

Nordea

Debt investor presentation Q4 2024



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.

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1. Quarterly update

Executive summary

Continued income growth

- Total income up 1%. Net interest income down 5%, net fee and commission income up 8% and net fair value result up 31%
- Operating profit up 4%, to EUR 1.5bn

RoE* 14.3% (14.1% Q423) and EPS EUR 0.32 (0.31 Q423). FY24 RoE 16.7% (16.9% FY23) and EPS EUR 1.44 (1.37 FY23)

Good growth in lending and deposit volumes and assets under management

- Mortgage lending up 6% y/y and corporate lending up 1%. Retail deposits up 5% y/y and corporate deposits up 8%. AuM up 11% y/y

Cost-to-income ratio with amortised resolution fees 48.9% (50.6% Q423)

Solid credit quality – net loan losses again below long-term expectation

- Net loan losses and similar net result EUR 54m or 6bp
- Management judgement buffer revised, reflecting reduced need and improved outlook

Continued strong capital generation; dialogue on new share buy-back programme initiated

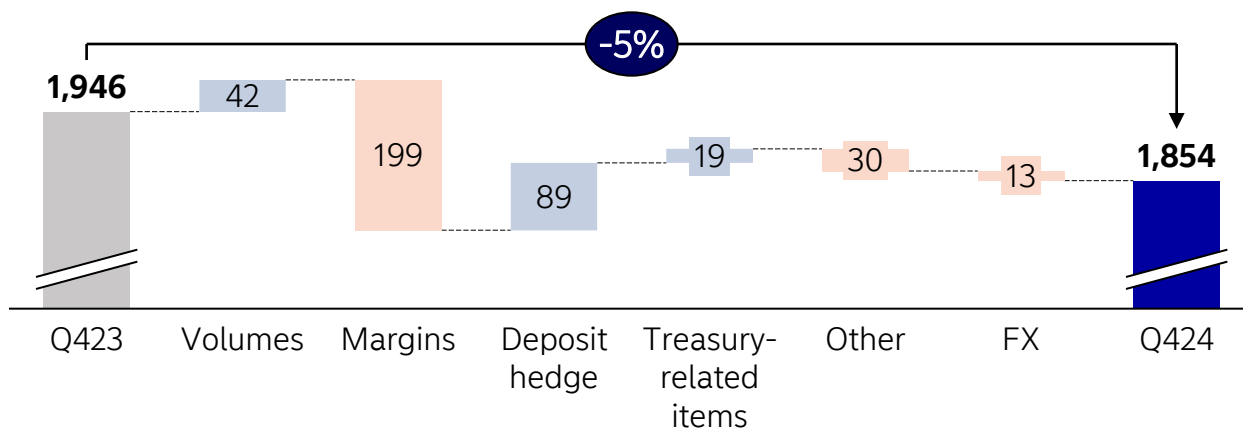
- CET1 ratio 15.8% – 2.2pp above current regulatory requirement
- Impact of Norwegian acquisition and share buy-backs offset by strong capital generation
- Dividend of EUR 0.94 per share proposed for 2024 – increase of 2%

2025 outlook: return on equity to stay above 15%

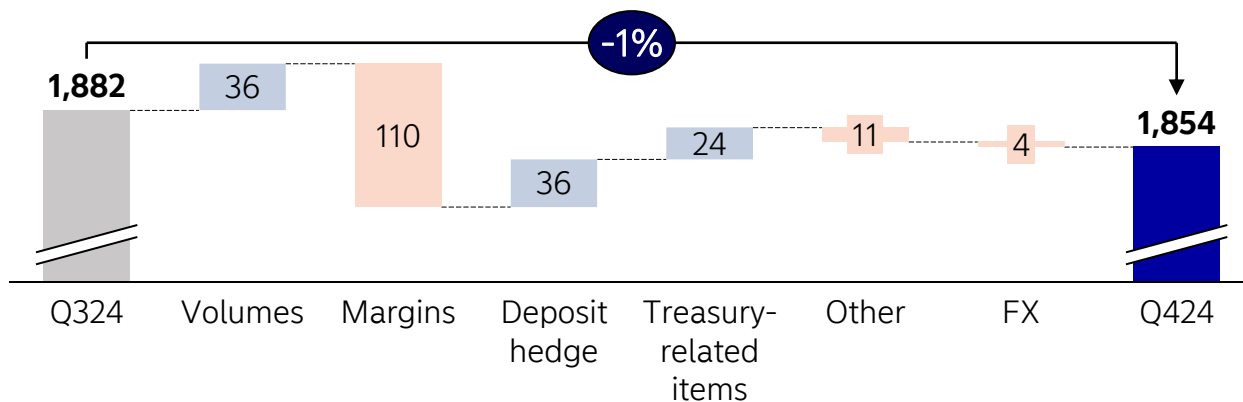
Net interest income

Higher volumes and lower deposit margins, as expected

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

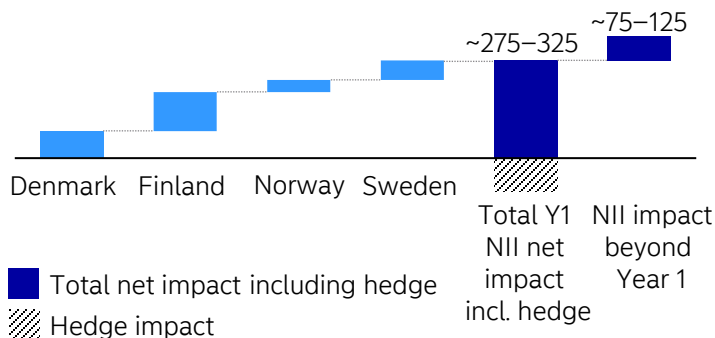


- **Net interest income down 5%**
- **Lending and deposits up**
 - Mortgages up 6% (1% excluding Norwegian acquisition)
 - Corporate lending up 1%
 - Retail deposits up 5% (2% excluding Norwegian acquisition)
 - Corporate deposits up 8%
- **Net interest margin 1.73% (1.83% Q423)**
 - Lower deposit margins, improved lending margins, and support from deposit hedge

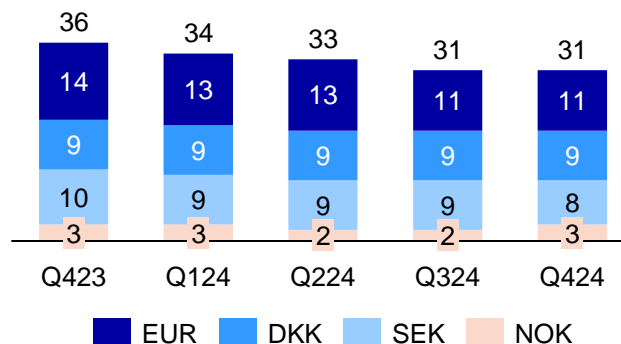
Net interest income sensitivity

Net interest income sensitivity to policy rate changes

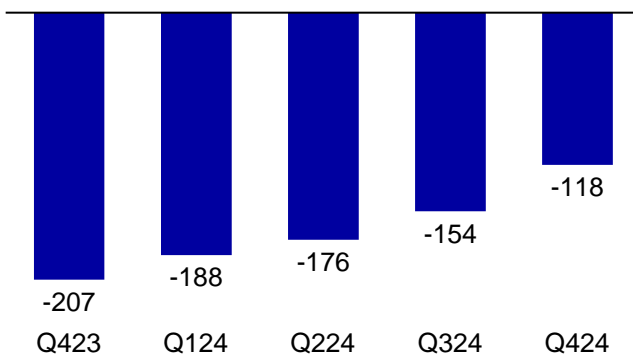
Sensitivity to +50bp parallel shift in policy rates*, EURm



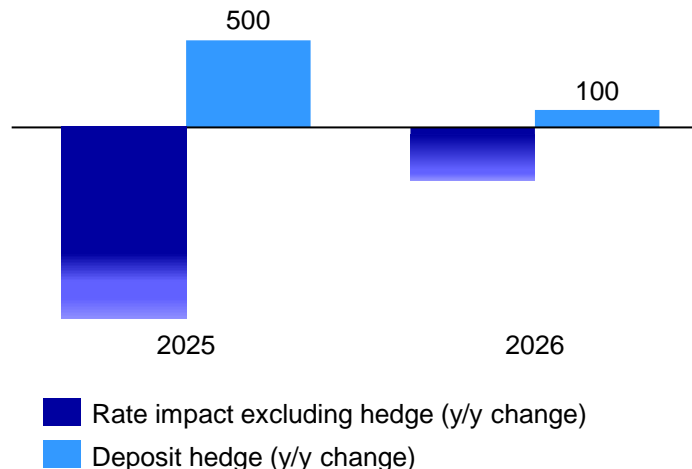
Deposit hedge – nominal volume, EURbn



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 – actual NII impact expected to be lower following initial rate cuts and higher thereafter

- **Group NII also impacted by other drivers**

- Volumes and loan/deposit pricing
- Wholesale funding costs

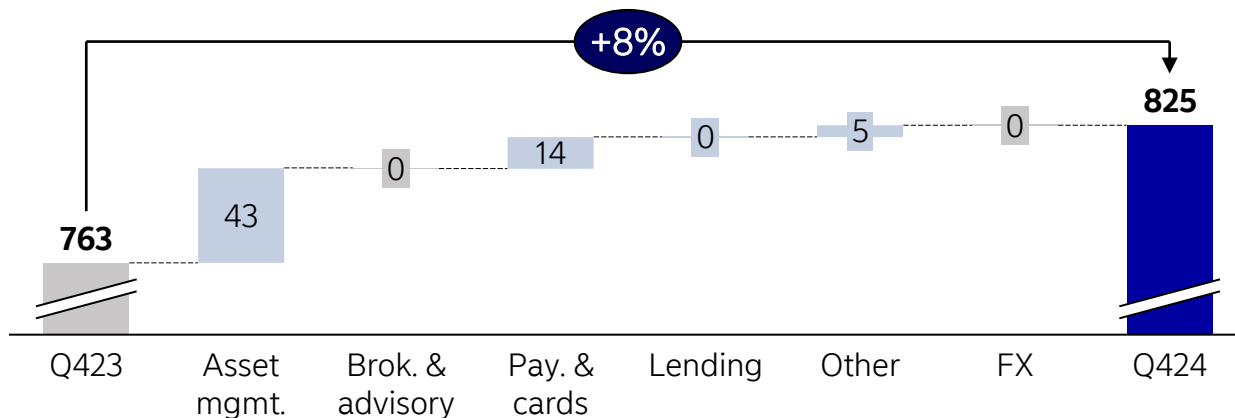
- **Deposit hedging reducing sensitivity to interest rate changes**

