# Interim report

January – September 2016

# Marginalen Bank's interim report

JANUARY - SEPTEMBER 2016

#### SUMMARY: THIRD QUARTER 2016 COMPARED WITH SECOND QUARTER 2016

- Operating profit rose by 21% to SEK 43.8 (36.1) million
- Profit after tax for the period increased by 17% to SEK 32.7 (28.0) million
- The cost/income ratio rose to 65.5% (61.2%)
- Consumer lending increased to SEK 13,534.9 (13,381.8) million
- Return on equity rose to 10.6% (8.9%)
- Net interest income fell to SEK 137.5 (147.2) million
- The loan loss rate was 0.5% (1.1%)
- The common equity tier 1 ratio was 11.1% (10.8%), while the total capital ratio was 16.8% (16.4%)

## SUMMARY: JANUARY - SEPTEMBER 2016 COMPARED WITH JANUARY - SEPTEMBER 2015

- Operating profit fell by 12% to SEK 113.3 (128.3) million
- Profit after tax for the period fell by 9% to SEK 86.5 (95.5) million
- The cost/income ratio rose to 63.1% (62.2%)
- Consumer lending increased to SEK 13,534.9 (13,112.6) million
- Return on equity fell to 9.3% (11.6%)
- Net interest income rose by 1% to SEK 430.4 (424.5) million
- The loan loss rate was 0.9% (0.9%)
- The common equity tier 1 ratio increased to 11.1% (10.2%), while the total capital ratio was 16.8% (16.0%)

#### SIGNIFICANT EVENTS AFTER THE END OF THE REPORTING PERIOD

KEY FIGURES, SEK MILLION	2016	2016	2016	2015
RET FIGURES, SER MILLION	Jul-Sep	Apr-Jun	Jan-Sep	Jan-Sep
Net interest income	137,5	147,2	430,4	424,5
Operating income	177,5	190 <i>,7</i>	549,6	552,1
Comprehensive income	32,7	28,0	86,8	68,5
Capital base	1 889,1	1 857,2	1 889,1	1 753,4
Total capital ratio, %	16,8	16,4	16,8	16,0

# Comments from the CEO

Marginalen Bank has delivered another quarter of growth and improved earnings compared with the previous quarter. Profit for the period was SEK 32.7 million, which is an increase of SEK 4.7 million from Q2 (28.0). Consumer lending increased by SEK 153.1 million to SEK 13,534.9 million during the quarter.

We maintain our long-term focus on continuously simplifying our customers' day-to-day financial needs by developing digital services and interfaces within the Bank. Net interest income and other operating income increased compared with the previous quarter, while costs increased marginally. The cost/income ratio rose to 65.5% (Q2: 61.2%), largely driven by an increased liquidity buffer.

Our liquidity key ratio<sup>1</sup> continues to show a strong position. During Q3, we continued to rebalance our deposits in order to increase the proportion of fixed-term deposits. This is a deliberate strategy aimed at cutting the risk level in deposits and improving the maturity mix between deposits and lending.

In the current market situation, the deposit rates have not followed the downward trajectory to the same extent as the lending rates, which continues to place pressure on our net interest ratio and affects the return on our liquidity portfolio. In Q2, the liquidity portfolio was rebalanced to correct the interest rate risk in our balance sheet and address increased macro risks. We expect a continuing period of negative interest rates, and it is our assessment that our liquidity reserve will show a negative return for the remainder of 2016.

We are now a member of RIX, which means that we can now manage clearing and settlement via the Riksbank rather than engaging representatives. This reinforces the Bank's independence. It also gives us increased scope to act as an independent player in the Swedish banking market and improves our capital position as we can now deposit liquidity with the Riksbank rather than Swedish institutions.

Increased capital requirements, including an increase in the countercyclical capital buffer rate in June 2016 and a further increase in the same buffer announced for March 2017, mean that we need to strengthen the Bank's capital base through a continuation of good earnings and appropriate adjustment of the Bank's deposits, lending and liquidity.

Marginalen AB's acquisition of Sergel Group ("Sergel") from Telia Company was announced on 21 June. Marginalen Bank is participating by, subject to the Swedish Financial Supervisory Authority's approval, acquiring debt portfolios in Sweden, Norway and Finland. The transaction is expected to be completed during Q4. Marginalen Bank has long experience in acquiring debt portfolios. The acquisition of Sergel brings the Bank significant opportunities for positive development both in terms of exchange of knowledge and future business.

Sarah Bucknell resigned as CEO on 28 September at her own request, with Deputy CEO Charlotte Strandberg taking over as Acting CEO. An external search for a new CEO has begun.

Charlotte Strandberg Acting CEO, Marginalen Bank

<sup>&</sup>lt;sup>1</sup> LCR and NFSR. For definitions, see key figures

# **About Marginalen Bank**

#### Marginalen Bank's Group structure

Marginalen Bank Bankaktiebolag, corporate ID no. 5164060807 (Marginalen Bank) and its holding company Marginalen AB, corporate ID no. 5561284349, have been part of a consolidated arrangement since April 2012, in which ESCO Marginalen AB, corporate ID no. 5560965765, is the parent company.

Marginalen Bank and its consolidated arrangement come under the supervision of the Swedish Financial Supervisory Authority and is subject to the rules that regulate credit institutions in Sweden. The regulations relate to such matters as governance, risk management, liquidity management, capital adequacy and large exposures. The Swedish deposit guarantee applies to customers of Marginalen in the same way as for other Swedish banks, and Marginalen Bank is the only ISO 9001:2008 certified bank in Sweden. Consolidated operations are conducted in Marginalen Bank and in its sister companies UAB Gelvora (Lithuania), SIA Gelvora.lv (Latvia), UAB General Financing (Lithuania), SIA Aizdevums.lv (Latvia), Marginalen Financial Services AB, Inkasso AB Marginalen, Hygglig AB, Crex AB and Sweden Consumer Credit No. 1 Ltd (Jersey).

