

## interim report january – september 2011

### » strong improvement in profits «

#### january – september 2011

- Operating income increased by 12 percent to SEK 818.0 million (730.7)
- Operating profit rose by 69 percent to SEK 267.0 million (158.3)
- Profit after tax for the period rose by 68 percent to SEK 212.1 million (126.5)
- Earnings per share before dilution rose by 61 percent to SEK 1.21 (0.75)

#### july – september 2011

- Operating income increased by 37 percent to SEK 276.3 million (201.7)
- Operating profit rose by 334 percent to SEK 101.0 million (23.3)
- Profit after tax for the period rose by 312 percent to SEK 77.6 million (18.8)
- Earnings per share before dilution rose by 295 percent to SEK 0.44 (0.11)

- Income was driven by a high level of activity among savers, combined with stable net interest
- Cost reduction measures previously applied strengthen profits

net savings (january-september)

**SEK 8.3** (8.9)  
billion

total savings capital (30 September)

**SEK 86.8** (96.2)  
billion

net commission (january-september)

**SEK 27** (31)  
per trade

number of active accounts (30 sep)

**394,700** (346,800)

number of trades (january-september)

**11,460,700** (12,319,300)

cost coverage (january-september)

**93** (60)  
percent

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More about Nordnet for investors and media can be found at [www.org.nordnet.se](http://www.org.nordnet.se).  
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# ceo's statement

## strong improvement in profits

### Strong earnings

In the third quarter, Nordnet's earnings improved strongly compared with the year-earlier period. There are several reasons for this result; The debt crisis in Europe and the US has again exerted pressure on the world's stock markets and savers are reviewing their investments. In August, normally a relatively quiet month, a new record was set in terms of the number of trades completed among our customers. Another factor that contributed was net interest, which was considerably stronger than in the year-earlier period. A third explanation is the cost measures we implemented in the first half of the year, which, combined with current income, provide a clearly improved margin. Consequently, the catchphrases regarding the third quarter results were the high level of activity, stable net interest and cost control.

### Fluctuating stock markets may have an impact in the long term – but Nordnet remains secure even in times of unease

In the short term, Nordnet benefits from major swings in the stock markets, since many of our customers review their savings portfolios. However, were the stock market unease to persist, savers' confidence in the market could be swayed, which could in turn mean, in the worst-case scenario, that share and fund-based savings are abandoned in favour of other savings formats, such as paying off mortgages. For this reason, it is important to keep in mind that current levels of activity may decline in the future. For Nordnet, this means that we must continuously be prepared for adjustments of both costs and products.

As the media's headlines regarding the European debt crisis have grown increasingly gloomy, interest in the financial position of the Swedish banks has increased. Nordnet's customers can feel secure even in times of economic unease. We have no exposure to the crisis-stricken countries of southern Europe and this, combined with favourable capital coverage and our straightforward and transparent business model guarantees secure savings. It is satisfying to be able to affirm that our savers' confidence in Nordnet remains intact, as is reflected in both the inflow of new customers and net savings for the quarter.

### Strategic priorities

Over the summer, we spent time fine-tuning our strategy for achieving our vision of becoming the leading bank for savings in the Nordic region by 2018. Our strategic priorities consist of three components: To enhance customer satisfaction, strengthen the brand and improve margins. Consequently, the concept of "leading" has also gained a clear meaning; The Nordic region's most satisfied bank customers, a strong brand and an improved margin. During the autumn, these priorities will be implemented in our operations with the purpose of clarifying the course that lies before us to reach our vision.

Unbank yourself!



Carl-Viggo Östlund, CEO



# business development

## introduction

The first nine months of 2011 were pervaded by uneasy markets as a result of the debt crises in Europe and the US, which led to a sharp decline in the stock markets in August. Net commission for the period January to September was SEK 27 per trade, compared with SEK 31 in the corresponding quarter in 2010. The principal explanations behind the lower level are the stronger SEK and the fact that the most active customers have accounted for a larger proportion of the number of trades.

The number of active accounts is 394,700, corresponding to an increase of 14 percent over the past 12-month period. The number of active customers amounts to 336,300. Each customer has an average of 1.17 accounts.

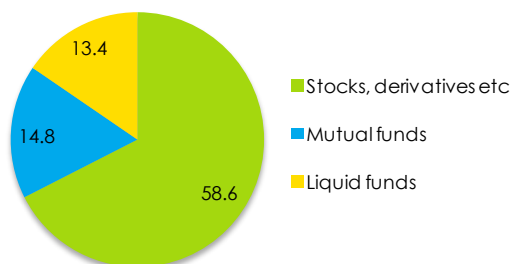
Our customers made an average of 61,000 trades per day during the period, which is a decline of 5 percent compared with the year-earlier period. In the third quarter, an average 63,400 trades were made per day. Systems accessibility was 99.87 percent in the third quarter.

Our customers' total savings capital amounted to SEK 86.8 billion at the end of the period, a decline of SEK 15.4 billion, or about 15 percent, since the start of the year. Net savings during the period were SEK 8.3 billion.

