# Sparebanken Sør

4<sup>th</sup> quarter 2016



# Sparebanken Sør today

**Business** 

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

Balance

The sixth largest Norwegian bank with total assets of more than NOK 100 billions.

**Employees** 

439 employees in branch offices across the counties of Aust-Agder, Vest-Agder and Telemark.

Products and services

General banking services- and products, 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 is committed to further growth and development in the region.

# An important player in local business and industry























# Agder & Telemark

NUMBER OF RESIDENTS



A market with 470 000 people.
No other bank covers this area as
Sparebanken Sør. The bank has
approximately 150 000 retail customers
and 14 000 corporate customers.

RM CM/RM

# A complete provider of financial services

Considerable product range - still potential for increased product sales

#### **Subsidiaries**



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

#### **SØRMEGLEREN**

- ABCenter and Plussmegleren have merged into Sørmegleren
- 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 headquartered in Kristiansand and has 9 branches in 9 other cities
- Convey about 2.200 homes a year, and is the regions largest real estate agency

#### **Subsidiaries**



- 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 10 independent savings banks, and Sparebanken Sør is a **14%-owner**
- The distribution of the company's products is done through the owners and through its own sales organization

# NORNE

- Sparebanken Sør became a **18%-owner** in Norne Sec. in 2008, 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.

#### **Subsidiaries**





## **Holberg** Fondene





# **Key features 4th quarter 2016**

- Positive profit from ordinary operations
- Positive development in net interest income
- Positive net income from financial instruments due to a positive change in the value of shareholdings
- Good cost controll
- Conversion of the collective defined benefit scheme into a defined contribution pension scheme
- Low losses on loans
- Return on equity after tax of 11.8 percent
- Common equity tier 1 capital ratio of 14.7 percent and leverage ratio of 8.6 percent



# **Key features 2016**

- Positive profit from ordinary operations
- Positive development in net interest income
- Positive net income from financial instruments due to changes in the value of bond- and shareholdings, and fixed rate loans
- Good cost controll
- Conversion of the collective defined benifit scheme into a defined contribution pension scheme
- Low losses on loans
- Deposit growth of 6.6 percent during the last 12 months
- Loan growth of 2.9 percent during the last 12 months
- The bank has also strengthened its equity through a share issuance, and has a common equity tier 1 capital ratio of 14.7 percent and leverage ratio of 8.6 percent at the end of the year.
- Return on equity after tax of 11.6 percent
- The Board will propose to the Bank's Supervisory Board to distribute a dividend for 2016 of NOK 6.00 per Equity Certificate, corresponding to 56 percent of earnings per share.



# Income statement Sparebanken Sør

Profit before tax at the end of 2016 amounted to NOK 1 273 million

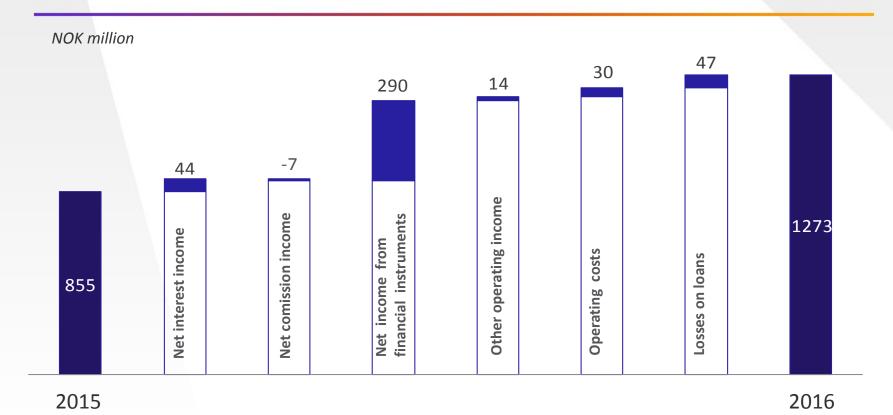
The main features for Sparebanken Sør in 2016:

- Satisfactory development in net interest income
- Positive net income from financial instruments due to changes in the value of bond- and shareholdings and fixed rate loans
- Low losses on loans

The profit in 2016 gives a return on equity after tax of 11.6 percent

NOK million	31.12.2016	31.12.2015	Change
Net interest income	1 565	1 521	44
Net commission income	293	300	-7
Net income from financial instruments	224	-66	290
Other operating income	28	14	14
Total income	2 110	1 769	341
Total expenses	787	817	-30
Profit before losses on loans	1 323	952	371
Losses on loans, guarantees	50	97	-47
Profit before taxes	1 273	855	418
Tax expenses	284	231	53
Profit for the period	989	624	365