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

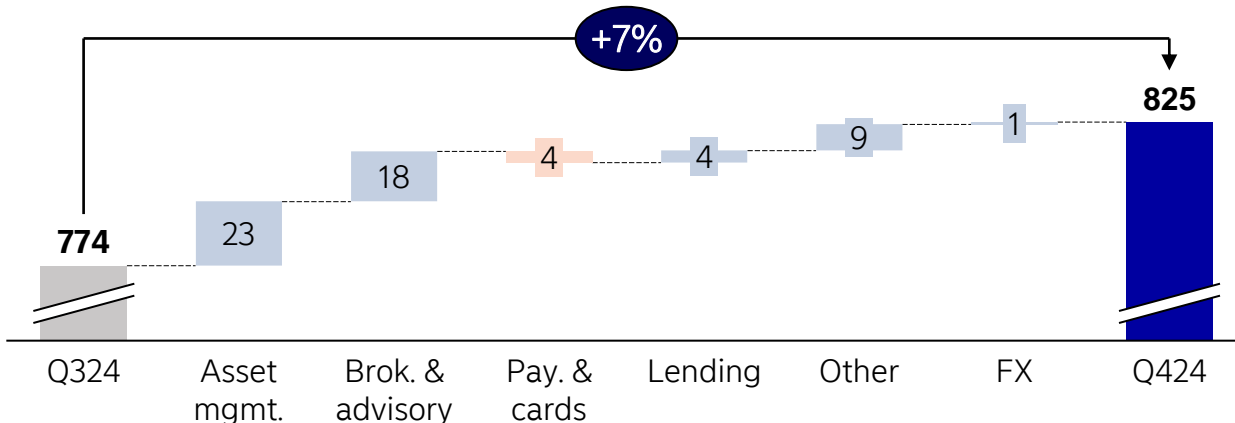
Net fee and commission income

Continued growth; higher savings and payment & card income

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

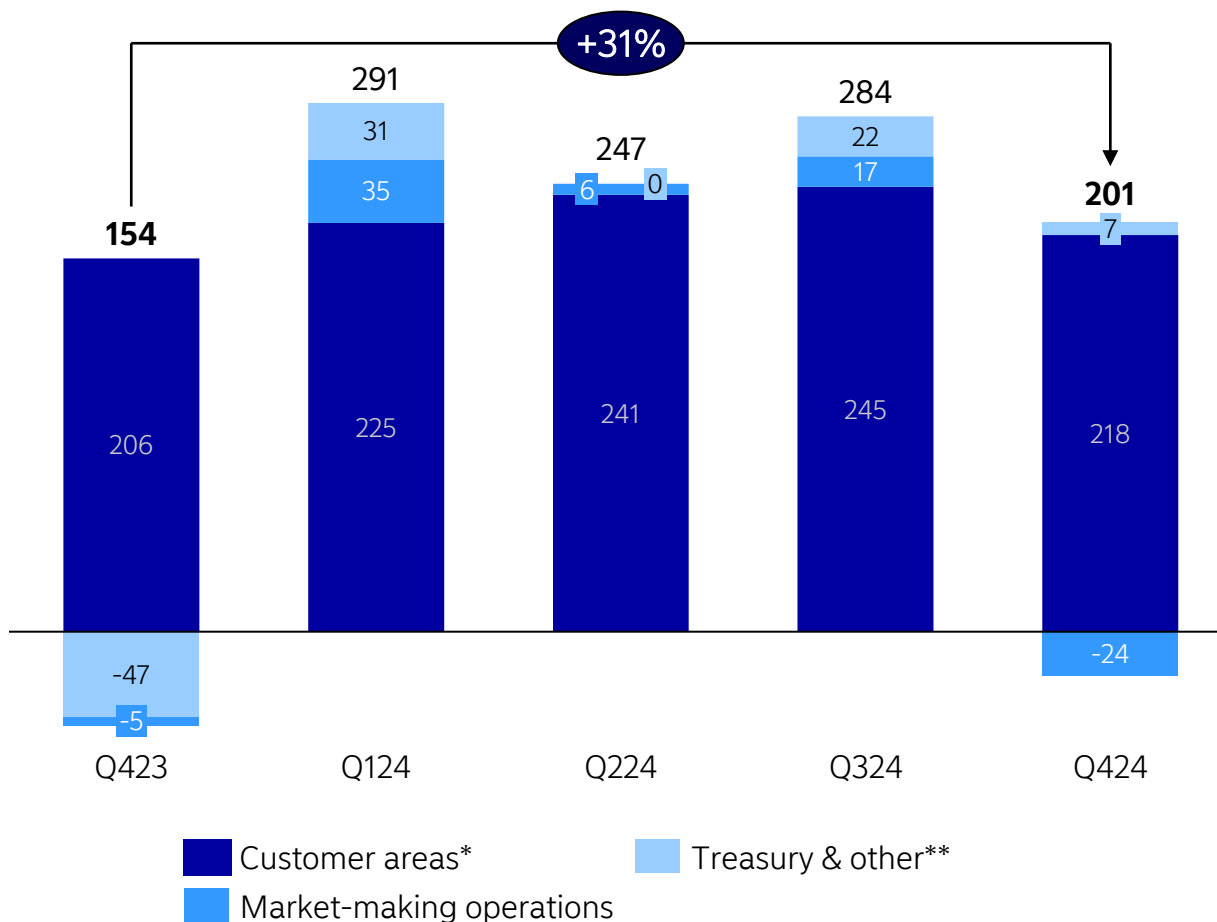


- **Net fee and commission income up 8%**
- **Savings fee income up with higher assets under management**
 - AuM up 11%, to EUR 422bn
 - Net flows in Nordic channels (86% of AuM) EUR 6.1bn
 - Net flows in international channels (14% of AuM) back positive at EUR 2.4bn, driven by several large new mandates
- **Brokerage & advisory fee income stable**
- **Payment & card fee income up due to higher activity**

Net fair value result

Higher customer activity and valuations

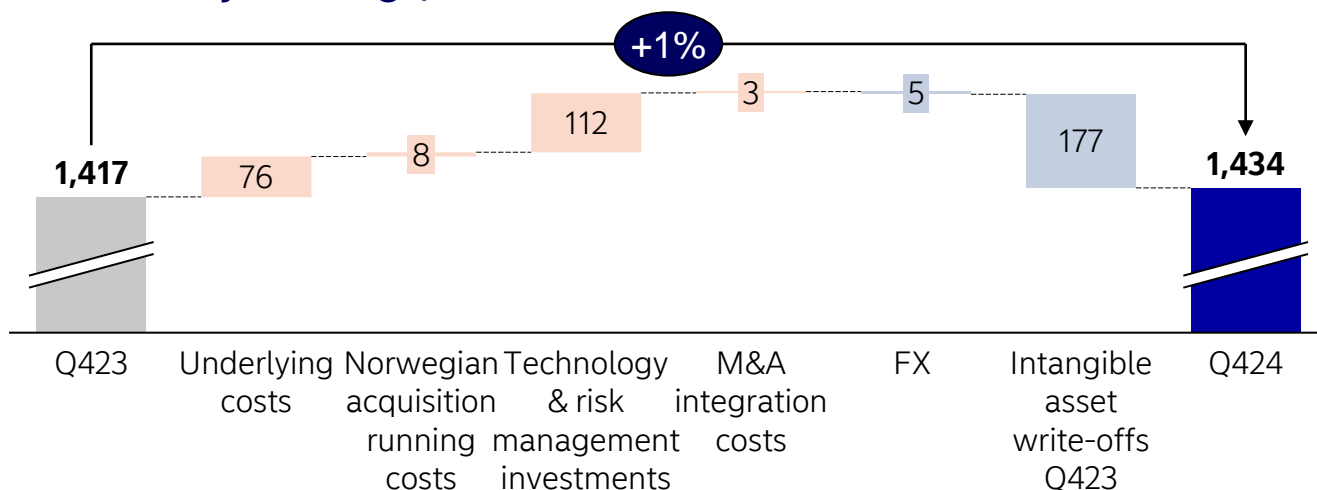
Net fair value result, EURm



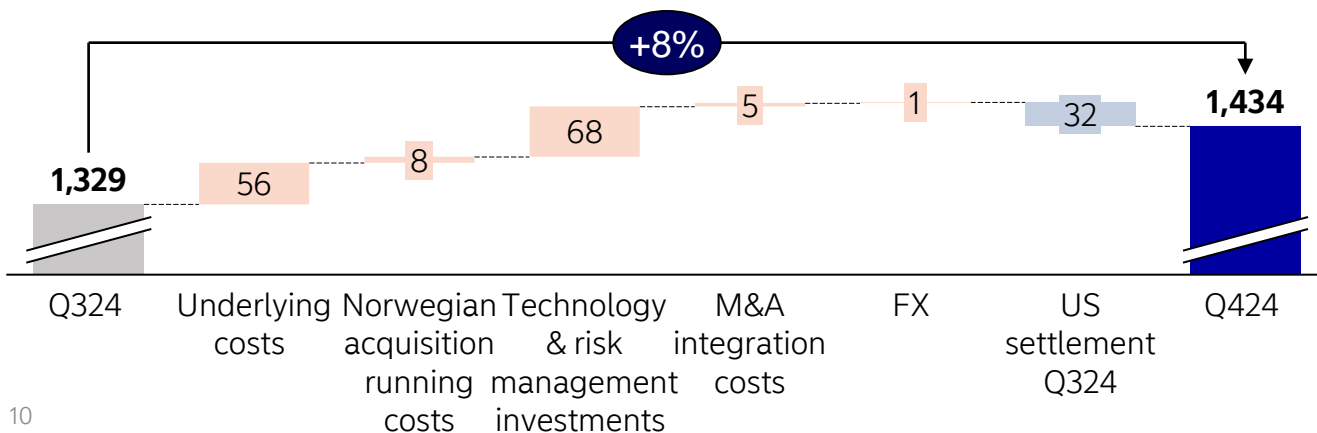
- Strong customer risk management activity, mainly in FX and rates products
- Market-making down, driven by wider spreads and higher bond market volatility
- Treasury & other up, driven by revaluation gains from holdings and reduced hedge volatility

Costs in line with plan

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm



- **Total costs up 1%, driven by investments and inflation**
 - Underlying costs up 5%, driven by salary reviews, technology running costs, and marketing activities
 - Investments in technology infrastructure, data and AI, digital offering, and non-financial risk management increasing costs by 8%
 - Level of investment spend to stabilise in 2025
- **Total full-year costs expected to increase by 2.0–2.5% in 2025***

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 2030¹



50%

reduction in emissions from internal operations by 2030¹

Gender balance

Supported by our 2025 sustainability 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 the top 200 financed emissions
contributors in Nordea Asset
Management's portfolios are either
aligned with the Paris Agreement or
subject to active engagement



Double

the share of net-zero committed
AUM




At least 40%

representation of each gender at
the top three leadership levels³
combined

11 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

Continued progress on climate targets in our lending portfolio

								2024 progress
<div> 40-50% reduction in financed emissions in our lending portfolio by 2030¹</div>								-36%
Sector	Sub-sector	Emissions scope	Metric	Base year	Baseline	Target year	Target	
Residential real estate	Households and tenant-owner associations	1 and 2	kgCO2e/m2	2019	17.4	2030	-40–50%	-5%
Shipping	Vessels	1	AER, gCO2/dwt-nm	2019	8.3	2030	-30%	-10% ²
Motor vehicles	Cars and vans	1	gCO2e/km	2022	113	2030	-40%	-6%
Agriculture	Crops, plantation and hunting, and animal husbandry	1 and 2	tCOe2/EURm	2021	758	2030	-40-50%	-7%
Power production	Electricity generation	1 and 2	gCO2e/kWh	2021	220	2030	-70%	-90% ²
Oil & gas	Exploration and production	1, 2 and 3	MtCO2e	2019	2.8	2030	-55%	-74%
Offshore	Drilling rigs and offshore service vessels within oil and gas, and shipping	-	EURm	2019	1,872	2025	-100%	-96%
Mining	Thermal peat	-	EURm	2022	52	2025	-100%	-64%
	Thermal coal	-	EURm	Restrictive policy, full phase-out achieved in 2021				

