

## CREDIT OPINION

31 May 2022

Update



### RATINGS

#### Siauliu Bankas, AB

Domicile	Siauliai, Lithuania
Long Term CRR	Baa1
Type	LT Counterparty Risk Rating - Fgn Curr
Outlook	Not Assigned
Long Term Debt	Not Assigned
Long Term Deposit	Baa2
Type	LT Bank Deposits - Fgn Curr
Outlook	Positive

Please see the [ratings section](#) at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.

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## Siauliu Bankas, AB

Update following rating affirmation

### Summary

[Siauliu Bankas, AB's](#) Baa2/Prime-2 deposit ratings incorporate a ba1 Baseline Credit Assessment (BCA) and Adjusted BCA, and a two-notch uplift resulting from our Advanced Loss Given Failure (LGF) analysis. The outlook on the long-term deposit ratings is positive.

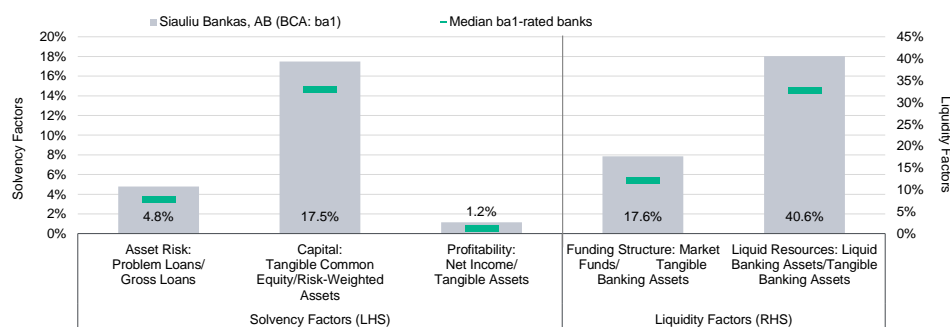
The ratings reflect the operating environment in Lithuania, where the bank has all of its lending; its increased capitalisation, illustrated by tangible common equity (TCE)/risk-weighted assets (RWA) of 17.4% and TCE/tangible banking assets (TBA) of 9.3% as of the end of December 2021; and a strong recurring profitability. These positives are balanced against the bank's relatively high level of nonperforming loans (NPLs), equal to 3.6% of gross loans, historically high loan growth and sector concentration in small and medium-sized enterprises (SMEs) and consumer finance.

The bank's funding and liquidity ratios are a relative strength, reflecting focus on deposit funding, but a relatively high share of deposits come from corporates. The use of the European Central Bank's (ECB) third targeted longer-term refinancing operations (TLTRO) inflate both market funding and liquidity ratios as most of the funds are invested in liquid assets.

The probability of support from the [Government of Lithuania](#) (A2 stable) to Siauliu Bankas is low, resulting in no further uplift to its deposit rating.

Exhibit 1

### Rating Scorecard - Key financial ratios



These are our [Banks Methodology](#) scorecard ratios. Asset risk and profitability reflect the weaker of either the three-year average or the latest reported ratio. The capital ratio is the latest reported figure. The funding structure and liquid asset ratios are the latest year-end figures.

Source: Moody's Investors Service

## Credit strengths

- » Robust capital, with significant capacity above regulatory requirements
- » Strong profitability, which supports internal capital generation capacity
- » Sound funding and liquidity, underpinned by its stable deposit base

## Credit challenges

- » Relatively high level of NPLs
- » Sector concentration in the more vulnerable SME segment along with high loan growth

## Outlook

The positive outlook on Siauliu Bankas' long-term deposit ratings reflects the strong credit fundamentals relative to the rating level, which we expect to remain broadly stable despite a difficult operating environment in the next 12-18 months.

## Factors that could lead to an upgrade

Siauliu Bankas' ratings could be upgraded should the bank's problem loan ratio, profitability and capital position remain broadly stable throughout the outlook period despite a more challenging operating environment.

## Factors that could lead to a downgrade

Conversely, downward pressure on Siauliu Bankas could develop if the operating environment deteriorated significantly more than expected, resulting in a significant deterioration in the bank's asset quality, profitability or capital. Furthermore, the rating could come under pressure if the risk appetite of the bank was to increase, resulting in a weakening of its asset quality or increase volatility in its earnings.

The ratings could also be downgraded because of lower volumes of loss-absorbing liabilities protecting creditors and depositors in case of failure.

