

Debt investor presentation Q1 2022



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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.

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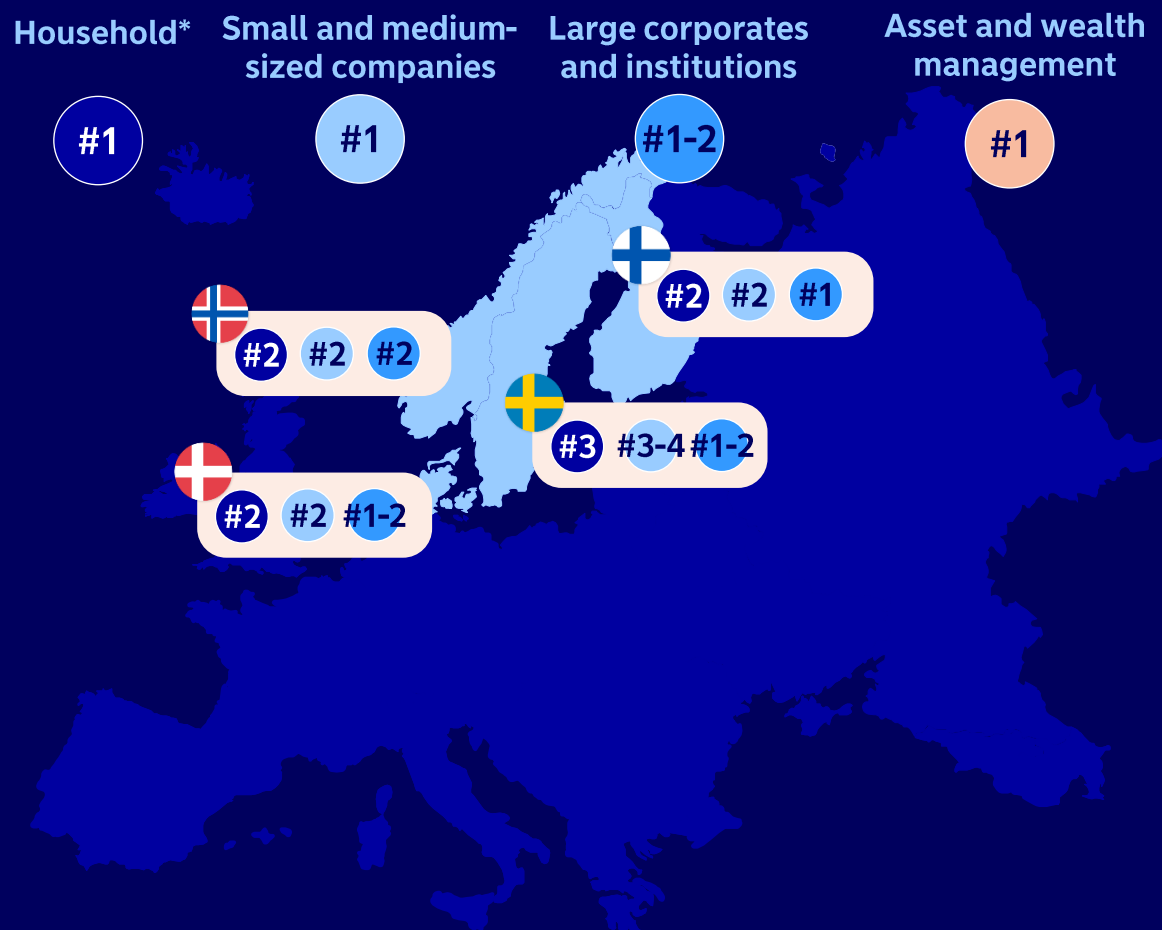
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1. Nordea first-quarter 2022 update

Nordea today

The largest financial services group in the Nordics



Business position

- Universal bank with a 200-year history of supporting and growing the Nordic economies
- Leading market position in all four Nordic countries
- Well-diversified mix of net interest income, net fee and commission income and capital markets income

Broad customer base and strong distribution power

- Approx. 320 branch office locations
- Enhanced digitalisation of business for customers
- Sustainability an integrated part of our business strategy
- Income evenly distributed between business areas

Financial strength (Q1 2022)**

- EUR 2.5bn in total income
- EUR 1.1bn profit before loan losses; EUR 0.9bn net profit
- EUR 624bn in assets
- EUR 30.9bn in equity capital
- CET1 ratio 16.3%
- Leverage ratio 4.8%

AA level credit ratings (senior preferred bonds)

- Moody's Aa3 (stable outlook)
- S&P AA- (stable outlook)
- Fitch AA (stable outlook)

EUR 36.2bn in market capitalisation (Q1 2022)

- One of the largest Nordic corporations
- A top-15 universal bank in Europe

Executive summary*

Resilient performance, continued lending growth

- Mortgage volumes up 7% y/y, SME lending up 6% y/y and large corporate lending up 11% y/y. Assets under management down 5% q/q

Increased income and higher operating profit

- Net interest income up 8% and net fee and commission income up 5%. Net fair value result 20% below exceptionally strong Q1 2021

Russia exit completed as planned: final steps to liquidate subsidiaries initiated during quarter

Cost-to-income ratio 48% – stable despite higher regulatory costs**

Continued strong credit quality – management buffer unchanged

- Net loan losses and similar net result amounting to reversals of EUR 12m or 1bp during quarter

Return on equity 12.5% and earnings per share EUR 0.22**

2021 dividend of EUR 0.69 paid and new EUR 1bn share buy-back programme commenced

- CET1 ratio reduced to 16.3% due to capital deduction associated with share buy-back – 6.1pp above regulatory requirement

Outlook unchanged: return on equity above 11% expected for 2022, supported by cost-to-income ratio of 49–50%

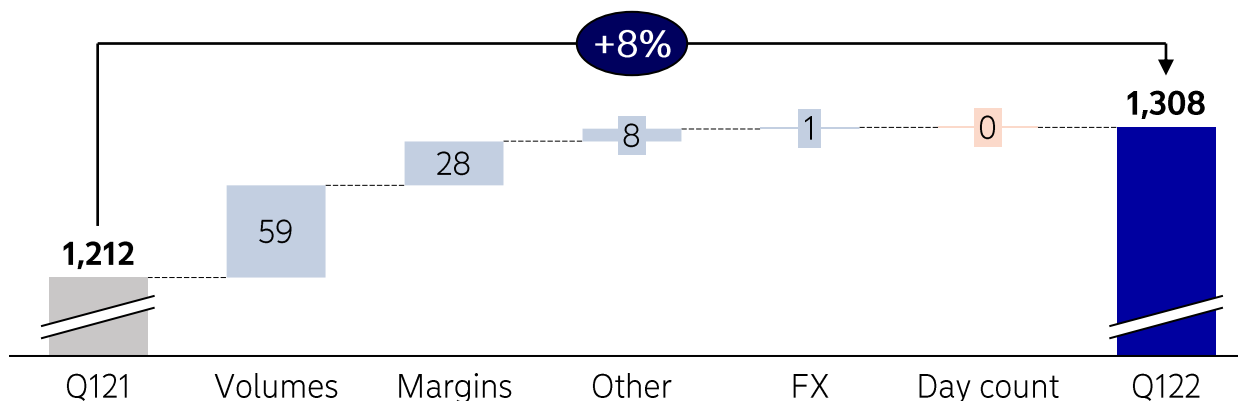
First-quarter results 2022*

Income statement and key ratios EURm	Q122	Q121	Q1/Q1	Q421	Q1/Q4
Net interest income	1,308	1,212	8%	1,255	4%
Net fee and commission income	870	827	5%	920	-5%
Net fair value result	295	370	-20%	247	19%
Other income	17	11		16	
Total operating income	2,490	2,420	3%	2,438	2%
Total operating expenses excl. res. fee	-1,132	-1,095	3%	-1,101	3%
Total operating expenses	-1,388	-1,319	5%	-1,101	26%
Profit before loan losses	1,102	1,101	0%	1,337	-18%
Net loan losses and similar net result	12	-52		-56	
Operating profit	1,114	1,049	6%	1,281	-13%
Cost-to-income ratio**, %	48	48		47	
Return on equity**, %	12.5	11.0		11.3	
Diluted earnings per share, EUR	0.22	0.19	16%	0.26	-15%

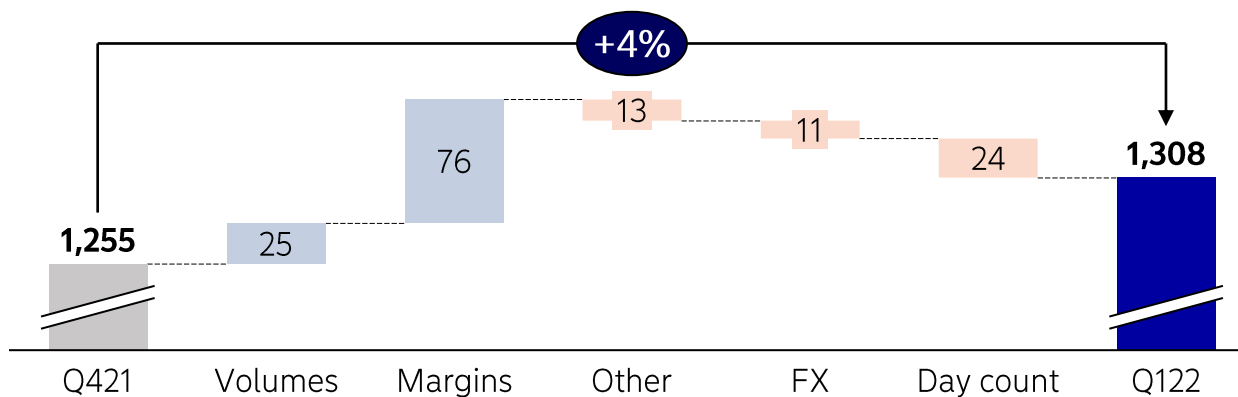
Net interest income

Growth in business volumes driving NII increase

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

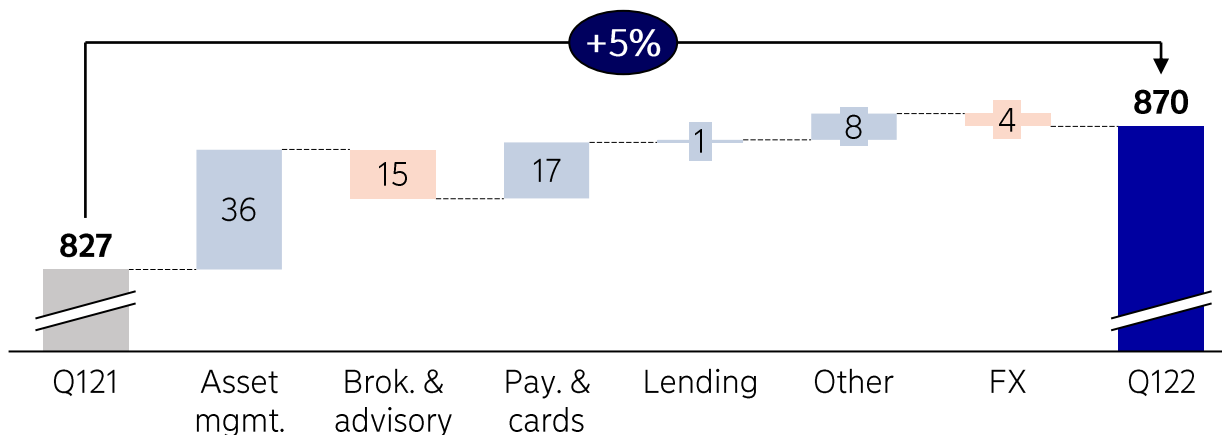


- **Net interest income up 8%**
- **Strong volume growth in all business areas**
 - Mortgage volumes up 7%, lending to SMEs up 6% and large corporate lending up 11%
- **Improved deposit margins and lower funding costs (including TLTRO* benefit) partly offset by lower lending margins**
- **Higher yield fees following volume growth and increased activity**

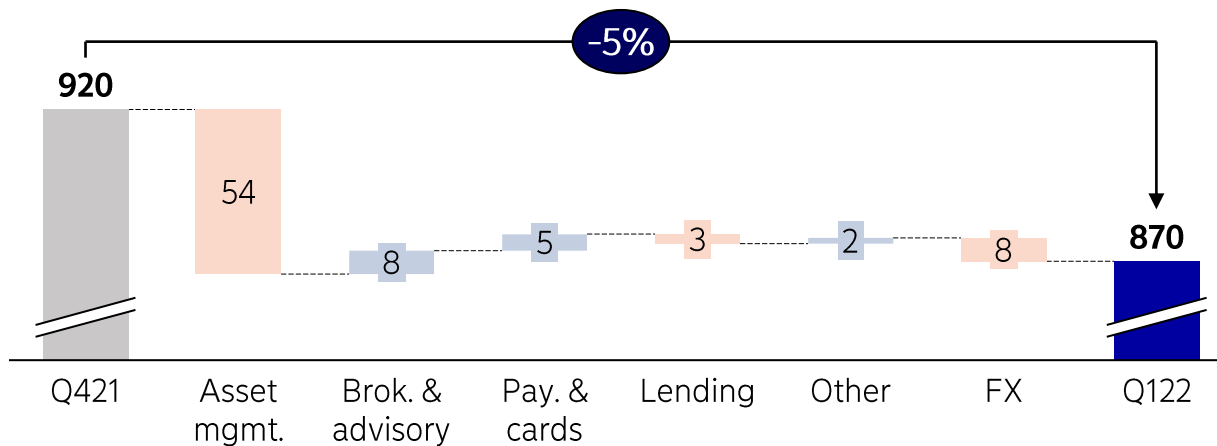
Net fee and commission income

Growth in savings fee income despite market turbulence

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

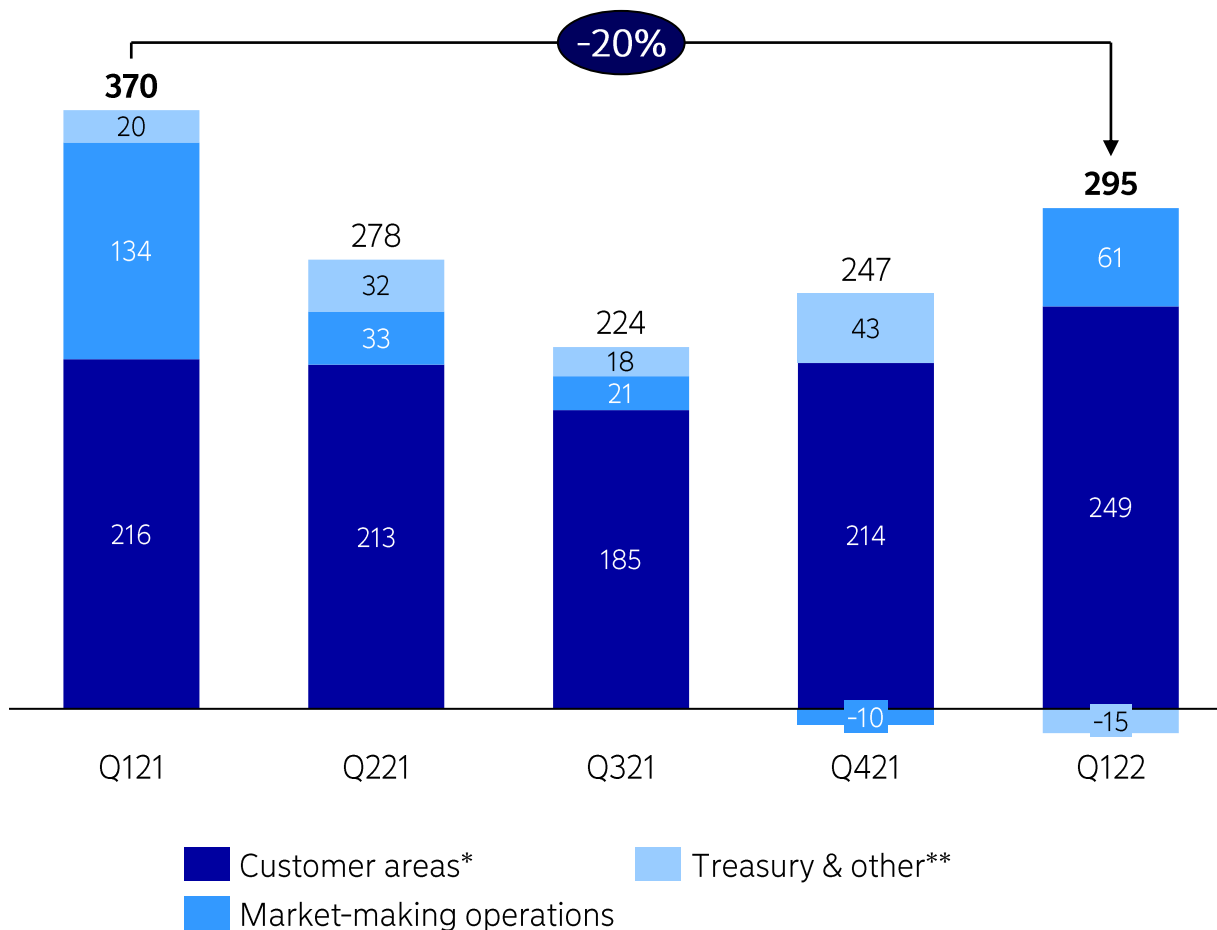


- **Net fee and commission income up 5%**
- **Savings fee income up 9%**
 - Higher assets under management compared with Q1 2021
- **Brokerage and advisory fee income down compared with very strong Q1 2021**
- **Payment and card fee income up due to higher customer activity**

