

### Merged bank, new name

- Sparebanken Hedmark and Bank 1 Oslo Akershus merged operations with effect from 1 April 2017.
- In its afternoon meeting on 30 March 2017, the Supervisory Board of Sparebanken Hedmark decided that the name of the merged bank would be SpareBank 1 Østlandet. The new name matches the merged bank's regional affiliation well. Re-profiling will take place during 2017.
- The technical merger of the two banks (including the internet banks) is planned for the autumn of 2017.
- New organisational structure and group management became effective on 1 April.
- The bank plans to list its equity certificates on Oslo Børs in the first half of June 2017, depending on market conditions.

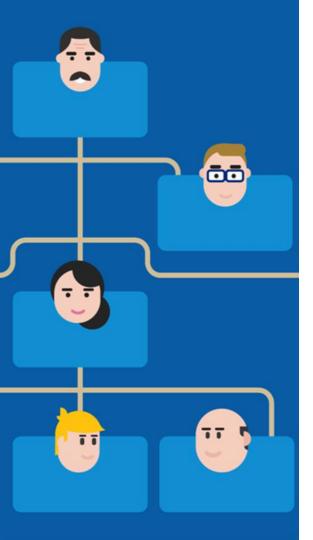




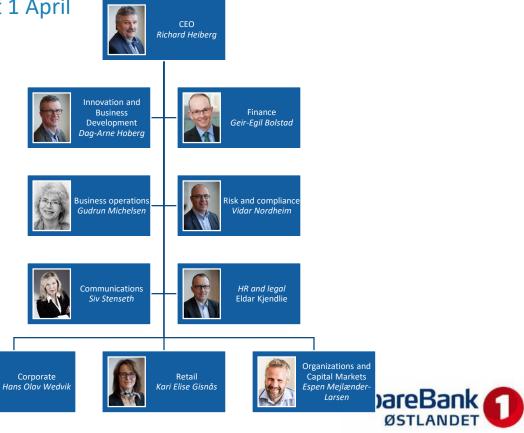
## New SpareBank 1 Østlandet

- Norway's fourth largest savings bank, established in 1845.
- Operations in Hedmark, Oppland, Oslo and Akershus with 1.7 mill.
   inhabitants.
- Head office in Hamar.
- Equity certificate bank, owned by Sparebankstiftelsen Sparebanken Hedmark (75 %), LO (15 %) and other SpareBank 1-banks (10 %).
- Part of SB1-Alliance, owns 12.4 % of SpareBank 1 Gruppen AS.
- Banking, leasing, accounting and real estate services.
- Total adjusted assets (inc. covered bond companies) of NOK 139 bn,
   with around NOK 122 bn in loans.
- 290,000 customers, with a retail share of 74 %.
- 38 bank branches, around 1,200 employees.





