

DNB Equity Story

4Q 2024

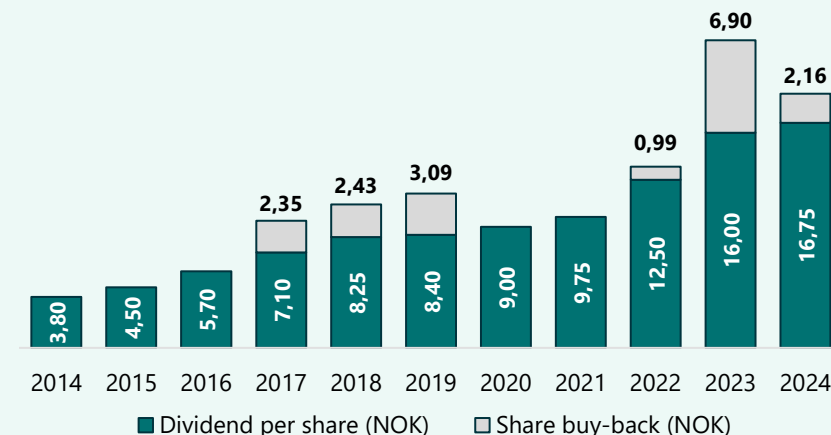
DNB



DNB as an investment

- Strong track-record of delivering on **shareholder-friendly dividend policy**
- Exposure to a **robust Norwegian macro economy**
- Strategy built on competitive advantages - **Strong market positions** and digital positions for future profitable growth – cost efficiency from automation and scale advantages
- Financial targets - proven ability to generate and deliver **high ROE**, high cash flow and moderate growth – **effective allocation of excess capital**

Historical payout:



~80% of revenue comes from Norwegian business units

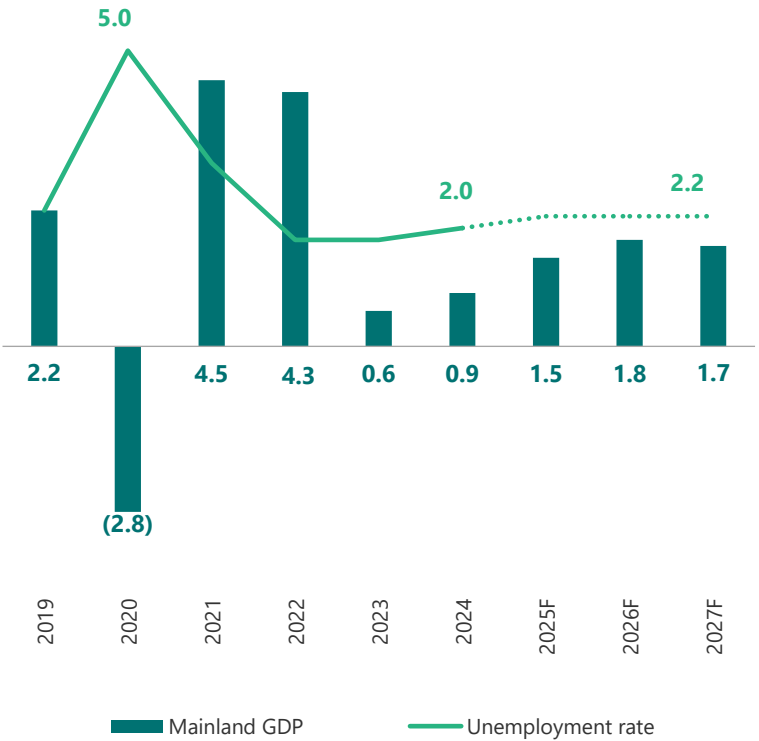


~50/50 exposure personal customers and corporate customers

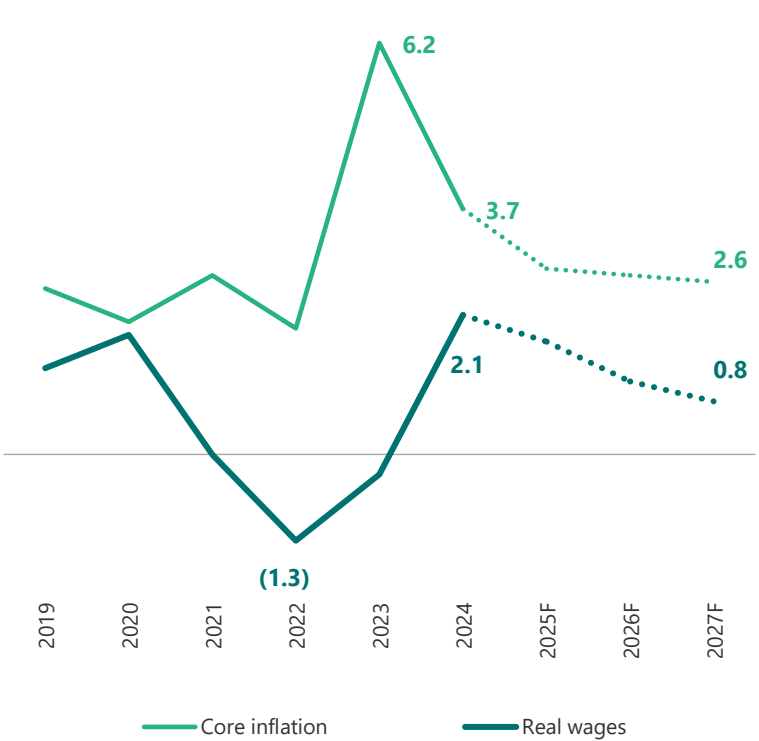
Norwegian economy remains robust and resilient

- Moderate growth expected in the mainland economy with low unemployment rate throughout the forecasting period
- Continued decline in inflation levels, with positive real wage development expected

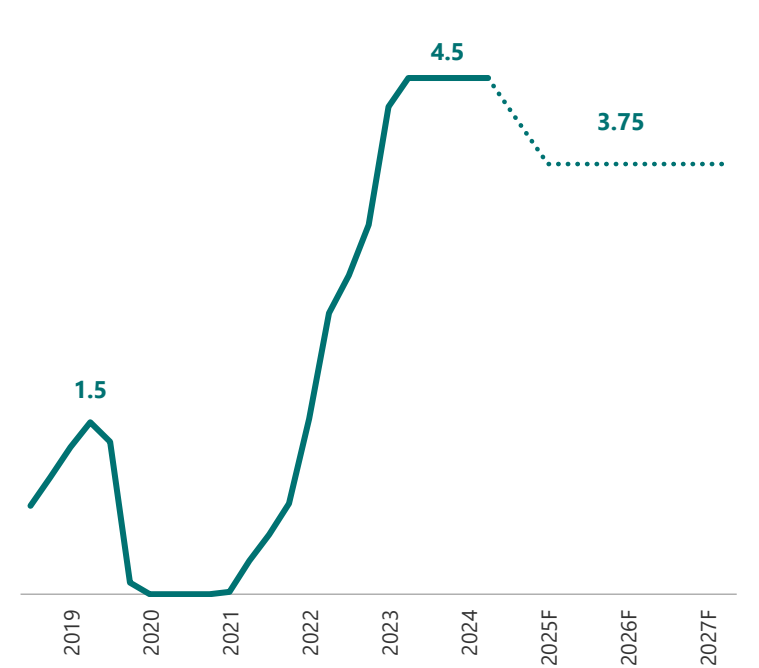
Mainland GDP and unemployment rate
Actual and DNB Markets forecast
Per cent



Core inflation and wage growth
Actual and DNB Markets forecast
Per cent



Key policy rate
Actual and DNB Markets forecast
Per cent



A broad product portfolio with #1 market positions in Norway and with an attractive international platform

No. 1 financial services group in Norway



Market leader in



Personal customers



SMEs



Large corporates

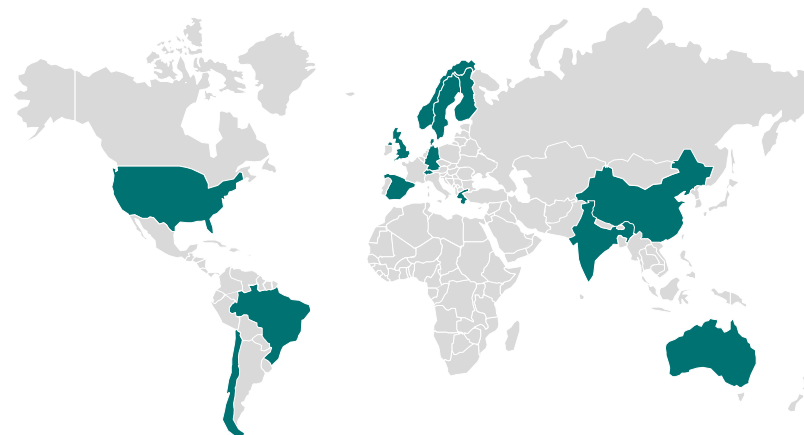


Savings and pensions



Investment banking

Global presence with platform well positioned for growth



Industries with global scope

Shipping

Ocean services

Seafood

Renewables

Industries with selective global scope

Oil and gas

Healthcare

TMT¹

Business services

Accelerates ambition to become a leading Nordic player in investment banking and AM

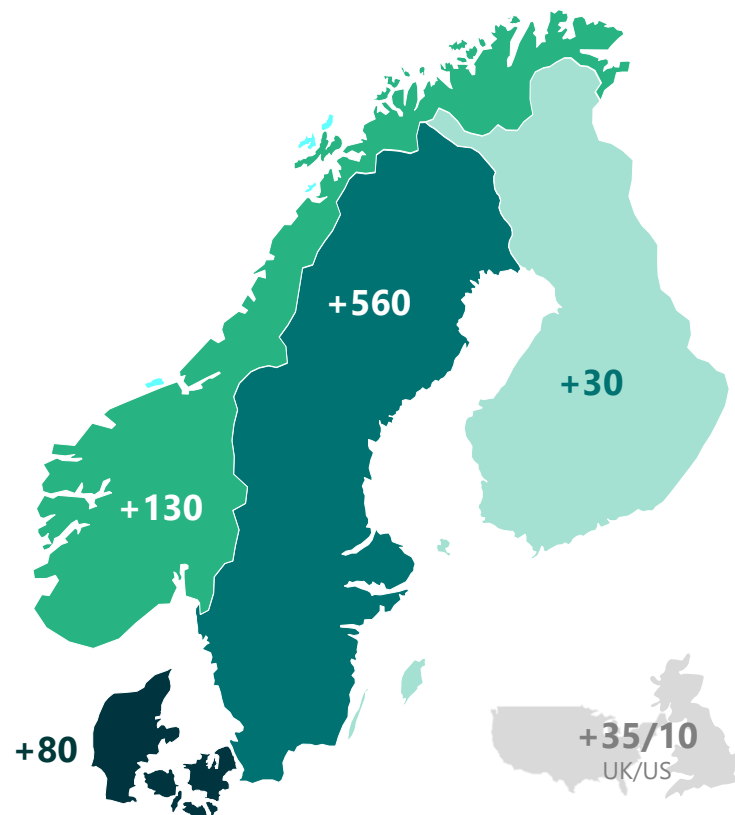
DNB Bank ASA has acquired Carnegie



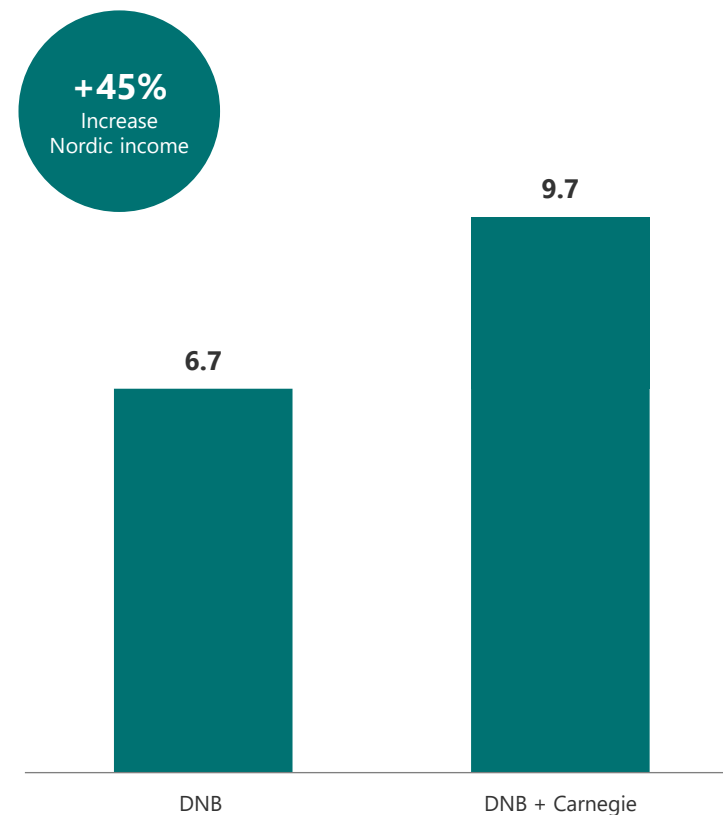
DNB Bank ASA has closed the acquisition of Carnegie Holding AB

