



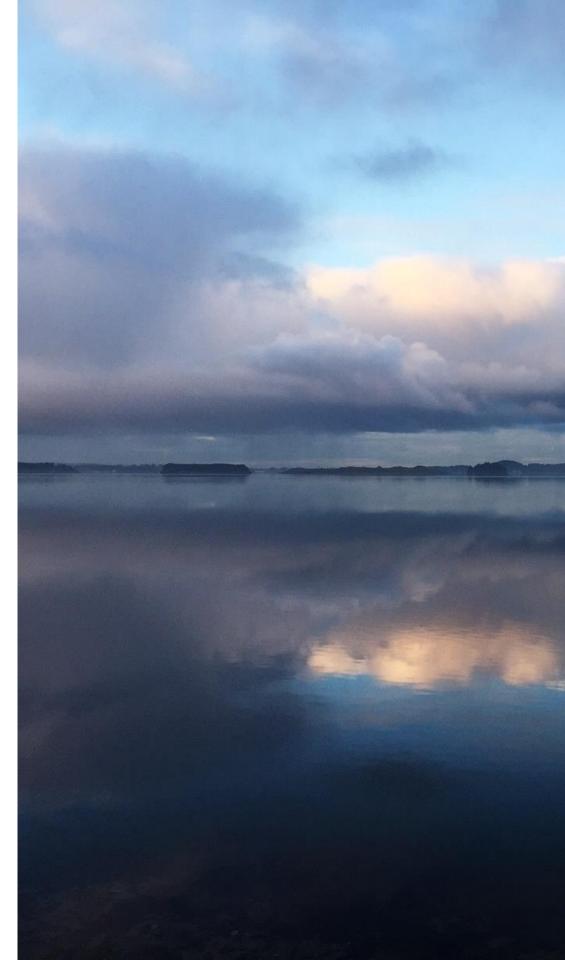
#### Disclaimer

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

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#### Rogaland

Population	475.000
Market share	35%
Year of establishment	1839
Market strategy	Market leader
Unemployment rate	2.6%

#### Hordaland

Population	524.000
Market share	6%
Year of establishment	2006
Market strategy	Growth
Unemployment rate	2.6%

#### Agder

Population	304.000
Market share	8%
Year of establishment	2002
Market strategy	Growth
Unemployment rate	2.4%





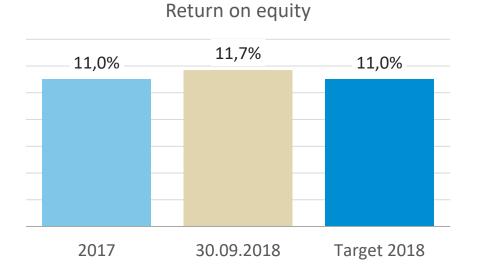


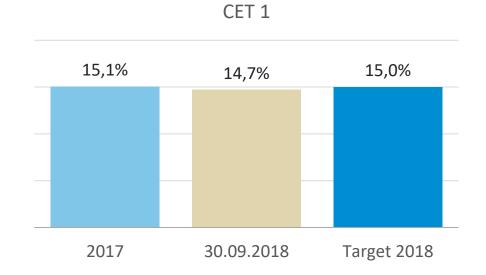
# A strong result marked by good operations, increased activity and lower losses

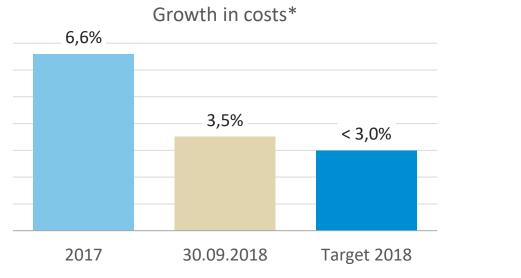
- Pre-tax profit for the quarter is NOK 794 million compared to NOK 750 million last year
  - Return on equity after tax 12.6%
- Pre-tax profit year-to-date is NOK 2.216 million compared to NOK 1.910 million last year
  - Return on equity after tax 11.7%
- Impairment losses on loans is NOK 232 million compared to NOK 423 million last year
  - 0.16% of gross lending including covered bond companies as at 30 September 2018
- 12 months lending growth of 6.1%
  - Risk-weighted assets (RWA) is increased by 6.1% the last 12 months
- 12 months deposits growth of 1.7%
- 12 months costs growth of 3.5%
  - Growth in costs last 12 months of NOK 56 million due to increased activity in several areas
- Common equity tier 1 capital ratio is 14.7% compared to 14.8% last year

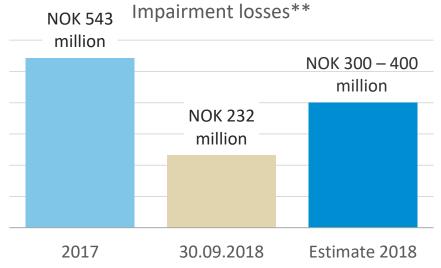


#### **Financial targets and estimates for 2018**





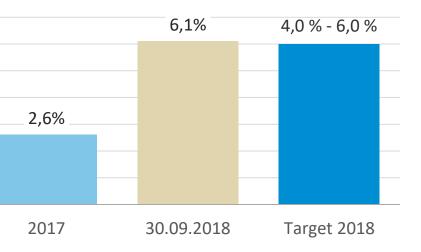




\*Nominal cost growth

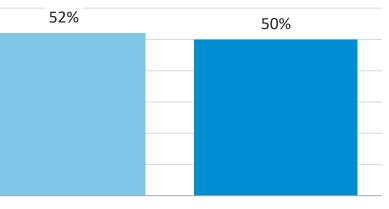
\*\*Estimate of impairment losses in 2018 are adjusted from MNOK 400 - 500 to MNOK 300 - 400 per 30.06.2018.

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Growth in loans





2017

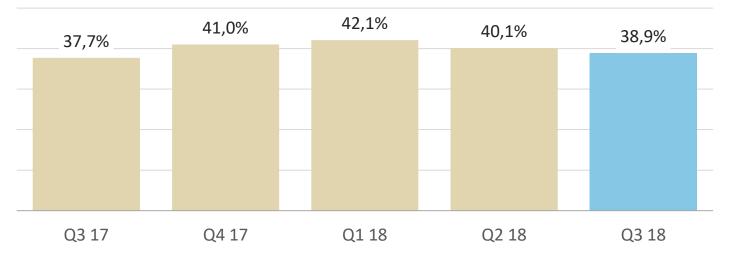
Estimate 2018

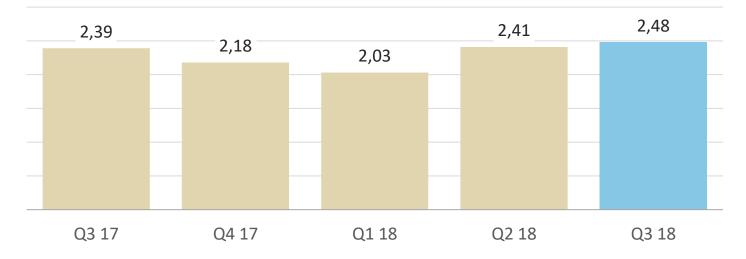


#### **Key figures – quarterly development**









#### Earnings per share



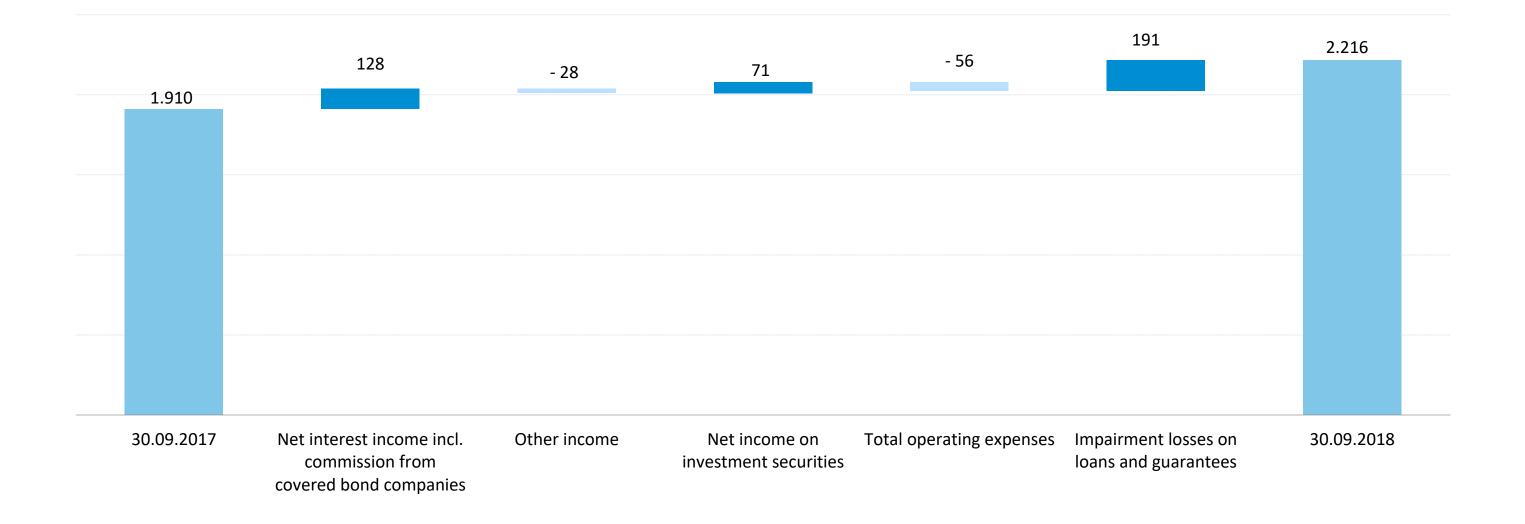
#### **Income statement**

Group Income Statement (MNOK)	30.09.2018	30.09.2017	Q3 18	Q2 18
Net interest income	2.513	2.343	871	842
Net commission and other income	1.087	1.157	349	370
Net income on investment securities	501	430	175	213
Total income	4.101	3.930	1.395	1.425
Total operating expenses	1.653	1.597	542	572
Operating profit before losses	2.448	2.333	853	853
Impairment losses on loans and guarantees	232	423	59	99
Operating profit before tax	2.216	1.910	794	754
Tax expense	447	383	160	137
Net profit	1.769	1.527	634	617

