

Quarterly presentation Q1 2016

Tromsø/Oslo 29. April 2016

1st quarter report 2016 - Group

- **Profits before tax: NOK 344 mill (356 mill). ROE 11.0 % (12.5%)**
- **5 % cost reduction compared with 1Q 2015 (ex. restructuring costs)
Cost measures under further implementation**
- **Reduced loan losses: NOK 24 mill 1Q 2016 (32 mill), of this NOK mill
20 mill in group write-downs. Loan losses 2015: NOK 200 mill.**
- **Very good solidity; CET-1 ratio 13.8 (13.1 %)**
- **Continued limited signs of weakness in the regional economy**

Macro and Economic trends

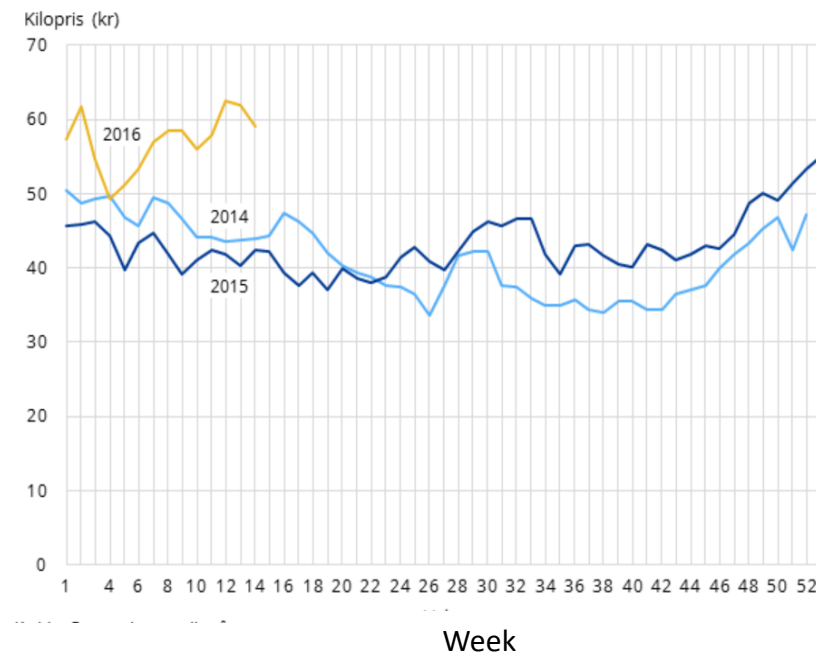
Northern Norwegian economy; few signs of weakening

- Continued growth in the north
- Continued progress for seafood and tourism following a record year in 2015
- The oil and gas sector represents only 2 % of the regional economy – new fields in production increase demand
- Residential construction and investment in infrastructure are peaking
- Stable, low unemployment – 2.6% as at end of March 2016
- Healthy household economy – increase in both savings and consumption
- Moderate growth prospects for 2016
 - The slowdown in the Norwegian economy may also have an impact on northern Norway.
 - Continued weak krone is important for the northern Norwegian export industry

Seafood – strong export growth

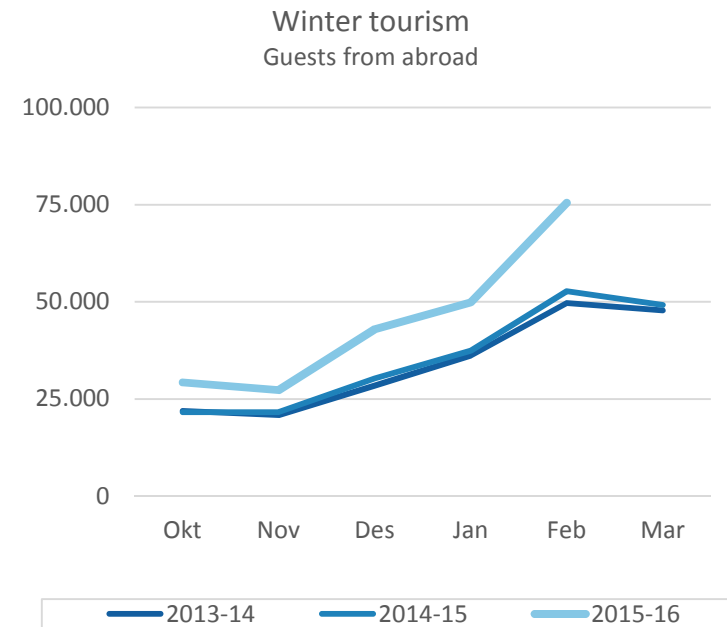
- 25% growth in seafood export from Northern Norway, 1. quarter 2016 vs. 1. quarter 2015
- Seafood export from Northern Norway is more than 2 billion per month
- Salmon prices are peaking in 2016
- 2/3 of sale is to EU

Export price for fresh or frozen farmed salmon



Tourism – continued strong growth for winter tourism

- More than 1 million foreign overnight stays in 2015
- Every fourth guest to Northern Norway visited during winter
- 50% increase in February 2016
- Most important winter markets:
 - UK 19%
 - Asia 11%
 - Germany 10%



Oil and gas – new fields increase demand

- Norne, Snøhvit and Skarv in production
 - 10% of Norwegian gas production
 - 7% of Norwegian oil production
 - Goliat, first oil field in the Barents Sea had production start-up March 2016
- Aasta Hansteen og Polarled
 - Polarled – pipeline completed in 2015
 - Production start-up in 2018
- Several promising oil discoveries in the Barents Sea:
 - Johan Castberg – investment decision in 2017
 - Alta/Gotha
 - Wisting

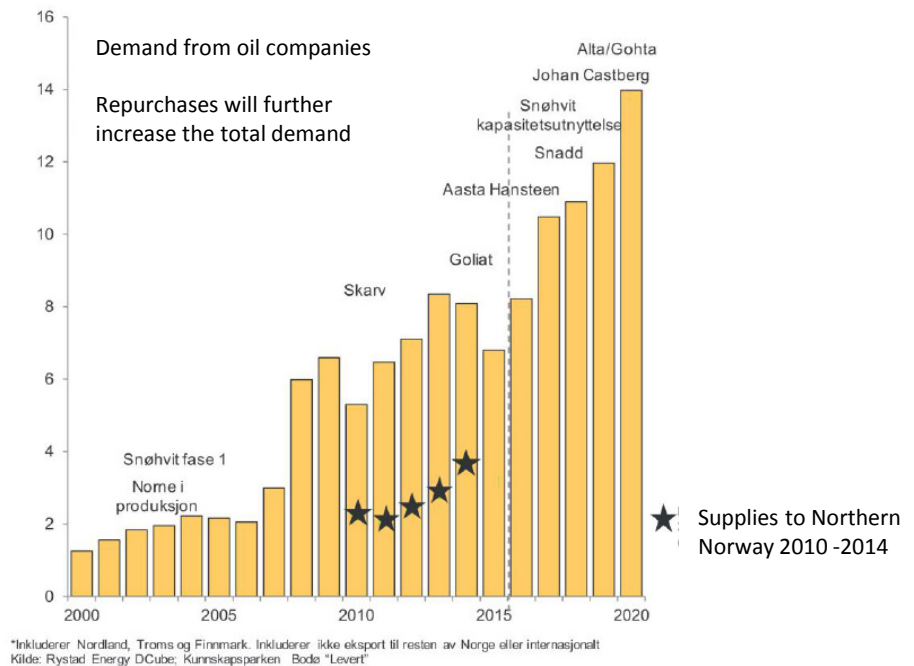
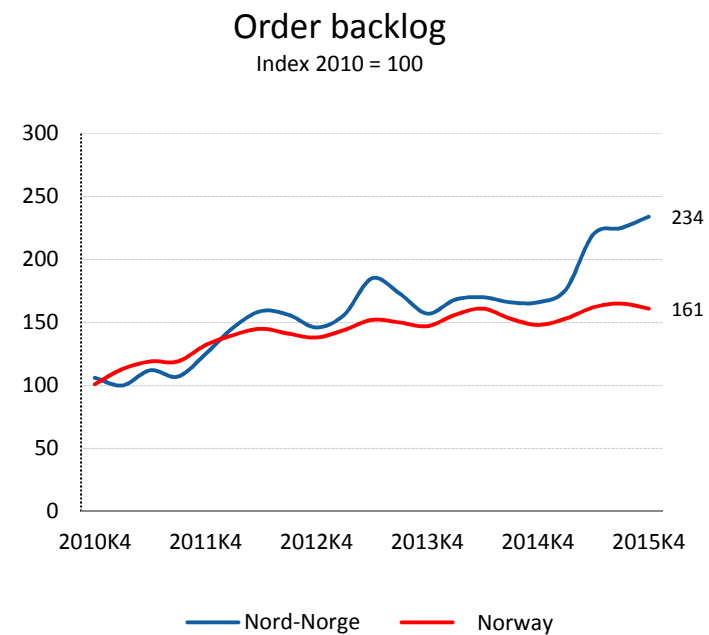
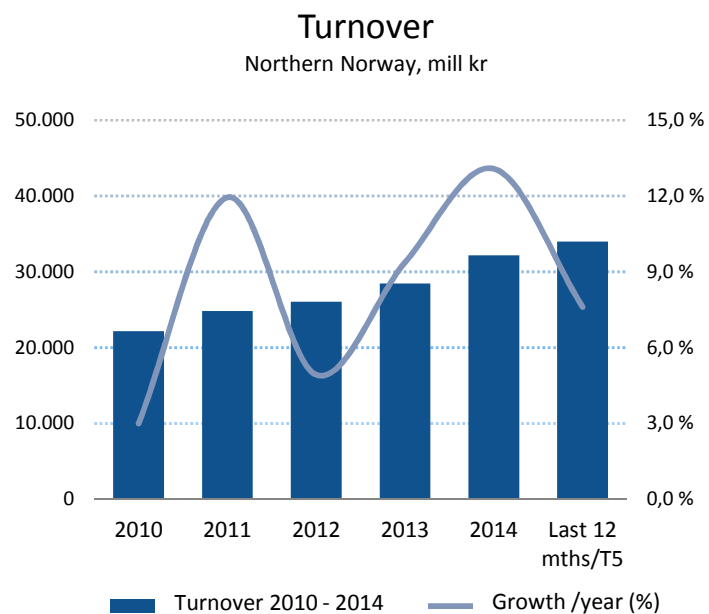
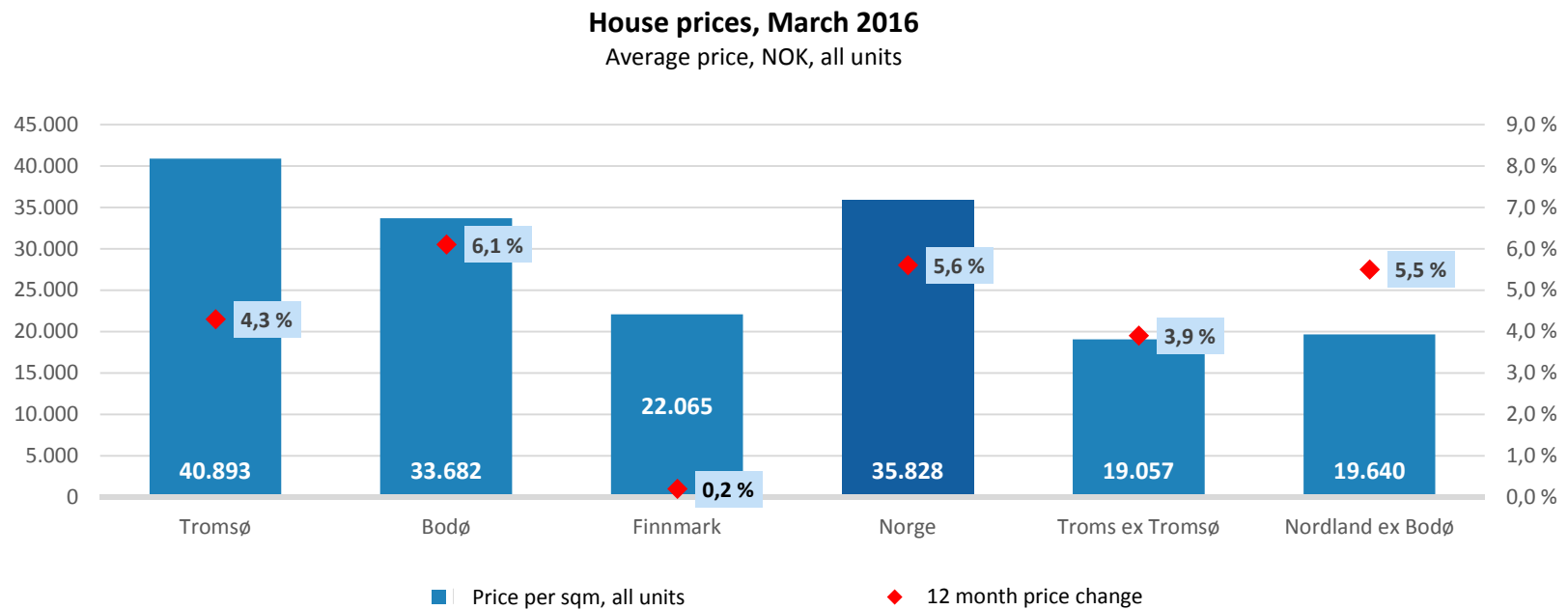


Figure: Petro Foresight 2030, February 2016

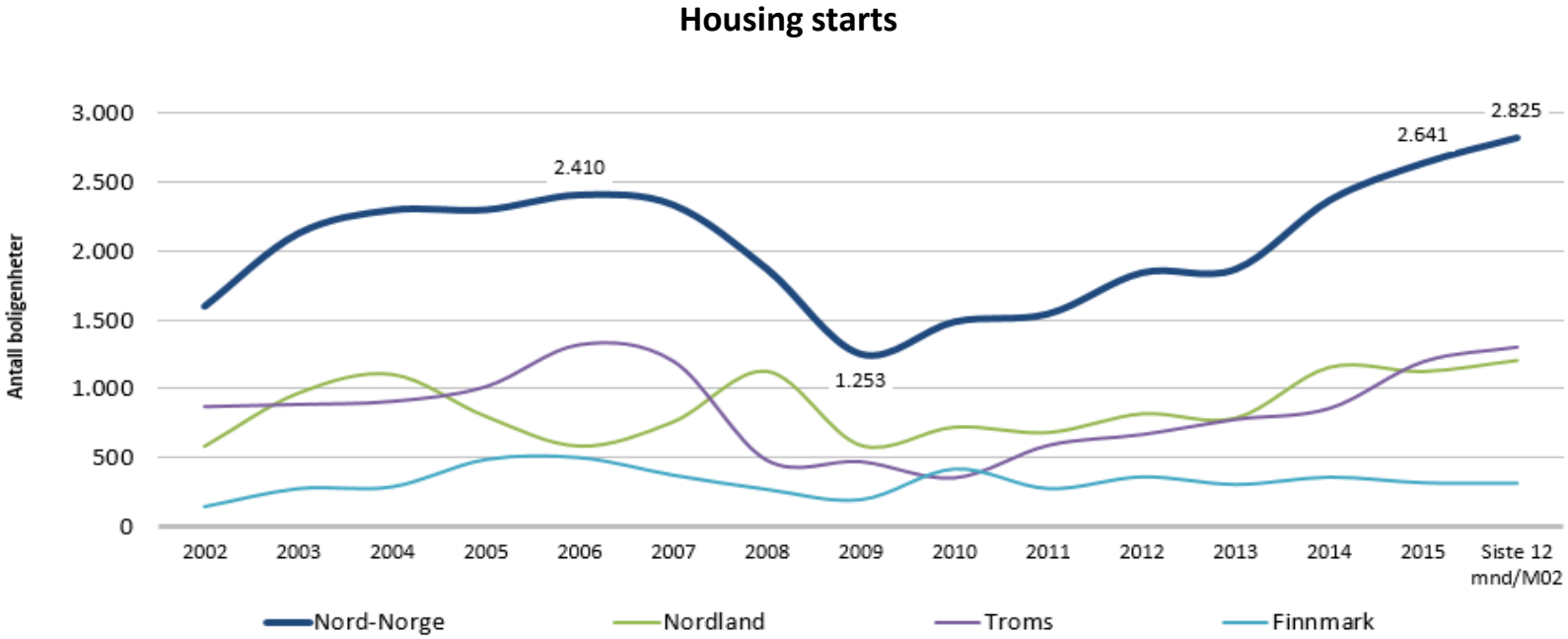
Good growth for construction and infrastructure investments



