

# On the Right Track Kaupthing Bank's Q1 2007 Results

Hreidar Már Sigurdsson, CEO



**April 2007** 

- Solid results in all business segments
  - Net shareholders' earnings of ISK 20.3 bn up by 8% since Q1 2006
  - Annualised return on equity of 27.6%
  - Earnings per share of ISK 27.4 compared with ISK 28.3 in Q1 2006
  - Cost income ratio of 40.2%
  - Favourable trend in net interest income and net commission income
  - Positive developments in Kaupthing Singer & Friedlander in the UK
- Solid balance sheet
  - Total assets were ISK 4,198 bn increasing by 4% from end of 2006
  - Deposits now 34.9% of loans to customers up from 29.6% from the beginning of the year
  - Strong CAD ratio of 13.8% and Tier 1 ratio of 9.6%

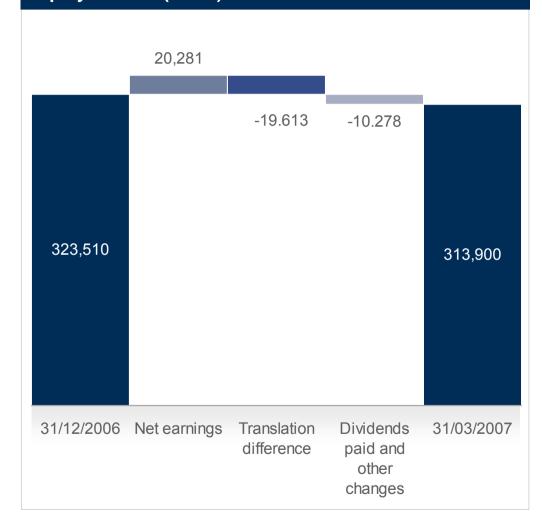


|                                | 04 2007                  | 01 2006                  | <u>Oh</u> |
|--------------------------------|--------------------------|--------------------------|-----------|
| Net interest income            | <b>Q1 2007</b><br>16,265 | <b>Q1 2006</b><br>10,484 | <u> </u>  |
|                                |                          |                          |           |
| Net commission income          | 12,337                   | 8,602                    | 43%       |
| Net financial income           | 13,456                   | 13,505                   | 0%        |
| Other income                   | 2,002                    | 2,860                    | -30%      |
| Operating income               | 44,059                   | 35,451                   | 24%       |
| Salaries and related cost      | -10,534                  | -7,420                   | 42%       |
| Other administrative cost      | -7,173                   | -5,133                   | 40%       |
| Impairment                     | -1,423                   | -710                     | 100%      |
| Profit before income tax       | 24,929                   | 22,188                   | 12%       |
| Income tax                     | -4,236                   | -2,595                   | 63%       |
| Net earnings                   | 20,694                   | 19,593                   | 6%        |
| Shareholders of Kaupthing Bank | 20,281                   | 18,798                   | 8%        |
| Minority interest              | 413                      | 796                      | -48%      |

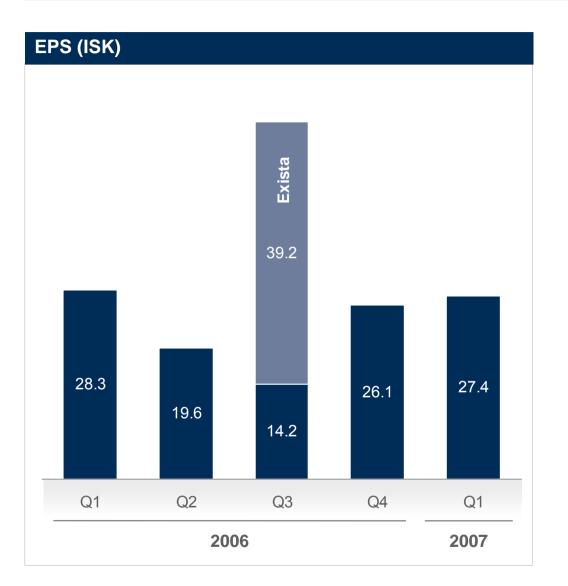
|                                | Q1 2007 | Q4 2006 | Cho  |
|--------------------------------|---------|---------|------|
| Net interest income            | 16,265  | 14,806  | 10%  |
| Net commission income          | 12,337  | 11,866  | 4%   |
| Net financial income           | 13,456  | 12,003  | 12%  |
| Other income                   | 2,002   | 2,241   | -11% |
| Operating income               | 44,059  | 40,915  | 8%   |
| Salaries and related cost      | -10,534 | -10,572 | 0%   |
| Other administrative cost      | -7,173  | -8,274  | -13% |
| mpairment                      | -1,423  | -1,637  | -13% |
| Profit before income tax       | 24,929  | 20,433  | 22%  |
| ncome tax                      | -4,236  | -1,793  | 136% |
| Net earnings                   | 20,694  | 18,640  | 11%  |
|                                |         |         |      |
| Shareholders of Kaupthing Bank | 20,281  | 18,077  | 12%  |
| Minority interest              | 413     | 564     | -27% |

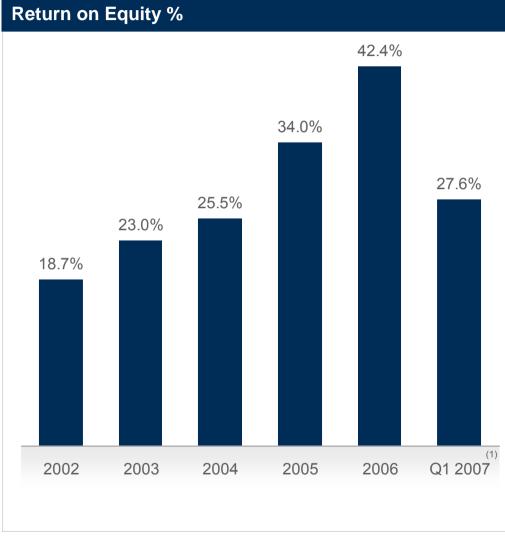
| ISKm   |            |
|--|------------|
| Changes in equity Q1:                              | 31/03/2007 |
| Equity 1 January 2007                              | 323,510    |
| Translation difference                             | -19,613    |
| Fair value changes in AFS financial assets         | 15         |
| Deferred pension reserve                           | 0          |
| Net earnings recognised directly in equity         | -19,598    |
| Net earnings according to the Income Statement     | 20,281     |
| Total recognised earnings for the period           | 683        |
| Dividends paid to equity holders, ISK 14 per share | -10,272    |
| Issued new capital                                 | 0          |
| Other changes                                      | -21        |
| Equity 31 March 2007                               | 313,900    |

#### Equity Growth (ISKm)



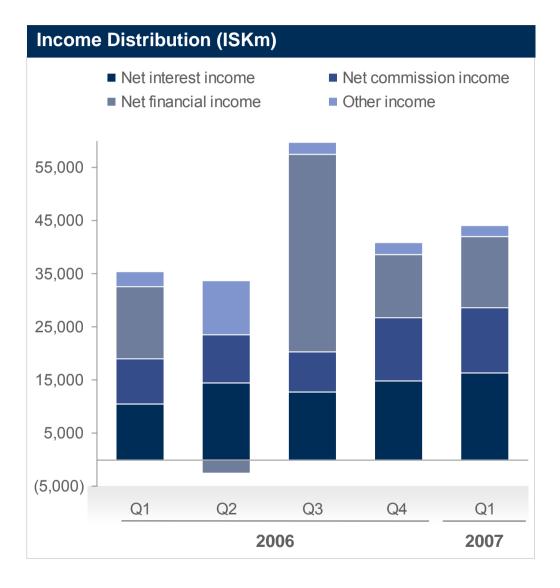
## Earnings per Share / Return on Equity



