Quarterly presentation Q3 2015

Tromsø/Oslo 29. October 2015

SpareBank 1 NORD-NORGE

3rd quarter report 2015 - Group

- **Profits before tax: NOK 918 mill (1 269 mill)**
- **ROE: 10.4 % (15.9 %)**
- **Loan losses NOK 108 mill**
- **Very good solidity. Satisfactory liquidity**
- **Limited signs of weakness in the regional economy.**

SpareBank 1 NORD-NORGE

Macro and Economic trends

SpareBank 1 NORD-NORGE

Strong development in the economy of Nord-Norge

- Continued growth, the driving force being the export sector and infrastructure investments
- Increased spillover effects from the oil and gas sector based on new fields in development and production. Uncertainty related to exploration and future development
- Considerable investments in infrastructure
- Strong housing market, but housing investments are falling
- Stable, low unemployment – 2.5 % as at September 2015

SpareBank 1 NORD-NORGE

Macroeconomic indicators Northern Norway

	NORWAY			NORTHERN NORWAY		
	SSB	FORECASTS		ESTIMATE	FORECASTS	
PROGNOSE FOR	2014	2015	2016	2014	2015	2016
Private consumption	2,1 %	2 %	1 %	2 %	3 %	2 %
Government consumption	2,5 %	3 %	3 %	3 %	3 %	3 %
Fixed investments	1,2 %	- 3 %	- 1 %	0 %	3 %	4 %
Exports	1,7 %	1 %	2 %	6 %	7 %	5 %
Imports	1,6 %	3 %	4 %	2 %	4 %	3 %
Regions exports (domestic)				2 %	2 %	1 %
Regions imports (domestic)				1 %	3 %	2 %
GDP Mainland Norway	2,3 %	2 %	2 %	3 %	3 %	3 %
Employment growth	1,1 %	0 %	0,5 %	0,6 %	0,4 %	0,9 %
Unemployment (level)	3,5 %	3,7 %	3,5 %	2,7 %	3,1 %	3,0 %

Source: Economic Outlook Northern Norway , May 2015

SpareBank 1 NORD-NORGE

Seafood: continued improvement

Strong growth for Norwegian seafood exports

So far this year Norway has exported seafood worth NOK 51.8 billion. This represents an increase of NOK 3.6 billion or 7 per cent year-on-year. September total seafood exports were worth NOK 6.7 billion. This is an increase of 11 per cent or NOK 682 million compared with September 2014.

Source: Norwegian Seafood Council, October 6, 2015

Tourism: continued improvement

May 2015: Record for overnight accommodation in Nord-Norge

The number of registered overnight stays in Nord-Norge is the highest ever. The main reason for this is an increase in hotel holiday and leisure business of 18 per cent.

253,872 overnight stays in Nord-Norge in May 2015 represent an increase of almost 15,000 overnight stays compared to May 2014. This implies an increase of 6 per cent, while Norway as a whole had an increase of 3 per cent.

During the first 5 months of this year, 1,035,422 overnight stays have been recorded in the region, which represents an increase of more than 68,000 compared to last year. This is an increase of 7 per cent, while Norway as a whole has an increase of 5 per cent in the same period last year.

Source:: Reiseliv i nord, 3. juli 2015

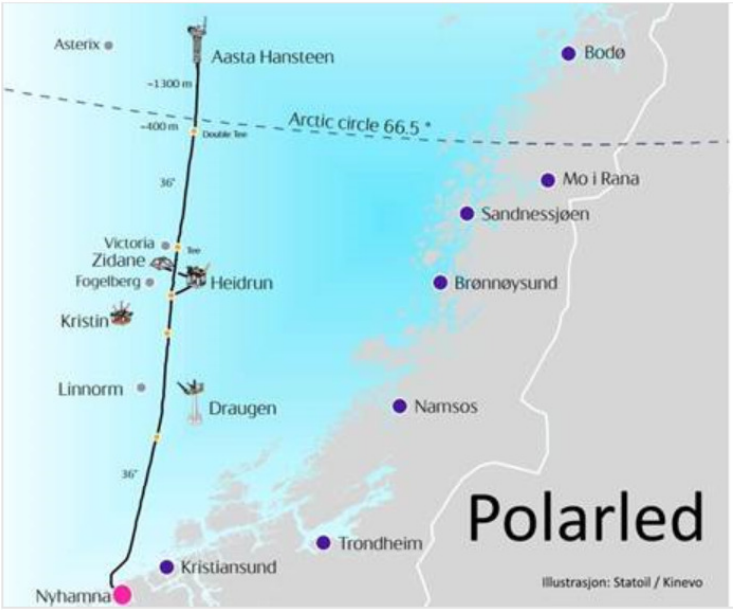
SpareBank 1 NORD-NORGE

Oil and gas: new fields in production

- Goliat:
  - First oil field in the Barents Sea
  - Platform is being prepared on site
  - Production-start planned late 2015
  - Operational organisation and service in Hammerfest

- Aasta Hansteen/Polarled:
  - Aasta Hansteen - several gas fields
  - Installation at 1 300 meter ocean depth
  - Polarled pipeline completed September
  - Production start-up in 2017

Polarled pipeline completed



SpareBank 1 NORD-NORGE

The oil and gas sector currently represents a small part of the regional economy

- Share of regional employment (estimate): 1.8 %
- Share of value creation (estimate): 5 av NOK 188 bill 2.6 %
- However, the petroleum sector has a bigger qualitative influence on the regional economy in northern Norway through
  - Improved technological development (new industrial activity)
  - Improved competence within supply services
  - Attractive employment for young people in the region
  - Basis for infrastructure investments

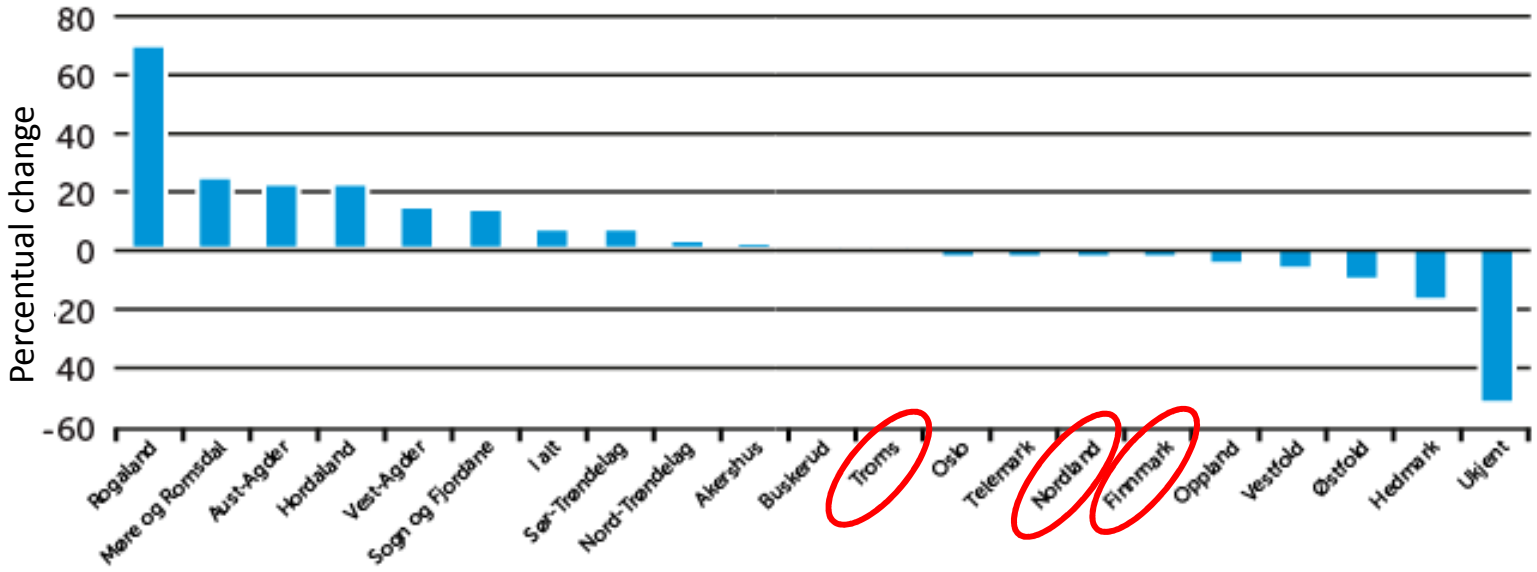
A low and/or decreasing oil price represents a limited downside potential for the regional economy. The upside potential is considerable, but uncertain.

SpareBank 1 NORD-NORGE

Considerable increase in unemployment in south/west

Percentual change in unemployment

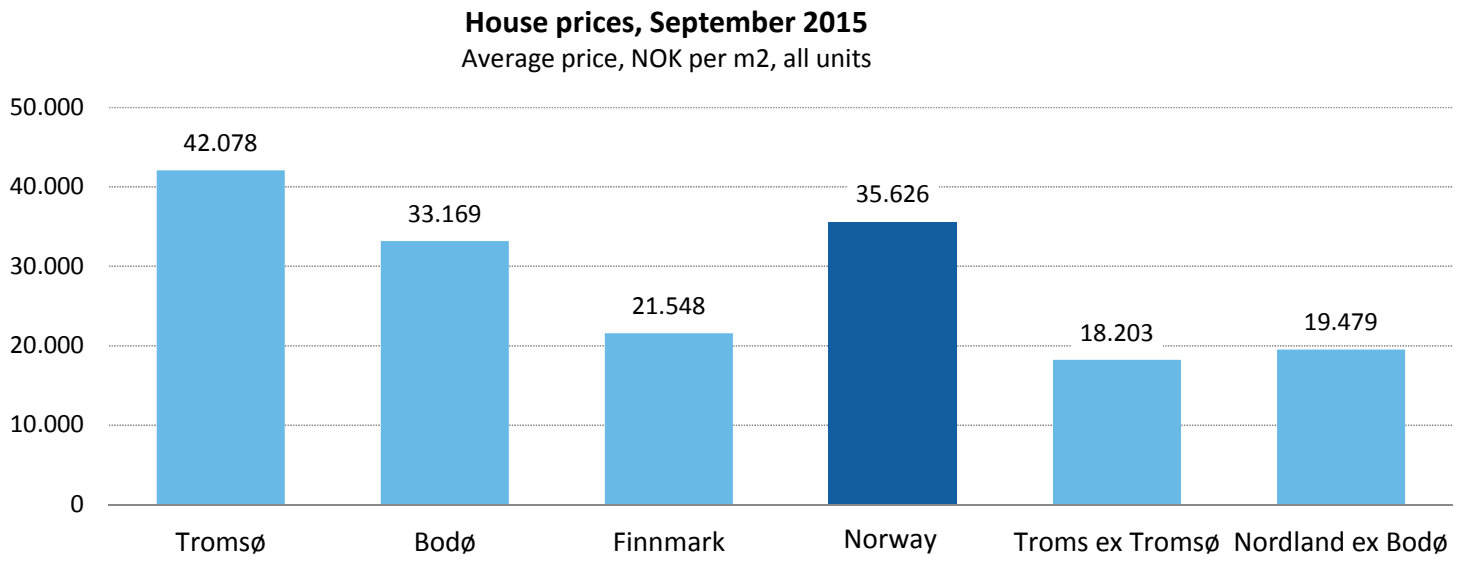
August 2014 – August 2015 by county



Innovasjon Norge

SpareBank 1 NORD-NORGE

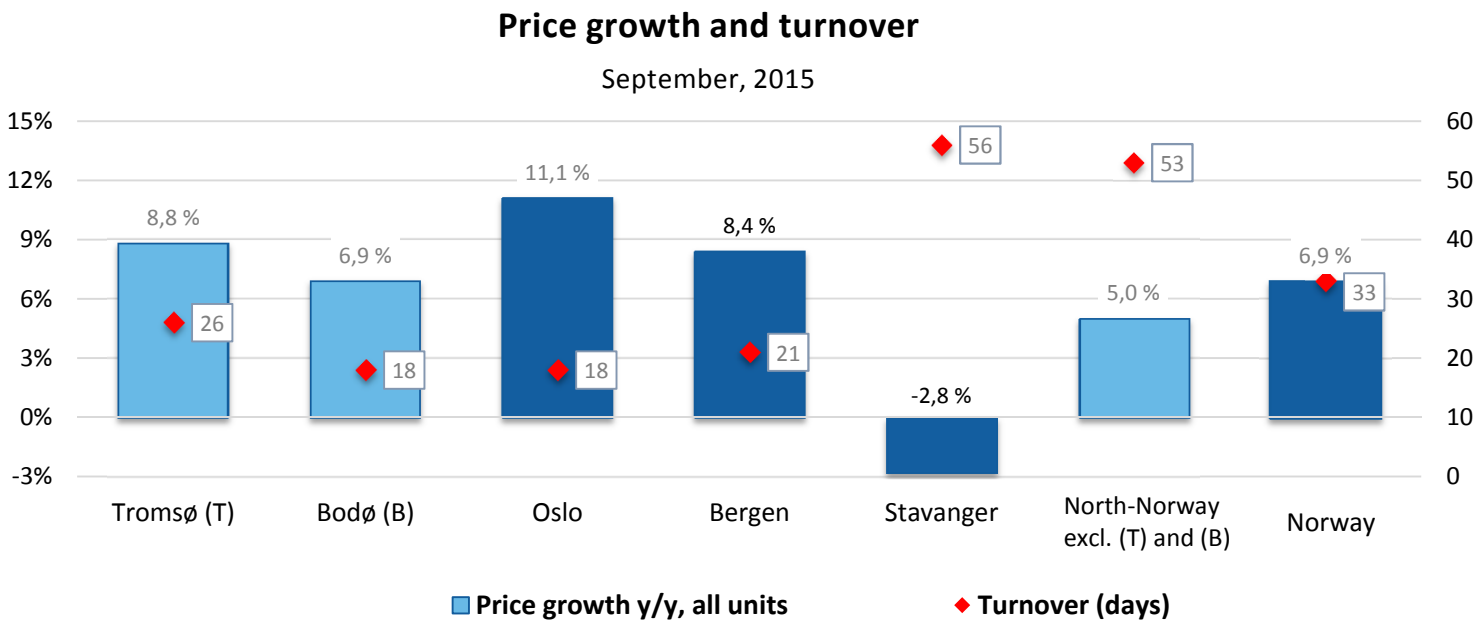
Regional house prices lower than the Norwegian average



Source: Real Estate Norway, Finn.no and Eiendomsverdi

SpareBank 1 NORD-NORGE

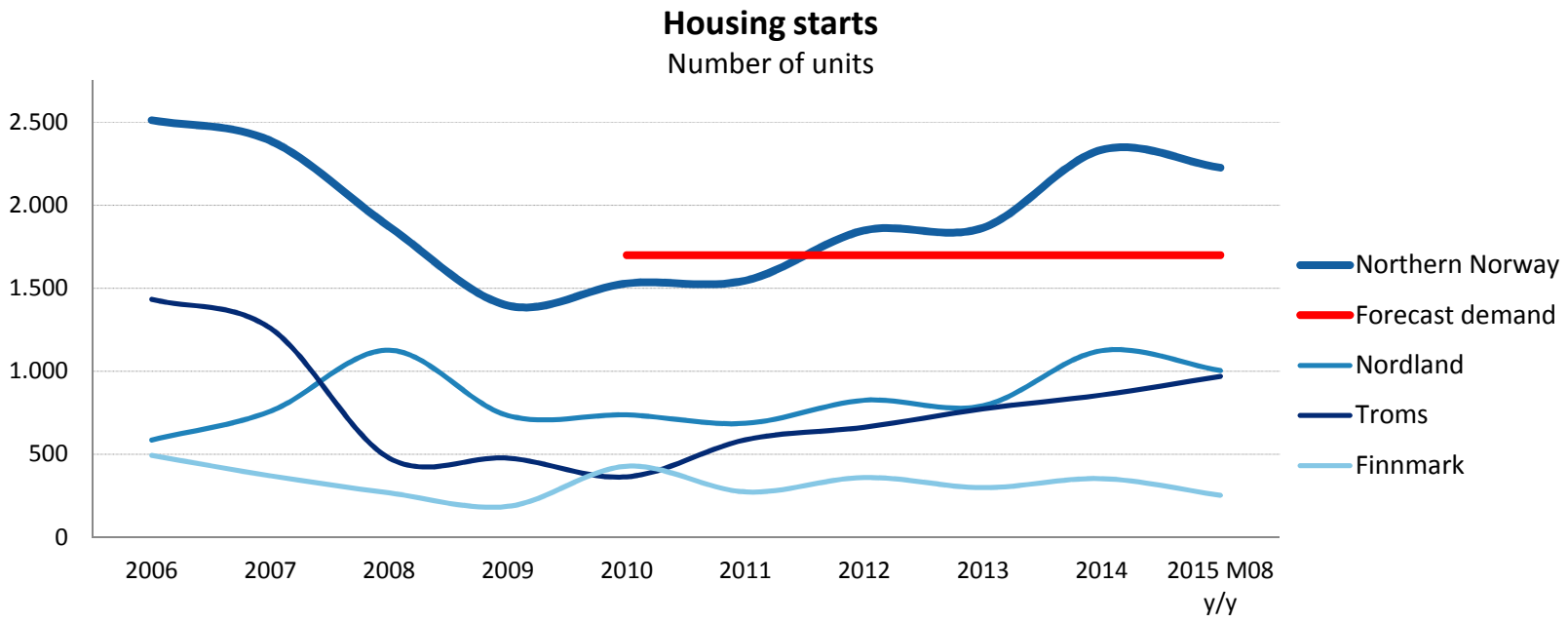
Strong price growth and low turnover rate in the cities



Source: Real Estate Norway, Finn.no and Eiendomsverdi AS

SpareBank 1 NORD-NORGE

Residential construction over the peak ?



