

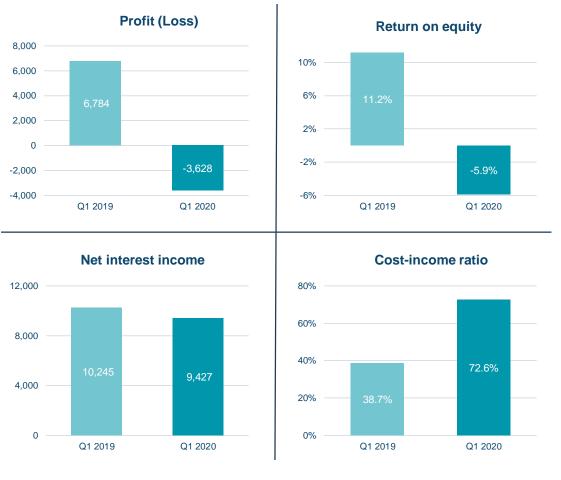
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## Highlights – Income statement Q1 2020

#### Highlights of Q1 2020

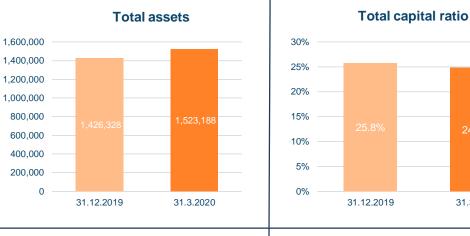
- The Bank's after-tax losses in Q1 of 2020 amounted to ISK 3.6 bn, as compared with a profit of ISK 6.8 bn for the same period of 2019.
- The Bank's net interest income was ISK 9.4 bn, as compared with ISK 10.2 bn in Q1 2019.
- Loan impairment was ISK 5.2 bn, as compared with ISK 1.0 bn in Q1 2019. Increased loan impairment is the effect of the enormous uncertainty the COVID-19 pandemic causes to the Bank's credit portfolio.
- Net commission income for the period amounted to ISK 1.9 bn as compared with ISK 2.1 bn during the same period the previous year.
- Operating cost was ISK 6.7 bn, as compared with ISK 7.2 bn in Q1 2019.
- Return on equity (ROE) after taxes was -5.9% in Q1 2020 as compared with an ROE of 11.2% for the same period in 2019.
- The cost-income ratio during the first quarter of the year was 72.6%, as compared with 38.7% for the same time last year.



#### Amounts in ISKm

## **Highlights – Balance sheet**

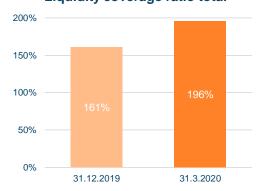
- Total assets amounted to ISK 1,523 bn at the end of March 2020.
- Lending increased by ISK 51 bn from the beginning of the year and the increase is largely attributable to revaluations, or ISK 33 bn. Lending to corporates increased by ISK 8 bn and lending to households by ISK 9 bn.
- Landsbankinn's equity was ISK 244.1 bn at the end of March 2020, down from ISK 247.7 bn at the beginning of this year.
- The total capital ratio is now 24.9%, down from 25.8% at year-end 2019, and well above FSA Iceland's requirement of 18.8%.
- The Bank's AGM, held on 22 April 2020, approved the motion of the Board of Directors to refrain from paying a dividend to shareholders for the operating year 2019. This motion was in response to the economic uncertainty linked to the COVID-19 outbreak and in line with directions from the Central Bank of Iceland.
- The Bank's liquidity coverage ratio (LCR) was 196% at the end of March 2020 as compared with 161% at year-end 2019 and well above regulatory requirements. Action taken by the Central Bank had a positive affect on Landsbankinn's liquidity ratios, to the tune of 18 percentage points for total LCR and 15 percentage points for ISK LCR.







31.3.2020



# **Development of KPIs**







300%





#### **Cost-income ratio**



# Impact of COVID-19

	There has been a strong focus on assisting customers to utilise digital solutions and services. The Bank's website published detailed information on available solutions and assistance in three languages. The number of employees dedicated to answering phones, online chat and email was increased. Numerous forms to apply for services were digitalised within a short timeframe to make up for reduced access to branch services.
	Once restrictions on gatherings had been tightened, branches were closed to all but urgent matters. The majority of employees subsequently worked from home.
Activities	Even greater effort was put into dialling up digital services even further and several new solutions were introduced. Landsbankinn was the first bank to offer customers an online application process to defer mortgage payments.
	A high degree of emphasis was placed on getting information out to customers, both individuals and companies, and to provide professional financial advice.
	The Bank's most significant step was offering a payment holiday, deferral of instalments and interest payments on loans. The Bank was party to an agreement to defer payments on loans to companies for 6 months. In addition, the Bank offered retail customers general deferral of instalments and interest payments on housing loans, also for 6 months.
Income	Volatility in international equity markets was high. The fair value of financial assets decreased by ISK 2.6 billion in Q1.
meenie	The impact of COVID-19 on the Bank's commission income was negligible in Q1. The impact is expected to be greater in Q2.
Impairment	The impact of COVID-19 on the Bank's commission income was negligible in Q1. The impact is expected to be greater in Q2. Value changes of loans to customers were negative by ISK 5.2 bn in Q1. Increased loan impairment is the effect of the great uncertainty the COVID-19 pandemic causes to the Bank's credit portfolio. Assessment of expected credit losses (ECL) at the end of Q1 2020 is based on economic forecasts from

