Klarna Business Update.
January-June 2020
This is Klarna.

- Now active in 17 core markets on three continents.
- Partners with +200,000 retailers globally.
- 85 million consumers globally have used our services.
- Europe’s most highly valued privately held fintech company at a USD 5.5bn valuation (August 2019).
- +55% volume growth and +30% revenue growth (CAGR) during the last seven years.
- Top tier investor base including Sequoia Capital, Permira, Bestseller, CommBank, Dragoneer, Atomico, Ant Financial and H&M.
**Financial information.**

44%  
Gross merchandise volume - H1 2020 vs. H1 2019

37%  
Total net operating income - H1 2020 vs. H1 2019

22.3%  (13.3)  
CET1 ratio - June 2020

215bn (148)  
Gross merchandise volume - USD 22bn\(^1\) (16)\(^2\)

4,557m (3,329)  
Total net operating income - USD 470m\(^1\) (358)\(^2\)

---

\(^1\) Klarna Holding AB's results are reported in SEK. To arrive at USD values, the average exchange rates YTD have been used; 1 USD equals approximately 9.7 SEK for the first six months 2020.

\(^2\) Klarna Holding AB's results are reported in SEK. To arrive at USD values, the average exchange rates YTD have been used; 1 USD equals approximately 9.3 SEK for the first six months 2019.
Key highlights from the period.

- Strong growth in H1 with accelerating gross merchandise volume and net operating income growth in Q2 2020 (51% and 41% year-on-year respectively).
- 35,000 new retail partners, approximately 200 new per day.
- 14 million new consumers and 12 million monthly active Klarna app users at the end of the period.
- 45,000 app installs every day - 3x higher compared to same period last year.
- Since launch in summer 2019, Klarna has been outpacing our closest competitors with almost 1.5 million more app installs.
- Launch of Vibe - the first buy now, pay later loyalty program.
- Launched in Australia, Belgium and Spain.
Covid-19 has driven major shifts in the retail landscape, with accelerating online penetration in many of Klarna’s key verticals (e.g. apparel, footwear, accessories, home & garden, beauty, etc.) while others (travel, ticketing) have been negatively affected.

Many retailers have recently expedited the development of their online offering as this has become the key engagement channel, and we have seen a significant acceleration of global retail brands partnering with us year to date, and look forward to many going live very shortly for peak shopping season in the fall.

Despite taking precautionary measures during the first half of 2020, including adjusting our credit policies globally, Klarna has seen accelerated growth and demand from retailers and consumers. Our balance sheet strength, current all time high consumer credit quality indicators in the US, and continued focus on further improving our elevated shopping experience, ensures that Klarna is well positioned to meet this growing demand.

The result further solidifies the trend of accelerating growth seen during the last years.

Robust performance to date with accelerating volume growth trend.

Year-on-year growth (gross merchandise volume)

- 2019 Q1: 27%
- 2019 Q2: 30%
- 2019 Q3: 32%
- 2019 Q4: 35%
- 2020 Q1: 37%
- 2020 Q2: 51%
Positive long-term trends in consumer activity and experience.

Volume per consumer
Volume (SEK) per active consumer and period in Sweden.

Late fees
Indexed late fees as share of volume. Late fees are defined as fees that originate from consumers not paying on time.

Yearly volume per active consumer increases steadily.
A preferred growth partner for retailers.

Active retailers
Growth in number of retailers with transactions during the last twelve months.

Global

<table>
<thead>
<tr>
<th></th>
<th>2019 H1</th>
<th>2020 H1</th>
</tr>
</thead>
<tbody>
<tr>
<td>~1.3x</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

US

<table>
<thead>
<tr>
<th></th>
<th>2019 H1</th>
<th>2020 H1</th>
</tr>
</thead>
<tbody>
<tr>
<td>~2.5x</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

UK

<table>
<thead>
<tr>
<th></th>
<th>2019 H1</th>
<th>2020 H1</th>
</tr>
</thead>
<tbody>
<tr>
<td>2x</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Main focus on growth in new markets, e.g. the US and the UK

Rapid growth of Klarna’s in-store offering.
Newly added retail partners.

SEPHORA  ANINE BING  Charlotte Tilbury  Domino’s Pizza  Fender

Groupon  NTWRK  SHEIN  TED BAKER LONDON  CLUB MONACO

THE NORTH FACE  VANS "OFF THE WALL"  RALPH LAUREN  AÉROPOSTALE  NAUTICA

FINISH LINE  JD
Strong base of more than 200,000 retail partners.

MVMTH  ticketmaster  AliExpress  D&G  Acne Studios  Dr. Martens  ASOS
H&M  DANIEL WELLINGTON  FARFETCH  INDOCHINO  Superdry.  MARCHESA
A.P.C.  MICHAEL KORS  ALLSAINTS  SONOS  TOPSHOP TOPMAN  VF
Agent Provocateur  Lulus  M.GEMI  BOSE  GOOD AMERICAN  cult BEAUTY  boohoo
Abercrombie & Fitch  AIRFRANCE  Expedia  LUNYA  GYMSHARK
bebe  overstock.  PRETTYLITTLETHING  SAMSUNG  Lenovo  RIVER ISLAND  RITUALS
NASTY GAL  NINE WEST  BEAUTY BAY  dyson  Planet Blue  TOMS
Klarna app continuing to show strong momentum.

**Global app installs**

**US app installs**

**Global monthly active app users**

**US monthly active users**

App usage increases as more services are launched in the app, e.g: Shopping • Wish lists • Deliveries • Spending • Price drop notifications.
Klarna Card has proven to be an attractive consumer proposition.

