

# Debt Investor Presentation H1/2017

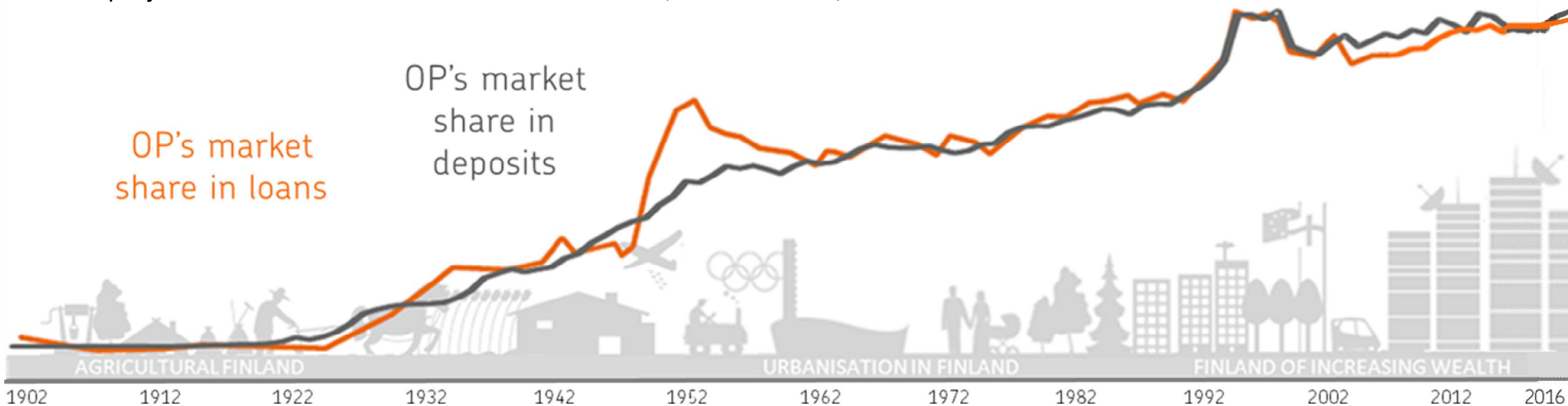
OP Financial Group and issuing entities  
OP Corporate Bank plc and OP Mortgage Bank

[www.uusi.op.fi](http://www.uusi.op.fi) (EN) > OP Financial Group > Debt Investors (new website, beta version)  
[www.pohjola.com](http://www.pohjola.com) > Investor Relations > Debt Investors (current website)

37.5%  
35.3%  
(YE2016)

OP's market  
share in loans

OP's market  
share in deposits



# Disclaimer

Certain statements in this presentation are based on the beliefs of our management as well as assumptions made by and information currently available to the management. All forward-looking statements in this presentation expressing the management's expectations, beliefs, estimates, forecasts, projections and assumptions are based on the current view of the future development in the operating environment and the future financial performance of OP Financial Group and its various functions. No assurance can be given that such expectations will prove to have been correct. Accordingly, results may differ materially from those set out in the forward-looking statements as a result of various factors. OP Financial Group has used sources of information which it considers to be reliable, and the accuracy and reliability of which it has sought to establish to the best of its ability, but it can nevertheless not guarantee their accuracy or reliability.

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Past performance is no guide to future performance. Persons needing advice should consult an independent financial, legal or tax adviser.

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  - Financial performance
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# Leading financial group in Finland

Issuing entities: OP Corporate Bank plc and OP Mortgage Bank

€134 bn

Balance sheet total at end-June 2017

## SOLID CAPITAL POSITION

19.1%

CET1 ratio at end-June 2017

## FINNISH RISK EXPOSURE

94%

of retail and corporate exposures  
in Finland at YE2016

## MARKET LEADER IN FINLAND

>38%

Market share  
in deposits  
2016

>35%

Market share  
in loans  
2016

>32%

Market share in  
non-life insurance  
2016

## HIGH CREDIT RATINGS

Moody's Aa3  
S&P AA-

OP Corporate Bank plc

Moody's Aaa  
S&P AAA

OP Mortgage Bank

# OP's highlights in H1/2017

## STABLE PERFORMANCE IN FINANCIAL ROLE

EBT €583 mn  
down by 5%

Total income +3%  
NII +0%  
Net insurance income -3%  
Net commissions and fees +5%  
Total expenses +10%  
due to higher development costs

Volume growth y/y:  
Housing loans +3%  
Corporate loans +5%  
Insurance premium  
revenue +1%  
AUM +11%

CET1 ratio  
19.1%  
down by 1 ppt in  
H1/2017 due to  
the RW floors  
set by the ECB

39,000  
new owner-  
customers  
totaling to  
1.8 mn

## OUTLOOK FOR OP AND FINNISH ECONOMY

In 2017,  
OP's EBT is expected to be  
about the same as or lower  
than those for 2016

During the next few years,  
Finland is expected to benefit  
from economic upswing  
Source: OP's economists' forecast,  
24 January 2017

In 2017,  
Finland's GDP is expected to grow by 2.3%  
supported by strong exports growth of 5.0%  
Source: OP's economists' forecast,  
19 May 2017

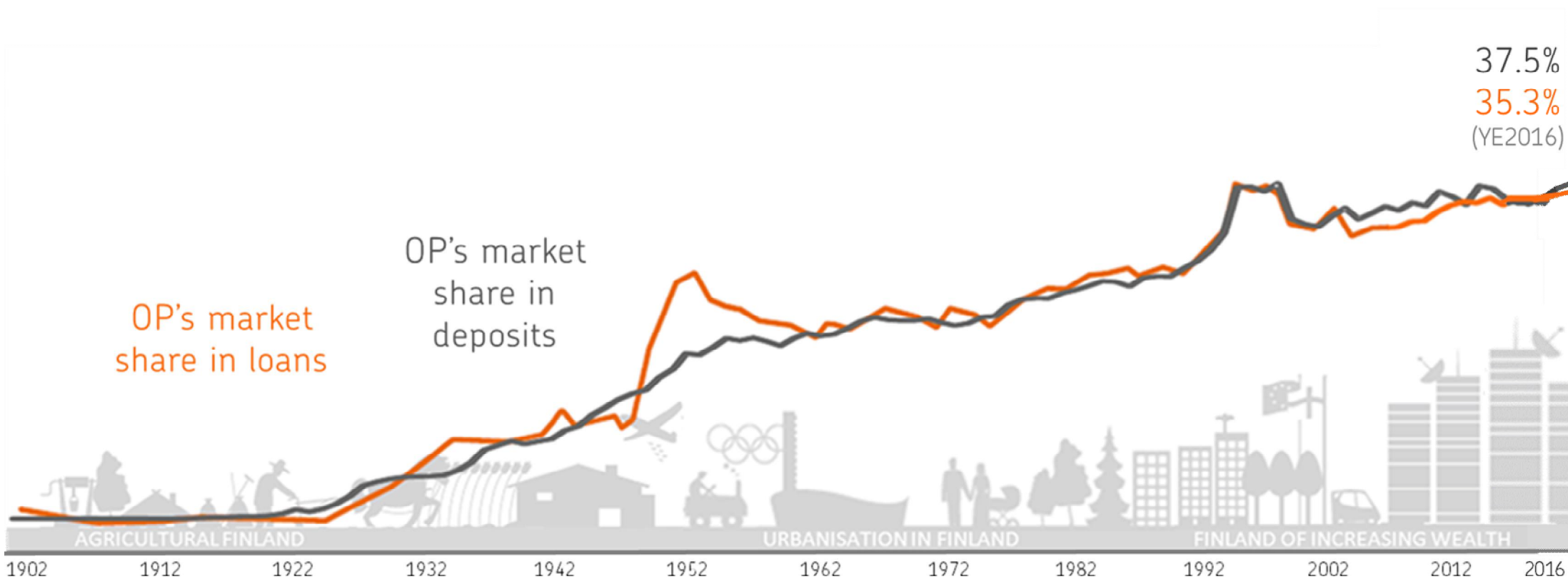
## SOCIAL ROLE SHOWN THROUGH VARIOUS INITIATIVES

€300 mn financing for SMEs  
with European Investment  
Fund giving a 50% risk-  
sharing guarantee

20 years of volunteering  
done by OP employees  
and other Finns in honour  
of the centenary of  
Finland's independence  
(target 100 years)

Support for families with  
children eg. health and  
living allowance insurance  
for an unborn baby for  
1 year free of charge  
(value €7 mn so far)

€1.2 mn  
subsidies  
for scientific  
research



## Finnish economy

# Broad-based growth ahead

## Forecasts for the Finnish economy

Published on 19 May 2017

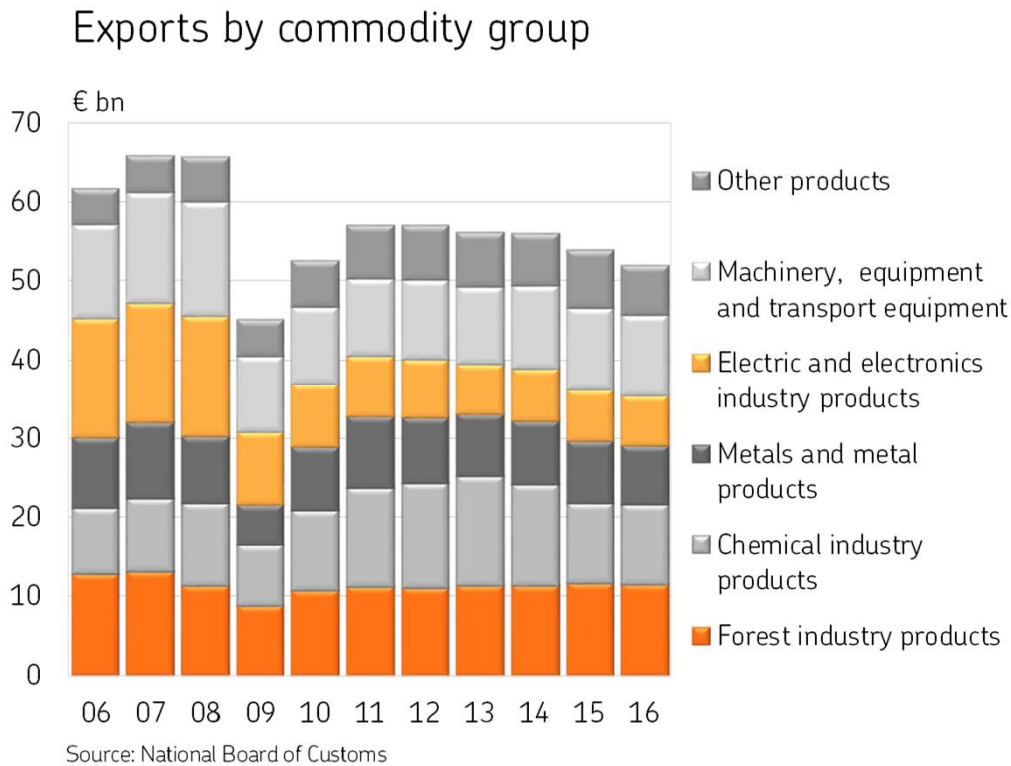
Volume, % change on previous year	EUR bn 2016	2015	2016	2017f	2018f
GDP	214,1	0,3	1,4	2,3	2,0
Imports	78,3	3,1	2,5	4,0	3,8
Exports	75,7	2,0	0,5	5,0	5,0
Consumption	170,7	1,1	1,5	0,9	1,1
- Private	118,8	1,5	2,0	1,7	1,5
- Public	51,9	0,1	0,5	-0,5	0,2
Fixed investment	45,8	1,1	5,2	5,0	3,0
Other key indicators		2015	2016	2017f	2018f
Consumer price index, % change y/y		-0,2	0,4	1,2	1,5
Change in wage and salary earnings, %		1,2	1,2	0,8	1,5
Unemployment rate, %		9,4	8,9	8,2	7,7
Current account balance, % of GDP		-0,4	-1,1	-1,0	-0,9
General government net lending, % of GDP		-2,7	-1,9	-1,8	-1,5
General government debt, % of GDP		63,6	63,6	64,0	64,5

Finland is an exports-driven economy – around 40% of GDP derives from exports

Sources: Statistics Finland and OP Financial Group

# Balanced goods exports structure by commodity group

Goods exports by commodity group  
commodity group 2006-16

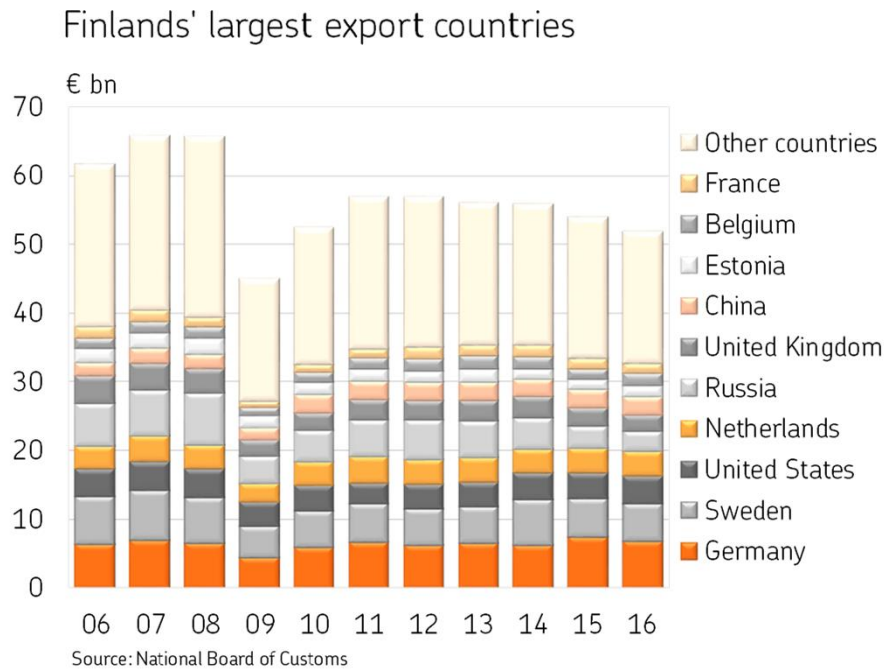


Goods exports around 2/3 of  
Finnish exports

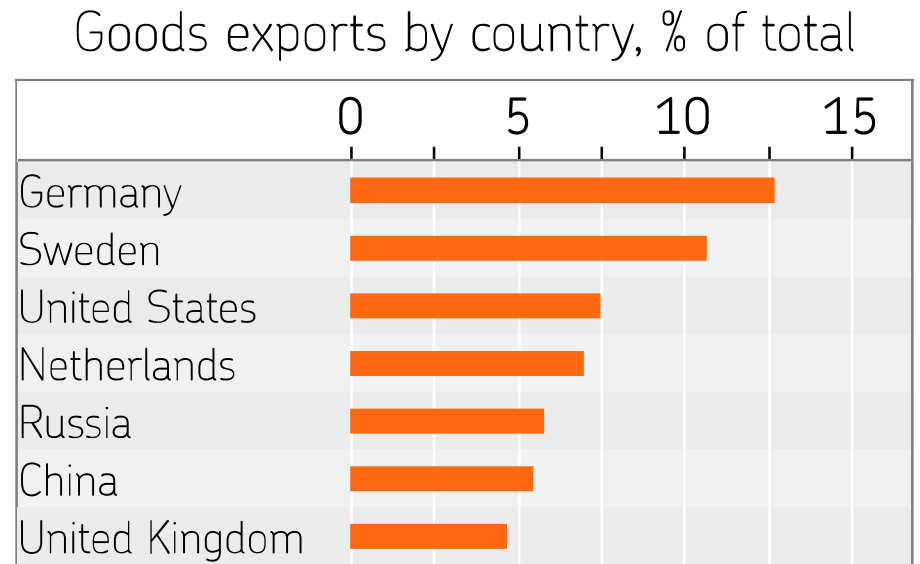


# Diversified goods exports structure by country

## Finland's largest goods exports countries 2006-16



## Finland's biggest trading partners (April 2016-April 2017, 12 mth moving avg)

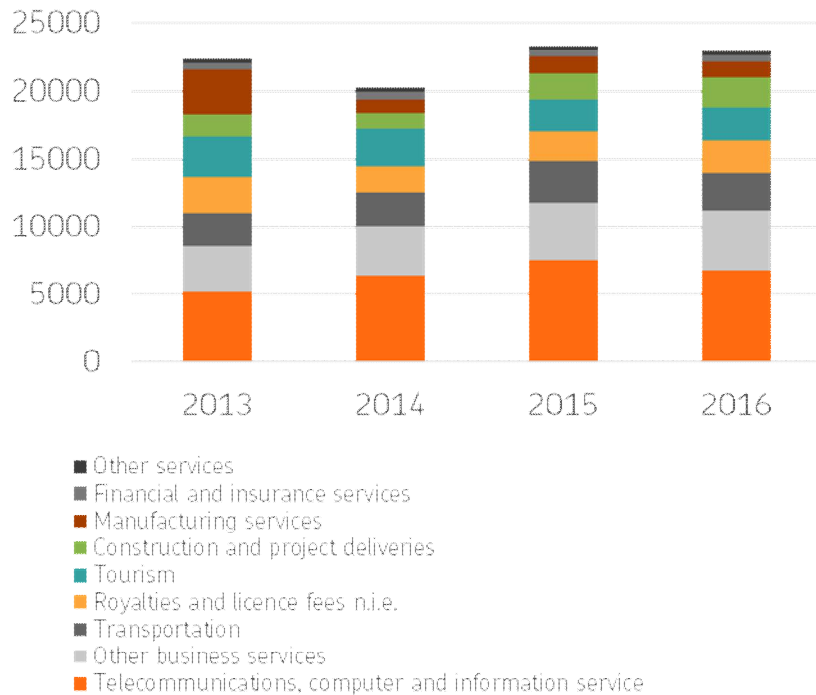


Source: OP, Macrobond

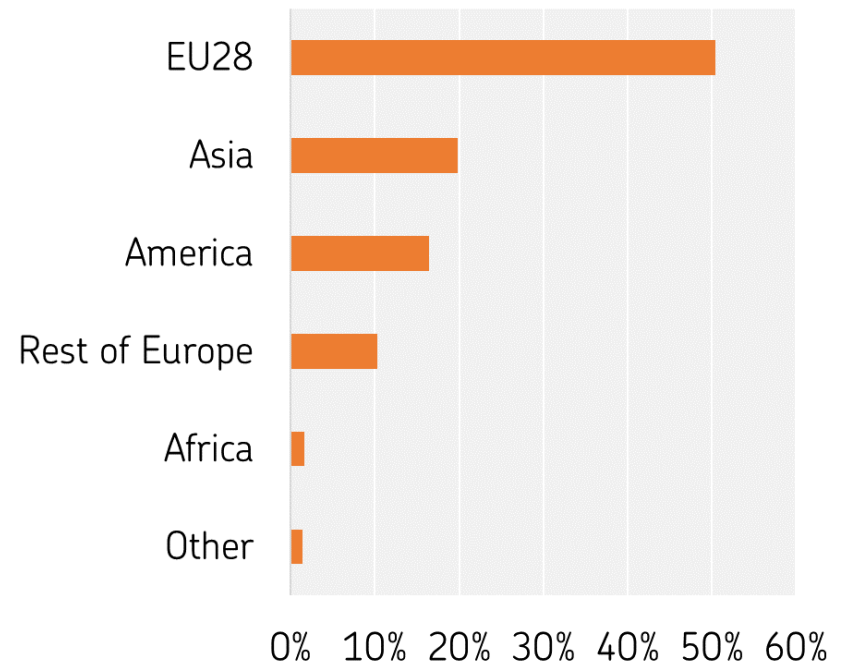
Goods exports to EU member countries' 59.2% and to Euro Area 37.5% in 2016

# Service exports stable since 2008

Finland's service exports by item  
2013-16



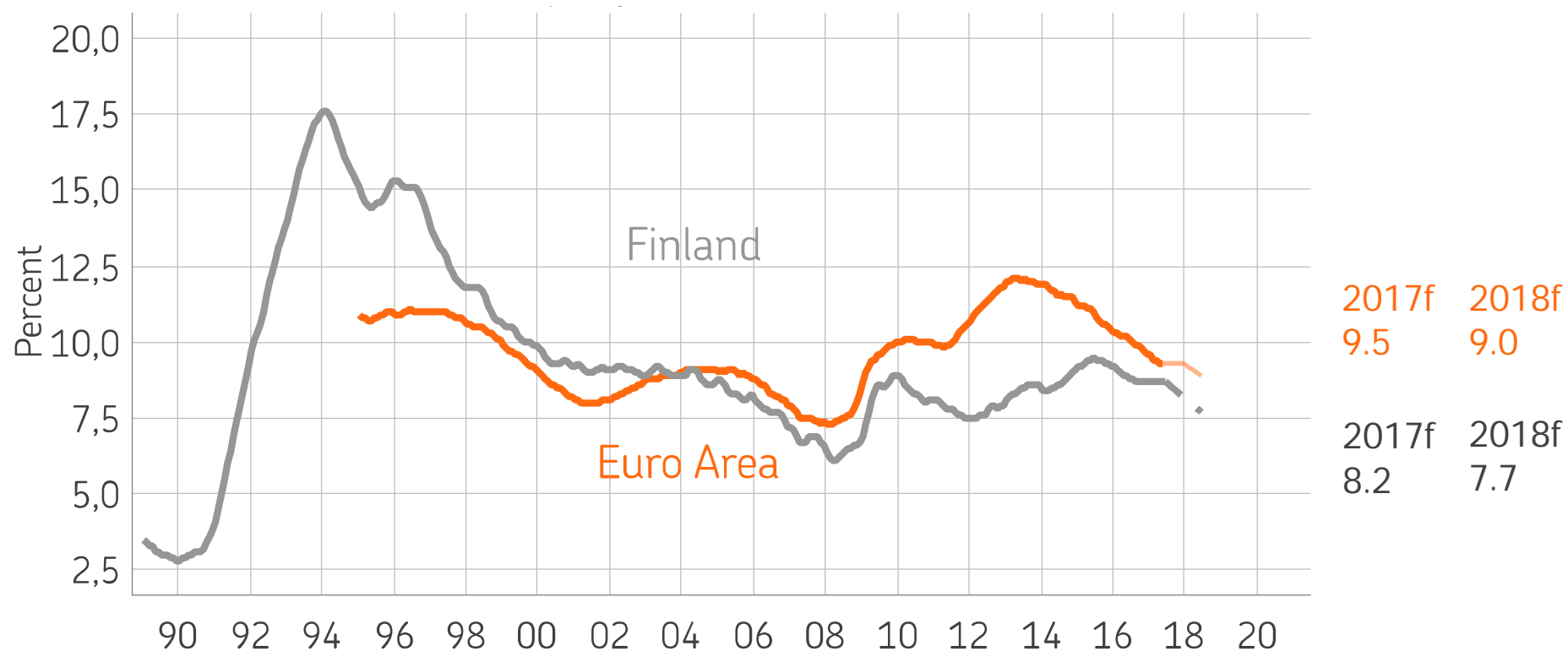
Finland's service exports by area  
(2016)