Significant increase in highly competent professionals across the Nordics

Employees, Carnegie, Sept. 2024



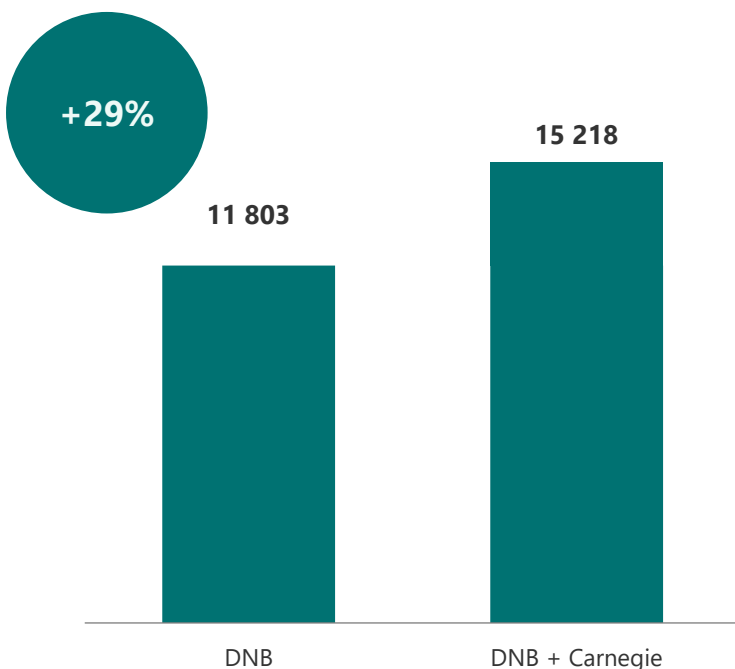
Strong increase in Nordic income
2Q24 Rolling 12 months, NOK bn



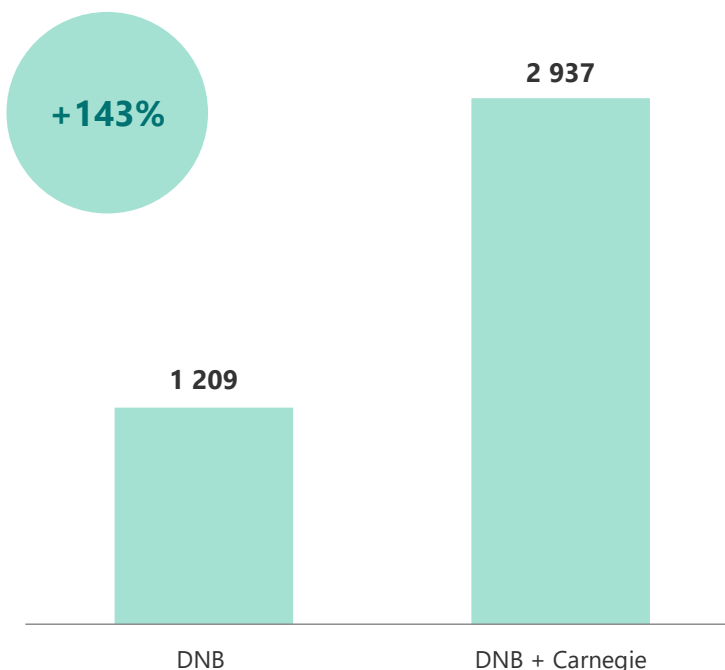
Step change with Carnegie acquisition to increase share of fee-related income

- Well positioned for future growth within high-margin products and services
- Strengthened position in the Nordics and internationally
- In line with DNB's strategy to grow share of fee-related income from capital-light products

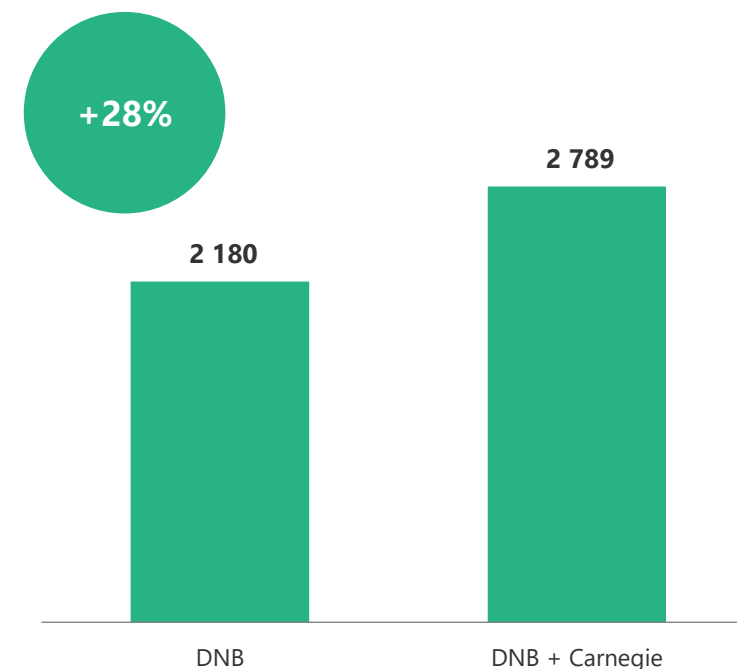
Commission & fee income 2Q24 Rolling 12 months, NOKm



Markets products outside Norway Commission & fee income 2Q24 Rolling 12 months, NOKm



Asset Management Commission & fee income 2Q24 Rolling 12 months, NOKm



DNB targets 2025 – 2027



Key performance indicator

Cost/income ratio
< 40%

Capital level

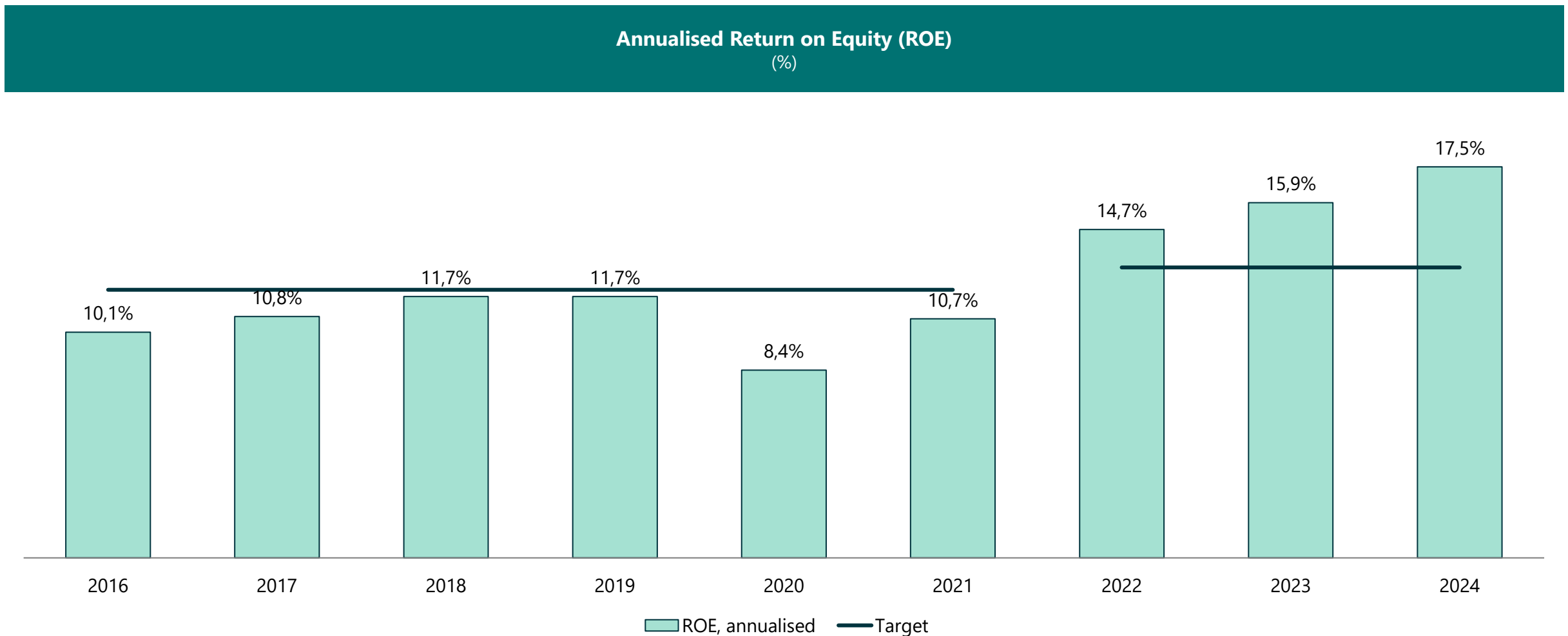
CET1 capital ratio¹
> 16.6%

Dividend policy

Payout ratio
> 50%
Ambition to increase the nominal dividend per share YoY

¹ The Norwegian FSA's expectation, including Pillar 2 Guidance.

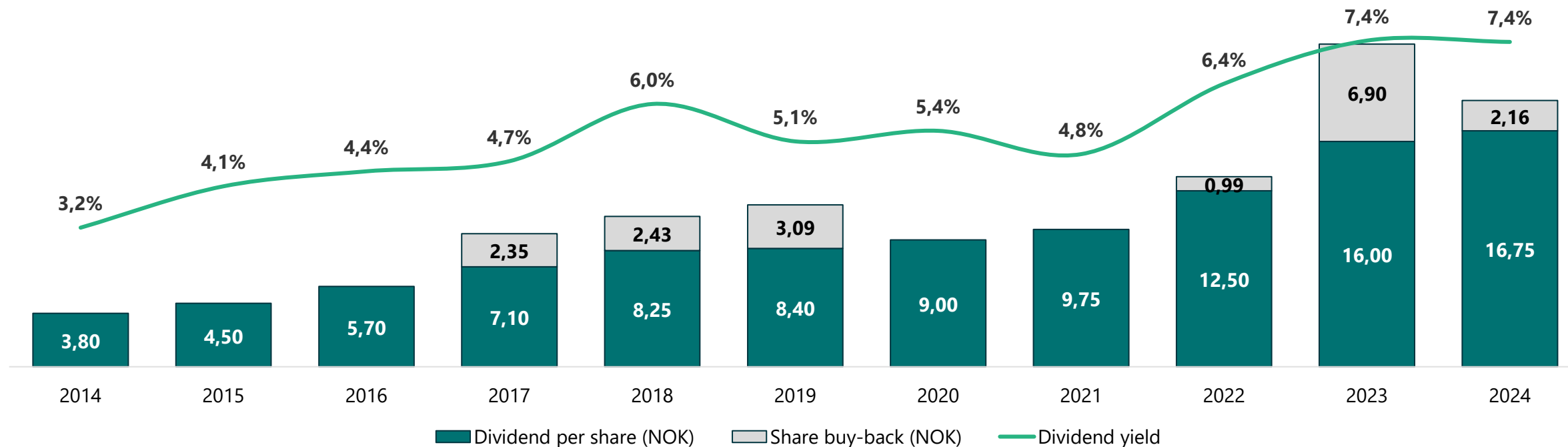
Delivering on our ROE target



Consistently delivering on our dividend policy reflecting our robust capital position

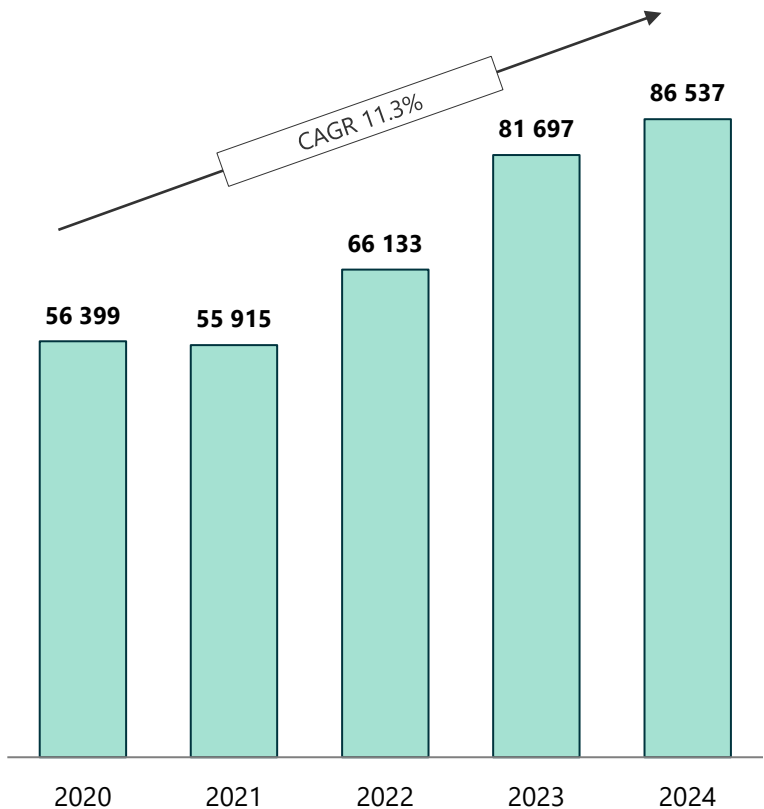
- Dividend per share of NOK 16.75 proposed for 2024 – increase of NOK 0.75 from 2023
- Share buy-back programme of 1.00% carried out in 2024
- Robust Solvency II margin of 262% in DNB Liv enabled capital repayment of NOK 1.5 billion in 4Q24

