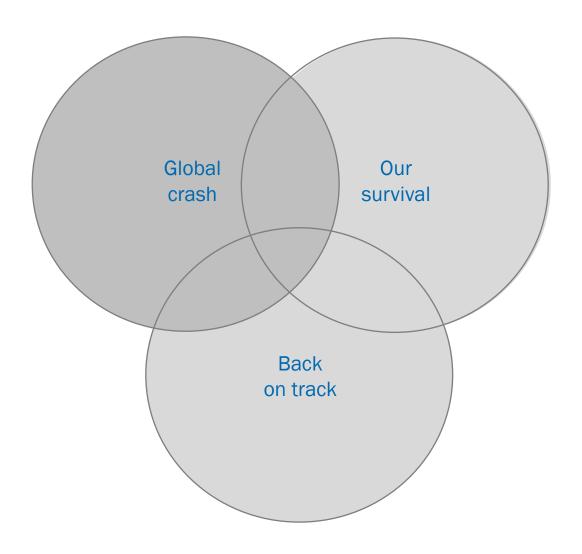
# Q3 and October 2008 outlook and results

Chief Executive Officer William Fall

Chief Financial Officer Stephen Jack



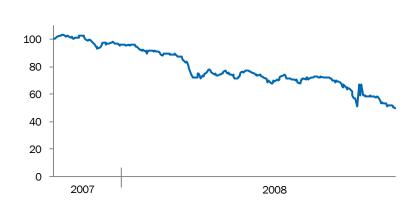
# Key messages



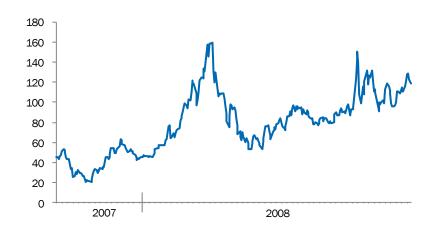


# The incredible situation in global markets

#### ISK/EUR (-51%)



CDS - 5 Year ITRAXX (+164%)

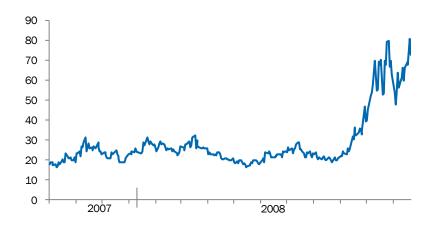


Source: Bloomberg - Changes from 1 October 2007





#### VIX (+307%)



VIX, a popular measure of the implied volatility of S&P 500 index options. Often referred to as the fear index, it represents one measure of the market's expectation of volatility over the next 30 day period.

### Global crash

#### Excessively heated markets:

- Excessive demand or contraction cycles
- Financial innovation
- Political and Central Bank intervention

# Market activity

**Normalised** 

- · Capital reallocation
- · Rebalancing of supply vs. demand
- Restoration of "normal" trading activities
- Government support

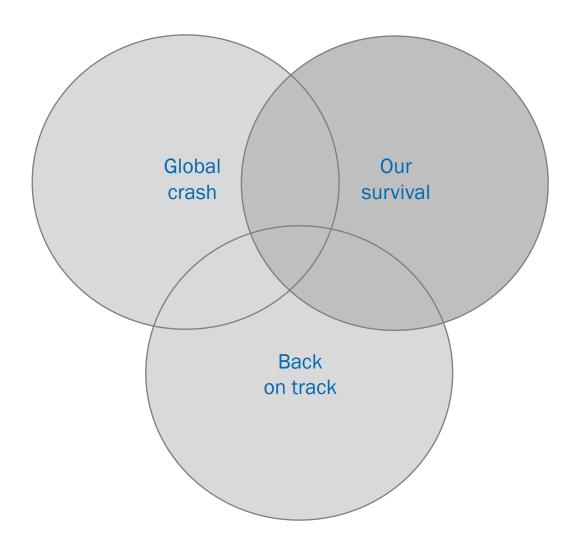
- · Extensive systemic overleveraging
- Structural asset overvaluation
- Regulatory "laxness"
- Aggressive risk-taking

- Market volatility and dysfunction
- Deleveraging and capital erosion
- Broad asset price declines
- Bank failures / nationalisations

- Local market collapse
- Loss of confidence
  - Investors
  - Banks
  - Regulators
- Institutional and social distress



# Key messages





### Our survival

# Repositioning of risk

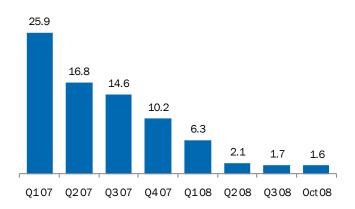
- Risk positions reduced over last 18 months
- Reduction in loan portfolio and equity
- Ongoing asset sales
- Smaller and less leveraged balance sheet leading to capital strength