Q1 18	Q4 17	Q3 17
800	819	820
368	367	386
113	204	198
1.281	1.390	1.404
539	570	530
742	820	874
74	120	124
668	700	750
150	141	140
518	559	610



#### Change in profit 30.09.2017 – 30.09.2018





## **Key figures**

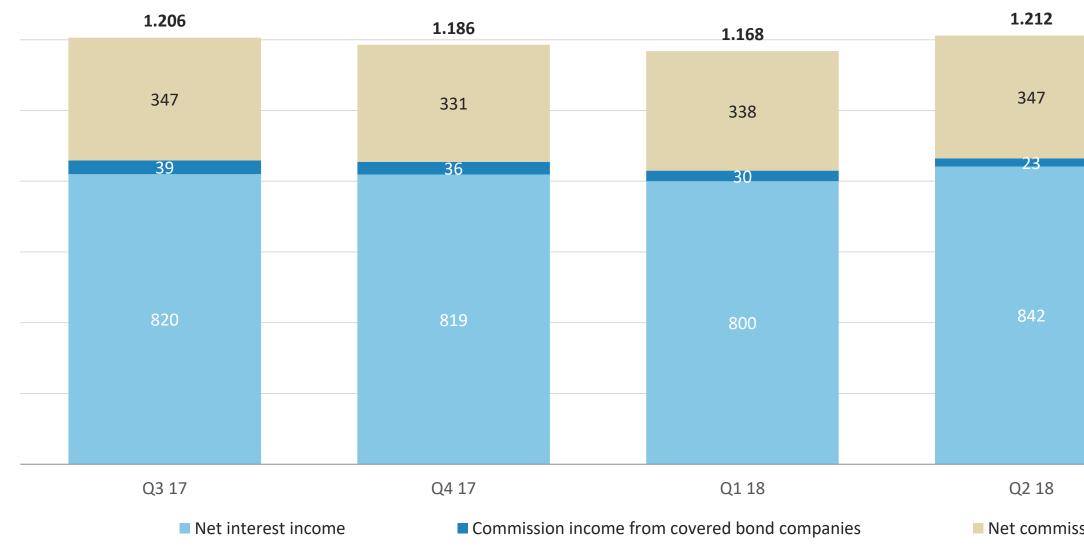
	30.09.2018	30.09.2017	Q3 18	Q2 18
Return on equity after tax (%)	11,7	10,9	12,6	12,3
Net interest margin (%)	1,52	1,53	1,53	1,52
Impairment losses on loans and guarantees in % of gross loans incl. covered bond companies	0,16	0,31	0,12	0,21
Loans in Stage 3 in % of gross loans incl. covered bond companies*	1,30	1,18	1,30	1,40
Cost to Income ratio	40,3	40,6	38,9	40,1
Annual growth in loans to customers, gross incl. covered bond companies (%)	6,1	1,2	6,1	5,0
Annual growth in deposits from customers (%)	1,7	13,0	1,7	6,1
Total assets (BNOK)	226,0	215,3	226,0	224,0
Portfolio of loans in covered bond companies (BNOK)	13,4	18,0	13,4	14,6
Risk weighted assets (BNOK)	129,2	121,8	129,2	126,8
Liquidity Coverage Ratio (LCR) (%)	151	212	151	157
Earnings per share (NOK)	6,92	5,98	2,48	2,41
Book value per share (NOK)	80,02	75,07	80,02	77,28

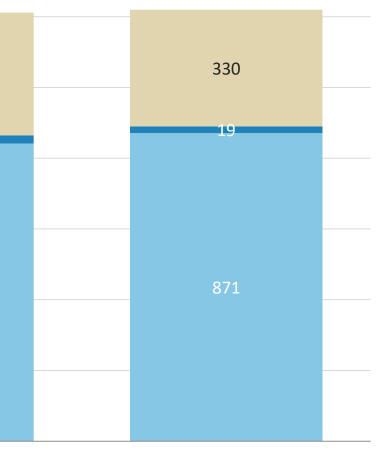
\*IFRS 9 has replaced IAS 39 as of 1 January 2018. Figures before 1 January 2018 is total non-performing and impaired loans according to IAS 39 in % of gross loans incl. covered bond companies. Loans in Stage 3 are loans with a significant increase in credit risk since being granted and have objective evidence of a loss on the balance sheet date.

Q1 18	Q4 17	Q3 17
10,3	11,4	12,9
1,50	1,50	1,54
0,16	0,26	0,27
0,95	1,13	1,18
42,1	41,0	37,7
3,1	2,6	1,2
7,0	11,0	13,0
217,4	216,6	215,3
14,6	14,6	18,0
122,8	120,2	121,8
177	168	212
2,03	2,18	2,39
79,24	77,24	75,07



#### **Consolidated income profile**





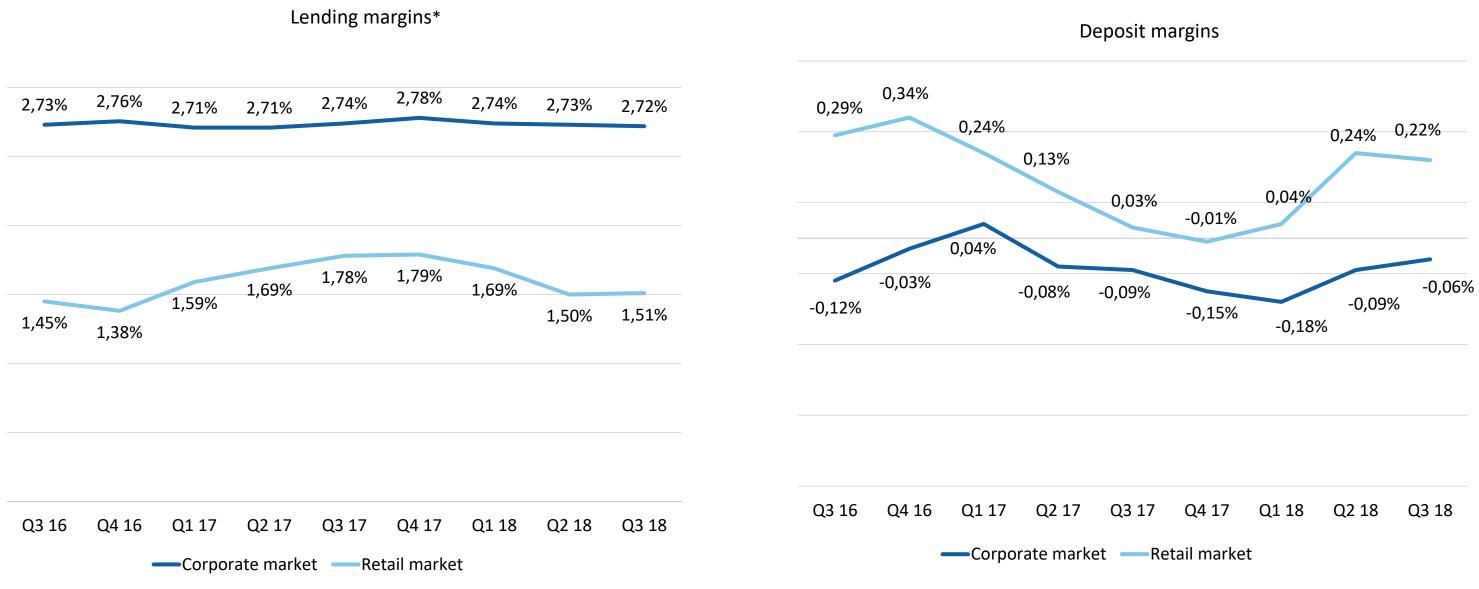
1.220



Net commission and other income



#### 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

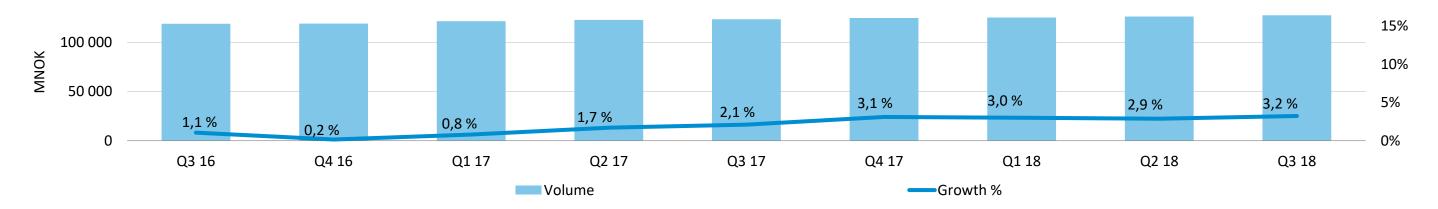


#### Lending volume and 12 months growth



Corporate Market (incl. Capital Markets)

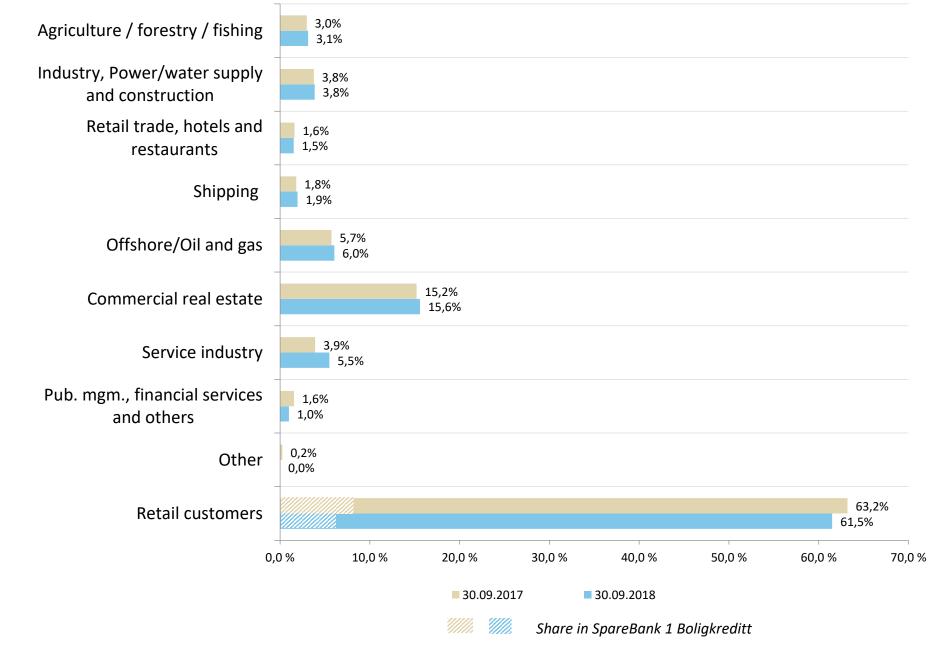






#### Loan portfolio as at 30.09.2018

- Gross loans (incl. covered bond companies) as at 30 September 2018 amount to NOK 196.4 billion compared with NOK 185.2 billion at the same time the year before.
- 12-month growth in loans of 6.1%.
- Loans to retail customers (incl. covered bond company) account for 61.5% of total loans, of which 6.8%-points is in SpareBank 1 Boligkreditt.



