# The best way to predict the future is to create it 0



## 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.

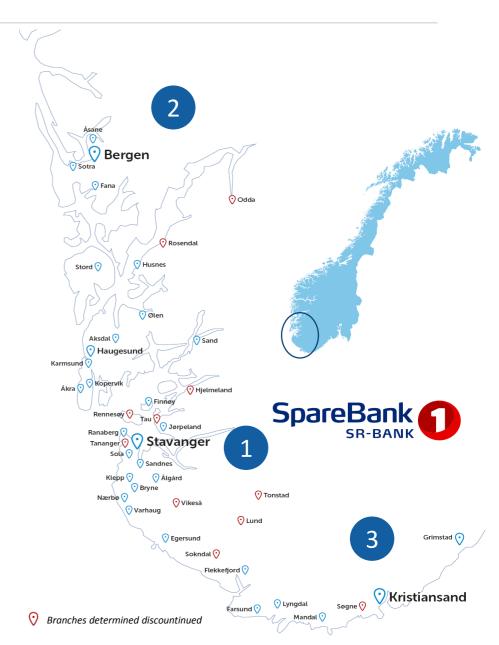
Important factors that may cause such a difference for SpareBank 1 SR-Bank include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange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



## The leading financial group in the southwest of Norway

Market share 36% Year of establishment 1839 Market strategy Market leade Unemployment rate 4.3%*  2 Hordaland  Population 516.000 Market share 6% Year of establishment 2006 Market strategy Entry/growth 3.3%*  3 Agder  Population 298.000 Market share 8% Year of establishment 2006 Market share 3.3%*			
Market share 36% Year of establishment 1839 Market strategy Market leade Unemployment rate 4.3%*  Population 516.000 Market share 6% Year of establishment 2006 Market strategy Entry/growth Unemployment rate 3.3%*  Agder  Population 298.000 Market share 8% Year of establishment 2002 Market strategy Entry/growth Unemployment rate 3.3%*	1	Rogaland	+
Year of establishment  Market strategy Unemployment rate  Hordaland  Population  Market share  Year of establishment Market strategy Unemployment rate  3.3%*  Agder  Population  Agder  Population  Agder  Population  Market strategy Unemployment rate  3.3%*  Growth  Market strategy  Market share  8%  Year of establishment 2002  Market share  8%  Year of establishment 2002  Market strategy  Growth	Population		470.000
Market strategy Unemployment rate  4.3%*  Hordaland  Population Market share  Year of establishment Market strategy Unemployment rate  3.3%*  Agder  Population  Agder  Population  Agder  Population  Agder  Population  Market share  8%  Year of establishment  2006  Agder  Population  Agder  Formulation  Agder  Population  Agder  Population  Agder  Formulation  Agde	Market share		36%
Unemployment rate  4.3%*  Hordaland  Population  Market share  Year of establishment  Market strategy Unemployment rate  3.3%*  Agder  Population  Market share  8%  Year of establishment  2002  Market share  8%  Year of establishment  2002  Market strategy  Growth			1839 Market leader
Population 516.000 Market share 6% Year of establishment 2006 Market strategy Entry/growth Unemployment rate 3.3%*  Agder  Population 298.000 Market share 8% Year of establishment 2002 Market strategy Growth			4.3%*
Market share 6% Year of establishment 2006 Market strategy Entry/growth Unemployment rate 3.3%*  Agder  Population 298.000 Market share 8% Year of establishment 2002 Market strategy Growth	2	Hordaland	***
Year of establishment  Market strategy Unemployment rate  3.3%*  Agder  Population  Market share  Year of establishment  Market strategy  Growth	Population		516.000
Market strategy Unemployment rate  3.3%*  Agder  Population  Market share  Year of establishment  Market strategy  Growth	Market share		6%
Unemployment rate  3.3%*  Agder  Population  Market share  Year of establishment  Market strategy  Growth	Year of establish	ment	2006
Population 298.000  Market share 8%  Year of establishment 2002  Market strategy Growth		rate	Entry/growth 3.3%*
Market share 8% Year of establishment 2002 Market strategy Growth	3	Agder	
Year of establishment 2002 Market strategy Growth	Population		298.000
Market strategy Growth	Market share		8%
	Year of establish	ment	2002
Unemployment rate 3.4%*	-,		Growth
	Unemployment	rate	3.4%*

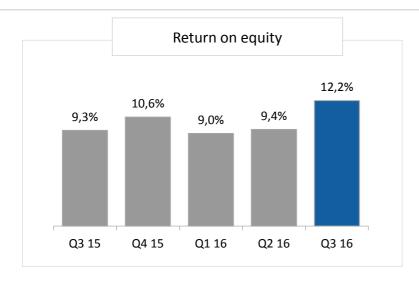


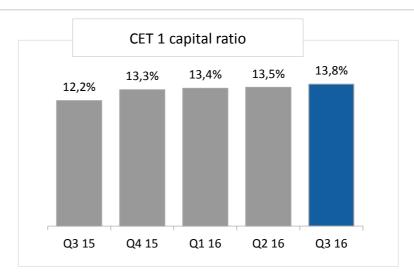
## A good result with efficient operations and increased financial income

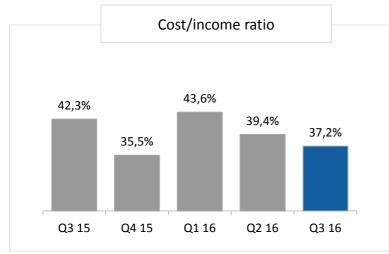
- Pre-tax profit for the quarter is NOK 660 million compared to NOK 489 million last year
  - Return on equity after tax 12.2%
- Pre-tax profit year-to-date is NOK 1.633 million compared to NOK 1.669 million last year
  - Return on equity after tax 10.2%
- Impairment losses on loans is NOK 616 million compared to 228 million last year
  - 0.45% of gross lending including covered bond companies as at 30 September 2016
  - Collective impairment loss year-to-date is NOK 138 million and NOK 189 million last 12 months
- 12 months lending growth of 0.1%
  - Risk-weighted assets (RWA) is decreased by 2.7% the last 12 months
- 12 months deposits growth of -2.0%
- Growth in costs of -0.2% over the last 12 months
  - Low costs growth influenced by the changed pension scheme and low bonus provisions, as well as the effect of other cost-reducing measures
  - Normalised costs growth is -4.1%
- Common equity tier 1 capital ratio increased to 13.8% from 12.2% last year

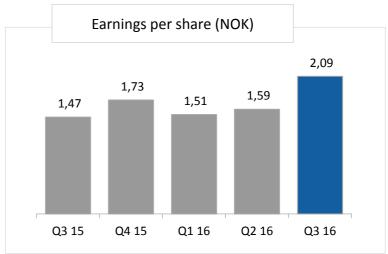


## Key figures – quarterly development









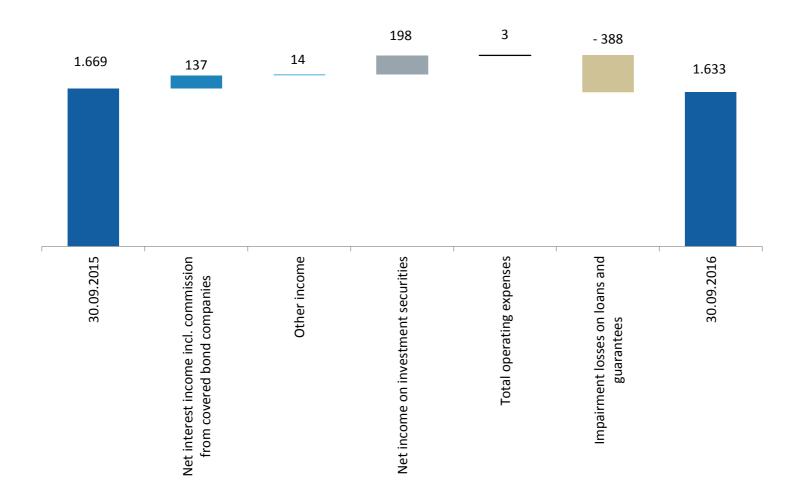


## Income statement

	30.09	30.09					
Group Income Statement (MNOK)	16	15	Q3 15	Q2 16	Q1 16	Q4 15	Q3 15
Net interest income	2.138	1.915	729	711	698	678	649
Net commission and other income	1.088	1.160	347	389	352	372	353
Net income on investment securities	515	317	231	205	79	-13	12
Total income	3.741	3.392	1.307	1.305	1.129	1.037	1.014
Total operating expenses	1.492	1.495	486	514	492	368	429
Operating profit before losses	2.249	1.897	821	791	637	669	585
Impairment losses on loans and guarantees	616	228	161	305	150	192	96
Operating profit before tax	1.633	1.669	660	486	487	477	489
Tax expense	307	365	126	80	101	35	112
Net profit	1.326	1.304	534	406	386	442	377