# Impact of COVID-19

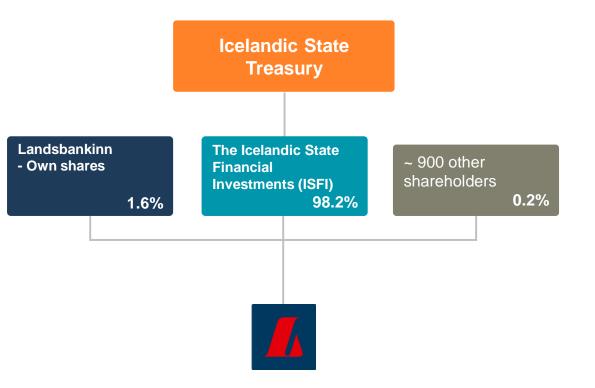
Liquid assets and funding	Landsbankinn's liquidity position is strong at the end of Q1 and action taken by the Central Bank, pertaining to reserve requirements, had a positive affect on the Bank's liquidity ratios, to the tune of 18 percentage points for total LCR and 15 percentage points for ISK LCR The largest part of the Bank's funding is in the form of customer deposits which have increased by ISK 47 bn since year-end 2019. The Bank issued bonds under its EMTN programme in February alongside buy-backs of previously issued bonds, and has limited refinancing needs for the remainder of the year. The Bank will continue to evaluate possible opportunities to optimise its capital structure.
Equity	The total capital ratio is now 24.8%, down from 25.8% at year-end 2019, and well above the regulatory requirement of 18.8%. In response to COVID-19, the Financial Stability Committee of the Central Bank of Iceland decided to abolish the 2% domestic countercyclical capital buffer requirement. Landsbankinn's AGM approved the motion of the Board of Directors to refrain from paying a dividend for the operating year 2019 in light of economic uncertainty and in line with directions from the Central Bank of Iceland.
Miscellaneous	International rating agency S&P Global Ratings lowered the Bank's long-term credit rating by one notch. The Bank's current credit rating is BBB/A-2 with stable outlook.

# **Ownership**

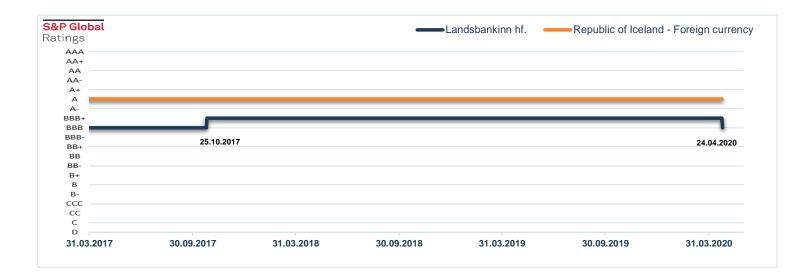
 The Finance Ministry published an ownership policy in July 2017 in regards to equity holdings in financial companies that are supervised by the Icelandic State Financial Investments (ISFI).

### In regards to Landsbankinn the policy states

- The government will retain a significant equity stake in the bank (34-40%) to ensure stability in the domestic financial sector.
- The remaining equity stake will be sold in the next few years given favorable market conditions.
- Equity in Landsbankinn will be listed on a stock exchange.



# **Credit rating**



#### Fundamental factors for Landsbankinn:

- Very strong capital and earnings
- Adequate liquidity position
- Average funding profile
- Adequate business position
- Moderate risk position

	Icelandic sovereign	Landsbankinn hf.
Long-term rating	Α	BBB
Short-term rating	A-1	A-2
Outlook	Stable	Stable
Last rating action	March 2017	April 2020

# **Financial Targets**

	Objective	Q1 2020	Guidelines
Return on equity, excluding bank levy <sup>1</sup> (ROE)	≥ 10%	-5.2%	Due to the enormous uncertainty COVID-19 has on the Bank's ROE, the forecast for expected ROE in 2020 has been rescinded.
Cost-income ratio (C/I ratio)	≤ 45%	72.6%	Due to the enormous uncertainty COVID-19 has on the Bank's cost-income ratio, the forecast for expected cost-income ratio in 2020 has been rescinded.
Total capital ratio (TCR)	≥ 23%	24.8%	The Bank's target is to maintain capital ratios above FSA Iceland's capital requirements at any given time, plus a 1.5-2.5% management buffer. The Bank also aims to be in the highest category for risk-adjusted capital ratio, as
Common Equity Tier 1 capital (CET1)	≥ 18%	22.7%	determined and measured by the relevant credit rating agencies. The Bank will seek to issue subordinated funding on the market, provided that is deemed economic and favourable for its funding structure.
Dividend payout ratio	≥ 50%	-	The aim is also to make special dividend payments to optimise the Bank's capital structure.

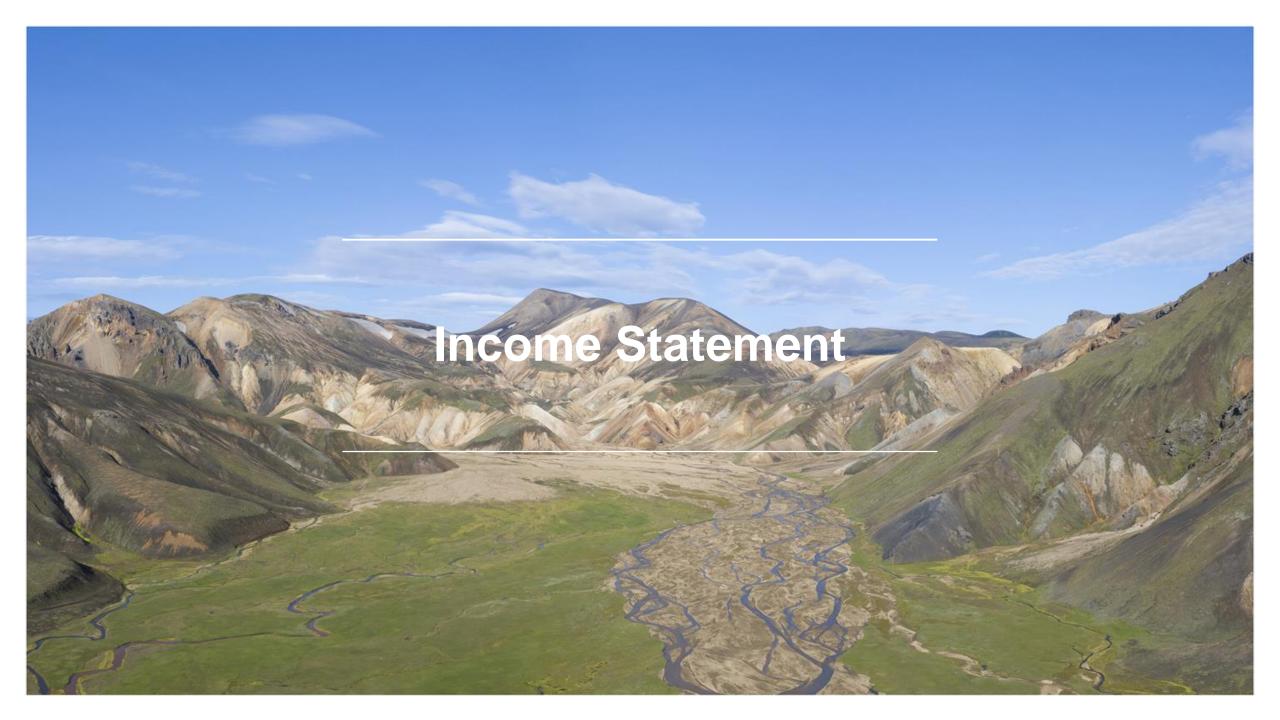
<sup>1</sup> Special tax on financial institutions of 0.145% is levied of the carrying amount of total liabilities at year-end, excluding tax liabilities, in excess of ISK 50,000 million as determined for tax purposes. The special income tax on financial institutions is a non-deductible expense

