

Nordea

Debt investor presentation Q2 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 high-quality income growth

- Net interest income up 4%, net fee and commission income up 6% and net fair value result down 15%. Total income up 3%
- Operating profit remained strong, 2% lower compared to Q2 2023

Return on equity* 17.9% and earnings per share EUR 0.37

Mortgage lending volumes stable, deposit volumes and assets under management up

- Mortgage lending stable and corporate lending down slightly. Retail deposits up 1% and corporate deposits up 5% y/y. AuM up 10% y/y

Stable cost-to-income ratio with amortised resolution fees: 42.6%

Solid credit quality – net loan losses increase mainly driven by provisions on few single corporate exposures

- Net loan losses and similar net result EUR 68m or 8bp
- Management judgement buffer at EUR 464m – EUR 30m released, reflecting lower provisioning needs

Continued strong capital position

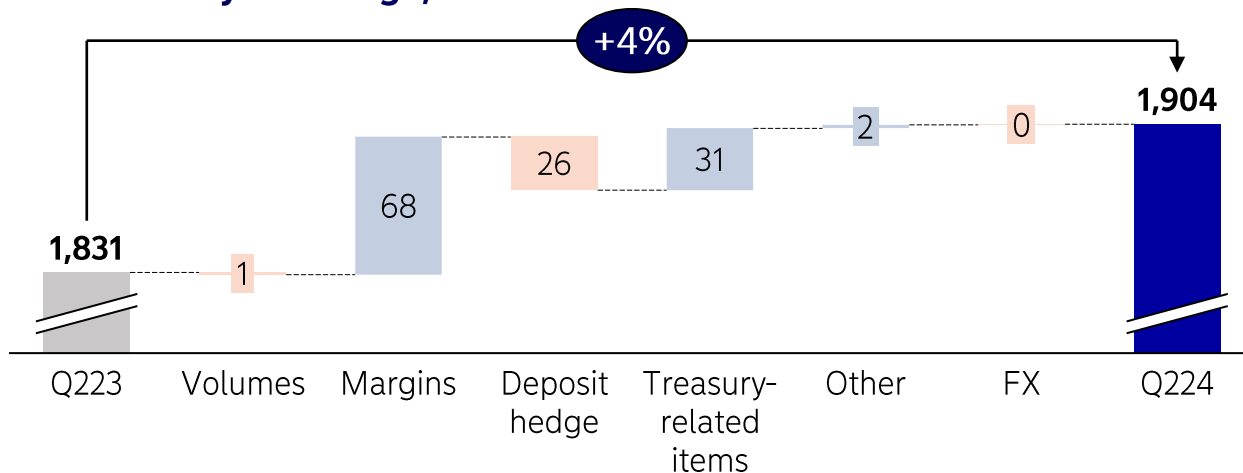
- CET1 ratio 17.5% – 4.4pp above current regulatory requirement. ECB approval for new capital models for retail exposures

2024 outlook unchanged: return on equity above 15%

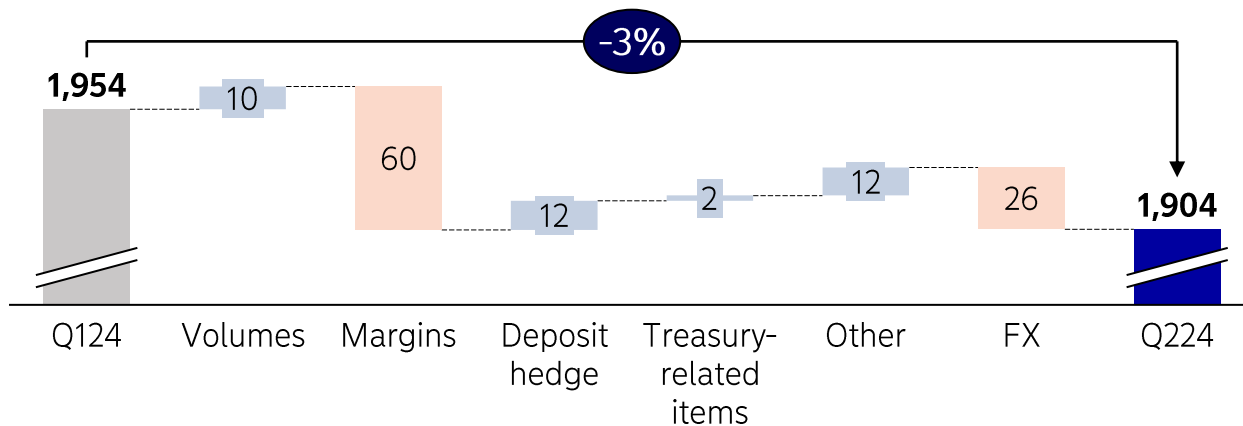
Net interest income

Stable volumes, improved margins

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

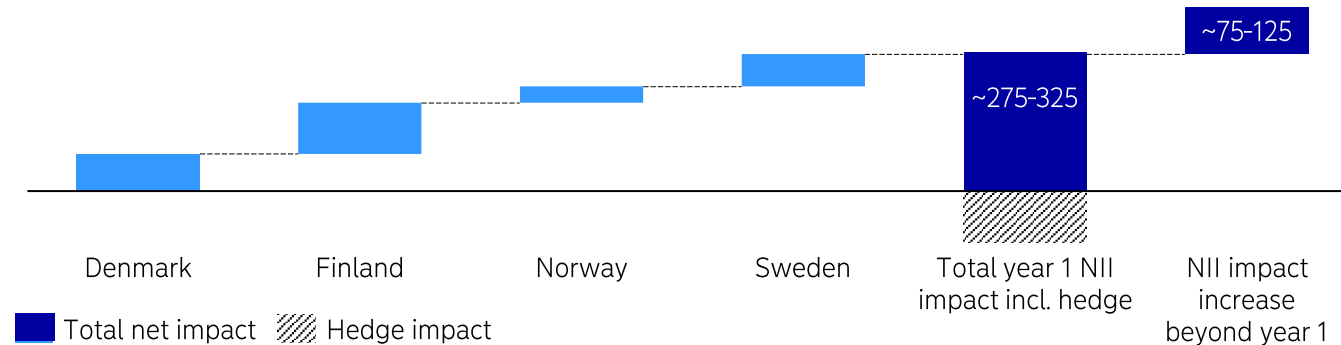


- **Net interest income up 4%**
- **Mortgage lending stable and deposits up**
 - Mortgage volumes stable
 - Corporate lending down 1%
 - Retail deposits up 1%
 - Corporate deposits up 5%
- **Net interest margin 1.83%, up 14bp**
 - Improved lending and deposit margins

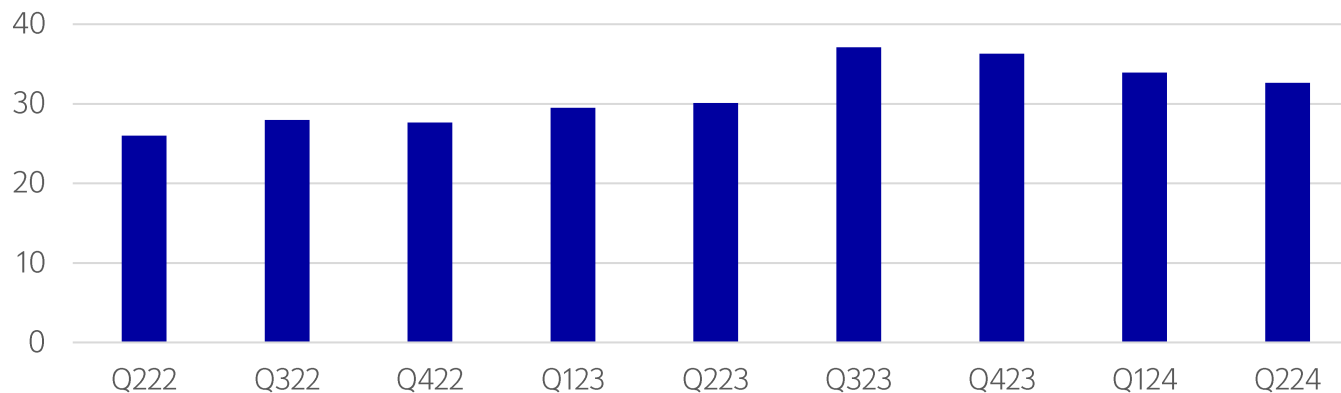
Net interest income sensitivity

Net interest income sensitivity to policy rate changes

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



Structural hedge – nominal volume, EURbn

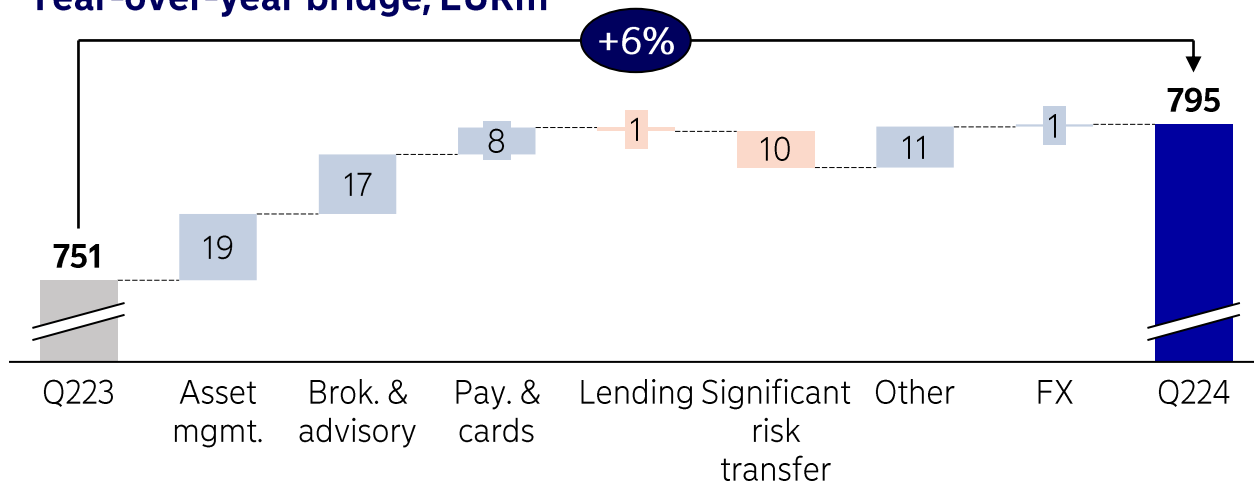


- **NII impact largely driven by policy rates and pass-through**
 - Actual pass-through to vary between account types and countries, and throughout rate cycles
 - Sensitivity reflecting modelled risk over cycle – actual NII impact lower following initial rate cuts and higher thereafter
- **Group NII also impacted by other drivers**
 - Volumes and loan/deposit pricing
 - Wholesale funding costs
 - Deposit hedges
- **Deposit hedging reducing sensitivity to interest rate changes**
 - Hedge volume up ~10% YoY
 - Average hedge maturity ~3 years
 - Additional NII impact in Y2–Y3 as assets repriced and hedges rolled over

