

# Glitnir hf.

### **Statement of Assets and Liabilities**

Incorporating an estimate of the value of assets as at 31 December 2014 and a computation of liabilities

# **Business Plan Summary**

3 March 2015

# Disclaimer



This document includes a Statement of Assets and Liabilities as at 31 December 2014 (the "Statement"). You should carefully review the financial information and read the Supplementary Notes and Valuation Methodologies included as appendices. The actual realisable value of Glitnir's assets and the amount of its liabilities may differ materially from the estimated value of assets and computation of liabilities set forth in this presentation. Certain factors that might cause the actual value of Glitnir's assets and amount of liabilities to differ are set forth in Appendix 2, Supplementary Note 2, Limitations.

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The Statement of Assets and Liabilities has been prepared by Glitnir hf. The assumptions and estimates incorporated in the Statement of Assets and Liabilities and Notes remain the sole responsibility of Glitnir hf.



#### 1. Introduction

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## Introduction



- The Statement is presented in ISK throughout (with certain supporting analyses also shown in EUR) and, unless otherwise stated, foreign currency values are translated at the mid rates published by the Icelandic Central Bank for 31 December 2014 (as detailed in Appendix 1). A significant proportion of the assets of Glitnir are denominated in foreign currencies. As a result, movements in foreign exchange rates may have a material impact on the estimated values presented herein. Comparative balances have not been retranslated from the foreign exchange rates used as at that date. Detail on Glitnir's FX strategy was published on its website on 22 September 2010.
- The Combined Balance Sheet includes the sum of the Assets and Liabilities of Glitnir and its subsidiaries, except for Íslandsbanki hf. and Reviva Capital SA.
- Glitnir's claim register is denominated in ISK based on foreign exchange rates on 22 April 2009. As a result, the eventual amount of ISK liabilities will be determined by the claims determination process and will not be subject to exchange rate movements. Where the liabilities presented in the Statement have been translated from ISK into EUR, this is for informational purposes only and the foreign exchange rate as at 31 December 2014 was used.
- The notes and appendices included in this presentation form an integral part of the Statement and should be reviewed in conjunction with it, along with the Statements of Assets and Liabilities as at 30 June 2014 and associated notes and appendices.
- The Winding-Up board and the management of Glitnir are solely responsible for the valuation of the assets included in the Statement of Assets and Liabilities. KPMG, as Glitnir's external auditors, has audited the valuation of assets included in the Statement of Assets and Liabilities as at 31 December 2014. Based on KPMG's audit, nothing has come to their attention that causes them to believe that the valuation of the assets in the Statement is not, in all material respects, based on the same methods applied in Glitnir's financial statements as at 31 December 2013, as published on Glitnir's website.



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# Statement of Assets and Liabilities - Combined



	ISKm Combined	ISKm Combined	ISKm Combined	EURm Combined	EURm Combined	EURm Combined
	31 December 2014	30 June 2014	31 December 2013	31 December 2014	30 June 2014	31 December 2013
Assets						
Loans to customers	66.793	94.395	130.166	433	613	821
Derivatives claims	5.693	10.407	24.355	37	68	154
Bonds and debt instruments	10.641	11.276	11.894	69	73	75
Shares and equity investments	31.580	33.567	40.312	205	218	254
Investments in subsidiaries	174.764	167.602	157.974	1.133	1.088	997
Cash and cash equivalents	660.515	620.539	556.736	4.282	4.028	3.513
Other assets	12.762	6.395	6.199	83	42	39
Total assets	962.748	944.181	927.637	6.241	6.128	5.853
Liabilities						
Claims	2.270.807	2.356.920	2.389.735	14.720	15.298	15.077
Tax liabilities	8.998	0	0	58	0	0
Other liabilities	5.311	4.164	3.880	34	27	24
Total liabilities	2.285.116	2.361.085	2.393.615	14.812	15.325	15.102
Negative equity	( 1.322.368)	( 1.416.904)	( 1.465.977)	( 8.572)	( 9.196)	( 9.249)
	962.748	944.181	927.637	6.241	6.128	5.853

### Key trends summary



#### **Assets**

- Total combined assets have increased by ISK35.1bn from ISK927.6bn as at 31 December 2013 to ISK962.7bn as at 31 December 2014. The key drivers for this were:
  - a positive net impact of ISK4.1bn due to movements in FX;
  - an increase in the value of the loan portfolio and interest income of ISK4.5bn;
  - an increase in the value of equities of ISK7.0bn;
  - an increase in the value of investments in subsidiaries (Íslandsbanki hf.) of ISK20.8bn and;
  - an increase in the value of the derivatives claims of ISK8.5bn;
  - tax payments had negative impact of ISK11.7bn.
- Total combined assets in EUR have increased from EUR5,853m to EUR6,241m over the period.
- Glitnir's cash balance has increased by ISK103.8bn from ISK 556.7bn as at 31 December 2013 to ISK660.5bn as at 31 December 2014.

