



Nordea

Nordea Eiendoms kreditt Covered Bonds

Q2 2018 Debt investor presentation


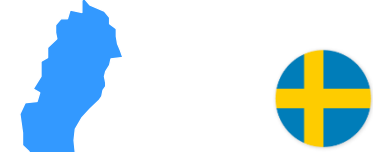


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1. In brief

Nordea covered bond operations

Q2 2018

<p><i>Four aligned covered bond issuers with complementary roles</i></p>	 <p>Nordea Eiendomskreditt</p>	 <p>Nordea Hypotek</p>	 <p>Nordea Kredit</p>	 <p>Nordea Mortgage Bank</p>
Legislation	Norwegian	Swedish	Danish/SDRO	Finnish
Cover pool assets	Norwegian residential mortgages	Swedish residential mortgages primarily	Danish residential & commercial mortgages	Finnish residential mortgages primarily
Cover pool size	EUR 11.2bn (eq.)	EUR 52.5bn (eq.)	Balance principle	EUR 20.1bn
Covered bonds outstanding	EUR 8.9bn (eq.)	EUR 31.4bn (eq.)	EUR 52.9bn (eq.)	EUR 18.3bn
OC	26%	67%	CC1/CC2 27.3%/9%	10%
Issuance currencies	NOK, GBP, USD, CHF	SEK	DKK, EUR	EUR
Rating (Moody's / S&P)	Aaa / -	Aaa / AAA	Aaa / AAA	Aaa / -

- Covered bonds are an integral part of Nordea’s long term funding operations
- Issuance in Scandinavian and international currencies
- ECBC Covered Bond Label on all Nordea covered bond issuance

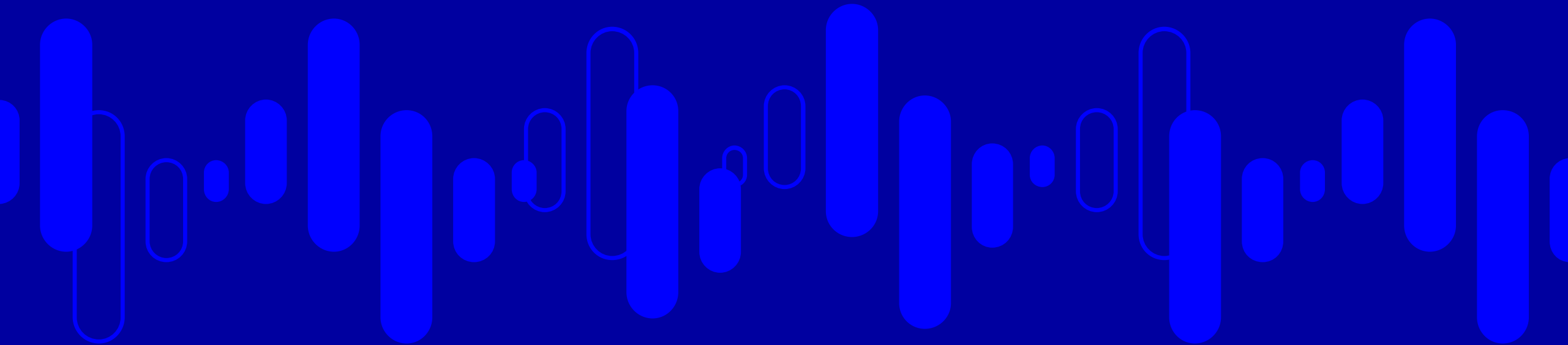


Nordea Eiendomskreditt – overview

Q2 2018

- A 100% owned subsidiary of Nordea Bank AB
- The purpose of the Issuer is to acquire and provide residential mortgage loans and finance its activities mainly through issuance of covered bonds
- Loans in Nordea Eiendomskreditt (NE) are originated by Nordea Bank AB, Norwegian branch and subsequently transferred to NE
 - Collateral must be in the form of mortgages in residential real estate or in shares in housing cooperatives
 - At the time of transfer, the loans are not in default, i.e. payments of installments and interest are not overdue at the time of transfer
- Approx. 14% market share of outstanding covered issuance in Norwegian market
- Cost-effective loan origination and service through Nordea Bank's nationwide Norwegian branch network and internet
- Covered bonds rated Aaa by Moody's