Net fair value result

Strong customer activity supporting net fair value result

Net fair value result, EURm

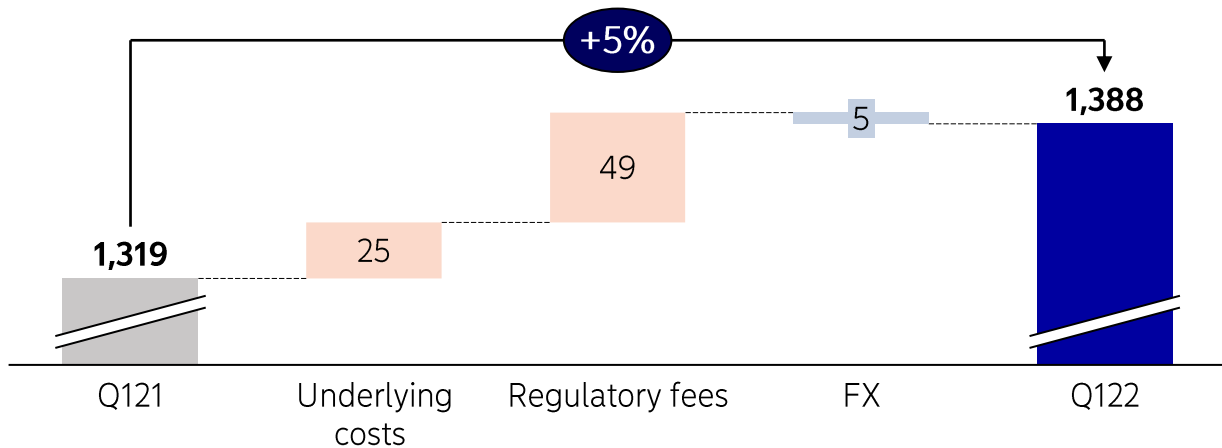


- **Net fair value result strong, but down 20% following last year's exceptional Markets trading income**
- **Strong customer activity**
 - Increased demand for FX and interest rate hedging products
- **Higher valuations in Treasury offset by negative valuation adjustments**

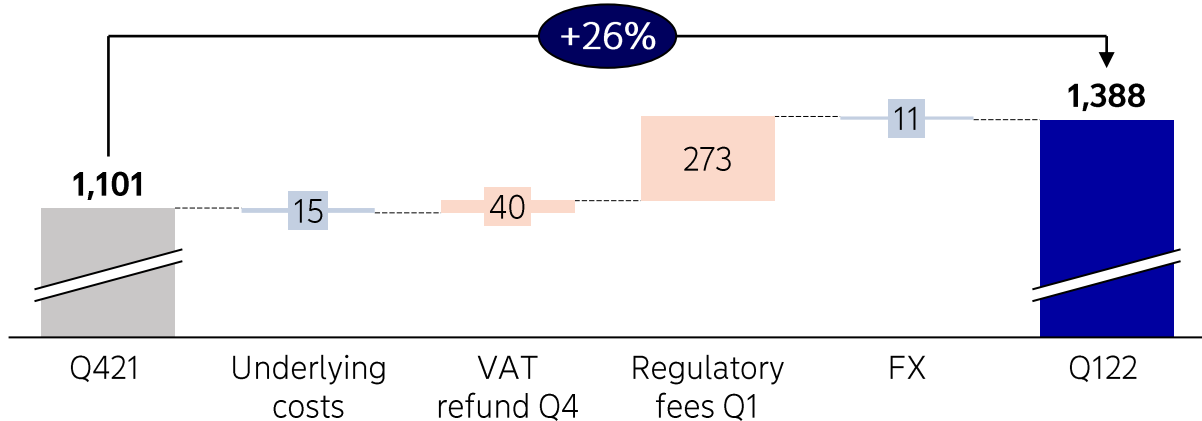
Costs

Cost increase mainly due to higher regulatory costs

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm



- **Costs up 5%, mainly due to regulatory fees, including resolution fees & Swedish bank tax**
- Costs excluding regulatory fees up 2%

Russia exit

Limited direct impact on Nordea

Russia-related items affecting comparability (IAC)

EURm	Item impacted	Description
-529	Net result from items at fair value	IFRS recycling of accumulated FX losses from OCI into income statement following liquidation of operations in Russia
-8	Net result from items at fair value	Fund investments in Russia
-76	Net loan losses and similar net result	Credit provisions for direct Russia exposures

- **Banking operations in Russia closed in 2021**
 - EUR 529m IAC in Q1 2022 related to recycling of FX losses triggered by liquidation; no impact on dividend or buy-back capacity
- **Direct Russia impacts limited and considered IAC**
 - Provisions of EUR 76m during Q1 2022; remaining exposure very small
- **Decision to exclude all Russian investments from asset management portfolios**

Raising the bar:

Ready to deliver on higher target



The preferred financial partner in the Nordics

Creating value for shareholders

Well equipped for the future

2025: Return on equity >13%

Revenue growth

Lending growth ~4% CAGR capturing further market share
Net interest margin largely stable
Savings growth of 4–6% CAGR

Cost-to-income ratio to 45–47%

Continuous improvement in underlying cost-to-income ratio

Cost of risk normalised at ~10bp

Settling below historical average following portfolio de-risking

CET1 ratio ~15–16%

Normalisation of capital requirements; active capital management

60–70% dividend payout ratio p.a. complemented by buy-backs

Planned total shareholder distributions of EUR 15–17bn 2022-25

Sustainability at the core

Long term commitments and objectives supported by short term targets

Our long-term commitment and objective:



Net-zero

emissions bank by 2050 at the latest



40-50%

reduction in emissions across investment
and lending portfolios by 2030¹



50%

reduction in emissions from internal
operations by 2030¹

Supported by our 2025 targets²:

€ **EUR >200bn**

Sustainable Financing
facilitation 2022-2025



90%

of exposure to large corporates
in climate-vulnerable sectors to
be covered by transition plans



80%

of top 200 emitters in NAM
portfolios to be aligned with the
Paris agreement or else subject
to active engagement to
become aligned



Double

the share of net-zero-
committed AUM



At least 40%

representation of each gender
at the top three leadership
levels³ combined

14 1) compared to 2019 baseline
2) Selection of our medium-term targets – [link](#) to full list of targets
3) Group Leadership Team (GLT), GLT-1 and GLT-2

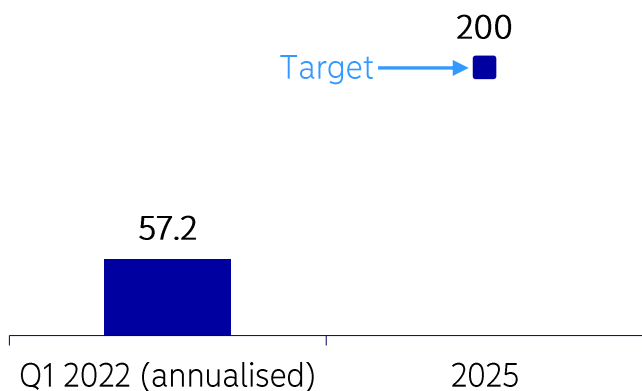
Sustainability at the core

Key strategic priority

Our sustainable business

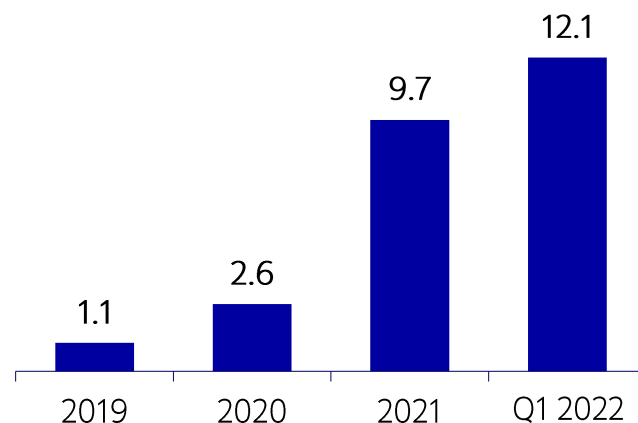
Facilitate sustainable financing

EURbn 2022–2025

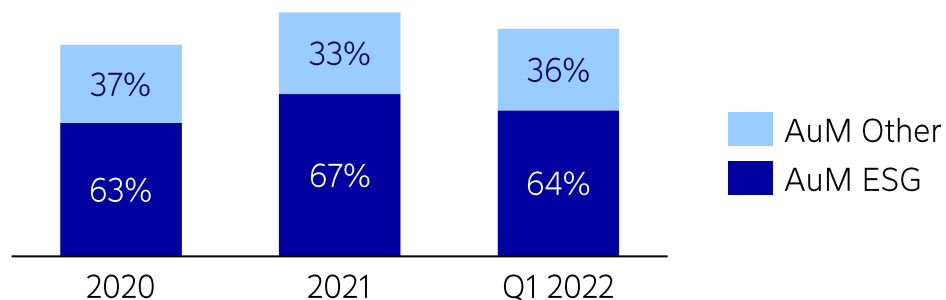


Green lending

EURbn



ESG share of AuM and net flow



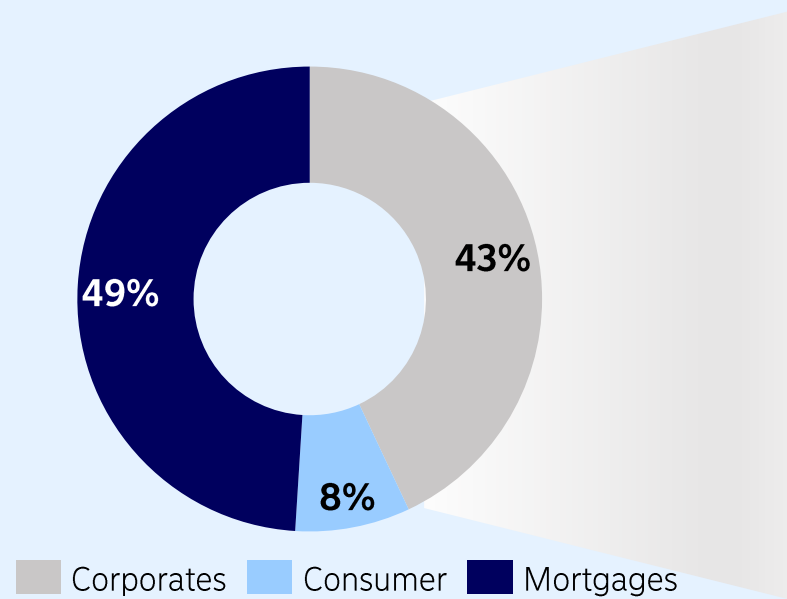
• First-quarter highlights 2022

- New sustainability targets presented at Capital Markets Day
- ESG targets included in executive remuneration programmes
- Green bond issued – EUR 1bn
- Maintained leadership with #1 ranking for Nordic Sustainable bonds in Q1
- Green fixed deposits launched in Norway in Sep 2021 – total volumes EUR 280m
- Several landmark transactions, including bookrunner for World Bank's SEK 5bn sustainability bond and Sparebanken Sør's NOK 2.0bn green bond

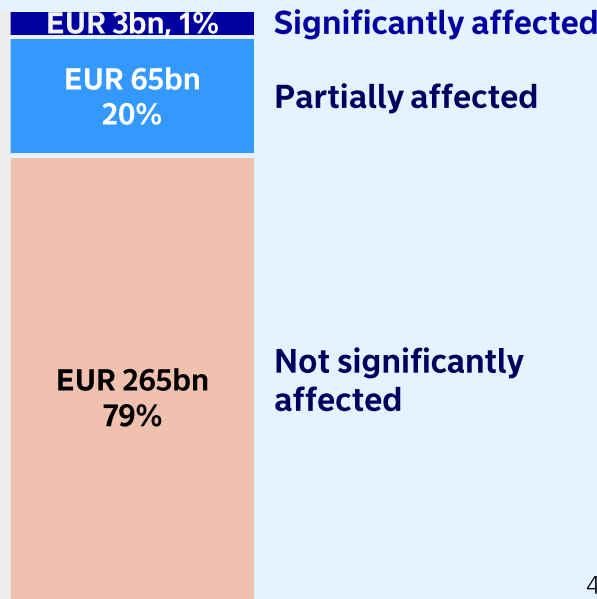
2. Credit quality

Well diversified with strong credit quality

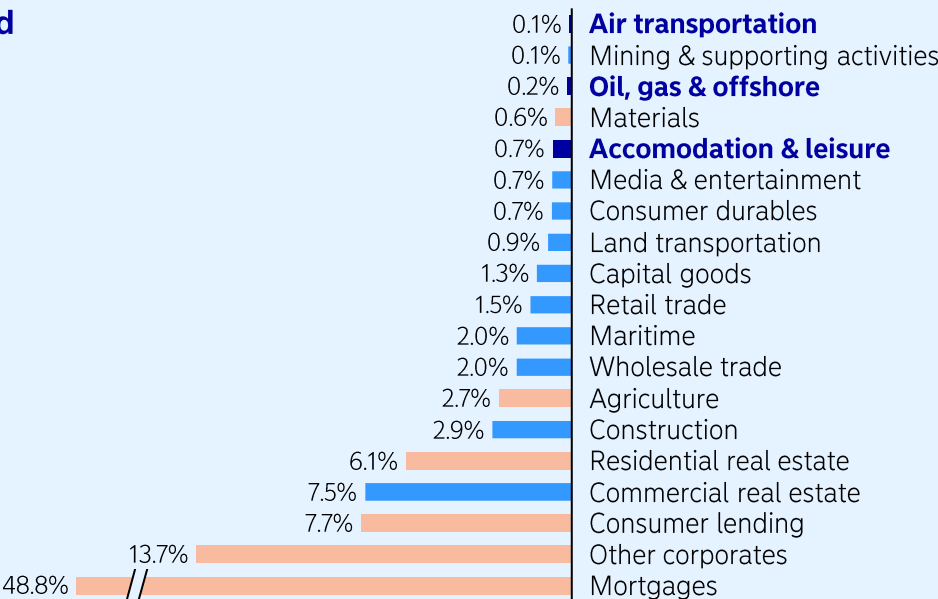
Portfolio well diversified across countries and segments