#### Liabilities

- As a result of the Winding-up Board's continuing work on registered claims, certain adjustments have been made to the amount of registered claims recorded initially to arrive at the estimated computation of liabilities shown in page 6. The claim amount has changed during 2014 from ISK2,389.7bn as of 31 December 2013 to ISK2,270.8bn as of 31 December 2014. Further detail on the claims is provided in Note H of this document.
- In December 2013, with effect from 31 December 2013, the Bank Tax Act No. 155/2010 was amended to include financial undertakings in winding-up proceedings. The Bank Tax Act imposes a 0.376% tax on finally accepted claims in excess of ISK50.0bn. as at the end of each year. Glitnir has estimated its potential liabilities due to the bank tax for 2014 as ISK8.2bn. Further details on tax issues is the on next slide.

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#### Tax issues

#### Joint taxation with Íslandsbanki

• Glitnir is subject to General Corporate Income Tax rate of 20%. Net operating losses can be used to offset Corporate Income Tax therefore Glitnir had no payables relating to General Corporate Income Tax between 2009 – 2014. Ordinarily, parent companies and their subsidiaries can file joint tax returns and such taxable profits in one entity can be offset against taxable losses in another. In December 2010 the Icelandic Parliament approved a legislative amendment in which joint taxation with banks in winding up process was not permitted. The legislation was retroactive and applied for the year 2010. Other than for the effect of the amended law, Glitnir and Íslandsbanki hf. fulfilled all conditions necessary for such joint taxation for the year 2010, which would have saved ISK 6.0 billion in income tax paid for that year (paid by Íslandsbanki). The Directorate of Internal Revenue rejected Glitnir's application for joint taxation for the year 2010. The ruling has been appealed and the case is now pending before the District Court of Reykjavík.

#### **Special Tax on Financial Institutions**

• In December 2013 the Icelandic Parliament passed amendments to the law on the special tax on financial institutions such that tax on Financial Institutions that was introduced in 2011 and previously applied only to commercial banks, savings banks and entities authorized to accept deposits would also apply for Financial Institutions in winding-up proceedings. The tax base for the Special Tax on Financial Institutions is the total approved claims above ISK50bn at the end of previous year. The Special Tax on Financial Institutions for the year 2013, ISK 8.2 billion, was paid in November 2014. The tax for the years 2013 (ISK 8.2 billion) and the tax for the year 2014 (ISK 8.2 billion) is recognized in the Income Statement. The tax for 2013 has been paid and the tax for 2014 is recognized in the Balance Sheet. Glitnir is challenging the legality of the Special Tax on Financial Institutions.

#### **Special Financial Activity Tax**

Special Financial Activity Tax (SFAT) is an additional tax imposed on financial institutions, securities firms and insurance companies.
The SFAT is effectively additional income tax and is applied to the income tax base above ISK1 bn. In December 2013, the Icelandic Parliament passed amendments to the law on SFAT to exclude joint taxation and the use of tax losses carry-forwards to offset gains in the current year. The amendment came into force on 1 January 2014. The imposition of SFAT on Glitnir in 2014 (for the year 2013) was ISK3.4 bn. For the year 2014 (payable in 2015) the SFAT will be ISK1.0 bn. SFAT for the years 2013 and 2014 are recognized in the Income Statement. Glitnir is challenging the legality of the SFAT.

#### Reconciliation of Glitnir's combined assets



ISKm	Balance as at 31.12.2013	Cash movements and other changes	FX movements	Changes in valuation and netting	Balance as at 31.12.2014
Assets					
Loans to customers	130.166	( 66.790)	(1.130)	4.546	66.793
Derivatives claims	24.355	(26.942)	( 250)	8.530	5.693
Bonds and debt instruments	11.894	(1.892)	0	639	10.641
Shares and equity investments	40.312	(15.283)	( 456)	7.007	31.580
Investment in subsidiaries	157.974	(3.989)	( 5)	20.784	174.764
Cash and cash equivalents	556.736	97.800	5.979	0	660.515
Other assets	6.199	( 691)	( 6)	7.260	12.762
Total assets	927.637	( 17.787)	4.133	48.766	962.748

- The table above provides an analysis of the key factors behind the movement in the estimated realisable value of Glitnir's consolidated asset portfolio between 31 December 2013 and 31 December 2014.
- The changes in valuation and netting include interest income during the period.

## Foreign currency analysis of combined assets



31 December 2014										
ISKm	EUR	ISK	NOK	USD	GBP	CAD	DKK	SEK	Other	Total
	44.470	47.040	05.404	0.400	4 000	0.500	4.040	4.040	4.050	00.700
Loans to customers	11.479	17.218	25.134	2.438	1.022	2.582	4.619	1.049	1.252	66.793
Derivatives claims	0	5.693	0	0	0	0	0	0	0	5.693
Bonds and debt instruments	0	10.641	0	0	0	0	0	0	0	10.641
Shares and equity investments	386	21.162	7.273	634	2.125	0	0	0	0	31.580
Investments in subsidiaries	132	174.632	0	0	0	0	0	0	0	174.764
Cash and cash equivalents	218.071	75.178	66.187	158.777	94.535	30.115	1.491	10.835	5.325	660.515
Other assets	1.519	9.103	786	696	652	0	5	0	2	12.762
Total assets	231.587	313.627	99.379	162.546	98.335	32.697	6.115	11.884	6.578	962.748
Precentage of total	24,1%	32,6%	10,3%	16,9%	10,2%	3,4%	0,6%	1,2%	0,7%	100,0%
Precentage of total (ISK without ISB)	ŕ	14,4%	ŕ	·	ŕ	ŕ	ŕ	ŕ	ŕ	Í
Total assets as at 31 December 2013	230.699	300.429	106.035	141.606	90.163	31.796	6.557	12.682	7.670	927.637
Precentage of total 31.12.2013 Precentage of total (ISK without ISB)	24,9%	32,4% 15,4%	11,4%	15,3%	9,7%	3,4%	0,7%	1,4%	0,8%	100,0%

