

# CEO's review

Mikko Ayub, CEO, Aktia Bank Plc  
Annual General Meeting  
6 April 2022

**Aktia**

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# Aktia in short

31 December 2021

(Approx.)

**EUR 15.5 billion**

Customer assets under management (AuM)

**EUR 11.7 billion**

Balance sheet total

**39,000**

Shareholders

**EUR 890 million**

Market cap

**250,000**

Private customers

**900** 

Employees

**20,000**

Corporate and institutional customers

**1.** Finland's first

digital credit card

**100,000**

Insurance policies

**68%**

smaller carbon footprint of our own funds compared with reference market

**Aktia**

## Rating

	Long-term borrowing	Short-term borrowing	Outlook	Covered bonds
Moody's Investors Service	<b>A1</b>	<b>P-1</b>	<b>Negative</b>	<b>Aaa</b>
Standard & Poor's	<b>A-</b>	<b>A-2</b>	<b>Stable</b>	<b>-</b>

# Key figures

1–12 2021 (1–12 2020)

**263.2**

Comparable operating income,  
EUR million

**+31% (201.1)**

**-171.1**

Comparable operating  
expenses, EUR million

**+21% (-141.9)**

**87.4**

Comparable operating profit,  
EUR million

**+59% (55.1)**

## Outlook:

The comparable operating profit for 2022 is expected to be somewhat higher than in 2021 provided that the market development and circumstances in society remain stable.

