## Welcome to the annual general meeting

Danske <mark>Bank</mark>

### Satisfactory results despite challenging conditions





Return on equity (%)



## Solid increase in customer satisfaction

# Personal Banking

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Number one Private Banking supplier in the Nordics according to Prospera

Bank of the Year in Sweden

Danske Invest named the best equity fund manager in Denmark by Morningstar

Number one in the Nordics in Corporate Banking

In Norway, Corporates & Institutions' position was affected by increased competition



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Source: Danske Bank, Customer Insights.

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## Satisfactory financial results

		State State State	
(DKK millions)	2016	2015	Index
Net interest in <mark>come</mark>	22,028	21,402	103
Net fee income	14,183	15,018	94
Net trading income	8,607	6,848	126
Other income	3,140	2,343	134
Total income	47,959	45,611	105
Expenses	22,642	23,237	97
Goodwill impairment charges		4,601	
Profit b <mark>efore loan impairment charges</mark>	25,317	17,773	142
Loan impairment charges	-3	57	—
Profit be <mark>fore tax, core</mark>	25,320	17,716	143
Profit b <mark>efore tax, Non-core</mark>	37	46	80
Profit before tax	25,357	17,762	143
Тах	5,500	4,639	119
Net profit before goodwill impairments	19,858	17,724	112
Return on avg. shareholders' equity (%)	13.1	11.6	

## Personal Banking

Total income (DKK millions)

Expenses (DKK millions)

Profit before tax & goodwill (DKK millions)

Danske Bank



## **Business Banking**

Danske Bank

#### Total income (DKK millions)

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Expenses (DKK millions)

Profit before tax & goodwill (DKK millions)



## Corporates & Institutions

Total income (DKK millions)



Expenses (DKK millions)

4,648

2016

Profit before tax (DKK millions)



Wealth Management

Total income (DKK millions)

Expenses (DKK millions)

Profit before tax (DKK millions)



## Northern Ireland

Total income (DKK millions)



Expenses (DKK millions)



Profit before tax & goodwill (DKK millions)



## Solid capital position





### Dividend distribution and share buy-back

Proposal for a dividend of DKK 9 per share, or 45% of net profit for the year

#### Share buy-back programme for DKK 10 billion in 2017



## Priorities in 2016

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Launch of Wealth Management business unit



Realising Nordic potential







Innovation





### Our four strategic themes set the course for 2017



Customer experience







Nordic potential People & culture



## Regulations

## Uniform rules across borders



Balanced approach

## Outlook for 2017

#### Net interest income

Expected to be higher than in 2016 because of increased business volume and lower funding costs.

#### Net fee income

Expected to be somewhat higher than in 2016, although dependent on customer activity.

#### Impairment charges

Expected to be low again, although higher than in 2016.

#### Trading income & other income

Not expected to benefit quite as much from one-off items as in 2016.

#### Net profit

Net profit for 2017 is expected to be in the range of DKK 17-19 billion.

#### Expenses

Expected to decline somewhat from the level in 2016.

Note: This guidance is subject to uncertainty and depends on economic conditions, including developments in monetary policy at central banks..

## Board of Directors' work

### 16 board meetings

## 25 meetings of the four board committees

## 6 meetings with the Danish FSA



## Changes in the Board of Directors and the Executive Board

#### Martin Tivéus



Nominated as new candidate for the Board of Directors

#### Jesper Nielsen



Head of Personal Banking since 1 October 2016

#### **Carsten Egeriis**



Chief Risk Officer Not later than 1 September 2017

## Remuneration of the Executive Board

Clear and direct link between results and remuneration

No changes to fixed remuneration from 2016

No general changes for 2017



## Great potential in the future





## Thank you for your attention

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