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## **3rd quarter of 2023: High NII, increased loan losses, negative financials**



#### Summary

- Weaker **return on equity** than target: 8.3 % (11.4 % ytd.). Strong development in core banking operations from higher net interest income offset by reduced income from financial items and increased loan loss provisions.
- Solid growth in net **interest income** (including commission income from transferred loans): Up 29.7 % y/y (6.9 % q/q), from repricing and volume growth. Lending growth of 5.4 % y/y (1.4 % q/q) and deposit growth of 5.0 % y/y (minus 1.9 % q/q).
- Net **commission income** (excl. transferred loans): Down by 1.2 % y/y (down 8.1 % q/q). Good underlying development in commission income (adjusted for demerger effects on accounting commissions).
- Net **financials**: Negative contribution of NOK 63 mill.. Ownership contributions of minus NOK 46 mill., dividends of 0 mill. and negative contribution from other financial items of NOK 17 mill.
- **Operating expenses**: Up 7.5 % y/y (minus 0.3 % q/q), due particularly to higher FTEs in parent bank, wage growth, and underlying inflation development.
- Loan losses: Impairment charges of NOK 134 mill., of which NOK 26 mill. were model-based provisions and NOK 88 mill. were individual loan loss provisions.
- Capital adequacy: **CET-1 ratio** of 17.7 % (17.9 % previous quarter). Effects of positive results counterweighed by higher risk-weighted assets.



### **Financial targets and achievements per 3Q-23**

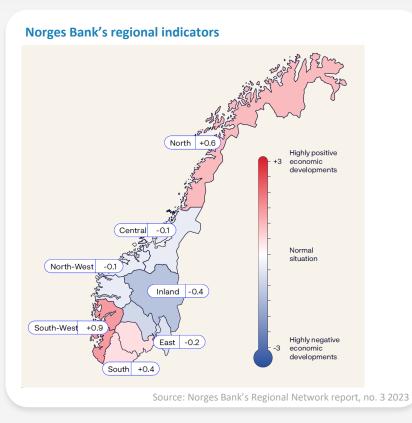


Long-term goals versus actual results

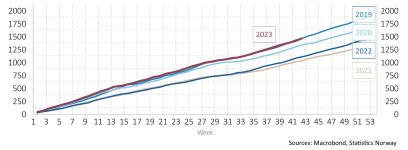
Profitability	Return on equity at least 12 %
Dividends	50 % pay-out ratio <sup>1</sup> 50 %
Solidity	Regulatory requirement + 100 bps <sup>2</sup> 17.7 %
Costs	Max 5 % cost increase in parent bank 9.1 %
	<ol> <li>Out of profits after taxes taking into account non-controlling ownership interest and interest on hybrid capital.</li> <li>Regulatory requirement of 15.8 % per 3Q 2023. If anticipated changes to regulatory requirements regarding the Pillar 2 capital composition are made effective, required CET-1 capital for the bank will be reduced by 0.8 %-points, based on today's Pillar 2 requirement.</li> </ol>

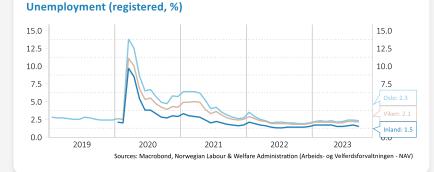
## A challenging macroeconomic background

Low business expectations. Bankruptcies at pre-pandemic levels. Sustained low unemployment



Market area: Bankruptcies, year to date, number of companies



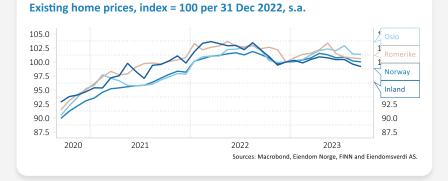


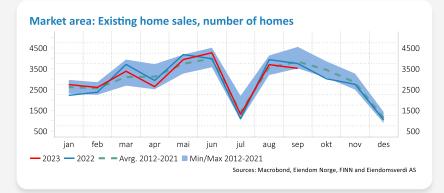


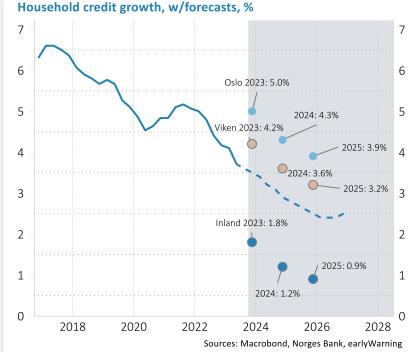
### Housing market remains relatively good, but lower credit growth expected



Weak development in the market for new homes also contributes to lower credit growth







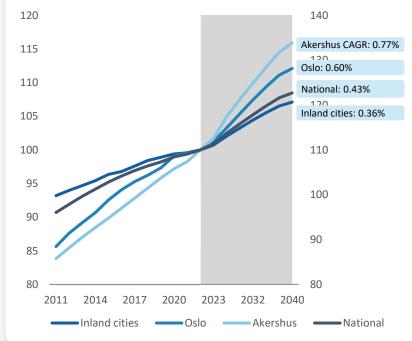
#### Big picture: Norway's most attractive market area



Bank's core area is expected to grow faster than the country average

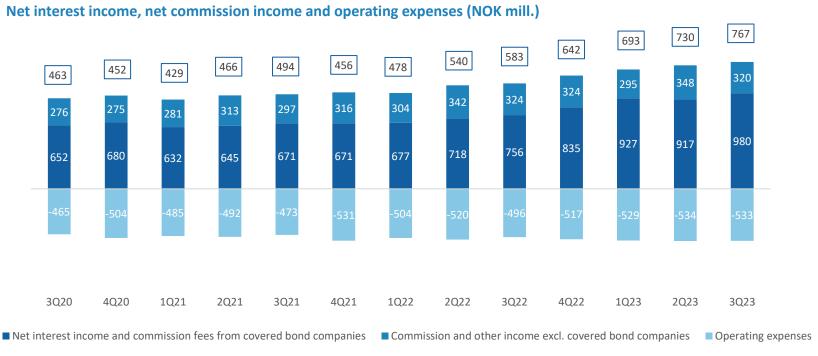


#### Population, index = 100 in 2022\*



#### Strong development in core operations

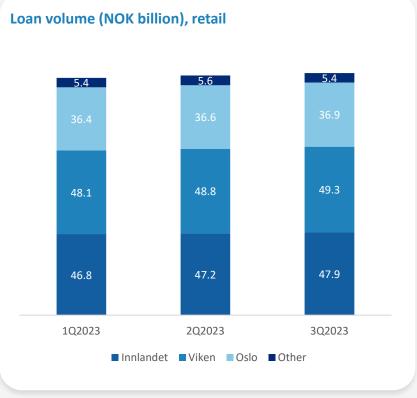
Solid growth in NII despite headwinds from higher money market rates



