

# Landshypotek Bank Investor presentation - first quarter 2025

2025-05-08



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#### **Executive summary:**

- Low-risk market leading agriculture and forestry bank with sustainability integrated in the strategy with a market share of 24%
- Sustainable governance where profit is reinvested or returned to the agriculture and forestry sectors
- The bank for the conscious choice of mortgage loans and savings
- A lending portfolio with a positive climate footprint
- Low-risk business model
  - 99.8% of the loan portfolio is first-lien mortgages
  - Average LTV is 43%
  - 99% of the customers have a personal liability
  - Total losses since 1985 SEK 366m, average per year 0.026%
- Very well capitalised with a CET1 buffer of 8.2% to MDA restrictions and a leverage ratio of 5.5%, despite big deductions



## Working for a richer countryside

#### In short:

- · Landshypotek Bank's vision is to enhance life in the countryside
- A leading low risk bank in the agriculture and forestry sectors and challenger in mortgage market
- Strategy

Treasure our position in the market and value what it stands for

Grow with new and existing customers, primarily within in the retail market (agriculture and residential)

Become a larger bank with better profitability and higher efficiency for us and our customers



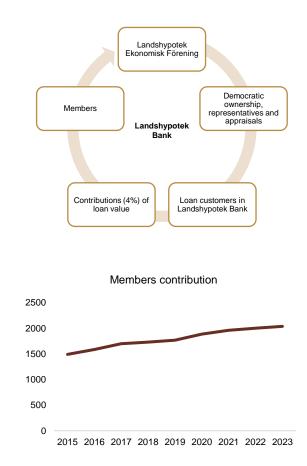
## With the same purpose since 1836. Boring? Never.

- It all started in 1836 with the very first building society. Our main task is to provide competitive financing and to offer financial services to Sweden's farmers and foresters
- Since 2017, we have challenged the mortgage market by offering competitive interest rates that enables people to live well across the country.
   Structural changes within the agricultural landscape made it even more natural for us to take this step
- Our main focus is mortgages and we understand the importance of the place where people chose to live or develop their business within agriculture and forestry
- We strive to be a sustainable bank offering solid and long term financial services and competitive terms for savings
- We offer mortgages for agriculture, forestry and residential as well as savings accounts
- Collaborations are actively chosen and part of our future



## Landshypotek is more than just a bank

- 32,000 loan customers are members of Landshypotek Ekonomisk Förening, the foundation of a long term governance structure
- Landshypotek Ekonomisk Förening is sole owner of Landshypotek Bank
- All business is conducted in the bank
- Purpose: Provide competitive financing and to offer financial services to Sweden's farmers and foresters. Focus for 120 elected representatives:
  - Owning the bank
  - Representing the members in a democratic organization
  - Represent Landshypotek in the market
  - Execute real estate appraisals





## Position, focus and strategy

•	One of the 10 largest banks in Sweden and market leading in agriculture
	and forestry with approx. 24% of total lending to the sectors

- Considered a systemically important bank by the Swedish National Debt Office (Sw. *Riksgäldskontoret*)
- Loans outstanding to the agriculture and forestry sectors of SEK 83bn and residential mortgages SEK 30bn
- 278 employees, 21 offices

Low risk actor

Circular

economy

Market

leader and

challenger

- 99.8% of the loan portfolio is first-lien mortgages, low average LTV 44%
- 99% of our customers conduct business as sole proprietorship, which is a private individual with personal liability
- S&P Covered Bond rating AAA, S&P issuer rating (long) A, Fitch issuer rating (long) A
- Long term governance structure being owned by 32,000 loan customers, members of Landshypotek Ekonomisk Förening
- Profit is reinvested or returned to the agriculture and forestry sectors

Treasure our position in the market and value what it stands for

Grow with new and existing customers but primarily within in the retail market (agriculture and residential)

Become a larger bank with better profitability and higher efficiency for us and our customers

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## Sustainability and ESG

#### In short:

- · Sustainability embedded in the business model
- · Limited direct impact, greater impact within our lending portfolio
- Increase customer dialogue to reduce emissions and secure adaptation to a changing climate

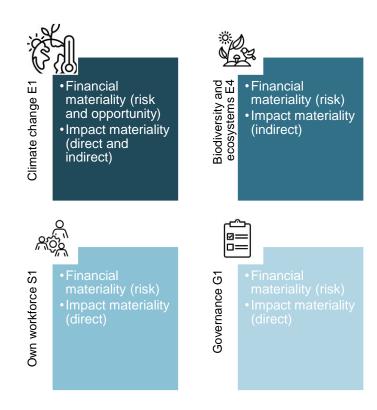






## **Material sustainability topics**

- Landshypotek completed a double materiality assessment during 2024.
- The double materiality assessment concluded that the bank's material sustainability topics are:
  - Climate change
  - · Biodiversity and ecosystems
  - Own workforce
  - Governance
- Policies, actions and targets within each material sustainability topic will be the foundation of Landshypotek's sustainability agenda.
- Although the bank is no longer covered by the formal reporting requirements under the CSRD/ESRS for the financial year 2025, Landshypotek will continue to publish an annual sustainability report in a manner that is inspired by the CSRD/ESRS.



E2 Pollution, E3 Water and marine resources, E5 Circular economy, S2 Employees in the value chain, S3 Affected communities and S4 Consumers and End-users are not considered to be material at this time.



## A lending portfolio that stands out

- Landshypotek's lending portfolio differs from other Swedish banks. The vast majority of Landshypotek's lending is to agriculture and forestry – two sectors that are dependent on photosynthesis and other ecosystem services.
- The forest is a key link in the transition to a fossil-free society as forest-based raw materials are renewable, recyclable and biodegradable.
- Forests and arable land are carbon sinks with a considerable potential to store even more carbon.
- Cultivated land and grazing animals are essential for biodiversity and diversified landscapes.
- Pastures, fields with crops and forest lands are essential for other ecosystem services like absorption of heavy rains, cleaning of ground water and soils provide habitats for thousands of species.
- Swedish farms maintain high standards for animal husbandry, environmental conditions and food quality.
- Moreover, forestry and farming are the only two sectors that can create biodiversity and other ecosystem services.





