

# Presentation of 1st Quarter Report 2014



May 6th 2014

# SpareBank 1 Nord-Norge 1st quarter report 2014

**Main features (figures and percentages in brackets refer to the same interim period in 2013):**

- Profit before tax NOK 473 million (NOK 235 million)
- Profit after tax NOK 401 million (NOK 196 million)
- Return on equity after tax of 18.6% (11.3%)
  - Earnings per equity certificate: NOK 1.89 (NOK 1.23)
- Very good and further improved underlying banking operations with profit before losses of NOK 255 million (NOK 184 million)
- Net income from financial assets NOK 243 million (NOK 91 million)
- Cost/income ratio 38.8% (51.7 %)
- Loan losses NOK 25 million (NOK 40 million)

# SpareBank 1 Nord-Norge 1st quarter report 2014

**Main features (figures and percentages in brackets refer to the same interim period in 2013):**

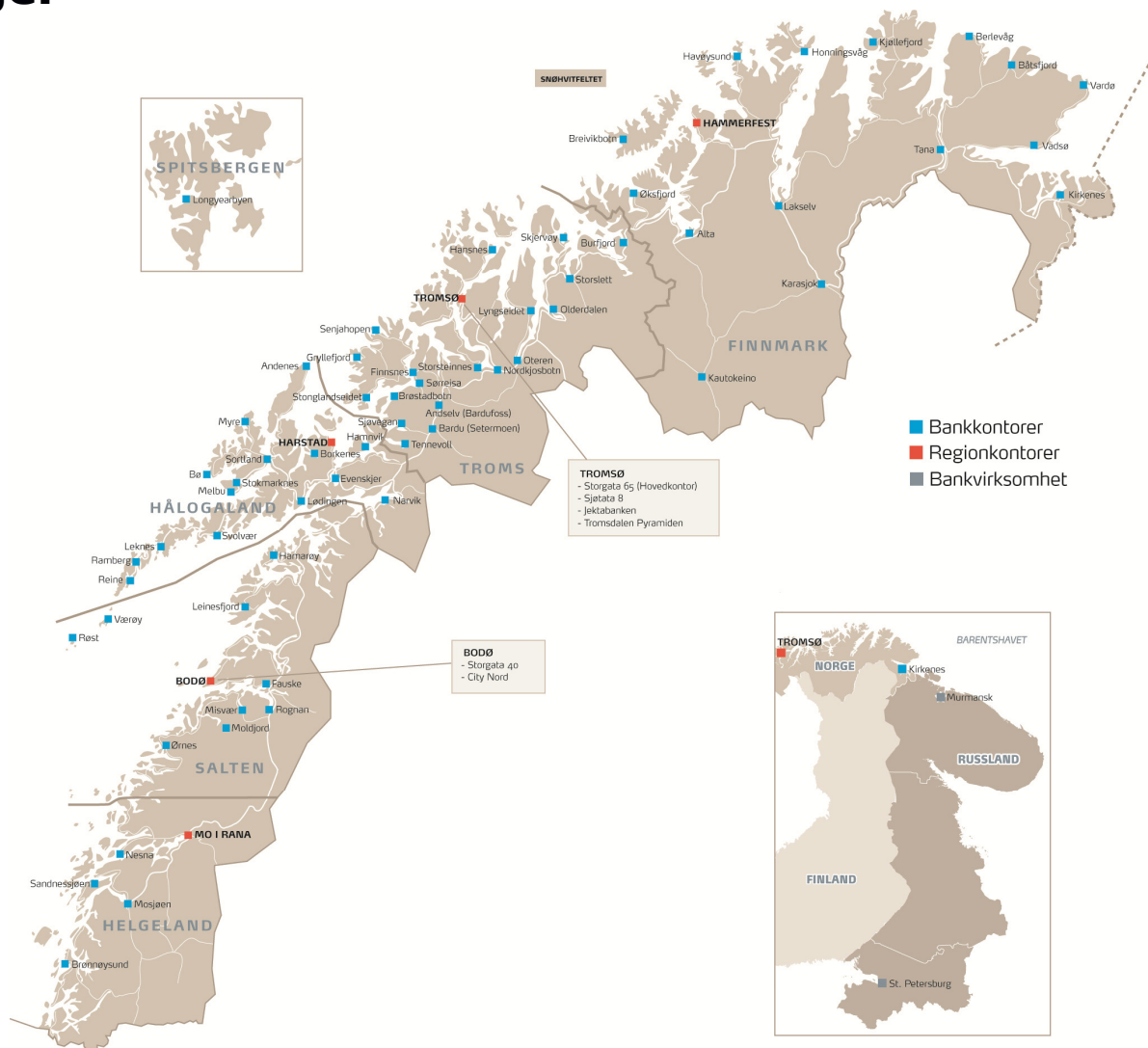
- Lending growth in last 12 months 7.3% (8.5%), including intermediary loans
  - Retail market 8.0% (9.8%)
  - Corporate market 5.8% (5.8%)
- Growth in deposits in last 12 months 0.9% (9.0%)
  - Retail market 5.5% (8.0%)
  - Corporate market 6.3% (5.2%)
  - Public sector market -21.1% (18.7%)
- Deposit coverage ratio 75.7% (80.9%)
- Group's core tier 1 capital ratio 12.4% (10.1%)
- Very good liquidity

# SpareBank 1 Nord-Norge

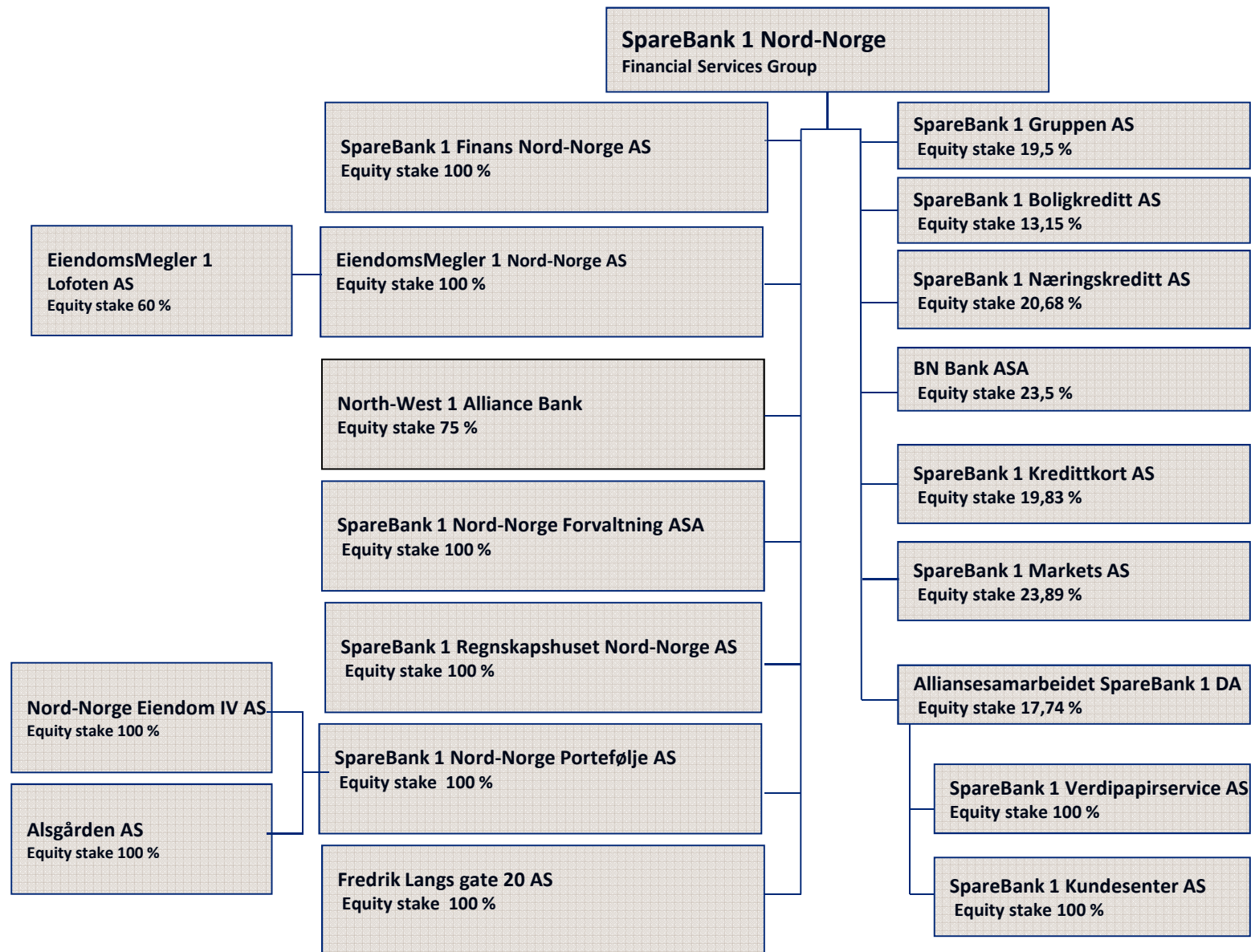
## Vision: For Nord-Norge!

**Head office** Tromsø  
**Organisation:** 5 regions  
**Regional offices :** Hammerfest  
Tromsø  
Harstad  
Bodø  
Mo i Rana

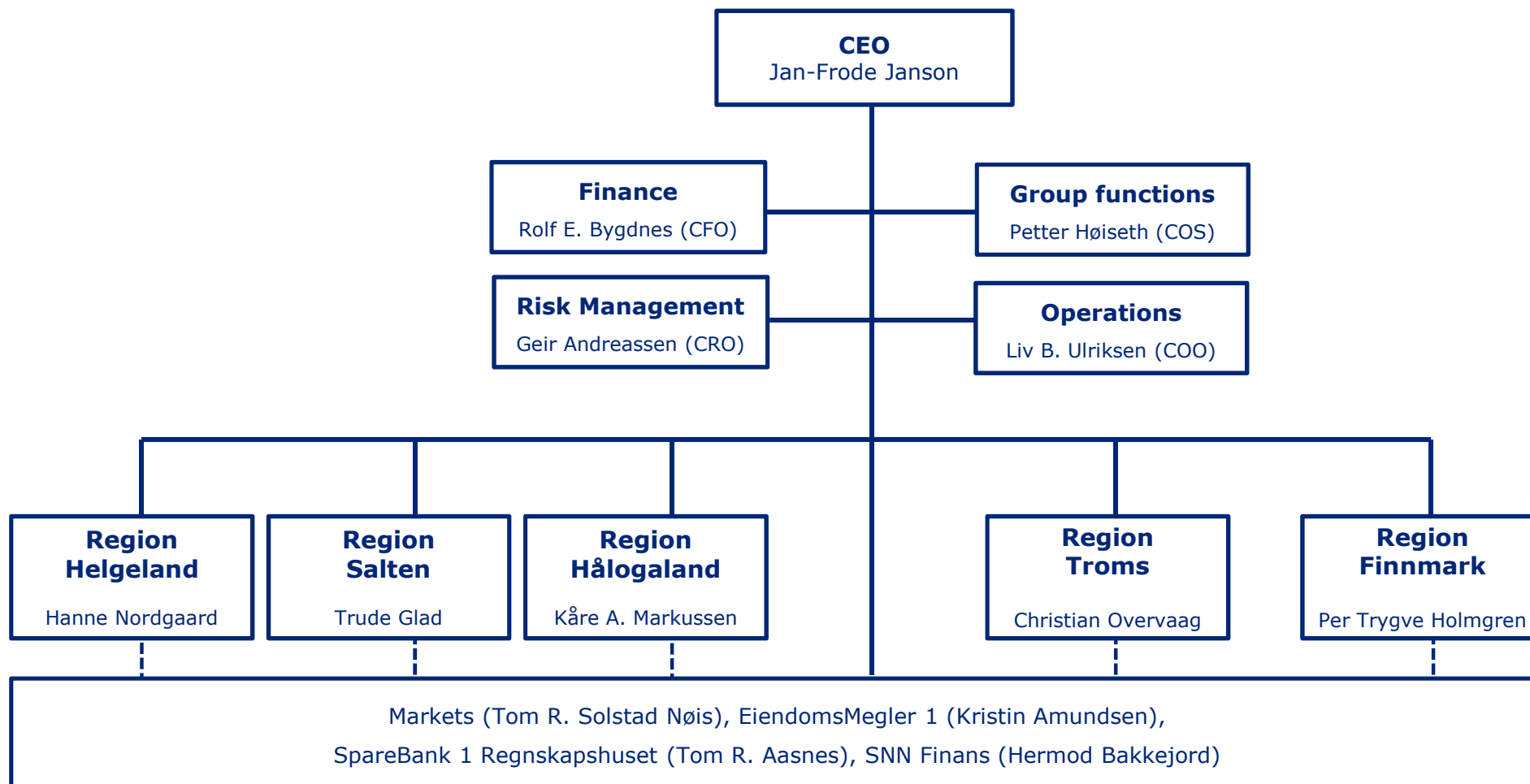
**Branches:** 74



# Organisation of the financial services Group

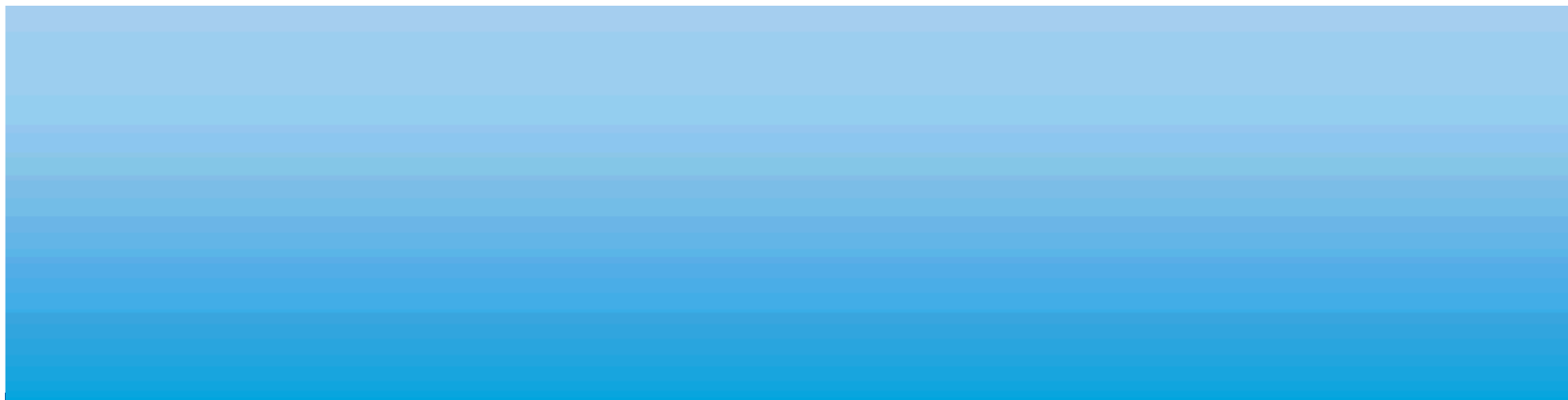


# SpareBank 1 Nord-Norge – organisation and management



# Macro and Economic trends

## Q1 - 2014



# Northern Norway – current economic status

- **Continual strong growth in regional GDP since 2010**
- ***Strong economy following somewhat weaker growth last autumn***
  - Good export growth, continual high prices on salmon
  - New strong winter season for the tourism industry
  - Big public sector and high investments
- **Tight labour market**
  - Low jobless rate – 2.7 % March 2014
- **Household finances are healthy**
- **Housing market is strengthening**
- **Promising prospects for 2014**
  - Regional GDP growth forecast: 3 – 4 %
  - The economy in North Norway may still be affected by a continued uncertainty related to the development of the Norwegian and international economy

Prognosis

## The growth in the north is twice as high compared to the south

- Higher wealth creation
- Increased exports
- High, but declining investment growth
- Lack of skilled manpower place a limitation on growth

North-Norway - Macroeconomic prognosis				
Percentage growth compared to last year				
	Norway		Nord-Norge	
	2013	2014	2013	2014
Private consumption	3	3	3	3
Public consumption	2	2	3	3
Gross investments	4,5	3,3	7	4
Exports	0	2	1	3
Imports	5	4	4	2
Wealth creation/GDP	3	2	3	4
Employment	1	0	1	0.5
Reported unemployment (level)	2,6	3,0	2.6	2.6

Source: Menon

# The most important industries

- **Seafood**

- Export growth and continued high salmon prices
- Northern Norway - 37 % of total Norwegian salmon production
- Cod sector - high catch quotas, low prices, need for restructuring

- **Petroleum**

- Norne FPSO (1997), Hammerfest LNG (2007) and Skarv FPSO (2013)
- Goliat FPSO (oil) in production 2014, Aasta Hansteen FPSO (2017)
- Regional oil service business up 20 % in 2012 – continued growth in 2013
- Barents Sea South East opened for exploration drilling

