### DEPFA BANK plc: 2nd Quarter 2007 Results Investor Presentation

23<sup>rd</sup> July 2007

**DEPFA BANK plc** 





Dublin Amsterdam Chicago Copenhagen Frankfurt Hong Kong London Madrid Milan Mumbai New York Nicosia Paris Rome San Francisco Sao Paulo Tokyo Warsaw

# Highlights

- > Budget Finance new commitments increase by 17% to €14.2bn from Q1 07; further tightening of credit spreads
- > Infrastructure Finance with another strong quarter; on track for doubling of revenues in 2007 vs. 2006
- > Client Product Services with growth in deferred profit reserves increasing by €8m to €29 m on top of IFRS earnings
- > Global Markets result held back by impact of legacy positions and generally weak trading quarter
- > Balance sheet: Cost of funding again marginally improved for overall portfolio; capacity for growth if credit spreads widen

	Q2	Q2	Change	1H	1H	Change
Pre tax profits in Em	2007	2006	%	2007	2006	%
Budget Finance	171	145	18%	331	276	20%
Infrastructure Finance	20	8	150%	32	12	167%
Client Product Services	7	11	-36%	8	30	-73%
Global Markets	-22	30		-17	70	
Corporate Centre	-17	-20	-15%	-40	-28	43%
Total Group pre Tax	159	174	-9%	314	360	-13%
Group Net Income	126	140	-10%	249	274	-9%
Cost/Income Ratio	30.6%	24.3%		30.4%	24.1%	
RoE after taxes	17.3%	22.8%		17.5%	22.9%	

# **P&L** Overview

€million	Q2 2007	Q2 2006	Change	Change %	1H 2007	1H 2006	Change	Change %
Net interest income	101	110	-9	-8%	202	217	-15	-7%
Net fee and commission income	9	12	-3	-25%	15	17	-2	-12%
Net trading income	8	41	-33	-80%	20	103	-83	-81%
Gains less losses from financial assets	111	67	44	66%	214	137	77	56%
Total operating income	229	230	-1	0%	451	474	-23	-5%
staff costs	-38	-33	-5	15%	-75	-70	-5	7%
Administrative expenses	-26	-19	-7	37%	-52	-37	-15	41%
Depreciation and amortisation	-4	-2	-2	100%	-7	-4	-3	75%
Other operating expenses	-2	-2	0	0%	-3	-3	0	0%
Operating expenses	-70	-56	-14	25%	-137	-114	-23	20%
Net operating income before impairment loss	159	174	-15	-9%	314	360	-46	-13%
Impairment losses on loans and advances	0	0			0	0		
Profit before taxation	159	174	-15	-9%	314	360	-46	-13%
Taxation	-33	-34	1	-3%	-65	-86	21	-24%
Group net income	126	140	-14	-10%	249	274	-25	-9%
Key ratios								
Cost/income ratio	30.6%	24.3%			30.4%	24.1%		
EPS (€)	0.36	0.41			0.72	0.80		
RoE after taxes	17.3%	22.8%			17.5%	22.9%		



# **Client Facing Segments with strongest quarter ever**

#### Profit before tax:

	200	7	2006			Average Quarter	
€m	Q2	Q1	Q4	Q3	Q2	Q1	2006
Budget Finance	171	160	139	140	145	131	139
Infrastructure Finance	20	12	13	11	8	4	9
Client Product Services	7	1	6	1	11	19	9
Sub-Total Client Facing Segments	198	173	158	152	164	154	157
Global Markets	-22	5	27	25	30	40	31
Corporate Centre	-17	-23	-33	-43	-20	-8	-26
Total	159	155	152	134	174	186	162



