

# Debt Presentation First quarter 2025



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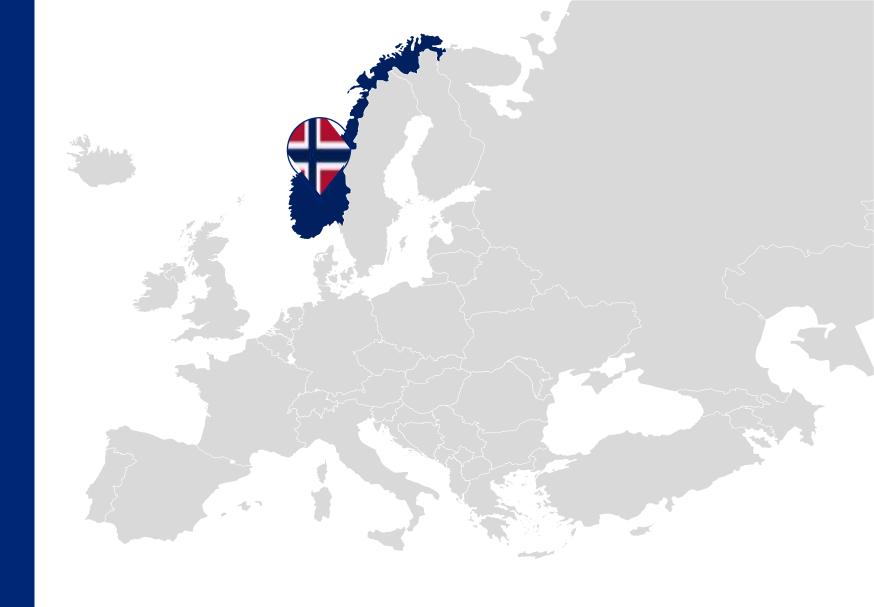




# Content debt presentation

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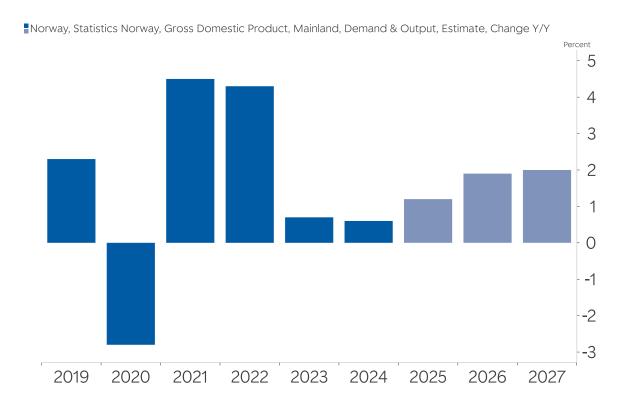
# Norwegian Economic Overview



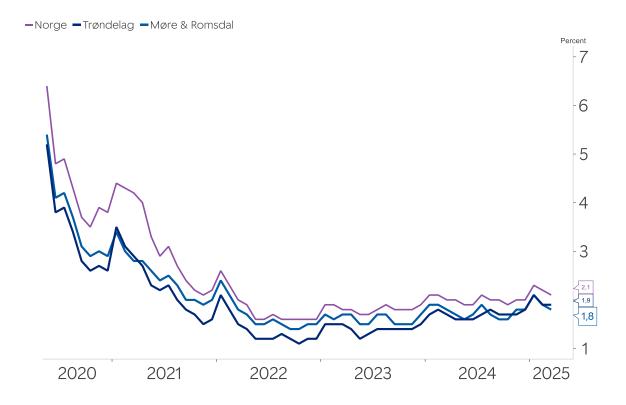


# Robust Norwegian economy

#### **GDP Mainland Norway. Growth**



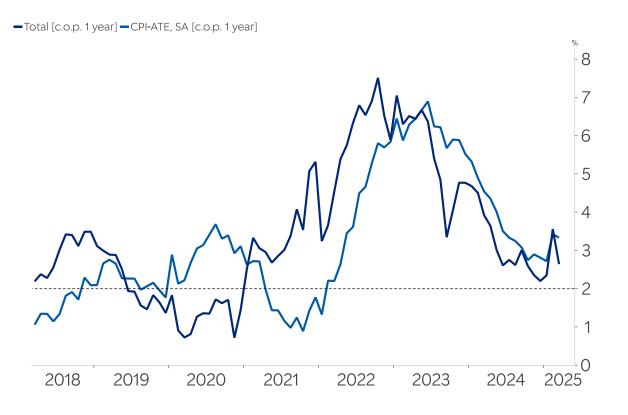
#### **Unemployment rate**



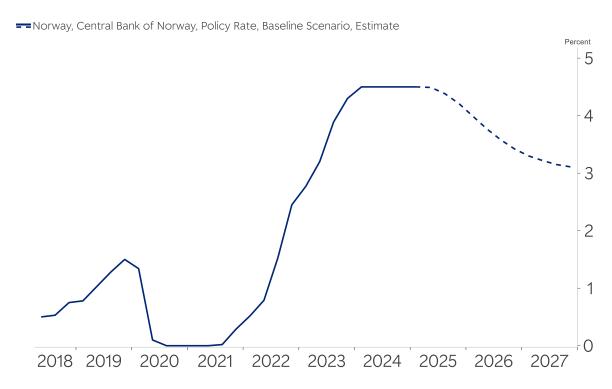


# Inflation is down, but still above target

#### **CPI and CPI-ATE**



#### **Key policy rate**

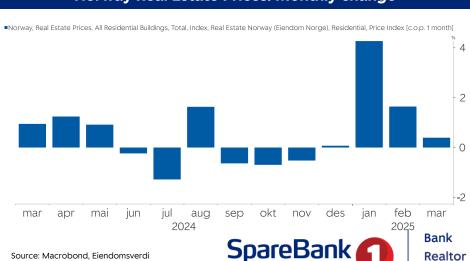




# Overview and price development housing market

MORTGAGE MARKET	<ul> <li>Total size approximately NOK 3,800 billion 4Q 2023 (€350 bn)</li> <li>Scheduled repayment mortgages: ca.85%</li> <li>Typical maturity: 25 years</li> <li>First priority security market, thorough documentation</li> </ul>
HOME OWNERSHIP	<ul> <li>Over 82% of household's owner occupied</li> <li>Between 50 and 60% are detached one-family houses</li> </ul>
SOCIAL SAFETY	Unemployment benefits represents ca 60% of salary for 2 years
PERSONAL LIABILITY	<ul> <li>Borrowers are personally liable for their debt</li> <li>Swift foreclosure regime upon non-payment</li> <li>Transparent information about borrowers (national debt registry)</li> </ul>
MORTGAGE MARKET REGULATION	<ul> <li>Loan to value: 90 %</li> <li>Flexible repayment mortgages: max 60 % LTV</li> <li>3% mortgage interest rate increase as stress test, min. 7 %</li> <li>Maximum 5x debt / gross income for borrowers</li> <li>Repayment minimum 2.5% p.a. when LTV &gt; 60%</li> <li>Exemptions 10% / 8% for Oslo</li> </ul>
INTEREST PAYMENTS	<ul> <li>95% of mortgages are variable rate</li> <li>Interest rates can be reset at the banks's discretion, by giving the debtor 8 weeks' notice</li> </ul>
TAX	<ul> <li>22% of interest paid is tax deductible (equal to the basic rate of tax)</li> <li>Owner occupied residence at 25% of market value for wealth tax</li> </ul>



