



KVIKA

Kvika

6M 2020 Financial Results

20 August 2020

Disclaimer



This presentation and the information contained therein has been prepared by Kvika banki hf. on a best knowledge basis. Any statements or assumptions are set forth by Kvika alone and not by any third party. The first and third quarter figures presented in this presentation are based on unreviewed accounts. Forward looking statements may deviate from what is presented in this presentation, e.g. due to market conditions or other factors. Kvika does not guarantee the accuracy or completeness of the information set forth in this presentation, whether it comes from Kvika or a third party.

This presentation shall not in any way be viewed as a recommendation or solicitation to buy, hold or sell any security or to take any investment decision. The recipient is solely responsible for any investment decision taken on the basis of the information in this presentation.

Kvika does not assume any liability whatsoever for any direct or consequential loss or damage arising from any use of this presentation or its contents. Kvika is not obliged to make amendments or changes to this publication or to submit further information, should errors be discovered or opinions or information change.

Copyright of this presentation and its contents is the property of Kvika.

Highlights 6M 2020



Profit of ISK 924 million (pre-tax ISK 1,016 million) for 6M 2020 with return on equity of 11.8%

Above budget for the period and solid second quarter with return on equity of 15.1%



Strong financial position with CAD ratio of 26.2% (26.7% excl. expected dividends)

Regulatory requirement at end of the period was 20.6%



Liquidity coverage ratio (LCR) 221%

Significantly higher than both regulatory requirement and long term target



COVID-19 impact

Gross direct financial impact estimated at negative ISK 500 million, excluding significant opportunity cost of defensive measures in operating costs, revenue and balance sheet composition



Assets under management at ISK 514 billion

AuM increases by ISK 88 billion from year-end 2019, mainly driven by UK operations



Successful divestment of Korta

Acquired by UK based Rapyd



Letter of intent to acquire Netgíró

Fintech focused lending company

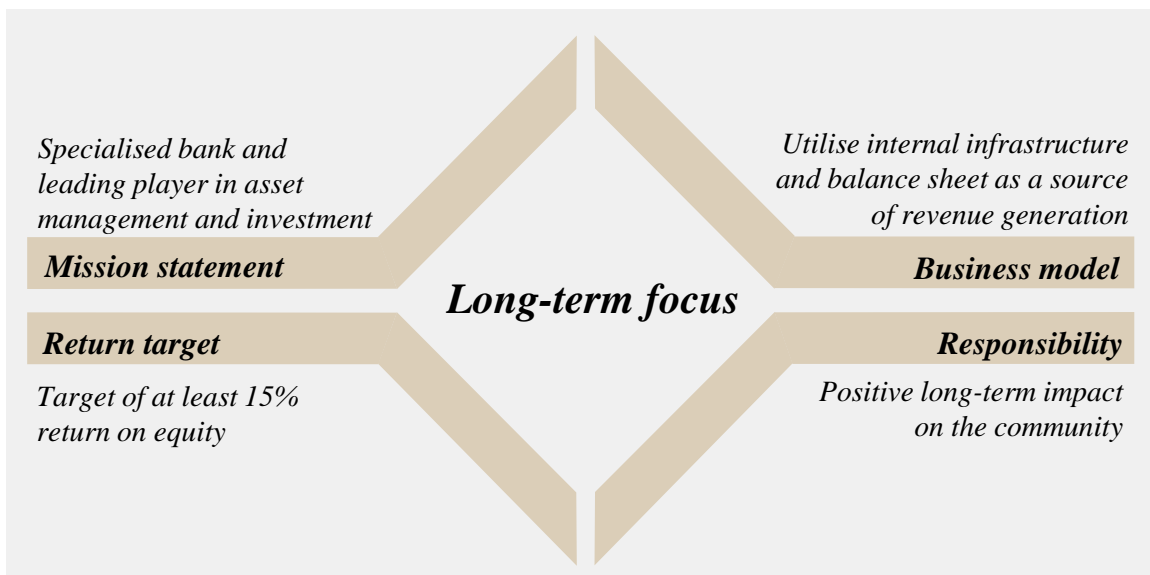


Revised pre-tax earnings forecast of ISK 1,700 - 2,300 million for 2020 remains intact

Estimated return on equity of 11% - 15%

Diversified business model

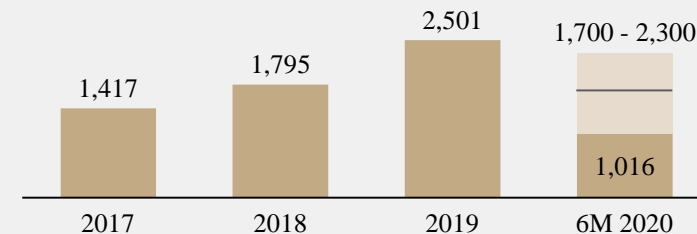
Transparent strategy



PROFIT BEFORE TAX

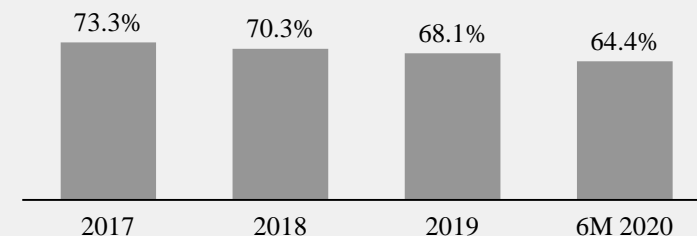
ISK m.