- The table above shows the estimated split of Glitnir's combined assets by currency as at 31 December 2014.
- The investment in Islandsbanki is assumed to be denominated solely in ISK (although the investment may not ultimately be monetised wholly in ISK).

#### Assets classified as Icelandic and non-Icelandic



31 December 2014 ISKm	ISK assets	Fx from Icelandic counter- parties	Total Icelandic assets	Non Icelandic assets	Combined 31 December 2014	Icelandic assets 31 December 2013	Non Icelandic assets 31 December 2013	Combined 31 December 2013
Assets								
Loans to customers	17.218	2.576	19.794	46.998	66.793	38.362	91.804	130.166
Derivatives claims	4.729	0	4.729	964	5.693	10.778	13.577	24.355
Bonds and debt instruments	10.641	0	10.641	0	10.641	11.894	0	11.894
Shares and equity investments	21.162	0	21.162	10.418	31.580	18.645	21.667	40.312
Investments in subsidiaries	174.632	0	174.632	132	174.764	157.718	256	157.974
Cash and cash equivalents	75.178	37.088	112.266	548.249	660.515	90.870	465.865	556.736
Other assets	8.982	121	9.103	3.660	12.762	5.900	300	6.199
Total assets	312.543	39.785	352.328	610.420	962.748	334.168	593.469	927.637
Proportion - Icelandic- non Icelandic	32%	4%	37%	63%	100%	36%	64%	100%

- The table above shows the split of Glitnir's combined assets by Icelandic and non-Icelandic counterparties as at 31 December 2014 and 31 December 2013.
- The Icelandic assets are loan agreements, derivatives claims, bonds, shares and cash generated from Icelandic counterparties.
- The Icelandic assets are split between assets in ISK and assets in foreign currency from Icelandic counterparties.



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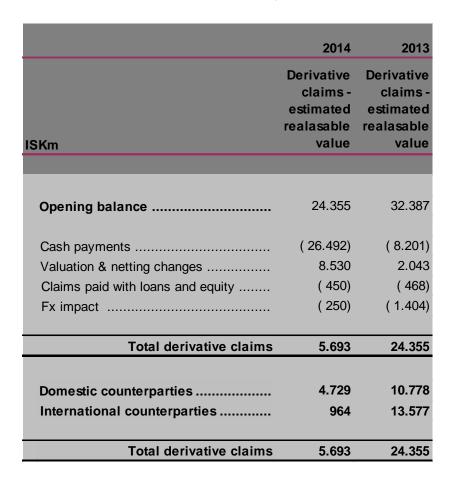
#### A: Loans to customers – reconciliation



31 December 2014	31.12.2014	31.12.2014		31.12.2013	31.12.2013	
		Estimated	Re-		Estimated	Re-
	Carrying	realisable	covery	Carrying	realisable	covery
ISKm	value	value	%	value	value	%
Opening balance	270.666	130.166	48%	424.684	243.930	57%
Capital repayments	( 64.660)	( 64.660)		( 80.001)	( 80.001)	
Interest repayments	( 5.795)	( 5.795)		( 7.576)	( 7.576)	
Write off	( 38.724)	240		( 34.058)	( 3.127)	
Reclass	( 699)	( 663)		( 3.798)	( 9.002)	
New loans	4.113	4.088		0	0	
Valuation changes & netting.	607	4.546		2.168	4.143	
Fx impact	( 3.007)	( 1.130)		( 30.752)	( 18.200)	
Total Loans to Customers	162.501	66.793	41%	270.666	130.166	48%

- The above table sets out the changes in the loan portfolio in 2014 compared with changes in the portfolio during 2013.
- The carrying values in the table above represent the values recorded in Glitnir's accounting records before any credit risk adjustments.

## B: Derivative claims analysis





- The table shows the changes in the derivative claims for the year 2014 compared to changes during 2013.
- At the end of 2014 6 claims are disputed and have been referred to courts and 4 claims have been settled and will be paid in 2015.

## C: Bonds and debt instruments analysis



31 December 2014		
	Estimated realisable value as at	Estimated realisable value as at
ISKm	31.12.2014	31.12.2013
Opening balance	11.894	31.139
Repayments/Investments/sale	122	( 23.044)
Valuation & netting changes	639	5.128
Reclass	( 2.013)	( 543)
Fx impact	0	( 786)
Total value of bonds	10.641	11.894
Bond positions		
Icelandic sovereign	10.380	10.799
Other Icelandic	261	1.095
Total value of bonds	10.641	11.894

• The table shows the movements in the bond assets in 2014 compared to the movements during 2013.

