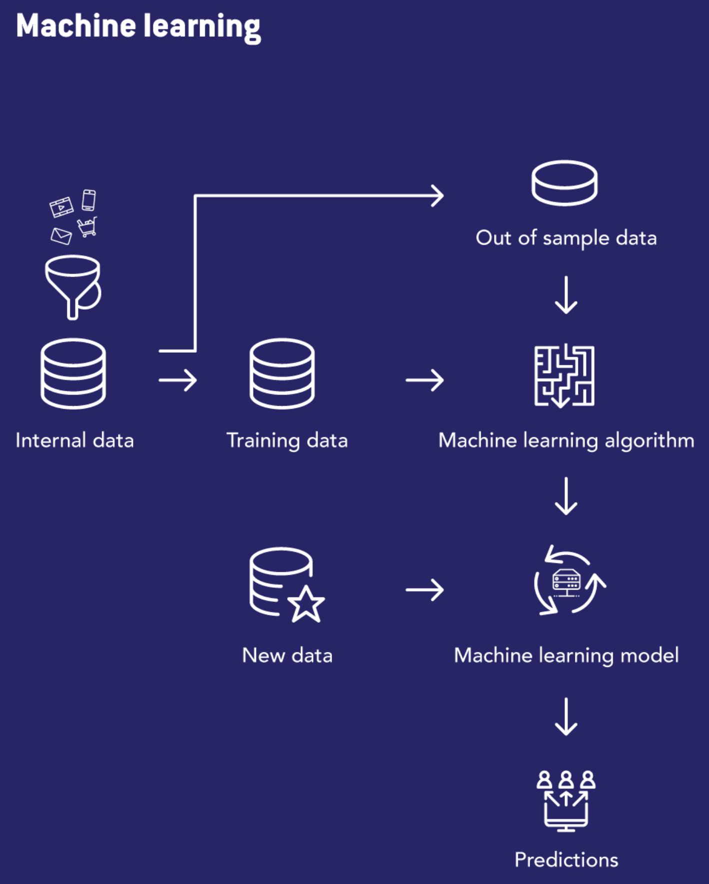
Technical result



CONTINUED DIGITISATION

Further development of AI/Machine Learning

- Over the last quarters we have strengthen sales in Supreme Card through preventing churn using machine learning. Using machine learning has proven to be 3 to 5 times more accurate than previous work processes.
- A machine learning model based on recent internal customer data has been developed in 2019 for advanced customer segmentation. This customer segmentation model gives unique and valuable insights into the behaviours of our current and future customers and it will be applied to other current machine learning models to further enhance them.
- Next step in using machine learning is the development of a price model for Consumer Loans.