Definition and diversification of business model

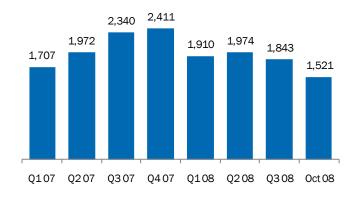
- Well-defined investment banking model across pan-regional franchise
- Increased sources of revenue through an ongoing "buy and build" strategy
- Emphasis on developing client-income sources
- Broader funding access across footprint

# Repositioning and diversification

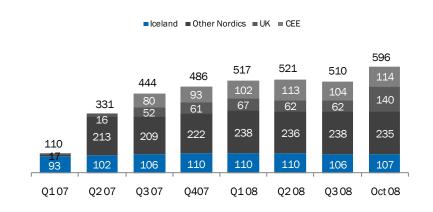
#### VaR - Trading book € m



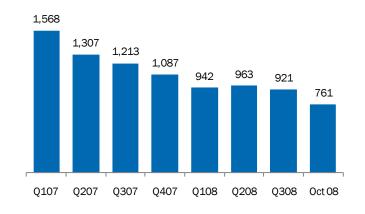
#### Loan book € m



#### Headcount

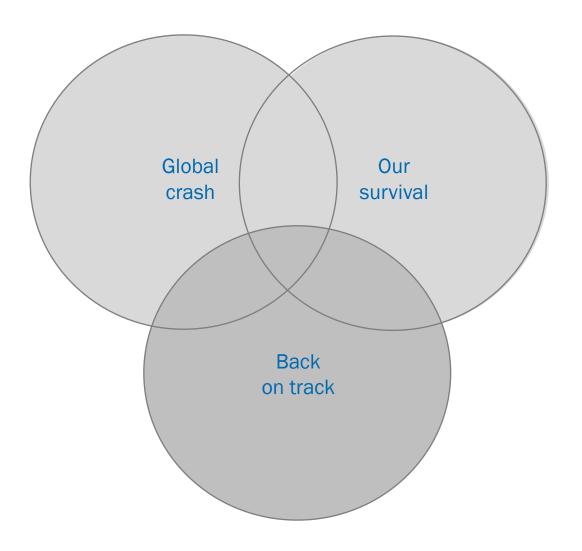


#### Equities € m





# Key messages





### Back on track

# Client income

- Corporate Finance growth
- Capital Markets momentum

# Capital strength

- CAD ratio preserved by capital depth despite significant impairments and market-related losses
- · Resumption of share trading

# Stabilising liquidity

- December refinancing
- Ongoing balance sheet reductions and asset sales
- · Re-emerging deposit-gathering

# Revenue growth

- · Capital Markets Icelandic market-share
- Teathers
- Buy / build opportunities

# **Financials**



# Financial performance for 10 month to 31 October

| €m                         | 10M 2008 | 9M 2008 | 9M 2007 |
|----------------------------|----------|---------|---------|
| Net interest income        | 64.6     | 61.9    | 45.8    |
| Net fees and commissions   | 91.8     | 83.2    | 94.5    |
| Net financial income       | (32.5)   | (98.8)  | 115.8   |
| Other operating income     | 4.9      | 4.1     | 17.4    |
| Operating income           | 128.8    | 50.4    | 273.5   |
| Operating expenses         | (101.8)  | (92.7)  | (72.2)  |
| Impairments                | (366.8)  | (122.3) | (11.6)  |
| Loss (profit) before taxes | (339.8)  | (164.6) | 159.6   |
| Income tax                 | 64.5     | 39.9    | (26.0)  |
| Loss (profit) after tax    | (275.3)  | (124.7) | 163.5   |
|                            |          |         |         |

#### Commentary 10M 2008

- Client-driven income maintained momentum despite difficult markets
- Net financial income reflects challenging markets and recent developments in Iceland
- · Operating expenses under control
- Significant impairments as result of:
  - · Credit conditions globally
  - Extraordinary events in Icelandic market since 1 October
- Despite retained loss capital position remains strong



# Financial performance in October and Q3 2008

| €m                            | Oct 2008 | Q3 2008 | Q2 2008 | Q1 2008 |
|-------------------------------|----------|---------|---------|---------|
| Net interest income           | 2.7      | 14.8    | 23.9    | 23.2    |
| Net fees and commissions      | 8.7      | 26.5    | 25.9    | 30.8    |
| Net financial income          | 66.3     | (73.6)  | (36.0)  | 10.9    |
| Other operating income        | 0.8      | 1.2     | 1.5     | 1.4     |
| Operating income              | 78.4     | (31.1)  | 15.3    | 66.2    |
| Operating expenses            | (9.0)    | (30.7)  | (26.9)  | (35.1)  |
| Impairments                   | (244.6)  | (106.8) | (8.0)   | (7.4)   |
| Share of profit of associates | 0.0      | (0.2)   | (0.5)   | 0.7     |
| Profit (loss) before taxes    | (175.2)  | (168.9) | (20.2)  | 24.4    |
| Income tax                    | 24.6     | 23.4    | 18.7    | (2.2)   |
| Profit (loss) after tax       | (150.6)  | (145.5) | (1.4)   | 22.3    |
|                               |          |         |         |         |
| Gross assets € m              | 4,422    | 5,244   | 6,201   | 7,998   |
| CAD ratio %                   | 17.6%    | 22.5%   | 25.4%   | 21.4%   |

