



9M 2018 Results

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Highlights

Operations

Highlights of Q3 2018

- After-tax profit for Q3 2018 amounted to ISK 3.8 bn compared to ISK 4.2 bn for the same period in 2017.
- Net interest income amounted to ISK 10.4 bn compared to ISK 8.9 bn for the same period in 2017.
- Credit value adjustments for the period were negative by ISK 89 m compared to positive value adjustments of ISK 766 m in Q3 2017.
- After-tax return on equity was 6.5% in Q3 compared to 6.9% during the same period in 2017.

Key figures from the profit and loss account in the first nine months 2018

- The after-tax profit for the first nine months of 2018 amounted to ISK 15.4 bn compared to ISK 16.8 bn for the same period in 2017.
- Net interest income amounted to ISK 29.8 bn, increasing by 10% compared to the same period in 2017.
- Credit value adjustments for the period were positive by ISK 1.7 bn compared to ISK 2.1 bn for the same period in 2017.
- Net fee and commission income amounted to ISK 5.8 bn compared to ISK 6.6 bn for the same period in 2017.
- Other operating income amounted to ISK 3.8 bn compared to ISK 5.9 bn for the same period in 2017.
- Salaries and related expenses increased by ISK 446 m, 4% between years.

- The interest margin on assets and liabilities was 2.7% at the end of September 2018 compared to 2.5% at the end of September 2017.
- After-tax return on equity was 8.8% compared to 9.4% for the same period in 2017.
- The cost-income ratio for the first nine months of the year was 45.0% compared to 44.7% in the same period 2017.
- The effective tax rate in the first half of 2018 is 24.9%.

Balance sheet

- Total assets amounted to ISK 1,317 bn as of the end of September 2018.
- Lending grew by ISK 112 bn from the beginning of the year. Lending increased by ISK 74 bn to corporates and ISK 38 bn to households.
- Deposits increased by ISK 87.5 bn from the beginning of the year. Households finances continued to improve and the increase in households deposits amounts to ISK 24 bn.
- On 30. August 2018, the Bank completed its inaugural EUR 100 million issuance of Tier 2 subordinated bonds.
- Landsbankinn's equity at the end of September 2018 amounted to ISK 235.9 bn, down by 4% since the beginning of the year, which is due to an ISK 24.8 bn dividend.
- The total equity ratio is now 24.8%, down from 26.7% at year-end 2017 and is well above 20,5% total capital requirements as defined by FME. The Bank's liquidity position is strong, overall and in foreign currencies, and well above regulatory requirements.

Main results

	9M 2018	9M 2017	Q3 2018	Q3 2017
Profit after taxes	15,393	16,841	3,780	4,188
Return on equity after taxes	8.8%	9.4%	6.5%	6.9%
Adjusted return on equity after taxes*	9.7%	9.9%	8.3%	7.5%
Interest spread as a ratio of assets and liabilities	2.7%	2.5%	2.7%	2.5%
Cost-income ratio **	45.0%	44.7%	45.9%	48.7%

	30.9.2018	30.9.2017	31.12.2017	31.12.2016
Total assets	1,317,205	1,198,959	1,192,870	1,111,157
Loans to customers	1,038,005	905,927	925,636	853,417
Deposits from customers	692,675	638,781	605,158	589,725
Equity	235,892	243,132	246,057	251,231
Total capital ratio	24.8%	26.8%	26.7%	30.2%
Net stable funding ratio NSFR total	120%	126.0%	124%	123%
Net stable funding ratio NSFR FX	168%	185%	179%	154%
Liquidity ratio LCR total	154%	158%	157%	128%
Liquidity ratio LCR FX	392%	873%	931%	743%
Arrears (>90 days)	0.5%	1.0%	0.9%	1.5%
Full-time eqv. positions	948	998	997	1,012

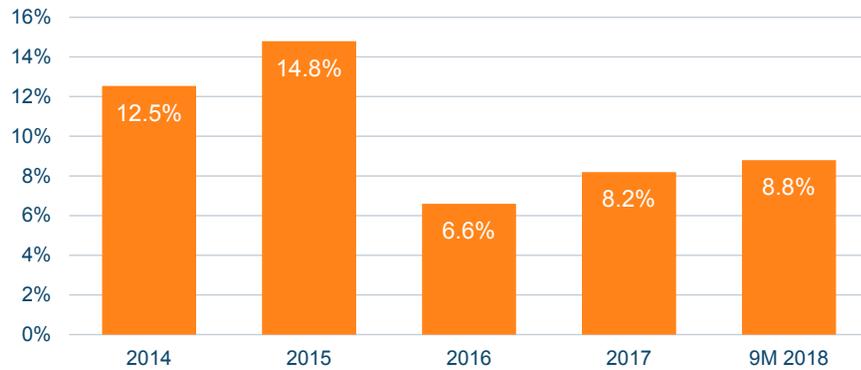
*Adjusted ROE after taxes = (Profit after taxes – positive value adjustments after taxes – tax on total liabilities of financial institutions – profit from discontinued operations after taxes) / average equity position

**Cost-income ratio = Total operating expenses/ (total operating income-net adjustments in valuation)

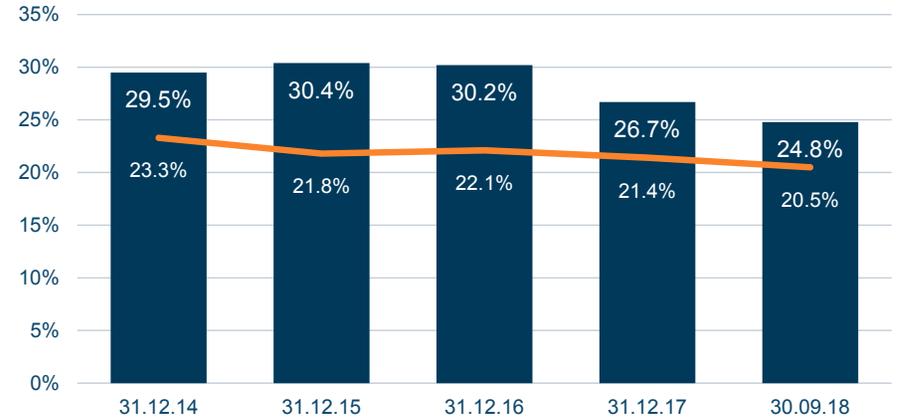


Development of KPIs

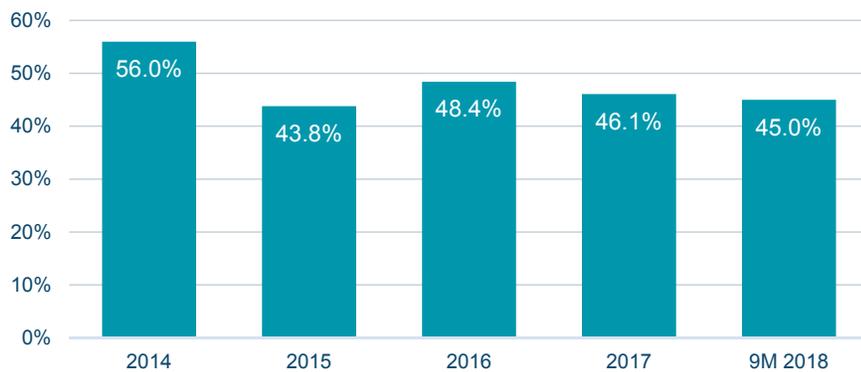
Return on equity after taxes



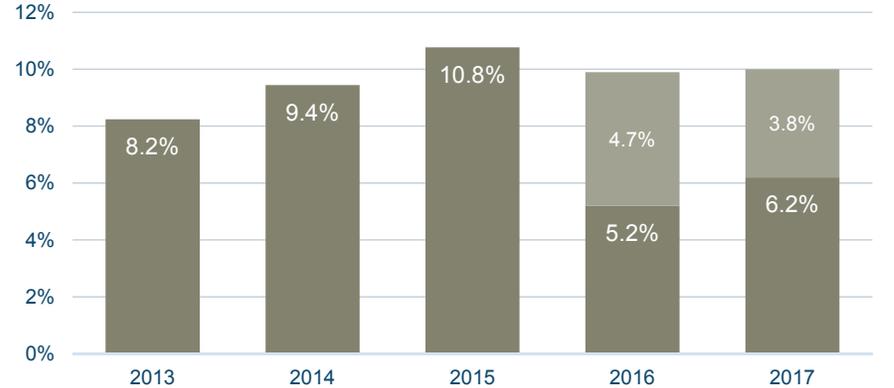
Total capital ratio



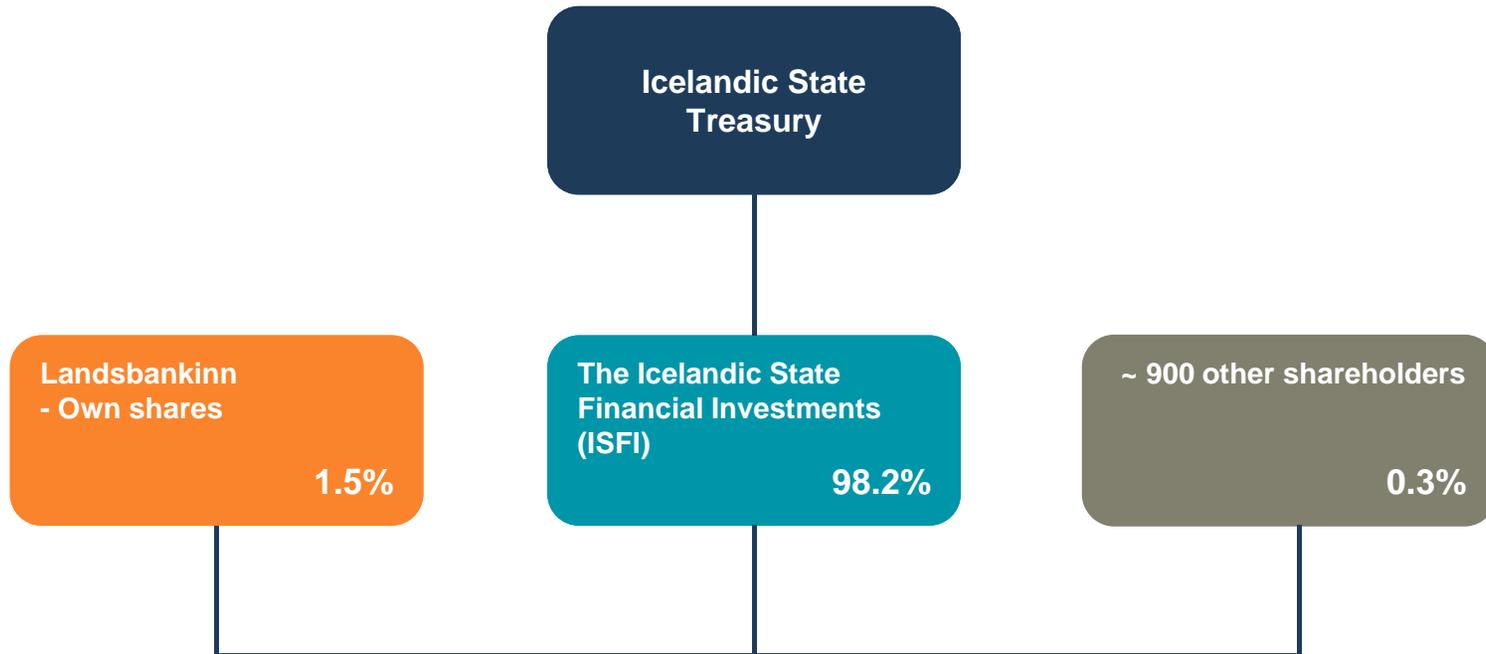
Cost-income ratio excluding valuation adjustments



