

Nordea

**Debt investor  
presentation Q4 2025**



## **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.

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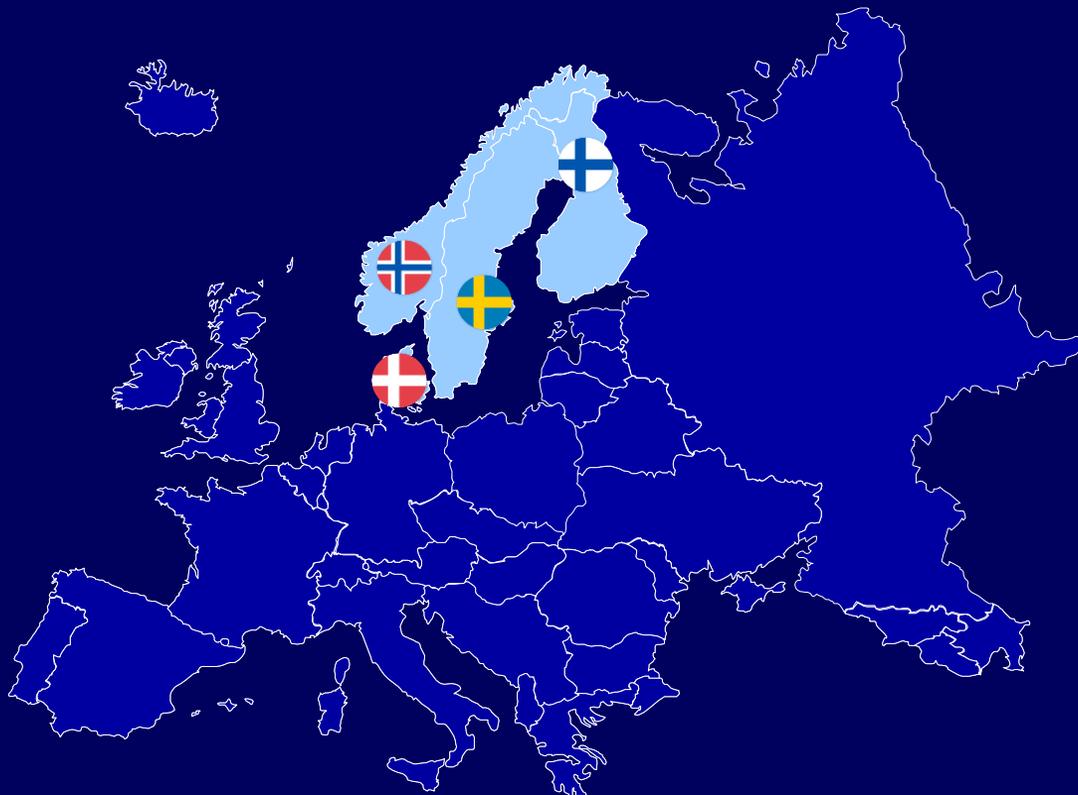
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Nordea today

## The largest financial services group in the Nordics

### Unique Nordic diversification and scale



<b>€654bn</b> Assets	<b>€6.3bn</b> Operating profit 2025	<b>AA-/Aa2</b> Credit rating
<b>€346bn</b> Loan portfolio	<b>€478bn</b> Assets under management	<b>~€55bn</b> Market capitalisation
<b>~29 000</b> Employees	<b>EUR 0.96</b> Proposed dividend per share for 2025	<b>EUR 0.26</b> Share buy-back per share 2025

Personal Banking

Business Banking

Large Corporates and  
Institutions

Asset and Wealth  
Management

# 1. Strategy update

## Financial and supporting targets met and exceeded

2025 financial and supporting targets	2021	2025	
Return on equity >15%	11.2%	15.5%	
Cost-to-income ratio 44–46%	48.3%	46.0%	
Cost of risk normalised at ~10bp*	1bp	5bp	
CET1 ratio ~15%, 150bp mgmt. buffer	17.0%	15.7%	
Shareholder distributions EUR 17–18bn		EUR 17.4bn**	

Note: The latest financial targets and FY 2025 figures are shown. The targets have been upgraded since originally announced at Nordea’s Capital Markets Day in 2022: return on equity above 13%, cost-to-income ratio of 45–47%, loan losses of ~10bp, CET1 ratio of 15–16% (150–200bp management buffer) and underlying total shareholder distributions of EUR 15–16bn.

\* Annualised net loan losses and similar net result, excluding management judgement buffer releases

\*\* Cumulative 2022–25

## Superior EPS growth and market-leading profitability, driven by positive jaws

### 2030 financial targets

**Return on equity**  
**>15%**

Throughout the period and significantly higher in 2030<sup>1</sup>

**Cost-to-income ratio<sup>2</sup>**  
**40–42%**

### Supported by

**High credit quality**  
Loan losses ~10bp

**Capital excellence and EUR >20bn in total shareholder distributions during 2026–30**

60–70% payout ratio with semi-annual distributions<sup>3</sup>, and buy-backs<sup>4</sup>

### 2030 ambition

**Deliver earnings per share of EUR ~2.0**

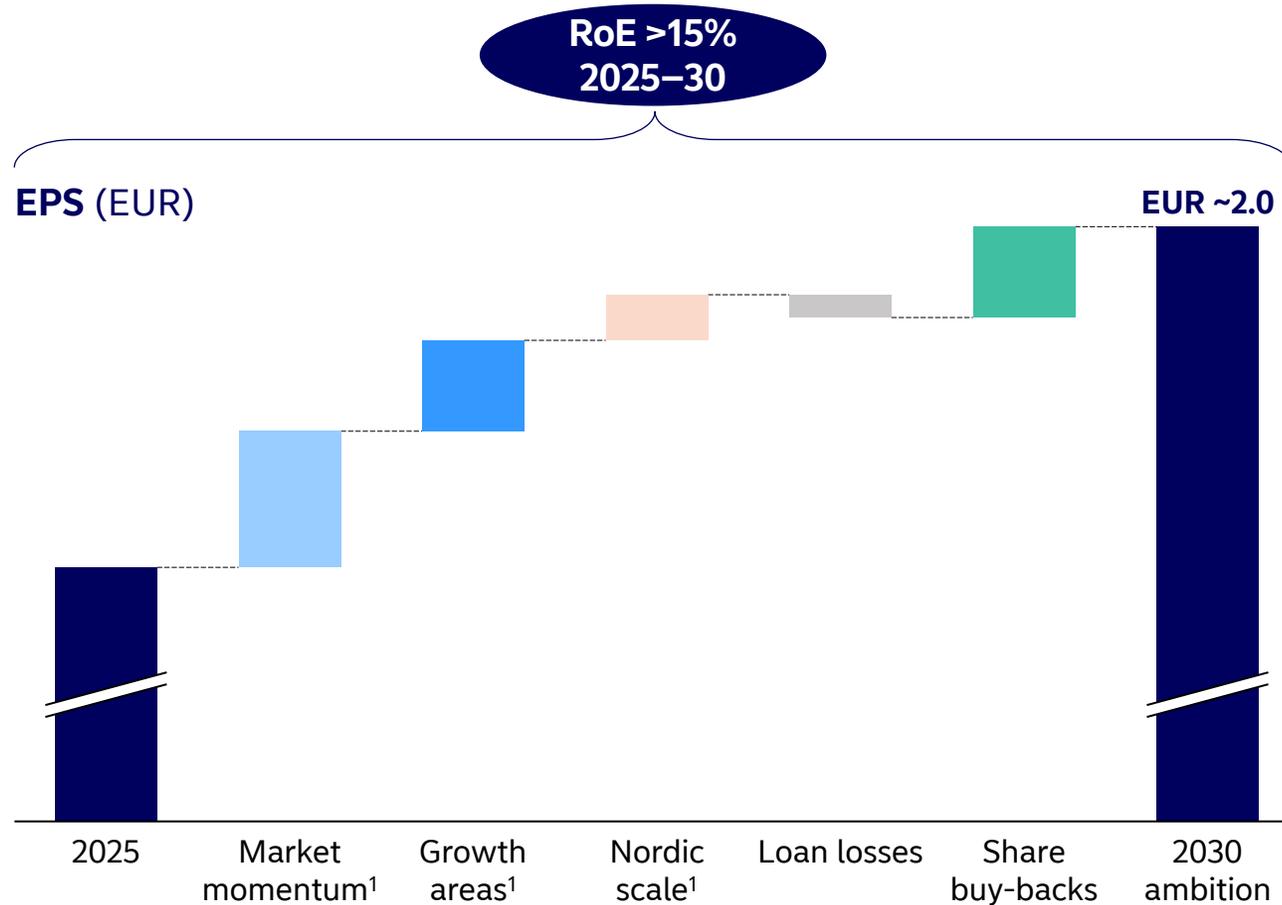
1. Assuming CET1 ratio of around 15.5%

2. Excluding regulatory fees

3. Mid-year distribution paid from retained earnings

4. Used to distribute excess capital

## Building blocks for 2030 performance



### Market momentum

- Growth at current market share, with income growing slightly faster than costs, resulting in positive jaws

### Growth areas

- Additional growth in targeted areas with low marginal cost-to-income ratio

### Nordic scale

- Structural efficiency improvements across processes, technology, data & AI

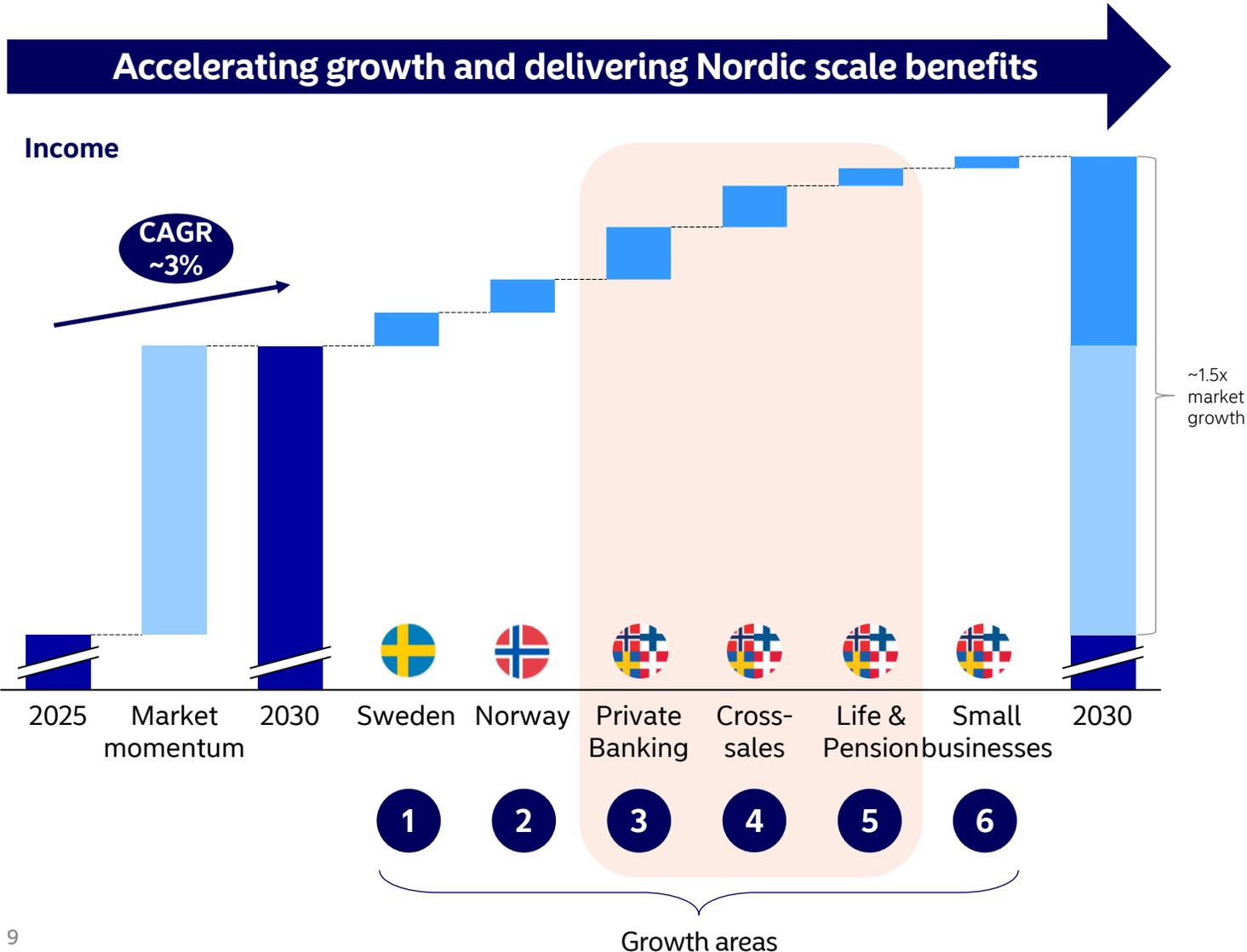
### Low credit losses

- Loan losses ~10bp or lower throughout

### Share buy-backs

- Capital efficiency; CET1 ratio ~15.5%

## Six growth areas driving above-market income growth



### 1 Win Sweden

- Accelerate growth in largest market
- Capitalise on momentum with high market shares across businesses
- Expand growth effort to include LC&I and underpenetrated segments

### 2 Grow Norway

- Expand personal banking relationships and accelerate growth in corporate segments

### 3 4 5 Nordic savings

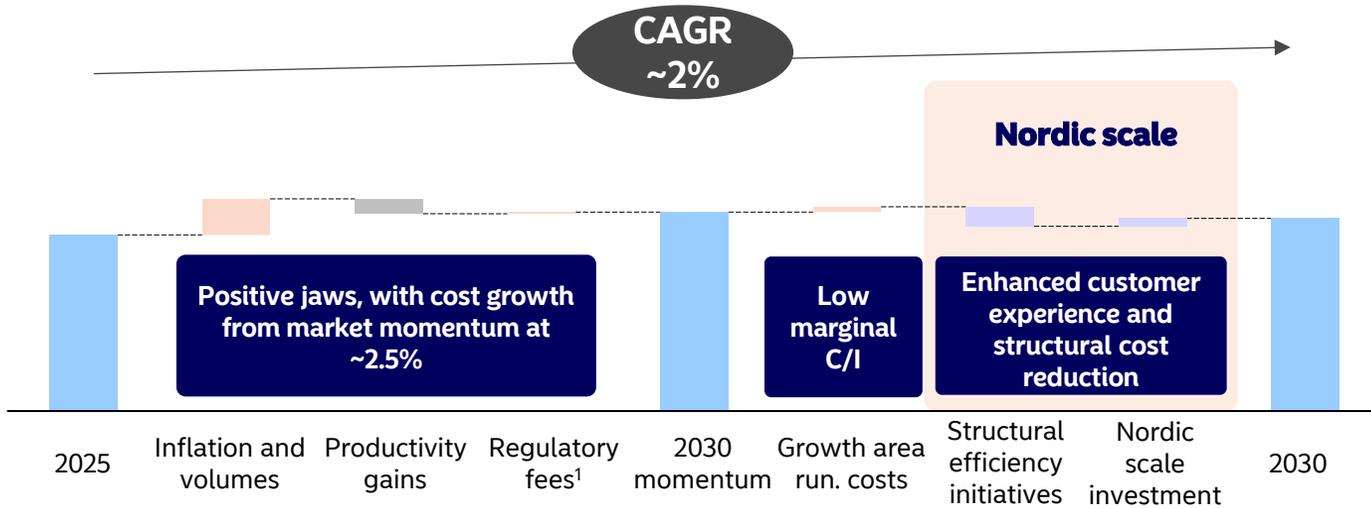
- Deliver full potential of largest savings franchise in Nordics
- Drive leading and most efficient savings franchise for all customers in Nordics, combining scale, speed and first-class in-house asset management

### 6 Leading offering for small businesses

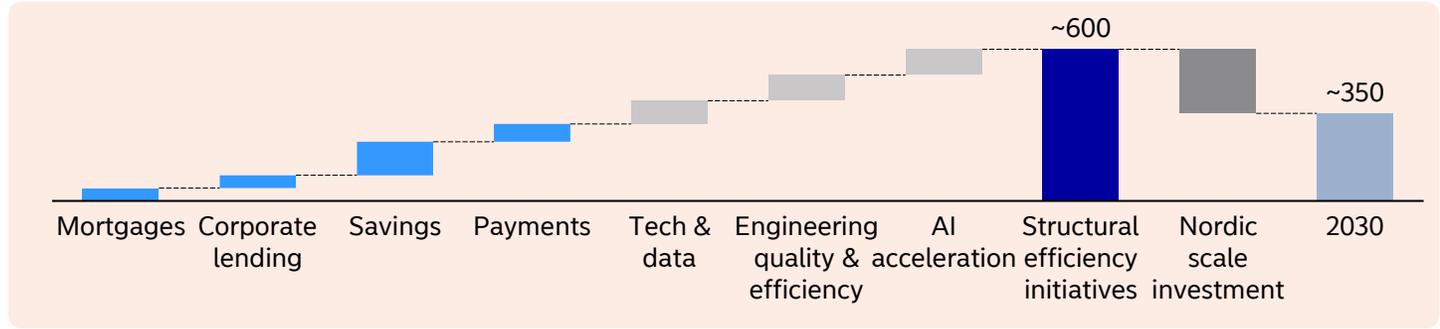
- Capture profitable and underserved segment by offering increasingly digital products and solutions