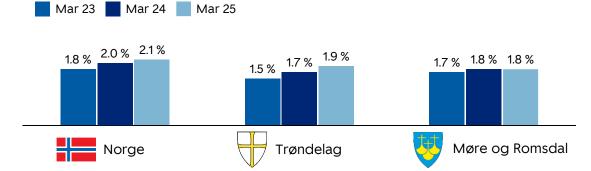


Accounting

### Macro in Mid-Norway

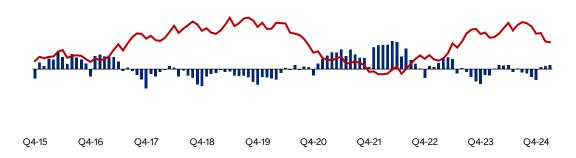
#### **Unemployment**

#### Wholly unemployed as a percentage of the labor force



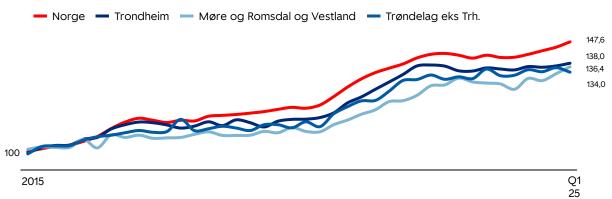
#### **Housing market dynamics Mid-Norway**

Percentage difference in listing/selling price — Unsold properties

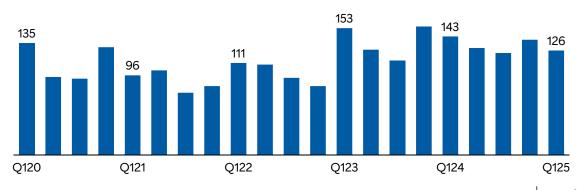


#### **Development in housing prices**

Seasonally adjusted prices



#### Number of bankruptcies in Trøndelag, Møre & Romsdal



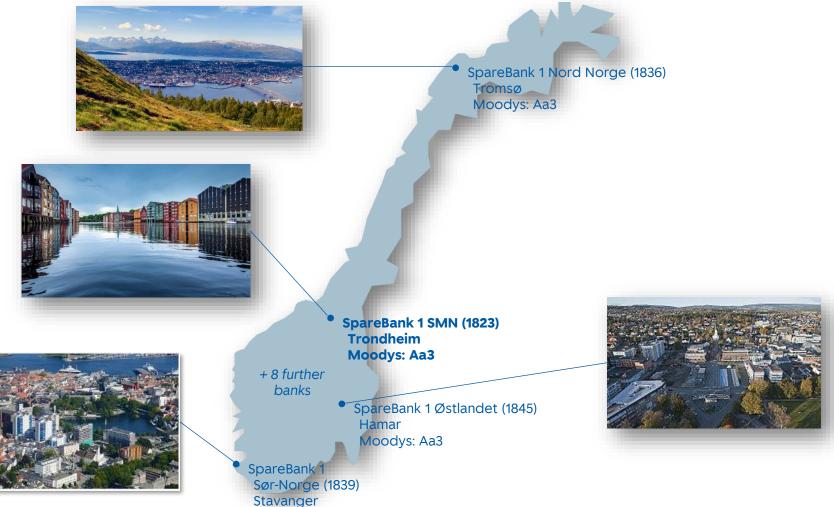


### About SpareBank 1 SMN



### SpareBank 1 Alliance Banks – local presence and national integration

The Alliance was founded in 1996 and consists of 12 banks



Moodys: Aa3



### Part of the SpareBank 1 Alliance

SpareBank 1 Banks

Retail and corporate banking in Norway; approx. 1.1 mill retail and 100,000 corporate/SMEs exclusively in Norway



### SpareBank 1 Group Holding Co.

Product companies
 (Products are marketed/distributed through the banks):
 Insurance, Investments funds, factoring, payments, other



### SpareBank 1 Development Holding Co.

- Business operations and improvements, drives "economies of scale" for the banks\*\*
- SpareBank 1 Real Estate (Norway's largest real estate broker)



#### **Direct operating subsidiaries**

- SpareBank 1 Boligkreditt
   (Covered Bonds Residential pool)\*
- SpareBank 1 Naeringskreditt
   (Covered Bonds –
   commercial pool)
   RN Bank, SpareBank 1
  - BN Bank, SpareBank 1
     Markets, others

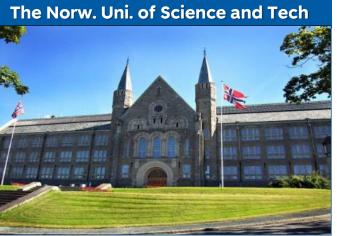
<sup>\*\*</sup> Marketing and distribution, Procurement, credit risk models, IT systems, business development



<sup>\*</sup> SpareBank 1 SR-Bank is not an owner of SpaBol

### SpareBank 1 SMN







#### **Region**

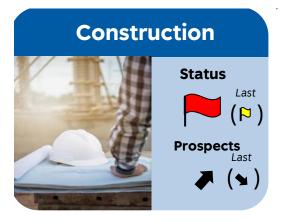
- The region's consists of two counties in the middle of Norway: Trøndelag and Møre and Romsdal
- Population is approx. 750,000 people or 14 % of the Norwegian total
- The main town of Trondheim is an historic town and was once the Norwegian capital
- The renowned Norwegian University of Science and Technology (NTNU) is located in Trondheim creating a vibrant tech community
- Main industries in the region are: salmon farming, technology, retail, logistics centre, fisheries, shipping and yards, business services

#### **SpareBank 1 SMN** (or short SMN, established 1823)

- Market share leader in the region with app. 25 % market share
- 249.8 bn NOK lending volume
- Rating Aa3 (outlook stable)
- Listed equity since 1994; equity and SMN bonds (senior and sub) trades on the Oslo exchange
- Covered bond funding through SpareBank 1 Boligkreditt
- 2nd largest Alliance membership bank by assets and equity cap



### Mid Norway has a diversified industry structure

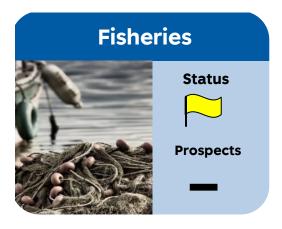


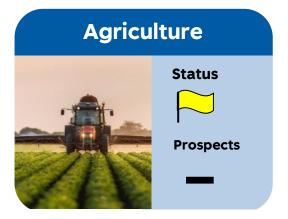














# SpareBank 1 SMN Financial Group





Support and development







#### **Subsidiaries**

EiendomsMegler 1

Leading real estate agent in Mid Norway

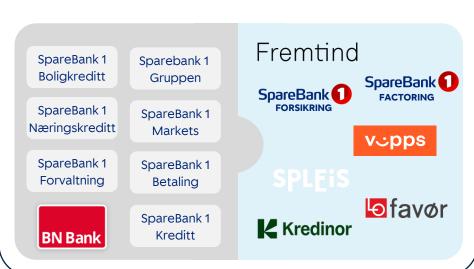
SpareBank REGNSKAPSHUSET

Accounting and advisory services

SpareBank 1

Leasing services and car loans to the corporate market and public sector







### The leading finance centre, both physically and digitally



#### Physical and digital relationship

We offer our customers the best of both worlds: personalised service combined with modern and user-friendly digital solutions

#### «One SMN»

We engage with our customers through comprehensive journeys that include products, services, and expertise to address all financial needs



