

# Bank of Åland

## Debt Investor Presentation September 2019

# Table of Contents

| 1. Bank of Åland in Brief                       | 3  |
|---|----|
| 2. Bank of Åland – Strategy and Market Position | 7  |
| 3. Performance and Capital                      | 13 |
| 4. Asset Quality                                | 28 |
| 5. Liquidity and Funding                        | 34 |
| 6. Contact Details                              | 40 |
| 7. Appendix                                     | 42 |





# 1. Bank of Åland in Brief



# Bank of Åland in brief

| Bank of Åland |  |  |  |  |
|---------------|--|--|--|--|
| Plc           |  |  |  |  |

Covered Bond Program

## Economy and Markets

- A Finnish bank targeting high net worth and affluent individuals
- Top ranked in customer loyalty
- · Tradition of stability and very low credit losses
- Net Operating Profit increased by 7 % to EUR 14.5 M in H1 2019 from EUR 13.6 M in H1 2018
- BBB rating with a positive outlook from S&P
- EUR 2 bn combined Covered Bond/ Senior Medium Term Note Program 2018 (Finnish law)
- Two cover pools: Cover Pool FIN and Cover Pool SWE
- Legal LTV cap at 70 % and minimum 2 % over-collateralization
- Published commitment to a strong over-collateralization and six months liquidity
- AAA (stable) rating from S&P on both Cover Pool FIN and Cover Pool SWE
- The demand-led Finnish economy has been growing strongly during the last years
- Unemployment has dropped from 9.2 % in 2015 to 6.0 % as of July 31, 2019
- Finnish house prices have risen moderately compared to the Nordic neighbors, as the demand has been strong in the low rate environment
- Sound Bank of Åland portfolio as at least half of the lending in every business area has residential mortgages or property as collateral and many small loans are preferred to few large loans

# Scorecard

## Capital

- S&P rating uplift for strong capital position
- Common Equity Tier 1 capital ratio 13.3 % as of June 30, 2019
- IRB method for credit risk capital requirement not yet approved for the Swedish credit portfolio



- Core funding ratio of 89 % as of June 30, 2019
- Liquidity reserve at 21 % of total assets as of June 30, 2019
- LCR at 165 % as of June 30, 2019
- NSFR at 117 % as of June 30, 2019
- AAA rating on Covered Bonds



## **Risk Management**

- Long history of having the lowest loan loss level of all Finnish banks. Loan loss level was 0.03 % in H1 2019
- No trading positions or complex financial instruments
- Strict limits on exposures to financial institutions. Bulk of the exposure is to highly rated Nordic entities



## Profitability

- Challenging interest rate environment
- Positive earnings trend
- Net operating profit of EUR 14.5 M H1 2019
- Return on equity 9.6 % H1 2019

# Standard & Poor's rating on Bank of Åland

| Finnish banks  | A-  |          |
|--|-----|----------|
|  |     | •        |
| Business position  | -2  |          |
| <ul> <li>Niche bank with geographical concentration to Finland and Sweden</li> </ul> |     |          |
| Capital and earnings   | +1  |          |
| - Strong capital position  |     | positive |
| - Strong equity to assets ratio  |     |          |
| Risk position  | -1  |          |
| - Geographical concentration to Finland and Sweden                                   |     |          |
| - Small customer base with concentration risks                                       |     |          |
| Liquidity and funding  | 0   |          |
| - Above average with very strong deposit base  |     |          |
| Bank of Åland stand alone rating   | BBB | positive |
|  |     |          |
| Cover Pool FIN, Cover Pool SWE   | +9  |          |
| - Very low credit losses and stable loan base  |     |          |
| - Commitment to strong over-collateralization  |     |          |
| - Commitment to six months liquidity buffer  |     |          |
| Bank of Åland Covered Bonds rating   | AAA |          |



# 2. Bank of Åland Strategy and Market Position



# Three Markets – Two Strategies

The Åland Islands

- 3 offices + 2 rep offices, market share > 50 %
- Full product range offered
- A bank for everyone

## Finland

- 5 offices in affluent parts of Finland, market share > 1 %
- Full product range offered but "bread and butter" services only as complement to Private Banking and Premium Banking services offering
- Targeted segment: High Net Worth / Affluent
  Individuals and their companies

## Sweden

- 3 offices in Sweden's largest cities, market share < 1 %</li>
- Full product range offered but "bread and butter" services only as complement to Private Banking and Premium Banking services offering
- Targeted segment: High Net Worth / Affluent
  Individuals and their companies

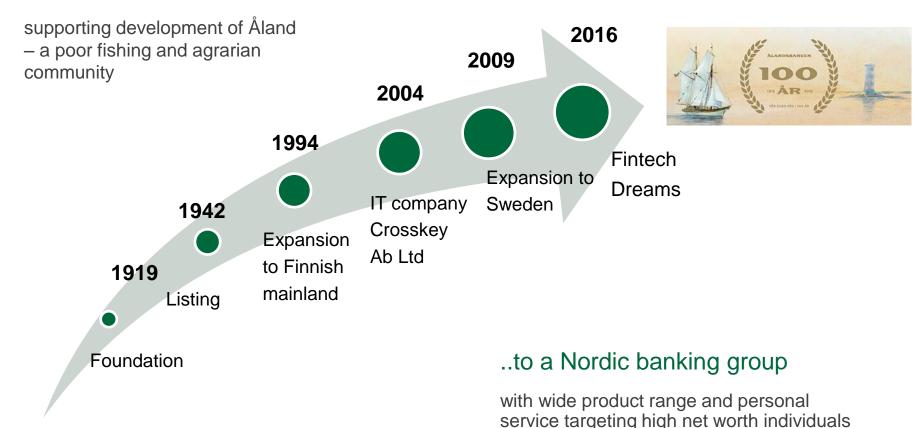


# Bank of Åland – a relationship bank with focus on Private Banking and Premium Banking customers

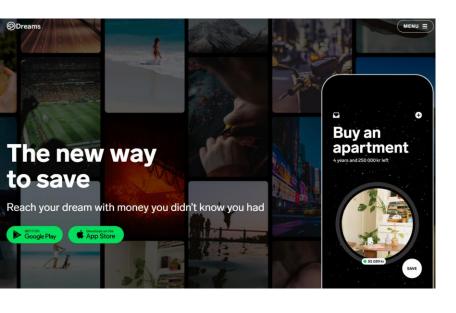
|             | <ul> <li>Established in 1919 on Åland</li> <li>Listed since 1942 on NASDA</li> </ul>  |  |  |
|-------------|---|--|--|
| An Overview | <ul> <li>Total assets of EUR 5,514 M, as of June 30, 2019</li> <li>Actively managed assets of EUR 5,637 M, as of June 30, 2019</li> <li>Approximately 700 employees</li> </ul>  |  |  |
|             | <ul> <li>Operations in the Åland Islands, Finnish mainland and Sweden</li> <li>More than 200,000 customers and top-ranked in customer loyalty</li> <li>A long-standing tradition of stability and very low credit losses</li> <li>At the forefront for introducing new products in Finland</li> </ul> |  |  |
| The Vision  | <ul> <li>Create value for ambitious individuals and companies that appreciate relations:</li> <li>Private Banking since 1982</li> <li>Premium Banking since 2004</li> </ul>   |  |  |
|             | Convior   |  |  |
| Core values | <ul><li>Service</li><li>Finance</li></ul>   | <ul><li>Lifestyle</li><li>Safety</li></ul> |  |

