

PRESS CONFERENCE

Financial results for 2012



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Key messages in Annual Report 2012

- ✓ Net profit improved by DKK 3 bn to DKK 4.7 bn
- ✓ Lowest impairments since the beginning of the financial crisis
- ✓ ROE of 3.7% is still well below target
- ✓ Strong improvement in solvency and liquidity in 2012
- ✓ Implementation of New Standards proceeding on schedule

Significant improvement in financial results despite difficult market conditions

Income statement (DKK m)

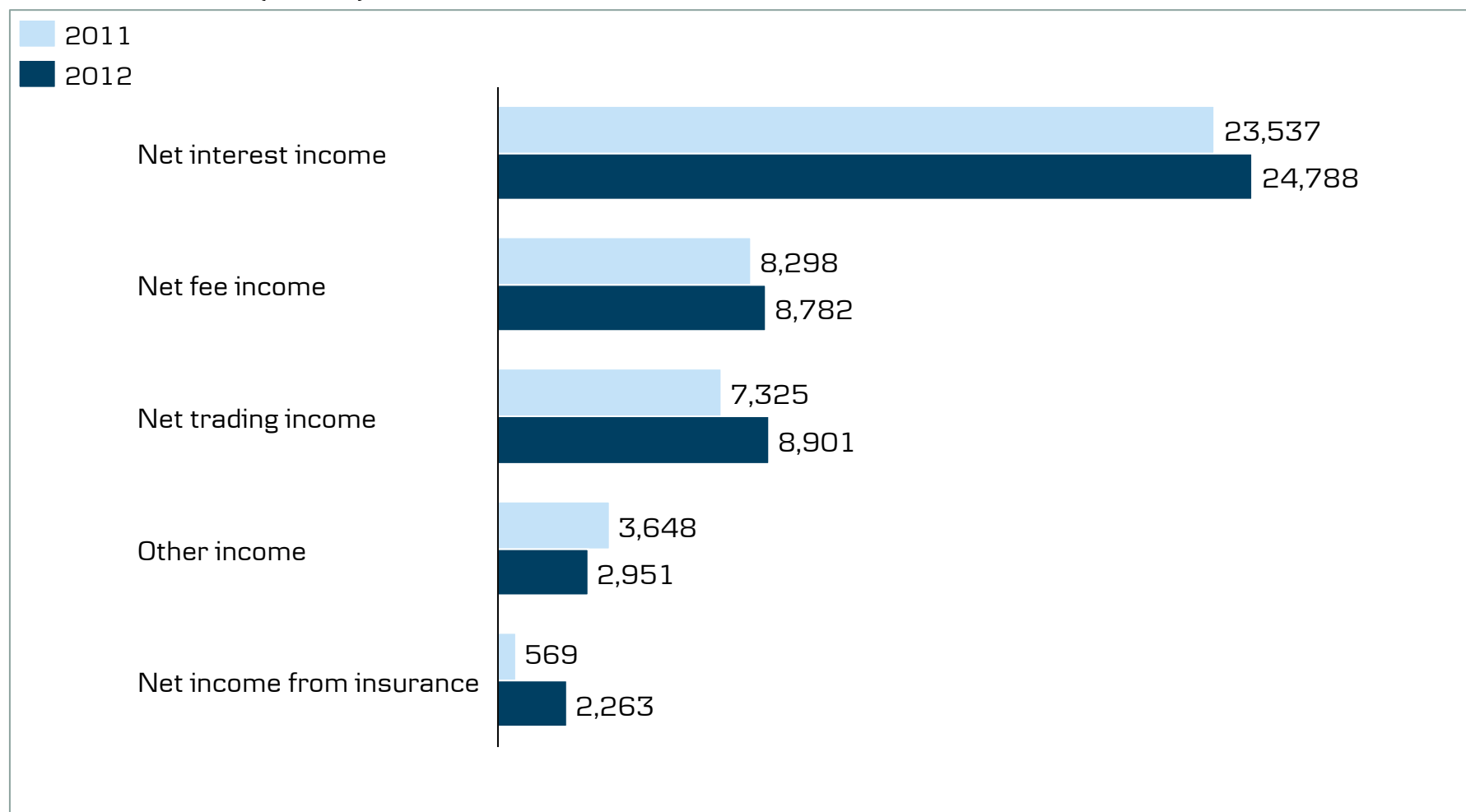
	2012	2011	Index
Net interest income	24,788	23,537	105
Net fee income	8,782	8,298	106
Net trading income	8,901	7,325	122
Other income	2,951	3,648	81
Income from insurance bus.	2,263	569	-
Total income	47,685	43,377	110
Operating expenses	26,588	25,987	102
Profit bef. loan imp. charges	21,097	17,390	121
Loan impairment charges	12,529	13,185	95
Profit before tax	8,568	4,205	204
Tax	3,819	2,482	154
Net profit	4,749	1,723	276
RoE (%)	3.7	1.4	-

Key points

- Total income up 10%
- Expenses affected by restructuring costs
- Impairment charges fell 5%, with the largest declines occurring in Denmark, Ireland and Northern Ireland
- Net profit up by DKK 3 bn, a step in the right direction
- Return on equity still not satisfactory