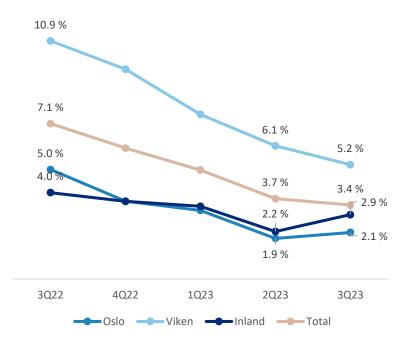


## Market area provides diversification, with variations in loan growth

Relatively low lending growth in Oslo and Inland region balanced by healthy growth in Viken



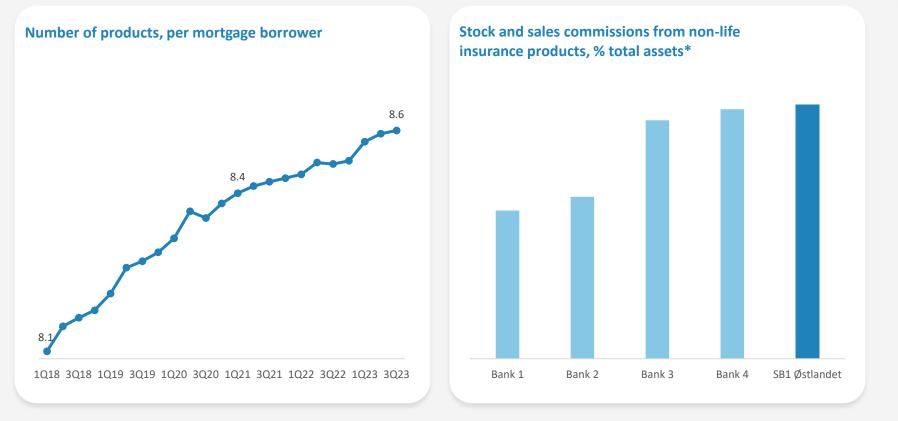
## Lending growth (12 months, %)



## A strong sales organisation, with high attention to non-mortgage products

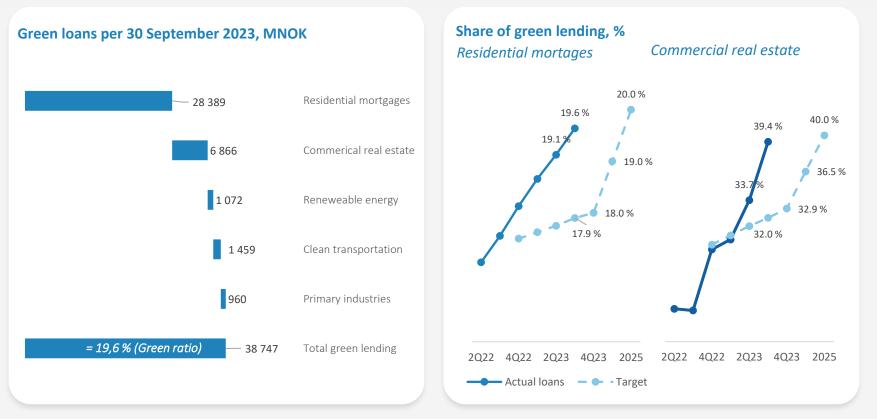


Higher number of capital light products contribute to improved customer profitability



## Strategic ambition to be a clear driving force for sustainable transition

Higher green share of lending is important to reach our net zero emissions objective\*



\* Green lending defined on pages 232-34 in the 2022 Annual report.



#### Pilot project for the green transition of the mortgage portfolio



Contributes to the sustainable transition and to reduce risks for customers and the bank



<sup>1</sup>Finans Norges veileder for beregning av finansierte klimagassutslip;

Nedbetalingstid Eksemplet tar utgangspunkt i at du fra før har et boligiån på 2 mill. kroner og at du øker dette tilsvarende n. Dette er et eksempel fra SpareBank 1 Østlandet, rente og øvrige betingelser vurderes individuelt lse av tiltak kr 5 000 000 kr 5.250.000, -Verdifastsettelse er en forhåndstakst og beskriver fremtidig verdi på eiendommen etter gjennomførte tiltak. Dersom tiltaket

blir gjennomført som forutsatt, kan forhåndstaksten normalt konverteres over til en verditakst etter gjennomført tiltak.

ensiell verdiforøkelse:	Verdiforøkelse:
250.000, -	5%

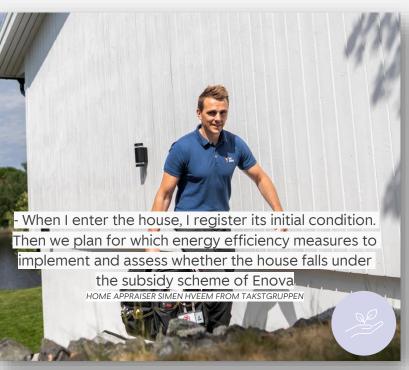
Neste ster

Din finansrådelv

- 1. Ta kontakt med din energirådgiver, eiendomsmegler eller finansrådgiver ved spørsmål til
- 2. Energirådgiver kan bistå som prosjektleder og innhente 2-3 pristilbud, samt følge opp gjennomføring av effektiviseringstiltakene du ønsker for din bolig. Energirådgiver bistår også
- 3. Finansrådgiver kan bidra med rådgivning rundt finansieringsløsning tilpasset ditt behov.



Elisabeth Landsverk Sparebank 1 Østlande +47 472 41 345



We will be a clear driving force for sustainable transition

#### Challenging times are good times for the savings bank model





- The Norwegian savings bank model has stood the test of challenging times.
- Good advice and local knowledge support a solid lending portfolio.
- We will contribute with good solutions for existing customers, also for those that face challenging times.
- We retain our growth ambitions, but growth needs to be profitable and risk in line with our profile.



