# Interim Report January – December 2023 Summary of Results

#### Q4 2023 in comparison with Q3 2023

- Net profit EUR 33.6 m (36.0 m eurot), of which EUR 33.5 m (EUR 35.7 m) is attributable to owners of the parent
- Net income EUR 71.6 m (EUR 65.5 m)
- Operating expenses EUR 22.9 m (EUR 20.5 m)
- Loan and bond provisions EUR 9.6 m (EUR 2.8 m)
- Income tax expenses EUR 5.5 m (EUR 6.2 m)
- Return on equity 26.4% (30.3%)
- Capital adequacy 22.1% (23.6%)

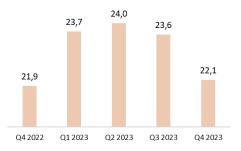




#### Q4 2023 in comparison with Q4 2022

- Net profit EUR 33.6 m (EUR 29.9 m), of which EUR 33.5 m (EUR 29.5 m) is attributable to owners of the parent
- Net income EUR 71.6 m (EUR 53.4 m)
- Operating expenses EUR 22.9 m (18.1 m)
- Loan and bond provisions EUR 9.6 m (EUR 0.4 m)
- Income tax expenses EUR 5.5 m (EUR 5.0 m)
- Return on equity 26.4% (32,2%)
- Capital adequacy 22.1% (21,9%)

Capital adequacy



The return on equity ratio is based on the profit and equity attributed to the owners of AS LHV Pank and do not include any non-controlling interest.



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# **Business activites**

Over the quarter, the number of the bank's clients grew by 10 100. Client activity levels remained good. Deposits increased by EUR 279 million during the quarter, and loans increased by EUR 97 million.

Ordinary clients' deposits grew by EUR 153 million during the quarter, deposits raised from the deposits platform rose by EUR 45 million, and financial intermediaries' deposits increased by EUR 82 million. Both in the fourth quarter and for the year as a whole, deposits saw significant growth in the market. The households' deposits balance set new records, and the respective figure for companies peaked in October. Interest rates reached their peak in September and stabilised by the end of Q4. Attractive interest rates on term deposits and the addition of new clients contributed to the higher deposits balance. In Q4, the balance of term deposits grew and accounted for about 40% of ordinary clients' deposits by the end of December. By the end of Q4, we had raised EUR 463 million from the deposits platform. Although the interest rates paid on platform deposits are slightly more advantageous than the level on the Estonian market, we prefer to raise deposits from the local market.

Loans to non-LHV-Group companies grew by EUR 118 million and consumer loans increased by EUR 49 million. Q4 was very similar to the previous one in terms of demand for loans. Interest in loans has grown but there is more deliberation given to decisions, which is expressed in activity remaining stable at a low level. Competition is stiff and it is a customer's market. Bank margins on home loans have dropped to 1.7% across the market. As of the end of the year, we are offering refinancing of home loan agreements on preferential terms, compensating notary fees. Loan portfolios grew about 5% in our market in 2023. The LHV loan portfolio outpaced the market's growth – 11% for the home loan portfolio, about 9% for the corporate loan portfolio.

The net profit for the quarter was EUR 33.6 million. The strong fourth-quarter result was positively influenced mainly by net service fee income and interest income. Service charge fees and expenses are as planned. We outpaced our projected profit in our updated financial plan by EUR 5 million by the end of the quarter.

Loan impairments increased by approximately EUR 6.8 million compared to the last quarter. Model-based forward-looking impairments contributed significant influence to the higher writedown figures. In addition, the macroeconomic environment worsened but we also made changes to our methods. Nevertheless, we see the quality of the bank's loan portfolio as staying strong and the share of overdue loans continues to be very low. A growth trend is continuing in consumer loans for a third quarter in a row, albeit with signs of slowing.

In Q4, there continued to be a major focus on deposits, with the interest rates payable on term deposits peaking and stabilising by year's end. In October, the annual stock trading simulation game Stock Shark drew a record number of participants. A total of 2 500 took part in a beginner investor course, and just under 200 participants passed the test and received a diploma. We closed LHV's UK branch. Our investment banking team, with new members as of early 2023, helped to successfully organise the IPO for Infortar and provided consultation to Enefit Green in the sale of a pellet plant in Brocēni, Latvia.

LHV was selected as the most desirable employer in an annual survey conducted by Estonia's biggest recruiting platform, CVKeskus.ee. In addition, LHV Pank was the preferred employer in CV.ee's annual Top Employer survey.

# **Financial Summary**

LHV Pank earned net interest income of EUR 59.6 million and EUR 8.4 million in net service fee income in Q4. Net financial income amounted to EUR 2.4 million in Q4. In total, the Bank's income was EUR 71.6 million and expenses were EUR 22.9 million. Net income rose by 34% and expenses increased by 26% over the year. The discounts of loans and bonds amounted to EUR 9.6 million in Q4. We made forward-looking discounts and the volume of the portfolio grew; we also made changes in methodology. We are keeping a very close eye on developments in the credit portfolio.

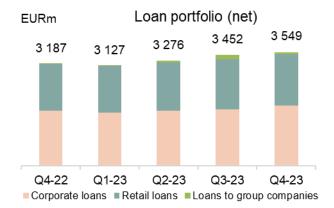
LHV Pank accounts for and recognises in expenses a 14% advance income tax which was EUR 5.4 million in Q4. Income tax expense on future disbursements of dividends by subsidiaries at the consolidated level was EUR 0.1 million in Q4.

The Bank's Q4 profit amounted to EUR 33.6 million, which is 7% less than in Q3 2023 (36.0) and 12% more than in Q4 2022 (29.9).

Of the various service fees, income from settlements, currency exchange, cards and the receipt of card payments contributed the largest amount.

