

Landsbankinn hf. Reg. No. 471008-0280 +354 410 4000 www.landsbankinn.is

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## Investor Relations

Landsbankinn Investor Relations is committed to promoting transparency and open communications through the provision of timely and relevant information about the Bank to all stakeholders and other interested parties.

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Additional information can be found on IR-web-site

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This <u>calendar</u> may be subject to change.



# Fact Sheet

31.03.20

#### Landsbankinn in brief

Landsbankinn hf. is a leading Icelandic financial institution. The Bank offers a full range of financial services and is the market leader in the Icelandic financial service sector with the largest branch network. Focused on commercial banking, Landsbankinn provides retail and corporate banking services, capital markets services and asset and wealth management for private banking clients.

Landsbankinn hf. was established on 7 October 2008 but the history of its predecessor runs back to 1886.

The Icelandic State holds 98.2% of the shares and the total number of shareholders amount to approximately 881.

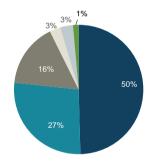
CEO of Landsbankinn hf. is Lilja Björk Einarsdóttir

Customers and branches	31.03.20
Retail customers	129,481
Corporate customers	13,746
Number of branches	37
Number of employees	886

Balance sheet	31.03.20	31.12.19	31.03.20	31.12.19	
	ISK	m	EURm		
Total assets	1,523,188	1,426,328	9,739	10,503	
Loans to customers	1,190,536	1,140,184	7,612	8,396	
Loans to financial institutions	69,740	47,929	446	353	
Bonds	116,568	115,262	745	849	
Equities	25,923	30,019	166	221	
Deposits from customers	755,160	707,813	4,828	5,212	
Deposits from financial institutions	41,495	48,062	265	354	
Borrowings	412,591	373,168	2,638	2,748	
Subordinated liabilities	21,379	19,081	137	141	
Equity	244,106	247,734	1,561	1,824	
Total capital ratio	24.8%	25.8%			
Loans / customers deposits	157.7%	161.1%			

Income statement	31.03.20	31.03.19	31.03.20	31.03.19
	ISKm	1	EURn	n
Operating income	3,400	15,033	24	110
Profit (Loss) after taxes	-3,628	6,784	-26	50
ROE after taxes	-5.9%	11.2%		
Interest spread	2.2%	2.5%		
Cost-income ratio	72.6%	38.7%		

#### **Funding profile**



Deposits from customers
Borrowing
■Equity

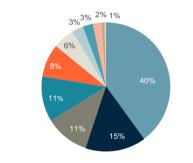
Deposits from financial institutions
 Other liabilities

Subordinated liabilities

Credit risk Operating risk

Market risk

Market risk - FX risk



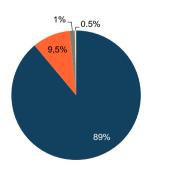
Loans and advances by industry sectors

#### Individuals

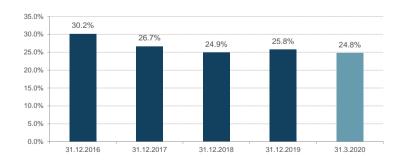
- Fisheries
- Real estate companies
- Services
- Construction companies
- Retail
- Information, technology and communication
  Holding companies
- Manufacturing
- ■Agriculture

Public entities and other

### **Risk profile**



#### Equity ratio





Income statement					
ISK million	2019	2018	2017	2016	2015
Net interest income	39,670	40,814	36,271	34,650	32,324
Net fee and commission income	8,219	8,157	8,431	7,809	6,841
Net foreign exchange gain (loss)	-584	-1,497	-1,375	-179	-1,277
Net valuation adjustments and impairment	-4,827	1,352	1,785	-318	18,216
Other net operating income (expenses)	9,039	5,084	8,400	6,738	16,507
Total net operating income	51,517	53,910	53,512	48,700	72,611
Salaries and related expenses	14,458	14,589	14,061	14,049	13,754
Other operating expenses	9,534	9,348	9,789	9,465	9,978
Tax on liabilities of financial institutions	4,204	3,860	3,253	2,973	3,017
Total operating expenses	28,196	27,797	27,103	26,487	26,749
Profit (loss) before tax	23,321	26,113	26,409	22,213	45,862
Income tax	5,086	6,853	6,643	5,570	9,402
Profit (loss) for the year from continuing operations	18,235	19,260	19,766	16,643	36,460
Profit for the year from discontinued operations	0	0	0	0	0
Profit (loss) for the year	18,235	19,260	19,766	16,643	36,460



