# Sparebanken Sør Boligkreditt AS Q3 2017





SPAREBANKEN SØR

### Sparebanken Sør

**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 above NOK 110 billions.

**Employees** 

431 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

SPAREBANKEN SØR



RM – Retail Market CM – Corporate Market



A market with 470 000 inhabitants. No other bank covers this area as Sparebanken Sør. The bank has approximately 150 000 retail customers and 19 000 corporate customers.

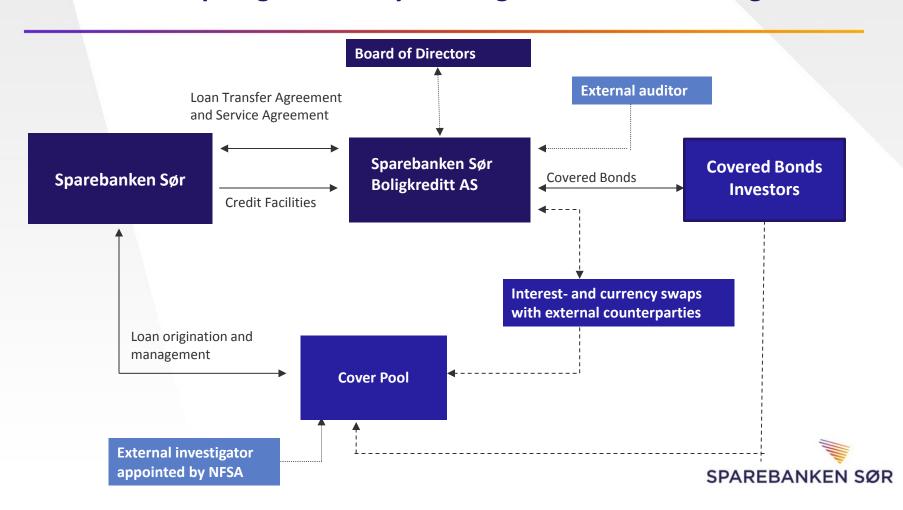
In the first quarter of 2017, Sparebanken Sør opened a new office at Bryne in Rogaland. This opens up a market with approx. 60,000 people.

### Sparebanken Sør Boligkreditt AS

- Dedicated and integrated covered bond company wholly owned by Sparebanken Sør
- The covered bonds have full recourse to the issuer Sparebanken Sør Boligkreditt
- Sparebanken Sør Boligkreditt has established a revolving credit facility with Sparebanken Sør, which covers refinancing risk
- Overdraft facility with the bank to handle daily operations
  - Loans are originated by the bank and transferred to the CB company
- The cover pool consists of prime Norwegian residential assets (98.2 %) and covered bonds
- Low LTV of 55.9 % (indexed)
- No non-performing assets in the cover pool
- Current OC of 14.7 %, of which 2.0 % is provided on committed basis
- Cover pool exposure towards Southern Norway, where price development is rather stable
- CB issuances assigned Aaa long term rating by Moody's with a high TPI and 5 notches of TPI leeway, pointing to a significant buffer against potential downgrades



### **Business concept** - governed by Norwegian covered bond legislation



### Eligibility criteria for cover pool mortgages

 Residential Norwegian properties Holiday homes – p.t. none, according to internal Type of properties guidelines •Minor volumes of buy to let • Mortgages with floating or fixed interest rates – p.t. only Type of products floating interest rate Serial, annuity or non-amortizing loans No arrears Credit criteria •Borrowers probability of default ≤ 2% •LTV limit of 75 % for residential mortgages •(LTV limit of 60 % for holiday homes) Collateral Quarterly valuation from independent third party (Eiendomsverdi) •Maximum loan per borrower of 12 MNOK (Euro 1,3 mill) Loan volume



### **Risk management**

•Payment flow from the cover pool is to meet the payment obligations to the covered bond holders and Liquidity risk derivative counterparties •Revolving credit facility in place with the mother company •Interest rate risk measured on a 2 basis points parallel shift in the interest rate curve, alternatively including the effects of non parallel shifts Interest rate risk •Should not exceed NOK 100 million •P.t. only floating rate loans and floating funding base incl. swaps •FX risk is fully hedged •Long term FX funding is swapped into NOK Foreign exchange risk • Derivative contracts with external counterparties



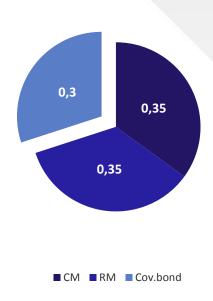
### Cover pool characteristics as at 30.09.2017

