# Quarterly presentation 2020



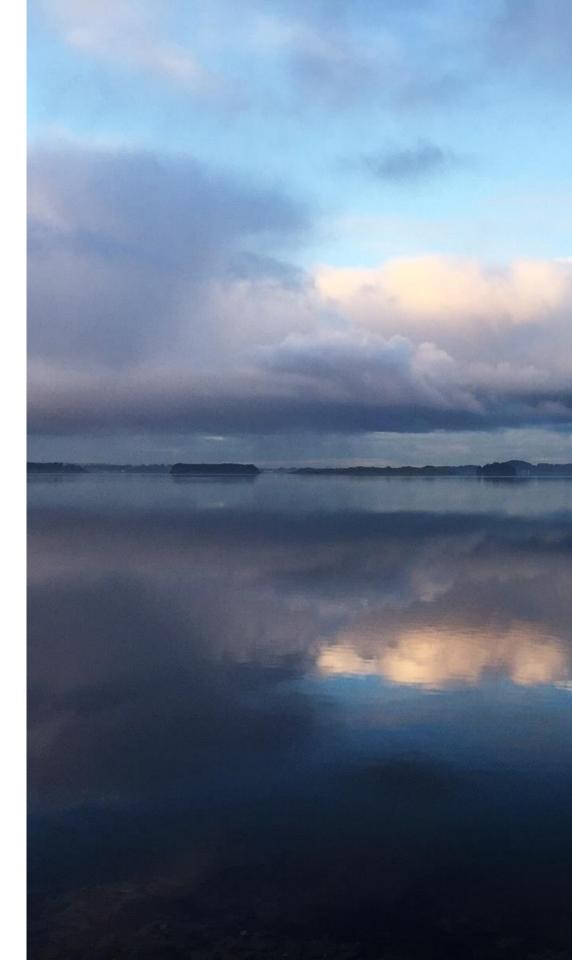
## Disclaimer

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.

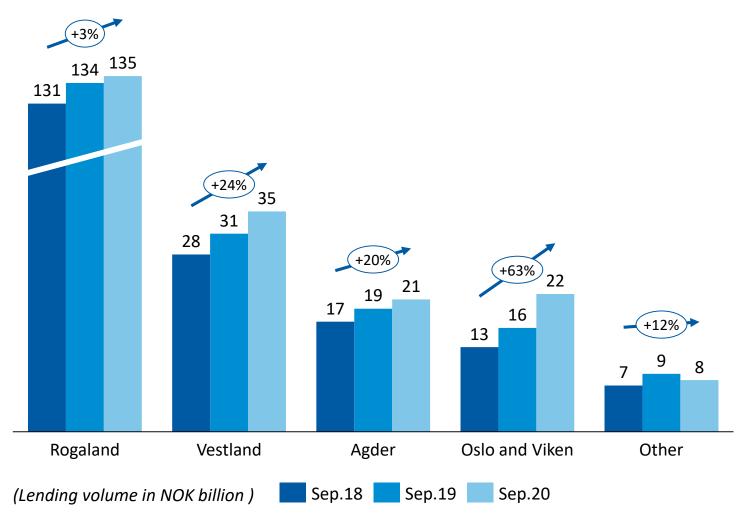
Important factors that may cause such a difference for SpareBank 1 SR-Bank include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange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





# **Digitalization and growth** makes SR-Bank a finance group for the South of Norway





\* Included in Stavanger is office; Domkirkeplassen, Hundvåg, Madla and Mariero





### A stronger result with growth and good underlying operations

#### 8.2%

**Return on equity after tax for the quarter** Pre-tax profit is NOK 603 million

#### NOK 369 million

Impairments on gross lending and financial commitments for the quarter Equivalent 0.67% of gross lending and financial commitments (annualized)

#### 5.2%

Return on equity after tax year-to-date 2020 Pre-tax profit is NOK 1.116 million

#### - 2.4%

#### 12 months costs growth

Cost to income ratio year-to-date 2020 is 37.9%

4.9% 12 months lending growth Of which retail market 6.6% and corporate market 2.7%

10.8% 12 months deposit growth

Of which retail market 9.4% and corporate market (including capital market) 12.3%

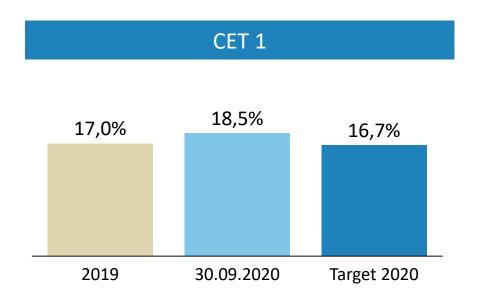
18.5%\* **Common equity tier 1 capital ratio** 

\*On 23 April 2020, the annual general meeting approved the board's proposal that no dividend be paid out for 2019. At the same meeting, the board was authorised to make a decision about the distribution of a dividend, at some later point in time, of up to NOK 5.50 per share based on the bank's approved annual financial statements for 2019. The authorisation remains valid until the next ordinary general meeting in 2021.

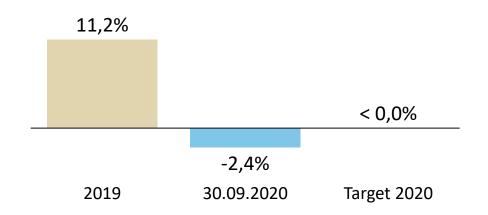




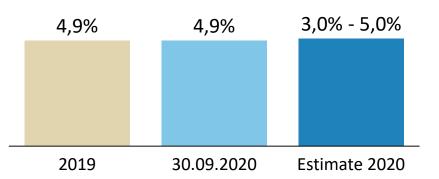
#### **Key figures and financial targets for 2020**



Growth in costs (12 months)

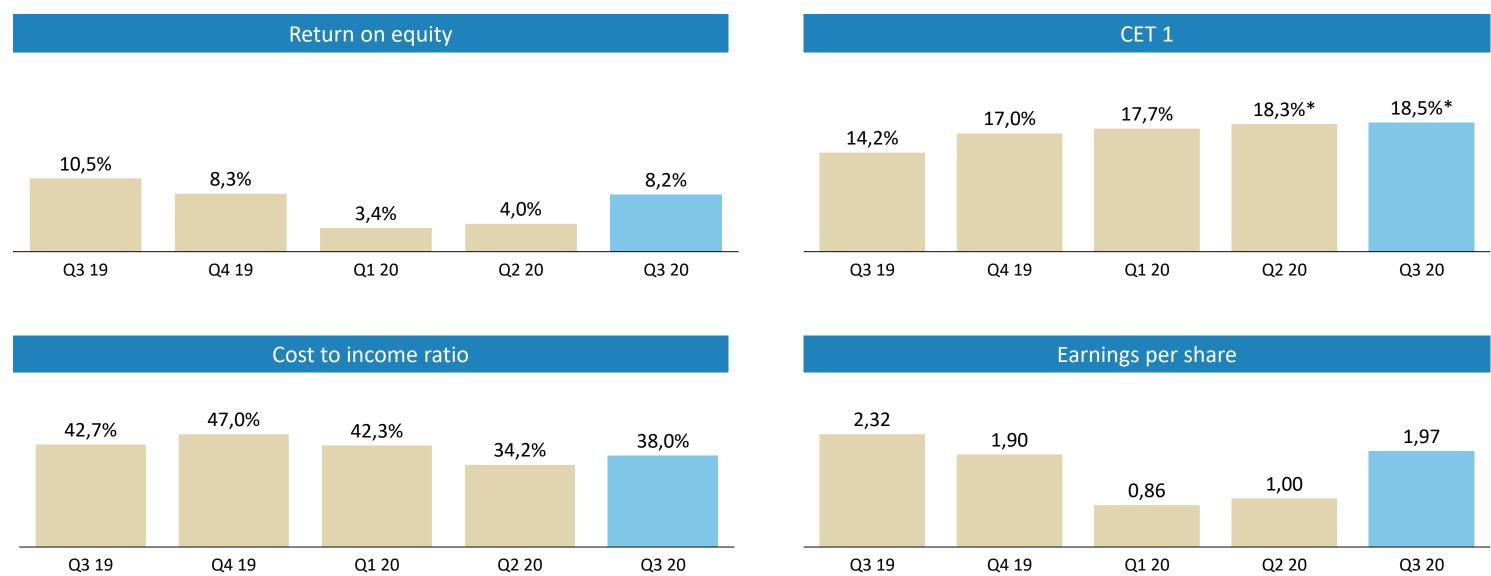


#### Growth in loans (12 months)





## **Key figures – quarterly development**



\* On 23 April 2020, the annual general meeting approved the board's proposal that no dividend be paid out for 2019. At the same meeting, the board was authorised to make a decision about the distribution of a dividend, at some later point in time, of up to NOK 5.50 per share based on the bank's approved annual financial statements for 2019. The authorisation remains valid until the next ordinary general meeting in 2021.



