

### Highlights in 3rd quarter of 2022

#### Summary

SpareBank of Strander

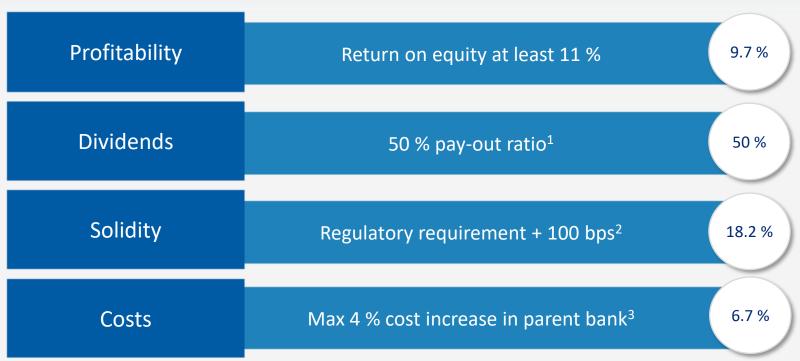
- Return on equity in the quarter of 9.4 %. Strong underlying development in core banking operations.
- Solid growth in **net interest income (including commission income from transferred loans)**, of 12.3 % y/y (5.1 % q/q), from repricing and good lending growth (9.6 % y/y and 1.8 % q/q).
- Restructured accounting services operations, establishing SpareBank 1
   ForretningsPartner Østlandet.
- Good underlying trend in **net commission income (excl. transferred loans)**: Growth of 10.2 % y/y, with particularly positive contributions from payment services, insurance and mutual fund commissions. Quarterly fall due particularly to real estate brokerage and demerger effects from accounting services.
- **Net financials** contributed NOK 10 mill. A low profit contribution reflects weak results in the SpareBank 1 Group and negative value changes from financial items.
- Operating expenses: Up 4.9 % y/y. Quarterly fall in operating expenses (4.6 % q/q), due partly to demerger effects.
- Loan losses: Loan loss of NOK 19 mill., predominantly due to increase in model-based provisions for credit losses.



### Financial targets and achievements per 30 September 2022



Long-term goals versus actual results

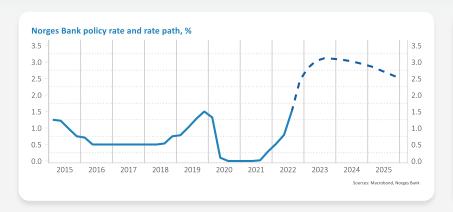


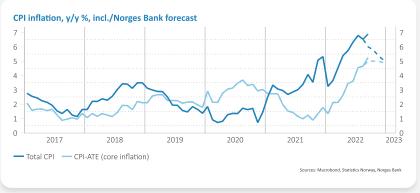
- Out of profits after taxes taking into account non-controlling ownership interest and interest on hybrid capital.
- 2. Per 30 September 2022. Regulatory requirement of 14.8 % per 30 September 2022. Capital planning takes into account future planned regulatory changes.
- 3. The Board of Directors set a target for 2022 of cost growth within 4 % in the parent bank.

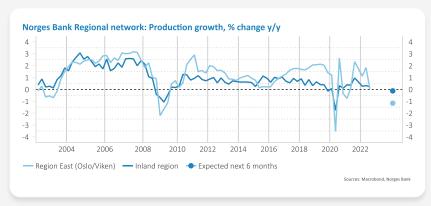
# Higher policy rates due to increased inflation and despite weaker activity

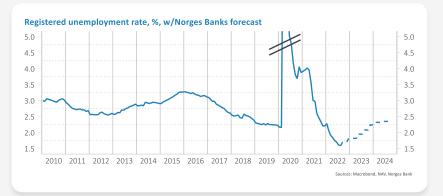


Companies in the market area expect lower activity. Norges Bank forecasts moderately higher unemployment





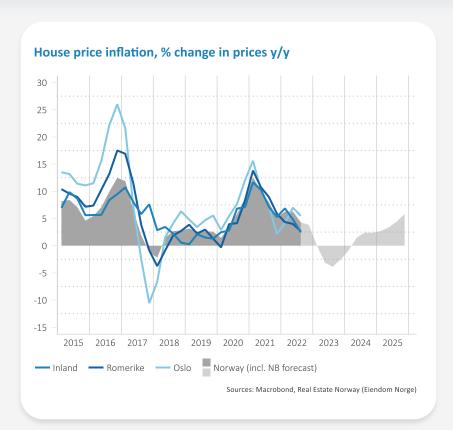




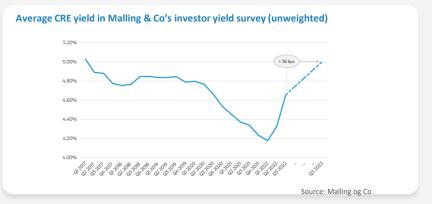
### **Expected fall in prices of homes and commercial real estate**



Fall is mitigated by relatively low unemployment, high office demand and increased rental income



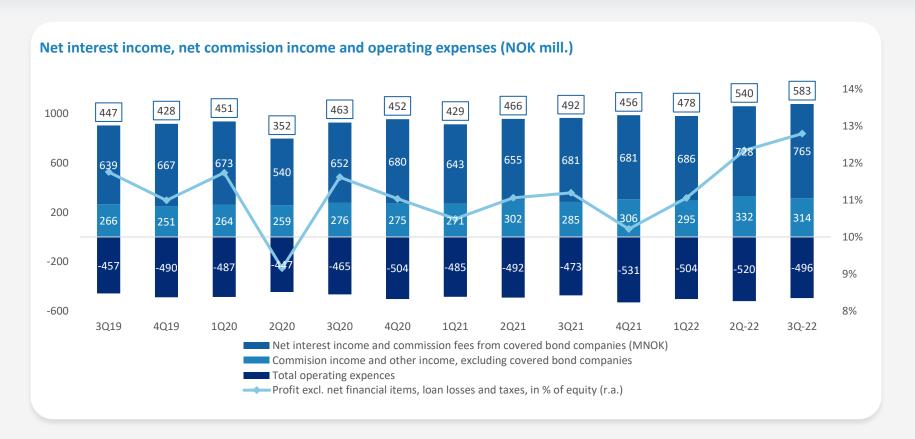




### **Another strong quarter for core operations**



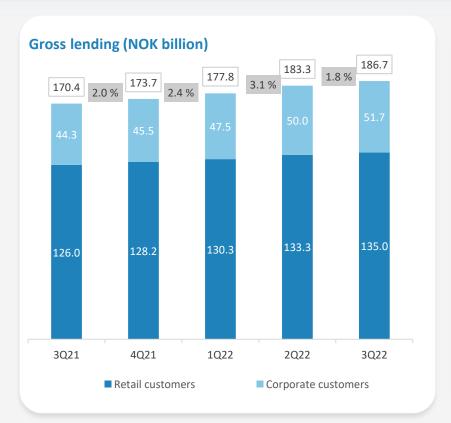
Strong income increase from NII and good underlying development in commission income