Updated analysis of COVID-19 impact by segment



Three segments with 1% of total exposures still significantly affected



Nordic societies have well-structured social safety nets, strong fiscal positions and effective legal systems

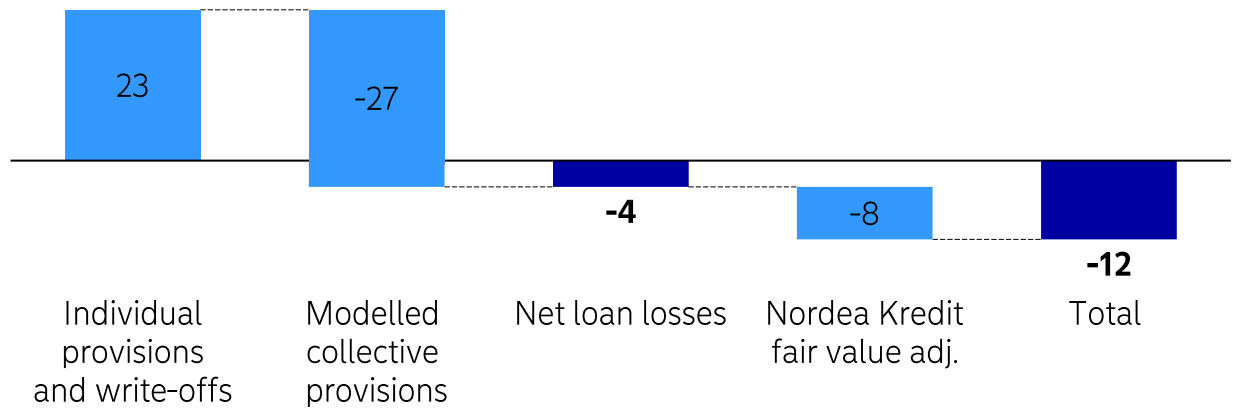
Lending by country



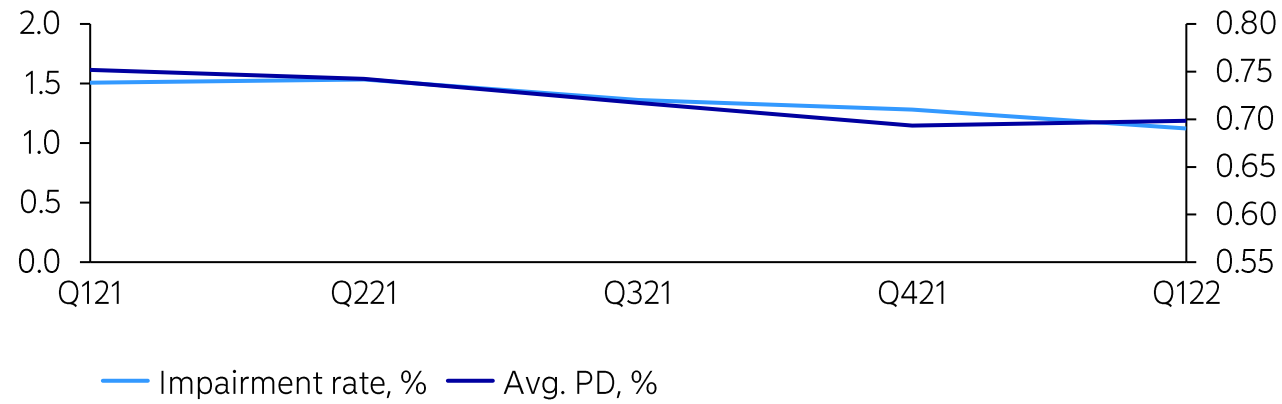
Net loan losses and similar net result

Net reversals and lower non-performing loans

Net loan losses and similar net result Q1 2022 excl. IAC, EURm



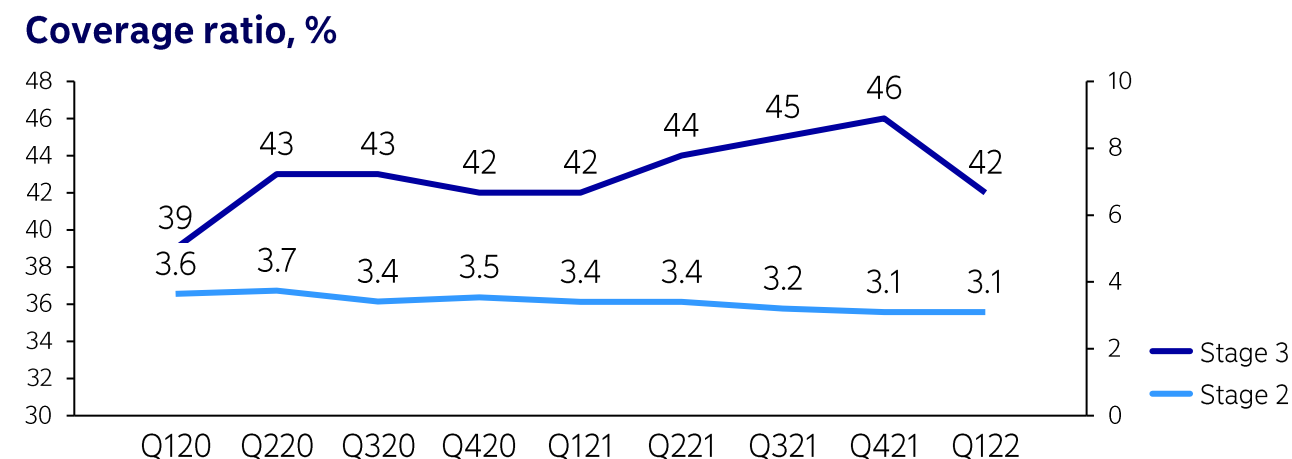
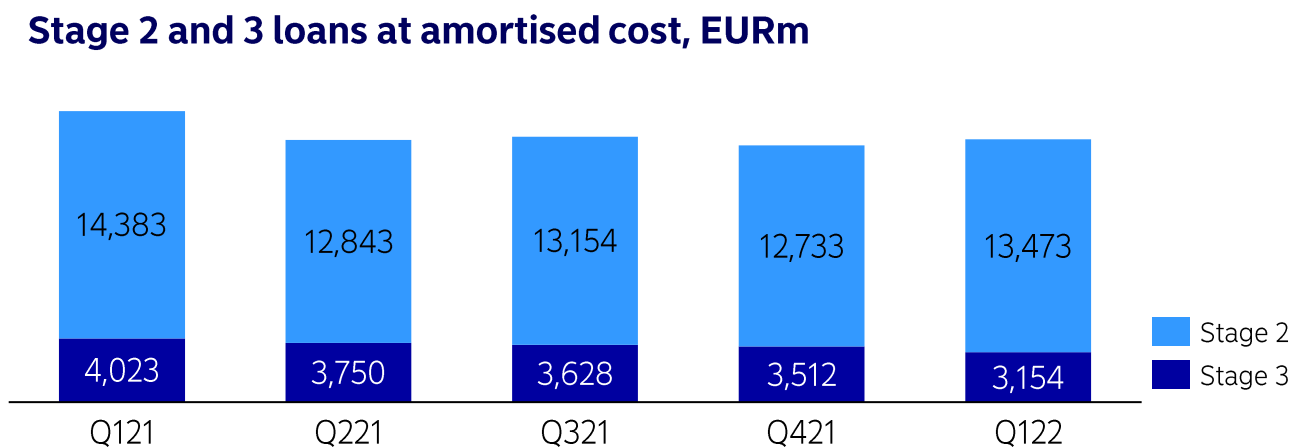
Stage 3 loans and PD of total loans, %



- **Net loan losses and similar net result amounting to reversals of EUR 12m (1bp)**
 - Limited new provisions
 - Reversals from Oil, gas & offshore portfolio restructuring
- **Management judgement buffer unchanged at EUR 610m**
- **Continued strong credit quality and further decrease in non-performing loans**

Impairments and provisioning coverage

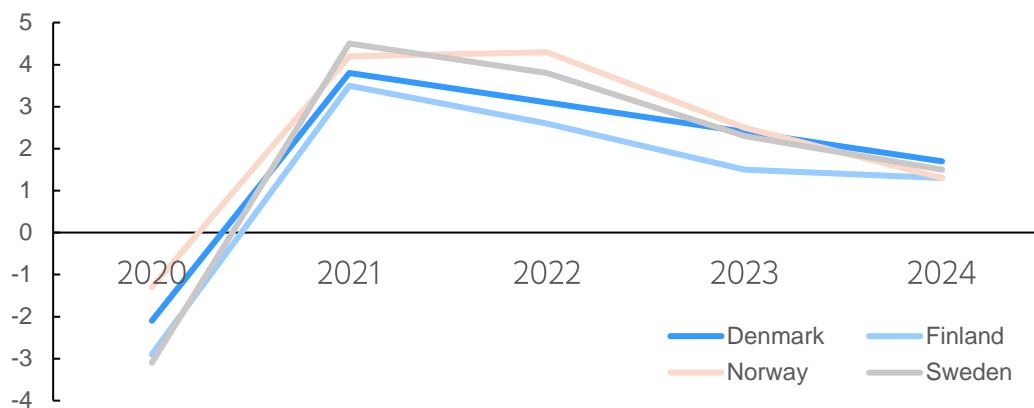
Continued strong credit quality



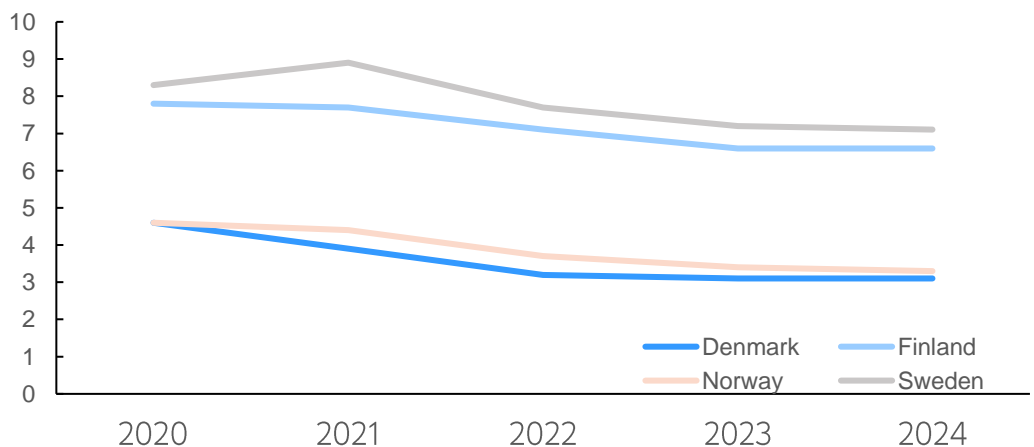
- Stage 3 impaired loans further reduced, to 1.12% from 1.28% in Q4
- Stage 2 loans up 6% q/q due to increased high-risk portfolio – rating and scoring migration positive overall
- Decrease in coverage ratio due to exits from Oil, gas & offshore portfolio with high coverage. Remaining portfolio quality significantly improved
- Further assessment of indirect effects of war and updated macroeconomic scenarios in Q2 2022

Macroeconomic assumptions for scenarios

Baseline annual GDP growth, %



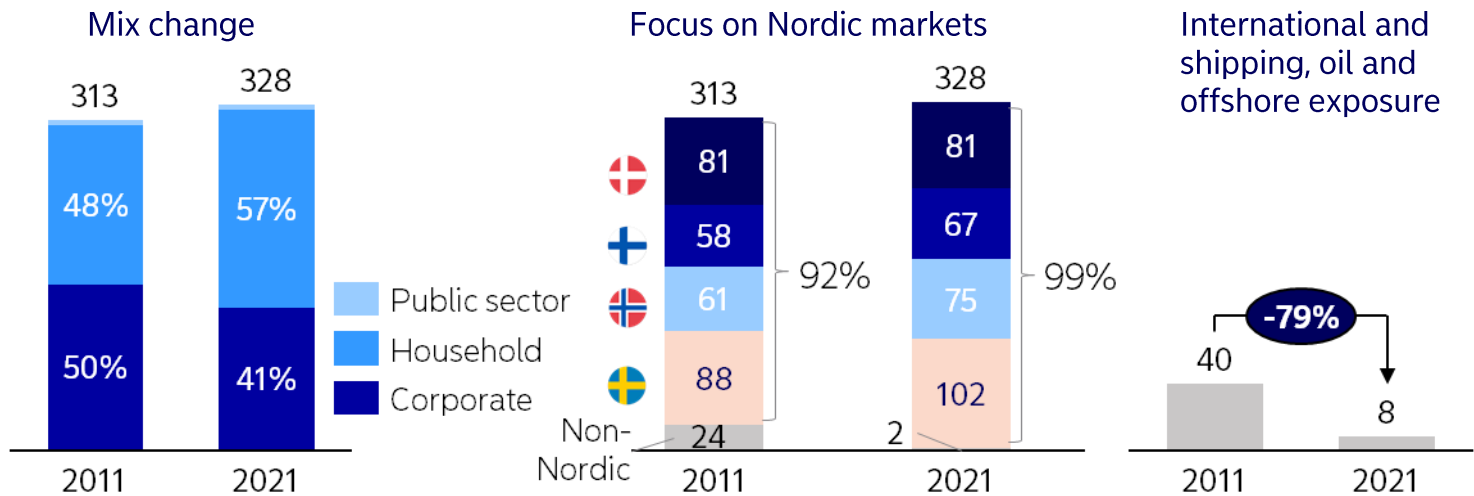
Baseline unemployment rate, %



- **Scenarios are slightly less positive in Q1**
- **Economic forecasts from Nordic central banks and the ECB are used as basis for baseline scenarios**
- **Base scenario, 60% weight**
 - The robust recovery continues after the removal of pandemic related restrictions, but the pace of growth is slower due to higher consumer prices and supply chain constraints
 - The negative effects of the war in Ukraine creates additional uncertainty for the growth outlook
- **Upside scenario, 20% weight**
 - Energy price increases and uncertainty is reversed prompting a stronger recovery
- **Adverse scenario, 20% weight**
 - The conflict between Russia and Ukraine could potentially cause energy prices to move even higher, providing a further negative impulse to private consumption and investments

Portfolio significantly de-risked over past 10 years

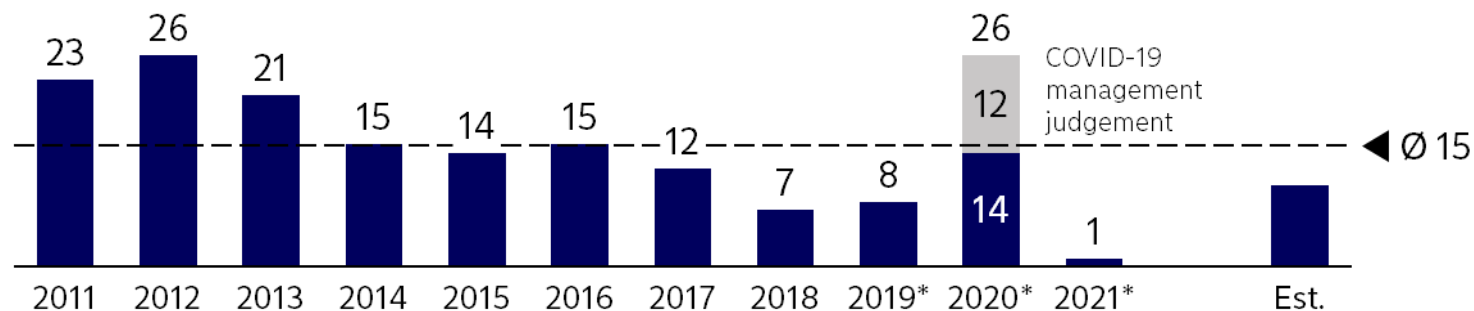
Significant de-risking (EURbn)