2. Cover pool characteristics



Cover pool key characteristics

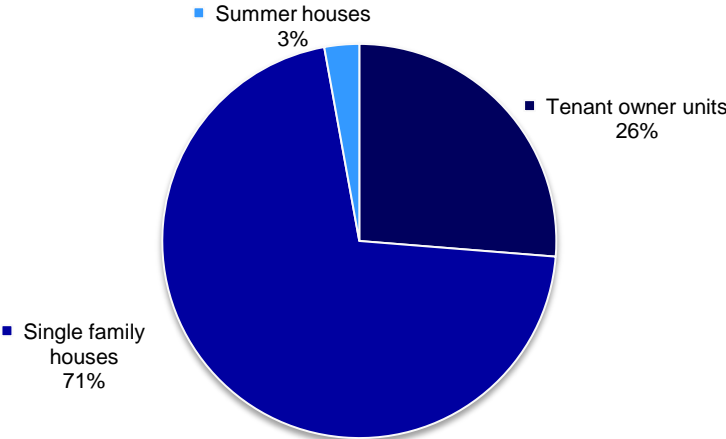
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Cover pool summary	
Pool notional	NOK 109.8bn
Outstanding Covered Bonds	NOK 87.1bn
Cover pool content	Mortgage loans secured by Norwegian residential collateral
Geographic distribution	Throughout Norway with concentration to urban areas
Asset distribution	100% residential
Weighted average LTV	49.3% (indexed, calculated per property)
Average loan size	NOK 1.5m
Over Collateralisation (OC)	26.1%, (2% legal requirement)
Rate type	Floating 98.3%, Fixed 1.7%
Amortisation	Bullet/ interest only 33.0%, Amortizing 67.0%
Pool type	Dynamic
Loans originated by	Nordea Bank AB, Norway Branch

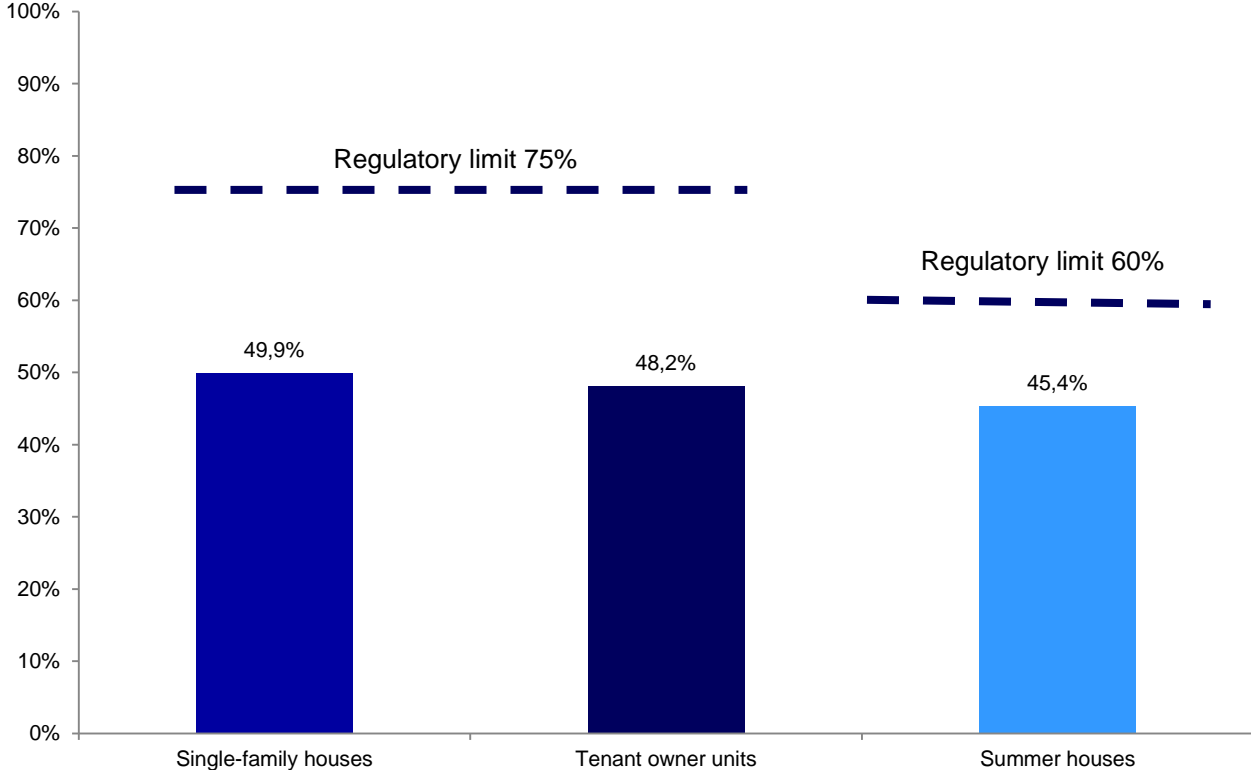
Cover pool key characteristics (2)