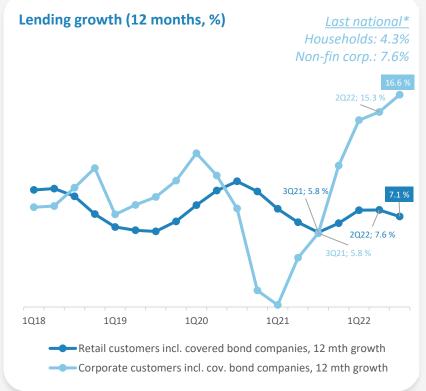


### **Continued strong lending growth**



Strong lending growth in the corporate market, somewhat slower pace in the retail market

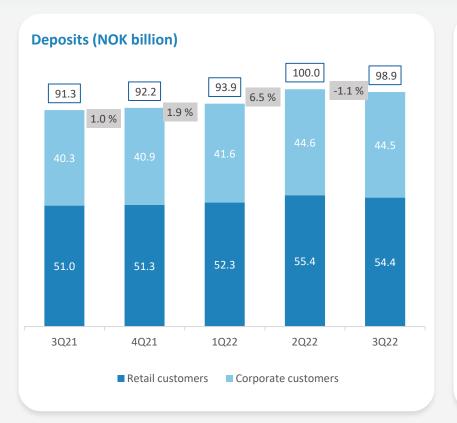


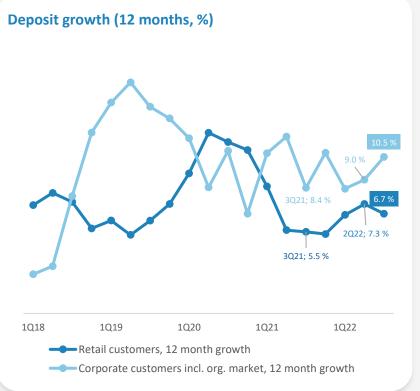


### High deposit growth



High deposit growth compared with last year. Seasonal drop in deposits for the retail market.





# **Strategic objectives towards 2025**





We know our customers and create the best customer experience



We create tomorrow's relationship bank in an open and engaging working environment



We are a clear driver of the sustainable transition



We have one of the most attractive equity capital certificates on Oslo Stock Exchange

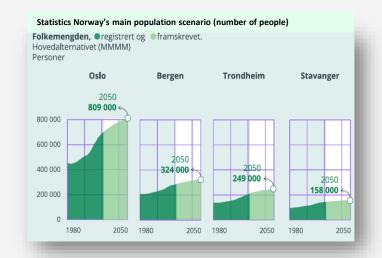
# Ambition: Norway's best relationship bank



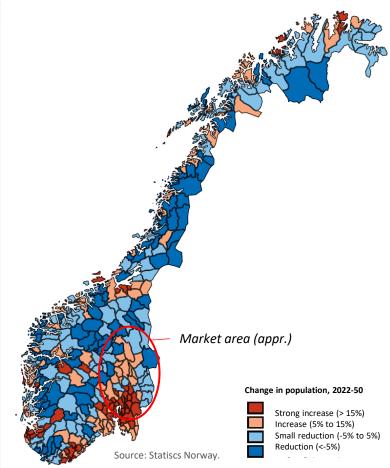
### Profitable growth in the capital region

Strong challenger position in the country's most attractive market

- Capital region: Important growth market for the bank. The region has Norway's highest expected population growth.
- Inland region: Continue to develop our already strong position.









### **Strengthening of operations in Oslo**



Recruitment of up to 10 new financial advisors and planned establishment of new branch

- Oslo and surrounding areas is an important growth market for the bank.
- Local presence and competent financial advice is important in order to become Norway's best relationship bank.
- Bank plans to establish a new office at Økern by 1Q 2023. This is a «new» city district in Oslo, with significant new housing construction.
- Moreover, half of up to 10 new retail market-advisors have been hired.
- Bank's ambition is to recruit new customers and to improve the offering to existing customers in the local market area.







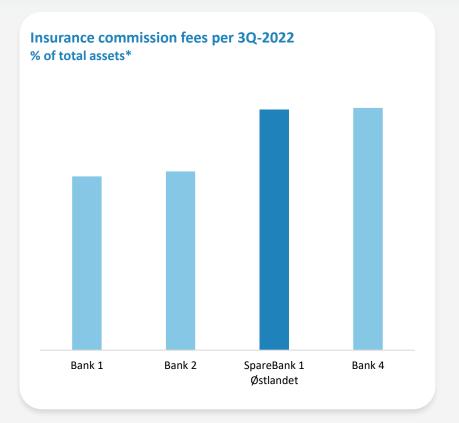
### We aim to be the best at cross sales



Intensified strategic focus on capital-light income to ensure profitable growth





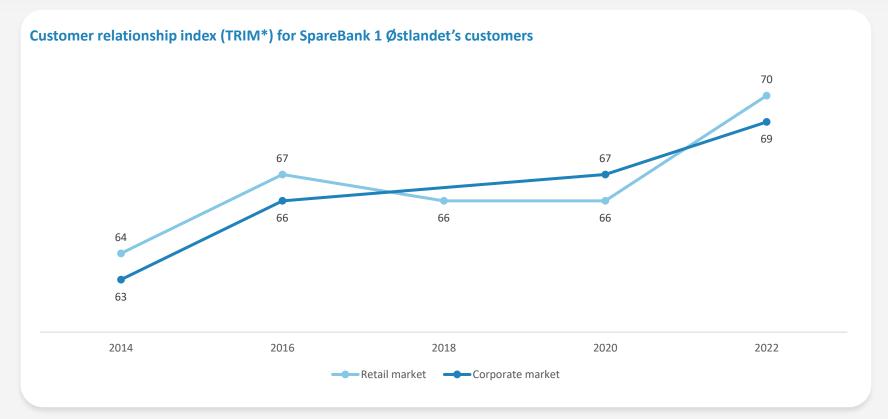




# All-time high customer satisfaction index



Important factor in achieving our strategic objectives



Sources: Kantar, SpareBank 1 Østlandet.

<sup>\*</sup> Last survey from period Feb-Apr 2022. TRIM-index is composed of sub-indices for Customer satisfaction and Preferance.



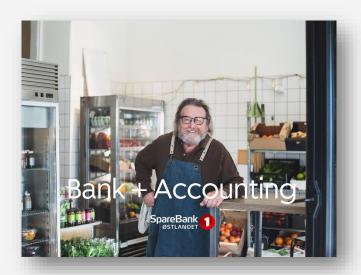
### SpareBank 1 ForretningsPartner Østlandet established



Strengthen efforts in accounting, payroll and advisory services, emphasising cross-Group cooperation

- SpareBank 1 ForretningsPartner («Business Partner»)
   Østlandet was established on 24 August through the demerger and sale of the consultancy operations of TheVit AS.
- TheVit AS changed name to SpareBank 1 ForretningsPartner Østlandet and consists of payroll and accounting operations.
- 120 employees in 9 offices in Eastern Norway (Østlandet). Ivar Mjelde as CEO.
- Through this, the group strengthens its efforts within accounting, payroll and advisory services.
- It also involves a stronger degree of cooperation with the parent bank through the «Bank+Accounting»-concept.
- Strong demand, high customer satisfaction, and a new, optimstic organisation.