**10.0**

Return on equity (ROE),  
%

**+50% (6.7)**

**0.65**

Comparable  
cost-to-income ratio

**-8% (0.71)**

**11.2**

Common Equity Tier 1 capital  
ratio (CET1), %

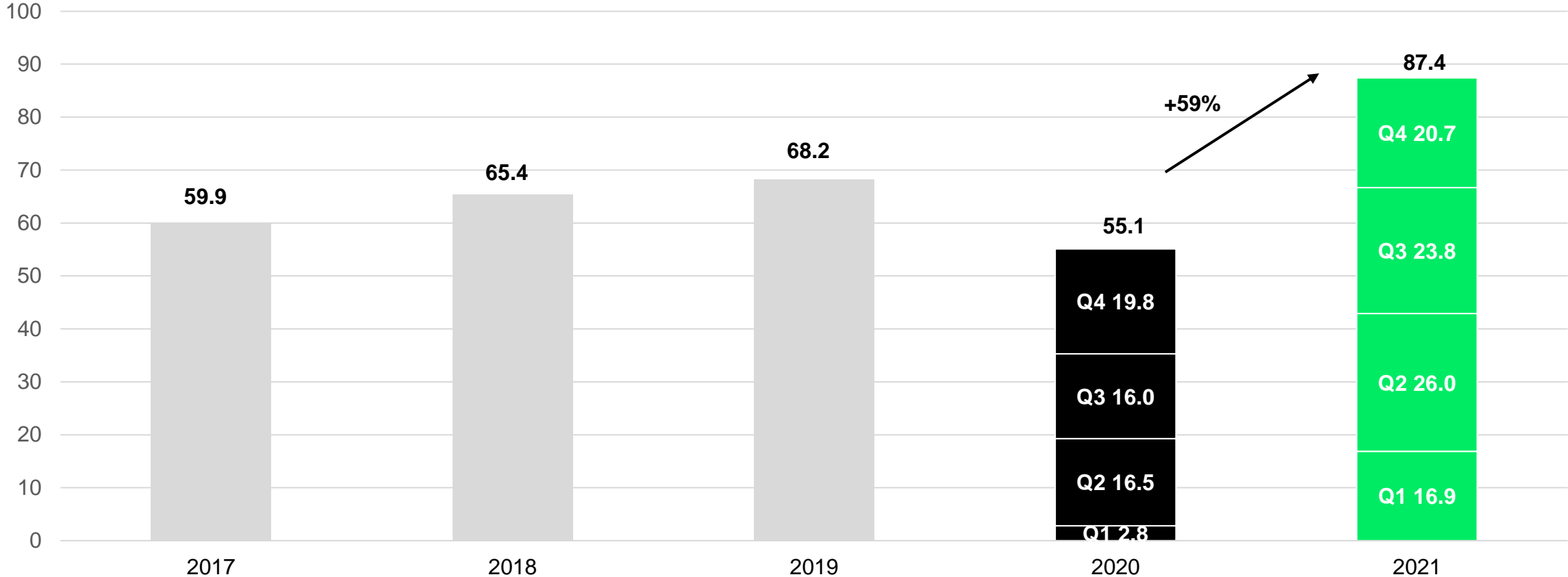
**-20% (14.0)**

**Aktia**

# Comparable operating profit at all-time-high

## COMPARABLE OPERATING PROFIT 2017-2021

EUR million



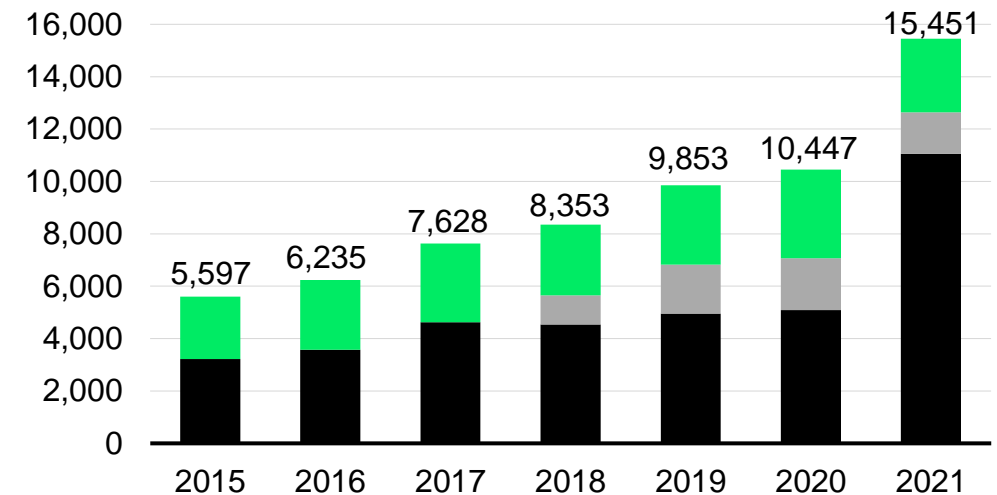
# Good performance within Private Banking

## ASSET MANAGEMENT

- AuM up 48% to EUR 15.5 billion
  - Supported by the acquisition of Taaleri Wealth Management
- Good growth in Private Banking continued
  - Aktia PB second in Finnish Prospera survey
  - Customer satisfaction at a very good level
- Integration progresses according to schedule
- Two new ESG funds pending regulatory approval
- Operational focus on sales

