

Nordea



Wholesale Banking

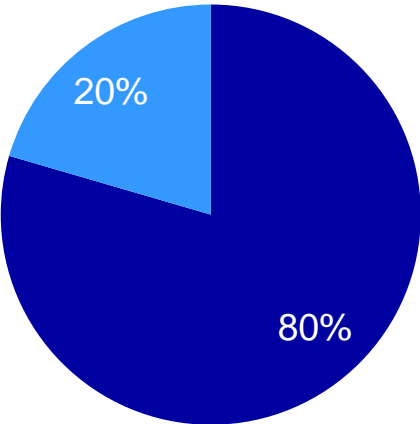
Stockholm 2018-05-25

Martin Persson, Head of Wholesale Banking

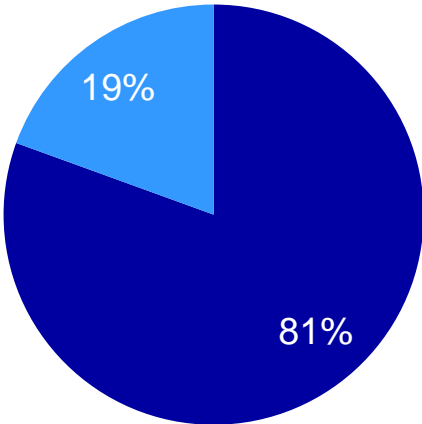
Wholesale Banking contribution to Nordea group