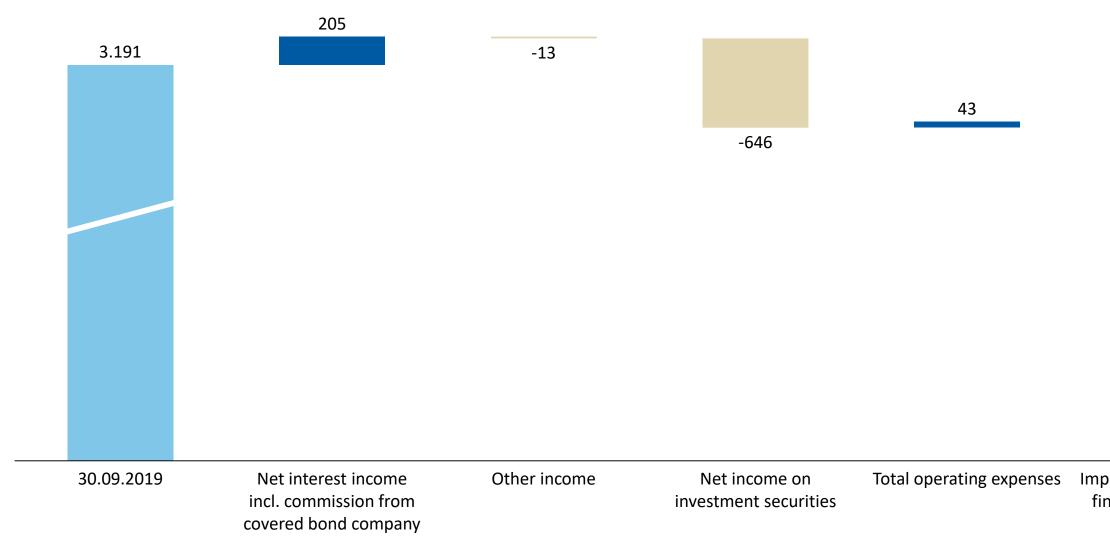
#### **Income statement**

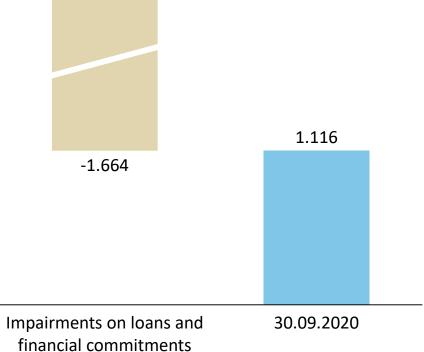
Group Income Statement (MNOK)	30.09.2020	30.09.2019	Q3 2020	Q2 2020
Net interest income	3.148	2.925	1.041	1.026
Net commission and other income	1.026	1.057	336	344
Net income on investment securities	459	1.105	190	297
Total income	4.633	5.087	1.567	1.667
Total operating expenses	1.757	1.800	595	570
Operating profit before impairments	2.876	3.287	972	1.097
Impairments on loans and financial commitments	1.760	96	369	831
Operating profit before tax	1.116	3.191	603	266
Tax expense	134	552	98	10
Net profit after tax	982	2.639	505	256

Q1 2020	Q4 2019	Q3 2019
1.081	1.062	1.019
346	359	332
-28	22	89
1.399	1.443	1.440
592	678	615
807	765	825
560	139	66
247	626	759
26	141	166
221	485	593



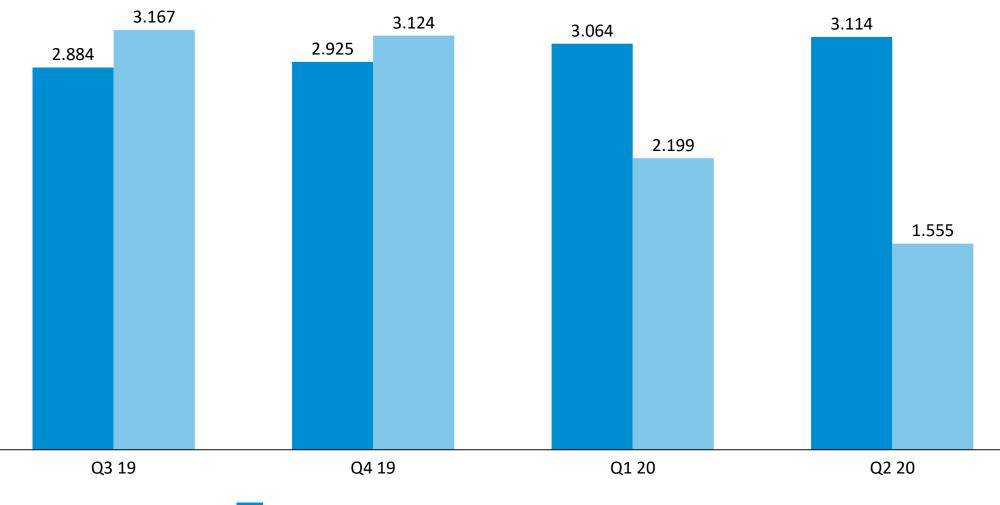
### Change in profit 30.09.2019 – 30.09.2020



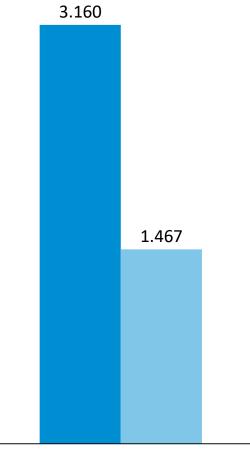




#### **Operating profit before losses and excl. income on investment securities** (Rolling 12-month figures)



Operating profit before losses and excl. income on investment securities, rolling 12-month figures
 Net profit after tax, rolling 12-month figures







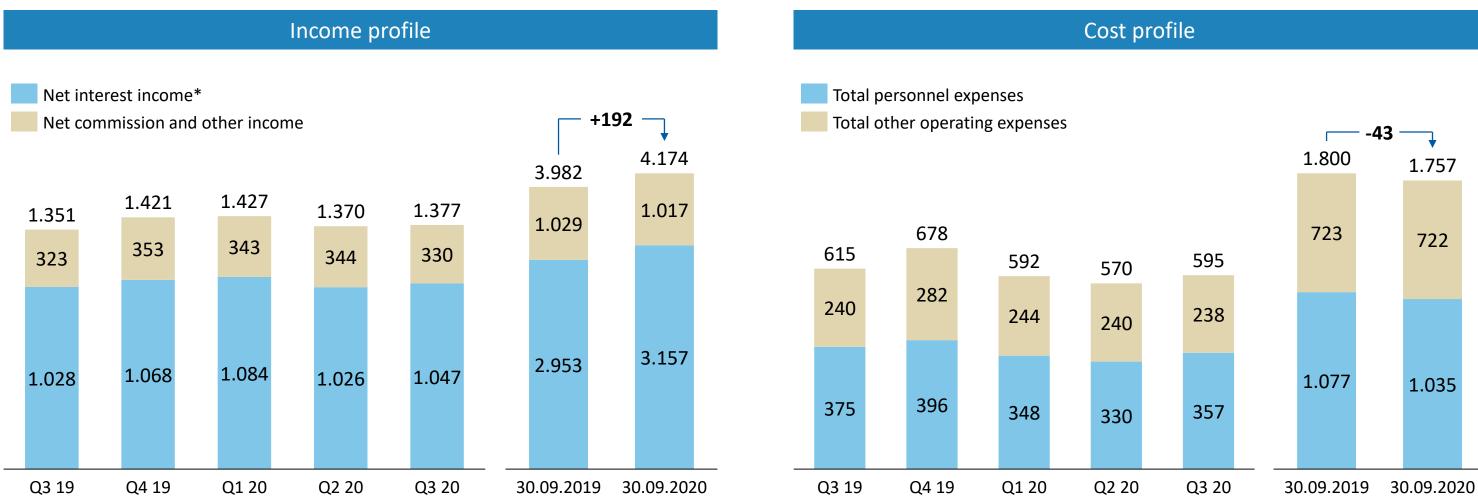
## **Key figures**

	30.09.2020	30.09.2019	Q3 2020	Q2 2020
Return on equity after tax (%)	5,2	16,0	8,2	4,0
Net interest margin (%)	1,54	1,60	1,48	1,50
Impairments on loans in % of gross loans incl. covered bond company	1,08	0,06	0,67	1,53
Loans and financial commitments in Stage 3 in % of gross loans and financial commitments incl. covered bond company	1,57	1,30	1,57	1,84
Cost to income ratio	37,9	35,4	38,0	34,2
Annual growth in loans to customers, gross incl. covered bond company (%)	4,9	6,8	4,9	5,4
Annual growth in deposit from customers (%)	10,8	1,9	10,8	8,3
Total assets (BNOK)	280,3	251,6	280,3	278,7
Portfolio of loans in covered bond company (BNOK)	3,4	6,3	3,4	4,2
Risk weighted assets (BNOK)	121,5	141,7	121,5	121,9
Liquidity Coverage Ratio (LCR) (%)	154	153	154	159
Earnings per share (NOK)	3,84	10,32	1,97	1,00
Book value per share (NOK)	93,51	87,60	93,51	91,32

Q1 2020	Q4 2019	Q3 2019
3,4	8,3	10,5
1,64	1,64	1,61
1,05	0,26	0,13
1,40	1,30	1,30
42,3	47,0	42,7
5,3	4,9	6,8
6,6	4,3	1,9
278,6	255,9	251,6
4,2	4,2	6,3
125,8	121,7	141,7
135	155	153
0,86	1,90	2,32
90,55	89,90	87,60



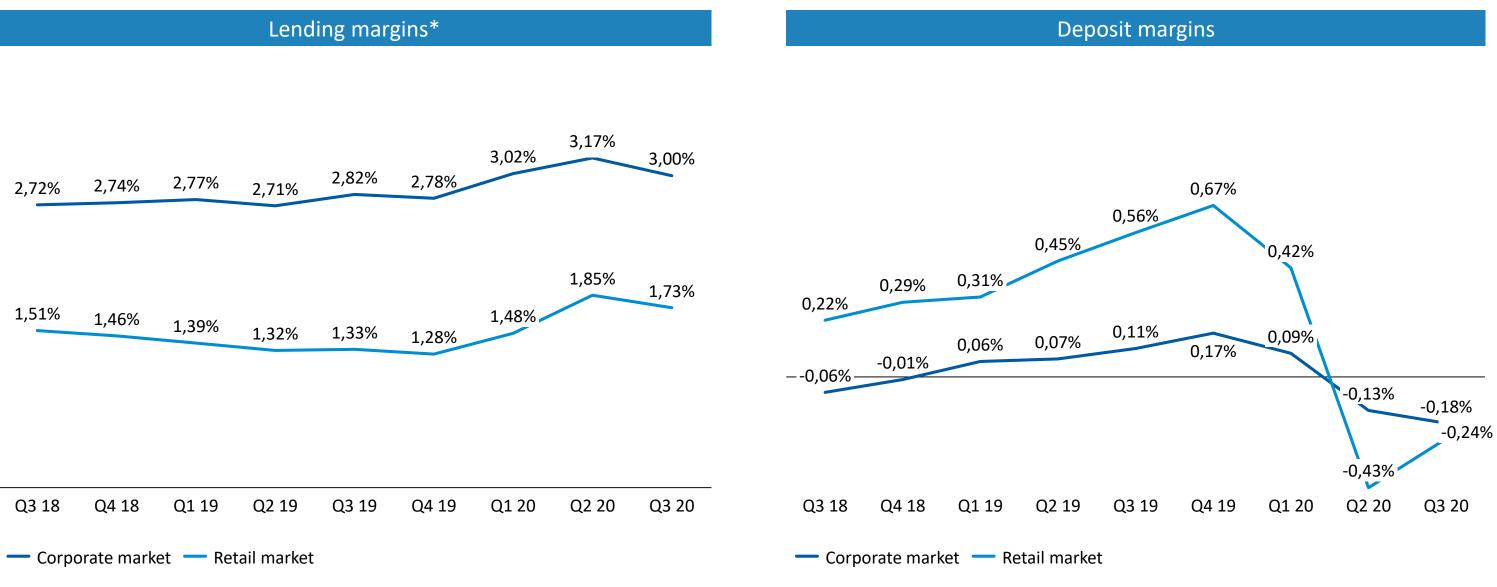
### **Consolidated income and cost profile**



\*Income profile consists of net interest income, incl. commission income from covered bond companies, and net commission and other income excl. financial income.



