



BRA BANK

Second quarter results 2019

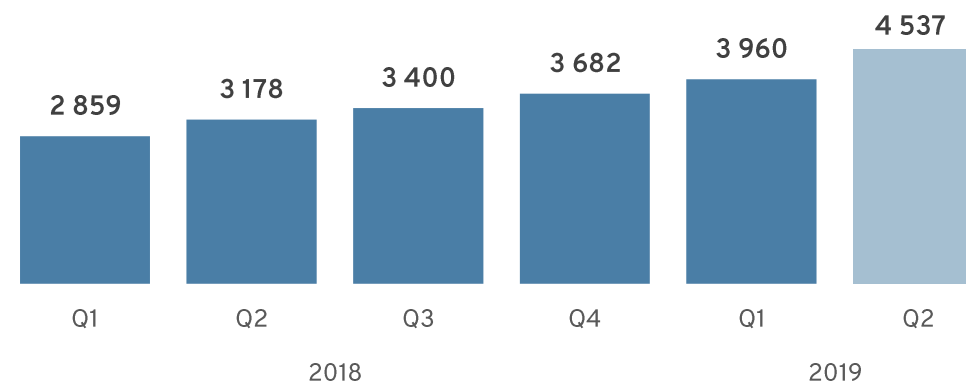
21 AUGUST 2019

Highlights

- Significant milestones reached during H1 2019
 - Merger completed
 - Rebranding to BRABank and IT integration on track
 - Successful launch of consumer finance offerings in Sweden
 - Equity injection of NOK 37 million completed in July
- Financial results affected by significant one-offs
 - Write-downs NOK 30 million
 - Merger costs NOK 9 million
- Operations
 - Norway: Being compliant top priority
 - Finland: Solid market and improved risk selection
 - Sweden: Positive start up and well received in the market
 - Credit card: Successful market campaign
 - Strengthened focus on operational performance
- Growth opportunity restrained by capital situation

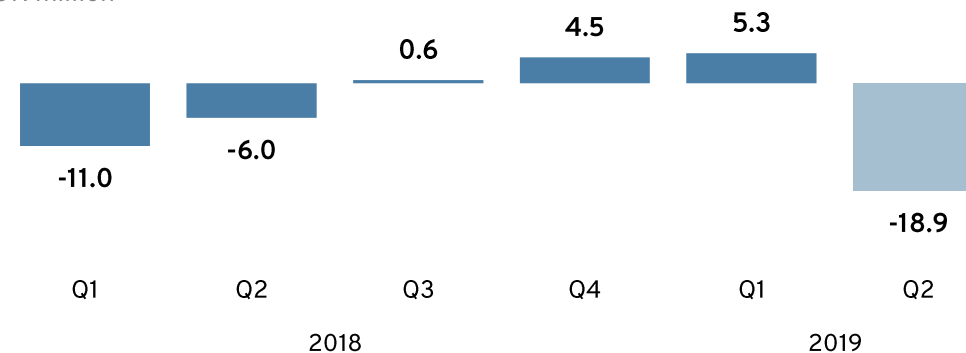
Net Loans*

NOK million



Profit after tax

NOK million



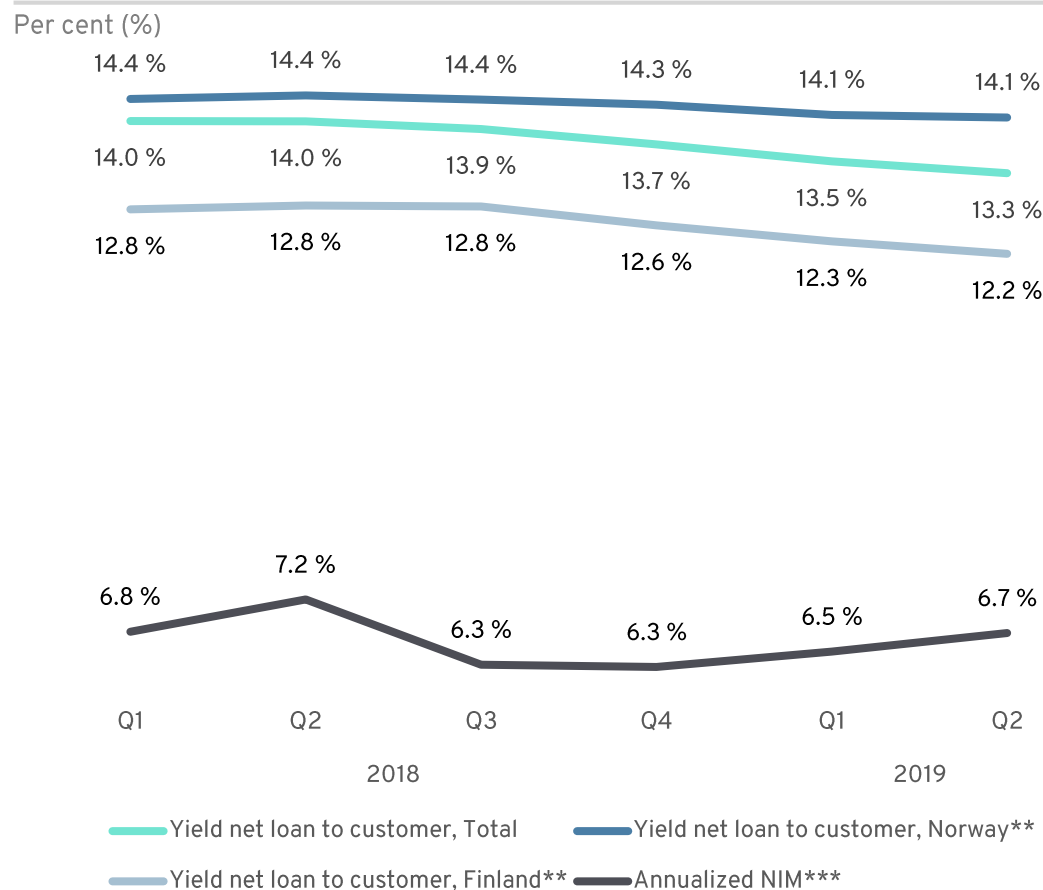
A black and white photograph of a person standing in a tent at night, looking up at a starry sky. The person is holding a flashlight that illuminates the sky. The tent is on the left side of the frame, and the person is in the center. The sky is filled with stars, and the ground is dark. The overall mood is contemplative and serene.

Financial performance

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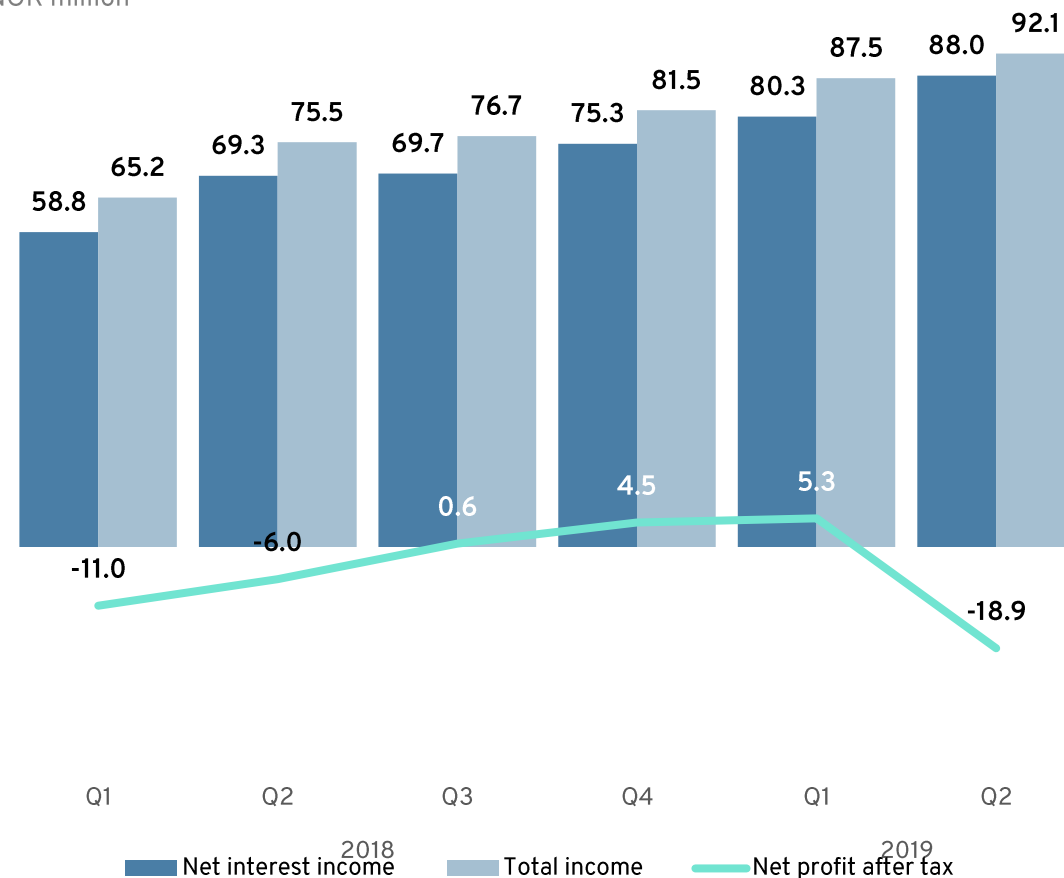
Stable net interest margins