#### Commentary Q3 2008

- Client driven income satisfactory
- Financial income reflects impact of falling markets
- Impairments established in respect of certain credits and Lehman exposure
- Balance sheet reductions reflect derisking process
- Capital adequacy > 20%

#### Commentary October 2008

- Financial income benefits from Icelandic events-related gains
- Impairments reflect the extraordinary developments in Iceland
- Balance sheet reducing due to impairments, liquidation of assets and netting down of Icelandic bank exposure
- Capital adequacy 17.6% (but higher on "normalised" basis)



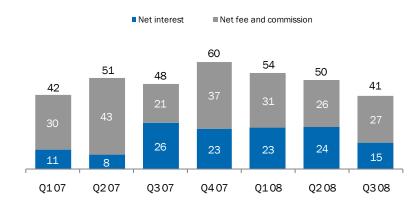
### Consistent client driven income

| €m                            | Oct 2008 | Q3 2008 |
|-------------------------------|----------|---------|
| Net interest income           | 2.7      | 14.8    |
| Net fees and commissions      | 8.7      | 26.5    |
| Net financial income          | 66.3     | (73.6)  |
| Other operating income        | 0.8      | 1.2     |
| Operating income              | 78.4     | (31.1)  |
| Operating expenses            | (9.0)    | (30.7)  |
| Impairments                   | (244.6)  | (106.8) |
| Share of profit of associates | 0.0      | (0.2)   |
| Profit (loss) before taxes    | (175.2)  | (168.9) |
| Income tax                    | 24.6     | 23.4    |
| Profit (loss) after tax       | (150.6)  | (145.5) |

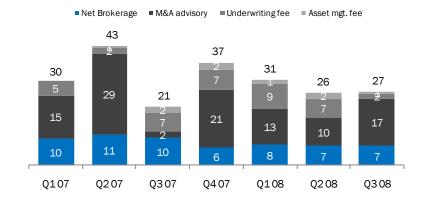
#### Commentary

- Fee and commission income particularly strong for a "summer" period and the difficult markets
- Product and geographic diversity maintaining income momentum

#### Client driven income - breakdown by type € m



#### Net fee and commission - breakdown by type € m





# Net financial income driven by market events

| €m                            | Oct 2008 | Q3 2008 |
|-------------------------------|----------|---------|
| Net Interest Income           | 2.7      | 14.8    |
| Net fees and commissions      | 8.7      | 26.5    |
| Net financial income          | 66.3     | (73.6)  |
| Other operating income        | 0.8      | 1.2     |
| Operating income              | 78.4     | (31.1)  |
| Operating expenses            | (9.0)    | (30.7)  |
| Impairments                   | (244.6)  | (106.8) |
| Share of profit of associates | 0.0      | (0.2)   |
| Profit (loss) before taxes    | (175.2)  | (168.9) |
| Income tax                    | 24.6     | 23.4    |
| Profit (loss) after tax       | (150.6)  | (145.5) |

#### Commentary

- Falling equity and volatile FX markets had adverse impact in both periods
- October events in Iceland have led to:
  - Write back of losses on derivative contracts in default
  - Significant FX gain

| Net financial loss Q3   | € m    |
|-------------------------|--------|
| Trading asset losses    | (23.9) |
| Fair value asset losses | (23.5) |
| FX losses               | (26.3) |
| Net financial loss      | (73.6) |

| Net financial income October              | €m      |
|---|---------|
| Losses on trading and investment assets   | (138.1) |
| Gain from w/backs on derivative contracts | 99.5    |
| FX gain                                   | 104.6   |
| Net financial income                      | 66.3    |

|                   | P&L on    | P&L on    | Oct    |
|-------------------|-----------|-----------|--------|
| €m                | closed    | open      | YTD    |
|                   | positions | positions | 2008   |
| Trading assets    | (9.6)     | (3.7)     | (13.2) |
| Fair value assets | 2.4       | (75.1)    | (72.7) |
| Total             | (7.2)     | (78.7)    | (86.0) |



