# Debt investor update

042018

# Agenda

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# Executive summary: 2018 was a challenging year

Lending growth of 3% y/y, driven by growth of 1% y/y at Banking DK and 5% y/y at Banking Nordic

Trading income negatively affected primarily by challenging conditions in rates markets

Expenses up 10% y/y; due mainly to the DKK 1.5 bn donation of income related to the Estonia case. Excl. the donation, expenses were up 3% y/y

Funding activities for NPS continued in January 2019 with issuance of USD 3 bn

Proposed dividend of DKK 8.5 per share

# Financial results, 2018

- Net profit of DKK 15.0 bn, down 28% from 2017 due to lower trading income and donation. Excluding the donation, net profit was down 21% from 2017
- ROE of 9.8%
- Strong capital position, with a reported CET1 ratio of 17.0%
- 2019 outlook: We expect net profit to be in the range of DKK 14-16 bn, excluding any potential gain on the prospective sale of Danica Pension Sweden



# Recap of the Estonia case



On 19 September 2018, findings of the internal investigation was published



Our investigation continues and all findings are shared with relevant authorities through regular updates. Timing of completion is uncertain and subject to dialogue with authorities



Ongoing investigations by Danish, Estonian and US authorities. Class action lawsuit filed in the US



The French authorities envisages changing Danske Bank status from an assisted witness to being under formal investigation



The management of the Estonia case is now anchored with two members of the Executive Board

# Upscaling of AML efforts in 2018 creates cost overhang in 2019; Accelerated digitalisation efforts over next three years

Since 2014, Danske Bank has made substantial investments to improve our set-up, capabilities and competencies for combating financial crime. However, as financial crime continues to evolve, we will continue to invest substantial resources in combating financial crime

Initiatives	Implications
<ul> <li>Upscaling of efforts within AML in 2018 in order to meet our own ambitions and stay compliant with increased regulatory requirements</li> </ul>	<ul> <li>Number of FTEs allocated to AML up from 820 in 2017 to around 1,400 in 2018</li> <li>Expense overhang in 2019E from upscaling of AML efforts in 2018</li> <li>Dependency on manual processes</li> </ul>
<ul> <li>A management review concludes that more resources are needed in 2019 to continue our efforts to improve and strengthen our AML work</li> </ul>	<ul> <li>Further expense pressure from additional resource allocation</li> <li>Dependency on manual processes</li> </ul>
<ul> <li>AML digitalisation efforts are being accelerated to avoid manual processes and future cost increases in this area</li> <li>Detailed identification and scoping of specific areas ongoing</li> </ul>	<ul> <li>Investments of up to DKK 2.0bn over the next three years specifically earmarked for AML digitalisation efforts</li> <li>Expense impact of around DKK 0.3bn in 2019</li> </ul>

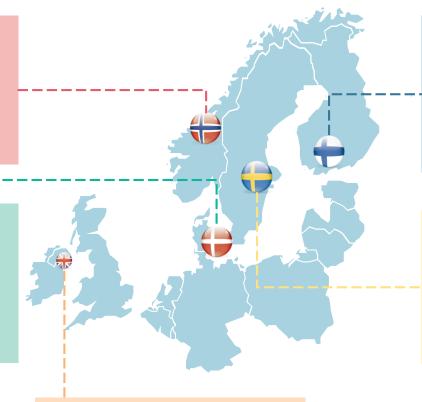
# We are a Nordic universal bank with strong regional roots

Norway (AAA) Challenger position Market share: 6% Share of Group lending: 9%

GDP growth 2018E: 2.2% Unemployment 2018E: 2.4% Leading central bank rate: 0.75%

Denmark (AAA) Market leader Market share: 27% Share of Group lending: 49%

GDP growth 2018E: 1.0% Unemployment 2018E: 4.0% Leading central bank rate: -0.65%



Northern Ireland (AA) Market leader Market share: Personal 20%/Business 24% Share of Group lending: 3% Finland (AA+) *3<sup>rd</sup> largest* Market share: 10% Share of Group lending: 8%

Danske Bank

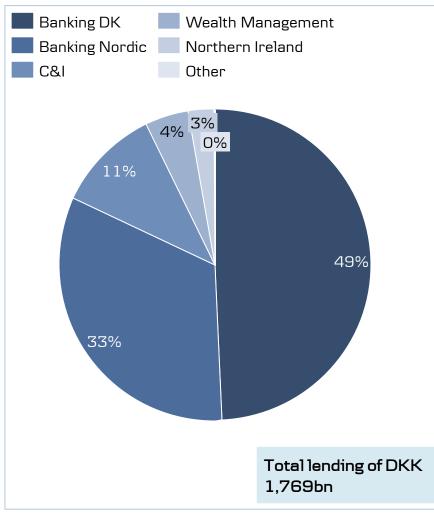
GDP growth 2018E: 2.3% Unemployment 2018E: 7.5% Leading central bank rate: -0.40%

# Sweden (AAA) Challenger position Market share: 6% Share of Group lending: 13%

GDP growth 2018E: 2.2% Unemployment 2018E: 6.7% Leading central bank rate\*: -0.25%

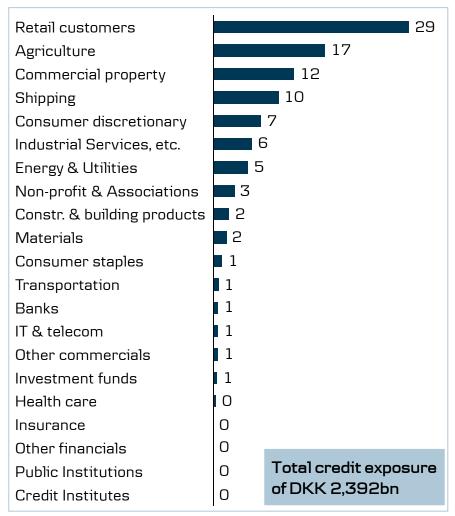
\* From 9 January 2019. Note: Data as per end-Q4 2018 unless otherwise stated. Share of Group lending is before loan impairment charges and excludes Corporates & Institutions (11%) and Wealth Management (4%) and Nordic Asset Finance (3%), however most of these are Nordic clients.

