Debt investor update - first quarter 2021



# Agenda

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## We are a Nordic universal bank with strong regional roots

### Norway (AAA)

Challenger position

Market share: 7%

Share of Group lending: 10%

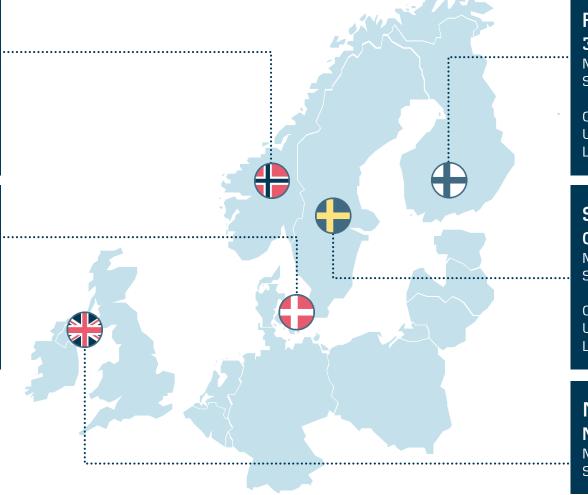
GDP growth 2021E: 3.7% Unemployment 2021E: 3.3% Leading central bank rate: 0.00%

### Denmark (AAA)

#### Market leader

Market share: 25% Share of Group lending: 39%

GDP growth 2021E: 3.0% Unemployment 2021E: 4.6% Leading central bank rate: -0.60%



## Finland (AA+)

### 3rd largest

Market share: 10%

Share of Group lending: 7%

GDP growth 2021E: 2.2% Unemployment 2021E: 3.3% Leading central bank rate: -0.50%

## Sweden (AAA)

### Challenger position

Market share: 5%

Share of Group lending: 10%

GDP growth 2021E: 3.4% Unemployment 2021E: 8.5% Leading central bank rate: 0.00%

## Northern Ireland (AA)

#### Market leader

Market share Personal: 19%, Business: 27% Share of Group lending: 3%



# Summary – Good customer activity drives total income up; significant decline in impairment charges and progress towards cost-income ratio ambition

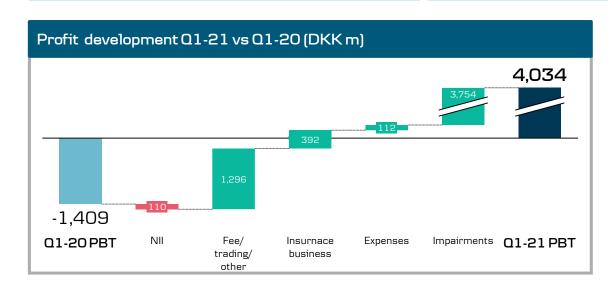
Continued lending growth driven by Nordic franchise, lockdown in Denmark resulting in low credit demand Diversified business model; capital markets platform delivering in current environment

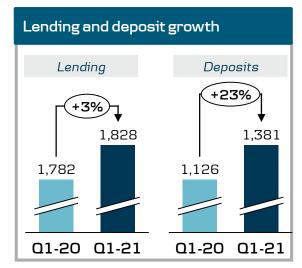
Positive impact from retail deposit repricing in Denmark; margin pressure on lending. Further deposit initiatives launched in April

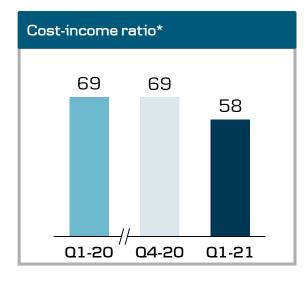
Credit quality remained strong; low impairments in Q1 and solid buffers

Steady progress with cost initiatives; costs further down in line with expectations

We confirm our net profit guidance for the year as a whole









# Solid trading and fee performance combined with more normalised impairment levels resulting in net profit of DKK 3,139 m

Income statement and key figures (DKK m)									
	01-21	01-20	Index	04-20	Index				
Net interest income	5,450	5,560	98	5,447	100				
Net fee income	3,402	3,240	105	3,644	93				
Net trading income	1,266	141	898	1,044	121				
Net income from insurance business	491	99	496	350	140				
Other income	195	186	105	97	201				
Total income	10,805	9,227	117	10,582	102				
Expenses	6,273	6,385	98	7,316	86				
Impairment charges on goodwill	-		-	-					
Impairments charges, other intangible assets	-		-	379					
Profit before loan impairment charges	4,531	2,842	159	2,886	157				
Loan impairment charges	497	4,251	12	713	70				
Profit before tax, core	4,034	-1,409	-	2,173	186				
Profit before tax, Non-core	20	-254	-	-113					
Profit before tax	4,054	-1,663	-	2,059	197				
Tax	914	-374	-	609	150				
Net profit	3,139	-1,289	-	1,450	216				

RoE (%)	RoE [%] C/I *[%]			CET1 (%)		REA (DKK bn)		EPS	
01-21	7.5	01-21	58.1	01-21	18.1	01-21	798	01-21	3.5
04-20	3.4	04-20	69.1	Q4-20	18.3	Q4-20	784	04-20	1.6
01-20	-3.8	01-20	69.2	03-20	18.2	Q3-20	766	01-20	-1.7

#### Key points, Q1-21 vs Q1-20

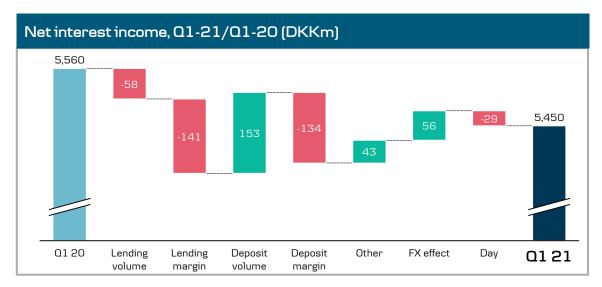
- Total income up 17%, driven by the rebound in trading income and net income from insurance business, off-set by slightly lower NII
- Cost-income ratio closer to longterm ambition; down 11pp due to a combination of higher total income and results from cost management initiatives
- Profit before tax further up due to a significant decrease in impairment levels of 88%, in line with expectations

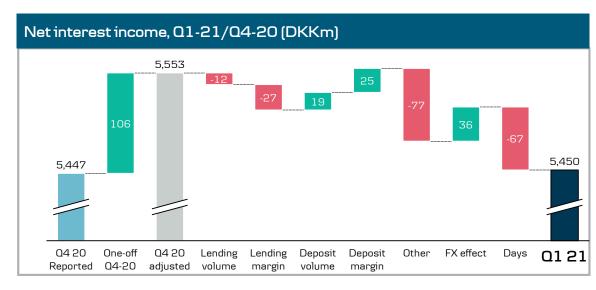
#### Key points, Q1-21 vs. Q4-20

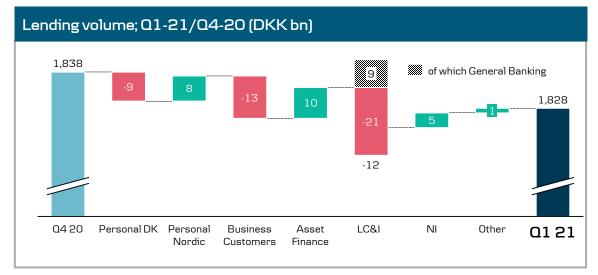
- Total income stable from Q4, despite record-high performance fee bookings in Q4 of 628 m
- Cost-income ratio further down from Q4, due mainly to run-off of transformation cost and costs related to AML/Estonia
- Impairments further down from the level in Q4, driven primarily by positive trend in LC&I oil-related exposure

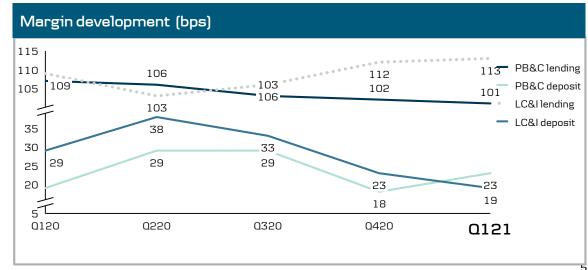


# NII: NII slightly down as increase in deposits and repricing partly mitigates negative effects from lending; Q1 stable due to deposit repricing effect, days and FX



