



# Successful start to the year:

OLB continues highly profitable and efficient growth path in volatile market environment

First quarter 2023 (IFRS)



# Operating performance and profitability reliably at high levels

## Growth

**+18.2%**

Operating income  
(y-o-y)



- › Strong customer business in the first quarter of the year

## Cost management

**36.8%**

Cost-income ratio  
(CIR)



- › Further improvement despite inflationary pressure

## Profitability

**15.5%**

RoE

**17.5%**

RoE

[pro-rata bank levy]<sup>1)</sup>



- › Successful start to the year with excellent return on equity

## Solidity

**14.1%**

CET1 ratio

**211%**

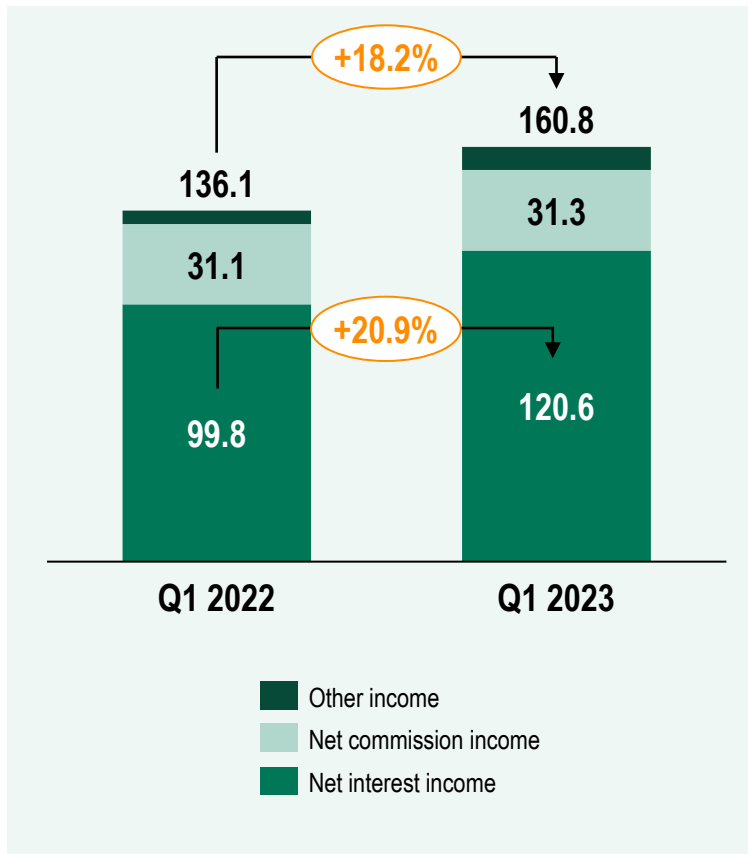
LCR



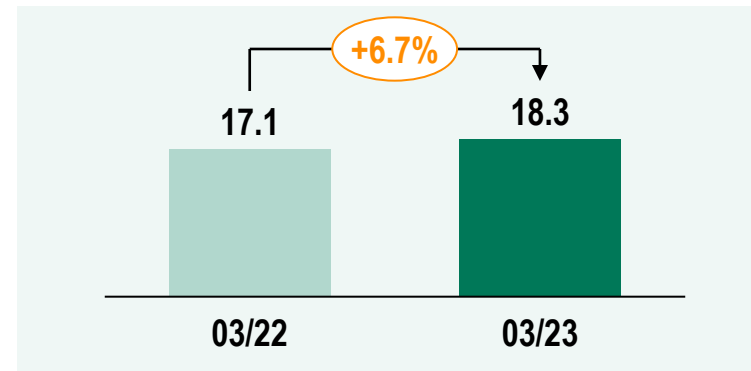
- › Deliberate high capital and liquidity buffers in light of volatile markets

# Strong customer business drives double-digit growth

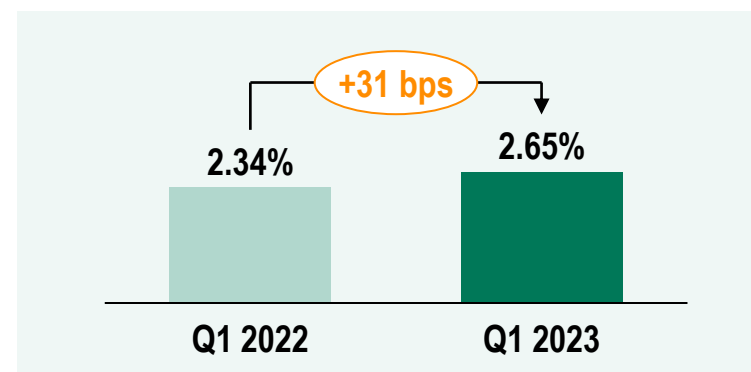
## Operating income [€m]



## Loan volume [€bn]



## Net interest margin



## Comments

- › Operating income increased by 18% due to strong net interest income
- › Net interest income rises significantly by 21%
  - › All sub-segments contribute to net interest income growth
  - › Positive price effects due to stable deposit base
  - › Net interest margin substantially improved to 2.65%
- › Net commission income slightly above previous year at €31.3m
- › Strong trading business (foreign exchange trading, interest rate hedging, derivative transactions with corporate customers)
- › Loan volume growth remains well diversified across sub-segments

# Continued strong business performance in the segments

## Private & Business Customers



- › Increase in portfolio volume of private mortgage loans to €7.4bn, with budgeted lower volumes in Germany more than compensated by growth in Netherlands
- › Continued deposit growth underpins solidity of OLB's business model
- › First customer group successfully migrated to new FNZ securities platform, a key business enabler in securities business
- › Cooperation with Raisin and Check24 in the area of fixed-term deposits and with smava/Finanzcheck in the area of instant loans recently started
- › Start of EasySetup process for simplified onboarding into the banking app
- › Expansion of banking products and features over digital applications continues, latest feature added: easy fixed-term deposits

**+28.7%**

Operating income  
(y-o-y)

**42.9%**

CIR

**33.8%**

RoReC<sup>1)</sup>

## Corporates & Diversified Lending



- › Further growth in Q1 2023, 3.3% increase in loan volume
- › Successful business performance drives net interest income
- › Operating expenses and risk costs remain under control
  - › CIR of approx. 18.9%
  - › Strong revenue growth significantly improves profitability (RoReC) of 20.6% (Q1 2022: 15.3%)
- › Corporates segments benefits from granular, growing and stable deposit base
- › Football Finance able to capitalize on high market share in transfer financing in Europe<sup>2)</sup>
- › AQF with continued earnings growth and supported by strong performance of recently acquired NIBC portfolio
- › New business lines grow as expected

**+19.3%**

Operating income  
(y-o-y)