## Key indicators

Exhibit 2

### Siauliu Bankas, AB (Consolidated Financials) [1]

	03-22 <sup>2</sup>	12-21 <sup>2</sup>	12-20 <sup>2</sup>	12-19 <sup>2</sup>	12-18 <sup>2</sup>	CAGR/Avg. <sup>3</sup>
Total Assets (EUR Million)	3,948.7	3,962.5	3,028.8	2,508.2	2,261.7	18.7 <sup>4</sup>
Total Assets (USD Million)	4,393.5	4,489.9	3,706.0	2,815.4	2,585.5	17.7 <sup>4</sup>
Tangible Common Equity (EUR Million)	367.8	388.9	336.6	295.0	271.9	9.7 <sup>4</sup>
Tangible Common Equity (USD Million)	409.2	440.7	411.8	331.1	310.8	8.8 <sup>4</sup>
Problem Loans / Gross Loans (%)	3.6	3.4	6.8	5.3	6.2	5.1 <sup>5</sup>
Tangible Common Equity / Risk Weighted Assets (%)	--	17.5	16.6	17.0	17.4	17.1 <sup>6</sup>
Problem Loans / (Tangible Common Equity + Loan Loss Reserve) (%)	19.8	17.2	32.3	27.0	28.0	24.9 <sup>5</sup>
Net Interest Margin (%)	2.2	2.4	2.7	3.1	3.0	2.7 <sup>5</sup>
PPI / Average RWA (%)	--	3.1	3.5	4.0	4.5	3.8 <sup>6</sup>
Net Income / Tangible Assets (%)	1.2	1.3	1.4	2.0	2.3	1.6 <sup>5</sup>
Cost / Income Ratio (%)	42.5	41.8	40.2	38.8	35.1	39.7 <sup>5</sup>
Market Funds / Tangible Banking Assets (%)	18.2	17.6	7.7	3.0	4.0	10.1 <sup>5</sup>
Liquid Banking Assets / Tangible Banking Assets (%)	38.0	40.6	33.5	23.6	27.4	32.6 <sup>5</sup>
Gross Loans / Due to Customers (%)	85.4	80.5	77.5	84.9	78.1	81.3 <sup>5</sup>

[1] All figures and ratios are adjusted using Moody's standard adjustments. [2] Basel III - fully loaded or transitional phase-in; IFRS. [3] May include rounding differences because of the scale of reported amounts. [4] Compound annual growth rate (%) based on the periods for the latest accounting regime. [5] Simple average of periods for the latest accounting regime. [6] Simple average of Basel III periods.

Sources: Moody's Investors Service and company filings

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the issuer/deal page on <https://ratings.moody.com> for the most updated credit rating action information and rating history.

## Profile

Siaulių Bankas, AB was established in 1992 in Siauliai, Lithuania, and is publicly traded on Nasdaq Vilnius. The bank had four subsidiaries as of March 2022. Siaulių Bankas is focused on finance leasing and consumer credits, life insurance, investment management activities, real estate management activities, and the development of residential areas in Lithuania, and it started offering deposit services in Germany in April 2019. The bank was 22% directly owned by the [European Bank for Reconstruction & Development](#) (EBRD, Aaa stable) as of March 2022. However, in December 2021, EBRD announced that it intends to reduce its ownership in Siaulių Bankas down to 8% through a sale of the bank's shares to three parties by June 2024.

Siaulių Bankas held €3.9 billion in assets as of March 2022 and, with a market share of 9.2% in terms of assets as of year-end 2021, it is the third-largest bank in Lithuania, excluding Luminor's Lithuanian branch. The bank operates in all major cities and financially active regional centres of Lithuania. As of March 2022, the bank had 56 regional customer service points across the country and 799 employees.

## Recent developments

We [expect](#) advanced economies to grow at the slower pace of 3.1% in 2022, down from 5.9% growth in 2021, as a result of ongoing supply shocks that are stoking inflation and eroding consumer purchasing power, and a shift toward more hawkish monetary policy globally, accompanied by financial market volatility, asset repricing and tighter credit conditions. A series of sequential supply shocks are stoking commodities and goods price inflation: the global COVID supply disruptions of manufactured goods alongside reopening demand pressures, then the Ukraine-Russia conflict, and - more recently - lockdowns in China. We expect global economic growth to further slow to 2.9% in 2023, a little below the average growth rate in the decade before the pandemic.

