



**Debt Investor Presentation
Q3 2015**

Disclaimer

This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although Nordea believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.

Important factors that may cause such a difference for Nordea include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange rate levels.

This presentation does not imply that Nordea has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

Nordea in brief



Nordea is the largest financial services group in the Nordics

Nordea = Nordic ideas



11 million customers

- Approx. 10 million personal customers
- 590 000 corporate customers, incl. Nordic Top 500

Distribution power

- Approx. 650 branch office locations

Financial strength

- EUR 10.2bn in full year income (2014)
- EUR 679.9bn of assets (Q3 2015)
- EUR 30.0bn in equity capital (Q3 2015)
- AA credit rating
- Common equity tier 1 capital ratio of 16.3% (Q3 2015)

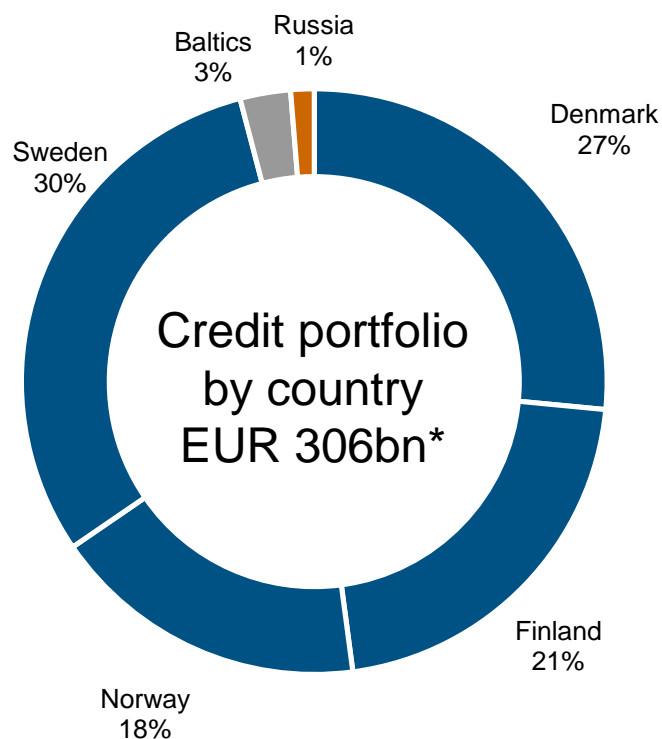
EUR ~40bn in market cap

- One of the largest Nordic corporations
- A top-10 European retail bank

Nordea is the most diversified bank in the Nordics...

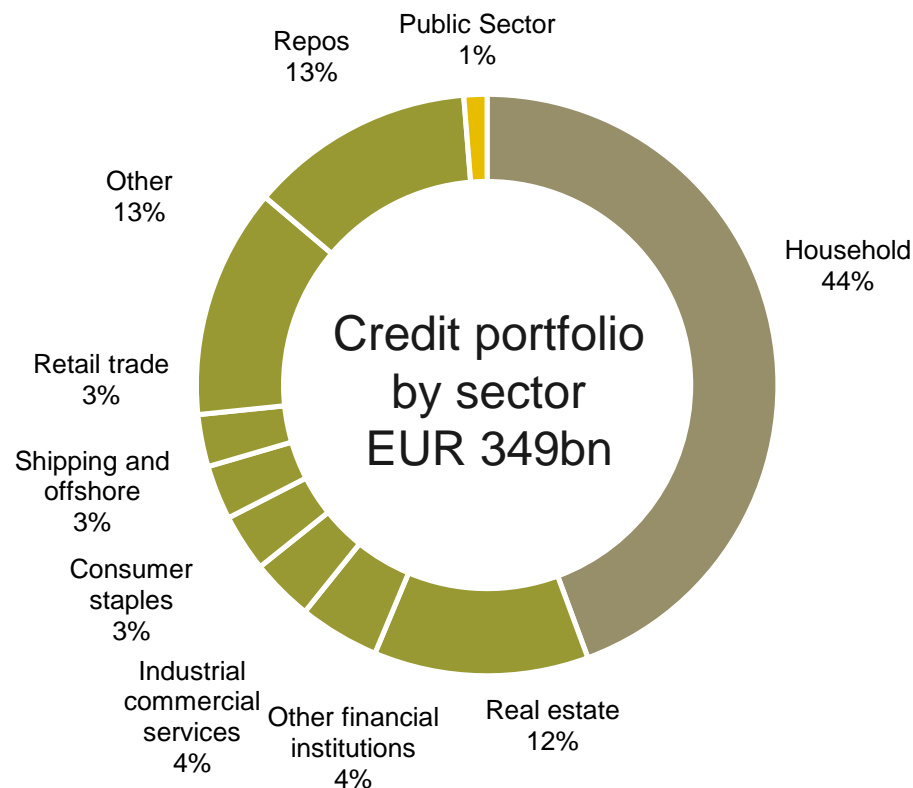
Q3 2015

A Nordic centric portfolio (97 %)



* Excluding repos

Lending: 55% Corporate and 44% Household



Q3 2015 financial results highlights

Highlights of third quarter 2015

Third quarter 2015 vs third quarter 2014*

- ✓ Revenues down 3%
 - ✓ Negative interest rates put pressure on NII
 - ✓ Continued good inflow to savings operations but declining market return
 - ✓ Challenging market conditions affect NFV negatively
- ✓ Costs are down 3%, delivering according to plan
 - ✓ C/I ratio improved 20 bps to 49.2%
- ✓ Stable credit quality
 - ✓ Loan loss ratio 13 bps
- ✓ RoE down 80 bps to 10.4%
- ✓ Improved common equity tier 1 ratio 70 bps to 16.3%
- ✓ Advisory and transactions continue to move online
- ✓ Co-creation of new digital solutions increasingly important
- ✓ The Simplification Programme is on track - vendors for core banking platform chosen

*In local currencies and excluding non-recurring items 7 •

Financial results

EURm	Q3/15	Q2/15	Chg Q3/Q2 %	Loc. curr. Chg %	Chg Q3/Q3 %	Loc. curr. Chg %
------	-------	-------	-------------------	------------------------	-------------------	------------------------

Net interest income	1 272	1 309	-3	0	-9	-5
Net fee & commission income	717	783	-8	-7	7	9
Net fair value result	222	401	-45	-45	-24	-25
Total income*,**	2 253	2 523	-11	-9	-5	-3
Total expenses**	-1 108	-1 185	-6	-5	-6	-3
Net loan losses	-112	-103	9	12	0	2
Operating profit**	1 033	1 235	-16	-15	-5	-3
Net profit from cont. op**	780	952	-18	-17	-5	-3

YTD 15	YTD 14	Chg 15/14 %	Loc. curr. Chg %
--------	--------	-------------------	------------------------

3 869	4 126	-6	-4
2 257	2 079	9	10
1 267	1 058	20	20
7 495	7 345	2	4
-3 481	-3 634	-4	-2
-337	-405	-17	-15
3 677	3 307	11	13
2 814	2 508	12	14

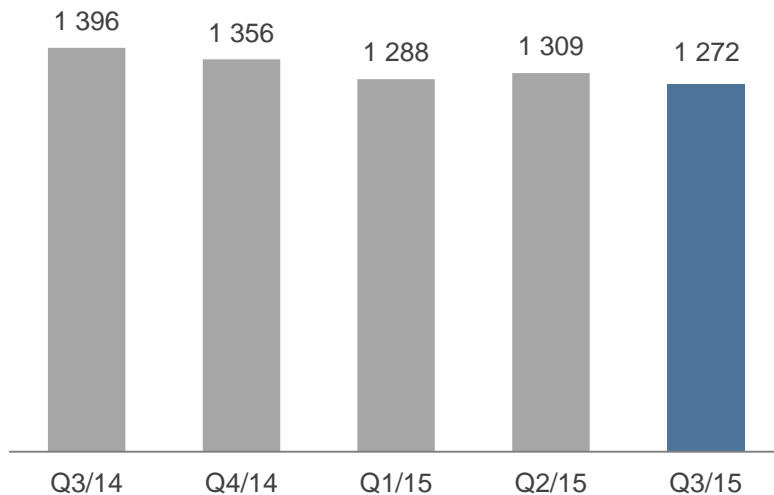
Return on equity** (%)	10.4	13.1	-270 bps	-	-80 bps	-
CET1 capital ratio (%)	16.3	16.0	30 bps	-	70 bps	-
Cost/income ratio** (%)	49.2	47.0	220 bps	-	-20 bps	-

12.6	11.4	120 bps	-
16.3	15.6	70 bps	-
46.4	49.5	-310 bps	-

*Includes other income
** Excluding non-recurring items

Net interest income

NET INTEREST INCOME DEVELOPMENT, EURm



COMMENTS

- Unchanged in local currencies
- Improved NII in business areas
- Treasury down from a strong previous quarter
- One additional interest day adds EUR 15m

Net interest margin and volumes

BLENDING NET INTEREST MARGIN DEVELOPMENT, BPS

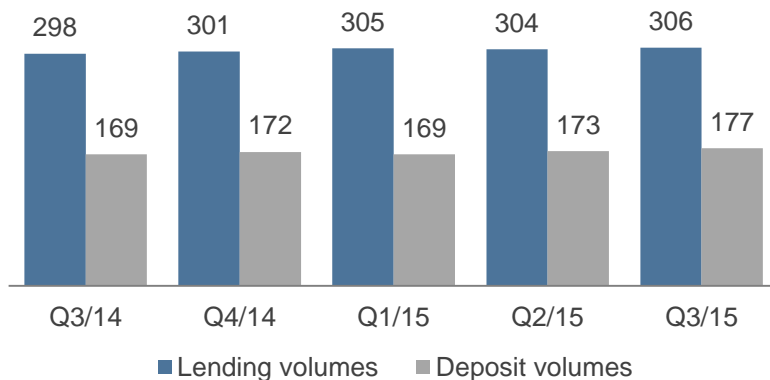


Q3/14 Q4/14 Q1/15 Q2/15 Q3/15

COMMENTS

- Blended margin down 2 bps to 98 bps
 - Stable lending margin
 - Decreased deposit margin
- Lending volumes are up 3% y-o-y*
- Deposit volumes are up 5% y-o-y*