## Climate and nature related risks for lending portfolio

#### Transition risks

- Political decisions e.g. taxation of fossil fuels used in machinery, CO<sub>2</sub>-pricing such as an emissions trading system for agriculture, land use regulations (e.g. EU Nature Restauration Law) and mandatory renovation requirements to improve energy efficiency in buildings.
- Change in consumer and investor demands ٠

#### Climate indicators and physical risks



Temperature will lead to other risks



like drought and heatwaves



provide a greater opportunity for higher yields and crop variation but higher risk of increased pressure from vermin



Heatwaves place stress on growing crops and livestock whilst increasing the risk of lower yields



Fire risk can lead to the destruction of forests and lost growth



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Extreme precipitation causes flooding and extreme rainfall can destroy crops and provide challenges for using machinery and damage to property

Elevated sea levels pose a risk for 1 ↑ ↑ properties in exposed areas

#### Landshypotek Bank's impact

- Through customer dialogue inform and discuss methods and investments for adaptation and emission reductions
- Credit analysis and appraisals include sustainability aspects from a climate and environmental perspective
- Credit analysis includes ESG risks and opportunities as part of SWOT analysis
- Finance projects and investments which adapt the business to a changing climate or reduce their impact on the climate

#### Further understanding

- To better understand climate indicators and physical risks in our lending portfolio, an updated analysis has been conducted using data from SMHI during 2024.
- In addition, we have conducted an analysis with Hemma on all properties in our mortgage portfolio with issued and Synthetic EPCs (AI model estimates) to understand the emissions from our mortgage portfolio.

#### **Complex sector exposure**

Agriculture and forestry are dependent and crucial for nature as we know it. There are no closed systems which increases the complexity to fully understand the consequences of a changing climate



## **Climate change**

#### Our impact is primarily within our lending portfolio

- Climate transition plan approved in December 2024 with the overall aim of achieving net zero emissions in the lending portfolio by 2045 at the latest.
- The transition plan focused on removing the use of fossil fuels within agriculture as this is the most urgent abatement measure within agriculture and forestry and one that the bank can finance.
- The bank's residential mortgage portfolio largely follows the national distribution of Energy Performance Certificates.
- The bank can play an important role in financing energy efficiency measures in single-family houses (*småhus*) and a more indirect role in the improved energy efficiency of residential apartments.
- Landshypotek's own emissions are primarily driven by energy used in our offices and work-related travel.

#### Landshypotek Bank's transition plan in short

- Focus on agriculture
- Biological processes
- Political governance is necessary
- Fossil free agriculture

#### Direction, goals and activities

- 1. The bank will have a targeted offer for investments to phase out fossil fuels, investments in the production of renewable energy and energy efficiency measures in housing and production facilities.
- The bank will have a targeted offer for investments to adapt businesses and housing to a changed climate (e.g. irrigation, cover ditching).
- 3. The bank will work closely and proactively with its customers to phase out fossil fuels and to identify and minimize climate-related risks in the customers' operations at an early stage.
- 4. The bank have a clear connection between the bank's lending and borrowing in terms of financing climate change mitigation and adaptation to climate change.
- 5. The bank's employees will be continuously trained to understand climate change and how the bank can contribute to reducing it and contribute to climate adaptation. Board, management group, risk function and business organization must have special knowledge to be able to manage, follow up and support the needs of the bank, the owners and the customers.
- 6. The bank's largest customers within the largest operating areas must report climate data annually.

Targets will be reviewed annually in conjunction with the annual review of the transition plan.



## **Great absorptions and essential emissions**

#### Biogen and fossil-based emissions

• There is a difference between the "green" and the "brown" carbon atom. One is part of the natural carbon cycle; the other one is not.

Emissions and absorption from land use

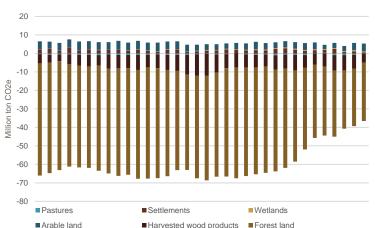
- LULUCF sector contributes to a yearly net absorption of greenhouse gases
- The net absorption corresponds to 70% of Sweden's total emissions (2023)
- Most of the net absorption within the sector comes from forests and wood products
- Absorption (carbon pools) is found in the living biomass and mineral soils
- The reduced absorption from the forests in recent years is due to lower growth (drought) and greater extraction (spruce bark beetle and greater demand)

#### **Emissions from agriculture**

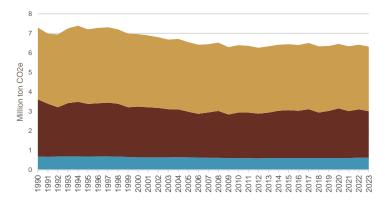
- Emissions in agriculture are driven by methane and nitrous oxide from animal feed digestion, manure handling and nitrogen conversion in soil
- The sector's emissions are based on biological processes, which makes the calculations uncertain, especially nitrous oxide emissions from nitrogen supply to arable land
- The agricultural sector is the largest source of emissions of the greenhouse gases methane and nitrous oxide

#### **Emissions from housing**

Emissions from housing, primarily heating, have decreased by 91% between 1990 (6.2 million tons CO2e) and 2023 (0.3 million tons CO2e). Remaining emissions are driven by energy sources for heating and consumption.



#### Emssions from agriculture 1990-2023



#### Emissions and absorption from land use 1990-2023



## Financed emissions and CO2 absorption in the lending portfolio

#### Emission sources from activities on the land:

Emissions from: milk production beef production pig production crop cultivation poultry forestry buildings residential properties Methane  $(CH_4)$ Nitrous oxide  $(N_2O)$ Carbon dioxide  $(CO_2)$ 



#### Land use's emissions and absorption sources :

Absorption in the forest Absorption in crop and grazing lands Emissions from crop and grazing lands Emissions from organogenic soils (e.g. peatlands)

Carbon (C) Carbon dioxide  $(CO_2)$ Nitrous oxide  $(N_2O)$ 

#### Positive climate effect of the bank's lending portfolio

- The forest's absorption is greater than all emissions attributable to other land use and different land use segments.
- The result is shown based on the loan-to-value ratio and thus refers to the bank's financed emissions and absorption.