FY 2017

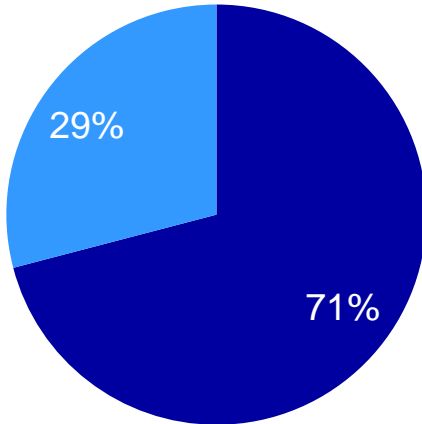
OPERATING INCOME



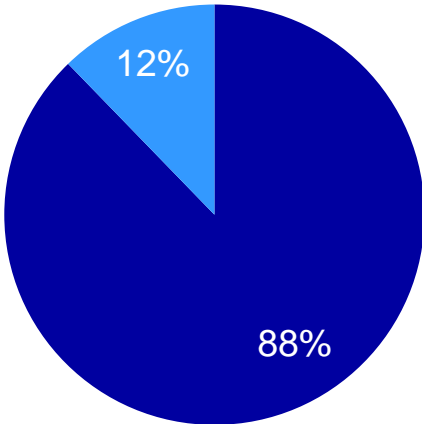
OPERATING PROFIT



ECONOMIC CAPITAL



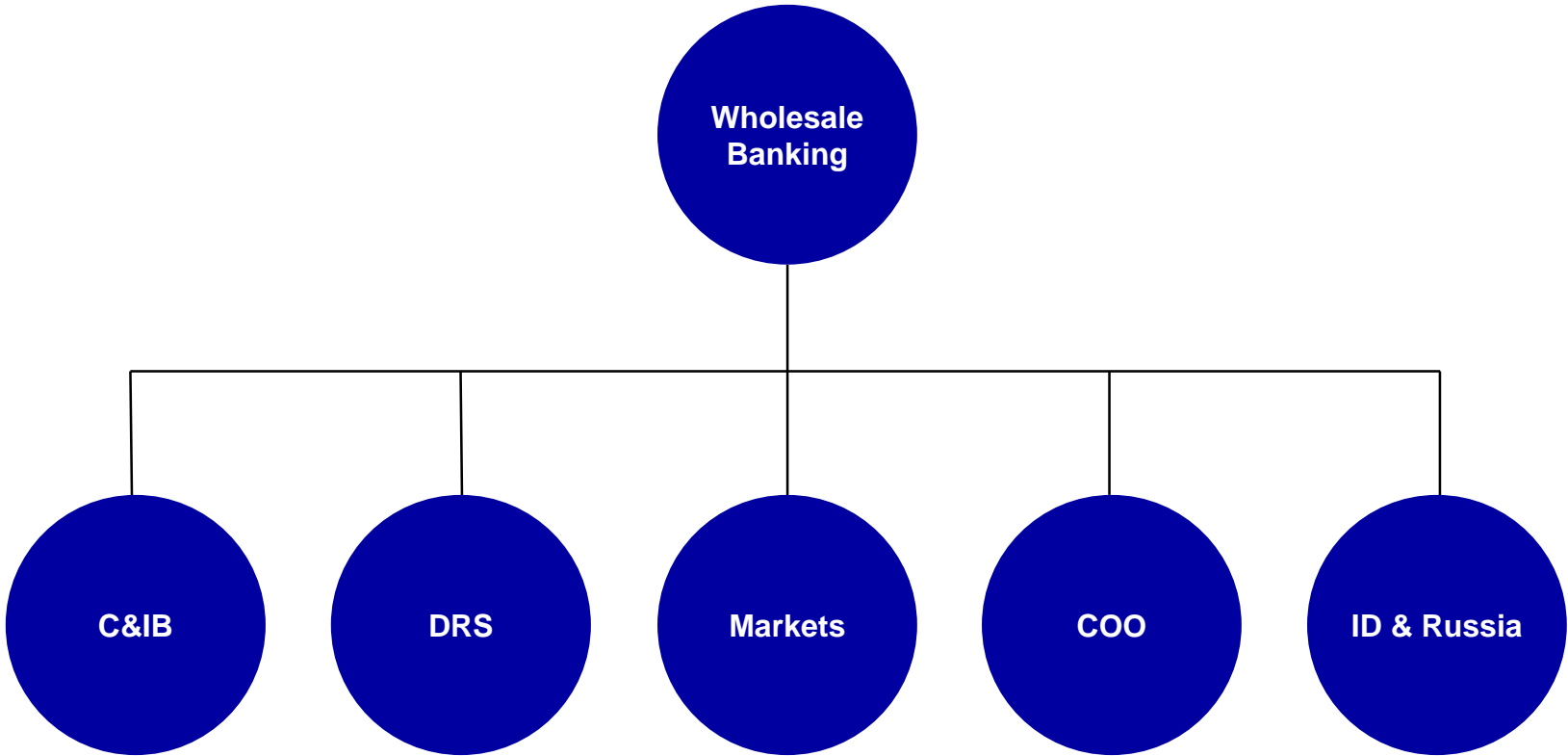
FTEs



Wholesale Banking Nordea Group

