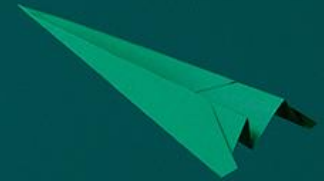


Skandiabanken

Investor presentation – Q2 2021

updated 2021-09-15



skandia :

Agenda

1. **Introducing Skandiabanken**

2. Financial information

3. Credit portfolio

4. Funding

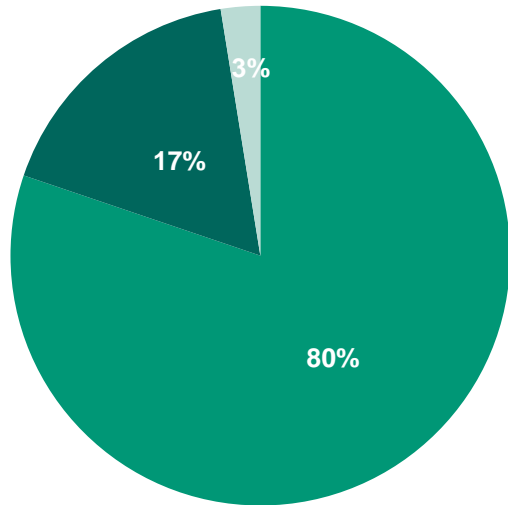
Skandiabanken

- Swedish retail bank established in 1994
- Three core business lines: Loans - Savings - Payments
- Strong and committed owner with ESG focus
- High customer satisfaction and strong brand
- Healthy funding structure with a base in retail deposits
- High quality of assets
- Strong capital and liquidity position
- Ambitious plans for growth

- *Wholly owned subsidiary of the Skandia Group*
- *Approximately 360 000 customers*
- *A2 (Stable) rating by Moody's (covered bond rating AAA)*
- *Total assets of ~SEK 97 bn*
- *Approximately 2 percent share of the Swedish mortgage and retail savings markets*
- *CEO Johanna Cerwall*

Business model focused on Swedish mortgages

Distribution of income YTD 2021 - Q2



■ Net interest income ■ Net commission income ■ Other

A Swedish bank for Swedish customers

- No business outside of Sweden
- Lending only in Swedish krona

Product offering

- Loans (>99 percent mortgages)
- Savings
- Payments

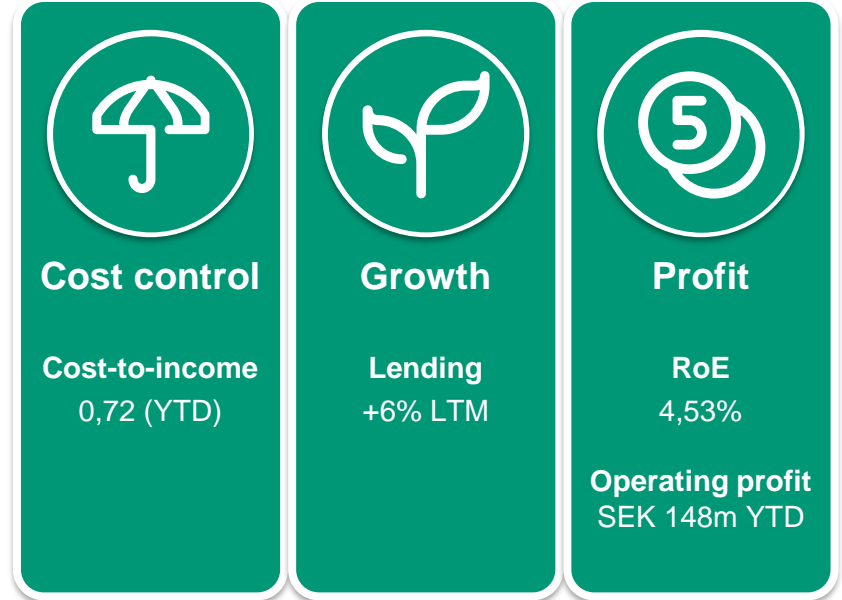
Low risk business

- Digital business
- No private banking
- No handling of cash

Strategy to grow

Overall goal is to contribute with *return on equity*, *cost sharing* and *strategic value* to the Skandia Group

- Scalable digital infrastructure
- Attractive pricing model
- Access to Skandia Group customers
- Supportive products within savings and payments
- Long-term commitment



Sustainable banking

Skandiabanken is to act responsibly and to contribute to sustainable value creation through services that contribute to positive effects for customers, society and the climate

Long-term commitment

- High business ethics, actively working to prevent financial crime
- A new sustainability policy and framework pointing out our ambition, long term targets, prioritizations with key indicators established in 2020
- A public voice in the debate of access to finance for young and elderly



Activities 2021

- Together with the industry Skandiabanken has launched a code of conduct for mortgage brokers to ensure responsible and transparent lending
- Increased number of sustainability funds on our platform
- The Principles for responsible banking signed
- Limited carbon footprint that we always strive to further reduce. Carbon offsetting since 2012



PRINCIPLES FOR
RESPONSIBLE
BANKING

Sustainable offers

- A fair pricing model for mortgages gives customers an interest discount without having to negotiate
- Financing and discounted mortgages for those who upgrade their house with a sustainable energy solution
- A large range of sustainability funds guided with a selection tool to meet customers sustainability preferences



PARIS2015
UNEP/WHO/UNEP/WHO
COP21-CMP11

skandia:

Agenda

1. Introducing Skandiabanken

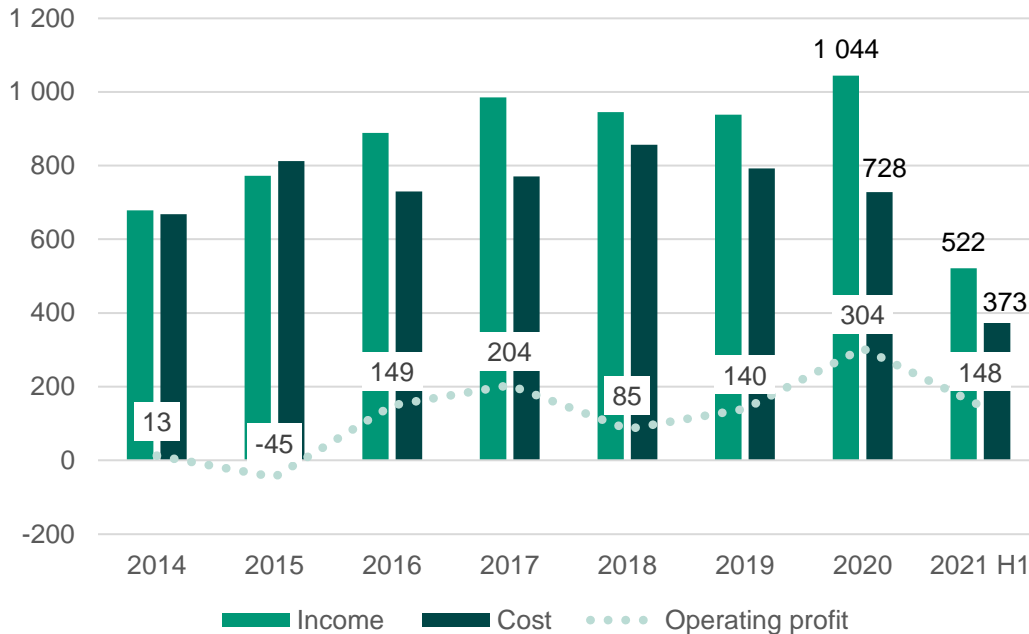
2. **Financial information**

3. Credit portfolio

4. Funding

Profit development

Income, Cost & Operating profit



Investments in 2018

- IT infrastructure and regulatory implementations

Turnaround in 2019

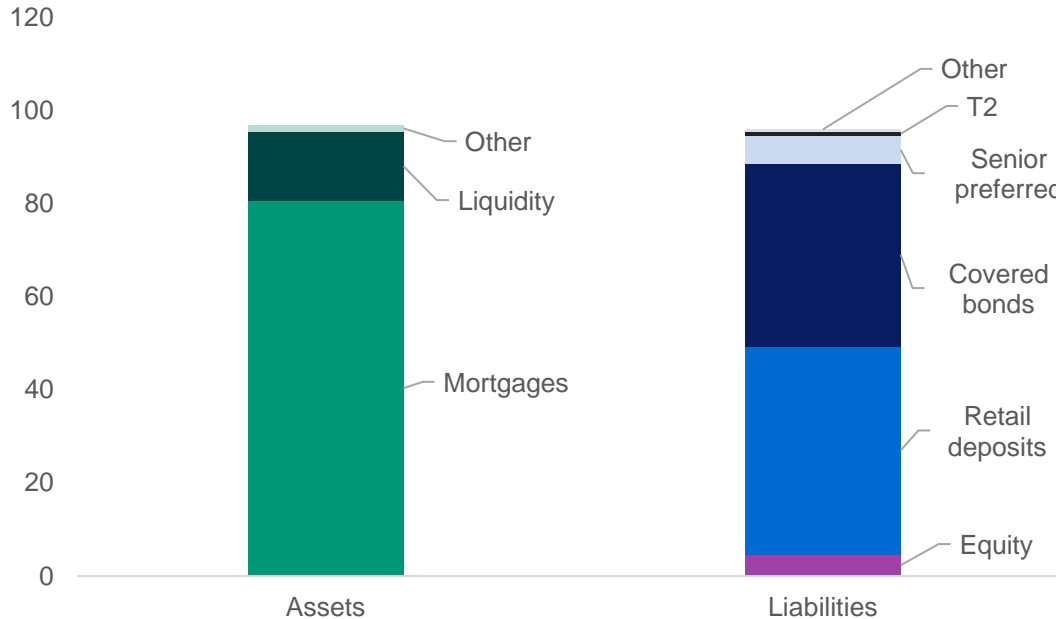
- Increased volumes and reduced costs

Profit generation going forward

- Continuous growth
- Cost control proven effective
- Improved C/I and ROE

Balance sheet overview

Balance sheet (SEK bn) as of Q2 2021



Transparent balance sheet

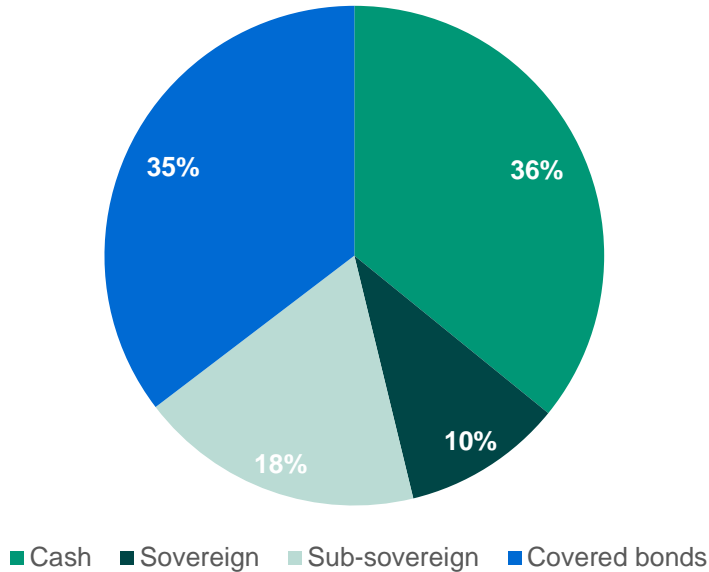
- Approx. 98% mortgages and liquidity reserve
- No corporate lending
- Negligible consumer lending (<1%)