Income statement									
ISK million	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018
Net interest income	9,427	9,580	9,631	10,214	10,245	10,968	10,370	9,835	9,641
Net fee and commission income	1,945	2,125	1,958	2,076	2,060	2,355	1,926	2,185	1,691
Net foreign exchange gain (loss)	85	-300	-39	-87	-158	-676	-352	-399	-70
Net valuation adjustments and impairment	-5,244	-1,399	-1,056	-1,378	-994	-286	-89	703	1,024
Other net operating income (expenses)	-2,813	2,257	860	2,042	3,880	479	197	-138	4,546
Total net operating income	3,400	12,263	11,354	12,867	15,033	12,840	12,052	12,186	16,832
Salaries and related expenses	3,844	3,805	3,284	3,689	3,680	3,835	3,222	3,869	3,663
Other operating expenses	2,430	2,505	2,167	2,340	2,522	2,373	2,353	2,287	2,335
Tax on liabilities of financial institutions	450	1,064	1,065	1,065	1,010	1,028	1,082	910	840
Total operating expenses	6,724	7,374	6,516	7,094	7,212	7,236	6,657	7,066	6,838
Profit (loss) before tax	-3,324	4,889	4,838	5,773	7,821	5,604	5,395	5,120	9,994
Income tax and tax on liabilities of financial institutions	304	1,014	1,591	1,444	1,037	1,737	1,615	1,609	1,892
Profit (loss) for the year from continuing operations	-3,628	3,875	3,247	4,329	6,784	3,867	3,780	3,511	8,102
Profit for the year from discontinued operations	0	0	0	0	0	0	0	0	0
Profit (loss) for the year	-3,628	3,875	3,247	4,329	6,784	3,867	3,780	3,511	8,102

Further information about older dates is available in excel Factbook



Balance sheet					
ISK million	31.12.19	31.12.18	31.12.17	31.12.16	31.12.15
Cash and balances with CB	69,824	70,854	55,192	30,662	25,164
Bonds and debt instruments	115,262	77,058	117,310	154,892	203,684
Equities and equity instruments	30,019	23,547	27,980	26,688	29,192
Loans and advances to fin institutions	47,929	71,385	44,866	20,408	20,791
Loans and advances to customers	1,140,184	1,064,532	925,636	853,417	811,549
Other assets	22,088	17,335	18,238	17,641	16,323
Assets classified as held for sale	1,022	1,330	30 3,648		11,955
Total	1,426,328	1,326,041	1,192,870	1,111,157	1,118,658

Due to financial institutions and CB	48,062	34,609	32,062	20,093	56,731
Deposits from customers	707,813	693,043	605,158	589,725	559,051
Borrowings	373,168	314,412	281,874	281,874 223,944	
Other liabilities	30,440	30,997	27,615	24,681	26,844
Liabilities associated with assets classified as held for sale	30	30	27	1,095	1,518
Subordinated liabilities	19,081	13,340	77	388	639
Equity	247,734	239,610	246,057	251,231	264,531
Total	1,426,328	1,326,041	1,192,870	1,111,157	1,118,658



Balance sheet - quarter summary										
ISK million	31.03.20	31.12.19	30.09.19	30.06.19	31.03.19	31.12.18	30.09.18	30.06.18	31.03.18	
Cash and balances with CB	92,440	69,824	56,680	63,990	63,014	70,854	61,155	68,372	82,266	
Bonds and debt instruments	116,568	115,262	96,786	84,830	80,954	77,058	88,749	97,214	100,216	
Equities and equity instruments	25,923	30,019	29,150	27,658	25,151	23,547	27,766	28,756	25,666	
Loans and advances to financial institutions	69,740	47,929	71,222	71,812	88,664	71,385	84,513	47,937	41,796	
Loans and advances to customers	1,190,536	1,140,184	1,136,804	1,130,915	1,095,376	1,064,532	1,038,005	989,481	936,636	
Other assets	26,851	22,088	23,476	22,348	24,744	17,335	15,399	16,261	17,455	
Assets classified as held for sale	1,130	1,022	1,144	1,282	1,395	1,330	1,618	1,832	2,113	
Total	1,523,188	1,426,328	1,415,262	1,402,835	1,379,298	1,326,041	1,317,205	1,249,853	1,206,148	

