# Eika Boligkreditt

Investor presentation

March 2021



# **Executive summary**

### The economy

- GDP-growth -2.5% in 2020, but rebound expected in 2021
- COVID-19 related measures will weaken budget by NOK 131 billion to a deficit of NOK 392 billion in 2020 financed by increased transfers from Pension Fund Global (3.9% of ingoing value of fund)
- Unemployment rate 4.3% in February 2021
- Strong housing market, house prices +11.2% post COVID-19
- Lower petroleum investments (-4.2% in 2020 and expected -3.0% in 2021)

### Robust, local saving banks

- 3<sup>rd</sup> largest Norwegian banking group
- Focus on retail lending
- High asset quality with low levels of doubtful & non-performing loans, low LTV and no direct exposure to oil/offshore
- Strong and diversified deposit base
- Strong capitalization and high level of liquidity buffers
- Strong position in the local markets

### Conservative cover pool

- Maximum 75% LTV for mortgages at origination and strict underwriting criteria
- No arrears or losses since inception
- Prudent risk management with regards to refinancing, liquidity, currency, interest rate and counterparty risk
- Credit guarantees from the distributors and capital and liquidity support agreements with the owners



# Agenda

The Norwegian economy

Eika Alliance

Eika Boligkreditt

ESG at Eika

Eika Boligkreditt' Green Bond Framework

Appendix

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# **COVID-19 situation –** Norway's government increases spending

Estimate chenges in non-oil Fiscal Budget deficit for 2020 as a result of economic measures and changed outlook for economy.	Billion NOK.
Measures for businesse	67.3
Mitigating income loss for businesses	35.9
Compensation (cash pay-out) to enterprises with severe income loss	7
Aviation sector, including loss provision to guarantee scheme	14.3
Loss provisioning, government guarantees for bank loans to business	10
Extention of income protection schemes for persons	15.8
Other compensation schemes	11.1
Strengthening of critical infrastructure sectors	29.8
Other measures	7
Sum discretionary measures	131



# The Norwegian economy – Key indicators

- Constitutional monarchy; Non EU member (EEA member);
   Population of 5.4 million
- Aaa / AAA / AAA rated country (all with stable outlook)
- GDP per capita amongst the highest in the OECD countries estimated to be 48% higher than the average in EU (28 countries)

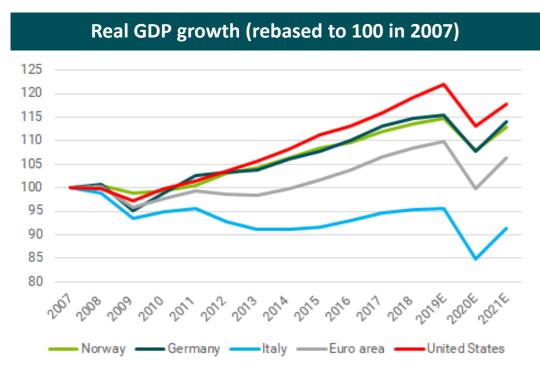
- •GDP contracted by 2.5 % in 2020 driven by reduced private consumption, reduced investments and reduced export.
- •Rebound in GDP expected in 2021 with growth of 3.3% driven by a reversal of negative development in private consumption, investments and export in 2020.

	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E	2024E
GDP growth (Mainland)	1.4 %	0.9 %	2.0 %	2.2 %	2.3 %	-2.5 %	3.3 %	3.6 %	2.4 %	2.2 %
Consumer price inflation	2.1 %	3.6 %	1.8 %	2.7 %	2.2 %	1.3 %	2.7 %	1.8 %	1.9 %	2.1 %
Unemployment	4.5 %	4.7 %	4.2 %	3.8 %	3.7 %	4.6 %	4.5 %	4.2 %	4.0 %	3.8 %
Private Consumption	2.7 %	1.1 %	2.2 %	1.6 %	1.4 %	-7.6 %	6.9 %	6.9 %	3.1 %	2.9 %
Household savings rate	9.8 %	6.9 %	6.6 %	5.9 %	7.6 %	15.5 %	11.7 %	8.5 %	8.4 %	8.3 %
Houseprices	6.1 %	7.0 %	5.0 %	1.4 %	2.5 %	3.9 %	9.2 %	3.5 %	2.8 %	2.5 %
Mortgage rate (flexi loans)	3.2 %	2.6 %	2.6 %	2.7 %	3.0 %	2.6 %	2.1 %	2.3 %	2.8 %	3.1 %
Government net lending as % of GDP	6.0 %	4.1 %	5.0 %	7.8 %	6.2 %	-1.3 %	1.8 %	2.2 %	n/a	n/a
Government pension fund / GDP	239 %	241 %	257 %	233 %	266 %	282 %	287 %	291 %	298 %	0 %

Source: Statistics Norway - Konjukturtendensen 1/2021, OECD - Economic Outlook No . 108 November 2020 and Norges Bank

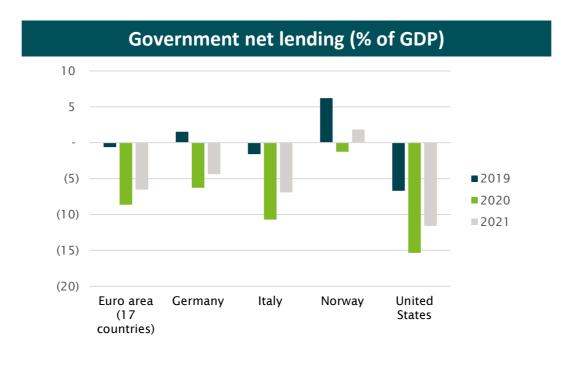


# The Norwegian economy – Solid economic situation



Source: OECD Economic Outlook No. 108 (database), November 2020

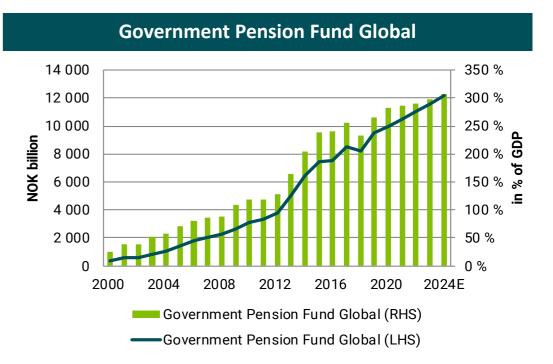
- Economic growth at an annual average of 1.4% for Norwegian mainland GDP last 10 years, dragged down by -2.5% in 2020
- Strong current account surplus averaging 7.7% of GDP since 2011



Source: OECD Economic Outlook No. 108 (database), November 2020

2019, but OECD expect marginally negative in 2020) and the Government Pension Fund more than twice the size of GDP

• Significant government net lending (6.4% of GDP in

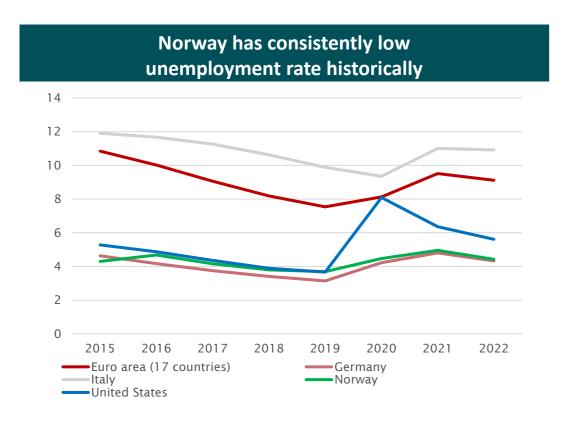


Source: Norges Bank, Statistics Norway

- Norway has a strong balance sheet
- High net central government financial assets (280% of GDP in 2018)

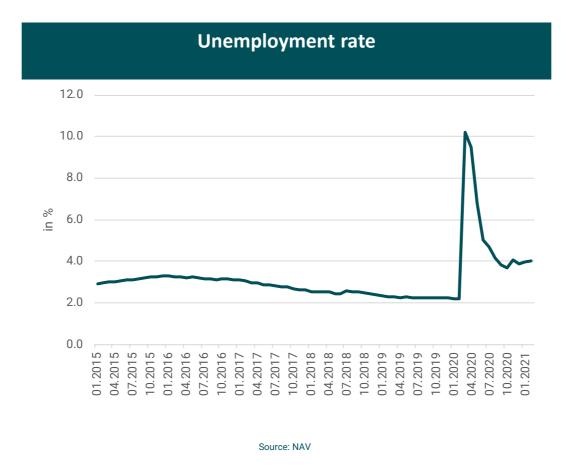


# The Norwegian economy – Unemployment



Source: OECD Economic Outlook No. 108 (database), November 2020

- A stable economy has ensured a high rate of employment historically
- After the COVID-19 outbreak unemployment has increased dramatically due to temporary lay-offs, but labour market have improved since primo April. Labour market have deteriorated somewhat lately after stricter measures in January due to mutant COVID-19 spread to Oslo region



- Significant growth in employment since 2016 until COVID-19
- 4.3% unemployment rate, up from 2.3% before COVID-19 measures implemented, but down from local high of 10.4% March 24<sup>th</sup>

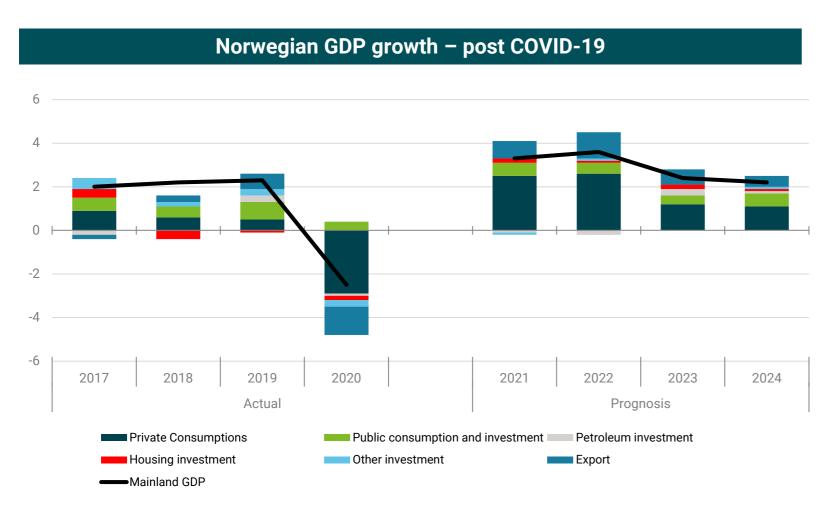
Registered unemployment in % of labour force and # by profession						
Profesions	# % 0	f lahour force	Change in # YoY	Change in %	% of labour force last year	
All	120,504	4.3	55,088	84	2.3	
Managers	4,937	5.1	2,727	123	2.3	
Engineers & IT	4,977	1.8	1,881	61	1.1	
Teaching	2,158	1.0	686	47	0.7	
Academical profesions	1,574	1.2	447	40	0.9	
Health and care services	5,095	1.2	947	23	1.0	
Child and youth work	3,259	2.9	575	21	2.4	
Brokers & consultants	2,931	1.9	975	50	1.3	
Office workers	10,044	5.6	4,692	88	3.0	
Store and sales work	17,166	6.3	9,315	119	2.9	
Agriculture, forestry and fishery	1,644	3.1	289	21	2.5	
Construction & building	11,942	5.5	3,616	43	3.8	
Industrial work	9,502	5.0	3,169	50	3.3	
Tourism & transportation	23,280	12.6	17,066	275	3.4	
Services & other employment	13,726	5.4	6,989	104	2.7	
No profession or unknown	8,269	*	1,714	26	*	

Source: NAV, February 2021

 A strong welfare system provides significant income protection: unemployment benefit is 62.4% of salary (capped at NOK 599,148) for a minimum of 104 weeks. COVID-19 related measure is to increase benefit to 80% of first NOK 300,000

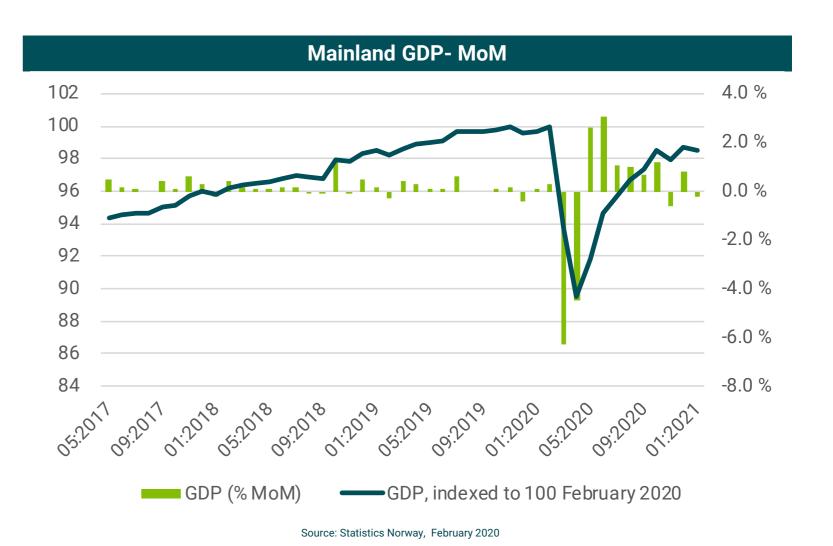


# The Norwegian economy – post COVID-19 outbreak



Source: Statistics Norway, Konjunkturtendensene 1/2021

- GDP growth contracted by 2.5 % in 2020 driven by reduced private consumption, reduced investments and reduced export.
- Rebound in GDP expected in 2021 with growth of 3.3% driven by a reversal of negative development in private consumption and export in 2020.



 The Norwegian economy contracted in March and April (-10.5%) but have showed a strong rebound from May to October. Mainland GDP contracted 2.5 % in 2020 after +1.9% in O4.

