



# **Investor Presentation**

March 2025



# Agenda

01	NORD/LB at a glance Business Profile   Segments   Governance
02	FY2024 Performance  KPIs   Results   Risk
03	Ambition 2028 Transformation   Ambition   Initiatives
04	Business segments  Corporate Customers & SBN   Structured Finance   Commercial Real Estate   Markets   Private & Commercial Customers
05	Funding Capital   Liquidity   Green Bonds   Covered Bonds



06

Facts & Figures

Rating | ESG | P&L and Balance Sheet | Financial Calendar



# NORD/LB at a glance

#### **Position**

As a mid-sized universal bank with 3,800 employees, we maintain long-term client relationships with corporate and institutional clients, private clients and the public sector. We are a leading institution, firmly established in northern Germany, with global operations in selected business areas through branches in London and New York.

#### Bank of the energy transition

With more than 70 gigawatts financed capacity in renewable energy - wind, solar, battery storage - we are one of the leading financiers of renewable energy. In the social sector, we finance education, social housing, hospitals and public transport. We have established ourselves on the market as a renowned issuer of green bonds.



#### **Strategy**

Following the completion of a transformation program, we are now growing selectively. Based on total assets of around € 115 billion and customer loans of around € 75 billion, we create value in five well-defined business areas. We support our customers in their transformation to a more sustainable economy.

#### **State- and Girozentralbank**

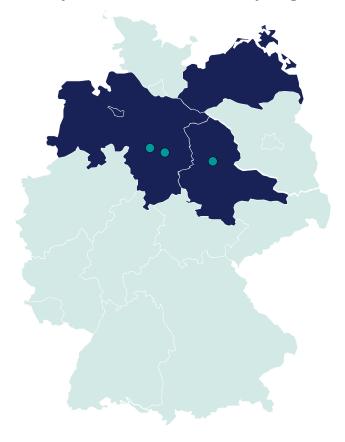
As a public-sector State-bank for Lower Saxony and Saxony-Anhalt, we bear regional responsibility. We act as the central bank for the savings banks in Lower Saxony, Saxony-Anhalt, Mecklenburg-Western Pomerania and Schleswig-Holstein. As a member of the Savings Banks Finance Group, we offer the network and protection of one of the largest banking groups in the world.





# Ownership structure and ownership region

#### Headquarters and ownership region

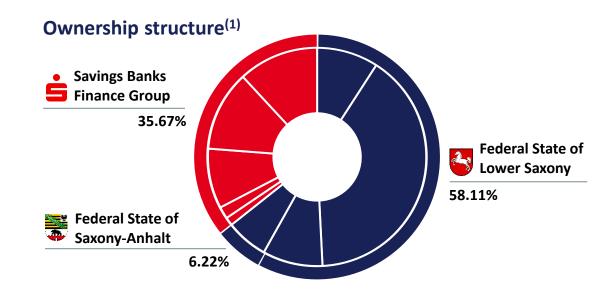


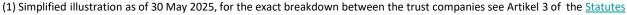


State Bank "Landesbank" for Lower Saxony and Saxony-Anhalt



Central bank for the savings banks in Lower Saxony, Saxony-Anhalt, Mecklenburg-Western Pomerania and Schleswig-Holstein (≈70 regional savings banks). Joint market development and expansion of the product range.









#### Focused and diversified business model

# Corporate Customers & Savings Banks Network

- // House bank for corporate clients with a regional focus on northern Germany
- // € 29 bn Ioan book
- // Regional roots and close cooperation with savings banks
- // Broad product range

#### **Structured Finance**

- // Leading energy and infrastructure financier
- // Track record in renewable energies (wind, solar, battery storage) and infrastructure (data centres)
- // >2,500 wind turbines financed in Germany<sup>(1)</sup>

#### **Commercial Real Estate**

- // Strong partner with broad product expertise
- // € 19 billion loan book, broadly diversified
- // Focus on energy efficiency and prime locations

# DEUTSCHE/HYPO NORD/LB Real Estate Finance

#### Markets

- // Focused business model with FX, interest rate, structured investments and debt capital markets
- // #3 of all syndicated € issuances (volume) for German federal states
- // #6 of all syndicated €
  issuances (volume)
  "German Pfandbriefe"

# Private & Commercial Customers

- // Strong market share of over 30% in the old Braunschweig region
- // Multiple award-winning private banking with the brand 'NORD/LB Private Investors'

Braunschweigische Landessparkasse

Segment assets, as of 31 Dec 2024

€ 35.6 bn

€ 16.6 bn

€ 18.8 bn

€ 8.3 bn

€ 7.1 bn

(1) ~10% of all wind turbines in Germany





# **Management Board**



Jörg Frischholz





**Jasper Hanebuth** 

**Chief Financial Officer** 



Ingrid Spletter-Weiß

**Chief Clients Officer** 



**Christoph Dieng** 

**Chief Risk Officer** 



**Dr. Christoph Auerbach** 

**Chief Operating Officer** 



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**O2** FY2024 Performance

KPIs | Results | Risk

**03** Ambition 2028

Transformation | Ambition | Initiatives

**04** Business segments

Corporate Customers & SBN | Structured Finance | Commercial Real Estate | Markets | Private & Commercial Customers

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**O6** Facts & Figures

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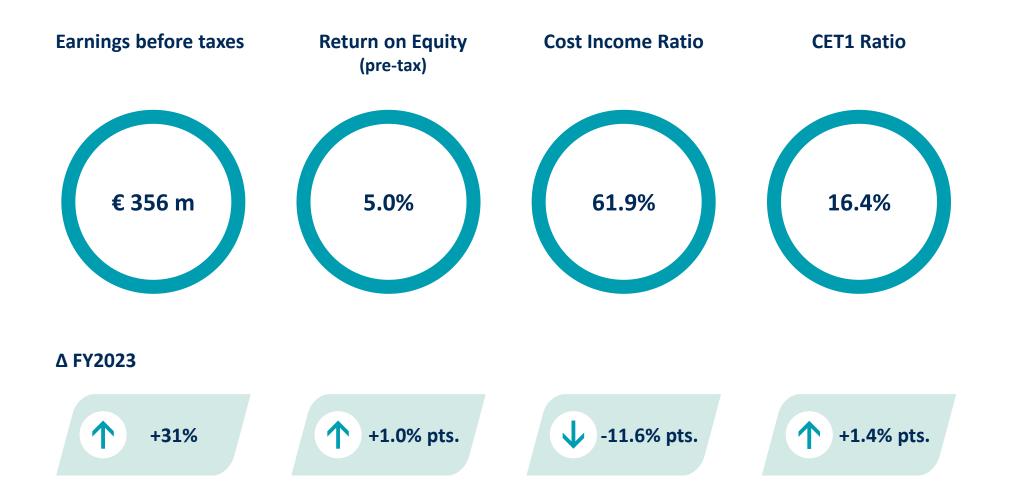
# Highlights 2024