Q3 IN FIGURES

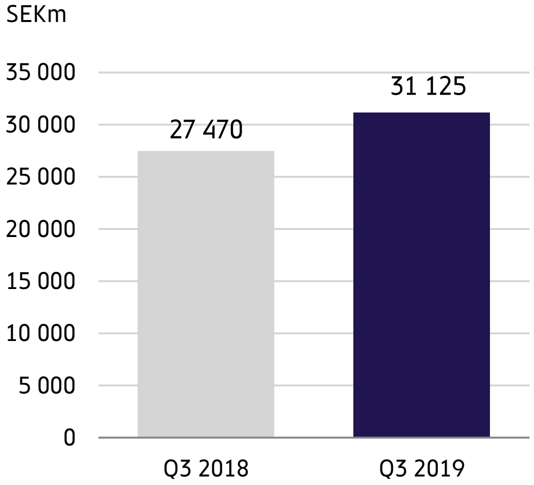
Resurs Holding

Resurs Holding

CONTINUED PROFITABLE GROWTH

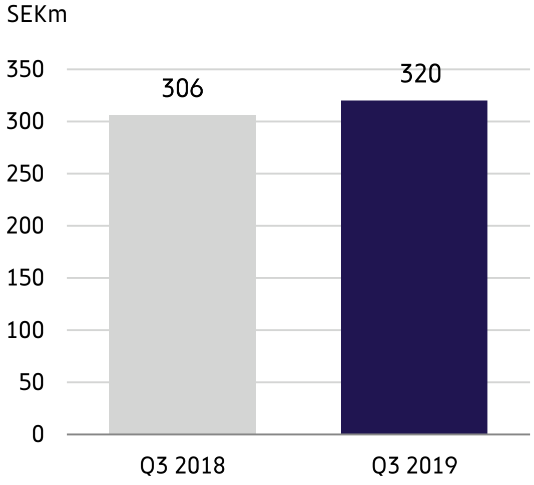
Strong lending

+13%

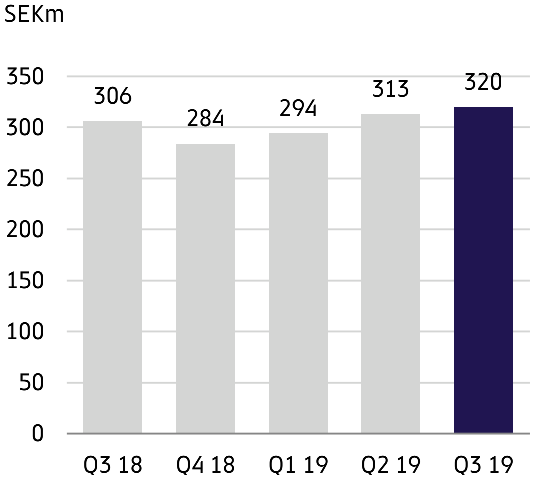


Net income

+5%



Net income



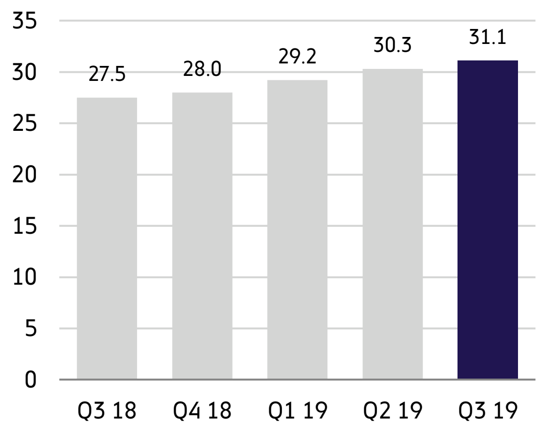
Resurs Holding

STRONG GROWTH IN BOTH SEGMENTS

Total

+13%

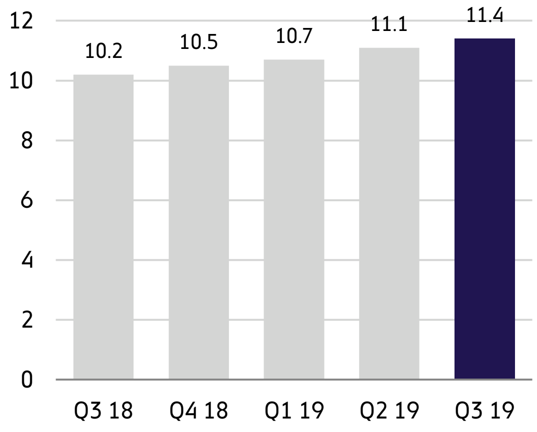
SEKbn



Payment Solutions

+12%

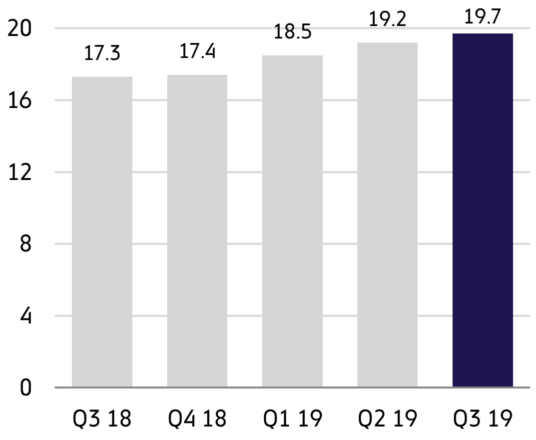
SEKbn



Consumer Loans

+14%

SEKbn

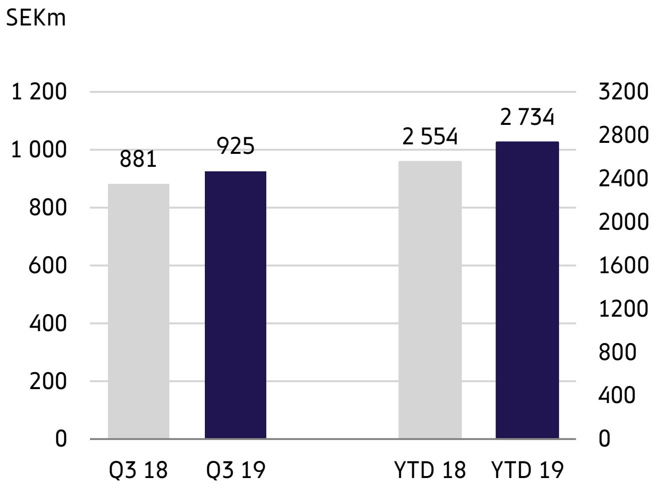


