



SaveLend

Group

INTERIM REPORT

Q3 2021

PUSH FOR CHANGE.

PUSHING THE CHANGE TOWARDS AN OPEN ECONOMY BY
OFFERING A RECEIVABLES INVESTMENT PLATFORM FOR
COMPANIES, INVESTORS AND LENDERS ALIKE.

Summary

Q3 - 1 July – 30 September 2021

Amounts in parentheses refer to the same period the previous year.

- Net revenue for the period was MSEK 23.6 (14.8), a 59% increase
- Adjusted EBITDA totaled MSEK -0.1 (1.0). Items affecting comparability¹ impacted profit/loss by MSEK 1.2
- EBITDA was MSEK -1.3 (1.0)
- EBIT was MSEK -3.3 (-0.8)
- Net result was MSEK -3.4 (-0.9)
- Earnings per share before dilution were SEK -0.08 (-0.27)

Period - 1 January – 30 September 2021

Amounts in parenthesis refer to the same period the previous year.

- Net revenue for the period was MSEK 63.8 (39.0), a 64% increase
- Adjusted EBITDA totaled MSEK -2.9 (-4.1). Items affecting comparability¹ impacted profit/loss by MSEK 9.9
- EBITDA totaled MSEK -12.8 (-4.1)
- EBIT was MSEK -18.8 (-9.2)
- Net result was MSEK -19.4 (-9.5)
- Earnings per share before dilution were SEK -0.94 (-2.77).

MSEK 23.6
(MSEK 14.8)

Net revenue

MSEK 415
(MSEK 230)

Capital on the investment platform

8.92%
Target return 7-9%

Average yield on invested capital for private investors, 12 months

Events in the quarter 1 July – 30 September 2021

- Acquisition of P2P pioneer Fixura AB Oy for a purchase price of approximately MSEK 25. Fixura is expected to show revenues exceeding MSEK 20 and contribute positively to group EBITDA during 2022.
- Announced new financial targets and dividend policy with an average annual organic growth of 25% or more, and net revenue not less than MSEK 300 by 2025 including acquisitions and with 25% adjusted EBITDA margin. For dividends, the target is these to be 30 - 50% of group profit after tax starting 2023.
- Concluded a partnership agreement with Bruk Financial Services Oy. This partnership provides a distribution channel for factoring and broking capital in the Finnish market. This is expected to generate MSEK 10 in revenue to the group for 2022.
- Expanded collaboration with Maiden General Försäkrings AB into the Finnish market which is expected to generate more than MSEK 1.5 in revenue for Sweden and Finland combined in 2022.
- Initiated partnership with event business Trippus for billing. The partnership is expected to generate over 100,000 invoices annually and MSEK 1 in revenue after implementation and the start-up phase.
- Carl-Richard Häggman left the SaveLend Group board of directors due to changed circumstances related to his employment situation.

Events after the period

- SaveLend Group concluded the acquisition of the Finnish P2P pioneer Fixura Ab Oy.
- Direct bank payments were launched on the investment platform through Trustly.

¹ See note 6 for items affecting comparability in each period respectively.

1 | EVENTS DURING THE PERIOD

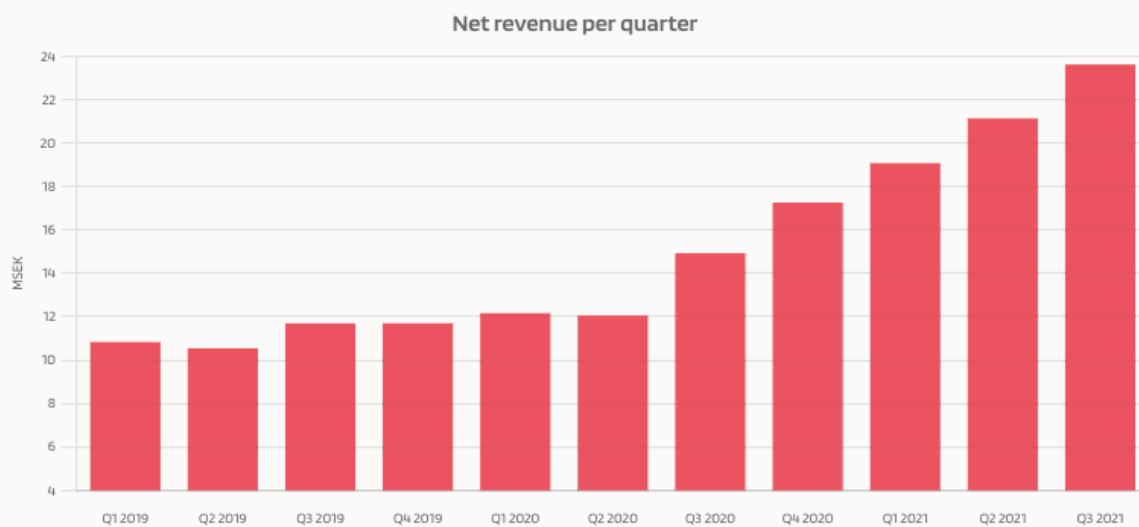
Key ratios in brief

Amounts in this interim report are presented in KSEK, unless otherwise specified.

GROUP TOTAL	Q3 2021	Q3 2020	Δ	Q2 2021	Δ	Q1-Q3 2021	Q1-Q4 2020
Net revenue	23,618	14,808	59%	21,136	12%	63,826	56,213
Adjusted EBITDA ²	-54	959	-106%	-2,134	97%	-2,892	-7,127
EBITDA	-1,259	959	-231%	-10,800	88%	-12,763	-7,127
Adjusted EBIT ²	-2,068	-789	-162%	-4,185	51%	-8,879	-14,044
EBIT	-3,273	-789	-315%	-12,851	75%	-18,750	-14,044
Total shares at period-end	44,726,263	3,456,933		44,726,263		44,726,263	3,456,933
Earnings per share (before dilution) (SEK)	-0.08	-0.27	70%	-0.46	82%	-0.94	-4.23
Equity/assets ratio (%)	32%	33%	-1%	34%	-2%	32%	33%
Equity	71,478	45,912	56%	74,961	-5%	71,478	40,498
Cash and cash equivalents	29,010	7,685	277%	43,201	-33%	29,010	4,208

Key ratio definitions presented on page 25.

² See note 6 for adjusted key ratios.



Growth strategy, financial targets, and dividend policy

Key features of the SaveLend Group growth strategy 2022–2025:

- Establish partnerships with third parties to increase diversification and investment rate for investors on the investment platform.
- Investment in sales and delivery capacity to acquire and manage future volume growth.
- Expand beyond the company home markets and establish operations in additional European countries.
- Identify and implement strategic acquisitions that can be integrated into existing technology, and which supplement the organic growth.
- Organic growth shall be financed through internally generated funding. Acquisitions shall be financed through internally generated funding, borrowing or through directed share issues.