SpareBank 1 NORD-NORGE

Strategy

SpareBank 1 NORD-NORGE

A clear vision statement and a strong brand

SpareBank 1 NORD-NORGE

Focus on core banking

- Russian exposure reduced by NOK 300 mill since 2013
  Exit strategy under implementation
- SpareBank 1 Markets has been restructured
- Phase out of corporate lending in BN Bank has been decided
- Non-core financial Investment activities is being discontinued

SpareBank 1 NORD-NORGE

Reorganisation aimed at improved profitability

- Measures cover increased earnings, reduced costs and improved capital efficiency
- The physical distributon network will be concentrated around 16 main branches throughout Nord-Norge organised as financial centers
    - Co-localisation of the Group's services within banking, real estate agency and accounting services
    - 12 local branches has been merged in 2014/2015
- A voluntary redundancy program is being implemented. Expected minimum effect; net 10 % reduction in full time equivalents in the parent bank in the course of 2015/2016. Non-recurring costs will be clarified during 4th quarter 2015
- Digital services in the SpareBank 1 Alliance are given high priority

SpareBank 1 NORD-NORGE

Financial figures

SpareBank 1 NORD-NORGE

Main financial targets

Profitability:

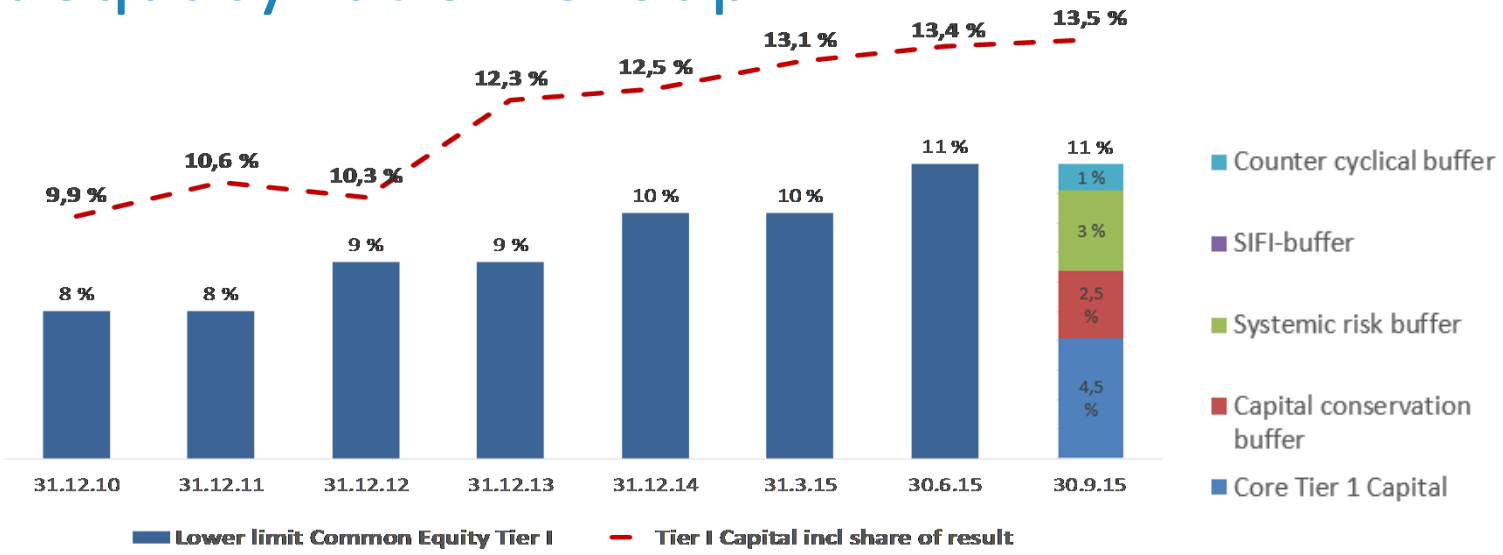
- Banking operations at top international level: Minimum 12% ROE

Solidity:

- Undisputable solid
- Internal capital buffer of at least 1 percentage point above the statutory minimum requirement.
- Long term goal for Core Tier 1 level is currently 14.5 %

SpareBank 1 NORD-NORGE

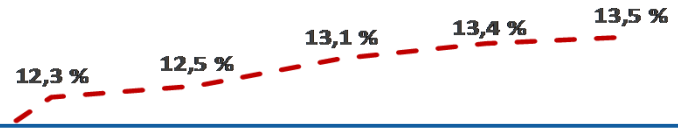
Capital adequacy ratio - Group



- The Group's financial strength is considered good. The Board further consider that no equity issues will be necessary in the market in order to reach the Group's long term goal for solidity of 14.5 %
- Within the prevailing dividend policy, with a payout ratio of up to 50 %, the Board plan a continued increase of the payout ratio. Regulatory Pillar 2 requirements may however influence on the future payout ratio

SpareBank 1 NORD-NORGE

Increased regulation – new framework conditions



From 2016 the regulatory minimum Core Tier 1 level will increase:

- The countercyclical capital buffer increases by 0.5 percentage points to 1.5 % of RWA
- New additional Pillar 2 requirement is expected to be decided during 1st h alf of 2016
- The basis for the additional Pillar 2 requirement til be the Group's risk assessment (ICAAP) and the FSAN SREP
- In view of new regulatory capital requirement, the Goup's long term goal of minimum 12.5 % CET-1 is considered to be sufficient

er cyclical buffer

uffer

mic risk buffer

l conservation

Tier 1 Capital

SpareBank 1 NORD-NORGE

Profit and loss account - Group

(Amounts in NOK million)	**30.09.15**	30.09.14	31.12.14
Net interest income	**1 122**	1 048	1 426
Net fee-, commision and other operating income	**711**	729	966
Net income from financial investments	**203**	551	602
Total net income	**2 036**	2 328	2 994
Total costs	**1 010**	974	1 328
Result before losses and write-downs	**1 026**	1 354	1 666
Net losses and write-downs	**108**	85	321
Result before tax	**918**	1 269	1 345
Tax	**180**	208	223
Result non-current assets held for sale	**0**	0	27
Minority interests	**- 1**	- 1	- 1
Result for the period	**739**	1 062	1 096
Return on equity capital	**10,4 %**	15,9 %	12,2 %

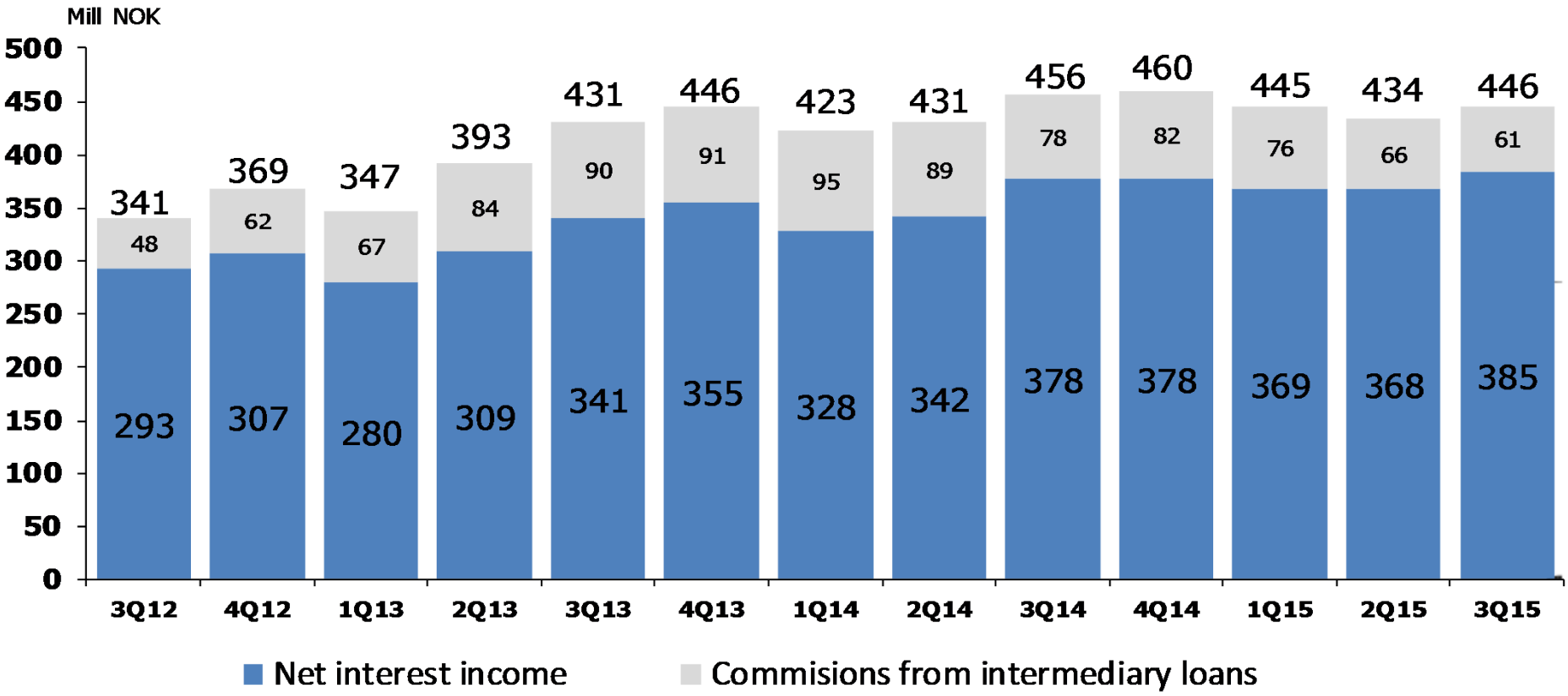
SpareBank 1 NORD-NORGE

Quarterly summary – Profit and loss account figures

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14	3Q14
Net interest income	**385**	368	369	378	378
Net fee-, commision and other operating income	**233**	239	239	237	238
Net income from financial investments	**-8**	93	118	51	119
Total net income	**610**	700	726	666	735
Total costs	**336**	336	338	354	325
Result before losses and write-downs	**274**	364	388	312	410
Net losses and write-downs	**40**	36	32	236	38
Result before tax	**234**	328	356	76	372
Return on equity capital	**7,8 %**	11,1 %	12,5 %	1,5 %	13,4 %
Cost/income	**55,1 %**	48,0 %	46,6 %	53,2 %	44,2 %

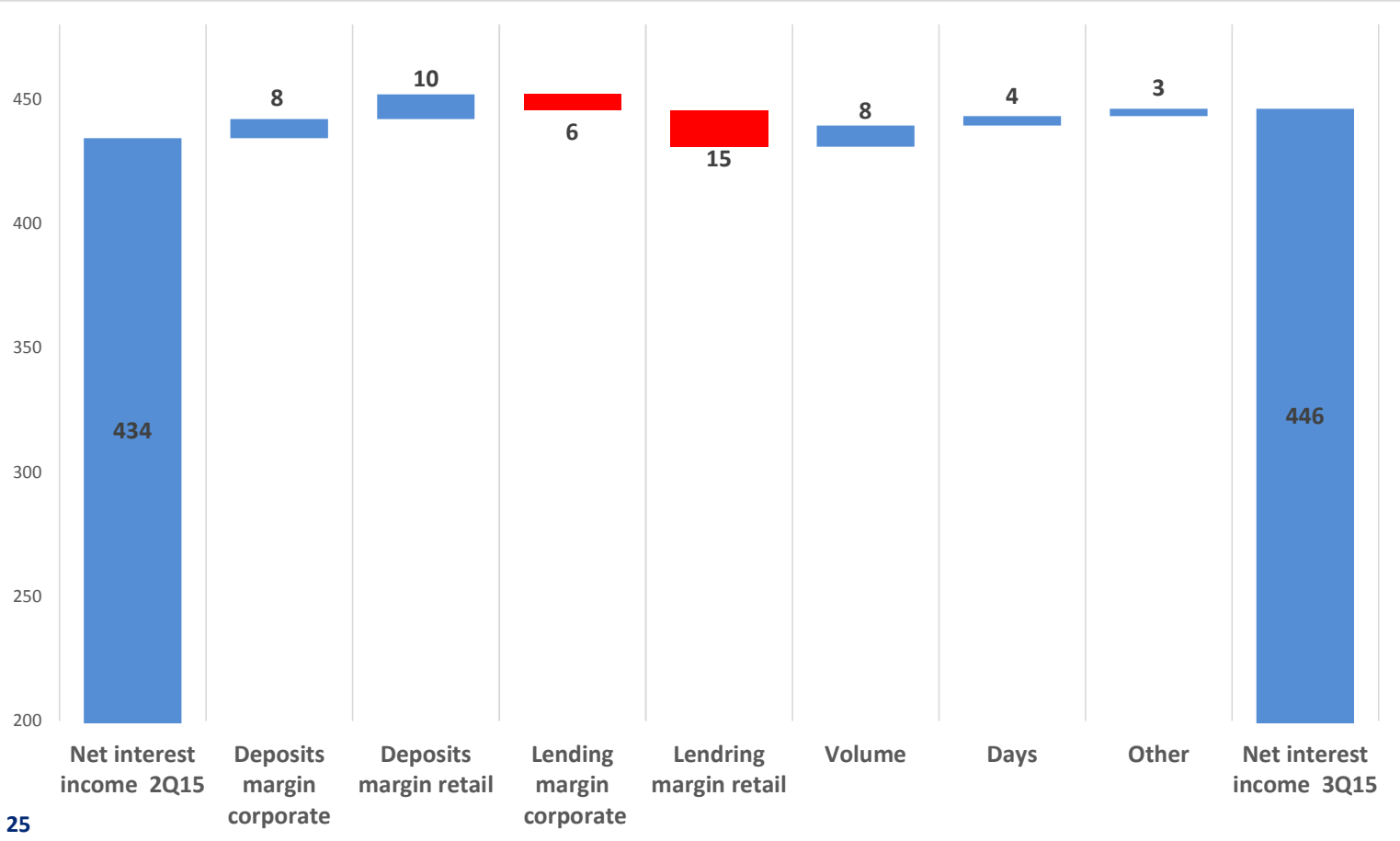
SpareBank 1 NORD-NORGE

Net interest income - Group



SpareBank 1 NORD-NORGE

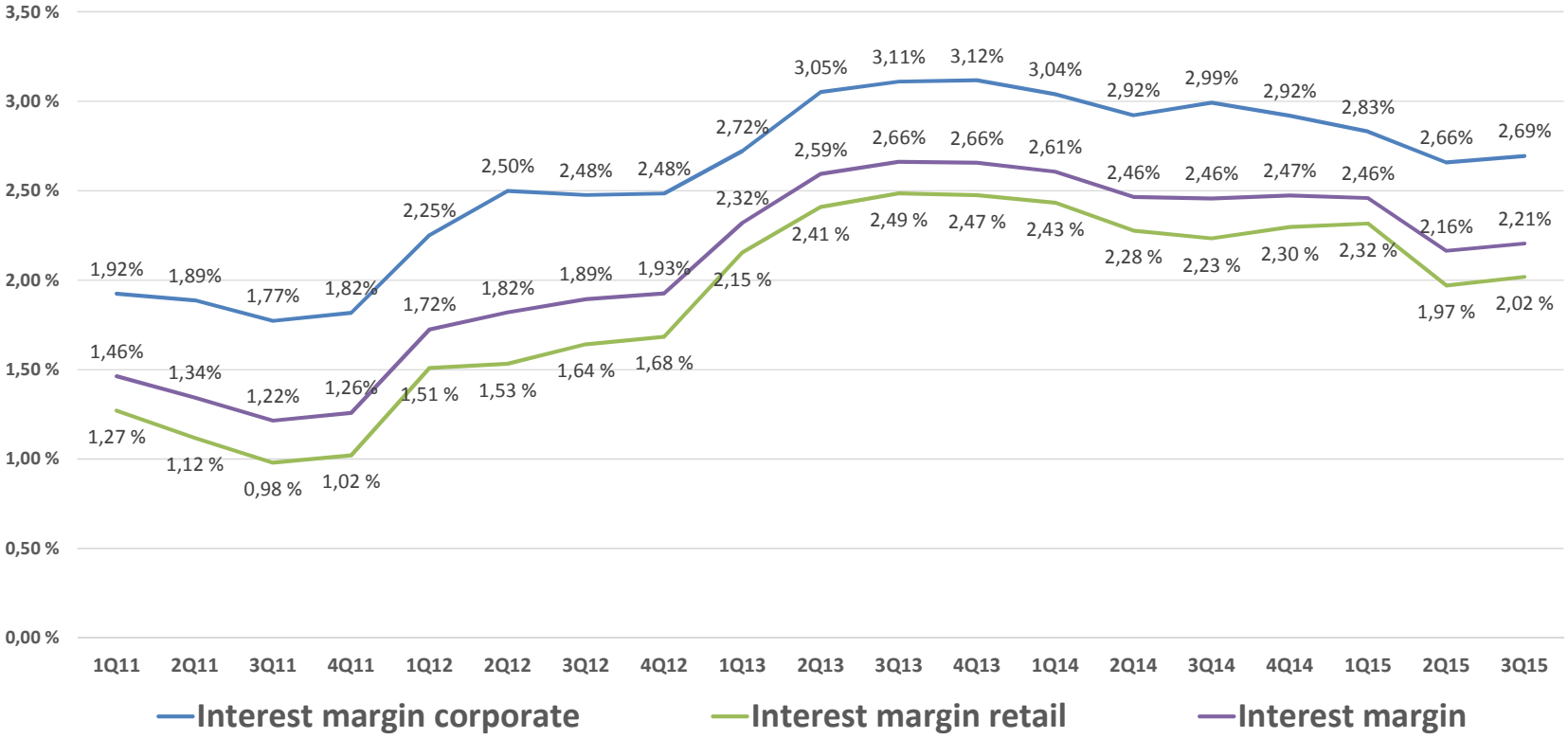
Changes in net interest income last quarter