- **Building and construction**

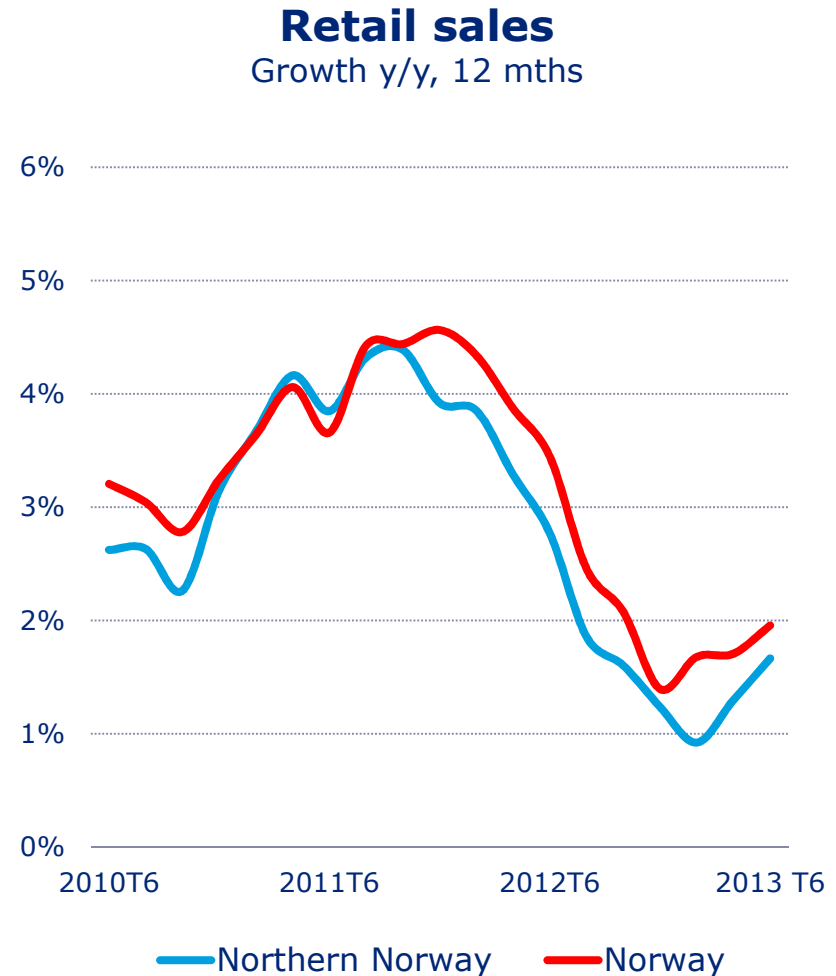
- Declining, but still high order reserves in the construction industry
- Increased housing construction

- **Tourism**

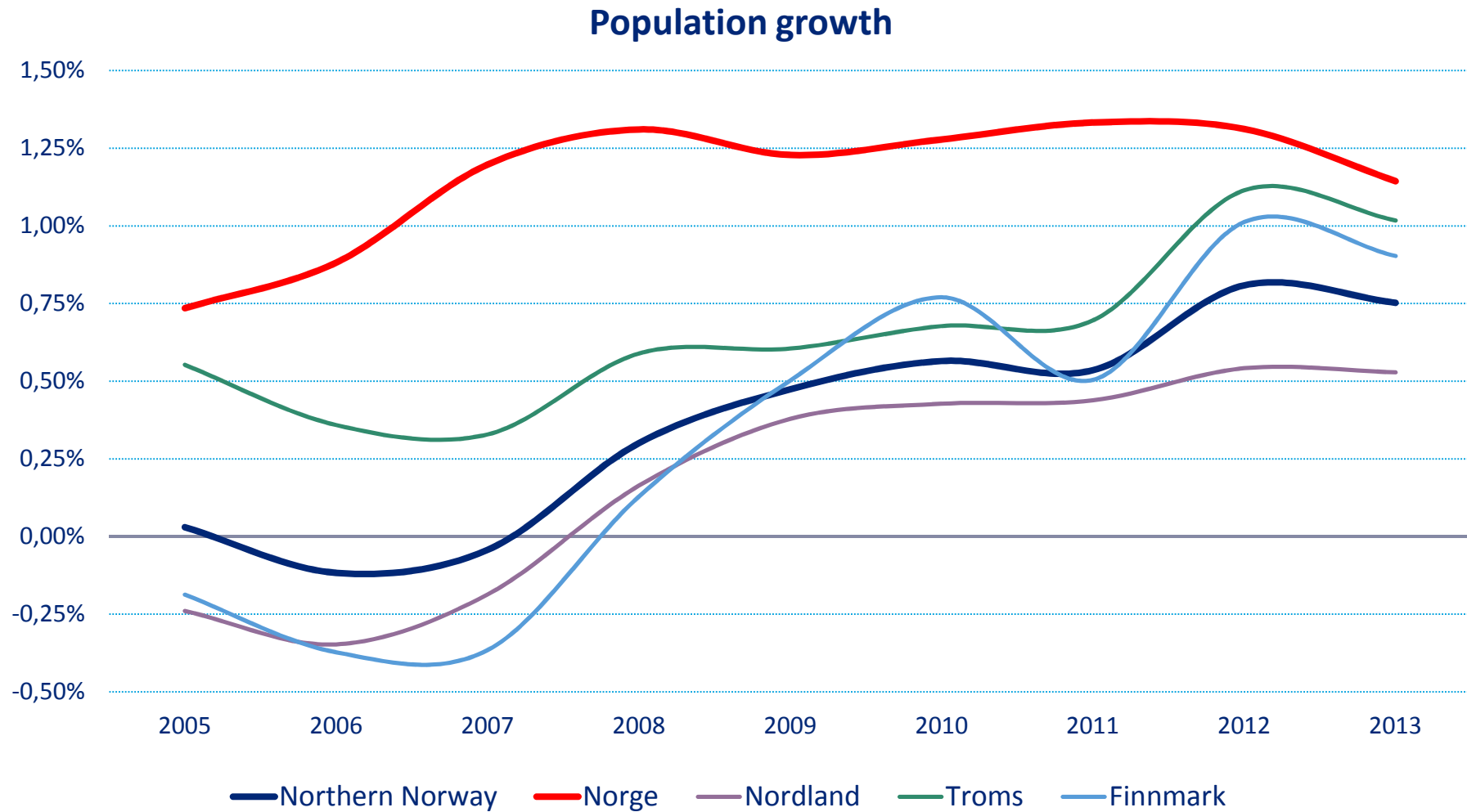
- Strong winter season in 2014 following a weak summer season in 2013

# Household finances are healthy

- **Growth in real income**
  - High wage growth; 3.5 %
  - Low inflation, CPI-ATE at 2.5 %
  - Low interest rate, and rate forecast
- **Low debt ratio – high savings**
  - 12 % below average (Norway)
  - 20 % below average, 17–34 year
  - Savings growth above 6 % y/y
- **Consumption growth**
  - Consumption turns up after declining trend
  - Indicating optimism among households

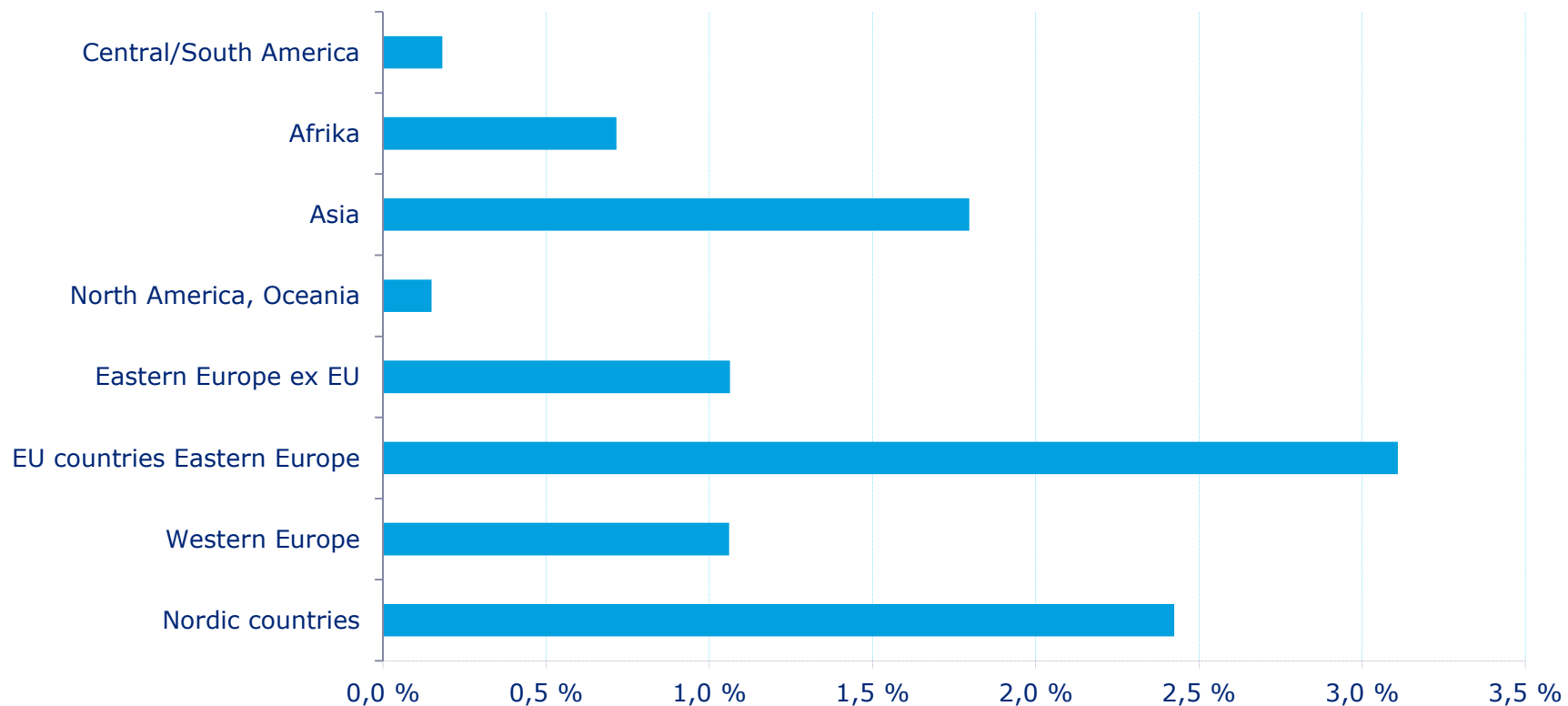


# Population growth in all counties



# Labour migration to the region is necessary

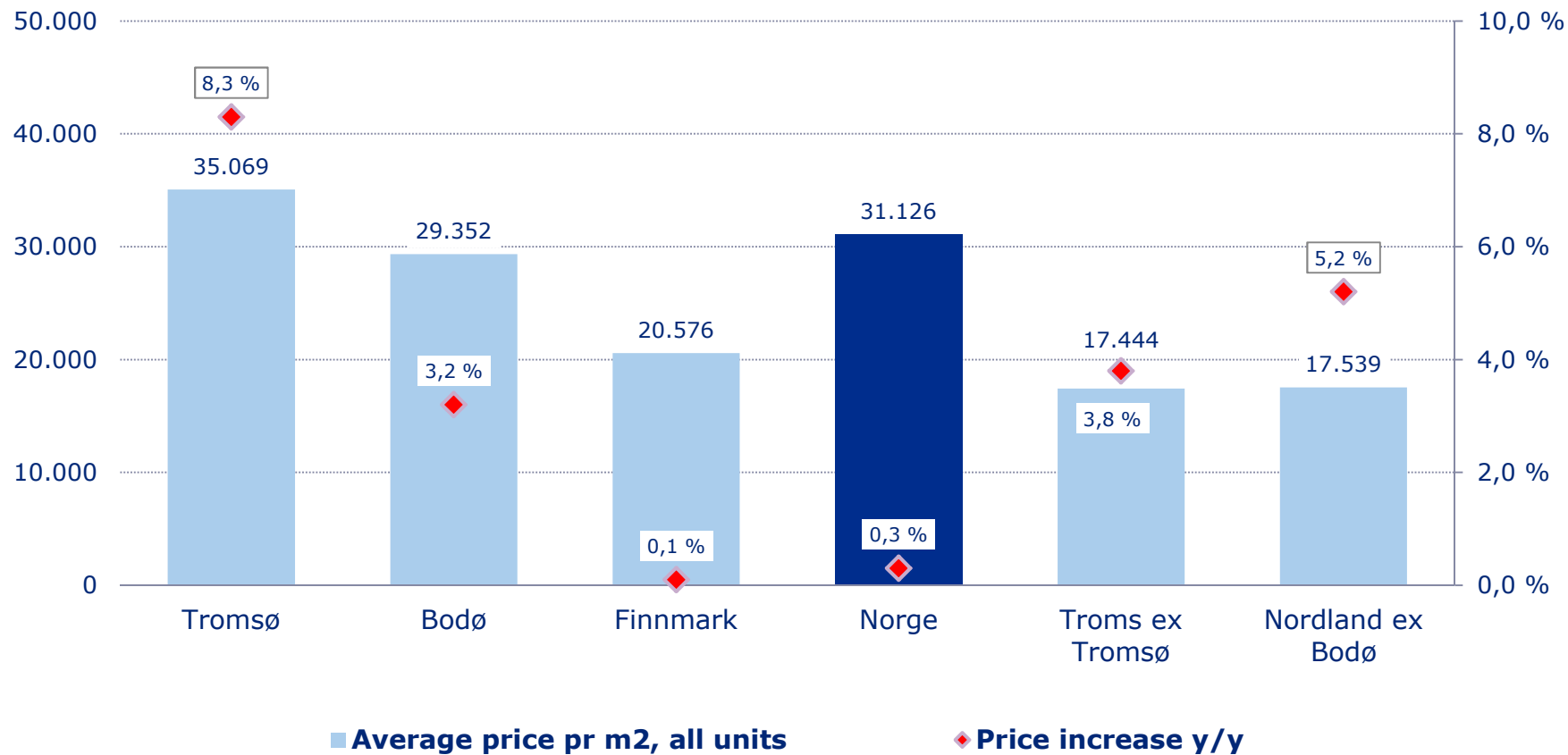
## Share of employment in Northern Norway