#### **Operations**

Marginalen Bank has approximately 300,000 customers in Sweden. Our head offices are in Stockholm, where some 300 employees work. Marginalen Bank was established when Marginalen acquired Citibank's Swedish consumer bank in 2010, but our history extends back to the late 1970s.

Marginalen Bank's largest area of operations is banking and financial services, followed by collection, accounting, legal and HR services. Our business concept is to create the time and opportunities for people and companies to develop by simplifying their day-to-day finances. We do this by listening to our customers and by offering straightforward, competitive products and services.

Operations in Marginalen Bank are pursued via three divisions: Personal Banking, Corporate Banking and Marginalen Core. Financial and operational governance and monitoring of operations follow the division structure, and earnings trends, performance measures and business volumes are measured and analyzed by division. In addition to the three divisions, there are a number of support functions, including Business Support, Credit, Finance, HR, IT, Marketing & Communication and control functions.

Personal Banking within Marginalen Bank offers a basic range of simple and transparent services in areas such as saving, lending, payments and insurance. Marginalen Bank enjoys a strong position within the deposits segment, with some of the market's most competitive savings accounts with both fixed and variable rates of interest. Personal Banking also offers competitive lending products and credit cards.

Corporate Banking offers various types of financing solutions, including loans, leasing, factoring and invoice payment, as well as deposits. The division primarily finances machinery and equipment within forestry, agriculture, engineering, construction, IT, healthcare and fixtures for store chains.

Marginalen Core<sup>1\*</sup> is aimed at small and medium-sized businesses, government agencies and municipalities, and offers debt collection, financial management, legal and HR services. For the past 30 years, collection operations have been offering services including Swedish collection, housing debt collection, debt monitoring, acquisition of loan portfolios and international collection. Together with other service offerings within Marginalen Core, the objective is to ease the administrative burden of companies and entrepreneurs, thereby freeing up both time and skills for core operations.

<sup>&</sup>lt;sup>1</sup> Services offered within Financial Management and HR are provided by Konsult AB Marginalen, which is part of the same Group as Marginalen Bank

# Market development

2016 has been a year in which the world's central banks have continued to stimulate the economy in the hope of getting inflation in line with their targets. Low interest rates and bond purchases are instruments that have not yet brought inflation to the long-term target levels. At the same time, interest rate paths have been revised down.

The Brexit effect eased off relatively quickly after some initial turbulence, but is likely to dominate the markets again and give rise to volatility as the negotiations with the EU approach. Oil prices have slowly climbed since summer. The oil-exporting countries have tried to curb supply in order to increase the prices, which in turn could push up inflation.

The expected interest rate adjustments in the United States have been postponed and there has also been a downward adjustment of the interest rate path.

Although the US economy is showing strength, an excessively strong dollar would have an adverse impact on the global economy.

The outcome of the US election, the Brexit negotiations and continued fears of weakly capitalized banks in Europe create conditions for volatility in 2016-2017. In parallel, central banks continue to create a low interest rate environment to achieve inflation targets.

In Sweden, long-term interest rates, in the form of Swedish 10-year government bonds, have risen since summer. However, positive interest rates above zero are only found in 10-year government bonds; shorter terms give a negative return. The strong growth in Sweden is expected to fall to just under 2% after a slowdown in public consumption related to reduced migration.

New consumption patterns and increased e-commerce are bringing price pressure, and low unemployment has not affected wage inflation in the form of increased prices. Consequently, the Riksbank will have a challenge to reach its inflation target and may join the ECB in conducting further monetary stimulus measures.

The low interest-rate environment affects the return on our liquidity portfolio. However, with positive deposit rates and private savings continuing to increase, Marginalen Bank has managed to broaden its customer base for deposits. Continuing low unemployment and high asset prices mean that households' repayment ability is expected to remain strong.

The interest-rate trend for the Bank's customer business in the coming quarter is expected to be roughly in line with the third quarter.

Marginalen Bank keeps a close watch on macroeconomic developments and continually produces scenario analyses in order to be well prepared for changes in the economic trend.

# **Customers**

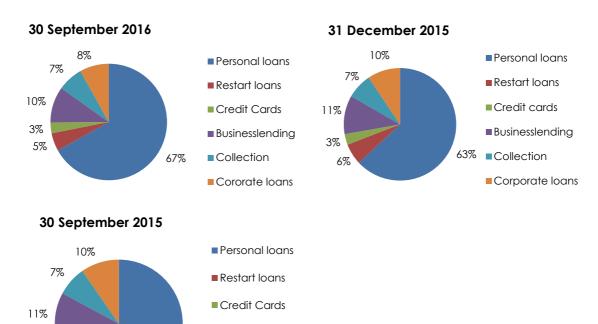
3%

6%

# Composition and credit quality

# **Consumer lending – Product distribution**

Consumer lending increased by SEK 543.3 million in the first nine months of 2016. The personal lending portfolio grew by 8% in the same period compared with 31 December 2015. There has been no major variance in the composition of assets in consumer lending since Q3 2015.