Budget 2020 PBT



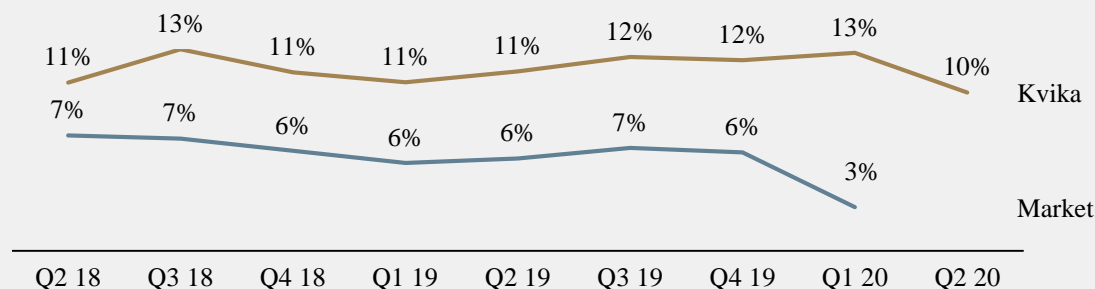
COST-INCOME RATIO

(%)



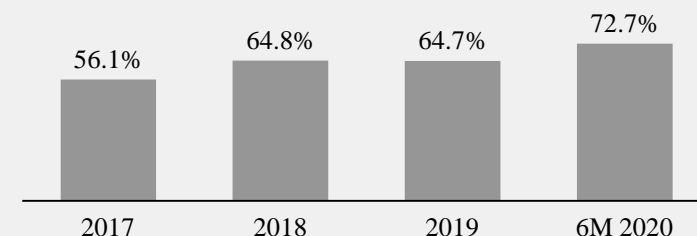
PBT TTM / MARKET CAPITALISATION

Market are companies listed on Nasdaq Iceland main market. PBT TTM / market cap is calculated for each company on Nasdaq Iceland and then weighted by the market cap of each individual company to display the Market



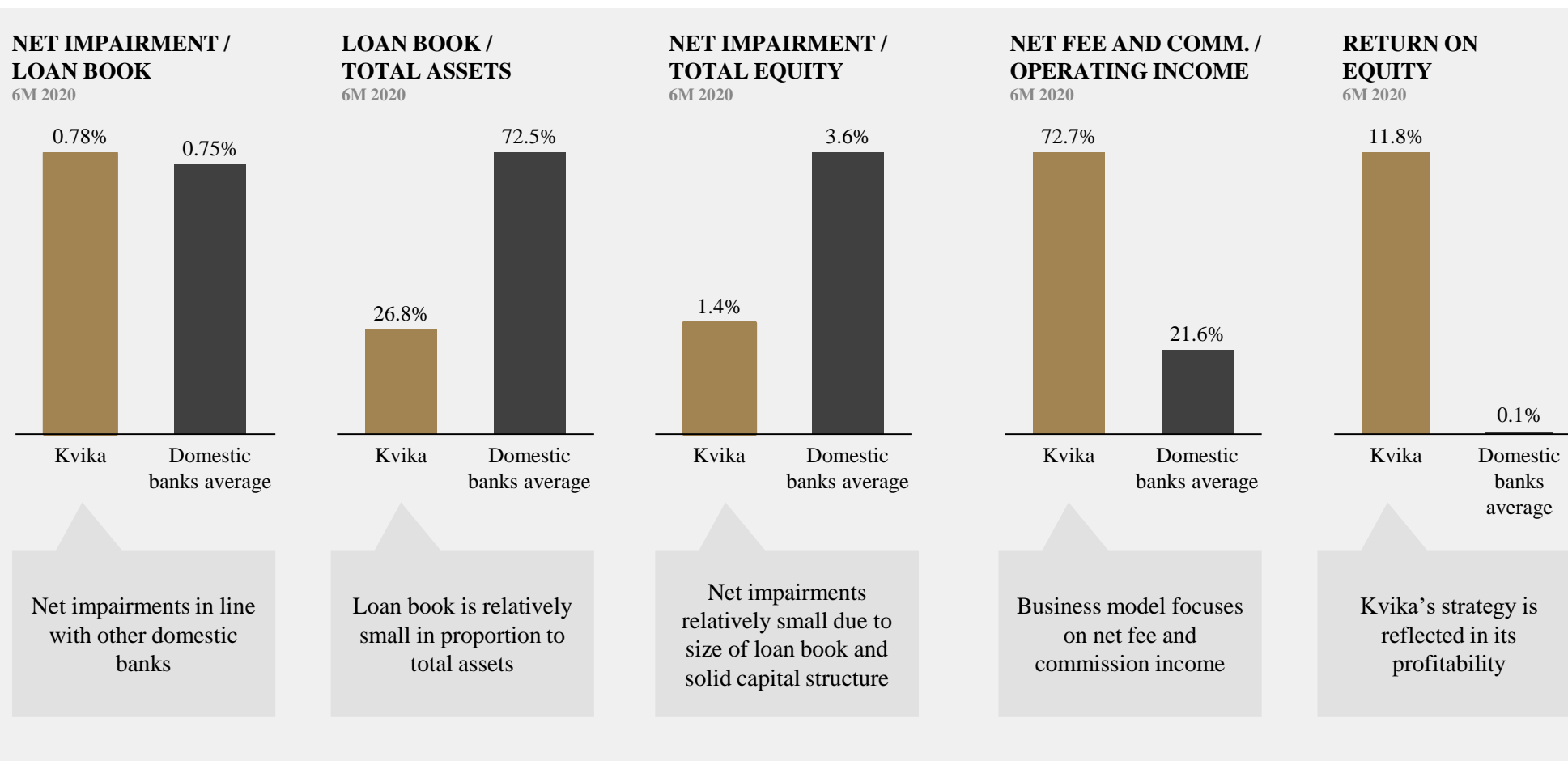
NET FEE AND COMMISSION INC. % OF OPERATING INC.

(%)



Strategic focus

Diversified income across segments basis of a profitable period



Source: 6M 2020 Financial statements. Note: calculations on presented items may vary between companies. Kvika's net impairments include changes in loans to customers as measured at fair value through profit or loss in net financial income. Domestic banks consist of Arion, Landsbankinn and Íslandsbanki

Transfer of asset management operations

Strategic focus on asset management



- Assets under management have grown substantially in recent years, most recently through internal growth and UK operations
 - With the addition of the secured credit fund raised in July assets under management will increase by ISK 19.5 billion (resulting in total AuM of ISK 534 billion)
- Transfer of asset management division of the bank to Júpíter (fund management company owned by Kvika) in final stages
 - Júpíter will be branded Kvika eignastýring (Kvika Asset Management)
- Primary objectives in transferring asset management operations:
 - Strategic focus
 - Increased transparency
 - Increased service and product offering to customers
 - Rationalisation and increased efficiency in operations

Kvika eignastýring hf., subsidiary of Kvika banki hf.