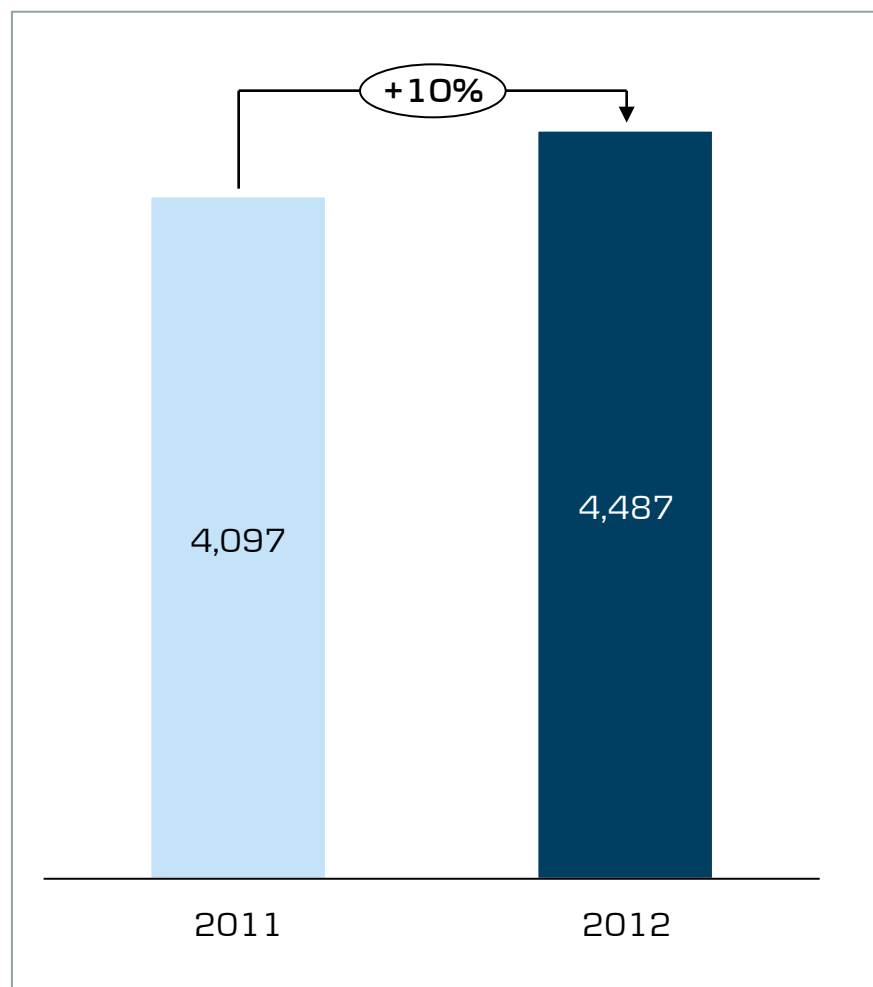
Increase in income driven by higher net interest income, trading income and insurance business

Income breakdown (DKK m)

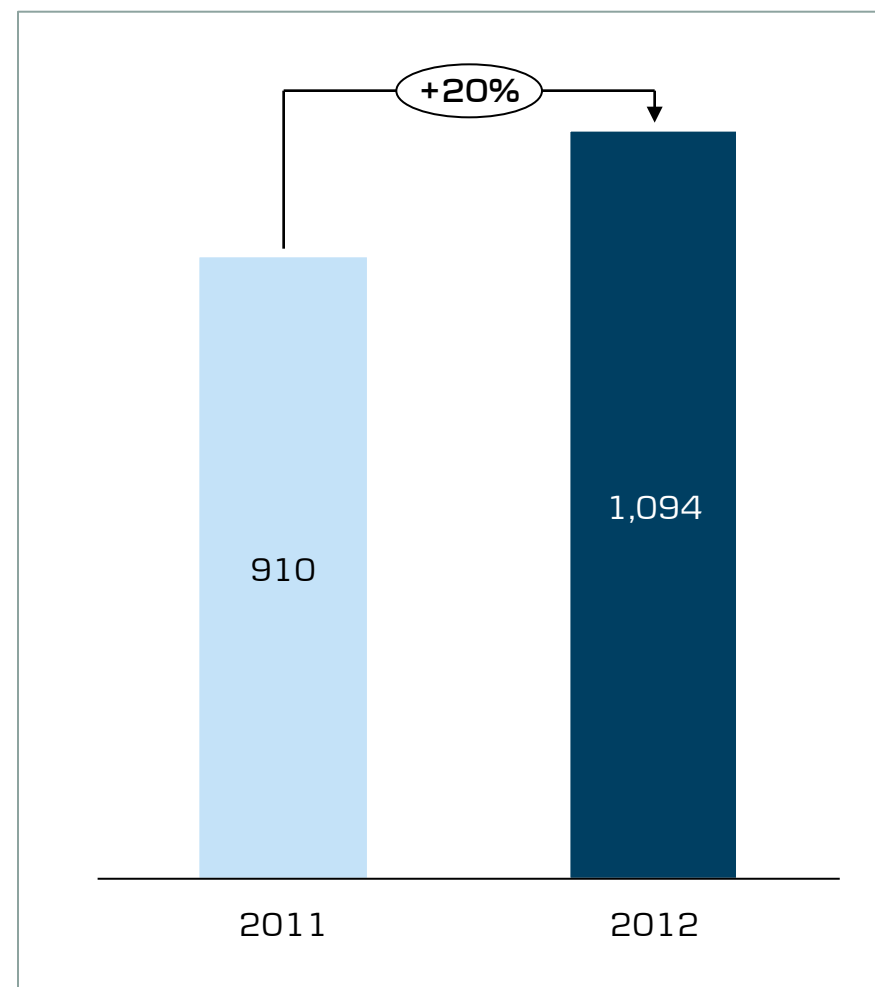


Positive market developments and high returns led to rise in income at Danske Markets and Danske Capital

Profit before tax - Danske Markets & Treasury (DKK m)

