

For Singapore institutional investors and Hong Kong professional investors only

## Nordea Asset Management

Nordea Asset Management has a global business model and manages asset classes across the full investment spectrum. A total of 900 employees are employed in asset management, of which 1/3 are dedicated investment specialists within four investment centres in Bergen, Copenhagen, Helsinki and Stockholm. With EUR 259bn in assets under management, Nordea is naturally one of the leading investment manager in the Nordic Region but has also developed a large global business servicing clients across continents (Europe, Americas and Asia).

Social responsible-oriented thinking is inherent in the Nordic mentality and so it is not surprising that the Scandinavian countries are global leaders in numerous related aspects. In November 2007, Nordea signed, as one of the first major banks in the Nordic Region, the United Nations Principles for Responsible Investment (PRI). By signing, Nordea commits itself to incorporate environmental, social and corporate governance issues into investment analyses and decision-making processes.

### A growing global presence

In order to distribute its funds cross-border, Nordea offers segregated accounts but has foremost developed a single global platform in Luxembourg using a single vehicle: the Nordea 1, SICAV<sup>1</sup>. This umbrella, which currently consists of 78 actively managed solutions (54 products have more than EUR 100m in AuM), is the preferred domiciliation for launch of new investment funds within the whole Nordea organisation.

Our products are distributed through various Nordea Group-related and external channels. As part of our external client activities, accounting for around 40% of the AuM, Nordea services 16 clients out of the top 20 largest wealth managers<sup>2</sup> and works actively with 800 distributors and institutional clients across the globe.

So as to build long-term, stable client relationships, sales teams are located around the globe with offices being present in Bonn, Brussels, Copenhagen, Frankfurt, Helsinki, Lisbon, London, Luxembourg, Madrid, Milan, New York, Oslo, Paris, Santiago de Chile, Singapore, Stockholm, Vienna and Zurich. Our local presence goes hand in hand with our willingness to be accessible, open and humble towards the views and cultures of our clients.

1) Nordea 1, SICAV is an open-ended Luxembourg-based investment company (Société d'Investissement à Capital Variable), validly formed and existing in accordance with the laws of Luxembourg and with European Council Directive 2009/65/EC of 13 July 2009. 2) Top 20 largest wealth managers as defined by Scorpio. 3) There can be no warranty that an investment objective, targeted returns and results of an investment structure is achieved. The value of your investment can go up and down, and you could lose some or all of your invested money.

### Our approach to investing

To facilitate the best possible return for a given level of risk, Nordea focuses on two legs within its fund range namely alpha and outcome.

1. Alpha strategies are the cornerstone of our multi-boutique approach which combines the expertise of specialized internal boutiques with exclusive external competences.
2. Outcome products – as opposed to benchmark-oriented solutions – are built on our 'stability investment philosophy' to meet clients' risk appetite and needs.

### Our multi-boutique approach to create alpha

Using alpha strategies is all about giving the fund manager freedom to invest with minimum constraints in order to maximise investor return, making it a more challenging proposition. To satisfy the growing demand for alpha strategies, Nordea has established a multi-boutique approach. This means creating 'boutiques', either internally or externally, where expertise in a given area can add competitive advantage and ultimately generate higher returns than the peer-group.<sup>3</sup>

### Outcome: stability as a cornerstone of our philosophy

Today, many investors realise the importance of outcome – as opposed to benchmark oriented solutions. Over the past ten years, we have put a lot of emphasis on building our 'stability investment philosophy' to meet clients' risk appetite and needs. Our internal Multi Asset boutique, which manages around EUR 150bn in assets under management, has designed specific investment solutions with the ambition of delivering long-term stable returns in all market environments.<sup>3</sup>

# Nordea Group

Nordea is the largest financial services group in the Nordic region and one of the biggest banks in Europe. We are making it possible for our customers to reach their goals by providing a wide range of products, services and solutions within banking, asset management and insurance.

## History

The Nordea Group was established in 2000 but derives its origin from banks and insurance companies from the Nordic region as far back as the early 19th century. The first cross-border merger took place in 1997, when the Finnish Merita Bank and the Swedish Nordbanken formed MeritaNordbanken. The merger of MeritaNordbanken and Danish Unidanmark in 2000 was followed by the acquisition of the Norwegian bank Christiania Bank og Kreditkasse to create the largest financial institution in the Nordic area. During 2001 Nordea has acquired Swedish Postgirot Bank. Since 3 December 2001 the entire Group is operating under the Nordea brand.

## International network and services

Nordea is present in 20 countries including Denmark, Finland, Norway and Sweden. In these four countries we operate full service banks with nationwide branch networks. In other countries our subsidiaries, branches and special advisors offer a broad range of banking services to companies operating internationally.

## Share listing

Nordea is traded at the stock exchange of Copenhagen, Helsinki and Stockholm. The Reuters securities code (RIC) for the Nordea share in Helsinki is NDAFI.HE and the Bloomberg ticker is NDA FH.

## Key figures

### Number of customers:

Approximately 10 million personal customers and ~0.6m corporate customers.

### Market positions:

Number one or number two position in most Nordic markets.

### Total assets

EUR 605 billion

### Market capitalisation

EUR 37 billion

### Assets under management

EUR 391 billion

### Shareholders:

The three largest shareholders are BlackRock with 5.2% of the shares, Nordea-fonden 4.4% and Norges Bank 4.2%.

## Ratings

As of 31.03.2024	Moody's Investor Service		Standard & Poor's		Fitch	
	short	long	short	long	short	long
Nordea Bank Abp	P-1	Aa3	A-1+	AA-	F1+	
Nordea Hypotek AB (publ)		Aaa*				
Nordea Kredit Realkreditaktieselskab				AAA*		
Nordea Eiendomskreditt AS		Aaa*				
Nordea Mortgage Bank Plc		Aaa*				

\*Covered bond rating

Nordea Asset Management is the functional name of the asset management business conducted by the legal entities Nordea Investment Funds S.A. and Nordea Investment Management AB and their branches and subsidiaries. This material is intended to provide the reader with information on Nordea Asset Management, general market activity or industry trends and is not intended to be relied upon as a forecast or research. This material, or any views or opinions expressed herein, does not amount to an investment advice nor does it constitute a recommendation to buy, sell or invest in any financial product, investment structure or instrument, to enter into or unwind any transaction or to participate in any particular trading strategy. Unless otherwise stated, all views expressed are those of Nordea Asset Management. Views and opinions reflect the current economic market conditions and are subject to change. While the information herein is considered to be correct, no representation or warranty can be given on the ultimate accuracy or completeness of such information. Published by the relevant Nordea Asset Management entity. Nordea Investment Management AB and Nordea Investment Funds S.A. are licensed and supervised by the Financial Supervisory Authority in Sweden and Luxembourg respectively. This material may not be reproduced or circulated without prior permission. © Nordea Asset Management. Date: 31.03.2024.