Due to financial institutions and CB	41,495	48,062	47,860	34,430	36,636	34,609	34,714	27,504	30,943
Deposits from customers	755,160	707,813	703,762	697,898	694,820	693,043	692,675	654,689	622,021
Borrowings	412,591	373,168	366,337	377,680	351,005	314,412	308,362	297,684	284,484
Other liabilities	48,427	30,440	39,980	37,768	36,701	30,997	32,614	37,764	39,984
Liabilities associated with assets classified as held for sale	30	30	30	30	30	30	73	27	41
Subordinated liabilities	21,379	19,081	13,433	14,417	13,900	13,340	12,875	72	74
Equity	244,106	247,734	243,860	240,612	246,206	239,610	235,892	232,113	228,601
Total	1,523,188	1,426,328	1,415,262	1,402,835	1,379,298	1,326,041	1,317,205	1,249,853	1,206,148

Further information about older dates is available in excel Factbook



Key financial ratios					
ISK million	2019	2018	2017	2016	2015
Profit after taxes	18,235	19,260	19,766	16,643	36,460
Return on equity before taxes	9.6%	11.1%	11.0%	8.7%	18.6%
Return on equity after taxes	7.5%	8.2%	8.2%	6.6%	14.8%
Return on assets	1.3%	1.5%	1.7%	1.5%	3.2%
Cost-income ratio***	42.6%	45.5%	46.1%	48.4%	43.8%
Operating expenses as a ratio of average total assets****	1.7%	1.9%	2.0%	2.1%	2.1%
Net interest income	39,670	40,814	36,271	34,650	32,324
Interest spread as a ratio of assets and liabilities**	2.4%	2.7%	2.5%	2.3%	2.2%
Earnings per share	0.77	0.81	0.84	0.70	1.54
Total capital ratio	25.8%	24.9%	26.7%	30.2%	30.4%
Total assets	1,426,328	1,326,041	1,192,870	1,111,157	1,118,658
Loans / deposits ratio	161.1%	153.6%	153.0%	144.7%	145.2%
Liquidity ratio LCR total	161%	158%	157%	128%	113%
Net stable funding ratio NSFR FX	143%	166%	179%	154%	136%
Liquidity LCR FX	769%	534%	931%	743%	360%
Full-time eqv.positions	893	919	997	1,012	1,063
Dividend per share	0.42	1.05	1.05	1.20	1.00

\*After tax return on average assets = profit (loss) for the year / average total assets

\*\*Interest spread as a ratio of assets and liabilities = interest income as a percentage of average total assets - interest expence as a percentage of average total liabilities

\*\*\*Cost-income ratio = total operating expenses excl. Equity settled employee share-based salaries / (total operating income - net valuation adjustments )

\*\*\*\*Excluding equity settled employee share-based payments



Key financial ratios									
ISK million	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018
Profit after taxes	-3,628	3,875	3,247	4,329	6,784	3,867	3,780	3,511	8,102
Return on equity before taxes*	-5.4%	8.0%	8.0%	9.5%	12.9%	9.4%	9.2%	8.9%	16.8%
Return on equity after taxes	-5.9%	6.3%	5.4%	7.1%	11.2%	6.5%	6.5%	6.1%	13.7%
Return on assets**	-1.0%	1.1%	0.9%	1.2%	2.0%	1.2%	1.2%	1.1%	2.7%
Cost-income ratio****	72.6%	46.2%	43.9%	42.3%	38.7%	47.3%	45.9%	53.6%	37.9%
Operating expenses as a ratio of average total assets	1.7%	1.8%	1.5%	1.7%	1.8%	1.9%	1.7%	2.0%	2.0%
Net interest income	9,427	9,580	9,631	10,214	10,245	10,968	10,370	9,835	9,641
Interest spread as a ratio of assets and liabilities***	2.2%	2.3%	2.3%	2.3%	2.5%	2.8%	2.7%	2.7%	2.7%
Total capital ratio	24.8%	25.8%	23.6%	23.7%	23.8%	24.9%	24.8%	24.1%	24.7%
Total assets	1,523,188	1,426,328	1,415,262	1,402,835	1,379,298	1,326,041	1,317,205	1,249,853	1,206,148
Loans / deposits ratio	157.7%	161.1%	161.5%	162.0%	157.6%	153.6%	149.9%	151.1%	150.6%
Liquidity ratio LCR total	196%	161%	186%	174%	243%	158%	154%	164%	171%
Net stable funding ratio NSFR FX	127%	143%	158%	164%	165%	166%	168%	165%	168%
Liquidity LCR FX	489%	769%	577%	555%	434%	534%	392%	743%	751%
Full-time eqv.positions	886	893	903	903	922	919	948	955	998