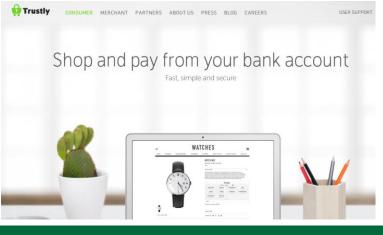
# Bank of Åland History of Strategic Decisions during the first 100 years

## From a local bank..



# Digitalization in focus: strategic fintech partners







### A banking service for everyday climate action

DO

About us

Use a free revolutionary mobile banking service to reduce your carbon emissions day by day.

Positive returns for both you and the planet.



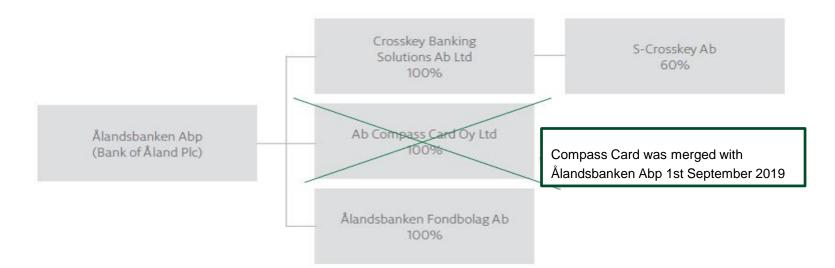


Press

FAQ

English •

# Bank of Åland group legal structure and Ownership structure



| Major owners                                 | Share of capital | Share of votes |
|--|------------------|----------------|
| Anders Wiklöf with companies                 | 21,4%            | 29,7%          |
| Alandia Bolagen                              | 6,8%             | 11,1%          |
| The Family Kamprad Foundation                | 5,9%             | 0,7%           |
| Fennogen Investments A.S. (Family Ehrnrooth) | 4,6%             | 8,3%           |
| Pensionsförsäkringsaktiebolaget Veritas      | 2,5%             | 2,0%           |
|  | 41,3%            | 51,8%          |

Approximately 10,000 shareholders in total, mostly from the Åland Islands.



# 3. Earnings & Capital



# Long-term financial targets

### Return on equity after taxes (ROE) shall exceed 10 %

 As a bank for investors, with financing know-how, the Bank of Åland has a business model that shall generate most earnings from operations with limited capital requirements. The Bank of Åland's earnings will benefit from higher interest rates

The Bank's capital adequacy, primarily defined as the core tier 1 capital ratio under the Basel regulations, shall clearly exceed all regulatory requirements

### The payout ratio shall eventually amount to 50 %

• This payout ratio target is subject to the condition that the capital adequacy target continues to be achieved. At present, the Bank of Åland is prioritising balanced growth

# H1 2019 in summary

- Net operating profit EUR 14.5 M (13.6 M H1 2018), +7 %
- Return on Equity after tax (ROE) 9.6 % (9.3 %), +3 %
- Earnings per share EUR 0.74 (0.69), +7 %
- The Bank of Åland has signed a declaration of intent to form a new Swedish mortgage company,

Crosskey is the IT system supplier

- Compass Card to be merged with Ålandsbanken Abp (1st September 2019)
- A new ESG fund: Ålandsbanken Green Bond
- Euro Bond fund best in its' class by Lipper, six years in row
- Unchanged future outlook: The Bank of Åland expects its net operating profit in 2019 to be at

about the same level as in 2018

# Bank of Åland "world champion" in sustainability





## D&AD Impact













# The Bank of Åland has signed a declaration of intent to form a new Swedish mortgage company

27 June 2019 | Stock exchange release

Bank of Åland Plc Stock Exchange Release June 27, 2019, 3.35 p.m.

#### The Bank of Åland has signed a declaration of intent to form a new Swedish mortgage company

On June 27, the Bank of Åland (Ålandsbanken) signed a declaration of intent to form a new Swedish mortgage company. The declaration of intent was also signed by a number of other parties and the aim is to conclude binding agreements early in the autumn.

The Bank of Åland has engaged in mortgage operations covering Swedish home loans since 2012. It has carried out these operations from its own balance sheet, and if binding agreements are entered into, they will be transferred to the new mortgage company. The Bank of Åland's subsidiary Crosskey Banking Solutions has been chosen as the IT systems supplier and integrator for the mortgage company.

The other participating parties will be announced when agreements are finally concluded.

#### For further information, please contact:

Peter Wiklöf, Managing Director and Chief Executive, Bank of Åland Plc, tel. +358 40 512 7505

# Bank of Åland signs new distribution agreement on mortgage loans in Sweden

30 August 2019 | Stock exchange release

Bank of Åland Plc Stock Exchange Release August 30, 2019, 2.00 p.m.

#### Bank of Åland signs new distribution agreement on mortgage loans in Sweden

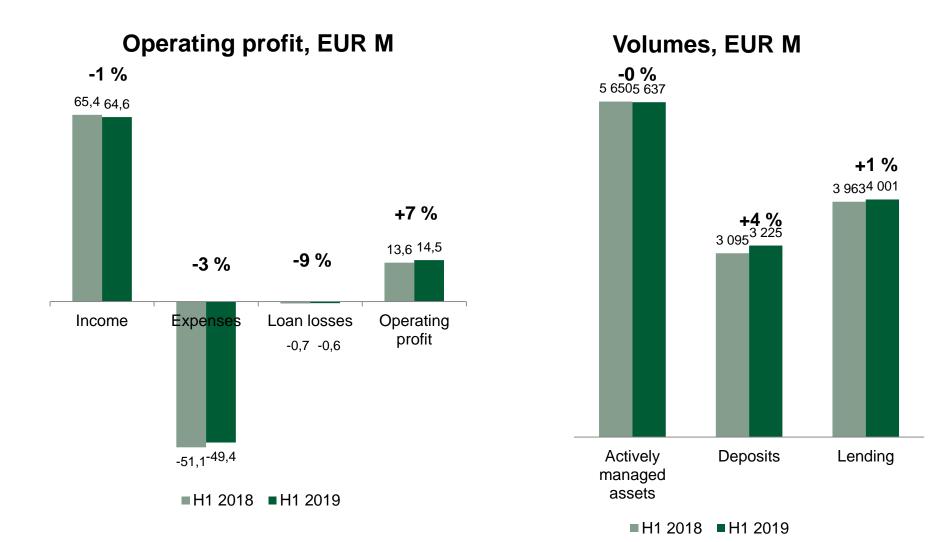
On August 30, the Bank of Åland (Ålandsbanken) signed a distribution agreement with ICA Bank (ICA Banken) – part of the Swedish-based ICA Gruppen, whose core business is grocery retail. This collaboration will enable ICA Bank to offer attractive home mortgage products to its customers. For the Bank of Åland, the new arrangement will provide future access to larger business volume and thus more efficient refinancing, as well as a partner with which to share operating expenses. The collaboration will go into effect during the fourth quarter of 2019.