The SaveLend Group board of directors has adopted the following financial targets for 2025:

Net revenue not less than MSEK 300

The company strives to achieve high revenue growth in coming years driven by organic growth combined with acquisitions. The company ambition is to achieve average annual organic growth of not less than 25%, and net revenue not less than MSEK 300 by 2025.

Profitability – 25% adjusted EBITDA margin

The company's target is to achieve an adjusted EBITDA margin of 25% by 2025.

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

Dividend policy

The company target is to issue dividends up to 30 - 50% of group profit after tax starting 2023. The board of directors will consider several factors when proposing dividend levels, including legal requirements, expansion opportunities for the group, its financial position, and other investment requirements.

CEO comments

Another record quarter behind us

Our third quarter was filled with high energy and a strong focus on operations. We have good momentum as we now lay another record quarter behind us. We exceeded previous highs for revenues, capital on the platform, and total processed billing transactions. We also see continuing strong interest from investors wanting to become shareholders and from shareholders interested in investing. I see this as a solid measure of quality, showing strong confidence in SaveLend Group.

Q3 revenues totaled MSEK 23.6, while adjusted EBITDA was MSEK -0.1. Capital on the investment platform totaled MSEK 415 for an increase of 80% YoY, and 11% QoQ. Our private investors on the platform have had an average annual yield of 8.92%, which is within the range of our announced targets. Total billing transactions grew somewhat over expectations exceeding 870,000 for the quarter - another record after adjusting for one-off invoices (which are non-recurrent and have little or no margin) as reported last quarter. Billing transactions thereby increased 172% year-over-year, and 7% quarter-on-quarter.

Financial targets 2025

Our previous financial target was for 25% organic annual growth, which we have exceeded by good margin. We have therefore communicated our new financial targets for 2025, adding a measure for profitability.

- Net revenue not less than MSEK 300
- An adjusted EBITDA margin of 25%

Achieving our growth plans for 2022 will demand continued investment in growth, in Sweden and our added markets. Our financial targets are ambitious though fully realistic, and we already see the results in our Swedish operations.

Swedish operations will show positive contribution to group adjusted EBITDA in 2022. Worth stating here about our strategy is that the company will avoid credit exposure on the balance sheet, which we already do for the most part.

High investment rates

As I stated in the previous report, one of our targets was to raise the investment rate for our private investors. And we did deliver on this. This was 90% on average at the period-end, an increase of nearly 10% over the previous quarter. Over time we will have certain liquidity requirements on the platform to enable broking investments, but the larger we become, we will be able to stabilize the investment rate.

Acquisitions and partnerships in Finland

Finland is a high priority market for us where we have made strong strides in entering our eastern neighbor's market. In addition to the announced partnerships, we also completed the acquisition of Nordic P2P pioneer Fixura. The background and logic for this acquisition is based on several factors. These include customer and transaction data, highly reputable brand, and an experienced team in a well-functioning organization. My assessment with Fixura is we save at least two years in entering the market, while we acquire highly valuable credit assessment information that creates even better opportunities for our growing numbers of investors to continue earning good yields. This competent team will be led by our county manager Miika Engström. Miika previously led Fixura as CEO and is therefore fully familiar with their operations, and he has a clear vision for how we can integrate the acquisition and ensure its success.

We are looking for acquisitions that can be integrated into our existing technology or those that add something new. In this case, we will migrate to our investment platform and expose investors to our SaveLend brand while we keep the Fixura brand for credit broking activities.

Continued investment in growth

Keeping our strategic course, we will continue to add to our sales organization. We have the benefit of significant market interest, mostly relating to our billing platform, and we need to prioritize and recruit to ensure that we can meet the demand. Recruitment will ensue going forward and we will prioritize growth investment above short-term profitability. We are currently seeking sellers, system and front-end developers, and we welcome applications and recommendations.

We'll close the fourth quarter strongly

To conclude, I can mention that I have undergone chemotherapy and surgery for my cancer and the medical assessment is I will be fully recovered by the New Year! I am convinced that next year will be the most exciting so far in the history of SaveLend Group. Before then, we will ensure a strong conclusion to Q4 where we see that our new originators are offering new investment opportunities, Fixura begins to deliver to the group, and we complete the final stage of upgrading our billing platform. So there it is, another record quarter and a solid foundation for 2022.



A handwritten signature in black ink, appearing to read 'Ludwig Pettersson'. The signature is fluid and stylized, with a prominent loop at the end.

Ludwig Pettersson
Chief Executive Officer

Events during the quarter

The first full quarter as a company listed on Nasdaq First North was very eventful for SaveLend Group. After a spring filled with the listing process occupying significant resources, the company has now been able to concentrate entirely on running operations to achieve the announced targets – which has brought results. In Q3, SaveLend Group established several important partnerships, further deepened existing partnerships, and conducted a strategically important acquisition. Primary focus was on expansion of the prioritized Finnish market, and on delivering the investment level and diversification that investors were promised in the listing process.

Growth during the period

Capital on the investment platform continued to grow during the quarter to over MSEK 415 as of 30 September, an increase of 80% over the previous year and 11% QoQ. Broking volumes shown in the graph, that is, capital from the investment platform invested in loan notes, totaled MSEK 135.9 for an increase of 60% YoY. In total, 906 new private investors were welcomed to the investment platform in the quarter. This represents about 40% of the total new investors the company added in the previous quarter. But this was also entirely in line with SaveLend Group corporate strategy, as the company reduced marketing investment in attracting new investors during this period to ensure a balance between added capital and investment opportunities.

Of this capital from private investors, an average 90% was invested at the end of the reporting period – a nearly 10% improvement over the previous quarter's period-end – which the company has actively worked to improve this third quarter. Yield on invested capital for this customer group was 8.92% over the last 12 months. Average revenue for SaveLend Group per deposited Swedish krona on the investment platform at the period-end was SEK 0.15 (0.16).

The total billing transactions increased 172% YoY, and 7% QoQ. Over 870,000 billing transactions were processed in the quarter, compared to more than 810,000 the previous period (after deducting the 335,000 invoices that were one-off during Q2).

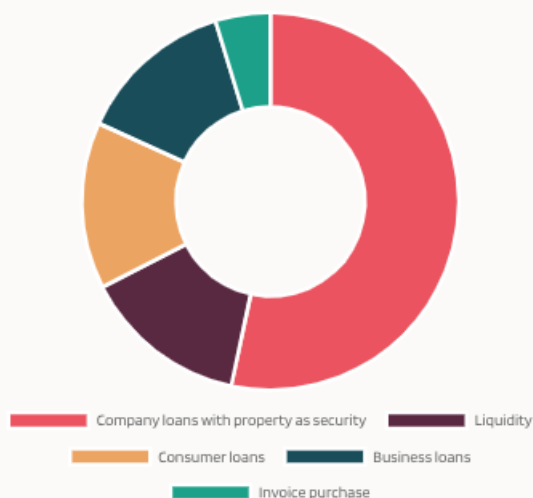
Average revenue per processed billing transaction was SEK 6.4 (compared to SEK 6.2 the previous quarter, after adjusting for the non-recurring transactions with little or no margin). One-off invoices from the previous quarter were delayed invoices related to transition to the company billing platform. Double periods were thereby billed at the first billing date, which generated a large number of one-off invoices.

