

# *Financial results – first quarter 2022*

Presentation for Q1-22 conference call



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# Q1 highlights – commercial progress strengthens core banking activities while financial markets-related income was impacted by volatility

Russia’s invasion of Ukraine accelerated macro uncertainty and resulted in swift implementation of complex sanctions

Commercial progress, despite difficult operating environment for our customers, continues to support positive trend in lending volumes and steady NII uplift

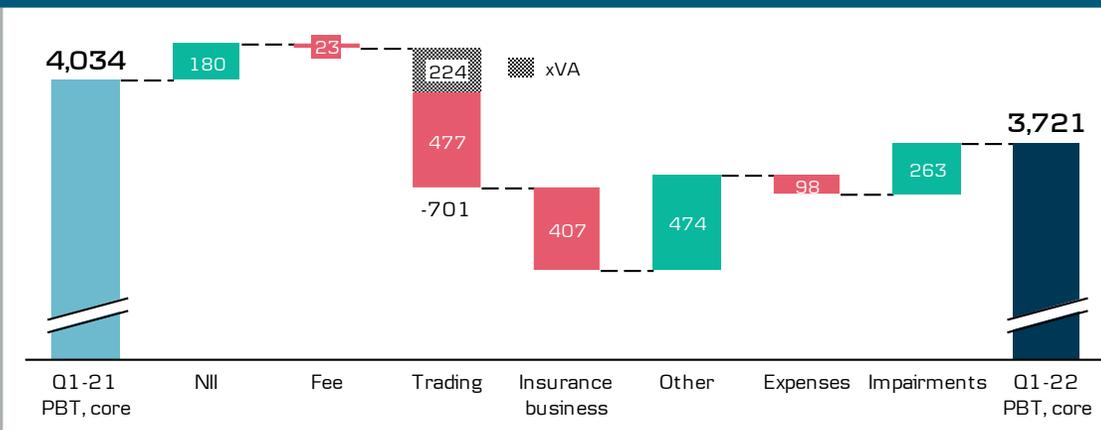
Q1 benefited from resilient fee income from diversified business mix. Income from trading and insurance impacted by difficult financial markets conditions and value adjustments

Progress towards becoming a more simple and efficient bank as underlying costs develop according to plan despite continually high costs for AML and remediation

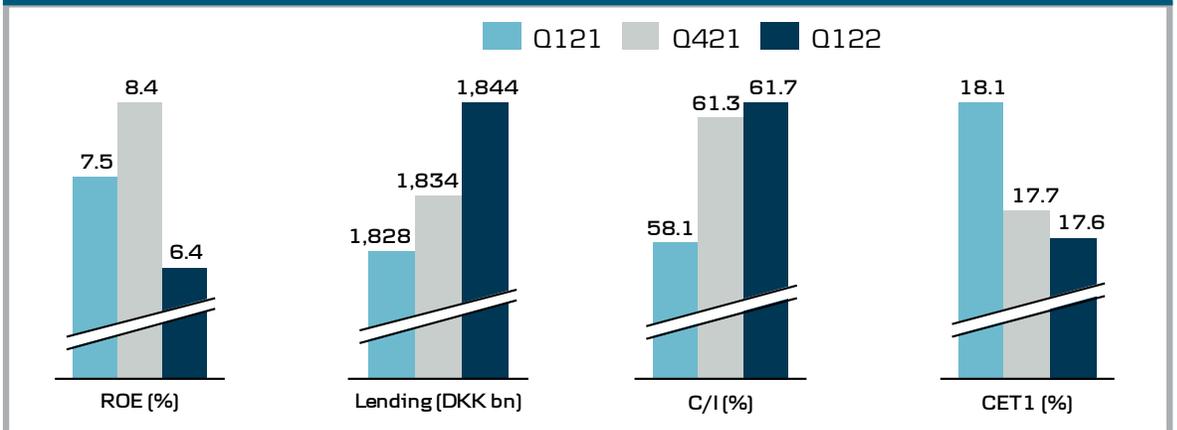
Continually strong credit quality and limited impact from adjusted macro model; prudent PMAs remain in place

Enabling the green transition with our recognised advisory capabilities within sustainable finance underpinned by arranging DKK 15 bn in green bonds in Q1, solidifying our # 1 position in league tables

Profit development Q1-21 vs Q1-22 (DKK m)



Financial metrics



# P&BC: Total income up 10% driven by steady commercial momentum in retail segments and continued enhancement of SME offerings as we progress towards our 2023 ambitions

## P&BC - highlights

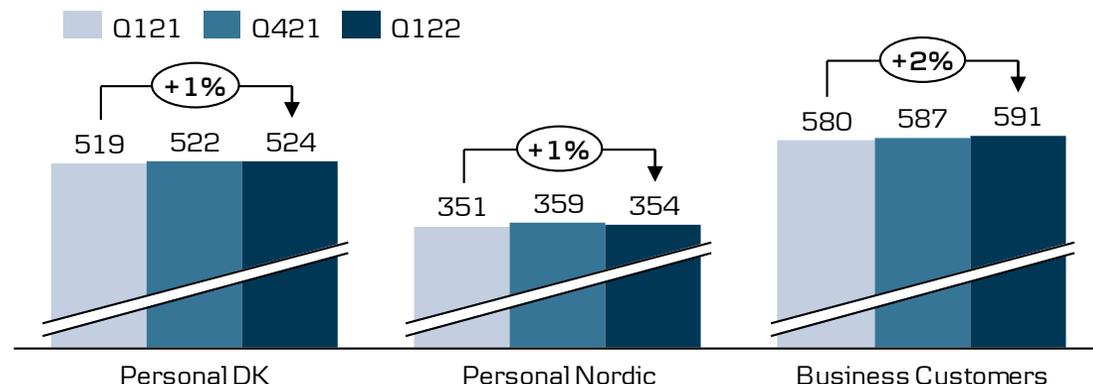
PCDK: Improved customer flow and launch of new campaign in DK aimed at prioritised segments. Home financing activity, incl. Remortgaging, supports volume trend.

Good activity in PC Sweden with volumes up ~3% Y/Y in local currency. PC Norway continues the positive trend and focus on profitability with rate cycle adjustments

PC: 10,000 new "Danske Konto" accounts opened using new function in Mobile Banking app (30% of all "Danske Konto" accounts)  
BC: Increased use of digital tools, incl. credit cases handled digitally

Sustainability academy launched to cater for green transition within both SME and retail segment. New loan product and price incentives to support energy optimisation for households

## Lending\* (nominal, DKK m)



\* Lending shown adjusted for negative fair value effect

## Income statement (DKK m)

	Q1-22	Q1-21	Index	Q4-21	Index
Net interest income	3,909	3,879	101	3,909	100
Net fee income	1,815	1,750	104	1,711	106
Net trading income	213	150	142	177	120
Other income	663	196	-	177	-
<b>Total income</b>	<b>6,600</b>	<b>5,975</b>	<b>110</b>	<b>5,974</b>	<b>110</b>
Expenses	3,881	3,638	107	4,420	88
<b>Profit before loan impairment charges</b>	<b>2,720</b>	<b>2,337</b>	<b>116</b>	<b>1,554</b>	<b>175</b>
Loan impairment charges	110	435	25	31	-
<b>Profit before tax</b>	<b>2,609</b>	<b>1,903</b>	<b>137</b>	<b>1,522</b>	<b>171</b>

# LC&I: Strong franchise and advisory capabilities underpinning solid results as we continue to assist clients in navigating their currently difficult operating environment

## LC&I - highlights

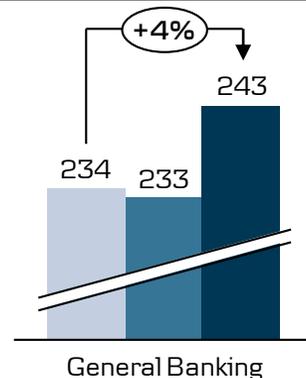
Significant credit demand, e.g. in DK and SE, as our diversified product offerings and holistic relationships accommodate balance sheet growth while capital markets dynamics are less attractive for corporate clients

Strong customer activity as corporate everyday banking (FX and Cash management) led to good traction on activity-based fees, countering capital markets-related slowdown due to current uncertainty

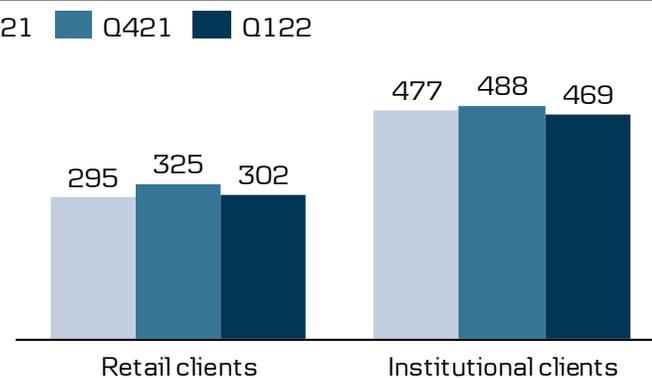
AuM down ~5% due to the volatility in the financial markets.

New tailor-made sustainability-related mandates from our customers; won the “Best Sustainable Player” award of a large Swedish fund selector

## Lending (DKKm)



## AuM (DKKm)



## Income statement (DKK m)

	Q1-22	Q1-21	Index	Q4-21	Index
Net interest income	1,284	1,216	106	1,179	109
Net fee income	1,514	1,599	95	2,057	74
Net trading income	737	1,102	67	720	102
Other income	1	1	100	3	33
<b>Total income</b>	<b>3,535</b>	<b>3,918</b>	<b>90</b>	<b>3,959</b>	<b>89</b>
Expenses	1,744	1,851	94	1,463	119
<b>Profit before loan impairment charges</b>	<b>1,791</b>	<b>2,067</b>	<b>87</b>	<b>2,495</b>	<b>72</b>
Loan impairment charges	88	69	128	-243	-
<b>Profit before tax</b>	<b>1,703</b>	<b>1,998</b>	<b>85</b>	<b>2,738</b>	<b>62</b>

# Danica: Good business momentum, however, negative impact from investment results

## Northern Ireland: Lower profitability due primarily to trading income volatility

Danica Pension, key figures (DKK m)					
	Q1-22	Q1-21	Index	Q4-21	Index
Result, life insurance	496	784	63	780	64
Result, H&A	-385	-290	133	-236	163
<b>Net income*</b>	84	491	17	512	16
AuM**	443,987	465,520	95	480,379	92
Premiums, insurance contracts	10,102	8,599	117	10,416	97

### Q122 vs Q121

Danica Pension saw growth in premiums from the level in the same period last year, reflecting a strong position in the market and the fact that more business customers have chosen Danica Pension.

Life insurance products where Danica Pension has the investment risk were affected by negative investment results.

Within H&A, the underlying business is stable, but the investment result decreased considerably from the level in the first quarter of 2021, which included a provision for pension yield tax of DKK 200 million.

Northern Ireland, key figures (DKK m)					
	Q1-22	Q1-21	Index	Q4-21	Index
<b>Total income</b>	315	374	84	382	82
<b>Operating expenses</b>	308	275	112	380	81
<b>Loan impairments</b>	19	-7	--	-31	--
<b>Profit before tax</b>	-12	106	--	33	--

### Q122 vs Q121

Profit before tax decreased to a loss of DKK 12 million (Q1 2021: DKK 106 million), with improved net interest and fee income but offset by lower net trading income and higher costs as a result of adjusted allocation.

While total income was down in the quarter, NII benefited by the higher rates, up ~10% on largely stable volumes.

Net trading income was negative in the first quarter due to adverse mark-to-market movements on the interest rate hedge.

