

Banks

Key data	
Price (DKK)	292
Country	Denmark
Bloomberg	SPKSJF DC
Reuters	SPKSJF.CO
Free float	79.0%
Market cap (DKKm)	5,073
No. of shares (m)	17.4
Next event	Q2: 14-Aug

* Price as at 09:10 CET on 15 May 2025

CEO Lars Petersson CFO Jan Justesen

Company description

Ownership structure

Sparekassen Sjælland-Fyn A/S provides banking products and services in Denmark. Its products and services include net banking, commercial insurance, mobile banking, rental of commercial lease, financing, insurance and pension.

Sydbank A/S			10.0%
Jyske bank			7.1%
AP Pension			6.6%
Købstædernes I	Forsikring		5.5%
Nykredit Realkre	edit A/S		5.3%
Source: Comp	any data		
Estimate chan	ges		
	25E	26E	27E
	25E	26E	27E
NII	25E -0.0%	26E 0.2%	27E 0.2%
NII PPP			
	-0.0%	0.2%	0.2%

Source: Danske Bank Equity Research estimates

Analyst(s)

Amina Ashraf

Asbjørn Nicholas Mørk

Find our research here: https://research.danskebank.com

Important disclosures and certifications are contained from page 11 of this report

Sparekassen Sjælland-Fyn

Remarkably stable core earnings in Q1

SPKSJF reported stable total core income (incl. trading) y/y and 5% higher q/q, despite falling rates. The 5% q/q NII drop, caused by lower returns on excess liquidity, was fully offset by the 20% q/q fee income growth. Costs, however, continue to prove challenging. The developments, together with loan loss reversals, resulted in stable core earnings y/y and growth of 25% q/q. All in all, a solid Q1 print despite higher costs.

- NII + Fee Income up 4% q/q. SPKSJF delivered Q1 25 NII in line with our expectations, and down just 4% y/y. The bank's DKK9.2bn in excess deposits fell DKK0.1bn q/q, helped by higher lending growth at 2% q/q, compared to the deposit growth at 1% q/q. Non-interest income is picking up, and it is comforting to see that despite the deposit surplus and the 44bps drop in market rates during Q1, NII+Fee income was up 4% q/q. This reflects the increased activity levels in general and in the housing market. Fee income printed strong double-digit q/q growth as we expected, at 14% (excl dividends) and 20% (incl dividends). Despite higher Q1 costs, we note that NII+fee-costs rose 5% q/q.
- Fee Income momentum is in focus. NII is past its peak for the Danish banks, therefore, the focus now is on the banks' ability to mitigate the NII drop by growing volumes and growing their capital-light fee income. At 20%, SPKSJF reported the highest sequential fee income growth among its Danish peers in our coverage, well above the average of -7% q/q. Y/y trends were however less promising, as SPKSJF reported fee income growth of 2% y/y (incl dividends) and 3% y/y (excl dividends), placing last in annual y/y growth amongst peers with an average of 13% y/y. Looking forward, SPKSJF's ability to maintain stable total core income continues to be its competitive edge.
- Cost inflation challenges C/I target. We have previously communicated that cost momentum is problematic for the C/I target of below 50% by FY2026. SPKSJF has a cost to asset ratio of 2.9%, well above peers'. This, however, is justified by the relatively higher income to assets ratio at 5.5%. While higher income justifies higher costs, the cost inflation raises concerns about achieving the C/I target.
- Valuation. SPKSJF trades at a 2026E P/E of 9.2x. We now estimate a fair value range of DKK307-347/share (previously DKK 309-344), 6%-20% above the current share price.