## **Client Facing Segments – NII and Non-Interest Revenues**

#### NET INTEREST INCOME

	200	2006				Average Quarter	
€m	Q2	Q1	Q4	Q3	Q2	Q1	2006
Budget Finance	85	89	91	89	90	86	89
Infrastructure Finance	19	16	15	12	6	6	10
Client Product Services	6	3	3	-1	2	-2	1
Sub-Total Client Facing Segments	110	108	109	100	98	90	99
Global Markets	-2	-1	8	10	19	22	15
Corporate Centre	-7	-6	-10	-9	-7	-5	-8
Total	101	101	107	101	110	107	106

#### Comments

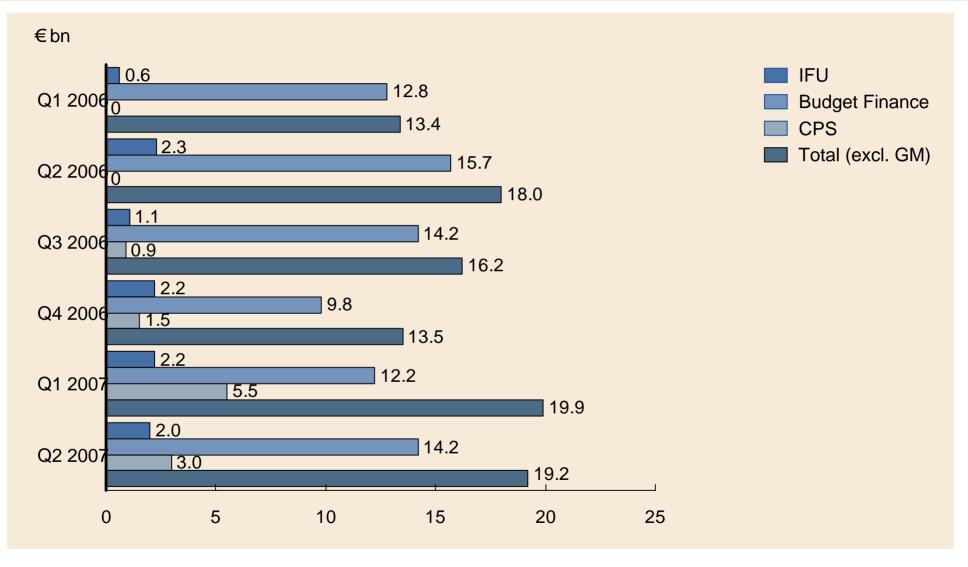
- Net Interest Income from locked in credit spreads is € 110m making Q2 the highest of the last 6 quarters
- IFU portion of revenues doubled within first half of 2007
- Trend in profit contribution from client facing segments continues

#### NON-INTEREST REVENUES

	200	7		200	6		Average Quarter
€m	Q2	Q1	Q4	Q3	Q2	Q1	2006
Budget Finance	112	97	70	70	74	69	71
Infrastructure Finance	9	2	4	3	7	2	4
Client Product Services	10	6	10	8	14	27	15
Sub-Total Client Facing Segments	131	105	84	81	95	98	90
Global Markets	-15	10	23	20	16	26	21
Corporate Centre	12	6	-1	-15	9	13	2
Total	128	121	106	86	120	137	112

# Second Quarter – Client Facing Segments

#### New Commitments remain strong, despite further tightening credit spreads





€million	Budget finance	Other segments	Total
Volume as at 31/03/2007	182,919	38,752	221,671
New commitments	14,203	6,655	20,858
Sales	-8,355	- 782	-9,137
Maturities and other	-5,550	-1,274	-6,824
Volume as at 30/06/2007	183,217	43,351	226,568

#### Comments

- Volumes in Budget Finance up vs. Q1 2007 on strong new commit-ments (+17% vs. Q1)
- Overall volumes increase more significantly, due to increasing contribution from other segments
- Strong pipeline in all business segments for the remainder of the year
- Sales volume reflects active portfolio management exploiting continued credit spread tightening

