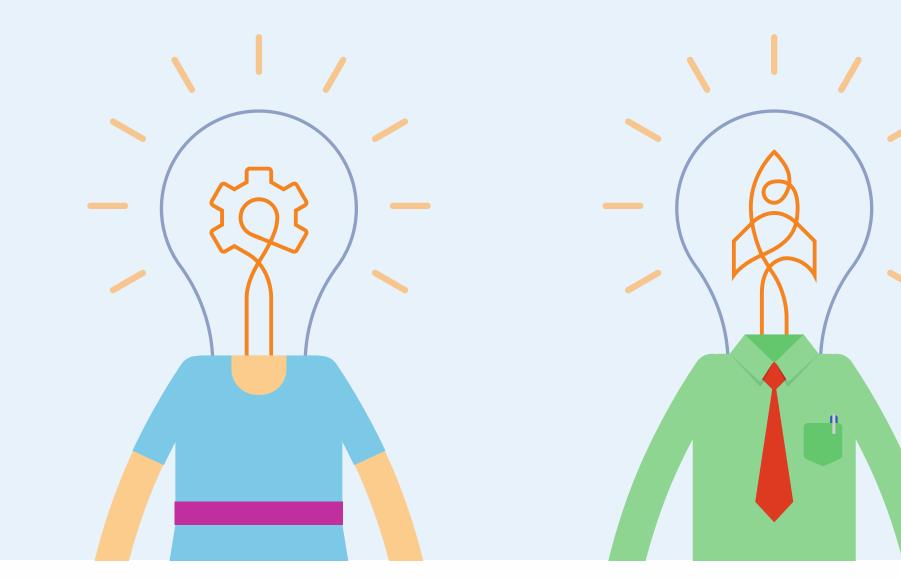
## Together we achieve the impossible





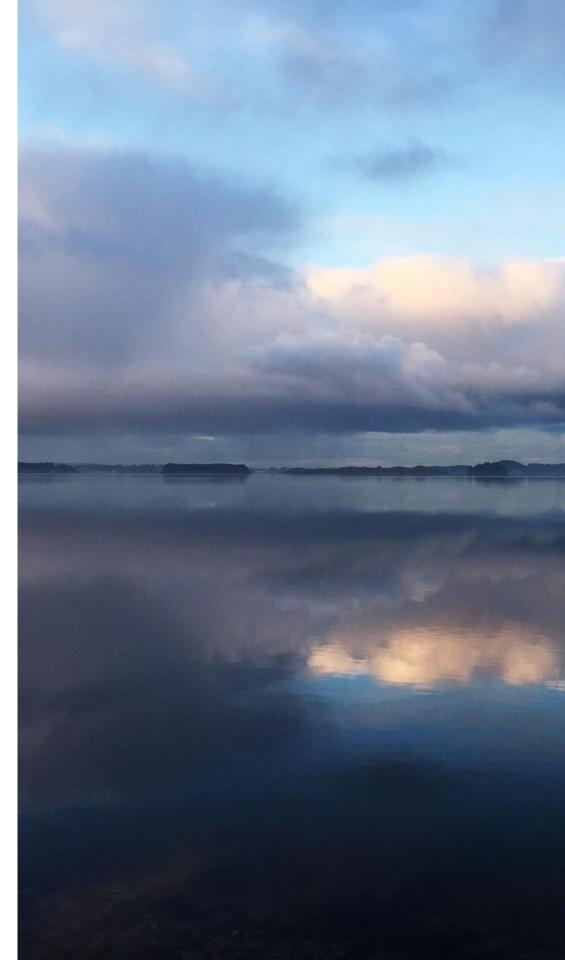
#### Disclaimer

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 strategy Unemployment rate

Rogaland

Population

Market share

Year of establishment

#### Hordaland

Population	520.000
Market share	6%
Year of establishment	2006
Market strategy	Entry/growth
Unemployment rate	2.9%

472.000

Market leader

36%

1839

3.1%

#### Agder

301.000
8%
2002
Growth
2.8%





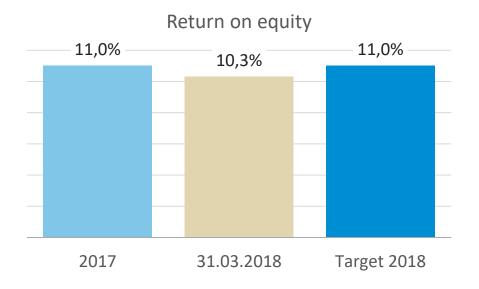


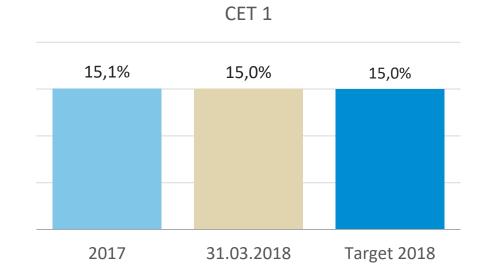
#### A good result characterised by solid operations and lower losses

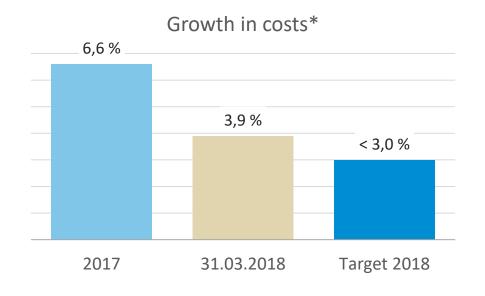
- Pre-tax profit for the quarter is NOK 668 million compared to NOK 512 million last year •
  - Return on equity after tax 10.3%
- Impairment losses on loans is NOK 74 million compared to NOK 168 million last year •
  - 0.16% of gross lending including covered bond companies as at 31 March 2018
- 12 months lending growth of 3.1% •
  - Risk-weighted assets (RWA) is increased by 3.7% the last 12 months
- 12 months deposits growth of 7.0% •
- 12 months costs growth of 3.9% •
  - Growth in costs from the first quarter of 2017 of NOK 20 million due to increased bonus provisions and higher IT costs.
- Common equity tier 1 capital ratio increased to 15.0% from 14.7% last year •