#### What causes the emissions?

- Emissions from soils (nitrous oxide, nitrogen compounds)
- Livestock's digestion of feed (methane)
- Manure (handling of manure and production of fertiliser)
- Energy use (livestock and machinery)

#### Variables for sensitivity analysis

- Nitrous oxide emissions (highly uncertain)
- Area of forest land (amortizations, loans paid off)
- Average number of animals used in calculations (ruminants)
- Handling of manure (assumption of 30% of Sweden's total emissions)

#### How can we increase the effect through reduced emissions?

- Dialogue with customers and other players in agriculture and forestry to jointly drive the climate transition
- Financing fossil-free energy production and energy-efficient buildings
- Plans for the opportunity to reward customers who use farming methods and make investments in food production with a lower climate impact





## **Financed emissions and absorption**

		Financed emissions/ absorption with reference to LTV ratio (ton CO <sub>2</sub> e)	Financed substitution effect with reference to LTV ratio (ton CO <sub>2</sub> e)
Land use	Absorption forests	- 2 260 000	- 1 340 000
	Absorption crop and grazing lands	- 71 000	N/A
	Emissions cropland	+ 455 000	N/A
	Emissions grazing land	+ 15 000	N/A
	Emissions organogenic soils	+ 320 000	N/A
Land use total		- 1 540 000	
Emissions from segments	Milk production	+ 560 000	N/A
	Beef production	+90 000	N/A
	Poultry	+ 21 000	N/A
	Pig production	+ 35 000	N/A
	Crop cultivation	+ 80 000	N/A
	Forestry	+ 1 000	N/A
Emissions from segments		+ 810 000	
Residential Housing		+ 3 000	N/A
Buildings		+ 24 000	N/A
Total emissions and absorption		- 725 000	
Total emissions, absorption and substitution effect		- 1 790 000	

### Positive climate effect of the bank's lending portfolio

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### How can we increase the effect through reduced emissions?

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## **Biodiversity and ecosystems**

#### Our impact is primarily within our lending portfolio

- Landshypotek Bank finances Swedish agriculture and forestry. Agriculture and forestry are unique sectors in relation to biodiversity.
- Agriculture and forestry have a significant impact upon biodiversity and ecosystem services. They are also the only sectors which can create biodiversity and ecosystem services.
- The bank currently does not have a specific policy or targets relating to biodiversity as there are significant challenges in assessing or calculating biodiversity. There is no accepted method for assessing biodiversity.
- The bank currently addresses biodiversity in the credit assessment process through the following processes:
  - The independent valuations of forest and farming properties includes an assessment of factors that are relevant for biodiversity such as nearby Natura 2000 areas.
  - A climate and environmental assessment is conducted for the bank's larger agricultural and forestry customers which contains questions about the customer's knowledge of and planned or on-going work with matters related to biodiversity and ecosystems.

- Landshypotek also contributes to biodiversity through financing of sustainable forestry in Sweden.
- Landshypotek's Green Bond Framework requires that a forest property must have an up-to-date green forest management plan, including nature conservation action plans for at least 5 % of the productive forest area or the forest property contains at least 5 % deciduous trees.
- Alternatively, a forest property must have certification through the Forest Stewardship Council (FSC) and/or the Programme for the Endorsement of Forest Certified (PEFC). Both certifications contain the same requirements for nature conservation action plans or the presence of deciduous trees.



## **Green Bonds**

- Total volume issued: SEK 11.5bn
- Green Bond Framework aligns with Green Bond Principles
  as of 2017
- Addressing the UN Sustainable Development Goals (SDG) affordable and clean energy (7), sustainable cities and communities (11), climate action (13) and life on land (15)
- Green Assets means loans provided by Landshypotek, financing or refinancing investment relates to three categories of Green Assets - *Sustainable Forestry, Renewable Energy* and *Green Buildings*
- Substantial contribution to lowering carbon dioxide levels in the atmosphere through carbon sequestration as opposed to merely reducing emissions
- · Reported in a yearly updated Impact Report
- The Green Bond Framework will be updated during 2025

#### Green Bond Assets at Landshypotek

- Approx. 2,700 underlying projects are categorized as Sustainable Forestry fulfilling condition A (Green forestry management plan) or B (certified forest)
- Projects cover approx. 2% of Swedish woodland
- 230 tons CO2 has been absorbed and avoided for every SEK 1 million invested

#### **Green Bond Ratio**

15.4%

of the covered bonds issued by Landshypotek Bank are green

14.5%

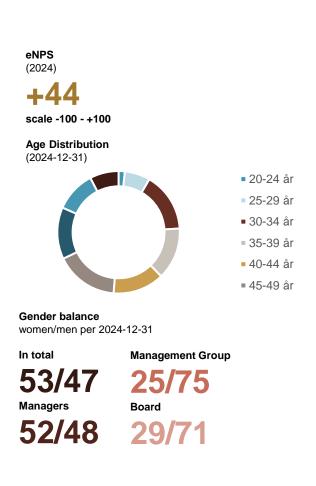
of all senior and covered bonds issued by Landshypotek Bank are green





## **Own workforce**

- Landshypotek has a significant impact on the bank's employees.
- With fewer than 250 employees across 19 offices all over Sweden, employees work with a broad range of tasks. This provides the opportunity for employees to develop and provides opportunities for internal recruitment.
- Being a Swedish-based bank, the bank already fulfils many of the fundamental requirements relating to right of association, paid parental leave, sick leave and retirement benefits.
- The overall gender balance within the bank and at management level is even but there are significant discrepancies within the management group and board.
- Measures to address the gender imbalance at the highest levels of the bank will be a key focus of the bank's agenda relating to its own workforce.





### Governance

- Stakeholders' confidence in the bank is fundamental
- As a bank, Landshypotek has been required to meet strict legal requirements regarding governance matters including anti-corruption, anti-money laundering and handling conflicts of interest.
- Governance-related topics are dealt with across a broad number of policies, guidelines and instructions including those listed in the column to the right.
- Liquidity reserve comprises interest-bearing securities and excludes investments in direct operations in fossil-based energy production, nuclear power, research or development of weapons, potentially environmentally harmful extraction of resources (for example, rare earths or fossil fuel), gambling or tobacco.
- Sustainability reporting in a manner inspired by the CSRD/ESRS for the financial year 2025 and onwards.