Measured against average funding cost

SpareBank 1 NORD-NORGE

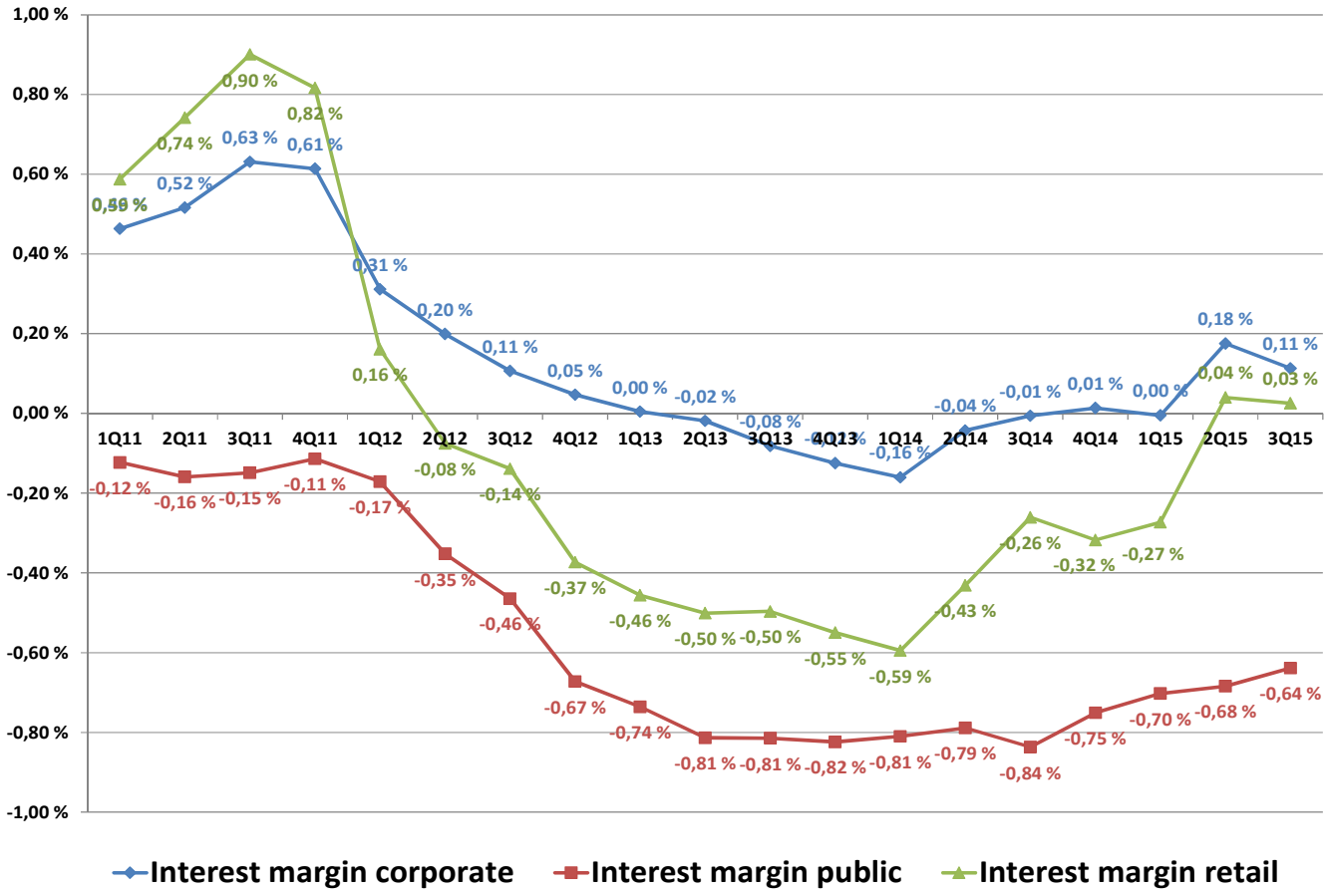
Lending margin, Parent bank



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

SpareBank 1 NORD-NORGE

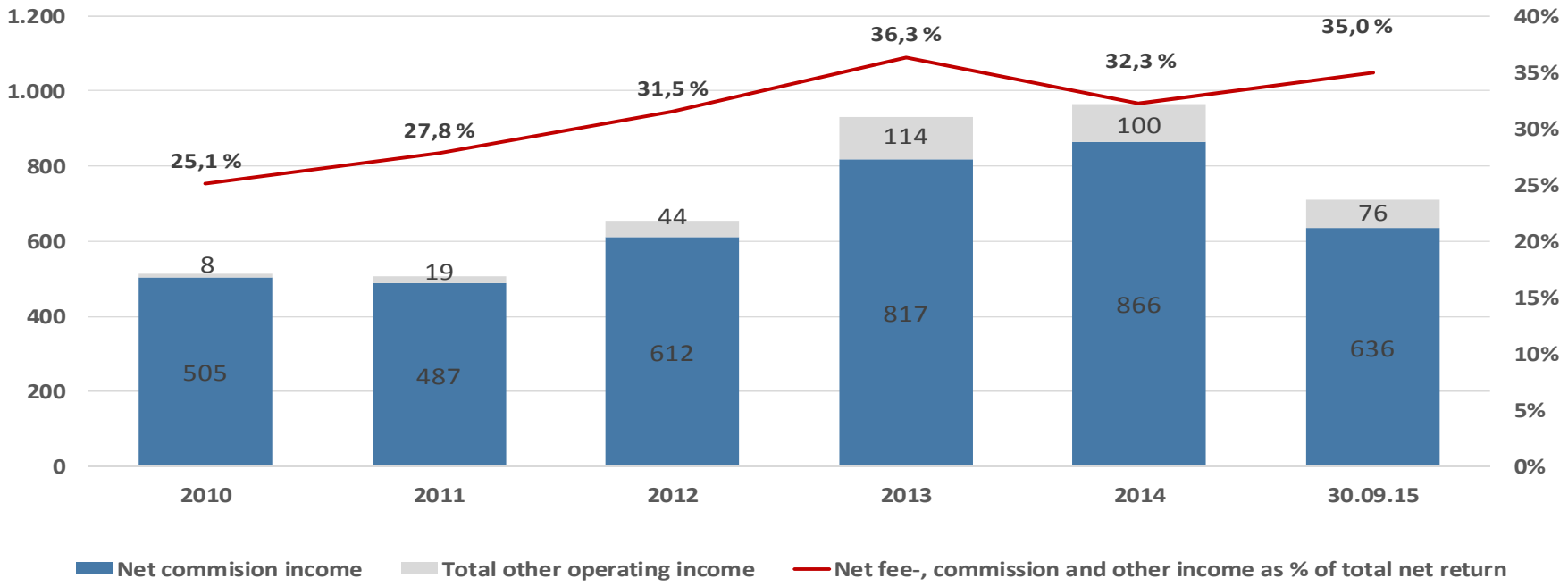
Customer deposit, Parent bank



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

SpareBank 1 NORD-NORGE

Total commission and other income



SpareBank 1 NORD-NORGE

Quarterly summary – Profit and loss account figures

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14	3Q14
Net interest income	**385**	368	369	378	378
Net fee-, commision and other operating income	**233**	239	239	237	238
Net income from financial investments	**-8**	93	118	51	119
Total net income	**610**	700	726	666	735
Total costs	**336**	336	338	354	325
Result before losses and write-downs	**274**	364	388	312	410
Net losses and write-downs	**40**	36	32	236	38
Result before tax	**234**	328	356	76	372
Return on equity capital	**7,8 %**	11,1 %	12,5 %	1,5 %	13,4 %
Cost/income	**55,1 %**	48,0 %	46,6 %	53,2 %	44,2 %

SpareBank 1 NORD-NORGE

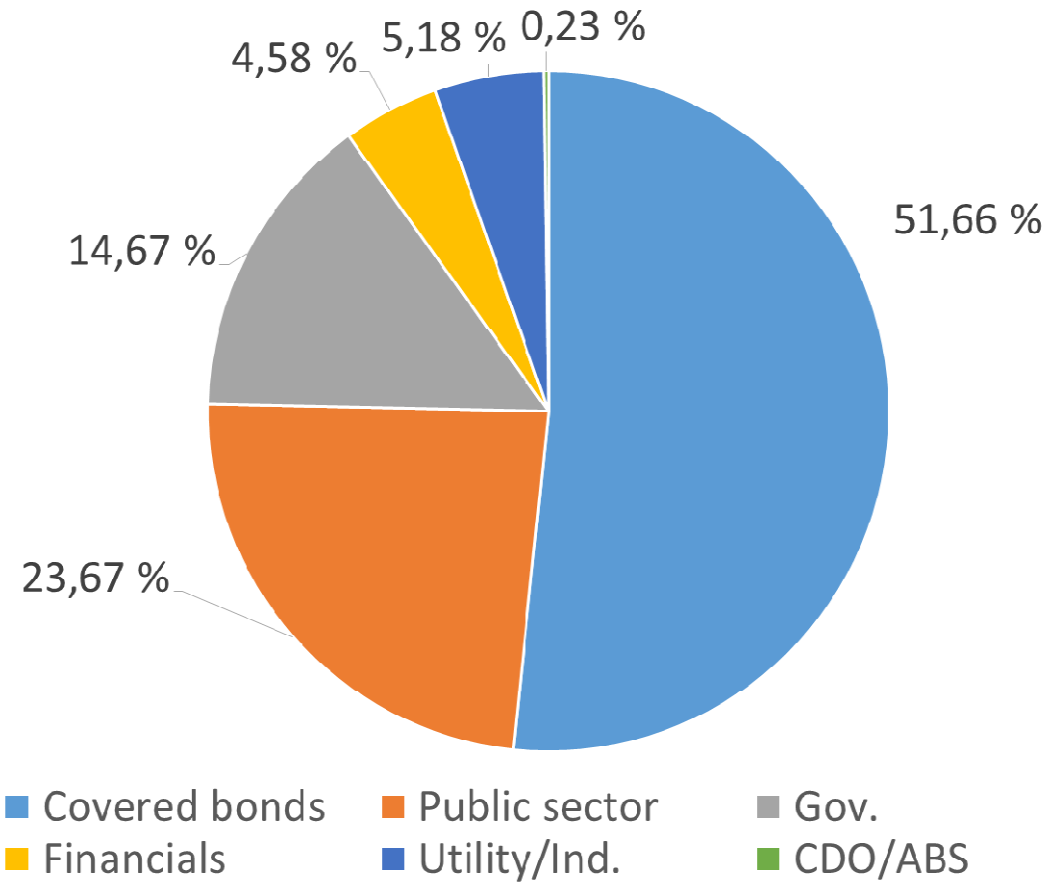
Income from financial investments

Group

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14	3Q14
Dividends	**1**	7	0	0	16
Income from joint ventures	**75**	114	112	121	332
Gains/losses and net value changes on shares	**-6**	-33	5	-69	167
Net value changes on bonds, foreign exchange and fin.derivatives	**-79**	4	3	5	72
Gains/losses and net value changes on loans	**1**	1	-2	-6	-36
Income from financial investments	**-8**	93	118	51	551

SpareBank 1 NORD-NORGE

Liquidity reserves 30.09.15 – sector distribution



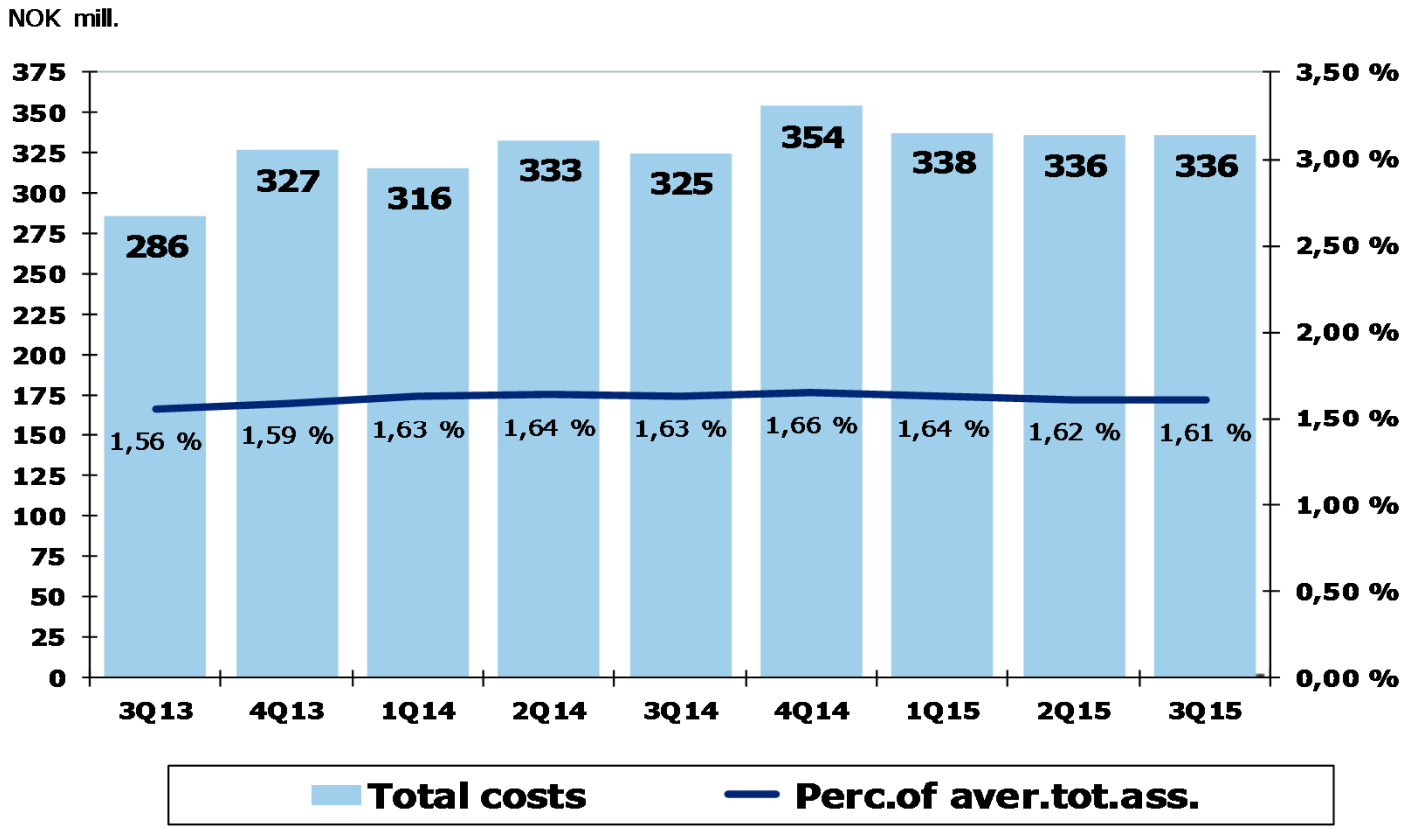
Group operating costs

(Amounts in NOK million)