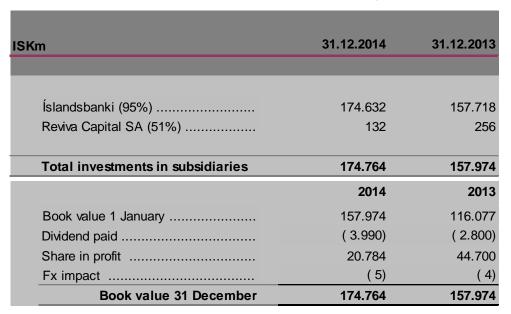
## D: Shares and equity investments analysis

ISKm	Estimated realisable value 31.12.2014	Estimated realisable value 31.12.2013
Opening balance	40.312	39.142
Dividend/Sale	( 9.342) ( 5.941) 7.007 ( 456)	( 10.500) 8.371 5.293 ( 1.994)
-	31.580	40.312
Listed equities	2.955 2.600 26.025 <b>31.580</b>	410 3.419 36.483 <b>40.312</b>
UK	3.145 21.162 7.273 0 0 0	4.258 18.645 7.640 6.287 3.480 1 40.312



- The table shows the movements in 2014 compared to the movements during 2013.
- A consolidated subsidiary of Glitnir, SAT
  eignarhaldsfélag hf., was at the beginning of 2014 the
  owner of 17.67% holdings in the shares of the
  insurance company Sjóvá. In April 2014 Sjóvá's
  shares were listed on the Nasdaq OMX Nordic. SAT
  eignarhaldsfélag sold 4% of the shares in April 2014
  and owns at year end 13.67% of the Sjóvá shares.

## E: Investment in subsidiaries analysis



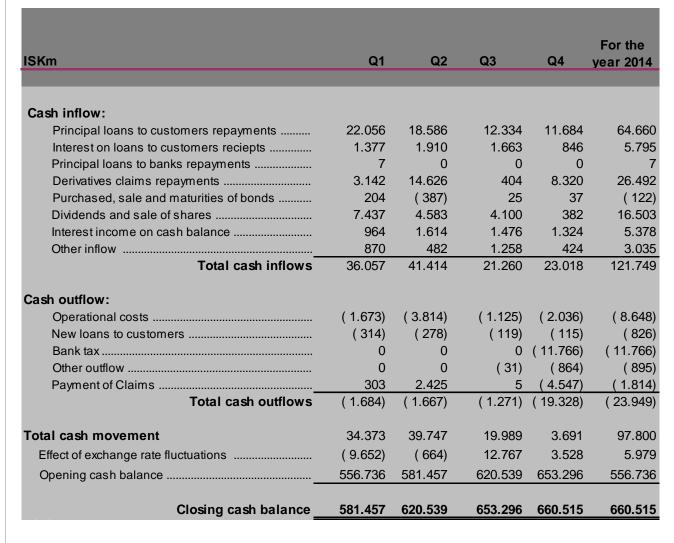
#### F: Other assets

ISKm	31.12.2014	31.12.2013
Accounts receivable  Claims on bankruptcy companies  Escrow accounts	699 2.845 9.219	1.326 964 3.910
Total other assets	12.762	6.199



- The value of 95% share in Íslandsbanki hf. and the 51% share in Reviva Capital SA is based on book value of equity as of 31 December 2014.
- The second table shows the changes in the value of the shares in Íslandsbanki hf. and Reviva Capital SA in 2013 and 2014.

## G: Cash flow analysis





- The adjacent table summarises
   Glitnir's cash flow for 2014. The
   cash flow analysis is combined for
   Glitnir hf., GLB Holding ehf., Glitnir
   Luxembourg SA, Haf and Holt and
   for FL Holding ehf.
- The most significant cash inflows is related to the repayment of principal and interest from loans to customers, derivative claims, sale of equity and dividend payments.
- The yield on the total cash balance for the year 2014 was 0.7%, on average, 0.8% on deposits and 0.6% on T-bills.
- The total positive impact of foreign currency movements on the cash and cash equivalents balances was ISK6bn.

# G: Cash and cash equivalents analysis



ISKm	31 December 2014	%	31 December 2013	%	ISKm	31 December 2014	%	31 December 2013	%
Cash balance held with:		_		_					
Icelandic banks	75.605	11%	65.184	12%	Liquid assets in curr	rencies			
Skandinavian banks	84.349	13%	68.592	12%	EUR	218.071	33%	199.213	36%
European banks	42.957	7%	17.338	3%	USD	158.777	24%	122.873	22%
Canadian banks	10.618	2%	9.339	2%	GBP	94.535	14%	78.848	14%
Icelandic T-bills	35.023	5%	31.114	6%	NOK	66.187	10%	58.141	10%
International T-bills	411.963	62%	365.168	66%	ISK	75.178	11%	62.884	11%
Total	660.515	100%	556.736	100%	CAD	30.115	5%	27.977	5%
					SEK	10.835	2%	256	0%
Liquid asset deposited in Iceland	110.628	17%	96.299	17%	Other	6.816	1%	6.544	1%
Liquid asset deposited in other jurisdictions		83%	460.437	83%	Total	660.515	100%	556.736	100%
	660.515	100%	556.736	100%					
Total deposits	213.529	32%	160.454	29%					
International T-bills	411.963	62%	365.168	66%					
Icelandic T-bills	35.023	5%	31.114	6%					

**556.736** 100%

• The aim of Glitnir's cash management strategy is to minimise risk within the portfolio.