Simple and flat business structure

Governance



Key figures Q1-2018 EUR

Income
472m

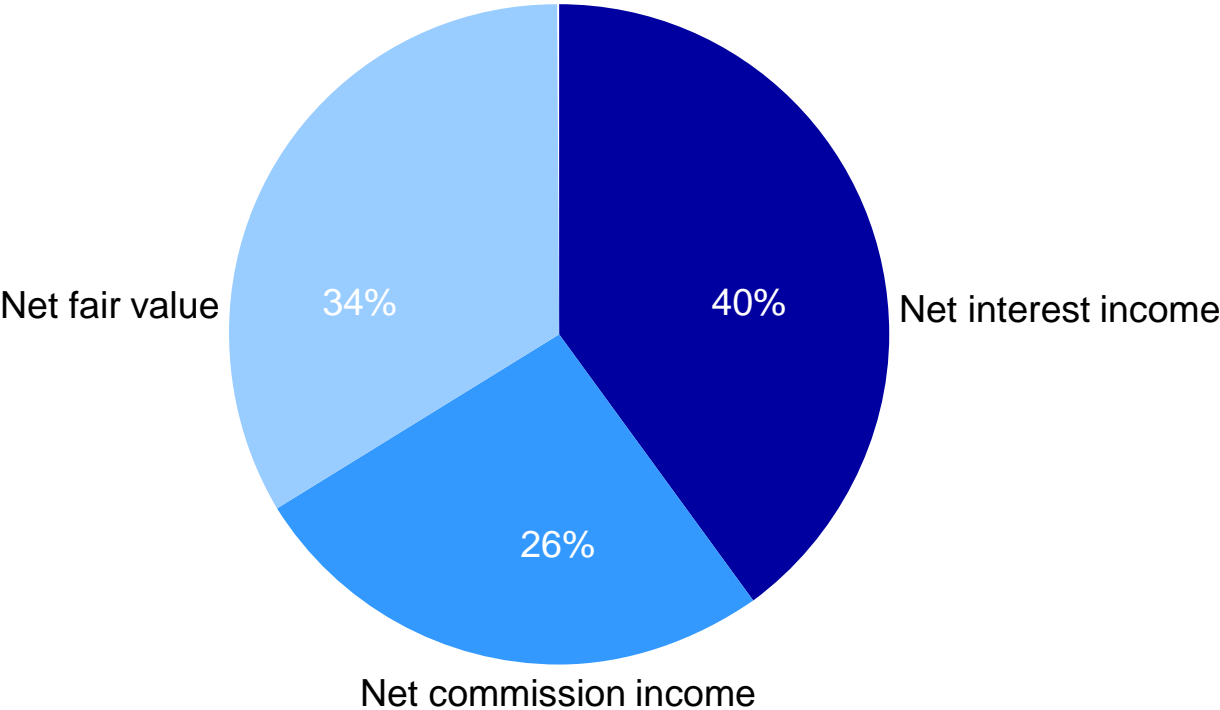
FTE
3,489

C/I
49%

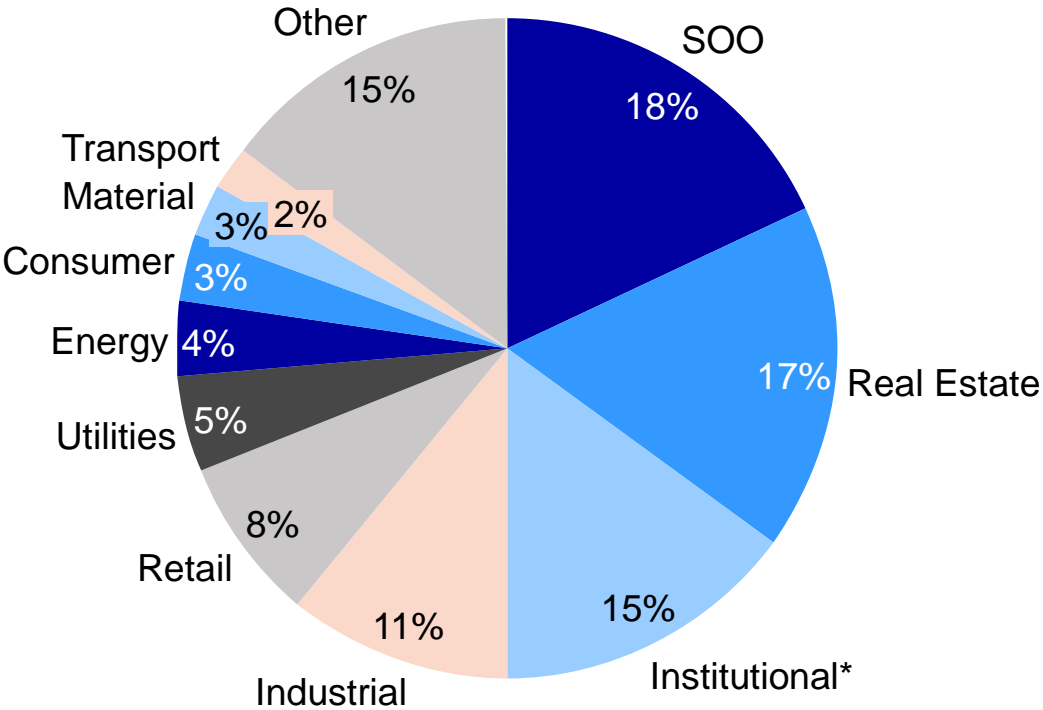
RoCaR
8.3%