Entering and expanding in Finland

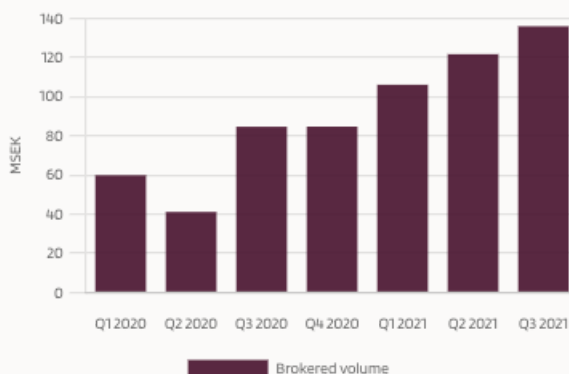
The third quarter saw the company largely concentrate on entering and expanding in Finland. The Finnish market is central to SaveLend Group, which is largely due to their being a member of the eurozone. The necessary requirements for integrating company technology to that market therefore lays the foundation for further expansion throughout the euro area. More than technology, the possibility to invest in euro also opens doors for SaveLend Group to attract additional European investors. Exposure in euro that is financed by Swedish kronor will initially cause currency effects for SaveLend Group, though this will be mitigated over time when capital on the platform also includes euro.

In establishing partnership agreements and acquisitions, the company has ensured swift entry to the Finnish market during the quarter. The expanded collaboration with insurance business Maiden General Försäkrings AB, which now includes the Finnish market, is expected to generate MSEK 1.5 in revenue for Sweden and Finland combined in 2022. The partnership agreement entered with the Finnish Bruk Financial Oy regarding factoring is estimated to bring in MSEK 10 in revenue during 2022. The quarter then ended with the strategically significant acquisition of P2P pioneer Fixura, as announced 20 September 2021. With the Fixura acquisition, SaveLend Group estimates having saved two years in effort to become established in the Finnish market. Using their ongoing operations, the group gains an immediate contribution to group revenues and important data and skills. Fixura is expected to show revenues exceeding MSEK 20 and contribute positively to group EBITDA during 2022.

Investment platform exposure as of 30 september



Brokered volume



Events during the quarter (cont.)

Increased investment rate

The Q2 interim report detailed the challenges the company faced due to increasing volumes that were primarily linked to activation of significant volumes of capital inflows over a shorter period. Investors on the investment platform have also felt the resulting decline in the investment rate this has caused. One of the promises SaveLend Group made to investors was therefore to take action on improving the investment rate on the investment platform. Peer-to-peer models require a balance between credits and available capital. With the marketing activities during the spring and summer, and the attention focused on the company for the listing, the number of investors on the platform increased quickly. This led to a temporary excess of capital deposited on the platform in relation to the credit available for broking, which resulted in a generally lower investment rate for all investors. During Q3 the company concentrated considerable effort on increasing the investment rate, which averaged 90% at the period-end. These efforts to ensure a continued higher investment rate will be maintained, though as the operations expand, the investment rate should stabilize over time.

Broader diversification

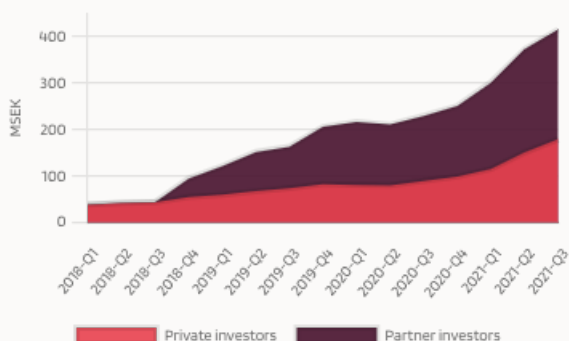
Another key to operations at SaveLend Group is continuing to ensure diversified investment alternatives in our offering at SaveLend.se.

The company continually works actively for this including during the quarter. Therefore, in the third quarter this primarily involved adding Finnish loan notes to the mix. Currently, these are processed in Swedish kronor in the investment platform, though when euro accounts are launched, investors will have the opportunity to invest in euro. The company also has an active pilot project for adding functionality for investing in other currencies which is planned for larger scale launch next quarter. SaveLend Group's assessment is that the activities conducted during Q3 have largely laid the foundation for the company's continued expansion into Europe.

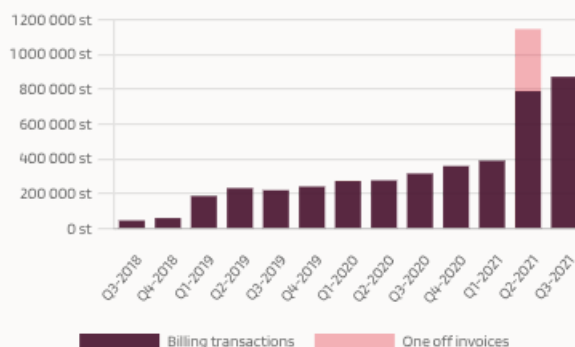
Continued focus on scalability

As previously announced, scalability for the platforms is central to enabling SaveLend Group to expand as planned. During the quarter, the company took further steps in the process of updating the billing platform so now only the final stage remains. We expect this work will be finalized by late January. The significantly greater volumes we faced this year in all business areas were well managed by the company systems. Platforms were also adapted to match the markets.