## Weaker quarter, but good development in core operations

Financial accounts 3Q 2023 and year to date (same period last year in brackets)



Profit after tax	<ul> <li>Profit after tax in 3Q23 of NOK 417 million (NOK 441 million)</li> <li>Profit after tax ytd of NOK 1 649 million (NOK 1 326 million)</li> </ul>
Return on equity	<ul> <li>ROE in 3Q-23 of 8.3 % (9.4 %)</li> <li>ROE ytd of 11.4 % (9.7 %)</li> </ul>
CET-1	• CET 1 ratio of 17.7 % (18.2%)
Lending growth	<ul> <li>Lending growth 1.4 % in 3Q23 (1.8 %), incl. covered bond companies</li> <li>Lending growth 5.4 % (9.6 %) last 12 mths, incl. cov. bond companies</li> </ul>
Deposit growth	<ul> <li>Deposit growth of 1.9 % in 3Q23 (-1.1 %)</li> <li>Deposit growth of 5.0 % (8.4 %) last 12 months</li> </ul>
Costs	• Cost growth of 7.5 % y/y (4.8 %)
Loan losses	<ul> <li>Net impairments of NOK 134 million in 3Q-23 (19 million)</li> <li>Net impairments of NOK 268 million ytd (net reversals NOK 36 million)</li> </ul>

#### **Income statement**

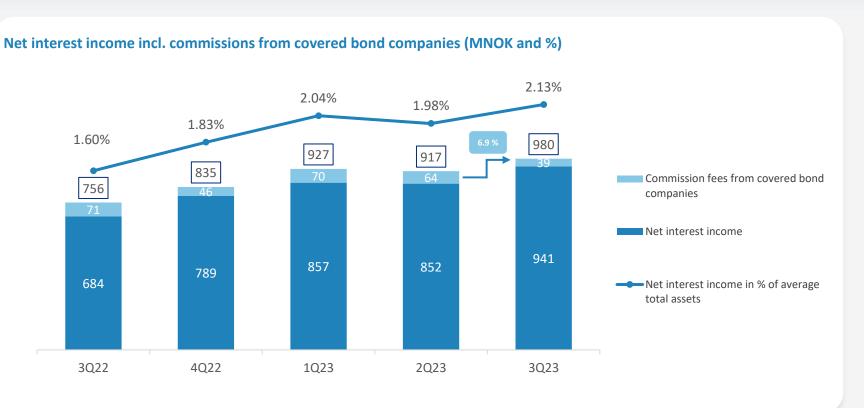


Group

	3Q23	2Q23	3Q22	YTD 2023	YTD 2022	2022
Net interest income	941	852	684	2 651	1 903	2 693
Net commission income	318	363	351	997	1 048	1 375
Other income	40	49	44	139	170	213
Dividends	0	10	1	28	30	43
Net profit from ownership interest	-46	22	37	36	73	186
Net income from financial assets/liabilities	-17	84	-27	92	-112	-67
Total operating expenses	533	534	496	1 597	1 519	2 037
Operating profit before losses on loans and guarantees	703	846	594	2 346	1 592	2 406
Impairment on loans and guarantees	134	86	19	268	-36	27
Pre-tax operating profit	570	760	575	2 077	1 628	2 379
Tax expense	152	181	134	429	302	431
Profit/loss after tax	417	579	441	1 649	1 326	1 948
Return on equity	8.3 %	12.2 %	9.4 %	11.4 %	9.7 %	10.5 %
Cost/income ratio	43.1 %	38.7 %	45.5 %	40.5 %	48.8 %	45.8 %
Losses on loans as a percentage of gross loans	0.4 %	0.3 %	0.1 %	0.3 %	0.0 %	0.0 %

#### Net interest income

#### Increased net interest income despite rising money market rates

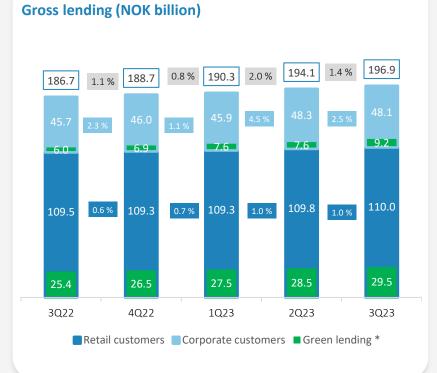


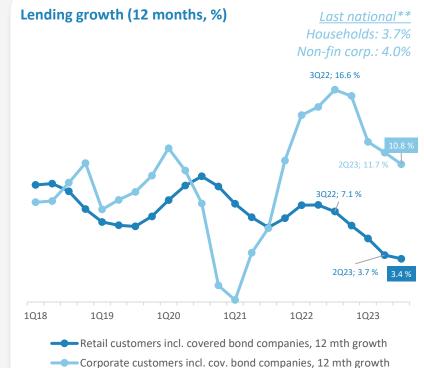
SpareBan

### Lending volume growth remains healthy



Expected lower growth going forward, but still good demand among personal and business customers





#### Lending margins

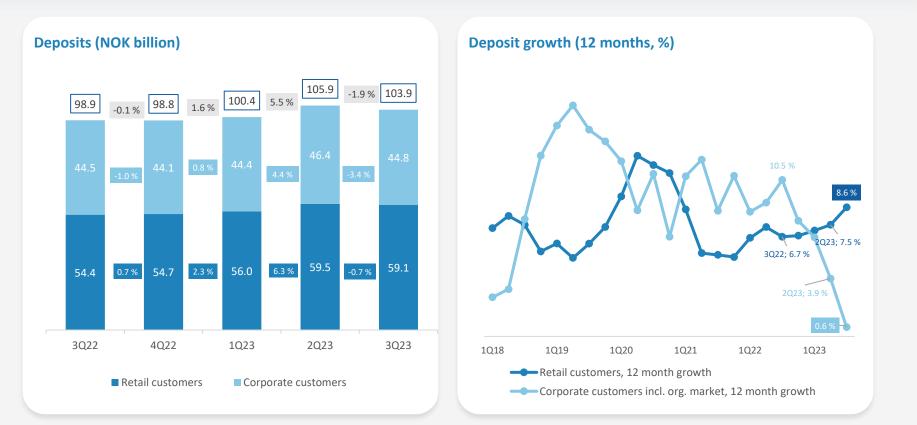




#### **Seasonally lower deposits**

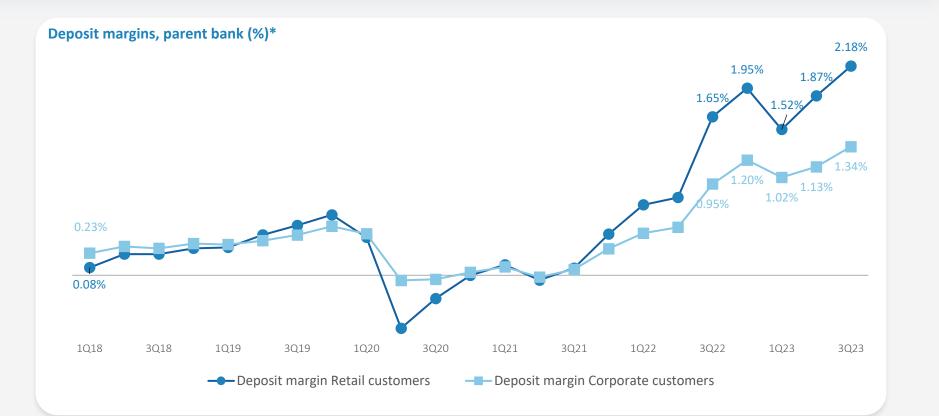
High and rising growth rate for retail deposits





