



## Nordea Asset Management

Nordea Asset Management has a global business model and manages asset classes across the full investment spectrum. A total of close to 800 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 204.8 bn in assets under management, Nordea is naturally 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 (UNPRI). 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 (53 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 50% of the AuM, Nordea services 16 clients out of the top 20 largest wealth managers<sup>2</sup> and works actively with more than 500 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 Cologne, Copenhagen, Frankfurt, Helsinki, 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.

### 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.

### 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 over EUR 90bn in assets under management, has designed specific investment solutions with the ambition of delivering long-term stable returns in all market environments.

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.

# 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 9brand.

## 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, representative offices 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 FI.

## Key figures

### Number of customers:

Approximately 9.5 million personal customers and 570,000 corporate customers.

### Market positions:

Number one or number two position in most Nordic markets.

### Total assets

EUR 551.4 billion

### Market capitalisation

EUR 29.8 billion

### Assets under management

EUR 282.6 billion

### Shareholders:

The three largest shareholders are Sampo Plc with 21.3% of the shares, Nordea Fonden with 3.9% and Alecta 2.5%.

## Ratings

	Moody's Investor Service		Standard & Poor's		Fitch		DBRS	
	short	long	short	long	short	long	short	long
Nordea Bank Abp	P-1	Aa3	A-1+	AA-	F1+	AA-	R-1 (mid)	AA (low)
Nordea Hypotek AB (publ)		Aaa*		AAA*				
Nordea Kredit Realkreditatieselskab		Aaa*		AAA*				
Nordea Eiendomskreditt AS		Aaa*						
Nordea Mortgage Bank Plc		Aaa*						
Nordea Bank Abp Senior Non-Preferred (SNP) issuances		Baa1		A		AA-		
AT1 in Sep 2014 issue rating				BBB		BBB		
AT1 in Mar 2015 issue rating				BBB		BBB		
AT1 in Nov 2017 issue rating				BBB		BBB		

\*Covered bond rating

Date: 31.12.2018. Source (unless otherwise stated): Nordea Bank Abp and Nordea Investment Funds S.A. 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 ("the Legal Entities") and their branches, subsidiaries and representative offices. This document is intended to provide the reader with information on Nordea's specific capabilities. **This document (or any views or opinions expressed in this document) does not amount to an investment advice** nor does it constitute a recommendation to invest in any financial product, investment structure or instrument, to enter into or unwind any transaction or to participate in any particular trading strategy. This document is not an offer to buy or sell, or a solicitation of an offer to buy or sell any security or instruments or to participate to any such trading strategy. Any such offering may be made only by an Offering Memorandum, or any similar contractual arrangement. Consequently, the information contained herein will be superseded in its entirety by such Offering Memorandum or contractual arrangement in its final form. Any investment decision should therefore only be based on the final legal documentation, without limitation and if applicable, Offering Memorandum, contractual arrangement, any relevant prospectus and the latest key investor information document (where applicable) relating to the investment. The appropriateness of an investment or strategy will depend on an investor's full circumstances and objectives. Nordea Investment Management recommends that investors independently evaluate particular investments and strategies as well as encourages investors to seek the advice of independent financial advisors when deemed relevant by the investor. Any products, securities, instruments or strategies discussed in this document may not be suitable for all investors. This document contains information which has been taken from a number of sources. 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 and investors may use further sources to form a well-informed investment decision. Prospective investors or counterparties should discuss with their professional tax, legal, accounting and other adviser(s) with regards to the potential effect of any investment that they may enter into, including the possible risks and benefits of such investment. Prospective investors or counterparties should also fully understand the potential investment and ascertain that they have made an independent assessment of the appropriateness of such potential investment, based solely on their own intentions and ambitions. Investments in derivative and foreign exchange related transactions may be subject to significant fluctuations which may affect the value of an investment. **Investments in Emerging Markets involve a higher element of risk. The value of the investment can greatly fluctuate and cannot be ensured. Investments in equity and debt instruments issued by banks could bear the risk of being subject to the bail-in mechanism (meaning that equity and debt instruments could be written down in order to ensure that most unsecured creditors of an institution bear appropriate losses) as foreseen in EU Directive 2014/59/EU.** Nordea Asset Management has decided to bear the cost for research, i.e. such cost is covered by existing fee arrangements (Management-/Administration-Fee). Published and created by the Legal Entities adherent to Nordea Asset Management. The Legal Entities are licensed and supervised by the Financial Supervisory Authority in Sweden and Luxembourg respectively. The Legal Entities' branches, subsidiaries and representative offices are licensed as well as regulated by their local financial supervisory authority in their respective country of domiciliation. Unless otherwise stated, all views expressed are those of the Legal Entities adherent to Nordea Asset Management and any of the Legal Entities' branches, subsidiaries and representative offices. This document may not be reproduced or circulated without prior permission. Reference to companies or other investments mentioned within this document should not be construed as a recommendation to the investor to buy or sell the same, but is included for the purpose of illustration. The level of tax benefits and liabilities will depend on individual circumstances and may be subject to change in the future. © The Legal Entities adherent to Nordea Asset Management and any of the Legal Entities' branches, subsidiaries and/or representative offices.