"Through this collaboration, both parties will achieve clear economies of scale," says Peter Wiklöf, Managing Director of the Bank of Åland. "In recent years the Bank of Åland has initiated several successful collaborative arrangements in the Swedish market, and I regard this as another win-win collaboration," he adds.

#### For further information:

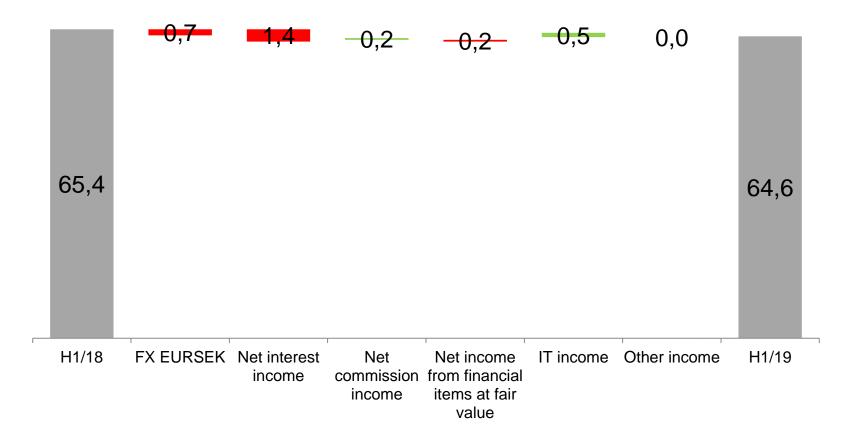
Peter Wiklöf, Managing Director and Chief Executive, Bank of Åland Plc, tel +358 40 512 7505





