SpareBank 1 SR-Bank ASA

# 1st quarter 2012

3rd May 2012

### Disclaimer

This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although SpareBank 1 SR-Bank believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.

Important factors that may cause such a difference for SpareBank 1 SR-Bank include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange rate levels.

This presentation does not imply that SpareBank 1 SR-Bank has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

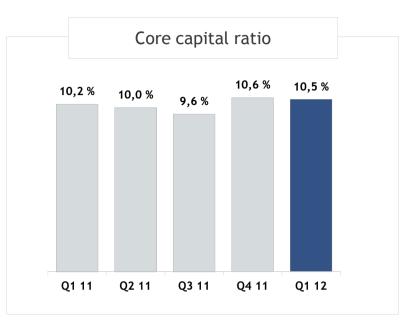
# Highlights

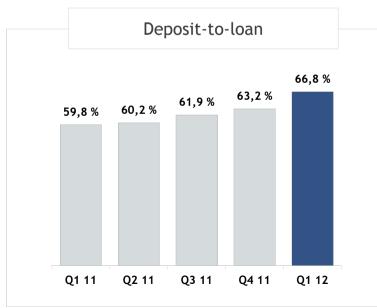
- Profit before tax for the first quarter was NOK 393 million (NOK 336 million)
  - Return on equity after tax was 12.9% (11.2%)
- Strengthened earnings from deposit and lending activities
  - Net interest income, commissions and profit contributions from the mortgage companies increased by 4% from the previous quarter
- Lending growth of 10.3% and growth in deposits of 7.1% over the past 12 months
- Increased return on financial investments
- Low impairment losses on loans
- Core (Tier 1) capital ratio of 10.5%
  - Our equity will be strengthened by a maximum of NOK 1,630 million in the second quarter by means of a rights issue of a maximum of NOK 1,500 million and a private offering of a maximum of NOK 130 million to the group's employees



# Key figures









### Outlook

- High oil prices, large new oil discoveries, low unemployment and an increasing housing construction rate in the bank's core area.
- Good credit quality and low level of defaults; continued low level of losses and write-downs expected.
- Opportunity for new business with solid customers, in markets with satisfactory margins.
- International uncertainty and possible negative consequences for the Norwegian economy as well regulatory amendments and increased capitalisation in the European banking industry.
- Good liquidity and coverage of most of our refunding needs for the year already in the first quarter gives us a good foundation for pro-actively meeting our customers' financing needs.
- We will maintain our strong financial standing and leading position in the strongest growth region in Norway our equity will be strengthened by a rights issue of a maximum of NOK 1,500 million and a private offering of a maximum of NOK 130 million to the group's employees in the second quarter.

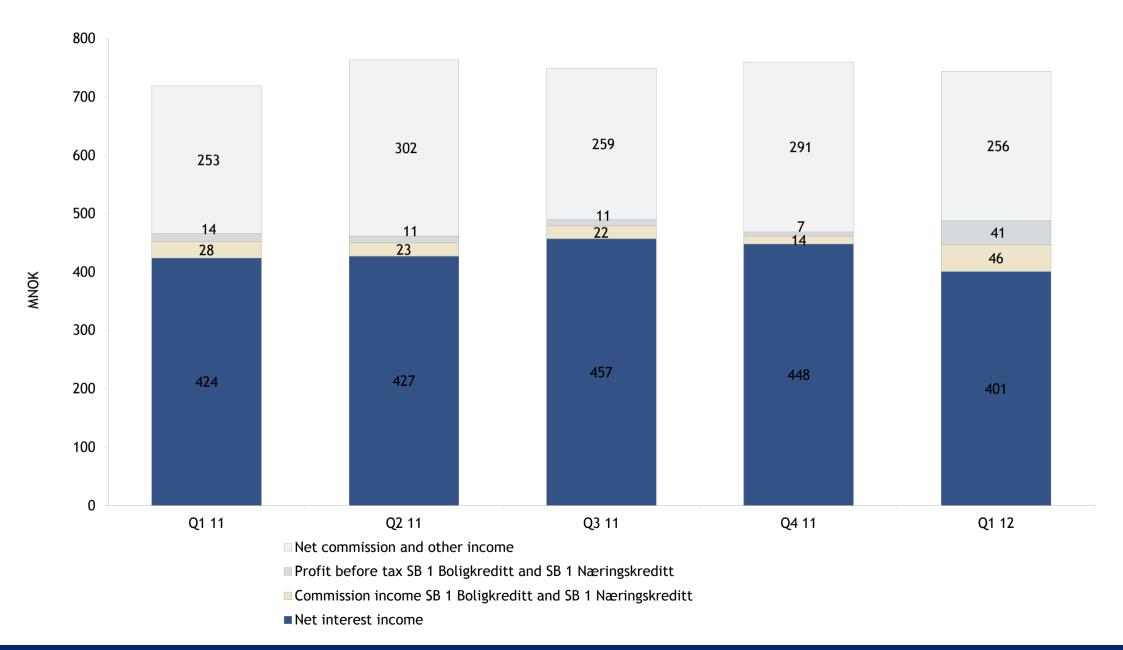
### Income statement

Group Income Statement (MNOK)	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Net interest income	401	448	457	427	424
Net commission and other income	302	305	281	325	281
Net return on investment securities	202	111	7	73	128
Total income	905	864	745	825	833
Total operating expenses	478	329	462	396	446
Operating profit before losses	427	535	283	429	387
Impairment losses on loans and guarantees	34	45	30	13	51
Operating profit before tax	393	490	253	416	336
Tax expense	77	153	79	111	71
Net profit	316	337	174	305	265