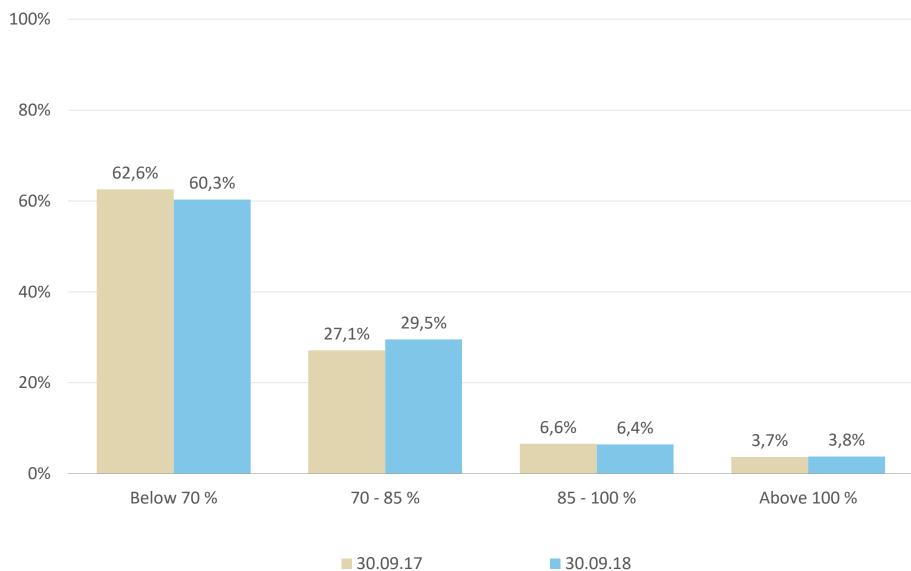
Loans before individual write-downs, nominal amounts.

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.
  - 89.8% of the exposure is within 85% of the assessed value of collateral.



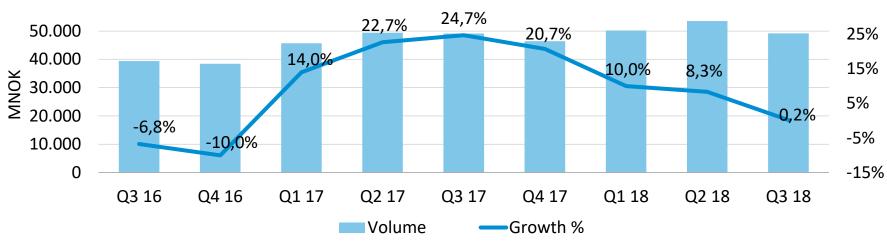
In a total-distributed loan to value ratio, the entire loan is allocated to one and the same interval.

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 1.7 • billion to NOK 100.3 billion.
  - Corresponds to an increase in the period of 1.7%.
  - Reduced growth in 3. quarter 2018 is due to the reduction in Treasury's liquidity portfolio.
- Increased deposit growth in the corporate market • (incl. capital market) in 2017 is due to larger deposits from public sector.
  - Deposit growth is 2.0% at 3. quarter 2018 excl. deposits from public sector.



Corporate Market\*

**Retail Market** 





#### Net commission and other income

MNOK	30.09.2018	30.09.2017	Q3 18	Q2 18
Payment facilities	194	197	72	59
Savings/placements	149	151	49	48
Insurance products	143	156	47	47
Commission income real estate broking	284	295	94	109
Guarantee commission	83	80	29	20
Arrangement- and customer fees	77	65	17	32
Accounting services SpareBank 1 Regnskapshuset SR	75	73	20	28
Other	10	26	2	4
Net commission and other income excl. covered bond companies	1.015	1.043	330	347
Commission income SB1 Boligkreditt and SB1 Næringskreditt	72	114	19	23
Net commission and other income incl. covered bond companies	1.087	1.157	349	370

Q1 18	Q4 17	Q3 17
63	65	71
52	47	51
49	52	52
81	94	90
34	27	29
28	28	28
27	23	18
4	-5	8
338	331	347
30	36	39
368	367	386



#### Net income on investment securities

MNOK	30.09.2018	30.09.2017	Q3 18	Q2 18	Q1 18	Q4 17	Q3 17
Dividends	12	11	0	1	11	0	2
Investment income, associates	253	271	94	102	57	154	127
Securities gains/losses	116	103	42	69	5	24	46
- of which capital change in shares and certificates	152	92	56	90	6	44	57
- of which capital change in certificates and bonds	-192	-82	-70	-50	-72	-70	-41
- of which derivatives; bonds and certificates	156	93	56	29	71	50	30
Currency/interest gains/loans*	120	45	39	41	40	26	23
- of which currency customer- and own-account trading	111	69	21	48	42	35	24
- of which value change basis swap spread	-5	-27	10	-13	-2	-5	-4
- of which counterparty risk derivatives including CVA	1	2	1	0	0	0	1
- of which IFRS-effects	13	1	7	6	0	-4	2
Net income on investment securities	501	430	175	213	113	204	198

\*On 1 January 2018, the group changed its accounting policies for recognising the effects of basis swaps due to the implementation of IFRS 9. The effects of basis swaps related to contracts signed after 1 January 2018 will be recognised through other comprehensive income.



## **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 1.5 million (NOK 1.4 million per 30.09.2017).

30.09.2018	30.09.2017
4.898	5.074
7	23
11	11
25	25
39	10
3	4
283	168
-18	-21
339	209



<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
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%.

30.09.2018	30.09.2017
19,5%	19,5%
189	219
0	-4
8,0%	13,9%
1	-19
19,2%	21,9%
6	11
23,5%	23,5%
50	50
17,9%	17,9%
17	11
19,7%	19,7%
-8	-7
-6	-7
4	17
253	271



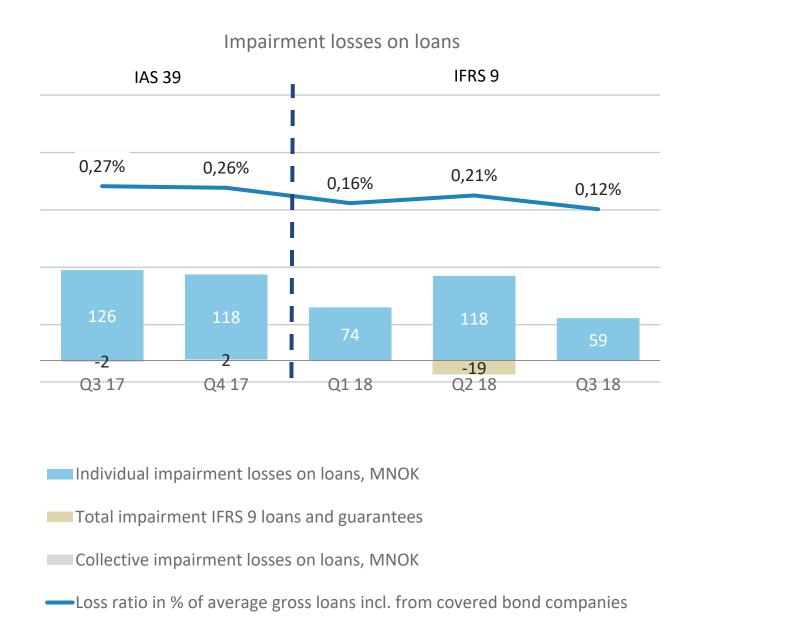
#### **Operating expenses**

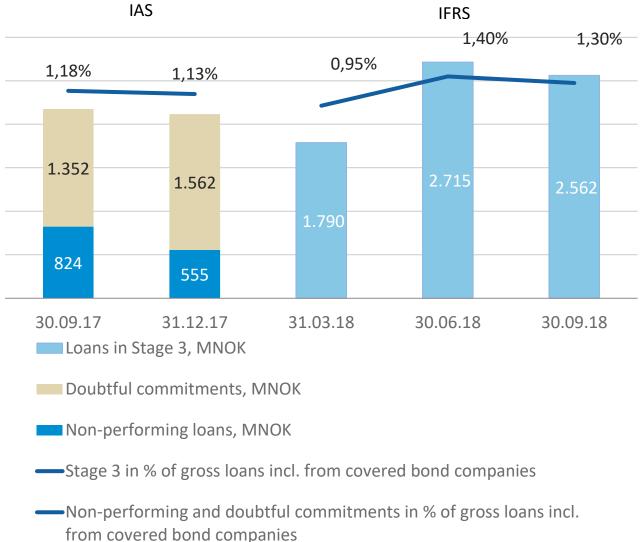
МЛОК	30.09.2018	30.09.2017	Q3 18	Q2 18
Personnel expenses	967	930	322	326
Restructuringcosts	0	0	0	0
Total personnel expenses	967	930	322	326
IT expenses	246	235	80	83
Marketing	62	53	22	24
Other administrative expenses	73	62	24	25
Total administrative expenses	381	350	126	132
Depreciation	62	57	17	27
Operating expenses from real estate	25	26	7	8
Other operating expenses	218	234	70	79
Total other operating expenses	305	317	94	114
Total operating expenses	1.653	1.597	542	572

Q1 18	Q4 17	Q3 17
319	323	312
0	10	0
319	333	312
83	82	74
16	20	16
24	26	21
123	128	111
18	17	21
10	8	7
69	84	79
97	109	107
539	570	530



#### **Impairment losses on loans / Loans defined as Stage 3\***





\*IFRS 9 Financial Instruments replaced IAS 39 from 1 January 2018. 21

Loans in Stage 3 are loans with a significant increase in credit risk since being granted and have objective evidence of a loss on the balance sheet date.

