

# *Financial results – first quarter 2022*

Presentation for Q1-22 conference call



**Carsten Egeriis**  
Chief Executive Officer



**Stephan Engels**  
Chief Financial Officer

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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

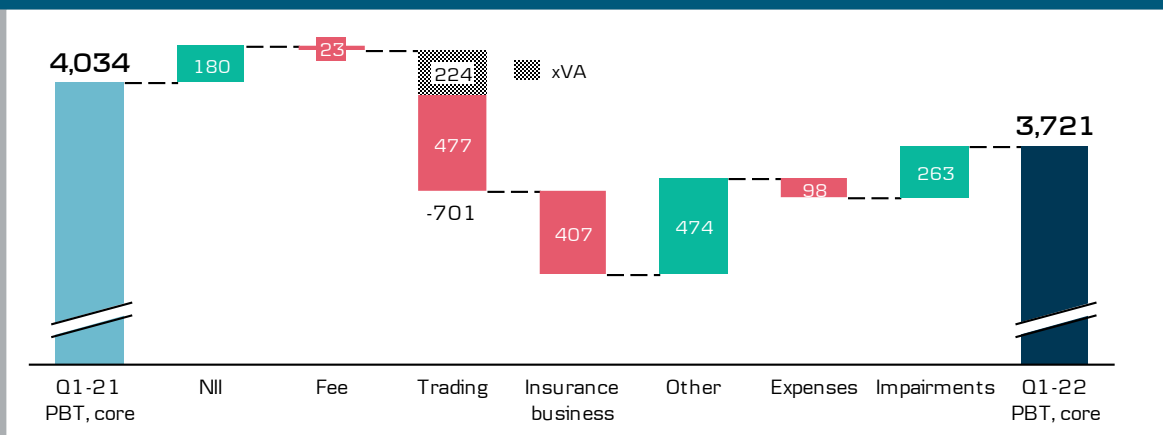
Q1 benefited from resilient fee income from diversified business mix. Income from trading and insurance impacted by difficult financial markets conditions and value adjustments

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

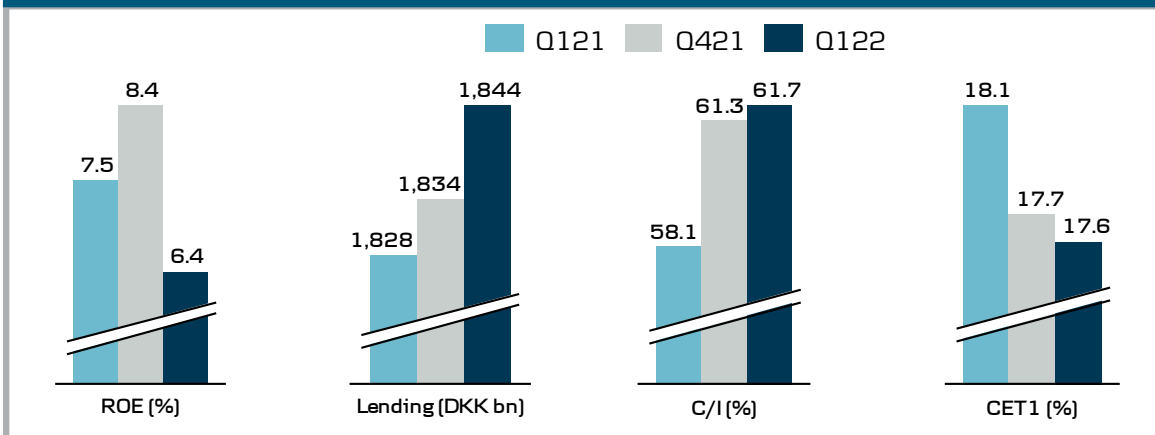
Continually strong credit quality and limited impact from adjusted macro model; prudent PMAs remain in place

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

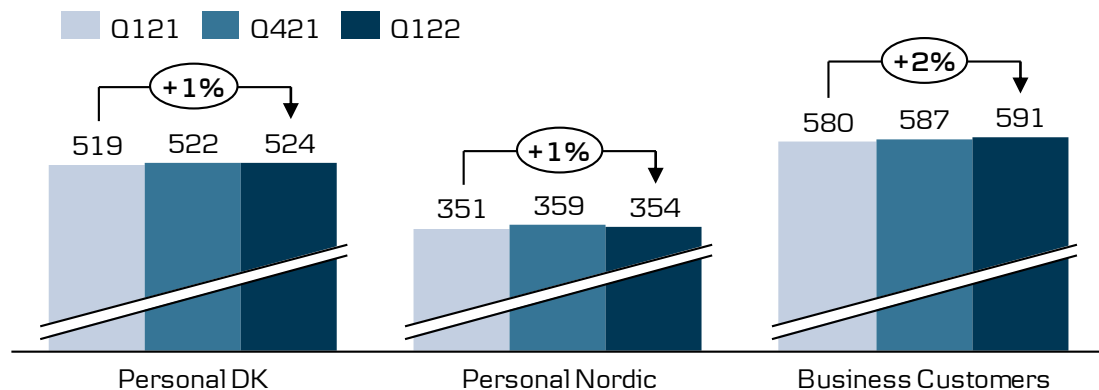
PCDK: Improved customer flow and launch of new campaign in DK aimed at prioritised segments. Home financing activity, incl. Remortgaging, supports volume trend.

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

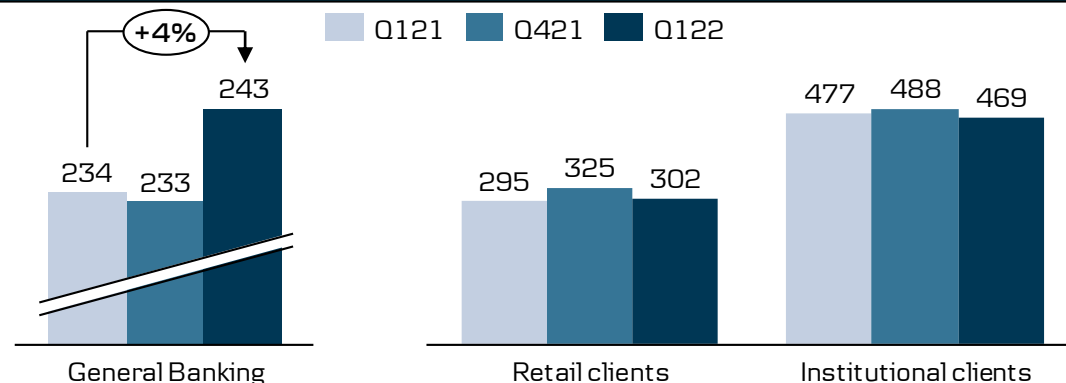
Strong customer activity as corporate everyday banking (FX and Cash management) led to good traction on activity-based fees, countering capital markets-related slowdown due to current uncertainty

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.

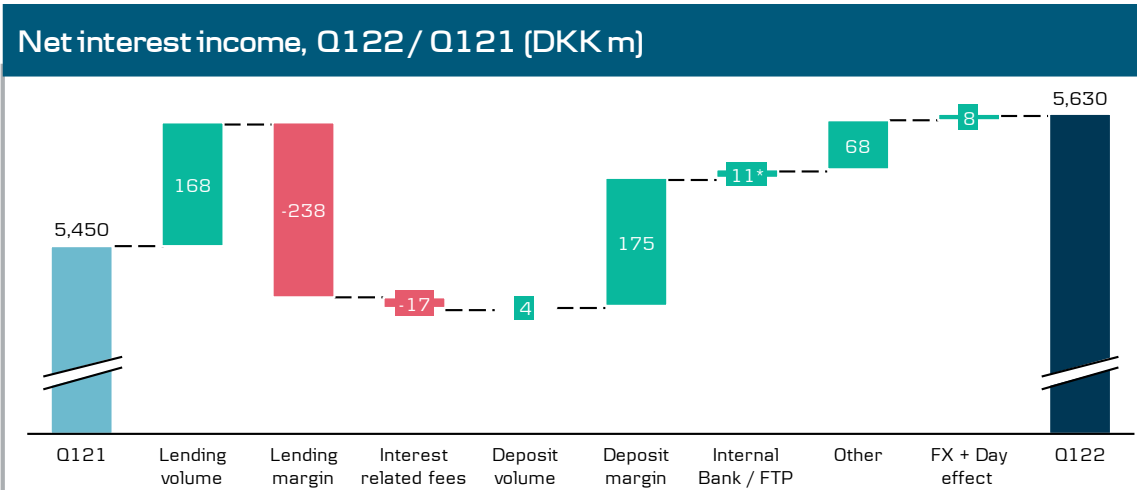
\* Incl. return on investments

\*\* 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

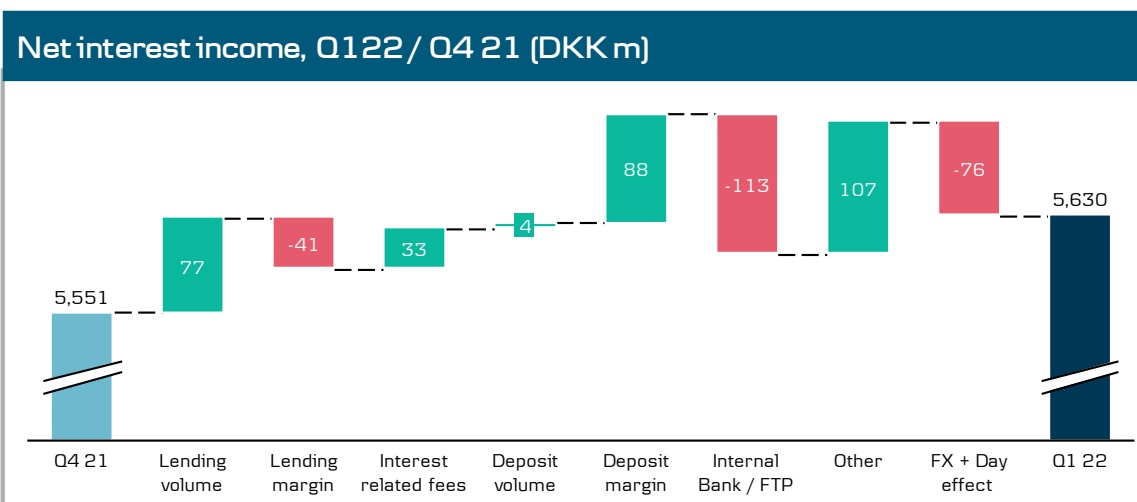
| Income statement and key figures (DKK m)     |               |               |           |               |           | Keypoints, Q122 vs Q121   |
|--|---------------|---------------|-----------|---------------|-----------|---|
|  | Q122          | Q121          | Index     | Q4 21         | Index     | <ul style="list-style-type: none"> <li>Net interest income benefiting from deposit repricing initiatives implemented during 2021 and contribution from continually improving trend in lending volumes</li> <li>Fee income stable, despite landmark ECM deal in Q121, as income from core banking activities counters challenging conditions for financial market driven fees</li> <li>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</li> <li>Costs impacted by the introduction of SE bank tax and remediation costs.</li> <li>Strong credit quality continued to support low level of impairments while macro models and PMAs remain in place to mitigate tail risk</li> </ul> |
| 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>Keypoints, Q122 vs Q421</b> <ul style="list-style-type: none"> <li>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</li> <li>Fee income lower driven mainly by seasonality effects (higher performance fees in Q4)</li> <li>LC&amp;I trading income stable while Group was affected by xVA adjustment and N.I. interest rate hedge. Q4 benefitted from Aiaa sale</li> <li>Expenses improved from seasonally high Q4 level. Underlying staff costs down ~5% Q/Q mitigated higher remediation costs</li> <li>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</li> </ul>                           |
| <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> |   |