Key yield & margins*



Income & profit after tax

NOK million



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Note (*): Key yields and margins are former Monobank figures.

Note(**): yield = weighted average effective annual yield

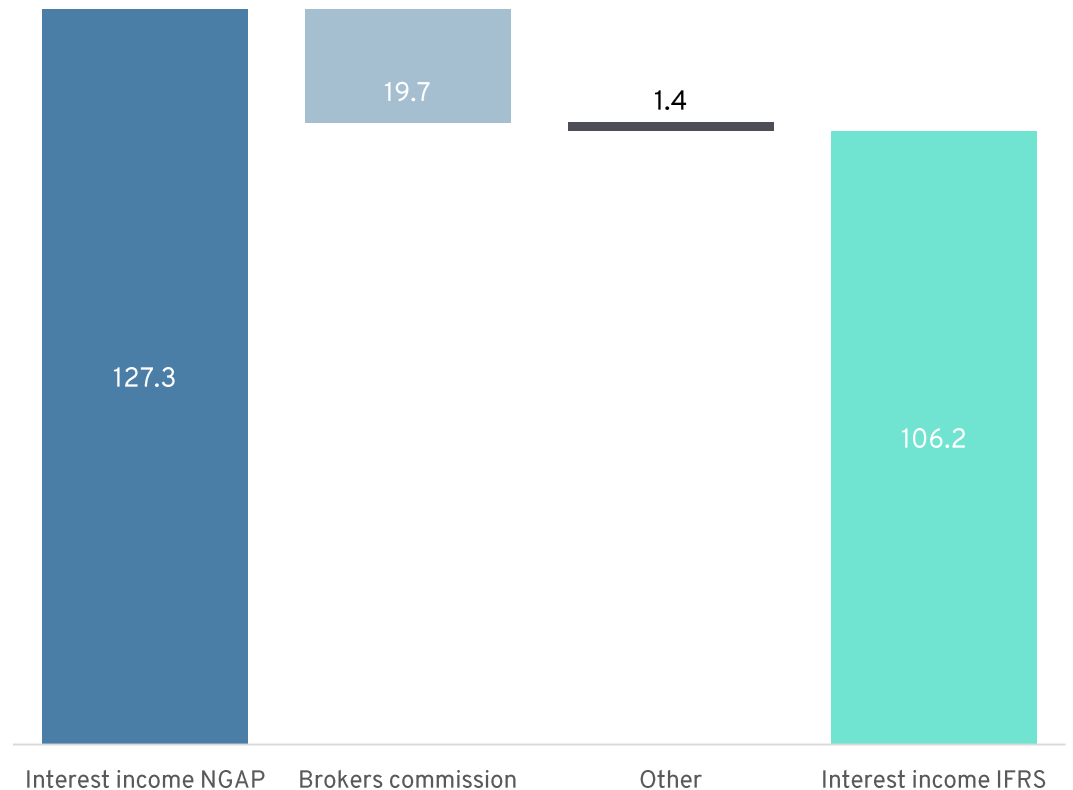
Note(***): NIM = 4x NII in quarter / average total assets in quarter (Former BRABank figures not included in total assets)

IFRS implementation affects interest margin

- Commissions to loan brokers/agents
 - Deducted from interest income
 - Significantly affects the net interest margin.
 - Under NGAAP this cost is classified as expense commission.
 - No P&L effect.

Split interest income and commission to loan broker NGAAP vs IFRS

NOK million

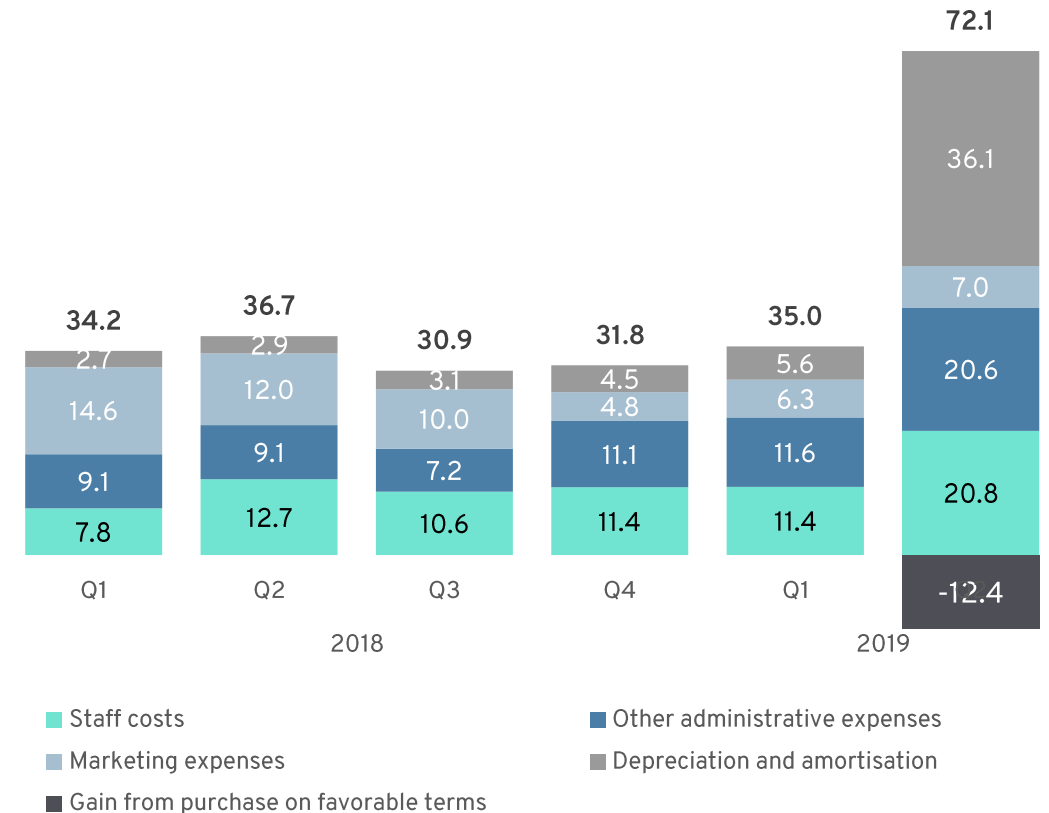


Costs significantly affected by one-offs

- Net one-off costs NOK 26.6 million in Q2 2019
 - NOK 30 million in extraordinary write down
 - NOK 4.2 million restructuring costs staff
 - NOK 4.8 million other restructuring costs
 - NOK 12.4 million in gain from purchase on favourable terms
- Costs related to Sweden launch, license fee BRAflyg and Credit card campaign NOK 5.0 million in Q2 2019
- Additional cost increase of NOK 5.6 million
 - Reduced transfer to intangible assets
 - Wages and FTE
 - Volume related IT cost

