

# Sparebanken Sør

Q1 2018



## Sparebanken Sør

**Business** 

Sparebanken Sør is an independent financial group with activities within banking, securities and real estate brokerage.

Balance

The sixth largest Norwegian bank with total assets above NOK 116 billion.

**Employees** 

427 FTEs in the parent bank, in branches across the counties of Aust-Agder, Vest-Agder, Telemark and Rogaland.

Products and services

General banking services- and products targeting the retail- and corporate market, and in addition to real-estate brokerage, life- and non-life insurance, stock brokerage and leasing through wholly- and partially owned subsidiaries and companies.

**Summary** 

As one of the largest regional banks, Sparebanken Sør shall contribute to further growth and development in the region.

## An important player in local business and industry

















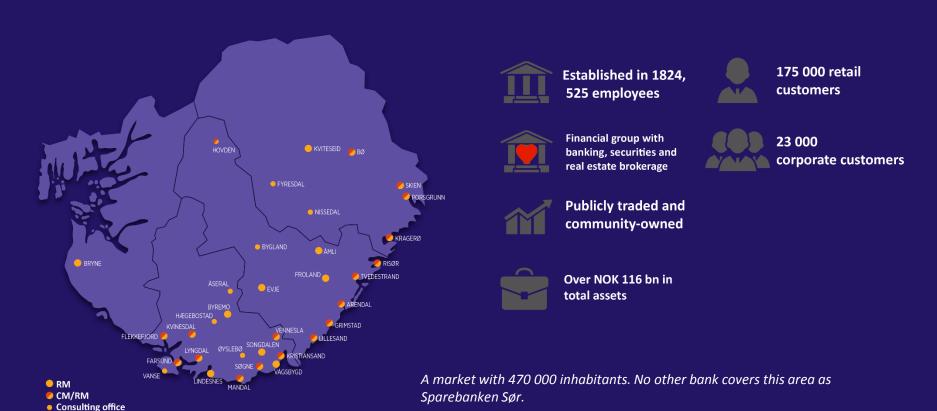






## Sparebanken Sør

## - A leading savings bank in Southern Norway



- By appointment

## A complete provider of financial services

Considerable product range - still potential for increased product sales

#### **Subsidiaries**

### SPAREBANKEN SØR BOLIGKREDITT AS

- Sparebanken Sør Boligkreditt is a **wholly owned** subsidiary of Sparebanken Sør
- The subsidiary is licensed as a financial enterprise with the right to issue covered bonds, in which investors receive preferential coverage in home mortgages granted by the bank (covered bonds)
- Through the issuance of covered bonds, the Sparebanken Sør Group can offer mortgages with competitive terms to its customers



- Sparebanken Sør is a **90.1%-owner** in Sørmegleren Holding AS, which is the parent company of the real estate agency Sørmegleren AS
- Sørmegleren is represented with a total of 14 offices, with its headquarters in Kristiansand
- Conveys about 2.200 homes a year, and is the regions largest real estate agency

### **Business partners**



- Sparebanken Sør entered in 2008 as a 10%-owner in Frende Holding and is one of 15 independent savings banks with holdings
- Frende has 175 000 customers and offers insurance, both life and general, to corporate and retail customers



- Brage Finans is a financing company owned by 12 independent savings banks, and Sparebanken Sør is a 15%-owner
- The distribution of the company's products is handled through the ownerbanks through its own sales organization

## NORNE

- Sparebanken Sør is a <u>17.1% -owner</u> in Norne Sec. and is one of 14 independent savings banks with holdings
- Norne is a full service investment firm with corporate finance – services, analysis, and stock and bond brokerage



- Together with 14 other savings banks within the Frende collaboration group, Sparebanken Sør has entered Vipps, through the newly established company, Balder Betaling AS
- Sparebanken Sør is a <u>22.4%-owner</u> of Balder Betaling AS, which is a 12%-owner of Vipps AS

### **Suppliers**





## **Holberg** Fondene





## Highlights in Q1 2018

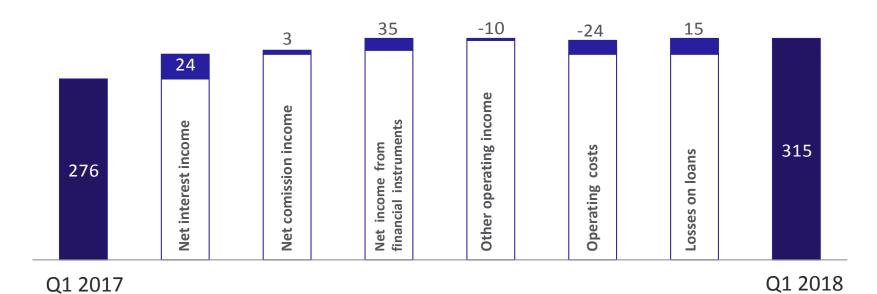
- Good results from ordinary operations
- Improvement in net interest income
- Positive net income from financial instruments
- Efficient operations and low costs
- New model implemented for calculating loss allowances on loans
- No net losses on loans
- Year-on-year loan growth of 6.5 percent
- Year-on-year deposit growth of 4.0 percent
- Return on equity after tax of 9.1 percent
- Common equity tier 1 capital ratio of 15.2 percent and leverage ratio of 9.2 percent