**660.515** 100%

• The investment policy is to hold 50-100% of liquid assets in government bonds and bills and 0-50% in cash and term deposits.

## G: Cash and cash equivalents analysed by maturity

T-bill portfolio analysis



Liquid assets - Maturity profile 31 December 2014  ISKm								
ISKM								
	Deposits	T-bills	Total					
Maturity:								
0-3 months	71.784	132.289	204.073	31%				
3-6 months	71.910	209.014	280.924	43%				
6-9 months	69.835	98.582	168.417	25%				
9-12 months	0	0	0	0%				
+ 12 Months	0	7.101	7.101	1%				
	213.529	446.986	660.515	100%				

ISKm	31.1	2.2014	31.1	2.2013
USA	139.109	31%	128.467	32%
Germany	44.745	10%	43.416	11%
Norway	65.234	15%	57.364	14%
UK	75.967	17%	46.591	12%
France	49.368	11%	48.248	12%
Netherland	3.857	1%	11.728	3%
Canada	28.439	6%	26.362	7%
Iceland	35.023	8%	31.114	8%
Denmark	0	0%	2.991	1%
Sweden	4.111	1%	0	0%
Australia	1.134	0%	0	0%
Total T-bills	446.986	100%	396.282	100%

- The table on the left summarises the maturity profile of Glitnir's liquid asset portfolio.
- The most significant element of Glitnir's combined cash and cash equivalents relates to the T-bills portfolio as analysed in the table on the right.

## H: Analysis of liabilities

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- The tables in this section set out an analysis of Glitnir's liabilities presented in the Statement (page 6).
- The first table summaries the claims made against Glitnir and includes the following amounts:
  - claimed amounts representing the amounts claimed by Glitnir's creditors and as presented at the first claims registration creditors'
    meeting on 17 December 2009;
  - changes to the claims register since 17 December 2009, certain amendments have been made to the claims register, principally in relation to correction of errors and where claims have been withdrawn:
  - adjustments this column includes (1) where claims have been rejected, withdrawn or closed with set-off or settlement; (2) where accepted priority claims have been paid; (3) where there were errors or duplications in the claims registration list; and
  - estimated set-off a high level estimate of the set-off of Glitnir, based upon a review of the claims register.
- The estimates of set-off made above are preliminary estimates only and may be subject to change in the future. The Winding-up Board's work is continuing on the claims position of Glitnir.

# H: Analysis of liabilities



ISKm	Article no.	Claims registration	Adjustments	Adjusted claimed amounts	Estimated set-off	Estimated liabilites after set-off as at 31.12.2014	Estimated liabilites after set-off as at 31.12.2013
Third party assets	109	33.660	(32.906)	754	0	754	6.428
Approval Costs	110	25.313	(25.313)	0	0	0	0
Secured	111	37.327	(35.273)	2.054	0	2.054	2.133
Priority	112	156.245	(156.245)	0	0	0	656
Unsecured	113	2.880.832	(603.592)	2.277.240	(9.711)	2.267.529	2.373.171
Deferred	114	106.012	(105.542)	470	0	470	7.348
Total		3.239.388	(958.871)	2.280.518	(9.711)	2.270.807	2.389.735

Changes in net claims	
ISKm	
Net claims as at 31.12.2013	2.389.735
Payments of 109 and 110 claims	(4.794)
Changes in set-off	(11.618)
Decisions	(102.516)
Net claims as at 31.12.2014	2.270.807

- The table above provides an analysis of claims recorded in the Statement (see page 6).
- The table on the left shows the changes of the claim register since 31 December 2013 to 31 December 2014.

## H: Analysis of liabilities - Disputed priority claims



Priority claims in dispute	ISKm
Disputed claims - 16 March 2012	52.979
Accepted as 113 claim	(569)
Rejected / withdrawn	(13.759)
Disputed 112 claims 31.12.2012	38.650
Accepted as 112 claim	(25.846)
Accepted as 113 claim	(12)
Rejected / withdrawn	(2.035)
Disputed 112 claims 31.12. 2013	10.756
Accepted as 113 claim	(141)
Rejected / withdrawn	(3.050)
Disputed 112 claims 31.12. 2014	7.565

	Priority claims in dispute in escrow accounts 31.12.2014	Balance 31.12.2014 with accrued interest
	ISKm	ISKm
EUR	2.698	2.478
GBP	883	929
ISK	1.443	1.612
NOK	1.226	1.160
USD	1.316	1.292
	7.565	7.470

- On 16 March 2012 payments were made to priority claimholders that had undisputed claims. On that date sufficient cash was placed into escrow accounts to fully pay disputed priority claims. The claims in dispute on 16 March 2012 were ISK 52.9bn. These escrow accounts are not included in the Balance Sheet of Glitnir. Amounts that are not paid to priority claimholders when the disputes are resolved are paid back to Glitnir. The table shows changes in the escrow accounts from 16 March 2012 to end of December 2014.
- The tables below provides an analysis of the amounts in the escrow accounts broken down by currencies. The amounts are based on foreign exchange rates on 22 April 2009.
- The balance which includes accrued interests is based on foreign exchange rate on 31 December 2014.