## Structural cost efficiencies, driven by Nordic scale

### Cost growth below inflation, driven by structural improvements



### Nordic scale – structural efficiency improvement 2030 (EURm)



## >10% gross cost reduction from Nordic scale

### Redesigning four key processes for streamlined end-to-end value streams

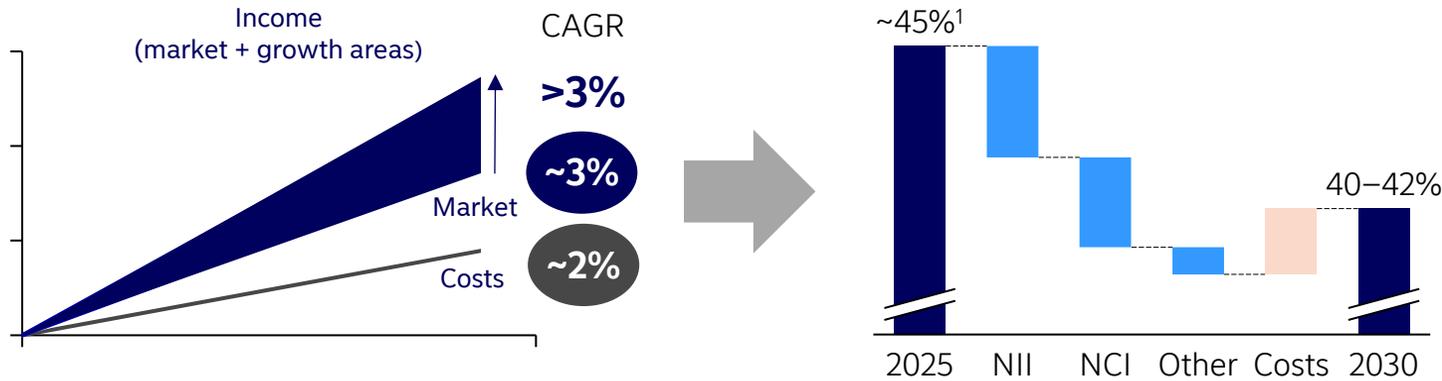
- Automated, AI-enabled new mortgage flows
- End-to-end digitalised corporate lending process
- Digitalised savings services built on modern infrastructure, driving advisory efficiency
- Modernised global payment platform based on Nordic architecture and simplified operating model

### Technology behind Nordic scale

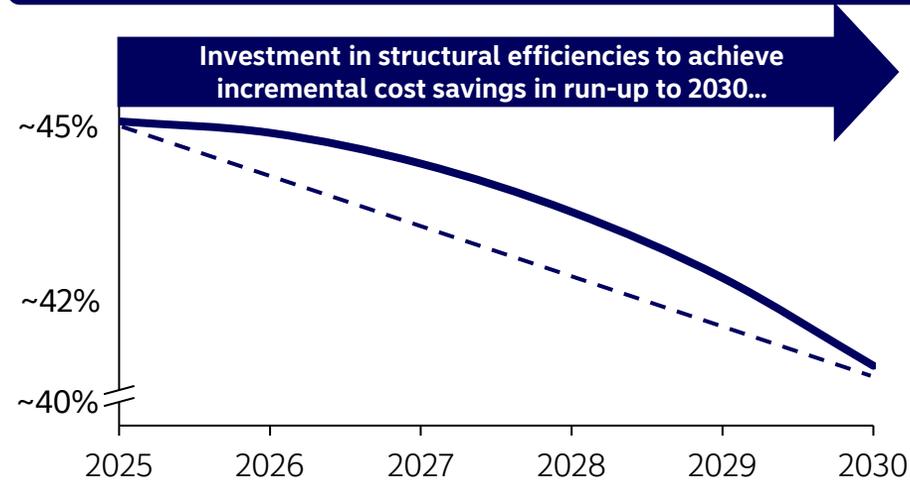
- Modernisation of technology and data, with priority on exiting legacies
- Improved resilience and security, and efficiency through engineering excellence
- Business processes transformed through AI

## Better operating efficiency

Positive jaws with faster-than-market income growth improving C/I ratio<sup>1</sup>



### Cost-to-income ratio<sup>1</sup> improving in run-up to 2030



...aims to deliver annual improvement in cost-to-income ratio, driven by positive jaws

### Drive focused profitable growth

- Market-driven income growth CAGR ~3% 2025–30
- In addition, faster-than-market income growth through targeted growth areas, further enhancing positive jaws

### Invest in key levers

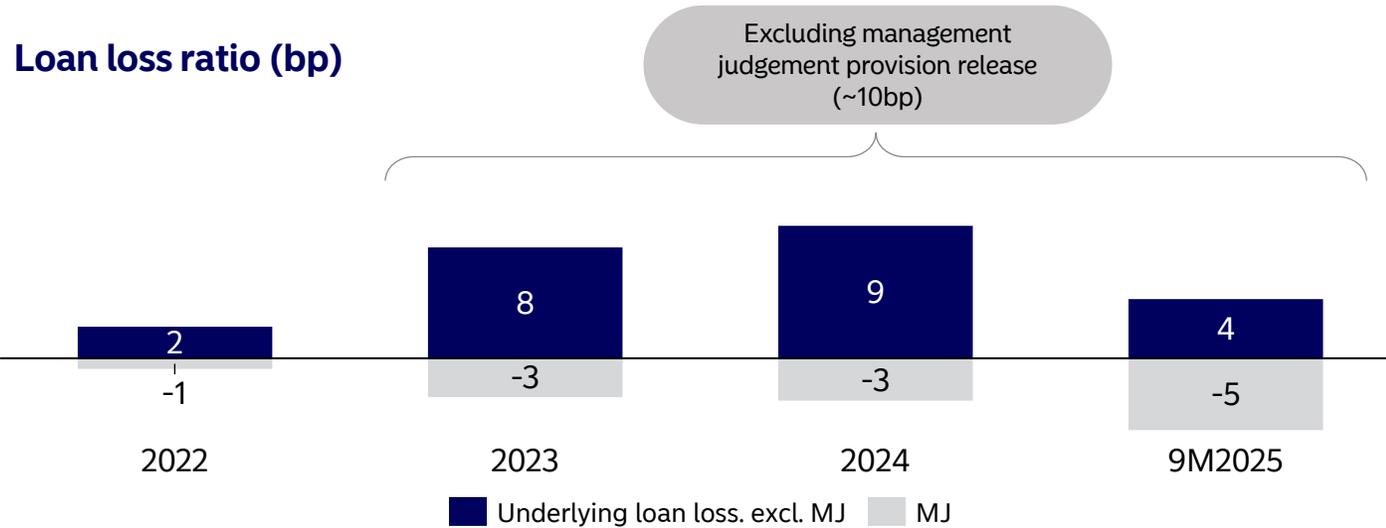
- Nordic scale investments: a material driver for efficiency via structural cost reduction and enhanced customer experience in growth areas

### Rigorous cost efficiency

- Cost increases from inflation and volumes offset by continuous operational productivity gains and structural efficiency initiatives
- Total cost CAGR below inflation at approximately 2% 2025–30

Cost of risk

**Net loan losses and similar net result ~10bp or lower**



**Loan losses from portfolio ~10bp or lower, as expected<sup>1</sup>**

- Purely Nordic low risk portfolio with more than half of exposure to households
- Corporate portfolio well diversified across sectors, with no concentrations

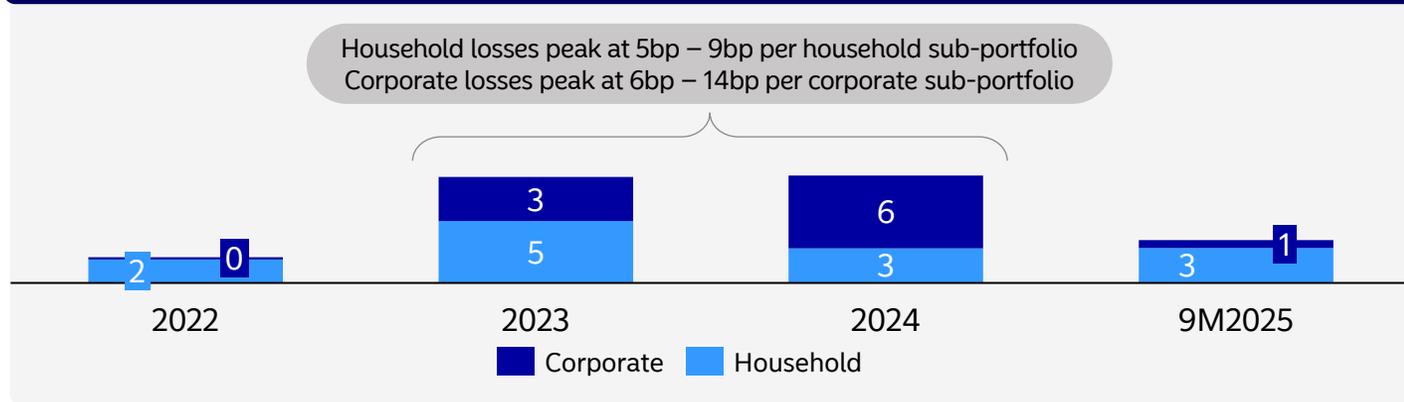
**Robust credit quality**

- Loan losses below 10bp even in recent higher inflation and interest rate environment

**Continued management judgement releases**

- EUR 291m in provisions remaining

**Cost of risk for corporates and households, excl. MJ (bp)**

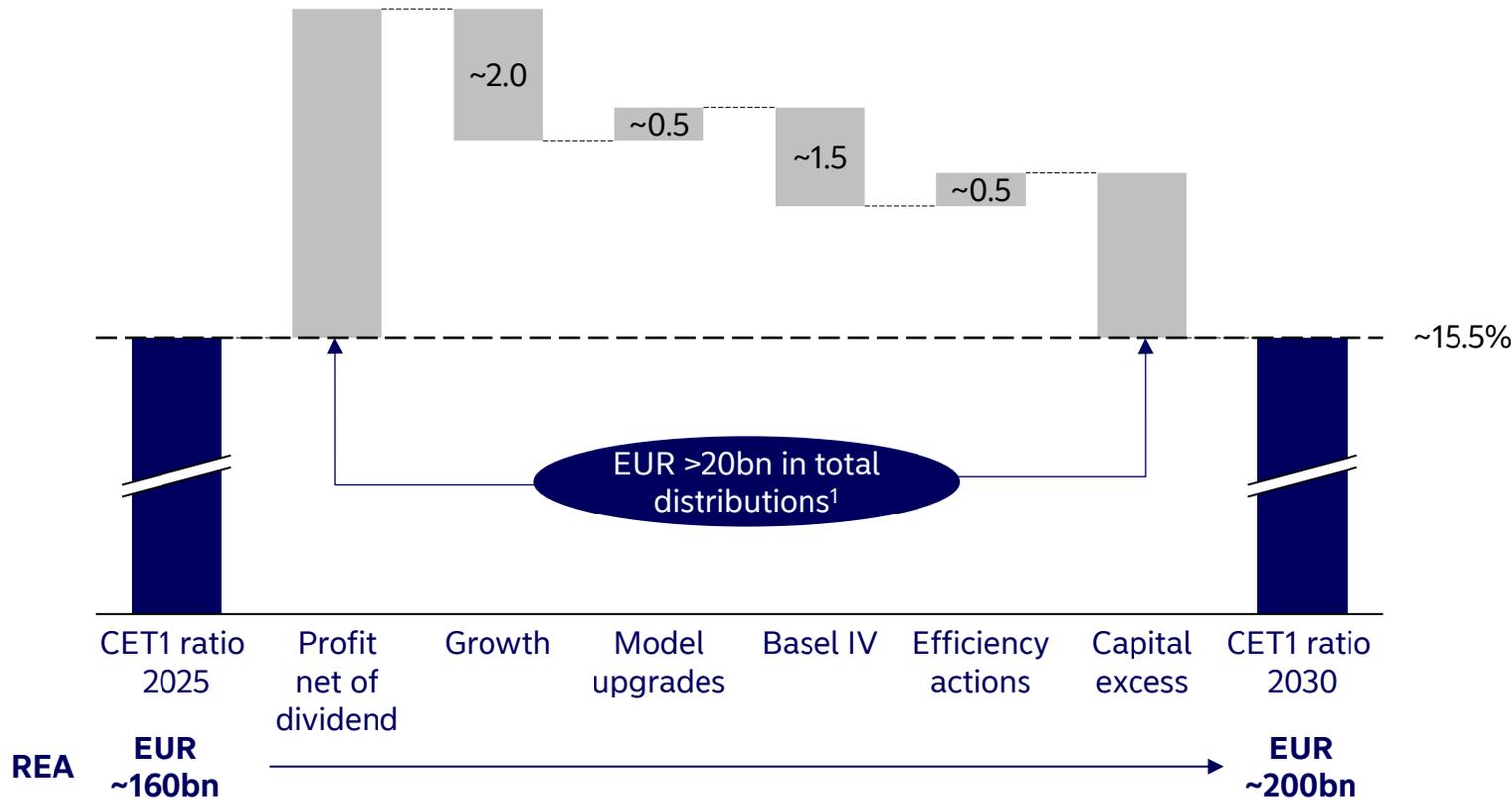


12 1. Excluding management judgement (MJ) provision releases

# Continued capital excellence – generate, deploy, distribute

**Stable CET1 requirements, with capital policy maintained at ~15.5%**

CET1 ratio development, %



## Strong capital generation deployed for growth and shareholder returns

- Total distribution (dividend and buy-backs) above EUR 20bn<sup>1</sup> 2026–30
- REA development in line with growth plans
- REA inflation from Basel IV output floor managed through capital efficiency initiatives, including targeted use of securitisation
- Capital excess deployed for bolt-on M&A and share buy-backs

## Capital and dividend policies unchanged

- Capital policy of 150bp buffer and dividend policy of 60–70% payout ratio

## Introduction of semi-annual distributions

- Interim distribution of 50% of half-year profits shortly after second-quarter results

## 2. Quarterly update

## **Executive summary**

### **Resilient and strong performance despite muted consumer sentiment due to geopolitical tensions**

- Return on equity\* 14.4% and earnings per share EUR 0.34

### **Continued solid growth in lending and deposit volumes and assets under management**

- Corporate lending up 8% y/y, mortgage lending up 1%. Retail deposits up 6% y/y, corporate deposits up 1%. AuM up 13% y/y

### **Income resilient**

- Total income stable y/y. Net interest income down 5%, as expected; net fee and commission income up 3% and net fair value result up 28%

### **Expenses down with firm cost management**

- Total expenses down 3% y/y with stable levels of strategic investment

### **Strong credit quality – net loan losses again well below long term expectation**

- Net loan losses and similar net result EUR 49m or 5bp (EUR 66m or 7bp excluding management buffer reduction)

### **Continued strong capital generation; EUR 250m share buy-back programme executed and new EUR 500m one launched**

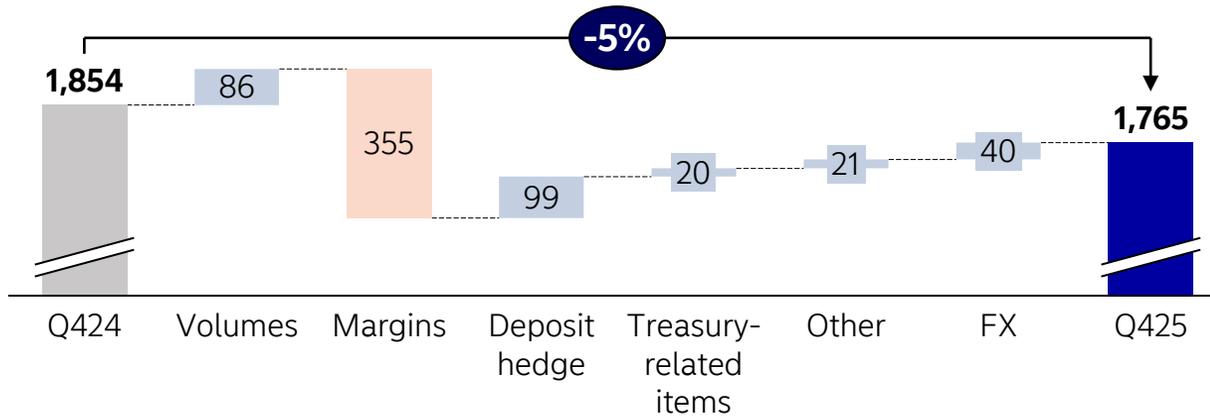
- CET1 ratio 15.7% – 1.9pp above current regulatory requirement
- Dividend of EUR 0.96 per share proposed for 2025, compared with EUR 0.94 per share for 2024

### **2026 outlook: return on equity greater than 15% and cost-to-income ratio excluding regulatory fees around 45%**

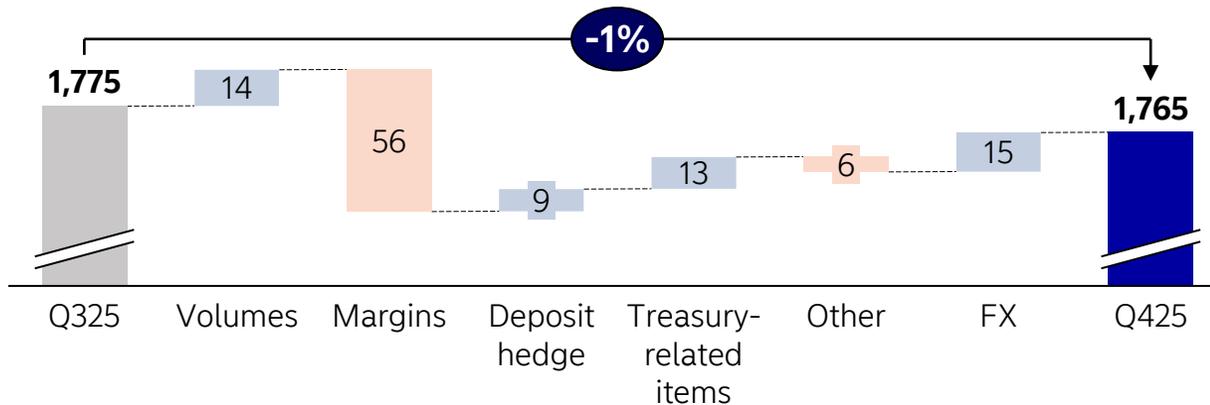
Net interest income

## Strong business volume growth, lower margins as expected

### Year-over-year bridge, EURm



### Quarter-over-quarter bridge, EURm

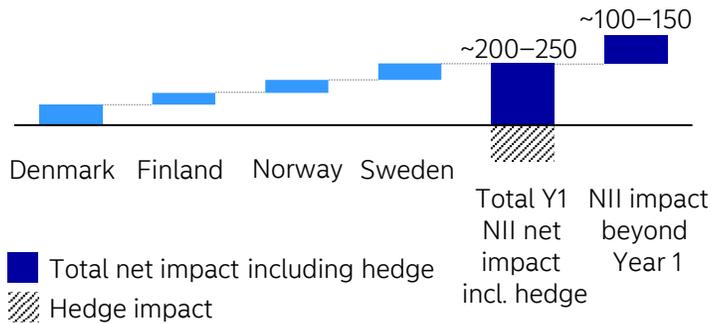


- **Net interest income down 5% y/y, as expected**
- **Strong lending and deposit growth**
  - Corporate lending up 8%
  - Mortgages up 1%
  - Retail deposits up 6%
  - Corporate deposits up 1%
- **Net interest margin 1.57% (1.73% Q424; 1.59% Q325)**
  - Lower deposit and equity margins, driven by lower policy rates, and lower lending margins – offset by positive contribution from deposit hedge