NOK million	Q1 2018	Q1 2017	Change
Net interest income	425	401	24
Net commission income	74	71	3
Net income from financial instruments	26	14	12
Other operating income	2	4	-2
Total income	527	490	37
Total expenses	212	199	13
Profit before losses on loans	315	291	24
Losses on loans, guarantees	0	15	-15
Profit before taxes	315	276	39
Tax expenses	77	66	11
Profit for the period	238	210	28



# Improvement in profit before taxes

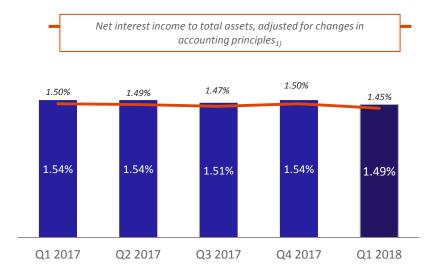
**NOK** million



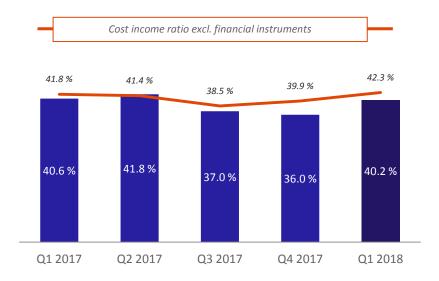


# **Key figures – Quarterly development**

Net interest income to total assets



#### Cost Income Ratio



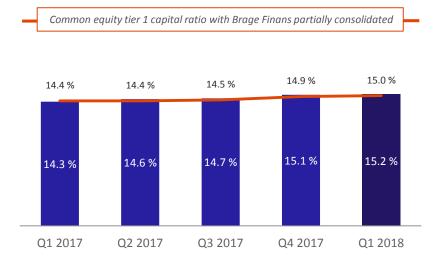


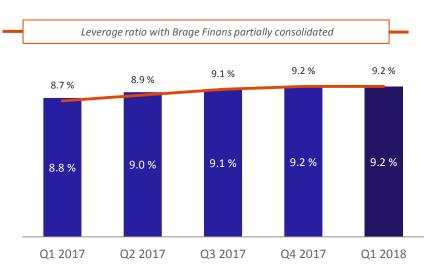
Accounting changes related to the fee to the Norwegian Banks' Guarantee Fund and interest on hybrid capital.

# **Key figures – Quarterly development**

Common equity tier 1 capital ratio

Leverage ratio



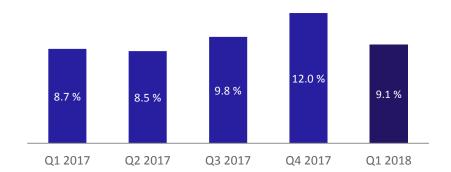


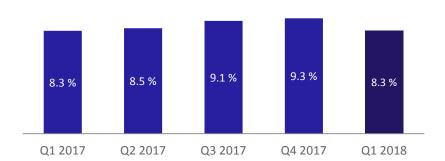


# **Key figures – Quarterly development**

Return on equity after tax<sub>1</sub>)

Return on equity after tax excl. financial instruments an non-recurring accounting events<sub>2)</sub>





1) ROE after tax =  $\frac{Profit\ after\ tax - interest\ on\ hybrid\ capital}{Equity-\ hybrid\ capital}$ 

2) ROE after tax excl. Financial instruments and non-recurring accounting events =  $\frac{Profit\ after\ tax, excl.\ financial\ instruments\ and\ accounting\ events}{Equity\ -hybrid\ capital}$ 



# **Key figures – quarterly development**

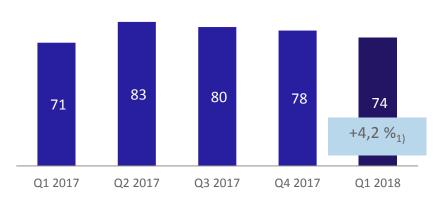
NOK million

### Net interest income

Net interest income, adjusted for the fee to the Norwegian Banks' Guarantee Fund and interest on hybrid capital



### Net commission income



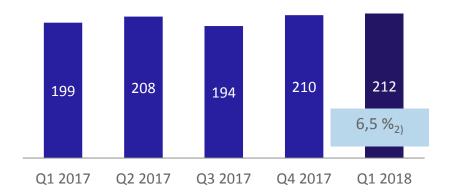
1) Changes from the prior-year corresponding period



