Commissioned Research

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Commissioned Research

Share price (21/08/24)	EUR 31.50
Target price	Under review
Shares number (m)	14.5
Market cap (m)	EUR 456m
Free Float	96.0%
Rabobank	4.0%



Company description

Triodos Bank is a mid-sized Dutch bank that is a leading expert in the field of sustainable finance. It has activities in banking and investment management in the Netherlands, Belgium, Germany, Spain, and the UK.

Triodos Bank

H1-24 broadly in line, interest environment cooling

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- Topline and adjusted profits beat our estimates, one-offs were also higher
- Management expects interest margins to be affected by upcoming rate cuts
- CEO Rijpkema will step down at the end of his term in 2025
- We expect to lower our estimates, target price under review

Facts: Solid H1-24 results, but interest margins have probably peaked

- Exhibit 1 on the next page features the most important numbers.
- In H1-24, total income of EUR 234m beat our estimate of EUR 227m. NII was EUR 7m better than expected while F&C fell EUR 1m short of expectations.
- Operating costs of EUR 178m exceeded our estimate of EUR 171m, partly due to EUR 9m in exceptional costs (EUR 6m legal, EUR 3m restructuring), whereas we assumed EUR 4m. The C/I ratio of 75.9% exceeded our estimate of 75.2%, but the adjusted ratio of 72.1% was below our expected 73.6%.
- Profit before provisions, loan loss provisions, and PBT were broadly in line. The tax rate of 28.8% was higher than we had expected (27.0%), due to which net profit of EUR 36m was EUR 1m below our estimates.
- The balance sheet remains solid with a CET ratio of 17.1% vs. 16.7% at YE23, and a leverage ratio of 7.1% (YE23: 7.0%).
- Management proposes an interim dividend of EUR 1.27 p/s, which is a payout ratio of 50%. This is in line with the target pay-out ratio.
- Management flagged (again) that the interest rate environment is turning: "The financial results of our banking activities are sensitive to developments in the interest rate environments in the markets where we are active. Following the first decrease in interest rates by the ECB in June and with the expectation that more decreases will follow, we expect our net interest margin to be gradually negatively impacted.".
- CEO Jeroen Rijpkema announced that he will not seek reappointment when his term ends, in 2025. The search for a successor has started.
- The half year report features an overview of the legal proceedings. There is no major turn of events compared to the previous update.

EUR m	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Total income	305.1	341.9	375.3	466.3	455.3	465.6	476.1
Profit pre prov.	59.7	66.7	75.2	127.3	114.3	117.7	118.0
Profit before tax	35.5	67.2	67.1	106.0	104.3	107.7	108.0
Adj. net profit	46.6	50.8	64.5	90.1	81.3	83.0	83.2
Adj. EPS (EUR)	3.27	3.56	4.54	6.34	5.72	5.84	5.85
Div. per share (EUR)	0.65	1.80	3.12	4.07	2.68	2.77	2.77
C/I ratio	80.4%	80.5%	80.0%	72.7%	74.9%	74.7%	75.2%
Adj. ROE	3.9%	4.1%	5.1%	7.1%	6.3%	6.2%	6.1%
CET-1 ratio	18.7%	17.5%	17.3%	16.7%	16.5%	16.5%	16.6%

Source: Triodos Bank/Degroof Petercam estimates

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Exhibit 1 H1-24 results (E	UR m)					
	H1 23	H2 23	H2 23e	ACTUAL	vs. DP	y/y
Net interest income	176	180	170	177	4%	1%
Net fee & commission income	56	56	57	56	-2%	-1%
Other income	-2	-1	0	1		
Total income	231	236	227	234	3%	2%
у/у	32%	17%	-2%	2%		
Opex	169	170	171	178	4%	5%
C/I ratio	73.1%	72.3%	75.2%	75.9%		
Profit pre provisions	62	65	56	57	0%	-9%
%	26.9%	27.7%	24.8%	24.1%		
Loan loss provisions	-13	-9	-5	-6	16%	-54%
РВТ	49	57	51	51	-1%	3%
Taxes	-14	-15	-14	-15	5%	4%
Tax-rate	28.6%	26.0%	27.0%	28.8%		
Net profit reported	35	42	37	36	-3%	3%
Exceptionals in opex	-10	-6	-4	-9		
o.w. legal costs				-6		
o.w. restructuring costs				-3		
Adjusted C/I ratio	68.7%	69.9%	73.6%	72.1%		
Adjusted profit pre provisions	72	71	60	65	9%	-10%
Adjusted PBT	60	62	55	60	9%	-0%
Adjusted net profit	43	46	40	42	6%	-0%
CET-1 ratio	17.2%	16.7%		17.1%		
Leverage ratio	7.0%	6.9%		7.1%		
Source: Triodos, Degroof Petercam	<u> </u>					