Owner Directive		Board Landshypotek Ekonomisk Förening	
Policies		Board Landshypotek Bank	
Guidelines			
Instructions	Compliance	Management Group including Sustainability Officer	CISO
	Human Reso	ources	

Commercial organization

Farming and Forestry
 Residential mortgages

Residential monga

Finance

**Risk function** 

Sustainability Team

#### Overarching

Sustainability Policy Climate Transition Plan

#### General corporate governance and ethics

Code of Conduct Code of Conduct for suppliers Ethics Policy Insider Policy Conflict of Interest Policy Compliance Policy Policy for Counteracting Money Laundering and Financing of Terrorism Owner Directive

### Sustainable credit granting and transactions

Formal work plan for the Green Bond Committee Climate and Environmental Analysis Instruction Credit Granting Guidelines Risk Policy KYC Guidelines Valuation Policy (for Cooperative Association)

### Work environment, employee commitment and societal responsibility

Remuneration Policy HR Policy Board Diversity Policy Guidelines and Instructions for Outsourced Operations and Contract Management Guidelines for Landshypotek Bank's Work Environment Efforts



## **ESG priorities for 2025**

Climate change	Biodiversity and ecosystems	Own workforce	Governance
Implementation of the bank's climate transition plan.	Further incorporate ESG-related risks into the bank's risk management and credit assessment processes.	Develop targets relating to own workforce, in particular with regards to gender diversity and male/female pay gap.	Further incorporate ESG-related risks into the bank's risk management and credit assessment processes.
Develop transition financing for agriculture, forestry and residential mortgage customers.		Continue work to ensure compliance with the upcoming requirements under the Pay Transparency Directive.	Integration of tenant-owned apartments into the bank's ESG agenda.
Further incorporate ESG-related risks into the bank's risk management and credit assessment processes.			
Further develop the analysis of the lending portfolio's climate footprint and identify specific focus areas based on the results of the completed portfolio analysis			
Pilot project for climate emissions data collection from agricultural customers.			
Integration of tenant-owned apartments into the bank's ESG agenda.			



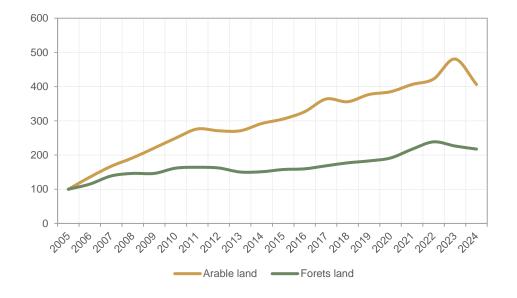
## Agriculture market overview

#### In short:

- Forest owners experience historically high profitability. However, prices of forest land have fallen slightly, driven by higher interest rates and political uncertainty
- Crop producers experiencing decreased cash flow
- Animal producers have improved cash flow
- · There is a significant investment need across the entire sector



## Property price development 2005-2025

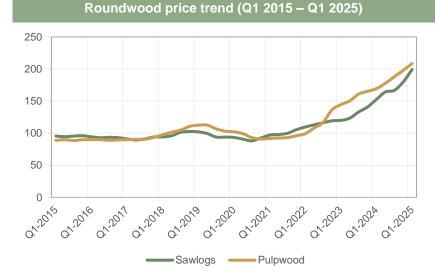




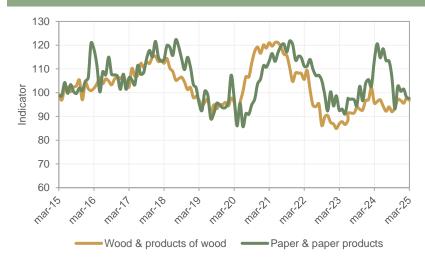
- In Q1 2025 agricultural property prices decreased by 2.4% compared to Q4 2024. The number of properties sold was 12.5% higher than Q1 2024.
- The price of forest land dropped by 3.9% in 2024. The long-term trend is increasing price levels in all areas.
- The price of arable land decreased by an average of 15.5% during 2024. The decline was observed across most regions. The primary factors contributing to the lower prices were the higher interest rates and increased costs.



## Forestry



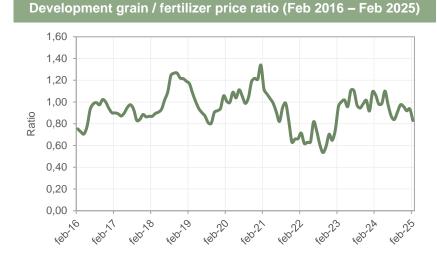
Economic tendency Forest Industry (Mar 2015 - Mar 2025)



 Rising roundwood prices has given forest owners a higher net profit. The price rise is driven by lower supply and increased production capacity in industry. In Q1 2025 the roundwood prices on delivery timber increased by 10.8% on sawlogs and by 5.4% on pulpwood.



Crops



 Grain / fertilizer price ratio decreased by 11.5% in February compared to January due to decreased grain prices and increased fertilizer price. The ratio was 22% lower than February 2024.

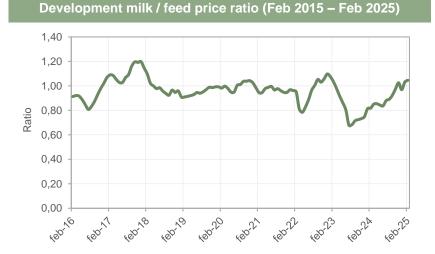
#### 8 000 7 000 6 0 0 0 5 000 4 0 0 0 3 000 2 0 0 0 1 000 0 2010 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2012 2012 2023 2024 ■ Cereal crops ■ Dried pulses ■ Oilseed crops

Production (1,000 tonnes)

• The harvest volume was slightly lower than normal, but higher than 2023. The harvest showed great regional and local differences.

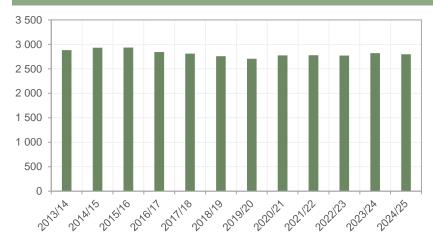


## Dairy



- Milk / feed price ratio increased by 1.4% in February compared to January due to higher milk price. The ratio was 28% higher than February 2024
- Average milk price in March was approx. 25% higher than March 2024.