Fund management

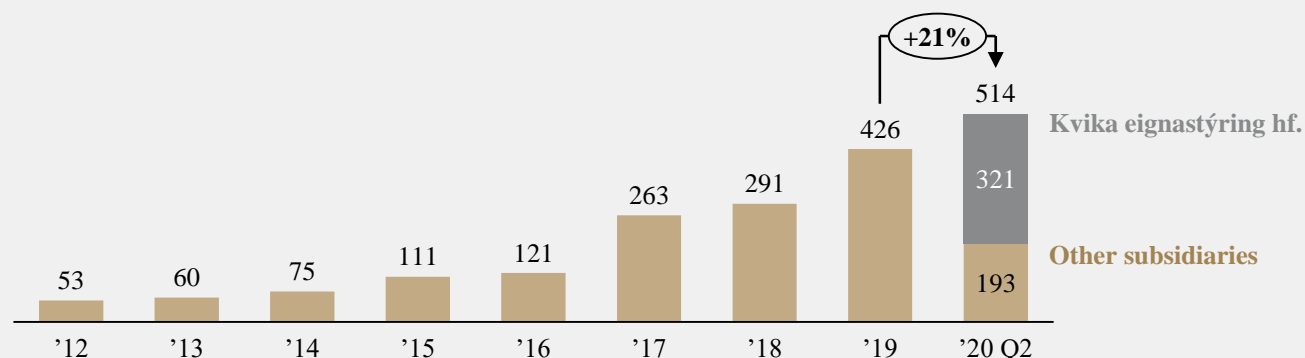
Private banking

Institutional investors

Private equity

ASSETS UNDER MANAGEMENT

ISK billion



Internal growth every year since 2012, accounting for 33% of AuM increase over the displayed period

Kvika eignastýring hf. will hold approximately ISK 321 billion of assets under management (as at 30.06.2020)

UK operations

Newly formed subsidiary of KSL increases AuM by £394 million / ca. ISK 67 billion



UK HIGHLIGHTS

- Focus on corporate advisory and fund and asset management with 22 employees in total
- Existing projects have remained on track
 - Care home portfolios have displayed remarkable financial resilience throughout the crisis, performing significantly ahead of projections
- Total assets under management at mid-year 2020 £453 million (ca. ISK 77 billion)

ESTABLISHMENT OF KKV



- KKV Investment Management Ltd, a fund management subsidiary of Kvika Securities Ltd. (KSL), was in June appointed the investment manager of two British secured loan funds following a competitive manager selection process
 - Short-term focus is on restructuring and maximizing the value of the fund's non-performing assets, which have been the cause of write-downs of NAV and sizable discount in market price in recent months
- Over 75% of the total UK staff are KKV employees
- The two funds form a platform from which to expand Kvika's asset management operations in the UK and Europe, focusing on the rapidly growing sector of alternative credit and private lending

UK OPERATIONS AT A GLANCE

Strong growth in recurring revenues

£453m
AuM

Platform to grow UK asset
management

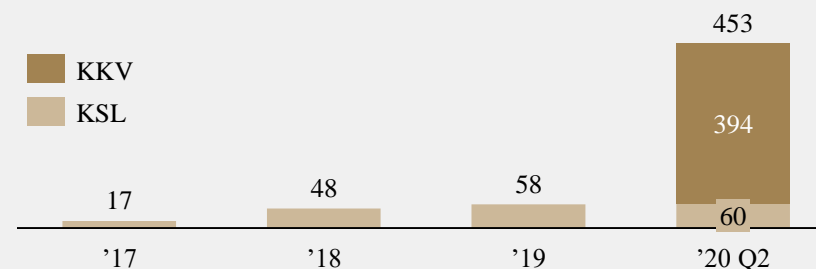
6
Funds and investment
projects managed

Experienced team with extensive
sales network

22
Employees

DEVELOPMENT OF UK ASSETS UNDER MANAGEMENT

GBP million





Financials

Solid performance in adverse market conditions



Income statement / Q2

Return on equity 15.1% during the quarter

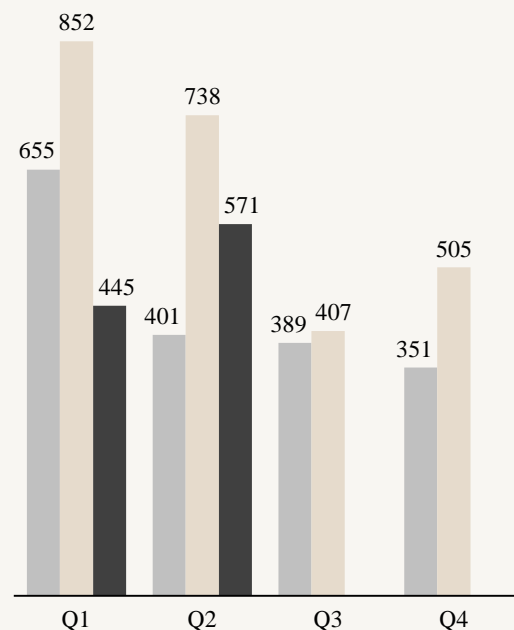


PRE-TAX PROFIT

ISK m.

Solid quarter despite COVID-19 impact

'18 '19 '20

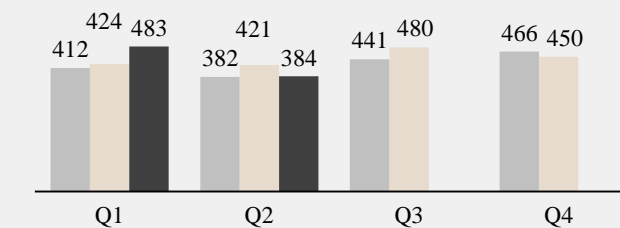


NET INTEREST INCOME (NII)

ISK m.