# First quarter 2025





Bank Realtor Accounting

# Q1 2025

14.0 % Return on equity

1,004 mill
Profit after tax

**18.1 %** CET1-ratio

21 mill
Loan losses

Lending growth	0.2 %			
Retail banking	0.7%			
Corporate banking	-0.9 %			

Deposit growth	5.2 %			
Retail banking	3.4 %			
Corporate banking	5.5 %			

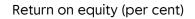
#### Operating margin subsidiaries

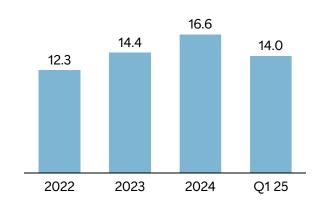
Regnskapshuset SMN 21.3 % Eiendomsmegler 1 Midt-Norge 6.1 % SB1 Finans Midt-Norge 13.3 % (ROE)



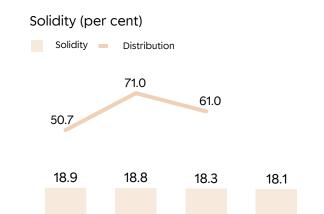
# Achieving financial targets











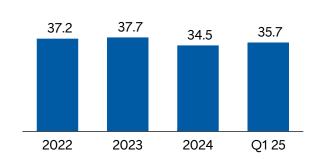
2024

Q1 25

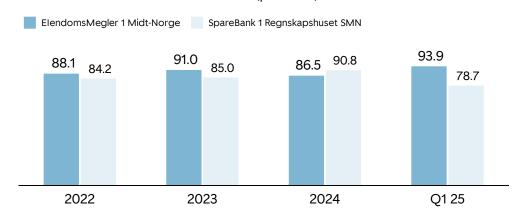
2023



Cost/income bank ex. finance (per cent)



#### Cost/income subsidiaries ex. finance (per cent)

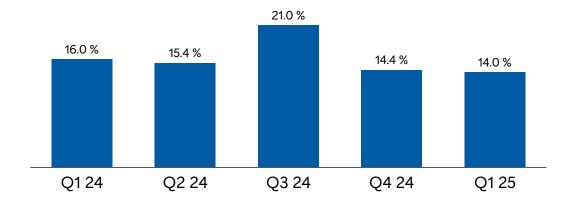


2022

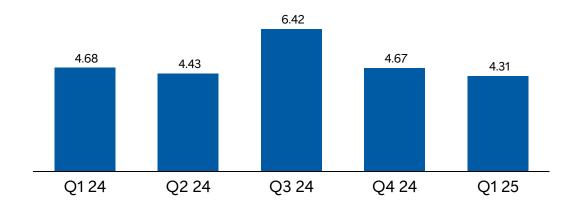


### Profitable and solid

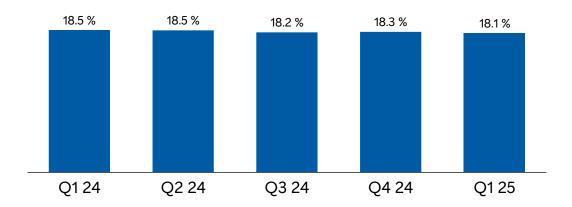
#### **Return on equity**



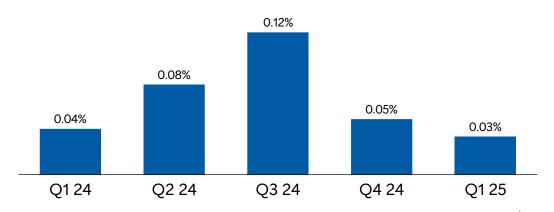
#### **Result per ECC**



#### **CET1** ratio



#### Loan losses in per cent of total lending





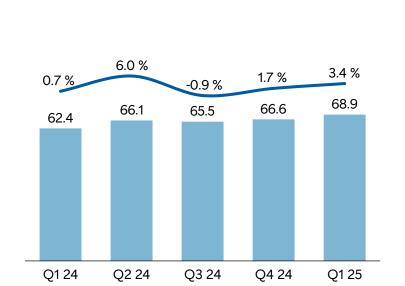
# Growth and margins in Retail Banking - quarterly

**Deposit volume (NOKbn)** 

Deposit volume (NOKbn)

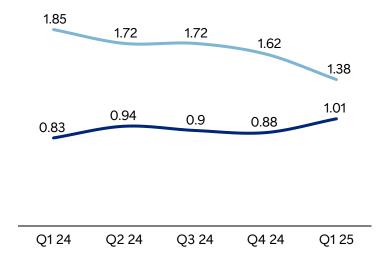
Quarterly growth

#### **Lending volume (NOKbn)** Lending volume (NOKbn) Quarterly growth 1.5 % 1.3 % 1.2 % 0.7 % 0.7 % 162,7 161,6 159,4 157,5 155,3 Q124 Q2 24 Q3 24 Q4 24 Q1 25





- Lending margin
- Deposit margin



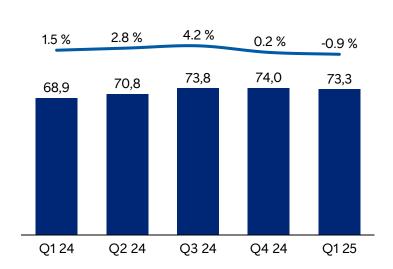


# Growth and margins in Corporate Banking - quarterly

#### **Lending volume (NOKbn)**

Lending volume (NOKbn)

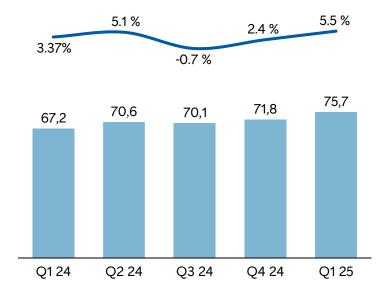
— Quarterly growth



#### **Deposit volume (NOKbn)**

Deposit volume (NOKbn)

— Quarterly growth



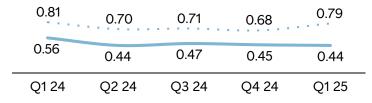
#### **Margins vs NIBOR3M**

Lending margin

Deposit margin

- - Deposit margin ex. public sector







# Results

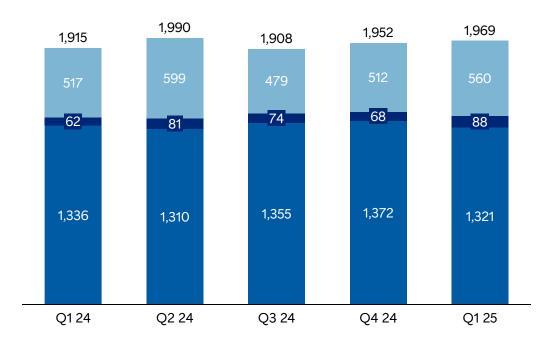
NOK mill	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q1 24
Net interest income	1.321	1.372	1.355	1.310	1.336	-51	-15
Commission income and other income	648	580	553	680	579	68	69
Operating Income	1.969	1.953	1.908	1.990	1.915	17	54
Total operating expenses	859	901	810	801	789	-42	70
Pre-loss result of core business	1.111	1.052	1.098	1.190	1.126	59	-15
Losses on loans and guarantees	21	30	75	47	24	-9	-3
Post-loss result of core business	1.090	1.022	1.023	1.143	1.103	68	-12
Related companies	191	227	685	148	194	-36	-3
Securities, foreign currency and derivates	-12	56	-14	5	57	-68	-69
Result before tax	1.269	1.305	1.693	1.296	1.353	-36	-84
Tax	262	253	252	276	273	9	-11
Result investment held for sale	-3	-1	0	-5	3	-3	-6
Net profit	1.004	1.052	1.441	1.015	1.084	-48	-80
Return on equity	14,0 %	14,4 %	21,0 %	15,4 %	16,0 %	-0,4 %	-1,9 %



