

**Nordea Investor Day in London**  
**May 11, 2017**

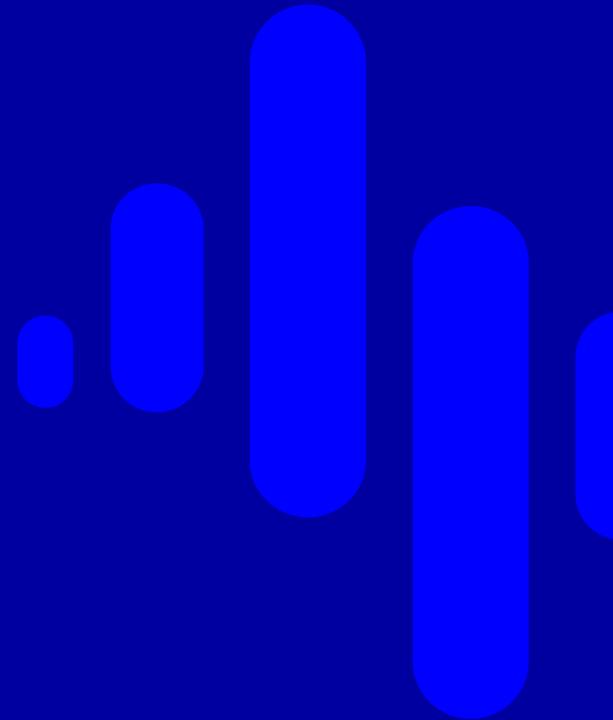


# Nordea

## **Wholesale Banking**

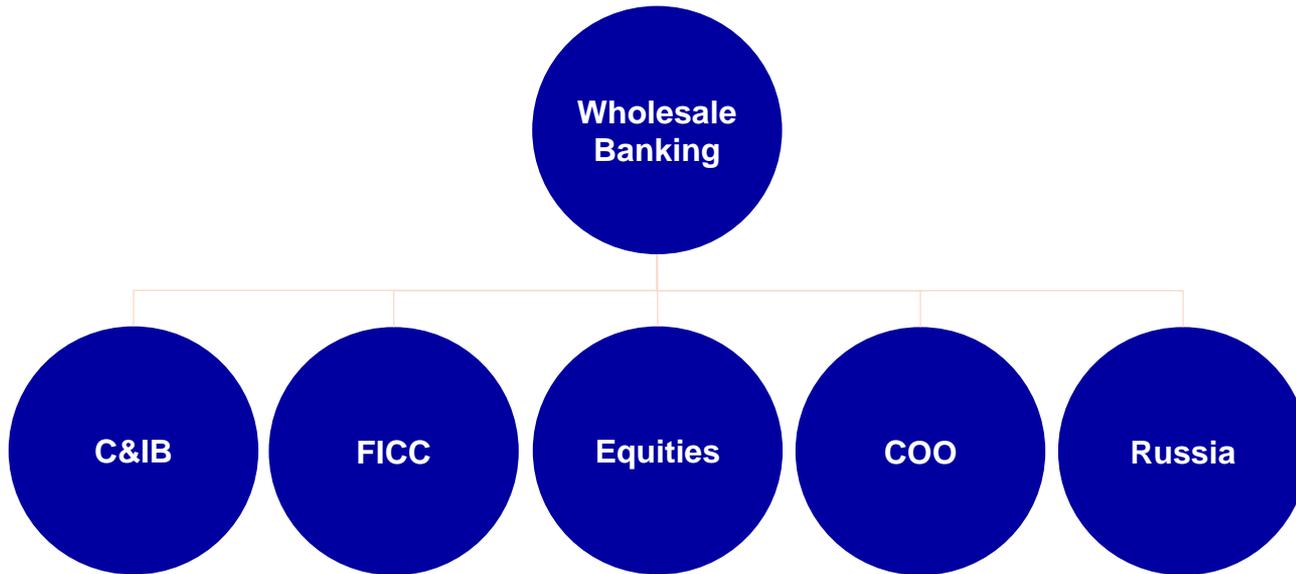
### **Business Areas Presentation Day**

Martin A Persson, Head of Wholesale Banking  
May 11, 2017



# Nordic leadership

A simple and flat business structure



Facts – FY 2016