\* Incl. return on investments

\*\* Danica Norway AuM not part of Q4 and FY 2021 number

# Income from core banking activities up 2% Y/Y driven by improved NII trend; financial markets impacting trading and insurance income; credit quality remained strong

## Income statement and key figures (DKK m)

	Q122	Q121	Index	Q4 21	Index
Net interest income	5,630	5,450	103	5,551	101
Net fee income	3,379	3,402	99	3,824	88
Net trading income	565	1,266	45	1,015	56
Net income from insurance business	84	491	17	512	16
Other income	669	195	343	174	384
<b>Total income</b>	<b>10,327</b>	<b>10,805</b>	<b>96</b>	<b>11,076</b>	<b>93</b>
Expenses	6,371	6,273	102	6,789	94
<b>Profit before loan impairment charges</b>	<b>3,955</b>	<b>4,531</b>	<b>87</b>	<b>4,286</b>	<b>92</b>
Loan impairment charges	234	497	47	-239	-
<b>Profit before tax, core</b>	<b>3,721</b>	<b>4,034</b>	<b>92</b>	<b>4,525</b>	<b>82</b>
Profit before tax, Non-core	-14	20	-	-25	56
Profit before tax	3,707	4,054	91	4,500	82
Tax	862	914	94	846	102
<b>Net profit</b>	<b>2,845</b>	<b>3,139</b>	<b>91</b>	<b>3,654</b>	<b>78</b>

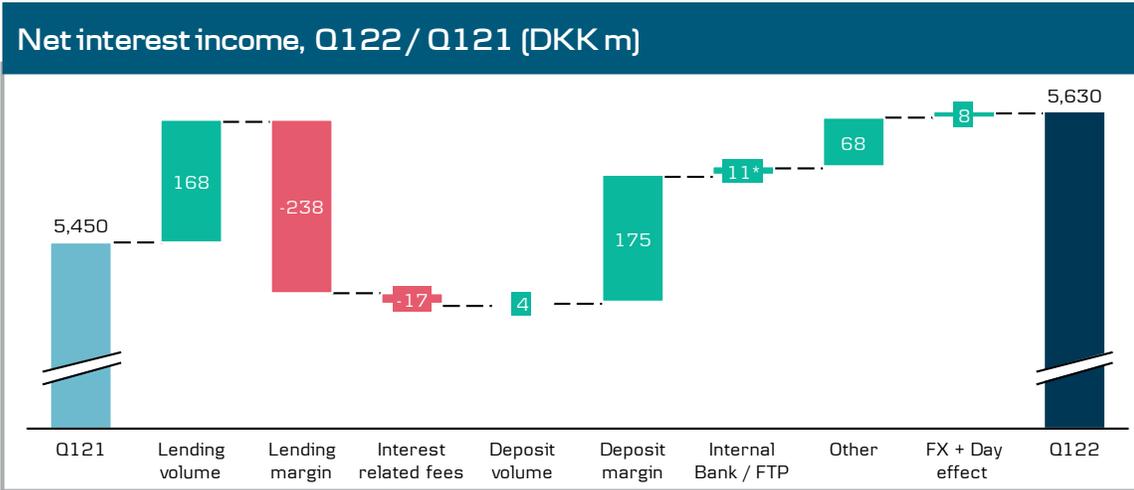
## Keypoints, Q122 vs Q121

- Net interest income benefiting from deposit repricing initiatives implemented during 2021 and contribution from continually improving trend in lending volumes
- Fee income stable, despite landmark ECM deal in Q121, as income from core banking activities counters challenging conditions for financial market driven fees
- Trading income held up well despite challenging rates markets, xVA and N.I. interest rate hedge, while the insurance business was significantly impacted by turbulent financial markets
- Costs impacted by the introduction of SE bank tax and remediation costs.
- Strong credit quality continued to support low level of impairments while macro models and PMAs remain in place to mitigate tail risk

## Keypoints, Q122 vs Q421

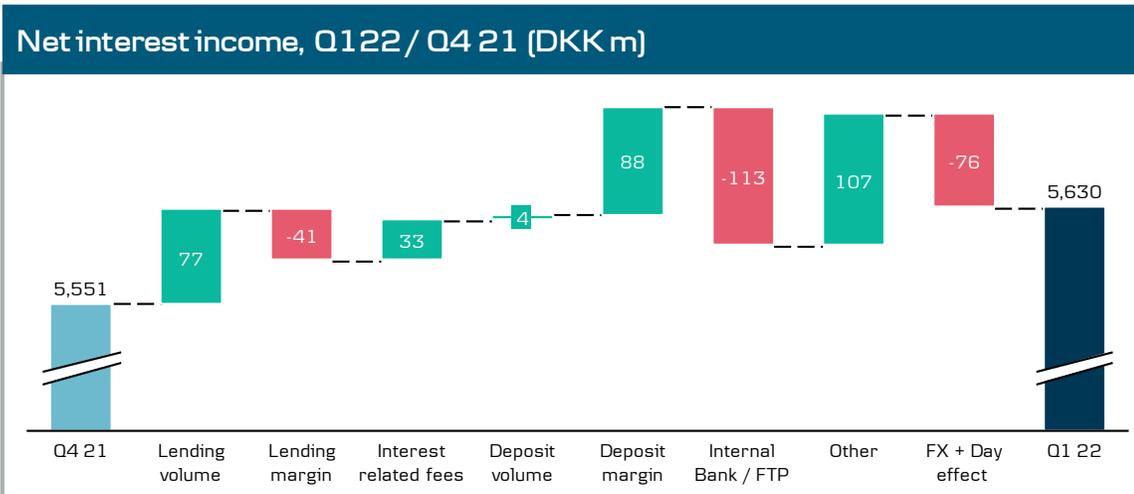
- NII up Q/Q even with lagging effect from Norwegian rate hikes, as deposit repricing and positive trend in volumes more than countered additional TLTRO benefit in Q4
- Fee income lower driven mainly by seasonality effects (higher performance fees in Q4)
- LC&I trading income stable while Group was affected by xVA adjustment and N.I. interest rate hedge. Q4 benefitted from Aiiia sale
- Expenses improved from seasonally high Q4 level. Underlying staff costs down ~5% Q/Q mitigated higher remediation costs
- Strong credit quality led to sustained low impairments as we have very limited direct exposure to RU/UA war and sufficient buffers remain in place

# NII: Positive trend from improving credit demand coupled with full effect from repricing initiatives improve NII for fifth straight quarter

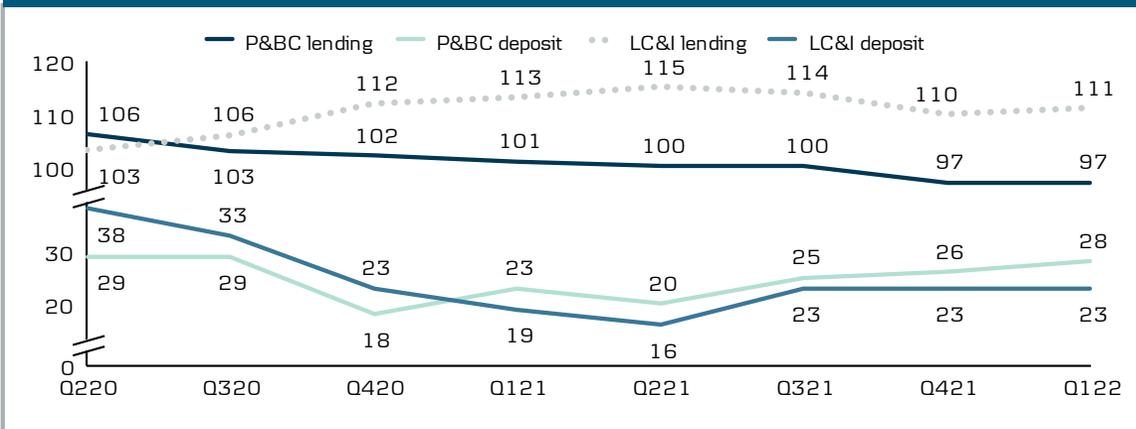


### Highlights

- Net interest income continued the positive trend supported by lending volumes which have increased Y/Y across all Nordic segments. Additional effect from the implemented deposit repricing initiatives along with higher short-term rates provided further support for deposit margins
- Y/Y lending margins was affected by NIBOR/STIBOR and product mix and lower LTVs in DK, whereas Q/Q due primarily to lagging effect related to the rate hikes in Norway
- Q/Q NII is up despite fewer interest days. Additionally, Internal Bank was affected by timing of TLTRO benefit in H221 while Other is up with the removal of one-offs (taxation of business travellers)

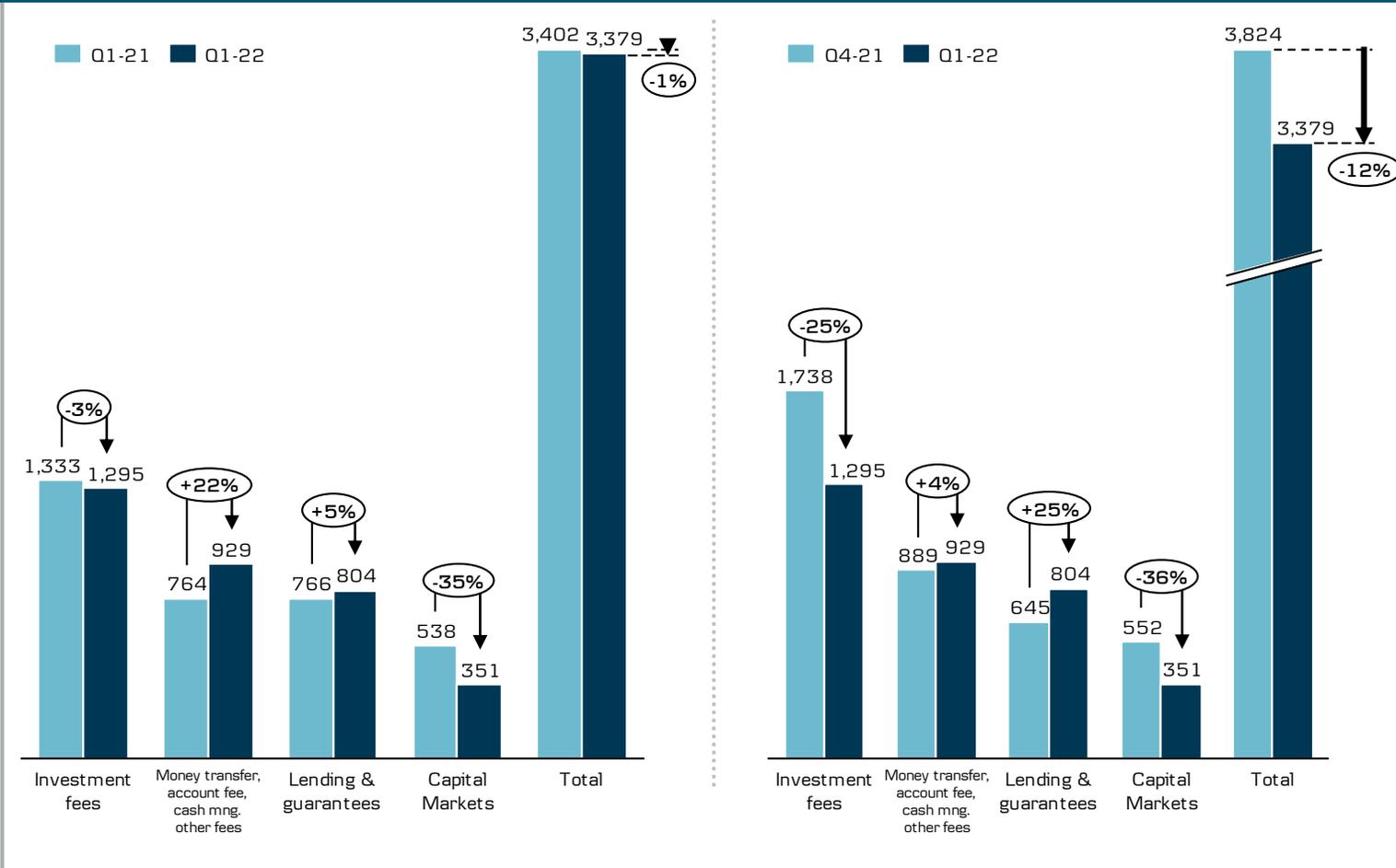


### Margin development (bp)



# Fee: Strong fee performance in core banking activities mitigated financial markets headwinds

Net fee income, Q1-22/Q1-21 and Q1-22/Q4 21 (DKK m)



## Highlights

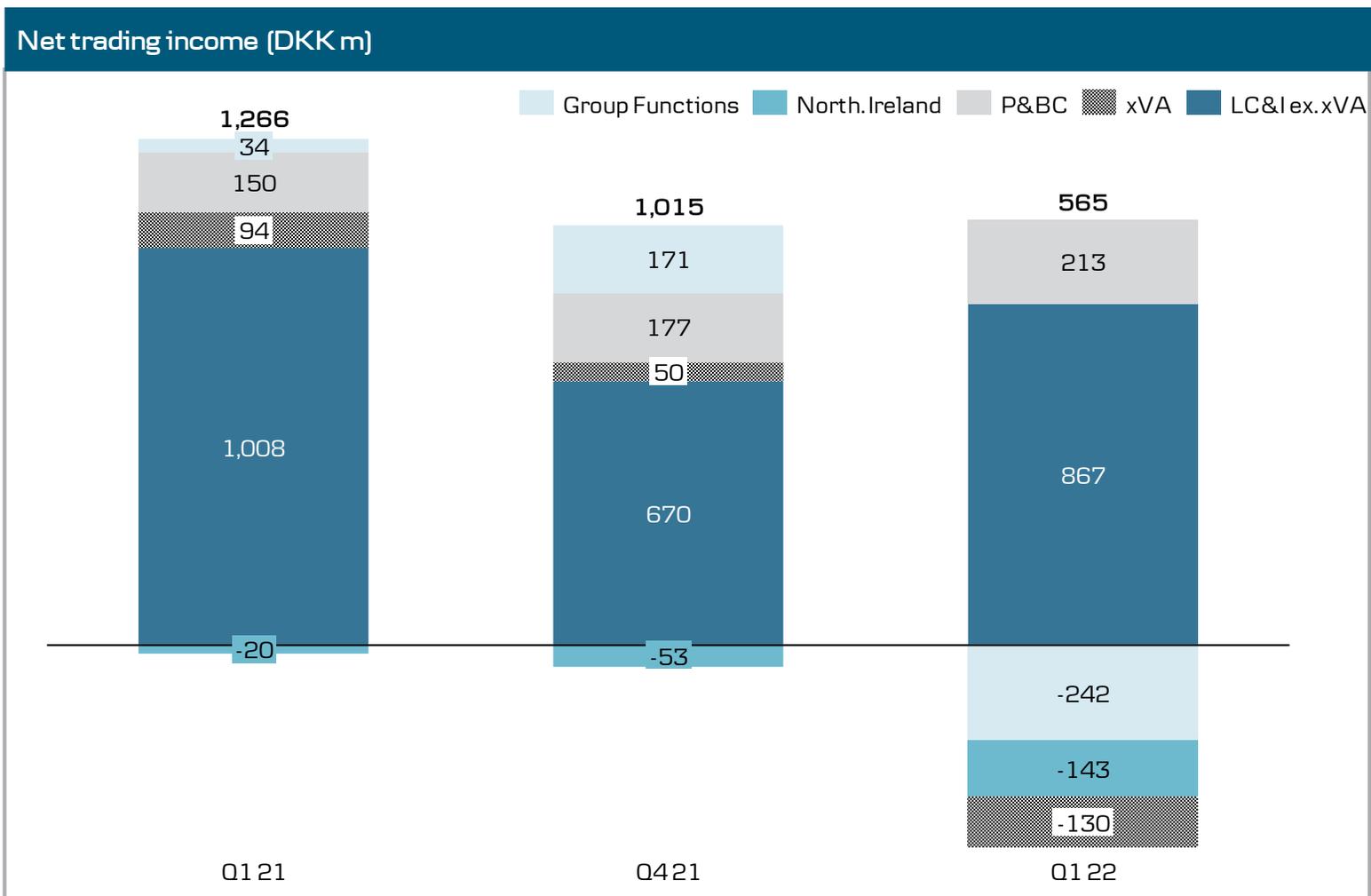
Y/Y

- Excluding landmark ECM deal in Q1-21, strong core banking fees more than offset the headwinds from financial markets turmoil
- Activity-driven fees up 22% exceeding the level before the pandemic, driven both by reopening of societies and our strong and recognised corporate everyday banking services and optimised pricing
- Mortgage related fees up 5% on the back of high refinancing and remortgaging activity; the latter partly a result of our FlexLife product gaining further traction
- Investment fees largely stable as high inflow and market appreciation during 2021 mitigated the recent period's reduced investment appetite from clients and volatility in financial markets