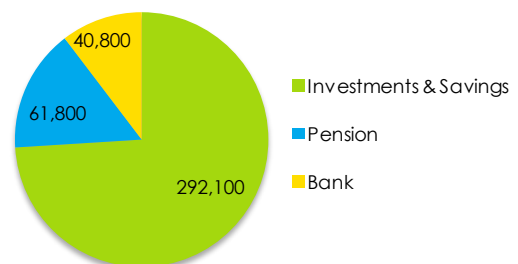
The number of accounts with fund savings was 84,100 at the end of the period, which is an increase of 3,200 since the start of the year. Savings capital in funds totalled SEK 14.8 billion, which was SEK 0.5 billion lower than at the start of 2011.

There were approximately 61,800 accounts with pension savings and endowment insurance at the end of the period, representing an increase of 10,400 accounts since the start of the year. The combined savings capital has risen by SEK 0.1 billion to about SEK 17.8 billion since the start of the year, of which some SEK 13.9 billion is in the form of endowment insurance. To date, approximately 6,800 accounts have linked up Nordnet's Service Pension offering in Sweden and Denmark, with a total savings capital of approximately SEK 1,025 million.

Savings capital (SEK billion)



Number of accounts



The chart shows the distribution of active accounts between the Investments & Savings, Pension and Bank business areas. Brokerage accounts are included in Investments & Savings, pension saving and endowment insurance accounts in Pension, and savings and loan accounts in Bank.

## income and expenses

### January - September 2011

Operating income rose by 12 percent over the period to SEK 818.0 million, thanks to increased interest income. During the period, 11.5 million trades were made, compared with 12.3 million in the year-earlier period. Net commission per trade was SEK 27, compared with SEK 31 in the year-earlier period.

Operating costs before credit losses decreased by 9 percent to SEK 518.1 million compared with the first nine months of 2010. The foremost explanation is the cost cutting measures implemented during the first half of 2011.

These mainly entail the closure of the former eQ platform in Finland, fewer consultants, decreased investment in marketing and a review of the number of employees.

Operating profit rose by 69 percent to SEK 267.0 million and the profit after tax climbed by 68 percent to SEK 212.1 million. The profit margin was 26 (17) percent. Earnings per share before dilution rose by 61 percent to SEK 1.21 (0.75).

Cost coverage, i.e. operating income excluding transaction-related net commission in relation to operating expenses, amounted to 93 (60) percent. Our goal is to have a cost coverage of 100 percent by the end of 2011.

Operating income excluding transaction-related net commissions rose by 49 percent compared with the previous year. The principal explanation is improved net interest. Investment in marketing decreased by 31 percent and amounted to SEK 32.0 million for the period. The acquisition cost per net new account over the period relating to marketing investment averaged SEK 900 (1,700).

As a stage in its Nordic strategy, Nordnet has established a local presence in all markets – most recently through a branch office in Denmark in 2010. Consequently, all of the Nordic markets now have an identical structure, which is why a new allocation model was introduced in the first quarter of 2011, whereby each country's operations bear part of the costs for the common technical and administrative platform. In analysing the comparison figures in the table below, it should be borne in mind that the figures for 2010 reflect the earlier cost allocation structure.

Table: Profit per country

January - September	Sweden		Norway		Denmark		Finland		Sold operations*		Group	
	2011	2010	2011	2010	2011	2010	2011	2010	2010	2009	2010	2009
Operating income	502.3	336.8	124.9	143.1	60.0	67.9	130.8	140.3	-	42.6	818.0	730.7
Operating expenses	-310.0	-244.5	-84.3	-82.9	-55.7	-37.8	-100.9	-162.6	-	-39.2	-551.0	-567.0
<b>Operating profit before capital gains &amp; neg. goodwill</b>	<b>192.3</b>	92.4	<b>40.6</b>	60.2	<b>4.2</b>	30.1	<b>29.8</b>	-22.3	-	3.4	<b>267.0</b>	163.7
Capital gains & neg. goodwill	-	-	-	-	-	-	-	-	-	-	-	-5.3
<b>Operating profit</b>	<b>192.3</b>	92.4	<b>40.6</b>	60.2	<b>4.2</b>	30.1	<b>29.8</b>	-22.3	-	3.4	<b>267.0</b>	158.3
<b>Operating margin</b>	<b>38%</b>	27%	<b>32%</b>	42%	<b>7%</b>	44%	<b>23%</b>	neg	-	8%	<b>33%</b>	22%
Number of accounts	231,000	205,400	54,500	50,000	24,800	19,500	84,400	62,200	-	9,700	394,700	346,800
Savings capital (SEK billion)	50.5	52.2	9.7	10.9	5.3	5.4	21.3	26.2	-	1.5	86.8	96.2
Number of trades	6,339,000	6,093,000	1,886,000	2,318,500	1,207,900	1,483,400	2,027,800	1,808,700	-	615,600	11,460,700	12,319,200

\*Refers to the divested operations in Germany and Luxembourg

### Third quarter of 2011

Compared with the corresponding period in 2010, operating income rose by 37 percent over the period to SEK 276.3 million, mainly thanks to increased interest income. Operating expenses before credit losses fell by 7 percent to SEK 165.6 million.