#### **Deposit margins**

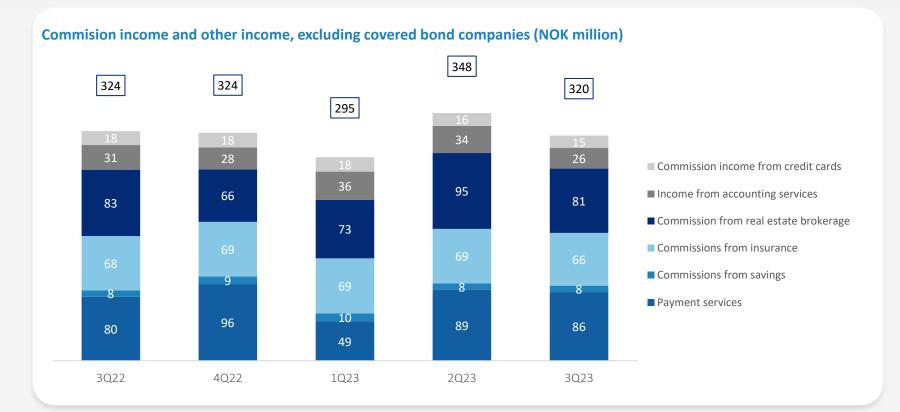




#### **Commission income**



Commission income levels similar to last year. Demerger last year affects accounting services provisions



#### **Profits in subsidiaries**

Sparebank 1 Finans Østlandet AS - Group

EiendomsMegler 1 Oslo Akershus AS - Group

SpareBank 1 ForretningsPartner Østlandet AS - Group \*

EiendomsMegler 1 Innlandet AS

Profit after taxes

(NOK million)

Subsidiaries





* SpareBank 1 Østlandet sold the consultancy part to TheVIT AS on 23 August 2022. Payroll and accounting operations were taken over in its entirety by	
SpareBank 1 Østlandet. The company changed its name to SpareBank 1 ForretningsPartner ('Business Partner') Østlandet AS.	

3Q23

52.7

3.6

1.1

1.5

58.9

## **Profits in joint ventures**

Profit after taxes



(NOK million)		3Q23	Ownership	3Q22	Ownership
SpareBank 1 Gruppen AS - Group*	-	63.7	12.40 %	443.5	12.40 %
SpareBank 1 Forvaltning AS		31.0	6.26 %	48.8	5.24 %
SpareBank 1 Boligkreditt AS		65.9	22.42 %	58.6	23.15 %
SpareBank 1 Næringskreditt AS		20.1	15.66 %	0.2	14.35 %
SpareBank 1 Kreditt AS	-	20.4	18.91 %	16.1	19.09 %
SpareBank 1 Betaling AS	-	47.1	18.10 %	- 16.8	18.20 %
BN Bank ASA	-	191.6	9.99 %	153.9	9.99%
Joint ventures	, -	177.4		704.3	

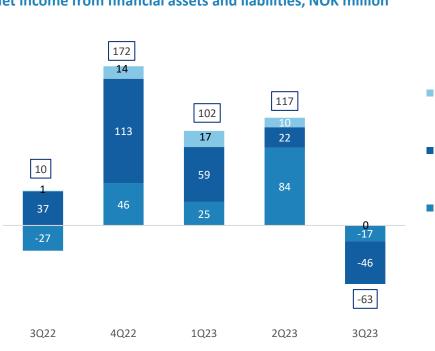


\* The majority's share of profit after tax in 3Q23 was NOK -66.4 million (270.5), which is also the basis for calculating SpareBank 1 Østlandet's share of the profits. SpareBank 1 Group implemented IFRS 9 and IFRS 17 on 1 January 2023. Numbers for 2022 have been restated.

## Net income from financial assets and liabilities

Weak contribution from associates and JVs





#### Net income from financial assets and liabilities, NOK million

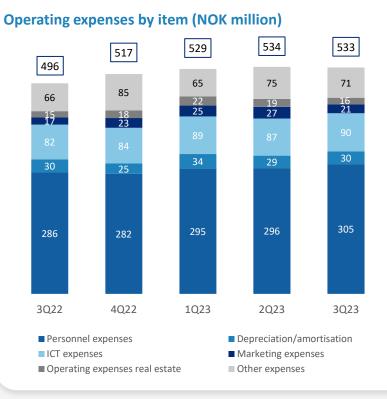
- Dividends from shares and other equity instruments
- Share of profit or loss of associates and joint ventures
- Net profit from other financial assets and liabilities

#### Selected valuation changes:

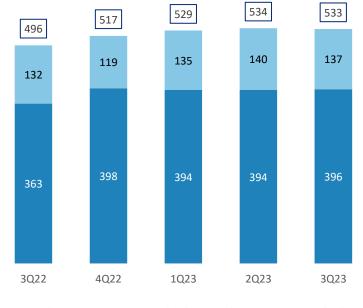
- Liquidity portfolio incl. hedges: NOK 33 mill.
- Debt securities issued, inclusive of hedging NOK -30
- Equity instruments: NOK -19 mill.
- Fixed rate lending incl. hedges: NOK -17 mill.
- Net profit from currency trading and hedging: NOK 12 mill.

#### **Operating expenses**

SpareBank ØSTLANDET Costs appr. unchanged from 2Q-23. Increase from 2022 due to wage growth and more FTEs in the parent bank



**Operating expenses, by unit (NOK mill.)** 



Total operating costs parent bank Total operating costs subsidiaries

## Loan loss provisions



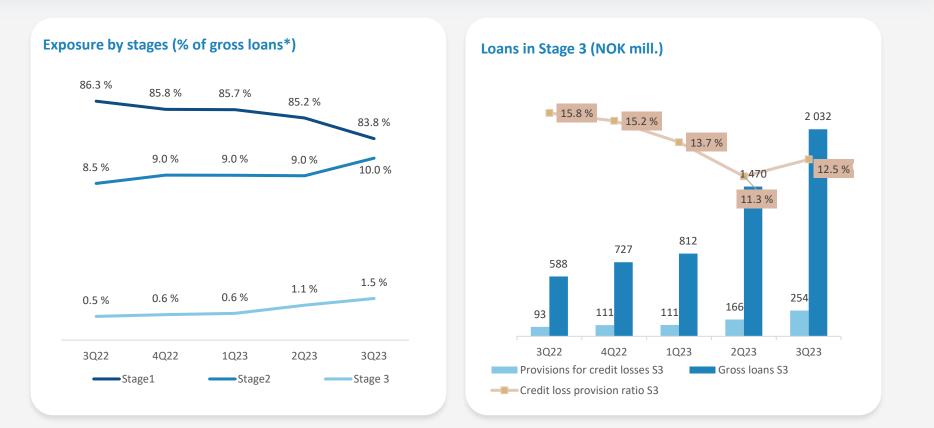
#### Increased model-based and individual provisions. Still low write-offs