Source: Statistics Finland

Source: Statistics Finland

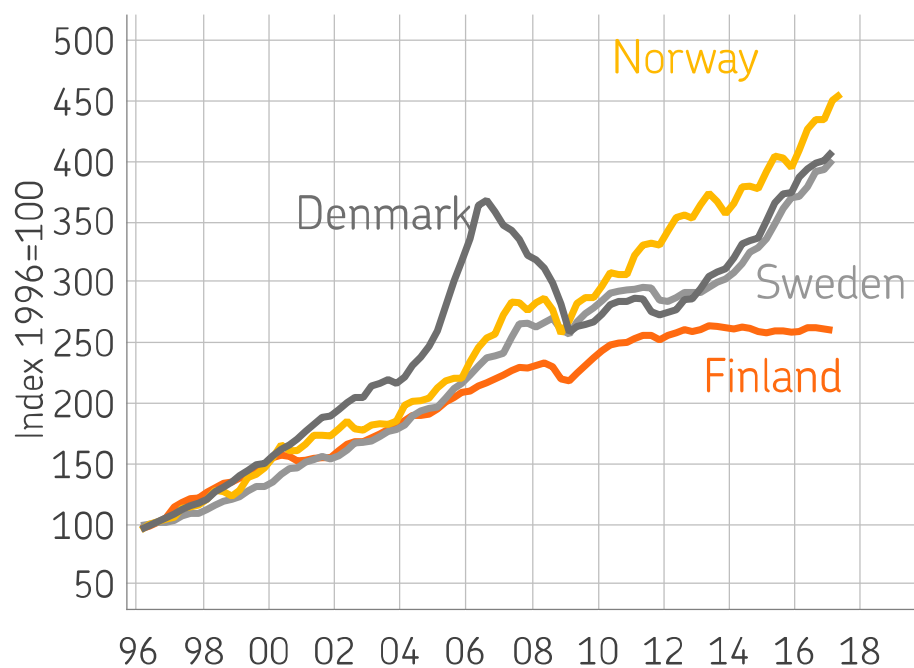
## Unemployment rate on downward trend



Source: Macrobond, OP

# Average house prices and households' debt

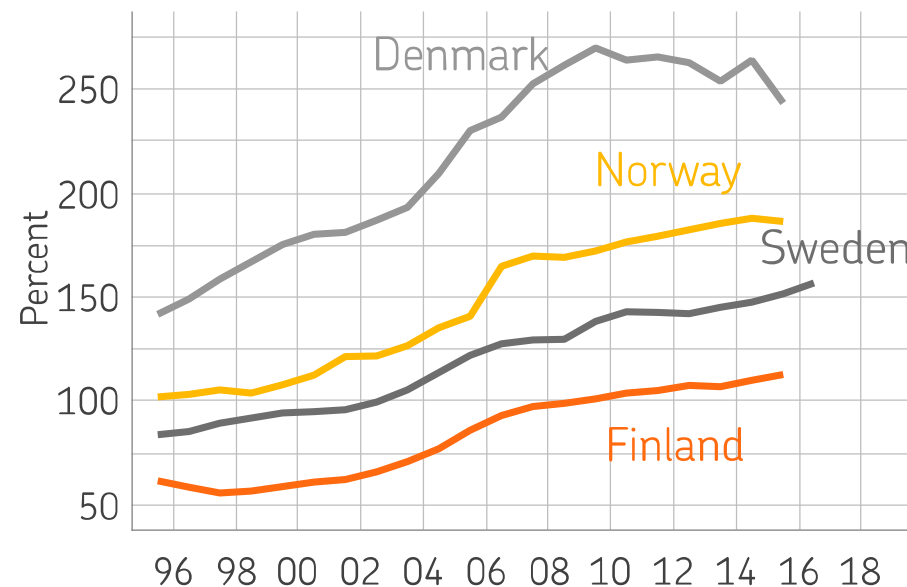
## Real Estate Prices in Nordic Countries



Source: Macrobond, OP

Latest values: Q1/2017, Norway Q2/2017

## Gross Debt-To-Income Ratio of Households



Source: Macrobond, OP

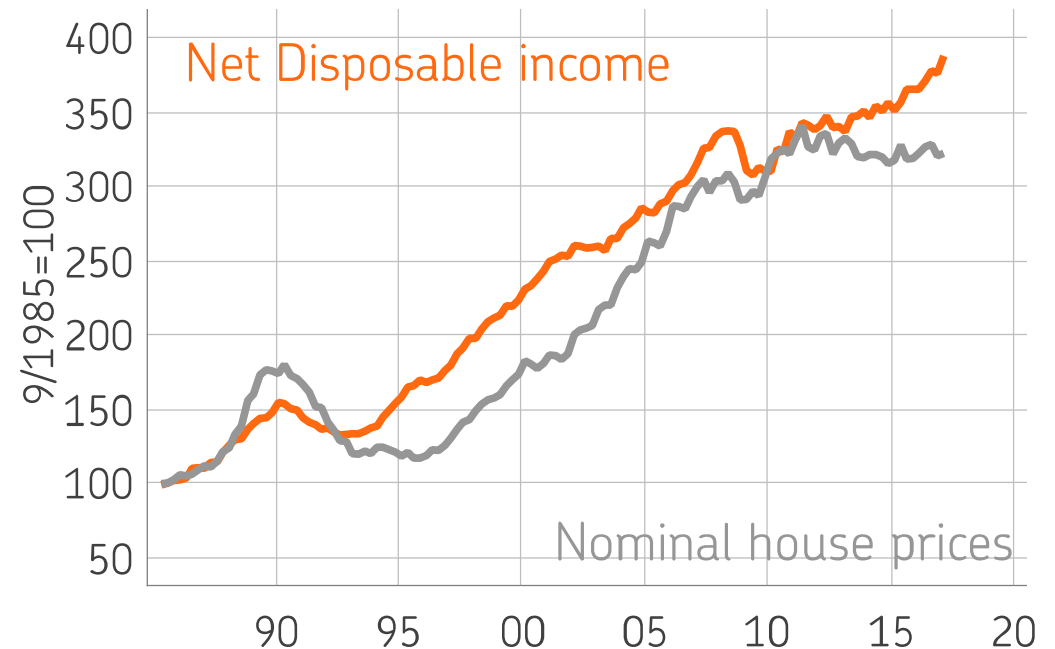
Latest values: 2015, Sweden 2016

# Finnish housing market is stable

## Characteristics of Finnish housing market

- Fully-amortizing market
- Average maturity of a new housing loan 19 years in 2016
- 97% of housing loans tied to variable interest rates
  - Stress-tested with 6% interest rate in the maturity of 20 years at OP
- Ownership ratio 68%
- Average price of an old dwelling 2,300 €/sq m in Q2/2017

## Change in nominal house prices in relation to average net income



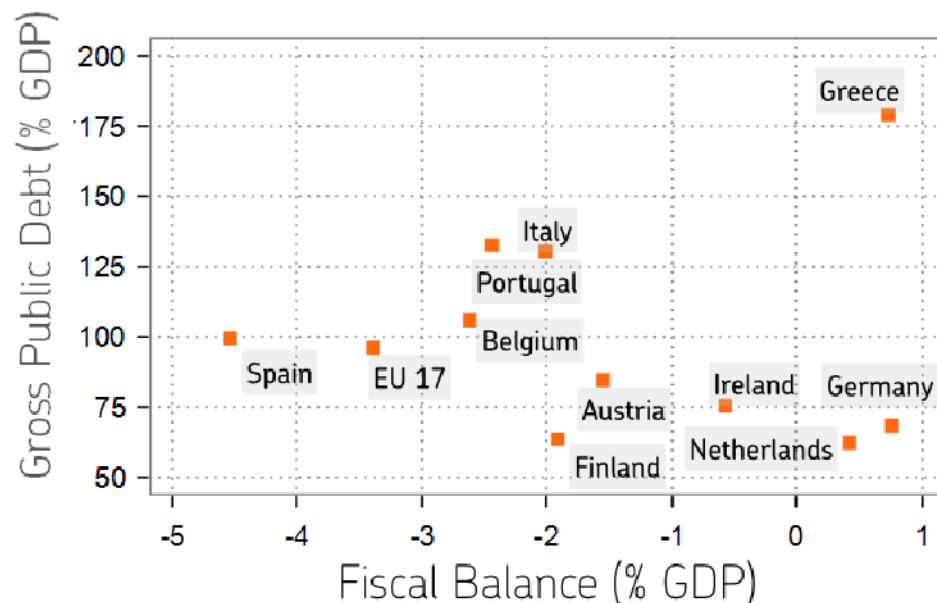
Source: Macrobond, OP

As of July 2017

Sources: Statistics Finland and Bank of Finland

# Finland is wealthy and balanced economy in European comparison

Fiscal Balance and Public Debt  
% of GDP in 2016



Source: OP, Macrobond

Long-term sovereign credit ratings for Euro area

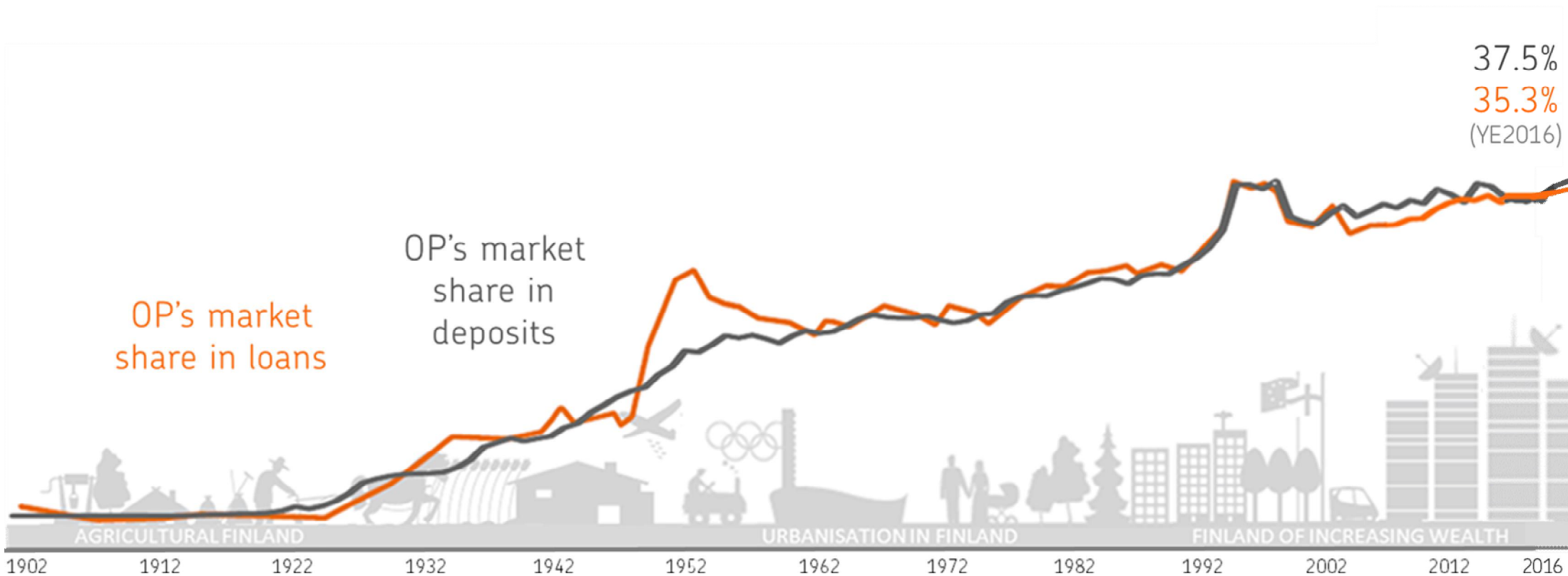
26 July 2017

	Moody's	S&P	Fitch
Germany	Aaa	AAA	AAA
Luxembourg	Aaa	AAA	AAA
Netherlands	Aaa	AAA	AAA
Austria	Aa1	AA+	AA+
<b>Finland</b>	<b>Aa1</b>	<b>AA+</b>	<b>AA+</b>
France	Aa2	AA	AA
Belgium	Aa3	AA	AA-
Estonia	A1	AA-	A+
Slovakia	A2**	A+	A+
Ireland	A3**	A+	A
Malta	A3	A-	A**
Latvia	A3	A-	A-
Lithuania	A3	A-	A-
Slovenia	Baa3**	A+	A-
Spain	Baa2	BBB+**	BBB+**
Italy	Baa2*	BBB-	BBB
Portugal	Ba1	BB+	BB+**
Cyprus	B1**	BB+	BB-**
Greece	Caa2**	B-**	CCC

\* Negative outlook

\*\* Positive outlook

Sources: Rating agencies' websites



# OP Financial Group



1.8 million owner-customers, of which 90% households

168 OP Financial Group member cooperative banks

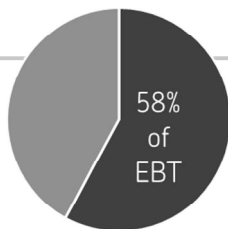
## OP COOPERATIVE

Group supervision, steering, finance, risk management, control

### BANKING

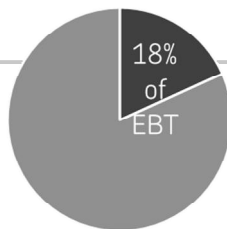
(incl. OP Corporate Bank plc and OP Mortgage Bank)

- Retail banking
- Corporate banking
- Markets
- Baltic States
- Mortgage banking



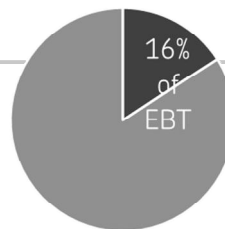
### NON-LIFE INSURANCE

- Private customers
- Corporate customers
- Baltic States
- Health & wellbeing



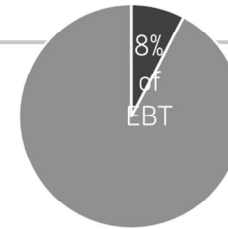
### WEALTH MANAGEMENT

- Private banking
- Institutional asset management
- Life insurance
- Mutual fund management



### OTHER OPERATIONS

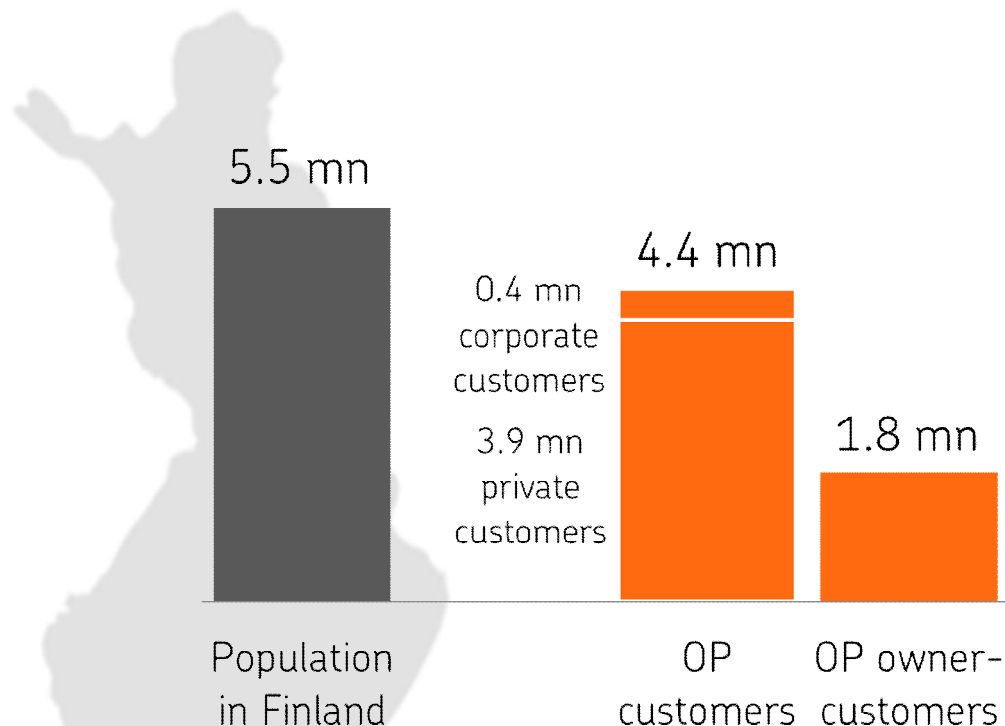
- Group Treasury (incl. central banking)
- Product and service development
- Support functions



## Joint liability within OP Financial Group

- Under the Act on the Amalgamation of Deposit Banks (Laki talletuspankkien yhteenliittymästä 599/2010), OP Cooperative and the member credit institutions are jointly liable for each others' debts.
- The member credit institutions include OP Corporate Bank plc, Helsinki Area Cooperative Bank, OP Mortgage Bank, OP Card Company Plc, OP Process Services Ltd and the member cooperative banks. Insurance companies or other group entities do not fall within the scope of joint liability.
  - If a creditor has not received payment from a member credit institution on a due debt, the creditor may demand payment from OP Cooperative.
  - The member credit institutions must pay proportionate shares of the amount OP Cooperative has paid, and upon insolvency of OP Cooperative they have an unlimited liability to pay the debts of OP Cooperative.
  - OP Cooperative and the member credit institutions are under an obligation to take support actions to prevent a member credit institution's liquidation.
- Further information on the joint liability available in the Base Prospectuses of OP Corporate Bank plc and OP Mortgage Bank.

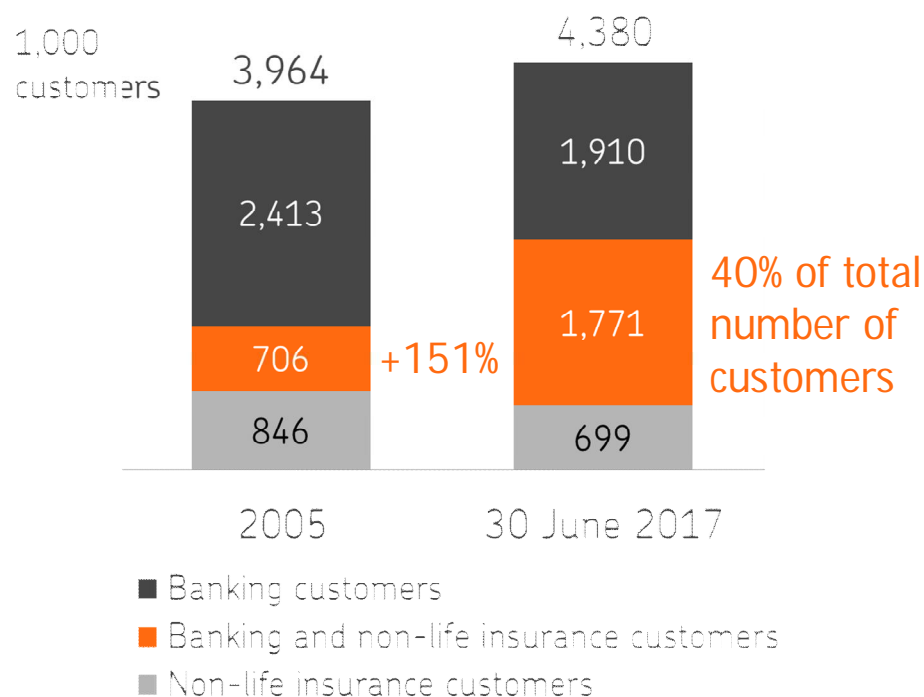
## Customer-owned OP widely present among Finnish households and corporates



- ✓ Comprehensive financial services offering
- ✓ Strong and well-known OP brand
- ✓ Best loyalty benefits, OP bonuses
- ✓ Close to customers through the most extensive service network
- ✓ Significant customer potential in cross-selling

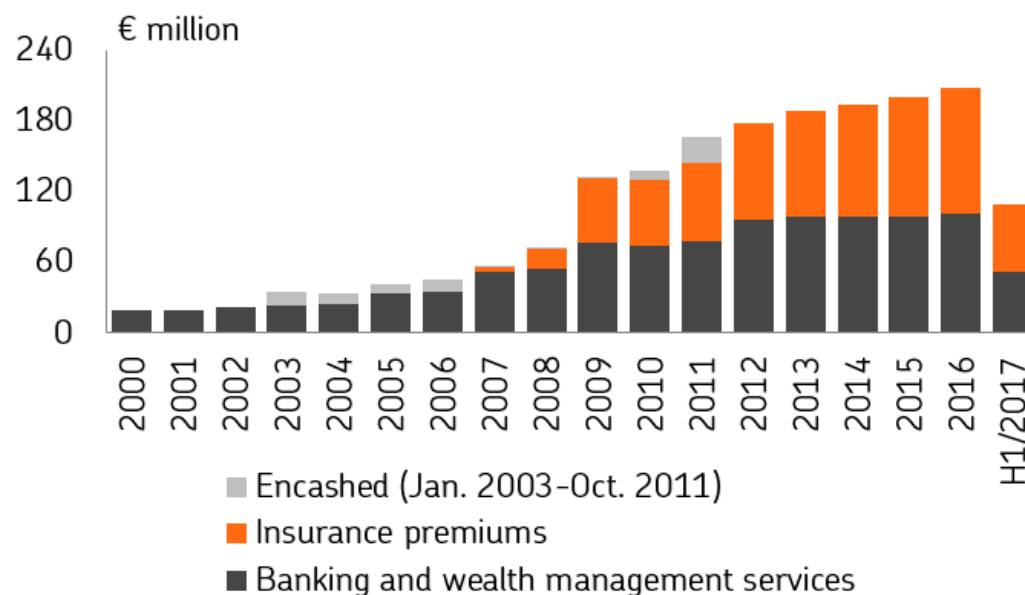
# Significant customer potential through successful bancassurance business model

22,000 new combined banking and non-life customerships in H1/2017



Use of OP bonuses\* €109 mn in H1/2017

1,179,000 insurance bills paid using OP bonuses, with 158,000 of them paid in full using OP bonuses only



\* An owner-customer's loans, savings, investments and insurance premiums generate OP bonuses 0.25% of monthly transactions

# OP will change to a diversified services company of the digital era

New strategy (2016) highlights customer experience enhancement by digitising services and processes

OP of tomorrow will be built around the needs of our owner-customers

## Mission

By means of our strong capital base and efficiency, we create sustainable prosperity, security and wellbeing for our owner-customers and in our operating region.