# Improvement in profit YTD 2015 - YTD 2016





# **Key figures – quarterly profit trend**

#### Net interest income to total assets Costs Income Ratio Net interest income to total assets, adjusted for accounting Cost income ratio excl. financial instruments changes<sub>1)</sub> 45,8 % 45,9 % 1,53% 1,50% 1,45% 1,42% 43,2 % 1,47% 39,9 % 38,3 % 48,2 % 1,54% 1,53% 45,7 % 1,51% 1,50% 1,41% 36,8 % 35,1% 32,1% Q4 2015 Q1 2016 Q2 2016 Q3 2016 Q4 2016 Q4 2015 Q1 2016 Q2 2016 Q3 2016 Q4 2016



# **Key figures – quarterly profit trend**

#### Common equity tier 1 capital ratio Common equity tier 1 capital ratio including 80 % of profit and equity issuance in Q2 14,7 % 14,5 % 14,1 % 12,9 % 12,7 % 14,7 % 13,6 % 13,6 % 12,7 % 12,2 % Q4 2015 Q1 2016 Q2 2016 Q3 2016 Q4 2016

#### Leverage ratio

Leverage ratio including 80 % share of profit and share issuance in Q2



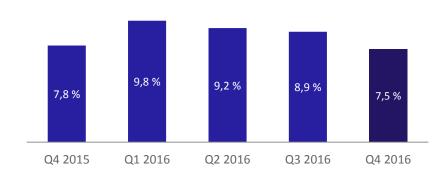


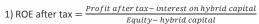
# **Key figures – quarterly profit trend**

Return on equity after tax

Return on equity after tax excl. financial instruments











# **Profit and loss**

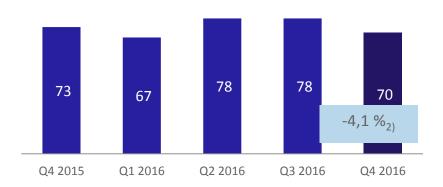
**NOK** million

#### Net interest income

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



#### Net commission income

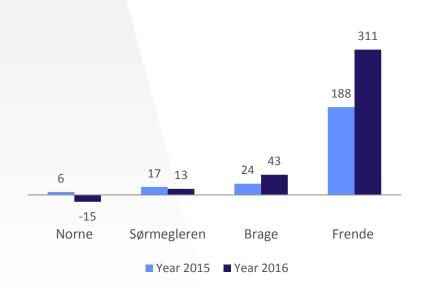


1) Changes from the same period in 2015.



# **Profit contribution affiliated companies**

The companies' profit before tax



#### Profit contribution affiliated companies

NOK million		2016	2015
Frende (10 percent owner)	Dividend	8	0
	Return	23	15
Brage (14 percent owner)	Dividend	0	0
	Return	25	0
Sørmegleren (Consolidated – 90,1 percent owner)	Profit contribution	12	15



#### **Profit and loss**

**NOK** million

Operating expenses

Profit from ordinary operations,





- 1) Net interest income, adjusted for accounting changes + Net commision income + Other operating income Operating costs, adjusted for the conversion of the pension scheme
- 2) Changes from the same period in 2015
- B) Included the accounting effect of NOK 42 million from the conversion of the pension scheme



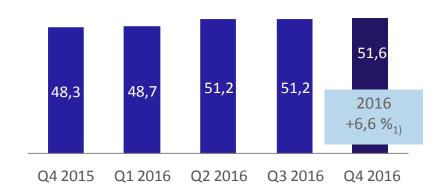
### **Balance sheet items**

**NOK** billion

Loans

Deposits





1) Changes from the same period in 2015



#### **Balance sheet items**

**NOK** billion

Equity Total assets  $10,1_{1}$ 9,8<sub>1)</sub> 9,51) 8,4<sub>1)</sub> 105,5 9,3 104,5 106,6 105,2 101,3 8,7 9 2016 7,8 7,9 2016 +29,5 %2) +5,8 %<sub>2)</sub>

Q4 2015

Q1 2016

Q2 2016

Q3 2016

1) The equity has increased in 2016 following the reclassification of hybrid capital from debt to equity, equity issuance and profit in 2016