# Strong footprint within retail lending

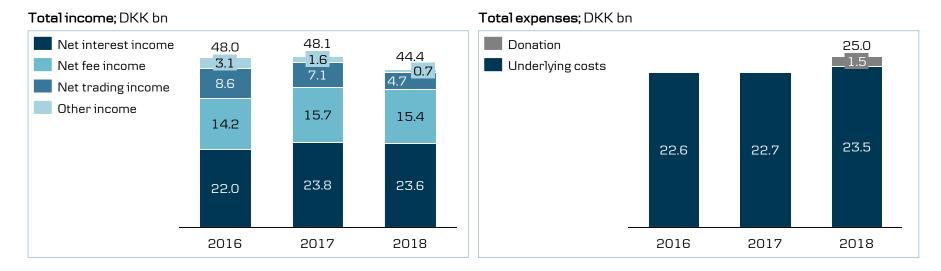


# Lending by business unit\*; %; 04 2018

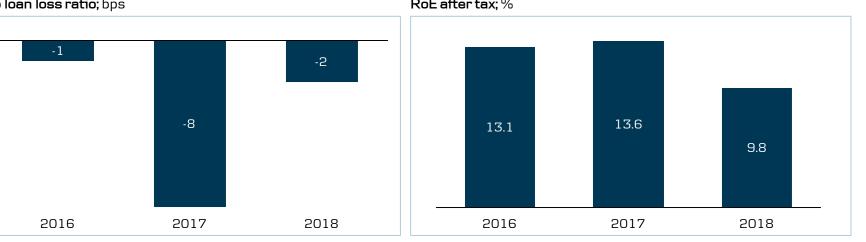
Credit exposure by industry; %; 04 2018



# Financial results overview



Group loan loss ratio; bps



RoE after tax; %

# Net profit: DKK 15.0 bn, down 28% from 2017 due to lower trading income and donation

## Income statement and key figures (DKK millions)

	2018	2017	Index	Q42018	032018	Index
Net interest income	23,571	23,806	99	5,895	5,852	101
Net fee income	15,402	15,664	98	4,078	3,777	108
Net trading income	4,676	7,087	66	938	1,236	76
Otherincome	716	1,591	45	20	235	9
Total income	44,365	48,149	92	10,931	11,100	98
Expenses	25,011	22,722	110	6,243	7,367	85
Profit before loan impairment charges	19,354	25,427	76	4,688	3,733	126
Loan impairment charges	-650	-873	-	-43	100	-
Profit before tax, core	20,004	26,300	76	4,731	3,632	130
Profit before tax, Non-core	-282	-12	-	-286	-44	-
Profit before tax	19,722	26,288	75	4,445	3,588	124
Тах	4,721	5,388	88	1,029	1,107	93
Net profit	15,001	20,900	72	3,415	2,482	138
Return on avg. shareholders' equity (%)	9.8	13.6		8.8	6.4	
Cost/income ratio (%)	56.4	47.2		57.1	66.4	
Common equity tier 1 capital ratio (%)	17.0	17.6		17.0	16.4	
EPS (DKK)	16.5	22.2	74	3.7	2.7	137
Lending (DKK bn)	1,769	1,723	103	1,769	1,758	101
Deposits and RD funding (DKK bn)	1,636	1,670	98	1,636	1,647	99
- of which deposits (DKK bn)	894	912	98	894	909	98
Risk exposure amount (DKK bn)	748	753	99	748	738	101

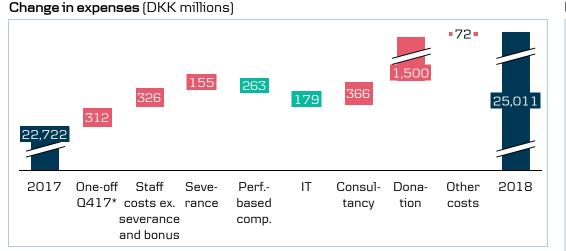
# Key points, 2018 vs 2017

- Return on equity of 9.8%
- NII down 1%; up 1% adjusted for FX
- Fee income down 2%
- Trading income down 34% from the high level last year due to challenging market conditions
- Expenses up 10%, due mainly to DKK 1.5 bn donation in Ω3
- Net impairment reversal driven by Banking Denmark and Banking Nordic
- Lending up 3%

# Key points, 04 2018 vs 03 2018

- NII and lending up 1%
- Fee income up 8%, performance fees of DKK 154 m in Q4
- Subdued trading income includes positive one-off of around DKK 200 m from the sale of assets previously taken over as collateral
- Expenses up 6% (excl. donation in Q3), reflecting seasonality and higher integration costs of around DKK 100 m
- Small net impairment reversal
- CET1 capital ratio of 17.0% and REA of DKK 748 bn

# Expenses: 2018 impacted by donation, AML & SEB Pension DK; 2019 expected to be driven by AML, SEB, VAT & activity



Total expenses (DKK millions)



## Expense drivers

## 2018 vs 2017

- Expenses up 10% y/y, due mainly to the donation. Excluding the donation, expenses were up 3% y/y due to compliance costs (including Estonia investigations) and the SEB Pension Danmark acquisition
- SEB Pension Danmark acquisition increased operating expenses. In addition, we booked integration costs of around DKK 200 m

# 2019Evs 2018

- Expenses are expected to be affected by higher AML-related costs. This includes both the overhang from upscaling in 2018 and costs of DKK 0.3 bn earmarked for AML digitalisation efforts
- Management review concludes more resources are needed within AML and KYC to stay compliant
- AML digitalisation efforts are being accelerated to avoid manual processes and future cost increases in this area as well as to bring down the cost-to-serve
- Higher VAT costs of around DKK 0.2 bn expected due to European Court of Justice ruling
- Activity-related costs are expected to increase
- 2019 will include full-year SEB Pension DK operating expenses (2018: 7-month effect)

\* Positive one-off in Q4 2017 relating to a change in pension liabilities in Northern Ireland