Sound funding structure

- Loan to deposit ratio 180% (significantly below peers)
- More than 86% deposits and covered bonds

Liquidity position

Liquidity portfolio as of Q2 2021



Low appetite for liquidity risk

- High and stable LCR and NSFR
- LCR 330 percent
- NSFR 137 percent
- Survival horizon >145 days

High quality liquidity reserve

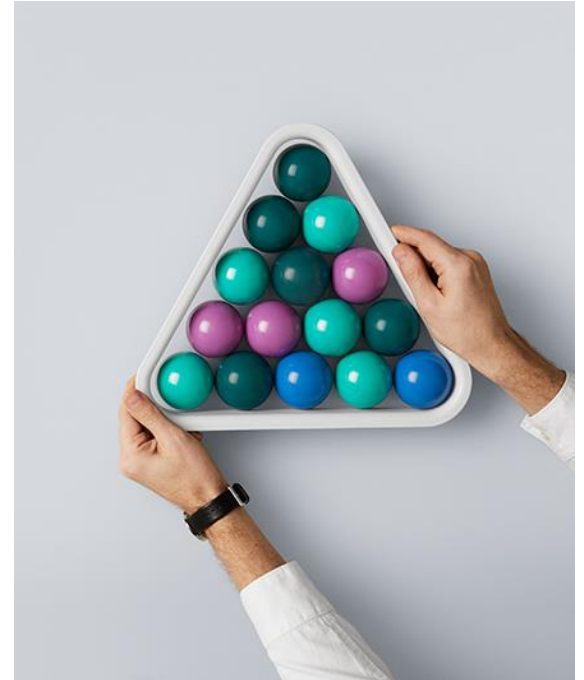
- Riksbank certificates
- Municipal bonds & commercial papers
- Covered bonds
- Focus on assets that are accepted by the Riksbank as collateral

Agenda

1. Introducing Skandiabanken
2. Financial information
3. **Credit portfolio**
4. Funding

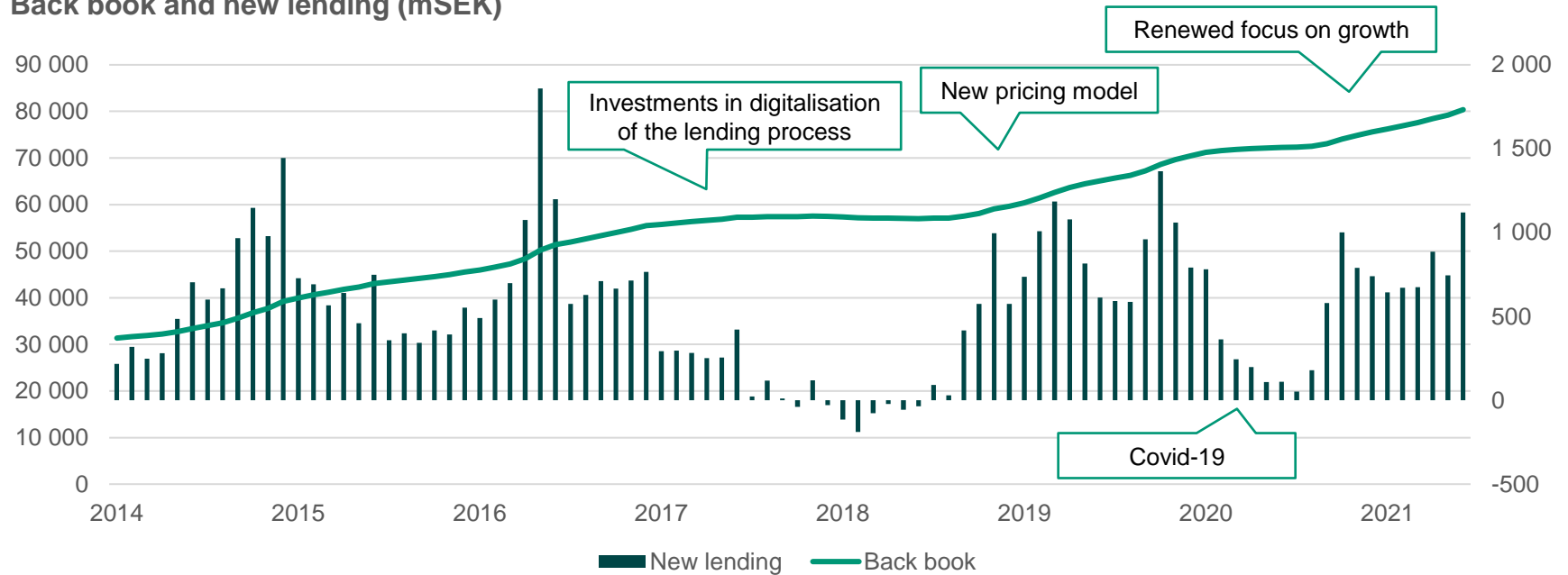
Swedish mortgages

- Strong legislative foundation - Konsumentkreditlag (2010:1846)
- Regulations require lenders to ensure that borrowers can afford to pay the interest also in stressed conditions
- Skandiabanken has a digital process for lending
- Standardised and prudent criteria for lending
- Well defined target group