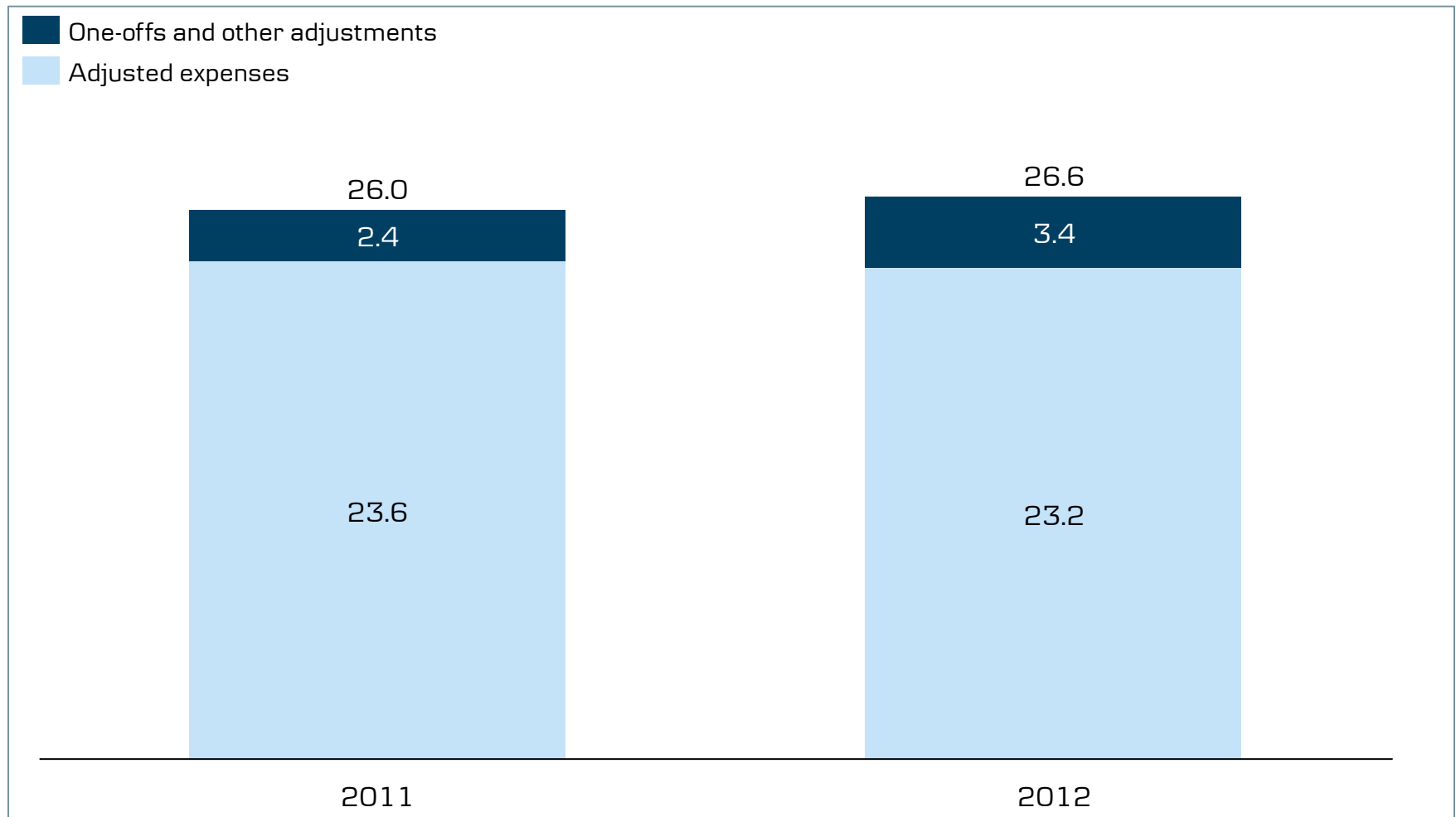


Profit before tax - Danske Capital (DKK m)



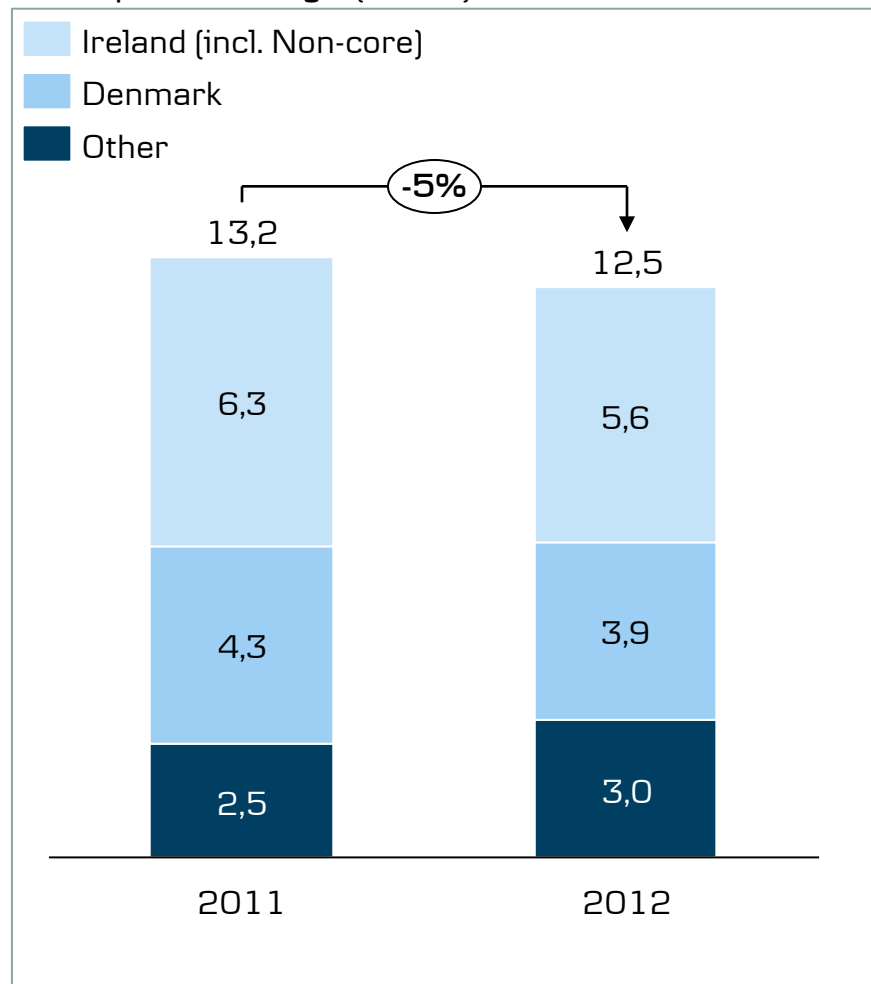
Expenses: Affected by restructuring, but cost-saving programme progressing as planned

Total expenses (DKK bn)