### Income

#### Net interest income and other income (NOKm)

- Commission income
- Bolig- og Næringskred.
- Net interest income



#### **Commission income**

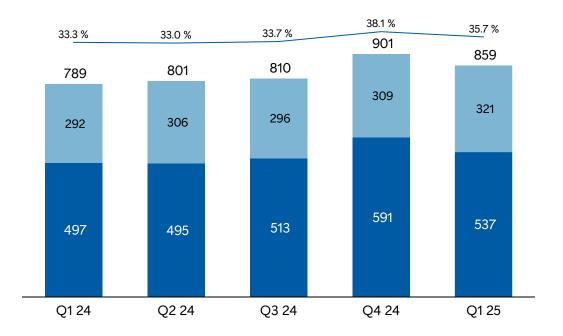
NOK mill	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q124
Payment transmission income	80	107	79	91	77	-27	3
Credit cards	13	18	18	17	18	-5	-5
Commissions savings and asset mgmt	12	13	13	12	11	-1	0
Commissions insurance	71	69	67	65	63	3	8
Guarantee commissions	17	17	16	17	15	0	2
Estate agency	125	112	127	151	115	13	10
Accountancy services	225	160	145	228	200	65	25
Other commissions	18	16	13	19	18	1	-1
Commissions ex. Bolig/Næringskredit	560	512	479	599	517	48	44
Commissions Boligkreditt (cov. bonds)	84	65	71	78	59	19	26
Commissions Næringskred. (cov. bonds)	4	3	3	4	4	1	0
Total commission income	648	580	553	680	579	68	69



### Costs

#### **Total operating expenses per quarter (NOKm)**





#### **Costs per category**

- Total costs decreased by 42NOKm from the previous quarter. Costs in the bank decreased by 54NOKm. Q4 2024 included capital tax costs and higher national insurance contribution account of 60NOKm
- Increased costs in EiendomsMegler 1 Midt-Norge due to changes in accounting for commission-based salaries
- Compared to Q1 2024 the cost growth in the bank is at 2.0 per cent adjusted for insurance settlement in Q1 2024.

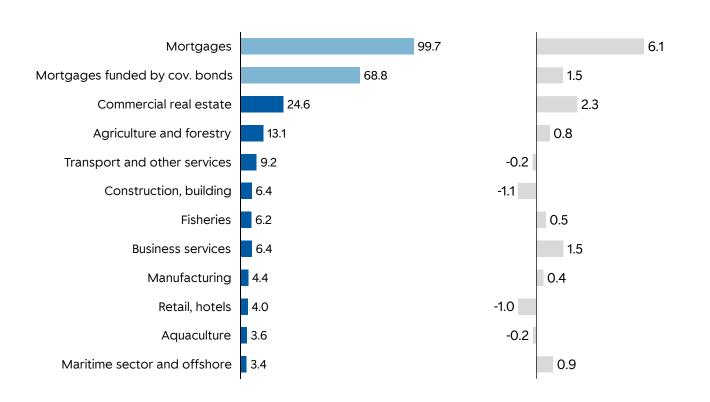
Mill kr	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q1 24
Staff costs	532	516	498	484	482	16	50
IT costs	109	83	108	109	110	26	-1
Marketing	25	30	23	25	26	-6	-1
Ordinary depreciation	46	48	44	44	41	-2	5
Op.ex., real estate properties	16	10	14	12	13	7	3
Purchased services	64	98	61	66	74	-34	-10
Other operating expense	67	116	62	62	43	-49	24
<b>Total operating expenses</b>	859	901	810	801	789	-42	70

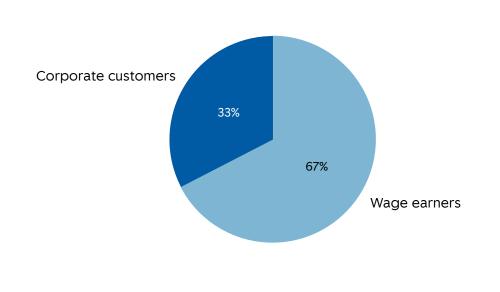


### Well diversified lending portfolio dominated by mortgages

#### **Loans per sector**

as at 31st of March 2025 and change last 12 months (NOKbn)





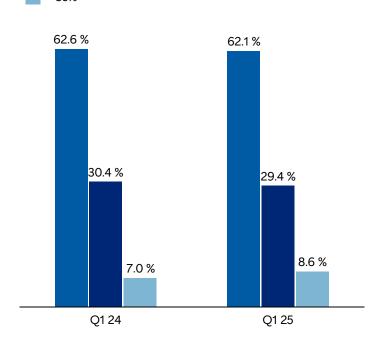


### Robust mortgage portfolio

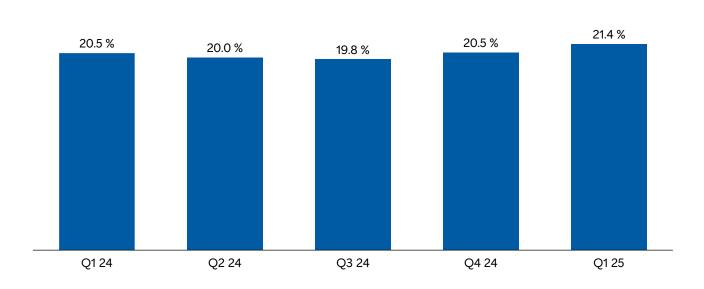
#### Loan-to-value ratio in the mortgage portfolio

Share of mortgages by LTV





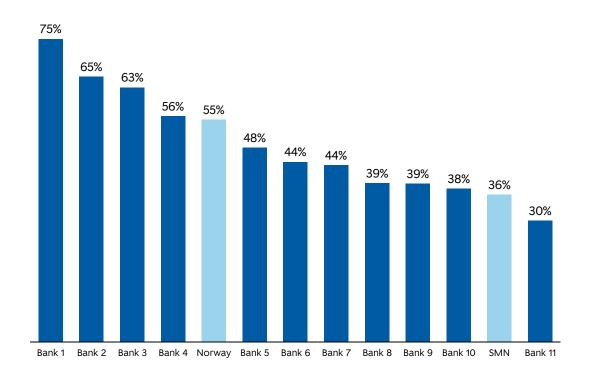
#### **Risk weight mortgages**





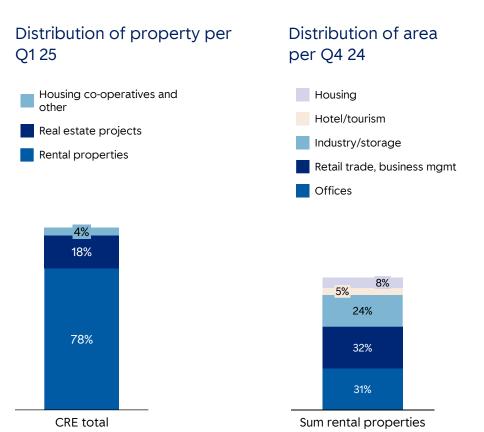
### Commercial property, construction, building