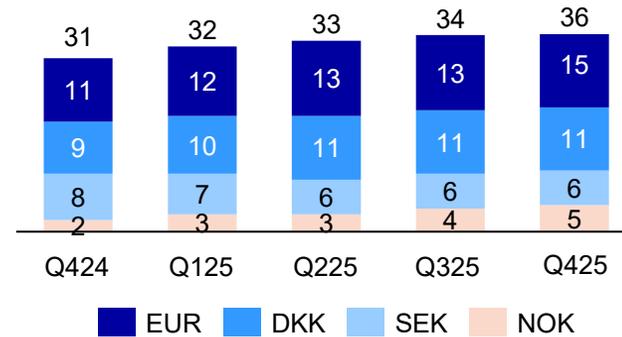
Net interest income sensitivity

# Net interest income sensitivity to policy rate changes

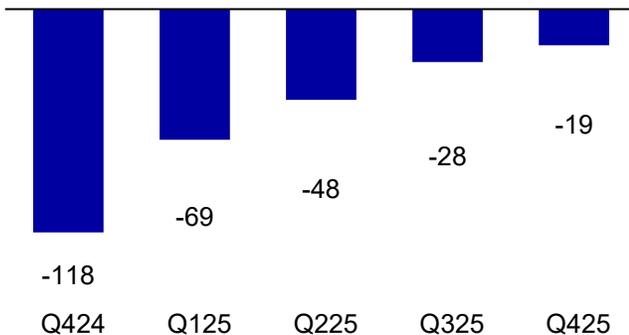
**Sensitivity to +50bp parallel shift in policy rates\*, EURm**



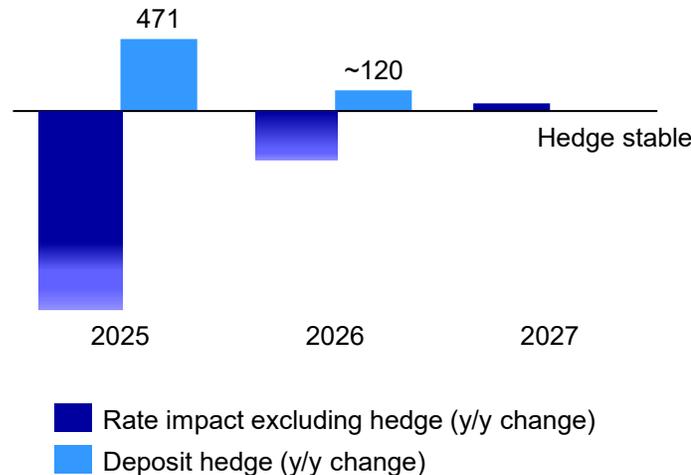
**Deposit hedge – nominal volume, EURbn**



**Quarterly NII impact from deposit hedge (absolute), EURm**



**Deposit hedge to partially offset NII impact from lower policy rates, EURm\*\***



- NII impact largely driven by policy rates and pass-through**

- Actual pass-through varying between account types and countries, and throughout rate cycles
- Sensitivity reflecting modelled risk over cycle – NII impact lower following initial rate cuts and higher thereafter

- Group NII also impacted by other drivers**

- Volumes and loan/deposit pricing
- Wholesale funding costs

- Deposit hedging reduces sensitivity to interest rate changes**

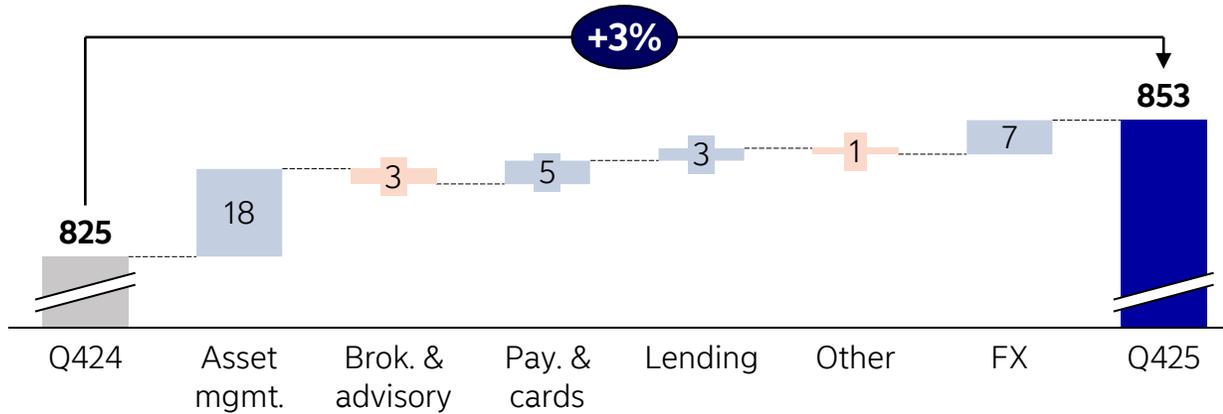
- Average hedge maturity ~3 years
- Additional NII impact in Y2–Y3 as assets repriced and hedges rolled over

\* Symmetrical for -50bp parallel shift  
 \*\* Based on end-Q4 market rates

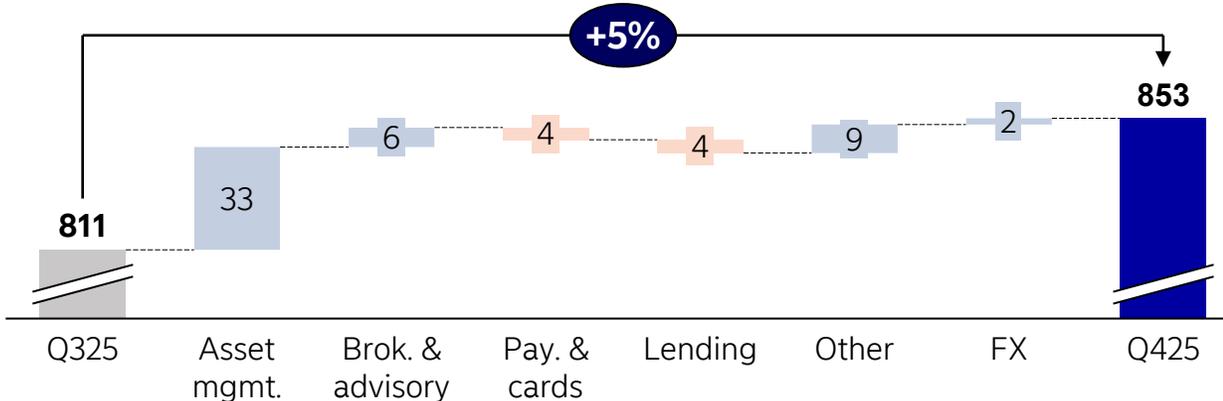
Net fee and commission income

## Continued growth, driven by savings and payments

### Year-over-year bridge, EURm



### Quarter-over-quarter bridge, EURm

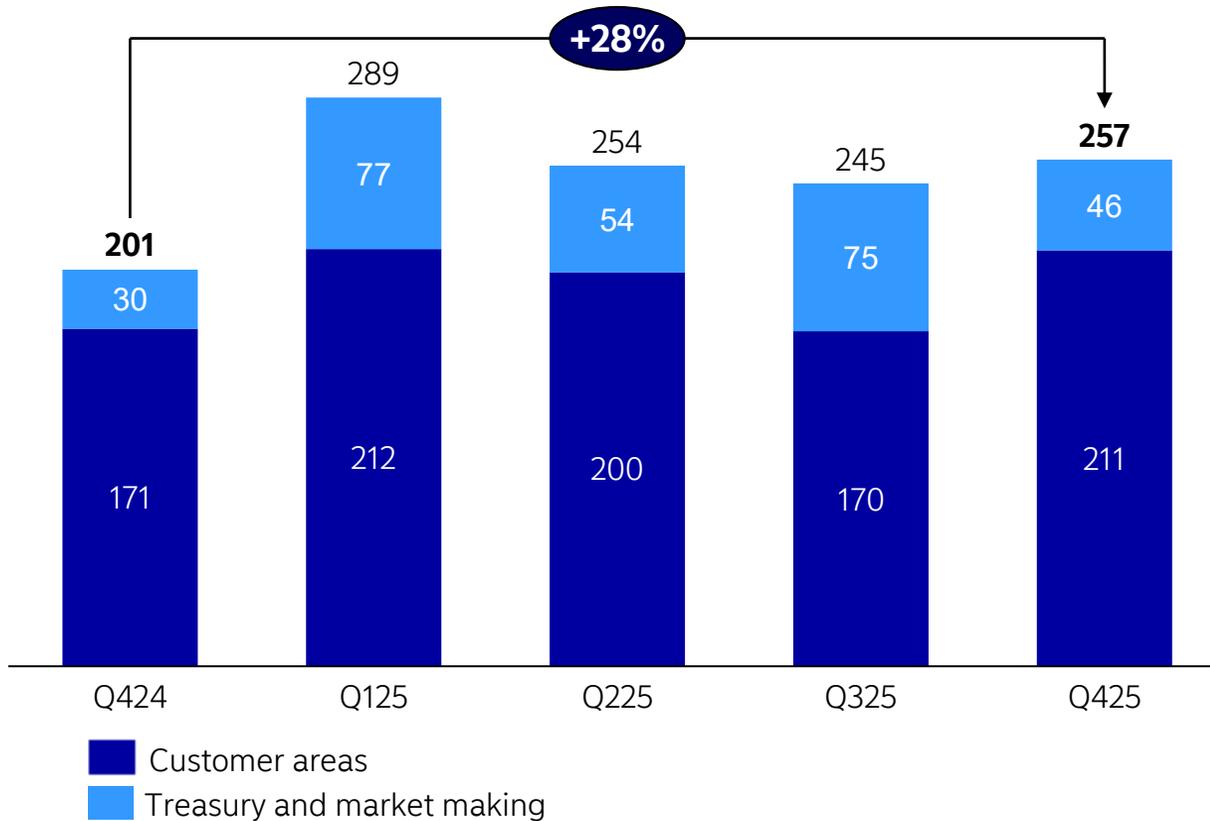


- **Net fee and commission income up 3% y/y**
- **Savings fee income up**
  - AuM up 13%, to EUR 478bn
  - Net flows in Nordic channels (86% of AuM) EUR 4.8bn
  - Net flows in international channels (14% of AuM) EUR 1.7bn
- **Brokerage & advisory fee income down; lower debt capital markets income, stronger secondary equities income**
- **Higher customer activity driving payment and card fee income**
- **Lending fee income up, driven by higher activity**

Net fair value result

## Higher customer activity and stronger market making

Net fair value result, EURm

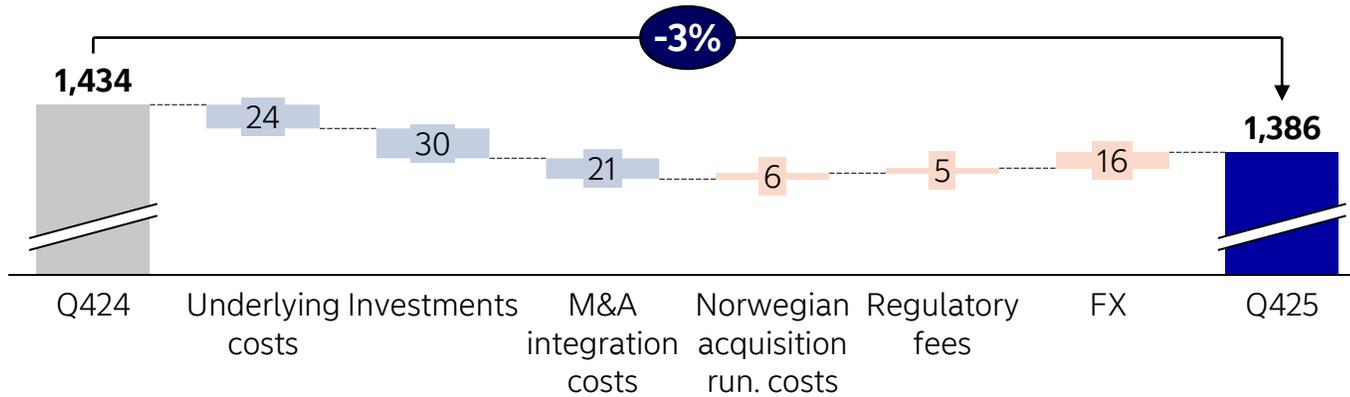


- High customer activity in FX and interest rate hedging
- Market making up, mainly driven by rates products. Good activity across different products
- Treasury up, driven by positive revaluations

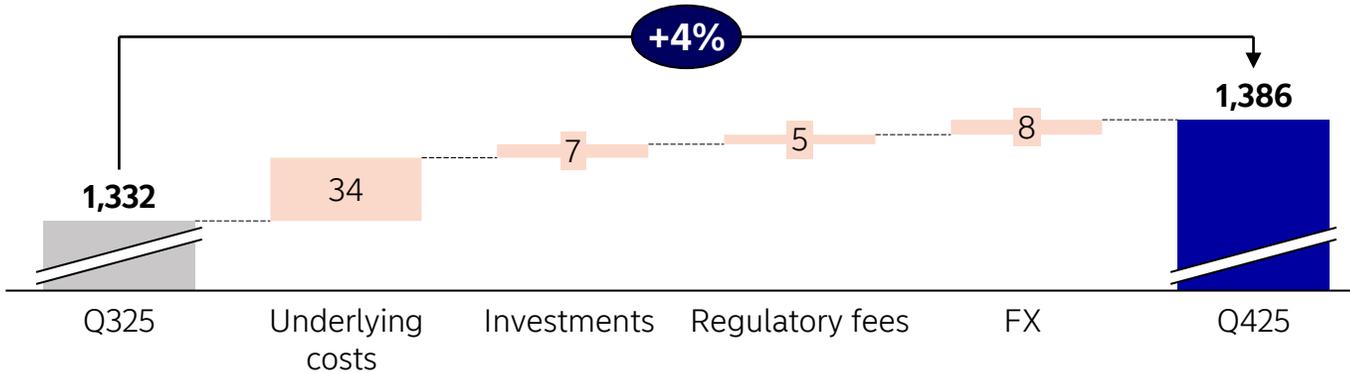
Costs

**Costs down in line with plan**

**Year-over-year bridge, EURm**



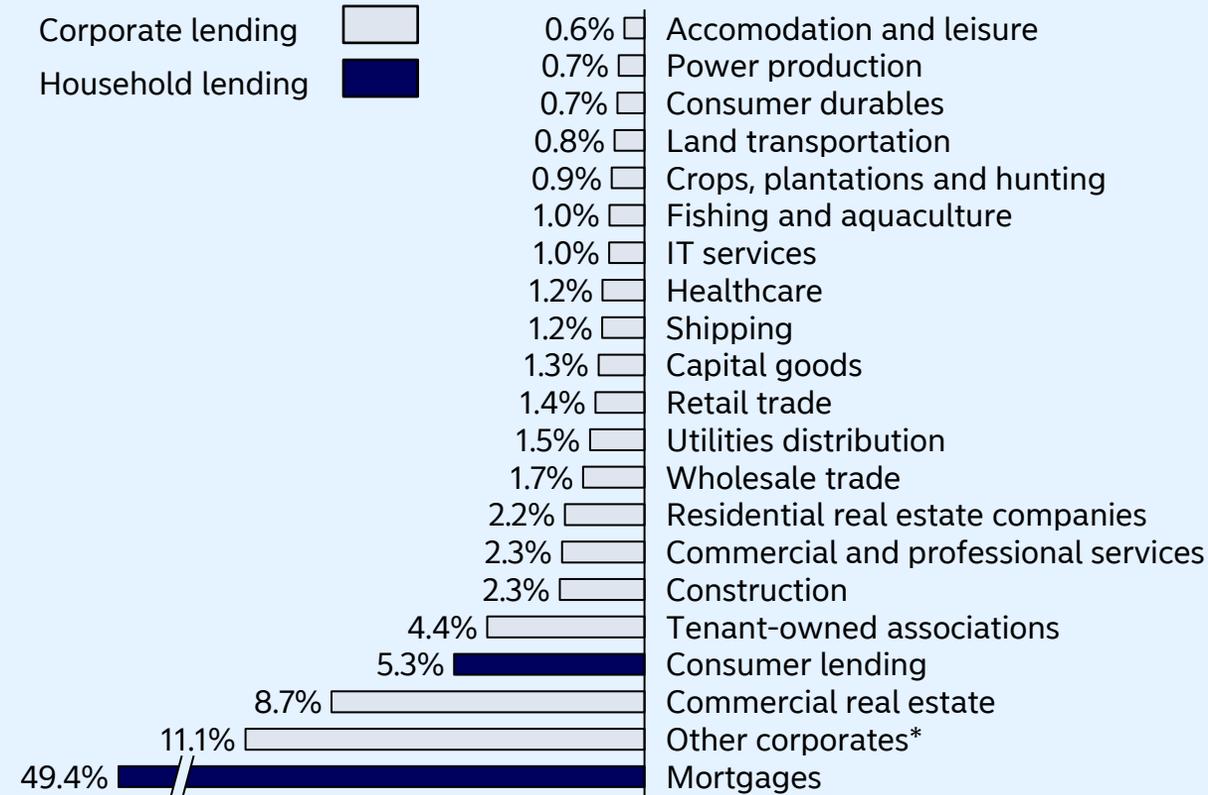
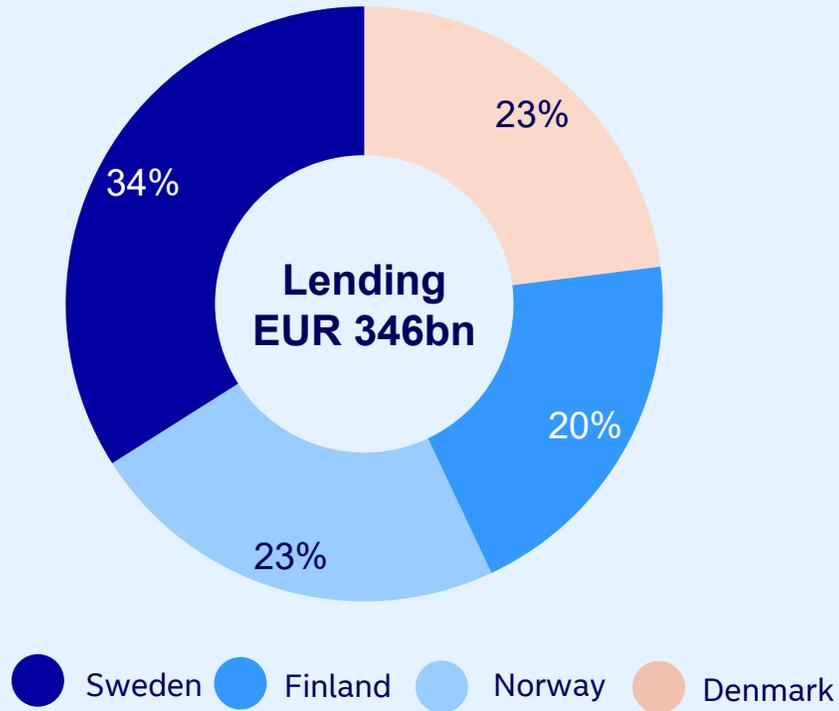
**Quarter-over-quarter bridge, EURm**