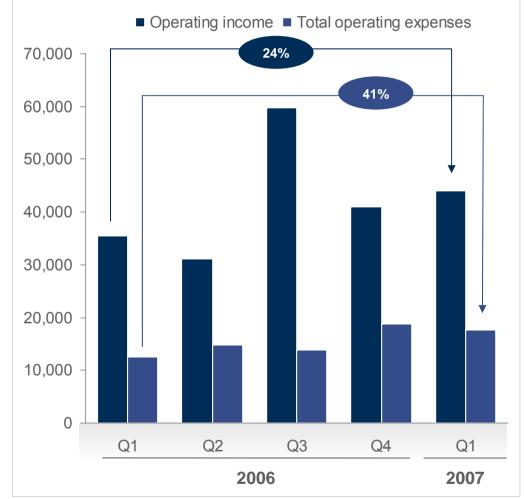


(1) Annualised

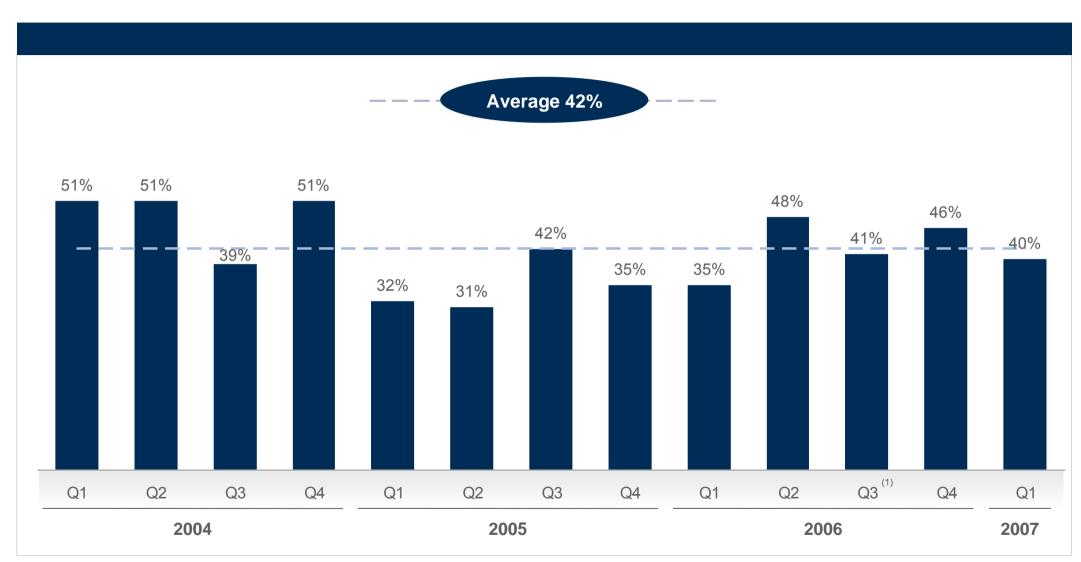
### **Income Distribution and Operating Income vs Operating Expenses**



#### **Operating Income vs. Operating Expenses (ISKm)**

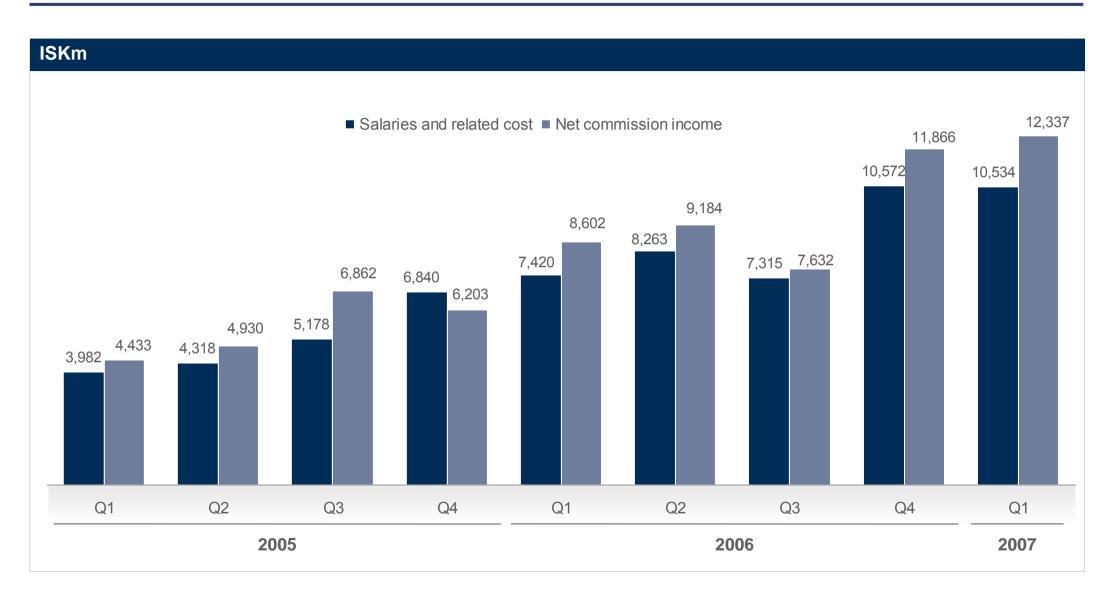


## **Cost Income Ratio**

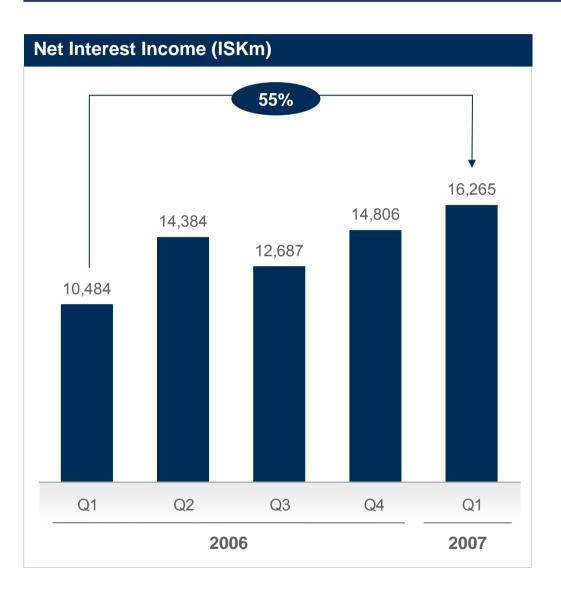


(1) Excluding Exista gain in Q3 2006

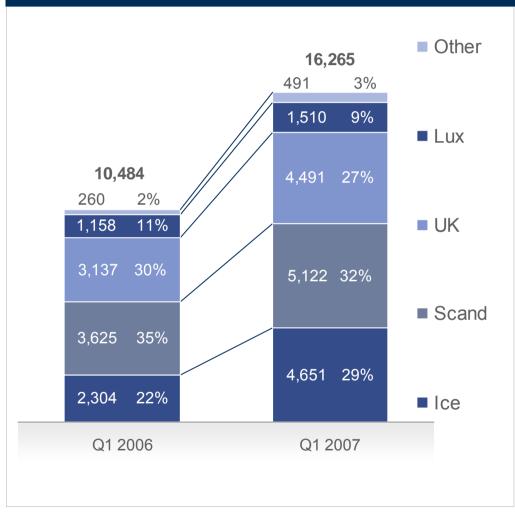
#### **Net Commission Income and Salaries & Related Cost**