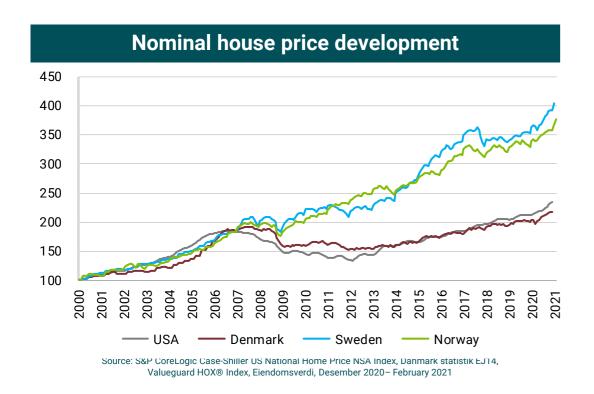


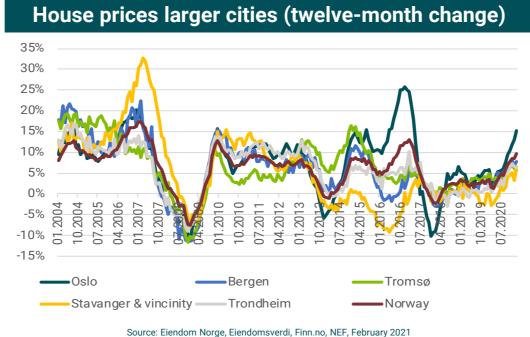
# The housing market characteristics in Norway

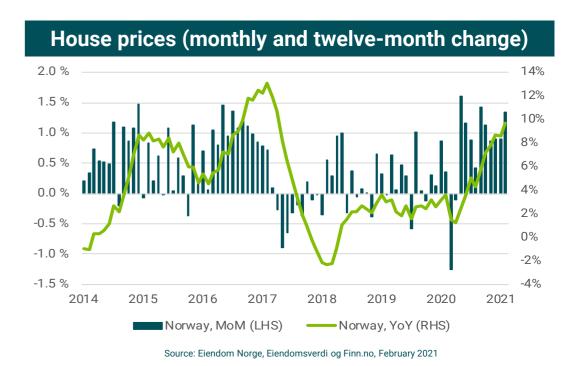
Home ownership	<ul> <li>Among the highest in the world – 76.8% are owner-occupied households</li> <li>Total size of the mortgage market NOK 3,300 bn (EUR 320 bn)</li> </ul>
MoF lending regulation*	<ul> <li>Mortgages maximum LTV 85% (60% for secondary homes in Oslo)</li> <li>Mortgages with an LTV &gt; 60% are required to be amortizing</li> <li>Debt service ability is stress tested for a 5% - point increase in interest rates</li> <li>Total debt over gross income less than 5</li> <li>Flexibility quota per quarter 10% (8% in Oslo)</li> </ul>
Tax incentives	<ul> <li>All interest expenses are tax deductible in Norway at capital gains tax rate (22%)</li> <li>Preferential treatment of properties when calculating the wealth tax (0.85%)</li> <li>Capital gain on a dwelling tax-free after one year of occupancy by the owner</li> </ul>

Personal liability	<ul> <li>Borrowers personally liable for their debt – also following foreclosures and forced sales</li> <li>Prompt and efficient foreclosure process upon non-payment</li> <li>Strong incentives to service debt reflected in low arrears</li> <li>Transparent and reliable information about borrowers available to the lenders</li> </ul>
Mortgage lending	<ul> <li>Typical legal maturity 25-30 years, on average 22-23 years</li> <li>94.4% of residential mortgages have variable interest rate (Q4 2020)</li> <li>Lenders allowed to adjust interest rates with a six week notice</li> <li>No "sub-prime" market in Norway</li> <li>Very limited buy-to-let market</li> </ul>

# The housing market – Price development







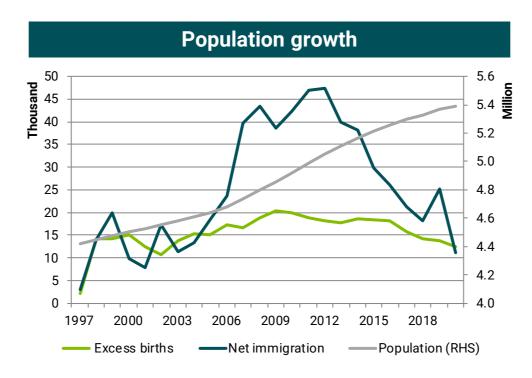
- Nominal house prices have increased by an average of 6.5% per annum since 2000
- The Norwegian housing market stabilized in 2018 and 2019 after volatile price development in 2016 and 2017. +8.7% in 2020, +11.2% post COVID-19
- House prices was expected to show some correction after COVID-19 in 2020 and 2021, but to pick up again from 2022. The housing market had outperformed expectations post COVID-19
- Small risk for a sudden and significant downward correction in house prices going forward

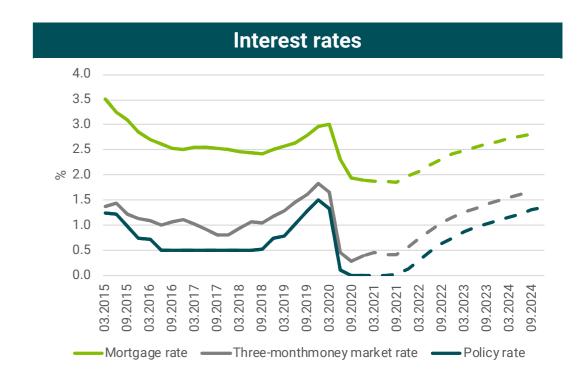
- Median house price (last 6 months) in Norway is
   € 285 000, median house price in Oslo is € 372 000
- Average m<sup>2</sup> price last 6 months in Norway is € 3 788, m<sup>2</sup> price in Oslo is € 6 568



# The housing market – Drivers of the housing market







Source: Statistics Norway, January 2021

 Housing investments and new home construction are expected to remain at current levels going forward after a moderate growth last two years.
 Housing starts down by 5 % in 2020 compared to 2019 Source: Statistics Norway, Q4 2020

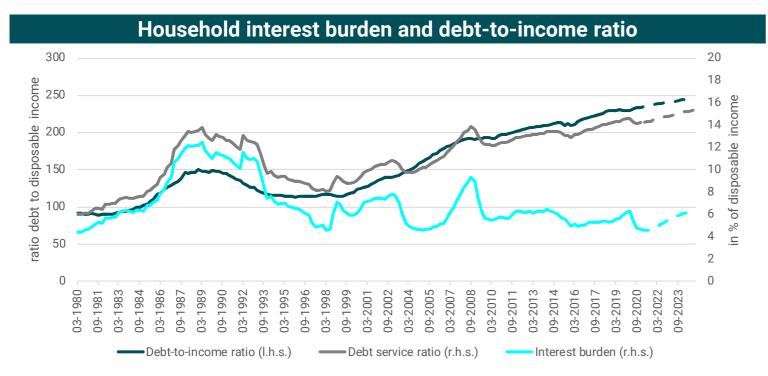
- Net immigration down from above 47,000 in 2011/12 to 11,000 in 2020 and -1,828 in Q2 2020.
   Net immigration in Q2 2020 was the first negative quarter since interception of this statistic series in Q4 1997.
- The population growth of 0.9% p.a. since 1997 has been driven both by excess birth rate (38%) and net immigration (62%)

Source: Norges Bank, MPR March 2021

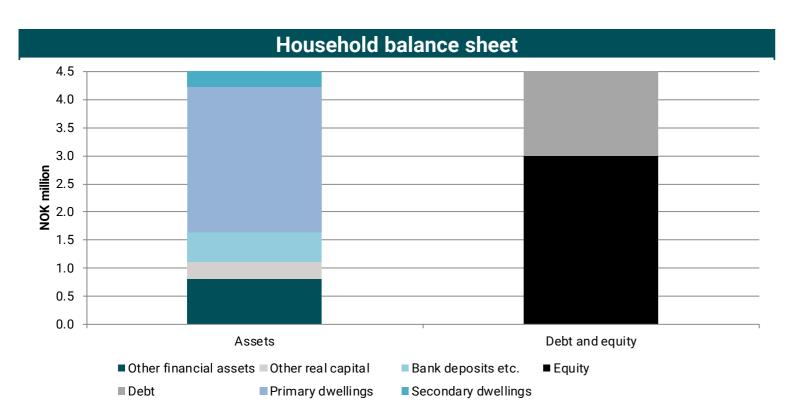
 Average variable mortgage rates was 1,83% in January. Development going forward will depend on the developments in the level in money market rates and funding costs and the competition between banks



# Households financial position



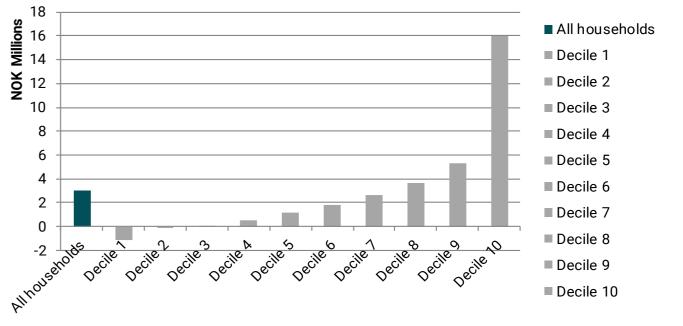
Source: Statistics Norway and Norges Bank, MPR March 2021



# Norwegian households with debt > 3 X total household income (in %) 25.0 20.0 15.0 10.0 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 Debt 3-4 times income Debt 4-5 times income Debt more than 5 times income

Source: Statistics Norway, Updated 2019

### Norwegian households net wealth (in NOK)





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3<sup>rd</sup> largest Norwegian banking system

The Eika Alliance consist of a group of 63 Norwegian local banks<sup>1</sup>, Eika Gruppen and Eika Boligkreditt

Total assets EUR 40 bn

850,000 customers

2,170 employees

211 branch offices

The banks have a wide geographical reach (presence in 10 out of 11 counties) with a strong position in the vibrant economic centres in Central and Eastern Norway



- The Eika banks ranks high on client experience
- Local based knowledge and credit committee decisions
- Perceived to care about their clients

### Market share in lending to retail customers

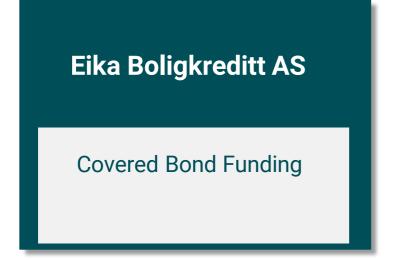
- Up to 80% in local markets (except the largest cities)
- 10.6 % market share retail lending in Norway

<sup>&</sup>lt;sup>1</sup> 10 banks have given notice of termination of its agreements with Eika Gruppen. These banks in total own 12.1% of the shares in Eika Gruppen. The 10 alliance banks will leave the alliance when their agreements terminate on 31 December 2021. These banks have transferred 15.8% of the portfolio in Eika Boligkreditt. Eika Boligkreditt have given notice of termination of distribution agreement with effect from January 1<sup>st</sup> 2022. Se appendix for a description of the effect of cancellation of the distribution agreement.



## The Eika Alliance









# Achieving economies of scale, while being local

### I. Eika banks

 The saving banks are independent banks with very strong local focus, and operate solely in the local markets where they have been active for almost 200 years

### II. Eika Gruppen

- The smaller Norwegian Savings banks established the Eika Alliance in 1997.
- Efficiency in banking operations and IT infrastructure
- Realize the economics of scale
- Jointly owned product companies (insurance, mutual funds etc)
- Shared resources to handle regulatory changes

### III. Eika Boligkreditt

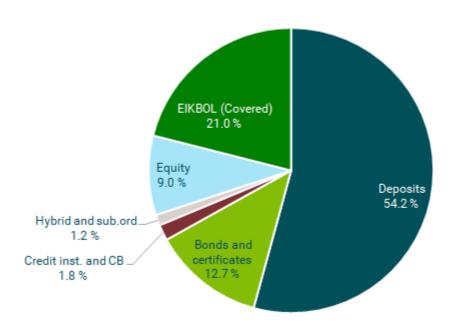
Provider of covered bond funding

### **Efficiency**

- Work as if one integrated entity
- Operational integration
- Offer non-core banking products through jointly owned product companies



### **Total funding sources**





Source: Bank analyst Eika as of Q2 2020

### Focus on retail customers

- Eika banks have a large and stable retail customer base
- Retail lending accounts for 80.8% of Eika banks' total lending
- Eika banks have a higher share of retail lending compared to the other Norwegian peers
- Retail lending consist predominantly of mortgage collateralized housing loans (approx. 93% of total)
- Low average LTV of 53.1% in mortgage portfolio

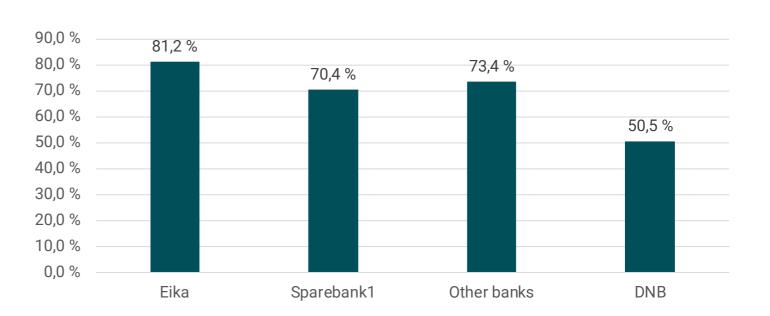
### **Local market focus**

- Decisions are made close to the customer and transaction originations
- Each bank continues to develop its link with its local community
- Keeping its own name and legal identity



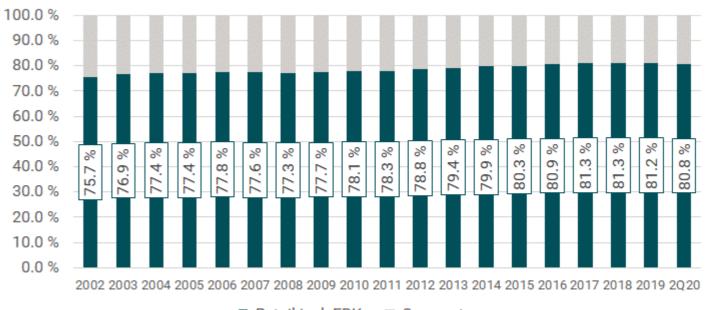
Separate legal identities and a common support brand