Resurs Holding

STABLE INCREASE IN OPERATING INCOME

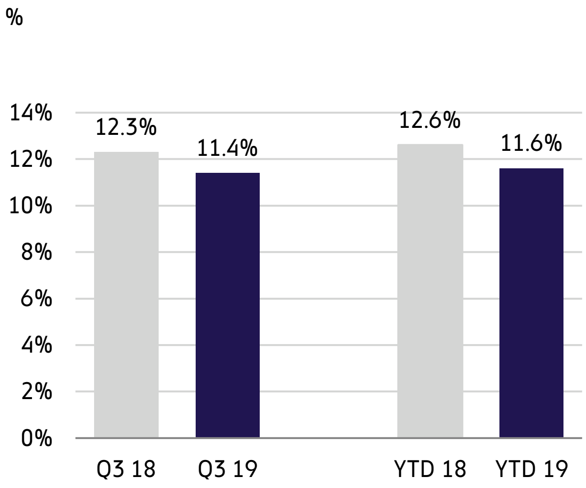
Operating income

+5%	+7%
Q3	YTD



NBI margin*

-0.9% pts	-1.0% pts
Q3	YTD



Highlights

- Stable increase in operating income.
- The NBI margin decreased compared with last year and was negatively impacted mainly by the conditions in the Norwegian Consumer Loans market but also increased ticket size and some margin pressure.

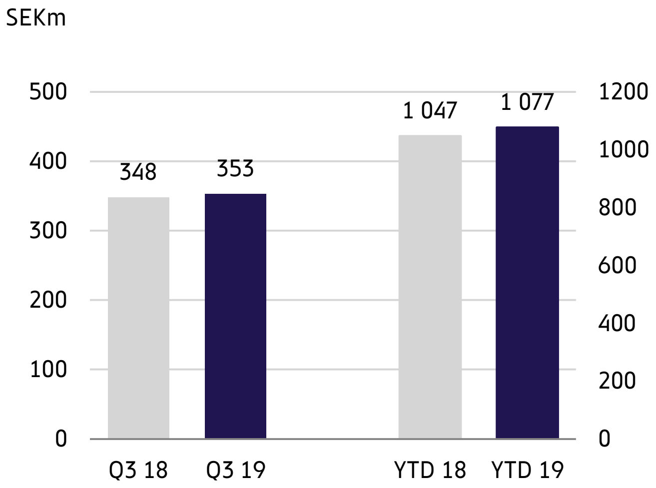
** NBI for bank calculated as Group operating income less reported insurance segment operating income*