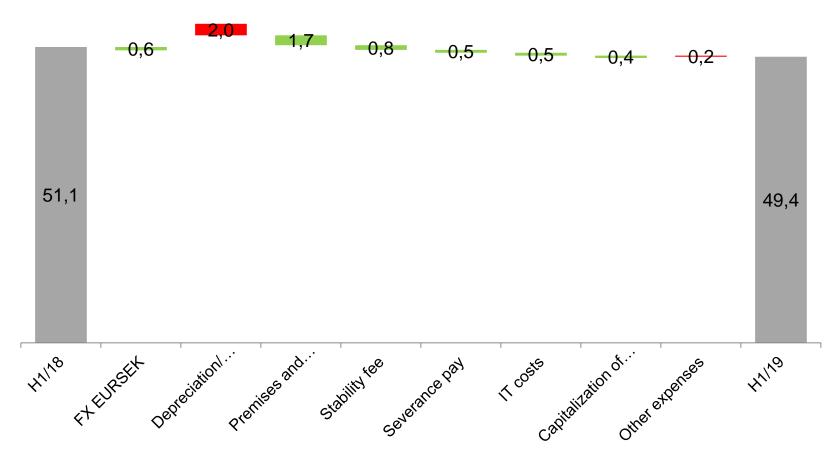
# H1 2019: A bit lower earnings

### EUR M

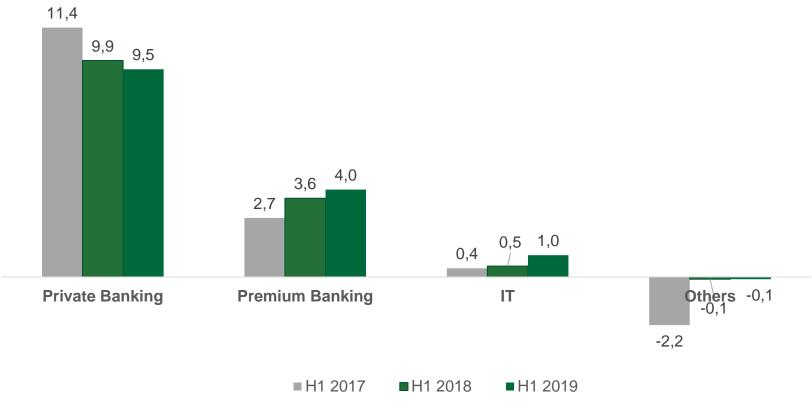


# H1 2019: Lower expenses

EUR M

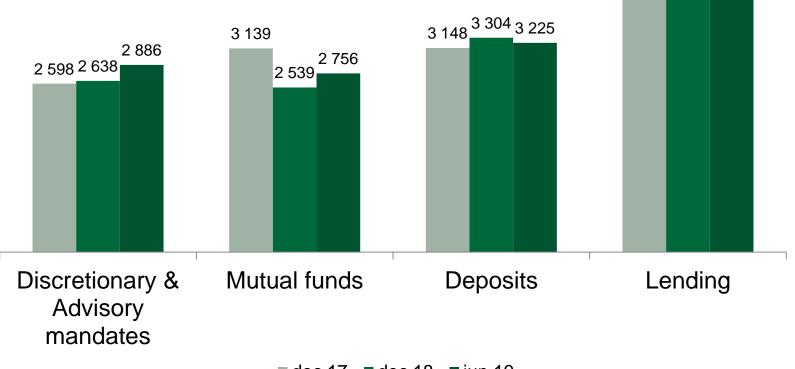


# Bank of Åland business segments 2017-2019, Operating profit, EUR M



Stability fee: EUR 0,0 M Q1 2017, EUR 2,6 M Q1 2018 and EUR 2,3 M Q1 2019

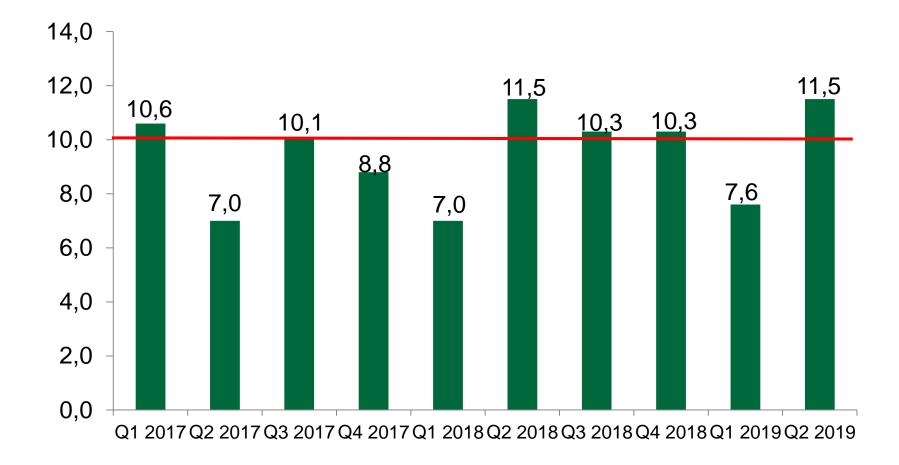
# Business volumes 2017-2019, EUR M



3 979 4 022 4 001

■ dec.17 ■ dec.18 ■ jun.19

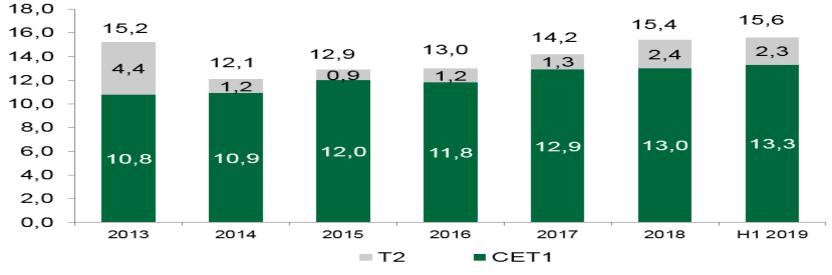
# Bank of Åland 2017 – 2019 ROE, %



Stability fee: EUR 0,0 M Q1 2017, EUR 2,6 M Q1 2018 and EUR 2,3 M Q1 2019

# Commitment to a strong capital ratio

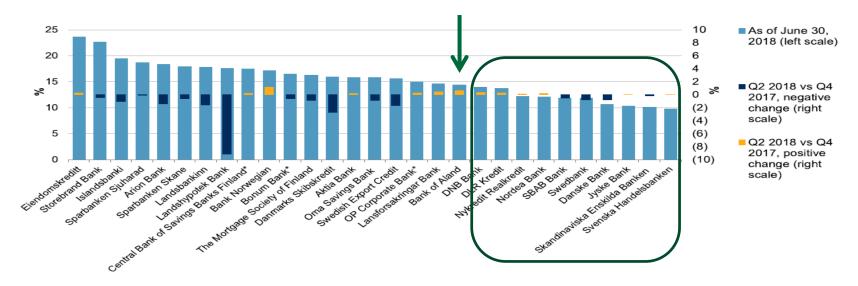
- Bank of Åland is committed to a strong capital ratio
- Positive outlook on the rating reflects S&P view that the bank will continue to build up its capital base, improve earnings, and uphold a sound approach to risk over the next two years
- · Conservative pay-out policy is to safeguard the capital position
- The core tier 1 capital ratio for a small bank like Bank of Åland is not comparable to larger banks with IRB methods. Standard & Poor's rating method considers Bank of Åland well capitalized, giving a rating uplift of one notch



2014: revised Basel-regulation

# S&P view of the total capital base

- According to S&P the capital position of Bank of Aland is strong
  - Quality of capital is high
  - Structure of the balance sheet is of low risk
  - · Pay out policy is conservative

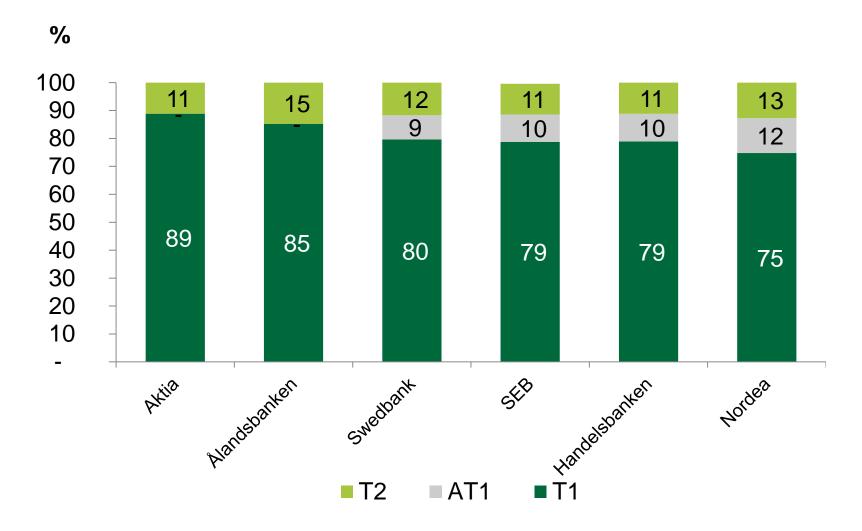


#### Nordic Banks--RAC Ratios Before Diversification June 30, 2018 Versus Dec. 31, 2017

\*RAC based on financials of a wider group. RAC--Risk-adjusted capital. Source: S&P Global Ratings. Copyright © 2019 by Standard & Poor's Financial Services LLC. All rights reserved.

Source: Nordic Banks' Strong Capital Will Cushion Them From The Challenges Ahead, March 28, 2019

# Capital structures in Nordic banks June 30, 2019





# 4. Asset Quality

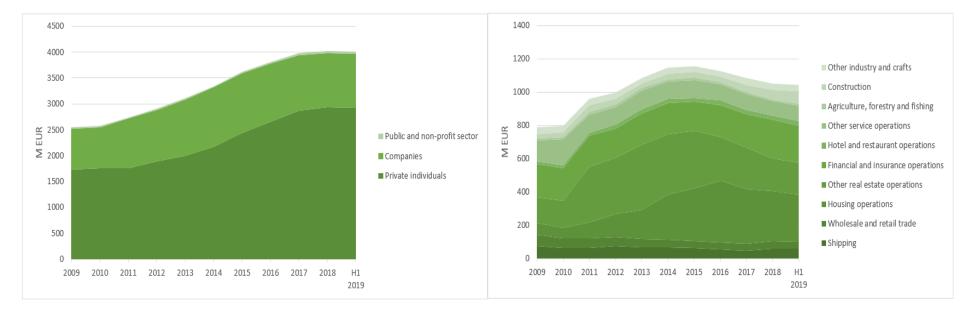


# Lending strategy

- Bank of Åland is a relationship bank with primary focus on customers with investment needs in the Private Banking and Premium Banking segments. Serving the core customers' credit needs are part of our commitment
- Bank of Åland is not granting credits as a standalone product to mass market clients or corporate clients
- Every business area (Åland Islands, Finland and Sweden) should have a balanced growth in lending versus deposits
- At least half of the lending in every business area should be residential mortgages or have residential property as collateral
- Many small loans are preferred to few large loans