# Impairments: Q4 net impairment reversal driven by Banking DK and Banking Nordic

#### Group impairments,\* 2012-2018 (DKK billions/bp) Impairments — Loan loss ratio\* (rhs) 14 70 12.5 12 60 50 10 8 40 5.4 6 30 3.7 20 4 2 10 0 0 -0.1 -0.2 -2 -0.8 -10 -1.6 2012 2013 2014 2015 2016 2017 2018

# Impairments (DKK millions)

	2018	2017	042018	032018
Banking DK	-758	-1,065	-148	-16
Banking Nordic	-159	221	-82	-79
C&I	278	311	175	235
Wealth Management	-42	-93	11	-21
Northern Ireland	26	-247	-1	-22
Other activities	5	0	3	4
Totalcore	-650	-873	-43	100
Non-core	-137	-710	-5	-5
Group	-787	-1,583	-48	95

## Impairment drivers, 04 2018 vs 03 2018

- Net impairment reversal driven by Banking DK and Banking Nordic
- At Banking DK, we saw fewer impairments against facilities to the agricultural sector
- At Banking Nordic, sale of debt claims positively affected impairments by around DKK 100 m
- At C&I, impairments related to a few single-name exposures
- Underlying credit quality was consistently strong and was supported by higher collateral values

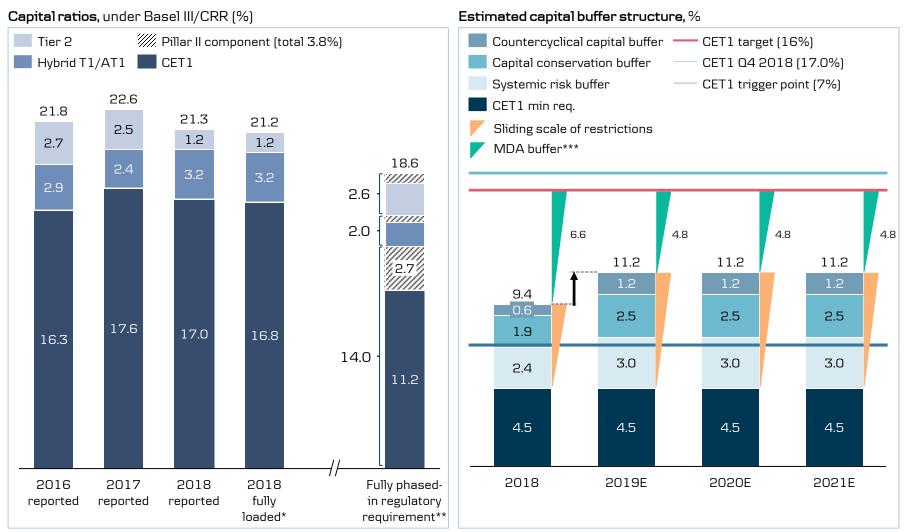
## Loan loss ratio,\*\* annualised (bp)

	2018	2017	Q42018	032018
Banking DK	-9	-12	-7	-1
Banking Nordic	-3	4	-5	-5
C&I	7	7	32	42
Wealth Management	-5	-12	5	-10
Northern Ireland	6	-55	-1	-18
Other activities	29	1	17	32
Totalcore	-3	-4	-1	2
Non-core	-288	-375	-14	-12
Group	-4	-8	-1	2

\* Includes Non-core \*\* The loan loss ratio is defined as annualised quarterly impairment charges as a percentage of loans and guarantees.

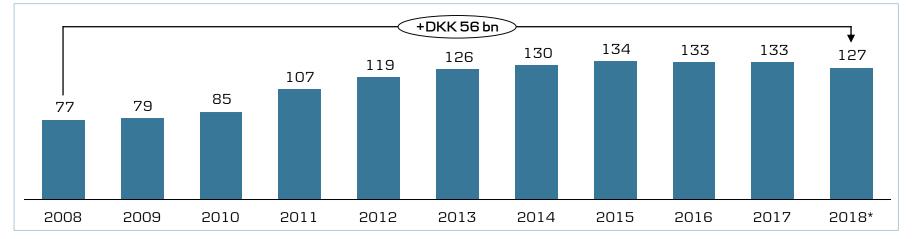
# Danske Bank

# Capital: Strong capital base; CET1 capital ratio of 17.0%



\* Based on fully phased-in rules including fully phased-in impact of IFRS 9. \*\*\* Pro forma fully phased-in min. CET1 req. in 2019 of 4.5%, capital conservation buffer of 2.5%, SIFI req. of 3%, countercyclical buffer of 1.2% and CET1 component of Pillar II requirement. Note: Under the current Danish rules, Pillar II is not relevant for the purpose of MDA.

# Strong CET1 capital build-up since 2008; Available Distributable Items (ADI) in excess of DKK 100 bn



Common Equity Tier 1, 2008 - 2018; DKK billion

## REA, CET1, profit and distribution (DKK bn, %)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
REA	960	834	844	906	819	852	865	834	815	753	748
CET1 ratio	8.1%	9.5%	10.1%	11.8%	14.5%	14.7%	15.1%	16.1%	16.3%	17.6%	17.0%
Net profit**	1.0	1.7	3.7	1.7	4.7	7.1	13.0	17.7	19.9	20.9	15.0
Distribution to shareholders***	0	0	0	0	0	2.0	10.5	17.1	18.9	16.3	7.6
Total assets	3,544	3,098	3,214	3,424	3,485	3,227	3,453	3,293	3,484	3,540	3,578

\* The decline in CET1 capital in 2018 is due mainly to Danica Pension's acquisition of SEB Pension Danmark which led to a higher deduction in Group regulatory capital. \*\* Before goodwill impairment charges \*\*\* Based on year-end communicated distributions. 2017 is adjusted for cancelled buy-back.

# Update on MREL Requirement & Issuance

# Overview of MREL Considerations

**Calibration towards July 2019:** The Group has to meet both an MREL requirement and a separate debt buffer requirement for RD.