- **Total costs down due to stabilised strategic investment levels and active cost management**
  - Underlying costs down, primarily driven by reduction in number of employees
  - Investment levels in strategic areas stabilised in line with plan, down from Q424
  - M&A integration costs down (Q424 included Norwegian acquisition integration costs)

## 3. Credit quality

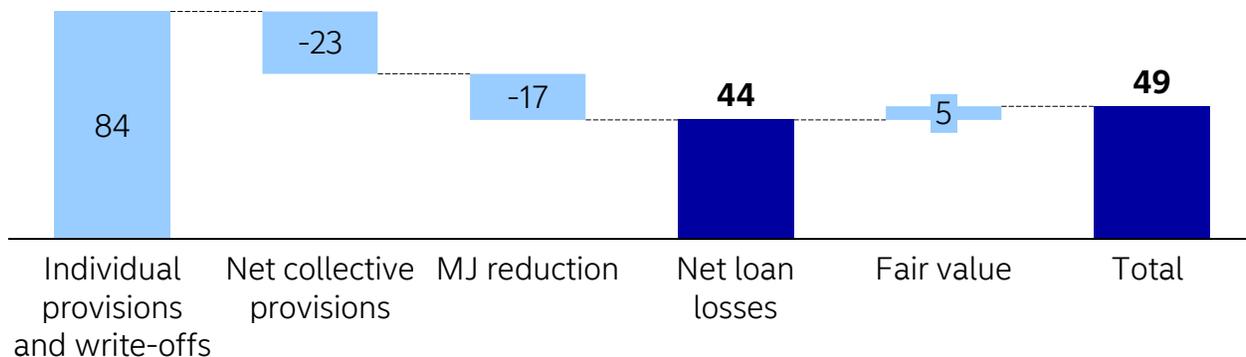
# Well diversified pan-Nordic financial service provider



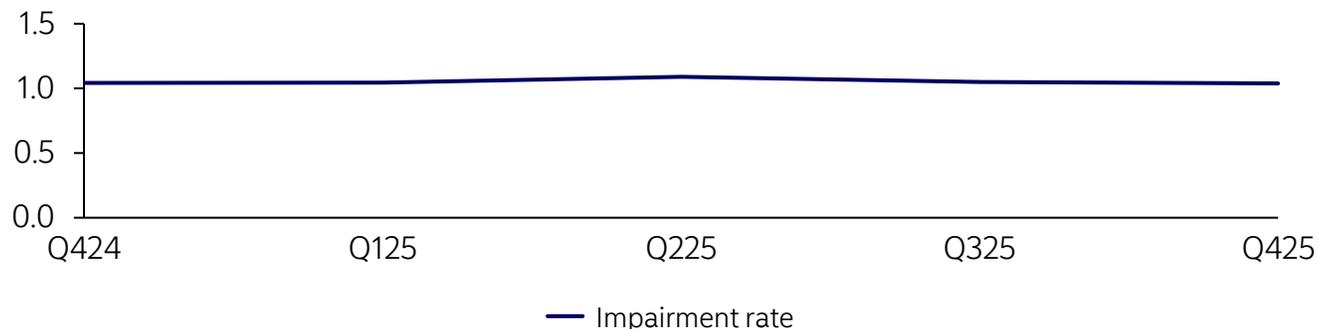
Net loan losses and similar net result

## Very strong credit quality

### Net loan losses and similar net result, EURm



### Impaired (stage 3) loans, %



- **Net loan losses and similar net result EUR 49m (5bp)**

- Individual provisions and write-offs in line with normal fourth quarter and driven by corporates (mainly SMEs), with no industry concentration
- Reduced need for collective provisioning for corporates and households due to favourable credit portfolio developments and outlook
- Management judgement buffer reduced by EUR 17m (now at EUR 276m), driven by decreased uncertainty and lower credit risk due to lower interest rates and inflation

- **Provision levels strong at EUR 1.5bn**

- Strong coverage reflecting high levels of collateral

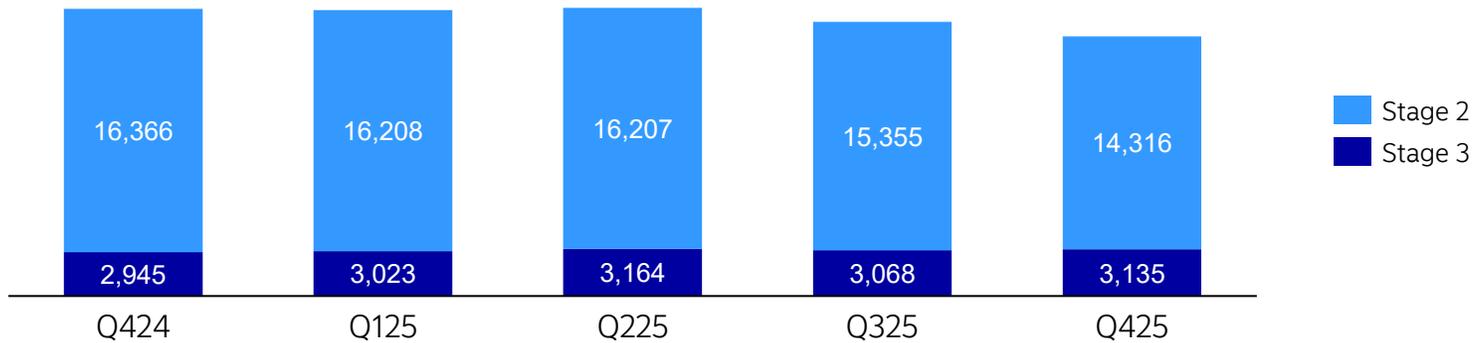
- **Low level of non-performing loans**

- Stage 3 loans down at 1.04%

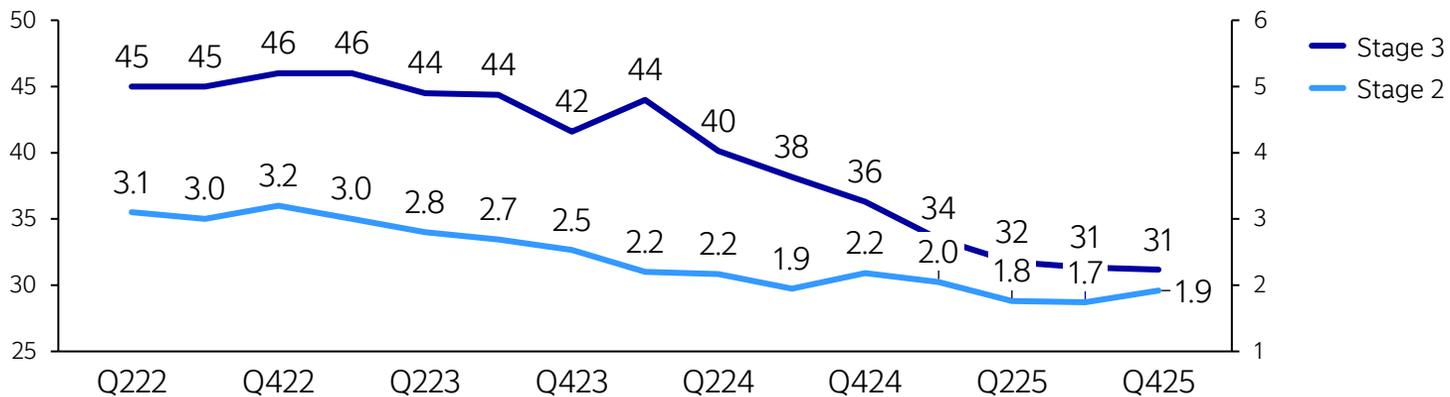
## Impairments and provisioning coverage

### Further reduction in high-risk exposure

#### Stage 2 and 3 loans at amortised cost, EURm



#### Coverage ratio, %

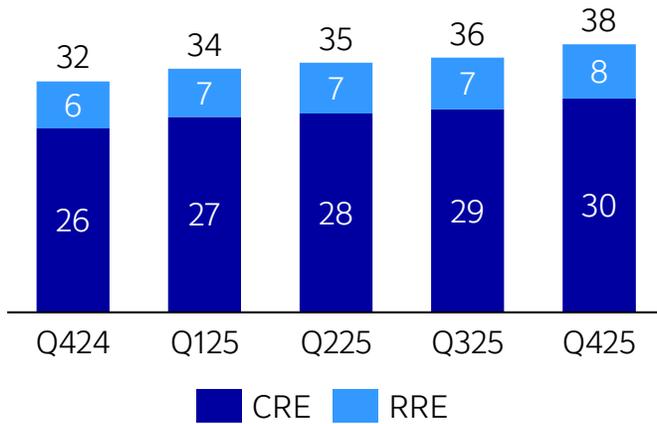


- **Stage 2 loans stable at 5% of total loans**
  - Decrease of EUR 1bn, driven by improved economic environment
- **Stage 3 loans down at 1.04% of total loans**
  - Small increase in stage 3 loans offset by larger increase in total lending
- **Coverage ratio for stage 3 portfolio stable at 31%**
  - Both stage 3 lending and allowances slightly up
  - Stage 2 coverage ratio up, mainly due to upgrade of some loans to stage 1
  - Solid coverage reflecting high levels of collateral
- **Coverage ratios some of highest among Nordic peers**

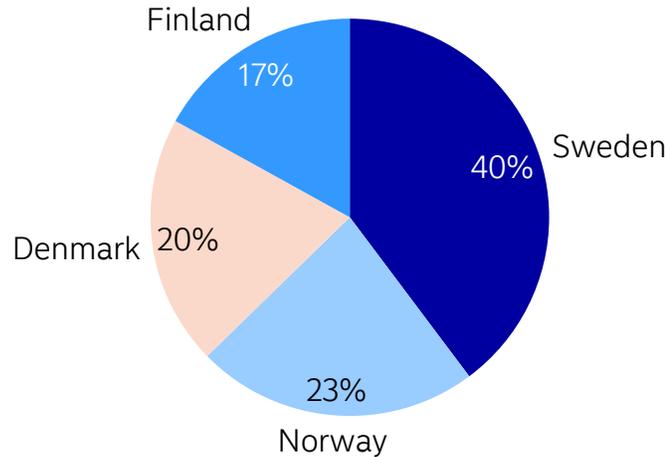
Credit portfolio – real estate management industry (REMI)\*

**Well-diversified portfolio, high-quality lending**

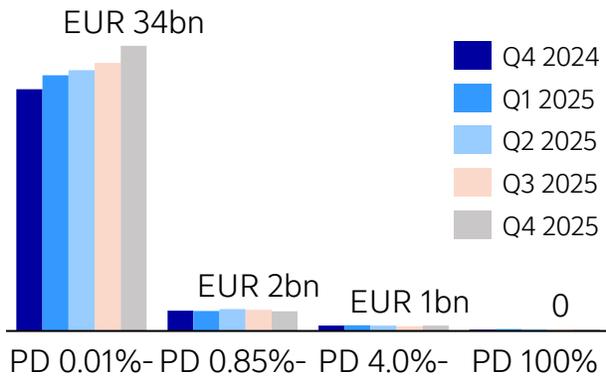
**Lending volumes increasing slightly**



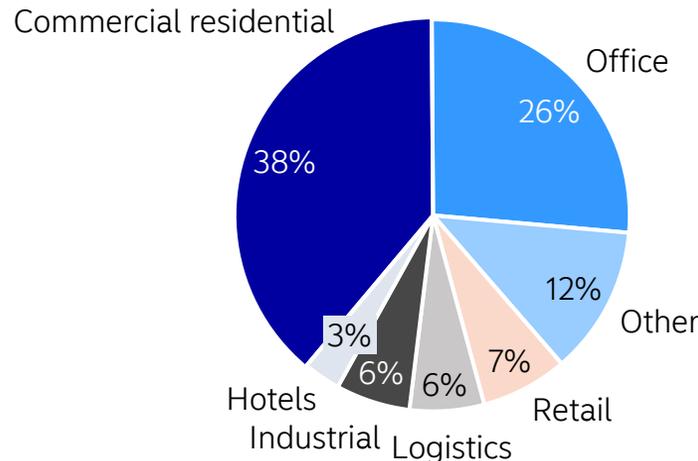
**Diversified across countries**



**91% of portfolio with low probability of default (PD)**



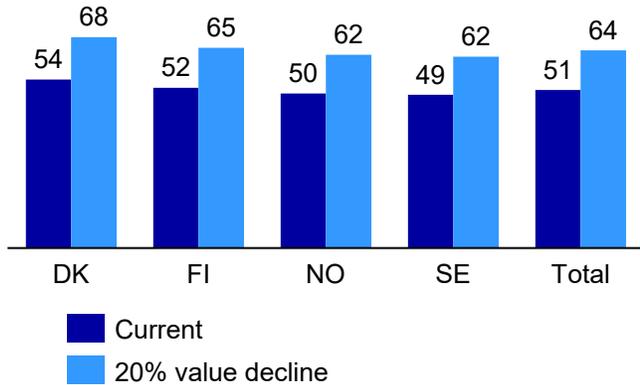
**Diversified across types**



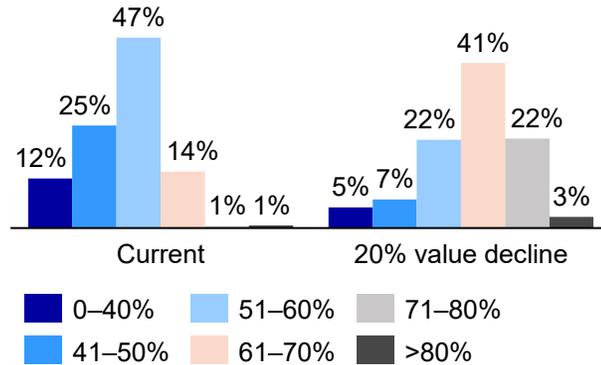
- **Well-diversified portfolio across Nordic markets**
- **91% of exposure towards low-risk customers, 6% towards increased risk, only 2% towards high risk and less than 1% impaired**
- **Portfolio mainly comprising central, modern office and residential properties**
- **Strict underwriting standards: conservative credit policy with focus on cash flow**

