### **Bank Norwegian**

Debt Investor presentation

9 March 2021



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This Company Presentation contains financial figures from Norwegian Finans Holding Group (consolidated) and its entities. Presented figures and tables are labeled accordingly.

### **Agenda**

### **Snapshot of Bank Norwegian**

Performance, asset quality and capital

**ESG** 

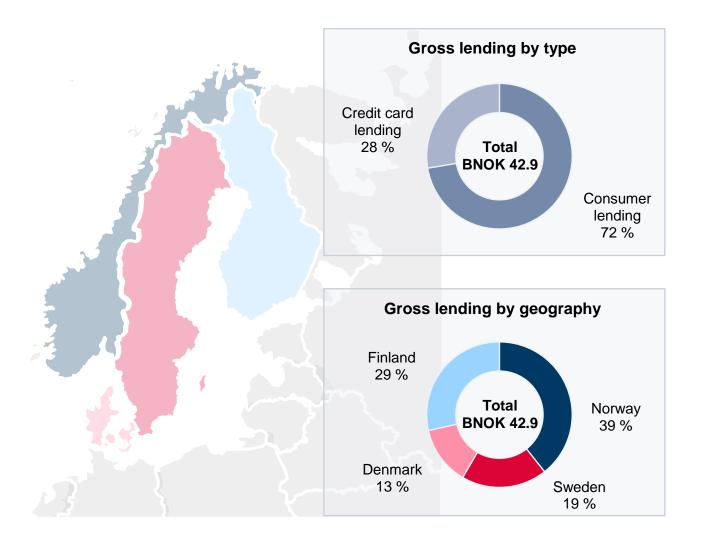
MREL and funding

**Appendix** 

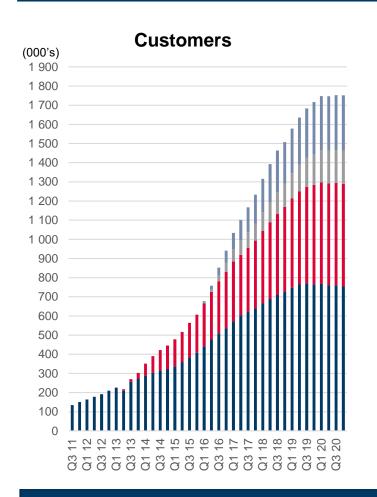
### Bank Norwegian – A leading Nordic consumer finance bank

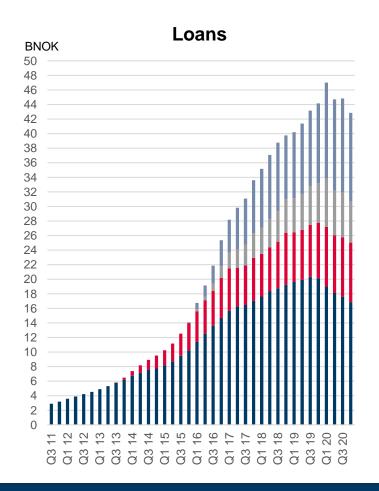
- Established November 2007
- Offers unsecured instalment loans, credit cards and savings deposits in the Nordic consumer market
- Present in all four Nordic countries
  - Expanded into Sweden in 2013 and Denmark & Finland in 2015
  - European expansion Q4 2021 Germany and Spain
- 95 FTEs, all based at the head office in Fornebu, Norway
- Listed on the Oslo Stock Exchange since June 2016
  - Ticker: NOFI

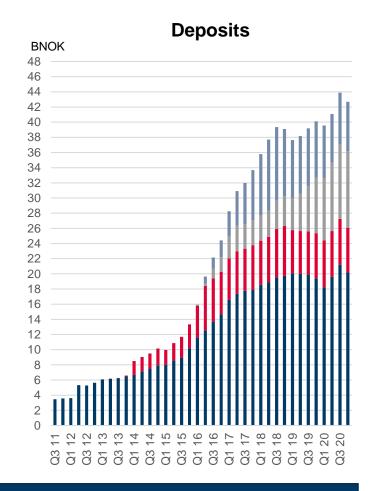
<b>Customers across Nordics</b>	1.75m
Gross lending	BNOK 42.9
Deposits	BNOK 42.7
Net income (LTM)	BNOK 1.9
Return on equity (LTM)	18.9%
CET1 ratio	22.0%
Dividend per share (2020)	NOK 5 + NOK 1 (Q4)
Rating	BBB by S&P (Stable)



## Attractive growth profile supported by successful geographic expansion







1.75 million customers – BNOK 42.9 loans – Cost/Income at 25%

Norway Sweden Denmark Finland

### Well proven lean and scalable model...

Focus and

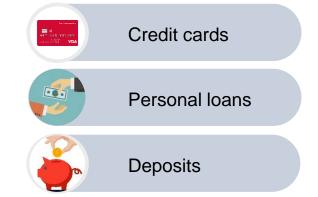
simplicity

**Born digital** 



One location

### Focused product portfolio



~100 employees across 14 nationalities serving ~1.75 million customers

~30% of employees working in IT and analytics enable rapid adoption

Digital on the inside



Digital on the outside



Deep knowledge and inspiring tasks drive employee engagement

### **European expansion on track**

#### **Project scope confirmed**

#### Geographic scope













- Cross-border operations with no local presence
- Launch in two markets increases potential growth and acts risk mitigating

#### **Product scope**







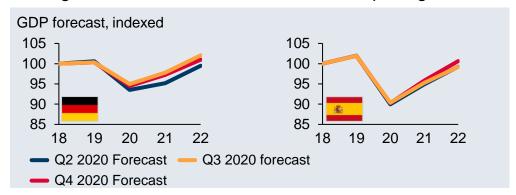


#### **Project update**



#### Market attractiveness confirmed

- Sizeable markets for Bank Norwegian's products
- Signs that German market could face rapid digitalization





#### Main current focus areas

- Digital onboarding processes
- Payments and core systems
- Cross-border compliance and regulations



### Project progressing according to plan

- Notified NFSA regarding cross-border operations
- Plan to launch in Q4 2021



### **Agenda**

Snapshot of Bank Norwegian

### Performance, asset quality and capital

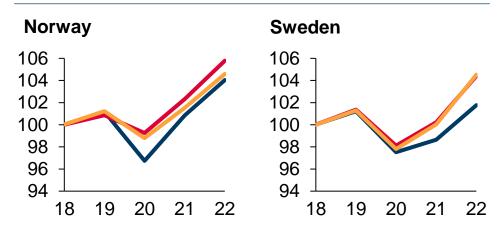
**ESG** 

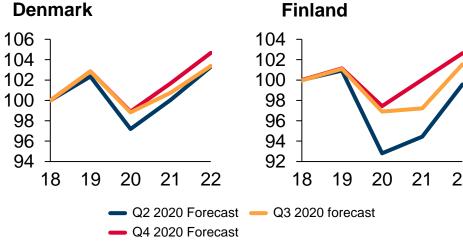
MREL and funding

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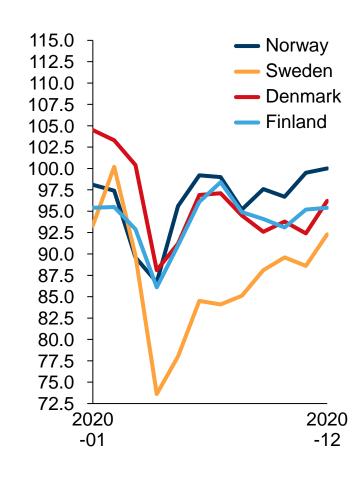
### Continued uncertainty regarding Covid-19 pandemic