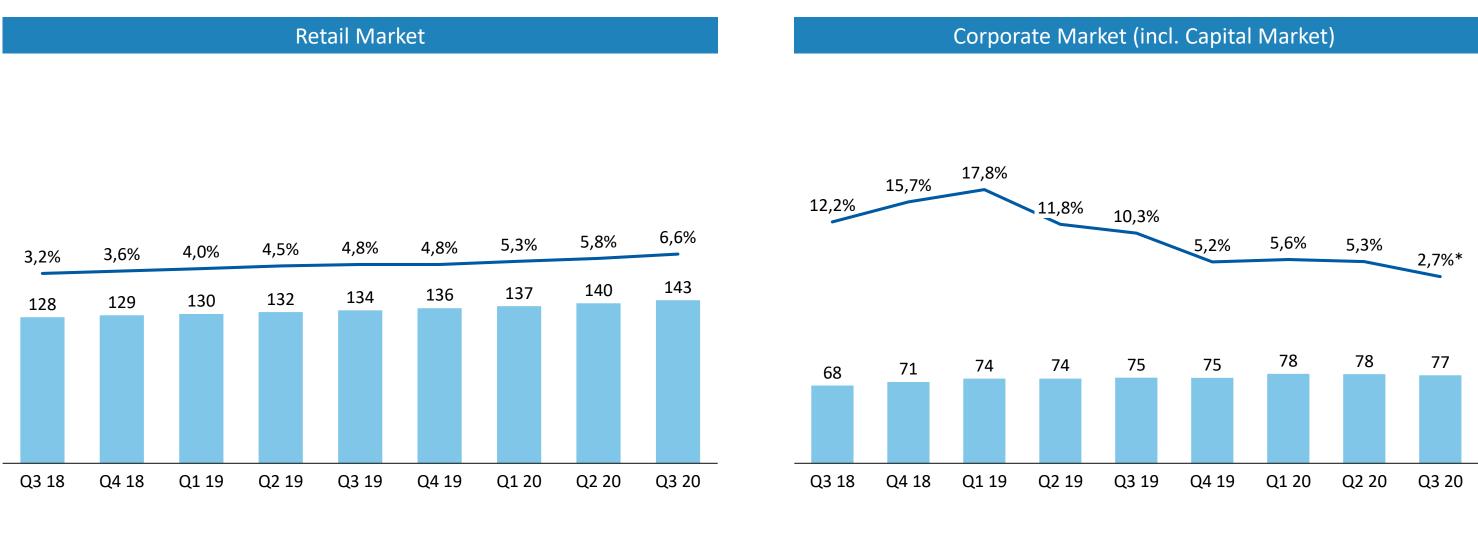
## Lending and deposit margins



**Definition:** Average customer rate measured against 3-months NIBOR. \*Lending margins include loan portfolio in covered bond companies.



## Lending volume and 12 months growth



Volume in NOK billion — Growth %

Volume in NOK billion — Growth %

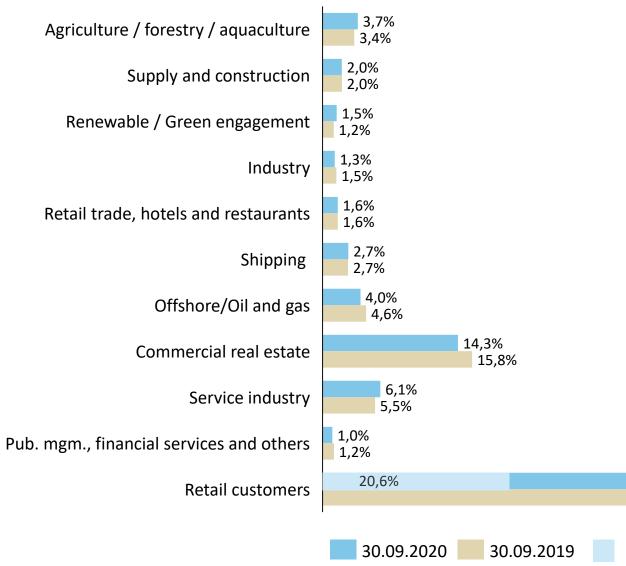
*Figures incl. loan portfolio in covered bond companies.* 

\*12 months lending growth in Corporate Market excluding currency effect is 2.4 %



### Loan portfolio as at 30.09.2020

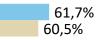
- Gross loans (incl. covered bond company) as at 30 September 2020 is increased to NOK 220.2 billion from NOK 209.9 billion at the same time the year before.
- 12-month growth in loans of 4.9%.
- Loans to retail customers (incl. covered bond company) account for 61.7% of total loans. Of this SB1 Boligkreditt accounts for 1.5% and green home mortgages 20.6%.



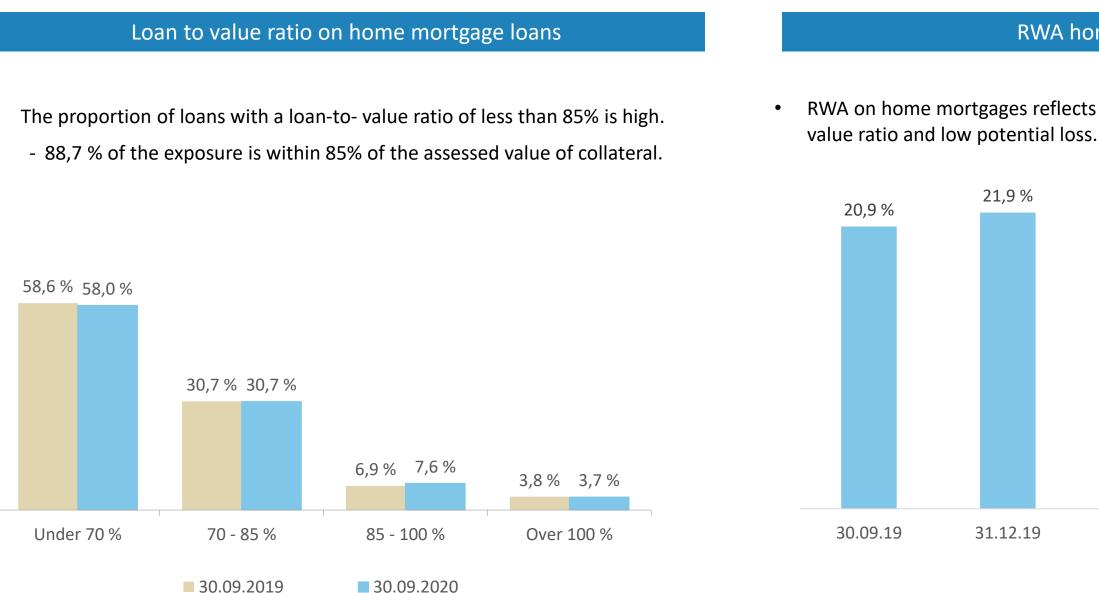
Loans before impairments, nominal amounts. Sector allocation in accordance with the standard categories from Statistics Norway.



Green home mortgages



#### Loan to value ratio and RWA on home mortgage loans

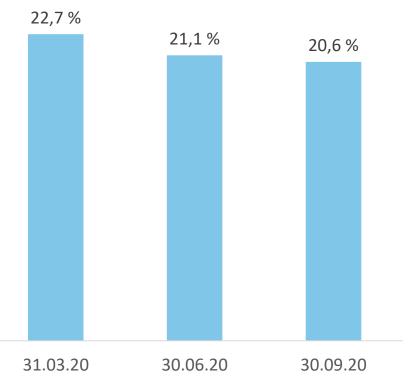


In a total-distributed loan to value ratio, the entire loan is allocated to one and the same interval. Home mortgages as defined in the Norwegian IRB framework; residential property must be at least 30% of a loan's security. The figures include the loan portfolio in the covered bond companies (SB1 Boligkreditt AS and SR-Boligkreditt AS).

٠

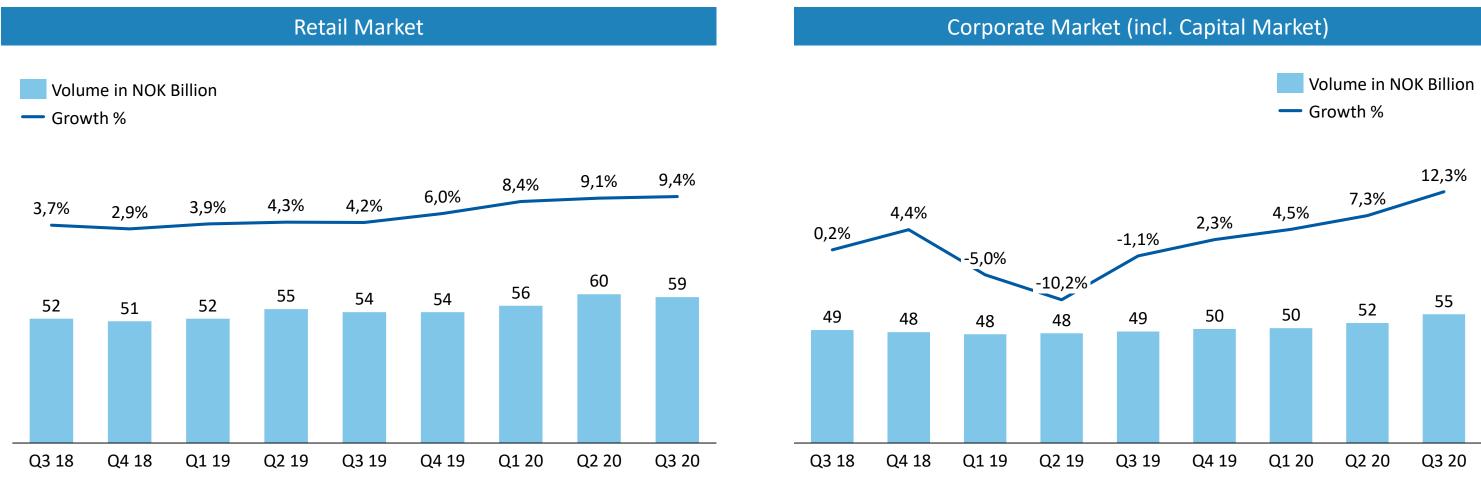
#### RWA home mortgages

RWA on home mortgages reflects a solid portfolio with a moderate loan-tovalue ratio and low potential loss.