Dividend yield



Ownership

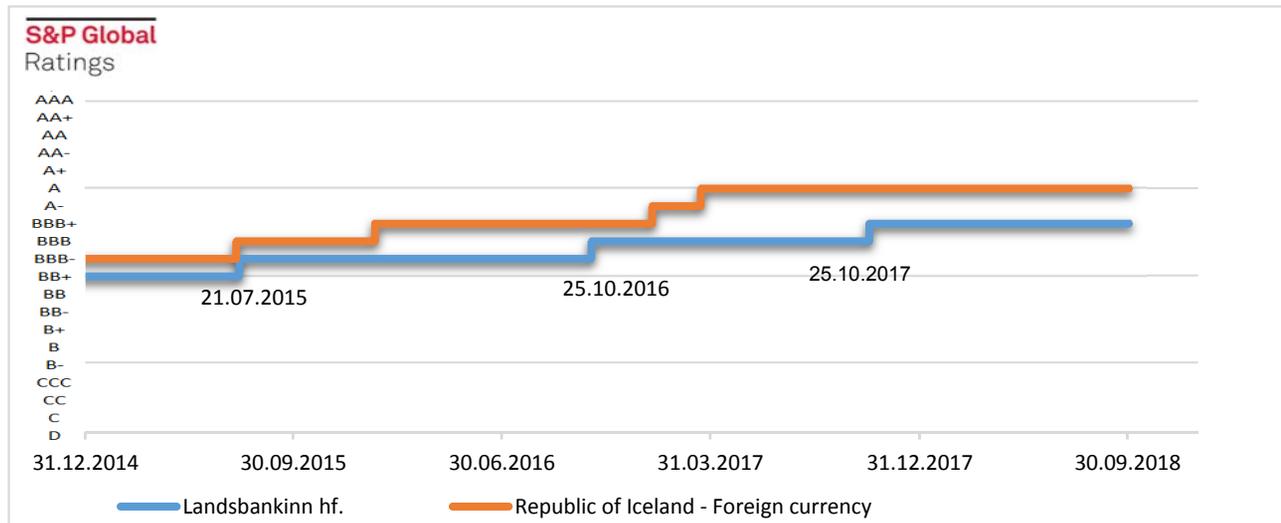


- The Finance Ministry published an ownership policy in July 2017 in regards to equity holdings in financial companies that are supervised by the Icelandic State Financial Investments (ISFI).



- 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



S&P Global Ratings

Fundamental factors for Landsbankinn:

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

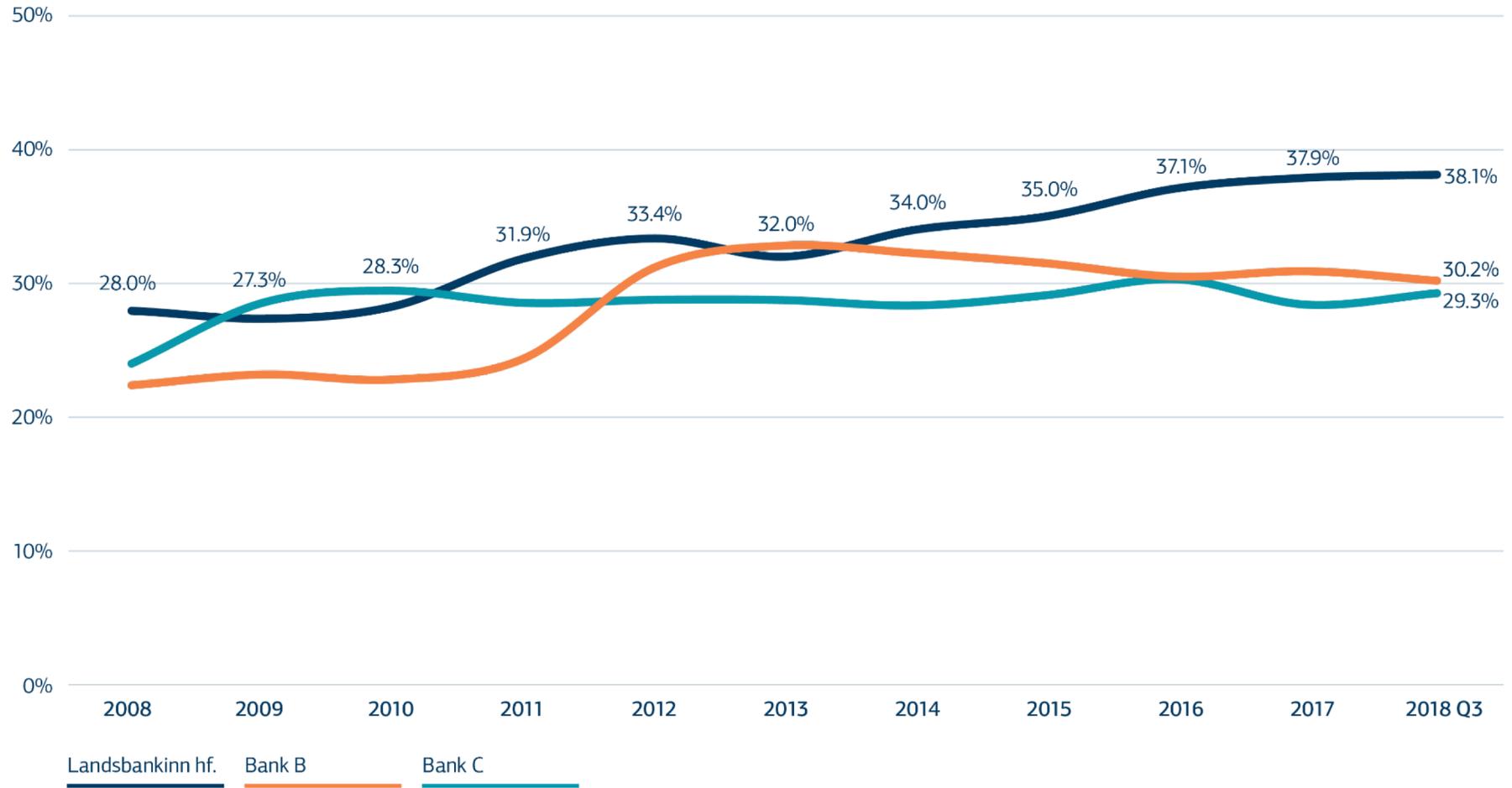
	Icelandic sovereign	Landsbankinn hf.
Long-term rating	A	BBB+
Short-term rating	A-1	A-2
Outlook	Stable	Stable
Last rating action	March 2017	October 2017

Financial objectives

	Objective	9M 2018	Guidelines
Return on equity (ROE)	≥ 10%	8.8%	Long-term objective. Expected ROE in 2018 is 7.5-8.5%.
Cost-income ratio (C/I ratio)	≤ 45%	45%	Long-term objective. Expected ratio in 2018 is 45-47%.
Total capital ratio (TCR)	≥ 23%	24.8%	The Bank's aim is to maintain capital ratios above the FME'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 determined and measured by the relevant credit rating agencies. Long-term objective to be reached in stages leading up to 2020.
Common Equity Tier 1 capital (CET1)	≥ 18%	23.5%	
Dividend payout ratio	60 - 80%	78%*	The aim is also to make special dividend payments to further optimise the Bank's capital structure.

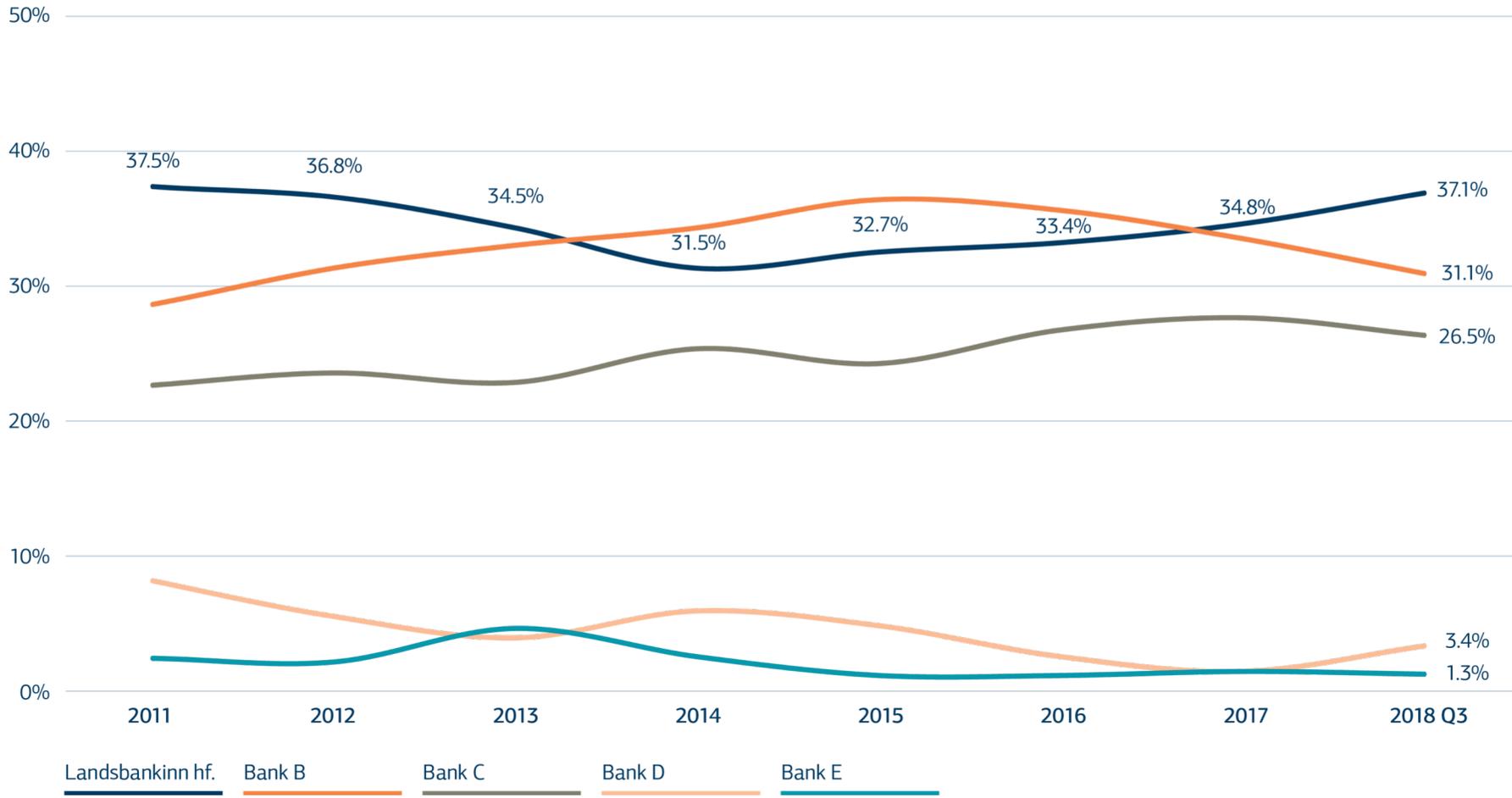
* AGM in March 2018 approved special dividend ISK 9,456 bn