## **Profit and loss - Quarterly development**

**NOK** million





## Profit from ordinary operations<sub>1)</sub>



- 1) Net interest income, adjusted for accounting changes + Net commission income + Other operating income Operating costs, adjusted for the conversion of the pension scheme
- 2) Changes from the prior-year corresponding period



## **Balance sheet items**

NOK billion



- 1) Changes from the prior-year corresponding period
- 2) Loan growth in Q1 2018 amounted to NOK 6,1 billion, equivalent to 6,5 percent, of which retail customers accounted for 6,8 percent and corporate customers 5,7 percent



## **Balance sheet items**

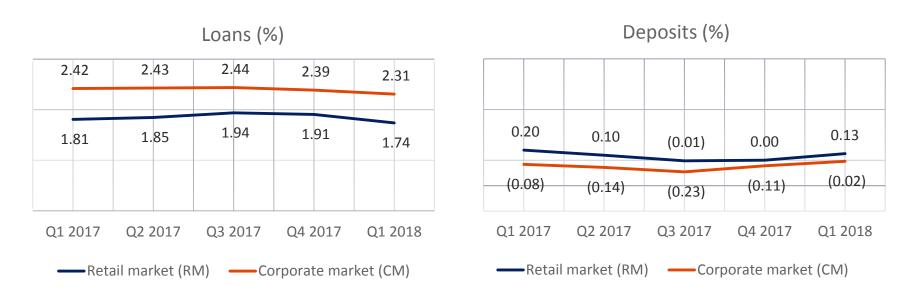
**NOK** billion



1) Changes from the prior-year corresponding period



## Interest margin - Quarterly development



Loans: Average interest rates minus 3 month weighted average of 3 month NIBOR. Deposits: 3 month weighted average of 3 month NIBOR minus average interest rates. All numbers in % per annum.



## **Losses and non-performing loans**

Development in losses in NOK million and as a percentage of gross loans (annualised)

Development in non-performing loans in NOK million and as a percentage of gross loans

Development in loss provisions in NOK million and as a percentage of gross loans 1)



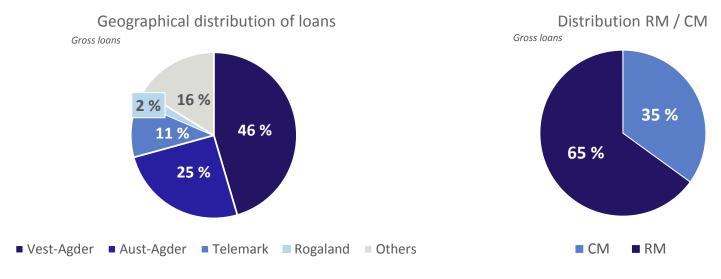






## A well diversified loan portfolio

High RM share and geographical diversification contribute to a balanced portfolio

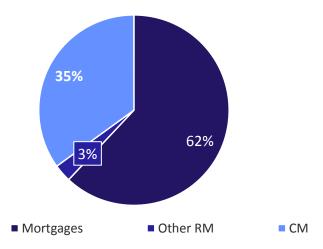


- #1 position in Vest-Agder and Aust-Agder, #3 position in Telemark. Positive growth in Rogaland
- Close and long term cooperation with major firms/organizations in the region. The agreement with KNIF\* contributes to growth outside the region.
- The KNIF\* segment amounts to NOK 8,2 billion in loans to customers and NOK 4,5 billion in customer deposits. KNIF corporates constitute the biggest share with NOK 5,0 billion in loans and NOK 3,9 billion in deposits
- Loans to customers are concentrated in the banks market area
- High RM share is risk reducing.

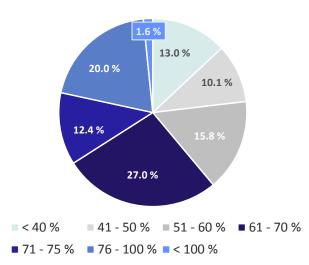


# Sparebanken Sør – Mortgages





### Loan to Value (Group)



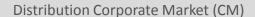
- Mortgages constitute a large part of the RM portfolio
- Loans with LTV (Loan to Value) below 75 percent constitute 78,4 percent

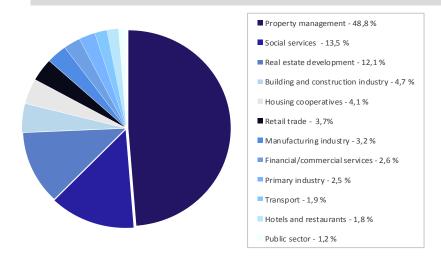
The LTV distribution is based on a distribution, of which the whole commitment is rated as the last part of the commitment.

As a consequence, the actual LTV-distribution will be lower than what is displayed in the table.