Revenue  
€2.3 bn

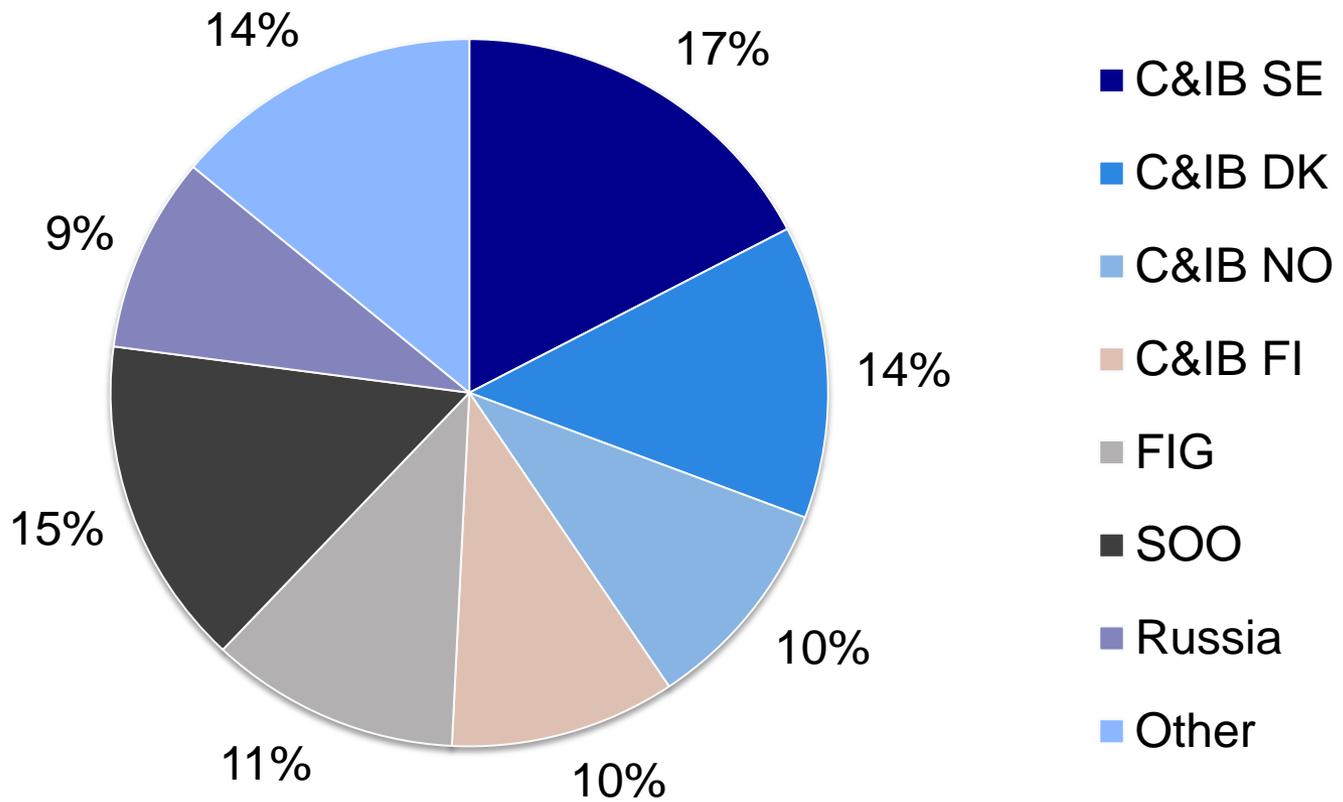
FTE  
4,059

C/I  
40%

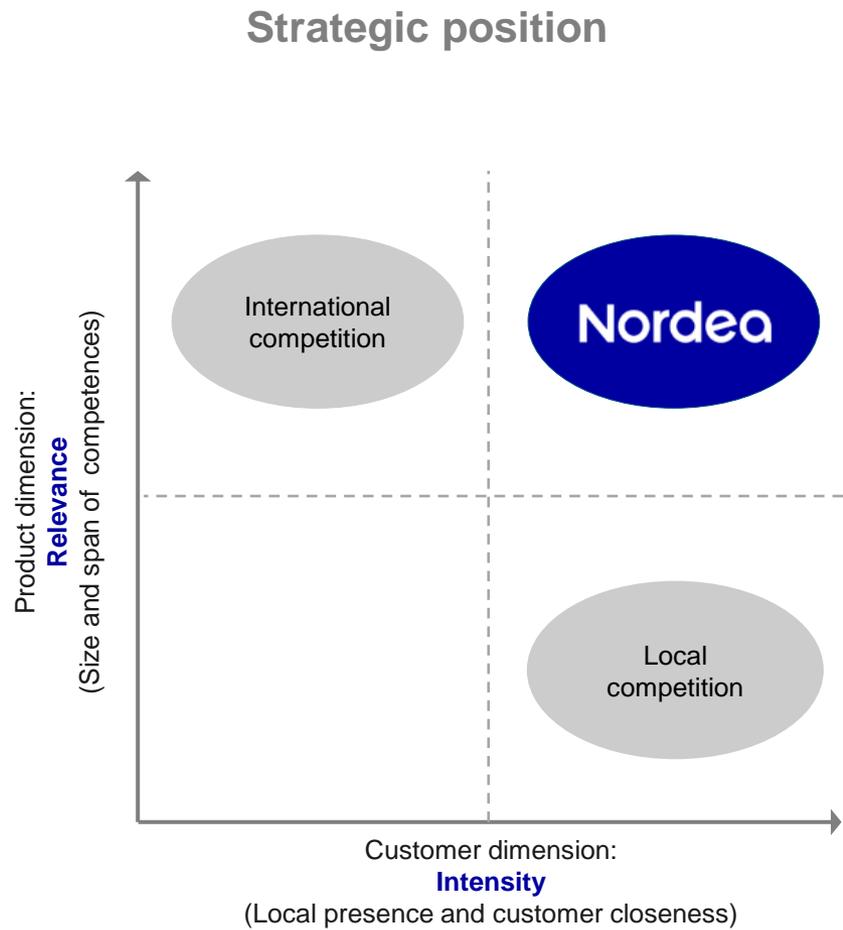
RoCar  
10%

## Well diversified income mix

Operating income split 2016 (EURm)



# Unique strategic positioning



## Market leader



# Corporate & Investment Banking



- 
- M&A
  - ECM transactions

- 