Operating profit rose by 334 percent to SEK 101.0 million and the profit for the period climbed by 312 percent to SEK 77.6 million. The profit margin was 28 (9) percent. Earnings per share before dilution rose by 295 percent to SEK 0.44.

## market development

During the third quarter, Nordnet's customers made 4,185,300 trades on all markets, which was an increase of 500,000 compared to the same period last year. The increase can be attributed to a very high level of activity in August associated with sizeable falls in the stock market. Net savings, that is, customers' deposits of cash and securities less withdrawals, amounted to SEK 2.0 billion, an increase of SEK 0.5 billion compared with the corresponding quarter in 2010.

## Sweden

Over the quarter, trading activity among Swedish customers, in terms of the number of trades completed, rose by about 22 percent compared with the corresponding quarter in 2010. Several new initiatives were also taken with a view to raising customer satisfaction. One of the most important improvements is the automatic opening of new custodial accounts while logged in, which represents an initial step in new customers also being able to open accounts entirely without paper-based agreements. Nordnet's pensions business continues to grow in pace with the general trend demanding transparent and straightforward alternatives. During the period, it was decided that the new Investment Savings Account (ISA) [*Investeringssparkonto ISK*], will be launched in January 2012. At the same time, the rules for endowment insurance policies will change. For Swedish savers, the ISA will offer an additional alternative when starting new savings. Historically, Nordnet has benefited by similar changes, since media interest in savings increases and consumers consider which companies have the best offer. Over the period, Nordnet's position among the most active savers strengthened thanks to a new trading application for algorithmic trading.

## Norway

Trading activity among Norwegian customers rose by about 11 percent compared with the corresponding quarter in 2010. As in the other Nordic countries, the Oslo Stock Exchange and Norwegian savers have been impacted by the global economic unease and have seen falling markets. Despite this, the influx of new customers has maintained relatively favourable levels, which can be explained by several items of good news: In the quarter, with the launch of its Investment Account Zero, Nordnet was the first in Norway to offer share and mutual fund-based savings entirely free of profit taxation, fixed fees and tax return requirements. On the same theme, pension savings completely free of fixed fees was launched in the shape of Nordnet's IPA product. It has also become easier for existing customers to broaden their savings, with the opportunity of opening several new types of accounts when logged in. Nordnet's media exposure increased during the period through the establishment of Norway's first savings economist – a spokesperson who is on the savers' side.

## Denmark

Unlike in the other Nordic countries, the number of trades completed by Danish customers decreased by about 6 percent compared with the corresponding quarter in 2010. This is mainly explained by the fact that Denmark has been hit harder by the crisis, resulting in falling housing prices and the bankruptcy of several banks, making Danish savers more cautious. During the quarter, the year's 1,000th pension plan transfer to Nordnet was completed – evidence of our strong and up-to-date offering in that area. Customer inflow is at favourable levels and increased during the turbulence in August.

## Finland

Activity among customers in Finland has increased during the period, primarily as a result of the highly turbulent market in August. The number of trades was up 42 percent compared with the third quarter of 2010. Over the period, Nordnet increased its visibility in the market through additional customer activities and a broadening of the number of courses provided by the Nordnet School. At the same time, the Finnish Nordnet blog continues to expand and has become one of the country's foremost financial blogs. Customer inflow for the quarter remained at good levels.

## financial position

Nordnet offers two types of lending – loans with securities as collateral and unsecured loans. For both, Nordnet has well developed procedures for dealing with overlending.

For unsecured loans, a tried and tested scoring model is used to assess the credit risk of private individuals applying for credit. The model assesses the risk associated with each loan application and provides the basis for approval and pricing. The credit risk in these lending operations is to be considered higher than in Nordnet's other operations, although this is matched by higher interest margins.

Nordnet's deposit surplus is mainly invested in covered bonds and the Nordic banking system.

At the end of the period, the Group's liquid funds amounted to SEK 900 million, of which frozen assets amounted to SEK 169 million. Liquid funds include loans to credit institutions. In addition, the group has interest-bearing investments with a total fair value of SEK 6,212 million. The Group's equity amounted to SEK 1,391 million. The equity is divided over 175,027,886 shares at SEK 7.95 per share.

As regards the financial conglomerate in which Nordnet AB (publ) is the parent company, the asset base amounted to SEK 949 million and the capital requirement to SEK 509 million, producing a capital surplus of approximately SEK 440 million. At the close of the quarter, the capital coverage ratio amounted to 1.87 compared with 1.18 at the corresponding time in 2010.

## other

### parent company

The parent company is a holding company. Net interest for the period January-September amounted to an expense of SEK 7.3 million. This amount includes internal group net interest income of SEK 2.3 million. The parent company's operating income amounted to SEK 54.9 million and relates to internal group administrative services. The parent company's loss after financial items amounted to SEK 6.0 million. The parent company's liquid funds amounted to SEK 5.7 million, and its equity to SEK 833.8 million.

### employees

On 1 September 2011, Carina Tovi was appointed Chief Administration Officer in Nordnet's Group Management. Carina was born in 1965, is a graduate economist from the Stockholm School of Economics and joins Nordnet following her employment as Deputy Vice President at Swedbank Robur Fonder.

