

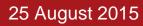
## The Banker



Bank of the Year 2014 ICELAND













## 1H2015 Financial Results















## **Forward Looking Statements**

## Important information

All information contained in this presentation should be regarded as preliminary and based on company data available at the time of the presentation. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from their forecasts, and any variation may be materially positive or negative. Forecasts, by their very nature, are subject to uncertainty and contingencies, many of which are outside the control of Íslandsbanki.

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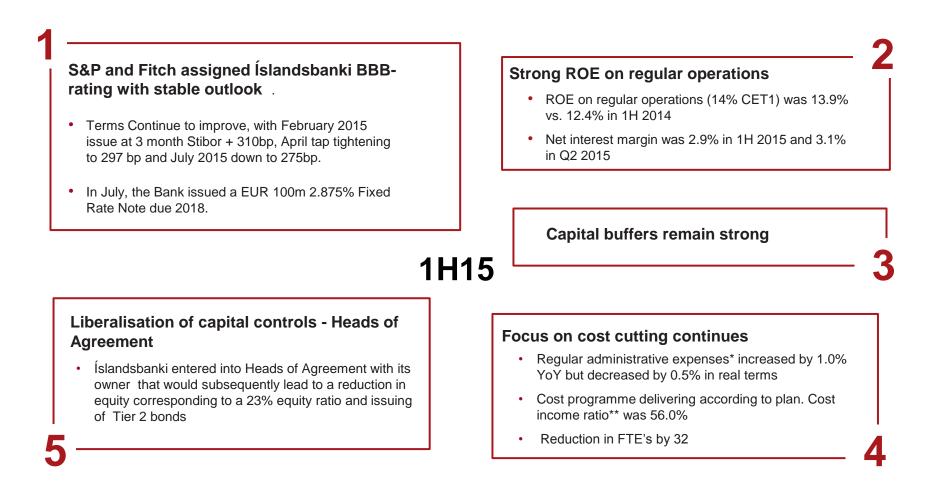


## I. Overview



## Eventful first half of 2015

Investment grade rating and proposed changes in capitalization





# Islandsbanki today

**Offshore Service** 

 $\mathbf{X}$ 

Our role in supporting the Icelandic economy and our community matters - #1 in service



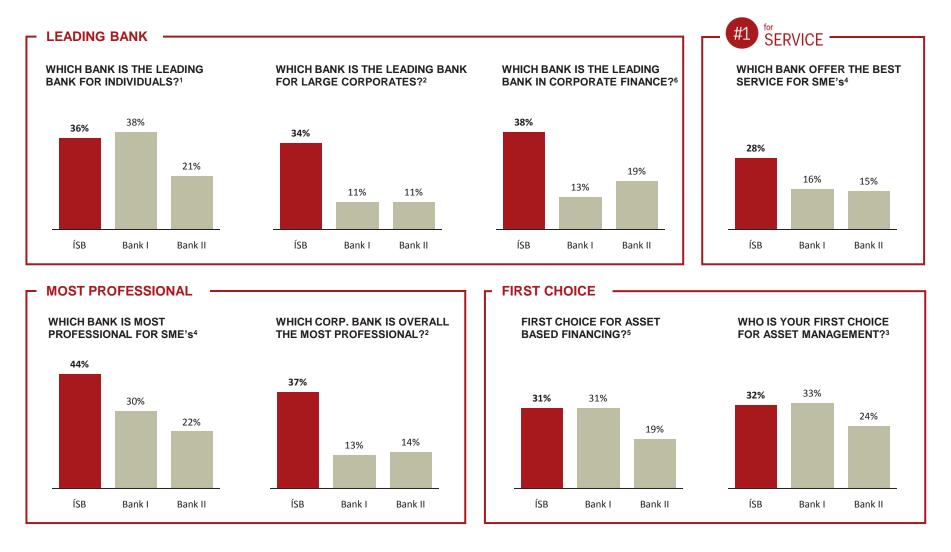
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## Leading customer perception in key segments

Opportunity to transform positive market perception to market share



1. Source: Capacent Gallup: Survey for leading bank for individuals is based on 6-month rolling average of monthly tracking done by Capacent in julí 2015. 2. Source: Capacent Gallup: Large corporate survey among 300 top corporates in Iceland according to Frjáls Verslun, an Icelandic Business Magazine, November 2014 3. Source: Capacent Gallup: Market position in savings, Mai 2015. 4. Source: Capacent Gallup: Survey amongst small and medium enterprises according to Capacent in December 2014 5. Source: Capacent Gallup: Asset based financing: Survey done for Ergo in December 2014. 6. Source: Capacent Gallup: Survey amongst large Corporate finance in Desember 2014.