The total volume of the Bank's loan portfolio reached EUR 3,549 million by the end of Q4 (Q3 2023: EUR 3,452 million). The volume of the portfolio grew by 3% during the quarter. The volume of loans grew by EUR 97 million in Q4 (Q3 2023: a growth of EUR 176 million). The net retail loan portfolio grew by 3% during the quarter, reaching EUR 1,595 million (Q3 2023: EUR 1,546 million). The net corporate loan portfolio grew by 7% during the

quarter, reaching EUR 1,887 million (Q3 2023: EUR 1,769 million).



The volume of deposits at the Bank increased by EUR 279 million from the previous quarter and stood at EUR 5,535 million (Q3 2023: EUR 5,256 million). The volume of payment intermediaries' deposits grew by EUR 82 million during the quarter. Of the deposits, EUR 3,698 million were call deposits, EUR 1,374 million term deposits and EUR 463 million platform deposits. The volume of the deposits of private customers amounted to EUR 1,678 million as at the end of the quarter, having grown by 3% in a quarter.

The Bank's expense-income ratio was 32.0% in Q4, which was 1.9 percentage points lower than in Q4 2022 (33.9%).

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Income statement EUR million	Q4 2023	Q3 2023	Quarter over quarter	Q4 2022	Year over year
Net interest income	59.58	59.90	-1%	44.39	34%
Net fee and commission income	8.44	5.72	48%	8.26	2%
Other financial income	2.37	-0.46	NA	0.69	243%
Total net operating income	70.39	65.16	8%	53.34	32%
Other income	1.16	0.33	254%	0.10	1 060%
Operating expenses	-22.87	-20.50	12%	-18.10	26%
Loan losses	-9.59	-2.77	246%	-0.43	2 130%
Income tax expenses	-5.52	-6.19	-11%	-4.99	11%
Net profit	33.57	36.03	-7%	29.92	12%

#### **Business volumes**

EUR million	31.12.2023	31.12.2022	Change
Loan portfolio	3 548.5	3 187.0	11%
Financial investments	328.8	364.6	-10%
Deposits of customers	5 534.7	4 956.9	12%
incl. deposits of financial institutions	1 229.5	1 556.8	-21%
Equity (including minority interest)	530.0	388.2	37%
Number of bank customers	417 460	377 949	10%

Ratios EUR million	Q4 2023	Q3 2023	Quarter over quarter	Q4 2022	Year over year
Net profit	33.6	36.0	-2.4	29.9	3.7
Net profit attributable to owners of the parent	33.5	35.7	-2.2	29.5	4.0
Average equity	506.5	470.8	35.7	366.9	139.6
Return on equity (ROE), %	26.4	30.4	-4.0	32.2	-5.8
Return on assets (ROA), %	2.05	2.30	-0.25	1.95	0.1
Net interest income	59.6	59.9	-0.3	44.4	15.2
Interest-bearing assets, average	6 511.5	6 249.8	261.7	6 125.4	386.1
Net interest margin (NIM) %	3.7	3.8	-0.1	2.9	0.8
Price spread (SPREAD) %	3.5	3.7	-0.2	2.9	0.6
Cost/income ratio %	32.0	31.3	0.7	33.9	-1.9

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Explanations to ratios (quarterly ratios have been expressed on an annualised basis)

Average equity (attributable to owners of the parent) = (equity as at the end of the reporting period + equity as at the end of the previous reporting period) / 2 Return on equity (ROE) = net profit for the quarter (share of owners of the parent) / average equity (attributable to owners of the parent) \*100

Return on assets (ROA) = net profit for the quarter (share of owners of the parent) / average assets\*100

Net interest margin (NIM) = net interest income / interest-bearing assets, average \* 100

Price spread (SPREAD) = interest yield from interest-bearing assets - cost of external capital

Interest yield from interest-bearing assets = interest income / interest-bearing assets, average \* 100

Cost of external capital = interest expenses / interest-bearing liabilities, average \* 100

Cost/income ratio = total operating cost / total income \* 100

# Liquidity and capitalisation

The Bank's liquidity coverage ratio (LCR), as defined by the Basel Committee, stood at 191.4% as at the end of December (31 December 2022: 135.6%). In the fourth quarter, the bank raised 42 million euros from deposit platforms for additional financing.

The bank has a significant amount of financial intermediary deposits, which are fully covered by liquid assets and result in 100% in the LCR calculation. Thus, such deposits bring the LCR arithmetically lower without changing the actual liquidity situation. Excluding the financial intermediates' deposits the LCR is 420.5% (31.12.2022: 219.3%). The Bank recognises cash and bond portfolios as liquidity buffers. These accounted for 47% of the balance sheet (31.12.2022: 47%). The ratio of loans to deposits stood at 64% as at the end of the fourth quarter (31.12.2022: 64%).

LHV Bank includes as part of its own funds only that part of current year's profit, which the European Central Bank has given permission. Obtainint permission is done with the referrer, but is also applied to reported quarter afterwards, which is why the capitalization ratios will also change and bank reflects them in the next report. At the moment, the European Central Bank has given permission to include the profits of the first three quarters. Bank runs every year internal liquidity assessment process (ILAAP), which is done both on statical and dynamical balance sheet modelling.

In assessment bank follows both regulative and internal liquidity ratios dynamics and fulfillment of limits. In dynamic assessment bank is following its own risk scenario.

Banks own funds based on CAD calculations at the end of December were EUR 547.7 million (31.12.2022: 484.6 mln eurot).

Bank is adequately capitalized at end of the reporting period, capital adequacy was 22.07% (31.12.2022: 21.86%), calculated according to CRR IV directive. Banks capital adequacy exceeds internal capital targets, which is 18.7%.

Both AS LHV Pank and its subsidiary AS LHV Finance are included into capital adequacy calculation.