Year-end Dec (DKK)	2023	2024	2025E	2026E	2027E	
NII (m)	862	961	926	910	924	320]
Lending growth	8.2%	1.2%	3.9%	3.0%	3.0%	300 -
Total revenues (m)	1,584	1,753	1,730	1,697	1,727	280 -
Pre-provision profits (PPP) (m)	676	829	776	724	733	260 - www.www.
PPP growth	48.7%	22.6%	-6.4%	-6.8%	1.3%	200
_oan losses (m)	-15.6	-44.6	-43.3	-73.9	-76.0	
PTP (m)	701	815	754	670	677	220 - Manual and a start
EPS (adj.)	29.2	33.3	32.8	30.0	31.3	
OPS	8.00	10.0	10.0	10.0	9.00	180 J
			0.40/	3.4%	3.1%	
Dividend yield	4.0%	4.0%	3.4%	3.4%	3.1%	-SPKS IE CO -MSCI Europe/Banks rebased
	4.0% 57.3%	4.0% 52.7%	3.4% 55.1%	3.4% 57.4%	3.1% 57.5%	-SPKSJF.CO -MSCI Europe/Banks rebased
C/I						-SPKSJF.CO -MSCI Europe/Banks rebased
C/I PPP/avg. lending	57.3%	52.7%	55.1%	57.4%	57.5%	-SPRSJF.CO -MSCI Europe/Banks rebased
C/I PPP/avg. lending .oan loss ratio	57.3% 5.56%	52.7% 6.52%	55.1% 5.95%	57.4% 5.36%	57.5% 5.28%	-SPRSJF.CO -MSCI Europe/Banks rebased
C/I PPP/avg. lending Loan loss ratio Equity tier-1 ratio	57.3% 5.56% 0.13%	52.7% 6.52% 0.35%	55.1% 5.95% 0.33%	57.4% 5.36% 0.55%	57.5% 5.28% 0.55%	-SPRSJF.00 -MSCI Europensans recased 1M 3M 12M 5 Absolute 8% 10% 37% 28 Rel. local market 2% 22% 96% 164
Dividend yield C/I PPP/avg. lending Loan loss ratio Equity tier-1 ratio RoNTA P/E (adj.) (x)	57.3% 5.56% 0.13% 21.7	52.7% 6.52% 0.35% 22.2	55.1% 5.95% 0.33% 21.3	57.4% 5.36% 0.55% 21.4	57.5% 5.28% 0.55% 21.7	IM 3M 12M 5 Absolute 8% 10% 37% 28' Rel. local market 2% 22% 96% 16' Rel. EU sector -4% -1% 3% 16'

Source: Company data, Danske Bank Equity Research estimates

Source: FactSet

Table 1 : Deviation table

							DBER		
DKKm	Q1 25A	Q1 24A	Y/Y	Q4 24A	Q/Q	Q1 25 E	Diff	%	2025E
Net interest income	229	238	-4%	241	-5%	230	-2	-1%	926
Net commission income	178	174	2%	148	20%	177	1	0%	672
NII and net fee income	406	412	-1%	389	4%	407	-1	0%	1,598
Core capital gains	39	34.3	14%	35	12%	20	19	96%	111
Other income	6	5	21%	6	-8%	5	1	14%	21
Total core income (including Trading income)	451	451	0%	430	5%	432	19	4%	1,730
Core banking costs	-246	-230	7%	-237	4%	-235	-11	5%	-954
Profits before loan losses	205	221	-7%	194	6%	197	8	4%	776
Loan loss provisions	7	-10	-167%	-24	-127%	-15	22	-143%	-43
Core earnings after loan losses	212	211	0%	169	25%	182	30	16%	733
Other Capital gains	12	7		0					
Investments in associated companies	6	8	-24%	9	-34%	6			21
Pretax profits	230	226	2%	179	28%	188	42	o	754
Tax	-49	-50	-3%	-34	43%	-41	-8	19%	-164
Net profits before AT-1 costs	181	176	3%	145	25%	146	35	24%	590
Minority interests / AT-1	-10	-11	n.a.	-10	n.a.	-6	-4	n.a.	-28
Net profits	171	165	4%	135	27%	140	32	23%	562
NII+Fee-costs	160	182	-12%	153	5%	172	-12	-7%	644
Pre-provision profits ex trading	166	187	-11%	159	4%	177	-11	-6%	665
EPS, net profits	10.30	9.73	6%	7.95	29%	8.45	1.85	22%	34.75
Tier-1 ratio	20.1%	20.0%	1%	22.2%	-9%	21.8%	-1.7%	-8%	21.3%
CET-1 ratio	17.9%	17.7%	1%	20.0%	-10%	19.6%	-1.7%	-9%	19.1%
Lending	13,050	12,782	2%	12,790	2%	12,944	106	1%	13,287
Loan loss ratio, lending +guarantees	-0.15%	0.23%	-166%	0.56%	-127%	0.36%	-0.51%		0.24%
Cost/income	54.5%	51.0%	3.5%	55.0%	0%	54%	0.2%		55.1%
REA	18,387	17,985	2%	18,189	1%	18,325	62	0%	18,803

