

# The Nordic bond market – an attractive funding venue

A well-established Euro 50 billion+ market becoming increasingly internationalized – Key aspects of the Nordic bond market

## Flexible structures

- Various “use of proceeds” available, including refinancings, recapitalisations, acquisition financings and bolt-on financings
- Structures include both senior secured bonds (1<sup>st</sup> and 2<sup>nd</sup> lien) and unsecured bonds
- Covenant lite structures where traditional bank maintenance covenants may be excluded
- Multiple tenors spanning 3-5 years available, depending on issuer needs and preferences



## Global investor universe

- Global investor universe comprising institutional investors in the Nordics, Europe, US and Asia
- Investors subscriptions typically range from Euro 1 million to Euro 50 million
- Investor demand will depend on issuer jurisdiction, type, issue size, yield on offer etc.
- Active secondary trading market in most issuances of certain size



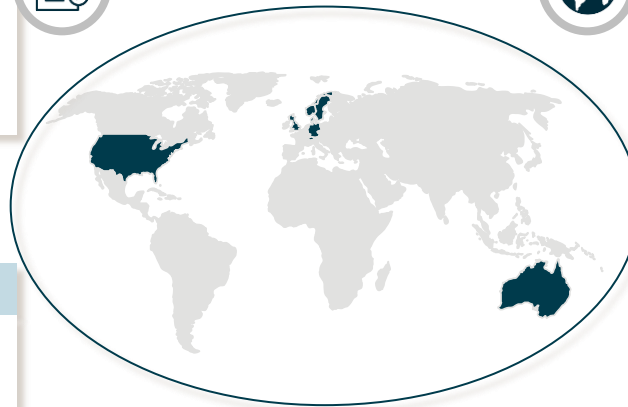
## Efficient process and light documentation

- Central trustee function through the Nordic Trustee coupled with broad investor acceptance for the Nordic Bond documentation
- Bond terms based on standardised Nordic law, which in turn is based on the LMA standard
- Legal cost at moderate levels and significantly lower than in international bond markets
- Light documentation required in terms of financial reporting following the bond issue



## Swift issuance process

- No requirement to obtain official credit rating; typically only feasible for benchmark size transactions
- No extensive offering memorandum required; condensed investor presentation suffice
- No formal due diligence requirement; limited disclosure requirements
- ~4-6 weeks from mandate awarded to settlement



# Worldwide issuers can be matched with a global investor base

Issuers from all over the world



Supported by institutional investors globally



## Selected PE Nordic Bond issuances in the DACH region:



Euro 225 million



Euro 180 million

MUTARES

Euro 135 million



Euro 130 million

ORLANDO



Euro 50 million



Euro 140 million (2024)

+ 90 million top up in  
03/2025

Source: Arctic

# Nordic bond – main characteristics

|                                                                                     |                           |                                                                                                                                                                                                                                                                      |
|-------------------------------------------------------------------------------------|---------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | <b>Size</b>               | <ul style="list-style-type: none"> <li>~ Euro 30-300 million equivalent + frame amount for future tapping</li> </ul>                                                                                                                                                 |
|    | <b>Tenor</b>              | <ul style="list-style-type: none"> <li>3-5 years, bullet</li> </ul>                                                                                                                                                                                                  |
|    | <b>Docs</b>               | <ul style="list-style-type: none"> <li>Focus on light and efficient process based on condensed investor presentation, term sheet and credit analysis</li> <li>No formal / limited due diligence and no official rating(s) required (with some exceptions)</li> </ul> |
|    | <b>Covenants</b>          | <ul style="list-style-type: none"> <li>Incurrence based covenants</li> <li>Maintenance covenant(s) depending on credit specifics</li> </ul>                                                                                                                          |
|    | <b>Security</b>           | <ul style="list-style-type: none"> <li>Usually secured, but can also be unsecured</li> </ul>                                                                                                                                                                         |
|    | <b>Legal Jurisdiction</b> | <ul style="list-style-type: none"> <li>Nordic (in general Norwegian / Swedish)</li> </ul>                                                                                                                                                                            |
|    | <b>Pricing</b>            | <ul style="list-style-type: none"> <li>Fixed or floating, usually floating and quarterly payments</li> </ul>                                                                                                                                                         |
|    | <b>Reporting</b>          | <ul style="list-style-type: none"> <li>Quarterly reporting</li> </ul>                                                                                                                                                                                                |
|   | <b>Investor universe</b>  | <ul style="list-style-type: none"> <li>International, institutional investor based focused on Europe and Nordics</li> </ul>                                                                                                                                          |
|  | <b>Issuance process</b>   | <ul style="list-style-type: none"> <li>Typically 4- 10 weeks depending on transaction complexity with short time to market</li> </ul>                                                                                                                                |
|  | <b>Prepayment penalty</b> | <ul style="list-style-type: none"> <li>NC period of typically 50% of tenor, thereafter repayable at decreasing premium</li> </ul>                                                                                                                                    |
|  | <b>Certain funds</b>      | <ul style="list-style-type: none"> <li>Typically issued on a best-efforts basis; certain arrangers with bridge / UW capabilities</li> </ul>                                                                                                                          |

Source: Pareto Securities, Nordic Trustee and Oslo Stock Exchange  
Note: (1) Floating Rate Notes