#### Changes in gross loans defined as Stage 3



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

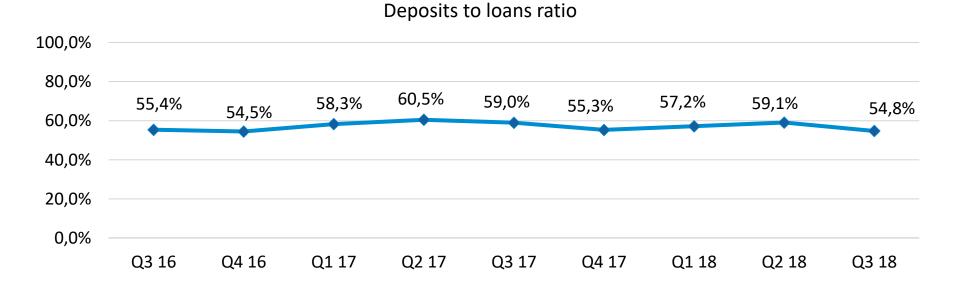
Losses on loans in income statement (MNOK)	30.09.2018	30.09.2017	Q3 18	Q2 18	Q1 18	Q4 17	Q3 17
Corporate customers	228	393	62	100	66	89	116
Retail customers	23	30	-3	18	8	29	10
Total impairment IFRS 9 loans and guarantees*	-19		0	-19	0		
Change in collective impairment losses on loans		0				2	-2
Net impairment losses on loans	232	423	59	99	74	120	124

Impairment losses on loans (MNOK)	30.09.2018	30.09.2017	30.09.2018	30.06.2018	31.03.2018	31.12.2017	30.09.2017
Corporate customers	628	572	628	609	523	546	572
Retail customers	88	69	88	98	92	93	69
Total impairment IFRS 9 loans*	639		639	634	669		
Total impairment IFRS 9 guarantees*	112		112	125	121		
Collective impairment losses on loans		677				691	690
Total impairment losses on loans	1.467	1.318	1.467	1.466	1.405	1.330	1.331

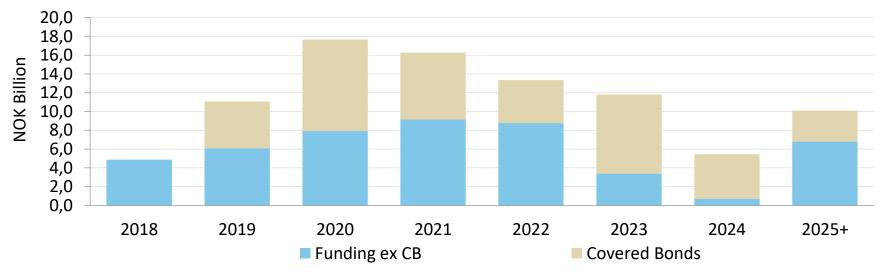


## **Funding**

- Well diversified funding. •
- Net Stable Funding Ratio\* is 120 % on • consolidated basis.
- Good liquidity ٠
  - Net refinancing need over the next 12 months is NOK 9.9 billion.
  - Liquidity buffer is NOK 31.1 billion for normal operation in 23 months with closed markets. In addition to the liquidity buffer, NOK 12.7 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.



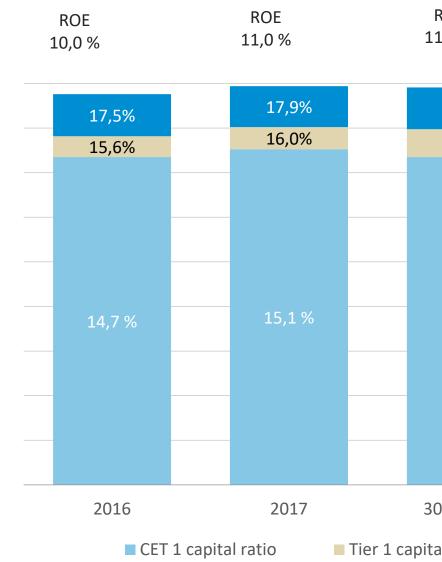


#### **Solid capital ratio**

- SpareBank 1 SR-Bank is compliant with regulatory capital requirements as at 30.09.2018.
- 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 7.7% as at 30.09.2018. SpareBank 1 SR-Bank exceeds the levels being discussed and recommended internationally.



ROE 11,7 %

17,8%	CET 1 15,0 %	
16,0%		
·	1,0 %	Management buffer
	2,0 %	
		Pillar 2
	2,0 %	Counterrouties
		<ul> <li>Countercyclical buffer</li> </ul>
	3,0 %	
14,7 %		Systemic risk buffer
	2,5 %	
		<ul> <li>Capital conservation buffer</li> </ul>
	4,5 %	bullel
		<ul> <li>The regulatory</li> </ul>
30.09.2018	2018	minimum
tal ratio	Capital ratio	requirements
tal ratio	Capital ratio	



#### **MREL – FSA consultation paper**

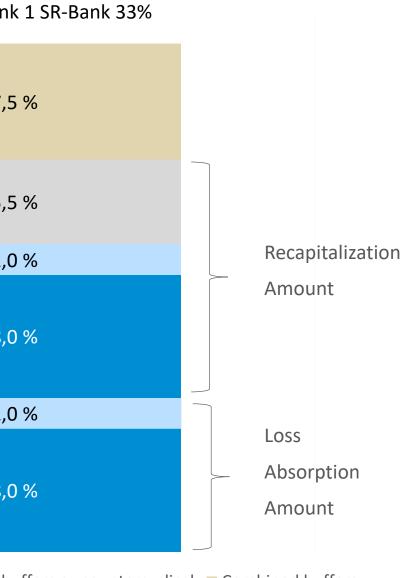
it is uncertain whether the need for bail-inable debt will increase

since this is dependent on the development of the risk weighted

Main features:	MREL SpareBank 1
<ul> <li>New requirements will enter into force 1 January 2019.</li> </ul>	
<ul> <li>Issuers are expected to be fully MREL compliant by 31 December 2022.</li> </ul>	7,5 %
<ul> <li>The FSA will set requirements individually for each bank.</li> </ul>	
<ul> <li>Covered bonds issuers are exempt from MREL, also when the owning bank is consolidating. However, the FSA comments that they</li> </ul>	5,5 %
find this problematic.	2,0 %
Expected outcome for SpareBank 1 SR-Bank:	8,0 %
<ul> <li>Total capital requirement including MREL = (P1 + P2 + Combined buffer requirements) x 2 - Countercyclical buffer x 1.</li> </ul>	2.0.0/
<ul> <li>Calculations on basis of balance numbers per 30 September 2018 indicate a need for approximately NOK 17 billion senior non- preferred debt (approximately 1/3 of outstanding senior debt).</li> </ul>	2,0 %
<ul> <li>Should SpareBank 1 SR-Bank be defined as systemic important the MREL-requirement will increase with 4 percentage points. However</li> </ul>	Pillar 1 Pillar 2 Combined buffe

■ Pillar 1 ■ Pillar 2 ■ Combined buffers ex countercyclical ■ Combined buffers

balance.



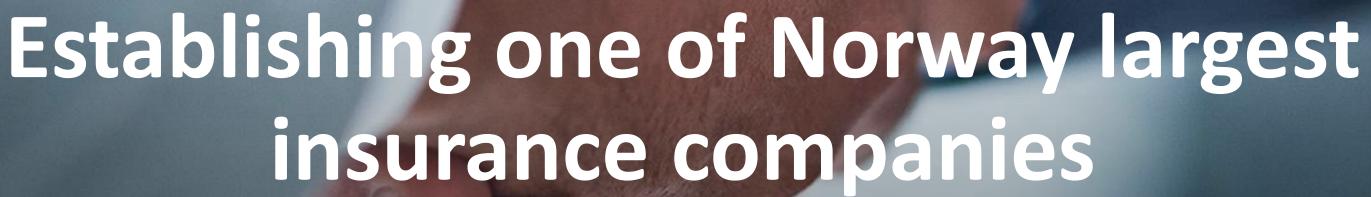


#### **Outlook - The market is expected to grow**

- 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 10% in 2019.
- Declining unemployment in the group's market area combined with an expected stable housing market are contributing to 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 300 400 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 establishment of a separate business area for strategy, innovation and development, investing in new technology, geographic expansion and focus on accounting services and consulting.



# SpareBank D D B





#### DN Dagens Nærinostiv Kjøp DN 🔒 Logg inn

#### **DNB og Sparebank 1 lager** forsikringskjempe

Nytt skadeselskap gir milliarder i kassen for begge parter.

() 1 min Publisert: 24.09.18 - 08.53 Oppdatert: en måned siden



Banktoppene Turid Grotmoll i Sparebanken 1 (til venstre) og Rune Bjerke i DNB signerer avtalen om forsikringsfusjonen som ble varslet i juni, (Foto: Sparebank 1)

Fredrick Chr. Ekeseth 🔘 Følg meg

inanskonsernene DNB og Sparebank 1-gruppen danner en ny forsikringsgigant verdsatt til nær 20 milliarder kroner.

Det skjer ved at DNB Forsikring as fusjonerer med Sparebank 1 Skadeforsikring as, i et bytteforhold på 80 prosent for Sparebank 1-gruppen as og 20 prosent for DNB asa, ifølge en melding mandag.

«Dette bytteforholdet baserer seg på fremforhandlet markedsverdi av de to skadeforsikringsselskapene, inklusive verdien av overførte personrisikoprodukter», heter det.