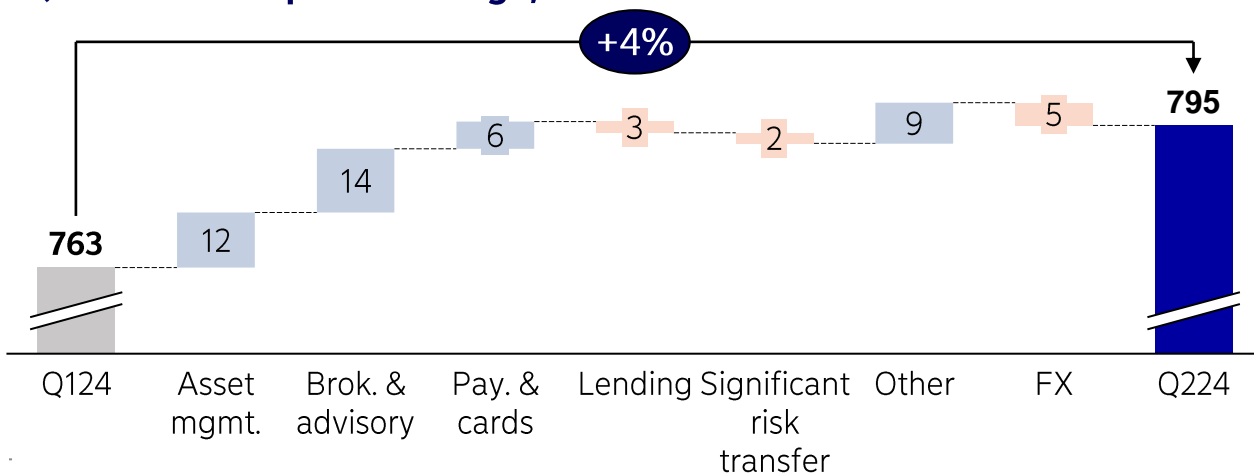
Net fee and commission income

Return to growth driven by higher savings and capital markets activity

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm

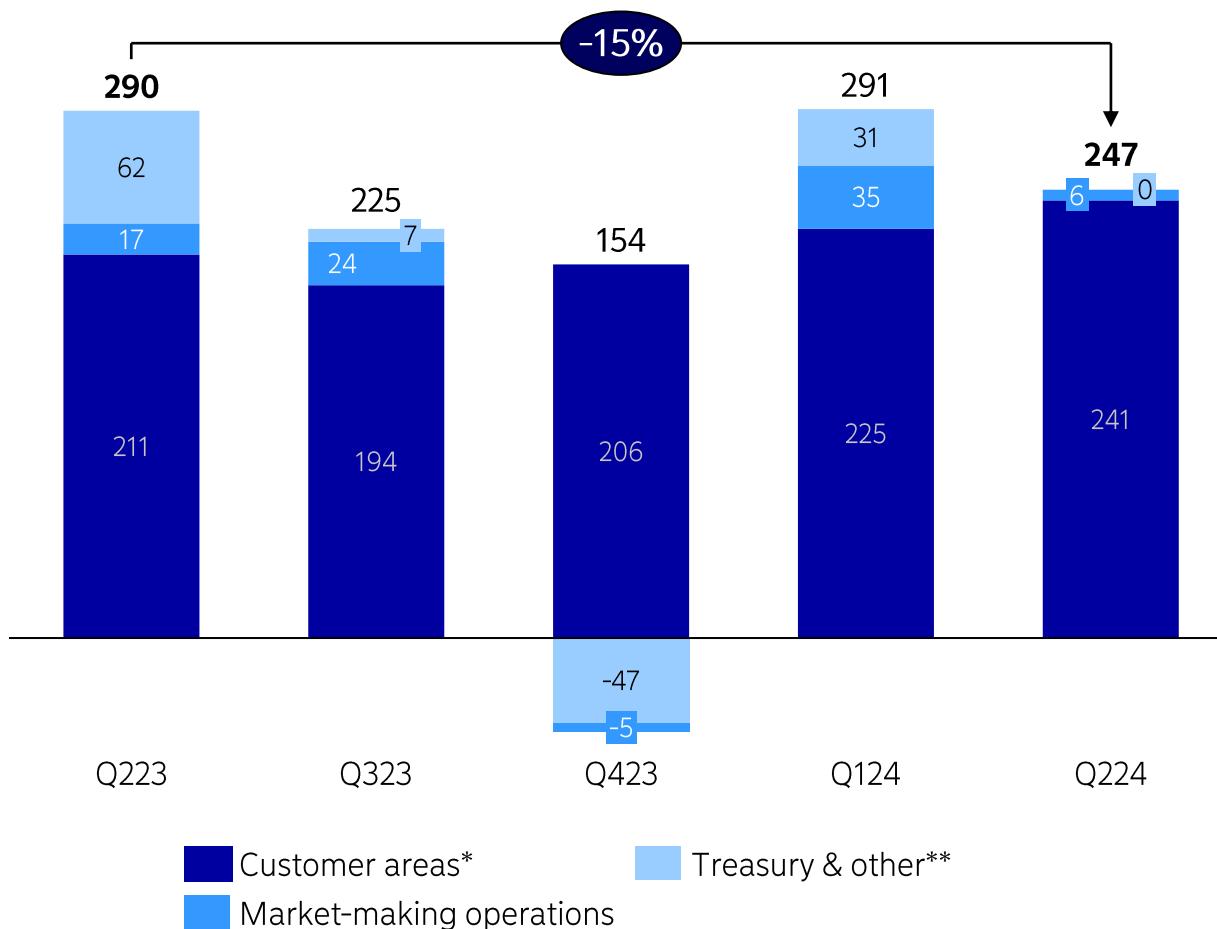


- **Net fee and commission income up 6%**
- **Savings fee income up due to higher assets under management**
 - AuM up 10% to EUR 400bn
 - Net flows from Nordic channels (86% of AuM) EUR 1.9bn
 - International channels (14% of AuM) net outflows EUR 1.4bn
- **Brokerage and advisory fee income up in stronger market**
- **Payment and card fee income up due to higher activity**

Net fair value result

Higher business activity in customer areas

Net fair value result, EURm

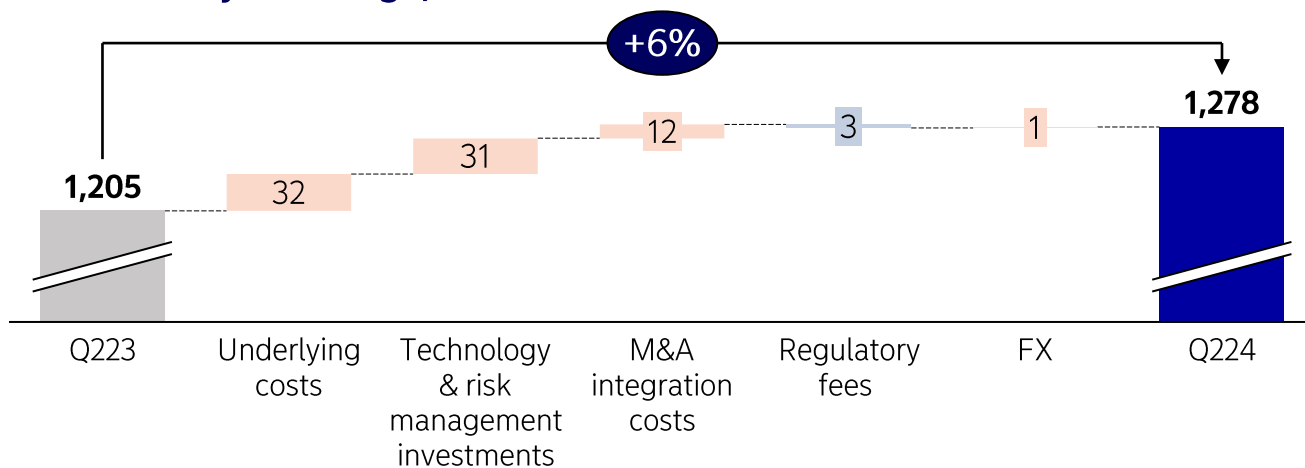


- Higher business activity in customer areas mainly in FX and rates products
- Market-making slightly down from Q223 that saw high activity in rates products
- Treasury down from high Q223 as low volatility resulted in stable valuations of hedges and holdings

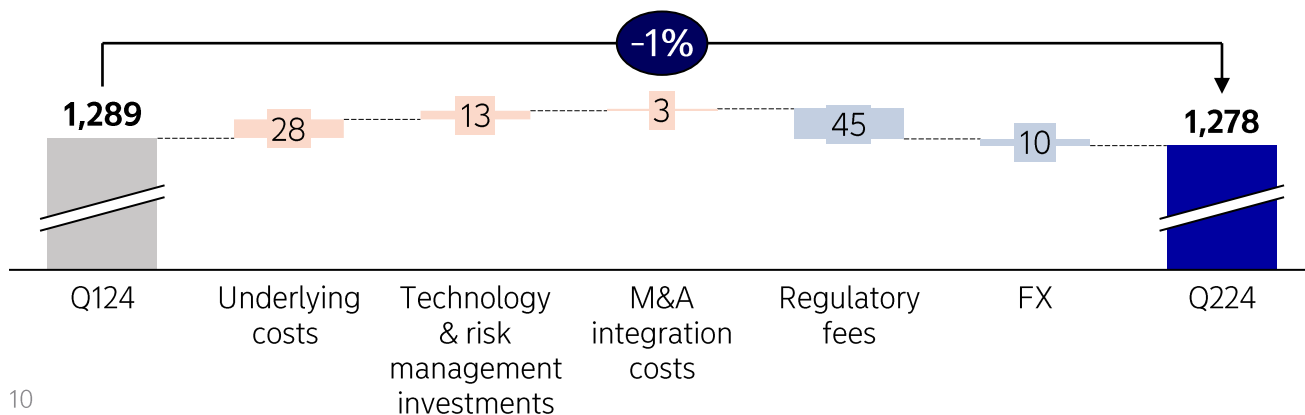
Costs

Costs in line with plan

Year-over-year bridge, EURm



Quarter-over-quarter bridge, EURm



- Costs up 6% from investments and inflation, in line with plan**

- Underlying costs up, driven by salary inflation and higher business activity
- Further investments in technology infrastructure, data and AI, digital offering, financial crime prevention and other risk management capabilities
- M&A integration costs related to acquisition of Danske Bank's personal customer and private banking business in Norway


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

Gender balance


 **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 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

Further strengthened climate targets in our lending portfolio

<div> 40-50% reduction in financed emissions in our lending portfolio by 2030¹</div>								Progress
								-29% (2023)
Sector	Sub-sector	Emissions scope	Metric	Base year	Baseline	Target year	Target	Current status
Residential real estate	Households and tenant-owner associations	1 and 2	kgCO2e/m2	2019	17.6	2030	-40–50%	16.6 kgCO2e/m2 (2023)
Shipping	Vessels	1	AER, gCO2/dwt-nm	2019	8.3	2030	-30%	8.1 AER (2022)
Motor vehicles	Cars and vans	1	gCO2e/km	2022	117	2030	-40%	116 gCO2e/km (2023)
Agriculture	Crops, plantation and hunting, and animal husbandry	1 and 2	tCOe2/EURm	2021	738	2030	-40-50%	681 tCOe2/EURm (2023)
Power production	Electricity generation	1 and 2	gCO2e/kWh	2021	220	2030	-70%	117 gCO2e/kWh (2022)
Oil & gas	Exploration and production	1, 2 and 3	MtCO2e	2019	3.0	2030	-55%	0.4 MtCO2e (2023)
Offshore	Drilling rigs and offshore service vessels within oil and gas, and shipping	-	EURm	2019	1,885	2025	-100%	127 EURm (2023)
Mining	Thermal peat	-	EURm	2022	52	2025	-100%	51 EURm (2023)
	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:

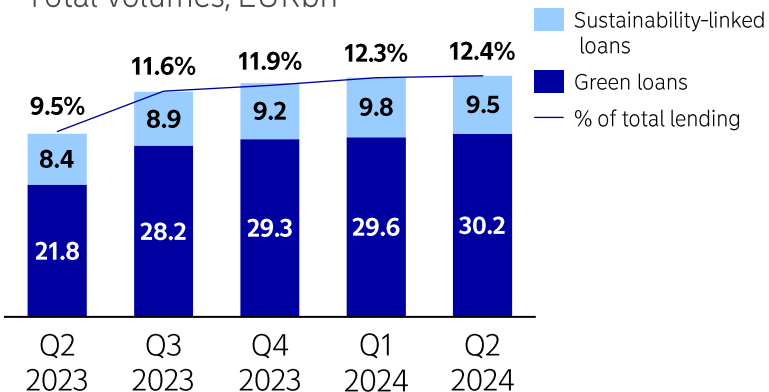
Sustainability at the core

Actively engaging to drive transition and capture growth opportunities

Channelling capital towards sustainable solutions

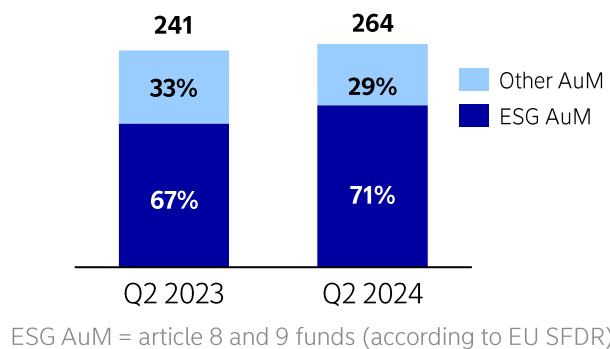
Green and sustainability-linked loans

Total volumes, EURbn



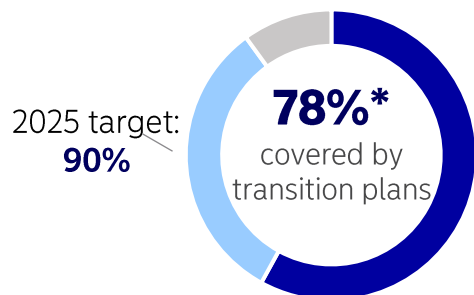
Nordea Asset Management

Assets under management, EURbn

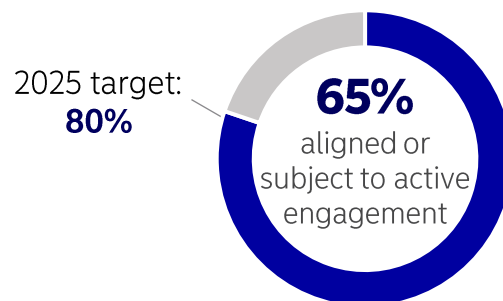


Engaging to support green transition

Transition plan for large corporates



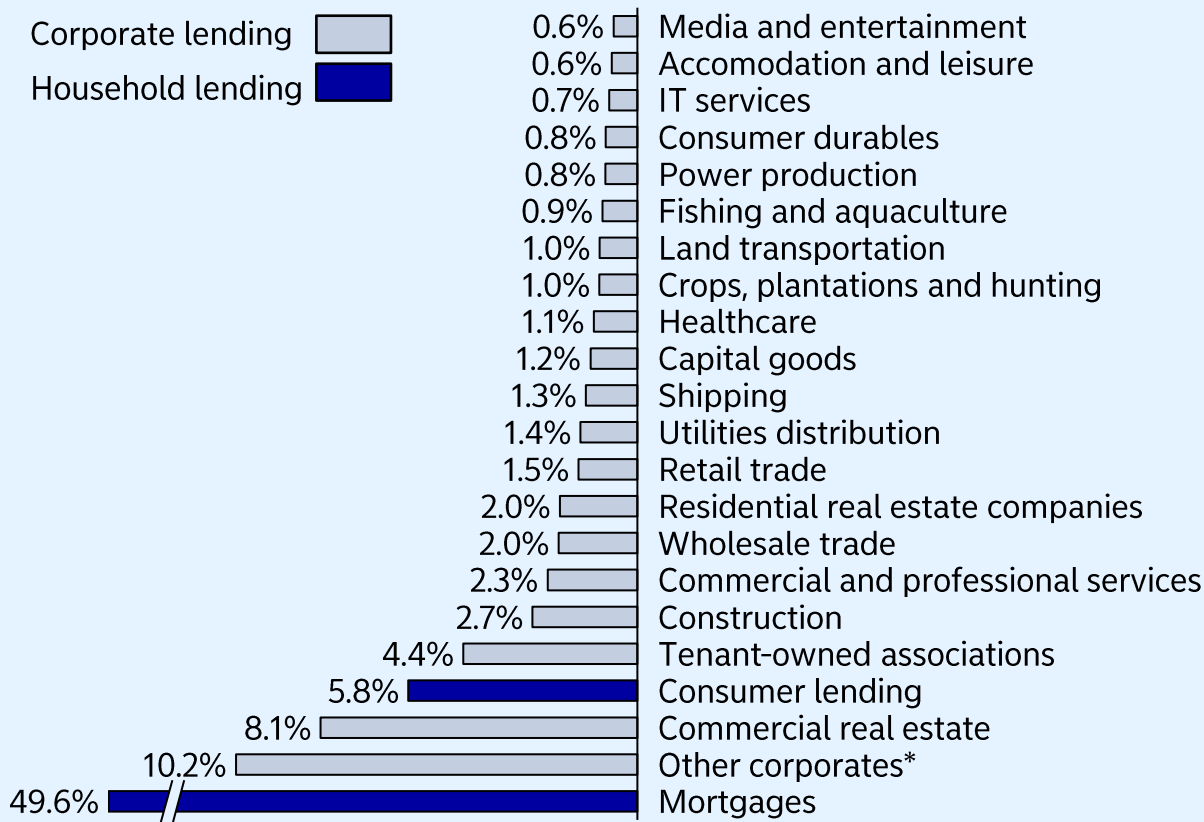
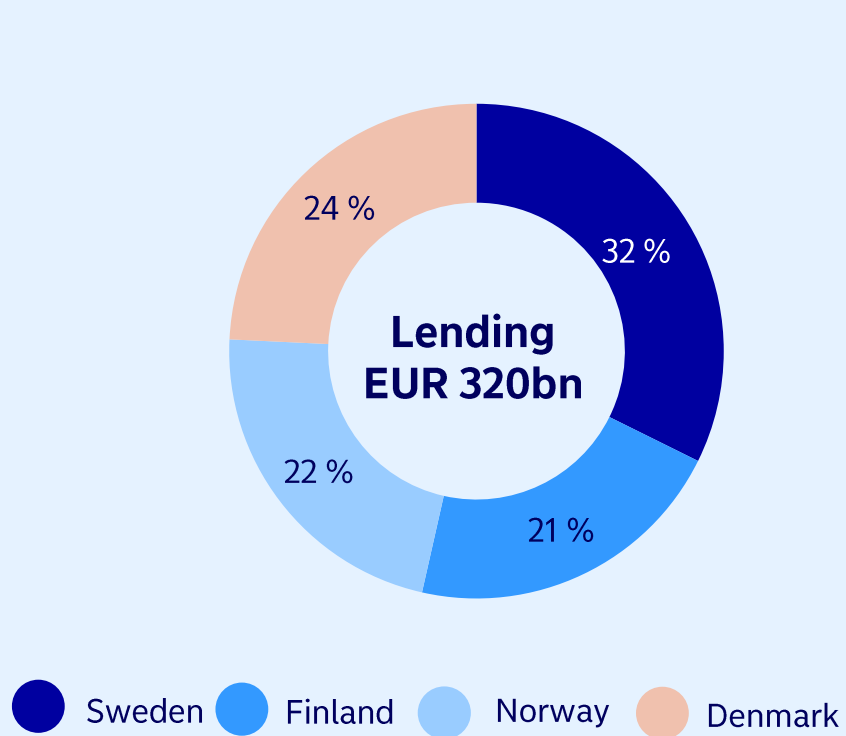
Alignment with Paris agreement for top 200 emission contributors



- **Facilitated EUR 163bn in sustainable financing**
Compared to target EUR >200bn by 2025
- **Elected to the steering group of the Net-Zero Banking Alliance**
- **The ESG share of gross inflows into funds reached an all-time high at 40% in Q2 (PeB)**
- **#1 Nordic corporate sustainable bonds**
- **#1 Nordic corporate sustainable loans**

2. Credit quality

Well diversified pan-Nordic financial service provider with stable and sustainable returns

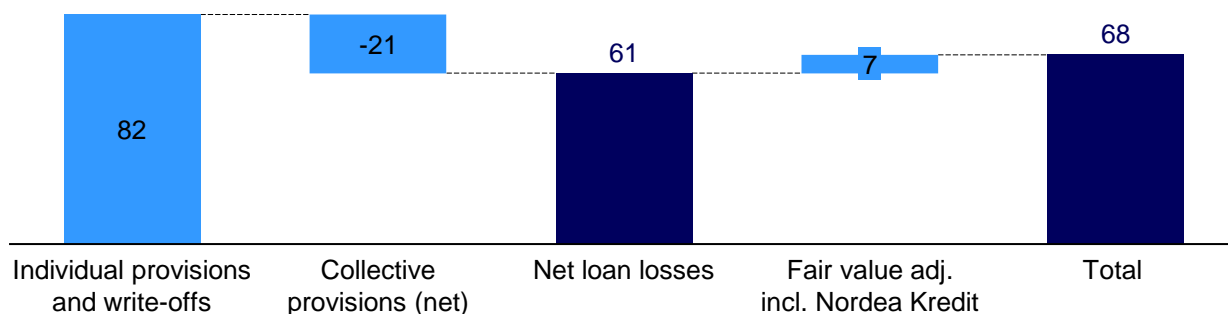


*Other corporates includes several categories of which the largest is Financial institutions consisting mostly of various investment funds.

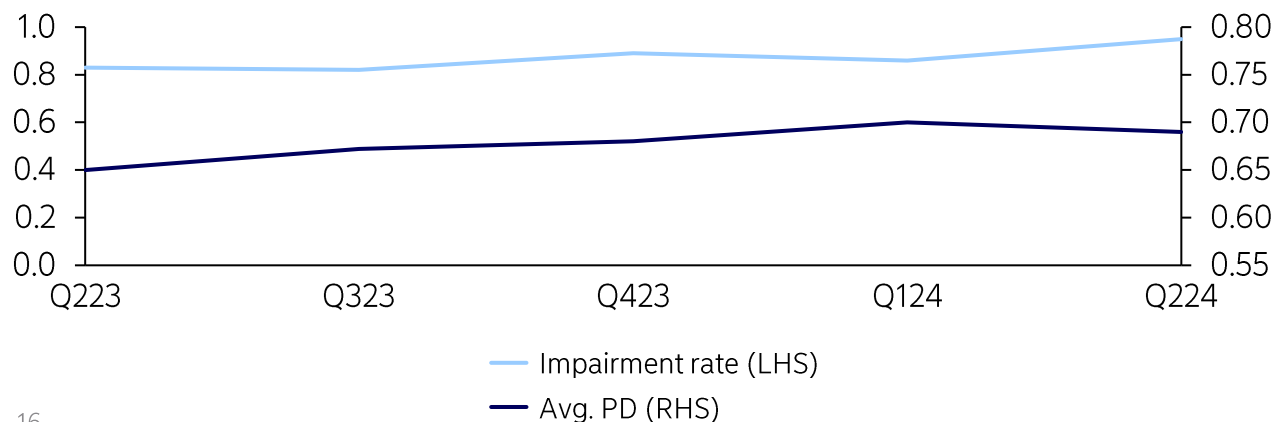
Net loan losses and similar net result

Continued solid credit quality

Net loan losses and similar net result, EURm



Impaired (Stage 3) loans and PD of total loans, %

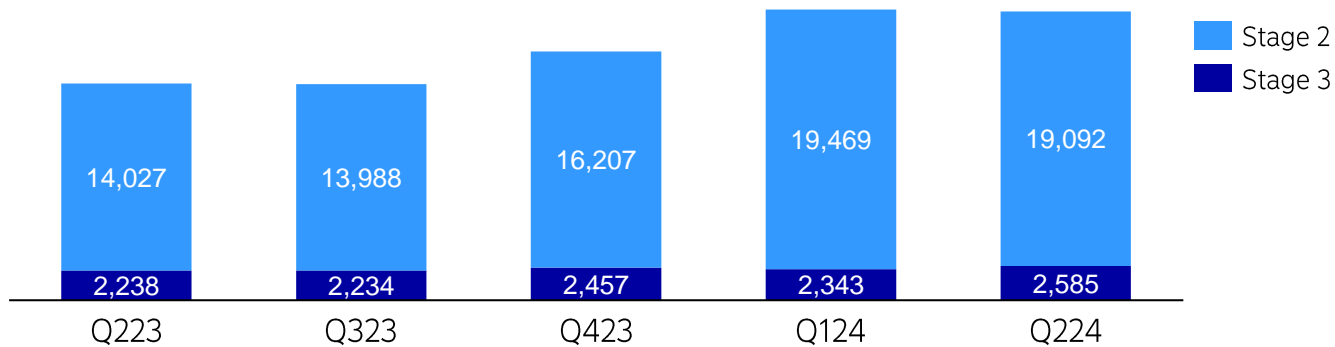


- **Total net loan losses and similar net result at EUR 68m (8bp)**
 - Continued solid credit quality
 - New individual provisions up from Q1, driven by few single corporate exposures
 - Collective provisions include EUR 30m management judgement release due to improved macroeconomic outlook and lower interest rates
- **Overall provisions held at EUR 1.8bn and coverage unchanged**
 - Management judgement buffer now at EUR 464m, after EUR 30m release reflecting lower provisioning needs
- **Continued low level of defaulted loans**
 - Stage 3 loans at 0.95% (0.86% in Q1)
 - Average PD decreased 1bp to 0.69%

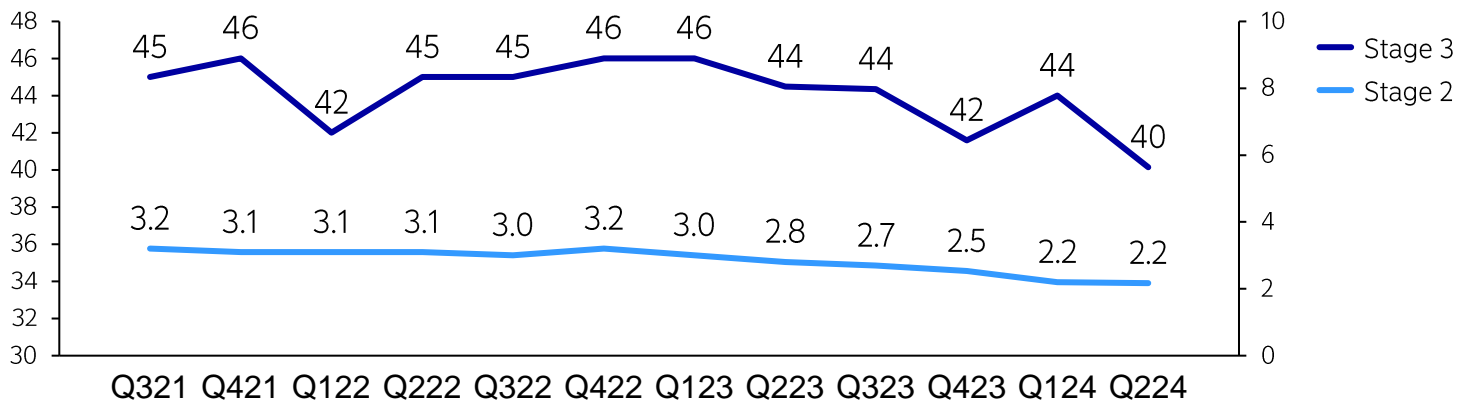
Impairments and provisioning coverage

Stage 3 increased, stage 2 stable; strong credit quality

Stage 2 and 3 loans at amortised cost, EURm



Coverage ratio, %

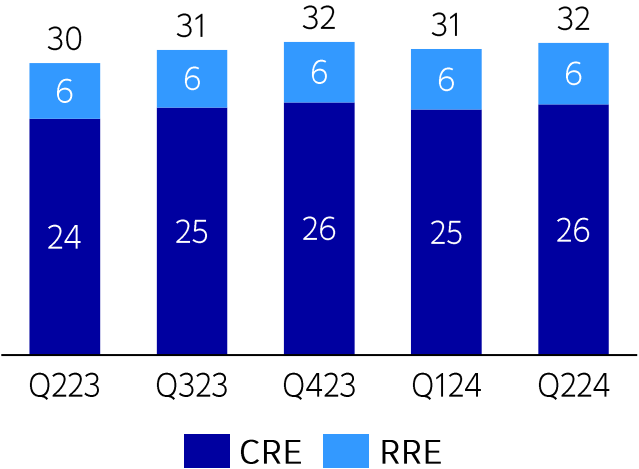


- Continued strong portfolio credit quality
- Stage 2 loans down EUR 0.4bn, remaining at 7%
- Stage 3 loans up EUR 242m to 0.95% from 0.86% in Q1, mainly due to few specific default events
- Coverage ratio for stage 3 portfolio down to 40% due to reduced provisioning need

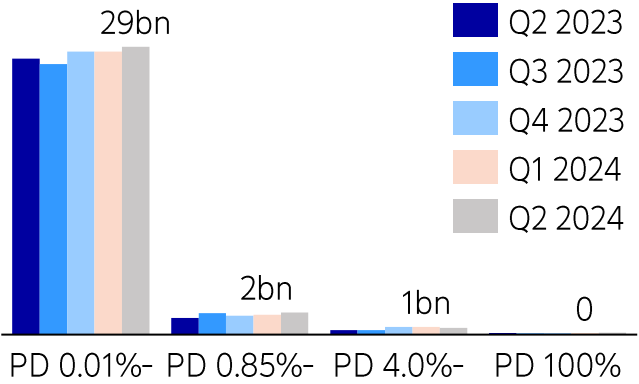
Credit portfolio – real estate management industry (REMI)*