#### **GDP** development, indexed





#### **Consumer confidence index**



- Faster recovery compared to earlier forecasts
- Consumer confidence indices show improvement

### Lending growth\* impacted by credit card spending

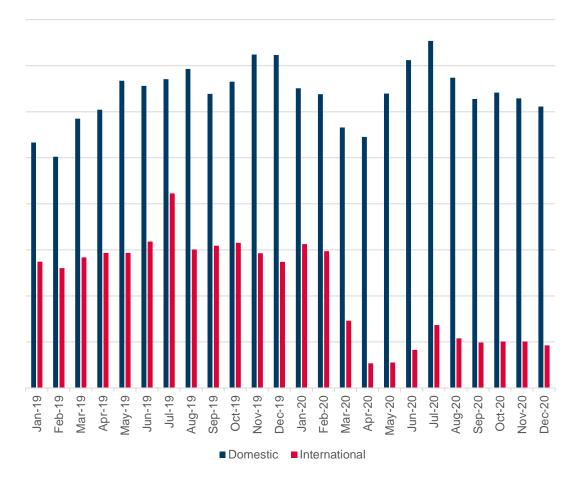
#### 2020

- Growth in instalment loans outside Norway (MNOK 807)
- Negative growth in instalment loans in Norway (MNOK 1 364)
- Loan growth on credit cards negative with MNOK 2 586
  - Significant impact from reduced non-domestic credit card spending

#### Q4 2020

- Growth in instalment loans outside Norway (MNOK 43)
- Instalment loans decreased MNOK 333 in total (of which 377 in Norway)
  - Instalment loan sales was MNOK 1 702 (MNOK 1 859 in Q3)
  - Instalment loan run-off was MNOK 2 051 (MNOK 1 833 in Q3)
- Credit cards down MNOK 514

#### Credit card spending all countries – NOK



### Solid 2020 with income growth and reduced costs

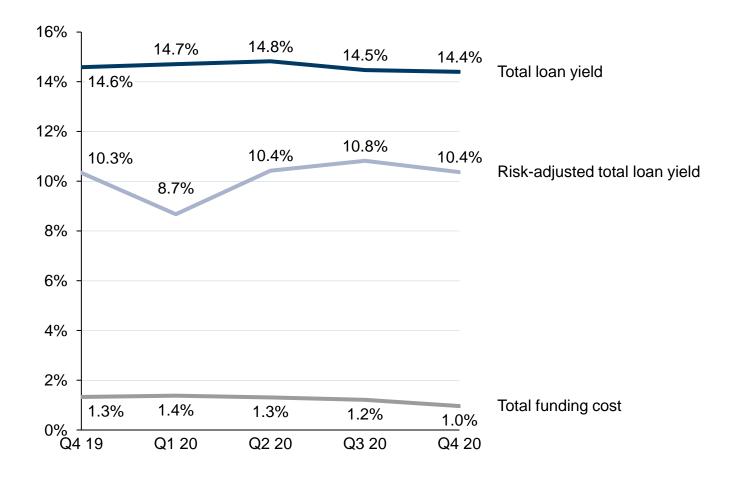
#### **Norwegian Finans Holding Group**

MNOK	2020	2019	Change
Interest income	6 115.3	5 910.8	204.6
Interest expenses	702.3	650.1	52.2
Net interest income	5 413.1	5 260.7	152.4
Commission and bank services income	412.0	540.4	-128.4
Commission and bank services expenses	195.0	250.7	-55.7
Net change in value on securities and currency	12.7	32.1	-19.4
Net other operating income	229.6	321.8	-92.1
Total income	5 642.7	5 582.5	60.2
Personnel expenses	122.8	102.3	20.5
General administrative expenses	1 043.6	1 095.1	-51.5
Depreciation and impairment of fixed and intangible assets	88.2	67.7	20.5
Other operating expenses	58.5	59.6	-1.1
Total operating expenses	1 313.2	1 324.7	-11.5
Provision for loan losses	1 830.9	1 627.4	203.6
Profit before tax	2 498.6	2 630.5	-131.9
Tax charge	611.6	649.4	-37.8
Profit after tax	1 887.0	1 981.1	-94.1
Earnings per share (NOK)	9.90	10.37	-0.47

#### FY 2020 vs 2019

- Diversified Nordic business model positively impacted NII
- Lower credit card usage due to pandemic reduce contribution from net commission and bank services income
- Net result before loan losses improved by 1.7%, an increase of MNOK 71.7 compared to last year
- Increased provision for loan losses related to the uncertain macro-outlook of COVID-19
- ROE ended at solid 18.9%
  - Adjustment for overcapitalization compared to CET 1 requirement (incl. P2G\* and management buffer) increases ROE in Q4 2020 by 4.0 pp
  - Adjustment for dividend set aside according to proposal, increases ROE further by 2.7 pp
- ROA was 3.1% on a highly liquid balance sheet

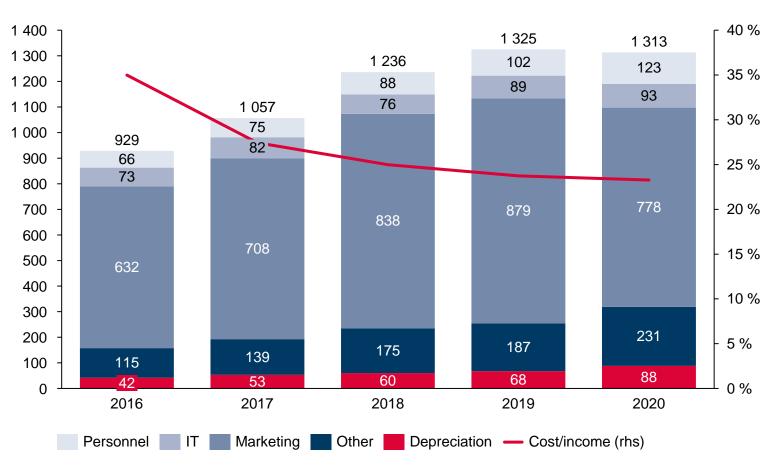
### Stable risk-adjusted yield



- Risk-adjusted total loan yield in line with Q4 and full-year 2019
- Lower average funding cost during the period due to deposit interest rate reductions and falling average debt securities cost
- Recent deposit interest rate reductions
  - Denmark, effective from 1.2.2021
    - 0.00% from 0.05% < 750' DKK
  - Norway, effective from 1.1.2021
    - 0.40 % from 1.20 % > 250' NOK
  - Norway, effective from 1.4.2021
    - 0.90 % from 1.20 % < 250' NOK
    - 0.25 % from 0.40 % > 250' NOK