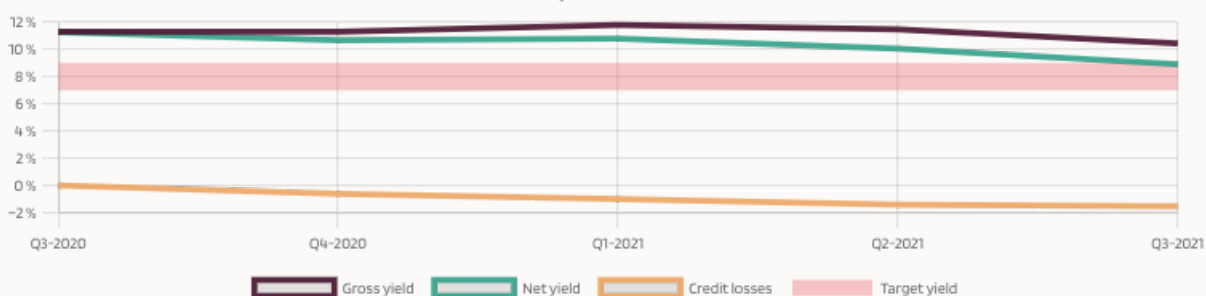
Capital on the platform



Billing transactions per quarter



Total yield last 12 months



The graph illustrates yield for the previous 12 months on invested capital for private investors after credit losses and fees (net yield), before credit losses but after fees (gross yield)

Financial trends for the group

Revenue

Net revenue for the quarter totaled MSEK 23.6 (14.8) driven by organic growth among all products. Net revenue for January to September totaled MSEK 63.8 (39.0). Q3 revenue from the investment platform was MSEK 18.0 for a 63% increase over the same period the previous year. This growth comes from the company welcoming 900 new investors and that the current investors chose to deposit additional capital in the investment platform. This brought higher total returns to investors, and thereby added revenue to the group. Still, the percentage yield during the period declined somewhat compared to the same period last year. Revenue from billing transactions increased to MSEK 5.6 for a 49% increase YoY. This increase is largely due to greater billing volumes from existing customers.

Expenses

Commission expenses include credit reference costs, distribution services, bonus payments (refer-a-friend) to investors on the platform and other direct expenses. Commission expenses for the quarter increased to MSEK 2.7 (MSEK 1.5) relating to higher printing expenses due to increased billing volumes. For January - September the same item was MSEK 6.4 (4.0).

Marketing expenses increased during the quarter to MSEK 10.0 (MSEK 4.4) which is due to the greater volumes of credit broking provided by affiliates. These costs are directly related to the volume of credit broking through this channel where payments are made on each conversion. For January - September the same item was MSEK 25.5 (12.6).

Other external expenses were MSEK 3.9 (MSEK 1.8). MSEK 1.2 of this total is directly attributable to the Nasdaq First North listing process, and acquisitions, including expenses for branding campaigns, and legal and financial advisors. For January - September the same item was MSEK 20.2 (6.8).

Four new hires started their employment during the quarter and at the period-end the group had 53 full-time workers (42) including full-time consultants contracted for more than three months.

Credit losses to the group were MSEK 0.4 (1.6), which are primarily due to a change in credit loss provisions related to expected credit losses reported as provided in IFRS 9. For January - September the same item was MSEK 0.5 (4.8).

Financial results

EBITDA for the quarter was MSEK -1.3 (1.0) and adjusted EBITDA was MSEK -0.1 (1.0). Items affecting comparability for the quarter are attributable to expenses linked to listing the company on Nasdaq First North and the acquisition of Fixura. Adjusted EBITDA for January - September totaled MSEK -2.9 (-4.1).

Financial position

During the quarter SaveLend Group continued to acquire non-performing loans (NPL) through portfolio purchases from the investment platform. At the quarter-end, the acquired portfolios totaled MSEK 18.1 (2.8).

A corresponding item is recognized as a liability relating to these portfolios since the platform finances the acquisitions through lending to Billecta. The portfolios and their receivables are pledged as security for the borrowing as presented in note 5. The strategy planned for SaveLend Group is to also be able to broker these credits directly on the platform rather than over the balance sheet.

Other non-current receivables increased in the quarter to total MSEK 28.9 (4.8) at the period-end. This is due to increased lending. Here too, a corresponding item is recognized as a liability under Other non-current liabilities. The assets and liability are directly linked to each other. As part of plans to reduce exposure in the balance sheet, all consumer credits will in future be brokered which means that investors will instead participate directly in these credit types rather than passing over the SaveLend Group balance sheet.

Equity at the period-end was MSEK 71.5 (45.9). A correction regarding the previous year was recorded during the period and booked directly against equity. The adjustment is attributable to changes to accounting policies for intra-group borrowing, which has caused currency effects. Previously, two new share issues were completed during the year in conjunction with the Nasdaq First North listing whereby equity was increased MSEK 50.3.

Equity/assets ratio

As of 30 September 2021, the group equity/assets ratio was 32% (33%).

Liquidity and cash flow

Group cash and cash equivalents at the period-end was MSEK 29.0 (7.7). Starting cash and cash equivalents was MSEK 43.2 (5.4). Cash flow for operating activities for the period was MSEK -9.5 (-2.1) and MSEK -17.4 (-1.2) for the period January to September. Increased outflows of cash and cash equivalents for the quarter are explained by MSEK 3.7 of expenses recognized during the previous quarter relating to the share listing were charged to the current period in terms of liquidity. During the quarter the temporary deferrals granted by the Swedish Tax Agency for 2020 relating to the Covid-19 pandemic were repaid, which had a negative impact on cash flow of MSEK 3.2. After adjustment for IPO-related payments and repayment of deferrals to the Swedish Tax Agency, cash flow for operating activities during the quarter was MSEK -2.5. This resulted from SaveLend Group investment in growth as mentioned earlier in this report.

Investment during the period is primarily capitalized salary expenses for technical development, lending, and acquired debt collection portfolios. Cash flow for investing activities for the period totaled MSEK -20.6 (-4.4).

Cash flow for financing activities for the period was MSEK 15.8 (4.6). The group took on new borrowing during the period totaling MSEK 20.1 primarily to finance acquisition of NPL portfolios.

Bonus system for shareholders

SaveLend Group has implemented a bonus system for shareholders who choose to invest in loan notes at SaveLend.se. The bonus system has four levels and includes lower fees depending on the size of an investor's shareholding in SaveLend Group. The holding size is measured on a monthly basis and the offer is currently only available for directly owned shares.

Bronze investor

700 - 999 SaveLend Group shares

- Service fee: 9% instead of 10%
- Fees for the second-hand market: 5%

Silver investor

1000 - 4 999 SaveLend Group shares

- Service fee: 7.5% instead of 10%
- Fees for the second-hand market: 5%

Gold investor

5 000 - 9 999 SaveLend Group shares

- Service fee: 6% instead of 10%
- Fees for the second-hand market: 2% instead of 5%

Platinum investor

10 000 eller fler SaveLend Group shares

- Service fee: 5% instead of 10%
- Fees for the second-hand market: 0% instead of 5%



Other information

The parent SaveLend Group AB (publ) has CRN 559093-5176, and is an active holding company domiciled in Stockholm. The company is registered for VAT purposes. The company visiting address is SaveLend Group AB (publ), Kammakargatan 7, 111 40 Stockholm. Group operations are conducted through consolidated subsidiaries. The parent's loss for the quarter was MSEK -5.6. Revenues to the parent primarily consist of intra-group services. The parent's assets are primarily shares and receivables in group companies, which total MSEK 126.4 (102.7). These assets were financed through equity of MSEK 127.5 (97.5) and non-current liabilities totaling MSEK 7.6 (6.1).