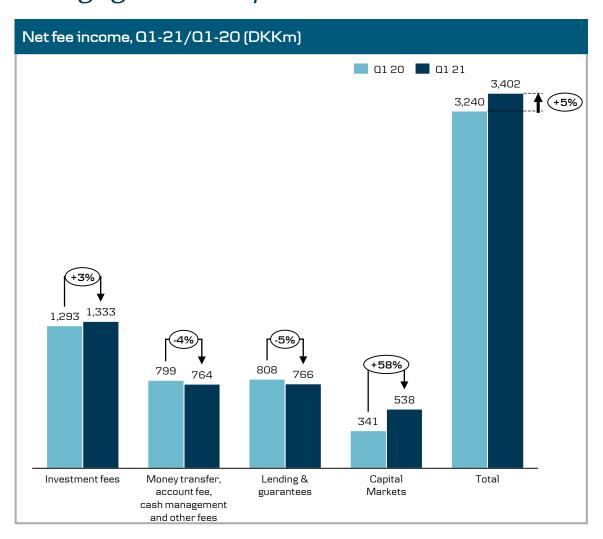


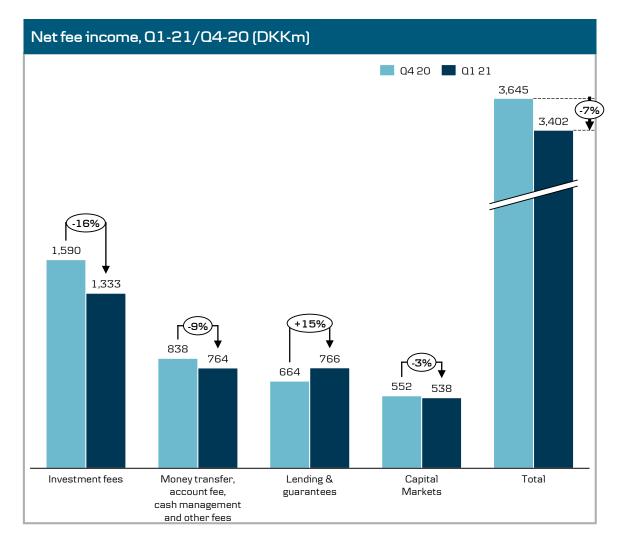






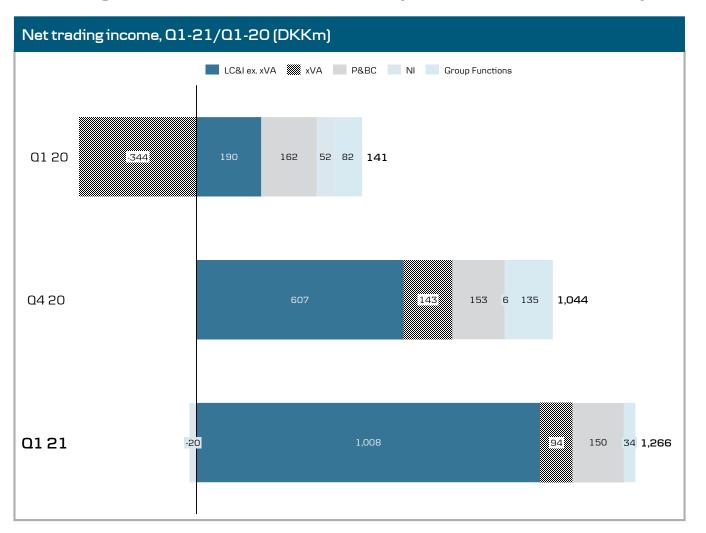
# Fee: Increase in fee driven by capital markets performance and AuM; Q1 impact from mortgage-related fees







# Trading: Rebound in trading income from difficult Q1 last year; strong underlying trading income Q/Q driven by customer activity and favourable market conditions



#### Highlights

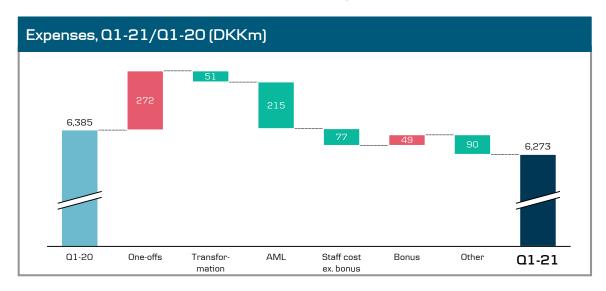
Trading income improved significantly from an extraordinarily turbulent  $\Omega1-20$ 

Trading income in Q1 positively affected by one-off of DKK 227 m from sale of Visa shares booked in Group Functions (Q4: one off of DKK +106 m)

Solid trading income at LC&I driven by seasonally high customer activity in  $\Omega1$ , positive value adjustments and benign market conditions



# Expenses: Downwards trajectory according to plan, including lower costs for AML/Estonia and transformation





### Highlights

Expenses adjusted for one-offs down 6% vs Q1-20 and 18% vs Q4-20

One-off of DKK 150 m related to provision for upcoming changes in the VAT setup following the ECJ ruling, and booking of DKK 122 m for Group-wide initiative to enable employees to work more effective, from home

Transformation costs significantly down from Q4-20, when most of 2020's transformation costs were booked, including provision for '21

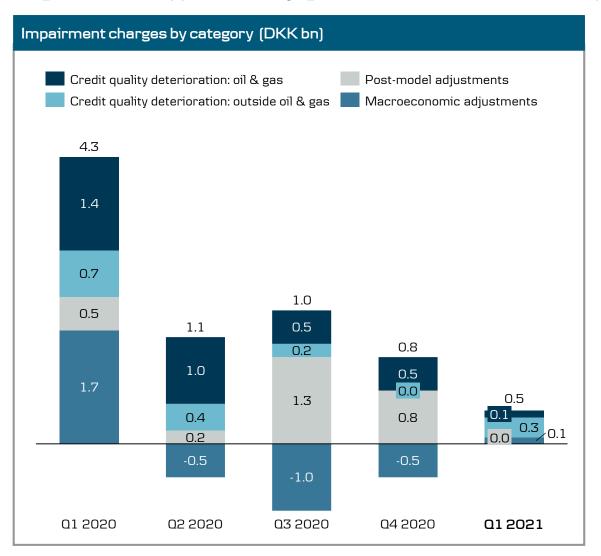
AML and Estonia case costs trending down according to plan

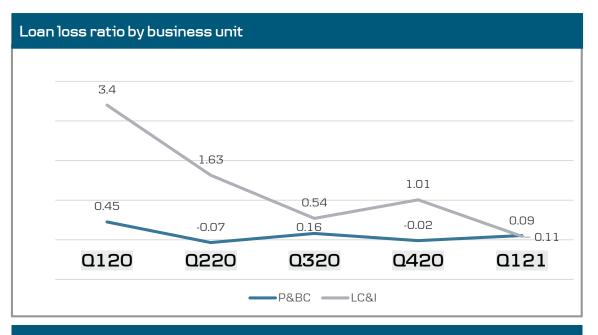
Underlying staff cost down as the layoff round at the end 2020 gathered effect.

FTEs down 398 from Q4-20 and 604 from Q3-20



# Impairments: Strong credit quality and low level of actual credit detoriation; individual exposures affected by pandemic accounted for most of the impairments in Q1



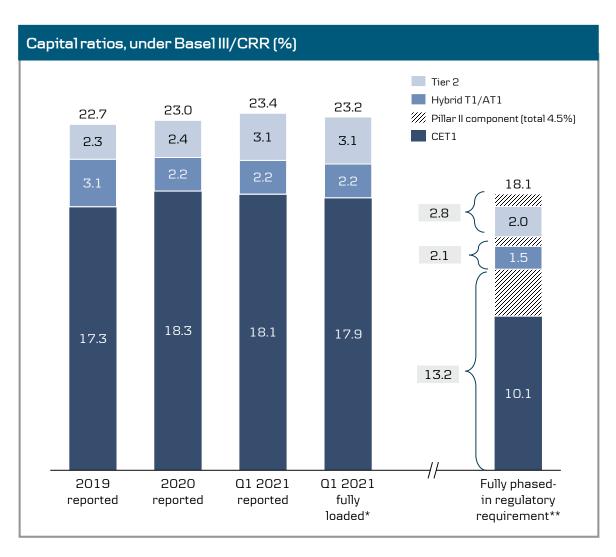


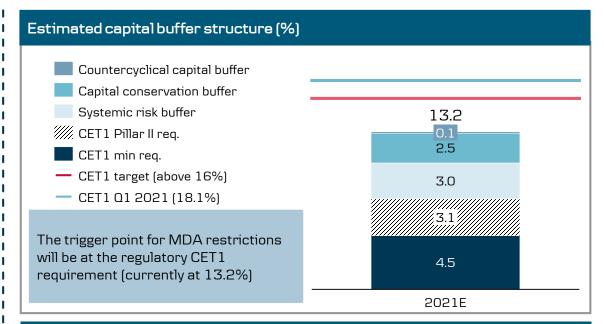
### Highlights

- P&BC accounted for the main part of impairment charges due to individual credit exposures affected by the corona crisis, for instance in the hotel, restaurants, and leisure segment. New charges were in line with expectations, and with limited spillover to other sectors
- Impairments decreased notably at LC&I owing to lower impairment charges against oil-related exposure; limited charges outside this sector



## Capital: Strong capital base; CET1 capital ratio of 18.1% (buffer of 4.9%)





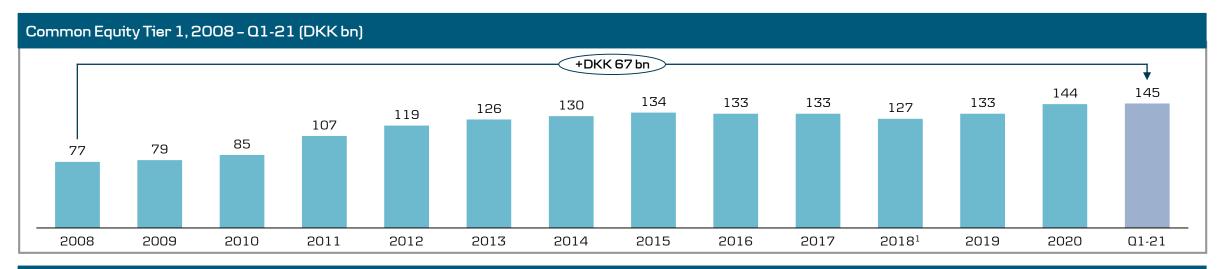
#### Highlights

- **CET1 capital ratio** has decreased from 18.3% to 18.1% since Q4-20, due primarily to an increase in REA excl. FX of 0.3% points
- Total REA increased by 14bn to 798bn, due mainly to the higher market risk (+11) and credit risk (+3)
- Of the DKK 25-35 bn expected REA  $^{1]}$  increase for H1-21 related to implementation of EBA guidelines, approx. 12 bn has been implemented in Q1-21 and expect the remainder to take effect in Q2-20. Further increases expected for H2-21 of a similar magnitude as H1
- The Group's **leverage ratio** under transitional rules and under fully phased-in rules has decreased 0.1% point to 4.4% since Q4-2020

<sup>\*</sup> Based on fully phased-in rules including fully phased-in impact of IFRS 9. \*\* Pro forma fully phased-in min. CET1 req. in 2021 of 4.5%, capital conservation buffer of 2.5%, SIFI req. of 3%, countercyclical buffer of 0.1% and CET1 component of P-II requirement



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



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	01
REA	960	834	844	906	819	852	865	834	815	753	748	767	784	:
CET1 ratio	8.1%	9.5%	10.1%	11.8%	14.5%	14.7%	15.1%	16.1%	16.3%	17.6%	17.0%	17.3%	18.3%	18
Net profit	1.0	1.7	3.7	1.7	4.7	7.1	13.0 <sup>2</sup>	17.7 <sup>2</sup>	19.9	20.9	15.0	15.1	4.6	
Distribution to shareholders <sup>3</sup>	0	0	0	0	0	2.0	10.5	17.1	18.9	16.3	7.6	0	1.7	

<sup>1.</sup> The decline in CET1 capital in 2018 is due mainly to Danica Pension's acquisition of SEB Pension Danmark which led to a higher deduction in Group regulatory capital. 2. Before goodwill impairment charges 3. Based on year-end communicated distributions. 2017 is adjusted for cancelled buy-back. 2019 is adjusted for cancelled dividend.