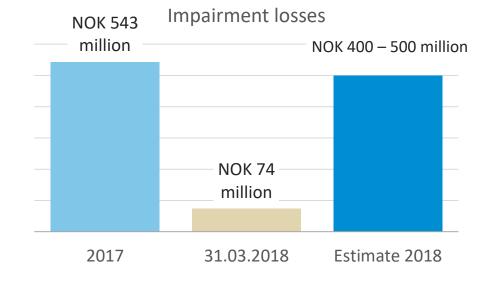


#### **Financial targets and estimates for 2018**

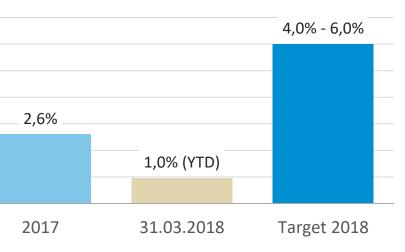




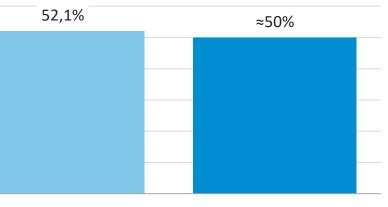




#### Growth in loans



#### Dividend share

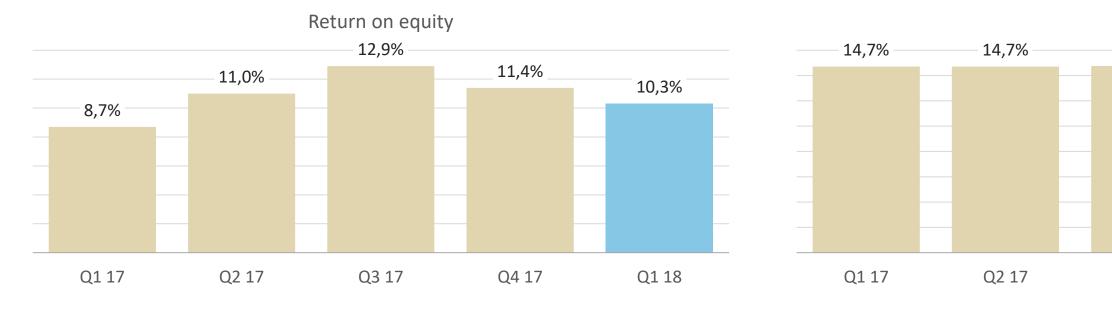


2017

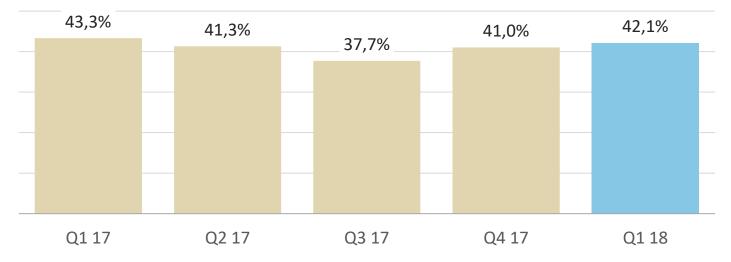
Estimate 2018



### **Key figures – quarterly development**

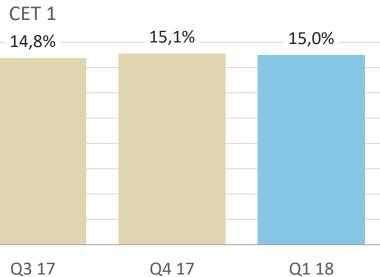












#### Earnings per share



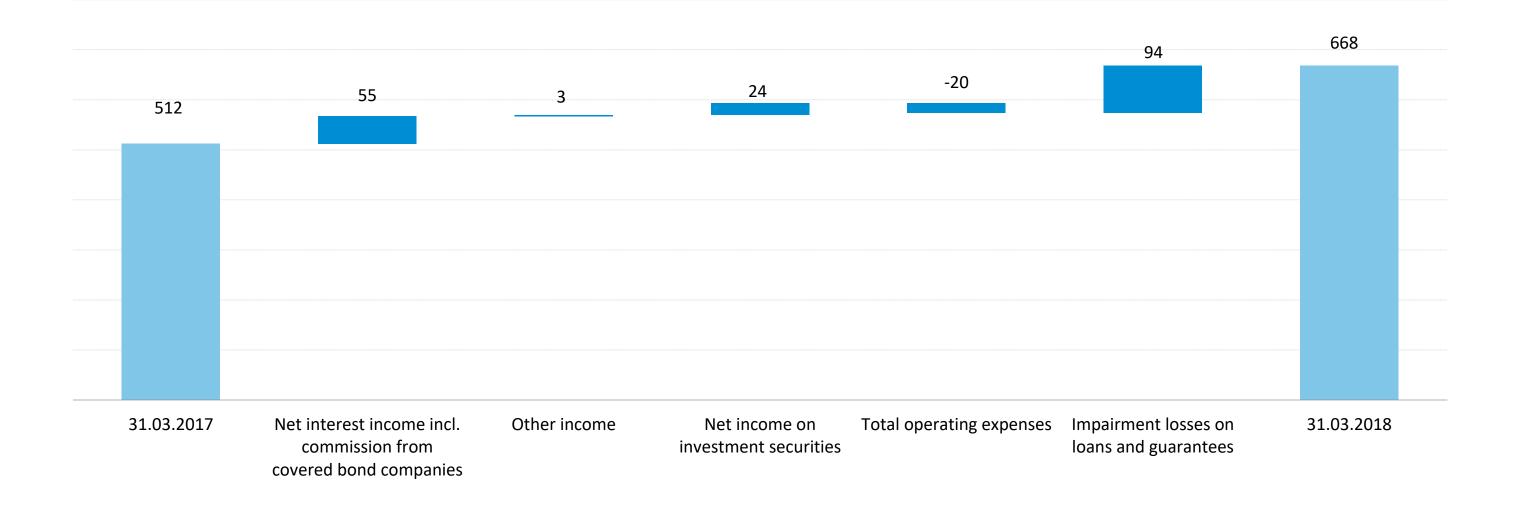
#### **Income statement**

Group Income Statement (MNOK)	Q1 18	Q4 17
Net interest income	800	819
Net commission and other income	368	367
Net income on investment securities	113	204
Total income	1.281	1.390
Total operating expenses	539	570
Operating profit before losses	742	820
Impairment losses on loans and guarantees	74	120
Operating profit before tax	668	700
Tax expense	150	141
Net profit	518	559

Q3 17	Q2 17	Q1 17
820	784	739
386	400	371
198	143	89
1.404	1.327	1.199
530	548	519
874	779	680
124	131	168
750	648	512
140	134	109
610	514	403



#### Change in profit 31.03.2017 – 31.03.2018





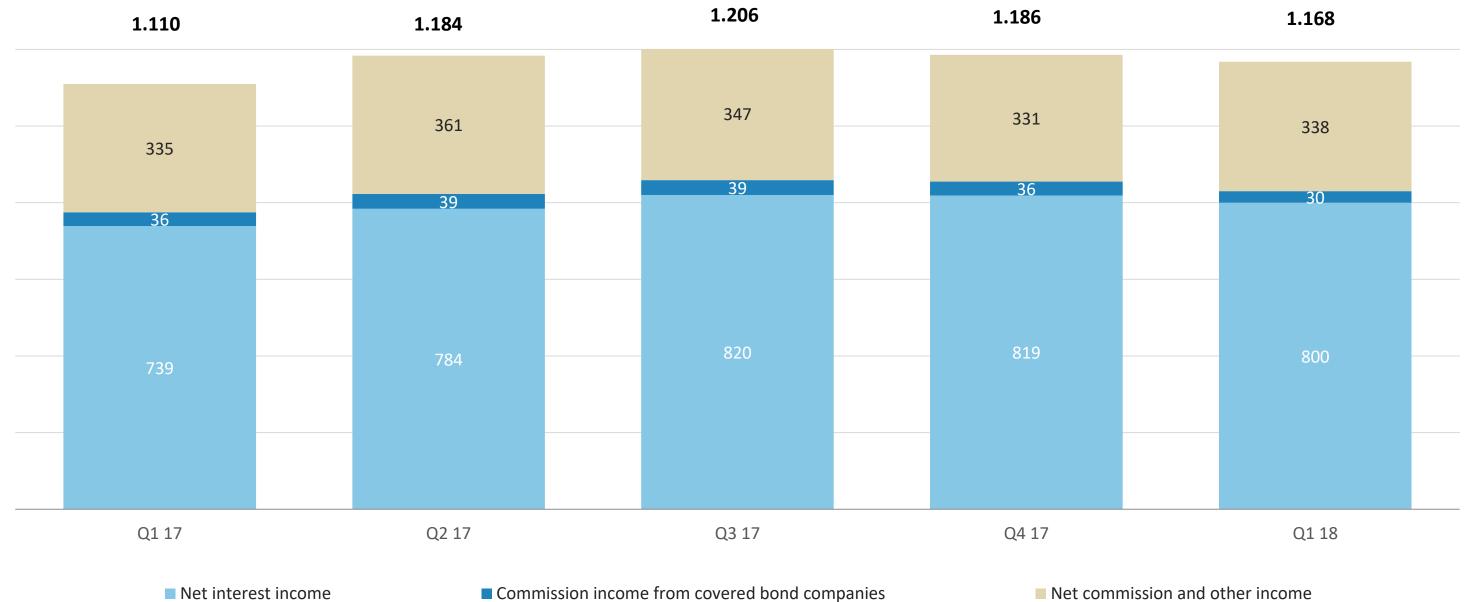
## **Key figures**

	Q1 18	Q4 17
Return on equity after tax (%)	10,3	11,4
Net interest margin (%)	1,50	1,50
Impairment losses on loans and guarantees in % of gross loans incl. covered bond companies	0,16	0,26
Non-performing and other problem commitments in % of gross loans incl. covered bond companies	1,14	1,13
Cost to income ratio	42,1	41,0
Annual growth in loans to customers, gross incl. covered bond companies (%)	3,1	2,6
Annual growth in deposits from customers (%)	7,0	11,0
Total assets (BNOK)	217,4	216,6
Portfolio of loans in covered bond companies (BNOK)	14,6	14,6
Risk weighted assets (BNOK)	122,8	120,2
Liquidity Coverage Ratio (LCR) (%)	177	168
Earnings per share (NOK)	2,03	2,18
Book value per share (NOK)	79,24	77,24

Q3 17	Q2 17	Q1 17
12,9	11,0	8,7
1,54	1,52	1,53
0,27	0,29	0,37
1,18	1,21	1,23
37,7	41,3	43,3
1,2	0,5	-0,4
13,0	11,3	7,0
215,3	212,9	200,2
18,0	19,4	23,3
121,8	120,7	118,4
212	212	200
2,39	2,01	1,58
75,07	72,72	72,91



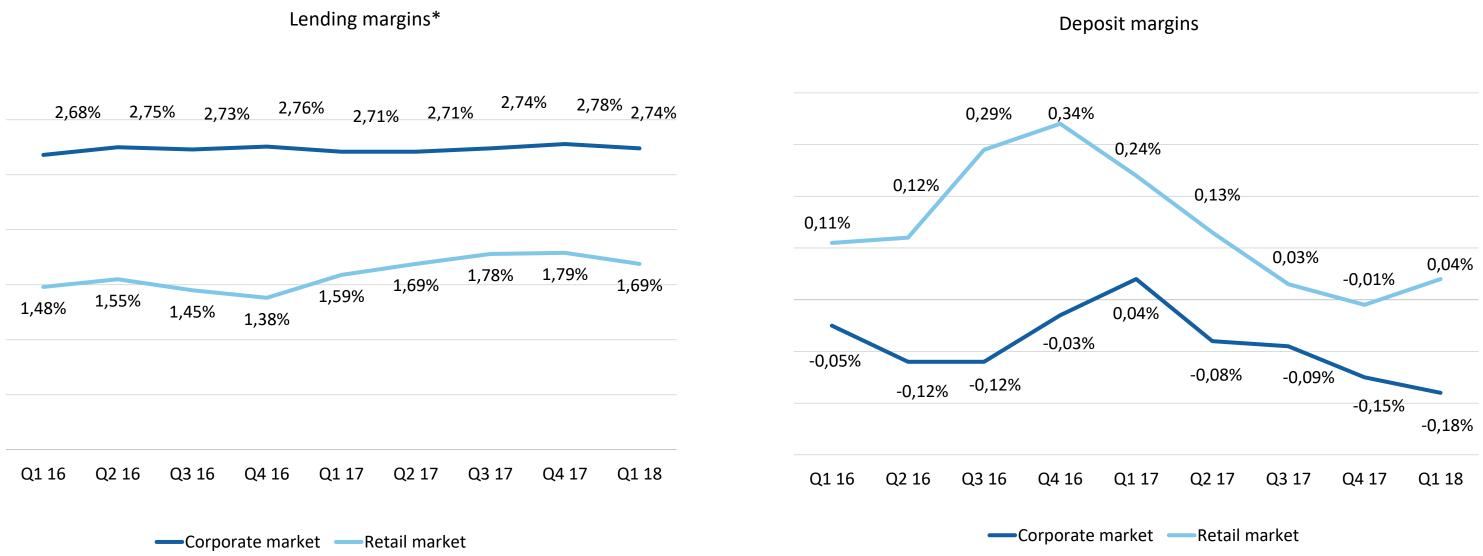
#### **Consolidated income profile**







#### Lending and deposit margins



\*SpareBank 1 SR-Finans AS was merged into SpareBank 1 SR-Bank from 1 January 2017. The figures (lending margins) are therefore not entirely comparable. Lending margins for the corporate market also changed in 2017 compared with what was previously reported due to the internal correction of net interest income. **Definition:** Average customer interest rate against 3-month moving average for 3-month NIBOR. Lending margins include loan portfolio in covered bond companies