Marketshare – Retail banking



Source: Gallup

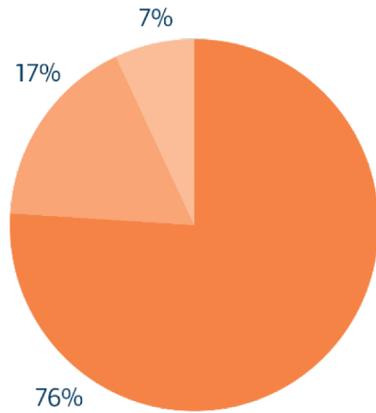
Marketshare – Corporate banking



Source: Gallup

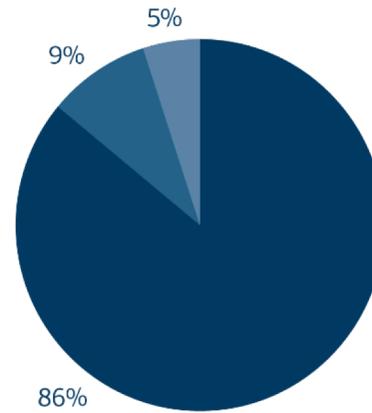


Landsbankinn's successes



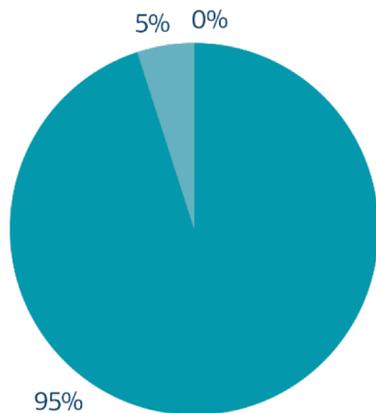
**Customer satisfaction
- Individuals**

- Satisfied
- Neither nor
- Dissatisfied



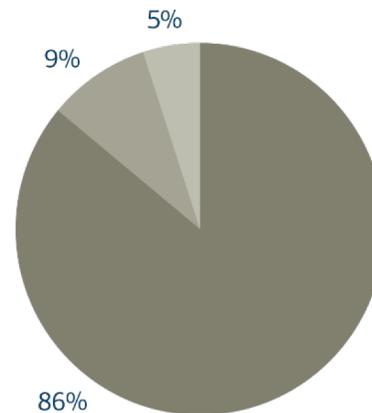
**Customer satisfaction
- Business**

- Satisfied
- Neither nor
- Dissatisfied



**Satisfaction with online banking
- Individuals**

- Satisfied
- Neither nor
- Dissatisfied



**Satisfaction with online banking
- Business**

- Satisfied
- Neither nor
- Dissatisfied

Source: Gallup

Landsbankinn's successes

First to join Nordic collaboration



Nordic Financial CERT

Landsbankinn is the first Icelandic bank to become a member of this Nordic collaboration to boost cyber security.

Credit rating



S&P Global Ratings upgraded Landsbankinn's credit rating to BBB+/A-2 with a stable outlook.

Best CSR report



Festa, Stjórnvísir and the Icelandic Chamber of Commerce have selected Landsbankinn's Report on Social Responsibility as the best CSR report of 2018.

Good governance



Landsbankinn was recognised as a model of good corporate governance in 2015, 2016, 2017 and 2018.

PRI



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

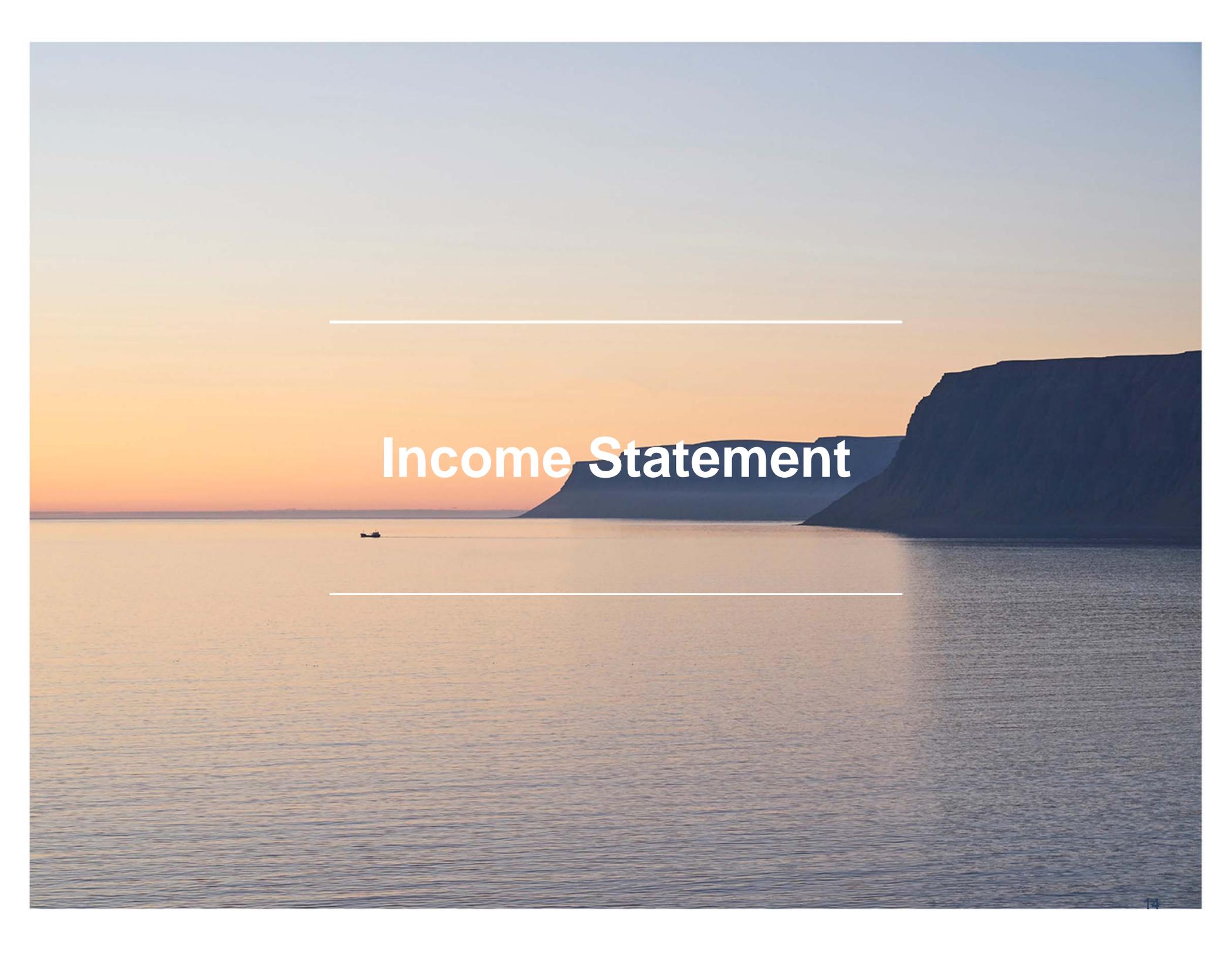
Capacent's Equality Indicator



Landsbankinn became a member of Capacent's Equality Indicator (Jafnréttisvísir) in 2018. The Equality Indicator is a strategy and promotes awareness about equality.