Operational expenses

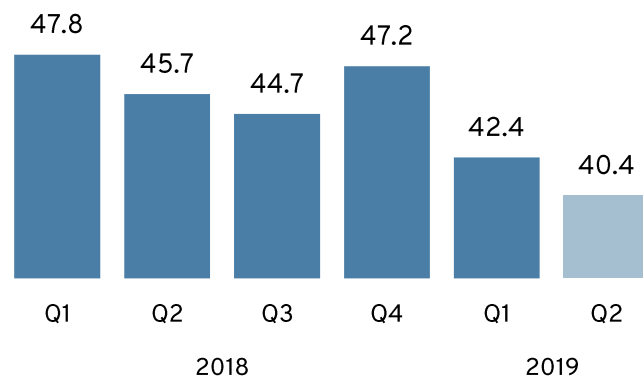
NOK million



Non-performing loans according to expectations

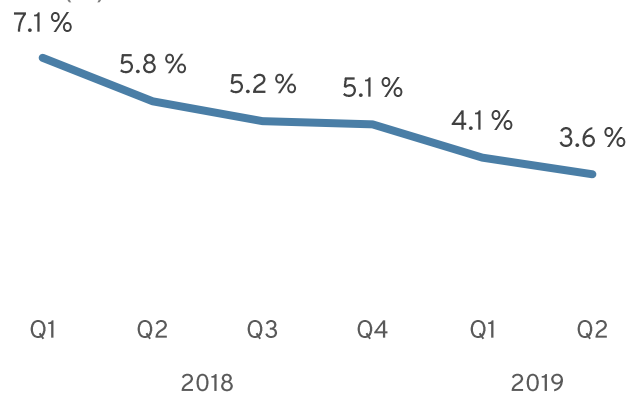
Loan losses

NOK million



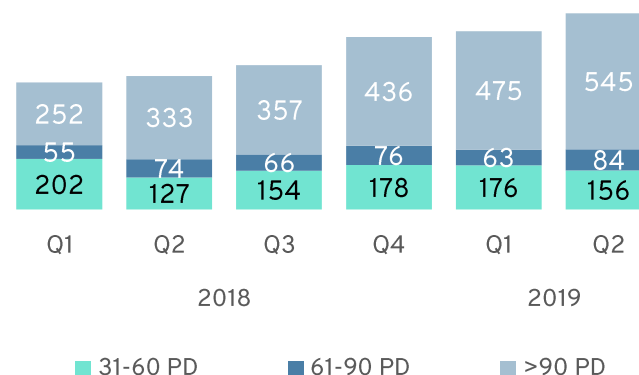
Loan loss ratio*

Per cent (%)



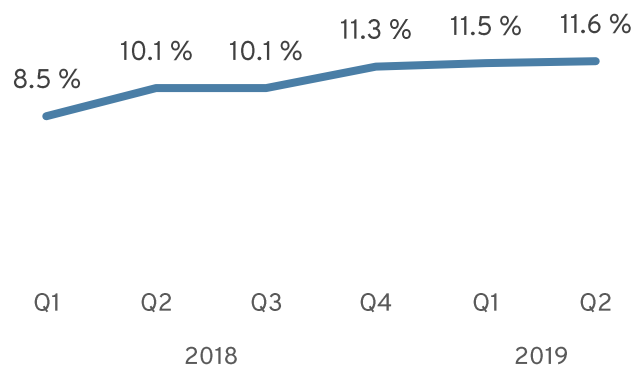
Gross loans past due (# of days)

NOK million



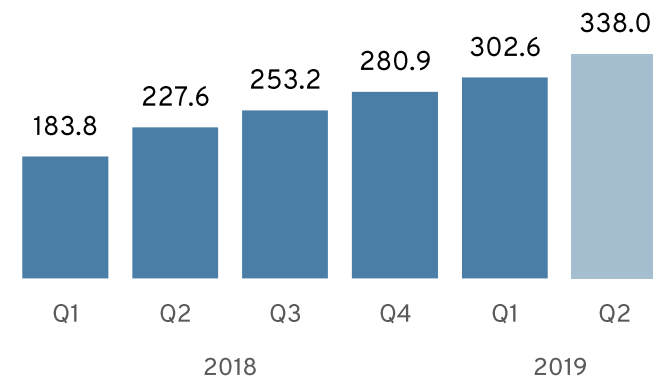
Non-performing loan ratio**

Per cent (%)



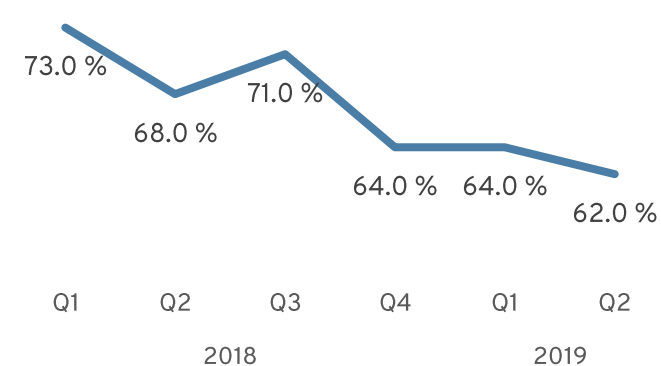
Provisions

NOK million



Total provision ratio***

Per cent (%)



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Note(*): loan loss ratio = (Quarterly loan loss * 4)/quarterly gross loans || Note(**): non-performing loan ratio = >PD90 / gross loans || Note(***): provision ratio = total provisions / >PD90

Correlation between loan growth and loan losses in IFRS accounting

- Loan losses:
 - NGAAP is an incurred loss model
 - IFRS 9 is based on expected credit loss.
 - Substantial P&L effect since loan losses are recorded at an earlier stage.