**18.9%**

CIR

**20.6%**

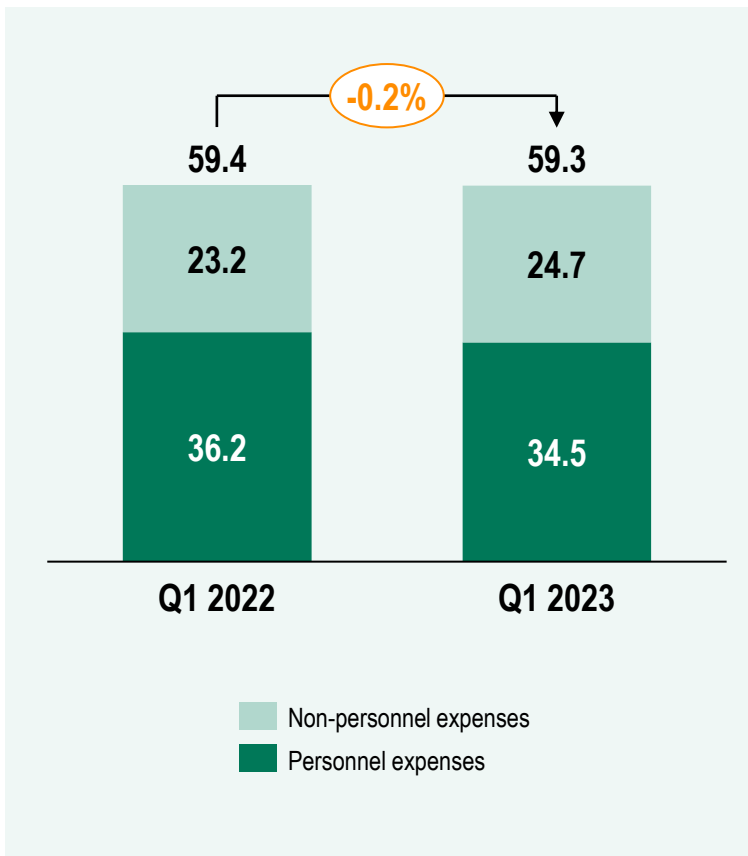
RoReC<sup>1)</sup>

1) Return on Equity @12.5% CET1 ratio

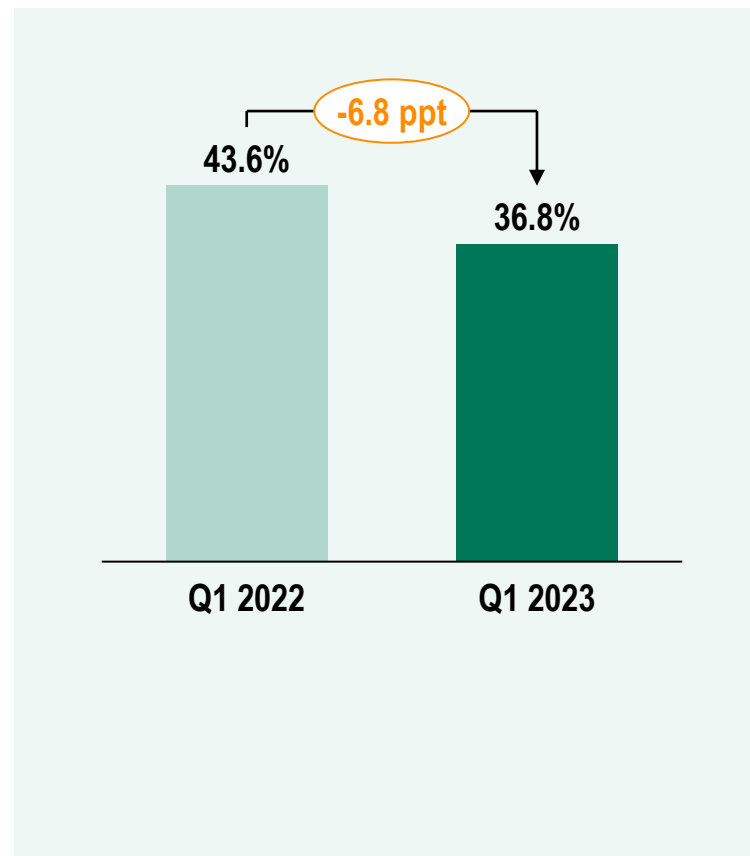
2) Based on company assessment

# Consistent cost management successfully continued

## Operating expenses [€m]



## Cost-income ratio

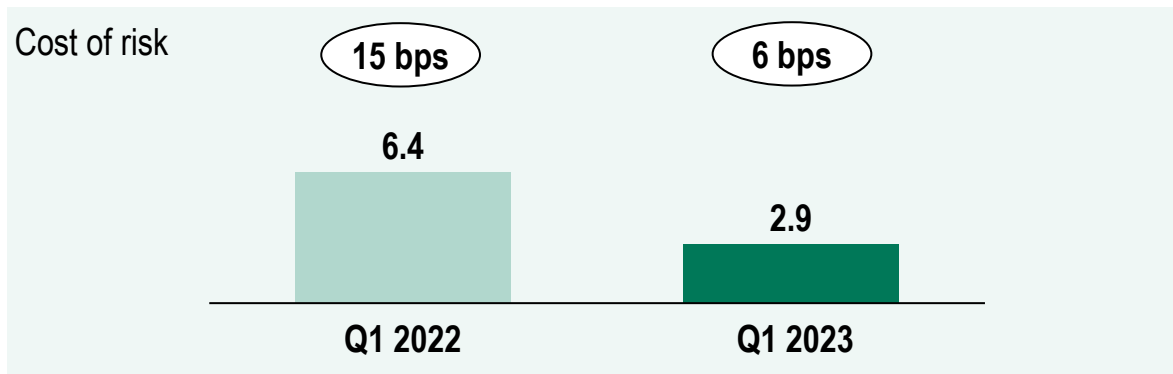


## Comments

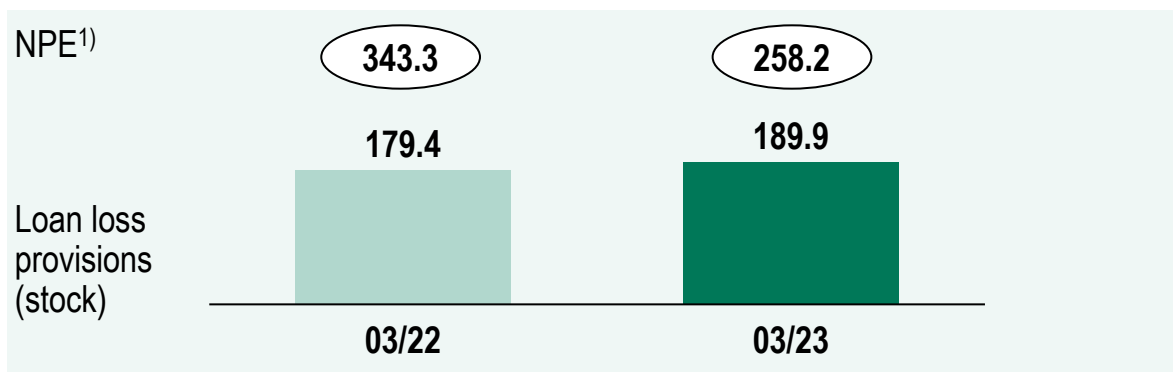
- › Inflationary trends countered by continued strict cost management
- › Cost-income ratio falls below 37% supported by strong revenue growth
- › Degussa Bank related acquisition costs included

# High credit quality due to diversified portfolio and conservative lending standards

## Risk provisioning in the lending business [€m] and cost of risk



## Loan loss provisions (stock) and non performing exposures (NPE) [€m]



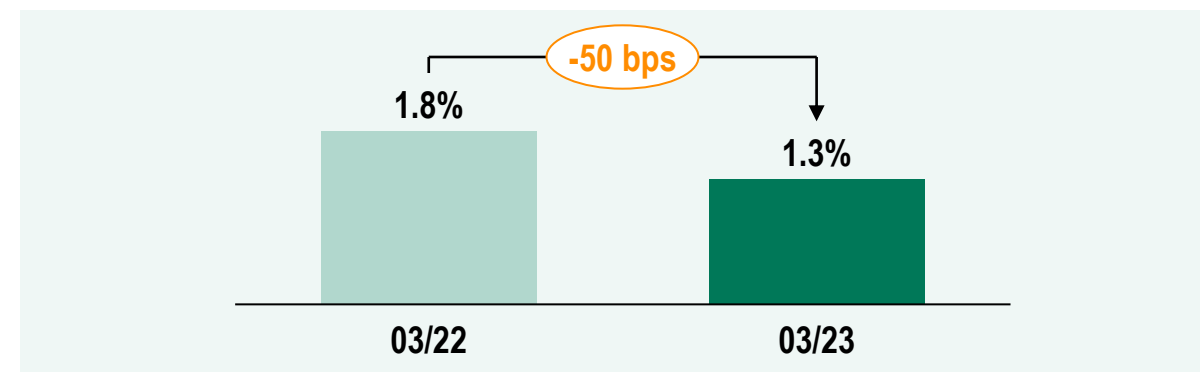
Rounding differences may occur

1) NPE incl. accrued interest

## Comments

- › Diversified loan portfolio due to balanced business model
- › Risk costs at a low level in the first quarter
- › Continuous improvement of risk profile through proactive monitoring and active NPL management - NPE volume reduced by around €100m (y-o-y)
- › NPL ratio further significantly reduced by 50 basis points to 1.3% compared to Q1 2022