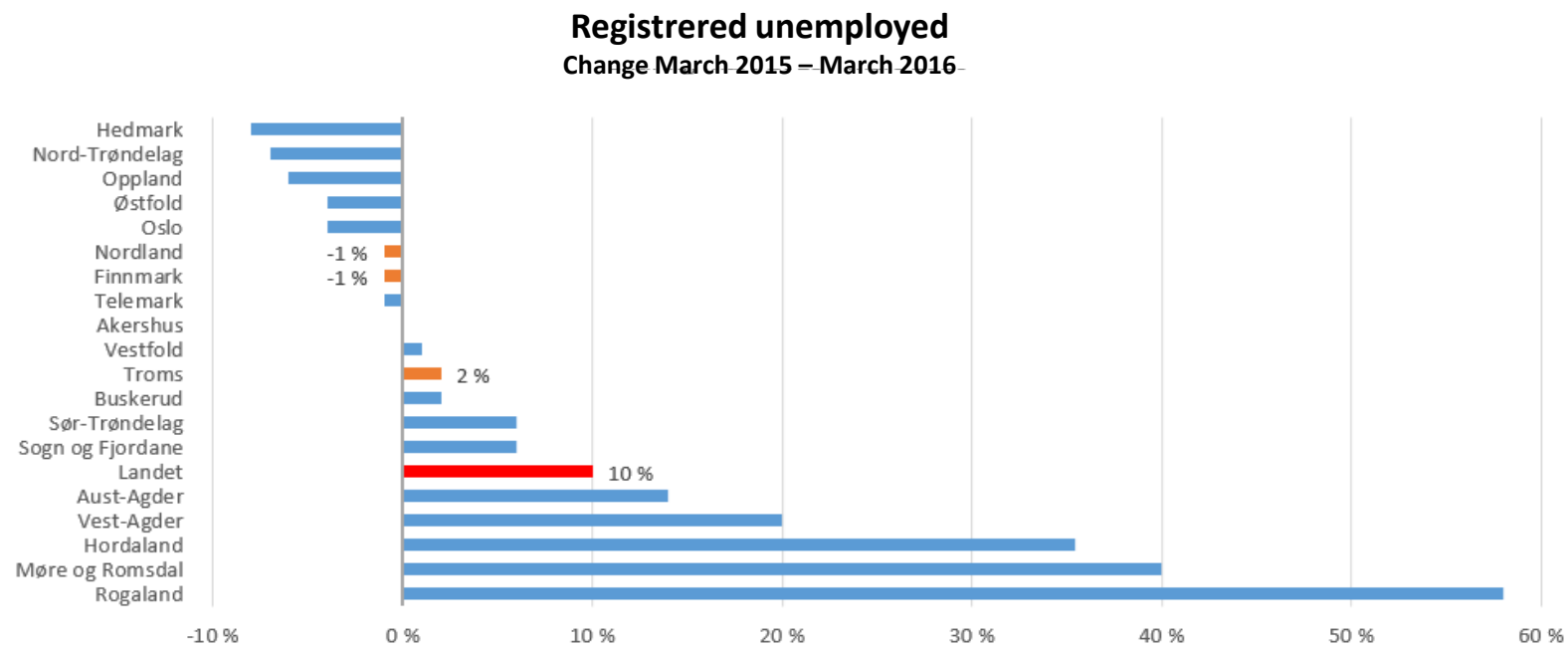
Regional house prices lower than the Norwegian average



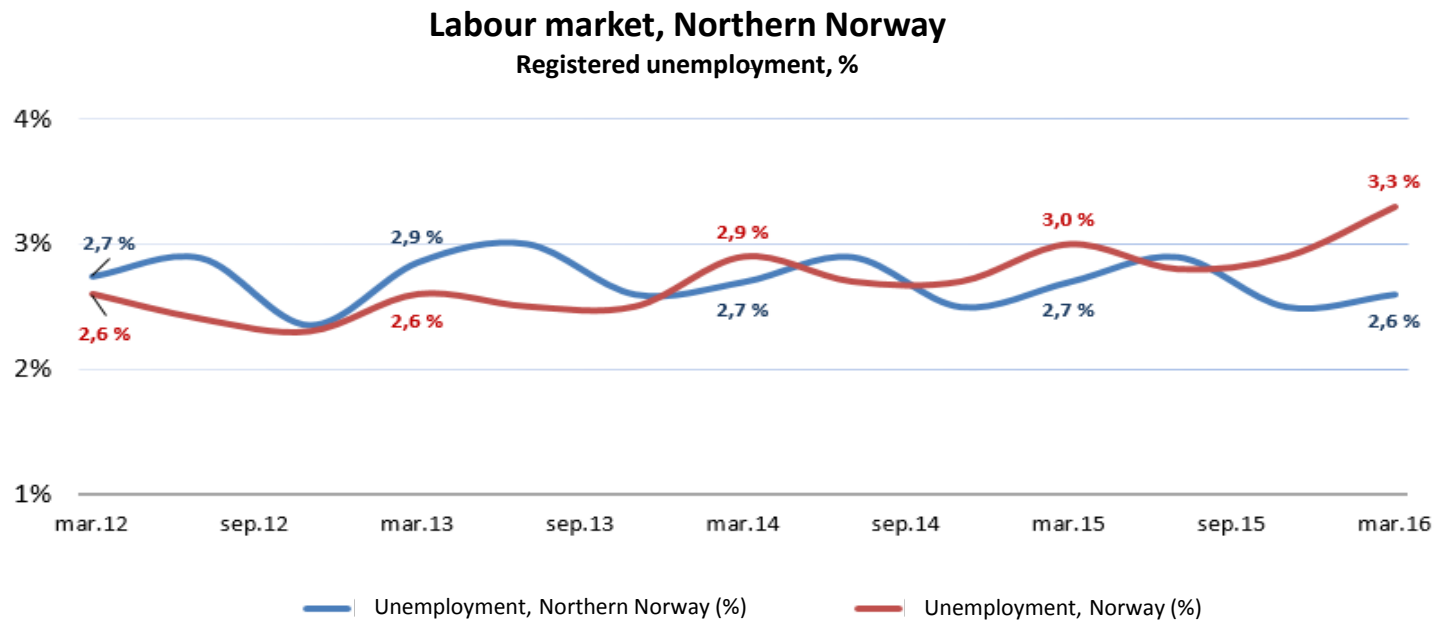
Residential construction is peaking



Considerable difference in unemployment



Stable, low unemployment



Strategy

Voluntary workforce reduction process has been implemented

For Nord-Norge

Medarbeider i SNN	
Kommunikasjon	Minimum bachelor (nyansatt) eller tilstrekkelig erfaring (eksisterende).
Personlige egenskaper	<p>Tro Jeg identifiserer meg med bankens visjon, DNA og strategi. Jeg har tro på meg selv – jeg utgjør en forskjell.</p> <p>Telt Jeg har forretningsforståelse, er målrettet, utviklingsorientert og leverer kvalitet i alt jeg gjør.</p> <p>Teff Jeg står fram, tar ledelse og initiativ.</p> <p>Team Jeg skaper sammen med andre – jeg bygger team.</p> <p>Tillit Jeg viser og har tillit.</p>
Essensen i rollen	<p>«Jeg har en faglig dyktighet og personlighet som gjør oss til den mest spennende banken, som treffer hjertet i tillegg til hodet».</p> <p>«Jeg er en ambassader – som er stolt over egen arbeidsplass - og liker å delta på arrangementer som synliggjør vårt samfunnsengasjement».</p>

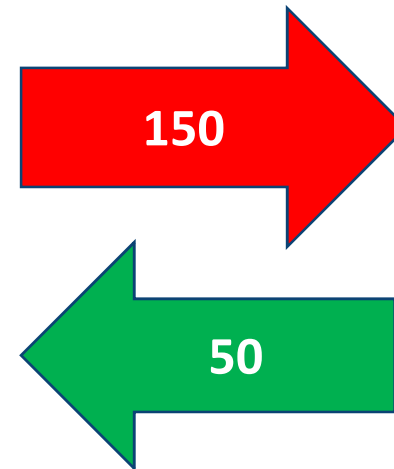
Landsdelens egen bank

Skaper og legger igjen verdiene i Nord-Norge

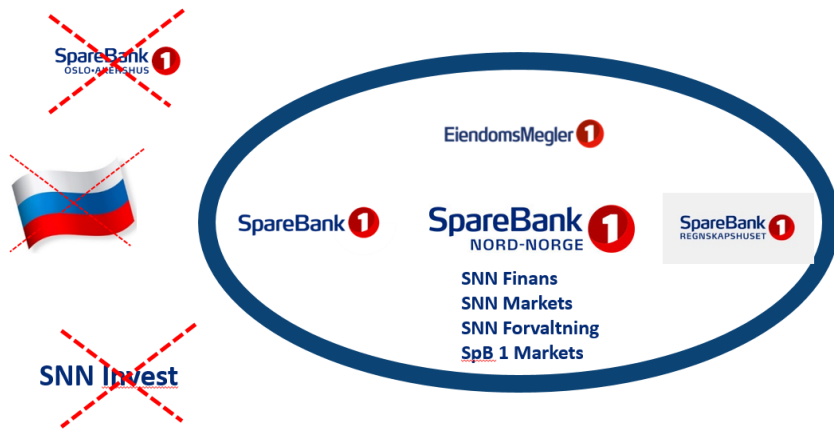
Nær og dyktig med korteste beslutninger

Solid, raus og folkelig
Tradisjonrik og moderne

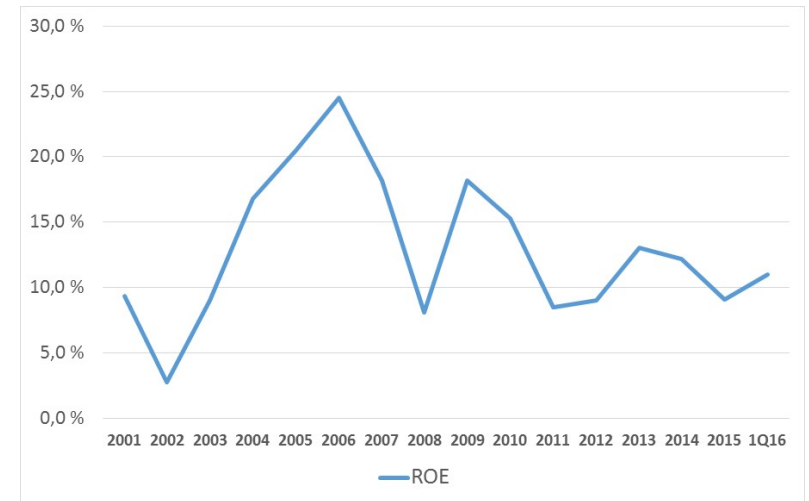
Utvikler Nord-Norge – byr oss om deg



Concentration on core banking reduces earnings volatility



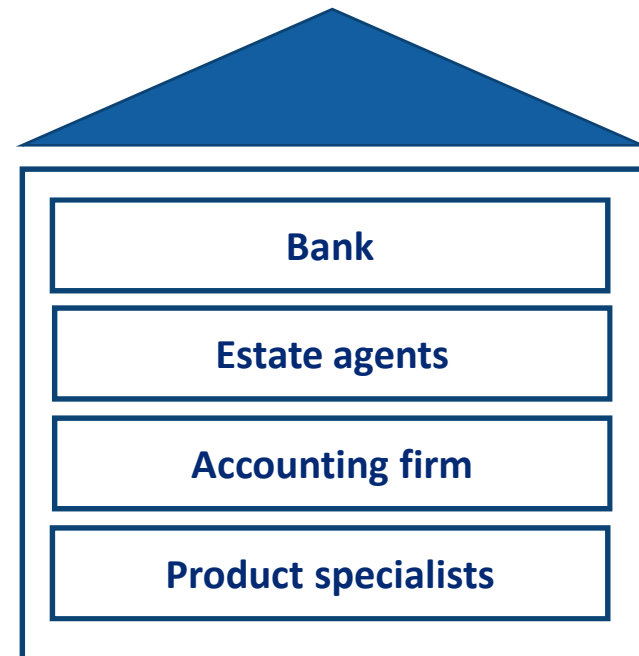
BN Bank



Distribution is being concentrated on 16 financial centers



- The physical distribution network has been reduced by 21 branches in 2016
- The local presence is now being concentrated on 16 financial centers



Financial figures

Main financial targets

- **Return on equity at top international level, at present ROE 10 – 11 %**

- **Solidity: CET-1 14.5 %**

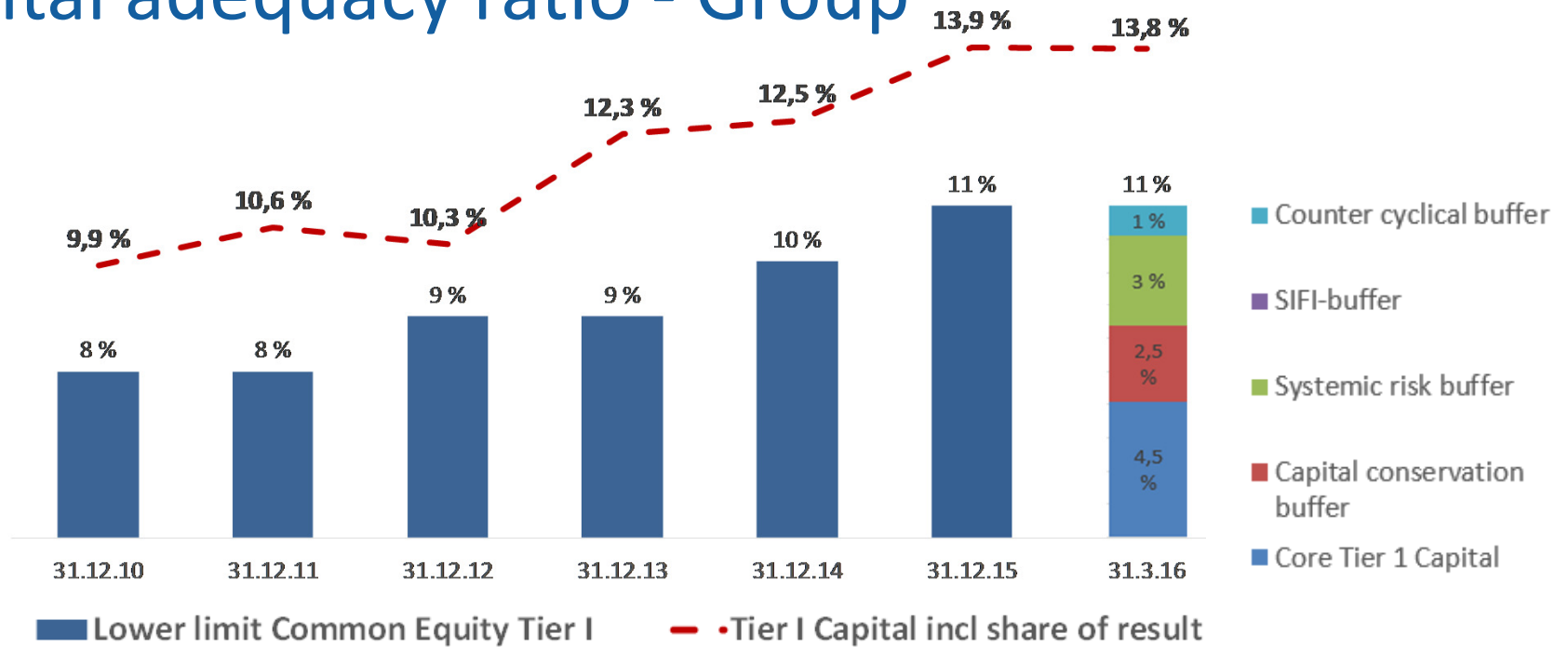
- **Yearly cost growth: Maximum: 0 %**

ROE 1 Q 2016: 11.0 %

**As at 31.03.16:
13.8 %**

**1Q 2016 vs 1Q 2015:
- 5 %**

Capital adequacy ratio - Group



- Continued adaption to 50 % payout ratio
- Higher payout ratio for ECC holders than for the community owned capital may be considered if $P/B < 1$
- Further increase in the targeted payout ratio will be considered. However, expected growth and the Group capital situation will also be taken into consideration

Profit and loss account - Group

(Amounts in NOK million)