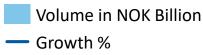




## **Deposit volume and 12 month growth**



- In the last 12 months the total deposit volume has increased by NOK 11.1 billion to NOK 113.2 billion (10.8%). ٠ - Deposit growth is 9.7% excl. public sector.
- Volatility in deposit growth in the corporate market (incl. capital market) is mainly due to changes in deposit from public sector. ٠





### Net commission and other income

MNOK	30.09.2020	30.09.2019	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
Payment facilities	184	205	54	61	69	66	77
Savings/placements	144	145	48	48	48	47	46
Insurance products	154	142	53	50	51	50	48
Commission income real estate broking	296	298	107	104	85	101	91
Guarantee commission	70	69	22	23	25	24	23
Arrangement- and customer fees	44	67	11	13	20	23	6
Commission income SpareBank 1 SR-Bank Forretningspartner	116	95	33	42	41	31	30
Other	9	9	2	3	4	11	3
Net commission and other income excl. covered bond company	1.017	1.030	330	344	343	353	324
Commission income SB1 Boligkreditt	9	27	6	0	3	6	8
Net commission and other income incl. covered bond company	1.026	1.057	336	344	346	359	332



### Net income on investment securities

MNOK	30.09.2020	30.09.2019	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
Dividends	18	31	1	17	0	0	4
Investment income, associates	534	860	147	145	242	15	98
Securities gains/losses	-140	76	36	122	-298	20	-24
- of which capital change in shares and certificates	-56	75	38	27	-121	36	-6
- of which capital change in certificates and bonds	166	-60	-23	104	86	-96	-45
- of which derivatives; certificates and bonds	-250	61	22	-9	-263	80	27
Currency/interest gains/loans	47	138	6	13	28	-13	11
- of which currency customer- and own-account trading	97	94	36	52	9	37	33
- of which value change basis swap spread	-16	24	-32	-48	64	-34	-16
- of which counterparty risk derivatives including CVA	-49	-1	1	-42	-8	1	-2
- of which IFRS-effects	15	21	1	51	-37	-17	-4
Net income on investment securities	459	1.105	190	297	-28	22	89

When a basis swap is designated a hedging instrument for hedging a specifically identified loan, changes in the value of the hedging instrument linked to changes in the "basis spread" are recognized through other comprehensive income.



## **Subsidiaries**

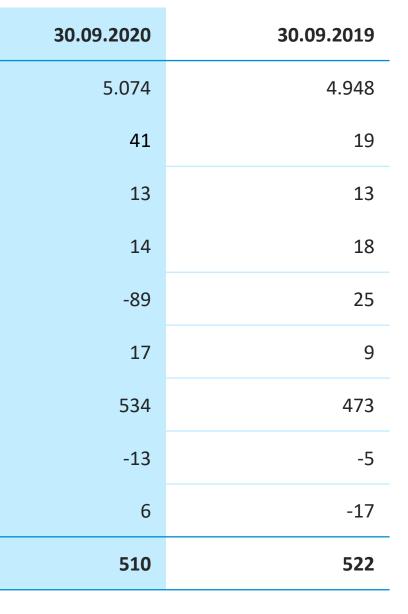
Subsidiaries	ΜΝΟΚ
EiendomsMegler 1 SR-Eiendom AS	Number of sales
	Operating profit before tax
SR-Forvaltning AS	Capital under management (BNOK)
	Operating profit before tax
FinStart Nordic AS	Operating profit before tax*
SpareBank 1 SR-Bank Forretningspartner AS	Operating profit before tax**
SR-Boligkreditt AS	Operating profit before tax
Monner AS	Operating profit before tax***
Rygir Industrier AS and other	Operating profit before tax
Total subsidiaries	Operating profit before tax

\* The result in FinStart Nordic is consolidated and includes result from subsidiaries Beaufort Solutions AS.

\*\* SpareBank 1 SR-Bank Forretningspartner has taken over Fast Solutions with effect from 1 September 2020. The result

in Forretningspartner includes amortization of intangible assets of NOK 2.1 million (NOK 1.8 million per 30.09.2019).

\*\*\*SpareBank 1 SR-Bank ASA purchased 100% of the shares in Monner AS on 1 July 2019.





## **Ownership interests**

Ownership interests	ΜΝΟΚ
SpareBank 1 Gruppen AS	Interest ownership
	Profit share after tax
	Profit effect merger
SpareBank 1 Boligkreditt AS	Interest ownership
	Profit share after tax
SpareBank 1 Næringskreditt AS	Interest ownership
	Profit share after tax
BN Bank ASA	Interest ownership
	Profit share after tax
SpareBank 1 Kreditt AS	Interest ownership
	Profit share after tax
SpareBank 1 Betaling AS	Interest ownership
	Profit share after tax
	Adjusted profit previous years
Other	Profit share after tax
Total ownership interests	Profit share after tax
FinStart Nordic AS*	Profit share after tax
Total ownership interests in the Group	Profit share after tax

\*Companies in which FinStart Nordic AS owns stakes of between 20-50% must, because of accounting rules, be measured as associated companies in the consolidated financial statements. The profit contribution here is included in the company's results on the previous page.

30.09.2019	30.09.2020
19,5%	19,5%
264	107
460	340
4,8%	2,2 %
6	2
19,1%	15,6 %
9	7
35,0%	35,0 %
81	84
17,8%	17,7 %
13	2
19,8%	19,8 %
-7	-3
14	0
0	-1
840	538
20	-4
860	534
SpareB	nancial statements.

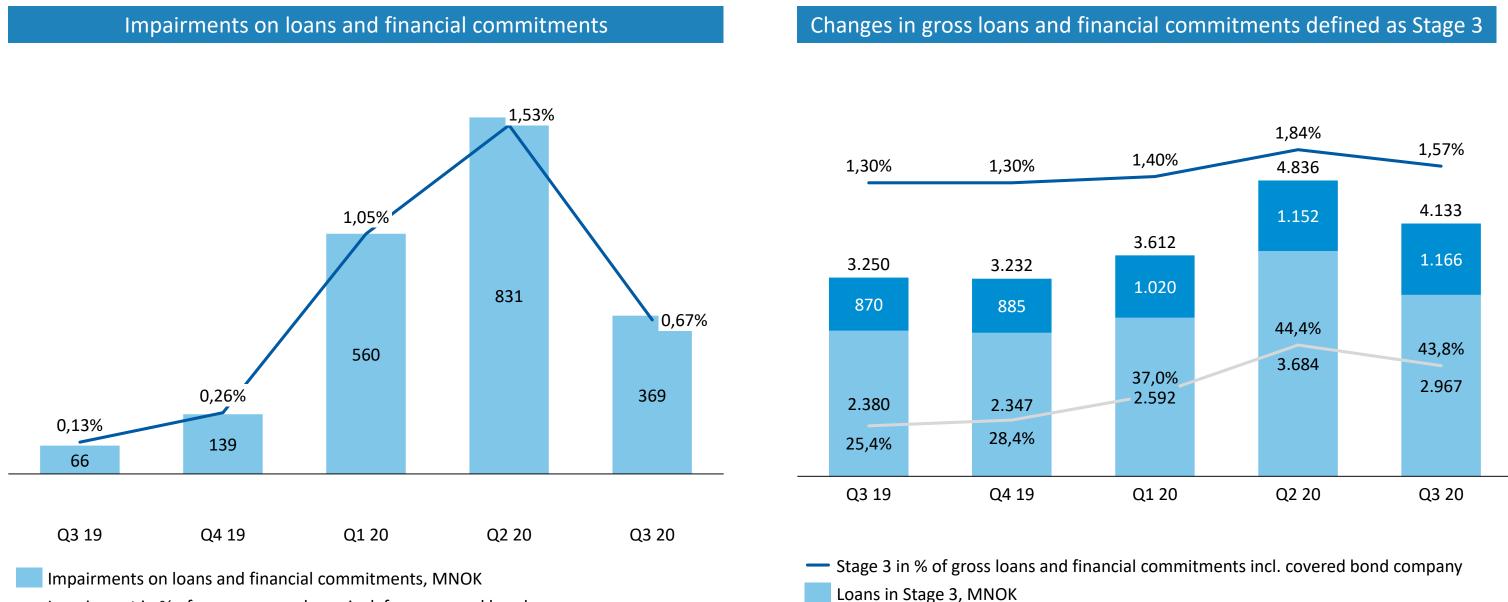
## **Operating expenses**

ΜΝΟΚ	30.09.2020	30.09.2019	Q3 2020	Q2 2020
Payroll and pensions	852	883	297	277
Other staff expenses	183	193	60	53
Total personnel expenses	1.035	1.076	357	330
IT expenses	285	272	95	98
Marketing	54	59	16	17
Other administrative expenses	57	72	15	15
Total administrative expenses	396	403	126	130
Depreciation	142	100	59	42
Operating expenses from real estate	23	23	7	8
Other operating expenses	161	198	46	60
Total other operating expenses	326	321	112	110
Total operating expenses	1.757	1.800	595	570

Q1 2020	Q4 2019	Q3 2019
278	328	307
70	68	68
348	396	375
92	91	91
21	31	20
27	30	21
140	152	132
41	37	40
8	12	7
55	81	61
104	130	108
592	678	615



# Impairments on loans and financial commitments / Loans and financial commitments defined as Stage 3



- Impairment in % of average gross loans incl. from covered bond company

Financial commitments in Stage 3, MNOK Loss provisions as a share of gross commitments