No bank in Iceland with higher rating than **Íslandsbanki** in the Icelandic Customer Satisfaction Index



for the third year in a row



The financing of **PCC** BakkiSilicon hf. near Húsavík completed



A new branch at Grandi opened in May



Íslandsbanki awarded the Gold standard by PwC for Wage Equality



Íslandsbanki issued a **Global Compact** 

**Report** in accordance with the GRI standards



### Íslandsbanki

### sponsored We Inspirally

a global dialogue on closing the gender gap, in Reykjavik and celebrated the100th anniversary of women's right to vote in Iceland



Reykjavík Marabon last weekend with over 15,000 participants, charity contribution in excess of **ISK 78 million** 



Íslandsbanki received investment grade ratings from both Fitch and S&P



## Service wherever and whenever

Íslandsbanki App continues to increase service possibilities

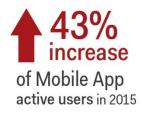


Monthly user engagement of the ISB App has surpassed the user engagement of the Online Bank



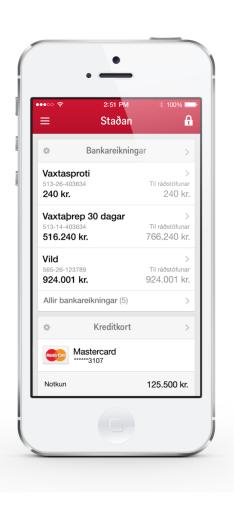








93% of ISB App users had downloaded the most recent edition one month from launch





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## Overview

## Key figures & ratios

		1H15	1H14	2Q15	2Q14	2014
	ROE (after tax), %	11.7%	16.9%	11.7%	14.5%	12.8%
PROFITABILITY	ROE 14% CET1 (regular operations)*	13.9%	12.4%	12.8%	9.3%	12.6%
	Net interest margin (of total assets), %	2.9%	3.1%	3.1%	3.1%	3.0%
	Cost to income ratio, %**	56.0%	55.6%	56.6%	61.1%	57.7%
	After tax profit, ISKm	10,790	14,655	5,394	6,359	22,750
	Earnings from regular operations, ISKm***	8,219	7,218	3,865	2,861	14,846

	30/06/2015	31/03/2015	31/12/2014	31/12/2013
Total equity, ISKm	187,009	181,630	185,487	167,318
Tier 1 capital ratio, %	25.8%	25.7%	26.5%	25.1%
Total capital ratio, %	28.3%	28.4%	29.6%	28.4%
Total assets, ISKm	976,257	926,389	911,328	866,009
Risk weighted assets, ISKm	720,552	703,188	695,102	659,757
Loans to customers, ISKm	653,728	637,877	634,799	554,741
Total deposits, ISKm	590,695	545,177	555,243	519,019
	Tier 1 capital ratio, % Total capital ratio, % Total assets, ISKm Risk weighted assets, ISKm Loans to customers, ISKm	Total equity, ISKm187,009Tier 1 capital ratio, %25.8%Total capital ratio, %28.3%Total assets, ISKm976,257Risk weighted assets, ISKm720,552Loans to customers, ISKm653,728	Total equity, ISKm    187,009    181,630      Tier 1 capital ratio, %    25.8%    25.7%      Total capital ratio, %    28.3%    28.4%      Total assets, ISKm    976,257    926,389      Risk weighted assets, ISKm    720,552    703,188      Loans to customers, ISKm    653,728    637,877	Total equity, ISKm    187,009    181,630    185,487      Tier 1 capital ratio, %    25.8%    25.7%    26.5%      Total capital ratio, %    28.3%    28.4%    29.6%      Total assets, ISKm    976,257    926,389    911,328      Risk weighted assets, ISKm    720,552    703,188    695,102      Loans to customers, ISKm    653,728    637,877    634,799

\*\*Return from regular operations on normalized CET1 of 14%, adjusted for risk free interest on excess capital

\*\*Calculated as (Administrative expenses + Contribution to the Depositors' and Investors' Guarantee Fund – One off items) / Total operating income

\*\*\*Earnings from regular operations is defined as earnings excluding one-off items e.g. bank tax, net loan impairment, fair value gain deriving from changes in classification of assets, costs associated with one- off costs, and net earnings from discontinued operations