# Housing market – increasing prices

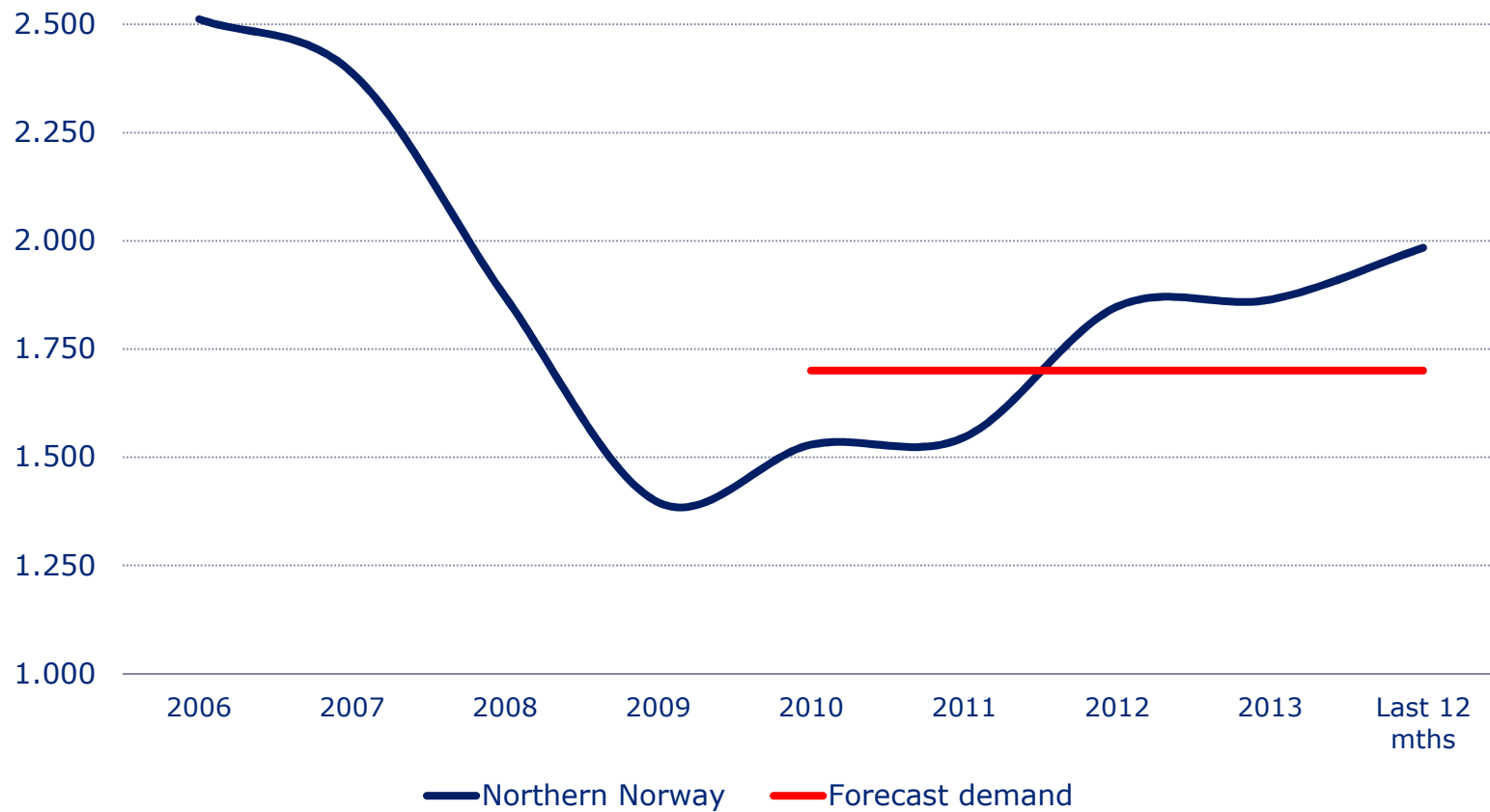
## House prices

Price level and Growth y/y, March 2014



# Housing starts keep up growing

## Housing starts Number of units

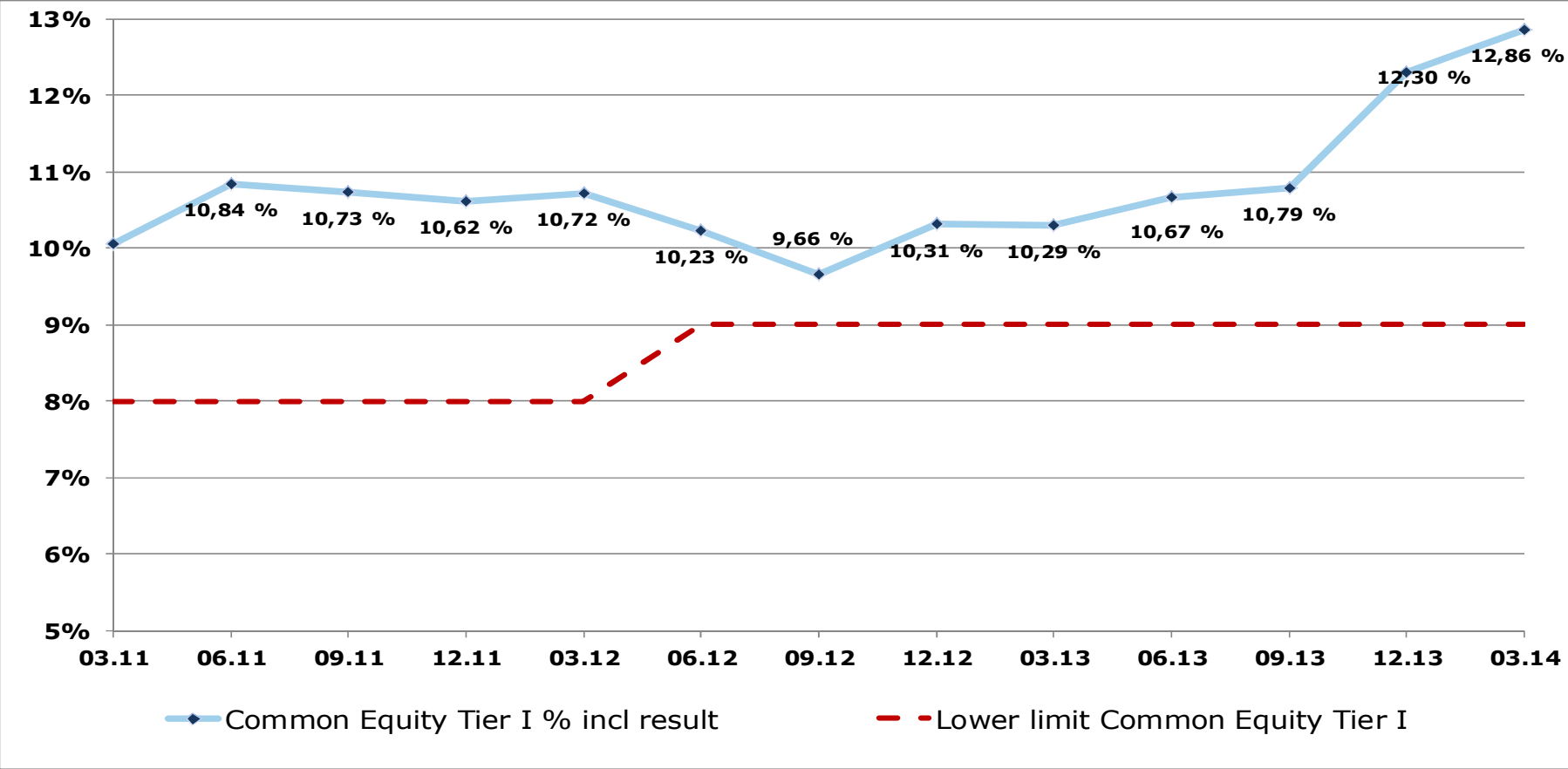


# Main financial targets

- Banking operations at top international level: Minimum 12 % ROE
- Undisputable solid: 14.5 % Core Tier 1 in 2016



# Capital adequacy ratio - Group



## Increased solidity - planned and implemented measures

	Measure	Status
1	Concentrate on core business	SNN Portefølje (prev. SNN Invest) – activities discontinued Sale of stake in Bank 1 Oslo (4.8 % remaining)
2	Increase cost efficiency	Low parent bank cost increase in 2013
3	Increase interest margin to reflect cost of capital	Interest adjustments and margin increases retail and corporate market
4	Reduced payout ratio	Implemented in 2012 and 2013
5	IRB-A application	In approval-process with Norwegian FSA
6	Reduce lending growth	12 month lending growth retail from 11.0 % (2012) to 8.0 % (1Q 2014) Lending growth corporate from 12.9% (2012) to 5.8 % (1Q 2014)
7	Equity issue	Completed autumn 2013; NOK 773 mill

## Profit and loss account - Group

(Amounts in NOK million)	31.03.14	31.03.13
Net interest income	328	280
Net fee-, commision and other operating income	243	198
Net income from financial investments	243	91
<b>Total net income</b>	<b>814</b>	569
Total costs	316	294
<b>Result before losses and write-downs</b>	<b>498</b>	275
Net losses and write-downs	25	40
<b>Result before tax</b>	<b>473</b>	235
Tax	72	39
Minority interests	0	0
<b>Result for the period</b>	<b>401</b>	196
Return on equity capital	18,6 %	11,3 %

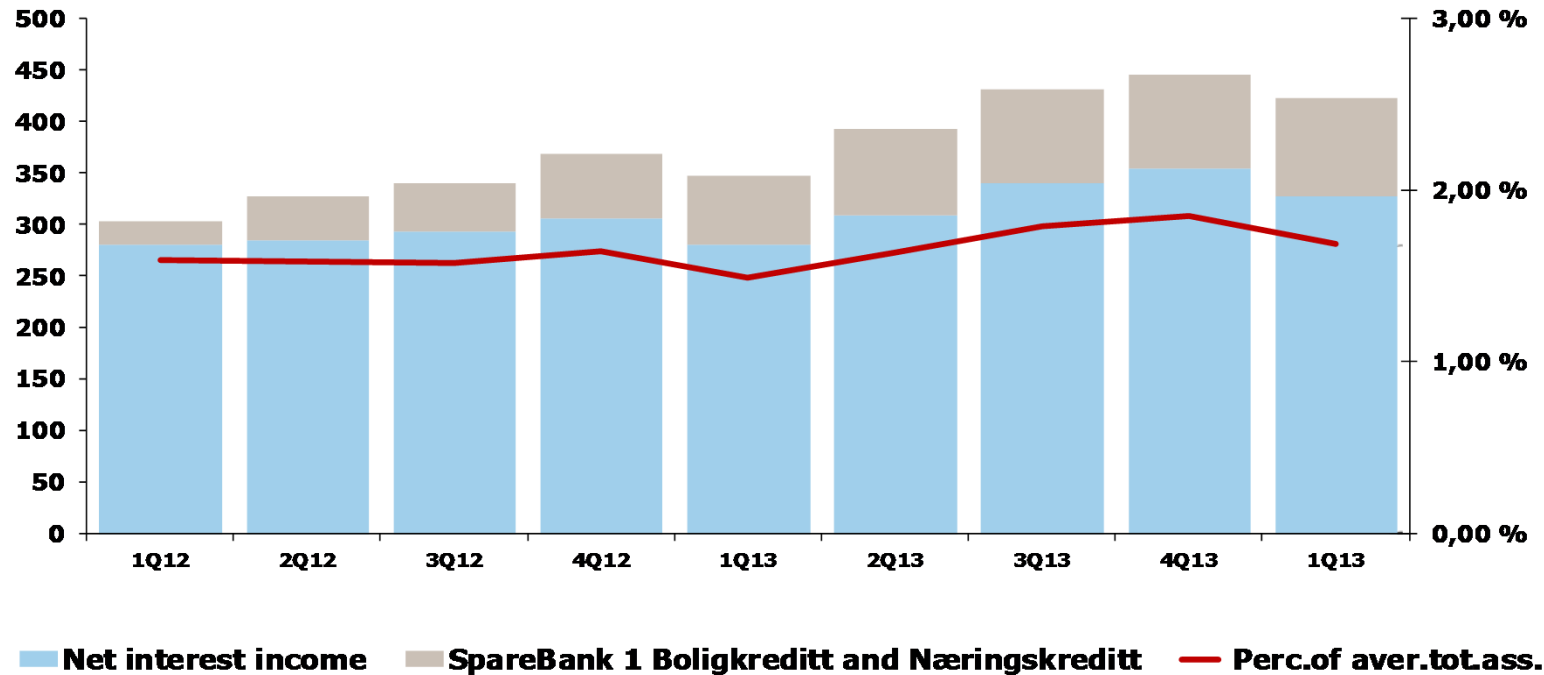
## Quarterly summary – Profit and loss account figures

(Amounts in NOK million)	<b>1Q13</b>	4Q13	3Q13	2Q13	1Q13
Net interest income	<b>328</b>	355	341	309	280
Net fee-, commission and other operating income	<b>243</b>	262	233	238	198
Net income from financial investments	<b>243</b>	85	106	64	91
<b>Total net income</b>	<b>814</b>	702	680	611	569
Total costs	<b>316</b>	327	286	302	294
Result before losses and write-downs	<b>498</b>	375	394	309	275
Net losses and write-downs	<b>25</b>	50	35	47	40
<b>Result before tax</b>	<b>473</b>	325	359	262	235
Return on equity capital	<b>18,6 %</b>	13,7 %	15,8 %	11,6 %	11,3 %
Cost/income	<b>38,8 %</b>	46,6 %	42,1 %	49,4 %	51,7 %

## Total commission and other income

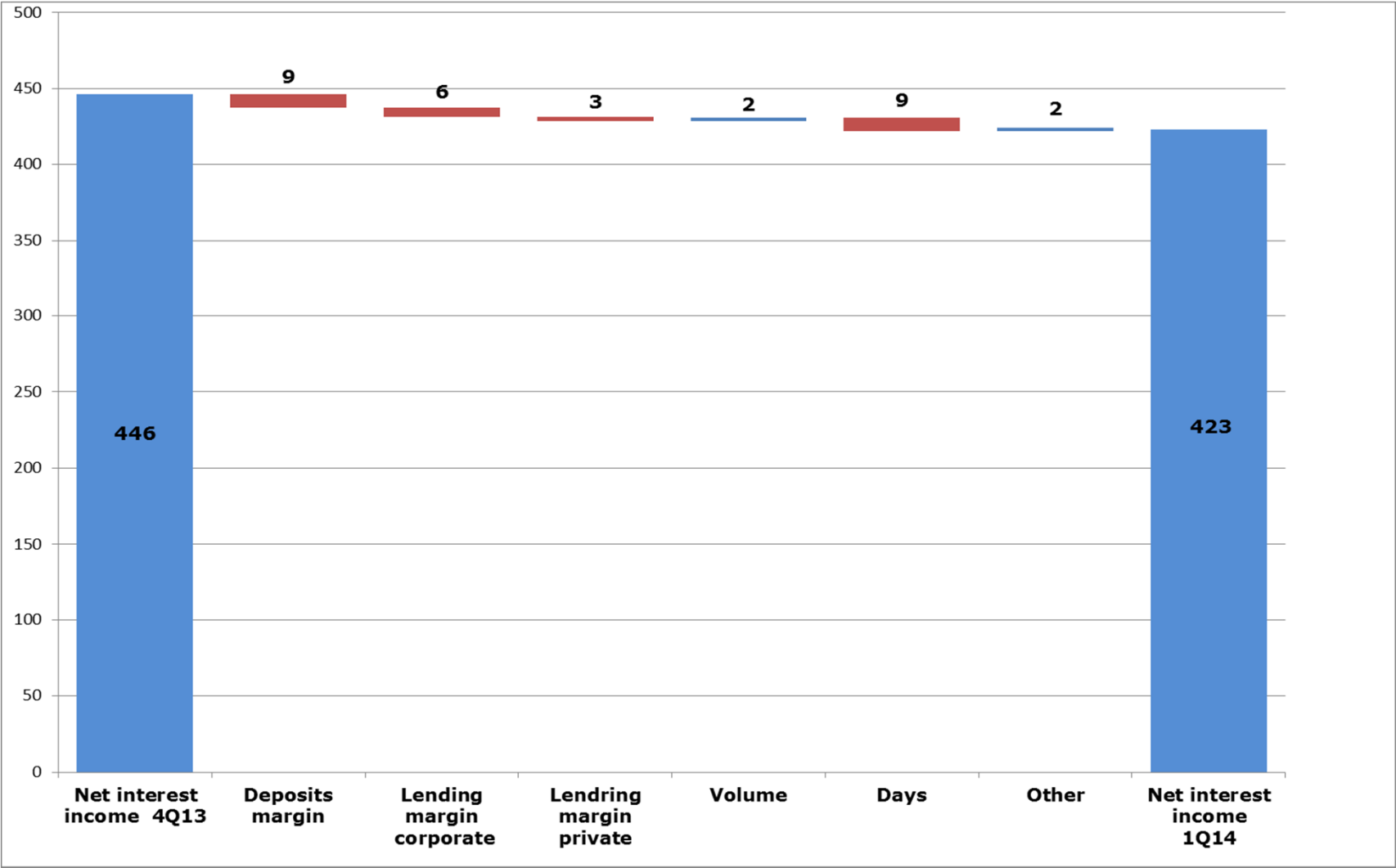
(in NOK million)	1Q14	4Q13	3Q13	2Q13	1Q13
Guarantee commissions	8	9	9	10	6
Interbank commissions	4	5	5	5	4
Credit arrangement fee	2	3	3	3	2
Arrangement fee from SpareBank 1 Boligkreditt	95	91	90	84	67
Arrangement fee from SpareBank 1 NN Finans	1	0	0	2	0
Securities trading, administration and trust department services	8	9	8	9	7
Payment transmission services	52	55	68	52	48
Brokerage commission	20	18	22	23	20
Insurance services	31	32	30	31	29
Other commission income	9	11	4	12	8
<b>Total commissions income</b>	<b>230</b>	<b>233</b>	<b>238</b>	<b>230</b>	<b>191</b>
Operating- and sales income real estate	4	11	3	1	1
Other operating income	25	41	11	30	16
<b>Total other operating income</b>	<b>29</b>	<b>52</b>	<b>14</b>	<b>31</b>	<b>17</b>
Commission expenses	16	23	19	23	10
<b>Net fee-, commision and other operating income</b>	<b>243</b>	<b>262</b>	<b>233</b>	<b>238</b>	<b>198</b>

# Net interest income - Group



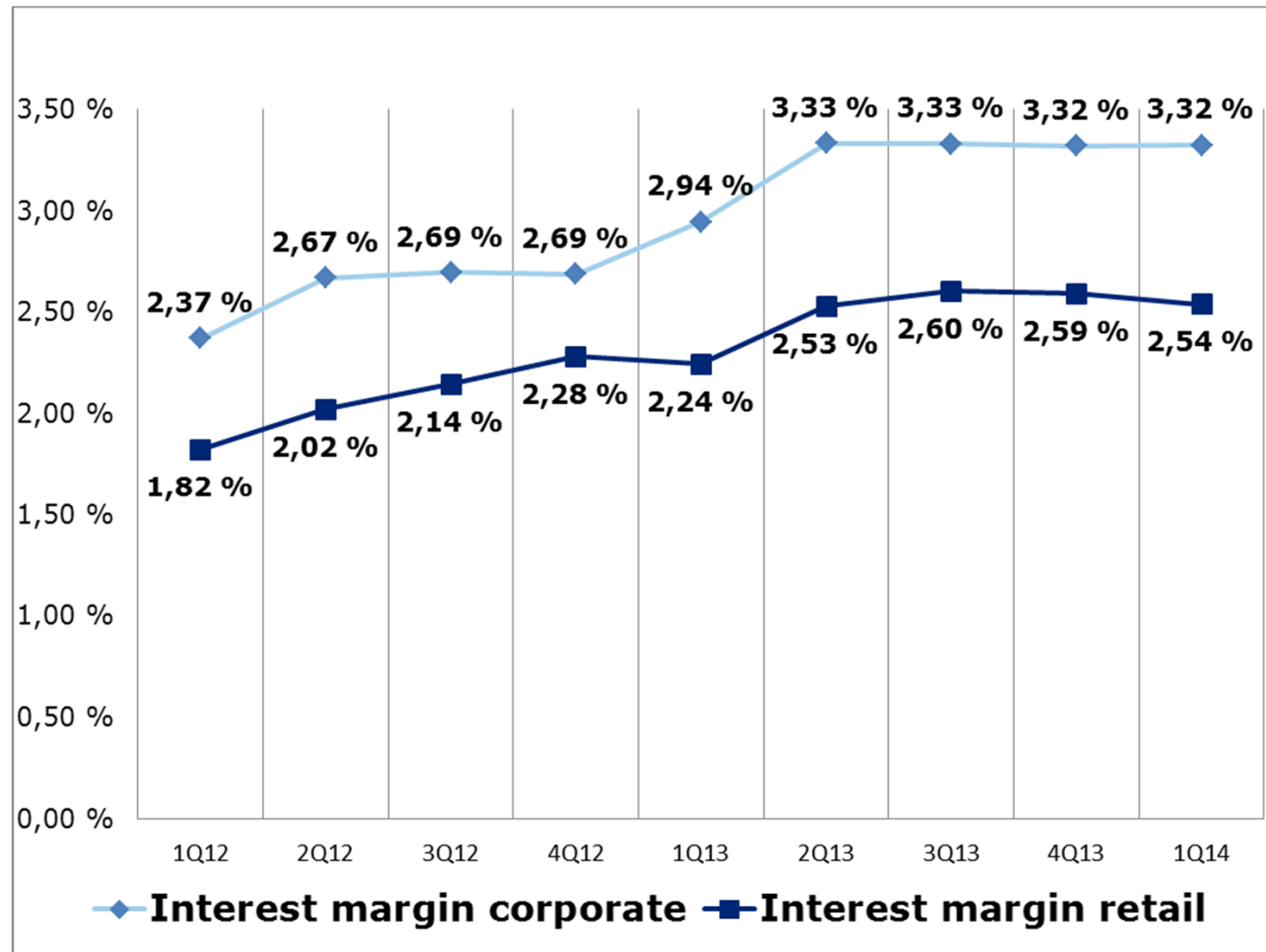
(Amounts in NOK million)	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	<b>1Q13</b>
Net interest income	281	285	293	307	280	309	341	355	<b>328</b>
SpareBank 1 Boligkreditt and Næringskreditt	23	42	48	62	67	84	90	91	<b>95</b>
TOTAL incl. SpareBank 1 Boligkreditt and Næringskreditt	304	327	341	369	347	393	431	446	<b>423</b>
Perc.of aver.tot.ass.	1,59 %	1,58 %	1,58 %	1,64 %	1,50 %	1,63 %	1,79 %	1,85 %	<b>1,69 %</b>
Perc. incl. Agency loans	1,36 %	1,43 %	1,44 %	1,54 %	1,43 %	1,60 %	1,74 %	1,79 %	<b>1,67 %</b>