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

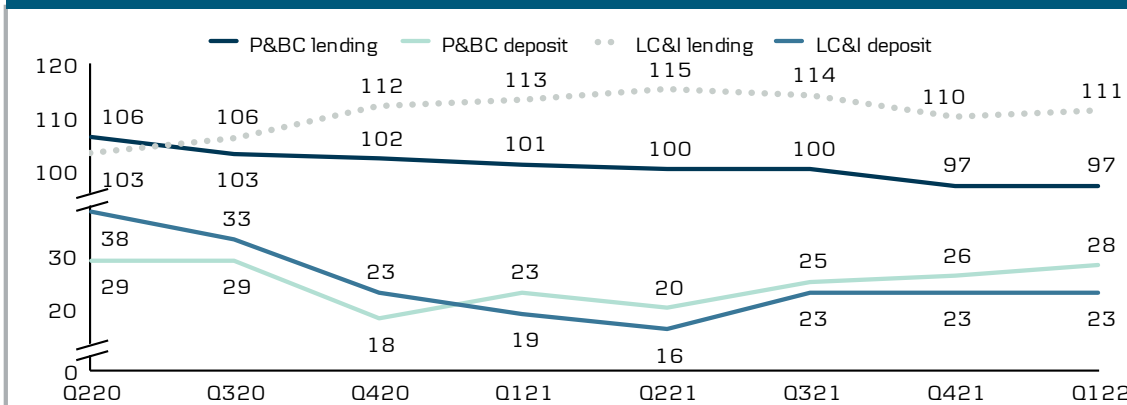


## Highlights

- 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)



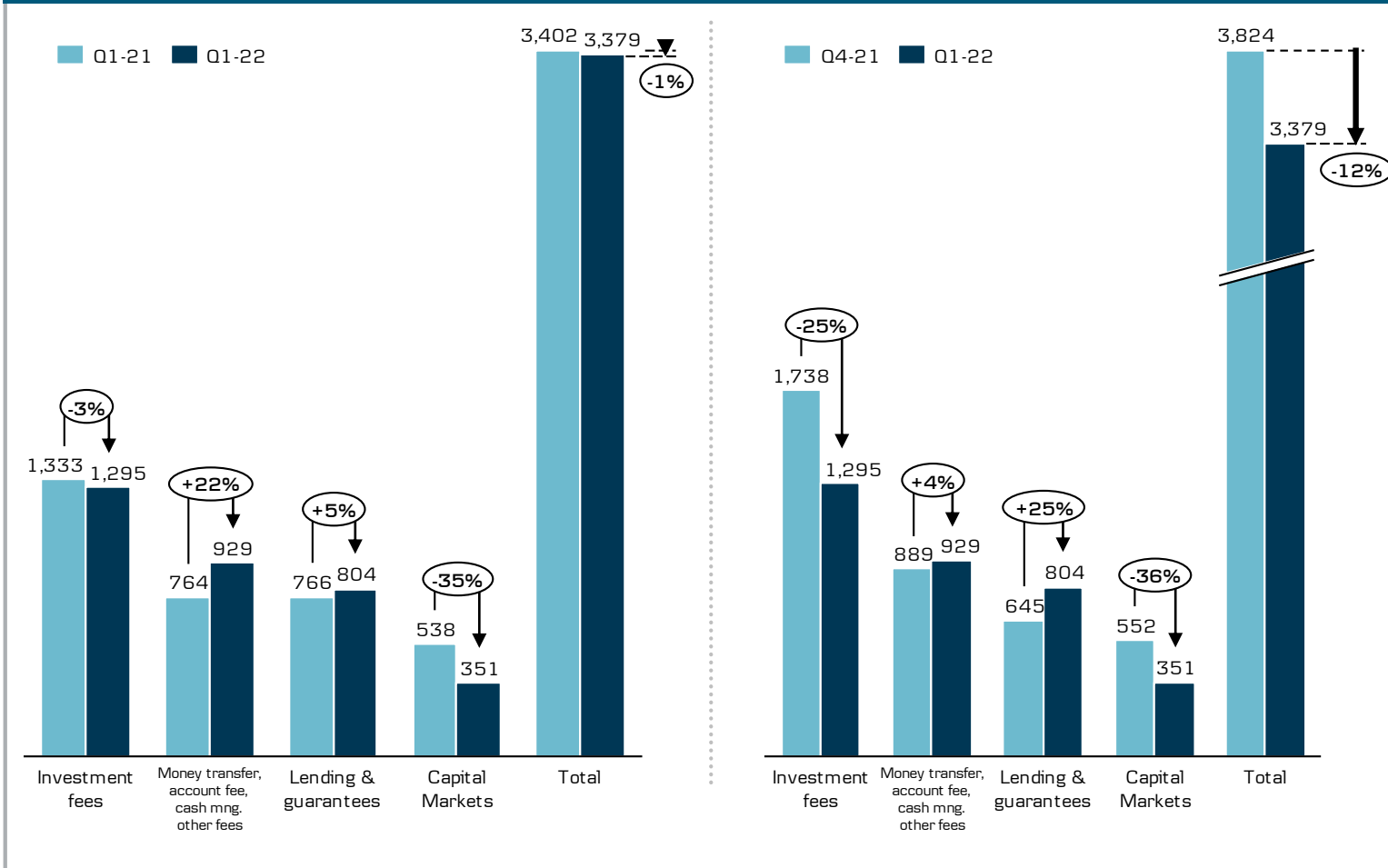
## Margin development (bp)





# 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

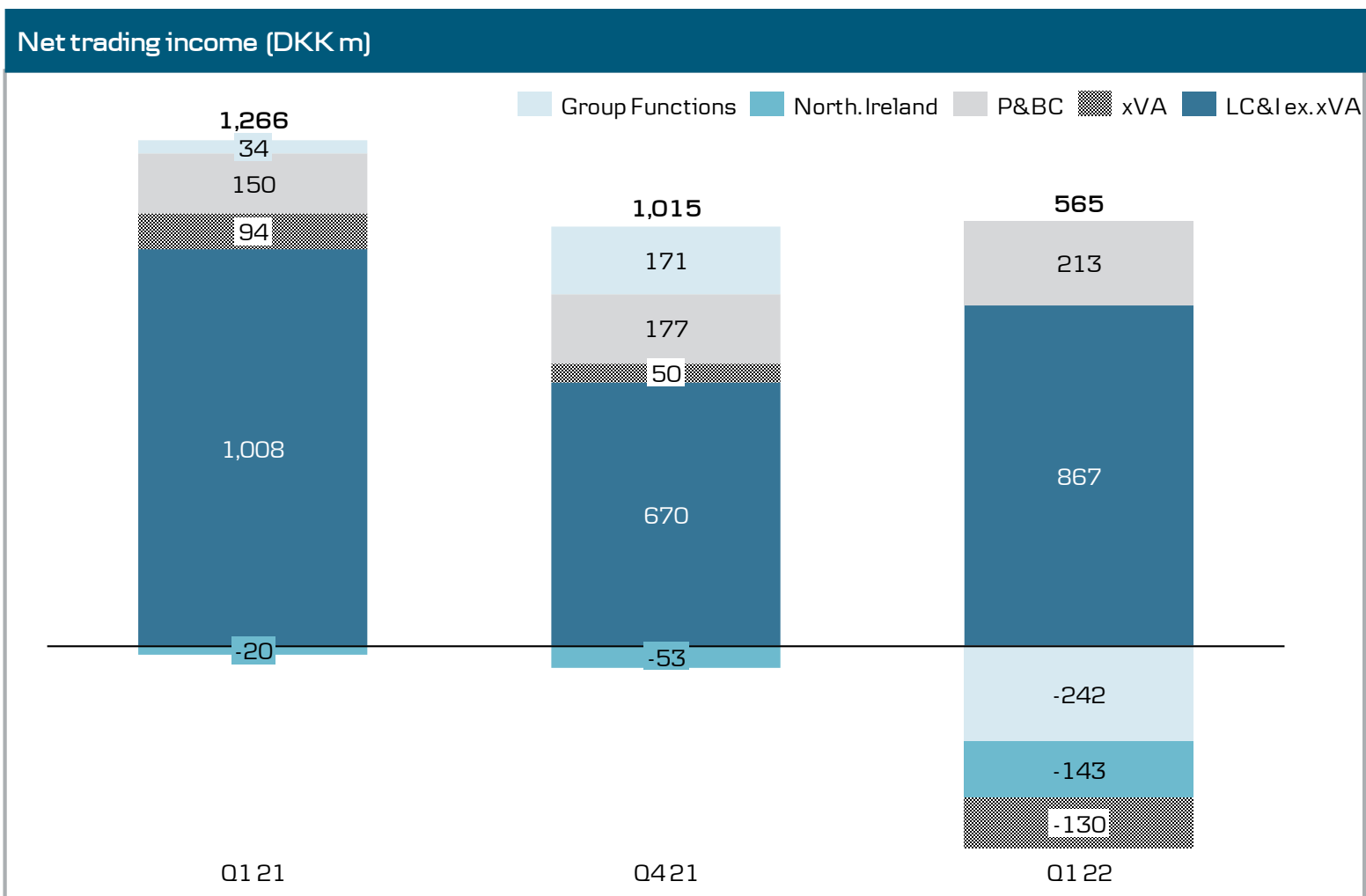
### Y/Y

- 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

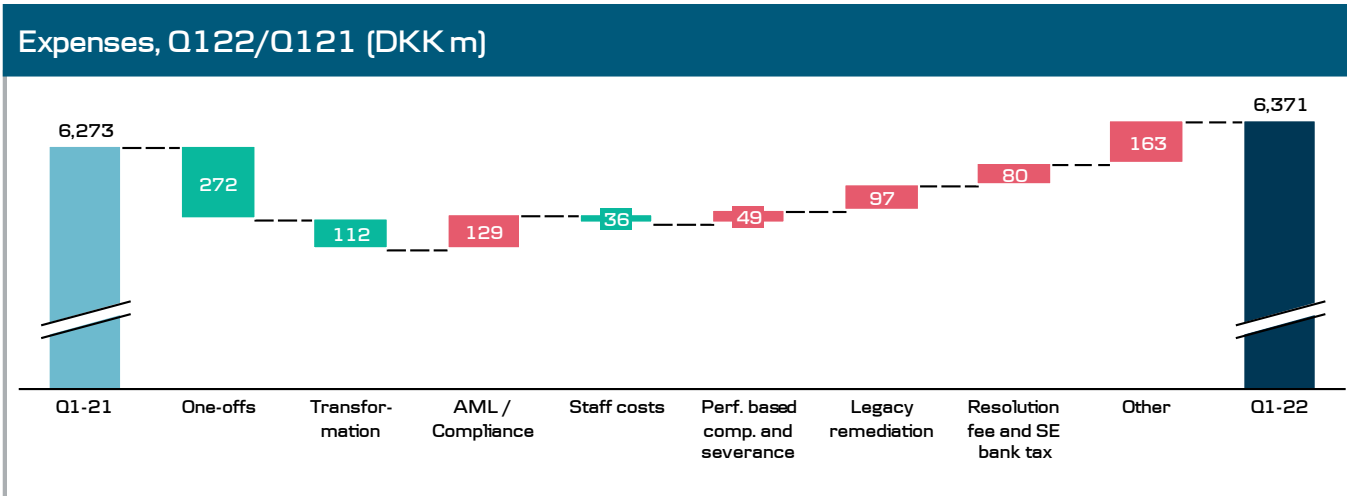
# Trading income held up well because of good customer activity despite challenging financial markets and value adjustments