Resurs Holding

STRONG IMPROVEMENT IN COST INCOME RATIO

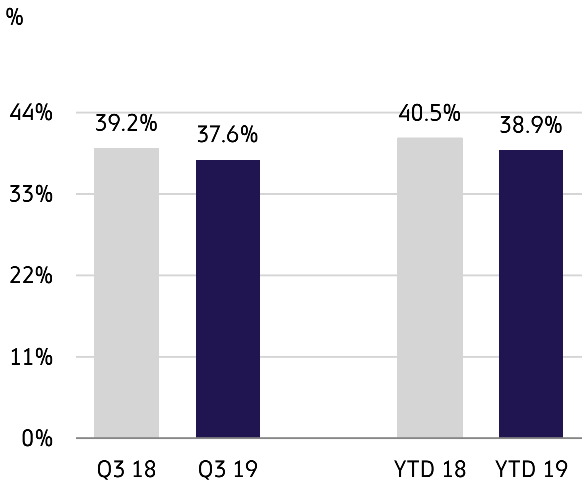
Operating Expenses

1%	+3%
Q3	YTD



Cost Income Ratio, bank

-1.6% pts	-1.6% pts
Q3	YTD



Highlights

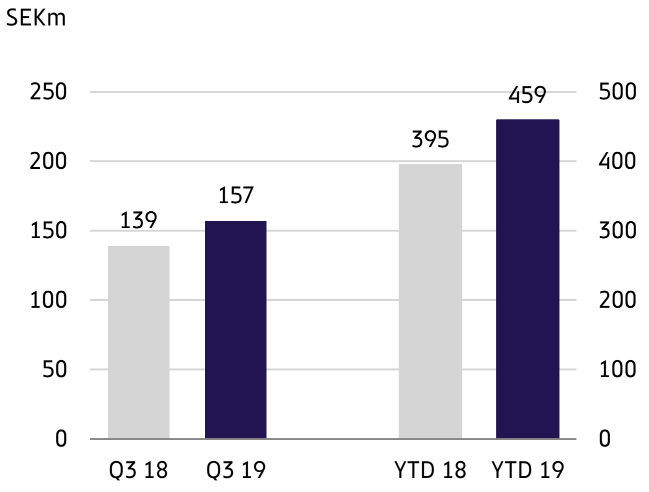
- OPEX increased slightly but with strict cost control, mainly in Norway to compensate for the lower NBI margin.
- The cost/income ratio continued to improve based on scalable business model.

Resurs Holding

STABLE COST OF RISK

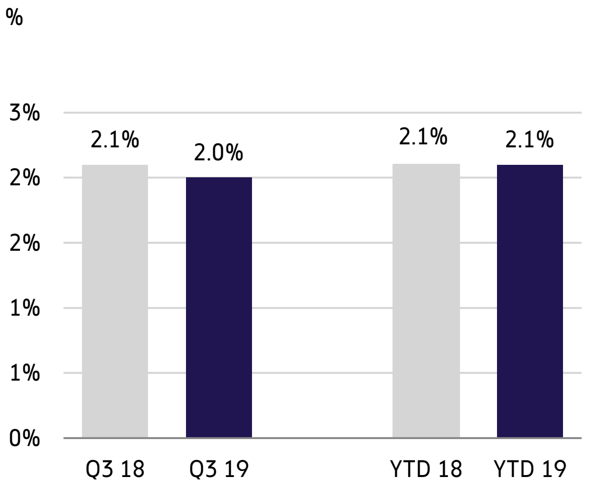
Credit Losses, Net

+13%	+16%
Q3	YTD



Cost of Risk

-0.1% pts	+0.0% pts
Q3	YTD



Highlights

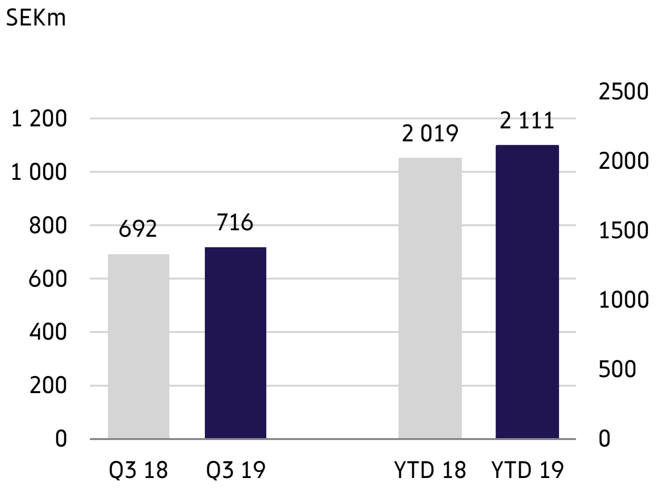
- Credit losses increased mainly following growth of the loan book.
- Stable cost of risk development.