Q3 2016

Q4 2016

2) Changes from the same period in 2015

Q2 2016

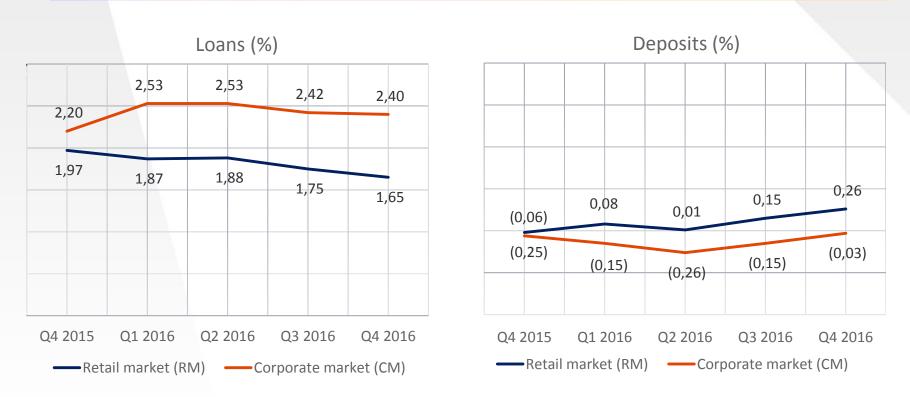
Q1 2016



Q4 2016

Q4 2015

# **Interest margin 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.

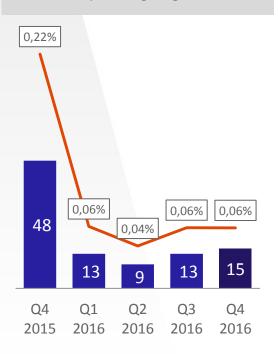


# **Losses and non-performing loans**

Development in losses and as a percentage of gross loans

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

Development in loss provisions and as a percentage of gross loans



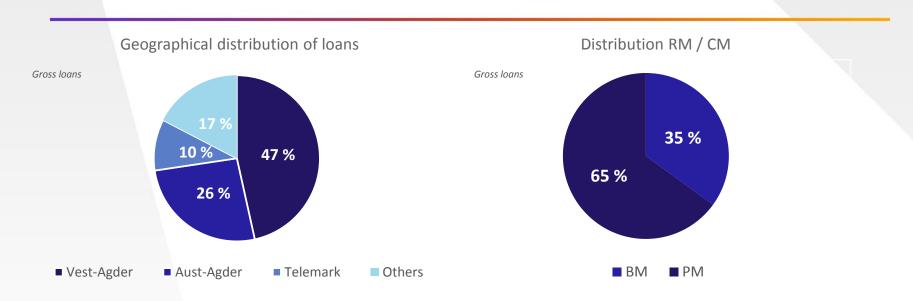






## Well diversified loan portfolio

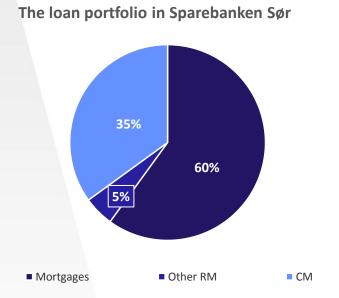
High RM share and geographical diversification contributes to a balanced portfolio

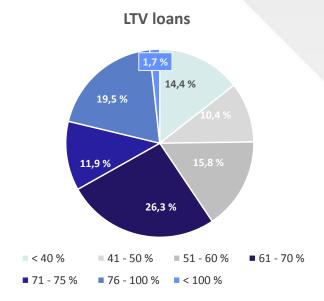


- # 1 position in Vest-Agder and Aust-Agder, # 3 position in Telemark.
- Close and long term cooperation with major firms/organizations in the region. The KNIF segment amounts to NOK 7.3 billion i loans to customers and NOK 4.4 billion in customer deposits. KNIF corporates have the biggest share with NOK 4.4 billion in loans and NOK 3.9 in deposits.
- Loans to customers are concentrated in the banks market areas.
- High RM share is in itself risk reducing. Loans under NOK 2 million constitute a dominant portion (45 percent).



#### **Sparebanken Sør – Mortgages**





- Mortgages constitute a large part of the RM portfolio
- Only 1.7 percent of the mortgages has an LTV of more than 100 percent

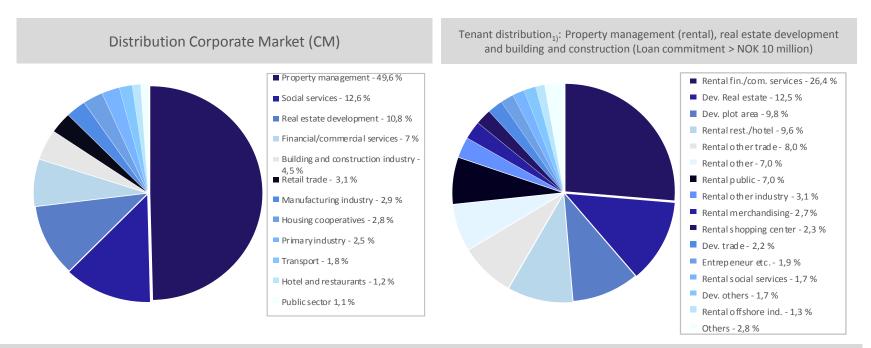
The LTV distribution is based on a distribution where the whole commitment is rated as the last part of the commitment.

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



### Well diversified loan portfolio

CM portfolio with very low direct exposure to oil and oil service industry



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 and oil service industry.