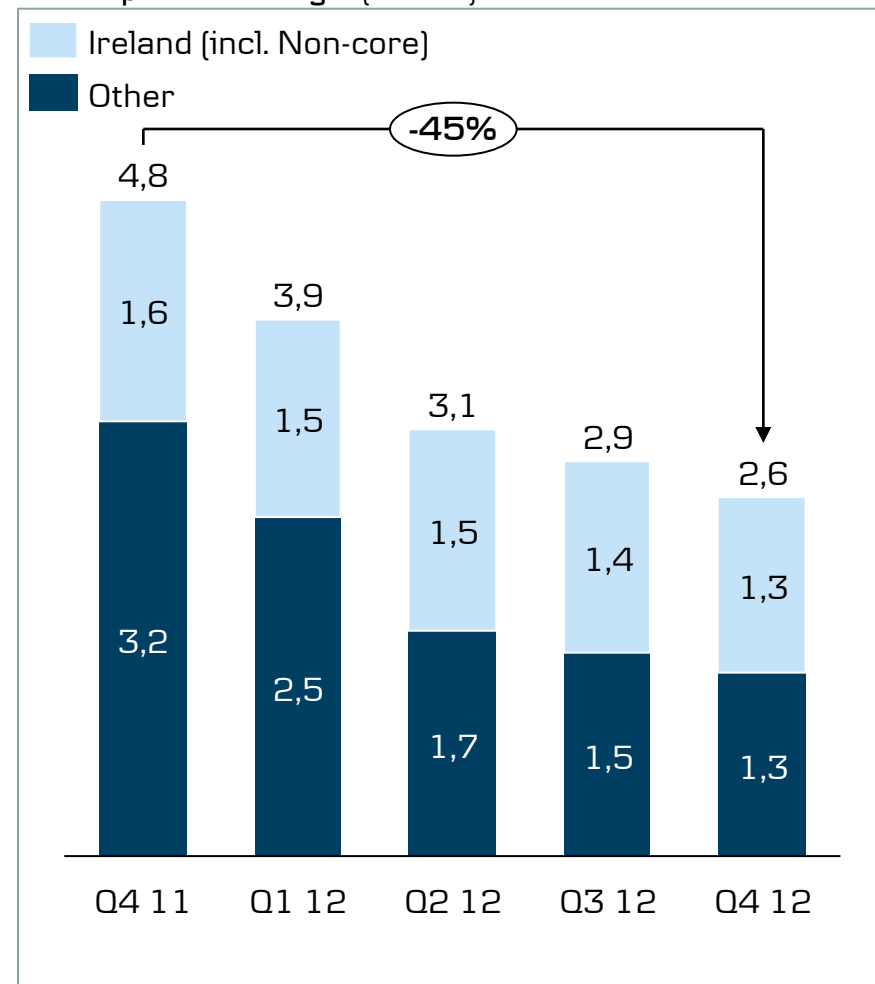


Impairment charges remained high, but showed a falling trend in all areas in 2012

Loan impairment charges (DKK bn)

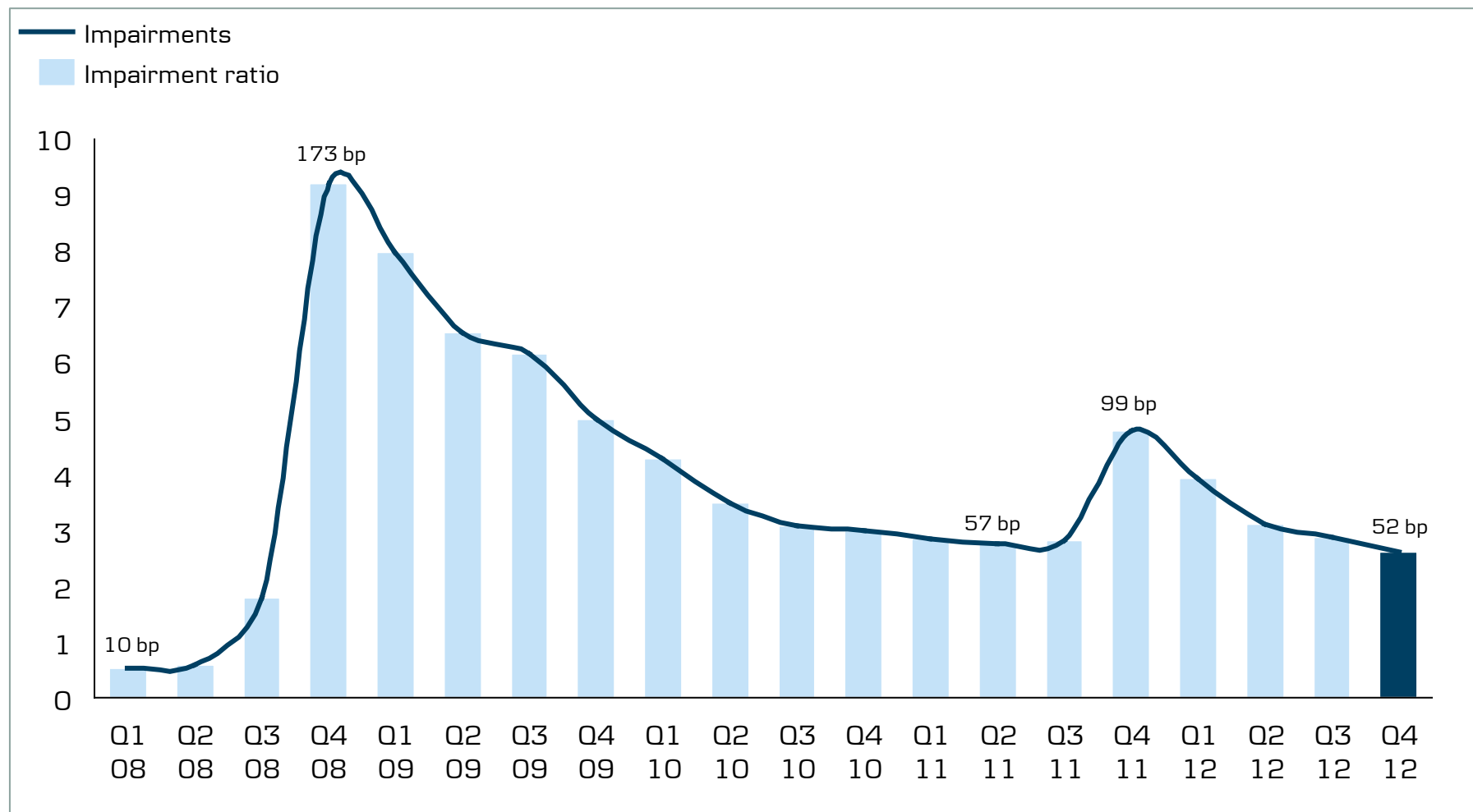


Loan impairment charges (DKK bn)