# Fully compliant with MREL requirement; expect to cover MREL need with both preferred and non-preferred senior

#### Overview of MREL

The Group has to meet both an MREL requirement and a separate debt buffer requirement for Realkredit Danmark (RD)

#### MREL requirement;

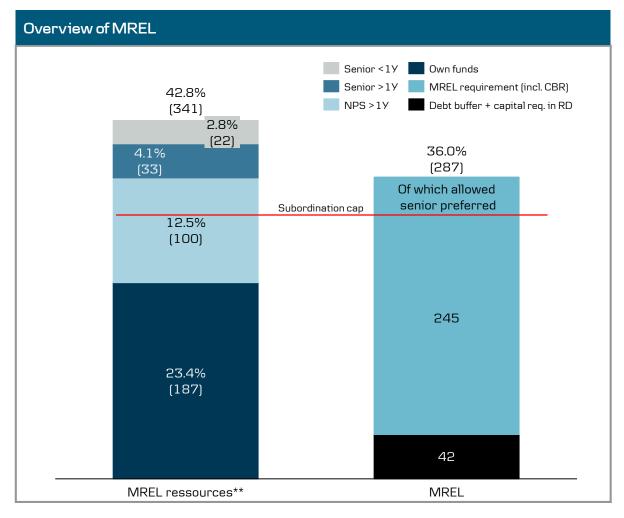
- REA based (adjusted for RD): 2x(P1 + P2) + CBR -CCyB => DKK 207 bn
- CBR stacked on top of MREL requirement => DKK 38 bn
- De facto MREL requirement => DKK 245 bn
- M-MDA: CBR must be met in addition to MREL => Substantial headroom to M-MDA.

#### Adding

- RD capital and debt buffer => DKK 42 bn
- =>Total resolution requirement:
- Q1 2021 REA based (incl. CBR) + RD  $\Rightarrow$  36.0% of Group REA / DKK 287 bn

#### Subordination requirement:

- As the higher of 2x(P1 + P2) + CBR or 8% TLOF => MREL subordination requirement 30.6% of adjusted REA (DKK 208 bn)
- Total subordination requirement including RD = > 31.3 % (DKK 251 bn)
- => We expect to cover MREL need with new issues of both preferred senior and non-preferred senior

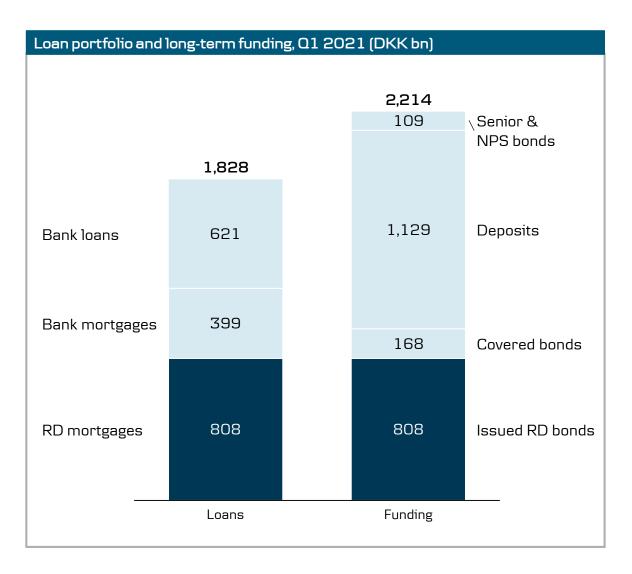


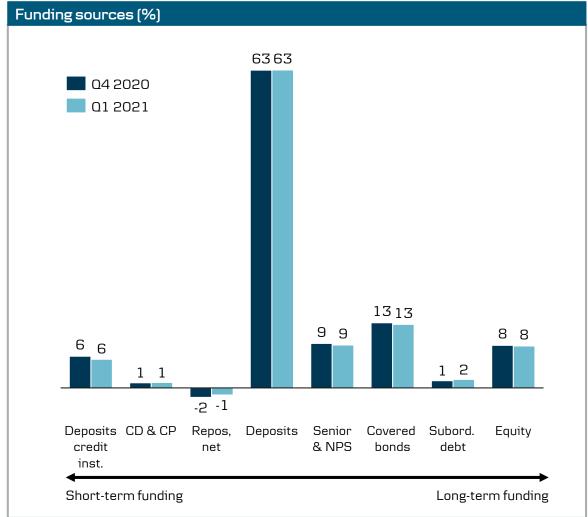
<sup>\*</sup> RD is not included in the consolidation for the purpose of determining the MREL for the Group. The capital and debt buffer requirements that apply to RD are thus deducted from the liabilities used to fulfil the MREL. Consequently, the total resolution requirement and subordination requirement is the sum of Group's MREL requirement and RD's capital and debt buffer requirement.

\*\* MREL resources include structured notes.



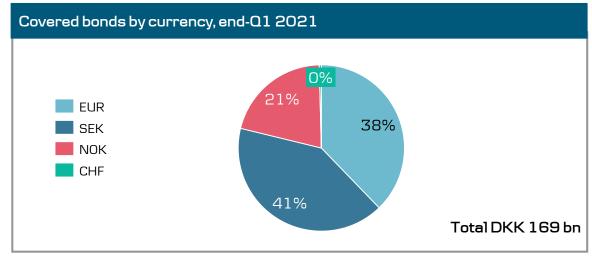
## Funding structure and sources: Danish mortgage system is fully pass-through

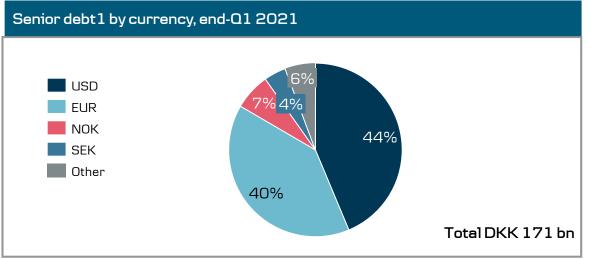






# Funding programmes and currencies

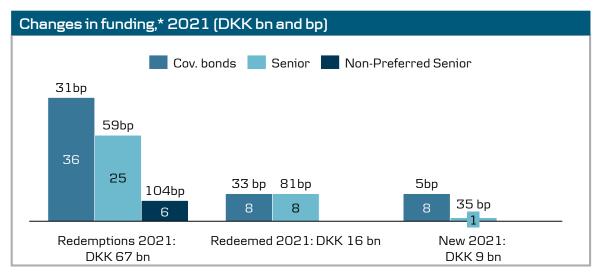


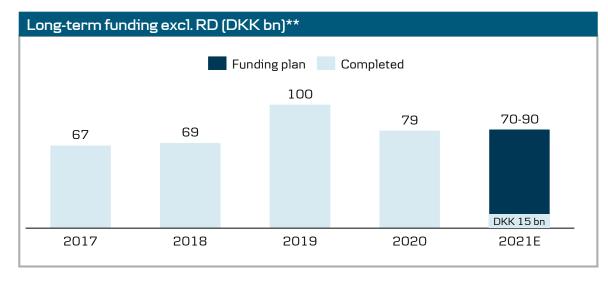


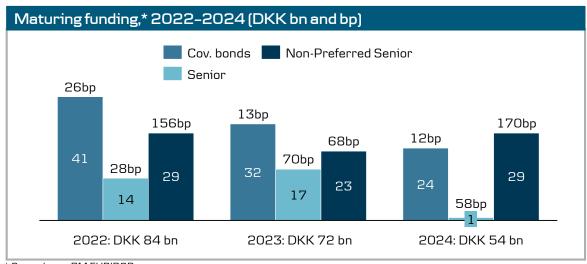
Largest funding	programmes, end-Q1 2021		
		Utilisation	
	EMTN Programme Limit - EUR 35bn	46%	
	Global Covered Bond Limit - EUR 30bn	73%	
	ECP Programme Limit - EUR 13bn	6%	
	US MTN (144A) Limit - USD 20 bn	57%	
	<b>US Commercial Paper</b> Limit - USD 6bn	21%	
	<b>UK Certificate of Deposit</b> Limit - USD 15bn	6%	
	<b>NEU Commercial Paper</b> Limit - EUR 10bn	3%	

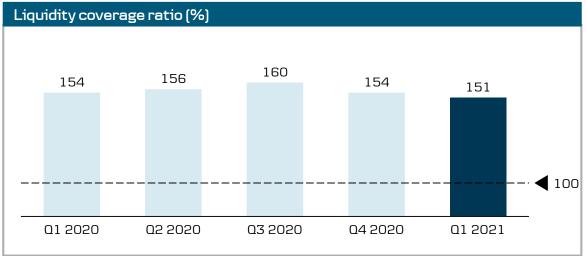


## Funding and liquidity: LCR compliant at 151%







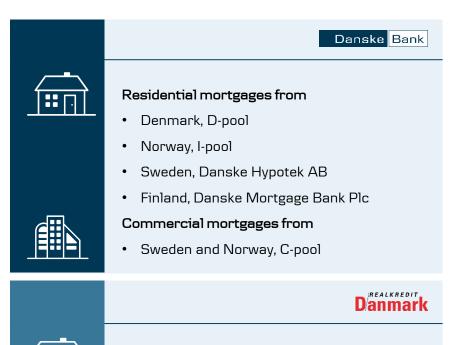


<sup>\*</sup> Spread over 3M EURIBOR.

<sup>\*\*</sup> Includes covered bonds, senior, non-preferred senior and capital instruments, excl. RD, .