Q/Q

- Adjusting for seasonal bookings of performance fees, the positive trends for activity-driven fees and mortgage-related fees almost offset the slowing of investment activity and capital markets, as capital markets fees ended 2021 at a very strong level
- Investment fees affected by lower AuM as a result of the market correction

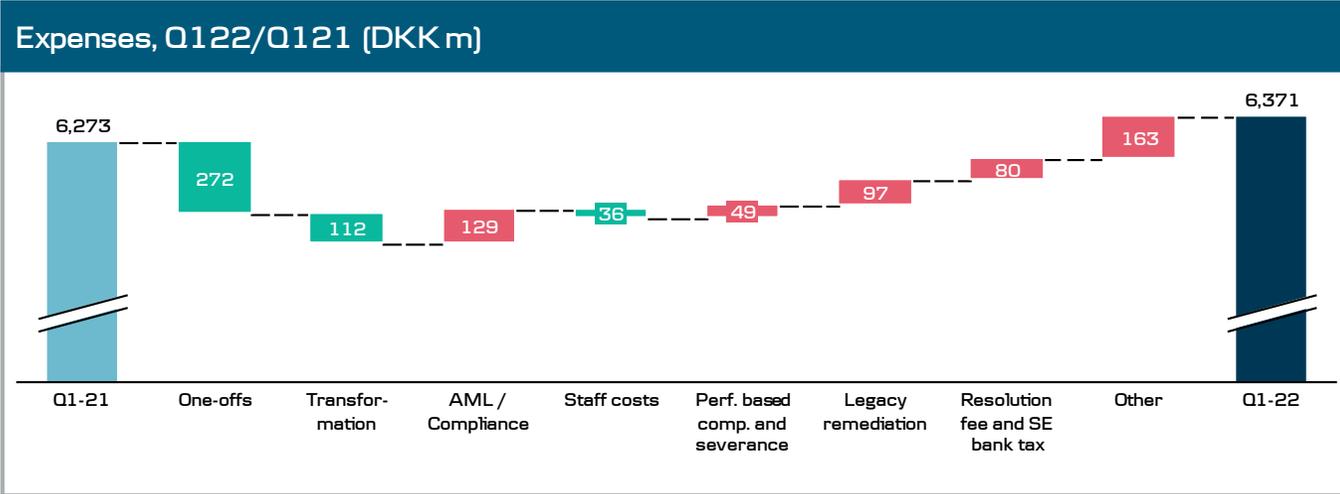
# Trading income held up well because of good customer activity despite challenging financial markets and value adjustments



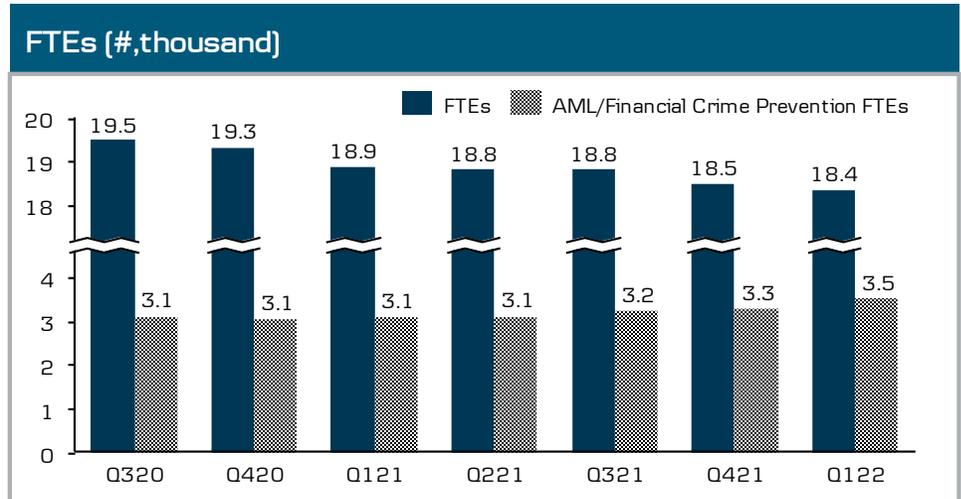
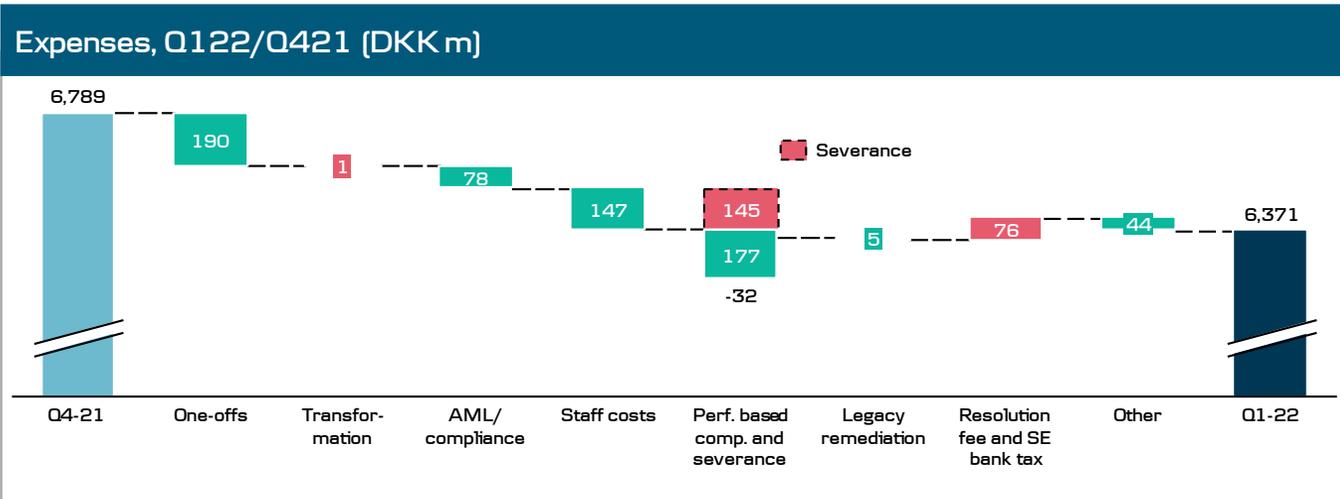
## Highlights

- Solid customer-driven trading income despite volatile financial markets and challenging conditions in rates and credit markets
- Negative value adjustments of bond portfolios in Group Treasury and adverse mark-to-market movements on the interest rate hedge in Northern Ireland
- Negative value adjustments on the derivatives portfolio (xVA) also had a significant impact in trading income at LC&I in Q1-22
- There was an uplift in Group trading income related to the sale of Visa shares in Q1-21 of DKK 227 m.
- One-off sale of Aiiia to Mastercard in Q4-21 of DKK 180 m booked at Group Functions

*Expenses: Underlying progress on efficiency despite continually high remediation costs. Ramp up of AML/Compliance y/y according to plan.*



- ### Highlights
- Y/Y affected by the ramp-up of AML/compliance during '21 and the expected remediation work as well as SE bank tax and resolution fund contribution. Other costs up due partly to insourcing of IT etc.
  - Q/Q: Progress on structural cost take-out more than absorbed the new Swedish bank tax and higher resolution fund fee. Remediation costs remained elevated, while severance cost offset seasonality in performance-based compensation
  - Number of FTEs continued to decline when adjusted for AML/Financial Crime transformation-related upstaffing. Total FTEs down 3% from peak in Q320, driven by decrease in non-AML/FCP staff of 6%

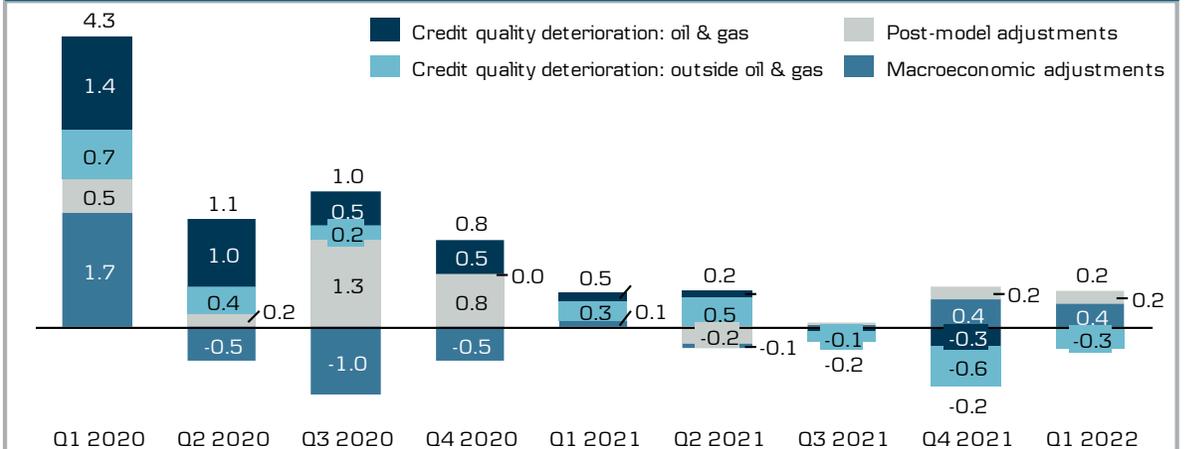


# Impairments: Strong credit quality supported very modest impairment charges despite additional PMAs to account for current uncertainty and potential lagging effects

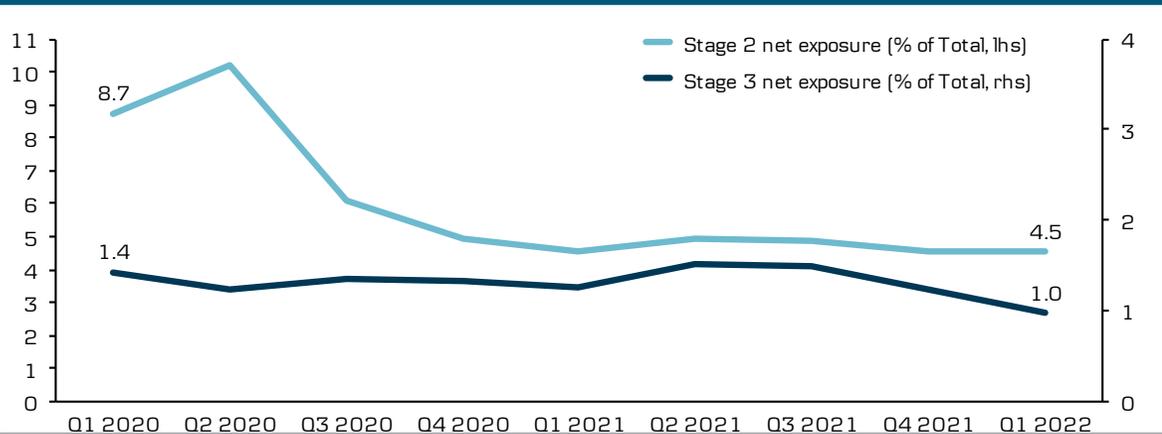
## Highlights

- Strong credit quality and very limited direct exposure to implications from Russia’s invasion of Ukraine led to net reversals on single-name exposures.
- Macro scenarios were further adjusted in Q1 -22 to account for current global tension with added inflationary pressure and associated economic implications, however, with modest impact.
- Additional PMAs related to global tension of around DKK 0.2bn combined with a portion of the Covid-related PMAs being repurposed resulting in around DKK 1 bn provision to account for current uncertainties. PMAs for Covid-related tail risk of around DKK 1bn remain in place.
- Allowance account was reduced in Q1, primarily as a result of write-offs.