Total requirement will depend on the DFSA update of MREL expected in February  $% \left( {{{\rm{T}}_{{\rm{T}}}} \right)$ 

- If based on Q4 2017 capital requirements, MREL requirement is expected to be 33.2% of REA adjusted for RD
- However, we now prepare for early phase-in of current capital requirements with MREL to be set around 36% of REA adjusted for RD

## Issuance strategy for Non-preferred senior

## Nature of existing senior maturity profile:

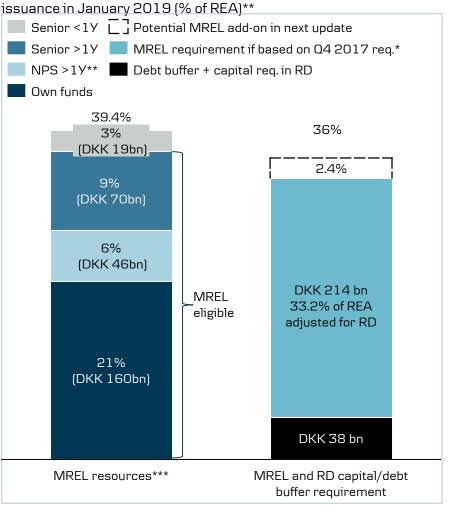
- allows for refinancing of senior debt with issuance of NPS

**Instrument:** Non-preferred senior (NPS) debt, substantially similar to the approach in other European jurisdictions

## Building MREL buffer:

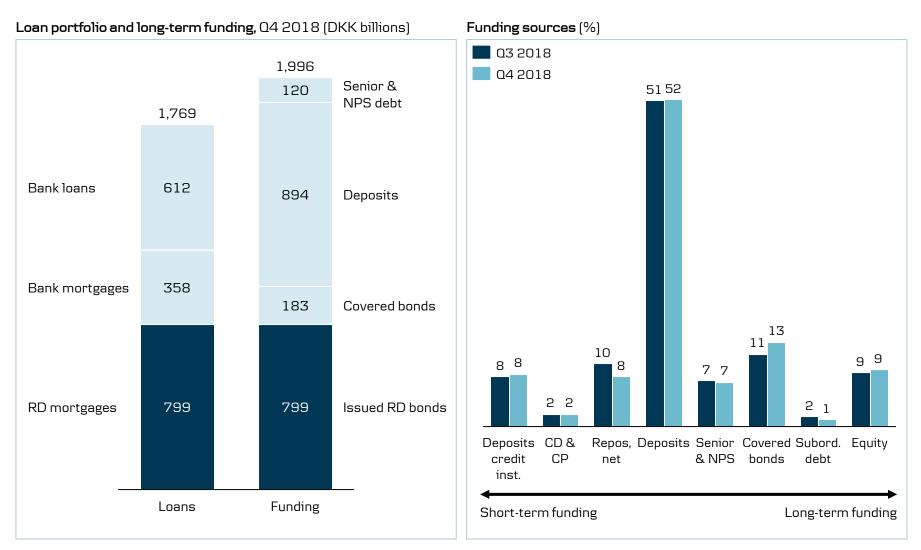
- Senior debt issued before Jan 2018 will qualify as MREL until 2022
- Issuance mix not expected to change significantly
- Given preparation for an MREL requirement of 36% of REA adjusted for RD, it equates to a current NPS gap to requirement of around DKK 65bn

# MREL resources and requirements, pro forma Q4 2018 incl. NPS



\* Based on current DFSA methodology, by which MREL corresponds to 2 x total capital requirement for the Group excluding RD. RD is not included in the consolidation for the purpose of determining the MREL for the Group. The capital and debt buffer requirements that apply to RD are thus deducted from the liabilities used to fulfil the MREL. As a starting point, MREL is set based on the latest resolution plan report, which currently is being updated based on Q4 2017 data. \*\* Including NPS issuance of 3 bn USD issued in January 2019 \*\*\* MREL resources include structured notes. 13