## Solid LTVs, resilient interest coverage, high occupancy

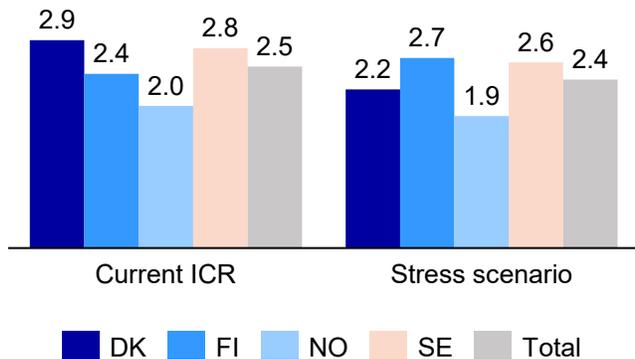
### Solid LTV levels for all countries



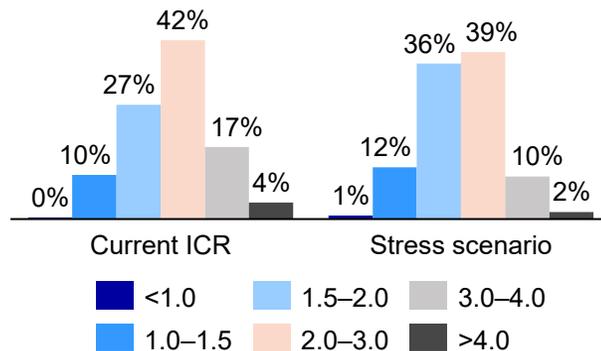
### Majority of portfolio with low LTV



### High ICR in all countries



### ICR above 1.0 in stress scenario for 99% of portfolio

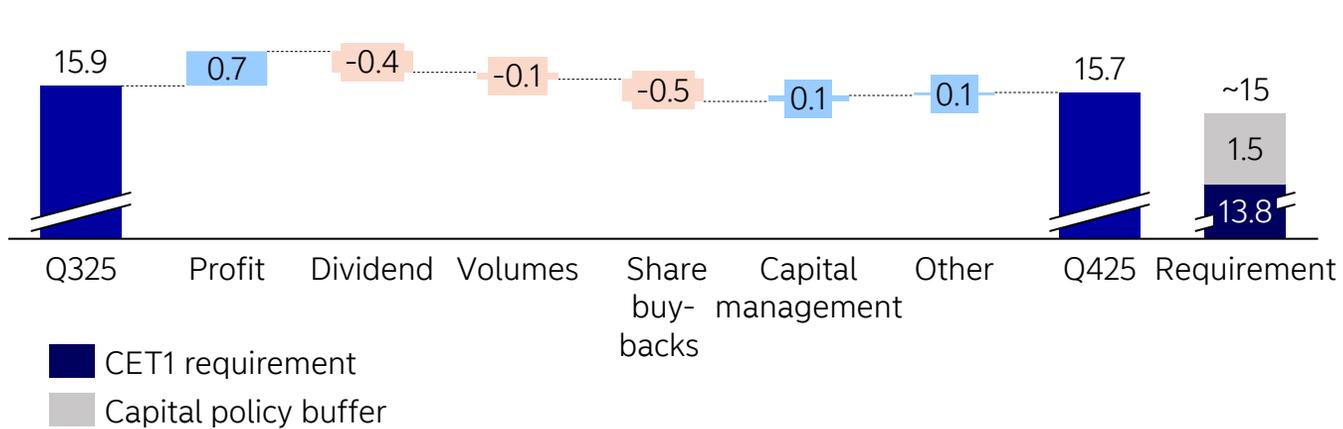


- **85% of exposures with LTV below 60%**
  - In event of 20% decline in market value, 75% of portfolio still with LTV below 70%
- **Average interest coverage ratio (ICR) 2.5x**
  - Average ICR 2.4x in stress scenario
  - Stress scenario: all debt refinanced day one at 5Y swap rates plus margins (4.0–5.5%); no hedging
- **Strict interest rate hedging requirements**
  - 64% of customer debt hedged, with average maturity 4.2 years
- **Low vacancy rates, with average letting ratio 95%**

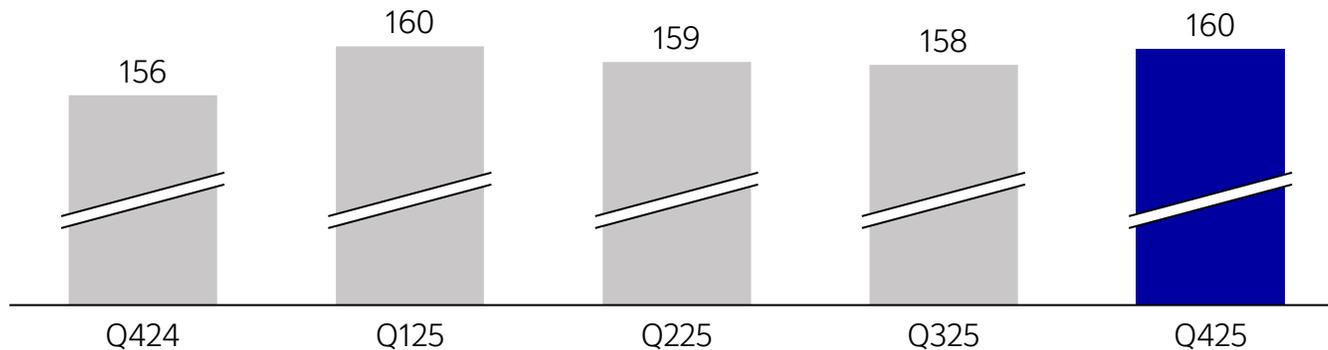
## **4. Capital, liquidity and funding**

## Strong capital position

CET1 capital ratio development, %



REA development, EURbn

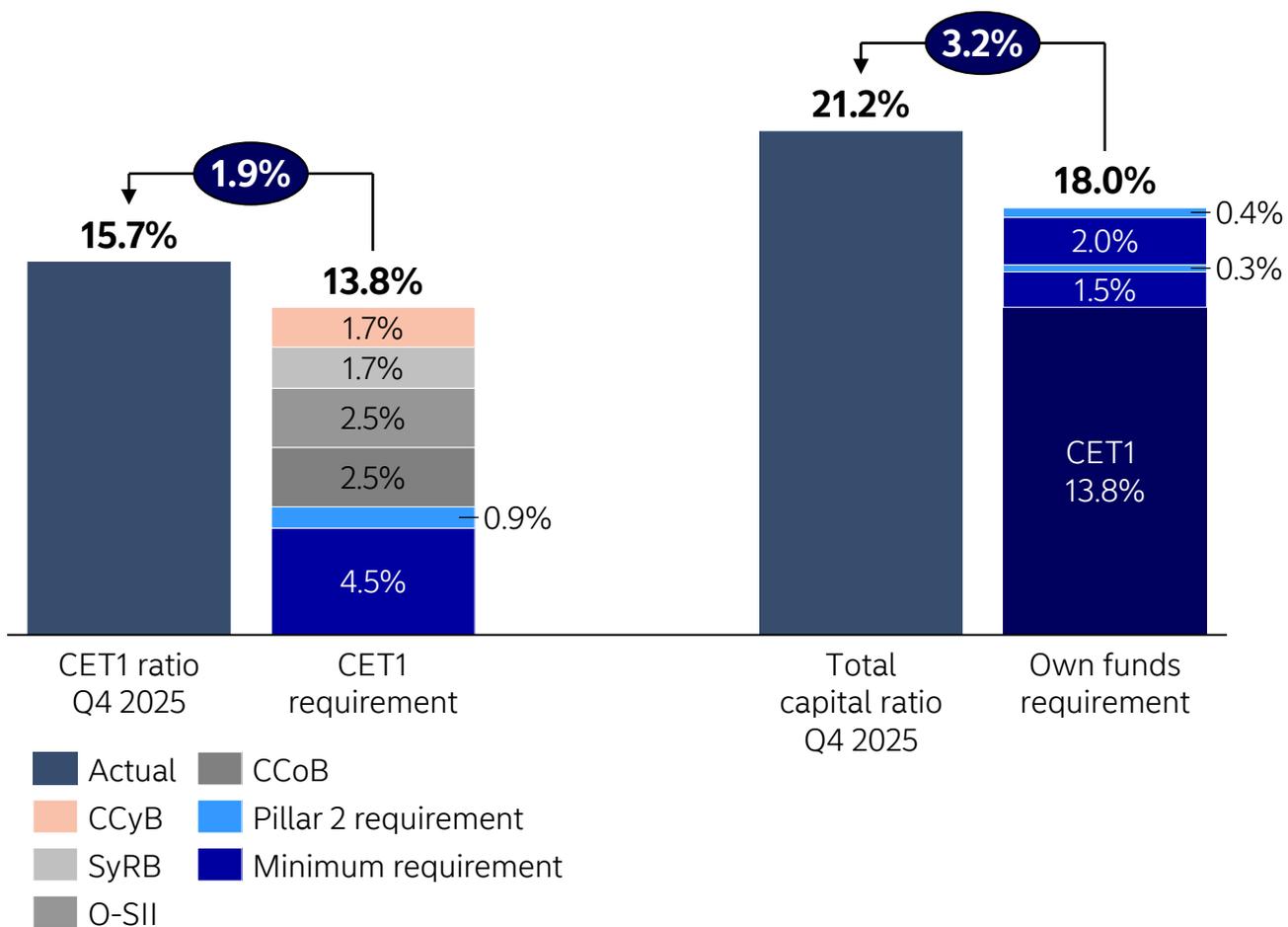


- CET1 capital ratio 15.7%**

- 1.9 percentage points above regulatory requirement
- Strong capital generation, with excess deployed for volume growth and two new share buy-back programmes
- Risk exposure amount (REA) up EUR 1.3bn due to increased lending volumes – partly offset by capital management initiatives, including launch of new risk-sharing transaction in October

## Strong capital position

Capital position and requirements (%)



- **CET1 capital ratio 15.7%**

- 1.9 percentage points above regulatory requirement, corresponding to CET1 buffer of EUR 3.1bn

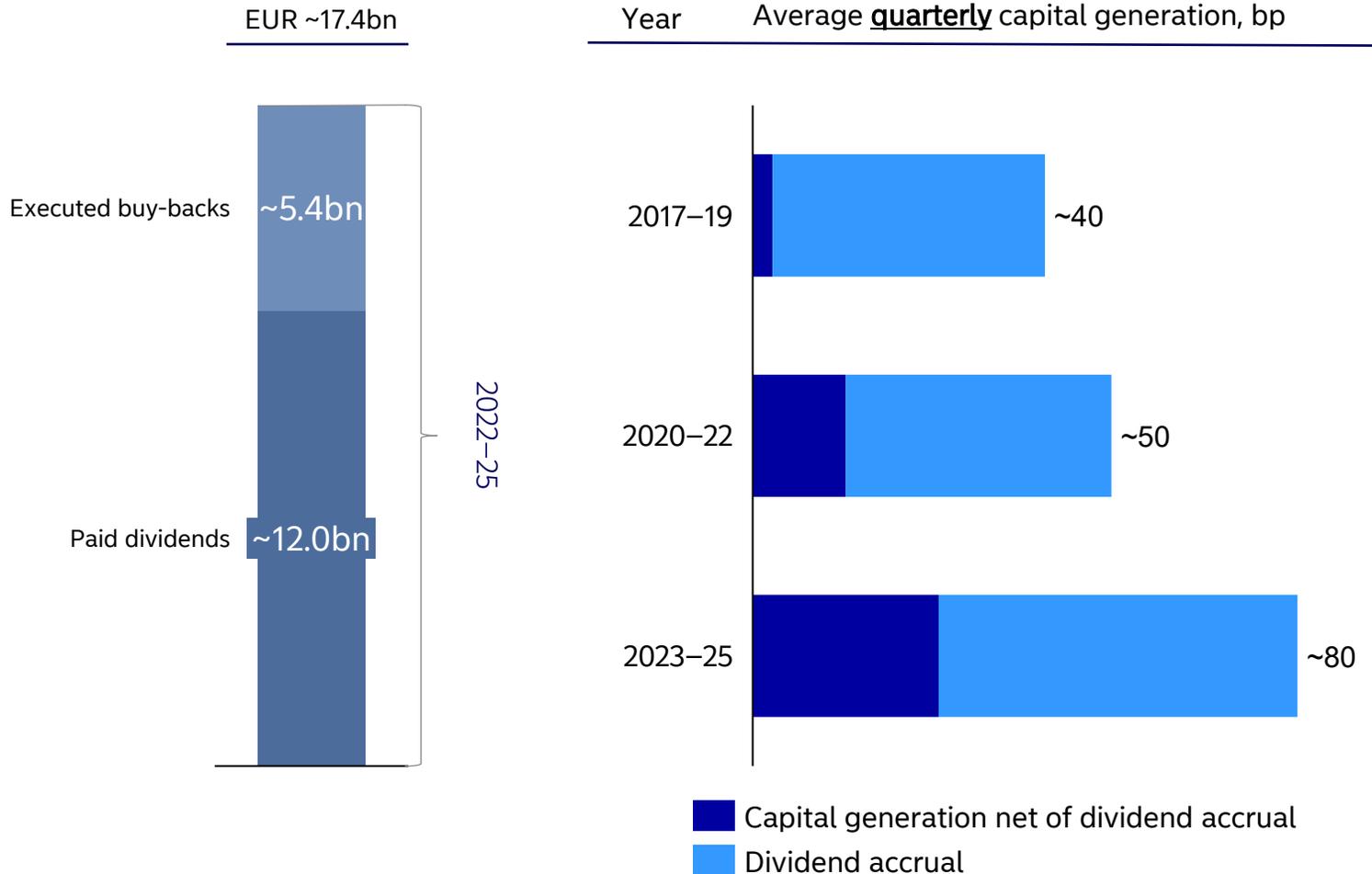
- **Regulatory developments**

- CET1 requirement up by ~20bp due to full reciprocation of Norwegian systemic risk buffer of 4.5% by Finnish Financial Supervisory Authority
- Final European Central Bank Supervisory Review and Evaluation Process decision: P2R maintained at 1.60%, of which 0.90% must be met with CET1 capital

Capital excellence

## Strong capital generation supporting returns

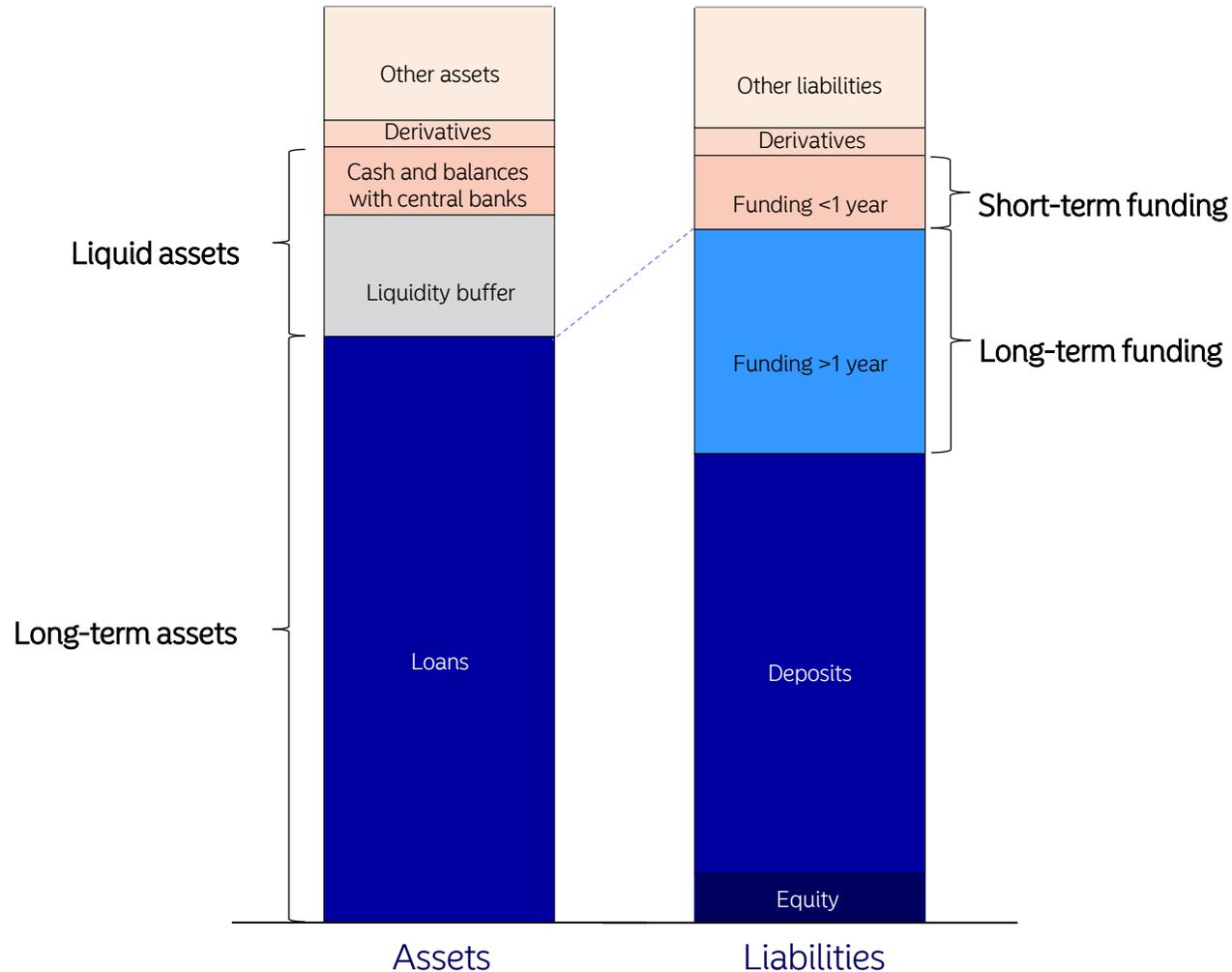
Shareholder returns supported by continued strong capital generation



- **Capital return commitment reaffirmed**
  - Strong capital generation
  - Unchanged dividend policy, with mid-year dividend<sup>1</sup>
  - Share buy-backs to distribute excess capital
- **EUR 250m share buy-back programme completed on 12 December and new EUR 500m share buy-back programme launched on 18 December**