## **Impairments on loans and financial commitments**

Impairments on loans and financial commitments in the income statement (MNOK)							
	30.09.2020	30.09.2019	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
Corporate customers	1.675	90	360	771	544	121	82
Retail customers	85	6	9	60	16	18	-16
Total impairments	1.760	96	369	831	560	139	66

#### - Le sur sur el fine a siel es avantitur surte in the shellow a aboat (NANOK)

Impairments on loans and financial commitments in the balance sheet (IVINOK)									
	30.09.2020	30.09.2019	30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019		
Corporate customers	2.352	1.311	2.352	2.695	1.930	1.396	1.311		
Retail customers	216	148	216	218	168	160	148		
Total impairments on loans and financial commitments	2.568	1.459	2.568	2.913	2.098	1.556	1.459		



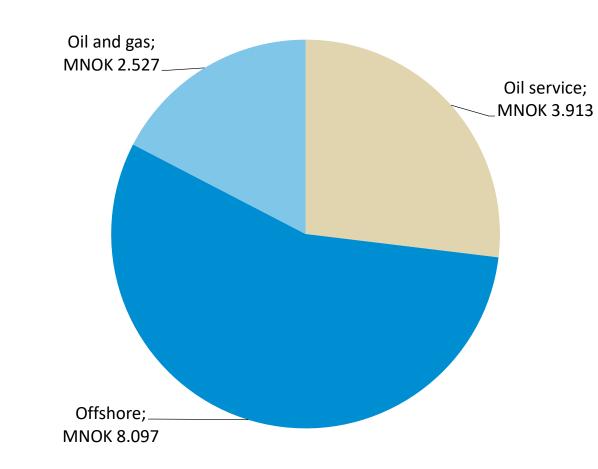
## Lending to oil and offshore

#### 6.0% (BNOK 14.5) of total EAD\* is related to oil operations

- Oil services
  - EAD NOK 3.9 billion, 1.6% of the bank's total EAD
  - Funding of operating capital through current and fixed assets, as well as guarantees
- Exploration and production companies
  - EAD NOK 2.5 billion, 1.0% of the bank's total EAD
  - Exposure primarily to companies with activities on the Norwegian continental shelf

#### • Offshore

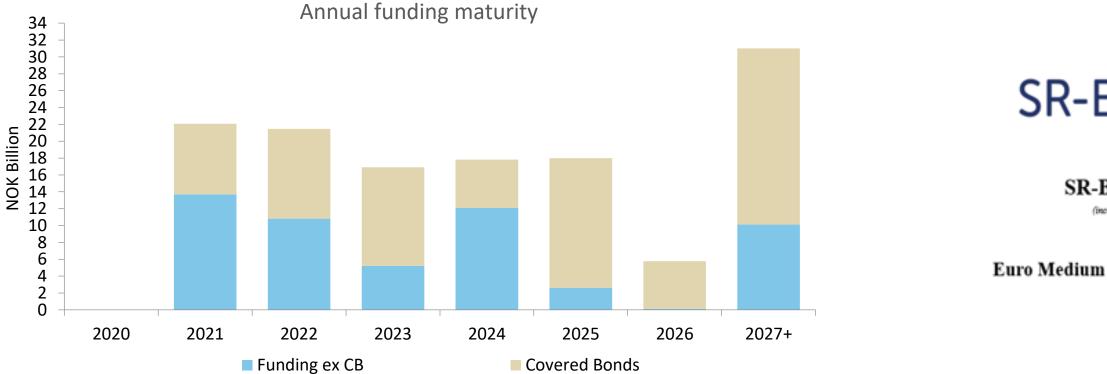
- EAD NOK 8.1 billion, 3.3% of the bank's total EAD
- Exposure primarily to industrial-oriented shipping companies with integrated organization (Offshore service vessels, Rig and Seismic vessels)





### Funding

- NSFR\* 123% ٠
- LCR\*\* 154%
- NOK 19.8 billion net refinancing need over the next 12 months
- Deposit to loans ratio 52.2% ٠
- MREL subordination requirement 27,4% according to BRRD2 proposal as of 15 Oct 2020 from Ministry of Finance ٠



\*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. \*\*High quality liquid assets divided by total net cash outflow in a 30-day, serious stress scenario.



# SRBANK

#### SPAREBANK 1 SR-BANK ASA

(incorporated with limited liability in Norway)

#### €10,000,000,000

**Euro Medium Term Note Programme** 

# **SR-Boligkreditt**

#### SR-BOLIGKREDITT AS

(inco/porated with limited liability in Norway)

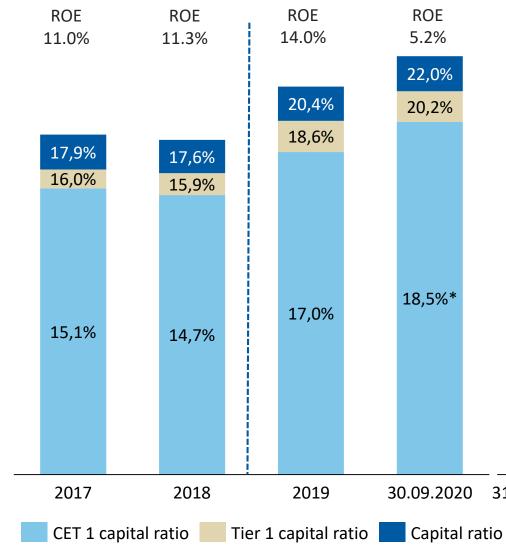
#### €10,000,000,000

#### Euro Medium Term Covered Note Programme



## **Solid capital ratio**

- The EU's capital adequacy regulations (CRR/CRD IV) came into force on 31 December 2019. These entail, among other things, a reduction in the capital requirements for loans to small and medium-sized enterprises (SME) and the elimination of the so-called Basel I floor.
- The regulatory requirement is 12.7% after the countercyclical buffer was reduced from 2.5% to 1.0% in the first quarter of 2020. SpareBank 1 SR-Bank posted a CET 1 capital ratio of 18.5%.
- The systemic risk buffer will increase from 3.0% to 4.5% • lifting the CET 1 requirement to 15.2% at 31 December 2020 incl. 1.0% management buffer.
- SpareBank 1 SR-Bank is not defined as a systemically important financial institution (SIFI).
- The leverage ratio was 7.9% as at 30 September 2020, ٠ well above the minimum requirement at 5.0%.



\*On 23 April 2020, the annual general meeting approved the board's proposal that no dividend be paid out for 2019. At the same meeting, the board was authorised to make a decision about the distribution of a dividend, at some later point in time, of up to NOK 5.50 per share based on the bank's approved annual financial statements for 2019. The authorisation remains valid until the next ordinary general meeting in 2021.

.2%		
2,0%		
),2%	CET 1 15,2%	
	1,0%	Management buffer
	1,7%	Pillar 2
	1,0%	Countercyclical buffer
,5%*	4,5%	Systemic risk buffer
	2,5%	Capital conservation buffer
	4,5%	The regulatory minimum requirements

#### 30.09.2020 31.12.2020



### Outlook

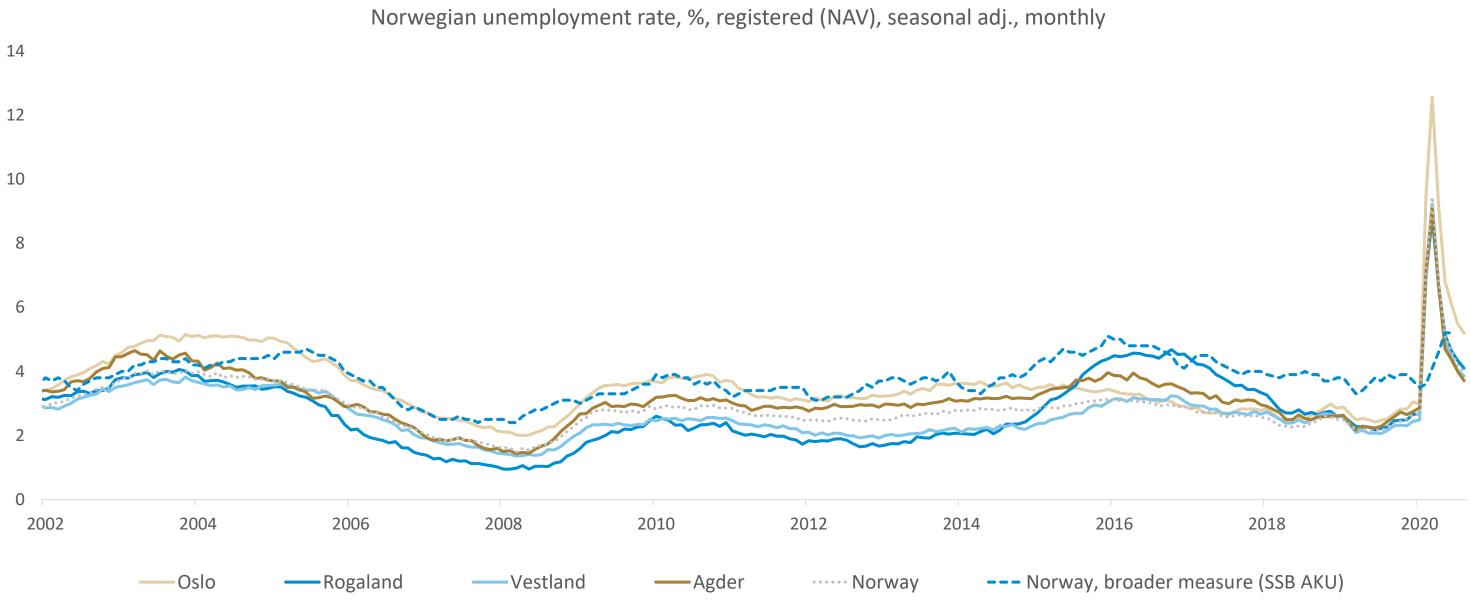
- Economic development has been positive in Norway the last six months. Uncertainty still prevail given both low oil price and the ongoing Covid-19 situation, but the Norwegian state is particularly well-equipped to contribute financially. Extensive measures aimed at both the retail and corporate sector has been effectuated, but lower levels of investment and demand for loans for corporates are expected.
- Norges Bank has cut its policy rate by 1.50 percentage points to 0.0% in May 2020. A stable policy rate is expected until a gradual increase from the • autumn 2022.
- SpareBank 1 SR-Bank's long-term target is a minimum return on equity of 12%, but as a consequence of the Covid-19 outbreak, return on equity in • 2020 is estimated to be lower than the long-term target.
- SpareBank 1 SR-Bank's focus on digitalisation and automation, both internally and in relation to customers, has enabled almost all of the group's • employees to work from home office. Customers have been looked after in an efficient and satisfactory manner.
- Given its solid financial position, the group is very well equipped to tackle crises and this will help to ensure that the SpareBank 1 SR-Bank Group • remains a solid financial group after the Covid-19 outbreak ends as well.
- Geographic expansion, digitalization and growth will transform SpareBank 1 SR-Bank from a regional savings bank to a bank for the whole of Southern Norway.