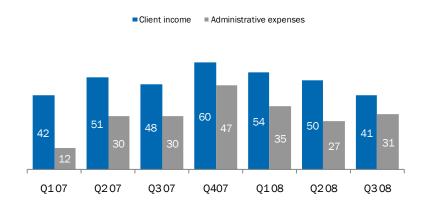
# Expenses are under control

| €m                            | Oct 2008 | Q3 2008 |
|-------------------------------|----------|---------|
| Net interest income           | 2.7      | 14.8    |
| Net fees and commissions      | 8.7      | 26.5    |
| Net financial income          | 66.3     | (73.6)  |
| Other operating income        | 0.8      | 1.2     |
| Operating income              | 78.4     | (31.1)  |
| Operating expenses            | (9.0)    | (30.7)  |
| Impairments                   | (244.6)  | (106.8) |
| Share of profit of associates | 0.0      | (0.2)   |
| Profit (loss) before taxes    | (175.2)  | (168.9) |
| Income tax                    | 24.6     | 23.4    |
| Profit (loss) after tax       | (150.6)  | (145.5) |

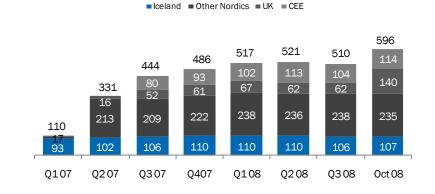
#### Commentary

- The underlying cost base is stable and benefitting from control of headcount
- Headcount increases in UK due to recruitment of Teathers team

#### Client driven income and operating expenses € m



#### Headcount





# **Impairments**

| €m                            | Oct 2008 | Q3 2008 |
|-------------------------------|----------|---------|
| Net interest income           | 2.7      | 14.8    |
| Net fees and commissions      | 8.7      | 26.5    |
| Net financial income          | 66.3     | (73.6)  |
| Other operating income        | 0.8      | 1.2     |
| Operating income              | 78.4     | (31.1)  |
| Operating expenses            | (9.0)    | (30.7)  |
| Impairments                   | (244.6)  | (106.8) |
| Share of profit of associates | 0.0      | (0.2)   |
| Profit (loss) before taxes    | (175.2)  | (168.9) |
| Income tax                    | 24.6     | 23.4    |
| Profit (loss) after tax       | (150.6)  | (145.5) |

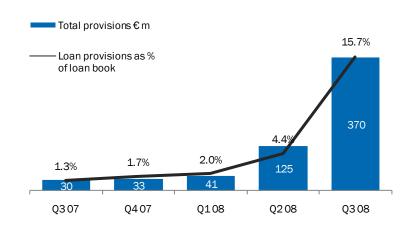
#### Commentary

- In September and October, impairments increased in line with global credit concerns
- Provided for 50% of claim on Lehman in respect of margin at prime broker
- In Iceland write-down of loans, secured by shares in Banks in Administration and provisions due to systemic credit weakness

#### Overview impairments € m

|                                    | H1 08 | Q3 08 | Oct-08 | 10M 08 |
|------------------------------------|-------|-------|--------|--------|
| Watch list exposures               |       |       |        |        |
| Iceland                            | 1     | 38    | 69     | 107    |
| Other countries                    | 14    | 34    | 40     | 89     |
| Watch list exposures total         | 15    | 71    | 109    | 196    |
| Exceptional provisions             |       |       |        |        |
| Lehman                             | 0     | 35    | 0      | 35     |
| Banks in Admin and related parties | 0     | 0     | 135    | 135    |
| Exceptional provisions total       | 0     | 35    | 135    | 171    |
| Total impairments                  | 15    | 107   | 245    | 367    |

#### Provisions € m

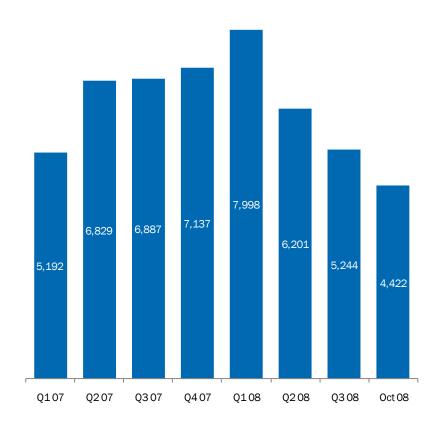




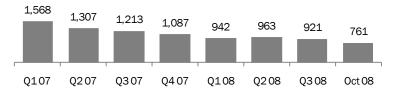
### Balance sheet development

#### Assets by type € m

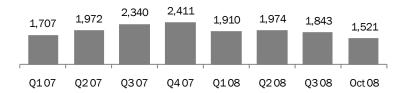
19% of our assets are ISK denominated All assets are hedged into EUR The equity is denominated in EUR