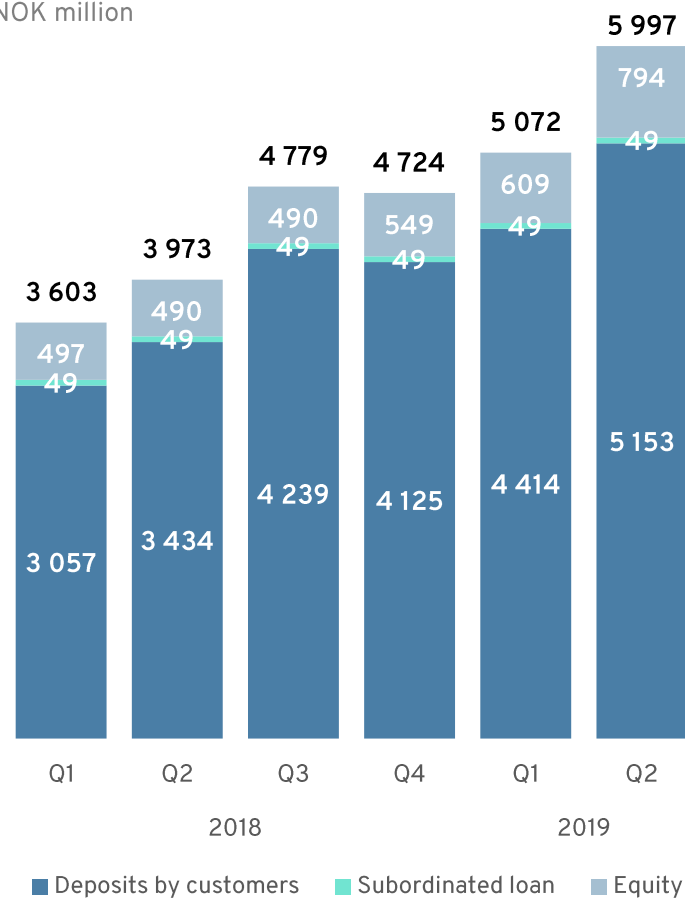
Loan growth vs loan losses IFRS



Easy access to low cost funding

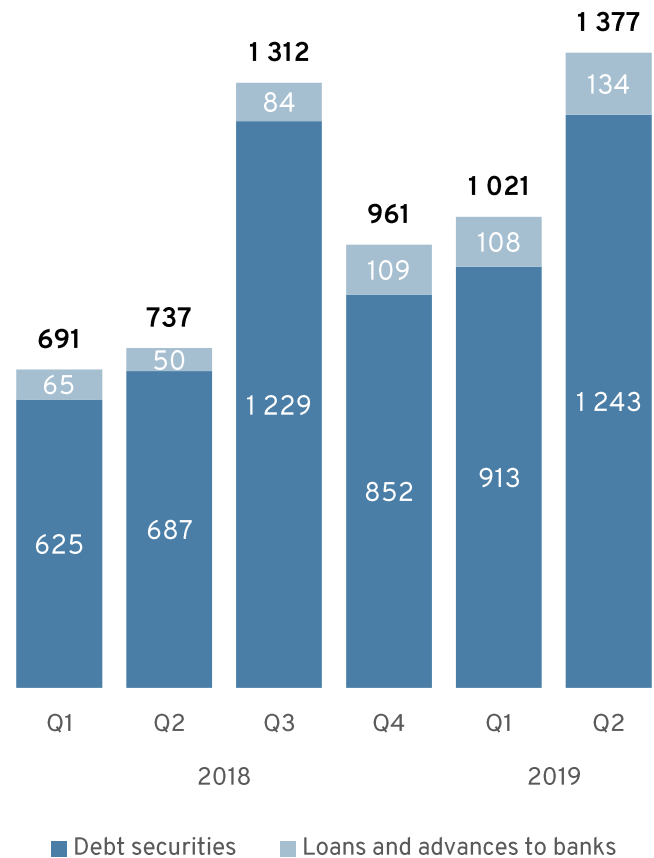
Funding

NOK million



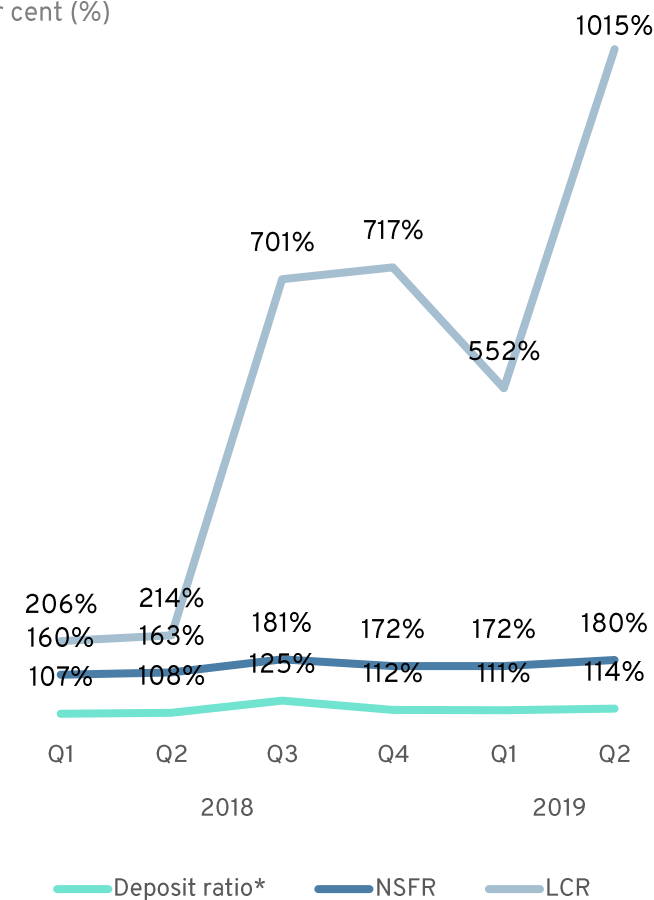
Liquidity

NOK million



Key ratios

Per cent (%)

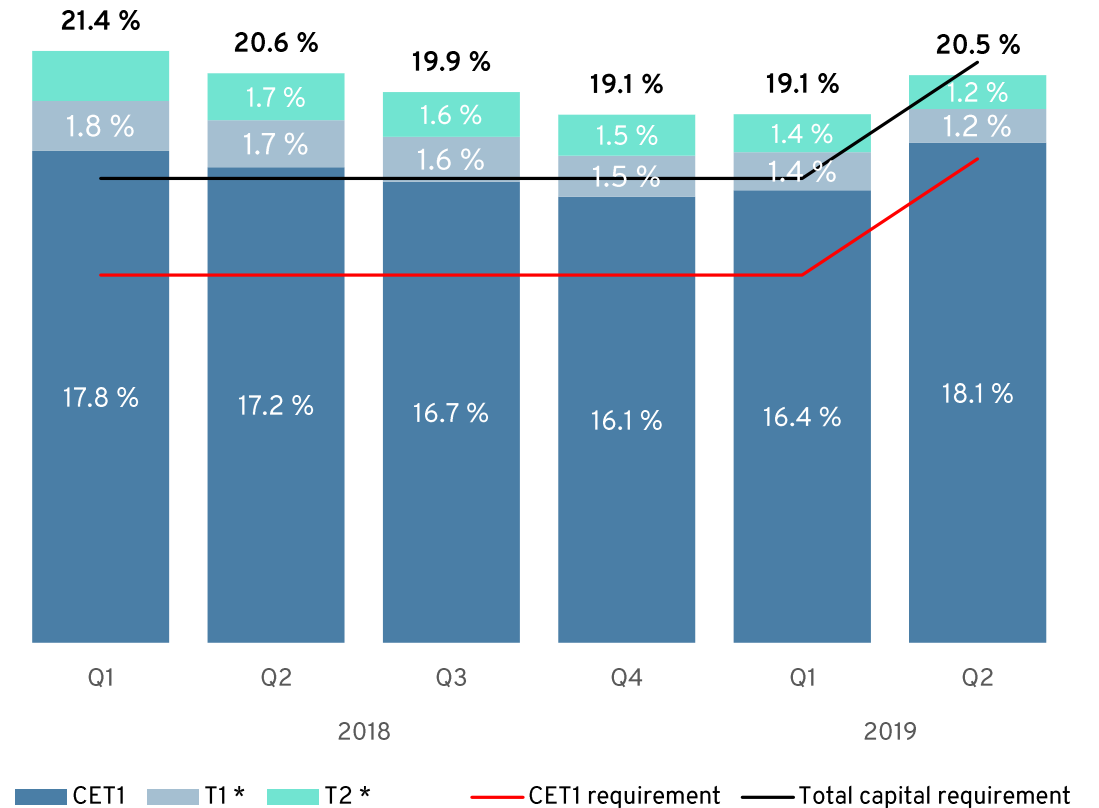


Regulatory capital structure

- Private placement of approximately NOK 37 million completed in early July
 - Capital ratio of 21.4 per cent after placement
 - Regulatory capital requirement 21.0 per cent
- Growth opportunity restrained by capital situation
- Potential measures under consideration
 - Balance sheet adjustments
 - Capitalisation
 - Cost structure

Reported capital adequacy*

Per cent (%)





Strategy and operations

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Growth opportunity restrained by capital situation