# **Portfolio**

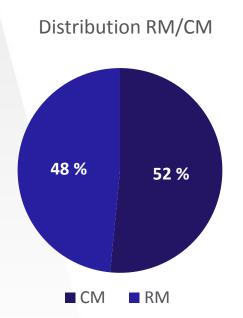
#### Deposits distributed by size

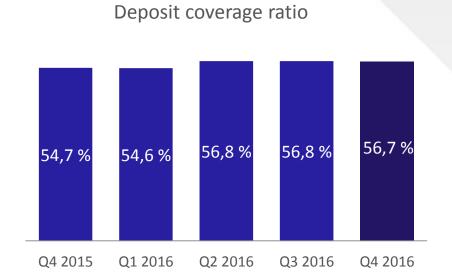
30,2 % 18,5 %	30,0 % 19,0 %	31,5 % 17,9 %	31,3 % 18,6 %	31,3 % 18,6 %
51,3 %	51,0 %	50,7 %	50,1 %	50,1 %
Q4 2015	Q1 2016 < NOK 2 mill	Q2 2016 NOK 2-8 mill	Q3 2016 > NOK 8 mill	Q4 2016

#### Loans\* distributed by commitment size



# **Deposits**





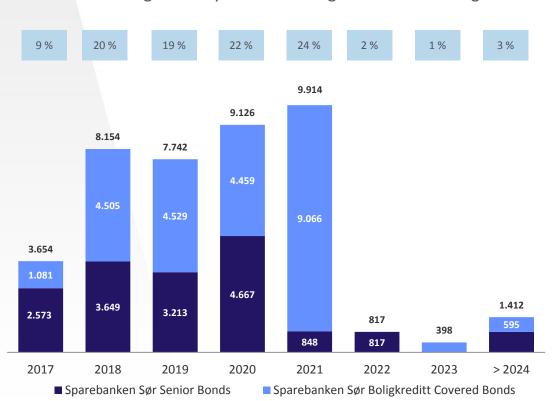
Deposits as a percentage of net loans has increased in 2016, with a deposit growth of 6.6 percent



# **Funding**

Well diversified funding profile is a security net in case of market turmoil

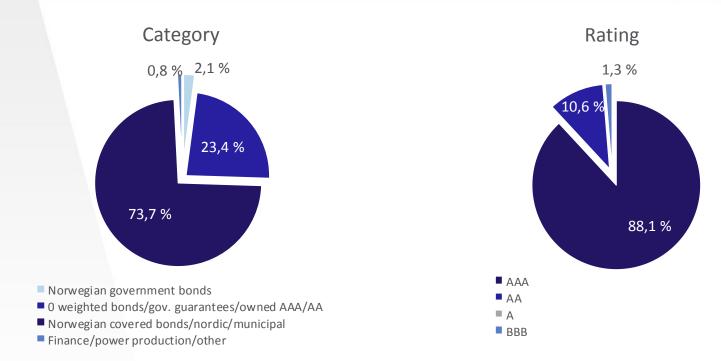




- Total funding amounted to NOK 41,2 bn, with NOK 28,1 bn issued as covered bonds as at 31 December 2016
- The bank has a reassuring maturity profile and limited maturities in 2017
- Funding with longer maturity than12 months complies 91%
- Liquidity indicator 1 at 109%
- Average maturity at 3.2 years



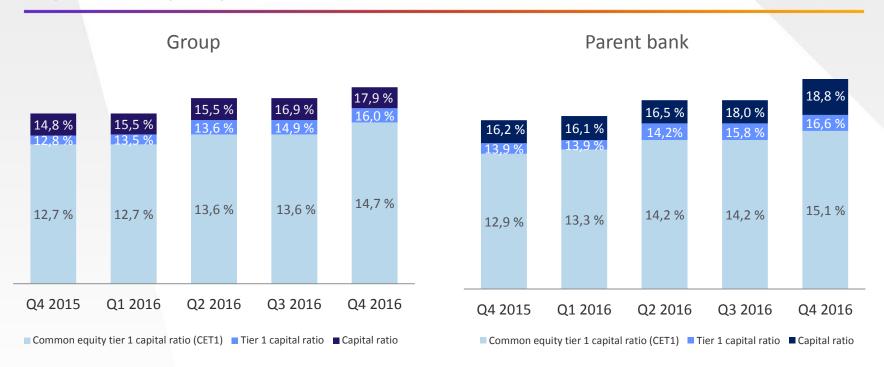
# **Liquidity portfolio**



- Total liquidity portfolio of NOK 11,8 bn
- 100 % investment grade and 100 % liquid instruments (LCR eligible)
- Liquidity reserve (LCR) of 117 % for the Group



# **Capital adequacy**



Common equity tier 1 capital ratio amounts to 14.7 percent for the group

Leverage Ratio 8.6 percent



# **Restructuring and cost focus**



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

Decision has been made to open a new office at Jæren, scheduled to open in Q1 2017.



# **Summary after 2016**

Result

Improved profit from ordinary operations, through postive growth, stable net interest income, combined with low costs and losses on loans

**Finance** 

Positive net income from financial instruments due to positive changes in the value of bond- and shareholdings and fixed rate loans

Capital

The Bank's financial strength is considered satisfactory in light of the current regulatory requirements. Included 80 percent of the profit, the common equity tier 1 capital ratio amounts to 14.7 per cent and the leverage ratio amounts to 8.6 percent.