#### Lending volume and 12 months growth

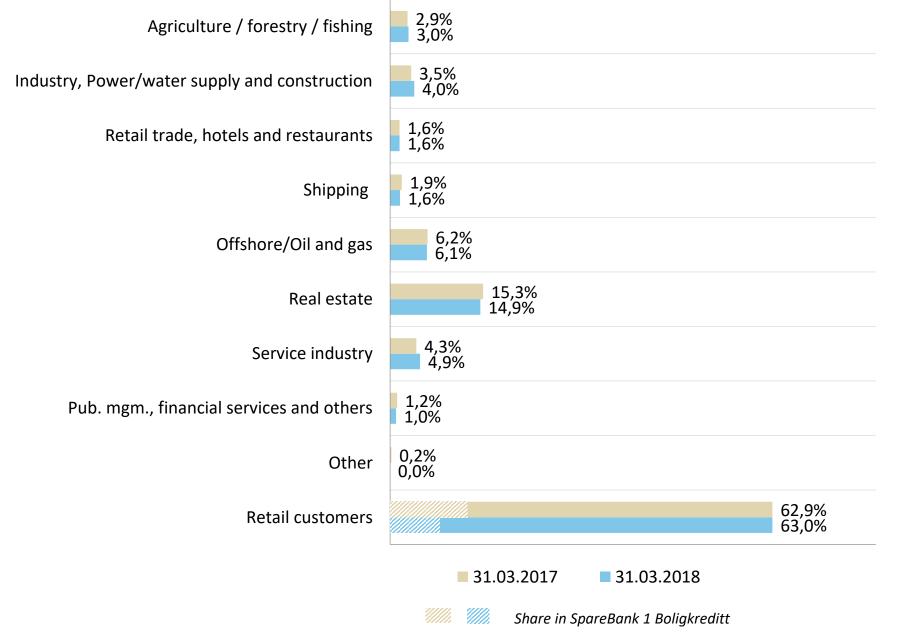


Corporate Market (incl. Capital Markets)



#### Loan portfolio as at 31.03.2018

- Gross loans (incl. covered bond companies) as at • 31 March 2018 amount to NOK 188.9 billion compared with NOK 183.2 billion at the same time the year before.
- 12-month growth in loans of 3.1%. ٠
- Loans to retail customers (incl. covered bond . company) account for 63.0% of total loans, of which 7.5%-points is in SpareBank 1 Boligkreditt.



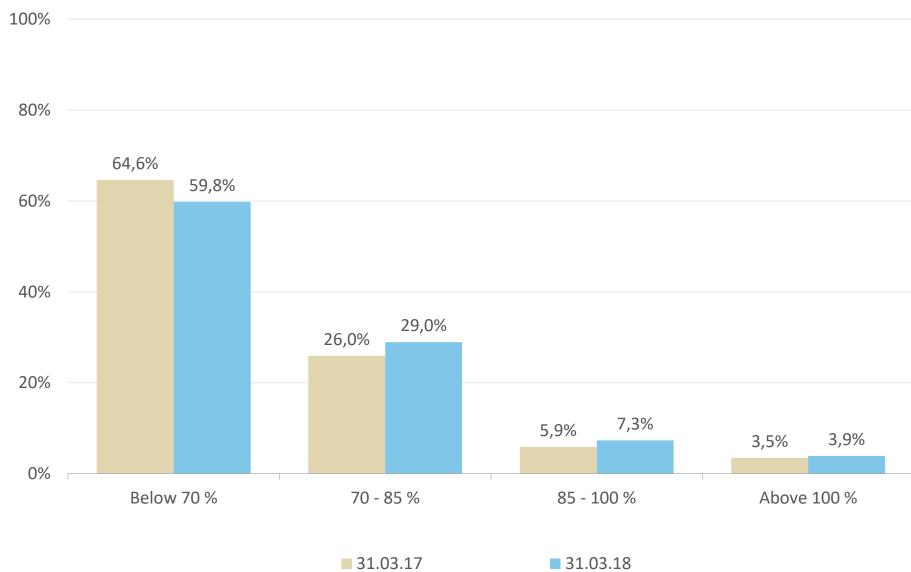
Loans before individual write-downs, nominal amounts.

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-to-value ratio ٠ of less than 85% is high.
  - 88.8% of the exposure is within 85% of the assessed value of collateral.



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).

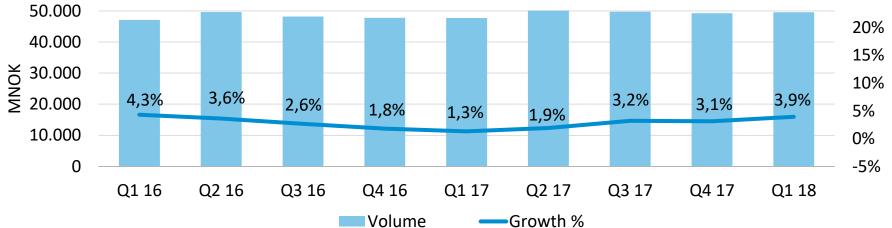


#### **Deposits volume and 12 month growth**

- Last 12 months deposits increased by NOK 6.5 ٠ billion to 99.6 billion.
  - Corresponds to an increase in the period of 7.0%.
- Increased deposit growth in the corporate market • (incl. capital market) is due to larger deposits from public sector.
  - Deposit growth is 1.4% at 1. quarter 2018 excl. deposits from public sector.



**Retail Market** 







#### Net commission and other income

MNOK	Q1 18	Q4 17
Payment facilities	63	65
Savings/placements	52	47
Insurance products	49	52
Commission income real estate broking	81	94
Guarantee commission	34	27
Arrangement- and customer fees	28	28
Accounting services SpareBank 1 Regnskapshuset SR	27	23
Other	4	-5
Net commission and other income excl. covered bond companies	338	331
Commission income SB1 Boligkreditt and SB1 Næringskreditt	30	36
Net commission and other income incl. covered bond companies	368	367

Q3 17	Q2 17	Q1 17
71	63	63
51	49	51
52	52	52
90	112	93
29	26	25
28	24	13
18	27	28
8	9	10
347	362	335
39	38	36
386	400	371



#### Net income on investment securities

MNOK	Q1 18	Q4 17
Dividends	11	0
Investment income, associates	57	154
Securities gains/losses	5	24
- of which capital change in shares and certificates	6	44
- of which capital change in certificates and bonds	-72	-70
- of which derivatives; bonds and certificates	71	50
Currency/interest gains/loans	40	26
<ul> <li>of which currency customer- and own-account trading</li> </ul>	41	35
- of which value change basis swap spread	-2	-5
- of which counterparty risk derivatives including CVA	1	0
- of which IFRS-effects	0	-4
Net income on investment securities	113	204

Q3 17	Q2 17	Q1 17
2	4	5
127	81	63
46	32	25
57	28	7
-41	-34	-7
30	38	25
23	26	-4
24	28	17
-4	-7	-16
1	0	1
2	5	-6
198	143	89



## **Subsidiaries**

Subsidiaries	ΜΝΟΚ	
EiendomsMegler 1 SR-Eiendom AS	Number of sales	
	Operating profit before tax	
SR-Forvaltning AS	Capital under management (BNOK)	
	Operating profit before tax	
FinStart Nordic AS*	Operating profit before tax	
SpareBank 1 Regnskapshuset SR AS	Operating profit before tax**	
SR-Boligkreditt AS	Operating profit before tax	
Other	Operating profit before tax	
Total subsidiaries	Operating profit before tax	

\*\* The result to Regnskapshuset SR includes amortization of intangible assets of NOK 0.5 million (NOK 0.5 million per 31.03.2017).

31.03.2018	31.03.2017
1.466	1.611
0	5
11	10
9	8
23	0
1	2
107	27
-14	3
126	45



<sup>\*</sup>In September 2017, SR-Investering AS changed its name to FinStart Nordic AS. Start up on 1 January 2018. The company will be a start-up factory for new ideas and the venture will challenge the bank's own business models.

#### **Ownership interests**

Ownership interests	МЛОК
SpareBank 1 Gruppen AS	Interest ownership
	Profit after tax
	Adjusted profit previous years
SpareBank 1 Boligkreditt AS*	Interest ownership
	Profit after tax
	Adjusted profit previous years
SpareBank 1 Næringskreditt AS	Interest ownership
	Profit after tax
BN Bank ASA	Interest ownership
	Profit after tax
SpareBank 1 Kredittkort AS	Interest ownership
	Profit after tax
SpareBank 1 Betaling AS**	Interest ownership
	Profit after tax
	Adjusted profit previous years
Other	Profit after tax
Total ownership interests	Profit after tax

\*From 1 January 2018, the company has changed its accounting policies for the recognition of the effects of basis swaps due to the implementation of IFRS 9. The effects of basis swaps are now recognised through other comprehensive income in SpareBank 1 Boligkreditt AS and thereby do not affect the company's after tax profit or the group's share of the profit. \*\*On 1 September 2017 mCASH merged with Vipps, DNB's payment solution (mobile). SpareBank 1 banks became after the merger with Vipps, the second largest shareholder in Vipps with a stake of

25%.

31.03.2018	31.03.2017
19,5 %	19,5 %
36	71
0	-4
8,0 %	13,9 %
1	-18
0	0
19,2 %	21,9 %
2	5
23,5 %	23,5 %
20	21
17,9 %	17,9 %
6	2
19,7 %	19,7 %
-3	-5
-6	-7
1	-2
57	63