Further information about older dates is available in excel Factbook

\*Return on equity before taxes =(Profit before taxes - tax on liabilities of financial institutions) / average total equity

\*\*After tax return on average assets = profit (loss) for the period / average total assets

\*\*\*Interest spread as a ratio of assets and liabilities = (Interest income / average total assets) - (interest expenses / average total liabilities)

\*\*\*\*Cost-income ratio =(Total operating expenses - tax on liabilities of financial institutions) / (total net operatingincome - net valuation adjustments)

Segments - 3 months 2020	Personal	Corporate			Support	Recon-	
ISK million	Banking	Banking	Markets	Treasury	functions	ciliation	Total
Net interest income (expense)	4,315	4,830	653	-348	-21	-2	9,427
Net fee and commission income	802	192	998	-109	120	-58	1,945
Net valuation adjustments and impairment	-1,140	-4,097	0	-7	0	0	-5,244
Net other operating income (expenses)	-148	-390	-744	-1,422	-19	-5	-2,728
Total operating income (expences)	3,829	535	907	-1,886	80	-65	3,400
Operating expenses	-1,631	-584	-613	-466	-3,042	62	-6,274
Tax on liabilities of financial institutions	-138	-153	-5	-150	-4	0	-450
Profit (loss) before cost allocation and tax	2,060	-202	289	-2,502	-2,966	-3	-3,324
Cost allocated from support functions to business segments	-1,058	-656	-360	-189	2,263	0	0
Profit (loss) before tax	1,002	-858	-71	-2,691	-703	-3	-3,324
Income tax	-264	147	-499	171	141	0	-304
Profit (loss) for the period	738	-711	-570	-2,520	-562	-3	-3,628

Total assets	515,108	646,642	23,230	620,474	13,373	-295,639	1,523,188
Total liabilities	480,782	541,916	19,032	519,618	13,373	-295,639	1,279,082
Allocated capital	34,326	104,726	4,198	100,856	0	0	244,106

#### Key figures and rations

Key figures and ratios	Definition
Return on equity before taxes	(Profit before taxes - tax on liabilities of financial institutions) / average total equity
Return on equity after taxes	Profit after taxes / average total equity
Cost-income ratio	(Total operating expenses - tax on liabilities of financial institutions) / (total net operating income - net valuation adjustments)
Operating expenses as a ratio of average total assets	(Total operating expenses - tax on liabilities of financial institutions) / average total assets
Return on assets	Profit (loss) for the period / average total assets
Interest spread	(Interest income / average total assets) - (interest expenses / average total liabilities)
Earnings per share	Profit for the period attributable to owners of the Bank / Weighted average number ofshares outstanding
Total capital ratio	Total capital base / risk-exposure amount
CET1 ratio	Comon equity tier 1 capital (CET1) / Risk exposure amount
Common equity Tier 1 capital (CET1)	Total equity - deductions (intangible assets, deferred tax assets)
Additional Common equity Tier 1 capital (AT1)	Capital instruments under Tier 1 other than (CET1)
Tier 1 capital (T1)	Common equity Tier 1 capital + additional Common equity Tier 1 capital
Tier 2 capital (T2)	Subordinated liabilities - regulatory amortisation
Total capital base	CET1 + AT1 + T2
Loans/ deposits	Loans and advances to customers/ deposits from customers
Deposits / total assets	Deposits from customers/ total assets
Liquidity coverage ratio (LCR) total	High quality liquid assets / total net liquidity outflows over 30 days under stressed conditions
Liquidity coverage ratio (LCR) FX	Stock of high - quality liquid assets / Max (25% outflows; outflows - inflows)
Number of full-time equivalent positions at the end of the period	Number of full-time equivalent positions at the end of the period
Dividend per share	Dividends paid/ number of shares outstanding
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