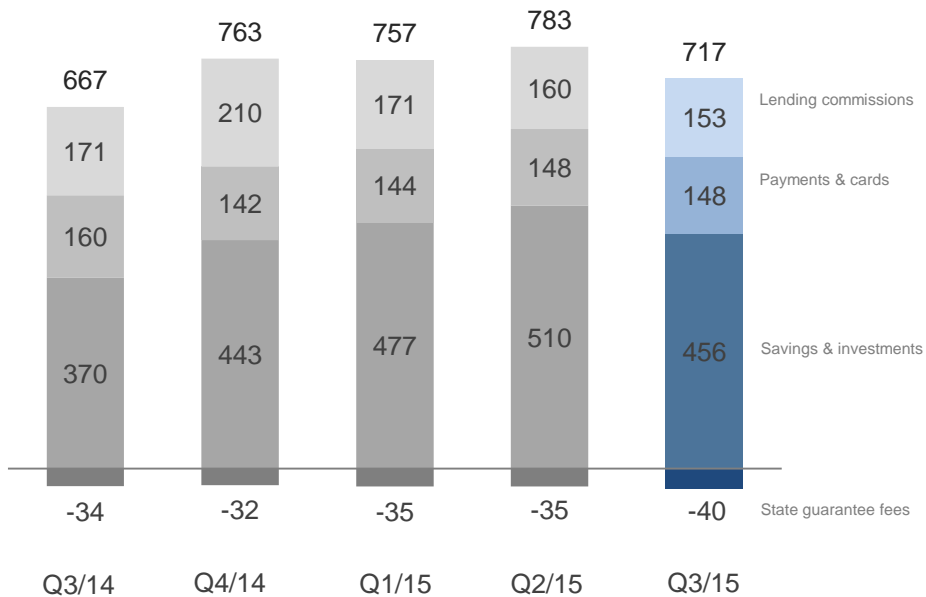
LENDING AND DEPOSIT VOLUMES*, EURbn



* Excluding repos and currency effects

Net fee and commission income

NET FEE AND COMMISSION DEVELOPMENT, EURm

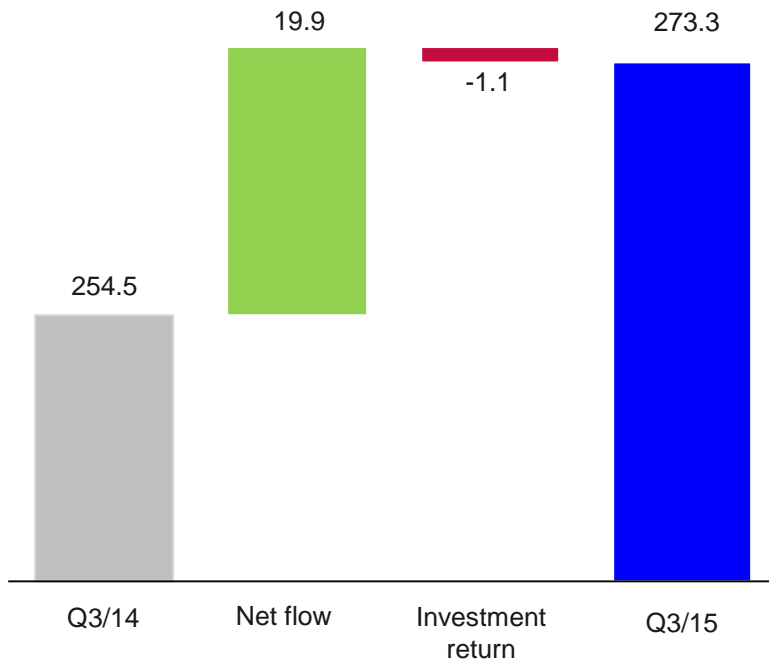


COMMENTS

- Fee and commission income down on a strong previous quarter
 - Lower AuM-fees following lower asset prices
 - Savings and investments fees up 23% y-o-y
- Seasonally lower activity levels

Continued inflow to our savings and investment offering

AUM DEVELOPMENT, EURbn

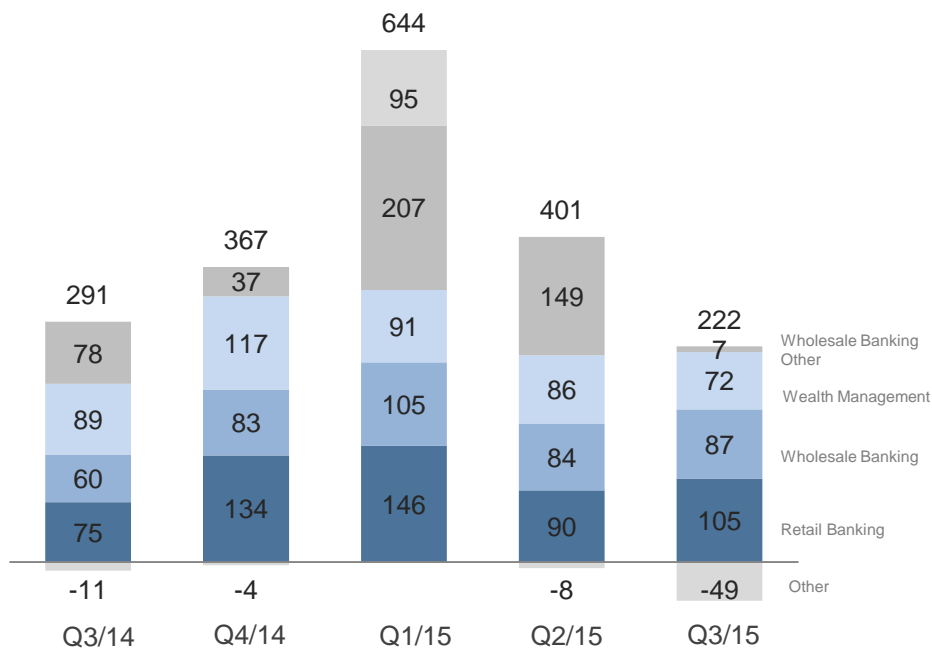


COMMENTS

- Decrease in AuM caused by negative market development
- Net inflow of EUR 2.8bn in the quarter
 - All segments contributed positively
 - Continued good net inflow in Global Fund Distribution, EUR 0.6bn
 - 93% of net fund sales y-o-y to balanced or fixed income funds
- 72% of composites outperformed benchmark over a 3-year period

Net fair value

NET FAIR VALUE DEVELOPMENT, EURm

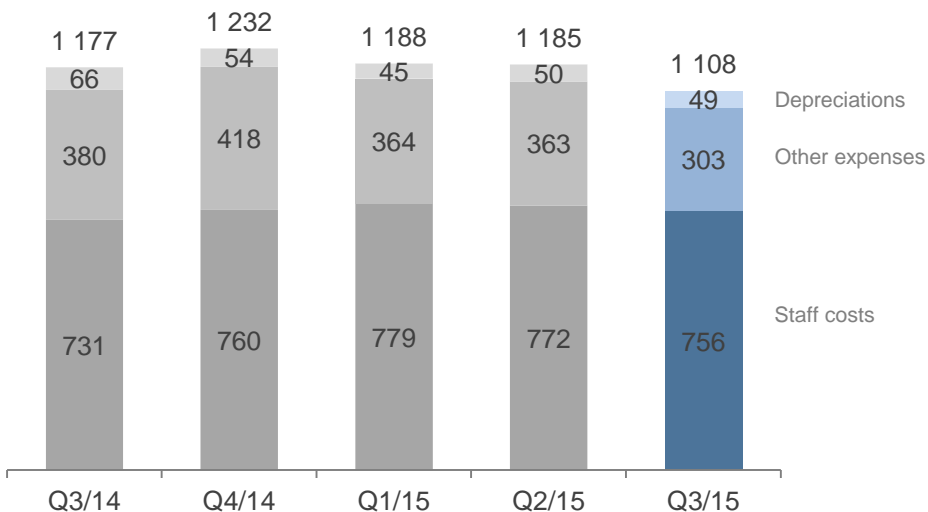


COMMENTS

- Customer-driven activity holding up
- Low liquidity and higher credit spreads on the financial markets make high volatility difficult to manage

Long term improvement in cost efficiency

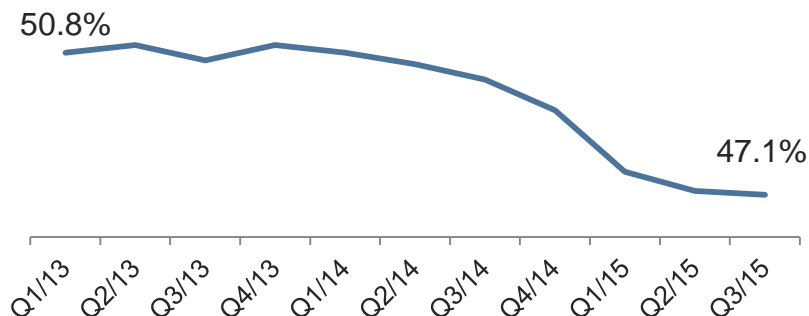
TOTAL EXPENSES*, EURm



COMMENTS

- Costs are down 5% in local currencies from previous quarter
- Cost target full year 2015 of EUR 4.7bn reiterated
- Solid improvement of C/I ratio

C/I RATIO DEVELOPMENT**, %

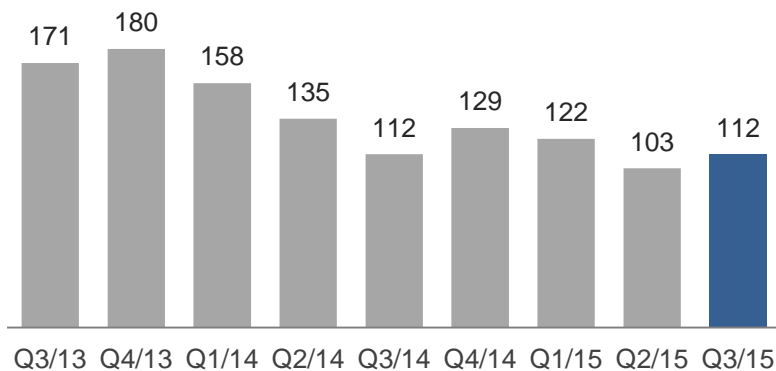


* Excluding non-recurring items

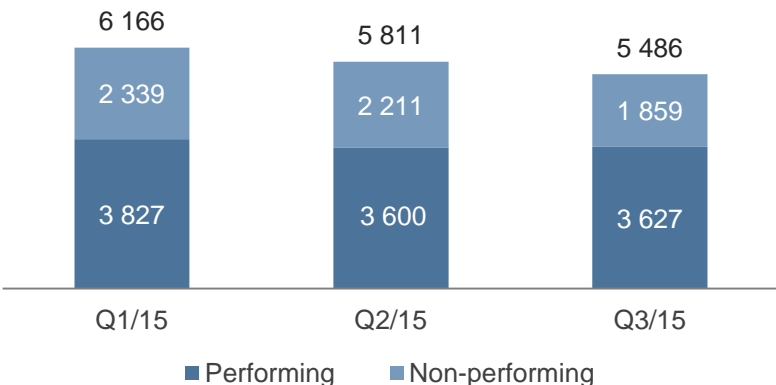
**Rolling four quarters

Stable asset quality

TOTAL NET LOAN LOSSES, EURm



IMPAIRED LOANS, EURm

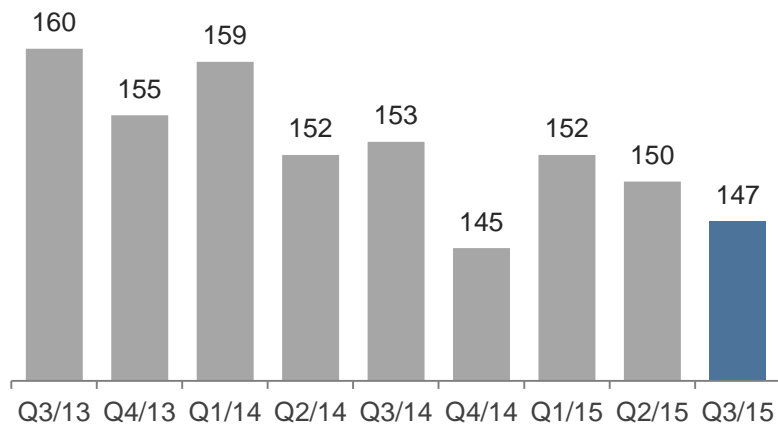


COMMENTS

- Loan losses largely unchanged at 13 bps – well within the long term average of 16 bps
- Impaired loans ratio down to 145 bps
- Provisioning ratio increased to 48% (46%)
- Largely unchanged credit quality in the coming quarters expected