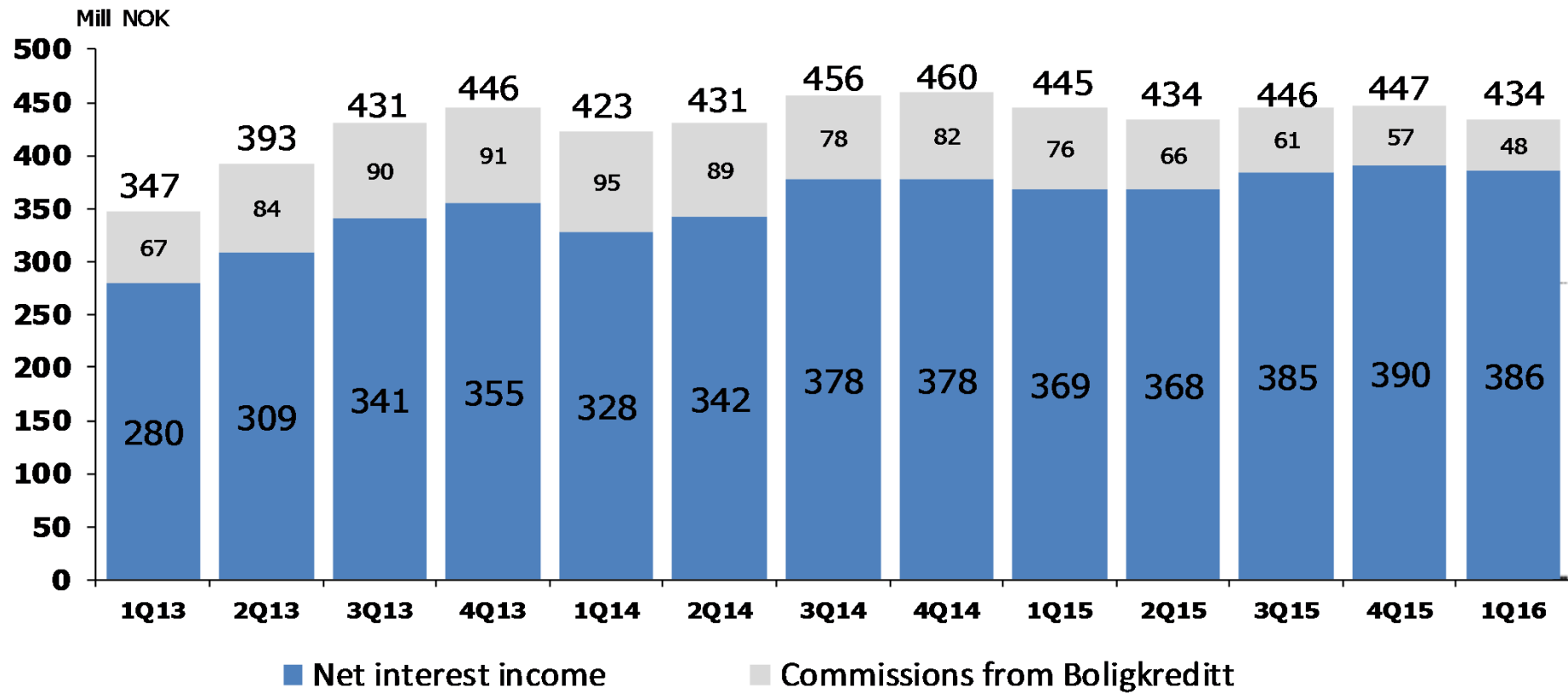
	31.03.16	31.03.15	31.12.15
Net interest income	386	369	1 512
Net fee-, commision and other operating income	213	239	933
Net income from financial investments	80	118	249
Total net income	679	726	2 694
Total costs	311	338	1 461
Result before losses and write-downs	368	388	1 233
Net losses and write-downs	24	32	200
Result before tax	344	356	1 033
Tax	69	66	163
Result non-current assets held for sale	0	0	5
Minority interests	0	- 2	- 7
Result for the period	275	292	872
Return on equity capital	11,0 %	12,5 %	9,1 %

20

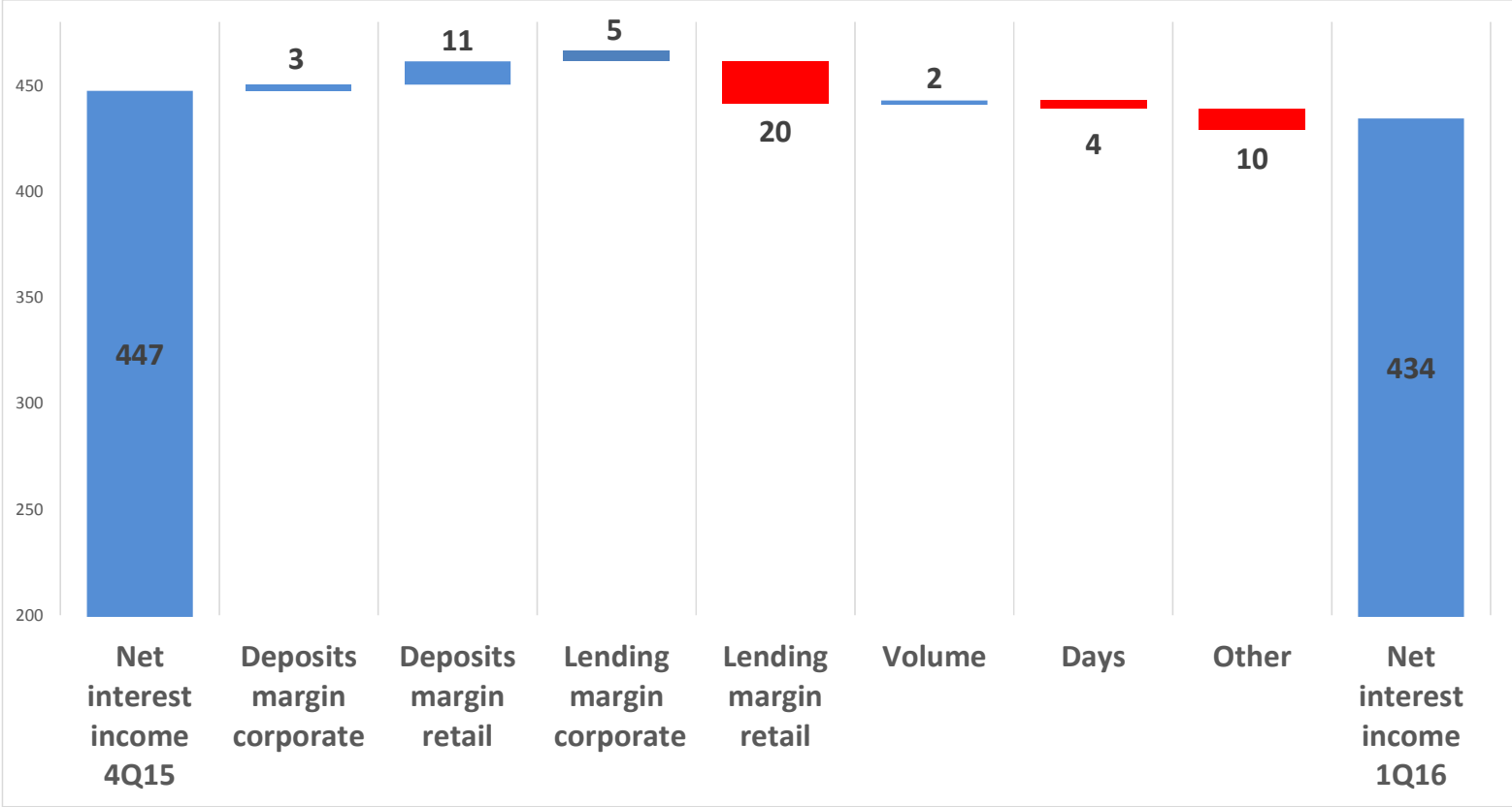
Quarterly summary – Profit and loss account figures

(Amounts in NOK million)	1Q16	4Q15	3Q15	2Q15	1Q15
Net interest income	386	390	385	368	369
Net fee-, commision and other operating income	213	222	233	239	239
Net income from financial investments	80	46	-8	93	118
Total net income	679	658	610	700	726
Total costs	311	451	336	336	338
Result before losses and write-downs	368	207	274	364	388
Net losses and write-downs	24	92	40	36	32
Result before tax	344	115	234	328	356
Return on equity capital	11,0 %	5,2 %	7,8 %	11,1 %	12,5 %
Cost/income	45,8 %	68,5 %	55,1 %	48,0 %	46,6 %

Net interest income - Group



Changes in net interest income

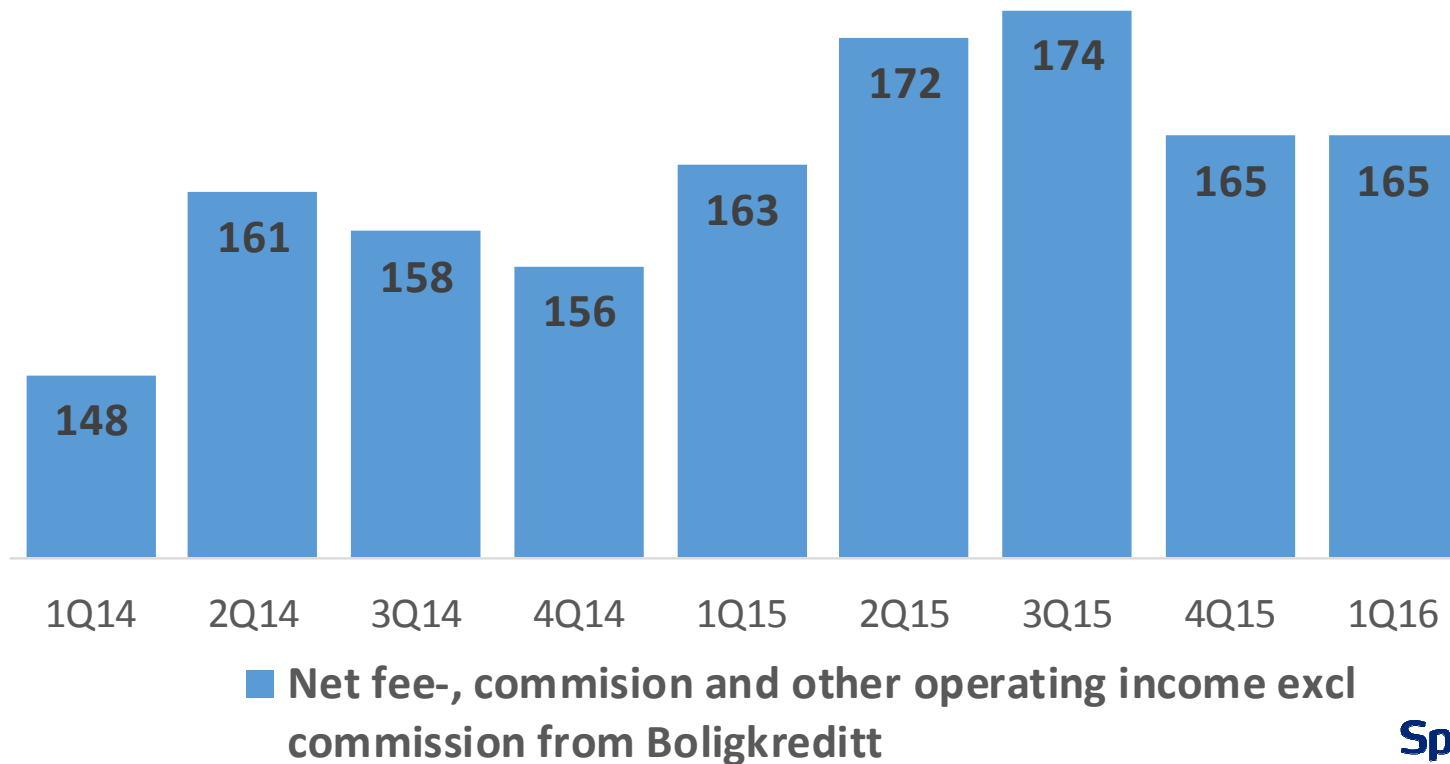


23 Including commisions from Sp 1 Boligkreditt. Measured against average funding cost



Net fee-, commission- and other operating income

Mill NOK



Income from financial investments

Group

(Amounts in NOK million)

	1Q16	4Q15	3Q15	2Q15	31.03.16
Dividends	0	0	1	7	0
Income from joint ventures	87	98	75	114	87
Gains/losses and net value changes on shares	-14	-16	-6	-33	-14
Net value changes on bonds, foreign exchange and fin.derivatives	6	-35	-79	4	6
Gains/losses and net value changes on loans	1	-1	1	1	1
Income from financial investments	80	46	-8	93	80

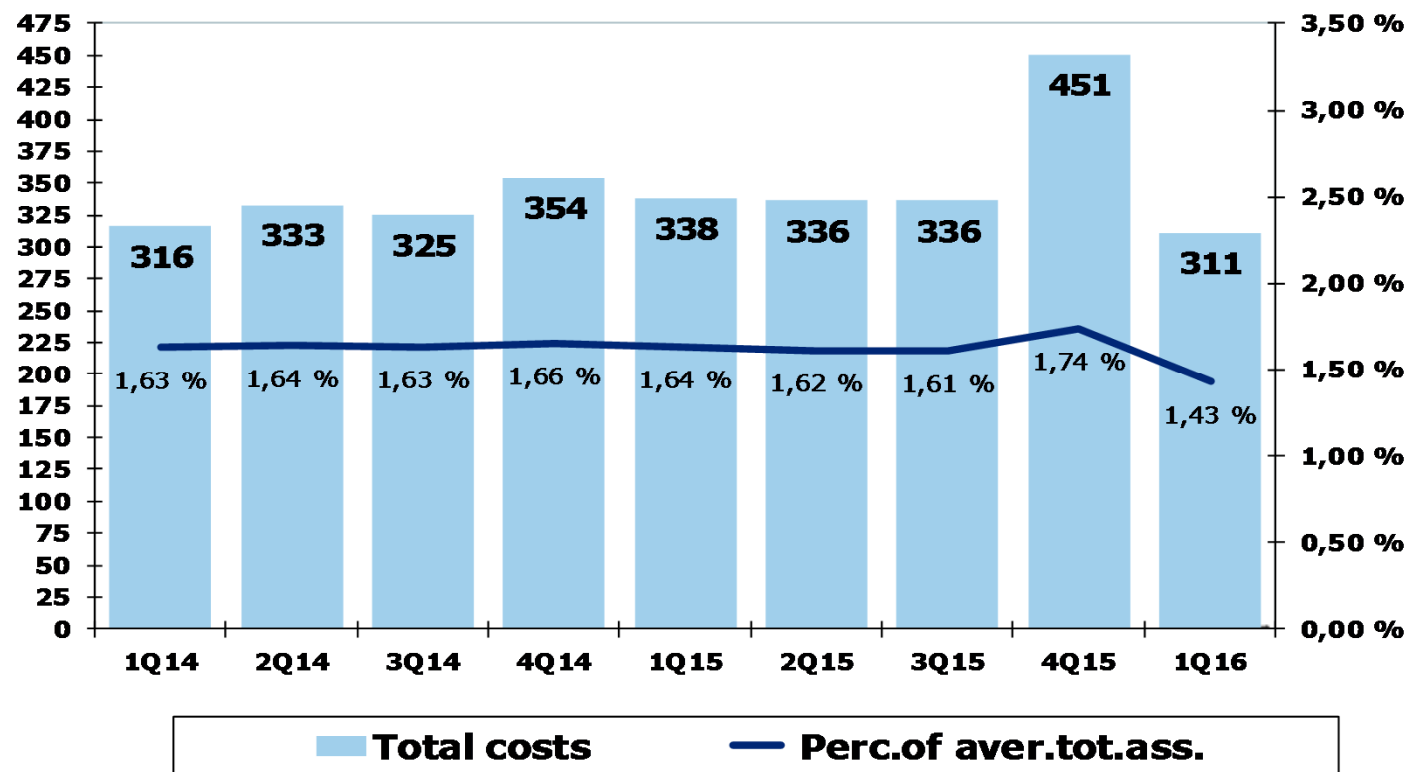
SpareBank 1 Gruppen – result 1. quarter 2016

- The SpareBank 1 Alliance and SpareBank 1 Gruppen represent a considerable business and earnings contribution for SpareBank 1 Nord-Norge Group
- Result after tax 1Q 2016; NOK 284 mill (303 mill). SpareBank 1 Nord-Norge Groups share; NOK 55 mill (59 mill)
- Considerable underlying values compared to booked values

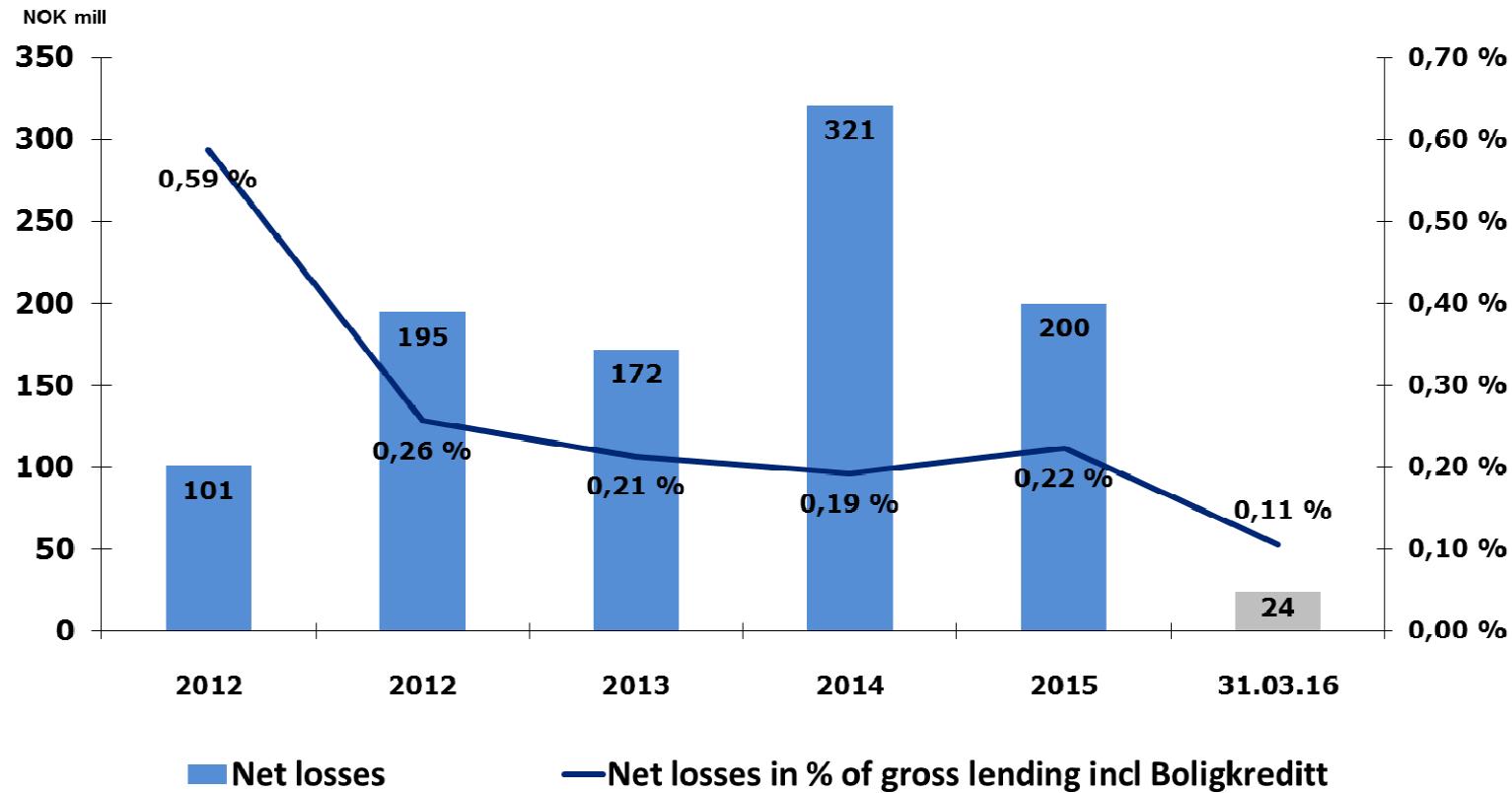


Group operating costs

NOK mill.