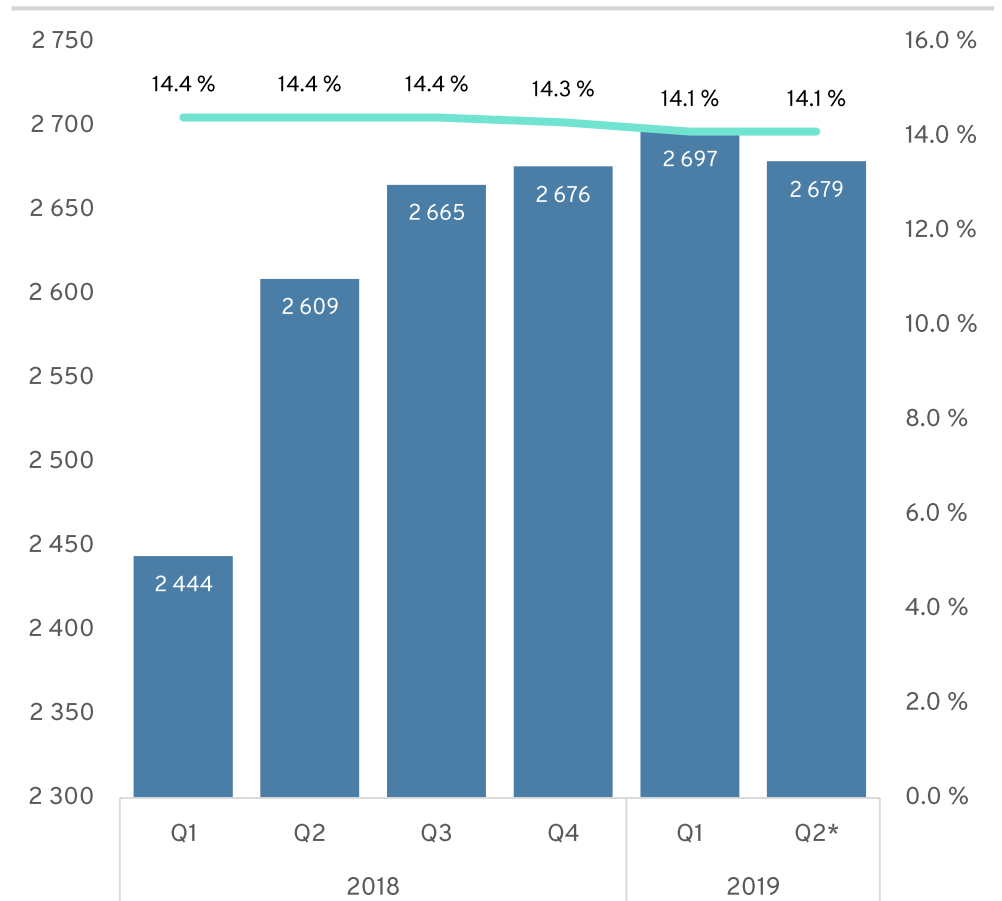
- Timing and level of growth will depend on balance sheet development and market conditions
 - The previous target of NOK 5bn in 2019 is therefore removed
- Focus on improving operations and efficiency
 - Securing successful integration process
 - Further improving credit models
- Compliant with regulations
 - Top priority for management



Norway: Focus on compliance and regulations

- Reduced growth due to:
 - Stricter regulations than anticipated
 - Focus on being compliant
 - Fewer applicants qualify for a loan
 - Some agents still not compliant with new regulations
 - Applications are rejected
 - Introduction of debt register
 - Fewer applicants qualify for a loan
 - Reduced loan losses long term
- Further development of efficient credit routines in accordance with regulations

Norway: Gross loans and annualized loan yield



Note(*): Q2 2019 figures excluding former BRABank

Debt register in Norway launched in Q2 19

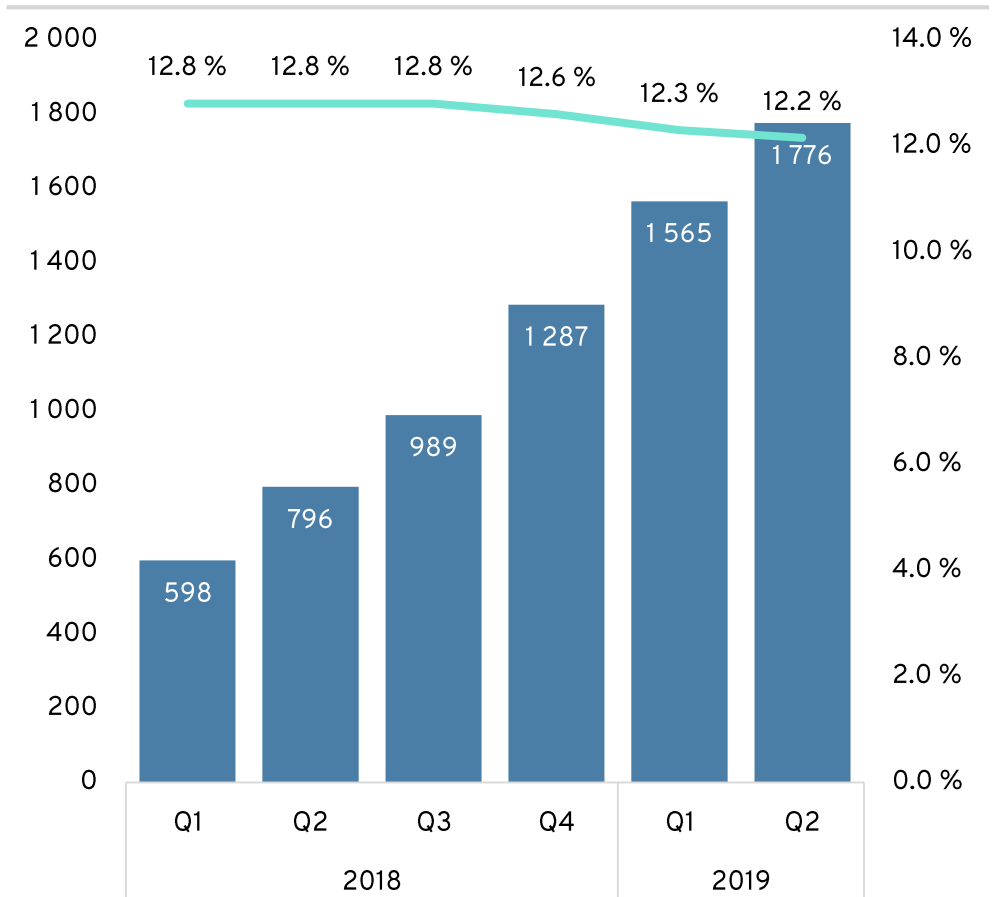


- Debt register data are typically strong predictors of credit risk
- BRABANK with solid experience using debt register data in Finland
- Expect long term positive effects on profitability
 - Improved risk selection for new underwritings
- Somewhat reduced approval rates as high risk customers are rejected
- Uncertain short term effect - depends on many factors
- Default rates may temporarily increase as high risk borrowers will find it increasingly difficult to refinance
- Otherwise limited effects on the existing loan book
- Can collect data on existing customer for scorecard development, however only a snapshot of current debt (as opposed to historical records) will be available