Growth in mortgages

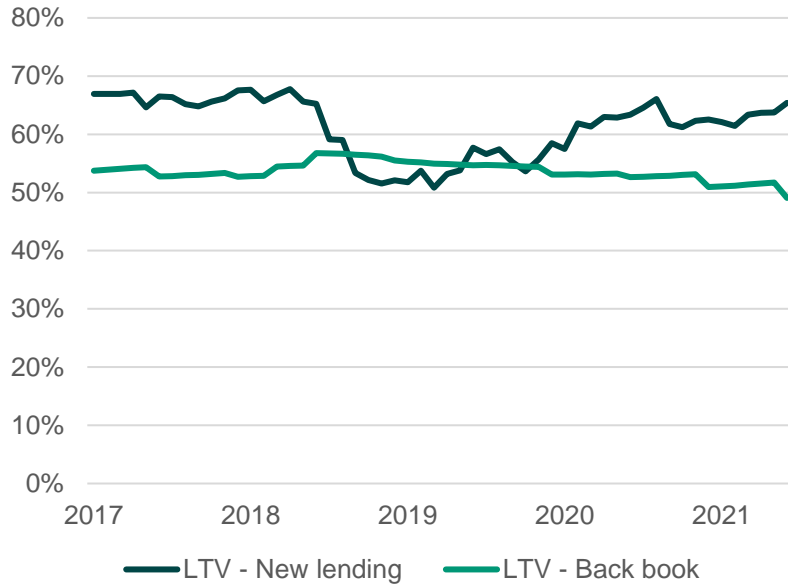
Back book and new lending (mSEK)



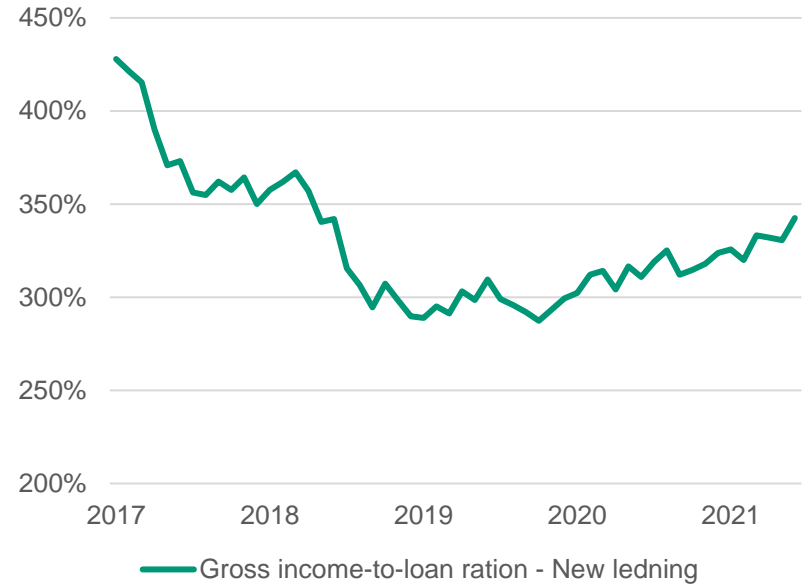
Source: SCB

High quality mortgages

LTV

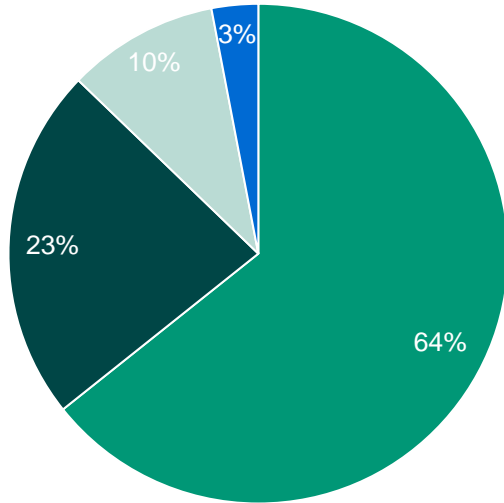


Gross income-to-loan ratio - New lending



Distribution of mortgages

Geographical distribution Q2 2021



■ Stockholm area ■ Other ■ Göteborg area ■ Malmö area

- Urban focus
 - Majority of lending to urban areas
 - Higher liquidity and transparency in pricing
 - Long-term demand for housing
- Majority of lending to single-family houses
 - 53% Single-family houses
 - 43% Tenant owner rights
 - 4% Second homes
- Continued bias towards variable rates
 - 78% Variable rate loans (3 month)
 - 22% Fixed rate loans (1-5 years)

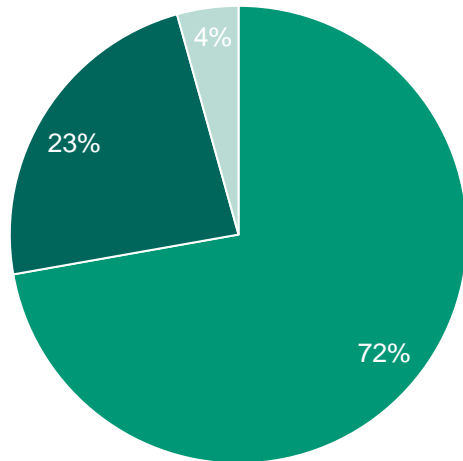
Cover pool details

Cover pool data*	
Cover pool size	SEK 50 601 M
Outstanding covered bonds	SEK 38 741 M
Collateral	100 percent Swedish residential mortgages
Over collateralisation	31% (approx. 108% all assets included)
Weighted average LTV	49%
Average loan size	SEK 1 651 939
Interest rate type	100% Floating
Weighted average seasoning	56 months
Pool type	Dynamic
Originator	Skandiabanken AB