Risk exposure amount

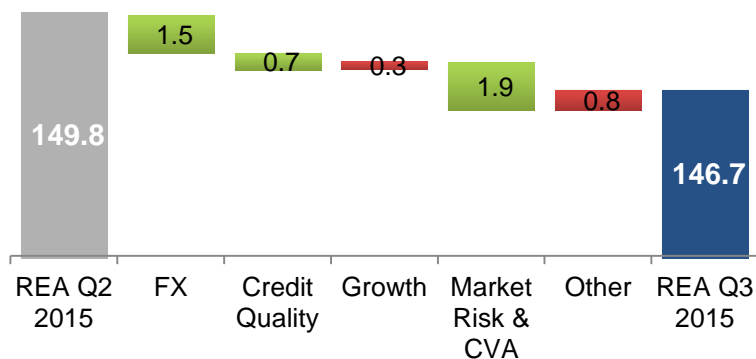
RISK EXPOSURE AMOUNT, EURbn*



COMMENTS

- REA down EUR 3bn in the quarter
- Driven by FX, lower market risk and improved credit quality

RISK EXPOSURE AMOUNT DEVELOPMENT, EURbn



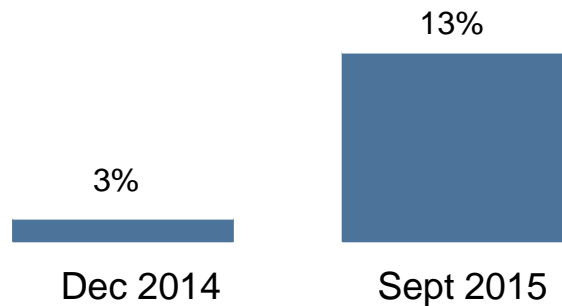
* Basel 2.5 excluding Basel I transition rules until Q4/13. Basel 3 from Q1/14

Continued trend towards digital solutions

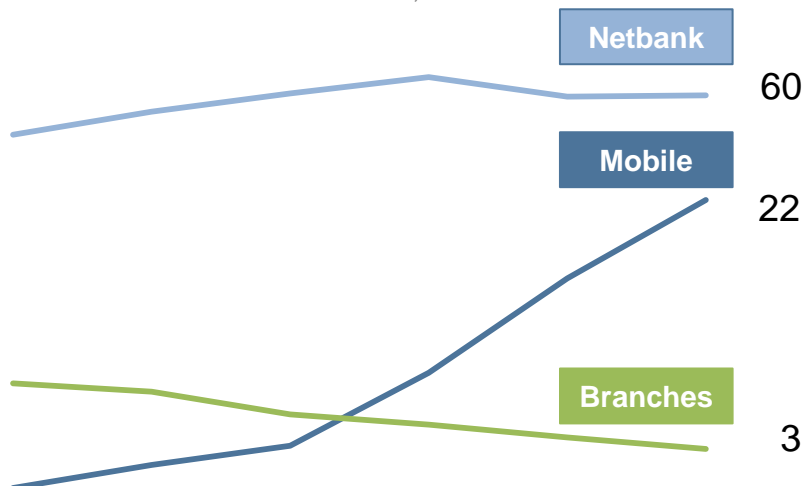


Customer interaction increases as the bank today is in everybody's pocket

ONLINE ADVISORY MEETINGS, %



TRANSACTIONS DEVELOPMENT, millions



COMMENTS

- 1 of 8 advisory meetings online in September
- Pilot with e-branches – remote personal banking
- Mobile banking preferred
 - Mobile transactions +37% (y-o-y)
 - Average user - 20 logins per month
 - More than 700 new mobile banking users every day in Q3
 - Manual transactions -24% (y-o-y)
- Nordea Investor, new online investment tool, launched in Denmark and Norway – available in all Nordic countries in coming quarters

One step closer towards the Future Relationship Bank

BENEFITS FROM SIMPLIFICATION PROGRAMME



The diagram features a large blue rounded rectangle on the left labeled 'Simplification programme'. To its right are three white rounded rectangles with blue borders, each containing a benefit. A small blue arrow points from the 'Simplification programme' box towards the first benefit box.

Simplification programme

Increased scale, efficiency and agility, serving all customers from one common platform

An end-to-end digital response and execution of the customer vision

Stable and resilient operation, compliant and in control

COMMENTS

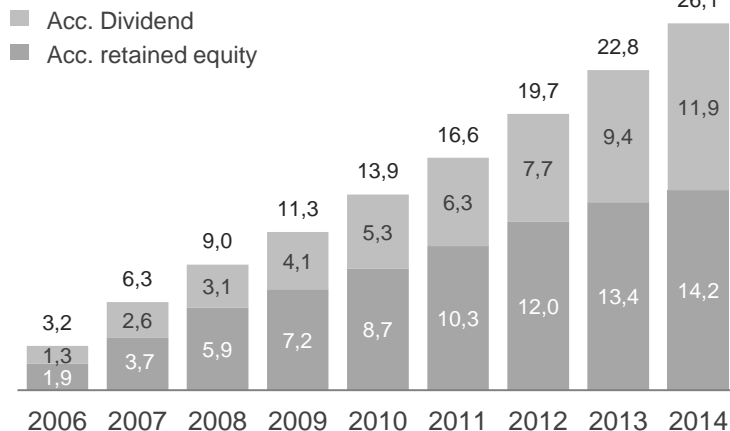
- Simplification Programme on track
 - Vendors for new core banking system chosen
 - Progressing in designing our future data and technology architecture
 - Pilot of core banking and payment platforms in next phase

Q3 2015 Capital



Strong capitalisation and strong capability to generate capital

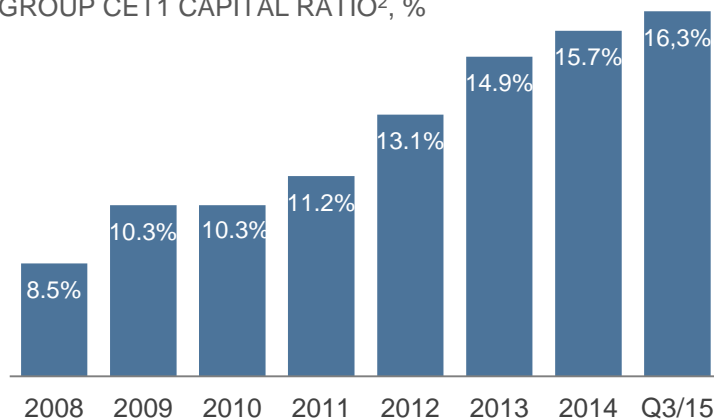
CAPITAL GENERATION¹, EURbn



COMMENTS

- Strong Group CET1 ratio - 16.3% in Q2 2015
- CET 1 capital ratio up 240bps since Q4 2013³

GROUP CET1 CAPITAL RATIO², %



¹ Dividend included in the year profit was generated. Excluding rights issue (EUR 2 495m in 2009)

² CET1 capital ratio excluding Basel 1 transition rules 2008-2013. From 2014, CET1 capital is calculated in accordance with Basel 3 (CRR/CRDIV) framework