• Significant portfolio de-risking

- Increased share of household lending
- Focus on our four Nordic home markets
- Reduced international exposure
 - Divested business in Poland, Luxembourg and Baltics
- Exit from Russia ongoing
- Reduced shipping, oil and offshore portfolio by half; further actions ongoing

Loan loss ratios (bp)



• Future loan loss levels rebased

- 2020–21 resilient credit quality
- 2022–23 unwinding the COVID-19 buffer
- 2024–25 new normal, de-risked portfolio
- Normalised run rate from 2025 ~10bp

Coverage ratios

Solid provisioning coverage against potential losses

Segments significantly affected by COVID-19

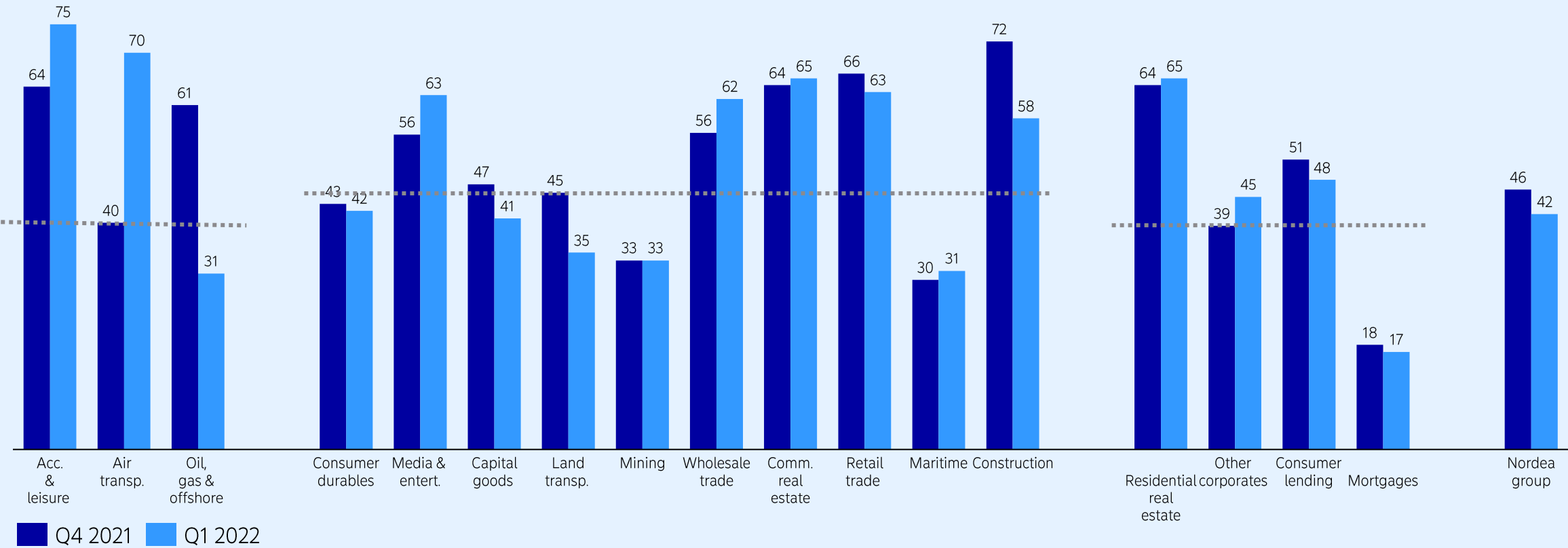
Avg. 40%

Segments partially affected by COVID-19

Avg. 45%

Segments not significantly affected by COVID-19

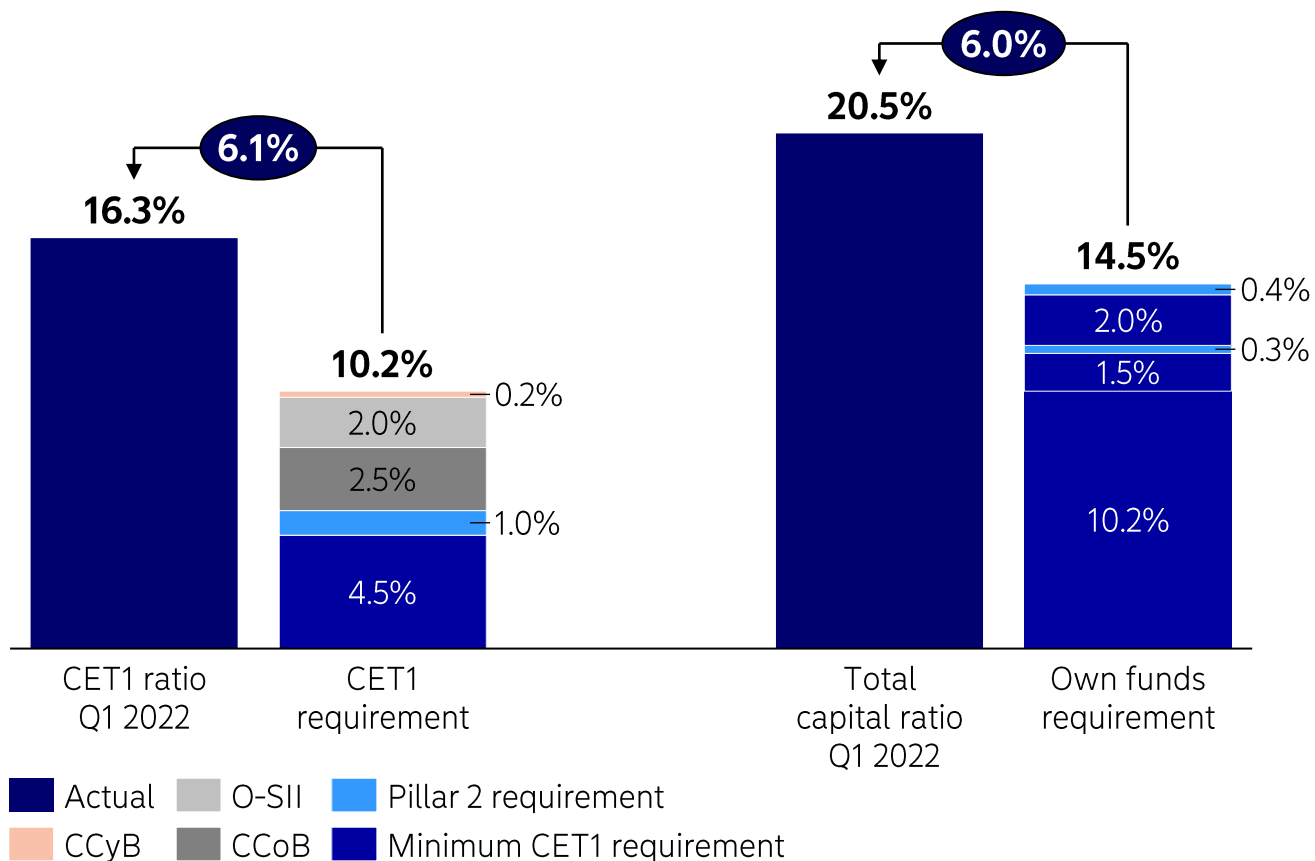
Avg. 39%



3. Capital

Significant buffer to capital requirements

Capital position and requirements (%)



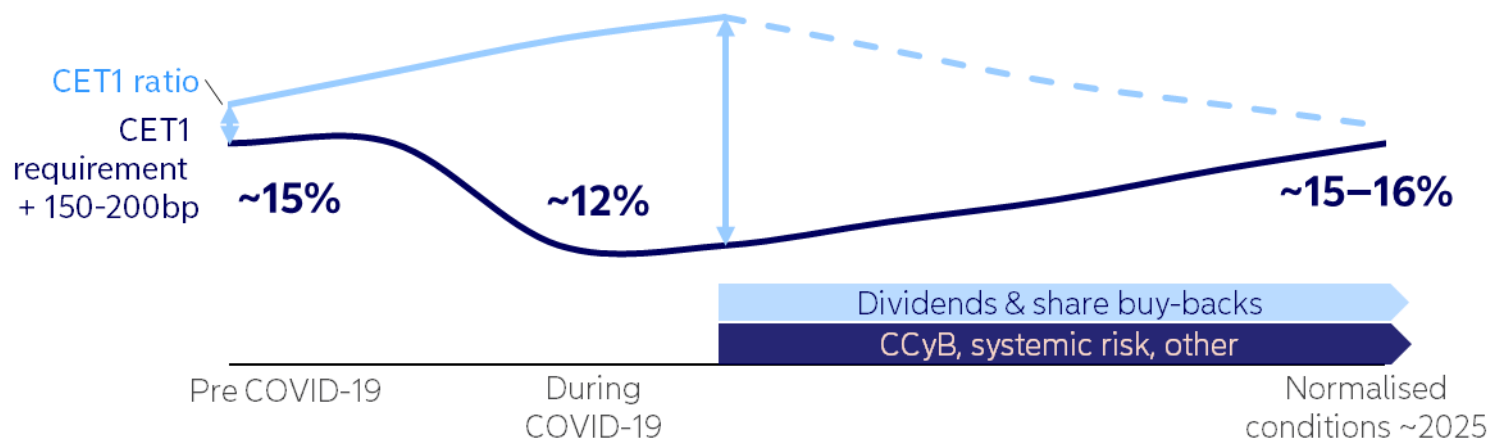
- **CET1 capital ratio 16.3%**
 - 6.1 percentage points above regulatory requirement*
 - Capital policy of 150-200bp management buffer above regulatory requirement (MDA level)
- **CET1 buffer of 6.1 percentage points**
 - Corresponds to EUR 9.4bn
- **CET1 requirement lowered by ~2.9 percentage points since 1 January 2020**
- **MDA level expected to increase in 2022 and 2023 following decided increases in countercyclical capital buffer rates****

24 *As of Q1 2022, approximately 0.1 percentage point of the CET1 buffer has been used to fulfil the AT1/Tier 2 capital requirement

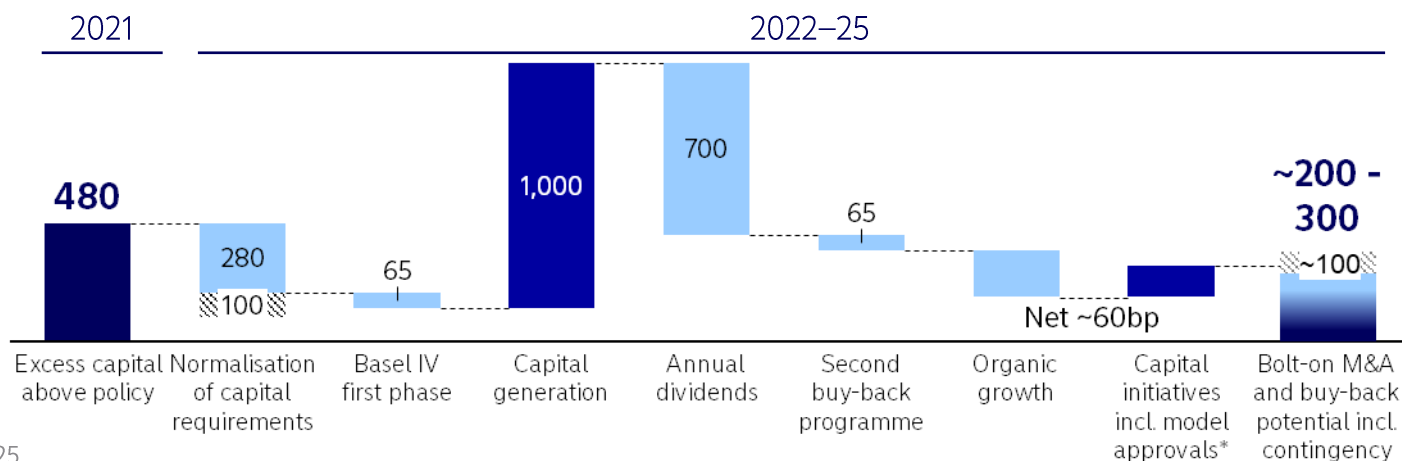
** Decided increases of CCyB buffer rates: Norway from 1.0% to 1.5% in Q2 2022, from 1.5% to 2.0% in Q4 2022 and from 2.0% to 2.5% in Q1 2023, Denmark from 0% to 1.0% in Q3, from 1.0% to 2.0% in Q4 2022 and from 2% to 2.5% in Q1 2023 and Sweden from 0% to 1.0% in Q3 2022

Reducing capital excess – path to normalisation

CET1 capital ratio and requirement



Capital generation and uses of capital (bp)



• Normalised CET1 requirement

- Continued reactivation of countercyclical capital buffers and buffers for systemic risk
- Regulatory requirement expected to settle around 13%; up to additional 1% allowance for prudence
- Management buffer of 150–200bp above regulatory requirement
- Implied CET1 ratio of 15–16%

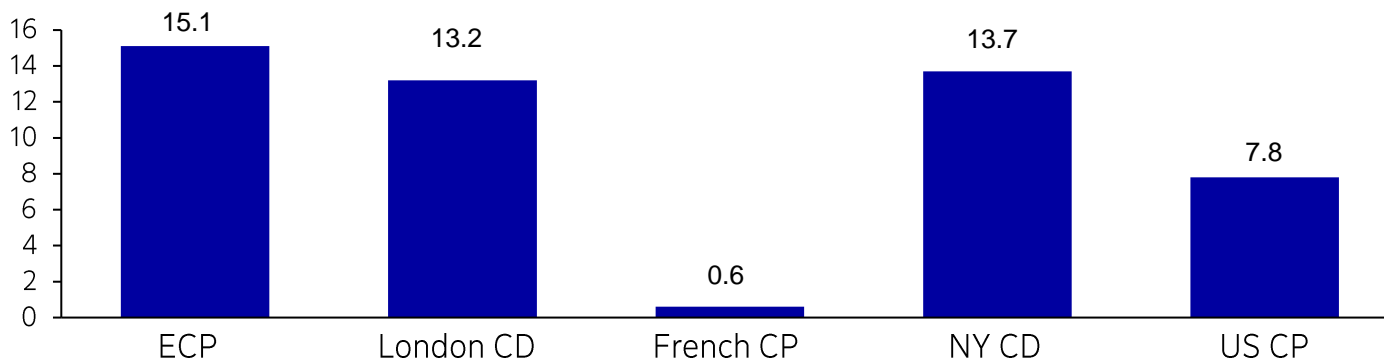
• Focus on capital excellence

- Capital deployment for profitable growth
- Capital efficiency initiatives
- Excess capital returned to shareholders