# A merger that will have a positive effect in 2019

- January 2019
- be around NOK 831 million
- bodies

• The merger is expected to be completed on 1

• The effect on the result or the equity for SpareBank 1 SR-Bank has been calculated to

• Increased common equity tier 1 capital ratio, with a possible dividend payment from SpareBank 1 Gruppen of around 0.4 percentage points – depending on the decision made in the company's governing

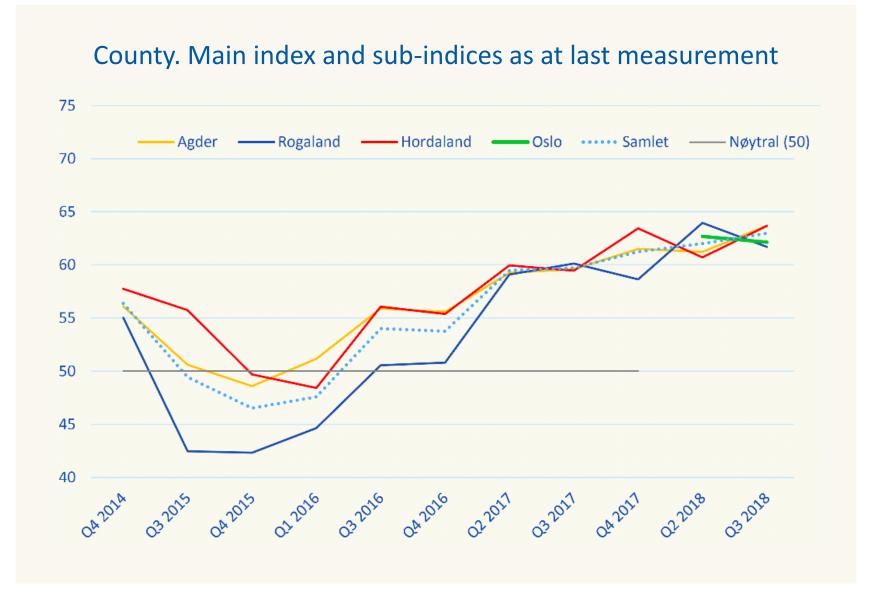


# High expectations for the oil companies



# The majority of companies are optimistic in Southern and Western Norway

- Optimism in all of the counties: Oslo, Hordaland, the Agder counties and Rogaland
- More jobs, lower unemployment and competition for labour
- Significant upswing highest within oil/gas and building/construction
- Strong order reserve and increased investments
- More homes are being sold in Rogaland







## **Proposal from the Financial Supervisory Authority of Norway concerning new** systemically important banks

- The proposal means that banks can be defined as systematically important based on regional market shares in the corporate market.
- The proposed SIFI buffer has been set at 2% of the riskweighted assets.
- We expect the CRD IV directive to be transposed into Norwegian law just before or at the same time as any new SIFI Regulation is introduced.
- The total effect of the proposed SIFI Regulation and the introduction of CRD IV is expected to be neutral on capital for SpareBank 1 SR-Bank.





# APPENDIX

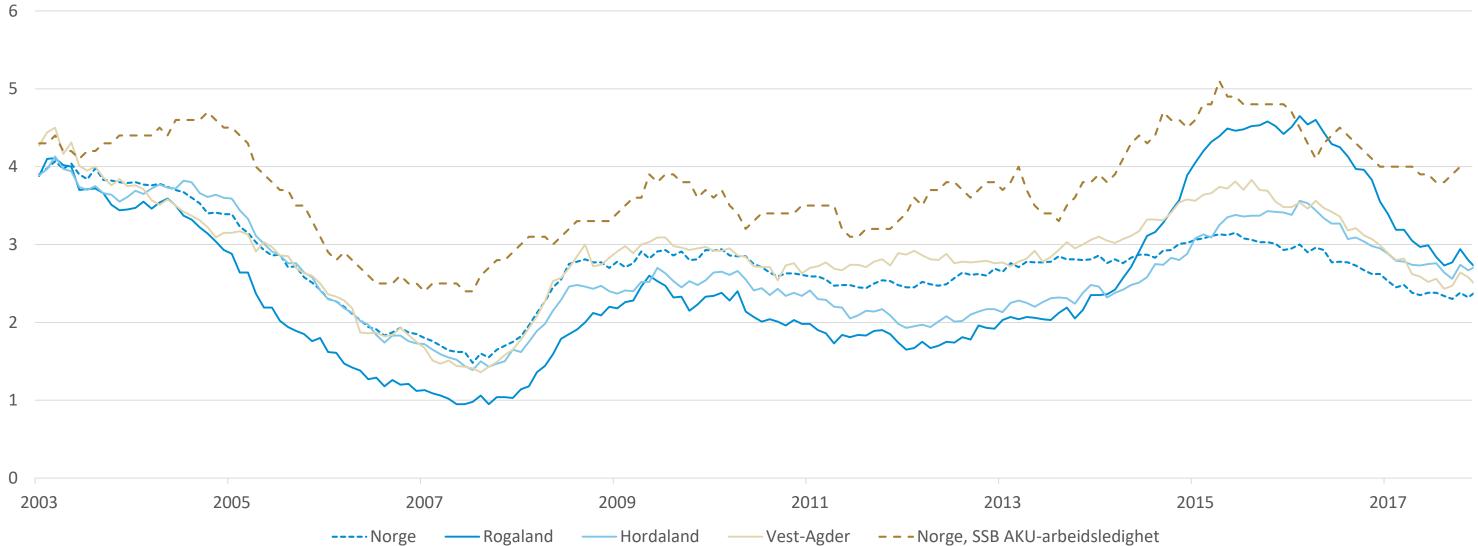
- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



#### Lower unemployment rate in Norway

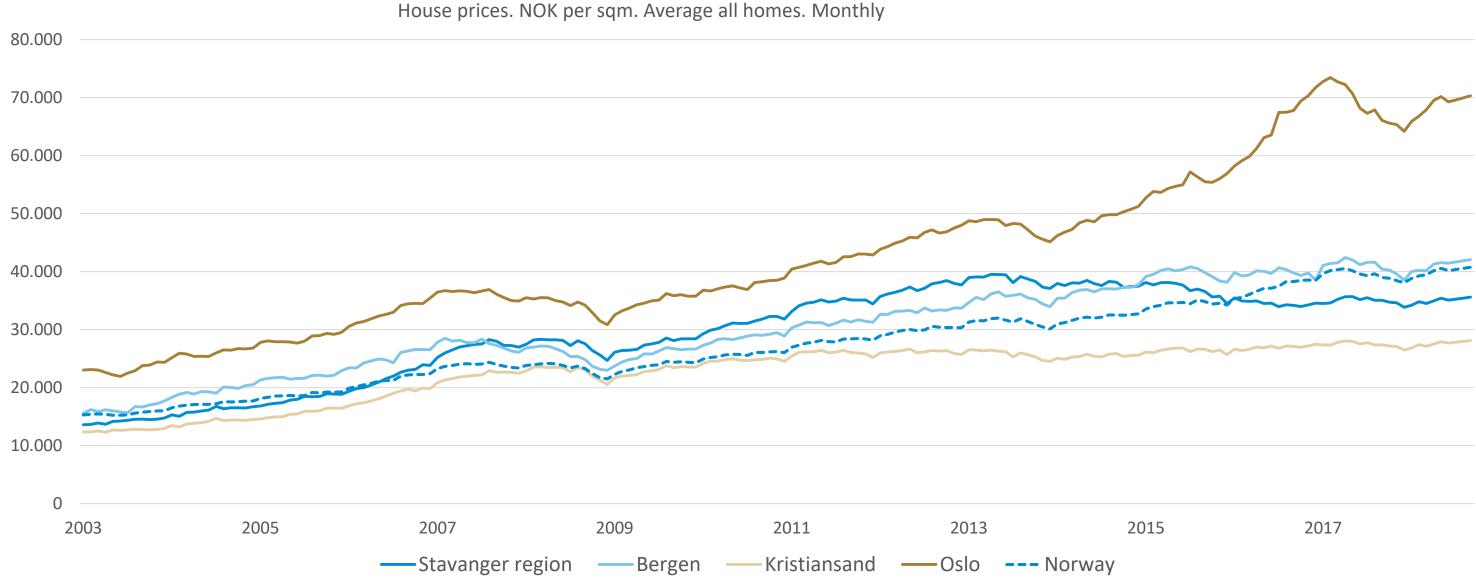
Marked reduction in Rogaland in 2017 and the trend has continued in 2018

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





#### Housing prices in Norway approx. unchanged last 12 months Fairly stable in most counties, but somewhat more volatile in Oslo







#### **Increasing petroleum activity on the NCS**

Activity down 35% from 2014 to 2017, but is expected to increase coming years

- Total activity on the Norwegian Continental Shelf • (NCS) increased by over 60% from 2007 to 2014. Subsequently, total activity decreased by 35% to 2017. The Norwegian Petroleum Directorate expects increase in total activity over the coming years with growth of 2% in 2018, 10% in 2019 and 3% by 2020
- Investments are more volatile than operating • costs. Statistics Norway expects oil investments to increase 10% in 2018, 4% in 2019 and be unchanged in 2020.
- The operating costs, which are important for the ٠ activity in the region, are more stable. These were reduced by about 25% from top to bottom and are expected to increase 13% towards 2020



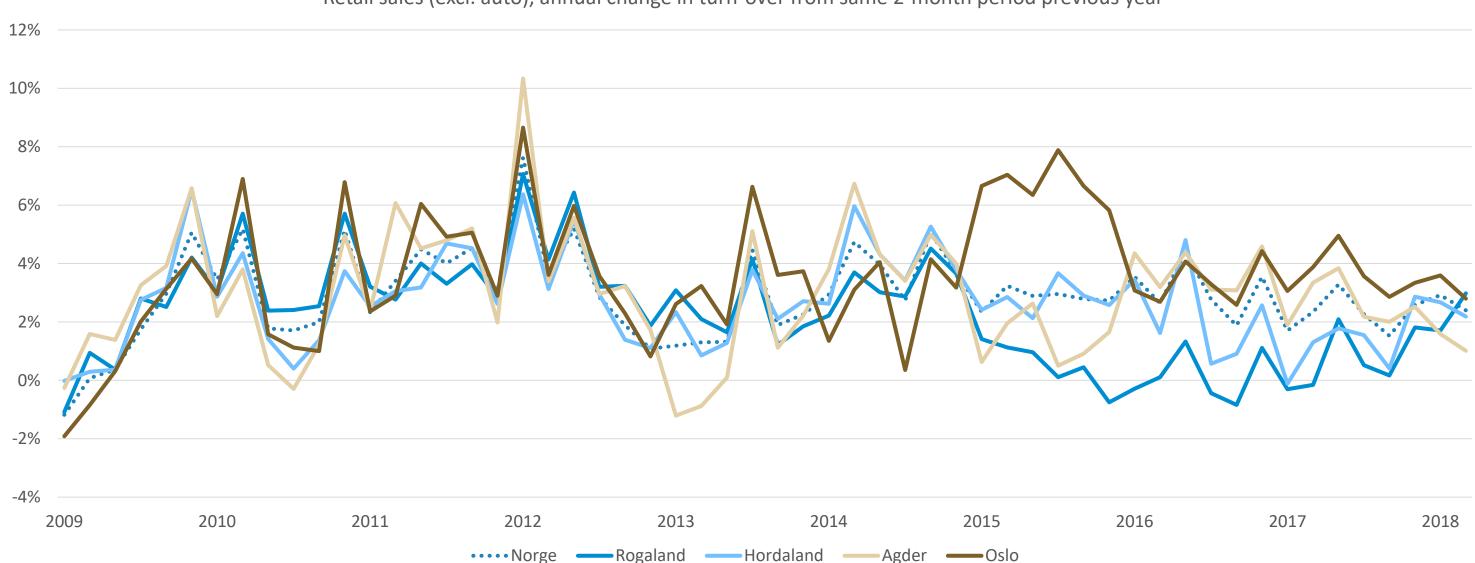
Petroleum activity on Norwegian Continental Shelf. BNOK (2018 NOK). Source: NPD