Bank



Financial services group



Diversified services company

Development expenditure will rise to €400 million on annual basis

Significant investments of up to €2 bn will be made in developing of digital services during 2016-2020.

OP's development expenditure was €315 mn (201) in 2016 and €202 mn (145) in H1/2017.

# Large-scale development programme puts strategy into practice



## DEVELOPMENT OF PRESENT-DAY BUSINESS

- Modernising service channels
- Digitising and automating services
- Simplifying product portfolio
- Reforming basic systems and ICT architecture
- Developing owner-customer loyalty programme

## CREATING NEW BUSINESS

- Building fully digital businesses
- Developing new, customer-driven business models eg. within housing, mobility and electronic commerce
- Extending health and wellbeing business
- Developing SME service offerings

## DEVELOPING NEW CAPABILITIES

- Enhancing competencies, management and corporate culture
- Building capabilities related to analytics and artificial intelligence
- Enhancing innovation

## HIGHLIGHTING OUR SOCIAL ROLE

- Well-defined goals and metrics for social role
- Socially responsible openings



For further information on measures already taken, please see page 66

## Digitisation requires investments in technology, customer experience and service design

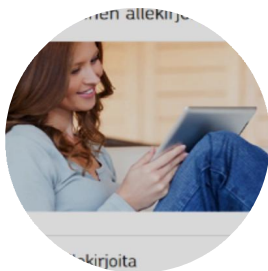
78%

of mutual fund transactions made online or through mobile devices



70%

of private customers' loss reports made online or through mobile devices



95%

of private customer encounters occur in digital channels



OP Mobile App

15.5 mn visits in June 2017

900,000 users



op.fi internet bank

9 mn visits in June 2017

Pivo Mobile Wallet App

2 mn visits in June 2017

# Providing financial and other services efficiently through local presence and digital channels



168

OP member  
cooperative  
banks with

400

branches  
all over Finland

## OP Mobile App

- Fingerprint authentication
- Real-time money transfers using phone number
- Loan details and extra repayments
- Non-life insurance loss reports
- Wealth management investment reporting and trading in equities

## OP Business

**Mobile App**  
for corporate customers' daily banking, invoicing and monitoring receivables

## DriveNow



## OP Kulku

Electric car as a service  
**DriveNow franchising by OP**  
Car sharing

## Pivo Mobile Wallet App

Mobile contactless payment  
Real-time money transfers using phone number  
Pivo payment button at webshops

## Pivo Cashier App

for corporate customers' payment transactions and sales



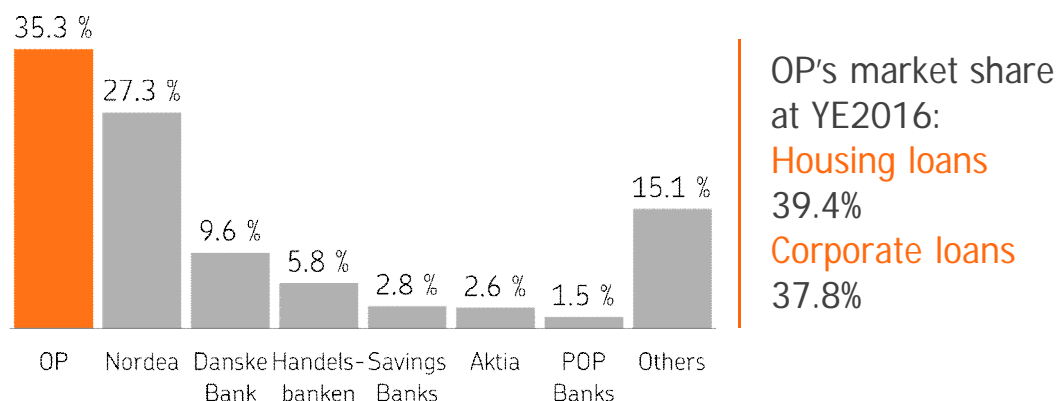
**New op.fi website**  
Beta version available at  
uusi.op.fi (EN)



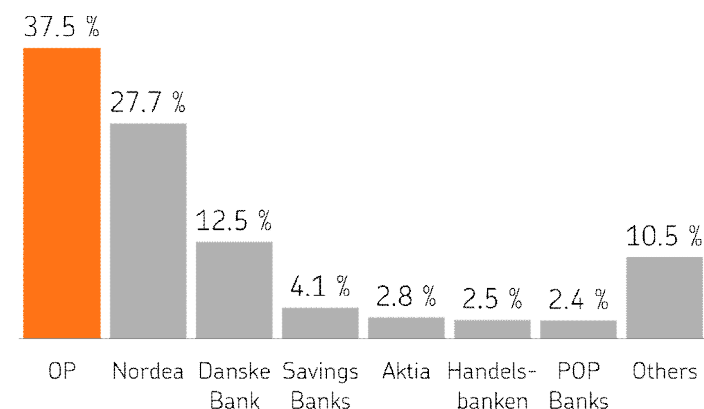
Social media channels

# OP – Leading financial group in Finland

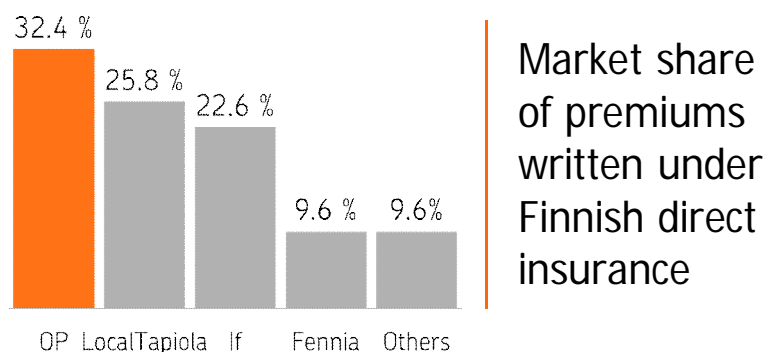
## Loans 2016 (Finland: €219 bn)



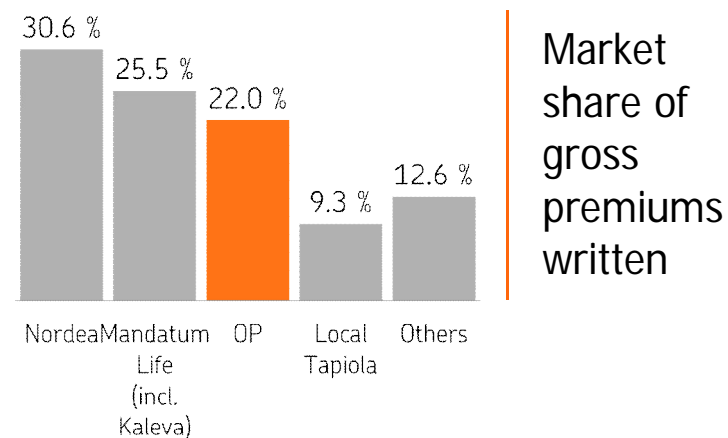
## Deposits 2016 (Finland: €147 bn)



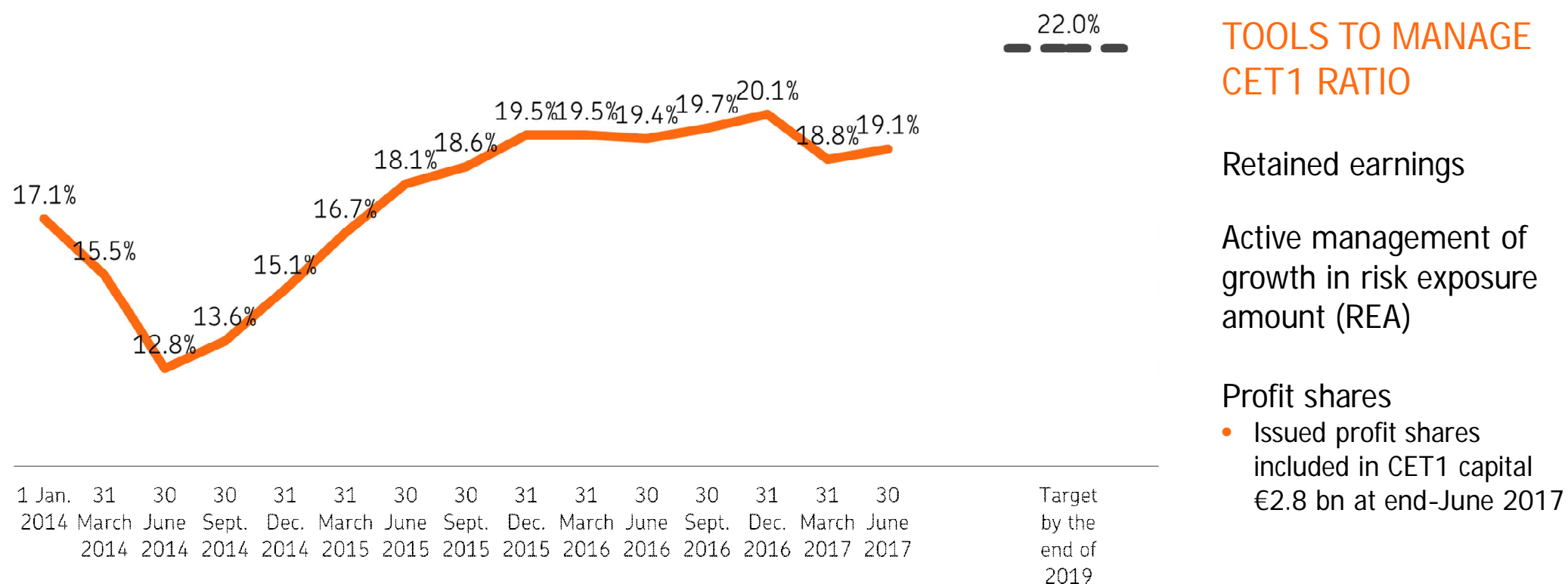
## Non-life Insurance 2016 (Finland: €4.3 bn)



## Life Insurance 2016 (Finland: €4.5 bn)



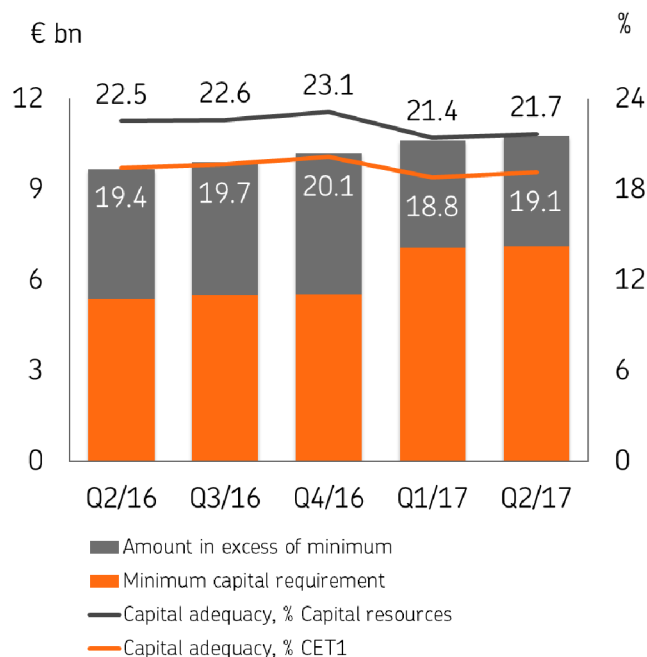
# CET1 ratio improved after the decrease in Q1 caused by the RW floors set by the ECB



In October 2015, OP received permission from the ECB to treat insurance holdings within the conglomerate as RWA (RW approx. 280%) according to the previous practice (CRR article 49).

# CET1 ratio 19.1% at end-June 2017

## Capital resources and capital adequacy



## Leverage ratio 7.8% (7.4)

- Minimum level in the draft regulations 3.0%

Risk exposure amount (REA) €49.6 bn (44.1), of which €4.4 bn deriving from RW floors set by the ECB

Average risk weight 7.4%\* (7.3) for personal customer exposures (AIRB)

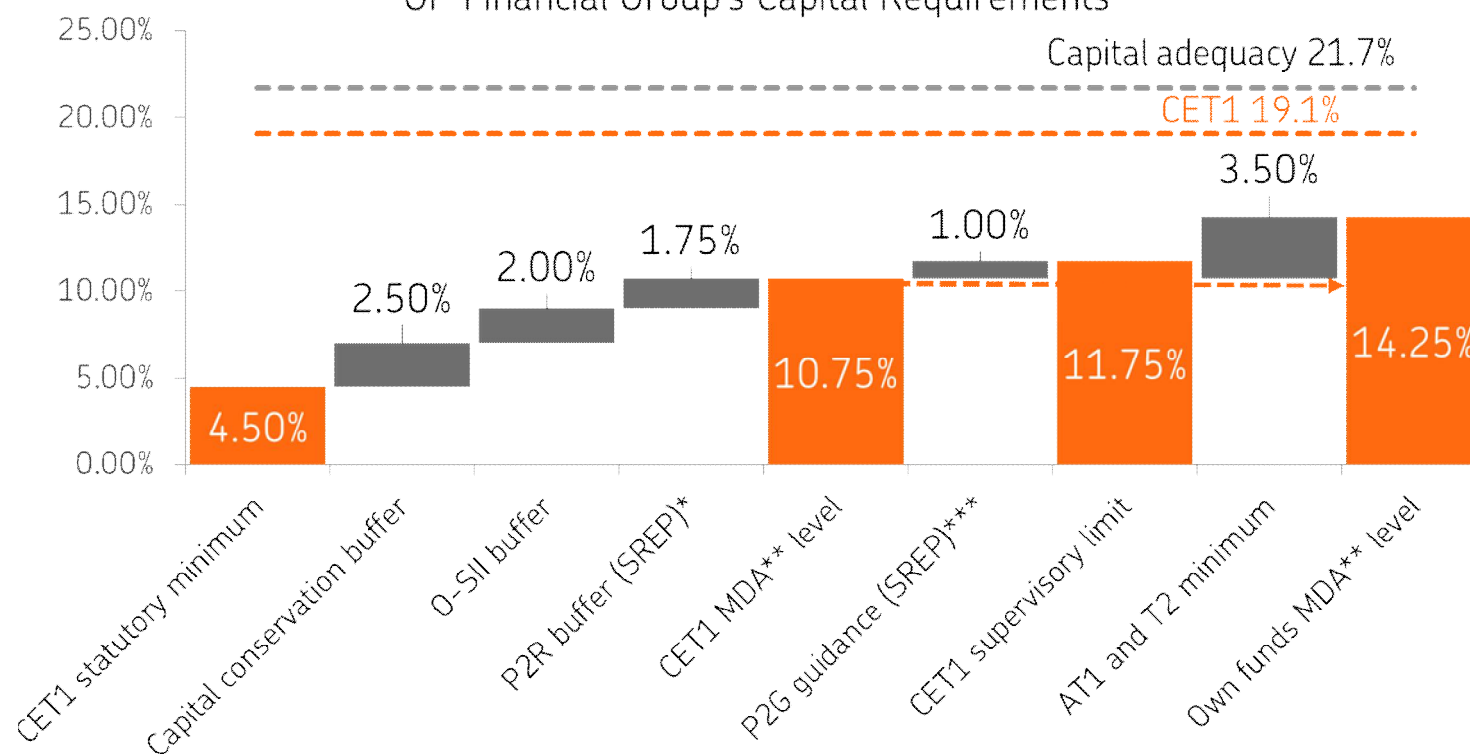
Average risk weight 66.6%\* (66.9) for corporate customer exposures (FIRB)

- In February 2017, OP was informed of the ECB's decision to raise OP's risk weights for retail exposures for a fixed period of 18 months (until Q3/2018). The shortcomings observed by the ECB in the IRBA validation process applied by OP in capital adequacy measurement, especially delayed validations, lie behind this raise. The relevant risk weight floors for retail exposures set by the ECB are 15.4% for mortgage-backed exposures and 32.7% for other private customer exposures. The risk weight floors decreased the CET1 ratio by 1.9 pps. Correction of the identified shortcomings has proceeded as planned and key shortcomings have already been remedied.
- In June 2017, the FIN-FSA decided to set a credit institution-specific minimum level of 15% for the average RW on residential mortgage loans of credit institutions that have adopted the IRBA, with effect from 1 January 2018, by virtue of Article 458 of the CRR. The decision on the minimum RW will be valid for 2 years, unless renewed. Renewal is possible for one year at a time. Minimum RW of 15% on housing loans would lower OP's CET1 ratio by 1.6 pps. However, the minimum RW will have no effect on OP Financial Group's total risk exposure in view of the RW floors for retail exposures set by the ECB.

\*) Average risk weights exclude RW floors

# OP has solid capital adequacy compared to requirements

OP Financial Group's Capital Requirements



The Ministry of Finance is drafting the inclusion of the systemic risk buffer in the Act on Credit Institutions. Accordingly, the FIN-FSA could set the systemic risk buffer ranging from 0 to 5%. The buffer would affect OP Financial Group only if it exceeded the O-SII buffer which currently is 2%.

\* P2R supervisory Pillar II requirement \*\* Maximum distributable amount  
 \*\*\* P2G supervisory guidance, breach results enhanced supervisory measures

# EBT €583 mn in H1/2017 (614)

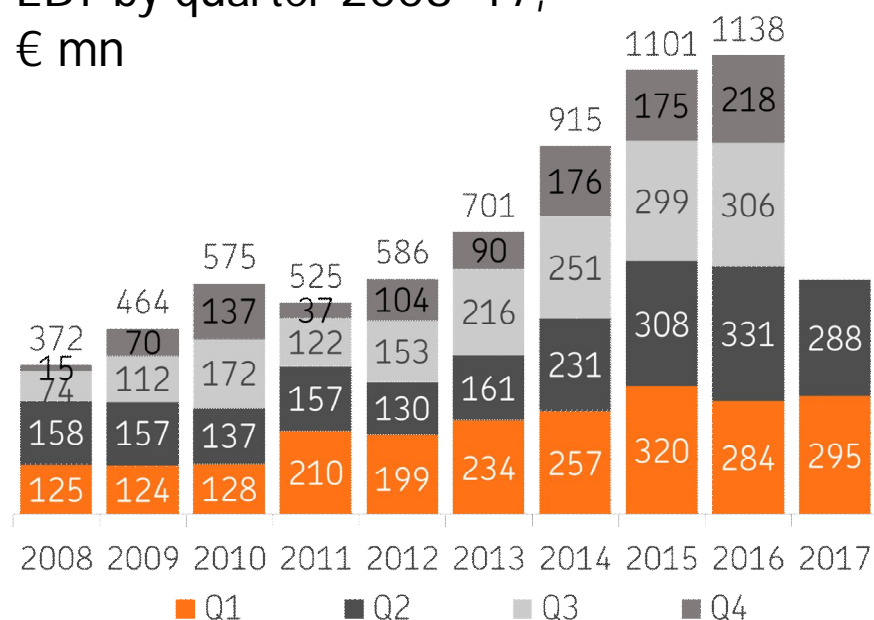
BANKING		NON-LIFE INSURANCE		WEALTH MANAGEMENT		OTHER OPERATIONS	
EBT, € mn	338 (+20%) H1/16: 283	EBT, € mn	107 (-11%) H1/16: 120	EBT, € mn	93 (-31%) H1/16: 135	EBT, € mn	45 (-41%) H1/16: 76
Net interest income, € mn	587 (+5%) H1/16: 560	Insurance premium revenue, € mn	710 (+1%) H1/16: 700	Net commissions and fees, € mn	172 (+5%) H1/16: 164	Net interest income, € mn	-45 H1/16: -21
Net commissions and fees, € mn	323 (+1%) H1/16: 318	Net insurance income, € mn	248 (-3%) H1/16: 256	Net investment income, € mn	26 (-66%) H1/16: 76	Net commissions and fees, € mn	-28 H1/16: -37
Impairments of receivables, € mn	23 H1/16: 23	Net investment income, € mn	64 (+17%) H1/16: 55	Net return on Life Insurance investments at fair value, € mn	66 H1/16: 13	Net investment income, € mn	129 (+47%) H1/16: 88
Loan portfolio, € bn	80.2 (+4%) H1/16: 77.0	Net return on investments at fair value, € mn	78 H1/16: -11	Assets under management, € bn	76.4 (+11%) H1/16: 68.9	Long-term bonds issued to the public and TLTRO II funding, € bn	2.8 2016: 5.2
Deposits, € bn	57.2 (+6%) H1/16: 53.8	Operating combined ratio, %	92.5 H1/16: 88.2	Solvency II ratio* within Life Insurance, %	152 YE2016: 149	Average margin of senior wholesale funding, TLTRO II funding and covered bonds, bps	22 YE2016: 31
Operating cost/income ratio, %	51.9 H1/16: 54.0	Operating expense ratio, %	20.1 H1/16: 18.4				
		Solvency II ratio*, %	149 YE2016: 127				

\* Excluding transitional provision. Non-life Insurance includes OVY Insurance Ltd.