4. Funding

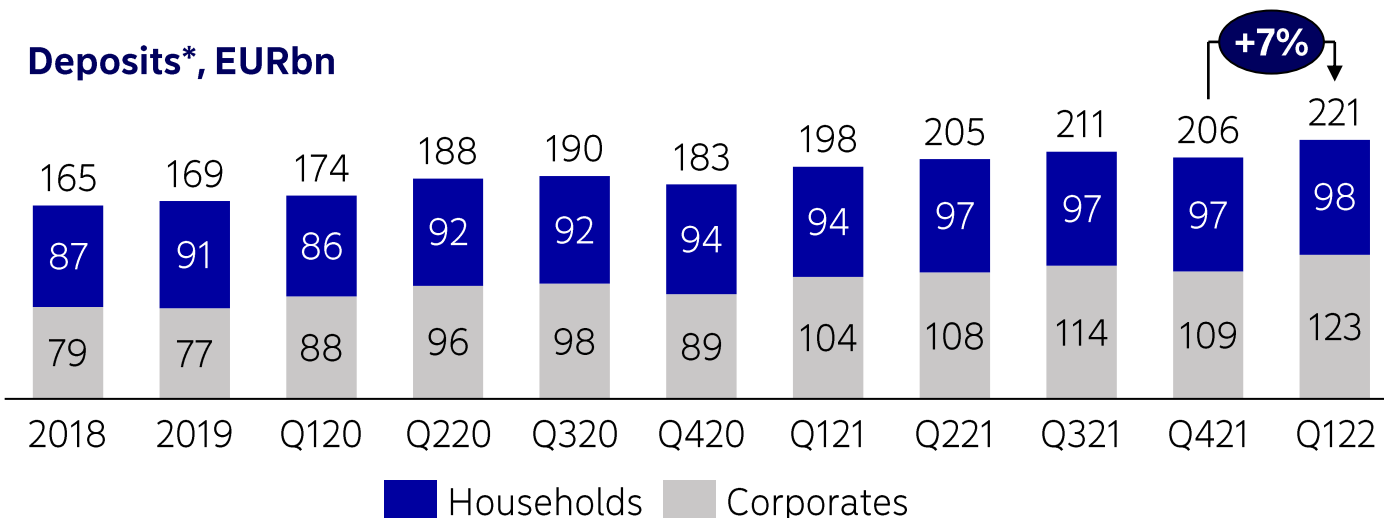
Strong liquidity position

Short term funding outstanding (EURbn), Q1 2022*



* Excluding CPs/CDs where original maturity is over one year

Deposits*, EURbn



- Robust liquidity position**

- Liquidity coverage ratio (LCR) 153%
- Net stable funding ratio (NSFR) 112%
- Liquidity buffer EUR 124bn

- Short term issuance**

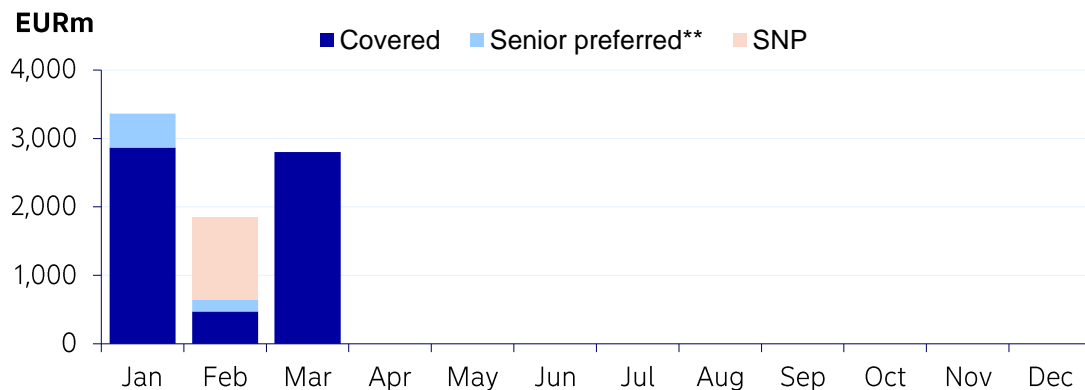
- Total outstanding EUR 50.4bn per end Q1
- Globally diversified funding with strong market access

- Deposits**

- Deposits up 7% q/q, driven by corporate deposit – mainly in Sweden

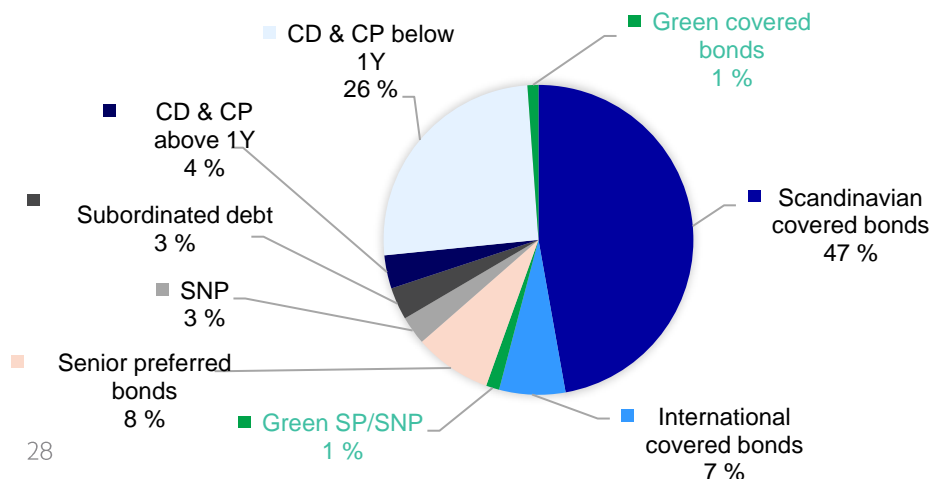
Solid funding operations

Long term issuance Q1 2022, EUR 8.0bn



** Including CPs/CDs where original maturity is over one year

Wholesale funding outstanding, EUR 200bn



Long Term Funding

- EUR 8.0bn in long term debt issued during Q1
 - EUR 6.1bn covered bonds and EUR 1.9bn in senior format
- Long term funding 71% of total funding at end of Q1
- Ordinary funding supplemented by TLTRO III participation

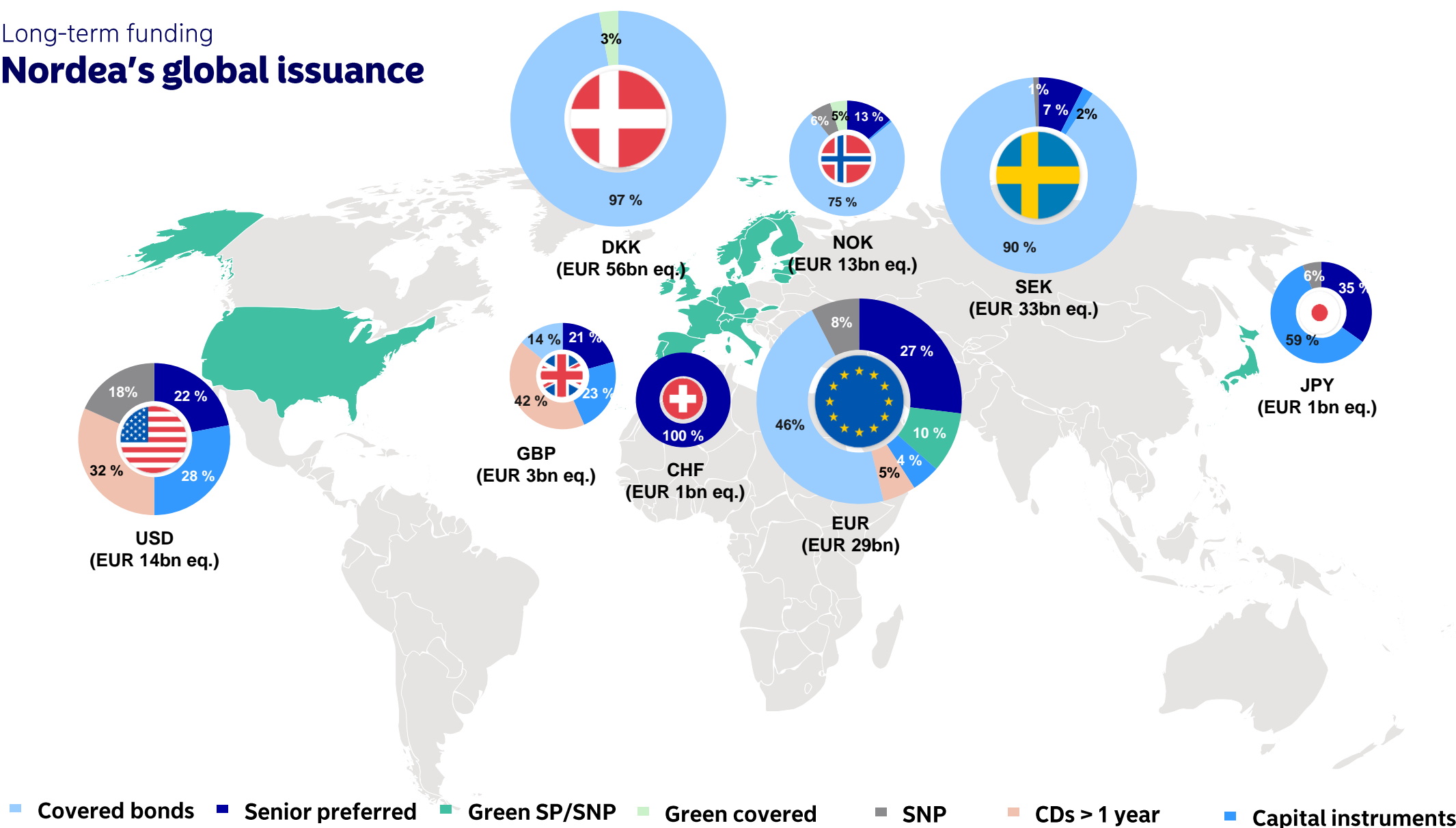
Issuance plans 2022

- ~EUR 20–25bn issuance*
 - Around half expected to be issued in Scandinavian markets, primarily in covered bond format
- Target of ~EUR 10bn outstanding in SNP by end of 2023
 - EUR 7.4bn SNP issued

*Excluding capital transactions and DKK covered bonds

Long-term funding

Nordea's global issuance

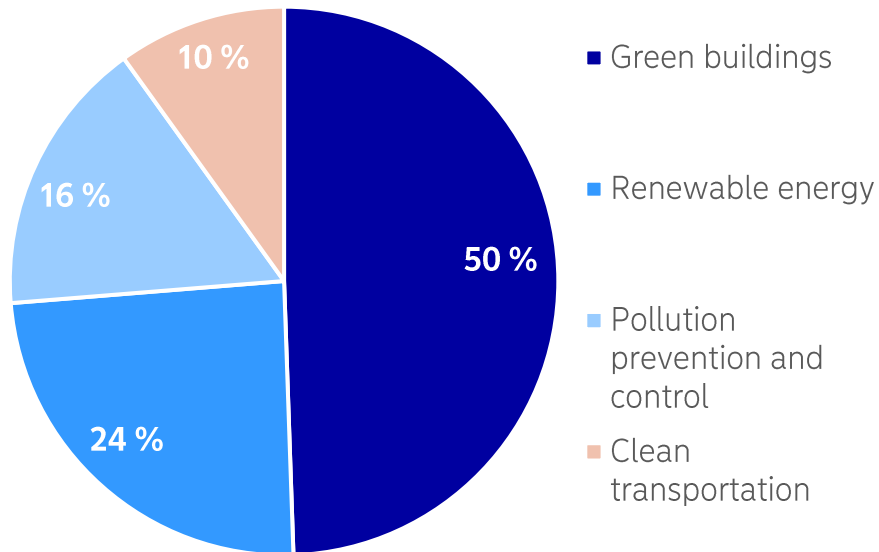


■ Covered bonds ■ Senior preferred ■ Green SP/SNP ■ Green covered ■ SNP ■ CDs > 1 year ■ Capital instruments

Sustainability at the core

Enhanced focus on sustainable funding

Nordea Bank Abp's green bond asset portfolio



- **Inaugural green bond from NBAbp launched in 2017**
 - EUR 2.75bn currently outstanding of green bonds from NBAbp
- **Inaugural green covered bond launched in 2019**
 - EUR 2.3bn currently outstanding of green covered bonds
- **Green bond asset portfolios of in total EUR 6.8bn**
 - EUR 3.8bn from NBAbp
 - EUR 3bn from Nordea Kredit and Nordea Eiendoms kreditt
- **Green deposits offered in Norway**
- **More offers of ESG funding products expected in 2022**



Company rating:
C (A+ to D-)**

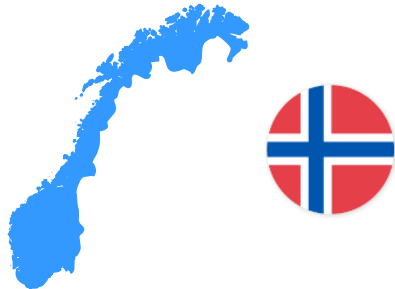
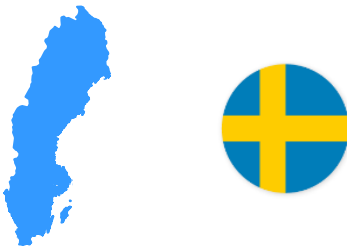




ESG score:
20.6 (0 to 100)***



ESG rating:
AA (AAA to CCC)

Nordea covered bond operations


















	Nordea Eiendoms kreditt	Nordea Hypotek	Nordea Kredit	Nordea Mortgage Bank
<i>Four aligned covered bond issuers with complementary roles</i>				
Legislation	Norwegian	Swedish	Danish	Finnish
Cover pool assets	Norwegian residential mortgages	Swedish residential mortgages primarily	Danish residential & commercial mortgages	Finnish residential mortgages primarily
Cover pool size*	EUR 21.0bn (eq.)	EUR 62.1bn (eq.)	Balance principle	EUR 23.6bn
Covered bonds outstanding*	EUR 9.6bn (eq.)	EUR 35.6bn (eq.)	EUR 60.2bn (eq.)**	EUR 20.8bn
OC*	120%	75%	6%**	14%
Issuance currencies	NOK	SEK	DKK, EUR	EUR, GBP
Rating (Moody's / S&P)	Aaa / -	Aaa / -	- / AAA	Aaa / -
Included in Nordea Green Framework	Yes	Yes	Yes	Yes
Issued Green CB's	Yes (inaugural issue in 2021)	-	Yes (inaugural issue in 2019)	-

- Covered bonds are an integral part of Nordea's long term funding operations
- Issuance in Scandinavian and international currencies
- All Nordea covered bond issuance entities (MCI's) are covered by Nordea's updated 2021 green bond framework