NII affected short-term by policy rate cuts, offset by NFI

'18 '19 '20

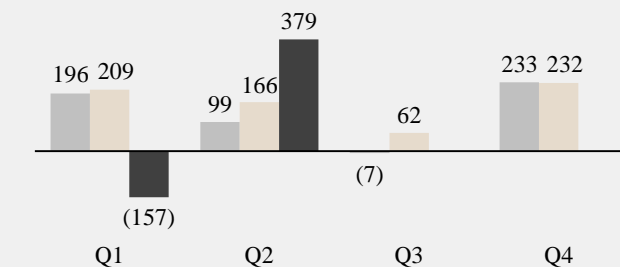


NET FINANCIAL INCOME (NFI)

ISK m.

Positive impact on NFI due to treasury holdings for hedging against policy rate cuts

'18 '19 '20

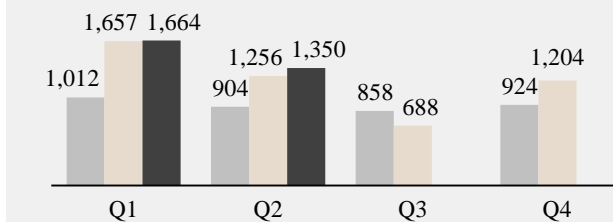


NET FEE AND COMMISSION INCOME (NFC)

ISK m.

Recurring NFC provide stability

'18 '19 '20

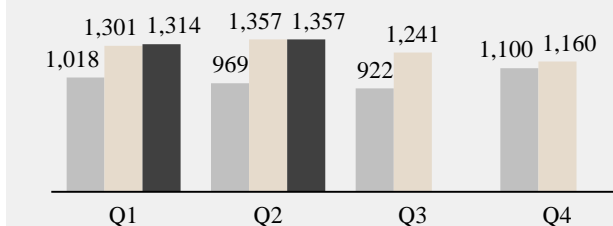


OPERATING EXPENSES (OPEX)

ISK m.

OPEX in line with expectations

'18 '19 '20



Income statement / 6M 2020

Return on equity 11.8% during the period



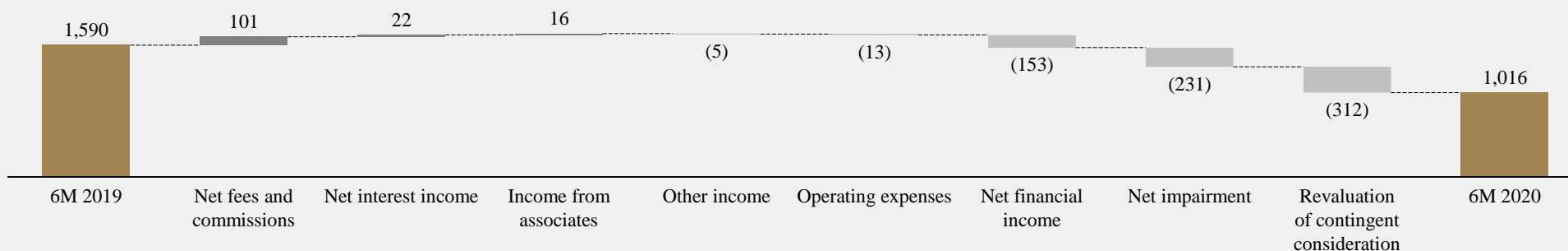
- Profit for the period amounted to ISK 924 million, net financial income increased profit while net impairment negatively impacted results
- Corresponding to an annualised 11.8% return on equity
- Net interest income increased 2.6% year-on-year despite temporary negative effects of cuts in policy rate
- Net fee and commission income ISK 3,014 million, an increase of 3.5% year-on-year
- Operating expenses ISK 2,671 million and increased 0.5% year-on-year in line with expectations
- Net impairments ISK 209 million largely related to COVID-19 impact
- Net financial income ISK 222 million

INCOME STATEMENT

ISK m.	6M 2020	6M 2019
Net interest income	868	846
Net fee and commission income	3,014	2,912
Net financial income	222	374
Income from associates	(11)	(27)
Other income	55	60
Net operating income	4,147	4,165
Operating expenses	(2,671)	(2,658)
Net impairment	(209)	22
Revaluation of contingent consideration	(252)	60
Pre-tax profit	1,016	1,590
Taxes		
Income tax	(37)	(52)
Special tax on financial activity and institutions ¹⁾	(55)	(83)
After-tax profit	924	1,455
Earnings per share (EPS)	0.47	0.79
Diluted EPS	0.44	0.68

PRE-TAX PROFIT BRIDGE

FROM 6M 2019 to 6M 2020 ISK m.



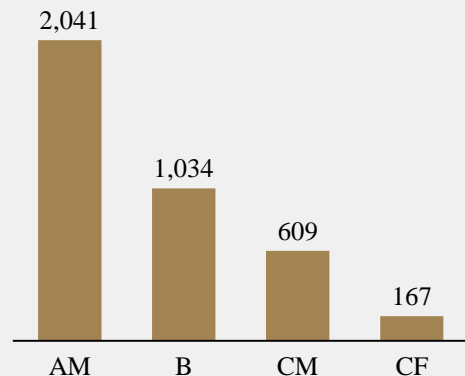
1) Special tax on financial activity ISK 25 million and special tax on financial institutions ISK 30 million for 6M 2020

Strategic focus on fee and commission income

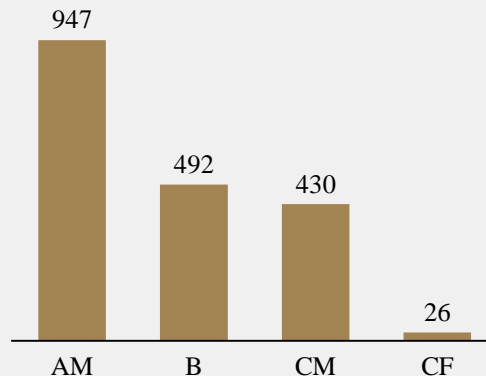
Continued increase in recurring income



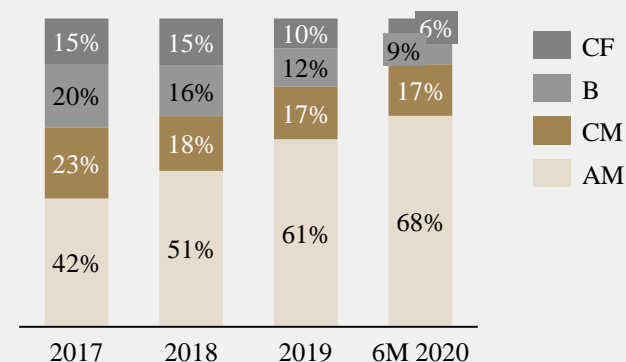
NET OPERATING INCOME
BY SEGMENT / 6M 2020 ISK m.