#### **Net Interest Income and Geographic Breakdown**

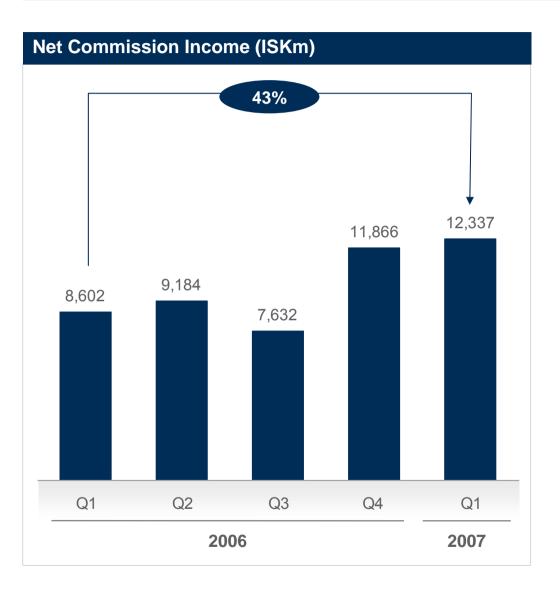


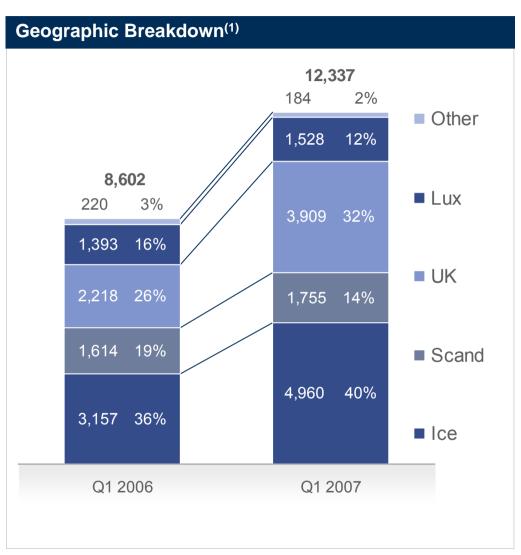
Geographic Breakdown<sup>(1)</sup>



(1) By origin of clients

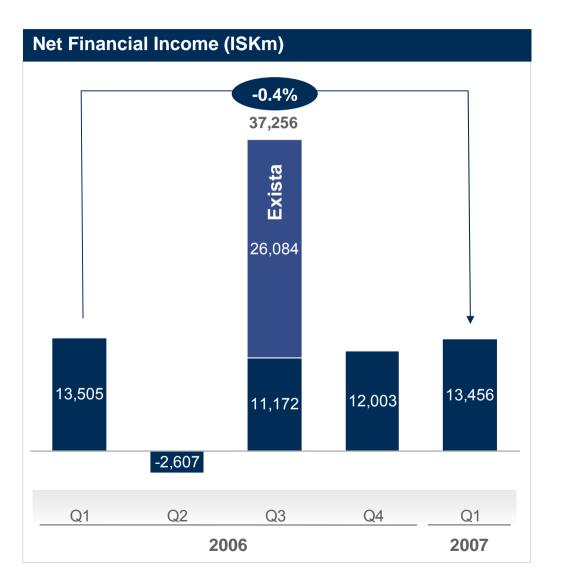
#### **Net Commission Income and Geographic Breakdown**

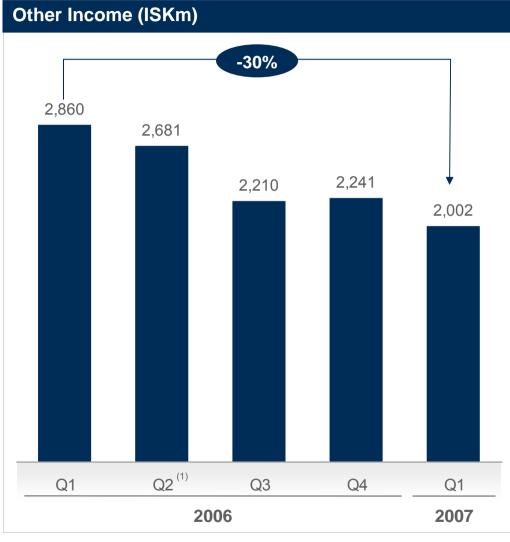




(1) By origin of clients

## **Net Financial Income and Other Income**

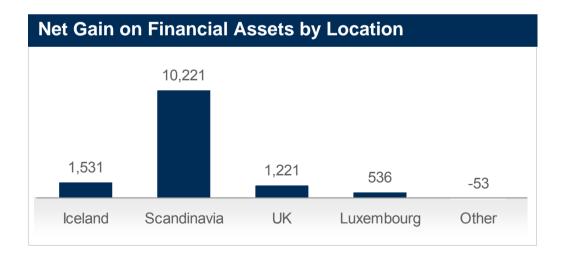


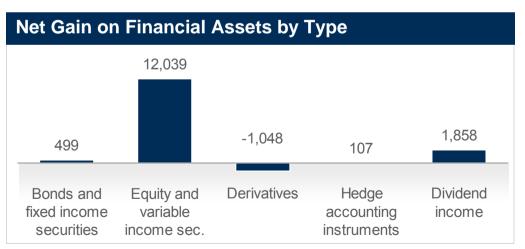


(1) Excluding VIS

### **Breakdown of Net Gain on Financial Assets by Location**

| Q1 2007 (ISKm)                                      |         |             |       |     |       |        |
|---|---------|-------------|-------|-----|-------|--------|
|   | Iceland | Scandinavia | UK    | Lux | Other | Total  |
| Net gain from bonds and fixed income securities     | -142    | 512         | 146   | -17 | 0     | 499    |
| Net gain from equity and variable income securities | 2,303   | 9,075       | 641   | 74  | -53   | 12,039 |
| Net gain from derivatives                           | -1,909  | -23         | 411   | 474 | 0     | -1,048 |
| Net gain from hedge accounting instruments          | 0       | 107         | 0     | 0   | 0     | 107    |
| Dividend income                                     | 1,279   | 551         | 23    | 5   | 0     | 1,858  |
| Total   | 1,531   | 10,221      | 1,221 | 536 | -53   | 13,456 |





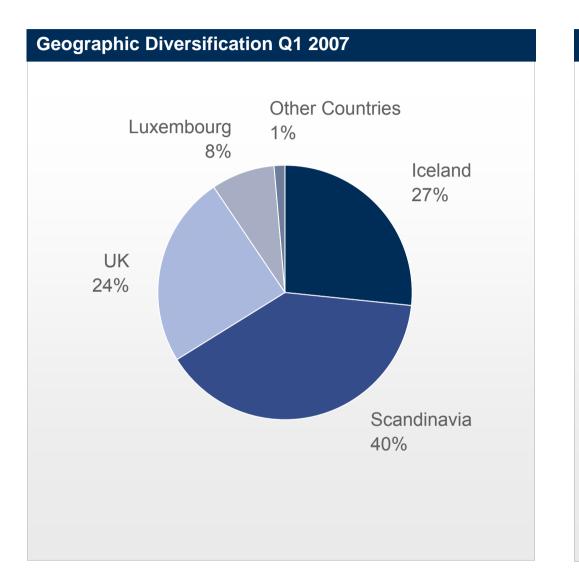
## **Geographic Diversification**<sup>(1)</sup> – **Operating Income**