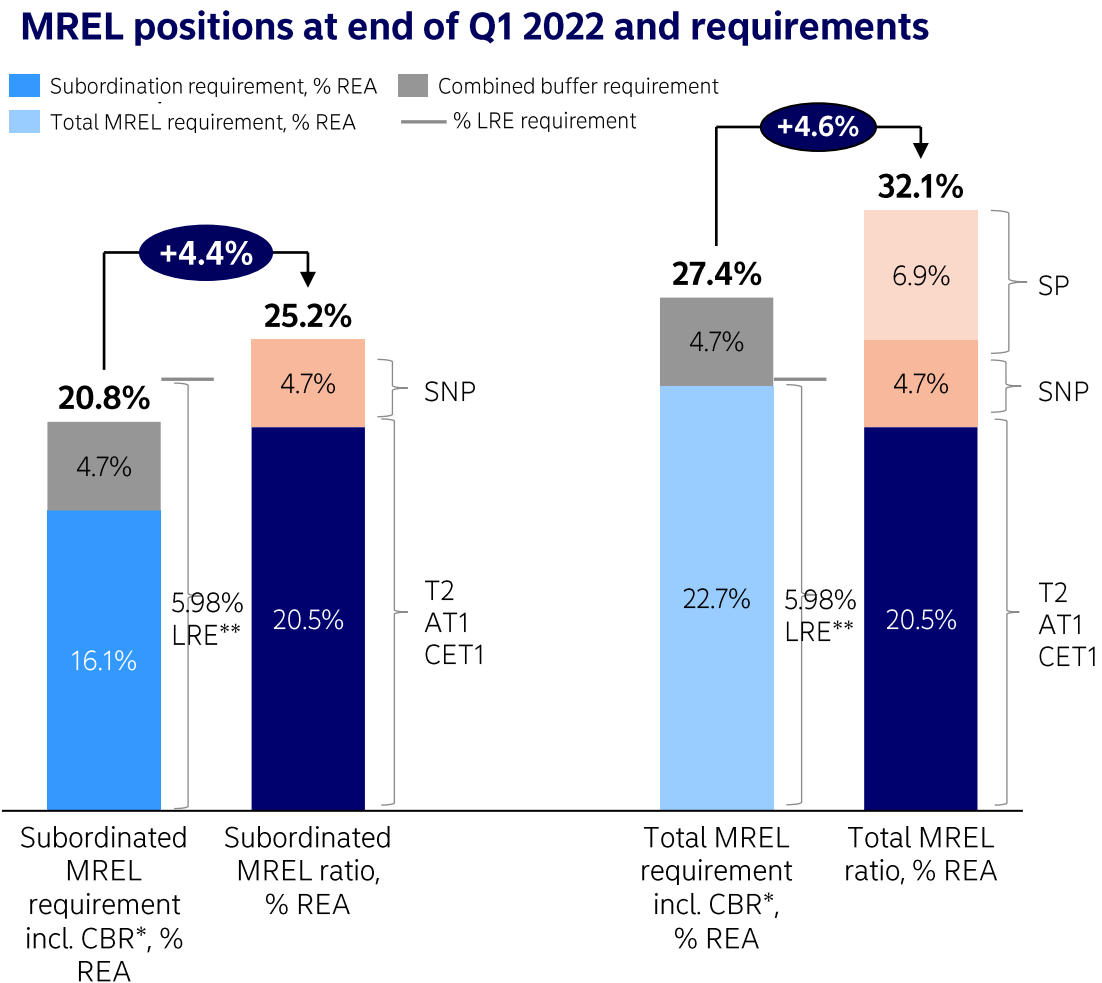
Funding transactions

Nordea recent benchmark transactions

Issuer	Type	Currency	Amount (m)	FRN / Fixed	Issue date	Maturity date	Callable
Nordea Mortgage Bank	Covered	 EUR	1,500	Fixed	Mar-22	Mar-29	
Nordea Bank	Senior non-preferred, Green	 EUR	1,000	Fixed	Feb-22	Feb-27	
Nordea Eiendomskreditt*	Covered, Green	 NOK	7,000	FRN	Nov-21	Sep-26	
Nordea Bank	Senior non-preferred	 EUR	1,000	Fixed	Nov-21	Nov-28	
Nordea Bank	Senior non-preferred	 USD	1,500	Fixed	Sep-21	Sep-26	
Nordea Bank	Tier 2	 GBP	500	Fixed	Sep-21	Dec-27	11.25NC6.25
Nordea Bank	AT1	 USD	1,000	Fixed	Aug-21	Sep-29	PerpNC8
Nordea Bank	Senior preferred	 USD	1,000	Fixed	May-21	May-24	
Nordea Bank	Tier 2	 SEK	3,000/1,000	FRN/Fixed	May-21	Aug-26	10.25NC5.25
Nordea Bank	Tier 2	 EUR	1,000	Fixed	May-21	Aug-26	10.25NC5.25
Nordea Eiendomskreditt*	Covered	 NOK	6,000	FRN	Apr-21	Mar-26	
Nordea Bank	Senior non-preferred, Green	 EUR	500	Fixed	Mar-21	Mar-31	
Nordea Hypotek*	Covered	 SEK	5,500	Fixed	Feb-21	Sep-26	
Nordea Eiendomskreditt*	Covered	 NOK	6,000	FRN	Sep-20	Sep-25	
Nordea Bank	Senior preferred	 USD	1,000	Fixed	Aug-20	Aug-25	
Nordea Bank	Senior preferred	 USD	1,000	Fixed	Jun-20	Jun-23	
Nordea Bank	Senior preferred	 CHF	200	Fixed	May-20	May-26	

Minimum requirements for own funds and eligible liabilities

Well positioned to meet MREL requirements



- **Nordea subordinated MREL ratio 4.4pp above % REA requirement**
 - 2.3pp above % LRE requirement
- **Total MREL ratio 4.6pp above % REA requirement**
 - 9.2pp above % LRE requirement
- **Combined buffer requirement (CBR) and hence MREL and subordination requirements incl. CBR may vary depending on decisions by Finnish FSA and other Nordic authorities**

Requirements set by Single Resolution Board (SRB) for Nordea Subordinated MREL

- 16.1% of REA (20.8% of REA incl. CBR, Q1 2022)
- 5.98% of leverage ratio exposure (LRE)

Total MREL

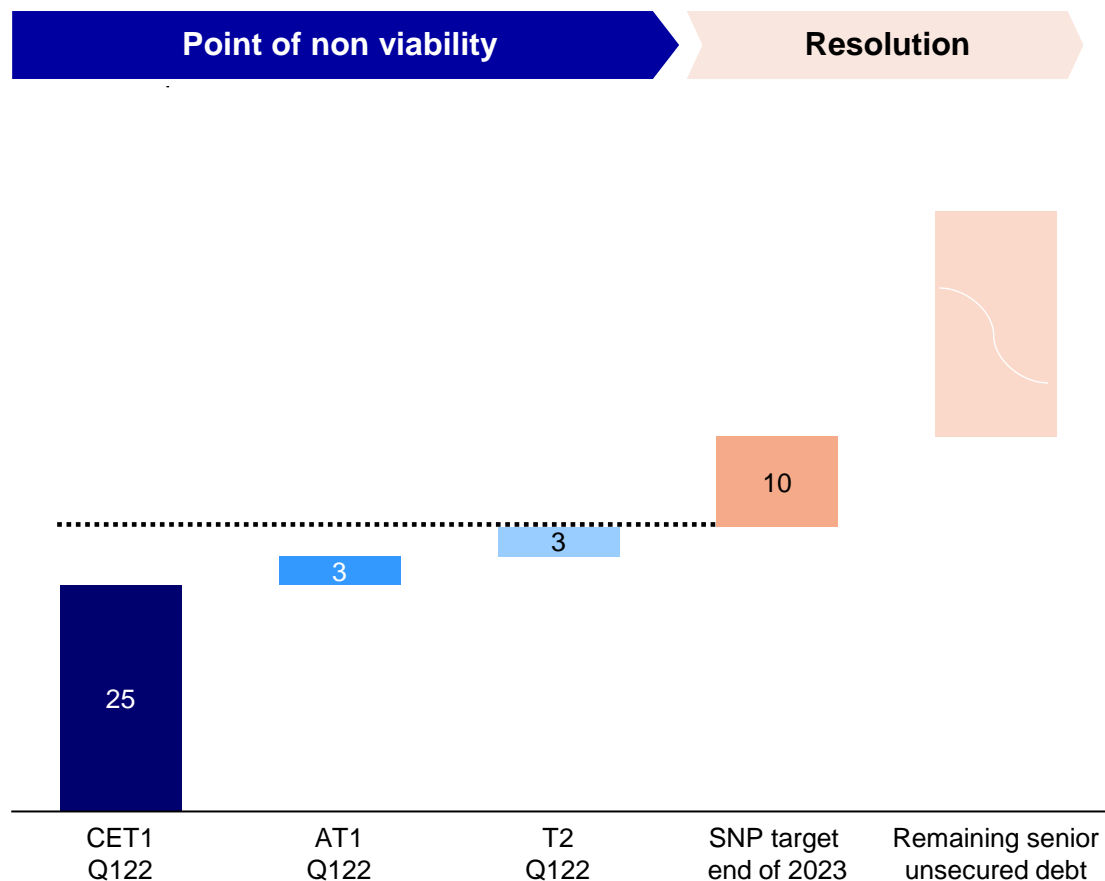
- 22.7% of REA (27.4% including CBR, Q1 2022)
- 5.98% of LRE

Binding from 1 Jan 2022. Requirements set by SRB to be updated annually

33 * Q1 2022 combined buffer requirement (CBR): CCoB 2.5%, O-SII 2% and CCyB 0.2%
 ** % leverage ratio exposure (LRE) requirement for both subordinated and total MREL corresponding to 22.9% of REA (5.98% LRE recalculated as % of REA)

Own funds and bail-in-able debt, EURbn

SNP target remains unchanged



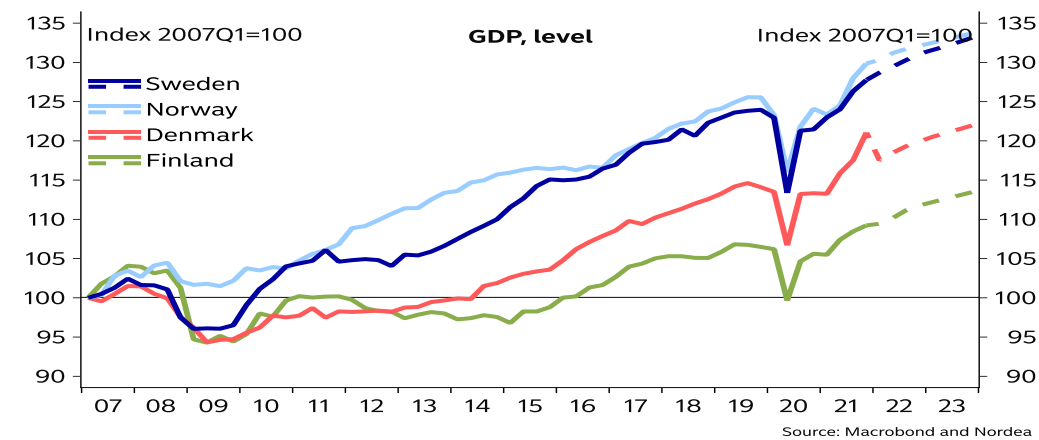
- **Target of ~EUR 10bn outstanding in SNP by end of 2023 subject to**
 - future capital buffer requirements
 - management buffer for MREL subordination
- **Target to be reviewed in Q2 or Q3 2022**
- **EUR 7.4bn in SNP issued**
 - EUR 2.4bn will have remaining maturity <1y during 2022

5. Macroeconomy

Nordic economic development

Resilient economies face global uncertainty

GDP development



- After the dramatic setback in 2020 due to the coronavirus, the Nordic economies recovered quickly and even showed signs of overheating. However, the Russian invasion of Ukraine, as well as monetary tightening by central banks around the world, now risk slowing down the global economy, including the Nordics.
- The Nordic countries, with the exception of Finland, do not have significant trade relations with Russia. Thus, the direct impact from declining trade with Russia will be very limited for Sweden, Norway and Denmark. Instead, the main effects of the war in Ukraine on the economies of these countries are higher prices due to supply disruptions, faster monetary tightening to limit these price increases, and higher risk aversion leading to lower demand.

Trade with Russia

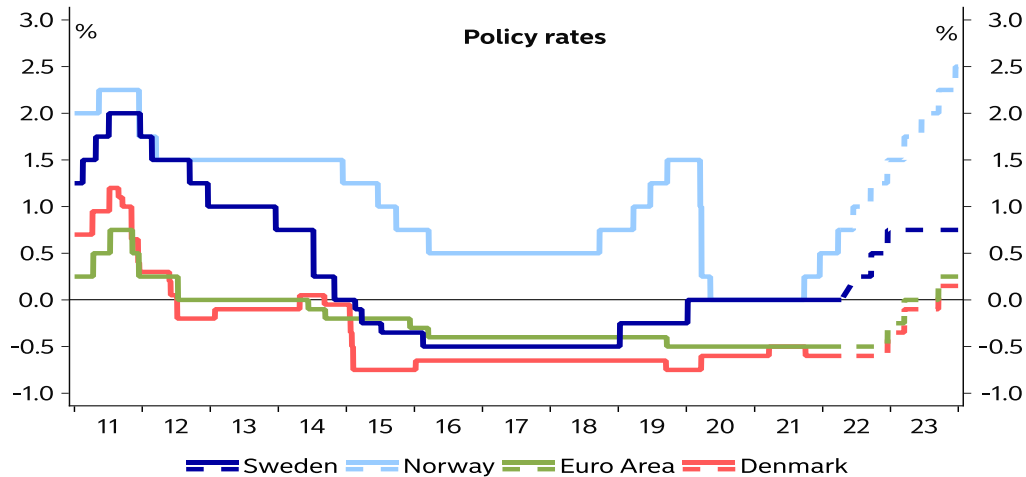


GDP, forecasts from Economic Outlook January 2022

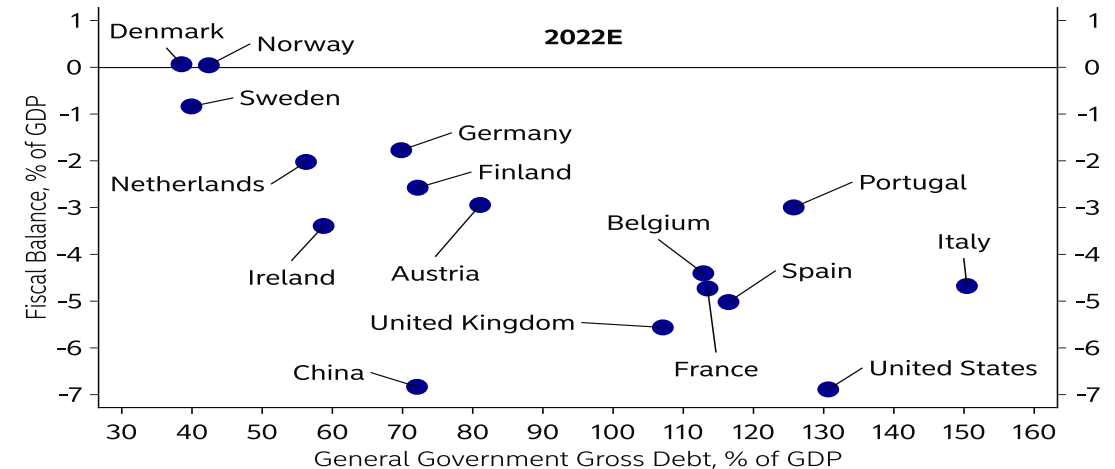
Country	2021	2022E	2023E
Denmark	4.7	2.5	2.0
Finland	3.5	3.0	2.0
Norway	4.2	4.0	2.0
Sweden	4.8	3.7	1.7

Interest rates to rise throughout the Nordics

Policy rates



Public balance/debt, % of GDP, 2022E

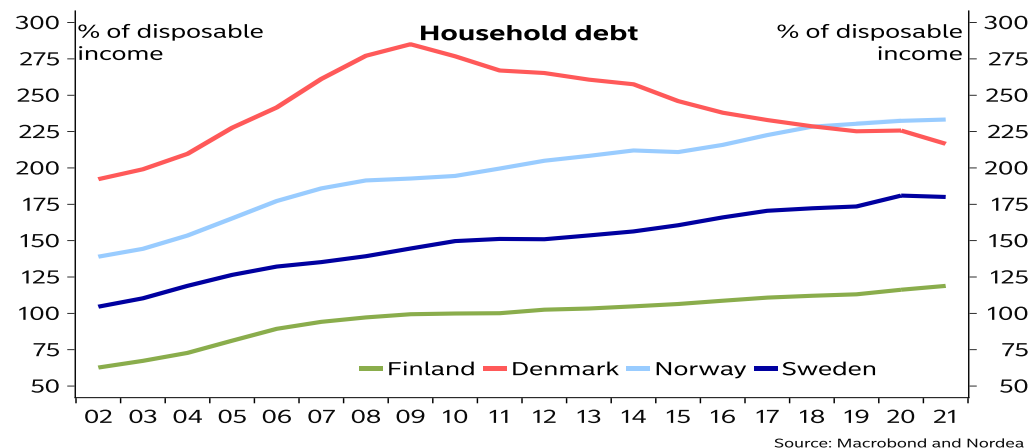


Source: IMF World Economic Outlook, Nordea and Macrobond.