# **Budget Finance**

# **Financials**

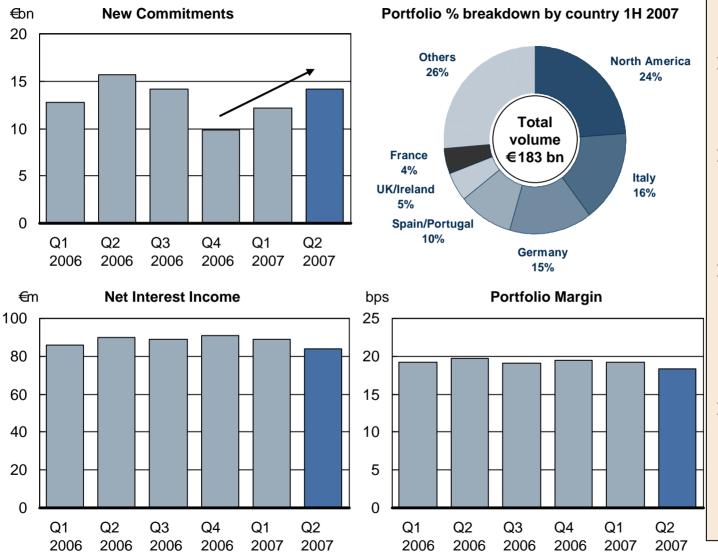


- >Continued sustainable public sector asset origination flow and stable funding composition
- Focus on increasing the total return of the portfolio whilst maintaining stable portfolio size and high credit quality
- Combined net interest income and non-interest revenues up significantly Quarter-on-Quarter
- Continued improvement in cost of sub-libor funding and extension of tenors.



# **Budget Finance**

#### **Lending Business**



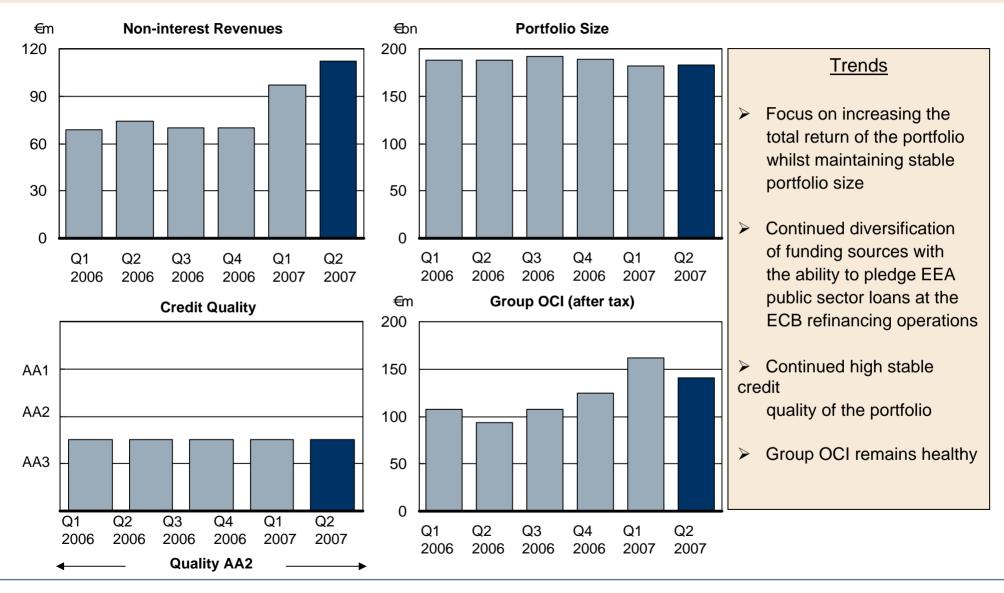
#### Trends

- Growth in new commitments to €14.2bn for Q2, an increase of 17% from Q1
- Further diversification in country mix; U.S., Spain, Italy and Japan represent the main areas of origination
- As expected tighter spreads resulting in slightly lower portfolio margin more than compensated by noninterest income revenues
- Globally diversified funding platforms leading to continued improvement in sub-libor funding and extension of tenors