# Changes in net interest income last quarter



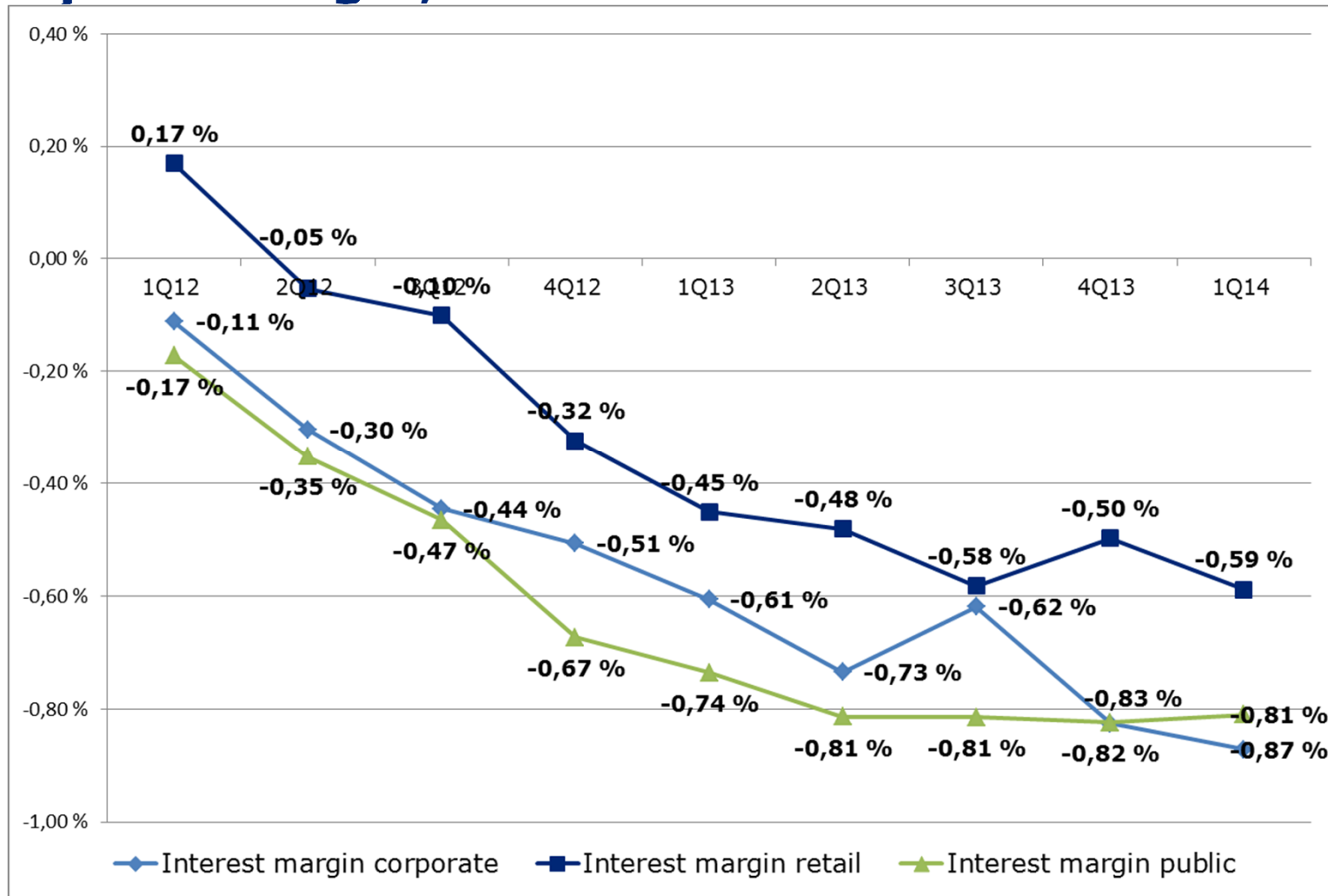
Measured against average funding cost

# Lending margin, Parent bank



The interest margin is defined as the difference between the customer lending (deposit) interest rate and average 3 month NIBOR

# Deposit margin, Parent bank



The interest margin is defined as the difference between the customer lending (deposit) interest rate and average 3 month NIBOR

## Net interest income –

- The future development in net interest income is mainly dependent on
  - The competitive situation
  - The bank's funding cost, including money market rates
- Somewhat increased margin pressure on retail and corporate lending with low risk.
- A number of banks have in 1Q 2014 announced adjustment of deposits and lending rates. SpareBank 1 Nord-Norge have announced adjusted interest rates effective from mid-June. The calculated interest income-related effect of the announced changes is, seen in isolation, expected to be neutral.
- All other things being equal, the Bank's funding cost is expected to increase with approximately 0.15 basis points in 2Q 2014. This is due to final maturity of the governmental swap scheme in March and June 2014, and increased money market rates. The average funding cost is thereafter expected to decrease.

## Income from financial investments

(Amounts in NOK million)	<b>1Q13</b>	4Q13	3Q13	2Q13	1Q13
Dividends	<b>11</b>	0	4	22	1
Income from joint ventures	<b>71</b>	78	109	27	89
Gains/losses and net value changes on shares	<b>144</b>	23	5	24	5
Gains/losses and net value changes on certificates and bonds	<b>21</b>	-6	-8	-4	-12
Gains/losses and net value changes on foreign exchange	<b>7</b>	-1	-13	0	7
Gains/losses and net value changes on other financial derivatives	<b>-11</b>	-9	9	-5	1
<b>Income from financial investments</b>	<b>243</b>	85	106	64	91

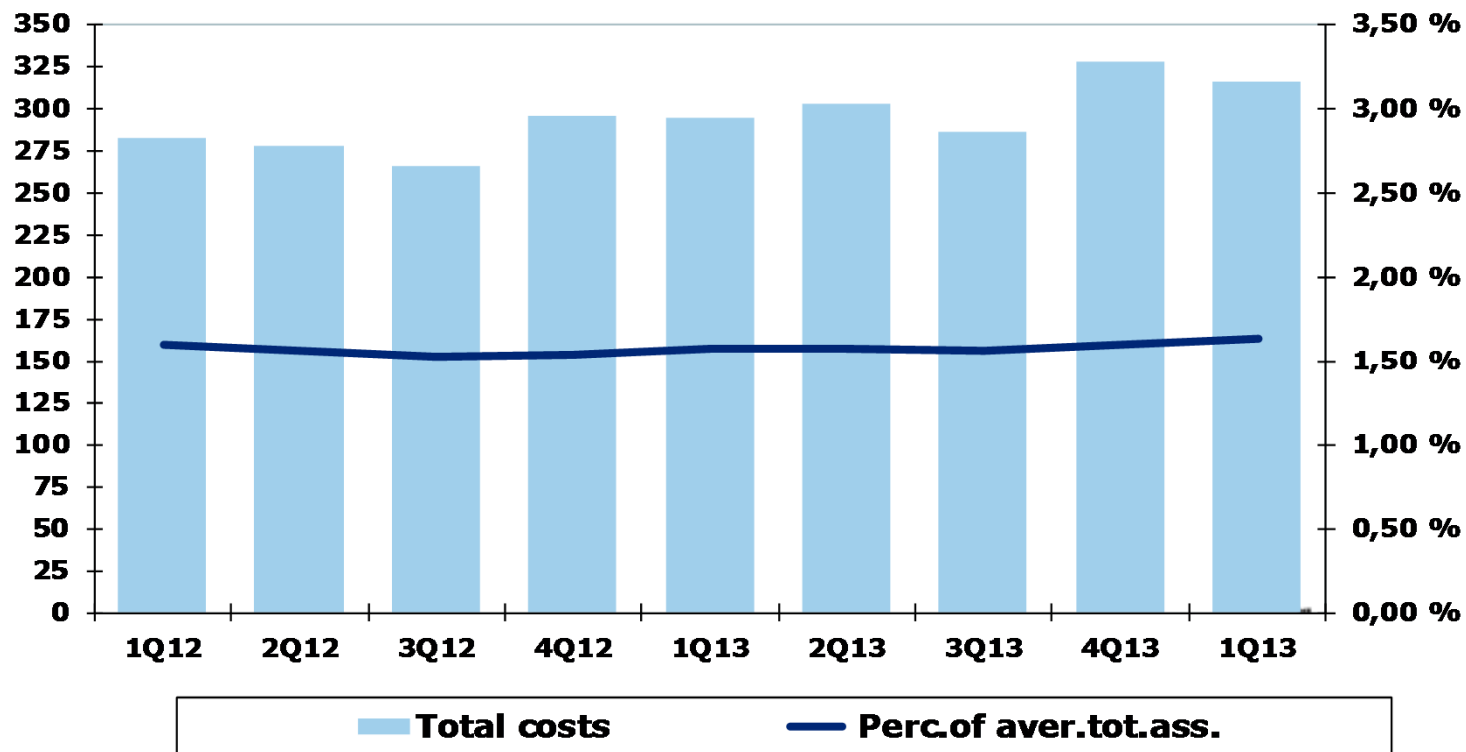
## Group operating costs

(Amounts in NOK million)

	<b>31.03.14</b>	31.03.13	Change
Wages and salaries	<b>142</b>	129	13
Pension costs	<b>8</b>	9	- 1
Social costs	<b>12</b>	13	- 1
<b>Total personnel costs</b>	<b>162</b>	151	11
<b>Administration costs</b>	<b>89</b>	84	5
<b>Total personnel- and general administration costs</b>	<b>251</b>	235	16
Depreciation and write-downs of fixed assets	<b>14</b>	14	0
<b>Total operating costs</b>	<b>51</b>	45	6
<b>Total costs</b>	<b>316</b>	294	22

# Group operating costs

NOK mill.



	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q13
Total costs	282	277	266	295	294	302	286	327	<b>316</b>
Perc. of aver. tot. ass.	1,60 %	1,56 %	1,52 %	1,54 %	1,57 %	1,58 %	1,56 %	1,59 %	<b>1,63 %</b>

# Operating expenses

(in NOK million)	1Q14	4Q13	3Q13	2Q13	1Q13
Wages and salaries	142	154	131	138	129
Pension costs	8	3	9	11	9
Social costs	12	17	11	13	13
<b>Total personnel costs</b>	<b>162</b>	<b>174</b>	<b>151</b>	<b>162</b>	<b>151</b>
Development costs	26	29	27	28	26
Electronic data processing costs	15	14	15	11	18
Marketing costs	21	14	18	21	16
Travel - and training costs	9	10	6	7	9
Communications	3	3	3	3	2
Postage	3	3	3	4	3
Consultancy services	6	10	6	4	4
Cost involving the handling of cash	3	3	3	3	3
Office-related costs	2	1	2	2	2
Collection costs	1	1	1	1	1
Ordinary depreciation	14	13	13	13	14
Operating costs buildings	0	13	6	6	6
Rent paid - premises and bank buildings	0	8	11	9	9
Operating costs - premises/buildings	8	-1	3	4	6
Other operating costs incl rent	43	54	36	40	39
<b>Other costs</b>	<b>154</b>	<b>153</b>	<b>135</b>	<b>140</b>	<b>143</b>
<b>Total operating expenses</b>	<b>316</b>	<b>327</b>	<b>286</b>	<b>302</b>	<b>294</b>

## Core banking operations- (excl. income from financial investments)

(Amounts in NOK million)	<b>1Q13</b>	4Q13	3Q13	2Q13	1Q13
Net interest income	<b>328</b>	355	341	309	280
Net fee- and commission income	<b>214</b>	210	219	207	181
Other operating income	<b>29</b>	52	14	31	17
Total costs	<b>316</b>	327	286	302	294
<b>Underlying banking operations</b>	<b>255</b>	290	288	245	184
Net losses and write-downs	<b>25</b>	50	35	47	40
<b>Underlying banking operations after losses</b>	<b>230</b>	240	253	198	144

## Group companies result before tax

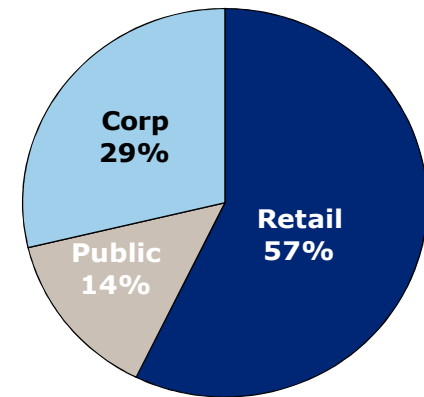
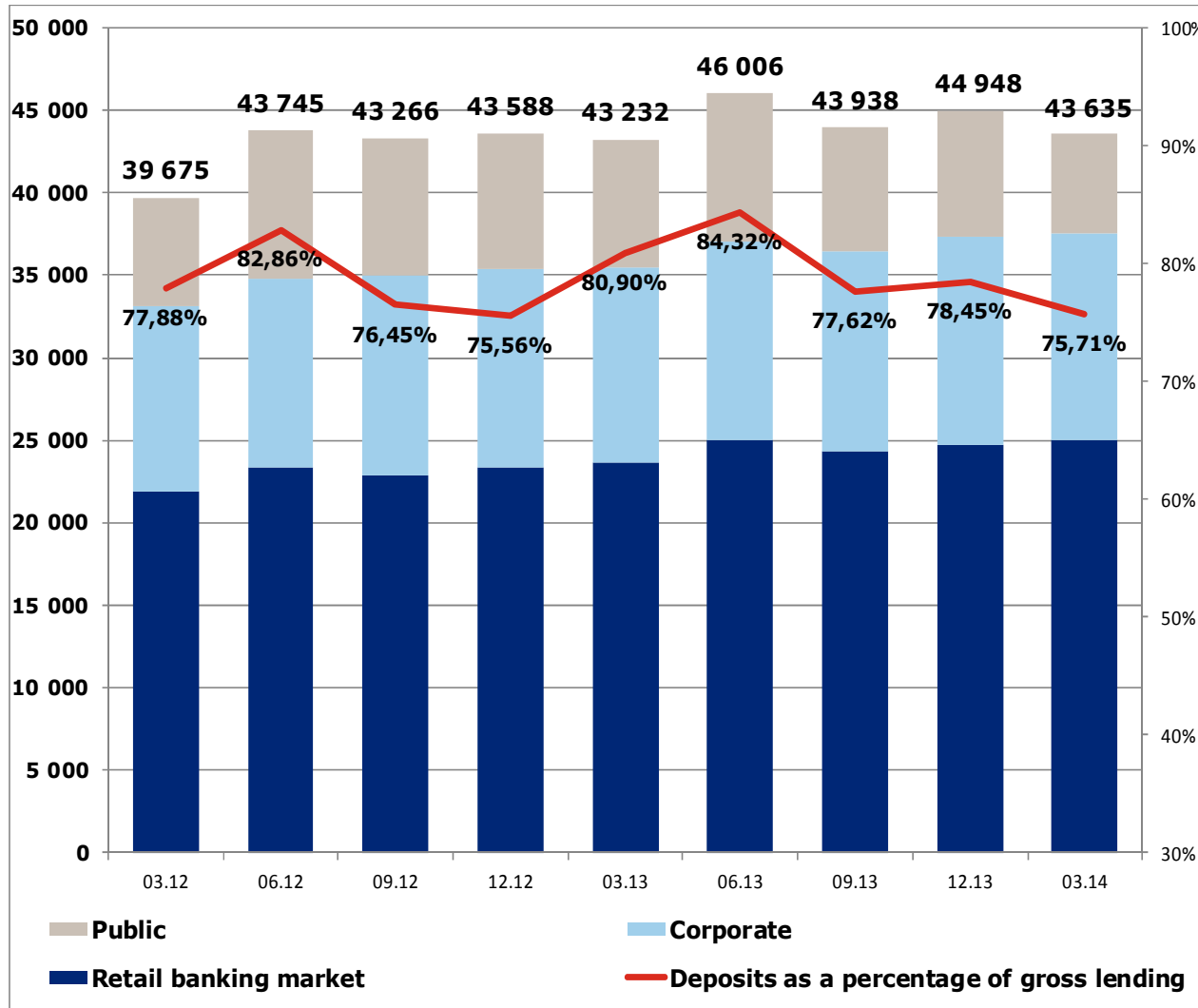
<i>(Amounts in NOK 1 000)</i>	<b>31.03.14</b>	31.03.13
SpareBank 1 Finans Nord-Norge AS	<b>28 930</b>	20 694
SpareBank 1 Nord-Norge Portefølje AS	<b>15 903</b>	-9 627
Eiendomsdrift AS	<b>0</b>	0
EiendomsMegler 1 Nord-Norge AS	<b>1 124</b>	3 738
SpareBank 1 Nord-Norge Forvaltning ASA	<b>621</b>	249
SpareBank 1 Regnskapshuset Nord-Norge AS	<b>2 793</b>	4 163
North-West 1 Alliance Bank	<b>1 041</b>	- 741
EiendomsMegler 1 Lofoten AS (owned by EM1 60%)	<b>- 198</b>	- 54
Nord-Norge Eiendom IV AS	<b>- 413</b>	0
Alsgården AS	<b>478</b>	0
Fr. Langes gate 20 AS	<b>296</b>	0
<b>Total</b>	<b>50 575</b>	18 422