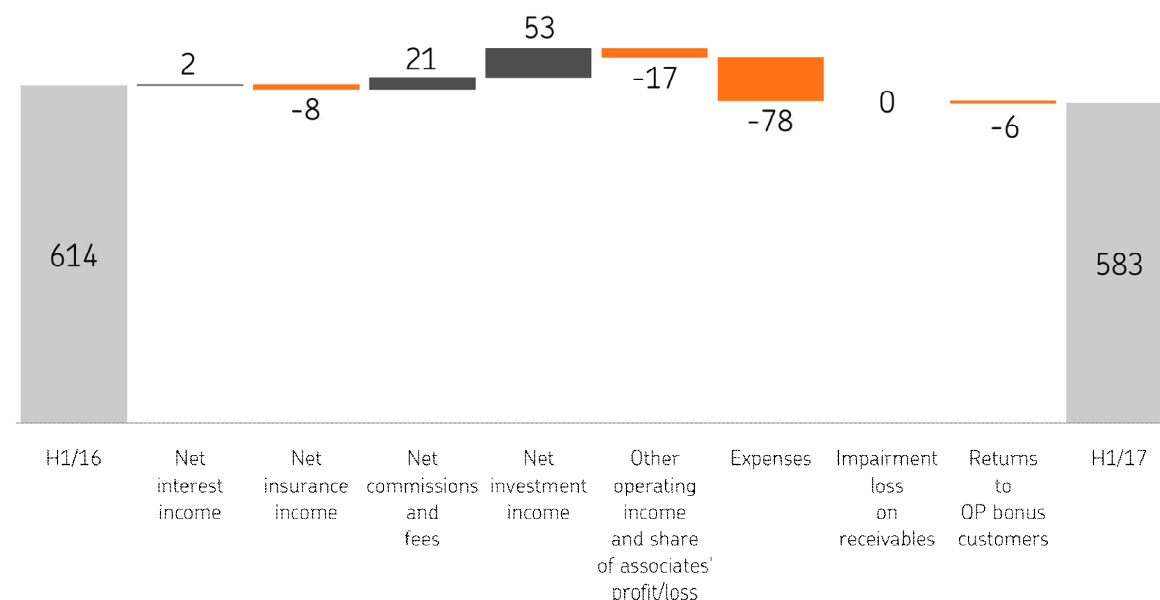
# 2017 EBT expected to be about the same as or lower than those for 2016

EBT in H1/2017 lower than year ago due to a non-recurring gain recognised in other operating income in H1/2016 and higher expenses

EBT by quarter 2008–17,  
€ mn



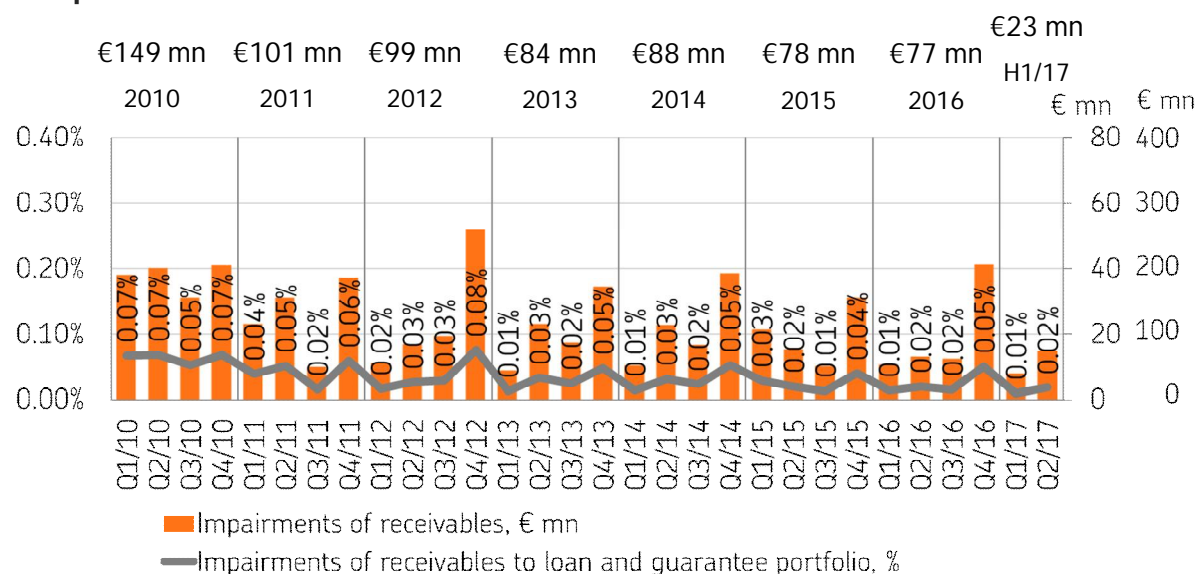
EBT, y-o-y change by P&L line item\*  
H1/17 vs. H1/16, € mn



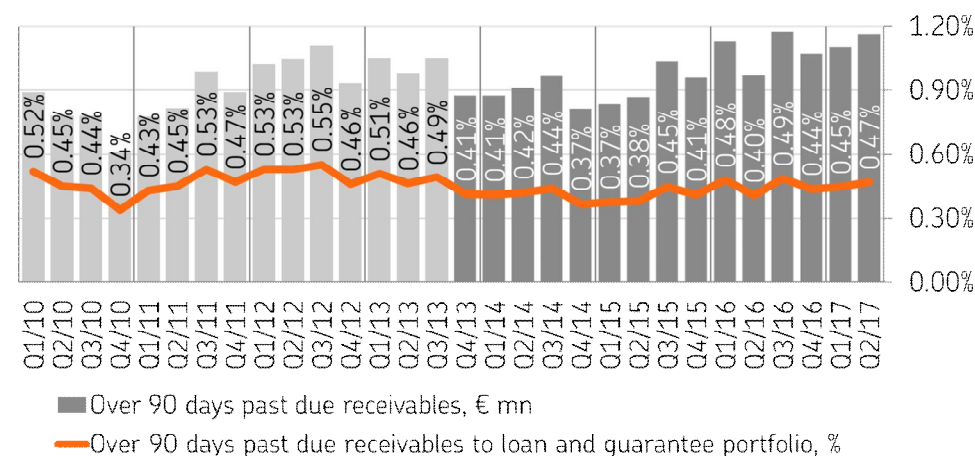
# H1/2017 impairment loss on receivables 0.06% to loan and guarantee portfolio (0.06)

Over 90 days past due receivables (€388 mn at end-June 2017) 0.47% to loan and guarantee portfolio (0.44)

## Impairment loss on receivables



## Over 90 days past due receivables\*



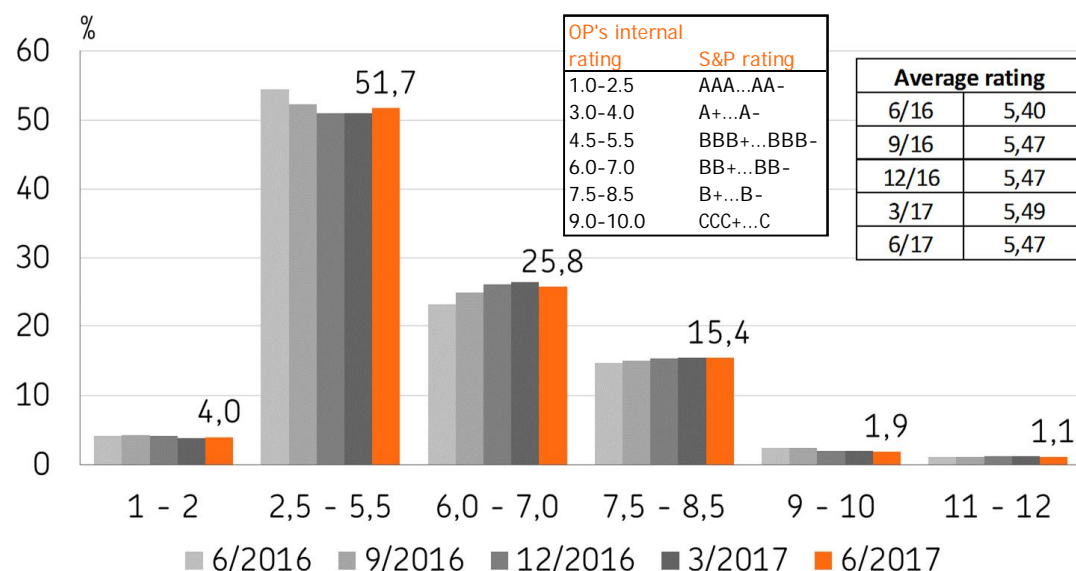
At end-June 2017, ratio of exposures individually assessed for impairment to gross doubtful receivables\*\*

13.1% (14.5 at YE2016)

# Exposures by credit rating category

IG (1.0-5.5) 56% of the exposure from Non-financial corporations and housing associations sector

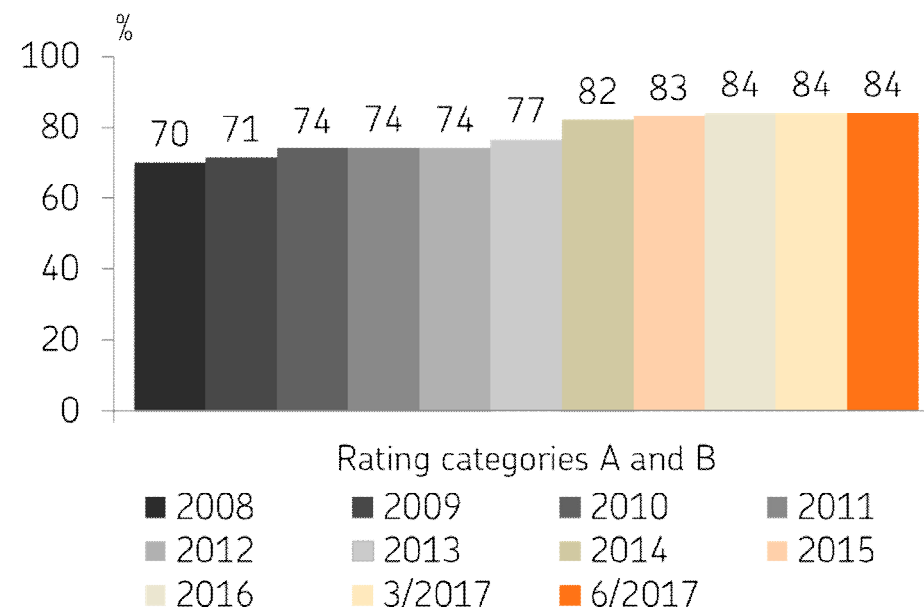
Exposures from the Non-financial Corporations and Housing Associations Sector by credit rating category  
(total €44.7 bn at end-June 2017)



Largest single customer risk to capital under FiCo capital adequacy at YE2016

4.0% (5.7)

Private Customer exposures of credit rating categories A and B  
(total €49.1 bn at end-June 2017)

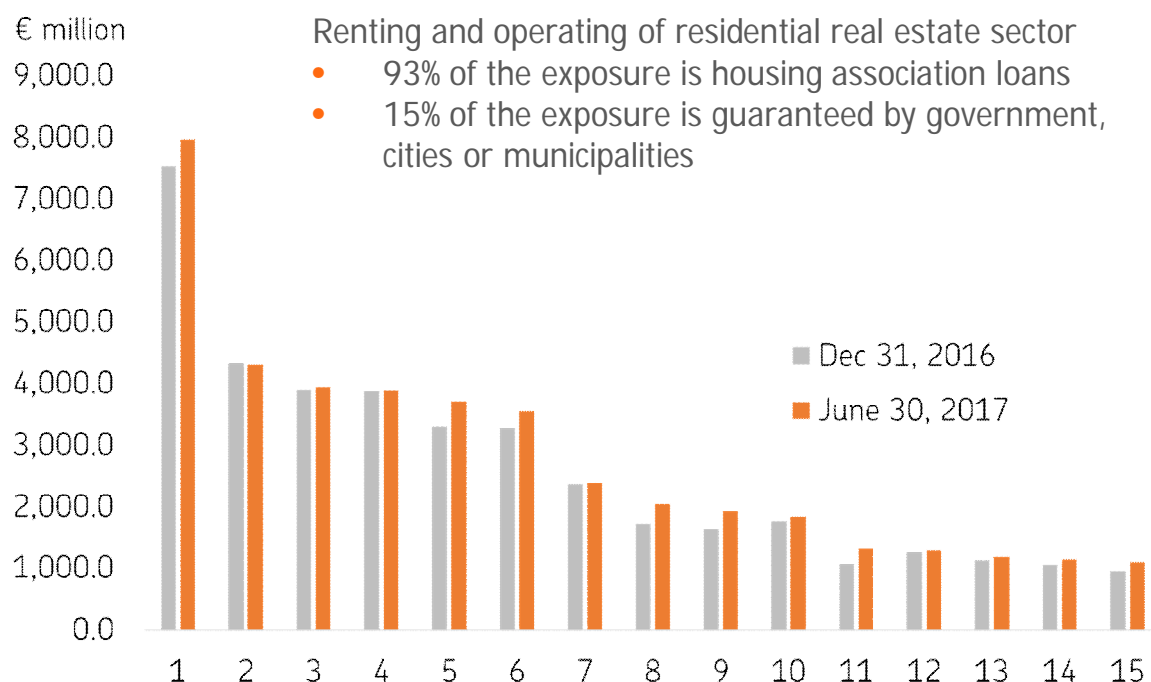


At YE2016, average PD of private customer exposures (Pillar III) with a credit rating of A and B a maximum of

0.1% (0.1)

# Corporate loan portfolio well diversified by industry

Exposures from the Non-financial corporations and housing associations sector €44.7 bn at end-June 2017



	Dec 31, 2016	June 30, 2017
1 Renting and operating of residential real estate	17.7 %	17.8 %
2 Renting and operating of other real estate	10.2 %	9.6 %
3 Wholesale and retail trade	9.1 %	8.8 %
4 Energy	9.1 %	8.7 %
5 Services	7.8 %	8.3 %
6 Construction	7.7 %	8.0 %
7 Manufacture of machinery and equipment (incl. services)	5.6 %	5.3 %
8 Transportation and storage	4.1 %	4.6 %
9 Agriculture, forestry and fishing	3.8 %	4.3 %
10 Financial and insurance services	4.2 %	4.1 %
11 Real estate investments	2.5 %	3.0 %
12 Forest industry	2.9 %	2.9 %
13 Metal industry	2.7 %	2.7 %
14 Information and communication	2.5 %	2.5 %
15 Chemical industry	2.2 %	2.5 %

# Funding based on strong credit ratings

OP aims to maintain senior unsecured rating at AA level affirmed by at least 2 rating agencies or senior unsecured ratings at least at the main competitors' level

	Moody's (Senior unsecured/LT issuer rating)	S&P (LT issuer credit rating)
<b>OP Corporate Bank plc</b>	<b>Aa3</b>	<b>AA-</b>
Svenska Handelsbanken	Aa2	AA-
Nordea Bank	Aa3	AA-
Swedbank	Aa3	AA-*
SEB	Aa3	A+
DNB	Aa2*	A+
Danske Bank	A2**	A
<b>OP Mortgage Bank***</b>	<b>Aaa</b>	<b>AAA</b>
<b>OP Insurance Ltd****</b>	<b>A3</b>	<b>A+</b>
If****	A1	A+
Finnish government	Aa1	AA+

\* Negative outlook

\*\* Positive outlook

\*\*\* Covered bond rating

\*\*\*\* Insurance financial strength rating

Updated: 26 July 2017

## OP CORPORATE BANK PLC

- Moody's affirmed Aa3 rating with stable outlook on 29 June 2015
  - Uplifts from Loss-Given-Failure (+2 notches) and Government Support (+1 notch)
- S&P affirmed AA- rating and stable outlook in July 2017
  - Uplifts from Business Position (+1 notch), Capital and Earnings (+1 notch) and ALAC Support (+1 notch)

## OP MORTGAGE BANK

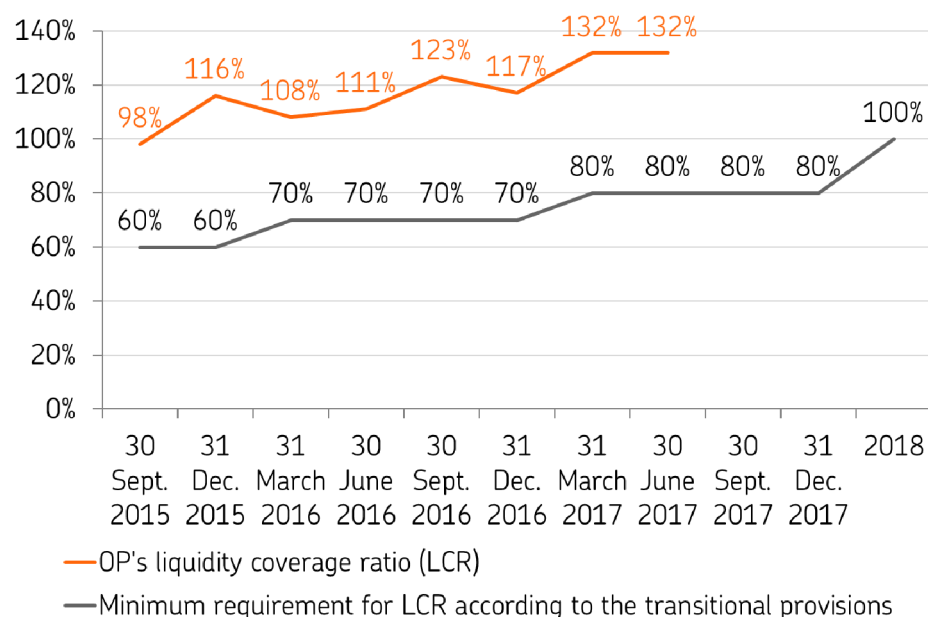
- Moody's affirmed Aaa rating with stable outlook in March 2017
  - TPI (Timely Payment Indicator) Leeway 5 notches
- S&P affirmed AAA rating with stable outlook in September 2016
  - 3 unused notches of jurisdictional support
  - 2 unused notches of collateral based uplift

## OP INSURANCE LTD

- Moody's affirmed A3 rating with stable outlook on 15 May 2015
- S&P affirmed A+ rating and stable outlook in July 2017

# Liquidity coverage ratio 132% at end-June 2017 and encumbrance ratio 12.3% at YE2016

## LCR vs. minimum requirement

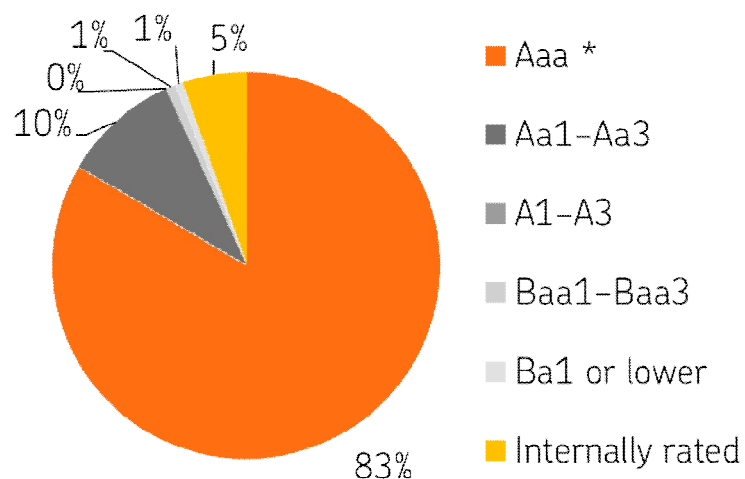


## Encumbrance ratio in Nordic comparison



# Liquidity buffer €21.0 bn at end-June 2017

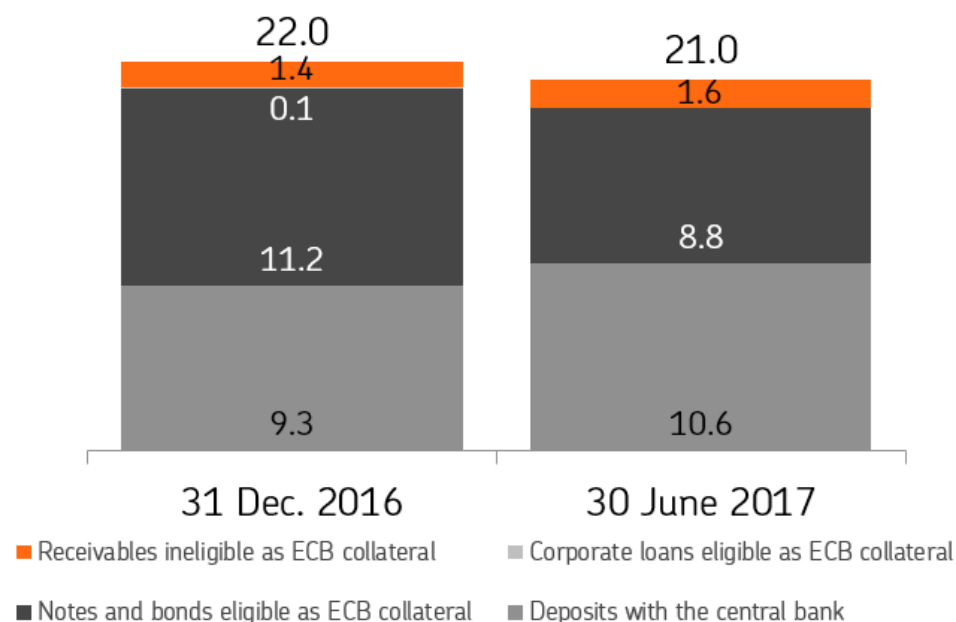
Liquidity buffer by credit rating\*\*, as of 30 June 2017



\* incl. deposits with the central bank

\*\* ) "Internally rated" includes externally non-rated notes and bonds issued by public-sector entities and companies

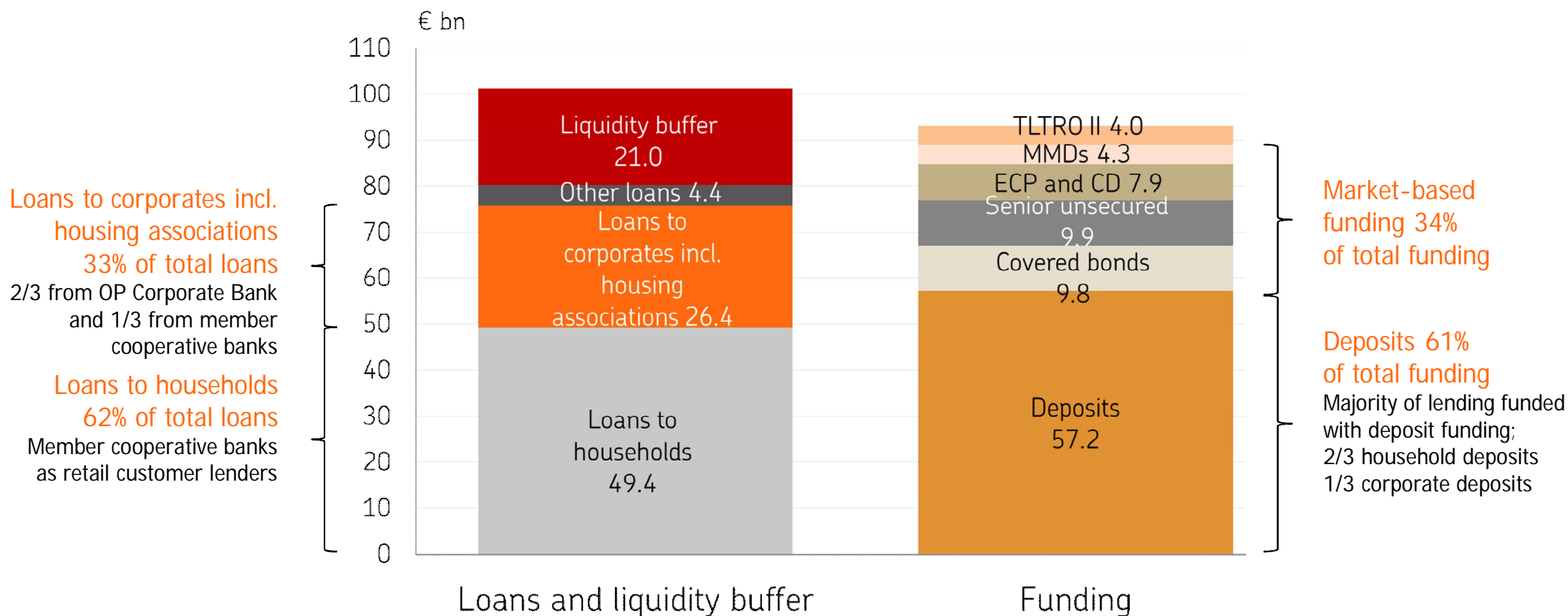
Liquidity buffer breakdown, € bn



Decrease in the amount of notes and bonds eligible as collateral was due, for example, by their use as collateral in TLTRO-II. The liquidity buffer and other sources of additional funding based on the contingency funding plan are sufficient to cover funding for at least 24 months in the event wholesale funding becomes unavailable and total deposits decrease at a moderate rate.