Other costs incl. expl. ---Total



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

Growth has been highest in Oslo, but has increased in Rogaland recently



Retail sales (excl. auto), annual change in turn-over from same 2-month period previous year





# APPENDIX

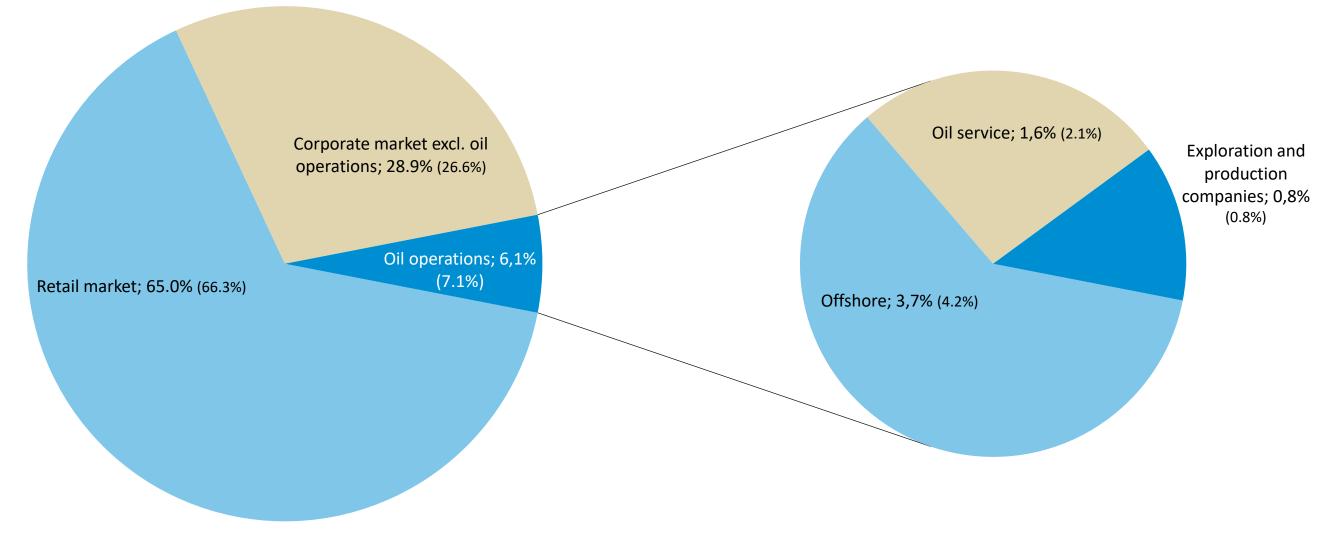
- 1) Macro
- 2) Oil related portfolio
- 3) Risk
- 4) SpareBank 1 SR-Bank



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

6.1% (7.1%) of total EAD is related to oil operations

SpareBank 1 SR-Bank\* has total BNOK 218.0 (209.3) EAD per 30.09.2018 BNOK 13.3 (14.8) EAD is related to oil operations



EAD: Exposure at default Figures as at 30.09.2018 . Figures in parentheses as at 31.12.2017

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



# **Oil services - total NOK 3.4 billion**

### (NOK 4.3 billion as at 31.12.2017)

- Exploration and concept studies •
  - EAD NOK 0.1 billion
  - Average weighted probability of default 3.5%
- Field development and start-up drilling ۲
  - EAD NOK 0.8 billion
  - Average weighted probability of default 2.7%
- Operational fields and operational drilling ۲
  - EAD NOK 1.8 billion
  - Average weighted probability of default 5.3%
- On shore facilities
  - EAD NOK 0.3 billion
  - Average weighted probability of default 4.0%
- Other oil services ٠

39

- EAD NOK 0.4 billion

**Oil** services - EAD NOK 3.4 billion, 1.6% of the bank's total EAD Other oil service; MNOK 400 (MNOK 400)

> Fields and operation drilling; MNOK 1.828 (MNOK 2.436)

On shore facilities: MNOK 314 (MNOK 313)

- Average weighted probability of default for the oil services portfolio is 4.4%

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

Exploration and concept studies; MNOK 144 (MNOK 305)

> Field development and startup drilling; MNOK 750 (MNOK 850)



### **Oil and gas - total NOK 1.8 billion** (NOK 1.7 billion as at 31.12.2017)

- Exploration financing
  - EAD NOK 0.5 billion
  - Average weighted probability of default 0.7%
  - 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 1.2%
  - 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 1.8 billion, 0.8% of the bank's total EAD
- Average weighted probability of default for the oil and gas portfolio is 1.0%
- Exposure primarily to companies with activities on the Norwegian continental shelf

Reserve Based Financing; MNOK 1.302 (MNOK 1.601)

40

nies s's total EAD ult for the oil and gas portfolio is 1.0%

> Exploration financing; MNOK 502 (MNOK 146)



# **Offshore - total NOK 8.1 billion**

(NOK 8.7 billion as at 31.12.2017)

- Offshore Service Vessels
  - EAD NOK 5.9 billion, average weighted probability of default is 2.9%, weighted average age is 8.6 years, average weighted contract coverage for 2018 and 2019 of 62% and 39% respectively, average weighted LTV 93%, 83 vessels

Rig •

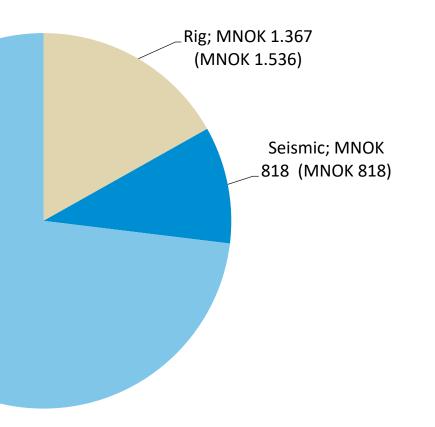
- EAD NOK 1.4 billion, average weighted probability of default is 3.9%, weighted average age is 9.7 years, average weighted contract coverage for 2018 and 2019 of 65% and 57%, average weighted LTV 66%, 21 rigs
- Seismic vessels
  - EAD NOK 0.8 billion, average weighted probability 1.2%, weighted average age is 13.3 years, average weighted contract coverage for 2018 and 2019 of 63% and 63% respectively, average weighted LTV 99%, 7 vessels
  - Applies to ship financing, not seismic equipment

#### Offshore

- EAD NOK 8.1 billion, 3.7% 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 5.929 (MNOK 6.315)

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





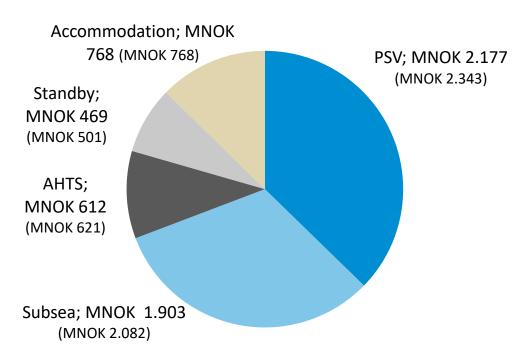
## **Offshore Service Vessels – total NOK 5.9 billion**

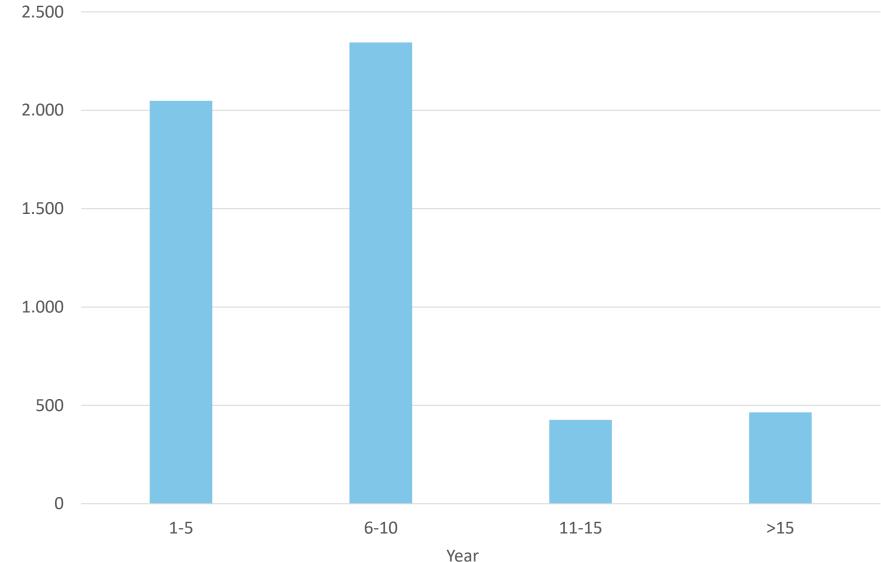
EAD NOK million

(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, ٠ only a small number of financially oriented owners