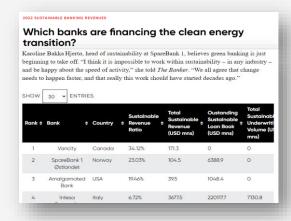
### New and encouraging feedback on our ESG-efforts



Motivating for our efforts to become a clear driver in the sustainable transition



### 2nd place in Sustainable Banking Revenues Ranking 2022\*





#### 8th place in World's Most Socially Responsible Banks 2022\*\*



SpareBank 1 Østlandet is the only Nordic bank rated among the top 10 in both rankings

<sup>\*</sup> Published by The Banker in cooperation with Corporate Knights.



### **Green loan portfolio is crucial to achieve the net zero target**



Important for role as a driver in the transition, but also to reduce climate risk in the bank's own portfolio

#### Extended green agricultural loan:

- Existing agricultural loan was initially directed towards solar energy systems.
- Now extended to include other purposes, in line with the climate plan of the agricultural sector.
- Requires that the customer uses the sectordeveloped climate calculator.

### Corporate solar energy loan:

- Bank aims to increase the share of «green» buildings from 26 % to 40 % by 2025.
- Important to improve existing buildings.
- Financing solar energy systems is a natural extension of the bank's exisiting loan product for energy efficency measures.







# Lower return on equity, but strong core operations



Financial accounts 3Q 2022 and year to date (same period last year in brackets)

Profit after tax	<ul> <li>Profit after tax in 3Q22 of NOK 441 million (NOK 561 million)</li> <li>Profit after tax ytd. of NOK 1,326 million (NOK 1,517 million).</li> </ul>
Return on equity	<ul> <li>ROE in 3Q22 of 9.4 % (12.6 %)</li> <li>ROE ytd. 9.7 % (11.8 %).</li> </ul>
CET-1	• CET 1 ratio 18.2 % (18.0%)
Lending growth	<ul> <li>Lending growth 1.8 % in 3Q22 (1.8 %), incl. covered bond companies</li> <li>Lending growth 9.6 % (5.8 %) last 12 mths, incl. cov. bond companies</li> </ul>
Deposit growth	<ul> <li>Deposit growth -1.1 % in 3Q22 (-1.4 %)</li> <li>Deposit growth 8.4 % (6.7 %) last 12 months</li> </ul>
Loan losses	<ul> <li>Net losses of NOK 19 million in 3Q22 (losses of NOK 16 million).</li> <li>Net reversal ytd. of NOK 36 million (net reversal of NOK 23 million)</li> </ul>

### **Income statement**



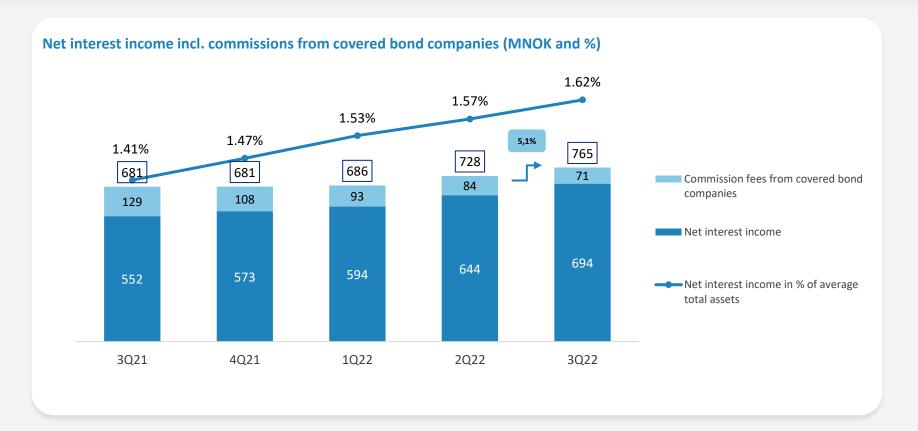
### Group

	3Q22	2Q22	3Q21	YTD 2022	YTD 2021	2021
Net interest income	694	644	552	1.931	1.628	2.202
Net commission income	342	357	364	1.020	1.034	1.389
Other income	44	60	50	170	174	233
Dividends	1	14	0	30	21	21
Net profit from ownership interest	37	20	109	73	278	405
Net income from financial assets/liabilities	-27	-153	88	-112	188	174
Total operating expenses	496	520	473	1.519	1.450	1.980
Operating profit before losses on loans and guarantees	594	421	690	1.592	1.873	2.443
Impairment on loans and guarantees	19	-59	-16	-36	-23	5
Pre-tax operating profit	575	480	706	1.628	1.896	2.438
Tax expense	134	130	144	302	379	416
Profit/loss after tax	441	350	561	1.326	1.517	2.022
Return on equity	9,4 %	7,7 %	12,6 %	9,7 %	11,8 %	11,6 %
Cost/income ratio	45,5 %	55,3 %	40,7 %	48,8 %	43,6 %	44,8 %
Losses on loans as a percentage of gross loans	0,1 %	-0,2 %	-0,1 %	0,0 %	0,0 %	0,0 %

#### Net interest income



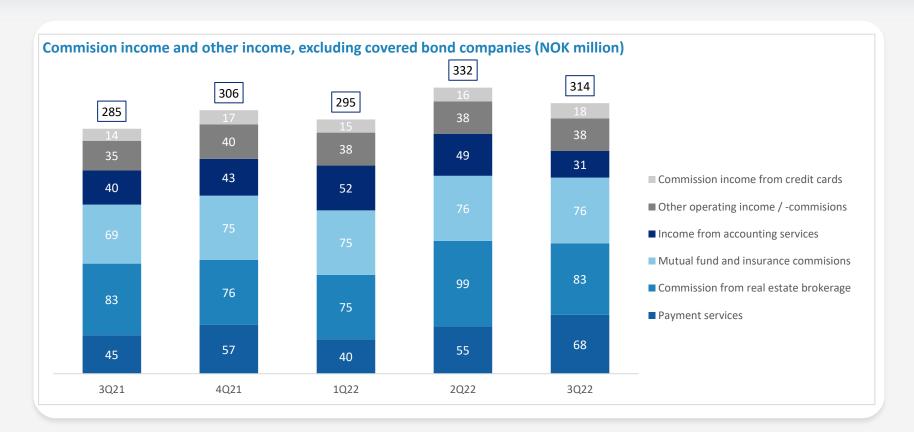
Increased NII from volume growth and higher deposit margins while lending margins fell in 3Q



#### **Commission income**



Strong growth from payment services, and mutual funds and insurance. Demerger impacts accounting.



#### **Profits in subsidiaries**

#### Profit after taxes



(NOK million)		3Q22	3Q21
Sparebank 1 Finans Østlandet AS - Group		25.7	46.6
EiendomsMegler 1 Innlandet AS		0.3	0.5
EiendomsMegler 1 Oslo Akershus AS - Group		1.0	2.0
SpareBank 1 ForretningsPartner Østlandet AS - Group *	-	0.7	0.1
Subsidiaries		26.2	49.2



<sup>\*</sup> SpareBank 1 Østlandet sold the consultancy part to TheVIT AS on 23 August. The payroll and accounting section was taken over in its entirety by SpareBank 1 Østlandet. The company changed its name to SpareBank 1 Business Partner Østlandet AS.