Well-diversified portfolio, high-quality lending

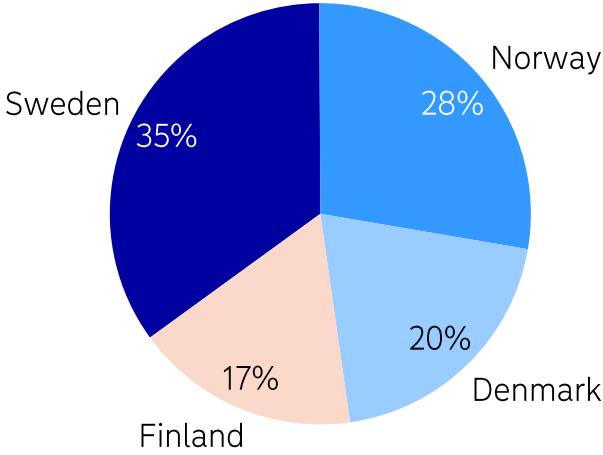
Lending volumes stable



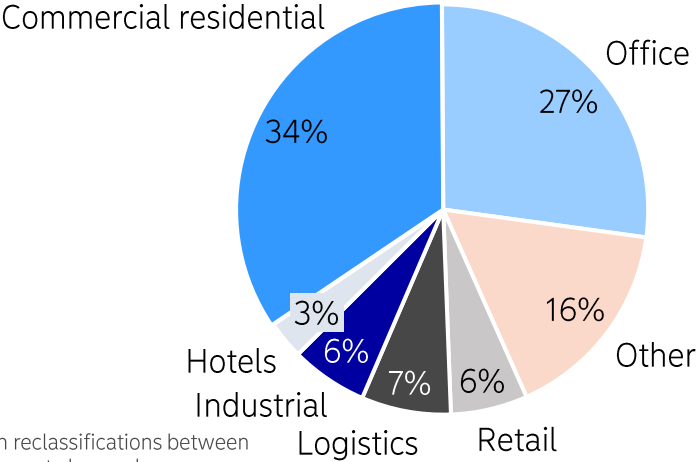
90% of portfolio with low probability of default (PD)



Diversified across countries



Diversified across types**



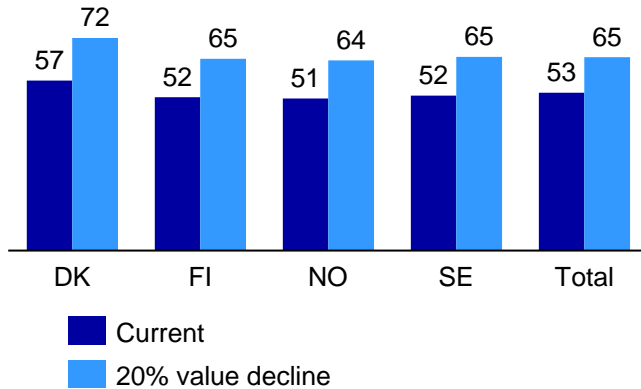
- **Well-diversified portfolio across Nordic markets**
- **90% of exposure towards low-risk customers, 7% towards increased risk, only 2% towards high risk and less than 1% impaired**
- **Portfolio mainly comprising central, modern office and residential properties**
- **Strict underwriting standards: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

* Excluding tenant-owner associations (TOAs)
** Improved consolidation data quality as of Q1 2024 resulting in reclassifications between property types. Portfolio composition and credit risk profile has not changed.

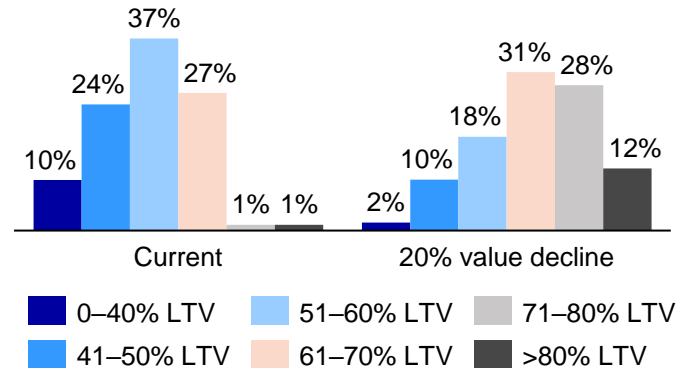
Credit portfolio – real estate management industry (REMI)*

Solid LTVs, resilient interest coverage, high occupancy

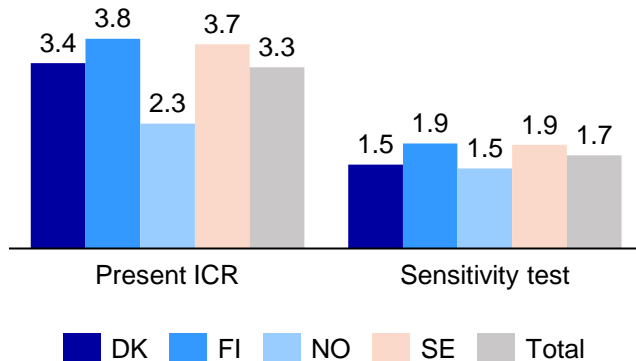
Solid LTV levels for all countries



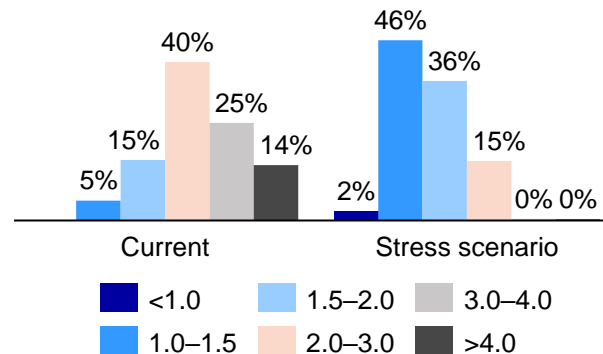
Majority of portfolio with low LTV



ICR high for all countries



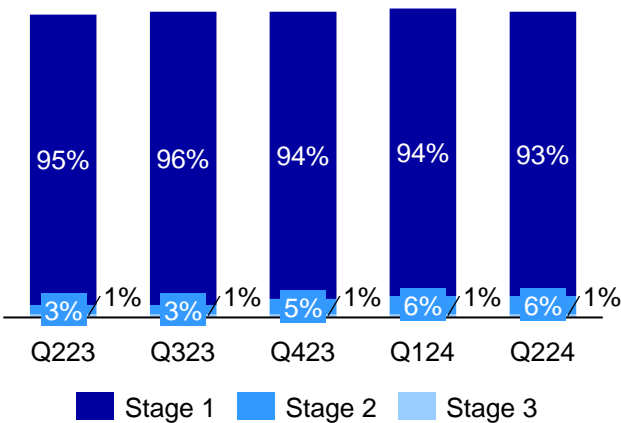
ICR above 1.0 for 98% of portfolio in stress scenario



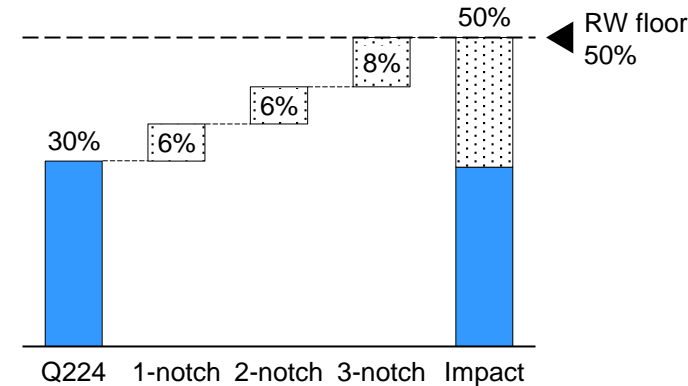
- **71% of exposures with LTV below 60%**
 - In event of 20% decline in market value, 61% of portfolio still with LTV below 70%
- **Average interest coverage ratio (ICR) at 3.3x**
 - Average ICR at 1.7x in stress scenario
 - Stress scenario: all debt refinanced day one at 5Y swap rates plus margins (5.5–6.5%); no hedging
- **Strict interest rate hedging requirements**
 - 61% of customer debt hedged with average maturity of 4.1 years
- **Low vacancy rates, with average letting ratio 95%**

Low levels of risk exposure

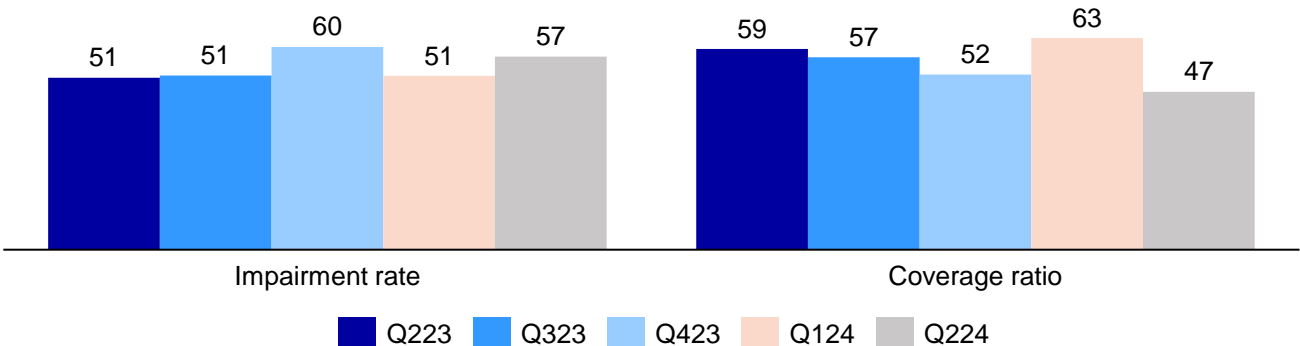
Strong credit quality, with 93% of IFRS 9 portfolio in stage 1



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



Low impairment rate and high coverage for impaired portfolio

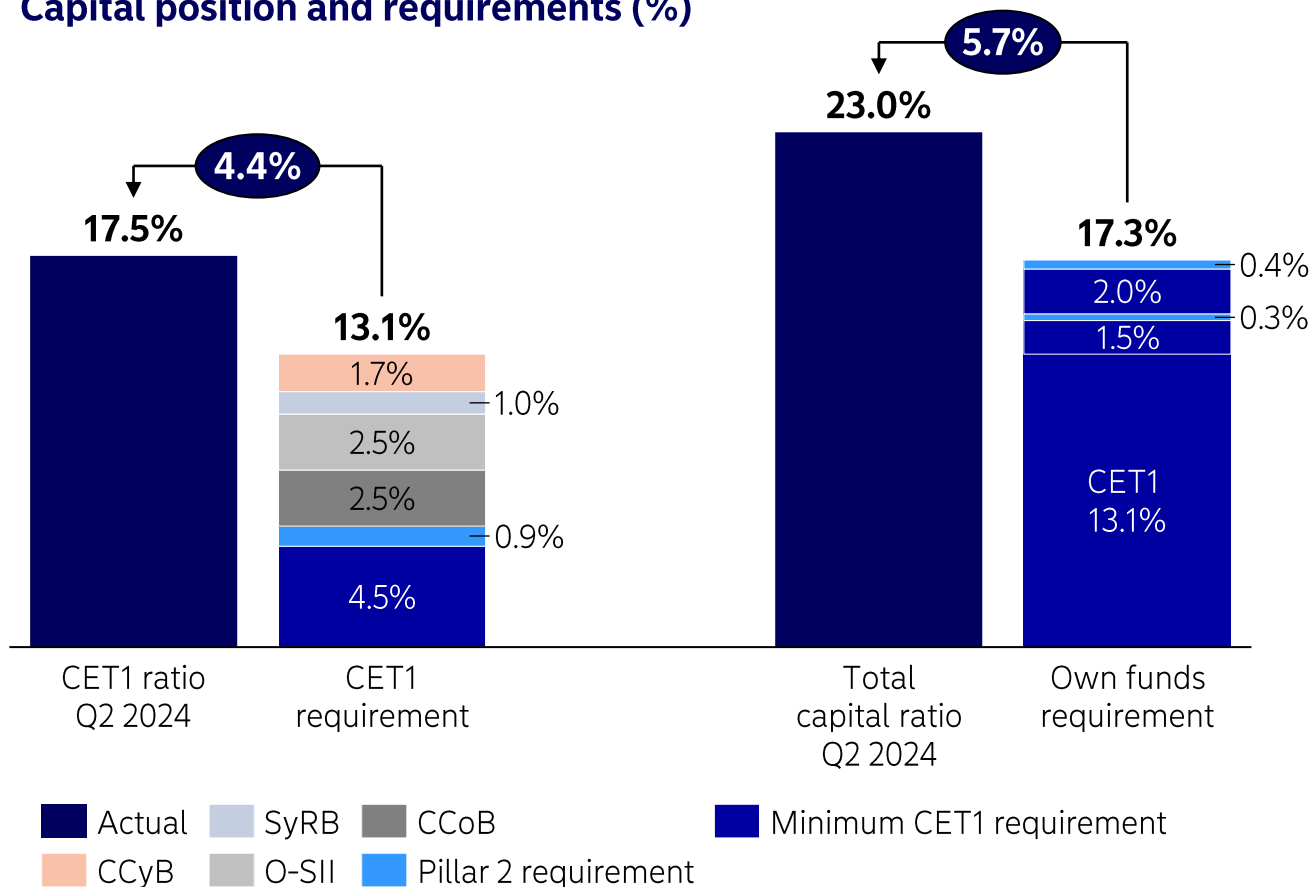


- Continued strong credit quality, with slight deterioration as expected
- 93% of portfolio in stage 1
- 0.6% of portfolio impaired in Q2, with slight increase related to higher level of impaired loans
- Provision coverage above 47% – high for collateralised assets
- REA protected by risk weight floors

3. Capital, liquidity and funding

Significant buffer to capital requirements

Capital position and requirements (%)



- CET1 capital ratio 17.5%**

- 4.4 percentage points above regulatory requirement, corresponding to a CET1 buffer of EUR 6.1bn