*Figures as of Q2 2021

Senior bond holders exposure

Senior bond holders as of Q2 2021



■ Unpledged mortgages ■ Liquidity reserve ■ Other

- Senior preferred bond holders are exposed to the same quality of mortgages as the holders of covered bonds
- The liquidity reserve is invested in sovereigns, sub-sovereigns and covered bonds (AAA)
- “Other” refers to e.g. collateral and unsecured lending

Agenda

1. Introducing Skandiabanken

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3. Credit portfolio

4. **Funding**

Funding overview

Strategy

- Foundation in retail deposits
- Covered bonds the second most important source of funding
- Floating rate notes in Swedish krona

Ambition

- Transparent approach
- Equal quality of assets inside and outside cover pool
- Long-term commitment

Plan for the rest of 2021

- SEK ~2 bn gross funding
- Primarily covered bonds
- Seek to maintain presence in the commercial paper market

Product	Redemptions	Funding	Net supply	
Covered bonds	0	2 000	2 000	+/- 500
Senior preferred	1 400	0	-1 400	0
Senior non-preferred*	-	-	-	
Total**	1 400	2 000	600	+/- 500

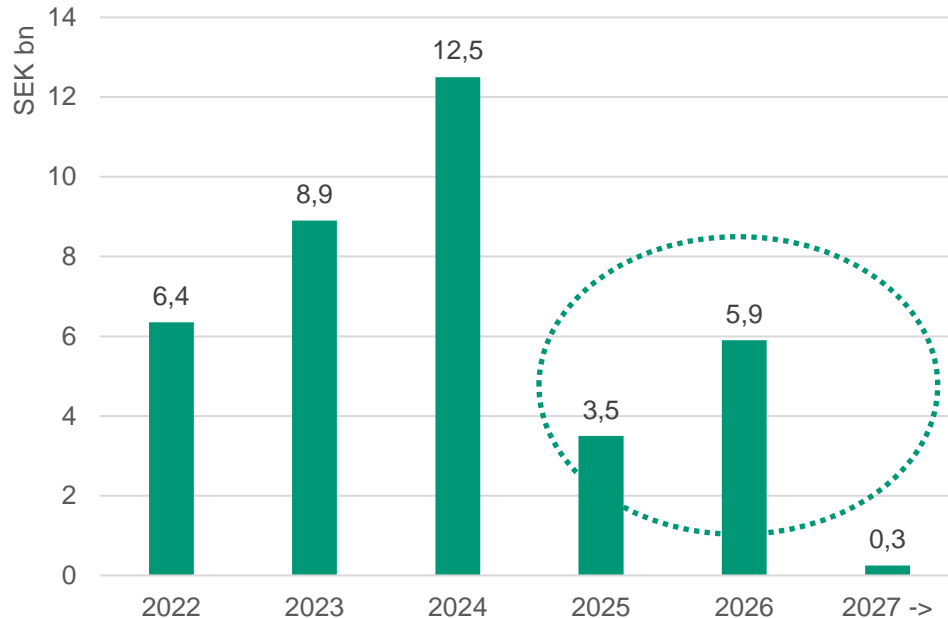
*Redemptions as of 2021-09-15

**All outstanding subordinated debt and MREL debt is currently owned by Skandia Liv

***Uncertainty of the estimation is driven by the amount of new lending and retail deposits

Secured funding

Maturity profile of covered bonds as of 2021-09-15



*Uncertainty of the estimation is driven by the amount of new lending and retail deposits

Plan for the rest of 2021

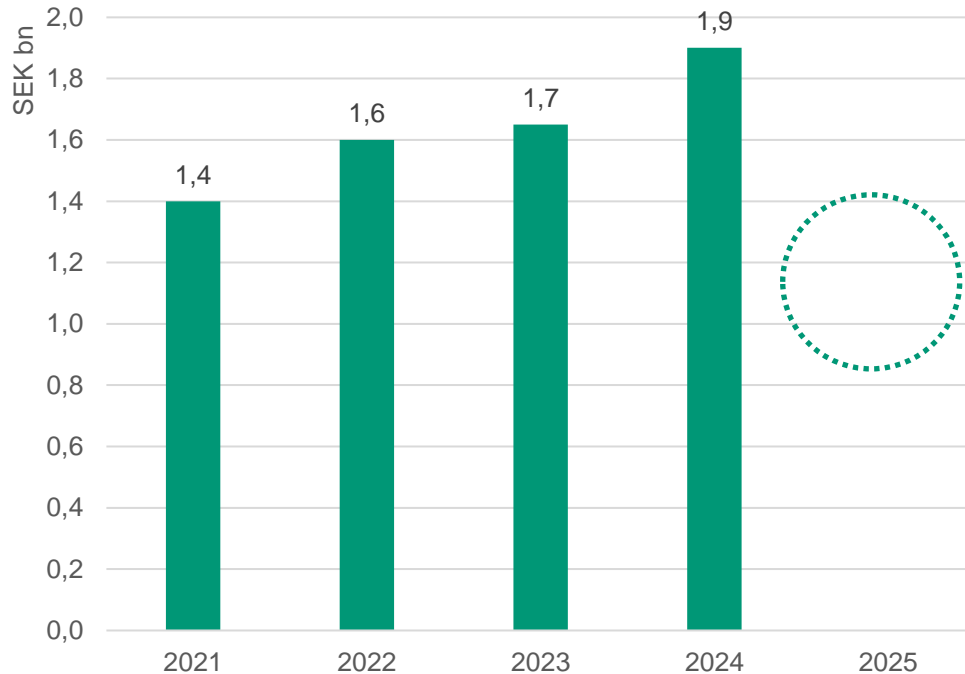
- SEK 6,25 bn issued ytd
- No remaining redemptions
- Gross issuance SEK ~2 bn expected
- FRNs in SEK
- Preferred tenors 4-7 years