<sup>2</sup> Regular dividend payout ratio of last year profit.

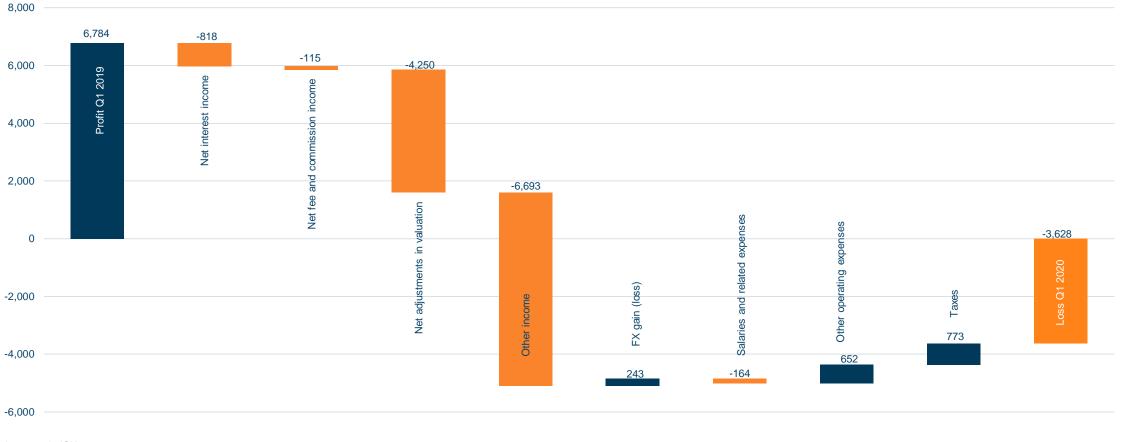
## Landsbankinn's successes



Landsbankinn



## **Income statement**

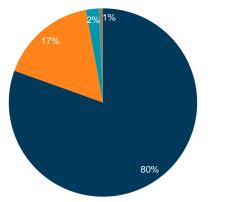


#### Change from Q1 2019 to Q1 2020

## **Income statement**

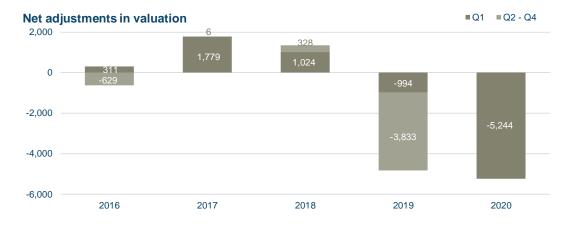
	Q1 2020	Q1 2019	Cha	ange
Net interest income	9,427	10,245	-818	-8%
Net fee and commission income	1,945	2,060	-115	-6%
Net adjustments and impairment	-5,244	-994	-4,250	428%
Other net operating income	-2,728	3,722	-6,450	-173%
Total operating income	3,400	15,033	-11,633	-77%
Salaries and related expenses	3,844	3,680	164	4%
Other operating expenses	2,430	2,522	-92	-4%
Tax on liabilities of financial institutions	450	1,010	-560	-55%
Total operating expenses	6,724	7,212	-488	-7%
Profit (loss) before tax	-3,324	7,821	-11,145	-143%
Income tax	304	1,037	-733	-71%
Profit (loss) for the period	-3,628	6,784	-10,412	-153%