Resurs Holding

STABLE DEVELOPMENT IN RISK ADJUSTED NBI

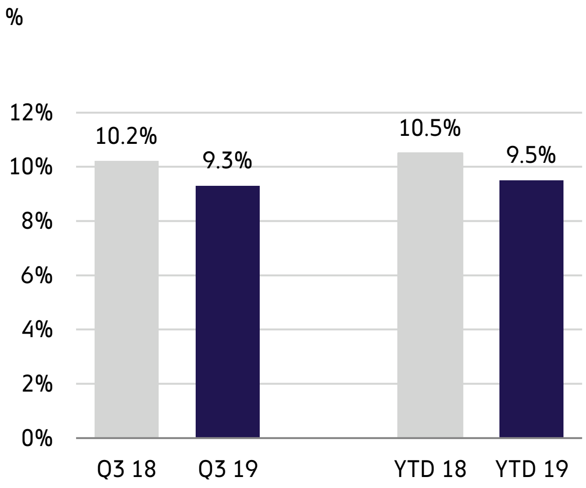
Risk adjusted NBI*

Q3	YTD
+4%	+5%



Risk adjusted NBI margin*

Q3	YTD
-0.9% pts	-1.0% pts



Highlights

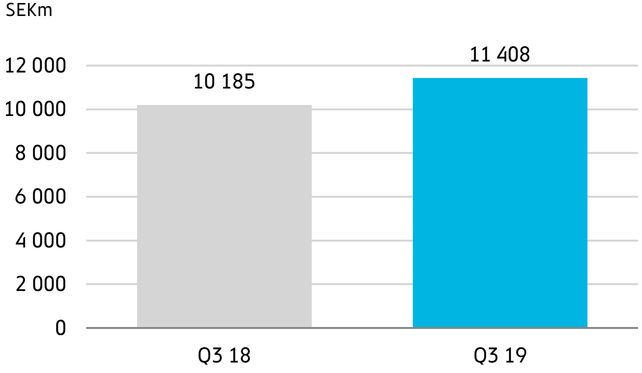
- Stable increase in risk adjusted NBI.
- The risk adjusted NBI margin was negatively impacted mainly by the conditions in the Norwegian market but also increased ticket size and some margin pressure.