## Change in profit 30.09.2015 – 30.09.2016



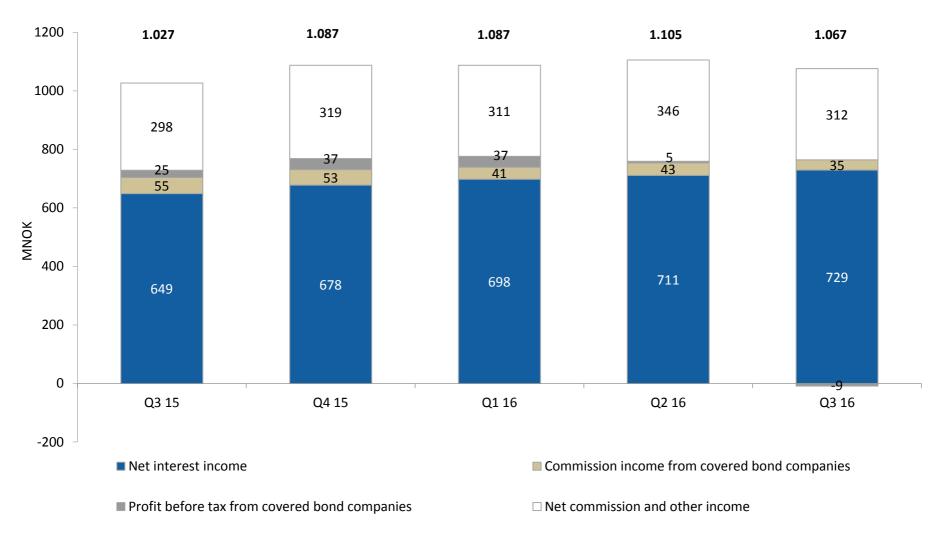


## Key figures

	30.09	30.09					
	16	15	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15
Return on equity after tax (%)	10,2	10,9	12,2	9,4	9,0	10,6	9,3
Net interest margin (%)	1,47	1,42	1,48	1,48	1,44	1,40	1,39
Impairment losses on loans and guarantees in % of gross loans incl. covered bond companies	0,45	0,17	0,35	0,66	0,33	0,42	0,21
Non-performing and other problem commitments in % of gross loans incl. covered bond companies	1,18	0,56	1,18	1,15	0,92	0,76	0,56
Cost to income ratio	39,9	44,1	37,2	39,4	43,6	35,5	42,3
Annual growth in loans to customers, gross incl. covered bond companies (%)	0,1	7,4	0,1	1,1	2,9	5,4	7,4
Annual growth in deposits from customers (%)	-2,0	9,5	-2,0	-1,3	1,2	9,8	9,5
Total assets (BNOK)	193,2	191,5	193,2	196,8	194,8	192,0	191,5
Portfolio of loans in covered bond companies (BNOK)	25,7	31,0	25,7	26,7	28,8	28,7	31,0
Risk weighted assets (BNOK)	119,1	122,4	119,1	119,7	118,5	119,1	122,4
Liquidity Coverage Ratio (LCR) (%)	123	164	123	173	130	128	164
Earnings per share (NOK)	5,19	5,10	2,09	1,59	1,51	1,73	1,47
Book value per share (NOK)	69,36	64,02	69,36	67,16	67,68	66,14	64,02
Number of shares issued (million)	255,8	255,8	255,8	255,8	255,8	255,8	255,8

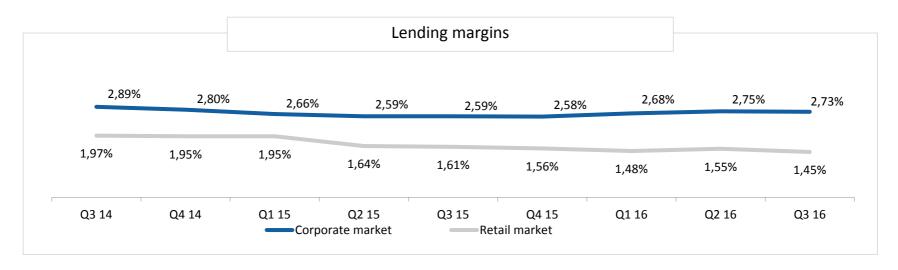


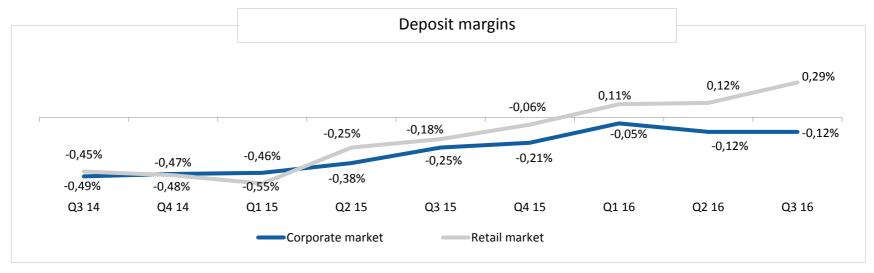
## Consolidated income profile





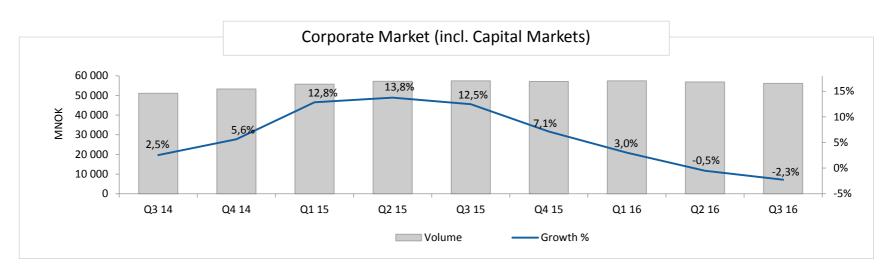
## Lending and deposit margins

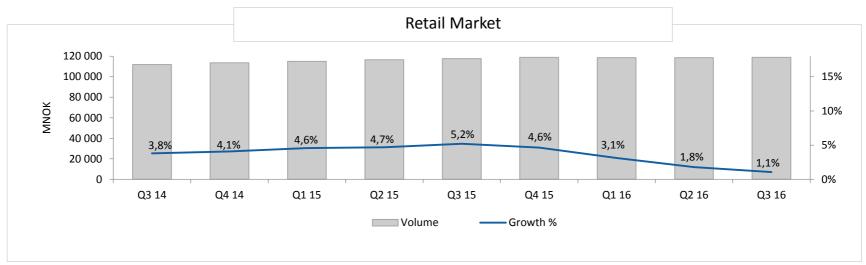






## Lending volume and 12 months growth

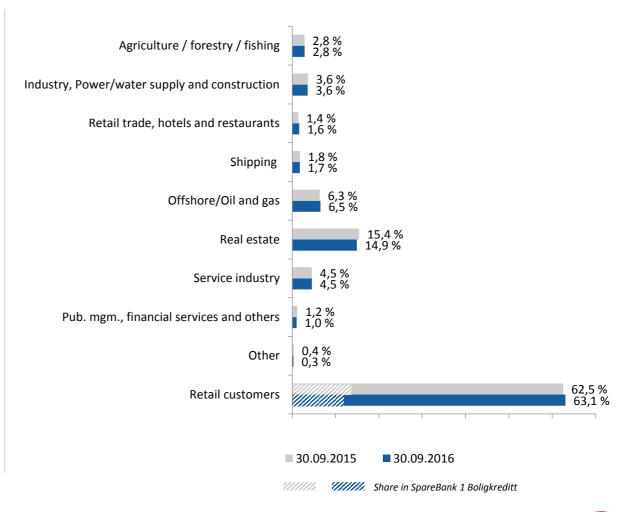






## Loan portfolio as at 30.09.2016

- Gross loans as at 30 September 2016 amount to NOK 183.0 billion compared with NOK 182.9 billion at the same time the year before.
- 12-month growth in loans of 0.1%.
- Loans to retail customers (incl. covered bond company) account for 63.1% of total loans, of which 13,8% is in SpareBank 1 Boligkreditt.