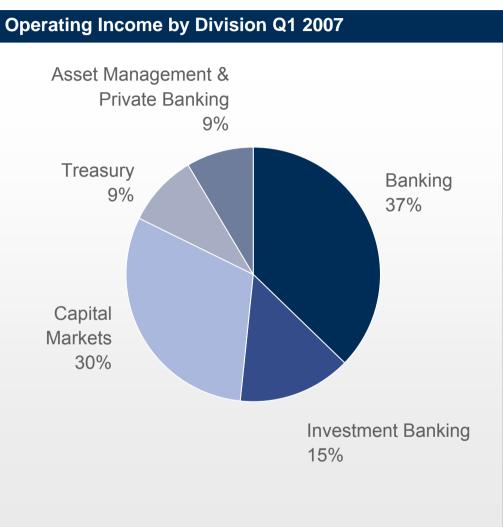


(1) By origin of clients



## **Geographic Diversification – Operating Income**





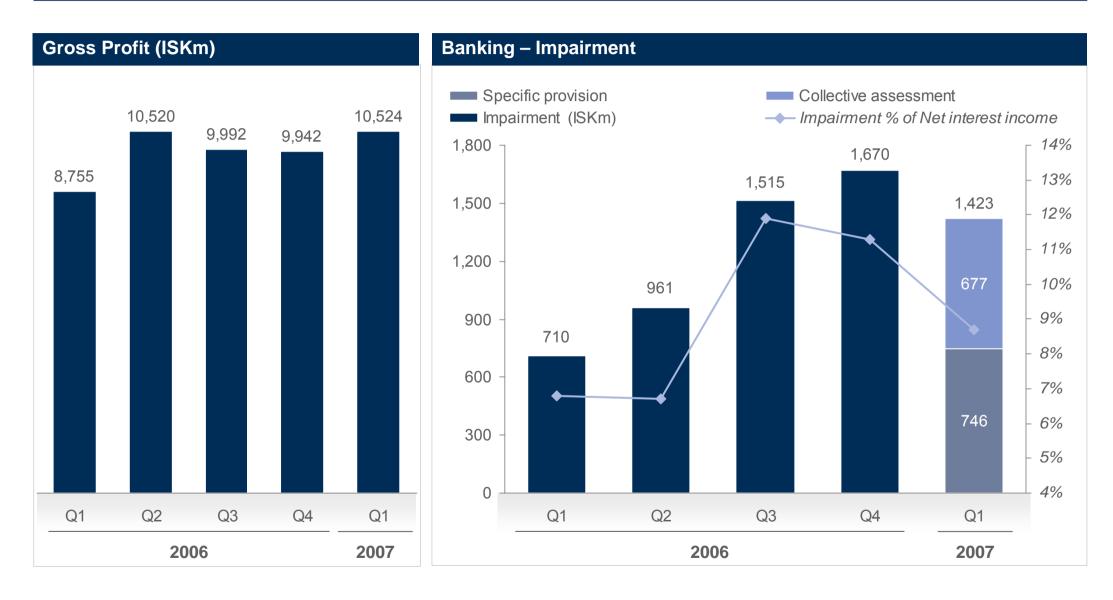


#### Comments

- Solid quarter
- Net interest income increased by 8% compared to Q4
- Net commission income decreased by 24% from previous quarter
- Total expense down by 7% from previous quarter
- Pre-tax profit increased by 16% from Q4

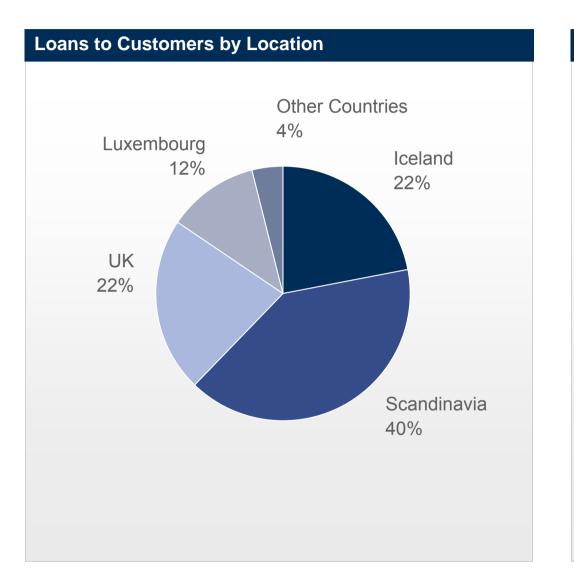
| ISKm                             |            |          |          |          |          |
|----------------------------------|------------|----------|----------|----------|----------|
|                                  | Q1 2007    | Q4 2006  | Q3 2006  | Q2 2006  | Q1 2006  |
| Net interest income              | 13,423     | 12,471   | 11,959   | 11,264   | 10,208   |
| Net commission income            | 1,257      | 1,662    | 1,560    | 1,389    | 1,133    |
| Net financial income             | 94         | 320      | 63       | 164      | 203      |
| Other income                     | 1,555      | 1,712    | 1,722    | 1,977    | 1,220    |
| Operating income                 | 16,329     | 16,165   | 15,305   | 14,794   | 12,764   |
| Expenses                         | 4,380      | 4,602    | 3,630    | 3,433    | 3,304    |
| Impairment                       | 1,425      | 1,621    | 1,684    | 841      | 705      |
| Total expenses                   | 5,805      | 6,223    | 5,313    | 4,274    | 4,009    |
| Gross profit                     | 10,524     | 9,942    | 9,992    | 10,520   | 8,755    |
| Allocated cost                   | 2,407      | 2,963    | 1,567    | 2,181    | 2,033    |
| Pre-tax profit                   | 8,117      | 6,979    | 8,425    | 8,339    | 6,722    |
| Cost income ratio<br>Equity (bn) | 27%<br>189 | 28%<br>- | 24%<br>- | 23%<br>- | 26%<br>- |

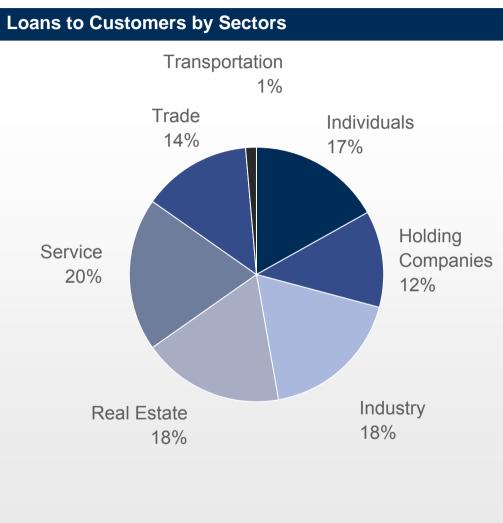
## **Banking – Gross Profit and Impairment**



KAUPTHING BANK

## **Banking – Well Diversified Portfolio**







#### Comments

- Solid quarter in Investment Banking
- Net commission income increased by 73% from Q1 2006
- Cost income ratio of only 11%
- Pre-tax profit increased by 8% from Q1 2006
- Very strong pipeline

| ISKm                             |           |          |         |          |          |
|----------------------------------|-----------|----------|---------|----------|----------|
|                                  | Q1 2007   | Q4 2006  | Q3 2006 | Q2 2006  | Q1 2006  |
| Net interest income              | -1,095    | -914     | -961    | -624     | -850     |
| Net commission income            | 3,483     | 3,792    | 1,295   | 2,471    | 2,019    |
| Net financial income             | 3,980     | 4,592    | 31,652  | 2,505    | 4,235    |
| Other income                     | 65        | 7        | -142    | -84      | 262      |
| Operating income                 | 6,433     | 7,477    | 31,845  | 4,268    | 5,666    |
| Expenses                         | 708       | 1,310    | 562     | 1,208    | 556      |
| Impairment                       | 0         | -4       | 0       | 2        | 1        |
| Total expenses                   | 707       | 1,306    | 562     | 1,210    | 557      |
| Gross profit                     | 5,726     | 6,171    | 31,283  | 3,058    | 5,109    |
| Allocated cost                   | 432       | 123      | 203     | 340      | 222      |
| Pre-tax profit                   | 5,294     | 6,048    | 31,080  | 2,718    | 4,887    |
| Cost income ratio<br>Equity (bn) | 11%<br>36 | 18%<br>- | 2%<br>- | 28%<br>- | 10%<br>- |



## **Investment Banking**

|            |             |        |          |       | Company                  | Country            | Sector                   | Share       |
|------------|-------------|--------|----------|-------|--------------------------|--------------------|--------------------------|-------------|
|            |             | 31,283 |          |       | Síminn hf.               | Iceland            | Telecommunications       | 27%         |
|            |             |        |          |       | SPRON Stofnfjárbréf      | Iceland            | Financial institution    | 5%          |
|            |             |        |          |       | Phase Eight              | UK                 | Retail                   | 49%         |
|            |             |        |          |       | Icopal Holding A/S       | Denmark            | Manufacturing            | 15%         |
|            |             |        |          |       | Somerfield               | UK                 | Retail                   | 9%          |
|            |             |        |          |       | The weight of the five I | argest holdings of | total unlisted assets is | 32%         |
|            |             |        |          |       | Net Commission Inco      | me                 |                          |             |
|            |             |        | 6,171    | 5 700 |                          | 73%                | 3,792                    |             |
|            |             |        | V. I / I |       |                          |                    |                          | 3.483       |
| ,109       | 3,058       |        |          | 5,726 | 2,019                    | 71<br>1,29         | 5                        | 3,483       |
| ,109<br>Q1 | 3,058<br>Q2 | Q3     | Q4       | Q1    | 2,019                    |                    |                          | 3,483<br>Q1 |

KAUPTHING BANK

#### Comments

Record quarter

- Record high operating income doubled from Q4 2006
- Net commission income up by 47% compared to Q4
- The increase in net commission income is mainly traceable to UK, Luxembourg and Iceland
- Pre-tax profit increased by 14% compared to Q1 2006 but triple compared to Q4

