

Aprila

Q1 Interim report

January - March 2022

Content

- 3** Key figures
- 4** Interim report
- 6** Condensed consolidated interim statement of comprehensive income
- 7** Condensed statement of financial position
- 8** Condensed statement of the cash flow position
- 9** Condensed statement of changes in equity
- 10** Notes

Key figures

GROSS INCOME FROM LENDING

21.7

NOK MILLION

GROSS LOANS

438

NOK MILLION, EOP

UNIQUE CUSTOMERS

5,344

EOP

GROSS LOANS PER CUSTOMER

81.7

NOK THOUSAND, EOP

GROSS INCOME PER CUSTOMER¹⁾

16.9

NOK THOUSAND, ANNUALISED

PURCHASED AMOUNT²⁾

155

NOK MILLION

¹⁾ Annualised gross income in the period divided by average number of unique customers in the period.

²⁾ Nominal value of invoices purchased in the period.

Interim report

About Aprila Bank ASA

Aprila is a product- and technology company offering improved access to financing for small and medium sized enterprises (SMEs) through innovative financial solutions. Aprila's API-based technology platform supports both direct customer relationships as well as customer relationships established through partners. The bank commenced operations in April 2018 and offers three credit products to SMEs: credit line, spot factoring and B2B ecommerce checkout.

Aprila's technology infrastructure employs machine learning models that predict outcomes and price risk automatically, using real-time data in addition to ordinary sources of credit information. This enables the bank to offer credit to SMEs with a seamless customer experience.

The bank is owned by private and institutional investors in Norway and abroad. The largest shareholders are Amesto Group AS (14.50%), SES AS (9.98%) and Alliance Venture Spring AS (6.27%)³.

First quarter 2022

Highlights from the quarter are outlined below.

- Gross income from lending amounted to NOK 21.7 million, an increase of 107% YoY and 9% QoQ.
- Total income amounted to NOK 17.9 million, an increase of 107% YoY and 9% QoQ.
- Gross loans at the end of the quarter amounted to NOK 438 million, an increase of 106% YoY and 21% QoQ.
- Gross lending to credit line accounts amounted to NOK 377 million at the end of the quarter, an increase of 144% YoY and 25% QoQ.
- At the end of the quarter, Aprila had 5,344 unique customers, an increase of 53% YoY and 9% QoQ.
- At the end of the quarter, Aprila had 6,086 open customer accounts distributed on Aprila's three lending platforms: spot factoring⁴ (3,353 accounts), credit line (2,676 accounts) and home rental⁵ (57 accounts).

Financial figures

All figures are prepared and presented in accordance with IFRS. Comparable figures from Q1 2021 are presented in brackets.

Interest income in the quarter amounted to NOK 17.9 million (NOK 8.9 million), net interest income to NOK 16.9 million (NOK 7.8 million) and total income was NOK 17.9 million (NOK 8.6 million).

Total operating expenses amounted to NOK 18.0 million (NOK 16.8 million) of which NOK 8.7 million (48%) in salary and personnel expenses, NOK 7.3 million (41%) in general administrative expenses and NOK 2.0 million (11%) in ordinary depreciation.

Losses on loans amounted to NOK 5.2 million (NOK 7.0 million). Pre-tax operating profit amounted to NOK -5.3 million (NOK -15.3 million).

Total assets at the end of the quarter amounted to NOK 530 million (NOK 414 million) of which NOK 408 million (NOK 202 million) were net loans to customers. Total equity amounted to NOK 103 million (NOK 97 million) and the CET1-ratio was 30.2% (53.2%)⁶. Total liquid assets amounted to NOK 99 million (NOK 183 million) of which NOK 43 million in bank deposits and NOK 56 million in certificates and bonds.

³ As registered in VPS 4 May 2022. After the registration of the capital increase pursuant to the exercise of warrants on 13 April 2022, as announced on notc.no the same day, and the registration of the capital increase pursuant to the exercise of options announced on notc.no 4 March 2022, Amesto Group AS will hold 17.31% of the share capital, SES AS will hold 9.86% and Alliance Venture Spring AS 5.74%.