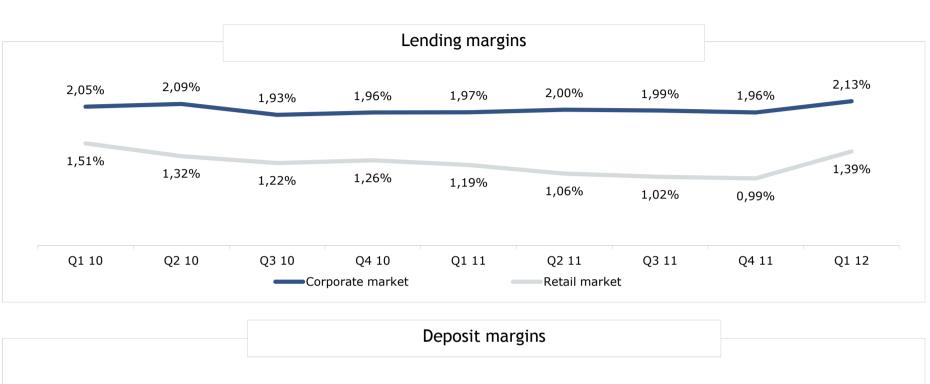
# Key figures

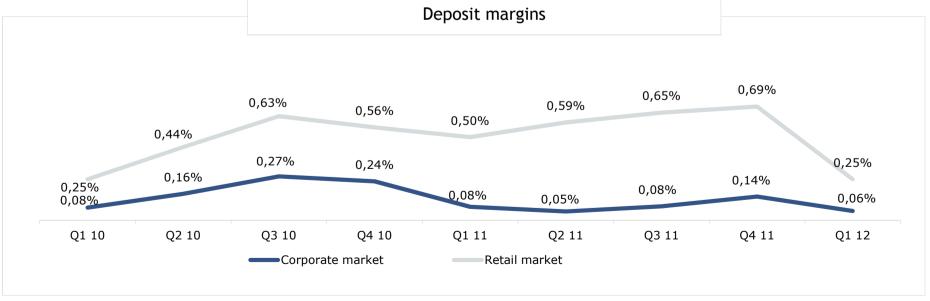
	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Return on equity after tax (%)	12,9	13,9	7,2	12,6	11,2
Net interest margin (%)	1,21	1,34	1,35	1,28	1,28
Impairment losses on loans and guarantees in % of gross loans	0,13	0,18	0,11	0,05	0,19
- incl. SB1 Boligkreditt and SB1 Næringskreditt	0,09	0,12	0,08	0,04	0,15
Non-performing and other problem commitments in % of gross loans	1,33	1,10	1,25	1,22	1,41
- incl. SB1 Boligkreditt and SB1 Næringskreditt	0,89	0,76	0,90	0,94	1,09
Cost ratio	52,8	38,1	62,0	48,0	53,5
Annual growth in loans to customers, gross incl. SB 1 Boligkreditt and SB 1 Næringskreditt	10,3	11,2	15,6	14,5	12,5
Annual growth in deposits from customers (%)	7,1	5,4	15,5	15,8	17,5
Total assets (BNOK)	135	131	133	135	133
Portfolio of loans in SB 1 Boligkreditt and SB 1 Næringskreditt (BNOK)	49	45	40	32	31
Earnings per share (NOK)	1,58	1,73	0,86	1,51	1,32
Book value per share (NOK)	49,1	48,8	47,7	48,5	47,2
Number of shares issued (million)	199	127	127	127	127

# The group's income profile



# Lending and deposit margins

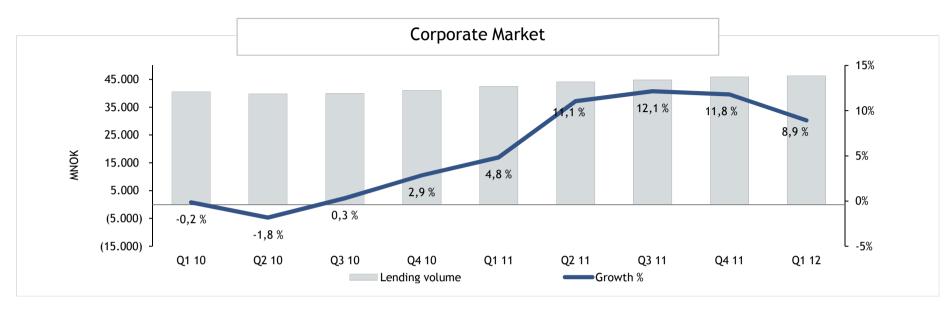


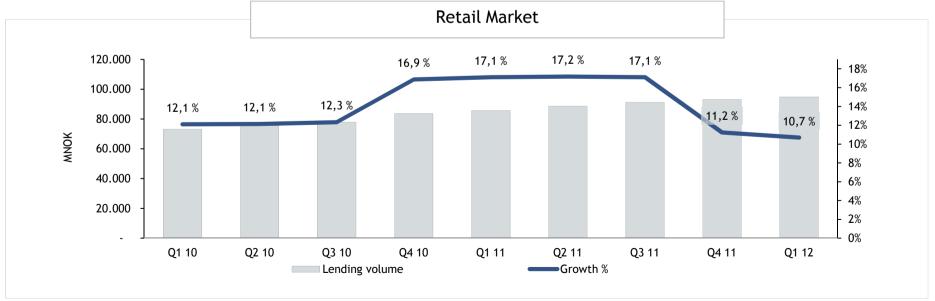


Definition: Average customer interest rate less 3-month moving average for 3-month NIBOR. Lending margins include loan portfolio in SB1 Boligkreditt and SB1 Næringskreditt



# Lending volum and 12 month growth

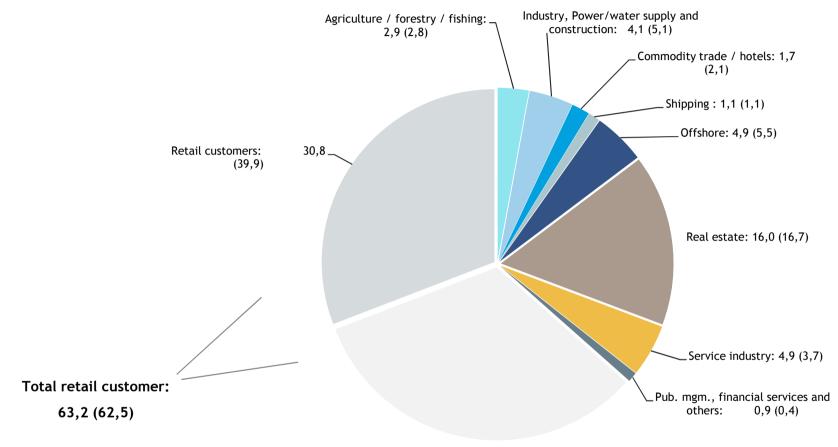




<sup>\*</sup> Incl loan portfolio in SB1 Boligkreditt and SB1 Næringskreditt



# Loan portfolio as at 31. March 2012



All figures in %. Figures as at 31th March 2011 in brackets.

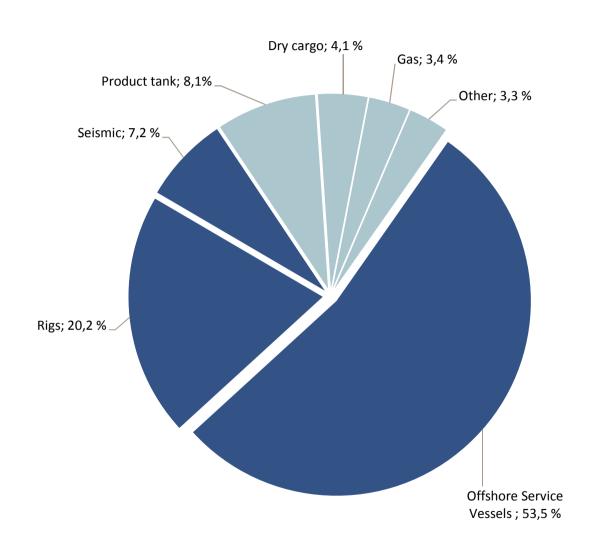
Lending before individual writedowns, nominal amounts, and excluding unallocated accrued interest.