Issued cards to new users (accumulated)

Card volume (SEK)

Average volume per active card increases as card holders increase their usage of the card.
Financial overview.
## Income statement

<table>
<thead>
<tr>
<th>Amounts in SEKm</th>
<th>Jan-Jun 2020</th>
<th>Jan-Jun 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total net operating income</td>
<td>4,557</td>
<td>3,329</td>
</tr>
<tr>
<td>Total operating expenses before credit losses</td>
<td>-4,015</td>
<td>-2,776</td>
</tr>
<tr>
<td>Operating profit before credit losses, net</td>
<td>542</td>
<td>554</td>
</tr>
<tr>
<td>Credit losses, net</td>
<td>-1,194</td>
<td>-618</td>
</tr>
<tr>
<td>Credit losses, net (excl. additional reserve)</td>
<td>-1,067</td>
<td>-618</td>
</tr>
<tr>
<td>Operating profit</td>
<td>-652</td>
<td>-65</td>
</tr>
<tr>
<td>Net profit for the period</td>
<td>-522</td>
<td>-73</td>
</tr>
</tbody>
</table>

Numbers may not sum due to rounding.

- Total net operating income growth of 37% to SEK 4.6bn, driven primarily by growth in net interest income of 17% and growth in commission income of 43%.
- Growth in commission income driven by increased sales volumes and higher consumer activity across all markets but especially in the US and UK market.
- Total operating expenses before credit losses grew 45% to SEK 4bn, in line with plan as the commitment stands to further invest to deliver value in terms of brand awareness and a consumer-friendly product range.
- Credit quality remains steady and at low levels in core markets and is steadily improving in newer markets.
### Balance sheet

<table>
<thead>
<tr>
<th>Amounts in SEKm</th>
<th>Jun 30 2020</th>
<th>Dec 31 2019</th>
<th>Jun 30 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and balances with central banks</td>
<td>1,922</td>
<td>107</td>
<td>1</td>
</tr>
<tr>
<td>Treasury bills chargeable at central banks, etc.</td>
<td>5,301</td>
<td>2,511</td>
<td>2,496</td>
</tr>
<tr>
<td>Loans to the public</td>
<td>32,975</td>
<td>29,655</td>
<td>22,639</td>
</tr>
<tr>
<td>Other current and non-current assets</td>
<td>8,516</td>
<td>7,617</td>
<td>5,336</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>48,714</strong></td>
<td><strong>39,889</strong></td>
<td><strong>30,472</strong></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities to credit institutions</td>
<td>2,541</td>
<td>4,940</td>
<td>466</td>
</tr>
<tr>
<td>Deposits from the public</td>
<td>23,687</td>
<td>12,288</td>
<td>15,218</td>
</tr>
<tr>
<td>Debt securities in issue</td>
<td>4,768</td>
<td>5,583</td>
<td>1,998</td>
</tr>
<tr>
<td>Other current and non-current liabilities</td>
<td>8,323</td>
<td>7,423</td>
<td>6,908</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>48,714</strong></td>
<td><strong>39,889</strong></td>
<td><strong>30,472</strong></td>
</tr>
</tbody>
</table>

**Equity**

| Total equity                             | 9,395       | 9,655       | 5,882       |

**Total liabilities and equity**

| **48,714** | **39,889** | **30,472** |

*Numbers may not sum due to rounding.*

- Loans to the public growth of 46% year-on-year, reflecting the overall volume growth.
- Materially increased cash and liquidity buffer, reflected by 189% growth in cash and treasury bills chargeable at central banks, etc.
- Loans to the public have been partly funded by the increase in Deposits from the public, which have increased by 56% year-on-year to SEK 24bn, primarily driven by EUR deposits.
- Klarna also issued debt and raised new equity during the last twelve months, as reflected by the increase in Debt securities in issue by 139% and Total equity by 60%.
# Cash flow statement

## Amounts in SEKm

<table>
<thead>
<tr>
<th></th>
<th>Jan-Jun 2020</th>
<th>Jan-Jun 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>2,476</td>
<td>-630</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>-331</td>
<td>-1,107</td>
</tr>
<tr>
<td>Cash flow from financing activities</td>
<td>-659</td>
<td>1,012</td>
</tr>
<tr>
<td>Cash flow for the period</td>
<td>1,486</td>
<td>-724</td>
</tr>
<tr>
<td>Cash and cash equivalents at the beginning of the period</td>
<td>1,624</td>
<td>2,272</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at the end of the period</strong></td>
<td>3,124</td>
<td>1,598</td>
</tr>
</tbody>
</table>

- **Cash and cash equivalents include the following items:**
  - Cash and balances with central banks: 1,922 in 2020, 1 in 2019
  - Loans to credit institutions: 1,202 in 2020, 1,598 in 2019
  - **Cash and cash equivalents:** 3,124 in 2020, 1,598 in 2019

Numbers may not sum due to rounding.

- Positive cash flow from operating activities, as increased negative operating profit was offset by increased non-cash items (such as provision for credit losses) and positive change in the assets and liabilities of operating activities (such as increase in deposits from the public).

- Decreased negative cash flow from investing activities, as higher investments in intangible and tangible assets were offset by lower investments in business combinations (last year’s period includes the acquisition of Close Brothers Retail Finance).

- Negative cash flow from financing activities, as a lower amount of capital was raised by issue of new shares compared to last year, and short-term debt securities in issue were reduced.