- Loan and bond origination
  - Tailored derivative and risk solutions

- 
- Services to financial institutions
  - Fixed income, FX & Credit, bond issuing, Equity and tailored ALM transactions

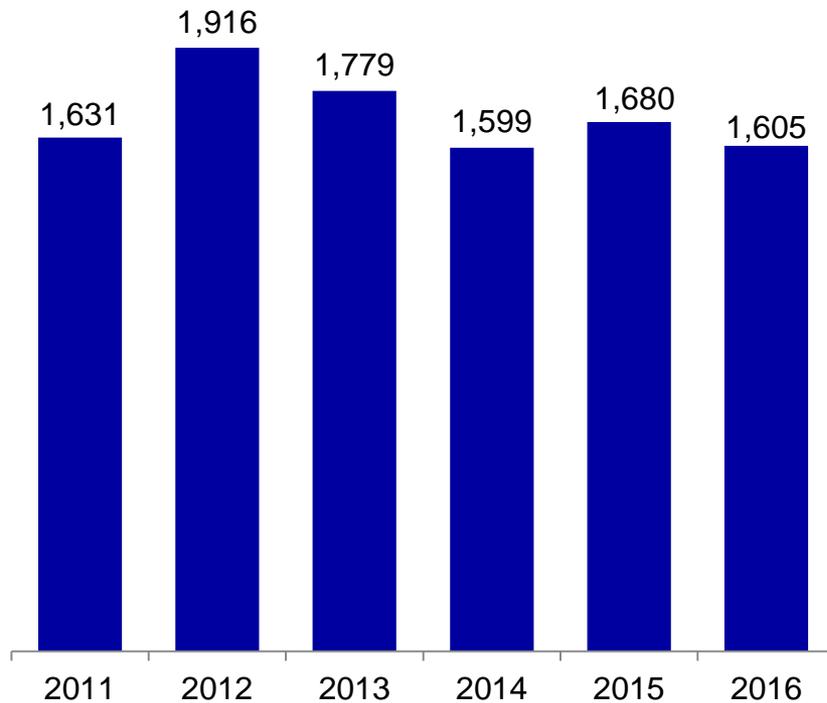
- 
- Responsible for global banking network and CCPs
  - Local services to Nordic corporate and institutional customers