### Our model creates best-in-class operating efficiency also for the future

#### Annual operating expenses, MNOK



- Highly flexible cost base related to advertising and marketing
- Focused IT-strategy contributes to low cost also going forward
- Invested in governance, finance and risk management to support future growth

### **Asset quality – favorable operating environment**

### Strong macro economy – despite Covid-19

- Strong macro economic environment despite Covid-19
- Low unemployment rates
- Extensive social safety net and unemployment benefits

### **Strong creditor protection**

- Highly efficient debt collection in the Nordics
- High recovery rates through:
  - Wage garnishing
  - Enforced payment plans
  - No moratorium on outstanding claims
  - Ability to dispose of assets and obtain asset liens

### Strong risk absorption capacity

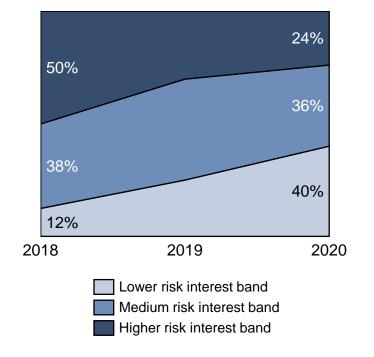
- High risk-adjusted loan yield
- Variable marketing costs
- Capital preservation through managed loan growth
- Short effective life of instalment loan book

### Recent vintages with lower credit risk

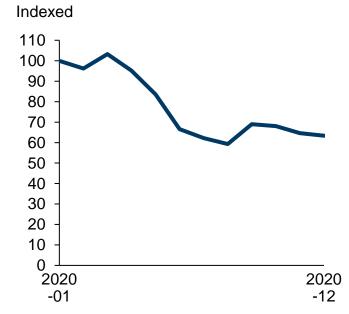
- Payment behavior continues to be strong fewer to debt collection of newer vintages
- 93.6% of applicants requested only a 1-month payment-relief during 2020
- Payment holidays now at same level as prior to Covid-19 pandemic

### Higher risk interest band for instalment loans have declined as a share of origination and loan book

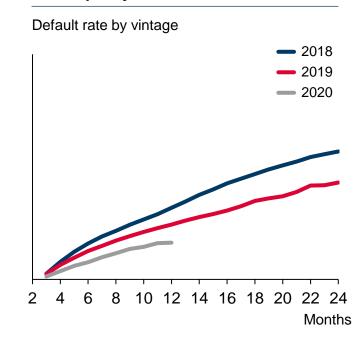
Originated loans by risk interest rate band



#### Total debt volume sent to debt collection

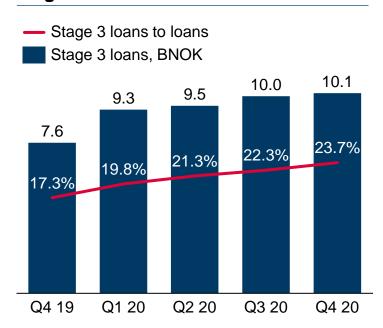


### Instalment loans vintages show improved credit quality



### Improved credit quality

#### Stage 3 loans



- Continued decline in absolute stage 3 growth rate
- Reduced overall lending affects ratio

#### Loan loss allowance coverage ratios

- Coverage ratio (ECL Stage 3/Stage 3)
- Coverage ratio (ECL Stage 2/Stage 2)
- Coverage ratio (ECL Stage 1/Stage 1)

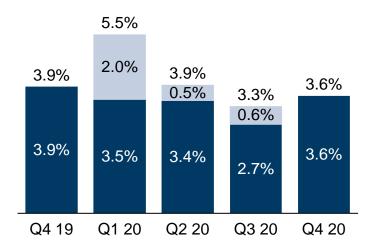
05.00/	37.7%	40.0%	40.4%	40.9%
35.9%	011170			

7.4%	7.1%	7.7%	7.7%	11.4%
1.2%	1.2%	1.2%	1.3%	1.4%
Q4 19	Q1 20	Q2 20	Q3 20	Q4 20

- Increasing allowance ratios in all stages
- Updated triggers positively impacts allowance ratios

#### **Loan loss provisions**

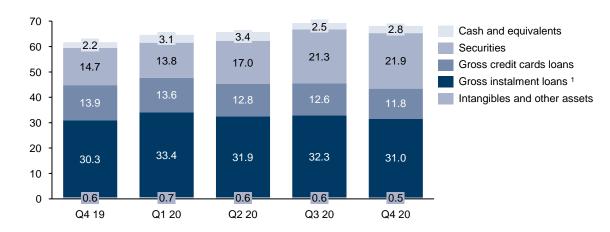
Additional / extraordinary provision



 New PD lifetime models, updated macro assumptions in the ECL models and changed the probability weights

### Resilient and highly liquid balance sheet

#### Assets, BNOK



#### Liabilities and equity, BNOK



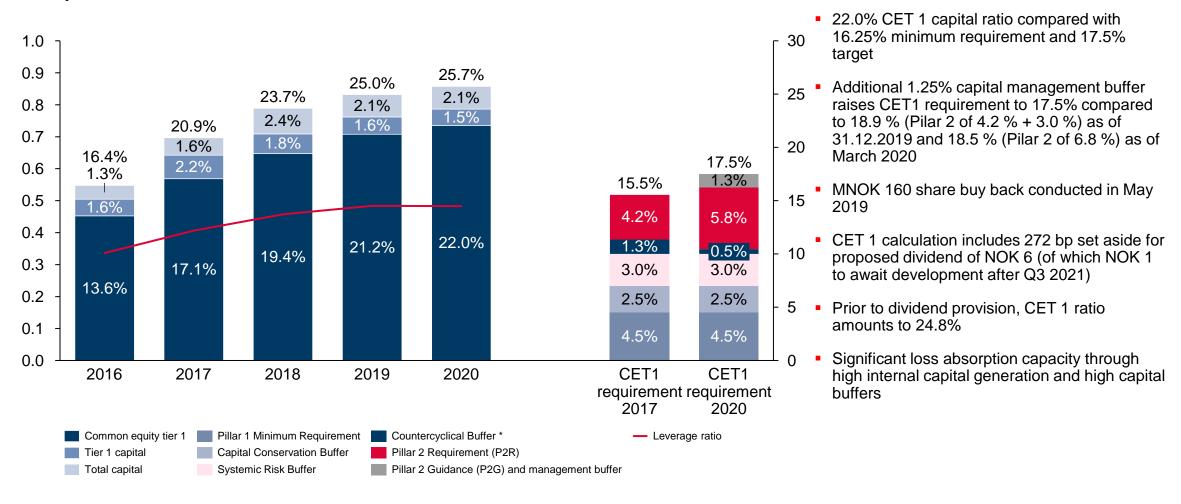
#### **Quarterly development**

- Highly resilient balance sheet
- Liquid assets comprise 38.6 % of total assets exceeding the internal goal of 18 % – 23 % of total assets
- Rebalancing of deposit portfolios ongoing
- Lag effects from deposit interest rate reductions
- Equity impacted by capital requirements, surplus capital vs requirements and dividend accumulation