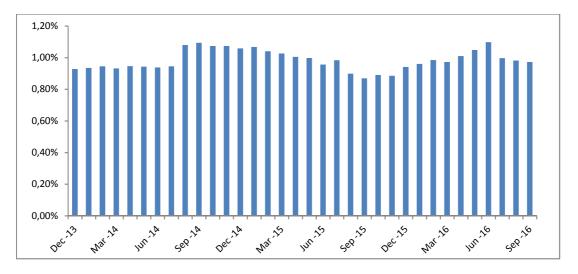
■ Businesslending

■ Cororate loans

■ Collection

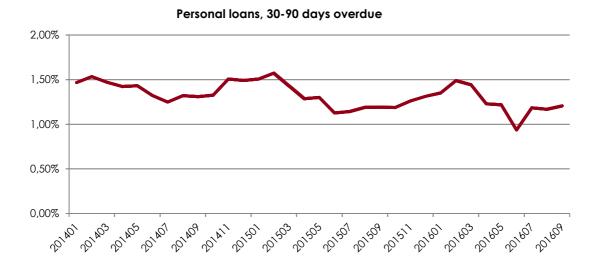
## **Development of loan reserves**

The collection threshold in the loan subledger for personal loans was lowered in Q2, which meant that there was a slight increase in provisions for overdue loans. Loan losses returned to a lower level during Q3, as expected.



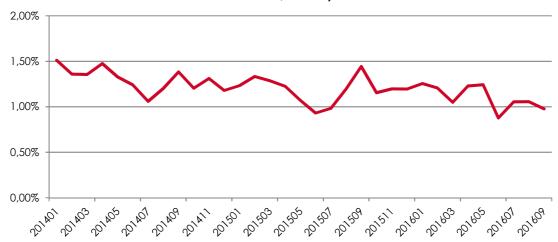
#### Trends in overdue consumer credit volumes

The proportion of overdue contracts for personal loans is back at a normal level after we lowered the collection threshold in Q2. The proportion of overdue contracts for credit cards is somewhat lower, which is considered to be a normal seasonal effect.





## Credit cards, 30+ days overdue



Comment: 30+ days overdue contracts refers to 30-120 days overdue contracts, and 90+ days overdue contracts refers to 90-120 days overdue contracts

## Net interest ratio

## Net interest ratio



# Income and earnings (comparison with Q2 2016)

## **Earnings**

Marginalen Bank's operating income for the second quarter decreased by 7% to SEK 177.5 (190.7) million. Interest income amounted to SEK 188.8 (189.9) million, while interest expense totaled SEK - 66.5 (-56.5) million. Net interest income for the period was SEK 137.5 (147.2) million. Costs before loan losses amounted to SEK -116.2 (-116.7) million. Employee benefits expenses were SEK -61.2 (-68.0) million, while other administrative expenses amounted to SEK -50.6 (-43.7) million, related primarily to IT-expenses. Depreciation, amortization and impairment of non-current assets totaled SEK -4.4 (-5.0) million, most of which related to amortization of intangible non-current assets and depreciation of equipment. Loan losses decreased somewhat in Q3 and amounted to SEK -17.4 (-37.9) million.

Marginalen Bank reported an operating profit of SEK 43.8 (36.1) million for Q3 2016, an increase of 21%. Comprehensive income for the period was SEK 32.7 (28.0) million, an increase of 17%.

# Financial position and capital adequacy

(comparison with 31 December 2015)

#### Financial position

Marginalen Bank continues to show good liquidity. Deposits with credit institutions and investments in bonds and other interest-bearing securities amounted to SEK 4,622.7 (4,191.5) million at the end of the period.

Consumer lending – which totaled SEK 13,534.9 (12,991.6) million at the end of the quarter – is primarily financed by deposits to personal accounts. At the end of the period, total deposits to personal accounts amounted to SEK 16,120.4 (15,191.4) million. Operations in Marginalen Bank are not dependent on any international financing.

# Capital adequacy and risk management

On 30 September 2016, the total capital ratio, i.e. the relationship between capital base and risk-weighted exposure, was 16.8%. The capital base amounted to SEK 1,889.1 million, while risk-weighted exposure was SEK 11,247.7 million. On 31 December 2015, the total capital ratio was 16.3%; the capital base amounted to SEK 1,789.6 million and risk-weighted exposure was SEK 10,951.2 million. Marginalen Bank recognizes credit risk and counterparty risk according to the standardized method, operational risk according to the basic indicator approach and liquidity risk, market risk and strategic risk according to internal classification methods using established policies and instructions, with the aim of limiting and controlling Marginalen's risk-taking.

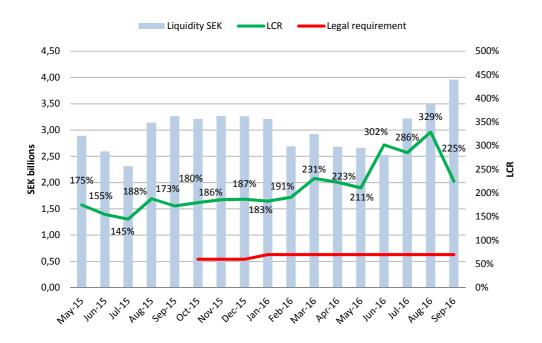
## General information about financial and other risks

Marginalen Bank is financed with both liabilities and equity. Financing with liabilities by its very nature involves liquidity and refinancing risks. Marginalen is affected by general economic conditions and the situation in the world's financial markets. Marginalen Bank's development can also be affected by uncertainties in macroeconomic trends. Marginalen Bank carries out extensive stress tests, considering various scenarios to enable the Bank to manage both upswings and downturns in the economy.

## Treasury and funding

- Marginalen Bank is a member of RIX.
- The liquidity situation continues to be healthy, with a liquidity reserve of SEK 3,960 million.
- The LCR, in accordance with the European Banking Authority's reporting standard COREP<sup>1</sup>, was 225% in September 2016 (Q2 2016, 302%). The reason for the measure's decline since Q2 is a higher net outflow, which is largely attributable to our RIX membership.
- Large-scale deposits to personal accounts as a funding source and the absence of short-term
  market borrowing means the Bank's NSFR is at a satisfactory level for meeting forthcoming
  regulatory requirements. The Bank's NSFR is well in line with the forthcoming regulatory
  requirements, thanks to large-scale deposits to personal accounts as a funding source and the
  absence of short-term market borrowing.