### Share of commercial real estate exposure in the corporate lending book\*



<sup>\*</sup>Gross lending to commercial real estate as a share of corporate lending.. National data from SSB. Data for individual banks are based on reported numbers as at Q4 2024

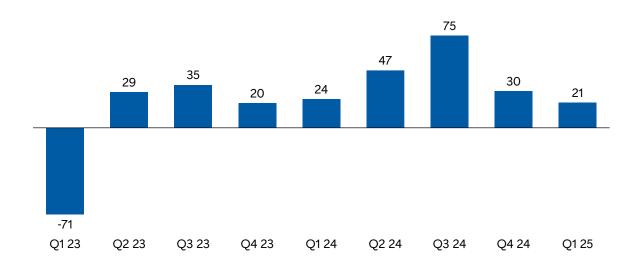
### Rental properties make up 78 % of the banks CRE exposure, mainly to retail trade, industry/storage and offices



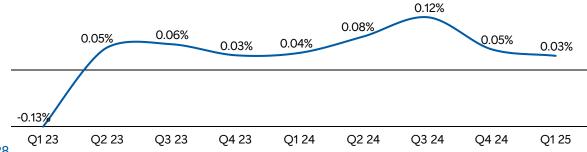


### Losses

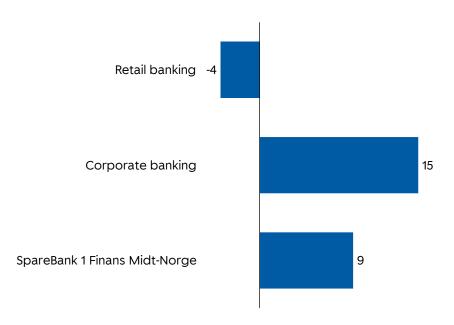
#### **Loan losses (NOKm)**



#### Loan losses in per cent of lending (annualised)



#### Distribution of losses in the quarter (NOKm)

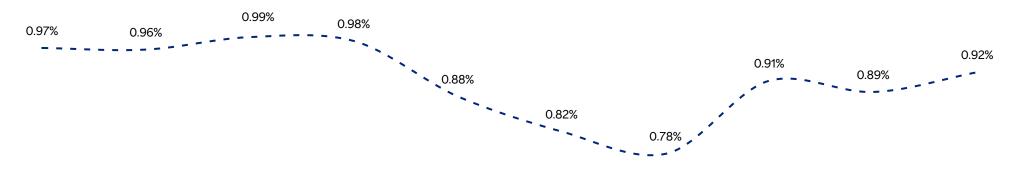


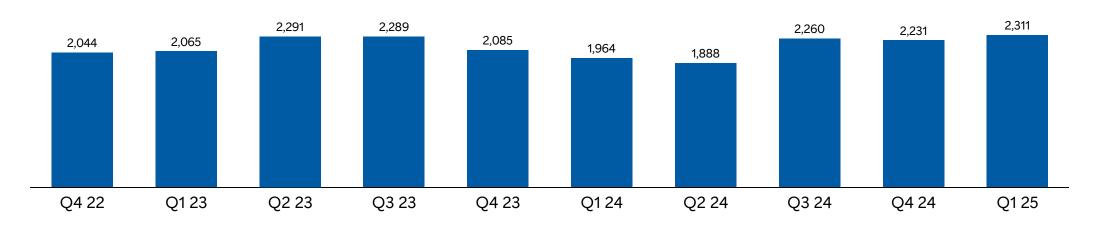


### Problem loans

Lending to customers in stage 3

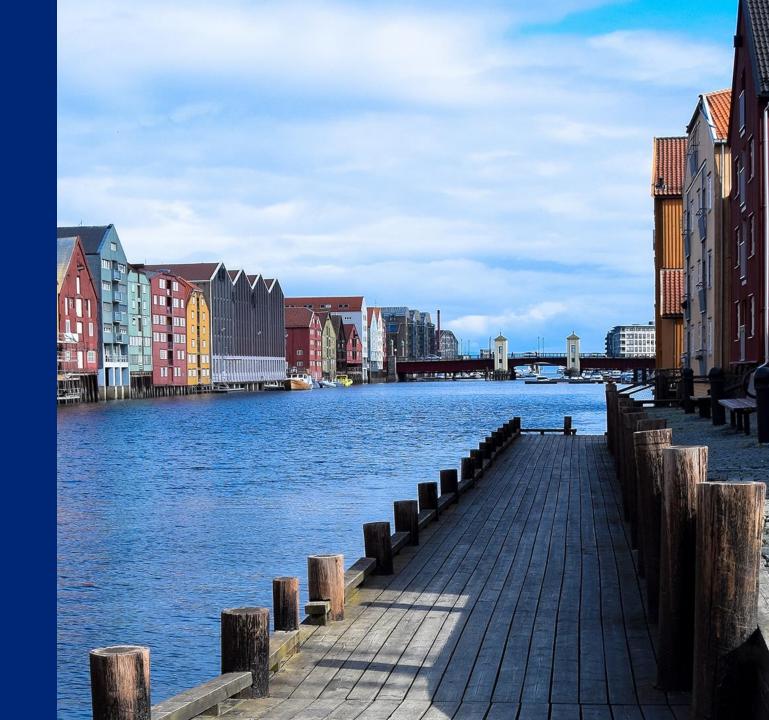
- % of gross lending



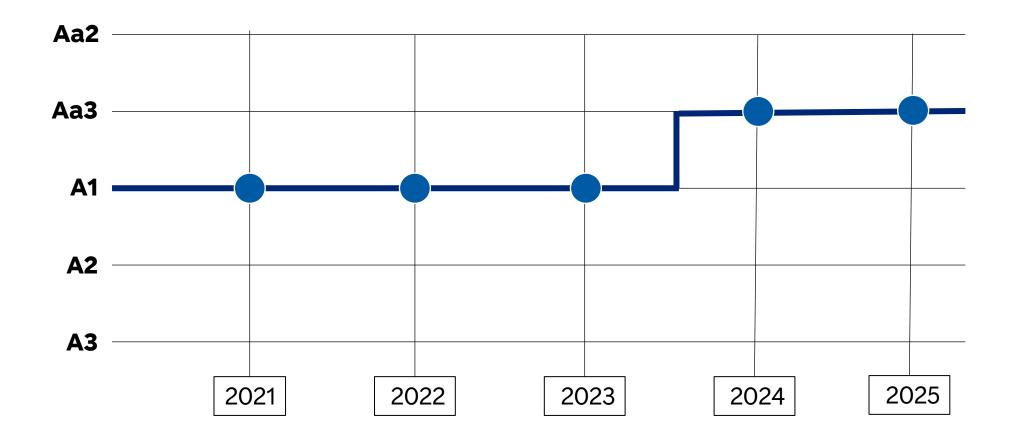




# **Capital & Funding**



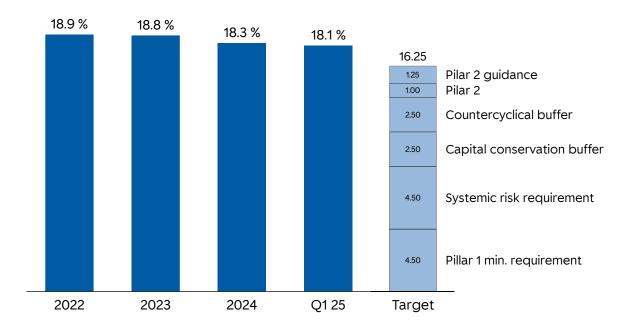
# Moody's rating Aa3 (outlook stable)