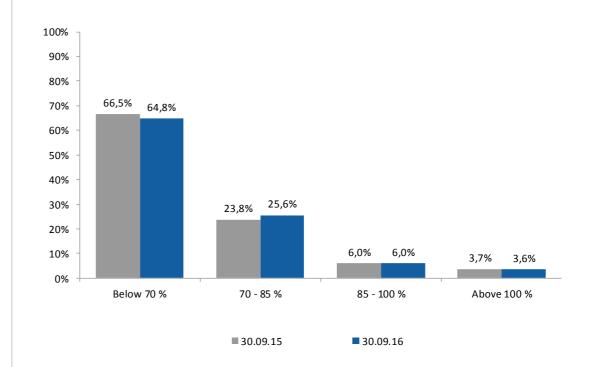
Loans before individual write-downs, nominal amounts.

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



## Loan to value ratio on home mortgage loans

- The proportion of loans with a loan-tovalue ratio of less than 85% is high.
- 90.4% of the exposure is within 85% of the assessed value of collateral.
- Market value on real estate is slightly declining in SpareBank 1 SR-Bank's market area. This has lead to a small decrease in the proportion of loans within 70% LTV.



In a total-distributed loan to value ratio, the entire loan is allocated to one and the same interval.

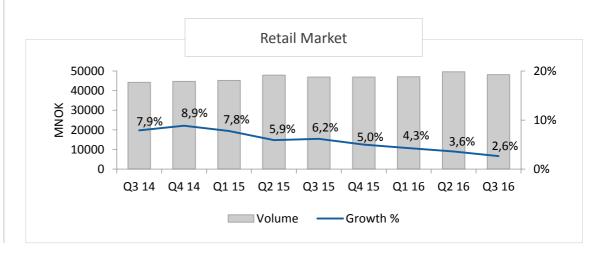
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).



## Deposits volume and 12 month growth

- Last 12 months deposits decreased by NOK 1.7 billion to 87.2 billion.
  - Corresponds to an decrease in the period of -2.0%.
- Lower deposit growth in the corporate market (incl. capital market) is a result of larger deposits from institutional customers, held as part of the liquidity portfolio, having been replaced by other instruments to protect the group's liquidity.







<sup>\*</sup> Includes also the Capital Markets Division.

## Net commission and other income

	30.09	30.09					
MNOK	16	15	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15
Payment facilities	192	180	75	63	54	56	66
Savings/placements	140	142	45	44	51	48	45
Insurance products	148	142	48	50	50	48	48
Commission income real estate broking	263	301	87	107	69	82	84
Guarantee commission	83	95	24	31	28	34	28
Arrangement- and customer fees	68	58	14	24	30	27	16
Accounting services SpareBank 1 Regnskapshuset SR*	63	25	16	24	23	10	7
Other	12	12	3	3	6	14	4
Net commission and other income excl. covered bond companies	969	955	312	346	311	319	298
Commission income SB1 Boligkreditt and SB1 Næringskreditt	119	205	35	43	41	53	55
Net commission and other income incl. covered bond companies	1.088	1.160	347	389	352	372	353



<sup>\*</sup>SpareBank 1 Regnskapshuset SR was established in the first quarter of 2015. The company acquired a number of accounting firms in 2015.

## Net income on investment securities

	30.09	30.09					
MNOK	16	15	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15
Dividends*	105	16	0	97	8	1	1
Investment income, associates	306	312	90	112	104	110	78
Securities gains/losses	3	-137	105	-36	-66	-87	-100
- of which capital change in shares and certificates	9	-6	63	-33	-21	-34	-6
- of which capital change in certificates and bonds	-112	-195	-21	-38	-53	-80	-100
- of which derivatives; bonds and certificates	106	64	63	35	8	27	6
Currency/interest gains/loans	101	126	36	32	33	-37	33
- of which currency customer- and own-account trading	98	79	40	32	26	25	31
- of which value change basis swap spread	1	82	-11	-1	13	6	13
- of which counterparty risk derivatives including CVA	1	0	1	-1	1	-66	-
- of which IFRS-effects	1	-35	6	2	-7	-2	-11
Net income on investment securities	515	317	231	205	79	-13	12

SpareBank 1

## **Subsidiaries**

MNOK	30.09.16	30.09.15
EiendomsMegler 1 SR-Eiendom AS		
Number of sales	4.617	5.207
Operating profit before tax	16	27
SpareBank 1 SR-Finans AS		
Total assets (BNOK)	7	7
Operating profit before tax	78	119
CD Familia and C		
SR-Forvaltning AS		
Total assets under management (BNOK)	9	9
Operating profit before tax	22	24
SR-Investering AS		
Operating profit before tax	-1	-11
Chaus Doult 1 Dognetionshuset CD AC		
SpareBank 1 Regnskapshuset SR AS	2	2
Operating profit before tax*	3	2
SR-Boligkreditt AS		
Operating profit before tax**	126	10
Other		
Operating profit before tax	-1	-5
Total subsidiaries		
Profit before tax	243	166



<sup>\*</sup>SpareBank 1 Regnskapshuset SR was established in the first quarter of 2015. The company acquired a number of accounting firms in 2015. The result to Regnskapshuset SR includes amortization of intangible assets of NOK 1,2 million.

<sup>\*\*</sup> SR-Boligkreditt AS was established in the second quarter of 2015.

## Ownership interests

MNOK	30.09.16	30.09.15
SpareBank 1 Gruppen AS		
Interest ownership	19,5%	19,5%
Profit after tax	215	183
Adjusted profit previous years	5	0
SpareBank 1 Boligkreditt AS		
Interest ownership	16,7%	20,1%
Profit after tax	5	70
Adjusted profit previous years	4	0
SpareBank 1 Næringskreditt AS		
Interest ownership	24,6%	26,8%
Profit after tax	16	18
Adjusted profit previous years	0	0
BN Bank ASA		
Interest ownership	23,5%	23,5%
Profit after tax	23,3 <i>%</i> 56	23,3%
FIUIL diter tax	30	
SpareBank 1 Kredittkort AS		
Eierandel	18,1%	18,1%
Resultat etter skatt	20	15
Other		
Profit after tax	-15	4
Total ownership interests		
Profit after tax	306	312
		0

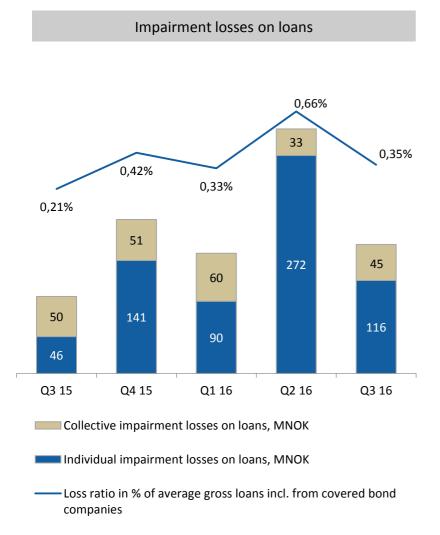


## Operating expenses

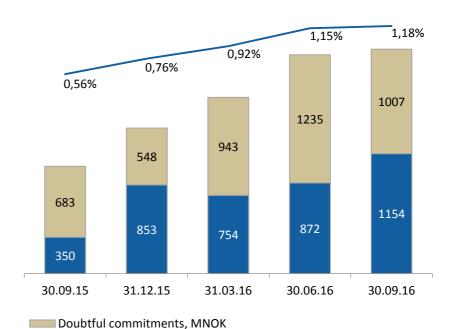
	30.09	30.09					
MNOK	16	15	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15
Personnel expenses	874	887	282	296	296	255	284
Restructuring- and non-recurring costs, pensions	-1	-56	0	0	-1	-141	-63
Total personnel expenses	873	831	282	296	295	114	221
IT expenses	234	215	83	78	73	86	70
Marketing	51	71	17	20	14	19	24
Other administrative expenses	46	69	15	16	15	20	20
Total administrative expenses	331	355	115	114	102	125	114
Depreciation	57	62	20	19	18	23	20
Operating expenses from real estate	26	29	9	8	9	12	9
Other operating expenses	205	218	60	77	68	94	65
Total other operating expenses	288	309	89	104	95	129	94
Total operating expenses	1.492	1.495	486	514	492	368	429



# Impairment losses on loans/ Non-performing and doubtful commitments



#### Non-performing and doubtful commitments



—— Non-performing and doubtful commitments in % of gross loans incl.