- 
- Arranger of loans to the SOO industry
  - Export credit financing

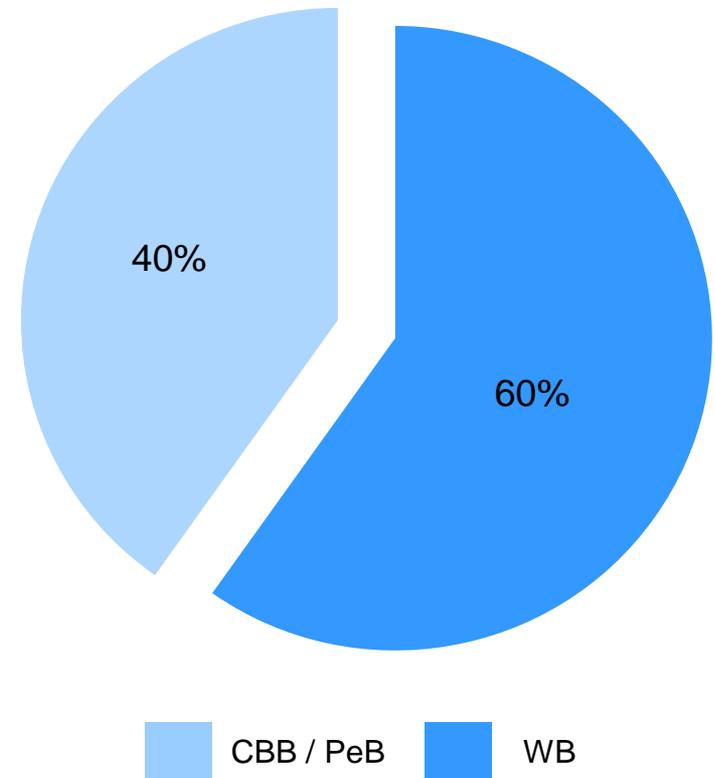
- 
- Overall client coordination
  - Loan coverage

## Markets FICC & Equities

Total Markets income  
(EURm)



Income split by business areas  
(2015-2016)



## Key ongoing initiatives

### Corporate & Investment Banking

- Continued focus on customer centricity and capital velocity
- Continued evolution on advisory and capital light auxiliary intensity

### Markets FICC & Equities

- Continued adaptation to regulatory change whilst protecting & growing the core
- Continued focus on distribution power across all prioritised asset classes

### COO capabilities

- Continued development to a more customer centric, agile and lean organisation
- Simplify and integrate E2E value chains within WB and across group