Well diversified income and lending mix

Income mix Q1 2018

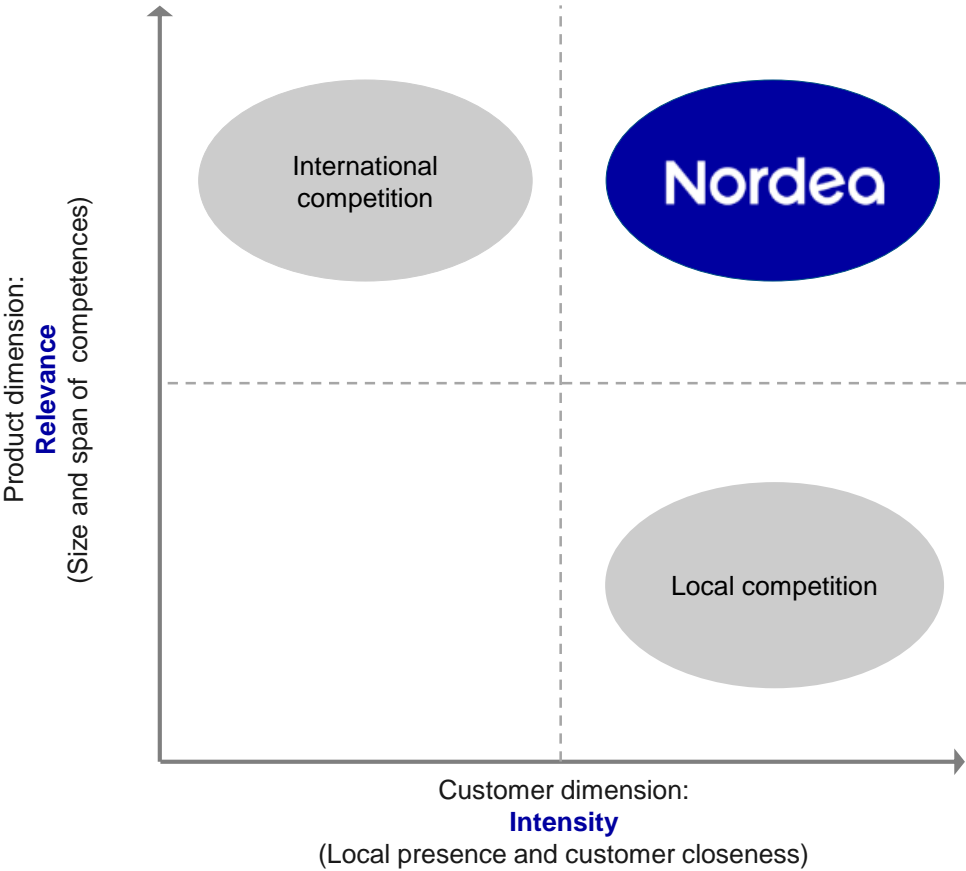


Lending per industry Q1 2018



Unique strategic positioning

Strategic position

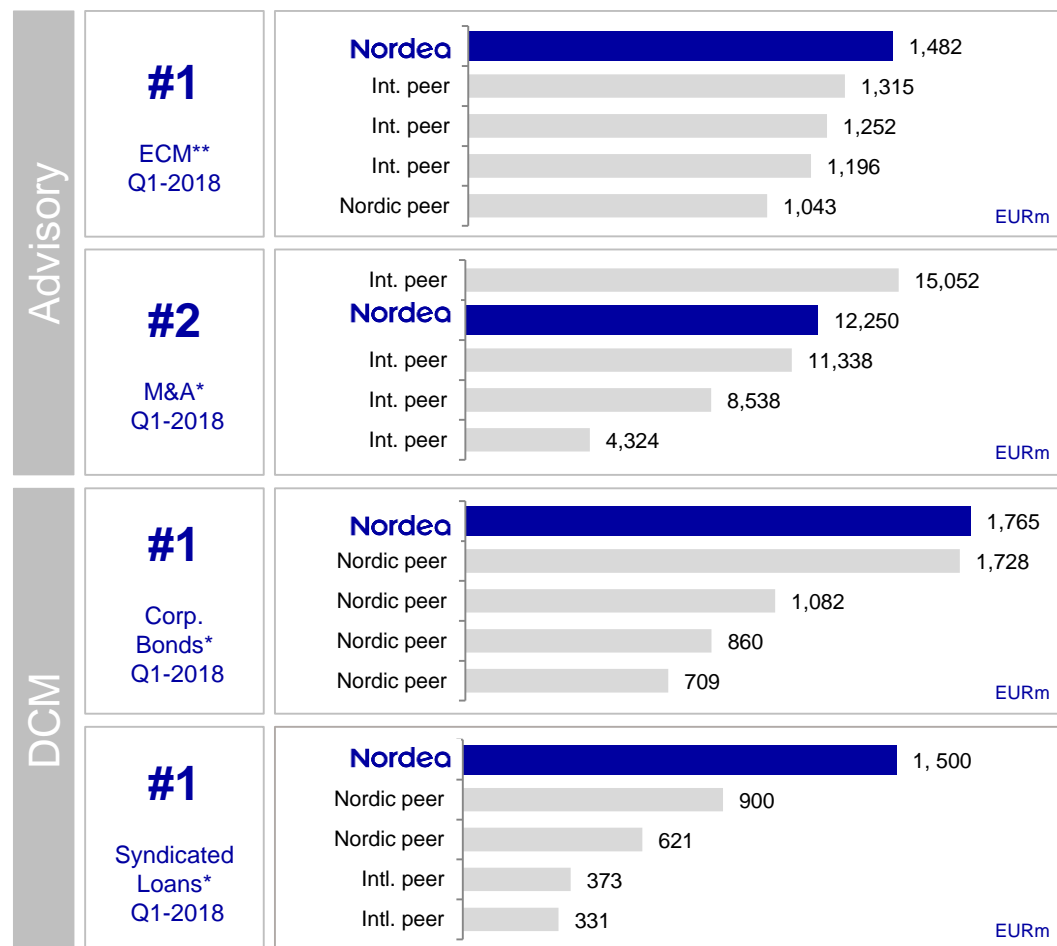