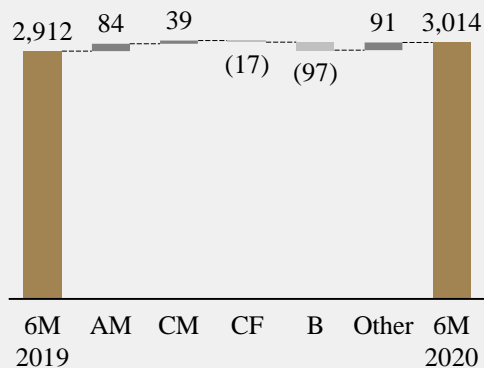
PROFIT OR LOSS BEFORE COST ALLOCATION
BY SEGMENT / 6M 2020 ISK m.



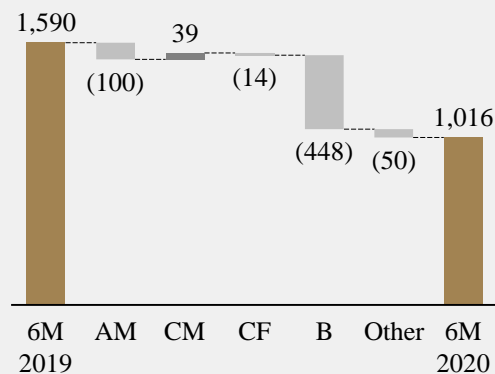
NET FEE AND COMMISSION INCOME SPLIT
FROM 2017 to 6M 2020 (%)



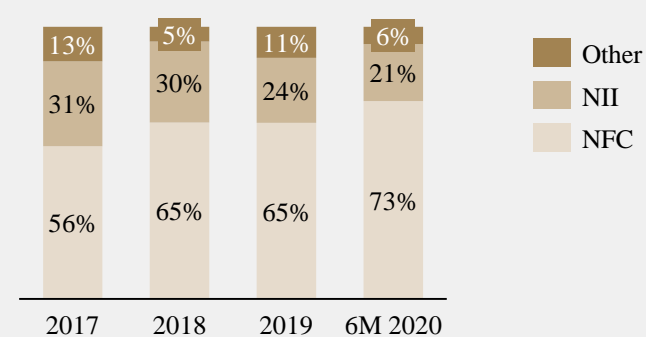
NET FEE AND COMMISSION INCOME
SEGMENT / FROM 6M 2019 to 6M 2020 ISK m.



PROFIT OR LOSS BEFORE COST ALLOCATION
SEGMENT / FROM 6M 2019 to 6M 2020 ISK m.



NET OPERATING INCOME SPLIT
FROM 2017 to 6M 2020 (%)



B = Banking
AM = Asset Management
CF = Corporate Finance
CM = Capital Markets

NII = Net interest income
NFC = Net fee and commission income

Assets

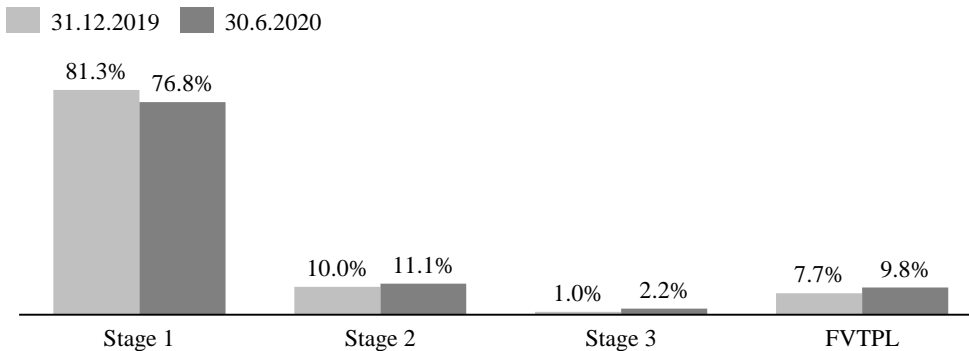
Significant increase in liquid assets



- In total, liquid assets amount to ISK 63.1 billion or 56% of total assets and 103% of all deposits from customers
 - Cash and balances with the Central Bank at ISK 26.9 billion
 - Other liquid assets include ISK 24.5 billion in government backed securities and ISK 11.7 billion of other listed securities
 - The bank has reclassified ISK 17.6 billion of government bonds at fair value through other comprehensive income in response to changed cash management environment
- Financial instruments ISK 41.1 billion of which ISK 11.2 billion are for hedging
- Loans to customers increased ISK 0.2 billion from year-end 2019
 - The weighted average duration of the loan book was 1.53 year at the end of the period