³ Estimated Basel 3 CET1 ratio 13.9% Q4 2013

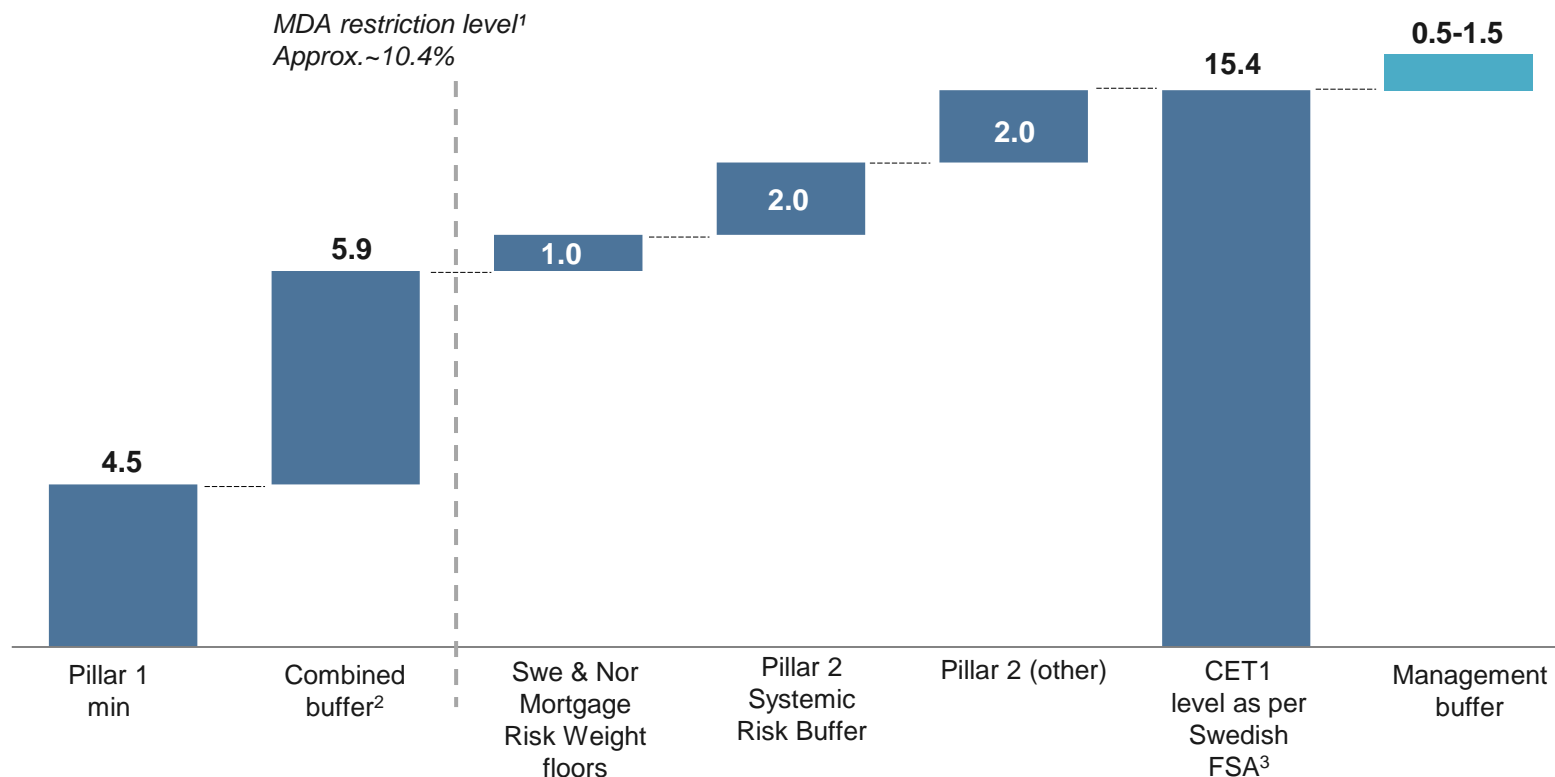
CET 1 ratio up 30 bps

COMMON EQUITY TIER 1 RATIO DEVELOPMENT, %



Management buffer reflects Nordea's diversified business

CET1 RATIO BUILD-UP, %



1) Maximum Distributable Amount, provided for illustrative purposes only. The Swedish FSA does not normally intend to make a formal decision on the capital requirement under Pillar 2. "Insofar that a formal decision has not been made, the capital requirement under Pillar 2 does not affect the level at which the automatic restrictions on distributions linked to the combined buffer requirement come into effect." Swedish FSA, Sep 2014

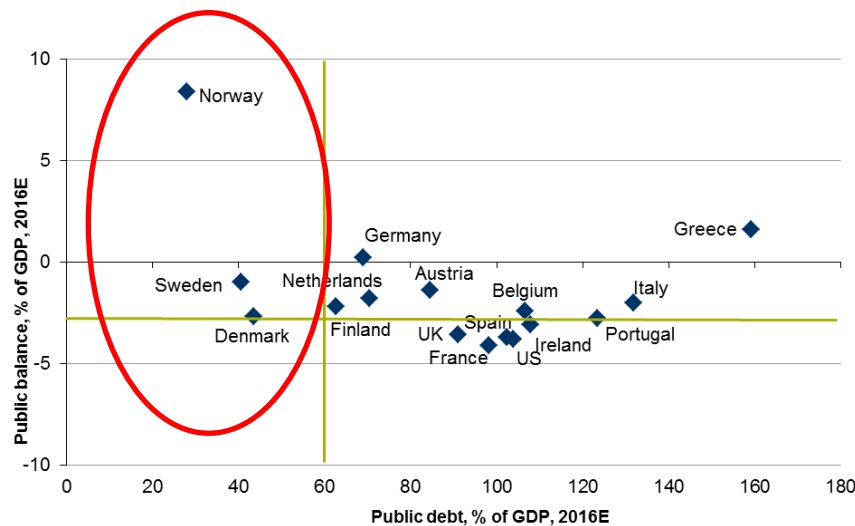
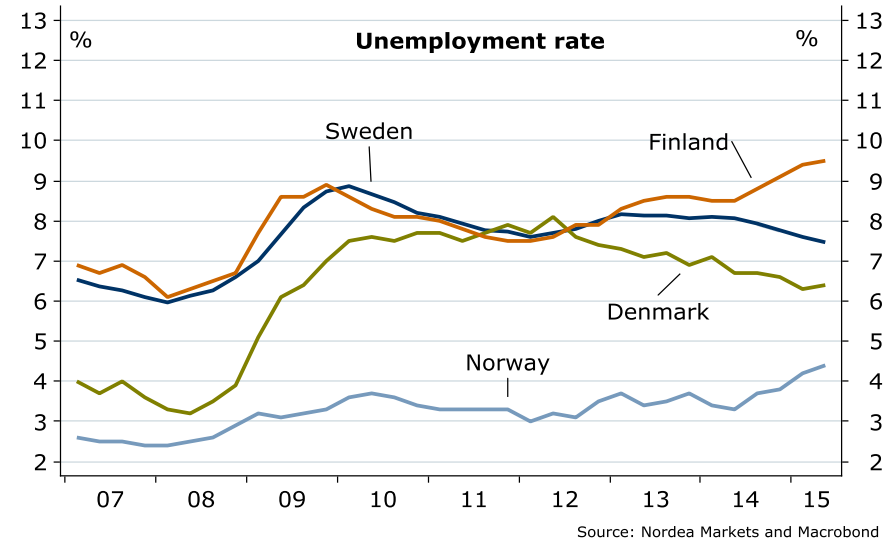
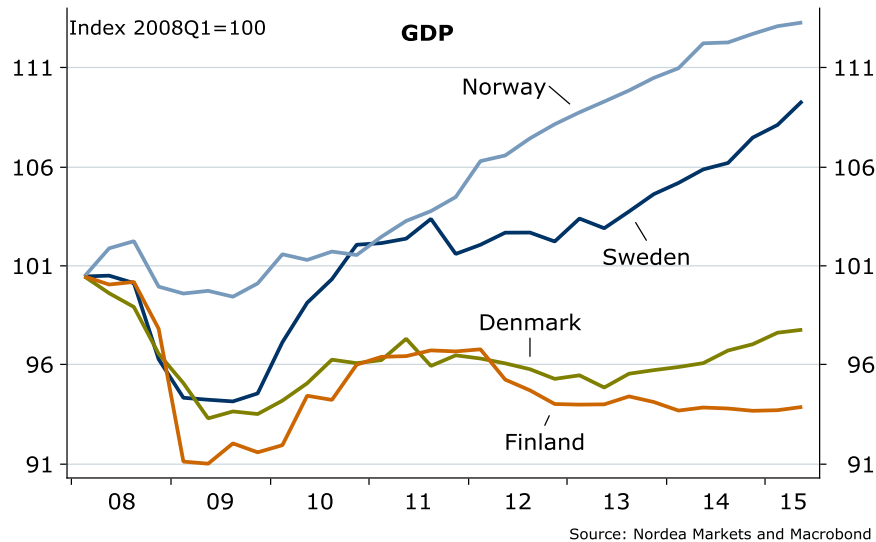
2) The combined buffer consists of 3% systemic risk buffer, 2.5% capital conservation buffer and 0.4% countercyclical buffer. In accordance with Swedish FSA Memorandum on Capital Requirement for Swedish banks (Sept. 2, 2015), the calculation of the countercyclical buffer is based on the Swedish and Norwegian buffer rate of 1%. The buffer rates will increase from 1 to 1.5% when the new buffer rates enter into force in Q2 2016.

3) Capital need Q3 2015 in accordance with SREP, communicated by Nordea October 2, 2015

Q3 2015 Macro



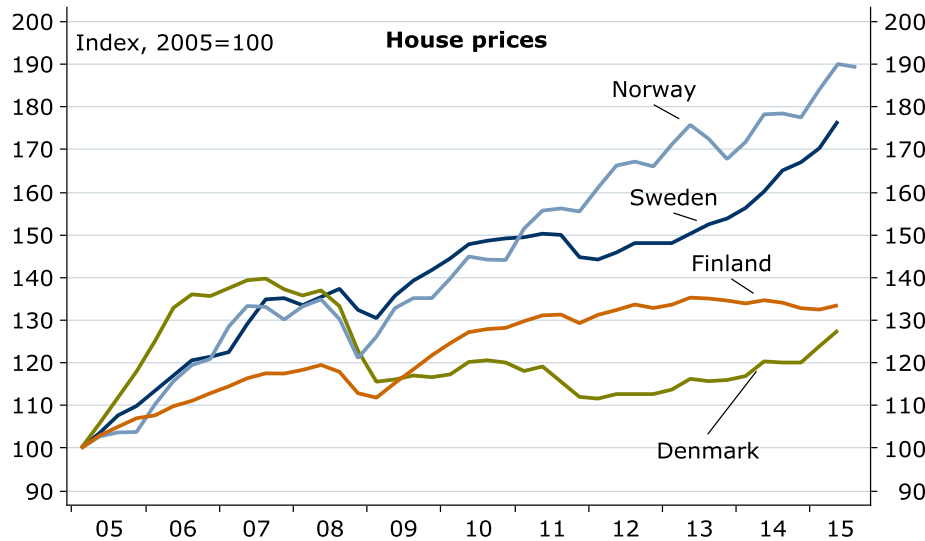
Resilient Nordic economies



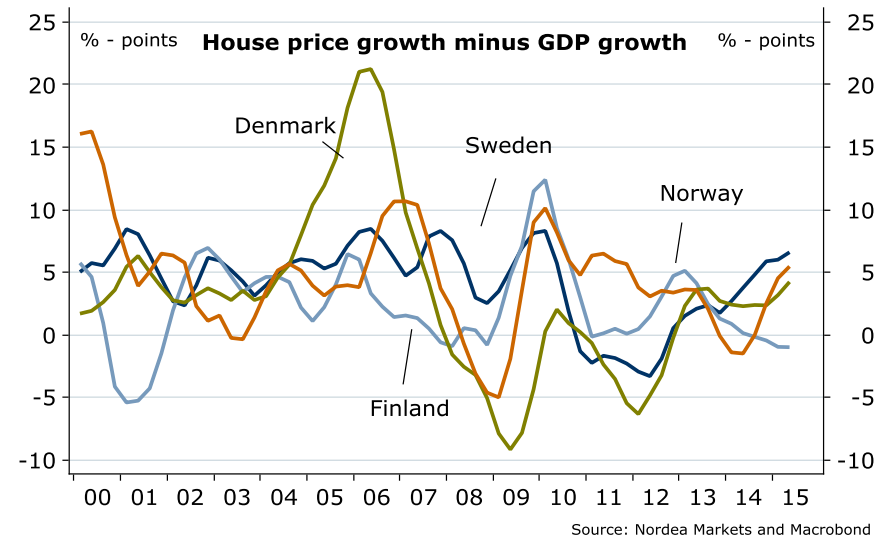
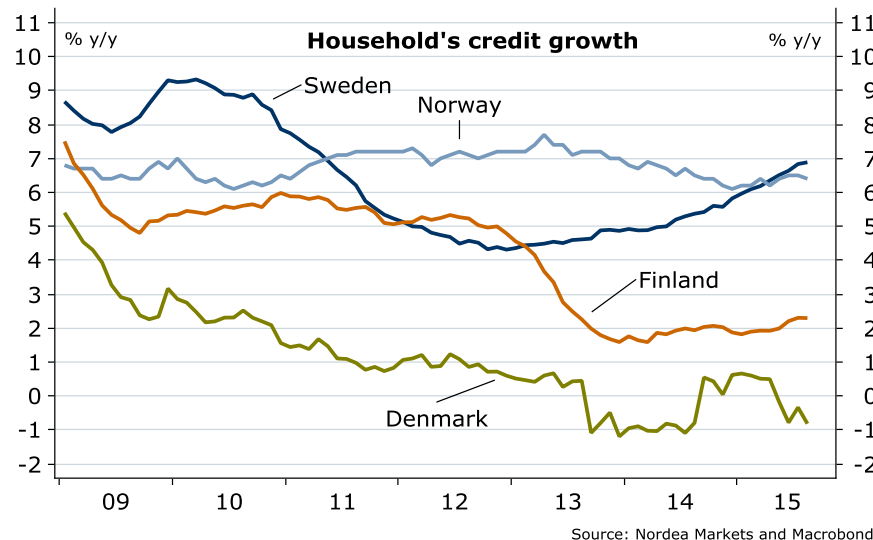
Source: Nordea Markets, European Commission, Spring 2015 forecast

- Growth in the Nordic countries has been held back by modest global demand, but they are still more resilient than others. All countries apart from Finland are currently in an expansionary phase.
- The Nordics benefit from their strong public finances and structural advantages. They also benefit from the global recovery, especially from the upturn in the US and Germany.
- The Nordic economies continue to have robust public finances despite slowing growth. Norway is in a class of its own due to oil revenues.
- Nordic sovereigns are all rated Aaa/AAA/AAA.