- // NORD/LB continues to grow profitably
- // CIR significantly improved due to increased revenues and continued cost discipline
- // Risk reserves remain comfortable Management Adjustment reduced as planned
- // Strategic focus on core client segments is delivering strong results
- // Partial sale of aircraft financing conluded, remaining assets in regular run-off
- // Rating upgrades by Moody's und Fitch capital market access expanded
- // Next phase of NORD/LB's long-term development launched





# Full Year 2024 - Improvements across all key metrics

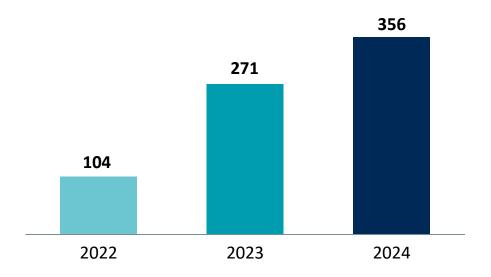




# Earnings up 31% – best result since 2015

#### **Earnings before taxes**

in € m



#### **Earnings after taxes**

in € m

89

224

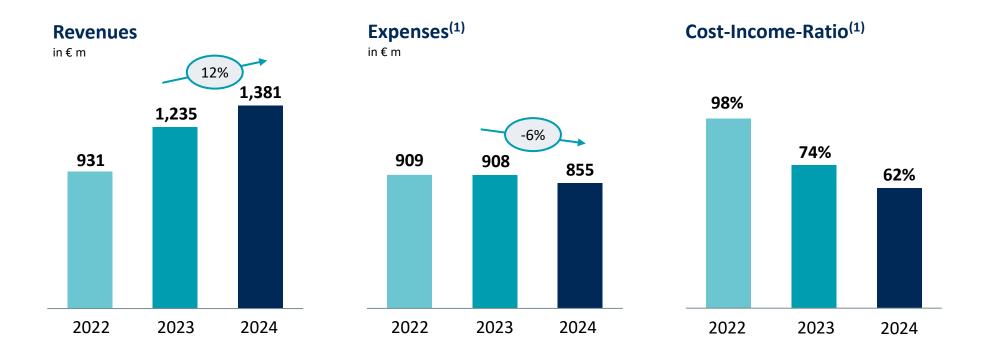
627

- // Interest and commission income as well as strong cost discipline as key drivers
- // Further diversification of the revenue base across all client segments
- // P&L effects from partial sale of aircraft financing of € -21 m
- // Earnings after taxes include recognition of deferred tax assets
- // Loss carry forward in German GAAP accounts (HGB) reversed



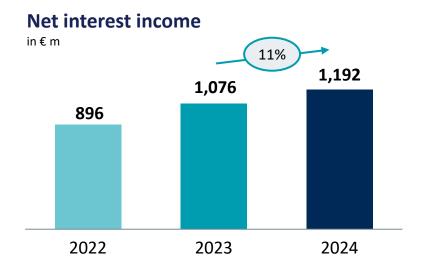


# Significant revenue growth and continued cost discipline



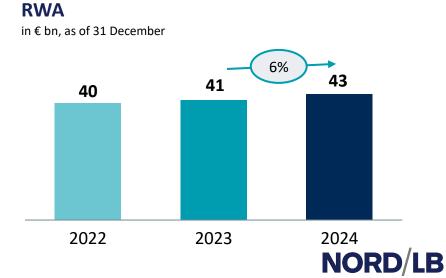
Strategic repositioning supports sustainable growth – success of the transformation reflected in lower expenses

# Revenue growth continues to outpace increase in risk assets



# Net commission income in € m 209 166 202 2023 2024





# Well diversified revenue base across client segments



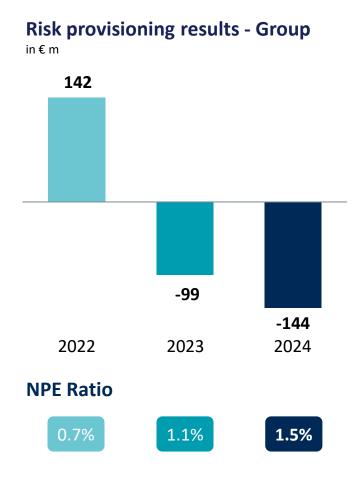


<sup>(2)</sup> Total of Aircraft Financing, Special Credit & Valuation, Treasury / Consolidation / Others

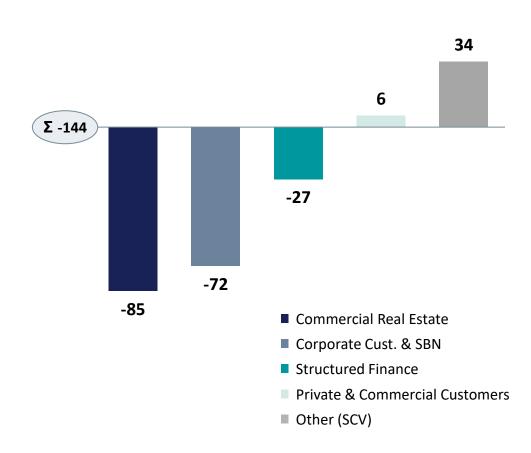




# Risk costs remain moderate in challenging macro environment

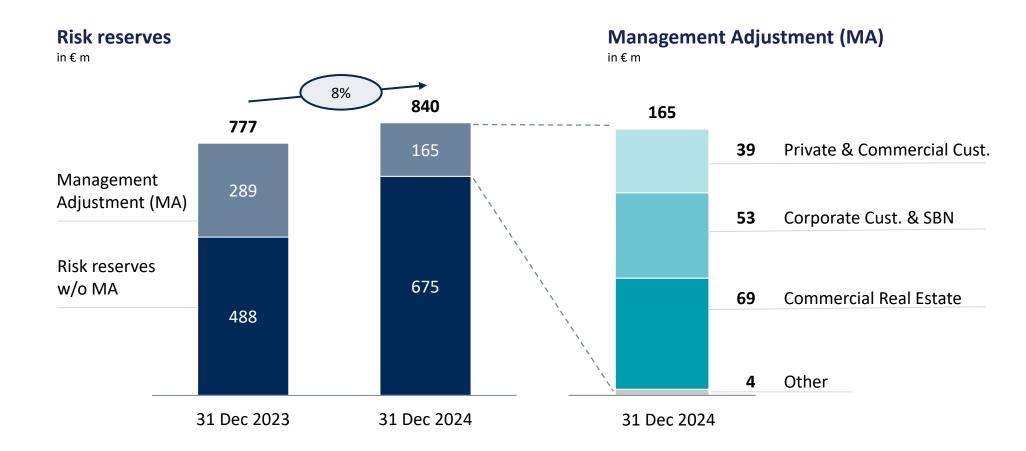








# **Deep Dive | Risk reserves**



Transfer of post-model Management Adjustment into in-model risk reserves

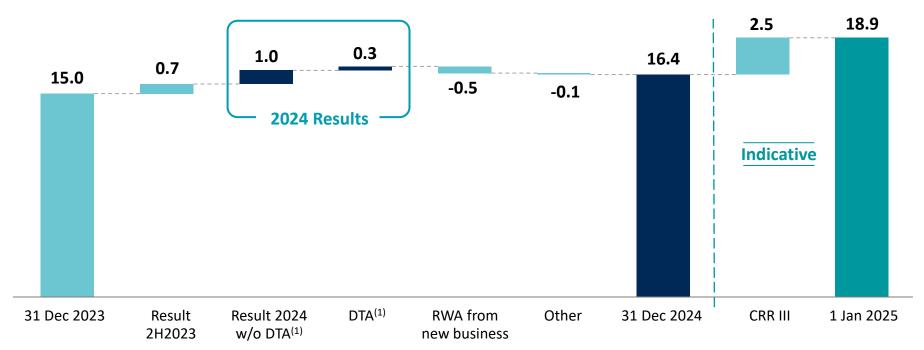




# **Deep Dive | CET1 Ratio**

#### **CET1 Ratio**

in %



Ratio as of 31 Dec 24 reflects supervisory recognition of the FY2024 results incl. effects from the capitalisation of Deferred Tax Assets