## Strong capital position with further excess capital accumulated during 2020

#### **Capital ratios**



<sup>\*</sup> Current countercyclical buffers as of 31.12.2020: Norway 1.0% (2.5%), Sweden 0.0% (2.5%), Denmark 0.0% (1.0%) and Finland 0.0% (0.0%). Numbers in brackets are prior to Covid-19.

### **Outlook** – major initiatives on track

## Strengthened position during pandemic

- Improving distribution and customer offering during pandemic
- Preparing for European expansion
- Simplification of legal structure

### Continued profitable growth

- Well reserved for uncertain macro outlook
- Full effect of deposit interest rate adjustments
- Lean operation with cost control provides flexibility and scalability

### Optimize balance and funding

- Dividend proposal of NOK 6 per share
- MREL according to plan
- Active deposit management

### **Agenda**

Snapshot of Bank Norwegian

Performance, asset quality and capital

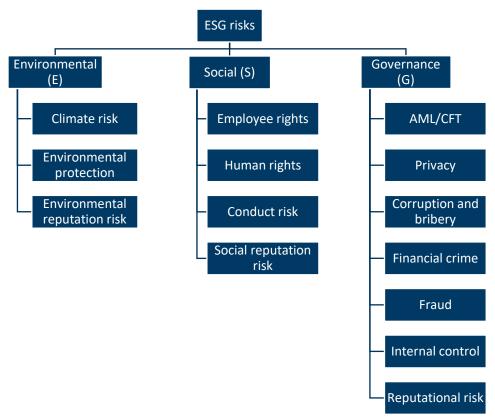
### **ESG**

MREL and funding

**Appendix** 

### Integrating ESG in the day-to-day operations

#### Identified ESG risks and assessed risk level



ESG	Very low	Low	Moderat	High	Very high	Sum
Environment	9	7	2	0	0	18
Social	9	11	2	0	0	22
Governance	11	20	7	0	0	38
Sum	29	38	11	0	0	78

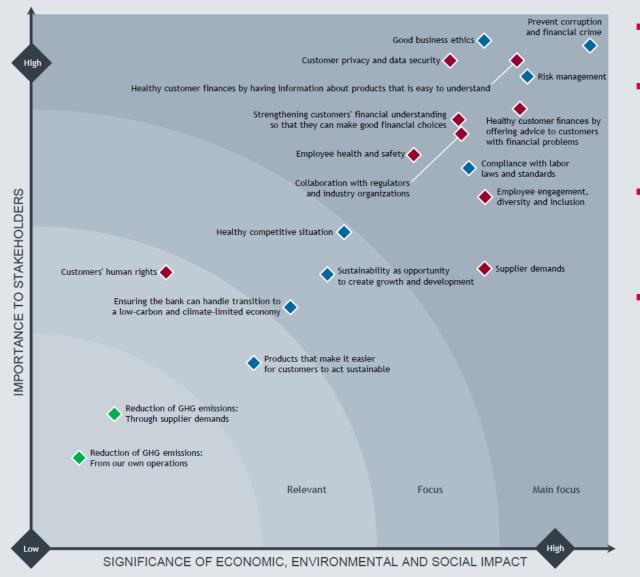
#### Overview

- Bank Norwegian has prepared special guidelines for corporate social responsibility. These were adopted in 2017 and have been integrated into our day-to-day operations.
- The Sustainability Policy was approved 25 March 2020.
- Responsible lending, safeguarding customers' privacy, preventing financial crime and looking after our employees are prioritized areas that entail longterm commitments and form the basis of our corporate social responsibility.
- Link to Sustainability Report 2019

#### **Integration and ongoing processes**

- ESG included in all relevant processes.
- Risk analyzes associated with ESG is an important and regular part of the annual internal control review, identifying any new risks and/ or weaknesses in established control measures.
  - Focus on understanding and managing business impacts, both positive and negative, on people and the society.
  - Social sustainability involves identifying how the Bank may directly or indirectly affect its stakeholders and managing such impacts proactively.
- ESG materiality analysis finalized ultimo 2020.

### **ESG** materiality analysis



- During the end of 2020, Bank Norwegian completed a materiality analysis assisted by BDO.
- Broad involvement of different stakeholders through digital surveys, and the quantitative analysis were supplemented by qualitative surveys among selected key stakeholders.
- The contribution from the stakeholders, showed that board members, shareholders, employees, analysts, suppliers, partners, and society at large had a common view of what's considered important.
- Environmental factors are not deemed especially relevant for a digital bank as Bank Norwegian, but the focus should instead be on Social factors and Governance.



### **ESG** going forward



- ESG risk is an important part of the Bank's risk assessment.
- Sustainability is an important part of the Risk Management Framework and the importance will improve in the future.
- The Bank will focus on goal setting on sustainability reporting along the principles of UN sustainability framework
- Increased focus from the NFSA and other relevant authorities.
- In addition the Bank's methodology is based on the OECD Due Diligence for Responsible Business Conduct.
  - The Bank has embedded responsible business conduct into policies and management systems.
  - The Bank has identified and assessed adverse impacts in operations and business relationships, and will continue this work during 2021.
  - Going forward, the Bank will focus on ceasing, preventing and mitigating adverse impacts. Reference is made to the ESG materiality analysis, conducted ultimo 2020.
  - Follow up the selected UN Sustainability Development Goals.