Production, Mar – Feb (1,000 tonnes)



• Total production decreased by 0.8% the past 12 months due to fewer dairy cows



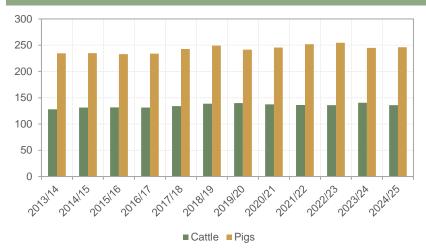
## **Cattle and Pig**

1,40 1,20 1,00 0,80 Ratio 0,60 0,40 0,20 0,00 40019 4e0,10 4.00-17 4.80<sup>1,8</sup> feb.20 Febrilis Febrica Feb.21 Febril Febria Cattle / feed price ratio Pig / feed price ratio

Dev. cattle/pig / feed price ratio (Feb 2015 - Feb 2025)

• The price ratio improved in February compared to January for both cattle and pig as an effect of rising slaughter prices. Compared to February 2024 the pig/feed respectively cattle/feed ratio improved by 3% and 7%.

Production, Mar – Feb (1,000 tonnes)



• Past twelve months pig production increased by 0.6%. In December-February production was 1.2% higher compared to same period 2023. Cattle production decreased by 3.2% past twelve months



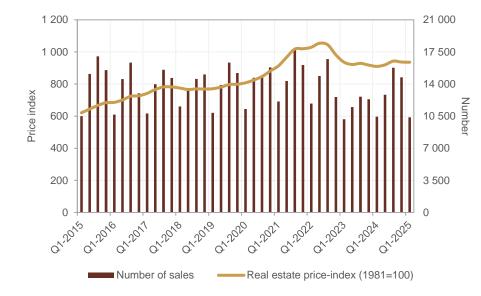
## Housing market overview

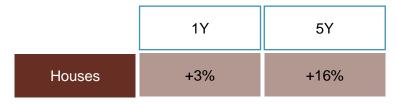
#### In short:

- Consumers are more pessimistic
- The market is cautious in an uncertain external environment with low activity
- The prices have remained stable in recent months



## House price development Q4 2014 – Q1 2025

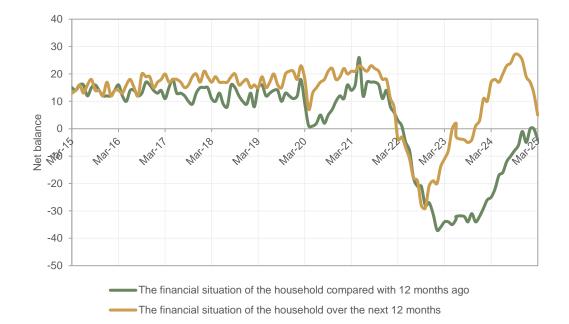




- The prices have remained stable in recent months. The price has leveled off above pre-pandemic price levels.
- The market is cautious in an uncertain external environment. In first quarter of 2025, 0.7% fewer objects were sold compared to the same period 2024. This is also lower than historical figures.



## The financial situation of the households 2015-2025



Consumers are more pessimistic. The consumer confidence indicator dropped sharply in March to 89.8, reflecting a significantly weaker sentiment than normal. Over the past two months, the indicator has decreased by 7.8 points.

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Household' assessment of their financial situation has deteriorated, both compared with twelve months ago and with regards to expectations for next twelve months. In addition, household's' uncertainty about their future financial situation has increased.



## **Financial update**

#### In short:

- Higher net interest income during the first quarter of 2025 compared to 2024
- · Expenses remain consistent with last years
- Credit losses generated a negative net earnings impact of SEK 7 million for the quarter



## **5-year financial KPI development**

Financial KPIs, SEKm	2020	2021	2022	2023	2024	2024vs2023 ∆	%
Total lending	83 036	93 968	105 647	104 751	111 110	6 359	6%
Lending to Agriculture	71 471	75 195	78 440	79 290	82 290	3 000	4%
Lending to Mortgage	11 565	18 773	27 207	25 461	28 820	3 359	12%
Savings	14 672	15 254	23 496	29 080	27 090	-1 990	-8%
Total income	862	964	1 094	1 220	1 096	-124	
Total expenses	478	498	551	589	603	14	
Credit impairments	13	5	4	5	-4	-9	
Operating profit	397	471	548	636	489	-147	
Cost income ratio	0,55	0,52	0,50	0,48	0,55	0,07	
Leverage ratio (consolidated group)	5,9%	5,6%	5,1%	5,6%	5,6%	0,1%	
CET1 ratio (consolidated group)	15,2%	14,4%	14,0%	16,3%	16,1%	-0,2%	
ROA	0,3%	0,4%	0,4%	0,4%	0,3%	-0,10%	
ROE	5,5%	6,4%	7,1%	7,7%	5,7%	-2,02%	
ROREA	0,9%	1,0%	1,1%	1,3%	1,0%	-0,29%	
LTV	42,7%	43,0%	43,2%	43,8%	43,7%	-0,09%	

\*Loan-to-value ratio in Landshypotek Bank's cover pool



## Q1 result

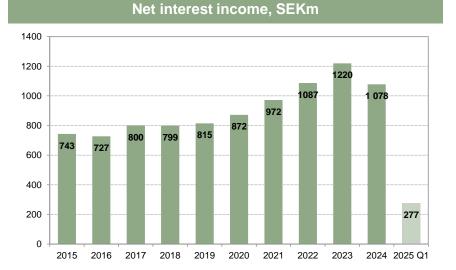
Landshypotek AB						
SEKm	2025 Q1	2024 Q1	Δ QoQ	2024	2023	Δ ΥοΥ
Net interest income	277	275	2	1 078	1 220	-142
Net commission income	7	3	4	19	10	9
Net gain financial items	0	6	-6	-7	-14	7
Other income	1	1	0	5	4	1
Total income	285	284	1	1 096	1 220	-124
Total expenses	-154	-154	0	-603	-589	-14
Profit before impairments	131	130	1	492	631	-138
Credit impairments	-7	0	-7	-4	5	-9
Operating profit	124	131	-7	489	636	-147
Tax expense for the period	-27	-29	2	-108	-135	27
Net profit	97	102	-5	 381	501	-120

- The result for the first quarter of 2025 is in line with Q1 2024, save for the increase in credit impairments
- Net interest income increased slightly compared to Q1 2024
- Expenses remain consistent with those of the preceding year, despite inflation
- Credit losses generated a negative net earnings impact of SEK 7 million for the quarter