⁴ Includes B2B ecommerce accounts (online merchants).

⁵ Onboarding of new home rental customers ceased in H1 2021.

⁶ Aprila implemented retail classification on eligible exposures as of 30 September 2021. Numbers for previous periods have been adjusted accordingly to make the numbers comparable.

Outlook

Macroeconomic outlook

The global economic situation in the first quarter of 2022 was characterised by sharp increases in energy and commodity prices. In Norway, inflation reached 4.5 percent year-on-year in March. Russia's invasion of Ukraine added significant uncertainty and caused turbulence in financial markets. Since September 2021, Norges Bank has increased the key policy rate to 0.75 percent through three consecutive hikes of 0.25 percentage points and has signalled that the rate may be increased by another 1.75 percentage points, reaching 2.50 percent by the end of 2023.

The 0.75 percentage point increase in the key policy rate has, as of the date of this report, resulted in an increase of Aprila's funding cost of 0.20 percentage points⁷. In terms of interest income, Aprila is favourably positioned to manage expected future hikes in interest level as the bank's loan agreements provide a high degree of pricing flexibility. Moreover, since the bank offers high-yielding products, the relative effect of the expected increase in interest rates on the customers' borrowing cost is quite modest.

In the current macro-economic environment, we consider the key uncertainties for Aprila to be the effect of high inflation and the war in Ukraine on our customers' credit appetite and quality. Aprila's access to day-to-day accounting data for the majority of its customers provides a unique insight into the customers' financial position and the bank will continue to closely monitor the financial health of its customers and continuously align its risk appetite with the customers' financial performance.

Key priorities

During the second quarter of 2022 Aprila will focus on three key priorities:

Achieve overall profitability

Aprila has delivered healthy product profitability over the past four quarters, despite strong growth. In the second quarter of 2022, Aprila expects to achieve overall profitability through lending growth, price optimisation and increased automation of customer onboarding, servicing and monitoring. Whether the bank will achieve profitability in the second quarter or not depends on the development in the customers' credit quality.

Accelerate growth

Over the past six quarters, aprila.no has been the main source for attracting new customers. During the second quarter of 2022, Aprila will continue to enhance customer acquisition through own channels and select partner channels in order to maintain the growth trajectory and continue to increase the ratio of customer lifetime value to customer acquisition cost.

Strengthen competitive advantage

Based on customer consent, Aprila receives day-to-day customer accounting data and transaction history from the partner systems where Aprila's products are embedded through APIs. The bank runs several machine-learning and expert models that calculate prices, make credit decisions, and enable a seamless customer experience. During the second quarter of 2022, Aprila will continue to focus on improving the models, as well as enhancing the data by adding new data sources.

Other information

The accounting deficit for the first quarter 2022 has in its entirety been booked against retained earnings. This interim report has not been audited by the company's external auditor.

Oslo, 11 May 2022

Board of Directors
Aprila Bank ASA

⁷ From 1.0 percent in September 2021 to 1.20 percent from 28 April 2022.

Condensed consolidated interim statement of comprehensive income

Amounts in NOK thousand	Note	Q1 2022	Q1 2021	2021
Interest income		17,945	8,885	50,816
Interest expense		1,082	1,064	3,649
Net interest income		16,863	7,821	47,167
Income commissions and fees		1,234	303	2,420
Expenses commissions and fees		159	149	730
Net commissions and fees		1,074	154	1,691
Net gains / losses (-) on certificates, bonds and currency		-41	655	414
Other income		0	0	0
Total income		17,896	8,630	49,272
Salary and other personnel expenses		8,654	10,470	32,376
General administrative expenses	8	7,348	4,305	22,107
Total salary and administrative expenses		16,002	14,774	54,483
Ordinary depreciation		1,986	2,069	8,412
Total operating expenses excl. losses on loans		17,988	16,844	62,895
Losses on loans	2, 3	5,205	7,043	20,872
Pre-tax operating profit		-5,298	-15,257	-34,495
Tax		0	0	0
Profit after tax		-5,298	-15,257	-34,495
Earnings per share (NOK)		-0.11	-0.34	-0.77
Diluted earnings per share (NOK)		-0.11	-0.34	-0.77