Transactions with related parties

No material changes occurred from that presented in note 29 of the 2020 Annual Report (Swedish only) regarding transactions with related parties within the group.

Changes to share capital

No changes to share capital were implemented during the third quarter. Total shares outstanding at the period-end were 44,726,263 (3,456,933) and share capital was SEK 1,016,506 (864,233).

Warrants

No new warrants were issued during the quarter. The previously announced warrant program remains active and is intended as incentive to the board, senior management, and employees to ensure their dedication and full efforts to achieve their common objectives with shareholders.

Risks and uncertainties

The primary risks and uncertainties for the group are the financial risks generally associated with credit risk combined with concentration risk. Concentration risk is where the SaveLend Group exposure to a single industry, company, or product group becomes excessive. Credit risk includes both the financial credit risk related to the risks inherent in interest-bearing assets, and customer credit risk inherent in trade receivables. Financial credit risk arises when cash and bank balances are held by banks and financial institutions. Customer credit risk relates to credit exposures to customers, including outstanding receivables and contracted transactions.

Credit risk for the group primarily refers to the risk that a counterparty does not fulfill their obligations under a customer contract which then leads to a financial loss. The group is exposed to credit risk through its handling of individual loans and customers. Customer selection is highly important to SaveLend Group demanding selectivity to maintain high quality in terms of their repayment capacity, as is the need to maintain full diversification regarding geographic area, industry, and sector.

When issuing loans, credit risk will arise in the likelihood the debtor may be unable or unwilling to fulfill their financial obligations as these come due, which would cause credit losses to investors who invest in loans through the SaveLend investment platform. This causes a reputational risk for the SaveLend Group.

Negative publicity associated with credit losses for investors on the platform, other types of negative publicity or harmful information distributed regarding SaveLend Group and the company's services, may cause the public or market to lose confidence in SaveLend Group and the company's services.

The group accounting currency is SEK.

The SaveLend Group is expanding into the Polish and Finnish markets, with further plans to expand beyond Sweden. This may lead to company exposure to greater risks related to translating foreign currencies to SEK for accounting purposes. Currency fluctuations relative to the Swedish krona could then impact the consolidated financial statements, even if the value of assets in the local currency did not change.

More detailed information regarding risk and risk management for the SaveLend Group is presented in the 2020 Annual Report, p. 15 (Swedish only).

Covid-19

The group has not received any government support relating to the Covid-19 pandemic other than tax deferrals from the Swedish Tax Agency for 2021. The SaveLend Group deems the impact from the pandemic as limited.

An appeal regarding repaid redundancy support for 2020 was submitted to the Tillväxtverket (Swedish Agency for Economic and Regional Growth). The favorable ruling was notified to the company on October 15. This will lead to refunding KSEK 200 to the company.

Legal disputes

No material legal processes or arbitration procedures were initiated during the quarter. Regarding the dispute initiated in early 2020, the ruling of the court remains in force so the group is held harmless. The Swedish Supreme Court ruled against granting leave to appeal, whereby the provision held for the liability was reversed during the third quarter with a positive MSEK 1.4 impact on results.

Permitting and governmental agency matters

We have an open application for payment services permits for payment initiation services with the Swedish Finansinspektionen. SaveLend Group responded to a request for statement to the Swedish Authority for Privacy Protection (Integritetsskyddsmyndigheten). This request for statement regards a complaint by the opposing party after the District Court ruling in the dispute referenced above made to the Authority. No subsequent requests relating to this statement have been received by the company.

2 | FINANCIAL INFORMATION

Consolidated statement of profit and loss and other comprehensive income for the period

	Note	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
Net revenue	2	23,618	14,808	63,826	39,023	56,213
Other revenue		80	124	116	126	182
Total revenue		23,698	14,932	63,942	39,149	56,395
Commission expenses		-2,745	-1,455	-6,369	-3,968	-4,543
Gross profit/loss		20,953	13,477	57,573	35,181	51,852
Marketing expenses		-9,969	-4,381	-25,539	-12,618	-18,763
Other external expenses	6	-3,872	-1,767	-20,194	-6,792	-15,672
Staff expenses		-10,148	-6,418	-29,800	-19,977	-29,178
Capitalized development		2,302	1,639	5,719	5,204	6,656
Other operating expenses		-143	-15	-60	-349	-687
Total other operating expenses excluding depreciation		-21,829	-10,941	-69,874	-34,532	-57,643
Depreciation and impairment tangible and intangible non-current assets		-2,014	-1,748	-5,987	-5,060	-6,917
Total operating depreciation and impairment		-2,014	-1,748	-5,987	-5,060	-6,917
Credit losses	4	-383	-1,576	-462	-4,763	-1,335
Operating profit/loss (EBIT)		-3,273	-789	-18,750	-9,174	-14,044
Other interest income and similar items		-	4	-	108	41
Interest expense and similar items		-257	-293	-1,079	-877	-1,133
Total financial items		-257	-289	-1,079	-770	-1,092
Profit/loss after financial items		-3,531	-1,078	-19,829	-9,944	-15,137
Tax on profit/loss for the period		145	149	416	444	529
Profit/loss for the period		-3,386	-929	-19,413	-9,500	-14,608
The profit/loss for the period is entirely attributable to the parent SaveLend Group AB (publ) shareholders.						
Items that may be reclassified to the income statement						
Translation differences when translating for foreign operations		-73	136	-201	438	422
Other comprehensive income for the period		-73	136	-201	438	422
Comprehensive income for the period		-3,459	-793	-19,614	-9,062	-14,186
The total result for the period is attributable to SaveLend Group AB (publ)'s shareholders.						
Earnings per share before dilution (SEK)		-0.08	-0.27	-0.94	-2.77	-4.23
Earnings per share after dilution (SEK)		-0.08	-0.27	-0.94	-2.77	-4.23
Total shares at period-end		44,726,263	3,456,933	44,726,263	3,456,933	3,456,933
Average number of shares for the period before dilution		44,726,263	3,456,933	20,670,309	3,430,673	3,452,832
Average number of shares for the period after dilution		44,808,485	3,477,165	20,697,717	3,430,673	3,537,572