House price development in the Nordics



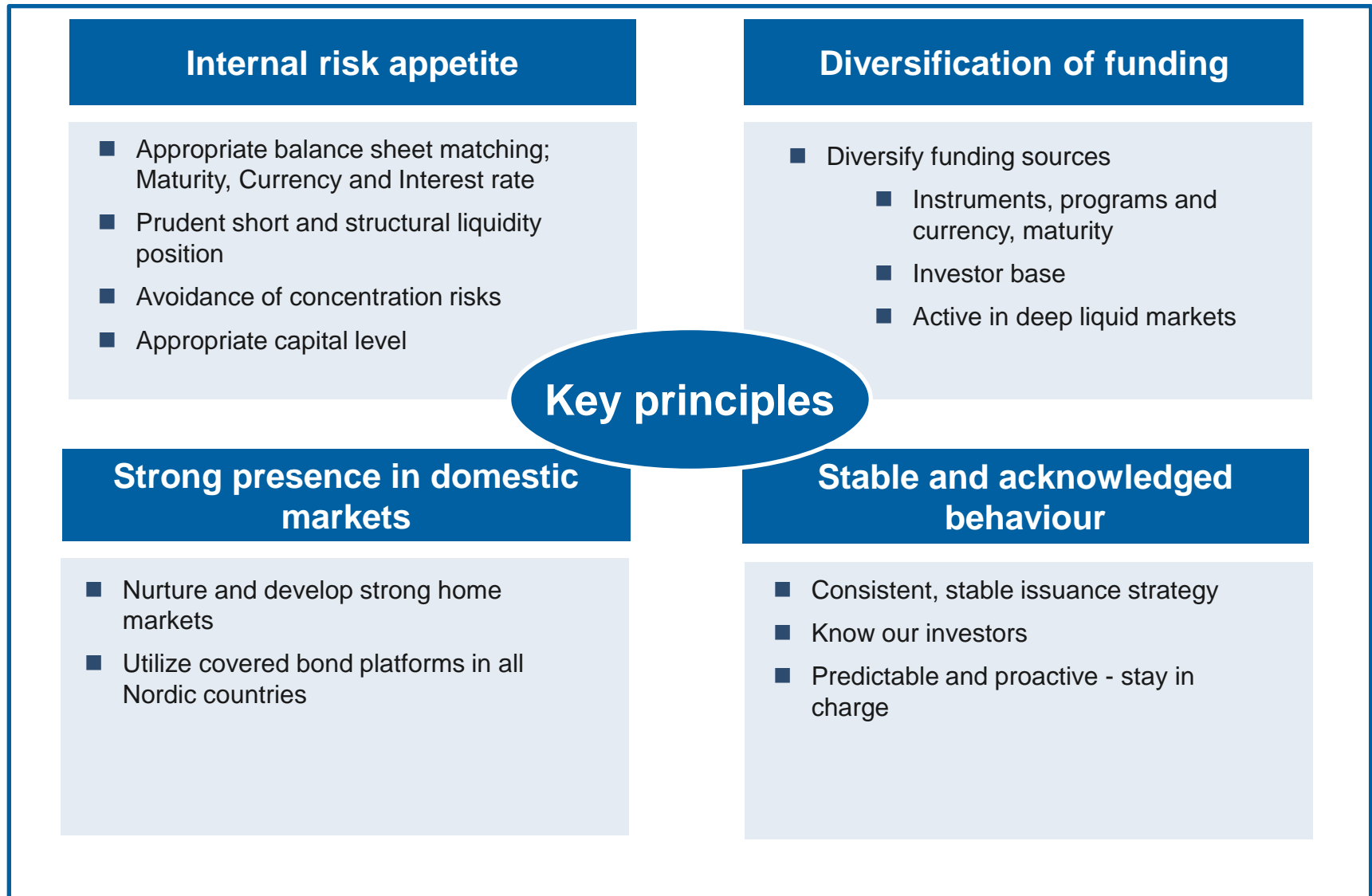
- In Sweden and Norway house prices carry on upwards. Fundamentals, such as population growth, and low mortgage rates suggest that the trends will continue. For both countries, however, a more moderate growth pace should be expected over the coming years.
- House prices in Finland has stabilized on the back of the poor overall economic performance. In Denmark, house prices have started to recover after years of sluggish development.



Q3 2015 Funding

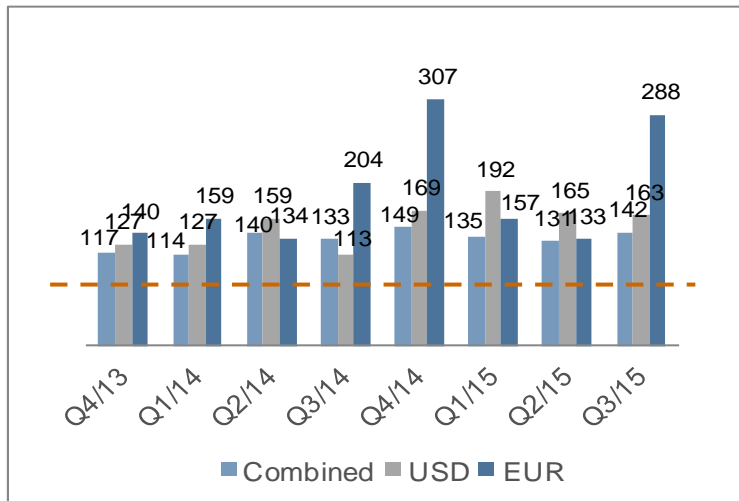


Securing funding while maintaining a prudent risk level



Solid funding operations

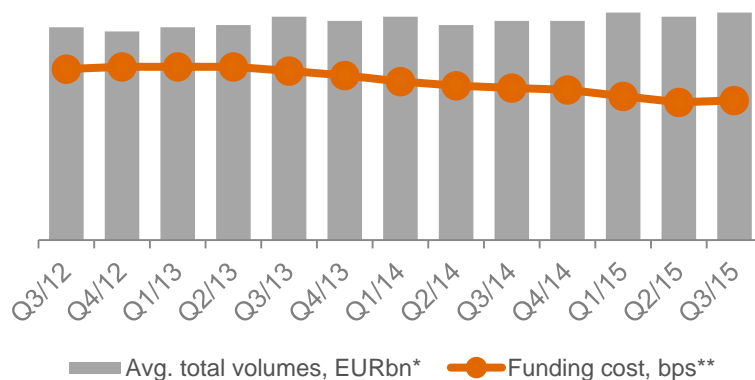
LCR DEVELOPMENTS, %



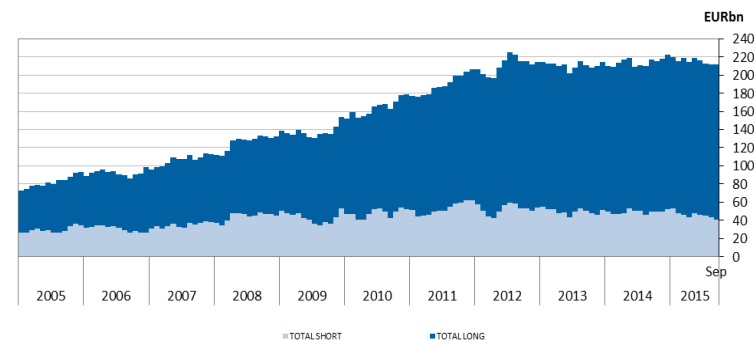
COMMENTS

- Long term issuance of EUR 4.0bn during Q3
- Conservative liquidity management
 - LCR compliant to Swedish rules
 - Liquidity buffer EUR 65bn
- 78%*** of issuance is long-term
- Funding costs trending down

LONG TERM FUNDING VOLUMES AND COST



DISTRIBUTION OF SHORT VS LONG FUNDING,



*Senior unsecured and covered bonds (excluding Nordea Kredit, seasonal effects in volumes due to redemptions)

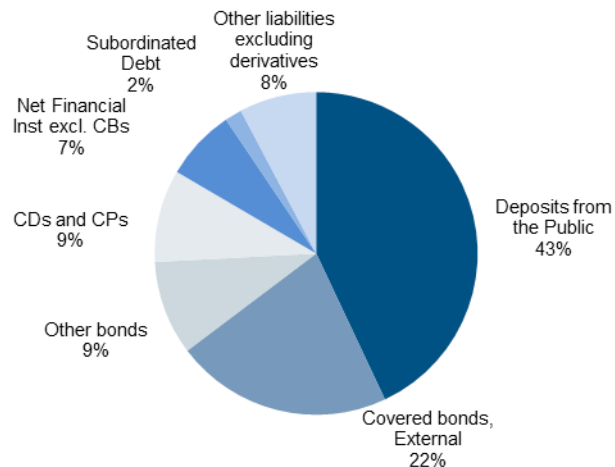
** Spread to Xibor

*** Adjusted for internal holdings

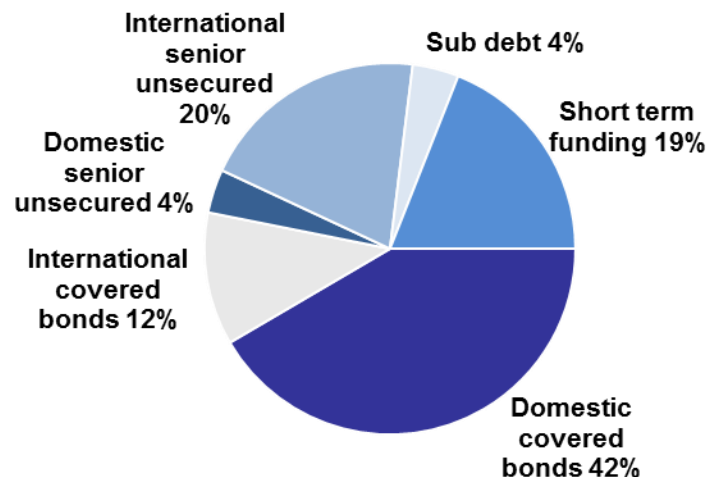
**** As of mid-October

Stable funding with strong market access – Q3 2015

Total funding base, EUR 468bn* (balance sheet)