New group structure and management
With effect 1 April





### Summary of financials, Group

### Improved profitability

Higher lending, improved margins

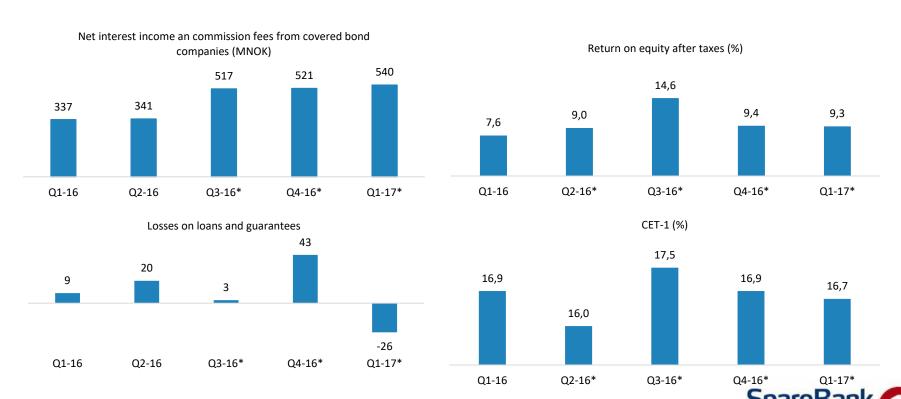
Net loan loss reversals

Norway's most solid regional savings bank

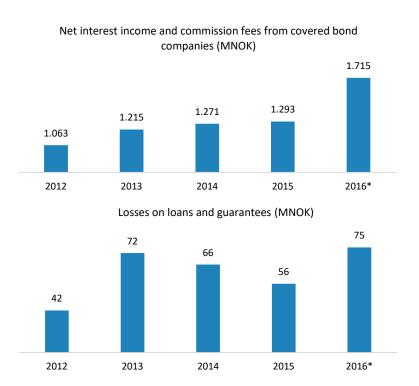
- Profit after tax in Q1 2017 for Group of NOK 274 mn (Q1 2016 pro forma: 203), with an ROE of 9.3 % (7.6 %).
  - Improvement from Q1 2016 due mainly to higher net interest income and lower loan losses.
  - Closure of defined benefit pension scheme in Bank 1 contributed positively. Other cost developments impacted by merger, with progress and costs in line with plans.
- Net interest income in Q1 2017 of NOK 464 mn (416). High lending growth and improvements in deposit and corporate lending margins contributed positively compared to Q1-16, retail lending margins contributed negatively.
  - Pro forma lending and deposit margins were 2.17 % (2.18 %) and 0.11 % (0.04 %), respectively, including loans transferred to SpareBank 1 Boligkreditt.
- Net reversals on losses on loans and guarantees of NOK 26 mn in Q1 2017 (loss costs of NOK 9 mn), due reduced group write-downs of NOK 27 mn (0).
- CET-1 ratio of 16.7 % in Q1 2017 (16.9 % in Q4-16). Decline from Q4 due to a combination of lending growth and a higher ownership share and consolidation of SB1 Kredittkort. Leverage ratio of 7.5 % (7.4 % in Q4-16).

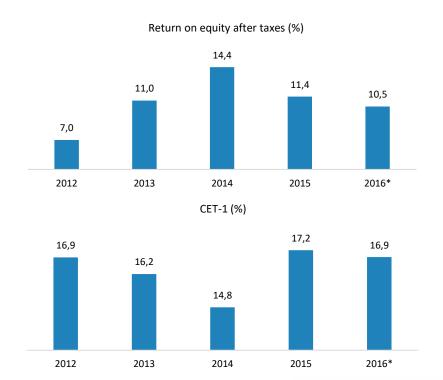


## Key financials – quarterly



## Key financials – annual







## Financial results



## Financial reporting and the Bank 1-acquisition

- The income statement of Bank 1 Oslo Akershus AS for H1-16 has been included in the Group result in accordance with the equity method, with an ownership share of 40.5 %. The income statement includes 100 % consolidation of Bank 1's result from Q3 2016.
- The balance sheet of Bank 1 Oslo Akershus AS has been fully consolidated in the Group balance sheet per 30 June 2016.
- Due to the acquisition, comparisons between previous years' income statements and balance sheets are less informative.
- Note 8 in the interim report shows the consolidated profit as it would have been with 100 per cent ownership of Bank 1 Oslo Akershus AS from 1 January 2016.