## Highlights

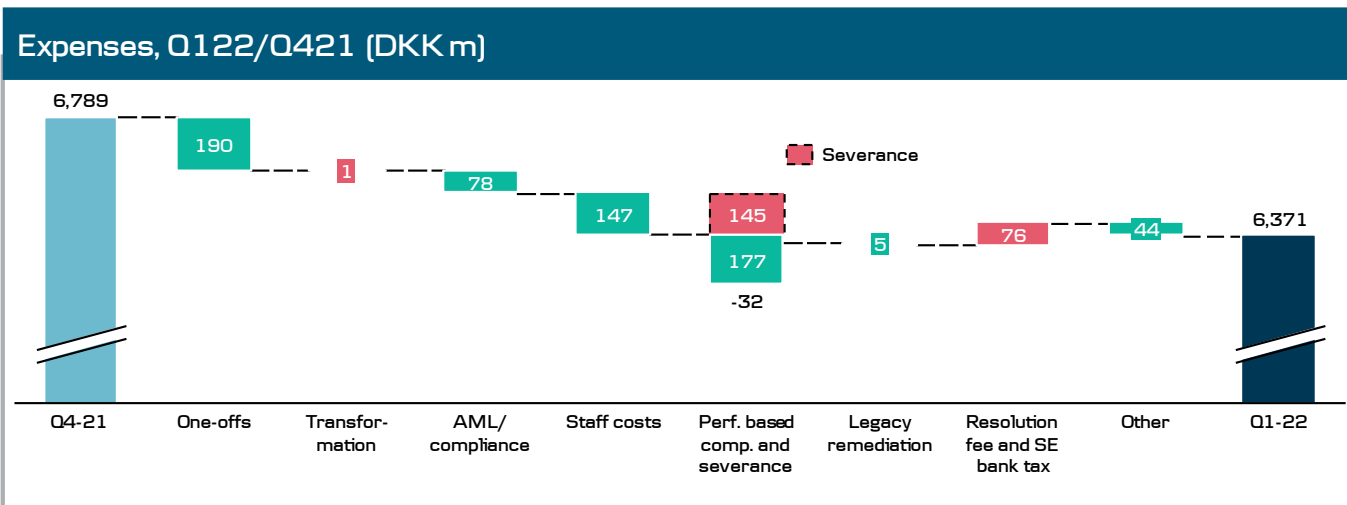
- Solid customer-driven trading income despite volatile financial markets and challenging conditions in rates and credit markets
- Negative value adjustments of bond portfolios in Group Treasury and adverse mark-to-market movements on the interest rate hedge in Northern Ireland
- Negative value adjustments 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 AiiA 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.*

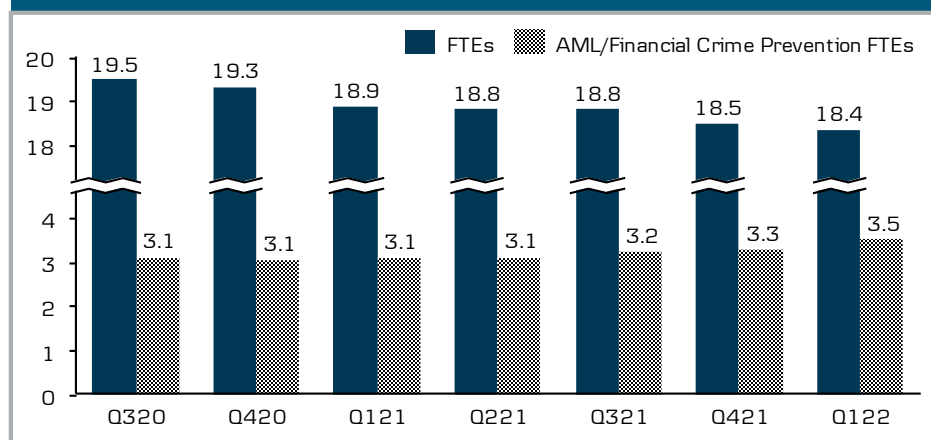


### Highlights

- 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%



### FTEs (#,thousand)

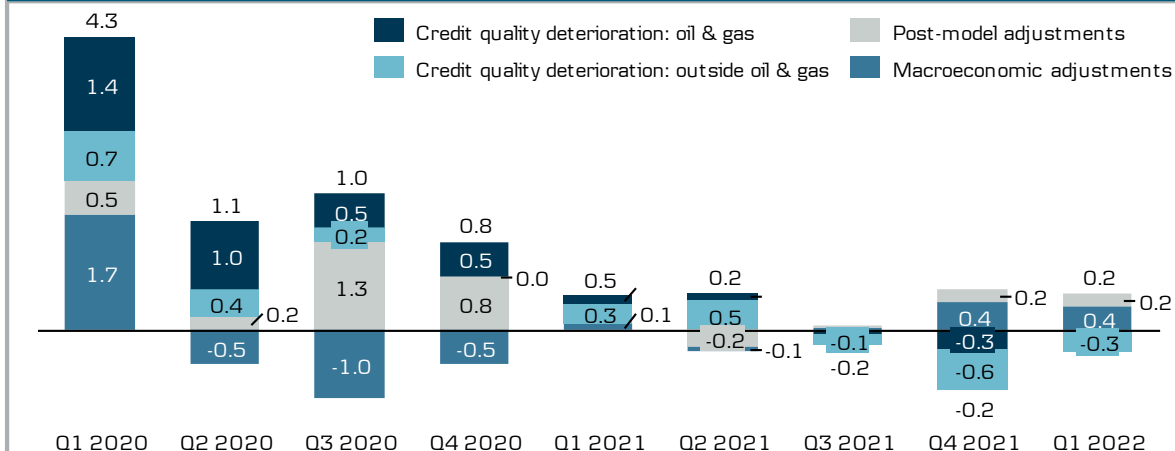


# Impairments: Strong credit quality supported very modest impairment charges despite additional PMAs to account for current uncertainty and potential lagging effects

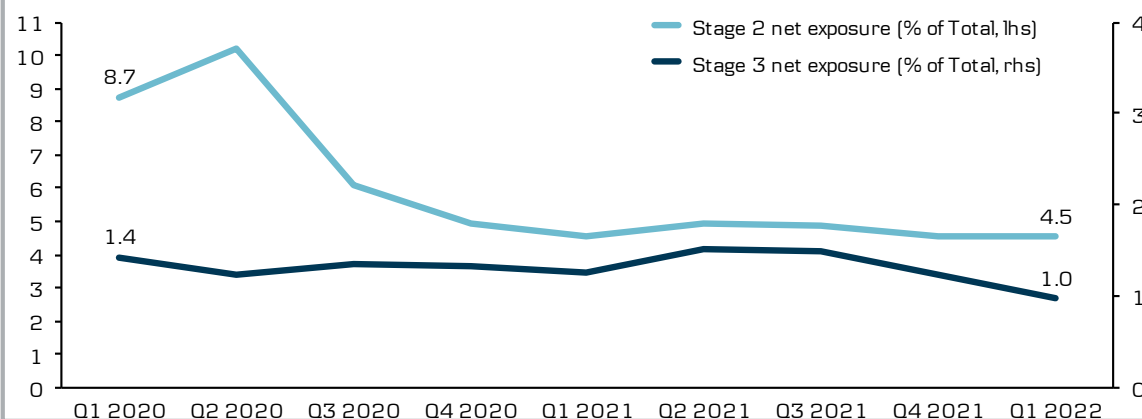
## Highlights

- 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 1bn 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.

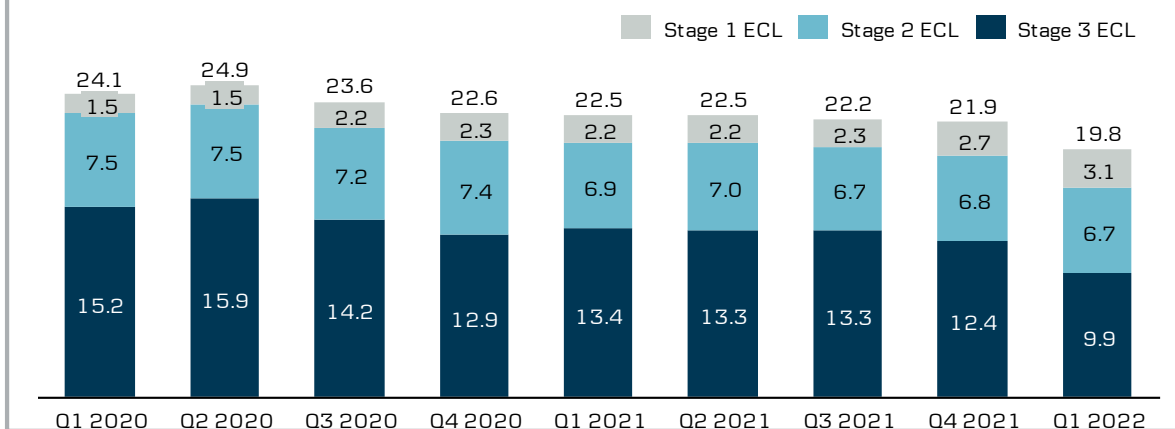
## Impairment charges by category\* (DKK bn)