Bank uses standard methodology for calculating credit and market risk capital charges and basic indicator approach calculating operational risk capital requirement. Bank has fulfilled all capital requirements in current reporting periood.

Each year, an internal capital adequacy assessment process (ICAAP) is performed, the goal of which is to identify potential capital needs in addition to regulatory capital requirements.

Capital base (in thousands of euros)	31.12.2023	31.12.2022
Paid-in share capital	141 500	141 500
Legal reserves transferred from net profit	12 669	8 736
Accumulated profit	222 187	147 685
Intangible assets (subtracted)	-2 945	-2 881
Net profit for the reporting period (COREP)	70 142	78 656
Deductions	-9 300	-2 643
Total Tier 1 capital	434 253	371 053
Subordinated debt	53 000	53 000
Total Tier 1 capital	487 253	424 053
Subordinated debt	60 434	60 500
Total Tier 2 capital	60 434	60 500
Net own funds for capital adequacy	547 687	484 553
Capital requirements		
Central governments and central bank under standard method	0	0
Credit institutions and investment companies under standard method	23 951	11 355
Companies under standard method	1 293 686	1 202 058
Retail claims under standard method	225 907	218 342

Core Tier 1 capital ratio (%)	17.50	16.74
Tier 1 capital ratio (%)	19.64	19.13
Capital adequacy (%)	22.07	21.86
Total capital requirements for adequacy calculation	2 481 335	2 216 408
Capital requirement for operational risk under base method	236 380	173 468
Capital requirement against credit valuation adjustment risks under standard method	1 966	2 888
Capital requirement against equity portfolio risks under standard method	745	740
Capital requirement against interest position risk under standard method	0	0
Capital requirement against foreign currency risk under standard method	2 514	7 167
Total capital requirements for covering the credit risk and counterparty credit risk	2 239 730	2 032 805
Other assets under standard method	50 473	39 247
Particularly high risk exposures	42 451	47 032
Overdue claims under standard methods	19 759	8 004
Housing real estate under standard method	583 503	506 767
Public sector under standard method	0	0

# CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

# Condensed Consolidated Interim Statement of Profit or Loss and Other Comprehensive Income

(in thousands of euros)	Note	Q4 2023	12M 2023	Q4 2022	12M 2022
Interest income		89 574	305 507	49 535	152 168
Interest expense		-29 997	-77 036	-5 147	-22 679
Net interest income	7	59 577	228 471	44 388	129 489
Fee and commission income		12 606	47 917	13 528	52 889
Fee and commission expense		-4 163	-20 700	-5 269	-20 481
Net fee and commission income	8	8 443	27 217	8 259	32 408
Net gains/losses from financial assets measured at fair					
value		2 378	1 108	-241	-1 829
Foreign exchange gains/losses		-9	1 544	932	1 407
Net gains from financial assets		2 369	2 652	691	-422
Other income		1 163	1 737	98	199
Total other income		1 163	1 737	98	199
Staff costs		-12 140	-44 291	-9 803	-36 129
Administrative and other operating expenses		-10 730	-40 944	-8 295	-28 416
Total expenses	9	-22 870	-85 235	-18 098	-64 545
Profit before impairment losses on loans and advances		48 682	174 842	35 338	97 129
Income tax expense		-5 521	-22 107	-4 990	-13 260
Impairment losses on loans and bonds		-9 588	-11 372	-430	-2 996
Net profit for the reporting period		33 573	141 363	141 363	80 873
Total profit and other comprehensive income for the reporting period		33 573	141 363	29 918	80 873
Total profit of the reporting period attributable to:					
Owners of the parent		33 490	140 133	29 497	78 658
Non-controlling interest		83	1 230	421	2 215
Total profit for the reporting period		33 573	141 363	29 918	80 873
Total comprehensive income attributable to:					
Owners of the parent		33 490	140 133	29 497	78 658
Non-controlling interest		83	1 230	421	2 215
Total comprehensive income for the reporting period		33 573	141 363	29 918	80 873

(in thousands of euros)	Note	31.12.2023	31.12.2022
Assets			
Due from central bank	10	2 789 752	2 390 964
Cash and cash equivalents	10	35 631	84 885
Due from investment companies	10	12 509	3 391
Financial assets at fair value through profit or loss	6	6 945	407
Financial assets measured at amortised cost	6	321 888	364 230
Loans and advances to customers	5	3 548 513	3 186 989
Receivables from customers		17 833	9 253
Other financial assets		100	124
Other assets		2 795	2 866
Tangible assets		15 732	10 960
Intangible assets		2 946	2 881
Total assets		6 754 644	6 056 950
Liabilities			
Loans received from Central Banks (TLTRO)	11	0	147 841
Deposits of customers	11	5 534 720 486 568	4 956 931
Loans received and debt securities in issue	11		384 149
Financial liabilities at fair value through profit or loss	6	1 843	3 850
Accounts payable and other liabilities		87 430	61 901
Subordinated debt		114 054	114 056
Total liabilities		6 224 615	5 668 728
Owner's equity			
Share capital		141 500	141 500
Statutory reserve capital		12 669	8 736
Retained earnings		369 674	231 805
Total equity attributable to owners of the parent		523 843	382 041
Non-controlling interest		6 186	6 181
Total equity		530 029	388 222
Total liabilities and equity		6 754 644	6 056 950