## Net operating income







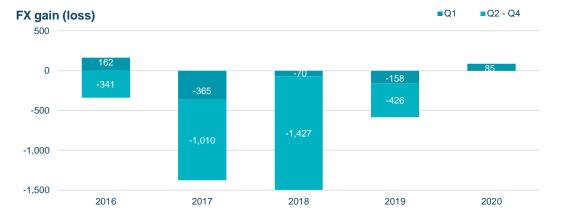


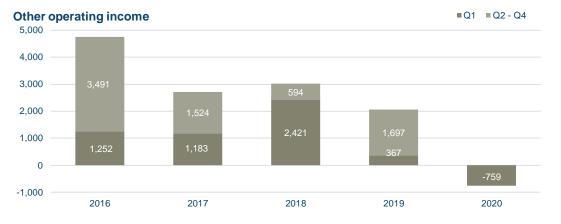


## Net operating income









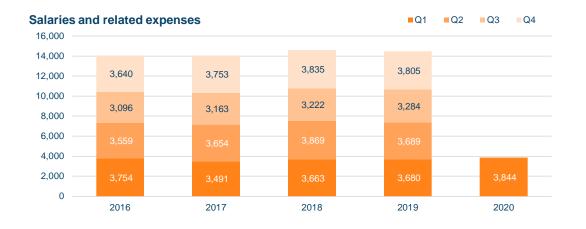
Amounts in ISKm

## **Operating expenses**

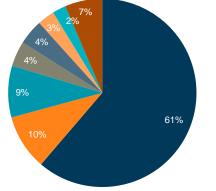
Full time eqv. positions

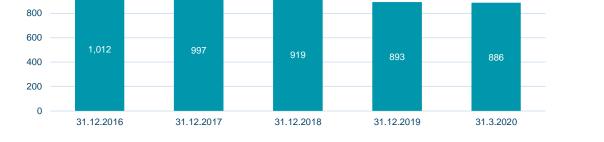
1,200

1,000











Amounts in ISKm

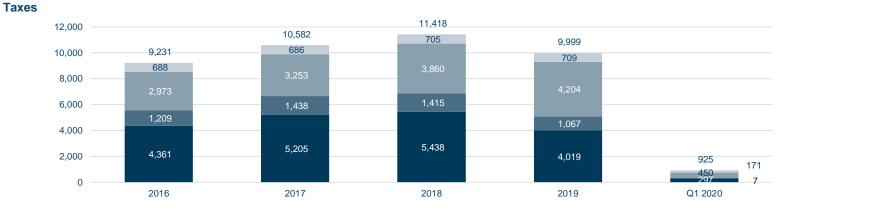
## Taxes

	Q1 2020	Q1 2019	Chan	ge
Income tax	297	865	-568	-66%
Special financial activities tax on profits <sup>1</sup>	7	172	-165	-96%
Income Tax	304	1,037	-733	-71%
Tax on liabilities of financial institutions <sup>2</sup>	450	1,010	-560	-55%
Special financial activities tax on salaries <sup>3</sup>	171	173	-2	-1%
Total	925	2,220	-1,295	-58%

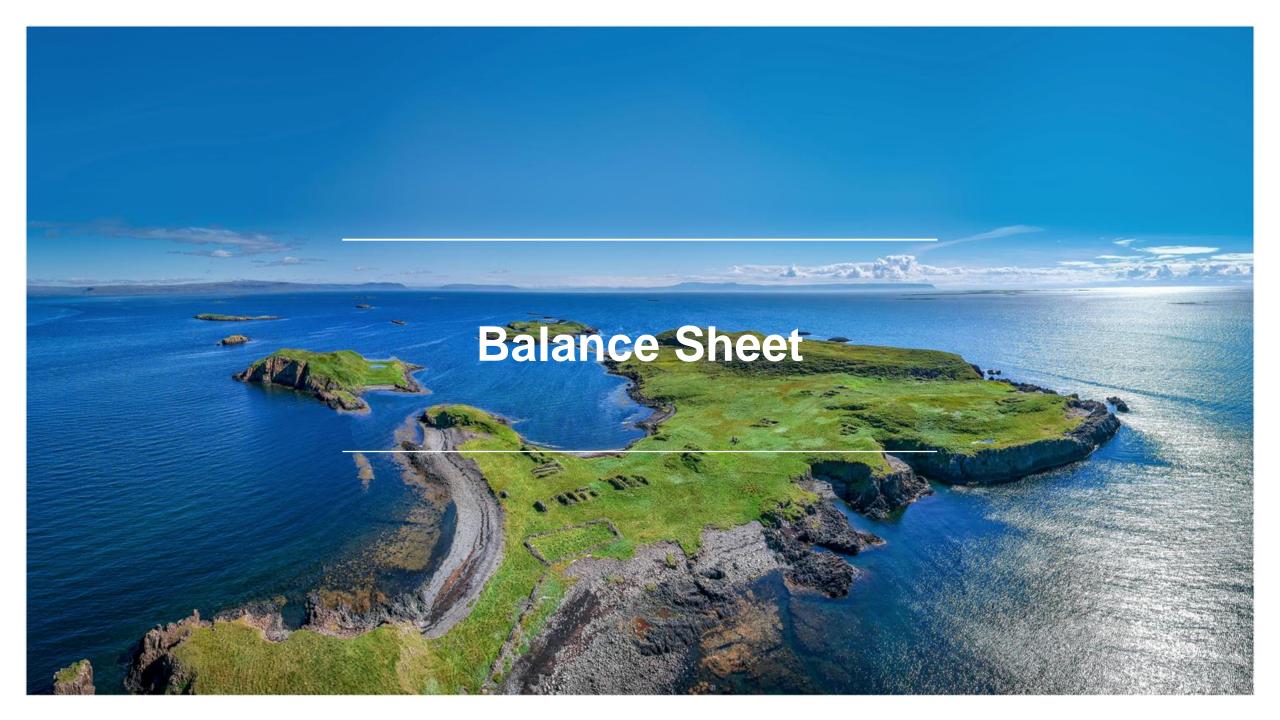
#### <sup>1</sup> A 6% additional tax on pre-tax profit over ISK 1 bn

<sup>2</sup> Special tax on financial institutions of 0.145% (2019 0.376%) is levied of the carrying amount of total liabilities at year-end, excluding tax liabilities, in excess of ISK 50,000 million as determined for tax purposes. The special income tax on financial institutions is a non-deductible expense

<sup>3</sup> A 5.5% tax on salaries which is expensed in the line item "Salaries and related expenses" in the income statement

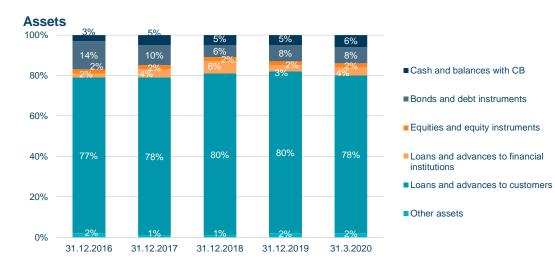






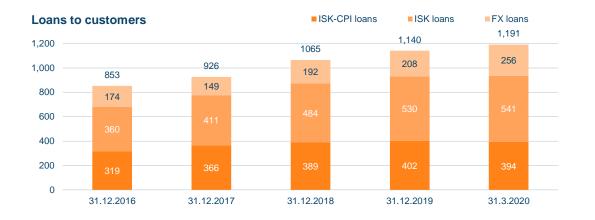
## **Total assets**

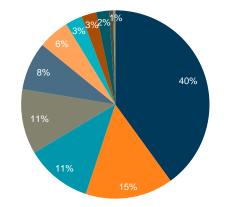
31.3.2020	31.12.2019	Cha	inge
92,440	69,824	22,616	32%
116,568	115,262	1,306	1%
25,923	30,019	-4,096	-14%
69,740	47,929	21,811	46%
1,190,536	1,140,184	50,352	4%
27,981	23,110	4,871	21%
1,523,188	1,426,328	96,860	7%
	92,440 116,568 25,923 69,740 1,190,536 27,981	92,440         69,824           116,568         115,262           25,923         30,019           69,740         47,929           1,190,536         1,140,184           27,981         23,110	92,440         69,824         22,616           116,568         115,262         1,306           25,923         30,019         -4,096           69,740         47,929         21,811           1,190,536         1,140,184         50,352           27,981         23,110         4,871