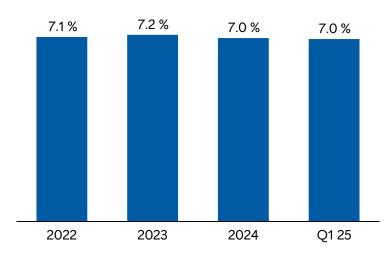




# Solidity

CET 1 Leverage ratio



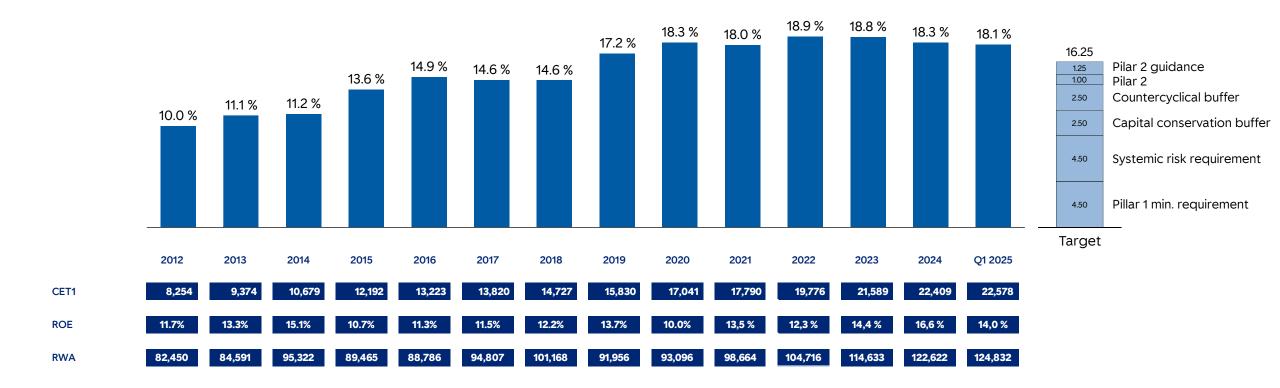


The groups' pillar 2 requirement is 1,7 percentage points, whereby 1,0 pp. must be covered by CET1-capital. The bank is subject to a provisional add-on of 0.7 per cent to its Pillar 2 requirement. Until the application for adjustment of IRB models has been processed the CET1 requirement is 16.95%



# Development in CET1 capital and capital adequacy

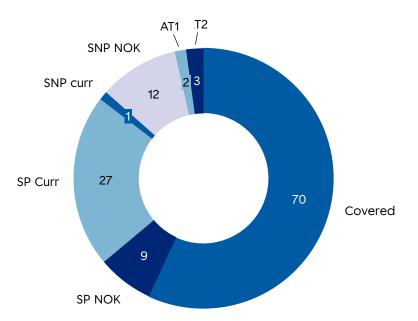
#### **CET1** ratio in per cent





# Strong liquidity and funding structure

#### **Capital markets funding (NOKbn)**

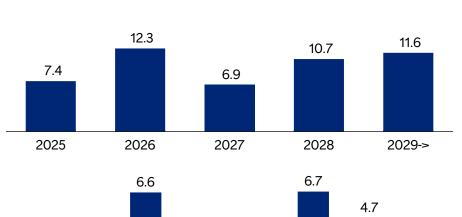


#### **Maturity structure**\*) (NOKbn)

\*) SP, SNP. Final maturity

0.3

Q3 25



0.0

Q2 26

Q3 26

Q4 26

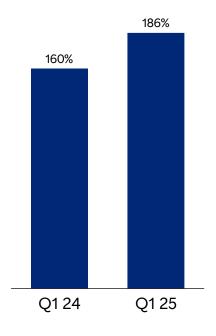
0.9

Q1 26

1.5

Q1 27

#### **Liquidity Coverage Ratio (LCR)**



- Diversified deposit base with deposit-to-loan ratio of 59 per cent
- Solid regulatory headroom. LCR: 186 per cent. NSFR: 127 per cent
- Covered bonds issued through SPABOL
- SpareBank 1 SMN issues senior and subordinated debt in NOK and other currencies

0.5

O2 25

- The bank has an established benchmark curve in Euro Senior Preferred
- SpareBank 1 SMN has total outstanding 13.6 bn NOK SNP. Subordinated MREL requirement is fulfilled with a solid buffer

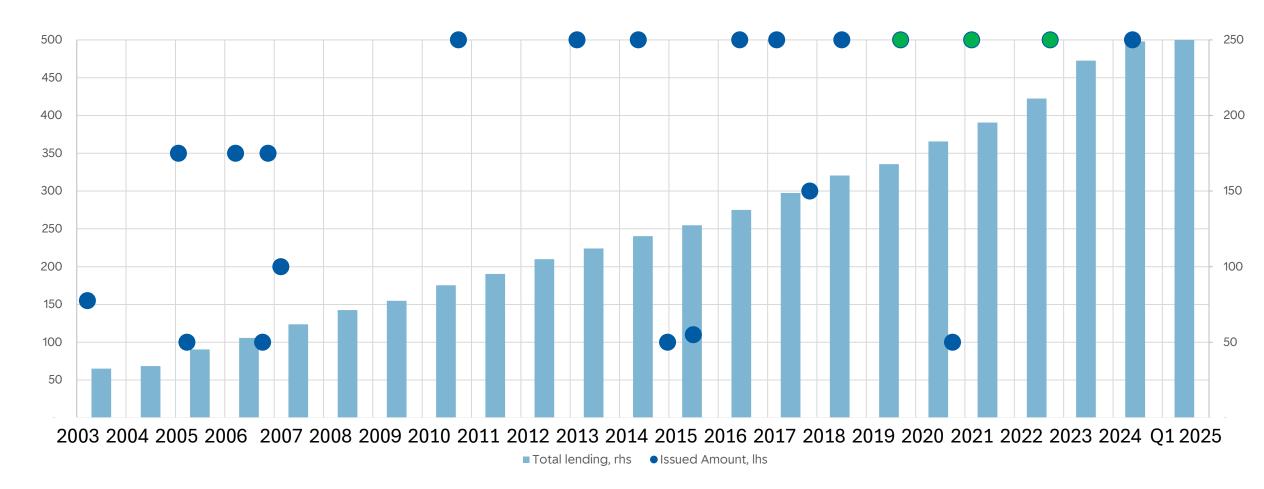
Q4 25

• Green bonds can be issued under the banks Green finance framework



# **EUR Issuance history**

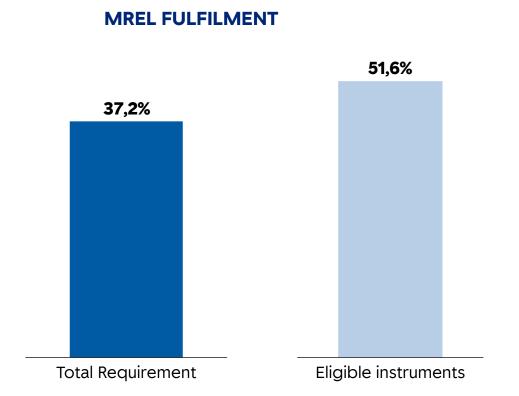
EUR mln NOK bn



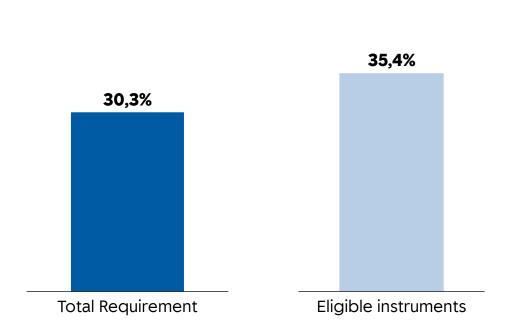
Dots show timing and size of all MINGNO EUR issuances above 100M EUR and bars show lending volume over time