Dividend per share and dividend yield
(NOK, %)

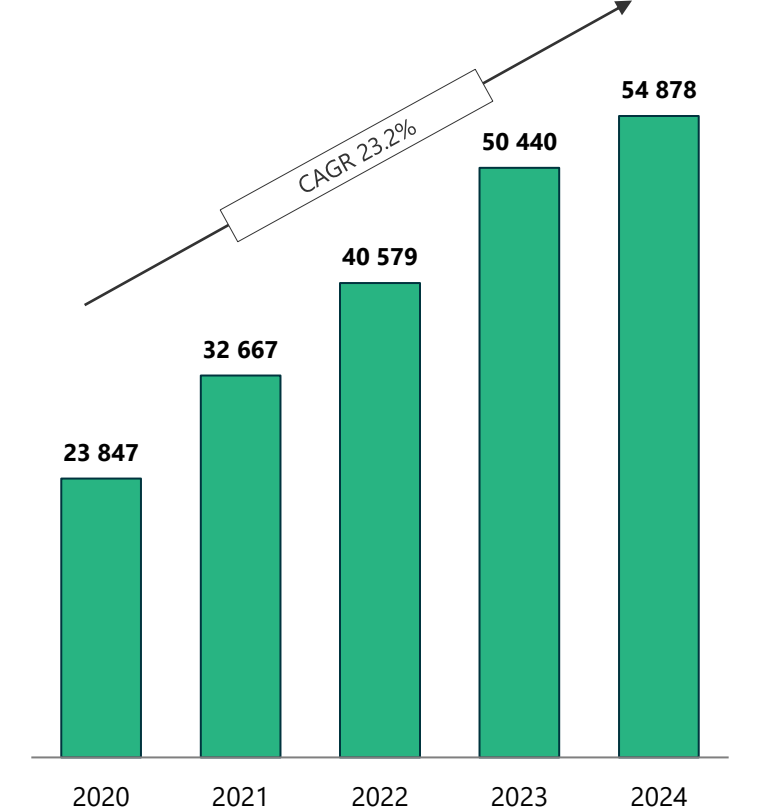


Strong performance in 2024 – delivering on financial ambitions

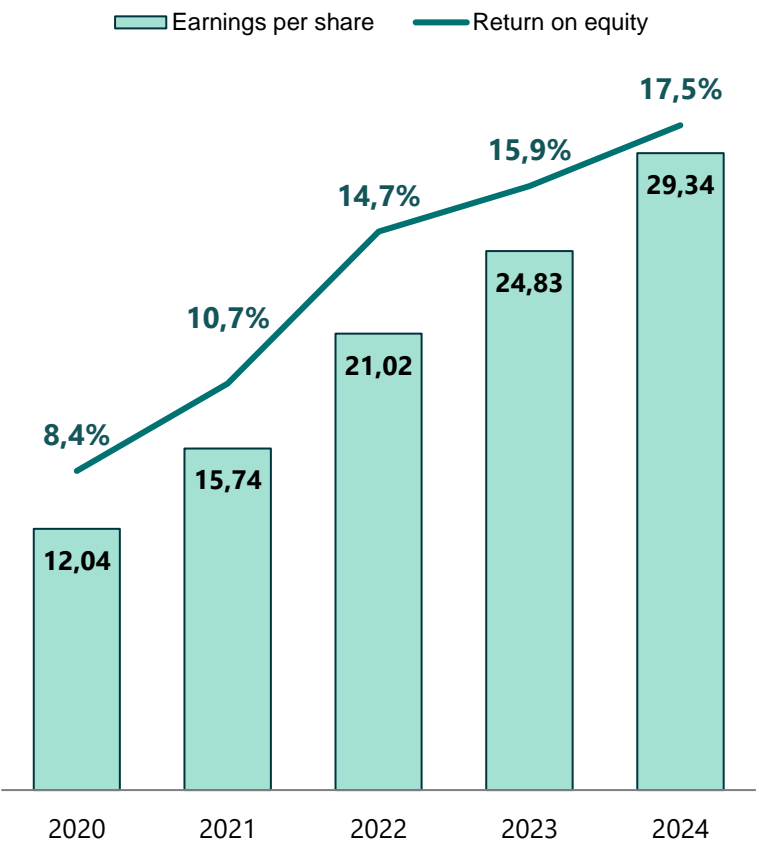
Total income
(NOKm)



Pre-tax operating profit
(NOKm)



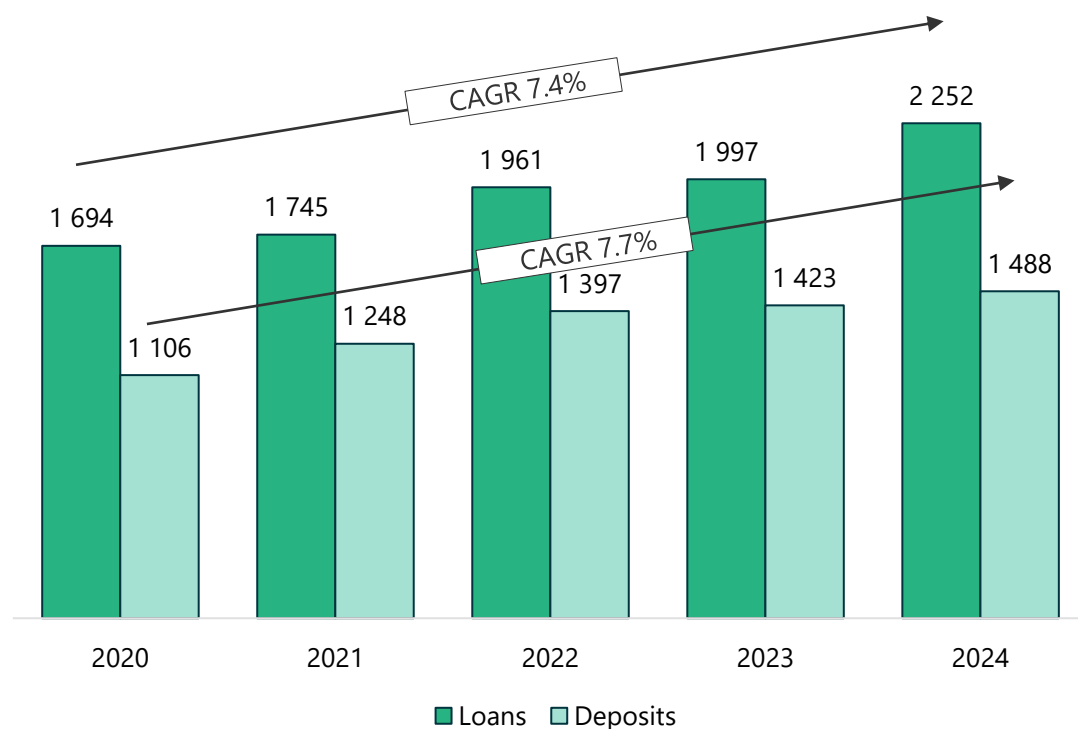
Earnings per share / Return on Equity
(NOK, %)



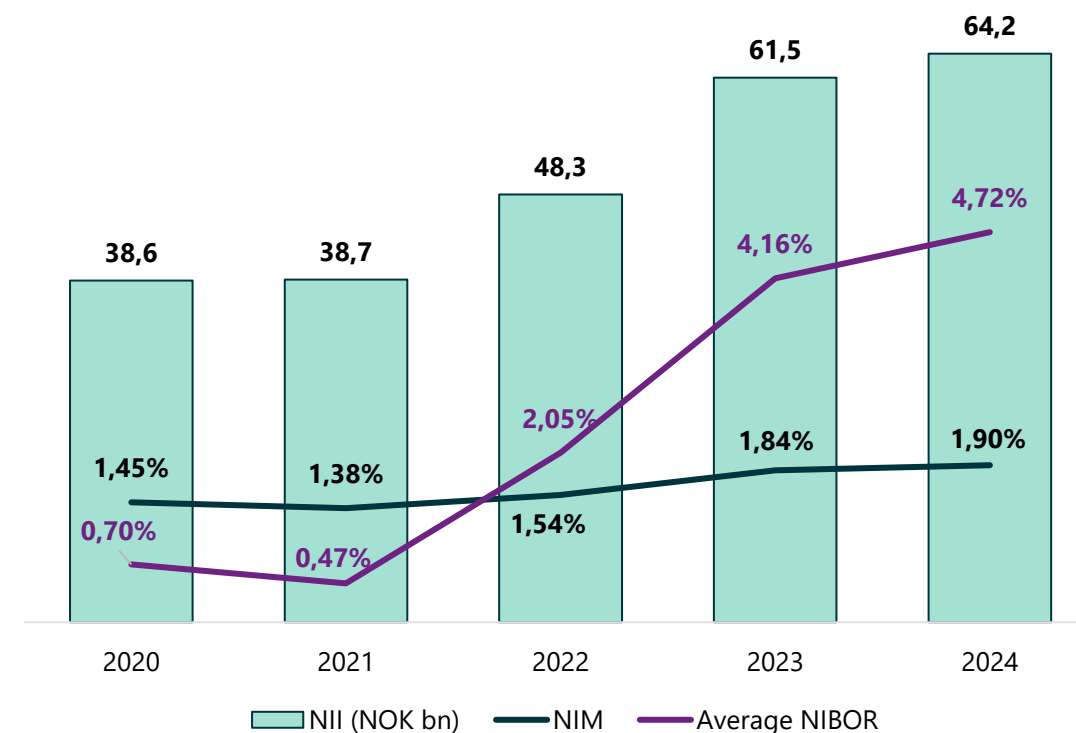
Increase supported by profitable growth and customer repricing

- Well positioned to capture future growth within personal customers through the complementary DNB and Sbanken brands combined, and within corporate customers through strong position in SME segment and industries with growth potential
- Maintaining long-term ambition of annual loan growth of 3–4% through-the-cycle

Volume growth in customer segments
(NOK bn)

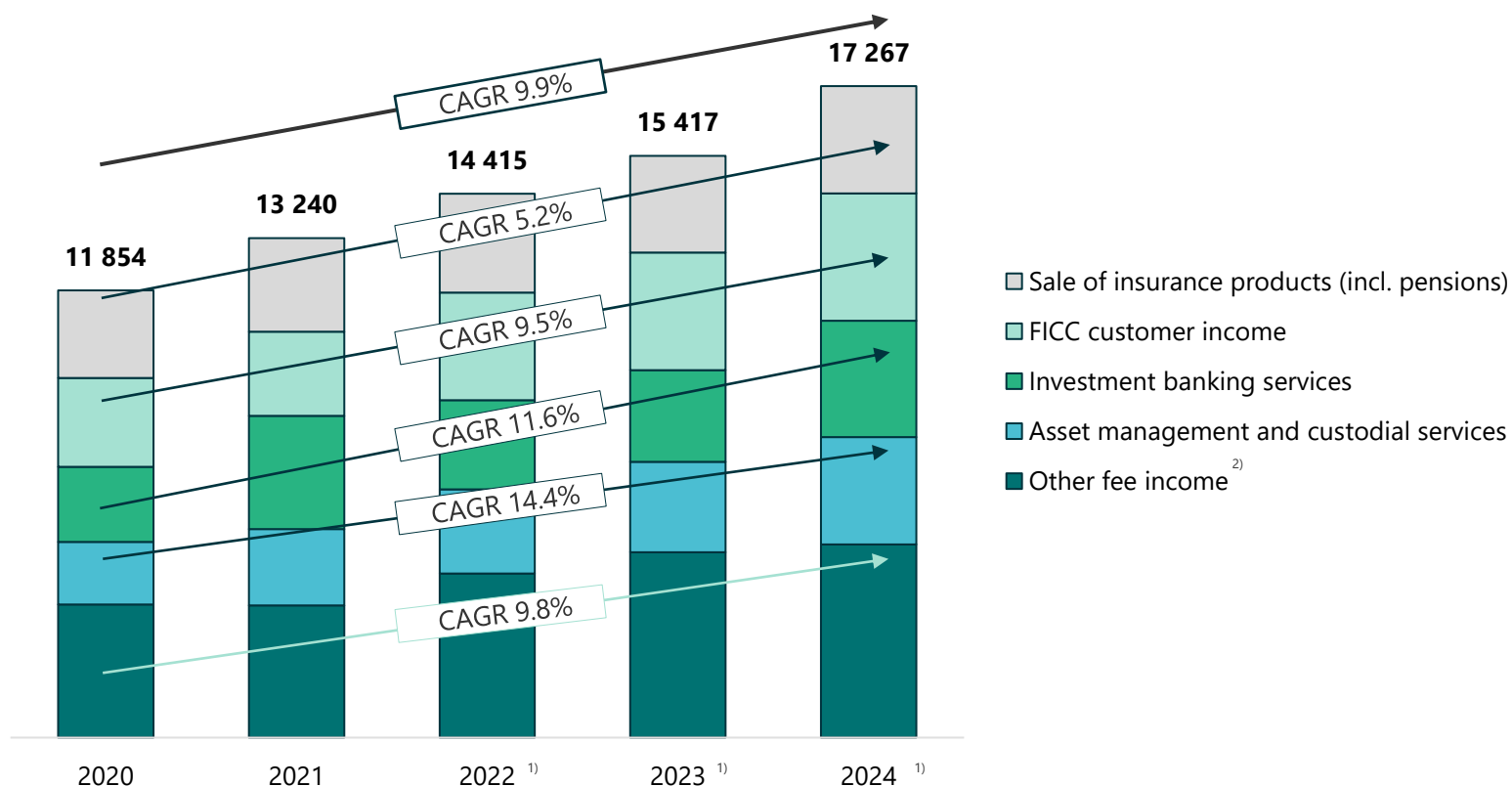


Development in NII and NIM¹⁾
(NOK bn, %)