Consolidated statement of financial position

	Note	2021-09-30	2020-09-30	2020-12-31
<i>Intangible non-current assets</i>				
Capitalized expenses for research and development and similar		13,725	10,311	10,930
Customer relationships		8,327	9,530	9,229
IT systems		3,067	4,667	4,267
Goodwill		33,217	33,217	33,217
Total intangible assets		58,335	57,725	57,643
<i>Tangible non-current assets</i>				
Rights to use (leasing)		1,373	2,510	2,184
Total tangible non-current assets		1,373	2,510	2,184
<i>Financial non-current assets</i>				
Acquired debt collection portfolios	4	18,037	2,777	4,853
Other non-current receivables		28,860	4,814	10,665
Total financial assets		46,898	7,591	15,518
Total non-current assets		106,606	67,826	75,345
<i>Current receivables</i>				
Trade receivables	4	18,961	5,061	13,085
Current tax assets		453	364	2,949
Other receivables		1,645	1,770	304
Prepayments and accrued income		841	717	1,223
Total current receivables		21,900	7,912	17,561
<i>Cash and cash equivalents</i>				
Client funds	4	65,548	53,928	26,544
Cash and cash equivalents		29,010	7,685	4,208
Total Cash and cash equivalents		94,558	61,613	30,752
Total current assets		116,458	69,525	48,313
Total assets		223,063	137,351	123,658
<i>Share capital</i>				
Translation reserve		1,017	864	864
Other non-restricted equity		221	347	422
Retained earnings including profit/loss for the period		130,593	79,146	78,648
Retained earnings including profit/loss for the period		-60,352	-34,445	-39,436
Total equity		71,478	45,912	40,498
<i>Non-current liabilities</i>				
Borrowing from credit institutions	4	-	207	155
Other interest-bearing liabilities		19,892	12,199	13,559
Lease liabilities		130	864	540
Deferred tax liabilities		2,838	3,336	3,262
Other non-current liabilities		28,123	3,519	8,192
Total non-current liabilities		50,983	20,125	25,708
<i>Current liabilities</i>				
Client funds	4	65,548	53,928	26,544
Borrowing from credit institutions		-	207	207
Other interest-bearing liabilities		16,761	-	11,822
Lease liabilities		1,054	1,407	1,407
Trade payables		3,358	3,153	4,021
Other liabilities		4,368	7,156	5,528
Accruals and prepaid income		9,514	5,464	7,923
Total current liabilities		100,603	71,315	57,452
Total equity, provisions and liabilities		223,063	137,351	123,658

Consolidated changes in equity

	Share capital	Paid not registered share capital	Translation reserve	Other contributed capital	Retained earnings including profit/loss for the year	Total equity
Starting equity 1 Jan. 2020	837	25	51	78,126	-24,828	54,212
Comprehensive income for the year:						
Profit/loss for the year	-	-	-	-	-14,608	-14,608
Other comprehensive income	-	-	370	-	-	370
Comprehensive income for the year	-	-	370	-	-14,608	-14,238
Registered share capital (new share issue)						
Registered share capital (new share issue)	25	-25	-	-	-	-
Other changes to equity	-	-	-	24	-	24
Transactions with shareholders (offset share issue)	1	-	-	499	-	500
Ending equity 31 Dec. 2020	864	-	422	78,648	-39,436	40,498
Starting equity 1 Jan. 2020	837	25	51	78,126	-24,828	54,212
Comprehensive income for the period:						
Profit/loss for the period	-	-	-	-	-9,618	-9,618
Other comprehensive income	-	-	296	-	-	296
Comprehensive income for the period	-	-	296	-	-9,618	-9,322
Registered share capital (new share issue)						
Registered share capital (new share issue)	25	-25	-	-	-	-
Transactions with shareholders (new share issue)	-	-	-	522	-	522
Transactions with shareholders (offset share issue)	1	-	-	499	-	500
Ending equity 30 Sept. 2020	864	-	347	79,146	-34,445	45,912
Starting equity 1 Jan. 2021	864	-	422	78,648	-39,436	40,498
Comprehensive income for the period:						
Profit/loss for the period	-	-	-	-	-19,413	-19,413
Other comprehensive income	-	-	-201	-	-	-201
Comprehensive income for the period	-	-	-201	-	-19,413	-19,614
Registered share capital (new share issue)						
Registered share capital (new share issue)	144	-	-	48,148	-	48,291
Registered share capital (targeted new share issue)	9	-	-	1,950	-	1,959
Warrants	-	-	-	344	-	344
Transfer of equity attributable to previous periods	-	-	-	1,504	-1,504	-
Ending equity 30 Sept. 2021	1,017	-	221	130,593	-60,352	71,478

Consolidated statement of cash flow

	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
Operating activities					
Operating profit/loss (EBIT)	-3,273	-1,078	-18,750	-9,944	-14,044
Paid interest	-1,063	-270	-2,918	-854	-1,331
Received interest	969	106	2,251	209	41
Items not affecting cash flow					
Depreciation	2,014	1,748	5,987	5,060	6,917
Other items not affecting cash flow	-511	24	-710	178	-693
Paid tax	-	-160	-8	-43	164
Cash flow from operating activities before changes in working capital	-1,864	535	-14,148	-4,749	-7,656
Cash flow from changes in operating capital					
Changes to current receivables	-1,924	2,701	-4,192	873	-8,940
Changes in current liabilities	-5,665	-1,102	952	2,611	6,704
Total	-7,589	1,598	-3,240	3,484	-2,236
Cash flow from operating activities	-9,454	-2,133	-17,388	-1,264	-9,892
Investing activities					
Acquisition of intangible non-current assets	-2,302	-1,639	-5,719	-5,757	-7,030
Acquisition of tangible non-current assets	-	-	-199	-	-
Acquired debt collection portfolio	-6,729	-2,777	-13,899	-2,777	-4,852
Other changes to financial assets	-11,521	-	-17,481	-	-10,055
Cash flow from investing activities	-20,552	-4,416	-37,298	-8,534	-21,937
Financing activities					
New shares	-	500	50,250	674	1,249
Warrants	-	-	344	-	-
New financial debts	20,147	8,256	42,017	11,114	28,807
Amortization of financial debt	-4,333	-4,155	-13,123	-4,831	-4,545
Received deposit	-	-	-	-	500
Cash flow from financial activities	15,814	4,602	79,488	7,458	26,011
Cash flow for the period	-14,191	2,319	24,802	-2,341	-5,818
Cash and cash equivalents at period beginning	43,201	5,366	4,208	10,026	10,026
Cash and cash equivalents at period-end	29,010	7,685	29,010	7,685	4,208
Translation differences for cash and cash equivalents	0	-13	16	-76	-78
Client funds	65,548	53,928	65,548	53,928	26,544

Income Statement for the period - Parent

	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
Net revenue	307	31	873	67	88
Other operating income	45	71	48	71	-
Total revenues	352	102	921	138	88
Operating expenses	-5,101	-1,283	-18,295	-4,117	-5,617
Total operating expenses excluding depreciation	-5,101	-1,283	-18,295	-4,117	-5,617
Depreciation	-25	-	-112	-	-29
Operating profit/loss (EBIT)	-4,774	-1,181	-17,486	-3,979	-5,558
Net financial items	-852	-16	-1,067	-43	-113
Group contributions received	-	-	-	-	580
Profit/loss before tax	-5,626	-1,197	-18,553	-4,022	-5,091
Profit/loss for the period	-5,626	-1,197	-18,553	-4,022	-5,091