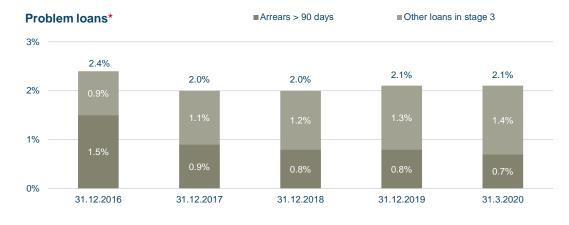
## Loans

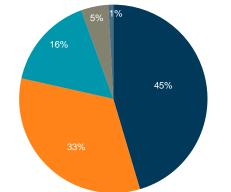




#### Loans by industry sectors

- Individuals
- Fisheries
- Real estates companies
- Services
- Construction companies
- Retail
- ITC
- Holding companies
- Manifacturing
- Agriculture
- Public entities and other







Amounts in ISKbn

\* until 31.12.2017 problem loans were defined as loans and advances with individual allowance and/or more than 90 days in arrears

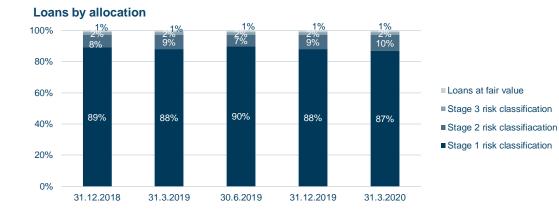
Landsbankinn

## Loans

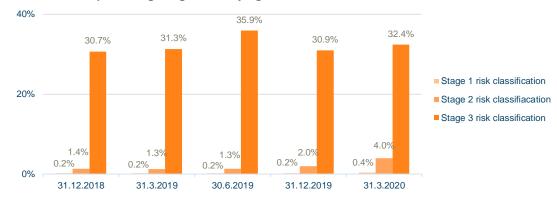
	Individuals	Corporates	Total impairments
Changes in molels/risk parameters and macroeconomic variables	-319	-2,292	-2,611
Allowance for credit-impaired loans	11	-1,278	-1,267
General provision	-108	-1,644	-1,752
Write-offs	-38	-27	-65
Other changes	20	431	451
Total impairments	-434	-4,810	-5,244



#### Allowance for impairment on loans and advances to customers



#### Allowance as percentage of gross carrying amount



## Loans to individuals

250

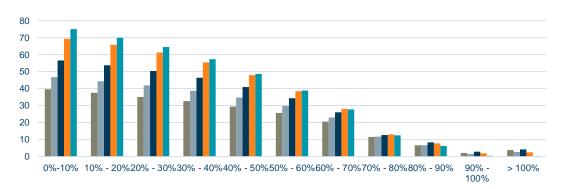


200 150 100 50 0 Indexed mortgage loans Non-indexed mortgage Overdrafts and credit cards Vehicle financing Other