# **Condensed Consolidated Interim Statement of Financial Position**

# **Condensed Consolidated Interim Statement of Cash Flows**

(in thousands of euros)	Note	Q4 2023	12M 2023	Q4 2022	12M 2022
Cash flow from operating activities					
Interest received		86 634	297 525	47 542	148 992
Interest paid		-23 271	-51 337	-4 769	-20 545
Fees and commissions received		12 606	47 917	13 528	52 889
Fees and commissions paid		-4 163	-20 700	-5 269	-20 481
Other income		1 163	1 737	98	199
Staff costs paid		-10 649	-39 747	-8 711	-32 080
Administrative and other operating expenses paid		-13 674	-39 988	-7 055	-23 902
Income tax		-6 098	-22 103	-2 951	-11 639
Cash flow from operating activities before					
change in operating assets and liabilities		42 548	173 304	32 413	93 433
Net increase/decrease in operating assets:					
Net acquisition/disposal of trading portfolio		3 388	-264	2 830	-35
Loans and advances to customers		-105 773	-368 467	-98 390	-518 254
Mandatory reserve at central bank		-3 055	-7 211	2 392	8 609
Security deposits		0	24	0	2 112
Other assets		679	34	1 609	4 874
Net increase/decrease in operating liabilities:					
Demand deposits of customers		-56 962	-1 004 362	-409 144	-989 318
Term deposits of customers		327 345	1 558 745	143 020	97 695
Repaymens of loans received		-27	-147 547	784	-49 216
Bonds issued		100 135	100 135	65 000	65 000
Bonds redeemed		0	0	0	-31 000
Financial liabilities at fair value through profit and loss		1 408	-2 007	3 843	3 693
Other liabilities		23 729	27 540	-8 007	6 697
Net cash generated from/used in operating activities		333 412	329 924	-263 650	-1 305 710
Cash flow from investing activities					
Purchase of current and non-current assets		-9 286	-12 494	-1 485	-7 548
Sold fixed assets		486	486	0	0
Net change of investment		-73 354	37 175	-2 624	-234 810
Net cash flow from investing activities		-82 154	25 167	-4 109	-242 358
Cash flow from financing activities					
Contribution in share capita		0	0	0	30 000
Subordinated loan received		0	0	15 000	30 000
Repayment of subordinated loan		0	0	0	-5 000
Dividends paid		0	-3 500	0	-6 000
Repayment of principal of lease liabilities		-417	-1 693	-416	-1 423
Net cash from financing activities		-417	-5 193	14 584	47 577
Effect of exchange rate changes on cash and cash equival	lents	-9	1 544	932	1 407
Net decrease/increase in cash and cash equivalents		250 834	351 442	-252 243	-1 499 084
Cash and cash equivalents at the beginning of the period		2 531 161	2 430 551	2 682 794	3 929 635
Cash and cash equivalents at the end of the period	10	2 781 993	2 781 993	2 430 551	2 430 551



# **Condensed Consolidated Interim Statement of Changes in Equity**

(in thousands of euros)	Share capital re	Statutory serve capital	Accumulated deficit/ retained earnings	Total equity attributable to owners	Non- controlling interest	Total equity
Balance as at 01.01.2022	111 500	5 648	156 745	273 893	6 066	279 959
Paid in share capital	30 000	0	0	30 000	0	30 000
Transfer to statutory reserve capital	0	3 088	-3 088	0	0	0
Dividends paid	0	0	-3 900	-3 900	-2 100	-6 000
Share options	0	0	3 390	3 390	0	3 390
Profit for the year	0	0	78 658	78 658	2 215	80 873
Total profit and other comprehensive income for the reporting period	0	0	78 658	78 658	2 215	80 873
Balance as at 31.12.2022	141 500	8 736	231 805	382 041	6 181	388 222

Balance as at 01.01.2023	141 500	8 736	231 805	382 041	6 181	388 222
Paid in share capital	0	3 933	-3 933	0	0	0
Dividends paid	0	0	-2 275	-2 275	-1 225	-3 500
Share options	0	0	3 944	3 944	0	3 944
Profit for the year	0	0	140 133	140 133	1 230	141 363
Total profit and other comprehensive income for the reporting period	0	0	140 133	140 133	1 230	141 363
Balance as at 31.12.2023	141 500	12 669	369 674	523 843	6 186	530 029

# Notes to the Condensed Consolidated Interim Financial Statements

#### **NOTE 1 Accounting Policies**

The interim financial statements have been prepared in accordance with the international financial reporting standard IAS 34 "Interim Financial Reporting", as adopted in the European Union and accordance with International Financial Reporting Standards as adopted in European Union. The interim financial statements should be read in conjunction with the group's annual financial statements as at 31 December 2022. The accounting

policies adopted are consistent with those of the previous financial year.

The financial figures of the interim financial statements have been presented in thousands of euros, unless otherwise indicated. The interim financial statements have been consolidated and include the results of AS LHV Pank and its subsidiaries AS LHV Finance (65% interest).

#### NOTE 2 Breakdown of Financial Assets and Liabilities by Countries

31.12.2023	Estonia	Germany	Other EU	USA	UK	Other	Total
	2 440 148	0	367 348	27 363	2 887	146	2 837 892
Due from banks and investment companies							
Financial assets at fair value	319	6	6 586	29	1	4	6 945
Financial assets at amortized cost	166 205	0	155 683	0	0	0	321 888
Loans and advances to customers	3 448 834	845	25 917	560	67 346	5 011	3 548 513
Receivables from customers	17 833	0	0	0	0	0	17 833
Other financial assets	0	0	0	100	0	0	100
Total financial assets	6 073 339	851	555 534	28 052	70 234	5 161	6 733 171
Deposits of customers	4 023 689	132 432	985 299	72 933	220 184	100 183	5 534 720
Loans received and debt securities in issue	0	0	486 568	0	0	0	486 568
Subordinated debt	114 054	0	0	0	0	0	114 054
Financial liabilities at fair value	78 561	0	0	0	0	0	78 561
Accounts payable and other financial liabilities	1 843	0	0	0	0	0	1 843
Total financial liabilities	4 218 147	132 432	1 471 867	72 933	220 184	100 183	6 215 746

Unused loan commitments in the amount of EUR 495 653 thousand are for the residents of Estonia.