Guidance 2025:

9/1/2025: Profit before tax: DKK 625-750 m (based on 3 x 0.25 bps rate cuts during the year and higher loan impairments vs 2024)

Source: Company data, Danske Bank Equity Research estimates

Investment case

In our view, Sparekassen Sjælland-Fynticks all the boxes of a potentially attractive investment, diverging from the general earnings pressure that the sector is facing.

The bank has a clear niche strategy due to its physical presence, with a strong 11% customer inflow in recent years and a better ability than peers in converting customer inflow into both business volumes and AUM growth. Its home market is less competitive, and it benefits from Totalkredit's lower mortgage prices. A Bankdata setup makes it a potential takeover target, but with clear financial targets, management is keen to deliver stand-alone.

After the bank successfully delivered its 'New Ways' strategy, in H1 22 it announced a new strategy for 2022-25 named 'Towards New Goals'. Strong delivery in recent years adds comfort in management, and if Sparekassen Sjælland-Fyn delivers by 2025, we see strong additional upside.

The new targets are the following:

- Cost/income ratio below 50% by 2026.
- ROE after tax of >10% for the period.
- DPS equal to 25% of net profits with share buybacks on top.
- A solvency capital ratio of at least 20% (22.3% at Q1 25).
- 4-8% annual growth in total business volumes.

Valuation and methodology for deriving 12M target price

We value Sparekassen Sjælland-Fyn using several valuation approaches, including a Gordon Growth model where we value the bank based on its normalised profitability capacity. We apply 9.5-10.5% cost of capital and 70-90bp of normalised loan loss provisions to determine a fair value range.

Risks

Macroeconomic exposures. Like its peers, Sparekassen Sjælland-Fyn is exposed to macroeconomic developments, including economic activity and interest rate levels.

Higher costs. Management has a clear ambition of lowering costs in the coming years, while at the same time increasing business volumes and income. The bank has been able to lower the number of full-time employees (FTEs) and hence costs in recent quarters, but general wage inflation and competition for key FTEs could drive costs higher.

A deterioration in credit quality. Sparekassen Sjælland-Fyn has grown lending in recent years. Higher growth and new customer inflow could potentially trigger excessive risk taking and as a result higher loan loss provisions. Considering the lending portfolio churn in the past decade to a more residentially dominated lending book, we are not concerned, however.

Fair value range decreased

Our capital-and risk-adjusted Gordon Growth model returns a fair value range of DKK307-347/share with the mid-range of DKK327. This represents 6% to 20% potential upside from the current share price. In the range, we apply a cost of capital range of 9.5-10.5% (previously 10.5-11.5%) and 70-90bp of normalised loan loss.