Following a GDP contraction of 0.1% in 2020, a much milder decline than that experienced by most of its European peers, the Lithuanian economy grew 4.8% in 2021, broadly in line with our growth expectations for the euro area as a whole. The outlook for 2022 looks more challenging with inflation running high and trade being hampered from the sanctions on Russia, but we still expect real GDP to grow by 1.4%.

## Detailed credit considerations

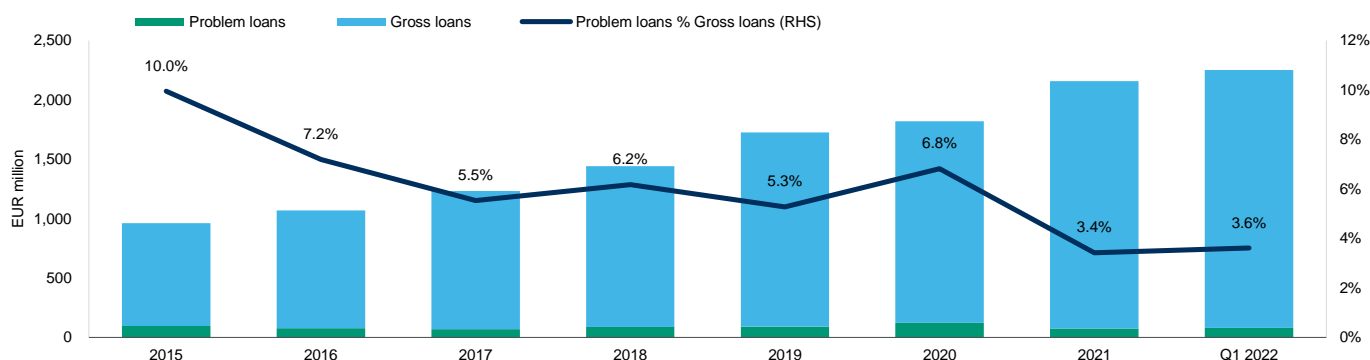
### High loan growth in recent years

Lithuania's strong economic development has allowed Siaulių Bankas to continue to improve its problem loans/gross loans to 3.6% as of March 2022 from 6.8% a year earlier (see Exhibit 3). The improved NPL ratio, which also reflects rapid lending growth, is in line with the global 3.5% median of its ba1 BCA peers.

The coverage ratio (loan loss reserves/problem loans) was around 51% as of March 2022, higher than the 38.2% as of year-end 2020, but significantly lower than the 102% global median for its ba1 BCA peers.

Exhibit 3

### Problem loans declined because of a disciplined review of the legacy portfolio from Ukio Bankas along with strong lending growth



The increase in the problem loan ratio in 2018 was because of a change in definition of Stage 3 gross loans following the introduction of IFRS9.

Sources: Company reports and Moody's Investors Service

Because of the gradual recovery in economic activity in 2021, combined with high inflation and loans bought from Danske Bank, Siauliu Bankas' gross loan portfolio grew 18% in the year, following a slowdown to 5% growth in 2020. A further 4% growth was recorded in the first three months of 2022. While we expect increased competition to limit the bank's ability to increase its market share, high inflation will drive high loan growth in 2022. Despite a more difficult operating environment in 2022, we expect the bank to maintain its problem loan ratio below the historical level. We continue to incorporate risks in our assessment because of the rapid loan growth and concentration in the more vulnerable SME segment and, therefore, assign an Asset Risk score of b2.

### Robust capital with considerable capacity above the regulatory requirements

As of December 2021, the bank's TCE/RWA was 17.5%, up from 16.6% as of year-end 2020, while TCE/TBA declined to 9.3% as of March 2022 (December 2021: 9.8%, December 2020: 11.1%). The decline in TCE/TBA was driven by the growth of the balance sheet from liquid assets being funded through TLTRO.