	30.09.15	30.09.14	Change
Wages and salaries	**464**	435	29
Pension costs	**32**	30	2
Social costs	**65**	49	16
Total personnel costs	**561**	514	47
Administration costs	**264**	261	3
Total personnel- and general administration costs	**825**	775	50
Depreciation and write-downs of fixed assets	**42**	68	- 26
Operating costs buildings	**23**	22	1
Other operating costs	**120**	109	11
Total operating costs	**185**	199	- 14
Total costs	**1 010**	974	36

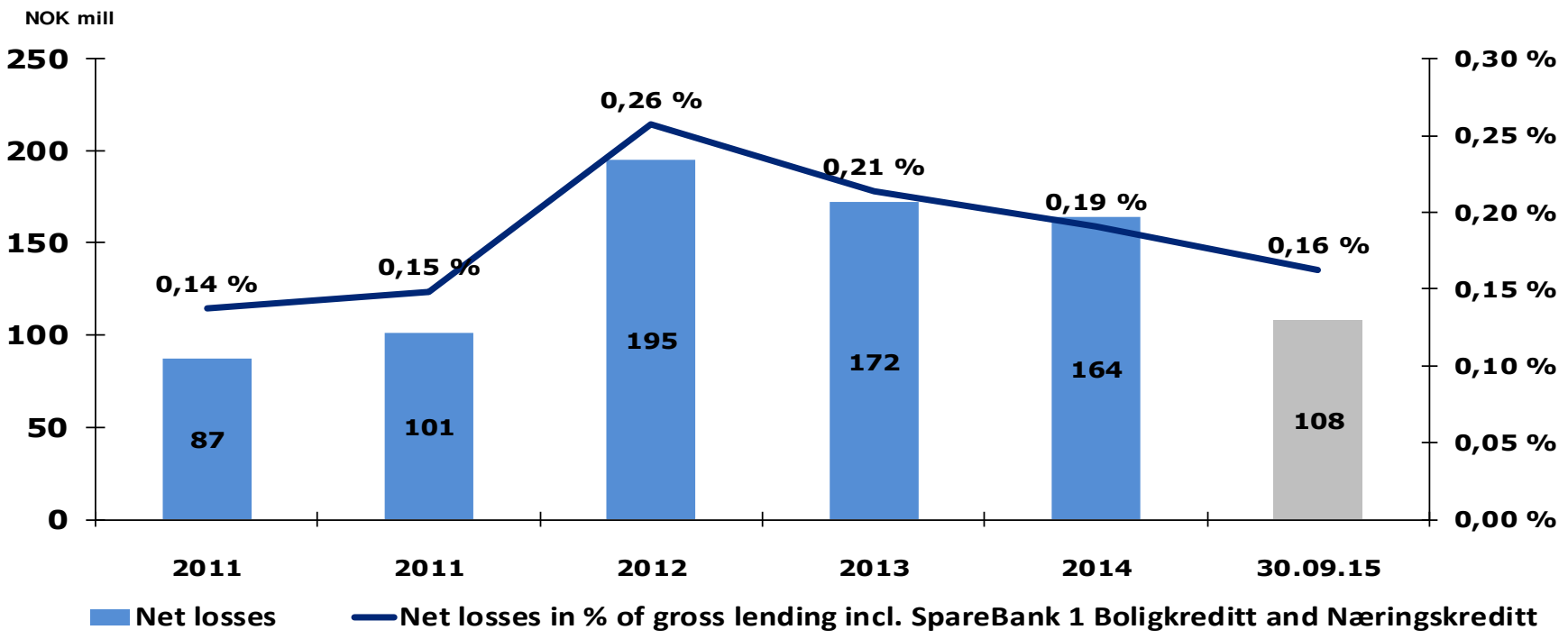
SpareBank 1 NORD-NORGE

Group operating costs



SpareBank 1 NORD-NORGE

Losses on loans and guarantees - customers



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

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14*	3Q14
Net interest income	**385**	368	369	378	378
Net fee- and commission income	**210**	215	210	212	219
Other operating income	**23**	24	29	25	19
Total costs	**336**	336	338	354	325
Underlying banking operations	**282**	271	270	261	291
Net losses and write-downs	**40**	36	32	236	38
Underlying banking operations after losses	**242**	235	238	25	253

*Of which cost/losses Russian Banks 206

SpareBank 1 NORD-NORGE

Group companies result before tax

(Amounts in NOK 1000)	**30.09.15**	30.09.14
SpareBank 1 Finans Nord-Norge AS	**91 053**	86 853
SpareBank 1 Nord-Norge Portefølje AS	**-48 401**	13 872
SpareBank 1 Regnskapshuset Nord-Norge AS	**6 862**	5 914
EiendomsMegler 1 Nord-Norge AS	**23 874**	14 054
SpareBank 1 Nord-Norge Forvaltning ASA	**1 703**	1 809
North-West 1 Alliance Bank	**-3 049**	-2 910
Other subsidaries	**2 157**	3 003
Total	**74 199**	**122 595**

SpareBank 1 NORD-NORGE

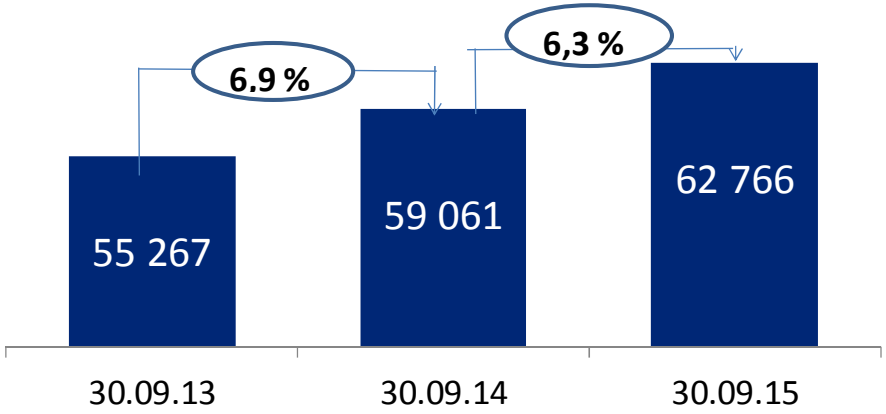
Key figures balance sheet

	30.09.15	30.09.14	Change	Change %
Total assets	**84 495**	80 621	3 874	4,8%
Gross lending	**63 143**	60 363	2 780	4,6%
Loans and advances to customers incl SpareBank 1 Boligkreditt and Næringskreditt	**87 661**	83 946	3 715	4,4%
Deposits from customers	**47 660**	45 386	2 274	5,0%

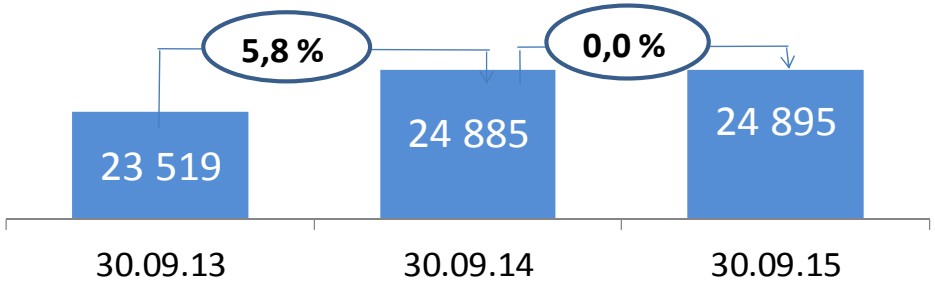
SpareBank 1 NORD-NORGE

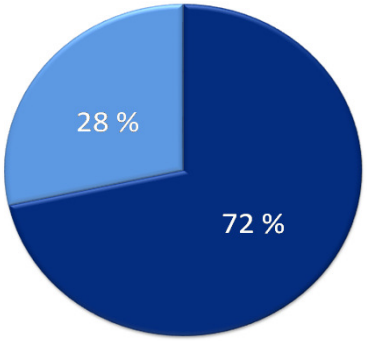
Lending volume

Retail incl. SpareBank 1 Boligkreditt

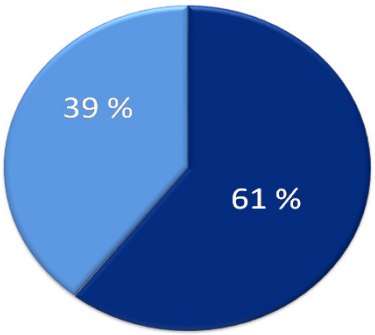


Corporate and public





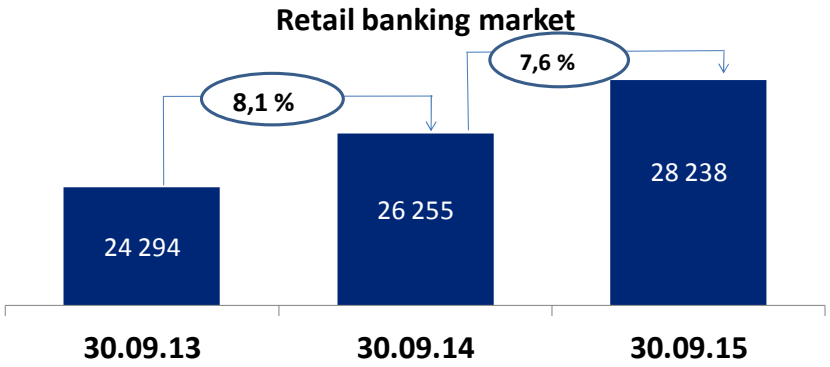
Retail incl. SpareBank 1 Boligkreditt

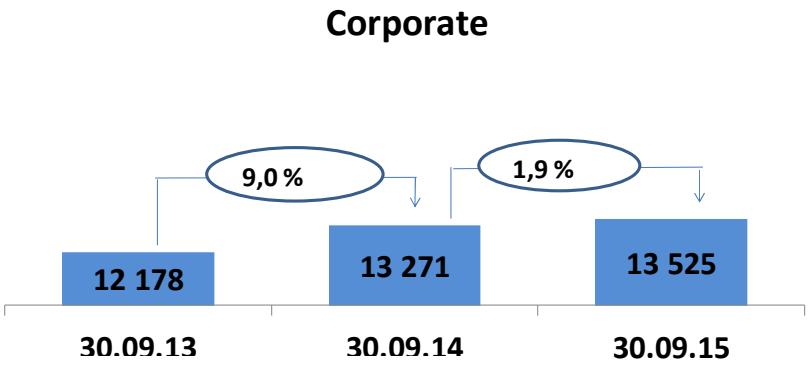


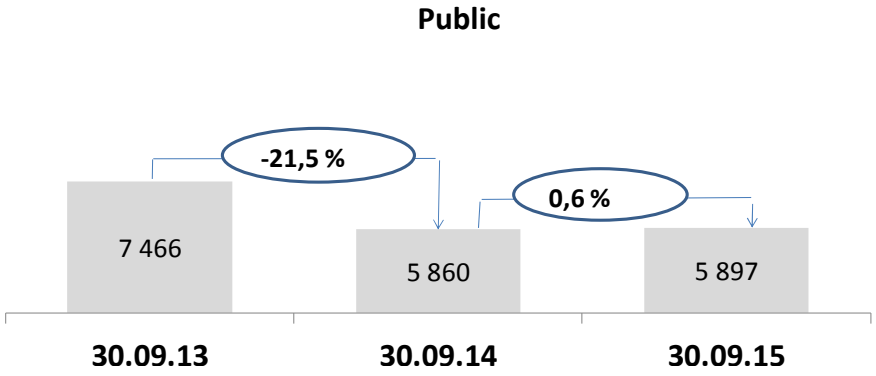
Retail excl. SpareBank 1 Boligkreditt

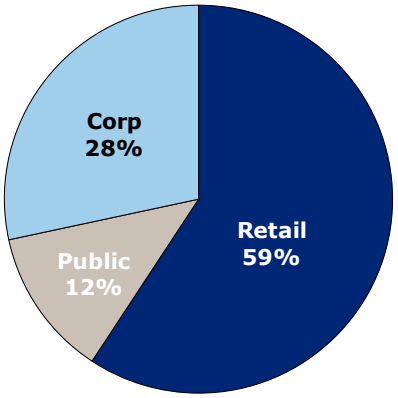
SpareBank 1 NORD-NORGE

Deposit volume



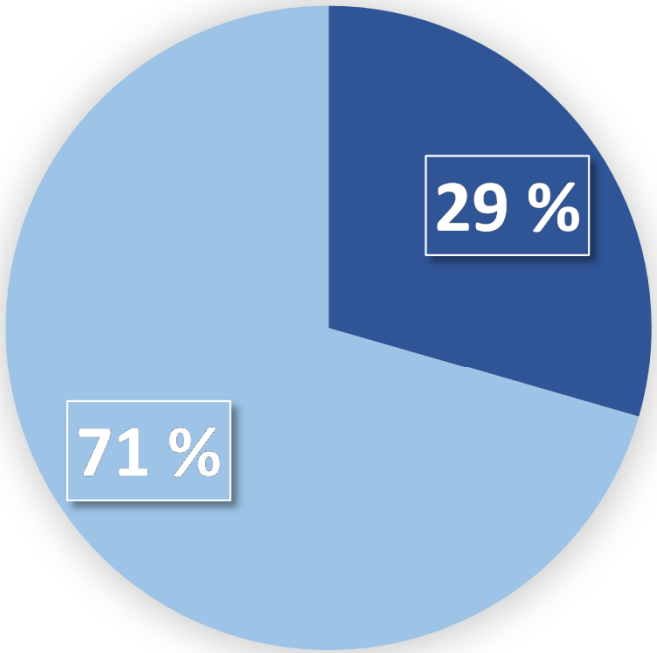






SpareBank 1 NORD-NORGE

Deposits – repricing potential

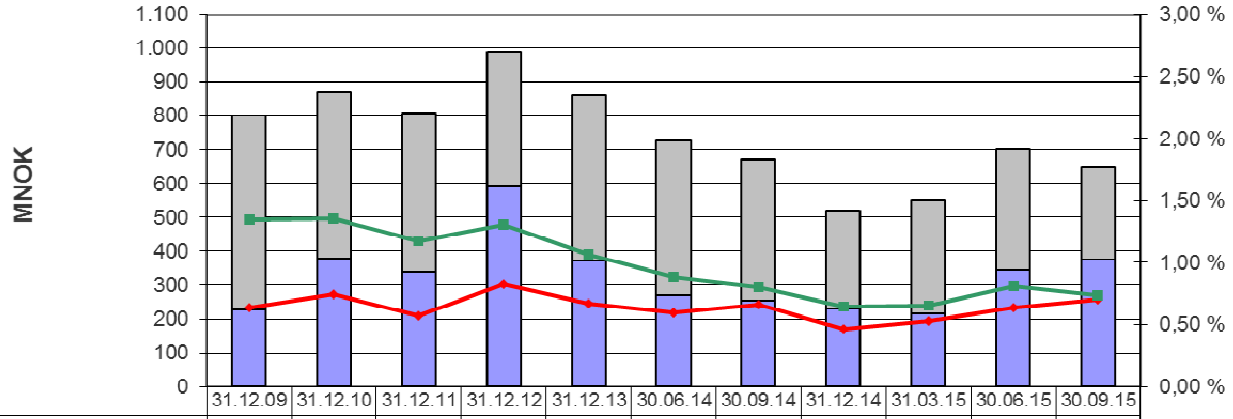


- Deposits without repricing potential
- Deposits with repricing potential

SpareBank 1 NORD-NORGE

Credit area

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

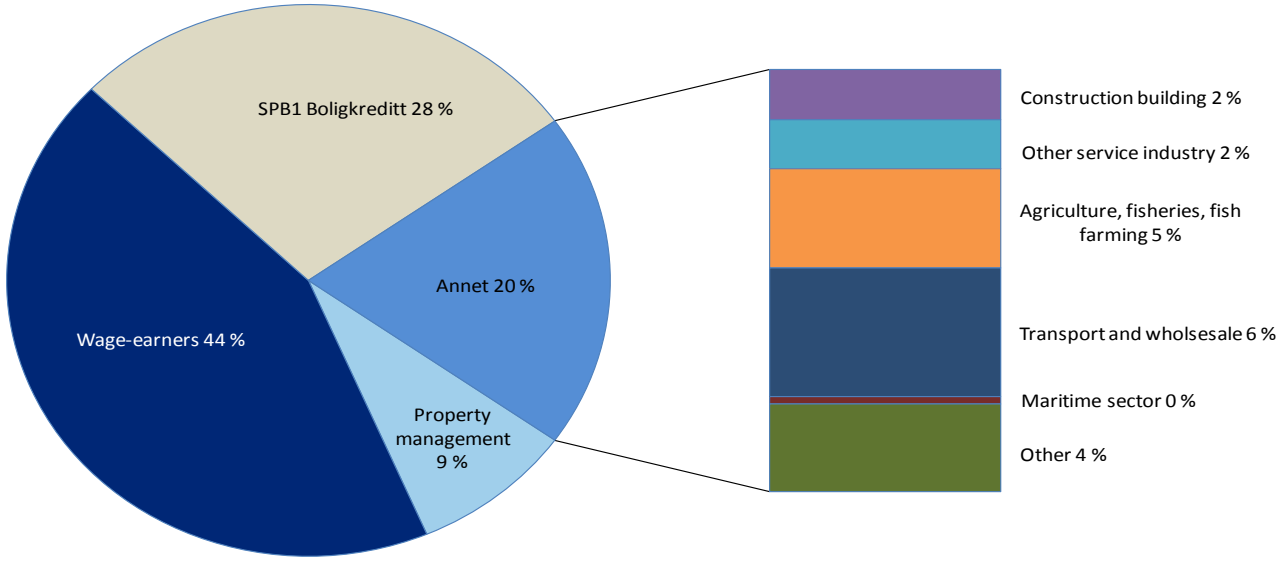


	31.12.09	31.12.10	31.12.11	31.12.12	31.12.13	30.06.14	30.09.14	31.12.14	31.03.15	30.06.15	30.09.15
Non-performing commitments	575	492	471	397	486	457	418	290	336	358	271
Other problem commitments	228	378	338	592	373	269	253	231	216	345	377
Individual write-down for impaired value (left axis)	232	273	208	303	244	217	243	171	194	233	259
Gross non-performing and impaired commitments in % of gross lending incl. agency loans (right axis)	1,34 %	1,36 %	1,18 %	1,30 %	1,06 %	0,88 %	0,80 %	0,64 %	0,65 %	0,81 %	0,74 %