Statement of comprehensive income - Parent

	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
Profit/loss for the period	-5,626	-1,197	-18,553	-4,022	-5,091
Items that have or may be reallocated to profit/loss for the period					
Translation differences when translating for foreign operations	-	-	-	288	-
Total items that have or may be reallocated to profit/loss for the period	-	-	-	-	-
Total comprehensive income for the period	-5,626	-1,197	-18,553	-3,734	-5,091

Statement of financial position for the period - Parent

	2021-09-30	2020-09-30	2020-12-31
<i>Intangible non-current assets</i>			
IT systems	358	500	471
Total intangible assets	358	500	471
<i>Financial non-current assets</i>			
Participations in group companies	97,875	94,875	97,875
Receivables from group companies	28,534	7,786	17,434
Total financial assets	126,409	102,661	115,309
Total non-current assets	126,768	103,161	115,780
<i>Current receivables</i>			
Receivables from group companies	106	-	7
Other receivables	75	7	361
Prepayments and accrued income	49	74	73
Total current receivables	230	81	441
<i>Cash and cash equivalents</i>			
Cash and cash equivalents	14,082	1,173	819
Total Cash and cash equivalents	14,082	1,173	819
Total current assets	14,313	1,255	1,261
Total assets	141,080	104,416	117,041
<i>Equity</i>			
Share capital	1,017	864	864
Other non-restricted equity	156,697	106,256	106,268
Retained earnings	-11,685	-8,434	-5,621
Profit/loss for the period	-18,553	-1,197	-5,091
Total equity	127,475	97,489	96,420
<i>Non-current liabilities</i>			
Other interest-bearing liabilities	7,065	5,550	9,383
Other non-current liabilities	500	500	500
Total non-current liabilities	7,565	6,050	9,883
<i>Current liabilities</i>			
Other interest-bearing liabilities	1,877	40	9,295
Trade payables	567	219	500
Current tax liabilities	96	-	46
Other liabilities	594	195	559
Accruals and prepaid income	2,906	423	337
Total current liabilities	6,039	877	10,737
Total equity, provisions and liabilities	141,080	104,416	117,041

Note 1 General information

The parent SaveLend Group AB (publ) CRN 559093-5176, owns and manages the shares attributable to the SaveLend Group, whose focus is to develop Fintech solutions that enable investors to invest in credits with good diversification. The group's operational and strategic management functions are centralized in the parent. SaveLend Group AB (publ) is listed on Nasdaq First North. At the period-end, the parent had 11 (6) employees. The parent has no external business operations and all risks are primarily attributable to operations in the subsidiaries. Group business is operated through the group subsidiaries. The parent is a Swedish active holding company domiciled in Stockholm and is registered for VAT purposes. Visiting address is; SaveLend Group AB (publ), Kammakargatan 7, 111 40 Stockholm.

Basis for preparing the reports

The consolidated financial statements of SaveLend Group have been prepared in compliance with International Financial Reporting Standards (IFRS) as adopted by the EU. The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and applicable sections of the Swedish Annual Accounts Act. The reporting and measurement methods agree with those applied in the 2020 Annual Report (in Swedish only). There are no amendments to IFRS that will have a material impact on the consolidated income or financial position of the group for 2021.

The consolidated financial statements were prepared based on historical cost, which means that assets and liabilities are recognized at these values and where applicable for financial instruments that are measured at fair value. The functional currency of the parent including its Swedish subsidiaries and the group reporting currency is the Swedish krona (SEK). Translation for subsidiaries was done as provided in IAS 21.

Note 2 Net revenue

	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
Net financial items	163	154	413	311	711
Commission revenues	17,848	10,902	48,499	28,724	42,140
Transaction fees	4,263	2,709	11,397	7,131	9,760
Collection fees	1,344	1,043	3,517	2,857	3,602
Total	23,618	14,808	63,826	39,023	56,213

Note 3 Related party transactions

No significant related party transactions took place during the quarter. The nature and scope of related party transactions have not changed significantly compared with the information provided in the Annual Report 2020 Note 29 regarding transactions with related parties within the Group.

Note 4 Financial assets and liabilities

	Financial assets and liabilities measured at accrued cost		
	2021-09-30	2020-09-30	2020-12-31
Financial assets			
Acquired NPLs	18,037	2,777	4,853
Other non-current receivables	28,860	4,814	10,665
Trade receivables	18,961	5,061	13,085
Client funds	65,548	53,928	26,544
Cash and cash equivalents	29,010	7,685	4,208
Total financial assets	160,417	74,266	59,356
Financial liabilities			
Liabilities to financial institutions	-	414	362
Other interest-bearing liabilities	36,653	12,199	25,381
Lease liabilities	1,184	2,271	1,947
Other current liabilities	32,500	10,675	13,720
Liabilities in credit operations (client funds)	65,548	53,928	26,544
Trade payables	3,358	3,153	4,021
Total financial liabilities	139,243	82,640	71,974

Financial assets valued at accrued cost

Assets in this category are measured at accrued cost less any provisions for impairment. This category mostly includes cash and trade receivables. The carrying amount is assessed at an appropriate approximation of fair value.

Financial liabilities measured at accrued cost

This category includes financial liabilities that are not held for trading and is mostly client funds, borrowing from credit institutions, and trade payables. Trade payables have a short expected maturity and are measured without discounting to the nominal amount. Borrowing from credit institutions are measured at accrued cost. The carrying amount is assessed at an appropriate approximation of fair value.

Gross change to loan loss reserve

	2021-09-30	2021-06-30	2021-03-31	2020-12-31
Starting Balance	3,017	2,617	3,973	2,638
Elimination of credit loss reserve	-115	-116	-2,034	-4,706
Provisions for credit loss reserve	383	516	678	6,041
Ending balance	3,284	3,017	2,617	3,973

Note 4 cont.