Market leader

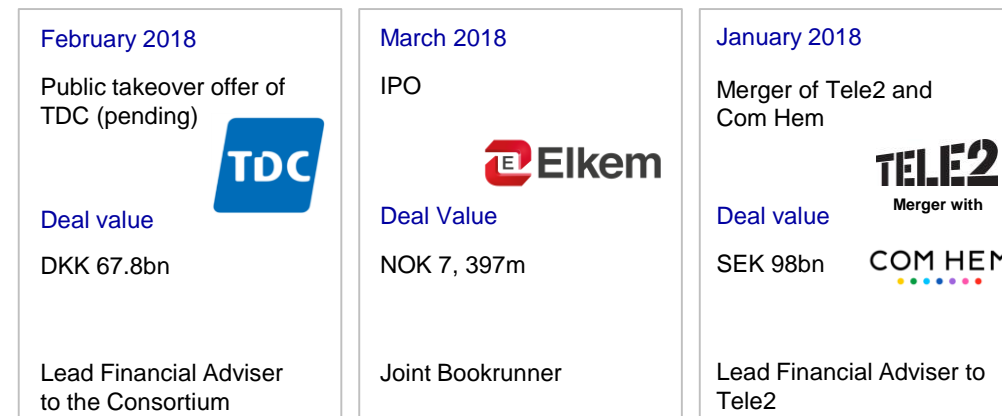


#1 Corporate & Investment Bank in the Nordics – our main NCI driver

League tables Q1-2018



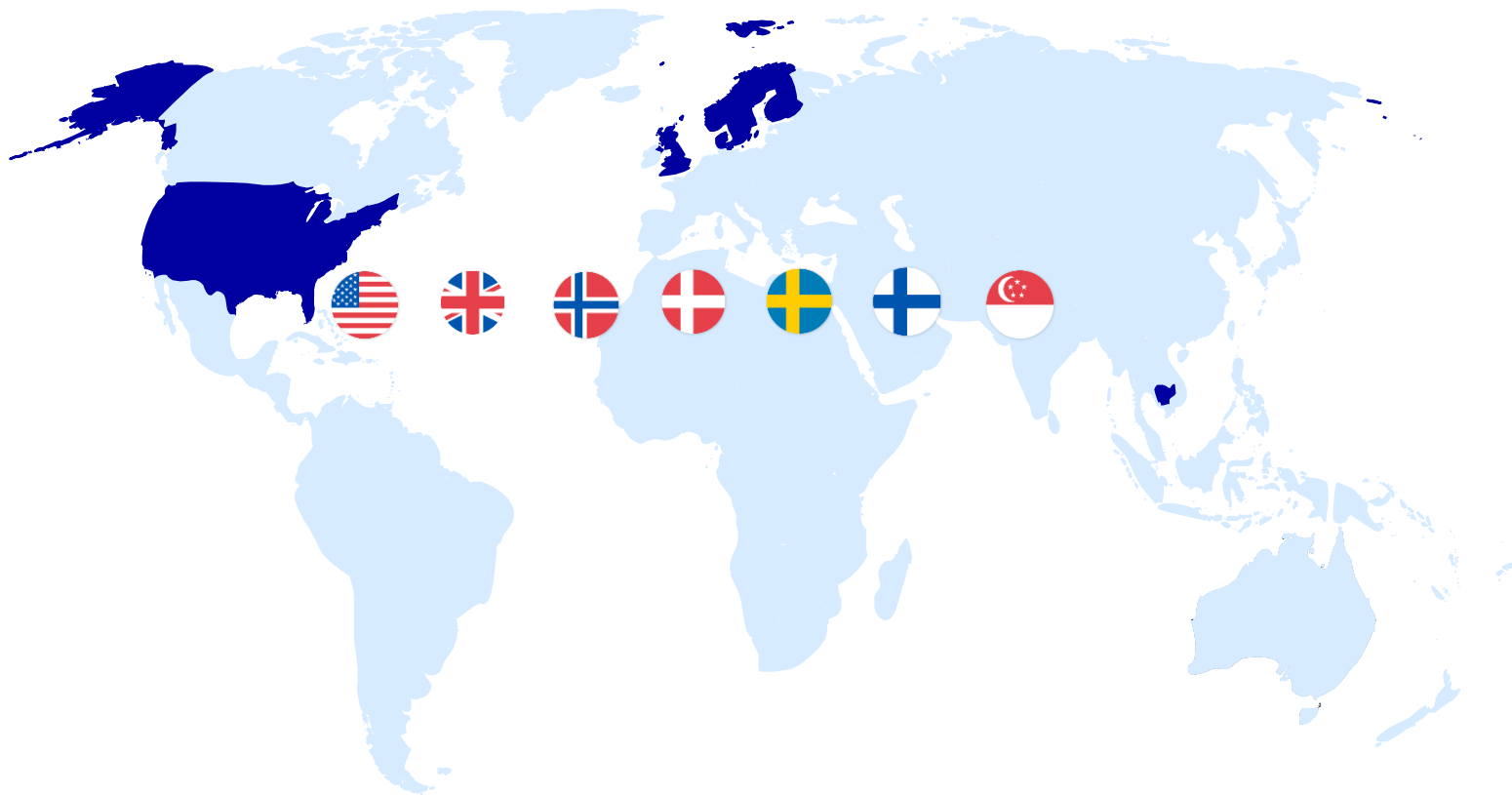
Selected key deals Q1-2018