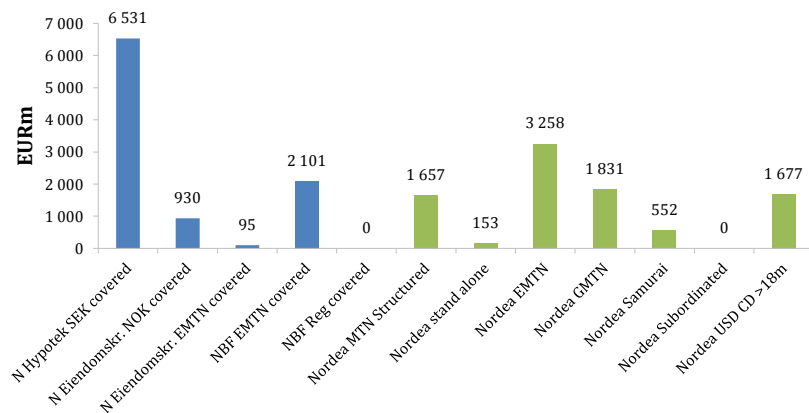


Long- and short term funding, EUR 213bn**

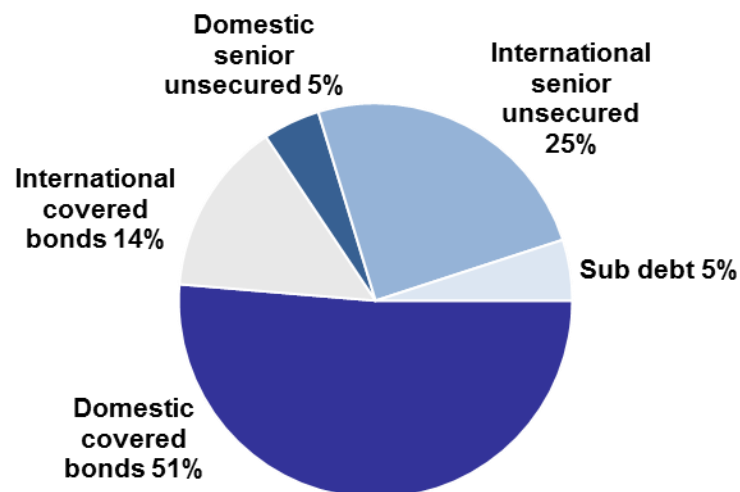


Long term funding - 2015 composition

Long term issuance YTD excl. N Kredit 2015

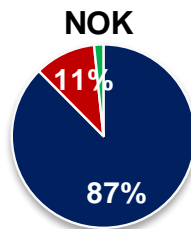


Long term funding issuance by instrument

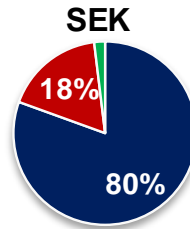


Nordea's global issuance platform

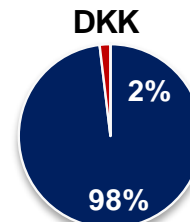
- Covered bond
- Senior unsecured
- Capital
- CD>18 months



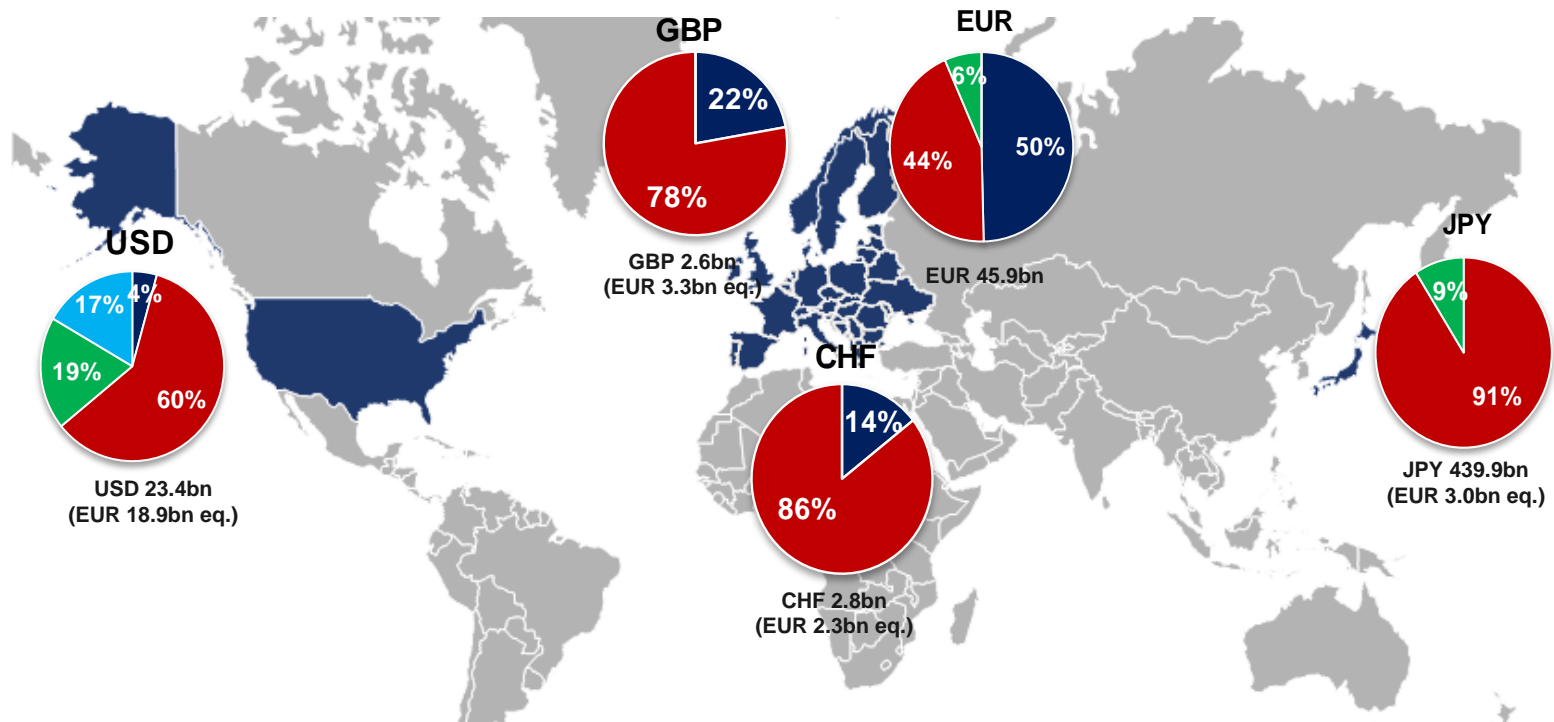
NOK 75.6bn
(EUR 8.7bn eq.)



SEK 325.0bn
(EUR 35.1bn eq.)



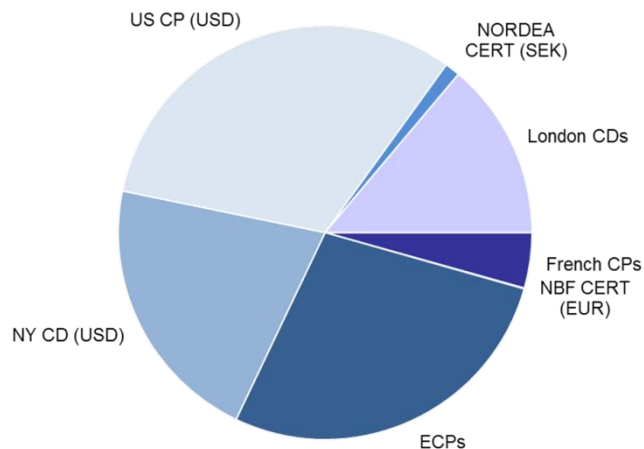
DKK 399.7bn
(EUR 53.7bn eq.)



Nordea's wholesale funding source is globally well diversified

Short term issuance, diversification and duration – Q3 2015

Diversification of Short-term funding programs EUR 40.5bn



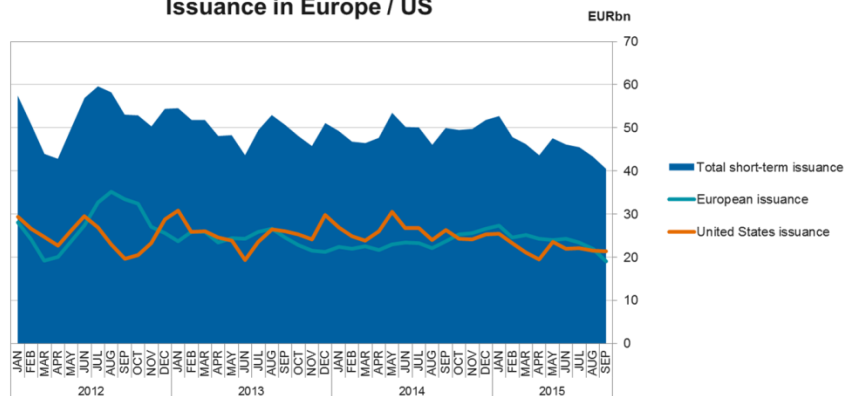
Comments

Nordea actively manages its short term funding mix

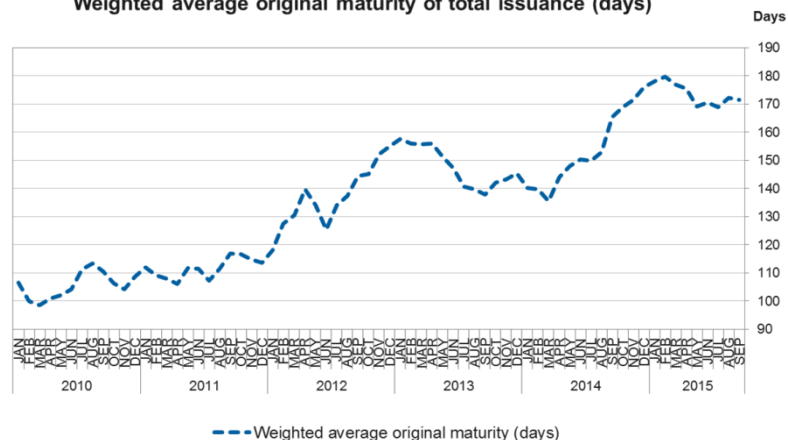
- ✓ Balance between programs & currencies
- ✓ Daily active issuance
- ✓ Weighted average original maturity remain around 6 months in 2015
- ✓ Active investor work – keeping up with the changing market (MM Reform etc)

