

# MeritaNordbanken

## Unidanmark

January – March 2000

# Merger progress report

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- Merger accepted by 97.1 per cent of Unidanmark shareholders
- Strong first quarter pro forma results for new group

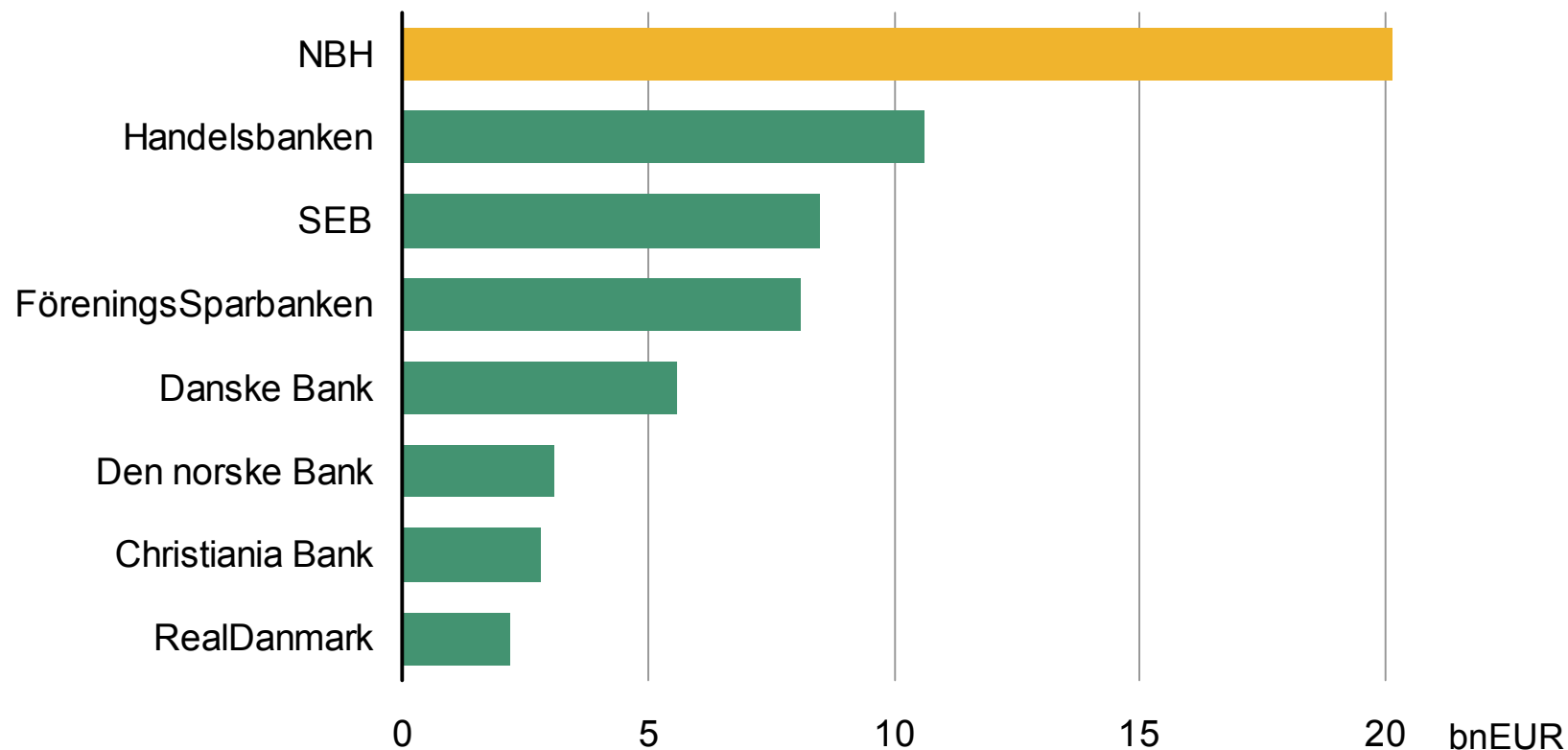
# Merger effected

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- Shareholders representing 97.1 per cent of the Unidanmark A/S shares have accepted the share exchange offer from Nordic Baltic Holding (NBH) AB (publ)
- All other conditions fulfilled
- New Board of Directors and New Group Management operative
- Over 50 key management positions filled
- All major integration projects started
- NBH listed in Stockholm, Helsinki and Copenhagen

# The largest financial group in the Nordic region

Market capitalisation of Nordic banking groups, April 2000



# Strong first quarter 2000 for the new group

- Operating profit EUR 729 million  
(DKK 5.4 billion/SEK 6.2 billion)
- Return on equity 19.2 %
- Strong growth within Retail and Asset Management