# Qualified liquidity and LCR



Quantitative requirement of 70% as of 1 January 2016

# NSFR- Net Stable funding ratio



Key figures	2016 Jul-Sep	2016 Apr-Jun	2016 Jan-Sep	2015 Jan-Sep
Profit margin, %	24.9	18.9	20.6	23.2
Return on equity, %	10.6	8.9	9.3	11.6
Interest coverage ratio, times	1.7	1.6	1.6	1.6
Net interest ratio, %	4.1	4.4	4.3	4.5
Equity/assets ratio, %	7.1	7.4	7.1	6.8
Capital base, SEK million	1,889.1	1,857.2	1,889.1	1,753.4
Common equity tier 1 ratio, %	11.1	10.8	11.1	10.2
Tier 1 ratio, %	13.7	13.4	13.7	12.9
Total capital ratio, %	16.8	16.4	16.8	16.0
Liquidity coverage ratio (LCR, CRR), %	225.0	302.0	225.0	173.0
NFSR, %	143.0	132.0	143.0	135.0
Total assets, SEK million	18,387.8	17,211.4	18,387.8	17,524.3
Return on assets, %	1.0	0.8	0.8	1.0
Operating profit, SEK million	43.8	36.1	113.3	128.3
Comprehensive income, SEK million	32.7	28.0	86.8	68.5
Cost/income ratio, %	65.5	61.2	63.1	62.2
Lending/Deposits, %	84.0	89.2	84.0	86.5
Loan loss rate, %	0.5	1.1	0.9	0.9

# Alternative performance measures

Alternative performance measures (APMs) are financial measures of historical or future financial performance, financial position or cash flow that are not defined in applicable financial reporting regulations (IFRS), the fourth Capital Requirements Directive (CRD IV) or Regulation (EU) No 575/2013 on capital requirements (CRR). Marginalen Bank uses alternative performance measures where relevant in order to monitor and describe the Bank's financial situation and improve comparability between periods. These do not need to be comparable with similar performance measures presented by other companies

# **Definitions**

Profit margin	Profit before tax divided by operating income
Return on equity	Adjusted earnings divided by average adjusted equity
Adjusted equity	Equity plus 78% of untaxed reserves
Interest coverage ratio	Operating profit plus interest expenses divided by interest expenses
Net interest ratio, $\%$	Net interest income divided by average consumer lending
Equity/assets ratio	Adjusted equity at the end of the period divided by total assets at the
Capital base	end of the period Sum of tier 1 and tier 2 capital, less deductions in accordance with the capital adequacy regulation (EU no. 575/2013), Article 36
Common equity tier 1 ratio	Common equity tier 1 divided by total risk-weighted exposure amount
Tier 1 ratio	Tier 1 capital divided by total risk-weighted exposure amount
Total capital ratio	Capital base divided by total risk-weighted exposure amount
Capital adequacy quotient	A quotient of 1 corresponds to an 8% capital adequacy ratio, 2 corresponds to 16%, and so on
Capital adequacy ratio	Capital base divided by exposure amount
Liquidity coverage ratio (LCR)	Size of liquidity reserve in relation to anticipated stressed net cash flow during a 30-day period
NSFR	Stable financing divided by liquid assets (in accordance with Marginalen Bank's interpretation of the Basel Committee's new recommendation, BCBS295)
Adjusted earnings	Profit before appropriations less 22%
Return on assets	Operating profit divided by average balance sheet total
Comprehensive income after tax	Comprehensive income incl. components that have been, or may in future be reclassified to the income statement
C/I ratio	Total operating costs divided by total operating income
Lending/Deposits	Consumer lending divided by deposits to personal accounts
Loan loss rate	Net loan losses divided by average consumer lending

# **Financial statements**

# Marginalen bank

# **Income statement**

SEK million	Note	2016	2016 Apr-Jun	%	2016 Jan-Sep	2015	%
Interest income	3	188.8	189.9	-1	564.9	585.2	-3
Leasing income		15.2	13.8	10	42.7	42.2	
Interest expenses	3	-66.5	-56.5	18	-177.1	-202.9	-13
Net interest income		137.5	147.2	-7	430.4	424.5	1
Fee and commission income	3	28.1	30.0	-7	89.1	83.0	7
Fee and commission expenses		-1.7	-1.5	11	-4.6	-4.8	-6
Net gains/losses on financial transactions	4	6.4	6.8	-5	13.8	26.5	-48
Other operating income	3	7.2	8.2	-13	20.9	22.9	-9
Total operating income		177.5	190.7	-7	549.6	552.1	0
Staff costs	3	-61.2	-68.0	-10	-194.7	-192.7	1
Other administrative expenses	3	-50.6	-43.7	16	-136.2	-138.1	-1
Depreciation/amortization and impairment of non-current assets		-4.4	-5.0	-12	-15.8	-12.5	26
Total operating expenses before loan losses		-116.2	-116.7	0	-346.6	-343.3	1
Earnings for the period before loan losses		61.3	74.0	-17	202.9	208.8	-3
Net loan losses	9	-17.4	-37.9	-54	-89.6	-80.5	11
Operating profit		43.8	36.1	22	113.3	128.3	-12
Income tax		-11.2	-8.1	38	-26.8		-18
Profit for the period		32.7	28.0	17	86.5	95.5	-9
Statement of comprehensive income							
		2016 Jul-Sep	2016 Apr-Jun	% .	2016 Jan-Sep	2015 Jan-Sep	%
Profit for the period reported in the income statement		32.7	28.0	17	86.5	95.5	-9
Items that may be reclassified to the income statement	•						
Change in fair value of bonds		0.0	0.0	-	0.3	-34.6	-101
Change in fair value of deferred tax		0.0	0.0	-	-0.1	7.6	-101
Other profit/loss after tax for the period		0.0	0.0	-	0.2	-27.0	-101
Comprehensive income for the period		32.7	28.0	17	86.8	68.5	27