### Retail share - Eika vs. peers



Source: Bank analyst Eika as of Q4 2019

### Breakdown of the Eika banks lending



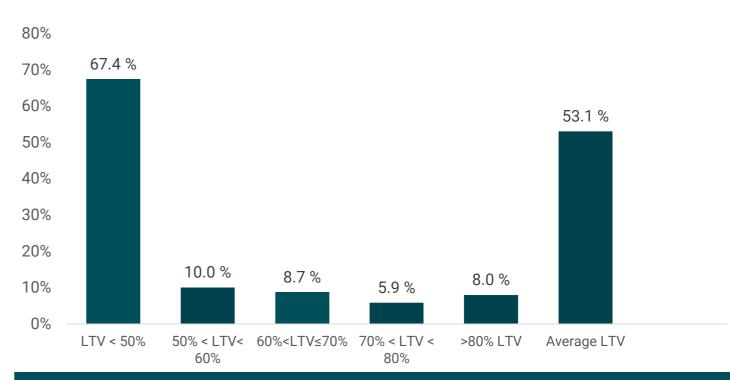
■ Retail incl. EBK
■ Corporate



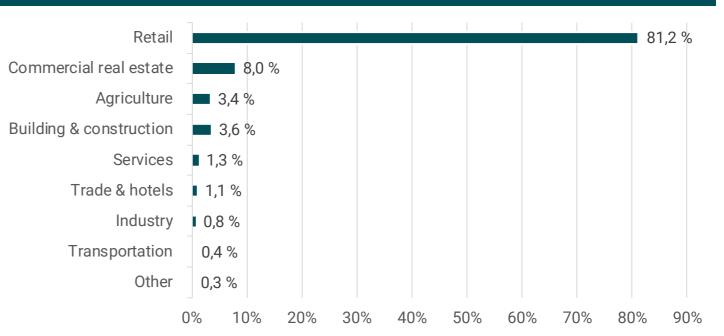
# High asset quality

- Conservative risk profile within the banks
- Eika banks have low exposure to the corporate sector with no lending to shipping, oil sector and relatively low exposure to commercial real estate
- Few non-performing and doubtful loans
  - Gross non-performing loans constitute 0.74% of gross loans Q2 2020
  - Gross doubtful loans constitute 0.61% of gross loans Q2 2020
  - Provisioning ratio on problem loans of 44.3% Q2 2020
- Gross problem loans relative to equity + loan loss reserves was 9.1
   % in Q2 2020, up from 9.5 % in Q4 2019
- Coronavirus outbreak will increase loan losses in 2020
  - Relatively low corporate share and low/no exposure to many particularly vulnerable industries
  - Level depends on the extent and length of the coronavirus epidemic, as well as the countermeasures implemented. We expect loan loss of around 0.3% to 0.4% of gross loans in 2020 vs. 0.07% in 2019
  - Loan losses in 1H20 were step 1 and 2 provisions (general provisions). Loan losses in 1H 2020 were 0.34% of gross loans

### Low LTV in mortgage portfolio (bank book)



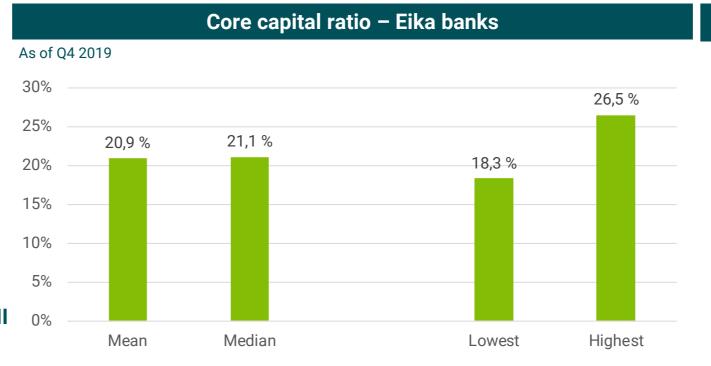
### Sector breakdown of the loan book (incl.EBK)

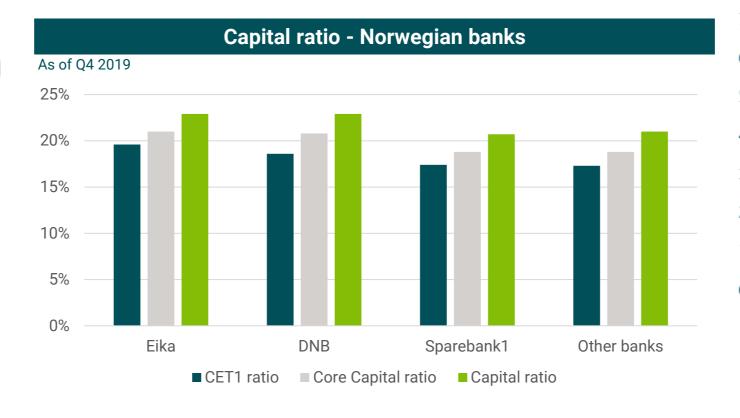


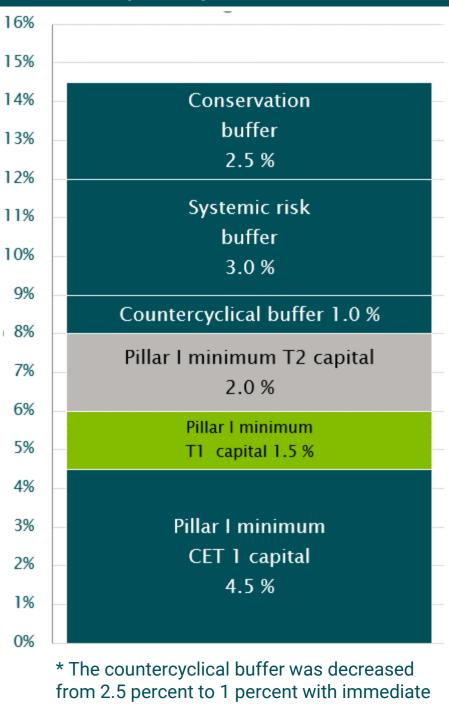


# Strong capitalization

- Strong capital ratios Q4 2019
  - Common equity ratio (CET1): 19.5%
  - Core capital ratio: 20.9%
  - Capital ratio: 22.9%
  - Equity ratio (Equity/Total assets): 11.2%
- All Eika banks are well capitalized (core capital ratio)
  - Lowest: 18.3%Highest: 26.5%
- All Eika banks use the standard approach under Basel II and therefore increase in mortgage risk-weights will not impact capital levels of Eika banks
- If Eika banks were using the IRB method, the core and capital ratios are estimated to have been at 27.3% and 29.8% Q4 2019







Minimum capital requirements for Eika Banks\*

\* The countercyclical buffer was decreased from 2.5 percent to 1 percent with immediate effect from March 13<sup>th</sup> 2020. No Eika Bank has SIFI requirements



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# Norwegian covered bonds

### Norway's covered bonds legislation

- Specialist banking principle, ring fencing of assets and transparency
- Standard principles in the legislation in effect since 2007
- Harmonisation (EBA proposal from 2017) can easily be implemented in Norwegian law with minor changes

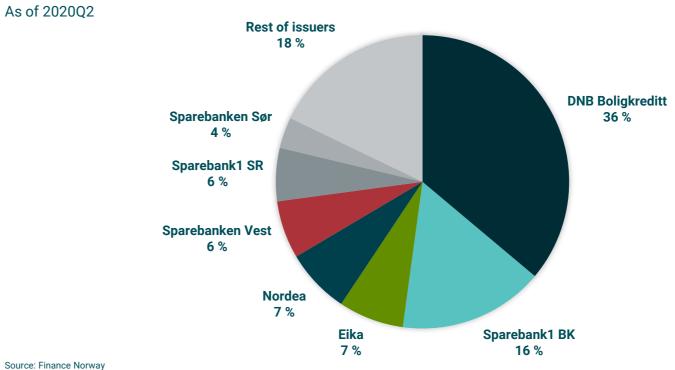
### II. Regulatory

- Norwegian covered bonds are category 1 for LCR purposes (above EUR 500 mill.)
- 10% preferential risk weighting

### III. Eika Boligkreditt covered bonds

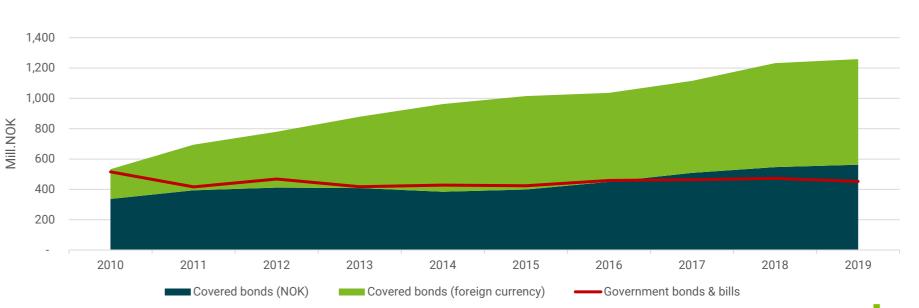
- Eika Boligkreditt (EIKBOL) is a labelled covered bond issuer (<u>www.coveredbondlabel.com</u>)
- EIKBOL covered bonds are rated Aaa by Moody's
- Committed minimum OC of 5%
- 12 month soft-bullet on all CBs

# Norwegian covered bond market



### Norwegian covered bonds and government bonds outstanding

### As of YE2019



eıka.

# Eligibility criteria for mortgages in the cover pool

### Customer categories

- Norwegian residents (Retail)
- Cooperative housing associations (common debt between multiple individuals)

### IV. Type of properties

- Stand alone residential mortgages
- Cooperative housing residential mortgages

### II. Credit Criteria

- Eika Boligkreditt sets the credit policy for acceptable mortgages for the cover pool (credit manual)
- No arrears

### V. Type of products

- Principal repayment loans (currently no flexi loans)
- Fixed and variable interest rate loans

### III. Collateral

- Max LTV 75% at time of origination (same as Norwegian legislation)
- Recent valuations (within 6 months at time of origination)
- Quarterly valuation from independent 3rd party, documented

### VI. Origination process

Loan-by-loan origination



# Structure of liquidity and capital support from owners

- The Note Purchase Agreement (NPA) is structured to ensure that EIKBOL has liquidity, <u>at all times</u>, sufficient to pay the <u>Final Redemption Amount</u> of any series of Notes <u>in a rolling twelve month period</u>
- The Shareholders' Agreement is structured to ensure that EIKBOL will uphold a <u>sufficient capital adequacy</u> <u>ratio</u> at all times. The Owner Banks are obliged to pay their pro-rata share of any capital increase adopted by EIKBOL's general meeting and of any capital instruments to be issued
- The Distribution Agreement is structured to provide servicing of the mortgages and includes credit guarantees for mortgages transferred to EIKBOL and a revolving credit facility between Eikbol (borrower) and Eika bank (lender) for the value of mortgages exceeding 75% of the value of the collateral

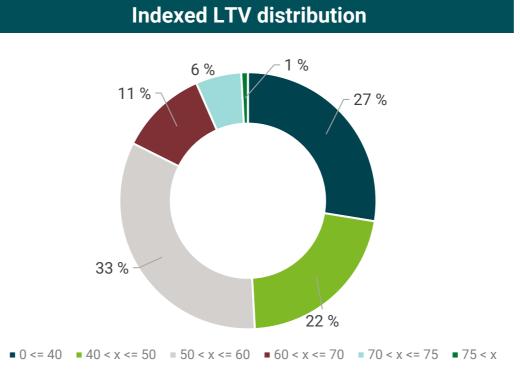


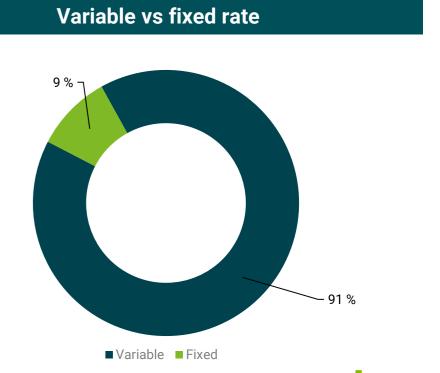


# Summary of the mortgages in the cover pool

Nominal value	EUR 8.5 bn
Number of loans	54,375
Arithmethic average loan (nominal)	EUR 156,045
WA LTV (indexed)	47.4%
WA seasoning (months)	32
Loans in arrears (over 90 days)	0.0
Over-collateralization *	11.0 %

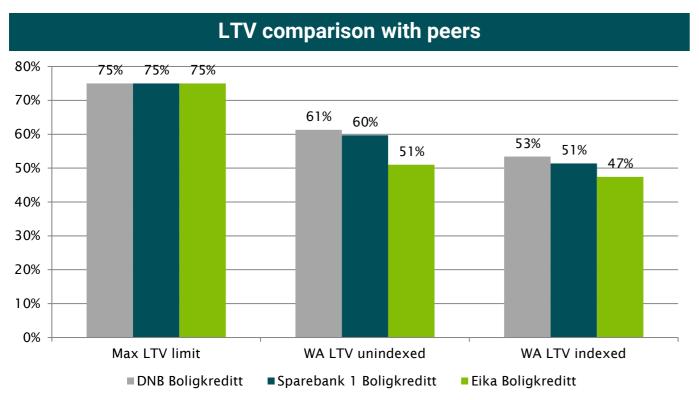
# Type of collateral 6 % 94 % Residential (stand-alone) Residential (cooperative housing)



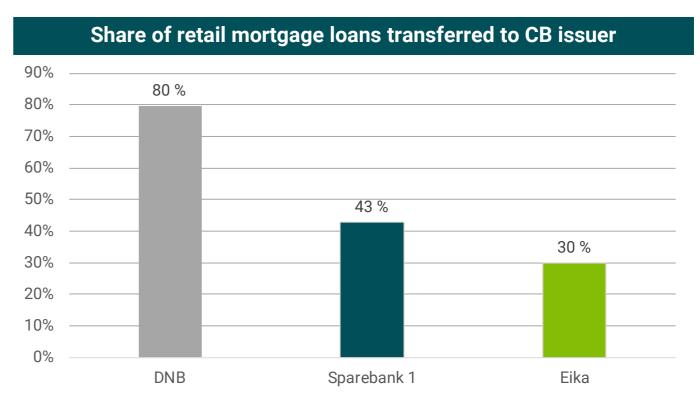




# Cover pool comparison and stress test







Source: Bank Analyst Eika, Q4 2019

Stress test: Decline in house prices						
Stress test house price reduction  (numbers in € million)	Unchanged	Decline of 10%	Decline of 20%	Decline of 30%		
Mortgage Portfolio	8,485	8,485	8,485	8,485		
Part of mortgages exceeding 75% LTV	0	52.1	175.6	478.7		
Share of mortgage portfolio >75% LTV	0.00 %	0.6 %	2.1 %	5.6 %		
Estimated over-collateralization*	11.0 %	10.4 %	9.0 %	5.6 %		



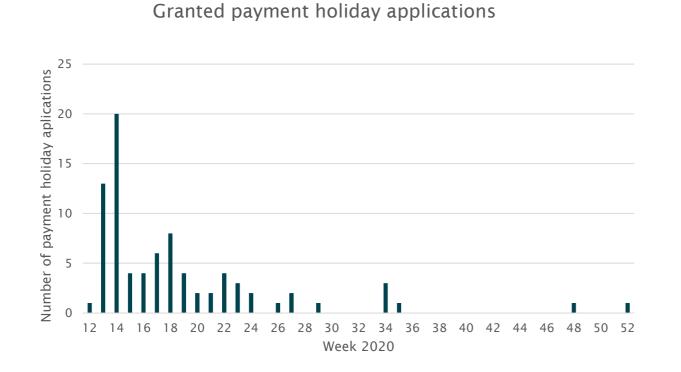
# COVID-19 situation – Credit quality of the cover pool

### Eika Boligkreditt has never experienced mortgages being delinquent for more than three months since startup of company

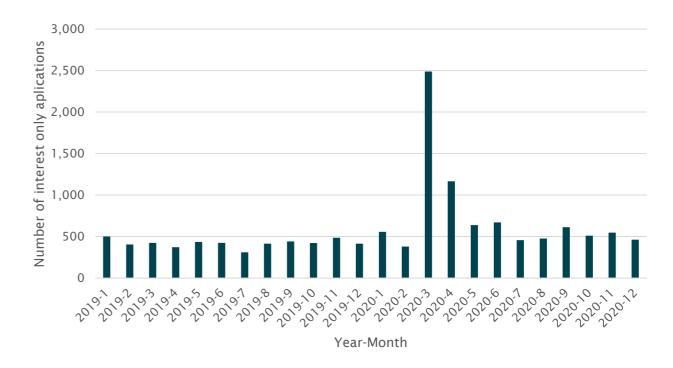
- After the COVID-19 outbreak and the increase in unemployment there has been an increased demand for payment holidays and to temporarily pay interest only.
- The graph on the bottom right shows monthly data for granted applications to pay interest only for a limited period.