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



## Allowance account by stages (DKK bn)



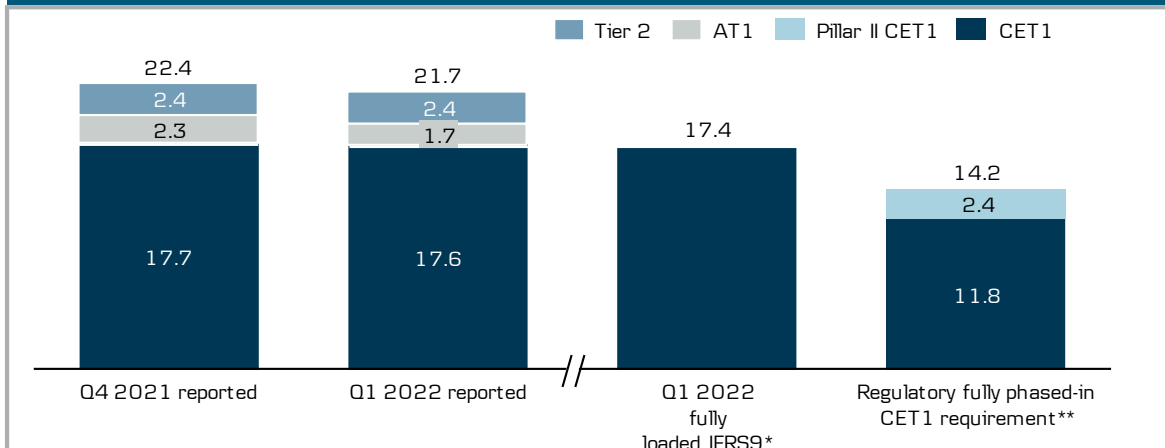
\* Net of movements related to new DoD implementation in relation to EBA guidelines. PMAs of ~DKK 0.9bn were initially put in place to cover the new definition that has now been implemented.

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

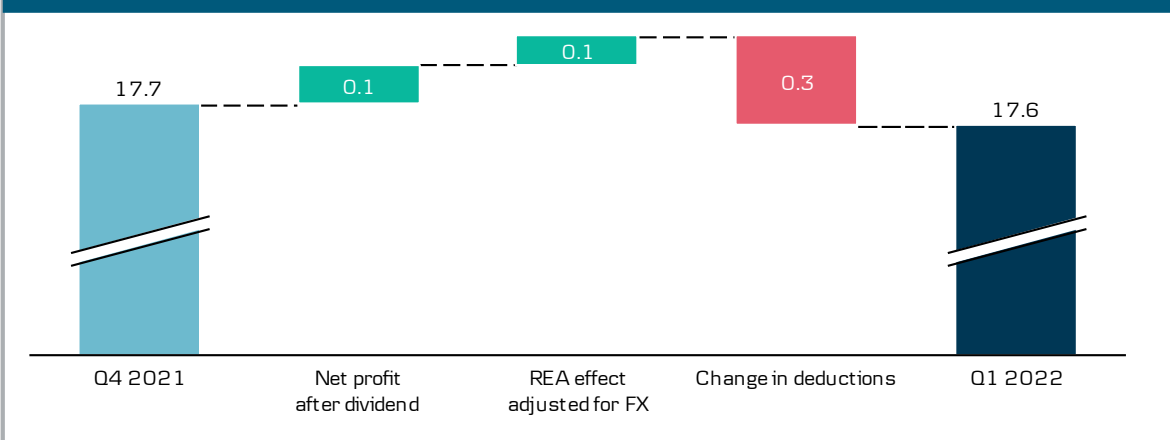
## Highlights

- 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

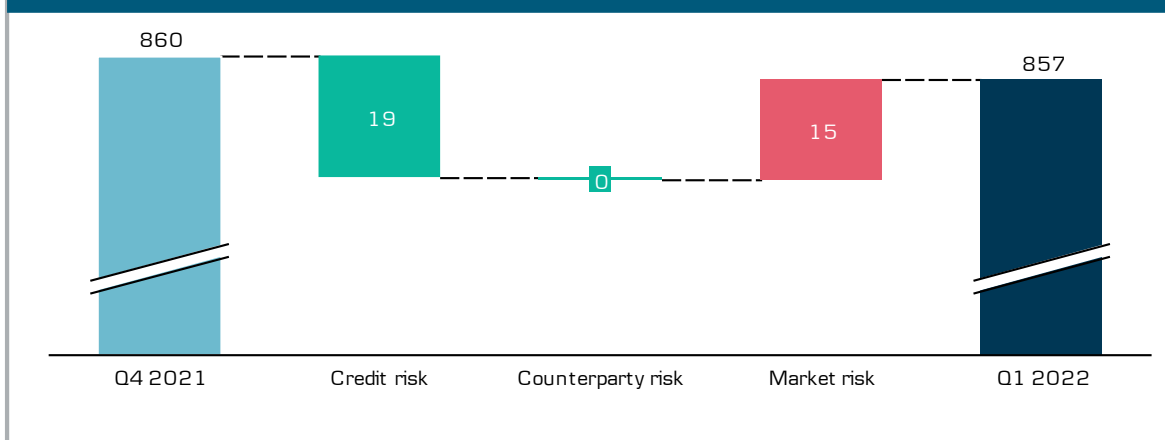
## Capital ratios (%)



## CET1 (%)



## Total REA (DKK bn)



\* Based on fully loaded impact on capital ratio from IFRS 9. \*\* 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

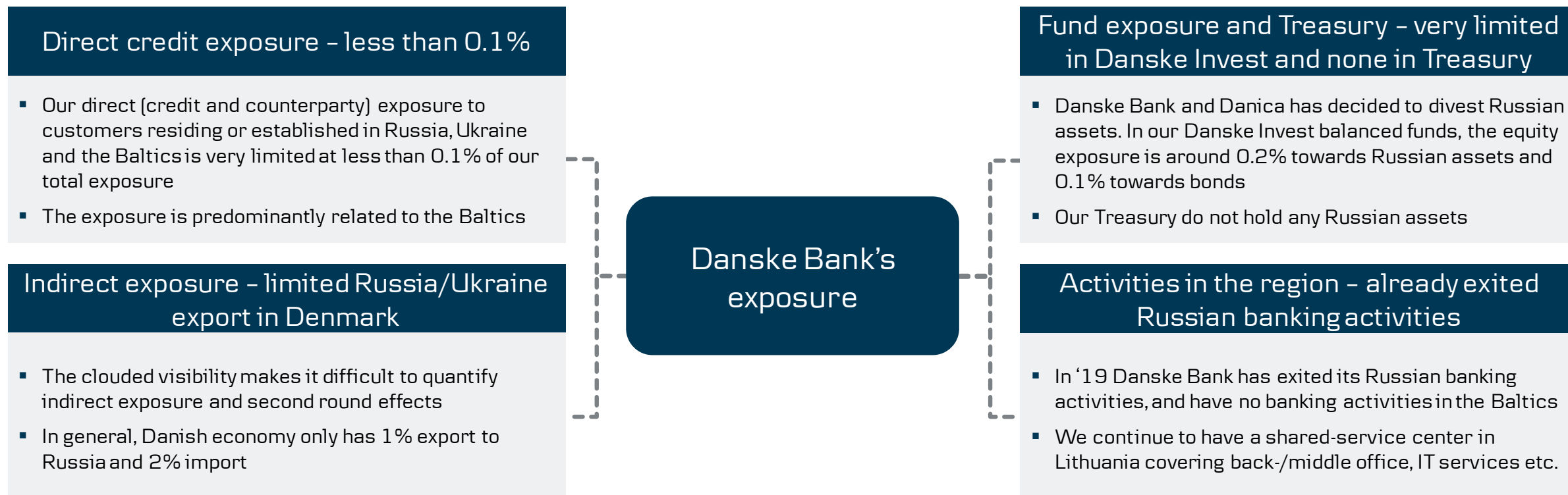
# *Appendix*



## 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

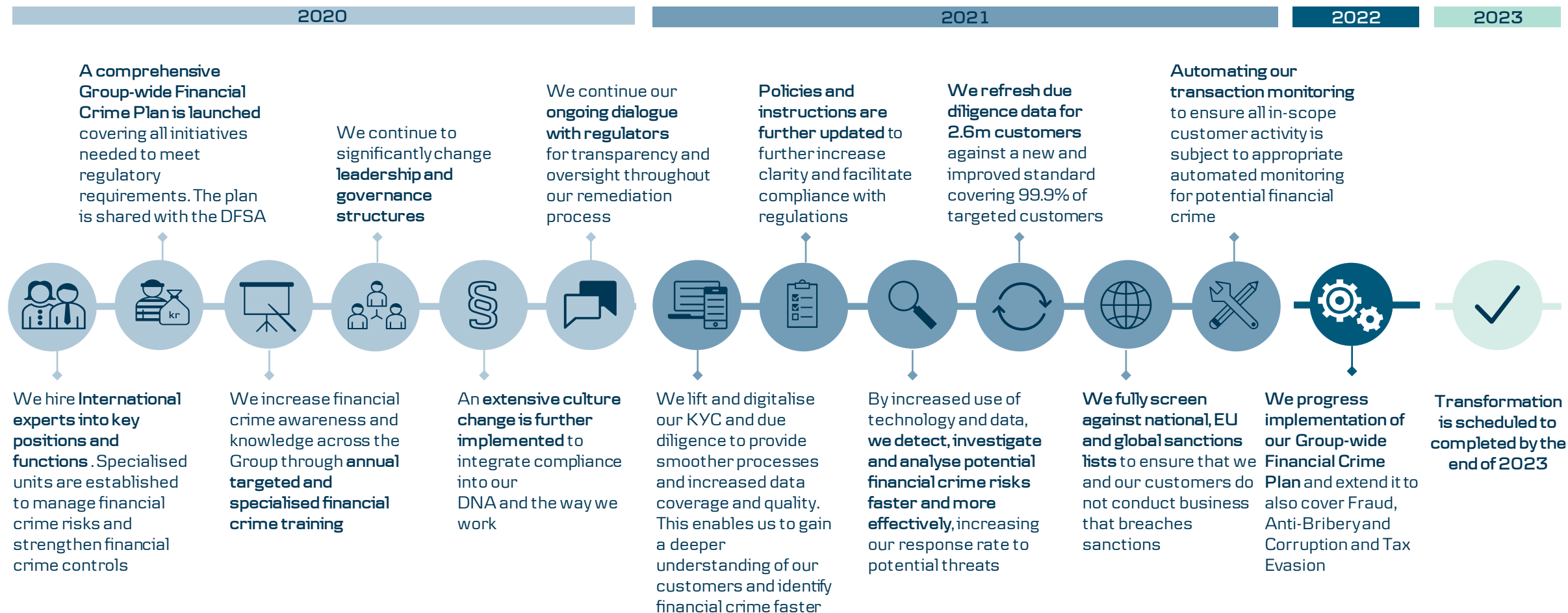
# Implementation of new Sanctions at Danske Bank