CREDIT QUALITY OF LOAN BOOK ¹⁾

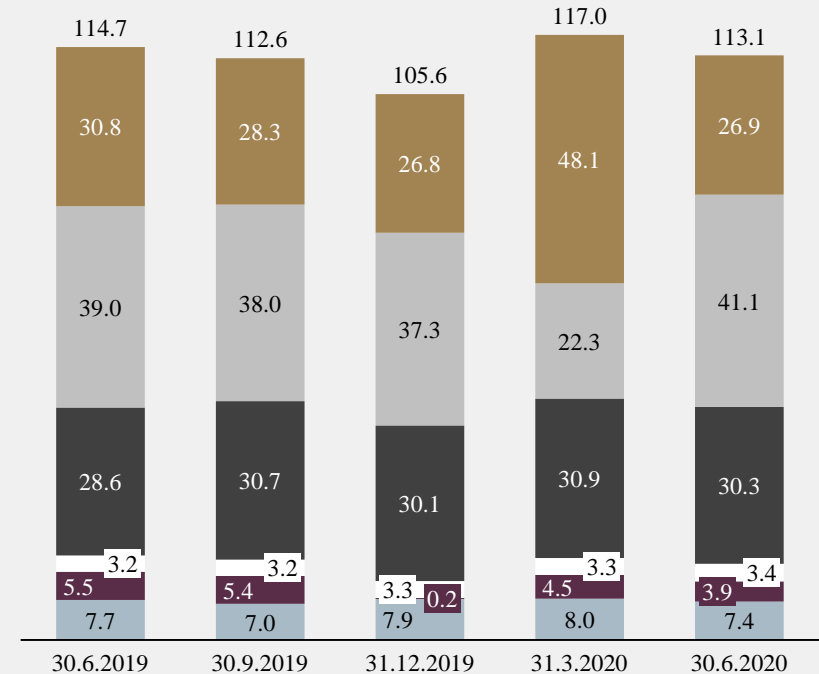
31.12.2019 and 30.06.2020



ASSETS

30.06.2019 to 30.06.2020 ISK bn.

- Cash and balances with Central Bank
- Financial instruments
- Loans to customers
- Intangible assets
- Unsettled transactions
- Other assets ²⁾



1) Credit quality based on IFRS 9. Gross carrying amount by rating class / Total gross amount

2) Other assets include Investment properties, Investment in associates, Property and equipment, Deferred tax assets, Accounts receivable, Right of use assets, Sundry assets and Assets classified as held for sale

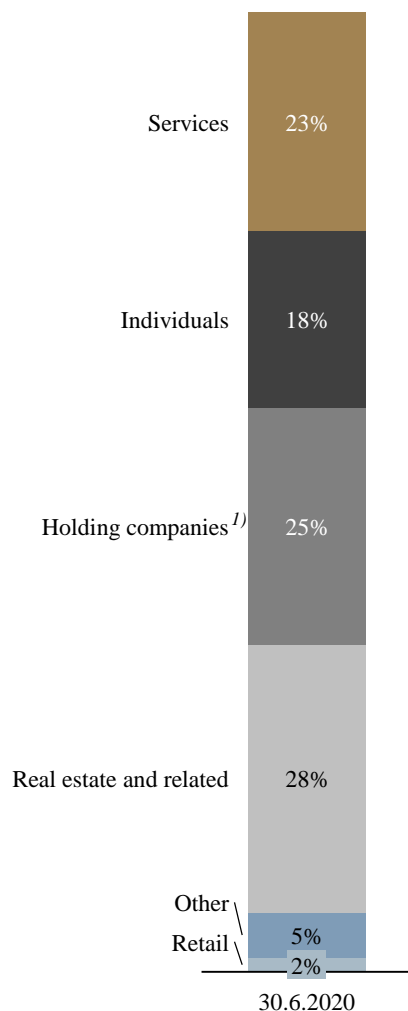
Loan book composition

Diversified loan book



LOAN BOOK SPLIT

30.06.2020



1) Includes financing of listed securities

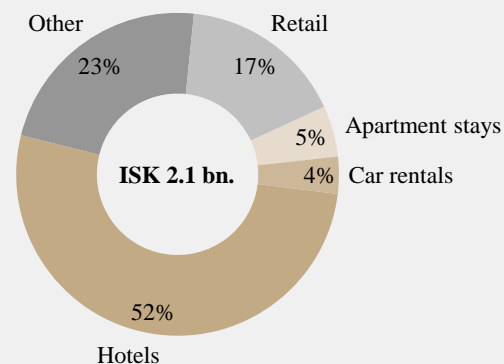
TOURISM (6.7% of loan book)

By selected industry classification

BREAKDOWN OF TOURISM

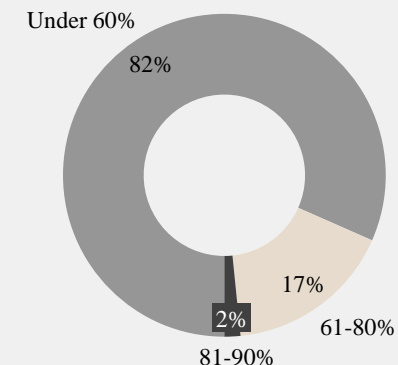
30.06.2020

- Tourism accounts for 6.7% of loans to customers
- Majority of loans are under 60% LTV



LTV FOR TOURISM

30.06.2020



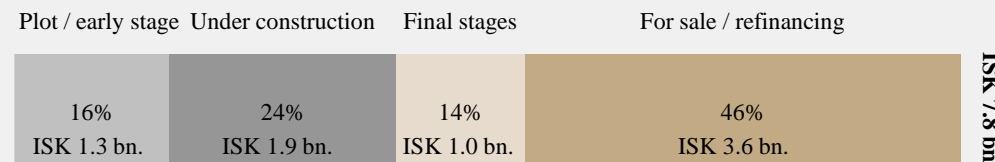
REAL ESTATE DEVELOPMENT (24% of loan book)

By selected industry classification

BREAKDOWN OF REAL ESTATE DEVELOPMENT

30.06.2020

- Approximately 24% of loans to customers are in real estate development
- Majority are in Reykjavik and around 46% are for sale and/or refinanced



Tourism and real estate development related information are based on internal estimations and on total loan book (which includes loans within the group)