- CET1 requirement increase**

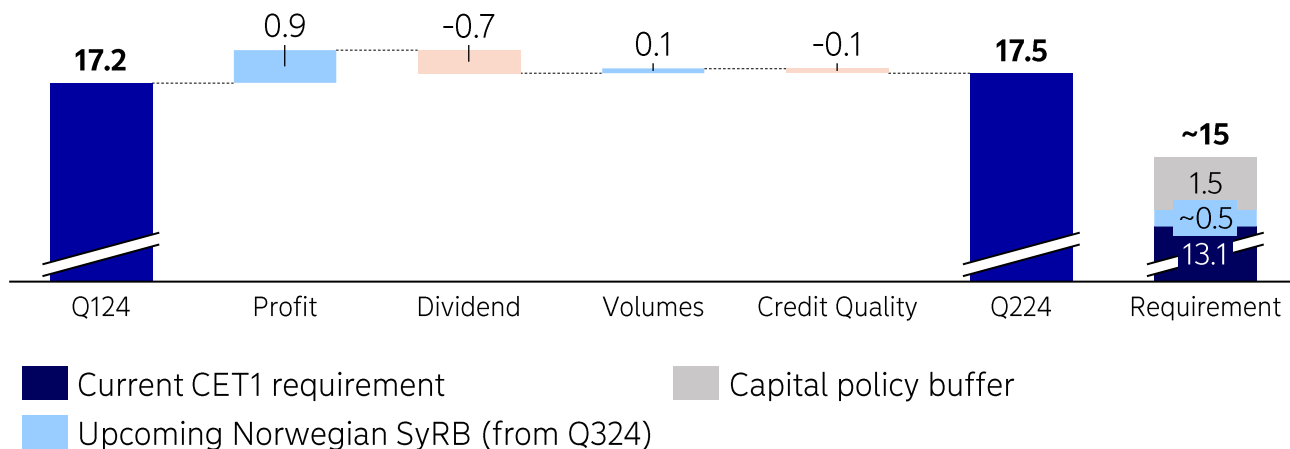
- Increased CET1 requirement of 100bp as a SyRB of 1.0% is applicable to all banks in Finland from 1 April 2024
- In Q3 the CET1 requirement will increase with approximately 50bps since the reciprocation of the Norwegian SyRB applies from 1 July 2024

- Sector-specific Danish SyRB of 7%**

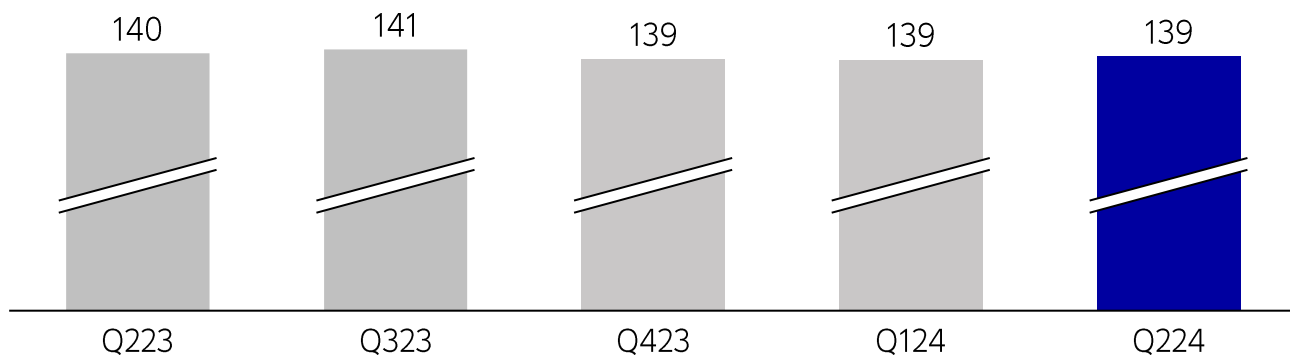
- The sector-specific SyRB of 7% on real estate companies in Denmark applies from 30 June 2024 for banks in Denmark. If reciprocated by the Finnish FSA, it would increase the CET1 requirement by approximately 10bp

Continued strong capital generation

CET1 capital ratio development, %



REA development, EURbn



- **CET1 capital ratio increased to 17.5%**

- CET1 capital increased EUR 0.5bn due to profit accumulation net of dividend accrual and FX effects
- Risk exposure amount increased by EUR 0.8bn mainly due to FX effects and credit migration, partially offset by lower corporate volumes

- **Capital well above requirement**

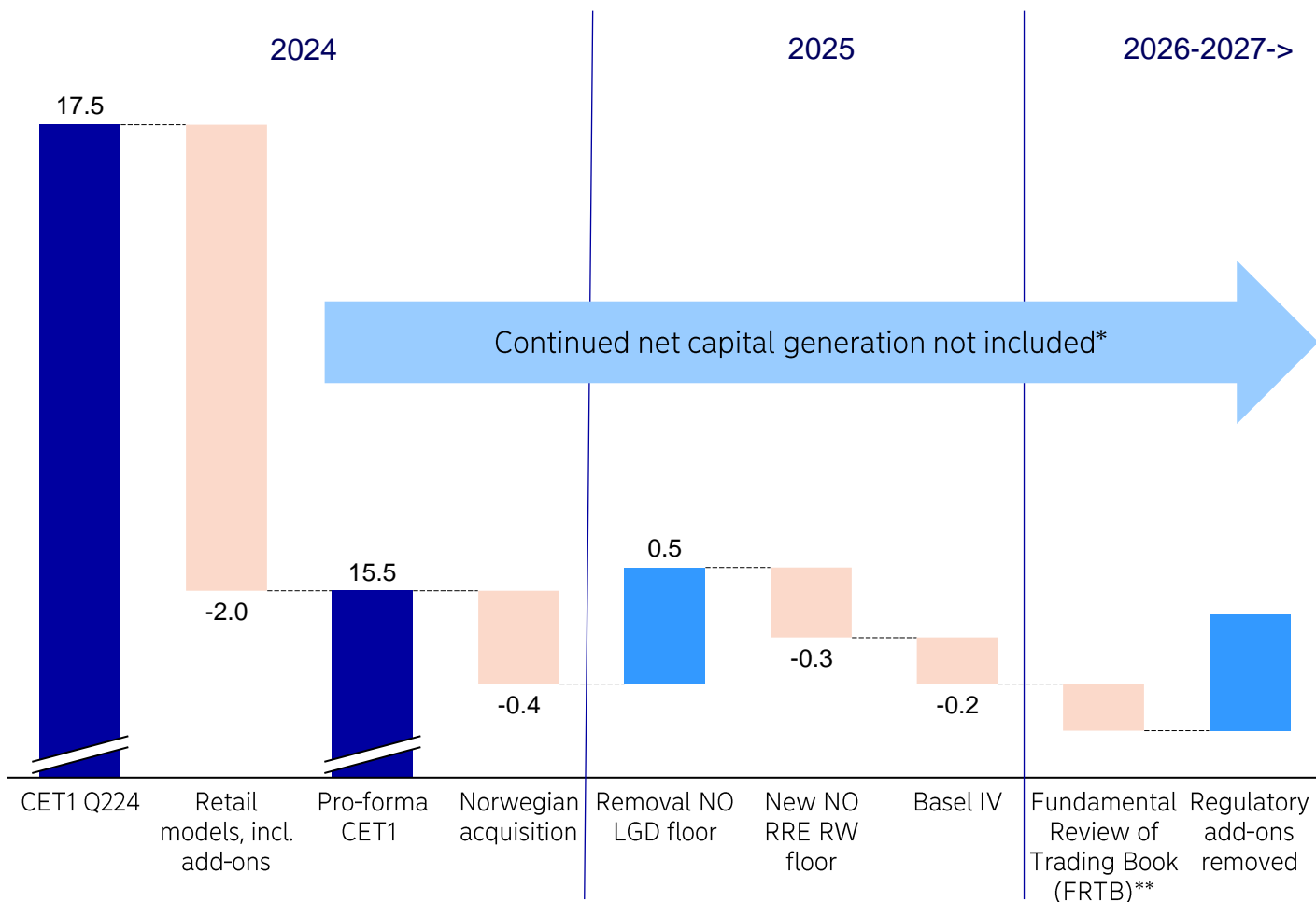
- Management buffer of 150bp above CET1 requirement
- Implied target CET1 ratio of ~15%

- **Retail models approved and Basel IV impact revised**

- Total REA increase as of Q125 broadly in line with estimate
- Dialogue initiated with ECB on resuming share buy-backs from early 2025

Retail models approved; Basel IV impact updated

Main forward-looking items impacting CET 1 ratio, %

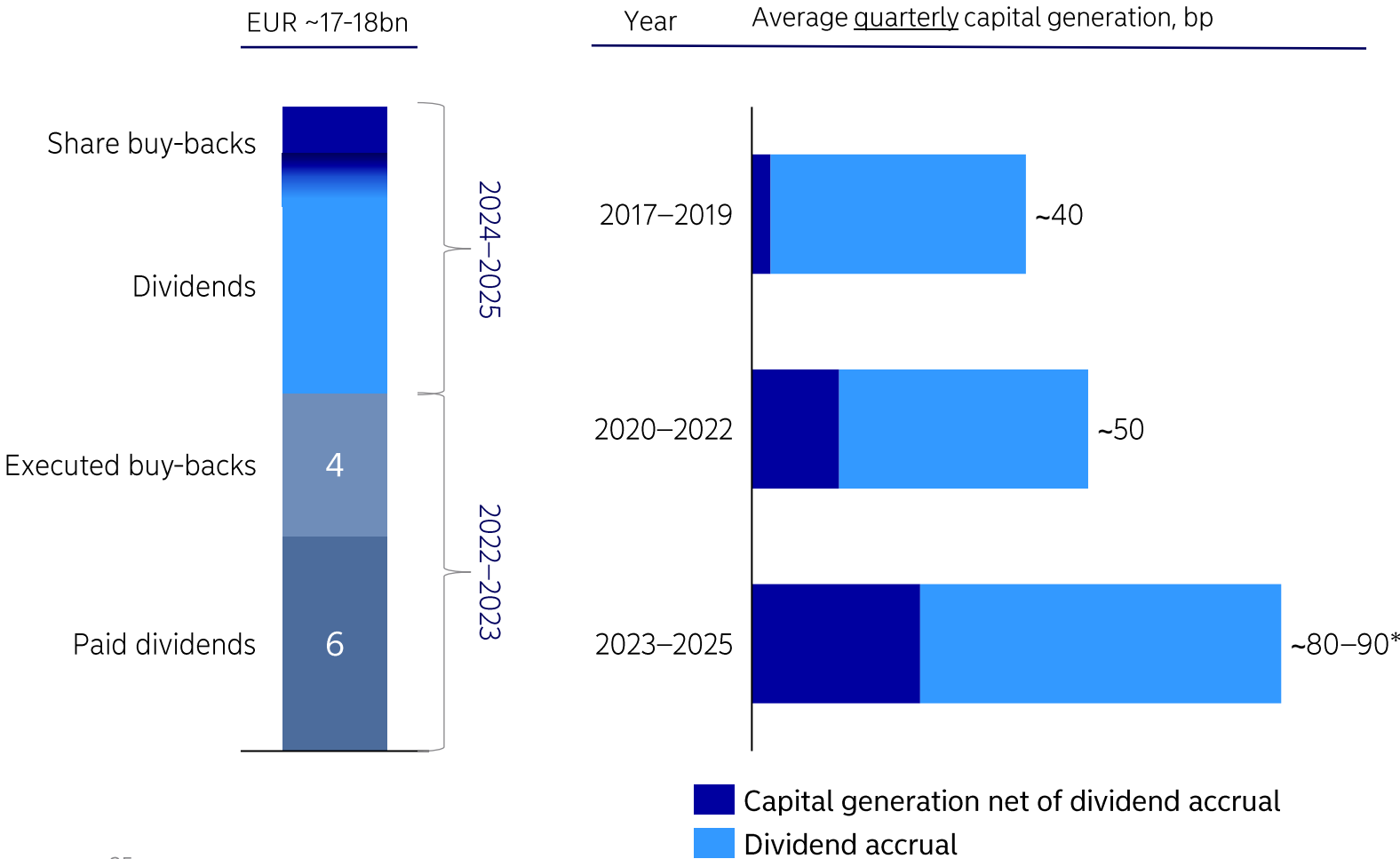


- **EUR 17bn REA increase in Q125 from retail models and Basel IV, broadly in-line with estimate**
 - Earlier estimated at EUR 16bn (EUR 10bn models, EUR 6bn Basel IV)
- **Initial model impact EUR 17bn REA increase in Q324**
 - EUR 5bn REA reduction from NO LGD floors – removed in connection with local implementation of CRR3, currently scheduled for Q125
 - EUR 3bn REA increase from proposed NO mortgage risk weight floor of 25%, expected Q125
 - EUR ~4-6bn of regulatory add-ons to be removed
- **Basel IV REA impact estimate revised to EUR 4bn**
 - EUR 2.5bn in Q125
 - EUR 1.5bn in Q126