### **Proforma: Accounting effects from demerger of TheVit AS**



- Accounting effects of demerger from 24 Aug.
- Effect on commission income for accounting operations in 3Q-22:
  - Fall of appr. NOK 9 mill. from 3Q-21.
  - In isolation, income from new payroll and accounting company (SpareBank 1
    ForretningsPartner Østlandet) fell appr. NOK 5 mill.
    Of this, appr. NOK 2 mill. is due to demerger effects and not recurring.
- Effect on operating expenses:
  - Fall of appr. NOK 6 mill. from 3Q-21.
  - In isolation, costs related to new payroll and accounting company (SpareBank 1 ForretningsPartner Østlandet) fell appr. NOK 3 mill. Appr. NOK 2 mill. in costs related to demerger will not recur.
- New company will to a large degree use HR and marketing services from the parent bank, which implies cost benefits.

#### Pro forma income statement for SB1 ForretningsPartner\*

(NOK million)	3Q-22	2Q-22	1Q-22	4Q-21	3Q-21	2Q-21
Net operating income	24.9	35.3	36.8	30.6	30.4	36.8
Operating expenses	27.0	35.7	34.0	36.0	29.7	34.4
Net financial expenses	0.9	0.3	0.6	0.3	0.3	0.4
Pre-tax profits	- 3.0	- 0.8	2.2	- 5.7	0.3	2.0

	Year to date		
(NOK million)	2022	2021	
Net operating income	97.1	105.0	
Operating expenses	96.7	101.7	
Net financial expenses	1.9	1.2	
Pre-tax profits	- 1.6	2.2	

#### **Operating expenses**

(NOK million)	3Q-22	2Q-22	1Q-22	4Q-21	3Q-21	2Q-21
Pro forma SB1 Forretningspartner*	27.0	35.7	34.0	36.0	29.7	34.4
Regnskapsført TheVit AS	34.6	57.3	49.1	51.1	41.3	48.0

<sup>\*</sup>Proforma income statement for payroll and accounting operations in TheVit AS until 23 August and SpareBank 1 ForretningsPartner Østlandet thereafter.

# **Profits in joint ventures**

#### Profit after taxes



(NOK million)	3Q22	Ownership	3Q21	Ownership
SpareBank 1 Gruppen AS - Group*	206.9	12.40 %	621.0	12.40 %
SpareBank 1 Forvaltning AS	48.8	6.26 %	53.9	12.40 %
SpareBank 1 Boligkreditt AS	58.6	23.15 %	57.6	22.45 %
SpareBank 1 Næringskreditt AS	0.2	14.35 %	16.7	15.02 %
SpareBank 1 Kreditt AS	16.1	19.24 %	52.8	19.09 %
SpareBank 1 Betaling AS	- 16.8	18.10 %	- 1.7	18.74 %
BN Bank ASA	153.9	9.99 %	117.8	9.99 %
Joint ventures	467.7		918.2	

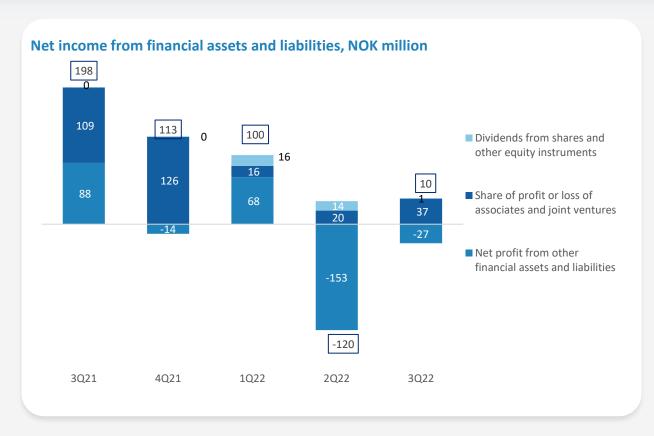


<sup>\*</sup> The majority's share of profit after tax in 3Q22 was NOK 89 million, which is also the basis for calculating SpareBank 1 Østlandet's share of the profits.

#### Net income from financial assets and liabilities



Weaker results from SB1 Group, value decline for own equity instruments and fixed-rate lending



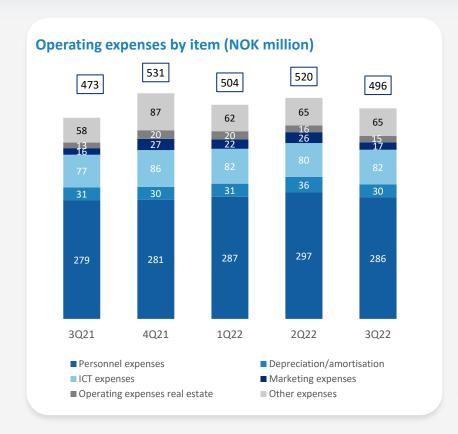
#### Selected valuation changes:

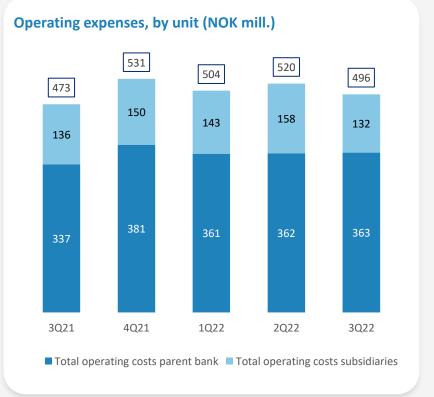
- Liquidity portfolio incl. hedges: minus NOK 40 mill.
- Securities issued incl. hedges: NOK 40 mill.
- Fixed rate lending incl. hedges: minus NOK 16 mill.
- Equity instruments:
  - TOTG: minus 6 mill.
  - Visa: minus 3 mill.

### **Operating expenses**



Lower quarterly costs, partly due to demerger of TheVIT. Cost growth in parent bank of 6.7 % ytd.





# **Loan loss provisions**



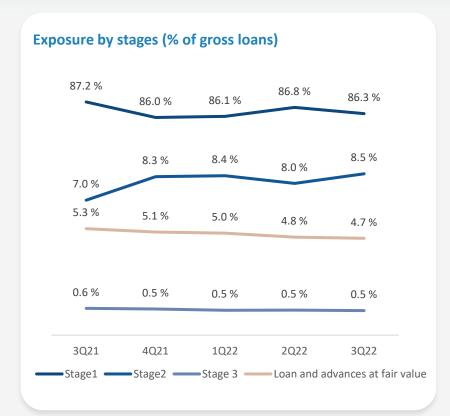
Increased model-based losses on the basis of adjustments in key assumptions

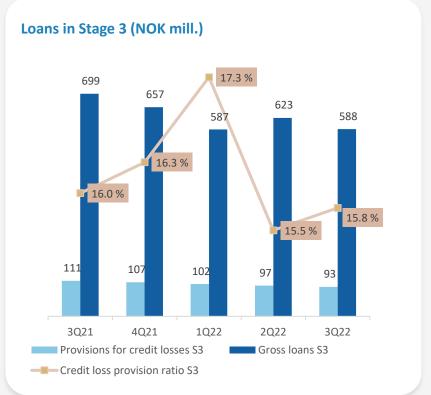
	3Q21	4Q21	1Q22	2Q22	3Q22
Parent bank	-17	24	6	-61	16
SB1FØ	1	3	-2	2	3
Group	-16	28	4	-59	19
Losses as a percentage of total	-0.05 %	0.09 %	0.01 %	-0.18 %	0.06 %