31.12.2022	Estonia	Germany	Other EU	USA	UK	Other	Total
Due from banks and investment companies	1 935 474	0	329 496	24 727	189 442	101	2 479 240
Financial assets at fair value	62	7	308	21	3	6	407
Financial assets at amortized cost	236 130	4 966	123 134	0	0	0	364 230
Loans and advances to customers	3 162 295	612	17 867	622	900	4 693	3 186 989
Receivables from customers	9 253	0	0	0	0	0	9 253
Other financial assets	24	0	0	100	0	0	124
Total financial assets	5 343 238	5 585	470 805	25 470	190 345	4 800	6 040 243
Loans received from Central Banks (TLTRO)	147 841	0	0	0	0	0	147 841
Deposits of customers	3 656 847	5 292	794 101	14 891	452 415	33 385	4 956 931
Loans received and debt securities in issue	0	0	384 149	0	0	0	384 149
Subordinated debt	114 056	0	0	0	0	0	114 056
Financial liabilities at fair value	3 850	0	0	0	0	0	3 850
Accounts payable and other financial liabilities	54 838	0	0	0	0	0	54 838
Total financial liabilities	3 977 432	5 292	1 178 250	14 891	452 415	33 385	5 661 665

Unused loan commitments in the amount of EUR 601 093 thousand are for the residents of Estonia.

## NOTE 3 Breakdown of Assets and Liabilities by Contractual Maturity Dates

	On		3-12		Over 5	
31.12.2023	demand	0-3 months	months	1-5 years	years	Total
Liabilities by contractual maturity dates						
Deposits from customers and loans received	3 697 523	578 906	1 223 758	70 035	339	5 570 561
Loans received and debt securities in issue	0	0	85 318	425 250	0	510 568
Subordinated debt	0	33 311	31 782	63 913	0	129 006
Accounts payable and other financial liabilities	0	78 561	0	0	0	78 561
Unused loan commitments	0	495 653	0	0	0	495 653
Financial guarantees by contractual amounts	0	55 061	0	0	0	55 061
Foreign exchange derivatives (gross settled)	0	148 397	0	0	0	148 397
Financial liabilities at fair value	0	1 843	0	0	0	1 843
Total liabilities	3 697 523	1 391 732	1 340 858	559 198	339	6 989 650
Financial assets by contractual maturity dates						
Due from banks and investment companies	2 837 892	0	0	0	0	2 837 892
Financial assets at fair value (debt securities)	0	96 722	153 577	77 944		328 243
Loans and advances to customers	0	233 162	538 946	2 606 400	1 692 834	5 071 342
Receivables from customers	0	17 833	0	0	0	17 833
Foreign exchange derivatives (gross settled)	0	148 397	0	0	0	148 397
Other financial assets	100	0	0	0	0	100
Total financial assets	2 837 992	496 114	692 523	2 684 344	1 692 834	8 403 807
Maturity gap from financial assets and liabilities	-859 531	-895 618	-648 335	2 125 146	1 692 495	1 414 157

	On	0-3	3-12		Over 5	
31.12.2022	demand	months	months	1-5 years	years	Total
Liabilities by contractual maturity dates						
Loans received from Central Banks (TLTRO)	0	0	0	150 082	0	150 082
Deposits from customers	4 699 726	95 807	143 740	18 082	0	4 957 355
Loans received	0	0	6 790	396 890	0	403 680
Subordinated debt	0	2 311	16 932	118 843	0	138 086
Accounts payable and other financial liabilities	0	54 838	0	0	0	54 838
Unused loan commitments	0	601 093	0	0	0	601 093
Financial guarantees by contractual amounts	0	52 577	0	0	0	52 577
Foreign exchange derivatives (gross settled)	0	171 694	0	0	0	171 694
Financial liabilities at fair value	0	3 850	0	0	0	3 850
Total liabilities	4 699 726	982 170	167 462	683 897	0	6 533 255
Financial assets by contractual maturity dates						
Due from banks and investment companies	2 479 240	0	0	0	0	2 479 240
Financial assets at fair value (debt securities)	0	236 130	4 966	123 225		364 321
Loans and advances to customers	0	186 547	487 298	2 095 373	1 258 430	4 027 648
Receivables from customers	0	9 253	0	0	0	9 253
Foreign exchange derivatives (gross settled)	0	171 694	0	0	0	171 694
Other financial assets	124	0	0	0	0	124
Total financial assets	2 479 364	603 624	492 264	2 218 598	1 258 430	7 052 280
Maturity gap from financial assets and liabilities	-2 220 362	-378 546	324 802	1 534 701	1 258 430	519 025

It is possible to take a short-term loan from the central bank against the security of the majority of instruments in the bond portfolio. All cashflows from financial assets and –liabilities except derivatives include all contractual cash flows.