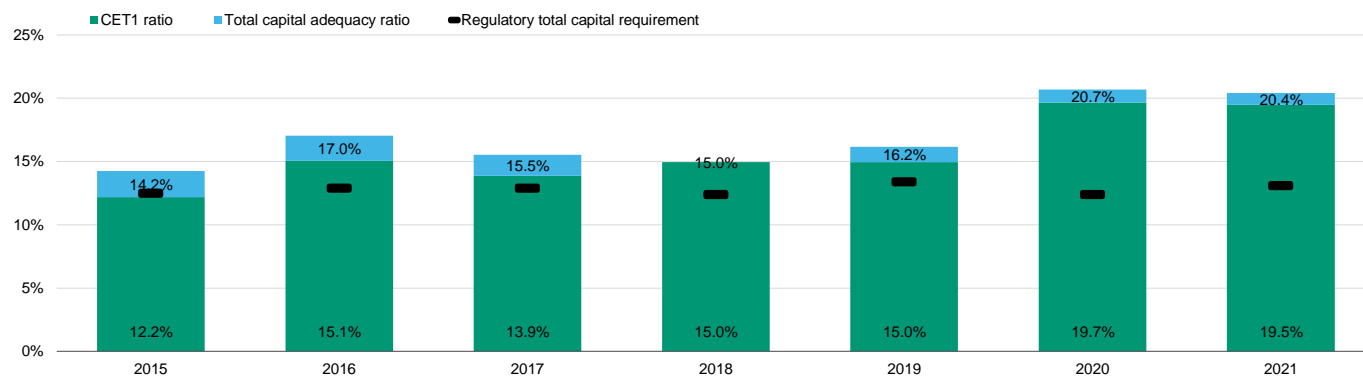
Siauliu Bankas has strong internal capital generation capacity. Since 2018, the bank's dividend policy is to pay out at least 25% of the group's annual earnings. Following the retention of all profit in 2020, the bank resumed dividend payments in 2021, distributing 6% of 2020's net profit, and 40% of 2021's net profit in 2022.

Siauliu Bankas reported a phased-in Common Equity Tier 1 capital ratio of 19.5% and a total capital ratio of 20.4% as of 31 December 2021, which corresponds to significant capacity above the total regulatory requirement of 13.1%, including a 1% buffer because of its designation as an Other Systemically Important Institution (O-SII)<sup>1</sup>, a capital conservation buffer of 2.5% and a Pillar II requirement of 1.6%. In the most recent Supervisory Review and Evaluation Process (SREP) in January 2022, an additional nonbinding Pillar 2 guidance requirement of 1.75% was set by the European Central Bank (ECB).

Our assessment of Siauliu Bankas' robust capital is reflected in the assigned a1 Capital score.

Exhibit 4

#### Evolution of Siauliu Bankas' capital position



Sources: Company reports and Moody's Investors Service

### Strong profitability, dented by the pandemic

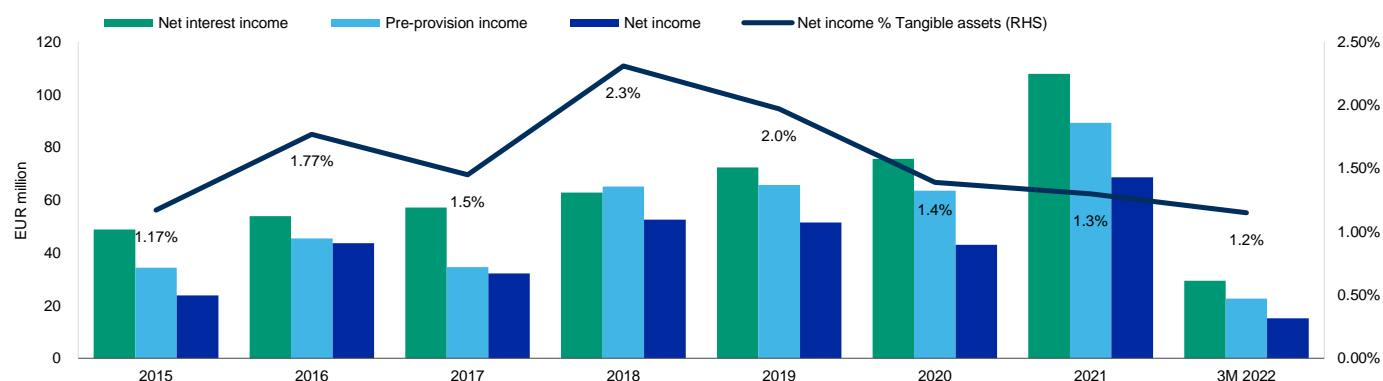
Siauliu Bankas' solid recurring revenue generation capacity is a credit strength, supporting the bank's Profitability score of baa3. The score captures the bank's sound profitability metrics, balanced against some volatility in earnings and likely increase in competition. The bank will also likely incur higher expenses as a result of higher inflation in 2022.