## II. Income Statement



## Income statement

## Strong growth in net fee and commission income supported by profit from equities and valuation gains

ISKm	1H15	1H14	Δ	2Q15	2Q14	Δ
Net interest income	13,550	13,568	(18)	7,359	6,922	(437)
Net fee and commission income	6,423	5,672	751	3,518	2,818	(700)
Net financial income	2,039	882	1,157	275	19	(256)
Net foreign exchange loss	(281)	(303)	22	(141)	(12)	129
Other operating income	541	1,380	(839)	252	267	15
Total operating income	22,272	21,199	1,073	11,263	10,014	(1,249)
Salaries and related expenses	(6,881)	(6,881)	- 0	(3,421)	(3,441)	- (21)
Other operating expenses	(5,051)	(4,378)	(673)	(2,688)	(1,909)	779
Administrative expenses	(11,932)	(11,259)	(673)	(6,109)	(5,350)	759
Depositors and Investors Guarantee Fund	(534)	(518)	(16)	(265)	(260)	5
Bank Tax	(1,328)	(1,215)	(113)	(710)	(623)	87
Total operating expenses	(13,794)	(12,991)	(803)	(7,084)	(6,233)	851
Profit before impairment	8,478	8,207	- 271	4,179	3,781	- (398)
Net loan impairment	4,308	5,739	- (1,431)	1,977	4,219	- 2,242
Profit before tax	12,786	13,946	(1,159)	6,156	8,000	1,844
Income tax	(2,920)	(3,550)	- 630	(1,524)	(2,156)	- (631)
Profit for the period from continuing operations	9,866	10,395	(529)	4,632	5,844	1,212
Profit from discontinued ops. net of tax	924	4,259	- (3,335)	762	515	- (248)
Profit for the period	10,790	14,655	(3,864)	5,394	6,359	965



## Earnings from regular operations

Strong ROE from regular operations supported by gains from equities

ISKm	1H15	1H14	Δ	2Q15	2Q14	Δ
Reported after tax profit	10,790	14,655	(3,864)	5,394	6,359	(965)
Net loan impairment before collective impairment	(4,020)	(5,386)	1,366	(1,994)	(4,322)	2,328
Bank tax	1,328	1,215	113	710	623	87
One-off costs*	0	(550)	550	0	(550)	550
Profit (loss) from discontinued ops	(925)	(4,259)	3,334	(762)	(515)	(248)
Tax impact of adjustments	1,045	1,542	(497)	518	1,267	(748)
Earnings from regular operations**	8,219	7,218	1,001	3,865	2,861	1,004
ROE 14% CET1 (regular operations)***	13.9%	12.4%		12.8%	9.3%	
ROA from regular operations (after tax)	1.8%	1.6%		1.6%	1.3%	
Net interest margin adj. 14% CET1	2.6%	2.7%		2.8%	2.7%	
Cost / income ratio adj. 14% CET1	59.6%	59.8%		60.3%	60.7%	

- Bank tax is a special tax introduced in Dec 2010. The Bank tax increased in 2013 from 0.1285% to 0.376% to fund the Government's debt relief programs. The increased taxation is assumed to be a temporary measure
- Please note that the line item Loan impairment charges and net valuation change in the Income Statement, includes collective impairment. The line item in the regular operations statement above, includes only net valuation changes

\*One-off costs include a potential settlement with the competition authorities and write-down of a real estate exposure

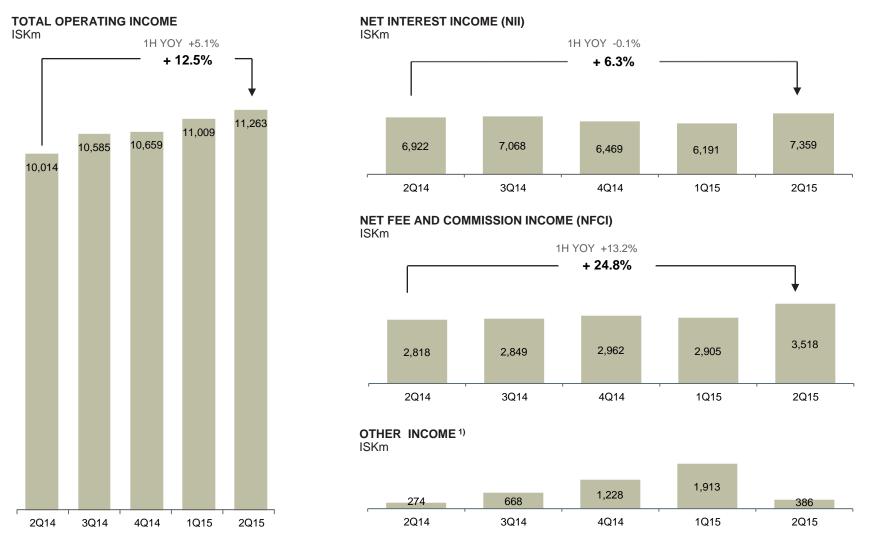
\*\*Earnings from regular operations is defined as earnings excluding one-off items e.g. net loan impairment before collective impairment, fair value gain deriving from changes in accounting treatment, Bank tax, one off costs and net earnings from discontinued operations

\*\*\* Return from regular operations and corresponding ratios on normalized CET1 of 14%, adjusted for risk free interest on excess capital