12 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

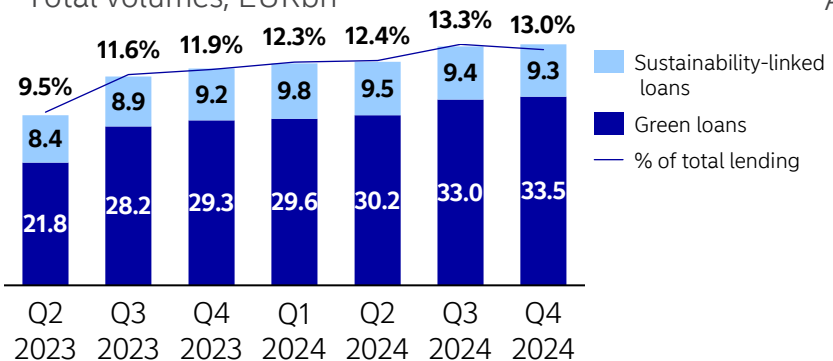
Sustainability at the core

Actively engaging to drive transition and capture growth opportunities

Channelling capital towards sustainable solutions

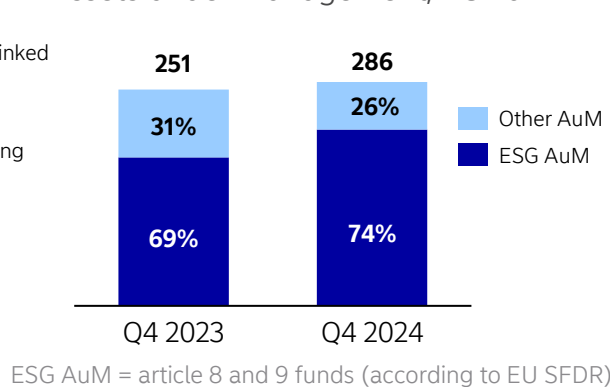
Green and sustainability-linked loans

Total volumes, EURbn



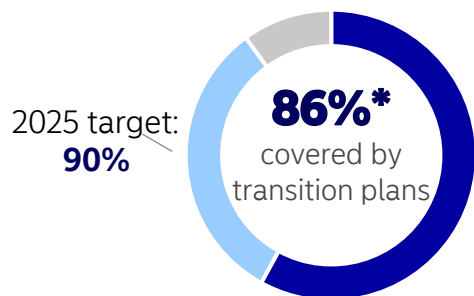
Nordea Asset Management

Assets under management, EURbn

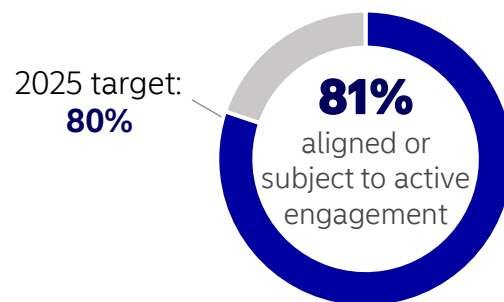


Engaging to support green transition

Transition plan for large corporates



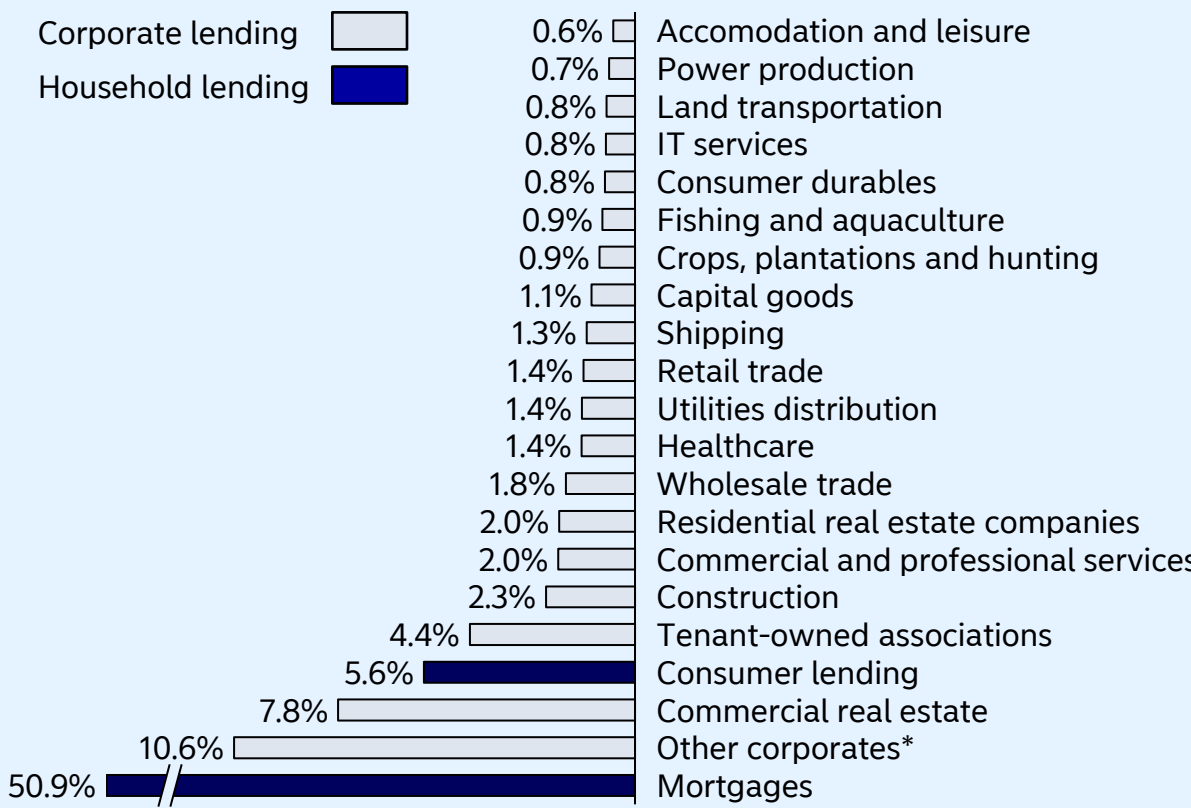
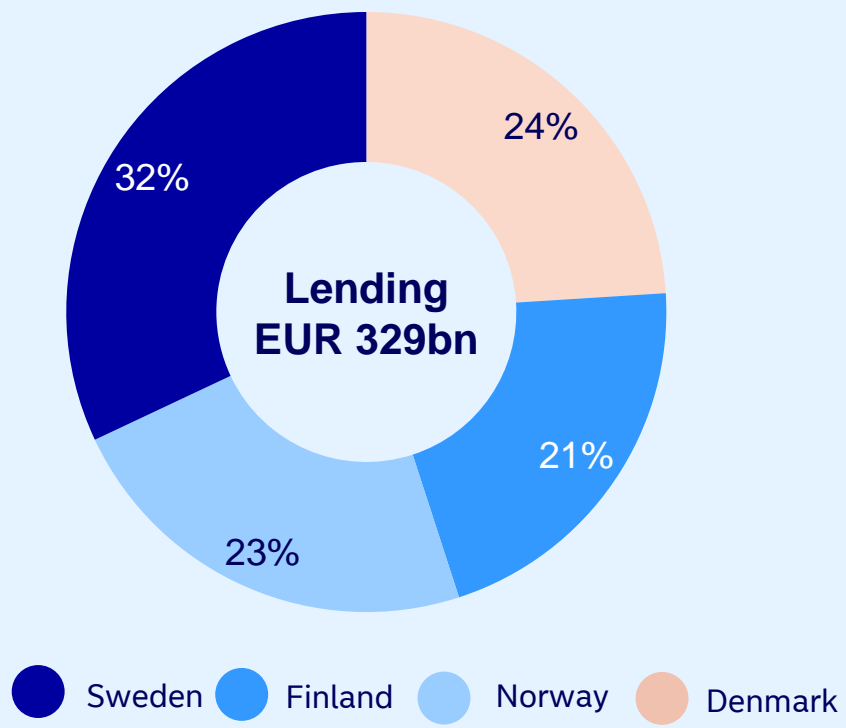
Alignment with Paris agreement for top 200 emission contributors



- **Facilitated EUR 185bn in sustainable financing**
Compared to target EUR >200bn by 2025
- **Nordea 1 – Global Impact Fund won the Environmental Finance IMPACT Award for Fund of the Year in the listed equity category**
- **Largest Nordic arranger of Nordic green and sustainable bonds**
- **#1 Nordic corporate sustainable loans**

2. Credit quality

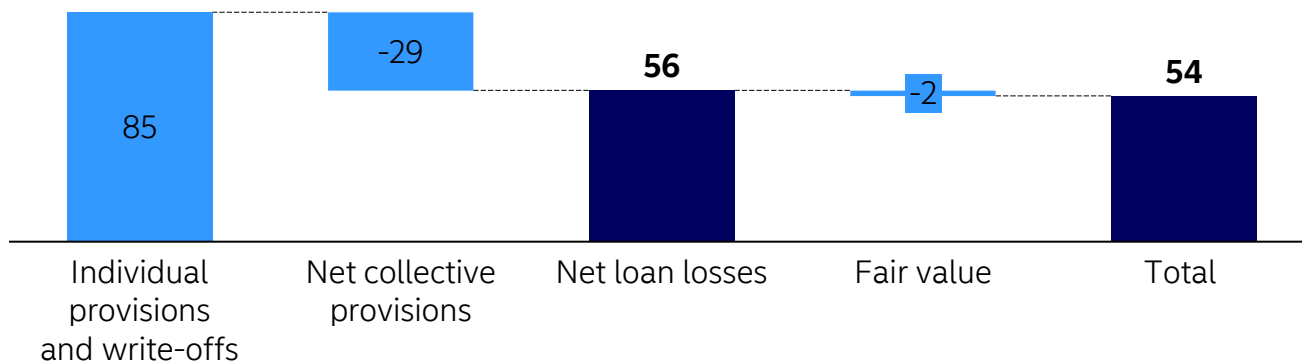
Well diversified pan-Nordic financial service provider



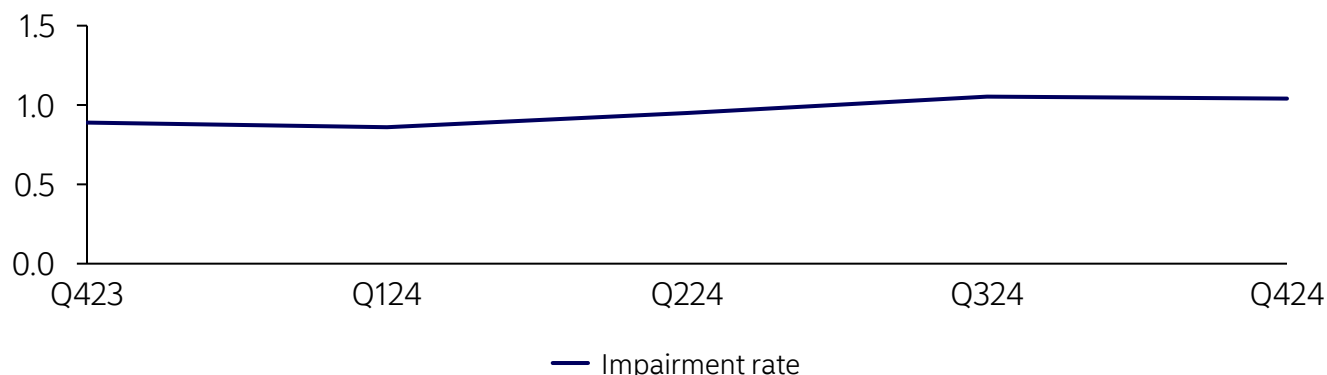
Net loan losses and similar net result

Continued strong credit quality

Net loan losses and similar net result, EURm



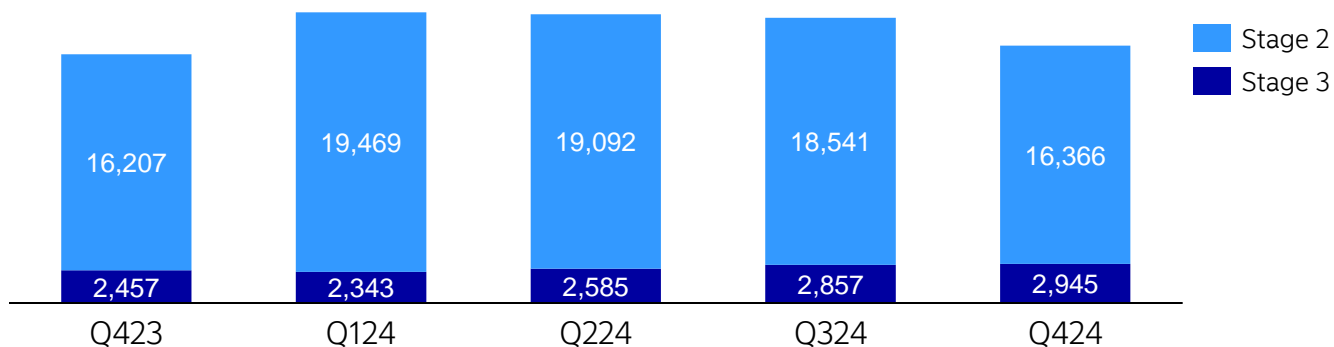
Impaired (stage 3) loans, %



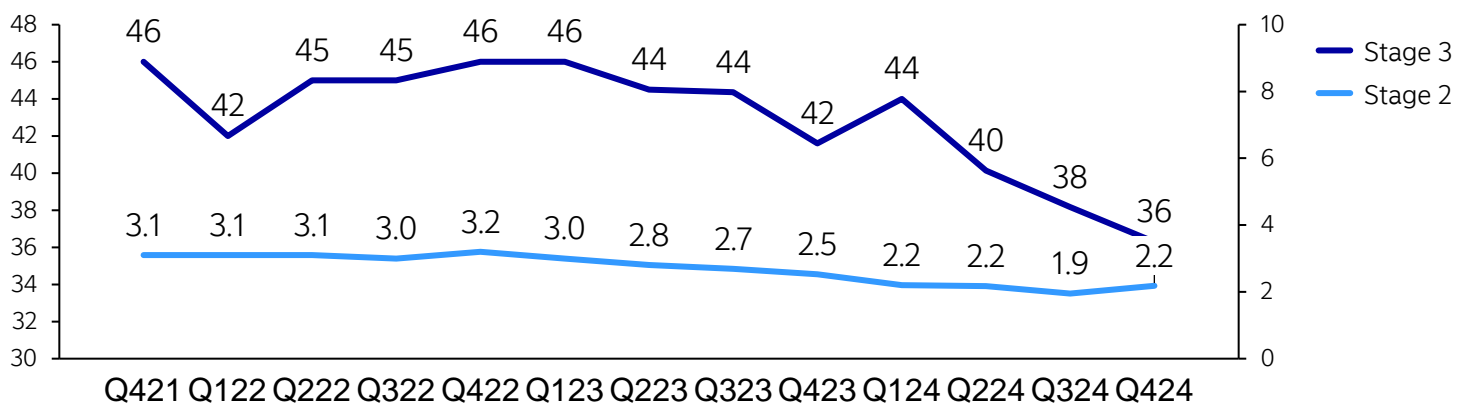
- **Total net loan losses and similar net result EUR 54m (6bp)**
 - Continued moderate level of loan losses
 - Individual provisions and write-offs driven by small number of corporates, with no specific industry concentration
 - Decrease in collective provisions, reflecting improved macroeconomic forecasts
- **Overall level of provisions unchanged at EUR 1.8bn**
 - Management judgement buffer reduced to EUR 414m from EUR 435m due to improved credit risk outlook
 - Solid coverage against uncertainties in economic outlook
- **Continued low level of non-performing loans**
 - Stage 3 loans stable at 1.04%

Positive evolution in strong credit portfolio

Stage 2 and 3 loans at amortised cost, EURm



Coverage ratio, %

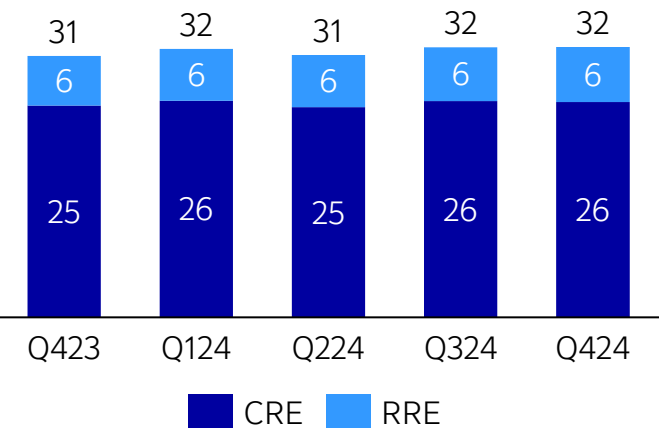


- **Stage 2 loans down EUR 2.2bn, to 6%**
 - Driven by favourable macro development
- **Stage 3 loans slightly up (+EUR 88m), but share in total lending stable at 1.04%**
- **Coverage ratio for stage 3 portfolio down to 36% due to model change**
 - More retail loans with lower provisioning requirements categorised as stage 3 due to model change