Finland: Improved risk selection and solid market outlook

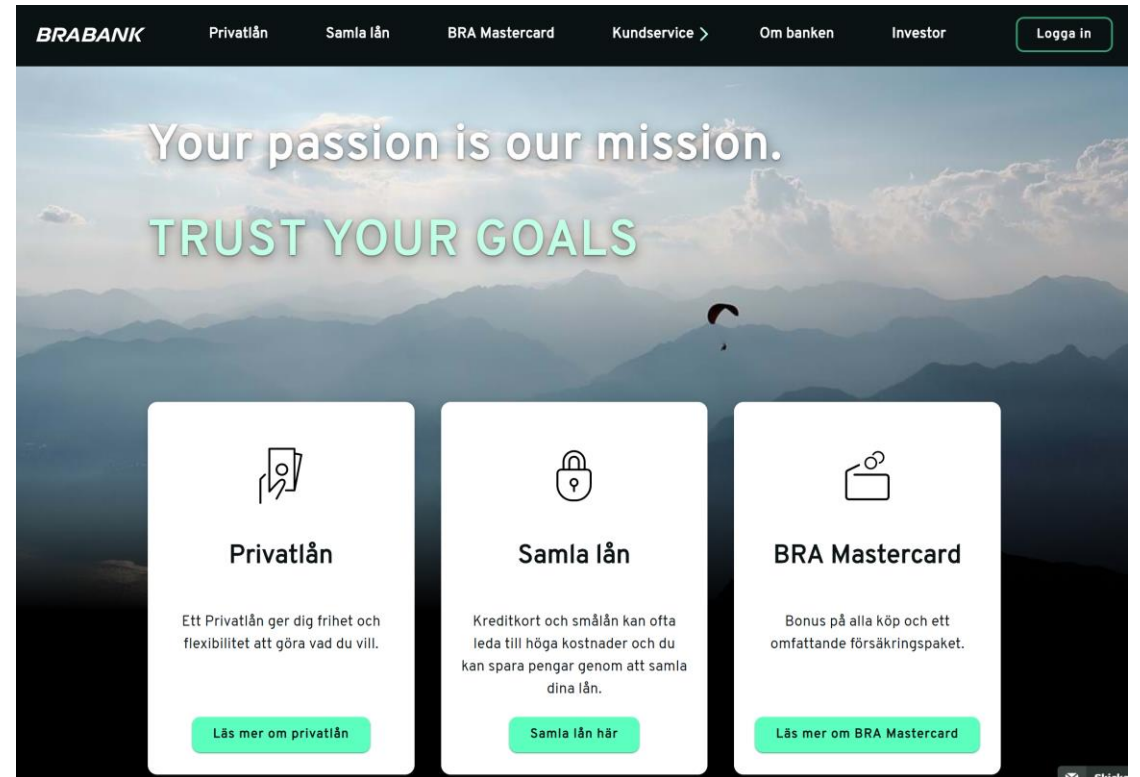
- BRABank's own scorecard implemented
 - Risk reduction for new vintages expected
- Initial focus on developing own IT-systems pays off
- Focus on risk-adjusted margins
- Finland increasingly important going forward
- Interest cap 20 per cent in force from September 2019
 - No direct impact expected

Finland: Gross loans and annualized loan yield



Sweden: Successful launch in exciting market

- BRABank's consumer finance offering well received
 - Significant customer interest and inquiries
 - Competitive market
 - Easy access to customer data and established debt register
- Same market approach as in Finland
 - Soft launch with few agents
 - Learning from customer data and adjust credit models accordingly
- Swedish market about twice the size of Finland and Norway



Credit card expansion according to plan

- Soon approaching 10 000 card issued
 - High customer satisfaction with average log-in to APP every 10 days
 - Positive response on Eurobonus-campaign
- Will continue to expand through
 - Innovative solutions
 - Strategic partnership agreements
 - Campaign testing

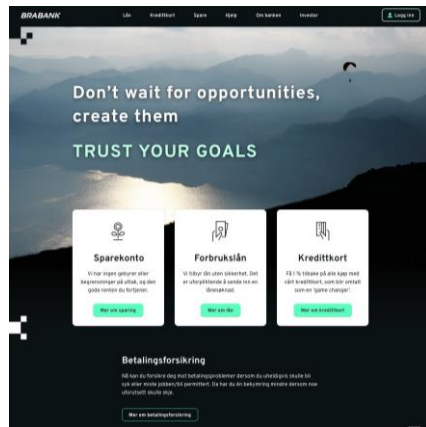


Multichannel distribution

- Ambition to increase own distribution

BRABank brand

www.brabank.no

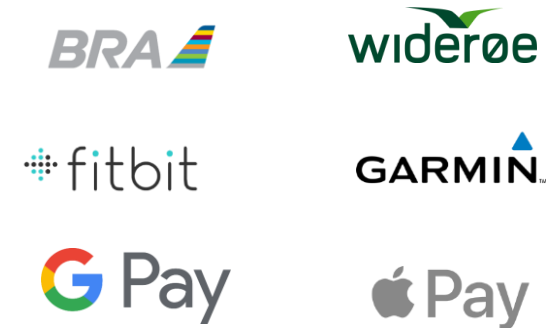


BRABank call center

Third party agents



Partners



+ potential new partners

Integration process according to plan

- New BRABank successfully launched
 - Branding
 - Distribution
 - IT-systems
- Strong efficient organisation established
 - Severance agreement signed with 8 employees
 - 3 employees resigned
 - 2 employees staying on
- Oslo office will be closed down in H2 19
- Total integration cost NOK 40-50 million
 - NOK 9 million booked in Q2 19
 - Rest will be booked in H2 19

High level timeline of merger



Our value proposition

- BRABank aims to redefine bank services within consumer credit and saving for private individuals.

The bank shall differentiate on availability and dominate on customer experience in its market.

- Continue to develop innovative solutions to have most satisfied customers in the segment
- Ensure cost efficient operations with automated processes and optimized risk evaluation based on internally developed scoring- and pricing models
- Risk mitigation through loan growth, product diversification and geographical expansion

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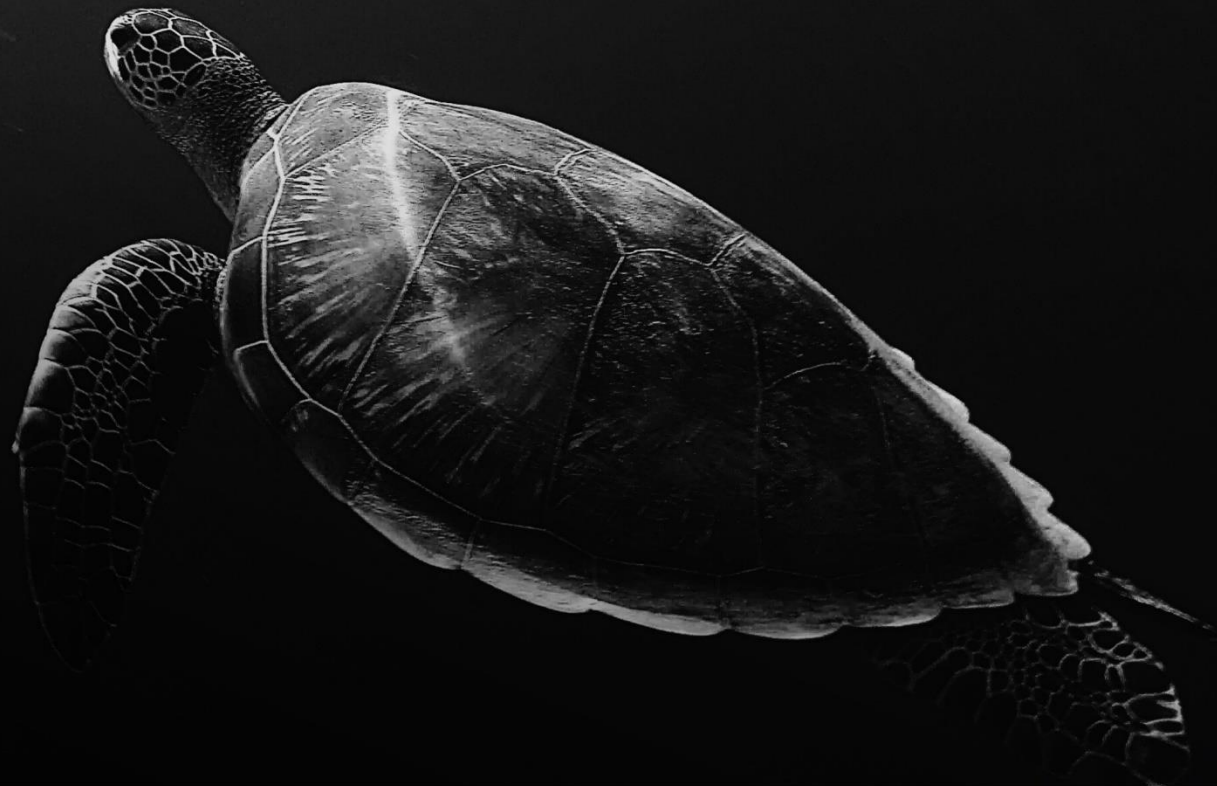
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Appendix