## NPL ratio

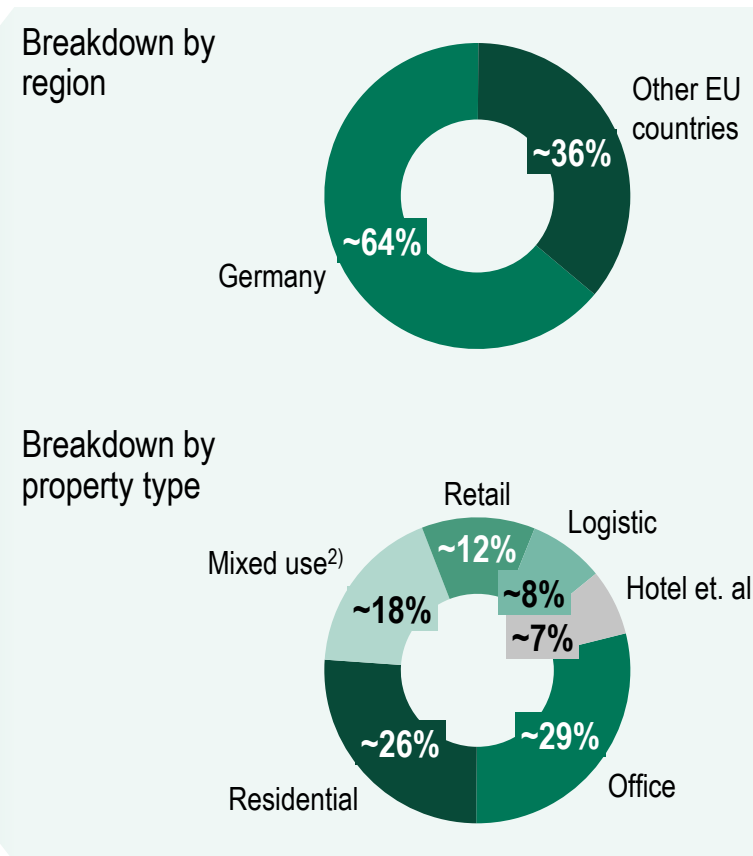


# Focus topic: Commercial Real Estate (CRE) accounts for only ~4% of the total loan portfolio

CRE proportion of loan portfolio<sup>1)</sup> [€bn]



Breakdown of the CRE portfolio<sup>1)</sup>



Comments

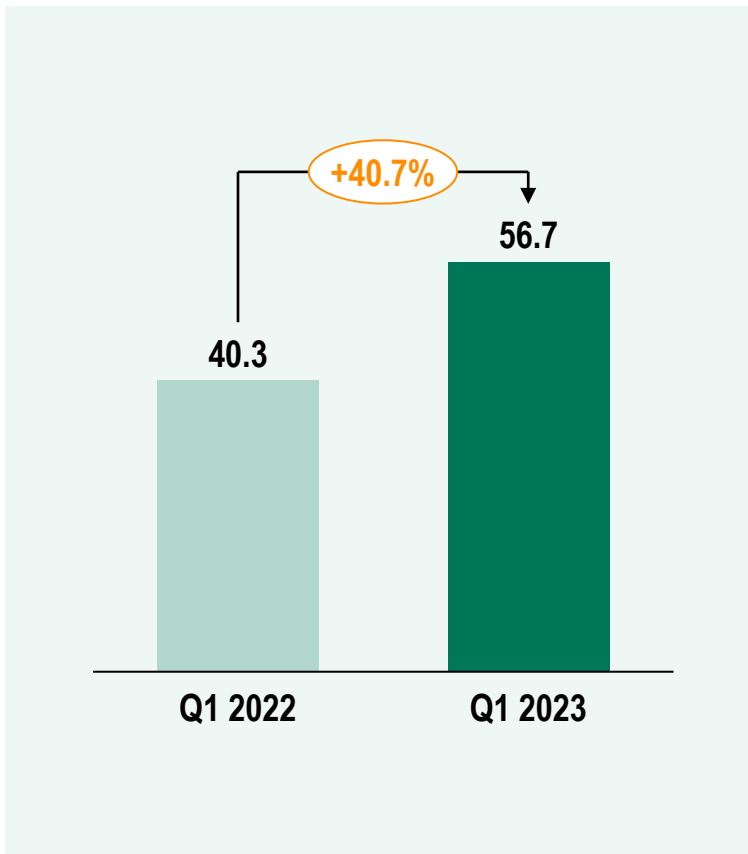
- › CRE with low relative share of ~4% of total loan portfolio, slightly declining compared to 03/2022
- › 100% of portfolio in EU countries, **no** US and UK exposure; essentially all senior secured/mortgage-backed financings
- › Selective business approach – very prudent underwriting guidelines, focused on professional well-capitalized sponsors
- › >90% of deals are self-originated via direct and long-standing client relationships; limited volume from participations in syndications
- › No financing of pure development loans (property developers) since Q3 2021
- › NPL ratio at 2.1%, coverage ratio at 100%
- › LTV at 64% based on current valuations
- › Average loan volume of €20m with remaining maturity of 2 years<sup>3)</sup>

1) On the basis of exposure at default, data as of 31 March 2023  
2) Refurbishment or expansion of existing properties

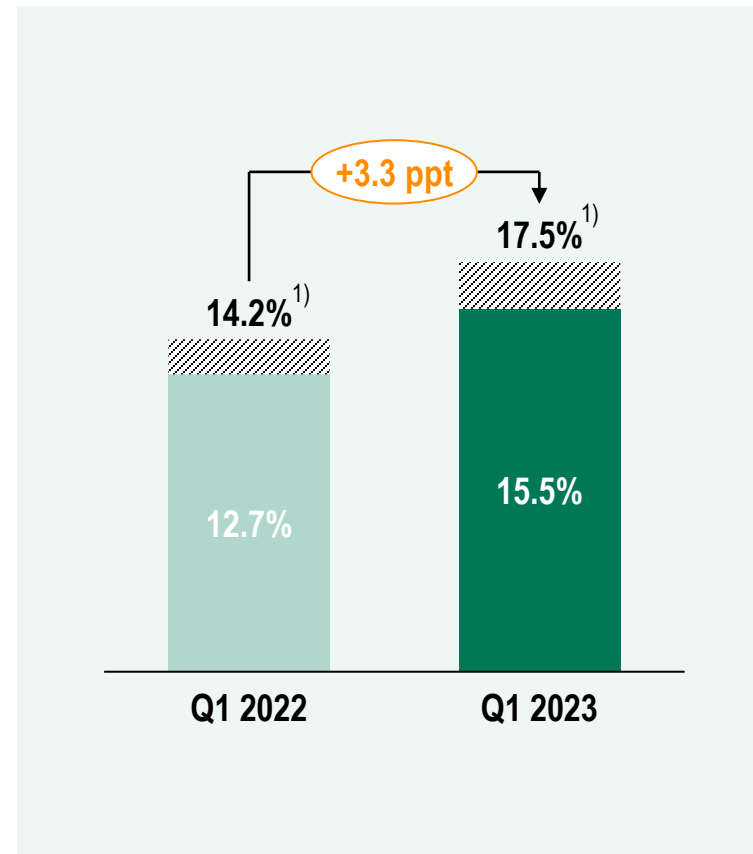
3) As of 31 March 2023

# Successful start to the financial year with excellent profitability

Result after taxes [€m]