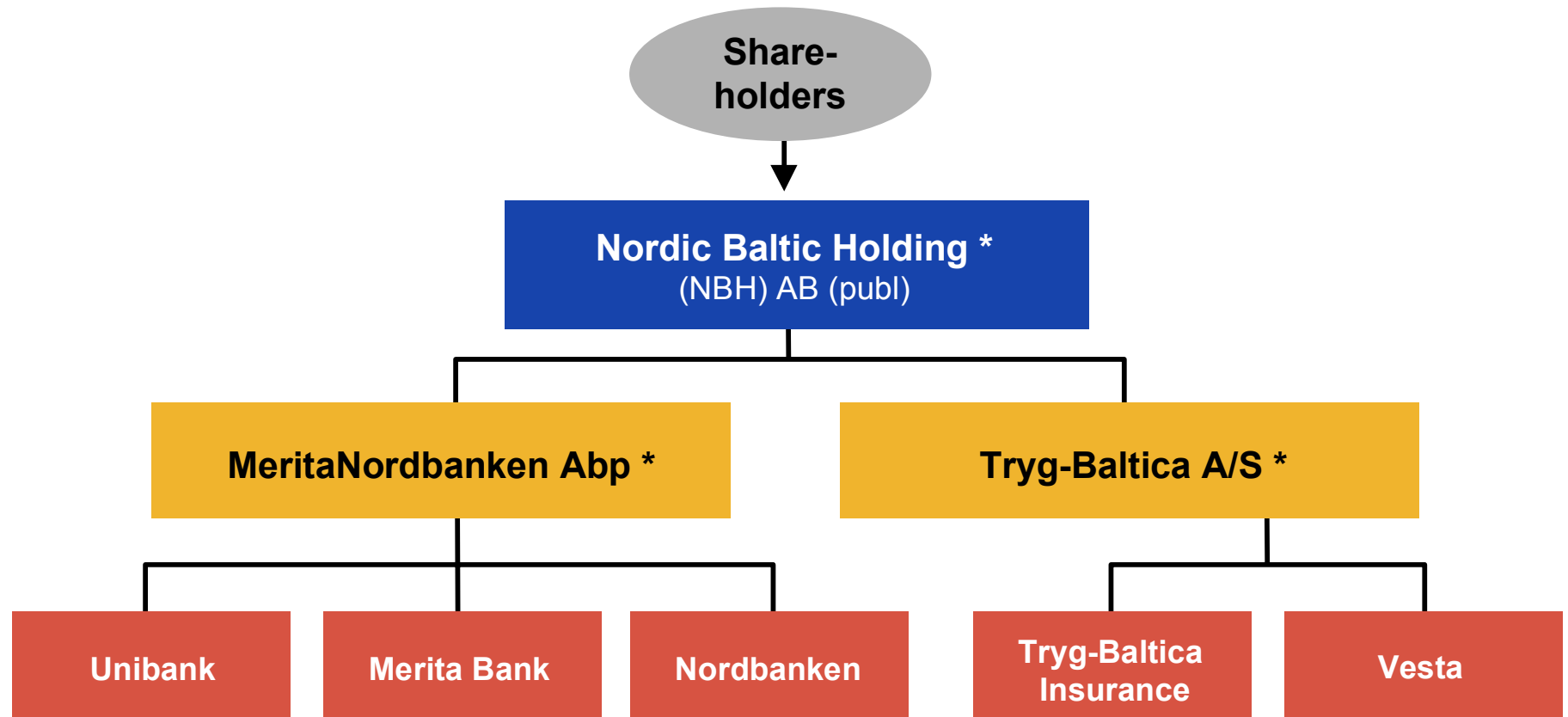
# Pro forma financial information

Jan – March 2000

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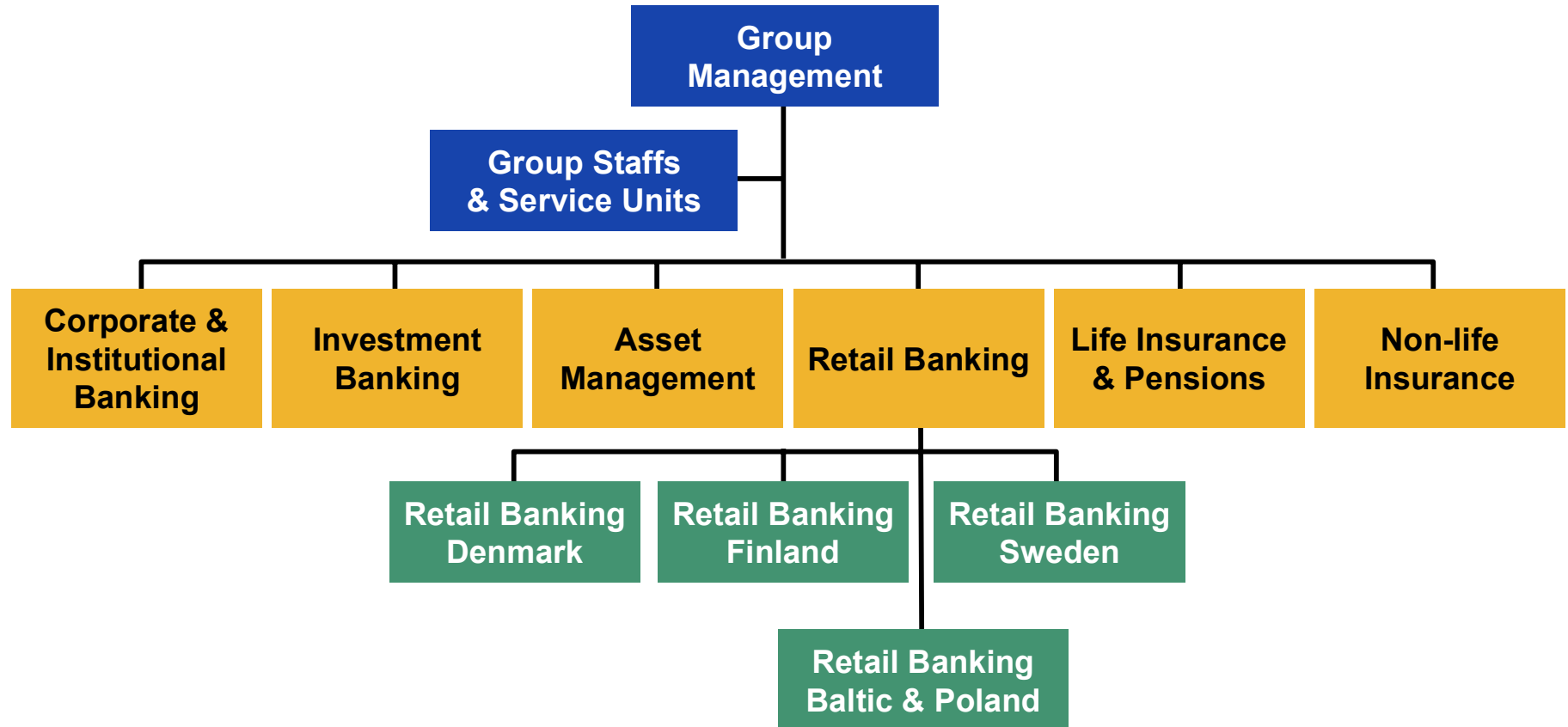
|                                          | Jan-March<br>2000 | Full year<br>1999 |
|------------------------------------------|-------------------|-------------------|
| Earnings per share, EUR                  | 0.17              | 0.55              |
| Shareholders' equity per share, EUR      | 3.45              | 3.43              |
| Shares outstanding after full conversion | 2 984.1           | 2 987.2           |

# Legal structure

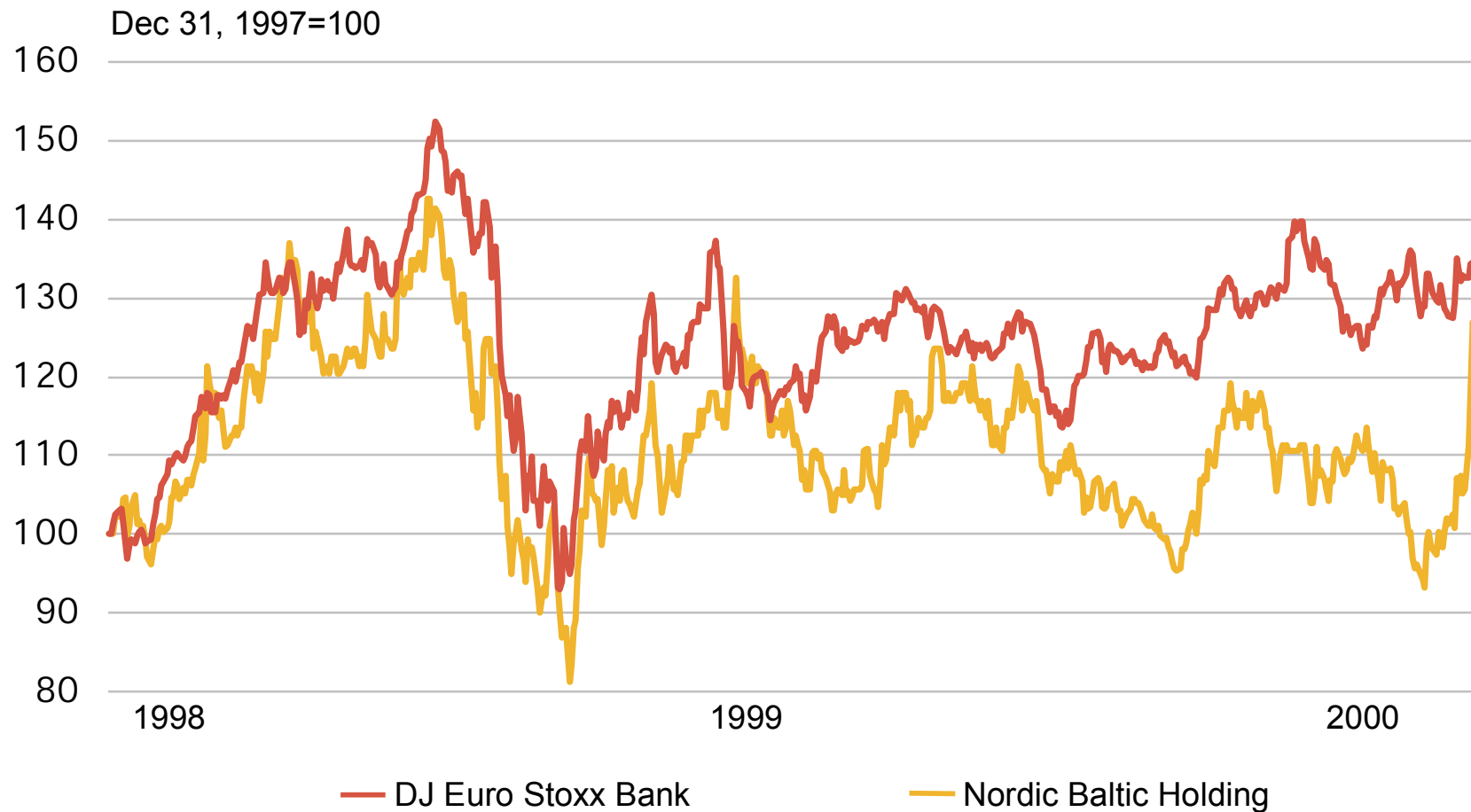


\* Preparing to adopt a new name.