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Cover pool balance by loan category

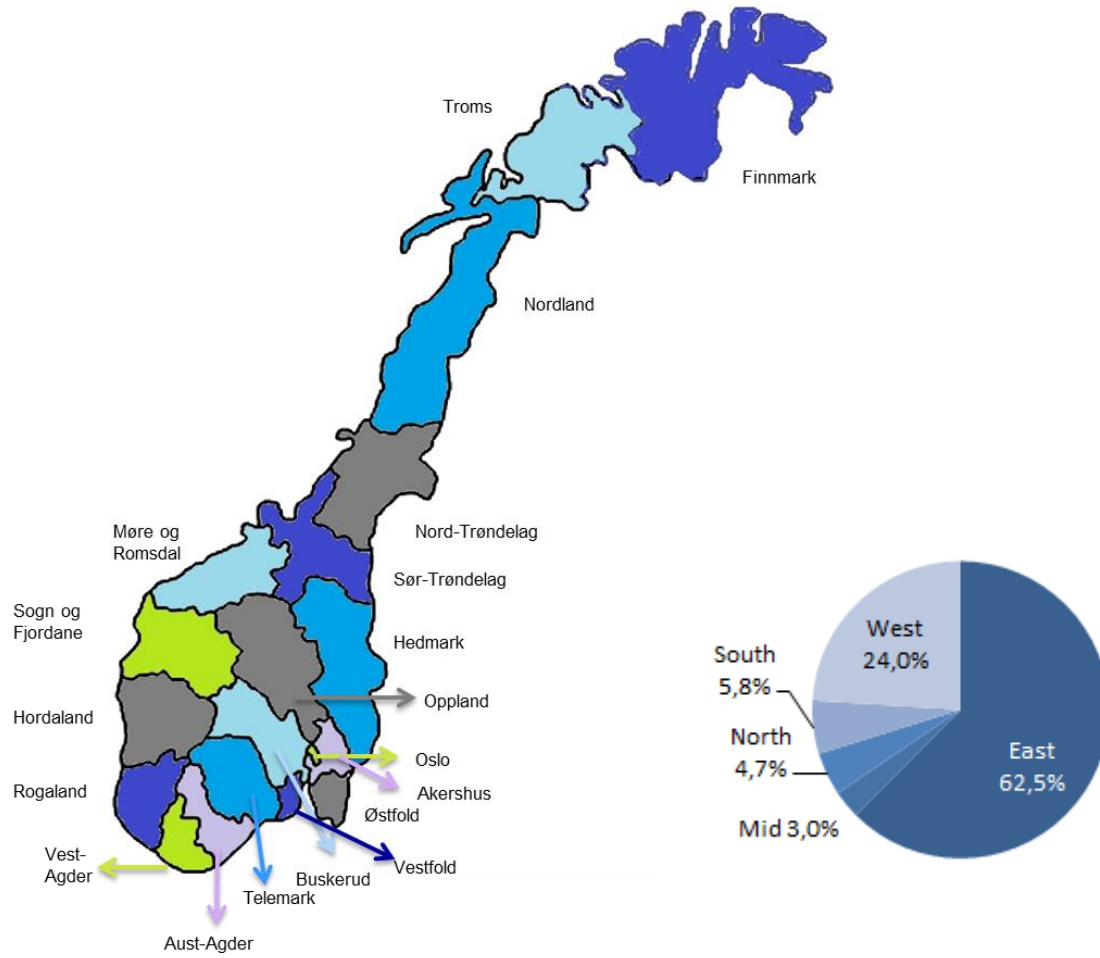


Weighted Average LTV – Indexed



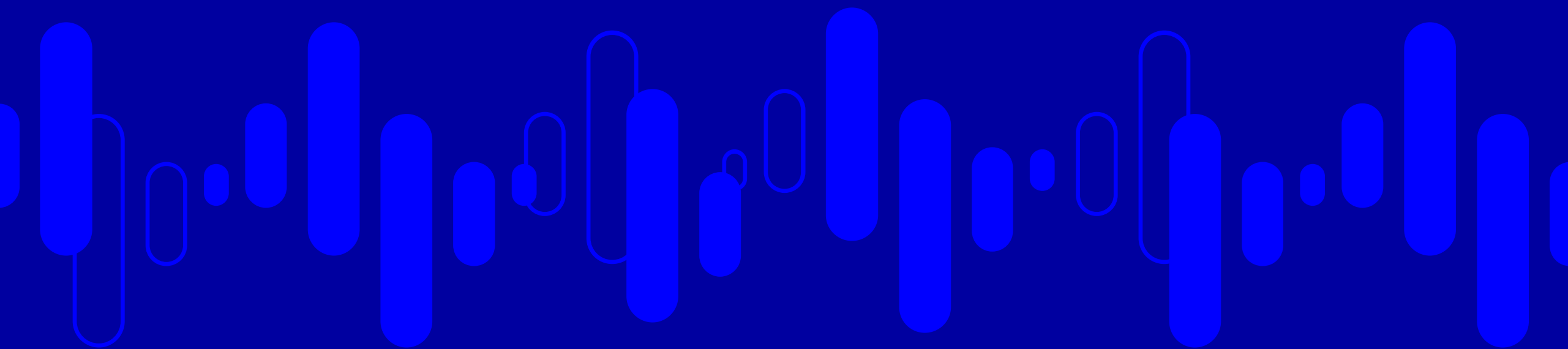
Cover pool – geographic distribution

Q2 2018



Fylke	Loan balance	Region
Akershus	17,27 %	East
Aust-Agder	1,56 %	South
Buskerud	4,20 %	East
Finnmark	0,46 %	North
Hedmark	1,93 %	East
Hordaland	11,00 %	West
Møre og Romsdal	7,53 %	West
Nordland	2,00 %	North
Oppland	3,69 %	East
Oslo	23,23 %	East
Rogaland	4,35 %	West
Sogn og Fjordane	1,11 %	West
Svalbard	0,00 %	North
Telemark	1,18 %	East
Troms	2,24 %	North
Trøndelag	3,03 %	Mid
Vest-Agder	4,24 %	South
Vestfold	3,55 %	East