**Capital** 

Loan growth of NOK 2.5 billion the last 12 months, corresponding to a 2.9 percent annual growth. The deposit growth is NOK 3.2 billion, or 6.6 percent the last 12 months.

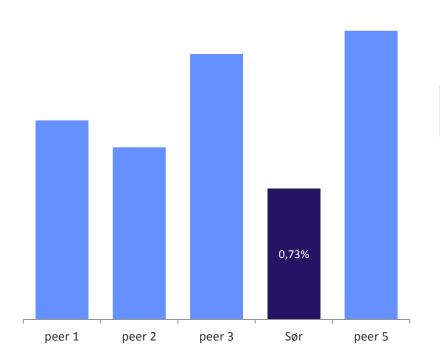
Summary

Sound operations contribute to a pre-tax result of NOK 1 273 million in 2016.



# Three strategic pillars

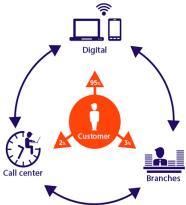
One of the most cost effective financial institutions<sub>1)</sub>



#### **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



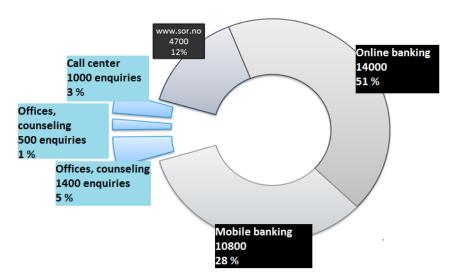


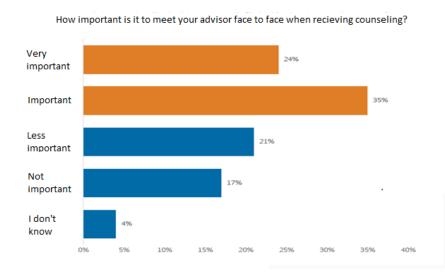
# Bankingservices offered in the branches are changing and the use of different channels are shifting...



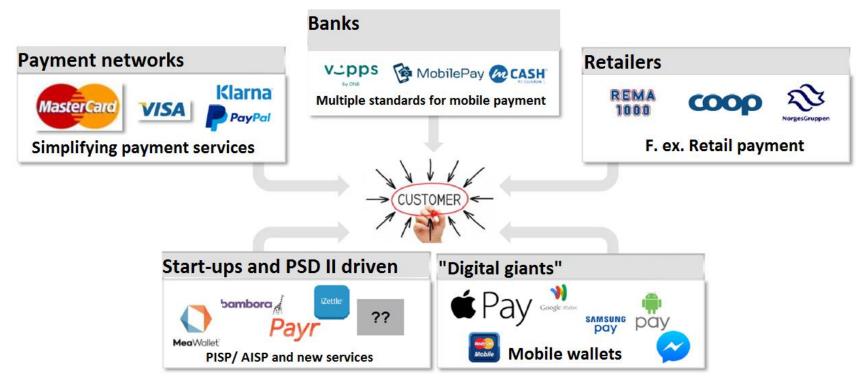








# New payment services will change the status quo



New payment standards and new players entering the arena during the next year – made possible by the PSD II, modern technologies, new players and global solutions

# Joint payment solution







# **Summary after 2016**

Macro

The Norwegian economy was affected by low growth in 2016. The outlook is considered positive, but the pace of the change in growth is uncertain

The region

Sparebanken Sør has very limited direct exposure to the oil and oil service sector, but could as being the largest bank in the region be affected by the general economic development in the region.

Capital requirements

The Bank has a common equity tier 1 capital ratio of 14.7 percent and leverage ratio of 8.6 percent. Along with a positive profit from ordinary operations, the opportunities for further growth are positive.

Funding and liquidity

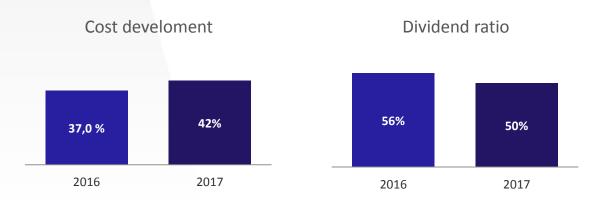
The Bank is well positioned to establish long-term funding from the Norwegian and the international financial market.

Summary

Sparebanken Sør will contribute to further growth and development in the region. To fulfill this vision the bank will be a leading, solid and independent player in the Agder and Telemark counties.