As of 30 September 2011, the company had 336 full-time employees (357). The average number of employees in the third quarter was 328 (374). Full-time employees include temporary employees but not employees on parental or other leave.

### significant risks and uncertainties

Nordnet's operations are influenced by a number of environmental factors, the effects of which on the Group's profit and financial position can be controlled to varying degrees. When assessing the Group's future development, it is important to take into account the risk factors alongside any opportunities for profit growth. A description of Nordnet's exposure to risk and handling of risks can be found in Note 7 in the Annual Report for 2010. There have been no significant changes since that time.

### transactions with closely related parties

E. Öhman J:or AB is associated with Nordnet AB (publ) as E. Öhman J:or AB has a direct holding in Nordnet AB (publ), and the owners of E. Öhman J:or AB have a direct holding in Nordnet AB (publ). Emeric AB is associated with Nordnet AB (publ) as E. Öhman J:or AB is a shareholder in the company. Nordnet has a cooperation agreement with E. Öhman J:or Fonder AB. The management of unsecured loans is outsourced to Emeric AB. Until 15 September 2011, E. Öhman J:or Fondkommission AB was associated with Nordnet AB (publ) as E. Öhman J:or AB was a shareholder in the company. During the period, the Nordnet Group has had business relations with Öhman J:or Fondkommission AB on the same terms as with other stockbrokers. For additional information, please see Note 6 in the 2010 Annual Report.

### performance-related share programmes

In accordance with decisions of the Annual General Meetings of April 22, 2010 and April 28, 2011, Nordnet has established two long-range performance-related share incentive programmes called "Performance-Related Share Programme 2010" and "Performance-Related Share Programme 2011", covering about 25 people including the CEO.

Employees who participate in Performance-Related Share Programme 2010 and 2011 can set aside an amount corresponding to maximum 5 percent of their gross compensation for purchases of Nordnet shares on NASDAQ OMX Stockholm during the 12-month period from the implementation of each programme. If the shares purchased are retained by the employee for at least three years after purchase, and if the employee has been employed within the Nordnet group during the entire three-year period, then the employee may have the right to a compensation-free matching of those shares according to a predetermined amount.

Due to the Performance-Related Share Programme 2010 and 2011, the Annual General Meeting decided to authorize the board to acquire and transfer shares in Nordnet AB (publ) on NASDAQ OMX Stockholm. This authorization may be exercised on one or more occasions before the Annual General Meeting in 2012. A maximum of 522,000 shares shall be acquired in order to ensure delivery of shares to participants in Performance-Related Share Programme 2010 and 2011.

## future calendar events

Year-end report 2011	9 February 2012
Interim Report January–March 2012	26 April 2012
Annual General Meeting 2012	26 April 2012
Interim Report January–June 2012	18 July 2012
Interim Report January–September 2012	18 October 2012
Year-end report 2012	February 2013

## presentation to analysts, shareholders and the media

CEO Carl-Viggo Östlund and CFO Jacob Kaplan will be presenting the report and answering any questions on Thursday 20 October at the Nordnet Customer Centre at Mäster Samuelsgatan 9, in Stockholm at 10.30 CET. The presentation will be made in English and can also be followed via the Internet at [www.org.nordnet.se](http://www.org.nordnet.se).

The information in this report is that which Nordnet AB (publ) is required to publish in accordance with the Swedish Financial Instruments Trading Act and/or the Swedish Securities Act. This information has been submitted to the market for publication on 20 October 2011 at 08.30 CET.

The CEO provides his assurance that this interim report provides an accurate overview of the operations, position and earnings of the Group and the Parent Company, and that it also describes the principal risks and sources of uncertainty faced by the Parent Company and the companies within the Group.

Bromma, 20 October 2011,

Carl-Viggo Östlund  
Chief Executive Officer

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# review report

Nordnet AB (publ), org.no 556249-1687

## **Introduction**

We have reviewed the condensed interim report for Nordnet AB (publ) as at September 30, 2011 and for the nine months period then ended. The Board of Directors and the Managing Director are responsible for the preparation and presentation of this interim report in accordance with IAS 34, the Swedish Annual Accounts Act for Credit Institutions and Securities Companies and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

## **Scope of Review**

We conducted our review in accordance with the Swedish Standard on Review Engagements, SÖG 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden.

The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## **Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, for the Group in accordance with IAS 34 and the Swedish Annual Accounts Act for Credit Institutions and Securities Companies, and for the Parent Company in accordance with the Swedish Annual Accounts Act.