Sector allocation in accordance with the standard categories from Statistics Norway.

SpareBank 1 Boligkreditt: 32,4 (22,6)

# Low exposure to the shipping segment

- Lending to conventional shipping is low and represents 1.1% of total lending
- Lending to the offshore sector represents 4.9% of total lending
- Lending, undrawn credit limits and guarantees to these sectors total NOK 10.5 billion.
  - 19% of the exposure is to conventional shipping
  - 81% of the exposure is to the offshore sector



Sector allocation in accordance with the standard categories from Statistics Norway.

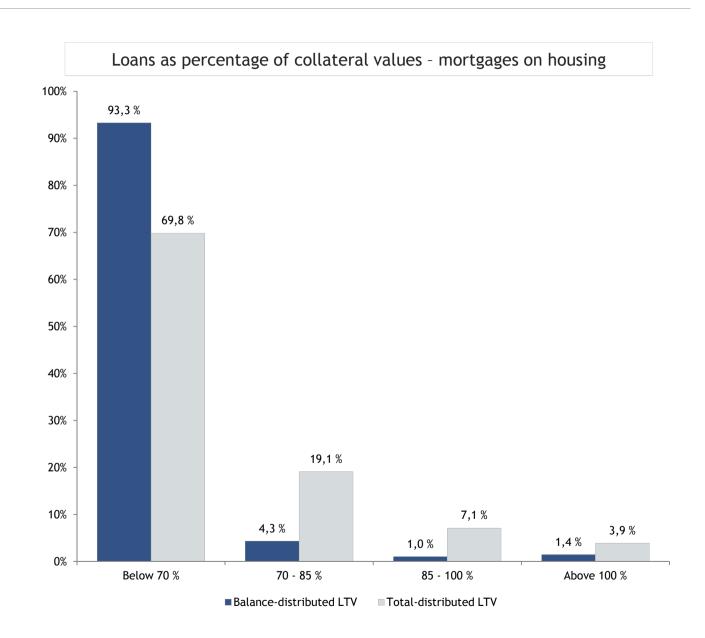


# Loan to collateral value ratio mortgage loans

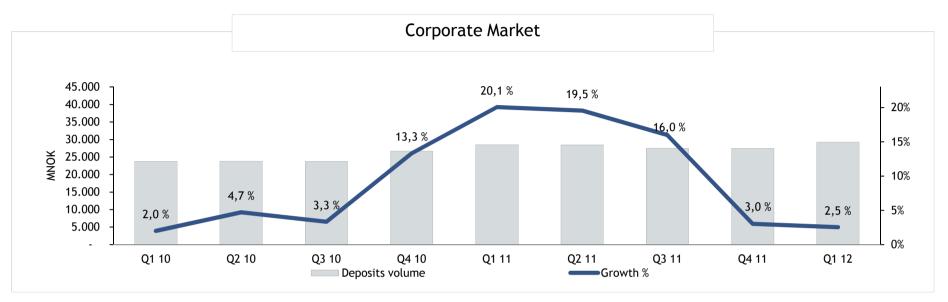
- 2,4% of the exposure exceed 85% of the collateral value.
- In the case of new customers, the market value of the mortgage object is updated for the first time 3 years after being granted. After 3 years the market value is updated on a monthly basis.

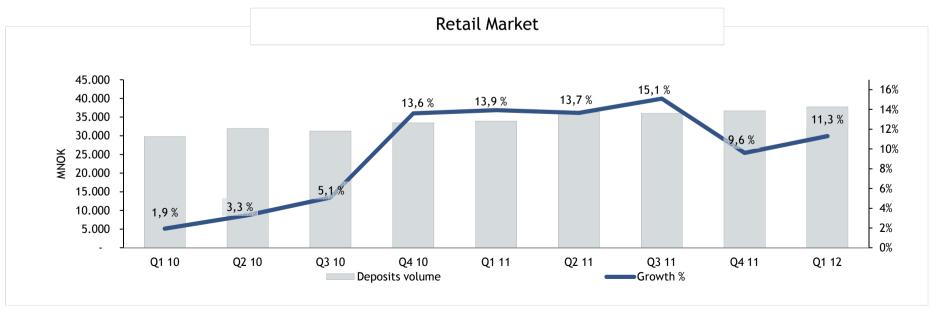
The LTV is calculated based on the market value of the collateral. In a balance-distributed LTV, for loans that exceed 60% of the collateral's market value, the excess amount is distributed among the other intervals. In a total-distributed LTV, the entire loan is allocated to one and the same interval.

The figures includes portfolios sold to SpareBank 1 Boligkreditt AS.



# Deposits volume and 12 month growth





# Net commission and other income

MNOK	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Payment facilities	57	52	53	51	48
Savings/placements	35	34	29	37	36
Insurance products	34	53	34	34	33
Commission income real estate (EM1)	99	106	102	122	96
Guarantee commission	22	19	24	17	19
Arrangement- and customer fees	7	25	11	28	14
Other	1	2	7	13	6
Net commission and other income excl. SB1 Boligkreditt and SB1 Næringskreditt	256	291	260	301	253
Commission income SB1 Boligkreditt and SB1 Næringskreditt	46	14	22	23	28
Net commission and other income incl. SB1 Boligkreditt and SB1 Næringskreditt	302	305	282	324	281

# Net return on investment securities

MNOK	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Dividend	3	1	1	13	6
Investment income, associates	100	67	33	58	51
Securities gains/losses	68	6	-34	-36	17
- of which capital change in shares and certificates	15	8	-38	-33	28
- of which capital change in certificates and bonds	54	-3	4	-3	-11
Currency/interest gains/losses	31	38	7	38	54
- of which currency customer- and own-account trading	36	33	40	31	30
- of which IFRS-effects	-6	5	-33	7	24
Net return on investment securities	202	111	7	73	128

# Subsidiaries

MNOK	31.03.12	31.03.11
EiendomsMegler 1 SR-Eiendom AS		
Number of sales	1.710	1.795
Operating profit before tax	13,8	12,3
SpareBank 1 SR-Finans AS		
Total assets (BNOK)	5,6	5,0
Operating profit before tax	25,8	-17,9
SR-Forvaltning AS		
Portfolio (BNOK)	6,3	6,4
Operating profit before tax	5,1	5,9
Other		
Operating profit before tax	2,6	14,7