# Group structure



# Share price development





**January – March 2000**

# **Unidanmark**

## **Including Vesta in 1Q00**

|                         | 1Q99 | 1Q00 |
|-------------------------|------|------|
| Profit before tax, EURm | 143  | 274  |
| ROE, %                  | 11,9 | 20,2 |
| Earnings per share, DKK | 12   | 19   |

# Unidanmark

## Including Vesta in 1Q00

| EURm                                 | 1Q99       | 2Q99       | 3Q99       | 4Q99       | 1Q00       |
|--------------------------------------|------------|------------|------------|------------|------------|
| Core earnings, bank                  | 333        | 338        | 323        | 332        | 402        |
| Core earnings, insurance             | 98         | 97         | 94         | 89         | 83         |
| Core earnings, Unidanmark A/S        | 1          | 1          | 0          | 9          | 2          |
| <b>Core earnings</b>                 | <b>432</b> | <b>435</b> | <b>417</b> | <b>431</b> | <b>487</b> |
| Expenses and depreciation            | (329)      | (344)      | (324)      | (339)      | (374)      |
| <b>Profit on core activities</b>     | <b>103</b> | <b>92</b>  | <b>92</b>  | <b>92</b>  | <b>113</b> |
| Investment portfolio income          | 17         | 37         | (9)        | 240        | 161        |
| Associated and group undertakings    | 24         | 6          | 3          | (1)        | (0)        |
| <b>Profit on ordinary activities</b> | <b>143</b> | <b>135</b> | <b>86</b>  | <b>331</b> | <b>274</b> |

# Banking

## Operating profit before tax

| EURm                                         | 1Q99               | 2Q99  | 3Q99  | 4Q99  | 1Q00  |
|----------------------------------------------|--------------------|-------|-------|-------|-------|
| Excluding investment portfolio income:       |                    |       |       |       |       |
| Net interest income                          | 228                | 224   | 216   | 228   | 236   |
| Other income                                 | 135                | 118   | 121   | 124   | 180   |
| Provisions for bad and doubtful debts        | (30)               | (4)   | (14)  | (20)  | (14)  |
| <b>Core earnings</b>                         | 333                | 338   | 323   | 332   | 402   |
| Expenses and depreciation                    | (250) <sup>1</sup> | (269) | (253) | (265) | (258) |
| <b>Profit on core banking activities</b>     | 83                 | 69    | 70    | 67    | 144   |
| Return on investment portfolio               | 19                 | 9     | (6)   | 86    | 58    |
| Revaluation of shares in ass. and affiliates | 24                 | 5     | 2     | 14    | (0)   |
| <b>Operating profit before tax</b>           | 126                | 84    | 67    | 168   | 201   |

1) Excluding restructuring costs

# Insurance

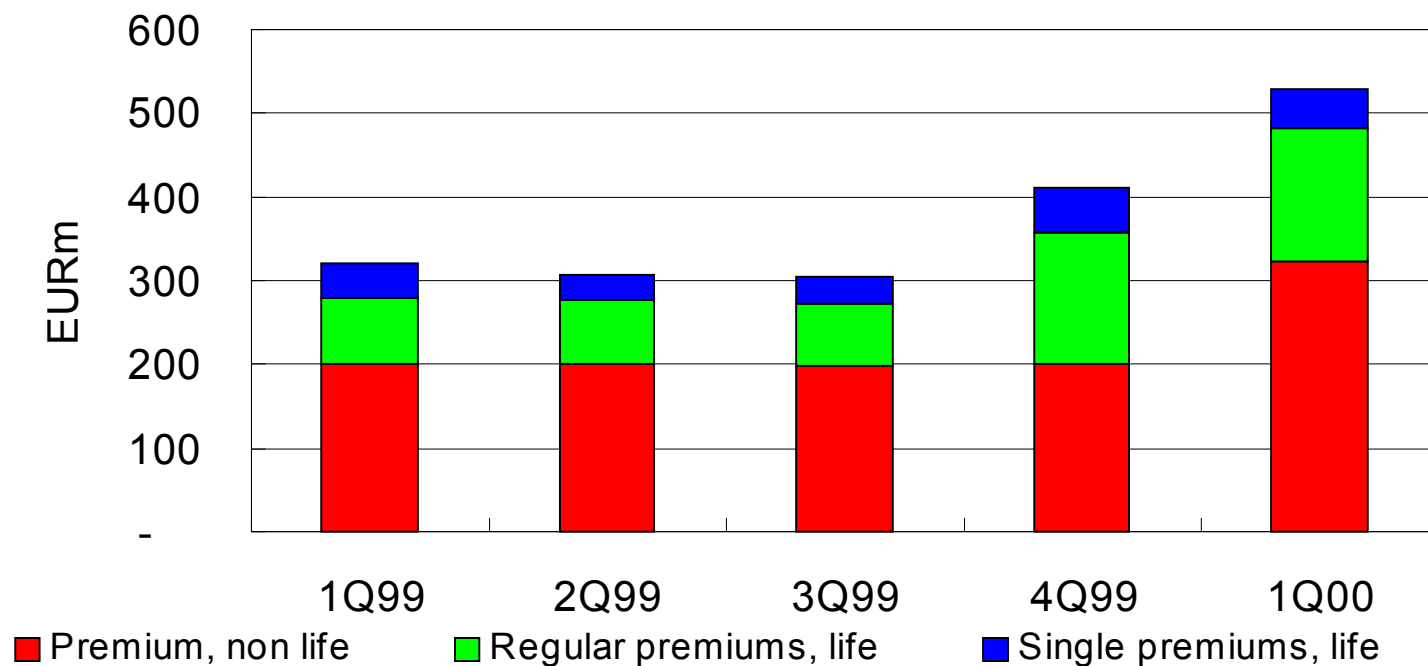
## Operating profit before tax

| EURm                               | 1Q99       | 2Q99       | 3Q99       | 4Q99       | 1Q00        | 1Q00 <sup>1</sup> |
|------------------------------------|------------|------------|------------|------------|-------------|-------------------|
| Premium income, non-life           | 201        | 201        | 198        | 200        | 324         | 203               |
| Regular premiums, life             | 78         | 76         | 74         | 158        | 158         | 88                |
| Single premiums, life              | 42         | 29         | 33         | 53         | 46          | 38                |
| <b>Premium income, total</b>       | <b>320</b> | <b>306</b> | <b>305</b> | <b>411</b> | <b>528</b>  | <b>329</b>        |
| Profit on investment activities    | 132        | 298        | 148        | 868        | 687         | 643               |
| Claims incurred                    | (140)      | (134)      | (136)      | (176)      | (305)       | (156)             |
| Benefits paid                      | (103)      | (94)       | (93)       | (135)      | (133)       | (118)             |
| Change in other provisions         | (110)      | (278)      | (131)      | (878)      | (694)       | (604)             |
| <b>Core earnings</b>               | <b>98</b>  | <b>97</b>  | <b>94</b>  | <b>89</b>  | <b>83</b>   | <b>93</b>         |
| Expenses and depreciation          | (69)       | (72)       | (71)       | (72)       | (112)       | (70)              |
| <b>Profit on core activities</b>   | <b>30</b>  | <b>25</b>  | <b>23</b>  | <b>17</b>  | <b>(30)</b> | <b>23</b>         |
| Investment portfolio income        | (2)        | 28         | (4)        | 154        | 103         | 80                |
| <b>Operating profit before tax</b> | <b>28</b>  | <b>52</b>  | <b>20</b>  | <b>172</b> | <b>74</b>   | <b>103</b>        |