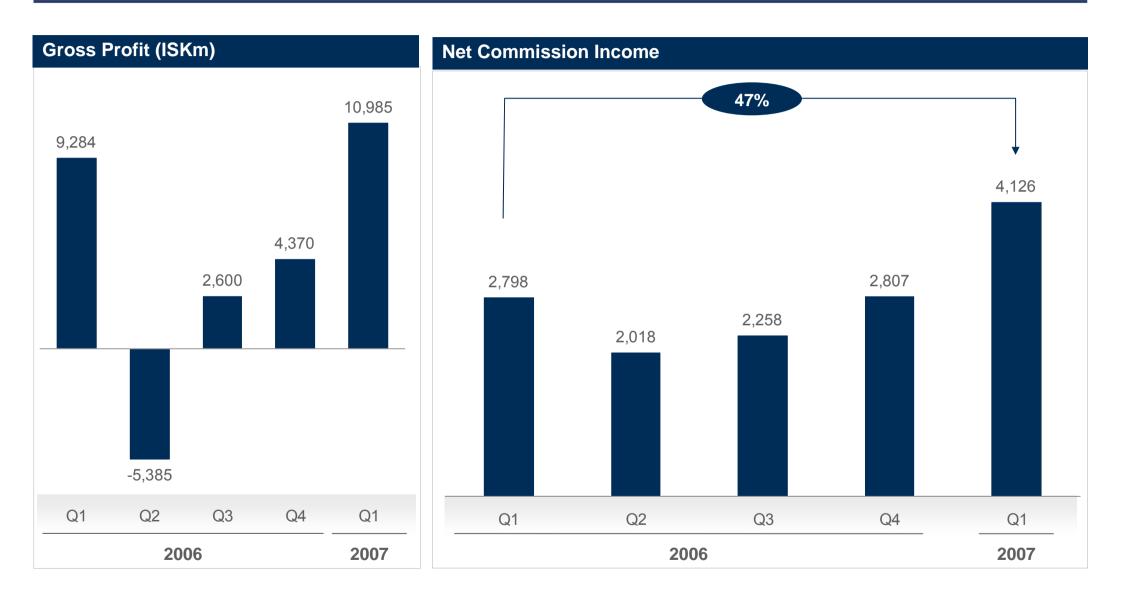
| SKm <sup>(1)</sup>               |           |          |          |           |          |
|----------------------------------|-----------|----------|----------|-----------|----------|
|                                  | Q1 2007   | Q4 2006  | Q3 2006  | Q2 2006   | Q1 2006  |
| Net interest income              | -564      | -286     | -509     | 605       | -218     |
| Net commission income            | 4,126     | 2,807    | 2,258    | 2,018     | 2,798    |
| Net financial income             | 9,778     | 4,407    | 2,269    | -6,515    | 7,752    |
| Other income                     | 56        | 0        | 0        | 0         | 0        |
| Operating income                 | 13,396    | 6,928    | 4,018    | -3,892    | 10,332   |
| Expenses                         | 2,412     | 2,558    | 1,418    | 1,370     | 1,048    |
| Impairment                       | 0         | 0        | 0        | 123       | 0        |
| Total expenses                   | 2,411     | 2,558    | 1,418    | 1,493     | 1,048    |
| Gross profit                     | 10,985    | 4,370    | 2,600    | -5,385    | 9,284    |
| Allocated cost                   | 1,163     | 1,034    | 659      | 908       | 646      |
| Pre-tax profit                   | 9,822     | 3,336    | 1,942    | -6,293    | 8,638    |
| Cost income ratio<br>Equity (bn) | 18%<br>37 | 37%<br>- | 35%<br>- | -35%<br>- | 10%<br>- |

(1) The FX and derivative sales division is now included in Capital Markets (was previously in Treasury).

The figures have been adjusted accordingly for previous quarters to show comparable figures



#### **Capital Markets – Gross Profit and Net Commission Income**





#### Comments

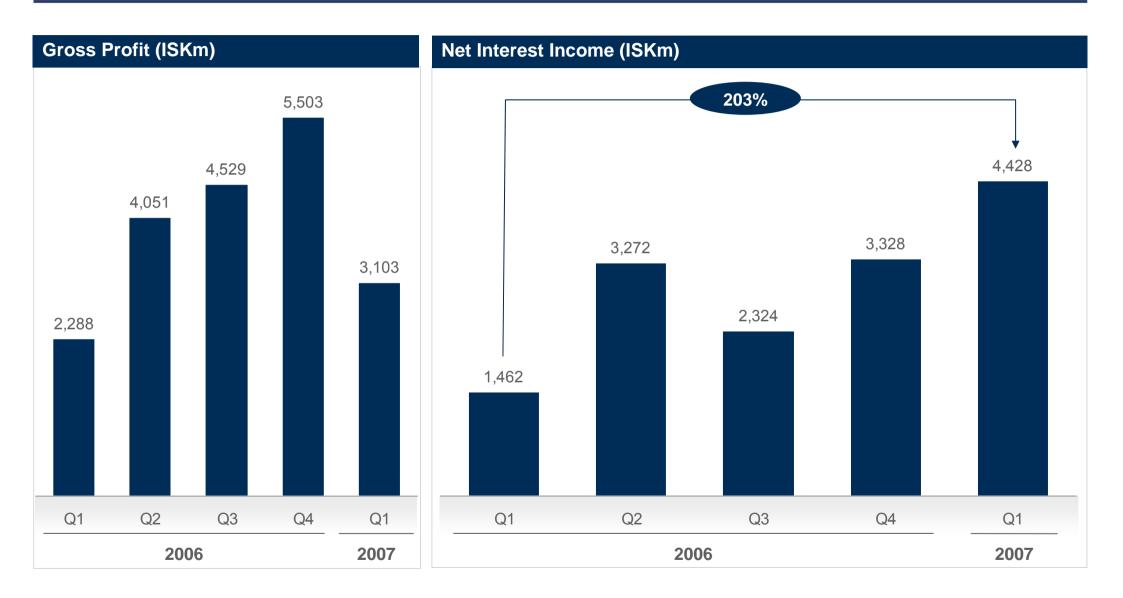
- Satisfactory quarter
- Record high in net interest income
   increased by 33% from Q4
- Loss in net financial income is related to decrease in short-term ISK interest rates
- Operating income increased by 43% from Q1 2006
- Pre-tax profit 39% higher compared to same period last year

| ISKm <sup>(1)</sup>              |           |          |          |          |          |
|----------------------------------|-----------|----------|----------|----------|----------|
|                                  | Q1 2007   | Q4 2006  | Q3 2006  | Q2 2006  | Q1 2006  |
| Net interest income              | 4,428     | 3,328    | 2,324    | 3,272    | 1,462    |
| Net commission income            | -75       | 262      | -108     | 367      | -78      |
| Net financial income             | -441      | 2,828    | 3,072    | 1,109    | 1,402    |
| Other income                     | 67        | 23       | 1        | 2        | 0        |
| Operating income                 | 3,978     | 6,441    | 5,288    | 4,750    | 2,786    |
| Expenses                         | 875       | 937      | 758      | 701      | 492      |
| Impairment                       | 0         | 0        | 1        | -2       | 6        |
| Total expenses                   | 875       | 938      | 759      | 699      | 498      |
| Gross profit                     | 3,103     | 5,503    | 4,529    | 4,051    | 2,288    |
| Allocated cost                   | 561       | 664      | 370      | 484      | 455      |
| Pre-tax profit                   | 2,541     | 4,839    | 4,159    | 3,567    | 1,833    |
| Cost income ratio<br>Equity (bn) | 22%<br>53 | 15%<br>- | 14%<br>- | 15%<br>- | 18%<br>- |

(1) The FX and derivative sales division has been moved from Treasury to Capital Markets. The figures have been adjusted accordingly for previous quarters to show comparable figures