- 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](https://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*

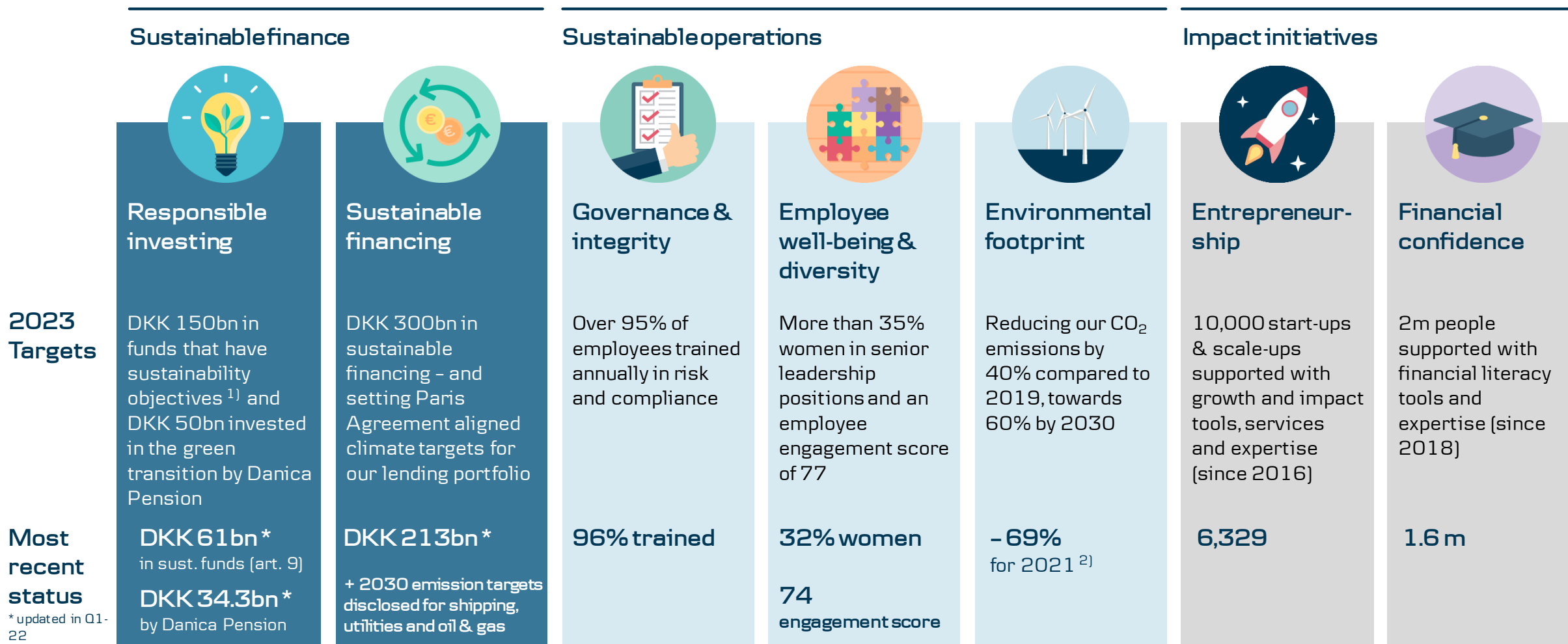


# Significant progress on our financial crime transformation



**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



\* updated in Q1-22

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:

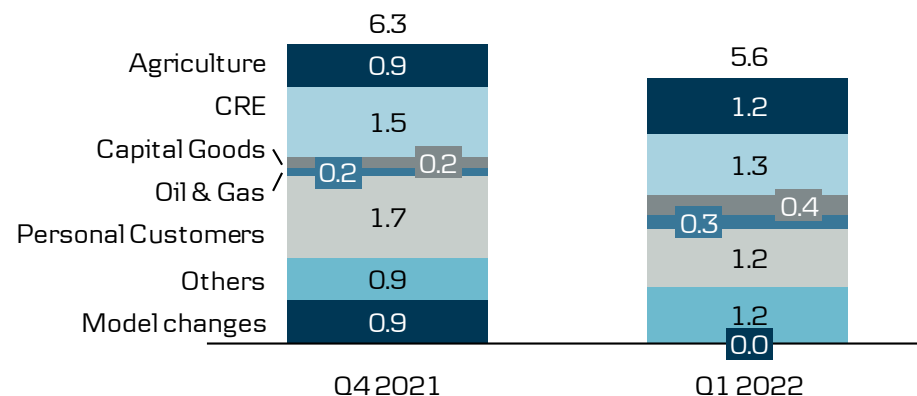
- **Shipping:** 20-30% relative to shipping volumes
- **Utilities:** 30% per kWh of power generation
- **Oil and gas – upstream:** 50% in lending exposure

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

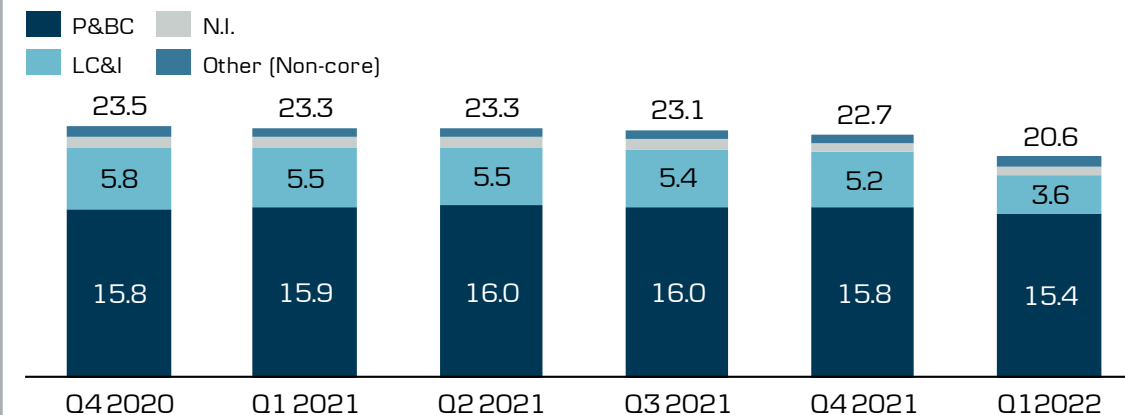
|   | Lending   | Asset Management   | Asset ownership   |
|---|---|--|---|
| <b>Sustainable finance volume targets</b> | DKK 300 billion by 2023 in sustainable financing, including granted green loans and arranged sustainable bonds  | DKK 150 billion by 2030 in investment funds with sustainable investment 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 Post-Model Adjustments (DKK bn)



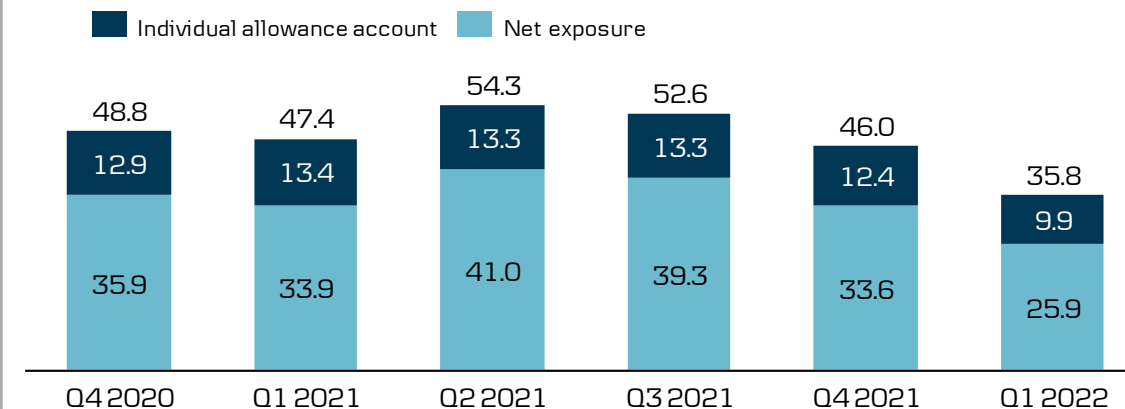
Allowance account by business unit (DKK bn)



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>                     |

Gross stage 3 loans (DKK bn)



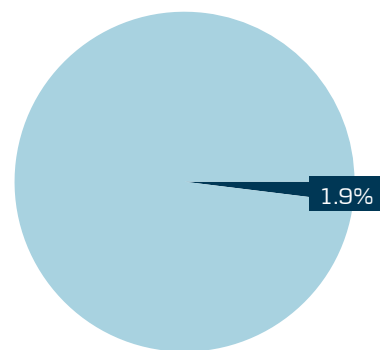


# Fossil fuels (oil & gas and coal) exposure: : Climate targets have been set for the loan book to support the transition

## 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)

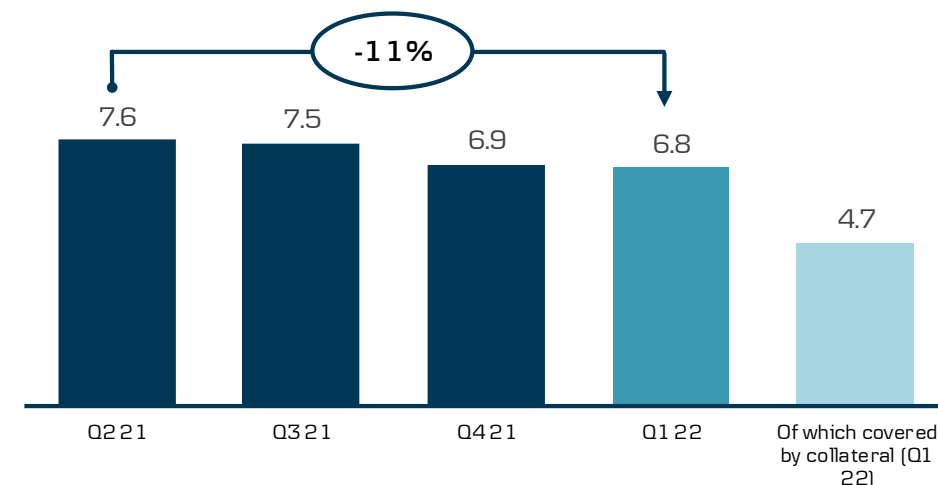


■ Fossil fuels exposure ■ Other

## 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<br>2022Q1 | Share of Group net<br>Stage 3 exposure<br>2022Q1 | Expected credit<br>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<br>2022Q1 | Share of Group net<br>Stage 3 exposure<br>2022Q1 | Expected credit<br>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<br>2022Q1 | Share of Group net<br>Stage 3 exposure<br>2022Q1 | Expected credit<br>loss 2021Q4 |
|--|---------------------------------------|--|--------------------------------|
|  | 1%                                    | 5%   | 1,130                          |