SpareBank 1 NORD-NORGE

Distribution on segments shows good diversification

Loan portfolio including Boligkreditt



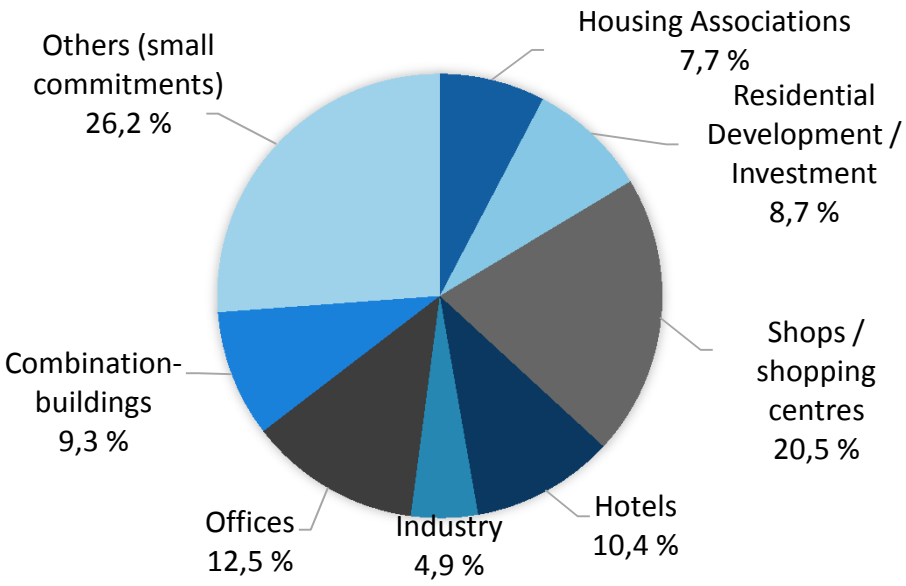
A high share of retail- and primary industry lending represent a risk mitigating factor

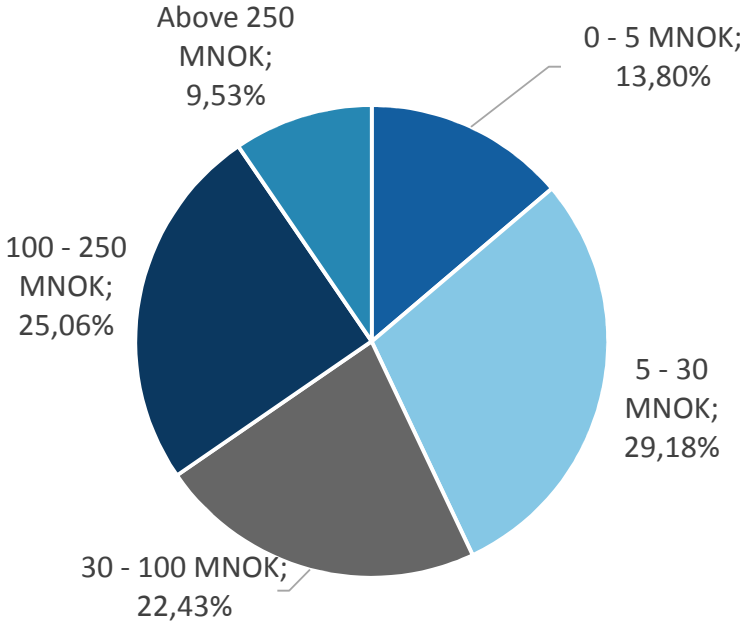
The Group has a well diversified corporate market lending portofolio

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

SpareBank 1 NORD-NORGE

Portfolio – Commercial Real Estate



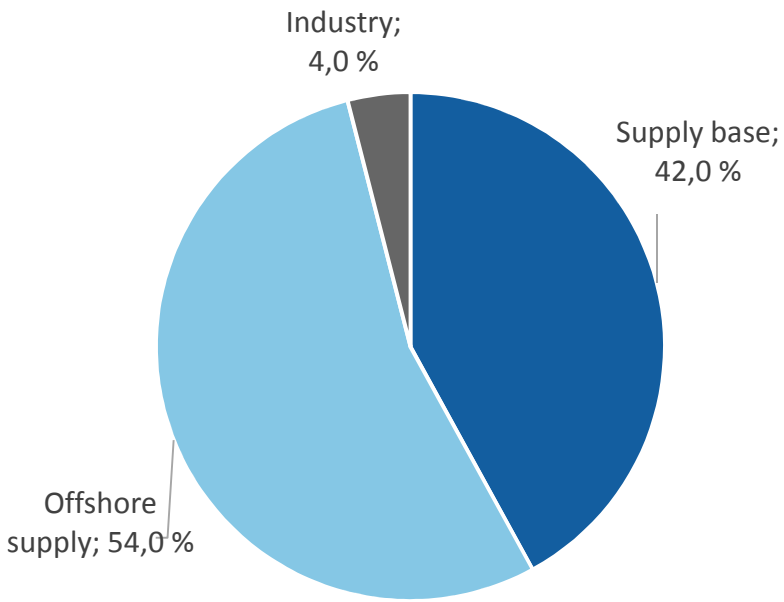


- Good diversification in terms of property categories
- About 50 % of portfolio is rental involving own operations
- 65.4 % of the portfolio are commitments smaller than 100 MNOK

SpareBank 1 NORD-NORGE

Portfolio – oil related exposure

- Oil related exposure amounts to MNOK 1,700, representing 1.9 % of total lending
- 42 % of exposure are related to supply bases. These have long term contracts with solid and strong contract partners
- Supply;
  - 71.9 %; contracts with maturity 1 year or longer
  - 26,1 %; spot market
  - Net 2.1 %; non-performing or other problem commitments after impairment
  - 1 of total 10 vessels laid up

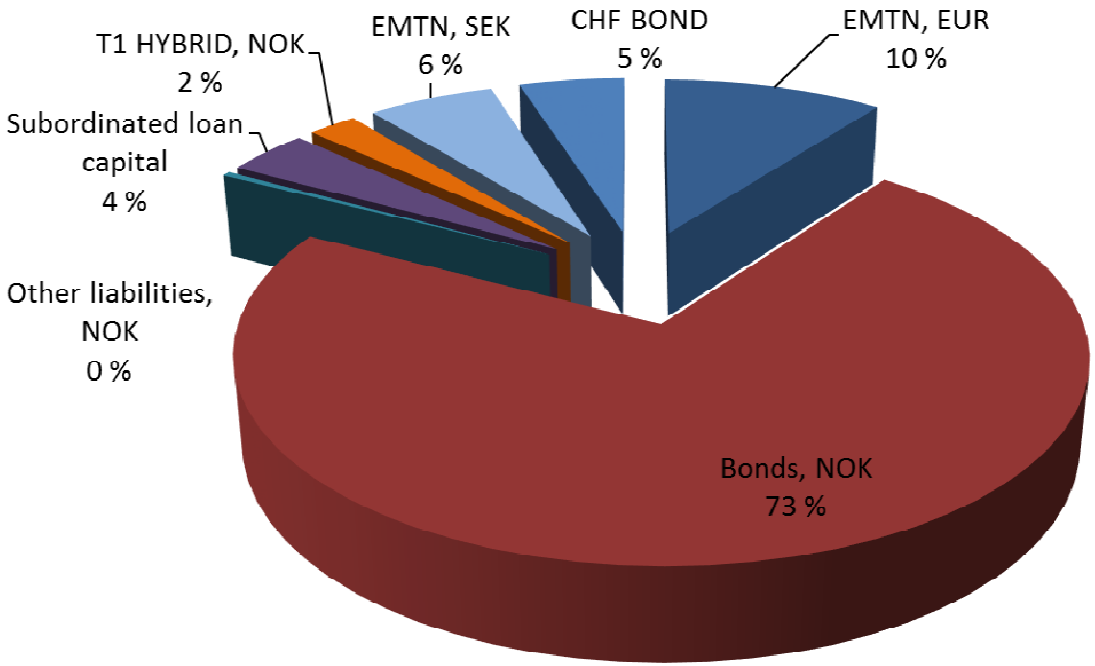


SpareBank 1 NORD-NORGE

Liquidity/funding

SpareBank 1 NORD-NORGE

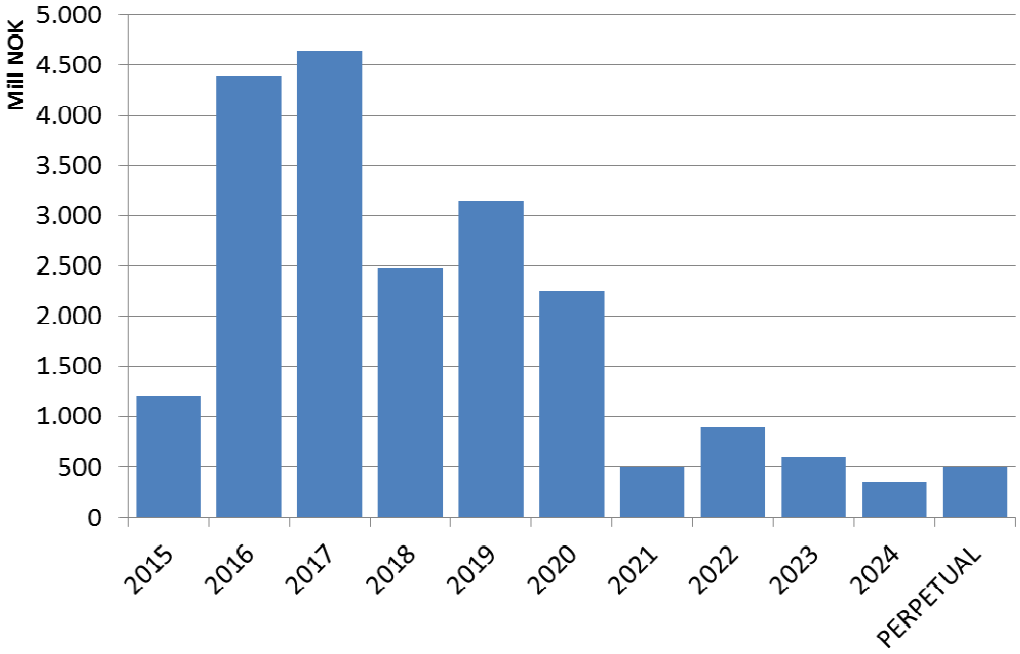
Funding instruments 30.09.2015



SpareBank 1 NORD-NORGE

Maturity profile 30.09.15

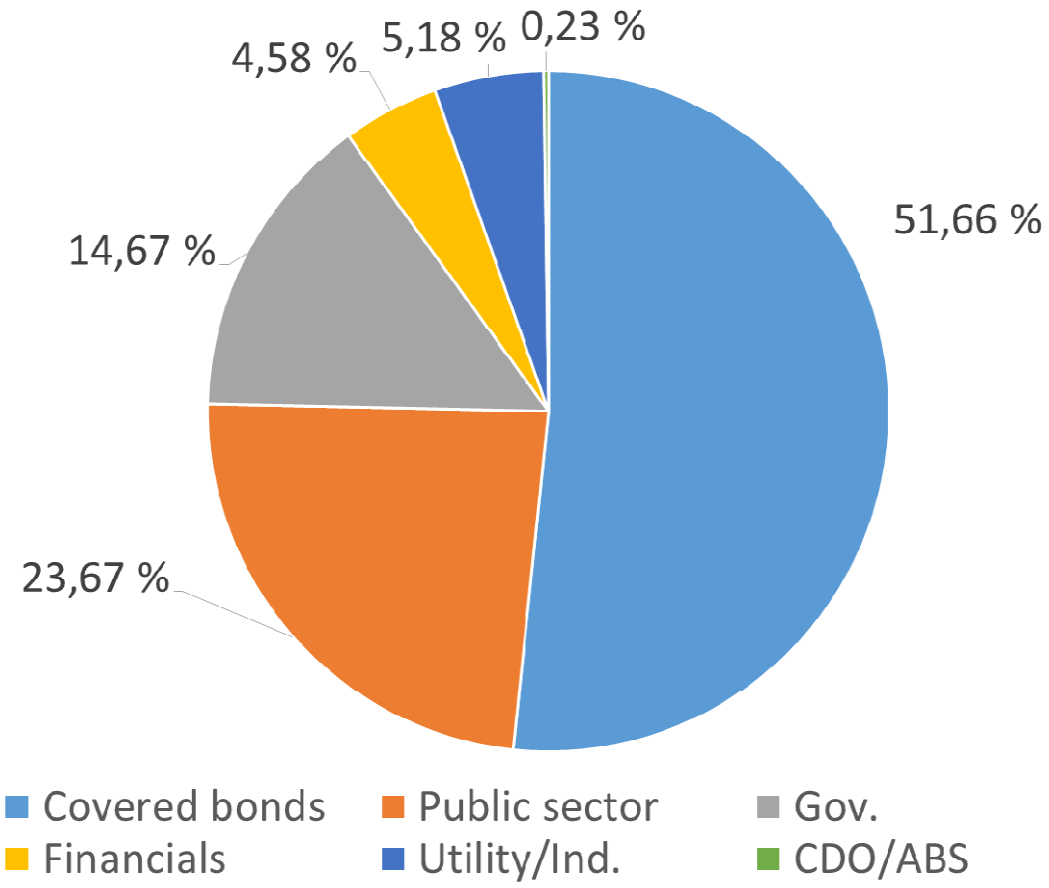
Capital markets funding (excl. SPABOL)



- Good diversification in terms of maturities
- NOK 22 088 mill in capital market funding exclusive of SB1 Boligkreditt
- SpareBank 1 Boligkreditt is an important funding source. Mortgage loans of NOK 24 521 mill transferred as at 30.09.15.
- Amount of gross maturities of capital market funding next 12 months is NOK 4 368 mill

SpareBank 1 NORD-NORGE

Liquidity reserves 30.09.15 – sector distribution



Summary

3rd quarter report 2015 - Group

- **Profits before tax: NOK 918 mill (1 269 mill)**
- **ROE: 10.4 % (15.9 %)**
- **Loan losses NOK 108 mill**
- **Very good solidity. Satisfactory liquidity**
- **Limited signs of weakness in the regional economy**

SpareBank 1 NORD-NORGE

Why invest in SpareBank 1 Nord-Norge?