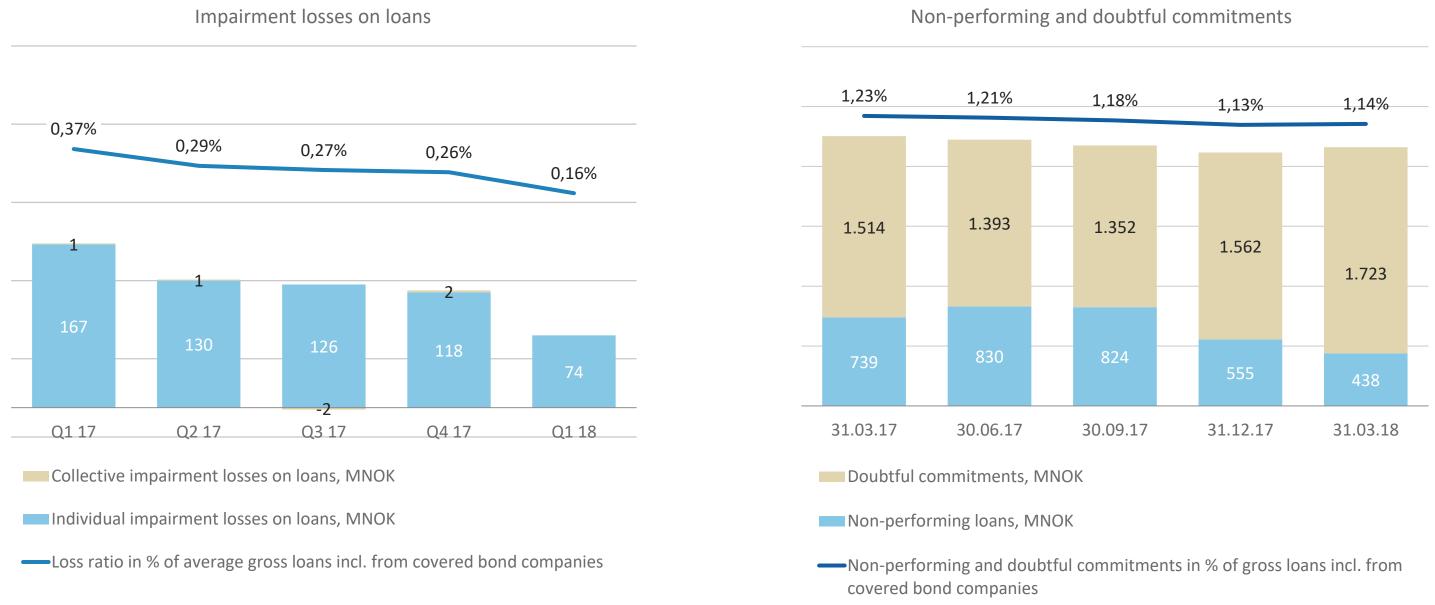


### **Operating expenses**

MNOK	Q1 18	Q4 17	Q3 17	Q2 17	Q1 17
Personnel expenses	319	323	312	312	306
Restructuringcosts	0	10	0	0	0
Total personnel expenses	319	333	312	312	306
IT expenses	83	82	74	86	75
Marketing	16	20	16	21	16
Other administrative expenses	24	26	21	20	21
Total administrative expenses	123	128	111	127	112
Depreciation	18	17	21	18	18
Operating expenses from real estate	10	8	7	9	10
Other operating expenses	69	84	79	82	73
Total other operating expenses	97	109	107	109	101
Total operating expenses	539	570	530	548	519



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





#### **Impairment losses on loans and guarantees**

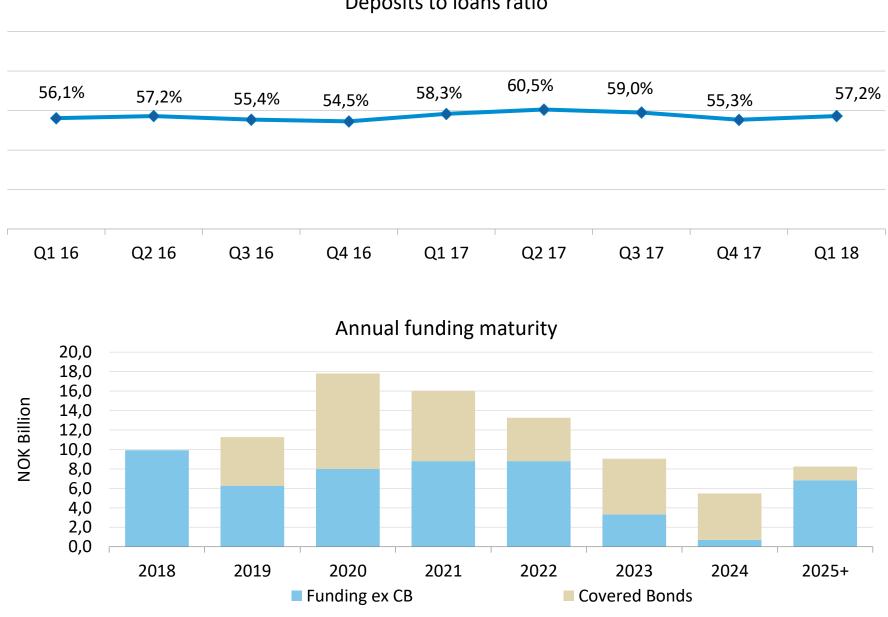
Losses on loans in income statement (MNOK)	Q1 18	Q4 17	Q3 17	Q2 17	Q1 17
Corporate customers	76	89	116	115	162
Retail customers	-2	29	10	15	5
Change in collective impairment losses on loans		2	-2	1	1
Total impairment IFRS 9 loans and guarantees*	-				
Net impairment losses on loans	74	120	124	131	168

Impairment losses on loans (MNOK)	31.03.2018	31.12.2017	30.09.2017	30.06.2017	31.03.2017
Corporate customers	523	546	572	508	478
Retail customers	92	93	69	69	60
Collective impairment losses on loans		691	690	691	690
Total impairment IFRS 9 loans*	669				
Total impairment IFRS 9 guarantees*	121				
Total impairment losses on loans	1.405	1.330	1.331	1.268	1.228



### **Funding**

- Well diversified funding. •
- Net Stable Funding Ratio\* is 118% on • consolidated basis.
- Good liquidity ٠
- Net refinancing need over the next 12 months is NOK 15.0 billion.
- Liquidity buffer is NOK 32.7 billion for normal operation in 29 months with closed markets. In addition to the liquidity buffer, NOK 19.6 billion of home mortgages are prepared for covered bond funding.



\*The net stable funding ratio (NSFR) is defined as available stable funding relative to necessary stable funding.

NSFR is calculated in accordance with guidelines from the Financial Supervisory Authority of Norway.



#### **Solid capital ratio**

- SpareBank 1 SR-Bank is compliant with capital requirements as at 31.03.2018.
- The Pillar 2 requirement for SpareBank 1 SR-Bank is 2.0%.
- SpareBank 1 SR-Bank is not defined as a systemically important financial institution (SIFI).
- 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 7.4% as at 31.03.2018. SpareBank 1 SR-Bank exceeds the levels being discussed and recommended internationally.



#### ROE 10,3 %

18,1%	CE1 15,0		
16,0%			
	1,0	%	Management buffer
	2,0	%	Pillar 2
	2,0	%	Countercyclical buffer
	3,0	%	Systemic risk buffer
15,0%			
	2,5	%	Capital conservation buffer
	4,5	%	The regulatory minimum requirements

31.03.2018

2018





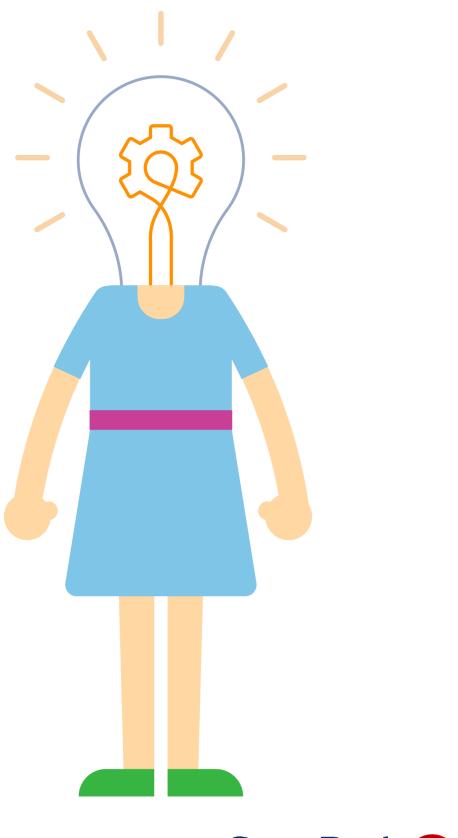
#### Outlook

- The market is expected to grow. The development in the group's market area was positively affected by the adaptability of companies and higher oil prices.
- Oil investments on the Norwegian continental shelf are expected rise by up to 15% in 2019.
- Declining unemployment in the group's market area combined with an expected stable housing market are contributing to greater • optimism among the bank's retail and corporate customers.
- Moderate demand for loans, stable house prices and continued strong competition for new home mortgage customers are expected.
- SpareBank 1 SR-Bank expects to make loan loss provisions at NOK 400 500 million in 2018.
- Solid earnings from a robust business model and capital optimisation means SpareBank 1 SR-Bank is well positioned to maintain a solid capital base, while ensuring good competitiveness and normalised dividends.
- An offensive approach for the future including investing in new technology, geographic expansion and focus on accounting services and consulting.



# We are taking important new steps to increase our strength – geographically

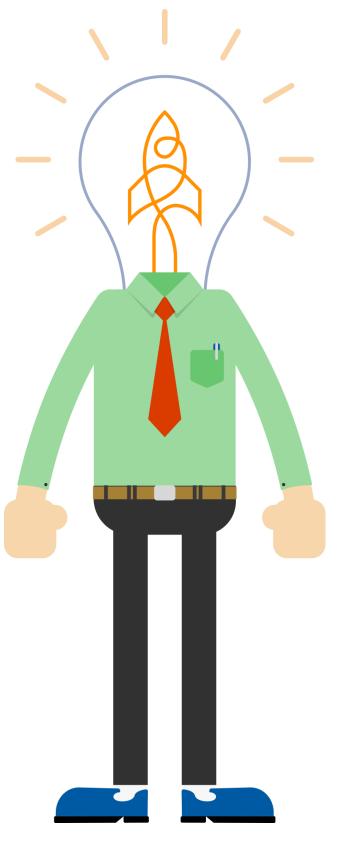
- In March, we opened a branch in Oslo. A manager and three advisers are now in place. Within the year, we will have an organisation of around 10 full-time equivalents who will handle both new corporate customers and retail customers.
- The new branch in Oslo will raise our profile in the Norwegian market and we will increasingly compete with the largest Nordic banks going forward.
- Our overall market has expanded significantly given that we are now represented in a market of around 2.8 million people.
- Our goals are to both become stronger and take the position that is legitimately ours: **"The second largest Norwegian bank".**





# We are taking important new steps to increase our strength – technologically

- A fully automated financing process was launched for SME customers in March. Credit and loans are granted and paid out in the space of just a few hours. This means a significantly better service for customers and big future efficiency gains for us.
- First in Norway with an open banking platform, between the various SpareBank 1 banks. New agreements are currently being negotiated. We are adapting to both customer needs and the upcoming PSD 2 Directive.
- FinStart Nordic is now operative. A manager was hired in February and a further two employees are now in place. The "start-up factory" will soon number eight people based in Oslo. Several ideas are already being explored and developed, and a significant deal flow has been built up.