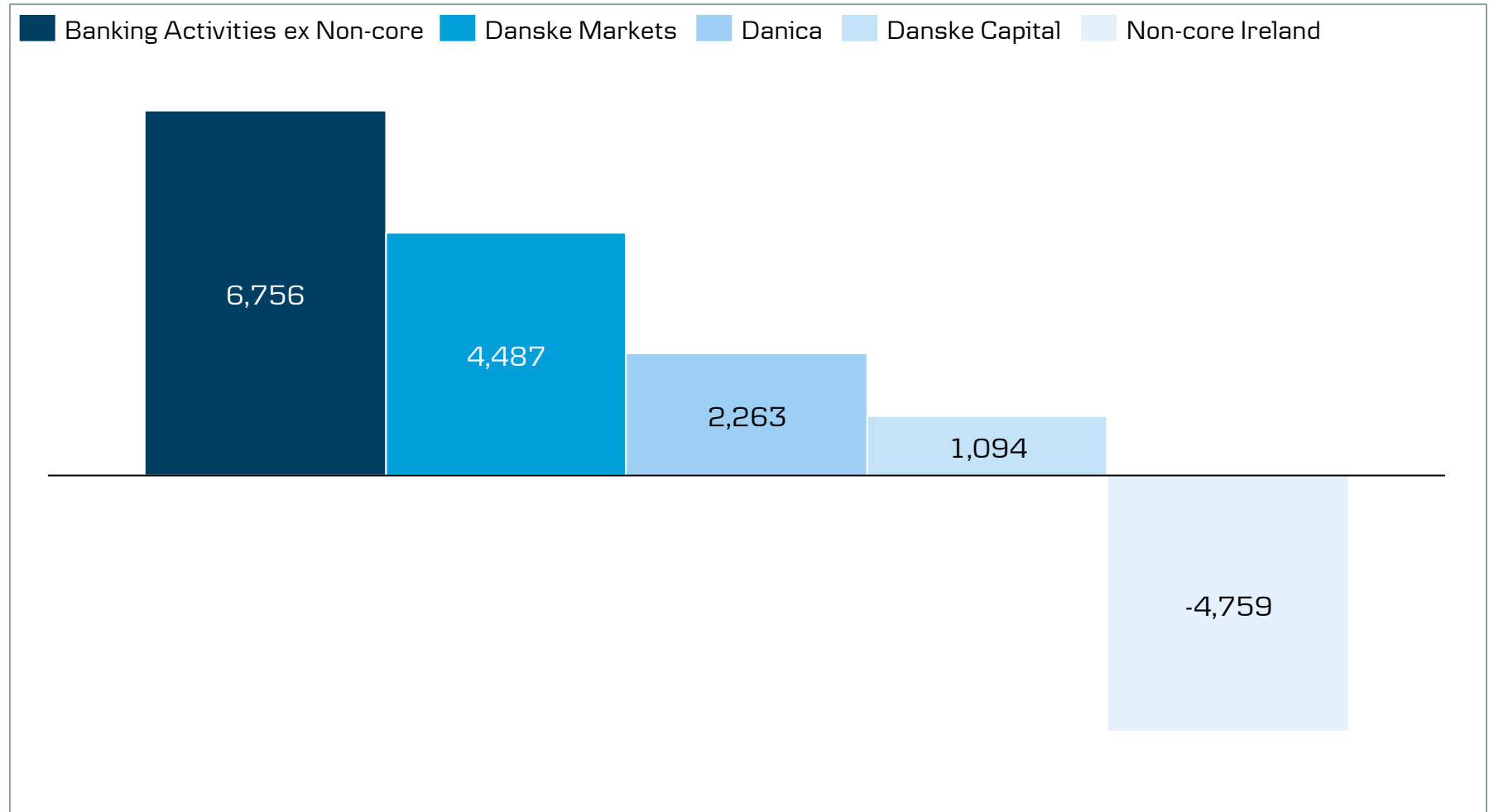
Lowest impairments since the beginning of the financial crisis

Impairments, 2008-12 (DKK bn/bp)