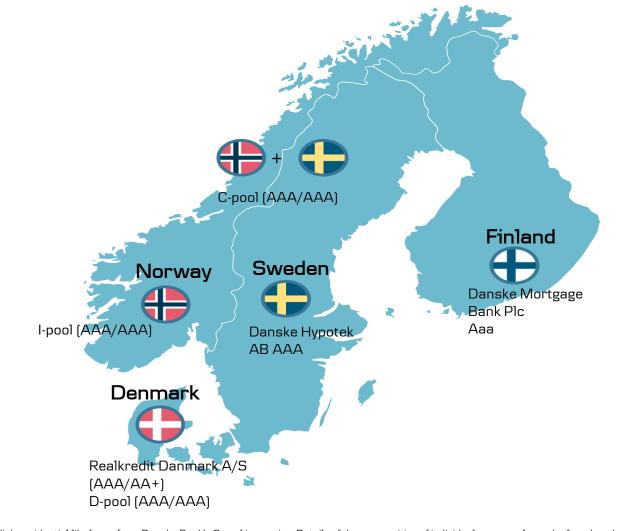


## Danske Bank covered bond universe, a transparent pool structure<sup>1</sup>



# Pass-through principle based on mortgages from primarily Denmark

- Capital Centre T, Adjustable-rate mortgages
- Capital Centre S, Fixed-rate callable mortgages



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



## Danske Bank's credit ratings

#### Long-term instrument ratings S&P Fitch Moody's Scope AAA AAA Aaa AAA AA+ Aa1 AA+ AA+ Aa2 AA AA AA Aa3 AA-AA-AA-Α1 Α+ Α+ Investment grade Α A2 Α Α Α-А3 A-A-BBB+ Baa1 BBB+ BBB+ BBB Baa2 BBB BBB BBB-Baa3 BBB-BBBgrade BB+ BB+ Ba1 BB+ Fitch rated covered bonds - RD, Danske Bank Speculative 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 Non-preferred senior Tier 2 Additional Tier 1

### No rating actions on Danske Bank in $01\ 2021$

## Moody's affirmed its rating and Stable outlook on Danske Bank on 18 December 2020

Moody's cite asset quality and capitalisation as strengths and profitability pressures as a weakness

## S&P affirmed its rating and Stable outlook on Danske Bank on 16 December 2020

S&P cite Danske's capitalisation as a relative strength, offsetting pressure on earnings and asset quality

#### Fitch retains Negative Outlook on Danske Bank's ratings

The Negative outlook reflects the economic uncertainties relating to the fallout from the coronavirus pandemic and the financial uncertainties relating to the Estonia case

Moody's and S&P have a stable outlook for Danske Bank, whereas Fitch retains its Negative outlook. The outlooks reflect the economic uncertainties relating to the fallout from the corona crisis and the financial uncertainties 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

		01 2021	31 Dec 2020	31 Dec 2019	31 Dec 2018	Range
1 DISCLOSUM RIGHT ACTION	В	271 companies, out of the 9526 analysed, made the climate change A List in 2020	В	С	С	D- to A+ (A+ highest rating)
ISS ESG ⊳	C+ Prime	Decile rank: 1  Of the 287 banks rated, C+ is the highest rating assigned	C+ Prime	C Prime	C Prime	D- to A+ (A+ highest rating) A decile rank of 1 indicates a higher ESG performance, while a decile rank of 10 indicates a lower ESG performance
MSCI ∰	BB	MSCI rates 197 banks     AAA 2%     AA 24%     A 25%     BBB 25%     BB 17%     B 6%     CCC 1%	BB	В	В	CCC to AAA (AAA highest rating)
SUSTAINALYTICS	High Risk (30.2)	Rank in Diversified Banks 170/388 Rank in Banks 431/981	High Risk (30.2)	Medium Risk (29.4)	N/A	Negligible to Severe risk (1 = lowest risk)
vigeeiris	64	Rank in Sector 6/31 Rank n Region 75/1617 Rank in Universe 79/4893	64	59	55	0 to 100 (100 highest rating)

- ESG rating agencies are not regulated
- ESG ratings are unsolicited and in principle based on public information
- Disclosure of ESG ratings is discretionary

- ESG rating agency criteria are not always public
- ESG ratings are updated annually with interim updates limited

 $<sup>^{</sup>m 1}$  CDP: Carbon Disclosure Project – primary focus is on climate change / management, also linked to TCFD



# Appendix

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## Sustainability is an integrated element of our corporate strategy and our corporate targets

## What we want to accomplish by 2023

### How we measure success



"On average among the top 2 in customer satisfaction in everything we do"



≤2.0 average CSAT rank



Employees

"At least 90% of our employees are engaged"



≥90% engagement index



"We operate sustainably, ethically, and transparently - and have positive impact on the societies we are part of"



Quantified progress across seven specific focus areas



"We continuously improve the profitability level, leveraging our full potential"



CIR in the low 50s Dividend policy of 40-60%

9-10% return on equity

The	he seven focus areas							
	Sustainable finance	1	Sustainable investing					
	Susta fina	2	Sustainable financing					
	Θ m	3	Governance					
	Sustainable operations	4	Diversity & inclusion					
	u) S	5	Environmental footprint					
	Impact nitiatives	6	Entrepreneurshi p					
	lmp initia	7	Financial literacy					



## Danske Bank aims to be a leading bank in the Nordics on Sustainable Finance

## Fully committed to the Paris Climate Agreement

- Net Zero Asset Owners' Alliance
- Net Zero Asset Managers' Initiative
- Committed to set PCA aligned targets for corporate lending
- Own operations have been Net Zero since 2009; continued reduction of absolute emissions

## Execution delivering results

- #1 Nordic bookrunner for green, social and sust. bonds 20201
- #1 Nordic mandated lead arranger of sust.-linked loans 2020<sup>1)</sup>
- 136 bn DKK in sustainable financing
- 236 bn DKK in funds that promote ESG; 33 bn DKK in sustainable pensions
- New products being launched, e.g. Global Sustainable Future and Danica Green Balance

## Firm focus on ESG integration

- Data and analytics
- Advisory
- Products & Solutions
- Risk Management
- Pricing
- Reporting & transparency

## Partnering for excellence

- UNEP FI TCFD scenario modelling
- Partnership for Carbon Accounting Financials
- Principles for Responsible Banking
- European and National sector associations
- Banking for Impact

## Danske Bank is delivering effectively on it's sustainability ambitions

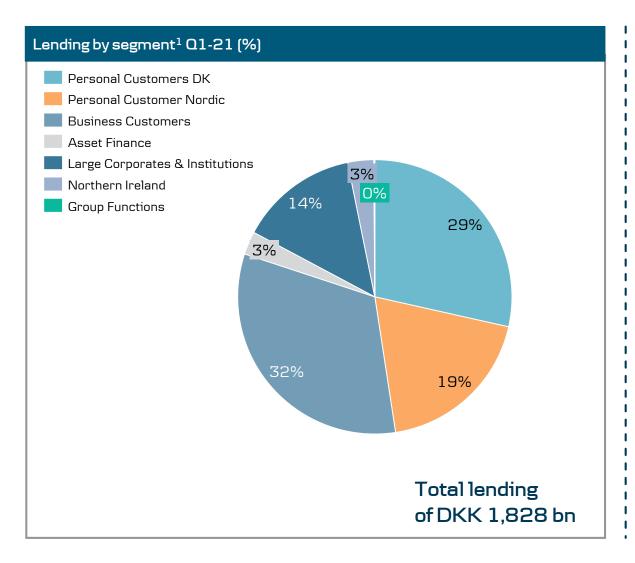
#### Sustainable finance Sustainable operations Impact initiatives Sustainable Sustainable Governance & **Employee Environmental Financial** Entrepreneurfinancing well-being & footprint ship confidence investing integrity diversity Target DKK 400bn Well above Over 95% of More than 35% Reducing our CO2 10,000 start-ups 2m people 2023 invested in funds DKK 100bn in employees trained women in senior emissions by & scale-ups supported with sustainable annually in risk and 10% vs 2019 and supported with financial literacy that promote leadership ESG - and DKK compliance with 75% vs 2010 tools and expertise financing - and positions growth and impact 30bn (since 2018) setting Paris passed tests tools, services Agreement aligned invested by and expertise Danica Pension climate targets for (since 2016) in the green our corporate transition lending portfolio DKK 136bn 1) 31% 1.15 m Status DKK 236bn 95% 48% vs 2019 5.065 in ESG funds (Q1-21) (Q1)2020 86% vs 2010<sup>2</sup> **DKK 33bn** 1) 23% of portfolio mapped for climate impact by Danica (Q1)

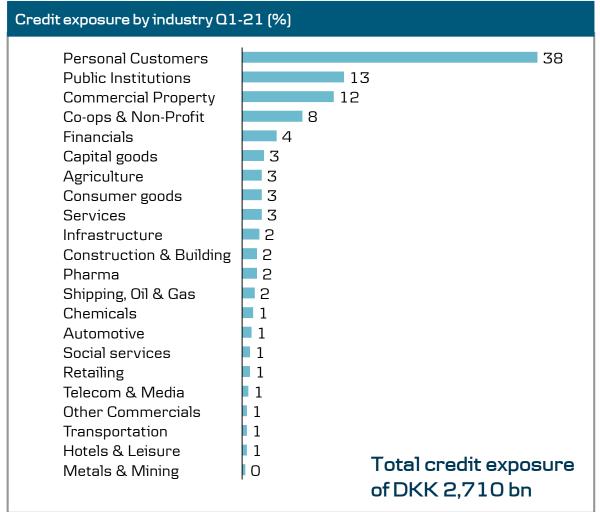
<sup>1)</sup> Will be calibrated during H4 2021

<sup>2)</sup> Reductions in 2020 were largely driven by reduced travel due to COVID-19. The 2023 reduction target is currently being considered for calibration.