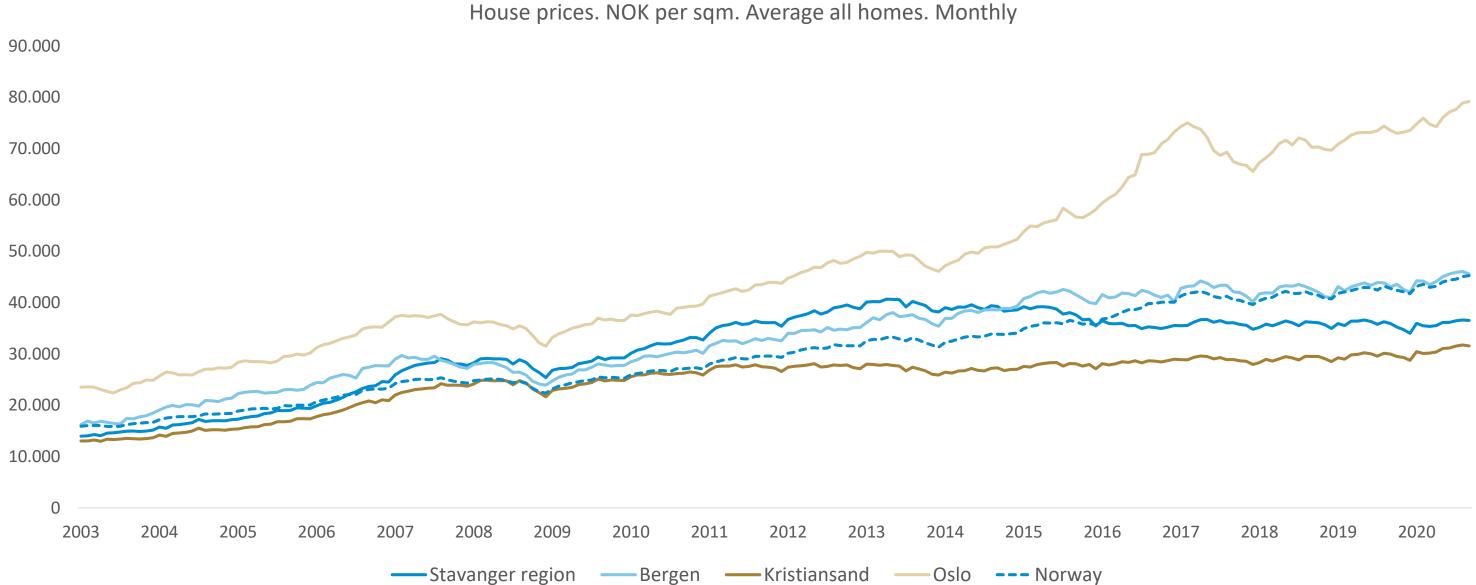
#### Increased unemployment (NAV) as a result of Covid-19, but lower after April Fully unemployed increased from 2% to 10%. Since then, it has fallen to 4,4%. Still highest in Oslo.



Kilde: NAV og SSB.



#### Norwegian house prices have increased by 6% last 12 months Impact from Covid-19 dampened the market for some time, but sales and prices have picked up last months



Source : Finn.no, Eiendom Norge og Eiendomsverdi.

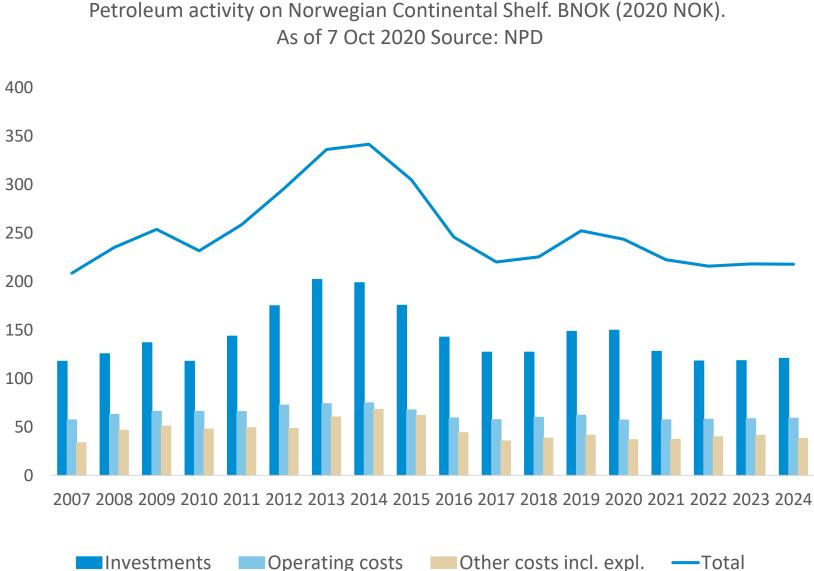


# Lower petroleum prices and increased uncertainty dampen activity

Activity on the Norwegian Continental Shelf probably near unchanged in 2020, then down in 2021 before levelling out

BNOK

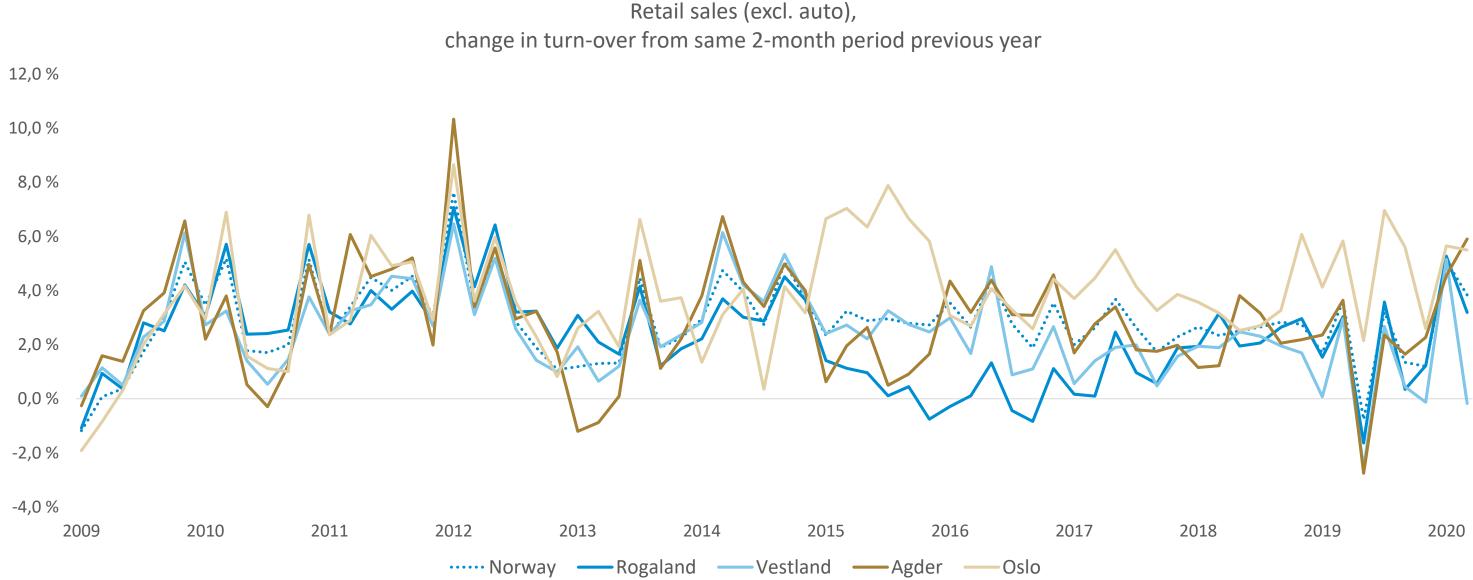
- Overall activity on the Norwegian Continental Shelf (NCS) had a marked increase for many years up to 2014. Activity increased over 60% from 2007 to 2014.
- Activity fell markedly in 2015 and 2016 and ٠ somewhat less in 2017. Thereafter, there was some upturn in 2018 and even more strongly in 2019.
- At the beginning of 2020, some increase in ٠ petroleum activity was expected in 2020. Covid-19 has led to lower prices and increased uncertainty, but the support package lifts activity. The NPD expects a decline of 3% in 2020 for total activity and a decline of 9% in 2021. Thereafter, near unchanged development is expected.





#### Retail trade in Norway increased in 2019 and Covid-19 impacts 2020 Covid-19 has had a big impact. Groceries increased a lot in the beginning. Gradually, other goods have also

increased



Source: SSB.