## APPENDIX

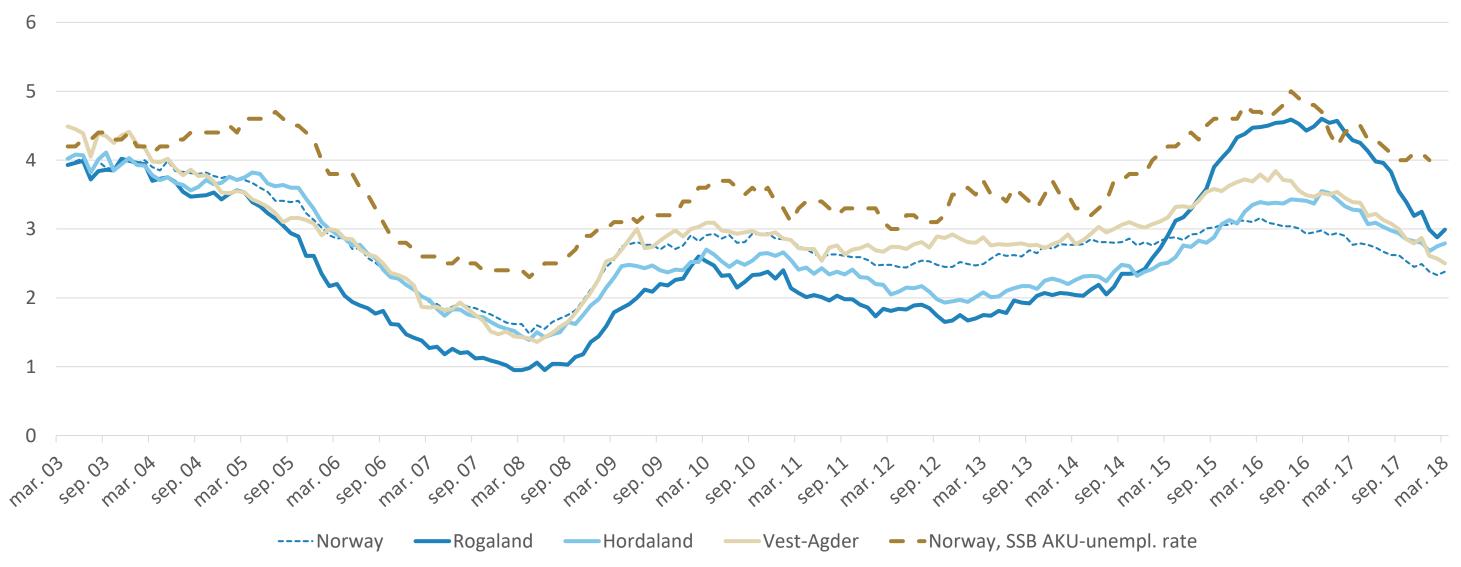
- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



#### Lower unemployment rate

Marked reduction in Rogaland in 2017 and the trend has continued in 2018

Norwegian unemployment rate, %, registered (NAV), seasonal adj., monthly



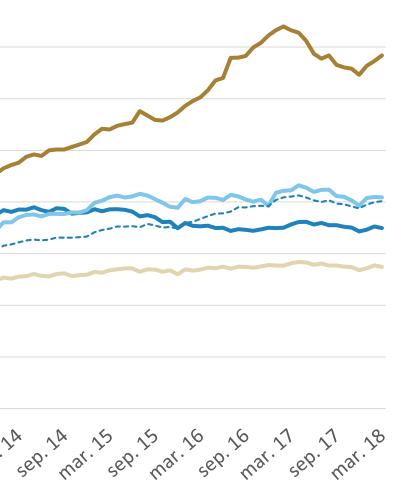


### Housing prices in Norway approx. unchanged last 12 months

Prices in Oslo have turned from down to the upturn in recent months

80.000 70.000 60.000 50.000 40.000 30.000 20.000 10.000 0 sep.06 mar.09 5ep. 09 mar.10 sep. 10 mar.03 mar.06 mar.08 sep. 08 mar.11 sep. 11 mar.12 sep. 22 sep. 13 mar.1A mar. 0A sep. 0A mar.05 sep. Or mar.07 sep.01 mar.13 2,209.03 ----- Kristansand ----- Norway -Stavanger region Bergen

House prices. NOK per sqm. Average all homes. Monthly

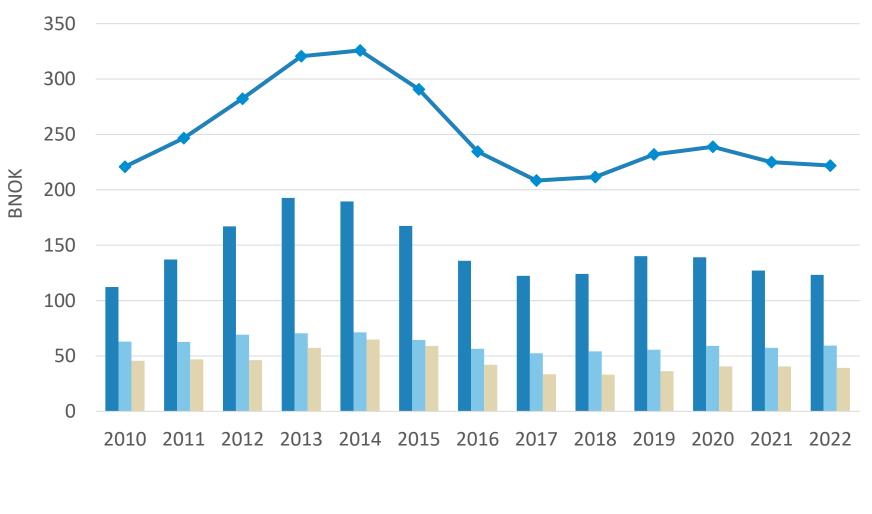




#### Petroleum activity slowed down in 2017 and is expected to increase coming years

Activity down 35% from top to bottom, but is expected to increase by 15% towards 2020

- After reaching record levels in 2013 and 2014, petroleum activity fell in 2015 and 2016. The activity leveled out in 2017, and is expected to increase slightly in 2018 and more in 2019.
- Investments fell about 35% from top to bottom. In 2018, near-flat development is expected and in 2019 an increase of 15% is expected, according to Norwegian Petroleum Directorate. However, recent information from Statistics Norway may indicate somewhat higher growth (5-10%) in investments in 2018.
- The operating costs, which are important for the activity in the region, are more stable. These were reduced by about 25% from top to bottom and are expected to increase by 13% towards 2020.



Operating costs

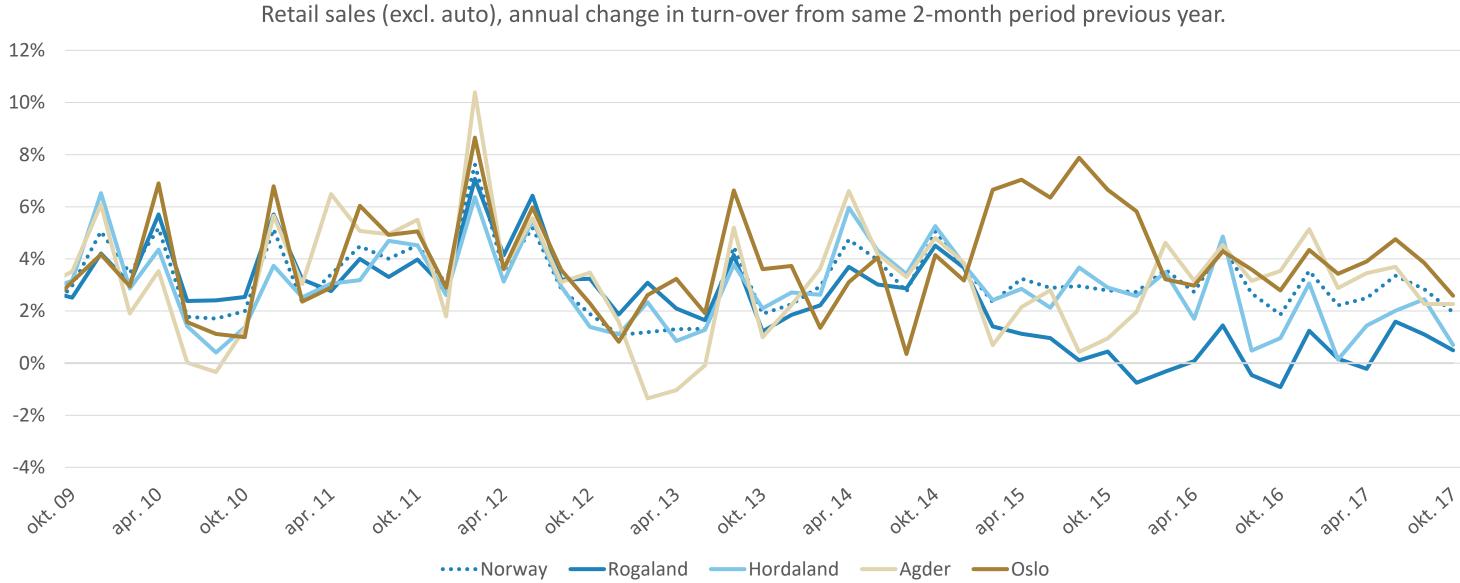
Petroleum activity on Norwegian Continental Shelf. BNOK (2018 NOK). Source: NPD

Investments



### **Retail trade increasing in Norway by 2-4%**

Growth in Rogaland, but somewhat lower than other counties and the country







## APPENDIX

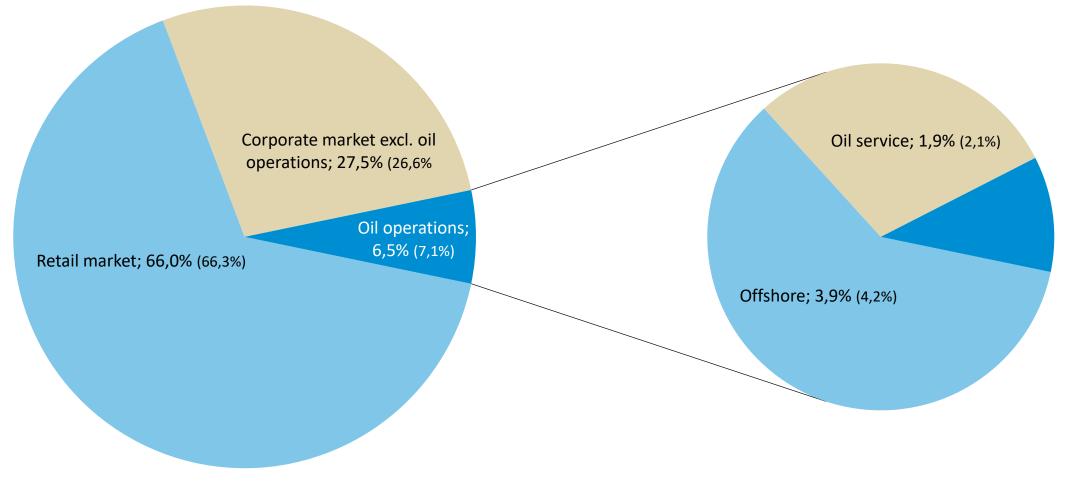
- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



## **SpareBank 1 SR-Bank has a well diversified portfolio**

6.5% (7.1%) of total EAD is related to oil operations

SpareBank 1 SR-Bank\* has total BNOK 211.2 (209.3) EAD per 31.03.2018 BNOK 13.7 (14.8) EAD is related to oil operations



EAD: Exposure at default Figures as at 31.03.2018 . Figures in parentheses as at 31.12.2017

\*Include portfolio in covered bond company (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).