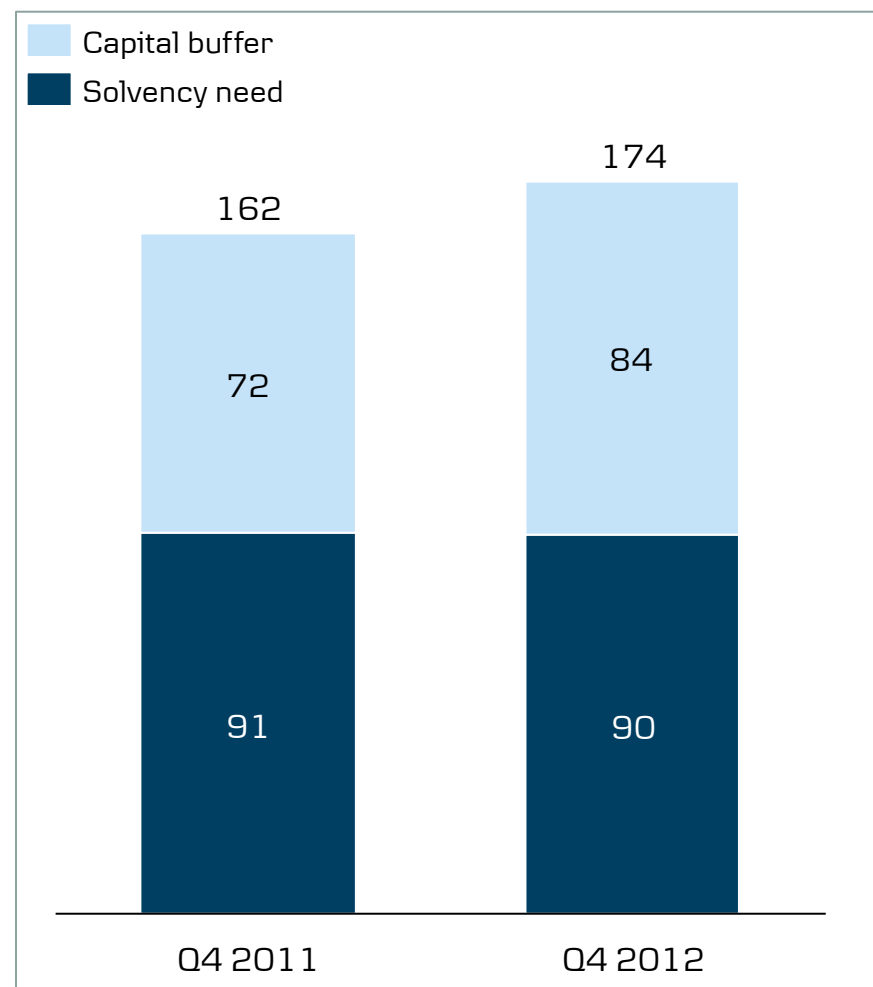
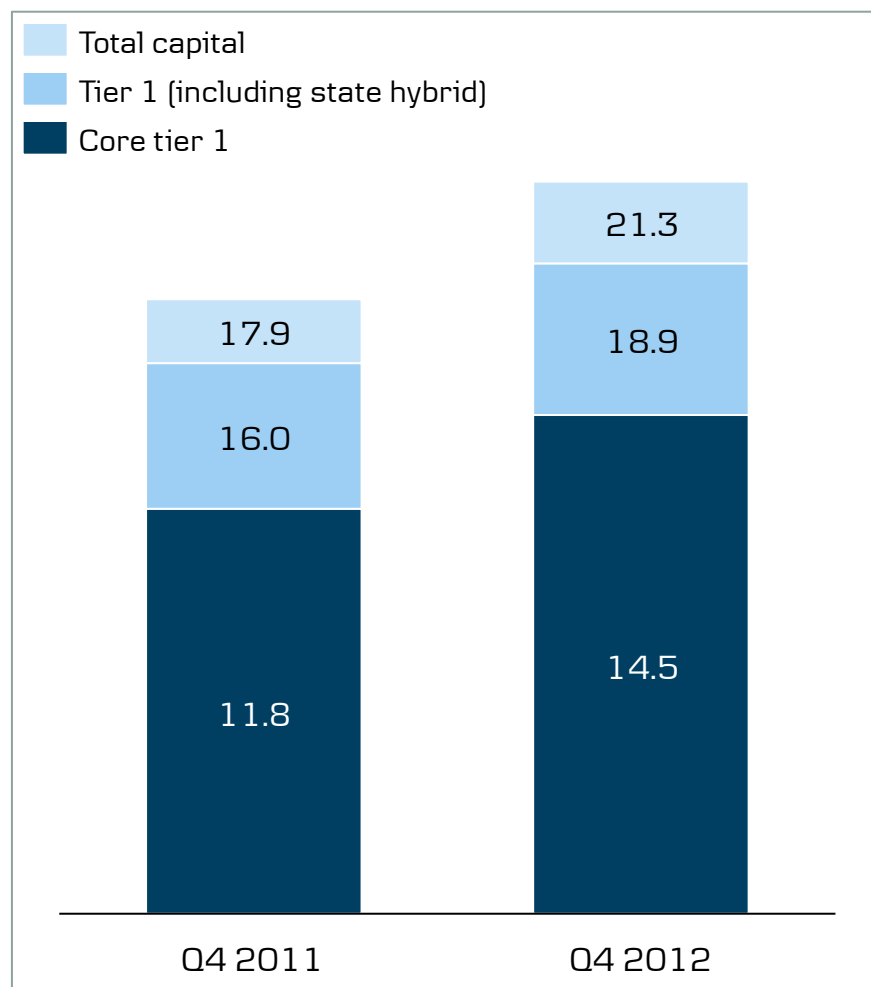
All Banking Activities units showed a profit except Non-core Ireland

Profit before tax broken down by business unit, 2012 (DKK m)



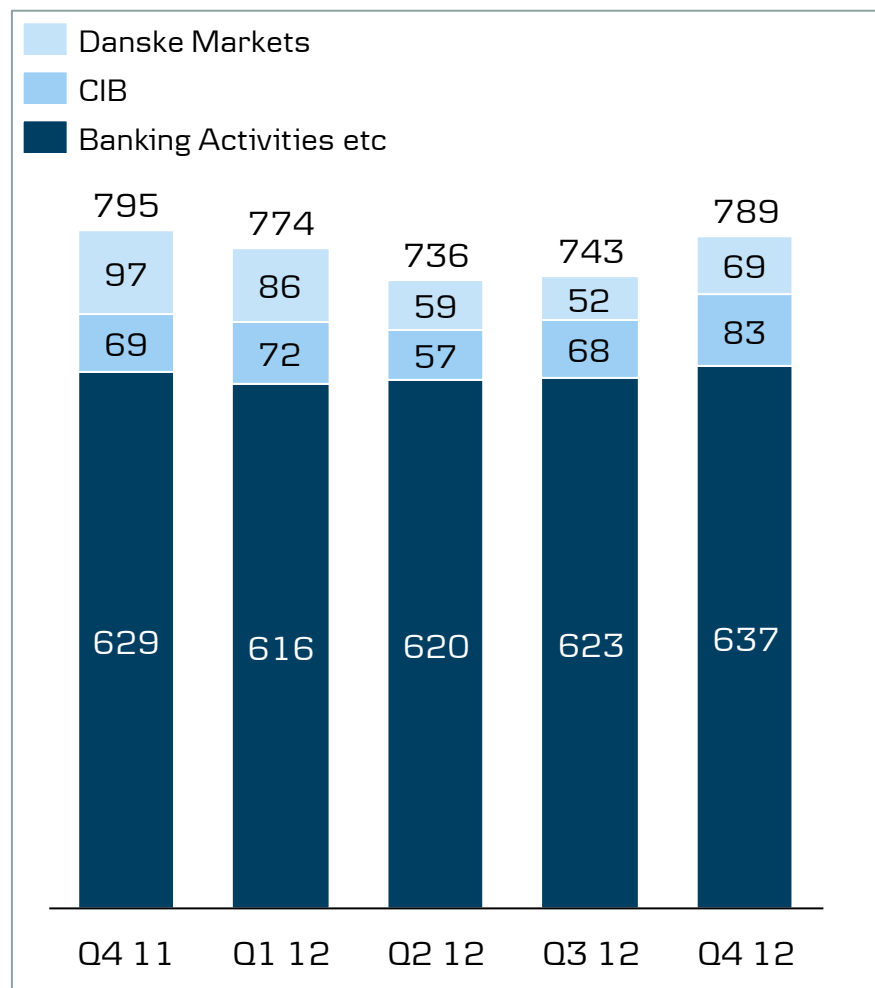
Strong core tier 1 capital ratio, above target of 13%