				Normalise	ed loan los	s ratio		
		0.50%	0.60%	0.70%	0.80%	0.90%	1.00%	1.10%
	8.5%	398	390	383	375	367	360	352
₹	9.0%	378	371	364	357	350	343	336
Cost of Equity	9.5%	361	354	347	341	334	327	320
of E	10.0%	345	339	333	326	320	313	307
ost	10.5%	331	325	319	313	307	301	295
ŏ	11.0%	318	313	307	301	295	289	284
	11.5%	307	301	296	290	284	279	273
			Upside	/downside	e vs. curre	nt share p	orice	
		0.50%	0.60%	0.70%	0.80%	0.90%	1.00%	1.10%
	8.5%	37%	34%	32%	29%	26%	24%	21%
<u>₹</u>	9.0%	30%	28%	25%	23%	20%	18%	16%
- Be	9.5%	24%	22%	20%	17%	15%	13%	10%
Cost of Equity	10.0%	19%	17%	14%	12%	10%	8%	6%
ost	10.5%	14%	12%	10%	8%	6%	4%	1%
ŏ	11.0%	10%	8%	6%	4%	2%	0%	-2%
	11.5%	6%	4%	2%	0%	-2%	-4%	-6%

Table 2 : Sparekassen Sjælland-Fyn Gordon Growth valuation range

Note: Price as at 15:30 CET on 14 May 2025

Source: Danske Bank Equity Research estimates



Source: LSEG Data & Analytics, Danske Bank Equity Research estimates

Q1 25 review

Volumes mitigate NII drop, and fee income lifts total core income

NII dropped 5% q/q and 4% y/y, driven by lower returns on excess liquidity. The business volume growth had a mitigating effect, as lending grew 2% y/y and q/q while deposits (excl. pooled deposits) grew 6% y/y and 1% q/q.

SPKSJF's lending growth compares to the sector's bank lending growth (Corporate + retail) at 1% q/q and 6% y/y. If we only look at the retail lending growth in the sector, it stood at 1% q/q and 4% y/y.

SPKSJF's lending growth was mainly supported by Corporate while Private suffered a minor setback. This is because house prices continued to rise, allowing more mortgage lending at LTVs under 80%, resulting in lower bank lending in Private. Private Lending for buying cars moved in the opposite direction, mitigating the Private drag.

Deposit growth came from both private and corporate.

Fee income, however, maintained stable core income y/y. Fee income growth was lifted by higher activity levels, despite a fall in investing-activity levels which led SPKSJF to lower investment fees and selectively hire key FTEs in this department (adding to the negative cost momentum).

Looking into the fee income breakdown, the biggest contributor is the Garanti fee income, which was down 2% y/y, due to the phasing out of the 60-80% LTV loss guarantee for mortgage loans. On the other hand, payments and loan fee income which made up 18% of fee income in Q1 25, was up 13% y/y.

All in all, SPKSJF has a track record in successfully onboarding new customers, and with the rise in activity levels in the economy, together with the pick-up in mortgage activities, it increased fee income (incl. dividends) by 20% q/q, representing the highest y/y increase among peers in our coverage, and 2% y/y.

While we do not expect SPKSJF to outgrow peers with regard to fee income growth moving forward, we still believe in SPKSJF's comparative advantage to keep core income stable, by capitalising on volume growth.

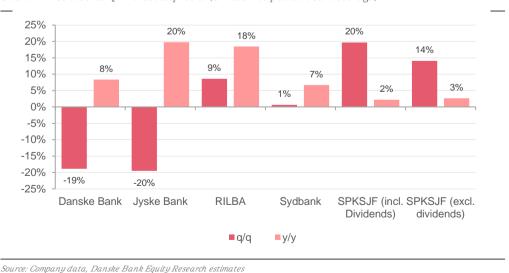


Chart 2 : Fee income Q1 25 development (SPKSJF vs peers in our coverage)

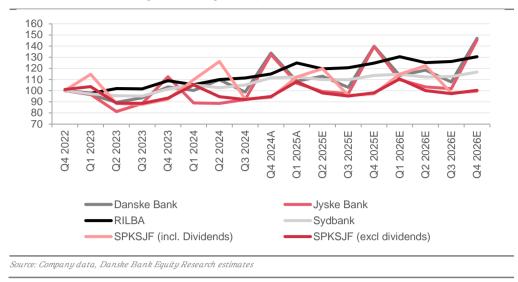


Chart 3 : Fee income development, base quarter Q4 22

Cost momentum needs to change

Costs have posed a challenge for SPKSJF's C/I target of below 50% by FY2026 for a while now.