# **Budget Finance**

#### **Portfolio Management**



## **Infrastructure Finance**

# **Financials**



	20	07		20	06		Change Q2 v Q2	
€m	Q2	Q1	Q4	Q3	Q2	Q1		
Net interest income	19	16	15	12	6	6	13	
Non-interest revenues	9	2	4	3	7	2	2	
Total operating income	28	18	19	15	13	8	15	
Operating expenses	-8	-6	-6	-4	-5	-4	-3	
Profit before taxation	20	12	13	11	8	4	12	

- > New commitments: 23 new transactions totaling ca. €2 bn (of which €1.1bn was AAA wrapped)
- Deals broadly based in 10 different countries, and covering ports, roads, healthcare, schools, car parking, water and power
- >NII of €19m is strong, reflecting the core income from the growing portfolio
- > Sale of assets realized €7m: as a result of managing counterparty exposure



# **Client Product Services**

# **Financials**



	2007			20		Change	
€m	Q2	Q1	Q4	Q3	Q2	Q1	Q2 v Q2
Net interest income	6	3	3	-1	2	-2	4
Non-interest revenues	10	6	10	8	14	27	-4
Total operating income	16	9	13	7	16	25	0
Operating expenses	-9	-8	-7	-6	-5	-6	-4
Profit before taxation	7	1	6	1	11	19	-4

#### Interest Rate Swaps:

- > Continued development of CRM / IFU synergies and continued geographical diversification
- > Deferred P&L on client derivatives comprises of €29m (up by €8m compared to Q1)
- Structured Credit / Securitization
- > Continued increase in volumes and geographical expansion with strong pipeline
- <u>GIC:</u>
- > Strong performance from the GIC book; the balance of the GIC book now stands at \$4.5bn

# **Global Markets**

# **Financials**

	2007			20	06		Change
€m	Q2	Q1	Q4	Q3	Q2	Q1	Q2 v Q2
Net interest income	-2	-1	8	10	19	22	-21
Non-interest revenues	-15	10	23	20	16	26	-31
Total operating income	-17	9	31	30	35	48	-52
Operating expenses	-5	-4	-4	-5	-5	8	0
Profit before taxation	-22	5	27	25	30	40	-52

>Negative NII caused by continued negative impact from legacy positions

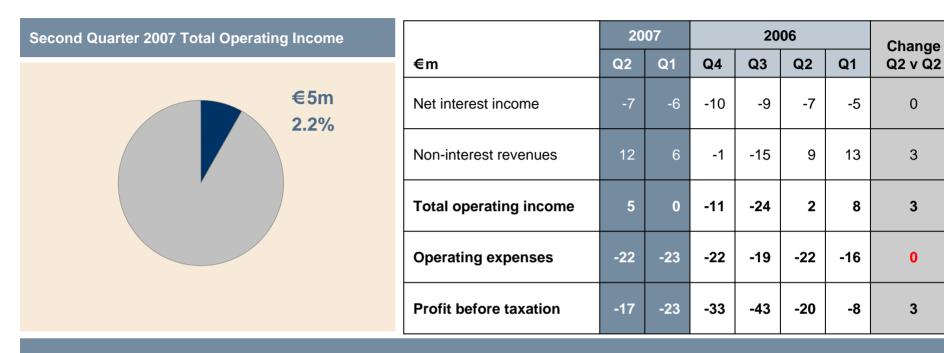
> Very poor trading performance which is spread over a number of trading desks

>Continued diversification into uncorrelated trading desks and expansion of product catalogue



# **Corporate Centre**

# **Financials**



- > Increase in non-interest revenues predominantly caused by non-integrated hedges
- Stable expense development



# Appendix

#### **DEPFA BANK** plc





Dublin Amsterdam Chicago Copenhagen Frankfurt Hong Kong London Madrid Milan Mumbai New York Nicosia Paris Rome San Francisco Sao Paulo Tokyo Warsaw