## Impairment charges by category\* (DKK bn)



## Stage 2 and 3 credit exposure (% of total exposure)



## Allowance account by stages (DKK bn)



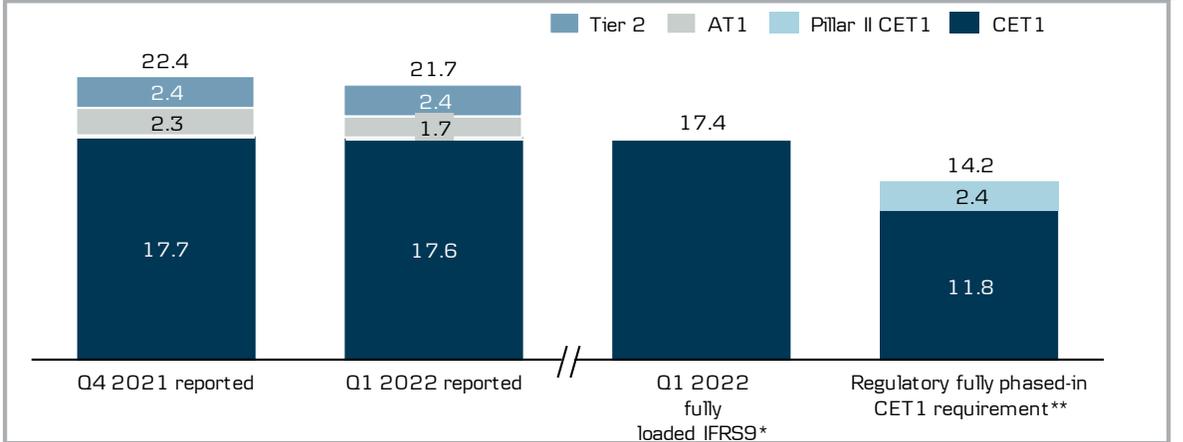
\* Net of movements related to new DoD implementation in relation to EBA guidelines. PMAs of ~DKK 0.9bn were initially put in place to cover the new definition that has now been implemented.

# Capital: CET1 ratio at 17.6% almost unchanged compared to preceding quarter

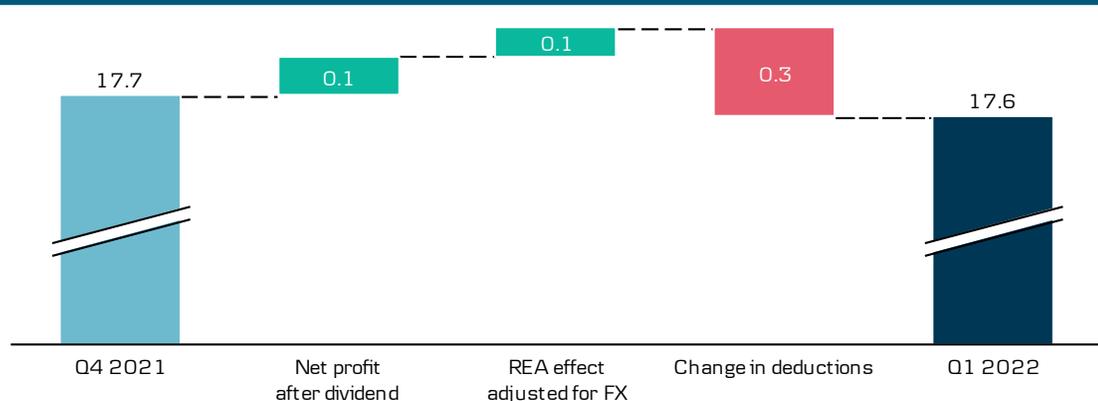
## Highlights

- CET1 ratio almost unchanged, as effects from net profit and REA are offset by changed deductions
- Total capital ratio declined with the call of our EUR 750m AT1
- REA was slightly lower in Q1 as lower credit risk mitigated higher market risk associated with the ongoing volatility
- During Q1, it was announced that the Danish and Norwegian CCyB will be fully reactivated to 2.5% by the end of Q1 2023
- The leverage ratio was 4.7% according to transitional rules and 4.6% under fully phased-in rules

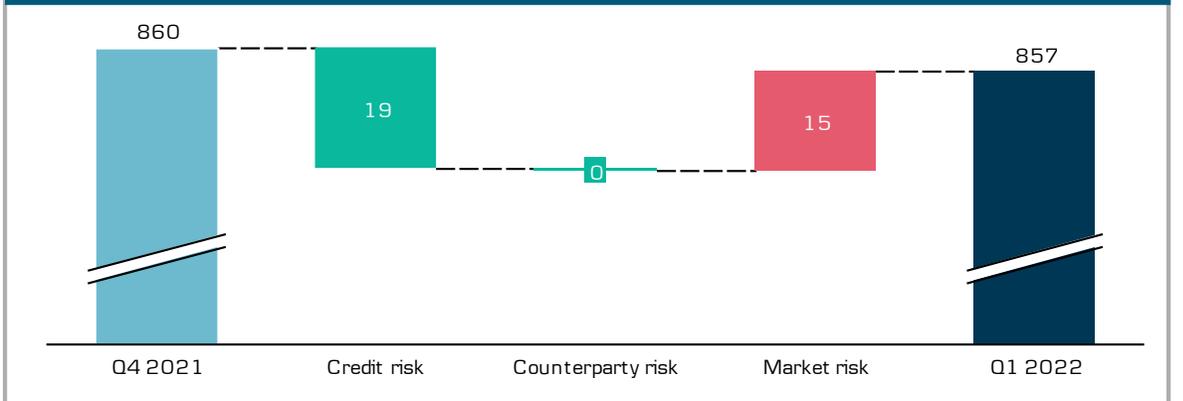
## Capital ratios (%)



## CET1 (%)



## Total REA (DKK bn)



\* Based on fully loaded impact on capital ratio from IFRS9. \*\* Pro forma fully phased-in min. CET1 requirement of 4.5%, plus CET1 component of pillar II add-on and including combined buffer requirements consisting of capital conservation buffer of 2.5%, SIFI requirement of 3% and countercyclical buffer of 1.8%.

*Net profit outlook for 2022\*: As we are progressing towards our financial ambitions, we expect net profit to be in the range of DKK 13 – 15 bn*



**Income**

We expect income from core banking activities to be higher in 2022 due to good economic activity and progress towards our 2023 financial ambitions. Net income from insurance business and trading activities are expected to be at normalised level, subject to financial market conditions



**Expenses**

We expect costs in 2022 to reflect continued focus on cost management and to be around DKK 25 billion due to elevated remediation costs and the inclusion of Swedish bank tax and regulatory expenses of around DKK 0.4 bn



**Impairments**

Loan impairments are expected to be below normalised level, given stable macroeconomic conditions and our overall strong credit quality



**Net profit\***

We expect net profit to be in the range of DKK 13 – 15 bn, including the gains from MobilePay, Danske Bank International and Danica Norway

\*Note – The outlook is subject to uncertainty and depends on economic conditions and does not include any effect from a potential settlement of the Estonia matter in 2022.

# Danske Bank

We have the foundation

We have invested in our operational setup

We are ready to deliver sustainable value creation

## *Q&A session*



Press 01 to ask a question  
Press 02 to cancel



Press "Ask a question"  
in your webcast player

*Appendix*

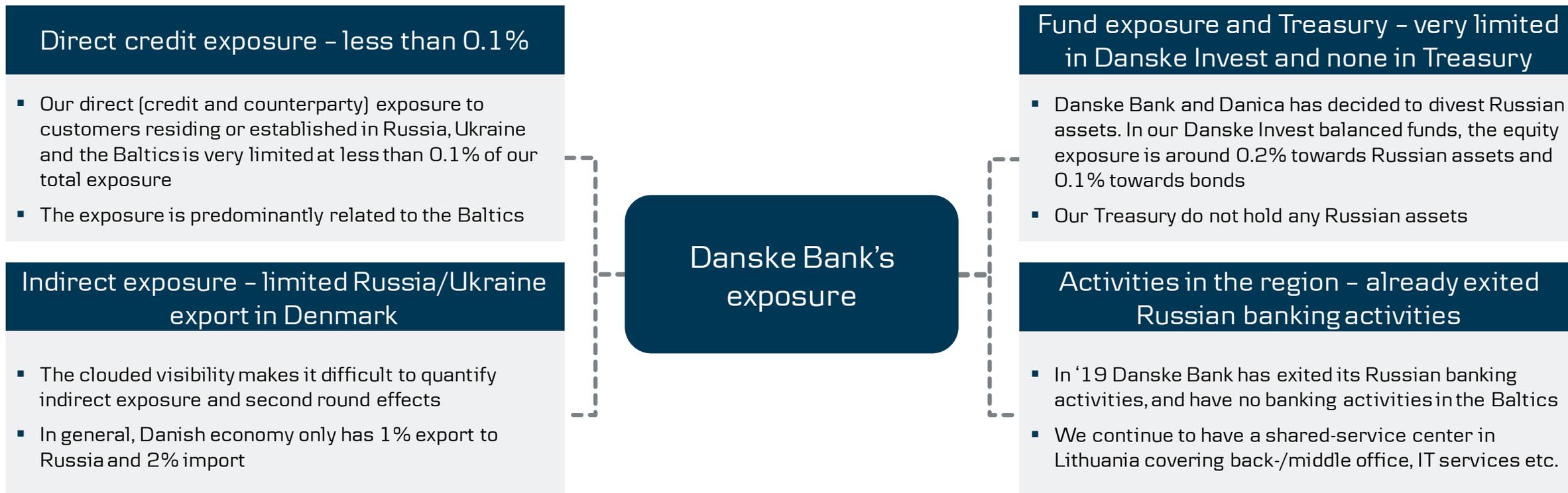
## Appendix

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## Exposure related to Russian invasion of Ukraine (as published 8 March 2022)



- In line with our Financial Crime Policy, Danske Bank observes relevant sanctions regimes in all jurisdictions where we operate and to which we are exposed
- We observe United Nations, EU and UK sanctions, as well as United States Sanctions to the extent they have relevant implications for the Group's business activities. In addition, we may adopt additional restrictions based on overall financial crime risks in a specific area, for example
- We are following developments closely to continually adjust our position and help our customers navigate the situation, which is constantly evolving in step with the war in Ukraine

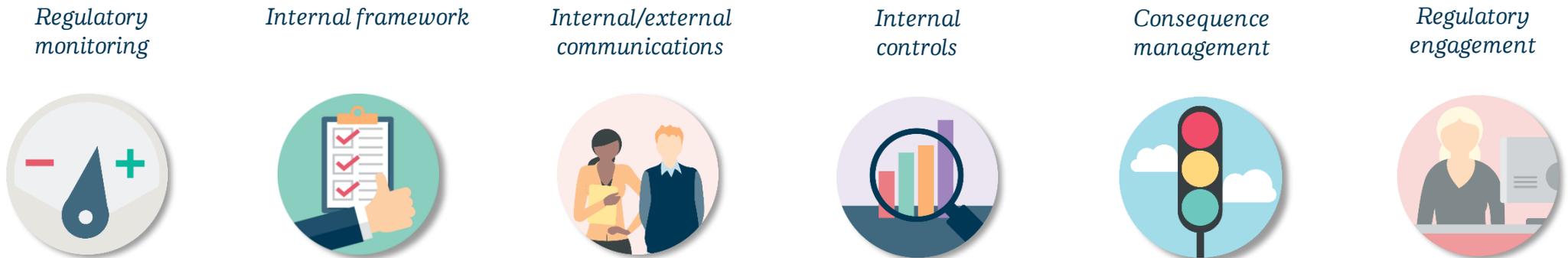
# Implementation of new Sanctions at Danske Bank

- We have been investing heavily into our Sanctions Compliance Programme since we initiated our remediation programme
- Ever since, our goal has been to deliver a Sanctions Compliance Programme that meets regulatory expectations, including a target operating model and key capabilities. This further includes uplifted sanctions screening controls with appropriate checks and supporting processes. Further focus includes implementing appropriate governance and processes for detecting, understanding, assessing and managing sanctions risk in business activities and relationships. It also includes a standing capability to implement new sanctions when they are imposed by regulators
- The progress we had already made in implementing this programme has enabled us to respond swiftly to the quickly changing environment in the current situation. The sanctions implemented in response to Russia’s invasion of Ukraine are complex and expansive and have impacted a number of companies and operations in the Nordic countries, and are challenging those that have direct or indirect exposure to Russia and Belarus
- Externally, we frequently liaise with both our customers exposed to the changing sanctions as well as our regulators and relevant authorities. We maintain a publicly-facing information site on danskebank.com
- In terms of meeting sanctions compliance requirements, our response strategy is based on the six pillars below.

