

## Nordea Mortgage Bank Plc

### Business definitions

Nordea Mortgage Banks's Alternative Performance Measures (APMs) are presented to provide users of Nordea Mortgage Bank's financial reporting with relevant information and tools to be able to establish a view on Nordea Mortgage Banks's performance.

APMs on capital adequacy are disclosed to give the user a view on Nordea Mortgage Banks's balance between capital and risk, while lending related APMs are disclosed to provide information on Nordea Mortgage Banks's provisions in relation to credit risk. Return on equity is intended to provide the user of financial statements with relevant information on Nordea Mortgage Banks's performance in relation to capital invested. The cost/income ratio is disclosed to provide the user with information on the correlation between income and expense.

#### **Return on equity**

Net profit for the year as a percentage of average equity for the year. Average equity including net profit for the year and dividend until paid.

#### **Cost/income ratio , %**

Total operating expenses divided by total operating income.

#### **Loan loss ratio, basis points**

Net loan losses (annualised) divided by closing balance of loans to the public (lending).

#### **Impairment rate (stage 3), gross, basis points**

Impaired loans (stage 3) before allowances divided by total loans measured at amortised cost before allowances.

#### **Impairment rate (stage 3), net, basis points**

Impaired loans (stage 3) after allowances divided by total loans measured at amortised cost before allowances.

#### **Total allowance ratio (stage 1, 2 and 3), basis points**

Total allowances divided by total loans measured at amortised cost before allowances.

#### **Allowances in relation to credit impaired loans (stage 3), %**

Allowances for impaired loans (stage 3) divided by impaired loans measured at amortised cost (stage 3) before allowances.

#### **Allowances in relation to loans in stage 1 and 2, basis points**

Allowances for not impaired loans (stage 1 and 2) divided by not impaired loans measured at amortised cost (stage 1 and 2) before allowances.

#### **Tier 1 capital**

The Tier 1 capital consists of the sum of the Common Equity Tier 1 capital and Additional Tier 1 capital. Common Equity Tier 1 capital includes shareholders' equity excluding proposed dividend, deferred tax assets, intangible assets, the full expected shortfall deduction (the negative difference between expected losses and provisions) and finally other deductions such as cash flow hedges.

#### **Common Equity Tier 1 (CET 1) capital ratio**

Common equity tier 1 capital as a percentage of risk exposure amount.

#### **Tier 1 capital ratio**

Tier 1 capital as a percentage of risk exposure amount. Tier 1 Capital consist of both CET 1 capital and Additional Tier 1 capital.

#### **Total capital ratio**

Total capital ratio is total own funds divided by total risk exposure amount. Total own funds is the sum of Tier 1 and Tier 2 capital.

#### **Risk Exposure Amount (REA)**

Risk exposure amount is calculated in accordance with the requirements in the CRR.

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## Alternative Performance Measures