Liabilities

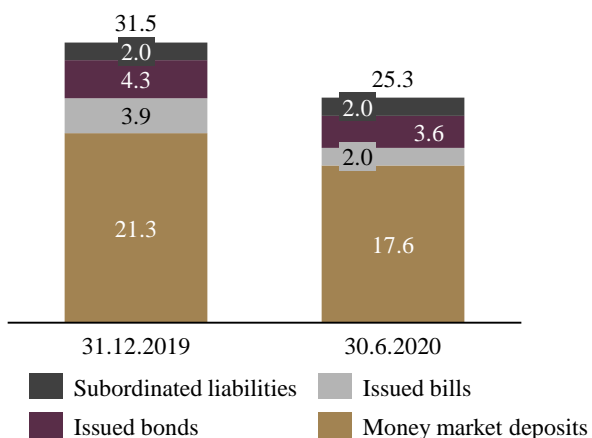
Funding continues to be strong



- Liquidity coverage ratio (LCR) 221% at end of the period
- Deposits to loans ratio remains high at 202%
- Deposits have increased by ISK 9.9 billion from year-end 2019
 - Increase mainly driven by retail deposits from individuals
- Outstanding issued debt securities amounted to ISK 7.6 billion
- Money market borrowings amounted to ISK 17.6 billion
- Six-month bill issued in June amounting to ISK 2 billion
- Five-year senior unsecured KVB 19 01 increased in July by nominal amount of ISK 2,120 million

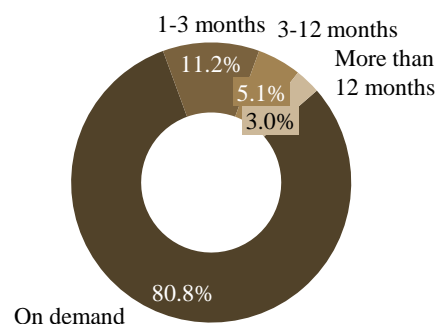
SECURITIES & BORROWINGS

31.12.2019 and 30.06.2020 ISK bn.



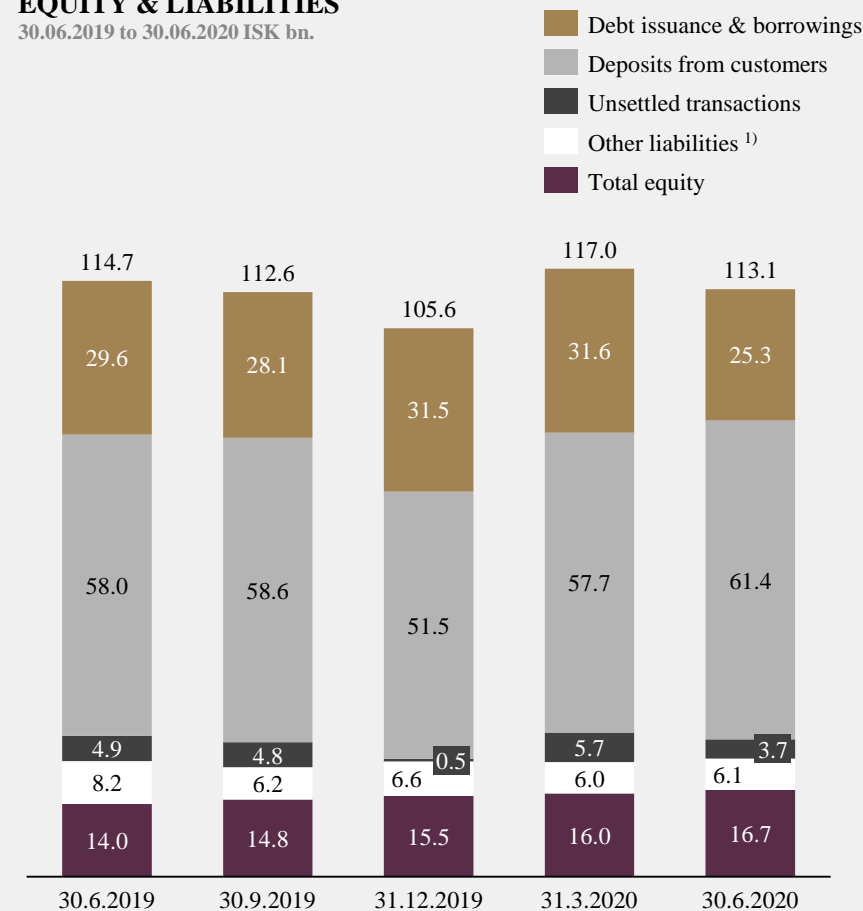
MATURITY OF DEPOSITS

30.06.2020



EQUITY & LIABILITIES

30.06.2019 to 30.06.2020 ISK bn.



1) Other liabilities include Current tax liabilities, Deferred tax liabilities, Impairment on off balance sheet items, Expected credit loss allowance for loan commitments, guarantees and unused credit facilities, Account payable and accrued expenses, Taxes payable, Special taxes on financial institutions and financial activities, Withholding taxes, Salaries and salary related expenses, Lease liability, Contingent consideration and Other liabilities

Solid capital position

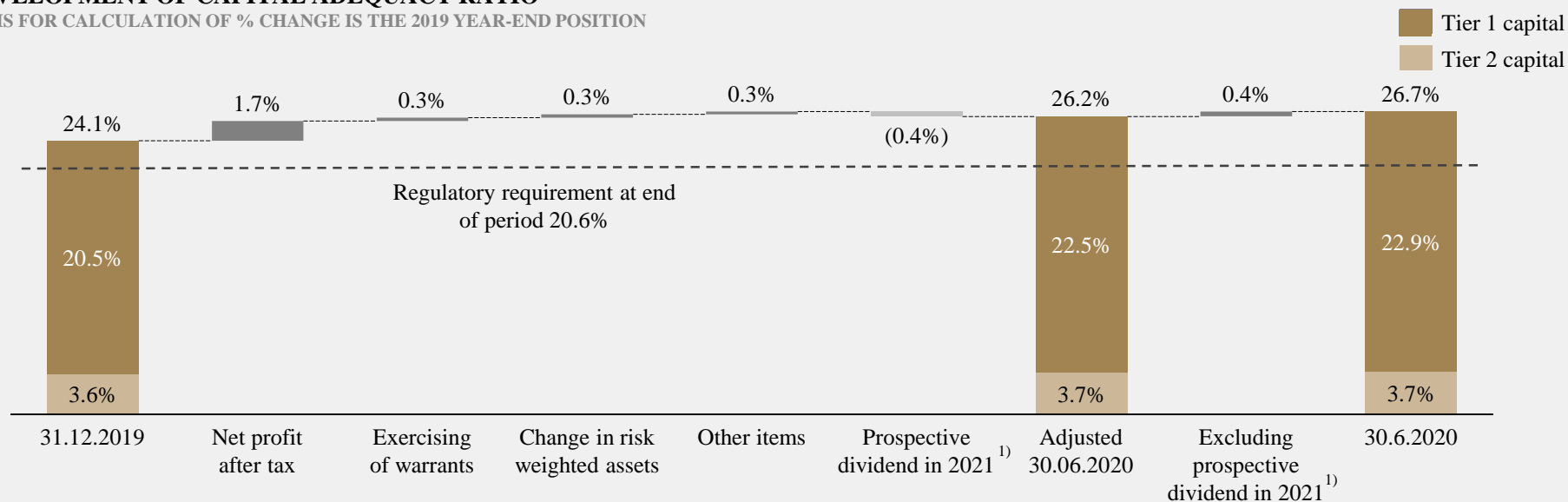
Capital adequacy ratio exceeds required capital buffers