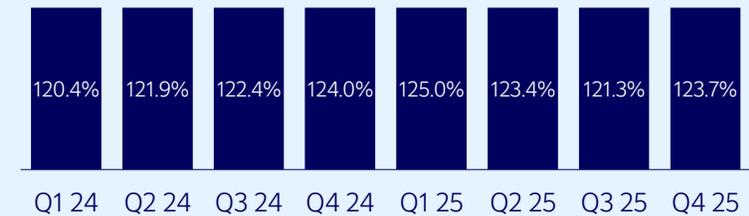
# Strong balance sheet structure

Q4 2025



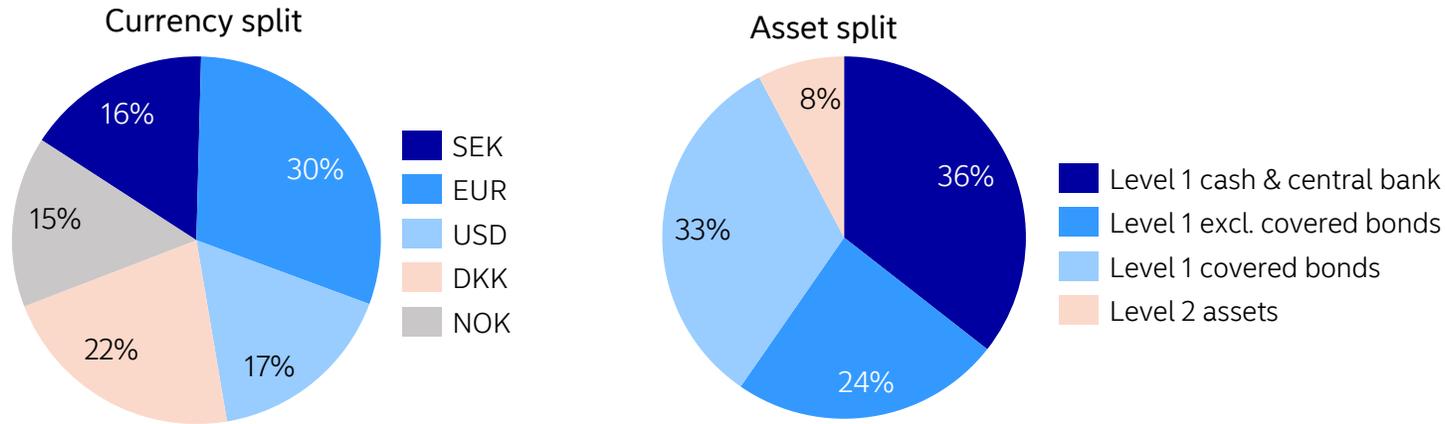
- Total assets EUR 654bn Q4 2025**

- Strong balance sheet with deposits as primary source of funding
- Long-term funding 76% of total wholesale funding
- Nordea's net stable funding ratio (NSFR) is stable over time:

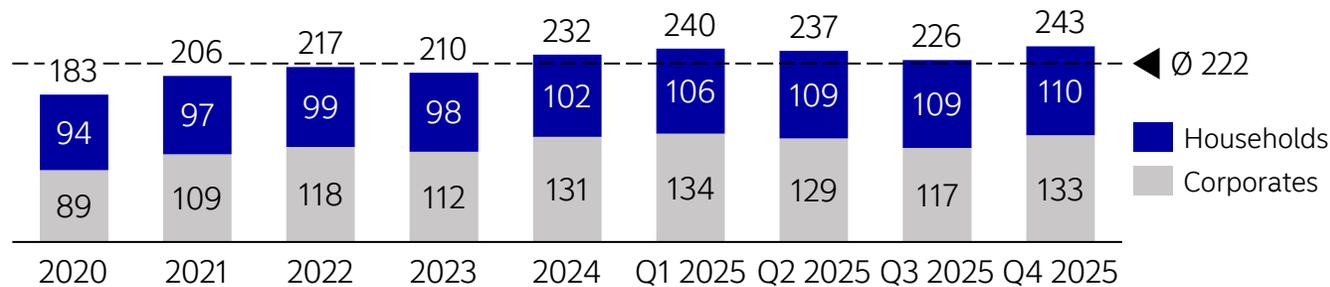


## Strong liquidity position

### Liquidity buffer composition, EUR 118bn



### Deposits and borrowings from the public\*, EURbn



- **Robust liquidity position**

- Liquidity coverage ratio (LCR) 171%
- Net stable funding ratio (NSFR) 123.7%

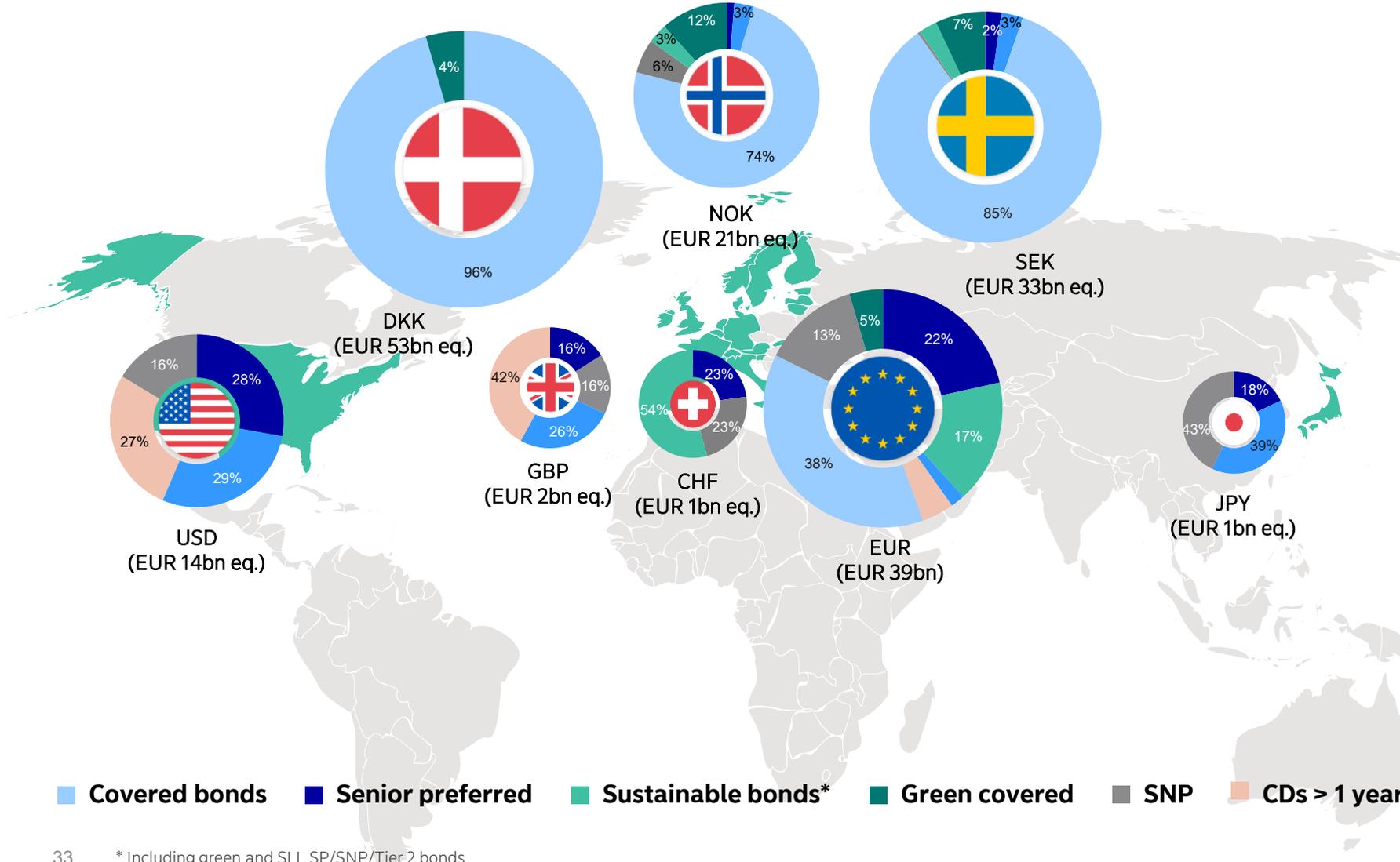
- **Well diversified liquidity buffer of EUR 118bn**

- EUR 42bn in central bank cash and reserves
- EUR 76bn in securities
- Conservative hedging approach and no single name concentration

- **Deposits**

- 40% of deposits covered by deposit guarantee scheme

Long term funding  
**Nordea global issuance**



**Strong ratings**

**Nordea Bank Abp**

- Moody's Aa2 (stable outlook)
- S&P AA- (stable outlook)
- Fitch AA- (stable outlook)

**Nordea covered bonds**

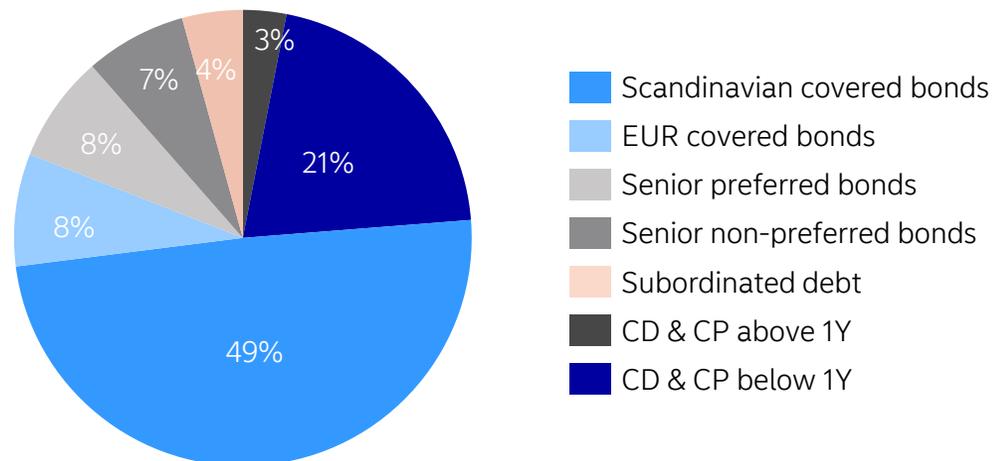
- Moody's Aaa (stable outlook)
- S&P AAA (stable outlook)

■ Covered bonds 
 ■ Senior preferred 
 ■ Sustainable bonds\* 
 ■ Green covered 
 ■ SNP 
 ■ CDs > 1 year 
 ■ Capital instruments

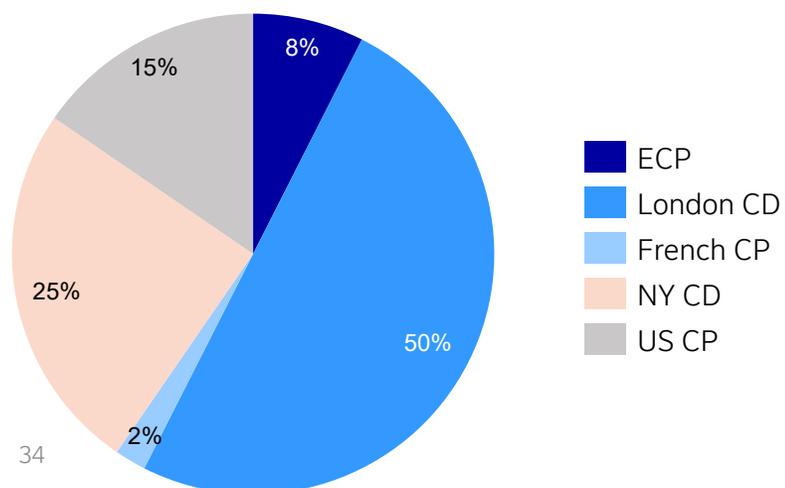
Wholesale funding

## Solid funding operations

### Total wholesale funding, EUR 206bn



### Short term funding, EUR 43bn



- **Long-term issuance\***

- EUR 5.1bn issued during Q4
  - EUR 2.9bn in covered bonds and EUR 2.2bn in senior format
- EUR 21.5bn issued during 2025

- **Short term issuance**

- EUR 43bn total outstanding per end Q4

- **Issuance plans 2026\***

- EUR 20-25bn estimated in total long-term issuance
  - Around half expected in Scandinavian currencies, most of which in covered bonds
  - Remaining volume in international currencies incorporating senior debt and covered bonds

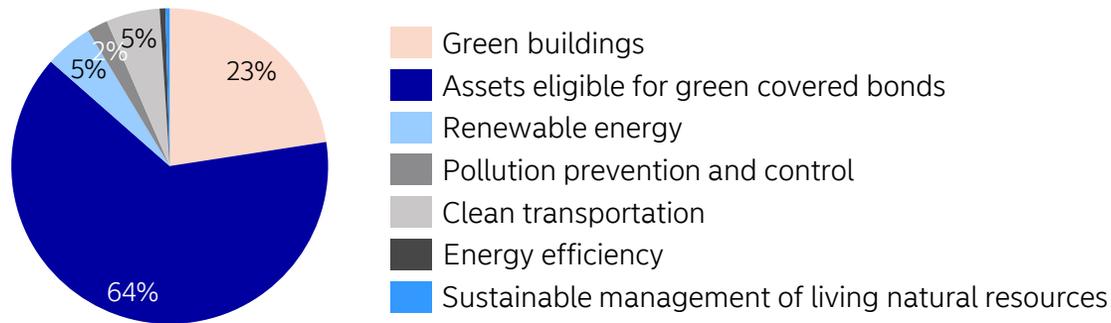
\* Excluding DKK covered bonds, CD/CPs and subordinated debt

Sustainability at the core

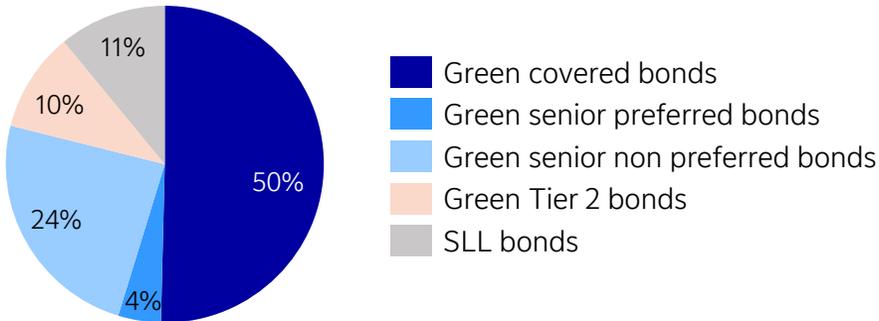
## Enhanced focus on sustainable funding



### Nordea's green bond asset portfolio, EUR 25.2bn



### Nordea's sustainable bonds, EUR 17.2bn



- **EUR 25.2bn assets available for green funding**
  - EUR 9.1bn in NBAbp green bond asset portfolio
  - EUR 16.1bn available assets for green covered bonds
- **EUR 15.4bn green bonds outstanding**
  - EUR 6.7bn green bonds senior and capital
  - EUR 8.7bn green covered bonds
- **EUR 1.9bn sustainability linked loan (SLL) bonds outstanding**
- **Deposits with climate focus offered in Finland, Norway and Sweden**



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



ESG score:  
13.1 (0 to 100)\*\*



ESG rating:  
AA (AAA to CCC)



CSA score:  
73 (0 to 100)\*\*\*

## Covered bonds

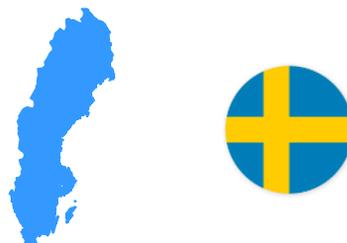
# Nordea covered bond operations

**Four aligned covered bond issuers with complementary roles**

Nordea Eiendomsrett



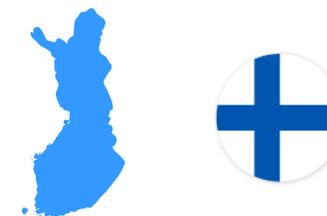
Nordea Hypotek



Nordea Kredit



Nordea Mortgage Bank



### Data as per Q3

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 36.7bn (eq.)	EUR 67.3bn (eq.)	Balance principle	Pool 1: EUR 12.0bn Pool 2: EUR 15.3bn
Covered bonds outstanding	EUR 21.0bn (eq.)	EUR 30.3bn (eq.)	EUR 57.0bn (eq.) <sup>1</sup>	Pool 1: EUR 9.2bn Pool 2: EUR 12.5bn
OC	75%	122%	6.9% <sup>1</sup>	Pool 1: 30% / Pool 2: 22%
Issuance currencies	NOK	SEK	DKK, EUR	EUR
Rating (Moody's / S&P)	Aaa / -	Aaa / -	- / AAA	Aaa / -
Outstanding green covered bonds	EUR 2.4bn	EUR 1.6bn	EUR 2.2bn <sup>1</sup>	EUR 2.8bn



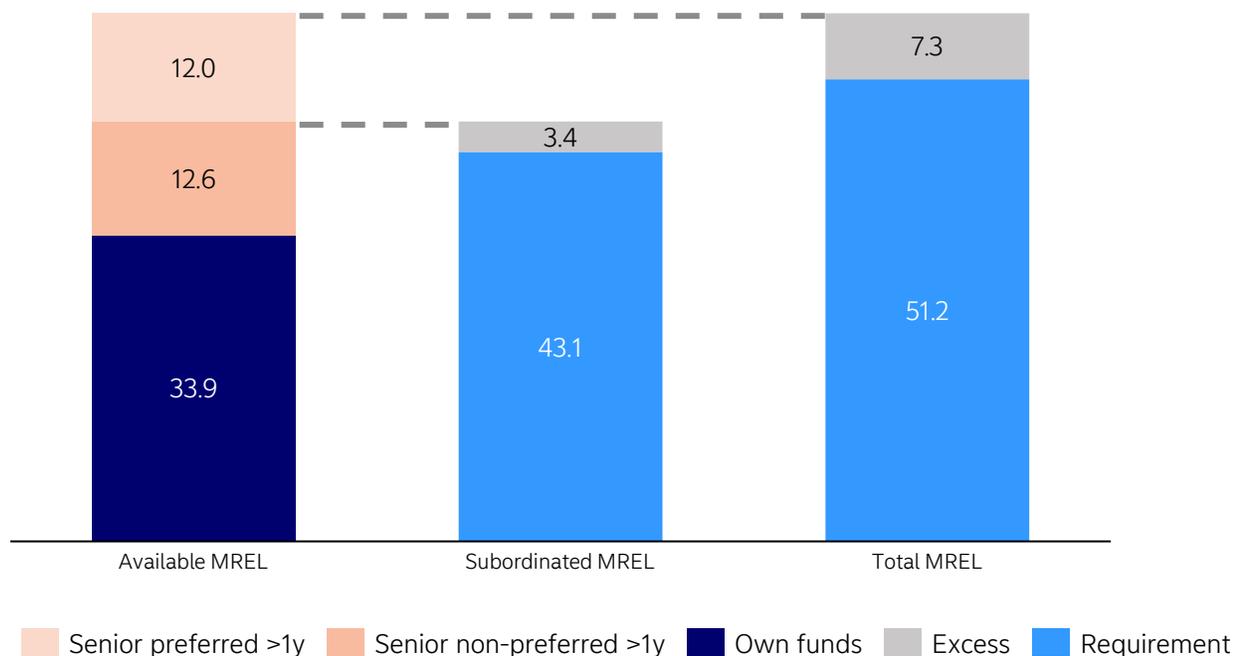
<sup>1)</sup> The figures for Nordea Kredit only include capital centre 2 (SDRO). Nordea Kredit no longer reports for CC1 (RO), as this capital centre only accounts for a minor part (<0.5%) of the outstanding volume of loans and bonds