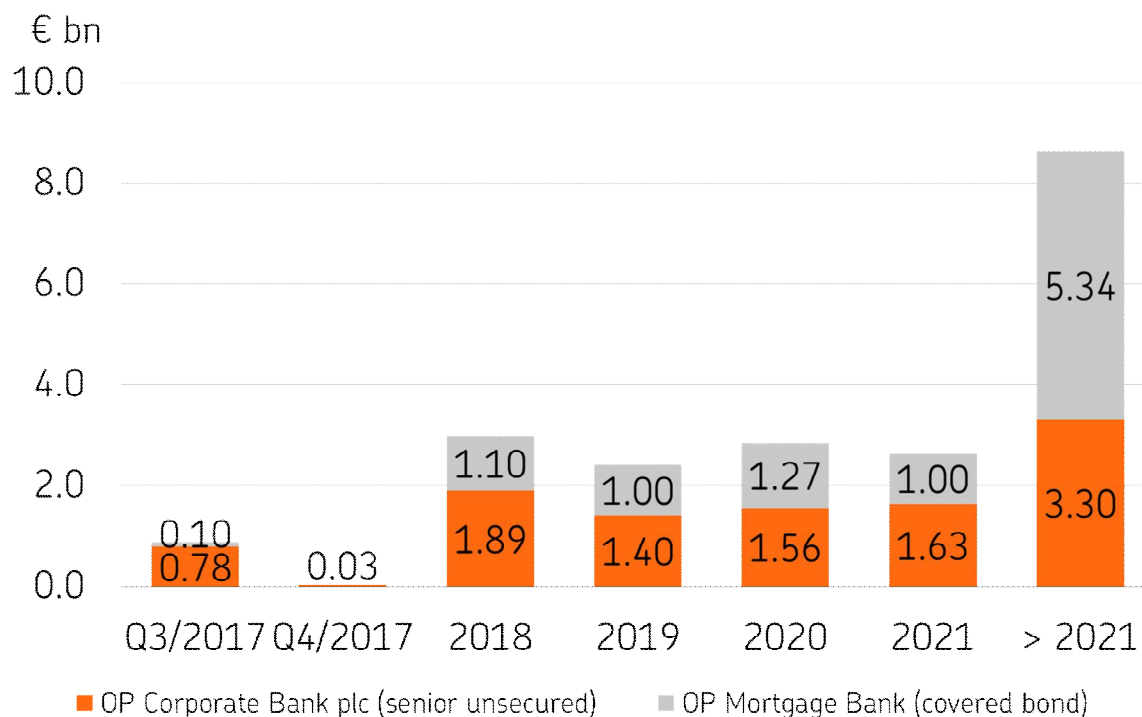
# Loans, liquidity buffer and funding

30 June 2017



# Maturity breakdown of wholesale funding well diversified

Issued senior unsecured and covered bonds by maturity, 30 June 2017



- OP issued long-term bonds worth €2.8 billion during H1/2017.
- Additionally, OP participated in ECB's TLTRO II refinancing operation with €1 billion in March 2017.

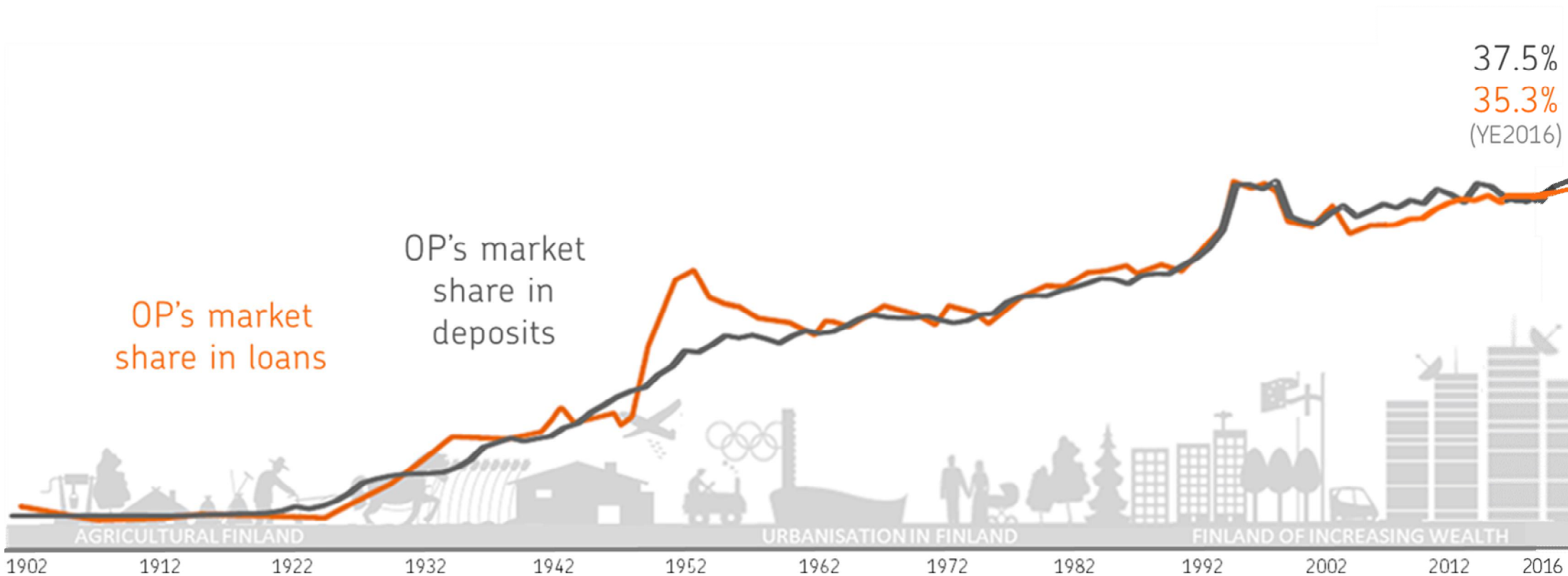
# Issued senior unsecured and covered bonds

## OP Corporate Bank plc's benchmark senior unsecured bonds 2015–17

Year	Month	Amount	Maturity	Interest rate
2017	April	€500 mn	5.5 yrs	m/s +27 bps
2016	January	€500 mn	5 yrs	m/s +65 bps
2015	November	Total ¥30 bn (€228 mn), 2 issues	5 yrs (floating) & 5 yrs (fixed)	m/s +59.9 bps & m/s +66.1 bps
2015	May	GBP300 mn	3 yrs	Eb3 +16 bps
2015	May	GBP400 mn	7 yrs	Eb3 +58 bps
2015	March	€1 bn	7 yrs	m/s +33 bps

## OP Mortgage Bank's benchmark covered bonds 2015–17

Year	Month	Amount	Maturity	Interest rate
2017	June	€1 bn	10 yrs	m/s +1 bp
2017	March	€1 bn	7 yrs	m/s -4 bps
2016	May	€1.25 bn	7 yrs	m/s +4 bps
2015	November	€1.25 bn	5 yrs	m/s +5 bps
2015	September	€1 bn	7 yrs	m/s -1 bp



# OP Mortgage Bank

# Highlights of the Act on Mortgage Credit Bank Operations

- Segregation of assets in Covered Register
- Tight LTV restrictions on eligible assets (70% LTV on housing loans)
- Over-collateralisation requirement of 2%
- Continuity of Cover Pool and Covered Bonds in the event of liquidation and bankruptcy of the issuer
- Regulated by Finnish FSA and ECB

## OP Mortgage Bank (OPMB) in brief

- OP Mortgage Bank is a special-purpose bank operating under the Act on Mortgage Credit Bank Operations.
- OP Mortgage Bank's sole purpose is to raise funds for OP Financial Group member banks by issuing covered bonds with mortgage collateral.
- The outstanding covered bonds of OP Mortgage Bank are rated AAA by S&P and Aaa by Moody's.
- OP Mortgage Bank is a wholly-owned subsidiary of OP Cooperative.
- OP Mortgage Bank fully benefits from the joint liability based on the Act on the Amalgamation of Deposit Banks. However, since assets in its Cover Asset Pool are ring-fenced, the noteholders have the right to receive what is due to them before all other creditors.

OP Mortgage Bank's covered bond programme qualifies for the European Covered Bond Council's (ECBC) Covered Bond Label.



Read more about ECBC's covered bond label at [www.coveredbondlabel.com](http://www.coveredbondlabel.com)

# OP Mortgage Bank's rating buffers

## Standard & Poor's: AAA (stable)

- 3 unused notches of jurisdictional support
- 2 unused notches of collateral based uplift
- Key scores (as of 30 June 2016)
  - Available Credit Enhancement: 15.59% (TCE\* commensurate with AAA rating: 3.66%)
  - WAFF\*\*: 16.50%
  - WALS\*\*\*: 16.98%

\* Target credit enhancement

\*\* Weighted-average foreclosure frequency

\*\*\* Weighted-average loss severity

Source: S&P Transaction Update OP Mortgage Bank,  
12 September 2016

## Moody's: Aaa (stable)

- TPI\*\*\* Leeway 5 notches
- Key scores (as of 30 June 2017)
  - CR-A\*\*\*\*: Aa2(cr)
  - CB Anchor: CR-A + 1 notch = Aa1
  - TPI: Probable-High
  - Collateral score (post-haircut): 3.4% (cap 5.0%)

\*\*\* Timely payment indicator

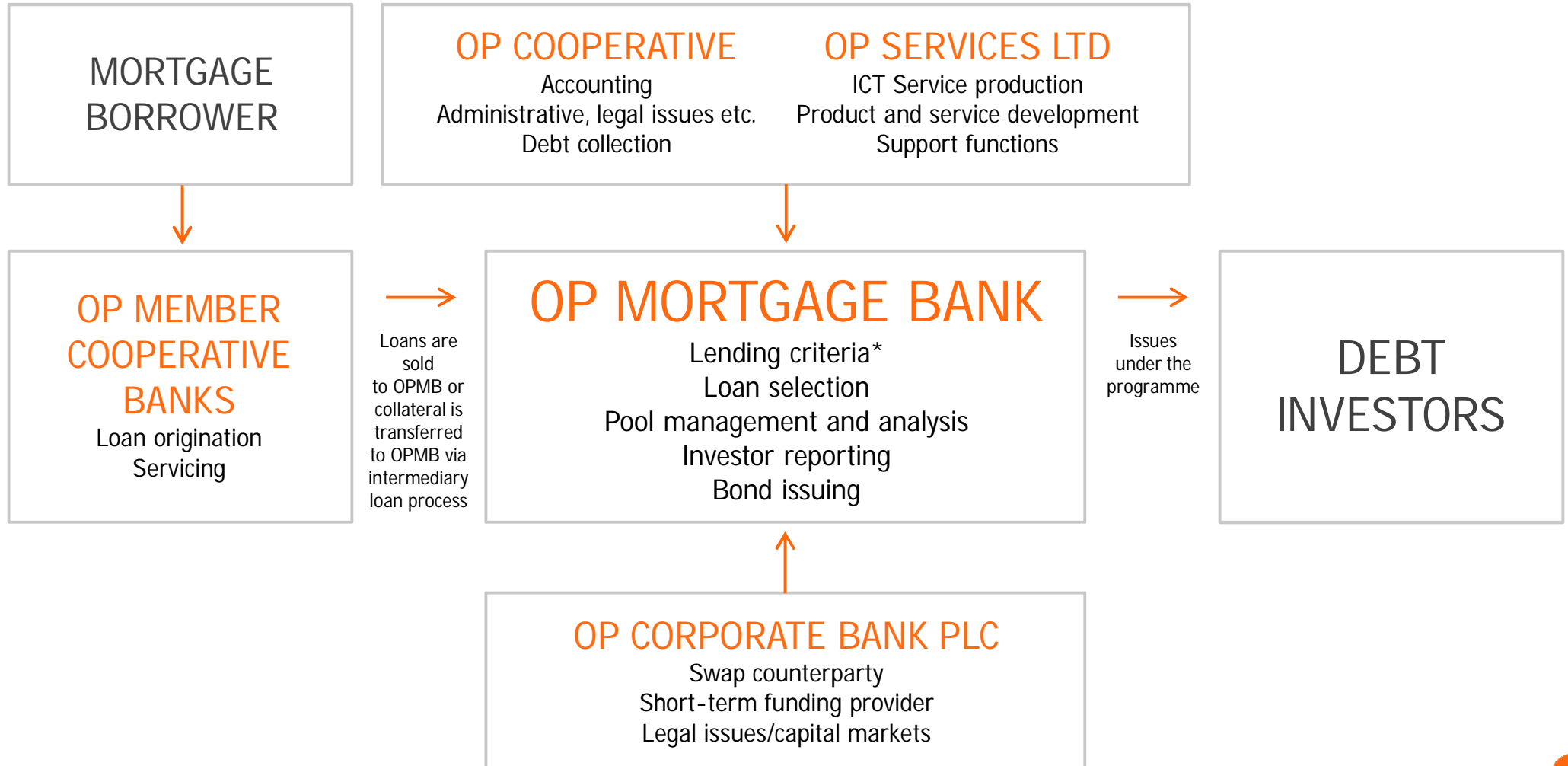
\*\*\*\* Counterparty risk assessment

Source: Moody's Performance Overview OP Mortgage Bank Covered Bonds 2,  
6 July 2017

## OPMB operating model

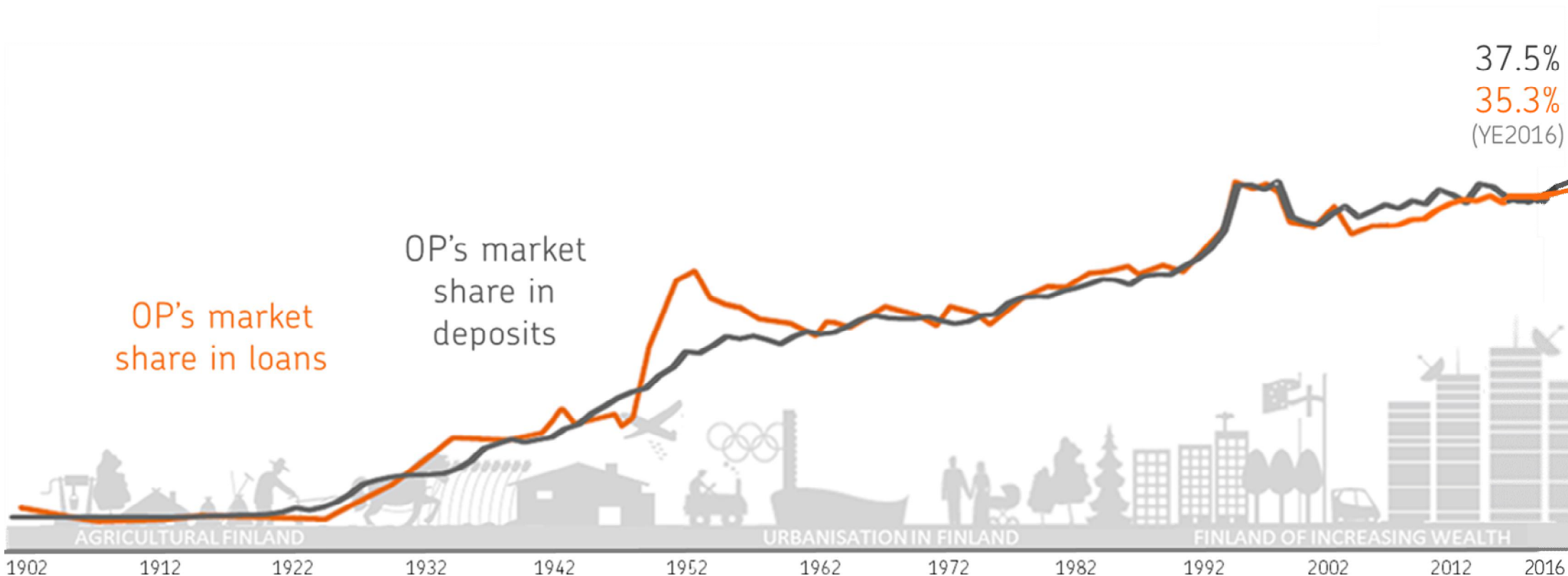
- OPMB is a funding vehicle for the member banks:
  - Subject to strict eligibility criteria:
    - Existing loans may be sold from member banks to OPMB.
    - Collateral may be transferred to OPMB via intermediary loan process.
    - Member cooperative banks may originate directly into OPMB's balance sheet acting as a broker agent.
- OPMB utilises the structure of OP Cooperative and outsources for example:
  - origination and servicing of assets to member cooperative banks
  - risk management, IT services, accounting etc. to OP Cooperative
  - has organised interest rate risk management in cooperation with OP Corporate Bank plc

# Operating model and roles



# Intermediary loans

- The Finnish Covered Bond Act (2010) enables granting intermediary loans
  - The member cooperative banks are granted the opportunity to indirectly participate in the issuing of a covered bond
  - Intermediary loans are the third way for the member banks to utilize OPMB along with selling loans and granting loans from OPMB
- The intermediary loan contract is made between the member cooperative bank and OPMB
  - The amount of loan, interest margin/fixed interest rate and maturity of the loan are indicative during the contracting phase of the intermediary loan
  - The member bank commits to preserving adequate intermediary loan worthy loan portfolio for the maturity of the intermediary loan, and accepts that OPMB subscribes the loans as collateral in the cover pool
  - OPMB monitor's the adequacy of the loans daily
  - The OC is provided by OPMB
- Once the mortgage loans are registered in the covered register, whether they are entered via intermediary loan process or true sales, they serve as collateral for the covered bonds for the benefit of the noteholders.