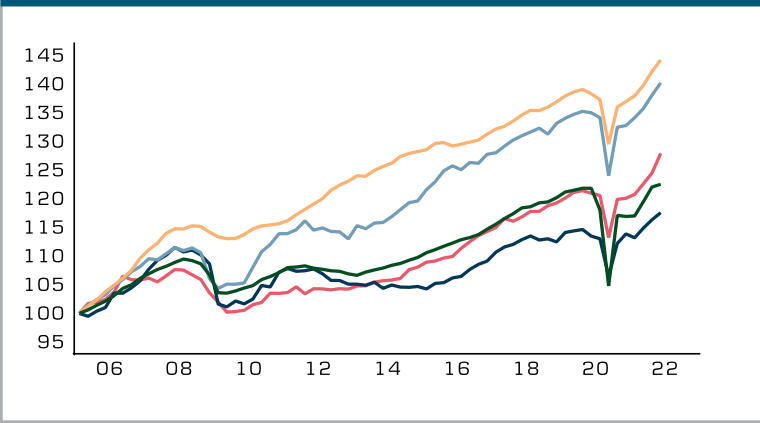
### Commercial real estate by segment, Q1 22 (DKK m)

|                                 | 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>      |

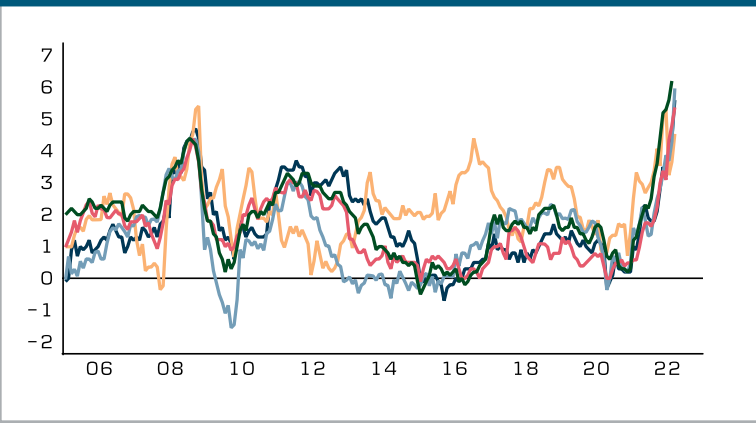
|  | Share of Group net exposure<br>2022Q1 | Share of Group net<br>Stage 3 exposure<br>2022Q1 | Expected credit<br>loss 2021Q4 |
|--|---------------------------------------|--|--------------------------------|
|  | 12%                                   | 13%  | 3,203                          |

# Nordic macroeconomic data

Real GDP, constant prices (index 2005 = 100)

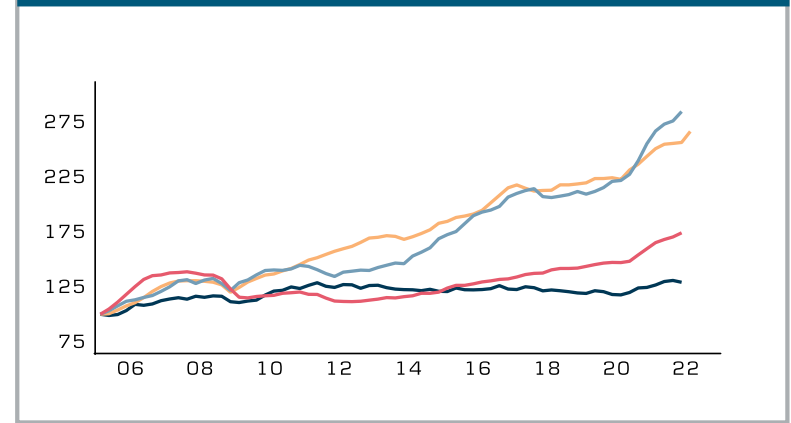


Inflation (%)

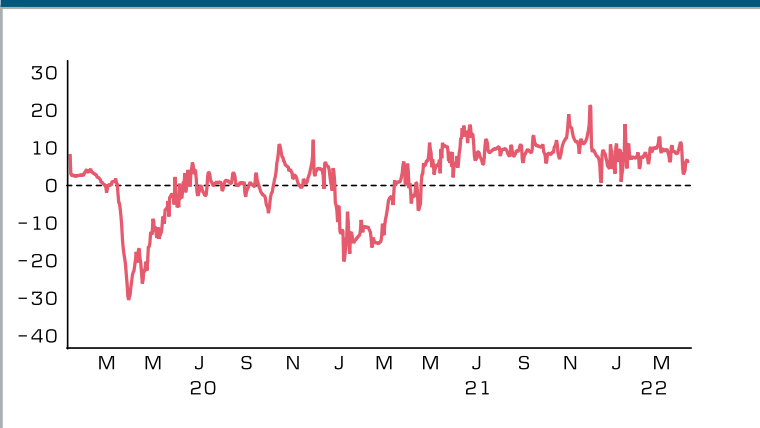


— EU-27 — Denmark — Sweden — Norway — Finland

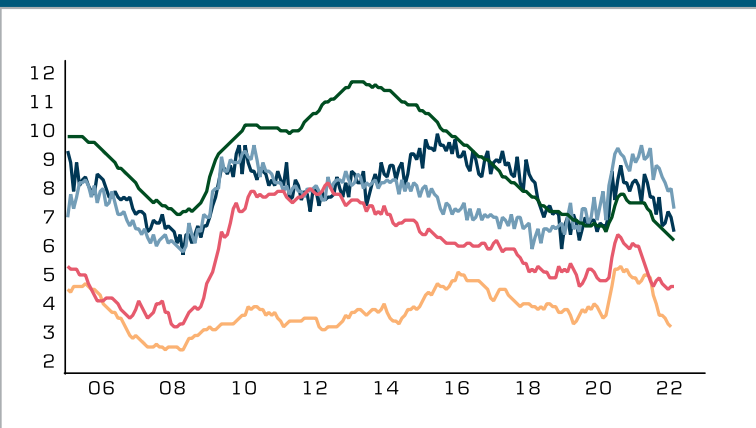
Property prices (index 2005 = 100)



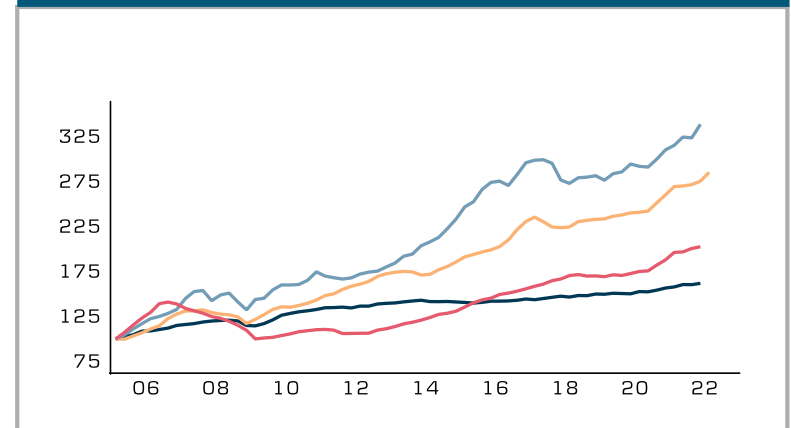
Consumer spending (% change from same period 2019)



Unemployment (%)



Apartment prices (index 2005 = 100)



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

## Highlights

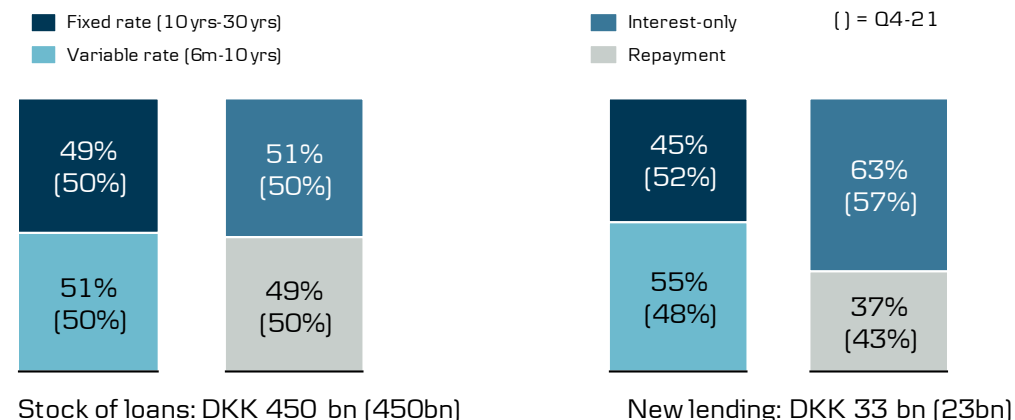
### Portfolio facts, Realkredit Danmark, Q4 21

- 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

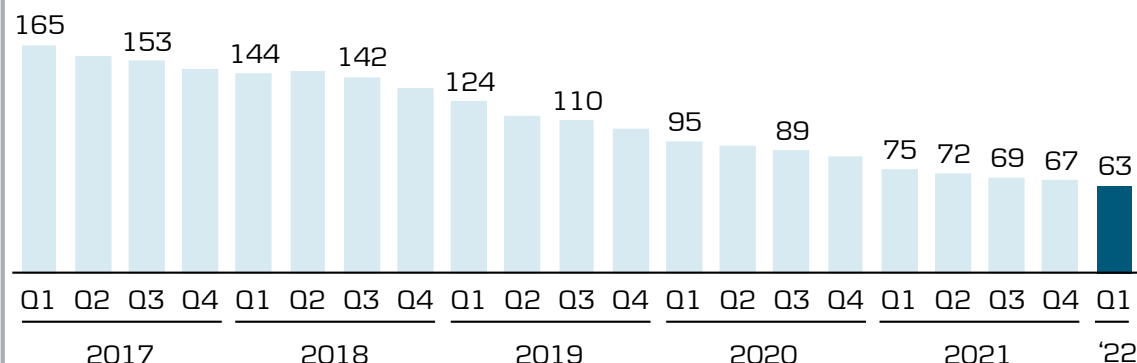
### LTV ratio limit at origination (legal requirement)

- Residential: 80%
- Commercial: 60%

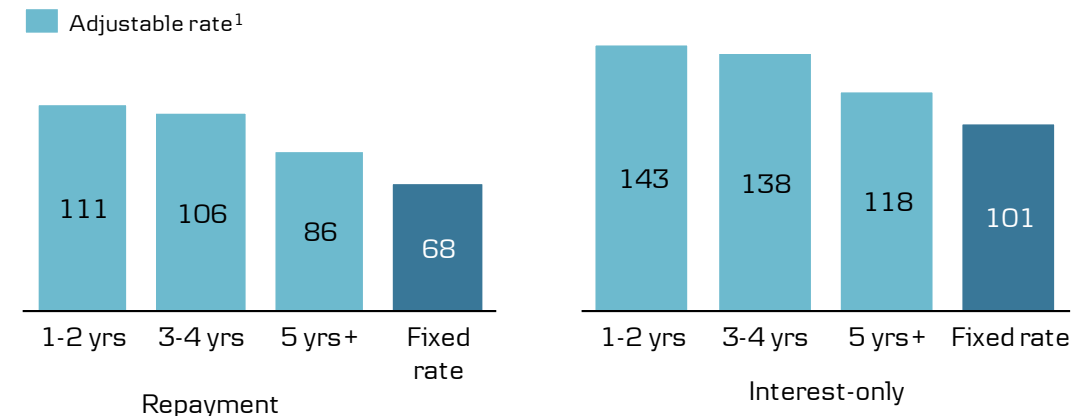
## Retail loans, Realkredit Danmark, Q1 22 (%)



