Q1 2008 Investor Presentation

### FÓROYABANKI

Growth in core income, but net profit hit by value adjustments

## **Important notice**

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### **Headlines**

- Pre-tax profit of DKK 15m for the first quarter of 2008 compared to DKK 54m for Q1 2007
- Core earnings is improving: Exclusive of value adjustments of securities etc., income from groups and associates, and provisions for losses, pre-tax profit is DKK 39m compared to DKK 31m for Q1 2007
- A 12% increase in net interest and fee income compared to the same period in 2007
- Value adjustments of securities etc. are DKK 30m lower compared to Q1 2007
- Extraordinary losses in the Bank's subsidiary, the insurance company P/F Trygd, due to storms caused income from groups and associates to decrease by DKK 9.5m compared to Q1 2007

### **Headlines - continued**

- Employee and administrative expenses increased 6% to DKK 47m compared to Q1 2007
- Provisions for debts in Q1 2008 amounted to DKK 2.2m compared to a net positive entry of DKK 5.2m in the same period of 2007
- Loans and advances have increased by DKK 75m since 31 December 2007
- The Bank maintains its profit guidance before value adjustments and tax for 2008 to be within the range of DKK 165-185m

## Focus areas in strategy

### Key elements in the strategy for 2008-2010

- Exploiting the growth potential in the Faroese market
- Geographical expansion with a focus on Private Banking, corporate lending and funding
- Optimising fee and commission income
- Optimising the capital structure
- Optimising business processes
- Continuous training and education of employees

#### **Vision**

"We aim to be the leading bank on the Faroe Islands and internationally to provide our customers with selected financial services"

# Financial objectives

Growth in core revenues of 10% annually

Cost/income ratio below 50%

**Solvency ratio of 12%** 

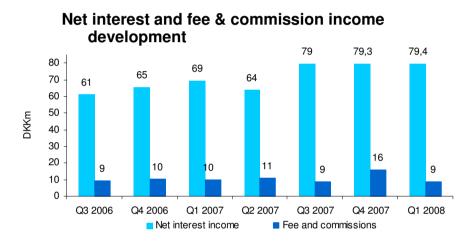
Return on equity after tax of 12%

- Average organic growth in net interest, fee and commission income is targeted at 10% annually in the period until 2010
- Strong commitment to return to historic low cost levels
- Growth based reduction of C/I ratio expected
- In absolute terms the aim is to have a minimum tier 1 capital of DKK 1.2 billion
- Subordinated and hybrid capital may be considered
- Should be viewed in connection with the solvency ratio with a lower solvency facilitating a higher return on equity

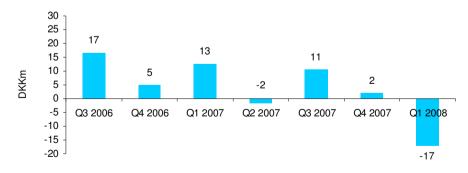
### Income

#### Growth in core earnings during the Q1 2008

- Net interest income has increased 15% in 2008 compared to same period 2007
  - Primarily from lending growth last year
- Fee and commission income decreased by 10% in 2008
- Growth rate above the 10 per cent target
- Value adjustments in Q1 2008 were DKK 30m lower than same period 2007
  - Due to a general drop in share prices. Comparable to the fall in the OMX C20 index of 9% in Q1 2008



#### Value adjustment development



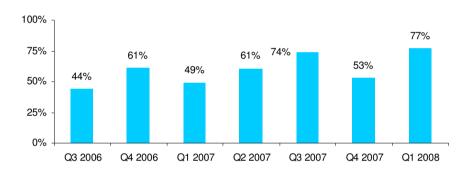
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## **Operating expenses**

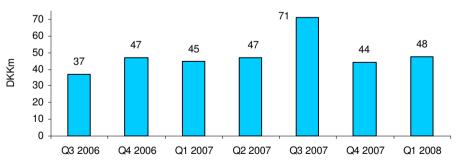
Føroya Banki is characterised by a cost conscious culture, and has a strong ambition to further improve the cost ratio over the coming years

- Cost conscious culture
  - Cost/income ratio is 77%, but this is caused by the negative value adjustments
- The Bank's financial objective is a C/I ratio below 50 per cent
- Expenses increased 6%, primarily caused by costs related to operation in Denmark