Stockholm, 20 October 2011

Ernst & Young AB

Peter Strandh

Authorized Public Accountant

Consolidated Income Statement (SEK million)	Note	3 months	3 months	9 months	9 months	12m rolling	12 months
		jul-sep 2011	jul-sep 2010	jan-sep 2011	jan-sep 2010	oct-sep 2011	jan-dec 2010
Interest income		148.5	76.6	444.4	243.5	569.7	368.8
Interest expenses		-16.1	-9.8	-39.2	-27.8	-52.4	-41.0
Commission income		184.2	174.5	523.7	639.1	707.9	823.4
Commission expenses		-55.9	-64.4	-170.0	-205.1	-231.1	-266.2
Net result of financial transactions		11.9	16.9	27.7	40.6	30.7	43.7
Other operating income		3.8	7.8	31.4	40.3	143.0*	151.9*
<b>Total operating income</b>		<b>276.3</b>	<b>201.7</b>	<b>818.0</b>	<b>730.7</b>	<b>1,167.9</b>	<b>1,080.5</b>
General administrative expenses	1	-134.4	-145.6	-429.0	-454.8	-628.0	-653.8
Depreciation and amortization	2	-17.5	-19.5	-53.6	-67.1	-74.3	-87.7
Other operating expenses	3	-13.8	-12.8	-35.5	-50.0	-54.3	-68.8
<b>Total expenses before credit losses</b>		<b>-165.6</b>	<b>-178.0</b>	<b>-518.1</b>	<b>-571.9</b>	<b>-756.5</b>	<b>-810.3</b>
<b>Profit before credit losses</b>		<b>110.7</b>	<b>23.7</b>	<b>299.9</b>	<b>158.8</b>	<b>411.3</b>	<b>270.2</b>
Net credit losses		-9.7	-0.5	-32.9	-0.4	-42.6	-10.1
<b>Operating profit</b>		<b>101.0</b>	<b>23.3</b>	<b>267.0</b>	<b>158.3</b>	<b>368.8</b>	<b>260.1</b>
Tax on profit for the period		-23.4	-4.4	-54.9	-31.8	-78.6	-55.4
<b>Profit for the period</b>		<b>77.6</b>	<b>18.8</b>	<b>212.1</b>	<b>126.5</b>	<b>290.2</b>	<b>204.6</b>
<b>Of which, attributable to:</b>							
shareholders of the Parent Company		77.6	18.8	212.1	126.5	290.2	204.6
the non-controlling interest		-	-	-	0.0	0.0	0.0
Average number of shares before dilution		175,027,886	167,837,781	175,027,886	167,703,453	174,969,014	169,475,689
Earnings per share before dilution		0.44	0.11	1.21	0.75	1.66	1.21
Average number of shares after dilution		175,027,886	171,703,805	175,027,886	170,264,102	175,110,805	171,537,967
Earnings per share after dilution		0.44	0.11	1.21	0.74	1.66	1.19
<b>Note 1</b>							
Personnel costs		-66.9	-73.7	-208.6	-228.8	-292.3	-312.5
Other administrative expenses		-67.5	-71.9	-220.4	-226.0	-335.7	-341.3
		-134.4	-145.6	-429.0	-454.8	-628.0	-653.8
<b>Note 2</b>							
Goodwill amortization		-	0.1	-	-5.3	-0.1	-5.4
Write-down of capitalised development expenditure		-	-	-	-	-0.7	-0.7
Depreciation		-17.5	-19.6	-53.6	-61.7	-73.5	-81.6
		-17.5	-19.5	-53.6	-67.1	-74.3	-87.7
<b>Note 3</b>							
Marketing		-12.6	-12.0	-32.0	-46.2	-49.8	-63.9
Other operating expenses		-1.2	-0.8	-3.5	-3.9	-4.5	-4.9
		-13.8	-12.8	-35.5	-50.0	-54.3	-68.8
<b>Consolidated Statement of Comprehensive Income</b>							
		<b>3 months</b>	<b>3 months</b>	<b>9 months</b>	<b>9 months</b>	<b>12m rolling</b>	<b>12 months</b>
		<b>jul-sep 2011</b>	<b>jul-sep 2010</b>	<b>jan-sep 2011</b>	<b>jan-sep 2010</b>	<b>oct-sep 2011</b>	<b>jan-dec 2010</b>
<b>Profit for the period</b>		<b>77.6</b>	<b>18.8</b>	<b>212.1</b>	<b>126.5</b>	<b>290.2</b>	<b>204.6</b>
<b>Income/expenses recognized directly against shareholders' equity</b>							
Change in value of assets available for sale		10.0	-6.2	14.8	-20.1	18.6	-16.3
Tax on change in value of assets available for sale		-2.6	1.6	-3.9	5.3	-4.9	4.3
Change in value of net investment hedges		-	-	1.6	-	5.7	4.2
Tax on change in value of net investment hedges		-	-	-0.4	-	-1.5	-1.1
Translation of foreign operations		6.1	-39.6	13.4	-95.3	2.9	-105.8
<b>Total other comprehensive income after tax</b>		<b>13.5</b>	<b>-44.2</b>	<b>25.4</b>	<b>-110.1</b>	<b>20.8</b>	<b>-114.7</b>
<b>Total comprehensive income after tax</b>		<b>91.1</b>	<b>-25.4</b>	<b>237.5</b>	<b>16.4</b>	<b>311.0</b>	<b>89.9</b>
<b>Of which, attributable to:</b>							
shareholders of the Parent Company		91.1	-25.4	237.5	16.4	311.0	89.9