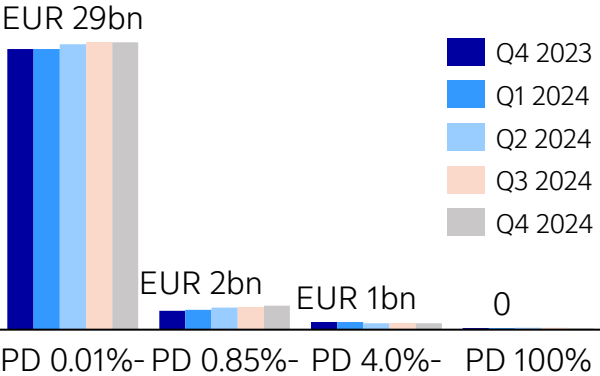
Credit portfolio – real estate management industry (REMI)*

Well-diversified portfolio, high-quality lending

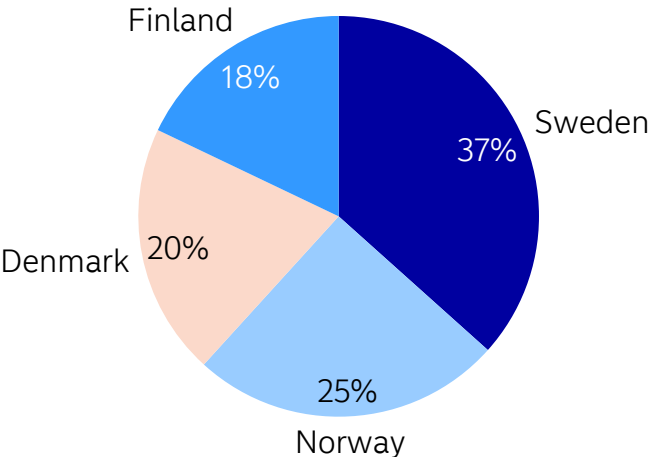
Lending volumes stable



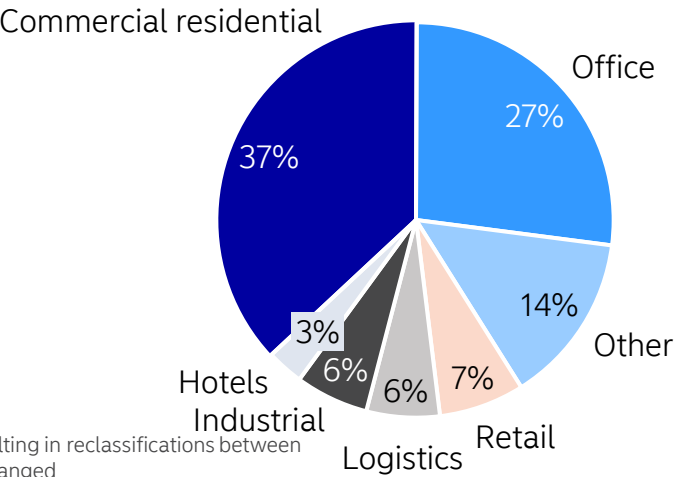
90% of portfolio with low probability of default (PD)



Diversified across countries



Diversified across types**

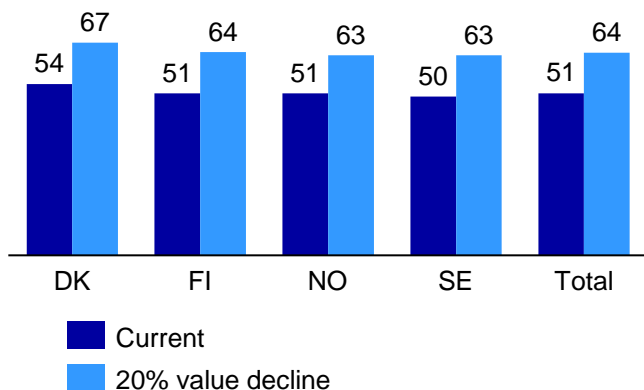


- **Well-diversified portfolio across Nordic markets**
- **90% of exposure towards low-risk customers, 7% towards increased risk, only 2% towards high risk and less than 1% impaired**
- **Portfolio mainly comprising central, modern office and residential properties**
- **Strict underwriting standards: conservative credit policy with focus on cash flow**

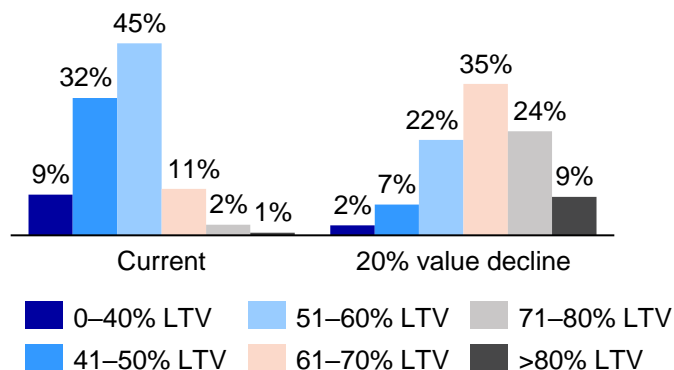
* Excluding tenant-owner associations (TOAs)
** Improved consolidation data quality from Q1 2024 onwards resulting in reclassifications between property types. Portfolio composition and credit risk profile unchanged

Solid LTVs, resilient interest coverage, high occupancy

Solid LTV levels for all countries



Majority of portfolio with low LTV



- **86% of exposures with LTV below 60%**

- In event of 20% decline in market value, 67% of portfolio still with LTV below 70%

- **Average interest coverage ratio (ICR) 2.7x**

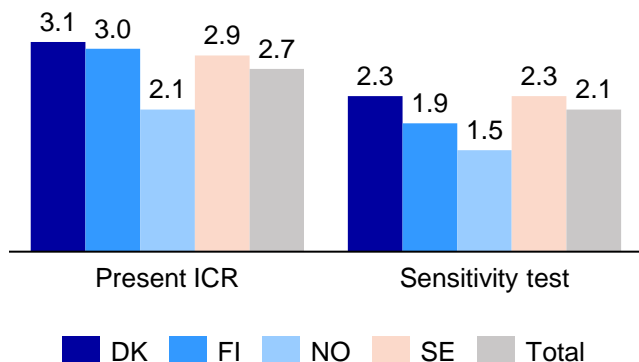
- Average ICR 2.1x in stress scenario
- Stress scenario: all debt refinanced day one at 5Y swap rates plus margins (4.0–5.0%); no hedging

- **Strict interest rate hedging requirements**

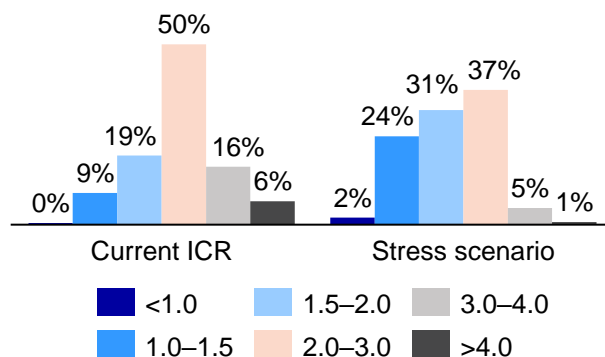
- 64% of customer debt hedged, with average maturity 4.3 years

- **Low vacancy rates, with average letting ratio 95%**

High ICR in all countries

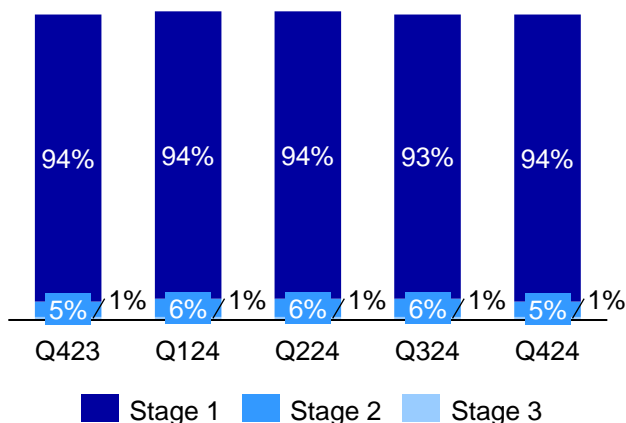


ICR above 1.0 in stress scenario for 98% of portfolio

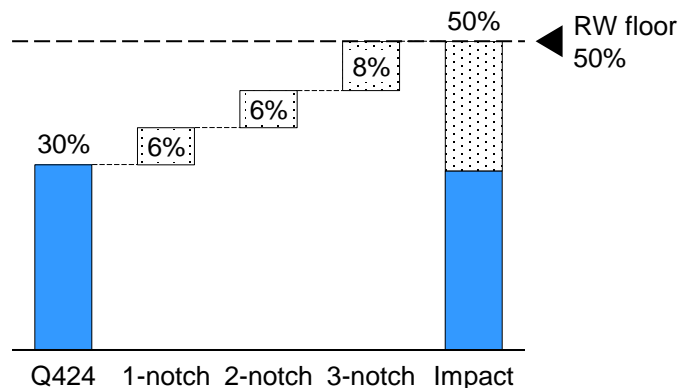


Low levels of risk exposure

Strong credit quality, with 93% of IFRS 9 portfolio in stage 1

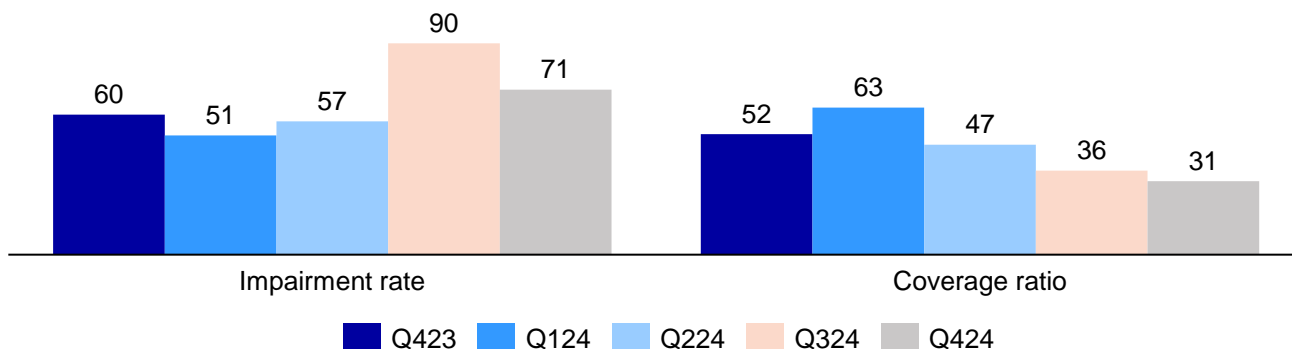


No REA impact even from 3-notch downgrade due to risk weight floors



- Continued strong credit quality, with slight improvement
- Only 5% of portfolio in stage 2
- 0.7% of portfolio impaired: slight decrease, driven by small number of individual customers
- Provision coverage 31%, reflecting high collateralisation
- REA protected by risk weight floors

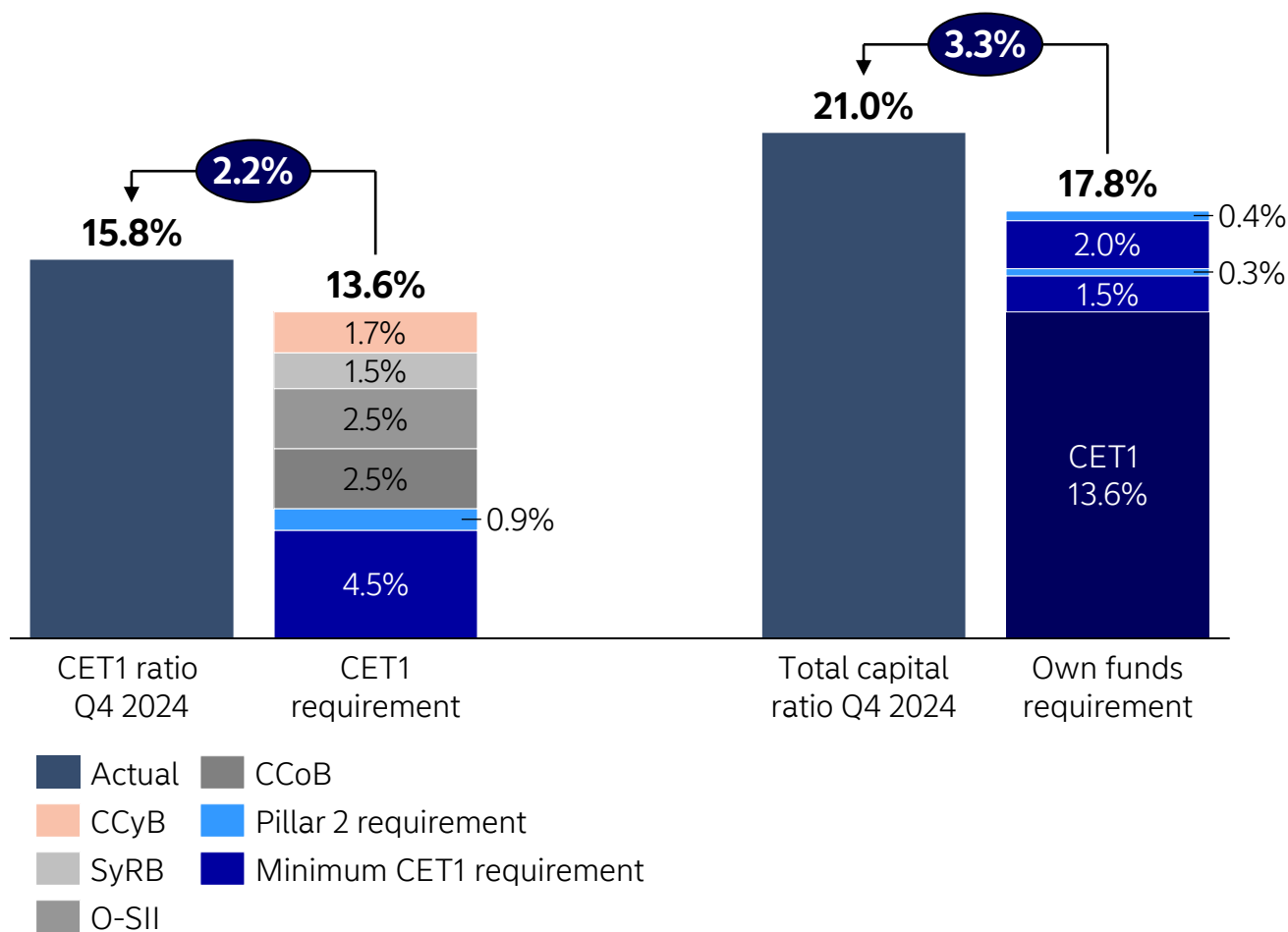
Low impairment rate and strong coverage for impaired portfolio