Return on Equity after taxes



Comments

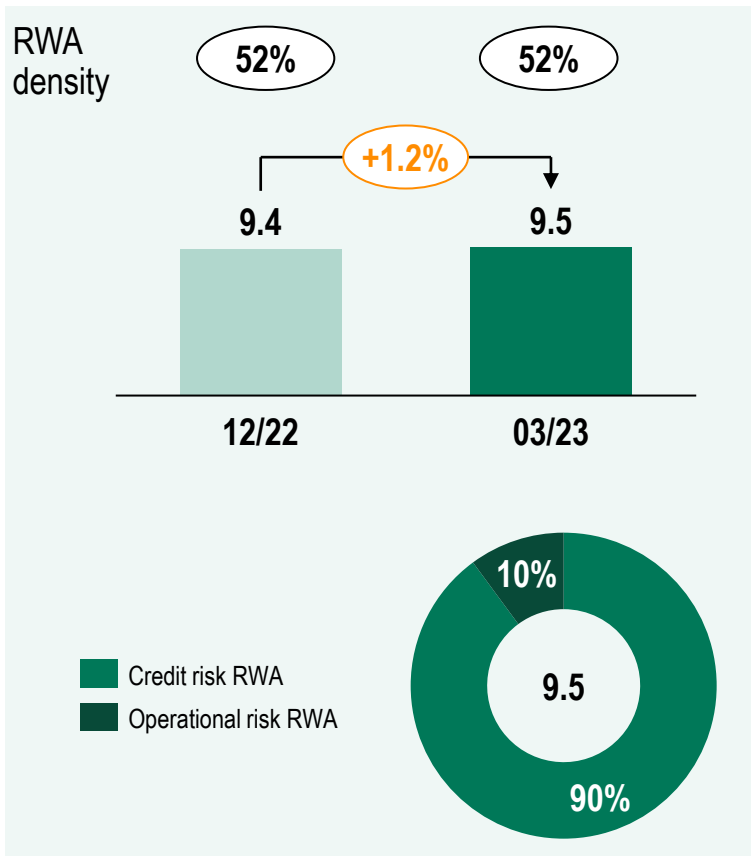
- › Profit after tax increased by more than 40% to €56.7m
- › Bank levy in the amount of €13.6m for 2023 fully paid in Q1 2023
- › Return on Equity after tax at 15.5% resp. 17.5% (pro-rata bank levy) significantly above target level

1) Taking into account the bank levy on a pro rata basis

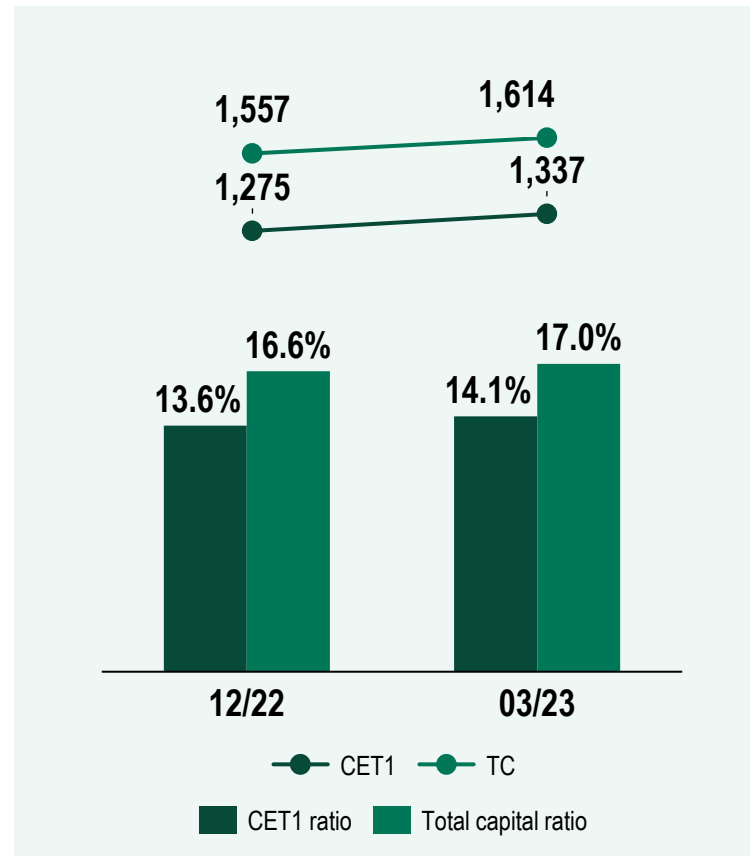


# High capital resources in view of volatile market environment

## RWA [€bn]



## Regulatory capital<sup>1)</sup> [€m]



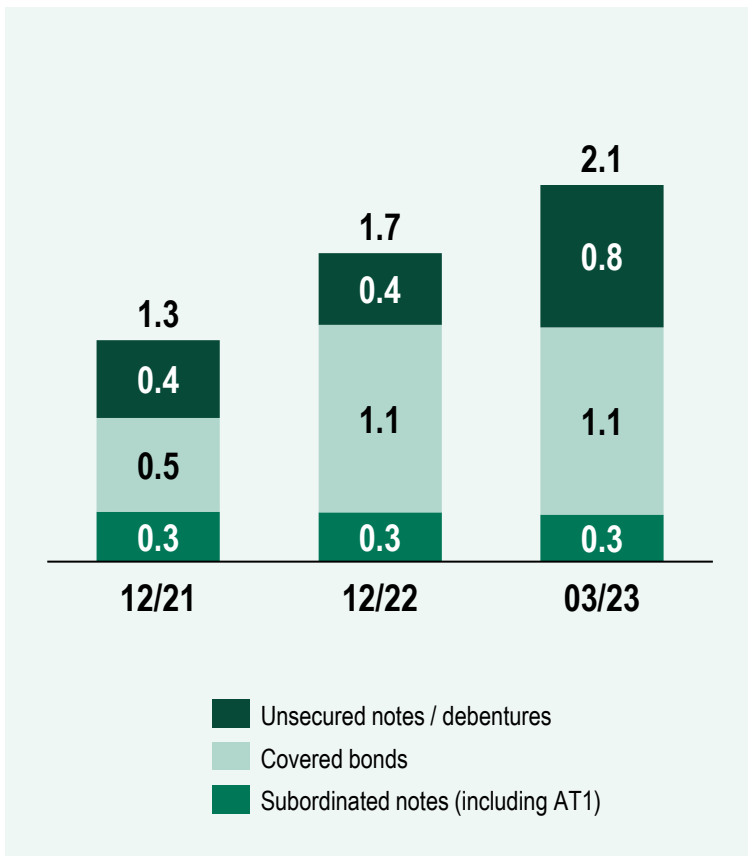
## Comments

- › CET1 ratio of 14.1% deliberately above management target given market uncertainty, as well as financing the Degussa Bank acquisition at closing
- › Evolution of regulatory capital base reflects €30.2m dividend for FY22 and retention of H2 2022 profit of €77.6m in Q1 2023
- › Additionally, successful completion of a synthetic risk transfer in March 2023
  - › CET1 ratio improved by ~50 bp through RWA and capital effects
  - › RWA reduction by more than €400m
- › RWA at €9.5bn, virtually no rating migration perceived
- › MDA threshold at 9.30% (MDA buffer: €455.7m or 4.81%)
- › Leverage ratio as of 31 March 2023 at 5.47% (as of 31 December 2022 at 5.32%)