Losses on loans and guarantees - customers



Group companies result before tax

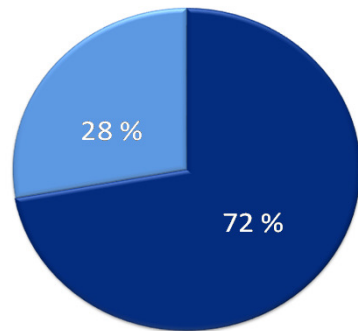
(Amounts in NOK 1000)

	31.03.16	31.03.15
SpareBank 1 Finans Nord-Norge AS	33 386	29 506
SpareBank 1 Regnskapshuset Nord-Norge AS	3 622	3 359
EiendomsMegler 1 Nord-Norge AS	1 685	4 864
<hr/> Subsidiaries core operations	38 693	37 729
Other subsidiaries	-3 683	-12 440
<hr/> Total <hr/>	35 010	25 289

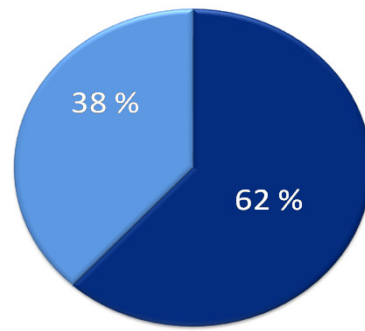
Core banking operations- (excl. income from financial investments)

(Amounts in NOK million)	1Q16	4Q15	3Q15	2Q15	1Q15
Net interest income	386	390	385	368	369
Net fee- and commission income	185	198	210	215	210
Other operating income	28	24	23	24	29
Total costs excl restructuring costs	311	346	326	326	328
Underlying banking operations	288	266	292	281	280
Restructuring costs	0	105	10	10	10
Net losses and write-downs	24	92	40	36	32
losses	264	69	242	235	238

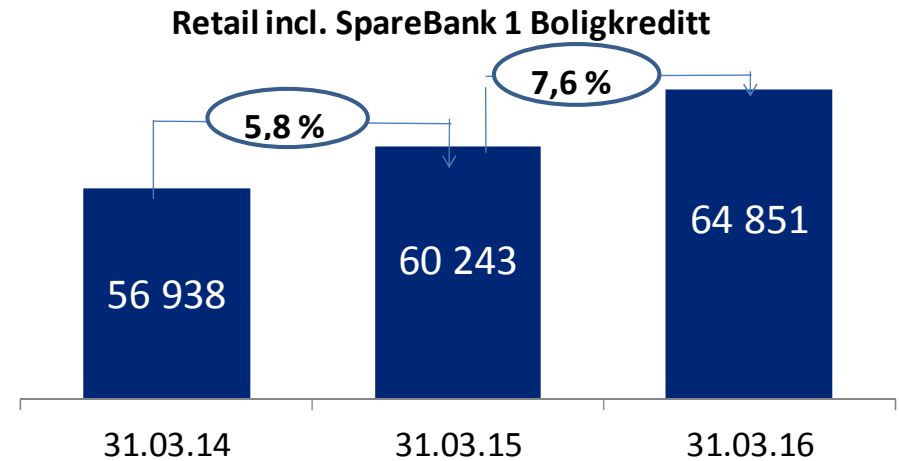
Lending volume



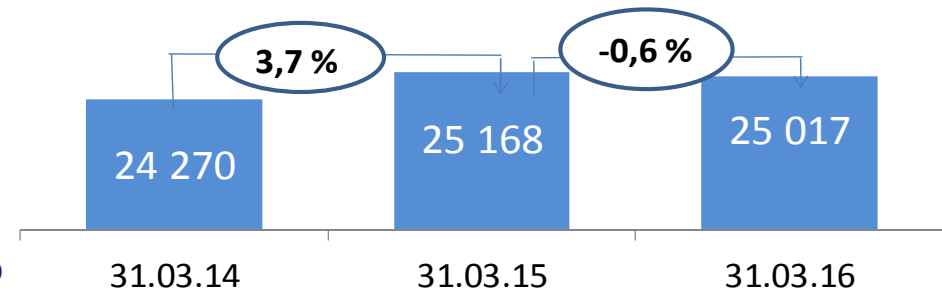
■ Retail incl. SpareBank 1 Boligkreditt
■ Corp/ Public



■ Retail excl. SpareBank 1 Boligkreditt
■ Corp/ Public

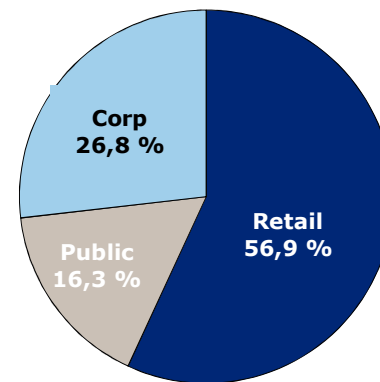
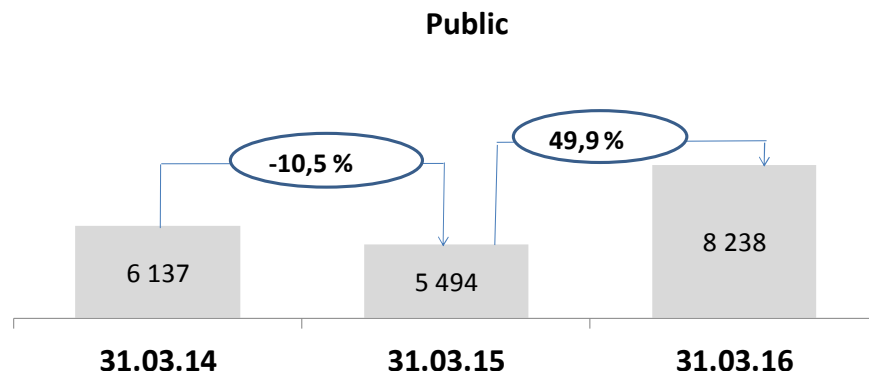
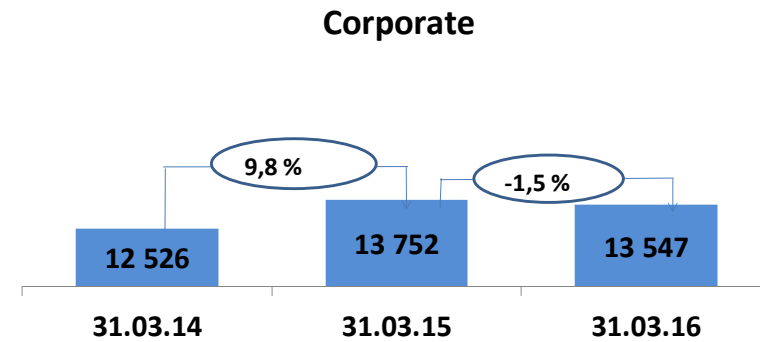
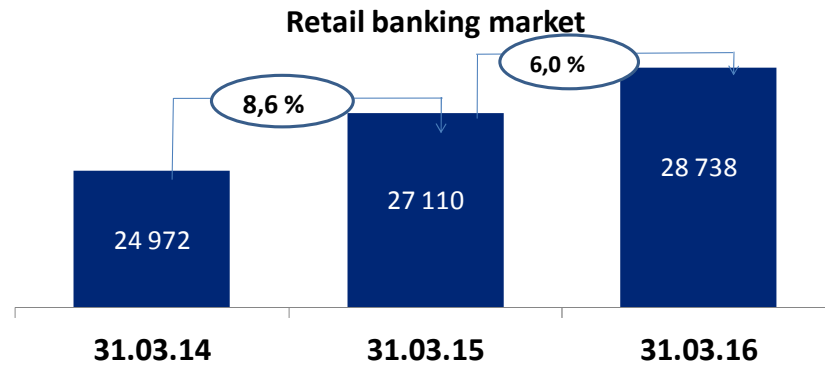


Corporate and public



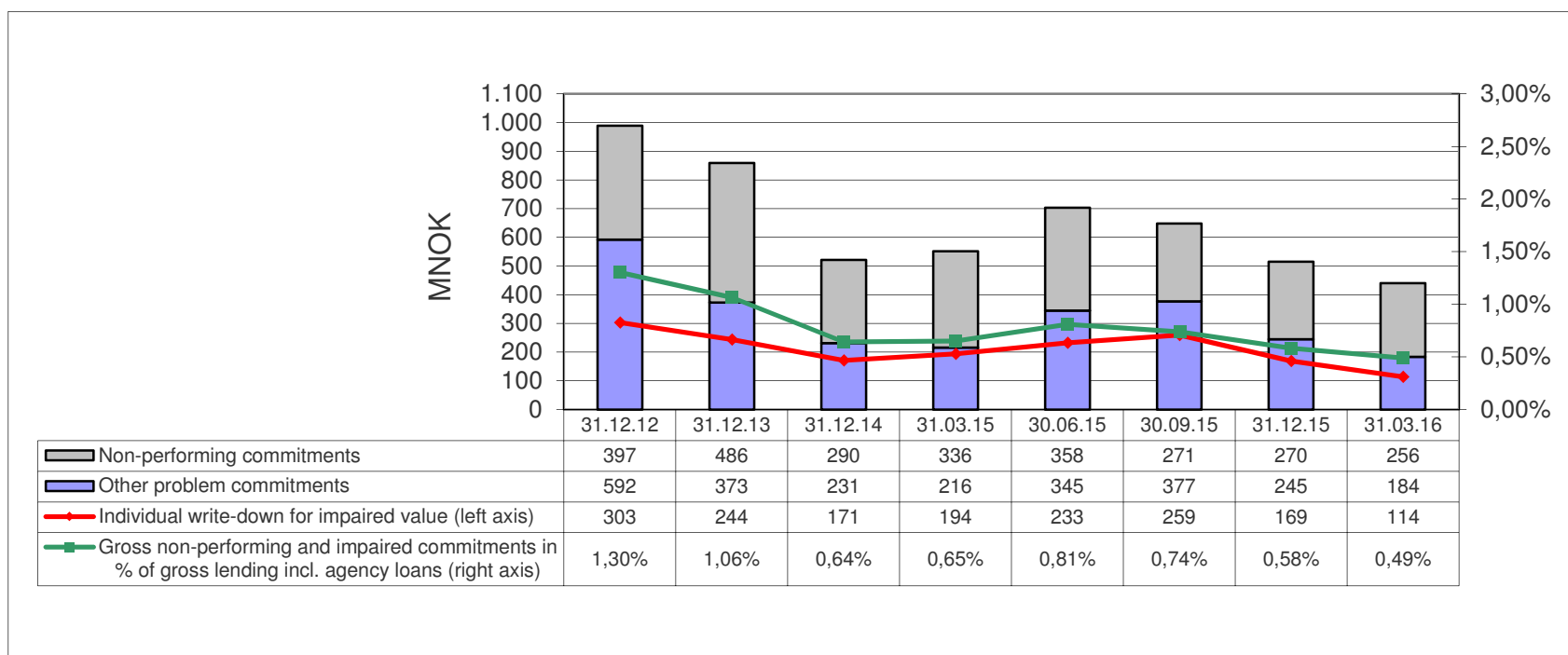
- Annualised lending growth 1Q: 6.8%; retail: 6.0 %, corporate 9.6 %
- Considerable SME lending growth
- The 2016 annual corporate lending growth will be adjusted taking the targeted CET-1 ratio into consideration