1) Excluding Vesta and extra provisions for the December 1999 hurricane

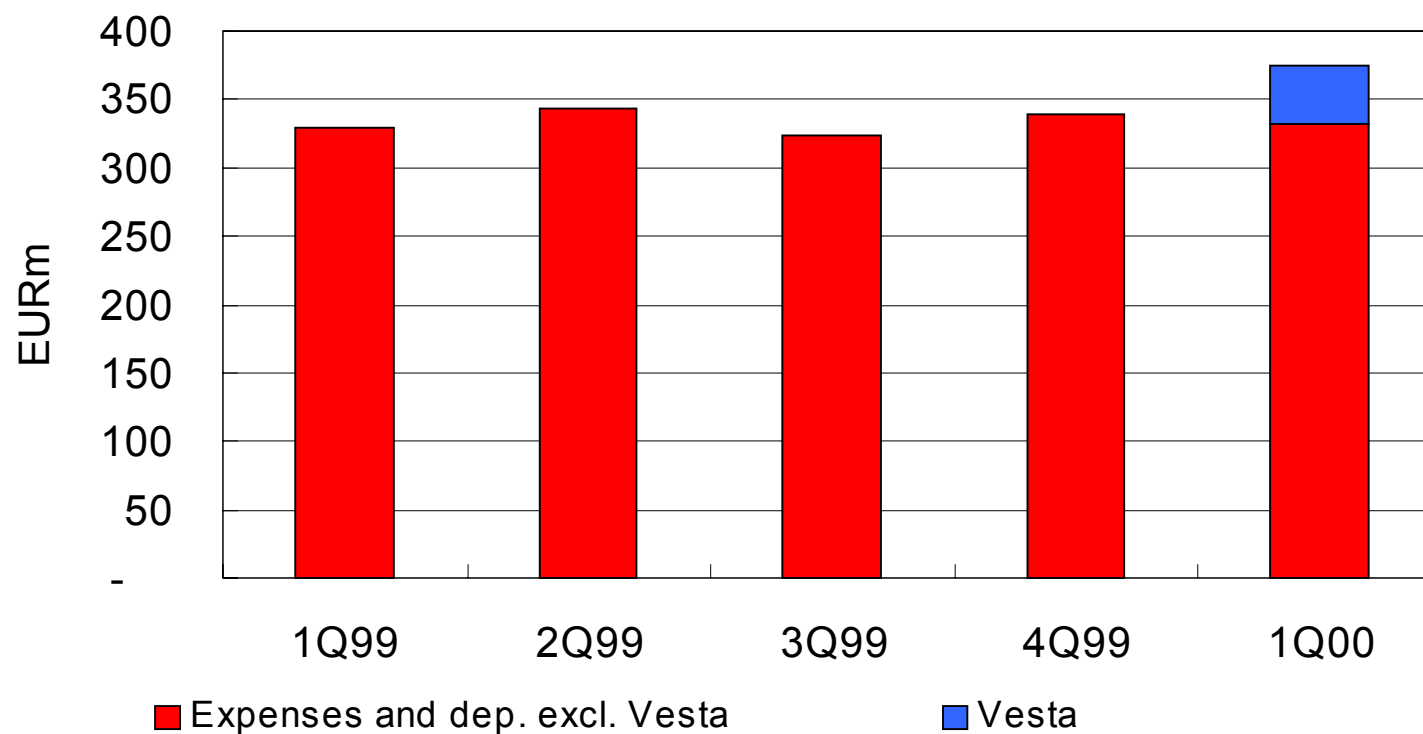
# Insurance

## Premium income, including Vesta



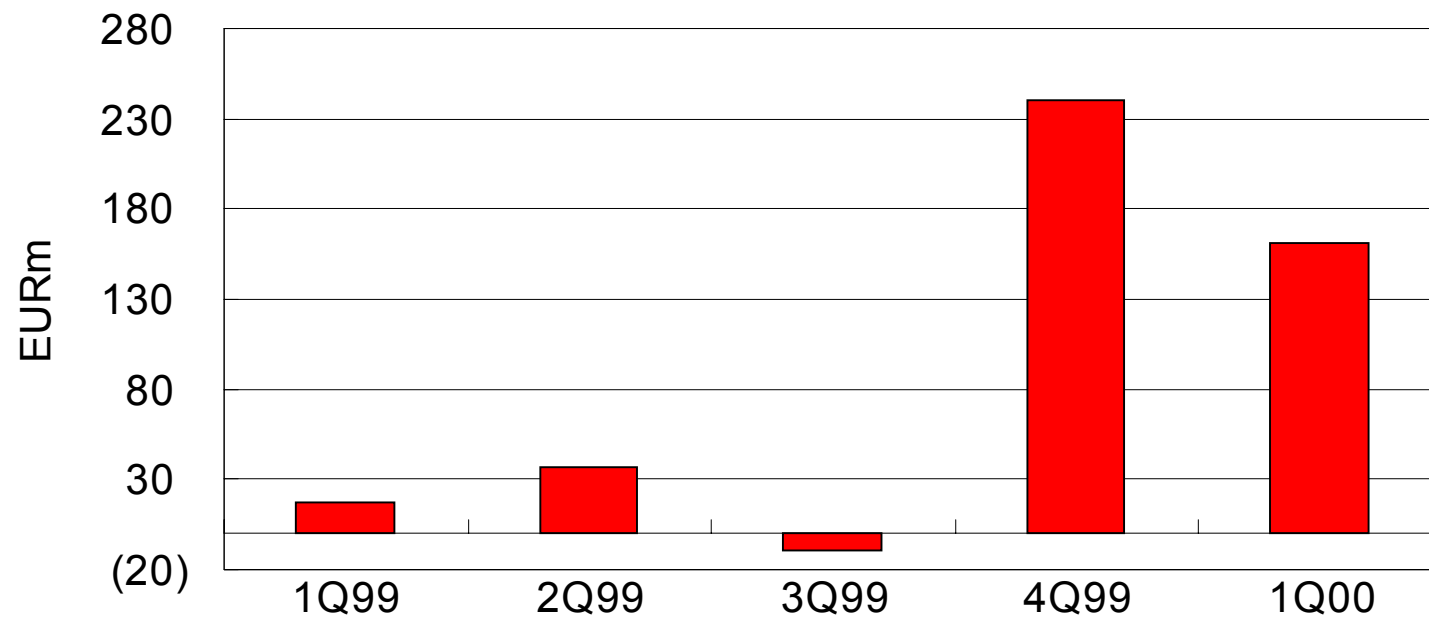
# Unidanmark

## Expenses and depreciation



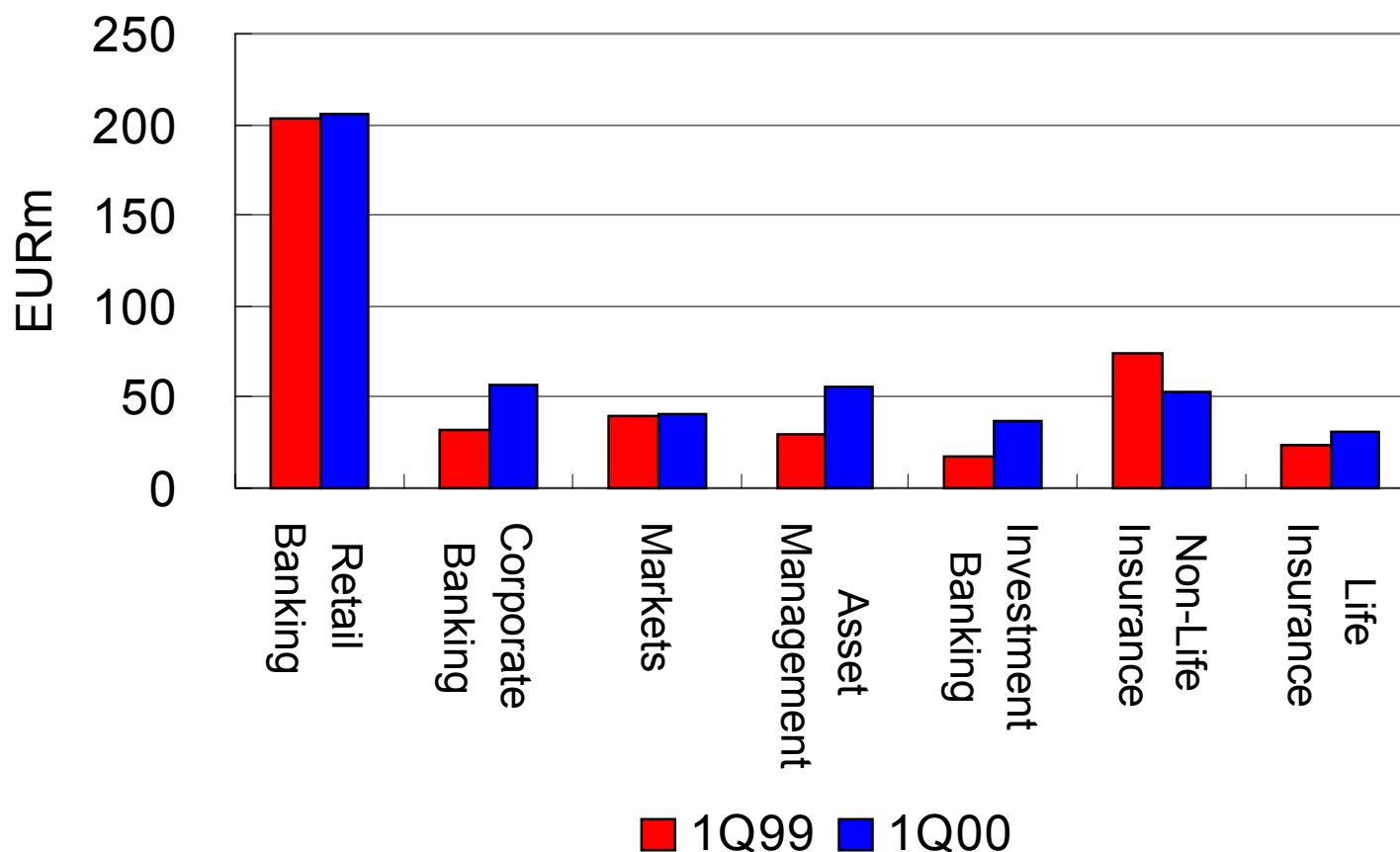
# Unidanmark

## Return on investment portfolio

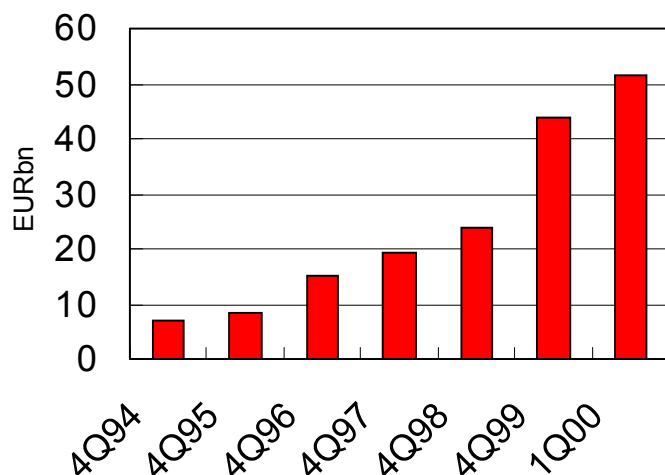


## Business areas

**Core earnings before provisions for bad and doubtful debt**



# Capital under administration



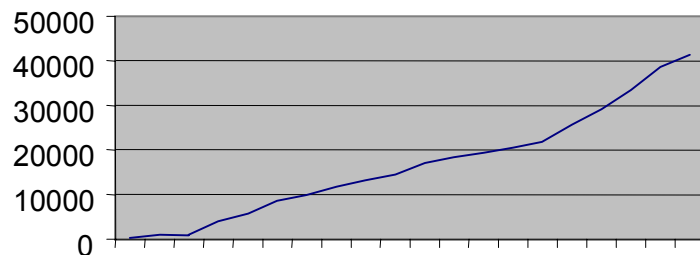
## Breakdown by asset class

### Investment Management

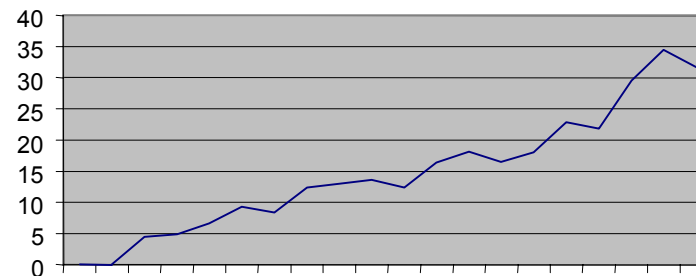
|                           | 4Q98 | 4Q99 | 1Q00 |
|---------------------------|------|------|------|
| Danish bonds              | 57%  | 40%  | 33%  |
| International bonds       | 2%   | 2%   | 9%   |
| Danish equities           | 12%  | 18%  | 11%  |
| International equities    | 26%  | 39%  | 43%  |
| Cash and cash equivalents | 3%   | 1%   | 4%   |

# Online investment

Number of customers



Share of retail customer's stock trading



# MeritaNordbanken

January – March 2000

# Steps towards a leading Nordic banking group

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- Merger with Unidanmark
- Extension and adjustment of cash offer for Christiania Bank og Kreditkasse shares
- Completion of the new structure – a single-owner company
- Acquisitions and expansion continue in Baltic countries and Poland
- Concentration on core business; sale of Aleksia shares

# Result

Jan – March, 2000

|                         | 2000 | 1999       |
|-------------------------|------|------------|
|                         | Q1   | Q1         |
| Operating profit, mEUR  | 472  | 375 (489*) |
| Return on equity, %     | 23.1 | 22.4       |
| Earnings per share, EUR | 0.16 | 0.13       |

\* Including capital gain from sale of Pohjola shares, 114 mEUR.