Strengthened and diversified product offering provides solid foundation for income growth

Other operating income from customers
(NOKm)



Well position to deliver on ambition of >9% annual growth boosted by income synergies from the acquisition of Carnegie

- Strengthened position for IBD across products, industries and geographies. Continued cooperation between IBD and CC segments expected to further boost revenue generation across IB-related products.
- Well positioned to capitalize on further growth in savings and pensions through strong footprint in Norwegian market. Structural growth driven by pension reforms and generally higher awareness regarding personal savings.
- Increased customer income in DNB Markets from FICC³⁾ driven by higher volumes and competitive pricing
- Broad-based product offering ensuring recurring income from real estate broking, money transfer and banking services, guarantee commissions and sale of insurance products

Leading positions within savings and pensions supporting future growth

Leading strategic positions



No. 1 in asset management in Norway



Strong market position for pensions in corporate segment

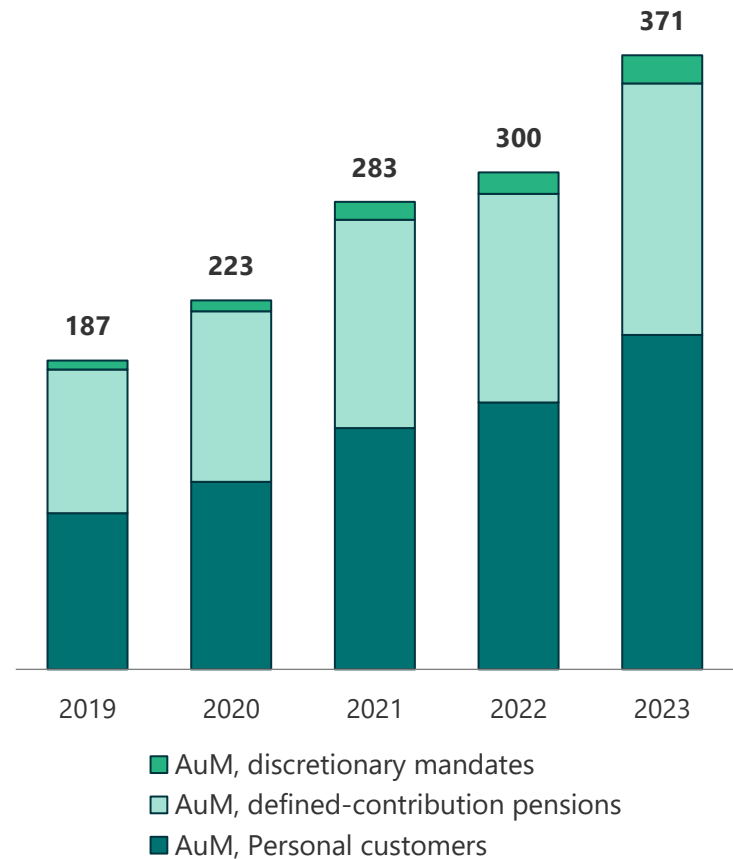


No. 1 digital savings platform for retail

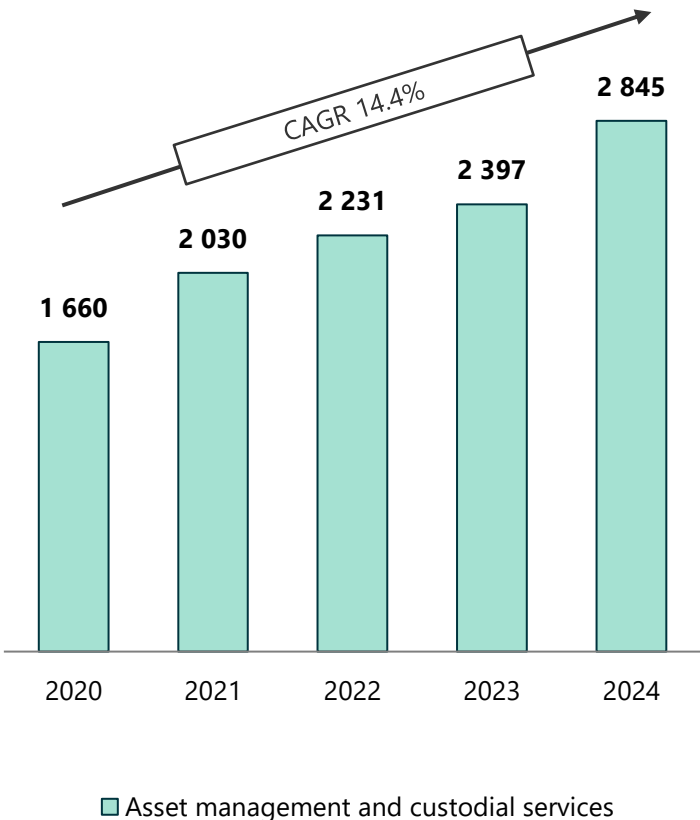


Market-leading position for Private Banking in Norway

AUM¹ from DC pensions² and savings (NOK bn)



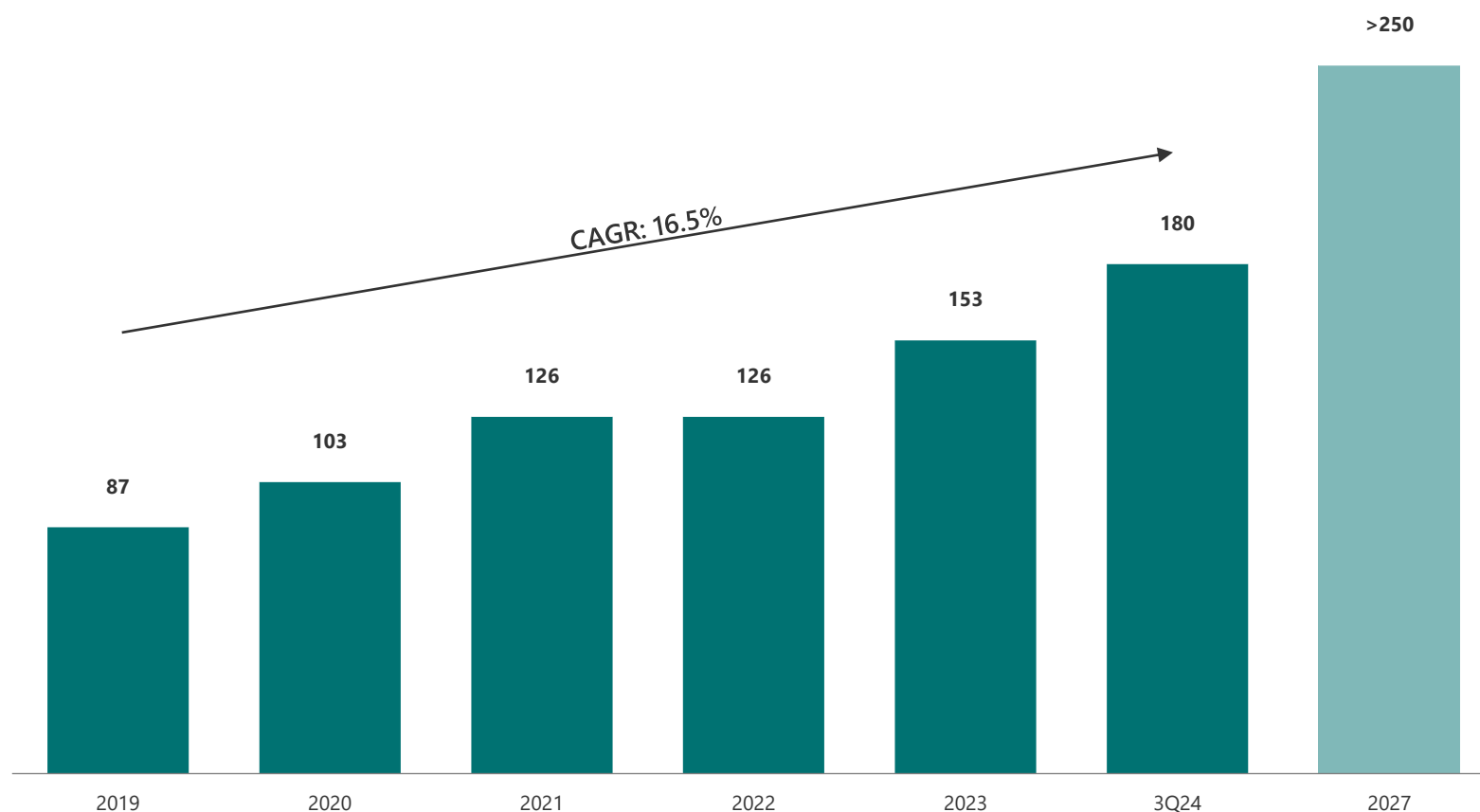
Commissions and fees (NOKm)



Strong growth in defined-contribution pensions driving recurring fee growth

Assets under management

Defined-contribution pensions, NOK billion



Defined-contribution pensions with attractive margins



Leveraging DNB's strong position in the corporate banking customers segment for efficient distribution



NOK 15 billion in annual pension savings create a platform for recurring fee growth