■ Non-performing loans, MNOK

from covered bond companies



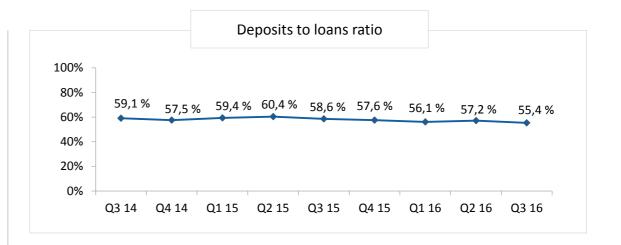
## Impairment losses on loans and guarantees

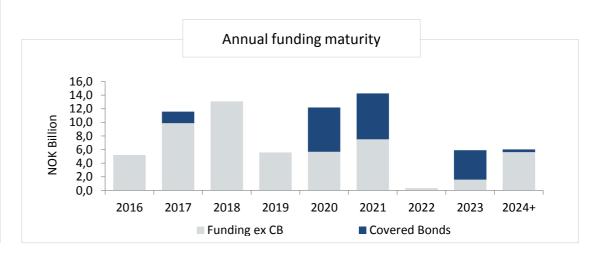
	30.09	30.09					
Losses on loans in income statement (MNOK)	16	15	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15
Corporate customers	449	120	109	258	82	145	40
Retail customers	29	19	7	14	8	-4	6
Change in collective impairment losses on loans	138	89	45	33	60	51	50
Net impairment losses on loans	616	228	161	305	150	192	96
	30.09	30.09	30.09	30.06	31.03	31.12	30.09
Impairment losses on loans (MNOK)	30.09 16	30.09 15	30.09 16	30.06 16	31.03 16	31.12 15	30.09 15
Impairment losses on loans (MNOK) Corporate customers							15
<u> </u>	16	15	16	16	16	15	15 301
Corporate customers	16 475	15 301	16 475	16 446	16 304	15 249	15 301 65



## **Funding**

- Well diversified funding.
- Greater share of senior and OMF funding last year.
  - Euro-benchmarks with due dates in each of the years 2017- 2021.
  - 3 outstanding euro covered bonds Level 1B through SR-Boligkreditt.
- Funding indicator 1\* is 111.4% on consolidated basis.
- Good liquidity
  - Net refinancing need over the next 12 months is NOK 13.5 billion.
  - Liquidity buffer is NOK 21.8 billion for normal operation in 22 months with closed markets. In addition to the liquidity buffer, NOK 19.8 billion of home mortgages are prepared for covered bond funding.



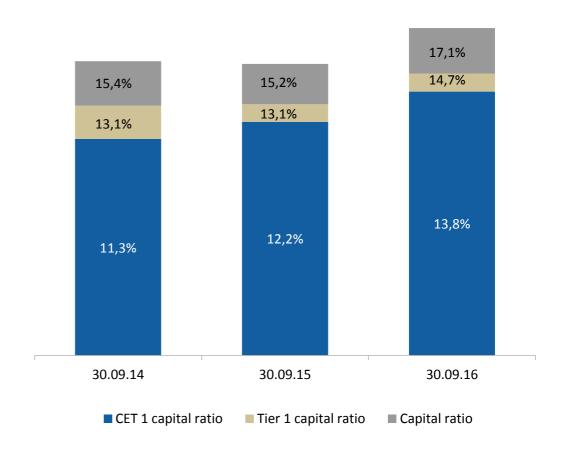


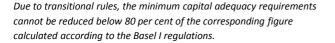


<sup>\*</sup>Funding indicator 1 is a ratio of illiquid assets financed by issued securities with a duration of more than 1 year.

## Stronger capital ratio

- SpareBank 1 SR-Bank is compliant with capital requirements as at 30.09.2016.
- SpareBank 1 SR-Bank received IRB Advanced approval for the corporate market portfolio in the first quarter of 2015.
- The use of different risk weights in the Nordic countries makes comparisons of actual financial strength difficult.
  - The Basel I floor is also practised differently.
- Leverage ratio is 6.7% as at 30.09.2016.
   SpareBank 1 SR-Bank exceeds the levels being discussed internationally.

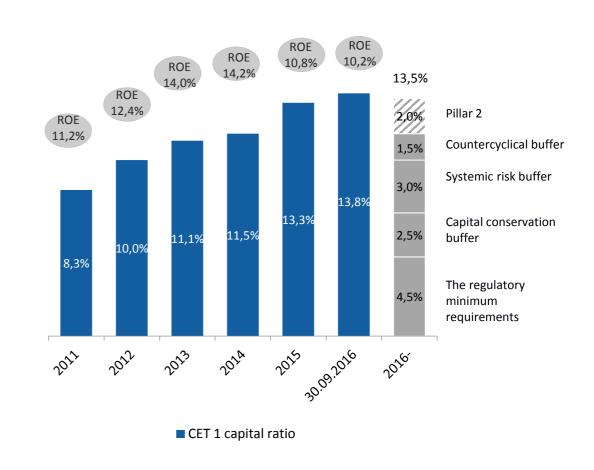






# Common Equity Tier 1 being strengthened in line with stricter regulatory requirements

- New capital requirements entail a need to continue increasing common equity tier 1 capital going forward.
- The Norwegian FSA has in its preliminary assessment set an individual Pillar 2 requirement for the group of 2.0%. SpareBank 1 SR-Bank has given their comments and it is expected that the Norwegian FSA will final set the Pillar 2- requirement within the end of 2016.
- SpareBank 1 SR-Bank is not defined as a systemically important financial institution (SIFI).
- To meet future regulatory requirements for solvency, the target CET 1 level is minimum 14.0% in 2016 and 14.5% during 2017. The target expected to be reached through good profitability and retained earnings combined with limited growth in risk-weighted assets.





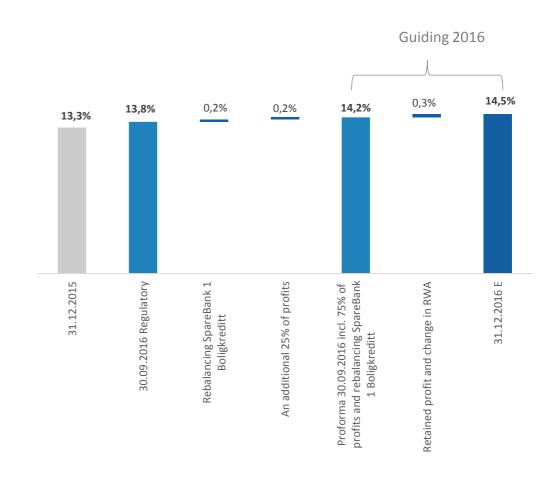
## Increasing CET 1 – well prepered to meet capital requirements

#### Stronger common equity tier 1 in 2015

- IRB Advanced approval for the corporate market portfolio
- Changed pension scheme
- Good profitability
- Moderate growth
- Capital efficiency
- Moderate dividend

#### Guiding 2016

- Good profitability: Target 11% return on equity
- Marginal decline in risk-weighted assets (RWA)
- Runoff of BN Bank's corporate portfolio
- Moderate dividend



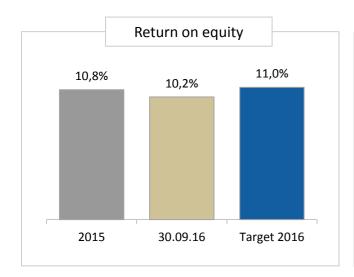


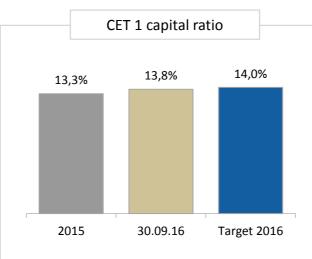
### Outlook

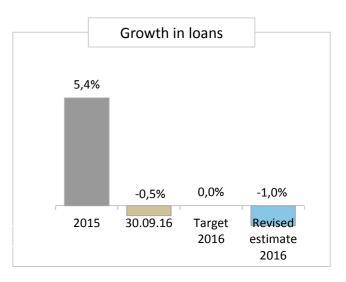
- Major infrastructure projects helps to ensure good conditions for the region's business and population growth, with moderate unemployment.
- Expectations concerning future market performance improved somewhat in the last quarter, but some uncertainty still exists about the group's market area.
- Uncertainty, especially in the petroleum sector, has increased due to lower oil prices. From record high levels, oil
  investments are reduced with approximately 16% in 2015, and continue decreasing with approximately 10% in 2016.
- Uncertainty about economic developments may dampen demand for loans, while low interest rates work in the opposite direction. We expect stable house prices going forward and still strong competition for new home mortgage customers.
- Long-lasting low oil prices may have negative impacts for the construction sector and the retail sector in the region.
- SpareBank 1 SR-Bank expects to make loan loss provisions at NOK 700 900 million in 2016, and the same level or slightly lower in 2017.
- Solid earnings from a robust business model indicates SpareBank 1 SR-Bank well positioned to build up the necessary capital going forward, while ensuring continued competitiveness.
- An offensive approach for the future including investing in new technology and focus on accounting services and consulting.