- Capital adequacy ratio 26.2% at end of Q2
 - Excluding prospective dividend in 2021 according to dividend policy the capital adequacy ratio is 26.7%
- Capital base amounted to ISK 14,060 million and book value of equity at ISK 16,668 million
- Increase in risk-weighted assets mainly attributable to loan portfolio
- Other balance sheet items relatively unchanged
- Minimum regulatory capital requirement is 20.6% as of 31 March 2020

DEVELOPMENT OF CAPITAL ADEQUACY RATIO

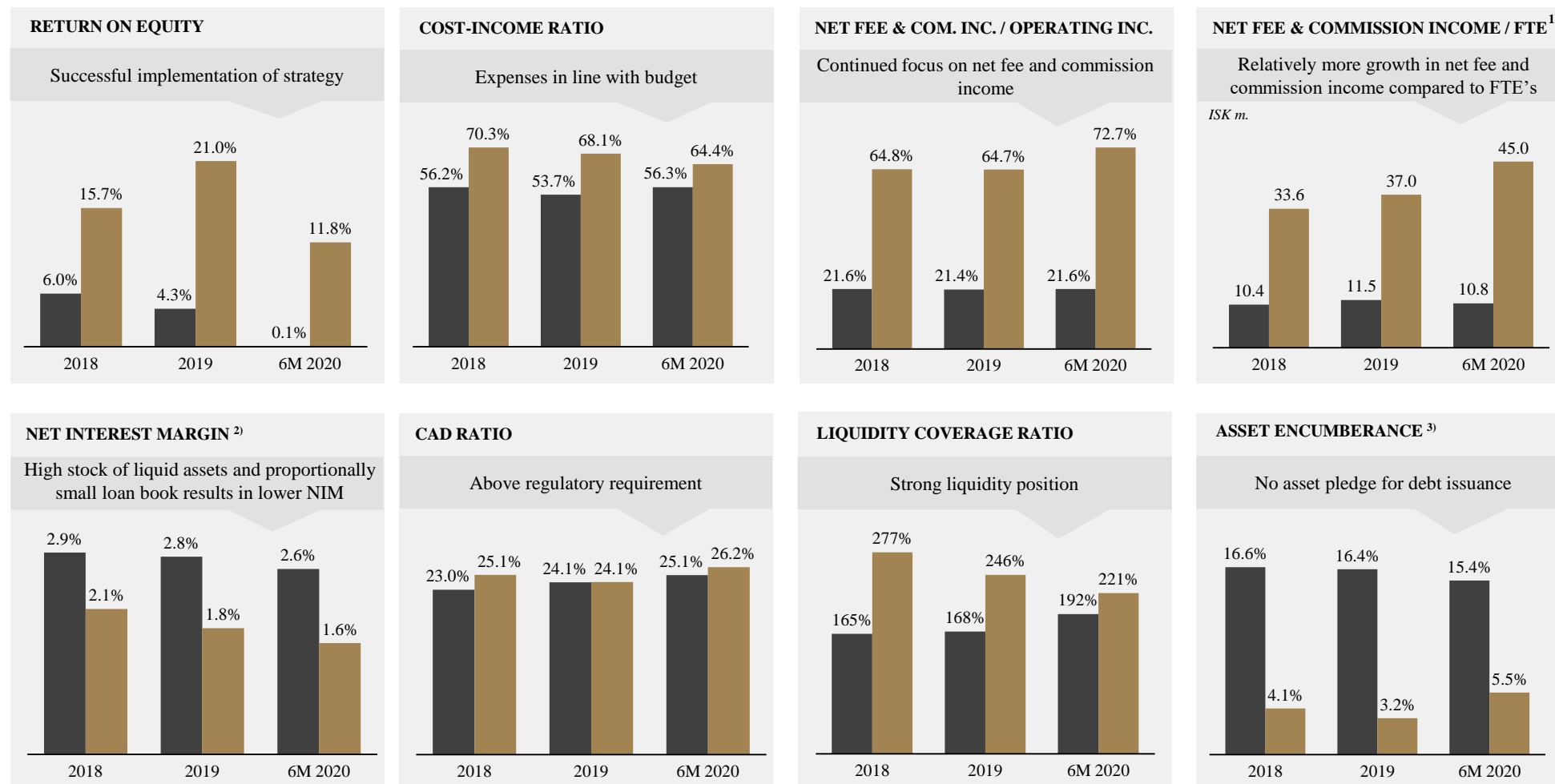
BASIS FOR CALCULATION OF % CHANGE IS THE 2019 YEAR-END POSITION



1) Based on Kvika's dividend policy

Comparison

Strategic focus reflected in key ratios



■ Domestic banks (simple average) ■ Kvika banki

1) Net fee & commission income / Average FTE. Annualised for 6M 2020

2) On average carrying total book value of assets. Annualised for 6M 2020

3) Defined as encumbered (pledged) assets / total assets

Domestic banks consist of Arion, Landsbankinn and Islandsbanki