Østfold	7,44 %	East

3. Asset quality



Loan to Value (LTV)

Each loan is reported in the highest bucket

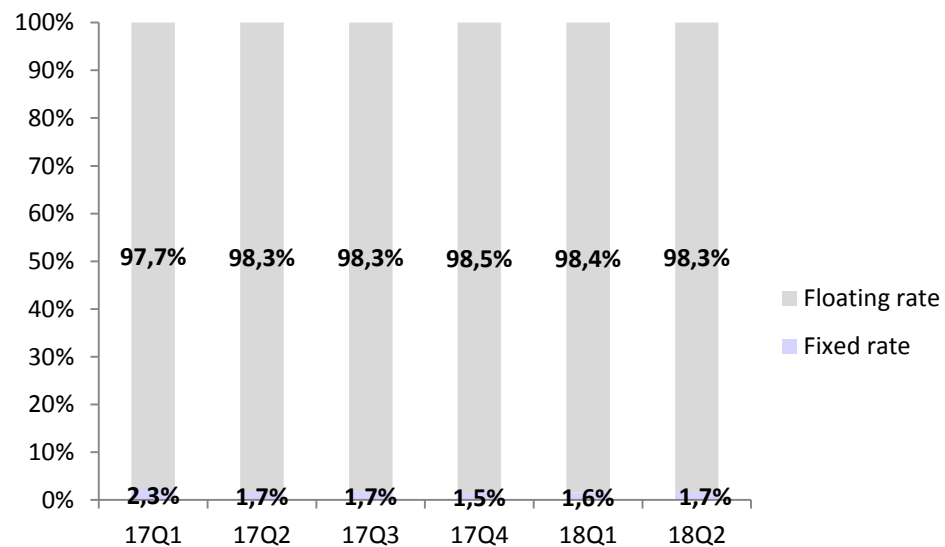
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Weighted Average LTV – Unindexed		50.3%	
LTV buckets	Nominal (NOKm)		% Residential Loans
>0 - <=40 %	30 684		27,94%
>40 - <=50 %	18 218		16,59%
>50 - <=60 %	23 440		21,35%
>60 - <=70 %	21 441		19,52%
>70 - <=80 %	16 033		14,60%
Total	109 816		100%
Weighted Average LTV - Indexed		49.3%	
LTV buckets	Nominal (NOKm)		% Residential Loans
>0 - <=40 %	32 256		29,37%
>40 - <=50 %	18 952		17,26%
>50 - <=60 %	23 779		21,65%
>60 - <=70 %	21 014		19,14%
>70 - <=80 %	13 815		12,58%
Total	109 816		100%