\*Including capital gains

<b>Consolidated Statement of Financial Position (SEK million)</b>	<b>30/09/2011</b>	<b>30/09/2010</b>	<b>31/12/2010</b>
<b>Assets</b>			
Loans to credit institutions	900.2	904.4	2,777.9
Loans to the public	4,700.8	5,923.3	6,016.3
Financial assets at fair value	101.7	395.1	277.9
Financial assets available for sale	6,110.4	3,231.8	1,681.4
Financial assets - policy holders bearing the risk	16,420.5	16,762.3	17,104.9
Intangible fixed assets	529.3	577.8	553.6
Tangible fixed assets	31.7	31.8	35.4
Other assets	189.7	390.3	264.4
Prepaid expenses and accrued income	107.8	125.8	80.6
<b>Total assets</b>	<b>29,092.1</b>	<b>28,342.6</b>	<b>28,792.4</b>
<b>Liabilities</b>			
Deposits and borrowing by the public	10,476.1	9,742.7	9,790.3
Liabilities to policyholders	16,422.1	16,762.3	17,107.8
Other liabilities	493.3	370.9	350.8
Accrued expenses and deferred income	133.7	116.4	126.7
Subordinated liabilities	175.7	190.2	175.7
<b>Total liabilities</b>	<b>27,701.0</b>	<b>27,182.5</b>	<b>27,551.3</b>
<b>Shareholders' equity</b>			
Share capital	175.0	174.3	175.0
Other capital contributions	471.8	471.8	471.8
Other provisions	-45.6	-54.4	-71.0
Accrued profit including profit for the period	789.9	568.3	665.3
<b>Total shareholders' equity</b>	<b>1,391.1</b>	<b>1,160.0</b>	<b>1,241.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>29,092.1</b>	<b>28,342.6</b>	<b>28,792.4</b>
<b>Consolidated changes in shareholders' equity (SEK million)</b>			
<b>Opening shareholders' equity</b>	<b>1,241.1</b>	<b>1,036.4</b>	<b>1,036.4</b>
Profit for the period	212.1	126.5	204.6
Total other comprehensive income after tax	25.4	-110.1	-114.7
Dividend	-87.5	-83.8	-83.8
Conversion of convertible debenture loan	-	10.9	19.1
Interest adjustment of convertible debenture loan	-	-	-0.6
Non-cash issue	-	180.1	180.1
<b>Closing shareholders' equity</b>	<b>1,391.1</b>	<b>1,160.0</b>	<b>1,241.1</b>

Consolidated Statement of Cash Flows (SEK million)	3 months jul-sep 2011	3 months jul-sep 2010	9 months jan-sep 2011	9 months jan-sep 2010	12m rolling oct-sep 2011	12 months jan-dec 2010
<b>Operating activities</b>						
Cash flow from operating activities before changes in working capital	74.8	30.0	268.3	156.6	712.4	600.7
Cash flow from changes in working capital	1,804.6	-1,568.9	2,190.9	-1,480.5	2,244.0	-1,427.4
Cash flow from operating activities	1,879.4	-1,538.9	2,459.2	-1,323.9	2,956.4	-826.8
<b>Investing activities</b>						
Purchases and disposals of intangible and tangible fixed assets	-	-17.6	-10.4	-32.9	-231.7	-254.2
Net investments in financial instruments	-1,515.1	1,542.3	-4,240.6	-117.2	-2,568.8	1,554.7
Acquisitions of subsidiaries	-	-22.3	-	-22.3	-31.2	-53.5
Cash flow from investing activities	-1,515.1	1,502.4	-4,251.0	-172.4	-2,831.6	1,247.0
<b>Financing activities</b>						
Cash flow from financing activities	0.0	62.1	-87.5	53.4	-131.8	9.2
<b>Cash flow for the period</b>	<b>364.3</b>	<b>25.6</b>	<b>-1,879.3</b>	<b>-1,443.0</b>	<b>-7.0</b>	<b>429.4</b>
<b>Cash and equivalents at the start of the period</b>	<b>535.4</b>	<b>855.4</b>	<b>2,777.9</b>	<b>2,383.9</b>	<b>904.5</b>	<b>2,383.9</b>
Exchange rate difference for cash and equivalents	0.5	23.5	1.6	-36.4	2.7	-35.4
<b>Cash and equivalents at the end of the period</b>	<b>900.2</b>	<b>904.5</b>	<b>900.2</b>	<b>904.5</b>	<b>900.2</b>	<b>2,777.9</b>
<b>Income Statement - Parent Company (SEK million)</b>						
	3 months jul-sep 2011	3 months jul-sep 2010	9 months jan-sep 2011	9 months jan-sep 2010	12m rolling oct-sep 2011	12 months jan-dec 2010
Net sales	18.6	8.4	54.9	25.7	62.5	33.3
<b>Total operating income</b>						
Other external costs	-2.2	-0.6	-7.0	-8.5	-13.6	-15.0
Personnel costs	-14.7	-13.3	-45.2	-41.4	-59.8	-56.0
Other operating expenses	-0.7	-0.2	-1.4	-0.6	-1.6	-0.8
<b>Operating profit</b>	<b>0.9</b>	<b>-5.6</b>	<b>1.3</b>	<b>-24.8</b>	<b>-12.5</b>	<b>-38.6</b>
<b>Profit from financial investments:</b>						
Income from participations in affiliated companies	-	-	-	-	137.5	137.5
Other interest and similar income	1.8	1.8	5.4	4.5	7.3	6.3
Interest expense and similar expense	-4.5	-2.2	-12.7	-5.6	-16.7	-9.5
<b>Profit after financial items</b>	<b>-1.7</b>	<b>-6.0</b>	<b>-6.0</b>	<b>-25.8</b>	<b>115.6</b>	<b>95.7</b>
Tax on profit for the period	0.4	0.6	1.4	5.7	5.2	9.5
<b>Profit for the period</b>	<b>-1.3</b>	<b>-5.4</b>	<b>-4.6</b>	<b>-20.2</b>	<b>120.8</b>	<b>105.2</b>
<b>Total Other Comprehensive Income - Parent company (SEK million)</b>						
	3 months jul-sep 2011	3 months jul-sep 2010	9 months jan-sep 2011	9 months jan-sep 2010	12m rolling oct-sep 2011	12 months jan-dec 2010
<b>Profit for the period</b>	<b>-1.3</b>	<b>-5.4</b>	<b>-4.6</b>	<b>-20.2</b>	<b>120.8</b>	<b>105.2</b>
Income/expenses recognized directly against shareholders' equity						
Group contribution	-	-	-	-	39.8	39.8
Tax on group contribution	-	-	-	-	-10.5	-10.5
Group contribution submitted	-	-	-	-	-27.5	-27.5
<b>Total other comprehensive income after tax</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.8</b>	<b>1.8</b>
<b>Total comprehensive income after tax</b>	<b>-1.3</b>	<b>-5.4</b>	<b>-4.6</b>	<b>-20.2</b>	<b>122.5</b>	<b>107.0</b>
<b>Balance Sheet - Parent Company (SEK million)</b>						
				30/09/2011	30/09/2010	31/12/2010
<b>Assets</b>						
Financial fixed assets				1,138.0	1,141.3	1,147.4
Current assets				110.2	108.6	104.8
Cash and bank balances				5.7	16.3	1.0
<b>Total assets</b>				<b>1,253.9</b>	<b>1,266.2</b>	<b>1,253.1</b>
<b>Shareholders' equity and liabilities</b>						
Shareholders' equity				833.8	791.7	926.0
Current liabilities				420.0	474.5	327.2
<b>Total liabilities and shareholders' equity</b>				<b>1,253.9</b>	<b>1,266.2</b>	<b>1,253.1</b>