3. Capital, liquidity and funding

Significant buffer to capital requirements

Capital position and requirements (%)



- **CET1 capital ratio 15.8%**

- 2.2 percentage points above regulatory requirement, corresponding to a CET1 buffer of EUR 3.4bn

- **CET1 requirement**

- CET1 requirement increased with ~10bp due to increased CCyB and SyRB following the acquisition of Danske Bank's Norwegian portfolio in Q4 2024
- Nordea received final SREP confirming that the P2R is maintained at the current level of 1.6% (of which 0.9% in CET1)

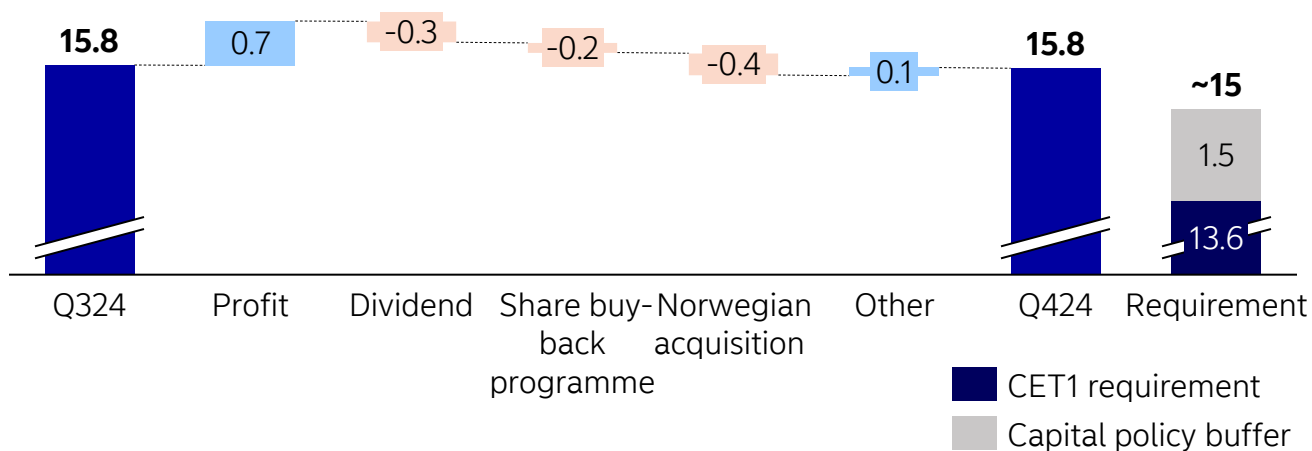
- **Coming increase to the CET1 requirement**

- In Q1 2025 the CET1 requirement will increase with ~10bp since the reciprocation of the Danish sector-specific SyRB of 7% on real estate companies in Denmark applies from 1 January 2025

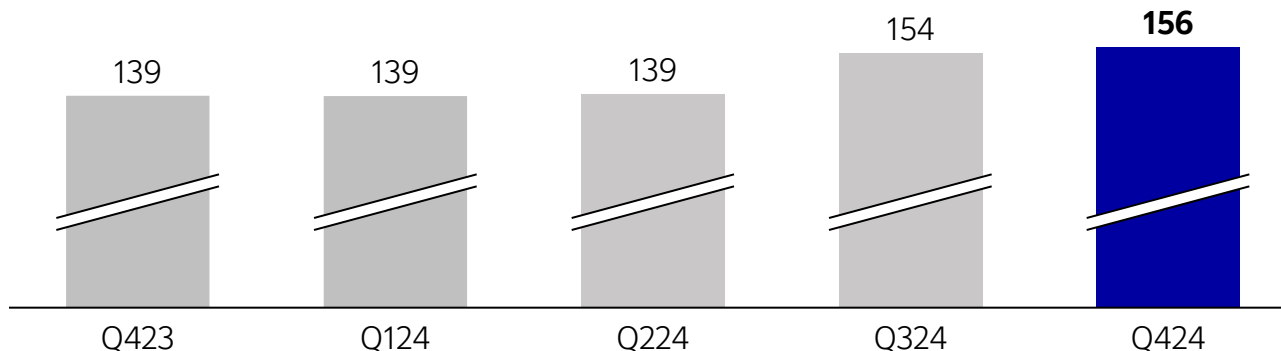
Capital

Strong capital position; share buy-backs in progress

CET1 capital ratio development, %



REA development, EURbn



- CET1 capital ratio 15.8%**

- 2.2 percentage points above regulatory requirement
- EUR 0.3bn increase in CET1 capital, mainly driven by profit net of dividend, partly offset by share buy-back programme launched in October
- EUR ~2.2bn increase in risk exposure amount, mainly due to Norwegian acquisition

- CET1 requirement expected to increase by ~10bp**

- ~10bp increase in CET1 requirement in Q424 due to increased CCyB and SyRB following Norwegian acquisition
- ~10bp increase in CET1 requirement from 1 Jan 2025 due to Finnish FSA's reciprocation of sector-specific Danish SyRB

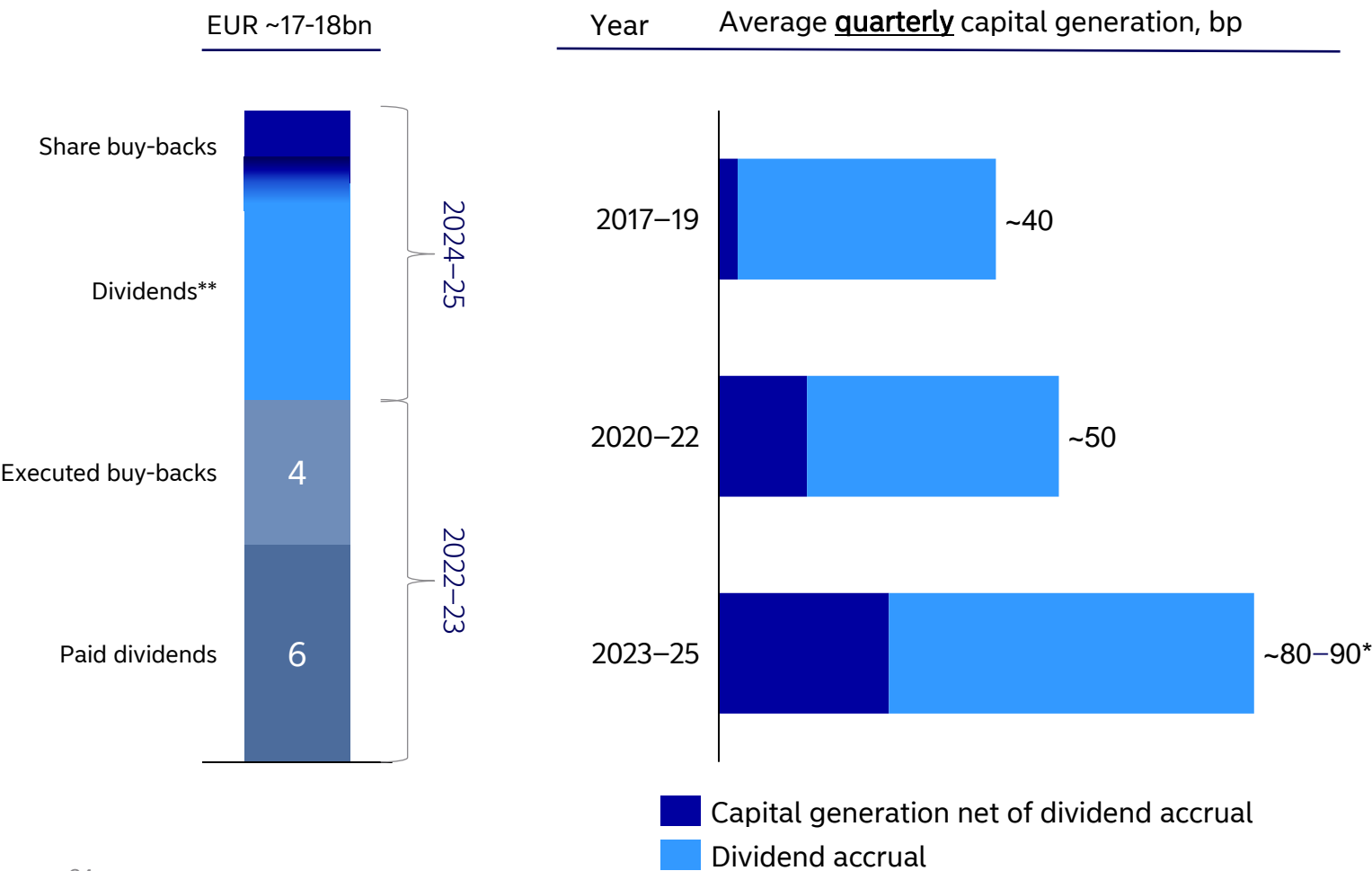
- Ongoing share buy-back programme to end no later than 28 Feb; close dialogue on new programme already initiated**

Nordea

Capital excellence

Strong capital generation supporting returns

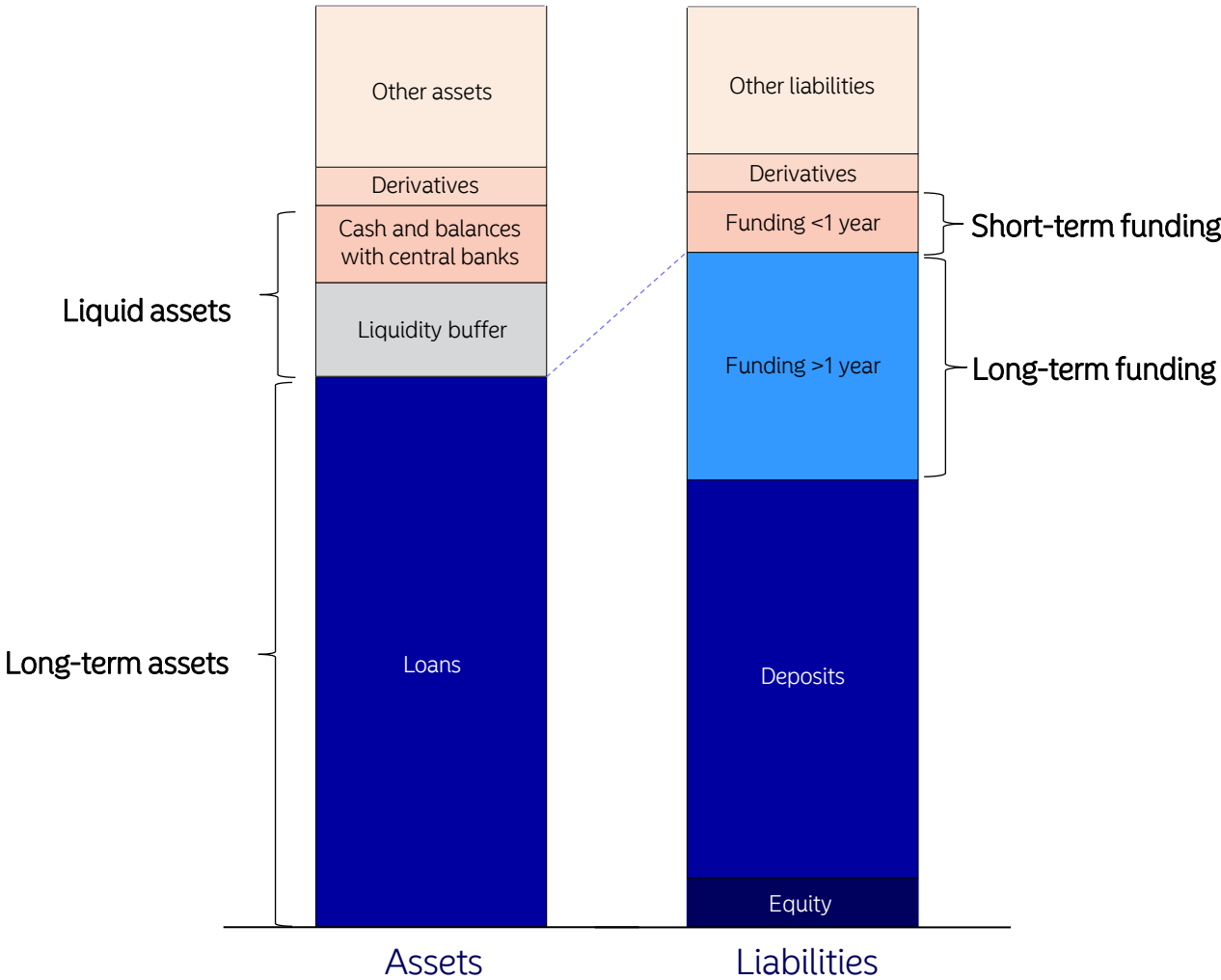
Shareholder returns supported by continued strong capital generation