## OPMB Cover Asset Pool Characteristics

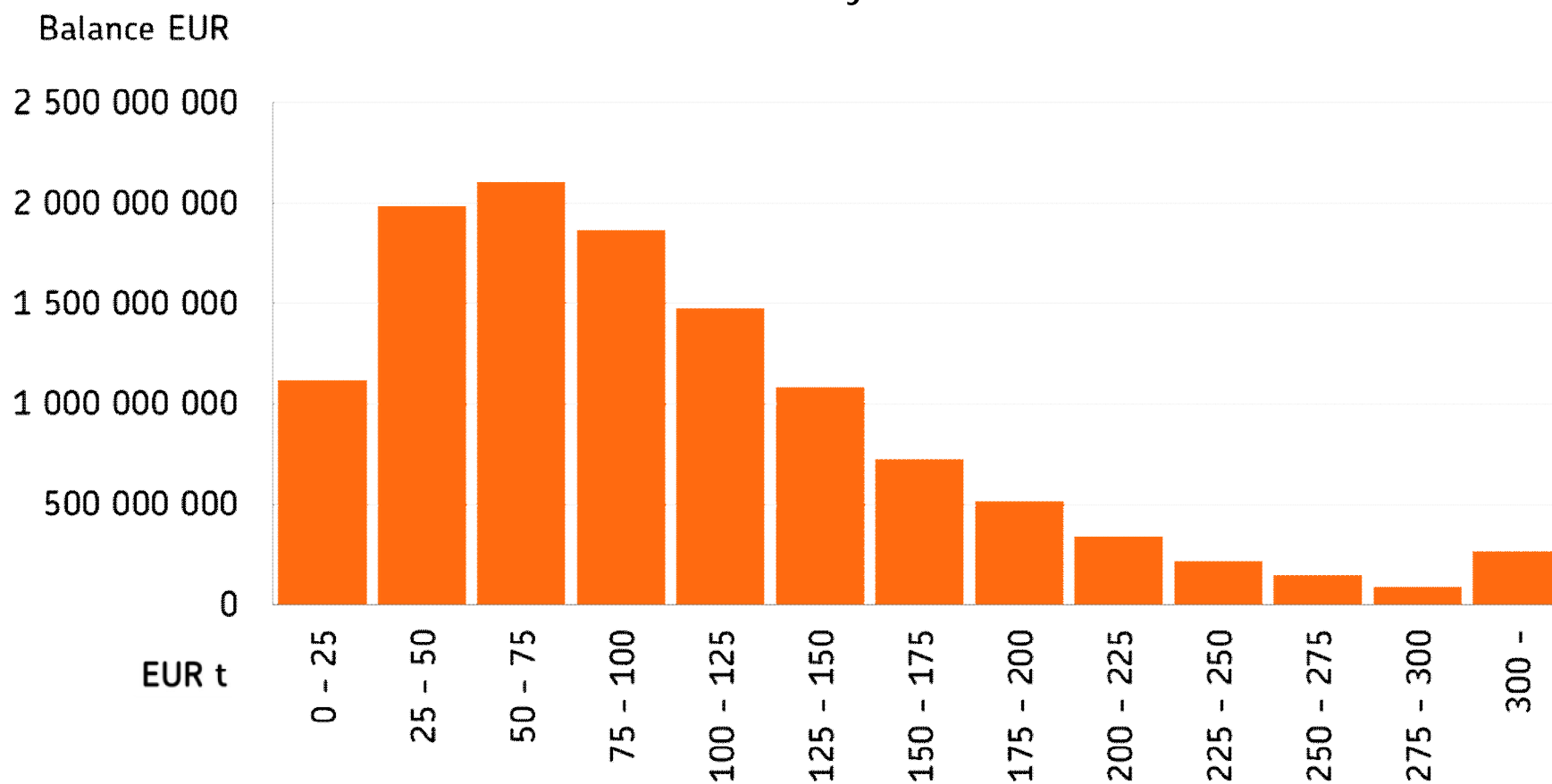
Covered bonds issued after 1 Aug. 2010,  
under the Finnish Act on Mortgage Credit Banks 680/2010

## Main Features of OP Mortgage Bank's Cover Asset Pool as of 30 June 2017

- Collateralized by Finnish mortgages
- Current balance EUR 11.94 billion
- Weighted Average indexed LTV of 44%
- Average loan size of approximately EUR 51,458
- No loans over 90 days in arrears ongoing
- Variable interest rates: over 96% of all loans
- Hedging agreements in place in order to mitigate interest rate risk
- Total amount of covered bonds issued EUR 9.835 billion

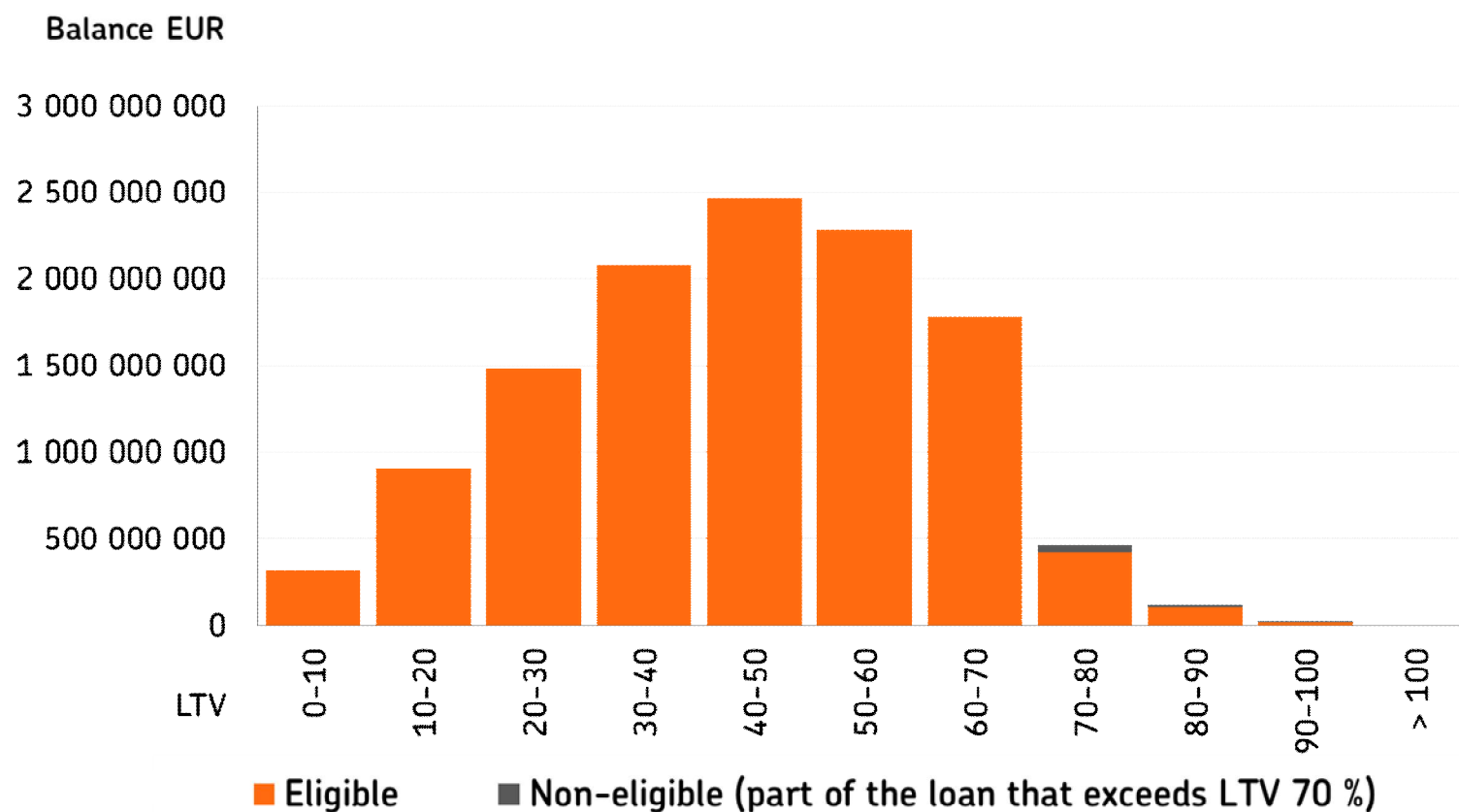
# OPMB Cover Asset Pool Characteristics

## Loans by size



# OPMB Cover Asset Pool Characteristics

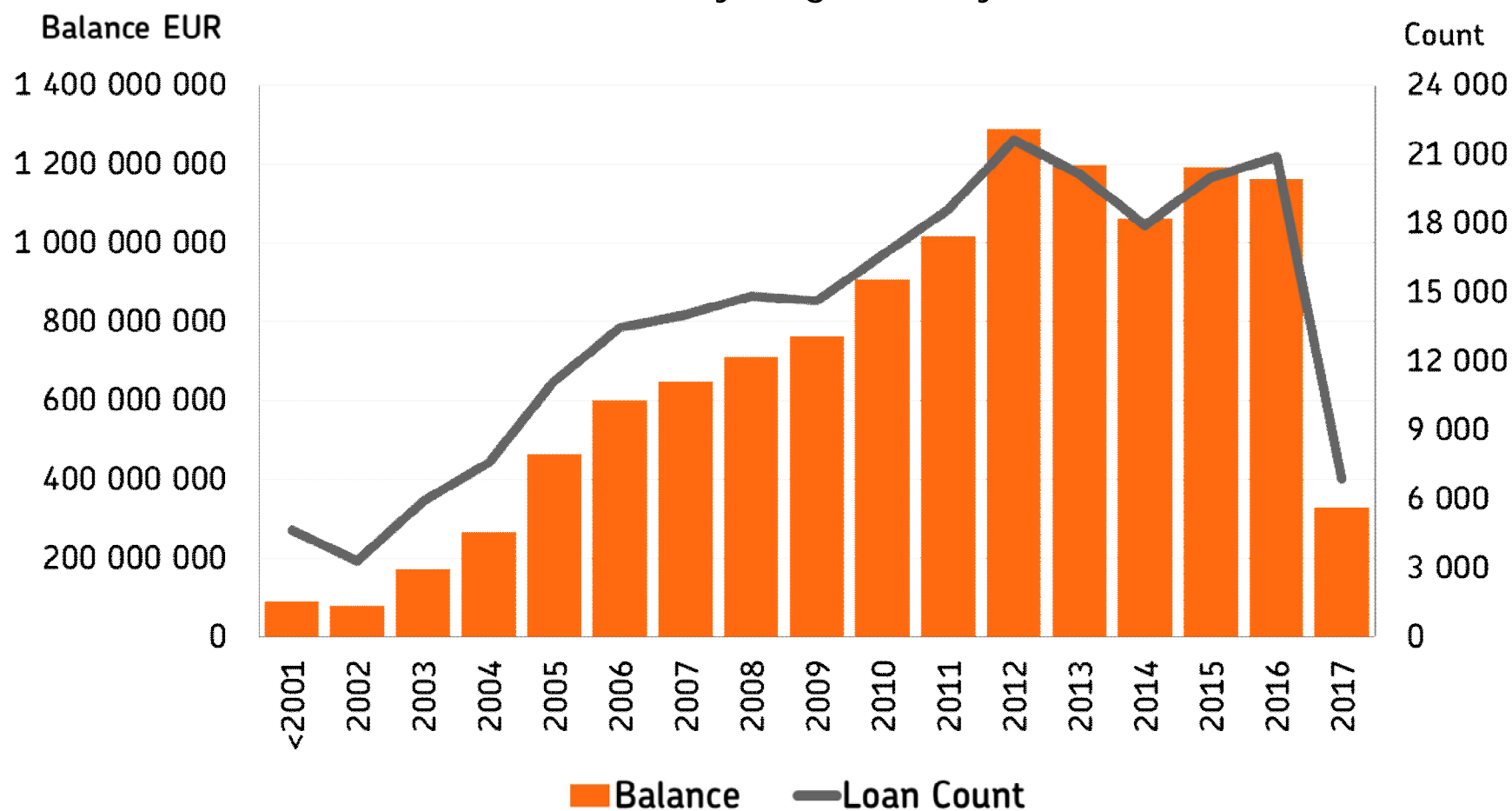
## Loans by LTV



- Total assets  
EUR 11.94 billion
- Eligible Cover Pool  
assets  
EUR 11.89 billion
- Weighted average  
indexed LTV of 44%
- Over-collateralisation  
(eligible assets only)  
20.9 %

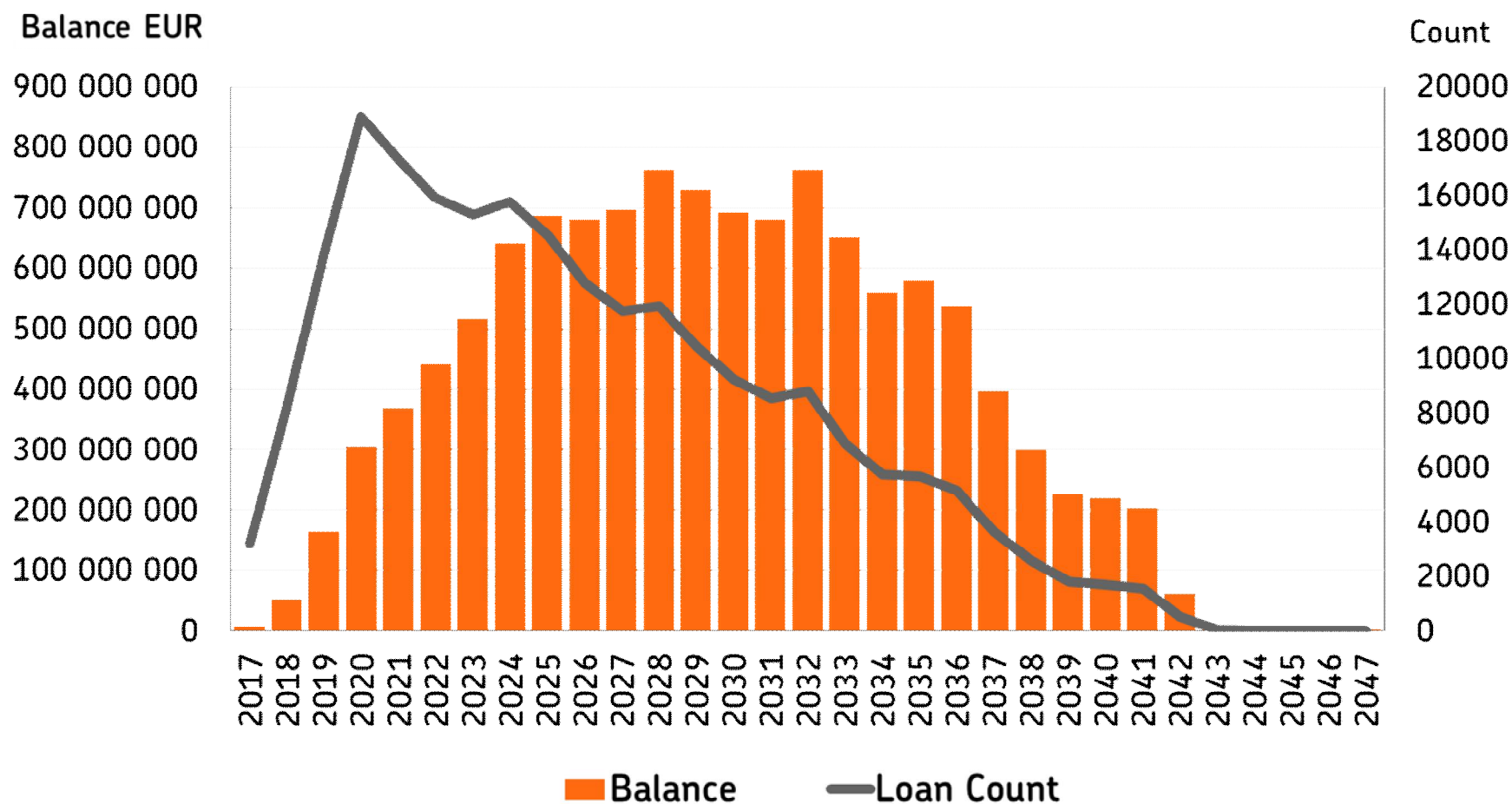
# OPMB Cover Asset Pool Characteristics

Loans by origination year



# OPMB Cover Asset Pool Characteristics

## Loans by maturity

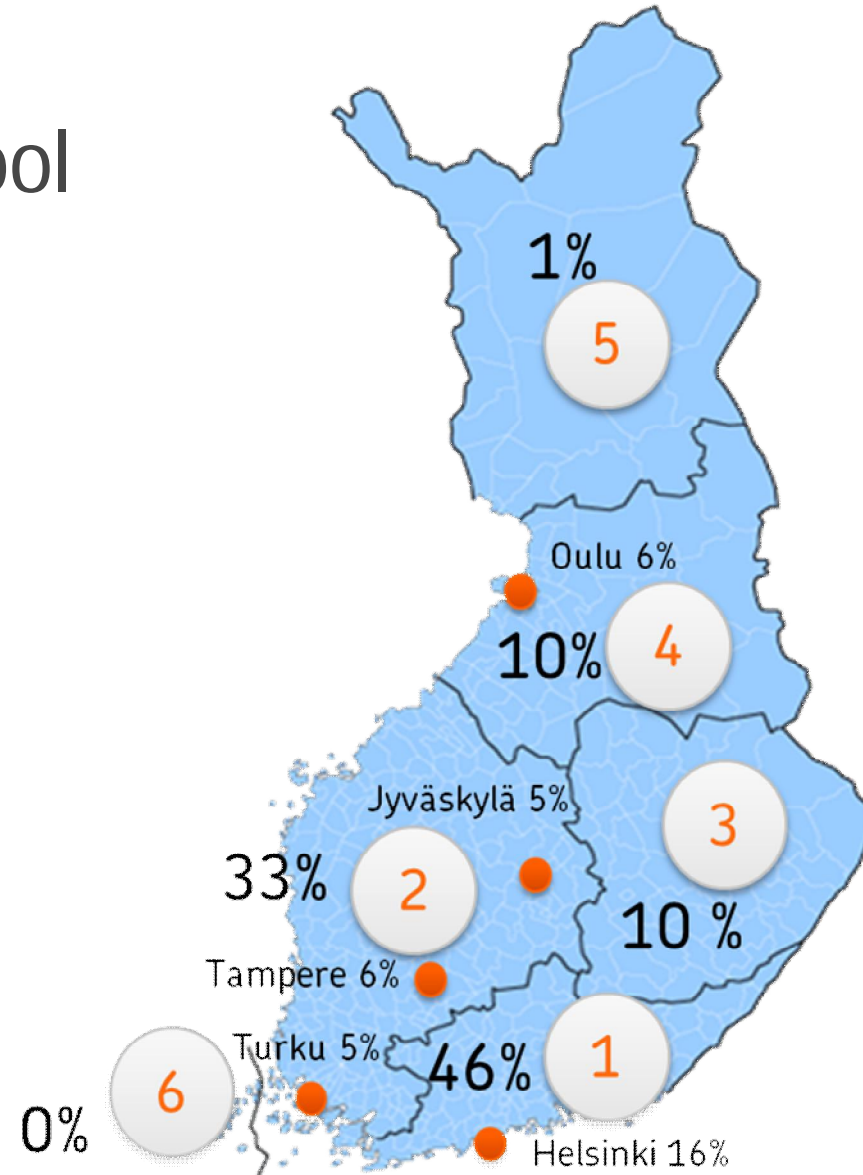


# OPMB Cover Asset Pool

## Characteristics

### Geographical distribution

- 1 Southern Finland
- 2 Western Finland
- 3 Eastern Finland
- 4 Oulu region
- 5 Lapland
- 6 Åland



## OPMB Cover Asset Pool

## A. Harmonised Transparency Template - General Information

Reporting in Domestic Currency		EUR			
CONTENT OF TAB A					
1. Basic Facts					
G.1.1.1	Country	Finland			
G.1.1.2	Issuer Name	OP Mortgage Bank			
G.1.1.3	Link to Issuer's Website	<a href="http://www.opmbl.fi/en/infomaterial/relation/dokt-investor/fac-mortgage-bank?id=334200&amp;regel=2&amp;kielikandien">http://www.opmbl.fi/en/infomaterial/relation/dokt-investor/fac-mortgage-bank?id=334200&amp;regel=2&amp;kielikandien</a>			
G.1.1.4	Cut-off date	30/06/2017			
2. Regulatory Summary					
G.2.1.1	UCITS Compliance (Y/N)	Y			
G.2.1.2	CBR Compliance (Y/N)	Y			
G.2.1.3	LCR Status	<a href="http://www.coveredbondlabel.com/issuer/fi/">http://www.coveredbondlabel.com/issuer/fi/</a>			
3. General Cover Pool / Covered Bond					
1. General Information		Nominal (mn)			
G.3.1.1	Total Cover Assets	11944.49			
G.3.1.2	Outstanding Covered Bonds	9835.00			
2. Over-collateralisation (OC)		Legal / Regulatory	Actual	Minimum Committed	Purpose
G.3.2.1	OC (%)	2%	20.94	ND1	ND1
3. Cover Pool Composition		Nominal (mn)		% Cover Pool	
G.3.3.1	Mortgages	11940.74		99.97%	
G.3.3.2	Public Sector	0.00		0.00%	
G.3.3.3	Shipping	0.00			
G.3.3.4	Substitute Assets	0.00		0.00%	
G.3.3.5	Other	3.75		0.03%	
G.3.3.6	Total	11,944.49		100%	
4. Cover Pool Amortisation Profile		Contractual	Expected Upon Prepayments	% Total Contractual	% Total Expected Upon
G.3.4.1	Weighted Average life (in years)	6.15	ND3		
Residual Life (mn)					
By buckets:					
G.3.4.2	0 - 1Y	1949.40	ND3	16.32%	
G.3.4.3	1 - 2Y	1197.74	ND3	10.03%	
G.3.4.4	2 - 3Y	1088.41	ND3	9.11%	
G.3.4.5	3 - 4Y	981.43	ND3	8.22%	
G.3.4.6	4 - 5Y	872.39	ND3	7.30%	
G.3.4.7	5 - 10Y	3185.93	ND3	26.67%	
G.3.4.8	10+Y	2669.20	ND3	22.35%	
G.3.4.9	Total	11,944.49	0	100%	0%

Source: OP Mortgage Bank Cover Asset Pool, ECBC Harmonised Transparency Template (HTT) as of 30 June 2017

## OPMB Cover Asset Pool

5. Maturity of Covered Bonds		Initial Maturity	Extended Maturity	% Total Initial Maturity	% Total Extended Maturity
G.3.5.1	Weighted Average life (in years)	4.93	5.92		
	Maturity (mn)				
G.3.5.2	By buckets:				
G.3.5.3	0 - 1Y	1,200.00	100.00	12.20%	1.02%
G.3.5.4	1 - 2Y	1,000.00	1,100.00	10.17%	11.18%
G.3.5.5	2 - 3Y	1,270.00	1,000.00	12.91%	10.17%
G.3.5.6	3 - 4Y	1,000.00	1,270.00	10.17%	12.91%
G.3.5.7	4 - 5Y	1,000.00	1,000.00	10.17%	10.17%
G.3.5.8	5 - 10Y	4,365.00	4,365.00	44.38%	44.38%
G.3.5.9	10+Y	0.00	1,000.00	0.00%	10.17%
G.3.5.10	Total	9,835.00	9,835.00	100%	100%
6. Covered Assets - Currency		Nominal [before hedging] (mn)	Nominal [after hedging] (mn)	% Total [before]	% Total [after]
G.3.6.1	EUR	11944.49	0.00	100.00%	
G.3.6.2	USD	0.00	0.00	0.00%	
G.3.6.3	GBP	0.00	0.00	0.00%	
G.3.6.4	NOK	0.00	0.00	0.00%	
G.3.6.5	CHF	0.00	0.00	0.00%	
G.3.6.6	AUD	0.00	0.00	0.00%	
G.3.6.7	CAD	0.00	0.00	0.00%	
G.3.6.8	BRL	0.00	0.00	0.00%	
G.3.6.9	CZK	0.00	0.00	0.00%	
G.3.6.10	DKK	0.00	0.00	0.00%	
G.3.6.11	HKD	0.00	0.00	0.00%	
G.3.6.12	KRW	0.00	0.00	0.00%	
G.3.6.13	SEK	0.00	0.00	0.00%	
G.3.6.14	SGD	0.00	0.00	0.00%	
G.3.6.15	Other	0.00	0.00	0.00%	
G.3.6.16	Total	11944.49	0.00	100%	0%
7. Covered Bonds - Currency		Nominal [before hedging] (mn)	Nominal [after hedging] (mn)	% Total [before]	% Total [after]
G.3.7.1	EUR	9835.00	9835.00	100.00%	100.00%
G.3.7.2	USD	0.00	0.00	0.00%	0.00%
G.3.7.3	GBP	0.00	0.00	0.00%	0.00%
G.3.7.4	NOK	0.00	0.00	0.00%	0.00%
G.3.7.5	CHF	0.00	0.00	0.00%	0.00%
G.3.7.6	AUD	0.00	0.00	0.00%	0.00%
G.3.7.7	CAD	0.00	0.00	0.00%	0.00%
G.3.7.8	BRL	0.00	0.00	0.00%	0.00%
G.3.7.9	CZK	0.00	0.00	0.00%	0.00%
G.3.7.10	DKK	0.00	0.00	0.00%	0.00%
G.3.7.11	HKD	0.00	0.00	0.00%	0.00%
G.3.7.12	KRW	0.00	0.00	0.00%	0.00%
G.3.7.13	SEK	0.00	0.00	0.00%	0.00%
G.3.7.14	SGD	0.00	0.00	0.00%	0.00%
G.3.7.15	Other	0.00	0.00	0.00%	0.00%
G.3.7.16	Total	9835.00	9835.00	100%	100%
8. Covered Bonds - Breakdown by interest rate		Nominal [before hedging] (mn)	Nominal [after hedging] (mn)	% Total [before]	% Total [after]
G.3.8.1	Fixed coupon	9635.00	9635.00	98%	98%
G.3.8.2	Floating coupon	200.00	200.00	2%	2%
G.3.8.3	Other	0.00	0.00	0%	0%
G.3.8.4	Total	9835.00	9835.00	100%	100%