# Lending to commercial real estate

13.0% (BNOK 31.5) of total EAD\* is related to commercial real estate

#### • Commercial real estate for lease

- EAD NOK 22.3 billion, 9.2% of the bank's total EAD
- The portfolio is characterised by lending to commercial properties for leasing with long-term contracts and financially solid tenants. The vacancy rate is limited.
- Financing by type of premises:
  - 42% Office buildings, 26% Industrial buildings, 20% Retail stores and shopping malls, 10% Hotels, 2% Other
- Plot financing
  - EAD NOK 3.7 billion, 1.5% of the bank's total EAD
  - Average funding ratio is below 50%
- Development projects for residential and commercial real estate
  - EAD NOK 4.4 billion, 1.8% of the bank's total EAD
  - Minimum pre-sale requirement is 70%.
- Real estate management and housing cooperatives
  - EAD NOK 1.1 billion, 0.5% of the bank's total EAD

Real estate management and housing cooperatives; MNOK 1.108

34

Development projects for residential and commercial real estate; MNOK 4.376

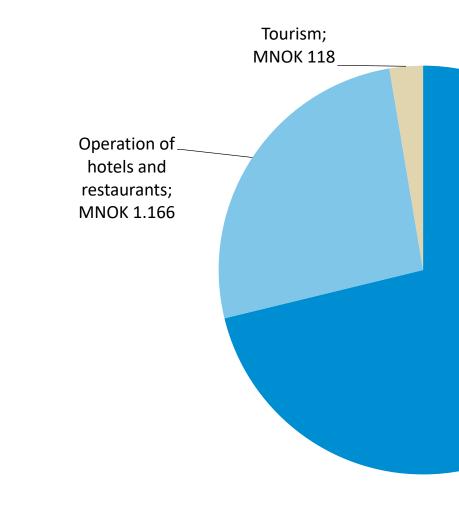
> Plot financing; MNOK 3.723



## Lending to retail trade, hotels and restaurants

1.8% (BNOK 4.5) of total EAD\* is related to retail trade, hotels and restaurants

- Retail trade
  - EAD NOK 3.2 billion, 1.3% of the bank's total EAD
- Operation of hotels and restaurants
  - EAD NOK 1.2 billion, 0.5% of the bank's total EAD
- Tourism
  - EAD NOK 0.1 billion, 0.05% of the bank's total EAD



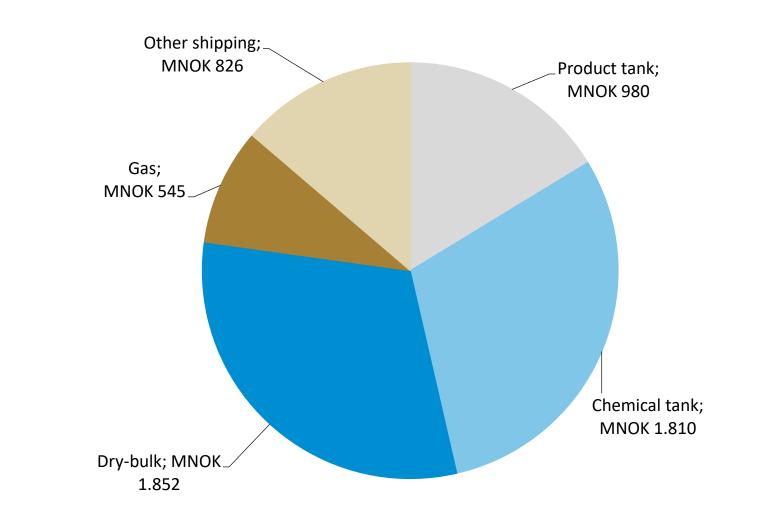
\_Retail trade; MNOK 3.174



# Lending to shipping

#### 2.5% (BNOK 6.0) of total EAD\* is related to shipping

- Product tank
  - EAD NOK 1.0 billion, 0.4% of the bank's total EAD
- Chemical tank
  - EAD NOK 1.8 billion, 0.8% of the bank's total EAD
- Dry-bulk
  - EAD NOK 1.9 billion, 0.8% of the bank's total EAD
- Gas
  - EAD NOK 0.5 billion, 0.2% of the bank's total EAD
- Other shipping
  - EAD NOK 0.8 billion, 0.3% of the bank's total EAD



EAD: Exposure at default







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 South of Norway
  - The bank's primary market areas for credit exposure are Rogaland, Agder, Vestland as well as Oslo and Viken
- 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 centralized expertise







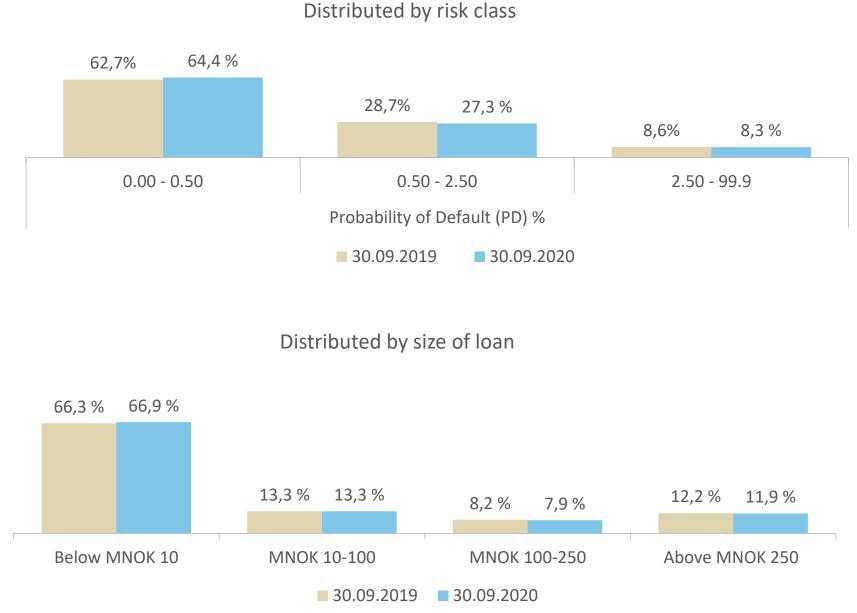
- The bank sets specific limits for the size of commitments as well as requirements concerning industry diversification
  - The maximum total exposure to an individual customer must be significantly lower than the regulatory requirements
  - The maximum unsecured exposure to an individual customer must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





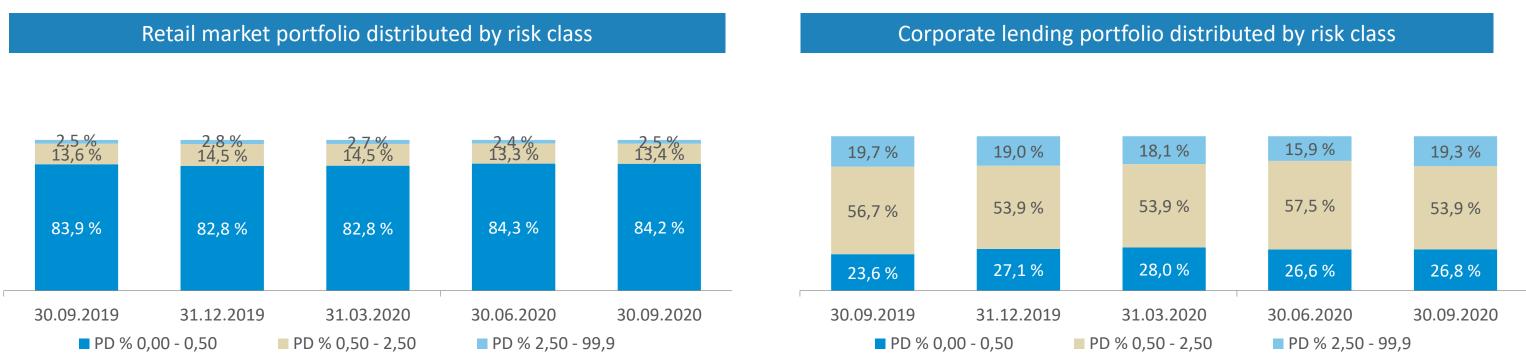
# **Risk profile of the loan portfolio**

- SpareBank 1 SR-Bank has a solid loan portfolio. ٠ Portfolio quality improved last year.
- The loan portfolio consists mainly of small and ٠ medium-sized loans.





# **Risk profile – Lending to the retail and corporate market**



- The quality of the retail market portfolio is considered to be good and has low potential losses.
- 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.

- ٠ improved last year.
- ٠

\*Probability of default (PD) through a full cycle of loss. The figures include the loan portfolio in the covered bond companies (SB1 Boligkreditt AS and SR-Boligkreditt AS).



### The quality of the corporate market portfolio is good. Portfolio quality

There is a clearly defined framework that sets limit on what is funded and conditions for particular funding purposes. This ensures a robust portfolio.







## SpareBank 1 SR-Bank ASA

Business divisions	Fully owne	ed companies	Partly owned companies			
<b>Capital Market</b> Number of man-years: 24	<b>EiendomsMegler 1</b> Leading real estate broker Number of man-years: 197	<b>SR-Boligkreditt</b> Covered Bond Funding Number of man-years: 1	<b>BN Bank</b> (35.0%) Commercial bank located in Oslo and Trondheim	<b>SpareBank 1 Gruppen</b> (19.5%) Holding company for the SpareBank 1 - Alliance		
<b>Retail Market</b> Number of man-years: 458	<b>SR-Forvaltning</b> Asset management Number of man-years: 13	<b>FinStart Nordic**</b> Investmentportfolio FinTec Number of man-years: 16	SpareBank 1 Boligkreditt (2.2%) Covered bond company (mortgages)	SpareBank 1 Næringskreditt (15.6%) Covered bond company (commercial real estate)		
<b>Corporate Market</b> Number of man-years: 153	SpareBank 1 SR-Bank Forretningspartner* Accounting and advisory Number of man-years: 159	Monner Digital loan-platform for small businesses Number of man-years: 15	<b>SpareBank 1 Kreditt</b> (17.7%) Credit card company located in Trondheim	SpareBank 1 Betaling*** (19.8%) The company behind mobile payment solution		
Administration & Support Number of man-years: 290						

\*SpareBank 1 SR-Bank Forretningspartner has taken over Fast Solutions with effect from 1 September 2020.

\*\* Number of man-years in FinStart Nordic includes man-years in subsidiaries.

\*\*\*Owns 22% in VBB AS.



# **SpareBank 1 Alliance**

SpareBank 1SpareBank 1SR-BankSMN19,5%19,5%		Nord	SpareBank 1 Nord Norge 19,5%		arbeidende ebanker AS %	SpareBank 1 Østlandet 12,4%	LO/fagforbund tilknyttet LO 9,6%	
Products, commissions, dividends ↑ ↓ Sales, Ioan portfolios, capital								
Companies where SR-E	Bank has direct ownership	o	SpareBank 1 Gruppen AS					
<b>BN Bank ASA</b> (35.0%)	SpareBank 1 Betaling AS (19.8%)		SpareBank 1 Forsikring AS (100%)		Fremtind Forsikring AS (65%)	<b>ODIN Forvaltning AS</b> (100%)	<b>LO Favør AS</b> (51%)	
SpareBank 1 Boligkreditt AS (2.2%)	SpareBank 1 Næringskreditt AS (15.6%)		<b>Conecto AS</b> (100%)		SpareBank 1 Factoring AS (100%)	<b>Modhi Finance AS</b> (100%)	SpareBank 1 Spleis AS (100%)	
SpareBank 1 Kreditt AS (17.7%)			SpareBank 1 Utvikling DA					

### 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 purpose: Strength to growth and development**

### Objectives

- The purpose for SpareBank 1 SR-Bank is to add strength to growth and development. Our growth will give us the ability to provide profitability and value to the owners, customers and the community.
- 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

- To be the bank that focus on the future and good relations where we have our customers in the center, knows what's important for them through a combination of close, personal relationships – and high utilization of technology and costumer data. We want to be reliable, easily available and a long-term partner to our customers.
- We want to focus on good solutions for our customers by understanding them and their challenges, which will help us reach our vison to be the customers fist choice.