- **Capital return commitment reaffirmed**
 - Strong capital generation
 - Unchanged dividend policy
 - Share buy-backs to distribute excess capital
- **EUR 250m share buy-back programme launched in October 2024, to end no later than 28 February 2025**
- **Continued use of share buy-backs to trim generated excess capital**

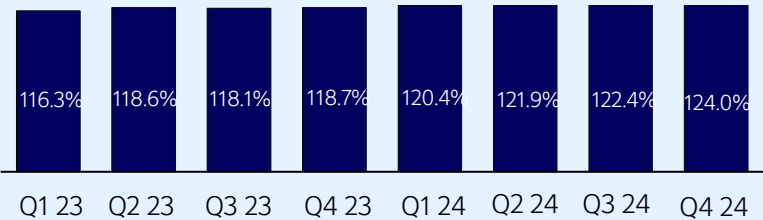
Strong balance sheet structure

Q4 2024



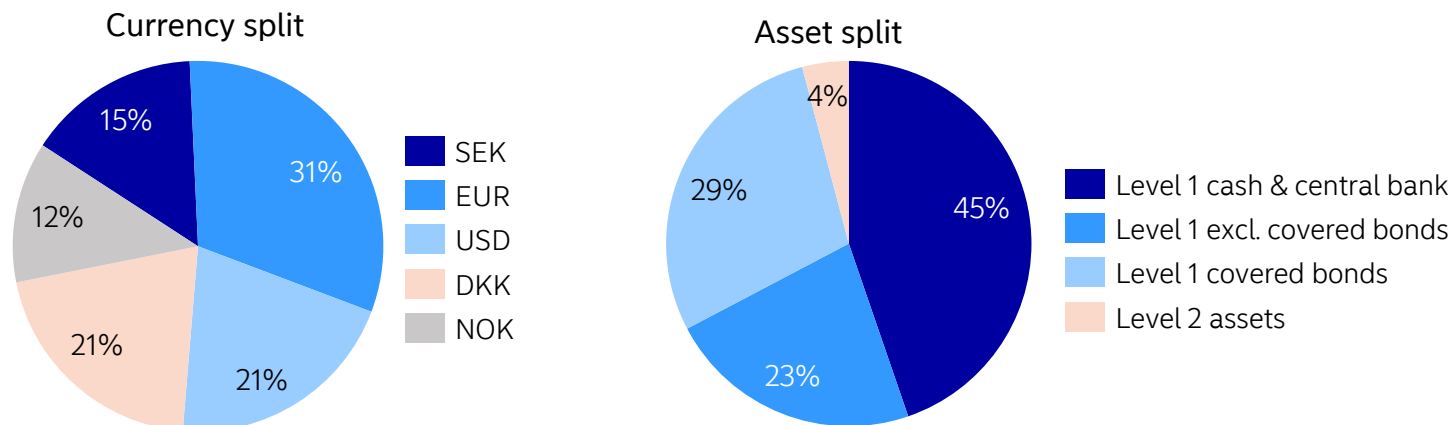
• Total assets EUR 623bn Q4 2024

- Strong balance sheet with deposits as primary source of funding
- Long-term funding 80% of total wholesale funding
- Nordea’s net stable funding ratio (NSFR) is stable over time:

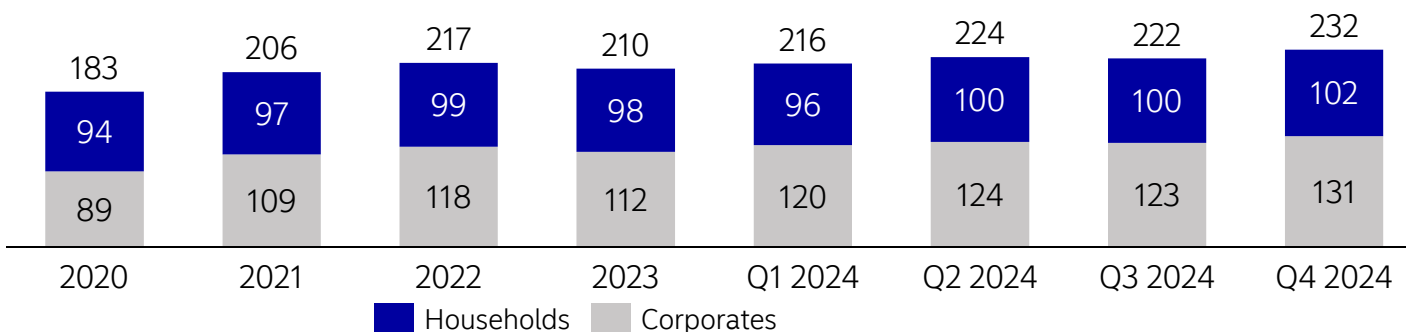


Strong liquidity position

Liquidity buffer composition, EUR 112bn



Deposits and borrowings from the public*, EURbn



- Robust liquidity position**

- Liquidity coverage ratio (LCR) 157%
- Net stable funding ratio (NSFR) 124%

- Well diversified liquidity buffer of EUR 112bn**

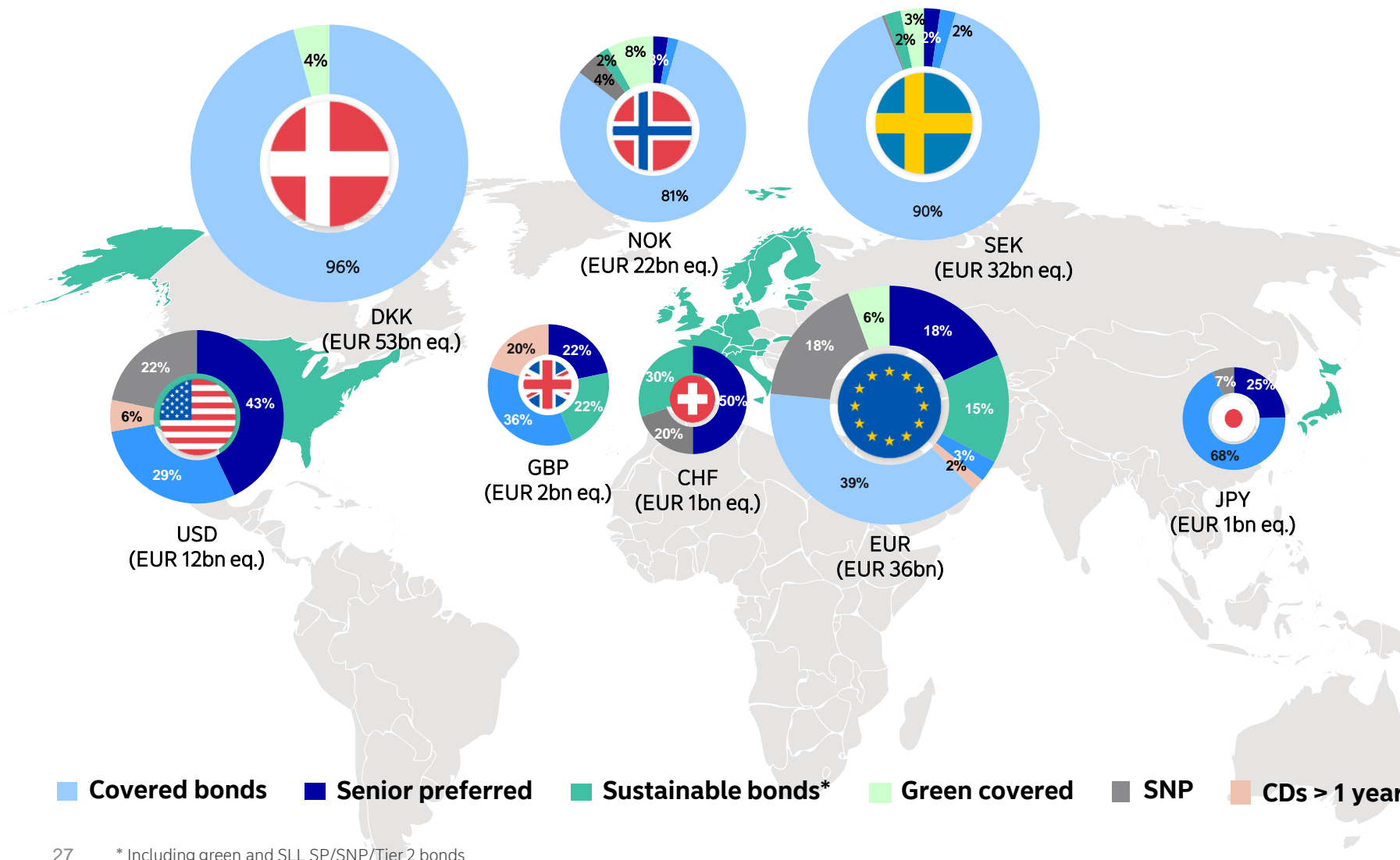
- EUR 50bn in central bank cash and reserves
- EUR 62bn in bonds
- Conservative hedging approach and no single name concentration

- Deposits**

- 41% of deposits covered by deposit guarantee scheme

Long term funding

Nordea global issuance



Strong ratings

Nordea Bank Abp

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

Nordea covered bonds

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

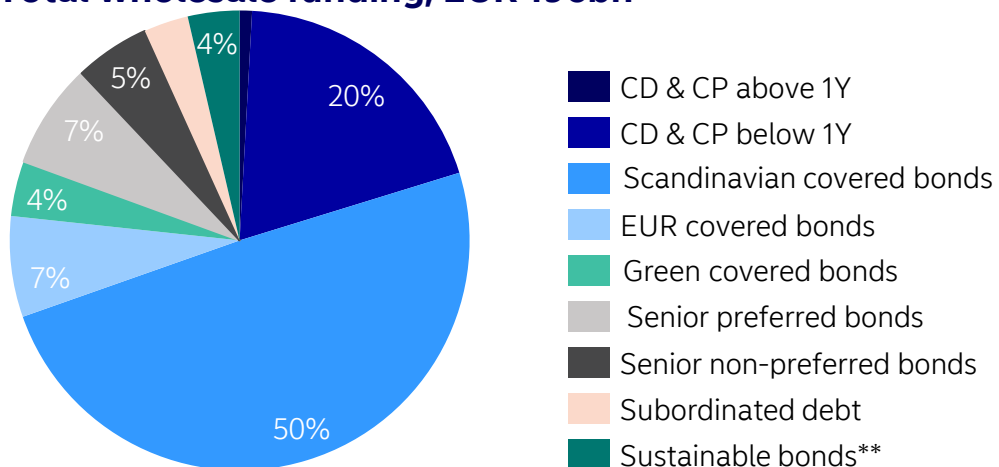
■ Covered bonds ■ Senior preferred ■ Sustainable bonds* ■ Green covered ■ SNP ■ CDs > 1 year ■ Capital instruments

Wholesale funding

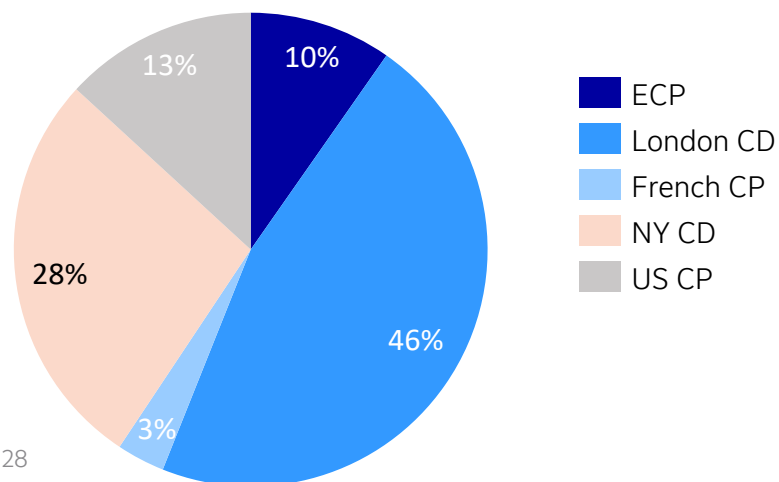
Solid funding operations



Total wholesale funding, EUR 196bn



Short term funding, EUR 38bn



**Including green & SLL SP/SNP/Tier 2 bonds

- **Long-term issuance***

- EUR 2.5bn issued during Q4
 - EUR 1.7bn in covered bonds and EUR 0.8bn in senior format
- EUR 19.4bn issued during 2024