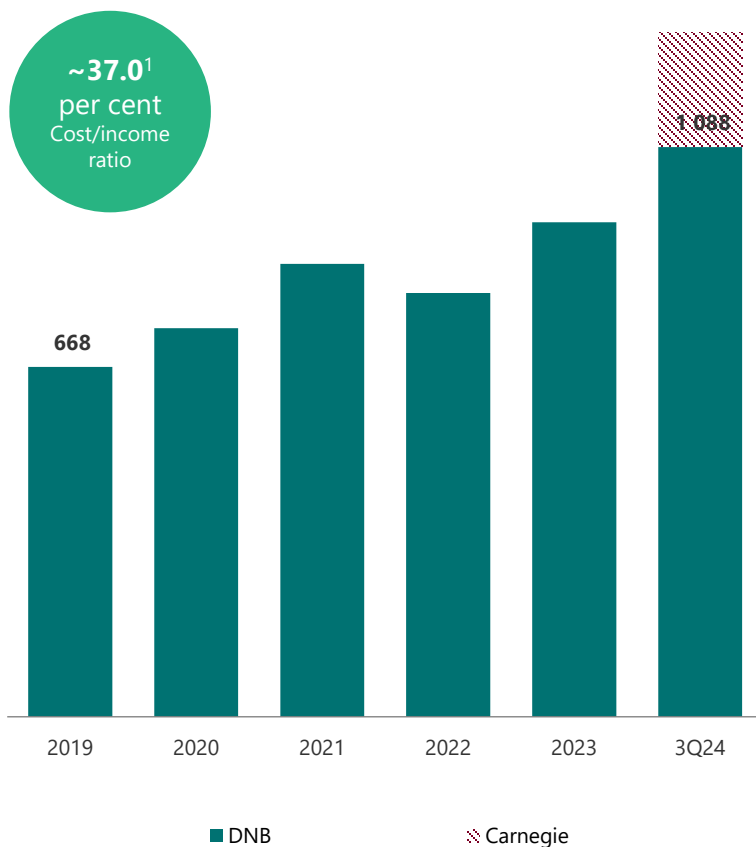


Wage growth and new customers will contribute to increased growth going forward

Asset management – scalable platform

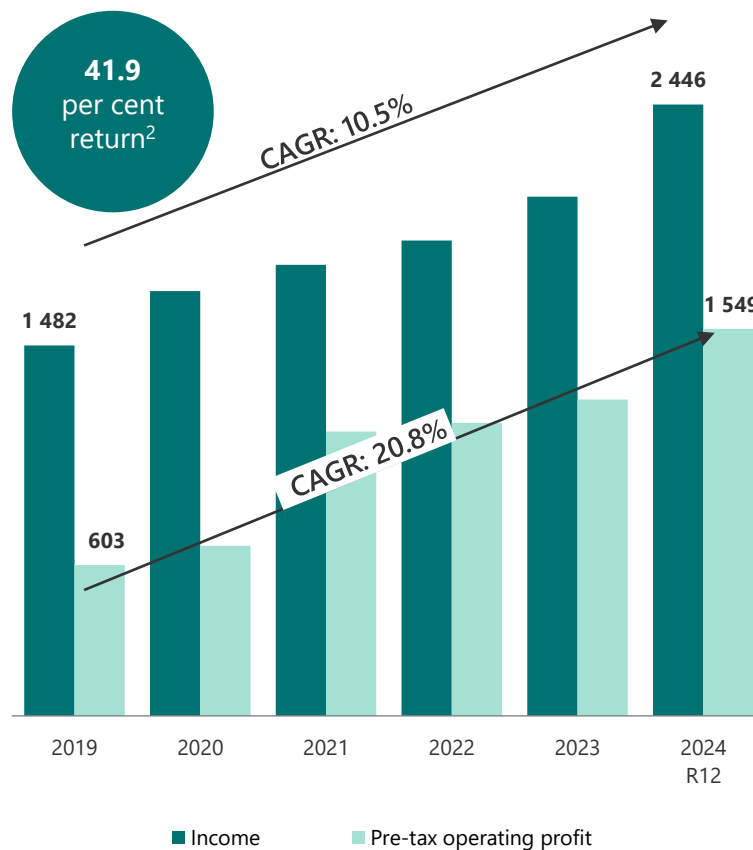
Volume growth

AUM, NOK billion



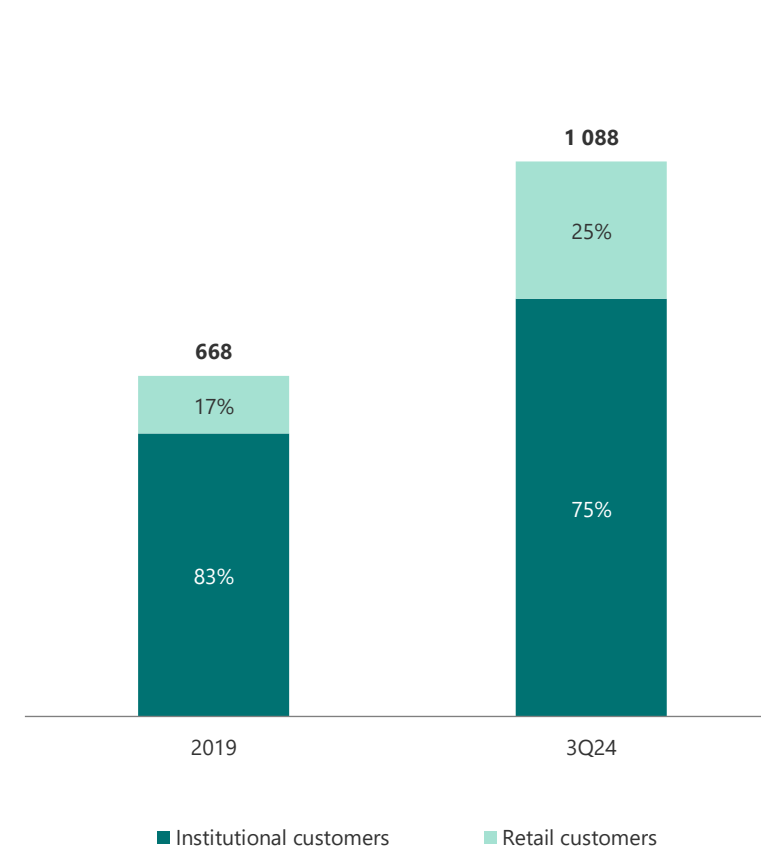
Growth in income

NOK million



Attractive development in customer mix

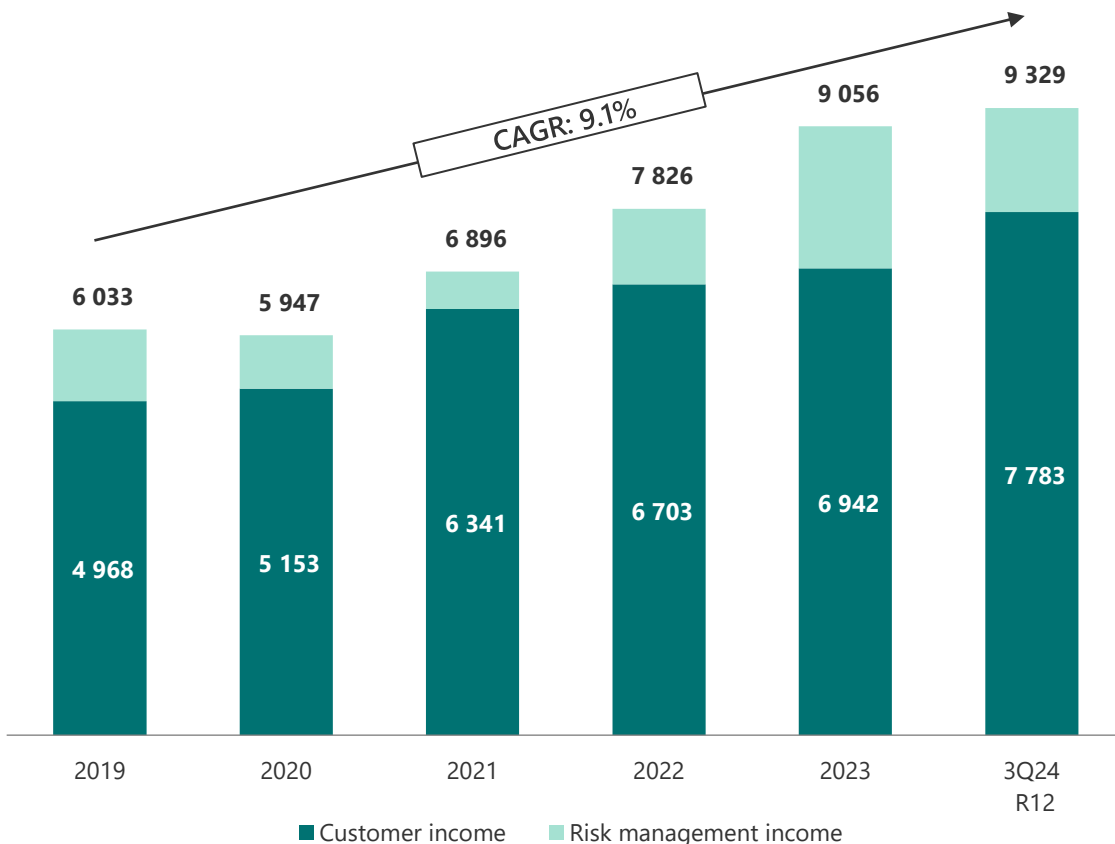
AUM, NOK billion



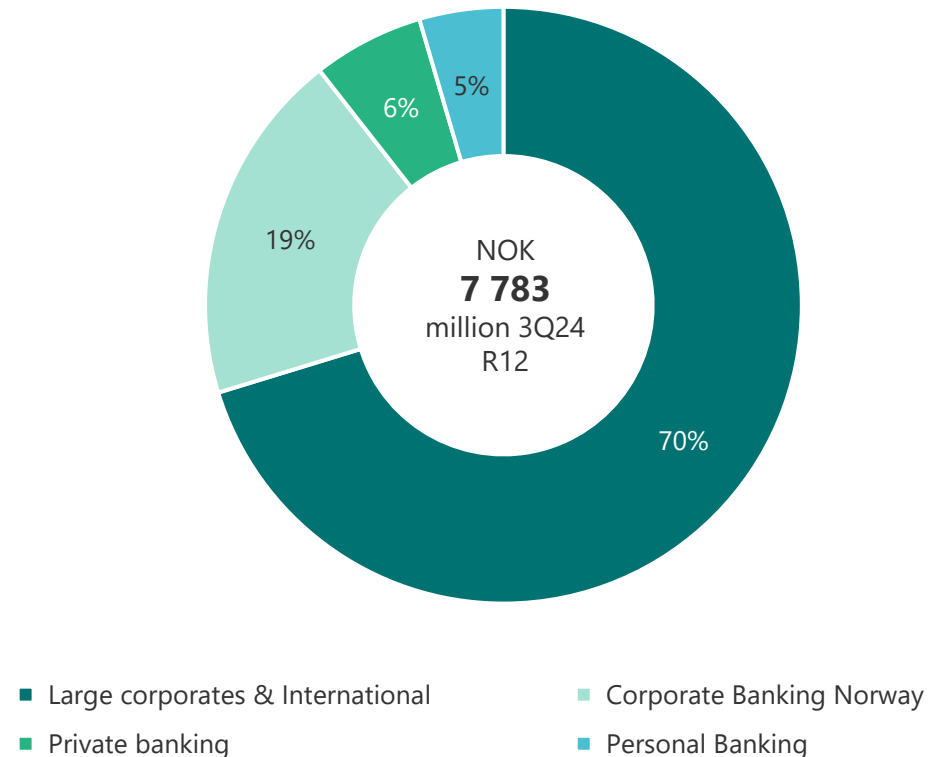
1 Per 3Q24.
2 Return on allocated capital, 2024 R12.

DNB Markets – organic growth with a focus on capital-light customer income

Total income NOK million



Markets customer income generated for business areas



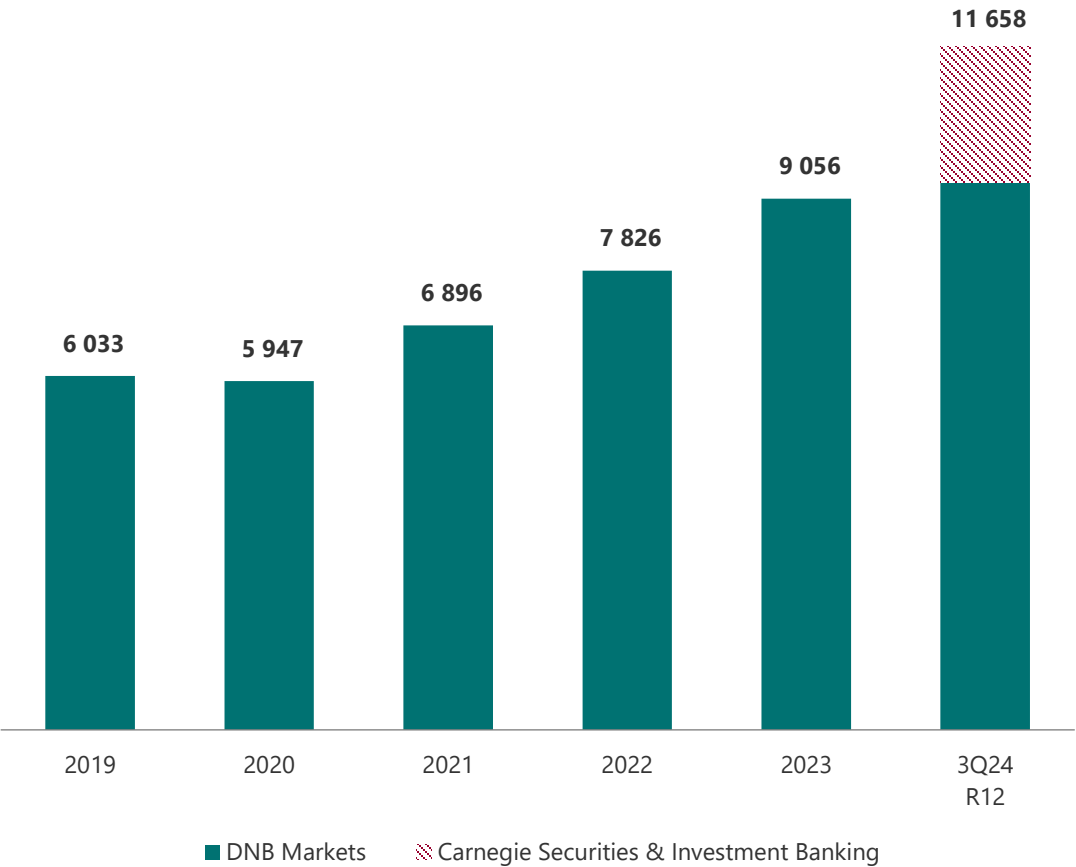
DNB Carnegie – new Nordic platform to accelerate further growth