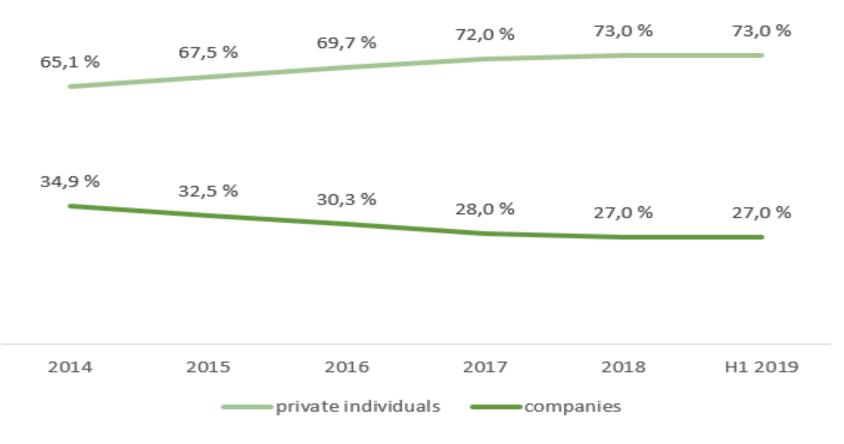
# Balanced growth in the credit portfolio

- Total lending to the public was EUR 4,012 M June 30, 2019, unchanged from a year ago
  - Selective lending to high quality borrowers
  - Asset quality prioritised over lending volume growth and higher returns
  - Lending must always be made in consideration of safeguarding Bank of Åland's strong brand and market reputation
- Loan loss level 0.03 % in H1 2019



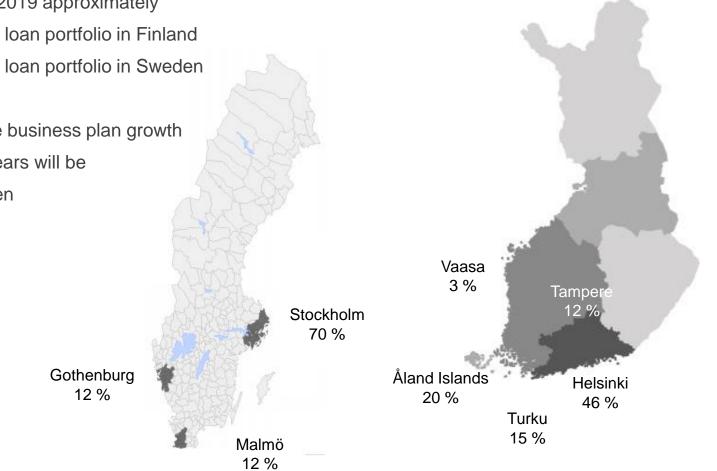
# Lending 2014 – 2019

 Lending to private individuals has increased from 65 % of the credit portfolio in 2014 to 73 % in H1 2019

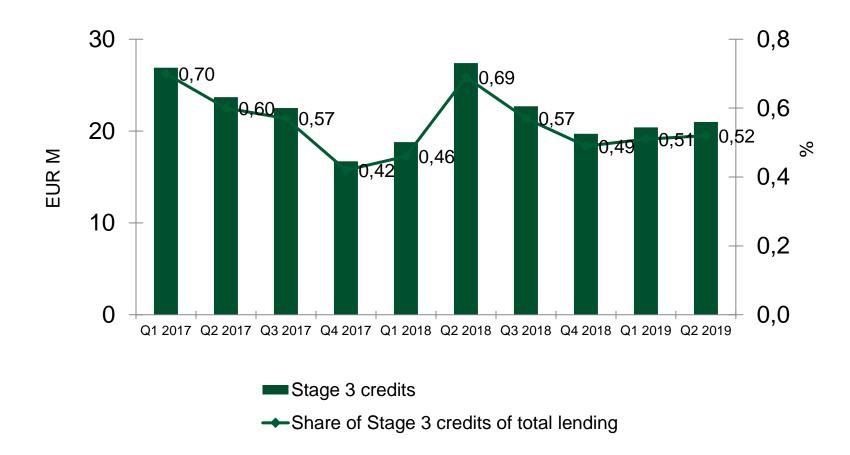


# Geographical distribution of mortgage lending

- Clear concentration to the wealthiest parts of Finland and Sweden ٠
- As of June 30, 2019 approximately ٠
  - 70 % of the loan portfolio in Finland •
  - 30 % of the loan portfolio in Sweden •
- According to the business plan growth ٠ in the coming years will be mainly in Sweden



## Stage 3 credits 2017-2019



Data for Q1 2017 – Q3 2017: loans in arrears > 90 days

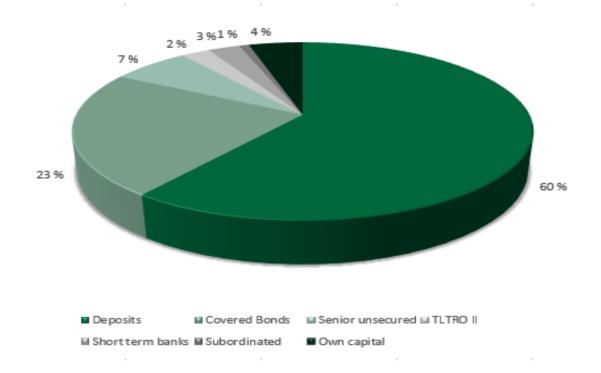


# 5. Liquidity and Funding



# Group funding profile June 30, 2019

- Demand deposits, time deposits and certificates of deposits from core private customers and their companies are the main funding sources
- Strong capitalization
- Covered Bonds are the main long term funding instrument



# Funding strategy

- Covered Bond programme was created in early 2012 in order to diversify funding sources and to form a reliable and cost efficient funding channel
- EUR- and SEK- denominated Covered Bonds total amount outstanding EUR 1 207 M as of June 30, 2019
- Bank of Åland issues also senior unsecured to maintain a balanced funding mix

- Themes 2019-2020
  - Demand conditions and the market situation favour issuance in Covered Bonds
  - The balanced funding mix is maintained
  - Bank of Åland didn't get MREL requirements. There are no foreseen authority or regulatory requirements which would have effect on the funding of the bank