Positive effect from 1<sup>st</sup> time application of Basel IV



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# NORD/LB's path to success

From strategic

**Transformation** ...

... to sustainable

**Profitability** 

2019 - 2024

**TODAY** 

2025 - 2028

**NORD/LB 2024** 





# NORD/LB 2024: Successful conclusion of the Transformation Programme

			2018	2024
Revenues	<b>√</b>	Long-term success grounded in a strong client franchise	€ 1,004 m	€ 1,381 m
Costs	<b>V</b>	Cost discipline firmly anchored in the DNA of the bank	€ 999 m	€ <b>855</b> m
CIR	<b>V</b>	Increased financial resilience due to improved efficiency	99.5%	61.9%
CET1 Ratio	<b>V</b>	A strong capital base as foundation for future growth	6.6%	16.4%
NPE Ratio	V	Portfolio quality sustainably improved	4.0%	1.5%

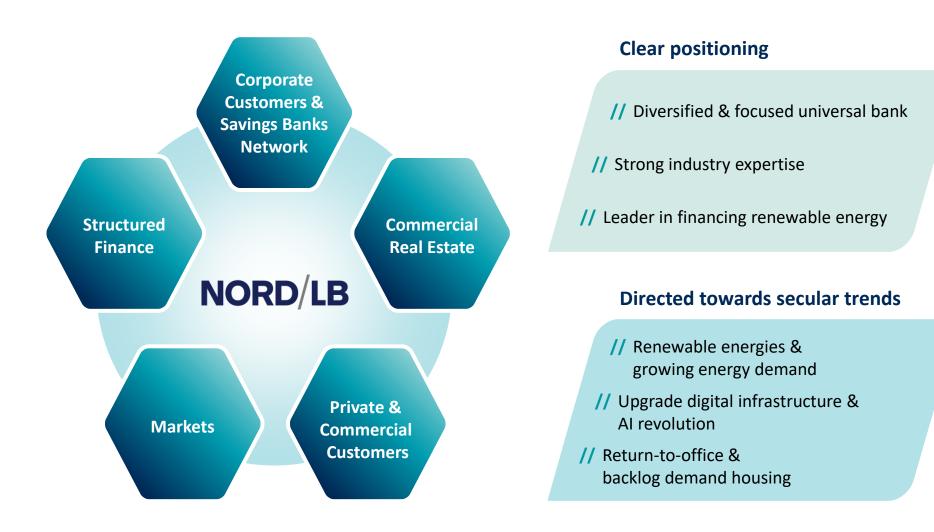




### **Ambition 2028**



# A diversified business model well positioned for further growth





# Key financial levers have been identified and are being implemented

Increase share of commission income





Dedicated deposit growth strategy to offset margin compression

Acceleration of balance sheet turnover – Originate-to-distribute





Cost discipline through unlocking efficiencies



# A clear strategy with well-defined measures forms the basis for revenue growth

#### **Strategic focus Specific measures** Holistic banking partner for our **Corporate** Enhancing client profitability and cross-sell corporate customers and savings banks **Customers** Expanding deposits and cash management in our home market & SBN Strengthening advisory and structuring Structuring and financing partner for **Structured** complex projects in energy transition // Expanding asset classes **Finance** and infrastructure // OtD<sup>(1)</sup>-models and fund solutions // Accessing additional European markets Financing partner for modern Commercial commercial real estate projects OtD<sup>(1)</sup>-models and co-operations **Real Estate** as well as broadening of product suite across Europe



# **Operational Excellence**

Build



**Bank Steering** 

// Ensuring regulatory compliance (BCBS 239), technological sustainability and resilience

// Increasing efficiency and strengthening resilience

// Go-Live Phase I in 1H2026

Upgrade





// Modernisation of IT systems with a 'Cloud First' approach

// Continuous strengthening of cyber security und resilience

// Development and expansion of AI systems

Optimise & Simplify





- // Optimisation of the wholesale credit process increasing scalability for growth
- // Insourcing: Optimisation of mix own vs. external services
- // Further simplification of the organisation

#### Outlook 2025

- // Strengthening growth in core client segments
- // Targeted expansion of product suite supported by OtD-solutions
- // Extension of the deposit base and increase of commission business
- // Focus on improving efficiency and resilience
- // Earnings before taxes above the result of 2024 and a better Cost Income Ratio



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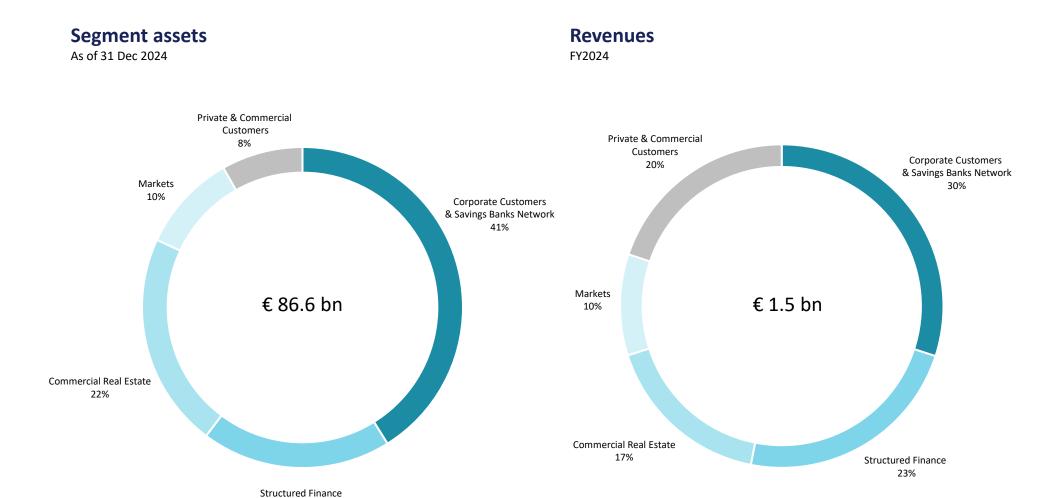
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# **Overview customer segments**