DNB Carnegie ambitions

- 1 Positioned as a leading pan-Nordic investment bank with globally leading positions in selected sectors
- 2 Ranked no. 1 in the Nordics by customers across products, offering the best expertise and research
- 3 Combining advisory services with products for deal facilitation and derisking
- 4 The preferred bridge between Nordic and global markets with the strongest distribution network
- 5 At the front of capital markets with continuous deal flow securing unique insights for all capital sources
- 6 Agile and customer-centric, and the employer of choice

DNB Carnegie will benefit from enhanced scale

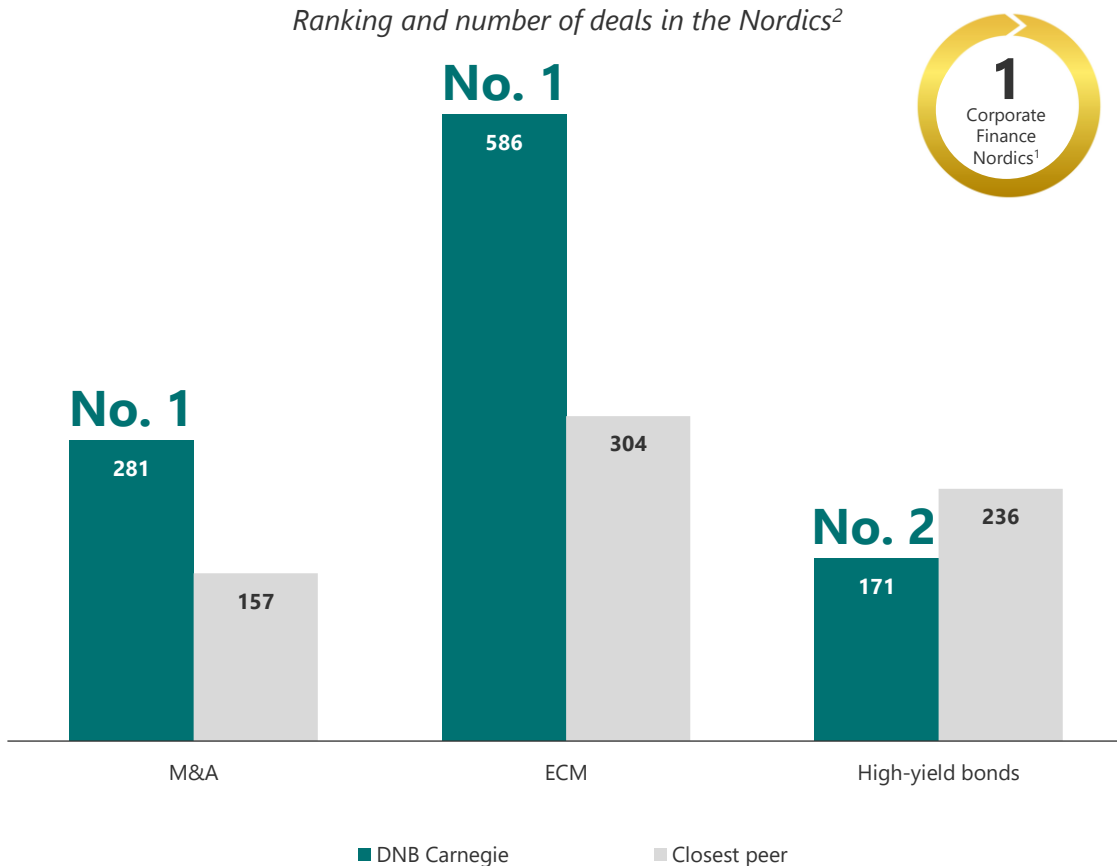
Total income in NOK million



Strong combined starting point for DNB Carnegie

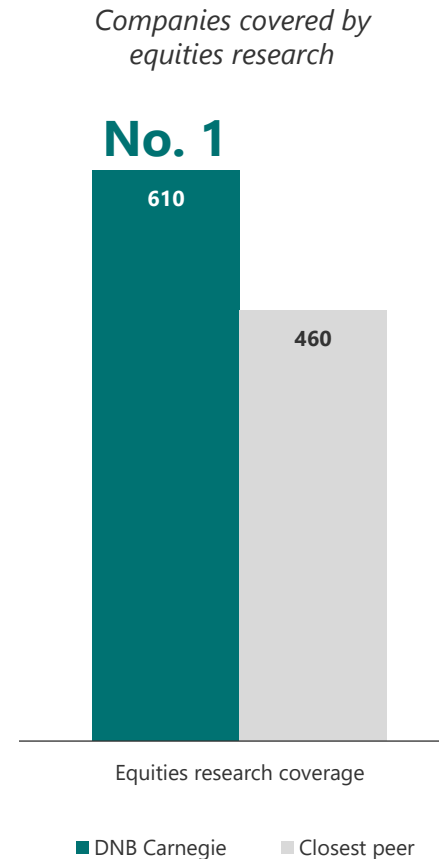
Leading position within key investment banking products

Ranking and number of deals in the Nordics²



Outstanding placing power and research coverage

Companies covered by equities research



No. 1 Equities for 9th consecutive year
No. 1 Research, advisory and execution
No. 1 Corporate access
No. 1 in 9 out of 16 sectors



No. 1 Equities for 8th consecutive year
No. 1 Research, advisory and execution
No. 1 Corporate access
No. 1 in 11 out of 19 sectors



No. 1 Equities for 7th consecutive year
No. 1 Research, advisory and execution
No. 2 Corporate access

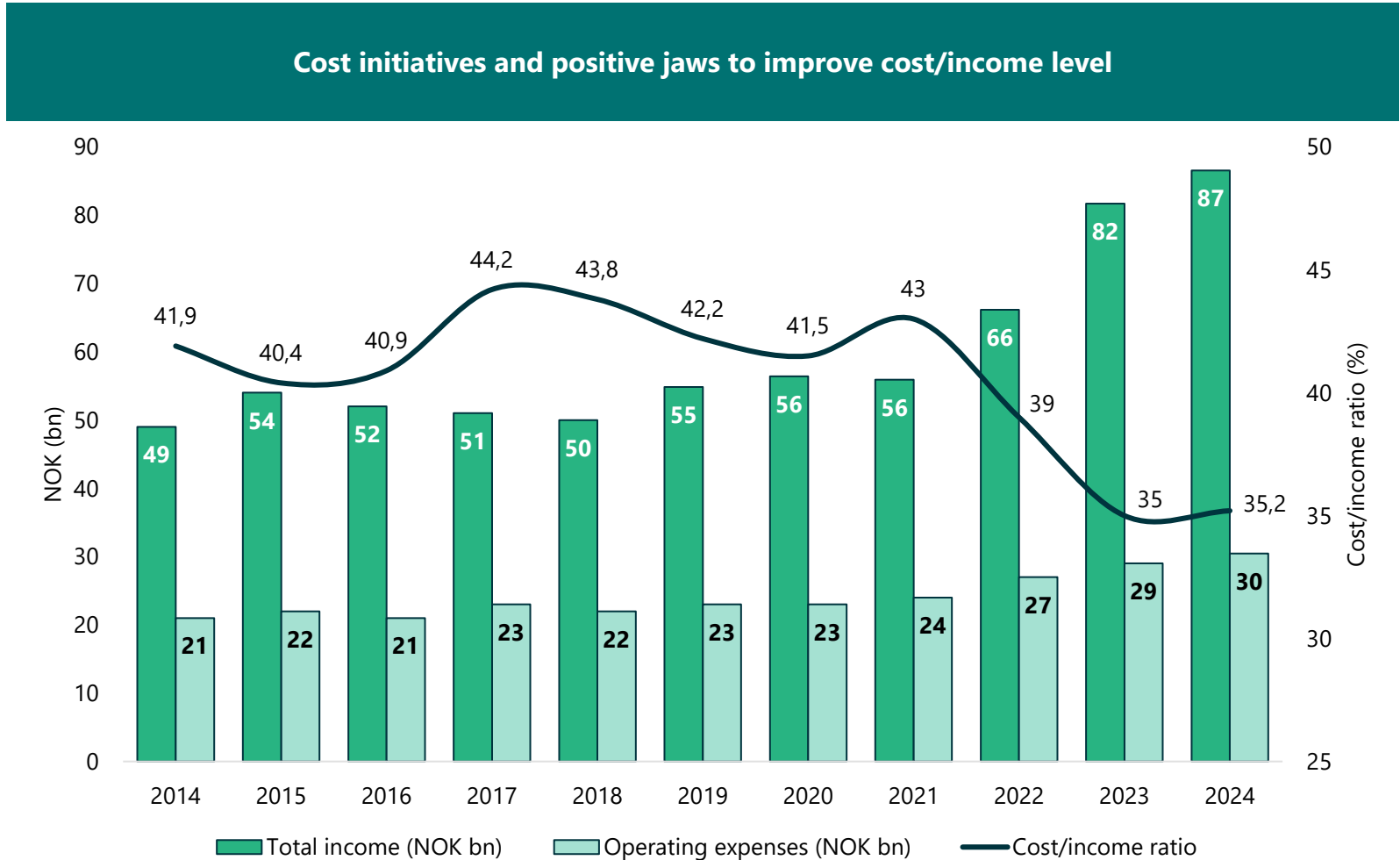


No. 1 and No. 2 in Nordic Equities

¹ Prospera 2023.

² Source: Dealogic from 1 October 2019 to 30 September 2024 (a. M&A excludes PwC, Deloitte, KPMG, E&Y and BDO, b. ECM and HY DCM include deals with role as bookrunner).

Our cost/income target below 40% stands



Committed to deliver on cost control

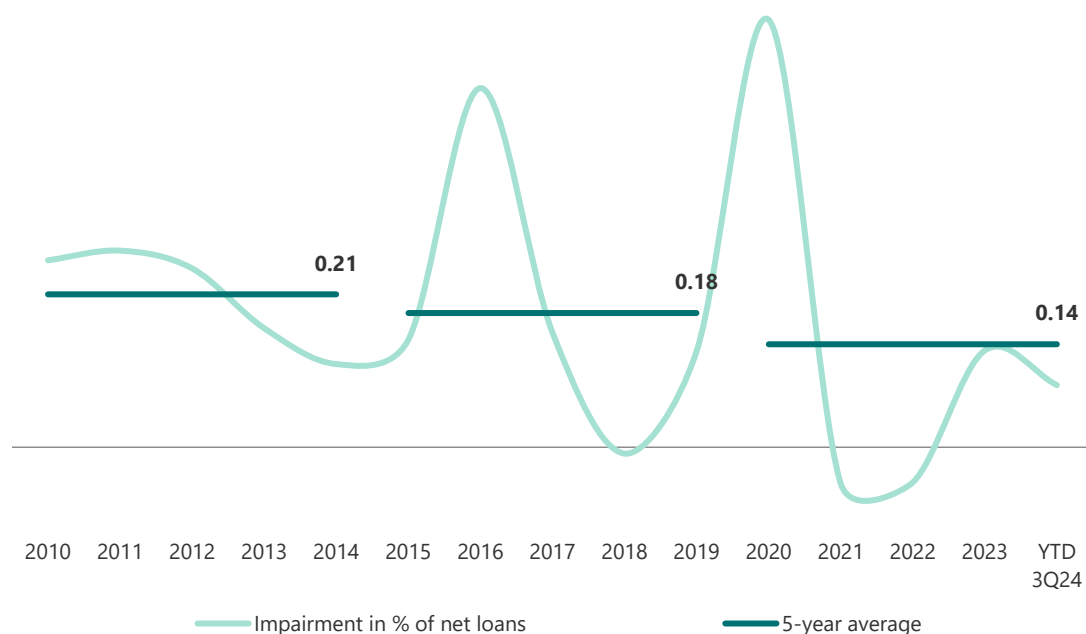
- In combination with income growth, we will execute on cost initiatives to reach our cost/income target
- Dedicated internal focus on nominal cost development and control
- Planned cost initiatives towards 2027 of NOK 3.0 bn primarily within:
 - Digitalise and automate
 - Streamline and reduce complexity
 - Leverage scale

Solid and well-diversified portfolio with proven resilience through cycles

- Portfolio rebalancing has resulted in reduced exposure towards cyclical industries
- Solid and diversified portfolio across industry segments