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



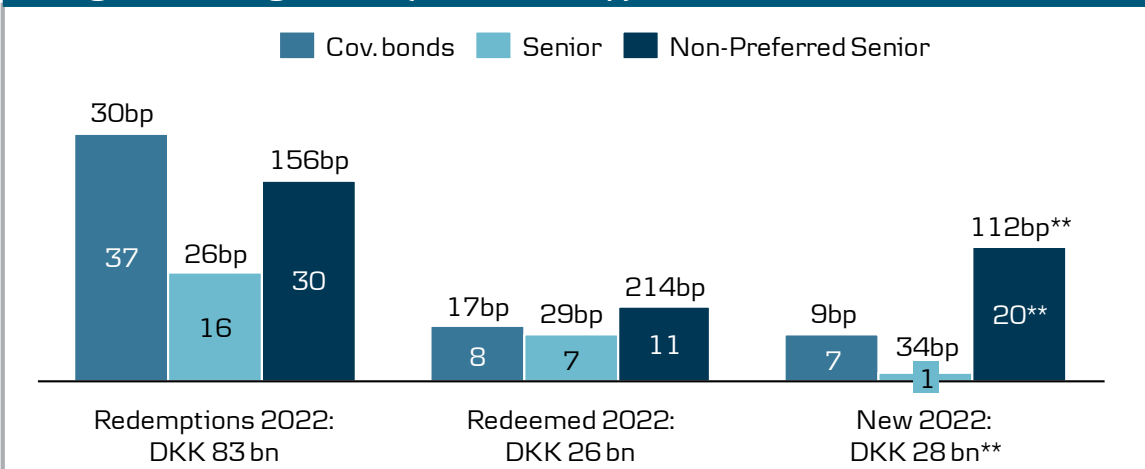
## Retail mortgage margins, LTV of 80%, owner-occupied (bp)



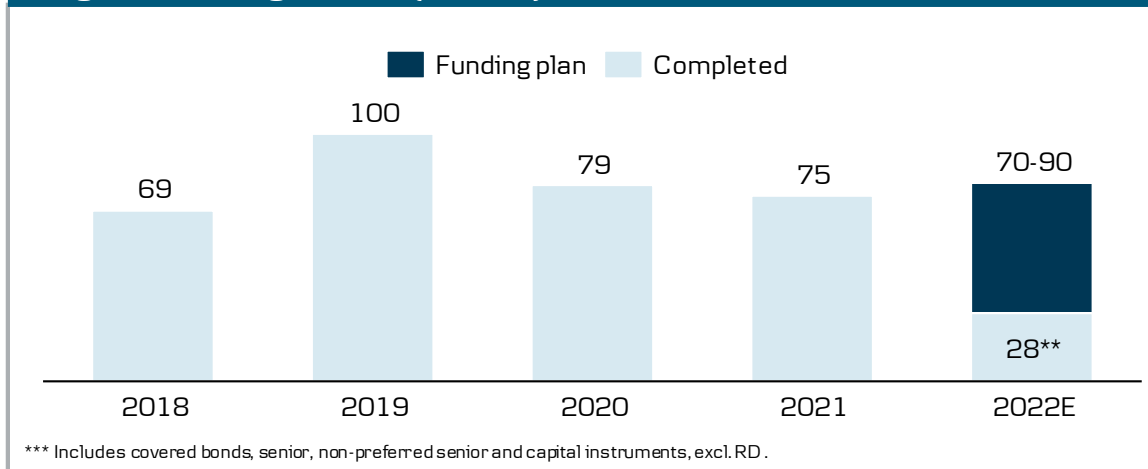
<sup>1</sup> In addition, we charge 30 bp of the bond price for refinancing of 1- and 2-year floaters and 20 bp for floaters of 3 or more years (booked as net fee income).

# Funding and liquidity: LCR compliant at 164%

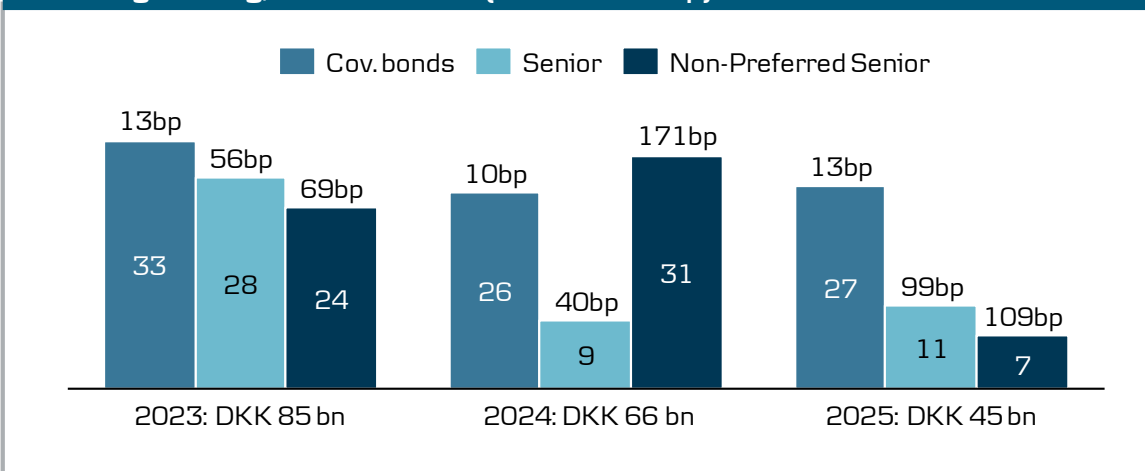
Changes in funding,\* 2022 (DKK bn and bp)



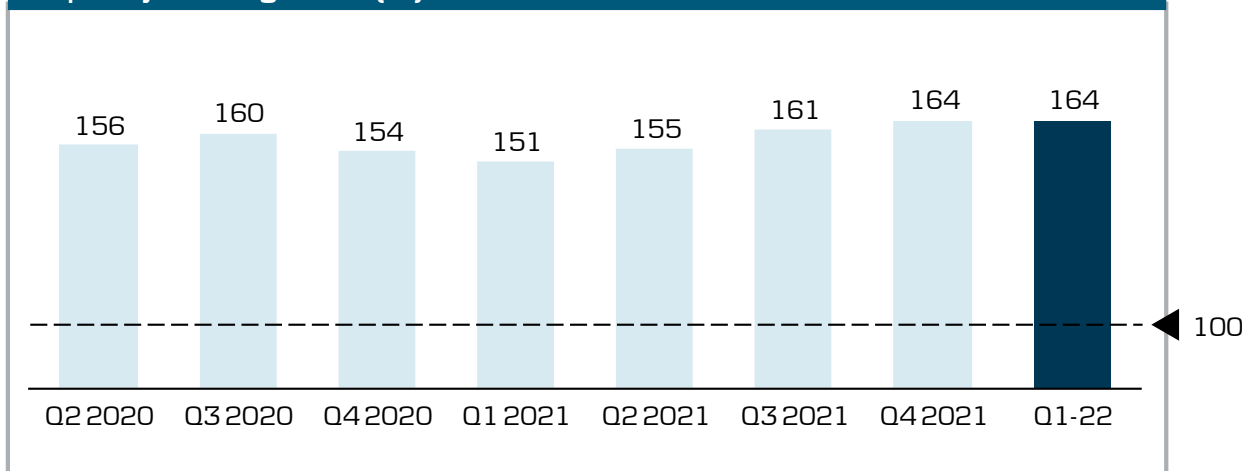
Long-term funding excl. RD (DKK bn)\*\*\*



Maturing funding,\* 2023-2025 (DKK bn and bp)