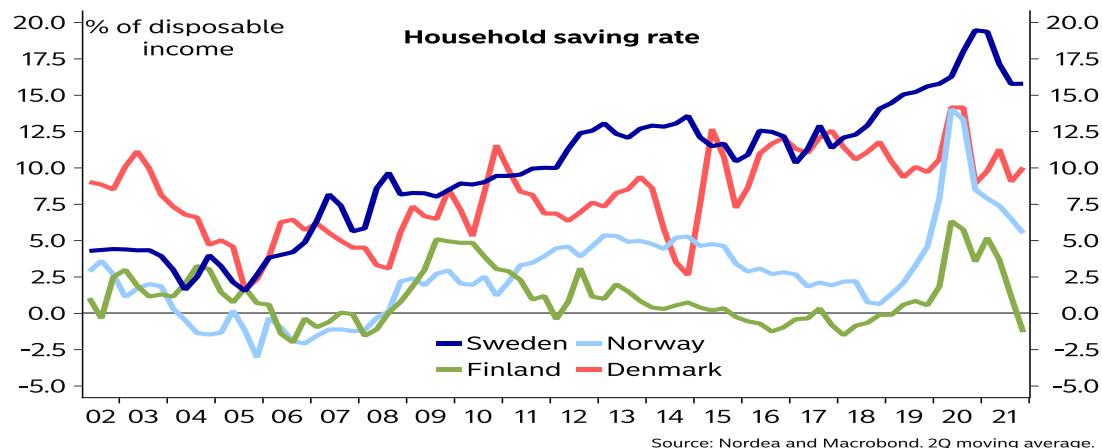
- Central banks around the Western world are beginning to tighten monetary policy to combat the high inflation. Norges Bank has hiked their rate three times since last fall and are expected to continue with a total of seven more hikes this year and next. The Swedish Riksbank is expected to hike rates three times this year, while we predict one rate hike in late 2022 and two more in 2023 in the Euro Area and Denmark.
- The Riksbank and ECB launched new large-scale asset purchase programmes (QE) as a response to the COVID-19 crisis. The ECB is expected to stop increasing its balance sheet this year, while the Riksbank is expected to begin decreasing its balance sheet.
- Solid public finances enabled the Nordic governments to act swiftly during the pandemic. With government debt still lower than in most Western countries, the Nordics are relatively well-equipped to handle the potential slowdown that might result from higher interest rates as well as supply issues and risk aversion due to the war in Ukraine.

Households facing high inflation and rising interest rates

Household debt

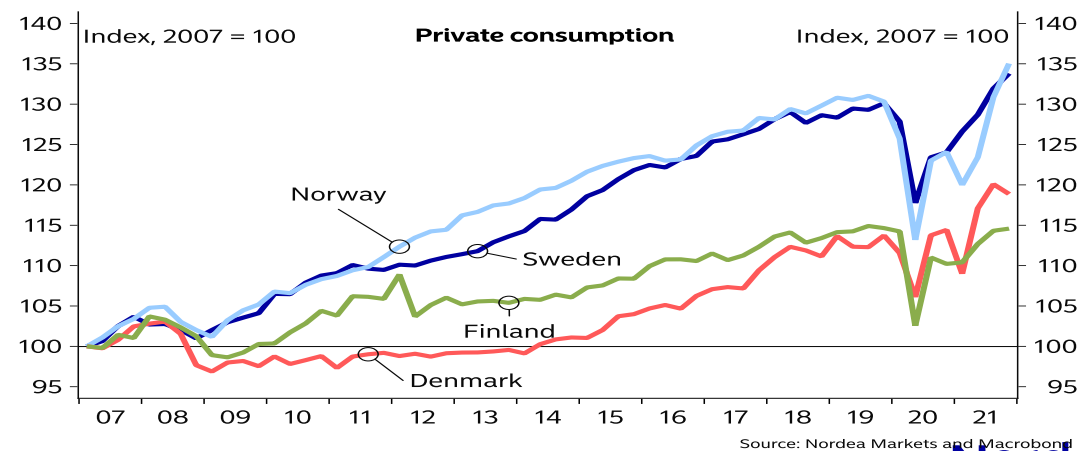


Household savings



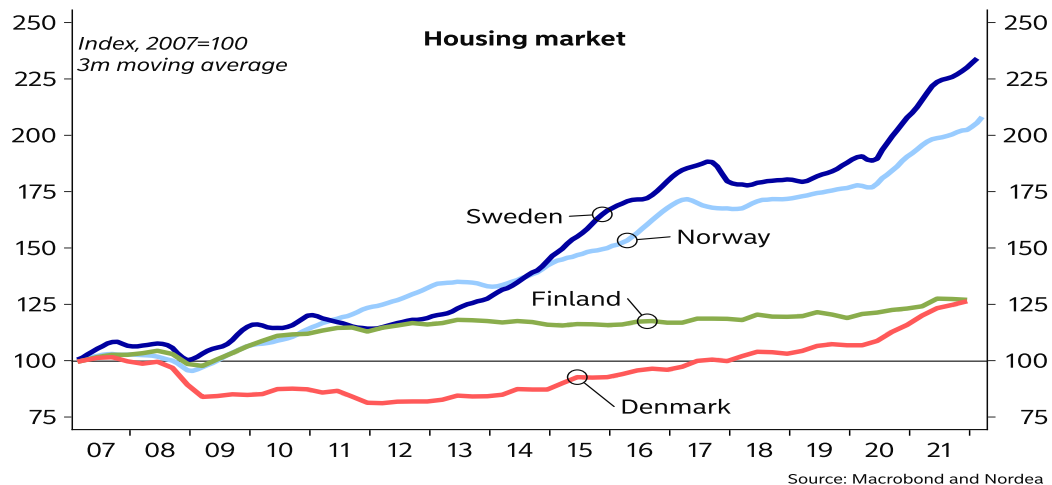
- Household savings increased dramatically during the pandemic, largely because of a decline in spending, but have since returned to more normal levels as consumption has increased. Despite high debt levels, Nordic households' strong finances are expected to support economic growth. However, rising interest rates, as well as high inflation which decreases purchasing power, imply downside risks for private consumption.
- Governments might try to soften the blow of high inflation to households and businesses by partially compensating them for the higher prices, which could boost consumer confidence and support households' spending. Robust public finances increase the credibility of such measures.

Private consumption

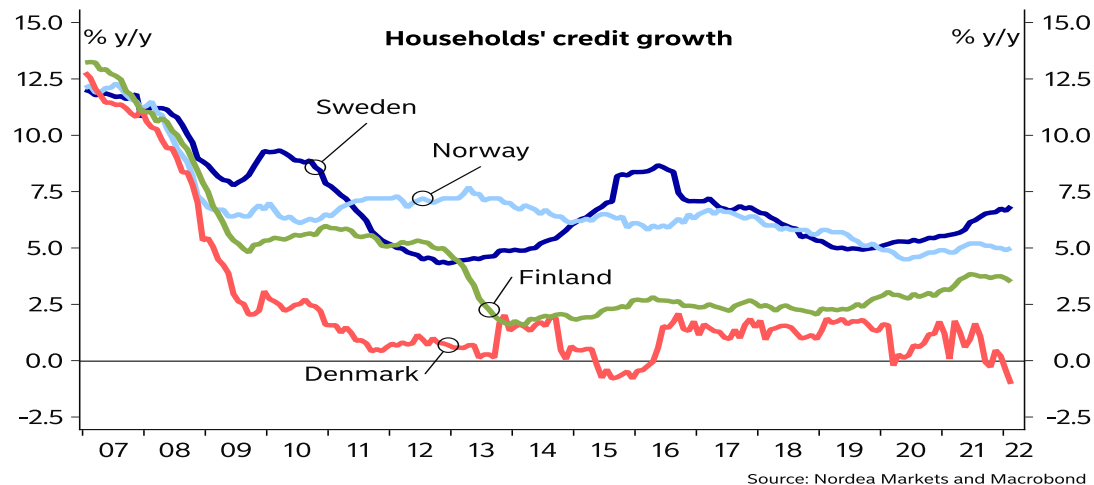


Rising interest rates might cool off hot Nordic housing markets

Housing prices



Households' credit growth

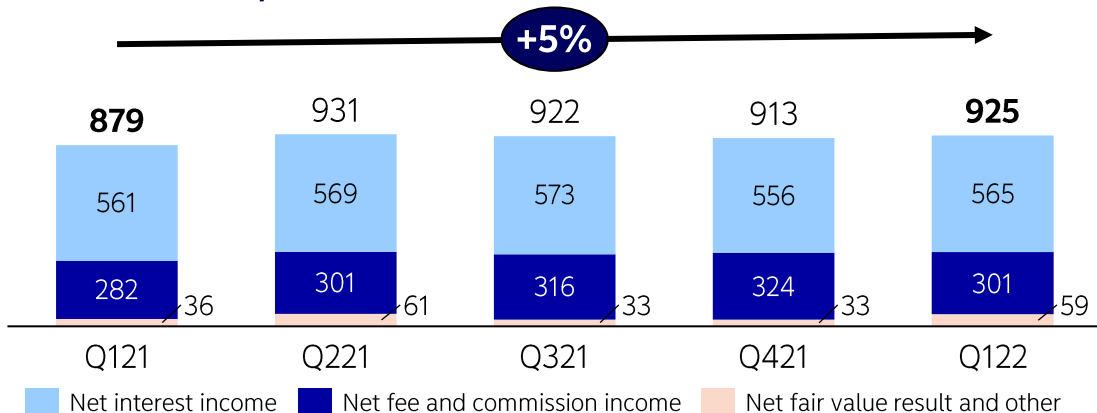


- Contrary to expectations, house prices increased to record-high levels in all the Nordic countries during the pandemic, not least because of unprecedented expansionary fiscal and monetary policy.
- The economic impact of the pandemic was limited for those groups on the labour market which are more active on the housing market, while demand surged due to preferences shifting towards larger housing and single-family homes. At the same time, people's mobility was severely restricted, causing a sharp decline in the number of homes on the market which in turn contributed to driving prices higher.
- However, with interest rates on the rise and mobility levels returning to normal, there are now more downside risks to housing prices.

6. Appendix

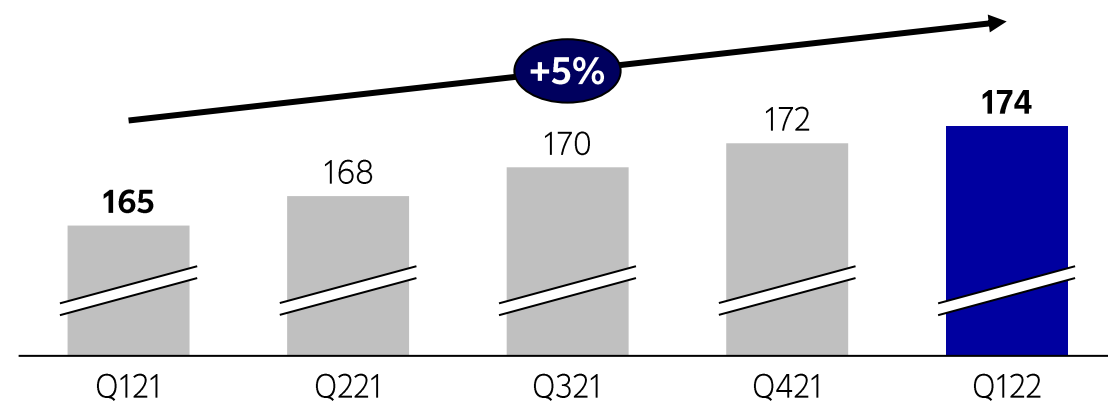
Continued strong growth in mortgage lending

Total income, EURm

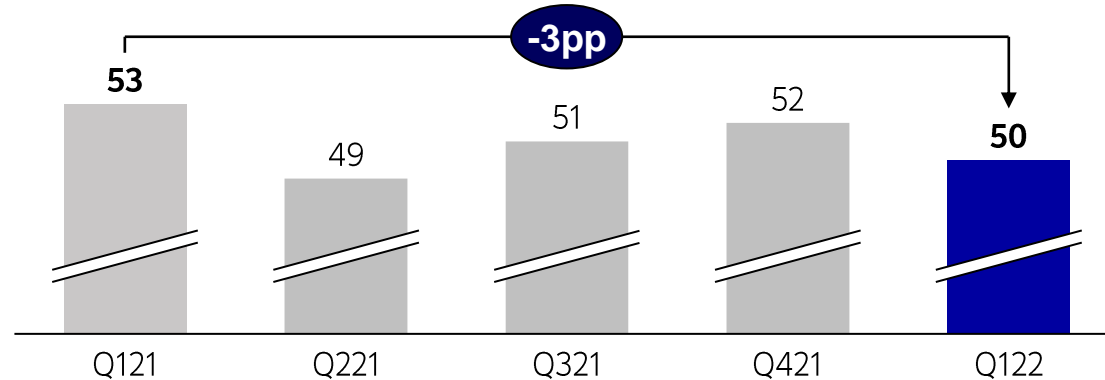


- Total income up 5%
- Increased mortgage market shares across Nordics
- Net fee and commission income growth negatively affected by market turbulence during quarter
- Improvement in cost-to-income ratio, now 50%