Our view: we expect to lower our estimates due to interest rates heading south

Despite the solid H1-24 results, which were broadly in line on a reported basis and better than expected on an adjusted basis, we expect to lower our estimates for H2-24 and beyond. The ECB has made their first interest rate cut, and we consider it likely that more cuts will follow. This should pressure NII, which can not easily be offset by reducing opex considering wage inflation in general, and the continuously growing costs associated with KYC and AML. Hence, we believe 2024 will be a year of peak topline and profits, to be followed by lower topline and profits as from 2025. Management indicated that they will continue to focus on simplification, partnerships, and digitalisation, in order to enhance efficiency, which is reassuring, but that may not be sufficient to compensate for the interest rate environment heading south.

The news of CEO Jeroen Rijpkema not seeking reappointment when his term ends next year is not really a surprise considering that he turns 65 in 2025. Under his wings, the bank's strategy was changed for the better, in our view, targeting slower yet internally funded growth, seeking more efficiencies within the organisational structure, while maintaining healthy balance sheet ratios. In terms of governance, several improvements were made, but there is still the legacy from the previous management that could not (yet) be solved: the dispute with the holders of the depository receipts.





Profit & Loss (EUR m)	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Net interest income	198.2	221.5	253.1	356.2	341.3	348.1	355.1
Net fee and commission income	106.1	116.1	120.9	112.3	114.0	117.4	120.9
Other income	0.8	4.4	0.7	-2.9	0.0	0.0	0.0
Total income	305.1	341.9	375.3	466.3	455.3	465.6	476.1
Growth yoy	+4.5%	+12.1%	+9.8%	+24.3%	-2.4%	+2.3%	+2.3%
C/I ratio	80.4%	80.5%	80.0%	72.7%	74.9%	74.7%	75.2%
Operating costs	-245.4	-275.2	-300.1	-339.0	-341.0	-347.9	-358.1
Employee costs	-134.6	-149.9	-166.8	-183.2	-190.0	-194.7	-200.5
Administrative costs	-82.1	-98.8	-111.4	-129.9	-126.0	-127.7	-131.6
Depreciation	-12.8	-12.1	-8.1	-7.7	-8.0	-8.0	-8.0
Amortisation	-10.7	-11.7	-13.9	-17.0	-17.0	-17.5	-18.0
Impairment	-5.2	-2.7	0.1	-1.1	0.0	0.0	0.0
Profit pre provisions	59.7	66.7	75.2	127.3	114.3	117.7	118.0
Loan loss provisions	-24.2	0.4	-8.1	-21.3	-10.0	-10.0	-10.0
Profit before tax	35.5	67.2	67.1	106.0	104.3	107.7	108.0
Taxes	-8.3	-16.4	-17.1	-28.8	-28.2	-29.1	-29.2
Tax rate	23.3%	24.4%	25.6%	27.2%	27.0%	27.0%	27.0%
Associates	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Discontinued	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	27.2	50.8	49.9	77.2	76.2	78.6	78.8
Exceptional items in operating costs	-0.4	-2.3	-18.9	-15.9	-7.0	-6.0	-6.0
Adj. C/I ratio (%)	80.3%	79.8%	75.0%	75.0%	73.4%	73.4%	74.0%
Adj. profit pre provisions	60.1	69.0	94.1	143.2	121.3	123.7	124.0
Adj. profit before tax	35.9	69.5	86.0	121.9	111.3	113.7	114.0
Adj. net profit	46.6	50.8	64.5	90.1	81.3	83.0	83.2
Balance sheet (EUR m)	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Tangible fixed assets	101.5	94.7	88.7	80.5	77.0	73.5	70.0
Right of use assets	19.4	16.7	13.3	12.2	12.2	12.2	12.2
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other intangible assets	45.8	48.3	51.2	48.2	47.2	45.7	43.7
Financial fixed assets	42.1	47.9	52.5	56.1	56.1	56.1	56.1
Deferred tax assets	14.9	13.6	13.2	12.9	12.9	12.9	12.9
Total fixed assets	223.6	221.2	218.9	209.8	205.3	200.3	194.8
Cash & cash equivalents	2,955.8	4,277.6	2,581.1	2,141.0	2,219.8	2,323.7	2,428.7
Loans and advances to banks	150.6	265.8	332.5	273.8	273.8	273.8	273.8
Loans and advances to customers	9,156.7	10,167.8	10,619.7	11,080.0	11,301.6	11,527.6	11,758.2
Debt securities at amortised cost	1,317.3	1,483.4	1,689.8	2,187.6	2,187.6	2,187.6	2,187.6
Non trading derivatives	1.8	19.7	295.7	207.9	207.9	207.9	207.9
Tax receivable	1.8	1.7	1.5	1.7	1.7	1.7	1.7
Other assets	61.9	54.4	55.8	65.1	65.1	65.1	65.1
Financial assets	13,645.8	16,270.3	15,576.0	15,957.1	16,257.4	16,587.3	16,922.9
Assets held for sale	19.0	12.7	5.6	8.7	8.7	8.7	8.7
Total assets	13,888.4	16,504.2	15,800.5	16,175.6	16,471.4	16,796.4	17,126.4
Equity	1,208.2	1,250.1	1,259.4	1,288.6	1,309.3	1,353.5	1,397.2
Minorities & preference shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Equity	1,208.2	1,250.1	1,259.4	1,288.6	1,309.3	1,353.5	1,397.2
Deposits from banks	815.1	1,608.3	337.1	670.1	670.1	670.1	670.1
Deposits from customers	11,747.2	13,285.1	13,816.3	13,759.1	14,034.3	14,315.0	14,601.3
Non trading derivatives	10.5	7.0	1.3	34.7	34.7	34.7	34.7
Tax liabilities	20.9	19.2	23.1	31.0	31.0	31.0	31.0
Debt issued	6.4	255.6	259.9	260.4	260.4	260.4	260.4
Provisions	4.4	5.8	7.9	18.2	18.2	18.2	18.2
Other liabilities	75.8	73.2	95.6	113.6	113.6	113.6	113.6
Liabilities	12,680.2	15,254.1	14,541.1	14,887.0	15,162.2	15,442.9	15,729.2
Liabilities held for sale	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total liabilities	13,888.4	16,504.2	15,800.5	16,175.6	16,471.4	16,796.4	17,126.4
Source: Triodos Bank/Degroof Petercan	n estimates						