## Strong footprint within retail lending





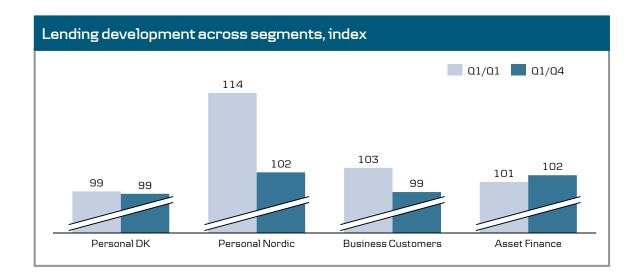


# P&BC - Commercial momentum across Personal Customers Nordic; deposit repricing partly mitigated NII effect

### Highlights

Personal Customers DK saw a positive NII development, as deposit repricing more than offset mortgage product mix effects and increased repayment of bank loans Good traction in Personal
Customers Nordic; continued
inflow from partnership
agreements, especially
Norway, to counter continued
margin pressure

Continued high inflow of lowmargin deposits from business customers' liquidity management puts pressure on NII Launched new green loans for all business customers and lowered threshold from DKK 100 m to DKK 30 DKK m for obtaining green loans offered through RD







# P&BC -Profit before tax significantly up from diversified income streams in DK, lending growth in other Nordic countries and lower impairments

Key figures (DKK m)							
	01-21	01-21/ 01-20(%)	01-21/ 04-20 (%)				
Total income	5,975	-2%	+6%				
Operating expenses	3,638	+3%	-16%				
Loan impairments	435	-75%	+685%				
Profit before tax	1,903	+126%	+36%				
Lending (DKK bn)	1,529	+4%	0%				
Deposits (DKK bn)	696	+16%	+2%				

#### Q1-21 vs Q1-20

- PBT significantly up due to considerably lower impairments than the very high model-driven impairments in Q1-20 related to the pandemic
- Total income slightly down against Q1-20:
  - NII tailwind from deposit repricing in Denmark, whereas other Nordic countries' deposit margin trends drove NII slightly down
  - Solid fee performance; high investment activity in Q1 almost fully offsetting the effect from the high remortgaging activity in same period last year
- Expenses up due to the significant spend on AML and compliance remediation throughout 2020

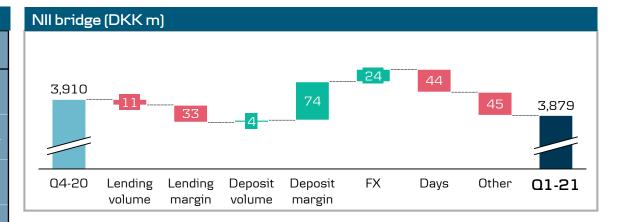
#### Q1-21 vs Q4-20

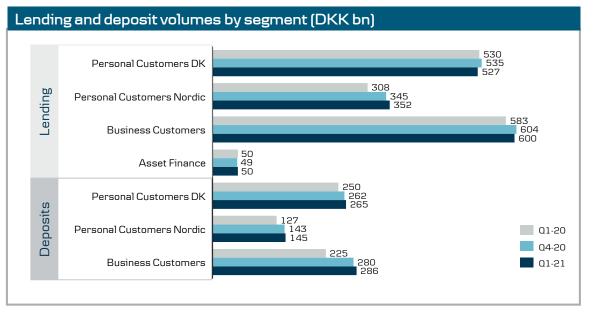
- PBT significantly up, driven by increasing total income and run-off of transformation costs
- Total income up against Q4 driven by
  - NII tailwind from deposit repricing in DK combined with positive commercial momentum outside DK. However, lending effects in DK and continued margin pressure drove NII for P&BC slightly down
  - positive development for investment activities in Q1 resulting in solid fee income for the quarter relative to Q4, even when excluding negative one-off in Q4
- Operating expenses were lower than in Q4 mainly because Q4 saw high costs related to transformation and seasonal bookings related to year's end
- Impairments significantly up, as Q1 saw impairments against Corona related exposure, whereas Q4 saw net reversal, driven by macroeconomic model updates



## Personal & Business Customers

Income statement (DKK m)					
	01-21	01-20	Index	Q4-20	Index
Net interest income	3,879	3,951	98	3,910	99
Net fee income	1,750	1,815	96	1,414	124
Net trading income	150	162	93	153	98
Other income	196	194	101	164	120
Total income	5,975	6,122	98	5,641	106
Expenses	3,638	3,528	103	4,318	84
Impairment charges on goodwill	-	-	-	-	
Profit before loan impairment charges	2,337	2,594	90	1,322	177
Loan impairment charges	435	1,751	25	-73	
Profit before tax	1,903	843	226	1,396	136







# Realkredit Danmark portfolio overview: 71% of new retail lending in Q1 was fixed-rate vs 48% of stock

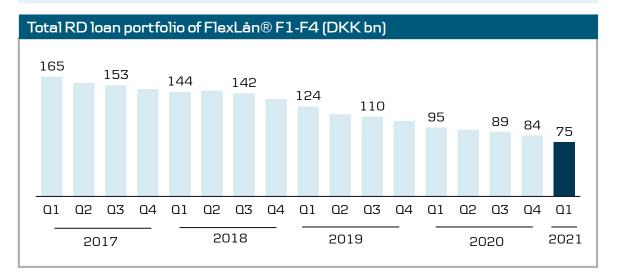
### C&I lending volume (DKK bn)

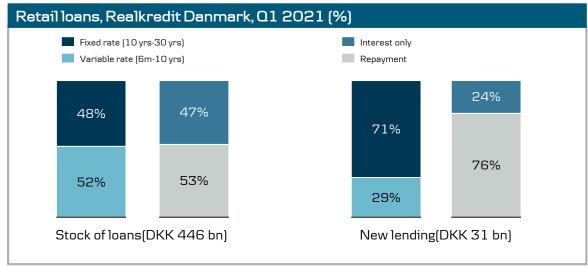
#### Portfolio facts, Realkredit Danmark, Q1 2021

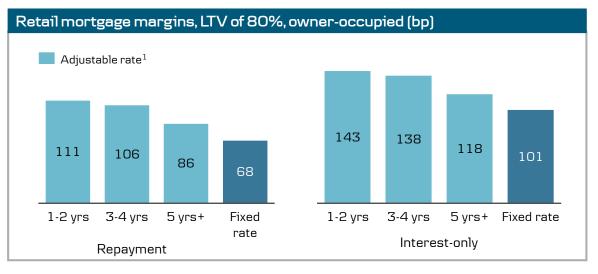
- Approx. 336,000 loans (residential and commercial)
- 849 loans in 3- and 6-month arrears (-10% since Q4 2020)
- 13 repossessed properties (-8 since Q4 2020)
- DKK 9 bn in loans with an LTV ratio > 100%, including DKK 7 bn covered by a public guarantee
- Average LTV ratio of 58%
- We comply with all five requirements of the supervisory diamond for Danish mortgage credit institutions

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

- Residential: 80%
- Commercial: 60%







<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).



# LC&I – Strong activity in capital markets, supportive market conditions and good traction in Asset Management

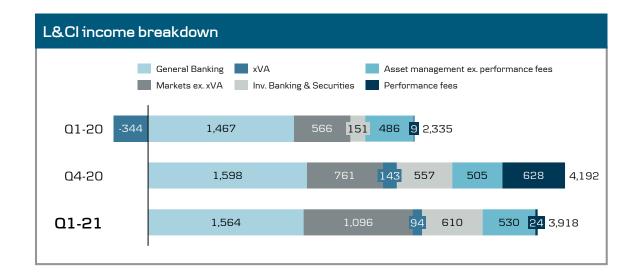
### Highlights

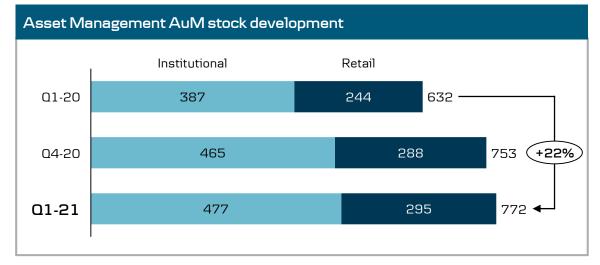
Capital Markets sustaining the positive trend; supported customers in a large number of transactions during the first quarter across loan, debt and equity capital markets

Customer activity was high across the financial markets, and with supportive market conditions, this resulted in high seasonal income from Markets

High level of green bond issuance in Q1, in which we maintained our position as a leading bank within sustainable finance in Europe

Good momentum in Asset Management; trend continued in Q1-21 with positive net sales, driven primarily by the retail segment







## LC&I: Good start to the year with commercial momentum and low impairment levels

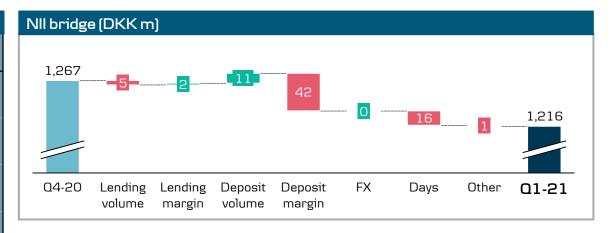
Key figures (DKK m	1)			
	01-21	01-21/ 01-20(%)	01-21/ 04-20(%)	
Total income	3,918	+68%	-7%	<ul> <li>O1-21 vs O1-20</li> <li>PBT significantly up against O1-20, as we saw a recovery in the financial markets and significantly lower</li> </ul>
Operating expenses	1,851	+2%	-13%	<ul> <li>impairments related to oil exposure</li> <li>Total income significantly up, driven by all income lines, particularly from two trends:</li> <li>Strong recovery for fee and trading income from Ω1-20, which was highly affected by difficult market conditions and customer activity</li> </ul>
Loan impairments	69	-94%	-90%	<ul> <li>Operating expenses flat as effects from cost focus mitigated the increasingly higher AML and compliance related costs throughout 2020</li> </ul>
Profit before tax	1,998	+210%	+46%	PBT significantly up driven by lower impairments, especially related to oil exposure, continued commercial momentum, favourable market conditions and run-off of transformation costs
Lending* (DKK bn)	233	-3 %	+3.8%	<ul> <li>Reported total income is down against Q4-20, in which we saw record high performance fees. The underlying positive performance of Q1 stems from:         <ul> <li>a continuation of strong capital markets fee performance seen in the latter part of 2020</li> <li>supportive financial markets and customer activity allowed for a good trading result</li> </ul> </li> </ul>
AuM (DKKbn)	772	+22%	+3%	Asset Management business gained momentum on the back of increased AuM during last year and this continued into the first quarter of 2021