# **Balance sheet**

SEK million	Note	2016 30 Sep	2015 31 Dec	%	2015 30 Sep	%
Assets:	1					
Cash and balances with central banks		1,090.8	0.0	-	0.0	_
Eligible government debt instruments, etc.		1,539.8	2,260.6	-32	2,920.1	-47
Lending to credit institutions		549.6	831.3	-34	792.6	-31
Consumer lending		13,534.9	12,991.6	4	13,112.6	3
Bonds and other interest-bearing securities		1,442.5	1,099.6	31	452.6	219
Derivatives		2.6	9.0	-71	0.5	420
Shares and participations		5.0	5.0	0	5.0	0
Intangible non-current assets		34.5	36.3	-5	34.4	0
Property, plant and equipment		19.4	18.8	3	10.8	80
Other assets		54.9	70.8	-22	86.5	-37
Prepaid expenses and accrued income		113.8	106.6	-7	109.2	4
Total assets		18,387.8	17,429.6	5	17,524.3	5
Liabilities and equity:						
Deposits to personal accounts		16,120.4	15,191.4	6	15,160.7	6
Derivatives		7.7	102.9	-93	129.7	-94
Other liabilities		74.3	114.0	-35	107.6	-31
Accrued expenses and deferred income		222.9	139.8	59	269.5	-17
Provisions		15.5	23.3	-33	21.4	-28
Subordinated liabilities		640.2	638.1	0	637.4	0
Total liabilities		17,081.0	16,209.5	5	16,326.3	5
Equity						
Restricted equity						
Share capital		52.5	52.5	0	52.5	0
		52.5	52.5	0	52.5	0
Unrestricted equity						
Fund for assets available for sale		0.0	-0.2	-100	0.3	-100
Retained earnings		1,167.8	1,053.9	11	1,049.7	11
Profit for the period		86.5	113.9	-24	95.5	-9
		1,254.3	1,167.6	7	1,145.5	9
Total equity		1,306.8	1,220.1	7	1,198.0	9
Total liabilities and equity		18,387.8	17,429.6	5	17,524.3	5

# Changes in equity

SEK million	Share capital*	Reserves	Fund for AFS financial assets	Retained earnings	TOTAL
January-September 2015	•				
Opening balance, 1 January 2015	52.5	-	27.3	1,029.7	1,109.5
Interim profit				95.5	95.5
Other comprehensive income			-27.0		-27.0
Comprehensive income			-27.0	95.5	68.5
Transactions with shareholders					
Shareholders' contribution received				20.0	20.0
Total transactions with shareholders				20.0	20.0
Closing balance, 30 September 2015	52.5	-	0.3	1,145.2	1,198.0
January-December 2015					
Opening balance, 1 January 2015	52.5	-	27.3	1,029.7	1,109.5
Profit for the year				113.9	113.9
Other comprehensive income			-27.5		-27.5
Comprehensive income			-27.5	113.9	86.4
Transactions with shareholders					
Group contributions paid (net after tax)				-14.8	-14.8
Shareholders' contribution received				39.0	39.0
Total transactions with shareholders				24.2	24.2
Closing balance, 31 December 2015	52.5	-	-0.2	1,167.8	1,220.1
January-September 2016					
Opening balance, 1 January 2016	52.5	-	-0.2	1,167.8	1,220.1
Interim profit				86.5	86.5
Other comprehensive income			0.2		0.2
Comprehensive income			0.2	86.5	86.7
Closing balance, 30 September 2016	52.5	- -	0.0	1,254.3	1,306.8

<sup>\*</sup> Number of shares amounts to 525,000 with a quotient value of SEK 100.

# Cash flow statement

SEK million	2016 Jan-Sep	2015 full year	2015 Jan-Sep
Cash and cash equivalents at start of			
period*	702.5	910.9	910.9
Cash flow from operating activities	401.0	-1,097.6	-1,015.2
Cash flow from investing activities	472.0	769.2	584.7
Cash flow from financing activities	0.0	120.0	120.0
Cash flow for the period	873.0	-208.4	-310.5
Cash and cash equivalents at end of period*	1 575.5	702.5	600.4

\* Cash and cash equivalents includes cash and lending to credit institutions, less blocked funds.

# **Notes**

The interim information on pages 2-13 constitutes an integral part of this financial report.

## Note 1 Accounting policies

This interim report has been prepared in accordance with IFRS/IAS 34. Marginalen Bank applies IFRS with statutory exemptions, which means that the interim report has been prepared in accordance with IFRS, with additions and exceptions pursuant to the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities, the Swedish Financial Supervisory Authority's regulations and general advice on Annual Reports in credit institutions and securities companies (FFFS 2008:25), as well as the Annual Accounts Act for Credit Institutions and Securities Companies (ÅRKL).

## Changes to accounting policies and presentation

Bonds acquired in or after 2015 are recognized at fair value in the income statement (the fair value option).

#### IFRS 9

IFRS 9 Financial Instruments will replace IAS 39 Financial Instruments: Recognition and Measurement, published by the IASB in July 2014. Provided IFRS 9 is adopted by the EU and the IASB's proposed effective date for the standard does not change, IFRS 9 will be applied from the 2018 financial year. The standard covers three areas: classification and measurement, impairment and general hedge accounting. The Bank is in the process of analyzing in further detail the financial impact of the new standard.