The bank's net profit reached €11.5 million in the first three months of 2022, down from €12.4 million in the same period in 2021, as a result of higher provisions. Profitability was dented in 2020 as a result of the pandemic-induced economic downturn, but returned to its pre-pandemic levels in 2021. The bank's net income/tangible assets was 1.2% for the first quarter of 2022 (2021: 1.4%), lower than 1.4% in 2020. The ratio in 2021 was weakened by the inflated balance sheet, because of the use of TLTRO funding mostly invested in liquid assets.

From 2020 onwards, net interest income improved on strong growth in mortgage lending partly because of the acquisition of the private customers' credit portfolio from [Danske Bank A/S](#) (A3 stable/A2 stable, baa2)<sup>2</sup> Lithuania branch. Mortgage lending generates

a stable income, which is positive, but the lending margin is lower than Siauliu Bankas' other lending. Net fees and commissions increased 7% year over year in 2021, mainly because of higher income from securities and settlement services, with the trend continuing in 2022.

Exhibit 5

**Profitability metrics and drivers over recent years**

Metrics shown for the first three months (3M) of 2022 are annualised.

Sources: Company reports and Moody's Investors Service

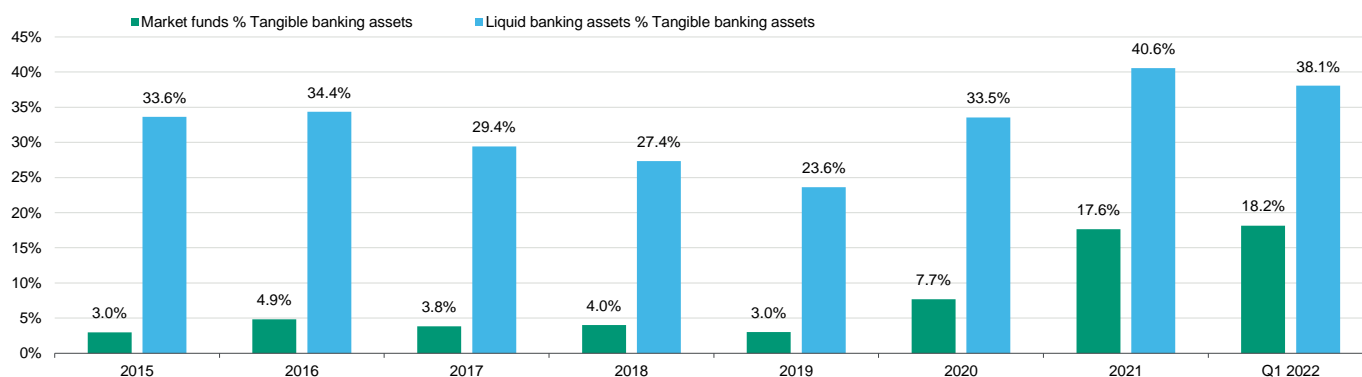
**Sound funding and liquidity, underpinned by a deposit-based funding model**

We assess Siauliu Bankas' funding and liquidity based on its funding structure and stock of liquid assets. We assign a Funding score of baa2, adjusted two notches below the Initial score. The bank has increased its market funding to comply with its Minimum Requirement for Eligible Liabilities and own funds (MREL) requirement, although the adjustment also highlights the relatively high share of corporate deposits, which tend to be more volatile than retail deposits. Market funds reached 18.2% of tangible banking assets as of the end of March 2022, following the issuance of a senior preferred bond of €75 million in October 2021 with the remaining market funding mostly from the use of TLTRO.

Siauliu Bankas' liquidity benefits from its deposit-oriented business model, with deposits funding 67% of total assets as of March 2022, and primarily coming from domestic residents. As of the same date, the bank reported a net loan-to-deposit ratio of 84%, as a result of a more rapid growth in loans (22%) than in deposits (5%) over the 12-month period that ended in March 2022. The bank's decision to take part in ECB's TLTRO 3 has also boosted its liquidity, with estimated liquid banking assets at 38% of tangible banking assets as of March 2022, reflected in the assigned Liquidity score of baa1.

In our assessment of liquidity, we only consider cash and holdings of government bonds, mainly Lithuanian. As of March 2022, Siauliu Bankas also invested about 9% of its liquidity in investment-grade corporate bonds.