Deposit volume



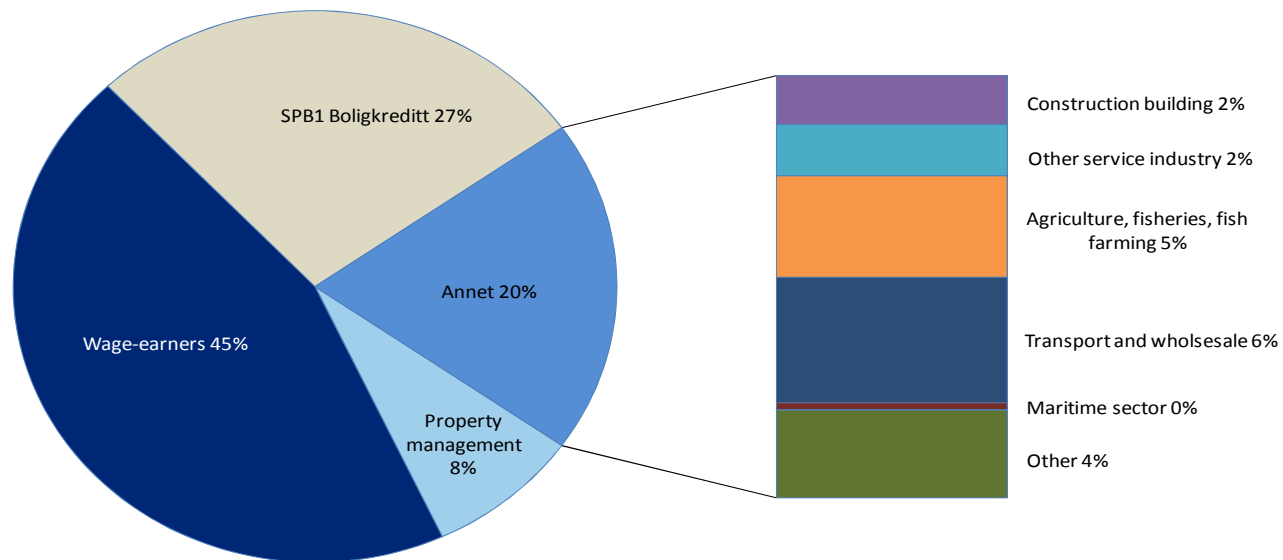
Credit area

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



Distribution on segments shows good diversification

Loan portfolio including Sp1 Boligkreditt

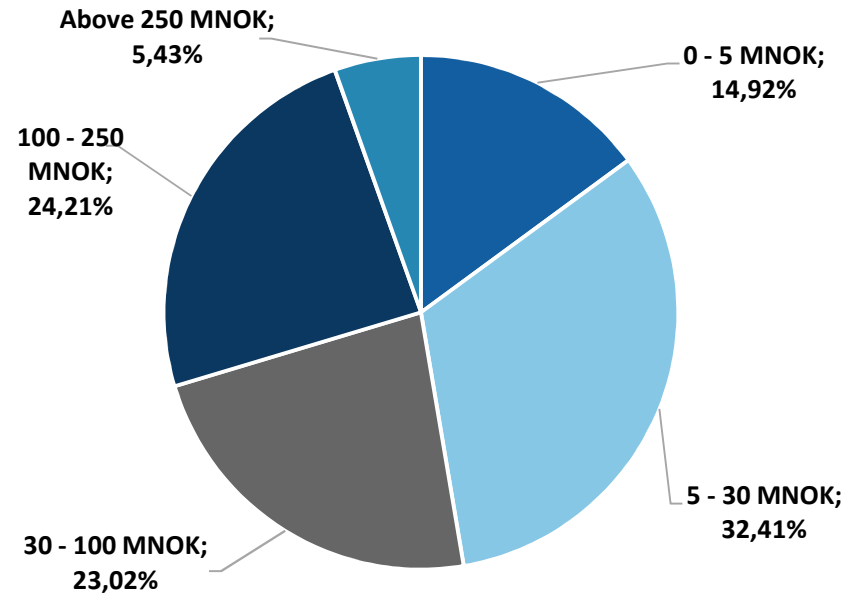
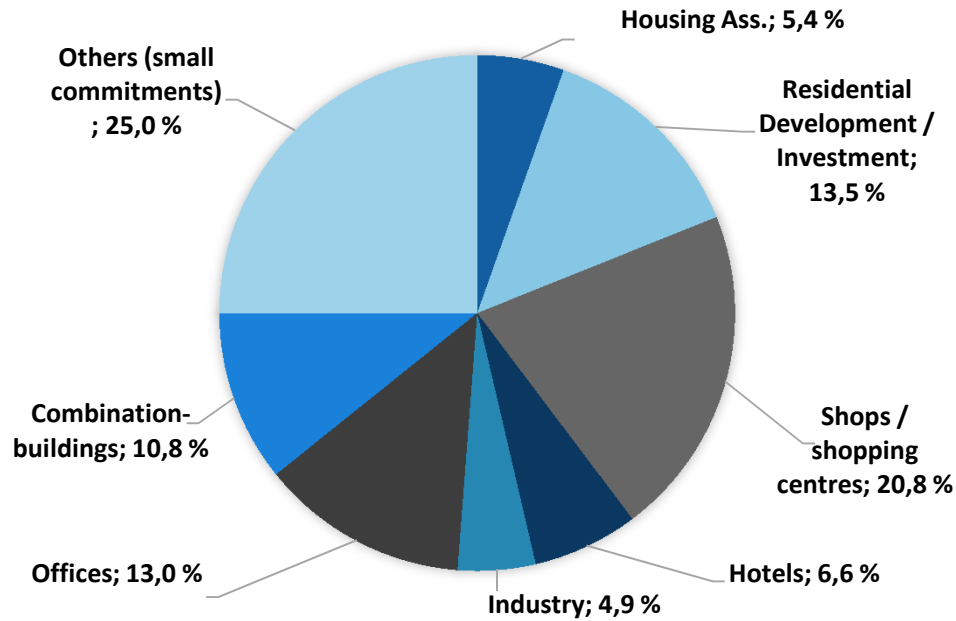


A high share of retail- and primary industry lending represent a risk mitigating factor.

The Group has a well diversified corporate market lending portfolio.

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.

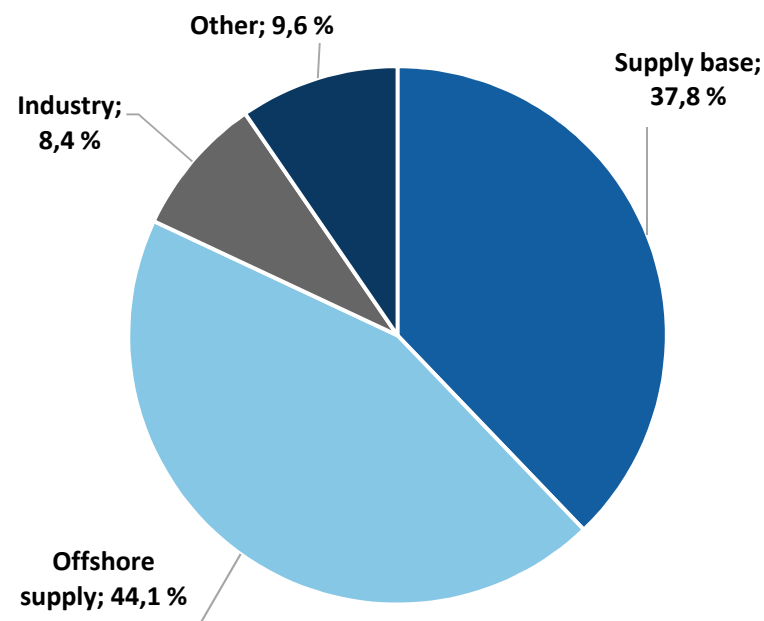
Portfolio – Commercial Real Estate



- About 50 % of portfolio is rental involving own operations
- 70.3 % of the portfolio are commitments smaller than NOK 100 mill
- None significant commitments where tenants have significant oil related business

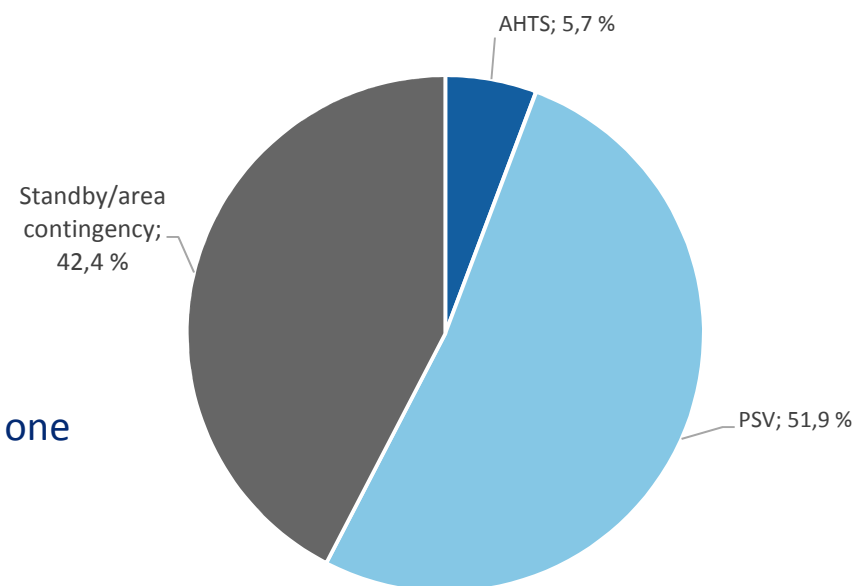
Portfolio – Oil related exposure as at 31.03.16

- Oil related exposure amounts to NOK 2,080 mill
- The exposure represents 2.5 % of total lending incl. Næring- and Boligkredditt
- Average weighted probability of default 1.05 %
- The activity within oil and offshore consist of a small customer portfolio handled by a small group of advisors



Portfolio – Offshore Supply Vessels (OSV)

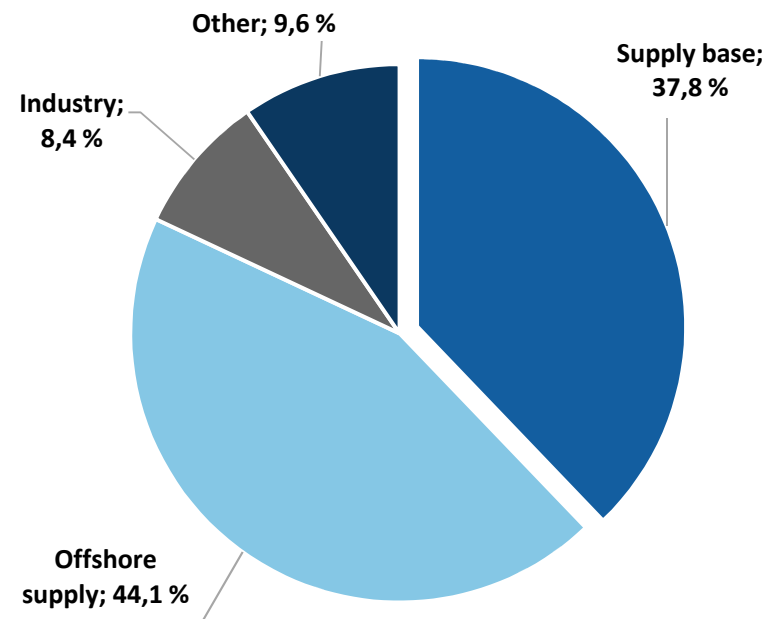
- OSV lending amounts to NOK 918 mill
- Average weighted probability of default 0.45 %
- The portfolio totals 8 vessels*
- Weighted vessel age 5.5 years*
- Average weighted contract length 3.5 years* incl. one vessel layed up
- SNN is Participant in syndicates on 6 vessels



*Exclusive of barges

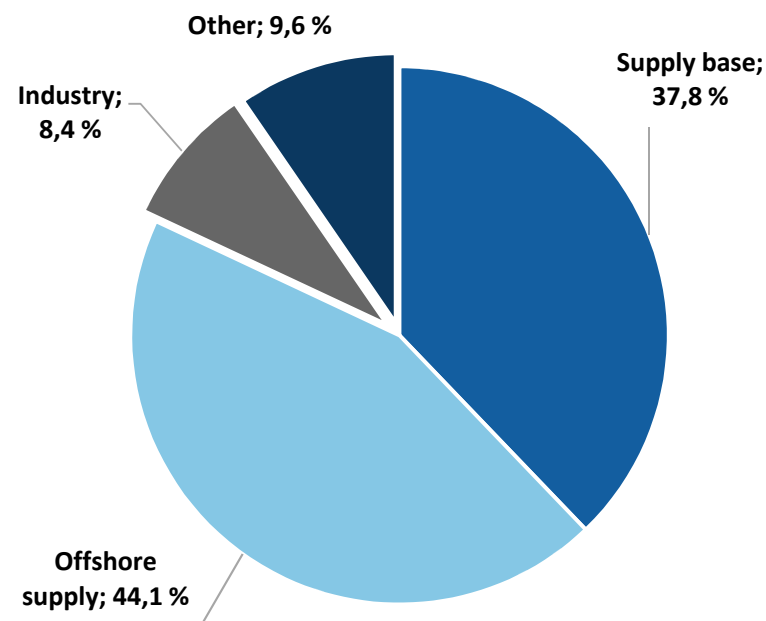
Portfolio – Supply bases

- Supply base exposure amounts to MNOK 787
- Average weighted probability of default 1.26 %
- Customers with very long term contracts with solid and strong partners give good short and long term cash flows



Portfolio – industry and other

- The sector “industry and other” amounts to NOK 375 mill, of this industry NOK 176 mill and other NOK 199 mill
- Average weighted probability of default industry 2.65 % and other 1.57 %
- The exposure consists of financing of real estate, transport equipment and working capital



Concluding remarks

Why invest in SpareBank 1 Nord-Norge?

1) Few signs of a weakening Northern Norwegian economy

2) Concentration on core banking operations gives reduced earnings volatility

3) Strong belonging to the region and the partial community ownership imply a strong competitive position

4) The SpareBank 1- Alliance contributes to modernisation and increased top line growth. Considerable underlying values compared to booked values

5) Good solidity – owner friendly dividend policy

Contact information:

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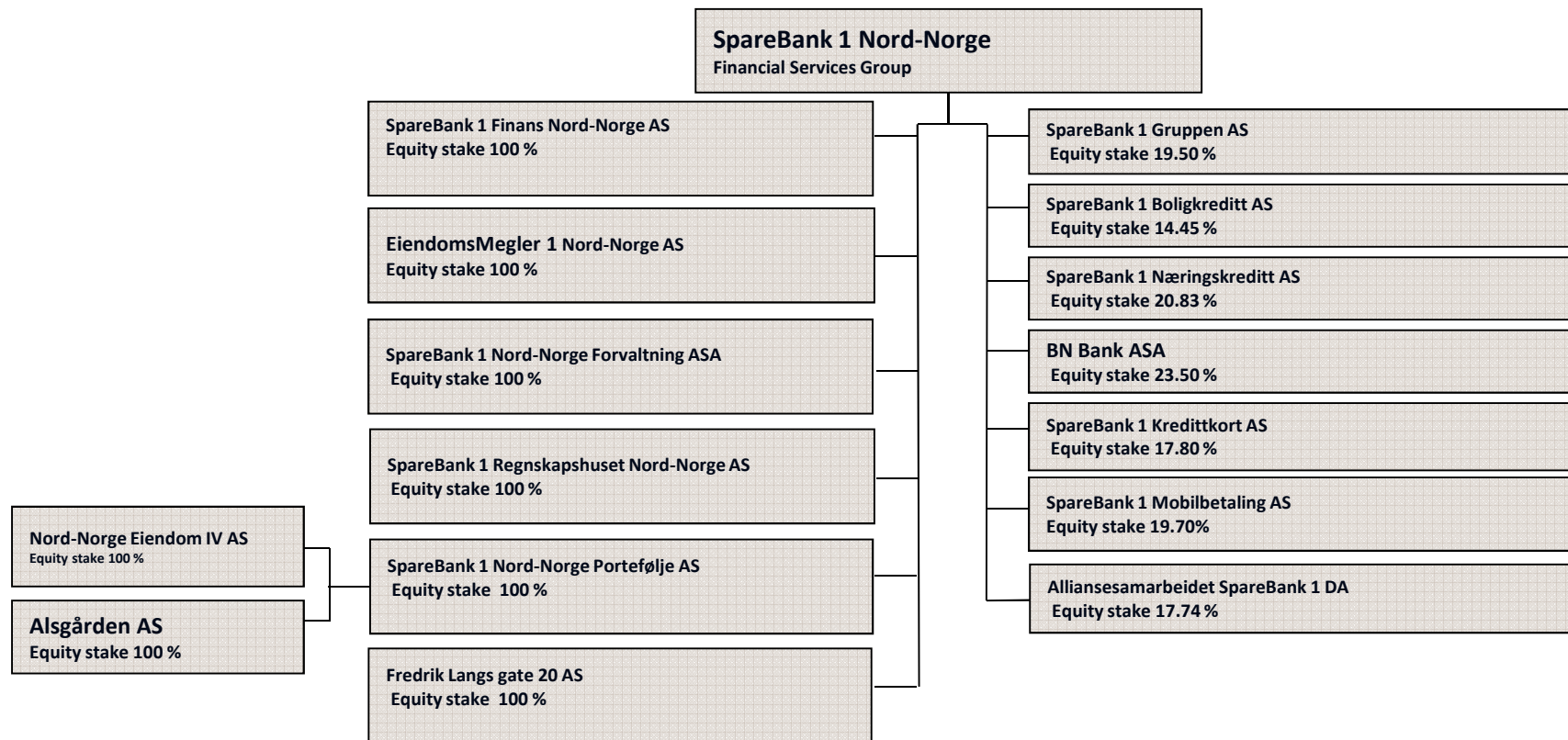
CFO Rolf Eigil Bygdnes
Tel +47 905 19 774

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



Enclosures

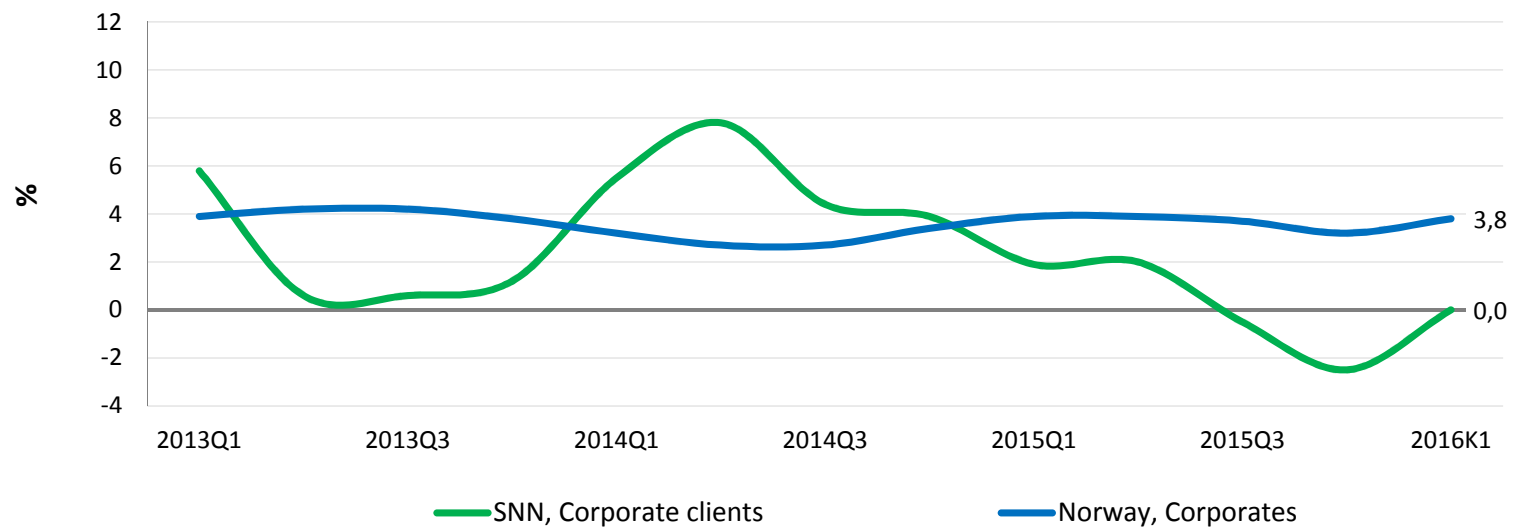
Organisation of the financial services Group