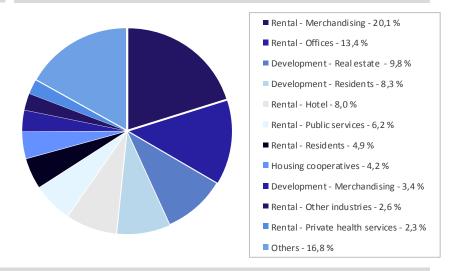


## A well diversified loan portfolio





Tenant distribution<sub>1)</sub>: Property management (rental), real estate development and building and construction (Loan commitment > NOK 10 million)



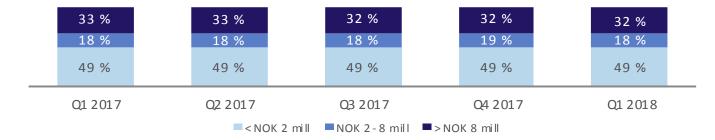
The CM loan portfolio reflects the business activity in the region with one major exception: Sparebanken Sør has a very low direct exposure to the oil industry (incl. oil service industry) and shipping.

1) Commitments to CM with value above 10 million amounts to 17,7 billion as of Q3 2017, numbers updated annualy



## **Portfolio**

### Deposits distributed by size



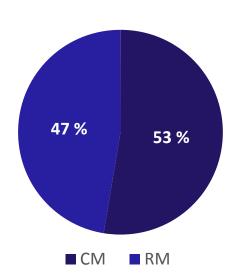
### Loans\* distributed by commitment size



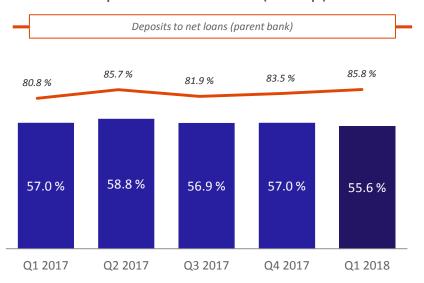


## **Deposits**

Distribution RM/CM



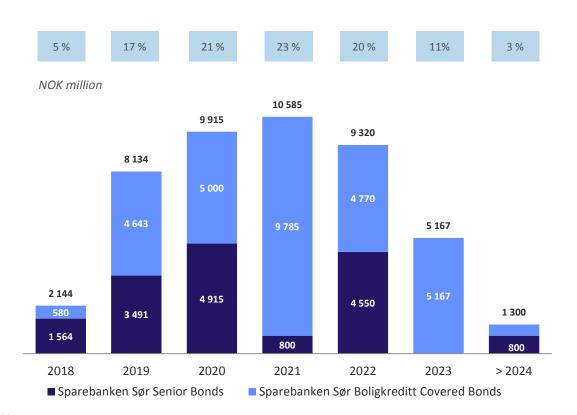
### Deposit to net loans (Group)



Stable development in deposit coverage (deposits to net loans) over the last 12 months, with a deposit growth of 4,0 percent



## **Funding maturity**

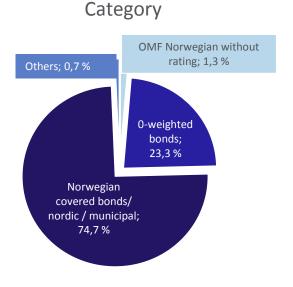


- Total funding for the Group amounted to NOK 46.8 billion, with NOK 30.5 billion issued as covered bonds as at 31 march 2018
- The bank has a reassuring maturity profile
- Long term funding\* amounts to 94% of the portfolio
- Liquidity indicator 1 at 110%
- Average maturity at 3.1 years

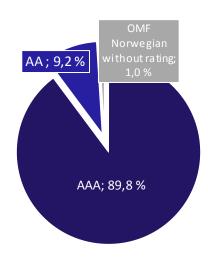
<sup>\*</sup> Long term funding: maturity > 1 year



## **Liquidity portfolio**



### Rating



- Total liquidity portfolio of NOK 15 bn
- 100 % investment grade and 100 % liquid instruments (LCR eligible)
- Liquidity reserve (LCR) of 165 % for the Group



## **Capital adequacy**

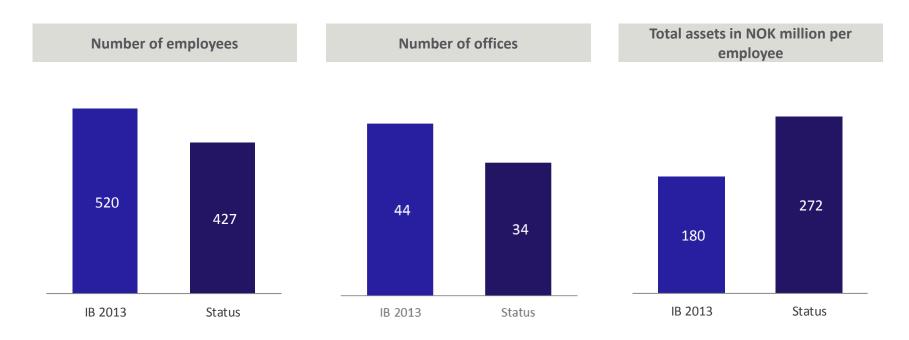


The CET1 ratio, when including the Group's cooperative companies<sub>1)</sub>, is 15,0 prosent. The tier 1 capital ratio is 16,8 percent and the (total) capital ratio is 18,9 percent.

