

## APM (Alternative Performance Measures) Group

(Amounts in NOK million)

	31.03.22	31.03.21	31.12.21
Profit for the period	454	473	2 295
Deduct interest hybrid tier 1 capital	10	7	29
<b>Profit for the period incl. interest hybrid tier 1 capital</b>	<b>444</b>	<b>466</b>	<b>2 266</b>
Total Equity	15 858	15 233	16 653
Deducting hybrid Tier 1 capital	1 019	780	780
<b>Equity excl. hybrid Tier 1 capital</b>	<b>14 839</b>	<b>14 453</b>	<b>15 873</b>
<b>Average equity excl. hybrid tier 1 capital</b>	<b>15 356</b>	<b>14 348</b>	<b>15 037</b>
Profit for the period, annualised incl. interest hybrid tier 1 capital	1 776	1 864	2 266
Average equity excl. hybrid tier 1 capital	15 356	14 348	15 037
<b>Return on Equity</b>	<b>11,6 %</b>	<b>13,0 %</b>	<b>15,1 %</b>
Total operating expenses	396	388	1 748
Total income	928	932	4 307
<b>Cost-income ratio</b>	<b>42,7 %</b>	<b>41,6 %</b>	<b>40,6 %</b>
Net interest income	541	473	2 014
Average total assets	119 977	118 042	120 264
<b>Interest margin</b>	<b>1,80 %</b>	<b>1,60 %</b>	<b>1,67 %</b>
Deposits from customers	78 584	75 710	76 149
Total lending incl. intermediary loans at the end of period	126 523	128 493	125 739
<b>Deposits as a percentage of total lending incl. intermediary loans</b>	<b>62,1 %</b>	<b>58,9 %</b>	<b>60,6 %</b>
Deposits from customers	78 584	75 710	76 149
Gross loans to customers	90 244	90 257	89 986
<b>Deposits as a percentage of gross lending</b>	<b>87,1 %</b>	<b>83,9 %</b>	<b>84,6 %</b>

APM (Alternative Performance Measures) Group (cont.)	31.03.22	31.03.21	31.12.21
Total lending incl. intermediary loans at the end of period	126 523	128 493	125 739
Total lending incl. intermediary loans at the end of same period last year	128 493	122 764	127 122
Lending growth last 12 months incl. intermediary loans	-1 970	5 729	-1 383
<b>Lending growth last 12 months incl. intermediary loans</b>	<b>-1,5 %</b>	<b>4,7 %</b>	<b>-1,1 %</b>
Total lending at the end of period	90 244	90 257	89 986
Total lending at the end of same period last year	90 257	85 361	88 977
Lending growth last 12 months	- 13	4 896	1 009
<b>Lending growth last 12 months</b>	<b>0,0 %</b>	<b>5,7 %</b>	<b>1,1 %</b>
Total intermediary loans at the end of the period	36 279	38 236	35 753
Total lending incl. intermediary loans at the end of period	126 523	128 493	125 739
<b>Share of intermediary loans</b>	<b>28,7 %</b>	<b>29,8 %</b>	<b>28,4 %</b>
Intermediary loans SpareBank 1 Boligkreditt	35 965	37 827	35 439
Total retail lending end of period	85 578	88 996	84 917
<b>Share of intermediary loans of total retail lending</b>	<b>42,0 %</b>	<b>42,5 %</b>	<b>41,7 %</b>
Intermediary loans SpareBank 1 Næringskreditt	314	409	314
Total corporate lending end of period	42 485	40 797	42 188
<b>Share of intermediary loans of total corporate lending</b>	<b>0,7 %</b>	<b>1,0 %</b>	<b>0,7 %</b>
Deposits from customers end of period	78 584	75 710	76 149
Deposits from customers end of same period last year	75 710	70 609	73 158
Growth in deposits from customers past 12 months	2 874	5 101	2 991
<b>Growth in deposits from customers past 12 months</b>	<b>3,8 %</b>	<b>7,2 %</b>	<b>4,1 %</b>
Losses on loans and guarantees	- 32	- 53	- 235
Losses on loans and guarantees, annualised	- 128	- 212	- 235
Total lending incl. intermediary loans at the end of period	128 063	129 794	127 105
<b>Losses on loans to customers as a percentage of total lending incl. intermediary loans</b>	<b>0,0 %</b>	<b>-0,2 %</b>	<b>-0,2 %</b>
Gross loans in stage 3	619	484	545
Loss provisions stage 3	- 186	- 180	- 200
Net commitments in default	433	304	345
Total lending incl. intermediary loans at the end of period	128 063	129 794	127 105
<b>Net comm. in default and at risk of loss as a per. of total lending incl. intermediary loans</b>	<b>0,3 %</b>	<b>0,2 %</b>	<b>0,3 %</b>
Non-performing commitments	619	484	545
Loss provisions stage 3	- 186	- 180	- 200
<b>Loan loss provision ratio</b>	<b>30,0 %</b>	<b>37,2 %</b>	<b>36,7 %</b>