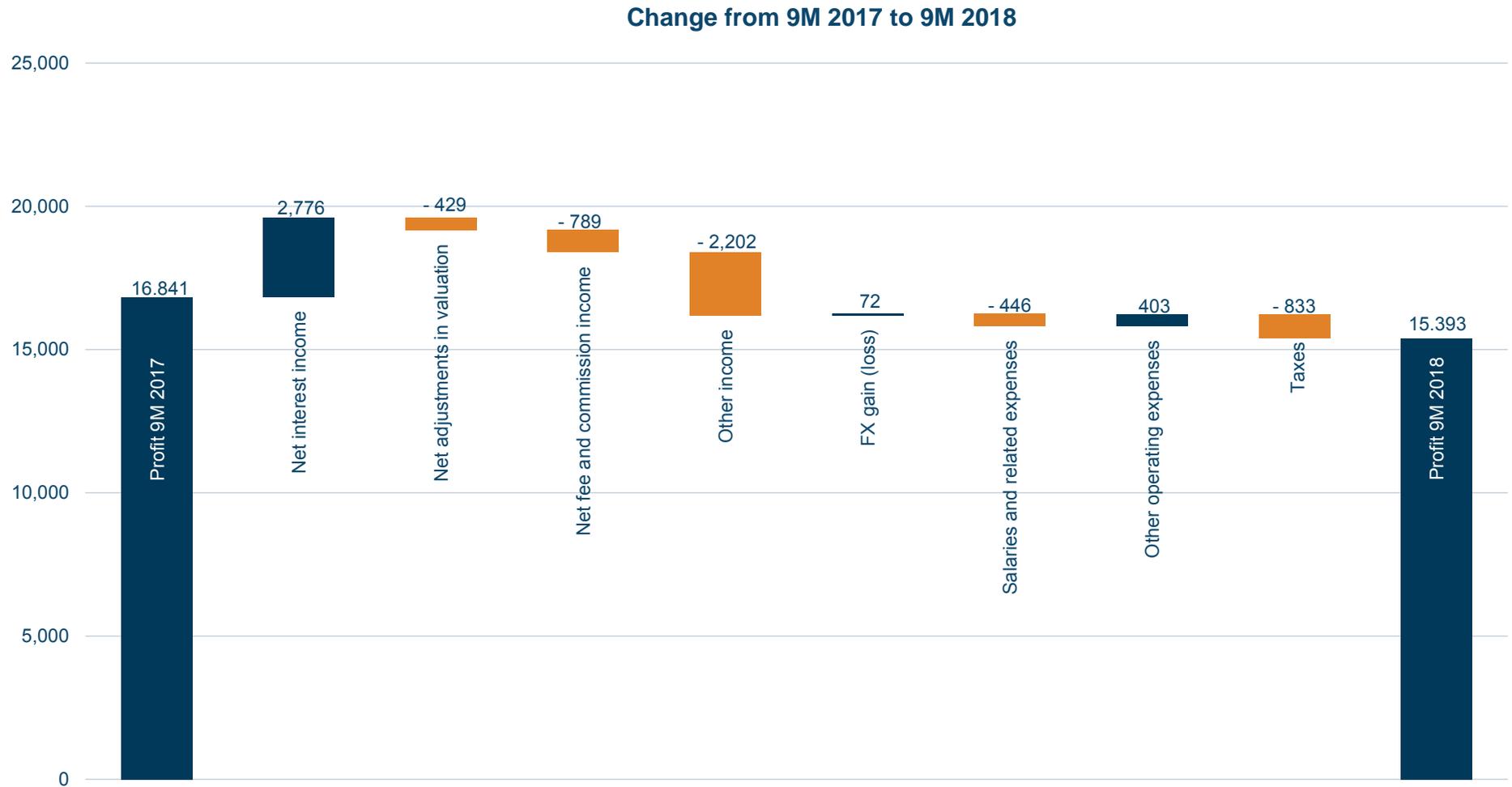
Strategy





Income Statement

Income Statement



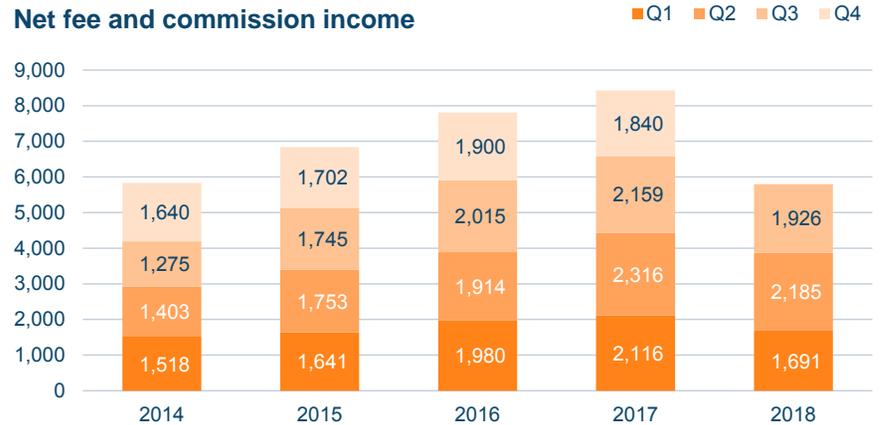
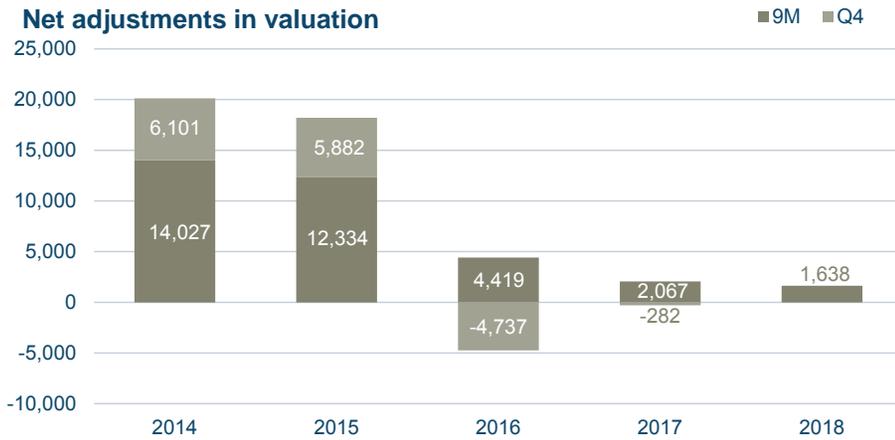
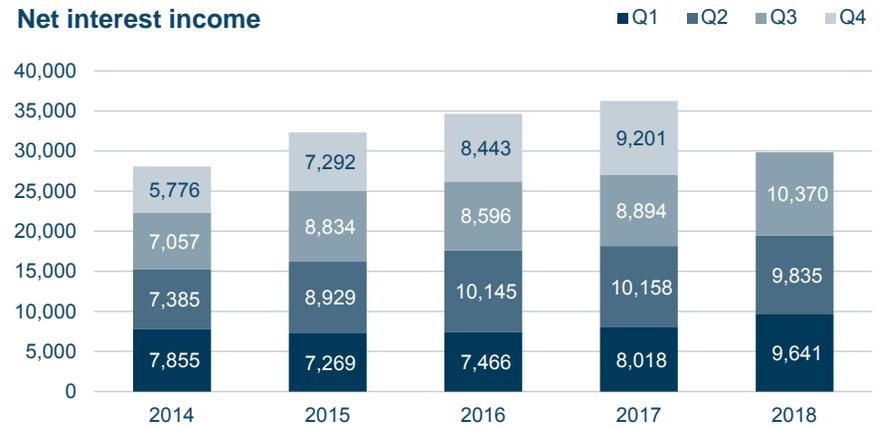
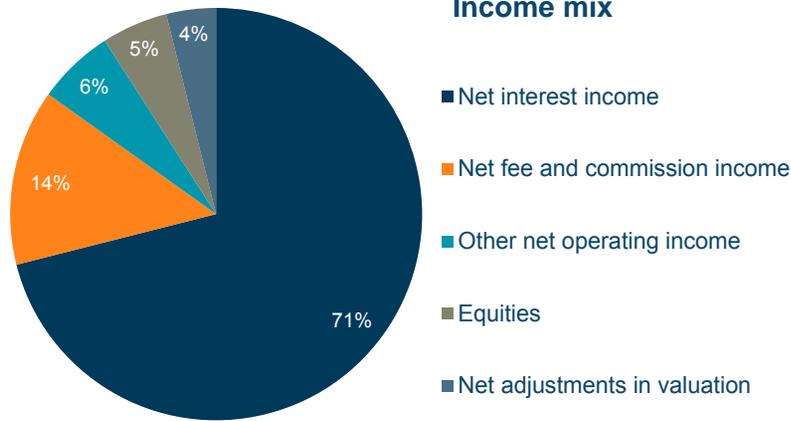
Income Statement

	9M 2018	9M 2017	Change	Q3 2018	Q3 2017	Change
Net interest income	29,846	27,070	10%	10,370	8,894	17%
Net adjustments in valuation	1,638	2,067	-21%	-89	766	-112%
Net interest income after adjustments in valuation	31,484	29,137	8%	10,281	9,660	6%
Net fee and commission income	5,802	6,591	-12%	1,926	2,159	-11%
Other net operating income	3,784	5,914	-36%	-155	535	-129%
Total operating income	41,070	41,642	-1%	12,052	12,354	-2%
Salaries and related expenses	10,754	10,308	4%	3,222	3,163	2%
Other operating expenses	6,975	7,378	-5%	2,353	2,475	-5%
Total operating expenses	17,729	17,686	0%	5,575	5,638	-1%
Profit before tax	23,341	23,956	-3%	6,477	6,716	-4%
Income tax expense and tax on liabilities of financial institutions	7,948	7,115	12%	2,697	2,528	7%
Profit for the period	15,393	16,841	-9%	3,780	4,188	-10%

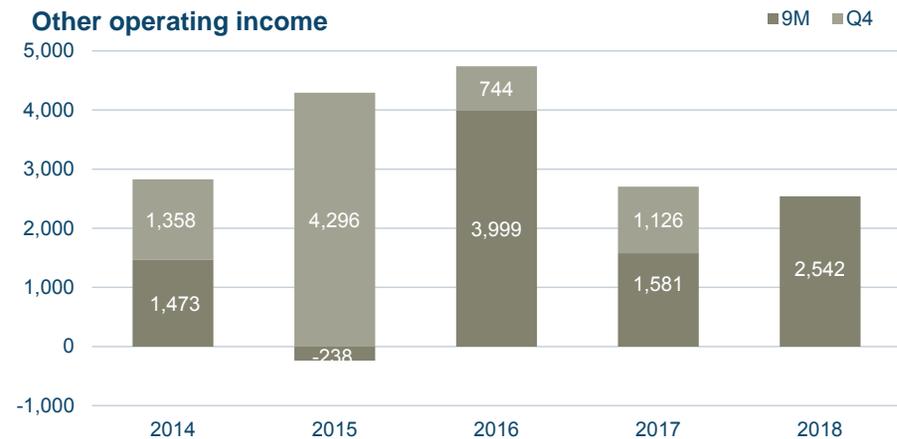
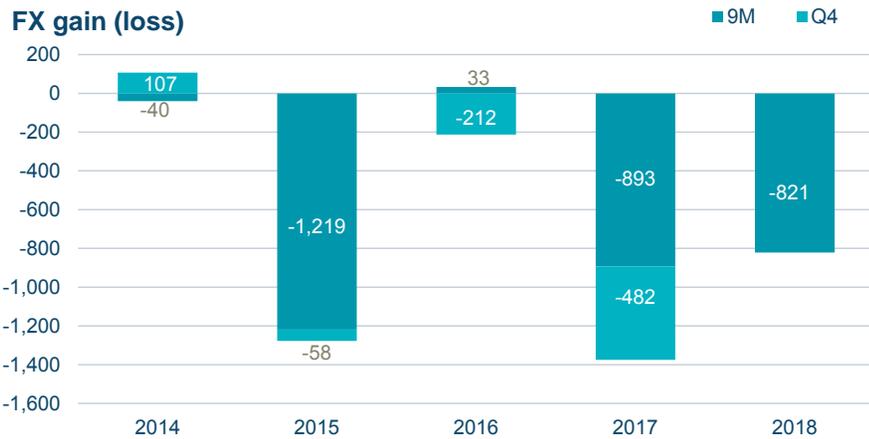
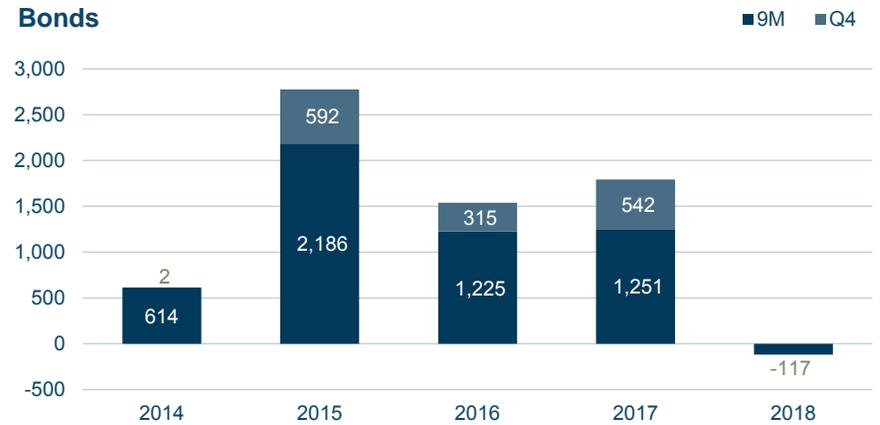
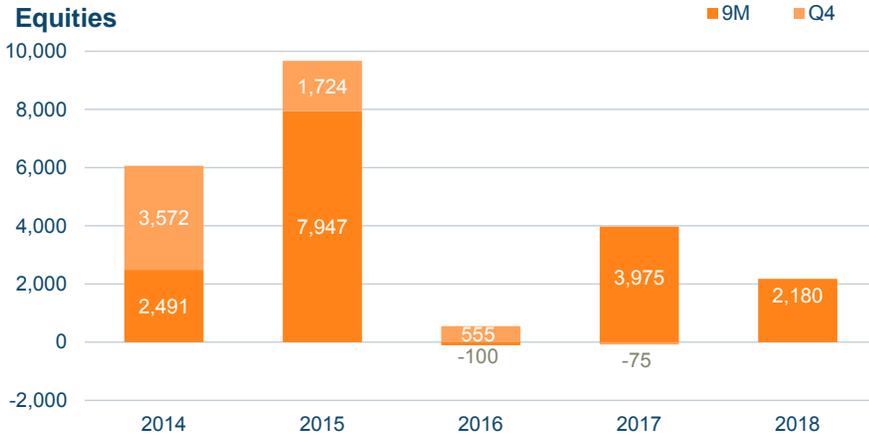
Net interest income and valuation adjustments