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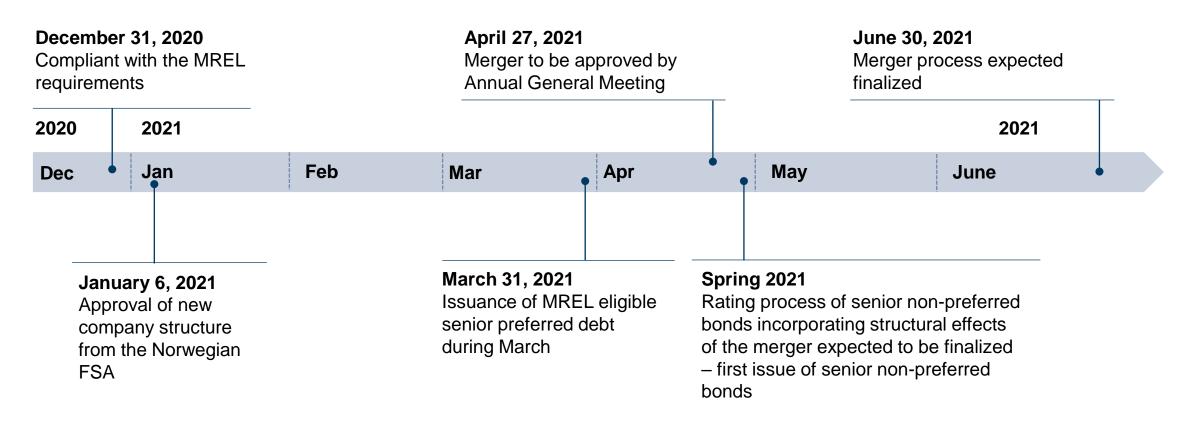
Performance, asset quality and capital

**ESG** 

### MREL and funding

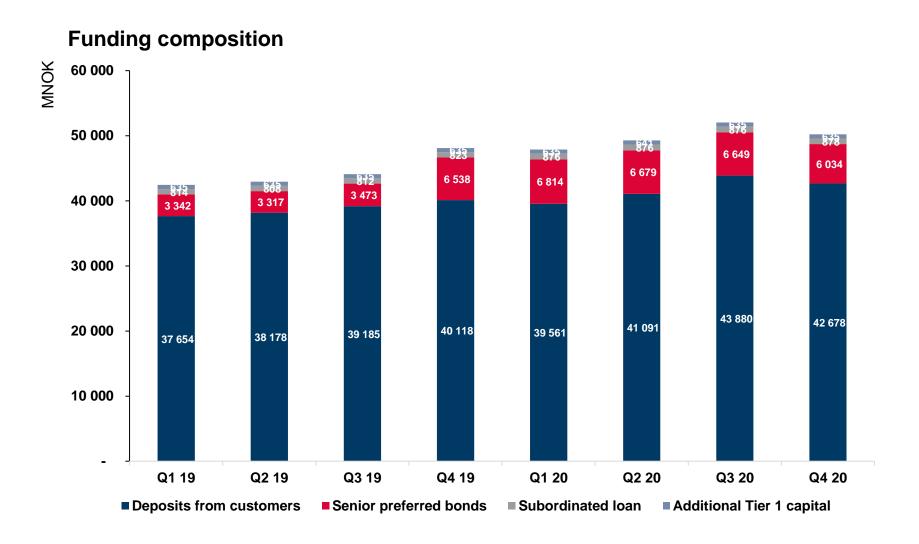
**Appendix** 

### Merger process and MREL phase-in according to plan

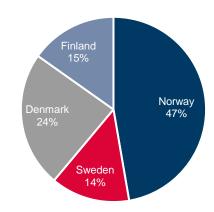


- MREL requirement of 39.02 % of risk weighted assets as of 31 December 2020
- Senior preferred debt issued by Bank Norwegian AS with a minimum remaining tenor of 1 year will qualify as MREL capital until the end of the phase-in period 1 January 2024
- Linear phase-in of the subordination requirement through the phase-in period

### Funding composition – deposits main funding source



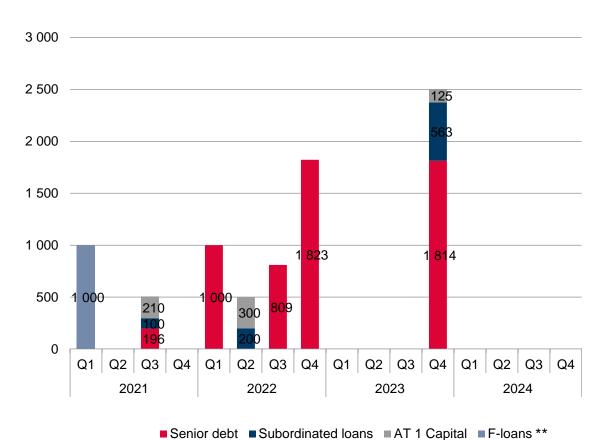
### Deposit distribution by country (4Q 2020)



 Long term deposit to loans target zone of 70 - 85%

### Debt maturity structure as of 28 February, 2021

### **Debt maturity profile (MNOK)**



### Average maturity of senior bonds outstanding

- 2.0 years as of 31.12.2020
- 2.7 years as of 31.12.2019
- 1.6 years as of 31.12.2018
- 2.0 years as of 31.12.2017
- 1.5 years as of 31.12.2016

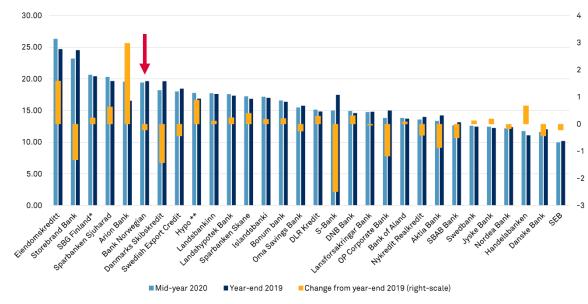
## S&P 11.12.2020: Bank Norwegian outlook revised from "Negative" to "Stable" on earnings resilience in downturn, 'BBB/A-2' ratings affirmed

#### **S&P Global ratings comments:**

- Bank Norwegian's earnings performance in the first nine months of 2020 demonstrate resilience amid COVID-19 fallout, and its capital and provisions are strong enough to absorb losses even in a more adverse scenario.
- The bank's expansion to new markets planned to start late 2021 could diversify its revenues and loan portfolio, but only well beyond our outlook horizon.
- We are revising the outlook on Bank Norwegian to stable from negative and affirming the ratings at 'BBB/A-2'.
- The stable outlook reflects our view the bank will defend its high risk-adjusted profitability and maintain strong capital buffers through 2022.

### S&P Risk adjusted capital (RAC) ratio league table\*

Nordic Banks RAC Ratio On June 30, 2020, Compared With Dec. 31, 2019



Data as of June 2020. \*Savings Group Finland. \*\* The Mortgage Society Finland. Source: S&P Global Ratings.RAC—Risk adjusted capital.