COMPREHENSIVE INCOME

Amounts in NOK thousand	Q1 2022	Q1 2021	2021
Comprehensive income for the period	-5,298	-15,257	-34,495

Condensed statement of financial position

Amounts in NOK thousand	Note	31.03.2022	31.12.2021	31.03.2021
Loans and deposits with credit institutions	5, 6	43,201	67,157	26,527
Net loans to customers	2, 3, 6	408,348	338,651	202,478
Certificates and bonds	6	56,018	36,059	156,485
Other intangible assets		12,681	14,036	18,077
Deferred tax assets		0	0	0
Fixed assets		4,908	5,432	3,475
Other receivables	7	4,850	4,143	7,048
Total assets		530,007	465,478	414,090
Deposits from and debt to customers		402,979	338,002	302,713
Other debt	7	23,554	18,864	14,386
Total liabilities		426,533	356,866	317,099
Share capital	4	50,591	44,631	44,631
Share premium	4	215,368	190,545	190,545
Unregistered Share capital	4	42	30,783	0
Other paid-in equity	4	2,786	2,668	2,591
Retained earnings	4	-165,313	-160,015	-140,777
Total equity		103,474	108,612	96,990
Total equity and liabilities		530,007	465,478	414,090

Condensed statement of the cash flow position

Amounts in NOK thousand	Note	Q1 2022	Q1 2021	2021
Pre-tax operating profit		-5,298	-15,257	-34,495
Taxes		0	0	0
Ordinary depreciation		1,986	2,069	8,412
Change in loans	3	-69,697	-25,618	-161,791
Change in deposits from customers		64,977	-9,206	26,083
Change in securities	6	-19,959	-653	119,773
Change in accruals		4,439	-782	4,342
Net cash flow from operating activities		-23,551	-49,447	-37,677
Net investments in fixed assets		0	0	0
Net investments in intangible assets		-125	-421	-1,177
Net cash flow from investing activities		-125	-421	-1,177
Paid-in equity	4	160	149	31,009
Repayment of leasing liabilities		-440	-405	-1,649
Net cash flow from financing activities		-280	-256	29,360
Net cash flow for the period		-23,956	-50,124	-9,493
Cash and cash equivalents at the start of the period	5	67,157	76,651	76,651
Cash and cash equivalents at the end of the period	5	43,201	26,527	67,157

Condensed statement of changes in equity

Amounts in NOK thousand	Share capital	Share premium	Unregistered Share capital	Total equity
Equity as of 31 December 2020	44,590	190,545	40	112,098
Share capital increase	40	0	-40	0
Changes in equity due to stock options program				149
Net profit for the period				-15,257
Equity as of 31 March 2021	44,631	190,545	0	96,990

Amounts in NOK thousand	Share capital	Share premium	Unregistered Share capital	Total equity
Equity as of 31 December 2021	44,631	190,545	30,783	108,612
Share capital increase	5,961	24,823	-30,741	42
Changes in equity due to stock options program				118
Net profit for the period				-5,298
Equity as of 31 March 2022	50,591	215,368	42	103,474

Notes

Note 1 General accounting principles

Reporting entity

Aprila Bank is a bank domiciled in Norway. The bank's registered office is at Kirkegata 5, 0153 Oslo.

Basis of accounting

These interim financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting and with the same accounting principles as used in the annual statement for 2021.

Aprila was granted a commercial banking license from the Financial Supervisory Authority of Norway (NO: Finanstilsynet) in March 2018.

The interim report was authorised for issue by the bank's board of directors on 11 May 2022.

Functional and presentation currency

These consolidated financial statements are presented in NOK, which is the bank's functional currency. All amounts have been rounded to the nearest thousand, except where otherwise indicated.

Note 2 Expected credit loss

According to IFRS 9, loan loss allowances should be recognised based on the expected credit loss (ECL). The general model for loan loss allowances on financial assets in IFRS 9 applies to financial assets that are measured at amortised cost or at fair value with changes in value through other comprehensive income (OCI), and that did not have any losses incurred on initial recognition.