	9M 2018	9M 2017	Change		Q3 2018	Q3 2017	Change	
Interest income	49,997	46,586	3,411	7%	17,622	14,916	2,706	18%
Interest expense	-20,151	-19,516	-635	-3%	-7,252	-6,022	-1,230	-20%
Net interest income	29,846	27,070	2,776	10%	10,370	8,894	1,476	17%
Net impairment loss on loans and guarantees	509	952	-443	-47%	-89	419	-508	121%
Net impairment from foreign currency linkage of loans and advances to customers	1,129	1,115	14	1%	-0	347	-347	-100%
Net valuation adjustments	1,638	2,067	-429	-21%	-89	766	-855	-112%
Net interest income after net valuation adjustments	31,484	29,137	2,347	8%	10,281	9,660	621	6%

Net operating income

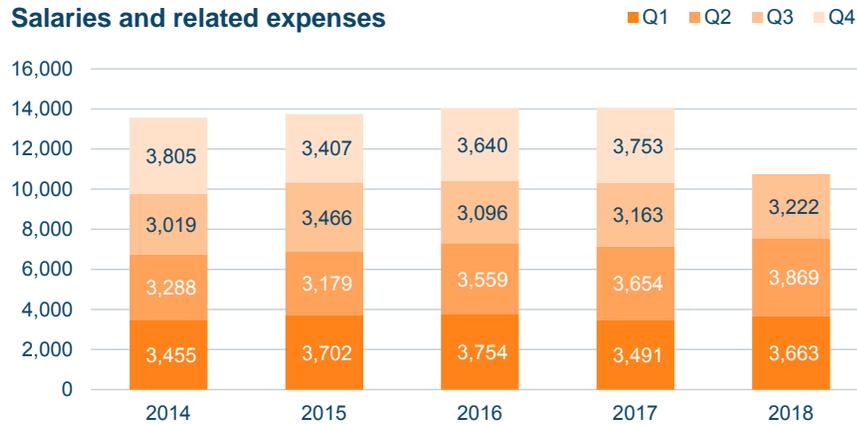


Net operating income



Operating expenses

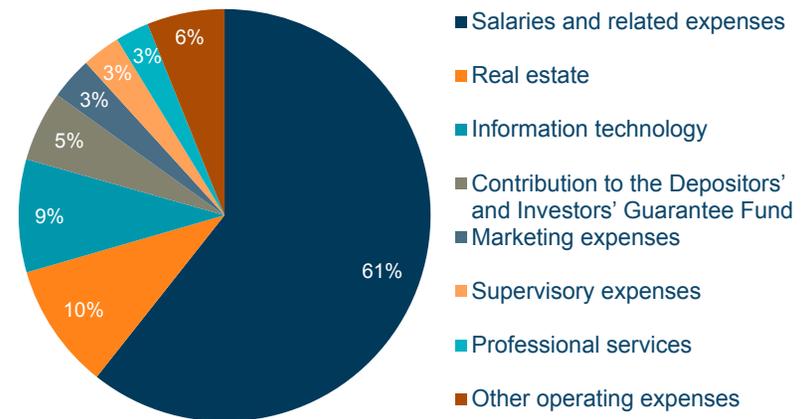
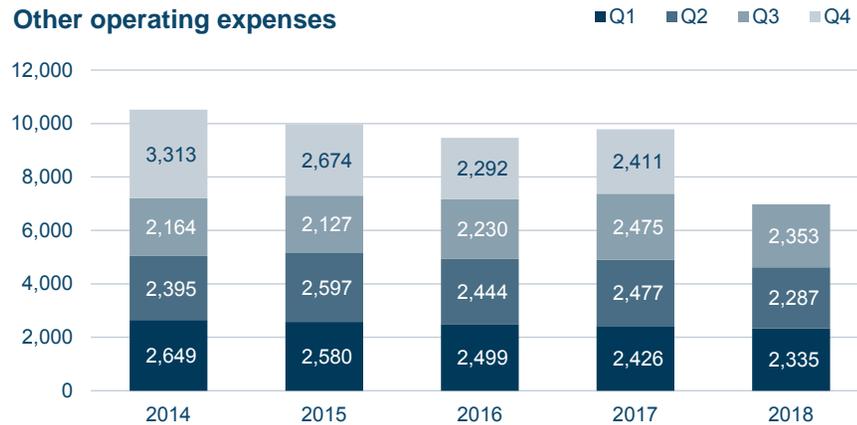
Salaries and related expenses



Full time eqv. Positions



Other operating expenses



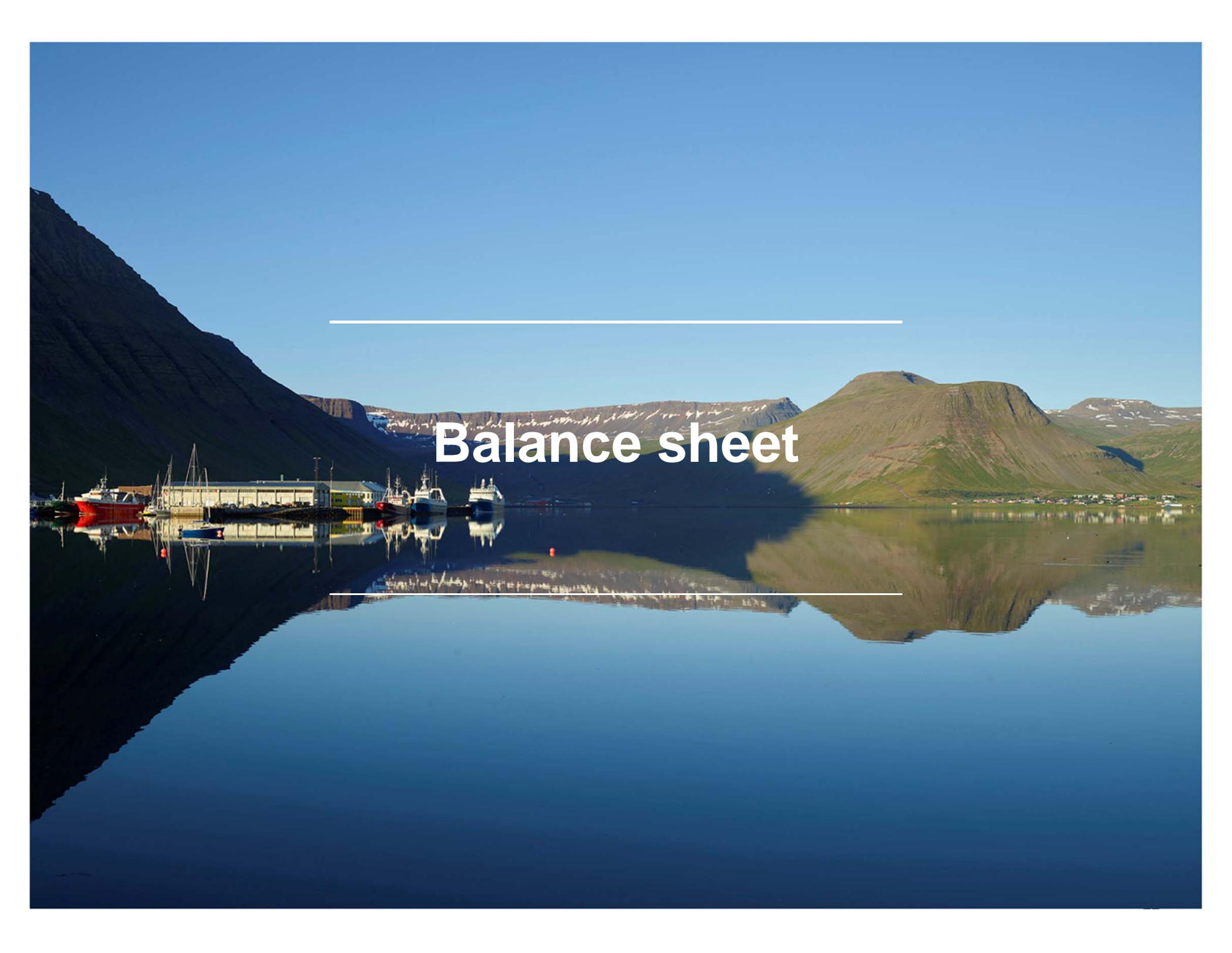
Taxes

	9M 2018	9M 2017	Change	
Income tax	4,094	3,618	476	13%
Special financial activities tax on profits ¹	1,022	997	25	3%
Income Tax	5,116	4,615	501	11%
Tax on liabilities of financial institutions ²	2,832	2,500	332	13%
Special financial activities tax on salaries ³	524	510	14	3%
Total	8,473	7,625	848	11%

¹ A 6% additional tax on pre-tax profit over ISK 1 bn

² Special tax on financial institutions of 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

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

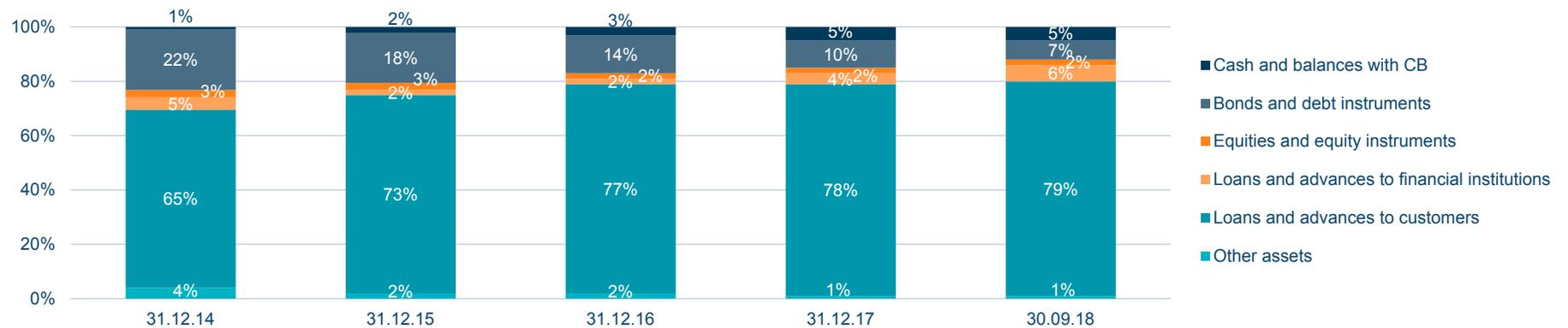


Balance sheet

Assets

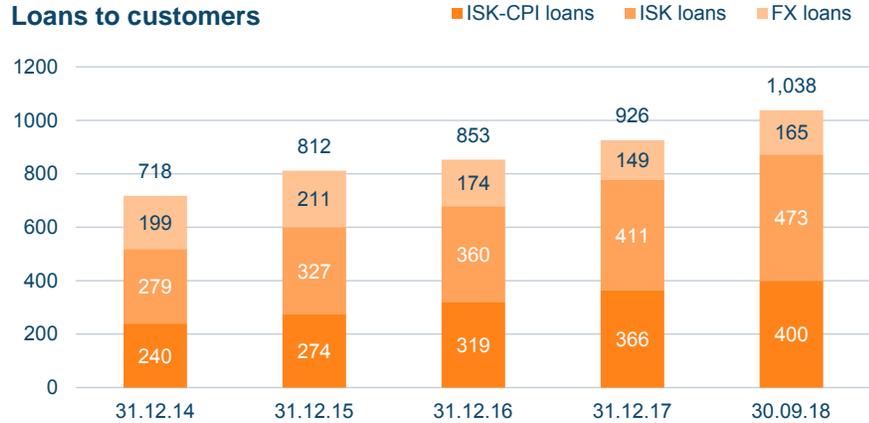
	30.09.2018	31.12.2017	Change	
Cash and balances with CB	61,155	55,192	5,963	11%
Bonds and debt instruments	88,749	117,310	-28,561	-24%
Equities and equity instruments	27,766	27,980	-214	-1%
Loans and advances to financial institutions	84,513	44,866	39,647	88%
Loans and advances to customers	1,038,005	925,636	112,369	12%
Other assets	15,399	18,238	-2,839	-16%
Assets classified as held for sale	1,618	3,648	-2,030	-56%
Total	1,317,205	1,192,870	124,335	10%