\*Lending volume for General Banking



# Large Corporates and Institutions

Income statement (DKK m)					
	01-21	01-20	Index	04-20	Index
Net interest income	1,216	1,143	106	1,267	96
Net fee income	1,599	1,347	119	2,176	73
Net trading income	1,102	-154	-716	750	147
Other income	1	-	-	- 1	•
Total income	3,918	2,336	168	4,191	93
Expenses	1,851	1,812	102	2,119	87
Impairment charges on goodwill	-	-	-	-	-
Profit before loan impairment charges	2,067	523	395	2,072	100
Loan impairment charges	69	2,328	3	703	10
Profit before tax	1,998	-1,804	-	1,368	146



ECM Nor	ECM Nordic League Table, (Source: Dealogic April 22)					
Rank	Bookrunner	Deal value EUR (m)				
1	Danske Bank	3,760				
2	Morgan Stanley	3,163				
3	Carnegie	1,576				
4	ABG Sundal Collier	1,431				
5	Pareto Securities	975				
6	Nordea	879				
7	SpareBank 1 Markets AS	594				
8	DNB Markets	528				
9	SEB	485				
10	Arctic Securities AS	405				



# Positive result at Danica Pension driven by improved life insurance result; Northern Ireland held up well despite subdued economic activity and interest rate drop

Danica Pension, key figures (DKK m)						
	01-21	01-21/01-20(%)	01-21/04-20(%)			
Result, life	784	+73%	+38%			
Result, H&A	-290	-6%	-245%			
Net income*	491	+395%	+40%			
Asset under Management	465,520	16%	0%			
Premiums, insurance	8,599	+6%	+12%			

#### Q1-21 vs Q1-20

Net income from insurance business significantly up from low levels in Q1-20, primarily driven by a positive result on life insurance due to an increase in fees from higher AuM and positive investment results on life insurance

#### Q1-21 vs Q4-20

Net income from insurance business up, driven by an increase of 38% in the life insurance business result. Adjusted for one-offs\*\* in  $\Omega1$  and  $\Omega4$ , underlying income (in both quarters) saw positive effects from the increasing investment results

Northern Ireland, key figures (DKK m)							
	01 '21	01-21/01-20(%)	01-21/04-20(%)				
Total income	374	- 6%	-27%				
Operating expenses	275	-10 %	-8%				
Loan impairments	-7	-104%	-108%				
Profit before tax	106	+116%	+960%				

#### Q1-21 vs Q1-20

Total income held up well; increasing lending and deposit volumes, but offset by lower interest rates, low economic activity and lower trading income Expenses down 8% as a result of tight cost control

#### Q1-21 vs Q4-20

NII up 2 % from higher lending and deposits, however, other income lines drive total income down

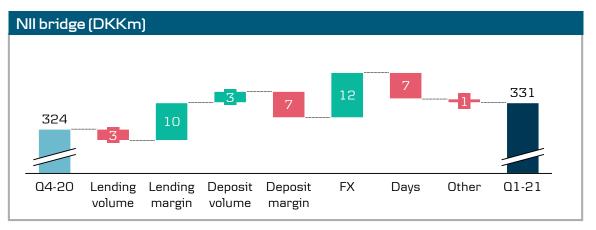
<sup>\*</sup>Including 3 m which is booked in Group Treasury,

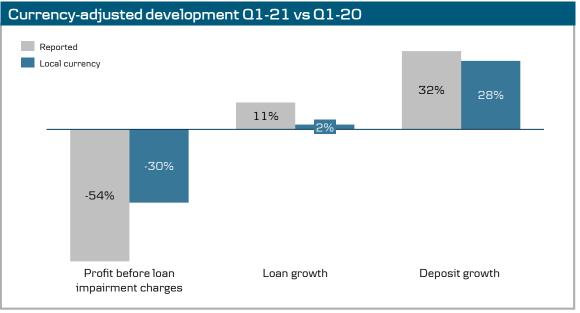
<sup>\*\*</sup>Provision of -200 m related to pension yield tax in Q1, and Q4 one-offs of -418 m



## Northern Bank

Income statement and key figures (DKK m)								
	01-21	01-20	Index	Q4-20	Index			
Net interest income	331	375	88	324	102			
Net fee income	60	83	72	66	91			
Net trading income	-20	52	-	6	-			
Other income	3	4	75	4	75			
Total income	374	515	73	400	94			
Expenses	275	300	92	307	90			
Profit before loan impairment charges	99	215	46	93	106			
Loan impairment charges	-7	165	-	83				
Profit before tax	106	49	216	10	1,060			

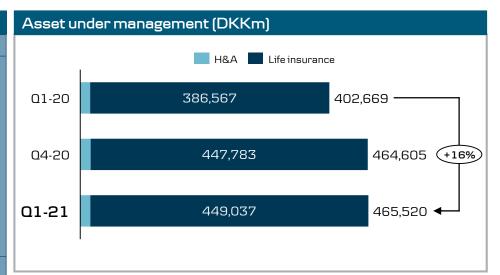


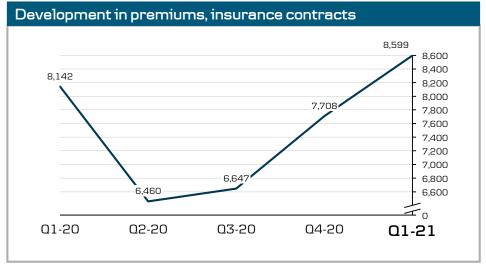




## Danica Pension

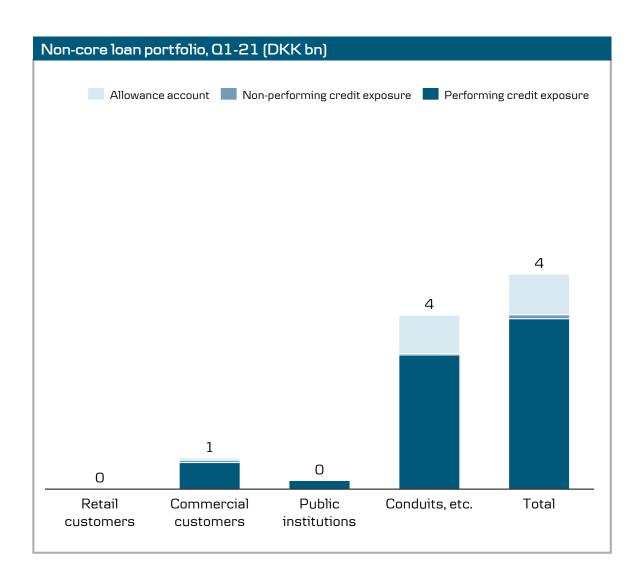
Income statement and key figures (DKK m)								
	01-21	01-20	Index	04-20	Index			
Result, life insurance	784	453	173	569	138			
Result, health and accident insurance	-290	-274	106	-84	345			
Return on investments, shareholders' equity, etc.	0	-157	0	-76	0			
Goodwill impairment	0	0		0				
Discontinued operations	0	0		0				
Net income before tax at Danica Pension <sup>1</sup>	494	22	2245	409	121			
Included within Group Treasury	-3	77	-	-59	-			
Net income from insurance business	491	99	496	350	140			
Premiums, insurance contracts	8,599	8,142	106	7,708	112			
Premiums, investment contracts	649	401	162	375	173			
Provisions, insurance contracts	427,885	384,333	111	428,736	100			
Provisions, investment contracts	32,317	21,917	147	29,525	109			

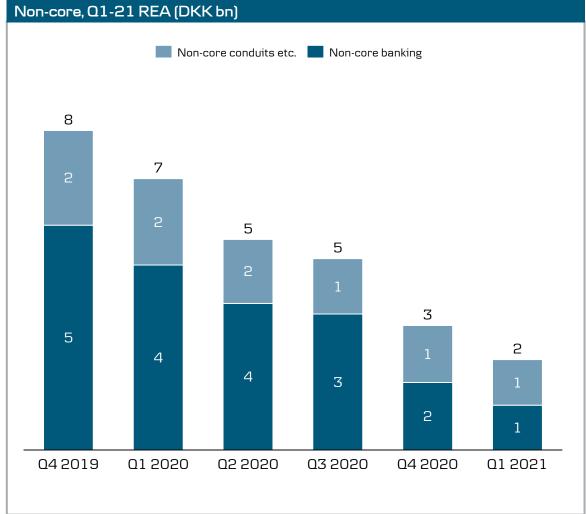






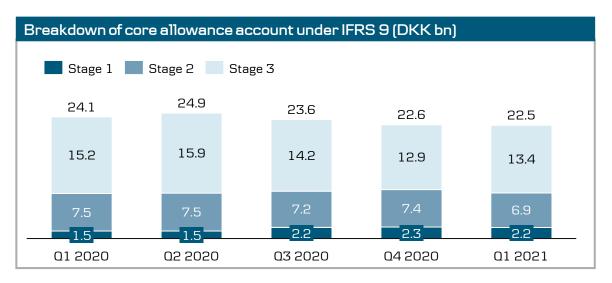
## Non-core





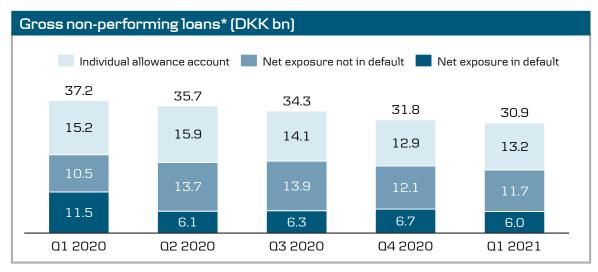


## Credit quality: Low level of actual credit deterioration



Allo	Allowance account by business unit (DKK bn)									
	P&BC									
		Other (N	on-core) 25.9							
	25.1		LJ.J		24.6		23.5		23.3	
	7.1		8.0		6.6		5.8		5.5	
	16.2		15.9		16.0		15.8		15.9	
	01 2020		05 5050		03 2020		04 2020		01 2021	