Prospera Nordic ranking, corporate banking FY-2017

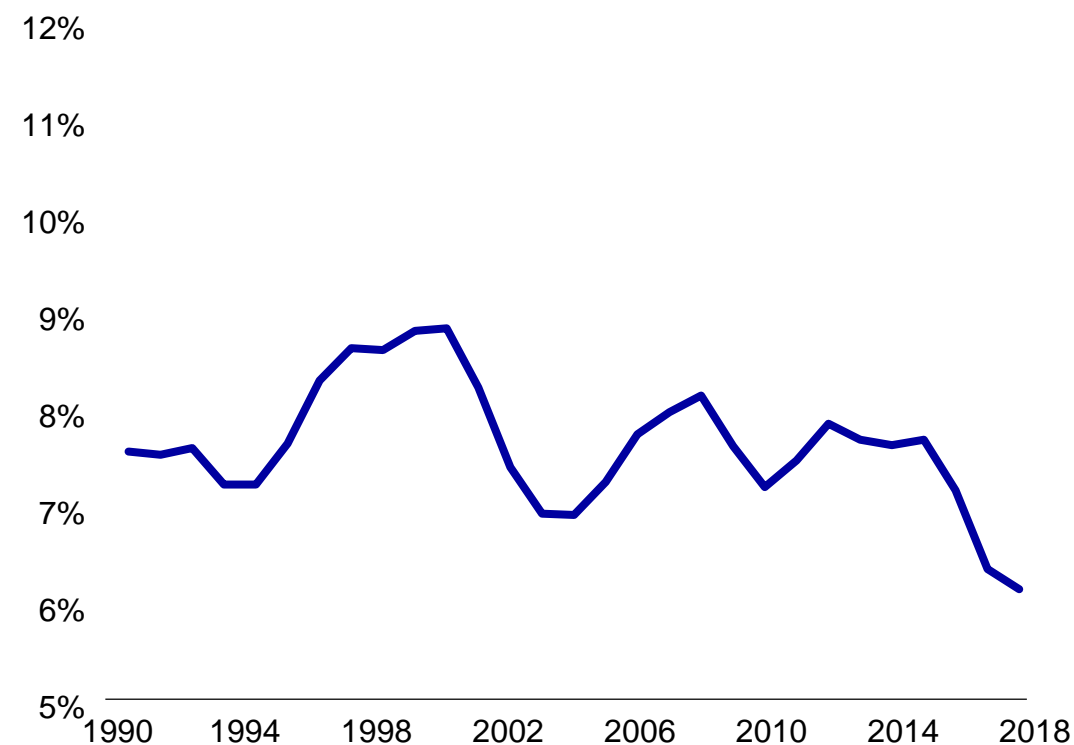


Technology and customer centricity case study – Nordea selected as Telenor's Global Cash and liquidity Management service provider