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Cash Flow (EUR m)	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Net profit	27.2	50.8	49.9	77.2	76.2	78.6	78.8
Depreciation	9.5	8.8	8.3	7.7	7.5	7.5	7.5
Amortisation	10.7	11.7	13.9	17.0	17.0	17.5	18.0
Impairment	5.2	2.7	-0.1	1.1	0.0	0.0	0.0
Change in provisions	-2.6	2.2	2.2	0.3	0.0	0.0	0.0
Other operational CF	33.1	7.2	9.9	20.3	5.0	5.0	5.0
Operational cash flow	83.1	83.3	84.0	123.6	105.7	108.6	109.3
Change in loans and deposits	826.2	1,203.0	-1,500.2	-89.0	53.6	54.7	55.8
Change in other financial assets	-264.2	-163.6	-181.2	-445.5	0.0	0.0	0.0
CF from operating activities	645.1	1,122.7	-1,597.4	-410.9	159.2	163.3	165.1
CAPEX	-3.0	-2.2	-2.7	-4.6	-4.0	-4.0	-4.0
Investments in intangibles	-15.0	-14.5	-16.9	-15.3	-16.0	-16.0	-16.0
Acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Divestments	1.2	2.1	7.2	0.4	0.0	0.0	0.0
Other investing CF	-12.4	-5.0	-0.4	-0.8	0.0	0.0	0.0
CF from investing activities	-29.1	-19.6	-12.8	-20.3	-20.0	-20.0	-20.0
Dividends	0.0	-9.2	-44.9	-42.6	-60.5	-39.4	-40.1
Minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share buybacks	-20.5	-0.9	0.0	0.0	0.0	0.0	0.0
Equity financing	5.5	0.0	0.0	-0.2	0.0	0.0	0.0
Other financing CF	6.4	247.8	0.0	0.0	0.0	0.0	0.0
CF from financing activities	-8.7	237.7	-44.9	-42.8	-60.5	-39.4	-40.1
Net cash flow	607.3	1,340.8	-1,655.2	-474.0	78.8	103.9	105.0
Figures per Share (EUR)	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Adjusted EPS	3.27	3.56	4.54	6.34	5.72	5.84	5.85
Declared EPS	1.91	3.56	3.51	5.43	5.36	5.53	5.55
Dividend	0.65	1.80	3.12	4.07	2.68	2.77	2.77
Dividend pay-out ratio	34.1%	50.6%	60.1%	75.0%	50.0%	50.0%	50.0%
Book value	83.51	86.41	87.05	89.07	90.50	93.56	96.58
Shares (m)							
Number of shares at year-end	14.5	14.5	14.5	14.5	14.5	14.5	14.5
Average number of shares	14.3	14.3	14.2	14.2	14.2	14.2	14.2
Average number of shares diluted	14.3	14.3	14.2	14.2	14.2	14.2	14.2
Ratios	12/20a	12/21a	12/22a	12/23a	12/24e	12/25e	12/26e
Financial ratios Return on equity	2.3%	4.1%	4.0%	6.1%	5.9%	5.9%	5.7%
Adj. return on equity	3.9%	4.1%	4.0 <i>%</i> 5.1%	7.1%	5.9 <i>%</i> 6.3%	5.9 <i>%</i> 6.2%	5.7 <i>%</i> 6.1%
Leverage ratio	8.8%	8.1%	6.9%	6.9% 16.7%	6.9%	6.9% 16.5%	7.0%
CET-1 ratio Margin analysis	18.7%	17.5%	17.3%	16.7%	16.5%	16.5%	16.6%
Adj. PPP margin	19.7%	20.2%	25.1%	30.7%	26.6%	26.6%	26.1%
PPP margin	19.6%	19.5%	20.0%	27.3%	25.1%	25.3%	24.8%
Adj. PBT margin	11.8%	20.3%	22.9%	26.2%	24.5%	24.4%	23.9%
PBT margin	11.6%	19.6%	17.9%	22.7%	22.9%	23.1%	22.7%
Adj. net profit margin	15.3%	14.9%	17.2%	19.3%	17.9%	17.8%	17.5%
Tax rate	23.3%	24.4%	25.6%	27.2%	27.0%	27.0%	27.0%
Growth analysis							
Total income change y/y	+4.5%	+12.1%	+9.8%	+24.3%	-2.4%	+2.3%	+2.3%
Adj. PPP change y/y	+11.2%	+14.9%	+36.3%	+52.2%	-15.3%	+1.9%	+0.3%
Adj. PBT change y/y	-28.8%	93.6%	23.8%	41.8%	-8.7%	2.1%	0.3%
Adj. net profit change y/y	+25.1%	+8.9%	+27.1%	+39.6%	-9.8%	+2.1%	+0.3%
Adj. EPS change y/y	+22.4%	+8.9%	+27.5%	+39.6%	-9.8%	+2.1%	+0.3%
Dividend change y/y	-	+176.9%	+73.3%	+30.5%	-34.2%	+3.2%	+0.3%
Source: Triodos Bank/Degroof Peterca	am estimates						