#### EAD per age of OSV excl. accomodation

EAD: Exposure at default

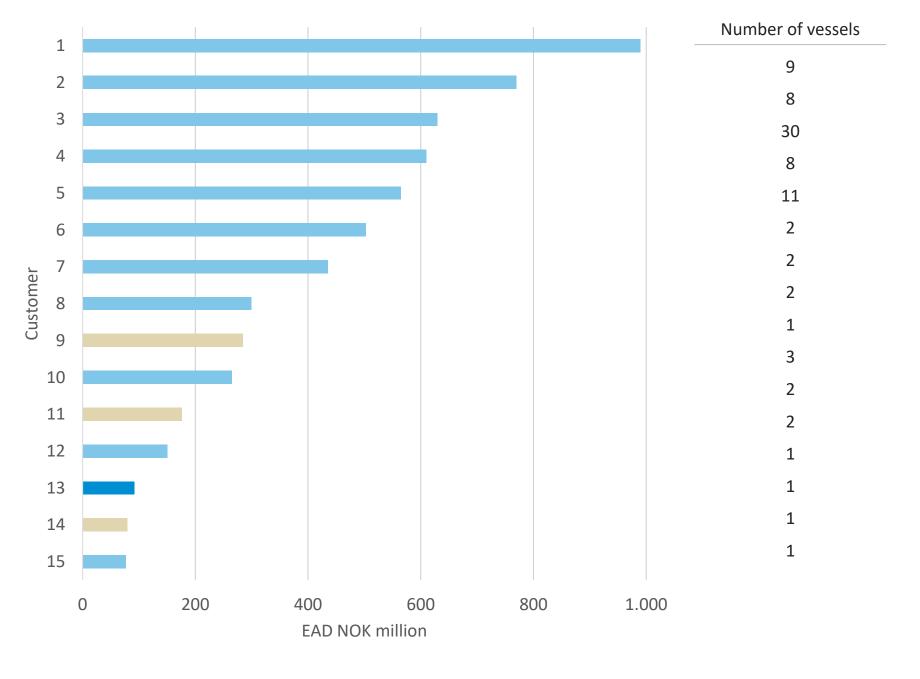
Figures as at 30.09.2018. Figures in parentheses as at 31.12.2017.





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

- Well diversified portfolio. One commitment of NOK 1.0 billion, rest of NOK 770 or lower.
- Total EAD for the portfolio is NOK 5.9 billion of which;
  - NOK 5.3 billion consists of 11 restructured commitments
  - NOK 0.1 billion consists of 1 commitment under consideration
  - NOK 0.5 billion consists of 3 commitments where it is not required
- Financing of 83 vessels, all with 1. priority pledge





ion Not required

## Lending to commercial property

Lending to commercial property

- NOK 30.3 billion, 15.4% 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; 68.4% (63,7 %)

ΔΔ

#### Housing cooperative;

1.8% (4,7%)

Real estate management; 3.0% (1,9%)

> Development and sale of real estate; 14.0% (17.7%)

Purchase and sale of real estate; 12.8% (12.0%)





# 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







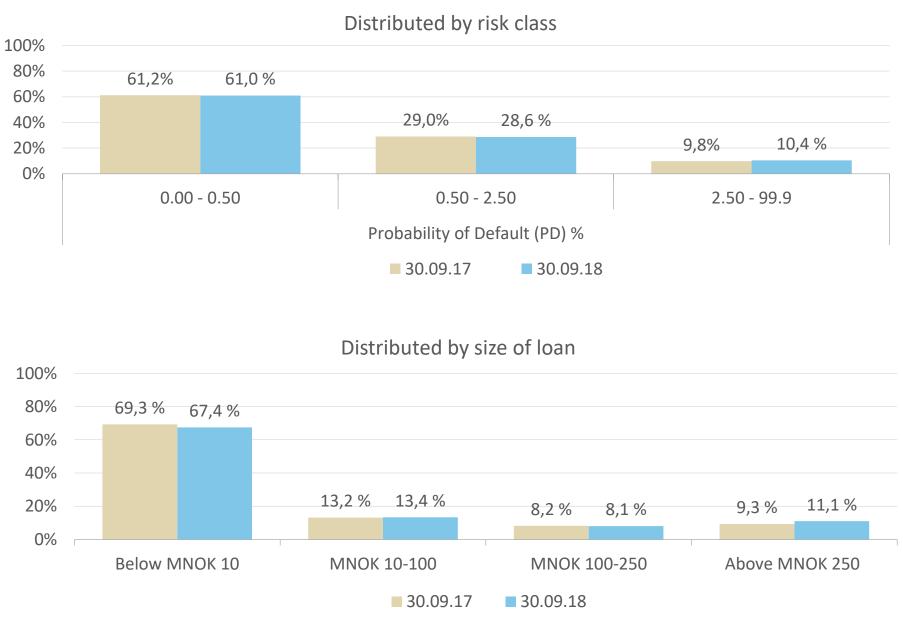
- The bank sets specific limits for the size of commitments as well as requirements concerning industry diversification
  - The maximum total exposure to an individual customer must be significantly lower than the regulatory requirements
  - The maximum unsecured exposure to an individual customer must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

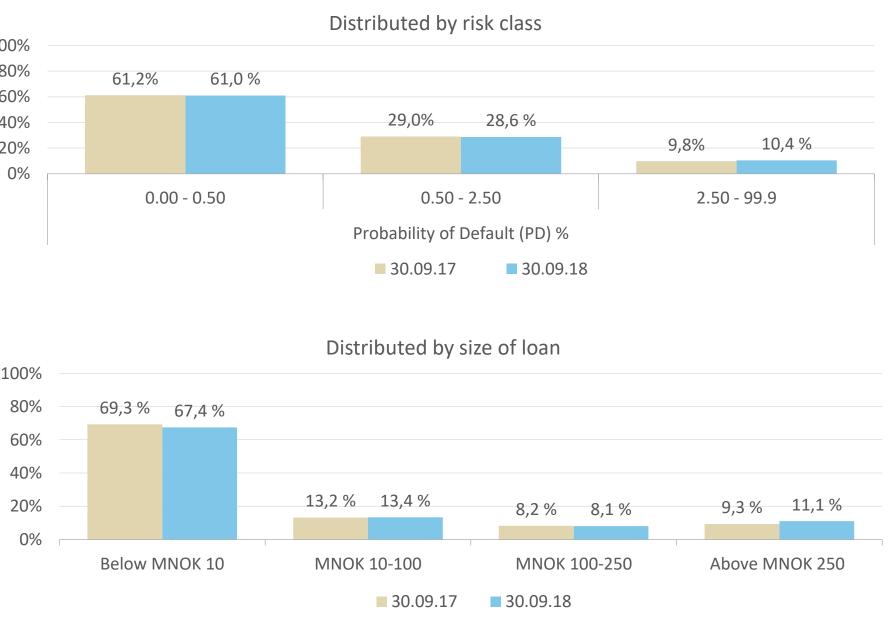




### **Risk profile of the loan portfolio**

- SpareBank 1 SR-Bank has a solid loan portfolio. •
- 61.0% of the bank's loan exposure has a PD\* • below 0.5%.
- Single loan exposures less than NOK 10 million • aggregates 67.4% of total loan portfolio.
- Single loan exposures above NOK 250 million is • 11.1% of total loan portfolio.





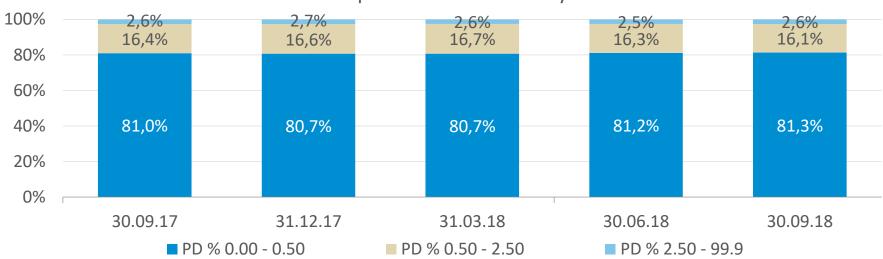
\*Probability of default (PD) through a full cycle of loss.

The figures include the loan portfolio in the covered bond companies (SpareBank 1 Næringskreditt AS, SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS). 49



### **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 • 81.3% 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.





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

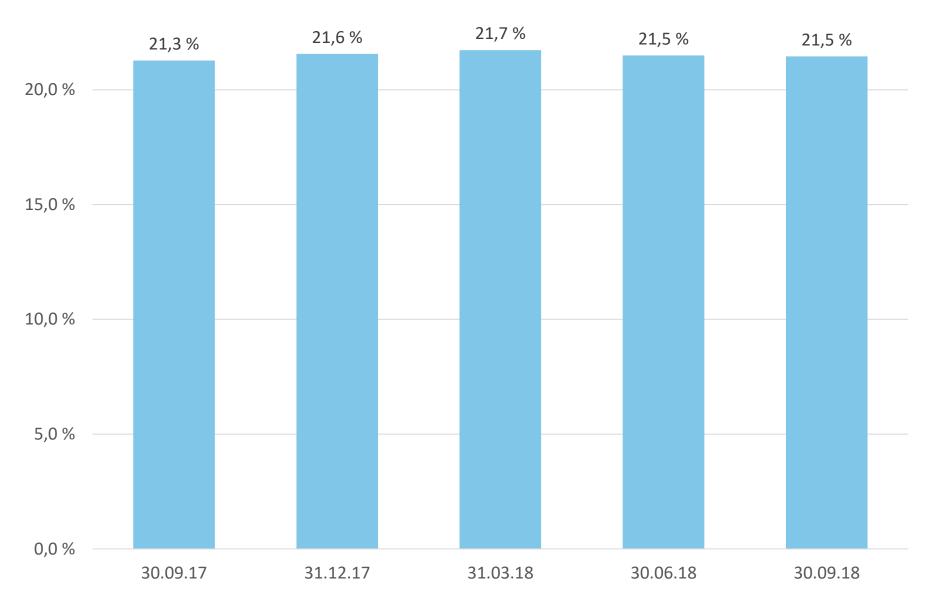
The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS).

#### Retail market portfolio distributed by risk class



### **RWA home mortgages**

RWA on home mortgages reflects a solid and ٠ stable portfolio.