	Jan-Jun 2019	Jan-Jun 2018	Full year 2018
Average equity and dividend until paid out, EURm	1,152.6	1,148.3	1,179.1
Net profit attributable to shareholders, EURm	44.9	55.3	113.4
<i>Net profit attributable to shareholders, annualised, EURm</i>	<i>89.8</i>	<i>110.6</i>	<i>113.4</i>
<b>Return on equity, %</b>	<b>7.8</b>	<b>9.6</b>	<b>9.6</b>
Total operating income, EURm	94.7	107.4	208.5
Total operating expenses, EURm	-36.9	-29.6	-54.1
<b>Cost/income ratio, %</b>	<b>39</b>	<b>28</b>	<b>26</b>
Net loan losses, EURm	-1.7	-7.3	-11.4
<i>Net loan losses, annualised, EURm</i>	<i>-3.4</i>	<i>-14.6</i>	<i>-11.4</i>
Closing balance of loans to the public, EURm	25,913.2	23,403.6	23,106.7
<b>Loan loss ratio, basis points</b>	<b>1.3</b>	<b>6.2</b>	<b>4.9</b>
Impaired loans, EURm	224.6	159.7	193.6
Total loans measured at amortised cost before allowances, EURm	26,913.1	24,320.7	24,054.0
<b>Impairment rate (stage 3), gross, basis points</b>	<b>83</b>	<b>66</b>	<b>80</b>
Impaired loans, EURm	224.6	159.7	193.6
Allowances for individually assessed impaired loans, EURm	18.9	13.2	16.2
<i>Impaired loans net, EURm</i>	<i>205.7</i>	<i>146.4</i>	<i>177.4</i>
Total loans measured at amortised cost before allowances, EURm	26,913.1	24,320.7	24,054.0
<b>Impairment rate (stage 3), net, basis points</b>	<b>76</b>	<b>60</b>	<b>74</b>
Total allowances, EURm	49.3	43.7	47.8
Total loans measured at amortised cost before allowances, EURm	26,913.1	24,320.7	24,054.0
<b>Total allowance ratio (stage 1, 2 and 3), basis points</b>	<b>18</b>	<b>18</b>	<b>20</b>
Allowances for individually assessed impaired loans, EURm	18.9	13.2	16.2
Impaired loans, EURm	224.6	159.7	193.6
<b>Allowances in relation to credit impaired loans (stage 3), %</b>	<b>8</b>	<b>8</b>	<b>8</b>
Allowances for not impaired loans (stage 1 and 2), EURm	30.4	30.5	31.6
Not impaired loans measured at amortised cost (stage 1 and 2) before allowances, EURm	26,688.5	24,161.0	23,860.4
<b>Allowances in relation to loans in stage 1 and 2, basis points</b>	<b>11</b>	<b>13</b>	<b>13</b>
CET 1 capital <sup>1</sup> , EURm	1,050.0	1,048.9	1,049.6
Risk exposure amount, EURm	4,495.1	4,127.3	4,347.6
<b>Common Equity Tier 1 capital ratio, %</b>	<b>23.4</b>	<b>25.4</b>	<b>24.1</b>
Tier 1 capital <sup>1</sup> , EURm	1,050.0	1,048.9	1,049.6
Risk exposure amount, EURm	4,495.1	4,127.3	4,347.6
<b>Tier 1 capital ratio, %</b>	<b>23.4</b>	<b>25.4</b>	<b>24.1</b>
Total Own funds <sup>1</sup> , EURm	1,269.2	1,262.4	1,266.4
Risk exposure amount, EURm	4,495.1	4,127.3	4,347.6
<b>Total capital ratio, %</b>	<b>28.2</b>	<b>30.6</b>	<b>29.1</b>

<sup>1</sup> Excluding result of the period

## Income statement

EURm	2019	2018	2018
Net interest income	104.7	113.6	219.8
Net fee and commission income	-5.0	-4.7	-9.5
Net result from items at fair value	-5.0	-1.5	-1.8
Other operating income	0.0	0.0	0.0
<b>Total operating income</b>	<b>94.7</b>	<b>107.4</b>	<b>208.5</b>
Staff costs	-1.2	-1.0	-1.9
Other expenses	-35.7	-28.6	-52.2
<b>Total operating expenses</b>	<b>-36.9</b>	<b>-29.6</b>	<b>-54.1</b>
<b>Profit before loan losses</b>	<b>57.8</b>	<b>77.8</b>	<b>154.4</b>
Net loan losses	-1.7	-7.3	-11.4
<b>Operating profit</b>	<b>56.1</b>	<b>70.5</b>	<b>143.0</b>
Income tax expense	-11.2	-15.2	-29.6
<b>Net profit for the period</b>	<b>44.9</b>	<b>55.3</b>	<b>113.4</b>

## Business volumes, key items

EURm	30 Jun 2019	30 Jun 2018	Full year 2018
Loans to the public	25,913.2	23,403.6	23,106.7
Debt securities in issue	16,160.7	18,366.6	16,760.5
Equity	1,127.4	1,116.1	1,177.8
Total assets	28,199.8	25,108.3	26,391.7