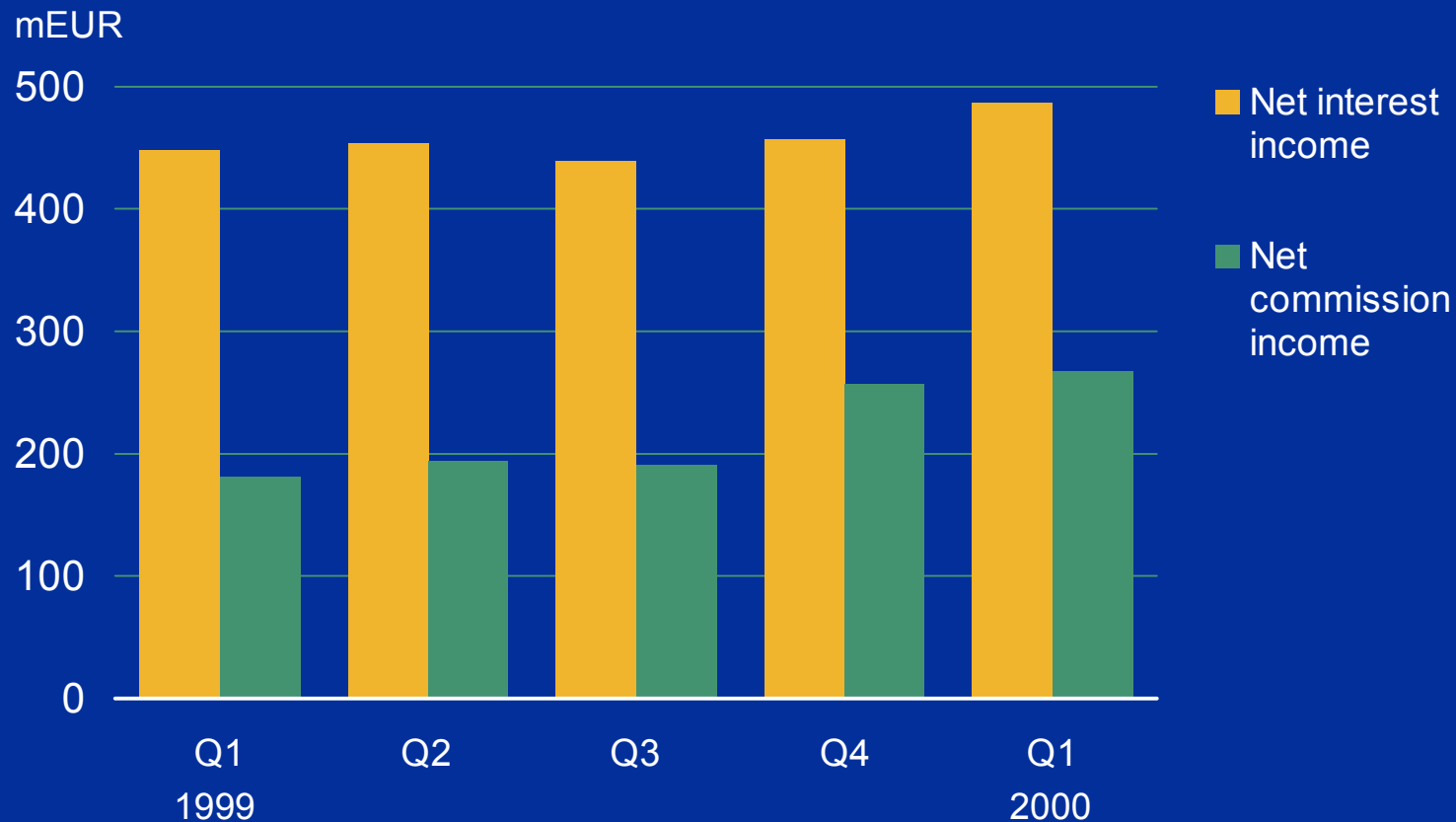
# Income statement

Quarterly

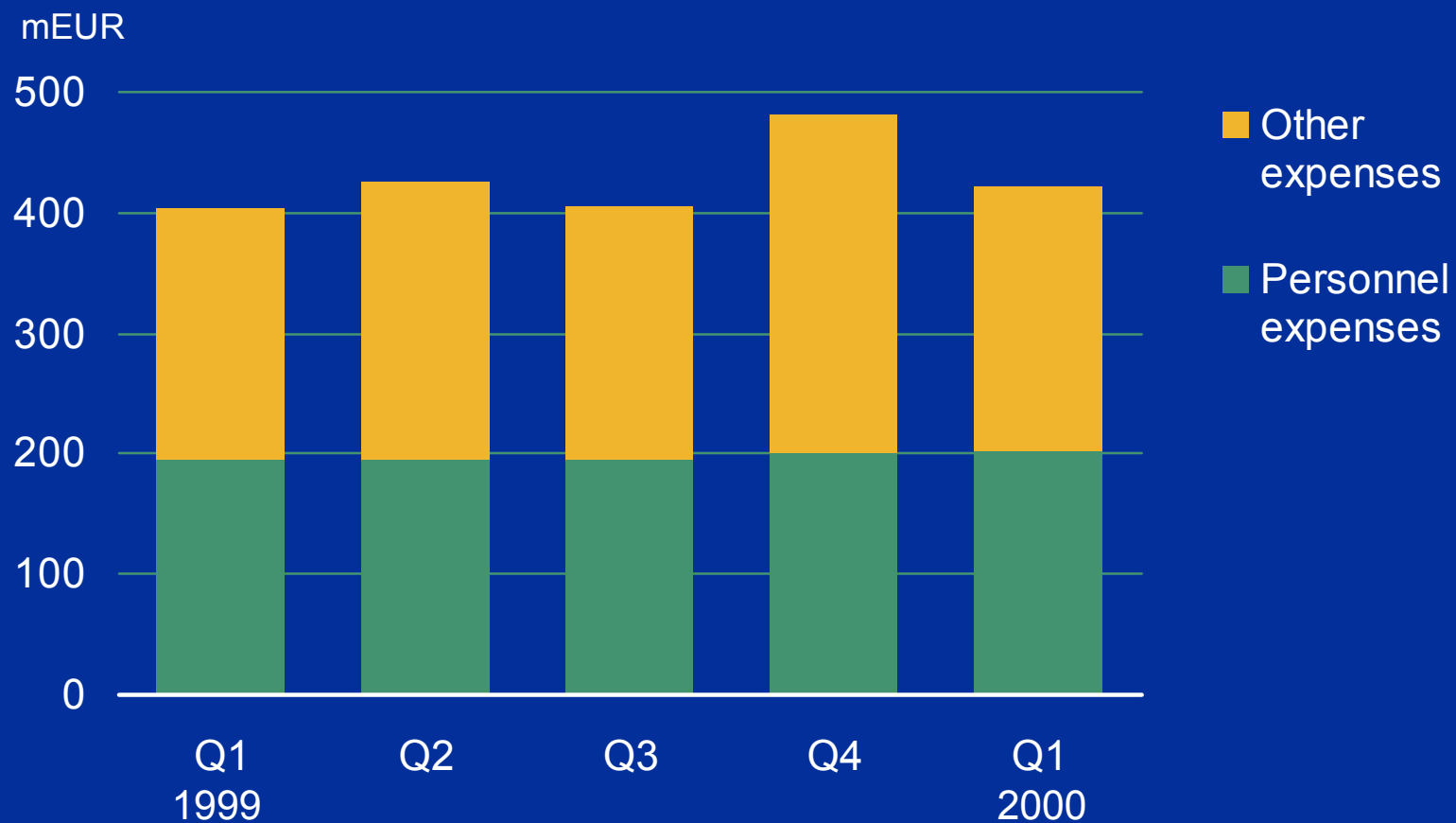
| mEUR                                                        | 2000<br>Q1 | 1999<br>Q 4 | Q 3        | Q 2        | Q1           |
|-------------------------------------------------------------|------------|-------------|------------|------------|--------------|
| Net interest income                                         | 487        | 457         | 439        | 454        | 448          |
| Net commission income                                       | 267        | 257         | 190        | 194        | 181          |
| Net result from financial operations                        | 34         | 17          | -7         | -53        | 34 *         |
| Other operating income                                      | 94         | 57          | 60         | 91         | 92           |
| Total operating income                                      | 882        | 788         | 682        | 686        | 755          |
| Personnel expenses                                          | -202       | -200        | -195       | -196       | -196         |
| Other expenses                                              | -220       | -281        | -210       | -229       | -207         |
| Total expenses                                              | -422       | -481        | -405       | -425       | -403         |
| <b>Profit before loan losses</b>                            | <b>460</b> | <b>307</b>  | <b>277</b> | <b>261</b> | <b>352</b>   |
| Loan losses, net                                            | -3         | -2          | 0          | 0          | -20          |
| Profit from companies accounted for under the equity method | 15         | 30          | 5          | 19         | 43           |
| <b>Operating profit</b>                                     | <b>472</b> | <b>335</b>  | <b>282</b> | <b>280</b> | <b>375 *</b> |

\* Excluding capital gain from sale of Pohjola shares, 114 mEUR.