## I: Operating expenses analysis



ISKm	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Total 2014	For the year 2013
Salaries and Salary- related costs	198	175	117	163	652	573
Islandsbanki Service Agreement	81	67	62	65	275	341
Winding-Up Board fee	45	46	43	55	190	184
External Legal Services	327	229	89	194	838	876
Domestic	133	64	74	117	388	381
International	194	164	15	77	451	494
Other External Advisors	446	636	473	718	2.272	1.937
Domestic	137	195	182	332	847	285
International	308	441	291	386	1.426	1.652
Other Expenses	110	109	118	157	494	762
Total	1.207	1.261	902	1.352	4.722	4.673
VAT	80	138	74	110	401	305
VAT for the years 2009-2013		1.784		287	2.071	0
Total expenses	1.287	3.183	976	1.749	7.195	4.978

- The table sets out the operating costs of Glitnir hf. (subsidiaries not included) for the year 2014 compared with the operating costs 2013.
- In Q2 2014 Glitnir paid ISK1,209m in VAT for the years from 2009 – 2013 and penalty interest of ISK575m i.e.a total ISK1,784m claim from the Icelandic tax authorities.
- In Q4 2014 Glitnir paid ISK173m in VAT for the years from 2009 – 2011 and penalty interest of ISK113m., total ISK287m.
- The VAT payments are regarding a change on purchased service from foreign advisors previously thought to be without VAT but changed after court ruling in similar cases.
- The tax authorities are claiming further VAT on purchased service from foreign advisors which Glitnir is disputing.



- 1. Introduction
- 2. Statement of Assets and Liabilities as at 31 December 2014
- 3. Notes to the Statement of Assets and Liabilities as at 31 December 2014
- 4. Business Plan Summary

# Introduction and purpose



- Glitnir produces twice a year an estimate of asset realisation cash flows given its asset management objectives and strategy prevailing at the time, net of asset portfolio and operating expenses (each a "Business Plan").
- Each Business Plan is prepared by Glitnir with the following principal objectives in mind:
  - to provide an operational tool to assist Glitnir's management in setting appropriate asset management strategy;
  - to provide internal performance monitoring benchmarks.
- Periodically, Glitnir publishes a summary of its latest Business Plan on Glitnir's website.
- The purpose of publishing a summary is to provide stakeholders with information regarding:
  - Glitnir's objectives and strategy for realising assets;
  - the potential quantum and timing of cash flows arising from Glitnir's asset portfolio and therefore high-level estimates of the potential quantum of distributions to creditors;
  - the potential impact of certain key risks to the quantum and timing of cash flows realised from Glitnir's assets.
- Given the highly sensitive nature of parts of the Business Plan, the summary does not include a detailed analysis of the underlying asset classes and positions.

# Basis of preparation



- The Business Plan summarised in this presentation (the "Current Business Plan"):
  - is based on an opening position of 31 December 2014. It has been prepared on a quarterly basis from 1 January 2014 until 31 December 2017 (referred to herein as the "**Detailed Forecast Period**").
  - has been prepared by the Winding-Up Board and employees of Glitnir.
- The Current Business Plan does not include assumptions regarding:
  - the future monetisation of Glitnir's 95% share in Islandsbanki hf ("**ISB**"). There is considerable uncertainty in respect of the timing, quantum and currency of this monetisation
  - no account has been made of potential recoveries from contingent assets such as any legal proceedings resulting from the
    work being carried out by the Winding-Up Board and its advisers relating to Glitnir's pre-collapse operations. Estimates of
    these recoveries are also deemed too sensitive in nature to disclose
  - any cash recovered after the 31 December 2014 from the escrow for disputed priority (article 112) claims should those disputes be resolved in Glitnir's favour (7.5bn ISK cash was in escrow as at 31 December 2014)
  - interest income generated on cash balances (though see notes later on certain considerations in relation to this)
  - possible tax payments related to composition are not included in the Business Plan
- All information used to prepare the Current Business Plan has been obtained from the Winding-Up Board or Glitnir's employees (including employees of Glitnir's subsidiaries) together with certain external information where relevant (e.g. market data relating to foreign exchange and interest rates)