## Stable interest income and growth in fee income

Growth in operating income supported by equity gains

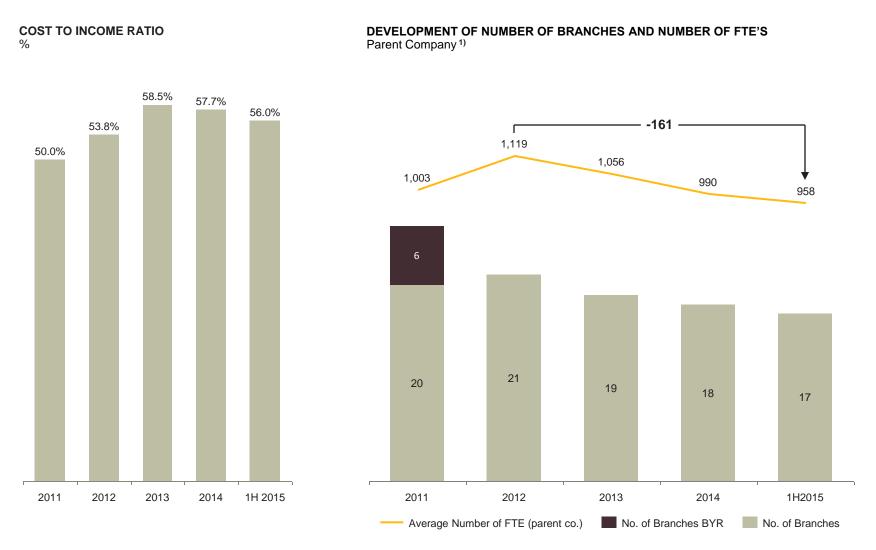


1) Note that other income includes net foreign exchange (loss) gain, net financial income, share of profit of associates and other net operating income.



## Continued focus on efficiency

Focus on lowering administrative cost and other operating costs





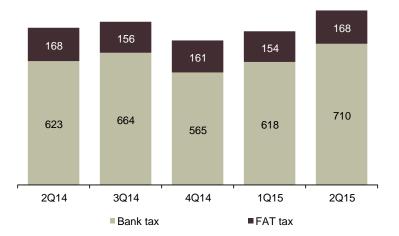
## Tax & levies paid to various institutions

Taxation has increased in recent years, Bank tax is the most significant

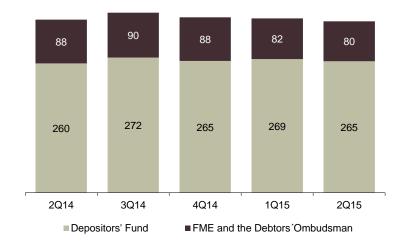
ISKm	1H15	1H14	Δ	2Q15	2Q14	Δ
Income tax*	2,920	3,550	-630	1,524	2,156	-631
Bank tax**	1,328	1,215	113	710	623	87
Financial activities tax <sup>***</sup>	322	320	2	168	168	0
FME and The Debtors' Ombudsman	162	176	-14	80	88	-8
Depositors' and Investors' Guarantee Fund (TIF)	534	518	16	265	260	5
Total	5,266	5,778	-512	2,747	3,294	-548

### EXTRAORDINARY TAXATION

ISKm







\* Corporate tax is 20%. In addition, a new special financial activities tax was introduced in 2012 calculated as 6% of taxable profits above ISK 1bn.

\*\* Change in legislation in Q4 2013 raised Bank tax from 0.041% on total liabilities to 0.376% of total liabilities in excess of 50bn

\*\*\* 5.5% calculated on salaries in 2014. Was 6.75% in 2013



## III. Assets



Assets

## Consolidated – 30 June 2015

ISKm	30.06.2015	31.03.2015	31.12.2014
Cash and balances with CB	126,900	98,274	103,389
Derivatives	1,581	1,843	1,810
Bonds and debt instruments	85,274	91,201	87,347
Shares and equity instruments	11,041	11,900	10,531
Loans to credit institutions	52,139	40,688	35,072
Loans to customers	653,728	637,877	634,799
Investment in associates	612	607	570
Property and equipment	7,600	7,521	7,402
Intangible assets	1,058	655	619
Deferred tax assets	45	270	521
Non-current assets held for sale	15,763	21,203	21,649
Other assets	20,516	14,350	7,619
Total assets	976,257	926,389	911,328

### Liquid assets

 The three line items, Cash and balances with CB, Bonds and debt instruments, and Loans to credit institutions, amount to about ISK 264bn, whereby ISK 248bn are considered to be liquid assets

### Bonds and debt instruments

• Mainly G5 government bonds in the Bank's liquidity portfolio

#### Shares and equity instruments

• Consists of shares in the banking and market making books and the shares used for hedging against derivative exposures

### Loans to credit institutions

 Part of liquidity portfolio placed with highly rated banks outside of Iceland

### Loans to customers

- 2.5% growth since 1Q15 despite repayments continuing to be high
- New lending amounted to ISK 66.7bn in 1H15

#### Non-current assets held for sale

• Three companies divested in the second quarter (ISK 4.4bn) in addition to a reduction in foreclosed mortgages

### Other assets

• Includes unsettled securities transactions. The date of settling fluctuates month by month and largely causing the difference between quarters

The asset encumbrance ratio is 10.75% at June 2015.