1) Brage Finans, 15 percent ownership interest



## Structure and cost focus



Considerable potential has been realized – further efficiency improvements will take place as part of ongoing operations.



# Summary after Q1 2018

Result

Improved profit from ordinary operations, through positive growth, positive development in net interest income, combined with low costs and losses on loans

**Finance** 

Positive net income from financial instruments, mainly due to positive changes in fixed rate loans as well as returns on interest rate and currency derivatives.

Capital

Common equity tier 1 capital ratio is 15,0 percent and the leverage ratio is solid 9,2 percent.

Growth

Loan growth of NOK 6,1 billion the last 12 months, corresponding to a 6,5 percent annual growth. Deposit growth of NOK 2,1 billion, or 4,0 percent the last 12 months.

**Summary** 

Sound operations contribute to a pre-tax result of NOK 315 million in Q1 2018.



## Outlook

Macro

The region

Capital requirements

**Funding** 

Digital development

Summary

Growth in the Norwegian economy has picked up after weak growth in GDP over recent years, with higher growth in exports, reduced slowdown in oil investments, lower unemployment and higher private consumption.

The economic outlook for the bank's market area is considered positive. Housing prices have returned moderate growth over several years, and unemployment is falling. However, statistics for the first months of 2018 reveals a flattening growth in housing prices as well as decreases in some regions.

The Bank has a common equity tier 1 capital ratio of 15.0 percent and leverage ratio of 9.2 percent. Along with a positive profit from ordinary operations, the opportunities for further growth are positive.

The Bank is well positioned to establish long-term funding from the Norwegian and international financial markets.

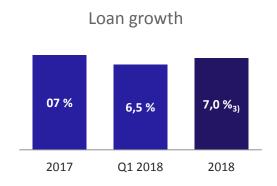
Investments in digitization and new technological solutions give the bank good opportunities to further improve the customer experience and the bank's cost position.

Sparebanken Sør is well positioned to further develop its position as a leading customer relation oriented bank, with high cost efficiency, good growth and profitability.

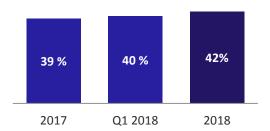
## Financial key variables and ambitions



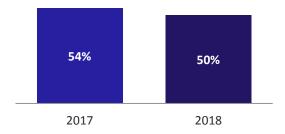










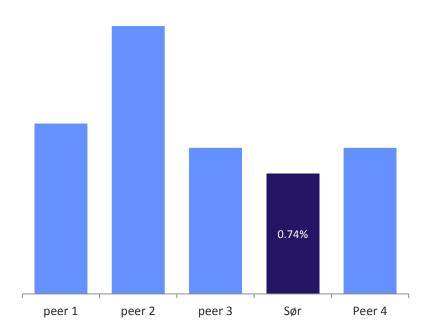


- 1) Incl. Share of profit
- 2) Will be evaluated in ICAAP
- 3) Overall credit growth + 1 percentage point



## Three strategic pillars

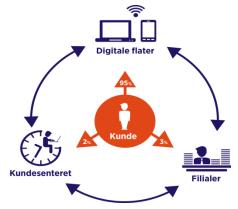
One of the most cost effective financial institutions<sub>1)</sub>

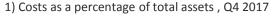


## **Strong customer relations**

The bank is customer relation oriented, with fast decisions based on local knowledge through closeness to customers and market