Capital excellence

Strong capital generation supporting returns

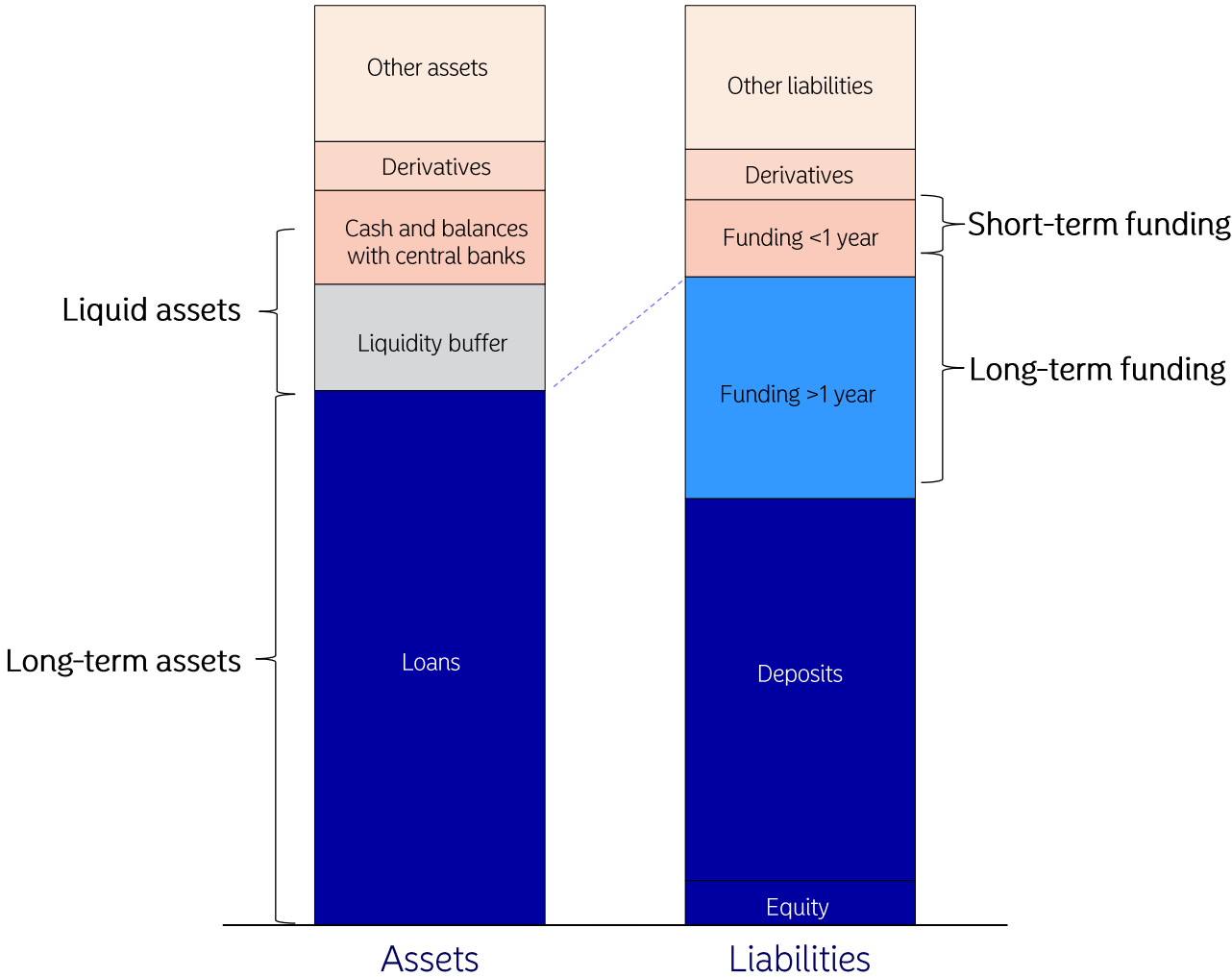
Reiterating shareholder returns supported by strong capital generation



- **Reiterating capital return commitment**
 - Strong capital generation
 - Unchanged dividend policy
 - Share buy-backs to distribute excess capital
- **Dialogue initiated with ECB on resuming share buy-backs from early 2025**

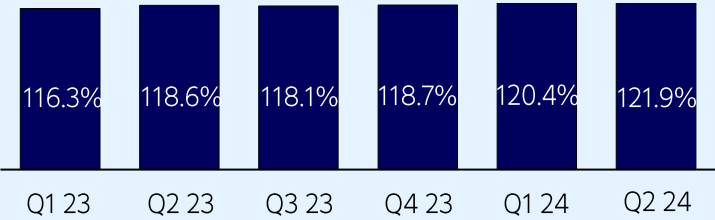
Strong balance sheet structure

Q2 2024



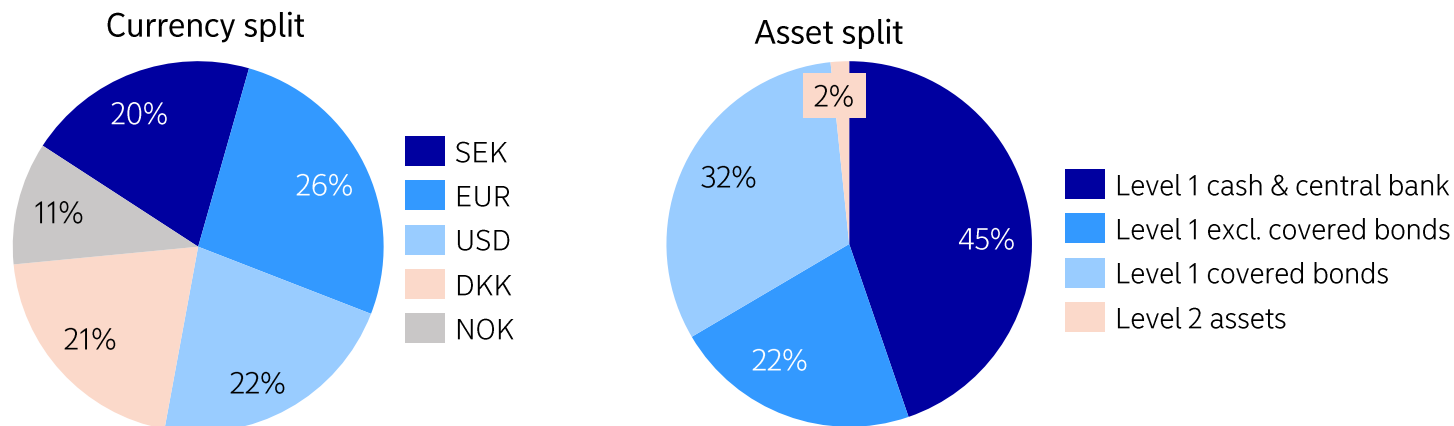
• Total assets EUR 607bn at end of Q2 2024

- Strong balance sheet with deposits as primary source of funding
- Long-term funding 79% of total wholesale funding
- Nordea’s net stable funding ratio (NSFR) is stable over time:

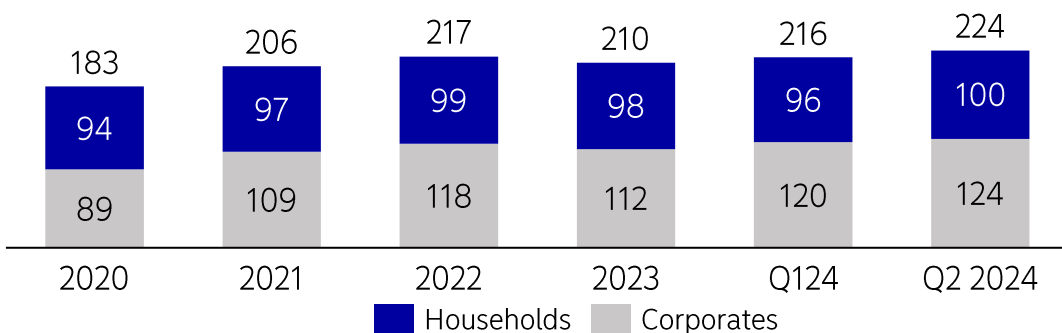


Strong liquidity position

Liquidity buffer composition, EUR 108bn



Deposits and borrowings from the public*, EURbn



- Robust liquidity position**

- Liquidity coverage ratio (LCR) 160%
- Net stable funding ratio (NSFR) 122%

- Well diversified liquidity buffer of EUR 108bn**

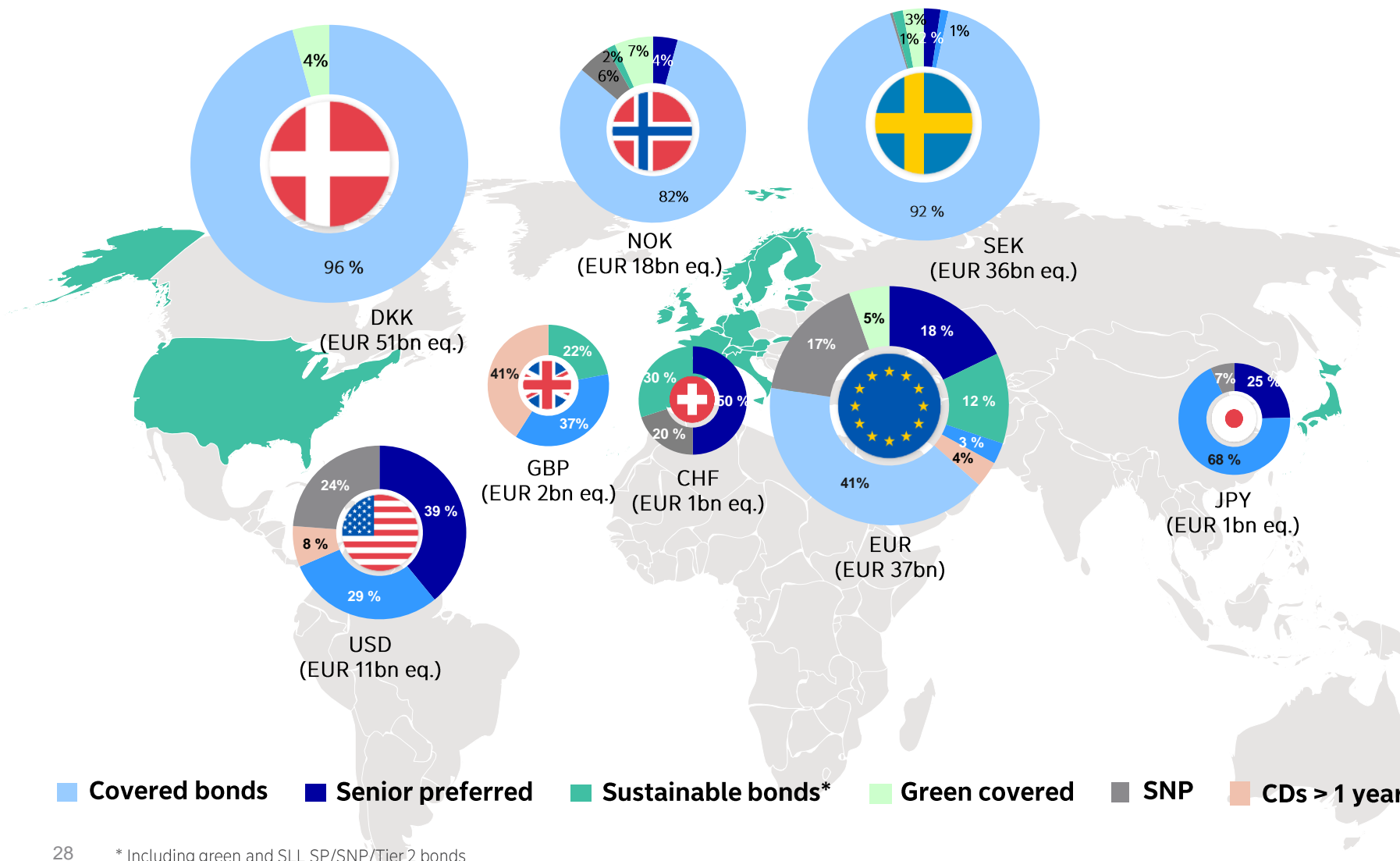
- EUR 49bn in central bank cash and reserves
- EUR 59bn in bonds
- Conservative hedging approach and no single name concentration

- 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

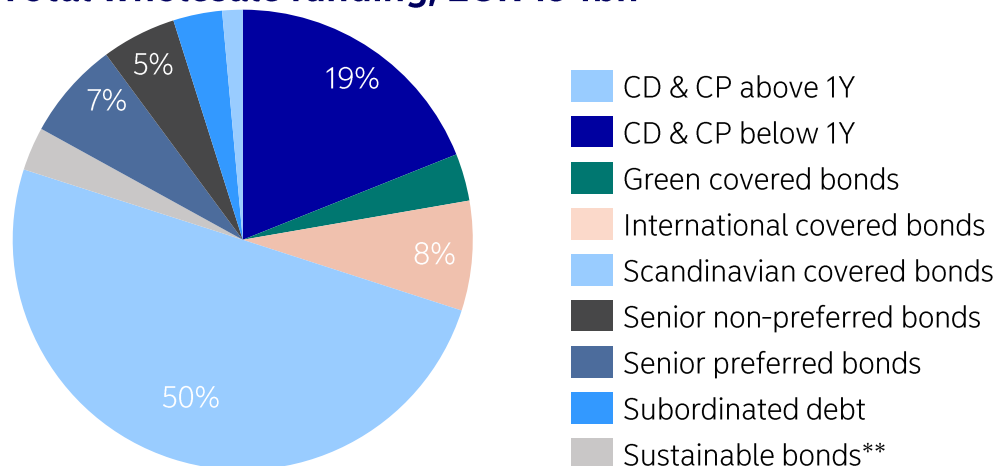
- Moody's Aaa (stable outlook)
- S&P AAA (stable outlook)