■ 31.12.16 ■ 31.12.17 ■ 31.12.18 ■ 31.12.19 ■ 31.3.2020

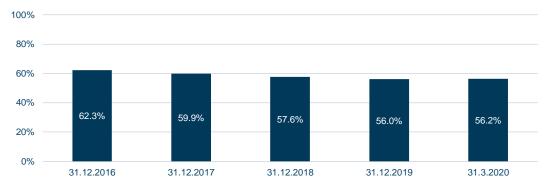
Continuous LTV distribution of mortgage

■31.12.16 ■31.12.17 ■31.12.18 ■31.12.19 ■31.3.2020



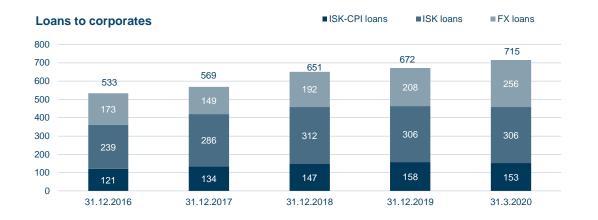
#### Weighted average LTV of mortgages

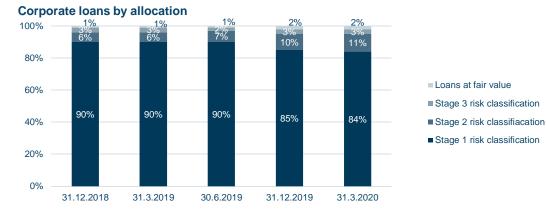
Loans to individuals by loan types



Amounts in ISKm

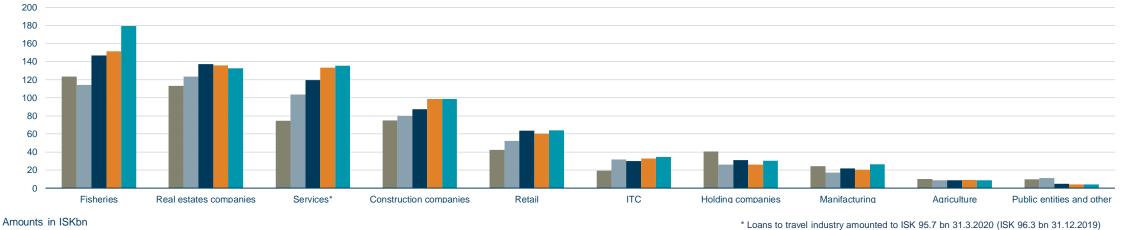
## Loans to corporates





Loans by industry sectors

■ 31.12.16 ■ 31.12.17 ■ 31.12.18 ■ 31.12.19 ■ 31.3.2020

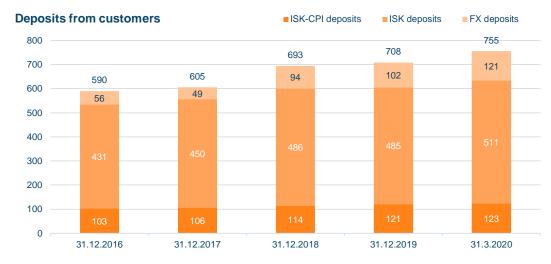


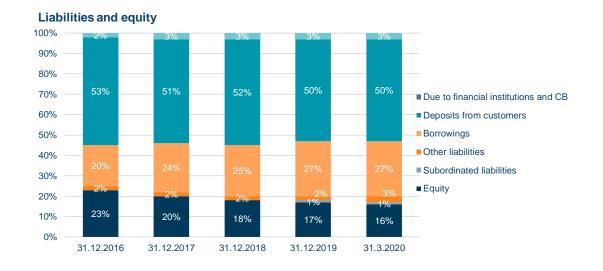
Landsbankinn

# Liabilities and equity

	31.3.2020	31.12.2019	Cha	ange
Due to financial institutions and CB	41,495	48,062	-6,567	-14%
Deposits from customers	755,160	707,813	47,347	7%
Borrowings	412,591	373,168	39,422	11%
Other liabilities	48,457	30,470	17,987	59%
Subordinated liabilities	21,379	19,081	2,298	12%
Equity	244,106	247,734	-3,628	-1%
Total	1,523,188	1,426,328	96,860	7%

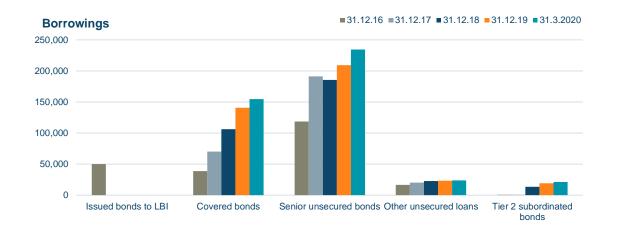
Amounts in ISKm

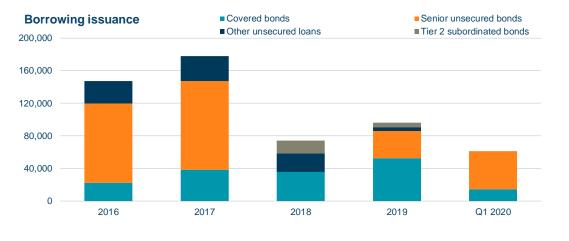


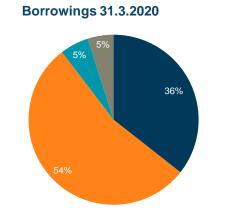


#### Amounts in ISKbn

## Borrowings







#### Covered bonds

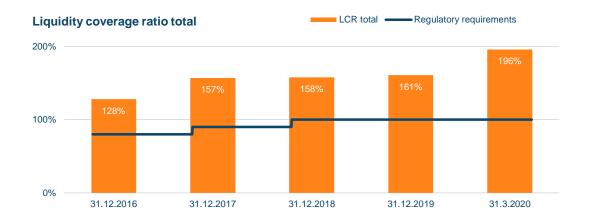
- Senior unsecured bonds
- Other unsecured loans
- Tier 2 subordinated bonds

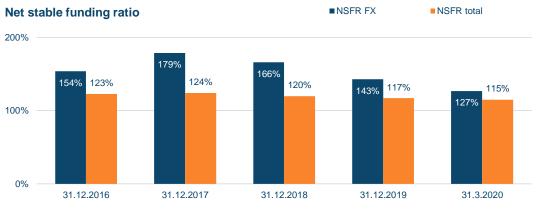


ISK 5.5 bn Subordinated bonds maturing in 2029 are callable in 2024.

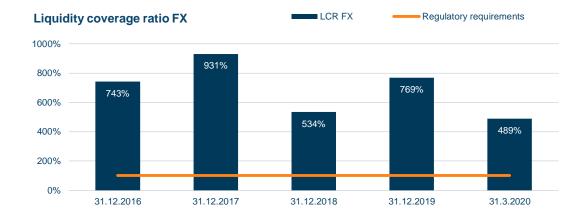
Fjárhæðir í milljónum króna

## Liquidity ratios and net stable funding





Regulatory requirements NSFR FX: 80% 2016, 90% 2017 and 100% since 2018



#### Liquidity coverage ISK

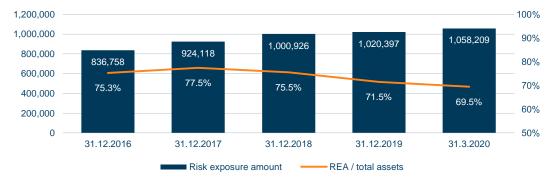
LCR ISK



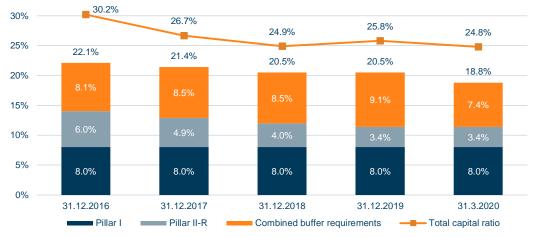
## **Capital requirements**

	CET1	Tier 1	Total
Pillar I	4.5%	6.0%	8.0%
Pillar II-R	1.9%	2.6%	3.4%
Minimum requirements undr Pillar I and Pillar II-R	6.4%	8.6%	11.4%
Systemic risk buffer	2.86%	2.86%	2.86%
Capital buffer for systematically important institutions	2.00%	2.00%	2.00%
Countercyclical capital buffer	0.01%	0.01%	0.01%
Capital conservation buffer	2.50%	2.50%	2.50%
Combined buffer requirements under Pillar II-G	7.37%	7.37%	7.37%
Total capital requirements	13.8%	16.0%	18.8%
Total capital ratio 31.3.2020	22.7%	22.7%	24.8%