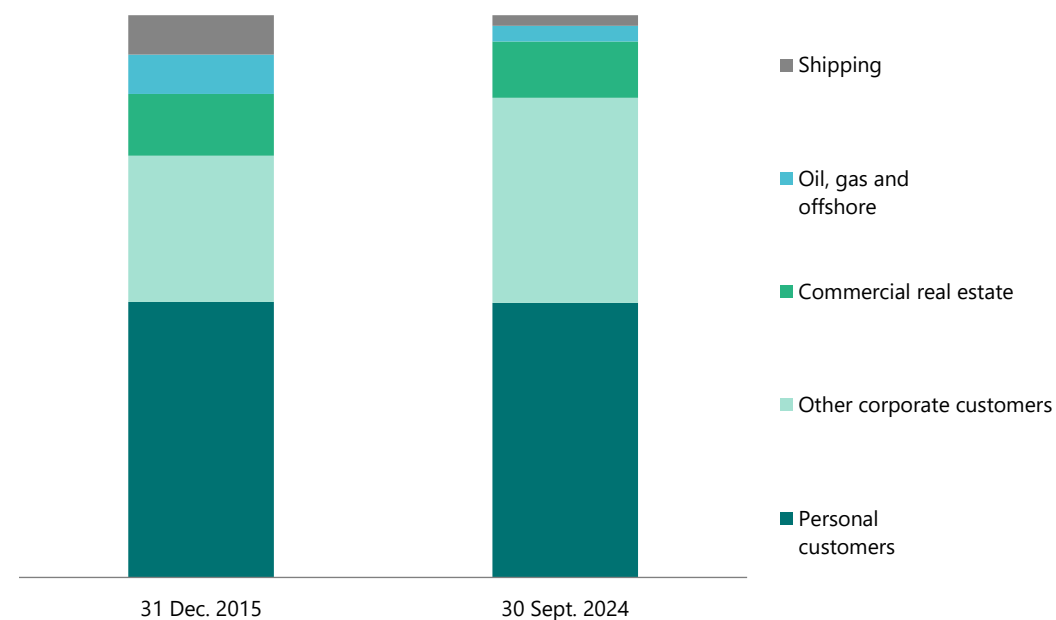
Impairment provisions 2010–2024

Per cent



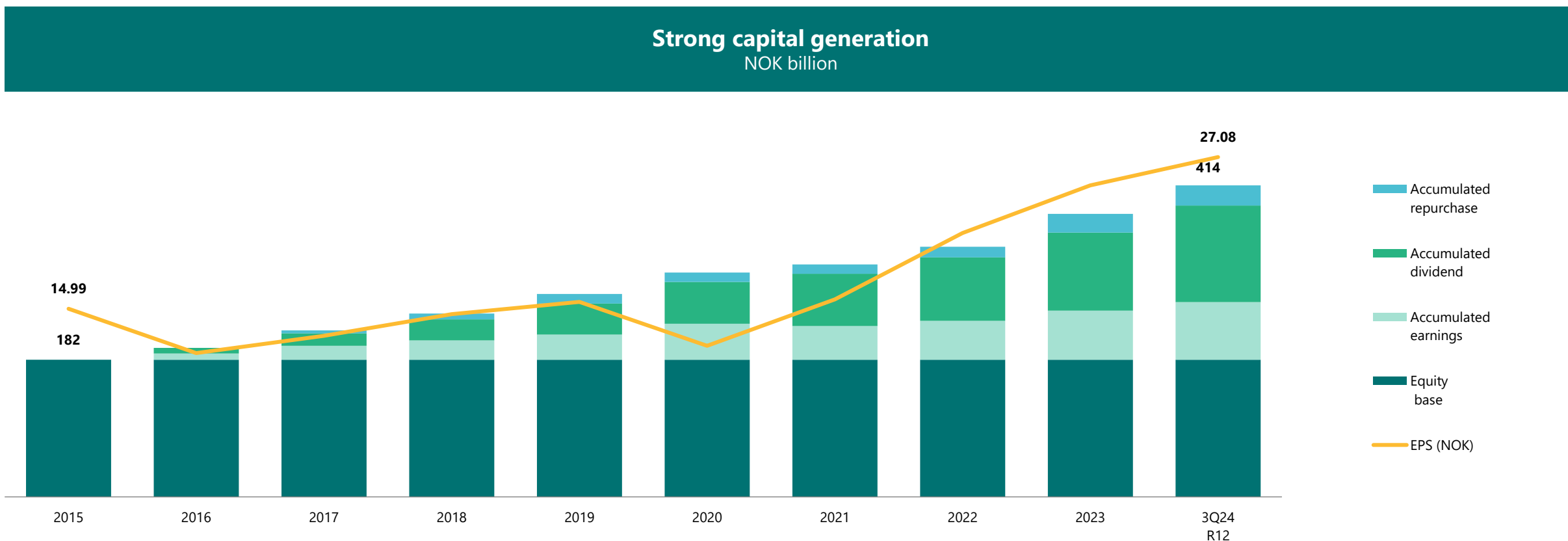
Distribution of net exposure at default (EAD) by industry segment

Per cent



Strong capital position and proven ability to deliver shareholder return

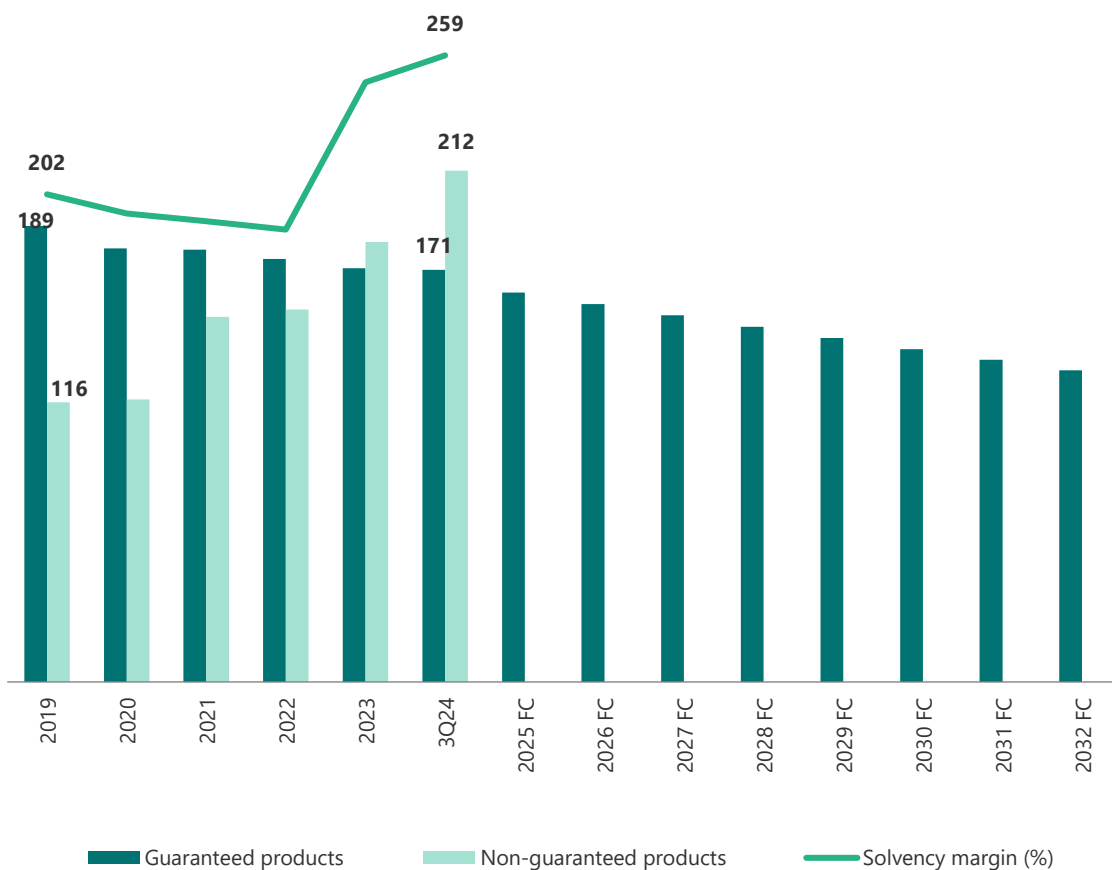
- Solid performance has generated capital of NOK 232 billion from 2015 – average increase of 9.5 per cent per year
- Near 70 per cent of total capital generation has been distributed to owners through dividends and share repurchases – retained profit invested in growth and strategic investments
- Earnings per share (EPS) almost doubled from 2015, average annual increase of 6.8 per cent



DNB Livsforsikring in solid position for dividend payout and capital repayment

Guaranteed portfolio in run-off

NOK billion, per cent



DNB Livsforsikring in solid position

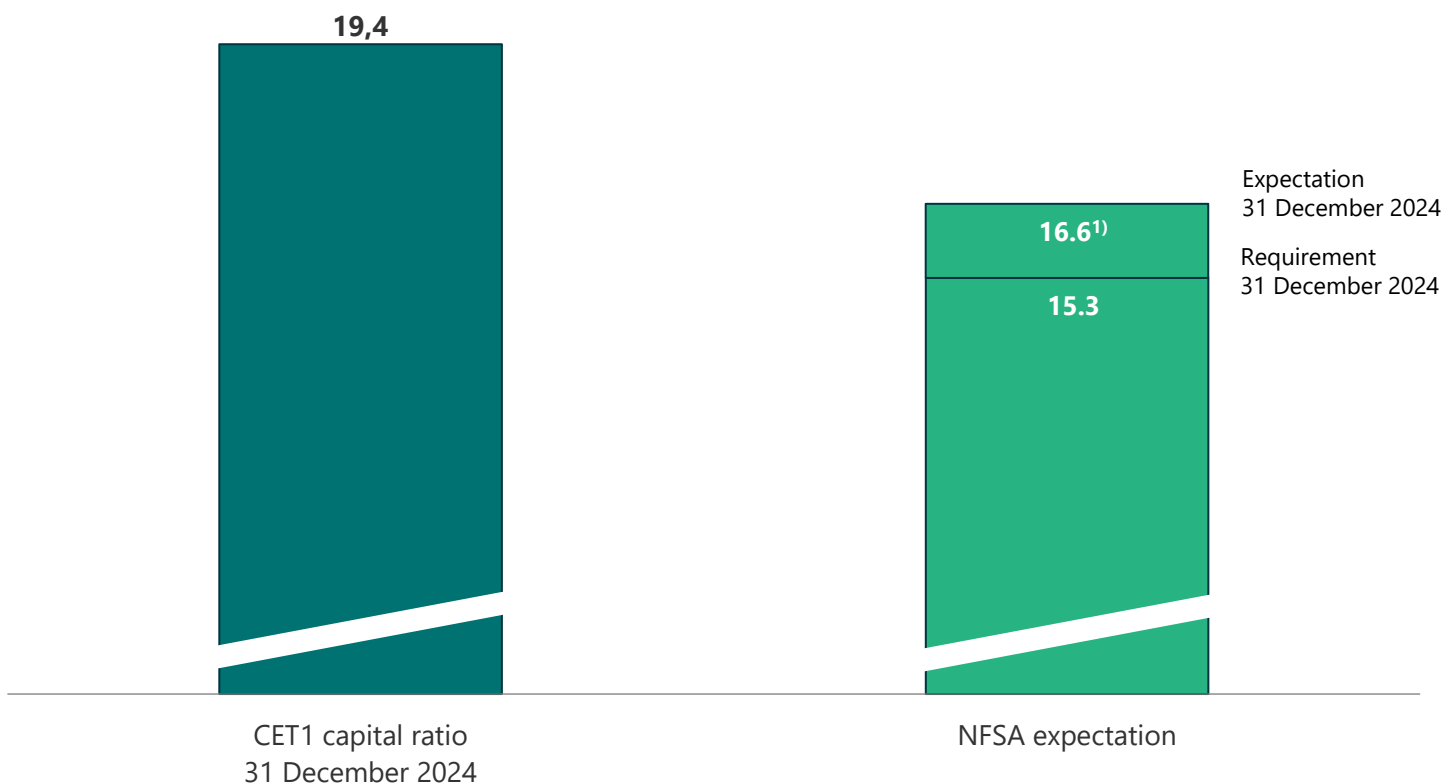
- Strengthened market position within defined-contribution pension schemes in the corporate market
- Capital-intensive guaranteed products in run-off with reduced interest rate sensitivity – return from held-to-maturity bonds fulfils 90 per cent of interest guarantee

Capital repayment and ordinary dividend

- Total payout potential (ordinary dividend and repayment of capital) of NOK 30 billion over the next 10 years – repayment subject to approval from the FSA
 - Dividend payout ratio of 100 per cent of net profits when the solvency ratio is above 140 per cent