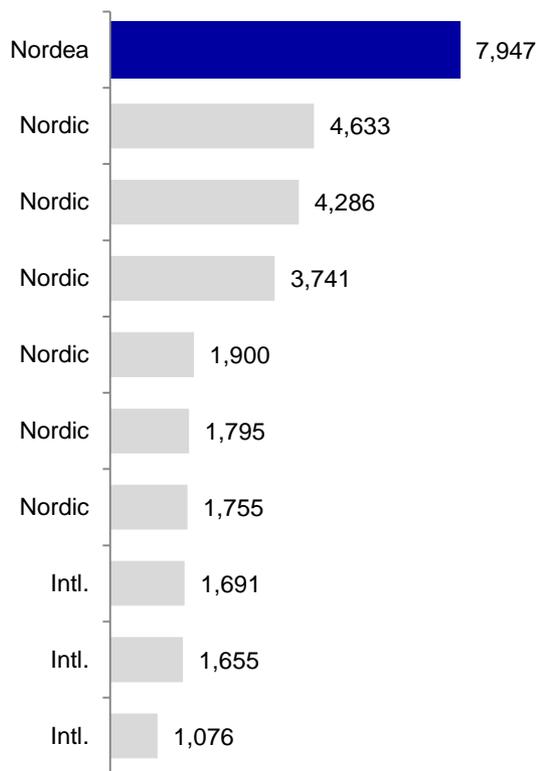
### Our Transformation

- Fully embracing and living our new Purpose & Values
- Business and Cultural transformation, boosting competitiveness