- •
- ٠

- ٠
- Innovation by use of partnership, technology and data •
- diversification portfolio.
- High portfolio quality

### Financial goals

The longer term target for return on equity is a minimum of 12%. Top 50% return on equity and cost/income in a Nordic benchmark

### Strategic focus

Digital development and transformation of existing business models Cost-effective and selective growth, increased product- and



# **Balance sheet**

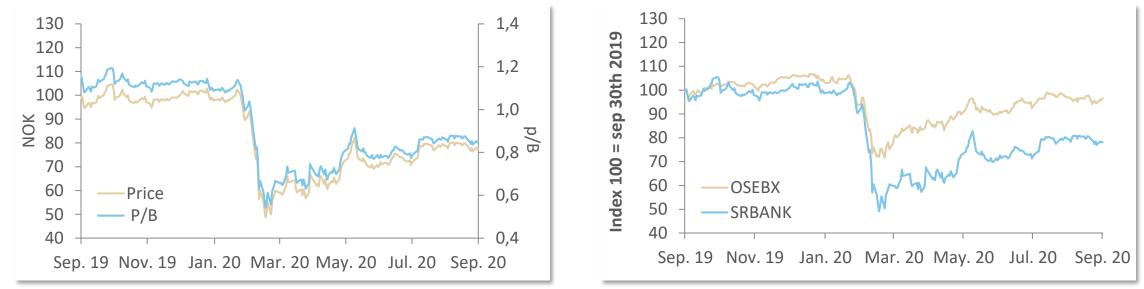
Balance sheet (MNOK)	30.09.2020	30.09.2019
Cash and balances with central banks	657	404
Balances with credit institutions	7.248	1.898
Net loans to customers	214.490	202.223
Certificates, bonds and other fixed-income securities	38.398	32.327
Financial derivatives	10.710	6.765
Shares, ownership stakes and other securities	915	904
Investment in associates	4.629	4.470
Other	3.291	2.613
Total assets	280.338	251.604
Balances with credit institutions	466	976
Deposit from customers	113.248	102.181
Listed debt securities	129.032	113.792
Financial derivatives	7.892	5.044
Other liabilities	1.750	3.235
Additional Tier 1 and Tier 2 capital instruments	2.186	2.731
Total liabilities	254.574	227.959
Total equity	25.764	23.645
Total liabilites and equity	280.338	251.604

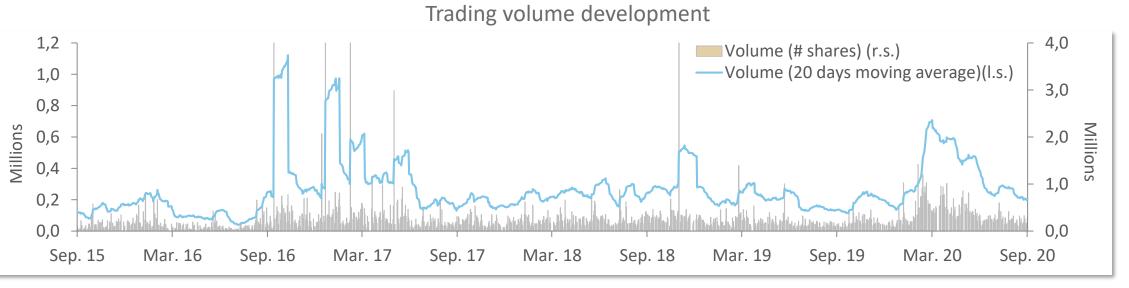


### **SRBANK** share

- International ownership is 22.3% ٠ per 3. quarter 2020.
- Total market value at 3. quarter ٠ 2020 is NOK 19.8 billion.

Development in Price/Book









## 20 largest shareholders as at 30 September 2020

		IIIVCStor
•	Ownership interests as at 30 September 2020:	Sparebankstiftelsen S Folketrygdfondet
	<ul> <li>From Rogaland, Agder and Vestland: 44.1% (43.0%)</li> </ul>	Brown Brothers Harr
	<ul> <li>International: 22.3% (28.3%)</li> </ul>	SpareBank 1-stiftinga State Street Bank and
	<ul> <li>10 largest: 51.3% (50.9%)</li> </ul>	Vpf Nordea Norge Ve
	• 20 largest: 58.8% (58.2%)	Danske Invest Norske Odin Norge
•	Number of shareholders 30 September 2020:	Pareto Aksje Norge
	13.286 (11.318)	JPMorgan Chase Ban Verdipapirfondet Alfr
•	Employees owning 1.7% (1.5%) as at 30 September 2020	Clipper AS KLP Aksjenorge Indek Verdipapirfondet Alfr State Street Bank and Westco AS Forsvarets Personells Arctic Funds plc, Irlar Pareto Invest AS Danske Invest Norske

Investor		Number	Stake
Sparebankstiftelsen SR-Bank		72.419.305	28,3 %
Folketrygdfondet		21.179.990	8,3 %
Brown Brothers Harriman & Co, U.S.A.	Nominee	6.612.187	2,6 %
SpareBank 1-stiftinga Kvinnherad		6.226.583	2,4 %
State Street Bank and Trust Co, U.S.A.	Nominee	6.152.799	2,4 %
Vpf Nordea Norge Verdi		5.232.389	2,0 %
Danske Invest Norske Instit. II		3.695.680	1,4 %
Odin Norge		3.423.133	1,3 %
Pareto Aksje Norge		3.272.790	1,3 %
JPMorgan Chase Bank N.A., U.S.A.	Nominee	2.898.345	1,1 %
Verdipapirfondet Alfred Berg Gambak		2.731.707	1,1 %
Clipper AS		2.211.000	0,9 %
KLP Aksjenorge Indeks		2.081.291	0,8 %
Verdipapirfondet Alfred Berg Norge		1.921.511	0,8 %
State Street Bank and Trust Co, U.S.A.	Nominee	1.837.045	0,7 %
Westco AS		1.799.187	0,7 %
Forsvarets Personellservice		1.752.356	0,7 %
Arctic Funds plc, Irland		1.749.038	0,7 %
Pareto Invest AS		1.694.108	0,7 %
Danske Invest Norske Aksjer Inst.		1.557.703	0,6 %
Тор 5		112.590.864	44,0 %
Тор 10		131.113.201	51,3 %
Тор 20		150.448.147	58,8 %



## SR-Bank as of 30.09.2020

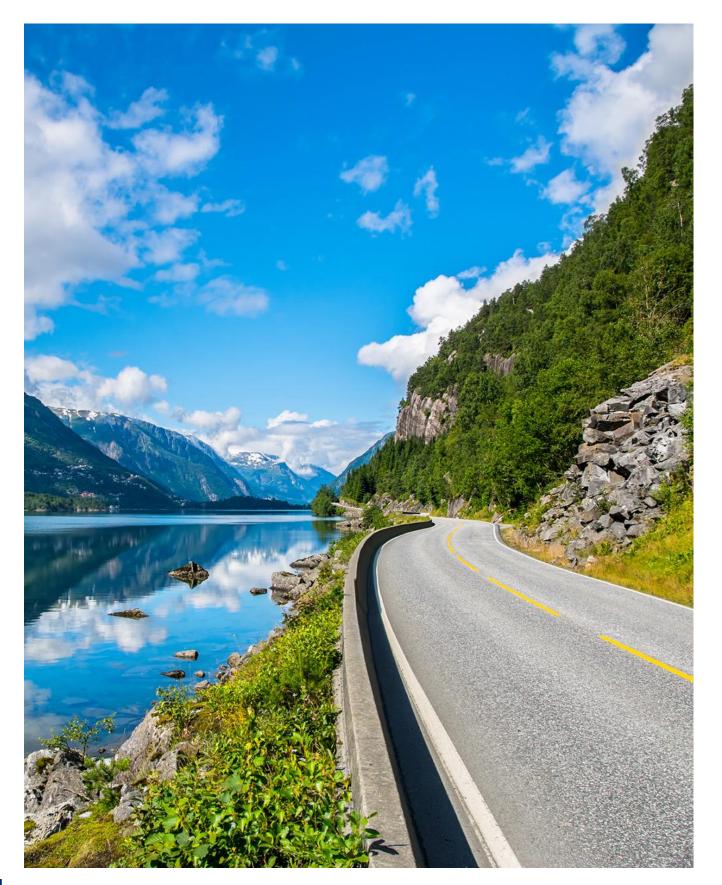
### SpareBank 1 SR-Bank share

	30.09.2020	2019	2018	2017	2016	2015	2014
Share price	77,40	100,00	89,20	87,00	60,75	39,30	52,50
Stock value (MNOK)	19.795	25.575	22.813	22.250	15.537	10.051	13.427
Book value per share, NOK (group)	93,51	89,90	82,27	77,24	71,54	66,14	60,28
Earnings per share	3,84	12,22	8,98	8,16	6,87	6,83	8,20
Dividend per share*	n.a.	5,50	4,50	4,25	2,25	1,50	2,00
P/E	10,08	8,18	9,93	10,66	8,84	5,75	6,40
P/BV (group)	0,83	1,11	1,08	1,13	0,85	0,59	0,87

\*A decision was made in April 2020 not to pay a dividend for 2019 at this time. The change has been incorporated into the first quarter of 2020. The figures reported as at 31 December 2019 are the same as before.

- Number of shares issued 255.8 million
- Trading volume in Q3 2020:
   6.1% (3.6%)
- On 1 June 2017, the SR-Bank share was included in the Oslo Stock Exchange's main index





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