# Financial key variables and ambitions





- 1) Incl. share of profit
- 2) Growth YTD annualized
- Will be determined with regard to market expectations, the Financial Supervisory Authority recommendations and ICAAP



# Appendix



### **Equity certificate owners**

20 largest equity certificate owners as at 31 December 2016

	Name	Number of ECs	Share of ECs		Name	Number of ECs	Share of ECs
1	Sparebankstiftelsen Spb. Sør	8.125.679	51,88 %	11	Allumgården	151.092	0,96 %
2	Bergen Kom. Pensjonskasse	500.000	3,19 %	12	MP Pensjon PK	111.205	0,71 %
3	Arendal Kom. pensjonskasse	450.000	2,87 %	13	Profond AS	101.331	0,65 %
4	Holta Invest AS	444.410	2,84 %	14	Ottersland AS	100.000	0,64 %
5	Pareto AS	417.309	2,66 %	15	Wenaas Kapital AS	90.350	0,58 %
6	Gladstad Invest AS	387.467	2,47 %	16	Artel Holding AS	82.131	0,52 %
7	Merrill Lynch	329.080	2,10 %	17	Apriori holding AS	72.575	0,46 %
8	EIKA utbytte VPF c/o Eika kapital.	286.625	1,83 %	18	Varodd AS	70.520	0,45 %
9	Wenaasgruppen AS	186.000	1,19 %	19	Birkenes sparebank	66.000	0,42 %
10	Gumpen Bileiendom AS	154.209	0,98 %	20	Brøvig holding AS	65.639	0,42 %
	Total 10 largest owners	11 107 969	72,01 %		Total 20 largest owners	12 057 900	77,82 %

- As at 31 December 2016 15 663 944 ECs of NOK 50. each had been issued
- Profit (Group) per EC in 2016 amounted to NOK 10.7
- The board of Trustees decided on 30 March 2016 to issue 10 895 270 new ECs, the issuance was concluded 3 May 2016. At this point in time the ownership ratio increased from 13 percent to 19.8 percent. Weighted average ownership ratio after Q4 was 17.5 percent.



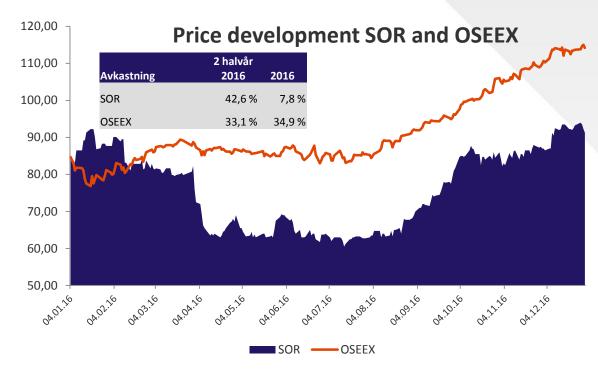
## **SOR** – stock price and liquidity

#### Price development

- Equity Certificates with a return of 7.8 percent in 2016 (incl. Dividend and adjusted for warrants)
- The Stock price for SOR was NOK 91.25 as at 30.12.2016, which is 66 percent higher than the share issuance price
- Buying SOR ECs the first trading day of 2016(NOK 140) and participating in the share issuance gave a return of 24 percent in 2016

#### Liquidity

- A trade volume of 2.3 million SOR ECs at Oslo Børs. The corresponding figures for 2014 and 2015 was 52 293 and 144 013 respecitively.
- In 2014 there were 154 days without turnover, reduced to 21 days in 2016