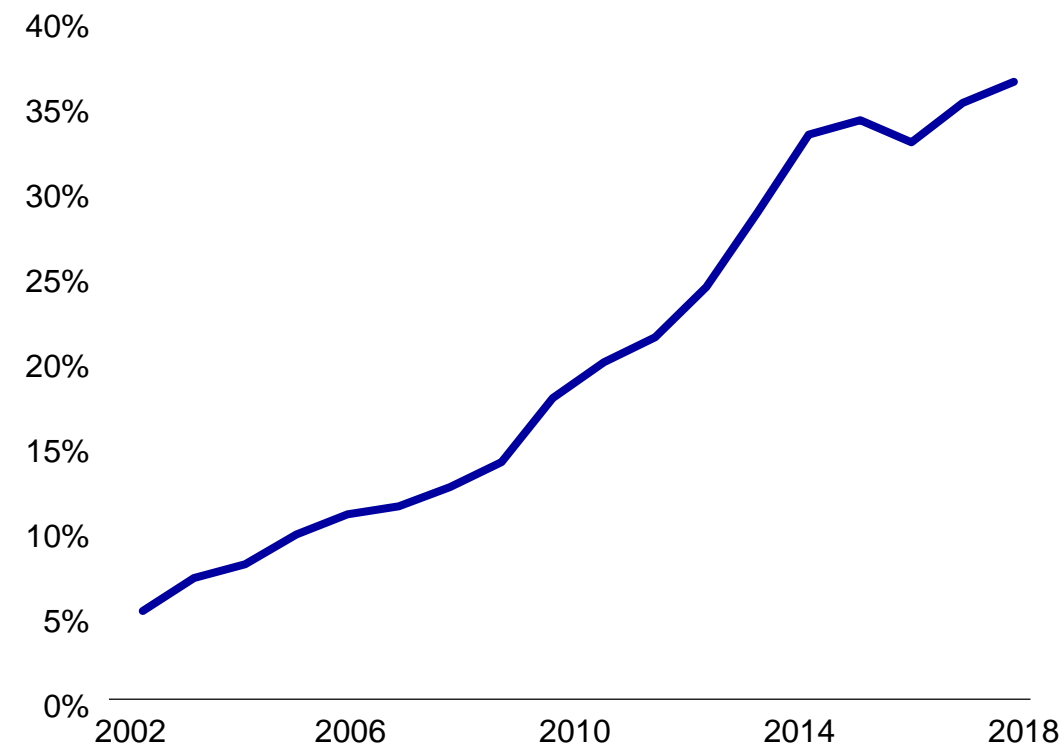


Low investments and strong loan to bond migration

Global Corporate Capex / Sales*

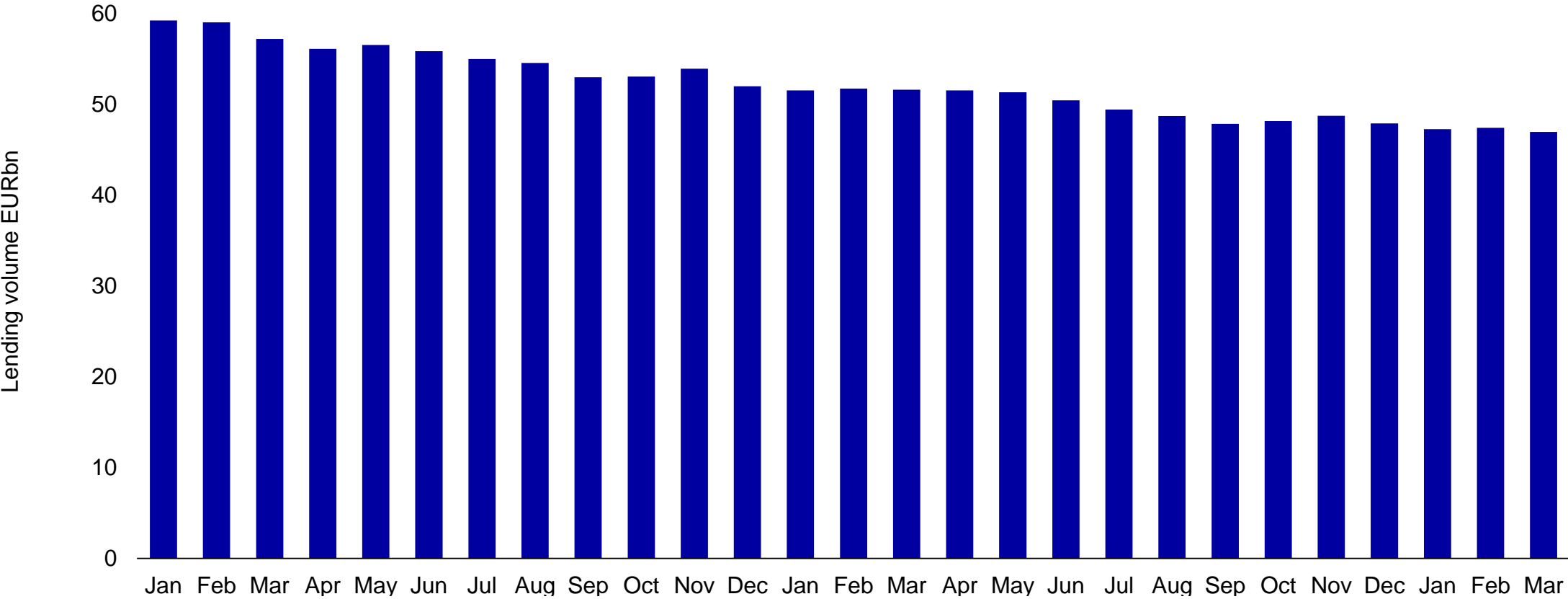


Bond as % of total outstanding Nordic corporate debt**



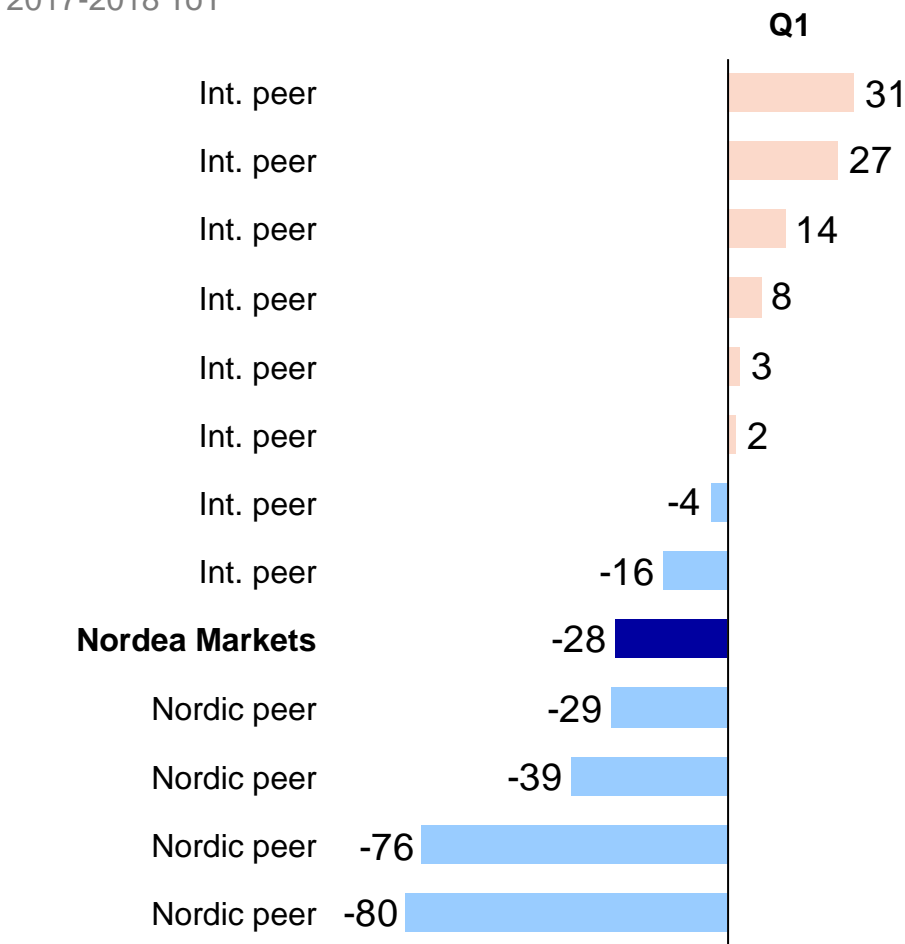