Note 3 Loans to customers

LOANS TO CUSTOMERS

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Credit line	376,677	301,449	154,127
Non-recourse factoring	60,038	60,341	57,345
Other	1,063	1,070	1,189
Gross loans to customers	437,778	362,860	212,661
Loan loss allowance	29,430	24,209	10,184
Net loans to customers	408,348	338,651	202,478

DEFAULTS AND LOSSES

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Gross defaulted loans	43,602	31,233	14,446
Loan loss allowance stage 3	17,891	12,571	6,888
Net defaulted loans	25,711	18,662	7,559

LOAN LOSS PROVISIONS IN THE PERIOD

Amounts in NOK thousand	Q1 2022	Q1 2021	2021
Loan loss provisions stage 1	363	-125	5,951
Loan loss provisions stage 2	-462	-1,009	1,258
Loan loss provisions stage 3	4,682	4,799	9,390
Total loan loss provisions in the period	4,583	3,666	16,599
Realised losses in the period	623	3,377	4,273
Losses on loans in the period	5,205	7,043	20,872

AGEING OF LOANS, GROSS LOANS

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Loans not past due	393,127	322,155	188,859
Past due 1 - 30 days	15,826	18,300	12,887
Past due 31 - 60 days	4,825	4,253	3,832
Past due 61 - 90 days	3,479	2,244	2,034
Past due 91+ days	20,521	15,909	5,050
Total	437,778	362,860	212,661

AGEING OF LOANS, CREDIT LINE

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Loans not past due	354,187	284,351	149,052
Past due 1 - 30 days	6,812	5,221	3,183
Past due 31 - 60 days	2,156	1,704	680
Past due 61 - 90 days	1,514	901	164
Past due 91+ days	12,008	9,272	1,048
Total	376,677	301,449	154,127

AGEING OF LOANS, NON-RECOURSE FACTORING

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Loans not past due	37,877	36,733	38,617
Past due 1 - 30 days	9,014	13,079	9,704
Past due 31 - 60 days	2,669	2,549	3,151
Past due 61 - 90 days	1,965	1,343	1,870
Past due 91+ days	8,513	6,636	4,002
Total	60,038	60,341	57,345

GROSS LOANS TO CUSTOMERS

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Gross loans to customers as of 31 December 2021	277,345	54,282	31,233	362,860
Transfers from stage 1 to stage 2	-11,286	11,286	0	0
Transfers from stage 1 to stage 3	-8,788	0	8,788	0
Transfers from stage 2 to stage 1	11,877	-11,877	0	0
Transfers from stage 2 to stage 3	0	-9,443	9,443	0
Transfers from stage 3 to stage 1	1,291	0	-1,291	0
Transfers from stage 3 to stage 2	0	1,226	-1,226	0
New financial assets issued in the period	132,642	12,053	1,719	146,415
Financial assets derecognised in the period	-60,035	-6,398	-5,063	-71,496
Gross loans to customers as of 31 March 2022	343,047	51,129	43,602	437,778

LOAN LOSS ALLOWANCE

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Loan loss allowance as of 31 December 2021	7,298	4,340	12,571	24,209
Transfers from stage 1 to stage 2	-451	451	0	0
Transfers from stage 1 to stage 3	-347	0	347	0
Transfers from stage 2 to stage 1	319	-319	0	0
Transfers from stage 2 to stage 3	0	-1,337	1,337	0
Transfers from stage 3 to stage 1	31	0	-31	0
Transfers from stage 3 to stage 2	0	84	-84	0
New financial assets issued in the period	2,759	1,972	6,451	11,182
Financial assets derecognised in the period	-1,948	-1,313	-2,701	-5,961
Loan loss allowance as of 31 March 2022	7,660	3,878	17,891	29,430