# MREL requirement fulfilled with a solid buffer



#### SUBORDINATION MREL FULFILMENT





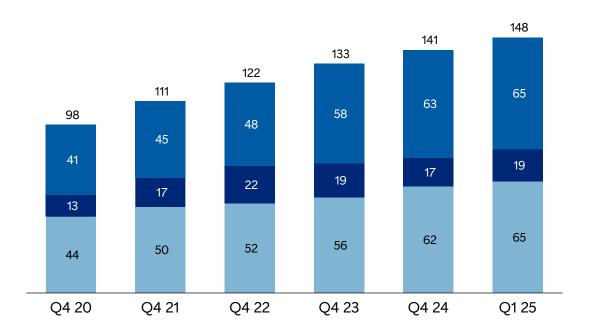
# Diversified deposit portfolio

#### **Deposits by sector (NOKbn)**

Wage earners

Public sector

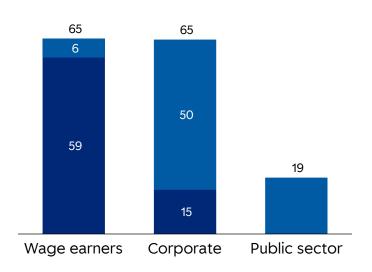
Corporate



### Deposits covered by the deposit guarantee scheme (NOKbn)

Not covered

Covered by the guarantee scheme



Public deposits are not covered by the guarantee scheme, but are mostly bound by contractual obligations



### SMN Green Finance Framework

- Structured and aligned with the four core components of the Green Bond Principles 2021 and the Green Loan Principles 2023
- Second Party Opinion and EU taxonomy assessment provided by Sustainalytics
- Eligible categories
  - Residential buildings
  - Commercial buildings
  - Renewable energy
  - Clean transportation
  - Environmentally Sustainable Management of Living Natural Resources and Land Use
  - Eco-efficient and Circular Economy adapted Products, Production Technologies and Processes
- Eligible assets as of 31 December 2024: EUR ~3.1 bn
- Outstanding green bonds as of 31 December 2024: EUR ~ 2 bn
- Green Finance Framework and related documents: https://www.sparebank1.no/en/smn/about-us/sustainability/greenbond-framework.html 38























# Use of Proceeds: Eligible Assets (1/2)

Use of Proceeds

2 Reporting External Review

EU Taxonomy Alignment

#### **Green Buildings**

- Residential buildings
  - Residential buildings built ≥2021: buildings complying with the relevant NZEB-10% threshold¹
  - Residential buildings built <2021: EPC A label or within the top 15% low carbon buildings in Norway
- Commercial buildings
  - Commercial buildings built ≥2021: buildings complying with the relevant NZEB-10% threshold¹
  - Commercial buildings built <2021: EPC A label or within the top 15% low carbon buildings in Norway
  - Commercial buildings which received at least one or more of the following classifications: 1) LEED "Gold"; 2) BREEAM or BREEAM-NOR "Excellent", or equivalent or higher level of certification
- Refurbished Residential and Commercial buildings in Norway with an improved energy efficiency of 30%



#### **Renewable Energy**

- Loans to finance or refinance equipment, development, manufacturing, construction, operation, distribution and maintenance of renewable energy generation sources from:
  - Solar energy: Photovoltaics (PV), concentrated solar power (CSP) and solar thermal facilities
  - Wind energy: Onshore and offshore wind energy generation facilities and other emerging technologies, such as wind tunnels and cubes
  - Hydropower in Norway: Hydropower in Norway (boreal regions), lifecycle emissions of less than 100g CO2e / KWh

#### **Clean Transportation**

- Loans to finance or refinance production, establishment, acquisition, expansion, upgrades, maintenance and operation of low carbon vehicles and related infrastructures:
  - Low carbon vehicles:
    - Fully electrified passenger vehicles such as cars
    - Fully electrified freight vehicles such as ferries, vessels, lorrys and trucks
- Low carbon transportation infrastructure: infrastructure to support zero emissions passenger vehicles and public transportation
- Maritime Vessels





In accordance with the EU Taxonomy Climate Delegated Act, buildings built from 1 January 2021 onwards should meet the 'NZEB -10%' criterion. In Norway, NZEB definitions were announced on 31 January 2023 (Norwegian only). Compliant buildings are assessed against the respective NZEB threshold published by the Norwegian Ministry, expressed as specific energy demand in kWh/m2. At the time of writing all Norwegian buildings with EPC labels of A and some EPC B labels are compliant with NZEB-10%. TEK17 buildings eligible under the previous framework that were originated between 01/01/2021 - 31/01/2023 have been grandfathered in the portfolio as of 31/01/2023 following the publication of the official Norwegian NZEB definitions.



# Use of Proceeds: Eligible Assets (2/2)

Use of Proceeds

2 Reporting External Review

EU Taxonomy Alignment

Environmentally Sustainable Management of Living Natural Resources and Land Use

- Loans, credit and investments aiming at financing or refinancing environmentally sustainable fishery and aquaculture and environmentally sustainable forestry:
  - Fisheries & Aquaculture:
    - o Marine Stewardship Council (MSC)
    - o Aquaculture Stewardship Council (ASC)
    - o Best Aquaculture Practices (BAP), minimum 2 stars
    - o Global G.A.P. Aquaculture Standard









#### - Forestry:

- Forest land certified in accordance with the Forest Stewardship Council (FSC) standards and/or
- o the Programme for the Endorsement of Forest Certified (PEFC)











**Eco-efficient and Circular Economy adapted Products, Production Technologies and Processes** 

Companies must benefit from selected sustainability certifications on products, services or processes:

 Eco-Lighthouse: Manufacture of plastic, operation of petrol stations, wholesalers of solid, liquid and gaseous fuels and related products are excluded.









## Second Party Opinion



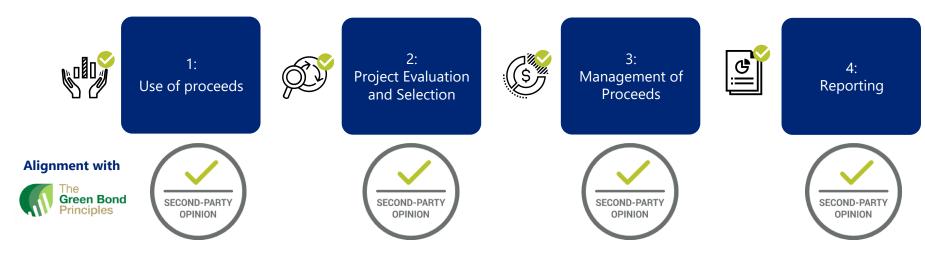


2 Reporting

External Review



- "Sustainalytics is of the opinion that the SpareBank 1 SMN Green Finance Framework is credible and impactful and aligns with the four core components of the Green Bond Principles 2021 and the Green Loan Principles 2023."
- "Sustainalytics believes that the Green Finance Framework is aligned with the overall sustainability ambitions of the Bank and that the Green use of proceeds categories will contribute to the advancement of the UN Sustainable Development Goals 7, 9 and 11"
- "Sustainalytics is of the opinion that out of 14 activities mapped in the EU Taxonomy, 12 are aligned with the applicable technical screening criteria for substantial contribution, whereas 2 activities are partially aligned. Eight activities align with the do no significant harm (DNSH) criteria of the EU Taxonomy, and six activities were assessed as partially aligned with the DNSH criteria. Sustainalytics is also of the opinion that the projects to be financed under the Framework will be carried out in alignment with the EU Taxonomy's Minimum Safeguards."