## Key figures balance sheet

(Amounts in NOK million)

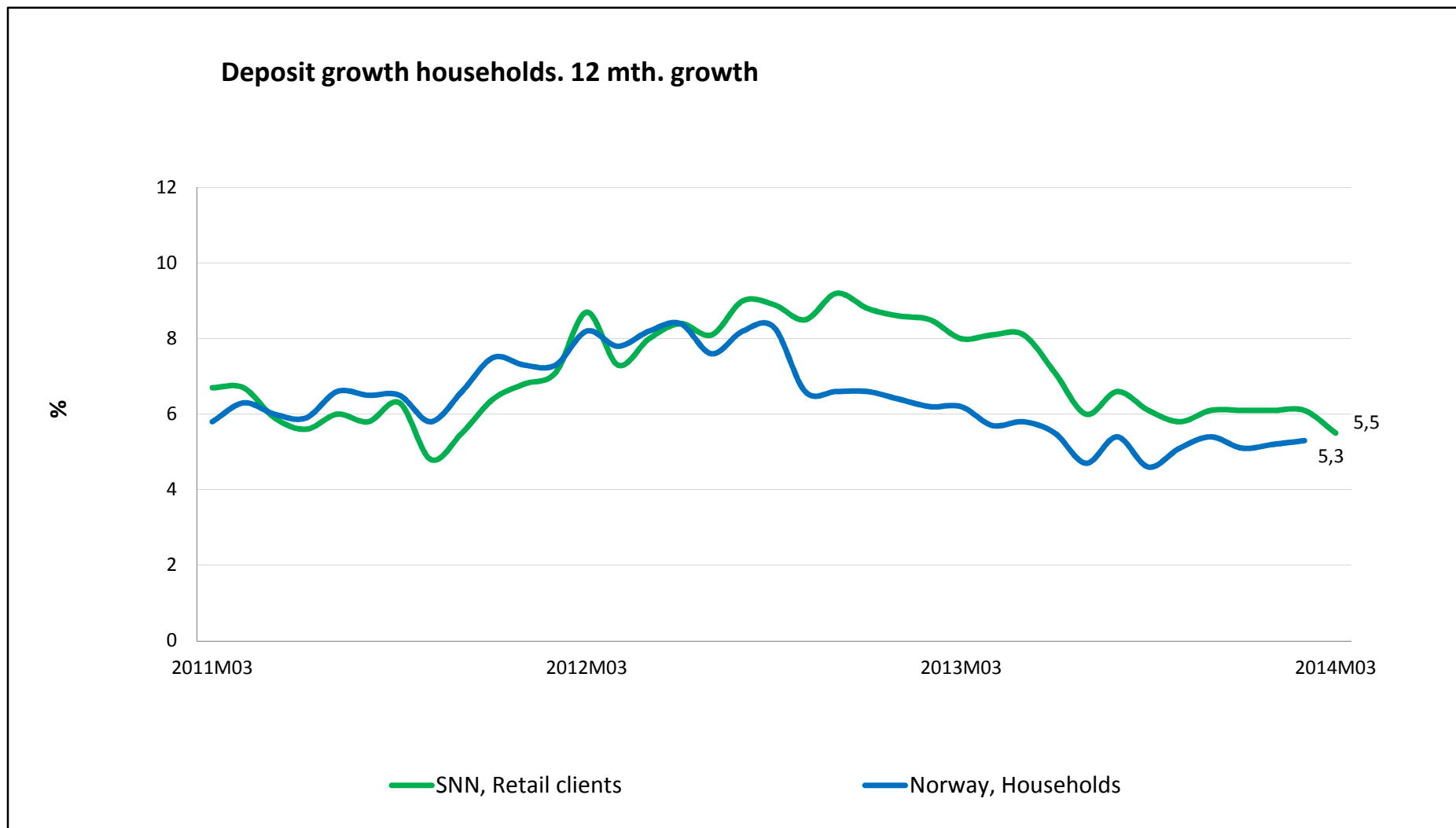
	<b>31.03.14</b>	31.03.13	Change	Change %
Total assets	<b>77 642</b>	74 484	3 158	4,2%
Gross lending	<b>57 638</b>	53 441	4 197	7,9%
Loans and advances to customers incl SpareBank 1 Boligkreditt and Næringskreditt	<b>81 511</b>	75 956	5 555	7,3%
Deposits from customers	<b>43 635</b>	43 232	403	0,9%

# Deposit volume

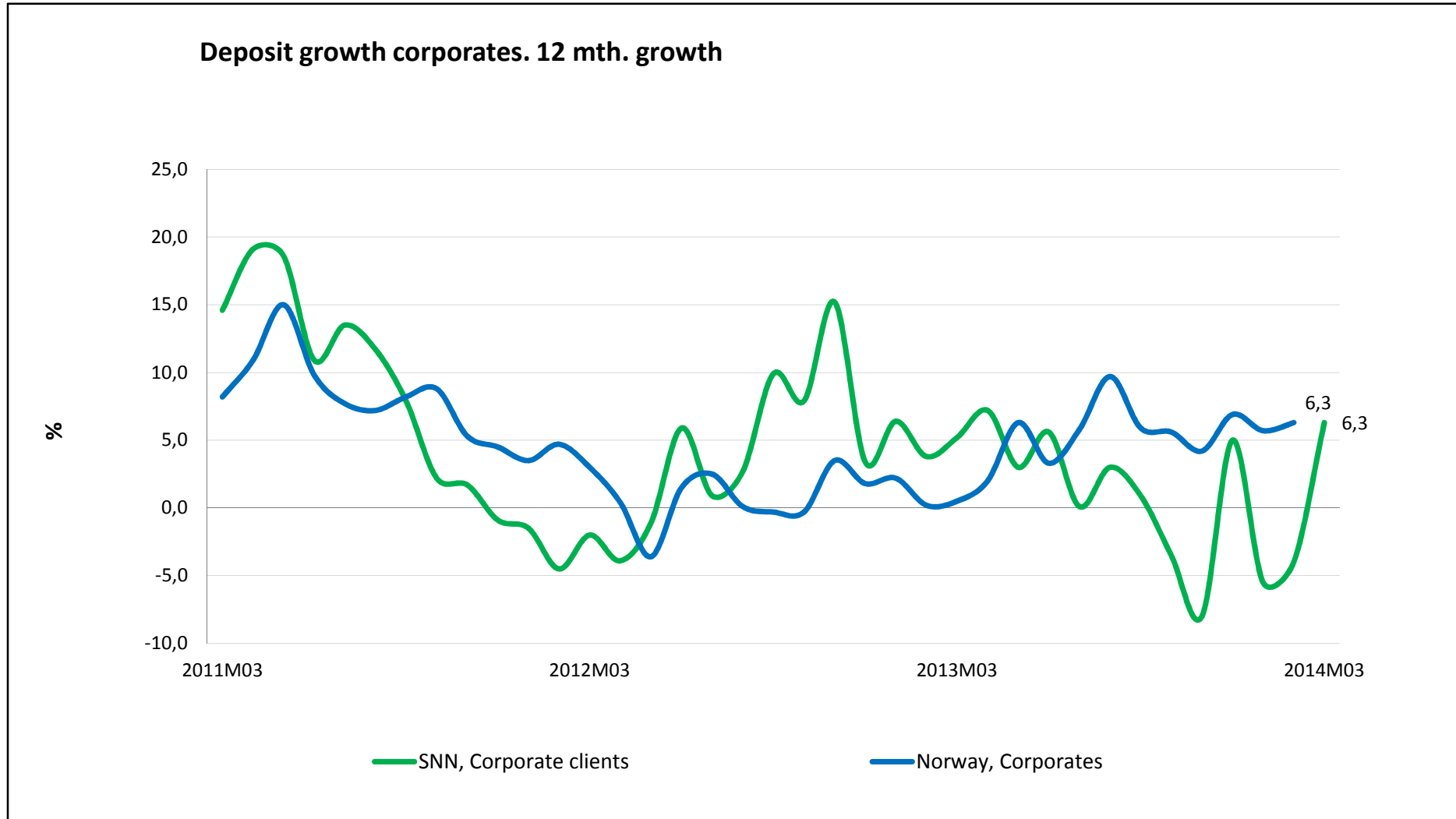


**Deposit growth  
past 12 months:  
0.9 %**

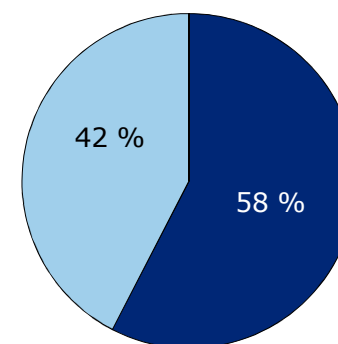
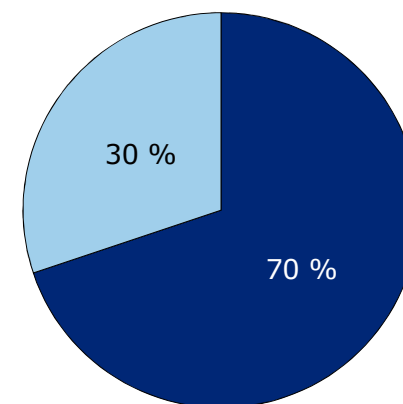
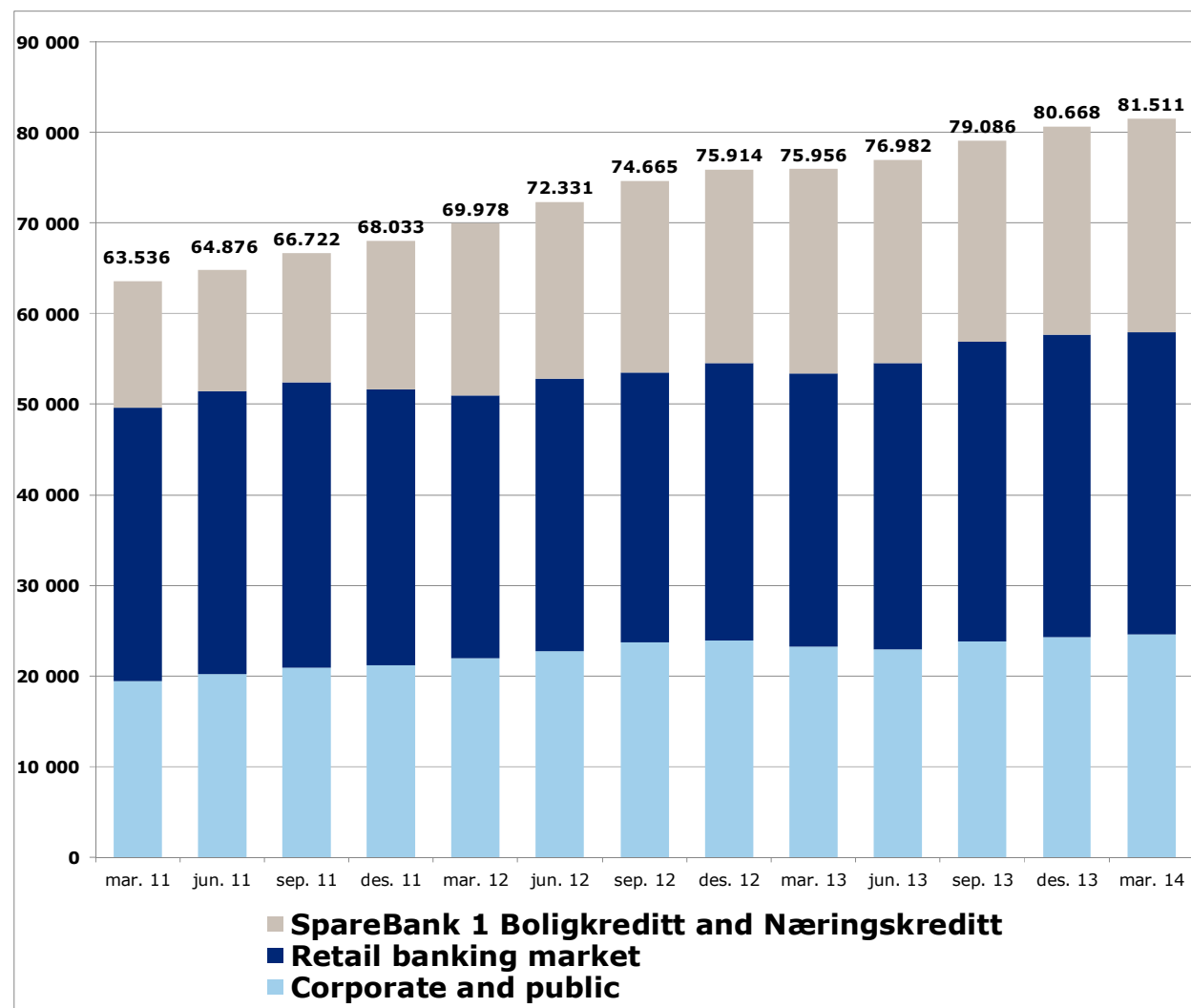
# Deposit growth households