GROSS LOANS TO CUSTOMERS, CREDIT LINE

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Gross loans to customers as of 31 December 2021	230,121	47,719	23,609	301,449
Transfers from stage 1 to stage 2	-10,223	10,223	0	0
Transfers from stage 1 to stage 3	-7,425	0	7,425	0
Transfers from stage 2 to stage 1	11,877	-11,877	0	0
Transfers from stage 2 to stage 3	0	-6,939	6,939	0
Transfers from stage 3 to stage 1	1,291	0	-1,291	0
Transfers from stage 3 to stage 2	0	1,226	-1,226	0
New financial assets issued in the period	88,126	6,805	1,185	96,116
Financial assets derecognised in the period	-16,106	-2,339	-2,443	-20,888
Gross loans to customers as of 31 March 2022	297,661	44,818	34,198	376,677

LOAN LOSS ALLOWANCE, CREDIT LINE

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Loan loss allowance as of 31 December 2021	6,336	3,220	8,694	18,250
Transfers from stage 1 to stage 2	-433	433	0	0
Transfers from stage 1 to stage 3	-246	0	246	0
Transfers from stage 2 to stage 1	319	-319	0	0
Transfers from stage 2 to stage 3	0	-751	751	0
Transfers from stage 3 to stage 1	31	0	-31	0
Transfers from stage 3 to stage 2	0	84	-84	0
New financial assets issued in the period	2,186	1,006	4,920	8,112
Financial assets derecognised in the period	-1,283	-779	-1,404	-3,466
Loan loss allowance as of 31 March 2022	6,910	2,894	13,092	22,897

GROSS LOANS TO CUSTOMERS, NON-RECOURSE FACTORING

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Gross loans to customers as of 31 December 2021	46,154	6,563	7,624	60,341
Transfers from stage 1 to stage 2	-1,062	1,062	0	0
Transfers from stage 1 to stage 3	-1,362	0	1,362	0
Transfers from stage 2 to stage 1	0	0	0	0
Transfers from stage 2 to stage 3	0	-2,504	2,504	0
Transfers from stage 3 to stage 1	0	0	0	0
Transfers from stage 3 to stage 2	0	0	0	0
New financial assets issued in the period	44,323	5,248	534	50,105
Financial assets derecognised in the period	-43,729	-4,059	-2,620	-50,408
Gross loans to customers as of 31 March 2022	44,323	6,311	9,405	60,038

LOAN LOSS ALLOWANCE, NON-RECOURSE FACTORING

Amounts in NOK thousand	Stage 1	Stage 2	Stage 3	Total
Loan loss allowance as of 31 December 2021	948	1,120	3,877	5,945
Transfers from stage 1 to stage 2	-18	18	0	0
Transfers from stage 1 to stage 3	-101	0	101	0
Transfers from stage 2 to stage 1	0	0	0	0
Transfers from stage 2 to stage 3	0	-587	587	0
Transfers from stage 3 to stage 1	0	0	0	0
Transfers from stage 3 to stage 2	0	0	0	0
New financial assets issued in the period	573	966	1,531	3,070
Financial assets derecognised in the period	-662	-534	-1,297	-2,492
Loan loss allowance as of 31 March 2022	739	984	4,799	6,523

Note 4 Regulatory capital

Aprila implemented retail classification on eligible exposures as of 30 September 2021. Numbers for previous periods have been adjusted accordingly to make the numbers comparable.

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Share capital	50,591	44,631	44,631
Share premium	215,368	190,545	190,545
Other equity	-162,485	-126,564	-138,186
Total equity	103,474	108,612	96,990
Other intangible assets	-12,681	-14,036	-18,077
AVA adjustment	-56	-36	-156
Deferred tax assets	0	0	0
Common equity tier 1 (CET 1)	90,737	94,540	78,756
Tier 1 capital	90,737	94,540	78,756
Total capital	90,737	94,540	78,756
RISK-WEIGHTED ASSETS			
Loans and deposits with credit institutions	8,640	13,431	5,305
Loans to customers	236,072	194,987	113,039
Certificates and bonds	0	0	2,519
Other assets	9,759	9,575	10,523
Credit risk	254,471	217,994	131,386
Operational risk	45,691	45,691	16,728
Risk-weighted assets	300,163	263,685	148,114
Common equity tier 1 ratio (%)	30.2%	35.9%	53.2%
Tier 1 ratio (%)	30.2%	35.9%	53.2%
Total capital ratio (%)	30.2%	35.9%	53.2%
Leverage ratio (%)	16.9%	20.2%	19.3%
LCR	227%	284%	1,433%

Note 5 Loans and deposits with credit institutions

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Loans and deposits with credit institutions	43,201	67,157	26,527
Total	43,201	67,157	26,527

Note 6 Financial instruments

Financial instruments at fair value

Financial instruments at fair value are measured at different levels:

Level 1

Financial instruments in level 1 are determined based on quoted prices in active markets for identical financial instruments available on the balance sheet date.