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

Resurs Holding

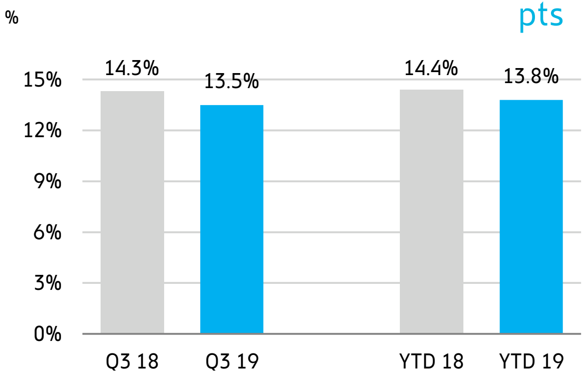
Loan Book

+12%



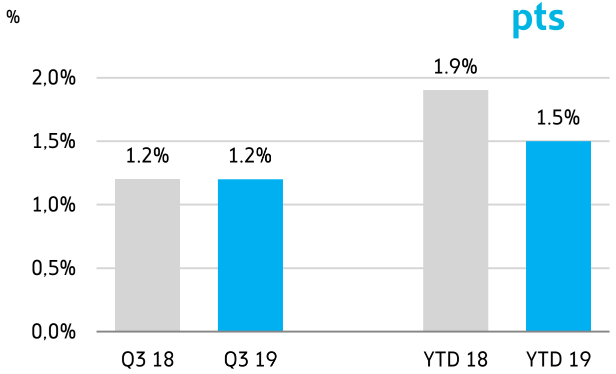
NBI margin

-0.6% pts



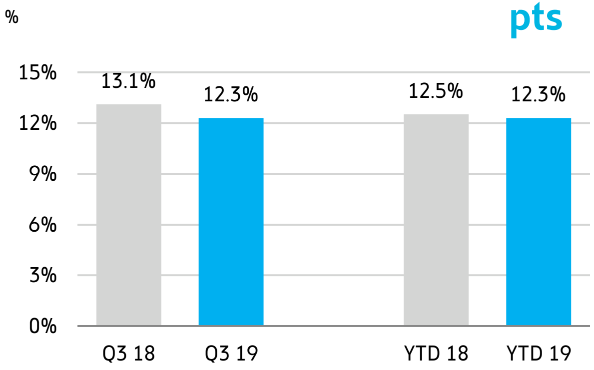
Cost of Risk

-0.4% pts



Risk Adjusted NBI margin

-0.2% pts



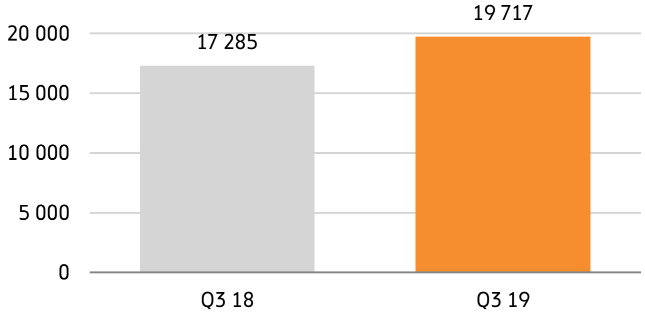
Highlights

- Strong lending growth mainly driven by existing retail partners.
- Lower NBI margin following strong growth by retailers with lower margins.
- Improved CoR compared with YTD last year following better underlying credit quality.
- Overall somewhat lower risk adjusted NBI margin.