Costs increased 7% y/y and 4% q/q in Q1 25, totalling DKK246m. The 7% y/y increase is above the peers' average at 5% in Q1 25. Hiring new FTEs in focus areas, such as investments, elevated costs but will potentially drive higher income in the future.

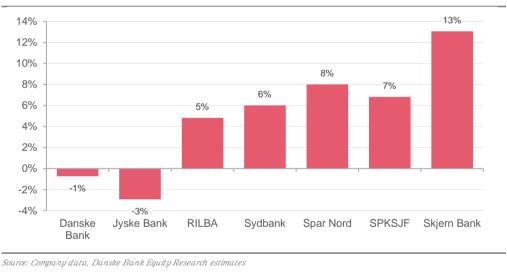


Chart 4:Q1 25 cost growth y/y

Management, starting from Q1 25, includes core trading income in the cost/income ratio calculation, bringing FY2024 C/I down to 53.4% (56% on the old calculation, i.e, excluding core trading income). In our opinion, this is more in line with industry practice, making it more comparable.

SPKSJF's cost/income ratio totalled 54.5% in Q1 25, up 1.1pp from 53.4% in FY2024 and up 3.5pp from 51% in Q1 24. Management's target is to bring it down to under 50% by the end of 2026. The higher increase in costs relative to income, however, is dragging in the wrong direction.

In Q1 25, core costs increased 7% y/y and total core income was stable. While stable core income is seen as a solid development given the interest rate cuts and SPKSJF's deposit

surplus, the cost momentum makes the C/I target challenging. When we look at the quarterly developments, however, costs increased 4% q/q while total core income increased 5%.

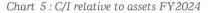
Management remains confident in reaching the C/I goal of under 50% by FY2026.

Adding FTEs in the investment department added to costs in Q1 25 and without any FTE reduction, this leaves the cost run-rate elevated.

To decompose the C/I ratio, we look at SPKSJF's income to assets ratio vs peers and again at their costs to assets ratio. We find that SPKSJF has the highest income to assets ratio at 5.5% FY 2024, indicating that the bank generates higher income using their assets relative to peers. They, however, also have the highest cost to assets ratio FY2024, at 2.9%.

This, however, could be an indicator that the higher costs are driving higher income. We turn to the ROA ratios to gain further perspective on the C/I ratio. We find that SPKSJF has a ROA ratio of 1.9%, spot on the peers' average.

While this indicates that SPKSJF is in control of its costs relative to its profitability, it leaves the C/I targets ambitious.



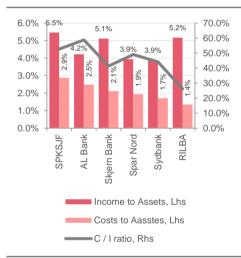


Chart 6: ROA FY2024



Source: Company data, Danske Bank Equity Research estimates

Source: Company data, Danske Bank Equity Research estimates



Chart 7: SPKSJF cost development (quarterly cost development)

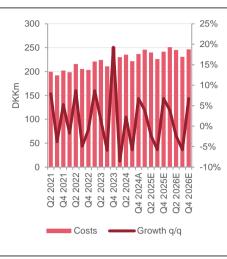
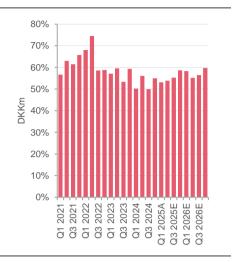


Chart 8 : SPKSJF cost development (quarterly cost development C/I ratio)



Source: Company data, Danske Bank Equity Research estimates

Source: Company data, Danske Bank Equity Research estimates

High CET1 ratio

SPKSJF has a CET1 ratio of 18% in Q1 25, bringing their capital ratio up to 22.3%. Management's goal is to maintain a minimum capital ratio of 20%, leaving SPKSJF over-capitalised.