# Deposit growth corporates

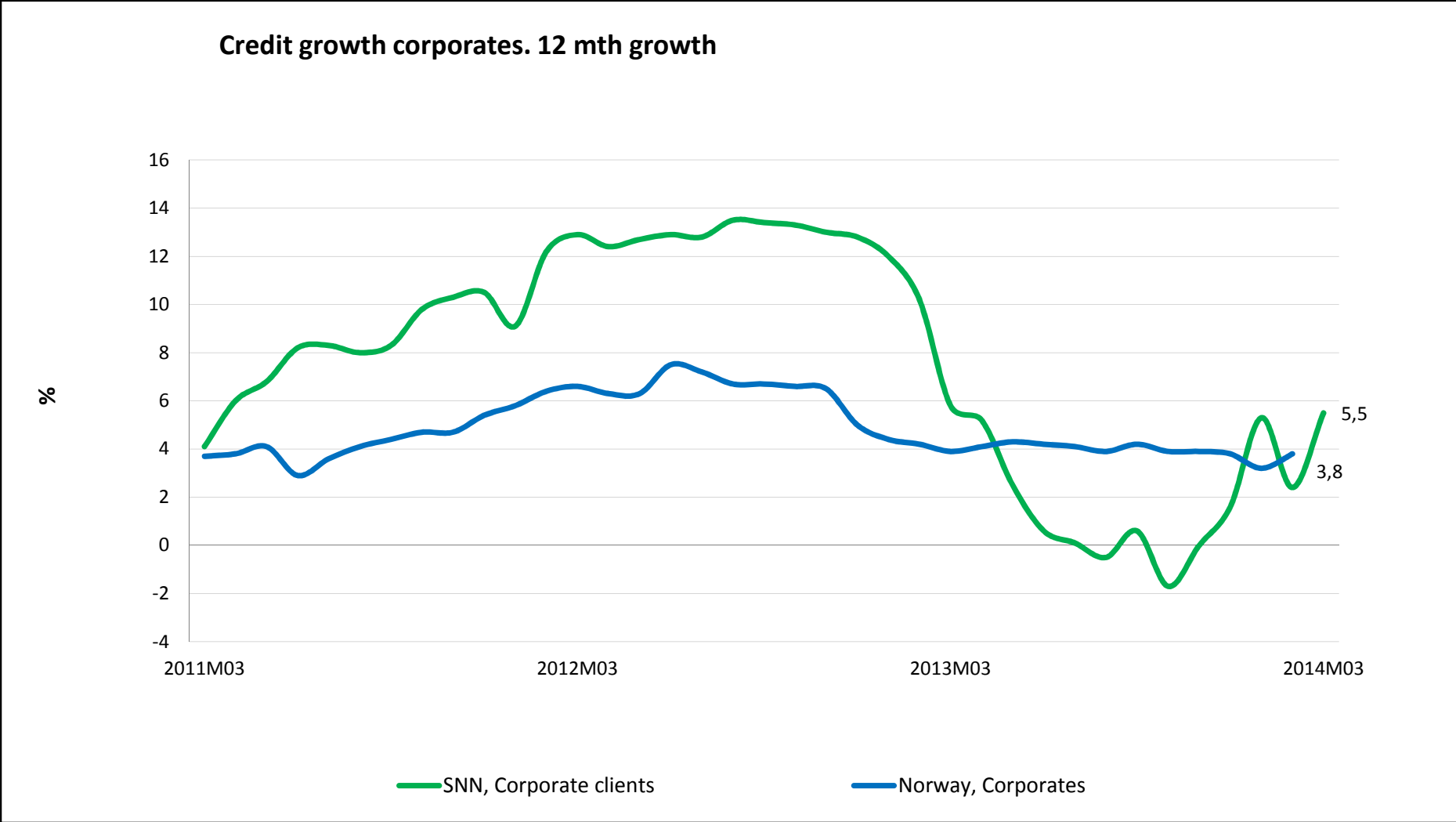


# Lending volume

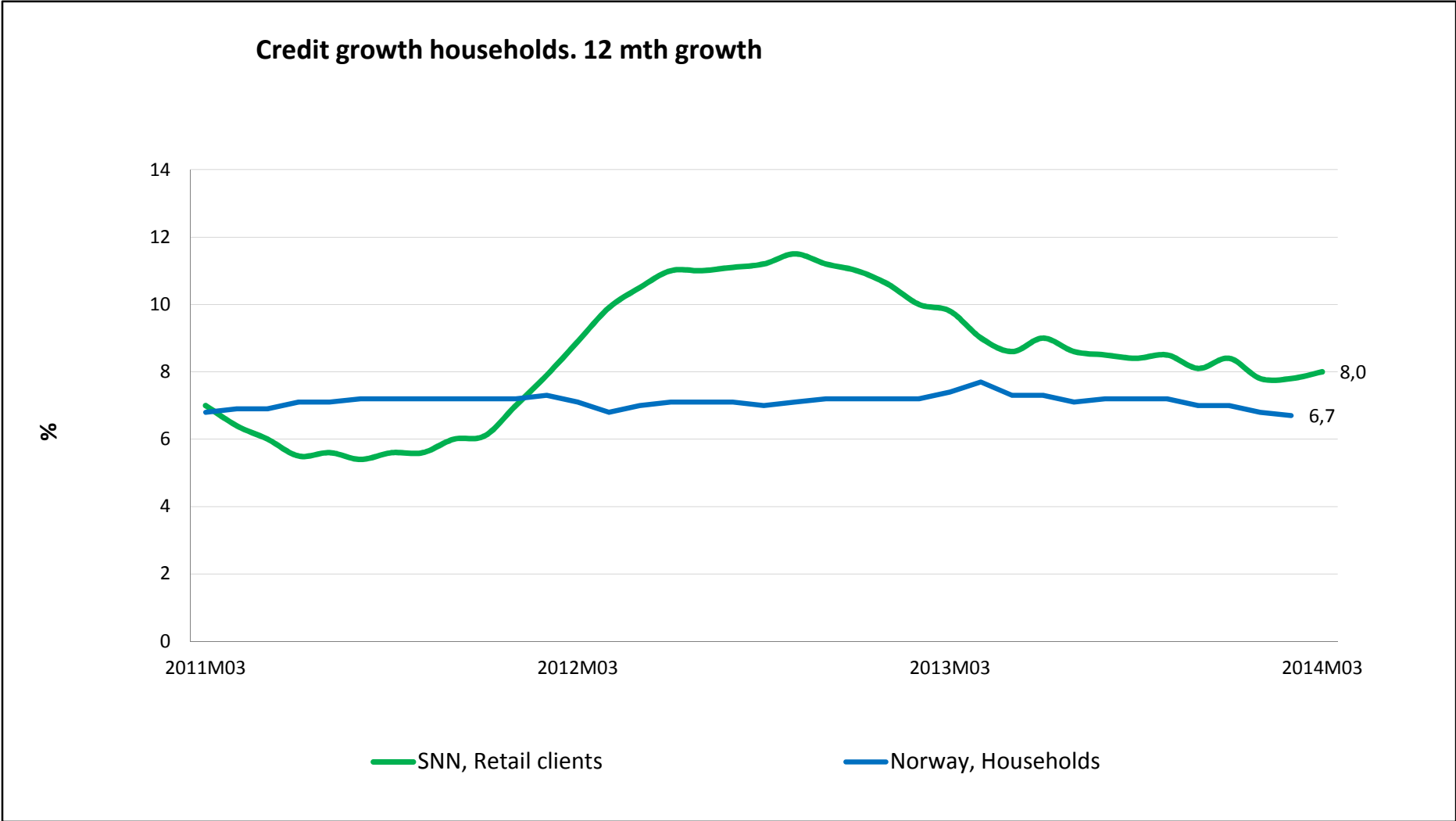


**Growth in loans and advances to customers incl SpareBank 1 Næringskreditt/Boligkreditt past 12 months: 7.3 %**

# Credit growth corporates



# Credit growth households



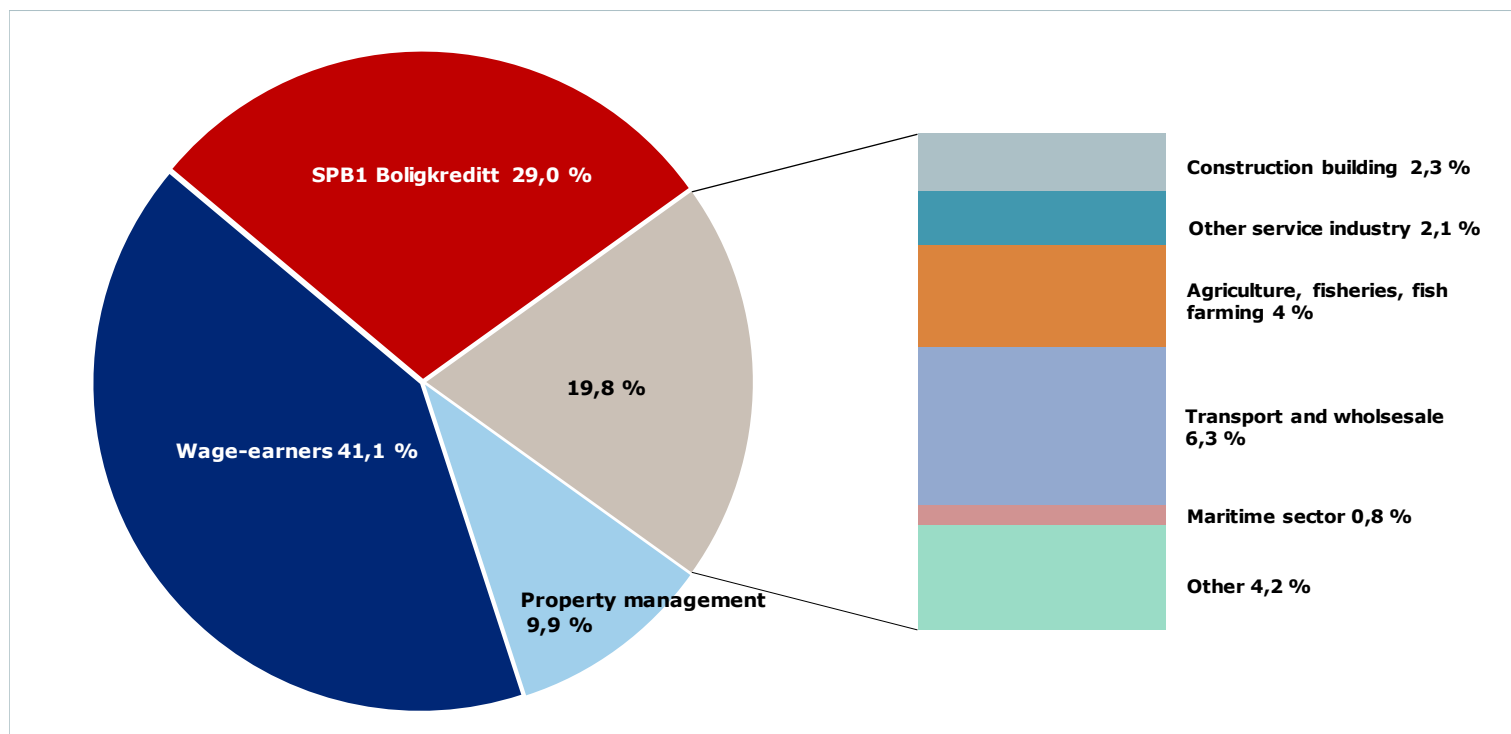
# Credit area

- Quality
- Portfolio
- Migration, commitments in default and losses

## Lending portfolio - comments

- Good increase in retail lending, with focus on commitments qualifying for SpareBank 1 Boligkreditt (covered bond company).
- Moderate growth in corporate market lending last 12 months.
- The portfolio and growth in corporate sector lending is diversified.
- Reduced individual losses in 1<sup>st</sup> quarter 2014 compared with losses in 1<sup>st</sup> quarter 2013 and

## Distribution on segments shows good diversification Loan portfolio including Boligkreditt



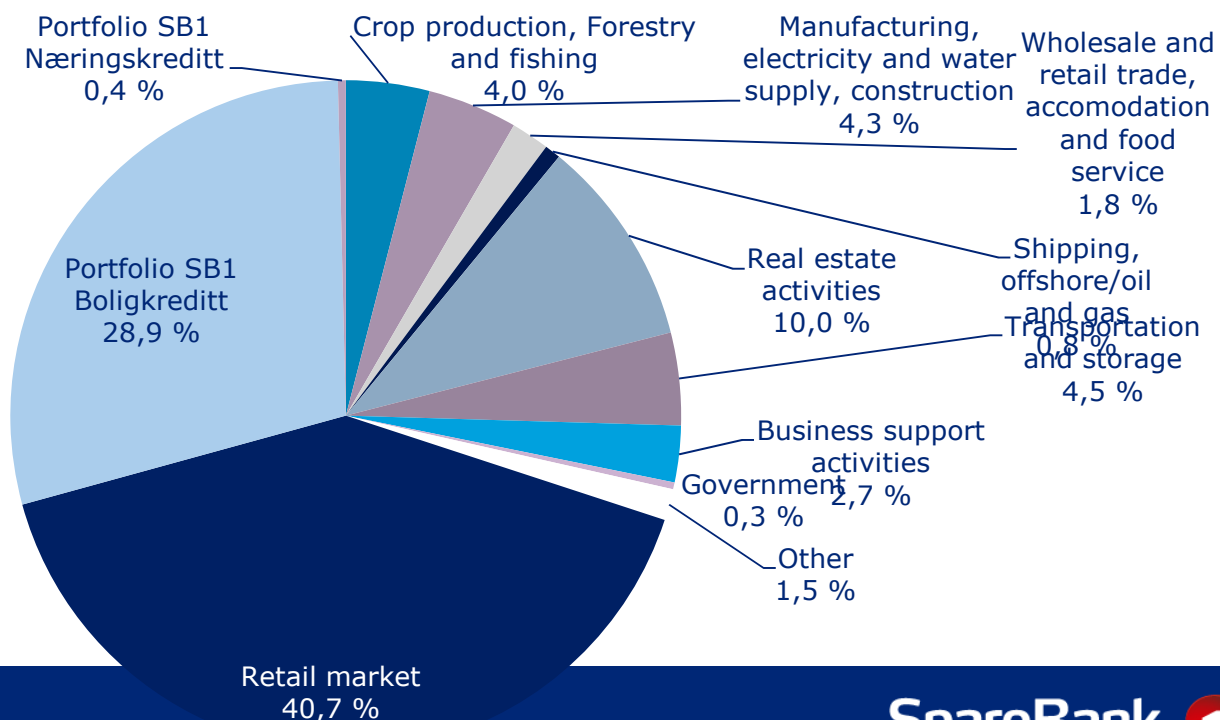
A high share of retail- and primary industry lending represent a risk mitigating factor.

The Group has a well diversified corporate market lending portofolio.

No specific concerns related to the bank's loans to commercial property due to low interest rates and good occupancy rates in the bank's market area.

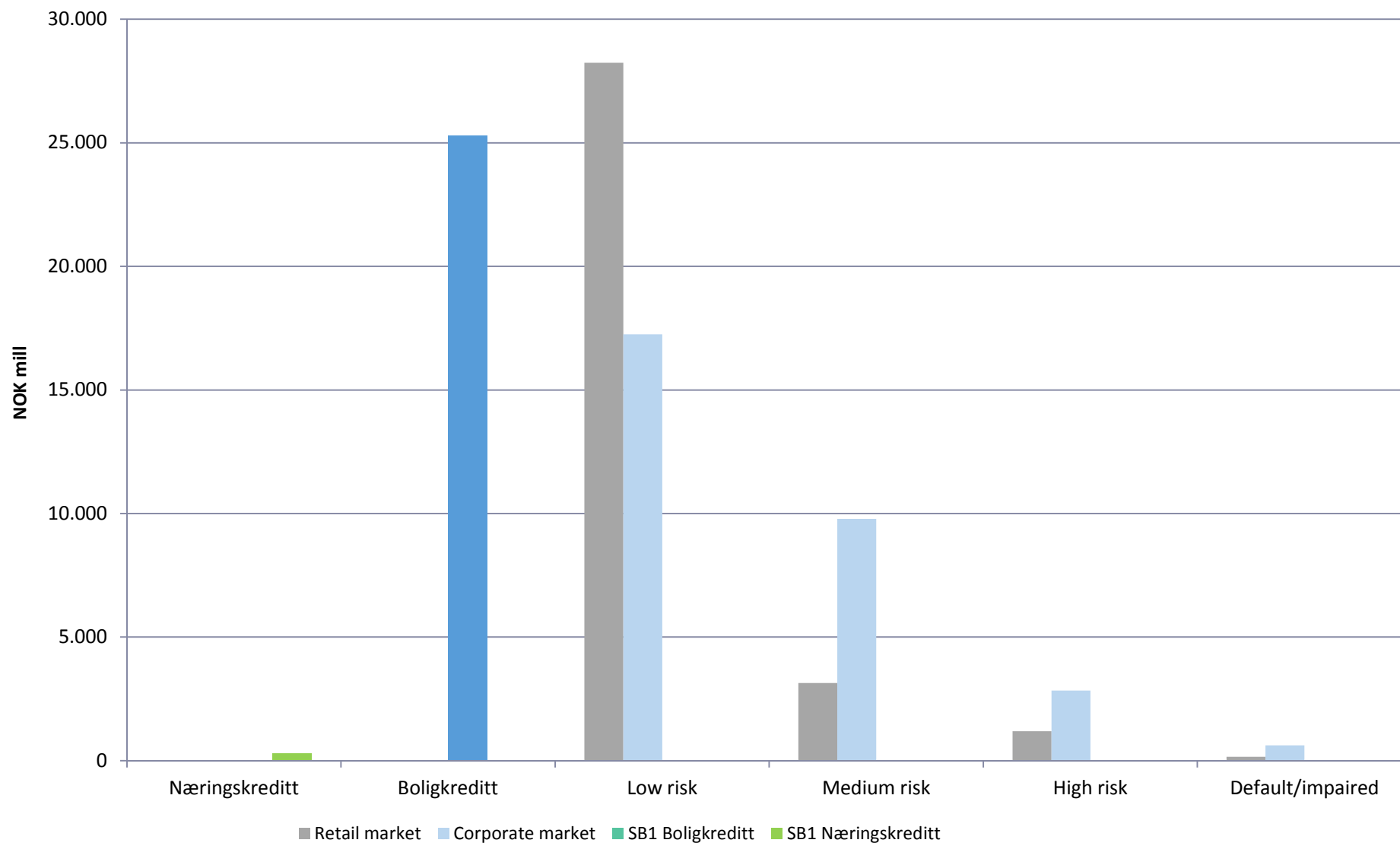
# Group lending by sector

(NOK million)	31.03.14	Share	31.03.13	Share	Change	Change in %
Crop production, Forestry and fishing	3 288	4,0 %	2 241	3 %	1 047	47 %
Manufacturing, electricity and water supply, construction	3 526	4,3 %	4 535	6 %	-1 009	-22 %
Wholesale and retail trade, accomodation and food service	1 493	1,8 %	1 900	3 %	- 407	-21 %
Shipping, offshore/oil and gas	632	0,8 %	672	1 %	- 40	-6 %
Real estate activities	8 192	10,0 %	7 662	10 %	530	7 %
Transportation and storage	3 647	4,5 %	2 767	4 %	880	32 %
Business support activities	2 220	2,7 %	2 165	3 %	55	3 %
Government	262	0,3 %	189	0 %	73	39 %
Other	1 242	1,5 %	1 097	1 %	145	13 %
<b>Total corporate market</b>	<b>24 502</b>	<b>30,0 %</b>	<b>23 228</b>	<b>31 %</b>	<b>1 274</b>	<b>5 %</b>
<b>Total retail market</b>	<b>33 203</b>	<b>40,7 %</b>	<b>30 213</b>	<b>40 %</b>	<b>2 990</b>	<b>10 %</b>
<b>Total loans own balance</b>	<b>57 705</b>	<b>70,7 %</b>	<b>53 441</b>	<b>70 %</b>	<b>4 264</b>	<b>8 %</b>
Portfolio SB1 Boligkreditt	23 570	28,9 %	22 515	30 %	1 055	5 %
Portfolio SB1 Næringskreditt	303	0,4 %	0	0 %	303	100 %
<b>Total loans</b>	<b>81 578</b>	<b>100,0 %</b>	<b>75 956</b>	<b>100 %</b>	<b>5 622</b>	<b>7 %</b>



