

SaveLend Group presents new financial targets – aims to achieve a revenue of at least MSEK 450 by 2027

The board of SaveLend Group AB ("SaveLend Group" or "The company") has today updated the growth strategy and adopted new financial goals for the group until 2027. By 2027, the company aims to have a net revenue exceeding MSEK 450 with an EBIT margin of at least 27%.

SaveLend Group is a FinTech company with two proprietary platforms, the savings platform SaveLend and the billing platform Billecta. SaveLend was launched in 2014 with the vision of becoming the natural savings platform for the interest investment class, aiming to deliver positive yields to all investors under all market conditions. On the savings platform, individuals and companies have the opportunity to invest in various types of credit with varying durations, interest rates, and risk levels. Since 2014, Billecta has provided a system solution that automates the entire invoice flow – from creation of invoices to reconciliation of incoming payments and accounting, including any debt collection management. Billecta's solution integrates with all types of modern systems, including business, order management, CRM, time reporting, and accounting systems.

Recent times have once again demonstrated the importance of private savings, and savers are seeking a broader range of interest-bearing savings. This is shown by the high level of interest in SaveLend Group's recent launch of project financing and the number of expressions of interest for the upcoming fixed-interest account. The company also sees continued strong interest in the billing platform, as more and more companies are reviewing their routines and seeking efficiencies in times like these. Based on this, SaveLend Group's board has adopted an updated growth strategy for 2024-2027, along with associated financial targets and dividend policy.

Key points in SaveLend Group's growth strategy for 2024-2027:

- Continue to improve our savings offering by providing a wider product portfolio, thereby increasing our addressable market, like through project financing and the fixed-interest account.
- Continue to establish more partnerships with originators to increase diversification for investors on the savings platform.
- Continue the initiative to make the billing platform Billecta an autonomous operation within SaveLend Group with its own growth agenda, which will lead to increased focus on selected customer segments and thereby continued volume and margin growth.
- Improve the operating margin through margin effects on increased volume and a strategy based on high cost control with Sweden as the core market.

The board of SaveLend Group has set the following financial targets for the year 2027:

Net revenue - at least MSEK 450

The company aims for a high revenue increase in the coming years, primarily driven by organic growth. By 2027, net revenue should amount to at least MSEK 450, of which the savings platform should account for MSEK 325 and the billing platform for MSEK 125.

Profitability - 27% EBIT Margin

It is important for the Company to maintain high organic growth while ensuring profitability. Therefore, the EBIT margin for each segment should exceed 27%.

The board of SaveLend Group has adopted the following dividend policy:

The dividend from the 2024 results should amount to 30-70% of the group's net profit after tax. The board will consider several factors when proposing the dividend level, including legal requirements, the group's expansion opportunities, its financial position, and other investment needs.

Ludwig Pettersson, the CEO, comments: "Since we last presented our financial goals, which we expect to achieve, we have gone through several crises in the world; pandemic, war in our vicinity, inflation with sharply raised interest rates, and a troubled real estate market as a result. This has meant that we've had to rethink and restructure, resulting in better cost control and a more focused operation. During Q4 2023, we made some changes to prepare ourselves to look towards 2027 and achieve our new financial targets. The basis for these changes is that we will focus more clearly on our Swedish home market. This is to enable us to work with even greater focus on achieving our goals, for both our customers and for our shareholders.

Our investments in the business over the past few years are ready to be harvested. As we now lean more forward and focus even more on sales, as well as trust that our platforms will scale, it will be clearly reflected in the income statement and thus create conditions for returning value to our shareholders. Our ambition is to distribute capital to our shareholders on a quarterly basis."

The company will publish a Q&A on Quartr in January regarding the new financial targets. You are welcome to send your questions to investor@savelend.se by January 5th at the latest.

For further information:

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About SaveLend Group:

SaveLend Group AB, 559093-5176, is a fintech company with approximately 75 employees and offices in Sweden, Finland and Poland. The business is based on the savings platform SaveLend and the billing platform Billecta.

The savings platform makes it possible for savers to get yield through saving in credits, such as SME, real estate, consumer credit and factoring in both SEK and EUR. The billing platform consists of a complete billing system containing, among other things, accounts receivable, notification and financing solutions.

This information is information that SaveLend Group AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 2023-12-22 08:28 CET.

Attachments

[SaveLend Group presents new financial targets – aims to achieve a revenue of at least MSEK 450 by 2027](#)