While a high CET1 ratio leaves room for the bank to grow its REA, our expected REA growth is 3% on average p.a. Assuming an average payout ratio of 60%, this leaves the FY2026E CET1 ratio at 19% and the capital ratio at 23.5%.

This allows for a higher distribution policy or for potential strategic acquisitions. We note that SPKSJF owns more than 20% in Nordfyns Bank which is currently being bid for by Fynske Bank. The offer stands at DKK378.27/share, representing a 15% premium. SPKSJF also owns 25% of Lollands Bank.

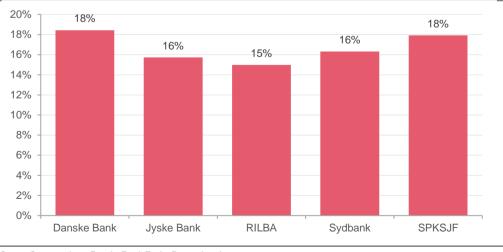


Chart 9: SPKSJF CET1 ratio vs Danish peers (Q1 25)

Source: Company data, Danske Bank Equity Research estimates



Company summary

Income breakdown by geographical area



Company information

Sparekassen Sjælland-Fyn Isefjord Allé 5, 3200 Holbæk Denmark

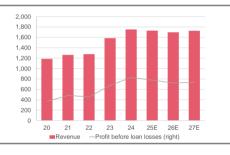
www.spks.dk

Income breakdown by segment Asset managemen t 0% Banking activities 10%.

Main shareholders

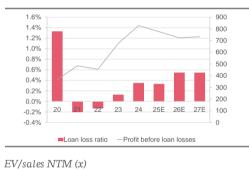
Name	Votes (%)	Capital (%)
Sydbank A/S	7.5%	10.0%
Jyske bank	7.1%	7.1%
AP Pension	6.6%	6.6%
Købstædernes Forsikring	5.5%	5.5%
Nykredit Realkredit A/S	5.3%	5.3%

Revenue and profit before loan losses (DKKm)



P/ENTM(x)

Loan loss ratio and profit before loan losses (DKKm)



Source: FactSet, Company data, Danske Bank Equity Research estimates

Click here for link to ESG webpage for all companies under coverage.