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Cover poor composition	
Cover Pool Composition	Residentials and covered bonds
Total Cover Pool:	29.786.301.000
Residentials:	29.236.301.000
Covered Bonds:	550.000.000
Average LOAN BALANCE:	1.274.510
NO. OF LOANS	23.012
WA SEASONING (in months):	41
WA REMAINING TERM (in months):	201
NO. OF BORROWERS	21.161
NO. OF PROPERTIES	23.224
WA Indexed LTV (LOAN BALANCE/INDEXED valuation) (e.g. 85% or 0.85):	55,9 %
WA LTV(LOAN BALANCE/original valuation)(e.g. 85% or 0.85):	60,8 %
Percentage of VARIABLE MORTGAGES (S.Def.):	98,2 %
Loans in arrears > 90 days (e.g. 1% or 0.01):	0,0 %
Committed over collateralisation:	2,0 %
Over Collateralisation:	14,7 %

• Current OC level of 14.7 % and commitment to maintain level above 2.0 %

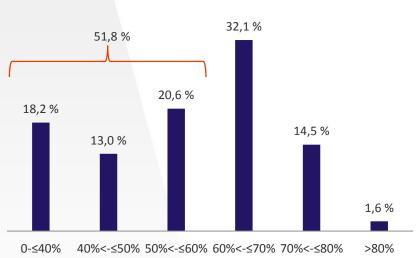
### Sparebanken Sør (Group) total loan portfolio



 Loans transferred to S.B. Sør Boligkreditt account for 30% of Sparebanken Sør's total loan portfolio

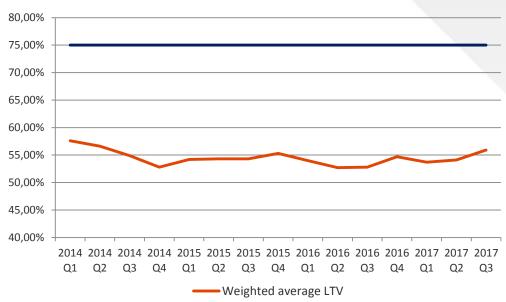


#### **Current indexed LTV distribution**



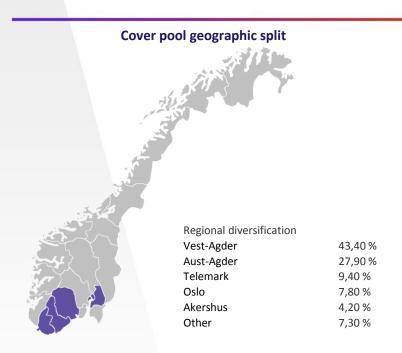
- The weighted average LTV is 55.9 % on an indexed basis
- Approx. 51,8 % of the cover pool has an LTV below 60%

### Historical development in weighted average indexed LTV



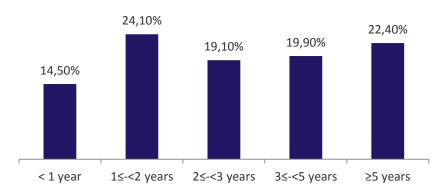
• On a historical level the weighted average LTV is well below the legislative maximum of 75 % for residential mortgages





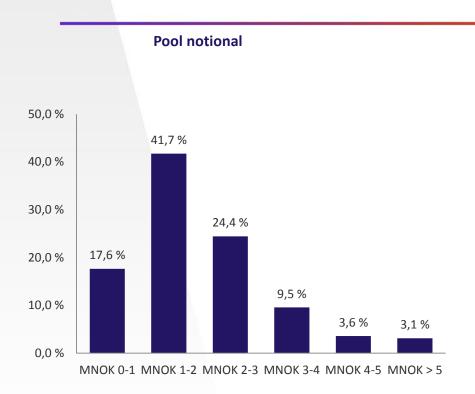
- The cover pool is primarily exposed towards Vest-Agder and Aust-Agder, and secondly to Telemark and Oslo/Akershus
- Property price development in Vest-Agder and Aust-Agder has been more modest than in the rest of the country

Seasoning of mortgages in the cover pool (in % of total loan balance)

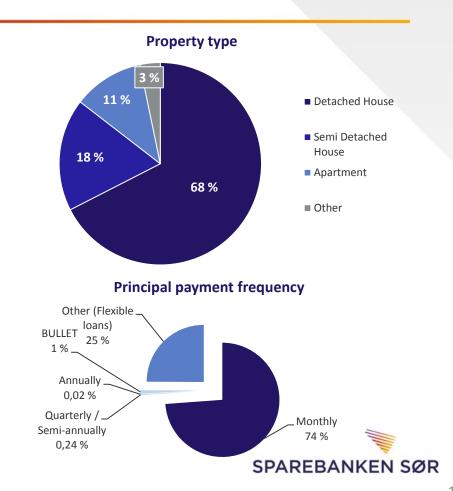


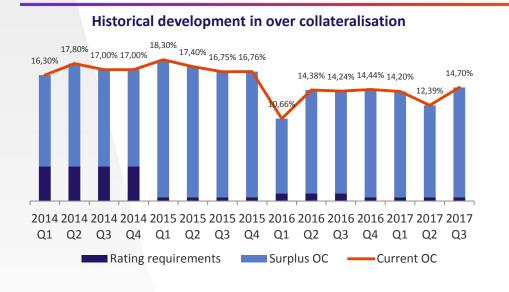
- Weighted average seasoning is 3.4 years
- 85.5% of the cover pool consists of mortgages with longer age than 1 year