Optimal channel interaction and digitalization







# Appendix



## Our focus areas

Differentiated and high growth potential

Local, regional and national customer segments



### Regional business





















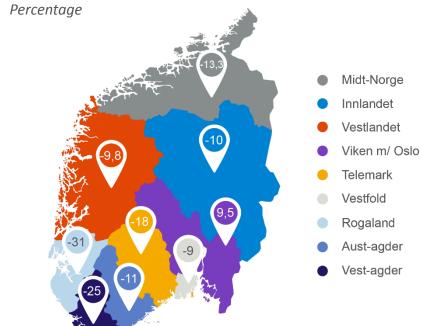


# Balanced development in the region

Change in housing prices last 12 months

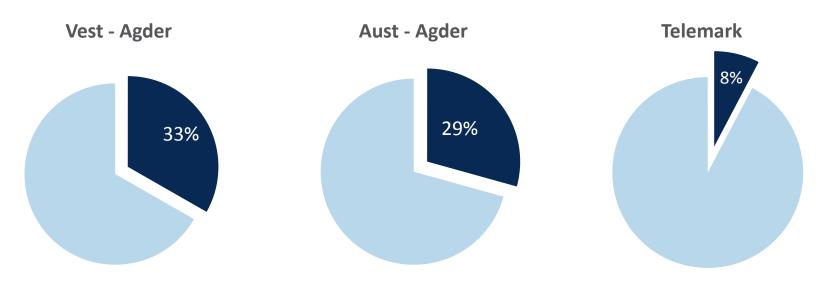


### Change in number of unemployed, last 12 months



Percentage

## Share of total mortgages by county



# 1 position in Vest-Agder and Aust-Agder, # 3 position in Telemark. Positive development in Rogaland.

Market shares are calculated on the basis of the number of houses, including holiday houses, of which each bank had as collateral for mortgages as at 31 March 2018.



## Egenkapitalbeviseiere

20 largest equity certificate owners as of 31 March 2018

	Name	Number of ECs	Share of ECs %		Name	Number of ECs	Share of ECs %
1	Sparebankstiftelsen Sparebanken Sør	7.988.679	51,00	11	Gumpen Bileiendom AS	174.209	1,11
2	Arendal Kom. pensjonskasse	450.000	2,87	12	Allumgården AS	151.092	0,96
3	EIKA utbytte VPF c/o Eika kapitalforv.	423.351	2,70	13	Landkreditt Utbytte	150.000	0,96
4	Pareto AS	417.309	2,66	14	Ottersland AS	100.000	0,64
5	Holta Invest AS	393.765	2,51	15	Wenaas Kapital AS	100.000	0,64
6	Gladstad Capital AS	387.467	2,47	16	MP Pensjon PK	85.523	0,55
7	Bergen Kom. Pensjonskasse	376.231	2,40	17	Artel AS	82.131	0,52
8	Merrill Lynch	253.749	1,62	18	Profond AS	77.115	0,49
9	Wenaasgruppen AS	186.000	1,19	19	Apriori Holding AS	72.575	0,46
10	Otterlei Group AS	182.000	1,16	20	Varodd AS	70.520	0,45
	Total 10 largest owners	11.058.551	70,58		Total 20 largest owners	12.121.716	77,36

- As of 31 March 2018, 15 663 944 ECs of NOK 50 each had been issued
- Profit (Group) per EC as at 31 March 2018 amounted to NOK 2,6
- The ownership ratio at the end of Q1 2018 was 17,9 percent



# **SOR** – stock price and liquidity

#### Price development

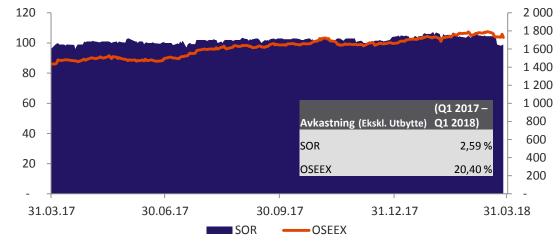
- The stock price for SOR was NOK 99 as at 28. March 2018. At the same time, book value was NOK 1116,1, amounting to a price-to-book ratio of 0.85.
- Thw equity certificates gave a return of 0.96 % in Q1 2018 (incl. dividend).

#### Liquidity

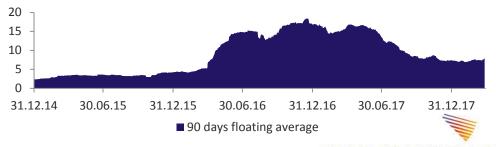
 There was a turnover of 1.3 million equity certificates in 2017, compared with 2.3 million in 2016. The turnover for 2014 and 2015 was 52 293 and 144 013 respectively.

#### Dividend

- 50 percent of equity certificate holders` share of annual profits
- When determining the annual dividend, Sparebanken Sør's capital needs, including regulatory requirements, expectations from investors and the bank's strategic targets will be taken into consideration.
- A dividend of NOK 6 has been distributed in 2018, the same as in 2017.
- The equity certificate yielded a direct return of 5,8 percent (6,6 percent in 2016)



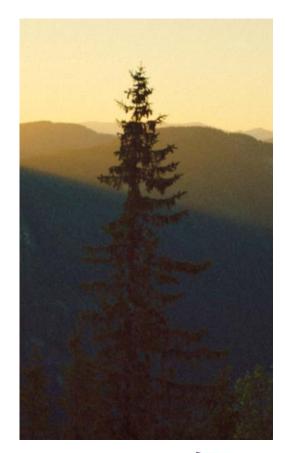
## Daglige handler i SOR



# **Dividend policy**

50 percent of equity certificate holders' share of annual profits

- Sparebanken Sør will through sound, stable and profitable operations secure its equity certificate owners a competitive return in terms of dividend and return on their investments.
- The surplus will be distributed between the equity certificate capital (equity certificate owners) and the primary capital in accordance with their proportion of the equity capital.
- When determining the annual dividend, Sparebanken Sør's capital needs, including regulatory requirements, expectations from investors and the bank's strategic targets will be taken into consideration.
- The ambition is that approximately half of the equity certificate capital's proportion of annual profits after tax should be paid as dividend.