### Eika Boligkreditt has the following policies regarding payment holidays/temporarily interest only for mortgages

- LTV ≤60%, variable mortgage rate Banks can grant an interest only period for up to 10 years
- LTV >60%, variable mortgage rate Banks can grant an interest only period for up to 6 + 6 months
- Fixed mortgage rate Banks can grant an interest only period for up to 6 + 6 months
- Interest & repayment Banks can grant a grace period for up to 6 months. The interest is added to the principal. The maturity of
  the loan is extended with the grace period. The principal after the grace period cannot exceed original principal for the mortgage.









# **Current funding**

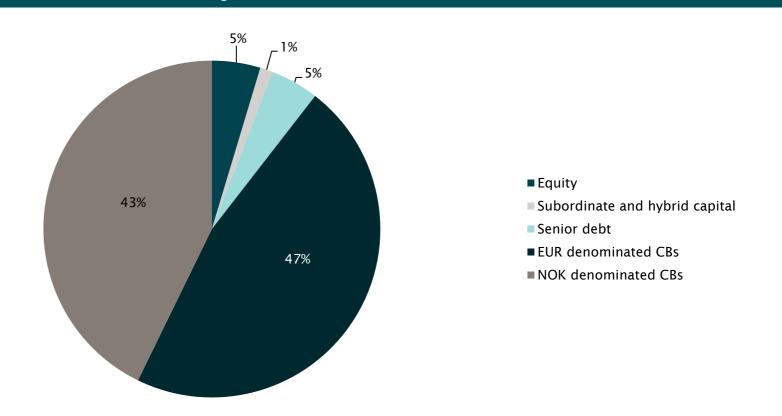
- EIKBOL has the objective to be a frequent benchmark issuer in both EUR and NOK covered bond markets
- Redemptions within any future 12-month rolling period should not exceed 20% of the gross funding at the time of redemption
- Targeting a level of liquidity covering redemptions the next 12 months
- Balance sheet hedged to 3M NIBOR on both asset and liability side

### **Outstanding EUR benchmark transactions**

ISIN	Issue date	Volume (EUR mio)	Maturity date
XS1044766191	2014-03-12	500	2021-03-12
XS1312011684	2015-10-28	500	2021-10-28
XS0881369770	2013-01-30	1000	2023-01-30
XS1397054245	2016-04-20	500	2023-04-20
XS1566992415	2017-02-16	500	2024-02-16
XS1725524471	2017-11-28	500	2025-02-26
XS1869468808	2018-08-28	500	2025-08-28
XS2133386685	2020-03-12	500	2027-03-12
XS2234711294	2020-09-16	500	2028-03-23
XS1945130620	2019-02-01	500	2029-02-01

### **Funding mix EIKBOL**





### Maturity profile of funding (in million NOK)



# Planned long term funding

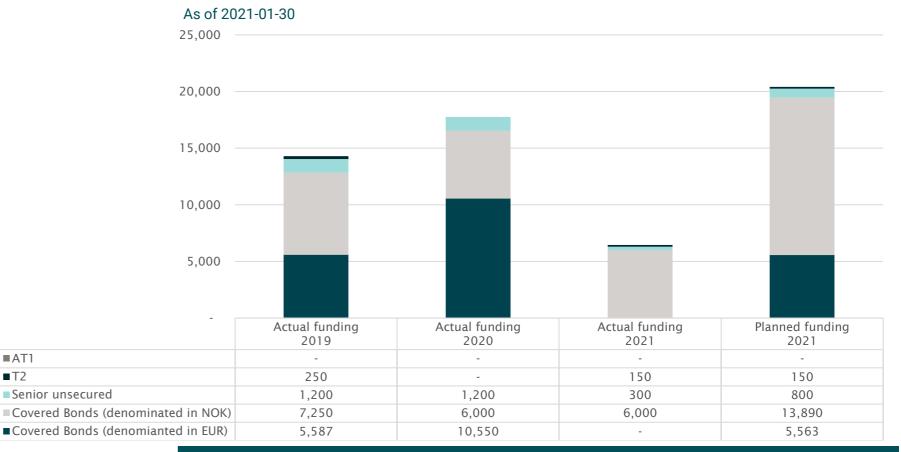
- Budget for gross long term funding in 2021 is NOKequivalent of 20.4 bn (EUR 1.9 bn)
  - NOK-equivalent of 19.5 bn in covered bonds
  - NOK 800 million in senior unsecured bonds
- EIKBOL has the flexibility to pre-fund expected need in coming periods or shifting between covered bond funding in EUR vs NOK on a discretionary basis.

■AT1

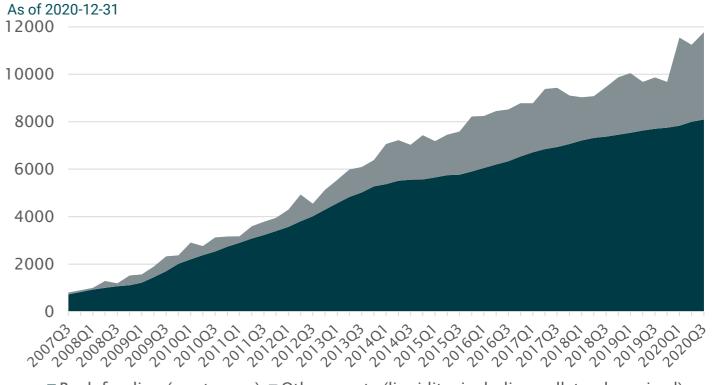
■T2

Stable growth of mortgage book

### Actual and planned long term funding by instrument (in million NOK)



### **EIKBOL** development in mortgages and AUM (in million €)







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# Strategic framework for sustainability in the Eika Alliance

- Eika uses an integrated strategy for the whole Eika Alliance, which sets a common standard for ambitions and goals based on a suitable ESG framework for sustainability
- The Eika vision of <<**We strengthen the local bank>>** describes our desired future development. Our core business thereby supports the moral and ethical compass of the local banks and the societal engagement discharged by the local savings banks in the Eika Alliance
- 3 pillar approach: (i) sustainable local growth and change, (ii) sustainable financial products, and (iii) responsibility and sustainability in internal operations



Be an initiator for sustainable local growth, development and green readjustment through credit decisions and advisory services

- Ambition: Be the local strategist for local businesses and an initiator for sustainable, local growth and readjustment
- Strengthen communication about and continuing improvement of sustainable saving products
  - Ambition: Offer a menu of sustainable and green saving products
- 3 Strengthen responsible and sustainable internal operations
  - Ambition: The Eika Alliance shall improve and prioritize responsible and sustainable internal operation to enable a credible position regarding sustainable growth and readjustment process

**Local bank 2023 Initiative** 

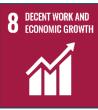
Strong and caring local banks. Driving force for growth and development for you and your local community



## Eika's main UN SDG & UNEP contributions



Eika Alliance supports the following SDG's and considers that the most relevant approach is to give emphasis to:



Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.



Make cities and human settlements inclusive, safe, resilient and sustainable



Take urgent action to combat climate change and its impacts

Eika Gruppen has signed the UN Environment Programme Finance Initiative (UNEP-FI), pledging to follow UN guidance for banks in their sustainability efforts

- Align its business strategy to be consistent with and contribute to individuals' needs and society's goals in accordance with the SDGs
- 2. Continuously increase its positive impacts and ESG managing risks to, people and the environment and, to this end, establish and publish targets for areas where the most significant impacts can be achieved
- 3. Work responsibly with the local banks and customers to encourage sustainable practices
- 4. Proactively and responsibly consult, engage with and partner with relevant stakeholders to achieve society's overarching goals
- 5. Pursue its commitment to these principles by implementing effective management tools and a culture of responsible banking
- 6. Periodically review its individual and collective implementation of these principles and be transparent about and accountable for its positive and negative impacts and its contribution to society's overarching



# ESG screening for all investments – a four step process

# PFG exclusion

Excludes all companies as Pension Fund Global + 2 private larger Norwegian Asset Mangers because of ESG

### Sector exclusion

Excludes all companies within the following sectors:

- Coal
- Tobacco
- Gambling/Casino
- Weapon production

Also excludes all companies not engaging to follow international norms and standards

- UN Global Impact

# Product exclusion

Excludes all companies with the following products/activities:

- Palm oil (all)
- Tobacco producers (all)
- Controversial weapons (all)
- · Weapon sale private (all)
- Oil sand (>10% of production)
- Pornography (>10%)
- Gambling (>10%)
- Tobacco related product (>25%)
- Tobacco distribution-/sales (>25%)
- Military contracts (>25%)

In addition we exclude all companies involved in serious controveries involved with corruption, environmental accidents, labor conflicts etc.

ESG score and carbon footprint

Excludes the 10% worst remanining companies with Systainalytics ESG risk rating and companies with a high carbon footprint

Portfolio construction

### Universe

8,000 companies

NOK 598 bn.

**Excluded companies** 

175 companies 41 bn. NOK

Accumulated exclusion list

175 companies NOK 41 bn.

**Excluded companies** 

162 companies NOK 20 bn.

Accumulated exclusion list

299 companies NOK 47 bn. **Excluded companies** 

168 companies NOK 36 bn.

Accumulated exclusion list

352 companies NOK59 bn.

**Excluded companies** 

304 companies NOK 49 bn.

Accumulated exclusion list

611 companies NOK 94 bn. Eligible universe

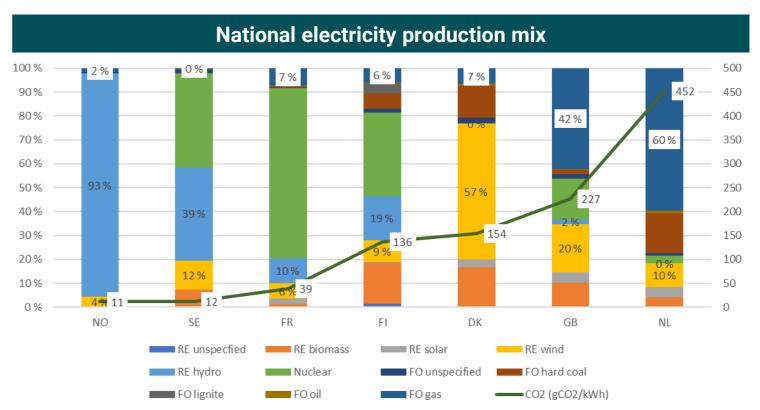
7294 companies (91%)

NOK 504 bn. (84%)

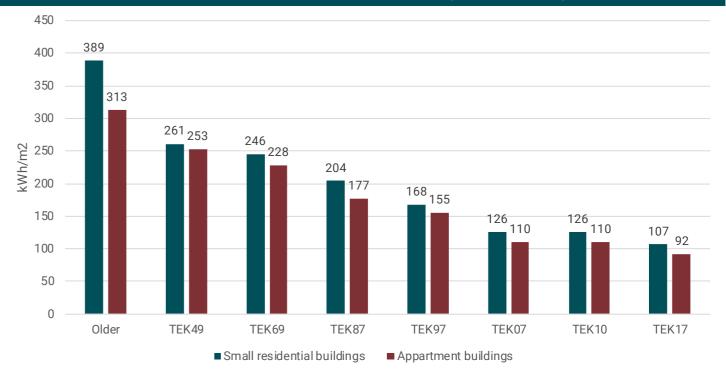


# **CO2 Footprint Analysis of the Cover Pool – Background**

- Norwegian buildings are predominantly heated with electricity
- Norway has one of the greenest energy source mix for electricity (>97% renewable energy =93% Hydro & 4% wind )
- The carbon intensity for the lifetime of a Norwegian residential building = 124g CO<sub>2</sub>/Kwh, this compares to much higher carbon intensities for other European countries<sup>1</sup>
- Over time, residential buildings in Norway have become more energy efficient – analyzing building codes provides a robust proxy as this data is available for the entire building stock (unlike EPC labels which represent ~50% of all buildings)
- With each new building code, energy efficiency standards for buildings have improved over time
- Multiconsult has estimated the CO<sub>2</sub> footprint of the entire Eika cover pool on this basis



### Development in calculated specific net energy demand by building code





# **CO2 Footprint Analysis of the Cover Pool – 2020**

- As part of our 'Strategic Framework for Sustainability', Eika values increased disclosure in terms of scope 3 carbon impact
- The current portfolio, as of December 31st 2020, represents:

31 %

17 %

- Yearly energy demand of 2 118 GWh
- Yearly emissions of 261 504 tons CO<sub>2</sub> eq. for collateral and 114 603 tons CO<sub>2</sub> eq. for Eika funded share of collateral