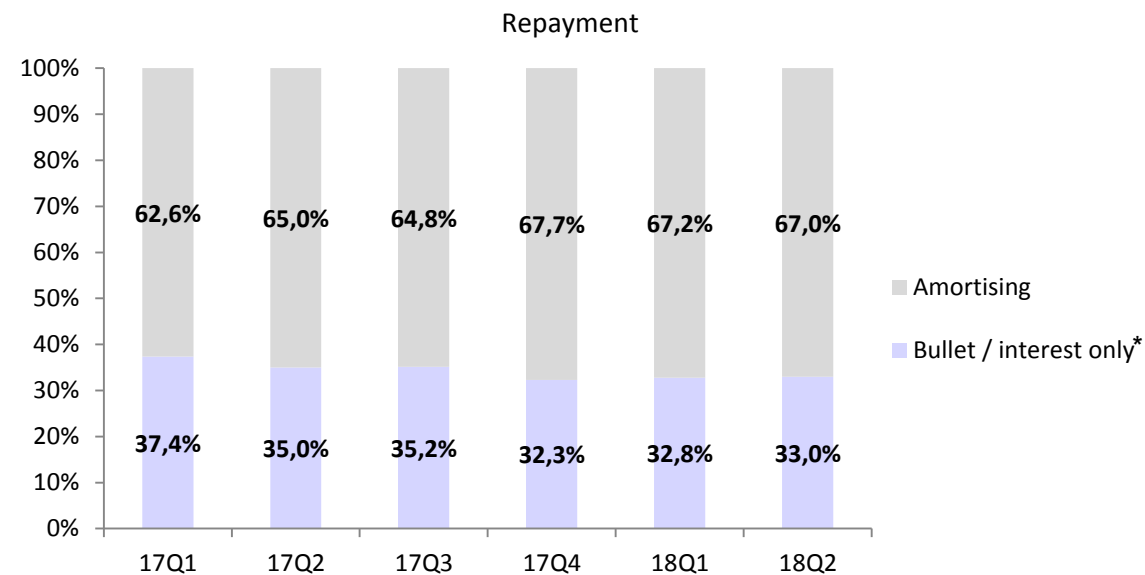
Loan structure

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Rate type



Repayment



Underwriting criteria

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Affordability

- Customers ability to service its commitment out of its cash flow/income is critical
- Repayment ability of borrowers is calculated using stressed scenarios. Customers must manage 5 percentage points increase on interest rate on all debt
- Scoring of retail customers

Payment history

- Credit bureau check is always conducted. Potential external payment remarks are revealed

Collateral

- Information from Norwegian official property register in order to secure correct real estate ownership and priority
- Nordea accepts four sources of real estate valuations:
 - a) Written statement from external authorized valuer
 - b) Last sales price (within 6 months)
 - c) Use of external evaluating system “Eiendomsverdi” (used by most banks and real estate agents in Norway)
 - d) Written statement from (external) real estate agent

5. Covered Bond framework

Norwegian covered bond framework

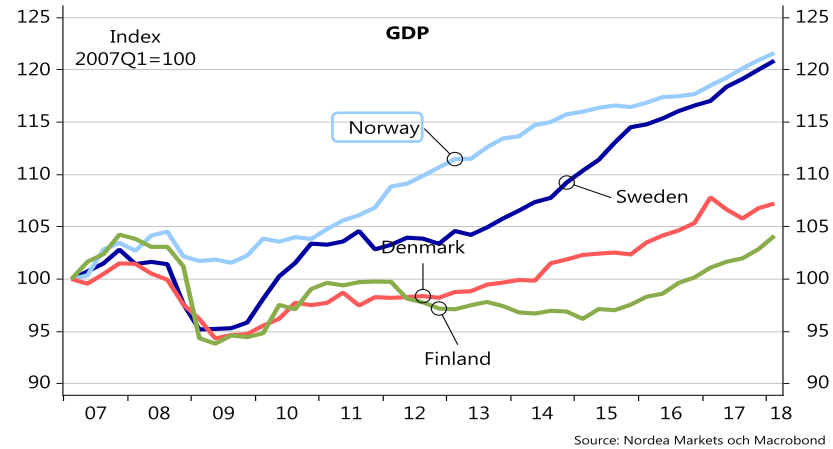
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- Legal framework
 - Norwegian Financial Institutions Act (2007)
- Registration and independent inspector
 - A mortgage credit institution shall for each cover pool establish a register of loans, interest rate contracts and foreign exchange contracts, substitute assets and covered bonds
 - The institution shall put forward an independent inspector who shall be appointed by the FSA “Finanstilsynet”
- Limit on LTV ratio – based on the current value
 - 75% for housing loans (residential property)
 - 60% for commercial loans (commercial property)
- Matching cover requirements
 - The value of the cover pool shall at all times exceed the value of covered bonds with a preferential claim over the pool and account shall be taken of the mortgage credit institution’s derivative contracts
- Liquidity requirements
 - The mortgage credit institution shall ensure that the payment flows from the cover pool enable the mortgage credit institution to honour its payment obligations towards holders of covered bonds and counterparties to derivative contracts at any and all times