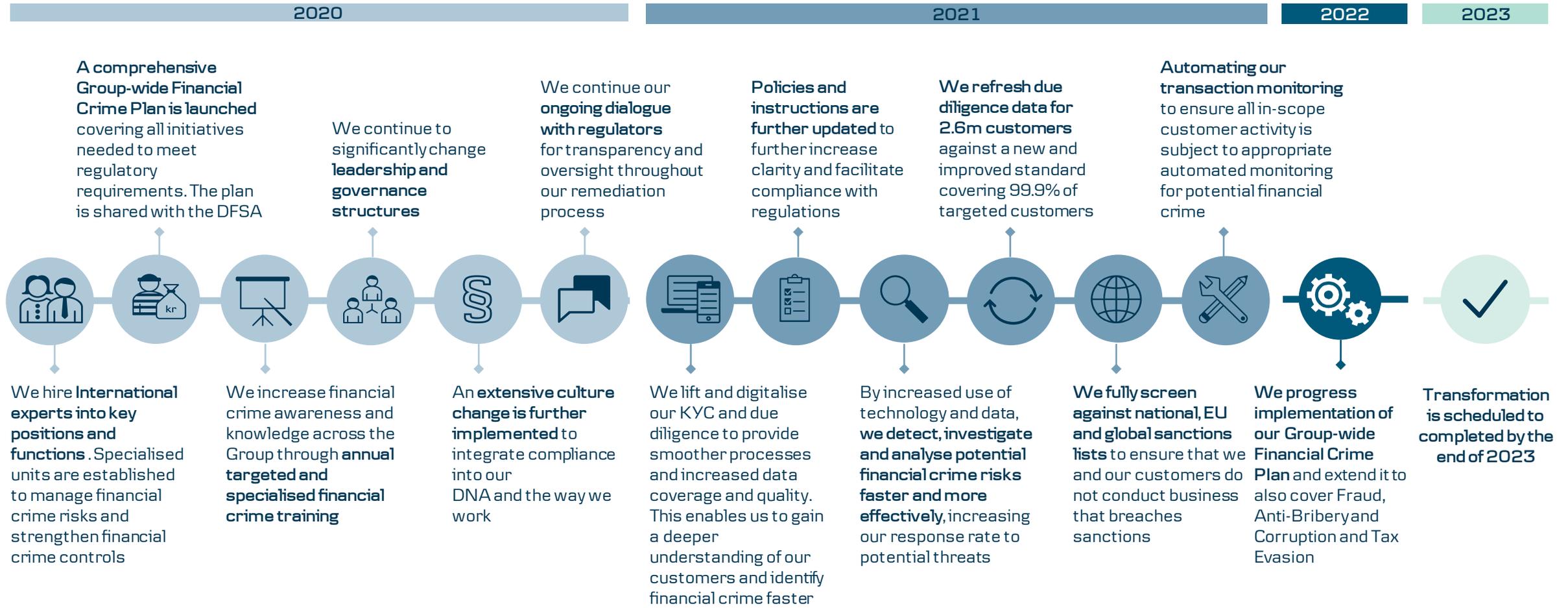
*Financial Crime Risk Management Framework – Existing Sanctions Capabilities established since 2019 are activated to absorb and implement new sanctions*



External event – sanctions imposed in response to Russia / Ukraine war



# Significant progress on our financial crime transformation



Completion means – Fundamental controls in place/Ability to foresee and handle financial crime issues/Meet applicable regulatory requirements

# Traction towards targets positive across our sustainability indicators

## Sustainable finance



### Responsible investing

**2023 Targets**  
DKK 150bn in funds that have sustainability objectives <sup>1)</sup> and DKK 50bn invested in the green transition by Danica Pension

**Most recent status**

\* updated in Q1-22

**DKK 61bn\***  
in sust. funds (art. 9)  
**DKK 34.3bn\***  
by Danica Pension



### Sustainable financing

DKK 300bn in sustainable financing – and setting Paris Agreement aligned climate targets for our lending portfolio

**DKK 213bn\***  
+ 2030 emission targets disclosed for shipping, utilities and oil & gas

## Sustainable operations



### Governance & integrity

Over 95% of employees trained annually in risk and compliance

**96% trained**



### Employee well-being & diversity

More than 35% women in senior leadership positions and an employee engagement score of 77

**32% women**  
**74**  
engagement score



### Environmental footprint

Reducing our CO<sub>2</sub> emissions by 40% compared to 2019, towards 60% by 2030

**- 69%**  
for 2021 <sup>2)</sup>

## Impact initiatives



### Entrepreneurship

10,000 start-ups & scale-ups supported with growth and impact tools, services and expertise (since 2016)

**6,329**



### Financial confidence

2m people supported with financial literacy tools and expertise (since 2018)

**1.6 m**

1) This is a 2030 target to have at least DKK 150bn in investment funds that have sustainability objectives (article 9 funds).

2) Over-performance in 2021 related to COVID-19 and travel restrictions.

## Continued progress on sustainable finance agenda in Q1 – some highlights



### New attractive energy renovation loan

- Updated home loan for **energy improvements in DK** in response to rising energy prices
- Attractive annual variable interest rate – currently at **0.99%**
- **Customers can save establishment costs** if the loan is repaid over a maximum of 10 years



### Enhanced sustainable investment offerings

- Continued strengthening of offerings, translating into new sustainability-related customer mandates
- Award for “Best Sustainable Player” by the large Swedish fund selector Söderberg & Partners



### Exit of investments in Russia as a result of Ukraine invasion

- Exclusion of Russia and Russian state-owned enterprises from our investment portfolios and products
- Will be executed in accordance with fiduciary duty and be subject to client contracts and mandates etc.



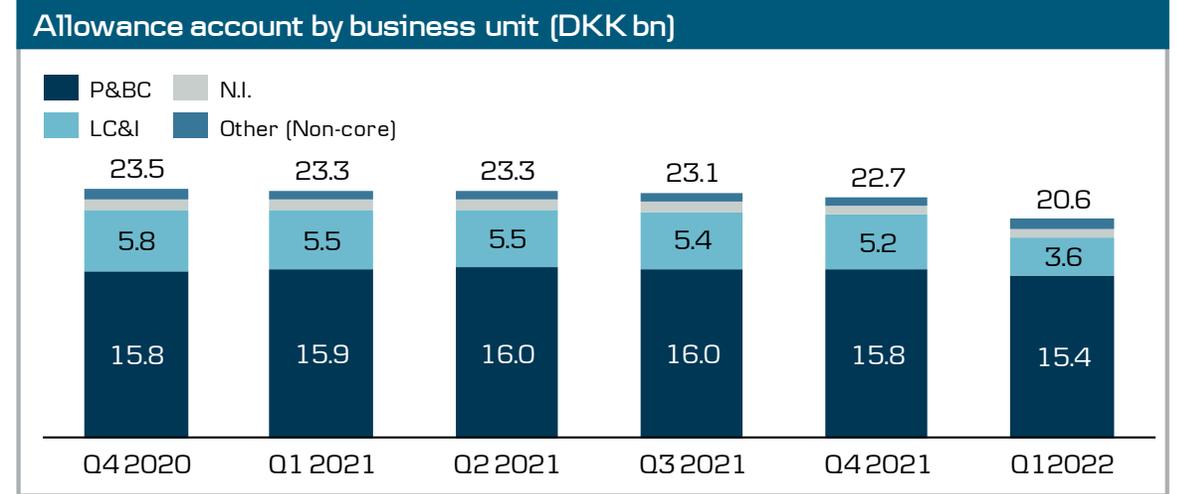
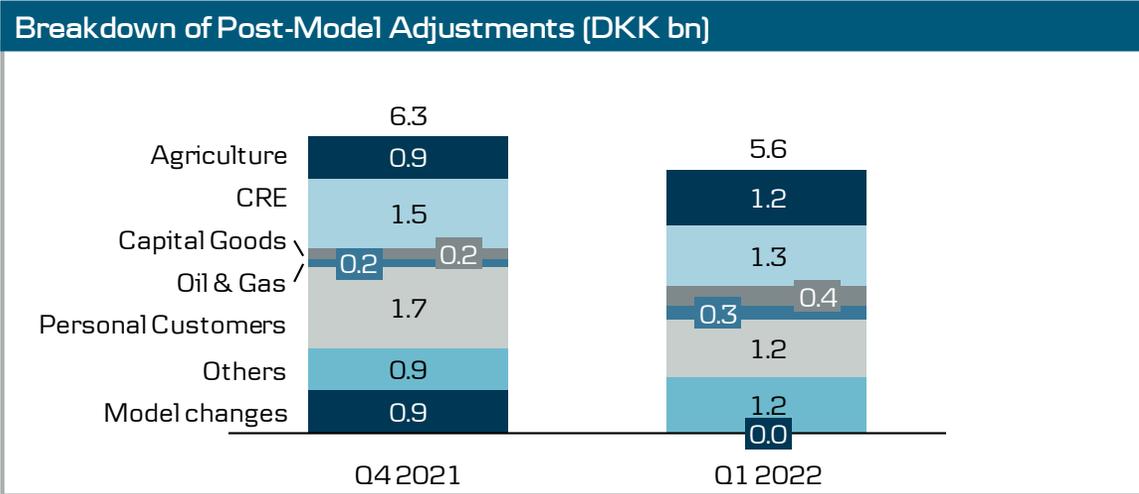
### Setting 2030 emissions reduction targets for three key sectors:

- **Shipping:** 20-30% relative to shipping volumes
- **Utilities:** 30% per kWh of power generation
- **Oil and gas – upstream:** 50% in lending exposure

# Danske Bank’s ambition to reach net zero by 2050 is supported by strong commitments, interim emissions targets and a carefully considered approach

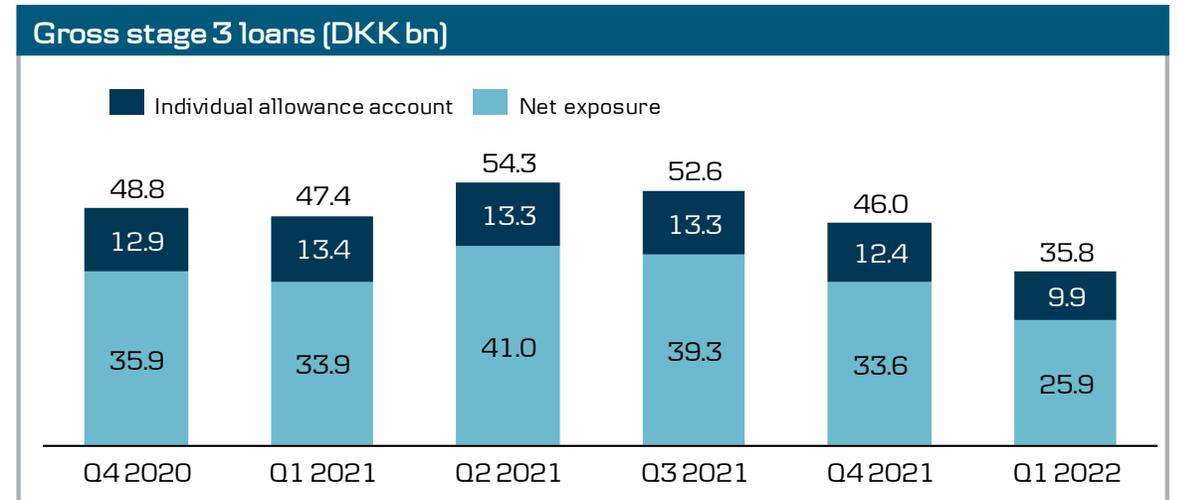
	Lending	Asset Management	Asset ownership
<b>Sustainable finance volume targets</b>	DKK 300 billion by 2023 in sustainable financing, including granted green loans and arranged sustainable bonds	DKK 150 billion by 2030 in investment funds with sustainable investment objectives	DKK 50 billion by 2023 invested in the green transition by Danica Pension – and DKK 100 billion by 2030
<b>Net-zero commitments</b>	Net-Zero Banking Alliance (NZBA) – joined in October 2021	Net Zero Asset Managers Initiative – joined in March 2021	Net-Zero Asset Owner Alliance – joined in June 2020 (Danica Pension)
<b>Carbon emission reduction targets</b>	<p>Reduce carbon emissions in our corporate lending portfolio in three key sectors by 2030 against a 2020 baseline:</p> <ul style="list-style-type: none"> <li>• <b>Shipping:</b> 20-30% relative to volumes</li> <li>• <b>Utilities:</b> 30% per kWh of power generation</li> <li>• <b>Oil &amp; gas</b> upstream: 50% in lending exposure</li> </ul>	<p>Reduce the carbon intensity of our investment products by <b>at least 50%</b> by 2030 against a 2020 baseline</p>	<p>Reduce carbon emissions in Danica Pension’s portfolio in five key sectors by 2025 against a 2019 baseline:</p> <ul style="list-style-type: none"> <li>• <b>Energy:</b> 15%</li> <li>• <b>Transport:</b> 20%</li> <li>• <b>Cement:</b> 20%</li> <li>• <b>Utilities:</b> 35%</li> <li>• <b>Steel:</b> 20%</li> </ul>
<b>Approach to net-zero path</b>	<ul style="list-style-type: none"> <li>• Provide financing for innovative and low-carbon solutions</li> <li>• Decarbonise our overall balance sheet by actively engaging with customers through provision of advice and financing to enable their decarbonisation journeys</li> <li>• Engage with investee companies to guide and influence from a decarbonisation perspective</li> <li>• Restrict financial flows to carbon intensive companies, e.g. by limiting credit risk exposures and investments</li> </ul>		

# Credit quality: Low level of actual credit deterioration



### Breakdown of stage 2 allowance account and exposure (DKK bn)

	Allowance account	Gross credit exposure	Allowance as % of gross exposure
Personal customers	1.5	1006.4	0.15%
Agriculture	1.3	66.9	1.93%
Commercial property	1.4	311.5	0.45%
Shipping, oil and gas	0.3	39.2	0.81%
Services	0.2	62.2	0.30%
Other	2.0	1202.2	0.17%
<b>Total</b>	<b>6.7</b>	<b>2688.6</b>	<b>0.25%</b>

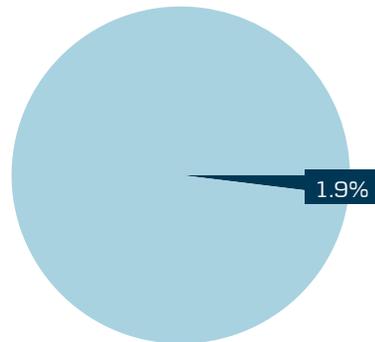


# Fossil fuels (oil & gas and coal) exposure: : Climate targets have been set for the loan book to support the transition

## Keypoints, Q1 22

- This page shows exposure to fossil fuels and includes customers involved in the production, refining, and distribution (including shipping) of oil & gas as well as utilities producing heat or power with coal.
- The exposure to oil & gas majors will decrease by 50% by 2030 against 2020 levels. Our customers in the distribution and refining segments are generally progressing well with the transition, for instance by refineries switching to biofuels in refining or by gas stations investing in infrastructure for charging of electric vehicles. Within oil-related exposures, the main risk lies with exposures to customers other than oil majors. Since the end of 2019, these net exposures have been actively brought down 55%.
- Power & heating utilities should reduce emissions per unit of electricity or heating by 30% by 2030 against 2020 levels. This entails an accelerated phase-out of coal.
- The exposure shown on this page is to utility customers with any coal-based production (DKK 32.7 bn.) and more than 5% of income from coal-fired power production (2.7 bn.). This shows that for most customers, the use of coal is limited to a few remaining production facilities, which will be phased out in the coming years.