# Ownership interests

······································		
MNOK	31.03.12	31.03.11
SpareBank 1 Gruppen AS (19,5 % interest ownership)		
Profit after tax	38,8	27,9
Adjusted profit contribution from 2011	9,3	-
SpareBank 1 Boligkreditt AS (34,4% interest ownership)		
Profit after tax	27,7	8,3
SpareBank 1 Næringskreditt AS (30,7 % interest ownership)		
Profit after tax	2,2	0,9
Bank 1 Oslo Akershus AS (19,5 % interest ownership)		
Profit after tax	6,4	3,9
Adjusted profit contribution from 2011	4,4	-0,4
BN Bank ASA (23,5 % interest ownership)		
Profit after tax	8,7	2,9
Amortised	2,1	7,3
Other		
Profit after tax	-	0,3
Total ownership interests		
Profit after tax	99,6	51,1

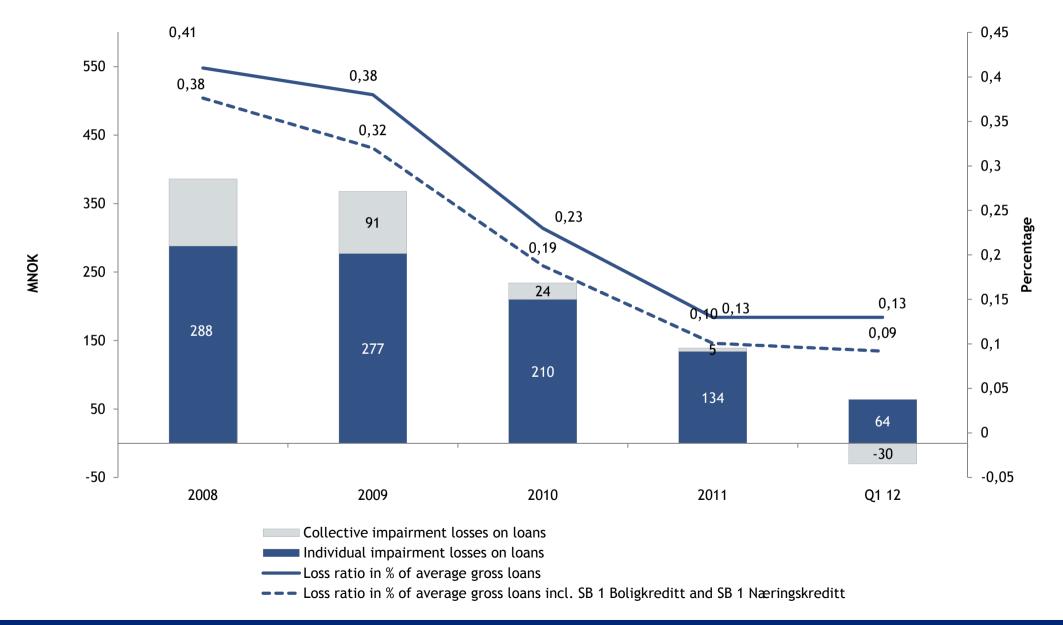
# Operating expenses

MNOK	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Personnel expenses	275	267	273	257	256
Non-recurring effect, pension-related items	-	-167	-	-57	-
Total personnel expenses	275	100	273	200	256
IT expenses	58	61	54	54	53
Marketing	21	27	17	23	22
Other administrative expenses	27	23	28	23	25
Total administrative expenses	106	112	99	100	100
Depreciation	19	23	19	19	19
Operating expenses from real estate	13	28	9	11	12
Other operating expenses	65	67	63	66	61
Total other operating expenses	97	118	91	95	91
Total operating expenses	478	329	462	396	446

# Impairment losses on loans and guarantees

Losses on loans in income statement (MNOK)	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Corporate customers	65	-11	14	10	75
Retail customers	-1	35	3	3	5
Change in collective impairment losses on loans	-30	21	13	-	-29
Net impairment losses on loans	34	45	30	13	51
Impairment losses on loans (MNOK)	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
Individual impairment losses on loans	472	420	415	422	470
Collective impairment losses on loans	332	362	341	328	328
Total impairment losses on loans	804	782	756	750	798

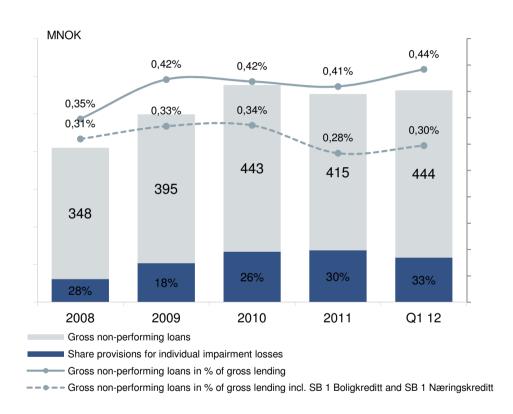
# Impairment losses on loans

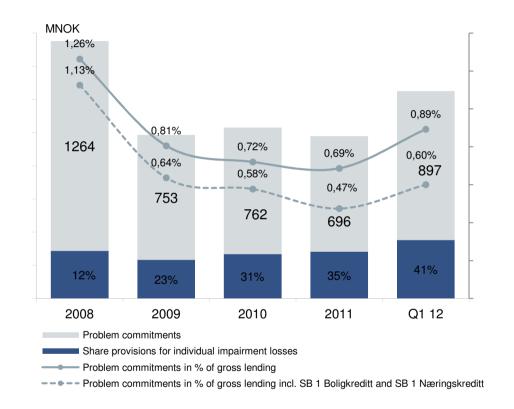


### Non-performing and problem commitments

#### Non-performing commitments

### Performing problem commitments

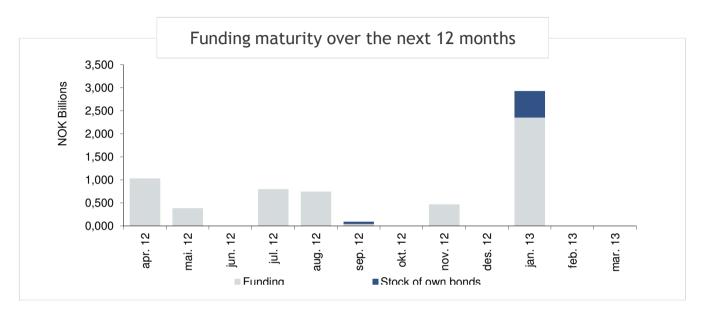


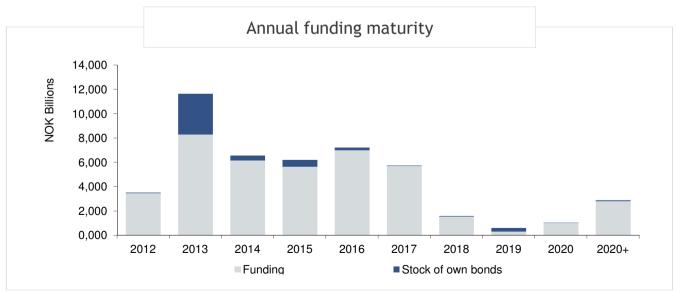


**Gross non-performing commitments** – non-performing loans before deduction of individual write-downs. Non-performing loans in default over 90 days **Problem commitments** – commitments that have been written down, but are not in default, where there is objective proof of an impairment in value as a result of loss incidents registered for the debtor that are assessed to reduce the loan's future cash flow.