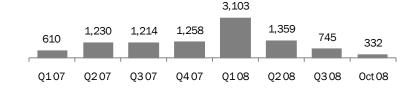
#### Equities € m



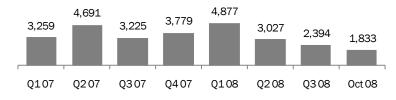
#### Loans € m



#### Debt Instruments € m



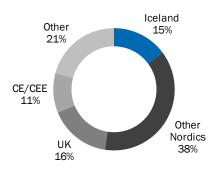
#### Borrowings € m



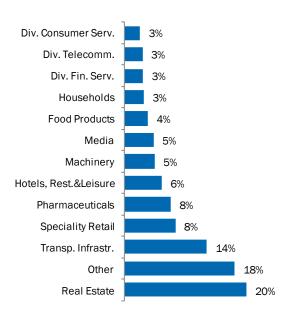


# Loan portfolio - more diversified

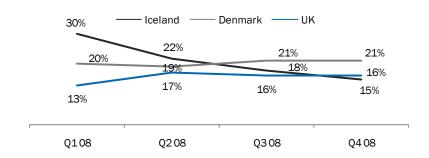
#### Geographical breakdown 31.10 2008



#### Breakdown by sector 31.10 2008



#### Largest exposures - countries



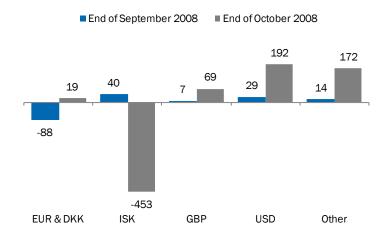
#### Largest loan exposures 31.10 2008

| Country              | Value € m |
|----------------------|-----------|
| Global               | 129       |
| Canada               | 126       |
| Denmark              | 91        |
| UK                   | 89        |
| UK                   | 73        |
| Spain                | 55        |
| Iceland              | 53        |
| Finland              | 49        |
| Finland              | 46        |
| UK                   | 42        |
| Denmark              | 40        |
| Denmark              | 40        |
| Iceland              | 37        |
| Sweden               | 28        |
| Iceland              | 26        |
| Iceland              | 25        |
| Denmark              | 25        |
| Norway               | 20        |
| Denmark              | 20        |
| Denmark              | 20        |
| Total top 20 loans   | 1,033     |
| Other loan exposures | 488       |
| Total loan portfolio | 1,521     |

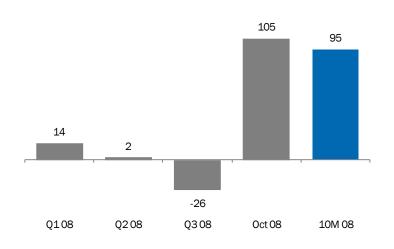


# FX position impacted by Icelandic situation

#### FX position 2008 € m



#### FX gains and losses € m



#### Commentary

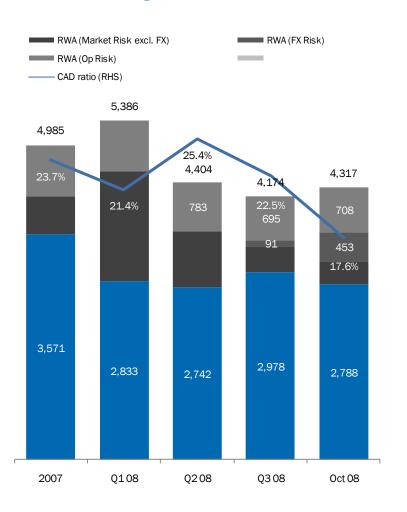
- Normally Straumur hedges all currency exposures into Euros
- Spot and forwards markets in Iceland substantially closed since end of September
- Hedging contracts with Banks in Administration cancelled on default
- EUR/ISK:

|                       | 9M 08 | 10M 08   |
|-----------------------|-------|----------|
| Exchange rates        | 149.1 | 184.8    |
| Long (short) position | € 40m | € (453)m |

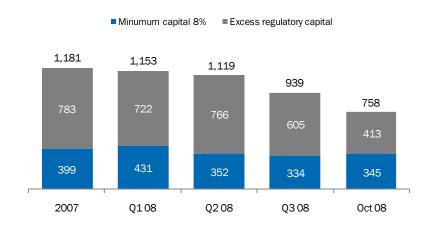


# Capital strength substantially preserved

#### CAD ratio and risk weighed assets € m



#### Total own funds € m



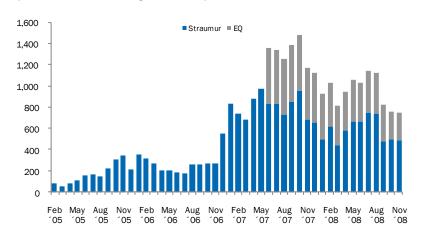
#### Commentary

- Straumur has maintained a significant capital buffer despite market turmoil & exceptional events in Iceland
- Unhedged FX positions are creating significant short term pressure on capital requirements (normalised capital adacuacy ratio 19.2%)
- Straumur business model in 2009 is substantially based on advisory and broking and is not capital intensive