Loan loss provisions (NOK million)	3Q21	4Q21	1Q22	2Q22	3Q22
Change in model-based loss provisions	-14	24	5	-66	14
Post model adjustments	-5	0	0	0	0
Change individual loss provisions	-14	-4	-6	-5	-4
Net write-offs	17	8	4	12	9
Total losses	-16	28	4	-59	19

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



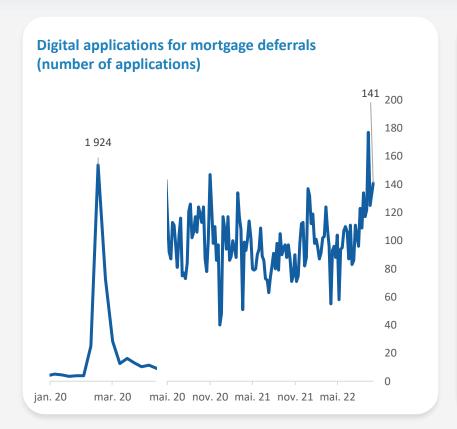


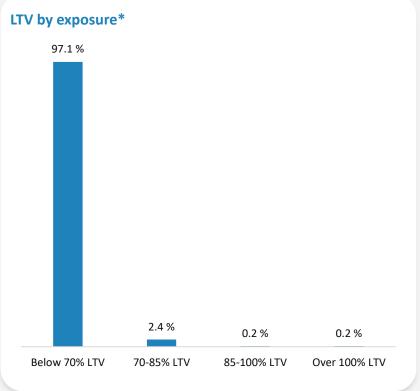


## Highly collateralised mortgages, some more mortgage deferral applications



Slight increase in number of digital applications for mortgage deferrals, expected to rise further due to rate hikes





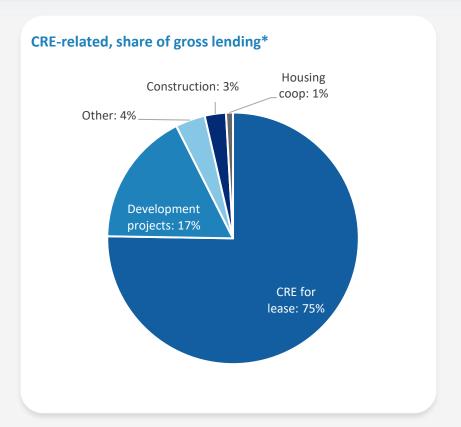
<sup>\*</sup> Including loans transferred to covered bond company.

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



NOK 30 bn. in 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 75 %\* of total CRE exposure.
- Development projects is the second largest, at around 17 %\*.
- Building and construction, housing cooperatives and «other» account for the remainder.

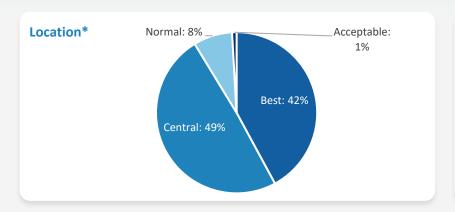


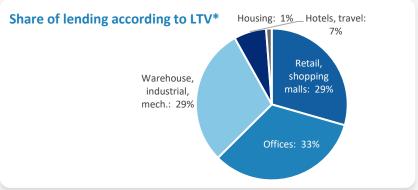
<sup>\*</sup>Based on loan balances in parent bank (not unused credit facilities). Business of several customers span categories so that shares in chart may not correspond completely with note 11 in the report.

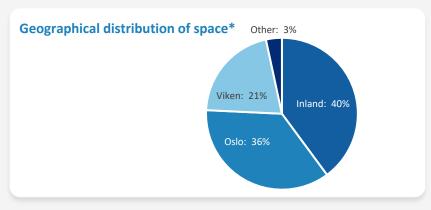
### **CRE for lease: Attractive location, diversified rental type**

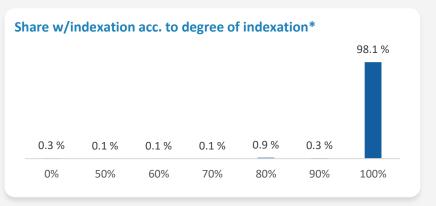


98 % of tenants have contracts that are 100 % indexed (to CPI) \*







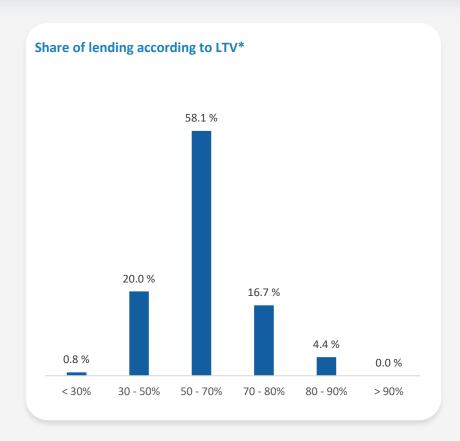


<sup>\*</sup> Based on numbers for parent bank and exposures of at least NOK 10 mill.

### **CRE for lease: Good collateral and conservative lending**



Loan portfolio well equipped to handle higher yields in CRE market

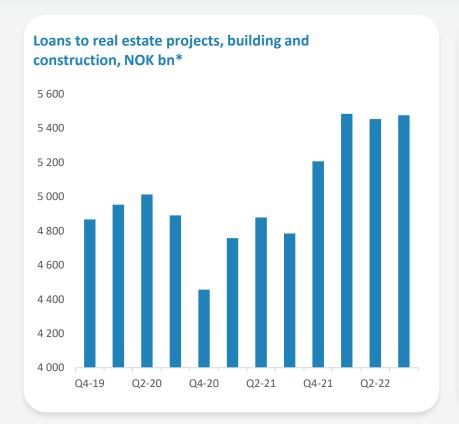


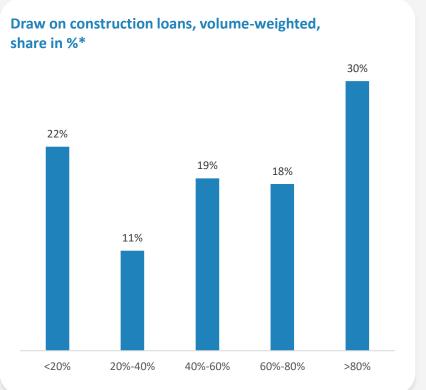
- Higher financing costs and yields will affect portfolio value negatively.
   Reflected through increased LGD in loan loss provisions.
- Low LTV implies low risk.
- Conservative lending policies:
  - Bank supports existing customers with workable solutions, but follows up with *inter alia* increased equity requirements when necessary.
  - For new loan applications, the bank has for some time required more equity through lower LTV.