# Long term funding June 30, 2019

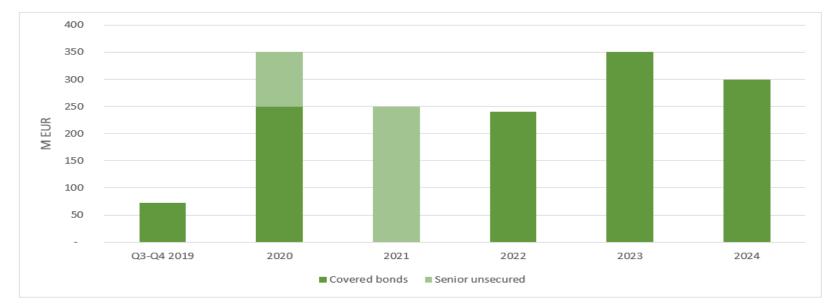
Nominal Amt Settlement date ISIN Maturity date Coupon Currency EUR eq amt Time to maturity XS1238023813 250 000 000 26.5.2015 26.5.2020 0,375 EUR 250 000 000 0,91 XS0876678391 100 000 000 30.1.2013 30.1.2023 2,75 EUR 100 000 000 3,59 XS1496878742 29.9.2016 29.9.2023 EUR 250 000 000 4,26 250 000 000 0 FI4000375241 300 000 000 19.3.2019 19.3.2024 EUR 300 000 000 4,73 0,125 900 000 000 3,41 Cover Pool SWE EUR eq amt Time to maturity Nominal Amt Settlement date Maturity date ISIN Coupon Currency XS1155041004 750 000 000 16.12.2014 16.12.2019 QUARTLY STIB + 50.0 SEK 71 000 540 0.47 SE0010598474 QUARTLY STIB + 53,0 SEK 2 500 000 000 22.11.2017 22.11.2022 236 668 465 3,41 3 250 000 000 307 669 005 2,73 Senior unsecured Settlement date ISIN Nominal Amt Maturity date Coupon Currency Time to maturity EUR eg amt XS1585198879 100 000 000 24.3.2017 24.3.2020 EUR 100 000 000 QUARTLY EUR + 63.0 0.74 FI4000348966 250 000 000 13.9.2018 13.9.2021 0.5 EUR 250 000 000 2.21 350 000 000 1,79

### **ÀLANDSBANKEN**

Cover Pool FIN

# Liquidity management

- Well-diversified maturity profile
- · Limited exposure to short term funding
- Bank of Åland is committed to continuously cover the next 180-day liquidity need in the cover pools for the Covered Bonds program



#### Maturing long funding

# Liquidity position

- Very high quality in liquidity reserves
  - The most liquid and tradable assets
  - LCR target reached

- Conservative approach to market risk within liquidity reserves
  - Assets with short duration
  - Well diversified counterparty risk profile

- Coordinated cash pools between Finland and Sweden
- LCR 165 % as of 30 June, 2019
- NSFR 117 % as of 30 June, 2019

#### Composition of the liquidity reserve

|   | 30.6.2019 | 30.6.2019 | 31.12.2018 | 31.12.2018 |
|---|-----------|-----------|------------|------------|
|   | EUR M     | of total  | EUR M      | of total   |
| Cash and central banks                                | 398,2     | 33 %      | 506,9      | 42 %       |
| Bonds issued by governments and official institutions | 162,3     | 14 %      | 158,1      | 13 %       |
| Bonds issued by financial institutions                | 61,3      | 5 %       | 23,7       | 2 %        |
| Covered bonds   | 498,9     | 42 %      | 470,5      | 39 %       |
| Deposits  | 50,0      | 4 %       | 35,5       | 3 %        |
|   | 1170,7    | 100 %     | 1194,7     | 100 %      |



## 6. Contact Details



## **Contact Details**

Peter Wiklöf, CEO peter.wiklof@alandsbanken.fi +358 40 512 7505

Jan-Gunnar Eurell, CFO jan-gunnar.eurell@alandsbanken.se +46 70 589 1209

Maria Rissanen, Head of Group Treasury maria.rissanen@alandsbanken.fi





# 7. Appendix



# Key figures – Bank of Åland

|                              | H1 2019 | 2018  | 2017  | 2016  | 2015  | 2014  |
|------------------------------|---------|-------|-------|-------|-------|-------|
| Return on equity (ROE), %    | 9,6     | 9,8   | 9,1   | 9,1   | 12,0  | 8,7   |
| Cost/ income ratio, %        | 72      | 77    | 78    | 76    | 73    | 80    |
| Loan loss level, %           | 0,01    | 0,02  | 0,06  | 0,11  | 0,09  | 0,06  |
| Core funding ratio, %        | 89      | 90    | 88    | 89    | 100   | 105   |
| Equity/assets ratio, %       | 4,4     | 4,4   | 4,4   | 4,3   | 4,6   | 4,6   |
| Core Tier 1 capital ratio, % | 13,3    | 13,0  | 12,9  | 11,8  | 12,0  | 10,9  |
| Total capital ratio, %       | 15,6    | 15,4  | 14,2  | 13,0  | 12,9  | 12,1  |
| Earnings per share, EUR      | 0,45    | 1,48  | 1,35  | 1,29  | 1,60  | 1,12  |
| Equity per share, EUR        | 15,59   | 15,58 | 15,02 | 14,37 | 13,99 | 13,46 |
| Lending to the public, EUR M | 4 012   | 4 022 | 3 979 | 3 808 | 3 617 | 3 343 |
| Deposits from public, EUR M  | 3 225   | 3 304 | 3 148 | 3 100 | 2 675 | 2 391 |
| Shareholders' equity, EUR M  | 242     | 242   | 234   | 222   | 213   | 196   |
| Risk-weighted assets, EUR M  | 1 577   | 1 578 | 1 538 | 1 576 | 1 581 | 1 554 |
| FTE                          | 702     | 692   | 691   | 685   | 663   | 644   |

Stability fee: EUR 0,0 M Q1 2017, EUR 2,6 M Q1 2018 and EUR 2,3 M Q1 2019

## Income statement

| Group Note   | Q2<br>2019 | Q1<br>2019 |     | Q2<br>2018 |     | Jan-Jun<br>2019 | Jan-Jun<br>2018 |     |
|--|------------|------------|-----|------------|-----|-----------------|-----------------|-----|
| EUR M  |            |            |     |            |     |                 |                 |     |
| Net interest income 6  | 13.4       | 13.2       | 2   | 13.8       | -3  | 26.5            | 27.9            | -5  |
| Net commission income 7  | 13.8       | 14.1       | -2  | 13.4       | 3   | 27.9            | 27.7            | 1   |
| Net income from financial items at fair value 8                                    | 0.8        | 0.4        | 85  | 0.9        | -18 | 1.2             | 1.3             | -12 |
| IT income  | 4.1        | 4.5        | -8  | 4.1        | 0   | 8.6             | 8.1             | 6   |
| Other operating income   | 0.2        | 0.1        | 83  | 0.2        | -16 | 0.3             | 0.3             | -1  |
| Total income   | 32.3       | 32.3       | 0   | 32.5       | -1  | 64.6            | 65.4            | -1  |
| Staff costs  | -14.5      | -14.5      | о   | -14.5      | 0   | -29.0           | -29.5           | -2  |
| Other expenses 9   | -6.0       | -8.7       | -31 | -7.3       | -18 | -14.8           | -17.9           | -17 |
| Depreciation/amortisation  | -2.8       | -2.8       | -1  | -1.8       | 54  | -5.7            | -3-7            | 54  |
| Total expenses   | -23.4      | -26.0      | -10 | -23.6      | -1  | -49.4           | -51.1           | -3  |
| Profit before impairment losses  | 8.9        | 6.2        | 43  | 8.9        | 0   | 15.1            | 14.3            | 6   |
| Impairment losses on financial assets, net 10                                      | -0.2       | -0.4       | -62 | -0.5       | -64 | -0.6            | -0.7            | -9  |
| Net operating profit   | 8.7        | 5.8        | 51  | 8.4        | 4   | 14.5            | 13.6            | 7   |
| Income taxes   | -1.8       | -1.2       | 47  | -1.8       | -2  | -3.0            | -2.9            | 2   |
| Profit for the period  | 6.9        | 4.6        | 51  | 6.6        | 5   | 11.5            | 10.6            | 8   |
| Attributable to:   |            |            |     |            |     |                 |                 |     |
| Non-controlling interests  | 0.0        | 0.0        |     | 0.0        |     | 0.0             | 0.0             |     |
| Shareholders in Bank of Åland Plc  | 6.9        | 4.6        | 52  | 6.6        | 5   | 11.5            | 10.6            | 8   |
| Earnings per share, EUR  | 0.45       | 0.30       | 51  | 0.43       | 5   | 0.74            | 0.69            | 8   |
| Earnings per share after dilution, EUR<br>Earnings per share, EUR, moving 12-month | 0.45       | 0.30       | 51  | 0.42       | 5   | 0.74            | 0.68            | 8   |
| average to end of report period  | 1.54       | 1.52       | 1   | 1.40       | 10  |                 |                 |     |