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Detailed financial figures

Quarterly income figures and balance sheet*

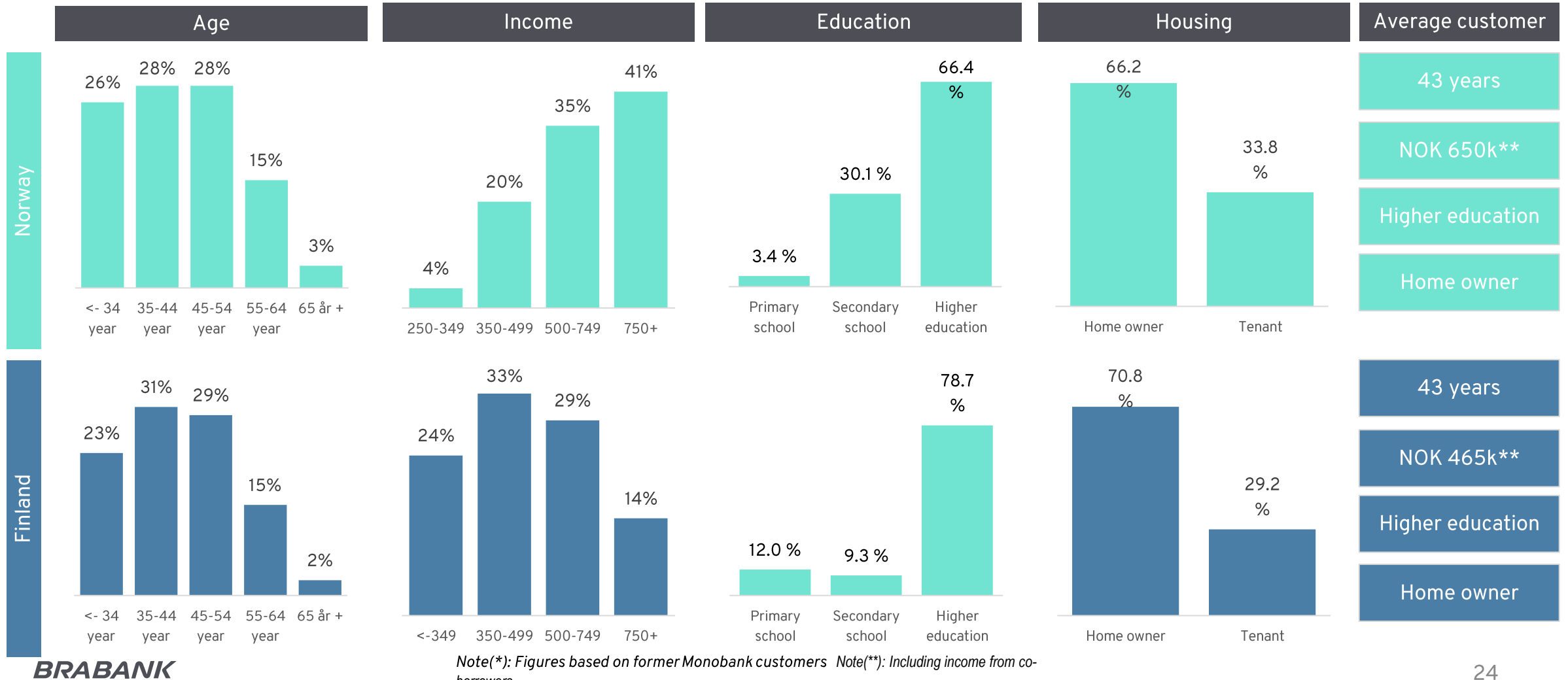
Income statement

In NOK thousands	2019		2018		
	Q2	Q1	Q4	Q3	Q2
Interest income	106 199	97 852	94 385	88 265	84 647
Interest expenses	18 194	17 512	19 128	18 534	15 356
Net interest income	88 005	80 340	75 257	69 730	69 291
Income commissions and fees	7 172	7 676	6 255	6 975	6 255
Expenses commissions and fees	3 043	491	0	0	0
Total income	92 134	87 526	81 512	76 705	75 546
Income/(loss) from trading activities	-4 869	-3 103	3 530	-348	-1 182
Staff costs	20 820	11 413	11 354	10 602	12 675
Other administrative expenses	27 614	17 953	15 942	17 178	21 105
- of which marketing expenses	6 999	6 319	4 819	9 958	12 018
Depreciation and amortisation	36 078	5 593	4 519	3 122	2 931
Gain from purchase on favourable terms	12 414				
Total operating costs	72 098	34 959	31 814	30 902	36 711
Profit/(loss) before impairment losses	15 167	49 463	53 228	45 455	37 653
Impairment releases/(losses)	-40 374	-42 380	-47 176	-44 669	-45 705
Operating profit/(loss) before tax	-25 207	7 083	6 052	786	-8 052
Tax charge	6 302	-1 771	-1 513	-197	2 013
Net profit	-18 905	5 312	4 539	590	-6 039

Balance sheet

In NOK thousands	2019		2018		
	Q2	Q1	Q4	Q3	Q2
ASSETS					
Loans and advances to banks	134 450	108 366	108 790	83 630	49 906
Debt securities	1 242 618	912 844	851 879	1 228 593	686 825
Loans and advances to customers	4 874 920	4 262 306	3 963 302	3 653 475	3 405 391
Provision for impairment losses	338 017	302 551	280 946	253 187	227 579
Net loans and advances to customers	4 536 903	3 959 755	3 682 356	3 400 288	3 177 811
Deferred tax asset	64 558	38 071	39 585	39 050	38 993
Other intangible assets	73 868	70 026	67 064	62 119	55 669
Property, plant and equipment	14 858	15 278	15 936	10 155	10 450
Financial derivatives	0	1 832	6 644	2 150	0
Prepayments accrued income and other assets	16 532	24 398	9 092	6 715	6 054
Total assets	6 083 786	5 130 570	4 781 347	4 832 700	4 025 708
LIABILITIES & EQUITY					
Deposits by customers	5 153 296	4 413 713	4 125 245	4 238 973	3 433 627
Provisions, accruals and other liabilities	82 867	54 550	53 922	51 303	46 900
Financial derivatives	6	0	0	0	2 670
Subordinated loan	49 370	49 370	49 327	49 284	49 242
Tax payable	3 892	3 892	3 892	2 848	2 848
Total liabilities	5 289 431	4 521 525	4 232 385	4 342 408	3 535 287
Equity					
Share capital	447 393	304 467	274 023	249 196	249 196
Surplus capital	304 034	247 508	222 454	192 428	192 427
Tier 1 capital	49 454	49 454	49 413	49 370	49 326
Retained Earnings	-6 525	7 616	3 073	-701	-529
Total equity	794 355	609 045	548 962	490 293	490 420
Total equity and liabilities	6 083 787	5 130 570	4 781 347	4 832 701	4 025 707