Capital base, under CRD/Basel II (%)

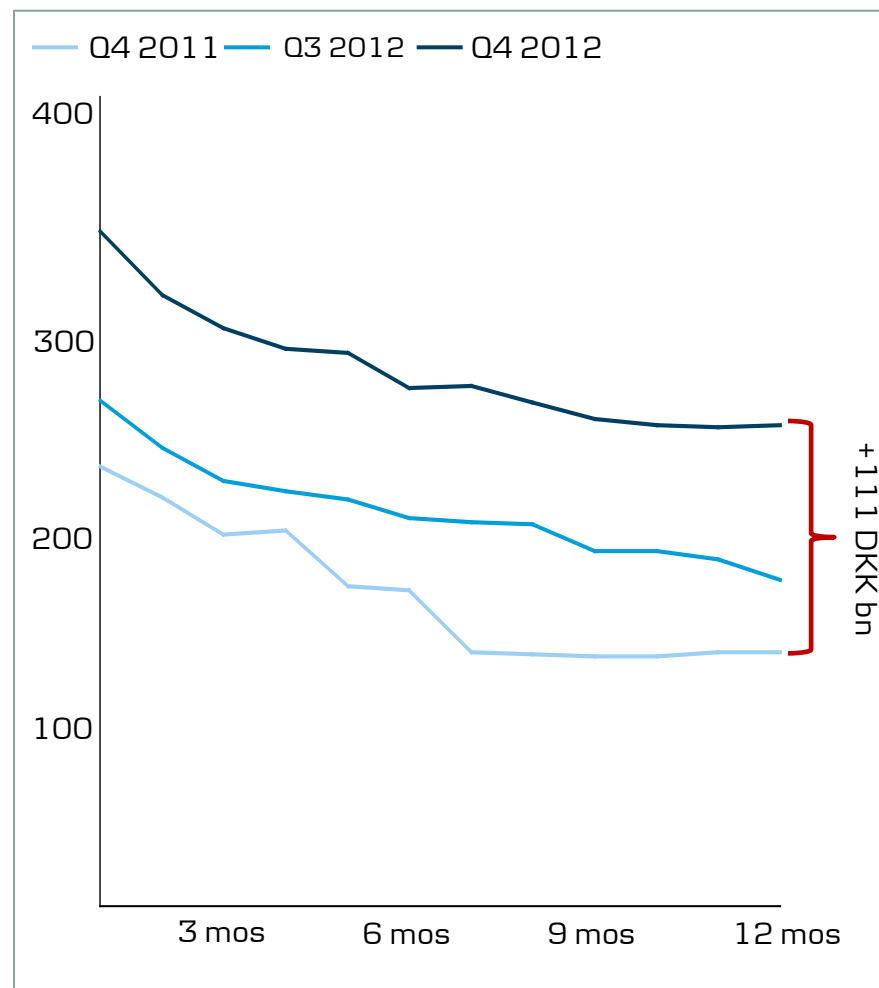


Strong liquidity and rising deposits in second half of 2012

Deposits (DKK bn)



Twelve-month liquidity (DKK bn)



Outlook for 2013 based on adjusted financial highlights

Macro

Economic growth to remain low in most markets

Income

Unchanged net interest income. Increasing net fee income
Trading income and insurance income below 2012 levels

Expenses

Flat because cost-saving initiatives will offset inflation

Impairments

Core activities: Slightly below 2012 level
Non-core activities: Significantly below 2012 level

Net profit

Net profit in the DKK 7.5-10 bn range, corresponding to ROE of 5.5-7%

New customer programme launched in Denmark

Three main objectives:

SIMPLE AND
TRANSPARENT

MORE BENEFITS

FAIR

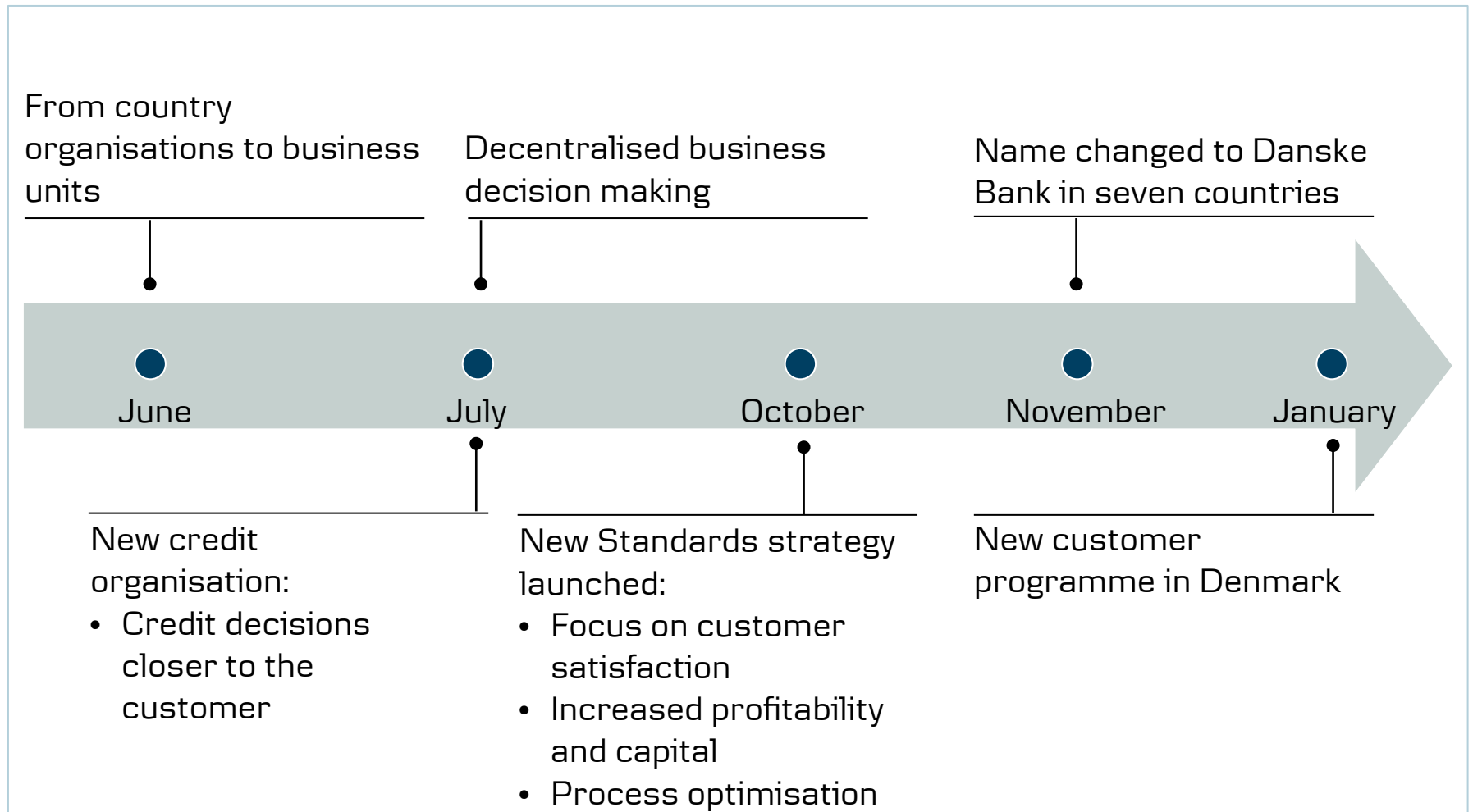


Good results in the first weeks of the customer programme

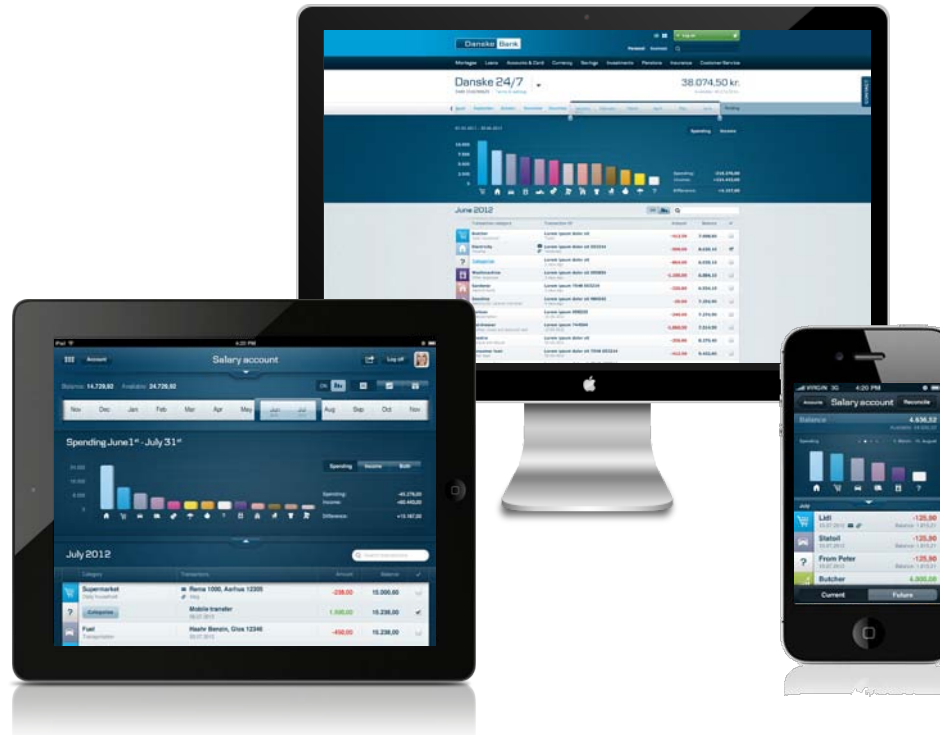


- **Almost 250,000 customers have registered for the programme**
- **Net outflow of personal customers since 1 January: below 3,800**
- **Daily inflow of new business volume rose 25% since the launch**
- **The number of insurance referrals has doubled since the launch**

We are following our plan of increased customer focus and efficiency



New expense overview ready for customers



- Accessible on all platforms
- Enables customers to make a budget and plan their finances
- Constant updating and automatic categorisation

Examples of the many new standards

Senior citizens & IT



- 3,000 participants in more than 60 “Step-by-step” meetings
- New instructional meetings on digital self-service on the way
- We are developing a simplified version of eBanking

Business mobile



- Access to innovative online solutions for mobile and tablet banking
- Meets a large demand from business customers
- New Business Online solution ready in March

New financing



- New financial options for businesses
- Up to DKK 25 billion in corporate bonds in Denmark
- Danske Bank is already strong in this field in Sweden in Norway

Summary

- ✓ Net profit rose DKK 3 billion to DKK 4.7 billion
- ✓ ROE of 3.7% is still far below the target
- ✓ Capital strength and liquidity improved significantly in 2012
- ✓ Implementation of New Standards is proceeding according to plan
- ✓ The improvement will continue in 2013, with net profit expected to be DKK 7.5 -10 billion



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