# Funding and liquidity management

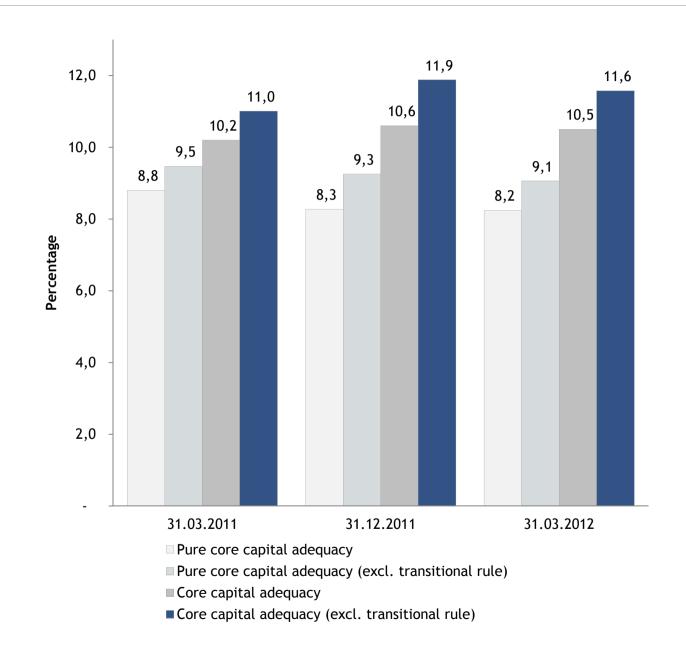
- Good liquidity and access to the market
- Issued about NOK 9,5 billion and bought back around NOK 3,8 billion during Q1 2012
- Net refinancing over the next 12 months is NOK 5,8 billion of the total outstanding funding of NOK 42 billion.
- Liquidity buffer of NOK 19,7 billion as at 31 march 2012





# Solvency

- At the end of the Q1 2012 the core (Tier 1) capital ratio was 10.5%.
- Due to the transitional rules the minimum capital adequacy requirements up until 2015 may be reduced to no less than 80% in accordance with the Basel I rules.
- SpareBank 1 SR-Bank's aim is to have a core (Tier 1) capital ratio of at least 10% and a pure core capital adequacy ratio of at least 9% in 2012.
- Pensions are accounted for in accordance with IAS 19, which entails increased volatility in the book equity and capital adequacy.
- The pro forma pure core capital including the new issue was around 9.6% as at 31 March 2012.



### Share issue

- Fully guaranteed rights issue of up to NOK 1,500 million.
- Sparebankstiftelsen SR-Bank, Gjensidige ASA and companies in the SpareBank 1 Alliance are the principal guarantors. The principal guarantee has been syndicated in part to other large shareholders in the bank.
- The employee issue of up to NOK 130 million is not guaranteed. The previous employee issue in 2009 raised around NOK 30 million.
- The final subscription terms will be stipulated on 9 May. The subscription price will be adapted to the market conditions.
- Direct effect on the core capital from the middle of June.
- SR-Markets, Arctic Securities, Pareto Securities and SpareBank 1 Markets will facilitate it. SR-Markets coordinator and issue manager
- Extensive marketing to bank's 12,000 shareholders to ensure everyone takes advantage of the value of the subscription rights.

# Indicative timetable

3 May	Presentation of result for Q1 2012
9 May	Board proposes final subscription terms for issue
9 May	Extraordinary general meeting in Sparebank 1 SR-Bank ASA adopts issue and subscription terms
10 May	Existing shares sold excl. rights issue
18 May - 1 Jur	ne Roadshow and subscription period, sales period of rights issue
7 June	Allocation of shares in rights issue and employee issue
12 June	Payment of subscription and allocated shares
Approx. 19 June	Registration of new share capital and issuing of new shares
Approx. 19 June	First trading day for new shares on Oslo Børs

# APPENDIX

# SRBANK per 31.03.2012

• Ownership interests as at 31 March 2012:

 $-From\ Rogaland,\ Agder-counties\ and\ Hordaland:\ 62,9\ \%$ 

-From abroad: 5,5 % -10 largest: 54,7 % -20 largest: 59,1 %

• Number of owners as at 31 March 2012: 12 198

• Group employees owned 2,2 % of the shares as at 31 March 2012

• Trading volume in Q1 2012: 9,0 % of the total number of shares.

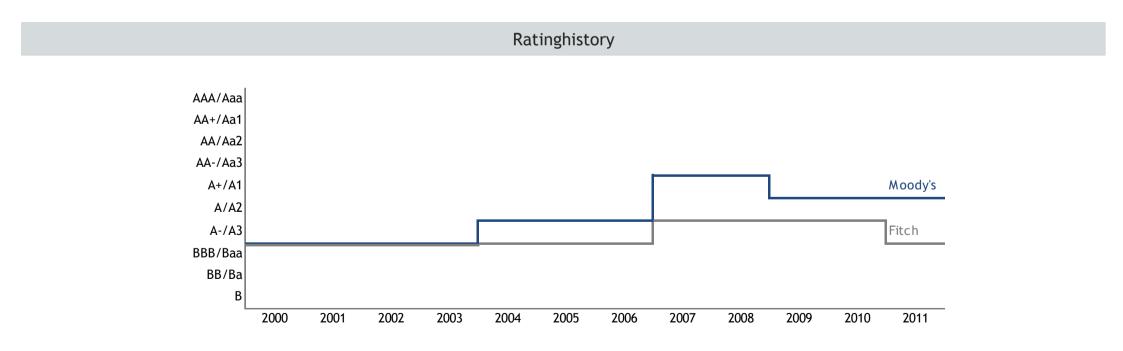
	31.03.2012	2011	2010	2009	2008
Market price	41,00	40,70	57,00	50,00	27,08
Stock value (MNOK)	8.179	5.182	7.257	6.047	2.434
Book value per share, NOK (group)	49,10	48,75	47,45	42,07	37,23
Book value per share, NOK (parentbank)	42,60	42,81	41,80	36,85	32,06
Earnings per share	1,58	5,42	6,84	6,88	3,00
Dividend per share	n.a.	1,50	2,75	1,75	0,83
P/E	6,49	7,51	8,33	7,27	9,03
P/BV (group)	0,84	0,83	1,20	1,19	0,73
P/BV (parentbank)	0,96	0,95	1,36	1,36	0,84