### Main figures for Q1 2017

### Group, former Sparebanken Hedmark and Bank 1

	Reported Sparebanken Hedmark Group	"Former" Sparebanken Hedmark A	Bank 1 Oslo kershus Group
Profitability	ricamark Group	Ticumurk A	Kersiius Group
Return on equity capital after tax	9,3 %	8,4 %	13,0 %
From the balance sheet			
Assets (NOK mn)	101.861	61.186	42.028
Total adjusted assets (NOK mn)	138.661	79.702	60.312
Lending growth last 12 months incl. transferred loans	95,8 %	9,4 %	9,7 %
Deposit growth during the last 12 months	86,4 %	6,4 %	9,5 %
Deposits to loan ratio	73,9 %	72,5 %	76,0 %
Financial strength			
Common Equity Tier 1 capital ratio	16,7 %		12,6 %
Tier 1 capital ratio	17,6 %		14,6 %
Capital adequacy ratio	19,3 %		17,4 %
Leverage ratio	7,5 %		5,8 %
Other key figures			
Total operating costs in relation to total income	56,6 %	55,6 %	49,5 %
Losses in % of gross loans	-0,03 %	-0,04 %	-0,02 %
Problem loans in % of total commitments	0,51%	0,76 %	0,05 %
Problem loans in % of gross loans	0,56 %	0,86 %	8,10 %



### Income statement Q1 2017

	Q1 2017	Q1 2016	2016
Net interest income	464	297	1.490
Net commission income	255	110	759
Other income	53	50	180
Total operating expenses	437	253	1.203
Result bank operation before losses	335	204	1.226
Losses on loans and guarantees	-26	9	75
Result bank operation after losses	361	195	1.151
Dividends	9		46
Net profit from ownership interest	6	70	234
Net income from financial assets/liabilities	-14	-63	-60
Profit/loss before tax	361	202	1.371
Tax charge	88	33	271
Profit/loss after tax	274	169	1.100
Return on equity capital after tax	9,3 %	7,7 %	10,5 %
Total operating costs in relation to total income	56,6 %	54,5 %	45,4 %
Losses on loans as a percentage of gross loans	-0,03 %	0,1 %	0,1 %

<sup>\*</sup> Figures for 2016 include 40.5 % ownership of Bank 1 in H1-16, then 100 %.



# Profits from subsidiaries and joint ventures

(Nok million)	Q1 2017	Q1 2016	2016
Parent Bank's profit after tax	190	158	964
Dividends received from subsidiaries and joint			
ventures	-84	-80	-389
Profit /loss attributable to:			
SpareBank 1 Gruppen AS	42	34	192
Bank 1 Oslo Akershus AS*	119	23	250
SpareBank 1 Boligkreditt AS and Næringskreditt AS	-25	12	-23
EiendomsMegler 1 Hedmark Eiendom AS	2	1	14
SpareBank 1 Finans Østlandet AS	28	18	86
SpareBank 1 Regnskapshuset Østlandet AS	2	1	2
SpareBank 1 Kredittkort AS	2	3	17
SpareBank 1 Mobilbetaling AS	-14	-3	-25
Other companies	11	0	12
Consolidated profit after tax	274	169	1.100

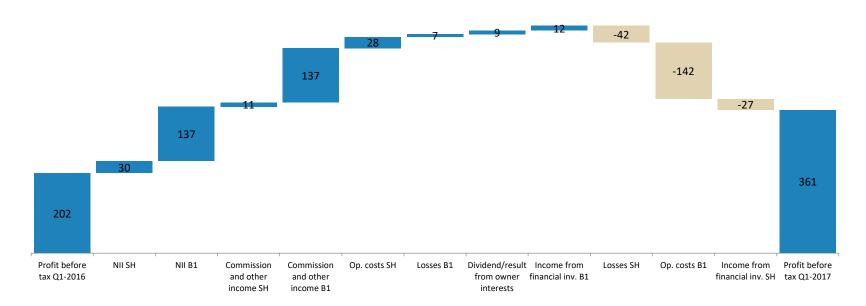
<sup>\* «</sup>Q1 2016»: Ownership share of 40.5 % in Bank 1.



<sup>«2016»: 40.5 %</sup> ownership share for first half of the year, then 100 % ownership in Bank 1.