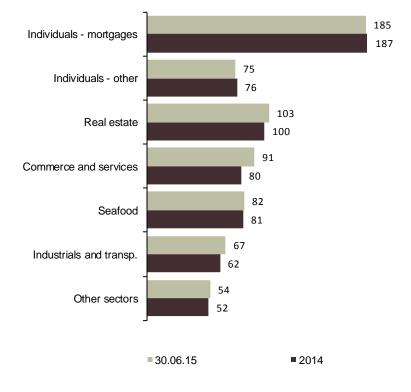


## Steady growth in the loan portfolio

Corporate lending leading the growth

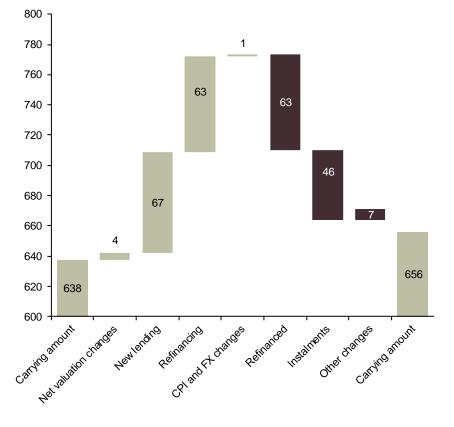
#### LOANS TO CUSTOMERS

ISKbn, by sector, consolidated



### LOAN BRIDGE

ISKbn, 1H15, consolidated



- Loans to customers increased by ISK 19bn in the first half of 2015
- · Loans to companies grew by 6%, loans to individuals decreased slightly
- · New lending surpassed instalments

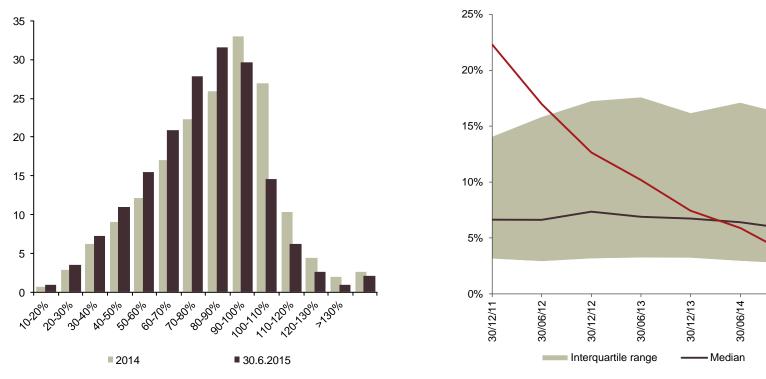


## Healthy loan portfolio

Loan portfolio considered to be performing and restructuring completed

### LTV DISTRIBUTION OF MORTGAGES TO INDIVIDUALS

ISKbn, as of 30.06.2015 - average LTV 68% (74% 31.12.2014)\*



NON-PERFORMING LOANS (International indicator) Impaired loans and past due (>90 days) loans to loan to customers

- Average LTV went from 74% to 68% mainly due to update in tax value but also because of the Government CPI-linked mortgage relief scheme
- The mortgage portfolio decreased by ISK 7.6bn due to the Government CPI-linked mortgage relief scheme
  - ISK 6bn via direct payments from the Government, additional ISK 2bn expected in January 2016
  - 4,500 customers have prepaid ISK 1.6bn in the pension part of the scheme
  - The non-performing ratio for mortgages affected by the scheme decreased from 2.8% to 1.9%
- The ratio measuring non-performing loans in the whole portfolio continues to decrease from 3.5% to 2.7%

2.73%

30/06/15

31/12/14

ISB

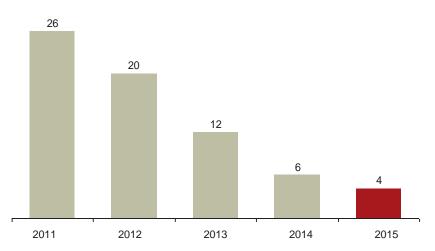


## Non-core Subsidiaries

## The Bank continues to divest of assets

### SUBSIDIARIES NON RELATED BUSINESS

No. of subsidiaries



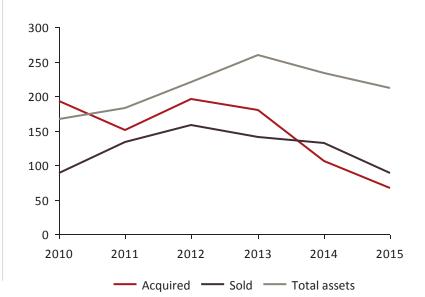
## SUBSIDIARIES IN NON RELATED BUSINESS 30.6.2015