# NOTE 4 Open Foreign Currency Positions

31.12.2023	EUR	CHF	GBP	SEK	USD	Other	Total
Assets bearing currency risk							
Due from banks and investment companies	2 803 213	1 047	9 734	1 480	13 570	8 849	2 837 892
Financial assets at fair value and amortized cost	322 524	1	0	6 275	31	2	328 833
Loans and advances to customers	3 472 835	23	66 674	189	8 676	116	3 548 513
Receivables from customers	17 211	0	317	168	1 822	-1 685	17 833
Other financial assets	100	0	0	0	0	0	100
Total assets bearing currency risk	6 615 883	1 071	76 725	8 112	24 099	7 281	6 733 171
Liabilities bearing currency risk							
Deposits from customers	5 334 564	9 494	20 924	8 867	151 070	9 801	5 534 720
Loans received and debt securities in issue	486 568	0	0	0	0	0	486 568
Swaps	1 843	0	0	0	0	0	1 843
Accounts payable and other financial liabilities	68 067	30	1 380	479	6 574	2 031	78 561
Subordinated debt	114 054	0	0	0	0	0	114 054
Total liabilities bearing currency risk	6 005 096	9 524	22 304	9 346	157 644	11 832	6 215 746
Open gross position derivative assets at contractual value	0	8 359	0	1 334	133 071	5 633	148 397
Open gross position derivative liabilities at contractual value	94 218	0	54 179	0	0	0	148 397
Open foreign currency position	516 569	-94	242	100	-474	1 081	517 425
31.12.2022	EUR	CHF	GBP	SEK	USD	Other	Total
Assets bearing currency risk							
Due from banks and investment companies	2 252 513	1 466	197 147	2 538	17 806	7 769	2 479 240
Financial assets at fair value	364 567	0	2	1	26	42	364 637
Loans and advances to customers	3 180 990	74	232	385	5 068	241	3 186 989
Receivables from customers	14 099	5	751	241	-4 512	-1 330	9 253
Other financial assets	124	0	0	0	0	0	124
Total assets bearing currency risk	5 812 293	1 545	198 132	3 164	18 388	6 721	6 040 243
Liabilities bearing currency risk							
Loans received from Central Banks (TLTRO)	147 841	0	0	0	0	0	147 841
Deposits from customers	4 590 049	5 323	193 442	10 968	148 058	9 089	4 956 931
Loans received	384 149	0	0	0	0	0	384 149
Accounts payable and other financial liabilities	0	0	0	0	3 849	1	3 850
Swaps	41 563	19	4 006	172	8 987	91	54 838
Subordinated debt	114 056	0	0	0	0	0	114 056
Total liabilities bearing currency risk	5 277 658	5 343	197 448	11 140	160 895	9 181	5 661 665
Open gross position derivative assets at contractual value	9 403	3 757	0	8 001	148 162	2 371	171 694
Open gross position derivative liabilities at contractual value	162 291	0	0	0	9 403	0	171 694
Open foreign currency position	381 747	-40	684	25	-3 748	-89	378 578

## NOTE 5 Breakdown of Loan Portfolio by Economic Sectors and by Stages

31.12.2023	Stage 1	Stage 2	Stage 3	Provision	Total	%
Individuals	1 266 071	89 683	7 593	-6 572	1 356 775	38,2%
Agriculture	96 489	4 410	6	-341	100 564	2,8%
Mining and Quarrying	915	583	54	-81	1 471	0,0%
Manufacturing	137 540	28 214	12 816	-5 035	173 535	4,9%
Energy	176 400	170	12	-1 078	175 504	4,9%
Water and Utilites	17 619	25	0	-209	17 435	0,5%
Construction	83 200	15 426	33	-1 603	97 056	2,7%
Wholesale and retail	182 818	14 518	1 336	-1 898	196 774	5,5%
Transport and logistics	66 531	9 586	0	-691	75 426	2,1%
Hotels and Restaurants	12 571	2 862	406	-153	15 686	0,4%
Information and communication	15 725	551	45	-61	16 260	0,5%
Financial services	170 081	174	0	-1 166	169 089	4,8%
Real estate	727 905	87 849	824	-7 186	809 392	22,8%
Professional, scientific and technical activities	81 198	3 307	376	-268	84 613	2,4%
Administrative activities	100 311	2 746	17	-584	102 490	2,9%
Public management	58 391	4 946	0	-275	63 062	1,8%
Education	2 487	3 300	3	-1 376	4 414	0,1%
Health	17 002	504	0	-92	17 414	0,5%
Art and entertainment	37 591	21 657	0	-1 309	57 939	1,6%
Other servicing activities	12 858	827	7	-78	13 614	0,4%
Total	3 263 703	291 338	23 528	-30 056		
Provision	-12 237	-9 766	-8 053			
Total loan portfolio	3 251 466	281 572	15 475		3 548 513	100%

31.12.2022	Stage 1	Stage 2	Stage 3	Provision	Total	%
Individuals	1 127 635	115 433	5 446	-3 156	1 245 358	39.1%
Agriculture	76 817	2 743	0	-112	79 448	2.5%
Mining and Quarrying	1 039	519	122	-50	1 630	0.1%
Manufacturing	126 670	28 626	81	-1 308	154 069	4.8%
Energy	92 186	1 305	0	-321	93 170	2.9%
Water and Utilites	29 314	90	0	-275	29 129	0.9%
Construction	104 812	5 243	58	-1 712	108 401	3.4%
Wholesale and retail	142 811	6 599	69	-919	148 560	4.7%
Transport and logistics	15 198	10 323	1	-691	24 831	0.8%
Hotels and Restaurants	8 775	23 446	43	-1 522	30 742	1.0%
Information and communication	11 330	3 004	1	-34	14 301	0.4%
Financial services	119 435	9 337	0	-822	127 950	4.0%
Real estate Professional, scientific and technical	744 928	34 577	1 558	-3 233	777 830	24.4%
activities	68 002	7 313	30	-171	75 174	2.4%
Administrative activities	115 072	4 563	32	-3 116	116 551	3.7%
Public management	79 272	0	0	-127	79 145	2.5%
Education	5 151	596	0	-302	5 445	0.2%
Health	11 077	541	0	-76	11 542	0.4%
Art and entertainment	27 619	30 225	15	-2 588	55 271	1.7%
Other servicing activities	6 970	1 503	11	-42	8 442	0.3%

Total	2 914 113	285 986	7 467	-20 577		
Provision	-10 874	-7 632	-2 071			
Total loan portfolio	2 903 239	278 354	5 396		3 186 989	100%

Loans to related parties were 31.12.2023 EUR 28 579 thousand (31.12.2022: 7 570). Loans have been given out on market terms.