## Projects & building: Stable activity, evenly distributed over building process



Requirement of pre-sales normally of at least 60 %, depending for example on EQ and complexity



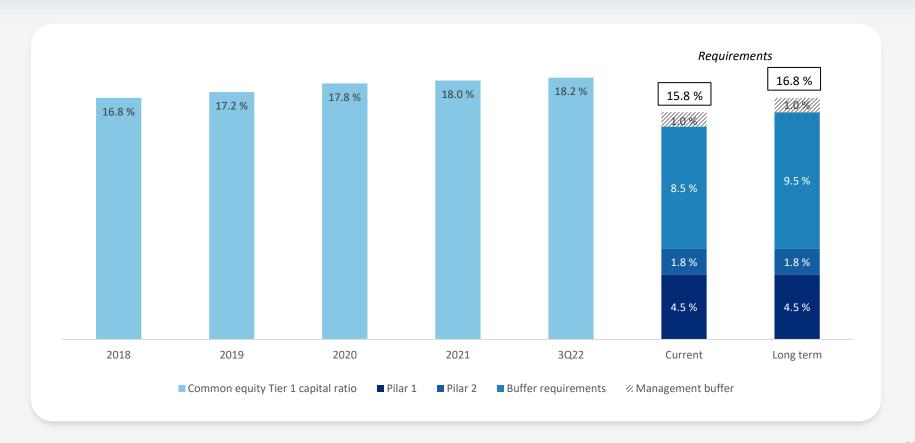


<sup>\*</sup> Based on data for parent bank.

## Higher high CET-1 ratio, well above regulatory requirements



The bank has a management buffer of 100 bps, in line with the pillar 2 guidance



### Highlights in 3rd quarter of 2022

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SpareBank of Strander

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- Loan losses: Loan loss of NOK 19 mill., predominantly due to increase in model-based provisions for credit losses.



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







# Creating together

Proficient Near Engaged

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

Our work continues



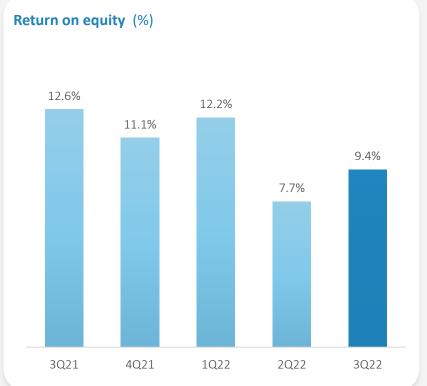




## **Profit after tax and return on equity**



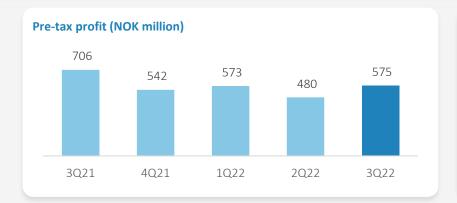




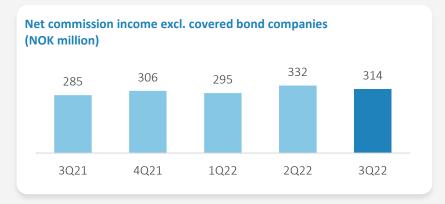
## **Key financials - quarterly**

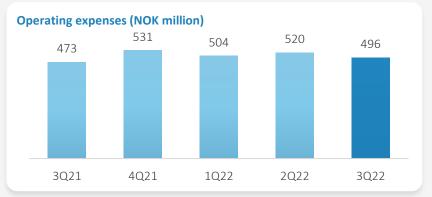








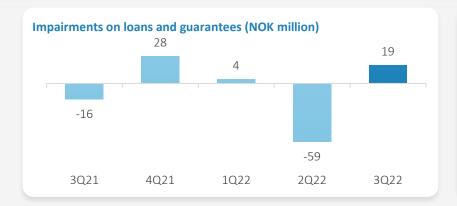


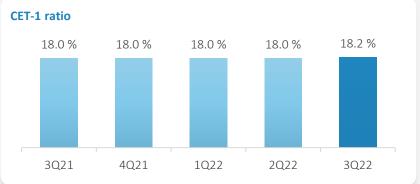


#### **Key financials - quarterly**



(2)





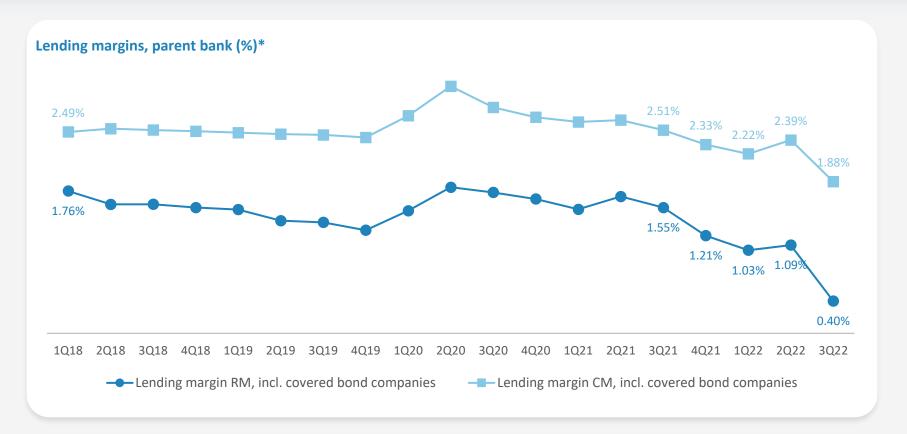




#### **Lending margins**

## SpareBank Ostrander

Lower due to increased money market interest rates

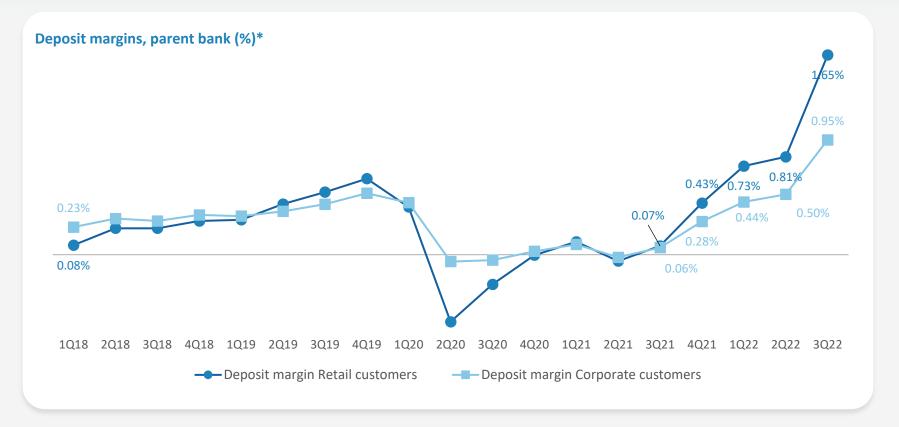


<sup>\*</sup> Based on allocation of customer loans between retail and corporate divisions, respectively.