## Alternative performance measures

SpareBank 1 Nord-Norge's alternative performance measures (APMs), provide relevant additional information to what is otherwise shown in the quarterly financial statements. These key figures are not defined through IFRS and cannot be directly compared with equivalent figures for other companies unless the same definition is used.

The alternative performance measures are not meant to replace any measurements/key figures under IFRS. The performance targets provide additional insight into the Group's operations and represent important targets in management's control of the Group's various business areas. Non-financial data or key figures governed by IFRS or other regulations, e.g. CRR/CRD, are not defined as APMs. The APMs are presented on a separate page in the quarterly accounts, and show comparable figures for the corresponding period last year.

<b>Profitability</b>	<b>Definition</b>	<b>Relevance</b>
Return on equity	Profit in relation to average equity. Calculated per the end of each quarter, along with opening and closing balances for the year. The return on equity for the period is reported on an annualised basis.	Return on equity is the Group's strategic target for profitability.  The return on equity is a measure of profitability on the Group's performance factors.
Cost/income ratio	Total costs in relation to total income.	The cost/income ratio is a measure of the profitability of the Group's ongoing operations.
Interest margin	Net interest income in relation to average total assets. Average total assets are calculated as at the end of each quarter, along with opening and closing balances.	The interest margin shows the trend in the ratio between the sale price of products and lending costs from period to period.  The interest margin measures the profitability of the Group's loan products.

## Deposits

Deposit-to-loan ratio	Total deposits are divided by total lending excluding intermediary loans.	The ratio shows the proportion of the Group's total lending financed through customer deposits, and the need for financing from external lenders.
Deposit-to-loan ratio incl. intermediary loans	Total deposits are divided by total lending including intermediary loans.	The ratio shows how much of the Group's total lending including intermediary loans has been funded through customers' deposits.
Growth in deposits	Deposit growth is measured quarterly as the percentage change in the Bank's deposits in the last 12 months.	Measures both customer growth and changes in the financing situation.

## Lending

Growth in lending (%)	Growth in lending excl. intermediary loans is measured quarterly as the percentage change in the Bank's customer loans in the last 12 months.	Shows the growth in the Bank's core area, customer lending. The calculation does not include liquidity portfolio/loans to credit institutions.
Growth in lending, incl. intermediary loans (%).	Growth in lending incl. intermediary loans is measured quarterly as the percentage change in the Bank's customer loans in the last 12 months.	Shows the growth in the Bank's core area, including intermediary loans.
Proportion of loans deducted	Measured as the percentage of loans deducted in relation to gross lending.	A not insignificant part of the bank's lending is transferred to SpareBank1 Boligkreditt or SpareBank1 Næringskreditt as intermediary loans and deducted from the balance. This key figure shows the percentage of loans in this category.
Proportion of loans deducted, retail market	Measured as the percentage of loans deducted in relation to gross lending to the retail market.	Deducted portion of the retail market. The bulk of deducted loans are in the retail market segment.

**Losses and non-performing loans**

Loan losses (%)	Total posted losses year to date in relation to total lending volume incl. intermediary loans.	Measures the relative importance of losses set against the rest of the portfolio of loans. Relevant for estimating future expected losses and the Group's credit risk.
Commitments in default (%)	Percentage of overdue commitments (over 90 days) in relation to total lending volume incl. intermediary loans.	Measures the relative importance of non-performing loans set against the rest of the portfolio of loans. Relevant for estimating future expected defaults and the Group's credit risk.
Doubtful commitments (%)	Percentage of impaired commitments in relation to total lending volume incl. intermediary loans	Measures the relative importance of non-performing loans set against the rest of the portfolio of loans. Relevant for estimating future expected defaults and the Group's credit risk.
Net defaulted and doubtful commitments (%)	Defaulted and doubtful commitments are adjusted for individual loss write-downs and expressed as a proportion of gross lending incl. intermediary loans.	Defaulted and doubtful commitments are netted off against loss provisions in Stage 3.
Loss provision ratio	Ratio between total loss provisions and non-performing and impaired commitments.	Shows the percentage of losses and non-performing loans that have been raised in Stage 3 of loss provisions.