1) Continued strong macro economics in North Norway

2) Very strong position in the region

3) Profitable growth within core banking activities

4) Good solidity and capacity for profitable growth

SpareBank 1 NORD-NORGE

Contact information:

SpareBank 1 Nord-Norge
P o Box 6800
N- 9298 Tromsø

CEO Jan-Frode Janson
Tel +47 909 75183

CFO Rolf Eigil Bygdnes
Tel +47 905 19 774

SNN home page and internet bank: www.snn.no
Equity capital certificates in general: www.egenkapitalbevis.no

SpareBank 1
NORD-NORGE

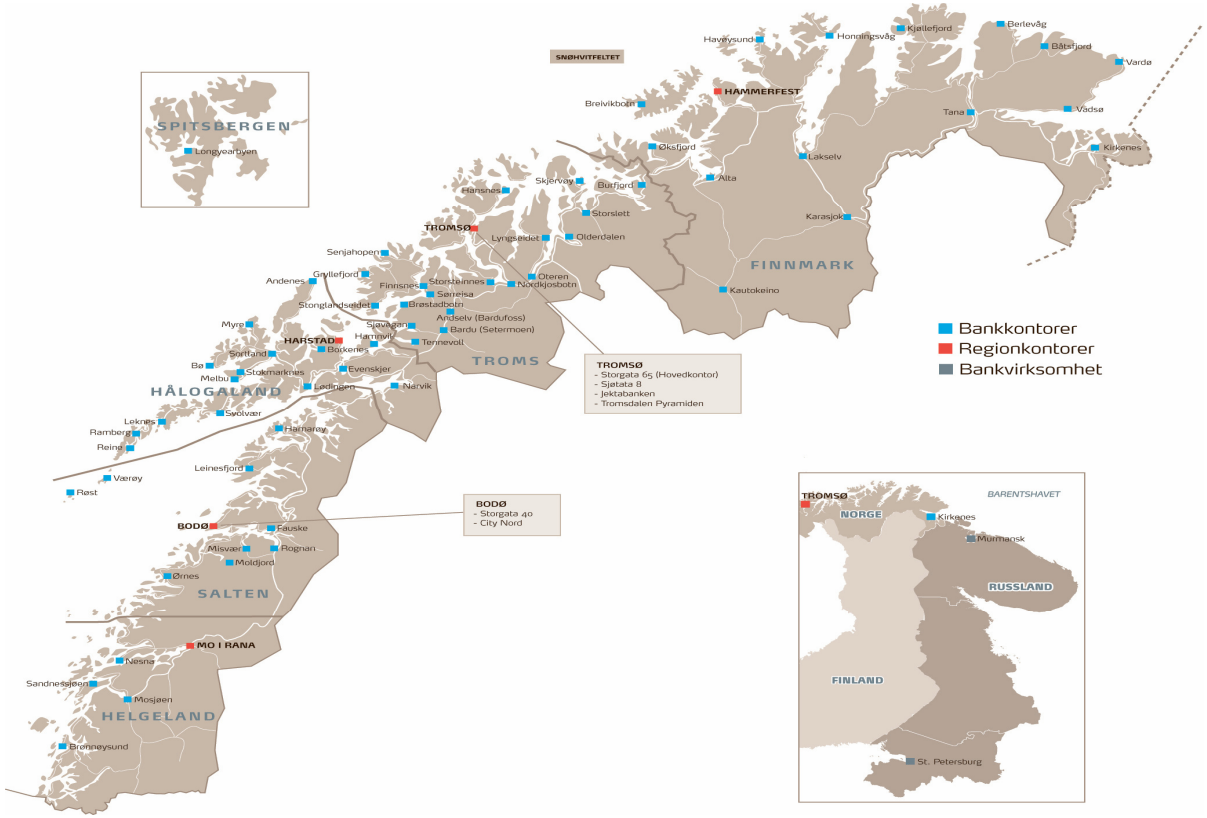
Enclosures

SpareBank 1 Nord-Norge

Vision: For Nord-Norge!

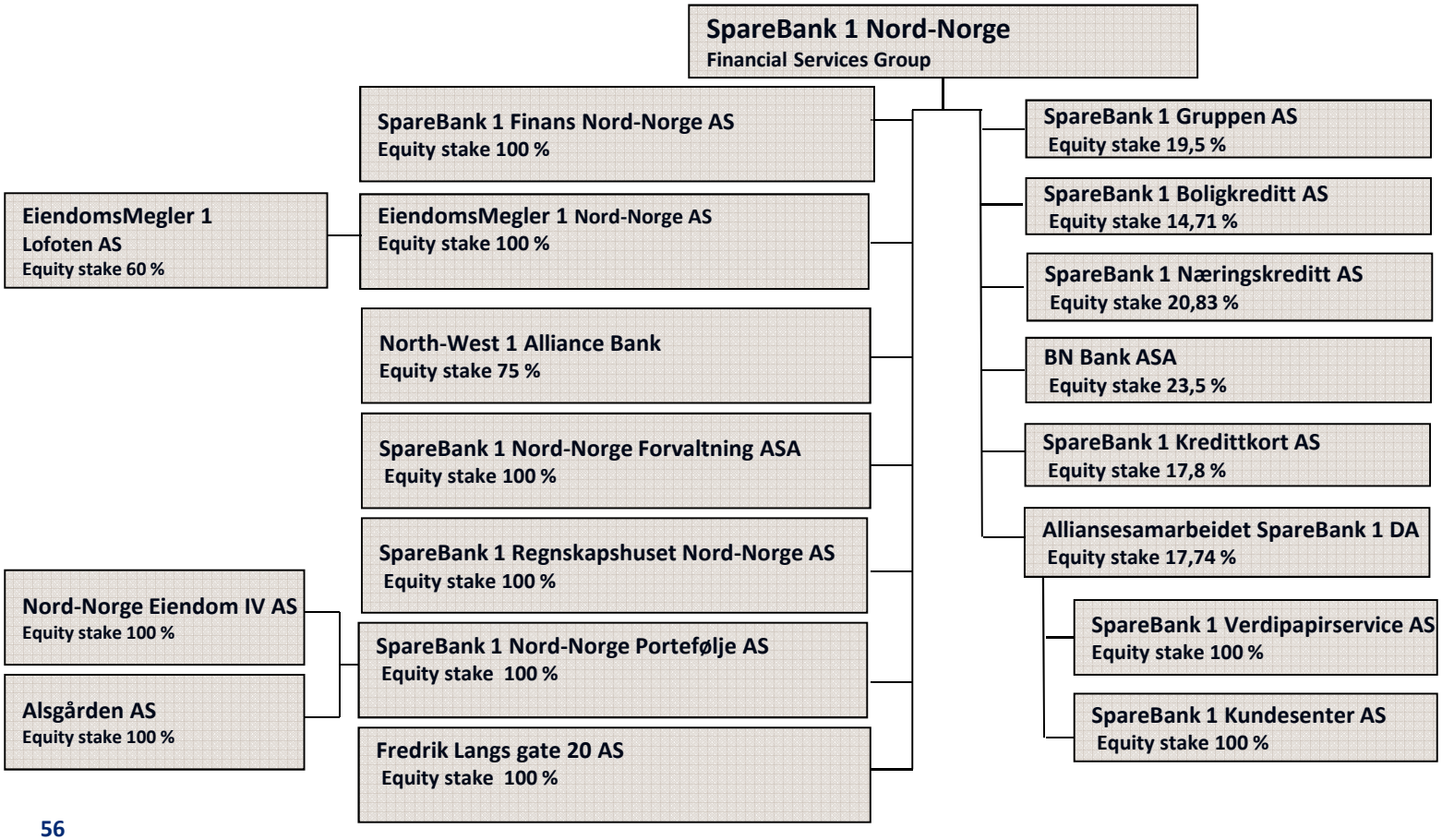
Head office: Tromsø
Organisation: 5 regioner
Regional offices: Hammerfest
Tromsø
Harstad
Bodø
Mo i Rana

Branches: 66



SpareBank 1 NORD-NORGE

Organisation of the financial services Group

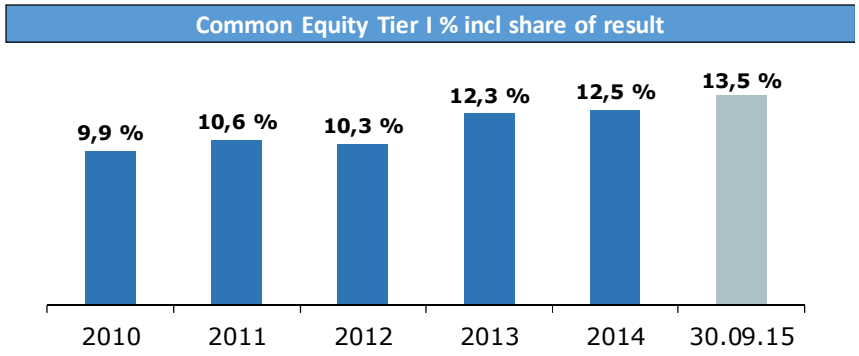


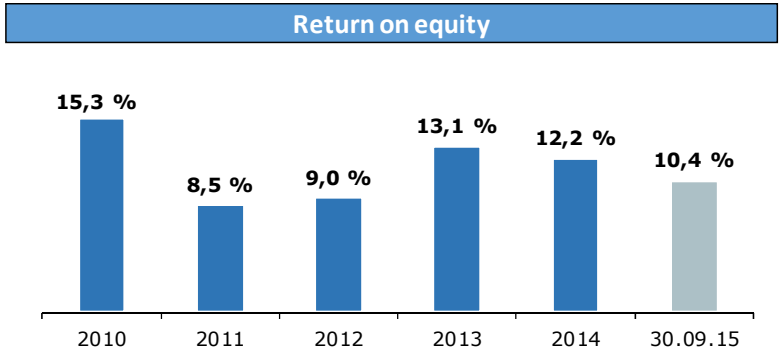
SpareBank 1 NORD-NORGE

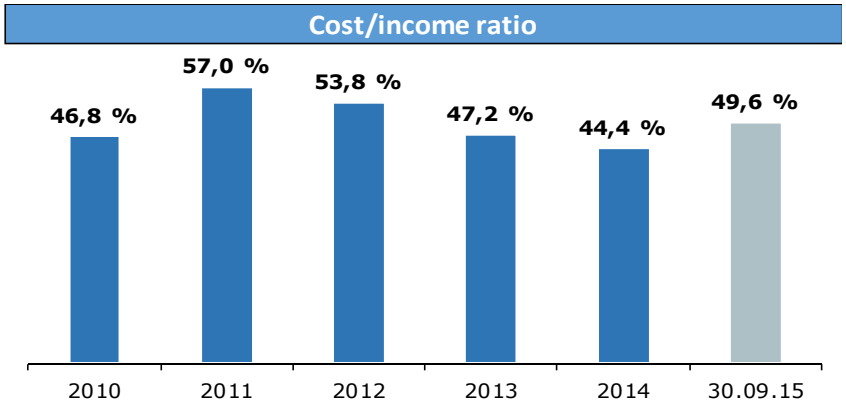
Main financial figures

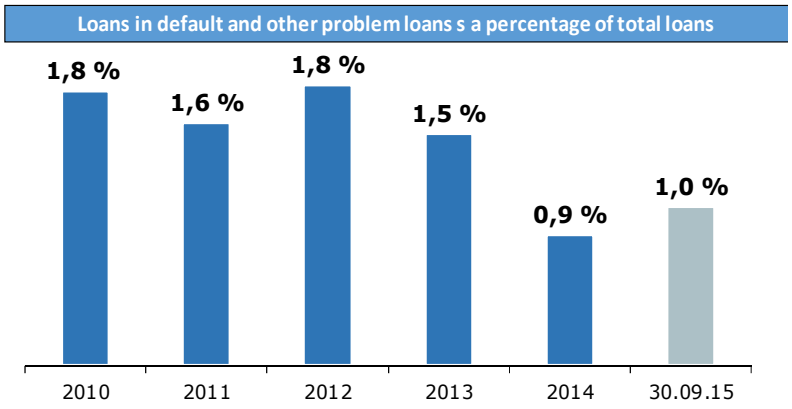
SpareBank 1 NORD-NORGE

Key figures









SpareBank 1 NORD-NORGE

Quarterly results – net interest income

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14	3Q14
Interest and similar income from loans to and claims on credit institutions	**6**	5	3	9	13
Interest and similar income from loans to and claims on customers	**618**	630	652	697	699
Interest and similar income from certificates, bonds and other interest-bearing securities	**48**	47	49	49	61
Interest and similiar income	**672**	682	704	755	773
Interest and similar costs on liabilities to credit institutions	**10**	15	18	16	17
Interest and similar costs relating to deposits from and liabilities to customers	**149**	169	180	210	228
Interest and similar costs related to the issuance of securities	**105**	107	113	124	122
Interest and similar costs on subordinated loan capital	**15**	15	16	18	19
Payments made to The Norwegian Banks' Guarantee Fund	**8**	8	8	9	9
Total interest costs	**287**	314	335	377	395
Net interest income	**385**	368	369	378	378

SpareBank 1 NORD-NORGE

Total commission and other income

(Amounts in NOK million)	**3Q15**	2Q15	1Q15	4Q14	3Q14
Guarantee commissions	**5**	5	8	8	7
Interbank commissions	**5**	4	4	5	4
Credit arrangement fee	**2**	3	2	2	2
Arrangement fee from SpareBank 1 Boligkreditt	**61**	66	76	81	80
Arrangement fee from SpareBank 1 NN Finans	**1**	0	1	1	1
Securities trading, administration and trust departme	**9**	11	7	8	7
Payment transmission services	**69**	62	54	55	67
Brokerage commission	**29**	36	27	25	25
Insurance services	**36**	35	37	33	32
Other commission income	**15**	11	11	14	13
Total commissions income	**232**	**233**	**227**	**232**	**238**
Operating- and sales income real estate	**5**	2	3	3	3
Other operating income	**19**	21	26	22	16
Total other operating income	**24**	**23**	**29**	**25**	**19**
Commission expenses	**21**	18	17	20	19
Net fee-, commision and other operating income	**235**	**238**	**239**	**237**	**238**

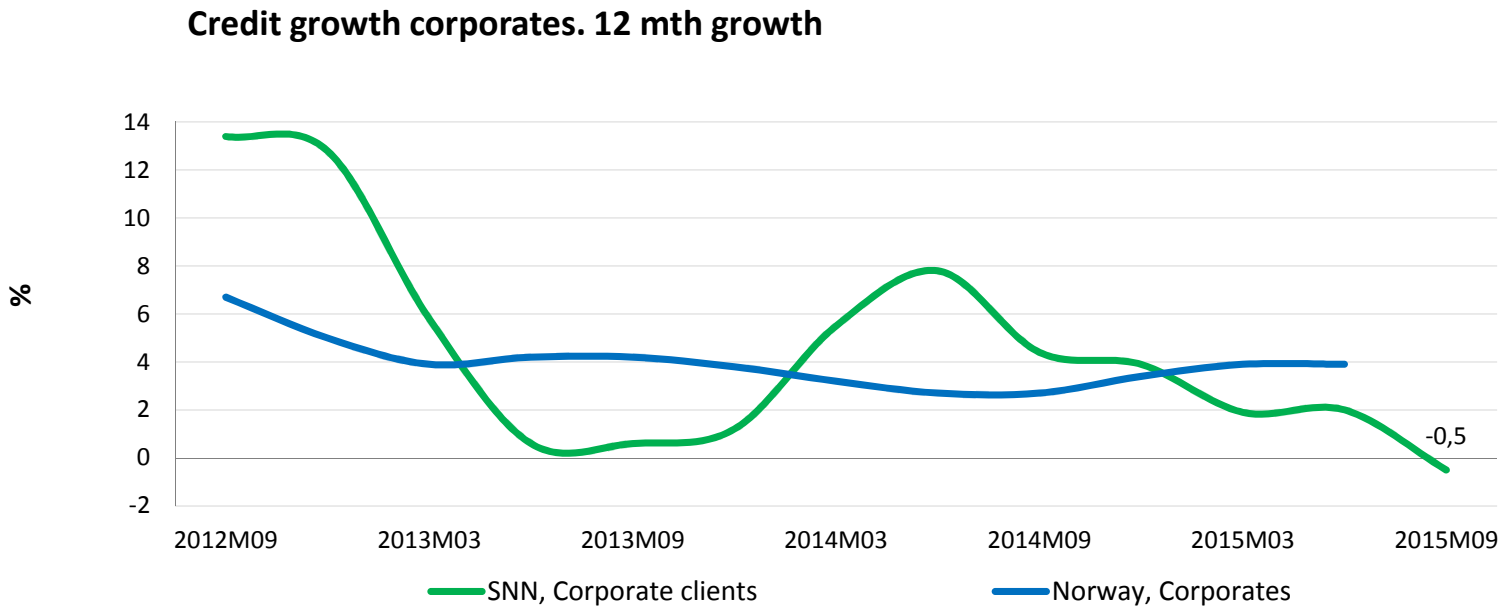
SpareBank 1 NORD-NORGE

Operating expenses

(in NOK million)	3Q15	2Q15	1Q15	4Q14	3Q14
Wages and salaries	**158**	147	159	152	159
Pension costs	**11**	12	9	11	9
Social costs	**22**	23	21	27	25
Sum personalkostnader	**190**	**182**	**189**	**190**	**193**
Development costs	**28**	28	29	28	27
Electronic data processing costs	**14**	18	18	19	17
Marketing costs	**16**	18	17	16	19
Travel - and training costs	**9**	7	9	10	5
Communications	**1**	3	2	0	3
Postage	**3**	3	3	3	3
Consultancy services	**8**	9	7	6	4
Cost involving the handling of cash	**1**	2	2	3	4
Office-related costs	**3**	1	2	2	3
Collection costs	**1**	1	1	1	1
Ordinary depreciation	**14**	14	14	29	14
Operating costs - premises/buildings	**9**	7	7	11	7
Other operating costs incl rent	**39**	43	38	36	26
Other costs	**146**	**154**	**149**	**164**	**132**
Total operating expenses	**336**	**336**	**338**	**354**	**325**