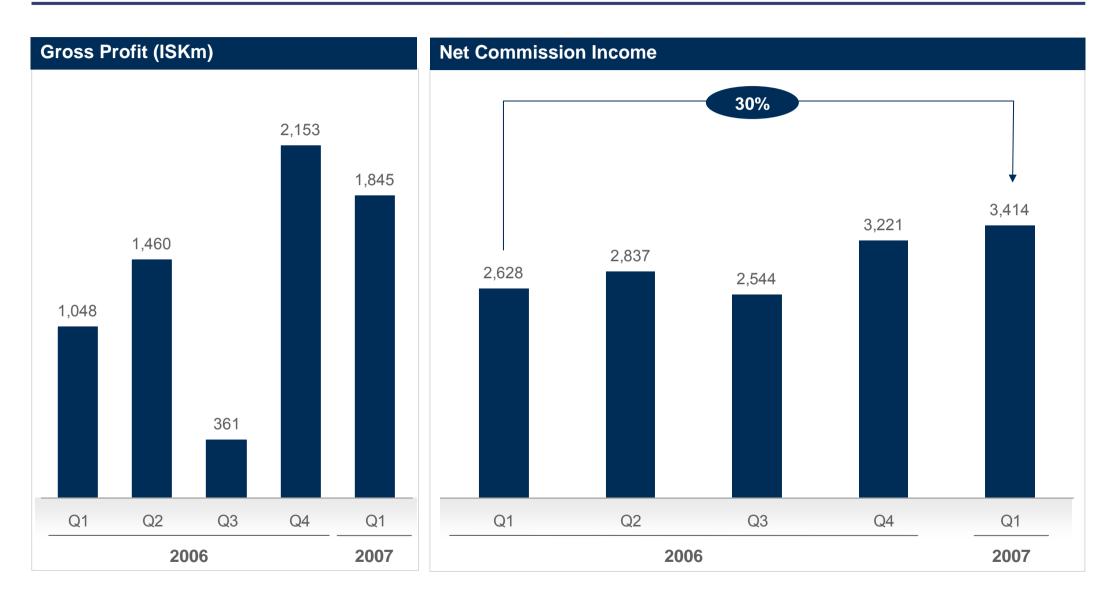
#### **Treasury – Gross Profit and Net Interest Income**



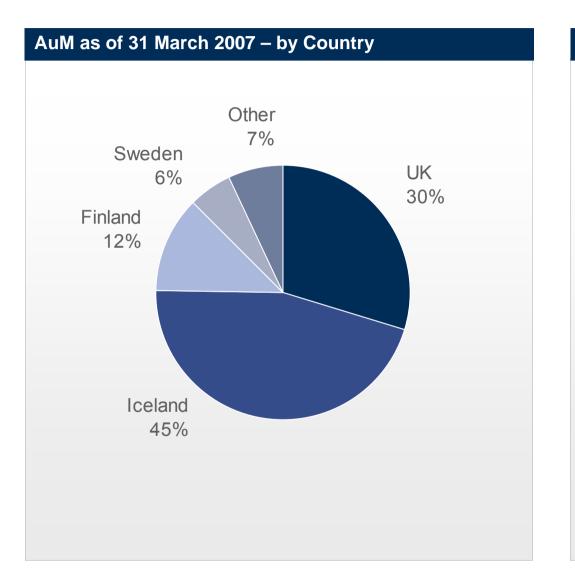
## **Asset Management & Private Banking – Results**

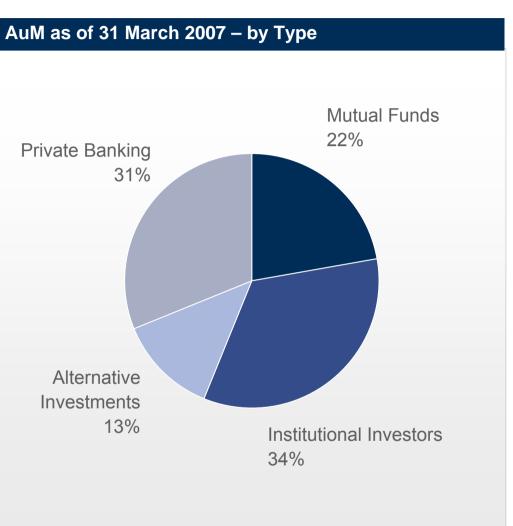
| Comments   | ISKm                             |          |          |          |          |          |
|--|----------------------------------|----------|----------|----------|----------|----------|
| <ul> <li>Good quarter</li> </ul>                                   |                                  | Q1 2007  | Q4 2006  | Q3 2006  | Q2 2006  | Q1 2006  |
| <ul> <li>Strong net commission income –</li> </ul>                 | Net interest income              | 324      | 254      | 167      | 234      | 162      |
| increased by 30% compared to Q1                                    | Net commission income            | 3,414    | 3,221    | 2,544    | 2,837    | 2,628    |
| last year  | Net financial income             | 28       | 110      | 91       | 134      | 196      |
| <ul> <li>Pre-tax profit increased</li> </ul>                       | Other income                     | 81       | 605      | 357      | 0        | 0        |
| significantly compared to same                                     | Operating income                 | 3,847    | 4,190    | 3,160    | 3,205    | 2,986    |
| quarter last year  | Expenses                         | 2,002    | 2,037    | 1,660    | 1,745    | 1,938    |
| . ,  | Impairment                       | 0        | 0        | 1,138    | 0        | 0        |
| <ul> <li>Assets under management total<br/>ISK 1,444 bn</li> </ul> | Total expenses                   | 2,002    | 2,037    | 2,798    | 1,745    | 1,938    |
|  | Gross profit                     | 1,845    | 2,153    | 361      | 1,460    | 1,048    |
|  | Allocated cost                   | 1,070    | 823      | 766      | 873      | 965      |
|  | Pre-tax profit                   | 775      | 1,330    | -405     | 587      | 83       |
|  | Cost income ratio<br>Equity (bn) | 52%<br>8 | 49%<br>- | 53%<br>- | 54%<br>- | 65%<br>- |

#### **Asset Management & Private Banking**



### **Asset Management & Private Banking**

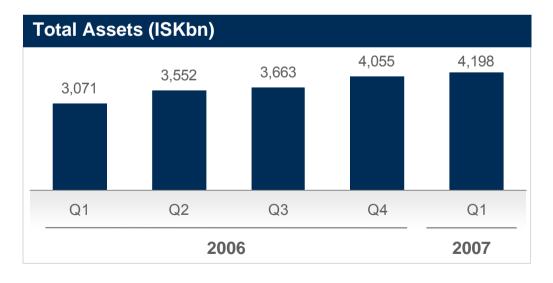


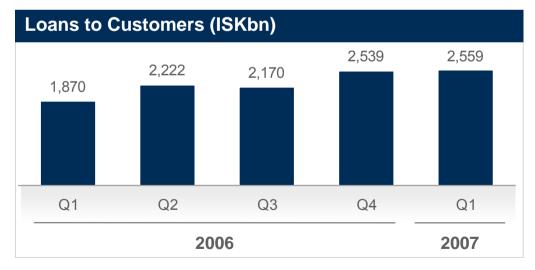


# KAUPTHING BANK

#### Balance Sheet – Assets 31 March 2007 (ISKbn)

|                                      | 31/03/2007 | 31/12/2006 | Chg  | EUR chg |
|--------------------------------------|------------|------------|------|---------|
| Cash and balances with central banks | 133.9      | 107.0      | 25%  | 35%     |
| Loans to credit institutions         | 452.4      | 485.3      | -7%  | 0%      |
| Loans to customers                   | 2,559.1    | 2,538.6    | 1%   | 8%      |
| Bonds and debt instruments           | 362.9      | 318.3      | 14%  | 23%     |
| Shares and equity instruments        | 170.5      | 159.0      | 7%   | 15%     |
| Derivatives                          | 58.8       | 65.5       | -10% | -3%     |
| Derivatives used for hedging         | 9.4        | 6.5        | 46%  | 57%     |
| Securities used for hedging          | 235.0      | 115.9      | 103% | 118%    |
| Intangible assets                    | 64.0       | 68.3       | -6%  | 1%      |
| Other assets                         | 152.4      | 191.1      | -20% | -14%    |
| Total assets                         | 4,198.4    | 4,055.4    | 4%   | 11%     |