# 20 largest shareholders as at 27 April 2012

#	Investor	Number	Stake
1	Sparebankstiftelsen SR-Bank	61.676.308	30,9%
2	Gjensidige Forsikring ASA	20.713.065	10,4%
3	SpareBank 1-stiftinga Kvinnherad	6.069.934	3,0%
4	Folketrygdfondet	4.554.921	2,3%
5	Odin Norge	4.263.384	2,1%
6	Frank Mohn AS	4.202.587	2,1%
7	Odin Norden	3.221.664	1,6%
8	Clipper AS	1.685.357	0,8%
9	JPMorgan Chase Bank, U.K.	1.598.223	0,8%
10	Maaseide Promotion AS	1.100.000	0,6%
11	FLPS - princ. all sec stock sub, U.S.A.	1.061.327	0,5%
12	Olav Stangeland	1.039.034	0,5%
13	Westco AS	1.030.091	0,5%
14	SHB Stockholm Clients Account, Sverige	1.009.500	0,5%
15	Køhlergruppen AS	1.000.000	0,5%
16	Varma Mutual Pension Insurance Company, Finland	976.091	0,5%
17	Forsand kommune	769.230	0,4%
18	Fondsfinans Spar	725.000	0,4%
19	Tveteraas Finans AS	722.000	0,4%
20	Vpf Nordea Norge Verdi	709.764	0,4%
	Top 5		48,76 %
	Top 10		54,68 %
	Top 20		59,21 %

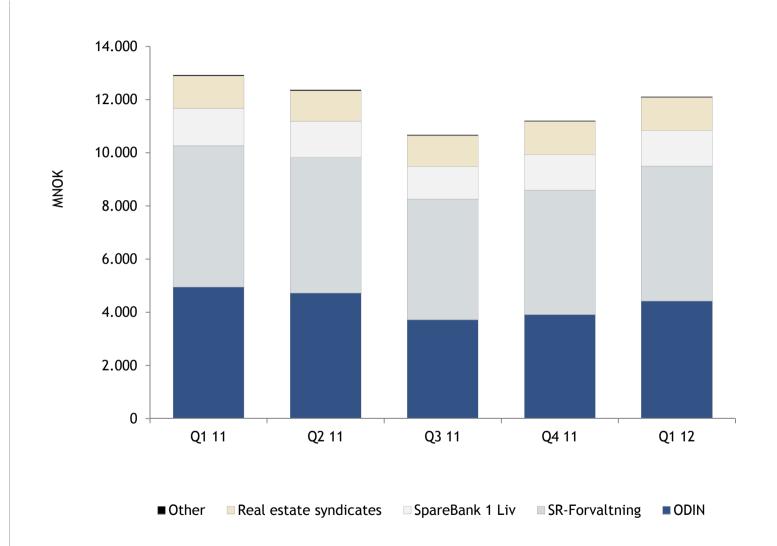
# Rating

	Moody's		Fitch
Long-term debt	A1	Long-term IDR	Α-
Outlook	On review	Outlook	Stable Outlook
Updated	9 <sup>th</sup> march 2012	Updated	24 <sup>th</sup> february 2012



# Savings/placements - portfolio development

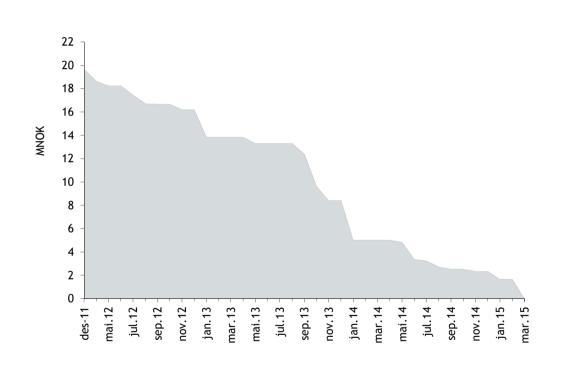
- Assets under management of NOK
   12,1 billion as at 31 march 2012
  - Increased from NOK 11,2 billion as at 31 december 2011
  - 56 096 active savings contracts NOK 44,6 million in monthly savings
- Most of the assets are managed by SR-Forvaltning and ODIN Forvaltning.



# Liquidity buffer and bond portfolio

#### Liquidity buffer - survival period

#### Bond portfolio



Bond investments	Market value MNOK	Share	Of which, securities classified to amortised cost MNOK
Norwegian state/municipal	6.454	43 %	76
Foreign covered bonds	1.435	10 %	0
Norwegian covered bonds	5.172	35 %	0
Norwegian bank/finance	1.026	7 %	75
Foreign bank/finance	459	3 %	387
Industry	371	2 %	0
Total	14.917	100 %	538

Liquidity buffer: cash, short-term investments, drawing rights in Norges Bank (bonds, including covered bonds) and home mortgage loans that are currently ready to be transferred to Boligkreditt.

Providing deposits and lending remain unchanged, with no new borrowing during the period.

### Securities investments

- The treasury portfolio has a very low risk
- The bank has no exposure to the sovereign debt of peripheral EU countries

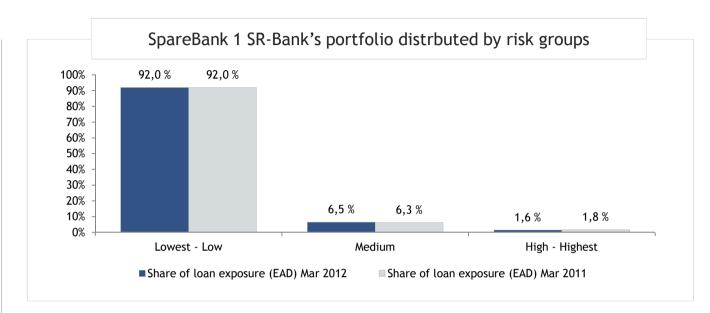
R	Risk profile in bond p	oortfolio	
Total portfolio		Market value	Percentage
Risk categories	Rating	NOK million	Total
Swap facility	AAA	7.844	34 %
Very low risk	AAA, AA+, AA and AA-	13.129	58 %
Low risk	A+, A and A-	926	4 %
Moderat risk	BBB+, BBB and BBB-	329	1 %
High risk	BB+, BB and BB-	359	2 %
Very high risk	B+ and lower	175	1 %
Total		22.761	100 %
Treasury			
Risk categories	Rating	Market value NOK million	Percentage Treasury
Swap facility	AAA	7.844	35 %
Very low risk	AAA, AA+, AA and AA-	13.129	<b>59</b> %
Low risk	A+, A and A-	918	4 %
Moderat risk	BBB+, BBB and BBB-	326	1 %
High risk	BB+, BB and BB-	31	0 %
Very high risk	B+ and lower	0	0 %
Total		22.248	100 %
Trading/Sales			
Risk categories	Rating	Market value NOK million	Percentage Trading
Very low risk	AAA, AA+, AA and AA-	0	0 %
Low risk	A+, A and A-	8	2 %
Moderat risk	BBB+, BBB and BBB-	3	1 %
High risk	BB+, BB and BB-	327	64 %
Very high risk	B+ and lower	175	34 %
Total		513	100 %