## Funding transactions

# Nordea recent benchmark transactions

Issuer	Type	Currency	Amount (m)	FRN / Fixed	Issue date	Maturity date	First call date
Nordea Hypotek	Covered, Green	SEK	7,000	Fixed	Nov-25	Nov-30	
Nordea Mortgage Bank	Covered	EUR	1,000	Fixed	Nov-25	Nov-30	
Nordea Bank	Senior preferred, SLL	SEK	3,700	Fixed/FRN	Nov-25	Nov-28	
Nordea Bank	Tier 2, Green	EUR	500	Fixed	Nov-25	Nov-35	Nov-30
Q4 Nordea Bank	Senior preferred, SLL	EUR	1,000	Fixed	Oct-25	Oct-28	
Nordea Bank	Senior non-preferred, Green	EUR	750	Fixed	Sep-25	Sep-35	
Nordea Bank	Additional Tier 1	USD	850	Fixed	Sep-25	Perpetual	Nov-33
Nordea Eiendomskreditt	Covered, Green	NOK	7,000	FRN	Sep-25	Oct-30	
Nordea Bank	Senior preferred	USD	1,000	Fixed/FRN	Aug-25	Aug-30	
Nordea Bank	Additional Tier 1	SEK	2,500	FRN	Aug-25	Perpetual	Nov-30
Nordea Bank	Additional Tier 1	NOK	3,500	FRN	Aug-25	Perpetual	Nov-30
Nordea Mortgage Bank	Covered	EUR	1,000	Fixed	Aug-25	Aug-35	
Nordea Bank	Senior non-preferred	NOK	1,250	FRN	Jun-25	Jun-30	
Nordea Bank	Senior non-preferred	NOK	2,000	FRN	Jun-25	Jun-28	
Nordea Bank	Senior non-preferred, Green	NOK	2,700	FRN/Fixed	May-25	May-32	
Nordea Bank	Senior non-preferred	JPY	44,300	Fixed	May-25	Multi-tranche	Multi-tranche
Nordea Bank	Senior preferred	JPY	9,200	Fixed	May-25	May-30	
Nordea Eiendomskreditt	Covered	NOK	7,000	FRN	May-25	May-30	
Nordea Bank	Senior non-preferred, Green	CHF	175	Fixed	May-25	May-32	
Nordea Bank	Senior preferred	EUR	1,000	Fixed	Apr-25	Apr-30	

Minimum requirements for own funds and eligible liabilities  
**MREL positions and requirements, EUR bn**



**Subordinated MREL**

- EUR 3.4bn above constraining requirement of 27% of REA incl. combined buffer requirement

**Total MREL**

- EUR 7.3bn above constraining requirement of 32.0% of REA incl. combined buffer requirement

**Requirements set by Single Resolution Board (SRB) in 2025 MREL decision, to be updated in H1 2026**

## Capital instruments

### Instruments including an optional par call period

Type	ISIN	CCY	Size (m)	Coupon	Issue date	Start optional par call period	Reset date
AT1	US65559CAD39/ US65559D2D05	USD	1,000	3.750%	01 Sep 2021	01 Mar 2029	01 Sep 2029
AT1	XS2898085589	SEK	3,750	3mS+280bp	06 Sep 2024	06 Sep 2029	06 Mar 2030
AT1	XS2898090746	NOK	1,600	3mN+285bp	06 Sep 2024	06 Sep 2029	06 Mar 2030
AT1	USX60003AC87/ US65558RAK59	USD	800	6.300%	25 Sep 2024	25 Sep 2031	25 Mar 2032
Tier2	XS2343459074	EUR	1,000	0.625%	18 May 2021	18 May 2026	18 Aug 2026
Tier2	XS2343845389	SEK	3,000	3mS+98bp	18 May 2021	18 May 2026	18 Aug 2026
Tier2	XS2343847674	SEK	1,000	1.385%	18 May 2021	18 May 2026	18 Aug 2026
Tier2	XS2385122630	GBP	500	1.625%	09 Sep 2021	09 Sep 2027	09 Dec 2027
Tier2	XS2723860990	EUR	500	4.875%	23 Nov 2023	23 Nov 2028	23 Feb 2029
Tier2	NO0013405712	NOK	2,750	3mN+150bp	21 Nov 2024	21 Feb 2030	21 May 2030
Tier2	XS2828791074	EUR	750	4.125%	29 May 2024	28 Feb 2030	29 May 2030

### Optional par call period

- Nordea introduced the par call window in its capital instruments in 2021 to increase flexibility in connection with refinancings
- Nordea’s instruments with optional par call windows were priced to reset date in primary markets
- As per regulation, Nordea cannot provide guidance on potential intentions to exercise calls
- In case of an optional par call window, Nordea may exercise the call at any time within the optional par call period as specified in the terms and conditions, subject to regulatory permission
- Nordea does not consider not calling on the first day of the of the par call window a non-call event
- Nordea does not comment on internal hedge arrangements
- Nordea has from 2024 excluded par calls in new capital instruments to avoid uncertainty

## 5. ESG

Sustainability at the core

## Our long-term sustainability objectives supported by short-term targets

### Our sustainability objectives



Become a **net-zero** emissions bank by 2050 at the latest



**40-50%**

reduction in emissions across investment and lending portfolios by 2030<sup>1</sup>



**50%**

reduction in emissions from internal operations by 2030<sup>1</sup>

### Gender balance

### Supported by our 2025 sustainability targets<sup>2</sup>:

€ **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 the top 200 financed emissions  
contributors in Nordea Asset  
Management's portfolios are either  
aligned with the Paris Agreement or  
subject to active engagement

**x2**

**Double**

the share of net-zero committed  
AUM



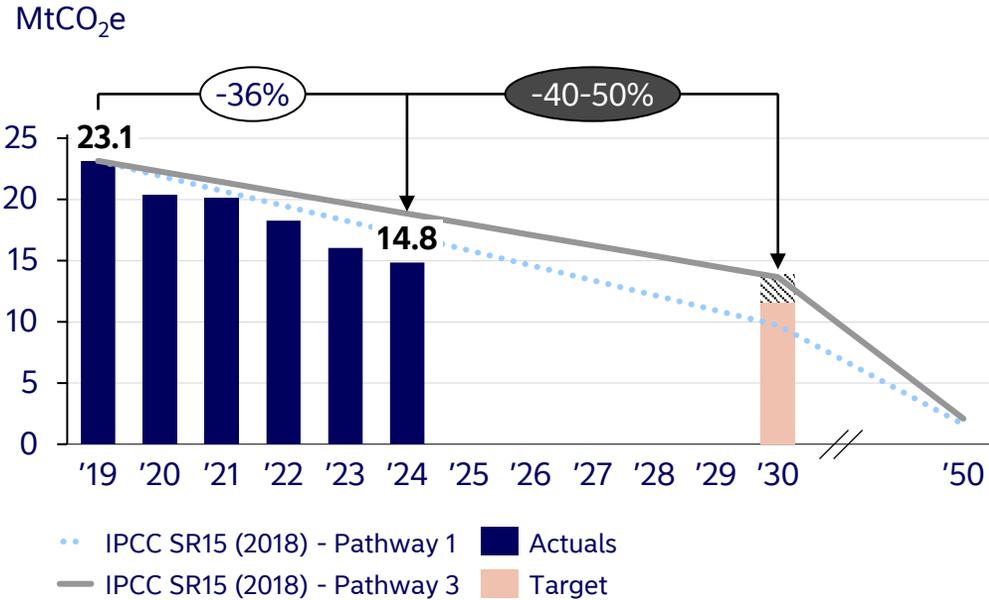
**At least 40%**

representation of each gender at  
the top three leadership levels<sup>3</sup>  
combined

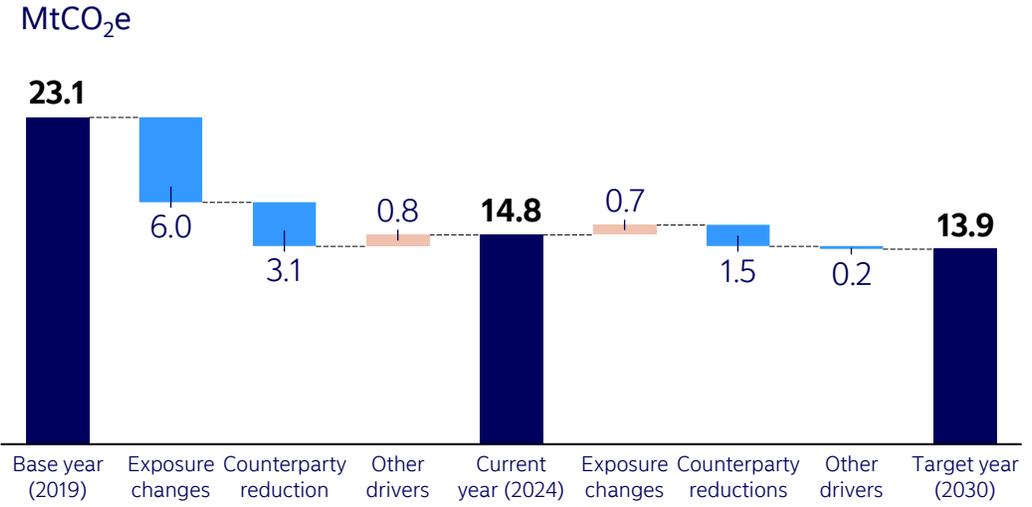
41 1) compared to 2019 baseline  
2) Selection of our medium-term targets – [link](#) to full list of targets  
3) Group Leadership Team (GLT), GLT-1 and GLT-2

# Nordea is well on-track to reach its 2030 financed emissions target

## Portfolio-wide 2030 target for the lending portfolio



## Decarbonisation levers in the lending portfolio



# 36%

**reduction in financed emissions** from business loans, motor vehicle loans, residential and commercial real estate loans between 2019 and 2024

Sustainability at the core

## Continued progress on climate targets in our lending portfolio

2024 progress



**40-50%** reduction in financed emissions in our lending portfolio by 2030<sup>1</sup>

**-36%**

Sector	Sub-sector	Emissions scope	Metric	Base year	Baseline	Target year	Target	
<b>Residential real estate</b>	Households and tenant-owner associations	1 and 2	kgCO <sub>2</sub> e/m <sup>2</sup>	2019	17.4	2030	<b>-40-50%</b>	-5%
<b>Shipping</b>	Vessels	1	AER, gCO <sub>2</sub> /dwt-nm	2019	8.3	2030	<b>-30%</b>	-10% <sup>2</sup>
<b>Motor vehicles</b>	Cars and vans	1	gCO <sub>2</sub> e/km	2022	113	2030	<b>-40%</b>	-6%
<b>Agriculture</b>	Crops, plantation and hunting, and animal husbandry	1 and 2	tCO <sub>2</sub> e2/EURm	2021	758	2030	<b>-40-50%</b>	-7%
<b>Power production</b>	Electricity generation	1 and 2	gCO <sub>2</sub> e/kWh	2021	220	2030	<b>-70%</b>	-90% <sup>2</sup>
<b>Oil &amp; gas</b>	Exploration and production	1, 2 and 3	MtCO <sub>2</sub> e	2019	2.8	2030	<b>-55%</b>	-74%
<b>Offshore</b>	Drilling rigs and offshore service vessels within oil and gas, and shipping	-	EURm	2019	1,872	2025	<b>-100%</b>	-96%
<b>Mining</b>	Thermal peat	-	EURm	2022	52	2025	<b>-100%</b>	-64%
	Thermal coal	-	EURm	<i>Restrictive policy, full phase-out achieved in 2021</i>				

<sup>43</sup> 1) compared to 2019 baseline and covering lending to corporates and households for business loans, motor vehicles, commercial and residential real estate and shipping

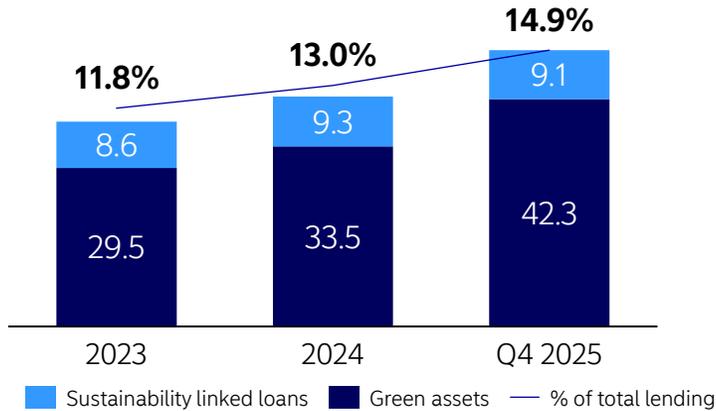
2) Shipping and Power production are based on 2023 actuals

Sustainability at the core

## We engage with our customers to drive sustainable growth

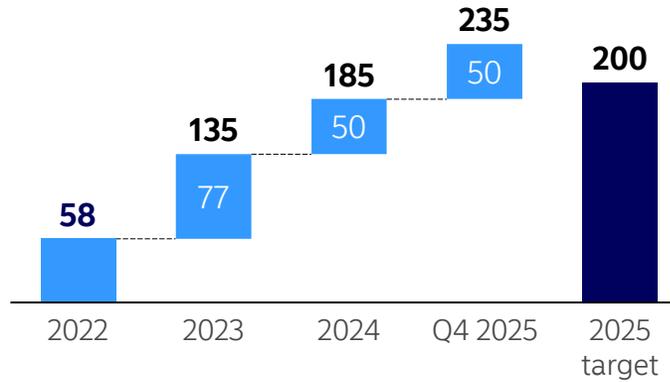
### Green assets and sustainability-linked loans

Total volumes, EURbn

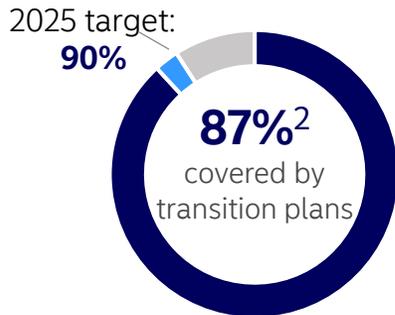


### Sustainable finance facilitation<sup>1</sup>

Accumulated volumes, EURbn

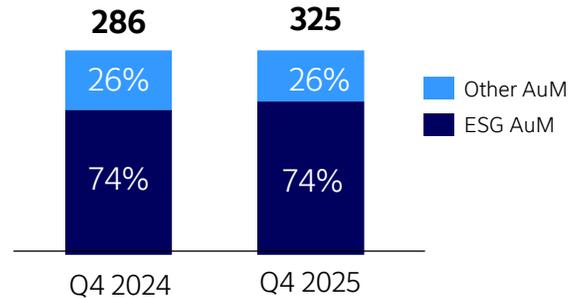


### Transition plan for large corporates



### Nordea Asset Management

Assets under management, EURbn



ESG AuM = article 8 and 9 funds (according to EU SFDR)

- **Facilitated EUR 235bn in sustainable financing since start of 2022**  
Compared to target EUR >200bn by 2025
- **Largest sustainable actively managed ETF in Europe**  
Nordea's BetaPlus Enhanced Global Sustainable Equity UCITS ETF

441) Includes green, sustainable, sustainability-linked, and social bond transactions as well as green and sustainability-linked loan transactions

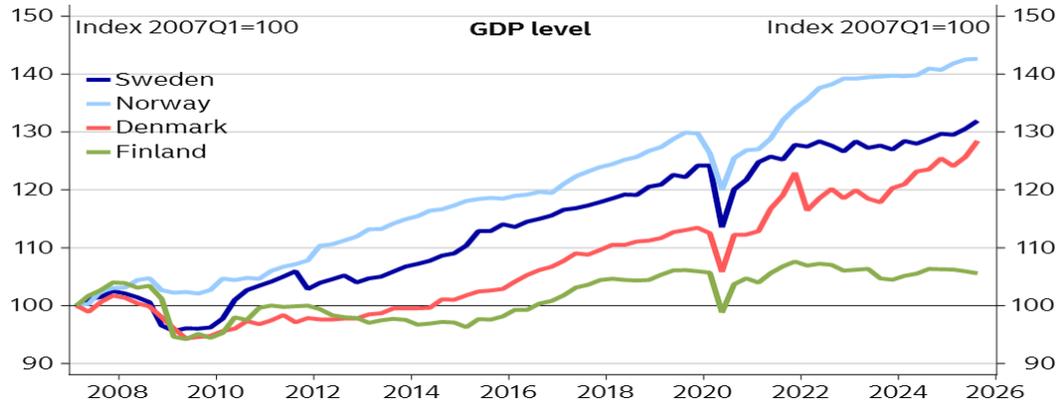
2) Q1 2025.