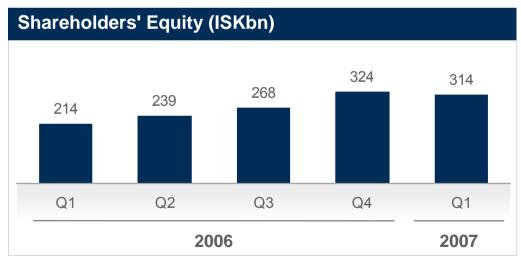




#### Balance Sheet – Liabilities and Equity 31 March 2007 (ISKbn)

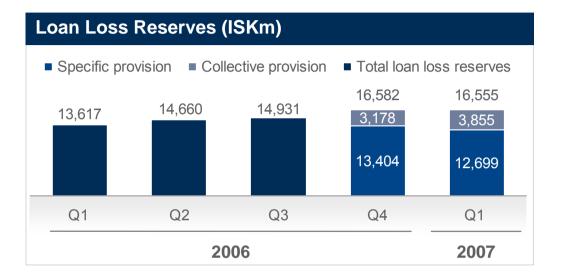
|                                       | 31/03/2007 | 31/12/2006 | Chg  | EUR chg |
|---------------------------------------|------------|------------|------|---------|
| Credit institutions and central banks | 119.9      | 110.5      | 9%   | 17%     |
| Deposits                              | 892.2      | 750.7      | 19%  | 28%     |
| Borrowings                            | 2,435.1    | 2,399.9    | 1%   | 9%      |
| Other liabilities                     | 208.2      | 243.4      | -14% | -8%     |
| Subordinated loans                    | 218.9      | 216.0      | 1%   | 9%      |
| Shareholders' equity                  | 313.9      | 323.5      | -3%  | 4%      |
| Minority interest                     | 10.2       | 11.4       | -10% | -3%     |
| Total liabilities and equity          | 4,198.4    | 4,055.4    | 4%   | 11%     |

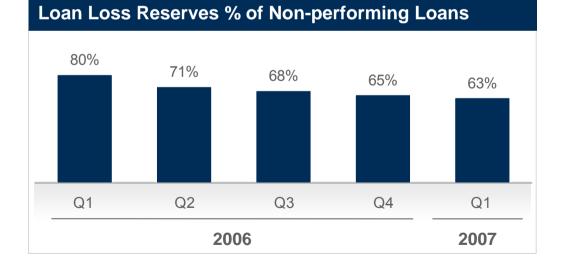




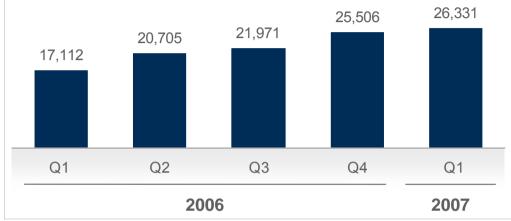


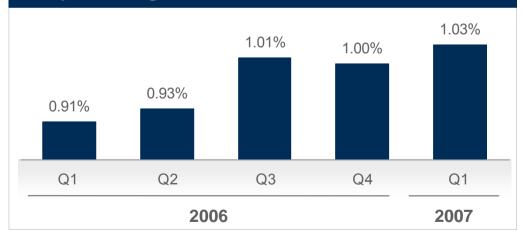
### **Asset Quality**





#### Non-performing Loans (ISKm)





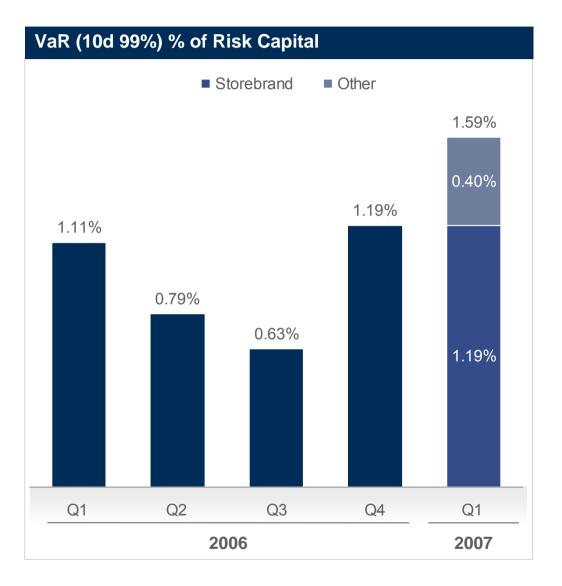
#### Non-performing Loans / Loans to Customers

KAUPTHING BANK

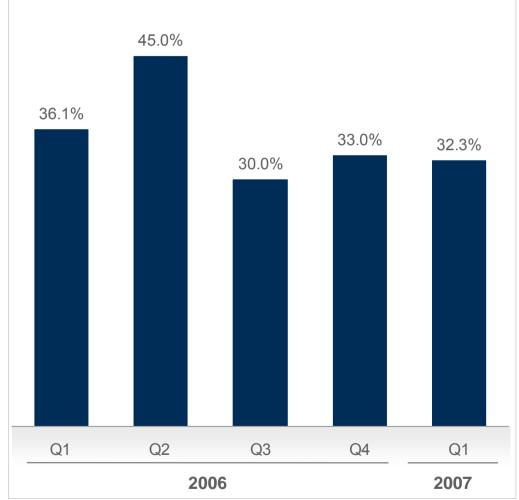
|  | 31.3.2007 | 31.12.2006 | Change  | %    |
|--|-----------|------------|---------|------|
| Bonds and debt instruments                 | 362,852   | 318,264    | 44,588  | 14%  |
| Shares and equity instruments              | 170,536   | 159,020    | 11,516  | 72   |
| Derivatives                                | 58,820    | 65,454     | -6,633  | -10% |
| Derivatives used for hedging               | 9,409     | 6,453      | 2,956   | 46%  |
| Hedged securities                          | 234,986   | 115,938    | 119,048 | 1039 |
| nvestment in associates and joint ventures | 5,369     | 5,304      | 64      | 19   |
| sted Equities by Stock Exchanges           |           |            |         |      |

| Iceland | 19%   | Scandinavia 80% UK 0.6% |     |     |     |     | 6% Other 0.7% |     |      |
|---------|-------|-------------------------|-----|-----|-----|-----|---------------|-----|------|
| 0% 10   | % 20% | 30%                     | 40% | 50% | 60% | 70% | 80%           | 90% | 100% |