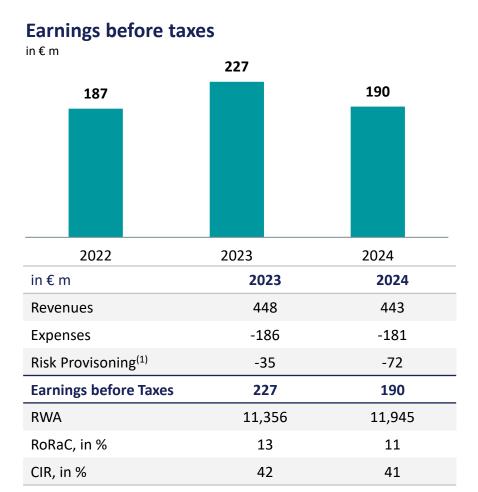
19%







# **Corporate Customers & Savings Banks Network**



#### Segment profile

- Leading bank for mid-sized corporates with a comprehensive product range and branches across Germany
- Special expertise in food, agriculture, retail, and energy sectors
- Assistance and support for savings banks as a central bank and partner for complex financing transaction
- Established specialized lender in the areas of leasing and private equity as well as in the municipal lending business

#### **Financial Highlights**

- Margins development in the lending business compensate for declining deposit revenues, commission results remain stable, supported by strong Private Equity business
- Expenses decrease despite an inflationary environment
- Earnings before risk provisions nearly at previous year's level
- Risk provisions are influenced by a challenging economic environment and partial reversals from Management Adjustments, returning to normalized levels across the cycle

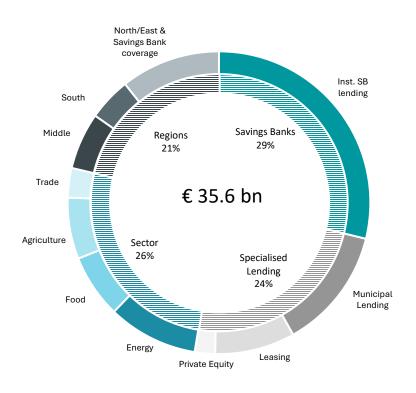




# **Corporate Customers & Savings Banks Network**

#### Segment assets according to sales structure

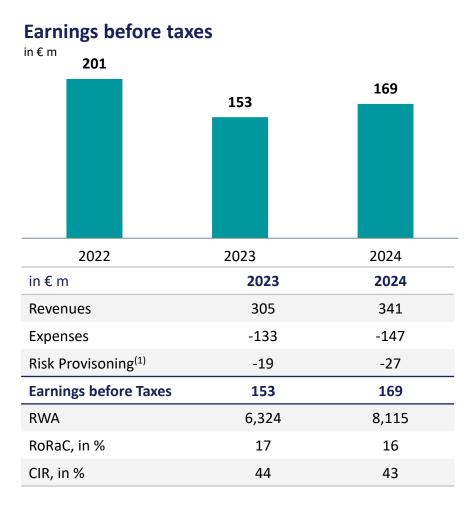
as of 31 Dec 2024



- Broad and well-diversified market coverage
- Regional teams with distinct customer proximity and close coordination with savings banks
- Sector teams with long standing expertise and extensive market knowledge
- A relevant player in the promotional business:
   € 9.6 bn of pass-through loans



#### **Structured Finance**



#### Segment profile

- Pioneer in financing of renewable energies with over 1,000 projects and >60 GW of financed capacity
- Broad coverage of infrastructure projects: Public transport, social housing, digital infrastructure, education
- Global expertise with branches in London, Hannover, New York and Oldenburg - projects in 30 markets
- The aircraft financing business was spun off in 2024, the segment name was changed from Special Finance to Structured Finance, and the financial figures were adjusted accordingly

#### **Financial Highlights**

- Consistently positive earnings development from operational activities<sup>(2)</sup>, primarily driven by the expansion of the loan portfolio and improvement in margins
- Significant increase in new business volume by 33% compared to the previous year, driven by business in Europe and the US
- Commission income from project initiation and structuring reaches a new record level
- Strengthening of market position through the addition of sectors such as battery storage systems and data centers, as well as diversification into other markets

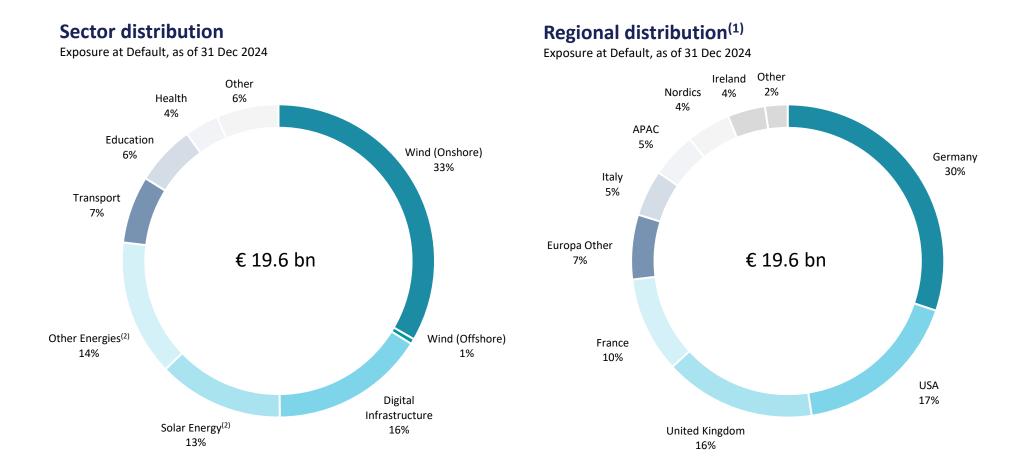
<sup>(2)</sup> excl. valuation fluctuations from loans/derivatives of € 45 m (2022), € -13 m (2023), € -15 m (2024)





<sup>(1)</sup> incl. Management Adjustment

#### **Structured Finance**



<sup>2)</sup> Includes > € 1bn EaD of financed battery storage (Stand-alone or co-location) with a battery storage capacity of around 3.5 GW





<sup>1)</sup> Distribution refers to the borrower's country of origin

#### **Commercial Real Estate**

#### **Earnings before taxes** in € m 146 68 6 2022 2023 2024 in € m 2023 2024 226 251 Revenues -89 -99 **Expenses** Risk Provisoning<sup>(1)</sup> -132 -85 **Earnings before Taxes** 6 68 **RWA** 7,700 8,732 RoRaC, in % 1 6 CIR, in % 39 39

#### Segment profile

- Established commercial real estate lender under the brand Deutsche Hypo
- Direct business with professional investors and project developers with comprehensive advice and product range
- Focus on Germany and selected European markets in the office, residential housing, retail, logistics, hotel and care facilities
- New business focus on energy-efficient buildings

#### **Financial Highlights**

- Sustained high new business volume within European target markets drives increase in interest and commission income
- Increase in expenses corresponds to the selective expansion of business activities
- Earnings before risk provisions amount to € 153 m, 11% above the previous year's level
- Risk Provisioning below the previous year, impacted by Management Adjustment (2024: € 36 m release / 2023: €-32 m provision)