## Change in profit from Q1 2016 to Q1 2017

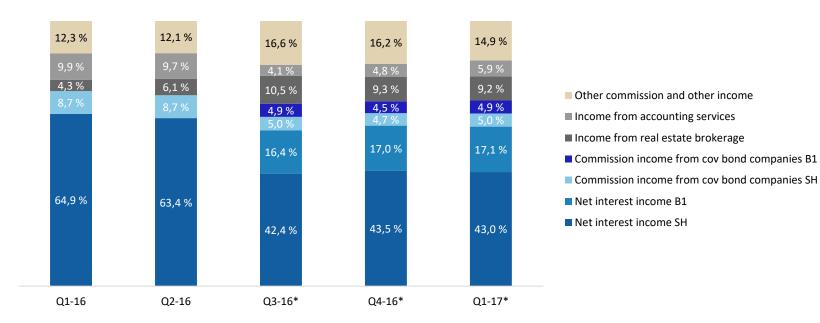
Contribution to changes in profit before tax from Q1-16 to Q1-17. Sparebanken Hedmark (Group). MNOK.





### Group income profile

Income by type. Sparebanken Hedmark (Group). % share of total income.\*

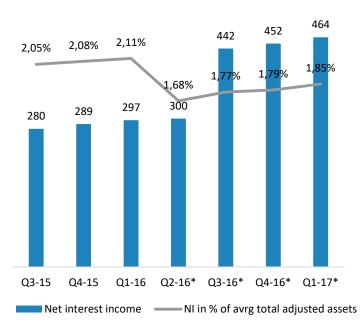


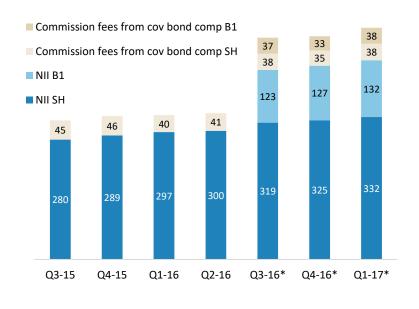
<sup>\*</sup> Includes 100 % ownership of Bank 1.



### Net interest income

Interest income excl. commissions from covered bond companies. Interest income incl. commissions from covered bond companies



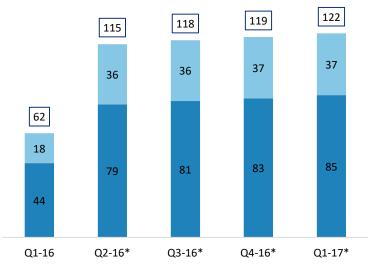


<sup>\*</sup> Q3-16, Q4-16 and Q1-17 include net interest income, commission income and the balance sheet of Bank 1. Q2-16 only includes the balance sheet of Bank 1.



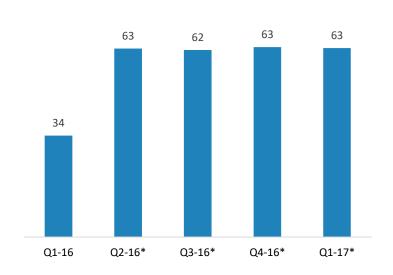
### Loan and deposit volumes

Loans. Numbers in boxes: Total loans. NOK bn. \*\*



■ Loans transferred to coverd bond companies ■ Gross loans own balance

#### Deposits. NOK bn.



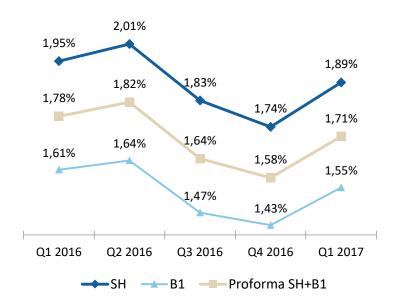


<sup>\*</sup> Includes 100 % ownership of Bank 1.

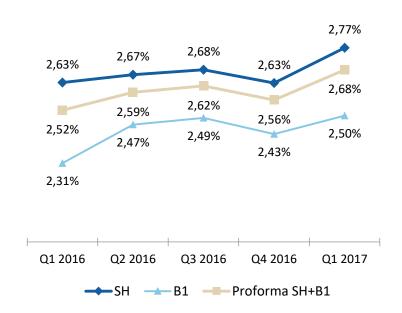
<sup>\*\*</sup> Numbers include loans transferred to the covered bond companies.