# Funding structure and sources: Danish mortgage system is fully pass-through



Utilisation

29%

76%

7%

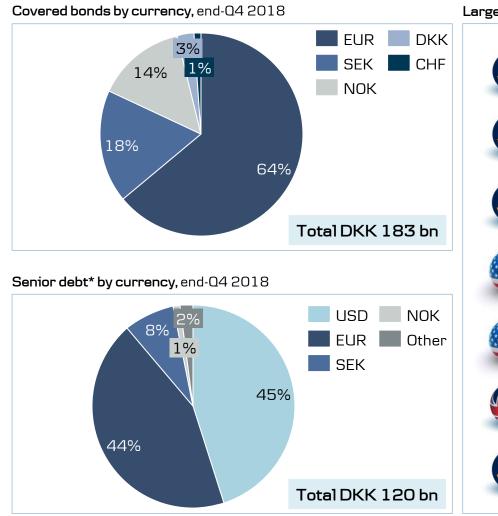
53%

20%

6%

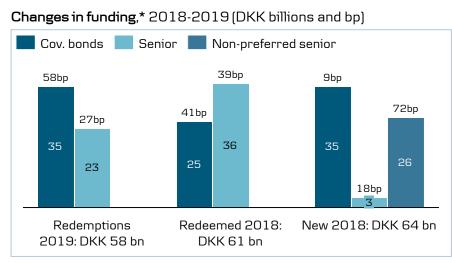
0%

# Funding programmes and currencies

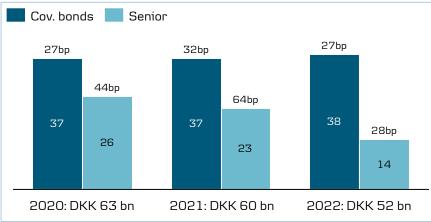


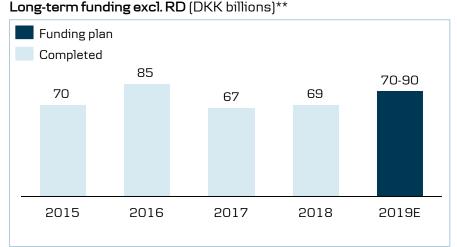
Largest funding programmes, end-04 2018



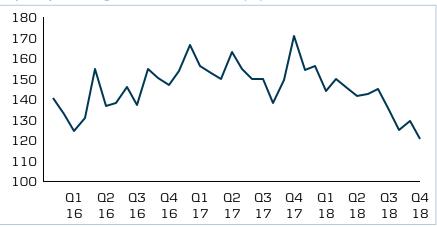


# Maturing funding,\* 2020-2022 (DKK billions and bp)



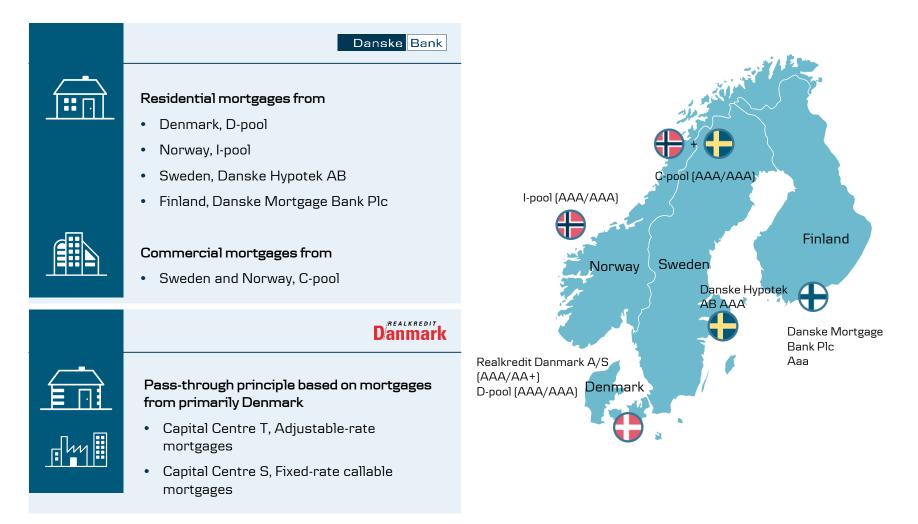


## Liquidity coverage ratio, 2016-2018 (%)



\* Spread over 3M EURIBOR. \*\*Includes covered bonds excl. RD, senior, non-preferred senior and capital instruments.

# Danske Bank covered bond universe, a transparent pool structure<sup>1</sup>



<sup>1.</sup> The migration to Danske Hypotek of Swedish residential loans from Danske Bank's I-pool and Swedish residential-like loans from Danske Bank's C-pool is ongoing. Details of the composition of individual cover pools can be found on the respective issuers' website.

# Danske Bank's credit ratings

## Long-term instrument ratings

2		-		
	Fitch	Moody's	Scope Ratings	S&P
	AAA <sup>1</sup>	Aaa	AAA	AAA
	AA+ <sup>2</sup>	Aa1	AA+	AA+
	AA	Aa2	AA	AA
	AA-	Aa3	AA-	AA-
	A+	A1	A+	A+
m	А	A2	А	А
grade	A-	A3	A-	A-
Investment grade	BBB+	Baa1	BBB+	BBB+
vestn	BBB	Baa2	BBB	BBB
<u><u></u></u>	BBB-	Baa3	BBB-	BBB-
ade	BB+	Ba1	BB+	BB+

Fitch covered bonds RD, Danske Bank Moody's covered bonds Danske Mortgage Bank Scope covered bonds RD S&P covered bonds RD, Danske Bank, Danske Hypotek Counterparty rating Senior unsecured Non-preferred senior Tier 2 Additional Tier 1

### Comments

### Moody's revises outlook to negative and downgrades

On 12 October 2018, Moody's downgraded Danske Bank's issuer and senior unsecured debt ratings to A2 from A1, while maintaining the negative outlook assigned on 21 September 2018. The rating actions follow the announcement that Danske Bank is the subject of investigations by the U.S. Department of Justice (DoJ).

At the same time Moody's downgraded Danske Bank's counterparty risk rating to Aa3 from Aa2 and Danske Bank's non-preferred senior debt rating to Baa2 from Baa1.

### Fitch saw no impact on rating from DoJ investigation

In Q4 2018 Fitch published a new rating report on Danske Bank, which was published after the DoJ announced its investigation

Danske Bank and outlook remains negative due to uncertainty relating to the ultimate impact on the bank's capitalisation, franchise and funding profile of the Estonia case.

## Scope saw no impact on rating from DoJ investigation

Following the announcement by the DoJ Scope Ratings have made no additional comments on Danske Bank's ratings. Outlook remains negative.

# S&P Global Ratings (S&P) saw no impact on rating from DoJ investigation

Following the announcement by the DoJ S&P have made no additional comments on Danske Bank's ratings. Outlook remains negative.

# Appendix

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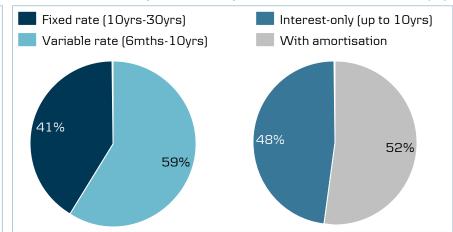
# Realkredit Danmark and the Danish housing market: Portfolio overview

# Portfolio facts, Realkredit Danmark, Q4 18 Approx. 362,000 loans (residential and commercial)

- 1,181 loans in 3- and 6-month arrears (+3% since Q3)
- 29 repossessed properties
- DKK 8 bn of loans with LTV ratio>100%, including DKK 4 bn with public guarantee
- Average LTV ratio of 61%

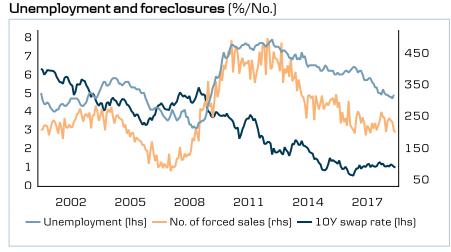
# LTV ratio at origination (legal requirement)

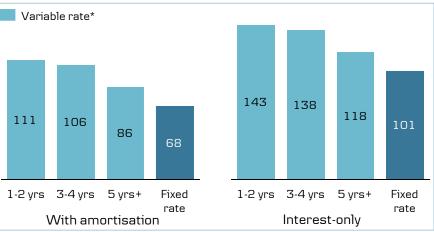
- Residential: max. 80%
- Commercial: max. 60%



## Stock of retail loans (DKK 449 bn), Realkredit Danmark, 04 18 (%)

## Mortgage margins, 80% LTV, owner-occupied (bp)





\* In addition, we charge a fee of 30 bp of the bond price for refinancing of 1- and 2-year floaters and a fee of 20 bp for floaters of 3 or more years.