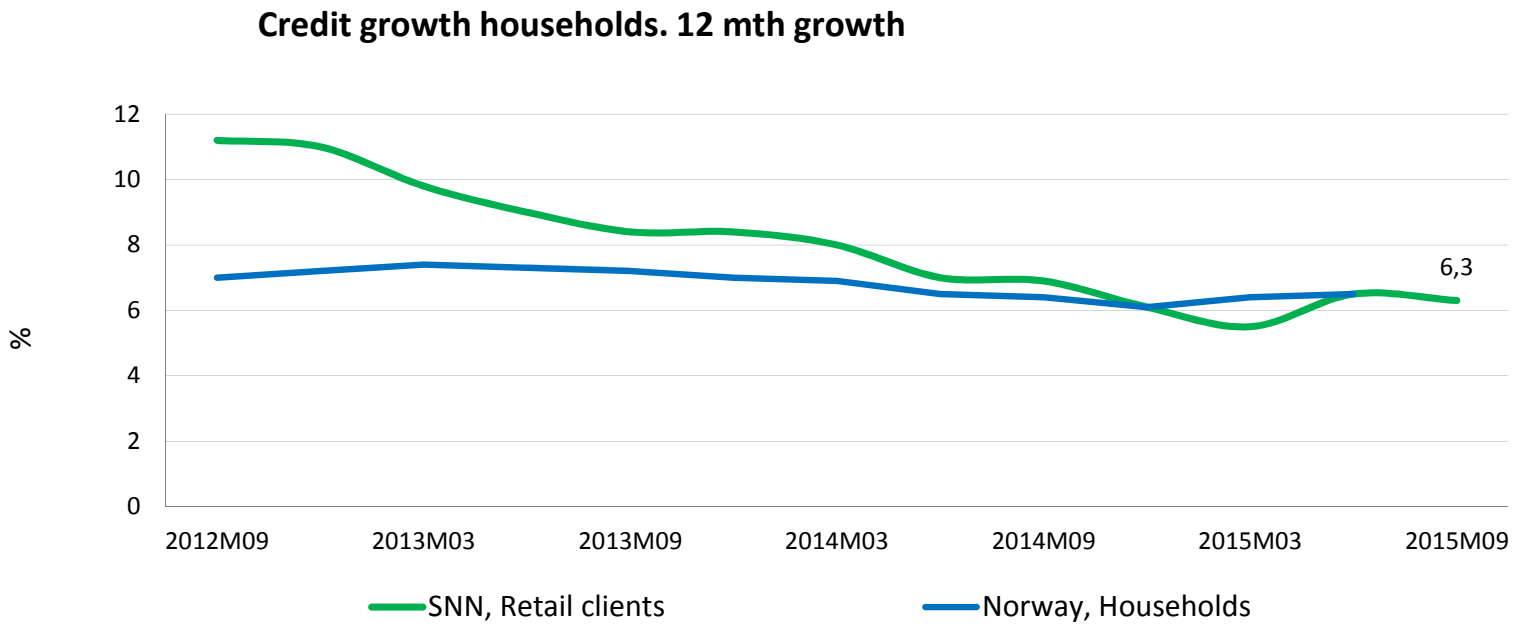
SpareBank 1 NORD-NORGE

Credit growth corporates



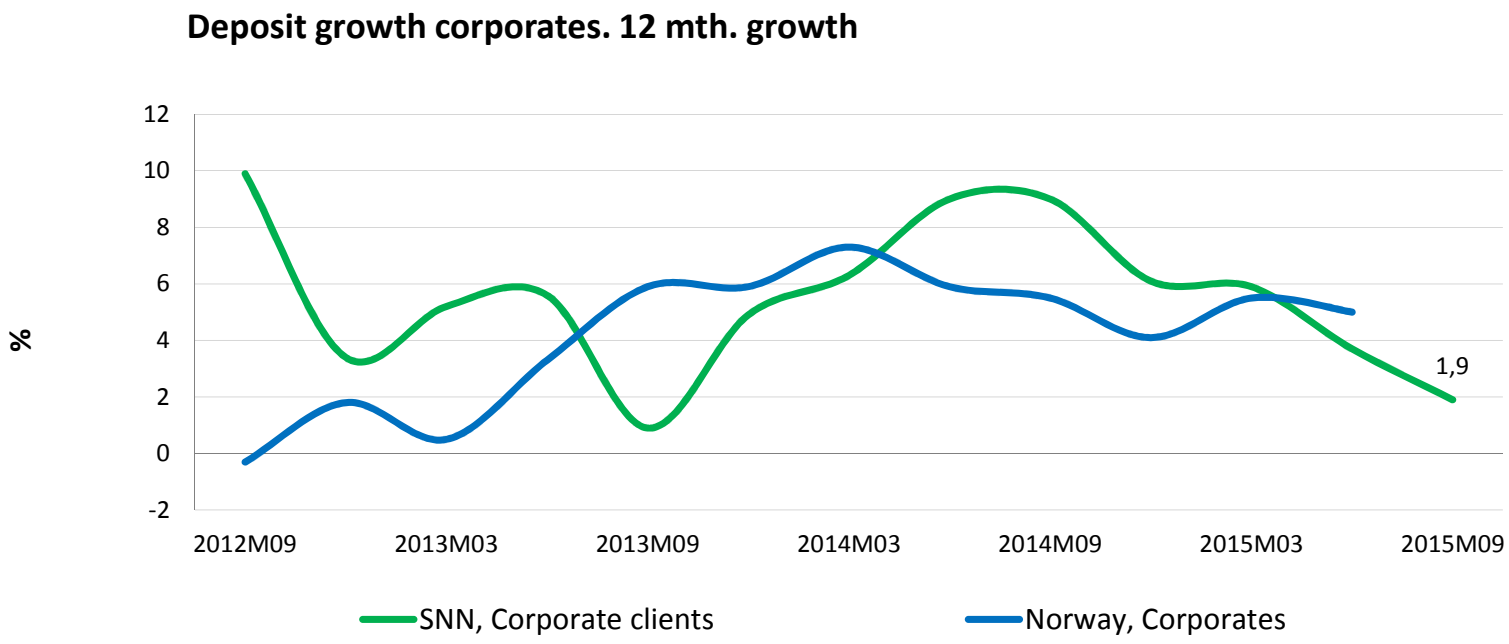
SpareBank 1 NORD-NORGE

Credit growth households



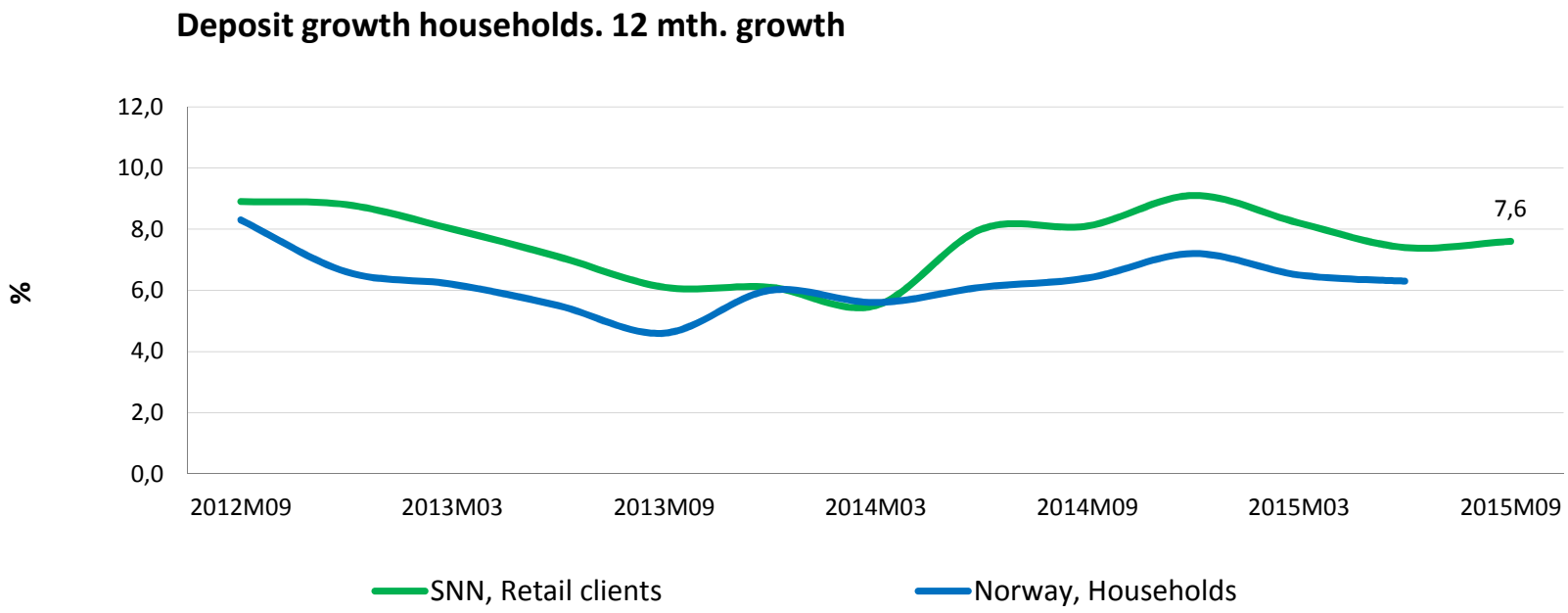
SpareBank 1 NORD-NORGE

Deposit growth corporates



SpareBank 1 NORD-NORGE

Deposit growth households



Credit area

SpareBank 1 NORD-NORGE

Lending portfolio - comments

- Good increase in retail lending, with focus on commitments qualifying for SpareBank 1 Boligkreditt (covered bond company)
- Non-growth in corporate market lending last 12 months
- The portfolio and new commitments in corporate sector lending is diversified
- Slight decrease in non-performing/impaired commitments
- Moderate individual losses as of 3rd quarter 2015

SpareBank 1 NORD-NORGE

Loan losses: The Group's write-downs as of Q3 2015

	Write-downs			
	3rd quarter 2015	3rd quarter 2014	3rd quarter 2015 (iso)	2014
Individual write-downs				
Retail market	***0***	***8***	***-1***	***25***
Corporate market	***99***	***66***	***36***	***148***
SpareBank 1 Finans Nord-Norge	***6***	***3***	***3***	***5***
Other group units	***22***	***9***	***13***	***16***
Total individual write-downs	***127***	***87***	***50***	***193***
Collective write downs and other value change items	***4***	***-2***	***2***	***34***
Effects from consolidations	***-23***	***0***	***-12***	***-63***
Total write-down on loans and guarantees	**108**	**85**	**40**	**164**

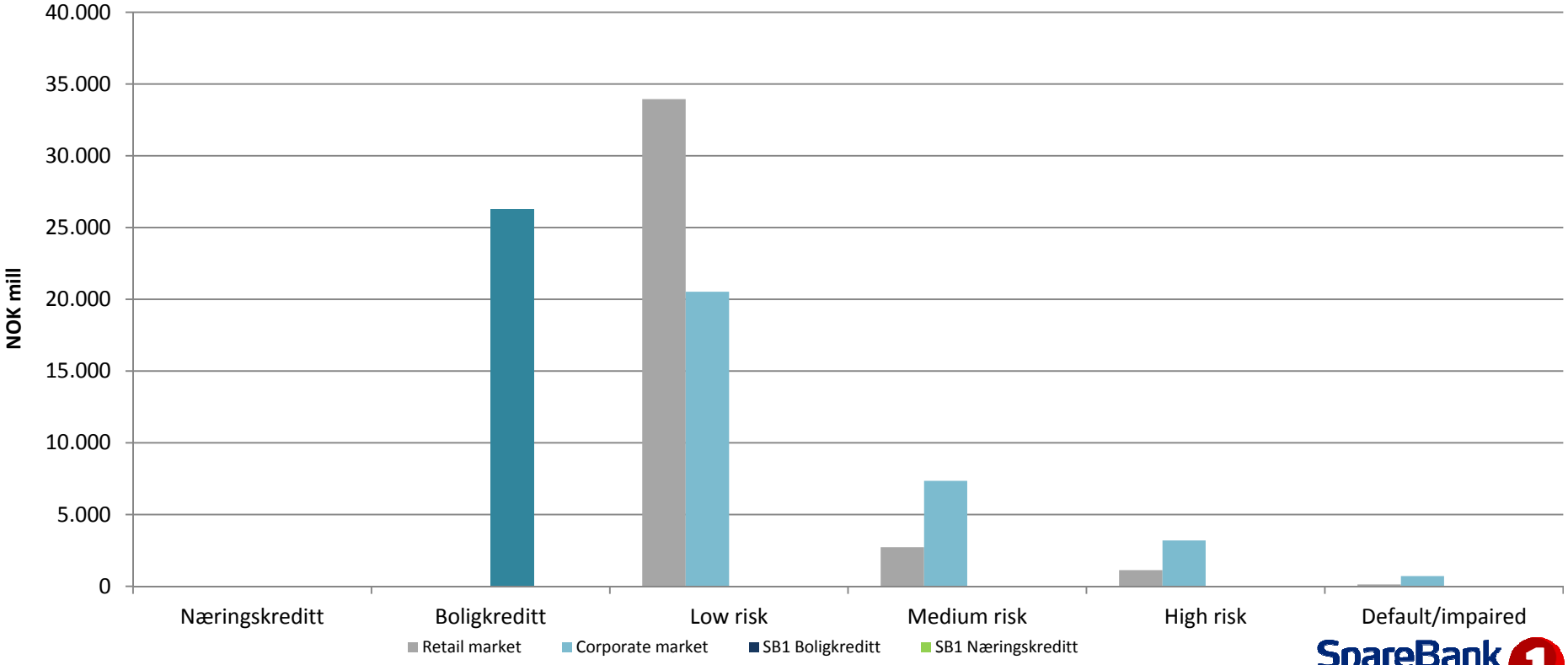
SpareBank 1 NORD-NORGE

Group lending by sector

(NOK million)	30.09.15	Share	30.09.14	Share	Change	Change in %
Crop production, Forestry and fishing	**4 053**	**4,6 %**	3 761	4 %	292	7,8 %
Manufacturing, electricity and water supply, const	**3 987**	**4,5 %**	3 615	4 %	372	10,3 %
Wholesale and retail trade, accomodation and fooc	**1 443**	**1,6 %**	1 453	2 %	- 10	-0,7 %
Shipping, offshore/oil and gas	**288**	**0,3 %**	773	1 %	- 485	-62,7 %
Real estate activities	**7 685**	**8,8 %**	8 513	10 %	- 829	-9,7 %
Transportation and storage	**3 780**	**4,3 %**	3 537	4 %	243	6,9 %
Business support activities	**2 567**	**2,9 %**	2 140	3 %	427	20,0 %
Government	**317**	**0,4 %**	194	0 %	123	63,4 %
Other	**775**	**0,9 %**	899	1 %	- 124	-13,8 %
Total corporate market	**24 895**	**28,4 %**	24 885	30 %	9	0,0 %
Total retail market	**38 248**	**43,6 %**	35 478	42 %	2 770	7,8 %
Total loans own balance	**63 143**	**72,0 %**	60 363	72 %	2 779	4,6 %
Portfolio SB1 Boligkreditt	**24 518**	**28,0 %**	23 583	28 %	935	4,0 %
Portfolio SB1 Næringskreditt	**0**	**0,0 %**	0	0 %	0	-100,0 %
Total corporate market incl. Næringskreditt	**24 895**	**28,4 %**	24 885	30 %	9	0,0 %
Total retail market incl. Boligkreditt	**62 766**	**71,6 %**	59 061	70 %	3 705	6,3 %
Total loans	**87 661**	**100,0 %**	83 946	100 %	3 714	4,4 %