Assets

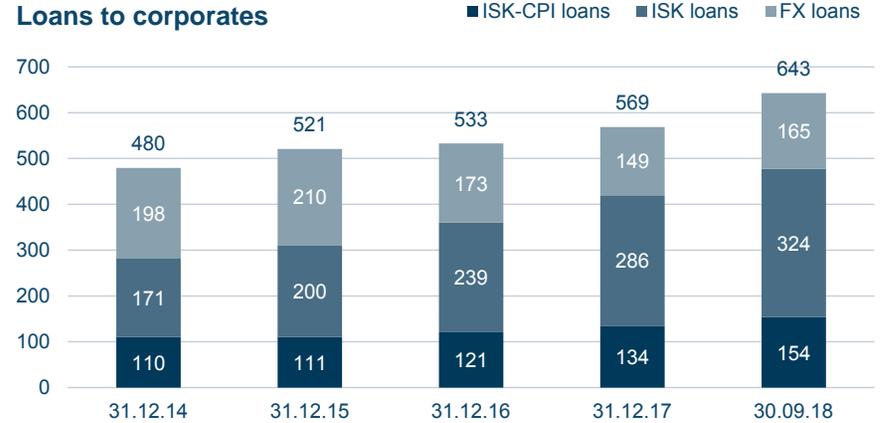


Loans

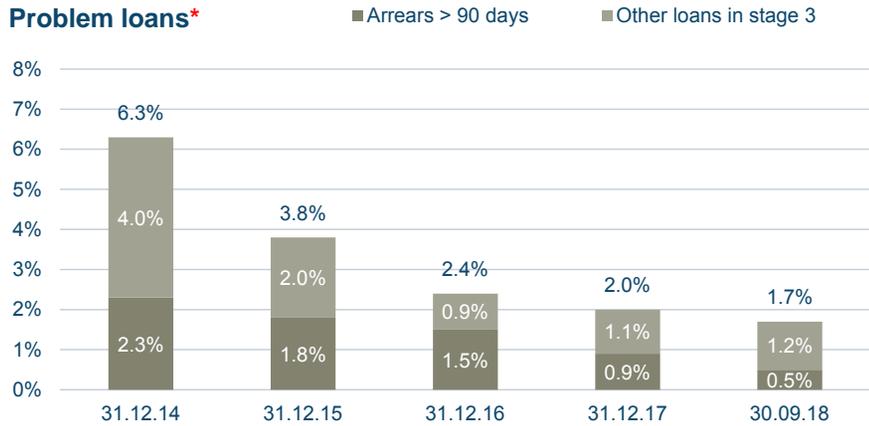
Loans to customers



Loans to corporates



Problem loans*



Loans to individuals



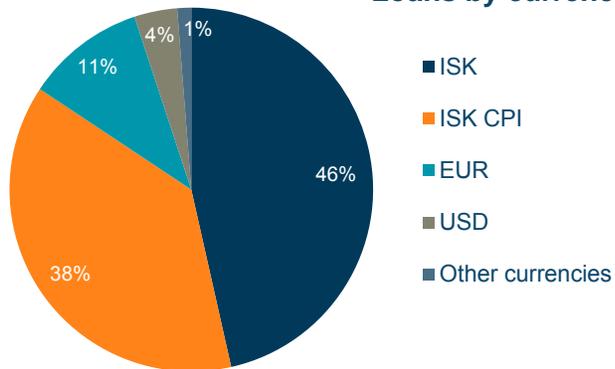
* until 31.12.2017 problem loans were defined as loans and advances with individual allowance and/or more than 90 days in arrears



Loans



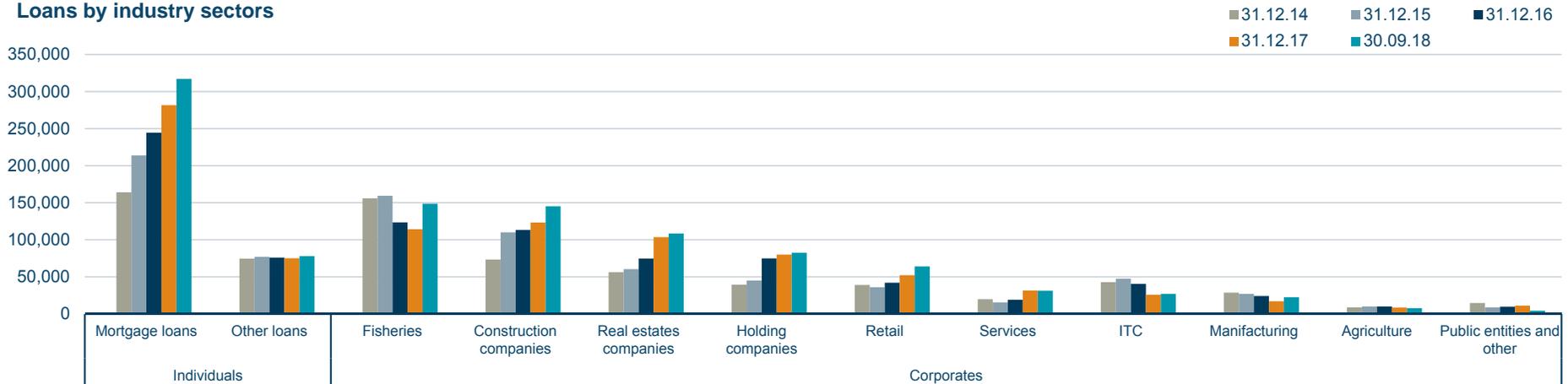
Loans by currencies



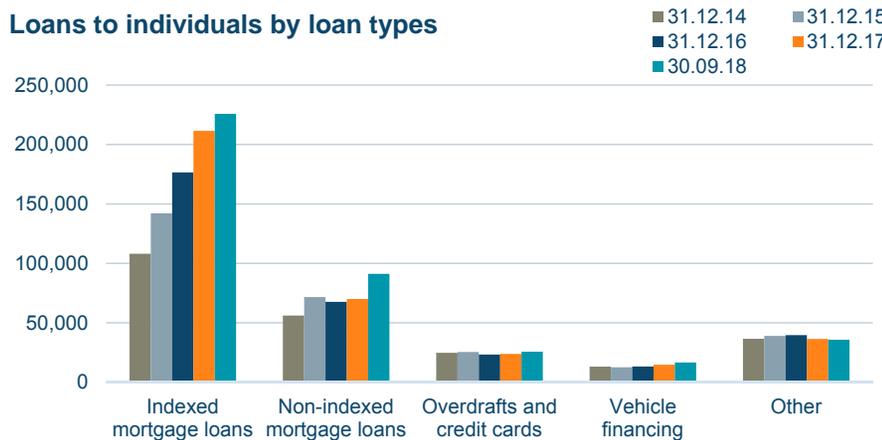
	30.9.2018	31.12.2017	Change	
ISK	473,118	410,550	62,568	15%
ISK CPI	400,209	365,948	34,261	9%
EUR	112,601	99,455	13,146	13%
USD	39,532	38,019	1,513	4%
Other currencies	12,545	11,664	881	8%
Total loans	1,038,005	925,636	112,369	12%

Loans

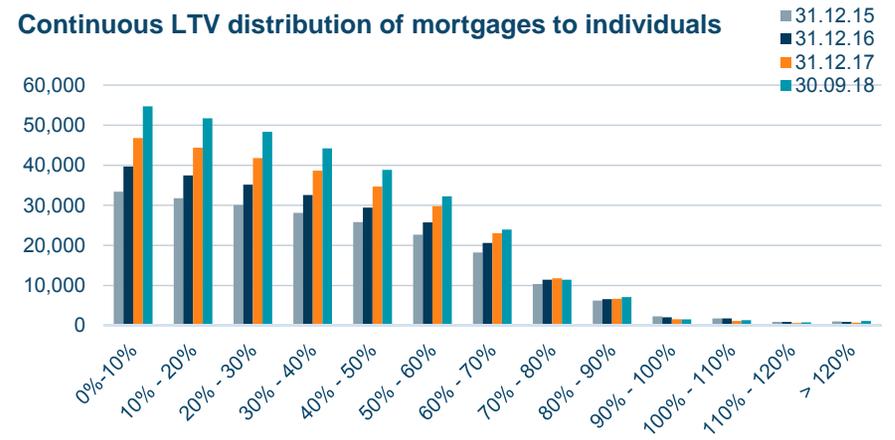
Loans by industry sectors



Loans to individuals by loan types



Continuous LTV distribution of mortgages to individuals



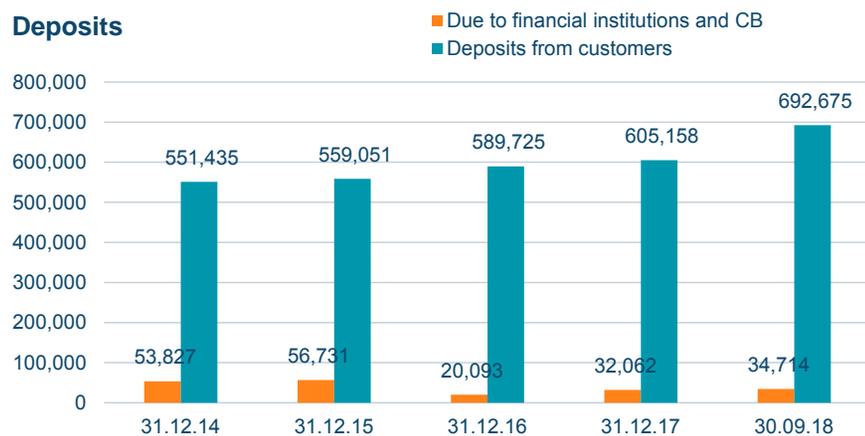
Weighted average LTV 30.09.18 57.5% (62.3% 31.12.17; 62.3% 31.12.16 ; 63.4% 31.12.15)



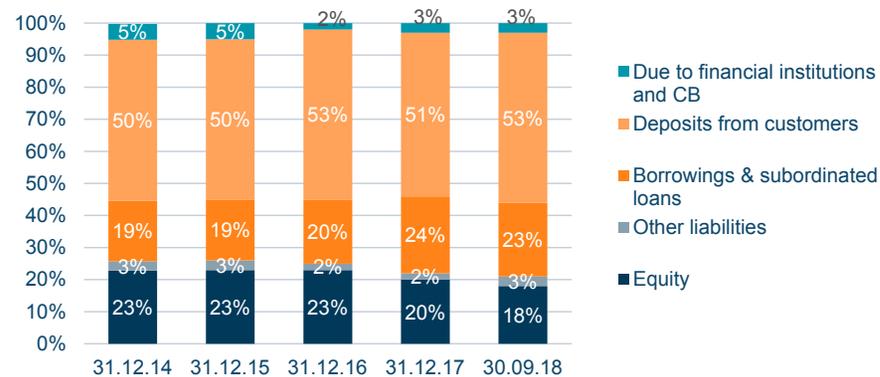
Liabilities and equity

	30.9.2018	31.12.2017	Change	
Due to financial institutions and CB	34,714	32,062	2,652	8%
Deposits from customers	692,675	605,158	87,517	14%
Borrowings	308,362	281,874	26,488	9%
Other liabilities	32,687	27,642	5,045	18%
Subordinated liabilities	12,875	77	12,798	16,588%
Equity	235,892	246,057	-10,165	-4%
Total	1,317,205	1,192,870	124,335	10%