# Cover Pool FIN 1/2

#### Issuer

| Issuer:                | Ålandsbanken Abp                        |
|------------------------|---|
| Owner:                 |   |
| Controlling authority: | Finnish Financial Supervisory Authority |

| Long Rating  | S&P | Moody's | Fitch |
|--------------|-----|---------|-------|
| Covered bond | AAA |         |       |
| Owner        | BBB |         |       |
| Issuer       | BBB |         |       |

#### Cover pool FIN

| Included assets, MEUR |       |
|-----------------------|-------|
| Loans                 | 1 348 |
| Substitute assets     | 136   |
| Other                 | 0     |
| Total                 | 1 484 |

|                                | Loan volume, |                |
|--------------------------------|--------------|----------------|
| Type of collateral             | MEUR         | Loan volume, % |
| Single -family housing & flats | 1 345        | 99,8 %         |
| Multi - family housing         | 3            | 0,2 %          |
| Sum                            | 1348         | 100 %          |

|                    | Loan volume, |                |
|--------------------|--------------|----------------|
| Interest rate type | MEUR         | Loan volume, % |
| Floating           | 1 299        | 96 %           |
| Fixed              | 49           | 4 %            |
| Sum                | 1 348        | 100 %          |

| Weighted average life, years | 17,2 |
|------------------------------|------|
|                              |      |

#### **ÀLANDSBANKEN**

| CRR-compliant | Yes |
|---------------|-----|
|               |     |
|               |     |

Report date

30.6.2019

| Cover pool items        |        |
|-------------------------|--------|
| Number of loans         | 15 414 |
| Number of clients       | 9 684  |
| Average loan size, TEUR | 89     |

| Regional distribution             | Loan<br>volume,<br>MEUR | Loan volume,<br>% |
|-----------------------------------|-------------------------|-------------------|
| Helsinki region, Southern Finland | 622                     | 46 %              |
| Tampere region, Pirkanmaa         | 162                     | 12 %              |
| Turku region, Western Finland     | 199                     | 15 %              |
| Åland Islands                     | 264                     | 20 %              |
| Other                             | 101                     | 7 %               |
| Sum                               | 1 348                   | 100 %             |

|               | Loan    |              |
|---------------|---------|--------------|
|               | volume, | Loan volume, |
| Repayments    | MEUR    | %            |
| Amortizing    | 1 078   | 80 %         |
| Interest only | 270     | 20 %         |
| Sum           | 1 348   | 100 %        |

| LTV Level, Mortgage assets | 0-10% | 10-20% | 20-30% | 30-40% | 40-50% | 50-60% | 60-70% | 70+% | Sum   |
|----------------------------|-------|--------|--------|--------|--------|--------|--------|------|-------|
| Loan volume, MEUR          | 14    | 43     | 76     | 141    | 204    | 288    | 582    | 0    | 1 348 |
| Loan volume, %             | 1%    | 3 %    | 6 %    | 10 %   | 15 %   | 21 %   | 43 %   | 0 %  | 100 % |

# Cover Pool FIN 2/2

| Seasoning               | 0-1 Y   | 1-2Y    | 2-3Y  | 3-5Y | 5+ Y | Sum   |
|-------------------------|---------|---------|-------|------|------|-------|
| Loan volume, MEUR       | 185     | 186     | 194   | 322  | 461  | 1 348 |
| Loan volume, %          | 14 %    | 14 %    | 14 %  | 24 % | 34 % | 100 % |
| Credit quality          |         |         |       |      |      |       |
| Past due                | 31-60 D | 61-90 D | 90+ D | Sum  |      |       |
| Loan volume, MEUR       | 0,7     | 0,6     | 0     | 1    |      |       |
| Share of loan volume, % | 0,0     | 0,0     | 0,0   | 0 %  |      |       |
|                         |         |         |       |      |      |       |
| Impaired loans, %       | 0,000%  |         |       |      |      |       |

| Key ratios  |        |
|-------------|--------|
| OC, nominal | 64,8 % |
| WALTV       | 55,7 % |
| FX-risk**   | 0      |

| **All issuance of covered bonds in foreign             |
|--|
| currency is swapped to entirely eliminate FX-<br>risk. |
|  |

| Remaining average maturity, years |     |  |
|-----------------------------------|-----|--|
| Assets                            | 6,4 |  |
| Liabilities                       | 3,3 |  |

#### Bonds

| Outstanding issues in EUR |              |                 |           |        | Fixed/   |
|---------------------------|--------------|-----------------|-----------|--------|----------|
| ISIN                      | Amount, MEUR | Settlement date | Maturity  | Coupon | Floating |
| X51238023813              | 250          | 26.5.2015       | 26.5.2020 | 0,375  | Fixed    |
| XS0876678391              | 100          | 30.1.2013       | 30.1.2023 | 2,75   | Fixed    |
| XS1496878742              | 250          | 29.9.2016       | 29.9.2023 | 0,00   | Fixed    |
| FI4000375241              | 300          | 19.3.2019       | 19.3.2024 | 0,125  | Fixed    |