Exploration and production companies; 0,7% (0,8%)



## **Oil services - total NOK 4.0 billion**

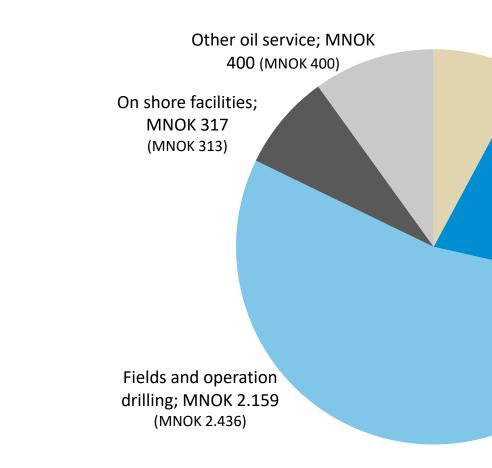
(NOK 4.3 billion as at 31.12.2017)

- Exploration and concept studies
  - EAD NOK 0.3 billion
  - Average weighted probability of default 2.7%
- Field development and start-up drilling ۲
  - EAD NOK 0.8 billion
  - Average weighted probability of default 3.2%
- Operational fields and operational drilling ۲
  - EAD NOK 2.2 billion
  - Average weighted probability of default 5.9%
- On shore facilities
  - EAD NOK 0.3 billion
  - Average weighted probability of default 4.5%
- Other oil services ٠

35

- EAD NOK 0.4 billion

- **Oil** services
  - EAD NOK 4.0 billion, 1.9% of the bank's total EAD
  - Average weighted probability of default for the oil services portfolio is 4.8%



- Funding of operating capital through current and fixed assets, as well as guarantees

Exploration and concept studies; MNOK 315 (MNOK 305)

> Field development and startup drilling; MNOK 834 (MNOK 850)



#### **Oil and gas - total NOK 1.5 billion** (NOK 1.7 billion as at 31.12.2017)

- **Exploration financing** ۲
  - EAD NOK 0.2 billion
  - Average weighted probability of default 1.2%
  - Secured by a tax refund from the Norwegian State. No direct oil price risk
- Reserve based lending (RBL)
  - EAD NOK 1.3 billion
  - Average weighted probability of default 1.4%
  - 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 1.5 billion, 0.7% of the bank's total EAD
- Average weighted probability of default for the oil and gas portfolio is 1.4%

Reserve Based Financing; MNOK 1.300 (MNOK 1.601)

- Exposure primarily to companies with activities on the Norwegian continental shelf

Exploration financing; MNOK 186 (MNOK 146)



# **Offshore - total NOK 8.2 billion**

(NOK 8.7 billion as at 31.12.2017)

- Offshore Service Vessels
  - EAD NOK 5.7 billion, average weighted probability of default is 3.1%, weighted average age is 8.7 years, average weighted contract coverage for 2018 and 2019 of 57% and 29% respectively, average weighted LTV 97%, 82 vessels

Rig •

- EAD NOK 1.7 billion, average weighted probability of default is 3.4%, weighted average age is 7.9 years, average weighted contract coverage for 2018 and 2019 of 71% and 52%, average weighted LTV 77%, 18 rigs
- Seismic vessels
  - EAD NOK 0.8 billion, average weighted probability 0.9%, weighted average age is 13.4 years, average weighted contract coverage for 2018 and 2019 of 64% and 64% respectively, average weighted LTV 97%, 7 vessels
  - Applies to ship financing, not seismic equipment

### Offshore

- EAD NOK 8.2 billion, 3.9% of the bank's total EAD
- Average weighted probability of default for the offshore portfolio is 2.9%
- and integrated organisation

Offshore Service Vessels: MNOK 5.692 (MNOK 6.315)

- Exposure primarily to industrial-oriented shipping companies with strong ownership

Rig; MNOK 1.691 (MNOK 1.536)

> Seismic; MNOK 797 (MNOK 898)

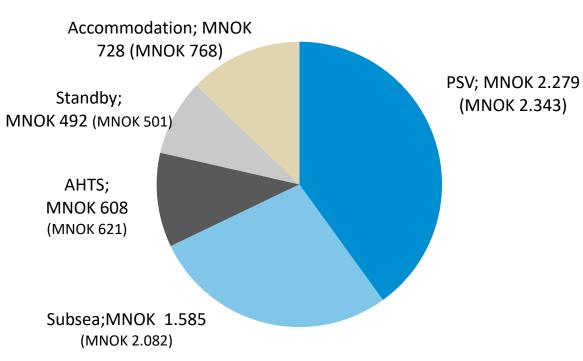


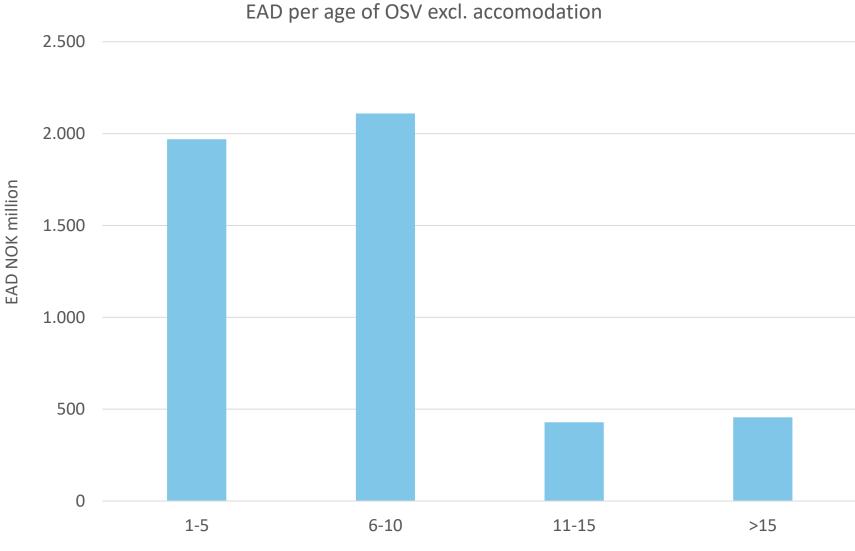
## **Offshore Service Vessels – total NOK 5.7 billion**

(NOK 6.3 billion as at 31.12.2017)

### **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, ۲ only a small number of financially oriented owners





Year

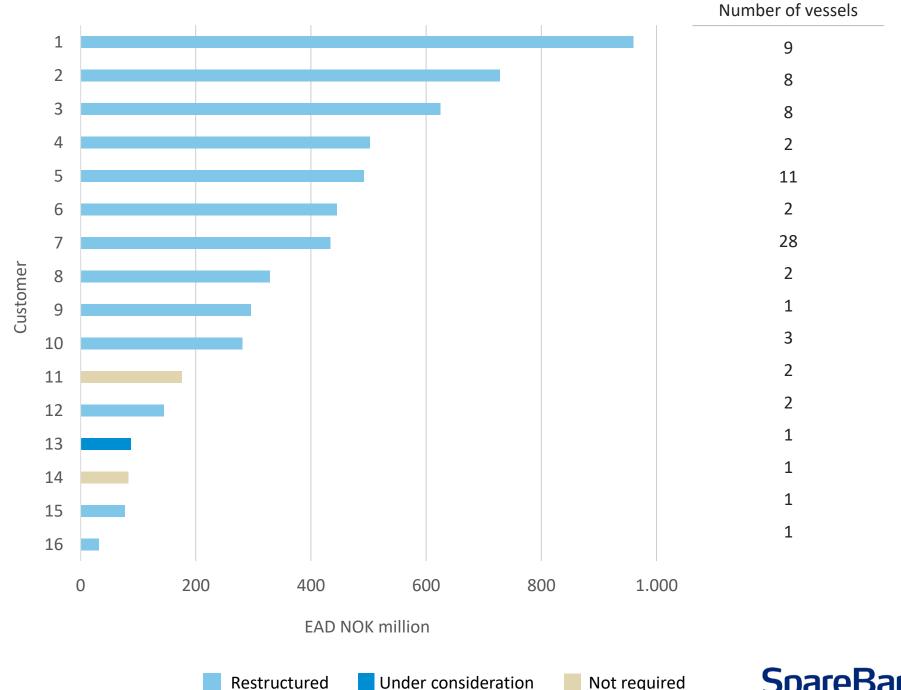
Figures as at 31.03.2018. Figures in parentheses as at 31.12.2017.