#### **Risk exposure amount**



Total capital requirements as defined by FME



- The Group basis calculation of Pillar 1 capital requirements for lending and market risk on the standardised approach. The basic indicator approach is used to calculate operational risk.
- The countercyclical capital buffer on domestic exposures was bumped up by 0.5 percentage points in May 2019, from 1.25% to 1.75%. On 1 February 2020, it increased by 0.25 percentage points, from 1.75% to 2%.
  - On 19 March 2020, it was decided to abolish the 2% countercyclical capital buffer requirement in response to the COVID-19 pandemic. Landsbankinn's total capital requirement at end of March is 18.8%

## **Dividends and capital ratio**

#### **Dividend proposal for 2020**

Landsbankinn's AGM, held on 22 April 2020, approved the motion of the Board of Directors to refrain from paying a dividend for the operating year 2019 in light of economic uncertainty and in line with directions from the Central Bank of Iceland

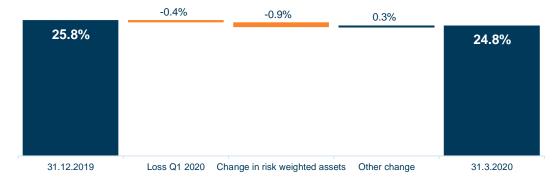
#### **Dividend payments**



#### Landsbankinn's dividend policy

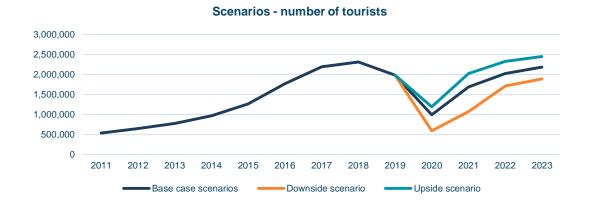
- Landsbankinn aims to pay regular dividends to shareholders amounting in general to ≥50% of the previous year's profit. In line with Landsbankinn's target capital ratio, the aim is also to make special dividend payments to optimise the Bank's capital structure.
- In determining the amount of dividend payments, it shall be ensured that the Bank maintain a very strong financial position. Regard shall be had for risk in the Bank's internal and external environment, growth prospects and the maintenance of a long-term, robust equity and liquidity position, as well as compliance with regulatory requirements of financial standing at any given time.

#### Total Capital Ratio, change Q1 2020

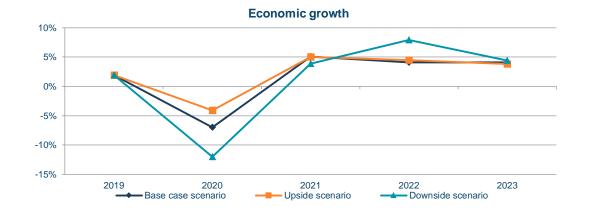


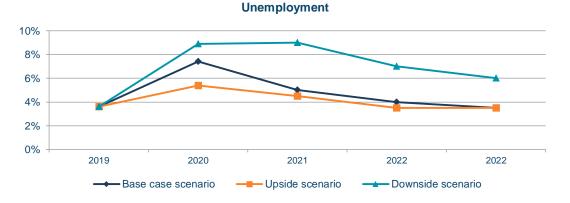
# - further information

## **Economic scenarios and ECL**

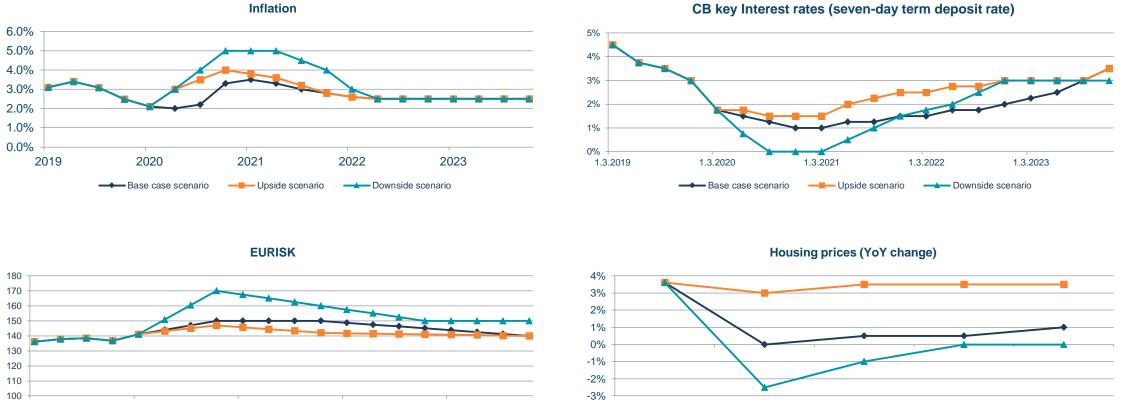


- The Bank's Economic Research Department provides scenarios with forecasts on relevant economic variables.
- Key macroeconomic variables used in modelling the allowance for credit losses for Stage 1 and Stage 2.
- Scenarios are averages for the next 12 months and then for the remainder of the forecast period, which represents a medium-term view.
- The upside scenario is assigned a weight of 25%, the base case scenario is assigned a weight of 50% and the downside scenario is assigned a weight of 25%.