### Group gross credit exposure (DKK 2,692 bn)

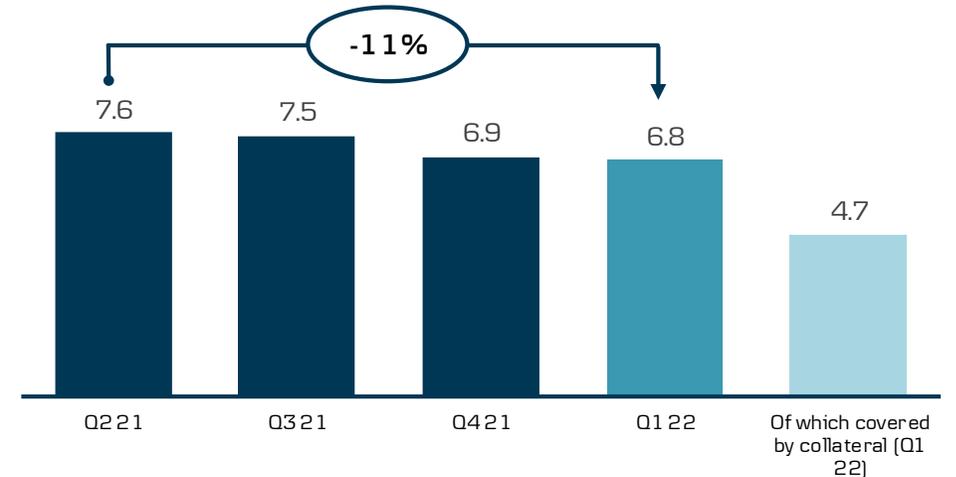


■ Fossil fuels exposure ■ Other

### Fossil Fuels Exposure (Coal and Oil)

Segment	Net exposure (DKK m)
Crude and Product Tankers	2,942
Distribution and refining	6,364
Oil & Gas - related exposure	10,382
Oil & Gas majors	3,564
Offshore and services	6,818
Power and heating utilities with any coal-based production	32,683
Of which customers with more than 5% income from coal	2,698
<b>Total fossil fuel exposure</b>	<b>52,373</b>

### Oil-related net credit exposure: Development (excl. majors)



# Credit exposure: Limited and well-impaired exposure to agriculture and oil

## Agriculture exposure

- African Swine Fever (ASF), which spread to Germany in Q3 2020, Covid-19, Chinese imports, and the RU/UA war is causing uncertainty for the industry. Therefore, post-model adjustments of DKK 1.2bn have been established.
- Agriculture is generally affected by increased production costs as well as increased prices on crops as a result of the war in Ukraine. The pork price remained at a historically low level but has started to rise and is expected to go towards a more normal level during the year. The milk price is expected to stay high for the rest of 2022, resulting in high earnings for the dairy segment despite increased input costs.
- Total accumulated impairments amounted to DKK 2.7bn by the end of Q1-22, against DKK 2.4bn in Q4-21.

## Oil-related exposure

- Total oil-related exposure\* decreased by DKK 1.3bn from the preceding quarter, driven mainly by the offshore segment. Danske Bank has actively reduced its net oil-related exposure (excluding oil majors) by 55% since Q4-19.
- Accumulated impairments at LC&I decreased DKK 1.0bn from the preceding quarter, driven mainly by write-offs.
- Most of the oil-related exposure is managed by specialist teams for customer relationship and credit management at LC&I.

## Agriculture by segment, Q1 22 (DKK m)

	Gross credit exposure	Portion from RD	Expected credit loss	Net credit exposure	Stage 3 coverage ratio
P&BC	55,048	33,783	2,355	52,693	88%
Growing of crops, cereals, etc.	22,733	17,343	632	22,101	86%
Dairy	9,166	5,961	821	8,345	89%
Pig breeding	9,919	7,686	559	9,360	85%
Mixed operations etc.	13,231	2,793	343	12,887	93%
LC&I	7,417	1,523	225	7,193	97%
Northern Ireland	4,469	-	82	4,388	100%
Others	3	-	0	3	-
<b>Total</b>	<b>66,938</b>	<b>35,306</b>	<b>2,661</b>	<b>64,277</b>	<b>93%</b>
	Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4		
	2%	11%	2,364		

## Oil-related exposure, Q1 22 (DKK m)

	Gross credit exposure	Expected credit loss	Net credit exposure
LC&I	10,986	765	10,221
Oil majors	3,571	14	3,557
Oil service	3,333	178	3,155
Offshore	4,082	573	3,509
P&BC	170	11	159
Oil majors	7	0	7
Oil service	161	11	150
Offshore	1	0	1
Others	2	0	2
<b>Total</b>	<b>11,158</b>	<b>776</b>	<b>10,382</b>
	Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4
	0.4%	9%	1,742

\* The credit exposure is reported as part of the shipping, oil and gas industry in our financial statements.

## Credit exposure: Limited exposure to transportation, hotels, restaurants and leisure

### Transportation exposure

- Total gross exposure\* increased by DKK 0.2bn from the Q4-21 level.
- Demand for cross-border passenger transport remained dramatically reduced. At DKK 0.4bn, our exposure to passenger air transport remained limited.
- Accumulated impairments amounted to DKK 260m in Q1-22, which is a slight decrease from Q4-21.

### Hotels, restaurants and leisure exposure

- Total gross exposure decreased slightly, and was down by DKK 0.3bn from the preceding quarter.
- Accumulated impairments down slightly from DKK 647m in Q4-21 to DKK 604m in Q1-22.

### Transportation by segment, Q1 22 (DKK m)

	Gross credit exposure	Expected credit loss	Net credit exposure
Freight transport	8,433	89	8,345
Passenger transport	7,518	168	7,350
- of which air transport	443	8	436
Postal services	987	4	983
<b>Total</b>	<b>16,938</b>	<b>260</b>	<b>16,678</b>

Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4
1%	2%	280

### Hotels, restaurants and leisure by segment, Q1 22 (DKK m)

	Gross credit exposure	Expected credit loss	Net credit exposure
Hotels	6,805	304	6,500
Restaurants	4,710	103	4,607
Leisure	4,000	197	3,802
<b>Total</b>	<b>15,514</b>	<b>604</b>	<b>14,909</b>

Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4
1%	3%	647

\* The numbers do not include exposure to businesses that are hit by a second wave impact, e.g. airports and service companies.

## Credit exposure: Limited exposure to retailing and stable credit quality in commercial real estate

### Retailing

- Total gross exposure increased DKK 1.8bn to DKK 34.3bn, while the share of Group net exposure slightly increased to 1.3%.
- Accumulated impairments decreased by DKK 0.4bn from the preceding quarter and were driven mainly by write-offs.

### Commercial real estate

- Gross exposure decreased DKK 4.8bn from the preceding quarter, driven mainly by a decrease in the residential segment.
- Overall, credit quality remained stable.
- Accumulated impairments decreased by DKK 0.3bn from the preceding quarter, and corresponded to 1% of gross exposure to the industry.
- Commercial property portfolio is managed by a specialist team.
- Exposure is managed through the Group's credit risk appetite and includes a selective approach to sub-segments and markets.

### Retailing by segment, Q1 22 (DKK m)

	Gross credit exposure	Expected credit loss	Net credit exposure
Consumer discretionary	17,778	691	17,086
Consumer staples	16,552	84	16,468
<b>Total</b>	<b>34,330</b>	<b>776</b>	<b>33,553</b>

	Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4
	1%	5%	1,130

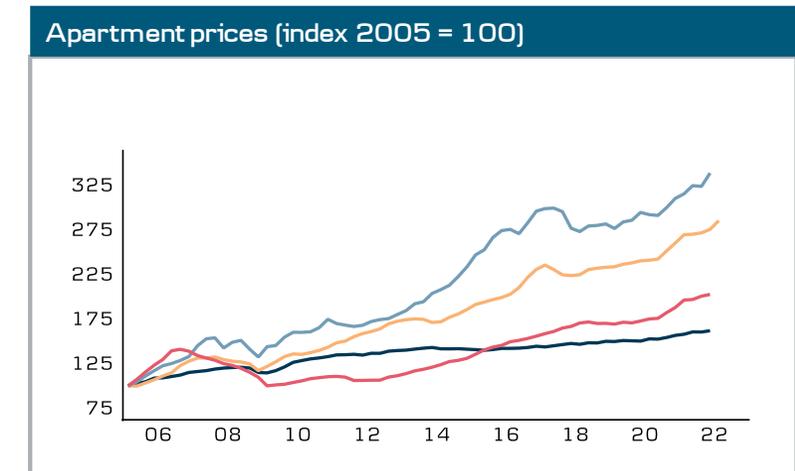
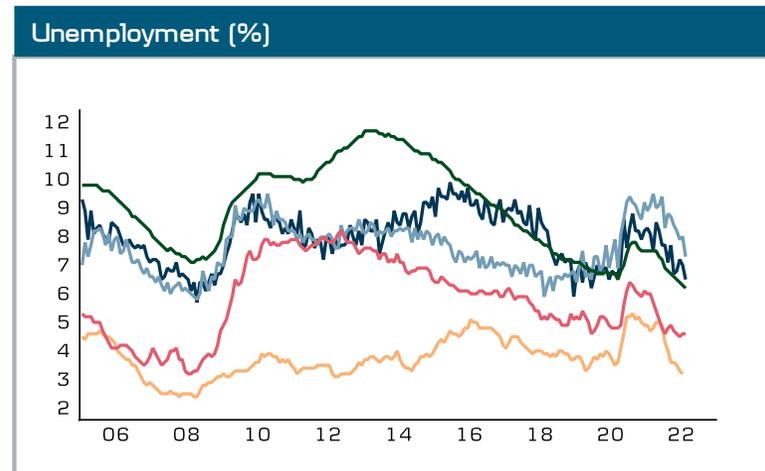
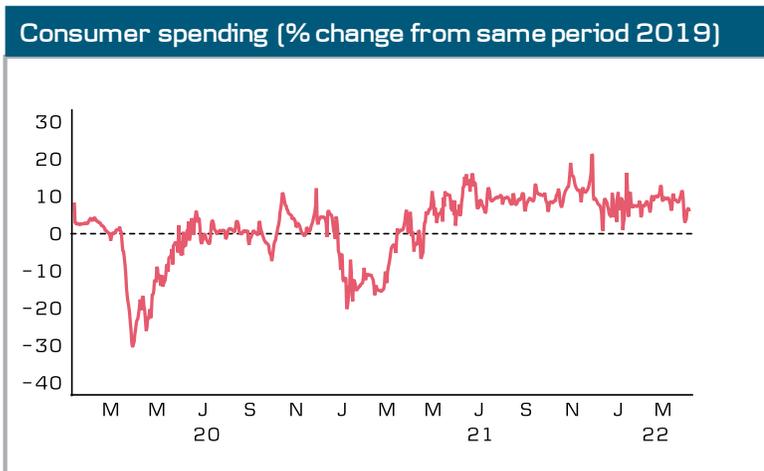
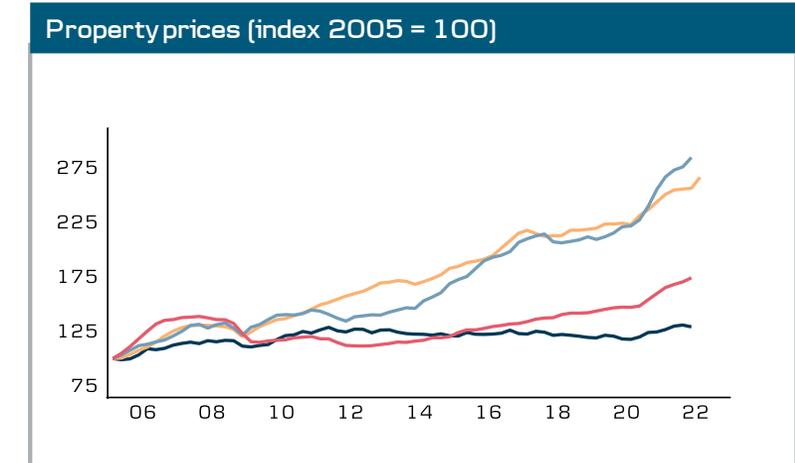
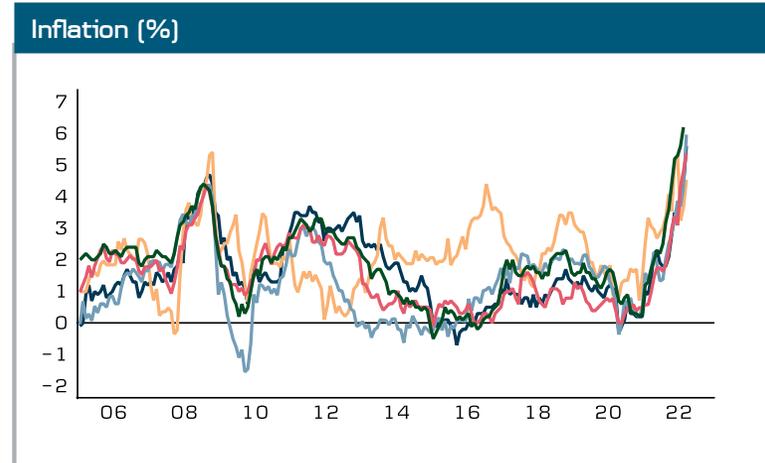
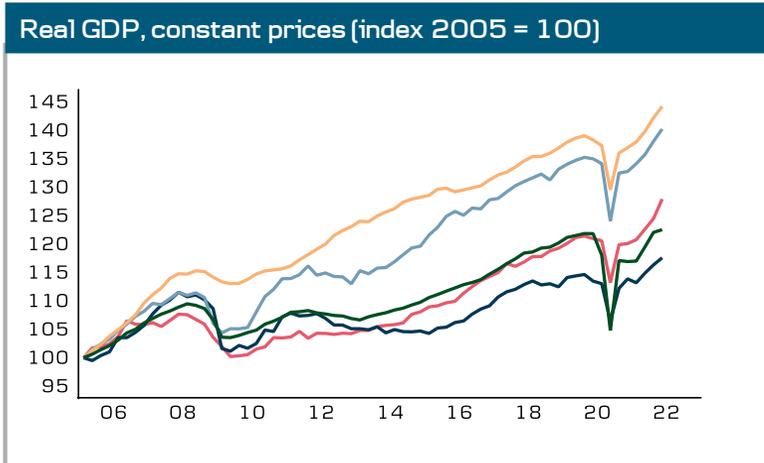
### Commercial real estate by segment, Q1 22 (DKK m)