#### **Deposit margins**

#### Increase due to higher money market rates

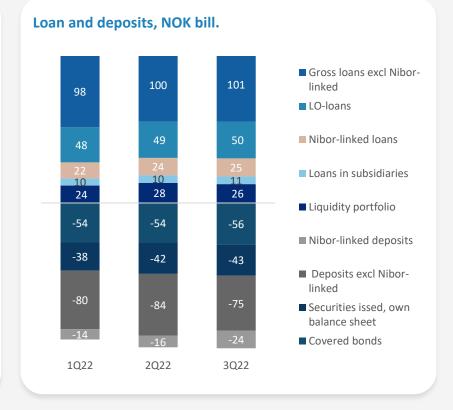




#### Bank has adjusted interest rates following Norges Bank's rate hikes



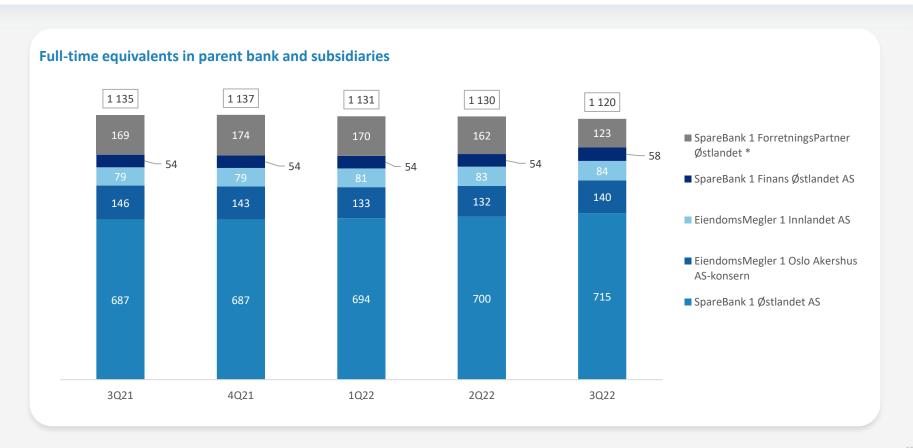
Norges Bank	23 Jun-22	17 Aug-22	21 Sep-22
Effective dates new loans and deposits	30 Jun-22	24 Aug-22	29 Sep-22
Existing CM loans and deposits	15 Jul-22	7 Sep-22	13 Oct-22
Existing RM loans and deposits	12 Aug-22	5 Oct-22	10 Nov-22



#### Somewhat lower headcount compared to last year



Increased staffing in parent bank and SB1FØ, stable at the real estate brokers. Reduction in relation to TheVit demerger.

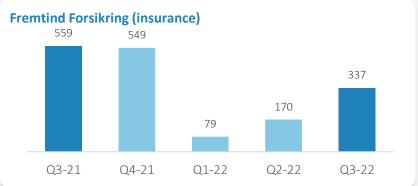


#### **SpareBank 1 Gruppen: Good insurance result in Fremtind**



Quarterly post-tax profits (NOK million). SpareBank 1 Gruppen and selected subsidiaries



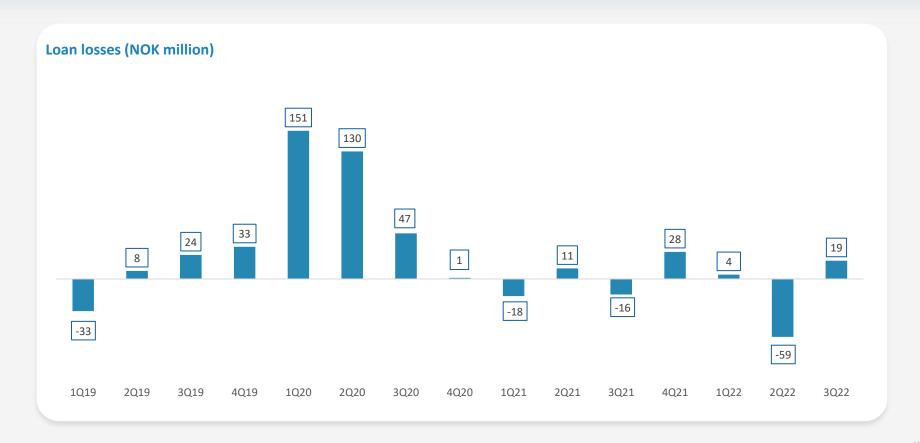






#### **Loan losses**

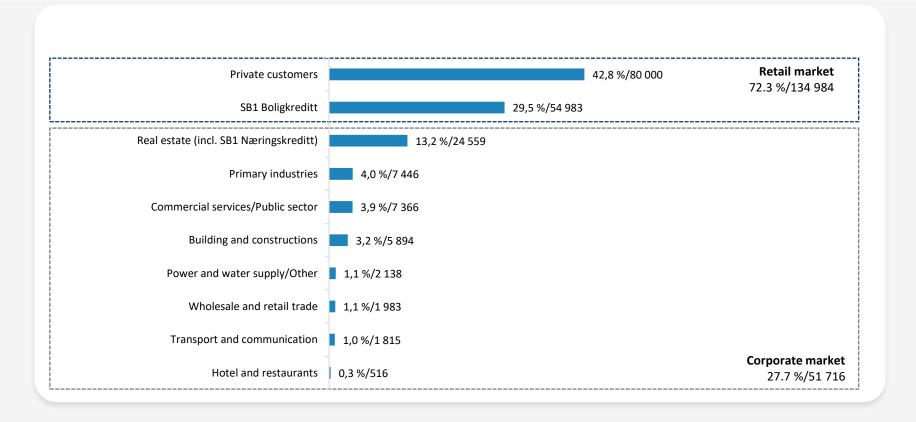




#### Cyclically stable loan portfolio



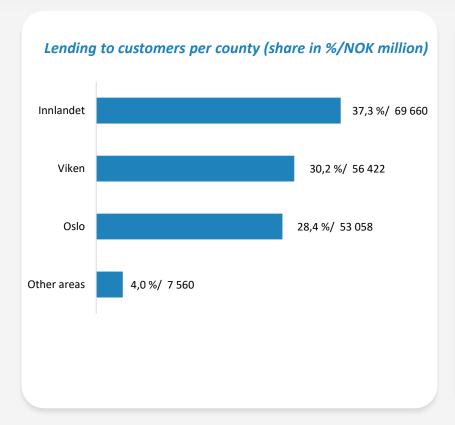
Lending to customers per sector (% and NOK million)



## The Group's lending by geography



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

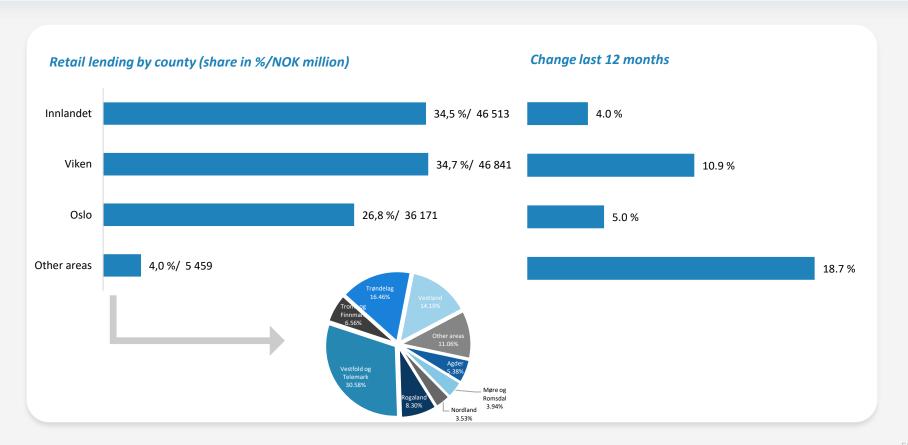




## Mortgage loans by geography



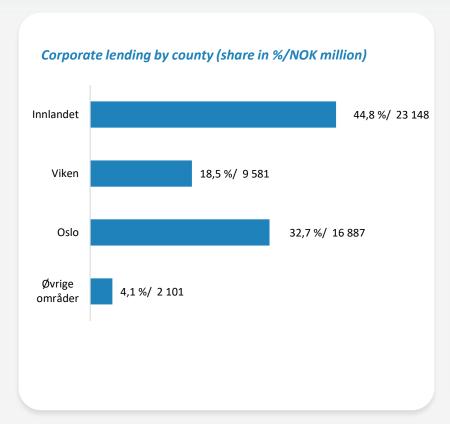
Retail lending per geographic area and change last 12 months (% and NOK million)