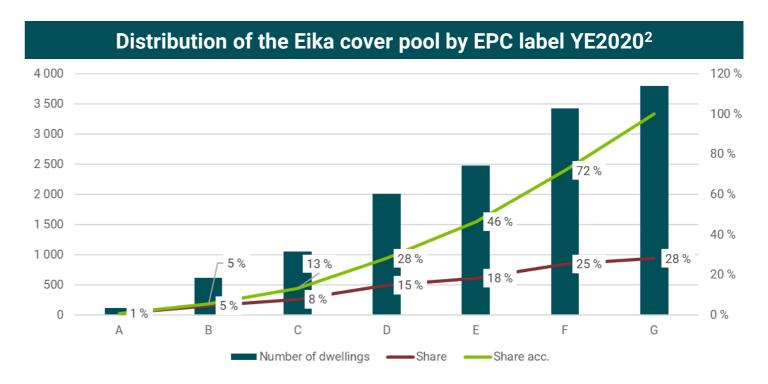
### Current distribution of the Eika cover pool by building code YE2020 35 % 14 000 12 000 10 000 25% 8 000 20 % 6 000 15% 4 0 0 0 10% 2 000 0 TEK1987 TEK1997 TEK2017 ■ Apartments - # objects 2054 2502 2064 949 2263 531 2050 7120 9752 3557 3813 1163 683 ■ Small residential buildings-# objects 13251 2730 7 % 16% 19% 16% 17% 4 % 16 % 4 %

23 %

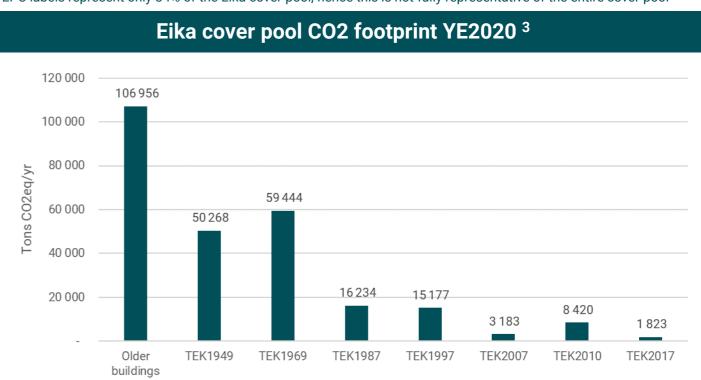
8 %

6 %

2 %



<sup>2</sup> EPC labels represent only 34% of the Eika cover pool, hence this is not fully representative of the entire cover pool





Small residential buildings - in %

# New Green mortgage products



### 1. Green Mortgages (Construction or Purchase)

### **New Green Mortgage Product**

- In the fourth quarter 2020 the Eika Alliance banks launched an inaugural common green mortgage product.
- Green mortgages are mortgages secured by energy efficient housing with favorable loan interest rates.
- With a green mortgage, you **typically get lower interest rates** compared to a non-green mortgage (sample average in Eika 0.3%, range 0.1-0.6%).

### Loan criteria

- The criteria for the mortgage product are based on Energy Performance Certificates (EPC).
- The criteria for qualifying for the green mortgage product in Eika will be an EPC of A or B.



### 2. Green Mortgages (Refurbishments)

### **New Green Refurbishment Product**

- In the first quarter 2021 the Eika Alliance banks plan to launch a green mortgage product relating to refurbishments.
- A lower EPC may qualify for refurbished residential buildings in Norway with an improved energy efficiency of minimum 30% due to a combination of measures like:
  - insulation of old construction (walls, roof, floor, windows, doors)
  - balanced ventilation
  - night set-back of temperature
  - energy efficient lighting appliances
  - solar cells or collector
  - heat pump air to air, air to water, water to water or exhaust fan



# **ESG** Ratings in Eika Boligkreditt







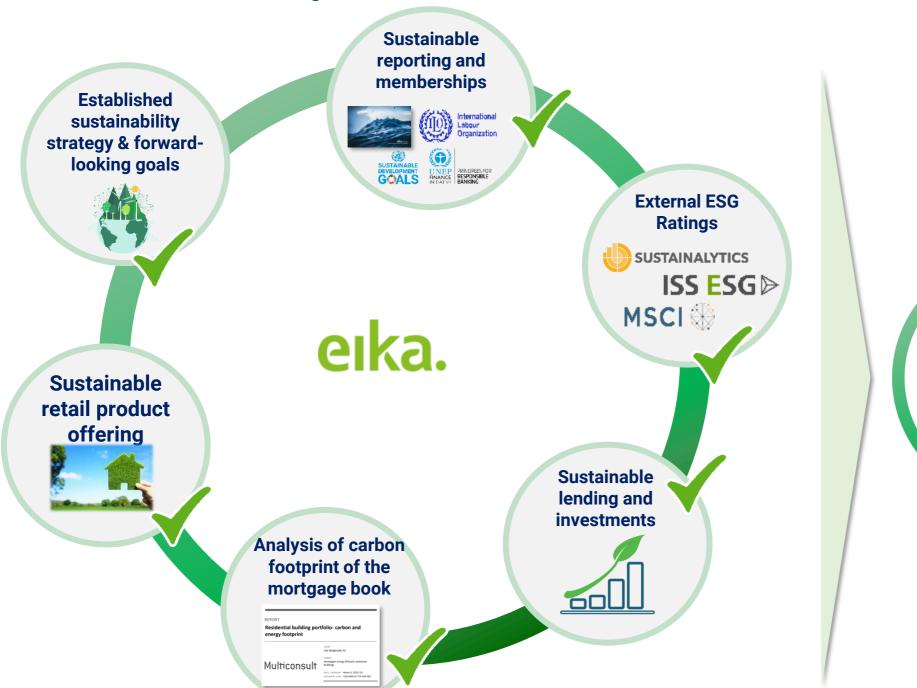


MSCI	<ul> <li>A (scale AAA-CCC)</li> </ul>
Sustainalytics	• 25.1 risk rating
ISS ESG	<ul> <li>C-</li> <li>#35 out of 129     companies within the     Financial/Mortgages &amp;     Public Sector Finance     sector</li> <li>3rd decile ranking</li> </ul>
Norwegian Client Experience Index (CEI)	<ul> <li>74.6/100</li> <li>#4 rank out of 149 companies/brands across 33 sectors</li> </ul>

We are working to build relationships with the ESG rating agencies to improve our scores through regular engagement with them and providing transparent data that they can collate, track and benchmark



## Eika's roadmap towards sustainable banking





- Align the funding strategy and sustainability strategy
- Address increasing investor demand towards sustainable assets
- Broaden investor base and foster relationship with existing investors
- Contribute to the development of the green bond market
- Contribute to the achievement of 2030 Agenda
- Positive marketing effect on stakeholders

In light of its sustainability objectives and its strategy, Eika has established a Green Bond Framework

**Green Bond** 

**Framework** 

eıka.



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## Eika Boligkreditt Green Bond Framework



### **Use of proceeds:**

Allocation of the net proceeds of the Green Bonds to a loan portfolio of new and existing mortgages for energy efficient residential buildings in Norway



#### **Process for Project Evaluation and Selection:**

Eika Boligkreditt will select and track the Eligible Green Loans based on information from the official Land Register. The information is received from a third-party, Eiendomsverdi



#### **Management of Proceeds:**

Eika Boligkreditt intends to allocate the proceeds from the Green Bonds to a portfolio of loans that meet the Eligibility Criteria and in accordance with the evaluation and selection process



### Reporting:

Pre-issuance Allocation and Impact Reporting will be made available to investors.

Eika Boligkreditt intends to report to investors within one year from the date of a Green bond transaction and annually thereafter. Reporting will be on both the Allocation and Impact of the proceeds from green bond issuance



#### **External Review:**

ISS-ESG has provided a Second-Party Opinion (including on EU Taxonomy alignment) on Eika Boligkreditt's Green Bond Framework<sup>1</sup>. Eika has received CBI certification. Eika Boligkreditt may request a limited assurance on the Allocation Report



## **Use of Proceeds Criteria**

### Eligible use of proceeds categories: Green Residential Buildings

### 1. New Residential buildings in Norway (built after 2009)

- New or existing Norwegian apartments that comply with the Norwegian building codes of 2010 (TEK10) or 2017 (TEK17). Hence, built after 2012
- New or existing Norwegian other residential dwellings that comply with the Norwegian building codes of 2007 (TEK07), 2010 (TEK10) or 2017 (TEK17). Hence, built
  after 2009

### 2. Residential buildings in Norway (built before 2009)

Existing Norwegian residential buildings built using older building codes than TEK10 for apartments and TEK07 for other residential dwellings with EPC-labels A, B
and C. These buildings may be identified in data from the Energy Performance Certificate (EPC) database

### 3. Refurbished Residential buildings in Norway with an improved energy efficiency of 30%

One of two criteria below must be met:

- Refurbished Norwegian residential buildings with at least two steps of improvement in energy label compared to the calculated label based on building code in the
  year of construction
- Refurbished Norwegian residential buildings with at least a 30% improvement in energy efficiency measured in specific energy, kWh/m2, compared to the calculated label based on building code in the year of construction

### Alignment with international initiatives & involved parties:

ICMA GBP category	UN SDG	TEG Report Technical Screening Criteria	TEG Report  Do No Significant Harm & Miniumum Social Safeguards	Consultants & Third Parties
Green Buildings	11 SUSTAINABLE CITIES AND COMMUNITIES  13 CLIMATE ACTION	<ul> <li>Top 15% approach for buildings built up until end 2020</li> <li>≥30% improvement in Primary Energy Demand for refurbishments</li> </ul>	<ul> <li>Compliance with international, national and local Regulation and monitoring of environmental and social risks</li> <li>DNSH and Minimum Social Safeguards met in accordance with ISS-ESG SPO in alignment with the EU Green Bond Standard</li> </ul>	Multiconsult ISS ESG > Climate Bond Certified



## **Project Evaluation and Selection**

## **Process for Project Evaluation and Selection**



This Framework & Green Assets are managed by a dedicated Green Bond Committee. The committee consists of: CEO, CFO, CCO and another representants from the Treasury Department in Eika Boligkreditt as issuer, and the CSR department in Eika Gruppen.

The Green Bond Committee will meet on a regular basis (at least annually) and will conduct an additional review on the selected mortgages to ensure ongoing compliance with the Eligibility Criteria.

Eligible Green Loans selected and tracked based on information from the official Land Register. Information from the Land Register regarding building year used to determine the Eligible Residential Green Buildings.

All residential mortgages within the Cover Pool are originated in line with Eika credit risk policies. Loans secured by mortgages on Eligible Residential Green Buildings are selected as Eligible Green Loans. All selected Eligible Green Loans comply with official national standards and local laws and regulations.



## **Management of Proceeds**

### **Portfolio Approach**

- The proceeds from Green Bonds will be managed by Eika Boligkreditt in a portfolio approach.
- Eika Boligkreditt intends to allocate these proceeds to an Eligible Green Loan Portfolio, that meet the Eligibility Criteria and in accordance with the evaluation and selection process

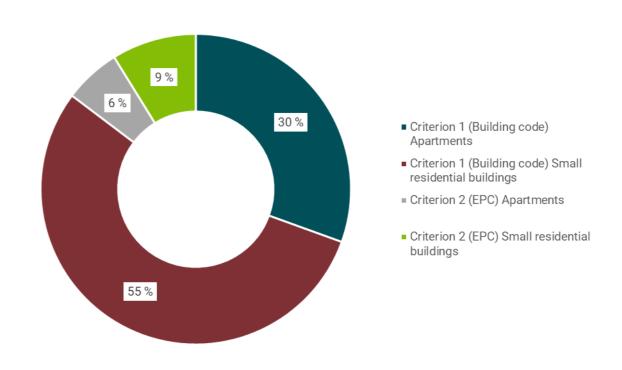
### **Proceeds Allocation**

- Sufficient Eligible Green Loans will be designated in the Eligible Green Loan Portfolio to ensure that the size of the Eligible Green Loan Portfolio matches or exceeds the total balance of all outstanding Green Bonds.
- Additional Eligible Green Loans will be added to the Eligible Green Loan Portfolio to ensure the sufficient and timely allocation of the incremental net proceeds

### **Unallocated Proceeds**

 Any unallocated Green Bond net proceeds will be invested in a liquidity portfolio in money market instruments

### **Green Portfolio**



	Current eligible portfolio in cover pool										
Area financed by Portfolio siz											
Criterion	Type of dwelling	Number of objects	Area total [m2]	EBK total [m2]	[MNOK]						
	Apartments	2 468	189 049	85 082	3 976						
Criterion 1	Small residential										
(Building code)	buildings	4 430	788 185	398 863	10 263						
	Apartments	476	35 759	16 225	666						
	Small residential			_							
Criterion 2 (EPC)	buildings	713	127 231	64 902	1 512						
Total		8 087	1 140 224	565 072	16 417						



## **Pre-Issuance Impact Report**

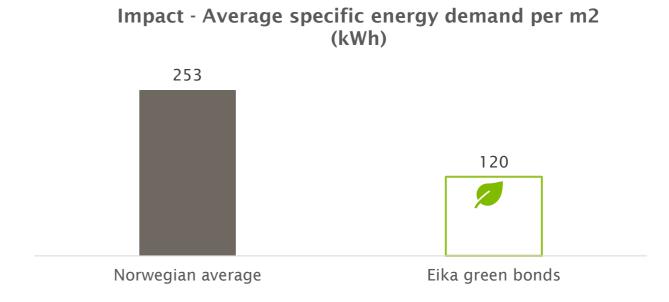


### **Impact Reporting**

#### Portfolio date: 31 December 2020

Eligible Project Category	Eligible portfolio (NOK bn)	Share of Total Financing	Eligibility for Green Bonds	Estimated Site Energy Savings (in MWh/year)	Estimated Emissions Avoidance (in tons of CO2 /year)
a/	b/	c/	d/	e/	e/
Green Residential Buildings	16.42	100%	100%	75,255	9,332
Total	16.42	100%	100%	75,255	9,332

- a/ Eligible category
- b/ Amount committed by the issuer for the portfolio eligible for Green Bond financing
- c/This is the share of the total budget financing
- d/This is the share of the total portfolio costs that is Green Bond eligible
- e/Impact indicators



- Eika green bond portfolio has an estimated average energy consumption of less than 50 per cent of the Norwegian average
- Estimated avoided CO2 emissions (entire pool) = 9,332 tons CO2/year on Eika funded share of collateral



## **External Review**



### Second Party Opinion by ISS ESG

- Eika Boligkreditt has obtained an independent Second Party Opinion from ISS-ESG to confirm the validity of the Eika Boligkreditt's Green Bond Framework
- ISS ESG assessed the alignment of the Green Bond pool and the due diligence and selection processes in place, with the EU Taxonomy. Technical screening criteria and do no significant harm criteria have been taken into account

"The issuer's eligible category corresponds to the following EU Taxonomy category: "Acquisition and Ownership" (activity 8.4. of the EU Taxonomy). Based on robust processes for selection of Green Projects, the Green Bond asset pool is considered as aligned with the EU Taxonomy and the relevant activity-specific Technical Screening Criteria, Do No Significant Harm Criteria and Minimum Social Safeguards."