Macro and Economic trends

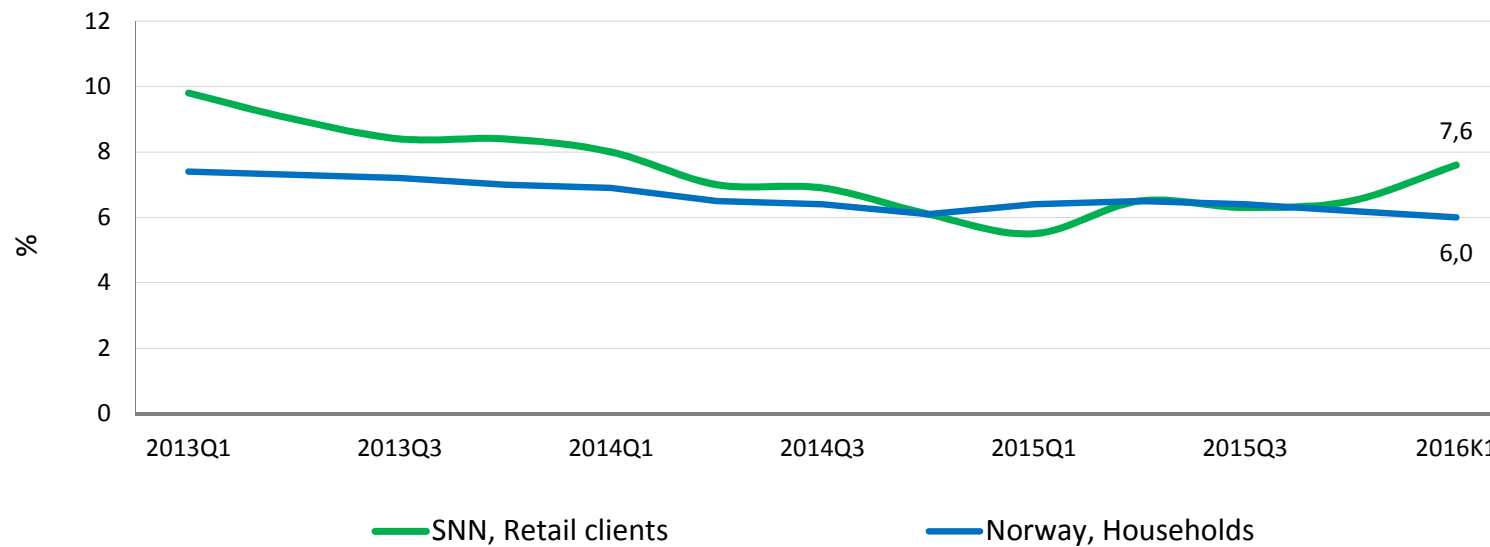
Credit growth corporates

Credit growth corporates. 12 mth growth

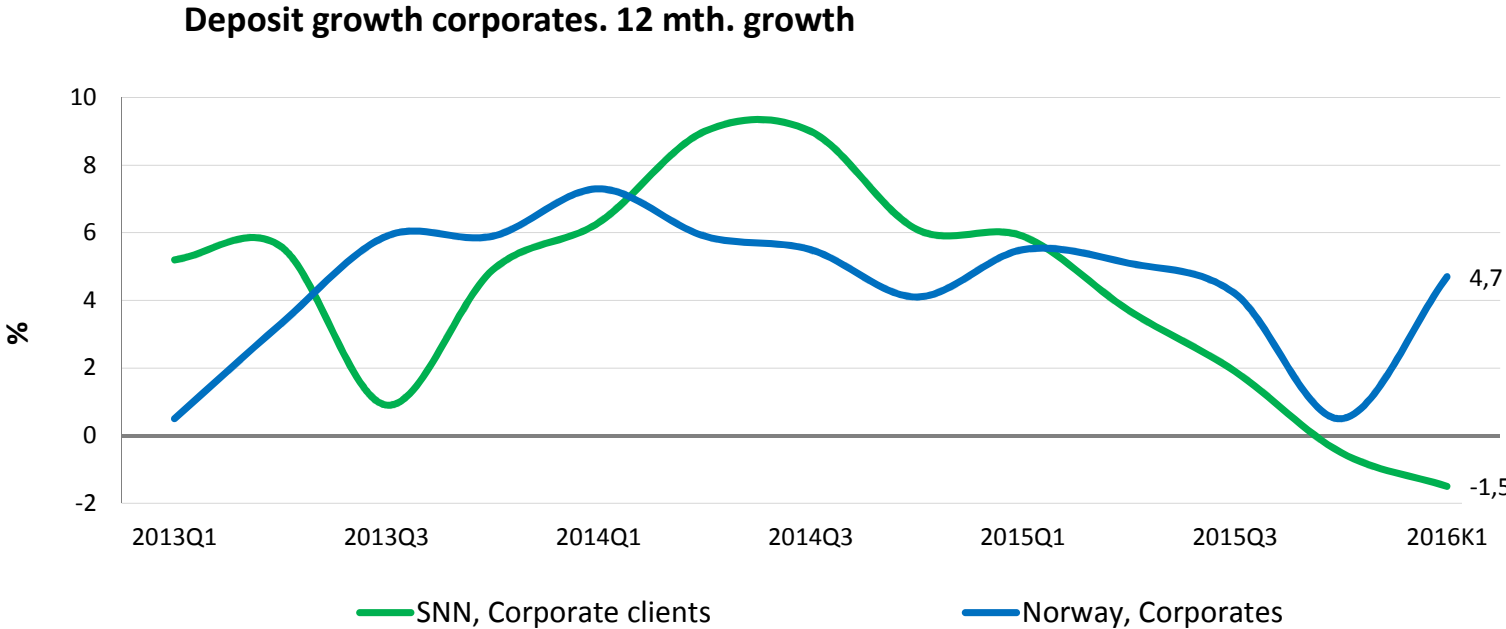


Credit growth households

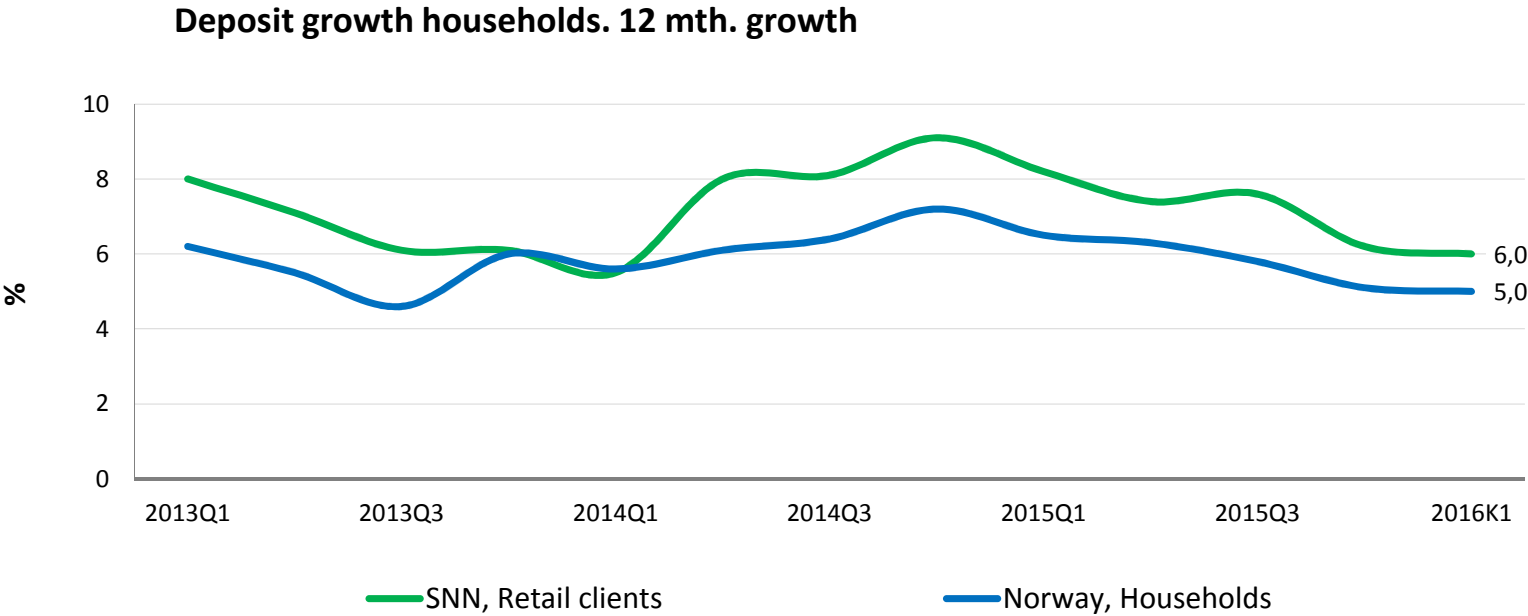
Credit growth households. 12 mth growth



Deposit growth corporates

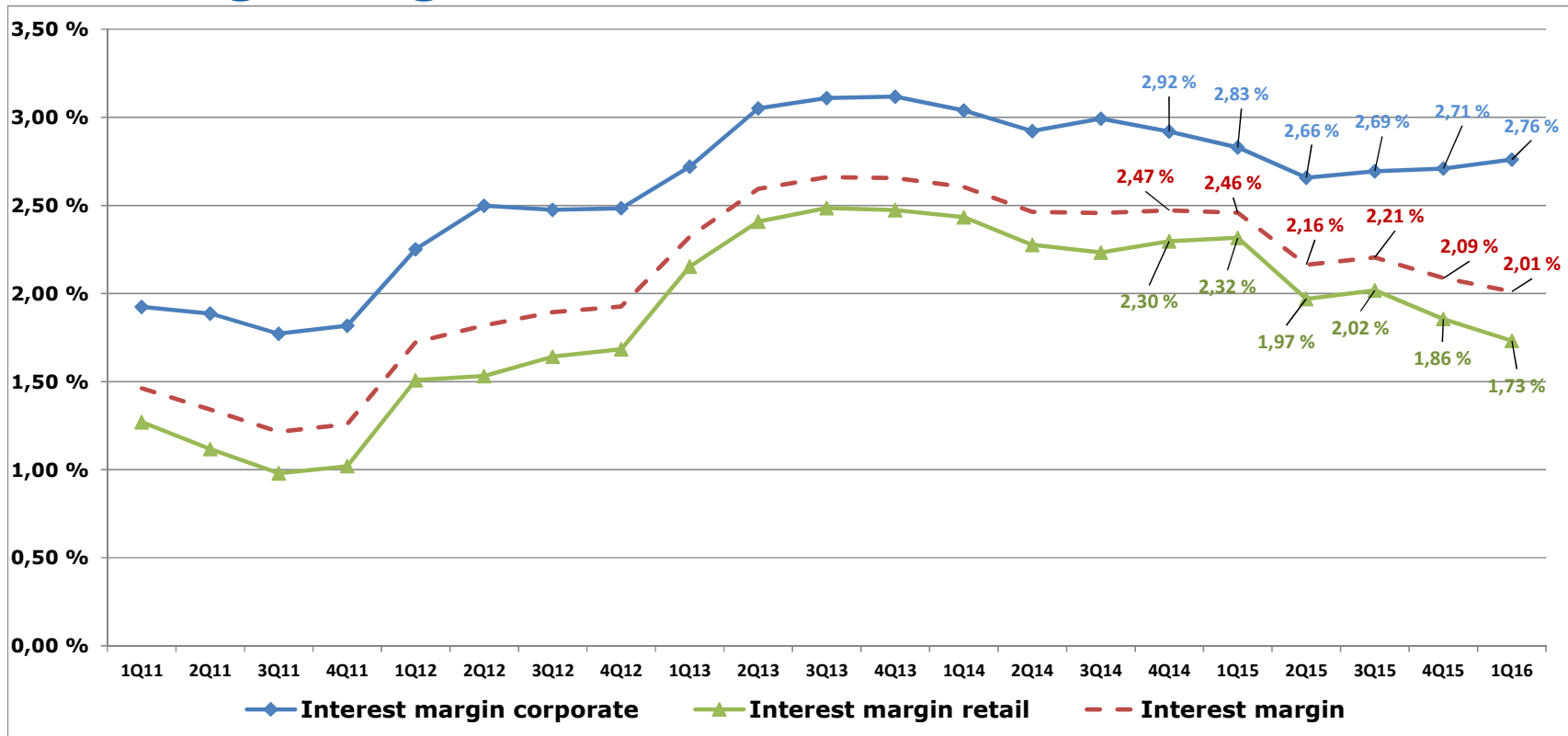


Deposit growth households



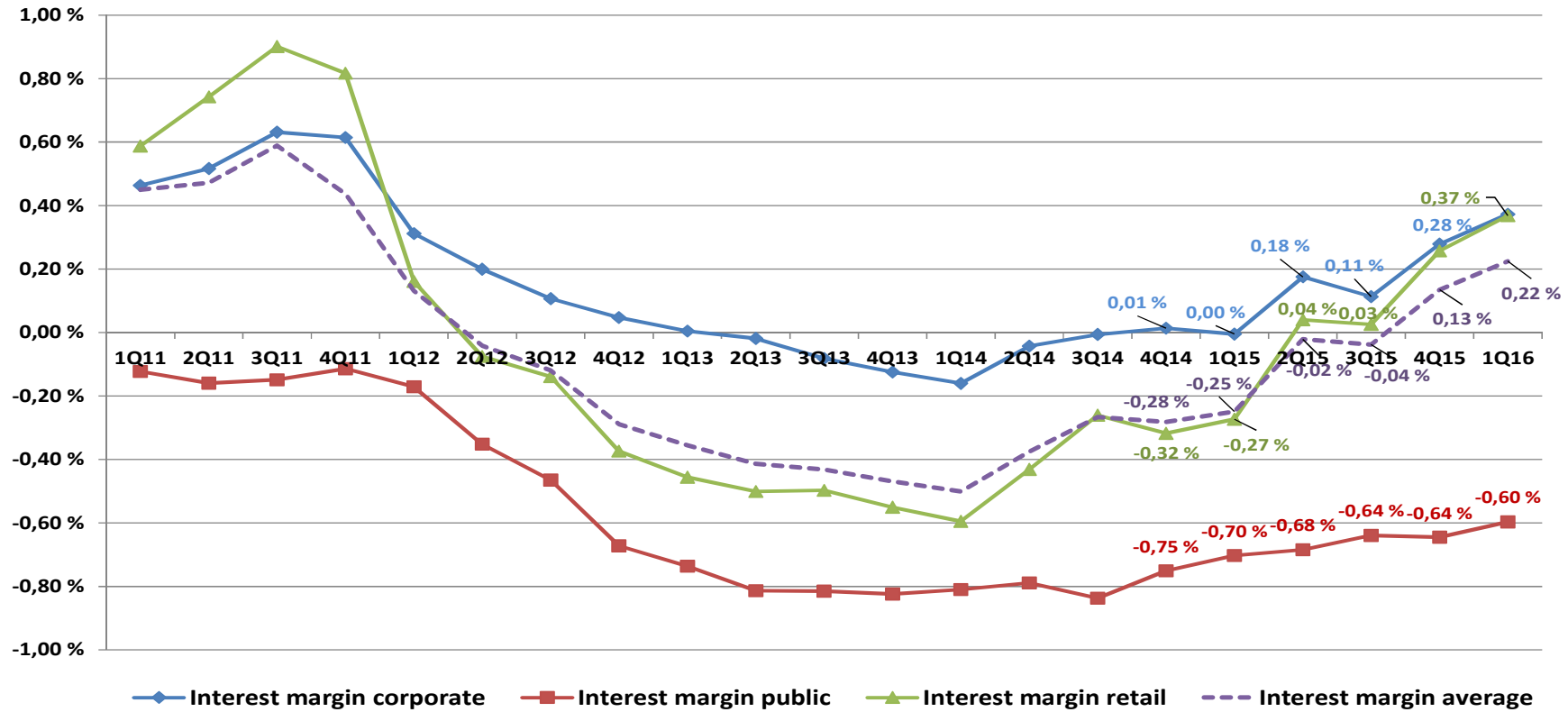
Main financial figures

Lending margin, Parent bank



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

Customer deposit, Parent bank



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

Quarterly results – net interest income

(Amounts in NOK million)	1Q16	4Q15	3Q15	2Q15	1Q15
Interest and similar income from loans to and claims on credit institutions	2	6	6	5	3
Interest and similar income from loans to and claims on customers	578	597	618	630	652
Interest and similar income from certificates, bonds and other interest-bearing securities	43	41	48	47	49
Interest and similiar income	623	644	672	682	704
Interest and similar costs on liabilities to credit institutions	12	11	10	15	18
Interest and similar costs relating to deposits from and liabilities to customers	105	119	149	169	180
Interest and similar costs related to the issuance of securities	96	100	105	107	113
Interest and similar costs on subordinated loan capital	15	15	15	15	16
Payments made to The Norwegian Banks' Guarantee Fund	9	9	8	8	8
Total interest costs	237	254	287	314	335
Net interest income	386	390	385	368	369