Ambitions going forward

- Level 2 bonds available to tap
- 1-2 syndicated issues per year
- Buy-back policy (3-6 months to maturity)
- OC of approximately 30 percent
- Larger bond size and improved liquidity to be expected as we grow

Unsecured funding

Maturity profile of senior preferred as of 2021-09-15



Senior preferred

- SEK 2,3 bn issued ytd
- Remaining redemptions SEK 1,4 bn
- Roll maturing bonds next year
- Private placements
- FRN or Fixed coupon

Senior non-preferred

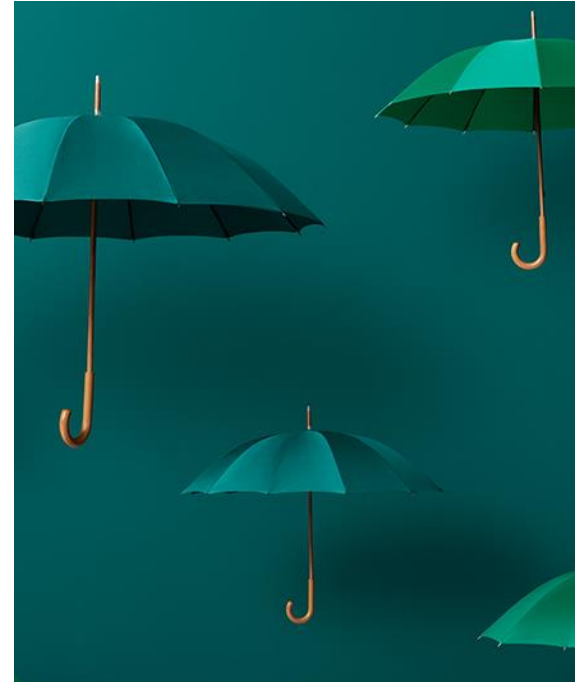
- Likely no issue in 2021

Commercial paper

- Source of short-term liquidity
- Seek to regain and maintain presence in the commercial paper market

Summary

- Funding equally split between retail deposits and bond issuance
- Most of long-term funding via covered bonds with high OC
- Senior bonds issued to diversify funding, support our rating and to comply with regulatory demands
- Senior bond holders get high quality exposure
- Continued presence in the market for commercial papers



Appendix

Appendix - Rating

Rated by Moody's Investor Services

- Foreign LT Bank Deposits – Rating: A2 (Positive)
- Local LT Bank Deposits – Rating: A2 (Positive)
- Since 2015, positive outlook since July 13, 2021

- Covered bonds - Rating: AAA
- Since 2013

Rating policy

- All covered bonds are rated
- Senior bonds will not be rated unless that is explicitly negotiated

”Credit strengths

- *Very strong asset quality*
- *Strong capitalisation*
- *A retail-based funding profile and adequate liquidity, given it's wholesale funding needs*
- *Very strong support from Skandia Group*

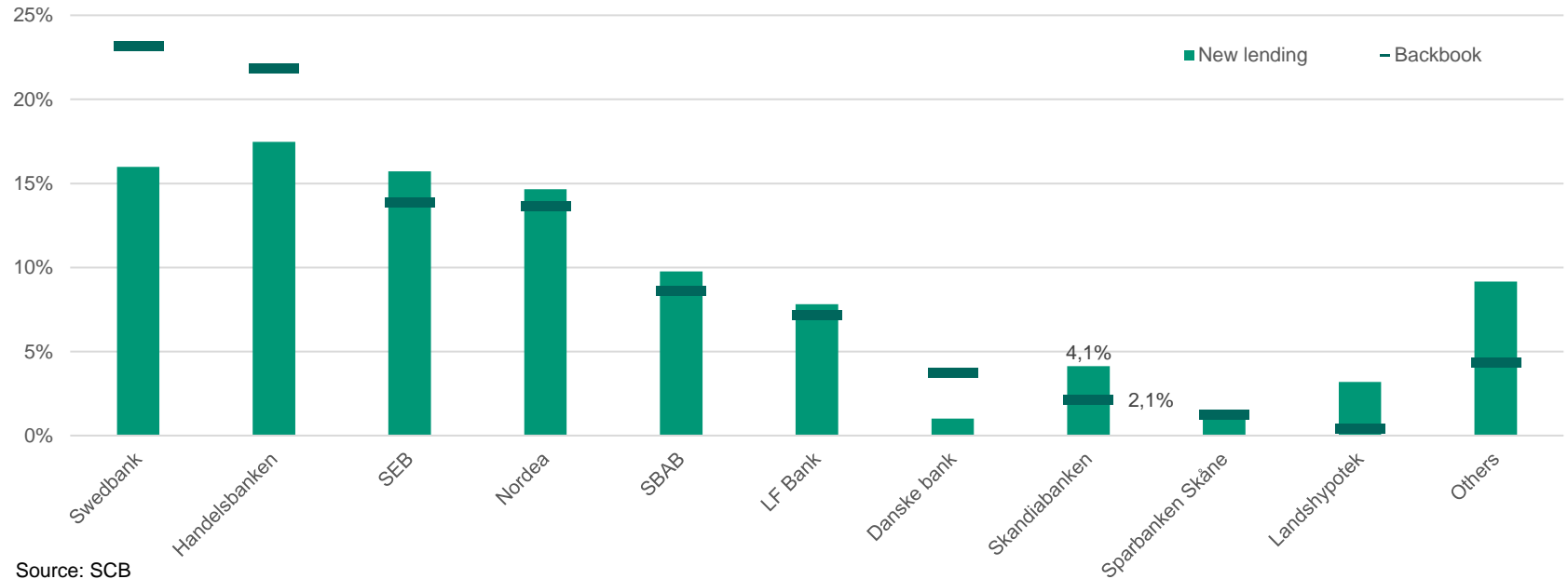
Credit challenges

- *Historical high lending growth*
- *Lower-than-peers efficiency and weak profitability”*