#### NOTE 6 Fair Value of Financial Assets and Liabilities

The Management Board of the Group has determined the fair value of assets and liabilities recognised at amortised cost in the balance sheet. To determine the fair value, future cash flows are discounted based on the market interest curve. The below table provides an overview of the assessment techniques, which depend on the hierarchy of assets and liabilities measured at fair value:

	Level 1	Level 2	Level 3	31.12.2023	Level 1	Level 2	Level 3	31.12.2022
Financial assets at fair value through profit	t and loss							
Shares and fund units	369	0	0	369	367	0	0	367
Bonds at fair value through profit and loss	6 275	0	0	6 275	0	0	0	0
Interest rate swaps and foreign exchange forwards	0	301	0	301	0	40	0	40
Total financial assets	6 644	301	0	6 945	367	40	0	407
Financial liabilities at fair value through pro	ofit and loss							
Interest rate swaps and foreign exchange forwards	0	1 843	0	1 843	0	3 850	0	3 850
Total financial liabilities	0	1 843	0	1 843	0	3 850	0	3 850

As of December 31, 2023, the liquidity portfolio in the amount of EUR 321 888 thousand is reflected in the amortised cost and the loss from the revaluation of the portfolio is reflected in the income statement in the line Impairment losses on loans and bonds in the amount of EUR 17 thousand. The fair value of the liquidity portfolio as of 31.12.2023 is EUR 316 603 thousand.

Hierarchy levels:

- 1. Level 1 the price quoted on active market
- Level 2 a technique which uses market information as input (rates and interest curves of arms-length transactions)
- Level 3 other methods (e.g. discounted cash flow method) with estimations as input

Interest rate swaps are instruments, where the fair value is determined via the model-based approach by using the inputs available on the active market. The fair value of such non-market derivatives is calculated as a theoretical net present value (NPV), by using independent market parameters and without assuming the presence of any risks or uncertainties. The NPV is discounted by using the risk-free profitability rate available on the market.

Loans are issued in the bank's business segments on market conditions. Therefore, the fair value of loans does not materially differ from their carrying amount as at 31 December 2023 and 31 December 2022. In determining the fair value of loans, considerable management judgements are used (discounted cash flow method with current market interest is used for the valuation). Loans issued are thus categorised under hierarchy level 3. Other receivables from customers, along with accrued expenses and other current receivables have been generated in the course of ordinary business and are subject to payment over a short period of time. Their fair value does not thus differ from the carrying amount. These receivables and payables do not bear any interest. The fair value of accounts payable, accrued expenses and other payables is determined based on hierarchy level 3.

Customer deposits with fixed interest rates are mostly short-term with the deposits priced pursuant to market conditions. The fair value of the deposits determined via discounting future cash flows does not thus materially differ from the carrying amount. In determining the fair value of customer deposits, considerable management judgements are used. Customer deposits are thus categorised under hierarchy level 3.

All the subordinated loans are received in 2018-2022. Subordinated loans were issued on market terms and considering the movements in loan and interest market, we can say that the market conditions are similar as they were when issuing the subordinated loans so that the fair value of the loans does not materially differ from their net book value. In determining the fair value of loans, considerable management judgements are used. Loans issued are thus categorised under hierarchy level 3.

# NOTE 7 Net Interest Income

Interest income	Q4 2023	12M 2023	Q4 2022	12M 2022
Business loans	39 427	135 465	24 200	78 909
including loans between related parties	409	1 155	27	78
Hire purchase	816	3 453	871	3 338
Leasing	3 275	11 362	1 963	6 407
including loans between related parties	11	41	2	9
Leverage loans and lending of securities	342	1 383	365	1 629
Bonds	2 414	7 799	229	-231
Creditcard loans	285	1 027	228	836
Consumer loans	3 137	12 126	2 763	9 607
Mortgage loans	18 215	62 885	9 471	28 144
including loans between related parties	72	172	8	42
Balances with credit institutions and investment companies	175	4 397	1 584	3 664
Balances with the central bank	18 336	56 664	6 828	8 594
Private loans	1 007	3 735	721	2 450
Including loans between related parties	10	49	2	7
Loans to other group companies	1 530	3 208	0	0
Other loans	615	2 003	312	8 821
Total	89 574	305 507	49 535	152 168
Interest expense				
Deposits of customers and loans received	-23 697	-58 434	-2 271	-5 696
Balances with the central bank	0	0	0	-7 661
Subordinated liabilities	-299	-698	-2 876	-9 322
Total	-6 001	-17 904	-5 147	-22 679
Net interest income	-29 997	-77 036	44 388	129 489
Interest income on loans by customer location				
(interest on bank balances and bonds excluded):	Q4 2023	12M 2023	Q4 2022	12M 2022
Estonia	67 128	233 482	40 494	140 141
Great Britain	1 521	3 165	0	0
Total	68 649	236 647	40 494	140 141



## NOTE 8 Net Fee and Commission Income

Fee and commission income	Q4 2023	12M 2023	Q4 2022	12M 2022
Security brokerage and commissions paid	1 310	4 400	949	4 329
Asset management and similar fees	1 737	6 696	1 524	5 807
Currency conversion revenues	1 756	5 868	2 003	8 462
Fees from cards and payments	5 790	23 286	7 281	27 498
Other fee and commission income	2 013	7 667	1 771	6 793
Total	12 606	47 917	13 528	52 889
Fee and commission expense				
Security brokerage and commissions paid	-664	-2 502	-559	-2 386
Expenses related to cards	-682	-7 397	-1 721	-6 312
Expenses related to acquiring	-2 490	-8 600	-1 931	-7 344
Other fee and commission income	-327	-2 201	-1 058	-4 439
Total	-4 163	-20 700	-5 269	-20 481
Net fee and commission income	8 443	27 217	8 259	32 408
Fee and commission income by customer location:	Q4 2023	12M 2023	Q4 2022	12M 2022
Estonia	10 875	39 912	11 768	45 537
Great Britain	1 731	8 005	1 760	7 352