### Lending margins

Retail lending margins, incl transferred loans. %.\*



#### Corporate lending margins, incl transferred loans. %.\*

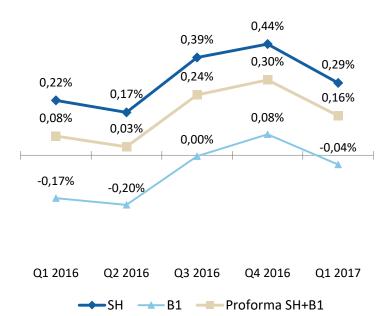




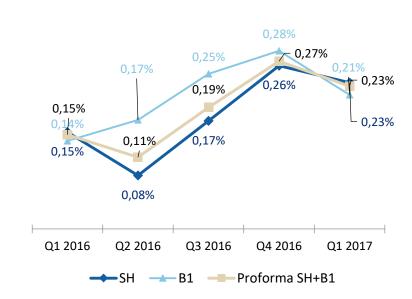
<sup>\*</sup> Proforma includes 100 % ownership of Bank 1.

### Deposit margins

#### Retail deposit margins. %.\*



#### Corporate (excl Organisation Market) deposit margins. %.\*

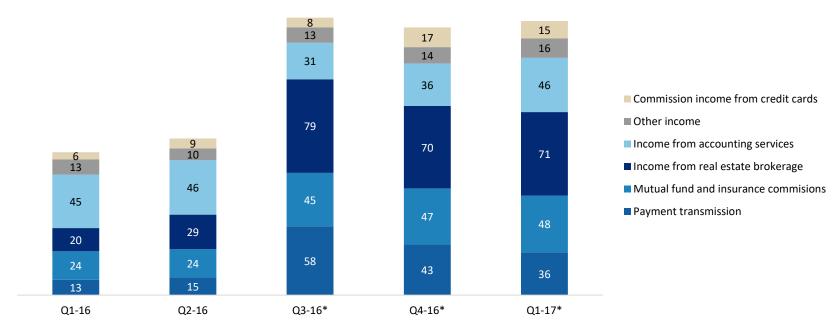




<sup>\*</sup> Proforma includes 100 % ownership of Bank 1.

### Net commission and other income

Commission and other income, by type. MNOK.\*

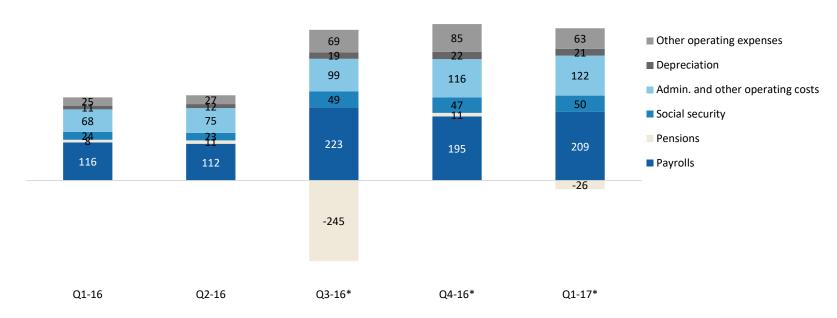


<sup>\*</sup> Includes 100 % ownership of Bank 1.



## Operating expenses

Operating expenses, by type. MNOK.\*



<sup>\*</sup> Includes 100 % ownership of Bank 1.



### Financial assets and liabilities

Net income from financial assets and liabilities, by type. MNOK.\*

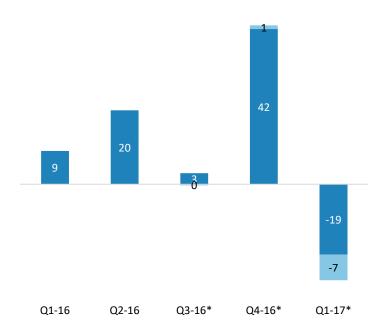


<sup>\*</sup> Includes 100 % ownership of Bank 1.