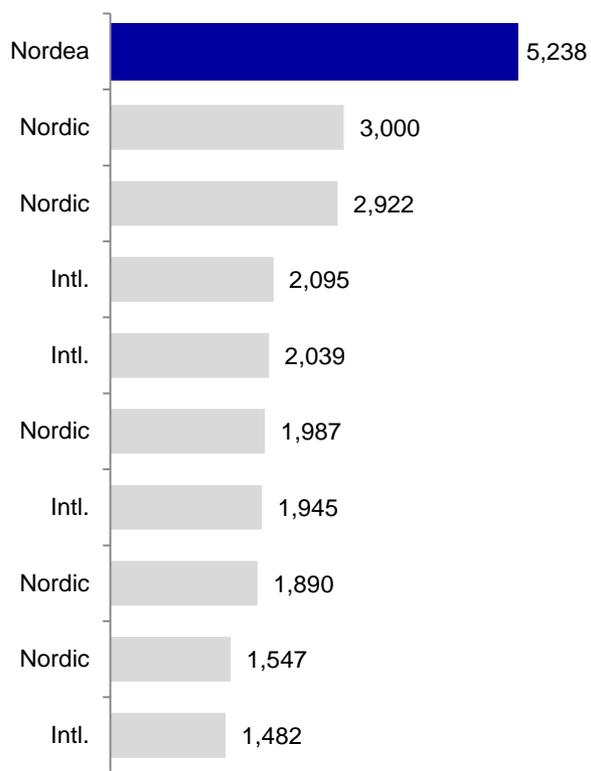
**Passion to serve our customers**

# Nordic leadership

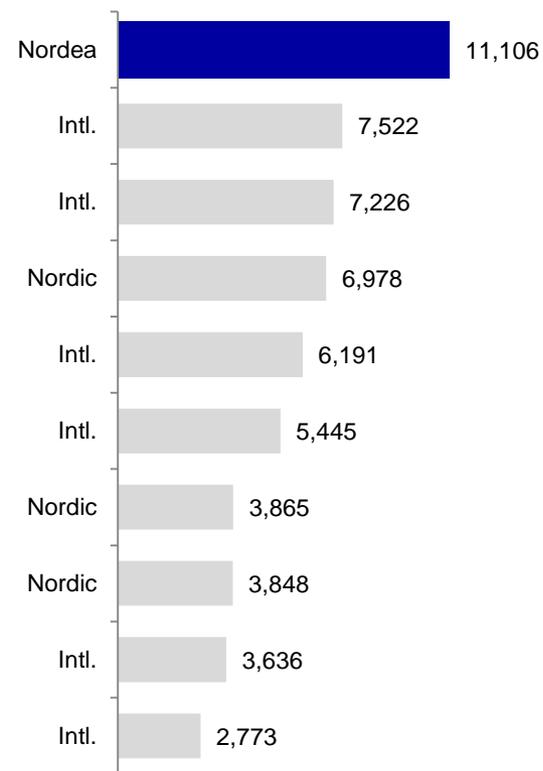
Syndicated loans  
(EURm)\*



Corporate bonds  
(EURm)\*



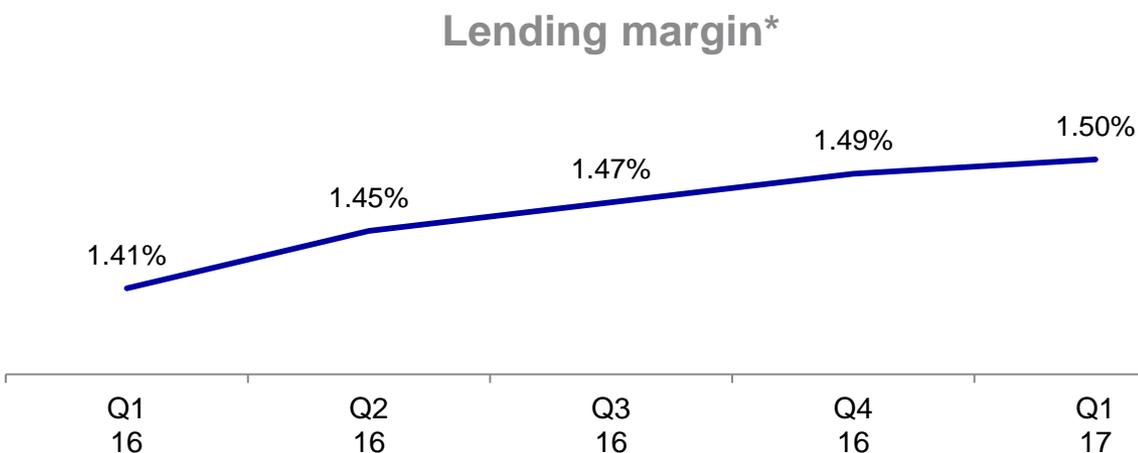
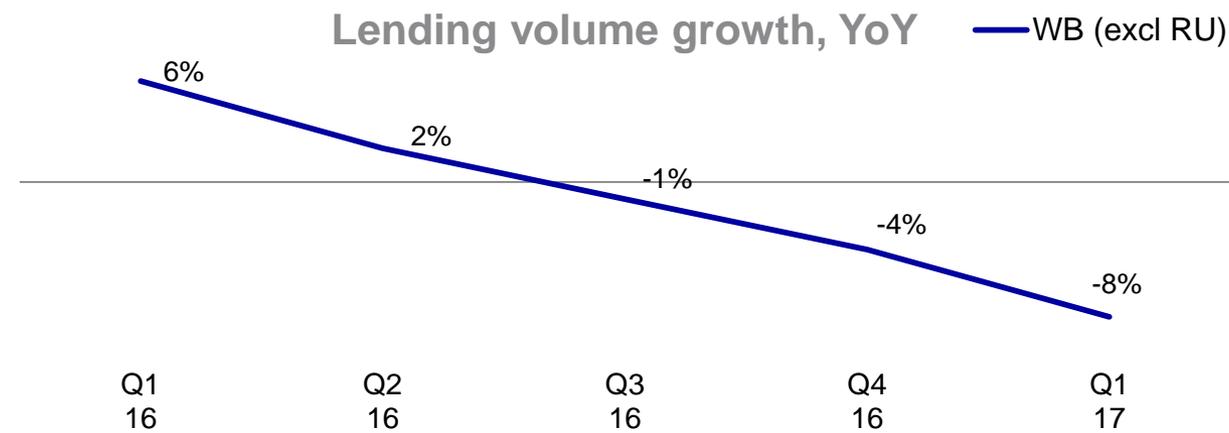
ECM  
(EURm)\*