<sup>(1)</sup> incl. Management Adjustment

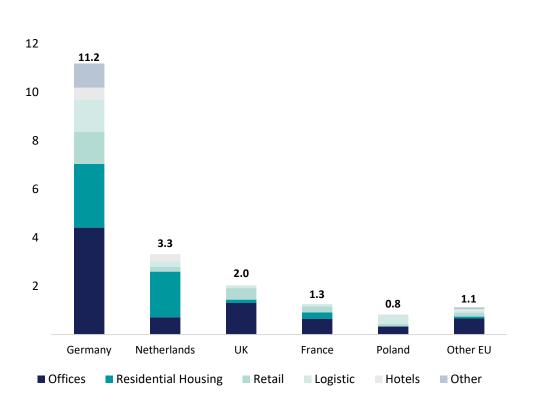




# **Commercial Real Estate Lending Portfolio**

#### Regional and sector distribution

Financing volume in € bn, as of 31 Dec 2024



Investment Grade ~77%(1)

Ø Loan duration of 4-5 years − range 3-10 years

No real estate financing in the US

Management Adjustment ~€ 70 m

€ 19.1 bn<sup>(2)</sup> Exposure at Default

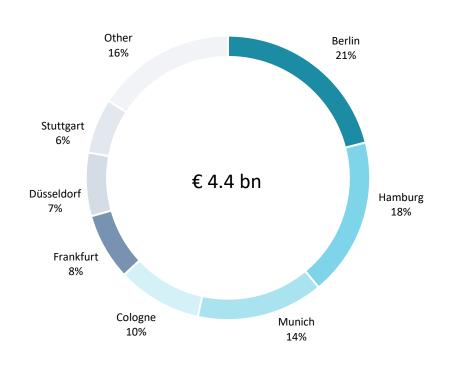
(1) Investment Grade definition corresponds with rating classes 1-6 of the Sparkassen-Finanzgruppe. Rating class 6 has a maximum probability of default of 0.59%

(2) plus ~€ 0.8 bn in unused lines

# **Deep Dive | Office Portfolio Germany**

#### **Regional Distribution**

Financing volume, as of 30 Dec 2024



Focus on Top 7 cities → 84% of the portfolio

CORE inner city locations

Focus on modern and contemporary offices

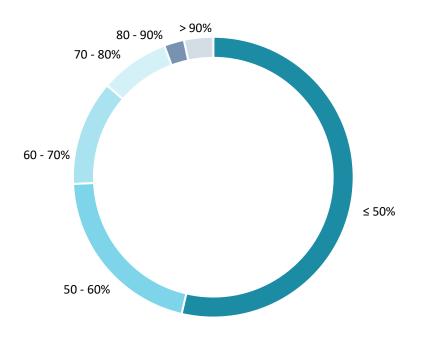
High energy efficiency: ~40% of the portfolio and ~90% of new business is green



# **Deep Dive | LTVs in the CRE Lending Portfolio**

#### Loan to Value Ratio (LTV)(1)

in %, as of 31 Dec 2024



- ø LTV of 52%
- Annual review of market values as part of the market fluctuation concept<sup>(2)</sup>
- / Market value is determined by certified appraisers

<sup>(2)</sup> Regular re-evaluation, including an on-site inspection, at the latest after 3 years. Additionally, if market fluctuation >10% (commercial assets) or >20% (residential) an ad-hoc review of market values and if needed a re-evaluation is required.



<sup>(1)</sup> Portfolio excl. Project developments

#### **Markets**

#### **Earnings before taxes**

in € m



#### Segment profile

- Debt Capital Markets franchise for European financial institutions and selected public issuers worldwide
- Offering capital market products for institutional clients and savings banks
- Development of customized securitization transactions (assetbacked finance)
- Deep roots with German-speaking investors and in selected European countries

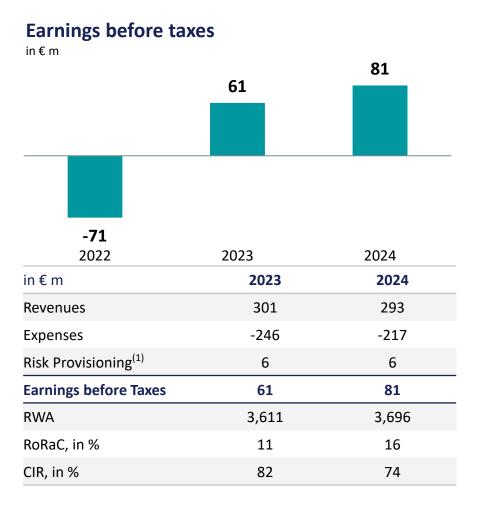
#### **Financial Highlights**

- Stable revenues supported by the institutional business across all product categories
- Market-driven heterogeneous development in the various franchises (Bonds, Rates, Solutions)
- Expense reduction through disciplined cost management
- Revenue potential arises from new business in Asset Backed
   Finance and the normalization of interest rate markets





#### **Private & Commercial Customers**



#### Segment profile

- The Braunschweigische Landessparkasse (BLSK) is regional market leader with over 30% market share; 84 locations in the former Grand Duchy of Brunswick, around € 17 bn customer volume, >226,000 private accounts, > 18,000 corporate accounts
- Award-winning private banking under the NORD/LB Private Investors brand in Hannover, Hamburg, Bremen and Oldenburg; expertise in individual wealth management

#### **Financial Highlights**

- Positive revenue development in the lending and commission business, with deposit revenues slightly declining due to margin compression
- Cross-sell revenues and deposit volumes up vs. previous year
- Continued strong cost discipline
- Risk Provisioning slightly positive due to release of € 30 m from Management Adjustments

<sup>(1)</sup> incl. Management Adjustment





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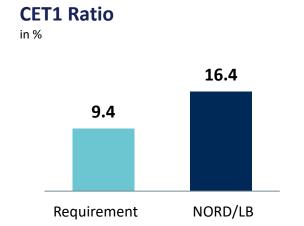
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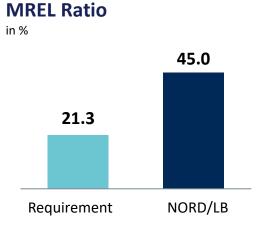