	3Q22	4Q22	1Q23	2Q23	3Q23
Parent bank	16	58	42	77	87
SB1FØ	3	6	7	9	46
Group	19	63	49	86	134
Losses as a percentage of total lending	0.1%	0.2 %	0.2 %	0.3 %	0.4 %

Loan loss provisions (NOK million)	3Q22	4Q22	1Q23	2Q23	3Q23
Change in model-based loss provisions	38	30	25	25	26
Change individual loss provisions	18	1	55	55	88
Net write-offs	7	18	6	6	19
Total losses	63	49	86	86	134

#### Exposures per stage and credit loss provision ratio in stage 3

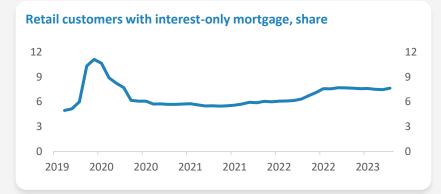




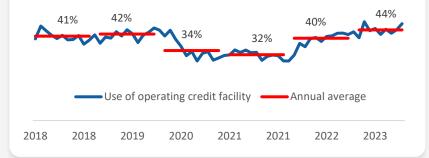
\* Excluding loans transferred to covered bond companies. Residual up to 100 per cent is due to loans at fair value over profit.

### Credit quality in the portfolio is very strong

No systematic challenges in the retail or corporate loan portfolios



Use of corporate credit facilities\*



Mortgages sent to debt collection (volume, NOK mill.)



Corp. arrears below 90 days (NOK mill.)\*\*



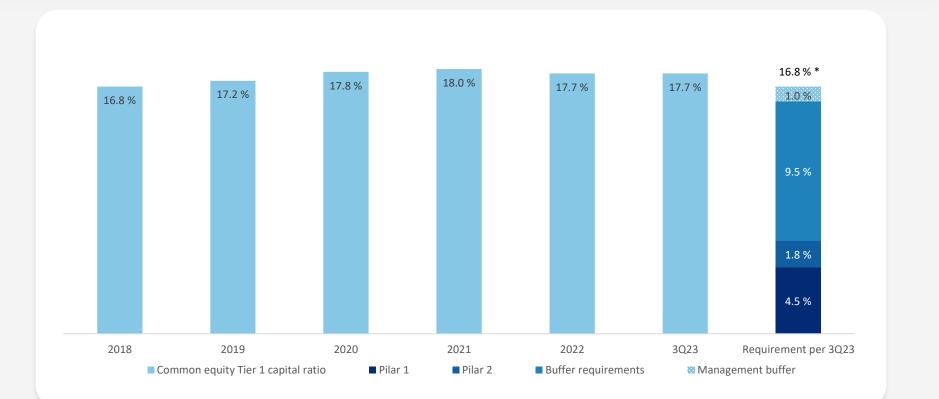
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### **CET-1 ratio**

#### Well above regulatory requirements





\*If anticipated changes to regulatory requirements regarding the Pillar 2 capital composition are made effective, 29 required CET-1 capital for the bank will be reduced by 0.8 %-points, based on today's Pillar 2 requirement.

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- Capital adequacy: **CET-1 ratio** of 17.7 % (17.9 % previous quarter). Effects of positive results counterweighed by higher risk-weighted assets.





# Creating together Proficient Near Engaged

We have worked for more than 175 years for people and businesses to succeed

Our work continues







# APPENDIX Financials/ECC

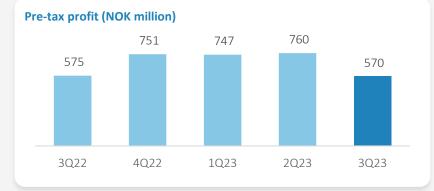
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#### Profit after tax and return on equity



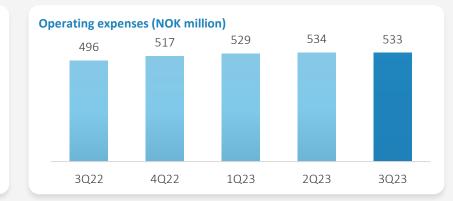


# Key financials - quarterly

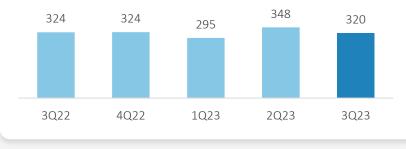


# Net interest income and commission fees from covered bond companies (NOK million)

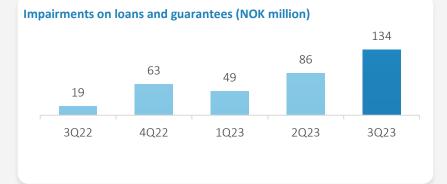


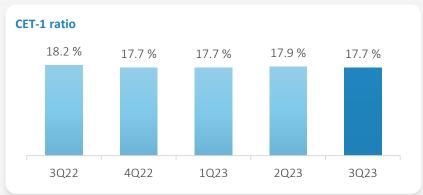


## Net commission income excl. covered bond companies (NOK million)



SpareBank ØSTLANDET

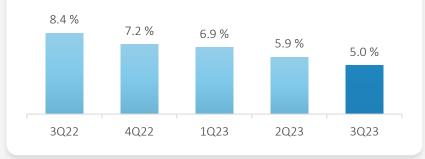




#### Lending growth last 12 months, inc. transferred loans



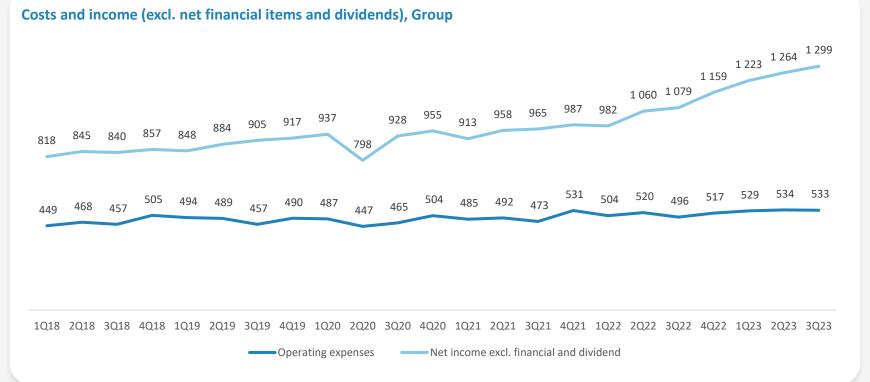
#### Deposit growth last 12 months





#### Very strong development in income relative to costs



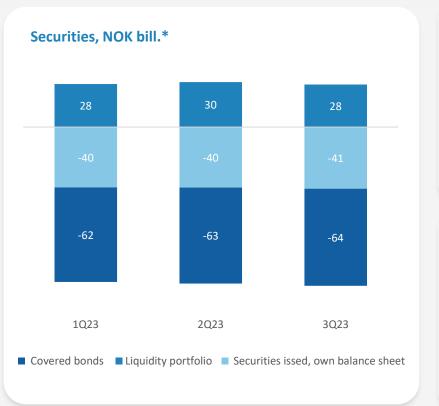


# Bank has adjusted interest rates following Norges Bank's rate hikes



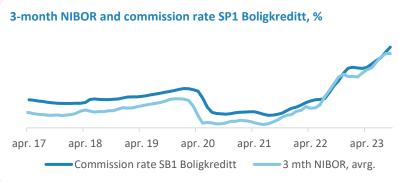
### Structure and rate fixings of funding and security holdings





Net rate fixings per month, share of quarter, %\*\*





\* Covered bonds refer to loans transferred to covered bond companies.