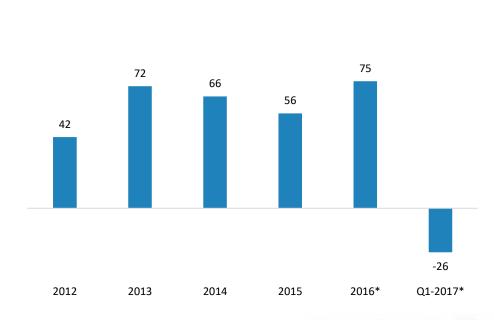


### Losses

Losses on loans and guarantees. Quarterly. MNOK.\*



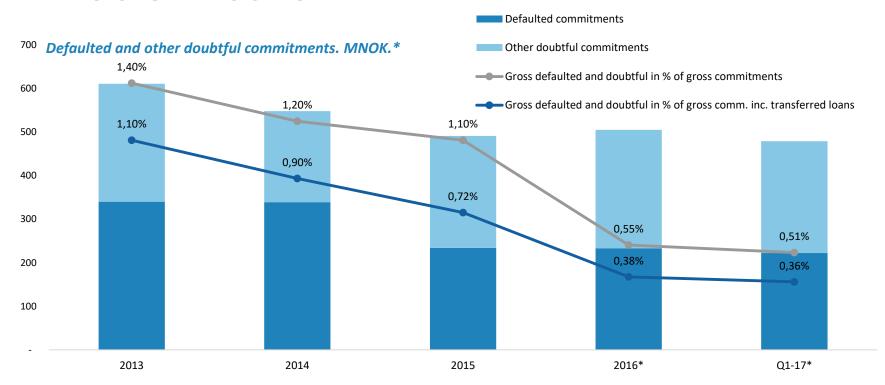
Losses on loans and guarantees. Annual. MNOK.\*





<sup>\*</sup> Includes 100 % ownership of Bank 1.

### Problem loans



<sup>\*</sup> Includes 100 % ownership of Bank 1.

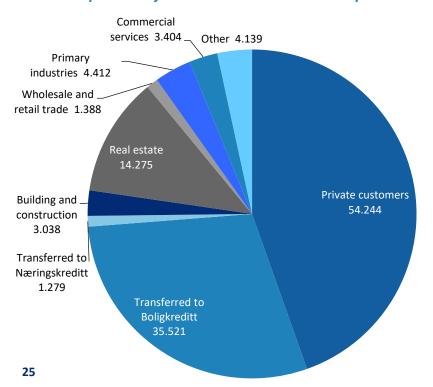


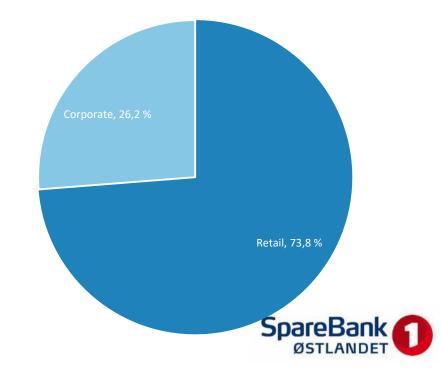
### Composition of loans and receivables

74 % of lending to retail customers – 77 % including agriculture

Composition of loans incl. covered bond companies. MNOK

Composition of loans incl. covered bond companies. % share.



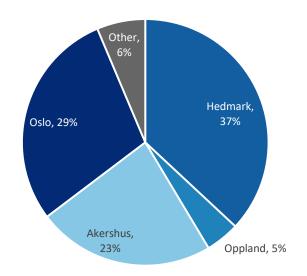


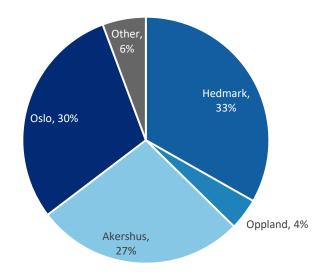
### Geographical distribution of loans

The loan portfolio is evenly distributed across three counties.