6. Macro

Prospering Nordic economies

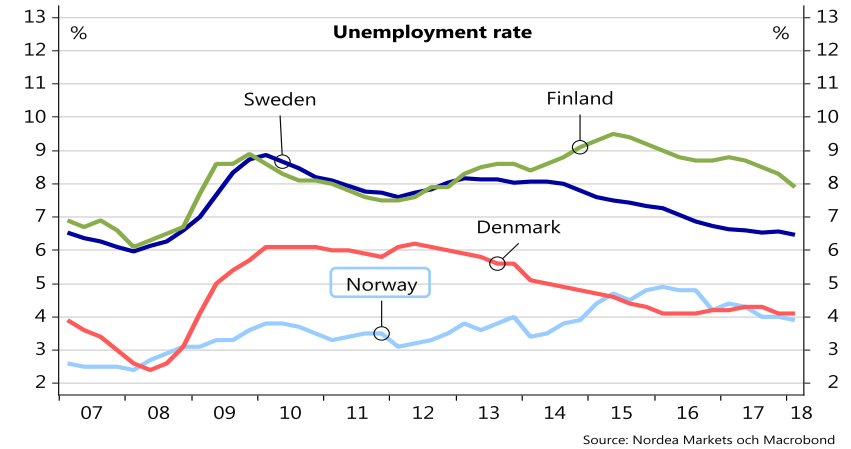
GDP development



Comments

- The Nordics are enjoying an economic tailwind. While the synchronized global recovery raise exports, the accommodative monetary polices support domestic demand
- Short-term survey indicators remain upbeat, which suggests growth will be held up in the near-term

Unemployment rate



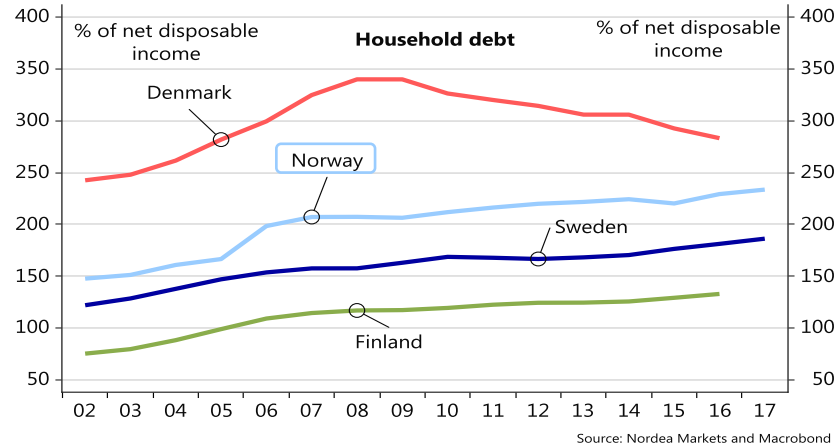
GDP forecast, %

Country	2015	2016	2017	2018E	2019E
Denmark	1.6	2.0	2.2	1.8	1.7
Finland	0.1	2.1	2.6	3.0	2.5
Norway	1.4	1.0	1.8	2.4	2.4
Sweden	4.3	3.0	2.7	2.5	1.9

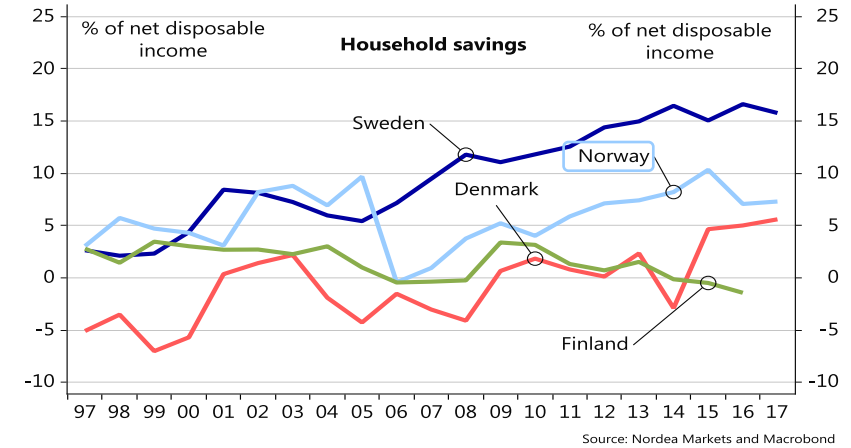
Source: Nordea Markets Economic Outlook April 2018 and Macrobond