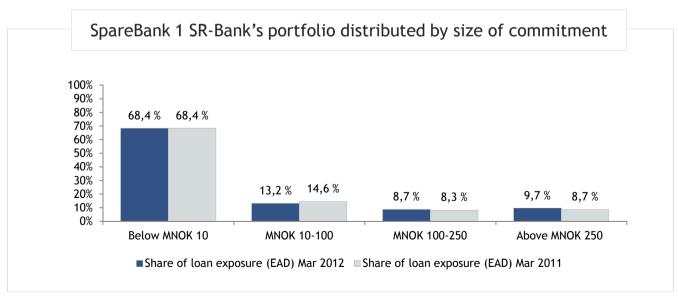
### Stock and Equity certificate

	Market value MNOK
Sandnes Sparebank	44
Investor AB	13
SpareBank 1 Nord-Norge	13
Statoil ASA	13
SpareBank 1 SMN	10
Kongsberg Gruppen ASA	9
Telenor ASA	9
Transocean ASA	8
Norsk Hydro ASA	8
Austevoll Seafood ASA	8
Other	51
Total	185

# Risk profile of SparBank 1 SR-Bank

- 92% of the bank's loan exposure satisfies the criteria for low and lowest risk. Expected losses in this portion of the portfolio are very limited and account for 0.04%.
- Exposure to high or highest risk accounts for 1,6% of the bank's loan exposure. Expected losses\* in this portion of the portfolio are 4.1%.
- 68% of the bank's loan exposure is to commitments that account for less than NOK 10 million. This corresponds to 99% of all customers.
- 18,4% of the bank's loan exposure is to customers that have an exposure in excess of NOK 100 million. The credit quality in this portion of the portfolio is better than in the rest of the corporate market portfolio.







<sup>\*</sup> Expected loss through a business cycle

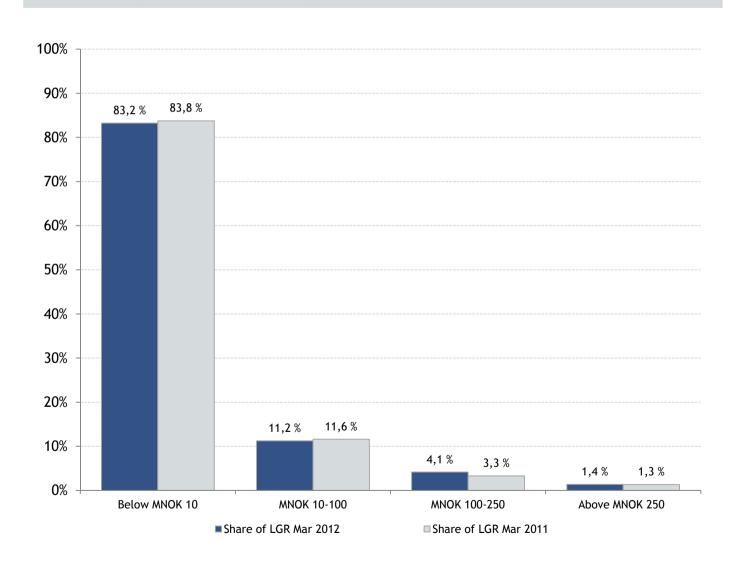
# Risk profile of SpareBank 1 SR-Bank

- At the end of the Q1 2012, SpareBank 1 SR-Bank had a total of 30 commitments with a loss potential exceeding NOK 100 million.
- These commitments represent around 5,5% of loan exposure.
- There is a clearly defined strategy behind this portfolio composition. The growth and risk profile are managed, for example, through special credit strategy limits for concentration risk.

LGR (Loss given realisation). Calculated potential loss of an individual commitment. Equals LGD without statistical correction for individual non-performing commitments that start to perform again before recovery. The calculation is based on the potential value of pledged collateral in an economic downturn.

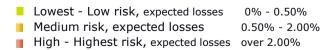
The figures includes portfolios sold to SpareBank 1 Boligkreditt AS and SpareBank 1 Næringskreditt AS.

#### SpareBank 1 SR-Bank's portfolio by loss given realisation (LGR)

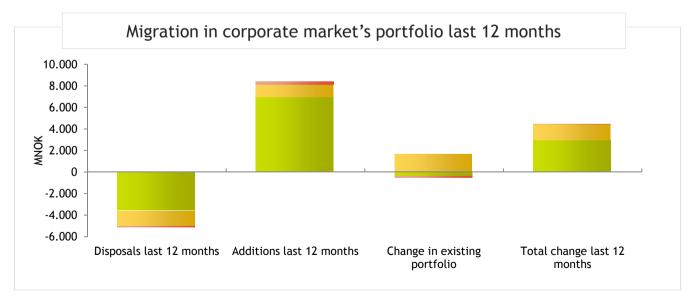


# Risk profile in the corporate market portfolio

- The quality of the corporate market portfolio is considered good and moderate improved during the last 12 months
- The portfolio's risk profile continues to show relatively stable trend in which about 80 % of the portfolio has expected loss less than 0,5 %
- Share of loans with expected losses over
   2 % is reduced and is at the end of the quarter 3.9%