# Key notes on presentation



- Forecasting cash distributions to creditors is not within the scope of the Business Plan exercise, however to the extent cash that has been realised is not distributed to creditors and is retained within Glitnir, this will generate additional interest income over and above the amounts presented. One constraint in making any such distributions is the capital controls currently in place in Iceland which act to prevent cross-border transactions that affect the Icelandic balance of payments and add to the ISK 'snow overhang'. Currently, due to these capital controls, cash generated from Icelandic counterparties may not be unconditionally distributed given Glitnir's many international creditors. Therefore, for information purposes only, the cash flows and cash balance at the end of each year are presented in three categories:
  - 1. Domestic currency i.e. Icelandic Króna ("ISK")
  - 2. Foreign currency ("FX") received from Icelandic counterparties
  - 3. FX received from non-Icelandic counterparties

## **Business Plan**

## Summary outputs



ISKm	31.12.14	2015	2016	2017	Total	
SA&L 31 December 2014	962.748					
Less cash and equivalents	(660.515)					
Less ISB	( 174.632)					
Taxes <sup>1</sup>	( 9.158)					
Deduct net other cashflows <sup>2</sup>	(5.384)					
Total cashflow 'in-scope' of Current Business Plan	113.059					
Opening cash balance		660.515	709.667	774.550	660.515	
Net cash flow from assets monetisation (Icelandic)		746	52.078	(770)	52.054	
Net cash flow from assets monetisation (non-lcelandic)		48.406	12.806	(207)	61.005	
Total Current Business Plan cashflows		49.152	64.884	( 977)	113.059	
Closing cash balance	660.515	709.667	774.550	773.573	773.573	
Being						
ISK	75.178	75.373	125.425	124.656	124.656	
FX from Icelandic counterparties	37.088	37.639	39.664	39.664	39.664	
FX from foreign counterparties	548.249	596.655	609.461	609.254	609.254	
	660.515	709.667	774.550	773.573	773.573	
Illustrative interest of cash balance if cash generated domestically is retained by Glitnir						
induction of the least balance in cash generated domestically	is retained by C	,,,,,,,,,				
Interest on ISK @ illustrative 3.50%		2.635	3.514	4.376	10.525	
Interest on FX from Icelandic counterparties @ illustrative 0.5%		187	193	198	578	
Total estimated inflow		2.821	3.707	4.575	11.103	

#### Notes

- 1) The expected tax payments only include expected tax payable in 2015 but do not include any possible tax payments in relation to composition or thereafter.
- 2) Includes net forecast operating expenditure, and forecast interest receipts from loans and bonds.
- The table above summarises Glitnir's forecast cash flows under the Current Business Plan, excluding certain out of scope items such as proceeds from any monetisation of the shareholding in ISB, for reasons set out earlier in this presentation.
- In summary, 85 per cent of the assets in the scope of the Business Plan have been realised by the end of December 2014 and it is forecasted that by the end of 2015 about 92 per cent of the assets will be realised and 100 per cent by the end of 2016.



**Appendices** 



Appendix 1: Foreign exchange rates

Appendix 2: Supplementary notes to financial information

Appendix 3: Valuation methodology

Appendix 4: Combined Income statement

# Foreign exchange rates



Currency	22 April 2009	31 December 2011	31 December 2012	31 December 2013	31 December 2014	Changes from 31 Dec 2013 to 31 Dec 2014
EUR	168,76	158,84	169,80	158,50	154,27	-2,7%
USD	130,40	122,71	128,74	115,03	126,90	10,3%
GBP	190,62	189,43	208,15	190,21	197,66	3,9%
CAD	105,16	120,21	129,36	108,07	109,59	1,4%
DKK	22,66	21,37	22,83	21,25	20,72	-2,5%
NOK	19,26	20,40	23,04	18,92	17,14	-9,4%
SEK	15,28	17,79	19,76	17,95	16,44	-8,4%
CHF	111,68	130,66	140,64	129,19	128,29	-0,7%
JPY	1,33	1,59	1,50	1,10	1,06	-3,0%

• All rates quoted above are the Central Bank of Iceland mid rates at the given dates.



### Supplementary notes to financial information

#### 1. Basis of preparation

- The financial information has been prepared on the basis that Glitnir is able to manage the realisation of its assets and transact its ongoing business having appropriate regard to the interests of all its creditors. Accordingly, the estimate of value attributed to each asset is dependent on the realisation strategy presently adopted for assets, which varies between available for sale, manage to sale, or hold to maturity. As such, the estimated values for certain asset classes represented in the financial information are not necessarily intended to represent prices at which an orderly transaction could take place between market participants as at 31 December 2014. Rather, such values are intended to represent the value of assets based on a longer term estimate of recoverable values.
- The reported liabilities as at 31 December 2014 have been based upon the claims received by Glitnir as part of the claims registration process. The process for agreeing claims is ongoing and so the liabilities included in the financial information may not be complete or accurate as a number of the existing and potential liabilities are subject to legal uncertainty. As a result, the liabilities included in the financial information will be subject to change and clarification when the claims registration process is complete. It is likely that the ultimate liabilities determined by the Winding-Up Board or Courts will be less than those reported in the financial information presented here.