Name	Business	Country	Expected Sale date
Manston Properties	Real estate holding	UK	Q4 2015
IG Invest	Aircraft holding	Iceland	Q4 2015 or later
Frumherji	Inspections, testing and legal metrology	Iceland	Q1 2016
Atorka Group hf.	Holding Company	lceland /UK	Q1 2016

Assets held for sale	
Companies in non- related business	8,848
Residential property	4,226
Land and commercial real estate	2,217
Industrial equipment and vehicles	107
Shares and equity instruments	365
Total	15.763

### **RESIDENTIAL PROPERTY**

No. of properties





## IV. Liabilities, Liquidity & Capitalization



## Liabilities

## Consolidated - 30 June 2015

ISKm	<b>30.06.2015</b> 31.03.2015		31.12.2014
Derivatives and short positions	5,992	7,203	3,963
Deposits from CB and credit inst.	24,017	24,437	25,796
Deposits from customers	566,678	520,740	529,447
Debt issued and other borrowings	107,421	100,602	96,889
Subordinated loans	20,336	20,336	21,306
Taxliabilities	8,627	8,731	8,388
Non-current liabilities held for sale	3,000	3,167	2,790
Other liabilities	53,177	59,543	37,262
Total liabilities	789,248	744,759	725,841
Total equity	187,009	181,630	185,487
Total liabilities and equity	976,257	926,389	911,328

### Deposits

- Customer deposits increased by ISK 46 billion in Q2, largely attributable to institutional investors
- Customer term deposits now 36% of total customer deposits

### Debt issued and other borrowings

- Includes covered bonds, commercial paper and bond issued to the Central Bank secured on a pool of mortgages
  - Issued a SEK 300m (ISK 4.7bn) 4-year Floating Rate Note in February
  - Issued a SEK 150 million (ISK 2.35bn) tap of its existing SEK 300 million 4-year FRN in April
  - Issued ISK 5.54bn of CPI-linked covered bonds in Q2
  - Total issued covered bonds since December 2011 now amount to ISK 39.35bn

### **Subordinated loans**

• EUR 138m denominated Tier 2 issue maturing in 2019. Only 90% of the amount eligible as regulatory capital.

### **Other liabilities**

• Includes accruals, provisions, unsettled securities transactions and liabilities in subsidiaries

### Equity

 Total equity increases 3.0%, since end of March, in line with net profit

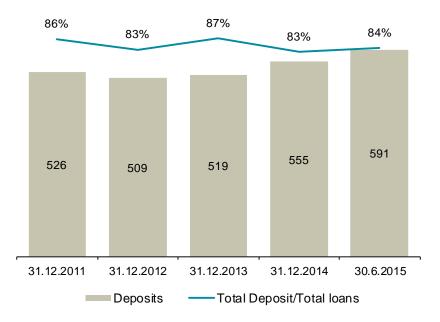


## Deposits remain a stable source of funding

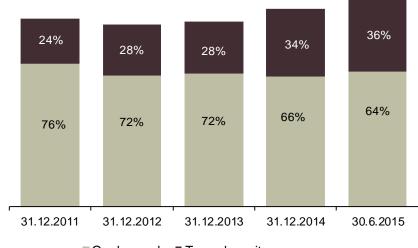
Deposits have increased somewhat during 2015

### DEPOSIT DEVELOPMENT AND DEPOSIT RATIO

ISK bn, consolidated



#### DEPOSITS FROM CUSTOMERS ISK bn, consolidated





### Stable core deposit base

- Deposits remain the main funding source for the Bank
- Deposit to loan ratio remains high, may decrease somewhat as more investment opportunities arise in the domestic market
- Core deposits remain stable while the increase in deposits is mainly due to inflow from institutional investors.