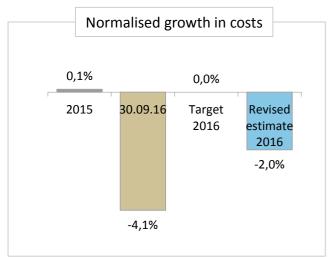


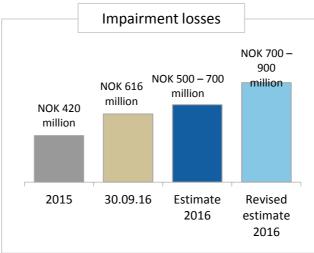
## Financial targets and estimates for 2016

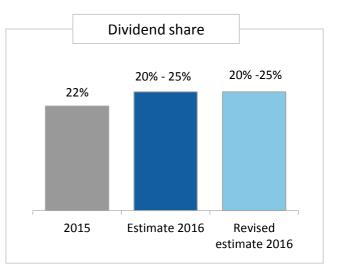














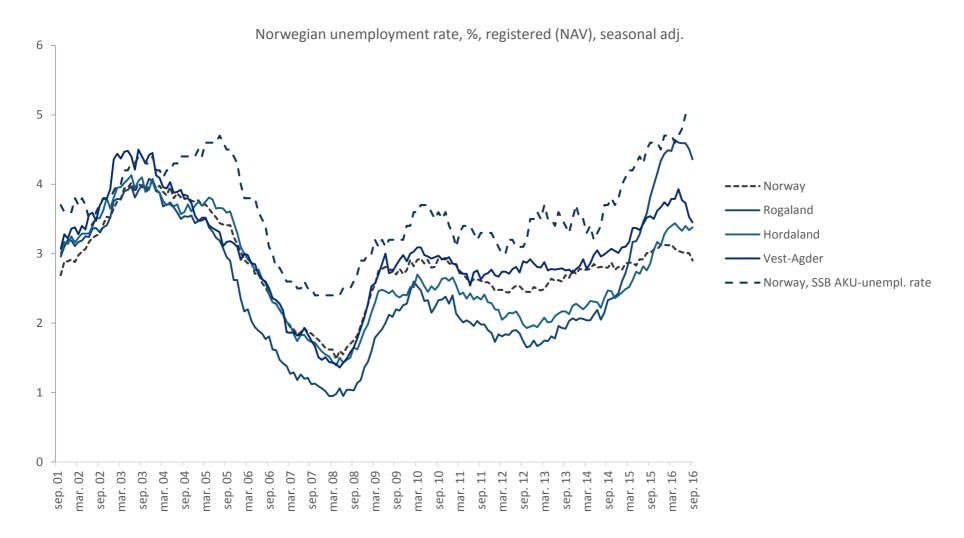
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## **APPENDIX**



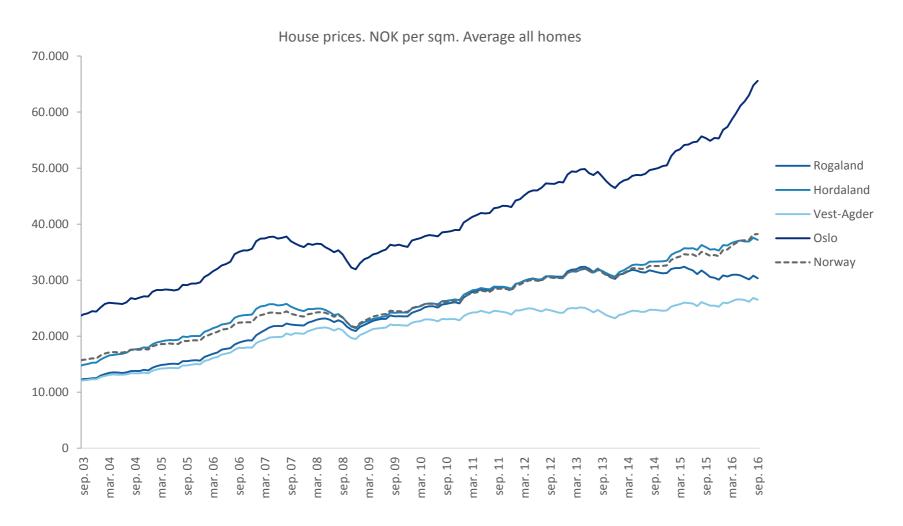
## The unemployment rate is trending down

Rogaland still somewhat above the national average





## House prices increasing in Norway. Flattening out in Rogaland

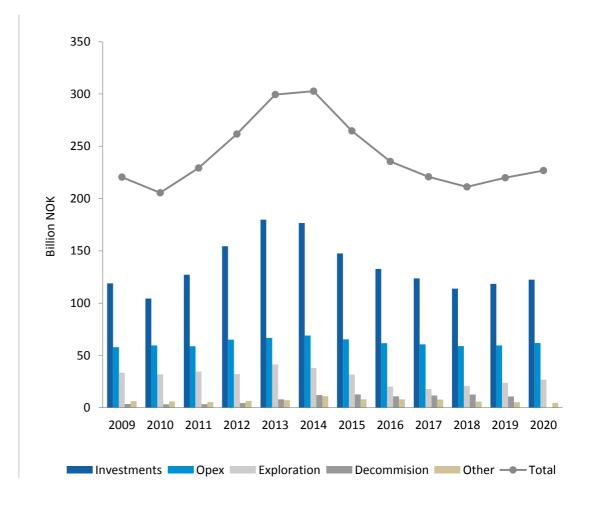




## The decline in oil industry flattens

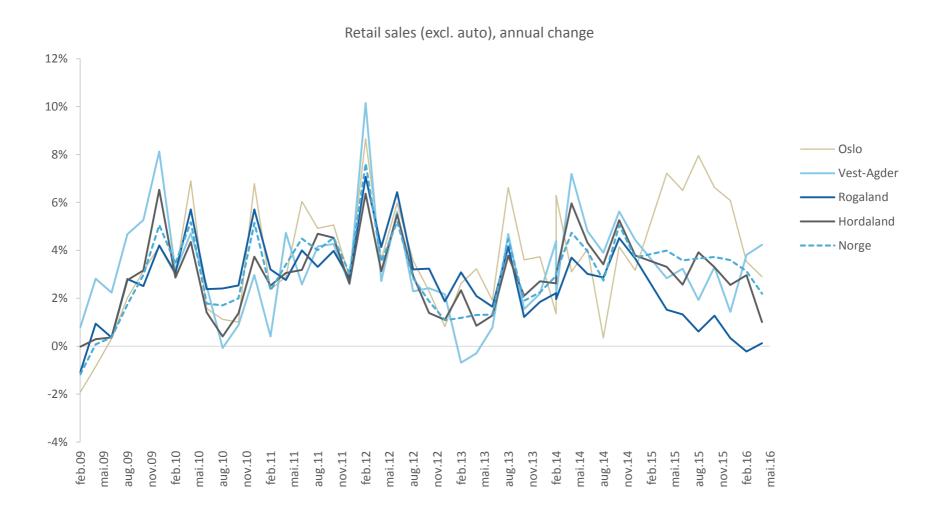
Marked downturn in 2015 and 2016, expected to flatten in 2017

- Petroleum activity fell in 2015 after reaching record levels in 2013 and 2014. The Petroleum Directorate expects decrease of 11% in 2016 for activity overall after reduction of 13% in 2015. Activity in 2016 will then be 22% lower than in 2014. The decline is expected to slow in 2017 and 2018.
- Investments were reduced by 16% last year and is expected to fall by 10% this year. It is expected less decline of 7% in 2017.
   Operating expenses (opex), which are important for activity in the region, are more stable. These fell 5% last year and is expected to fall 5% this year.