Source: Moody's credit opinion dated October 5, 2020

Appendix – Swedish mortgage market

Svenska bolånemarknaden 2021

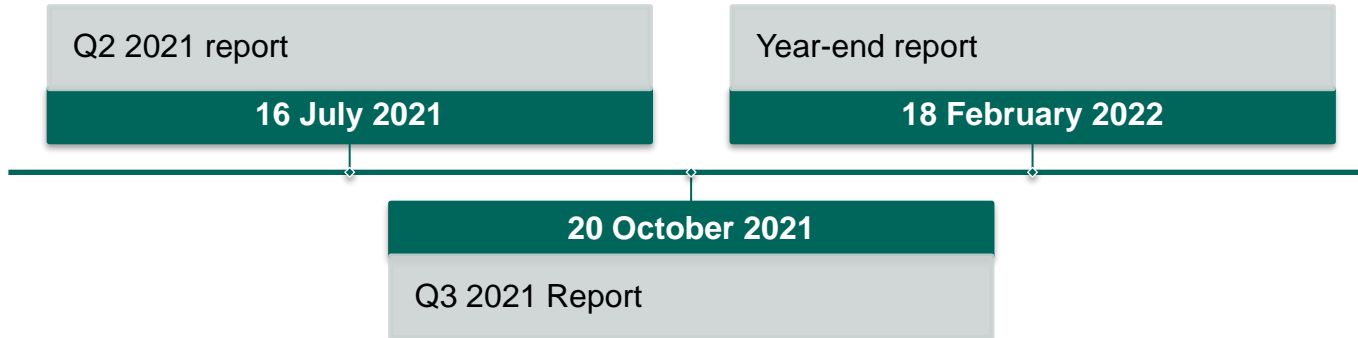


Source: SCB

Appendix - Capital position

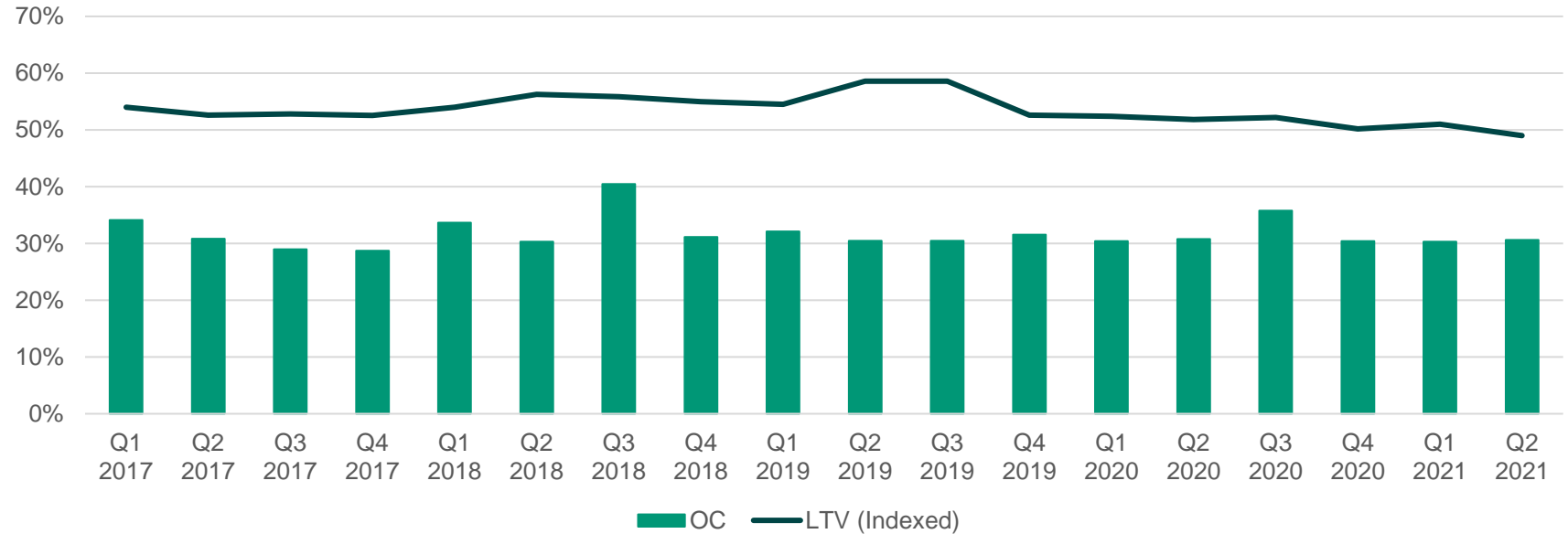
	Q2 2021
Own funds	20,6%
Tier 1	18,5%
CET 1	18,5%
Leverage ratio	4,4%
MREL	9,9%
MREL-eligible liabilities (liabilities proportion principle)	4,6 bn