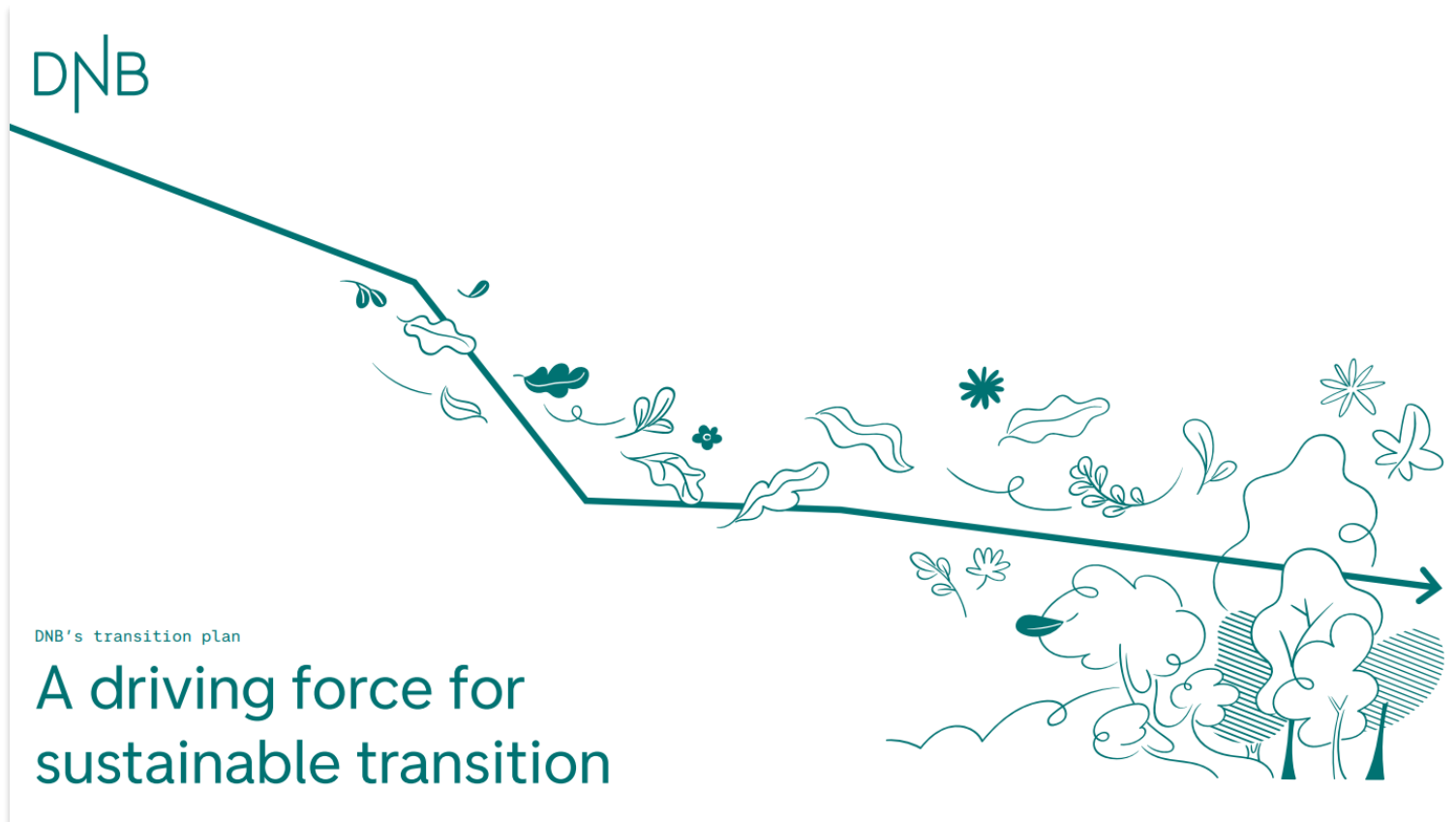
Solid capital position enables delivery on our dividend policy

CET1 capital ratio – status and expectations (%)



- CET1 capital ratio of 19.4 per cent – 280 basis-points (bps) headroom to the Financial Supervisory Authority's (FSA's) current expectation
- Future capital headwinds – CRR3: ~20 bps in Q2, Carnegie acquisition: ~120 bps in Q1 and risk weight floors on residential real estate from 1 July 2025: ~70 bps
- Board of Directors will request authorisation from the Annual General Assembly for share buy-back programs in line with previous years

DNB's transition plan



DNB finances the climate transition and sustainable value creation



DNB is a driving force for diversity and inclusion



DNB combats financial crime and contributes to a secure digital economy



Net-zero emissions by
2050
from our financing and investment activities and own operations

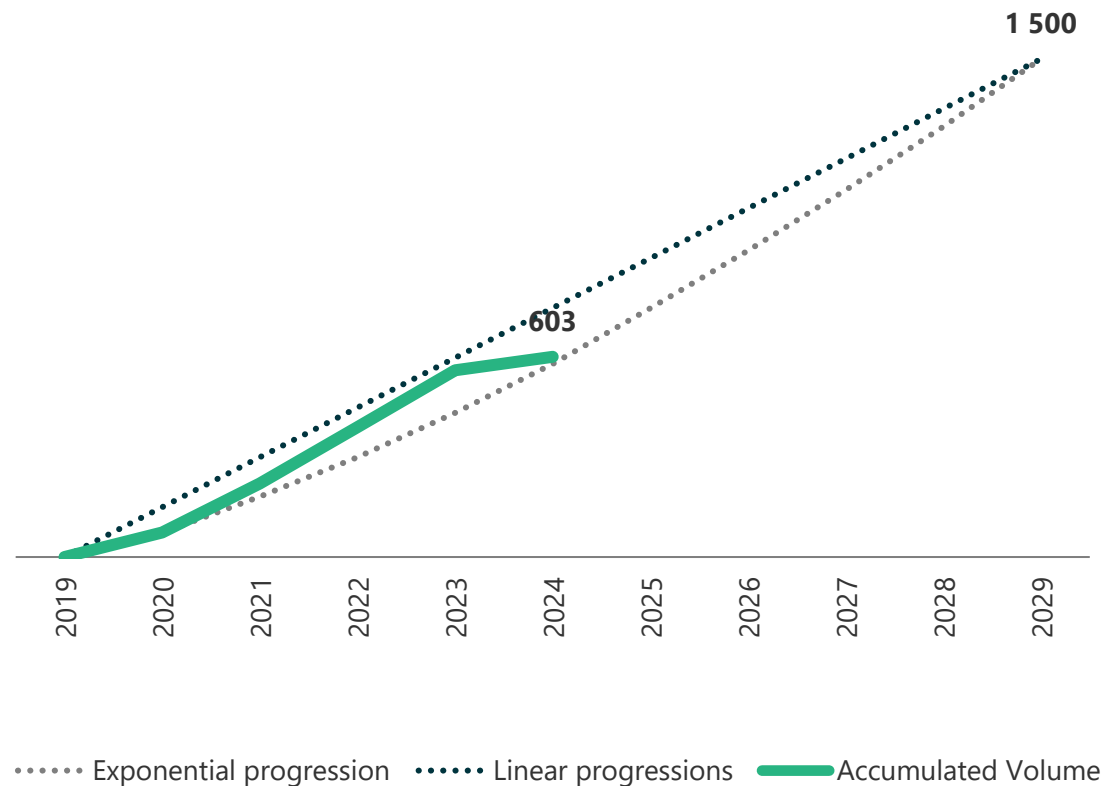
Transition plan outlining DNB's science-based targets for
2031
with specific targets within lending, investments and own operations

Finance and facilitate
NOK 1 500 billion
for sustainable activities by 2031¹

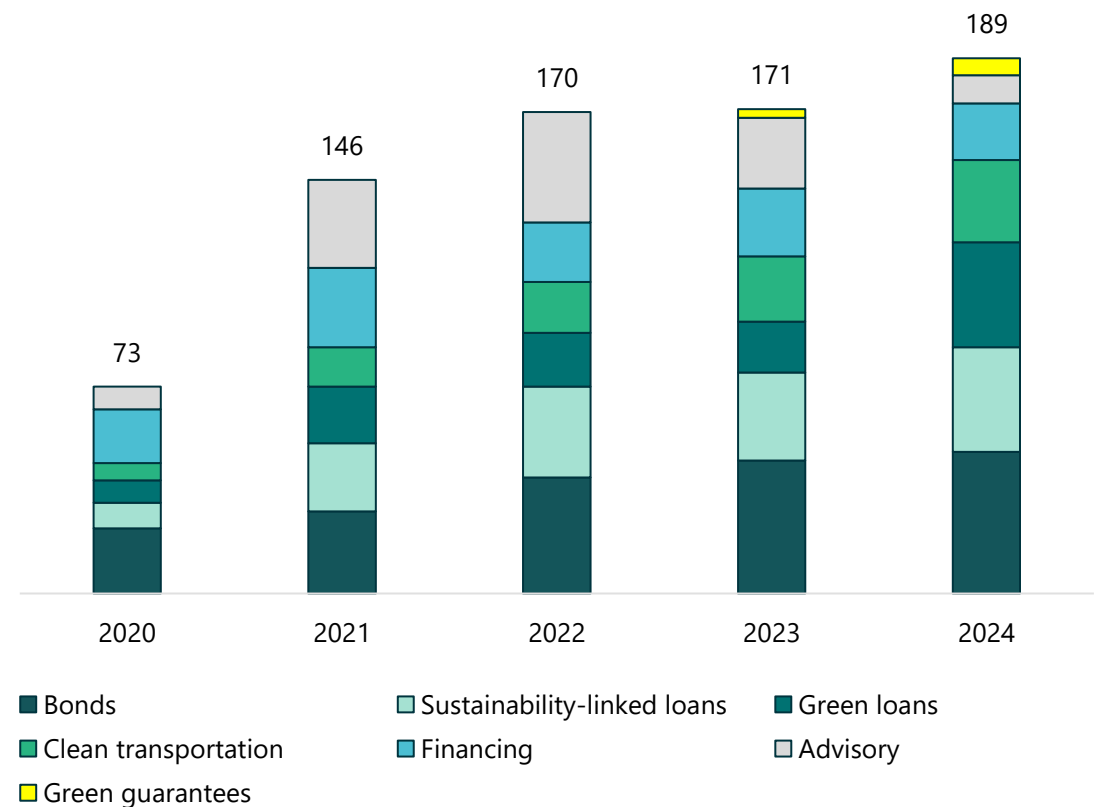
Increase the total assets in mutual funds with a sustainability profile to
NOK 200 billion
by 2025

DNB will be a driving force for a sustainable transition

On track towards financing target of NOK 1 500 bn



Sustainable activities (NOK bn)



Shareholder overview

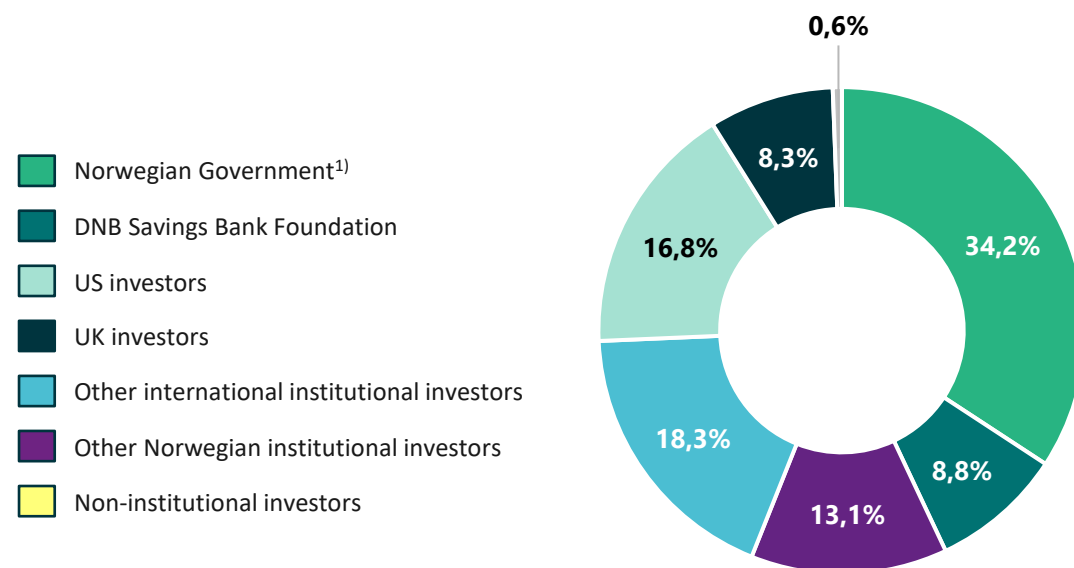
Top 20 shareholders

As at 31 December 2024

	Shares in 1 000	Ownership in %
Norwegian Government/Ministry of Trade, Industry and Fisheries	507 460	34.2
DNB Savings Bank Foundation	130 001	8.8
Folketrygdfondet	90 894	6.1
BlackRock, Inc.	57 618	3.9
Vanguard Group Holdings	40 891	2.8
Deutsche Bank AG Group	33 311	2.2
T. Rowe Price Group, Inc.	26 440	1.8
The Capital Group Companies, Inc.	25 121	1.7
Storebrand Kapitalforvaltning	23 255	1.6
Schroders PLC	21 863	1.5
State Street Corporation	19 071	1.3
DNB Asset Management AS	18 394	1.2
Ameriprise Financials, Inc.	16 543	1.1
Kommunal Landspensjonskasse	16 432	1.1
BNP Paribas, S.A.	15 939	1.1
Nordea AB	15 918	1.1
SAS Rue La Boetie	14 533	1.0
Danske Bank Group	12 272	0.8
Marathon	10 994	0.7
Svenska Handelsbanken AB	10 031	0.7
Total largest shareholders	1 106 982	74.7
Other shareholders	375 696	25.3
Total outstanding shares at the end of the period	1 482 678	100.0

Ownership according to category and nationality

As at 31 December 2024



DNB