Total commission and other income

(Amounts in NOK million)

	1Q16	4Q15	3Q15	2Q15	1Q15
Guarantee commissions	5	5	5	5	8
Interbank commissions	4	4	5	4	4
Credit arrangement fee	3	3	2	3	2
Arrangement fee from SpareBank 1 Boligkreditt	48	57	61	66	76
Arrangement fee from SpareBank 1 NN Finans	0	0	1	0	1
Securities trading, administration and trust department	11	11	12	13	9
Payment transmission services	61	60	69	62	54
Brokerage commission	26	27	29	36	27
Insurance services	39	37	36	35	37
Other commission income	7	12	12	9	9
Total commissions income	204	216	232	233	227
Operating- and sales income real estate	3	3	5	2	3
Other operating income	25	21	19	21	26
Total other operating income	28	24	24	23	29
Commission expenses	19	18	21	18	17
Net fee-, commission and other operating income	213	222	235	238	239

Group operating costs

(Amounts in NOK million)

	31.03.16	31.03.15	Change
Wages and salaries	132	159	- 27
Pension costs	8	9	- 1
Social costs	23	21	2
Total personnel costs	163	189	- 26
Administration costs	93	90	3
Total personnel- and general administration costs	256	279	- 23
Depreciation and write-downs of fixed assets	14	14	0
Operating costs buildings	7	7	0
Other operating costs	34	38	- 4
Total operating costs	55	59	- 4
Total costs	311	338	- 27

Operating expenses

(in NOK million)

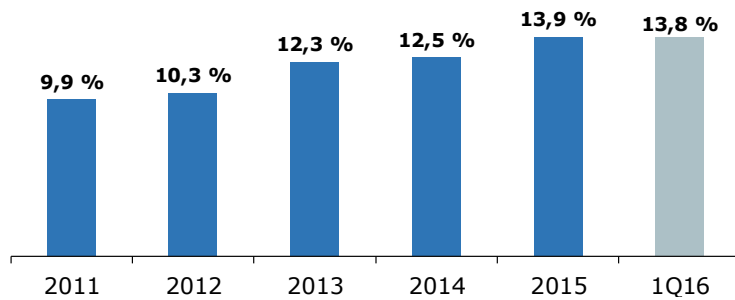
	1Q16	4Q15	3Q15	2Q15	1Q15
Wages and salaries	132	249	158	147	159
Pension costs	8	4	11	12	9
Social costs	23	35	22	23	21
Total personnel costs	163	289	190	182	189
Development costs	30	34	28	28	29
Electronic data processing costs	18	16	14	18	18
Marketing costs	15	17	16	18	17
Travel - and training costs	9	11	9	7	9
Communications	1	3	1	3	2
Postage	3	2	3	3	3
Consultancy services	12	16	8	9	7
Cost involving the handling of cash	2	2	1	2	2
Office-related costs	2	2	3	1	2
Collection costs	1	1	1	1	1
Ordinary depreciation	14	14	14	14	14
Operating costs - premises/buildings	7	7	9	7	7
Other operating costs incl rent	37	37	39	43	38
Other costs	151	162	146	154	149
Total operating expenses	314	451	336	336	338

Key figures balance sheet

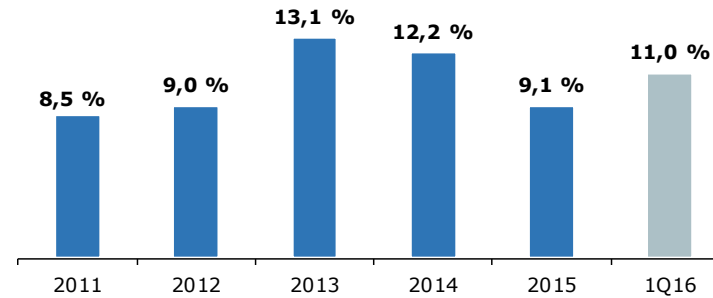
	31.03.16	31.03.15	Change	Change %
Total assets	88 688	82 128	6 560	8,0%
Gross lending	65 357	61 060	4 297	7,0%
Loans and advances to customers incl SpareBank 1 Boligkreditt and Næringskreditt	89 868	85 411	4 457	5,2%
Deposits from customers	50 523	46 211	4 312	9,3%

Key figures

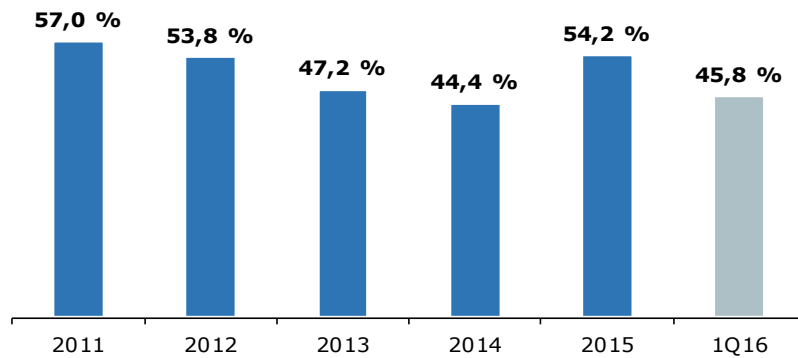
Common Equity Tier I % incl share of result



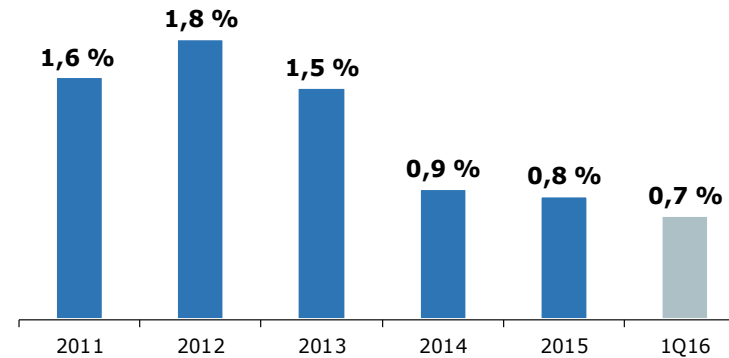
Return on equity



Cost/income ratio



Loans in default and other problem loans as a percentage of total loans



Credit area

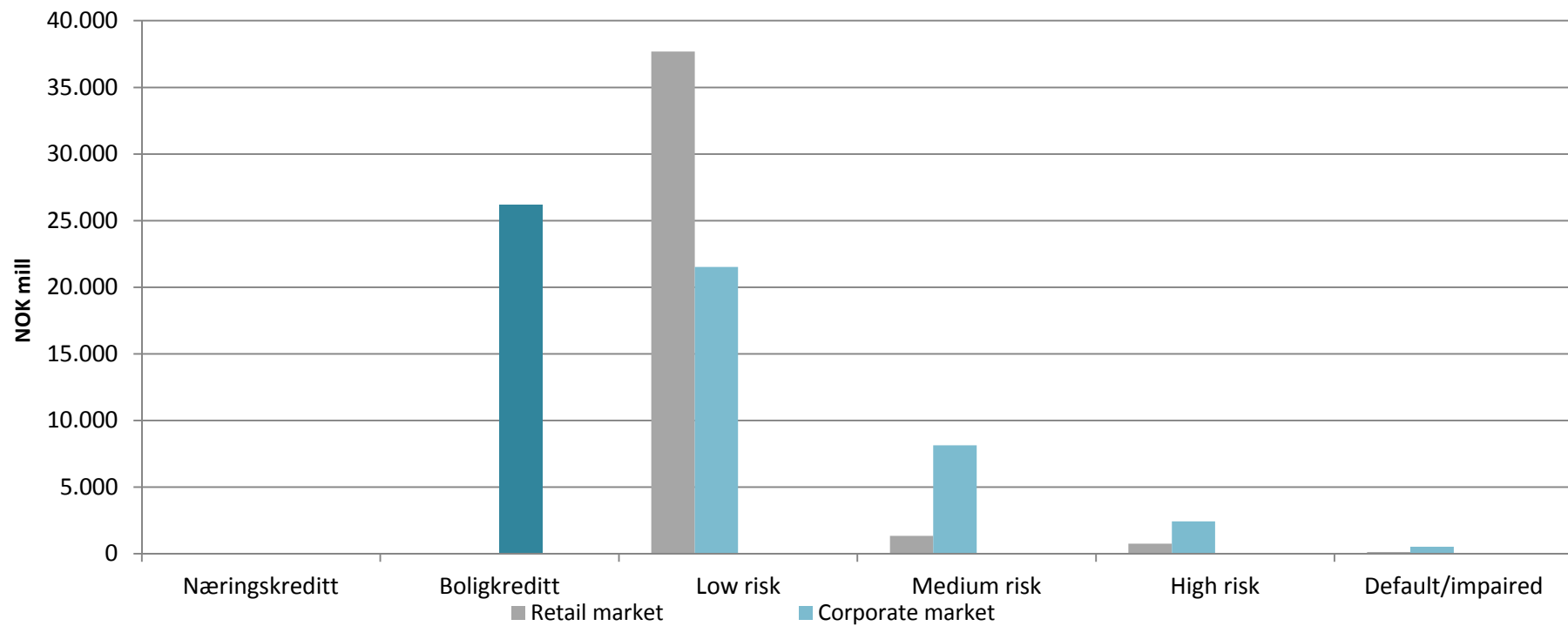
Lending portfolio - comments

- Good increase in retail lending, with focus on commitments qualifying for SpareBank 1 Boligkreditt (covered bond company)
- Low growth in corporate market lending last 12 months, significant higher last 3 months
- The portfolio and new commitments in corporate sector lending is diversified
- Continued decrease in non-performing/impaired commitments
- Increased collective write-downs based on macroeconomic outlook
- Low individual losses as of 1st quarter 2016

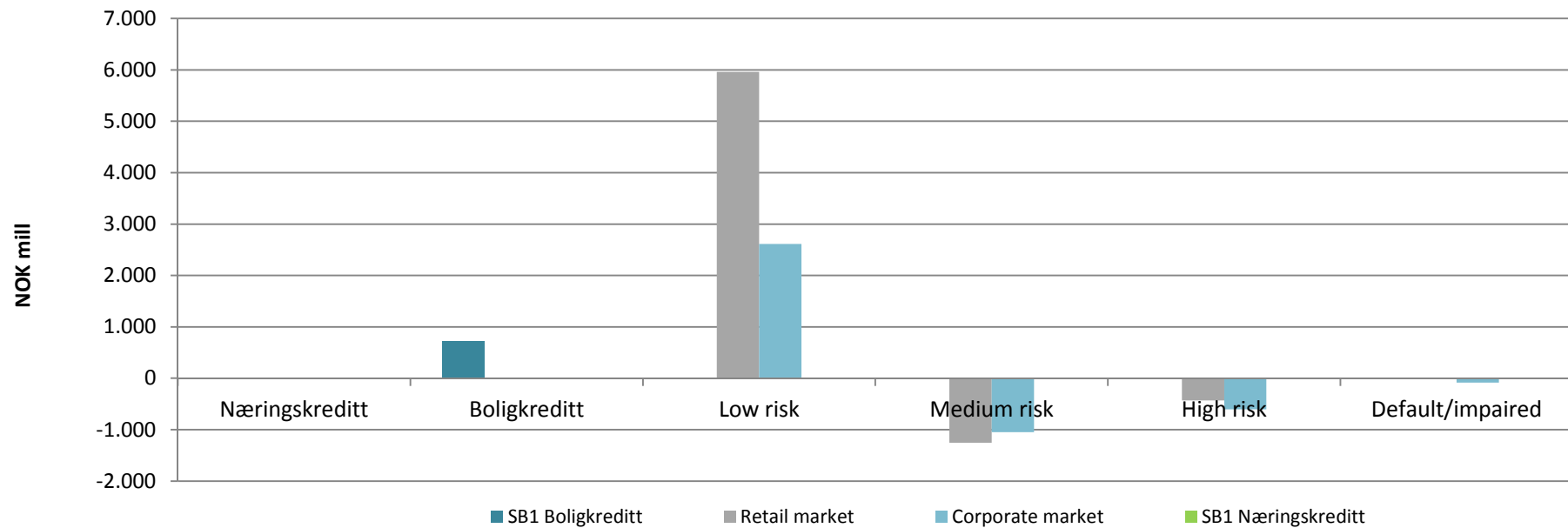
Group lending by sector

(NOK million)	31.03.16	Share	31.03.15	Share	Change	Change in %
Crop production, Forestry and fishing	4 197	4,7 %	4 069	5 %	128	3,1 %
Manufacturing, electricity and water supply, const	4 099	4,6 %	3 874	5 %	225	5,8 %
Wholesale and retail trade, accomodation and food	1 467	1,6 %	1 411	2 %	56	4,0 %
Shipping, offshore/oil and gas	278	0,3 %	751	1 %	- 473	-63,0 %
Real estate activities	7 465	8,3 %	8 408	10 %	- 943	-11,2 %
Transportation and storage	3 779	4,2 %	3 072	4 %	707	23,0 %
Business support activities	2 697	3,0 %	2 285	3 %	412	18,0 %
Government	174	0,2 %	318	0 %	- 144	-45,3 %
Other	861	1,0 %	814	1 %	47	5,8 %
Total corporate market	25 017	27,8 %	25 002	30 %	15	0,1 %
Total retail market	40 340	44,9 %	36 014	42 %	4 326	12,0 %
Total loans own balance	65 357	72,7 %	61 016	72 %	4 341	7,1 %
Portfolio SB1 Boligkreditt	24 511	27,3 %	23 731	28 %	781	3,3 %
Portfolio SB1 Næringskreditt	0	0,0 %	0	0 %	0	0,0 %
Total corporate market incl. Næringskreditt	25 017	27,8 %	25 002	30 %	15	0,1 %
Total retail market incl. Boligkreditt	64 851	72,2 %	59 745	70 %	5 107	8,5 %
Total loans	89 868	100,0 %	84 747	100 %	5 122	6,0 %

Portfolio - exposure as of 31.03.16, parent bank

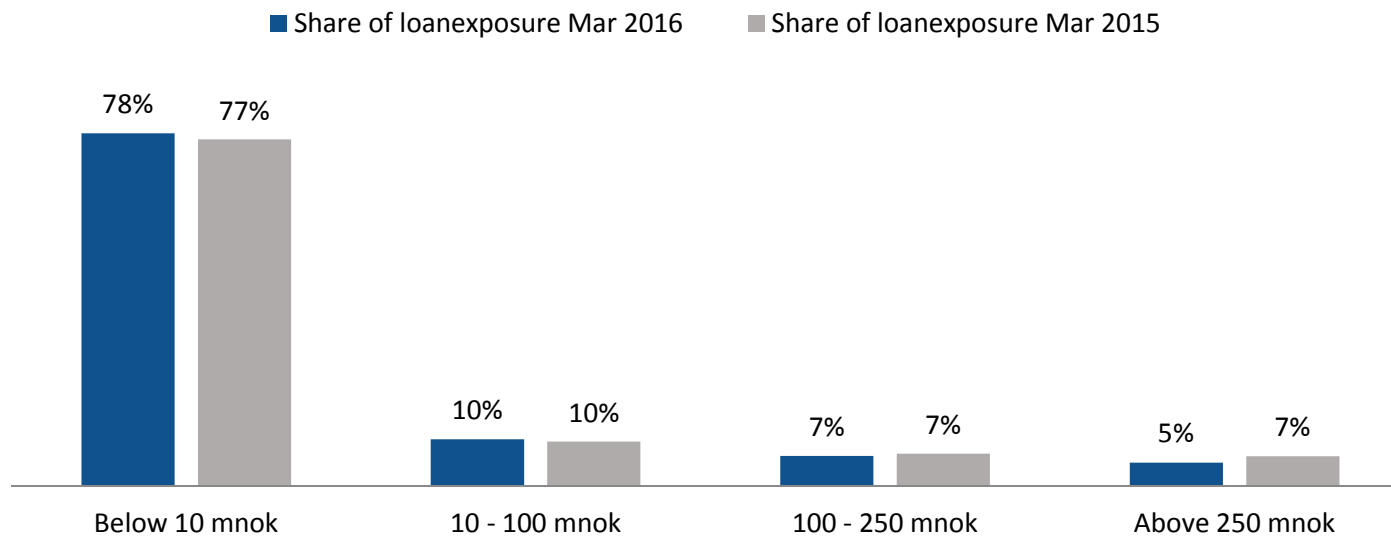


Portfolio – changes last 12 months, parent bank



Portfolio - exposure as of 31.03.16

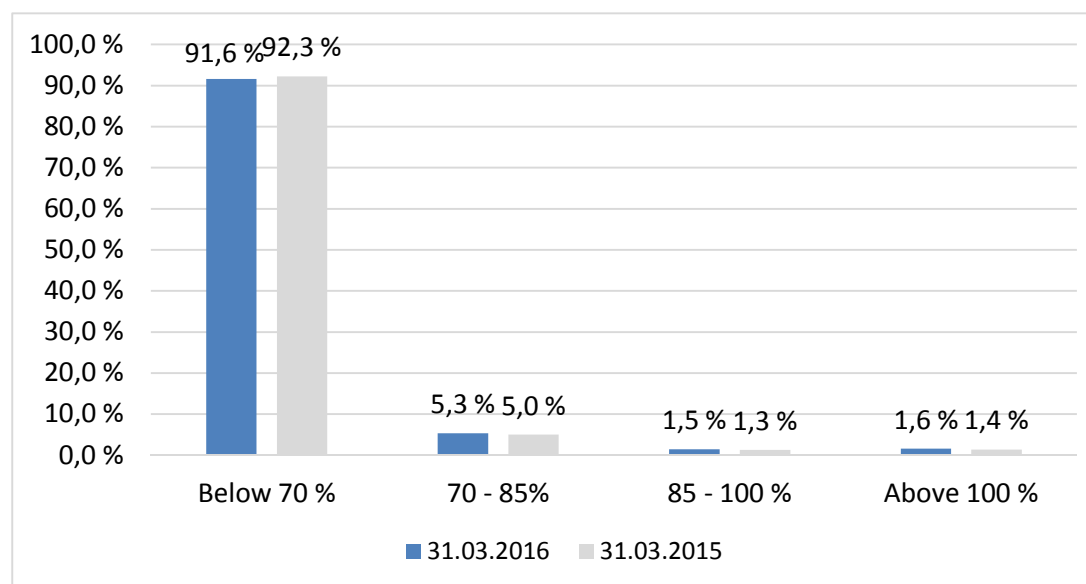
Loans distributed by size of exposure and share of total exposure