Loan Book

+14%

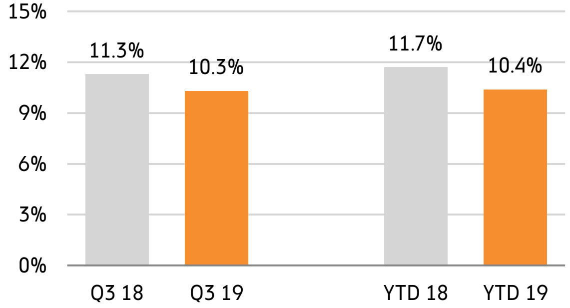
SEKm



NBI margin

-1.3% pts

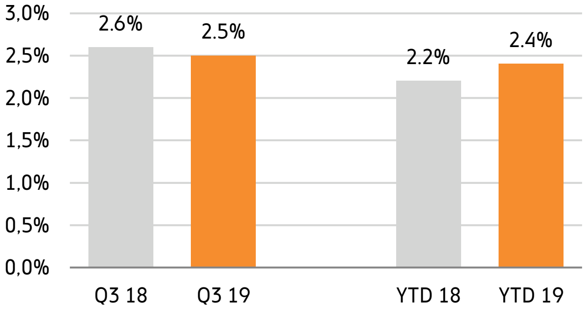
%



Cost of Risk

+0.2% pts

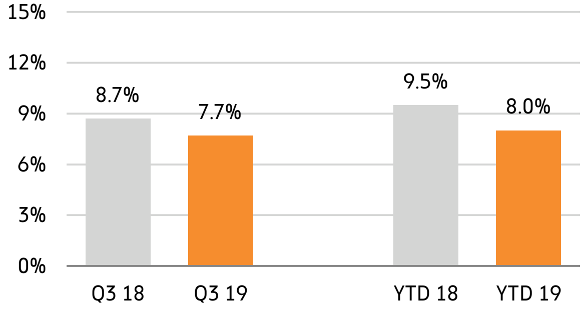
%



Risk Adjusted NBI margin

-1.5% pts

%



Highlights

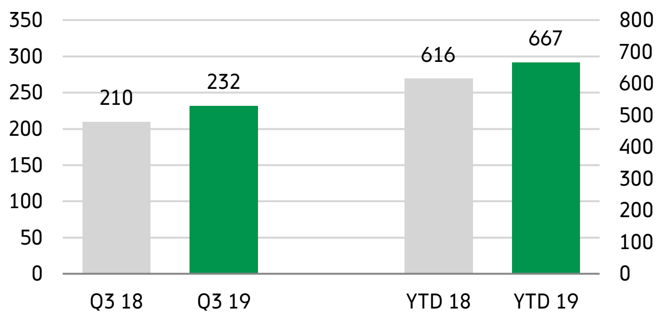
- Continued healthy growth with strongest performance in absolute numbers in Sweden and strongest relative growth in Finland.
- The NBI margin decreased and was mainly negatively impacted by theconditions in the Norwegian Consumer Loans market but also increased ticket size and some margin pressure.
- Stable CoR compared with Q3-18 and somewhat increased compared with YTD-18 following higher debt collection transfers in the Norwegian market.
- Overall lower risk adjusted NBI margin.