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#### Supplementary notes to financial information

#### 2. Limitations

#### Estimated value

- The methodology used to estimate the values of assets within each asset class has been based on the application of Glitnir's present asset realisation strategy. The methodology does not represent an exhaustive attempt to take into account all factors that Glitnir or other market participants would consider when performing an in-depth valuation exercise.
- The asset realisation strategy and valuation methodology are likely to change over time as Glitnir continues its systematic assessment and categorisation of each asset class and refines its approach to realisation having appropriate regard to the interests of all its creditors.
- The assumptions used to estimate the value of assets are sensitive to changes in market conditions (including interest rates, foreign exchange rates, equity prices, market indices and counterparty credit worthiness) and, as such, the values presented are estimates based on the application of a high-level asset realisation strategy at a point in time.
- The financial information is presented in ISK throughout (with certain supporting analyses in EUR), with asset values translated at the mid rates published by the Icelandic Central Bank for 31 December 2014 (see Appendix 1). A significant proportion of the assets and liabilities of Glitnir are denominated in foreign currencies. As a result, the estimated asset values and the computation of liabilities presented here in ISK may be materially impacted by future movements in foreign exchange rates. Where comparative balances are presented, these have not been retranslated from the foreign exchange rates used as at that date.
- Given the current economic climate there are limited active markets for many of the financial instruments held by Glitnir. To the extent that the
  estimated asset values and computation of liabilities are based on inputs that are less observable or unobservable in the market, the estimation of
  value requires more judgment. Accordingly, the Winding-up Board has applied considerable judgement in determining the estimate of values for
  certain assets and liabilities, notably those relating to loans to customers, unlisted equity instruments and complex derivative products.



#### Supplementary notes to financial information

#### 2. Limitations (continued)

#### Estimated value (continued)

An agreement between Glitnir and the Icelandic government was reached regarding the recapitalisation of Islandsbanki. As part of this
agreement, Glitnir took 95 percent shareholding of Islandsbanki. The investment in Islandsbanki is valued at 95% of shareholders equity of
Islandsbanki as of 31 December 2014. The ultimate value realised through the shareholding in Islandsbanki could be materially higher or lower
than the equity value. The value of, timing of and mechanism for realising value from the shareholding remains subject to considerable
uncertainty.

#### Information included in the financial information

• Financial information provided in this document was prepared using Glitnir's records, based on current available data and assumptions, which is subject to confirmation and change. Glitnir may amend, supplement or otherwise change the financial information it has previously provided. Due to the related uncertainties, the actual realisable value of Glitnir's assets and the amount of its liabilities may differ materially from the values set forth in this document.

#### 3. Valuation principles

• A detailed description of the methodology for each asset category is shown in Appendix 3.



#### Valuation methodology

#### 1. Loans to customers

- The estimated values have been derived after consideration of Glitnir's present asset realisation strategy. The measurement methodology is designed on the assumption that the loan portfolio will not be subject to forced market sales in the near-term and loans will be held to maturity or worked out over the relevant timeframe. As such, the estimated values represented in the Statement of Assets and Liabilities are not necessarily intended to represent prices at which an orderly transaction could take place between market participants as at 31 December 2014. Rather, such values are intended to represent the value of assets based on a longer term estimate of recoverable values.
- Within the risk categories, the portfolio was subject to a high level review of borrower performance, collateral quality and subordination levels as well as a review of more general information about the economic outlook of each underlying sector. In the absence of specific indicators of a deterioration of value at a borrower level, default and recovery assumptions have been applied consistently.

#### 2. Derivatives

• Derivative assets amounts in the Statement of Assets and Liabilities represent net positions after consideration of the effects of set-off and valuation adjustments regarding the legal status of derivative positions.

#### 3. Bonds

• The estimated value of the bond portfolio assumed to be unencumbered is based primarily on observable market inputs. The values represent an estimate of prices at which an orderly transaction could have been expected to take place between market participants on 31 December 2014 and accordingly has been based on quoted prices or indicative broker quotes.

# GLITNIR

#### Valuation methodology

#### 4. Equities

- The estimated value for the listed equities portfolio assumed to be unencumbered is based primarily on observable market inputs. The value represents an estimate of prices at which an orderly transaction could have been expected to take place between market participants on 31 December 2014 and accordingly has been based on quoted prices or indicative broker quotes.
- The estimated value for the unlisted equities portfolio assumed to be unencumbered is based primarily on unobservable market inputs. Glitnir has estimated values based on the fundamentals of each holding, including the initial transaction price and an underlying analysis of the performance of each issuer. The values also include assumptions as to the liquidity of positions.

#### 5. Investment in subsidiaries

• The estimated value for investment in subsidiaries is based on equity of the subsidiaries.

#### 6. Cash and cash equivalents

• The estimated value for cash and cash equivalents is book value.



### **Combined Income Statement**

nuary - December 2014	
	ISKm
Net interest income	8.214
Valuation adjustments and provisions	49.195
Claims rejected and other changes in the claims	106.232
Net financial income and expenses *	11.188
Net interest income less impairment losses and write-offs	174.829
Net fee and commission expenses	(2.91
Administrative expenses	(7.57)
Profit before taxes	164.344
Taxes	(20.73
Profit for the period	143.60

* Net financial income and expenses:	
Dividend income	3.825
Net trading income	4.121
Net foreign exchange gain	3.242
	11.188