## Ratios well above regulatory requirements

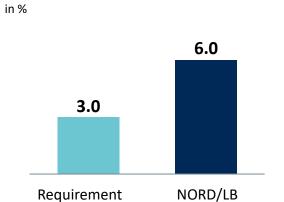


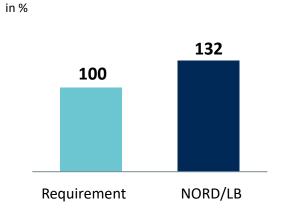


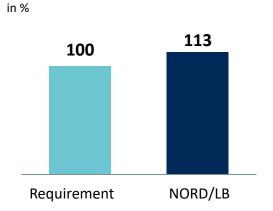
**Liquidity Coverage Ratio** 



**Net Stable Funding Ratio** 



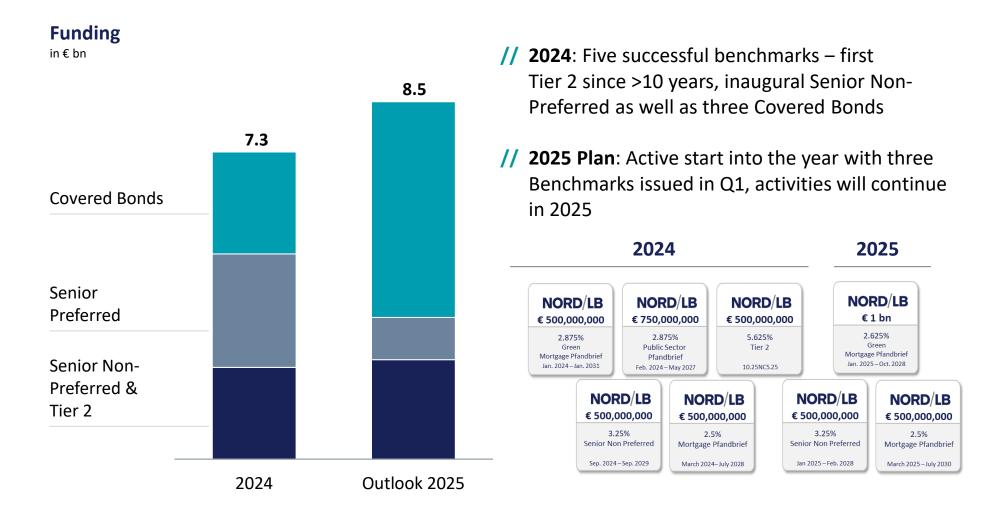




**Leverage Ratio** 

NORD/LB

### Funding: Well diversified capital market access

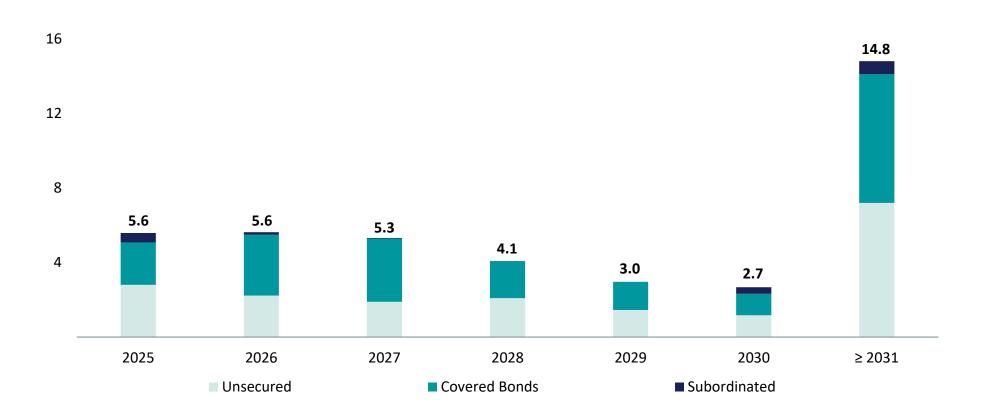




# **Maturity Profile**

#### **Maturities**

in € bn



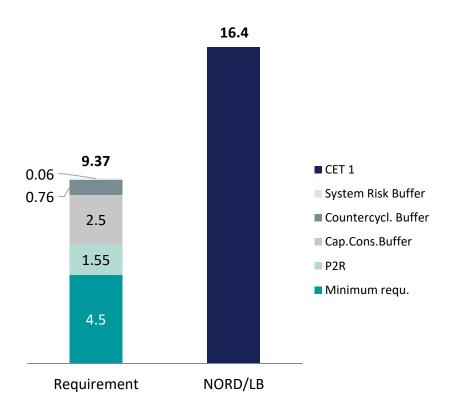




## **Regulatory Capital Ratios**

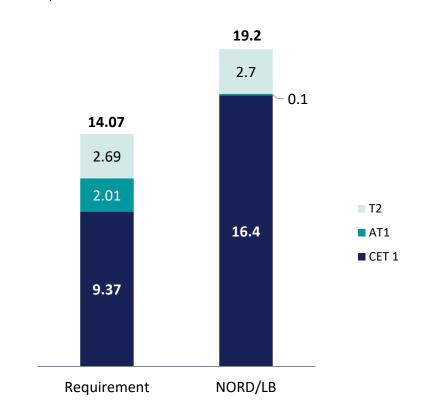
#### **Common Equity Tier 1 Ratio**

in %, as of 31 Dec 2024



#### **Total Capital Ratio**

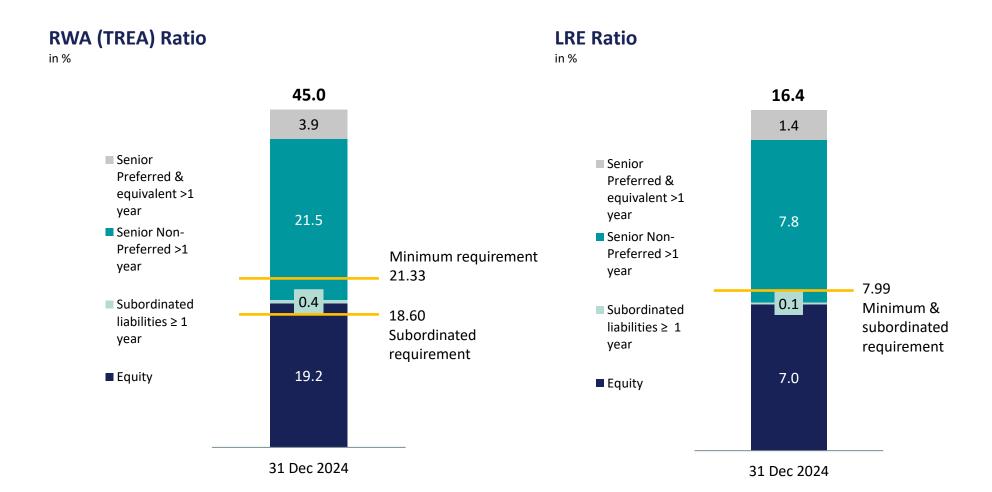
in %, as of 31 Dec 2024







## MREL: Compliance with 2024 RWA and LRE Requirements



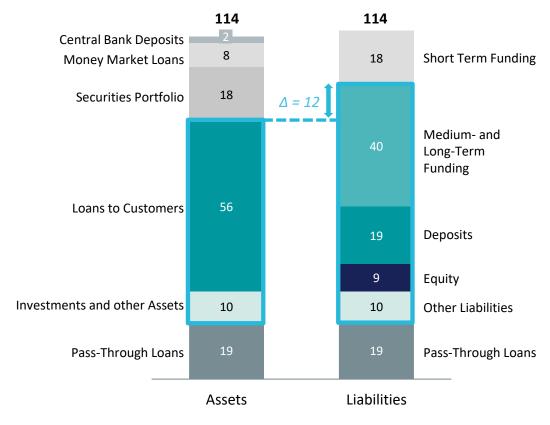




#### **Balance Sheet structure**

#### Liquidity-related Balance Sheet structure NORD/LB AöR<sup>(1)</sup>

in € bn, as of 31 Dec 2024



- Funding for customer loans is provided via medium to long-term liabilities with a medium term surplus of € 12 bn
  - The securities portfolio consists mainly of highly liquid securities (€ 16 bn HQLA)