## IFRS 16

Provided IFRS 16 is adopted by the EU and the IASB's proposed effective date for the standard does not change, IFRS 16 will be applied from the 2019 financial year. The Bank is in the process of analyzing the financial impact of the new standard.

The accounting policies, bases for calculations and presentation in the financial statements are essentially unchanged compared with the 2015 Annual Report.

Amounts are given in SEK millions unless otherwise stated. Figures in parentheses relate to the corresponding period the previous year.

## Note 2 Capital adequacy

	2016 30 Sep	2015 31 Dec	2015 30 Sep
Common equity tier 1 ratio	11.1%	10.5%	10.2%
Tier 1 ratio	13.7%	13.2%	12.9%
Total capital ratio	16.8%	16.3%	16.0%
Total common equity tier 1 capital requirement including buffer requirement	8.5%	8.0%	8.0%
of which: requirement for capital conservation buffer	2.5%	2.5%	2.5%
of which: requirement for countercyclical capital buffer	1.5%	1.0%	1.0%
Common equity tier 1 capital available for use as buffer	6.6%	6.0%	5.7%

Total minimum capital base requirement

Capital base	2016	2015	2015
	30 Sep	31 Dec	30 Sep
Share capital	52.5	52.5	52.5
Retained earnings	1,167.8	1,053.9	1,050.0
Audited annual income that may be included in capital			
base, net after deductions for predictable costs and dividends	86.5	113.9	80.4
Less dividend	-	-	-
Common equity tier 1 capital before legislative adjustments			
(1)	1,306.8	1,220.3	1,182.9
Less intangible assets (2)	-34.5	-36.3	-34.4
Less additional value adjustment (2)	-23.4	-32.5	-32.5
Common equity tier 1 capital after legislative adjustments	1,248.9	1,151.5	1,116.0
Perpetual subordinated loan	294.6	293.6	293.6
Tier 1 capital after legislative adjustments	1,543.5	1,445.1	1,409.2
Fixed-term subordinated loan	345.6	344.5	344.2
Tier 2 capital	345.6	344.5	344.2
Total capital after legislative adjustments	1,889.1	1,789.6	1,753.4
Capital base requirement	2016	2015	2015
Risk-weighted exposure amount	30 Sep	31 Dec	30 Sep
Credit risk – standardized method (4)	100500	0.750.0	00450
Market risk (currency risk) (5)	10,050.2	9,753.8	9,865.9
Operational risk – Basic indicator approach (6)	-	-	-
CVA risk (7)	1,197.4	1,197.4	1,061.9
	0.1	0.0	0.1
Total risk-weighted exposure amount	11,247.7	10,951.2	10,927.9
Capital base requirement			
Credit risk – standardized method	804.0	780.3	789.3
Market risk (currency risk)	004.0	700.5	707.5
Operational risk – Basic indicator approach	95.8	- 95.8	85.0
CVA risk		-	-

899.8

876.1

874.2

# Credit risk according to standardized method

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Exposures for credit risk per exposure class	Risk-weighted exposure amount	Capital requirement
Governments and central banks	-	-
Municipalities and comparable associations and authorities	-	-
Institutional exposure	112.4	9.0
Corporate exposure	534.9	42.8
Household exposure	7,722.0	617.8
Exposure with property collateral	347.7	27.8
Unregulated items	1,100.6	88.0
Exposure in the form of covered bonds	146.2	11.7
Exposure to equities	5.0	0.4
Other items	81.3	6.5
Total minimum capital requirement	10,050.2	804.0

# Credit risk according to standardised method

## 31 December 2015

Exposures for credit risk per exposure class	Risk-weighted exposure amount	Capital requirement
Governments and central banks	-	-
Municipalities and comparable associations		
and authorities	-	-
Institutional exposure	167.1	13.4
Corporate exposure	637.0	51.0
Household exposure	7,374.2	589.9
Exposure with property collateral	351.6	28.1
Unregulated items	1,054.1	84.3
Exposure in the form of covered bonds	89.5	7.2
Exposure to equities	5.0	0.4
Other items	75.3	6.0
Total minimum capital requirement	9,753.8	780.3

# Credit risk according to standardized method

# 30 September 2015

Exposures for credit risk per exposure class	Risk-weighted exposure amount	Capital requirement
Governments and central banks	-	-
Municipalities and comparable associations and authorities	-	-
Institutional exposure	159.6	12.8
Corporate exposure	784.6	62.8
Household exposure	7,383.4	590.7
Exposure with property collateral	334.0	26.7
Unregulated items	1,104.3	88.3
Exposure in the form of covered bonds	22.7	1.8
Exposure to equities	5.0	0.4
Other items	72.2	5.8
Total minimum capital requirement	9,865.9	789.3

Following a decision by the Swedish Financial Supervisory Authority on 9 May 2016, Marginalen Bank has obtained approval to use interim profits in the capital base calculation, provided the auditors (PwC) can confirm that deductions for foreseeable costs and dividends were made in accordance with EU Regulation 575/2013 and calculated in accordance with EU Regulation 241/2014. PwC has conducted the required analysis.

## Explanations to the capital information

Common equity tier 1 capital (1) before legislative adjustments. Intangible assets, deferred tax assets, and price revisions (2) are not covered by sufficient capital but instead constitute a deduction from the capital base. Credit risk (4) is calculated on all assets to be included in the capital cover. The asset is risk weighted according to the standardized method to between 0% and 150%. The capital requirement for the credit risk comprises 8% of the assets' risk-weighted amount. Market risk (5) comprises currency risk where the capital requirement is calculated as 4 or 8% of the net exposure. Operational risk (6) is calculated in accordance with the basic indicator approach with 15% of average net income for the last three financial years. CVA (7) credit valuation adjustment risk is calculated according to the standardized method and concerns risk in OTC derivatives.

Marginalen Bank complies with current CRR regulations.