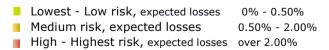


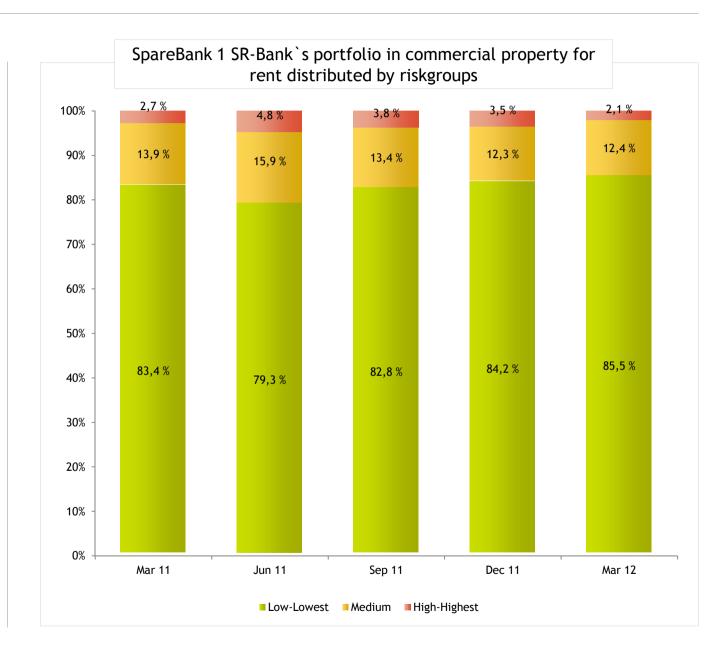




# Risk profile in the portfolio of commercial property for rent

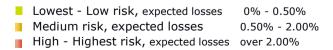
- The portfolio of commercial property for rent represents the Group's largest concentration in a single sector and accounts for around 10% of the total exposure (EAD) including retail market customers.
- The portfolio of commercial property for rent is dominated by low risk commitments.
   85% of the exposure is classified as low risk, while 2% is classified as high risk.
- The portfolio is marked by long-term leases with financially solid tenants. The vacancy rate is low. Interest rates for a significant portion of the portfolio have been hedged.

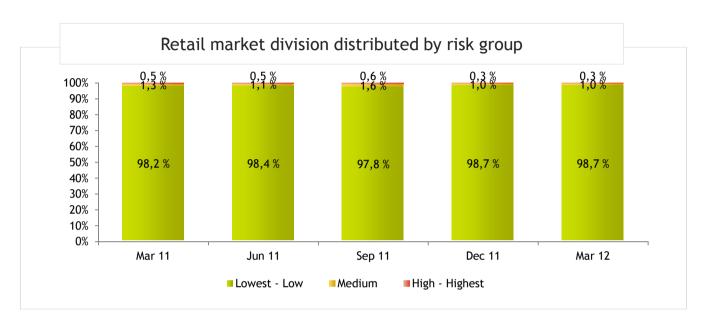


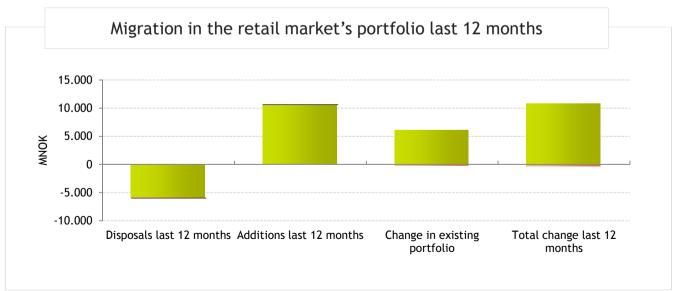


# Risk profile in the retail market portfolio

- The quality of the retail market portfolio is very good.
- The development is characterised by stability and the low risk profile has been maintained at 98,7% of the portfolio.
- Most of the portfolio is secured by mortgages on real estate, and the LTV is, for the most part, moderate. This implies that potential losses are limited as long as the values are not significantly impaired.









<sup>\*</sup> Incl loan portfolio in SB1 Boligkreditt and SB1 Næringskreditt

### SRBANK's activities

Divisions of SpareBank 1 SR-Bank ASA



**Capital Markets** 

Number of man-years: 40

**Retail Market** 

Number of man-years: 539

**Corporate Market** 

Number of man-years: 166

**Adminstration & Support** 

Number of man-years: 205

Fully owned companies

EiendomsMegler 1

Number of man-years : 209

Key areas:

· Leading real estate broker

SpareBank 1

Number of man-years: 13

Key area:

Asset management



Number of man-years: 33

Key area:

Lease finance

Partly owned companies

SpareBank 1 Gruppen AS (19.5%)

 Holding company for the SpareBank 1 -Alliance BN Bank ASA (23.5%)

Commercial bank located in Oslo and Trondheim

Bank 1 Oslo Akershus AS (19.5%)

 Commercial bank located in Oslo SpareBank 1 Boligkreditt AS (34.4%)

Covered bond company (mortages)

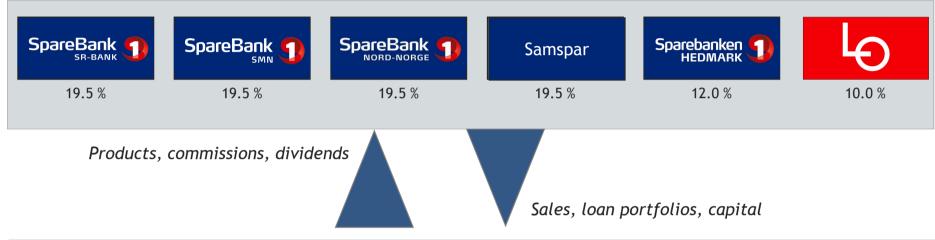
SpareBank 1 Næringskreditt AS (30.7%)

 Covered bond company (commercial real estate)

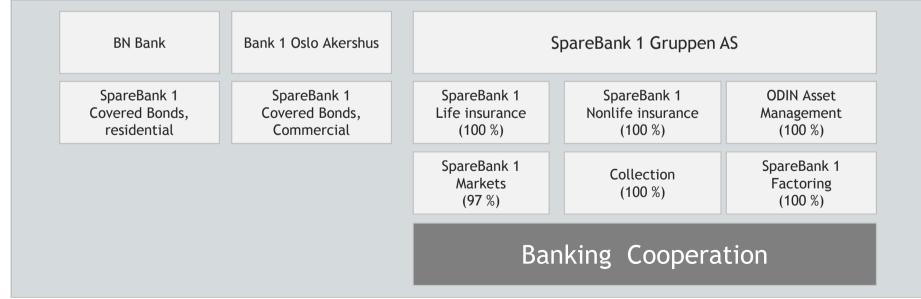
# SpareBank 1 Alliance

# Owners of the alliance

- All credit decisions are made at the local banks
- Economies of scale related to expenses, IT solutions, marketing and branding



SpareBank 1 Alliance companies



### Our vision: Recommended by customers

#### Primary objective

- SpareBank 1 SR-Bank ASA is committed to value creation in the bank's core market area
- Sustainable contribution to the value creation process in the region through;
  - Sustainable an profitable business model
  - Owner friendly and stable dividend policy

### Strategic goals

- Most attractive and preffered partner for financial services in South-Western Norway, based on;
  - Good customer experience
  - Strong team spirit and proffessionalism
  - · Local anchoring and local decisions
  - Solvency, profitability and trust by the market

#### Financial targets

- ROE 13-15 % in a normalized market
- Top 50 % ROE and cost/income in a Nordic benchmark
- Pure core capital ratio at minimum 9 %

#### Strategic focus

- Targeted customer growth and increased product mix
- Innovative and continuing focus on efficiency
- Expertise adapted to future customer needs
- Sustainable and diversified funding mix

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