Breakdow	down of stage 2 allowance account and exposure (DKK bn)						
		Allowance account	Gross credit exposure	Allowance as % of gross exposure			
	Personal customers	2.2	1,029.1	0,21%			
	Agriculture	0.9	70.7	1,22%			
	Commercial property	1.1	318.7	0,34%			
	Shipping, oil and gas	0.4	47.2	0,86%			
	Services	0.2	6.7	0,26%			
	Other	2.2	1,199.0	0,18%			
	Total	6.9	2,732.0	0,25%			



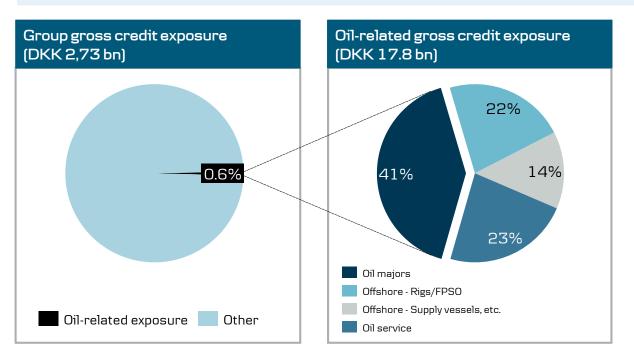
 $<sup>^{\</sup>star}\,\text{Non-performing loans are loans in stage 3 against which significant impairments have been made.}$ 

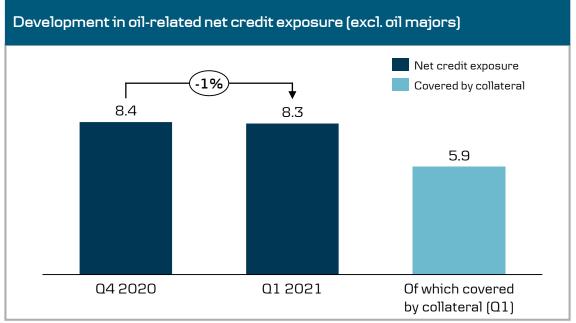


## Oil-related exposure: Q1 saw impairment charges at a lower level

### Key points, Q1-21

- The offshore segment, in which we see credit deterioration, makes up 36% of the exposure and accounts for 75% of expected credit losses. Uncertainty continues in the oil & gas industry
- Looking at oil-related exposures, the main risk lies with exposures other than oil majors. Since the end of 2019, these net exposures have been actively brought down 45%
- Furthermore, of the remaining net credit exposure of DKK 8.3 billion, 72% is covered by collateral







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

#### Agriculture exposure

- African Swine Fewer (ASF), which spread to Germany in Q3 2020, continues to cause uncertainty for the industry. Therefore, the post-model adjustments applied remain in place. Milk and pork prices weakened slightly from levels of the preceding quarter
- Total accumulated impairments amounted to DKK 2.5 bn in Q1-21 against DKK 2.4 bn in Q4-20

### Oil-related exposure

- Total oil-related exposure was more or less unchanged from the preceding quarter
- Accumulated impairments at LC&I decreased to DKK 2.2 bn, driven by write-offs.
   However, some additional impairments were still made in the quarter, mainly in the offshore segment.
- Most of the oil-related exposure is managed by specialist teams for customer relationship and credit management at LC&I

Agriculture by segment, Q1 2021 (DKK m)							
	Gross credit exposure	Portion from RD	Expected credit loss	Net credit exposure	NPL coverage ratio		
P&BC	56,794	36,475	2,360	54,434	95%		
Growing of crops, cereals, etc.	23,511	18,348	593	22,919	95%		
Dairy	10,024	6,735	930	9,094	95%		
Pig breeding	10,468	8,335	590	9,878	99%		
Mixed operations etc.	12,791	3,058	247	12,544	77%		
LC&I	8,911	1,654	48	8,863	45%		
Northern Ireland	5,007		94	4,913	50%		
Others	0		0	0	-		
Total	70,712	38,130	2,502	68,210	90%		
Share of C	Group net exposure 202101	Share of Group net NPL 20210	•	ed credit 202101			
	2.5%	7.6%		2,447			

LC&I         17,714 exposure         Expected credit exposure         Net credit exposure           LC&I         17,714         2,211         15,504           Oil majors         7,370         2         7,367           Oil service         3,924         538         3,386           Offshore         6,420         1,670         4,751           P&BC         160         5         155           Oil majors         15         0         15           Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure         Share of Group         Expected credit           loss 202101         16,8%         2,390	Oil-related exposure, Q1 2021 (DKK m)							
LC&I       17,714       2,211       15,504         Oil majors       7,370       2       7,367         Oil service       3,924       538       3,386         Offshore       6,420       1,670       4,751         P&BC       160       5       155         Oil majors       15       0       15         Oil service       139       5       134         Offshore       6       0       6         Others       2       0       2         Total       17,876       2,216       15,661         Share of Group net exposure 202101       Share of Group exposure 10 cost of Group net exposure 202101       Expected credit 10 cost 202101		G	Gross credit	Expected credit	Net credit			
Oil majors         7,370         2         7,367           Oil service         3,924         538         3,386           Offshore         6,420         1,670         4,751           P&BC         160         5         155           Oil majors         15         0         15           Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 202101         Share of Group net exposure 202101         Expected credit loss 202101			exposure	loss	exposure			
Oil service         3,924         538         3,386           Offshore         6,420         1,670         4,751           P&BC         160         5         155           Oil majors         15         0         15           Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 202101         Share of Group net exposure 10 net NPL 202101         Expected credit 10 net 202101	LC&	J	17,714	2,211	15,504			
Offshore         6,420         1,670         4,751           P&BC         160         5         155           Oil majors         15         0         15           Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 2021Q1         Expected credit loss 2021Q1	Oil n	najors	7,370	2	7,367			
P&BC         160         5         155           Oil majors         15         0         15           Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 2021Q1         Expected credit loss 2021Q1	Oil s	ervice	3,924	538	3,386			
Oil majors       15       0       15         Oil service       139       5       134         Offshore       6       0       6         Others       2       0       2         Total       17,876       2,216       15,661         Share of Group net exposure 202101       Share of Group net exposure net NPL 202101       Expected credit loss 202101	Offsl	hore	6,420	1,670	4,751			
Oil service         139         5         134           Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 2021Q1         Share of Group net exposure net NPL 2021Q1         Expected credit loss 2021Q1	P&E	BC .	160	5	155			
Offshore         6         0         6           Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 2021Q1         Share of Group net NPL 2021Q1         Expected credit loss 2021Q1	Oil n	najors	15	0	15			
Others         2         0         2           Total         17,876         2,216         15,661           Share of Group net exposure 2021Q1         Share of Group net NPL 2021Q1         Expected credit loss 2021Q1	Oil s	ervice	139	5	134			
Total         17,876         2,216         15,661           Share of Group net exposure         Share of Group         Expected credit           202101         net NPL 202101         loss 202101	Offsl	hore	6	0	6			
Share of Group net exposure Share of Group Expected credit 202101 net NPL 202101 loss 202101	Othe	ers	2	0	2			
2021Q1 net NPL 2021Q1 loss 2021Q1	Tota	al	17,876	2,216	15,661			
0.6% 16.8% 2,390		The state of the s		•	t			
		0.6%	16.8%	2,3	90			

<sup>\*</sup> 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 DKK 1 bn to DKK 16.6 bn from the Q4-20 level due mainly to increased exposure to a few A-rated customers in passenger transport
- Demand for cross-border passenger transport remains dramatically reduced.
   Danske Bank's spending monitor of 22 April shows that even though airline spending has increased it is only around 30% of the level 2019. At DKK 0.9 bn, our exposure to passenger air transport remains limited
- Accumulated impairments amounted to DKK 310 million in Q1, which is in line with Q4-20. Post-model adjustments for corona crisis high-risk industries remains in place

### Hotels, restaurant and leisure exposure

- Total gross exposure was down slightly from the preceding quarter. While exposure to leisure and restaurants increased, exposure to hotels decreased DKK 0.5 bn
- Impairments increased to DKK 629 million from 552 million in Q4 2020

Transportation by segment, Q1-21(DKK m)							
	Gross credit exposure	Expected credit loss	Net credit exposure				
Freight transport	9,038	112	8,925				
Passenger transport	6,589	178	6,411				
- of which air transport	888	49	840				
Postal services	993	20	974				
Total	16,620	310	16,310				
Share of Group net exposure 202101	Share of Group net NPL 202101	Expected credit loss 202101					
0.6%	4.1%	325	•				

ls, restaurants and leisure by segment, Q1-21 (DKK m)						
	Gross credit exposure	Expected credit loss	Net credit exposure			
Hotels	6,832	228	6,604			
Restaurants	4,800	184	4,616			
Leisure	4,269	216	4,052			
Total	15,902	629	15,272			
Share of Group net exposure 202101	Share of Group net NPL 202101	Expected credit				
0.6%	5.2%	552				

<sup>\*</sup> 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

1.264

### Retailing

- Total gross exposure stayed at DKK 27.1 bn while the Q/Q changes in two subsegments was single-name driven. The share of Group net exposure remained at 1.0%.
- In recent years, we have had a selective approach to this segment and have generally decreased exposure
- Accumulated impairments did not change significantly in Q1-21

#### Commercial real estate

- Gross exposure decreased to DKK 319 bn in Q1-21 from DKK 331 bn in Q4-20 driven mainly by single-name exposure
- Overall, credit quality was stable
- Exposure is managed through the Group's credit risk appetite and includes a selective approach to sub-segments and markets
- Commercial property exposure is managed by a specialist team

etailing by segment, Q1 2021 (DKK m)							
	ss credit (posure	Expected colors	redit	Net credit exposure			
Consumer discretionary	11,904		999	10,905			
Consumer staples	15,235		79	15,157			
Total	27,140		1,077	26,062			
Share of Group net exposur 202101		of Group 202101		ed credit 202101			