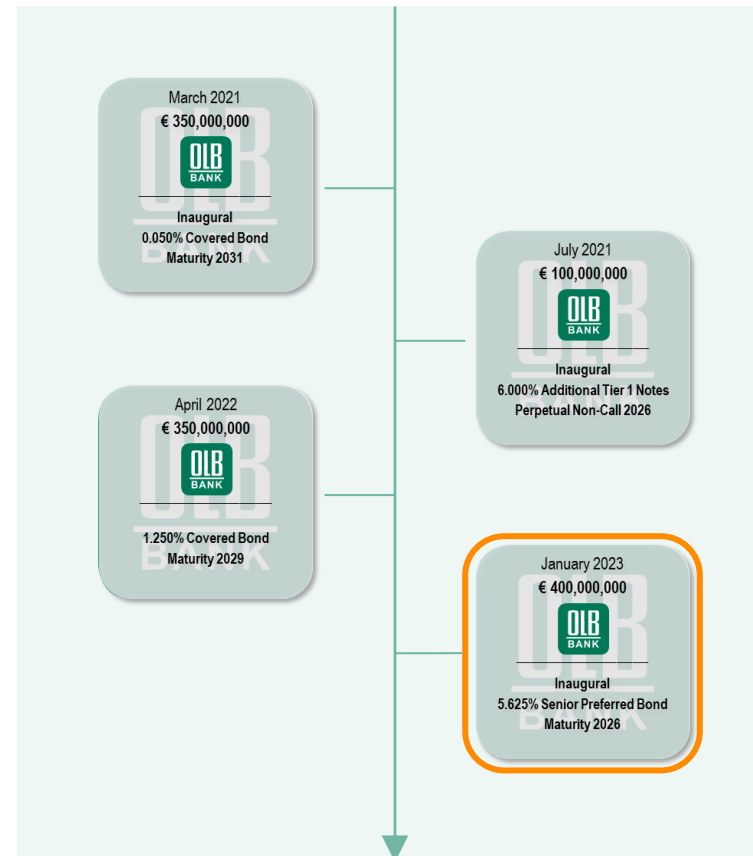
1) Regulatory capital position, therefore German Commercial Code (HGB)

# Gradual strengthening of capital market presence

## Outstanding own issuances<sup>1)</sup> [€bn]



## Growing presence on the capital market



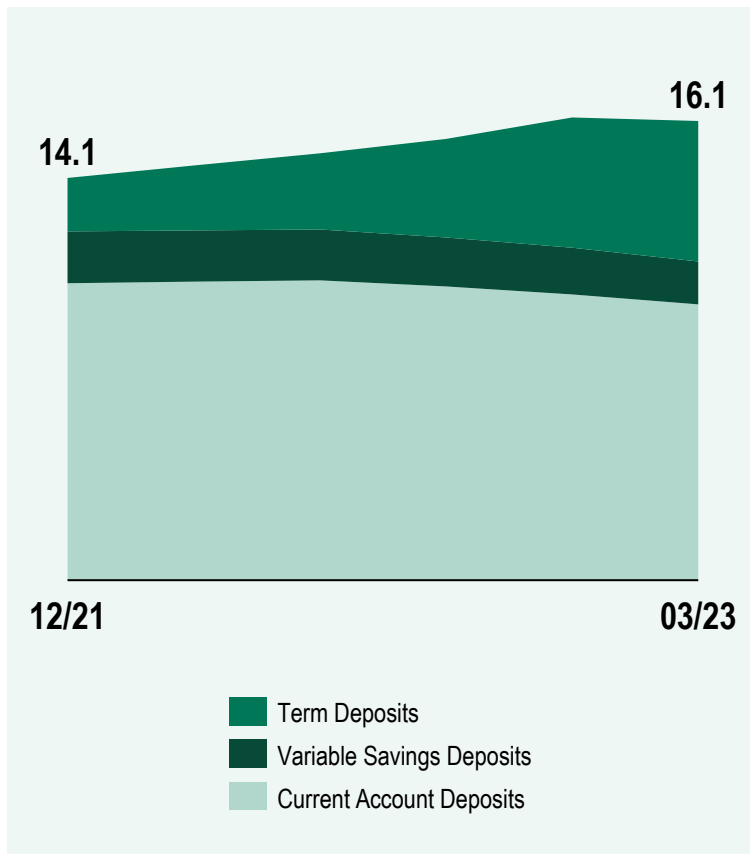
## Comments

- › Further diversification of funding through first-time issuance of a €400m senior preferred bond
- › Stable investment grade rating since Moody's first rating in 2019; with positive outlook since September 2022
- › LCR at 211% (12/2022: 174%)
- › NSFR at 118% (12/2022: 118%)

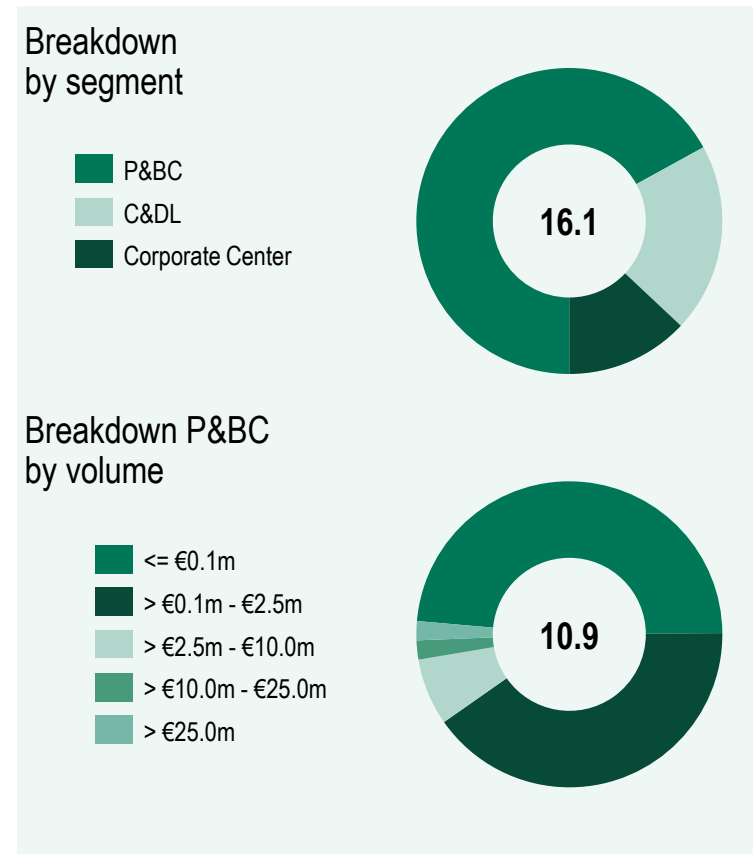
1) Excluding ABS Weser Funding

# Focus topic: Granular and sticky deposits as a solid refinancing base

## Deposit development [€bn]



## Composition of deposits [€bn]





## Comments


- › Deposits have grown by €1.8bn vs. Q1 2022 to €16.1bn and remained broadly stable in Q1 2023
- › High granularity and stability due to deposits from regional retail business
- › Average deposit volume in retail business of ~€16k
- › >90% of total deposits protected by deposit protection schemes
- › Shift from variable products to time deposits as expected; trend will continue in the course of the year
- › Overall deposit beta remains favorable at 13%
  - › Cumulative deposit beta of retail deposits ~9%
  - › As expected, deposit beta for corporate deposits higher at ~25%
- › Average interest rate on deposits at 0.71% in Q1 2023

# Continued outperformance in uncertain macroeconomic environment

## Outlook

 Further topline expansion and strict cost management expected to compensate inflationary environment and further support CIR