Capital requirements for the financial conglomerate (SEK million)	30/09/2011	31/12/2010
Shareholder's equity, Group	1,391.1	1,241.1
Plus debenture loan	175.7	175.7
Less assumed dividend for the 2011 financial year	-84.8	-87.5
Less intangible fixed assets and deferred tax receivables	-533.0	-554.6
<b>Capital base</b>	<b>949.0</b>	<b>774.7</b>
Capital requirement for regulated units within the banking and securities sector	480.5	455.7
Theoretical solvency requirement for non-regulated units in the largest financial sector	2.1	2.0
Capital requirement for regulated units within the insurance sector	25.9	26.4
<b>Capital requirement</b>	<b>508.6</b>	<b>484.1</b>
<b>Capital surplus</b>	<b>440.4</b>	<b>290.6</b>
<b>Capital coverage ratio</b>	<b>1.87</b>	<b>1.60</b>

The table above relates to the financial conglomerate consisting of Nordnet AB (publ) and all its subsidiaries. The capital basis of the financial conglomerate has been calculated in accordance with the consolidation method. The Group-based financial statements have been compiled in accordance with the same accounting principles as the consolidated financial statements.

## accounting principles

Nordnet AB's (publ) consolidated financial statements are compiled in accordance with International Financial Reporting Standards (IFRS) approved by the EU. This report for the Group has been compiled in accordance with IAS 34, Interim Financial Reporting. Furthermore, Nordnet is compliant with the Swedish Act on Annual Accounts of Credit Institutions and Securities Companies and the regulations of the Swedish Financial Supervisory Authority (FFFS 2008:25). The interim report for the Parent Company has been compiled in accordance with the Annual Accounts Act. The accounting principles applied in this report are those described in the Nordnet Annual Report for 2010, Note 5, the section entitled "Accounting principles applied".