## Noen soliditetsvurderinger

	Method used when calculating capital ratio	CET1	Leverage Ratio
Sør	Standard	14,9(15,0*)	9,2(9,2*)
Regional bank 1	IRB	15,0	7,3
Regional bank 2	IRB	14,9	7,2
Regional bank 3	IRB	14,9	7,2
Regional bank 4	IRB	14,9	7,2
Regional bank 5	IRB	16,8	7,1

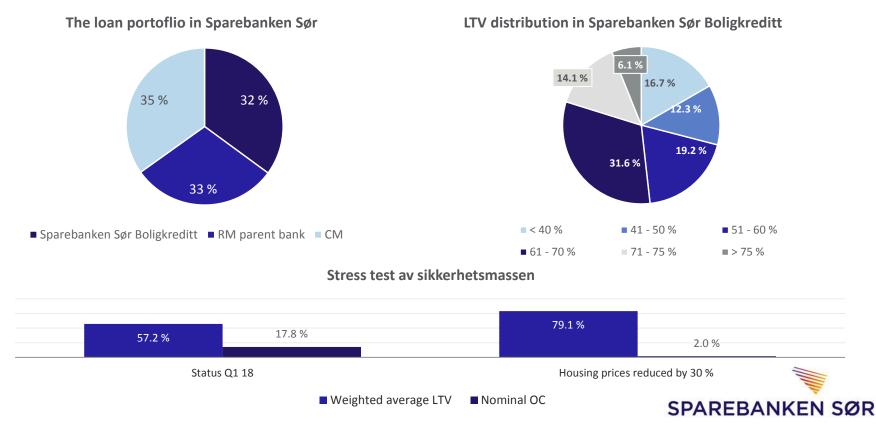
<sup>\*</sup> Common equity tier 1 capital ratio as at 31 March 2018, other comparative figures are as at 31 December 2017

- Sparebanken Sør is the only of the large regional banks that uses the standard method in the capital adequacy calculations
- Sparebanken Sør has a very high Leverage ratio
- In November 2017, Sparebanken Sør decided in to initiate a process to request approval from Finanstilsynet to apply the internal ratings-based approach (IRB). The bank aims to submit the application by the end of 2019.



## Sparebanken Sør Boligkreditt

- Wholly owned by Sparebanken Sør



## **Euro Medium Term Note Program**

2 successfull issuances in 2018

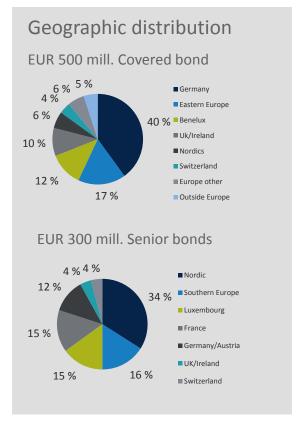


 In the first quarter of 2018, Sparebanken Sør Boligkreditt AS completed the 3 successful issuances totaling EUR 500 million in fixed 5 year Covered Bonds.



#### SPAREBANKEN SØR

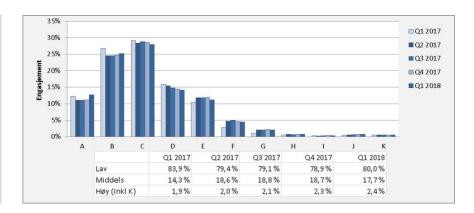
 A successful issuance totaling EUR 300 million in 3 year FRN senior bonds was completed through the EMTN program in the second quarter of 2018. This is the first issuance of senior bonds in Euro in Sparebanken Sør.



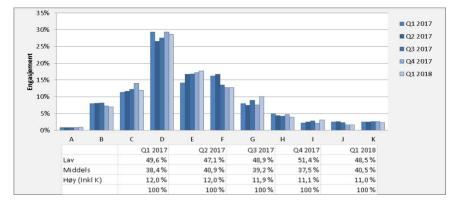


# Portfolio quality – score (PD)









	Class	Lower border	Upper borde
	Α	0,00	0,10
Low	В	0,10	0,25
8	C	0,25	0,50
	D	0,50	0,75
Medium	Е	0,75	1,25
uib	F	1,25	2,00
3	G	2,00	3,00
	Н	3,00	5,00
High	1	5,00	8,00
3	J	8,00	99,99
_	K	100,00	

#### Comment:

A positive development in RM with an increase of about 1,1 percent in low risk credit facilties, and a small decrease in CM.