Exhibit 6

**Siauliu Bankas' funding and liquidity are constrained by more volatile junior deposits**

Sources: Company reports and Moody's Investors Service

## Sources of facts and figures cited in this report

Unless noted otherwise, the bank-specific figures originate from banks' reports and Moody's Banking Financial Metrics. All figures are based on our own chart of accounts and may be adjusted for analytical purposes. Please see [Financial Statement Adjustments in the Analysis of Financial Institutions](#), published on 9 August 2018.

## ESG considerations

In line with our general view of the banking sector, Siauliu Bankas has a low exposure to environmental risks, see our [environmental risk heat map](#) for further information.

The most relevant social risks for banks arise from the way they interact with their customers. Social risks are particularly high in the area of data security and customer privacy, which are mitigated by sizeable technology investments and banks' long track record of handling sensitive client data. Fines and reputational damage because of product mis-selling or other types of misconduct are further social risks. Societal trends are also relevant in a number of areas, such as shifting customer preferences towards digital banking services increasing information technology cost, ageing population concerns in several countries affecting the demand for financial services or socially driven policy agendas that may translate into regulation that affects banks' revenue base. Please refer to our [social risk heat map](#) for further information.

Governance is highly relevant for Siauliu Bankas, as it is to all entities in the banking industry. Corporate governance weaknesses can lead to a deterioration in a bank's credit quality, while governance strengths can benefit its credit profile. Governance risks are largely internal rather than externally driven, and for Siauliu Bankas, we do not have material governance concerns. Nonetheless, corporate governance remains a key credit consideration and requires ongoing monitoring.

## Support and structural considerations

### Loss Given Failure (LGF) analysis

We apply our Advanced LGF analysis to Siauliu Bankas because the bank is subject to the European Union Bank Resolution and Recovery Directive, which we consider an operational resolution regime. For this analysis, we assume that equity and losses are at 3% and 8%, respectively, of tangible banking assets in a failure scenario. We also assume a 25% run-off of junior wholesale deposits, a 5% run-off in preferred deposits and a 26% proportion of junior deposits. These are in line with our standard assumptions.

Siauliu Bankas' deposits are likely to face very low loss given failure because of the loss absorption provided by the large volume of junior deposits. Siauliu Bankas' deposits are rated two notches above the ba1 Adjusted BCA because of a significant buffer of liabilities eligible for bail-in.

### Government support considerations

We assign a low probability of government support for deposits, which does not translate into any uplift. Likewise, the CR Assessment does not benefit from government support.

### Counterparty Risk Ratings (CRRs)

#### Siauliu Bankas' CRRs are positioned at Baa1/P-2

Siauliu Bankas' CRRs are Baa1/P-2, incorporating three notches of uplift from the LGF analysis. There is a considerable volume of loss-absorbing liabilities junior to the CRR obligations. In this case, we assume a nominal volume at failure, because we are not able to accurately assess the volume of CRR liabilities at failure or the inherently more volatile nature of such liabilities as the bank approaches failure. The ratings incorporate three notches of uplift for the CRRs from the bank's Adjusted BCA of ba1.

### Counterparty Risk (CR) Assessment

#### Siauliu Bankas' CR Assessment is positioned at Baa1(cr)/P-2(cr)

The CR Assessment, before government support, is three notches above the Adjusted BCA of ba1. The main difference with our Advanced LGF approach used to determine instrument ratings is that the CR Assessment captures the probability of default on certain senior obligations, rather than the expected loss; therefore, we focus purely on subordination and take no account of the volume of the instrument class.

## Methodology and scorecard

### About Moody's Bank Scorecard

Our scorecard is designed to capture, express and explain in summary form our Rating Committee's judgement. When read in conjunction with our research, a fulsome presentation of our judgement is expressed. As a result, the output of our scorecard may materially differ from that suggested by raw data alone (though it has been calibrated to avoid the frequent need for strong divergence). The scorecard output and the individual scores are discussed in rating committees and may be adjusted up or down to reflect conditions specific to each rated entity.