# Realkredit Danmark: 47% of new retail loans are fixed-rate; compliant with all regulatory requirements

## Key points

- 47% of new retail loans in Q4 were fixed-rate loans, and 40% were 5- to 10-year variable-rate loans
- Total stock of loans amounted to DKK 778 bn:\*
  - o 58% to retail
  - o 21% to residential rental
  - o 16% to commercial property
  - $\circ$  6% to agriculture
- 55% of total stock are loans with amortisation

Supervisory diamond for Danish mortgage credit institutions

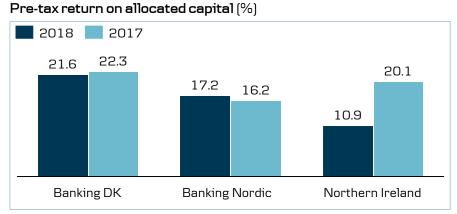
Concentration risk: Sum of 20 largest exposures/CET1 < 1 Growth: ✓ Max.15% annually in certain segments

Refinancing need: ✓ Max. 12.5% of portfolio quarterly and max. 25% annually Interest risk: (LTV ratio > 75% of legal limit and interest rate fixed < 2 years) < 25% of portfolio

Interest-only loans: Max. 10% of portfolio with LTV ratio > 75% of legal limit

Loan portfolio, FlexLån® F1-F4 loans (DKK billions)

# Banking units: Continued growth, driven primarily by good momentum at Banking Nordic and stable growth at Banking DK



## Financial highlights, 2018 vs 2017

## **Banking DK**

- Total income unchanged
- Expenses up 2% owing mainly to increasing compliance costs
- Lending up 1%, deposits up 2%

### **Banking Nordic**

- Total income down 1%, Krogsveen was sold in Q1 2018
- Expenses down 3% due to the sale of Krogsveen
- Lending up 5% with growth in Sweden, Norway and Finland

### Northern Ireland

- Lending and NII up despite continued Brexit uncertainty
- Expenses up 26% following positive pension-related one-off in 2017

## Income statement (DKK millions)

Banking DK			Banking Nordic			Northern Ireland		
2018	2017	Index	2018	2017	Index	2018	2017	Index
8,955	8,906	101	7,957	7,572	105	1,491	1,374	109
3,400	3,417	100	1,605	1,700	94	392	429	91
852	874	97	302	300	101	82	111	74
234	264	89	648	1,047	62	12	48	25
13,442	13,461	100	10,512	10,619	99	1,978	1,961	101
6,860	6,745	102	5,029	5,202	97	1,207	957	126
6,582	6,715	98	5,483	5,417	101	770	1,004	77
-758	-1,065	-	-159	221	-	26	-247	-
7,340	7,780	94	5,642	5,196	109	744	1,251	59
879	870	101	587	561	105	50	46	108
1,015	1,014	100	238	235	101	63	59	106
283	278	102	227	225	101	63	59	106
49	50		33	32		3	3	
	2018 8,955 3,400 852 234 13,442 6,860 6,582 -758 7,340 879 1,015 283	2018         2017           8,955         8,906           3,400         3,417           852         874           234         264           13,442         13,461           6,860         6,745           6,582         6,715           -758         -1,065           7,340         7,780           879         870           1,015         1,014           283         278	2018         2017         Index           8,955         8,906         101           3,400         3,417         100           852         874         97           234         264         89           13,442         13,461         100           6,860         6,745         102           6,582         6,715         98           -758         -1,065         -           7,340         7,780         94           879         870         101           1,015         1,014         100           283         278         102	20182017Index20188,9558,9061017,9573,4003,4171001,605852874973022342648964813,44213,46110010,5126,8606,7451025,0296,5826,715985,483-758-1,0651597,3407,780945,6428798701015871,0151,014100238283278102227	2018         2017         Index         2018         2017           8,955         8,906         101         7,957         7,572           3,400         3,417         100         1,605         1,700           852         874         97         302         300           234         264         89         648         1,047           13,442         13,461         100         10,512         10,619           6,860         6,745         102         5,029         5,202           6,582         6,715         98         5,483         5,417           -758         -1,065         -         -159         221           7,340         7,780         94         5,642         5,196           879         870         101         587         561           1,015         1,014         100         238         235           283         278         102         227         225	20182017Index20182017Index8,9558,9061017,9577,5721053,4003,4171001,6051,7009485287497302300101234264896481,0476213,44213,46110010,51210,619996,8606,7451025,0295,202976,5826,715985,4835,417101-758-1,065159221-7,3407,780945,6425,1961098798701015875611051,0151,014100238235101283278102227225101	20182017Index20182017Index20188,9558,9061017,9577,5721051,4913,4003,4171001,6051,700943928528749730230010182234264896481,047621213,44213,46110010,51210,619991,9786,8606,7451025,0295,202971,2076,5826,715985,4835,417101770-758-1,065159221-267,3407,780945,6425,196109744879870101587561105501,0151,0141002382351016328327810222722510163	2018         2017         Index         2018         2017         Index         2018         2017           8,955         8,906         101         7,957         7,572         105         1,491         1,374           3,400         3,417         100         1,605         1,700         94         392         429           852         874         97         302         300         101         82         111           234         264         89         648         1,047         62         12         48           13,442         13,461         100         10,512         10,619         99         1,978         1,961           6,860         6,745         102         5,029         5,202         97         1,207         957           6,582         6,715         98         5,483         5,417         101         770         1,004           -758         -1,065         -         -159         221         -         26         -247           7,340         7,780         94         5,642         5,196         109         744         1,251           -         -         -         -         561