EAD: Exposure at default

### **Offshore Service Vessels – largest customer group**

- Well diversified portfolio. One commitment of NOK 1.0 billion, rest of NOK 750 or lower.
- Total EAD for the portfolio is NOK 5.7 billion of ٠ which;
  - NOK 5.3 billion consists of 13 restructured commitments
  - NOK 0.1 billion consists of 1 commitment under ٠ consideration
  - NOK 0.3 billion consists of 2 commitments where it is ٠ not required
  - Financing of 82 vessels, all with 1. priority pledge





Not required

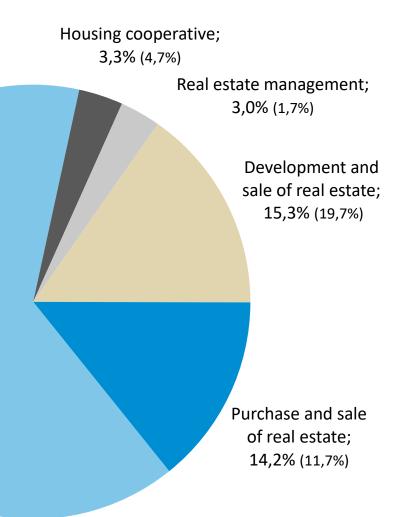
## Lending to commercial property

Lending to commercial property

- NOK 27.7 billion, 14.6% of the bank's total loans.
- The portfolio is characterised by lending to commercial properties for leasing with long-term contracts and financially solid tenants. The vacancy rate is limited. Interest rates for a significant portion of this portfolio have been hedged.

Letting of real estate; 64,2% (62,2%)

40







# APPENDIX

- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



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
  - The bank's primary market areas for credit exposure are Rogaland, the Agder counties and Hordaland as well as Oslo and Akershus within the person- and the large customer segment
- 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 oilrelated activities) are handled by centralised expertise







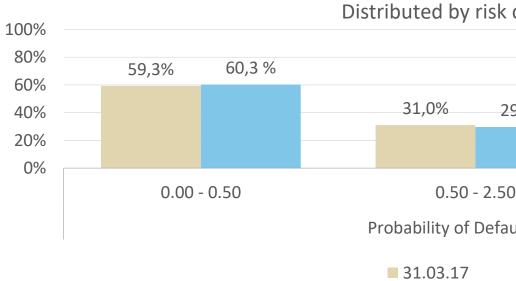
- The bank sets specific limits for the size of commitments as well as requirements concerning industry diversification
  - The maximum total exposure to an individual customer must be significantly lower than the regulatory requirements
  - The maximum unsecured exposure to an individual customer must 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

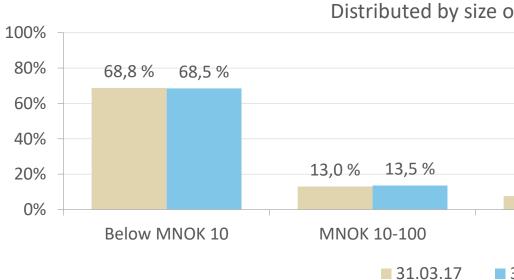




### **Risk profile of the loan portfolio**

- SpareBank 1 SR-Bank has a solid loan portfolio.
- 60.3% of the bank's loan exposure has a PD\* below 0.5%.
- Single loan exposures less than NOK 10 million aggregates 68.5% of total loan portfolio.
- Single loan exposures above NOK 250 million is 10.3% of total loan portfolio.





\*Probability of default (PD) through a full cycle of loss.

The figures include the loan portfolio in the covered bond companies (SpareBank 1

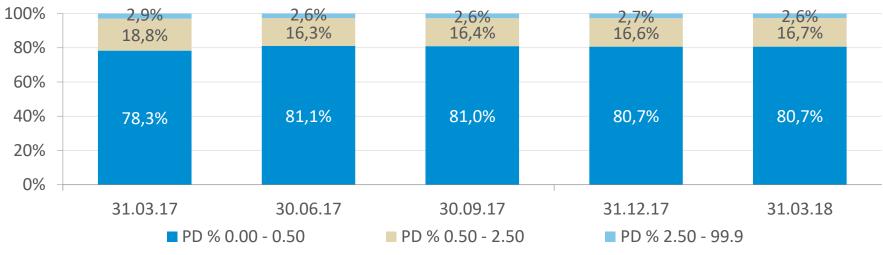
Næringskreditt AS, SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).

class							
9,6 %							
		9,79	%	1(	),1 %		
)			2.50 -	99.9	)		
ult (PD) %							
■ 31.03.	18						
of loan							
7,6 %	7,7 %		10,6	%	10,3 %		
MNOK 1	.00-250	 	Above	e Mi	NOK 250		
31.03.18							
				S	parel	Bai	nk

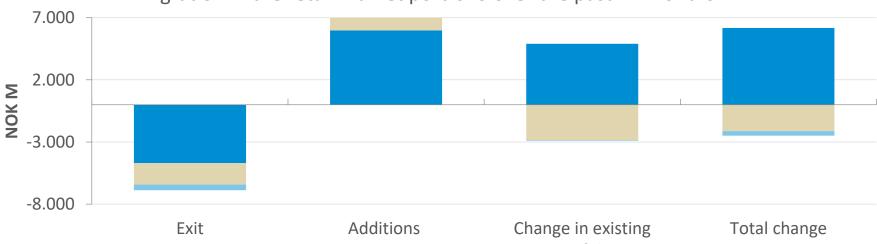
SR-BA

### **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 % is • 80.7 % of the total retail portfolio.
- The low risk profile is achieved through prudent costumer 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.



### Retail market portfolio distributed by risk class



\*Probability of default (PD) through a full cycle of loss. *The figures include the loan portfolio in the covered bond companies* (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).

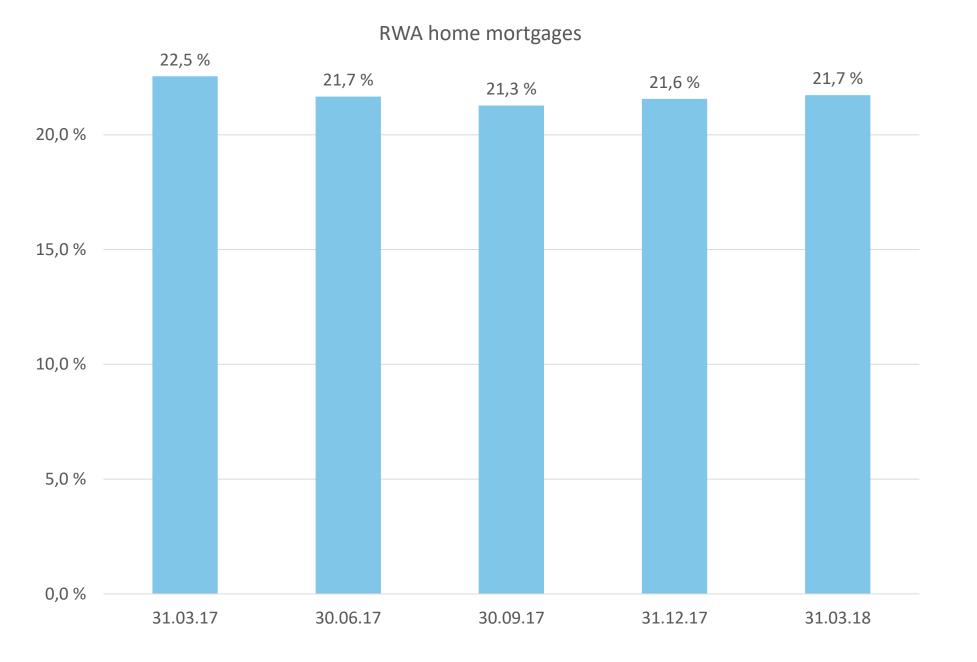
### Migration in the retail market portfolio over the past 12 months

portfolio



## **RWA home mortgages**

• RWA on home mortgages reflects a solid and stable portfolio.



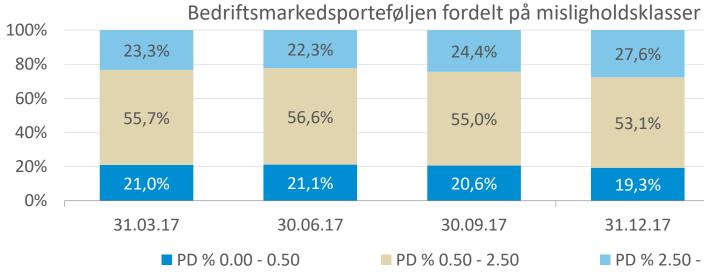
Home mortgages as defined in the Norwegian IRB framework; residential property must make up at least 30 % of a loan's security.

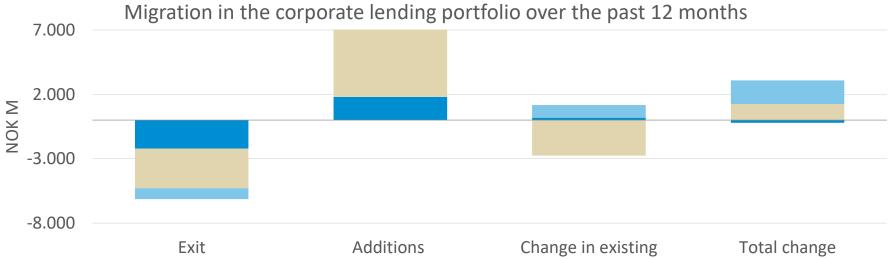
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).



## **Risk profile – Corporate lending**

- The quality of the corporate market portfolio is • good. There is a clearly defined framework that sets limit on what is funded and conditions for particular funding purposes. This ensures a robust portfolio.
- The share of costumers with PD\* below 0.5 % is • at 19.8 %.





\*Probability of default (PD) through a full cycle of loss.

The figures include the loan portfolio in the covered bond companies (SpareBank 1 Næringskreditt AS).