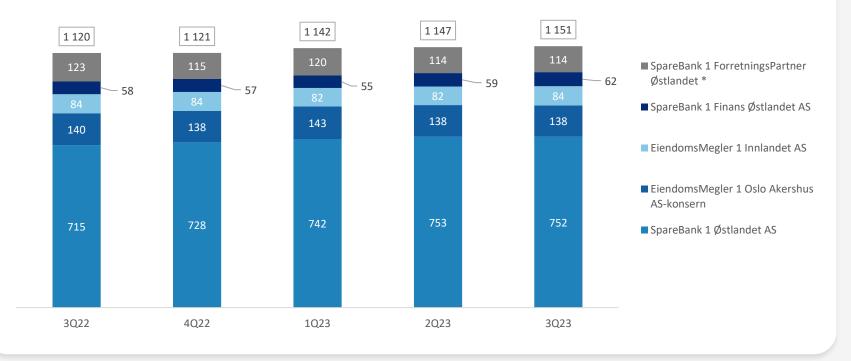
\*\* Includes rate fixings on liquidity portfolio, debt securities issued on own balance, and interest rate/cross currency basis swaps. E.g.: Per Mar-23, 66.3 % would be fixed in Apr-23.

### Headcount



#### Increased staffing in parent bank

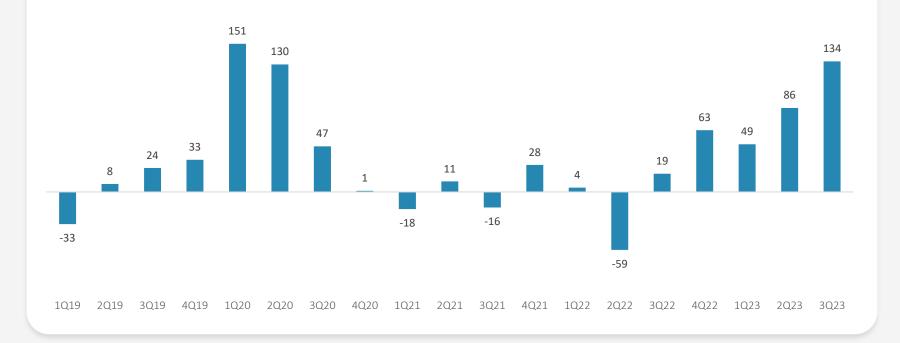
#### Full-time equivalents in parent bank and subsidiaries



### **Impairment charges**

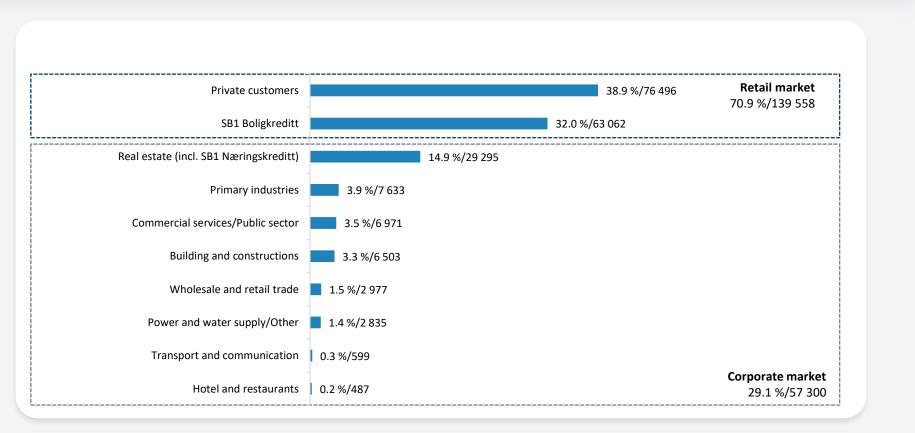


Impairment charges (NOK million)



## **Diversified loan portfolio**

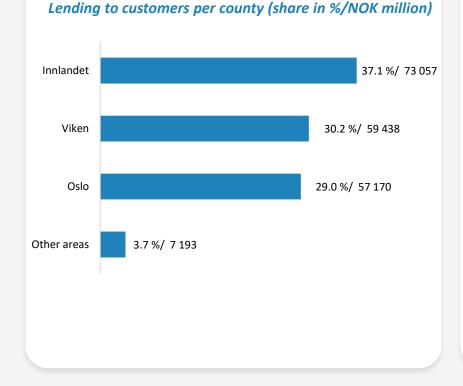
### Lending to customers per sector (% and NOK million)





## The Group's lending by geography

Lending to customers per geographic area and change last 12 months (% and NOK million)

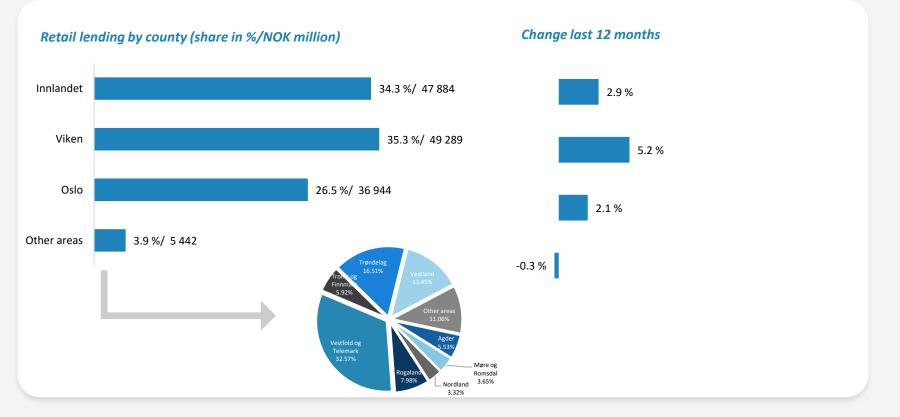




**SpareBa** 

### Mortgage loans by geography

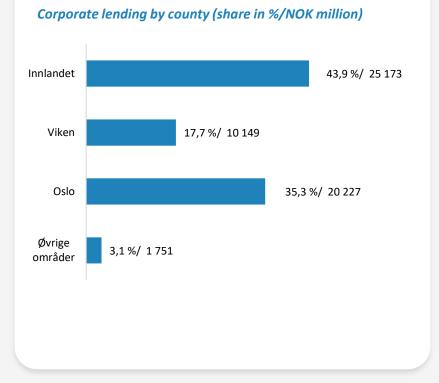
Retail lending per geographic area and change last 12 months (% and NOK million)