## Long term growth in loan portfolio

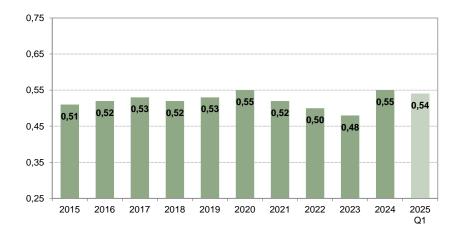




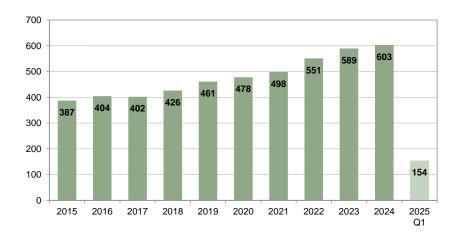


### **Stable cost levels**

Cost income ratio excl loan losses



#### **Total expenses**





## **Asset quality**

- In short:
- Landshypotek Bank has 3 lines of defence that work together at different stages in order to mitigate risks. Risk organisation is the second line that is in charge of risk governance and control.
- 99% of customers have personal liability and 99.8% have post collateral with mortgage deed in real estate or tenant owned apartment
- Loan portfolio is collateralized with low LTV assets (43%)
- The value of arable land and forestry compose the majority of the collateral
- Well diversified portfolio in terms of geographical and business distribution
- · Exposures are classified out of loan size, turnover and income
- · Excellent performance

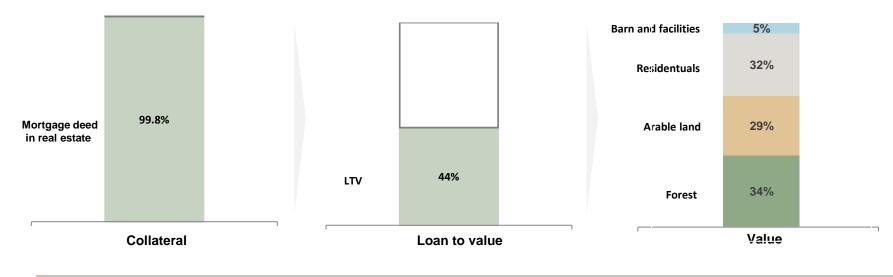


## 99% of customers have personal liability and 99.8 % post collateral with mortgage deed in real estate

- Business is conducted as sole proprietorship (Sw. enskild näringsidkare) – due to Swedish legislation on land ownership
- · Sole proprietorship is a private individual with personal liability
- Exposure weighted LTV 44%
- · Customers post collateral with mortgage deed in real estate
- · Capital intense in relation to turnover and earnings
- · Structural changes lead to larger units
- The structural changes have been gradual



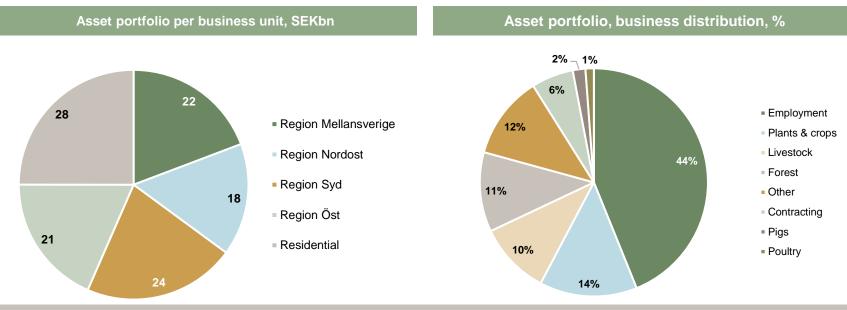
#### Loan portfolio is collateralised with low LTV assets



99.8% of the loan portfolio is first-lien mortgages with LTV of 44%



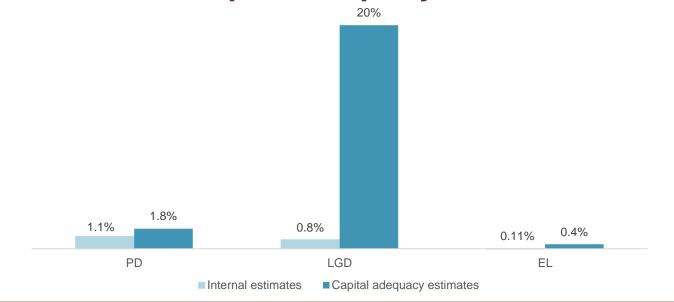
# Well diversified portfolio in terms of geographical and business distribution



Average loan per customer is SEK 2.0m



#### Internally used estimates are significantly lower than estimates for capital adequacy

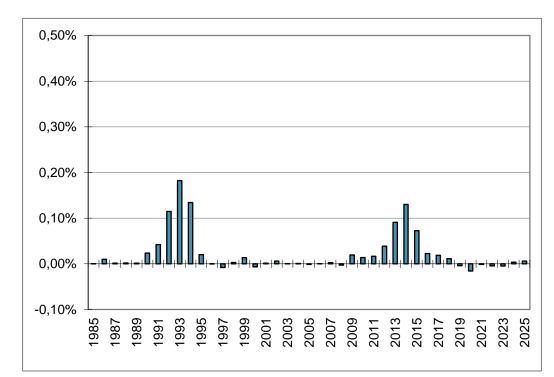


Internally used estimates are significantly lower for PD, LGD and consequently EL. Exposure weighted LTV ratio is 44%



## Great performance in credit losses due to high asset quality and solid processes

- Losses in 2024 amounted to SEK 3.7m (0.003%), compared with SEK -4.9m in reversals for 2023 (-0.01%). Year to date 2025 accounts for 6.9m (0.006 %).
- Total credit losses since 1985 amounts to SEK 366m which makes an average per year of 0.026% (in comparison: EL deduction of SEK 340m for a year)
- Continuous review of processes in identifying, monitoring and controlling credit risk in order to avoid potential credit loss
- The insolvency department and the workout unit are proactively handling customer insolvency