# Reporting – Allocation (31 March 2025)

Use of Proceeds

Reporting

External Review

EU Taxonomy Alignment

Eligible Green Loan Portfolio (31 March 2025)	
	Amount (NOK m)
Green Residential Buildings	22,246
Green Commercial Buildings	4,849
Clean Transportation	2,939
Renewable Energy	50
Eco-efficient and/or Circular Economy Adapted Products, Production Technologies and Processes	6,896
Fisheries (MSC Certification)	3,520
Aquaculture (Global.G.A.P. and ASC Certification)	2,253
Eco-Lighthouse	1,123
Total	36,980

Percentage of Eligible Green Loan Portfolio allocated (usage)	65.0%
Percentage of Net Proceeds of Green Funding allocated to Eligible Green Loan Portfolio	100%
Eligible Green Loan Portfolio - Unallocated (NOK m)	12,936
New loans added to the portfolio since December 2024 (NOK m)	2,553

Instrument (ISIN)	Issuance Date	Due Date	Amount (NOK m)*
XS2051032444	sep-19	sep-26	5,700
NO0010905474	nov-20	nov-26	1,809
NO0010905490	nov-20	nov-26	980
XS2303089697	feb-21	feb-28	5,700
CH1184694789	may-22	jun-27	2,092
NO0012629429	aug-22	aug-27	550
NO0012629411	aug-22	aug-27	500
NO0012629403	aug-22	aug-25	314
XS2536730448	sep-22	dec-25	5,700
NO0013314666	aug-24	nov-27	250
NO0013314674	aug-24	nov-29	450

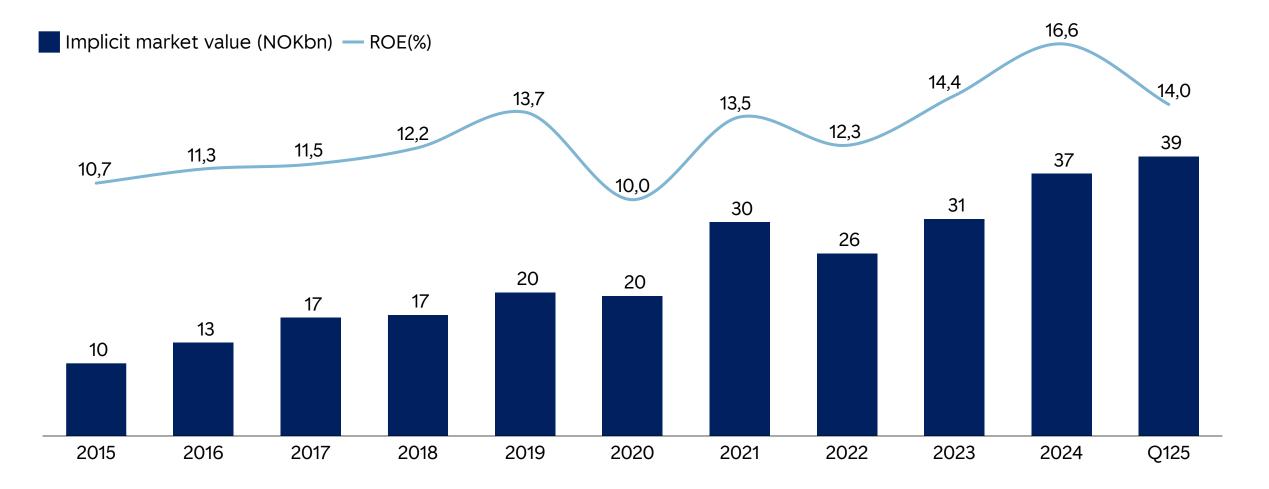
<sup>\*</sup>NOK equivalent amount (Exchange rate as of 31st March 2025; EUR 1 = NOK 11.399; CHF 1 = NOK 11.957)



# Appendix



### High value creation over time





## **Subsidiaries**

NOK mill, SMN's share in parentheses	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q1 24
EiendomsMegler 1 Midt-Norge (92.4%)	8	-1	8	43	20	8	-12
SpareBank 1 Regnskapshuset SMN (93.3%)	52	-3	-7	54	35	55	17
SpareBank 1 Finans Midt-Norge (56.5%)	69	87	68	76	66	-18	3
SpareBank 1 SMN Invest (100%)	4	27	-12	-13	48	-23	-44
Other companies	5	6	3	5	5	-1	0
Sum subsidiaries	138	117	60	165	174	21	-37



# Product companies

NOK mill, SMN's share in parentheses	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q1 24
SpareBank 1 Gruppen (19.5%)	59	99	86	1	40	-40	19
Gain from merger between Fremtind/Eika			452				
SpareBank 1 Boligkreditt (23.2%)	24	23	37	35	33	0	-9
SpareBank 1 Næringskreditt (12.7%)	3	4	3	3	4	-1	-1
BN Bank (35.0%)	74	68	77	73	84	6	-11
SpareBank 1 Markets (39.9%)	19	19	20	26	25	0	-6
Kredittbanken (15.1%)	-1	-5	-3	1	-4	4	3
SpareBank 1 Betaling (20.9%)	-4	-4	-1	-2	-12	1	8
SpareBank 1 Forvaltning (21.5%)	14	17	13	13	10	-4	4
Other companies	4	4	1	-3	13	-0	-9
Sum associated companies	191	226	685	148	194	-35	-3



## Return on financial investments

NOK mill	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Change from Q4 24	Change from Q1 24
Net gain/(loss) on stocks	25	44	-1	4	42	-20	-18
Net gain/(loss) on financial instruments	-39	-47	-45	-17	-11	8	-28
Net gain/(loss) on forex	-2	42	24	11	22	-44	-25
Net return on financial instruments	-17	40	-22	-1	54	-57	-70



### Balance sheet

NOKbn	31.3.25	31.3.24
Cash and receivables from central banks	2,1	2,0
Deposits with and loans to credit institutions	10,3	8,1
Net loans to and receivables from customers	178,9	168,4
Fixed-income CDs and bonds	37,6	36,1
Derivatives	6,6	7,3
Shares, units and other equity interests	1,0	1,2
Investment in related companies	10,0	9,0
Investment held for sale	0,2	0,1
Intangible assets	1,2	1,2
Other assets	3,0	2,3
Total assets	251,0	235,7
Deposits from credit institutions	10,8	14,9
Deposits from and debt to customers	148,2	134,4
Debt created by issue of securities	35,3	31,1
Subordinated debt (SNP)	13,6	12,7
Derivatives	6,2	7,1
Other debt	5,7	5,8
Investment held for sale	0,0	0,0
Subordinated Ioan capital	2,7	2,8
Total equity ex Tier 1 Capital	26,7	25,1
Additional Tier 1 Capital	1,8	1,9
Total liabilities and equity	251,0	235,7
Loans transferred to SpareBank 1 Boligkreditt / Næringskreditt	70,2	68,9