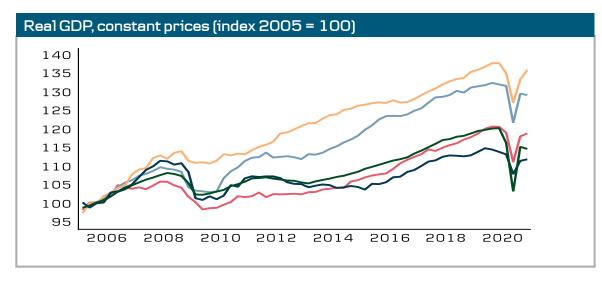
5.6%

mercial real estate by segment, Q1 2021 (DKK m)				
	Gross credit exposure	Expected credit loss	Net credit exposure	
Non-residential	170,656	1,947	168,709	
Residential	137,065	751	136,314	
Property developers	10,566	163	10,403	
Buying/selling own property, etc	396	-	396	
Total	318,683	2,861	315,821	
Share of Group net exposure 202101	Share of Group ne	•	Expected credit loss 202101	
11.7%	12.7%		2,62	

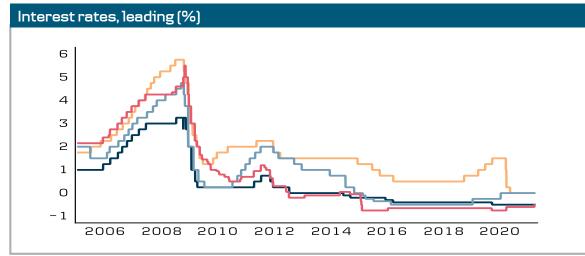


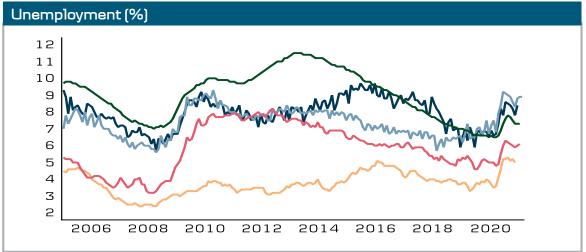
## Nordic macroeconomics









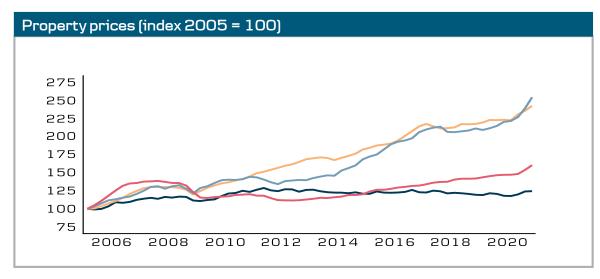


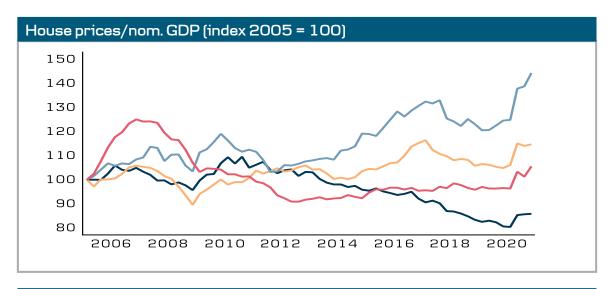
Source: Danske Bank Macro Research

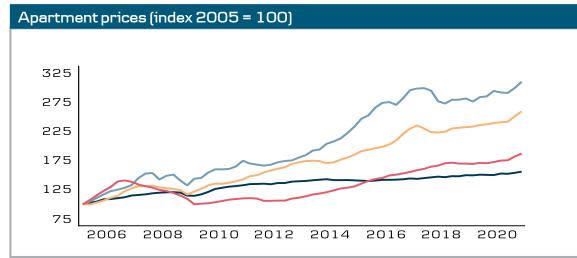


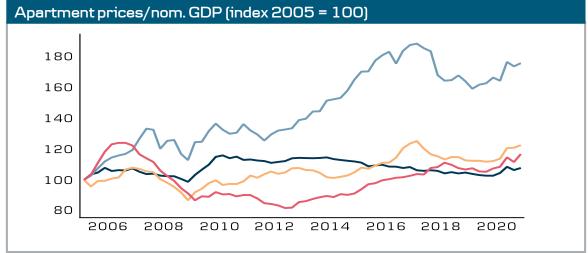
## Nordic housing markets







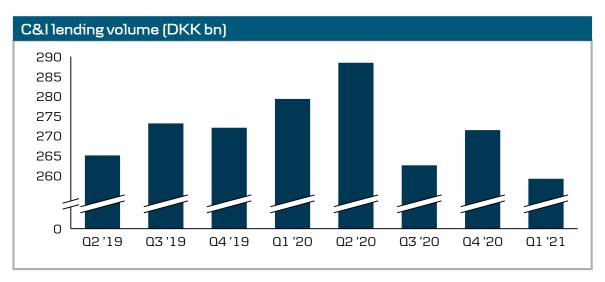


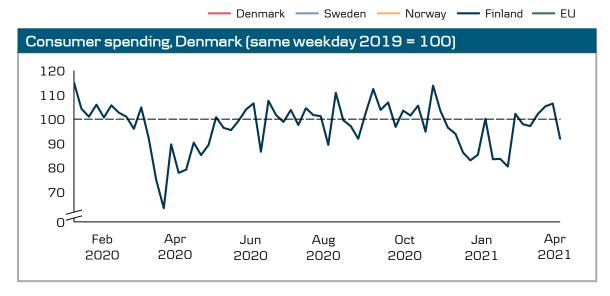


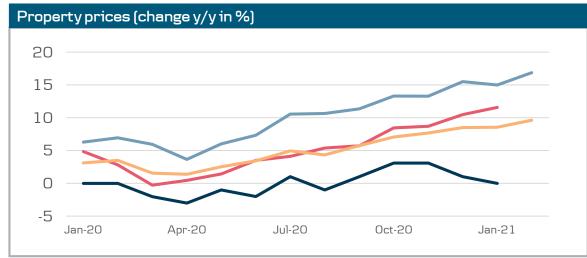
Source: Danske Bank Macro Research

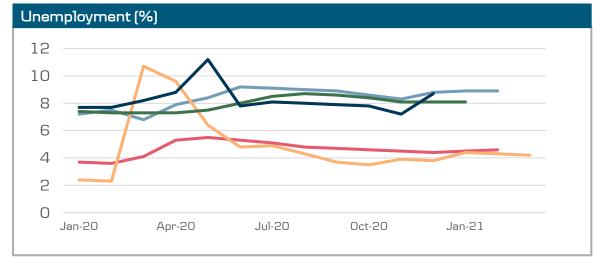


## Consumer behavioural metrics





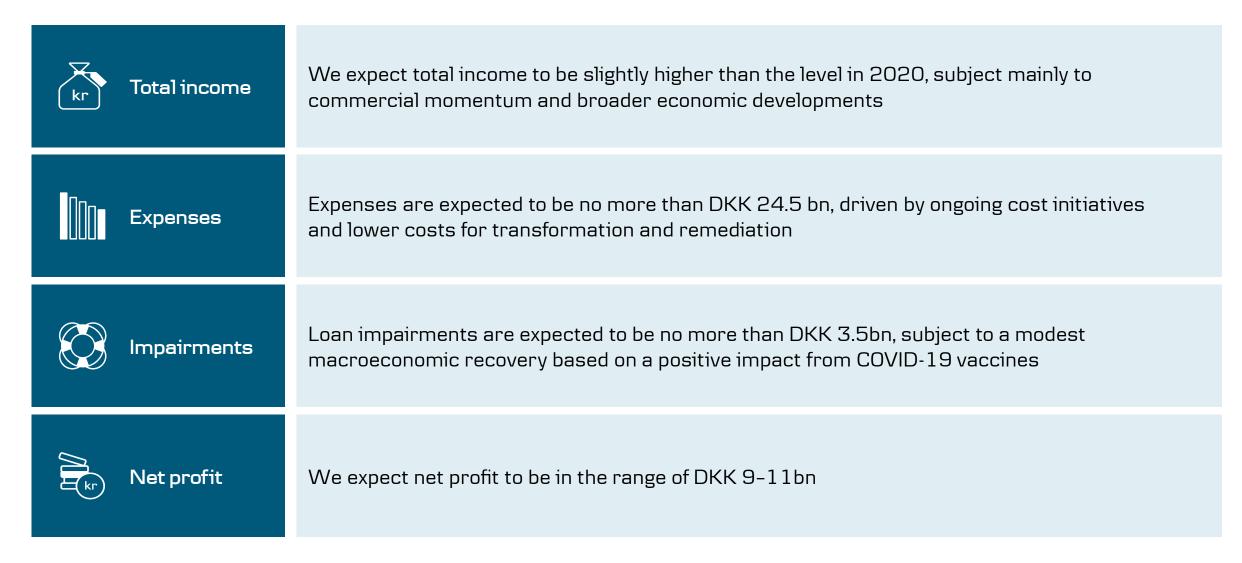




Source: Danske Bank Macro Research 42



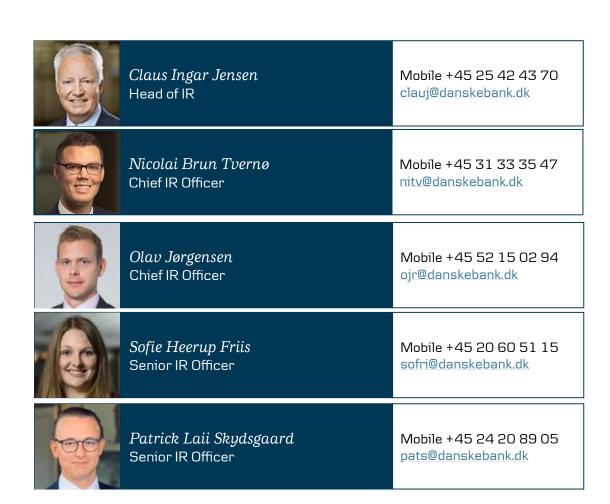
## 2021 outlook - We confirm our net profit guidance for the rest of the year





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