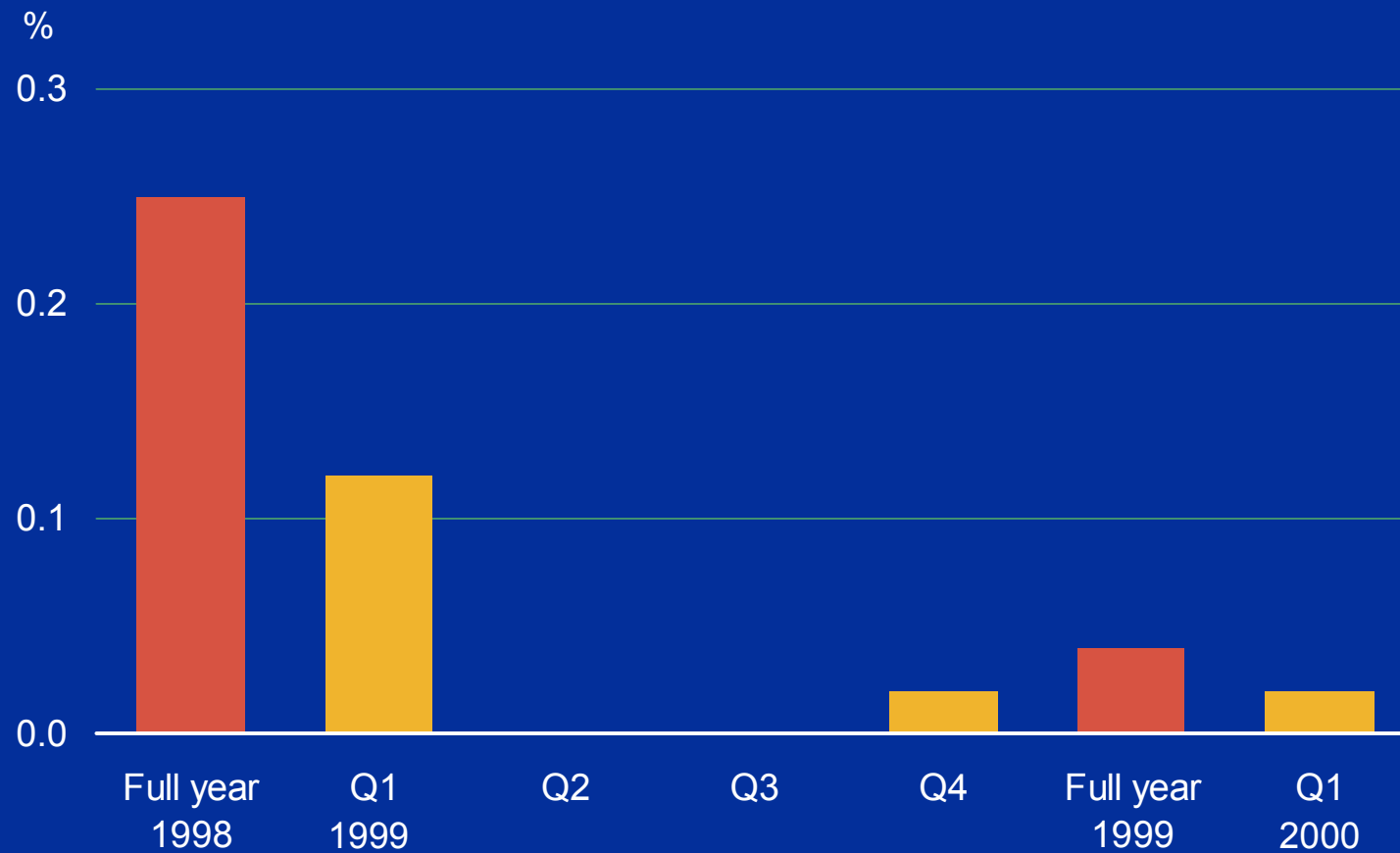
# Net interest and commission income



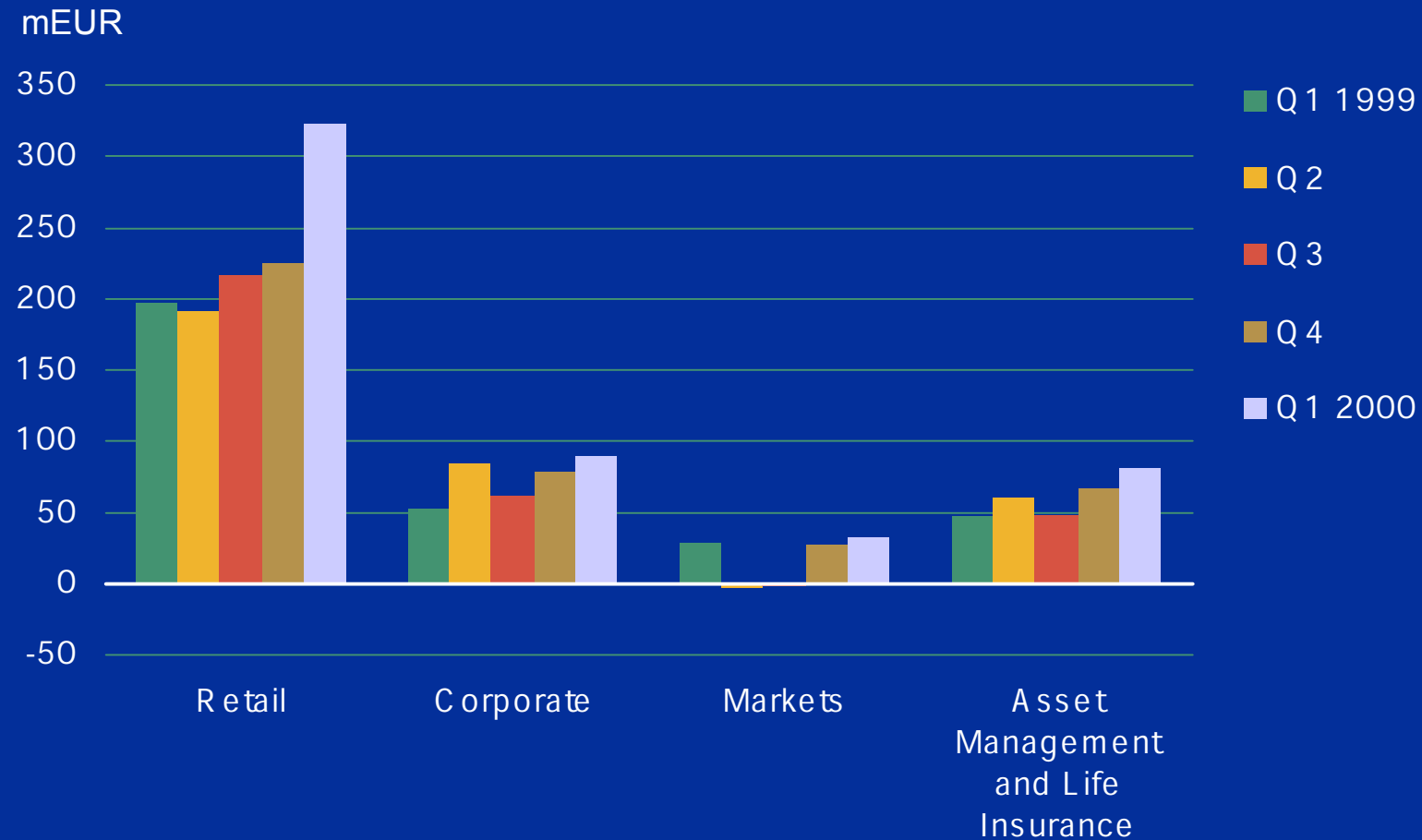
# Expenses



# Loan loss level

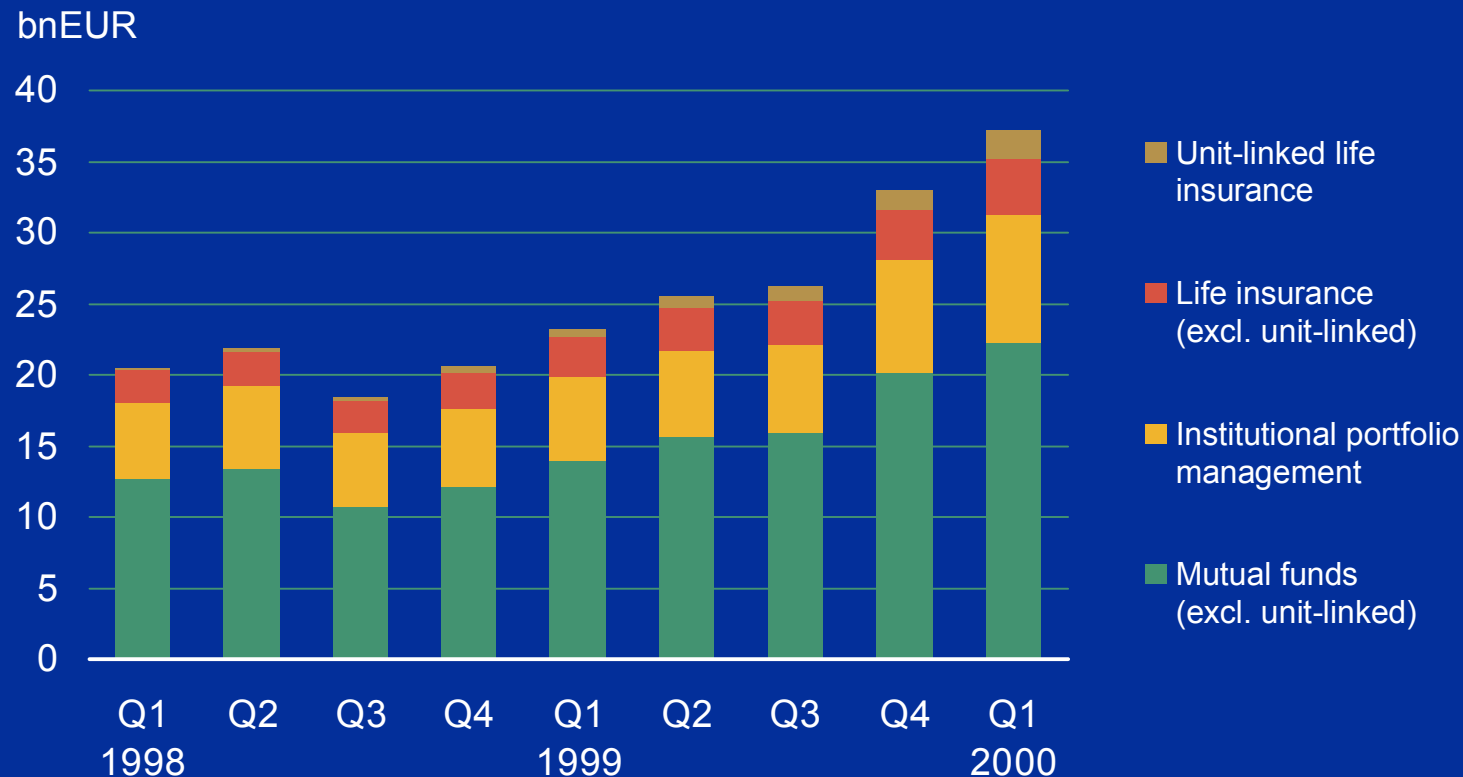


# Operating profit by business area

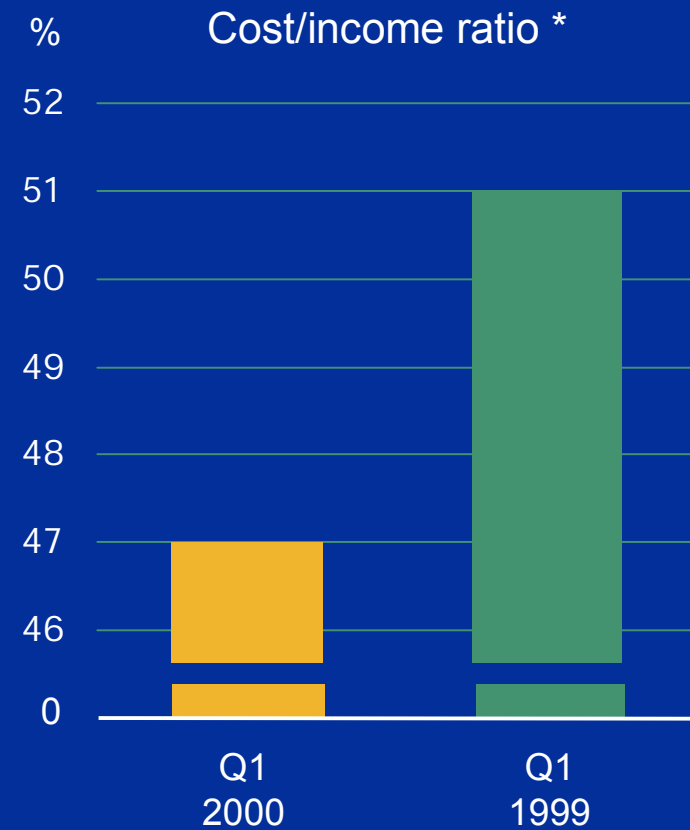
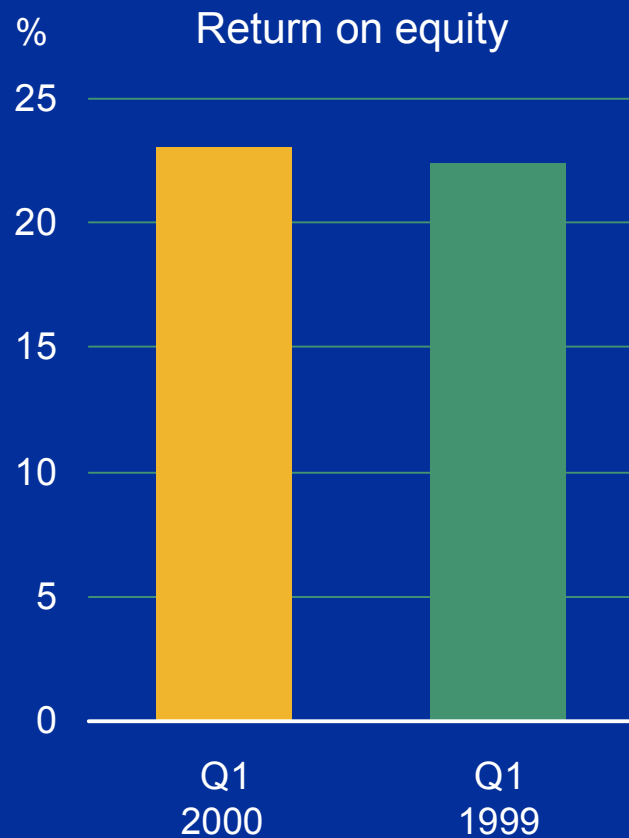