\* Excluding reverse transactions and before impairments

# C&I and Wealth Management: Difficult market conditions affected trading income; WM fees benefit from SEB Pension DK

Corporates & Institutions: Financial highlights, 2018 vs 2017	Wealth Management: Financial highlights, 2018 vs 2017
<ul> <li>NII up 2% despite the transfer of local Baltic customers to Non- core from Q2 2018</li> </ul>	<ul> <li>Assets under management up 3%, owing mainly to the acquisition of SEB Pension Danmark**</li> </ul>
• Fee income down 5% owing to a decline in Equities	• Net sales at Asset Management of a negative DKK 18.4 bn in
• Trading income reflects challenging conditions in rates markets	2018, against a positive 20.9 bn in 2017
<ul> <li>Expenses down 7%, due primarily to lower performance-based compensation</li> </ul>	<ul> <li>Net premiums of DKK 44.1 bn at Danica Pension (DKK 39.7 bn in 2017), of which DKK 5.6 bn at SEB Pension Danmark**</li> </ul>
• Lower impairment charges reflect a more stable situation for	<ul> <li>Fee income up 1%, due mainly to SEB Pension Danmark**</li> </ul>
offshore companies due to positive trends in activity and oil price despite single name impairments in Q3 2018	<ul> <li>The Health &amp; Accident business results lowered both trading income (investment result) and other income (risk result)</li> </ul>
<ul> <li>Lending grew 6% adjusted for the transfer of Baltic customers to Non-core</li> </ul>	<ul> <li>Expenses up 18%, due mainly to costs related to SEB Pension Danmark and increased regulatory costs</li> </ul>

## Corporates & Institutions: Income statement (DKK millions)

Wealth Management: Income statement (DKK millions)

	2018	2017	Index		2018	2017	Index
Net interest income	3,928	3,837	102	Net interest income	725	709	102
Net fee income	2,914	3,077	95	Net fee income	7,353	7,281	101
Net trading income	2,440	4,943	49	Net trading income	66	403	16
Other income	7	3	233	Otherincome	-193	174	-
Total income	9,289	11,860	78	Total income	7,950	8,567	93
Expenses	4,689	5,034	93	Expenses	4,810	4,082	118
Profit before loan impairment charges	4,600	6,826	67	Profit before loan impairment charges	3,140	4,485	70
Loan impairment charges	278	311	89	Loan impairment charges	-42	-93	45
Profit before tax	4,322	6,515	66	Profit before tax	3,183	4,579	70
Pre-tax return on allocated capital (%)	12.9	17.2		Pre-tax return on allocated capital (%)	20.6	33.0	
Lending (DKK bn)	198	200	99	Lending (DKK bn)	78	75	104
Deposits (DKK bn)	261	283	92	Deposits (DKK bn)	67	66	101
Share of Group lending (%)*	11	11		Assets under management (DKK bn)*	1,575	1,530	103

\* Excluding reverse transactions and before impairments. \*\* The SEB Pension Danmark acquisition was finalised on 7 June 2018.02 2018 effect: DKK 102 bn in AuM.

# Credit exposure: Limited agriculture and directly oil-related exposure

#### **Agriculture exposure** (3.0% of Group exposure) **Oil-related exposure** (0.8% of Group exposure) Net exposure increased to DKK 18.7 bn\* from DKK 17.8 bn Pork prices remained at a very low level while milk prices weak-٠ ٠ ened slightly q/q. All segments and in particular pig farmers are last quarter under pressure due to the dry weather conditions in Denmark Oil-related customers accounted for most of the impairment ٠ expense of DKK 0.2 bn in Corporates & Institutions in Q4 last summer. Consequently, we expect to see an increase in nonperforming loans during 2019. Exposure to growing of crops etc. By far most of the oil-related exposure is managed by specialist is highly secured and has a high NPL coverage ratio. teams for customer relationship and credit management at Due to these negative developments, impairments have **Corporates & Institutions** increased in stages 1 and 2 in the second half of 2018. This Total accumulated impairments amounted to DKK 2.3 bn, of partly reflects increased management overlays. Total which DKK 0.4 bn in stages 1 and 2 accumulated impairments amounted to DKK 3.4 bn, of which DKK 1.5 bn. in stages 1 and 2. Realkredit Danmark represented 56% of total gross exposure and 20% of expected credit loss

- LTV limit at origination of 60% at Realkredit Danmark

## Agriculture by segment, 04 2018 (DKK millions)

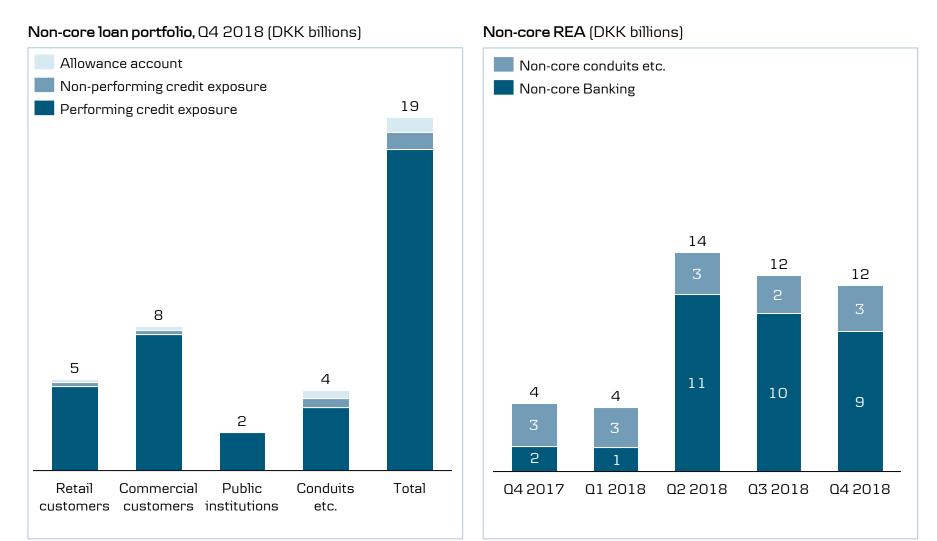
	Gross credit exposure	Portion from RD	Sweden	Expected credit loss	Net credit exposure	NPL coverage ratio
Banking DK	50,116	41,724		3,211	46,905	88%
Growing of crops, cereals, etc.	18,740	16,376		500	18,240	93%
Dairy	9,175	7,094		1,104	8,071	87%
Pig breeding	12,401	9,803		1,301	11,099	89%
Mixed operations etc.	9,800	8,450		305	9,496	85%
Banking Nordic	12,574		8,662	165	12,409	109%
Northern Ireland	4,541	-		38	4,503	104%
C&I	6,361	2,016		4	6,356	
Others	634	-		13	622	
Total	74.227	43,740		3.431	70.795	90%