#### C/I development



#### **Employee and administrative expenses**

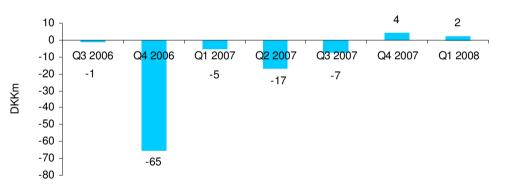


### **Provisions**

#### Føroya Banki conducts a cautious provisioning policy

- Føroya Banki is diligent about spreading its lending risks, and avoiding concentrations of the loan portfolio
  - All important exposures examined quarterly by management
- Normalisation of provision account to net positive
  - But still low due to favourable economic conditions on the Faroes
- Accumulated provisions DKK 267.7m
  - Equal to 3.2% of total lending
  - Non-performing loans accounted for 0.3% of total loans

#### **Net Provisions Development**



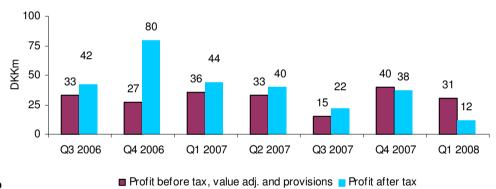
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# **Financial development**

### Core income improving, but net profit hit by value adjustments

- In the first quarter of 2008, net profit before provisions, value adjustments and tax amounted to DKK 31m
- Net profit, mainly influenced by:
  - Increased net interest income
  - Negative value adjustments
  - Reversals of provisions
- Financial objective on ROE after tax of 12 per cent annually

#### **Profit for the last seven quarters**

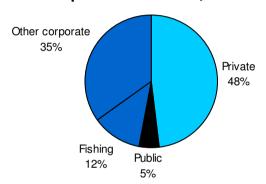


## Lending

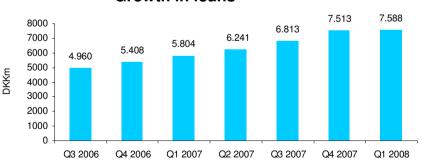
#### Føroya Banki has a sound loan composition and is experiencing high lending growth

- Well-diversified loan portfolio
  - Private segment: 48%
  - Corporate segment: 47%
  - Public segment: 5%
- Strong focus on credit risk management
  - Stringent credit application process
  - Strict internal limits on individual customer commitments
  - Conservative provisioning policy
- Growth in lending
  - 31% total lending growth (Y/Y)
  - But growth in Q1 much lower

#### Composition of loans, Q3 2007



#### **Growth in loans**

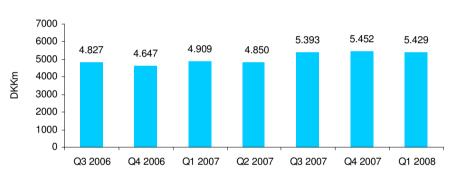


# **Deposits and liquidity**

The turmoil in the international money market has not weakened the Bank's liquidity situation

- Deposits were stable during Q1
- The Bank is more active in the market for deposits in order to gain market shares
- Rise in the funding costs due to the turmoil in the credit market and increased competition for deposits

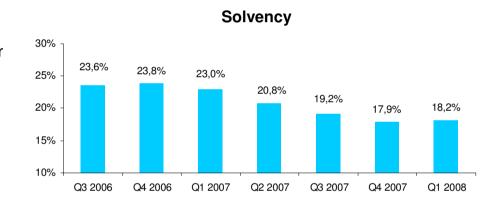
#### **Growth in deposits**



## **Capital structure**

Føroya Banki will continuously evaluate its capital base in order to secure the most optimal capital structure given its strategy

- The existing strong solvency provides Føroya Banki with the flexibility to...
  - Pursue its strategic growth ambitions
  - Enter into larger loan agreements (min. tier
    1 capital of DKK 1.2bn)
  - Financial capacity to respond to potential acquisition opportunities
- Scope for improvement in use of capital
  - Lower exposure to corporate sector than comparable banks
  - however, corporate lending outpacing private lending
- In case of lack of strategic opportunities, potential surplus capital will be returned to the shareholders
- Going forward, Føroya Banki has a long term target solvency ratio of 12%



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### **Outlook for 2008**

Profit guidance before value adjustments and tax for 2008 to be within the range of DKK 165-185m

- The Bank expects income from net interest and fee income as well as administrative and employee expenses to stay within the range of the bank's forecasts for 2008
- The Bank maintains its profit guidance before value adjustments and tax for 2008 to be within the range of DKK 165-185m
- The projection of 2008 net profit does not include possible effects of the divestment of P/F Vestlax
- Net interest income is still expected to rise by 8-14%
- Net fee income is expected to remain unchanged compared to 2007, which is somewhat lower than indicated in the annual report for 2007