Resurs Holding

Premium Earned, net

+8%

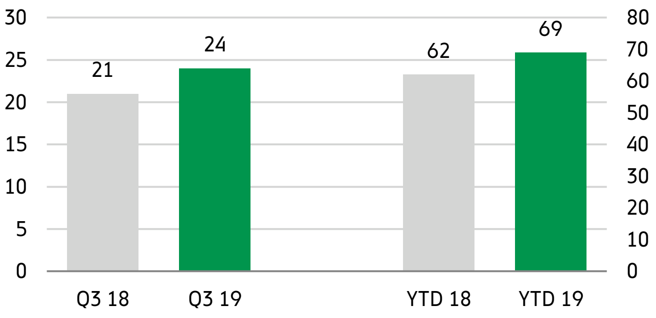
SEKm



Technical Result

+12%

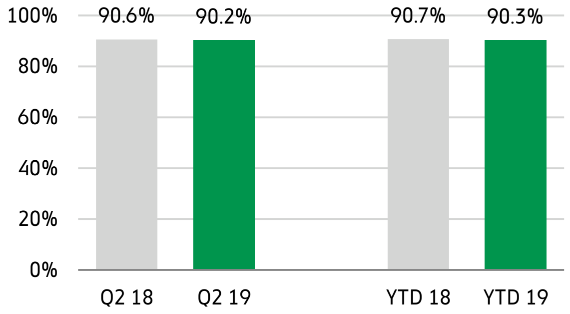
SEKm



Combined ratio

-0.4% pts

%

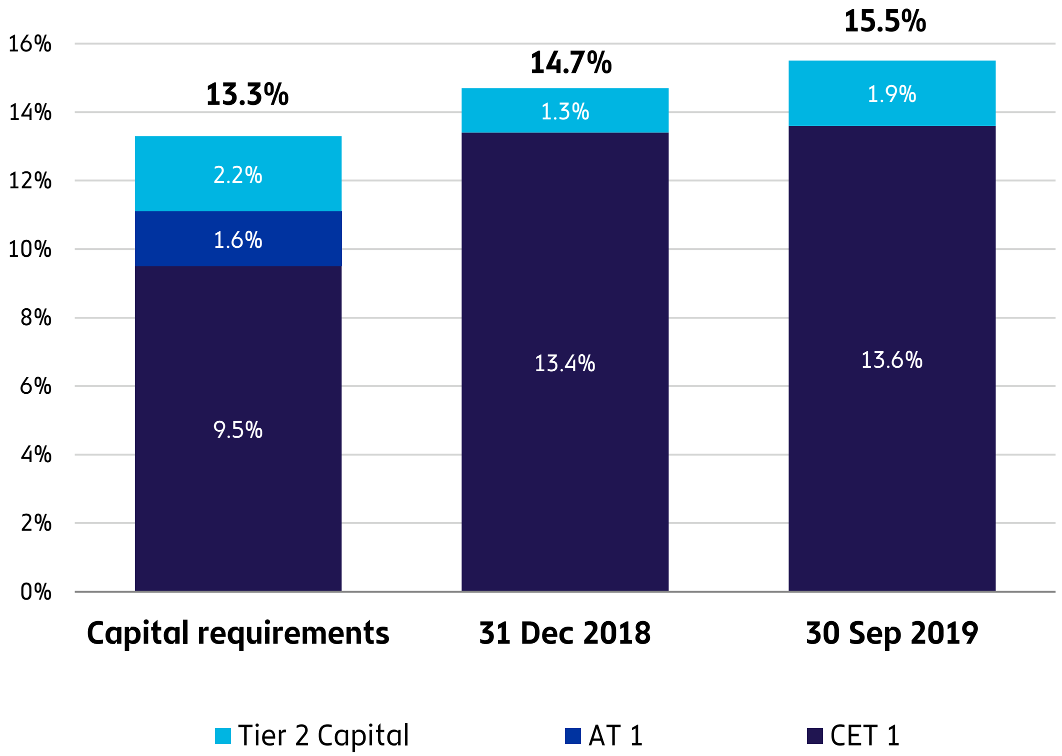


Highlights

- Premium earned, net up 8 per cent compared with last year.
- Strong increase in technical result up 12 per cent compared with last year.
- Improved combined ratio.

Resurs Holding

STRONG CAPITAL POSITION



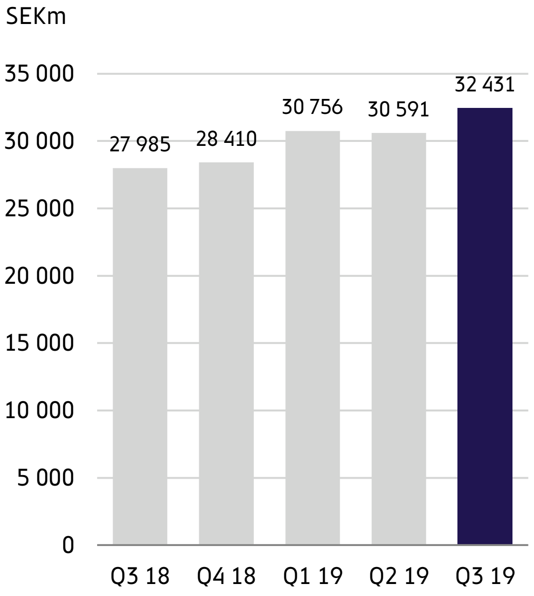
Highlights

- Strong CET1 and total capital ratios well above requirement and targets.

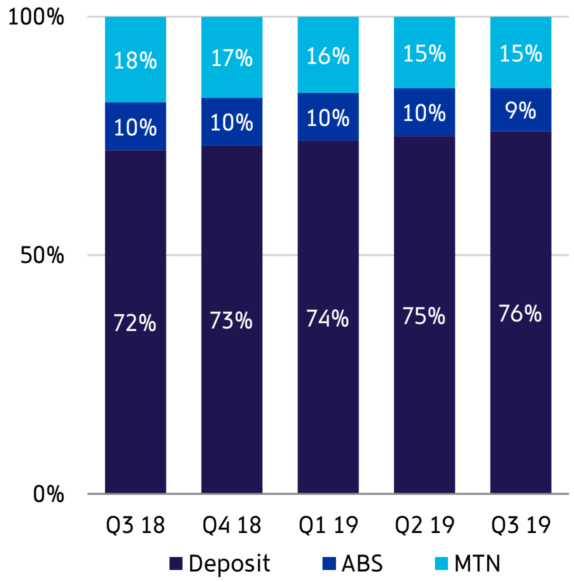
Resurs Holding

CONTINUED DIVERSIFICATION

Funding total ex. equity



Funding mix



Highlights

- Further diversification of funding in the last twelve months with SEK 1,600 million issued under the MTN program.

Resurs Holding

FINANCIAL TARGET PERFORMANCE

Metric	Target	Jan-Sep 2019
Annual lending growth	> 10% p.a.	13%
Risk adjusted NBI margin	In line with recent performance (c. 10% – 12%)	9.5%
C/I before credit losses excl. Insurance and adjusted for nonrecurring costs	< 40% in the medium term	38.9%
Return on equity (RoTE) adjusted for nonrecurring costs*	~ 30% in the medium term	34.9%
Payout ratio	> 50%	n/a
Common Equity Tier 1 ratio/ Total Capital Ratio	>11.5% CET1 >14.0% Total Capital	13.6% CET1 15.5% Total Capital

**Based on Capital Employed at the boards target CET1 Ratio*

THANK YOU!

Resurs
Holding