- **Short term issuance**

- EUR 38bn total outstanding per end Q4

- **Issuance plans 2025***

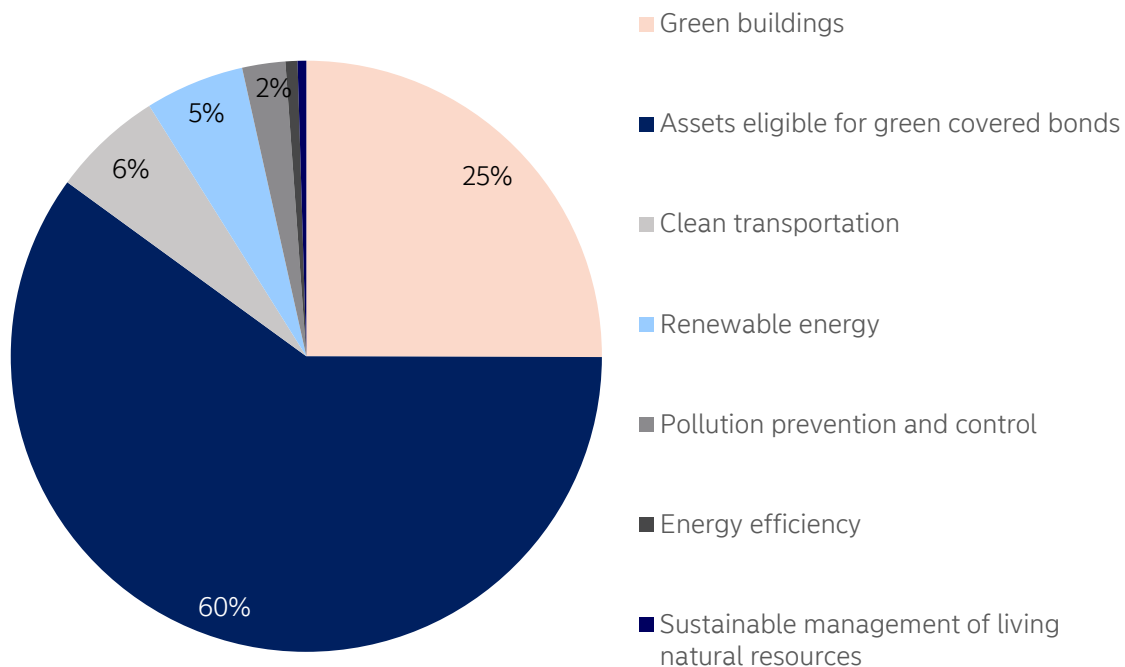
- EUR 20bn estimated in total long-term issuance
 - Around half expected in Scandinavian currencies, most of which in covered bonds
 - Remaining volume in international currencies incorporating senior debt and covered bonds

*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 22.7bn assets available for green funding****
 - EUR 9.1bn in NBAbp green bond asset portfolio
 - EUR 13.6bn available assets for green covered bonds
- **EUR 5.3bn green bonds from NBAbp outstanding**
- **EUR 7.6bn green covered bonds outstanding**
- **Deposits with climate focus offered in Norway and Sweden**
- **EUR 1.8bn issued under sustainability linked loan (SLL) funding framework**
 - EUR 1bn in senior non-preferred
 - SEK 5.2bn and NOK 3.8bn in senior preferred



IFR
Sustainable
Issuer of the
Year



ISS ESG

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



ESG score:
12.3 (0 to 100)**

MSCI



ESG rating:
AA (AAA to CCC)

S&P Global

CSA score:
70 (0 to 100)***

Covered bonds

Nordea covered bond operations

Four aligned covered bond issuers with complementary roles

Nordea Eiendoms kreditt



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 28.2bn (eq.)	EUR 62.2bn (eq.)	Balance principle	Pool 1: EUR 14.9bn Pool 2: EUR 11.9bn
Covered bonds outstanding	EUR 19.1bn (eq.)	EUR 30.8bn (eq.)	EUR 57.8bn (eq.)*	Pool 1: EUR 11.4bn Pool 2: EUR 7.8bn
OC	48%	102%	8%*	Pool 1: 30% / Pool 2: 53%
Issuance currencies	NOK	SEK	DKK, EUR	EUR
Rating (Moody's / S&P)	Aaa/ -	Aaa / -	- / AAA	Aaa / -
Outstanding green covered bonds	EUR 1.2bn	EUR 1.1bn	EUR 2.2bn	EUR 2.0bn



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

Funding transactions

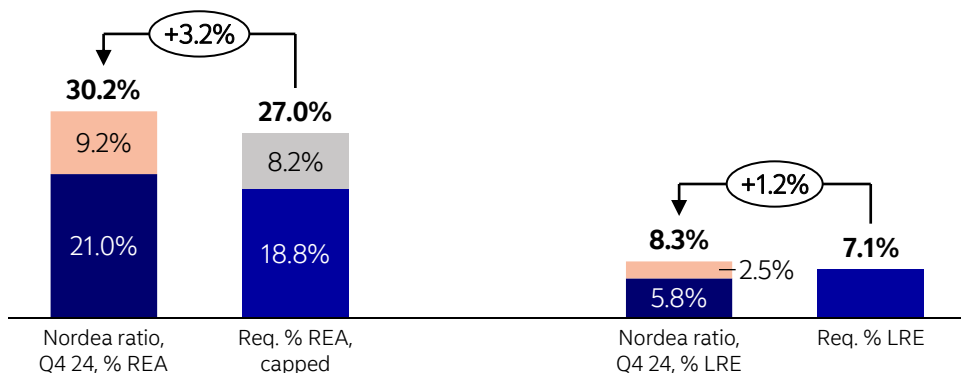
Nordea 2024 benchmark transactions

Issuer	Type	Currency	Amount (m)	FRN / Fixed	Issue date	Maturity date	First call date
Nordea Bank	Tier 2	 NOK	2,750	FRN	Nov-24	May-35	Feb-30
Nordea Eiendomskreditt	Covered, Green	 NOK	7,000	FRN	Nov-24	Nov-29	
Nordea Bank	Senior non-preferred, Green	 EUR	750	Fixed	Oct-24	Oct-31	
Nordea Hypotek	Covered, Green	 SEK	6000	Fixed	Oct-24	Oct-29	
Nordea Bank	Additional Tier 1	 USD	800	Fixed	Sep-24	Perpetual	Sep-31
Nordea Bank	Senior preferred, SLL	 NOK	2,500	FRN/Fixed	Sep-24	Mar-30	
Nordea Bank	Senior preferred, SLL	 SEK	2,400	FRN/Fixed	Sep-24	Sep-27	
Nordea Eiendomskreditt	Covered	 NOK	7,000	FRN	Sep-24	Sep-29	
Nordea Bank	Senior preferred	 GBP	300	Fixed	Sep-24	Oct-29	
Nordea Bank	Senior preferred	 USD	1,000	FRN/Fixed	Sep-24	Sep-29	
Nordea Bank	Additional Tier 1	 NOK	1,600	FRN	Sep-24	Perpetual	Sep-29
Nordea Bank	Additional Tier 1	 SEK	3,750	FRN	Sep-24	Perpetual	Sep-29
Nordea Bank	Senior preferred	 EUR	1,000	Fixed	Jun-24	Jun-29	
Nordea Bank	Tier 2, Green	 EUR	750	Fixed	May-24	May-35	Feb-30
Nordea Mortgage Bank	Covered	 EUR	1,000	Fixed	Apr-24	Apr-34	
Nordea Bank	Senior preferred	 USD	1,000	FRN/Fixed	Mar-24	Mar-27	
Nordea Bank	Senior non-preferred	 EUR	1,000	Fixed	Mar-24	Mar-34	
Nordea Mortgage Bank	Covered	 EUR	750	Float	Jan-24	Jan-27	
Nordea Mortgage Bank	Covered	 EUR	1,000	Fixed	Jan-24	Jan-31	
Nordea Hypotek	Covered	 SEK	6,000	Fixed	Jan-24	Oct-29	
Nordea Eiendomskreditt	Covered	 NOK	10,000	Float	Jan-24	Jan-29	

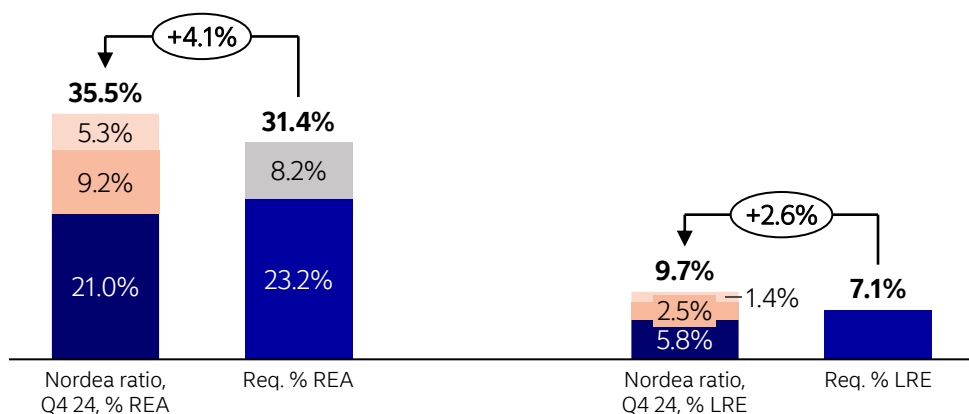
Minimum requirements for own funds and eligible liabilities

MREL positions and requirements

Subordinated MREL



Total MREL



SP Own funds
SNP CBR

Subordinated MREL

- 3.2 pp above requirement % REA
- Outstanding senior non-preferred (SNP) of EUR 14.7bn

Total MREL

- 4.1 pp above requirement % REA
- Outstanding senior preferred (SP) of EUR 14.5bn

Requirements set by Single Resolution Board (SRB) in 2024 MREL decision

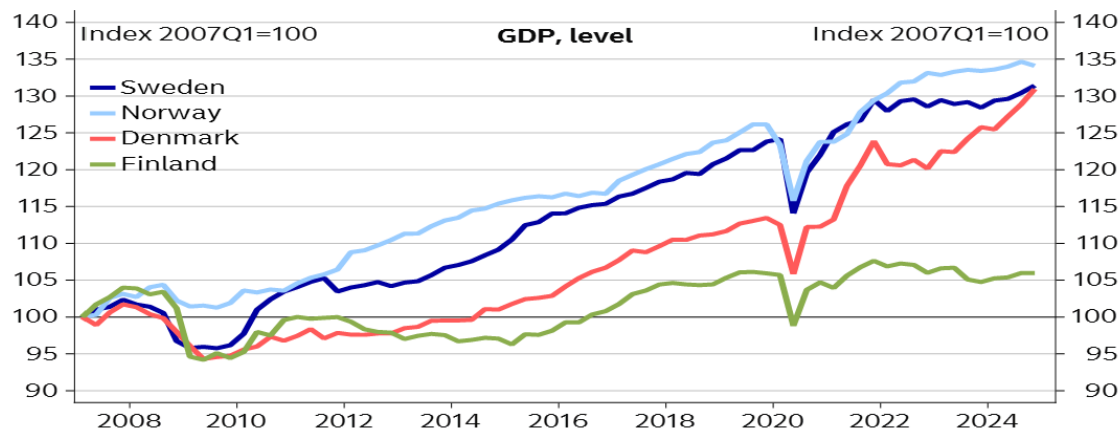
- Subordinated MREL, the higher of:
 - 21.40% REA (capped at 27% REA minus CBR*) + CBR
 - 7.14% LRE**
- Total MREL, the higher of
 - 23.18% REA + CBR
 - 7.14% LRE
- To be updated by the SRB in Q2 2025

4. Macroeconomy

Nordic economic development

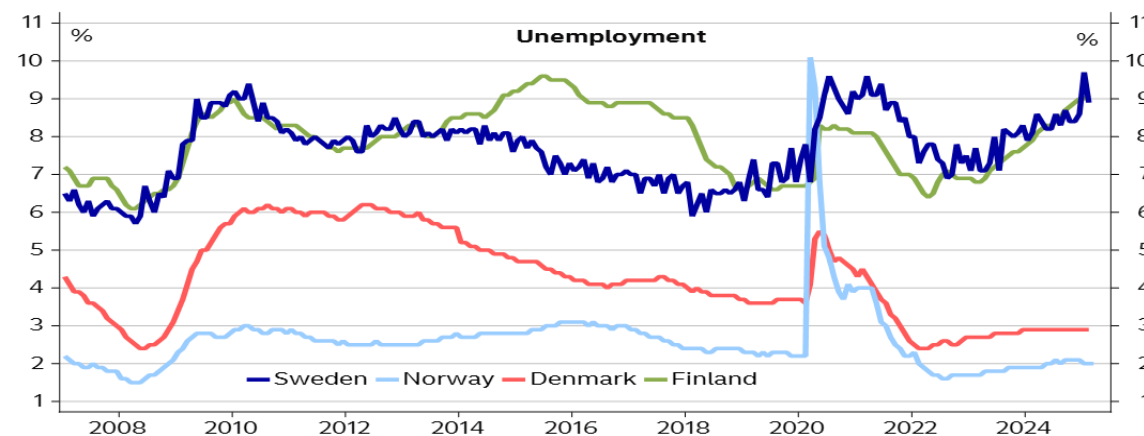
Better outlook ahead

GDP



- The Nordic economies have shown mixed trends on the back of surging inflation and higher interest rates
- Lower interest rates are expected to support economic activity going forward. GDP-growth in the Nordics will be positive in 2025 and 2026, according to Nordea's forecast
- Labour markets are still under pressure but are expected to stabilise soon