Lending*, EURbn

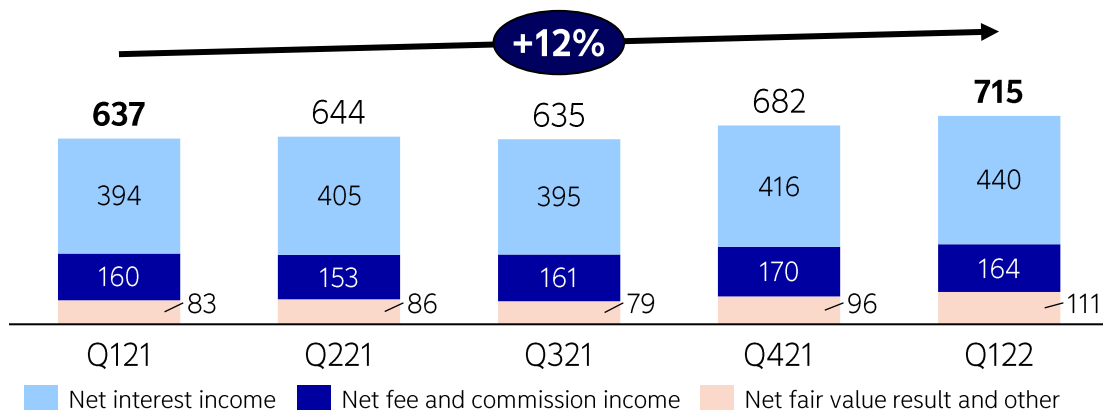


Cost-to-income ratio**, %



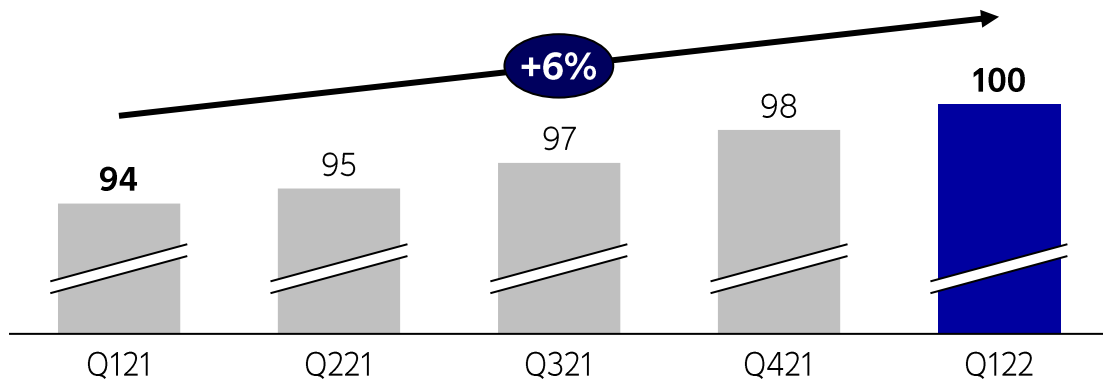
Strong income growth

Total income, EURm

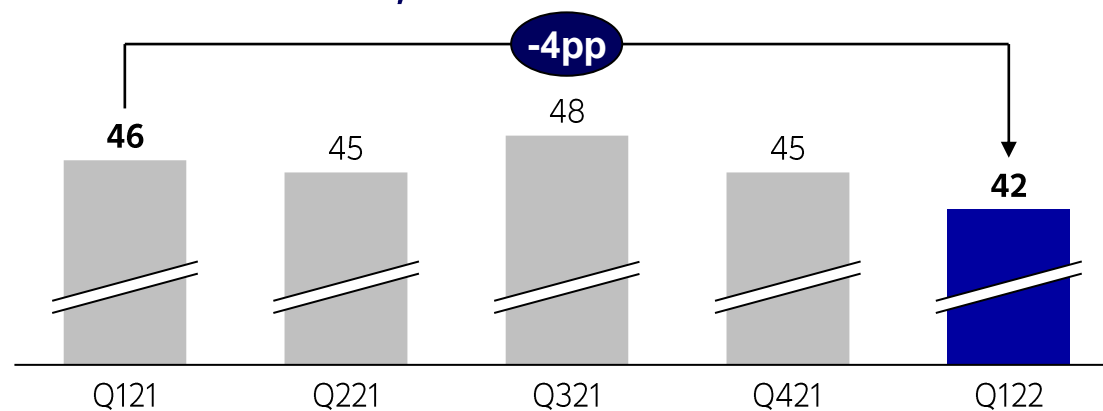


- Total income up 12%
- Lending volumes up 6%, driven by Sweden and Norway
- Net fee and commission income up 3% despite lower capital markets activity due to financial market turbulence
- Strong growth in net fair value result driven by high customer demand for IR hedging and FX products
- Improvement in cost-to-income ratio, now 42%

Lending*, EURbn

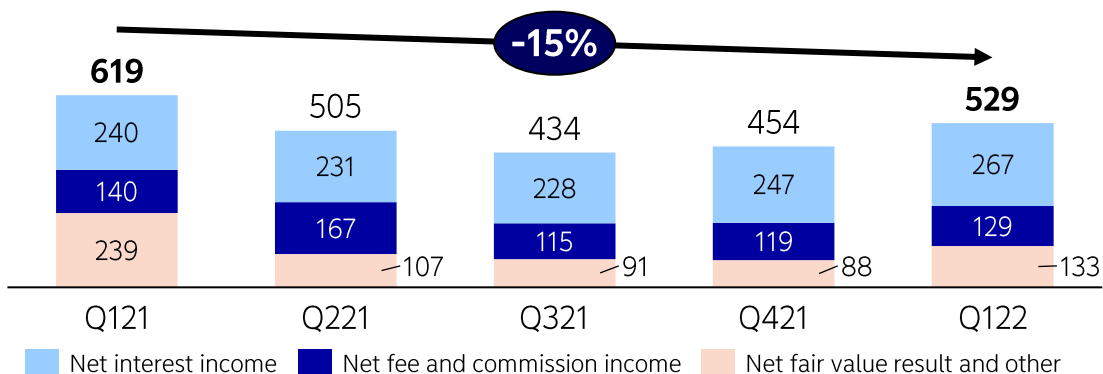


Cost-to-income ratio**, %



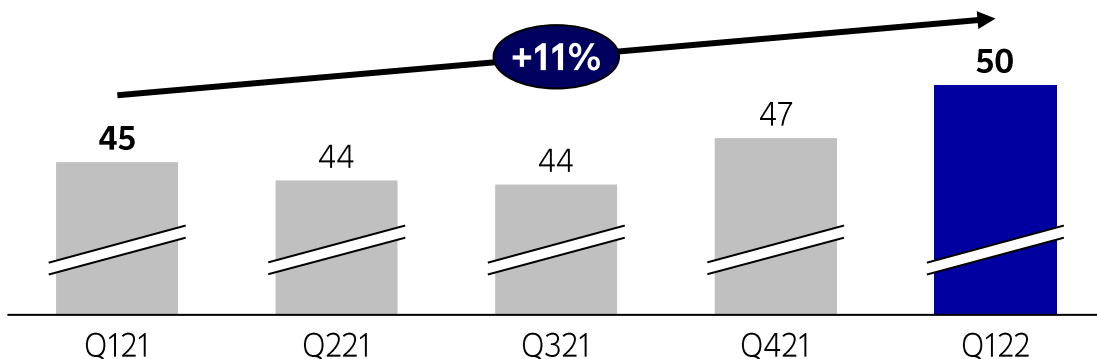
Solid quarter amid significant market volatility

Total income, EURm

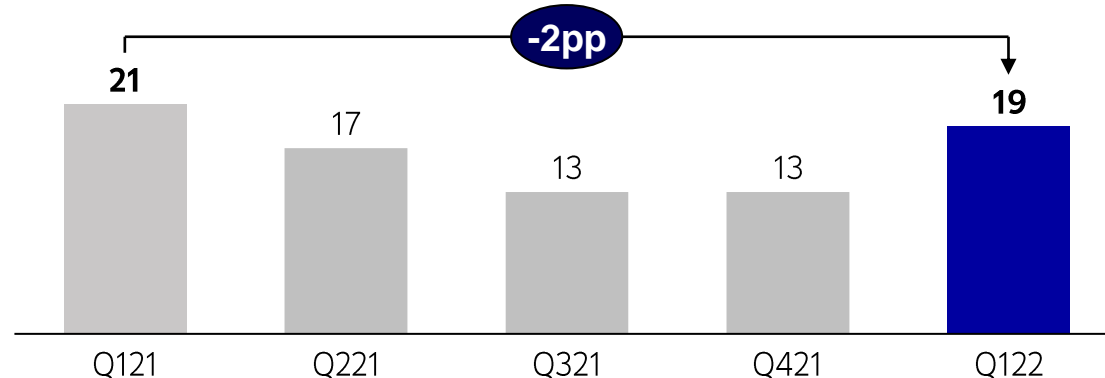


- Total income down 15%
 - Net interest income up 11% and lending volumes up 11%
 - High customer activity, solid commission income
 - NFV lower compared with exceptionally strong Q1 2021
- Net loan loss reversals of EUR 29m***
- Return on capital at risk 19% and cost-to-income ratio 38%

Lending*, EURbn

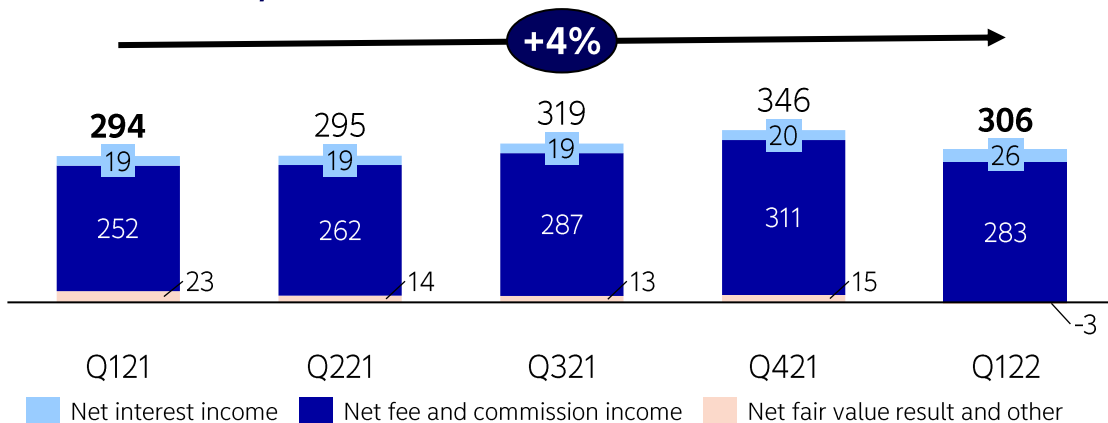


Return on capital at risk**, %



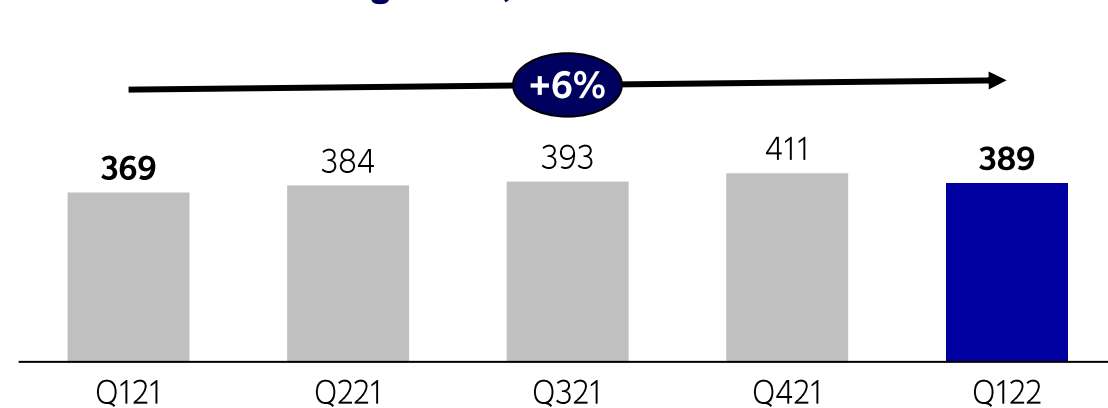
Total income and AuM up y/y despite market turbulence

Total income, EURm

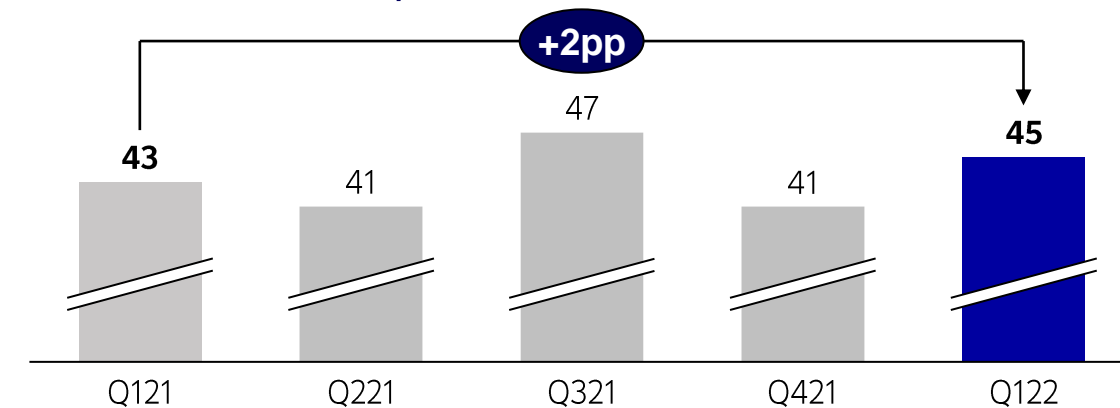


- Total income up 4%
- Assets under management up 6% to EUR 389bn
 - Net outflow of EUR 2.4bn (annualised -2%) during quarter, of which EUR 1bn dividend related
- Positive underlying net flow from internal channels
- Cost-to-income ratio 45%

Assets under management, EURbn



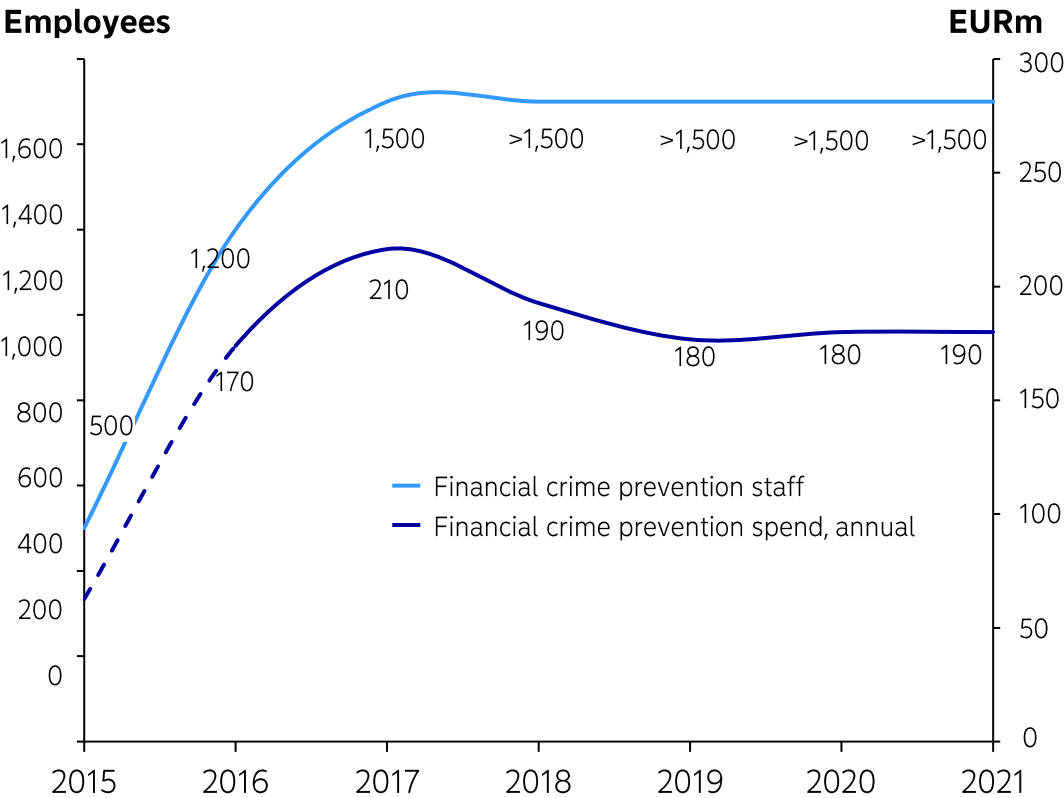
Cost-to-income ratio*, %



Financial crime prevention

Significant investments

Financial crime prevention spending, annual



Actions against money laundering

- We collaborate closely with all relevant authorities, including law enforcement and regulators, and encourage even closer collaboration on multiple levels, as financial crime knows no borders
- Significantly strengthened financial crime defence – more than EUR 1.1bn spent since 2016
- Around two billion transactions annually subject to hundreds of different monitoring scenarios, resulting in hundreds of thousands of alerts, leading to thousands of Suspicious Activity Reports (SARs) filed with the relevant authorities
- More than 1,500 employees dedicated to working on prevention of financial crime – 12,000 employees in direct contact with our customers regularly trained to identify signs of financial crime

AML topics

- The Danish FSA inspected our AML processes in 2015 and handed their findings over to the Danish Public Prosecutor in 2016. The investigation has not yet concluded
- Provision of EUR 95m in Q1 2019 for AML-related matters
 - Given the uncertainty regarding possible fines, the level of provision for ongoing AML-related matters will be maintained, while continuing the dialogue with Danish authorities

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