Numbers includes SB 1 Bolig- and Næringskreditt

Portfolio – LTV mortgage loans as of 31.03.16

- 96.9 % of exposures are within 85 % of the collaterals market value
- Exposures above 85 % total 3.1 %



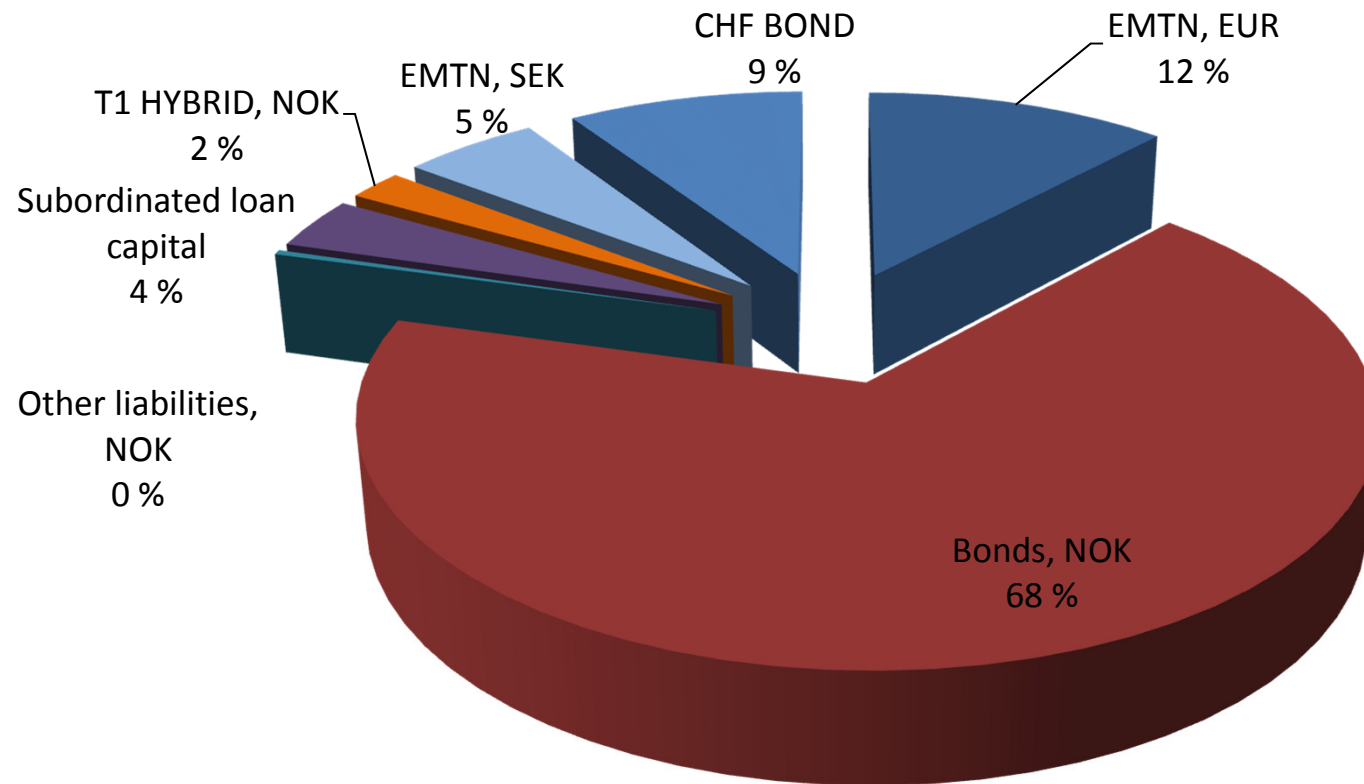
The loan is distributed in the different intervals. The numbers include the Group's share of SB1 Boligkreditt-portfolio.

Loan losses: The Group's write-downs as of Q1 2016

	Write-downs		2015	2014
	1st quarter 2016	1st quarter 2015		
Individual write-downs				
<i>Retail market</i>	2	2	0	25
<i>Corporate market</i>	0	28	165	148
<i>SpareBank 1 Finans Nord-Norge</i>	1	1	8	5
<i>Other group units</i>	-	15	-19	16
Total individual write-downs	3	46	154	193
Collective write downs and other value change items	21	1	54	34
Effects from consolidations	0	-15	-8	-63
Total write-down on loans and guarantees	24	32	200	164

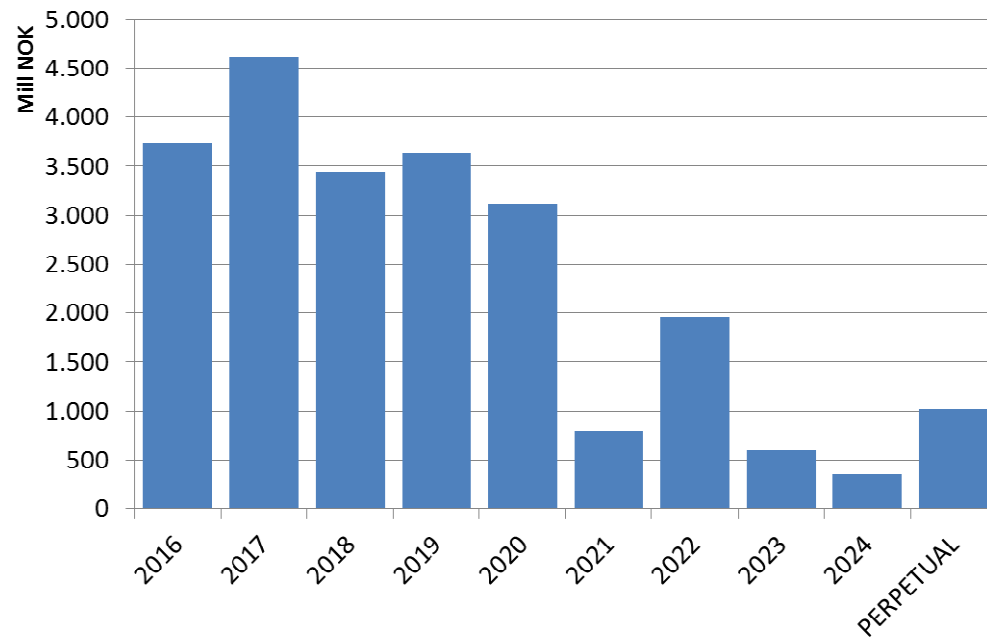
Liquidity/funding

Funding instruments 31.03.16



Maturity profile 31.03.2016

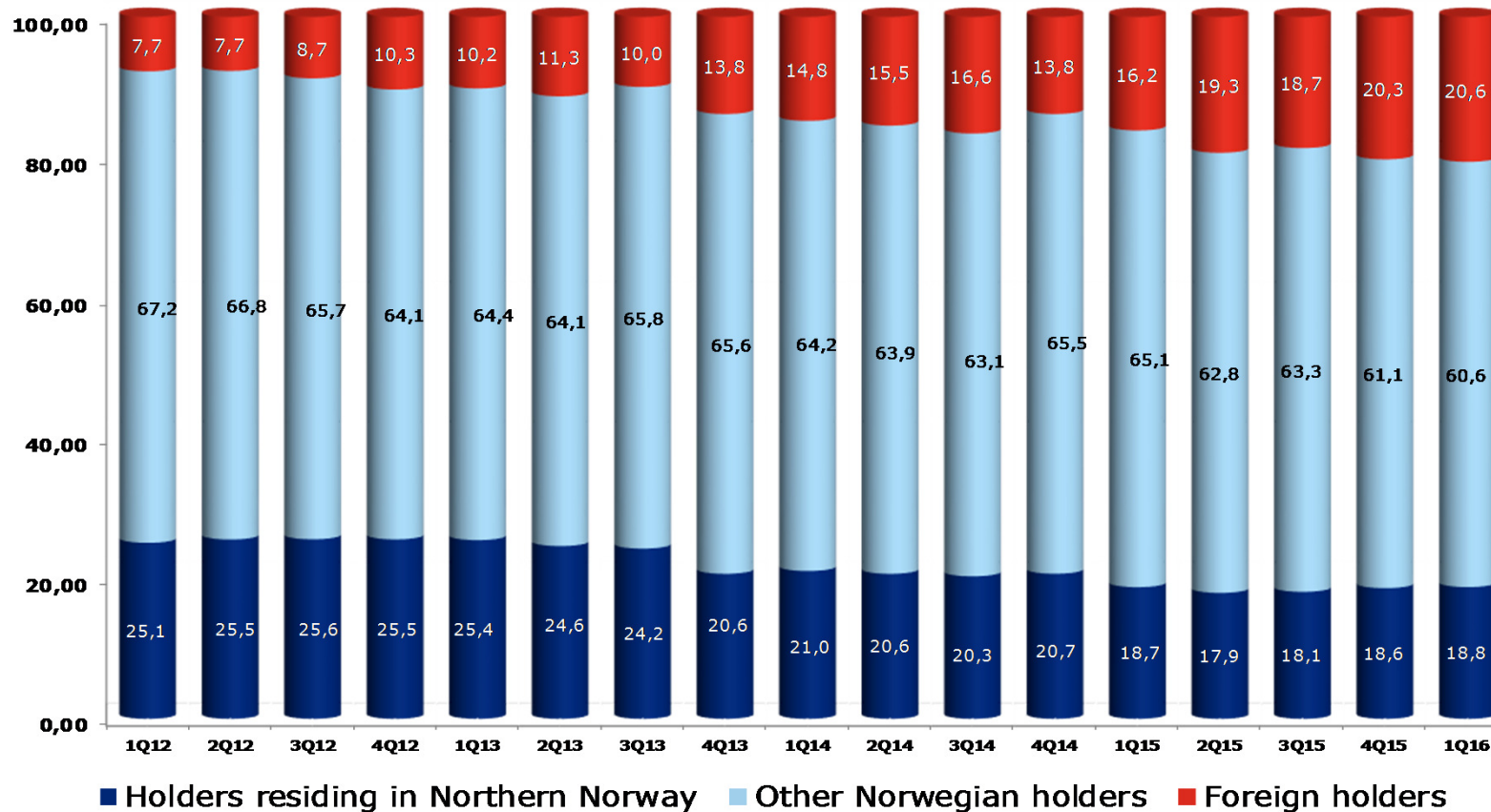
Capital markets funding (excl. SPABOL)



- Good diversification in terms of maturities
- NOK 23,278 mill in capital market funding exclusive of SB1 Boligkreditt
- SpareBank 1 Boligkreditt is an important funding source. Mortgage loans of NOK 24,511 mill transferred as at 31.03.16
- Amount of gross maturities of capital market funding next 12 months is NOK 4,043 mill

Equity certificate holders

Equity Certificates (EC) - holder structure



The 20 largest EC holders

Equity Certificate holders	Number of Equity Certificates	Share of total capital
PARETO AKSJE NORGE	3.842.327	3,83 %
VERDIPAPIRFONDET DNB NORGE (IV)	3.288.114	3,28 %
THE NORTHERN TRUST CO.	2.810.663	2,80 %
MP PENSJON PK	2.720.503	2,71 %
FLPS - PRINC ALL SEC STOCK SUB	2.122.700	2,11 %
STATE STREET BANK AND TRUST CO.	2.040.140	2,03 %
MERRILL LYNCH	1.914.360	1,91 %
POPE ASSET MANAGEMENT	1.653.665	1,65 %
WIMOH INVEST AS	1.614.670	1,61 %
FORSVARETS PERSONELLSERVICE	1.561.630	1,56 %
SPAREBANKSTIFTELSEN SPAREBANK 1 NORD-NORGE	1.411.606	1,41 %
DNB LIVSFORSIKRING ASA	1.148.585	1,14 %
SANLAM UNIVERSAL FUNDS PLC	1.101.225	1,10 %
EIKA UTBYTTE	1.097.942	1,09 %
BERGEN KOMMUNALE PENSJONSKASSE	1.000.000	1,00 %
STATE STREET BANK AND TRUST CO A/C WEST	794.968	0,79 %
PARETO AS	770.659	0,77 %
LARRE EIENDOM 2 AS	768.569	0,77 %
NORDENFJELSK BYKREDITTS STIFTELSE	651.954	0,65 %
VERDIPAPIRFONDET SR-UTBYTTE	601.449	0,60 %
The 20 largest EC holders	32 915 729	32,79 %

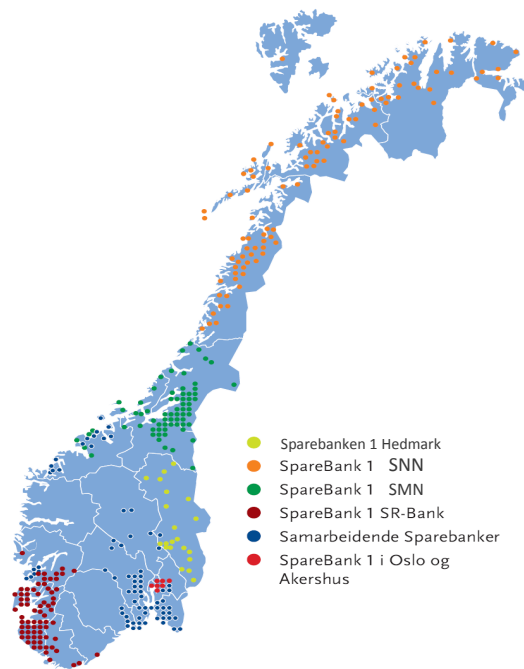
The 20 largest EC holders residing in Northern Norway

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 %
ODD ERIK HANSEN INVEST AS	281.502	0,28 %
LARS WORKINN	229.305	0,23 %
TOR OVESEN	206.556	0,21 %
OLE ALFRED ROLF OVESEN	205.554	0,20 %
GADD HOLDING AS	176.839	0,18 %
TROMSØ SKOTØIMAGASIN A/S	170.000	0,17 %
ENTREPRENØRCOMPANIET NORD AS	169.596	0,17 %
RIGAMONTI A/S	156.005	0,16 %
SPAREBANKSTIFTELSEN HELGELAND	154.491	0,15 %
AGNAR HOLDING AS	152.588	0,15 %
TROMSTRYGD	150.000	0,15 %
BRØDRENE KARLSEN HOLDING AS	119.705	0,12 %
HEMMING LEONHARTH ANDERSEN	115.000	0,11 %
GEIR ANDRE STEILAND	110.000	0,11 %
SPAREBANK 1 NORD-NORGE	100.057	0,10 %
GEFA EIENDOM AS	100.000	0,10 %
The 20 largest EC holders residing in Northern Norway ¹⁾	5 368 720	5,35 %

¹⁾ Postal code > 7999

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**

Senior 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
Sparebanken 1 Hedmark	n/a	A2 / P-1