(1) Public Law Institution (Parent company of NORD/LB Group)





### **Green Funding**



Green Funding Framework

Provides a comprehensive description of the use of proceeds and other requirements for our green bonds

Seeks to comply with the EU taxonomy and is aligned with ICMA's GBP

Second Party Opinion

External verification of the Green Funding Framework & Green Bond Reporting

Confirms the contribution of NORD/LB's Green Funding Framework to the UN SDGs



3 Reporting

Comprehensive annual reporting on the allocation and the expected climate impact of our green bonds



### **Green Funding Framework – Use of Proceeds**



#### **Green Buildings**

7.1 Construction of new buildings
7.2 Renovation of existing buildings
7.7 Acquisition and ownership of buildings

- a) Taxonomy aligned buildings
- b) Primary Energy Demand NZEB(1) -10 %
- c) EPC-class A or Top 15 % of the national/regional building stock
- d) Sustainable certified buildings(e.g. BREEAM Very good or better)
- e) Reduction of ≥ 30 % in energy demand / consumption







#### **Renewable Energy**

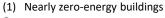
4.1 Electricity generation using solar photovoltaic technology
4.3 Electricity generation from wind power
4.10 Storage of electricity

- a) Solar- & photovoltaic projects
- b) On- and offshore wind projects
- c) Energy storage solutions such as batteries that optimise the use of renewable energy generated





Exclusion of business activities with negative impact on people and the environment in accordance with the UN Global Compact (e.g. controversial weapons, prostitution in accordance with NORD/LB's transformation guideline)





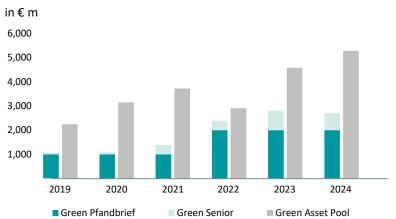




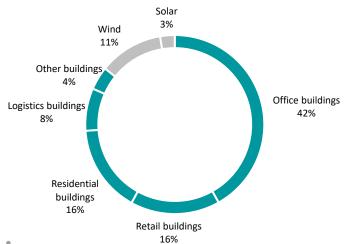
### **Green Bond Reporting**

as of 30 Sep 2024

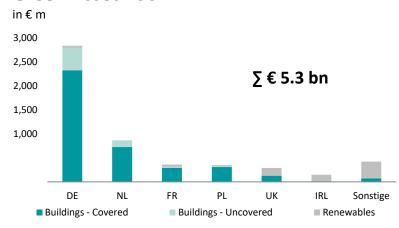
#### **Green Bond Portfolio**



#### **Asset classes**



#### **Green Asset Pool**



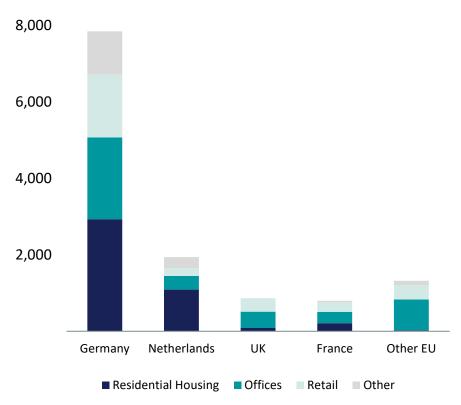
#### **Financing maturities**



## **Mortgage Cover Pool**

#### Receivables by asset class and region<sup>(1)</sup>

in € m, as of 31 Dec 2024



	Cover Pool	<b>Covered Bonds</b>
Total (€ m)	13,549	8,605
Average Maturity (Y)	3.5	3.0
Fixed Rate (%)	71.4	94.9
Euro denominated (%)	93.4	100
Over-Collateralisation (%)	57.0	
ø LTV (%)	48.1	
Number of loans	19,466	

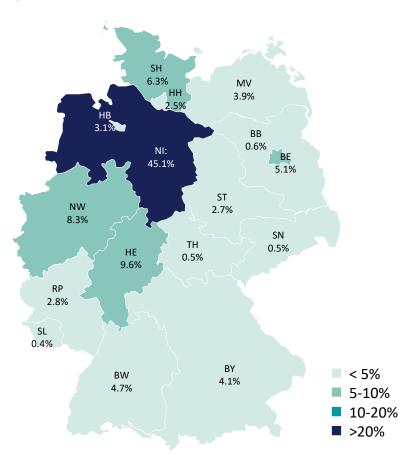




#### **Public Sector Cover Pool**

#### Regional distribution of cover assets

in € m, as of 31 Dec 2024



	Cover Pool	<b>Covered Bonds</b>
Total (€ m)	11,971	11,051
Average Maturity (Y)	7.6	6.1
Fixed Rate (%)	89.9	97.7
Euro denominated (%)	96.8	99.5
. ,	55.5	

Regional distribution			
Germany (%)	89.5		
Other EU (%)	8.6		
Non-EU (%)	1.9		





### Agenda

01	NORD/LB	at a glance
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Business Profile | Segments | Governance

**O2** FY2024 Performance

KPIs | Results | Risk

**03** Ambition 2028

Transformation | Ambition | Initiatives

**04** Business segments

Corporate Customers & SBN | Structured Finance | Commercial Real Estate | Markets | Private & Commercial Customers

**05** Funding

Capital | Liquidity | Green Bonds | Covered Bonds

**06** Facts & Figures

Rating | ESG | P&L and Balance Sheet | Financial Calendar





# **Credit and ESG Ratings**

<b>Credit Ratings</b>	Moody's	<b>Fitch</b> Ratings	DBRS
Issuer Rating	Aa2	A+	A (high)
Outlook	stable	stable	stable
Short-term liabilities	P-1	F1+	R-1 (middle)
<b>Unsecured Ratings</b>			
Senior Preferred	Aa2	AA-	A (high)
Senior Non-Preferred	A1	A+	Α
Subordinated capital / Tier 2	bordinated capital / Tier 2 Baa1		A (low)
<b>Covered Bond Ratings</b>			
Mortgage Pfandbriefe	Aaa	-	-
Public Sector Pfandbriefe	Aaa	-	-
ESG Ratings	ISS ESG ▷	SUSTAINALYTICS	MSCI
Corporate	C (Prime)	19.1 (low-risk)	BBB





### **ESG at NORD/LB**



- / Development of sector-specific de-carbonisation pathways for emission-intensive sectors (especially energy (power), real estate, agriculture, automotive)
- / Exclusion of certain business activities in NORD/LB's transformation guidelines (e.g. on the topic of protected areas, agriculture, oil & gas, etc.)
- / Supporting and advising customers on the transformation to a sustainable business model
- / Sustainable Loan Framework (SLF) as an internal framework for classifying financial products