Level 2

Financial instruments in level 2 are determined based on inputs other than quoted prices, but where prices are observable either directly or indirectly. These include quoted prices in markets that are not active.

Level 3

When valuation cannot be determined in level 1 or 2, valuation methods based on non-observable market data are used.

Certificates and bonds – level 1

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Intitial recognition	55,796	35,796	155,989
Change in fair value	222	264	497
Total financial assets at fair value	56,018	36,059	156,485

Financial instruments at amortised cost

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Loans and deposits with credit institutions	43,201	67,157	26,527
Net loans to customers	408,348	338,651	202,478
Other receivables	4,850	4,143	7,048
Total financial assets at amortised cost	456,399	409,951	236,053
Deposits from and debt to customers	402,979	338,002	302,713
Other debt	23,554	18,864	14,386
Total financial liabilities at amortised cost	426,533	356,866	317,099

Note 7 Receivables and other liabilities

RECEIVABLES

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Skattefunn tax deduction claim	2,940	2,468	5,292
Other receivables	1,910	1,675	1,756
Total receivables	4,850	4,143	7,048

OTHER LIABILITIES

Amounts in NOK thousand	31.03.2022	31.12.2021	31.03.2021
Payables to suppliers	2,678	3,264	725
Payables to factoring customers and partners	9,619	4,195	2,673
Social security tax	994	1,280	1,161
Other liabilities	10,264	10,125	9,827
Total other liabilities	23,554	18,864	14,386

Note 8 General administrative expenses

Amounts in NOK thousand	Q1 2022	Q1 2021	2021
External services	709	842	5,625
IT operations	1,450	1,461	5,607
Sales and marketing	2,998	694	5,767
Credit information	336	269	1,154
External audit and related services	1,100	444	1,583
Credit insurance	0	64	236
Other operating expenses	753	530	2,136
Total general administrative expenses	7,348	4,305	22,107

Note 9 Subsequent events

There is no awareness of other events after the date of the balance sheet that may be of material significance to the accounts.

Note 10 Shareholders

20 LARGEST SHAREHOLDERS AS REGISTERED IN VPS 4 MAY 2022

Shareholder	Ownership	
	Shares	Per cent
1 AMESTO GROUP AS	7,333,374	14.50%
2 SES AS	5,050,505	9.98%
3 ALLIANCE VENTURE SPRING AS	3,174,406	6.27%
4 STRØMSTANGEN AS	2,272,167	4.49%
5 MP PENSJON PK	2,227,357	4.40%
6 PRIMERA AS	1,686,500	3.33%
7 REDIVIVUS AS	1,354,008	2.68%
8 FJ LABS	1,099,400	2.17%
9 ØSD FINANS AS	1,000,000	1.98%
10 AREPO AS	907,747	1.79%
11 UNIVERSAL PRESENTKORT AS	897,699	1.77%
12 SIRKELBUE AS	800,000	1.58%
13 NORDIC PRIVATE EQUITY AS	799,982	1.58%
14 SIX SIS AG	777,470	1.54%
15 DISRUPTOR AS	740,000	1.46%
16 CHRI AS	687,255	1.36%
17 ENIMAE AS	672,300	1.33%
18 INCHOATE AS	610,000	1.21%
19 STRIGEN AS	608,798	1.20%
20 BLUE MOUNTAIN CAPITAL AS	580,000	1.15%
Others	17,312,504	34.22%
Total	50,591,472	100%

Aprila Bank ASA
Kirkegata 5
0153 Oslo