## Note 3 Related-party transactions

Normal transactions concerning lending and administrative services have been conducted with companies within the same Group during the period.

Note 4 Net gains/losses on financial transactions

	2016	2016	%	2016	2015	
	Jul-Sep	Apr-Jun	%	Jan-Sep	Jan-Sep	%
Financial assets at fair value through profit or loss:						
Interest-bearing securities	10.0	-6.3	258	29.3	-4.5	748
Acquired credit portfolios	3.4	-0.3		2.3	9.2	-75
Derivatives	-20.6	-6.0	-242	-60.1	-10.8	-455
Available-for-sale financial assets: Interest-bearing securities	0.0	0.0	-	0.8	26.6	-97
Loans and receivables: Acquired credit portfolios	-1.8	6.8	-126	7.2	7.7	-6
Exchange rate fluctuations	15.4	12.5	23	34.2	-1.6	
Total net income from financial transactions	6.4	6.8	-5	13.8	26.5	-48

Note 5 Classification of financial assets and liabilities

	Total carrying amount					
Financial assets	Fair value through profit or loss			AFS	Total	
Valuation categories 30 September 2016	Held for trading	Fair value option	Loans, other	financial assets	Fair value	
Cash and balances with central banks		-	1,090.8		1,090.8	
Eligible government debt instruments	1,539.8				1,539.8	
Lending to credit institutions			549.6		549.6	
Consumer lending		112.4	13,422.5		14,233.7	
Bonds and interest-bearing						
securities	1,442.5				1,442.5	
Shares and participations				5.0	5.0	
Derivatives	2.6				2.6	
Trade receivables			38.6		38.6	
Other receivables			16.3		16.4	
Total	2,984.9	112.4	15,117.8	5.0	18,919.0	

	Total carrying amount				
	Fair value thro	ough profit or loss	Other liabilities		
Financial liabilities Valuation categories	Held for trading	Fair value option	measured at amortized cost	Total fair value	
Deposits to personal accounts		-	16,120.4	16,120.4	
Subordinated liabilities			640.2	640.2	
Derivatives	7.7			7.7	
Trade payables			24.9	24.9	
Other liabilities			49.2	49.2	
Total	7.7		16,834.7	16,842.4	

	Total carrying amount					
Financial assets	Fair value through profit or loss			AFS	Total	
Valuation categories 31 December 2015	Held for trading	Fair value option	Loans, other	financial assets	Fair value	
Cash and balances with central banks Eligible government debt	1,991.9		0.0	268.7	0.0 2,260.6	
instruments Lending to credit institutions			831.3		831.3	
Consumer lending Bonds and interest-bearing securities	847.5	126.9	12,864.7	252.1	13,126.6 1,099.6	
Shares and participations				5.0	5.0	
Derivatives	9.0				9.0	
Accounts receivable			52.1		52.1	
Other receivables			18.7		18.7	
Total	2,848,4	126.9	13,766.8	525.8	17,402,9	

	Total carrying amount				
		value profit or loss	Other liabilities measured at		
Financial liabilities Valuation categories	Held for trading	Fair value option	amortised cost	Total fair value	
Deposits to personal accounts			15,191.4	15,191.4	
Subordinated liabilities			638.1	638.1	
Derivatives	102.9			102.9	
Trade payables			32.2	32.2	
Other liabilities			81.8	81.8	
Total	102.9		15,943.5	16,046.4	

#### Note 6 Fair value

A summary of the main methods and assumptions used to determine the fair value of financial instruments is presented below. Both loans and deposits are predominantly at variable rates of interest, which means carrying amounts are equivalent to fair value.

For the remainder of lending which is at a fixed interest rate, fair value is calculated by discounting anticipated future cash flows, where the discount rate is set at the current reference rate determined by the central banks.

Marginalen Bank measures certain financial instruments at fair value. Disclosures are therefore required regarding fair value measurement per level, according to the fair value hierarchy of IFRS 7.

Level 1 - Quoted prices (not adjusted) in active markets for identical assets or liabilities.

Level 2 – Observable inputs for the asset or liability other than quoted prices.

Level 3 – Data for the asset or liability based on unobservable inputs.

The fair value of quoted financial assets is represented by the asset's quoted bid price at the end of the reporting period. The fair value of unquoted financial assets is determined by using measurement techniques such as discounted cash flows. In this regard, generally available information is used as far as possible and company-specific information as little as possible.

The instruments that are regularly remeasured at fair value are the acquired portfolios with overdue receivables. They are measured based on discounted cash flows and therefore assigned to Level 3 in accordance with the fair value hierarchy of IFRS 7. Measurement on the basis of discounted cash flows uses projected cash flows attributable to the specific asset, which are calculated at present value with a discount rate (required return) that takes account of both the time value of money and the risk associated with the projected cash flows. An assessment of an asset's fair value based on discounted cash flows must take into account:

- a) market-based required return (discount rate)
- b) Projected cash flows

# A) Required return

In order to estimate the market's required rate of return, an estimate is made of the asset's weighted average cost of capital (WACC) based on a market-based distribution of the capital cost of borrowed capital and equity. The capital cost of equity is calculated in accordance with the Capital Asset Pricing Model (CAPM). The premise is that the required return shall reflect the required return that a market participant would have used in measuring the assets. Market

data included in the required return has been obtained from information that is publicly available. The risk-free rate is estimated on the basis of market rates for Swedish government bonds with a maturity of 10 years. The market risk premium is estimated based on annual surveys of the Swedish financial market. Beta is assessed based on an estimate of the asset's market risk, which is based on data from Bloomberg regarding relevant comparable companies in the Swedish market. The cost of long-term financing is estimated based on publicly available information about interest rates for corporate bonds and securitized loans

## B) Projected cash flows

Marginalen makes forecasts and assumptions about future cash flows from the portfolios. These cash flows comprise payments of principal amounts on the receivables, interest payments, fees and management and administration costs. The forecast for payments of principal amounts on receivables is based on estimated flows and not on contractual flows.