12 606

47 917

13 528

52 889

# NOTE 9 Operating Expenses

Total

	Q4 2023	12M 2023	Q4 2022	12M 2022
Wages, salaries and bonuses	9 438	34 045	7 528	27 654
Social security and other taxes*	2 702	10 246	2 275	8 475
Total personnel expenses	12 140	44 291	9 803	36 129
IT expenses	2 007	6 458	1 261	4 943
Information services and bank services	284	1 418	310	1 297
Marketing expenses	859	2 823	914	2 583
Office expenses	396	1 534	446	1 358
Transportation and communication expenses	142	509	134	492
Staff training and business trip expenses	272	1 047	308	1 073
Other outsourced services	1 592	7 302	1 350	5 343
Other administrative expenses	291	11 556	2 281	6 964
Depreciation of non-current assets	4 547	7 170	823	3 091
Operational lease payments	-90	186	91	293
Other operating expenses	430	941	377	979
Total other operating expenses	10 730	40 944	8 295	28 416
Total operating expenses	22 870	85 235	18 098	64 545

\*lump-sum payment of social, health and other insurances

### NOTE 10 Balances with the Central Bank, Credit Institutions and Investment Companies

	31.12.2023	31.12.2022
Term deposits with maturity less than 3 months*	48 140	88 276
Legal reserve with the central bank	55 899	48 689
Other receivables from central bank*	2 733 853	2 342 275
Total	2 837 892	2 479 240
*Cash and cash equivalents in the Statement of Cash Flows	2 781 993	2 430 551

The breakdown of receivables by countries has been presented in Note 2. Demand deposits include receivables from investment companies in the total amount of EUR 12 509 thousand (31 December 2022: EUR 3 391 thousand). All other demand and term deposits are held with credit institutions and the central bank. The minimum reserve requirement as at 31 December 2023 was 1% (31 December 2022: 1%) of all financial resources (customer deposits and loans received). The reserve requirement is to be fulfilled as a monthly average in euros or in the foreign financial assets approved by the central bank.

#### NOTE 11 Deposits of Customers, Loans Received and Debt Securities in issue

			Non-financial		
	Individuals	Financial entities	entities	Public sector	31.12.2023
Demand deposits	745 277	1 129 382	1 745 664	74 571	3 694 894
Term deposits	920 080	98 730	753 648	43 265	1 815 723
Accrued interest liability	13 047	1 419	9 063	574	24 103
Total	1 678 404	1 229 531	2 508 375	118 410	5 534 720

			Non-financial		
_	Individuals	Financial entities	entities	Public sector	31.12.2022
Demand deposits	1 065 135	1 533 598	2 042 117	58 406	4 699 256
Term deposits	63 208	23 046	146 137	24 587	256 978
Accrued interest liability	336	192	156	13	697
Total	1 128 679	1 556 836	2 188 410	83 006	4 956 931

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31.12.2023	TLTRO	Mortgage bonds	Preferred senior bonds	Total loans received and debt securities in issue
Loans received	0	249 577	233 907	483 484
Accrued interest liability	0	141	2 943	3 084
Total	0	249 718	236 850	486 568
31.12.2022	TLTRO	Mortgage bonds	Preferred senior bonds	Total loans received and debt Securities in issue
31.12.2022 Loans received	<b>TLTRO</b> 150 000	Mortgage bonds 249 284		
			bonds	debt Securities in issue

In 2020, LHV Pank issued EUR 250 million in five-year mortgage bonds in June. In the fourth quarter, a self-directed issue of EUR 100 million was added, which was used as collateral by the European Central Bank to raise funds from the TLTRO III program. In 2022, LHV Bank returned the loan received from the European Central Bank in the amount of 50 000 thousand euros and in first, second and third quarter 2023 another 50 000 thousand euros was retuned. As of 31.12.2023 the loan received from European Central Bank (TLTRO) was fully repaid (balance 31.12.2022: 150 000 thhousand).

The nominal interest rate of the deposits of customers and loans granted equals to their effective interest rate, as no other significant fees have been implemented.

## NOTE 12 Assets Under management

AS LHV Pank, operating as an account manager for its customers, has custody		
of or intermediates the following customer assets:	31.12.2023	31.12.2022
Cash balance of customers	13 780	13 609
Securities of customers	3 490 269	3 194 837
Incl. parent company	151 129	149 279
Incl. shareholders of the parent company and related		483 452
entities	562 486	403 402
Total	3 504 049	3 208 446

# NOTE 13 Contingent Liabilities

Irrevocable transactions	Performance guarantees	Financial guarantees	Letter of credit	Unused loan commitments	Total
Liability in the contractual amount as at 31 December 2023	56 217	55 061	3 732	495 653	610 663
Liability in the contractual amount as at					
31 December 2022	30 174	52 577	6 605	601 093	690 449

# **General information**

Legal name	AS LHV Pank
Commercial Registry no	10539549
Legal address	Tartu mnt. 2, 10145 Tallinn
Phone	(372) 6800400
Fax	(372) 6800410
BIC / Swift	LHVBEE22
E-mail	lhv@lhv.ee
Web page	www.lhv.ee
Main activities	banking, finance lease and other lending, security brokerage
Auditor	OÜ KPMG Baltics
Supervisory board	Madis Toomsalu, Raivo Hein, Rain Lõhmus, Heldur Meerits, Tiina Mõis, Andres Viisemann
Management board	Kadri Kiisel, Jüri Heero, Andres Kitter, Indrek Nuume, Martti Singi, Meelis Paakspuu