# Asset Management and Life Insurance

Assets under management



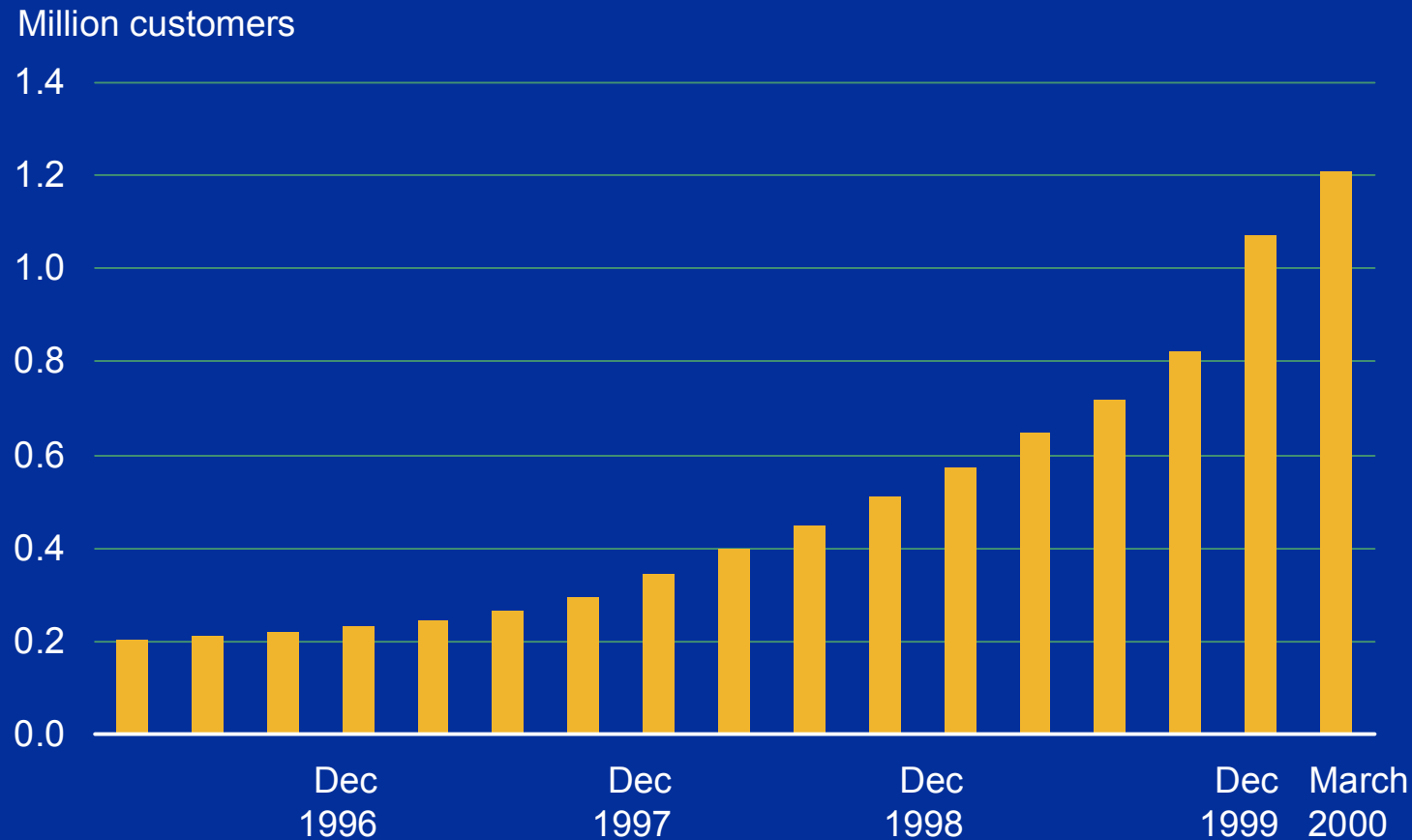
# Key figures – result



\* Before loan losses.

# Internet bank

Number of customers 1996 – 2000



# MeritaNordbanken Unidanmark

The largest financial banking group  
in the Nordic region