## 6. Macroeconomy

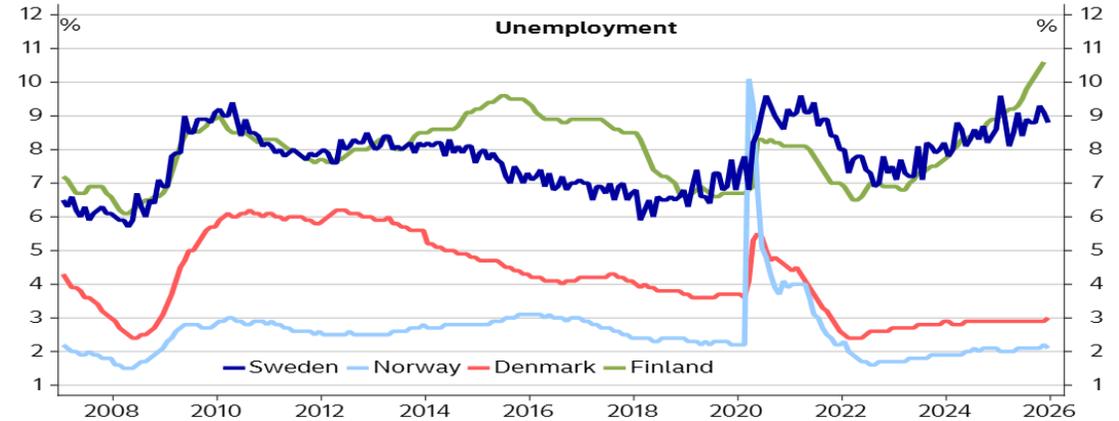
# Nordic economic development

## Northern lights

### GDP



### Unemployment rate



- Reduced uncertainty around international trade and more accommodative financial conditions support the global economy which stands on firmer grounds. However, uncertainty still remains due to geopolitical risks and elevated public sector debt
- GDP development was mixed in the third quarter last year and while Finland contracted, the rest of the Nordics grew. Going forward, growth in the Nordic economies will be positive according to our forecast

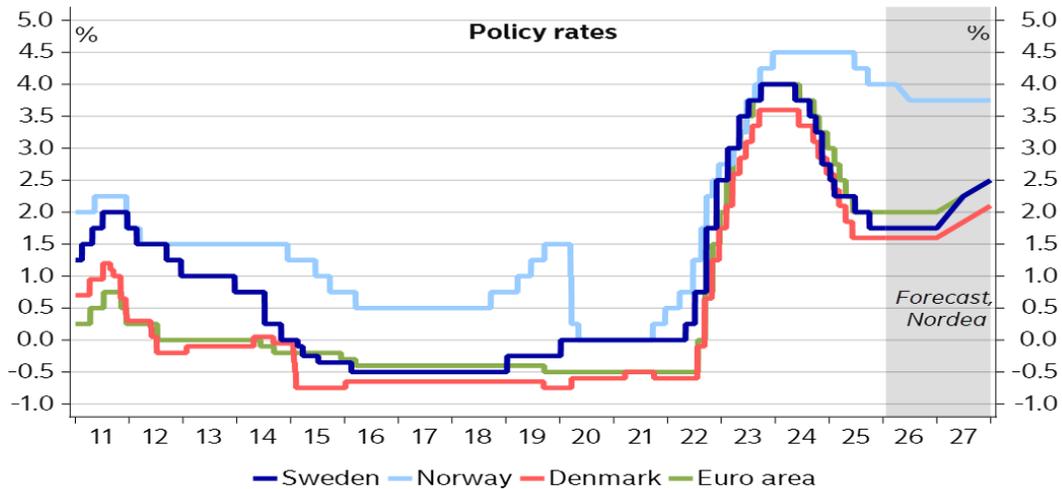
### GDP, % y/y, Economic Outlook January 2026

Country	2024	2025E	2026E	2027E
Denmark	3.5	2.8	2.5	1.9
Finland	0.4	0.0	1.0	2.0
Norway (mainland)	0.6	1.6	1.6	1.6
Sweden	1.0	1.9	3.0	2.3

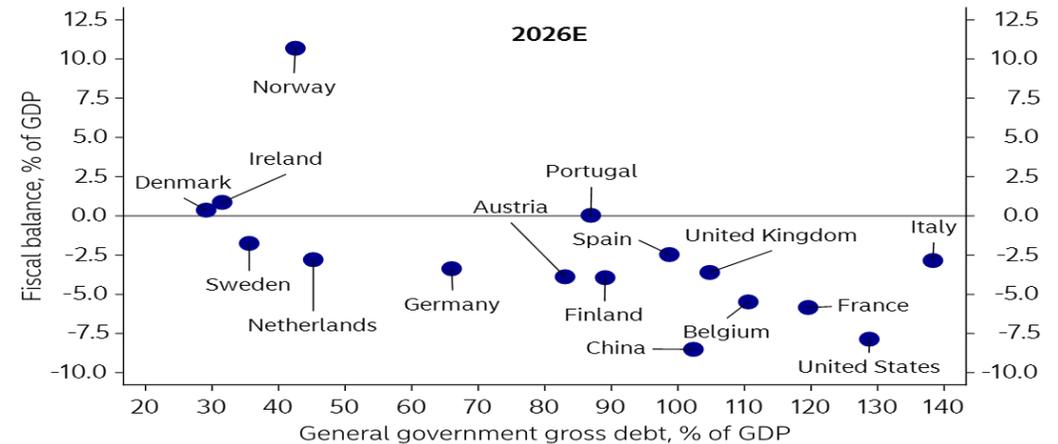
# Nordic economies

## On hold

### Policy rates



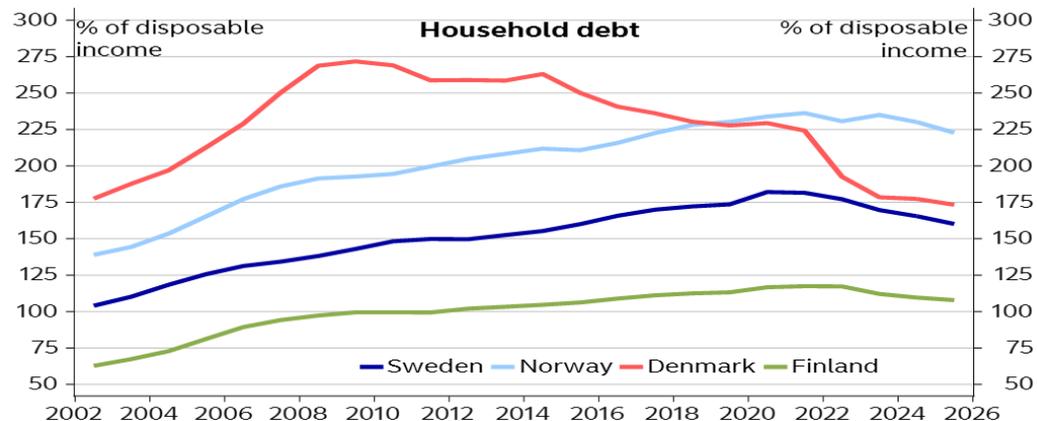
### Public balance/debt, % of GDP, 2026E (IMF)



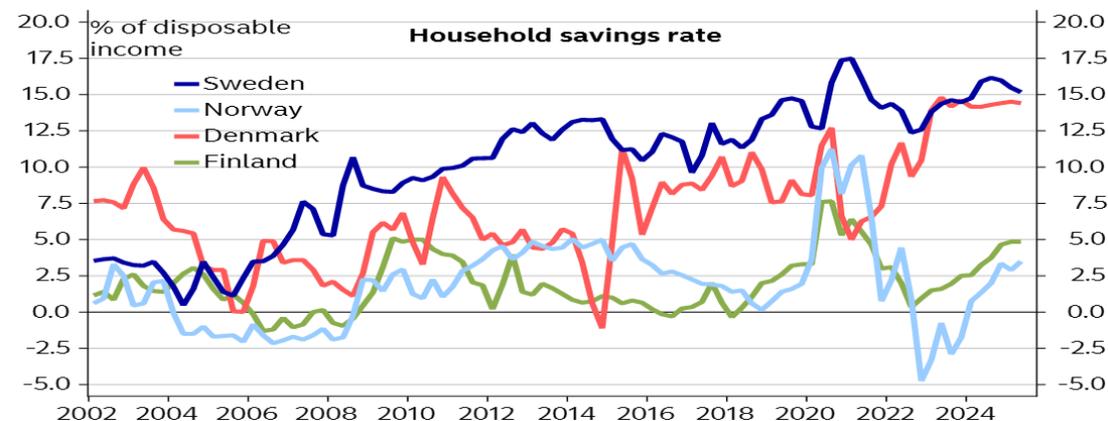
- The ECB, Riksbank and Norges kept their policy rate unchanged in December at 2.00%, 1.75% and 4.00%, respectively
- The ECB is expected to leave its policy rate unchanged at 2.00% until year-end. Thereafter, two rate hikes are expected during 2027, bringing the policy rate to 2.50%, according to Nordea's forecast
- The Riksbank is expected to leave its policy rate unchanged at 1.75% until year-end. Thereafter, three rate hikes are expected during 2027, bringing the policy rate to 2.50%, according to Nordea's forecast
- Norges Bank is expected to cut its policy rate to 3.75% before the summer and thereafter leave it unchanged, according to Nordea's forecast
- Most of the Nordic countries are AAA-rated characterised by robust public finances and solid external balance sheet surpluses

# Households Normalising

## Household debt

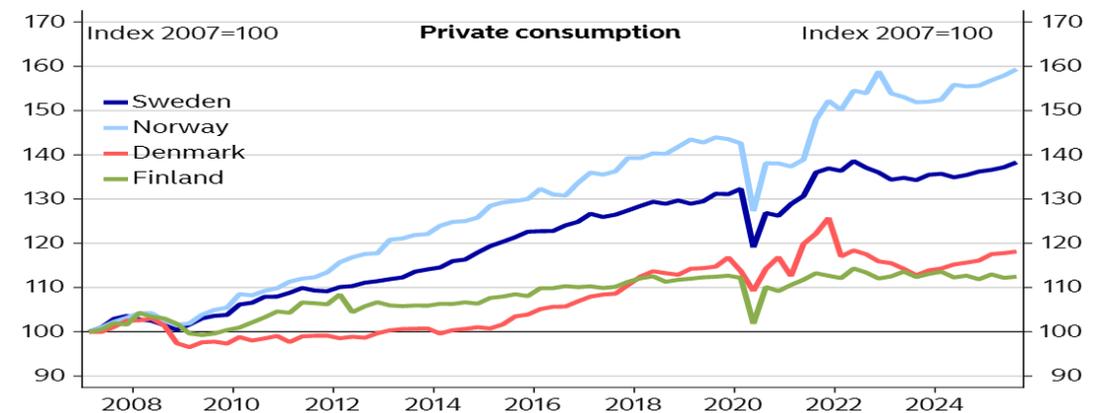


## Household savings



- Consumer confidence gradually improved for most Nordic households during the latter part of last year
- However, the levels still remain below historical normal, particular for Danish households, thus indicating continued caution
- Household purchasing power and consumption are expected to improve as real disposable income continues to increase. The stronger domestic demand is expected to boost economic growth

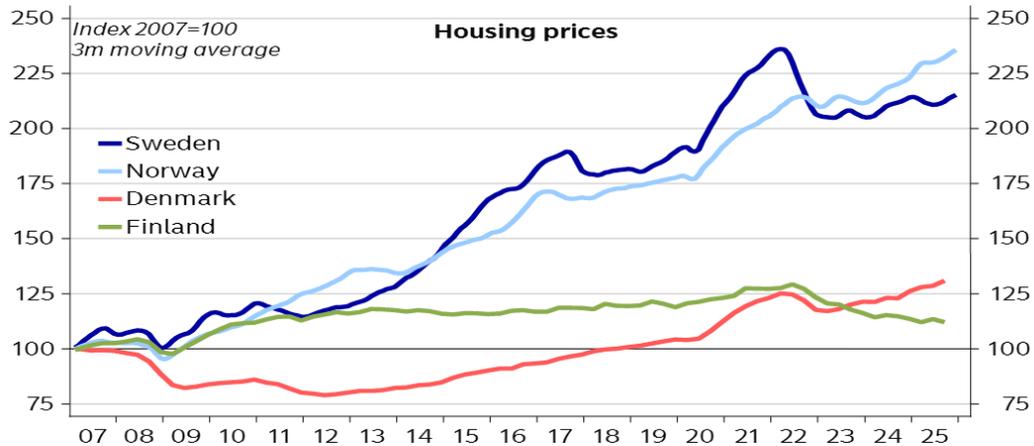
## Private consumption



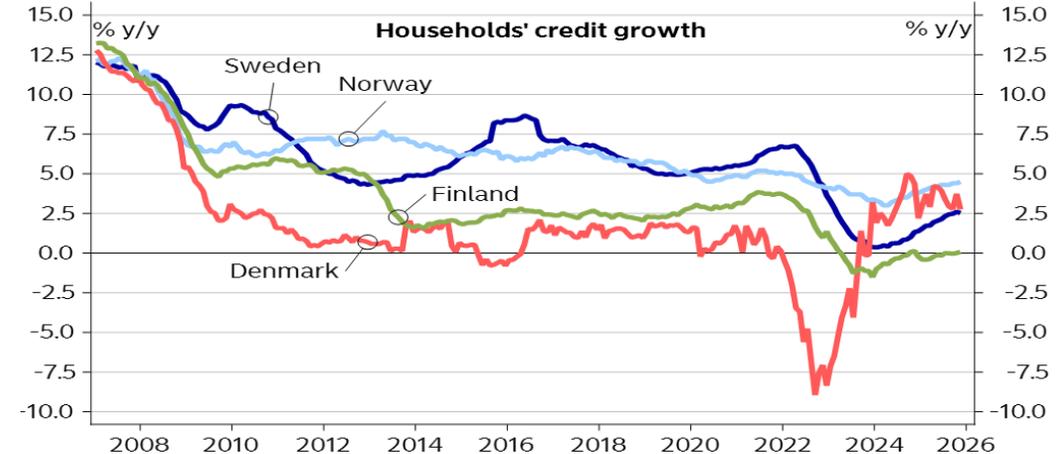
## Housing markets

# Increased activity

### Housing prices



### Households' credit growth

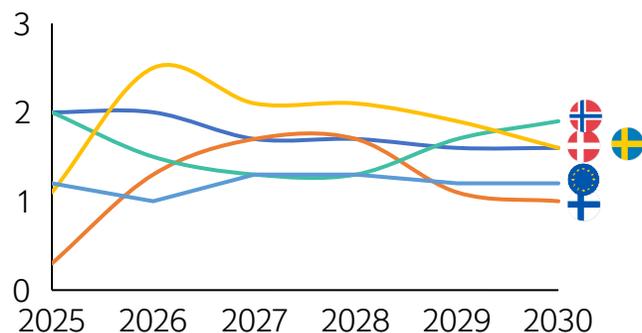


- Housing price development in Norway and Denmark have fared better than their Nordic counterparts. Prices in Sweden have started to increase, but are still well below the previous peak. The development in Finland remains sluggish with falling prices
- Monetary policy has normalised in most of the Nordic countries. In addition, improved financial conditions for households should support continued increase in housing prices
- Transaction volumes have normalised. However, the higher-than-normal supply of homes suggests the market can absorb higher demand without sharp price increases
- Household credit growth has turned positive in all the Nordic countries

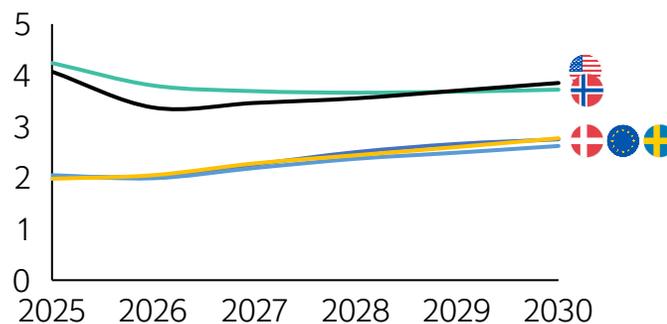
Key planning assumptions<sup>1</sup>

## Economic strength, stable macro underpinning 2030 plan

### Real GDP growth (%)



### Interest rates (3-month, %)



### Key assumptions

#### Nordic lending market growth

~3% CAGR 2025–30

#### Equity market return

+7% CAGR 2025–30

#### Fixed income market return

+2% CAGR 2025–30

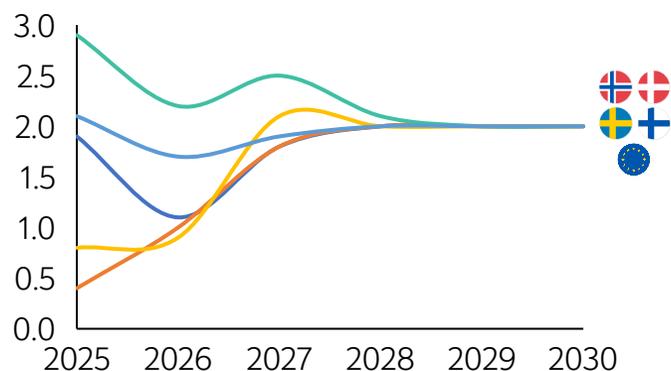
#### Nordic interest rates average<sup>2</sup>

~3% by 2030

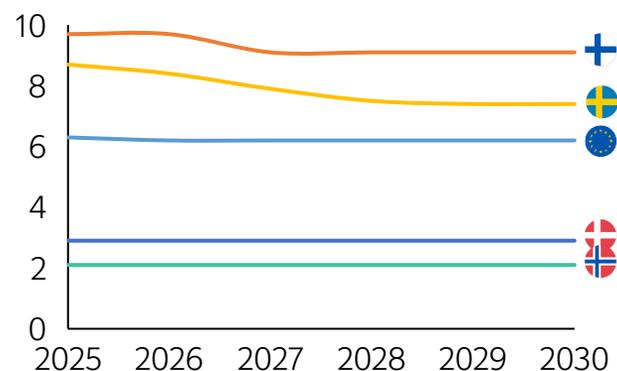
#### Foreign exchange rates

EUR/SEK	10.90
EUR/NOK	11.69
EUR/DKK	7.46

### Inflation (consumer prices, %)



### Unemployment rates (%)



1. Internal economic models for planning purposes based on central bank projections and forward market rates

2. 3-month rates

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