Short-term funding programs - outstanding by geographical area

Issuance in Europe / US

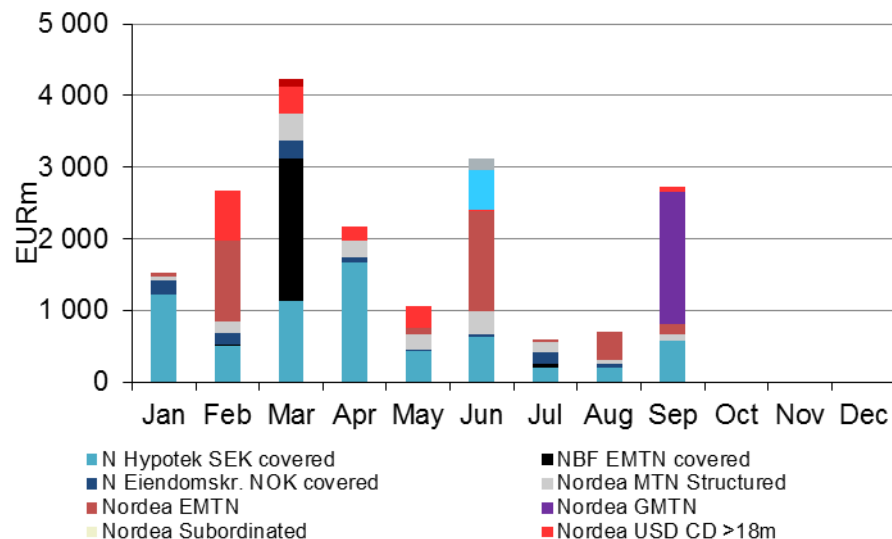


Weighted average original maturity of total issuance (days)

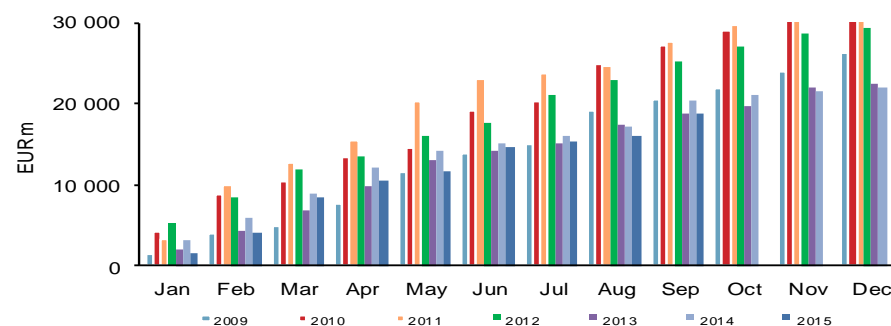


Long term issuance per September 2015 – EUR 18.8bn (excl. Nordea Kredit and Subordinated)

MONTHLY LTF ISSUANCE 2015¹



ACCUMULATED LONG TERM FUNDING¹



COMMENTS

•Benchmark transactions 2015

- EUR 1.25bn 1,125% 10yr Senior
 - 1bn Feb, 250m Aug
- EUR 1bn NBF Covered 5.25yr (Mar)
- EUR 1bn NBF Covered 12yr (Mar)
- GBP 300m NBAB Senior 7Y (June)
- JPY 82bn NBAB Senior 5&10Y (June)
- EUR 750m NBAB Senior 5Y (June)
- CHF 300m NBAB Senior 10Y (June&Sept.)
- USD 2.27bn NBAB Senior 3&5Y (Sept.)

•Major EMTN placements 2015

- EUR 50m 5yr senior (Jan)
- SEK 1bn 5yr senior (Feb)
- GBP 75m NEK Covered 5yr (Mar)

•Domestic covered bond issuance 2015

- SEK 60.6bn Nordea Hypotek
- NOK 8.1bn Nordea Eiendomskreditt

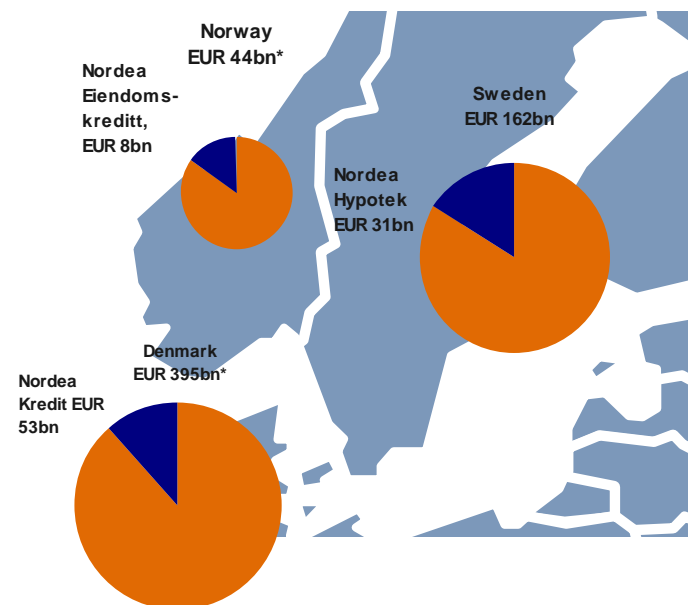
1. Excl. Nordea Kredit and Subordinated debt





Nordea covered bonds – four platforms for domestic and international issuance

- Nordic domestic covered bond markets represent over half of Nordea long term funding
 - Three distinct local investor bases in three local currencies
 - Markets have remained open throughout the financial crisis
 - Tap issuance format via contracted market-makers reduce execution risk
- International covered bond markets complement Nordea's domestic funding
 - Regular benchmark issuance in EUR
 - Complementary issuance in GBP and USD
- Nordea covered bonds carry ECBC Covered Bond Label



Nordic domestic covered bond market sizes*



Q3 2015	Nordea Bank Finland 	Nordea Eiendoms-kreditt 	Nordea Hypotek 	Nordea Kredit 
Legislation	Finnish	Norwegian	Swedish	Danish/SDRO
Cover pool size	EUR 20.7bn	EUR 10.0bn eq	EUR 50.7bn eq.	Balance principle
Cover pool assets	Finnish residential mortgages primarily	Norwegian residential mortgages	Swedish residential mortgages primarily	Danish residential and commercial mortgages
Covered bonds outstanding	EUR 17.8bn	EUR 8.8 bn (Eq.)	EUR 31.4bn (Eq.)	EUR 55.2 bn (Eq.)
OC	16.1%	13.9%	61.5%	CC1: 4.8% / CC2: 8.0%
Issuance markets	International (EUR)	Domestic (NOK) International (GBP, USD, CHF)	Domestic (SEK)	Domestic (DKK, EUR)
Rating (Moody's/S&P)	Aaa/-	Aaa/-	Aaa/AAA	Aaa/AAA

Encumbered and unencumbered assets

Q3 2015 Asset Encumbrance

Template A - Assets	Carrying amount of encumbered assets	Carrying amount of unencumbered assets
Assets of the reporting institution	151 631	480 066
Equity instruments	2 533	4 554
Debt securities	16 501	58 225
Other assets	23 956	102 017

Template B - Collateral received	Encumbered collateral received or own debt securities issued	Unencumbered collateral received or own debt securities issued
Collateral received by the reporting institution	40 400	36 772
Equity instruments	0	871
Debt securities	40 400	13 360
Other collateral received	0	10 536
Own debt securities issued other than own covered bonds or ABSs	0	11

Encumbrance according to sources	Covered bonds	Repos	Derivatives	Other
Total encumbered assets and re-used collateral received	106 133	51 732	29 934	4 233
Cash		455	23 960	458
Net encumbered loans	106 133			
Own covered bonds encumbered		828	763	
Own covered bonds received and re-used		1 597	26	
Securities encumbered		13 668	1 592	3 774
Securities received and re-used		35 184	3 593	

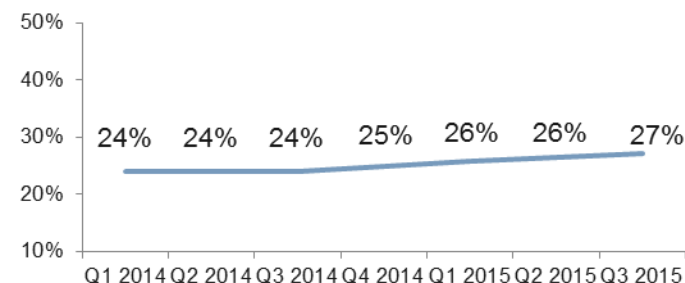
ASSET ENCUMBRANCE RATIO 27,1 %

**Unencumbered assets net of other assets/
Unsecured debt securities in issue*** 421 %

Asset encumbrance methodology aligned with EBA Asset Encumbrance definitions from Q4 2014