Household debt remains high, but so is private and public savings

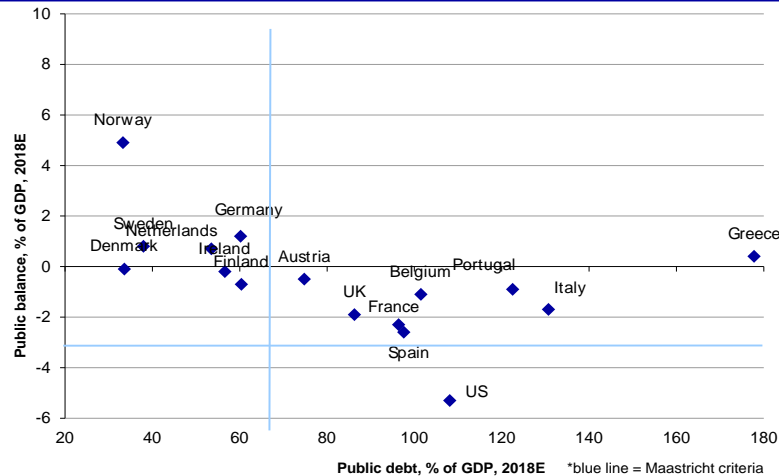
Household debt



Household savings



Public balance/debt, % of GDP, 2018E

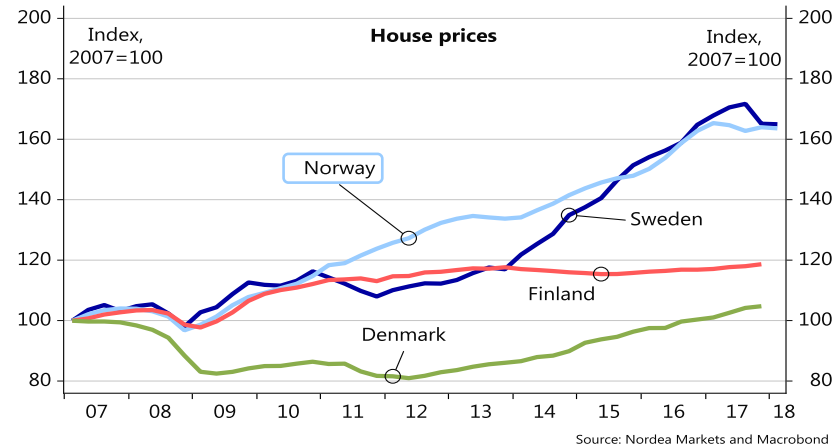


Comments

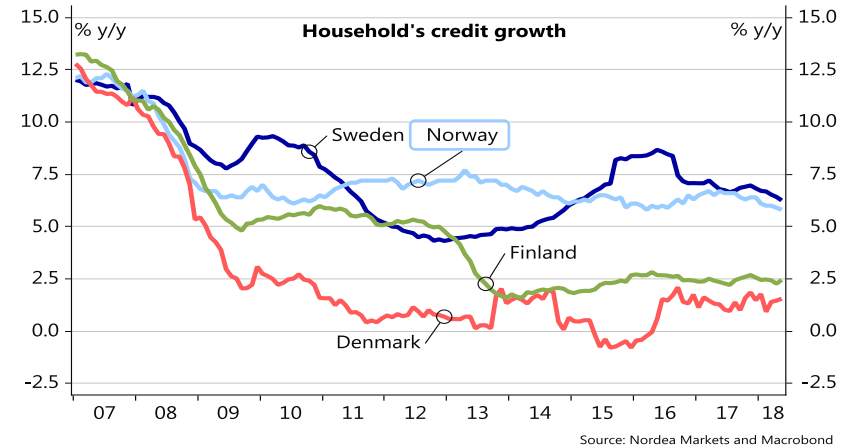
- In all countries, apart from Denmark, household debt continues to rise somewhat faster than income. Meanwhile, households' savings rates remain at high levels, apart from Finland where savings have declined somewhat in recent years
- The Nordic public finances are robust due to the overall economic recovery and relatively strict fiscal policies. Norway is in a class of its own due to oil revenues