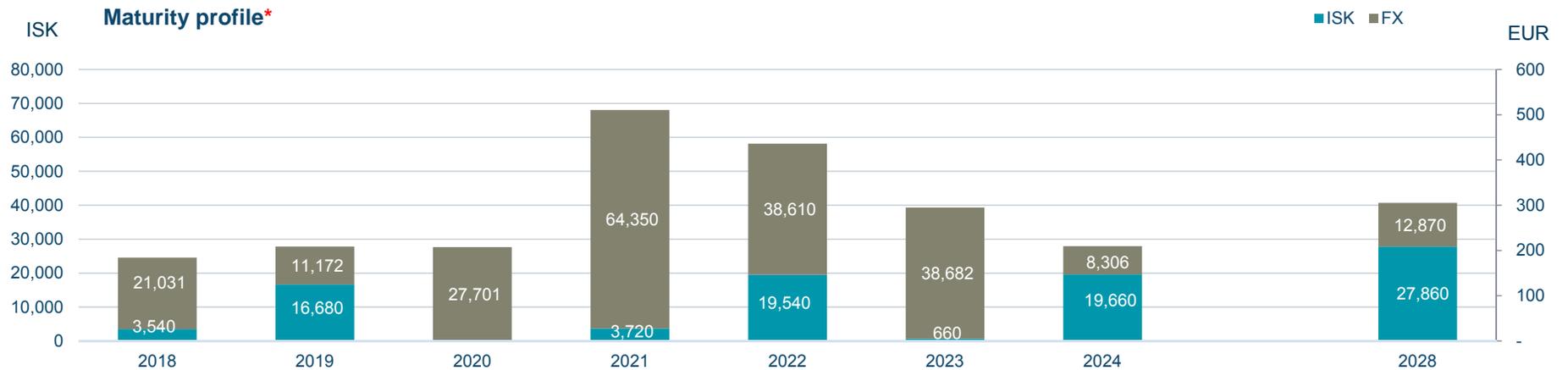
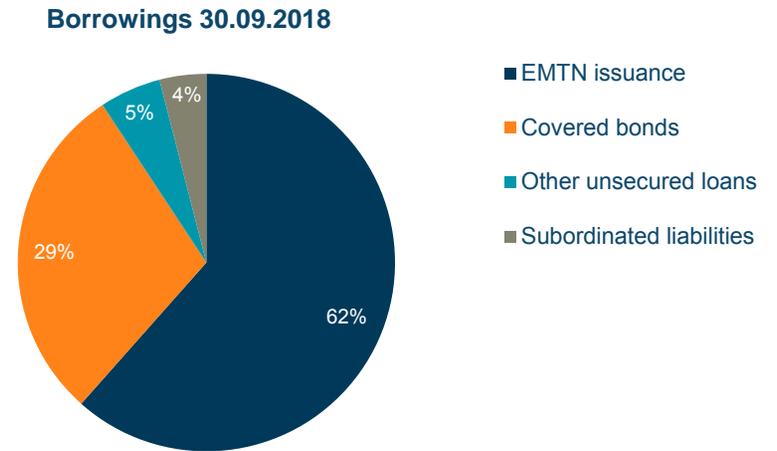
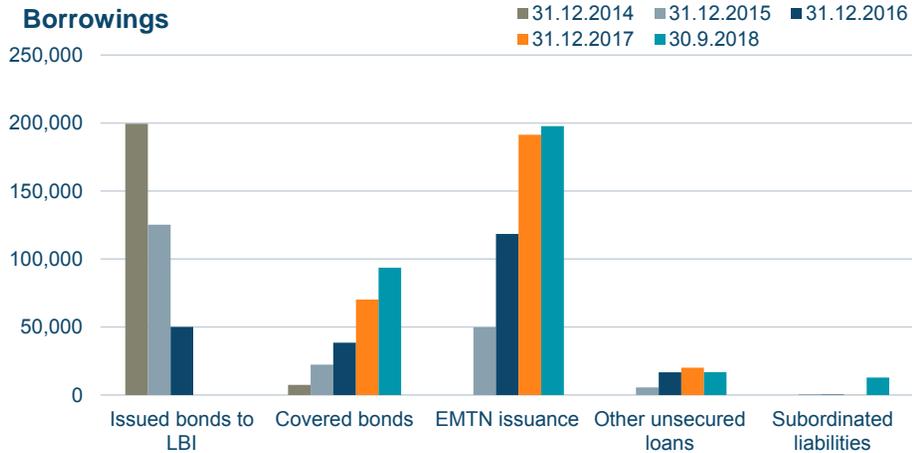
Deposits



Liabilities and equity



Borrowings



* Subordinated bonds EUR 100 million are callable in 2023

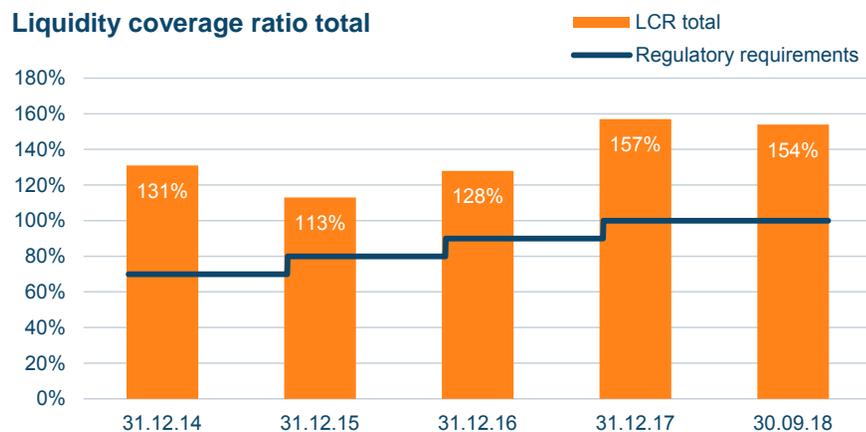


Liquidity

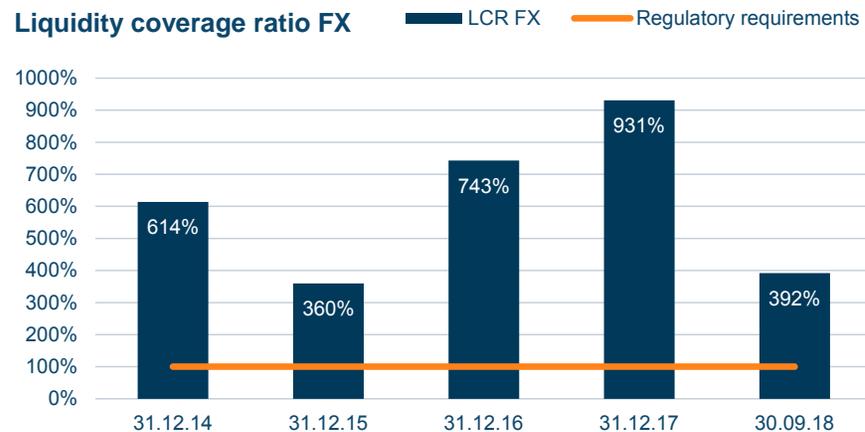
30.09.2018	Total*		FX*	
	Unweighted	Weighted	Unweighted	Weighted
Level 1 liquid assets	95,707	95,707	55,338	55,338
information items	18,154	0	3,906	0
A. Total liquid assets	113,861	95,707	59,244	55,338
Deposits	497,443	125,832	77,877	33,482
Borrowing	22,104	22,104	19,884	19,884
Other outflows	149,760	17,208	30,406	3,033
B. Total outflows (0-30 days)	669,307	165,144	128,167	56,399
Loans and advances to financial institutions	97,829	83,178	84,324	83,137
Other inflows	42,274	19,709	10,588	5,524
Limit on inflows	0	0	0	-46,362
C. Total inflows (0-30 days)	140,103	102,887	94,912	42,299
Liquidity coverage A/(B-C)		154%		392%

*according to the liquidity rules set by the Central Bank of Iceland, No. 266/2017

Liquidity coverage ratio total



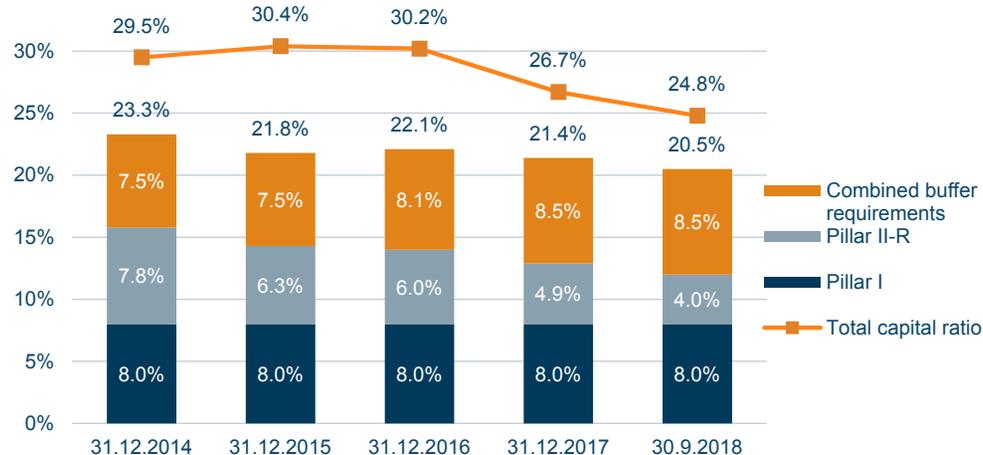
Liquidity coverage ratio FX



Capital requirements

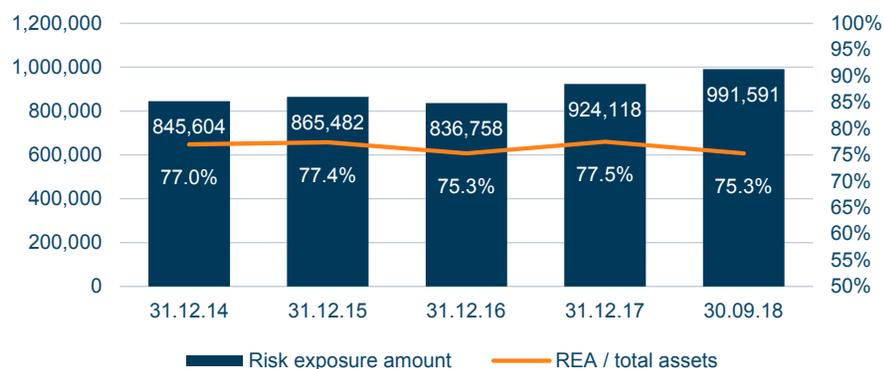
	CET1	Tier 1	Total
Pillar I	4.5%	6.0%	8.0%
Pillar II-R	2.3%	3.0%	4.0%
Minimum requirements under Pillar I and Pillar II-R	6.8%	9.0%	12.0%
Systemic risk buffer	2.85%	2.85%	2.85%
Capital buffer for systematically important institutions	2.00%	2.00%	2.00%
Countercyclical capital buffer	1.19%	1.19%	1.19%
Capital conservation buffer	2.50%	2.50%	2.50%
Combined buffer requirements under Pillar II-G	8.54%	8.54%	8.54%
Total capital requirements	15.3%	17.5%	20.5%
Total capital ratio 30.09.18	23.5%	23.5%	24.8%

Total capital requirements as defined by FME



On 15 May 2019, the countercyclical buffer on domestic exposure will increase by 0.50 percentage points, from 1.25% to 1.75%

Risk exposure amount



- The final impact of adopting IFRS 9 1 January 2018:
 - Common Equity Tier 1 capital decreased by 0.04 percentage point
 - The total capital ratio decreased by 0.49 percentage points
- The Group uses the Standardized Approach in measuring Pillar I capital requirements for credit risk and market risk. For operational risk it uses the Basic Indicator Approach.