*Q3 2015: EUR 89.7bn

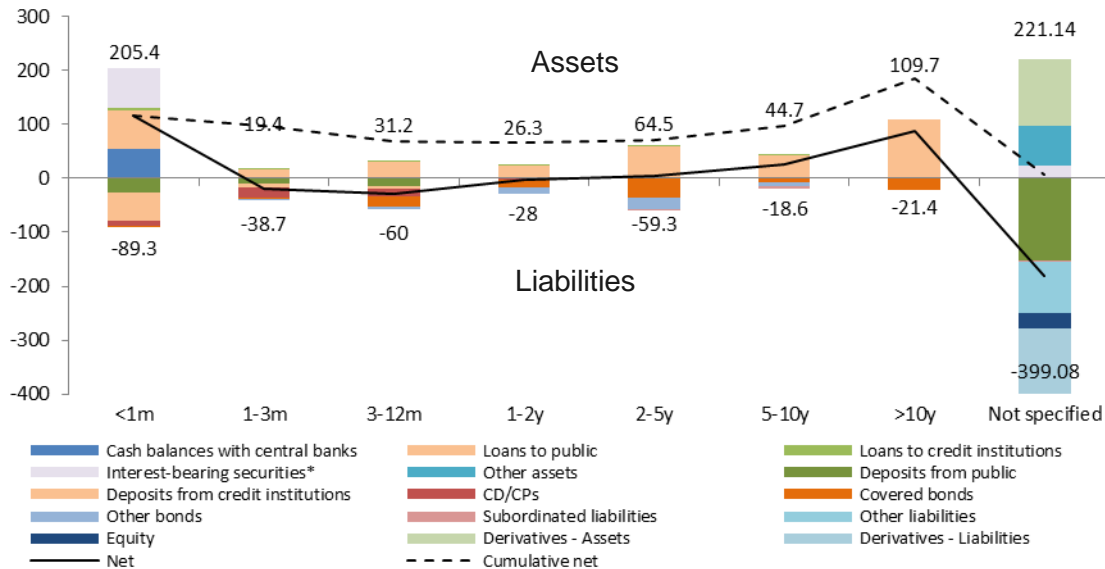
Asset Encumbrance stable over time



Maturity profile

Maturity profile by product

EUR bn

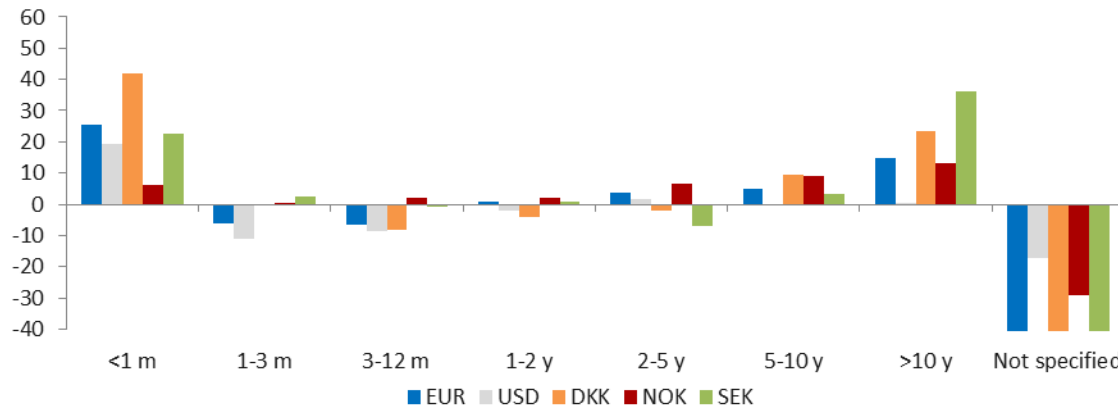


* Includes Group Treasury's liquidity portfolio

Not specified: items with no fixed maturity, incl. stable deposits, equity etc.

Maturity gap by currency

EURbn

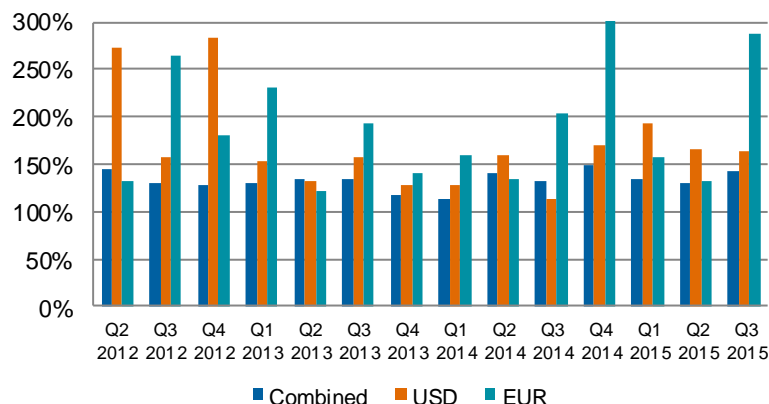


Comments

- The balance sheet maturity profile has during the last couple of years become more balanced by
 - Lengthening of issuance
 - Focusing on asset maturities
- Resulting in well balanced structure in assets and liabilities in general, as well as by currency
 - The structural liquidity risk is similar across all currencies
- Balance sheet considered to be well balanced even in foreign currencies

Liquidity Coverage Ratio

Liquidity Coverage Ratio



Q4 2013 numbers calculated according to the new Swedish LCR rules

LCR subcomponents, EURbn

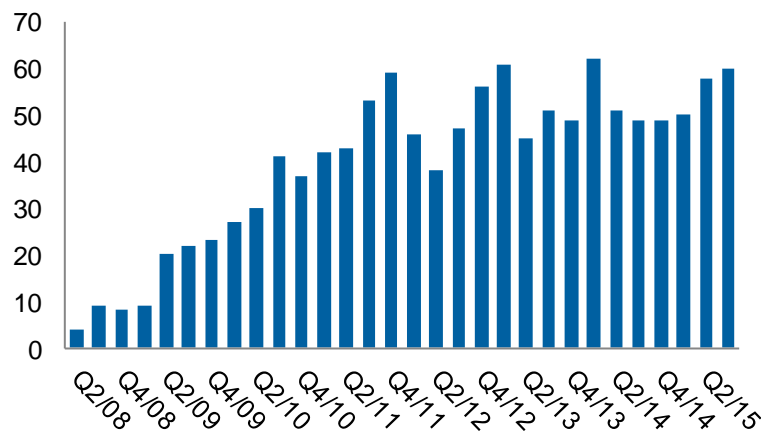
EURbn	Combined		USD		EUR	
	After factors	Before factors	After factors	Before factors	After factors	Before factors
Liquid assets level 1	74.5	74.5	39.8	39.8	20.7	20.7
Liquid assets level 2	25.2	29.7	1.0	1.2	5.6	6.6
Cap on level 2	0.0	0.0	0.0	0.0	0.0	0.0
A. Liquid assets total	99.8	104.2	40.9	41.0	26.4	27.4
Customer deposits	42.6	170.5	9.9	17.9	10.5	50.9
Market borrowing *	73.1	74.4	27.3	27.3	23.9	24.9
Other cash outflows **	36.6	75.3	1.1	7.9	2.3	13.5
B. Cash outflows total	152.3	320.2	38.3	53.2	36.7	89.4
Lending to non-financial customer	7.9	15.7	1.0	2.1	2.3	4.5
Other cash inflows	74.1	77.8	12.3	12.6	32.4	34.9
Limit on inflows	0.0	0.0	0.0	0.0	-7.2	0.0
C. Total inflows	82.0	93.5	13.3	14.7	27.5	39.4
LCR Ratio [A/(B-C)]	142%		163%		288%	

*Corresponds to Chapter 4, Articles 10-13 in Swedish LCR regulation, containing e.g. portion of corporate deposits, market funding, repos and other secured funding

**Corresponds to Chapter 4, Articles 14-25, containing e.g. unutilised credit and liquidity facilities, collateral need for derivatives, derivative outflows

- LCR limit in place as of Jan 2013
 - LCR of 142% (Swedish rules)
 - LCR compliant in USD and EUR
- Compliance is reached by high quality liquidity buffer and management of short-term cash flows
- Long-term liquidity risk is managed through own metrics, Net Balance of Stable Funding (NBSF)

Net Balance of Stable Funding, EURbn



NBSF is an internal metric, which measures the excess of stable liabilities against stable assets. The stability period was changed into 12 month (from 6 months) from the beginning of 2012

Diversified Liquidity Buffer Composition

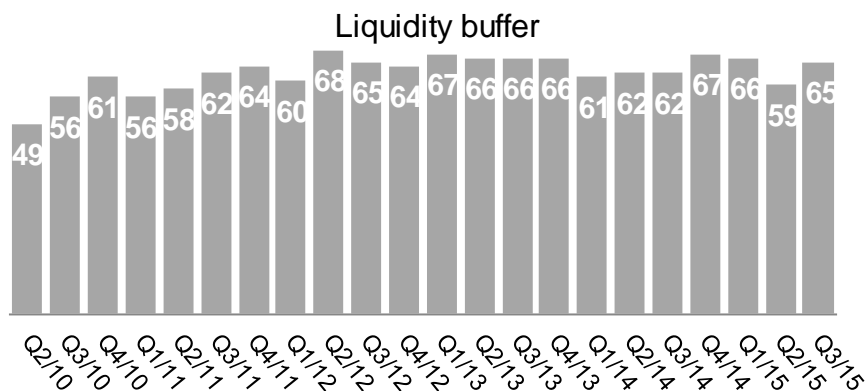
By instrument and currency - Q3 2015

Liquidity Buffer composition

EURm	Market value in millions EUR				
	SEK	EUR	USD	Other	Sum
Cash and balances with central banks	1 612	15 743	32 029	9 431	58 816
Balances with other banks	5	1	0	32	37
Securities issued or guaranteed by sovereigns, central banks or multilateral development banks *	1 573	9 328	6 573	1 388	18 863
Securities issued or guaranteed by municipalities or other public sector entities *	2 100	793	1 852	359	5 104
Covered bonds * :					
- Securities issued by other bank or financial institute	6 843	6 960	738	12 721	27 262
- Securities issued by the own bank or related unit	0	737	0	3 986	4 723
Securities issued by non financial corporates *	0	198	0	2	200
Securities issued by financial corporates, excluding covered bonds *	151	98	2 529	24	2 804
All other securities **	0	0	0	0	0
Total (according to Swedish FSA and Swedish Bankers' Association definition)	12 284	33 857	43 722	27 944	117 808
Adjustments to Nordea's official buffer *** :	-2 015	-16 059	-32 447	-2 662	-53 182
Total (according to Nordea definition)	10 270	17 799	11 275	25 282	64 626

- High level Liquidity buffer, which is also diversified by
 - instrument
 - currency
- Nordea Liquidity Buffer definition does not include Cash and Central banks
- By including those the size of the buffer reaches EUR 118bn

Time series- Liquidity buffer, EURbn



* 0-20 % Risk weight

** All other eligible and unencumbered securities held by Treasury

Contacts

Investor Relations

Rodney Alfven

Head of Investor Relations
Nordea Bank AB
Tel: +46 8 614 78 80
Mobile: +46 722 35 05 15
rodney.alfven@nordea.com

Andreas Larsson

Senior IR Officer
Nordea Bank AB
Tel: +46 8 614 97 22
Mobile: +46 709 70 75 55
andreas.larsson@nordea.com

Carolina Brikho

IR Officer
Nordea Bank AB
Tel: +46 8 614 92 77
Mobile: +46 761 34 75 30
carolina.brikho@nordea.com

Emma Nilsson

IR Officer
Nordea Bank AB
Tel: +46 8 614 91 46
Mobile: +46 761 09 47 30
emma.nilsson@nordea.com

Group Treasury

Niklas Ekvall

Head of Group Treasury
Tel: +46 8 579 42 060
Mobile: +46 733 57 70 60
niklas.ekvall@nordea.com

Mattias Persson

Head of Group Funding
Tel: +46 8 614 7105
Mobile: +46 70 3296680
mattias.persson@nordea.com

Jaana Sulin

Deputy Head of Group Funding
Tel: +358 9 369 50510
Mobile: +358 50 68503
jaana.sulin@nordea.com

Ola Littorin

Head of Long Term Funding
Tel: +46 8 614 9185
Mobile: +46 708 400 149
ola.littorin@nordea.com

Group ALM

Maria Hårdling

Head of Capital Structuring
Tel: +46 8 614 8977
Mobile: +46 705 594 843
maria.hardling@nordea.com

Kari Venäläinen

Head of Group Liquidity risk
Management
Tel: +358 9 5300 6922
Mobile: +358 40 779 8045
kari.venalainen@nordea.com