### Pre-Issuance CBI Certification

· Eika Boligkreditt has received Pre-Issuance Certification from the CBI



SPO SECTION	EVALUATION
Part 1: Issuer sustainability performance	Status: NOT PRIME Rating: C- Decile Rank: 3
Part 2: Performance against the draft of EU GBS and GBPs	Positive
Part 3: Alignment of the asset pool with the EU Taxonomy	Positive

USE OF PROCEEDS	CONTRIBUTION OR OBSTRUCTION	SUSTAINABLE DEVELOPMENT GOALS
Mortgages for energy efficient residential	Significant contribution <sup>11</sup>	13 CLIMATE AGTICH
buildings	Limited contribution	11 SUSTAINABLE CIFES AND CONFIDENCES





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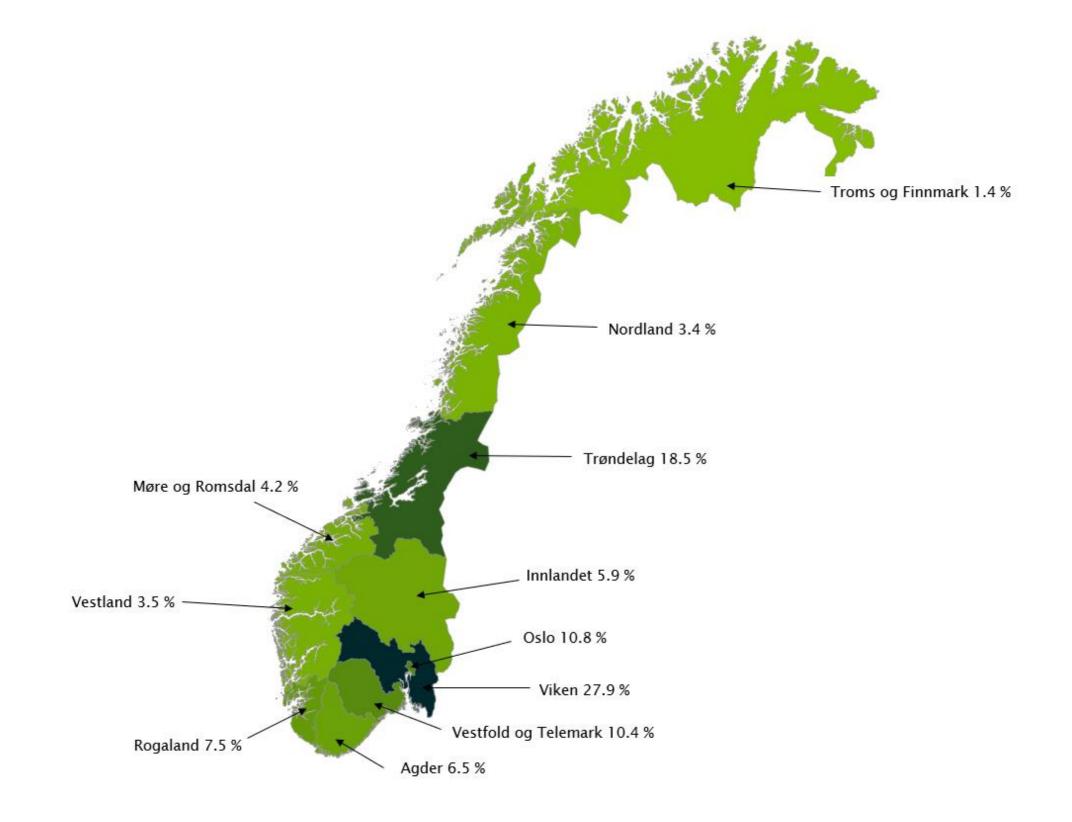
Eika Boligkreditt' Green Bond Framework

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## Mortgage lending - Strong geographical diversification





## Liquidity portfolio

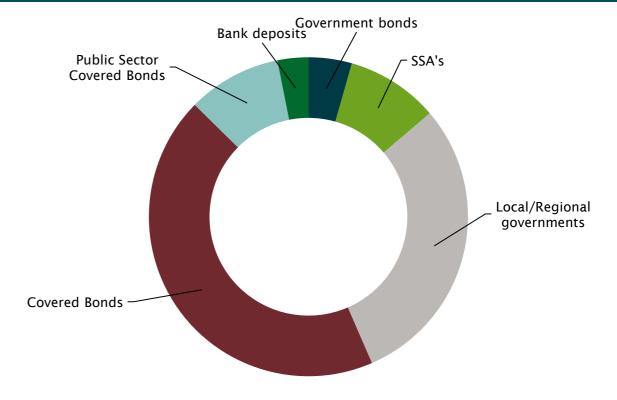
- The substitute assets constitute EIKBOL's liquidity buffer
  - Minimum liquidity > 6% of outstanding covered bonds (hard limit)
  - Minimum liquidity > 100% of next 6 months redemptions (hard limit)
  - Internal target is to have liquid assets covering at least 75% of redemptions within the next 12 months

	Sectors and tenors									
Sector	Market values (EUR)	In % of portfolio	TtM							
Government bonds	58,618,816	4 %	0.32							
SSA's	124,660,591	9 %	1.30							
Local/Regional governments	395,656,615	30 %	0.41							
Covered Bonds	584,588,144	44 %	1.69							
Public Sector Covered Bonds	126,470,568	9 %	1.99							
Bank deposits	41,562,775	3 %	0.00							
Total portfolio	1,331,557,509	100 %	1.19							

#### The Liquidity portfolio conforms to a conservative investment policy

- Nordic and German exposure, only NOK denominated
- Portfolio weighted average time to maturity of maximum 2 years
- An individual investment can have a remaining maturity of max 3.5 years
- Rated AA-/Aa3 or better if the maturity exceeds 100 days, or A-/A3 if the maturity less than 100 days
- Weighted average portfolio interest rate duration of less than 0.3 years, and individual securities less than 1 year

### **Liquidity portfolio by sectors**





## Strong incentive structure

With regards to the mortgages in the Eika Boligkreditt cover pool there is a 2-pillar guarantee mechanism; this is to ensure that the originating banks are held responsible for potential losses on mortgages transferred to Eika Boligkreditt

### **Loss Guarantee**

- 80% of any losses, including unpaid interest, on mortgages in EBK's portfolio will be covered by the owner bank
- The guarantee from an owner bank will have a floor of (i) NOK 5 million; or (ii) 100 per cent. of the relevant owner bank's loan portfolio if it is lower than NOK 5 million
- The guarantee from an owner bank is limited to 1% of the owner bank's total portfolio
- 100% of the loan is guaranteed by the bank until the collateral is registered

## **Set-off rights**

- The remaining 20% of the losses will be covered by a counter-claim on all commission receivables due from EBK to each owner bank
- The set-off rights are limited to a period of up to 12 months after such losses are incurred.



## **LCR Level 1 Eligibility**

- All EUR denominated Covered bonds issued by Eika Boligkreditt AS fulfil the requirements to qualify as Level 1 assets pursuant to Commission Delegated Regulation (EU) 2015/61 regarding liquidity coverage requirement for credit institutions ("LCR regulation").
- With reference to Article 10(1)(f) of the LCR-regulation, Eika Boligkreditt AS confirms the following:
  - Covered bonds issued by Eika Boligkreditt AS meet the requirements to be eligible for the treatment set out in Article 129(4) of Regulation (EU) No 575/2013 ("CRR") and the requirements referred to in Article 52(4) of Directive 2009/65/EC, cf. the European Commission's website: http://ec.europa.eu/finance/investment/legal\_texts/index\_en.htm

- The exposures to institutions in the cover pool meet the conditions laid down in Article 129(1)(c) and in Article 129(1) last subparagraph of CRR
- Eika Boligkreditt AS gives the information required in Article 129(7) of CRR to its investors: http://eikabk.no/investorrelations/coverpool
- Covered bonds issued by Eika Boligkreditt AS are assigned a credit assessment by a nominated ECAI which is at least credit quality step 1 in accordance with Article 129(4) of CRR, and the equivalent credit quality step in the event of short term credit assessment
- Eika Boligkreditt AS' EMTCN Programme requires a level of overcollaterization higher than the 2% needed for LCR level 1 classification



# Comparison of legal frameworks for covered bonds

	Norway	Denmark	Sweden	Germany		
Product name	Norwegian Covered Bonds	Særligt Dækkede Obligationer	Säkerställda Obligationer	Pfandbrief		
Covered bond model	Specialised bank issuance model	Universal bank + specialised bank issuance model	Universal bank issuance model + specialised bank issuance model	Universal bank issuance model		
Eligible cover assets	Public sector, mortgage loans	Public sector, mortgage loans, ship mortgages	Public sector, mortgage loans (commercial max. 10%)	Public sector, mortgage loans, ship + aircraft mortgages		
Maximum LTVs	Residential: 75%, commercial: 60%	Commercial: 60%, agricultural: 60%, ships: 70%, residential: 80%	Commercial: 60%, residential: 75%, agricultural: 70%	Residential, commercial, ship, aircraft: 60%		
Basis for LTV calculation	Market value	Market value	Market value	Mortgage lending value		
If a loan's LTV exceeds the LTV cap after inclusion into the pool, does the part below the limit still remain part of the cover pool?	Yes	Yes	Yes	Yes		
Minimum OC	2 %	Universal banks: 0%; Mortgage banks: 8% of RWA	2 %	2 %		
Type of coverage test	NPV	NPV after stress test	Nominal + NPV after stress test	Nominal + NPV after stress test		
Is OC above the minimum protected?	Yes	Yes	Yes	Yes		
Legal transparency requirements?	No	Yes	No	Yes		
Is there an issuance limit in place?	No	No	No	No		



## Eika Boligkreditt - P&L

Amounts in NOK Million	2015	2016	2017	2018	2019	2020
Total Interest income	2 066	1 861	2 049	2 162	2 624	2 230
Total interest expenses	1 430	1 380	1 366	1 480	1 976	1 418
Net interest income	636	482	683	682	648	812
Dividend from shares classified as available for sale	6	6	6	18	19	13
Total gains and losses on financial instruments at fair v	203	(81)	(135)	22	(6)	43
Comission costs	443	300	410	458	490	647
Total salaries and administrative expenses	42	39	48	50	51	51
Depreciation	2	1	2	2	4	4
Other operating expenses	13	14	16	16	15	14
Losses on loans and gurantees	-	-	-	-	-	-
PROFIT/(LOSS) BEFORE TAXES	344	50	78	197	102	153
Taxes	81	11	18	45	14	29
PROFIT/(LOSS) FOR THE PERIOD	263	39	60	152	89	124
Net gains and losses on bonds and certificates	-	-	-	(7)	7	8
Fair value adjustment, shares	-	-	-	(15)	-	-
Net gains and losses on basis swaps	-	-	-	(106)	53	99
Taxes on other comprehensive income	-	-	-	28	(15)	(27)
COMPREHENSIVE INCOME FOR THE PERIOD	-	-	-	52	133	204

### Eika Boligkreditt AS - Report 2020:

Eika Boligkreditt showed a profit of NOK 124 million 2020, compared with a profit of NOK 89 million for the same period in 2019. Net gains and losses on basis swaps came to NOK 99 million for 2020 (2019: NOK 53 million), net gains and losses on bonds and certificates came to NOK 8 million and taxes on other comprehensive income came to negative NOK 27 million, so that the comprehensive income for the period including such changes came to a profit of NOK 204 million.



# Eika Boligkreditt - Balance sheet and key figures

Amounts in NOK Million	2016	2017	2018	2019	2020
Balance sheet development					
Lending to customers	71 509	77 286	82 015	84 719	89 269
Debt from issuing securities	86 983	90 030	97 288	94 300	106 127
Subordinated loans	599	600	674	889	724
Equity*	4 396	4 770	5 290	5 777	5 851
Equity in % of total assets*	4.58	4.79	4.90	5.50	4.90
Average total assets	92 324	99 466	101 744	107 506	120 881
Total assets	96 017	99 603	107 969	105 835	120 563
Rate of return / profitability					
Fee and commission income to relation to average total assets, annualised (%)	0.32	0.40	0.40	0.50	0.50
Staff and general administration expenses in relation to average total assets, annualised (%)	0.04	0.05	0.03	0.03	0.03
Return on equity, annualised (%)	1.37	1.90	4.50	2.20	3.00
Total assets per full-time position	4 849	5 030	5 453	5 345	6 345
Finacial strength					
Core tier 1 capital	3 833	4 156	4 522	5 074	5 099
Total tier 1 capital	4 282	4 706	5 227	5 648	5 673
Total primary capital (tier 2 capital)	4 882	5 305	5 902	6 372	6 397
Weighted calculation basis	29 766	31 468	33 731	34 074	37 222
Core tier 1 capital ratio	12.88	13.20	13.40	14.90	13.70
Total tier 1 capital ratio	14.39	15.00	15.50	16.60	15.20
Capital adeqacy ratio	16.40	16.90	17.50	18.70	17.20
Delinquinces in % of gross loans	-	-	-	-	-
Loss in % of gross loans	-	-	-	-	-
Staff					
Number of full-time positions at end of period	19.8	19.8	19.8	19.8	19.0

\*Including AT1 capital

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## Eika Boligkreditt -changes in the business model in 2019

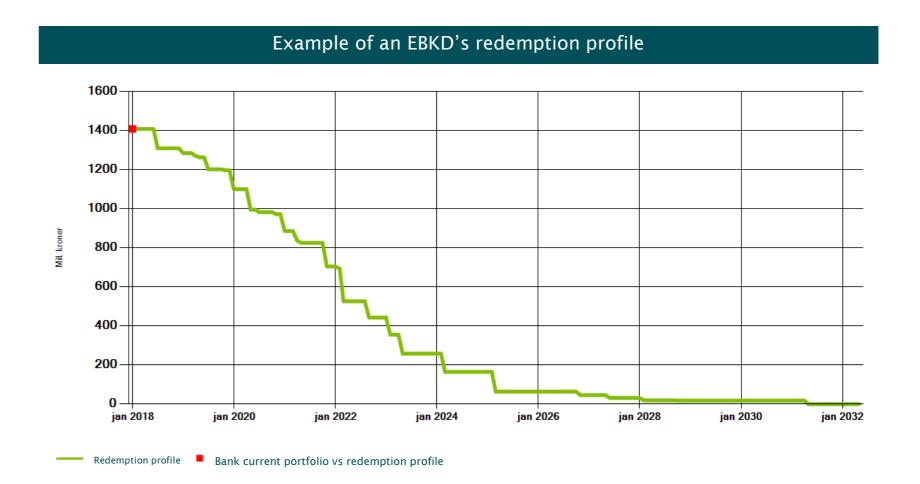
We have changed the following elements in the business model:

- Maximum LTV increased the maximum LTV from 60% to the regulatory maximum of 75%.
  - This involves establishing a revolving credit facility (RCF) between Eika Boligkreditt (borrower) and Eika Banks (lender) financing the parts of mortgages exceeding 75% based on current valuation
  - There is a cap on the size of the RFC. The cap is the split amount of the mortgages exceeding 60% LTV based on the original collateral valuation
  - Eika Boligkreditt have to monitor the development in collateral values in the cover pool and have to set new collateral values triggered by significant decreases in collateral values
  - The changes are regulated in a supplement to the distribution agreement. It is voluntary for each Eika Bank to enter into the supplement enabling the increase in maximum LTV
  - This was approved by the board in Eika Boligkreditt November 7th 2019 and the supplement will be made available for the banks on request from November 2019
- ROE target
  - from 3 month NIBOR + 2.0%-points to 0.0%. 100% per cent of the value creation is paid as commission instead of split between dividend and commission. This was approved by the board in Eika Boligkreditt June 19th 2019 and took effect in the transfer pricing July 1st 2019



## **Cancellation of distribution agreement**

- An EIKBOL Distributor (EBKD) can terminate the distribution agreement with EIKBOL with 3 months notice
- EIKBOL can terminate a distribution agreement with an EBKD with 12 months notice
- In the event a distribution agreement is terminated, obligations continues to apply with regards to the various agreements;
  - At the expiry date for the distribution agreement, the EBKD will no longer have the right to transfer new residential mortgages to EIKBOL
  - The EKBD is required to uphold its mortgage portfolio in line with the redemptions of EIKBOL's funding
  - The EBKD has continued responsibilities for servicing the mortgages in the existing residential mortgage portfolio, including other rights and obligations pursuant to the guarantee, custody, commission and shareholder agreements and the agreement on the purchase of covered bonds





## Mergers Eika banks in 2019

### **Lofoten Sparebank and Harstad Sparebank**

- Merged January 1<sup>st</sup> 2019
- The name of the merged bank is Sparebank 68 grader nord
- Tore Karlsen, CEO in Harstad Sparebank, is CEO in the merged bank
- Total assets, including transferred to Eika Boligkreditt, of NOK 6.4 billion
- Rationales for the merger was to improve competitiveness while still being present in local markets, improve profitability and further enhance ability to contribute to develop their local communities

#### Indre Sogn, Aurland and Vik Sparebank

- Merged April 1<sup>st</sup> 2019
- The name for the merged bank is Sogn Sparebank
- Mads Indrehus, former CEO in Vik Sparebank, is CEO in the merged bank and Morten Kristiansen, former chair in the board of Indre Sogn will be chair of the board in the merged bank
- Total assets, including transferred to Eika Boligkreditt, of NOK 7.6 billion
- Rationales for the merger was to improve competitiveness in local markets, expand market reach, improve cost efficacy and attractiveness as an employer and further enhance ability to contribute to develop their local communities

### **Kvinesdal Sparebank and Flekkefjord Sparebank**

April 30<sup>th</sup> 2019 the boards in the banks announced rting negotiations with the intention to merge the

a member in The Eika Alliance while rebank is a collaborating partner in consisting of 9 saving banks on the score of Norway

- Currently no down if the merged bank will join the Eika A.
- The proposed name Sparebank is Lister
- Jan Kåre Eie, CEO in Flekken, proposed as CEO in the merged Sparebank will propose the chair in merged bank
- Total assets, including transferred to Eika as Boligkreditt, of NOK 11.6 billion
- Rationales for considering to merge are to improve competitiveness in local markets, expand market reach, improved profitability and attractiveness as an employer and further enhance ability to contribute to develop their local communities



## Mergers Eika banks in 2020

### Stadsbygd Sparebank and Ørland Sparebank

- June 18th 2019 the boards in the banks announced starting negotiations with the intention to merge the banks
- February 24<sup>th</sup> 2020 the boards in the banks approved agreement to merge the banks

'th the boards announced putting the process on hold due to uncertainty because of the

- ng the 11 banks that have given fits agreements with Eika ind ends December 31st 2021
- Stadsbygd Spareb `to Ørland Sparebank with Ørlanc he continuing bank
- Ola Setsaas, CEO in Stadsbygu proposed as CEO in the merged ba CEO in Ørland Sparebank, is proposed board in the merged bank
- Total assets, including transferred to Eika Boligkreditt, of NOK 8.7 billion
- Rationales for considering to merge are to improve competitiveness in local markets, improved profitability and attractiveness as an employer and further enhance ability to contribute to develop their local communities

### Sparebank 68° Nord and Ofoten Sparebank

- Merged July 1st 2020
- The name for the merged bank is Sparebank 68° Nord The name for the merged bank is Skue Sparebank
- Both banks are among the 11 banks that have given notice of termination of its agreements with Eika Gruppen.
- Tor-Andrè Grenersen, CEO in Ofoten Sparebank, is CEO in the merged bank
- Total assets, including transferred to Eika Boligkreditt, of NOK 10.6 billion
- Rationales for the merger was to improve competitiveness in local markets, improve profitability and further enhance ability to contribute to develop their local communities

#### **Hønefoss and Skue Sparebank**

- Merged August 3<sup>rd</sup> 2020
- Hans Kristian Glesne, CEO in Skue Sparebank, is CEO in the merged bank and George H.Fulford, chair in the board of Skue Sparebank is chair of the board in the merged bank
- Total assets, including transferred to Eika Boligkreditt, of NOK 16 billion
- The 4<sup>th</sup> largest bank in the Eika Alliance
- Rationales for the merger was to improve competitiveness in local markets, improve profitability and further enhance ability to contribute to develop their local communities



## Mergers Eika banks in 2020

### **Surnadal Sparebank and Sparebank1 Nordvest**

- November 24<sup>th</sup>, 2020 the committee of representatives approved the agreement to merge the banks and is now pending approval from the FSA
- Surnadal is a member in The Eika Alliance while Sparebank1 Nordvest is a member of the Sparebank1 Alliance.
- Both banks are located on the northern part of the west coast of Norway
- The merged bank will be part of the Sparebank1 Alliance
- The proposed name for the merged bank is Sparebank1 Nordmøre
- Allan Troelsen, CEO in Surnadal Sparebank, is proposed as CEO in the merged bank and Runar Wiik, chair in Sparebank1 Nordvest, is proposed as chair in the board of the merged bank
- Total assets, including transferred to Eika and Sparebank1 Boligkreditt, of NOK 30 billion
- Rationales for considering to merge are to improve competitiveness in local markets, expand market reach, improved profitability and attractiveness as an employer and further enhance ability to contribute to develop their local communities

### **Tysnes Sparebank and Etne Sparebank**

- December 16<sup>th</sup> 2020 the boards in the banks announced starting negotiations with the intention to merge the banks
- Tysnes is a member in The Eika Alliance while Etne Sparebank is a collaborating partner in DSS (dssbank.no) consisting of 9 saving banks on the south/west coast of Norway
- Currently not decided if the merged bank will join the Eika Alliance or DSS. Will be decided in 2021
- Rune Ramsvik, CEO in Etne Sparebank, is proposed as CEO in the merged bank and Dag Sandstå, CEO in Tysnes Sparebank is proposed as chair for the board of the merged bank
- Total assets, including transferred to Eika and Verd Boligkreditt, of NOK 6.8 billion
- Rationales for considering to merge are to increase size and improve competitiveness in Sunnhordland, reduce funding costs and secure jobs
- The merged banks will be more attractive for clients, owners, employees and further enhance ability to contribute to develop their local communities



## P&L Eika banks - Strong income growth and low loan losses

P&L & balance in NOK mil.	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Net interest income	3 512	3 631	3 777	3 949	4 163	4 275	4 556	4 955	5 151	5 827
Net commission income	662	734	863	1 142	1 320	1 260	1 195	1 359	1 418	1 576
Other income	43	44	40	39	39	37	38	35	33	27
Total income	4 217	4 409	4 681	5 130	5 523	5 572	5 789	6 349	6 601	7 430
Personnel and adm. expenses	2 061	2 134	2 243	2 344	2 491	2 669	2 780	2 913	2 912	3 026
Depreciation	123	98	95	100	110	117	131	139	139	153
Other costs	469	495	515	578	605	665	687	705	727	772
Total costs	2 653	2 726	2 852	3 023	3 206	3 451	3 598	3 756	3 778	3 951
Core earnings before loan losses	1 564	1 683	1 828	2 108	2 317	2 121	2 191	2 592	2 824	3 479
Impairment of loans and guarantees	404	458	329	389	315	237	233	197	178	169
Core earnings	1 160	1 225	1 499	1 719	2 002	1 884	1 957	2 395	2 645	3 310
Dividends/associated companies	177	189	89	257	238	348	397	421	422	577
Net return on financial investments	218	-78	217	228	132	-189	182	147	44	85
One-offs and loss/gain on long-term assets	376	-69	150	-61	181	217	314	-12	167	-4
Pre tax profit	1 931	1 267	1 955	2 142	2 553	2 260	2 851	2 951	3 278	3 968
Taxes	501	412	542	583	623	553	579	669	710	872
Net profit	1 430	855	1 413	1 559	1 930	1 707	2 271	2 282	2 569	3 095
Gross loans	157 375	159 645	166 255	173 617	182 081	193 576	214 360	228 738	243 903	260 556
Gross loans incl. EBK	182 382	193 092	208 764	225 292	238 296	253 212	280 620	302 214	323 779	344 737
Deposits	120 419	128 567	137 142	144 975	156 594	164 697	178 098	187 805	198 358	211 338
Equity	16 748	17 525	18 833	20 422	22 268	23 624	26 240	28 865	31 608	34 949
Total assets	190 813	196 623	200 895	210 302	224 157	231 814	254 313	273 190	291 614	312 675
Total assets incl. EBK	215 820	230 070	243 403	261 977	280 371	291 450	320 573	346 666	371 491	396 856
Growth in loans	4,1 %	1,4 %	4,1 %	4,4 %	4,9 %	6,3 %	10,7 %	6,7 %	6,6 %	6,8 %
Growth in loans incl. EBK	7,3 %	5,9 %	8,1 %	7,9 %	5,8 %	6,3 %	10,8 %	7,7 %	7,1 %	6,5 %
Growth in deposits	7,5 %	6,8 %	6,7 %	5,7 %	8,0 %	5,2 %	8,1 %	5,5 %	5,6 %	6,5 %

Source: Bank Analyst Eika



# Eika banks - Key figures

Key figures	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Deposit ratio	76,5 %	80,5 %	82,5 %	83,5 %	86,0 %	85,1 %	83,1 %	82,1 %	81,3 %	81,1 %
Deposit over total funding	69,9 %	72,6 %	76,1 %	77,2 %	78,4 %	79,9 %	78,9 %	77,6 %	77,0 %	76,8 %
(Market funding - Liquid assets)/Total assets	11,6 %	7,8 %	6,3 %	5,4 %	3,1 %	4,2 %	5,9 %	6,3 %	6,8 %	6,8 %
Liquid assets/Total assets	15,5 %	16,9 %	15,1 %	15,0 %	16,2 %	13,7 %	12,9 %	13,5 %	13,5 %	13,6 %
Market funds/Total assets	27,1 %	24,7 %	21,4 %	20,4 %	19,3 %	17,8 %	18,8 %	19,8 %	20,3 %	20,4 %
Equity ratio	8,8 %	8,9 %	9,4 %	9,7 %	9,9 %	10,2 %	10,3 %	10,6 %	10,8 %	11,2 %
Common Equity Tier 1 ratio (CET1)	15,0 %	15,2 %	15,8 %	16,0 %	16,9 %	17,5 %	17,8 %	18,0 %	18,2 %	19,6 %
Core capital ratio	17,0 %	17,3 %	18,1 %	18,5 %	18,3 %	18,5 %	18,9 %	19,3 %	19,6 %	21,0 %
Capital ratio	18,2 %	18,2 %	18,6 %	18,7 %	18,9 %	19,2 %	20,0 %	20,7 %	21,4 %	22,9 %
Loan loss provision ratio	0,26 %	0,29 %	0,20 %	0,23 %	0,18 %	0,13 %	0,11 %	0,09 %	0,08 %	0,07 %
Loan loss provision/Pre-provision income	20,6 %	25,5 %	15,4 %	15,0 %	11,7 %	10,4 %	8,4 %	6,2 %	5,4 %	4,1 %
Gross problem loans/Gross loans	1,83 %	1,89 %	1,78 %	1,62 %	1,53 %	1,38 %	1,12 %	0,96 %	0,97 %	1,28 %
Net problem loans/Gross loans	1,34 %	1,38 %	1,32 %	1,20 %	1,13 %	1,01 %	0,84 %	0,72 %	0,75 %	1,02 %
Loan loss reserves/Gross loans	0,88 %	0,92 %	0,88 %	0,82 %	0,79 %	0,73 %	0,64 %	0,59 %	0,54 %	0,52 %
Problem loans/(Equity + LLR)	15,9 %	15,9 %	14,6 %	12,9 %	11,8 %	10,7 %	8,7 %	7,3 %	7,2 %	9,2 %
Net interest income/total assets	1,87 %	1,87 %	1,90 %	1,92 %	1,92 %	1,88 %	1,87 %	1,88 %	1,82 %	1,93 %
Net commission incom/total assets	0,35 %	0,38 %	0,43 %	0,56 %	0,61 %	0,55 %	0,49 %	0,52 %	0,50 %	0,52 %
Loss provision ratio	0,26 %	0,29 %	0,20 %	0,23 %	0,18 %	0,13 %	0,11 %	0,09 %	0,08 %	0,07 %
Cost/income ratio	57,5 %	60,3 %	57,2 %	53,8 %	54,4 %	60,2 %	56,5 %	54,3 %	53,5 %	48,8 %
Cost/income ratio (adjusted for net finance)	60,4 %	59,3 %	59,8 %	56,1 %	55,6 %	58,3 %	58,2 %	55,5 %	53,8 %	49,3 %
Cost/income ratio (adj. for net finance and dividend	62,9 %	61,8 %	60,9 %	58,9 %	58,0 %	61,9 %	62,2 %	59,2 %	57,2 %	53,2 %
Net profit in % of total assets	0,76 %	0,44 %	0,71 %	0,76 %	0,89 %	0,75 %	0,93 %	0,87 %	0,91 %	1,02 %
Net profit/average RWA	1,38 %	0,80 %	1,29 %	1,37 %	1,61 %	1,37 %	1,74 %	1,63 %	1,72 %	2,00 %
Pre-provision income/average RWA	1,89 %	1,68 %	1,94 %	2,28 %	2,25 %	1,83 %	2,12 %	2,25 %	2,21 %	2,68 %
Core earnings in % of average RWA	1,12 %	1,14 %	1,36 %	1,51 %	1,67 %	1,52 %	1,50 %	1,71 %	1,77 %	2,14 %
Return on equity	8,9 %	5,0 %	7,8 %	7,9 %	9,0 %	7,4 %	9,1 %	8,3 %	8,5 %	9,3 %