Lending volumes starting to stabilise – our main NII driver

Lending volume and margin development 2016-2018

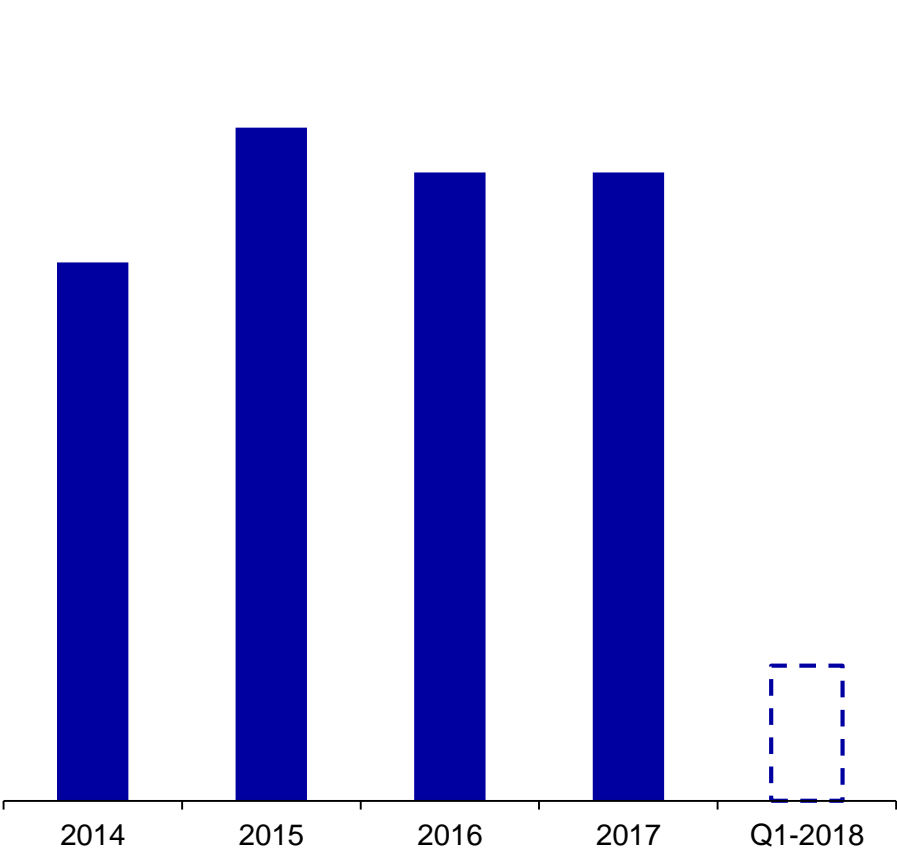


Nordea Markets – our main NFV driver

Nordea Markets vs. Markets peers income growth (%)
2017-2018 YoY



Markets income*



Nordea



Thank you!