154
Days without turnover 2014

**21**Days without turnover 2016

NOK 52 000\* Volume 2014 NOK 2.4 MILL Volume 2016

## **Dividend policy**

#### 50 percent of equity certificate capital's proportion 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.

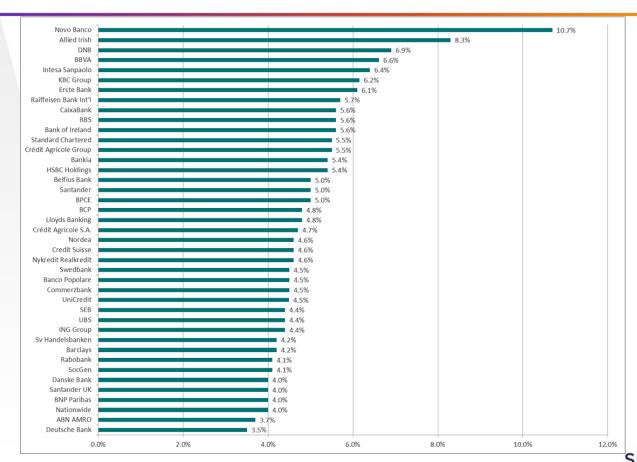






SPAREBANKEN SØR

# Leverage ratio Q3 2016





### **Capital assessment**

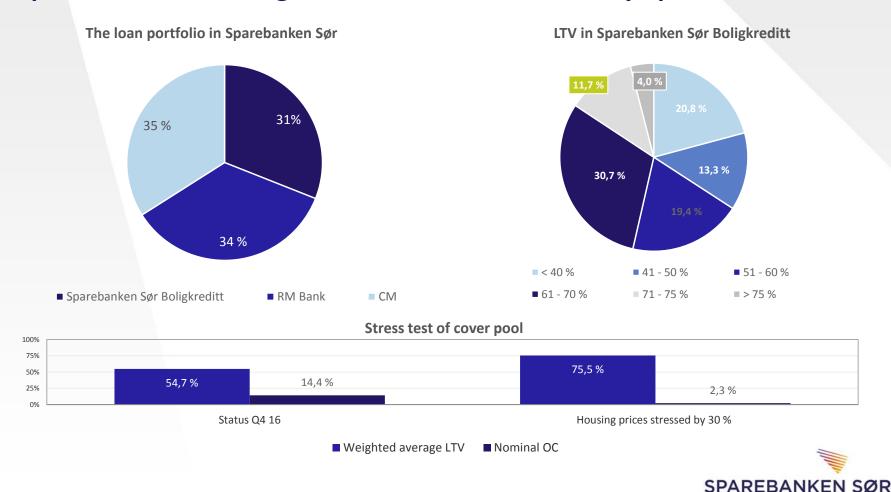
31.12.2016	CET1	Leverage Ratio
Sør	14,7 %	8,6 %
SR-Bank	14,7 %	7,3 %
Vest	14,9 %	7,3 %
Midt-Norge	14,9 %	7,4 %
Nord-Norge	15,1 %*	6,0 %

- Sparebanken Sør has fullfilled the Finacial Authorities' expectations of a 14,5 % common equit tier 1 (CET1) capital ratio
- Sparebanken Sør is the only of the large regional banks that uses the standard method in the capital adequacy calculations
- Sparebanken Sør is very solid, has a high CET1 capital and very high Leverage ratio
- With a CET1 capital ratio of 14.5 percent, the bank has a considerable buffer beyond the regulatory requirements.

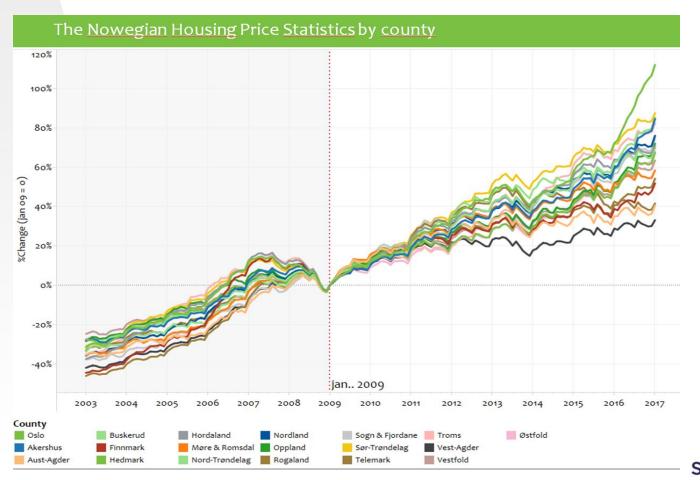


<sup>\*)</sup> Q3 incl. share of 2016 profit

### Sparebanken Sør Boligkreditt AS – 100 % owned by Sparebanken Sør



#### **House price development January 2017**



#### Year over year:

Vest-Agder + 3,3 % Aust-Agder + 4,0 % Telemark + 9,5 % Rogaland - 0,7 % Oslo + 23,1 %

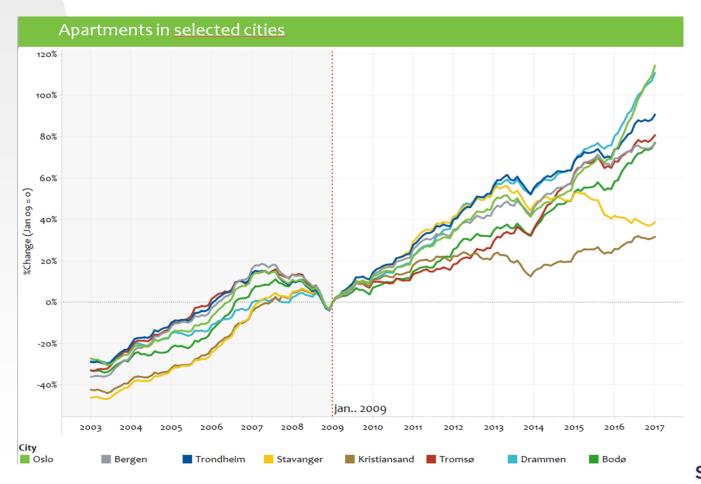
#### December- January:

Vest-Agder + 2,3 %
Aust-Agder + 3,0 %
Telemark + 2,9 %
Rogaland + 2,3 %
Oslo + 2,6 %



Source: Eiendomsverdi AS January 2017

### **Apartment price development January 2016**



#### Year over year:

Kristiansand + 4,7 % Stavanger - 2,2 % Oslo + 23,6 %

#### December- January:

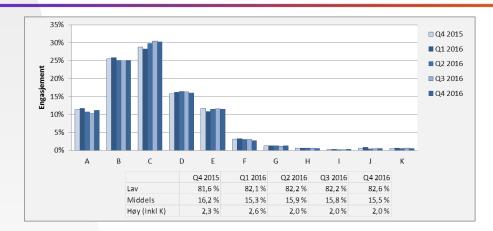
Kristiansand + 0.6 %Stavanger + 0.9 %Oslo + 2.5 %