 Strong revenue momentum, cost discipline and risk management expected to lead to a return on equity ahead of mid-term target

 Current capitalization above target reflects uncertain macro outlook and pending Degussa Bank acquisition

## Mid-term target

**≤40%**  
Cost-income ratio

**14-16%**  
Return on Equity after taxes  
through the economic cycle

**>12.25%**  
CET1 ratio

We continue to plan for a potential IPO to be conducted in a stabilized market environment





# Appendix

# Income statement and key ratios

## OLB Group

P&L [€m]	Q1 2023	Q1 2022	Δ in %
Net interest income	120.6	99.8	20.9
Net commission income	31.3	31.1	0.4
Trading result	0.7	0.3	> 100.0
Other income	7.5	2.0	> 100.0
Result from non-trading portfolio	0.7	2.9	-76.4
<b>Operating income</b>	<b>160.8</b>	<b>136.1</b>	<b>18.2</b>
Personnel expenses	-34.5	-36.2	-4.5
Non-personnel expenses	-18.8	-16.5	14.3
Depreciation, amortization and impairments of intangible and tangible fixed assets	-5.3	-6.1	-12.8
Other expenses	-0.5	-0.6	-12.3
<b>Operating expenses</b>	<b>-59.3</b>	<b>-59.4</b>	<b>-0.2</b>
<b>Operating result</b>	<b>101.6</b>	<b>76.7</b>	<b>32.4</b>
Expenses from bank levy and deposit protection	-15.1	-11.0	37.7
Risk provisioning in the lending business	-2.9	-6.4	-55.2
Result from restructurings	0.0	0.0	-63.5
<b>Result before taxes</b>	<b>83.6</b>	<b>59.3</b>	<b>40.9</b>
Income tax	-26.9	-19.0	41.5
<b>Result after taxes (profit)</b>	<b>56.7</b>	<b>40.3</b>	<b>40.7</b>

Key performance indicators	Q1 2023	Q1 2022	Δ
Return on Equity after taxes	15.5%	12.7%	2.8 ppt
Return on Equity after taxes (pro-rata bank levy) <sup>1)</sup>	17.5%	14.2%	3.3 ppt
Cost-income ratio	36.8%	43.6%	-6.8 ppt
Cost-income ratio (including regulatory expenses)	46.2%	51.7%	-5.4 ppt
Net interest margin	2.65%	2.34%	0.31 ppt

Rounding differences may occur

1) Taking into account the bank levy in the total amount of €13.6m on a pro rata basis

# Balance sheet

## OLB Group



Assets [€m]	03/31/2023	12/31/2022	03/31/2022
Cash reserve	257.7	1,529.8	2,926.1
Trading portfolio assets	91.8	108.5	75.1
Positive fair values of derivative hedging instruments	6.5	17.9	14.9
Receivables from banks	1,182.9	775.2	79.2
Receivables from customers	18,302.8	18,008.9	17,146.8
Financial assets of the non-trading portfolio	4,104.0	3,087.3	2,546.0
Tangible fixed assets	57.8	60.5	30.0
Intangible assets	28.9	31.0	66.3
Other assets	400.3	357.2	244.2
Income tax assets	0.0	0.0	0.0
Deferred tax assets	103.5	104.7	79.4
Non-current assets held for sale	0.7	0.7	-
<b>Total assets</b>	<b>24,536.7</b>	<b>24,081.6</b>	<b>23,208.1</b>

Equity & liabilities [€m]	03/31/2023	12/31/2022	03/31/2022
Trading portfolio liabilities	134.1	161.2	70.3
Negative fair values of derivative hedging instruments	5.4	9.4	8.4
Liabilities to banks	5,176.1	5,075.3	6,659.6
Liabilities to customers	16,063.6	16,192.5	14,237.5
Securitized liabilities	1,155.5	706.9	356.9
Subordinated debt	146.2	161.9	165.5
Income tax liabilities	36.0	44.8	26.2
Provisions	121.6	129.0	211.8
Other liabilities	120.1	83.1	133.8
<b>Equity</b>	<b>1,578.2</b>	<b>1,517.4</b>	<b>1,338.2</b>
<b>Total equity and liabilities</b>	<b>24,536.7</b>	<b>24,081.6</b>	<b>23,208.1</b>

# Capital and liquidity

## OLB Group



Equity & RWA [€m]	03/31/2023	12/31/2022	03/31/2022
Common Equity Tier 1 capital (CET1) <sup>1)</sup>	1,337.0	1,275.2	1,149.8
Additional Tier 1 capital (AT1) <sup>1)</sup>	141.2	141.2	141.6
<b>Tier 1 capital<sup>1)</sup></b>	<b>1,478.3</b>	<b>1,416.4</b>	1,291.4
Tier 2 capital <sup>1)</sup>	136.1	141.0	136,1
<b>Share capital and reserves<sup>1)</sup></b>	<b>1,614.4</b>	<b>1,557.4</b>	<b>1,427.4</b>
<b>Risk assets</b>	<b>9,479.1</b>	<b>9,362.8</b>	<b>9,089.7</b>
Common Equity Tier 1 capital ratio <sup>1)</sup>	14.1%	13.6%	12.6%
Tier 1 capital ratio <sup>1)</sup>	15.6%	15.1%	14.2%
Aggregate capital ratio <sup>1)</sup>	17.0%	16.6%	15.7%
Total SREP capital requirement	9.0%	9.0%	9.0%
Leverage ratio	5.47%	5.32%	5.14%
Total SREP leverage ratio requirement	3.0%	3.0%	3.0%
Loan-to-deposit ratio	114%	111%	120%

Liquidity ratios	03/31/2023	12/31/2022	03/31/2022
Liquidity coverage ratio (LCR)	210.81%	173.94%	126.44%
Net stable funding ratio (NSFR) <sup>1)</sup>	117.90%	117.84%	114.55%

Rounding differences may occur

1) Regulatory capital position, therefore German Commercial Code (HGB)



# At a glance

The universal bank from Northwestern Germany on path of profitable growth

## Balanced business model with two strategic segments

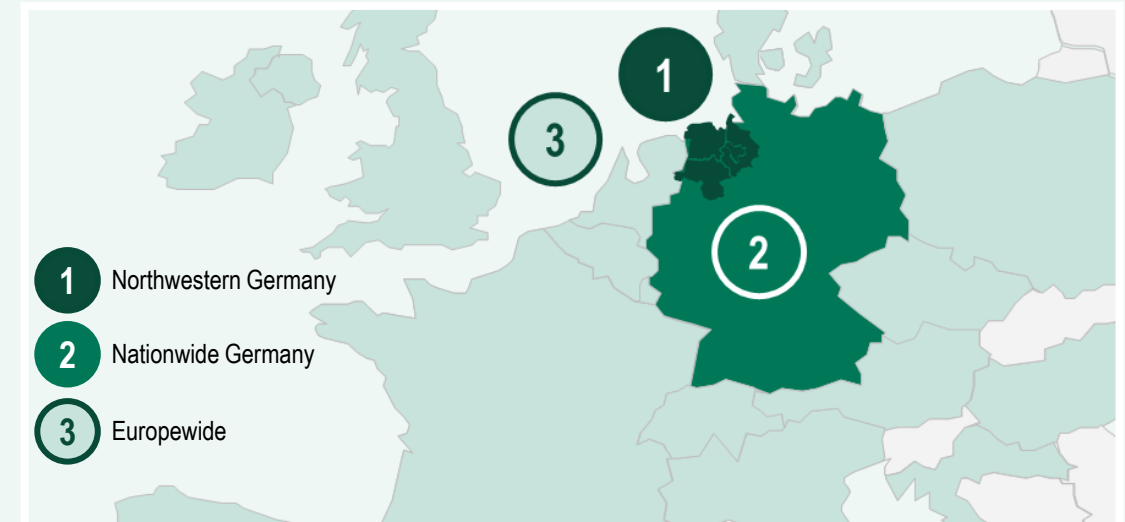
### › Private & Business Customers:

- › Competent partner for private and business customers, as well as affluent clients in Private Banking & Wealth Management
- › Strong branch presence in Northwestern Germany, combined with advisory services throughout Nationwide Germany via digital channels
- › Partners and platform sales in addition to direct support provided by OLB

### › Corporates & Diversified Lending:

- › High level of expertise in providing support for corporates and diversified lending advisory services, such as acquisition, commercial real estate and football finance
- › Germanwide presence through branches in five major cities in addition to the headquarter in Oldenburg
- › Active nationwide and selectively in Europe with a tailored range of products and services

## Regional anchorage as basis for nationwide presence and beyond<sup>1)</sup>



**>600 k**  
Customers

**~1,280**  
Employees<sup>2)</sup>

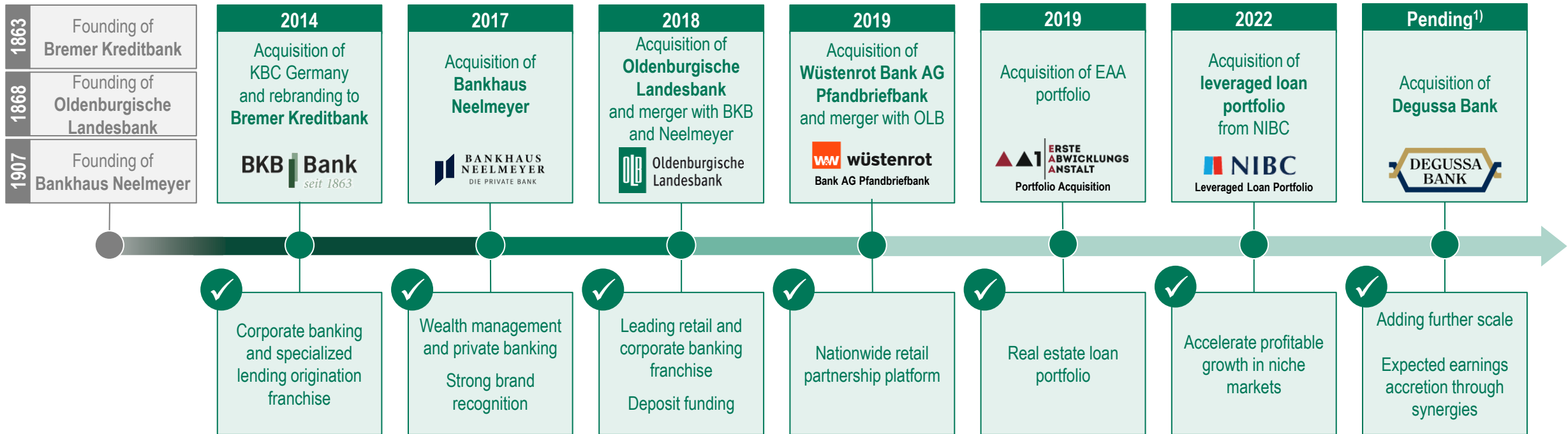
**40**  
Regional branches

**5**  
National offices

1) Data as of 31 March 2023, Northwestern Germany defined as Lower Saxony and Bremen, Nationwide Germany defined as Germany excluding Lower Saxony and Bremen, Europewide includes 31 additional European countries with not all being shown on the map

2) Full time equivalents as of 31 March 2023

# Track record of integrating complementary franchises into a single banking platform



Stable, reliable and supportive ownership structure since 2014. Material inflows into retained profits supporting continuous growth and profitable development of today's OLB

1) Acquisition subject to regulatory approvals and various closing conditions, closing expected in H2 2023

# Management team



**Stefan Barth**  
Chief  
Executive Officer

- › CEO since September 2021
- › Joined OLB in January 2021 as CRO



**Rainer Polster**  
Chief  
Financial Officer

- › Member of the Board of Directors since April 2020
- › Joined OLB in October 2018



**Chris Eggert**  
Chief Risk  
Officer

- › Member of the Board of Directors since June 2022
- › Joined BKB in 2008, Head of Credit Risk Management since 2013



**Aytac Aydin**  
COO / Private &  
Business Customers

- › Member of the Board of Directors since February 2022



**Marc Ampaw**  
Corporates &  
Diversified Lending<sup>1)</sup>

- › Member of the Board of Directors since May 2021



**Giacomo Petrobelli**  
Corporates &  
Diversified Lending<sup>2)</sup>

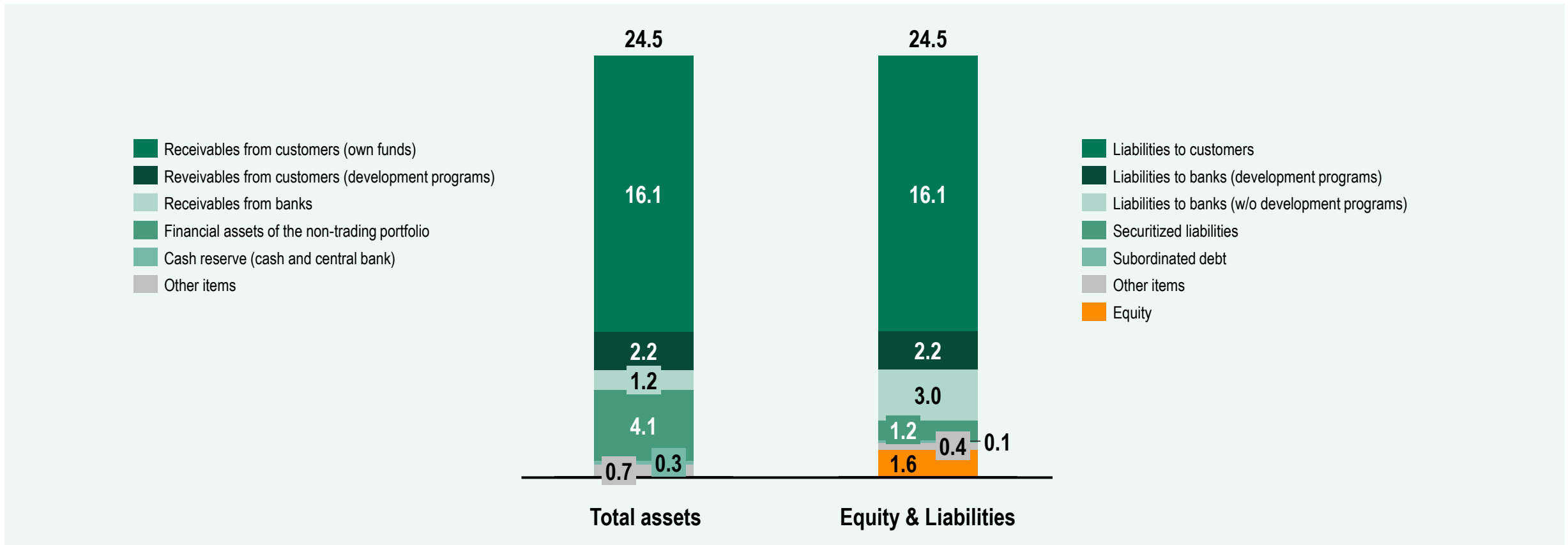
- › Member of the Board of Directors since July 2022
- › At OLB and previously BKB since July 2016