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

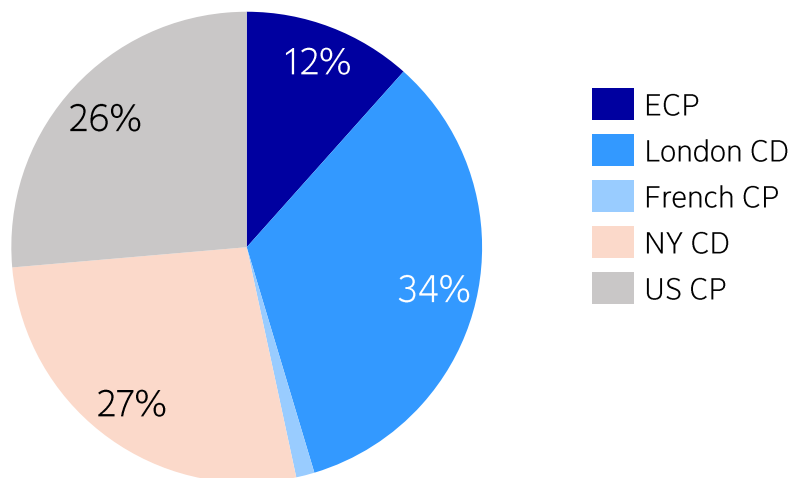
Wholesale funding

Solid funding operations

Total wholesale funding, EUR 194bn



Short term funding, EUR 37bn



29

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



IFR
Sustainable
Issuer of the
Year



- **Long-term issuance***

- EUR 3.9bn issued during Q2
 - EUR 2.9bn in covered bonds and EUR 1.0bn in senior format
- EUR 14.3bn issued YTD per end Q2

- **Short term issuance**

- EUR 37bn total outstanding per end Q2
- Globally diversified funding with strong market access

- **Issuance plans 2024***

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

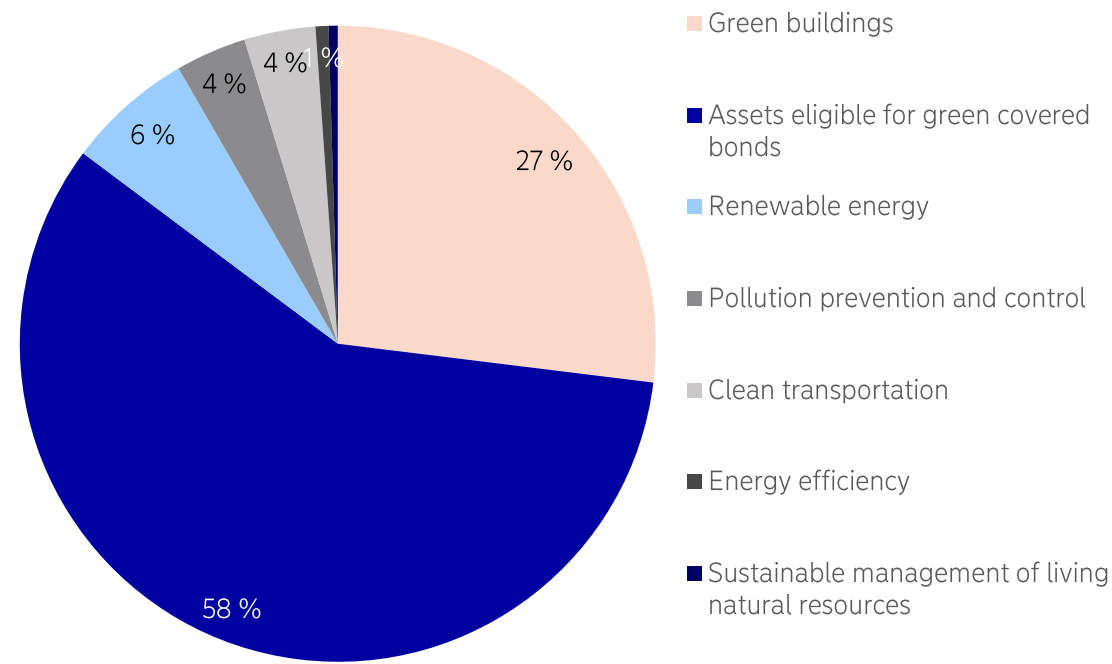
*Excluding DKK covered bonds, CD/CPs and subordinated debt

Nordea

Sustainability at the core

Enhanced focus on sustainable funding

Nordea's green bond asset portfolio*



- **EUR 18.2bn assets available for green funding**
 - EUR 7.5bn in NBAbp green bond asset portfolio
 - EUR 10.7bn available assets for green covered bonds
- **EUR 4.6bn green bonds from NBAbp outstanding**
- **EUR 6.5bn green covered bonds outstanding**
- **Deposits with climate focus offered in Norway and Sweden**
- **EUR 1.4bn issued under sustainability linked loan (SLL) funding framework**
 - EUR 1bn in senior non-preferred
 - SEK 2.8bn and NOK 1.3bn in senior preferred



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

ESG score:
15.8 (0 to 100)***

ESG rating:
AA (AAA to CCC)

CSA score:
66 (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 Q1
















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 27.5bn (eq.)	EUR 60.0bn (eq.)	Balanced principle	Pool 1: EUR 16.6bn/ Pool 2: EUR 8.3bn
Covered bonds outstanding	EUR 18.9bn (eq.)	EUR 34.8bn (eq.)	EUR 57.8bn (eq.)*	Pool 1: EUR 14.5bn/ Pool 2: EUR 6.8bn
OC	45%	72%	7%*	Pool 1: 14% / Pool 2: 23%
Issuance currencies	NOK	SEK	DKK, EUR	EUR
Rating (Moody's / S&P)	Aaa/ -	Aaa / -	- / AAA	Aaa / -
Outstanding green covered bonds	EUR 1.2bn	EUR 1.0bn	EUR 2.1bn	EUR 2.0bn



*The figures for Nordea Kredit only include CC2 (SDRO). Nordea Kredit no longer reports for CC1 (RO) as this Capital Center only accounts for a minor part (<1%) of the outstanding volume of loans and bonds

Funding transactions

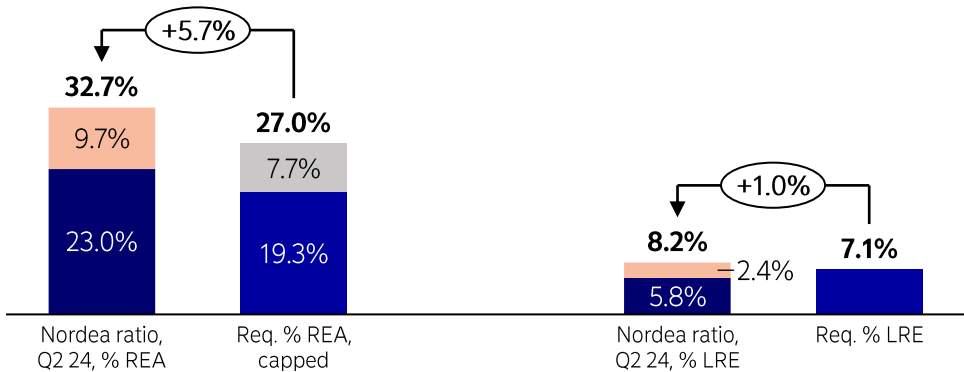
Nordea recent benchmark transactions

Issuer	Type	Currency	Amount (m)	FRN / Fixed	Issue date	Maturity date	Callable
Nordea Bank	Senior preferred	 EUR	1,000	Fixed	Jun-24	Jun-29	
Nordea Bank	Tier 2, Green	 EUR	750	Fixed to Fixed	May-24	May-35	May-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	
Nordea Bank	Tier 2, Green	 EUR	500	Fixed to Fixed	Nov-23	Feb-34	Feb-29
Nordea Eiendomskreditt	Covered, Green	 NOK	7,000	Float	Nov-23	Nov-28	
Nordea Mortgage Bank	Covered	 EUR	1,000	Fixed	Oct-23	Oct-28	
Nordea Hypotek	Covered, Green	 SEK	6,000	Fixed	Sep-23	Oct-28	
Nordea Bank	Senior non-preferred, SLL	 EUR	1,000	Fixed to Float	Aug-23	Sep-26	Sep-25
Nordea Mortgage Bank	Covered, Green	 EUR	1,000	Fixed	Aug-23	Aug-26	

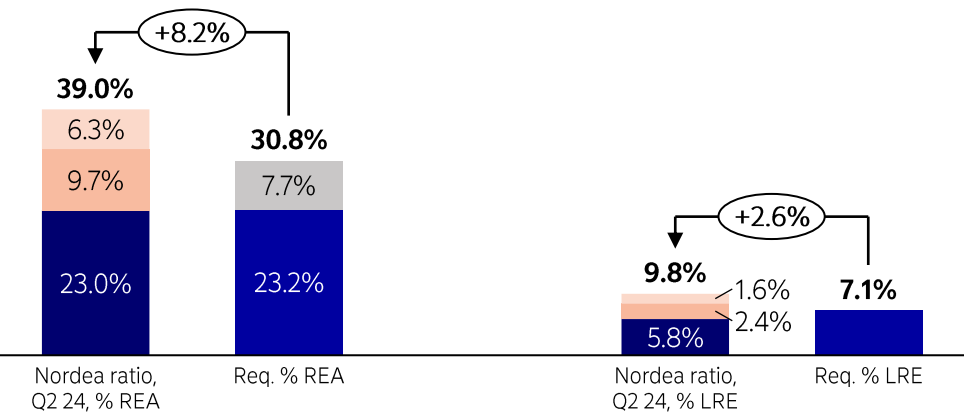
Minimum requirements for own funds and eligible liabilities

MREL positions and requirements

Subordinated MREL



Total MREL



SP Own funds
SNP CBR

Subordinated MREL

- 5.7 pp above requirement % REA
- Outstanding senior non-preferred (SNP) of EUR 13.8bn

Total MREL

- 8.2 pp above requirement % REA
- Outstanding senior preferred (SP) of EUR 12.9bn

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

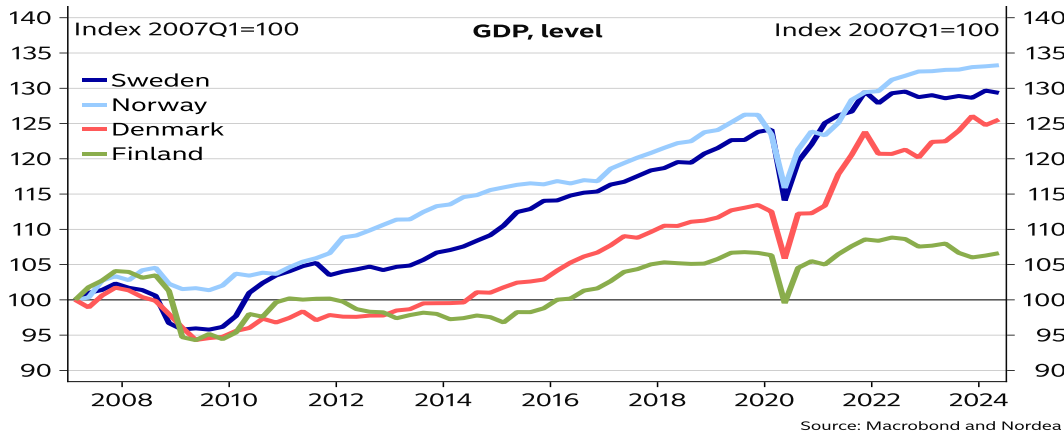
- Subordinated MREL, the higher of:
 - 21.40% REA (capped at 27% REA minus CBR*) + CBR
 - 7.14% LRE**
- Total MREL, the higher of
 - 23.18% REA + CBR
 - 7.14% LRE
- To be updated by the SRB in Q2 2025

4. Macroeconomy

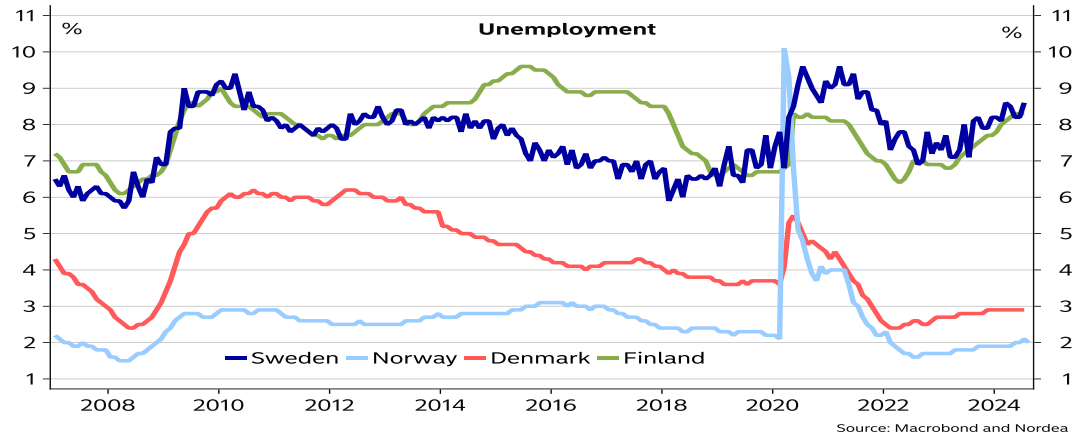
Nordic economic development

Activity picks up

GDP



Unemployment rate



- The Nordic economies have shown mixed trends on the back of surging inflation and higher interest rates. However, the overall economic development has been better than previously anticipated
- Activity is expected to pick up in the Nordics going forward on the back of lower interest rates
- The labour market is still under pressure and expected to further weaken before stabilising