Financial development per quarter - Group (SEK million)	Q3 11	Q2 11	Q1 11	Q4 10	Q3 10	Q2 10	Q1 10	Q4 09
Net interest	132.4	139.3	133.7	112.1	66.8	77.8	71.0	65.9
Net commission - not trade related	19.6	15.0	14.7	16.7	15.6	8.9	23.2	27.5
Net commission - trade related	108.7	77.5	118.2	106.5	94.4	150.7	141.1	138.1
Net result of financial transactions	11.9	2.2	13.6	3.1	16.9	6.2	17.5	7.9
Other income	3.8	17.6	10.0	111.6	7.8	12.6	19.9	26.5
<b>Operating income</b>	<b>276.3</b>	<b>251.6</b>	<b>290.1</b>	<b>349.8</b>	<b>201.7</b>	<b>256.3</b>	<b>272.7</b>	<b>265.9</b>
General administrative expenses	-134.4	-145.2	-149.4	-198.9	-145.6	-149.1	-160.1	-179.3
Depreciation	-17.5	-17.6	-18.6	-20.6	-19.5	-20.3	-27.2	-31.4
Other operating expenses	-13.8	-10.6	-11.1	-18.8	-12.8	-22.5	-14.7	-16.6
Net credit losses	-9.7	-11.5	-11.7	-9.7	-0.5	0.0	0.0	-3.9
<b>Expenses</b>	<b>-175.4</b>	<b>-184.9</b>	<b>-190.8</b>	<b>-248.0</b>	<b>-178.4</b>	<b>-191.9</b>	<b>-202.0</b>	<b>-231.2</b>
<b>Operating profit</b>	<b>101.0</b>	<b>66.7</b>	<b>99.3</b>	<b>101.7</b>	<b>23.3</b>	<b>64.4</b>	<b>70.6</b>	<b>34.6</b>
Earnings per share before dilution	0.44	0.32	0.45	0.45	0.11	0.33	0.32	0.18
Cost coverage	96%	94%	90%	98%	60%	55%	65%	55%
Return on shareholders' equity	6%	4%	6%	6%	2%	5%	5%	3%
Capital coverage ratio	1.87	1.71	1.61	1.60	1.18	1.46	1.36	1.14
<b>Quarterly statistics</b>	<b>Q3 11</b>	<b>Q2 11</b>	<b>Q1 11</b>	<b>Q4 10</b>	<b>Q3 10</b>	<b>Q2 10</b>	<b>Q1 10</b>	<b>Q4 09</b>
Number of accounts at end of the period	394,700	384,000	372,400	360,000	346,800	316,000	317,800	308,600
Total savings capital (SEK billion)	86.8	102.7	106.2	102.2	96.2	91.2	96.2	90.4
Average savings capital per account (SEK)	218,700	267,400	278,300	283,900	277,300	288,700	302,700	293,000
Number of trades	4,185,300	3,100,100	4,175,300	3,844,700	3,672,600	4,298,600	4,348,100	4,121,000
Number of trading days	66	59	63	64	66	62	63	65
Number of trades per day	63,400	52,500	66,300	60,100	55,600	69,300	69,000	63,400
Number of trades per account and month	3.5	2.7	4.0	3.8	3.5	4.5	4.6	4.5
Net commission per trade (SEK)	26	25	28	28	26	35	32	34

<b>Key figures - Group</b>	<b>30/09/2011</b>	<b>30/09/2010</b>	<b>31/12/2010</b>
Operating margin (%)	33%	22%	24%
Profit margin (%)	26%	17%	19%
Investments in tangible assets, SEK million	10.5	13.8	24.2
Investments in intangible assets excl. company acquisitions, SEK million	7.1	17.8	23.7
Of which, internal development expenses	2.2	1.5	1.9
Marketing, SEK million	32.0	46.2	63.9
Earnings per share before dilution, SEK	1.21	0.75	1.21
Earnings per share after dilution, SEK	1.21	0.74	1.19
Return on shareholders' equity (%)	15%	11%	18%
Shareholders' equity per share, SEK	7.95	6.91	7.09
Dividend per share, SEK	-	-	0.50
Share price, SEK	15.30	27.80	23.30
Market capitalization at the end of the period, SEK million	2,678	4,666	4,078
Shareholders' equity, SEK million	1,391.1	1,160.0	1,241.1
Capital base, SEK million	949.0	707.3	774.7
Capital coverage ratio	1.87	1.18	1.60
Average number of shares before dilution	175,027,886	167,703,453	169,475,689
Average number of shares after dilution	175,027,886	171,703,805	171,537,967
Number of shares at end of period	175,027,886	167,842,756	175,027,886
Number of full-time employees at end of period	336	357	352
<b>Customer related key financial figures:</b>			
Number of active accounts at end of the period	394,700	346,800	360,000
Total savings capital at end of period, SEK million	86.8	96.2	102.2
Average savings capital per trade-related active account at end of period, SEK	220,020	277,346	283,909
Cash deposits at end of period, SEK million	13,235.4	12,032.9	11,227.5
Managed Client Funds, SEK million	154.8	101.3	113.2
Lending at end of period, SEK million	4,700.8	5,923.3	6,016.3
Lending/deposits (%)	36%	49%	53%
Number of trades for the period	11,460,700	12,319,200	16,163,900
Number of trades per day	60,961	64,499	63,388
Number of trades per trade-related active account	29.0	35.5	44.9
Number of trades per trade-related active account and month	3.2	3.9	3.7
Average net commission revenue per trade, SEK	27	31	30
DART (Daily Average Revenue from Trading), SEK	2,381,000	2,990,900	2,885,100
Annual average income/savings capital (%)	1.1%	1.0%	1.1%
Average yearly income per account, SEK	2,845	3,022	3,232
Average yearly operating expenses per account, SEK	-1,985	-2,346	-2,454
Average yearly profit per account, SEK	860	675	778

*While every care has been taken in the translation of this report, readers are reminded that the original report is the Swedish PDF version.*