### Assets under Management, excluding custody

EUR million

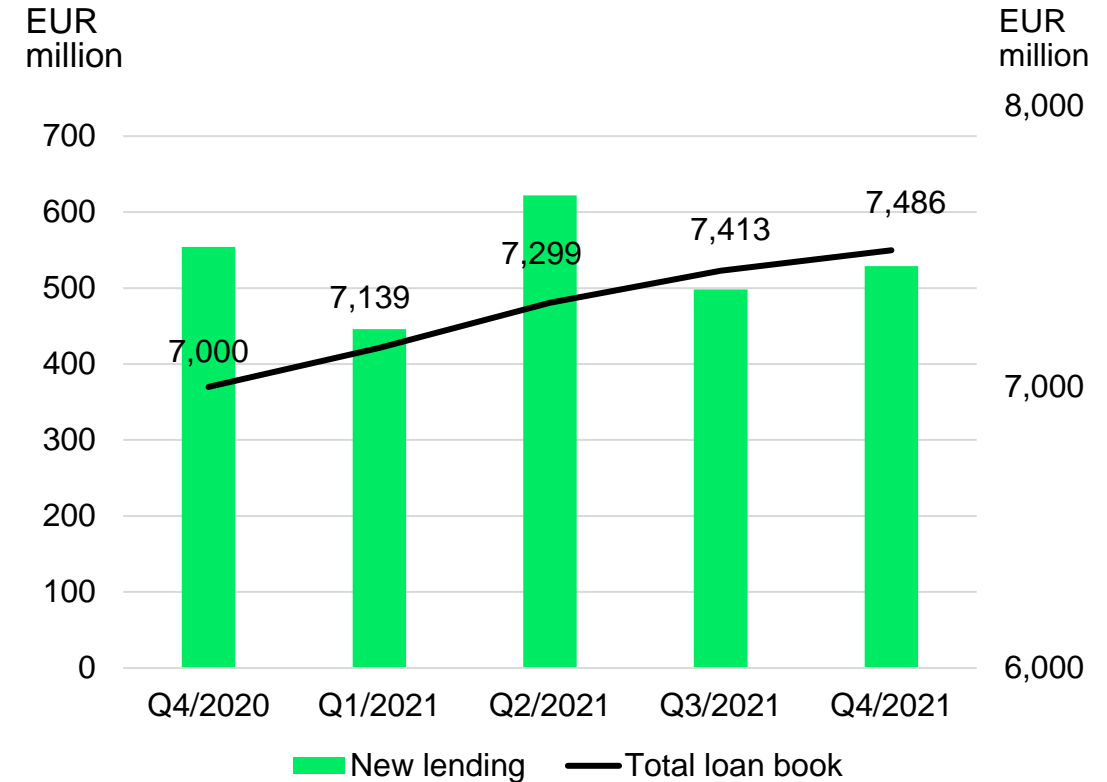


- Institutional assets, including private banking (since 30 June 2021)
- International institutional assets (UI-Aktia)
- Retail assets, excluding private banking (since 30 June 2021)

# Growth driven by corporate lending continues

## BANKING BUSINESS

- Loan book growth 7% in 2021
- Growth in corporate customers 15% in 2021
  - Driven by SME lending
- Good demand for mortgage loans throughout the year
  - Focus on strategically important customers
  - Increase in margin of new mortgage loans
- 20% acquisition of Alexander Corporate Finance approved
- Finnair Plus co-operation advancing as planned



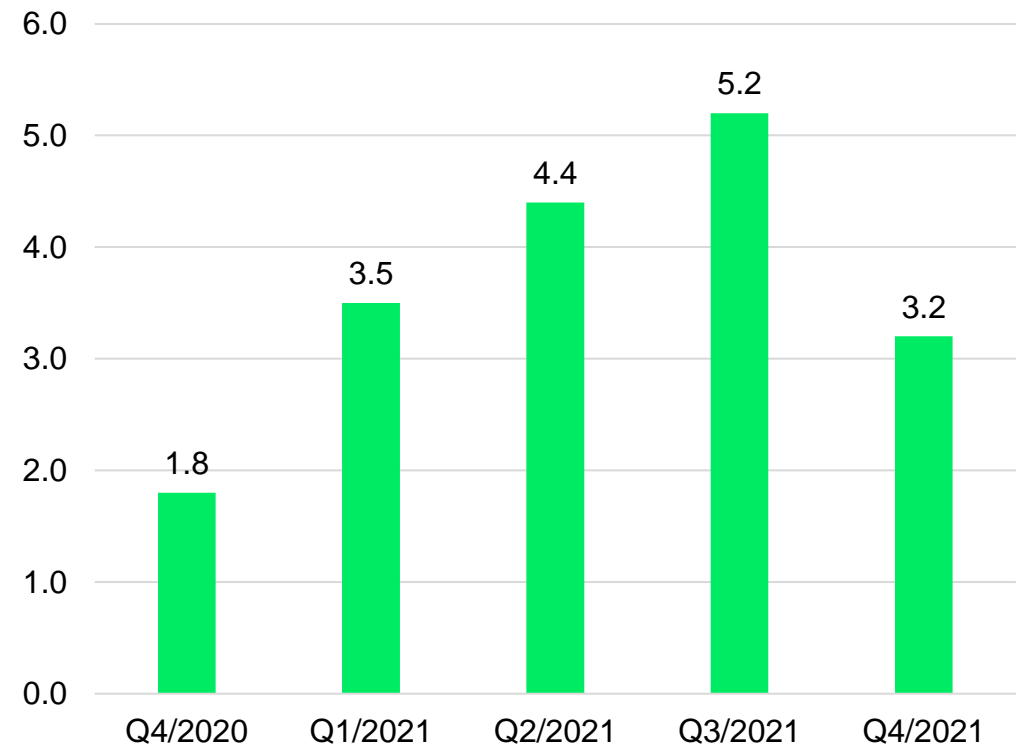
Development of credit portfolio Q-o-Q

# Life Insurance business had a strong year

## LIFE INSURANCE

- The actuarially calculated result for 2021 increased by 36% to EUR 16.4 (12.1) million
- Continued growth in sales of unit-linked and personal insurances
  - Unit-linked AuM at an all-time high at year-end
- Risk insurance premiums for 2021 increased by 12%
- Approval of new policies simplified, which supports sales