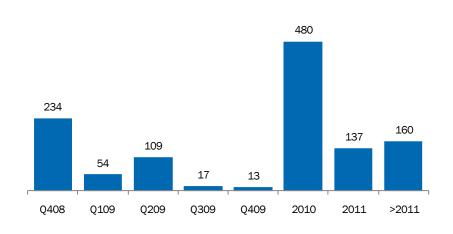


# Managing liquidity through tight markets

#### Deposits - monthly development € m



#### Maturity of long term funding € m



#### **Current position**

- Position now stabilised after pressure of early October:
  - Recovery in deposits
  - Continued focus on selling assets, chasing repayments and realising security / collateral
  - The bank has met all its obligations as they have fallen due

#### Immediate outlook

- 2005 syndication of € 200m matures in December
  - Refinancing being worked on
  - · Process not complete, but well advanced

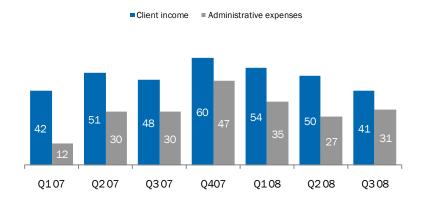
#### Medium term outlook

Cash flow forecast is based on recovery in deposits and continuing reduction of the balance sheet

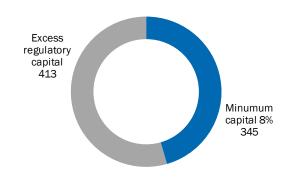


# Straumur's financial position is still strong

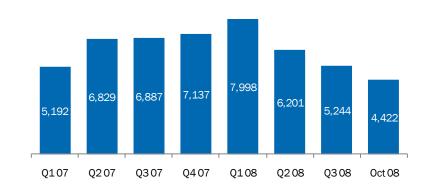
#### Client based income > expenses € m



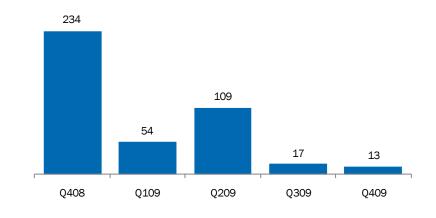
#### Excess regulatory capital 31 October 2008 € m



#### Reducing balance sheet € m



#### Modest medium term financing needs $\varepsilon_{\,\text{m}}$





# The Way Ahead



# Strategy

# To create a pan regional investment bank in Northern and Central Europe, with international distribution

Continue to grow advisory and broking client base leveraging, the breadth of the platform

Continue to reposition the platform to reduce balance sheet and risk

Continue to build the four main business lines

- Corporate Finance
- Securities
- Asset Management
- Merchant Banking

Continue to structure the bank to maximise shareholder value across our footprint

# Our structure today

#### Continue to evolve towards a diversified investment banking model

|                 | Corporate & Debt<br>Finance          | Securities                        | Asset<br>Management           | Merchant Banking/<br>SCM    | No. of employees* |
|-----------------|--------------------------------------|-----------------------------------|-------------------------------|-----------------------------|-------------------|
| Finland         |                                      |                                   |                               |                             | 195               |
| UK              |                                      |                                   |                               |                             | 136               |
| Iceland         |                                      |                                   |                               |                             | 107               |
| Czech Republic  |                                      |                                   |                               |                             | 96                |
| Denmark         |                                      |                                   |                               |                             | 28                |
| Slovakia        |                                      |                                   |                               |                             | 13                |
| Sweden          |                                      |                                   |                               |                             | 12                |
| Romania         |                                      |                                   |                               |                             | 4                 |
| The Netherlands |                                      |                                   |                               |                             | 4                 |
| Poland          |                                      |                                   |                               |                             | 1                 |
|                 |                                      |                                   |                               |                             |                   |
|                 | <ul> <li>M&amp;A/Advisory</li> </ul> | <ul> <li>Equity Sales,</li> </ul> | <ul> <li>Own funds</li> </ul> | <ul> <li>Managed</li> </ul> | 596               |

- M&A/Advisory
- **Equity Capital** Raising
- Debt Capital Raising
- Equity Sales, Research & Brokerage
- FX and fixed income brokerage
- Local and international distribution

- Own funds
- Discretionary and non discretionary
- Production and distribution
- Managed funds
- Selected capital commitment