1) Responsible for asset-based financing

2) Responsible for Corporate Banking, Football Finance and Acquisition Finance

# Strong balance sheet structure with balanced loan-to-deposit ratio

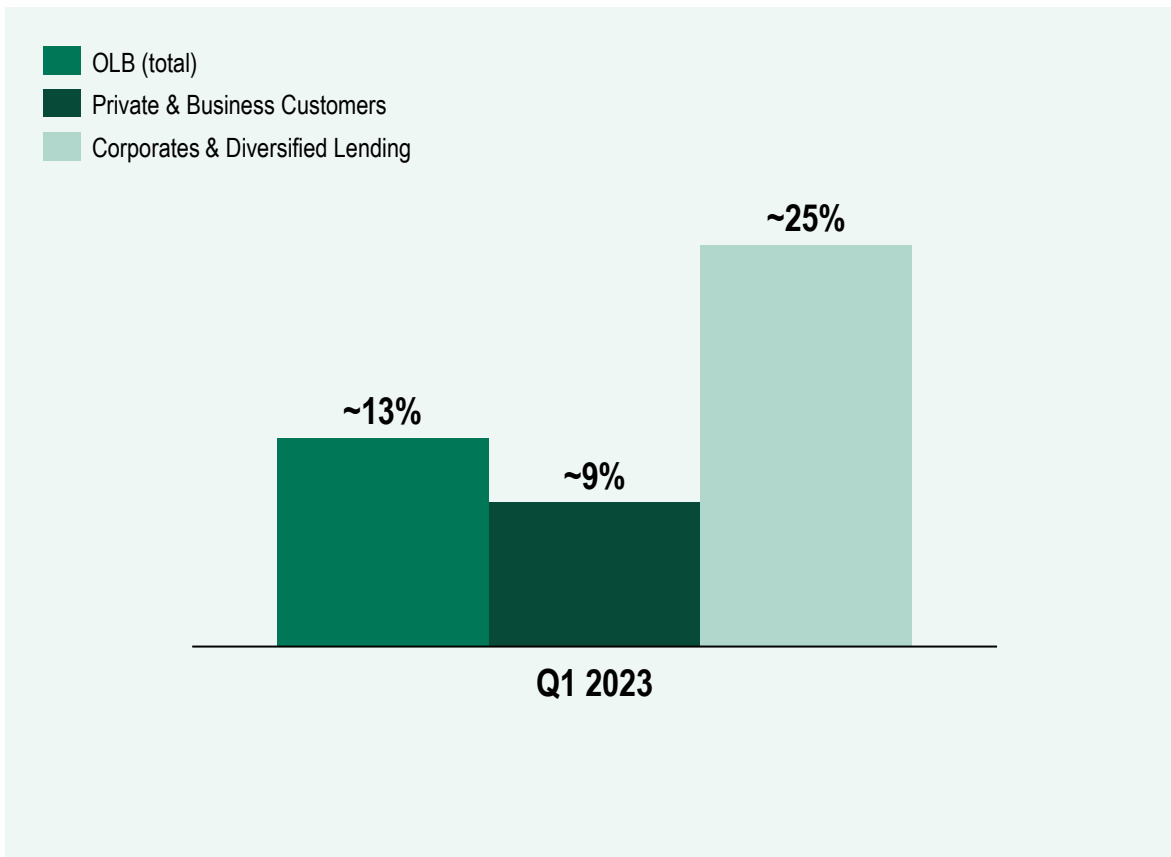
Balance sheet composition<sup>1)</sup> [€bn]



1) As of 31 March 2023

# Further details on deposits and interest rate sensitivity

## Deposit betas

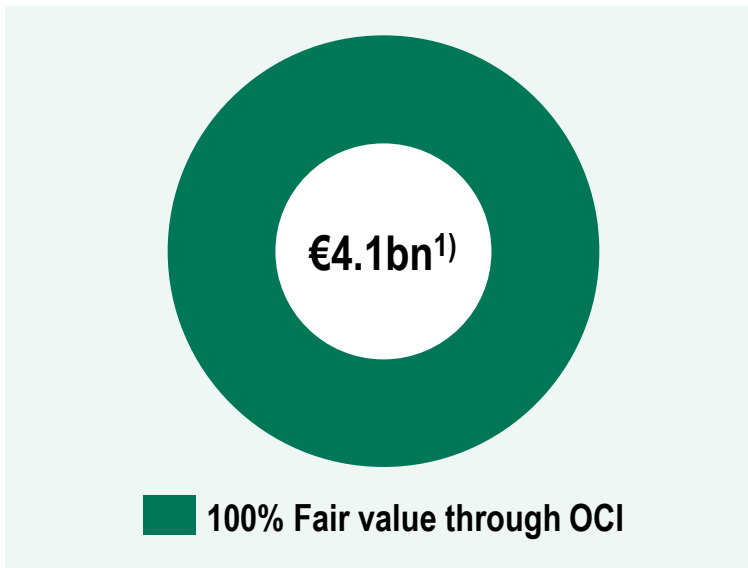


## Comments

- › Deposit beta describes the percentage of change in the market interest rate passed on to the customers
- › Intra-year comparisons are done with annualized year-to-date figures
- › OLB generally benefits from higher elasticity on the asset side compared to the liabilities side, driving net interest income upside potential in an increasing rate environment
- › Deposit beta for Private customers with ~9% as of now substantially below 2023 YE expectation
- › Betas for corporate customers with ~25% also lower than expected
- › Further increase of ECB main interest rates helps to hold betas on low level
- › Customers will continue to shift money into interest-bearing deposits leading to increasing betas over time

# Financial assets hedged against interest rate risks

## Financial assets of the non-trading portfolio



- › According to IFRS entire portfolio is measured at fair value through OCI
- › According to HGB the HtM-Portfolio shows unrealized losses of €92m as of 31 March 2023; if the losses were realised, the CET1 ratio would decrease from 14.1% to 13.4%

## OCI development [€m]

	03/23	Δ 12/22
Securities	-461.3	33.2
Asset Swaps	411.6	-27.3
Deferred taxes	15.4	-1.8
<b>Total (net) bond position</b>	<b>-34.3</b>	<b>4.1</b>
Pension provisions (IAS 19)	44.7	0.1
Deferred taxes	-13.9	-0.1
<b>Total (net) pension position</b>	<b>30.9</b>	<b>0.1</b>
<b>Total (net)</b>	<b>-3.5</b>	<b>4.1</b>

- › As part of the ongoing cash optimization additional securities have been bought into AFS since Dec 2022 and fully hedged
- › All above numbers are reflected in equity and CET1 figures respectively

1) Includes bonds and other fixed-income securities, shares, investment securities, shares in non-consolidated subsidiaries.

# Definitions



Common Equity Tier 1 ratio (CET1 ratio)	Common Equity Tier 1 capital defined according to regulatory standards / risk-weighted assets
Cost-income ratio (CIR)	Operating expenses / Operating income
CIR including regulatory expenses	(Operating expenses + Expenses from bank levy and deposit protection) / Operating income
Cost of Risk	Risk provisioning in the lending business / Average receivables from customers
Coverage ratio	Ratio of Stage 3 risk provisions, collateral and retained (“set-aside”) interest to volume of non-performing receivables
CRE LTV	Ratio of the Loan Amount to the Market Value or Fair Value of an asset
Credit volume	Receivables from customers
Loan-to-deposit ratio	Receivables from customers / liabilities to customers
NIM	Net interest income / Average receivables from customers
Non-performing-loans (NPL) ratio	Volume of non-performing customer receivables / receivables from customers (gross)
Return on Equity (after taxes) at the Whole Bank level	Result after taxes less (pro rata temporis) payment on additional equity components / average IFRS equity, not incl. additional equity components
Return on Equity (after taxes) at the level of an individual segment	Result after taxes for this segment / equity internally assigned to this segment, while taking the risk-weighted assets into account
RWA density	RWA (incl. OR) / credit volume

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