The cash flow for the acquired portfolios with overdue receivables is forecast up to 30 years. Management's forecast takes account of historical cash flows, type of receivable, the age of the debtor, the nominal amount of receivables and experience from other portfolios of receivables. A curve of anticipated cash flow from collection is established based on these parameters. Monitoring and forecasts are carried out on a portfolio basis. Every quarter, an internal evaluation of anticipated cash flow is conducted for the coming periods, which may deviate both upwards and downwards in relation to historical outcomes. Only changes that are deemed to be permanent are taken into account when assessing the future cash flow. Each time an evaluation is carried out, macro factors such as GDP growth, economic conditions and interest rates are also considered

The following table shows a distribution of the Group's assets and liabilities measured at fair value and amortized cost

Assets, 30 September 2016	Level 1	Level 2	Level 3	Total
Financial assets at fair value				
through profit or loss:		1,539.8		1,539.8
Eligible government debt instruments		1,007.0		,
Acquired receivables			112.4	112.4
Shares and participations			5.0	5.0
Bonds and interest-bearing securities		1,442.5		1,442.5
Derivatives held for trading		2.6		2.6
Financial assets at amortized				
cost through profit or loss:				
Lending to credit institutions	549.6			549.6
Consumer lending			13,422.5	13,422.5
Other assets			54.9	54.9
Total assets	549.6	2,984.9	13,594.8	17,129.3
Financial liabilities at fair value				
through profit or loss:				
Derivatives held for trading	7.7			7.7
Financial liabilities at amortized				
cost through profit or loss:				
Deposits to personal accounts			16,120.4	16,120.4
Subordinated liabilities			640.2	640.2
Other liabilities			74.1	74.1
Total liabilities	7.7		16,834.7	16,842.4

Assets, 31 December 2015	Level 1	Level 2	Level 3	Total
Financial assets at fair value				
through profit or loss:				
Eligible government debt instruments		2,260.6		2,260.6
Acquired receivables			126.9	126.9
Shares and participations			5.0	5.0
Bonds and interest-bearing securities		1,099.6		1,099.6
Derivatives held for trading		9.0		9.0
Financial assets at amortized				
cost through profit or loss:	001.0			001.0
Lending to credit institutions	831.3			831.3
Consumer lending			12,864.7	12,864.7
Other assets			70.8	70.8
Total assets	831.3	3,369.2	13,067.4	17,267.9
Financial liabilities at fair value				
through profit or loss:				
Derivatives	102.9			102.9
Financial liabilities at amortized				
cost through profit or loss:				
Deposits to personal accounts			15,191.4	15,191.4
Subordinated liabilities			638.1	638.1
Other liabilities			114.0	114.0
Total liabilities	102.9		15,943.5	16,046.4

Financial assets measured at fair value based on Level 3	30 September 2016	31 December 2015
Opening balance	131.9	140.1
Total change in value of acquired receivables	-14.5	-8.2
Closing balance	117.4	131,9

Changes in value are recognized in net income from financial transactions.

For Level 3 assets measured at fair value, sensitivity to external effects has been calculated by shifting the Bank's own internal assumptions in the calculation of WACC, taking account of interest rate changes. A reasonable change of +1% in the risk-free interest (SEGVB 10Y) gives a reasonable negative change of SEK -7.9 million and a reasonable change of -1% produces a reasonable positive effect of SEK 9.0 million.

# Note7 Pledged collateral

Pledged assets and comparable collateral for the company's own liabilities and recognized obligations:	2016 30 Sep	2015 31 Dec	2015 30 Sep
Floating charges	35.0	35.0	35.0
Other pledged assets and comparable			
collateral	71.2	143.8	199.0
Total pledged assets	106.2	178.8	234.0

# **Note 8** Contingent liabilities

	2016	2015	2015
	30 Sep	31 Dec	30 Sep
Loans granted, undisbursed Unutilized portion of approved overdraft	339.8	326.9	366.0
facility	747.1	699.1	795.3
Total contingent liabilities	1,086.9	1,026.0	1,161.3

## Note 9 Net loan losses

	2016	2016	%	2016	2015	
Receivables from consumer lending	Jul-Sep	Apr-Jun	70	Jan-Sep	Jan-Sep	%
Specific provision for individually assessed loan receivables:						
Write-off of established loan losses for the year	-12.8	-0.8	1580	-13.6	-22.6	-40
Net provision for probable loan losses for the year	7.7	-5.9	-230	-0.6	5.0	-113
Payments received on previous year's established losses	0.2	0.3	-22	1.0	0.5	111
Net costs for the year	-4.8	-6.4	-25	-13.3	-17.2	-23
Provision by group for individually assessed loan receivables:						
Provision/dissolution of provision by group	-12.6	-31.5	-60	-76.3	-63.3	21
Net costs for the year	-12.6	-31.5	-60	-76.3	-63.3	21
Net costs for the year for loan losses	-17.4	-37.9	-54	-89.6	-80.5	11

The Board of Directors and CEO certify that the interim report gives a true and fair view of Marginalen Bank's operations, position and results and describes significant risks facing the company.

Stockholm, 29 November 2016

Peter Sillén

Mari Broman Anders Fosselius Chairman Anna-Greta Sjöberg Ewa Glennow Gunilla Herrlitz Peter Lönnquist Charlotte Strandberg

CEO

# Publication of financial information

# Marginalen Bank's financial statements can be downloaded at www.marginalen.se

# Financial calendar 2017

Interim report for Q4 2016 will be published on 13 February 2017.

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