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	Reduce	Hold	Buy				
High (Beta ≥ 1.3)	RP < -6%	-6% ≤ RP < 15%	RP ≥ 15%				
Medium (0.9 < Beta < 1.3	RP < -4%	-4% ≤ RP < 10%	RP ≥ 10%				
Low (Beta ≤ 0.9)	RP < -2%	-2% ≤ RP < 6%	RP ≥ 6%				
DD: Delative Derfermence against Degraaf Detersor aguerage universe							

RP: Relative Performance against Degroof Petercam coverage universe

Our rating system and target prices attempt to incorporate industry, company and/or overall market risk and volatility. Consequently, at any given point in time, our investment rating on a stock and its recommended target price may not correspond to the stated 12-month price target. Our target prices are generally based on a combination of valuation methods including DCF, SOTP, peer group comparison, historical ratio analysis and others. The outcome of these valuation methods is sensitive to both external factors (e.g. interest rates and market valuations) and assumptions we make (e.g. on sales growth, profitability, or valuation discounts). Be aware that even small changes in these elements can lead to large changes in target price. More information on the valuation method used for this company can be found in the reports published on https://research.degroofpetercam.com/portail/societe/news.php?id=236&type=45

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Report completion and updates

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Valuations are continuously reviewed by the analyst and will be updated and/or refreshed regularly. The rationale behind a change in target valuation will be explained in such a refresher/update.

An overview of the research published on this company can be found on our website:

https://research.degroofpetercam.com/portail/societe/news.php?id=236&type=0

This report has not been reviewed by the company prior to publication. The report has been reviewed by Kris Kippers, Senior Equity Analyst.

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