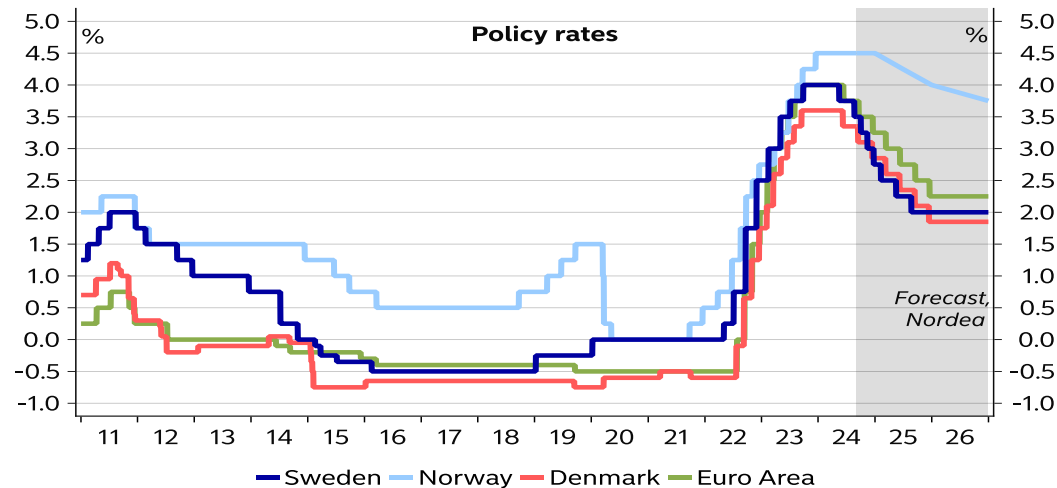
GDP, % y/y, Economic Outlook September 2024

Country	2023	2024E	2025E	2026E
Denmark	2.5	1.5	1.7	1.7
Finland	-1.2	-0.5	1.5	2.0
Norway (mainland)	0.7	0.7	1.6	2.0
Sweden	-0.1	0.9	1.9	2.6

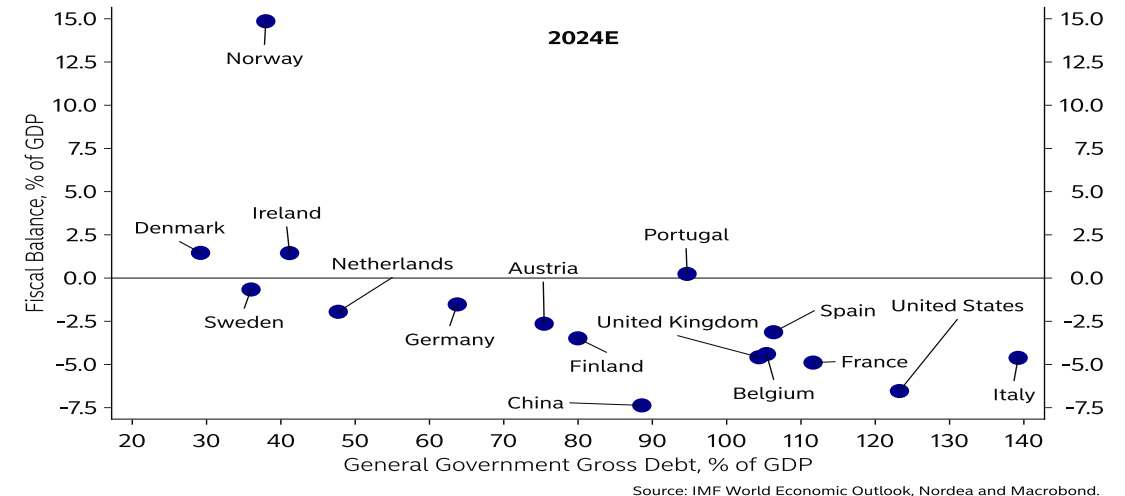
Nordic economies

Precision play

Policy rates



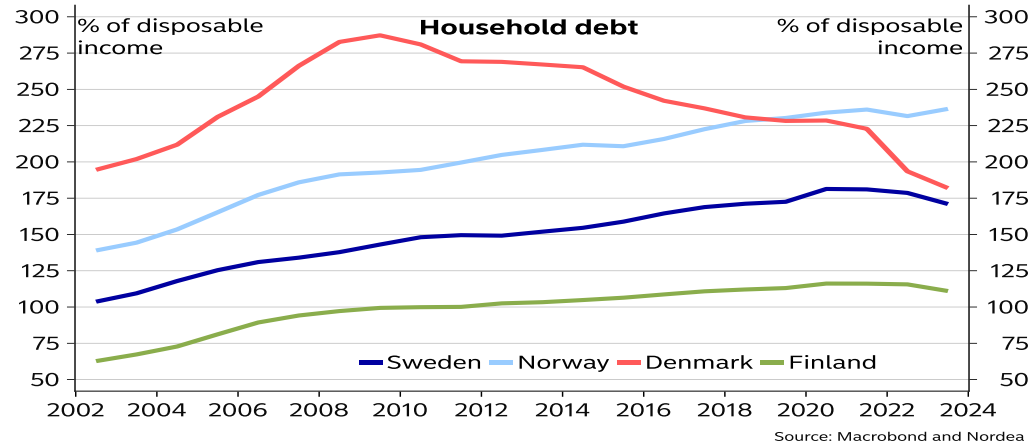
Public balance/debt, % of GDP, 2024E (IMF)



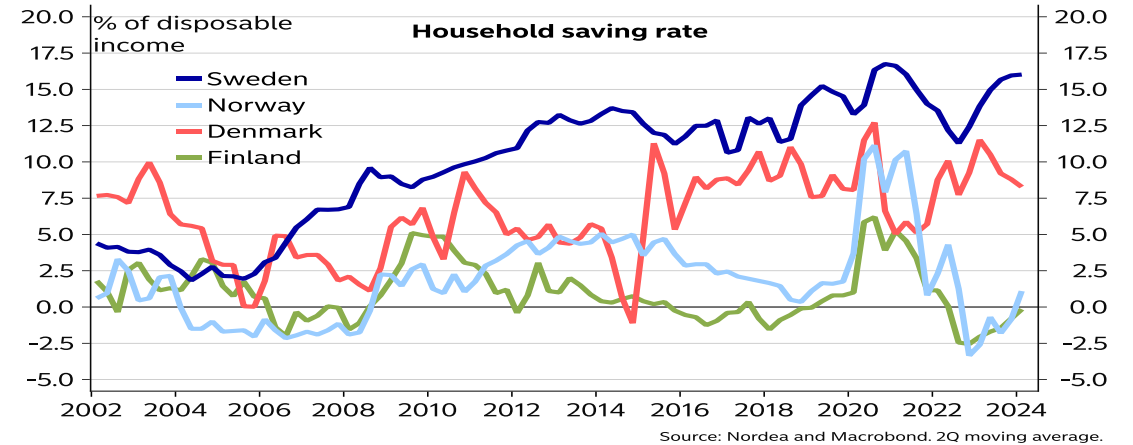
- The Riksbank cut its policy rate in August and the ECB, as well as Denmark's Nationalbank are expected to follow suit in September
- The Riksbank is expected to cut its policy rate three additional times this year and three times next year, bringing down the policy rate to 2.00% by the end of 2025
- The ECB is expected to lower rates gradually by 0.25 percentage points per quarter, until they reach 2.25% by the end of 2025
- Norges Bank is expected to stay on hold this year but cut the policy rate by 0.50 percentage points next year, from 4.50 to 4.00%
- Norges Bank will cut one more time in 2026, according to Nordea's forecast, while the other central banks stay on hold
- Solid public finances will help Nordic governments to support the economic recovery ahead

Purchasing power is increasing, but from low levels

Household debt

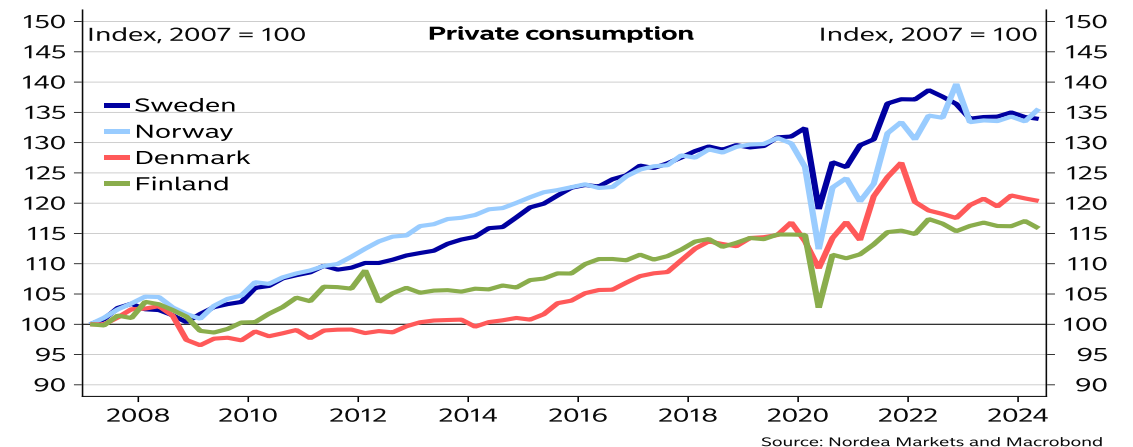


Household savings



- Household consumption in most of the Nordics will only increase modestly throughout the rest of the year due to a continued high interest burden
- Danish and Norwegian households are expected to fare better than their Nordic counterparts, primarily due to higher positive real wage growth
- Going forward, households' purchasing power will continue to improve as inflation normalises, wage growth remains higher-than-normal and the debt burden eases

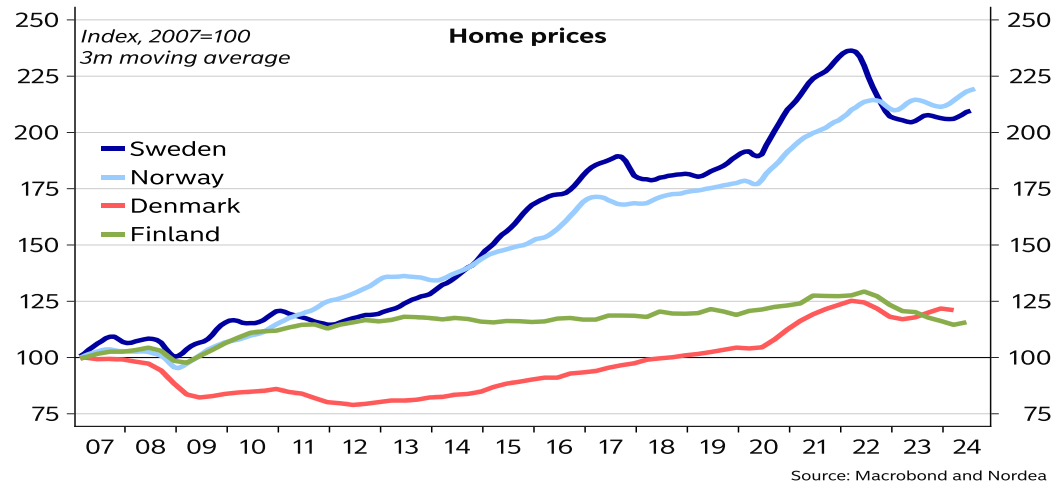
Private consumption



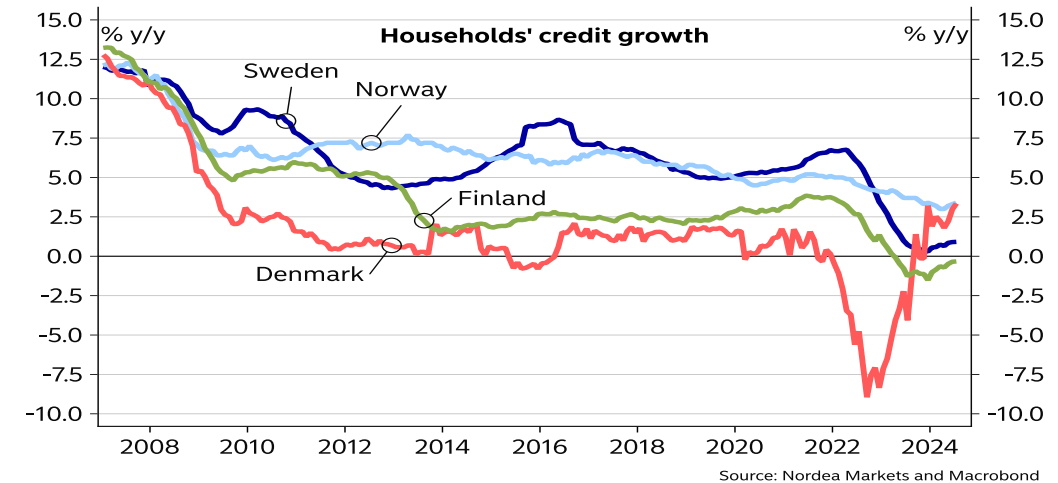
Housing markets

Brighter outlook

Home prices



Households' credit growth



- Home prices have stabilised in the Nordics and modestly started to increase in Sweden and Norway since this spring
- Monetary policy will remain restrictive this year despite most central banks commencing their policy rates cutting cycles. Accordingly, home prices in most of the Nordics are expected to only gradually recover going forward
- In addition, the higher-than-normal supply of homes suggests there is room for the markets to absorb a higher demand, without sharp price increases
- Households' credit growth has stabilised close to zero in Sweden and Finland. Credit growth is expected to increase as central banks continue to cut their policy rates

Contacts

Investor Relations

Ilkka Ottoila

Head of Investor Relations
Tel: +358 9 53 00 70 58
ilkka.ottoila@nordea.com

Maria Caneman

Head of Debt IR and Ratings
Tel: +46 10 156 50 19
Mobile: +46 768 24 92 18
maria.caneman@nordea.com

Juho-Pekka Jääskeläinen

Senior IR Officer
Tel: +358 9 53 00 64 35
Mobile: +358 40 550 91 11
juho-pekka.jaaskelainen@nordea.com

Group Treasury

Anders Frank-Læssøe

Group Treasurer, Head of Group Treasury
Tel: +45 5547 76 72
anders.frank@nordea.com

Ola Littorin

Head of Long Term Funding
Tel: +46 8 407 90 05
Mobile: +46 70 840 01 49
ola.littorin@nordea.com

Petra Mellor

Head of Bank Debt
Tel: +46 8 407 91 24
Mobile: +46 70 277 83 72
petra.mellor@nordea.com