# Retail trade increasing in Norway Retail trade in Rogaland approx the same as last year





## SpareBank 1 SR-Bank has a moderate risk profile in which no single event should be capable of seriously harming the bank's financial position

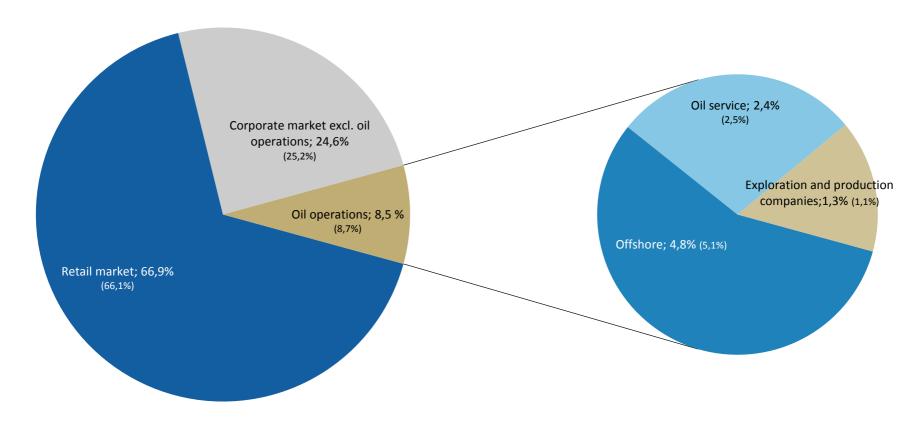
- The core purpose of the banking industry is to create value by assuming deliberate and acceptable risk
  - SpareBank 1 SR-Bank therefore invests significant resources in developing risk management systems, processes and expertise that are in line with leading international practice
- The bank's primary market areas are Rogaland, the Agder counties and Hordaland
  - Financing outside this market area is based on customers based in the group's market area
- The bank's set clear requirements for loan activities in the corporate market
  - The activities that are financed must have a long-term perspective
  - The group must be very familiar with the ownership and management of the company
  - All financing decisions are based on the customer's debt-servicing capacity and a lack of debt-servicing capacity may not be compensated for through higher security
  - Shipping and offshore related financing (including significant parts of oil-related activities) are handled by centralised expertise
- The bank sets specific limits for the size of commitments as well as requirements concerning industry diversification
  - The maximum total exposure to an individual customer must be significantly lower than the regulatory requirements
  - The maximum unsecured exposure to an individual customer must not be so great that the potential loss cannot be absorbed without the group's financial position being significantly affected
  - This requires a diversified portfolio. The exposure to specific industries is subject to specific limits.
- The bank sets special requirements for all property financing
  - Self-financing requirements apply for all types of property financing in relation to both residential and commercial property
  - Advanced sales requirements also apply for financing housing development projects
  - In addition to this, requirements that limit loan size/rent income ratio apply for financing commercial property



# SpareBank 1 SR-Bank has a well diversified portfolio 8.5% (8.7%) of total EAD is related to oil operations

SpareBank 1 SR-Bank\* has total BNOK 199.7 (202.5) EAD per 30.09.2016

BNOK 17.0 (17.6) EAD is related to oil operations



EAD: Exposure at default Figures in parentheses as at 31.12.2015.



<sup>\*</sup> Include portfolio in covered bond company.

## Oil services - total NOK 4.8 billion

(NOK 5.0 billion as at 31.12.2015)

#### **Exploration and concept studies**

- EAD NOK 0.6 billion
- Average weighted probability of default 1.5%

#### Field development and start-up drilling

- EAD NOK 0.9 billion
- Average weighted probability of default 2.0%

#### Operational fields and operational drilling

- EAD NOK 2.6 billion
- Average weighted probability of default 2.7%

#### On shore facilities

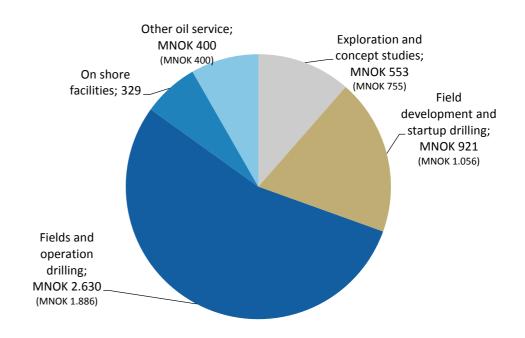
- EAD NOK 0.3 billion
- Average weighted probability of default 4.1%

#### Other oil services

EAD NOK 0.4 billion

#### Oil services

- EAD NOK 4.8 billion, 2.4% of the bank's total EAD
- Average weighted probability of default for the oil services portfolio is 2.6%
- Funding of operating capital through current and fixed assets, as well as guarantees





## Oil and gas - total NOK 2.6 billion

(NOK 2.2 billion as at 31.12.2015)

#### **Exploration financing**

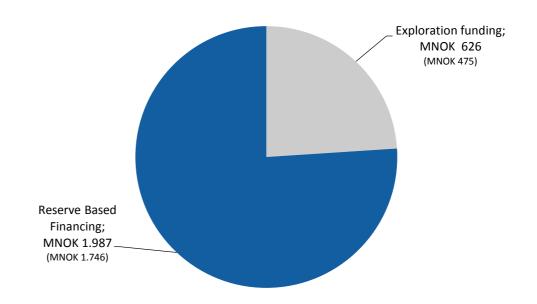
- EAD NOK 0,6 billion
- Average weighted probability of default 1.4%
- Secured by a tax refund from the Norwegian State. No direct oil price risk

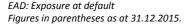
#### Reserve based lending (RBL)

- EAD NOK 2.0 billion
- Average weighted probability of default 3.1%
- Structured financing based on assumptions relating to reserves, production volume, investments, oil prices, etc. The basis for loans is adjusted semi-annually based on a review of total assumptions

#### **Exploration and production companies**

- EAD NOK 2.6 billion, 1.3% of the bank's total EAD
- Average weighted probability of default for the oil and gas portfolio is 2.7%
- Exposure primarily to companies with activities on the Norwegian continental shelf







### Offshore - total NOK 9.6 billion

(NOK 10.4 billion as at 31.12.2015)

#### Offshore Service Vessels

 EAD NOK 6.8 billion, average weighted probability of default is 2.5%, weighted average age is 7.9 years, average weighted contract coverage for 2016 and 2017 of 66% and 43% respectively, average weighted LTV 82%, 76 vessels

#### Rigs

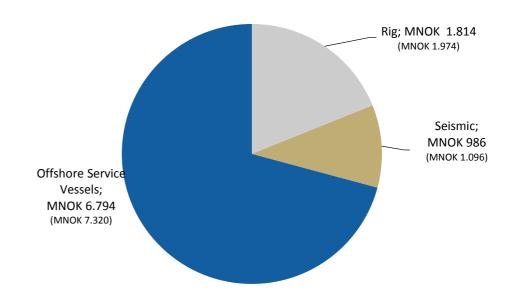
 EAD NOK 1.8 billion, average weighted probability of default is 1.7%, weighted average age is 9.0 years, average weighted contract coverage for 2016 and 2017 of 76% and 60% respectively, average weighted LTV 76%, 17 rigs

#### Seismiv vessels

- EAD NOK 1.0 billion, average weighted probability of default is 1.8%, weighted average age is 12.2 years, average weighted contract coverage for 2016 and 2017 of 68% and 68% respectively, average weighted LTV 110%, 7 vessels
- Applies to ship financing, not seismic equipment

#### Offshore

- EAD NOK 9.6 billion, 4.8% of the bank's total EAD
- Average weighted probability of default for the offshore portfolio is 2.3%
- Exposure primarily to industrial-oriented shipping companies with strong ownership and integrated organisation



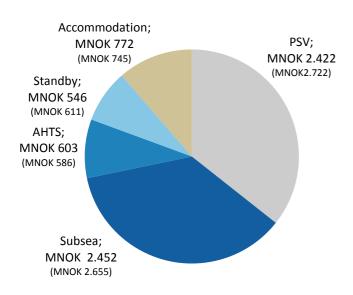


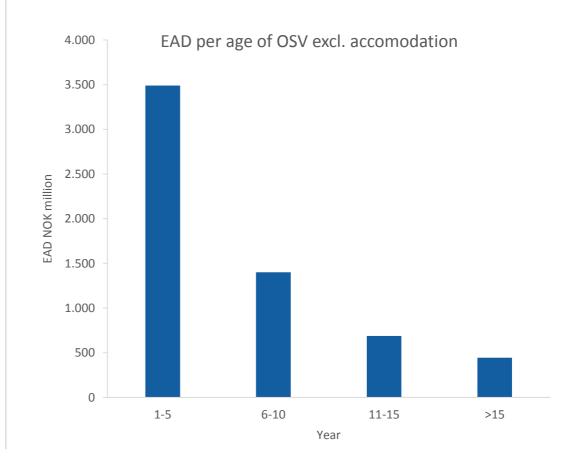
### Offshore Service Vessels - total NOK 6.8 billion