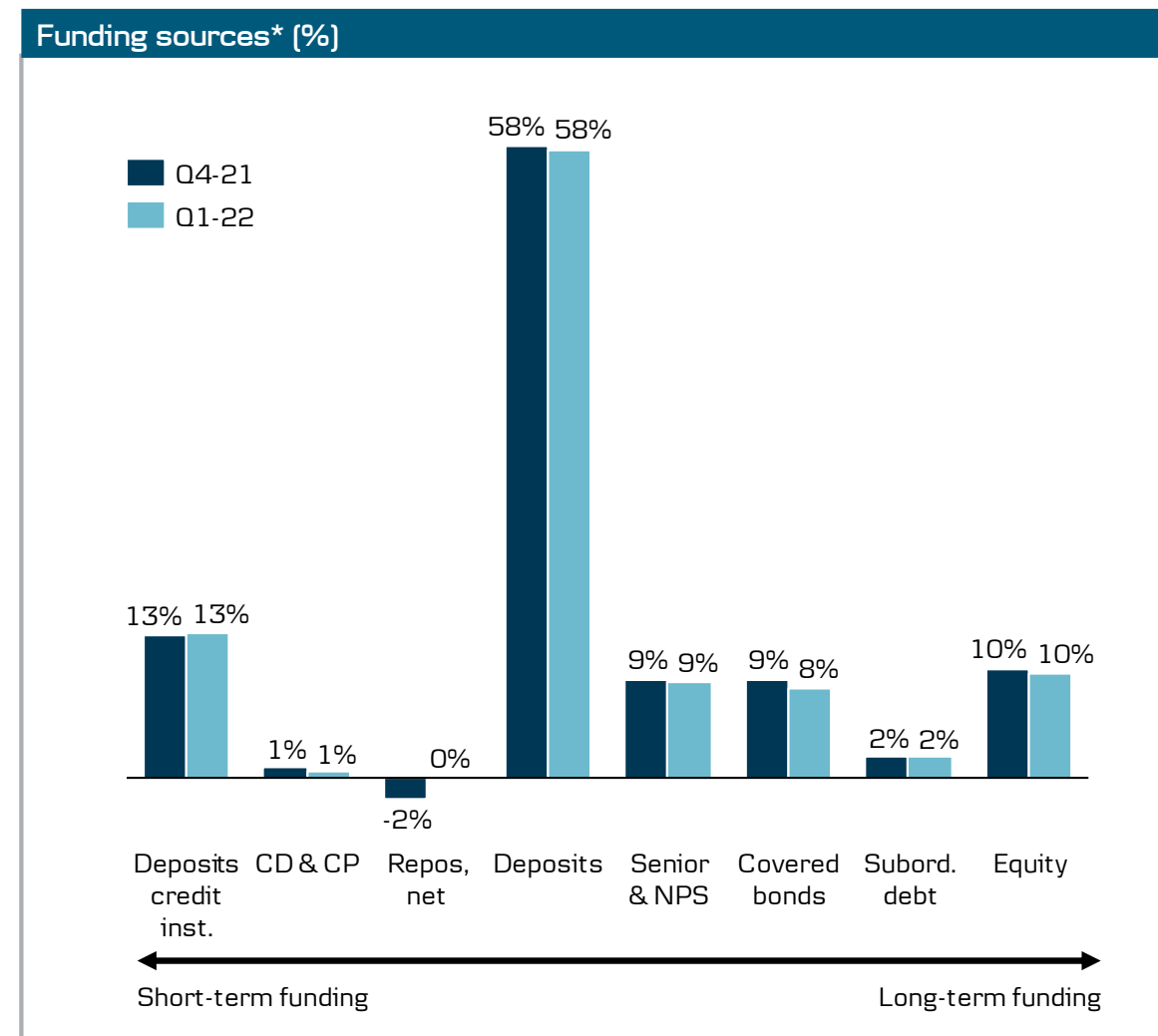
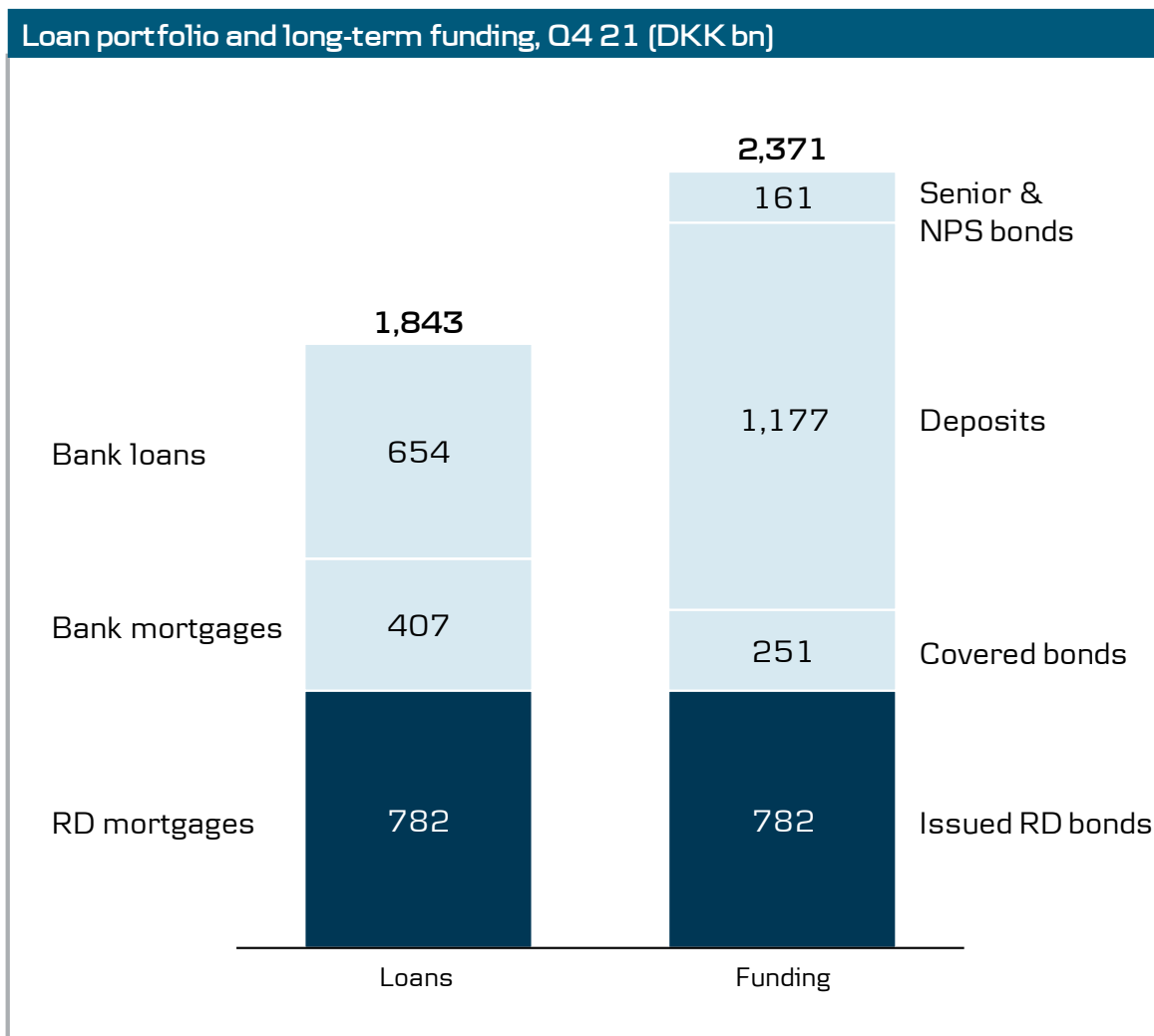


Liquidity coverage ratio (%)



\* 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  |
|--|-------|---------|-------|------|
|  | 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- |
|  | BB+   | Ba1     | BB+   | BB+  |

Investment grade  
Speculative grade

- 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<br>(C+ Prime from 13 Jan to 12 Feb) | Decile rank: 1 (301 banks rated)<br>C+ is the highest rating assigned                     | C Prime            | C+ Prime         | C Prime            | C Prime  | A+ to D- (A+ highest rating)<br>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:<br>AAA 3%<br>AA 31%<br>A 26%<br>BBB 22%<br>BB 12%<br>B 7%<br>CCC 0% | BBB                | BB               | B                  | B        | AAA to CCC (AAA highest rating)  |
| Sustainalytics                                 | Medium Risk (23.5)                          | Rank in Diversified Banks 97/415<br>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<br>Rank in Region 155/1613<br>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

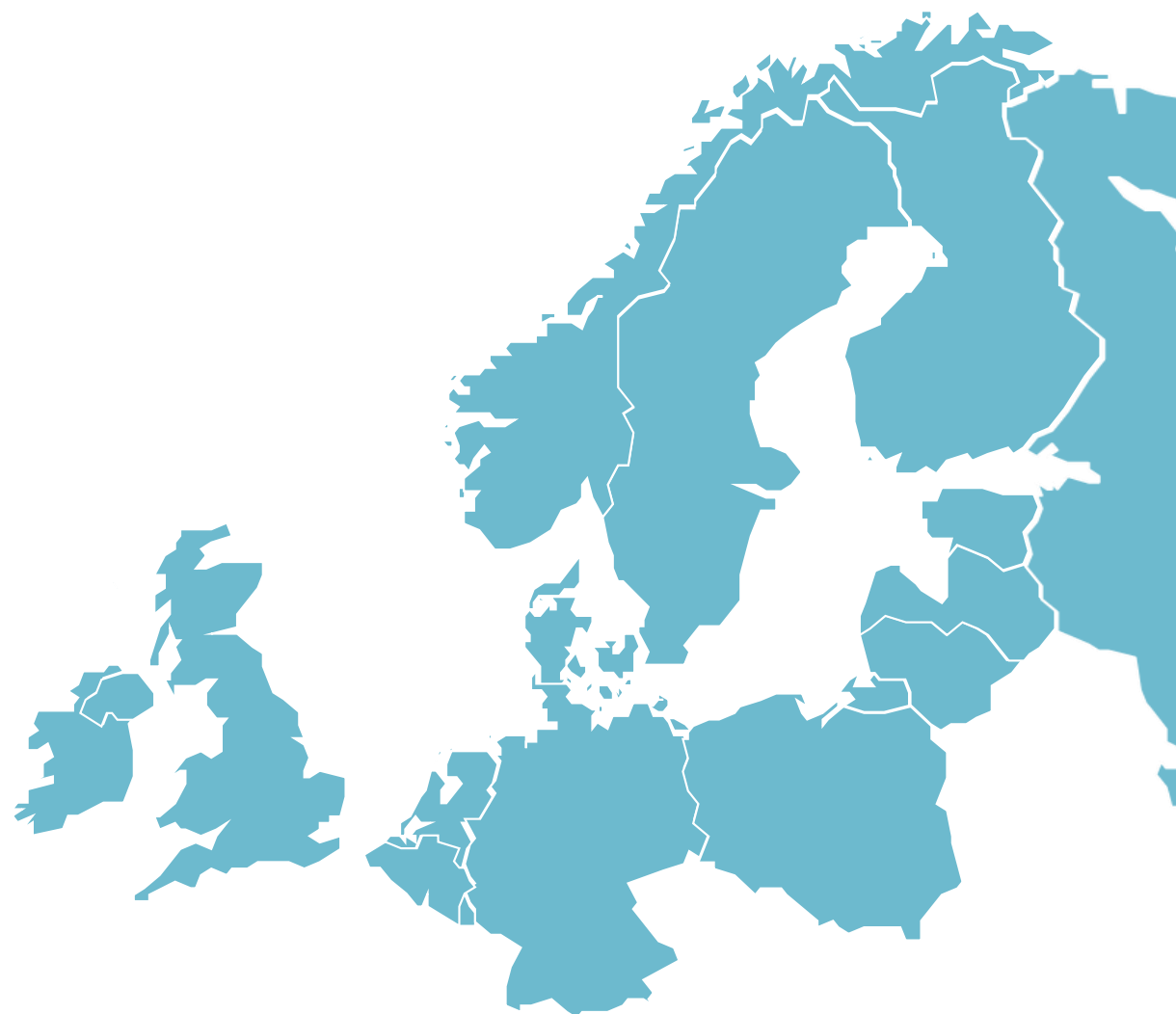
- The actual tax rate of 24.8% (excluding prior-year's adjustments) is higher than the Danish rate of 22% - due primarily to the tax effect from tax exempt income/expenses
- Adjusted tax rate of 22.2% is slightly higher than the Danish rate of 22% due primarily to differences in statutory tax rates in 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) |

# Contacts

|   |  |   |
|---|--|---|
|   | <i>Claus Ingar Jensen</i><br>Head of IR            | Mobile – +45 25 42 43 70<br>clauj@danskebank.dk |
|   | <i>Nicolai Brun Tvernø</i><br>Chief IR Officer     | Mobile – +45 31 33 35 47<br>nitv@danskebank.dk  |
|   | <i>Olav Jørgensen</i><br>Chief IR Officer          | Mobile – +45 52 15 02 94<br>ojr@danskebank.dk   |
|  | <i>Patrick Laii Skydsgaard</i><br>Chief IR Officer | Mobile – +45 24 20 89 05<br>pats@danskebank.dk  |



# Disclaimer

## Important Notice

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This presentation does not imply that Danske Bank 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.