# Joint Global Coordinator in the four largest IPOs in 2016

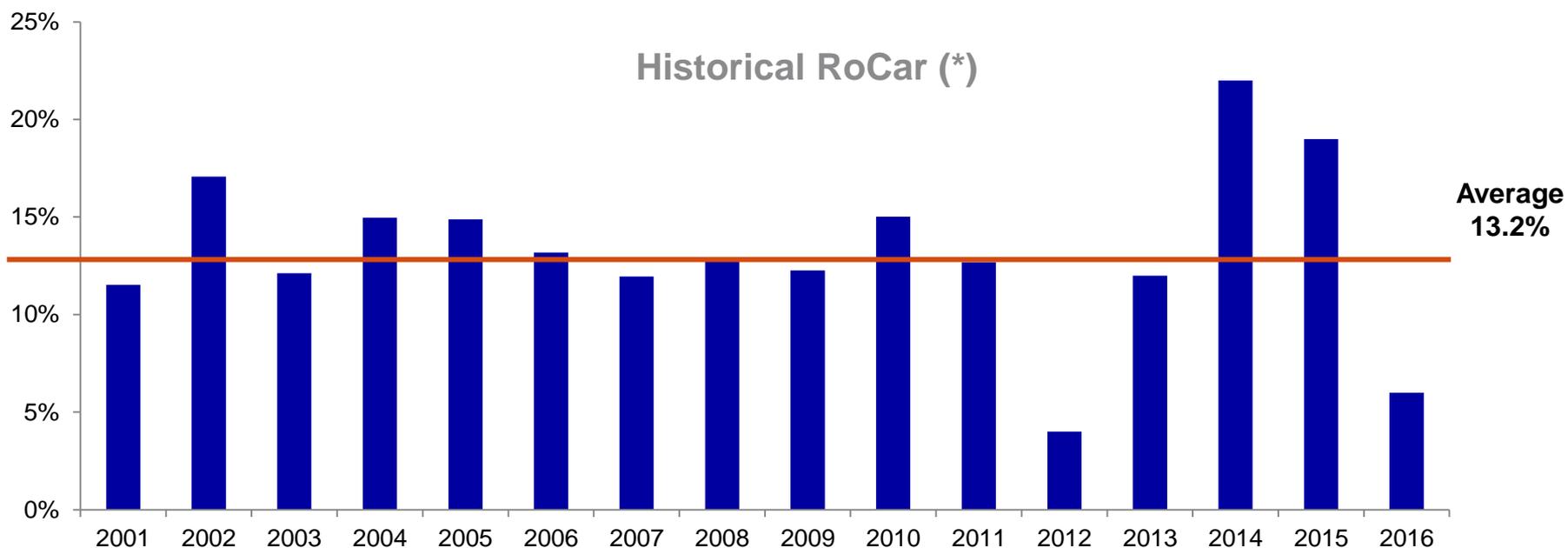
<p><b>October 2016</b> IPO</p>  <p><b>Deal value</b> SEK 6.9 bn</p> <p><b>Joint Global Coordinator and Joint Bookrunner</b></p>	<p><b>September</b> IPO</p>  <p><b>Deal value</b> DKK 15.8bn</p> <p><b>Joint Global Coordinator and Joint Bookrunner</b></p>	<p><b>June 2016</b> IPO</p>  <p><b>Deal value</b> DKK 19.7bn</p> <p><b>Joint Global Coordinator and Joint Bookrunner</b></p>	<p><b>February 2016</b> IPO</p>  <p><b>Deal value</b> DKK 3.6bn</p> <p><b>Joint Global Coordinator and Joint Bookrunner</b></p>
<p>Nordea also took part in the IPO financing (pro-rata share of 25%)</p>	<p>Nordea also acted as Coordinator, Mandated Lead Agent, Bookrunner and Facility Agent in the IPO financing</p>	<p>Nordea also acted as Coordinator, Mandated Lead Agent, Bookrunner and Facility Agent in RCF funding platform prior to IPO</p>	<p>Nordea also acted as Coordinator in club deals and RCF prior to IPO</p>

## Lending volumes and margin



- **Managed for return**
- **Pricing**
- **Cross selling**
- **Business selection**

## Shipping oil and offshore



### Loan Losses, %

Average 0.31%

0.21	-0.07	0.04	-0.09	-0.11	-0.02	0.00	0.09	0.7	0.35	0.99	1.77	0.73	-0.33	0.05	1.19	0.48
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q1 2017

# Value drivers going forward



# Nordea

**Thank You!**

**Martin.A.Persson@nordea.com**