S&P Global

Ratings 19

\*Source: S&P Global February 18 2021. Nordic Banks:Strong Fundamentals And Digital Preparedness Shield Against COVID-19 Stress

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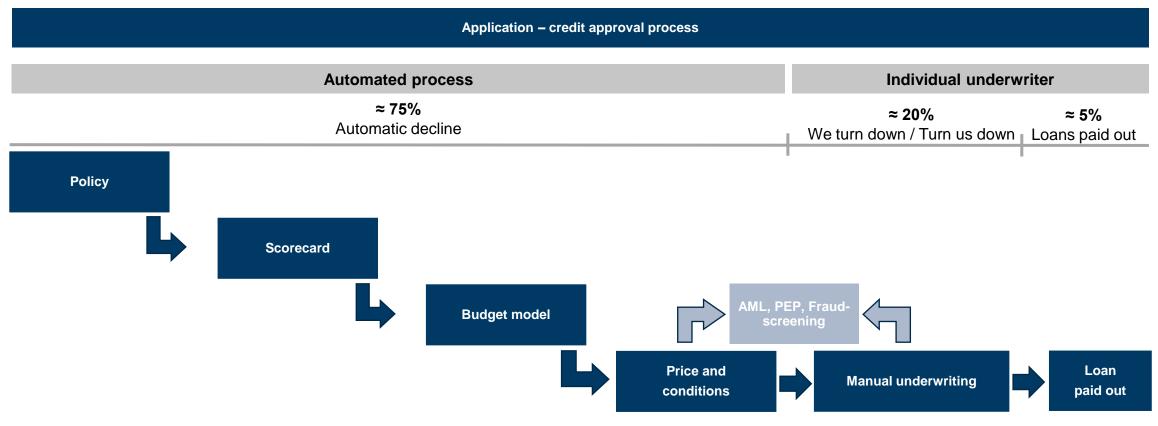
### **Appendix**

### **Asset quality**

Relationship to Norwegian Airshuttle ASA (NAS)

Regulatory trends and shareholders

## Continuously improved automated credit approval process supported by manual underwriting



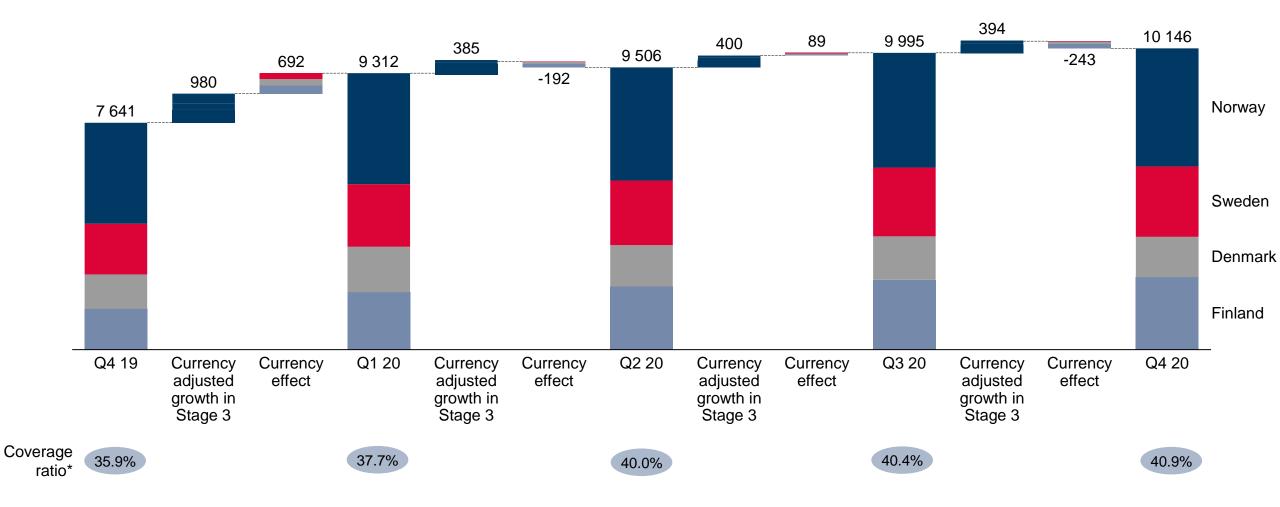
- Internal history
- Payment remarks
- Existing debt
- Age etc.

- Proprietary scorecards / PD models based on own, historic data
- Credit cards important source for data
- Data and model quality significantly improving over time

- Affordability
- Household debt service, income, costs, maintenance, child care
- Based on score and affordability
- Conditional offer (to appr. 30 % applicants)
- ID-Control

- Request additional information
- Documentation control (salary, tax records)
- Final decision for approval or rejection of loan
- Main decline reasons underreporting of debt or overreporting of income

## Significantly reduced Stage 3 growth while improving the coverage ratio



<sup>\*</sup> Loan loss allowance Stage 3 / Stage 3

## Comments on charge-off policies and «back-stop» regulations (EBA Capital Requirement Regulation (CRR) 2019/630)

- The bank implemented a charge-off policy in Q4 2019 and has calibrated the policy through 2020
  - Charge-off is made on all defaulted loans with LGD > 70% dynamic LGD models in all countries
  - With a charge-off policy the customer claim remains but gross loan exposure is fully covered with loan loss provisions (100% coverage ratio), and removed from the balance sheet both from gross lending and loan loss allowance
  - As such; an insignificant amount of defaulted exposures more than 3 years with LGD < 70%
- Based on the current credit models and the charge-off policy, the Bank has currently no significant «backlog» of exposures, that
  would have been required written off according to the new back-stop regulations, had the back-stop regulations been effective
- As of 4Q 2020, the amount of lending granted after 29. April 2019 that has entered stage 3 is MNOK 440
- The charge-off policy will be calibrated with the back-stop regulations

### Pre collection and collection

#### Reminder services and pre collection measures

#### Reminder SMS

5-7 days after due

#### Combined invoice/reminder

Unpaid installments are added to new invoices.

#### **Termination warning**

Final warning before the agreement is terminated

#### Transfer to collection agency

Following an unsuccessful pre collection process

#### **Forbearance**

Bank Norwegian may consider easing in order to avoid serious payment defaults.

#### **Collection measures**

#### Amicable collection

Try to reach out at an early stage to all customers in order to establish a payment plan.

#### Legal collection

Potential handling by enforcement authority for execution. Wage garnishing and pledge in assets.

#### Long-term debt surveillance

Claims not possible to collect in the foreseeable future will be subject to debt surveillance

#### International collection

A debtor emigrating will be subject to amicable and, if suitable, enforcement in the country they reside.

#### Dispute handling

If suitable, the dispute will be settled in court. All the Nordic countries have well functioning legal processes for dispute settlements.

#### **Special handling**

#### **Debt restructuring**

The Nordic countries all have legislation which regulates a formal debt restructuring process, enabling individuals with severe economic problems to handle their debts under certain conditions.

#### **Estate handling**

If the debtor is deceased, the estate will be subject to collection if there are any assets to cover the debt. On certain conditions, the debt can be transferred to the estates heir.