	Gross credit exposure	Expected credit loss	Net credit exposure
Non-residential	167,651	1,962	165,689
Residential	130,627	844	129,782
Property developers	11,152	82	11,070
Buying/selling own property, e'	2,092	-	2,092
<b>Total</b>	<b>311,522</b>	<b>2,889</b>	<b>308,632</b>

	Share of Group net exposure 2022Q1	Share of Group net Stage 3 exposure 2022Q1	Expected credit loss 2021Q4
	12%	13%	3,203

# Nordic macroeconomic data

— EU-27 — Denmark — Sweden — Norway — Finland



# Realkredit Danmark portfolio overview: Improving trend for higher margin products, however, still with prudent LTV ratios

## Highlights

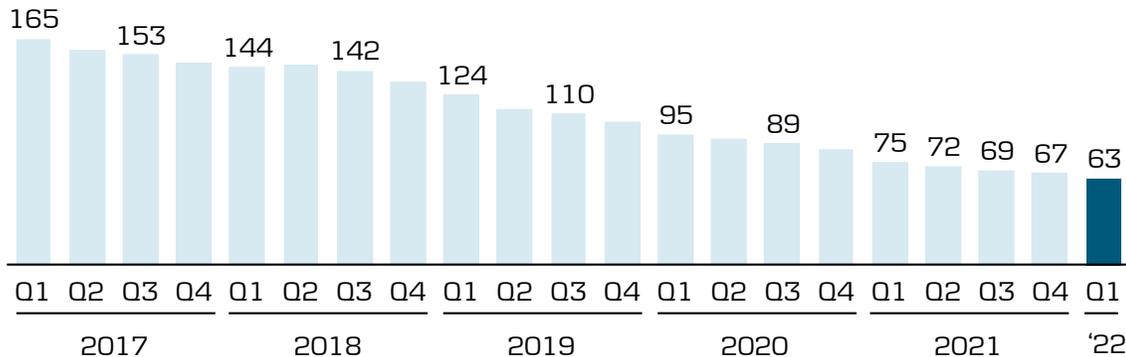
### Portfolio facts, Realkredit Danmark, Q4 21

- Approx. 323,764 loans (residential and commercial)
- Average LTV ratio of 51%
- We comply with all five requirements of the supervisory diamond for Danish mortgage credit institutions
- 772 loans in 3- and 6-month arrears (+6% since Q4-21)
- 3 repossessed properties (down 4 from Q4-21)
- DKK 7 bn in loans with an LTV ratio >100%, including DKK 5 bn covered by a public guarantee

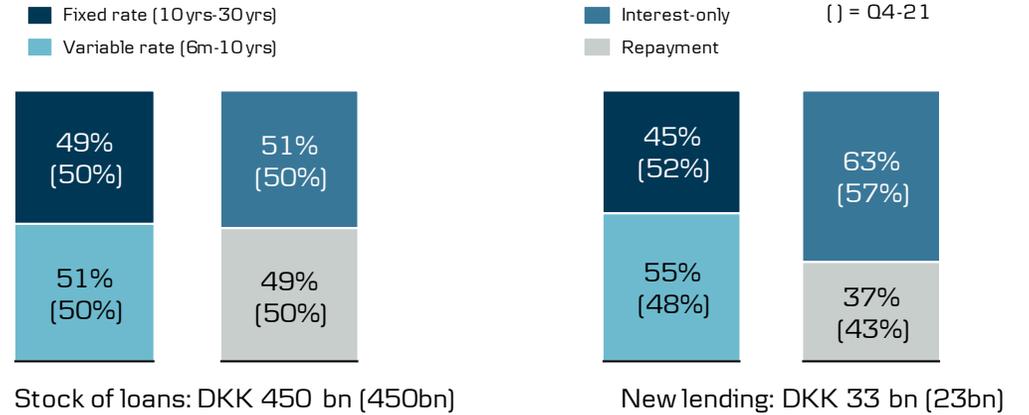
### LTV ratio limit at origination (legal requirement)

- Residential: 80%
- Commercial: 60%

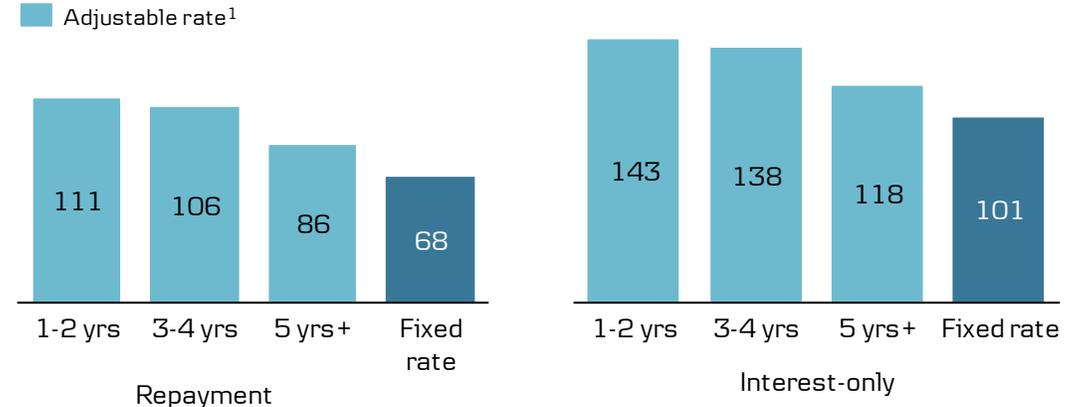
## Total RD loan portfolio of FlexLån® F1-F4 (DKK bn)



## Retail loans, Realkredit Danmark, Q1 22 (%)

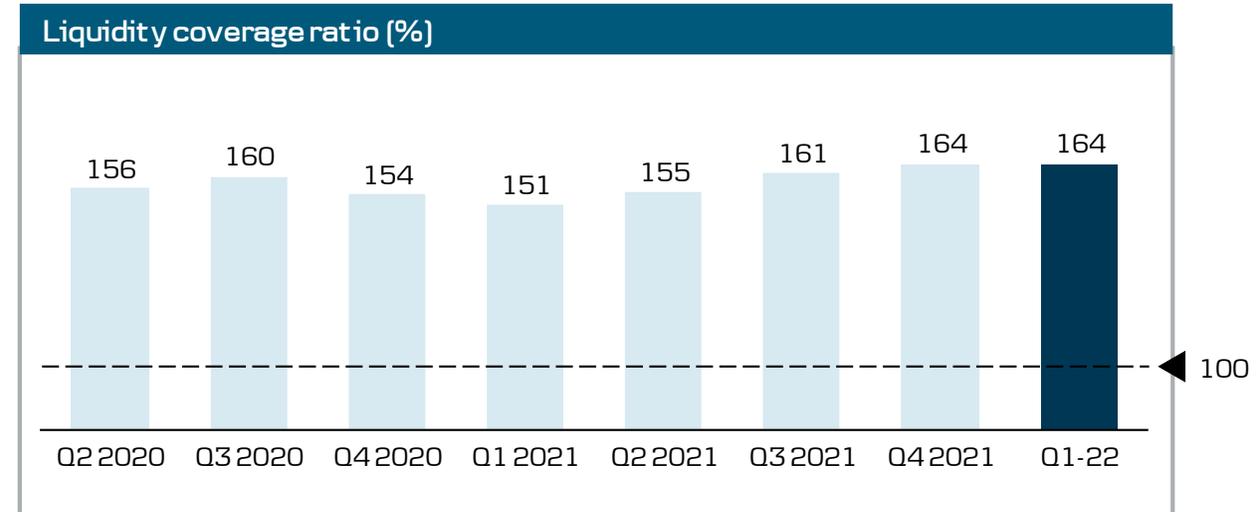
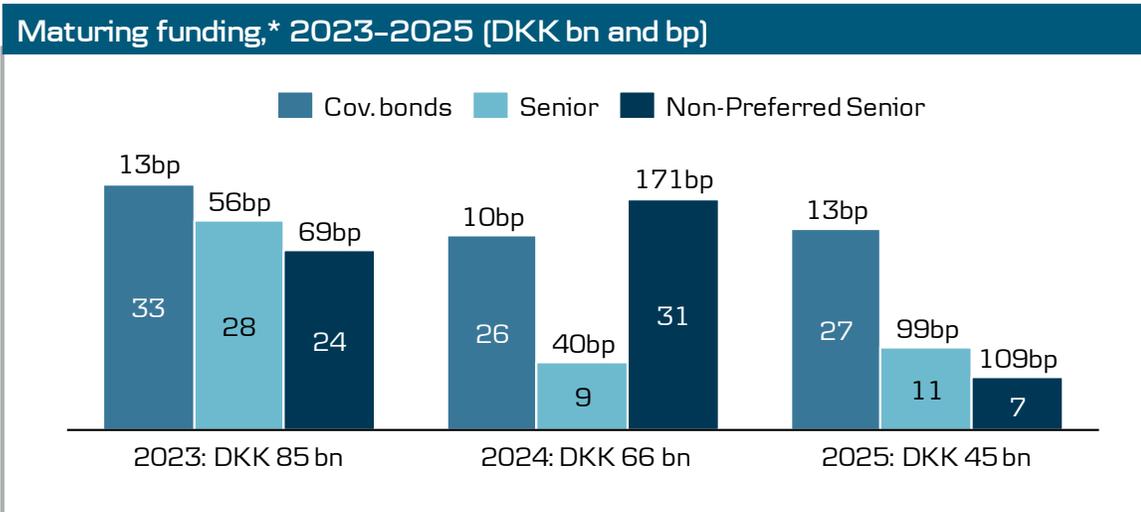
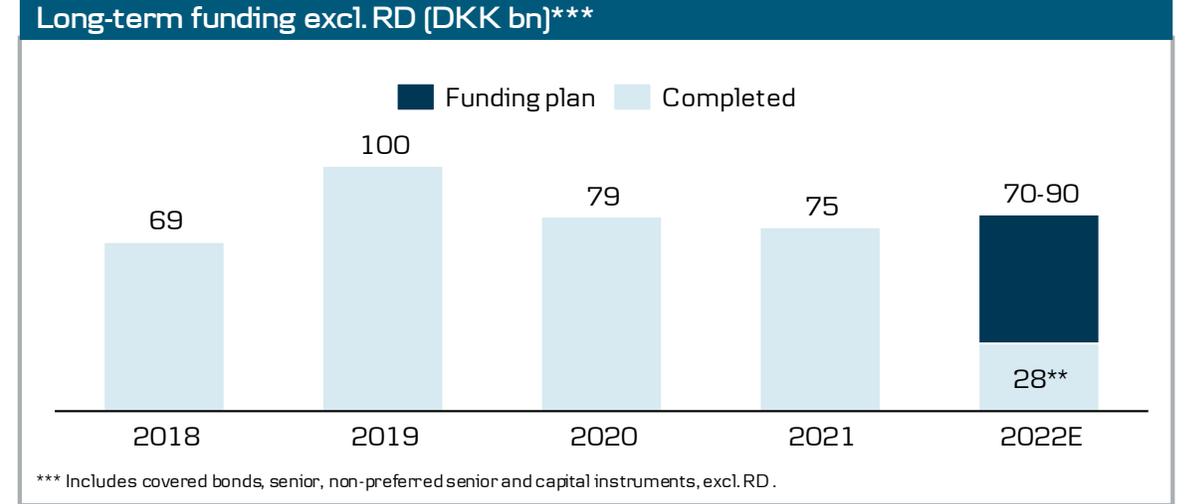
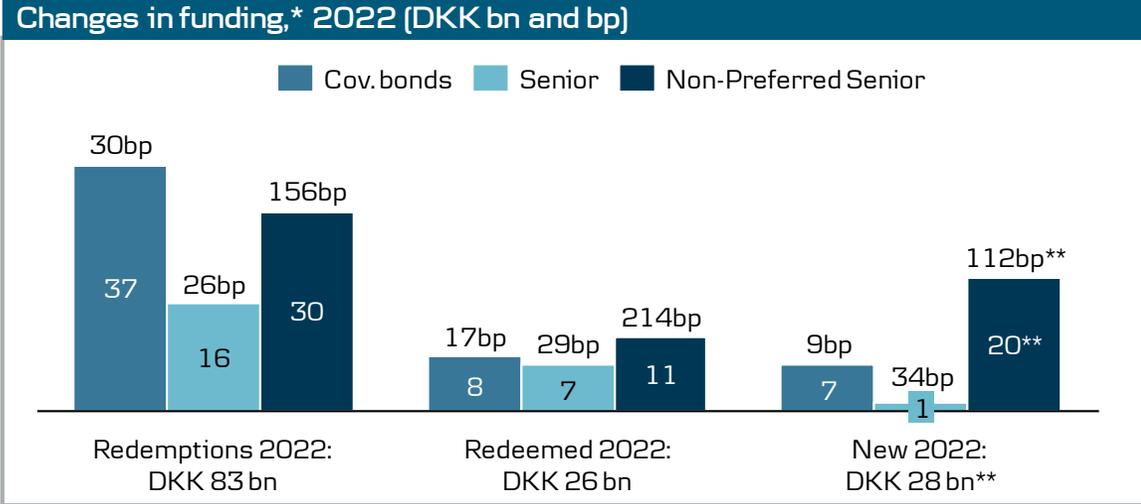