%		27,6%		25,0%	
%		53,1%		55,2%	
%		19,3%		19,8%	
17	I	31.12.17		31.03.18	
2.50		PD % 2.50 - 99.9			

portfolio





# APPENDIX

- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



### **SpareBank 1 SR-Bank ASA**

<b>Divisions of</b>				
SpareBank 1 SR-Bank ASA				

**Capital Markets** Number of man-years: 26

**Retail Market** Number of man-years: 441

**Corporate Market** Number of man-years: 156

Administration & Support Number of man-years: 271

50

### **Fully owned companies**

**EiendomsMegler 1** Leading real estate broker Number of man-years: 202

SpareBank 1 SR-Forvaltning

Number of man-years: 12

Accounting and advisory

Number of man-years: 90

SpareBank 1 Regnskapshuset

Asset management

SR

**SR-Boligkreditt** Covered Bond Funding Number of man-years: 1

**FinStart Nordic** The company will be a start-up factory for new ideas Number of man-years: 2

**BN Bank** (23.5%) Commercial bank loca Oslo and Trondheim

SpareBank 1 Boligkree (8.0%) Covered bond compar (mortgages)

SpareBank 1 Kredittko (17.9%) Credit card company I in Trondheim

### **Partly owned companies**

<b>SpareBank 1 Gruppen</b> (19.5%) Holding company for the SpareBank 1 - Alliance
SpareBank 1 Næringskreditt (19.2%) Covered bond company (commercial real estate)
SpareBank 1 Betaling* (19.7%) The company behind mobile payment solution *Owner 25% in VIPPS AS



## SpareBank 1 Alliansen

SpareBank 1 SR-Bank 19.5%	<b>SpareBank 1 SMN</b> 19.5%	SpareBank 1 Nord Norge 19.5%	<b>San</b> 19.5	nspar %	SpareBank 1 Østlandet 12.4%	<b>LO</b> 9.6%
Products, commissions, dividends ↑ ↓ Sales, Ioan portfolios, capital						
Com	panies directly owned by S	R-Bank			SpareBank 1 Gruppen A	S
<b>BN Bank</b> (23.5%)	SpareBank 1 Betaling (19.7%)	<b>SpareBank 1 Kredittkort</b> (17.9%)		SpareBank 1 Insurance (100%)	SpareBank 1 Nonlife insurance (100%)	ODIN Asset Management (100%)
SpareBank 1 Boligkreditt (8.0%)	SpareBank 1 Næringskreditt (19.2%)			<b>Conecto</b> (100%)	SpareBank 1 Gruppen Finans (100%)	SpareBank 1 Medlemskort (51%)
					Banking Cooperation	

### **Owners of the alliance**

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



### **Our vision: the customer's first choice**

### Objectives

- SpareBank 1 SR-Bank's objectives are to stimulate growth and development
- To provide a sustainable contribution to the wealth creation process 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 ٠ competitors by understanding the people, companies and markets 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.

- (2020) target is a minimum of 12%.
- benchmark

- Portfolio quality ۲
- •
- Risk pricing •
- Portfolio management •
- effectiveness
- Capital efficiency ٠
- Diversified funding platform ٠

### **Financial goals**

Return on equity of 11% after tax in 2018. The longer term

Top 50% return on equity and cost/income in a Nordic

Strategic focus

Managed and selective growth, greater product mix

Innovation, digitalisation and continuous streamlining - cost



## **Balance sheet**

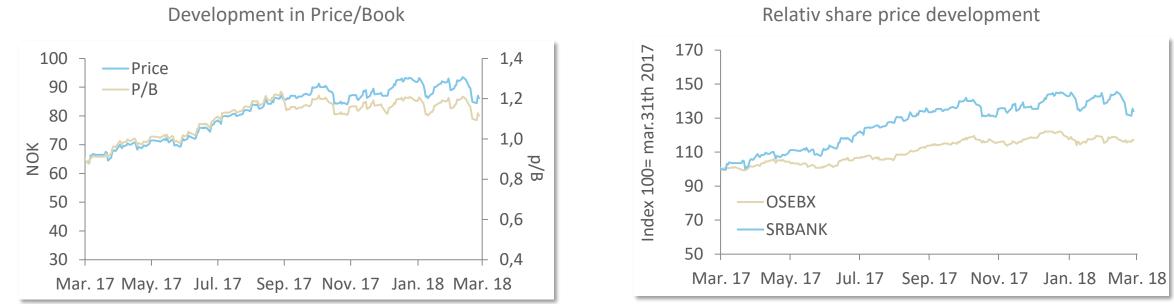
### Balance sheet (MNOK) Cash and balances with central banks Balances with credit institutions Net loans to customers Certificates, bonds and other fixed-income securities Financial derivatives Shares, ownership stakes and other securities Business available for sale Investment in associates Other Total assets Balances with credit institutions Deposits from customers Listed debt securities Financial derivatives Other liabilities Additional Tier 1 and Tier 2 capital instruments **Total liabilities Total equity** Total liabilites and equity

31.03.2018	31.03.2017
217	965
5.060	7.148
173.008	158.628
28.876	22.078
3.870	4.329
738	623
0	22
4.026	4.537
1.575	1.852
217.370	200.182
2.351	2.847
99.626	93.125
87.860	77.946
2.216	2.623
1.751	2.338
3.166	2.671
196.970	181.550
20.400	18.632
217.370	200.182

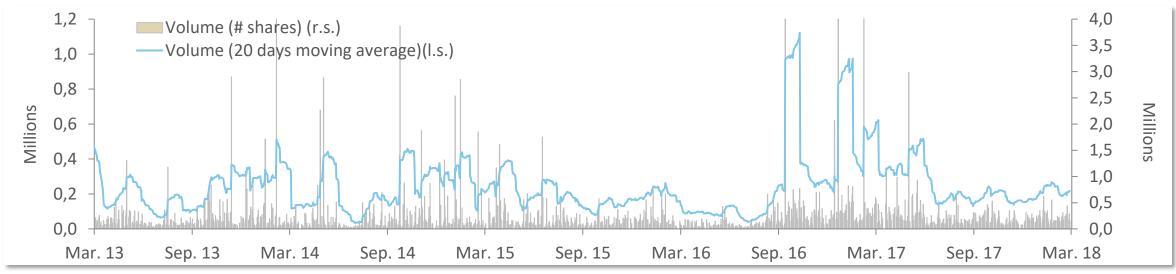


### **SRBANK** share

- International ownership is ٠ 23.8 % per 1. quarter 2018.
- Total market value at 1. ٠ quarter 2018 is NOK 22.0 billion.



Trading volume development





## **20 largest shareholders as at March 2018**

٠	Ownership interests:	Investor	
•	<ul> <li>From Rogaland, Agder-counties and Hordaland: 44.6% (46.7%)</li> <li>International: 23.8% (22.5%)</li> <li>10 largest: 49.6% (45.4%)</li> <li>20 largest: 57.1% (53.1%)</li> <li>Number of shareholders 31.03.2018: 11 030 (10 726)</li> </ul>	Sparebankstiftelsen SR-Bank Folketrygdfondet State Street Bank and Trust Co, U.S.A. SpareBank 1-stiftinga Kvinnherad Vpf Nordea Norge Verdi Danske Invest Norske Instit. II Verdipapirfondet DNB Norge (IV)	Nominee
		Odin Norge JPMorgan Chase Bank N.A., UK	Nominee
•	Employees owning 1.6% (1.7%)	Clipper AS	
		State Street Bank and Trust Co, U.S.A. Pareto Aksje Norge	Nominee
		KAS Bank NV, Nederland Danske Invest Norske Aksjer Inst.	Nominee
		JPMorgan Chase Bank N.A., U.S.A.	Nominee
		JPMorgan Chase Bank N.A., UK	Nominee
		KLP Aksjenorge Indeks Westco AS	
		Pareto AS	
		Vpf Nordea Norge Avkastning	
		Тор 5	
		Top 10	

Number	Stake
72.419.305	28,3%
17.062.715	6,7%
9.087.253	3,6%
6.226.583	2,4%
5.957.547	2,3%
3.651.038	1,4%
3.616.570	1,4%
3.406.393	1,3%
2.879.747	1,1%
2.565.000	1,0%
2.374.774	0,9%
2.239.697	0,9%
2.029.488	0,8%
2.006.094	0,8%
1.941.725	0,8%
1.867.943	0,7%
1.670.425	0,7%
1.662.987	0,7%
1.640.867	0,6%
1.634.120	0,6%
110.753.403	43,3%
126.872.151	49,6%
145.940.271	57,1%



## SR-Bank pr 31.03.2018

	31.03.2018	2017	2016	
Share price	86,20	87,00	60,75	
Stock value (MNOK)	22.046	22.250	15.537	
Book value per share, NOK (group)	79,24	77,24	71,54	
Earnings per share	2,03	8,16	6,87	
Dividend per share	n.a	4,25	2,25	
P/E	10,62	10,66	8,84	
P/BV (group)	1,09	1,13	0,85	

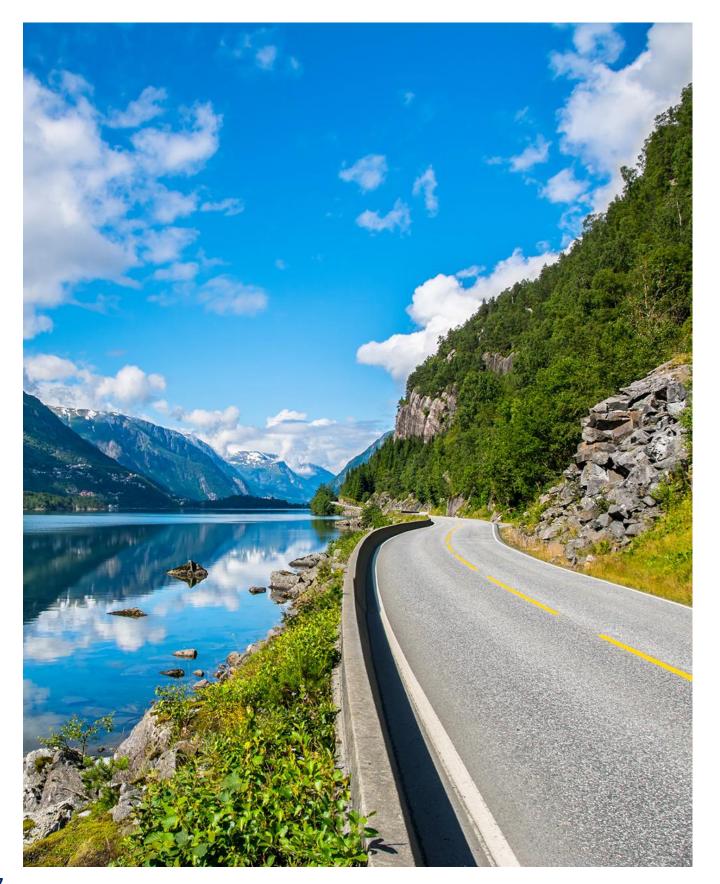
Number of shares issued 255.8 million

Trading volume in Q1 2018: 5.3 % (15.1 %)

On 1 June 2017, the SR-Bank share was included in the Oslo Stock Exchange's main index

2015	2014	2013
39,30	52,50	60,25
10.051	13.427	15.409
66,14	60,28	55,00
6,83	8,20	7,28
1,50	2,00	1,60
5,75	6,40	8,28
0,59	0,87	1,10





### **Contact Details**

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