Unemployment rate

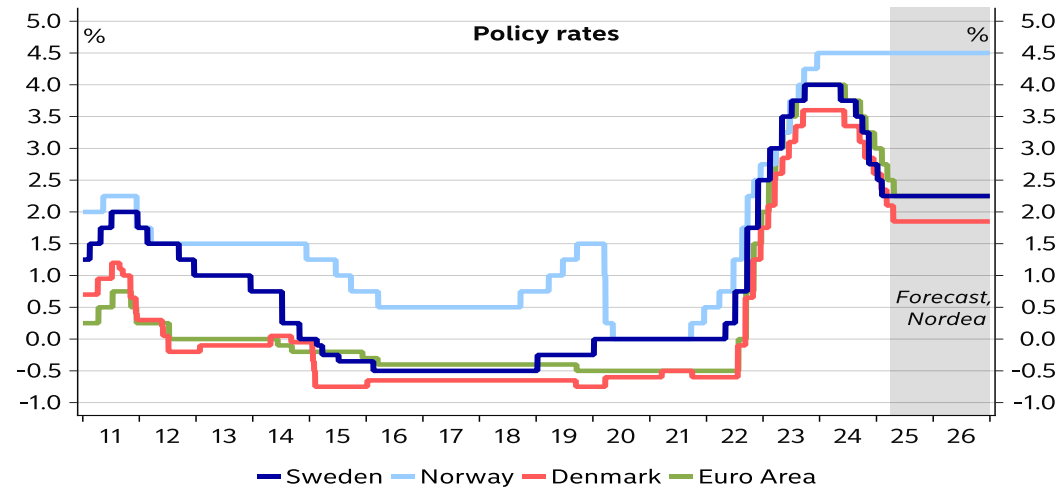


GDP, % y/y, Economic Outlook January 2025

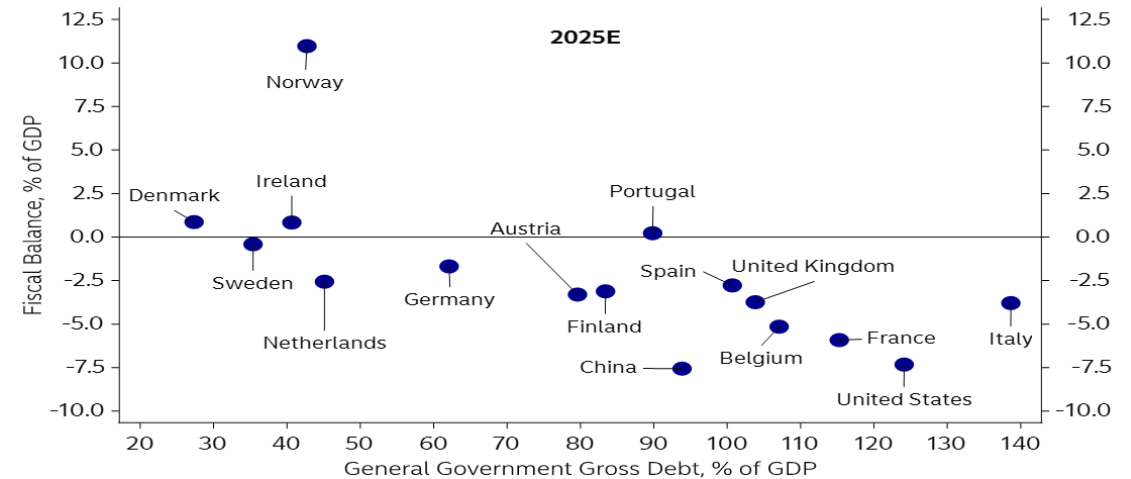
Country	2023	2024	2025E	2026E
Denmark	2.5	3.6	2.8	1.7
Finland	-0.9	-0.1	1.0	2.0
Norway (mainland)	0.7	0.6	1.8	1.8
Sweden	0.1	1.0	1.6	2.6

Less restrictive monetary policy

Policy rates



Public balance/debt, % of GDP, 2025E (IMF)

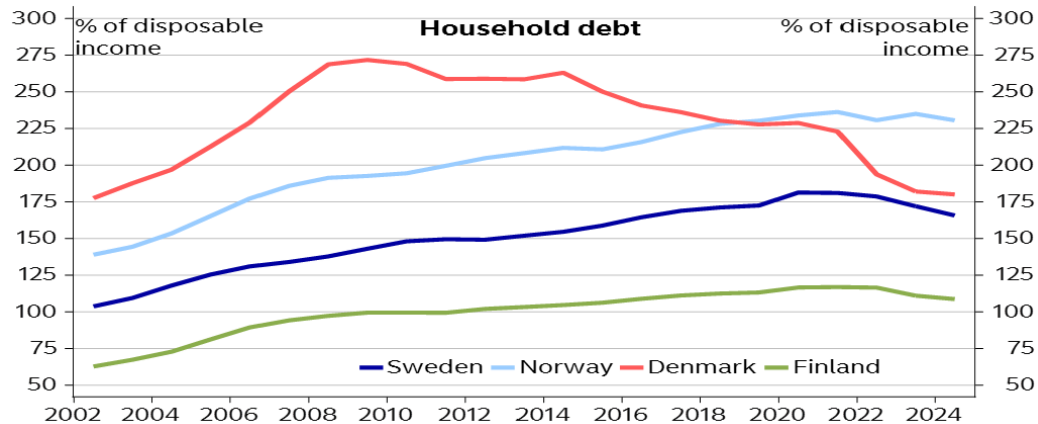


- The ECB and Danmarks Nationalbank lowered their policy rates by 0.25 percentage points in March. The Riksbank and Norges Bank left their policy rates unchanged
- The Riksbank is expected to leave their policy rate unchanged at 2.25% this year, according to Nordea's forecast
- Norges Bank is expected to leave their policy rate unchanged at 4.50% this year, according to Nordea's forecast
- The ECB is expected to lower their policy rate by 0.25 percentage points in April, down to 2.25%
- The central banks are expected to stay on hold in 2026, leaving their policy rates unchanged, according to Nordea's forecast
- Solid public finances will help most of the Nordic governments to support the economic recovery ahead

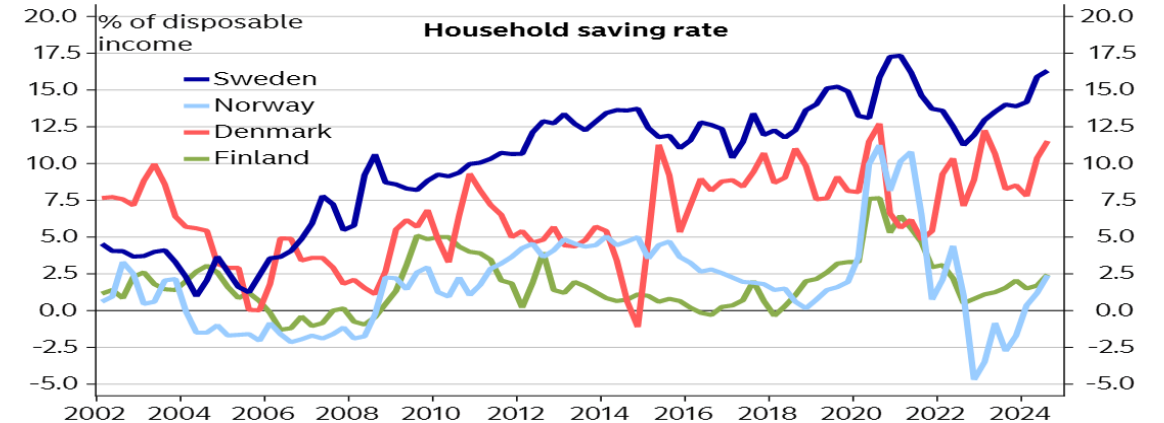
Households

Increasing purchasing power

Household debt

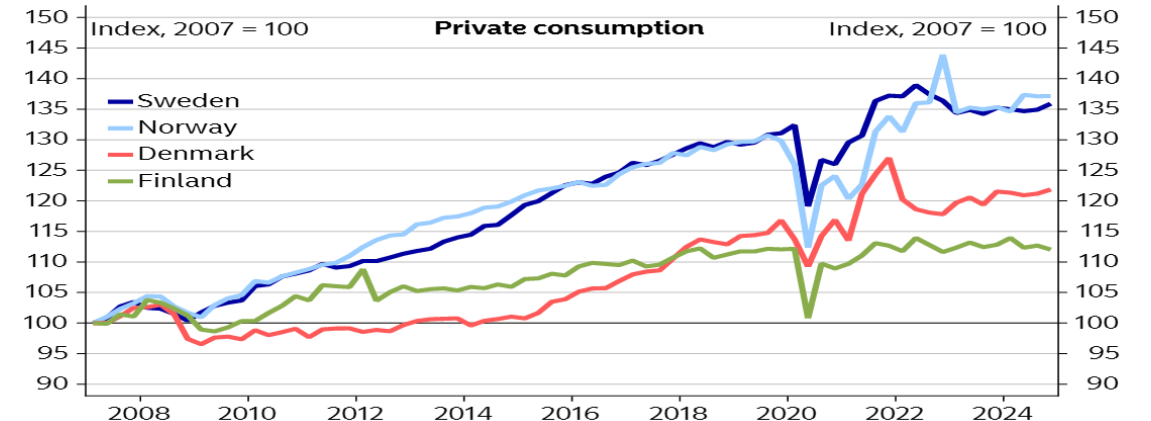


Household savings



- Households' purchasing power and consumption are expected to improve as real disposable income continues to increase
- Consumer confidence have risen from very low levels but remains subdued, indicating caution among households
- Households' debt ratios have decreased whilst the savings rates have increased

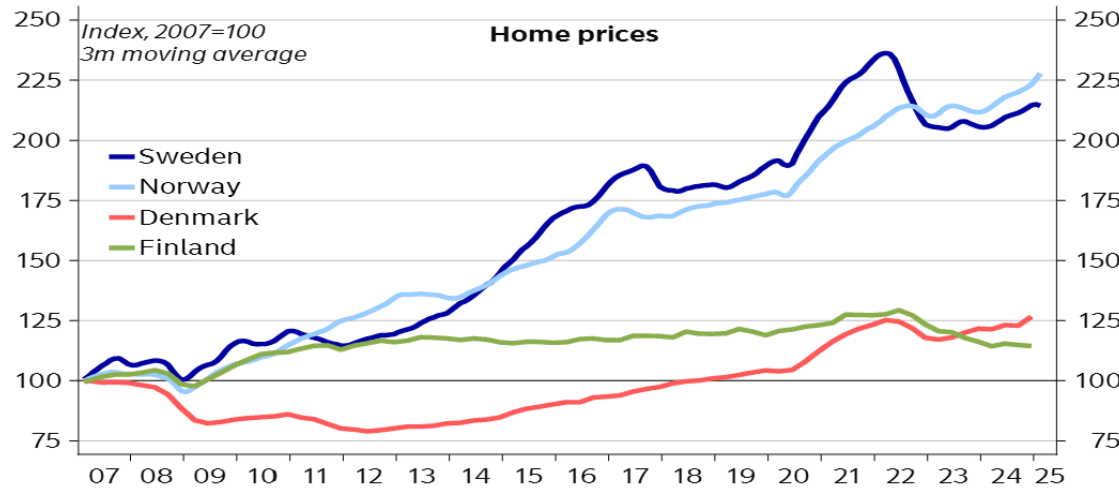
Private consumption



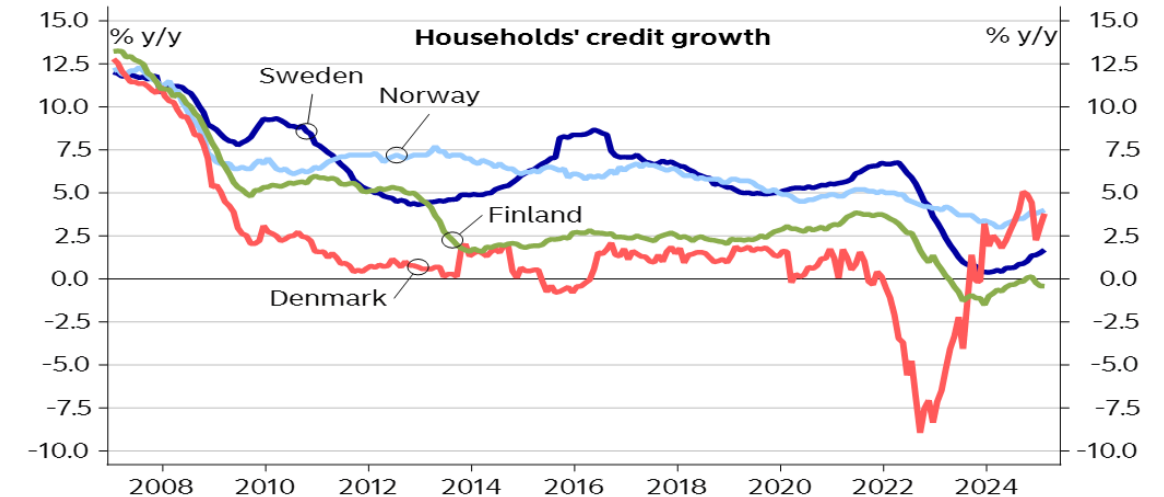
Housing markets

Increased activity

Home prices



Households' credit growth



- Home prices have stabilised and modestly started to increase in most of the Nordic countries. Norwegian home prices have developed better than their Nordic counterparts and rose by 7.6% year-on-year in February 2025
- Monetary policy has become less restrictive in most of the Nordics which should support a recovery in home prices
- Transaction volumes are picking up from low levels. However, imbalances remain, and the higher-than-normal supply of homes suggests the markets can absorb a higher demand without sharp price increases
- Households' credit growth have turned positive in all the Nordic countries except for Finland. Credit growth is expected to increase as central banks continue to lower their policy rates

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