## Rating methodology and scorecard factors

Exhibit 7

Siaulių Bankas, AB

<b>Macro Factors</b>											
<b>Weighted Macro Profile</b>		<b>Strong - 100%</b>									
<b>Factor</b>	<b>Historic Ratio</b>	<b>Initial Score</b>	<b>Expected Trend</b>	<b>Assigned Score</b>	<b>Key driver #1</b>	<b>Key driver #2</b>					
Solvency											
Asset Risk											
Problem Loans / Gross Loans	4.8%	baa3	↑	b2	Loan growth	Sector concentration					
Capital											
Tangible Common Equity / Risk Weighted Assets (Basel III - transitional phase-in)	17.5%	a1	↔	a1	Nominal leverage						
Profitability											
Net Income / Tangible Assets	1.2%	baa2	↔	baa3	Earnings quality						
Combined Solvency Score		baa1		baa3							
Liquidity											
Funding Structure											
Market Funds / Tangible Banking Assets	17.6%	baa2	↑	baa2	Deposit quality	Market funding quality					
Liquid Resources											
Liquid Banking Assets / Tangible Banking Assets	40.6%	a2	↓	baa1	Expected trend	Quality of liquid assets					
Combined Liquidity Score		baa1		baa2							
Financial Profile				baa3							
Qualitative Adjustments				Adjustment							
Business Diversification				0							
Opacity and Complexity				0							
Corporate Behavior				0							
Total Qualitative Adjustments				0							
Sovereign or Affiliate constraint				A2							
BCA Scorecard-indicated Outcome - Range				baa2 - ba1							
Assigned BCA				ba1							
Affiliate Support notching				0							
Adjusted BCA				ba1							
<b>Balance Sheet</b>											
		<b>in-scope (EUR Million)</b>		<b>% in-scope</b>		<b>at-failure (EUR Million)</b>	<b>% at-failure</b>				
Other liabilities		1,092		27.7%		1,361	34.5%				
Deposits		2,636		66.9%		2,368	60.1%				
Preferred deposits		1,951		49.5%		1,853	47.0%				
Junior deposits		685		17.4%		514	13.0%				
Senior unsecured bank debt		75		1.9%		75	1.9%				
Dated subordinated bank debt		20		0.5%		20	0.5%				
Equity		118		3.0%		118	3.0%				
Total Tangible Banking Assets		3,941		100.0%		3,941	100.0%				
<b>Debt Class</b>											
		<b>De Jure waterfall</b>		<b>De Facto waterfall</b>		<b>Notching</b>		<b>LGF</b>	<b>Assigned</b>	<b>Additional</b>	<b>Preliminary</b>
		<b>Instrument</b>	<b>Sub-</b>	<b>Instrument</b>	<b>Sub-</b>	<b>De Jure</b>	<b>De Facto</b>	<b>Notching</b>	<b>LGF</b>	<b>Notching</b>	<b>Rating</b>
		<b>subordination</b>	<b>ordination</b>	<b>subordination</b>	<b>ordination</b>			<b>Guidance</b>	<b>notching</b>		<b>Assessment</b>
								<b>vs.</b>			
								<b>Adjusted</b>			
								<b>BCA</b>			
Counterparty Risk Rating	18.5%	18.5%	18.5%	18.5%	3	3		3	3	0	baa1
Counterparty Risk Assessment	18.5%	18.5%	18.5%	18.5%	3	3		3	3	0	baa1 (cr)
Deposits	18.5%	3.5%	18.5%	5.4%	2	2		2	2	0	baa2
<b>Instrument Class</b>											
		<b>Loss Given</b>	<b>Additional</b>	<b>Preliminary Rating</b>	<b>Government</b>		<b>Local Currency</b>	<b>Foreign</b>			
		<b>Failure notching</b>	<b>notching</b>	<b>Assessment</b>	<b>Support notching</b>		<b>Rating</b>	<b>Currency</b>			
								<b>Rating</b>			



Counterparty Risk Rating	3	0	baa1	0	Baa1	Baa1
Counterparty Risk Assessment	3	0	baa1 (cr)	0	Baa1(cr)	
Deposits	2	0	baa2	0	Baa2	Baa2

[1] Where dashes are shown for a particular factor (or sub-factor), the score is based on non-public information.

Source: Moody's Investors Service

## Ratings

Exhibit 8

Category	Moody's Rating
<b>SIAULIU BANKAS, AB</b>	
Outlook	Positive
Counterparty Risk Rating	Baa1/P-2
Bank Deposits	Baa2/P-2
Baseline Credit Assessment	ba1
Adjusted Baseline Credit Assessment	ba1
Counterparty Risk Assessment	Baa1(cr)/P-2(cr)

Source: Moody's Investors Service

## Endnotes

- 1 Please see [Lithuania raises Siauliu Bankas' capital requirements, a credit positive](#), 3 December 2018.
- 2 The ratings shown in this report are the long-term senior unsecured and long-term deposit ratings, and the Baseline Credit Assessment.

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