### Increased focus on term deposits

- The Bank has put emphasis on introducing new term deposit products parallel to the adoption of the LCR ratio
- · Focus on notice accounts and fixed interest accounts
- Customer term deposits have been steadily increasing
- Ratio of term deposits will reduce when agreements regarding changes in the capitalization of the Bank have been executed



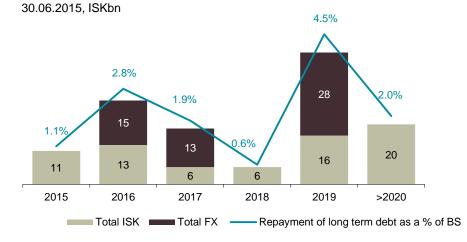
## Foreign currency funding

Successful issues in SEK and EUR - Investment grade rating from both Fitch and Standard & Poor's

### International funding

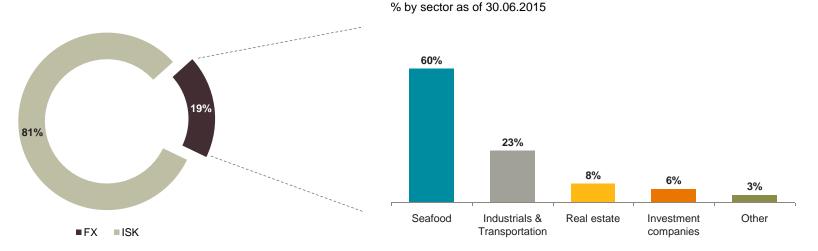
- On April 30, Fitch assigned Íslandsbanki an investment grade rating of BBB-/F3 with stable outlook and on July 21, Standard & Poor's assigned Íslandsbanki an investment grade rating of BBB-/A-3 with stable outlook
- Terms Continue to improve, with February 2015 SEK 450 issue at 3 month Stibor + 310bp, April 2015 tap tightening to 297bp and July 2015 down to 275bp
- In July, The Bank issued a EUR 100m 2.875%
  Fixed Rate Note due 2018

#### MATURITY PROFILE OF LONG-TERM DEBT\*



#### LOANS TO CUSTOMERS

% by currency as of 30.06.2015



**FX LOANS TO CUSTOMERS** 

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## Sound management of liquidity

Liquid assets of ISK 248bn exceed internal and external requirements

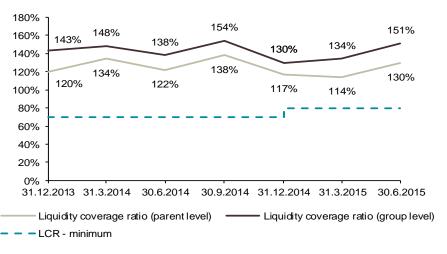
#### LIQUIDITY BACK-UP / DEPOSIT COVERAGE RATIO

30.06.15, consolidated, ISKbn

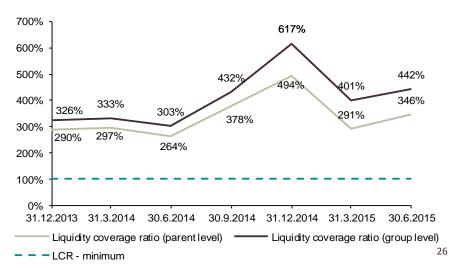
Asset type	ISK	FX	Total
Cash and balances with CB	127	-	127
Balances with credit institutions	-	51	51
Repo eligible bonds	31	-	31
Foreign government bonds	-	38	38
Total	158	89	248
Total deposits, consolidated	491	100	591
Liquid assets to total deposits	32%	89%	42%

- All liquidity measures above regulatory requirements
- FX liquid assets:
  - FX Government bonds have a minimum requirement of AA rating
  - FX cash placed with highly rated correspondent banks
- Regulatory requirement is that the currency imbalance (total long or short) must be less than 15% of regulatory capital, currently at 10.8%

### LIQUIDITY COVERAGE RATIO – ALL CURRENCIES



#### LIQUIDITY COVERAGE RATIO – FOREIGN CURRENCIES

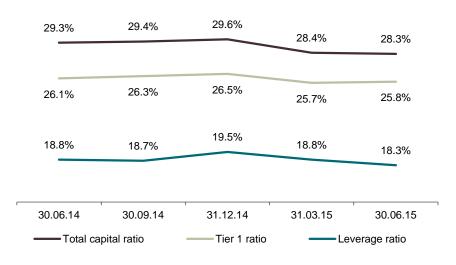




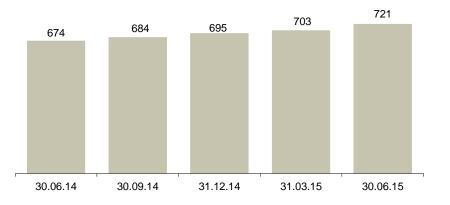
## Sound capital position

## Reduction in leverage ratio due to balance sheet growth and dividend payments

### CAPITAL RATIOS AND RWA



RWA (ISK bn)



### **Capital ratios**

- Total capital base was ISK 204bn at 30.06.2015 compared to ISK 200bn at 31.03.2015
  - The capital base increase due to retained earnings is partly offset by the reduction of the Tier 2 subordinated loan where only 90% is eligible as a part of the capital base.
- Capital target of minimum 18%
- Leverage ratio was at 18.3% at the end of the period
- Ratio of RWA to total assets around 74%