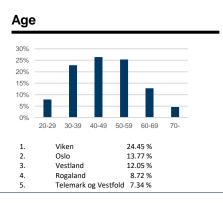
#### **Bankruptcy**

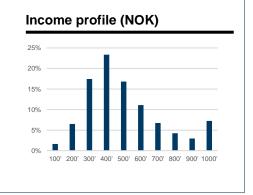
The formal bankruptcy process is rarely carried out for individuals in the Nordics, as there are seldom any advantages for the creditor nor the debtor. Unpaid debts remain after bankruptcy, and the process is costly.

### A typical customer of Bank Norwegian



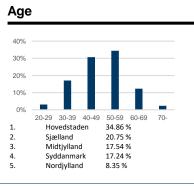
Urban areas, age between 30 - 60 with a yearly income of 400'

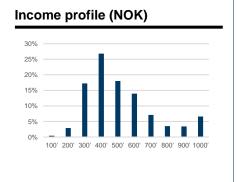






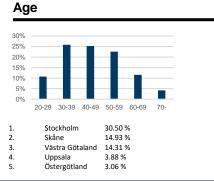
Urban areas, age between 40 – 60 with a yearly income of 400'

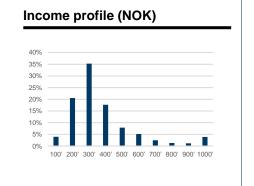






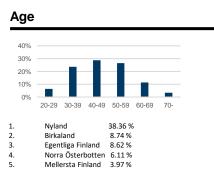
Urban areas, age between 30 - 60 with a yearly income of 300'

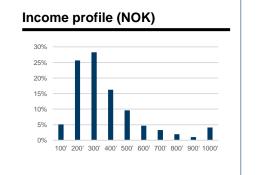




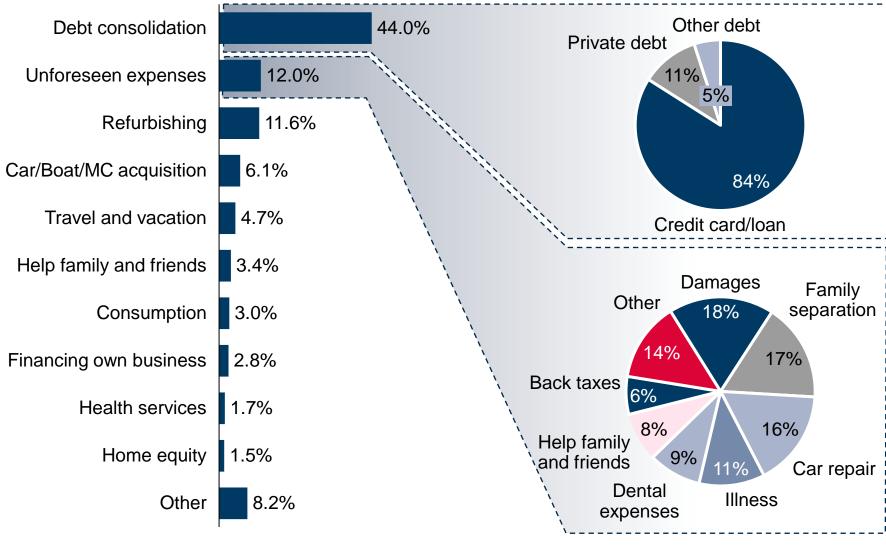


Urban areas, age between 30 - 60 with a yearly income of 300'



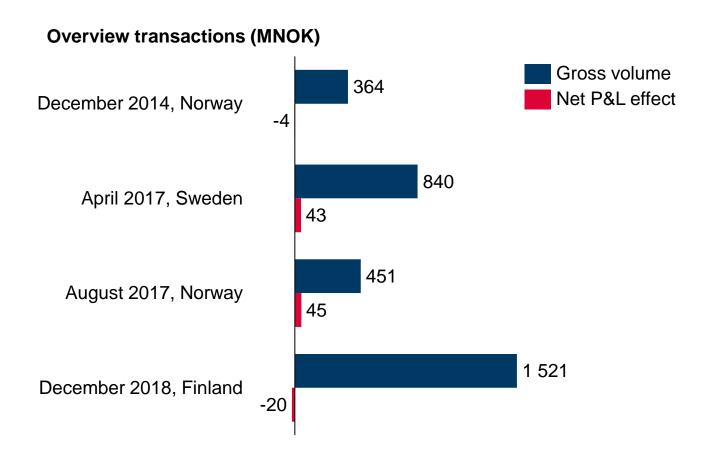


### **Purpose for instalment loans**



- Most important purpose is debt consolidation – lowering interest expenses
- Unforeseen expenses and refurbishing represent ~24% of loans
- Home equity represents only 1.5% of loans

### Non-performing loans (NPL) portfolio sales



- Ad hoc transactions
- No forward flow agreements

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**ESG** 

MREL and funding

### **Appendix**

Asset quality

**Relationship to Norwegian Airshuttle ASA (NAS)** 

Regulatory trends and shareholders

## History of Bank Norwegian - and the dependency on Norwegian Air Shuttle ASA (NAS)

High NAS dependency Low

#### 2007 - Inception

### History and customer growth

- Norwegian Air Shuttle initiates the project
- Granted a banking license by the Ministry of Finance (*Finansdepartementet*) in 2007
- Bank Norwegian launches operations with 30,000 pre-registered credit card customers in 2007



### 2007 – 2019 Norway and the Nordics

- Bank Norwegian entering the Swedish (2013),
   Danish and Finnish markets (2016)
- Bank Norwegian reaches 500' customers in 2015
- Bank Norwegian reaches 1 000' customers in 2017



#### 2019 - The Nordics and Europe

- December 2018 / May 2019 Bank Norwegian announces ambitions on European expansion and transactions to secure European rights
- Bank Norwegian reaches 1 700' customers in november 2019

#### Ownership / BoD

- Norwegian Prosjekt 01 AS paid in equity of MNOK 30
- NAS 20% ownership (nw ownership regulations)
- NAS with significant influence through Board of Directors and operational ties



- Listed on Oslo Stock Exchange in 2016
- NAS reduces its shareholding from 20 % to 16.4 % during 2017
- From 2017 NAS has not been represented in the Board of Directors of NOFI



- 12 years after inception of the bank, Norwegian
   Air Shuttle ASA sells its remaining shareholding in
   Norwegian Finans Holding ASA in August 2019
- No ownership or BoD ties between NAS and Bank Norwegian

NAS related agreements / products

 The product offering consists of unsecured consumer instalment loans, "Norwegian Reward" credit cards issued on behalf of Terra Kort, on demand deposit account and savings deposit account, all offered through the internet



- Credit cards issuance (and balances) lifted from Terra Kort to Bank Norwegian in 2010
- Credit card connected to the reward program and customer growth – limited distribution through NAS direct channels



- No operational ties between Bank Norwegian and NAS other than through the credit card Reward program
- The installment loan and savings business of Bank Norwegian is not associated with NAS

Marketing / brand name dependencies

- The Bank benefits from the association of the Norwegian brand and the simple, "must-have" credit card connected to Norwegian Reward
- NAS going through a period of strong expansion with opening of its first international base in 2006



- Able to leverage off of NAS strong market position and brand recognition in existing and new markets
- Both businesses emphasize the same operational footprint, including digital solutions, automated processes and a low-cost culture.