<sup>\*</sup> Numbers end of October 2008



### An example of growth - Teathers

#### Well established UK brokerage franchise

- Research (planned coverage of 250 small and mid-cap companies across 12 core sectors)
- Corporate Finance (43 Aim / 34 Full list clients)
- Brokerage (Sales and trading activities across London market)

#### Creation of institutional momentum in London market

- Platform for growth of regional distribution
- Critical mass in key European market

#### Integration completed

- Location in Straumur London office (76 FTE)
- Alignment of support functions
- Teathers is a brand, not a legal entity

### An example of growth - Iceland Investment Fund

#### Looking to seed a new investment vehicle

- Investment focus on Icelandic industrial and infrastructure companies
- Investment horizon typically +5 years
- Investing in new and attractive as well as established industries: Aluminum production, Food processing, IT, Energy, Energy intensive businesses, Tourism, linsurance, Healthcare, Transportation, Education, Telecom
- The company will be managed in Iceland
  - Independent team & board
  - Active owner of companies
  - Team members taking advisory and board roles
  - Seeking a stock exchange listing
  - · Corporate governance and shareholders rights
- Straumur is looking to put € 40m of its own capital into this new vehicle
  - Paid out to shareholders as an extraordinary dividend when the vehicle is listed



### Near-term goals

Return to normality

Preparing for growth

- · Building liquidity
  - December refinancing
  - Asset sales
  - · Growing deposit-gathering
- · Resumption of share trading
- Major participant in Iceland restructuring and re-establishment of normal market operation
- · Buy and Build opportunities
- Key staff retention
  - Ongoing equity distribution across company
  - Rotations across growing footprint
- Placement of equity into foreign ownership
- Continued platform investment and alignment

# Key messages

We have faced Global Our extraordinary crash survival challenges,..... Back on track

surviving due to our repositioned business model and capital strength,.....

.....and are now ready to look to the future.



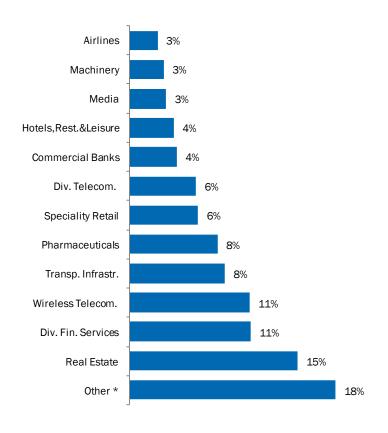
# **Appendix**



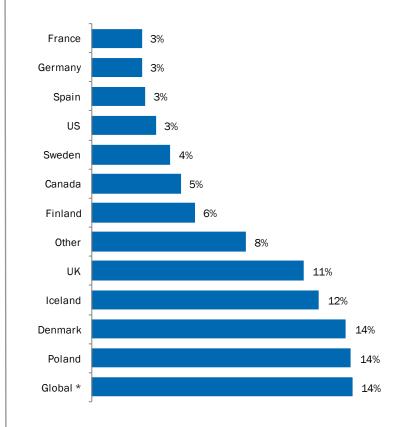
# **Asset quality**

#### Total assets (risk weighted basis)

#### Breakdown by sector 31.10 2008



#### Geographical breakdown 31.10 2008





 $<sup>\</sup>star$  Other = No exposure larger than 2%

<sup>\*</sup> Global = Multinational corporations

# Financial assets

|                        | Trading | Pledged | Fair value | AFS    | Total      | Total     | Total     |
|------------------------|---------|---------|------------|--------|------------|-----------|-----------|
| €m                     | assets  | assets  | assets     | assets | 31.10.2008 | 30.9.2008 | 30.6.2008 |
| Debt instruments       | 74      | 62      | 0          | 197    | 332        | 745       | 1,329     |
| Equities               | 12      | 63      | 686        | 0      | 761        | 921       | 864       |
| Derivatives            | 85      | 0       | 0          | 0      | 85         | 101       | 201       |
| Total financial assets | 171     | 125     | 686        | 197    | 1,178      | 1,767     | 2,523     |

### Largest listed and unlisted equity investments 31.10 2008

| Listed equity holdings          | Value € | Country | Sector                  |
|---------------------------------|---------|---------|-------------------------|
| Netia                           | 84      | Poland  | Div. Telecomm.          |
| Wood & Co. CEE Fund             | 22      | Global  | Div. Fin. Serv.         |
| Hungarian Telephone & Cable     | 13      | Hungary | Div. Telecomm.          |
| xG Technology Inc.              | 4       | USA     | Wireless Telecomm.      |
| Amer Sports                     | 4       | Finland | Leisure Equipm. & Prod. |
| Other*                          | 85      |         |                         |
| Total listed equity investments | 212     |         |                         |