#### Outstanding issues in SEK

| ISIN | Amount, MSEK | Opening date | Maturity | Coupon | Fixed/<br>Floating |
|------|--------------|--------------|----------|--------|--------------------|
|      |              |              |          |        |                    |

|                            | Amount, MEUR |
|----------------------------|--------------|
| Other bonds                | 0            |
| Total of outstanding bonds | 900          |
| of which repos             | 0            |

| Maturity, expressed in MEUR | 0-1 Y | 1-2Y | 2-3Y | 3-4Y | 4-5Y | 5 - 10 Y | 10+ Y | Sum   |
|-----------------------------|-------|------|------|------|------|----------|-------|-------|
| Total                       | 250   | 0    | 0    | 100  | 550  | 0        | 0     | 900   |
| Total, %                    | 28 %  | 0 %  | 0 %  | 11 % | 61 % | 0 %      | 0 %   | 100 % |

| Interest rate type | Amount, MEUR | Amount, % |
|--------------------|--------------|-----------|
| Fixed              | 900          | 100 %     |
| Floating           | 0            | 0 %       |
| Sum                | 900          | 100 %     |

# Cover Pool SWE 1/2

#### Issuer

| Issuer:                | Ålandsbanken Abp                        |
|------------------------|---|
| Owner:                 |   |
| Controlling authority: | Finnish Financial Supervisory Authority |
|                        |   |

| Long Rating  | S&P | Moody's | Fitch |
|--------------|-----|---------|-------|
| Covered bond | AAA |         |       |
| Owner        | BBB |         |       |
| Issuer       | BBB |         |       |

#### **Cover pool SWE**

| Included assets, MSEK |       |  |  |  |
|-----------------------|-------|--|--|--|
| Loans                 | 5 200 |  |  |  |
| Substitute assets     | 0     |  |  |  |
| Other                 | 0     |  |  |  |
| Total                 | 5 200 |  |  |  |

|                                | Loan volume, |                |
|--------------------------------|--------------|----------------|
| Type of collateral             | MSEK         | Loan volume, % |
| Single -family housing & flats | 5 130        | 98,7 %         |
| Multi - family housing         | 70           | 1,3 %          |
| Sum                            | 5 200        | 100 %          |

| CRR-compliant | Yes       |
|---------------|-----------|
|               |           |
| Report date   | 30.6.2019 |

| Cover pool items        |       |
|-------------------------|-------|
| Number of loans         | 2 131 |
| Number of clients       | 1 377 |
| Average loan size, TSEK | 2 465 |

|                       | Loan<br>volume, |                |
|-----------------------|-----------------|----------------|
| Regional distribution | MSEK            | Loan volume, % |
| Stockholms län        | 3 651           | 70,2 %         |
| Skåne län             | 614             | 11,8 %         |
| Västra Götalands län  | 612             | 11,8 %         |
| Other                 | 323             | 6,2 %          |
| Sum                   | 5 200           | 100 %          |

|               | Loan    |                |
|---------------|---------|----------------|
|               | volume, |                |
| Repayments    | MSEK    | Loan volume, % |
| Amortizing    | 1 651   | 26,1 %         |
| Interest only | 3 549   | 73,9 %         |
| Sum           | 5 200   | 100 %          |

| LTV Level, Mortgage assets | 0-10% | 10-20% | 20-30% | 30-40% | 40-50% | 50-60% | 60-70% | 70+ % | Sum   |
|----------------------------|-------|--------|--------|--------|--------|--------|--------|-------|-------|
| Loan volume, MSEK          | 16    | 102    | 228    | 440    | 959    | 973    | 2 482  | 0     | 5 200 |
| Loan volume, %             | 0 %   | 2 %    | 4 %    | 8 %    | 18 %   | 19 %   | 48 %   | 0 %   | 100 % |

# Cover Pool SWE 2/2

| Seasoning               | 0-1 Y   | 1 - 2 Y | 2-3Y   | 3 - 5 Y | 5+ Y | Sum   |
|-------------------------|---------|---------|--------|---------|------|-------|
| Loan volume, MSEK       | 185     | 1 237   | 1 257  | 1 725   | 796  | 5 200 |
| Loan volume, %          | 15 %    | 25 %    | 21 %   | 33 %    | 6 %  | 100 % |
| Credit quality          |         |         |        |         |      |       |
| Past due                | 31-60 D | 61-90 D | 90+ D  | Sum     |      |       |
| Loan volume, MSEK       | 0,0     | 0,0     | 0      | 0       |      |       |
| Share of loan volume, % | 0,00 %  | 0,00 %  | 0,00 % | 0 %     |      |       |
|                         |         |         |        |         |      |       |
| Impaired loans, %       | 0,000%  |         |        |         |      |       |

| Key ratios  |        |
|-------------|--------|
| OC, nominal | 60,0 % |
| WALTV       | 56,8 % |
| FX-risk**   | 0      |

\*\*All issuance of covered bonds in foreign currency is swapped to entirely eliminate FXrisk.

| Remaining average maturity, years |      |  |  |
|-----------------------------------|------|--|--|
| Assets                            | 20,5 |  |  |
| Liabilities                       | 2,7  |  |  |

#### Bonds

| Outstanding issues in SEK   |              |                 |            |         |          |          |       |       |
|-----------------------------|--------------|-----------------|------------|---------|----------|----------|-------|-------|
|                             |              |                 |            |         | Fixed/   |          |       |       |
| ISIN                        | Amount, MSEK | Settlement date | Maturity   | Coupon  | Floating |          |       |       |
| XS1155041004                | 750          | 16.12.2014      | 16.12.2019 | 0,480   | Floating |          |       |       |
| SE0010598474                | 2 500        | 22.11.2017      | 22.11.2022 | 0,720   | Floating |          |       |       |
| Sum                         | 3 250        |                 |            |         |          |          |       |       |
|                             |              |                 |            |         |          |          |       |       |
| Maturity, expressed in MSEK | 0-1 Y        | 1 - 2 Y         | 2 - 3 Y    | 3 - 4 Y | 4 - 5 Y  | 5 - 10 Y | 10+ Y | Sum   |
| Total                       | 750          | 0               | 0          | 2 500   | 0        | 0        | 0     | 3 250 |
| Total, %                    | 23 %         | 0 %             | 0 %        | 77 %    | 0 %      | 0 %      | 0 %   | 100 % |
|                             |              |                 |            |         |          |          |       |       |
| Interact rate tune          | Amount MACEV | Amount %        |            |         |          |          |       |       |

| Interest rate type | Amount, MSEK | Amount, % |
|--------------------|--------------|-----------|
| Fixed              | 0            | 0 %       |
| Floating           | 3 250        | 100 %     |
| Sum                | 3 250        | 100 %     |



# Thank you!



## Disclaimer

- The presentation was prepared by Bank of Åland Ltd for use in investor relations. This presentation is not intended for retail customers.
- This presentation has been prepared on the basis of publicly available information which Bank of Åland considers to be reliable.
- This presentation may contain forward-looking statements, which are subject to risks, uncertainties, and assumptions. This presentation is being presented solely for your information and is subject to change without notice. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, actuality, fairness, or completeness of the information presented.
- This presentation does not constitute an offer or invitation to purchase or subscribe for any shares or debt instruments of the Company, and no part of this presentation shall form the basis of or be relied upon in connection with any contract or commitment.
- The contents of this presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.