## Oil-related exposure, Q4 2018 (DKK millions)

	Gross credit exposure	Expected credit loss	Net credit exposure
C&I	19,813	1,949	17,864
Oil majors	8,087	29	8,057
Oil service	5,851	474	5,377
Offshore	5,875	1,446	4,429
Banking DK and Banking Nordic	1,172	345	827
Oil majors	2	0	1
Oil service	1,066	344	722
Offshore	104	1	104
Others	3	0	3
Total	20,988	2,294	18,694

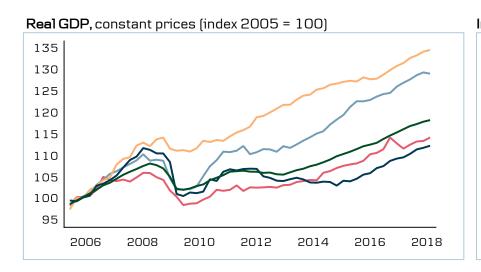
\* The oil-related net credit exposure of DKK 18.7 bn is part of the energy and utilities industry (DKK 14.2 bn) and shipping industry (DKK 4.5 bn).

# Non-core: Deleveraging progressed according to plan; REA of DKK 12 bn at end-2018



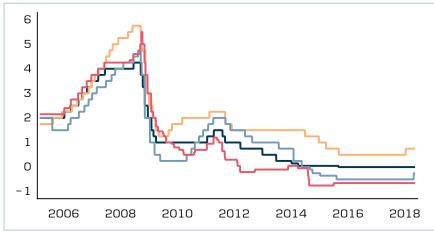
# Nordic macroeconomics



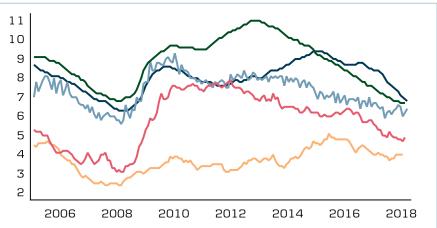




## Interest rates, leading (%)

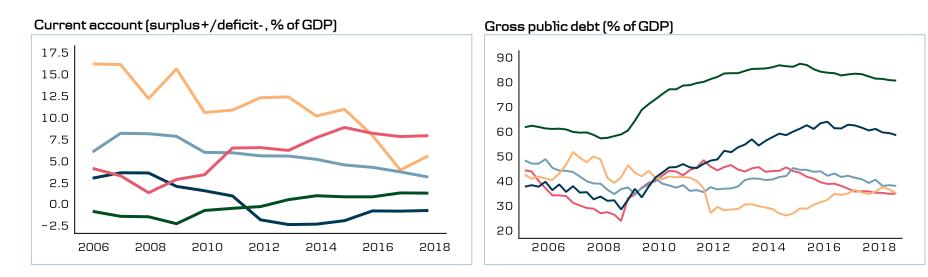


## Unemployment (%)

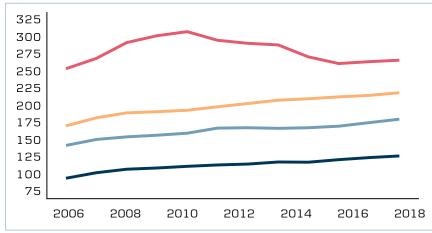


# Nordic macroeconomics

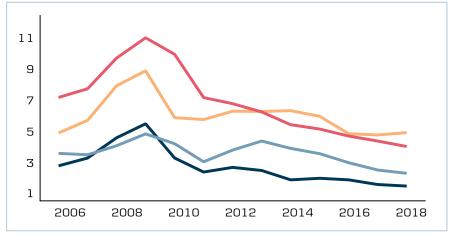




## Household debt burden (% of disposable income)



Household interest burden (% of disposable income)



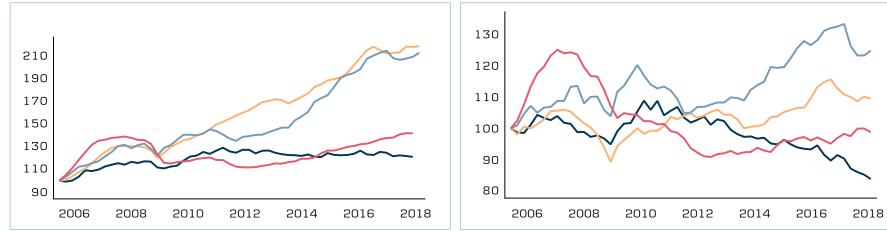
Danske Bank

# Nordic housing markets

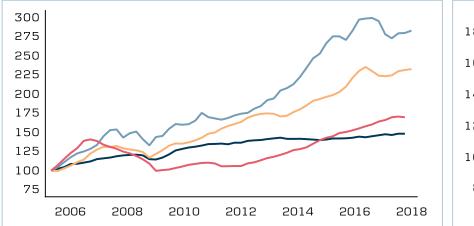


Property prices (index 2005 = 100)





## Apartment prices (index 2005 = 100)



## Apartment prices/nom. GDP (index 2005 = 100)



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