Source: Bank Analyst Eika



# Quarterly data - P&L and Key figures

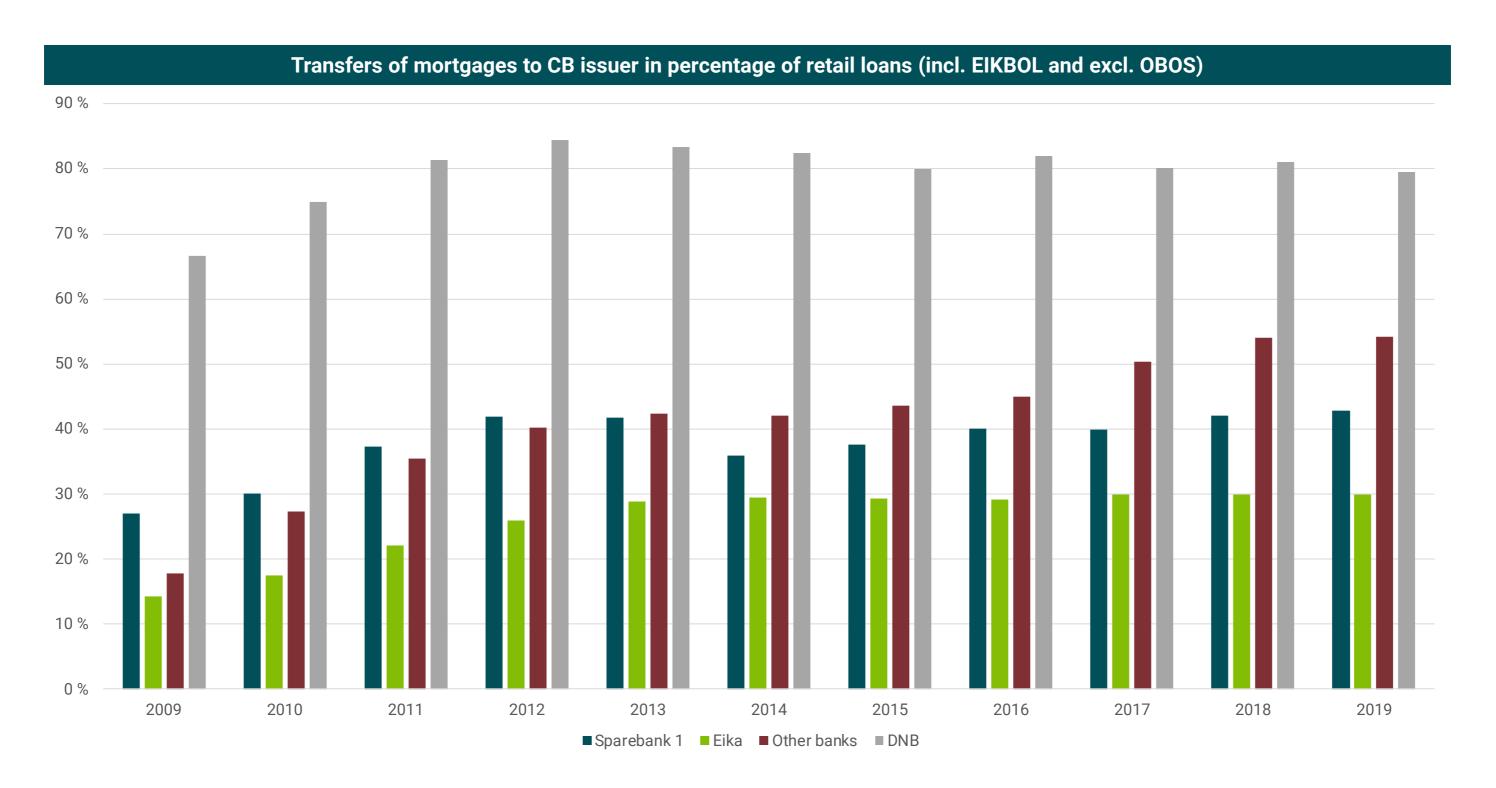
P&L & balance in NOK mil.	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Net interest income	1,256	1,301	1,359	1,321	1,405	1,516	1,584	1,547	1,283
Net commission income	362	349	352	340	363	420	453	409	366
Other income	10	7	9	7	6	6	8	8	6
Total income	1,628	1,656	1,720	1,668	1,774	1,942	2,045	1,964	1,654
Personnel and adm. expenses	664	738	773	765	658	767	835	555	439
Depreciation	35	32	36	38	37	38	41	38	39
Other costs	174	176	187	188	201	182	201	461	448
Total costs	873	947	997	990	896	987	1,077	1,054	926
Core earnings before loan losses	755	709	724	678	878	955	968	910	728
Impairment of loans and guarantees	38	23	91	23	16	21	109	305	136
Core earnings	717	686	633	655	862	935	859	605	592
Dividends/associated companies	373	12	13	26	499	7	45	17	562
Net return on financial investments	31	17	-15	35	21	19	10	-274	240
One-offs and loss/gain on long-term assets	44	30	89	0	9	-3	-11	-4	-9
Pre tax profit	1,165	745	721	716	1,391	958	903	344	1,384
Taxes	212	185	150	180	246	234	212	96	223
Net profit	953	561	571	536	1,145	723	690	248	1,161
Gross loans	_		243,903						_
Gross loans incl. EBK	-		323,779						-
Deposits	199,511	196,904	198,358	_	_	_	_	216,196	226,481
Equity	30,406	31,041	31,608	32,005	33,368	34,162	34,949	37,006	37,603
Total assets	289,333	289,328	291,614	296,779	310,486	311,973	312,675	322,778	331,998
Total assets incl. EBK	366,275	367,136	371,491	377,521	392,616	395,244	396,856	408,478	419,862
County in Laure	270/	1.0.0/	1.2.0/	1.2.0/	2.7.0/	1.5.0/	1.2.0/	0.00/	1.0.0/
Growth in loans	2.7 %								1.0 %
Growth in loans incl. EBK	2.5 %								1.4 %
Growth in deposits	4.8 %	-1.3 %	0.7 %	1.9 %	4.8 %	-0.6 %	0.4 %	2.3 %	4.8 %

Key figures	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Deposit ratio	84.4 %	81.8 %	81.3 %	81.8 %	83.5 %	81.8 %	81.1 %	82.3 %	85.3 %
Deposit over total funding	78.1 %	77.2 %	77.0 %	77.1 %	77.2 %	76.8 %	77.2 %	76.4 %	77.5 %
(Market funding - Liquid assets)/Total assets	4.0 %	5.9 %	6.8 %	6.3 %	4.6 %	5.7 %	6.8 %	5.6 %	3.1 %
Liquid assets/Total assets	15.4 %	14.2 %	13.5 %	14.0 %	15.5 %	14.7 %	13.6 %	15.1 %	16.6 %
Market funds/Total assets	19.4 %	20.1 %	20.3 %	20.3 %	20.1 %	20.4 %	20.0 %	20.7 %	19.8 %
Equity ratio	10.5 %	10.7 %	10.8 %	10.8 %	10.7 %	11.0 %	11.2 %	11.5 %	11.3 %
Common Equity Tier 1 ratio (CET1)	17.2 %	17.1 %	18.2 %	17.8 %	17.4 %	17.4 %	19.6 %	19.4 %	19.0 %
Core capital ratio	18.7 %	18.5 %	19.6 %	19.1 %	18.8 %	18.7 %	21.0 %	20.7 %	20.3 %
Capital ratio	20.4 %	20.3 %	21.4 %	20.9 %	20.6 %	20.6 %	22.9 %	22.5 %	22.2 %
Loan loss provision ratio	0.06 %	0.04 %	0.15 %	0.04 %	0.02 %	0.03 %	0.17 %	0.47 %	0.21 %
Loan loss provision/Pre-provision income	3.2 %	3.1 %	12.6 %	3.1 %	1.1 %	2.1 %	10.7 %	46.6 %	8.9 %
Gross problem loans/Gross loans	1.03 %	1.05 %	0.97 %	1.01 %	1.13 %	1.16 %	1.28 %	1.39 %	1.35 %
Net problem loans/Gross loans	0.80 %	0.83 %	0.75 %	0.79 %	0.93 %	0.95 %	1.02 %	1.11 %	1.06 %
Loan loss reserves/Gross loans	0.55 %	0.53 %	0.54 %	0.54 %	0.51 %	0.51 %	0.52 %	0.58 %	0.60 %
Problem loans/(Equity + LLR)	7.7 %	7.8 %	7.2 %	7.5 %	8.3 %	8.4 %	9.2 %	9.5 %	9.1 %
Net interest income/total assets	1.78 %	1.80 %	1.87 %	1.80 %	1.85 %	1.95 %	2.03 %	1.95 %	1.57 %
Net commission incom/total assets	0.51 %	0.48 %	0.49 %	0.46 %	0.48 %	0.54 %	0.58 %	0.51 %	0.45 %
Loss provision ratio	0.06 %	0.04 %	0.15 %	0.04 %	0.02 %	0.03 %	0.17 %	0.47 %	0.21 %
Cost/income ratio	43.0 %	56.2 %	58.0 %	57.3 %	39.1 %	50.1 %	51.3 %	61.6 %	37.7 %
Cost/income ratio (adjusted for net finance)	43.6 %	56.8 %	57.5 %	58.5 %	39.4 %	50.6 %	51.6 %	53.1 %	41.8 %
Cost/income ratio (adj. for net finance and divid	53.6 %	57.2 %	57.9 %	59.4 %	50.5 %	50.8 %	52.7 %	53.6 %	56.0 %
Net profit in % of total assets	1.35 %	0.78 %	0.79 %	0.73 %	1.51 %	0.93 %	0.88 %	0.31 %	1.42 %
Net profit/average RWA	2.57 %	1.48 %	1.50 %	1.39 %	2.89 %	1.79 %	1.74 %	0.63 %	2.87 %
Pre-provision income/average RWA	3.12 %	1.96 %	1.90 %	1.91 %	3.53 %	2.43 %	2.57 %	1.65 %	3.78 %
Core earnings in % of average RWA	1.90 %	1.82 %	1.65 %	1.68 %	2.13 %	2.31 %	2.20 %	1.51 %	1.45 %
Return on equity	12.8 %	7.3 %	7.3 %	6.7 %	14.0 %	8.6 %	8.0 %	2.8 %	12.5 %





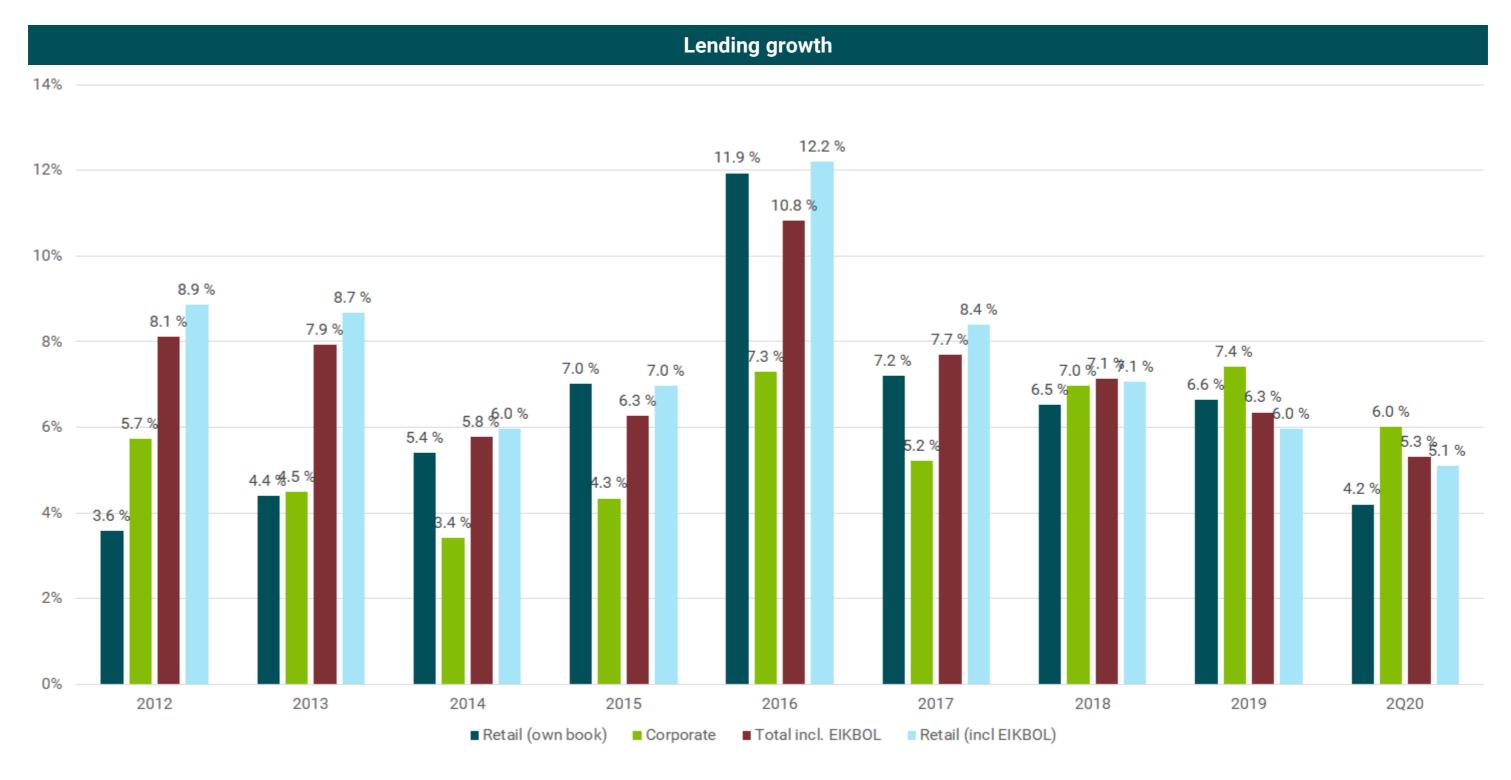
## Banks – transfer rate to Cov. Bond companies



Source: Bank Analyst Eika



## Eika banks - lending growth





Source: Bank Analyst Eika

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