(NOK 7.3 billion as at 31.12.2015)

#### Offshore Service Vessels

- Most customers with long history as a borrower in SpareBank 1 SR-Bank
- Most of the companies are listed on stock exchange or family owned
- A major part is industrially focused companies, only a small number of financially oriented owners

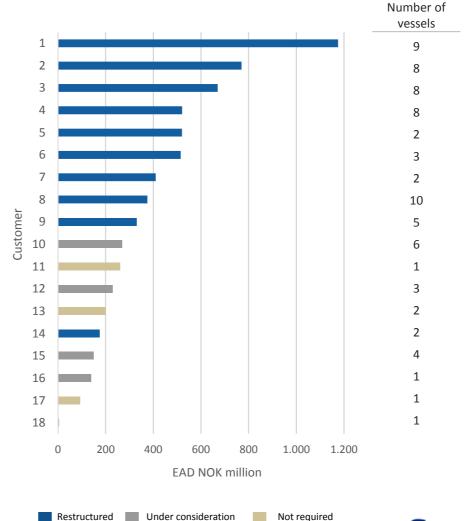






### Offshore Service Vessels – largest customer group

- Well diversified portfolio. One commitment of NOK 1.2 billion, rest of NOK 800 million or lower
- Total EAD for the portfolio is NOK 6.8 billion of which;
  - NOK 5.4 billion consists of 10 restructured commitments
  - NOK 0.8 billion consists of 4 commitments under consideration
  - NOK 0.6 billion consists of 4 commitments where it is not required
- Financing of 76 vessels, all with 1. priority pledge

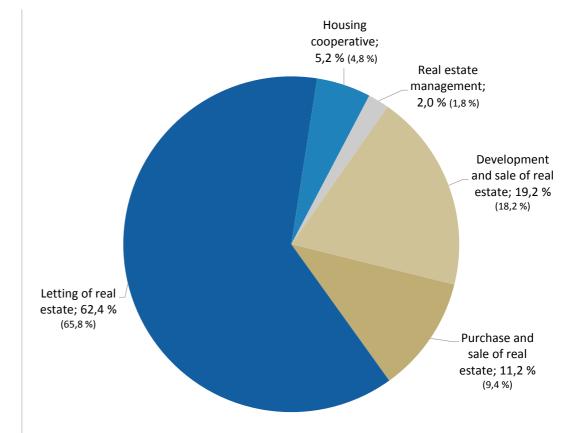




# Lending to commercial property

#### Lending to commercial property

- NOK 26.8 billion, 14.6% of the bank's total loans.
- The portfolio is characterised by lending to commercial properties for leasing with longterm contracts and financially solid tenants.
   The vacancy rate is limited. Interest rates for a significant portion of this portfolio have been hedged.



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

Figures in parentheses as at 30.09.2015.



### SRBANK's activities



Divisions of SpareBank 1 SR-Bank ASA

Capital Markets

Number of man-years: 31

**Retail Market** Number of man-years: 485 Corporate Market
Number of man-years: 155

Administration & Support Number of man-years: 214

Fully owned companies



SpareBank 1







Number of man-years: 199

Leading real estate broker

Key areas: Key areas:

Number of man-years: 12

: Key areas:

Asset management • Leasing

Number of man-years: 31 Number of man-years: 79

Key areas:
• Accounting

Advisory

Number of man-years: 1

Key areas:Covered Bond Funding

Covered Bond Funding

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

SpareBank 1 Boligkreditt AS

(16,7%)

Covered bond company (mortgages)

SpareBank 1 Næringskreditt AS

(24,6%)

Covered bond company (commercial real estate)

SpareBank 1 Kredittkort

(18,1%)

Credit card company located in Trondheim



### 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

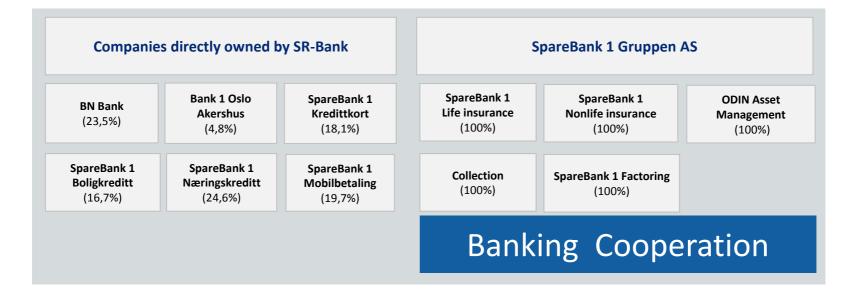


Products, commissions, dividends





Sales, loan portfolios, capital





# Our vision: the customer's first choice in Southern and Western Norway

#### Objectives

- SpareBank 1 SR-Bank's objectives are to stimulate growth and development in the region
- To provide a sustainable contribution to the wealth creation process in the region through:
  - A sustainable and profitable business model
  - An owner-friendly, stable dividend policy

#### Strategic goals

- Nearer to people and companies
- We want to be nearer to people and companies than our competitors by understanding the people, companies and markets in the region better than our competitors.
- We want to learn what is important for our customers through a combination of close, personal relationships and the proper utilisation of customer data. We want to be an accessible, long-term partner whom the customers trust.

#### Financial goals

- Return on equity of 11% after tax in 2016. The longer term target is a minimum of 11%.
- Top 50% return on equity and cost/income in a Nordic benchmark

#### Strategic focus

- Portfolio quality
- Managed and selective growth, greater product mix
- Risk pricing
- Portfolio management
- Innovation, digitalisation and continuous streamlining cost effectiveness
- Strengthening capital
- Diversified funding platform



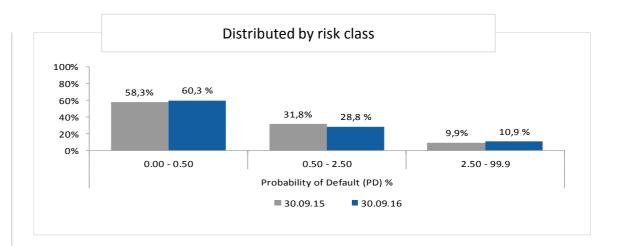
## Balance sheet

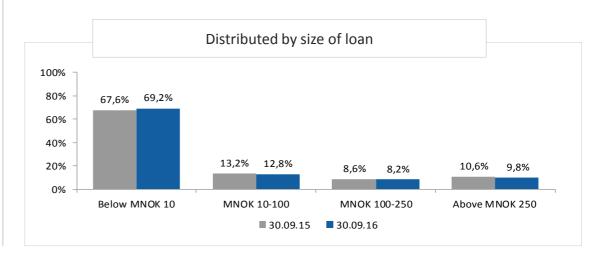
Balance sheet (MNOK)	30.09.2016	30.09.2015
Cash and balances with central banks	172	2.923
Balances with credit institutions	1.073	2.843
Net loans to customers	156.153	151.078
Certificates, bonds and other fixed-income securities	21.737	20.484
Financial derivatives	4.653	7.099
Shares, ownership stakes and other securities	579	516
Business available for sale	23	136
Investment in associates	4.858	4.839
Other	3.971	1.582
Total assets	193.219	191.500
Balances with credit institutions	4.729	6.129
Deposits from customers	87.240	88.980
Listed debt securities	74.140	70.444
Financial derivatives	3.554	3.224
Other liabilities	2.570	3.346
Additional Tier 1 and Tier 2 capital instruments	3.256	3.006
Total liabilities	175.489	175.129
Total equity	17.730	16.371
Total liabilites and equity	193.219	191.500



### Risk profile of the loan portfolio

- SpareBank 1 SR-Bank has a solid loan portfolio with positive development in risk profile.
- 60.3% of the bank's loan exposure has a PD\* below 0.5%.
- Single loan exposures less than NOK 10 million aggregates 69.2% of total loan portfolio.
- Single loan exposures above NOK 250 million is slightly increasing and aggregates
   9.8% of total loan portfolio.