Danske Bank

Summary tables

INCOME STATEMENT										
Year end Dec, DKKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026
Net interest income	542	541	565	557	582	660	862	961	926	91
Commissions	457	464	549	592	636	676	606	668	672	68
Total revenues	1,073	1,042	1,097	1,186	1,263	1,278	1,584	1,753	1,730	1,69
Costs	-769	-815	-830	-818	-779	-823	-908	-924	-954	-97
Pre-provision profits (PPP)	304	227	267	368	484	455	676	829	776	72
Loan losses	-33.4	-4.4	-16.9	-161	24.8	16.0	-15.6	-44.6	-43.3	-73
Pre-tax profit	273	230	251	242	531	482	701	815	754	67
Net profit	201	148	202	204	419	346	515	580	562	49
Net profit (adj.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.
BALANCE SHEET										
DKKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026
Lending	11,681	12,174	12,217	11,951	12,067	11,690	12,645	12,790	13,287	13,69
Other interest bearing assets	7,127	8,442	9,573	11,444	11,517	13,784	14,648	14,483	14,361	14,65
Goodwill	138	125	91.3	91.3	91.2	91.2	91.2	91.2	91.2	91.
Total assets	21,487	23,857	25,359	27,266	28,001	29,631	31,700	32,107	32,570	33,34
Deposits from public	16,589	18,223	18,700	20,001	19,766	20,673	21,399	22,049	23,120	23,58
Wholesale funding	0.0	0.0	0.0	199	378	378	612	712	925	94
Subordinated debt	403	454	673	570	670	571	555	404	410	41
Equity	2,228	2,697	2,851	2,996	3,410	3,621	4,016	4,397	4,624	4,81
NTA	2,090	2,572	2,760	2,905	3,318	3,530	3,925	4,305	4,533	4,71
PER SHARE DATA	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026
No. of shares, fully diluted YE (m)	13.2	17.4	17.4	17.4	17.4	17.4	16.9	16.5	16.2	15
No. of shares, fully diluted avg. (m)	13.0	14.2	17.4	17.4	17.4	17.4	17.3	16.8	16.2	15
EPS (reported) (DKK)	15.4	10.4	11.6	11.8	24.1	19.9	29.9	34.5	34.8	31.
EPS (adj.) (DKK)	13.2	7.51	12.0	9.58	22.7	20.1	29.2	33.3	32.8	30.
DPS (DKK)	0.00	2.50	3.00	0.00	6.00	6.00	8.00	10.0	10.0	10.
Book value per share (DKK)	169	155	164	172	196	208	238	266	286	30
MARGINS AND GROWTH	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027
C/I, adjusted	78.2%	75.7%	69.0%	61.7%	64.4%	57.3%	52.7%	55.1%	57.4%	57.59
NII/avg. lending	4.5%	4.6%	4.6%	4.8%	5.6%	7.1%	7.6%	7.1%	6.7%	6.6
Loan loss ratio	0.04%	0.14%	1.33%	-0.21%	-0.13%	0.13%	0.35%	0.33%	0.55%	0.559
NII growth	-0.3%	4.4%	-1.4%	4.4%	13.4%	30.8%	11.5%	-3.7%	-1.7%	1.6
Revenue growth	-2.9%	5.3%	8.1%	6.5%	1.2%	24.0%	10.6%	-1.3%	-1.9%	1.89
Cost growth	-5.9%	-1.9%	1.5%	4.9%	-5.7%	-10.3%	-1.7%	-3.2%	-2.1%	-2.19
PPP growth	-25.3%	17.3%	38.0%	31.7%	-6.1%	48.7%	22.6%	-6.4%	-6.8%	1.39
RWA growth	3.9%	-1.7%	-3.1%	1.3%	-3.4%	4.0%	6.3%	3.4%	3.0%	3.09
PROFITABILITY	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026
	9.4%									
RoE, reported profits RoNTA, adj. profits	9.4%	6.0% 0.0%	7.3% 0.0%	7.0% 0.0%	13.1% 0.0%	9.8% 0.0%	13.4% 0.0%	13.7% 0.0%	12.6% 0.0%	10.79
Tier-1								20.0%		
	10.7%	13.0%	14.0%	16.1%	17.5%	18.9%	19.3%	20.0%	19.1%	19.39
Equity tier-1	14.0%	15.1%	16.2%	18.4%	19.7%	21.9%	21.7%		21.3%	21.49
RWA	16,973	17,639	17,343	16,799	17,017	16,443	17,105	18,189	18,803	19,37
VALUATION	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026
Share price (DKK)	114	80.4	89.6	90.0	165	194	200	250	292	29
Market cap (DKKm)	1,497	1,397	1,557	1,564	2,867	3,362	3,378	4,123	4,723	4,58
P/E (reported) (x)	7.4	7.7	7.7	7.7	6.8	9.7	6.7	7.2	8.4	9.
P/E (adj.) (x)	8.6	10.7	7.5	9.4	7.3	9.6	6.8	7.5	8.9	9.
P/BV (x)	0.67	0.52	0.55	0.52	0.84	0.93	0.84	0.94	1.02	0.9
P/NTA (x)	0.72	0.54	0.56	0.54	0.86	0.95	0.86	0.96	1.04	0.9
Dividend yield		3.1%	3.3%		3.6%	3.1%	4.0%	4.0%	3.4%	3.49
Total yield (incl. buybacks)		3.1%	3.3%		3.6%	3.1%	6.9%	6.4%	5.5%	6.79

Source: Company data, Danske Bank Equity Research estimates

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