- Bank Norwegian has generated a stand alone brand – Nordic champion – within the unsecured lending market
- Limited distribution of credit cards through NAS
- Limited marketing dependencies on NAS

### Relationship and exposures to NAS

#### **About the agreements**

- The bank has since inception owned the rights to its company name, brand and domains, irrespective of any later agreements
- Bank Norwegian has through agreements exclusive and unlimited rights to use NAS's combined brands, the Reward program and intermediary services related to financial services in Europe
  - Perpetual agreements
  - Commercial terms last for 10 years (from 2018)
- The only Bank Norwegian product linked to NAS is the Bank Norwegian credit card (through agent agreements)
- The counterparty in all agreements are NAS or companies owned by NAS

#### NAS exposure and related risks (as of Q4 2020)

- Business risk going forward related to the reward program reduced attractiveness of Bank Norwegian's credit card
  - Bank Norwegian has paid NOK 386.8 million to NAS through the agreements on a in 2020 - booked through net interest expense, administration costs and depreciation
  - In the event of termination of the Norwegian Reward program, the same amounts may be spent on other customer accretive programs/processes to secure credit card attractiveness
- No direct or indirect financial exposures to NAS for other products i.e. savings, instalment loans, insurance products etc.
- Acquired European rights through Lilienthal transactions in 2019, booked as immaterial rights and goodwill in the Norwegian Finans Holding Group accounts
  - Lilienthal MNOK 40 acquisition cost in 2018/2019 intangible assets
  - One-time fee of MNOK 150 intangible assets
  - Prepayment of annual cash license fee of MNOK 30 for 5 years remaining balance of MNOK 159.0 (including stamp duty) – intangible assets
    - 5 year depreciation initiated May 2020
- No other significant on- or off-balance sheet exposures towards NAS
  - All payments to NAS under all agreements on an arrear basis
- CashPoints earned by the use of the credit card are awarded to the customer by NAS
  - The CashPoint balance are with NAS and claims can not be raised towards other than NAS. CashPoints earning is not covered by the customer's general rights related to credit cards.
- European expansion is planned independently of NAS and not expected to be impacted by a possible termination of the Reward program or a significant reduction in NAS' route offer in Europe other than through negative brand association/awareness

### **Agenda**

Snapshot of Bank Norwegian

Performance, asset quality and capital

**ESG** 

MREL and funding

### **Appendix**

Asset quality

Relationship to Norwegian Airshuttle ASA (NAS)

Regulatory trends and shareholders

## Regulatory trends for the financial sector in the Nordics and EU

Increased focus on responsible lending across EU/EEA. On 30 June 2020, the EU Commission requested input on a new Consumer Credit Directive. 12 October 2020 EBA replied and supported more harmonized credit rating processes throughout Europe. This shall be based on the EBA's guidelines on loan organization and monitoring that will apply from 30. June 2021. Bank Norwegian supports the harmonization. It is important that consumers have the same protection regardless of where the financial institution is established. In general increased focus on verifying customer's input, i.e. customer income.



Debt register

**Debt ceiling** 

Interest rate ceiling

Marketing

**ESG** 



Register for unsecured debt launched 1.7.2019

5 times income.

None

No major changes in 2020

Regulation will be implemented when a new act on sustainability has been conducted. Time of effect is not decided



Well established register with close to all kinds of debt

None

In practise 30% due to regulation of high interest rate loans (högkostnadskredit) above this level

New guidelines from Konsumentverket regarding marketing of credit implemented in July 2020

Regulation will enter into force in 2021 and 2022



After the Credit register was closed 1.8.2020 there is only one voluntary register cover most of the consumer debt. No proposals for mandatory

Proposal from the Danish Consumer Ombudsman of 5 times income

35%, but in practice 25% if the product is promoted in any way

Marketing ban of credit "in the same context" as betting.
Limits use of digital marketing.
Law to be evaluated during summer 2021

Regulation will enter into force in 2021 and 2022



Proposed mandatory register. Functioning voluntary register

Proposed debt ceiling of 4.5 times income

Preliminary interest rate ceiling of 10 % is prolonged until the end of September 2021.

Decision whether permanent expected during summer

Ban on using personal information in direct marketing (e.g. emails, DM's) prolonged until the end of Sep 2021

Regulation will enter into force in 2021 and 2022.



### **Top 20 shareholders**

SHAREHOLDER		# OF SHARES	
1 CIDRON XINGU LTD		30 646 498	16.40 %
2 FOLKETRYGDFONDET		18 485 852	9.89 %
3 BNP PARIBAS SECURITIES SERVICES	NOMINEE	11 826 105	6.33 %
4 GOLDMAN SACHS & CO. LLC	NOMINEE	10 344 566	5.53 %
5 BANQUE DEGROOF PETERCAM LUX. SA	NOMINEE	8 300 159	4.44 %
6 BRUMM AS		5 408 482	2.89 %
7 STATE STREET BANK AND TRUST COMP	NOMINEE	4 733 092	2.53 %
8 STENSHAGEN INVEST AS		4 551 416	2.44 %
9 MP PENSJON PK		3 436 438	1.84 %
10 STATE STREET BANK AND TRUST COMP	NOMINEE	3 431 521	1.84 %
11 THE NORTHERN TRUST COMPANY, LONDON	NOMINEE	3 312 292	1.77 %
12 GREEN 91 AS		2 964 900	1.59 %
13 JPMORGAN CHASE BANK, N.A., LONDON	NOMINEE	2 618 264	1.40 %
14 THE BANK OF NEW YORK MELLON	NOMINEE	2 274 823	1.22 %
15 VERDIPAPIRFONDET ALFRED BERG GAMBAK		2 217 994	1.19 %
16 DNB MARKETS AKSJEHANDEL/-ANALYSE		2 049 734	1.10 %
17 TORSTEIN INGVALD TVENGE		2 000 000	1.07 %
18 NYE KM AVIATRIX INVEST AS		1 749 892	0.94 %
19 VERDIPAPIRFONDET KLP AKSJENORGE INDEKS		1 548 834	0.83 %
20 STATE STREET BANK AND TRUST COMP	NOMINEE	1 512 153	0.81 %
Top 20		123 413 015	66.03 %
Total		186 904 268	

As of March 3, 2021

- In an announcement at 08.00 CET at 4 March, Nordax Bank AB has announced its intention to launch a voluntary offer for the shares in Norwegian Finans Holding ASA
- Official announcements regarding the ongoing process will be announced through www.newsweb.no, relevant ticker «NOFI»

# banknorwegian?