Source: Eiendomsverdi AS January 2017

### Portfolio quality - score (PD)

RM



	35% -												
	30% -												Q4 201
	5070												■ Q1 201
	25% -												Q2 201
ment	20% -				ш								Q3 201
Engasjement	15% -												■ Q4 201
_	10% -												
	5% -												
	070	Α	В	С	D	Е	F	G	Н	1	J	K	
				(	Q4 2015		Q1 2016	Q2 2	016	Q3 2016		Q4 2016	
		Lav			47,7 %		50,1%	48,	.5 %	47,6%		49,2 %	
		Midde	els		38,7 %		36,0 %	38,	4%	38,3 %		38,1%	
		Høy (I	nkl K)		13,6 %		13,9 %	13	2%	14,1 %		12,7 %	

	Class	Lower border	Upper borde
	Α	0,00	0,10
Low	В	0,10	0,25
8	С	0,25	0,50
	D	0,50	0,75
Me	Е	0,75	1,25
Medium	F	1,25	2,00
∄	G	2,00	3,00
	Н	3,00	5,00
High	1	5,00	8,00
<del>M</del>	J	8,00	99,99
	K	100,00	

#### **Commentary:**

A small improvement in risk profile for RM and CM



### **Unemployment** is now decreasing



#### Hovedtall om arbeidsmarkedet. Januar 2017

#### 3a. Helt ledige fordelt på fylke

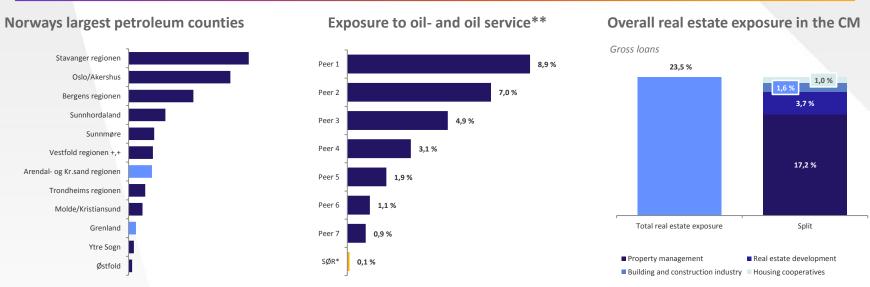
Januar 2017

	Antall	Prosent av arbeidsstyrken	Endring fra i fjor Antall	Endring fra i fjor Prosent	Prosent av arbeidsstyrken i fjor
l alt	88 238	3,2	-5 046	-5	3,4
Østfold	4 925	3,4	-250	-5	3,6
Akershus	7 714	2,5	-728	-9	2,7
Oslo	11 796	3,2	-1 449	-11	3,6
Hedmark	2 158	2,2	-403	-16	2,6
Oppland	1 994	2,0	-333	-14	2,4
Buskerud	4 055	2,8	-471	-10	3,1
Vestfold	4 433	3,5	313	8	3,3
Telemark	3 035	3,5	-446	-13	4,0
Aust-Agder	2 260	3,9	-453	-17	4,7
Vest-Agder	3 600	3,8	-346	-9	4,1
Rogaland	12 779	4,9	158	1	4,8



### **Diversified loan portfolio**

Low exposure to oil and offshore industry - Stable exposure to real estate



- Sparebanken Sør has virtually no direct exposure to oil and offshore industry A long term strategic choice
- Even though Vest-Agder has a slightly above average exposure to oil, the Aust-Agder and Telemark counties ensure a total exposure under the average in Norway
- The banks overall exposure to real estate consitutes about 69 percent of the corporate market portfolio -> the CM portfolio consitutes only 23.5 percent of the total loan portfolio
- Large parts of the real estate exprosure is related to commercial property (rental and coops). SØR has considerable expertise in this area, like its customers which operates very effectively with a persistent low unemployment
- Exposure to building and construction is low

### Development in net interest adjusted for changes in accounting principles

NOK million	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Net interest income	408	398	397	362	386
Guarantee fund fee	-9	-9	-9	28	
Interest on hybrid capital	-10	-10	-7	-5	
Net interest income, adjusted for changes in principles in Q1	389	379	381	385	386
In % of total assets	1,47 %	1,42 %	1,45 %	1,50 %	1,53 %

Net interest income adjusted for changes in the accounting of the fee to the Norwegian Banks' Guarantee Fund and reclassification of hybrid capital from debt to equity.



### 190 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.

Four savings banks in Telemark and Sparebanken Agder joined forces in 1987. Through the merger the bank was named Sparebanken Agder and Telemark. In 1988 the name was changed to Sparebanken Pluss

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.





SPAREBANKEN SØR