### **Capital adequacy**

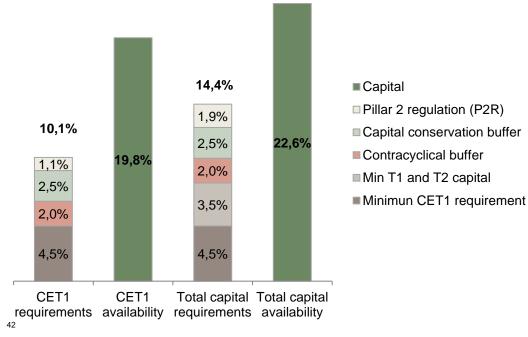
#### In short:

- CET1 capital ratio strong compared to requirements
- Landshypotek Bank has high leverage ratio





#### Total capital and capital requirements-Consolidated situation

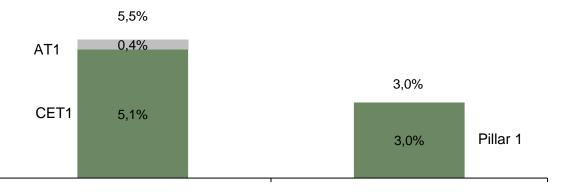


## • The CET1 capital target is to have a CET1 ratio of at least 10.1%. The as of Q1 2025 is 9.7% margin to the capital target.\*

- The Total capital target is to have a Total capital ratio of at least 14.4 %, including the internal capital buffer. The margin to the capital target as of Q1 2025 is 8.2%.\*
- The stress tests performed by the bank for recovery planning and ICAAP confirms that the bank is very well capitalized and can sustain its business operations also under extremely adverse macro conditions
- The additional capital in the form of Pillar 2 guidance (P2G) of 0.5 percent is included in the internal capital buffer

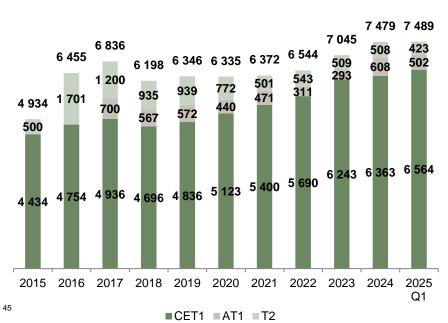


#### Leverage ratio and capital requirements-Consolidated situation





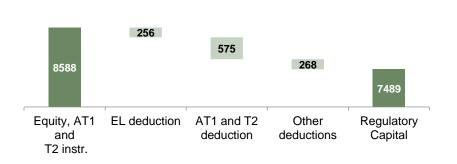
### Capital development over the years



Total capital, SEKm - Consolidated situation

The EL deduction from CET1 is a consequence of using IRBF for corporate exposures. The EL calculation for corporate exposures is very conservative since it is calculated using IRBF regulatory prescribed LGD estimates as opposed to IRBA LGD estimates.

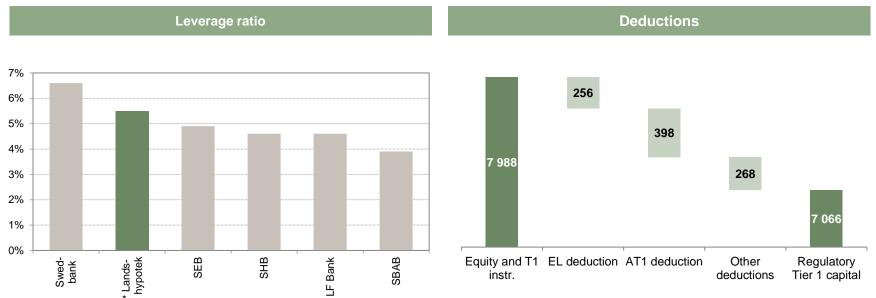
The deduction regarding AT1 and T2 capital at the consolidated situation is explained by the fact that subordinated loans issued by Landshypotek Bank cannot be fully utilized in the calculation of capital at the consolidated situation. However, as the utilization rate is calculated based on the surplus of capital compared to capital requirement (sum of pillar 1, pillar 2 and buffers), if the capital requirement were to be identical with the capital base, the subordinated loans would be fully included also at the consolidated situation.



Deductions, SEKm



## High leverage ratio despite large deductions





## Funding, liquidity and cover pool

#### In short:

- Landshypotek Bank's low risk business model is reflected in the balance sheet structure
- Landshypotek Bank is subject to full resolution planning and MREL requirement
- Landshypotek Bank takes a conservative funding position
- The cover pool has very low LTV, long seasoning and is geographically well diversified

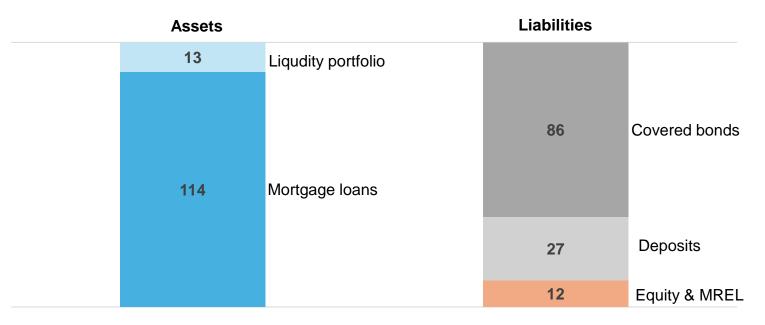




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#### Core balance sheet structure SEKbn

- Landshypotek Bank's low risk business model also reflected in the balance structure



10 % of liabilities is loss absorbing



#### **BRRD** implementation

- Landshypotek Bank is critical to financial system

- Swedish National Debt Office (the Resolution Authority) has decided that Landshypotek Bank is subject to full resolution planning and MREL requirement
- SNDO preferred resolution strategy: (i) bail in combined with restructuring or (ii) bail in combined with bridge institution
- MREL requirement 2025
  - Total risk weighted 22.30% of REA
  - Total leverage 6.00% of TEA
  - Subordinated risk weighted 19.80% of REA
  - Subordinated leverage 6.00% of TEA

- The plan is to have one outstanding issue per calendar year to have a good balance between granularity and liquidity
- MREL fulfilment Q1
  - Total risk weighted 29.26% of REA
  - Total leverage 8,70% of TEA
  - Subordinated risk weighted 26,09% of REA
  - Subordinated leverage 7.88% of TEA



### Funding plan 2025

Funding need SEKm	
Maturing covered	15 981
Maturing and callable senior	700
Callable senior Non-preferred	1,158
Callable subordinated	0
Increased liquidity portfolio	502
Credit growth	7 230
Total	25 571