## Retail mortgage margins, LTV of 80%, owner-occupied (bp)



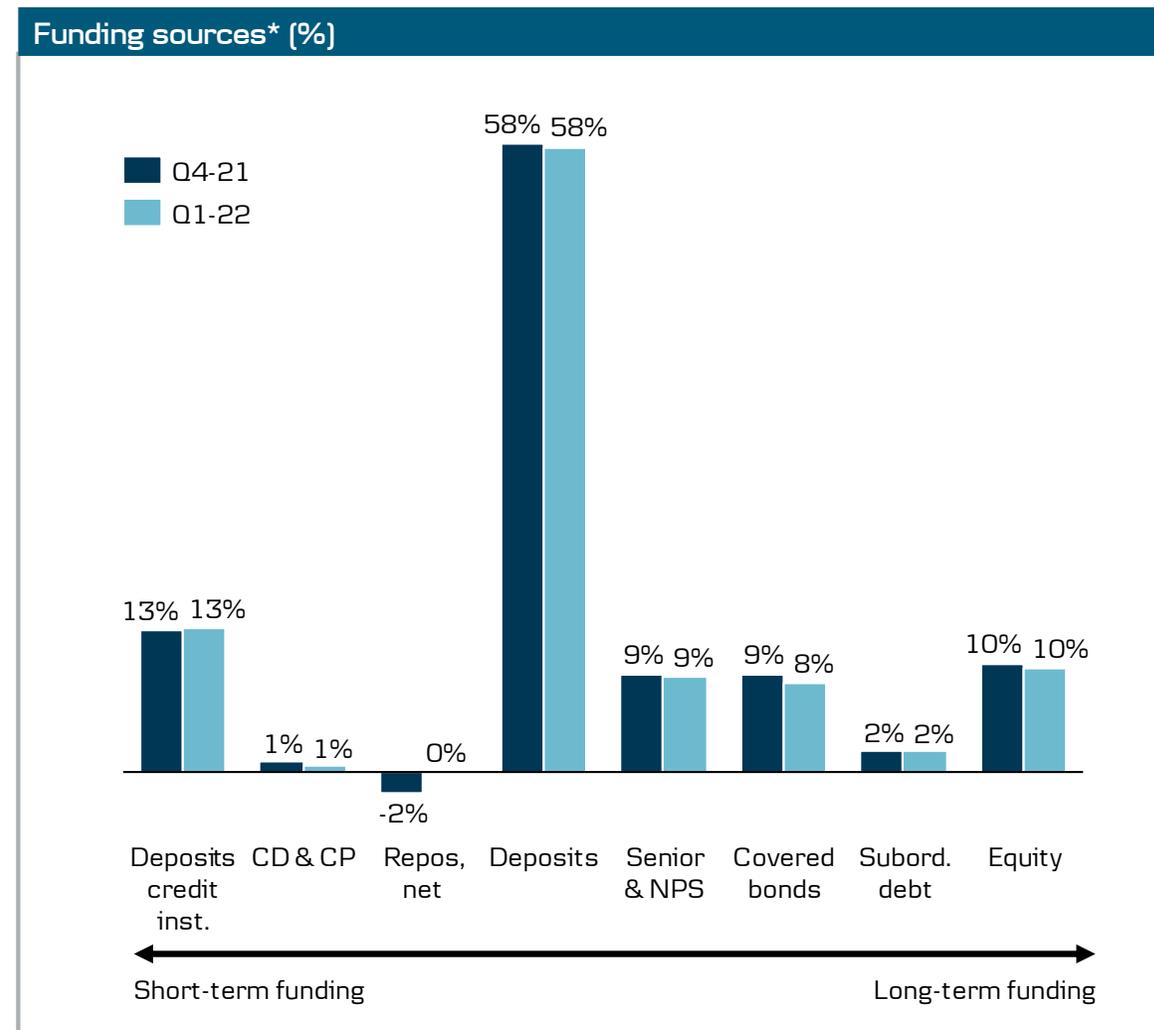
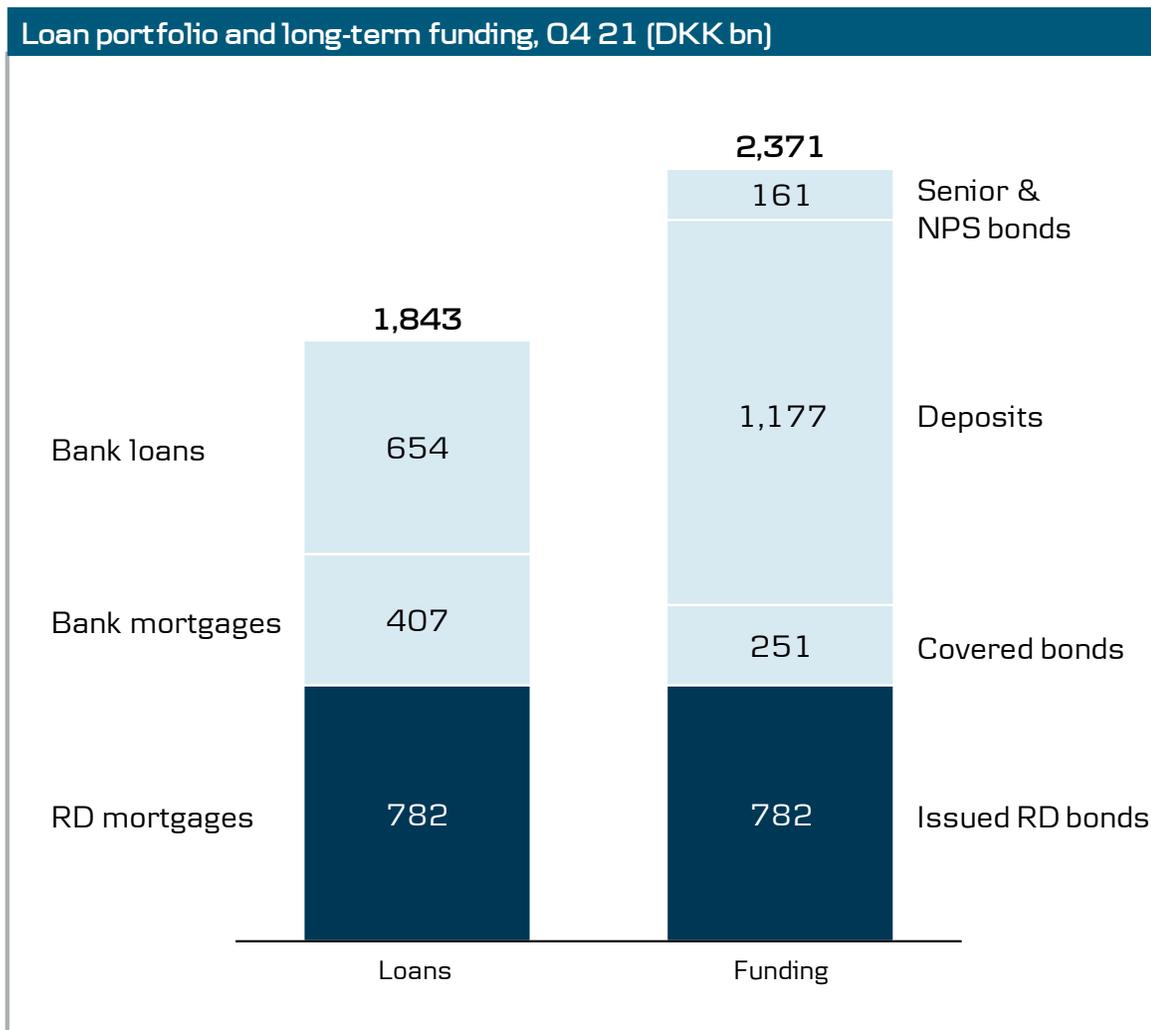
<sup>1</sup> In addition, we charge 30 bp of the bond price for refinancing of 1- and 2-year floaters and 20 bp for floaters of 3 or more years (booked as net fee income).

# Funding and liquidity: LCR compliant at 164%



\* Spread over 3M EURIBOR. \*\*Includes NPS issuance of DKK 13bn settled 1 April

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



\* Figures are rounded

# Danske Bank's credit ratings

**Long-term instrument ratings**

	Fitch	Moody's	Scope	S&P
Investment grade	AAA	Aaa	AAA	AAA
	AA+	Aa1	AA+	AA+
	AA	Aa2	AA	AA
	AA-	Aa3	AA-	AA-
	A+	A1	A+	A+
	A	A2	A	A
	A-	A3	A-	A-
	BBB+	Baa1	BBB+	BBB+
	BBB	Baa2	BBB	BBB
	BBB-	Baa3	BBB-	BBB-
Speculative grade	BB+	Ba1	BB+	BB+

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

**Credit ratings were unchanged in Q1 2022**

Credit ratings remain unchanged in Q1 2022, and include the first round of fallout from the Russia/Ukraine war.

S&P's Negative outlook on Danske Bank reflects S&P's concern about the fallout from the Estonia case.

Fitch and Moody's have Stable outlooks on Danske Bank, which incorporate the economic uncertainty relating to the fallout from the corona crisis and the financial uncertainty relating to the Estonia case.

# Danske Bank's ESG ratings

We have chosen to focus on five providers based on their importance to our investors

	Q1 2022		End 2021	End 2020	End 2019	End 2018	Range
CDP <sup>1</sup>	B	200 companies, out of the 13,126 analysed, made the climate change A List in 2021	B	B	C	C	A to F (A highest rating)
ISS ESG	C Prime (C+ Prime from 13 Jan to 12 Feb)	Decile rank: 1 (301 banks rated) C+ is the highest rating assigned	C Prime	C+ Prime	C Prime	C Prime	A+ to D- (A+ highest rating) Decile rank of 1 indicates a higher ESG performance, while decile rank of 10 indicates a lower ESG performance
MSCI	BBB	MSCI rates 189 banks: AAA 3% AA 31% A 26% BBB 22% BB 12% B 7% CCC 0%	BBB	BB	B	B	AAA to CCC (AAA highest rating)
Sustainalytics	Medium Risk (23.5)	Rank in Diversified Banks 97/415 Rank in Banks 300/1004	Medium Risk (23.4)	High Risk (30.2)	Medium Risk (29.4)	N/A	Negligible to Severe risk (1 = lowest risk)
Moody's ESG Solutions (previously Vigeo Eiris)	61	Rank in Sector 10/31 Rank in Region 155/1613 Rank in Universe 175/4889	61	64	59	55	100 to 0 (100 highest rating)

<sup>1</sup> CDP: Carbon Disclosure Project – primary focus is on climate change / management, also linked to TCF

## Q1 2022: ISS ESG upgrades and then downgrades Danske Bank

On the 13 January 2022, ISS ESG raised its rating to 'C+ Prime' from 'C Prime' after reassessing its 'Corporate Governance and Business Ethics' factor, and again lowered its rating to 'C Prime' on the 12 February 2022 after introducing a new rating factor; 'Financial Audit and Accounting Risk'. ISS ESG assigned Danske Bank a 'D-' rating to the new rating factor.

# Tax

## Actual and adjusted tax rates (DKK m)

	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
Profit before tax	3.707	4.500	4.270	3.747	4.054
Permanent non-taxable difference	435	994	22	108	164
<b>Adjusted pre-tax profit, Group</b>	<b>4.142</b>	<b>5.494</b>	<b>4.293</b>	<b>3.855</b>	<b>4.217</b>
Tax according to P&L	862	846	936	955	914
Taxes from previous years	57	367	10	120	-32
<b>Adjusted tax</b>	<b>919</b>	<b>1.213</b>	<b>924</b>	<b>729</b>	<b>661</b>
Adjusted tax rate	22,2%	22,1%	21,5%	22,2%	21,9%
Actual-/Effective tax rate	23,2%	18,8%	21,9%	25,5%	22,6%
Actual-/Effective tax rate exclusive one- offs & prior year reg.	24,8%	27,0%	21,6%	22,9%	22,8%

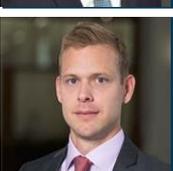
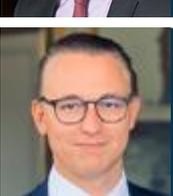
## Tax drivers, Q1 22

- The actual tax rate of 24.8% (excluding prior-year's adjustments) is higher than the Danish rate of 22% - due primarily to the tax effect from tax exempt income/expenses
- Adjusted tax rate of 22.2% is slightly higher than the Danish rate of 22% due primarily to differences in statutory tax rates in the various countries in which we operate
- The permanent non-taxable difference derives from tax-exempt income/expenses, such as value adjustments on shares

## Material extraordinary items in 2022

	One-off items	Effect (DKK m)	P&L line affected
Q1	Gain from sale of international private banking activities in Luxembourg	421	Other income (pre-tax)

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