## **Equity Exposure Metrics**

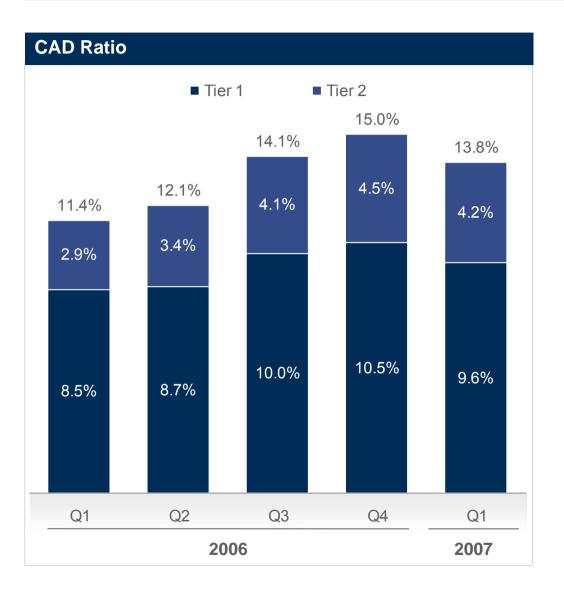


Equity Exposure as % of Risk Capital

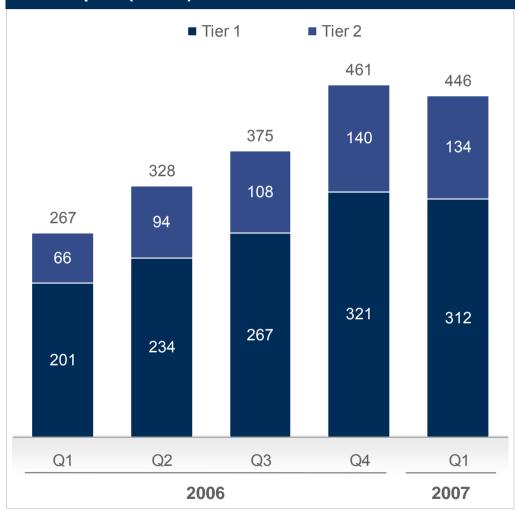




## **CAD** Ratio and Risk Capital



#### Risk Capital (ISKbn)

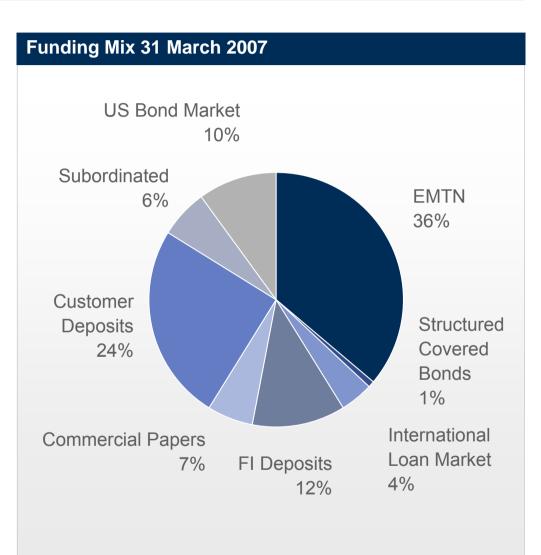




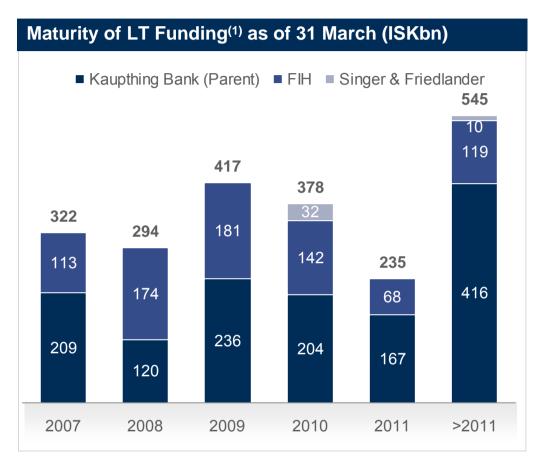
## **Further Implementation of a Global Funding Programme**

#### Overview Q1 2007

- New ratings
  - Moody's: Aa3/C/P1 Fitch: A/F1
- Further funding diversification
  - LT funding of ISK 316.7 bn
  - Successful entrance into the Maple bond market
  - CHF public market revisited
- Strong Liquidity
  - Secured liquidity of ISK 1,226 bn or 406 days
  - Covering current LT funding redemptions for 2007, 2008 & 2009
- Decreased cost of senior LT funding
  - Average funding spread has decreased by 14bps compared to FY 2006



#### Well Balanced Maturity Profile and Market Diversification

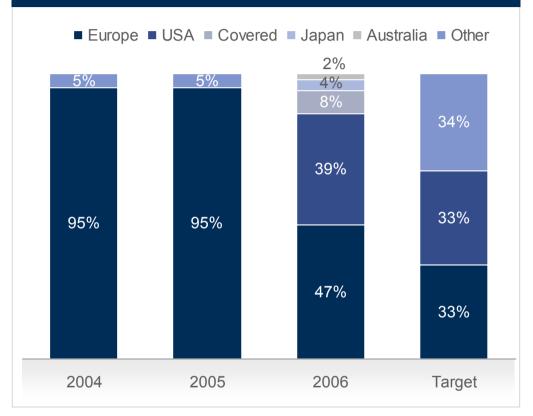


◆ 77% of Q1 transactions 3 yrs or longer

AUPTHING BANK

- The Bank has smoothened its maturity profile
- Fine balance between Kaupthing's and FIH maturity profile
- (1) Including bond issued, other loans, subordinated loans and partly money market loans

**Geographical Diversification of Funding** 



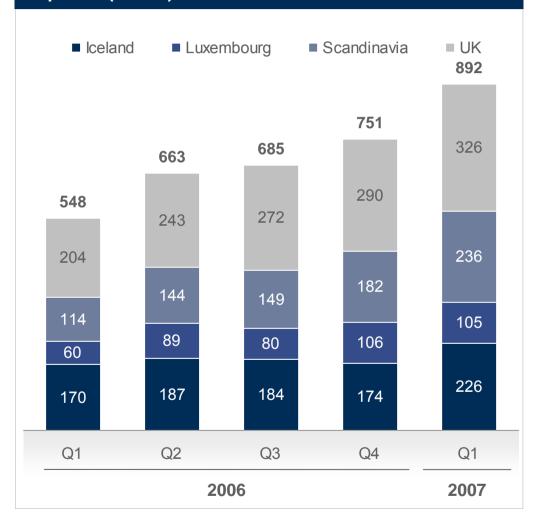
- Kaupthing will continuing exploring new markets
- Equal split among Europe, US and other markets going forward
- Not dependant on any single market

## **Deposit Scheme – Making Deposits a Priority**

#### Already Ahead of Schedule

- Deposit scheme ahead of schedule
- Target deposit to loans to customer ratio 40% by the end of Q2 2008
  - Increased from 30% to 35% since the beginning of the year
- Strong inflow of ISK 142 bn in Q1
- Deposits increased by 63% YOY

#### Deposits (ISKbn)





|   | 31.03.2007 | 31.03.2006 |
|---|------------|------------|
| ROE <sup>1</sup>                        | 27.6%      | 44.8%      |
| Earnings per share ISK LTM <sup>2</sup> | 125.8      | 86.6       |
| Cost Income – Group                     | 40.2%      | 35.4%      |
| Price / earnings <sup>3</sup>           | 8.1        | 9.4        |
| Price / book <sup>3</sup>               | 2.4        | 2.5        |
| Loan-loss ratio                         | 0.03%      | 0.06%      |
| NPL / Loans to customers                | 1.03%      | 0.91%      |
|   |            |            |

|                                      | 31.03.2007 | 31.03.2006 |
|--------------------------------------|------------|------------|
| CAD                                  | 13.8%      | 11.4%      |
| Tier 1                               | 9.6%       | 8.5%       |
| Deposits / Loans to customers        | 34.9%      | 29.3%      |
| Loans to customers / Assets          | 61.0%      | 60.9%      |
| VaR (10d 99%) % of Risk capital      | 1.6%       | 1.1%       |
| Total equity exposure / Risk capital | 32.3%      | 36.1%      |
| <ul> <li>Thereof unlisted</li> </ul> | 11.6%      | 13.3%      |

(1) Annualised

(2) LTM = Last 12 months (3) Share price 31 March 2007: ISK 1029. Share price 31 December 2006: ISK 841



#### **Five Integrated Business Segments in Ten Countries**

|               | Employees<br>31 March 07 | Investment<br>Banking | Capital Markets | Treasury | Banking | AM & PB |
|---------------|--------------------------|-----------------------|-----------------|----------|---------|---------|
| Iceland       | 1,114                    |                       |                 |          |         |         |
| UK            | 694                      |                       |                 |          |         |         |
| Sweden        | 343                      |                       |                 |          |         |         |
| Denmark       | 317                      |                       |                 |          |         |         |
| Finland       | 102                      |                       |                 |          |         |         |
| Luxembourg    | 171                      |                       |                 |          |         |         |
| Norway        | 74                       |                       |                 |          |         |         |
| Faroe Islands | 22                       |                       |                 |          |         |         |
| US            | 10                       |                       |                 |          |         |         |
| Total         | 2,847                    |                       |                 |          |         |         |

## Conclusion

- Increasing diversification in income streams
- Positive trend in commission and interest income
- Asset quality remains solid
- Strong capital base
- Emphasis on increasing deposits
- Focus on building businesses
- Outlook for corporate activity remains positive



## Q&A

# Kaupthing Bank's Q1 2007 Results

Hreidar Már Sigurdsson, CEO



**April 2007** 

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