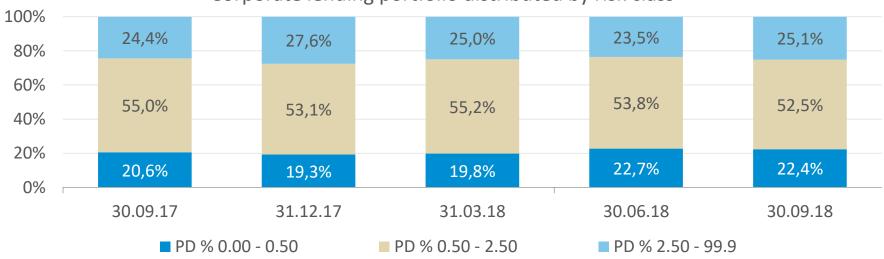
Home mortgages as defined in the Norwegian IRB framework; residential property must make up at least 30 % of a loan's security. The figures include the loan portfolio in the covered bond companies (SpareBank 1 Boligkreditt AS and SR-Boligkreditt AS). 51





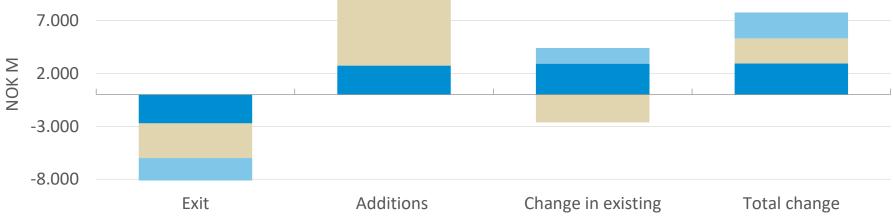
### **Risk profile – Corporate lending**

- 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 • 22.4%.





#### Migration in the corporate lending portfolio over the past 12 months



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

The figures include the loan portfolio in the covered bond company SpareBank 1 Næringskreditt AS.

portfolio





# APPENDIX

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

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

**Capital Markets** Number of man-years: 25

**Retail Market** Number of man-years: 468

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

**Administration & Support** Number of man-years: 285

54

#### **Fully owned companies**

**EiendomsMegler 1** Leading real estate broker Number of man-years: 220

SpareBank 1 SR-Forvaltning

SpareBank 1 Regnskapshuset

Number of man-years: 11

Accounting and advisory

Number of man-years: 96

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: 6

**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

pareBank 1 R-Bank 9,5%	<b>SpareBank 1 SMN</b> 19,5%	-	areBan rd Norg		<b>Sam</b> 19,5%	-	SpareBank 1 Østlandet 12,4%	<b>LO</b> 9,6%
Products, commissions, dividends 🛧 🗸 Sales, Ioan portfolios, capital								
Selskaper hvor SR-Ba	nk har direkte eierskap					SpareBank	x 1 Gruppen AS	
<b>BN Bank</b> (23,5%)	SpareBank 1 Betaling (19,7%)			<b>SpareBank 1 Insura</b> (100%)	ance	SpareBank 1 Nonlife insurance (100%)	<b>ODIN Asset Manager</b> (100%)	<b>LO Favør</b> (51%)
SpareBank 1 Boligkreditt (8,0%)	SpareBank 1 Næringskreditt (19,2%)			<b>Conecto</b> (100%)		<b>SpareBank 1 Factoring</b> (100%)	<b>SpareBank 1 Portefølje</b> (100%)	<b>SpareBank 1 Spleis</b> (100%)
<b>SpareBank 1 Kredittkort</b> (17,9%)			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**

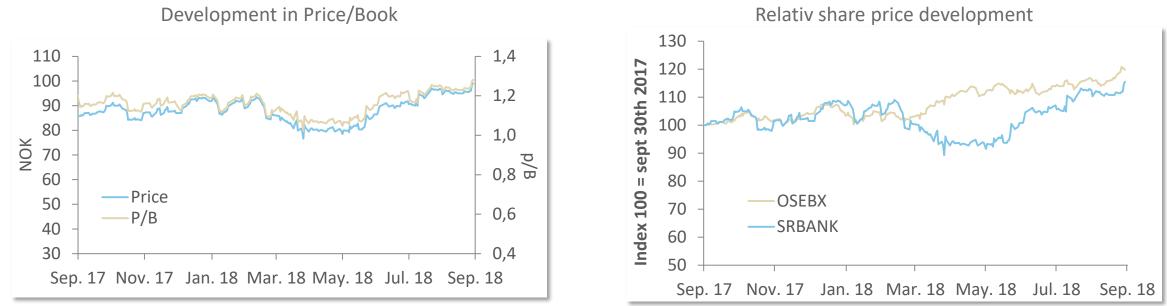
### Balance sheet (MNOK) Cash and balances with central banks Balances with credit institutions Net loans to customers Certificates, bonds and other fixed-income securities Financial derivatives Shares, ownership stakes and other securities Business available for sale Investment in associates Other Total 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

213	
213	271
3.600	4.135
181.676	165.787
29.423	29.579
3.746	3.960
851	562
0	0
4.002	4.450
2.512	6.565
226.023	215.309
2.853	2.172
100.320	98.602
93.584	86.341
2.732	2.113
2.187	3.586
3.339	3.161
205.015	195.975
21.008	19.334
226.023	215.309

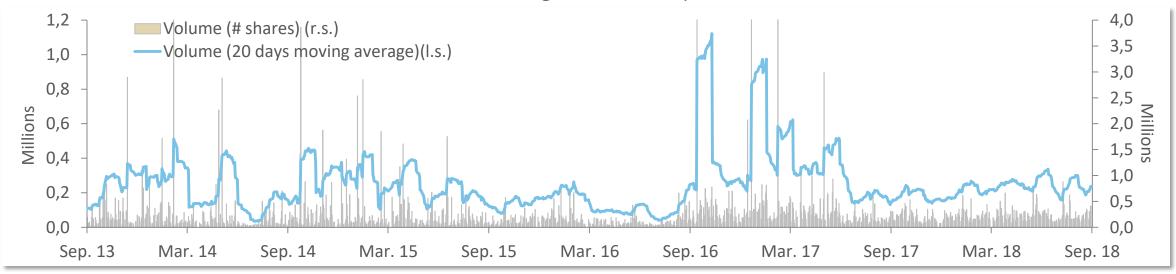


### **SRBANK** share

- International ownership is ٠ 25.3% per 3. quarter 2018.
- Total market value at 3. ٠ quarter 2018 is NOK 25.3 billion.



Trading volume development





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

٠	Ownership interests:	Investor	
	<ul> <li>From Rogaland, Agder-counties and Hordaland: 43.3% (45.7%)</li> <li>International: 25.3% (22.0%)</li> <li>10 largest: 50.7% (48.3%)</li> <li>20 largest: 57.9% (55.4%)</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	Nominee
•	Number of shareholders 30.09.2018: 10 879 (10 979)	State Street Bank and Trust Co, U.S.A. Odin Norge	Nominee
•	Employees owning 1.5% (1.6%)	Verdipapirfondet DNB Norge (IV) JPMorgan Chase Bank N.A., U.S.A. Clipper AS Pareto Aksje Norge Danske Invest Norske Aksjer Inst.	Nominee
		KAS Bank NV, Nederland Westco AS KLP Aksjenorge Indeks Pareto AS Vpf Nordea Norge Avkastning Forsvarets Personellservice Vpf Nordea Norge Kapital	Nominee
		Торр 5 Торр 10 Торр 20	

Number	Stake
72.419.305	28,3%
18.930.821	7,4%
10.479.273	4,1%
6.226.583	2,4%
5.546.586	2,2%
3.775.938	1,5%
3.425.406	1,3%
3.406.393	1,3%
2.810.997	1,1%
2.601.347	1,0%
2.565.000	1,0%
2.466.197	1,0%
1.946.094	0,8%
1.838.296	0,7%
1.697.987	0,7%
1.686.280	0,7%
1.640.867	0,6%
1.609.120	0,6%
1.513.556	0,6%
1.496.663	0,6%
113.602.568	44,4%
129.622.649	50,7%
148.082.709	57,9%



### SR-Bank pr 30.09.2018

	30.09.2018	2017	2016	2015
Share price	99,00	87,00	60,75	39,30
Stock value (MNOK)	25.319	22.250	15.537	10.051
Book value per share, NOK (group)	80,02	77,24	71,54	66,14
Earnings per share	6,92	8,16	6,87	6,83
Dividend per share	n.a	4,25	2,25	1,50
P/E	10,73	10,66	8,84	5,75
P/BV (group)	1,24	1,13	0,85	0,59

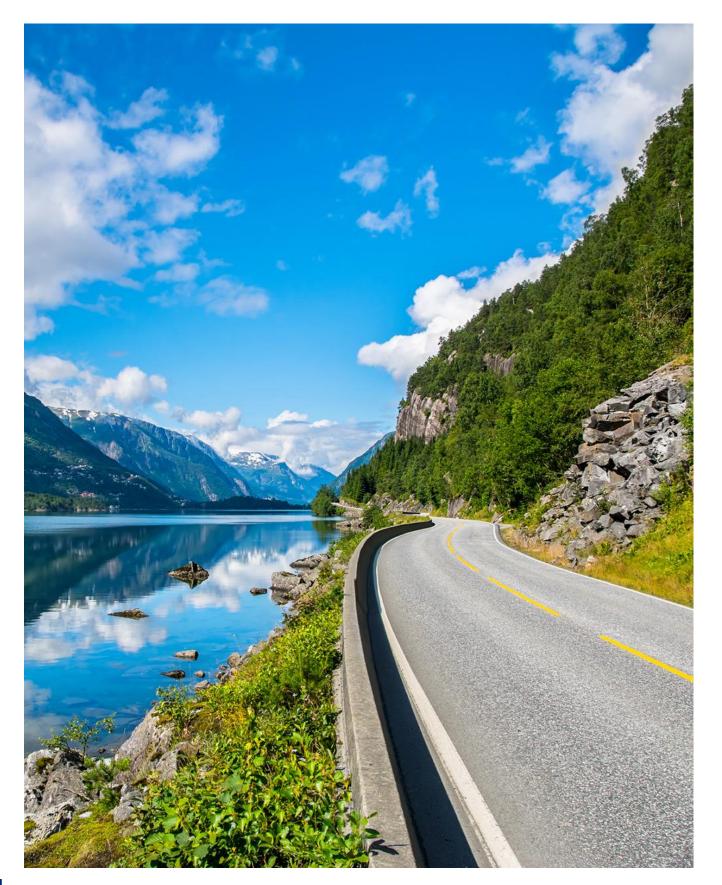
Number of shares issued 255.8 million

Trading volume in Q3 2018: 6.1% (4.2%)

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

2014	2013	2012
52,50	60,25	37,20
13.427	15.409	9.514
60,28	55,00	49,48
8,20	7,28	5,33
2,00	1,60	1,50
6,40	8,28	6,99
0,87	1,10	0,75





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