Source: OP Mortgage Bank Cover Asset Pool, ECBC Harmonised Transparency Template (HTT) as of 30 June 2017

## OPMB Cover Asset Pool

9. Substitute Assets - Type		Nominal (mn)	% Substitute Assets		
G.3.9.1	Cash	0.00			
G.3.9.2	Exposures not guaranteed by Supranational, Sovereign, Agency (SSA)	0.00			
G.3.9.3	Exposures to central bank	0.00			
G.3.9.4	Exposures to credit institutions	0.00			
G.3.9.5	Other	0.00			
G.3.9.6	Total	0.00		0%	
10. Substitute Assets - Country		Nominal (mn)	% Substitute Assets		
G.3.10.1	Domestic (Country of issuer)	0.00			
G.3.10.2	Eurozone	0.00			
G.3.10.3	Rest of European Union (EU)	0.00			
G.3.10.4	European Economic Area (not member of EU)	0.00			
G.3.10.5	Switzerland	0.00			
G.3.10.6	Australia	0.00			
G.3.10.7	Brazil	0.00			
G.3.10.8	Canada	0.00			
G.3.10.9	Japan	0.00			
G.3.10.10	Korea	0.00			
G.3.10.11	New Zealand	0.00			
G.3.10.12	Singapore	0.00			
G.3.10.13	US	0.00			
G.3.10.14	Other	0.00			
G.3.10.15	Total EU	0.00			
G.3.10.16	Total	0.00		0%	
11. Liquid Assets		Nominal (mn)	% Cover Pool		% Covered Bonds
G.3.11.1	Substitute and other marketable assets	11944.49		100.00%	100.00%
G.3.11.2	Central bank eligible assets	0.00		0.00%	0.00%
G.3.11.3	Other	0.00		0.00%	0.00%
G.3.11.4	Total	11944.49		100%	100%
12. Bond List					
G.3.12.1	Bond list	<a href="https://www.coveredbonds.com/issuer/6/">https://www.coveredbonds.com/issuer/6/</a>			
13. Derivatives & Swaps					
G.3.13.1	Derivatives in the register / cover pool [national] (mn)	€171.77			
G.3.13.2	Type of interest rate swaps (intra-group, external or both)	intra-group			
G.3.13.3	Type of currency rate swaps (intra-group, external or both)	ND2			

## OPMB Cover Asset Pool

4. References to Capital Requirements Regulation (CRR) 129(7)		Row	Row
<p>The issuer believes that, at the time of the issuance and based on transparency data made publicly available by the issuer, these secured bonds would satisfy the eligibility criteria for Article 129(7) of the Capital Requirements Regulation (EU) 575/2013. It should be noted, however, that whether or not exposure is the form of secured bonds are eligible to professional structural under Regulation (EU) 575/2013 is ultimately a matter to be determined by a relevant investor institution and the relevant supervising authority and the issuer does not accept any responsibility in this regard.</p>			
G.4.1.1	(i) Value of the cover pool/outstanding covered bonds:	28	
G.4.1.2	(i) Value of covered bonds:	29	
G.4.1.3	(ii) Geographic distribution:	43 for Mortgage Assets	
G.4.1.4	(iii) Type of cover assets:	52	
G.4.1.5	(iii) Leases:	155 for Residential Mortgage Assets	240 for Commercial Mortgage Assets
G.4.1.6	(iii) Interest rate risk - cover pool:	119 for Mortgage Assets	228
G.4.1.7	(iii) Currency risk - cover pool:	111	
G.4.1.8	(iii) Interest rate risk - covered bonds:	163	
G.4.1.9	(iii) Currency risk - covered bonds:	127	
G.4.1.10	(Please refer to "Tab D. HTT Harmonised Glossary" for hedging strategy)	17 for Harmonised Glossary	
G.4.1.11	(iii) Maturity structure of cover assets:	65	
G.4.1.12	(iii) Maturity structure of covered bonds:	88	
G.4.1.13	(iv) Percentage of loans more than ninety days past due:	149 for Mortgage Assets	
5. References to Capital Requirements Regulation (CRR) 129(1)			
G.5.1.1	Exposure to credit institutions credit quality step 1 R2	ND3	
6. Other relevant information			

## B1. Harmonised Transparency Template - Mortgage Assets

	Reporting in Domestic Currency	EUR				
	CONTENT OF TAB B1					
	7. Mortgage Assets					
	7.A Residential Cover Pool					
	7.B Commercial Cover Pool					

Field Number	7. Mortgage Assets					
1. Property Type Information		Nominal (mn)	% Total Mortgages			
M.7.1.1	Residential	11940.74				100.00%
M.7.1.2	Commercial	0.00				0.00%
M.7.1.3	Other	0.00				0.00%
M.7.1.4	Total	11940.74				100.00%
2. General Information		Residential Loans	Commercial Loans	Total Mortgages		
M.7.2.1	Number of mortgage loans	232050	0			232050
3. Concentration Risks		% Residential Loans	% Commercial Loans	% Total Mortgages		
M.7.3.1	10 largest exposures	0.08	0.00			0.08

Source: OP Mortgage Bank Cover Asset Pool, ECBC Harmonised Transparency Template (HTT) as of 30 June 2017

## OPMB Cover Asset Pool

4. Breakdown by Geography		% Residential Loans	% Commercial Loans	% Total Mortgages	
M.7.4.1	European Union	100.00	0.00	100.00	
M.7.4.2	Austria				
M.7.4.3	Belgium				
M.7.4.4	Bulgaria				
M.7.4.5	Croatia				
M.7.4.6	Cyprus				
M.7.4.7	Czech Republic				
M.7.4.8	Denmark				
M.7.4.9	Estonia				
M.7.4.10	Finland	100.00		100.00	
M.7.4.11	France				
M.7.4.12	Germany				
M.7.4.13	Greece				
M.7.4.14	Netherlands				
M.7.4.15	Hungary				
M.7.4.16	Ireland				
M.7.4.17	Italy				
M.7.4.18	Latvia				
M.7.4.19	Lithuania				
M.7.4.20	Luxembourg				
M.7.4.21	Malta				
M.7.4.22	Poland				
M.7.4.23	Portugal				
M.7.4.24	Romania				
M.7.4.25	Slovakia				
M.7.4.26	Slovenia				
M.7.4.27	Spain				
M.7.4.28	Sweden				
M.7.4.29	United Kingdom				
M.7.4.30	European Economic Area (not member of EU)	0.00	0.00	0.00	
M.7.4.31	Iceland				
M.7.4.32	Liechtenstein				
M.7.4.33	Norway				
M.7.4.34	Other	0.00	0.00	0.00	
M.7.4.35	Switzerland				
M.7.4.36	Australia				
M.7.4.37	Brazil				
M.7.4.38	Canada				
M.7.4.39	Japan				
M.7.4.40	Korea				
M.7.4.41	New Zealand				
M.7.4.42	Singapore				
M.7.4.43	US				
M.7.4.44	Other				

## OPMB Cover Asset Pool

<b>5. Breakdown by domestic regions</b>		<b>% Residential Loans</b>	<b>% Commercial Loans</b>	<b>% Total Mortgages</b>
M.7.5.1	Aland Islands	0.28		0.28
M.7.5.2	Central Finland	5.35		5.35
M.7.5.3	Central Ostrobothnia	1.24		1.24
M.7.5.4	Etela-Savo	2.17		2.17
M.7.5.5	Ita-Uusimaa	2.47		2.47
M.7.5.6	Kainuu	0.73		0.73
M.7.5.7	Kanta-Hame	4.59		4.59
M.7.5.8	Kymenlaakso	2.62		2.62
M.7.5.9	Lapland	1.47		1.47
M.7.5.10	North Karelia	2.80		2.80
M.7.5.11	North Ostrobothnia	8.87		8.87
M.7.5.12	Ostrobothnia	2.22		2.22
M.7.5.13	Paijat-Hame	3.57		3.57
M.7.5.14	Pirkanmaa	8.88		8.88
M.7.5.15	Pohjois-Savo	4.71		4.71
M.7.5.16	Satakunta	4.08		4.08
M.7.5.17	South Karelia	2.50		2.50
M.7.5.18	South Ostrobothnia	1.99		1.99
M.7.5.19	Uusimaa	28.37		28.37
M.7.5.20	Varsinais-Suomi	11.09		11.09
<b>6. Breakdown by Interest Rate</b>		<b>% Residential Loans</b>	<b>% Commercial Loans</b>	<b>% Total Mortgages</b>
M.7.6.1	Fixed rate	1.79		1.79
M.7.6.2	Floating rate	98.21		98.21
M.7.6.3	Other			
<b>7. Breakdown by Repayment Type</b>		<b>% Residential Loans</b>	<b>% Commercial Loans</b>	<b>% Total Mortgages</b>
M.7.7.1	Bullet / interest only	0.00		0.00
M.7.7.2	Amortising	100.00		100.00
M.7.7.3	Other			
<b>8. Loan Seasoning</b>		<b>% Residential Loans</b>	<b>% Commercial Loans</b>	<b>% Total Mortgages</b>
M.7.8.1	Up to 12months	8.34		8.34
M.7.8.2	≥ 12 - ≤ 24 months	10.37		10.37
M.7.8.3	≥ 24 - ≤ 36 months	9.33		9.33
M.7.8.4	≥ 36 - ≤ 60 months	20.10		20.10
M.7.8.5	≥ 60 months	51.86		51.86
<b>9. Non-Performing Loans (NPLs)</b>		<b>% Residential Loans</b>	<b>% Commercial Loans</b>	<b>% Total Mortgages</b>
M.7.9.1	% NPLs	0.00		0.00

## OPMB Cover Asset Pool

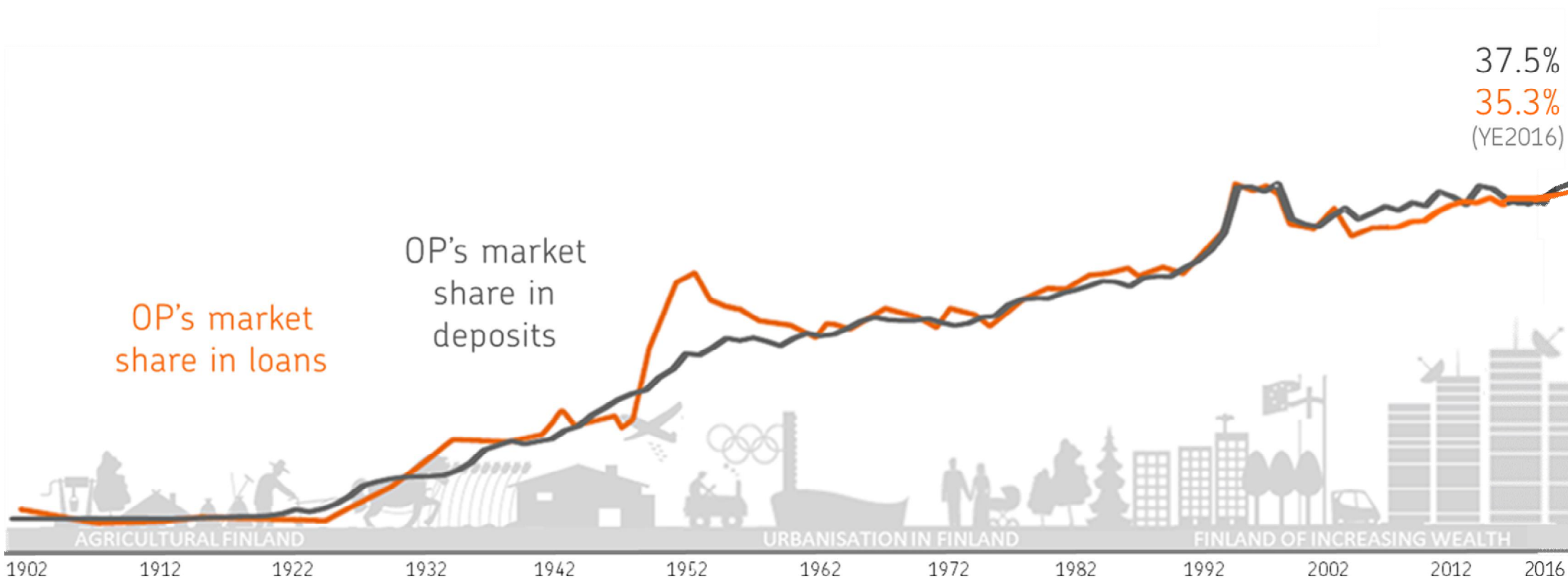
<b>7.A Residential Cover Pool</b>						
<b>10. Loan Size Information</b>		<b>Nominal</b>	<b>Number of Loans</b>	<b>% Residential Loans</b>	<b>% No. of Loans</b>	
M.7A.10.1	Average loan size (000s)	51.46				
	By bucket (mn):					
M.7A.10.2	0 - 0.025000	1115.96	89296.00	9.35%	38.48%	
M.7A.10.3	0.025001 - 0.050000	1989.10	54494.00	16.66%	23.48%	
M.7A.10.4	0.050001 - 0.100000	3970.86	55731.00	33.25%	24.02%	
M.7A.10.5	0.100001 - 0.150000	2555.73	21143.00	21.40%	9.11%	
M.7A.10.6	0.150001 - 0.200000	1241.89	7259.00	10.40%	3.13%	
M.7A.10.7	0.200001 - 0.250000	559.23	2534.00	4.68%	1.09%	
M.7A.10.8	0.250001 - 0.300000	241.57	894.00	2.02%	0.39%	
M.7A.10.9	0.300001 -	266.41	699.00	2.23%	0.30%	
M.7A.10.10	Total	11940.74	232050.00	100.00%	100.00%	
<b>11. Loan to Value (LTV) Information - UNDEER</b>		<b>Nominal</b>	<b>Number of Loans</b>	<b>% Residential Loans</b>	<b>% No. of Loans</b>	
M.7A.11.1	Weighted Average LTV (%)	49.80				
	By LTV bucket (mn):					
M.7A.11.2	>0 - <40%	9390.91	232050.00	78.65%	45.20%	
M.7A.11.3	>40 - <50%	1199.30	110912.00	10.04%	21.60%	
M.7A.11.4	>50 - <60%	789.35	81872.00	6.61%	15.95%	
M.7A.11.5	>60 - <70%	452.91	58719.00	3.79%	11.44%	
M.7A.11.6	>70 - <80%	96.31	25977.00	0.81%	5.06%	
M.7A.11.7	>80 - <90%	10.39	3345.00	0.09%	0.65%	
M.7A.11.8	>90 - <100%	1.45	493.00	0.01%	0.10%	
M.7A.11.9	>100%	0.12	65.00	0.00%	0.01%	
M.7A.11.10	Total	11940.74	513433.00	100.00%	100.00%	
<b>12. Loan to Value (LTV) Information - IMDEER</b>		<b>Nominal</b>	<b>Number of Loans</b>	<b>% Residential Loans</b>	<b>% No. of Loans</b>	
M.7A.12.1	Weighted Average LTV (%)	44.04				
	By LTV bucket (mn):					
M.7A.12.2	>0 - <40%	10092.28	232050.00	84.52%	58.67%	
M.7A.12.3	>40 - <50%	1041.09	83352.00	8.72%	21.07%	
M.7A.12.4	>50 - <60%	555.51	49230.00	4.65%	12.45%	
M.7A.12.5	>60 - <70%	202.29	23210.00	1.69%	5.87%	
M.7A.12.6	>70 - <80%	42.00	5986.00	0.35%	1.51%	
M.7A.12.7	>80 - <90%	6.77	1444.00	0.06%	0.37%	
M.7A.12.8	>90 - <100%	0.80	243.00	0.01%	0.06%	
M.7A.12.9	>100%	0.00	0.00	0.00%	0.00%	
M.7A.12.10	Total	11940.74	395515.00	100.00%	100.00%	
<b>13. Breakdown by type</b>		<b>% Residential Loans</b>				
M.7A.13.1	Owner occupied	96.53				
M.7A.13.2	Second home/Holiday home	1.20				
M.7A.13.3	Buy-to-let/Non-owner occupied	0.53				
M.7A.13.4	Agricultural	1.73				
M.7A.13.5	Other					
<b>14. Loan by Ranking</b>		<b>% Residential Loans</b>				
M.7A.14.1	1st lien / 1st priority	100.00				
M.7A.14.2	Guaranteed	0.00				
M.7A.14.3	Other	0.00				

Source: OP Mortgage Bank Cover Asset Pool, ECBC Harmonised Transparency Template (HTT) as of 30 June 2017

## OPMB Cover Asset Pool

7B Commercial Cover Pool						
15. Loan Size Information		Nominal	Number of Loans		% Commercial Loans	% No. of Loans
M.7B.15.1	Average loan size (000s)					
	By bucket (mn):					
M.7B.15.2	0 - 0,100000	0.00	0.00			
M.7B.15.3	0,100001-0,200000	0.00	0.00			
M.7B.15.4	0,200001-0,300000	0.00	0.00			
M.7B.15.5	0,300001-0,400000	0.00	0.00			
M.7B.15.6	0,400001-0,500000	0.00	0.00			
M.7B.15.7	0,500001-0,600000	0.00	0.00			
M.7B.15.8	0,600001-0,700000	0.00	0.00			
M.7B.15.9	0,700001-0,800000	0.00	0.00			
M.7B.15.10	0,800001-0,900000	0.00	0.00			
M.7B.15.11	0,900001-1000000	0.00	0.00			
M.7B.15.12	1000001-	0.00	0.00			
M.7B.15.26	Total	0.00	0.00		0.00%	0.00%
16. Loan to Value (LTV) Information - UNINDEXED		Nominal	Number of Loans		% Commercial Loans	% No. of Loans
M.7B.16.1	Weighted Average LTV (%)					
	By LTV bucket (mn):					
M.7B.16.2	>0 - <=40 %	0.00	0.00			
M.7B.16.3	>40 - <=50 %	0.00	0.00			
M.7B.16.4	>50 - <=60 %	0.00	0.00			
M.7B.16.5	>60 - <=70 %	0.00	0.00			
M.7B.16.6	>70 - <=80 %	0.00	0.00			
M.7B.16.7	>80 - <=90 %	0.00	0.00			
M.7B.16.8	>90 - <=100 %	0.00	0.00			
M.7B.16.9	>100%	0.00	0.00			
M.7B.16.10	Total	0.00	0.00		0.00%	0.00%
17. Loan to Value (LTV) Information - INDEXED		Nominal	Number of Loans		% Commercial Loans	% No. of Loans
M.7B.17.1	Weighted Average LTV (%)					
	By LTV bucket (mn):					
M.7B.17.2	>0 - <=40 %	0.00	0.00			
M.7B.17.3	>40 - <=50 %	0.00	0.00			
M.7B.17.4	>50 - <=60 %	0.00	0.00			
M.7B.17.5	>60 - <=70 %	0.00	0.00			
M.7B.17.6	>70 - <=80 %	0.00	0.00			
M.7B.17.7	>80 - <=90 %	0.00	0.00			
M.7B.17.8	>90 - <=100 %	0.00	0.00			
M.7B.17.9	>100%	0.00	0.00			
M.7B.17.10	Total	0.00	0.00		0.00%	0.00%
18. Breakdown by Type		% Commercial loans				
M.7B.18.1	Retail					
M.7B.18.2	Office					
M.7B.18.3	Hotel/Tourism					
M.7B.18.4	Shopping malls					
M.7B.18.5	Industry					
M.7B.18.6	Agriculture					
M.7B.18.7	Other commercially used					
M.7B.18.8	Land					
M.7B.18.9	Property developers / Building under construction					
M.7B.18.10	Other					

Source: OP Mortgage Bank Cover Asset Pool, ECBC Harmonised Transparency Template (HTT) as of 30 June 2017



## Debt IR contacts

# Debt IR contacts



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Debt IR and Ratings

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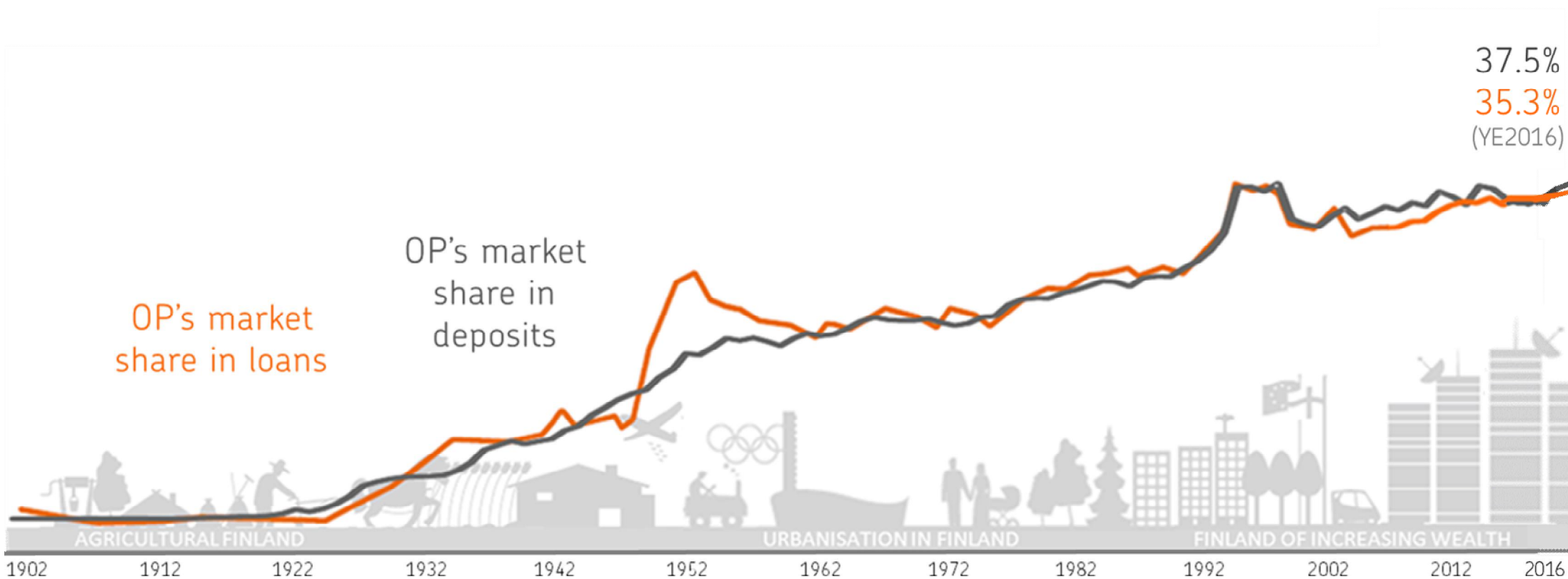
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Debt IR and Ratings

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## Financial reports and background material online

- OP Financial Group: [www.op.fi](http://www.op.fi) (English) > OP Financial Group > Media > Material service > OP Financial Group publications
- OP Corporate Bank plc: [www.pohjola.com](http://www.pohjola.com) > Media > Material Service
- OP Mortgage Bank: [www.op.fi](http://www.op.fi) (English) > OP Financial Group > Media > Material service > Subsidiaries' publications



## Appendices

# Bioeconomy as one of the new growth areas in Finland

- Branch of the economy using biological natural resources to create variety of products in the field of chemical, pharmaceutical, textile, packaging, food, energy and construction industries.
- Clean, environment saving technologies and efficient recycling are typical to bioeconomy.
- The significance of the forestry sector in Finland has been and will be great, as over one half of Finland's bioeconomy today relies on forests.
- The objective of the Bioeconomy Strategy is to push bioeconomy output up to €100 bn by 2025 and to create 100,000 new jobs.