## **Corporate market lending by geography**



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

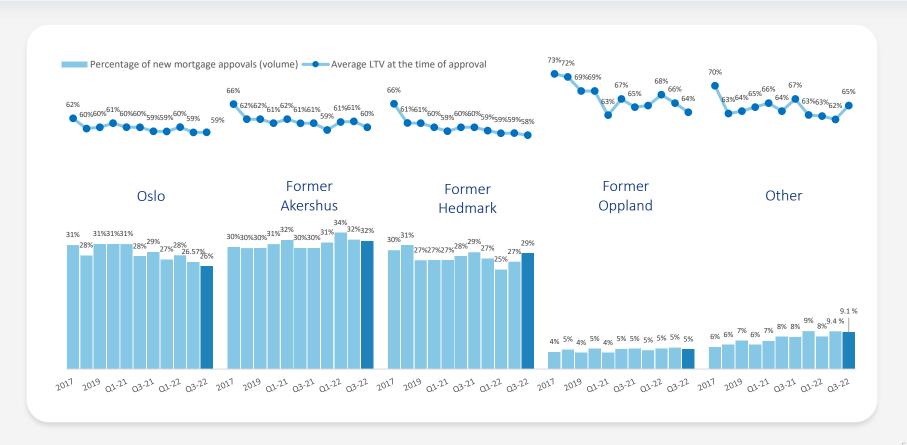




#### **Stable low LTV in new mortgage approvals**



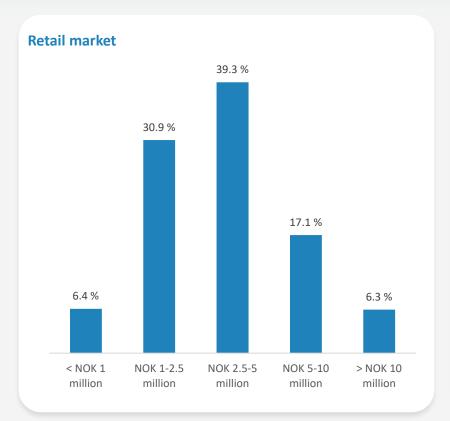
Share of new mortgage approvals and average LTV per period and county

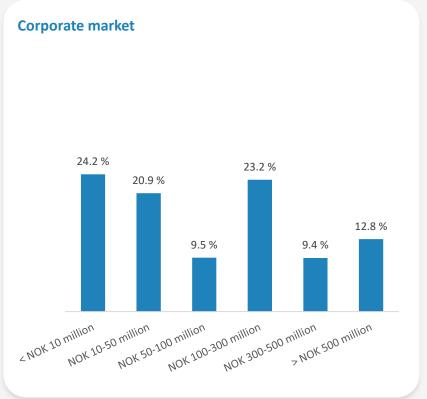


#### Size concentration risk in the lending book is low



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



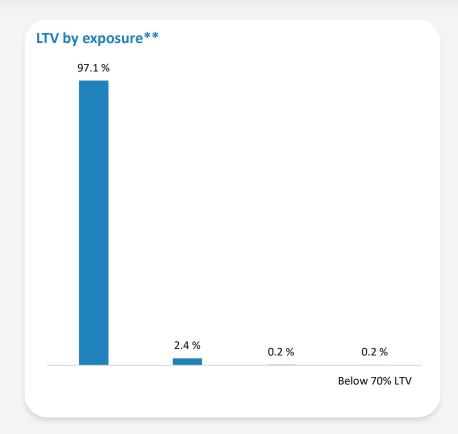


<sup>\*</sup> Including loans transferred to the covered bond companies.

#### The use of the flexibility quota is targeted at priority customers



Exposure per LTV bucket in the residential mortgage portfolio



Mortgages – Utilisation of flexibility quota in 3Q22:

City of Oslo 8.0 % (8 % quota)

Other areas 7.4 % (10 % quota)

Bank uses the flexibility quota selectively. "Speed controls" ensure compliance and good utilization of the quota when needed.

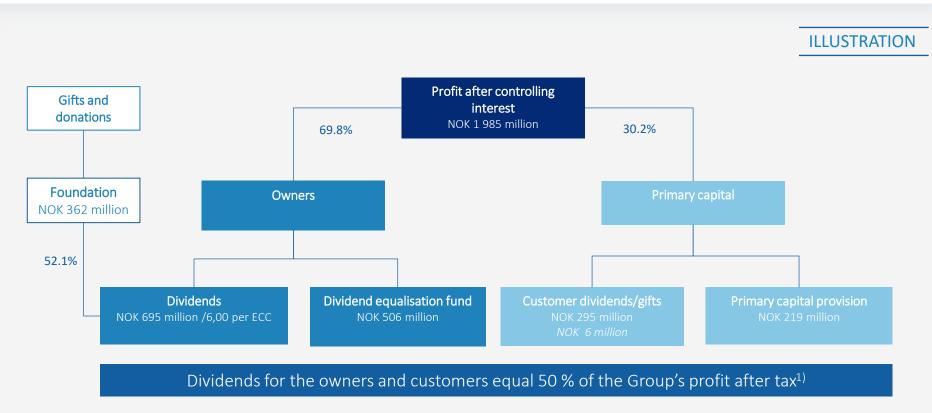
The mortgage regulation\* constrains housing mortgage lending through defined requirements:

- Debt servicing capacity
  - Stress test of a sudden 5 % mortgage rate increase
- Maximum loan to value
  - Max 85 % LTV on new lending
  - (A stricter 75 % LTV legal requirement in the SB1 Boligkreditt cover pool)
- Gearing
  - Total debt must not exceed five times gross annual income
- Requirement of installment payment

#### Capital structure and allocation of 2021 profit



In line with target of 50 % dividend share, for owners and society (through primary capital)



<sup>1)</sup> 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.

#### **SPOL**

#### Metrics for the equity capital certificate



	30.09.2022	30.09.2021
Market price (NOK)	107.20	129.60
Market capitalisation (NOK million )	12 417	15 012
Book equity per ECC 1)	110.21	106.53
Earnings per ECC, NOK <sup>2)</sup>	7.76	9.01
Price/Earnings per ECC 3)	10.34	10.76
Price/book equity 4)	0.97	1.22

- 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:
  - Return 3Q22<sup>5</sup> 8.5 %
  - Return y/y<sup>5</sup> 11.9 %
- Liquidity in 3Q22 compared to same period in 2021.
  - Average daily transaction volume in 3Q22 of 36 040 ECCs (27 657).
  - Daily average turnover: NOK 3.9 million (3.4).



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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.

This presentation does not imply that SpareBank 1 Østlandet has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.