# Portfolio

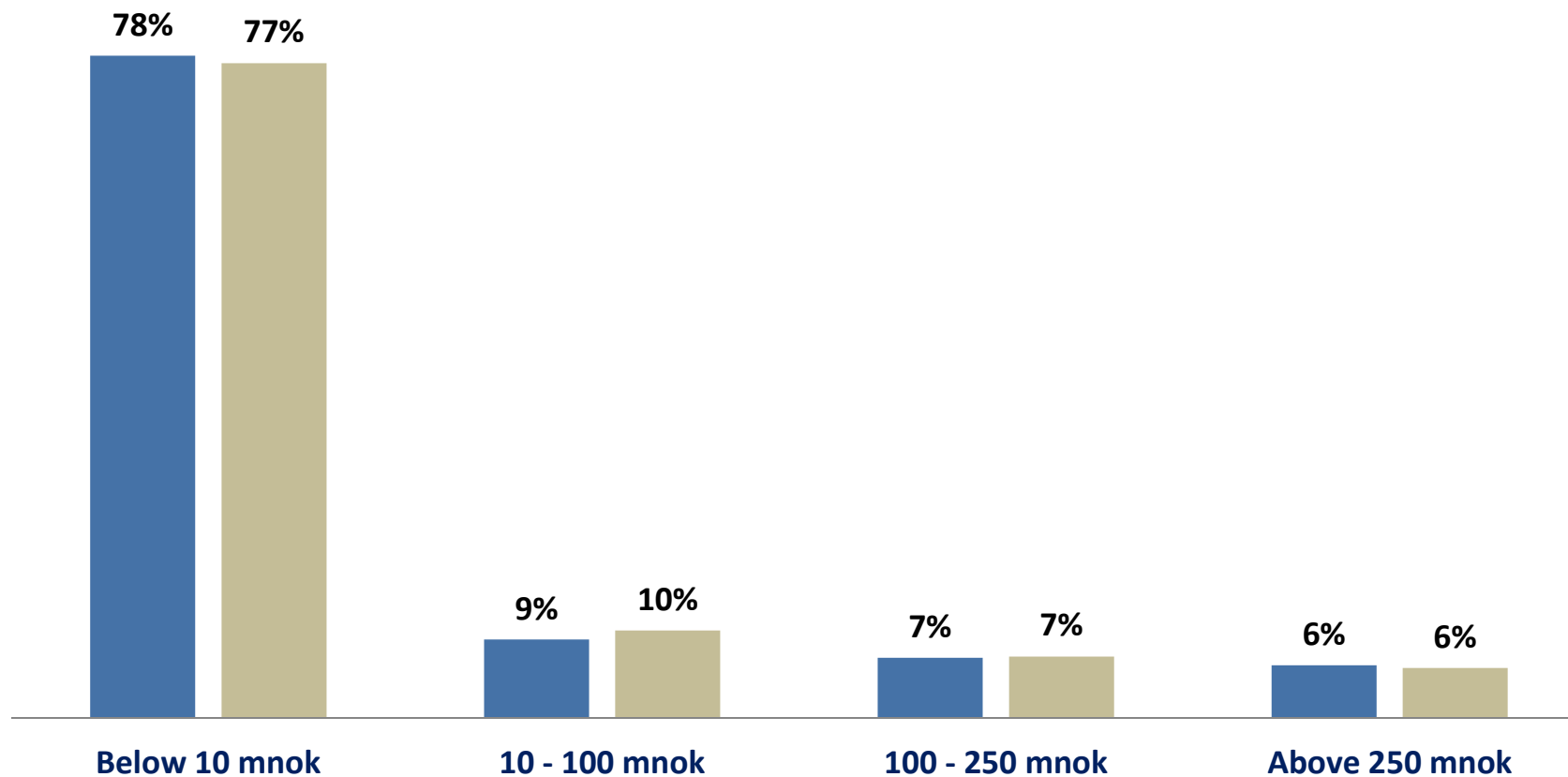
## - exposure as of 31.03.14, parent bank



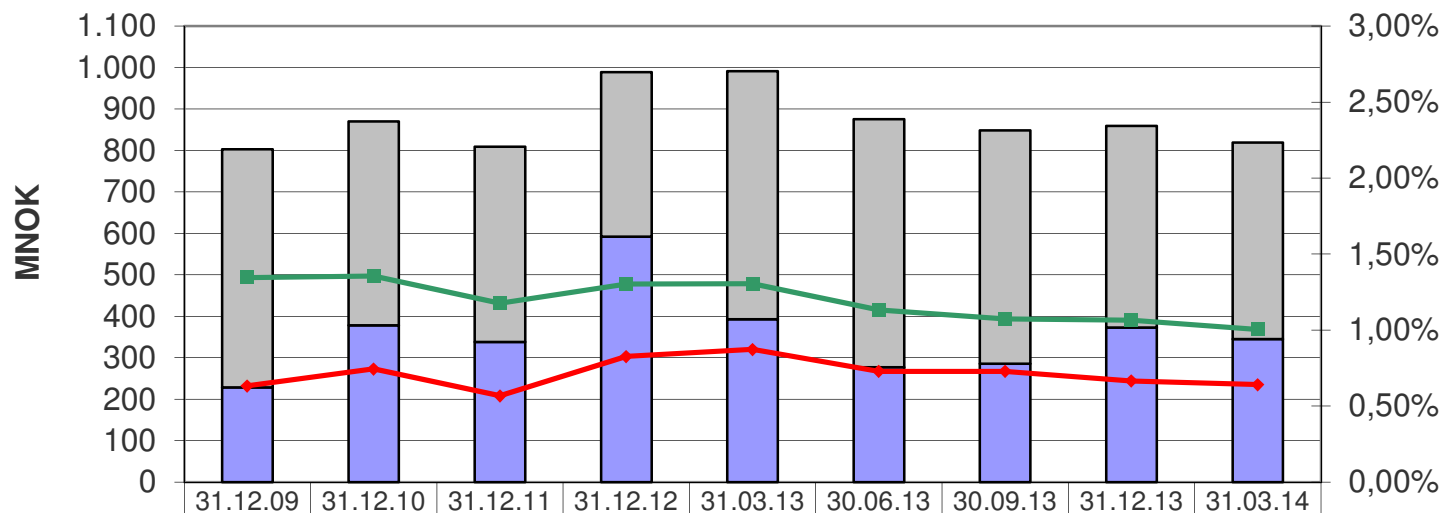
# Portfolio - exposure as of 31.03.14

## Loans distributed by exposure and share of Volume

■ Share of loanexposure (Volume) Mar 2014    ■ Share of loanexposure (Volume) Mar 2013



# The Group's non-performing, impaired and other problem commitments

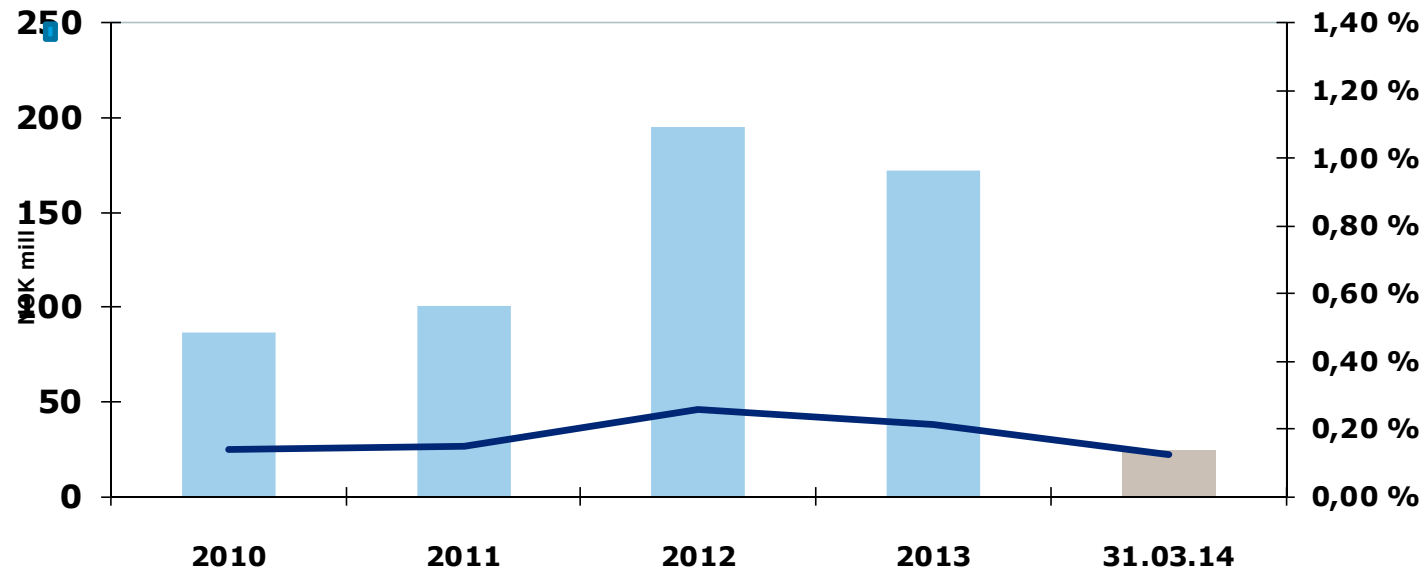


	31.12.09	31.12.10	31.12.11	31.12.12	31.03.13	30.06.13	30.09.13	31.12.13	31.03.14
Non-performing commitments	575	492	471	397	598	598	563	486	474
Other problem commitments	228	378	338	592	393	277	285	373	345
Individual write-down for impaired value	232	273	208	303	320	267	267	244	235
Gross non-performing and impaired commitments in % of gross lending incl. agency loans	1,34%	1,36%	1,18%	1,30%	1,30%	1,13%	1,07%	1,06%	1,00%

## Loan losses: The Group's write-downs as of Q1 2014

	Write-downs			
	2014	1st quarter 2013 (iso)	4th quarter 2013 (iso)	2013
Individual write-downs				
<i>Retail market</i>	<b>1</b>	<b>2</b>	<b>2</b>	<b>14</b>
<i>Corporate market</i>	<b>24</b>	<b>31</b>	<b>34</b>	<b>136</b>
<i>SpareBank 1 Finans Nord-Norge</i>	<b>1</b>	<b>3</b>	<b>4</b>	<b>9</b>
<i>Other group units</i>	<b>4</b>	<b>2</b>	<b>4</b>	<b>13</b>
Total individual write-downs	<b>30</b>	<b>38</b>	<b>44</b>	<b>172</b>
Collective write downs and other value change items	<b>-5</b>	<b>2</b>	<b>6</b>	<b>0</b>
Total write-down on loans and guarantees	<b>25</b>	<b>40</b>	<b>50</b>	<b>172</b>

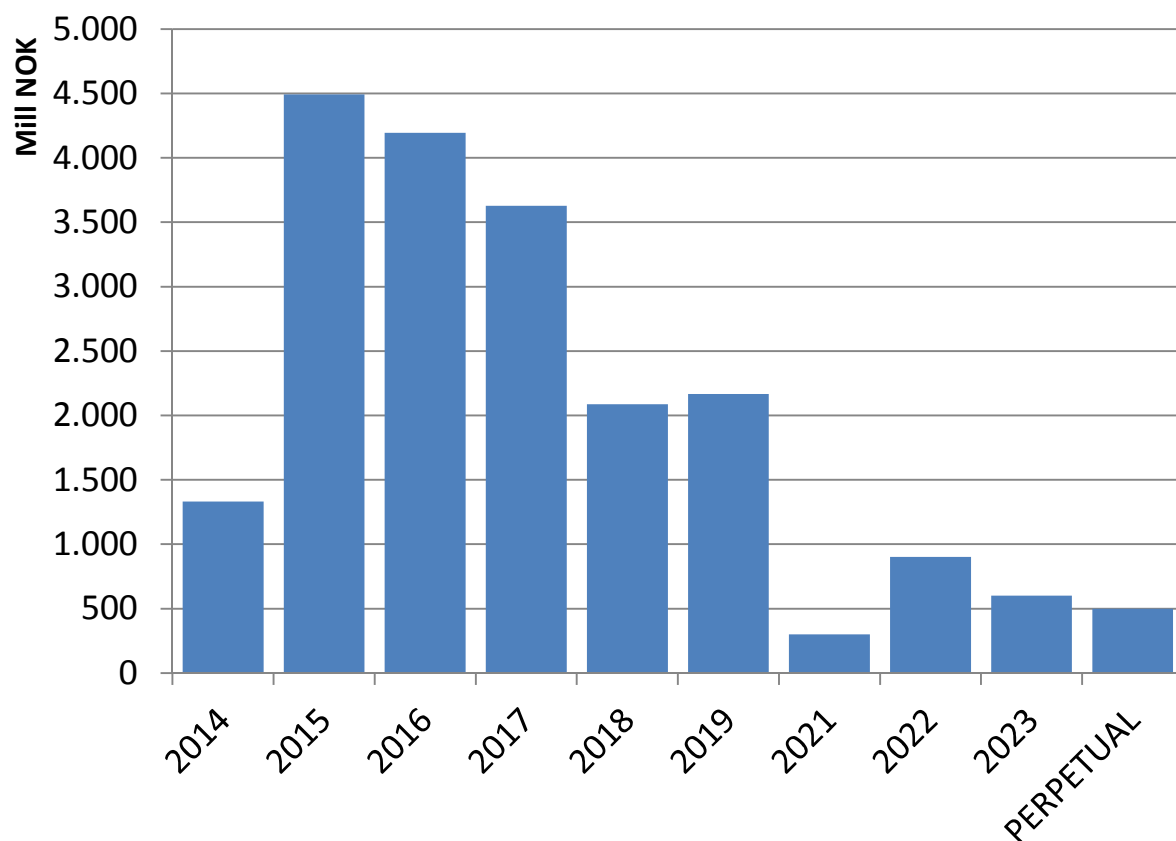
## Losses on loans and guarantees



	2010	2011	2012	2013	31.03.14
<b>Individual write-downs for impaired value</b>	133	84	246	168	<b>31</b>
<b>Collective write-downs imp. value</b>	-39	26	-40	12	<b>-4</b>
<b>Recoveries, previously confirmed losses</b>	-7	-9	-11	-8	<b>-2</b>
<b>Net losses</b>	87	101	195	172	<b>25</b>
<b>Net losses in % of gross lending incl. SpareBank 1 Boligkreditt and Næringskreditt</b>	0,14 %	0,15 %	0,26 %	0,21 %	<b>0,12 %</b>