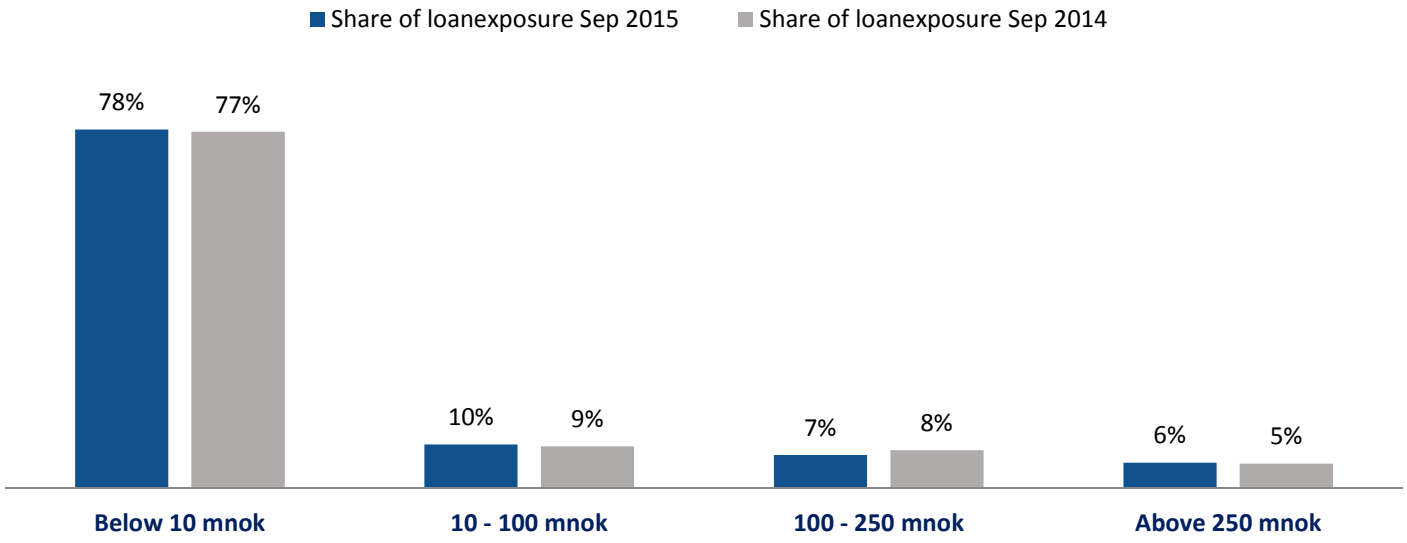
SpareBank 1 NORD-NORGE

Portfolio - exposure as of 30.09.15, parent bank



Portfolio - exposure as of 30.09.15

Loans distributed by size of exposure and share of total exposure

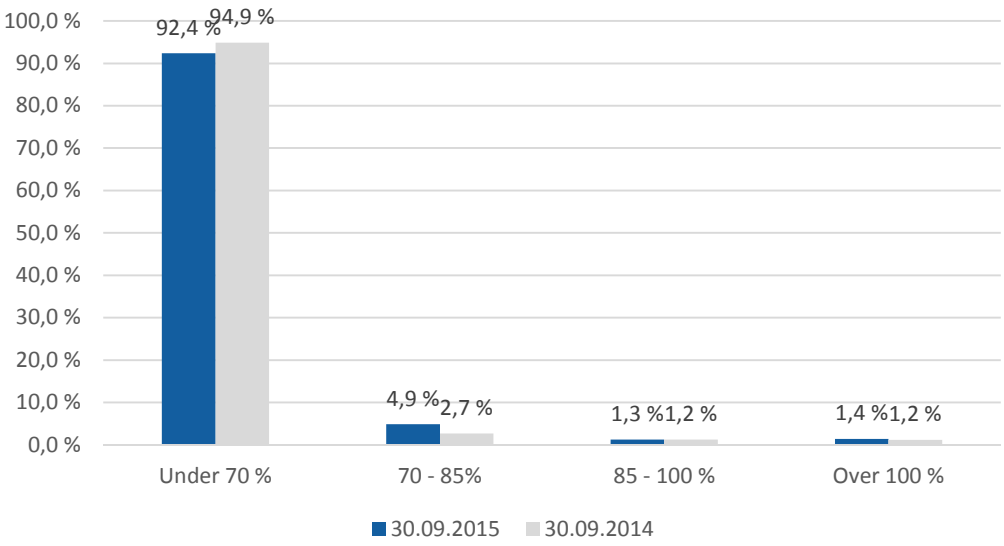


Numbers includes SB 1 Bolig- and Næringskreditt

SpareBank 1 NORD-NORGE

Portfolio – LTV mortgage loans as of 30.09.15

- 97,3 % of exposure is within 85 % of the collaterals market value
- Exposure above 85 % is 2,7 %

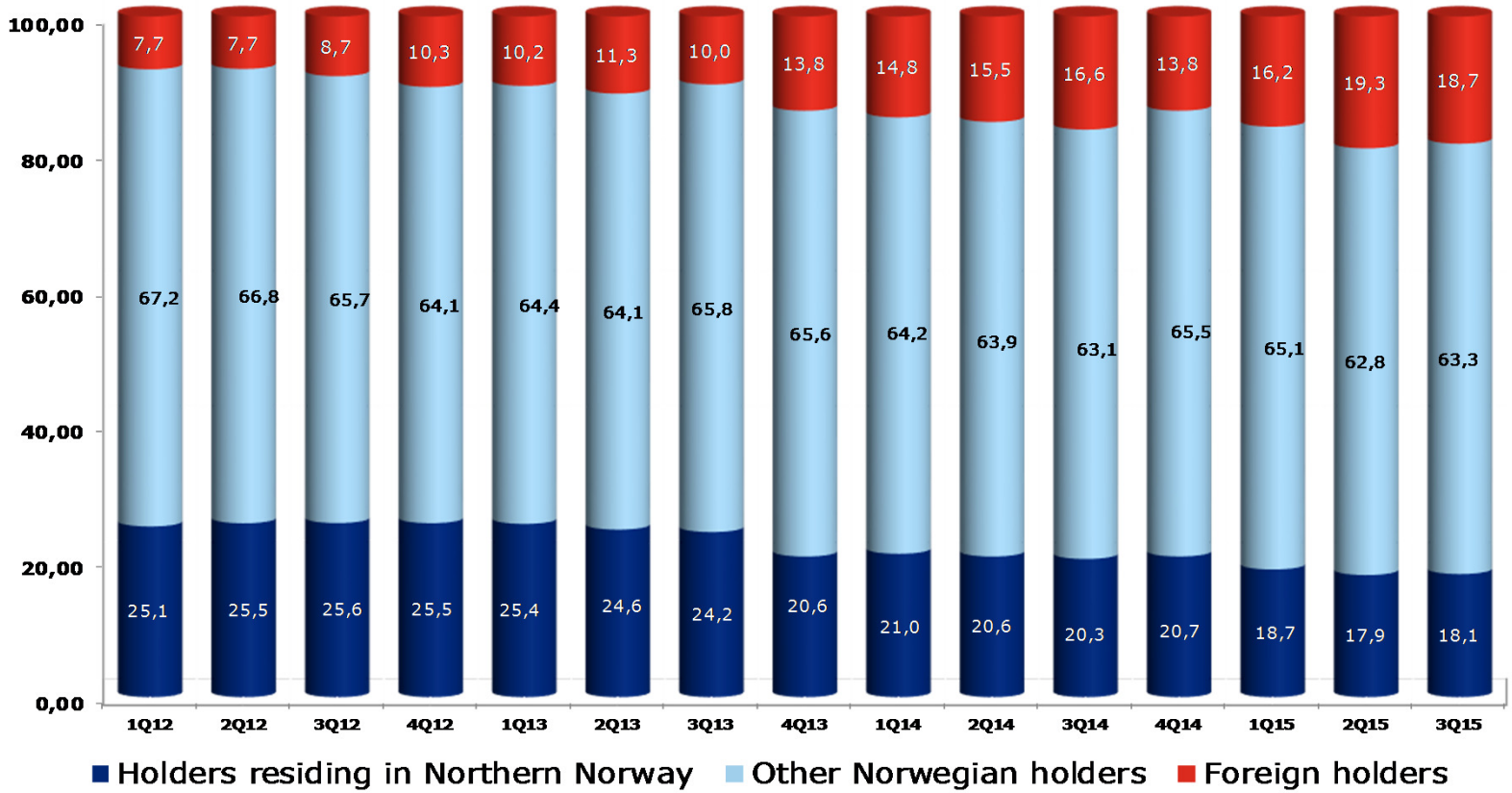


The loan is distributed in the different intervals. The numbers include the Group's share of SB1 Boligkreditt-portfolio.

Equity certificate holders

SpareBank 1 NORD-NORGE

Equity Certificates (EC) - holder structure



SpareBank 1 NORD-NORGE

The 20 largest EC holders

Equity Certificate holders	Number of Equity Certificates	Share of total capital
PARETO AKSJE NORGE	5.150.257	5,13 %
VERDIPAPIRFONDET DNB NORGE (IV)	3.799.911	3,78 %
MP PENSJON PK	2.690.503	2,68 %
FLPS - PRINC ALL SEC STOCK SUB	2.164.000	2,16 %
STATE STREET BANK AND TRUST CO CLIENT OMNIBUS	1.989.744	1,98 %
WIMOH INVEST AS	1.614.670	1,61 %
SPAREBANKSTIFTELSEN SPAREBANK 1 NORD-NORGE	1.411.606	1,41 %
FORSVARETS PERSONELLSERVICE	1.367.930	1,36 %
PARETO AS	1.270.659	1,27 %
BNY MELLON SA/NV BNYM SA/NV US BANK	1.252.491	1,25 %
SANLAM UNIVERSAL FUNDS PLC	1.171.036	1,17 %
EIKA UTBYTTE C/O EIKA KAPITALFORVALTNING AS	995.721	0,99 %
DNB LIVSFORSIKRING ASA	982.911	0,98 %
BERGEN KOMMUNALE PENSJONSKASSE	950.000	0,95 %
PROTECTOR FORSIKRING ASA	903.600	0,90 %
MERRILL LYNCH PROF. CLEARING CORP MLPRO SEG	898.438	0,89 %
BNP PARIBAS SEC SERVICES PARIS	839.776	0,84 %
LARRE EIENDOM 2 AS	835.659	0,83 %
STATE STREET BANK AND TRUST CO A/C WEST	637.733	0,64 %
CITIBANK, N.A. S/A NATIONAL FINANCIAL SERVICES	634.584	0,63 %
The 20 largest EC holders	**31 561 229**	**31,44 %**

SpareBank 1 NORD-NORGE

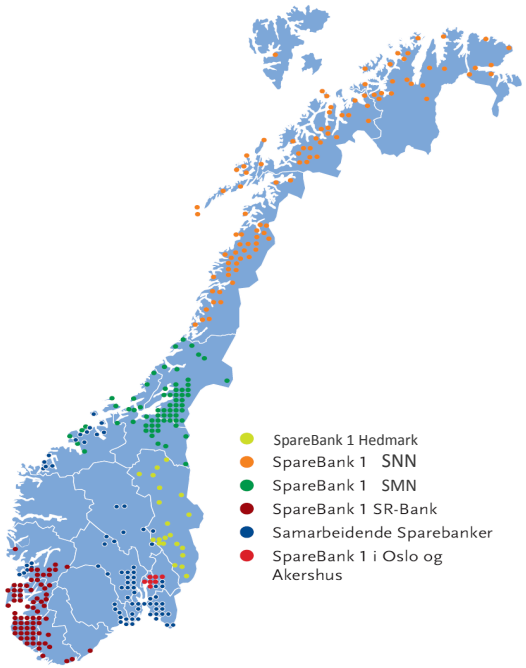
The 20 largest EC holders residing in Northern Norway

Equity Certificate holders	Number of Equity Certificates	Share of total Equity Certificate capital
SPAREBANKSTIFTELSEN SPAREBANK 1 NORD-NORGE	**1.411.606**	**1,41 %**
KARL DITLEFSEN	**547.543**	**0,55 %**
NORGES RÅFISKLAG	**437.490**	**0,44 %**
HANSEN DAHL FISKERI AS	**374.883**	**0,37 %**
STORGATA 52 HOLDING AS	**281.502**	**0,28 %**
TOR OVESEN	**206.556**	**0,21 %**
OLE ALFRED ROLF OVESEN	**205.554**	**0,20 %**
GADD HOLDING AS	**175.339**	**0,17 %**
TROMSØ SKOTØIMAGASIN A/S	**170.000**	**0,17 %**
ENTREPRENØRCOMPANIET NORD AS	**169.596**	**0,17 %**
AGNAR HOLDING AS	**154.725**	**0,15 %**
SPAREBANKSTIFTELSEN HELGELAND	**154.491**	**0,15 %**
RIGAMONTI A/S	**153.005**	**0,15 %**
TROMSTRYGD	**139.308**	**0,14 %**
BRØDRENE KARLSEN HOLDING AS	**119.705**	**0,12 %**
HEMMING LEONHARTH ANDERSEN	**115.000**	**0,11 %**
GEIR ANDRE STEILAND	**110.000**	**0,11 %**
COOP NORD BA	**97.848**	**0,10 %**
AS FERDIGHUS	**95.765**	**0,10 %**
ARNE TORLEIF KARLSEN	**95.424**	**0,10 %**
The 20 largest EC holders residing in Northern Norway [1])	**5 215 340**	**5,19 %**

SpareBank 1 NORD-NORGE

SpareBank 1 Group and Alliance

SpareBank 1 Alliance



- **Founded 1996 with the goal of achieving Economies of Scale**
- **Key banks in the Alliance trace their history back to the early 19th century**
- **Operates exclusively in Norway with a large local presence – Norway's most extensive branch network with approx. 350 branches**

Sr. Unsec. Ratings	Fitch	Moody's
SpareBank 1 SMN	A- / F2	A1 / P-1
SpareBank 1 SR	A- / F2	A1 / P-1
SpareBank 1 SNN	A / F1	A1 / P-1
SpareBank 1 Hedmark	n/a	A2 / P-1

SpareBank 1 NORD-NORGE

SpareBank 1 Alliance – Structure overview

SpareBank 1 SR-Bank	SpareBank 1 SMN	SpareBank 1 Nord-Norge	Sparebanken Hedmark	11 smaller SpareBank 1 banks

The banks issue senior unsecured, subordinated and capital instruments individually

All banking and Ancillary products customers

Equity and debt investors

Services, dividends,commissions, covered bond funding

Mortgages, capital, commitments, services, human resources etc.

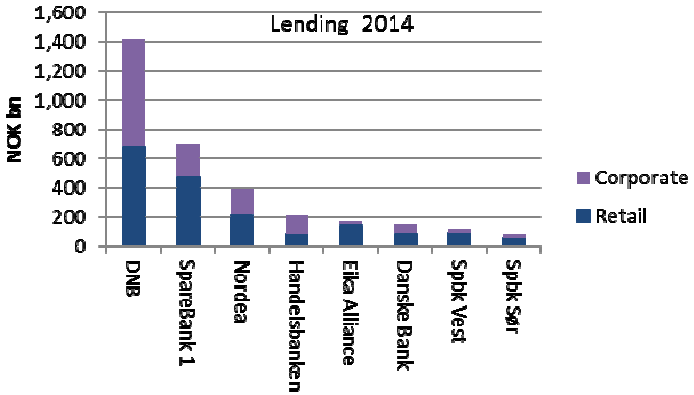
SpareBank 1

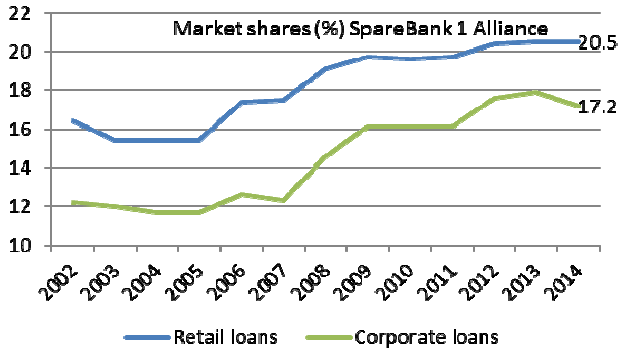
Joint product platforms	Operational integration	Central functions
Property/Casualty Insurance Life Insurance Mutual Funds Cards and Payments Factoring and Collection Markets Unit Real Estate Brokerage	Risk Management Underwriting procedures (scorecards, models og limits and guidances) IT systems	**SpareBank 1 Boligkreditt** **SpareBank 1 Næringskreditt** Marketing and branding Business development Market analysis Procurement Centres of excellence

Covered bond investors

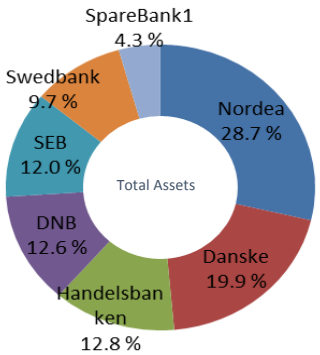
SpareBank 1 NORD-NORGE

SpareBank 1 Alliance - market position





- **2nd largest banking group in the market**
- **More than 20% national market share in residential mortgages**
- **Regional market share leader with 30-50% shares**



- **SpareBank 1 is a Norwegian-only, retailed focused institution**

Source: Banks annual reports, SpareBank 1

SpareBank 1 NORD-NORGE