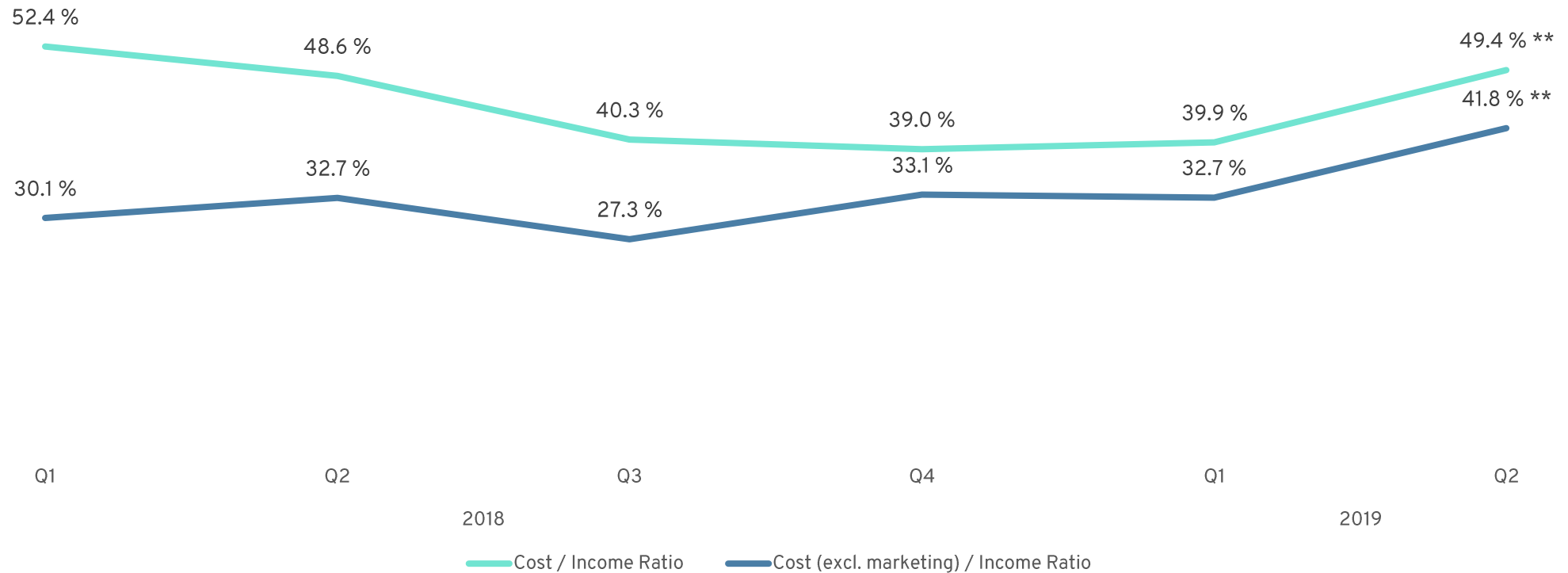
Average customer well educated, mid-forties and high income*



Cost/income ratio*

Cost/income ratio*

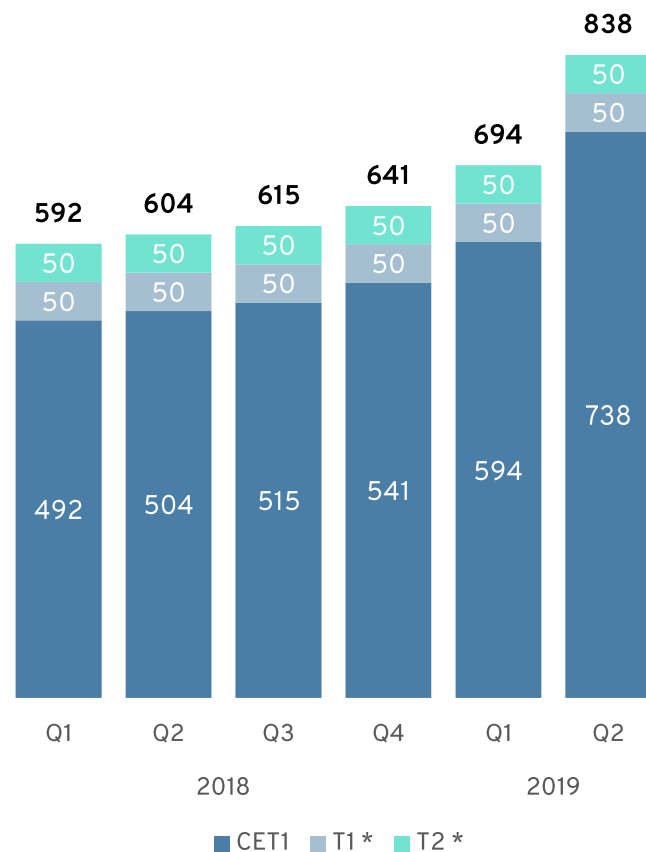
Per cent (%)



Regulatory capital structure

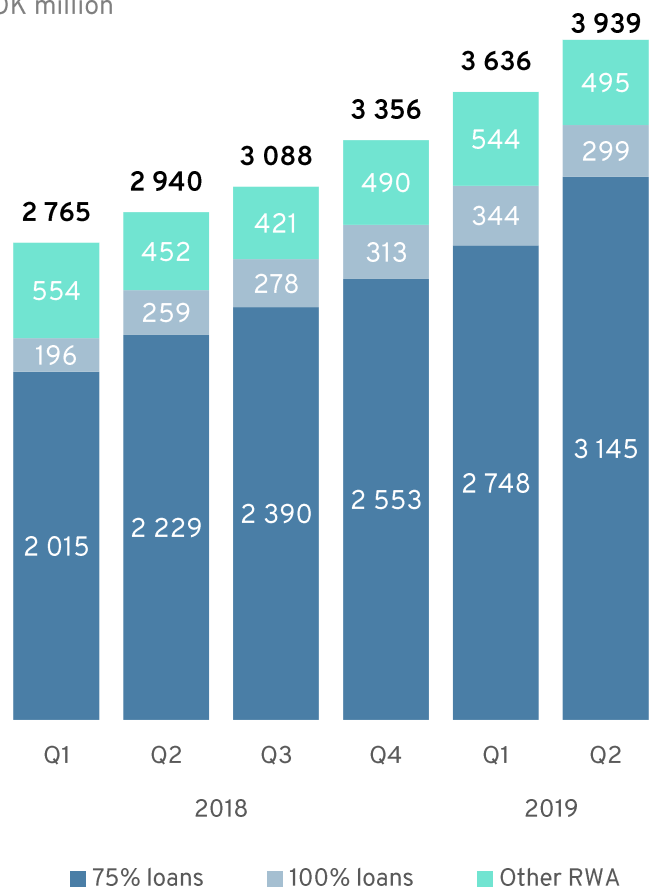
Regulatory capital*

NOK million



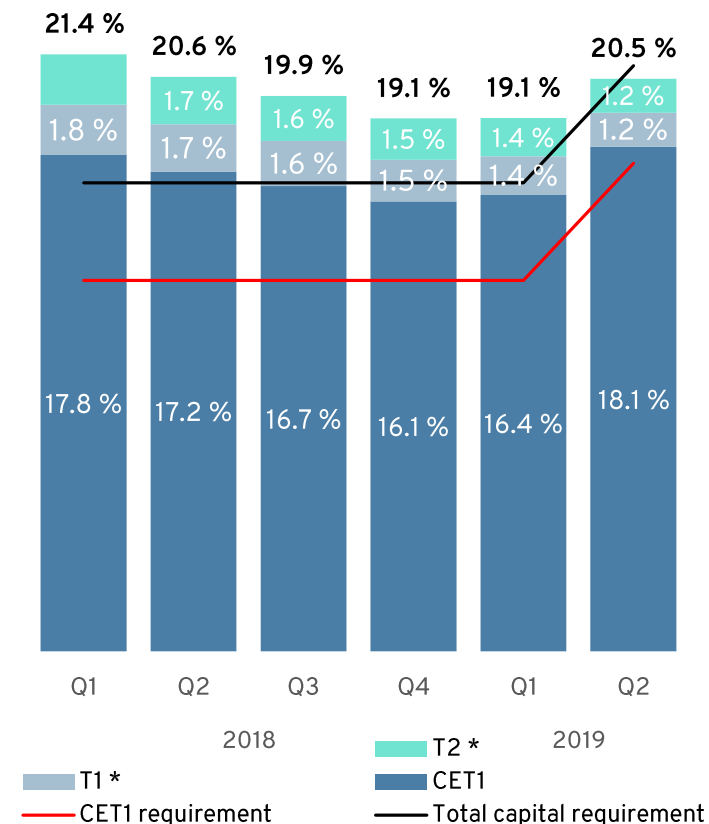
Risk-weighted assets

NOK million



Reported capital adequacy**

Per cent (%)



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Note(*): As of Q2 2019 NOK 50m Tier 1 (1.5% of RWA) and NOK 50m Tier 2 (2.0% of RWA) capital counts towards BRABank's capital adequacy ratios ||

Note(**): capital requirements (Pillar I) are weighted between Norway and Finland

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