### **Risk weighted assets (RWA)**

 Increase over the period mainly related to growth in loan portfolio

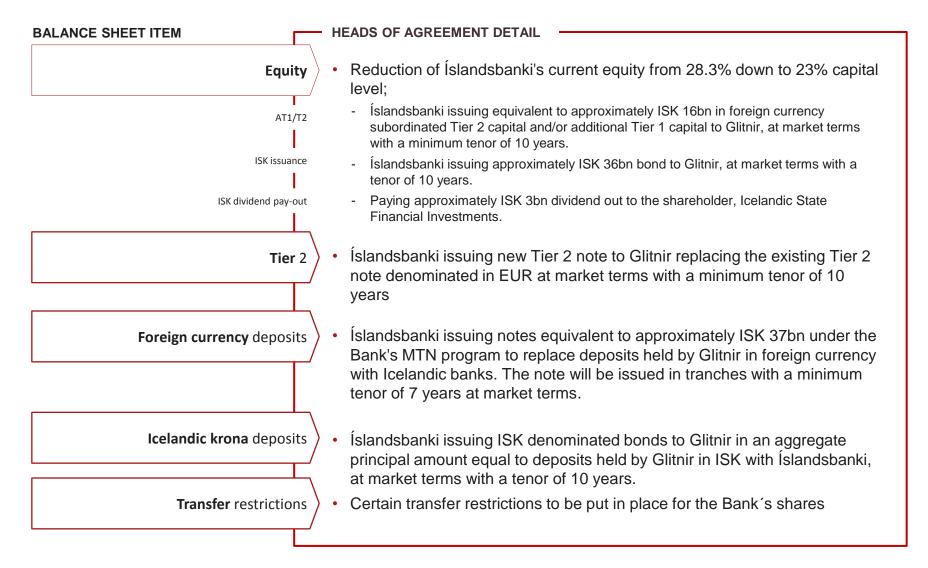
### Dividends

- Long term dividend pay-out target ratio of 40 50% of net profit
- The Bank has recently entered into a Heads of Agreement with its owner on recapitalisation of the Bank based on a proposal put forth by the Icelandic Ministry of Finance and Economic Affairs to facilitate liberalisation of capital controls. As part of the agreement, the Bank will pay dividends that would subsequently lead to a reduction in equity corresponding to a 23% equity ratio.



## Heads of Agreement with ISB owner

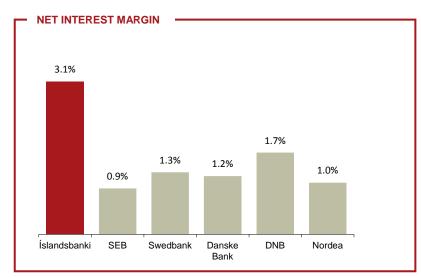
Íslandsbanki's part in facilitating towards liberalisation of capital controls



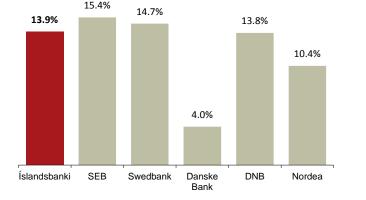


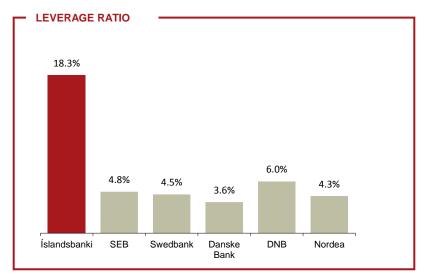
# ÍSB compares well to Nordic banks

Key ratios are in line with its peers

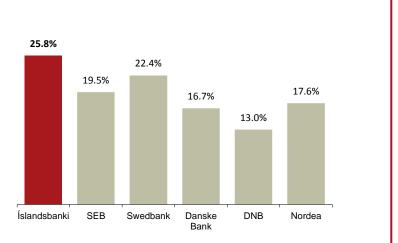


- RETURN ON EQUITY\*









Source: Bloomberg

Note: Financials at 31.6.2015

\* Islandsbanki ,s return from regular operations on normalized equity



## 5 key messages

A stable performance, with healthy earnings from regular operations

BBB-/A-3 rating with stable outlook from Standard and Poor's and BBB-/F3 with stable outlook from Fitch

2

Cost income ratio was 56.0%. Average FTE's reduced by 32

3

Net fee and commission income was ISK 6.4bn in 1H15 a 13.2% year on year increase

4

Total capital ratio and Tier 1 remain sound at 28.3% and 25.8% respectively

5

Heads of Agreement with Glitnir





# Thank you