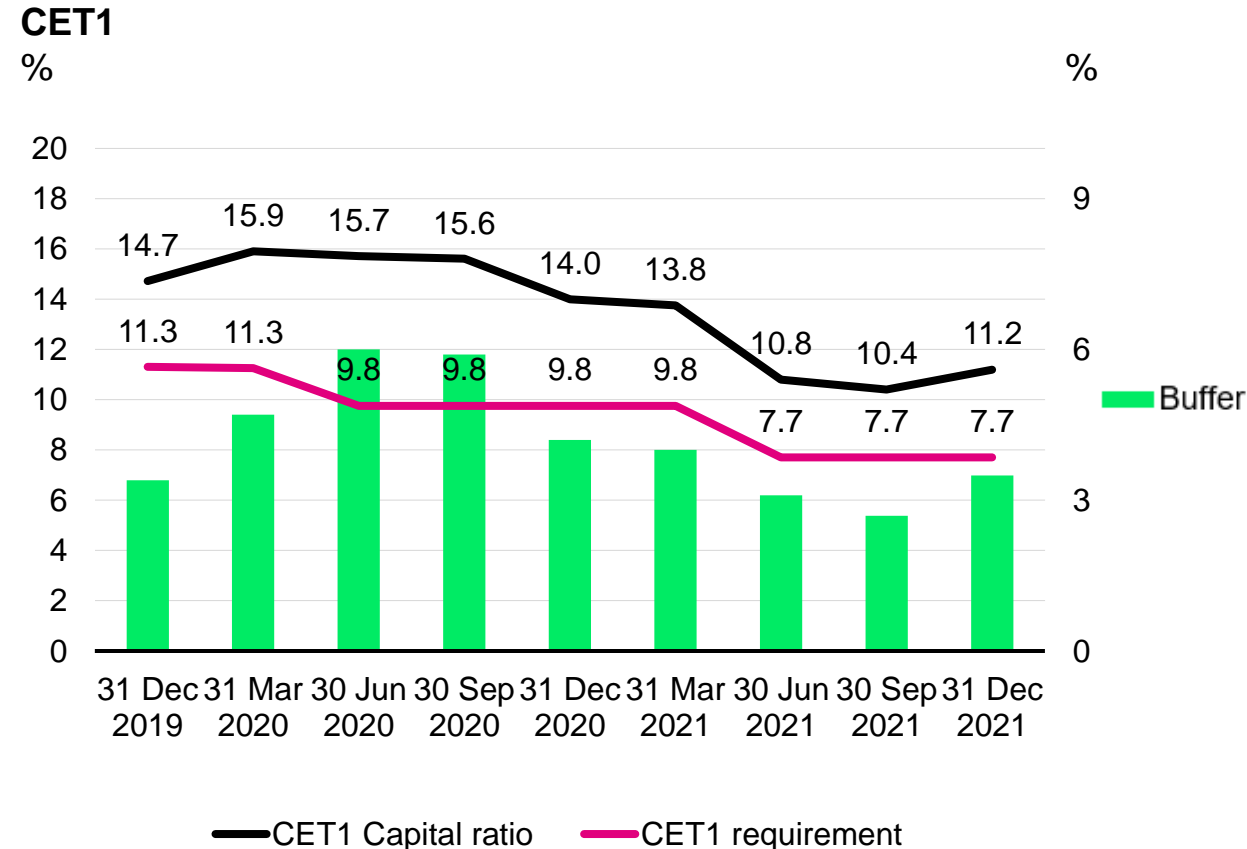
EUR million



**Development of the actuarially calculated result  
Q-o-Q**

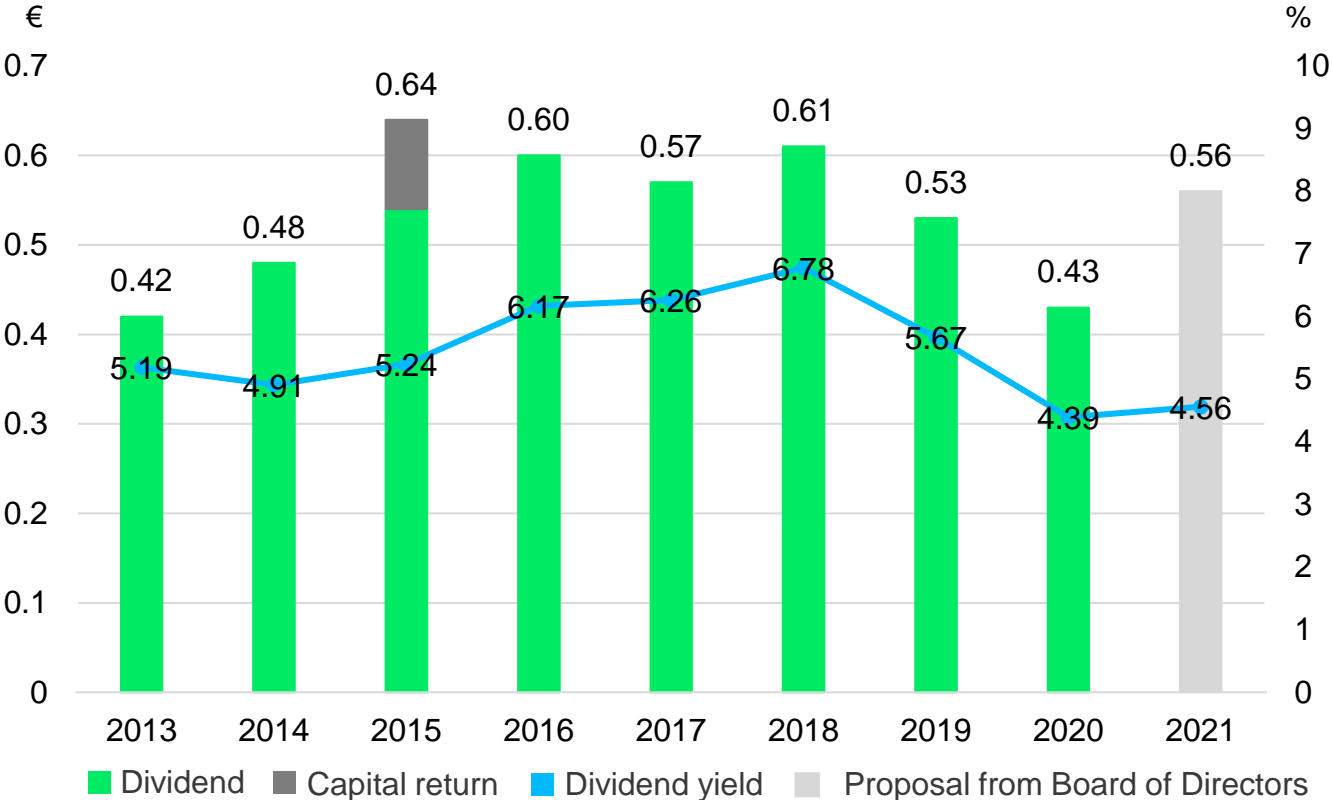
# CET1 ratio 3.5 percentage points above the requirement

- The CET1 ratio was 11.2% and increased during the last quarter by 0.8 percentage points.
- The 2021 dividend proposed by the Board of Directors, EUR 0.56 per share, has been deducted from the CET1 capital (1.3 percentage points).
- The CET1 capital decrease (EUR -95 million) was expected and mainly due to the increase of intangible assets and goodwill as a result of the acquisition of Taaleri's wealth management operations.
- Risk-weighted exposures decreased by EUR 89 million.



# The Board of Aktia Bank proposes a dividend of EUR 0.56 per share

**Aktia's dividend per share (including capital return) 2013–2021**



**Aktia Bank's dividend policy**  
 Dividend pay out 60–80% of profit for the reporting period.

# Aktia launched its climate strategy in 2021

In 2021, Aktia continued to work with sustainability issues according to the group's corporate responsibility programme and action plan for 2021–2023.

## Actions in 2021:

- Aktia's climate strategy was developed.
- Aktia joined the global Net Zero Asset Managers initiative.
- Aktia joined the advisory committee for the ASCOR\* Project.
- Aktia defined a new responsible lending policy.
- Aktia implemented the initial requirements and continued to prepare for future requirements regarding the EU sustainable finance regulation.

\*ASCOR = Assessing Climate Related Opportunities and Risks, a joint project founded by leading ESG organizations (including PRI) and two major pension funds from the UK.