## Vipps, BankAxept og BankID

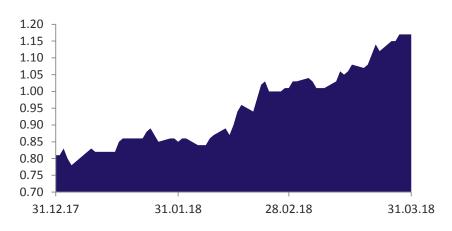


- The banks in Norway have signed a letter of intent to further develop the world's most customer-friendly and efficient payment and identification solutions.
- By joining Vipps, BankAxept and BankID
  Norway, the goal is to create even better
  customer experiences and stand stronger
  in the competition against global
  technology giants.
- Planned merger approved by the Norwegian Competition Authority



## **NIBOR** development

## Utvikling 3 mnd NIBOR



Even after a significant increase in 3 month NIBOR, net interest income has had a positive development when compared with the prior-year corresponding period. The positive development is attributable to:

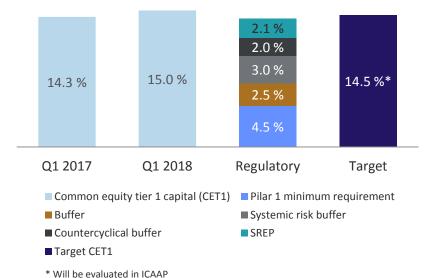
- Growth in total loans
- A CM loan portfolio which accounts for 35 percent of total loans (of which about 80 percent is linked to NIBOR)
- CM deposits linked to NIBOR



# **Regulatory considerations**

### **SREP – CET1 Capital Requirements and Generation**

SREP includes Pillar 2 requirements



#### IFRS 9 / MREL / Basel IV

Sparebanken Sør is well positioned for future regulatory requirements

- IFRS 9
  - The implementation of IFRS 9 will have a positive effect on the Group's equity and subordinated capital, and the Group has no need for the transitional rule for calculating capital adequacy
- MREL
  - MREL will be implemented in Norway, but the timeline is not yet public
  - Potential issuance needs to be decided when requirements and structure is clear for Norway
- Basel IV
  - Sør is well positioned for Basel IV
    - Sør uses standard models and has 9.2 percent in leverage ratio



# **Implementing IFRS 9**

- Implemented 01.01.2018
- New standard for classification and measurment of financial assets and liabillities
- From a model based on objective evidence and occured losses, to a business oriented model based on expected losses
- Moderate transitional effects upon implementation
- Net gains on losses in Q1 2018.
- Losses expected to be low going forward

#### **Transitional effects**

Group NOK Million	IAS 39		IFRS 9		
	Measurement	Book value	Measurement	Book value	Change
Net loans to customers	Amortised cost	91 202	Amortised cost	91 204	2

PARENT BANK NOK MILLION	IAS 39		IFRS 9		
	Measurement	Book value	Measurement	Balanseført verdi	Endring
Net loans to customers – Mortages	Amortised cost	24 991	Fair Value through OCI	25 002	11
Net loans to customers – Others	Amortised cost	35 288	Amortised cost	35 284	-4



## 194 years of development and renewal

Arendal Sparebank was founded in 1825 as one of the first savings banks in Norway.

#### 1973

The bank merged with 4 other savings banks in Aust-Agder, and formed Aust-Agder Sparebank. Sparebanken Sør was established in **1984** after a merger between Aust-Agder Sparebank, 2 other savnings banks in Aust-Agder and 9 from Vest-Agder

1985 The bank entered for the first time Telemark, through a merger with Nissedal Sparebank and totals today 7 branches in the county, where the latest was the opening of an office in Skien in the fall of 2012.



**2014** Merger between Sparebanken Pluss and Sparebanken Sør and the new bank is named Sparebanken Sør.

The bank's history dates back to **1824** when Christianssand Sparebank was established as one of the first savings banks in Norway.

The banks more recent history starts in 1984 when Sparebanken Agder was established through a merger between Christianssands Sparebank, Halse and Harkmark Sparebank, Iveland Sparebank, Oddernes Sparebank, Vennesla Sparebank and Øvrebø and Hægeland Sparebank.

The banks more recent history starts in 1984 when Sparebanken Agder was established through a merger between Christianssands Sparebank, Halse and Harkmark Sparebank, Iveland Sparebank, Oddernes Sparebank, Vennesla Sparebank and Øvrebø and Hægeland Sparebank.

In January 1997 Sparebanken Pluss and Sparebanken NOR agreed that Sparebanken NOR was to take over Sparebanken Pluss' branches in Telemark while Sparebanken Pluss was to take over Sparebanken Nor's office in Kristiansand. Through this deal the banks business again was concentrated in the Agder counties.