Credit risk exposure to financial assets on 2021-09-30

	Stage 1	Stage 2	Stage 3	NPL	Total
Group					
Cash and bank balances					
Low risk	30,510	-	-	-	30,510
Loss provision	-	-	-	-	-
Total carrying amount	30,510	-	-	-	30,510
Consumer loans					
Fees for brokered loans	1,202	564	8,069	-	9,835
Internally originated loans	24,563	2,975	-	-	27,538
Acquired non-performing receivables	-	-	-	18,037	18,037
Loss provision	-79	-42	-190	-	-311
Total carrying amount	25,686	3,497	7,879	18,037	55,099
Trade receivables					
Low risk	2,557	787	290	-	3,634
Loss provision	-12	-146	-170	-	-328
Total carrying amount	2,545	641	120	-	3,306
Invoice purchasing					
Invoice purchases in the statement of financial position	5,598	676	2,044	-	8,318
Loss provision	-162	-439	-2,044	-	-2,645
Total carrying amount	5,436	237	-	-	5,673
Total value financial assets	64,430	5,002	10,403	18,037	97,872
Total loss reserve	-253	-627	-2,404	-	-3,284
Total carrying amount	64,177	4,375	7,999	18,037	94,588

Measuring and assessment of the ECL mode

The impairment requirements provided in IFRS 9 are based on a model for expected credit loss (ECL) as compared to the previous model for actual credit loss as provided in IAS 39. Moreover, the requirements are broader in scope specifying that all assets measured at accrued cost and fair value in other comprehensive income, as with off-balance sheet obligations, including warranties and credit obligations, shall be included in impairment testing. The assets to be tested are allocated using the general method into three stages based on trends in credit risk based on the payment due date. Stage 1 includes assets for which no material increase in credit risk has occurred. SaveLend Group classifies all financial assets that are 0 to 30 days old in this stage. Stage 2 includes assets for which a material increase in credit risk has occurred. SaveLend Group classifies all such financial assets as those 31 to 89 days old. Stage 3 includes credit impaired assets that have been measured individually or as a class. Financial assets that are 90 days or older are classified as such in the group. An alternative measurement method is used to determine impairment in portfolios with acquired non-performing receivables (NPL) using the effective interest method where the present value is based on discounted future cash flows. These are presented separately in the NPL column.

Note 5 Pledged assets and contingent liabilities

Collateral provided for external financing agreements	2021-09-30	2020-09-30	2020-12-31
Floating charges	1,200	1,200	1,200
NPL portfolios	27,190	2,715	8,226
Ending balance	28,390	3,915	9,426
Contingent liabilities			
Contingent liabilities	-	-	-
Ending balance	-	-	-

Note 6 Items affecting comparability

The table below show items affecting comparability during the quarter.

	Q3 2021	Q3 2020	Q1-Q3 2021	Q1-Q3 2020	Q1-Q4 2020
IPO cost	-797	-	-9,463	-	-
Acquisition related costs	-408	-	-408	-	-
Total	-1,205	-	-9,871	-	-

Note 7 Events after the period-end

Completed acquisition

The acquisition of P2P pioneer Fixura AB Oy, in which SaveLend Group AB purchased 100% of the shares, was completed on October 1. The purchase price totaled approximately MSEK 25 on a debt-free basis and deducting for certain transaction costs. Payment was made through a directed issue of 2,766,583 shares in SaveLend Group to the sellers of Fixura. The subscription price in the directed issue was SEK 6.448 per share which was based on the average closing price of the Company's share for the ten trading days immediately prior the agreement date. Through this deal, the sellers of Fixura now own approximately 5.83 percent of all outstanding shares and votes in SaveLend Group.

New office

SaveLend Group had begun to grow out of its office premises just as the pandemic opened the company to remote work. This enabled the company to remain in the same offices longer than expected. Now, as of October 1, the company moved into new, fresh office space in the same building and will continue creating its culture in more appropriate premises. SaveLend Group's goal is to have more investor meetings and the like in these offices to establish a closer relationship with private investors and shareholders.

Direct bank payments through Trustly

Direct bank payments through Trustly were launched on the investment platform on October 19. This is an important step for a user-friendly experience on the investment platform. It significantly reduces the lead-time from deposit to receiving capital on SaveLend.se and enables SaveLend Group to enter new markets more easily as Trustly supports the euro and several other currencies.

Stockholm

2021-11-18

The board of directors and chief executive officer hereby certify that this interim report for January to September 2021 gives an essentially true and fair view of the group and parent operations, financial position, and financial results and that it describes the material risks and uncertainties present for the parent and subsidiaries. The Swedish interim report has been subject to a general review by the external auditor.

Ludwig Pettersson

Board member, Chief executive officer

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Financial calendar 2022

23 February Q4 Interim Report, January-December 2021
26 April Annual General Meeting 2022
18 May Q1 Interim Report, January-March 2022

Definitions and Key performance indicators

Several of the financial key performance indicators used in this interim report can be considered generally accepted and are the kind expected to be presented in interim reports to provide a true and fair view of the group's financial results, profitability, and financial position. In addition to these key performance indicators, we use alternative performance measures not defined within IFRS. All financial KPIs and alternative performance measures used within this interim report are defined below

Operating profit(EBIT)

Earnings Before Interest and Tax

Adjusted EBIT

EBIT adjusted for items affecting comparability

Earnings before depreciation (EBITDA)

Earnings before interest, taxes, depreciation and amortization, is defined in the Consolidated statement of profit and loss and other comprehensive income for the period starting from the operating profit and then subtracting depreciation.

Adjusted EBITDA

EBITDA adjusted for items affecting comparability.

Total shares at period-end

Total shares at the end of the period.

Revenue per deposited krona on the investment platform

The KPI is calculated by totaling net financial items, commission revenues, and brokerage fees for the last 12 months divided by the ending balance of deposited capital on the investment platform for the period.

Percentage change compared to previous quarter

Outcome for the quarter divided by the outcome for the previous quarter.

Revenue per billing transaction

This KPI is calculated by taking the total of transaction fees and collection fees and dividing by the total number of billing transactions for the period.

Percentage change compared to previous year

Outcome for the period divided by the outcome for the same period the previous year

Earnings per share before dilution

Profit (or loss) for the year attributable to the parent's shareholders divided by the average number of outstanding shares before dilution.

Equity/assets ratio

This key ratio is calculated by dividing total group equity by the balance sheet total.

Equity

Total group equity. Found in the consolidated statement of financial position as the item 'Total equity.'

Cash and cash equivalents

Total immediately available cash and cash equivalents for the group, presented in the consolidated statement of financial position as the item 'Cash and cash equivalents'.

The glossary presented below are terms used throughout the interim report.

Peer-to-peer/P2P

A setup in which each party is alike. P2P lending means that individuals or businesses with capital lend money to individuals or businesses in need of capital.

Capital on the investment platform

Total capital deposited (invested and cash equivalents) from private investors, partner investors and institutional investors.

Private investors

Investors on the SaveLend.se investment platform, which include both private individuals and legal entities.

Partner investors

Investors who may be private individuals and legal entities who come to us through a partnership.

SaveLend Group

Refers to SaveLend Group AB (publ).

SaveLend.se / SaveLend.com

Brands used for the investment platform.

Investment platform

SaveLend.se

Billing platform

Billecta.se

Billecta

The brand used for the billing platform.

Affiliates

Advertising network made of partners.

NPL

Portfolio of non-performing receivables acquired internally or externally.

Items that affect comparability

Items that affect comparability are items that are not related to the groups regular business, for example costs related to IPO.

Billing transactions

Total number of invoices created in the stated period.

**Wake up
your money!**