## **Economic scenarios and ECL**



CB key Interest rates (seven-day term deposit rate)

2021

2022

----- Downside scenario

Landsbankinn

1.3.2020

Base case scenario

1.3.2021

1.3.2022

----- Downside scenario

1.3.2023

1.3.2019

Q1 2020 Results

2019

2020

----- Base case scenario

2023

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	2019	2018	2017	2016
Profit after taxes	-3,628	3,875	3,247	4,329	6,784	18,235	19,260	19,766	16,643
Return on equity before taxes	-5.4%	8.0%	8.0%	9.5%	12.9%	9.6%	11.1%	11.0%	8.7%
Return on equity after taxes	-5.9%	6.3%	5.4%	7.1%	11.2%	7.5%	8.2%	8.2%	6.6%
Return on equity, excluding bank levy	-5.2%	8.0%	7.1%	8.9%	12.9%	9.2%	9.8%	9.5%	7.7%
After tax return on average assets	-1.0%	1.1%	0.9%	1.2%	2.0%	1.3%	1.5%	1.7%	1.5%
Total capital ratio	24.8%	25.8%	23.6%	23.7%	22.4%	25.8%	24.9%	26.8%	30.2%
Net interest income	9,427	9,580	9,631	10,214	10,245	39,670	40,814	36,271	34,650
Interest spread as a ratio of assets and liabilities	2.2%	2.3%	2.3%	2.3%	2.5%	2.4%	2.7%	2.5%	2.3%
Cost-income ratio	72.6%	46.2%	43.9%	42.3%	38.7%	42.6%	45.5%	46.1%	48.4%
Liquidity ratio LCR total	196%	161%	186%	174%	243%	161%	158%	157%	128%
Liquidity LCR FX	489%	769%	577%	555%	434%	769%	534%	931%	743%
Liquidity LCR ISK	96%	61%	46%	45%	49%	61%	44%	60%	90%
Net stable funding ratio NSFR total	115%	117%	119%	119%	118%	117%	120%	124%	123%
Net stable funding ratio NSFR FX	127%	143%	158%	164%	165%	143%	166%	179%	154%
Operating expenses as a ratio of average total assets	1.7%	1.8%	1.5%	1.7%	1.8%	1.7%	1.9%	2.0%	2.1%
Total assets	1,523,188	1,426,328	1,415,262	1,402,835	1,379,298	1,426,328	1,326,041	1,192,870	1,111,157
Loans / deposits ratio	157.7%	161.1%	161.5%	162.0%	157.6%	161.1%	153.6%	153.0%	144.7%
Full-time eqv.positions	886	893	903	903	922	893	919	997	1,012

# **Key financial ratios**

# **Operations**

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	2019	2018	2017	2016
Net interest income	9,427	9,580	9,631	10,214	10,245	39,670	40,814	36,271	34,650
Net fee and commission income	1,945	2,125	1,958	2,076	2,060	8,219	8,157	8,431	7,809
Net valuation adjustments and impairment	-5,244	-1,399	-1,056	-1,378	-994	-4,827	1,352	1,785	-318
Net foreign exchange gain (loss)	85	-300	-39	-87	-158	-584	-1,497	-1,375	-179
Other net operating income	-2,813	2,257	860	2,042	3,880	9,039	5,084	8,400	6,738
Total operating income	3,400	12,263	11,354	12,867	15,033	51,517	53,910	53,512	48,700
Salaries and related expenses	3,844	3,805	3,284	3,689	3,680	14,458	14,589	14,061	14,049
Other operating expenses	2,430	2,505	2,167	2,340	2,522	9,534	9,348	9,789	9,465
Tax on liabilities of financial institutions	450	1,064	1,065	1,065	1,010	4,204	3,860	3,253	2,973
Total operating expenses	6,724	7,374	6,516	7,094	7,212	28,196	27,797	27,103	26,487
Profit ( Loss) for the period before tax	-3,324	4,889	4,837	5,774	7,821	23,321	26,113	26,409	22,213
Income tax	304	1,014	1,591	1,444	1,037	5,086	6,853	6,643	5,570
Profit ( Loss) for the period	-3,628	3,875	3,247	4,329	6,784	18,235	19,260	19,766	16,643

## **Balance Sheet**

	31.3.2020	31.12.2018	Change		31.12.2018	31.12.2017	31.12.2016
Cash and balances with CB	92,440	69,824	22,616	32%	70,854	55,192	30,662
Bonds and debt instruments	116,568	115,262	1,306	1%	77,058	117,310	154,892
Equities and equity instruments	25,923	30,019	-4,096	-14%	23,547	27,980	26,688
Loans and advances to fin institutions	69,740	47,929	21,811	46%	71,385	44,866	20,408
Loans and advances to customers	1,190,536	1,140,184	50,352	4%	1,064,532	925,636	853,417
Other assets	27,981	23,110	4,871	21%	18,665	21,886	25,090
Total	1,523,188	1,426,328	96,860	7%	1,326,041	1,192,870	1,111,157
Due to financial institutions and CB	41,495	48,062	-6,567	-14%	34,609	32,062	20,093
Deposits from customers	755,160	707,813	47,347	7%	693,043	605,158	589,725
Borrowings	412,590	373,168	39,422	11%	314,412	281,874	223,944
Other liabilities	48,457	30,470	17,987	59%	31,027	27,642	25,776
Subordinated liabilities	21,379	19,081	2,298	12%	13,340	77	388
Equity	244,107	247,734	-3,627	-1%	239,610	246,057	251,231
Total	1,523,188	1,426,328	96,860	7%	1,326,041	1,192,870	1,111,157

# Segments

Q1 2020	Personal banking	Corporate Banking	Markets	Treasury	Support functions	Reconciliation	Total
Net interest income	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 impairments	-1,140	-4,097	0	-7	0	0	-5,244
Other net operating income	-148	-390	-744	-1,422	-19	-5	-2,728
Total operating income (expense)	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
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
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## Landsbankinn's successes

#### Landsbankinn chosen best bank in Iceland



International financial magazine Euromoney selected Landsbankinn as the best bank in Iceland.

> Icelandic Performance Satisfaction Index



Landsbankinn was ranked highest by banking customers in the Icelandic Performance Satisfaction Index 2019. ESG risk rating



Landsbankinn ranked 6th out of 376 European banks assessed by Sustainalytics in its ESG risk rating.

PRI

**PRI** 

Landsbankinn is a member of the United Nation's Principles for Responsible Investment (UNPRI). Principles for Responsible Banking



Landsbankinn has decided to endorse UNEP FI's new Principles for Responsible Banking.

Equal pay certification



Landsbankinn received equal pay certification in April 2019. The certification confirms that the Bank's remuneration system complies with the Equal Pay Standard ÍST 85:2012.