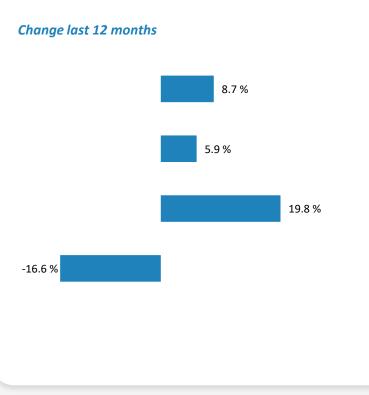




### Corporate market lending by geography

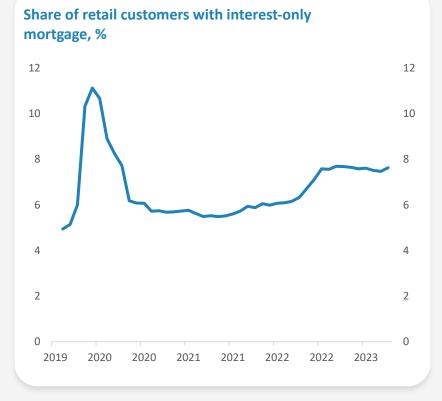
Corporate lending per geographic area and change last 12 months (% and NOK million)



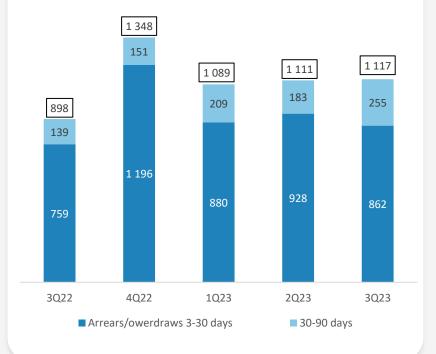


### **Retail: Interest-only mortgages and arrears**

Bank closely follows up payment problems, but far fewer customers than expected have problems



Arrears retail market, MNOK\*

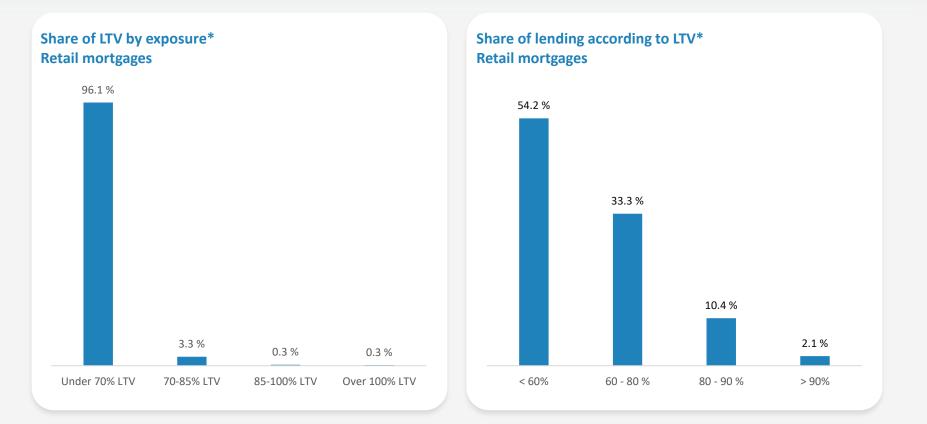




\*Does not include loans transferred to SpareBank 1 Boligkreditt.

### **Retail: Mortgage collateral**



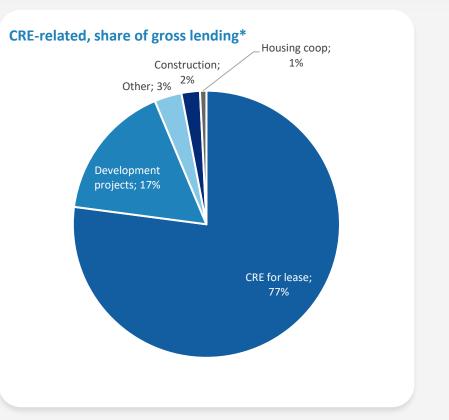


\* Including loans transferred to SpareBank 1 Boligkreditt.

## Commercial real estate is the bank's 2nd largest customer segment

Gross loans to commercially-related real estate, including building and construction

- Financing of commercially related real estate is the bank's largest corporate market exposure.
- Lending to real estate for lease is the largest category, accounting for about 77 %\* of total CRE exposure.
- Development projects is the second largest, at around 17 %\*.
- Building and construction, housing cooperatives and «other» account for the remainder.



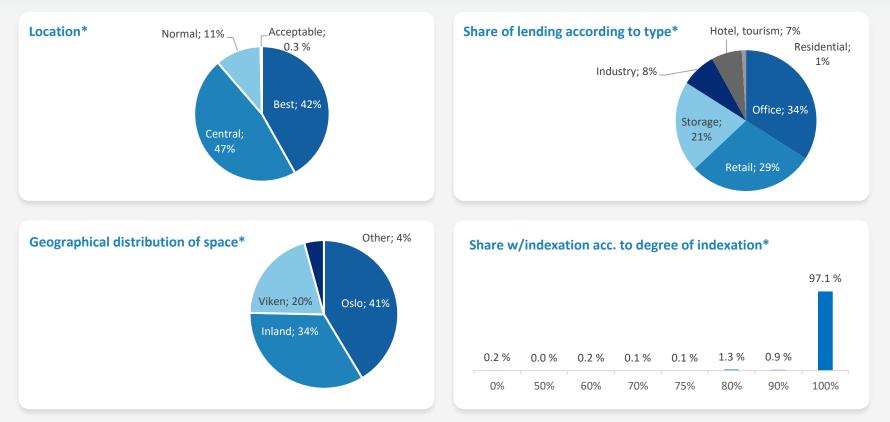
\*Based on loan balances in parent bank (not unused credit facilities). Business of several customers span categories so that shares in chart may not correspond completely with note 11 in the report.