**16%** of the total Finnish economy (i.e. turnover of €60 bn)

**13%** of total employment in Finland (i.e. 300,000 persons)

**26%** of total Finnish exports (i.e. €14 bn)

# Group structure incl. major subsidiaries

1.8 million owner-customers, of which 90% households



168 OP Financial Group member cooperative banks



\* OP Cooperative's ownership 100%

\*\* Planned to be transferred to OP Cooperative's direct ownership in the future as a result of the completion of OP Cooperative's public voluntary bid for all OP Corporate Bank plc shares

\*\*\* OP Cooperative's control 2/3

# Large-scale development programme puts strategy into practice



## DEVELOPMENT OF PRESENT-DAY BUSINESS

- Modernising service channels
- Digitising and automating services
- Simplifying product portfolio
- Reforming basic systems and ICT architecture
- Developing owner-customer loyalty programme



- New op.fi website and internet bank
- New features for OP-Mobile and Pivo Wallet Apps
- New organization for Development and Technologies
- OP Helsinki branch at HQ as test laboratory for current and new products and services offering touch screens, videos, animations, demos etc.

## CREATING NEW BUSINESS

- Building fully digital businesses
- Developing new, customer-driven business models eg. within housing, mobility and electronic commerce
- Extending health and wellbeing business
- Developing SME service offerings



- DriveNow franchising partnership: 150 cars provided for car sharing with 8,000 users
- OP Kulku electric car as a service with a monthly fee in Finland's largest cities and 100 new EV charging stations in 80 cities near to OP branches in 2017. A total of 9.5% of electric cars registered in Finland in H1/2017 were OP Kulku service cars.
- International startup programme in the field of financial sector, health technology, mobility and housing
- OP Lab website available for customers to participate in development of future digital services through piloting and feedback

## DEVELOPING NEW CAPABILITIES

- Enhancing competencies, management and corporate culture
- Building capabilities related to analytics and artificial intelligence
- Enhancing innovation



- 100 new employees for product and service development in 2016
- New unit of 30 in-house service designers engaging customers in development through interviews and workshops
- Agile development model enabling eg. new op.fi launch as beta version

## HIGHLIGHTING OUR SOCIAL ROLE

- Well-defined goals and metrics for social role
- Socially responsible openings



- Updated CSR Programme during 2017
- Initiatives under "Putting Finland on a new growth path" (#suominousuun) giving more leeway and economic activity among OP's customer base and in the entire Finland

# Health and wellbeing services to become OP's fourth business line\*

## 2013–15: LAUNCHING AND REFINING HOSPITAL CONCEPT

First Pohjola Hospital (Omasairaala Hospital until end-July 2016) was opened in Helsinki

- New innovative services in the field of specialised medicine and occupational health in addition to orthopaedics, rehabilitation units, comprehensive diagnostic and laboratory services
- Faster care chain and more efficient claims handling process resulting to incomparable customer satisfaction (NPS among surgery customers 96 at end-June 2017)

## 2016–18: EXPANSION TO UNIVERSITY HOSPITAL CITIES

Pohjola Hospitals were opened in Tampere in August 2016 and in Oulu in May 2017. 2 more Pohjola Hospitals are under construction in Kuopio (opening early autumn 2017) and in Turku (opening early 2018).

## FURTHER EXPANSION PLAN UNDERWAY

Pohjola Health is expanding into a national player to create a wider health and wellbeing service network

NATIONWIDE  
ACCESSIBILITY  
THROUGH DIGITAL  
SERVICES  
DESIGNED FOR  
HEALTH AND  
WELLBEING



\* Reported as part of Non-life Insurance segment until further announcement

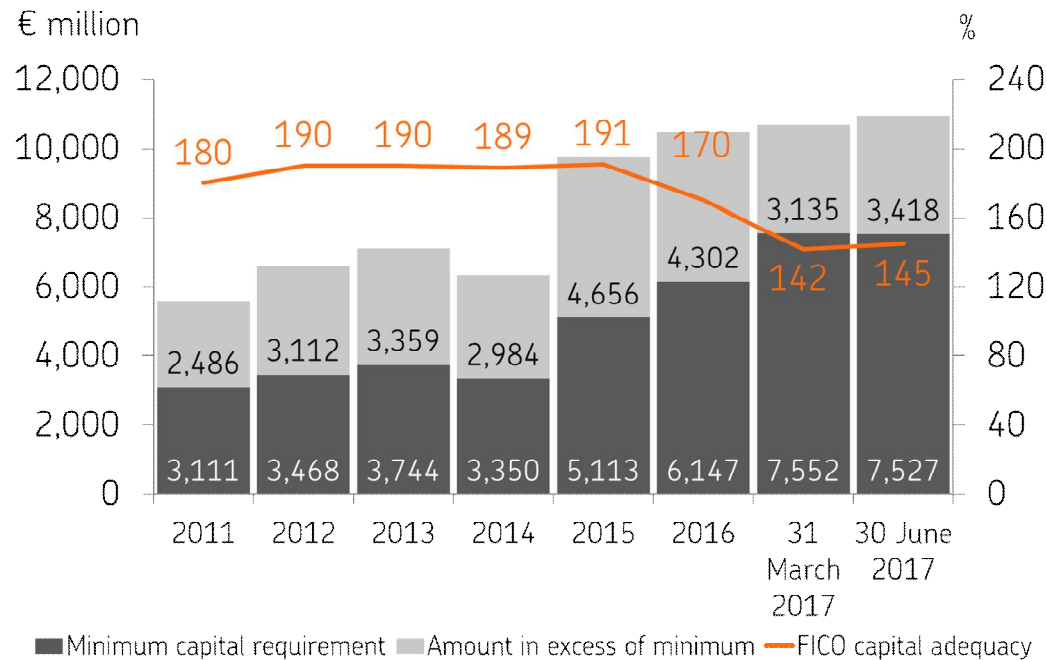
# OP's group-level strategic targets

Main target: Above-market-average growth rate

INDICATOR	TARGET	H1/2017	2016	2015
Customer experience (CX)*, NPS for brand	25	19	23	-
NPS for service	70 (over time 90)	56	53	-
CET1 ratio	22% by the end of 2019	19.1%	20.1%	19.5%
Return on economic capital (12-month rolling)	22%	21.8%	22.7%	21.5%
Expenses of present-day business (12-month rolling)	Expenses in 2019 lower than in 2015 (€1,500 mn)	€1,596 mn	€1,532 mn	€1,500 mn
Owner-customers, number	2.1 mn by 2019	1.8 mn	1.7 mn	1.5 mn

\* OP's customer experience (CX) metric is based on the Net Promoter Score (NPS) that measures likelihood of recommendation. NPS for the brand gauges the overall customer experience of OP. The NPS for service measures what kind of customer experience OP manages to create in individual service encounters in all channels. NPS can range between -100 and +100.

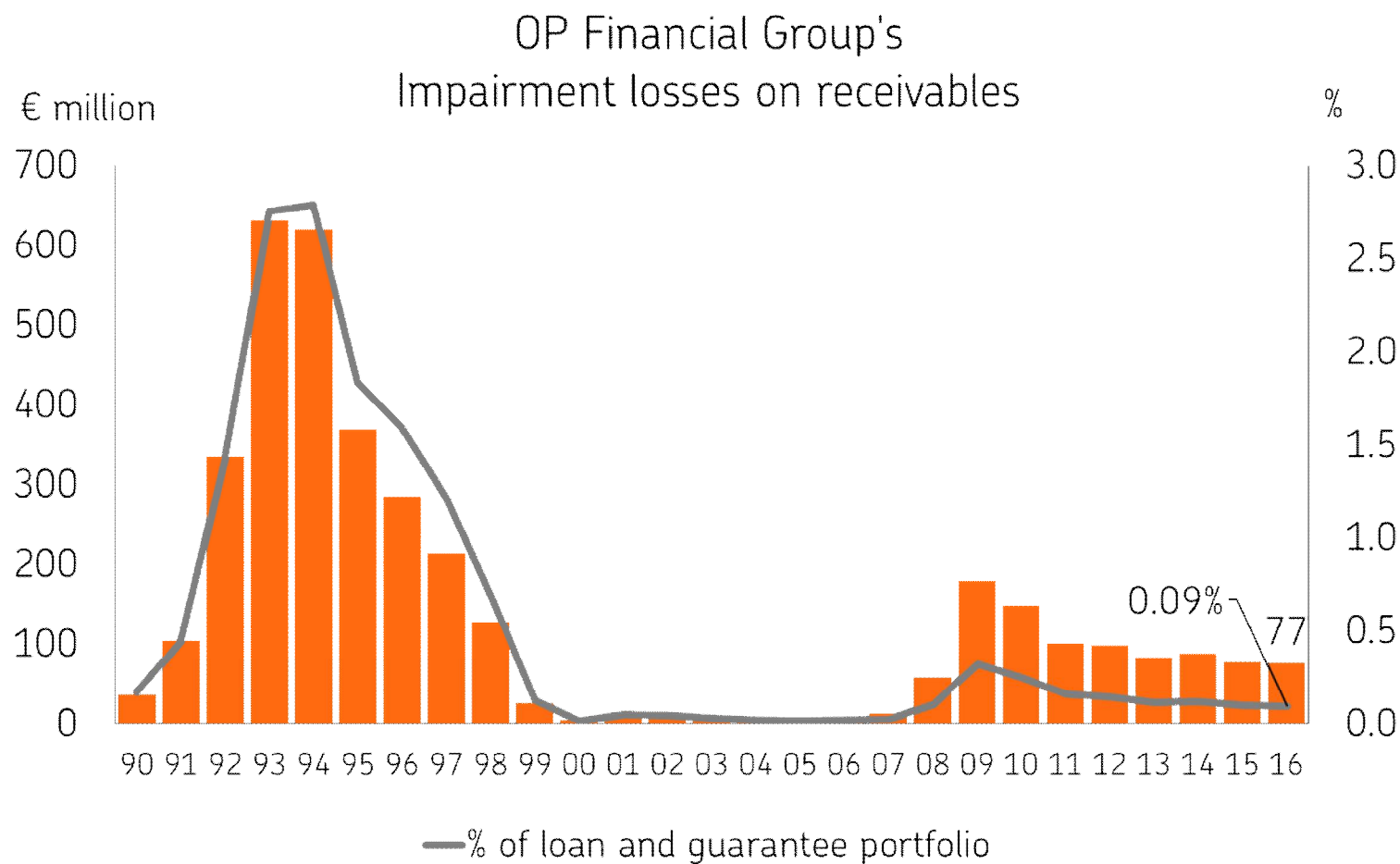
# Capital Adequacy under the Act on the Supervision of Financial and Insurance Conglomerates



## Statutory minimum requirement 100%

- In H1/2017, capital adequacy buffer was decreased by
  - capital buffer requirement (P2R) of 1.75% set by the ECB as part of SREP (-17 pps)
  - higher capital requirement caused by growth in banking operations
  - risk weight floors set by the ECB (-14 pps)
- As a result of the buffer requirements for banking and solvency requirement for insurance companies under Solvency II, the FiCo solvency does not reflect the minimum level of the capital base of the FiCo group but the level within which the group can operate without regulatory obligations resulting from buffers below the required level

# Impairment losses at a very moderate level



# CSR is an integral part of OP's business and strategy

CSR activities take economic, social and environmental responsibility into consideration

## CSR MATERIALITY MATRIX

Materiality matrix



## CODE OF BUSINESS ETHICS

By the end of 2016, all of OP's employees had committed to following the Code of Business Ethics by having completed a designated, compulsory online course

## CSR HIGHLIGHTS 2016–17

- Establishment of OP Asset Management's environmental, social and governance (ESG) unit
- Exclusion of high-carbon companies
- Signature of the Equator Principles
- Purchase of 100% renewable electricity for the HQ premises
- CSR audits of procurement partners
- The first externally assured GRI report (2015)
- Launch of the revision of OP's CSR Programme
- Record-high donations of EUR 6.3 million to Finnish universities
- Update of the materiality analysis and Stakeholder survey
- 100 person-years of volunteering project
- Alignment of the Sustainable Development Goals (SDG) with OP's CSR goals
- Putting Finland on a new growth path (#suominousuun) initiatives
- Quarterly sustainability analyses on OP funds available since July 2017
- Active increasing of proxy voting at AGMs

# OP aims to be a forerunner in CSR within the Finnish financial sector

## INTERNATIONAL CSR COMMITMENTS



OP Financial Group signed the UN Global Compact initiative in 2011, becoming committed to the initiative's ten principles on human rights, labour standards, environment and anti-corruption.



OP Wealth Management signed the UN Principles for Responsible Investment (UNPRI) in 2009, including OP Asset Management Ltd, OP Fund Management Company Ltd and OP Property Management Ltd.



OP signed the Montréal Carbon Pledge in 2015 and thereby committed to measure the carbon footprint of its funds. In its role as an investor, OP Wealth Management has signed CDP's climate change and water initiatives and, most recently, the deforestation initiative.



OP signed the Equator Principles in 2016 and thereby committed to project financing that manages risks related to environmental issues and social responsibility.

## PARTICIPATION IN CSR ORGANISATIONS

- OP is one of the founding members of Finland's Sustainable Investment Forum (FINSIF)
- OP is involved in Finnish FIBS CR Network, the Corporate Social Responsibility and Co-operative Affairs Working Group of the European Association of Co-operative Banks (EACB) as well as the Communication and CSR Committee of Unico Banking Group

## CSR REPORTING

As reporting principles, OP follows the Global Reporting Initiative (GRI) G4 framework (core) and the UN Global Compact and is developing its reporting in the direction of the IIRC framework. OP also takes into account the Financial Services Sector Supplement of the GRI Guidelines.

Since 2016, OP's CSR Report has been externally assured. Assurance was performed for CSR Report 2015 by KPMG and for CSR Report 2016 by Deloitte.

CSR Report is integrated with the Group's Annual Report.

# OP's and its issuing entities' performance in CSR indices

## OP Financial Group

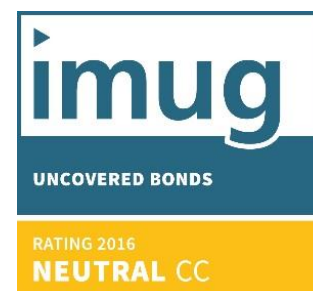


Source: Oekom, May 2016



Source: Vigeo, the most recent rating profile on above themes available as of April 2017

## OP Corporate Bank

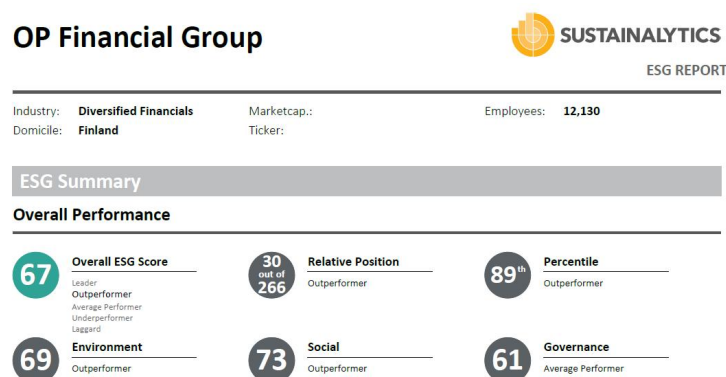


Source: Imug, March 2017



Source: MSCI, February 2016

## OP Financial Group



Source: Sustainalytics, June 2016



OP's CDP Survey  
Score in 2016:

**B**

Company has taken actions to address environmental issues beyond initial screenings or assessments.

Source: OP, Annual Report 2016 and CDP ([www.cdp.net/en](http://www.cdp.net/en))

## OP Mortgage Bank



Source: Imug, June 2016

## OP Financial Group's earnings analysis

€ million	H1/2017	H1/2016	2016	2015
Net interest income	530	528	1 058	1 026
Net insurance income	261	269	558	528
Net commissions and fees	458	437	859	855
Net investment income	235	182	390	432
Other operating income	69	94	122	46
Share of associates' profit/loss	12	4	1	9
<b>Total income</b>	<b>1 565</b>	<b>1 514</b>	<b>2 989</b>	<b>2 895</b>
Personnel costs	393	395	762	781
Depreciation/amortisation and impairment loss	95	75	160	162
Other operating expenses	366	305	646	577
<b>Total expenses</b>	<b>854</b>	<b>776</b>	<b>1 567</b>	<b>1 520</b>
Impairment loss on receivables	23	23	77	78
New OP bonuses accrued to owner-customers	108	102	208	197
<b>Earnings before tax</b>	<b>583</b>	<b>614</b>	<b>1 138</b>	<b>1 101</b>

# OP Financial Group's key figures

	30 June 2017	31 Dec. 2016	31 Dec. 2015	31 Dec. 2014	31 Dec. 2013	31 Dec. 2012	31 Dec. 2011	31 Dec. 2010
Total assets, € million	134 287	133 747	124 455	110 427	100 991	99 769	91 905	83 969
Receivables from customers, € million	80 201	78 604	75 192	70 683	68 142	65 161	60 331	56 834
Liabilities to customers, € million	61 405	60 077	58 220	51 163	50 157	49 650	41 304	36 443
Equity capital, € million	10 734	10 237	9 324	7 213	7 724	7 134	6 242	6 726
CET1 ratio, %	19.1	20.1	19.5	15.1	17.1 <sup>a</sup>	14.1 <sup>b</sup>	14.0 <sup>b</sup>	12.6 <sup>b</sup>
Capital adequacy ratio, %	21.7	23.1	22.9	17.3	19.8 <sup>a</sup>	14.1	14.0	12.8
Over 90 days past due receivables*, € million	388	356	319	270	292	311	296	204
Ratio of over 90 days past due receivables* to loan and guarantee portfolio, %	0.47	0.44	0.41	0.37	0.41	0.46	0.47	0.34
Loan and guarantee portfolio, € billion	82.8	81.3	77.8	73.6	71.0	67.7	62.8	59.4
Impairment loss on receivables, € million	23 <sup>d</sup>	77 <sup>c</sup>	78 <sup>c</sup>	88 <sup>c</sup>	84 <sup>c</sup>	99 <sup>c</sup>	101 <sup>c</sup>	149 <sup>c</sup>
Impairment loss on receivables / loan and guarantee portfolio, %	0.06 <sup>d</sup>	0.09 <sup>c</sup>	0.10 <sup>c</sup>	0.12 <sup>c</sup>	0.12 <sup>c</sup>	0.15 <sup>c</sup>	0.16 <sup>c</sup>	0.25 <sup>c</sup>
Personnel	12 306	12 227	12 130	12 356	12 856	13 290	13 229	12 504

a) As of 1 January 2014

b) Core Tier 1 ratio

c) January-December

d) January-June

## OP Financial Group's key ratios

	H1/2017	2016	2015	2014	2013	2012	2011	2010
Average corporate loan margin, % <sup>a</sup>	1.38	1.41	1.38	1.44	1.57	1.52	1.34	1.36
Cost/income ratio, %	55	52	53	56	62	63	63	59
Return on equity (ROE), %	9.2	9.4	10.3	8.1	8.9	7.0	6.8	6.9
Return on assets (ROA), %	0.7	0.7	0.7	0.6	0.7	0.5	0.5	0.5

a) OP Corporate Bank's corporate loan portfolio