Appendix - Key Dates



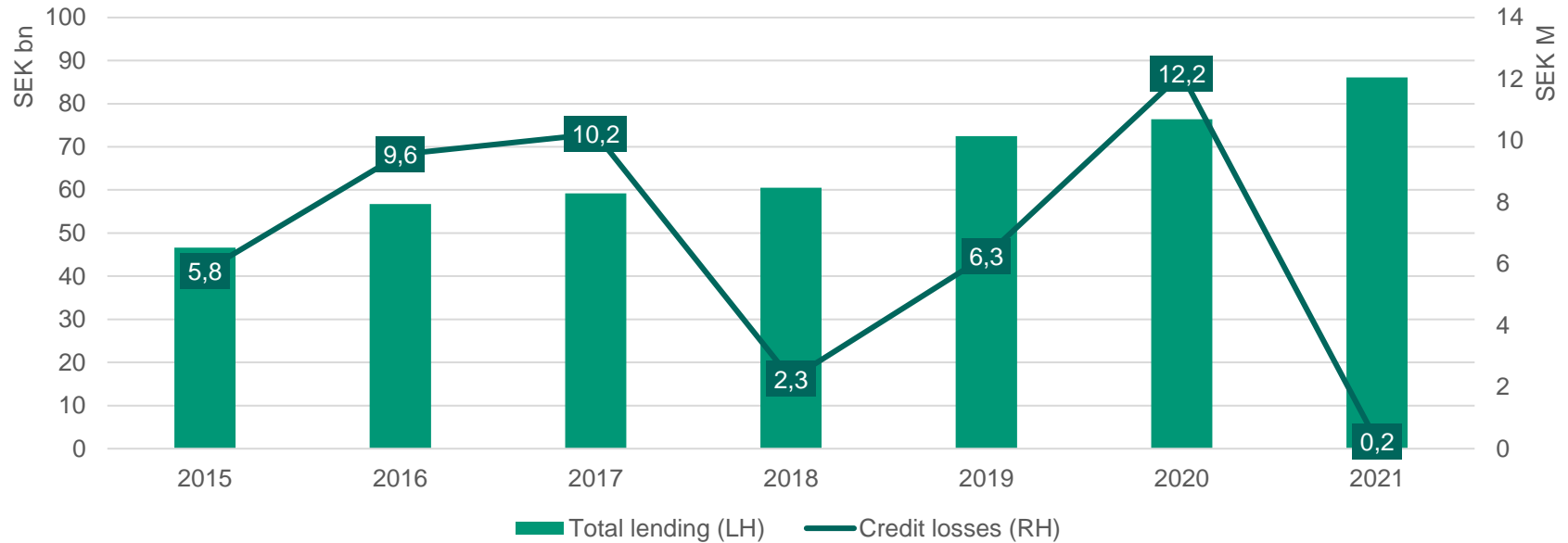
Appendix – Cover pool: Stable LTV ratio & OC

LTV & OC



Appendix - Low credit losses

Credit losses



Appendix - Outstanding covered bonds

Bond	Maturity	Coupon type	Amount issued	Min piece (MM)
SKANBK Float 03/02/22	2022-03-02	FLOATING	2 750 000 000	1
SKANBK Float 08/24/22	2022-08-24	FLOATING	3 600 000 000	2
SKANBK Float 03/15/23	2023-03-15	FLOATING	3 500 000 000	2
SKANBK Float 09/20/23	2023-09-20	FLOATING	5 400 000 000	2
SKANBK Float 02/22/24	2024-02-22	FLOATING	1 700 000 000	2
SKANBK Float 04/24/24	2024-04-24	FLOATING	5 500 000 000	2
SKANBK Float 09/24/24	2024-09-24	FLOATING	5 300 000 000	2
SKANBK Float 04/24/25	2025-04-24	FLOATING	450 000 000	2
SKANBK Float 06/24/25	2025-06-24	FLOATING	800 000 000	2
SKANBK Float 09/24/25	2025-09-24	FLOATING	800 000 000	2
SKANBK Float 11/24/25	2025-11-24	FLOATING	1 450 000 000	2
SKANBK Float 04/23/26	2026-04-23	FLOATING	5 600 000 000	2
SKANBK Float 11/24/26	2026-11-24	FLOATING	300 000 000	2
SKANBK 1.97 02/02/27	2027-02-02	FIXED	250 000 000	1

As of 2021-09-15

Bonds with min.piece 1 MM cannot be tapped

Appendix - Outstanding senior bonds

Bond	Maturity	Coupon type	Amount issued	Min piece (MM)
SKANBK Float 09/20/21	2021-09-20	FLOATING	900 000 000	2
SKANBK Float 12/20/21	2021-12-20	FLOATING	500 000 000	2
SKANBK Float 03/18/22	2022-03-18	FLOATING	300 000 000	2
SKANBK 1.1 08/29/22	2022-08-29	FIXED	300 000 000	1
SKANBK Float 09/19/22	2022-09-19	FLOATING	500 000 000	2
SKANBK 0.535 11/04/22	2022-11-04	FIXED	500 000 000	2
SKANBK Float 04/20/23	2023-04-20	FLOATING	400 000 000	2
SKANBK 0.56 05/10/23	2023-05-10	FIXED	500 000 000	2
SKANBK Float 10/13/23	2023-10-13	FLOATING	750 000 000	2
SKANBK Float 01/15/24	2024-01-15	FLOATING	450 000 000	2
SKANBK Float 03/26/24	2024-03-26	FLOATING	700 000 000	2
SKANBK Float 08/23/24	2024-08-23	FLOATING	750 000 000	2

As of 2021-09-15

Bonds with min.piece 1 MM cannot be tapped

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