## **CRE for lease: Attractive location, diversified rental type**

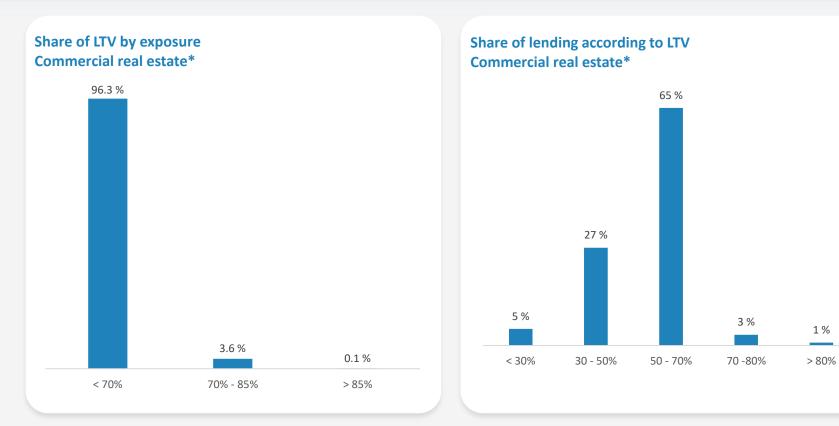


97 % of tenants have contracts that are 100 % indexed (to CPI) \*



## **CRE: Solid collateral**

### Loan portfolio is well positioned for higher yields in the commercial real estate market



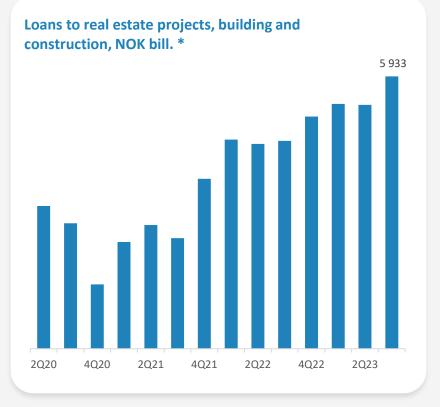
\* Based on numbers for parent bank and exposures of at least NOK 10 mill..

SpareBar ØSTLAND

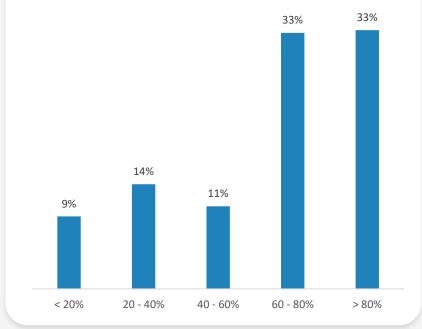
### **Development projects: More building projects are nearing completion**



Required pre-sales normally 60 %, depending for example on equity, experience and complexity



# Draw on construction loans, volume-weighted, share in %\*

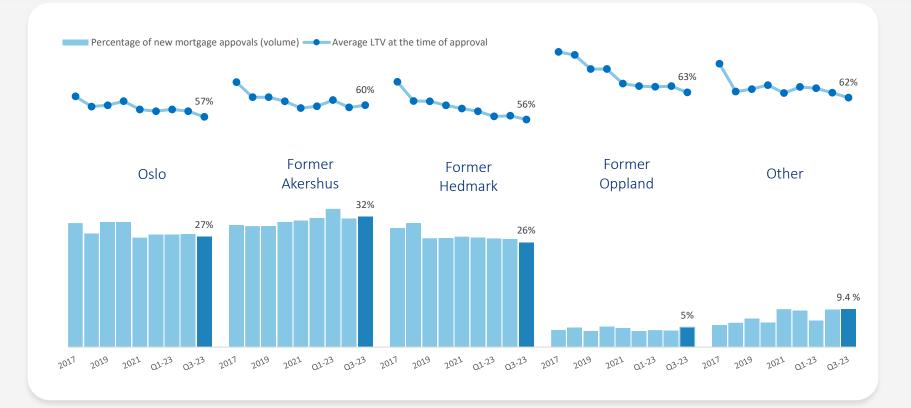


\*Based on numbers for parent bank.

## Stable low LTVs in new mortgage approvals



Share of new mortgage approvals and average LTV per period and county



### Size concentration risk in the lending book is low



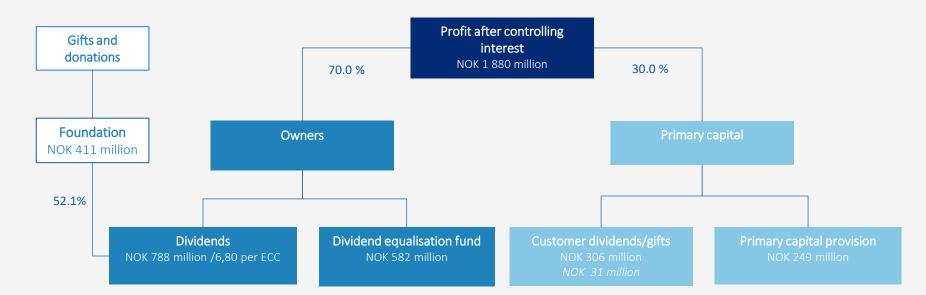
Retail and corporate loans by size (% share)\*



54

# Capital structure and allocation of 2022 profit

In line with dividend policy, for owners and society (through primary capital)



#### Dividends for the owners and customers equal 60 % of the Group's profit after tax<sup>1</sup>)

1) The figures in the statement do not add up to 100% because the results in subsidiaries, profit contributions, Bank's donation provisions, fund for unrealised gains and minority interests have been excluded. Moreover, the allocation of profits is based on profit after taxes in the parent bank while the dividend policy regards Group profits after taxes.

ILLUSTRATION

# SPOL

### Metrics for the equity capital certificate



	31.06.2023	31.06.2022
Market price (NOK)	133.40	107.20
Market capitalisation (NOK million )	15 452	12 417
Book equity per ECC <sup>1)</sup>	114.42	110.21
Earnings per ECC, NOK <sup>2)</sup>	9.67	7.76
Price/Earnings per ECC <sup>3)</sup>	10.32	10.34
Price/book equity 4)	1.17	0.97

1) Group book equity without hybrid capital, minority interest and provision for gifts x ownership interest\* / number of ECC's  $\$ 

2) Profit after tax for controlling interests x Equity capital certificate ratio\*/ number of ECC's.

3) Market price in NOK/annualized earnings per ECC.

4) Market price in NOK\*no. of ECC's /book equity (parent bank) x equity capital certificate ratio

5) Dividend adjusted return

SPOL return:	
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•	Return 3Q23 <sup>5</sup>	2.6 %
	Poturn v/v <sup>5</sup>	210%

•	Return y/y <sup>5</sup>	31.9 %
-	Return y/y	51.5 /0

- Liquidity in 3Q23 compared to same period in 2022.
  - Average daily transaction volume in 3Q23 of 32 823 ECCs (36 586).
  - Daily average turnover: NOK 4.3 million (4.2).

### Why invest in SpareBank 1 Østlandet (SPOL)?







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### Disclaimer



This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance.

Although SpareBank 1 Østlandet believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.

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

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