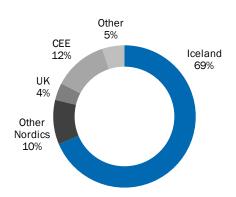
<sup>\*</sup> Hedging positions € 21m included

| Unlisted equity holdings          | Value € | Country | Sector             |
|-----------------------------------|---------|---------|--------------------|
| Play                              | 274     | Poland  | Wireless Telecomm. |
| Actavis Pharma Holding 1 ehf      | 80      | Global  | Pharmaceuticals    |
| XLF Holdings                      | 56      | France  | Airlines           |
| Julia Capital Management          | 30      | Global  | Div. Fin. Serv.    |
| Boreas Capital Fund               | 24      | Global  | Div. Fin. Serv.    |
| Other                             | 86      |         |                    |
| Total unlisted equity investments | 549     |         |                    |

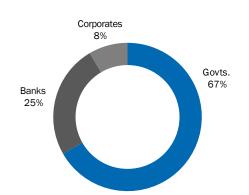


### Financial assets - debt instruments

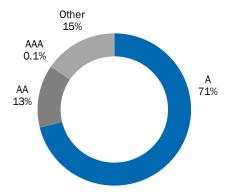
# Breakdown by geography 31.10 2008



# Breakdown by credit quality 31.10 2008

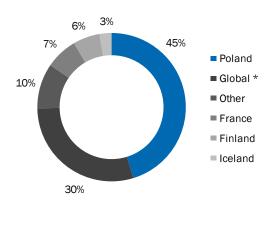


# Breakdown by type 31.10 2008



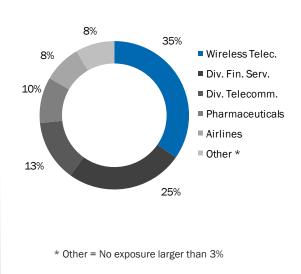
# Financial assets - equities

# Breakdown by geography 31.10 2008

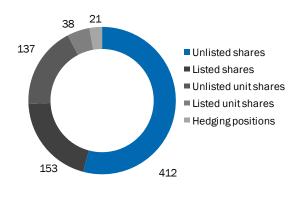


\* Global = Multinational corporations

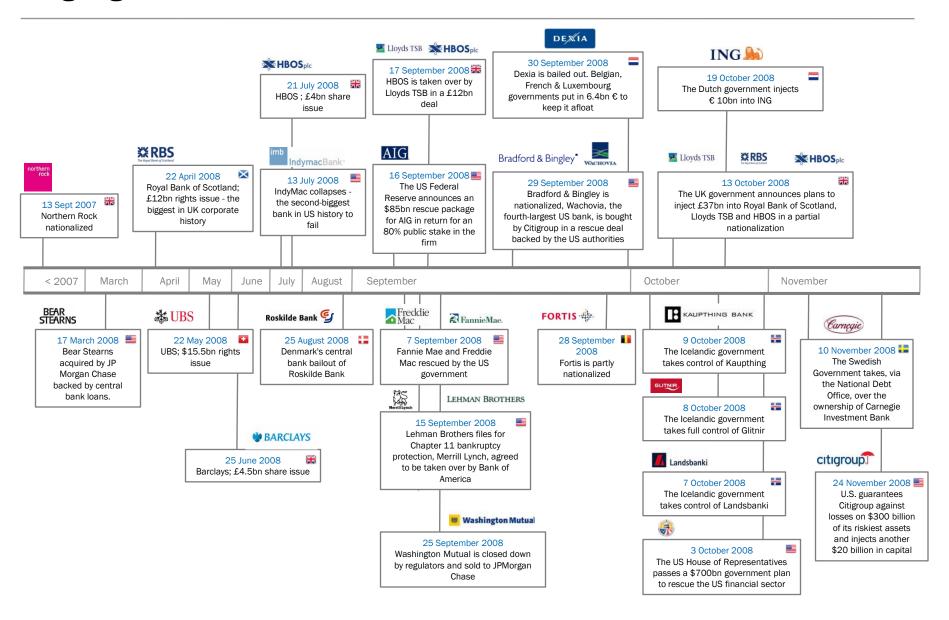
# Breakdown by sector 31.10 2008



# Breakdown by type 31.10 2008



# Highlights of the credit crunch





#### Disclaimer

The information contained herein has been prepared by Straumur-Burdaras Investment Bank hf. The data contained herein are provided to you for information purposes.

The opinions and projections presented herein is based on general information gathered at the time of writing. Opinions and projections are subject to change without notice. Straumur-Burdaras Investment Bank hf. relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

Neither Straumur-Burdaras Investment Bank hf. nor any officer or employee thereof accepts any liability whatsoever for any direct or consequential loss arising from any use of this publication or its contents.

Copyright of this presentation is owned by Straumur-Burdaras Investment Bank hf. No part of this presentation may be reproduced in any manner without the permission of Straumur-Burdaras Investment Bank hf.