- / Commitment to respecting human rights and the "Diversity Charter" through declarations of principle, expanded in 2024 to include customers in the supply chain
- / NORD/LB's Code of Conduct sets out principles of behaviour and provides guidance for day-to-day activities
- / Financier of social housing, educational institutions, care properties



- / Exclusion of certain controversial business activities (including controversial weapons, coal and nuclear power plants)
- / Measurement and quantification of physical and transitory ESG risks
- / Integration of ESG aspects in the annual target agreement of the Executive Board and senior managers
- / Memberships in the UN Global Compact and UNEP FI
- / Establishment of "anti-greenwashing governance" in 2024





### ESG sector strategies: Relevant sectors and targets on the path to de-carbonisation

#### **De-carbonisation targets for selected sectors**

	Sector	Scope	Metrik / PEI	Base year		Intensity value in the reporting	Target 2030	%-Target 2030
N	Aviation	1	g CO₂/pkm	2022	99	83	85	-14%
<b>a</b>	Power	1	kg CO₂/MWh	2022	42	34	30	-29%
	CRE	1&2	kg CO <sub>2</sub> /m <sup>2</sup>	2022	66	41,53	28	-58%
â	Residential Buildings	182	kg CO <sub>2</sub> /m <sup>2</sup>	2022	30	24,4	19	-37%
	Milk		kg CO₂/kg		1,18	1,17	1,09	-8%
ŝ	Agricultural & pork	1&2, 3 (Upstream only)	kg CO₂/kg	2022	3,17	3,18	3,11	-2%
	Crop production		kg CO₂/ha		2.834	2.840	2.621	-8%
<b>~</b>	Automotive	3 ( Exhaust emissions)	kg CO <sub>2</sub> /pkm	2023	n/a	0,136	0,091	-33%
1	Steel	1-2	kg CO₂/kg	2023	n/a	1,6	1,18	-30%
	Oil & Gas	1-3	n/a	2022	n/a	n/a	Ausschluss Upstream	-
S	ektor	Scope	Metrik / PEI	Basisjahr	Value in the base year	Value in the reporting year	Target 2030	%-Target 2030
000	Shipping	1	Exposure reduction / € mn	2024	€95 mn	€95 mn	Indicative wind- down plan	n/a
Š	Chemistry	1&2	Absolute, indexed to 100	2022	100%	98,90%	IEA-Alignment	-27%

- We are striving to reduce CO2 emissions in our financing portfolio; in doing so, we are following the Paris Climate Agreement
- Successive development and further development of sector de-carbonisation strategies
- Focused consideration of the relevant sector and development of sector-specific de-carbonisation targets
- Orientation towards scientifically based reference pathways (e.g. the Net-Zero-2050 climate pathways of the International Energy Agency (IEA))

You can find more information on our path to de-carbonisation in our ESG strategy





# **Income Statement of NORD/LB Group (IFRS)**

in € m	FY2024	FY2023
Net interest income	1,192	1,076
Net commission income	242	209
Profit/loss from fair value measurement	-60	-105
Risk provisions	-144	-99
Disposal profit/loss from financial instruments not measured at fair value through profit/loss	-4	14
Profit/loss from hedge accounting	18	19
Profit/loss from shares in companies	32	94
Profit/loss from investments accounted for using the equity method	6	4
Administrative expenses	-855	-908
Other operating profit/loss	-13	18
Earnings before restructuring, transfomation and taxes	414	322
Profit/loss from restructuring and transformation	-59	-52
Earnings before taxes	356	271
Income taxes	+271	-47
Consolidated profit/loss	627	224





# Selected balance sheet items of NORD/LB Group (IFRS)

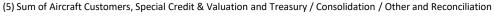
Balance sheet items in € m	31.12.2024	31.12.2023
Total assets	113,712	111,981
Financial assets at fair value through other comprehensive income	11,574	10,708
Financial assets at amortised cost	90,374	87,697
of which: loans and advances to banks	13,222	13,228
of which: loans and advances to customers	74,159	71,543
Other assets	2,184	3,827
Financial liabilities at amortised cost	96,558	96,125
of which: liabilities to banks	27,545	27,141
of which: liabilities to customers	46,580	47,006
of which: securitised liabilities	22,340	21,886
Provisions	2,527	2,641
Other liabilities	-402	-561
Equity (on balance sheet)	7,525	6,865



## Segmental reporting of NORD/LB Group (IFRS)

<b>31.12.2024</b> in € mn <sup>(1)</sup>	Corporate Customers & Savings Banks Network	Structured Finance	Commercial Real Estate	Markets	Private & Commercial Customers	Client Segments	Other <sup>(5)</sup>	Group
Revenues <sup>(2,3)</sup>	443	343	251	150	293	1,480	-68	1,412
Expenses <sup>(4)</sup>	-181	-147	-99	-101	-217	-745	-168	-913
Risk Provisioning	-72	-27	-85	0	6	-178	34	-144
Earnings before taxes	190	169	68	48	81	557	-201	356

<sup>(4)</sup> Administrative expenses (for Treasury, Consolidation, Others and Group incl. restructuring and transformation)





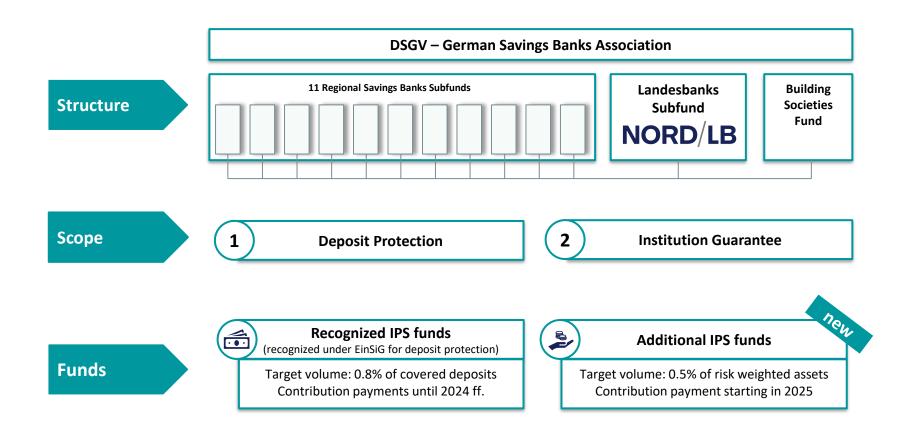


<sup>(1)</sup> Minor deviations may occur due to rounding

<sup>(2)</sup> Net interest income, net fee and commission income, net income from shares in companies, net income from the disposal of financial instruments not recognised at fair value through profit or loss, other net income, net income from fair value measurement (incl. hedge accounting), net income from companies accounted for using the equity method

<sup>(3)</sup> Result from investments in companies 2024: € 32 million (€ 30 million in Other, € 2 million in Structured Finance)

#### **Institutional Protection Scheme**



#### **Financial Calender**





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