House price development in the Nordics

House prices



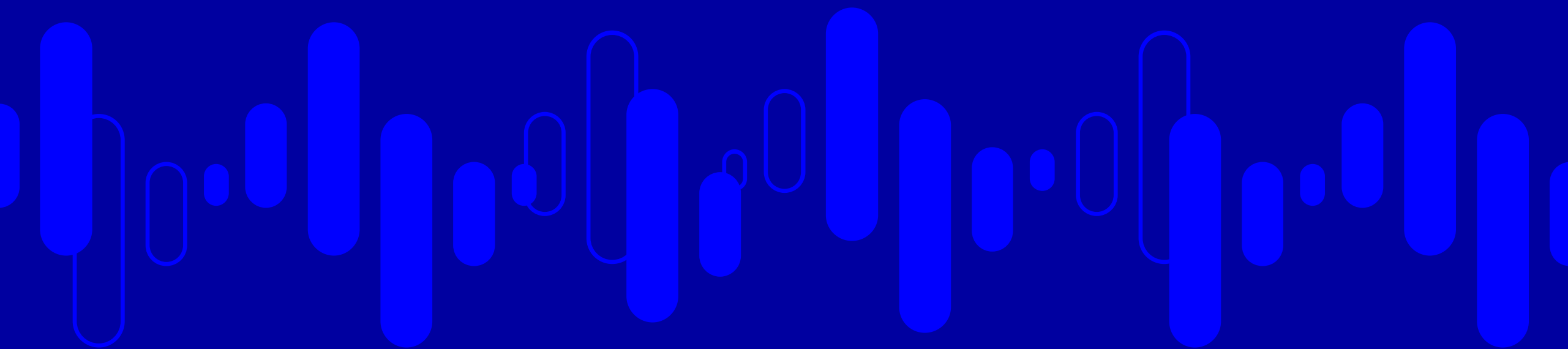
Household's credit growth



Comments

- Recent quarters have shown stabilisation in the Swedish and Norwegian housing markets, while prices continue to rise in Denmark and to some extent also in Finland
- In Sweden house prices declined during H2 2017 but the trend has levelled out in H1 2018, despite increased regulations which was expected to put downward pressure on house prices. The price correction is probably caused by the marked rise in new buildings seen in recent years. Going forward, largely stagnant prices are expected as mortgage rates are expected to stay low
- In Norway, primarily in Oslo, house prices turned down during 2017. The downturn was primarily driven by stricter lending requirements introduced 1 January 2017. However, prices have levelled out, and even increased somewhat in Oslo, in recent months. Largely unchanged prices are forecast ahead

7. Further information



Covered bonds – outstanding volumes

Q2 2018

Breakdown by ISIN				
ISIN	Currency	Amount (NOKm)	Maturity	Coupon (%)
NO0010647241	NOK	12 195	2019-06-19	FRN
NO0010692767	NOK	2 380	2019-06-19	3,05
NO0010703531	NOK	13 015	2020-06-17	FRN
NO0010741903	NOK	114	2020-06-17	1,75
NO0010729817	NOK	11 000	2021-06-16	FRN
NO0010584345	NOK	9 383	2021-06-16	4,25
NO0010758931	NOK	4 615	2022-06-15	1,08
NO0010759632	NOK	12 000	2022-06-15	FRN
NO0010819717	NOK	8 370	2023-06-21	FRN
NO0010593064	NOK	550	2025-06-18	4,8
NO0010766827	NOK	500	2031-06-18	1,75
NO0010812084	NOK	300	2043-06-17	2,20
NO0010821986	NOK	300	2048-05-04	2,60
XS1210746134	GBP	1 526	2020-03-30	FRN
XS1342698047	GBP	6 518	2019-01-14	FRN
XS1487838291	GBP	133	2021-09-09	FRN
XS1837099339	GBP	3270	2023-06-18	FRN
XS1451306036	EUR	938	2031-07-15	0,74
	Total	87 107		

Contacts

Investor Relations

Andreas Larsson

Head of Debt IR
Nordea Bank AB
Mobile: +46 709 70 75 55
Tel: +46 10 156 29 61
andreas.larsson@nordea.com

Axel Malgerud

Debt IR Officer
Nordea Bank AB
Mobile: +46 721 41 51 50
Tel: +46 10 157 13 13
axel.malgerud@nordea.com

Group Treasury & ALM

Nils Gunnar Baumann

Chief Treasury Manager
Tel: +47 240 15 076
Mobile: +47 932 49 720
nils.gunnar.baumann@nordea.com