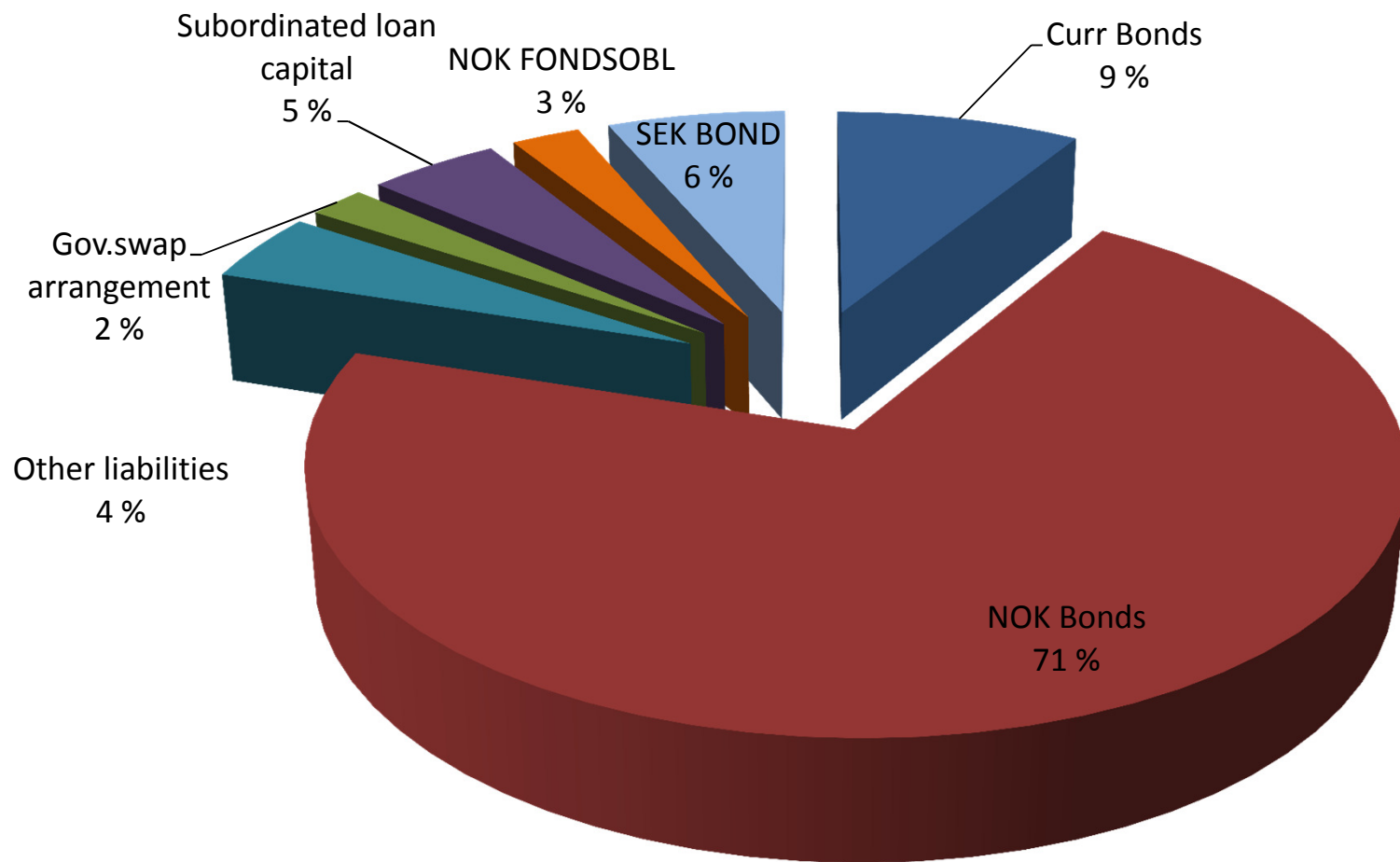
# Liquidity/funding

## Maturity profile of capital markets funding, 31.03.14 (excl. SB1 Boligkreditt)



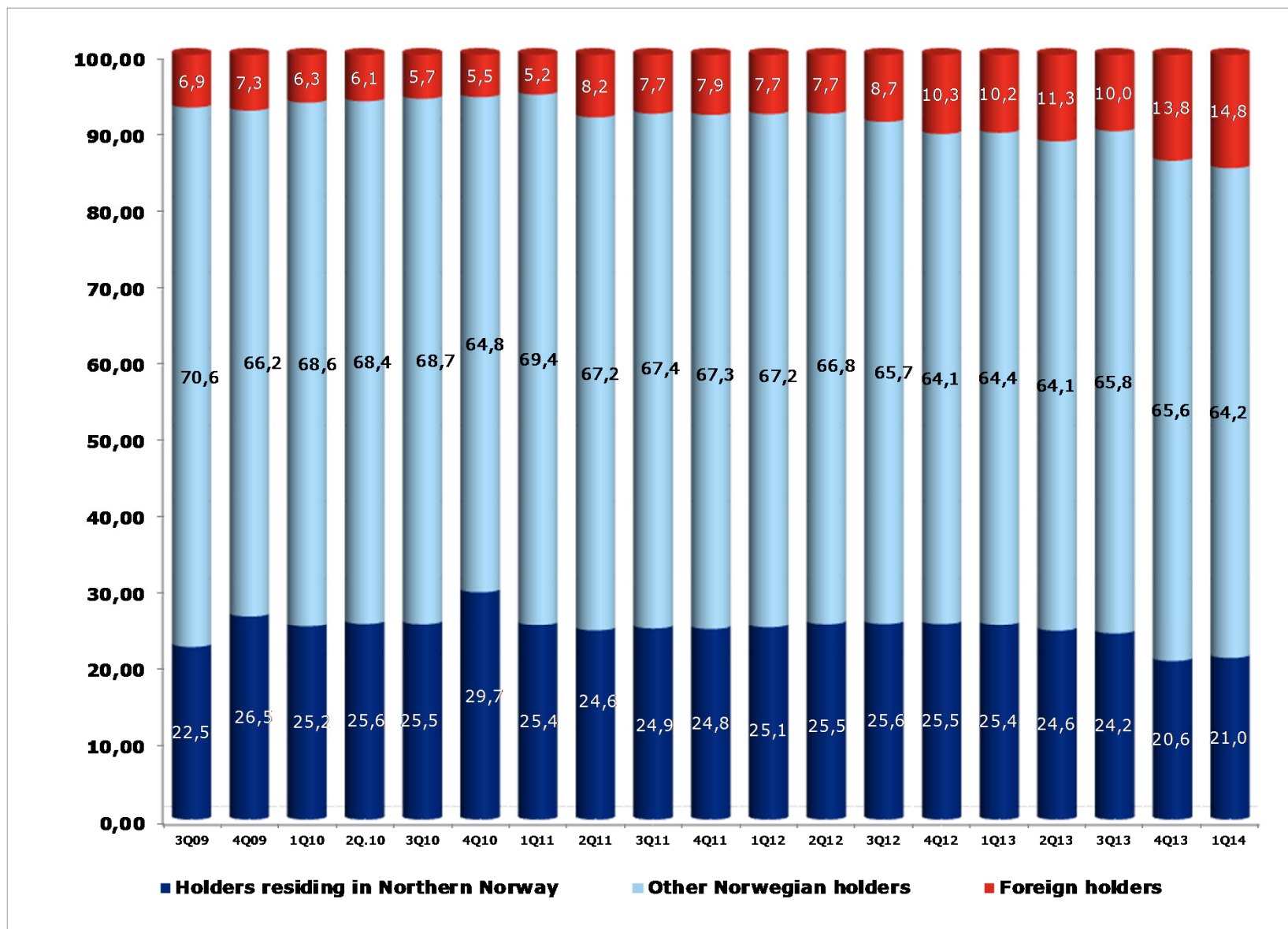
- Good diversification in terms of maturities
- 20,199 mill kroner in capital market funding exclusive of SpareBank 1 Boligkreditt
- SpareBank 1 Boligkreditt is an important funding source. Mortgage loans of 23,000 mill kroner transferred as at 31.03.14.
- Amount of gross maturities of capital market funding next 12 months is 2,675 mill kroner

# Funding instruments / diversification, 31.03.14



# Equity certificate holders

# Equity Certificates (EC) - holder structure



## The 20 largest EC holders

<b>Equity Certificate holders</b>	<b>Number of Equity Certificates</b>	<b>Share of total capital</b>
Pareto Aksje Norge	5.151.251	5,13 %
MP Pensjon Pk	2.720.503	2,71 %
Citibank, N.A.	2.435.302	2,43 %
Pareto Aktiv	2.172.269	2,16 %
Flps - Princ All Sec Stock Sub	1.975.358	1,97 %
Verdipapirfondet Dnb Norge (IV)	1.749.951	1,74 %
Morgan Stanley & Co Llc	1.705.523	1,70 %
Frank Mohn A/S	1.614.670	1,61 %
J.P. Morgan Chase Bank N.A. London	1.480.451	1,47 %
Sparebankstiftelsen Sparebank 1 Nord-Norge	1.411.606	1,41 %
Forsvarets Personellservice	1.218.130	1,21 %
Arctic Funds PLC	1.124.907	1,12 %
Sparebankstiftelsen Helgeland	1.030.000	1,03 %
VPF Pareto Verdi	980.832	0,98 %
Tonsenhagen Forretningssentrum 2 AS	873.623	0,87 %
Larre Eiendom 2 AS	873.623	0,87 %
Sparebankstiftelsen DnB	840.306	0,84 %
As Atlantis Vest	806.114	0,80 %
Renterisiko AS	750.265	0,75 %
Fondsfinans Spar	750.000	0,75 %
<b>The 20 largest EC holders</b>	<b>31 664 684</b>	<b>31,54 %</b>

## The 20 largest EC holders residing in Northern Norway

<b>Equity Certificate holders</b>	<b>Number of Equity Certificates</b>	<b>Share of total Equity Certificate capital</b>
Sparebankstiftelsen Sparebank 1 Nord-Norge	<b>1.411.606</b>	<b>1,41 %</b>
Sparebankstiftelsen Helgeland	<b>1.030.000</b>	<b>1,03 %</b>
Consept Eiendom AS	<b>738.306</b>	<b>0,74 %</b>
Karl Ditlefsen	<b>547.543</b>	<b>0,55 %</b>
Norges Råfisklag	<b>457.490</b>	<b>0,46 %</b>
Troms Kraft AS	<b>409.224</b>	<b>0,41 %</b>
Hansen Dahl Fiskeri AS	<b>374.883</b>	<b>0,37 %</b>
Tromstrygd	<b>289.308</b>	<b>0,29 %</b>
Tor Ovesen	<b>206.556</b>	<b>0,21 %</b>
Ole Alfred Rolf Ovesen	<b>205.554</b>	<b>0,20 %</b>
Gadd Holding AS	<b>175.339</b>	<b>0,17 %</b>
Entreprenørcompaniet Nord AS	<b>169.596</b>	<b>0,17 %</b>
Agnar Holding AS	<b>164.704</b>	<b>0,16 %</b>
Tromsø Skotøimagasin A/S	<b>157.090</b>	<b>0,16 %</b>
Rigamonti A/S	<b>141.393</b>	<b>0,14 %</b>
Brødrene Karlsen Holding AS	<b>119.705</b>	<b>0,12 %</b>
Hemming Leonharth Andersen	<b>113.567</b>	<b>0,11 %</b>
Geir Andre Steiland	<b>110.000</b>	<b>0,11 %</b>
Odd Berg As	<b>105.014</b>	<b>0,10 %</b>
Hamneidet Eiendom AS	<b>102.062</b>	<b>0,10 %</b>
<b>The 20 largest EC holders residing in Northern Norway <sup>1)</sup></b>	<b>7 028 940</b>	<b>7,00 %</b>

<sup>1)</sup> Postal code > 7999



Bank. Forsikring. Og deg.

# Contact information

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N-9298 Tromsø

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Tel +47 905 19 774

## Internet:

SNN home page and internet bank: [www.snn.no](http://www.snn.no)  
Equity capital certificates in general: [www.egenkapitalbevis.no](http://www.egenkapitalbevis.no)

## Financial calendar 2014

Q1	6 May
Q2	13 August
Q3	29 October

# Enclosures

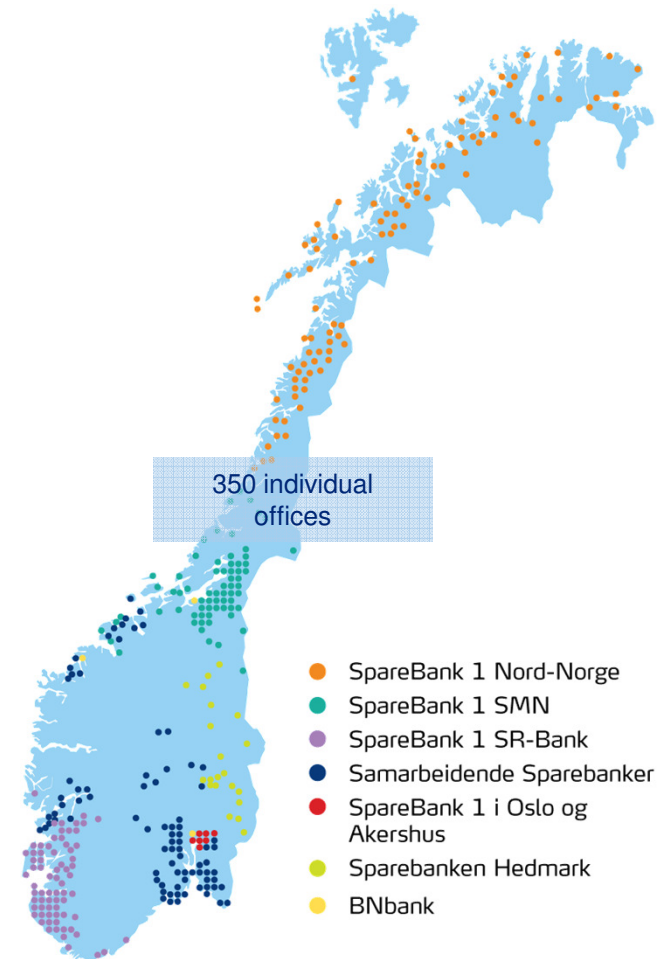
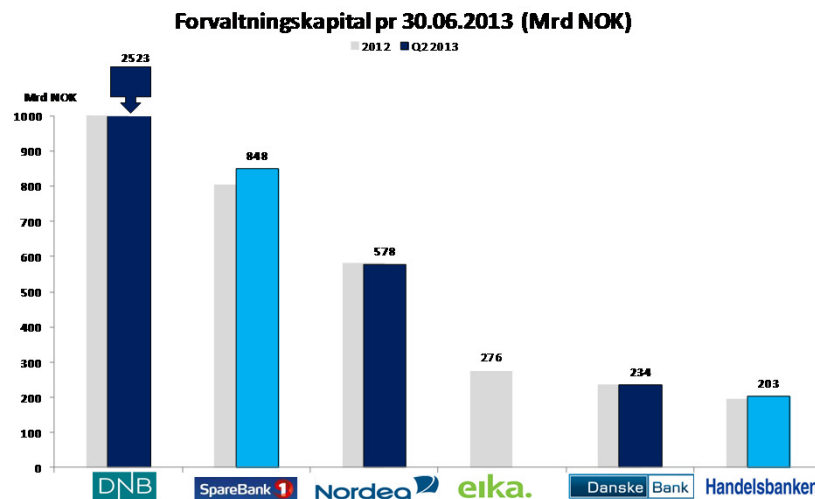


# SpareBank 1 Group and Alliance

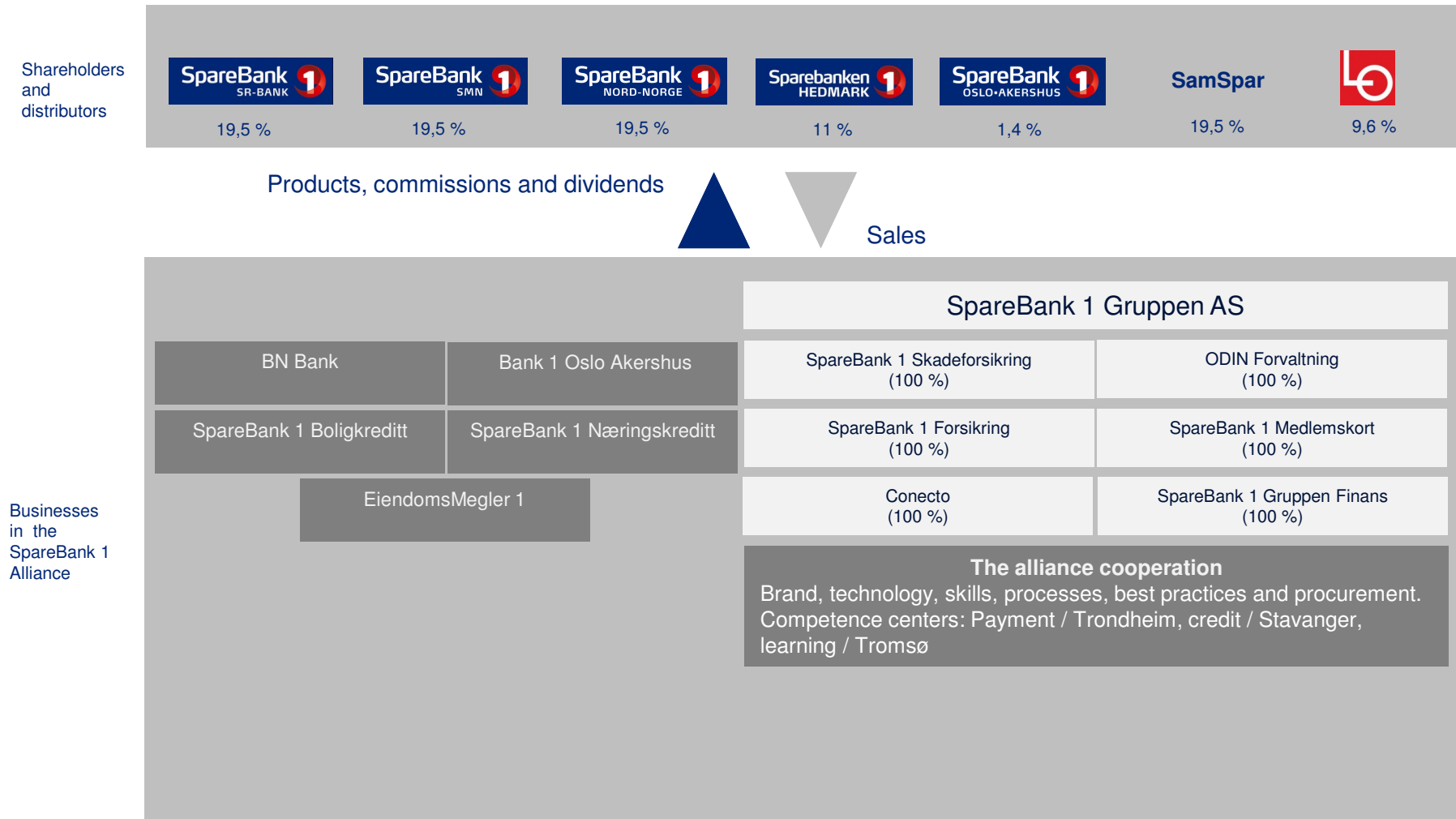


# SpareBank 1 is the second largest financial group in Norway - in terms of assets - with good profitability

- Founded in 1996
- 15 independent savings banks
  - Of six listed ECC banks and one commercial bank
- Two jointly owned commercial banks
  - BN Bank and Bank 1 Oslo Akershus
- Sparebank 1 Gruppen: product companies and alliance cooperation
- Total assets: about NOK 850 billion (30/06/2013)
- Individual offices: 350
- Total number of employees: about 6 300



# The SpareBank 1 alliance has a solid business model, with proximity to customers and a conservative risk profile



## The SpareBank 1 alliance includes three areas:

The SpareBank 1 banks	The alliance cooperation	Companies owned by the banks
<ul style="list-style-type: none"> <li>• SpareBank 1 Nord-Norge</li> <li>• SpareBank 1 SMN</li> <li>• SpareBank 1 SR-Bank</li> <li>• Sparebanken Hedmark</li> <li>• SpareBank 1 Ringerike Hadeland</li> <li>• SpareBank 1 Østfold Akershus</li> <li>• SpareBank 1 Hallingdal</li> <li>• SpareBank 1 Buskerud-Vestfold</li> <li>• SpareBank 1 Gudbrandsdal</li> <li>• SpareBank 1 Nordvest</li> <li>• SpareBank 1 Telemark</li> <li>• SpareBank 1 Modum</li> <li>• SpareBank 1 Lom og Skjåk</li> <li>• SpareBank 1 Nøtterøy og Tønsberg</li> <li>• SpareBank 1 Søre Sunnmøre</li> <li>• SpareBank 1 Oslo Akershus</li> </ul>	<ul style="list-style-type: none"> <li>• The management of the Alliance cooperation and underlying business areas and Customer Advisories</li> <li>• The business segments are organized;               <ul style="list-style-type: none"> <li><b>SpareBank 1 Gruppen AS</b> and subsidiaries:                   <ul style="list-style-type: none"> <li>- SpareBank 1 Forsikring</li> <li>- ODIN Forvaltning</li> <li>- SpareBank 1 Gruppen Finans</li> <li>- Conecto</li> <li>- SpareBank 1 Medlemskort</li> </ul> </li> <li><b>Alliansesamarbeidet SpareBank 1 DA</b> and subsidiaries:                   <ul style="list-style-type: none"> <li>- EiendomsMegler 1 Norge</li> <li>- SpareBank 1 Verdipapirservice</li> <li>- SpareBank 1 Kundesenter</li> </ul> </li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Companies owned by at least two own banks and that can promote itself as a SpareBank 1 company;               <ul style="list-style-type: none"> <li>- SpareBank 1 Boligkreditt</li> <li>- SpareBank 1 Næringskreditt</li> <li>- SpareBank 1 Kredittkort</li> <li>- SpareBank 1 Markets</li> <li>- BN Bank</li> </ul> </li> </ul>