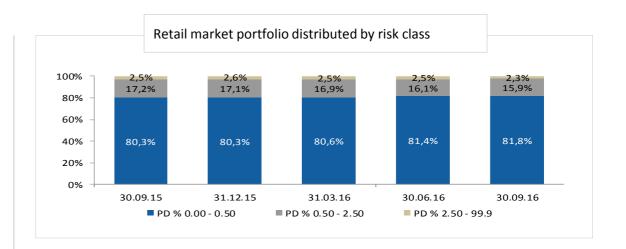
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Næringskreditt AS, SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).

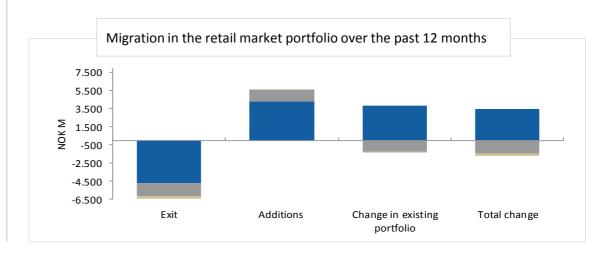


<sup>\*</sup>Probability of default (PD) through a full cycle of loss.

### Risk profile – Lending to the retail market

- The quality of the retail market portfolio is considered to be good and has low potential losses.
- The proportion of loans with a PD\* below
   0.5% has increased to 81.8% of the total
   retail portfolio.
- The low risk profile is achieved through prudent customer selection and requirements for moderate LTV.
- Most of the portfolio is secured against a mortgage on real estate, and lending is overall moderate compared to asset value.





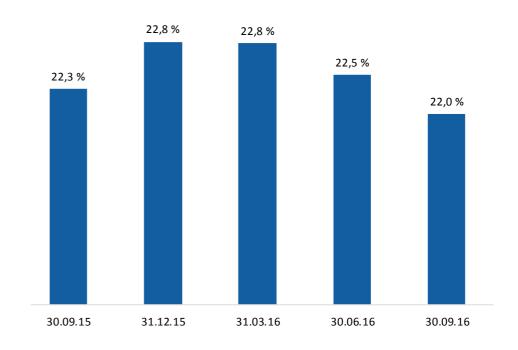
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).



<sup>\*</sup>Probability of default (PD) through a full cycle of loss.

## RWA home mortgages

 RWA on home mortgages reflects a solid and stable portfolio.



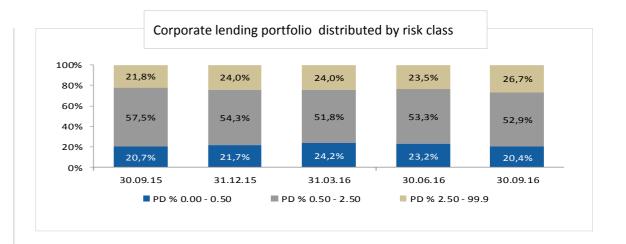
Home mortgages as defined in the Norwegian IRB framework; residential property must make up at least 30 % of a loan's security.

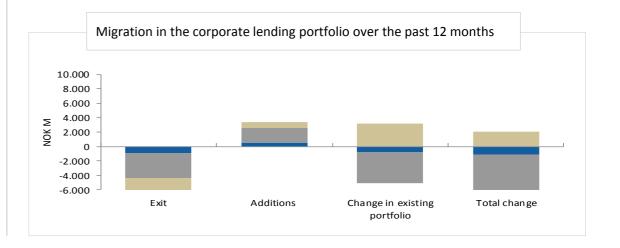
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).



## Risk profile - Corporate lending

- The quality of the corporate market portfolio is good. There is a clearly defined framework that sets limits on what is funded and conditions for particular funding purposes. This ensures a robust portfolio.
- The share of customers with PD\* below
   0.5% is at 20.4 %.
- As a consequence of the regional economic downturn, some existing customers have migrated negatively, and the proportion of exposure with PD\* above 2,5 % has increased over the past 12 months.





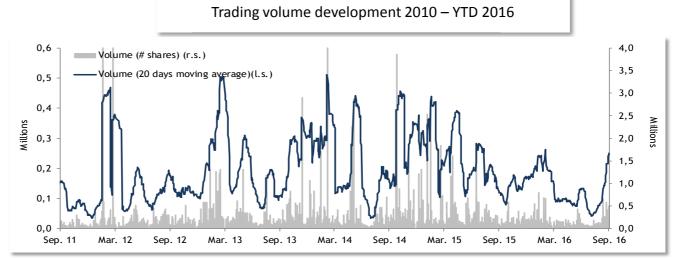


### **SRBANK**

- International ownership is 16.2% per 3. quarter 2016.
- Total market value at3. quarter 2016 isNOK 11,7 billion.









# 20 largest shareholders as at September 2016

#### Ownership interests:

 From Rogaland, Agder-counties and Hordaland: 49.7%

International: 16.2%

• 10 largest: 54.9%

• 20 largest: 61.7%

• Number of shareholders: 9 766 (10 083)

Employees owning: 1,8%

Investor		Number	Stake
Sparebankstiftelsen SR-Bank		72.419.305	28,3%
Gjensidige Forsikring ASA		26.808.416	10,5%
Vpf Nordea Norge Verdi		7.832.657	3,1%
State Street Bank and Trust Co, U.S.A.	Nominee	6.892.288	2,7%
SpareBank 1-stiftinga Kvinnherad		6.226.583	2,4%
Wimoh Invest AS		5.761.169	2,3%
Odin Norge		5.031.793	2,0%
Danske Invest Norske Instit. II		3.486.610	1,4%
Pareto Aksje Norge		3.309.278	1,3%
Clipper AS		2.565.000	1,0%
State Street Bank and Trust Co, U.S.A.	Nominee	2.181.133	0,9%
State Street Bank and Trust Co, U.S.A.	Nominee	2.098.135	0,8%
Danske Invest Norske Aksjer Inst.		1.820.694	0,7%
KAS Bank NV, Nederland	Nominee	1.804.586	0,7%
Westco		1.658.537	0,6%
Pareto AS		1.640.867	0,6%
Vpf Nordea Avkastning		1.630.410	0,6%
Verdipapirfondet Alfred Berg Gamba		1.577.818	0,6%
Vpf Nordea Kapital		1.528.050	0,6%
Forsvarets Personellservice		1.513.556	0,6%
 Top 5		120.179.249	47,0%
Top 10		140.333.099	54,9%
Top 20		157.786.885	61,7%



# 20 largest shareholders as at 17 October 2016

Investor		Number	Stake
Sparebankstiftelsen SR-Bank		72.419.305	28,3%
Gjensidige Forsikring ASA		12.308.416	4,8%
Vpf Nordea Norge Verdi		7.879.657	3,1%
State Street Bank and Trust Co, U.S.A.	Nominee	7.236.682	2,8%
SpareBank 1-stiftinga Kvinnherad		6.226.583	2,4%
Wimoh Invest AS		5.761.169	2,3%
Odin Norge		5.031.793	2,0%
Danske Invest Norske Instit. II		3.486.610	1,4%
Pareto Aksje Norge		3.309.925	1,3%
Verdipapirfondet DNB Norge (IV)		2.963.871	1,2%
Clipper AS		2.565.000	1,0%
State Street Bank and Trust Co, U.S.A.	Nominee	2.181.133	0,9%
State Street Bank and Trust Co, U.S.A.	Nominee	2.156.107	0,8%
Verdipapirfondet Alfred Berg Gamba		1.833.914	0,7%
Danske Invest Norske Aksjer Inst.		1.820.694	0,7%
KAS Bank NV, Nederland	Nominee	1.804.586	0,7%
Folketrygdfondet		1.738.000	0,7%
Vpf Nordea Avkastning		1.664.410	0,7%
Westco		1.658.537	0,6%
Vpf Nordea Kapital		1.651.050	0,6%
Top 5		106.070.643	41,5%
Top 10		126.624.011	49,5%
Top 20		145.697.442	57,0%



# SRBANK as at September 2016

• Trading volume in Q3 2016: 3.1% (5.1%)

	30.09.16	2015	2014	2013	2012	2011
Share price	45,60	39,30	52,50	60,25	37,20	40,70
Stock value (MNOK)	11.662	10.051	13.427	15.409	9.514	5.182
Book value per share, NOK (group)	69,36	66,14	60,28	55,00	49,48	48,75
Earnings per share	5,19	6,83	8,20	7,28	5,33	5,42
Dividend per share	n.a.	1,50	2,00	1,60	1,50	1,50
P/E	6,59	5,75	6,40	8,28	6,99	7,51
P/BV (group)	0,66	0,59	0,87	1,10	0,75	0,83



# **Contact Details**

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