				Other compreh	ensive income		
	Share capital	Share premium	Retained Earnings	Unrealised Gains/Losses on Cashflow Hedges	Unrealised Gains/Losses on Securities	Total Equity	2006
Equity 1 January 2007	106	1,142	1,402	2	125	2,777	2,304
Profit for period			249			249	274
Change in other reserves				0	14	14	-21
Purchase of own shares			-9			-9	-9
Share based payments			13			13	18
Dividends			-138			-138	-86
Equity 30th June 2007	106	1,142	1,517	2	139	2,906	2,480



€million	Budget finance	Infra- structure finance	Client product services	Global markets	Corporate Centre	Total
Volume as at 31/03/2007	182,919	10,124	10,131	14,322	4,175	221,671
New commitments	14,203	1,956	3,039	1,660	0	20,858
Sales	-8,355	-148	-578	-56	0	-9,137
Maturities and other	-5,550	-81	-193	-391	-609	-6,824
Volume as at 30/06/2007	183,217	11,851	12,399	15,535	3,566	226,568

€million	Q2 2007	Q2 2006	% Change	1H 2007	1H 2006	% Change
Net interest income	85	90	-6%	174	176	-1%
Non interest revenues	112	74	51%	209	143	46%
Total operating income	197	164	20%	383	319	20%
Operating expenses	-26	-19	37%	-52	-43	21%
Profit before taxation	171	145	18%	331	276	20%
Average equity	1,458	1,290	13%	1,465	1,308	12%
Financing volume (on B/S)	160,079	167,418	-4%	160,079	167,418	-4%
Financing volume (off B/S)	23,138	20,723	12%	23,138	20,723	12%



€million	Q2 2007	Q2 2006	% Change	1H 2007	1H 2006	% Change
Net interest income	19	6	217%	35	12	192%
Non interest revenues	9	7	29%	11	9	22%
Total operating income	28	13	115%	46	21	119%
Operating expenses	-8	-5	60%	-14	-9	56%
Profit before taxation	20	8	150%	32	12	167%
Average equity	481	208	131%	448	173	159%
Financing volume (on B/S)	8,597	4,057	112%	8,597	4,057	112%
Financing volume (off B/S)	3,254	1,675	94%	3,254	1,675	94%



€million	Q2 2007	Q2 2006	% Change	1H 2007	1H 2006	% Change
Net interest income	6	2	200%	9	0	n/a
Non interest revenues	10	14	-29%	16	41	-61%
Total operating income	16	16	0%	25	41	-39%
Operating expenses	-9	-5	80%	-17	-11	55%
Profit before taxation	7	11	-36%	8	30	-73%
Average equity	102	38	168%	95	30	217%
Financing volume (on B/S)	12,399	0	n/a	12,399	0	n/a
Financing volume (off B/S)	0	0	n/a	0	0	n/a



€million	Q2 2007	Q2 2006	% Change	1H 2007	1H 2006	% Change
Net interest income	-2	19	n/a	-3	41	n/a
Non interest revenues	-15	16	n/a	-5	42	n/a
Total operating income	-17	35	n/a	-8	83	n/a
Operating expenses	-5	-5	0%	-9	-13	-31%
Profit before taxation	-22	30	n/a	-17	70	n/a
Average equity	479	706	-32%	533	737	-28%
Financing volume (on B/S)	15,535	13,111	18%	15,535	13,111	18%
Financing volume (off B/S)	0	0	n/a	0	0	n/a



€million	Q2 2007	Q2 2006	% Change	1H 2007	1H 2006	% Change
Net interest income	-7	-7	0%	-13	-12	8%
Non interest revenues	12	9	33%	18	22	-18%
Total operating income	5	2	150%	5	10	-50%
Operating expenses	-22	-22	0%	-45	-38	18%
Profit before taxation	-17	-20	-15%	-40	-28	43%
Average equity	399	215	86%	347	165	110%
Financing volume (on B/S)	3,566	4,965	-28%	3,566	4,965	-28%
Financing volume (off B/S)	0	0	n/a	0	0	n/a