Gross lending pr county. % of total lending\*.

Mortgage loans pr county. % of total mortgage lending\*.







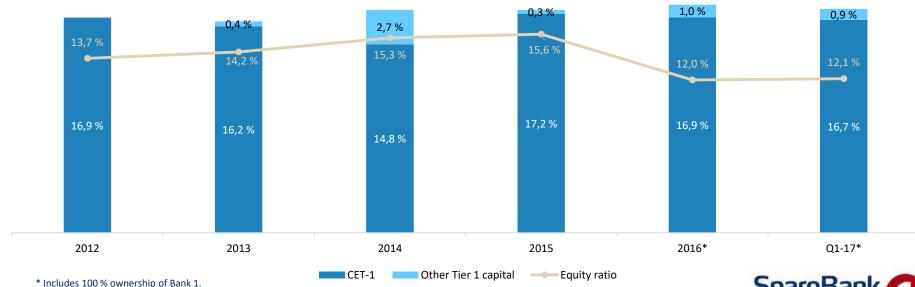
<sup>\*</sup> Figures include loans transferred to covered bond companies, but not loans from SpareBank 1 Finans Østlandet.

### Capital adequacy

The most solid regional savings bank. Maintains target of CET-1 of 16 % over time.

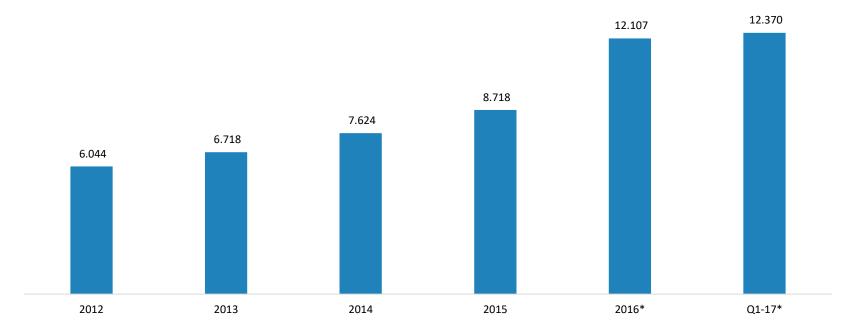
Measures of bank solidity for Sparebanken Hedmark (Group). %.

Leverage ratio in Q1 2017: 7,5%



# **Equity capital**

Equity capital. End-of-year balances. MNOK.

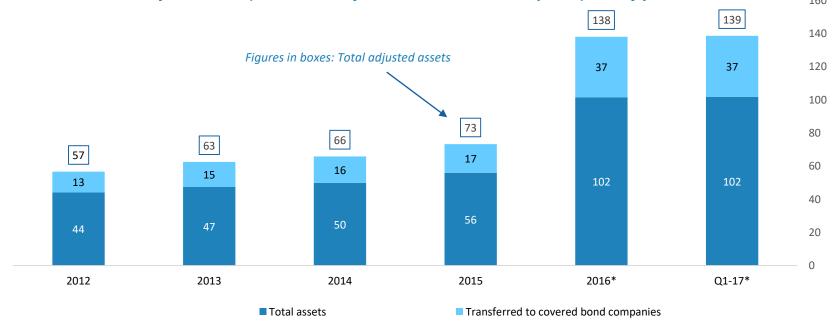


<sup>\*</sup> Includes 100 % ownership of Bank 1.



### Size of balance sheet

Total assets and total adjusted assets (incl loans transferred to covered bond companies). End-of-year balances. NOK bn.



<sup>\*</sup> Includes 100 % ownership of Bank 1.



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