# Aktia

## Aktia's corporate responsibility programme



## Performance of selected indicators from Aktia's corporate responsibility programme

**-68%** The carbon footprint of Aktia's equity funds was on average approx. 68% smaller than reference market in 2021

**72** The Net Promoter Score, measuring customer satisfaction was 72 in 2021

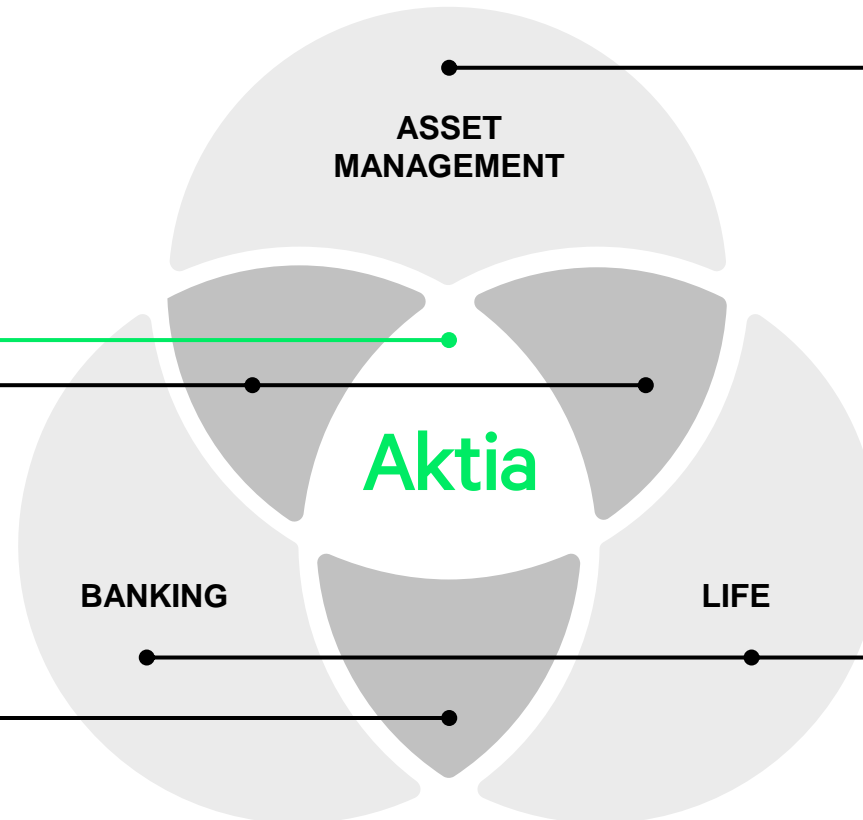
# Aktia's strategy



# Focus on guiding customers to our focal point

**Growth in our strategic sweet-spot**  
Offering comprehensive wealth management to our target segments, including wealth plans, financing, asset management services, personal life insurance and convenient banking services

**Growth through cross-selling**  
Focus on cross sales and development of our current customer base



**Focus on excellent customer experience and offering** for single product customers

**Focus on production and service cost** for single product customers

# Our three strategic priorities

2025

1

## Win in wealth management

- A) The most preferred wealth manager among private and institutional customers
- B) Success in integrating Taaleri's wealth management operations

2

## Growth among customers who are willing to increase their wealth

- C) Acquire new customers to our strategic sweet-spot
- D) Focus on cross-sales and development of our current customer base

3

## Excellent customer experience

- E) Seamless collaboration and holistic service models across all business areas

### OUR VISION

The leading wealth manager bank

### OUR MISSION

Building wealth for our customers and society

**Aktia**

Courageously

Skillfully

Together

# The financial targets 2025

Comparable  
operating profit  
**above EUR 120  
million**

1–12/2021;  
**EUR 87.4 million**

Comparable  
return on  
Equity (ROE)  
**above 12%**

31 December 2021;  
**10.3%**

Comparable  
cost-to-income  
ratio **under 0.60**

1–12/2021;  
**0.65**

Common Equity  
Tier 1 capital ratio  
(CET1) **above 1.5  
percentage points  
over the regulatory  
requirement**

31 December 2021;  
**3.5 percentage points over  
the minimum capital  
requirement 7.7%**



**Our Vision**

**The leading wealth manager bank.**

**Our Mission**

**Building wealth for our customers and society.**

**Our Values**

**Courageously, Skilfully, Together.**

**Aktia**

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