Dividend payments and change in total capital ratio

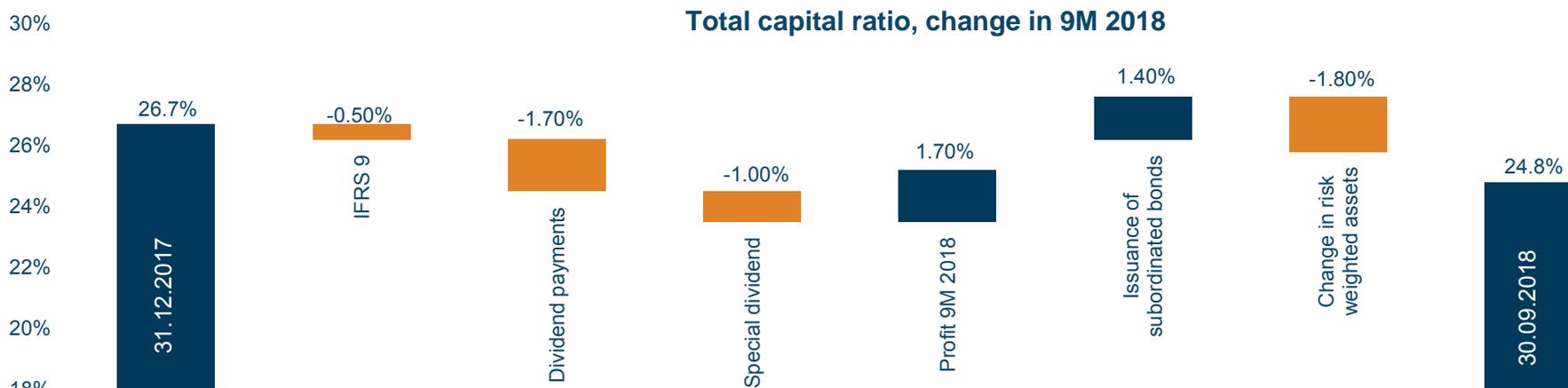
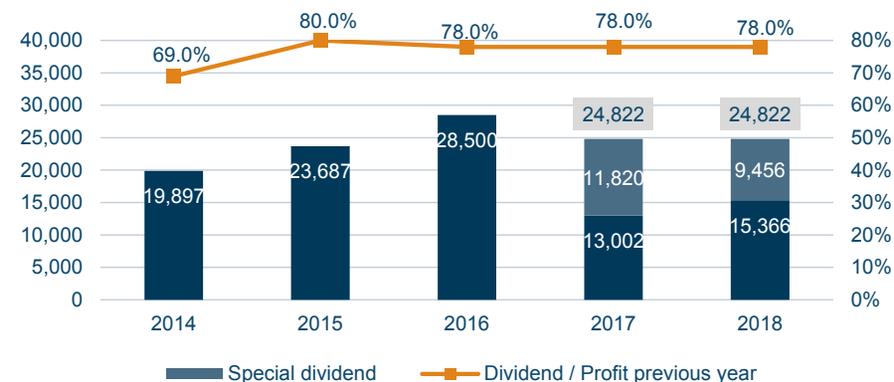
Dividend payments in 2018:

- Regular dividend of ISK 0.65 per share
 - The total amount is ISK 15,366 m
 - This is equivalent to 78% of the previous year's profit.
 - Reduced the Bank's equity ratio by 1.66 percentage points.
- Special dividend of ISK 9,456 bn will be paid in September 2018

Issuance of subordinated bonds

- On 30 August 2018, the Bank completed its inaugural EUR 100 million issuance of Tier 2 subordinated bonds.
- The bonds have a final maturity in September 2028, but are callable in September 2023.
- The subordinated bonds have been rated BBB- by S&P Global Ratings.

Dividend payments



An aerial photograph of a farm complex. In the foreground, there are several buildings: a large white barn with a brown roof, a smaller white building, and a two-story brown and white building. A large pile of white plastic mulch is visible near the barn. The farm is surrounded by green fields and a gravel driveway. In the background, a large, rounded mountain rises against a blue sky with scattered white clouds. A wide, flat landscape extends to the horizon.

Annex further information

Key financial ratios

	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	2017	2016	2015	2014
Profit after taxes	3,780	3,511	8,102	2,925	4,188	19,766	16,643	36,460	29,737
Return on equity before taxes	11.1%	10.5%	18.3%	9.3%	11.1%	12.3%	9.9%	19.9%	16.7%
Return on equity after taxes	6.5%	6.1%	13.7%	4.8%	6.9%	8.2%	6.6%	14.8%	12.5%
After tax return on average assets	1.2%	1.1%	2.7%	1.0%	1.4%	1.7%	1.5%	3.2%	2.6%
Total capital ratio	24.8%	24.1%	24.7%	26.7%	26.8%	26.7%	30.2%	30.4%	29.5%
Net interest income	10,370	9,835	9,641	9,201	8,894	36,271	34,650	32,324	28,073
Interest spread as a ratio of assets and liabilities	2.7%	2.7%	2.7%	2.5%	2.5%	2.5%	2.3%	2.2%	1.9%
Cost-income ratio	45.9%	53.6%	37.9%	50.7%	48.7%	46.1%	48.4%	43.8%	56.0%
Net stable funding ratio NSFR total	120%	119%	120%	124%	126%	124%	123%		
Net stable funding ratio NSFR FX	168%	165%	168%	179%	185%	179%	154%	136%	134%
Liquidity ratio LCR total	154%	164%	171%	157%	158%	157%	128%	113%	131%
Liquidity LCR FX	392%	743%	751%	931%	873%	931%	743%	360%	614%
Operating expenses as a ratio of average total assets	1.7%	2.0%	2.0%	2.1%	1.9%	2.0%	2.1%	2.1%	2.1%
Total assets	1,317,205	1,249,853	1,206,148	1,192,870	1,198,958	1,192,870	1,111,157	1,118,658	1,098,370
Loans / deposits ratio	149.9%	151.1%	150.6%	153.0%	141.8%	153.0%	144.7%	145.2%	130.3%
Full-time eqv.positions	948	955	998	997	998	997	1,012	1,063	1,126

Operations

	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	2017	2016	2015	2014
Net interest income	10,370	9,835	9,641	9,201	8,894	36,271	34,650	32,324	28,073
Net valuation adjustments	-89	703	1,024	-282	766	1,785	-318	18,216	20,128
Net interest income after valuation adjustments	10,281	10,538	10,665	8,919	9,660	38,056	34,332	50,540	48,201
Net fee commission income	1,926	2,185	1,691	1,840	2,159	8,431	7,809	6,841	5,836
Net foreign exchange gain (loss)	-352	-399	-70	-482	-10	-1,375	-179	-1,277	67
Other net operating income	197	-138	4,546	1,593	545	8,400	6,738	16,507	9,510
Total operating income	12,052	12,186	16,832	11,870	12,354	53,512	48,700	72,611	63,614
Salaries and related expenses	3,222	3,869	3,663	3,753	3,163	14,061	14,049	13,754	13,567
Other operating expenses	2,353	2,287	2,335	2,411	2,475	9,789	9,465	9,978	10,521
Total operating expenses	5,575	6,156	5,998	6,164	5,638	23,850	23,514	23,732	24,088
Profit before tax	6,477	6,030	10,834	5,706	6,716	29,662	25,186	48,879	39,526
Income tax expense	2,697	2,519	2,732	2,781	2,528	9,896	8,543	12,419	9,789
Profit for the period	3,780	3,511	8,102	2,925	4,188	19,766	16,643	36,460	29,737

Balance Sheet

	30.9.2018	31.12.2017	Change		31.12.2016	31.12.2015	31.12.2014
Cash and balances with CB	61,155	55,192	5,963	11%	30,662	25,164	10,160
Bonds and debt instruments	88,749	117,310	-28,561	-24%	154,892	203,684	243,589
Equities and equity instruments	27,766	27,980	-214	-1%	26,688	29,192	29,433
Loans and advances to fin institutions	84,513	44,866	39,647	88%	20,408	20,791	49,789
Loans and advances to customers	1,038,005	925,636	112,369	12%	853,417	811,549	718,355
Other assets	15,399	18,238	-2,839	-16%	17,641	16,323	28,832
Assets classified as held for sale	1,618	3,648	-2,030	-56%	7,449	11,955	18,212
Total	1,317,205	1,192,870	124,335	10%	1,111,157	1,118,658	1,098,370
Due to financial institutions and CB	34,714	32,062	2,652	8%	20,093	56,731	53,827
Deposits from customers	692,675	605,158	87,517	14%	589,725	559,051	551,435
Borrowings	308,362	281,874	26,488	9%	223,944	209,344	207,028
Other liabilities	32,614	27,615	4,999	18%	24,681	26,844	32,443
Liabilities associated with assets classified as held for sale	73	27	46	170%	1,095	1,518	2,834
Subordinated liabilities	12,875	77	12,798	16,588%	388	639	0
Equity	235,892	246,057	-10,165	-4%	251,231	264,531	250,803
Total	1,317,205	1,192,870	124,335	10%	1,111,157	1,118,658	1,098,370

Segments

1.1.2018 30.09.2018	Personal Banking	Corporate Banking	Markets	Treasury	Support functions	Reconciliation	Total
Net interest income (expense)	11,045	13,788	433	4,528	19	33	29,846
Net valuation adjustments	633	1,001	0	4	0	0	1,638
Net fee and commission income (expense)	2,619	581	2,845	-245	165	-163	5,802
Other net operating income (expense)	379	-38	-1,158	2,093	2,566	-58	3,784
Total operating income (expense)	14,676	15,332	2,120	6,380	2,750	-188	41,070
Operating expenses	-4,871	-1,459	-1,679	-1,356	-8,539	175	-17,729
Cost allocated from support functions to business segments	-3,658	-2,188	-1,107	-618	7,571	0	0
Profit (loss) before tax	6,147	11,685	-666	4,406	1,782	-13	23,341
Total assets	468,313	562,848	17,278	540,833	13,326	-285,393	1,317,205
Total liabilities	425,233	455,670	10,394	462,083	13,326	-285,393	1,081,313
Allocated capital	43,080	107,178	6,884	78,750	0	0	235,892