Funding plan SEKm		Executed SEKm
Covered	22 295	9 750
Senior	0	0
Senior Non-preferred	300	0
Subordinated	0	0
Deposits	-313	-445
Equity	289	100
Total	25 571	9 405



### **Conservative liquidity and funding position**

- LCR 311%
- NSFR 122%
- Stressed liquidity coverage is 352 days, internal limit 180 days
- Liquid assets SEK 12.7 bn. Duration 2.7 years
- High quality assets AAA and AA+ rated Swedish Covered Bonds and Swedish Municipalities
- Eligible as collateral for transactions with the Swedish Central Bank

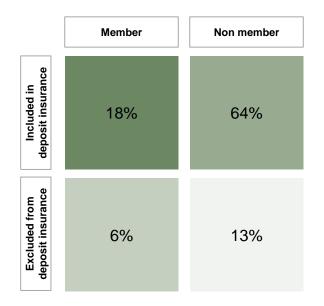


### Level of deposits, currently SEK 26.6 bn

#### **Focus on stickiness**

#### Deposit portfolio

- Target members and smaller deposits included in deposit insurance
- Increased competition in the deposit space has decreased the inflow
- During the period the economic rational for deposits has decreased therefore Landshypoteks efforts has been lowered
- The aim is to improve loans/deposit ratio as long as it makes economic sense





### **Cover pool**

Rating S&P	AAA	Interest	
Lending volume	SEK 107,217m	Floating	72%
Geographic distribution	Sweden 100%	Fixed	29%
Average loan size	SEK 1,006,861	Amortisation	
Number of loans	106,486	Amortising	98%
Number of properties	40,999	Non amortising	2%
Och-site Assests			
Substitute Assets	SEK 900m	Mortgage type	
Swedish Covered Bonds, AAA	SEK 800m	Agriculture properties	73%
Municipalities	SEK 100m	Residential properties	27%
Cover bonds	SEK -85,884m		
Over Collateralisation	SEK 22,115m	Average LTV	



### Cover pool and geographical distribution

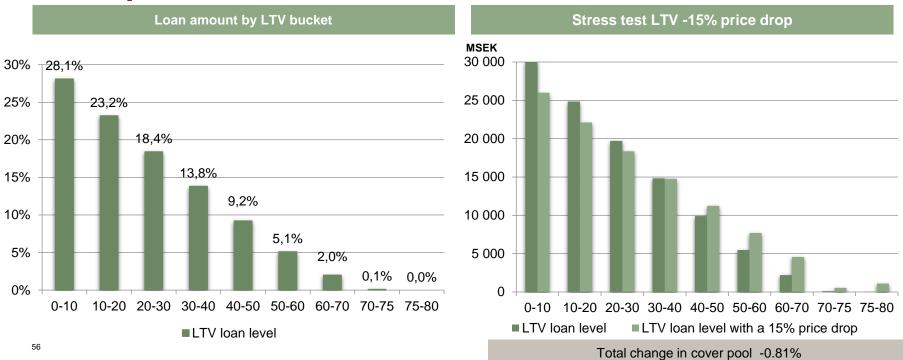
Seasoning	Years	Month
Loan level	5.76	69
Customer level	13.83	166
Property level	18.98	228
Concentration (borrowers)	Volume	% of volume
Тор 5	SEK 1,334m	1.24%
Тор 10	SEK 2,198m	2.05%
Тор 20	SEK 3,750m	3.50%



County	% of total volume
Stockholm	10%
Uppsala	4%
Södermanland	5%
Östergötland	9%
Jönköping	4%
Kronoberg	3%
Kalmar	4%
Gotland	3%
Blekinge	1%
Skåne	15%
Halland	4%
Västra Götaland	15%
Värmland	4%
Örebro	6%
Västmanland	2%
Dalarna	2%
Gävleborg	2%
Västernorrland	2%
Jämtland	2%
Västerbotten	2%
Norrbotten	1%



#### **Cover pool**



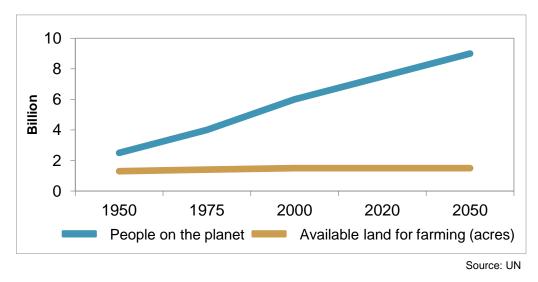


#### **Executive summary:**

- Low-risk market leading agriculture and forestry bank with sustainability integrated in the strategy with a market share of 24%
- Sustainable governance where profit is reinvested or returned to the agriculture and forestry sectors
- The bank for the conscious choice of mortgage loans and savings
- A lending portfolio with a positive climate footprint
- Low-risk business model
  - 99.8% of the loan portfolio is first-lien mortgages
  - Average LTV is 43%
  - 99% of the customers have a personal liability
  - Total losses since 1985 SEK 366m, average per year 0.026%
- Very well capitalised with a CET1 buffer of 8.2% to MDA restrictions and a leverage ratio of 5.5%, despite big deductions



## Just a reminder! Long-term trend for population and farm land



- The need for food the coming 20-25 years is double the amount that has been produced during the last 10,000 years
- The demand of agricultural commodities for biofuels use will increase
- Production improvements have compensated for growing population
- Restrictions on pesticides and plant breeding as well as shortage of water put pressure on further efficiency improvements
- There are also higher demands on global production to be more sustainable from an economic, social, environmental and climate perspective
- "Buy land, they're not making it anymore" (Mark Twain)



## Contact and financial calendar

Financial calendar 2025: Q2-2025 report Q3-2025 report

21<sup>st</sup> of July 2025 27<sup>th</sup> of October 2025

Jan Lilja, Acting Chief Financial Officer & Head of Treasury jan.lilja@landshypotek.se +46 70 200 65 70

Åke Källström, Head of Treasury Execution ake.kallstrom@landshypotek.se +46 8 459 04 87

Martin Kihlberg, General Counsel & Chief Sustainability Officer martin.kihlberg@landshypotek.se +46 8 459 04 86

Visiting: Regeringsgatan 48, 111 47 Stockholm

Postal: P.O Box 14092, SE 104 41 Stockholm





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