Average loan value of NOK 1.3 million





#### **Current situation**

• Committed OC: 2.0%

OC consistent with current rating: 0,5%

• Current OC: 14.7%

Commited OC: The minimum level of OC included in Sparebanken Sør Boligkreditt Covered bond program

### Stress test of the cover pool

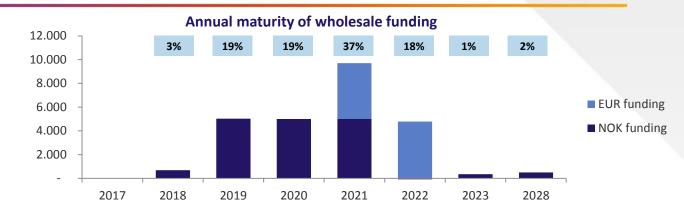


■ Average LTV ■ Nominal OC



## Funding as of 30.09.2017

- Total funding amounts to NOK 26 bn in issued covered bonds
- The company has a diversified maturity profile and no expiring bonds in 2017
- Funding > 12 months totalled 97 %
- Soft bullet structure on all outstanding debt



Ticker	ISIN	Outstanding Amount	Issuance Date	Expected Maturity	Interest Rate Type	Coupon
SORB21	NO0010673296	NOK 685 million	14.03.2013	14.09.2018	Floating rate	Nibor 3 mnd + 46 bps
SORB10	NO0010679806	NOK 5000 million	22.05.2013	22.05.2019	Floating rate	Nibor 3 mnd + 44 bps
SORB07	NO0010664659	NOK 28 million	27.11.2012	27.11.2019	Floating rate	Nibor 3 mnd + 54 bps
SORB24	NO0010714058	NOK 5000 million	24.06.2014	24.06.2020	Floating rate	Nibor 3 mnd + 30 bps
SORB27	NO0010778954	NOK 5000 million	22.11.2016	22.11.2021	Floating rate	Nibor 3 mnd + 54 bps
SORB09	NO0010671597	NOK 350 million	13.02.2013	13.02.2023	Fixed rate	3,850 %
SORB08	NO0010670409	NOK 500 million	24.01.2013	24.01.2028	Fixed rate	4,000 %
-	XS1383921803	EUR 500 million	22.03.2016	22.03.2021	Fixed rate	0.250%
-	XS1622285283	EUR 500 million	30.05.2017	30.05.2022	Fixed rate	0.125%

### **Euro Medium Term Covered Note Programme**

#### SPAREBANKEN SØR BOLIGKREDITT AS

(incorporated with limited liability in Norway)

€4,000,000,000

#### Euro Medium Term Covered Note Programme

Under the \$4,000,000,000 Euro Medium Term Covered Note Programme (the Programme) described in this base prospectus (the Base Prospectus), Sparebanken Sor Bolighreidin AS (the Issuer) may from time to time issue covered boads issued in accordance with the Act (as defined in "Ierms and Conditions of the Notes other than VPS Notes") or "Ierms and Conditions of the VPS Notes", as the case may be) (the Notes which termshall include, so far as the context permits, VPS Notes (as defined below)) denominated in any currency agreed between the Issuer and the relevant Dealer (as defined below).

The Notes may be issued in bearer form or in uncertificated book entry form (the VPS Notes) settled through the Norwegian Central Securities Depositary, the Verdipapirzentralen ASA (the VPS).

The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed €4,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement described herein), subject to increase as described herein.

The Notes may be issued on a continuing basis to one or more of the Dealess specified under "Overview of the Programme" and may additional Dealer appointed under the Programme from time to time by the Issuer (secks a Dealer and together the Dealers), which appointment may be for a specific issue or one no negoting basis. References in this Base Prospectus to the relevant Dealer shall, in the case of an issue of Notes being (or intended to be) subscribed by more than one Dealer, be to all Dealers agreefing to subscribe such Notes.

An investment in Notes issued under the Programme involves certain risks. For a discussion of these risks see "Risk Factors"

This Base Prospectus has been approved by the Central Bank of Ireland, as competent authority under the Prospectus Directive (as defined below). The Central Bank of Ireland only approves this Base Prospectus as meeting the requirements imposed under Irish and European Union (EU) have pursuant to the Prospectus Directive. Such approval relates only to the Notes which are to be admitted to trading on the regulated under (the Main Securities Market) of the Irish Stock Exchange pic (the Irish Stock Exchange) or another regulated under for the purposes of Directive 2004/39/EC (the Markets in Financial Instruments Directive or MEPID) and/or which are to be offered to the public in any Member State of the European Economic Area (the European Economic Area

Application has been unde to the Irish Stock Exchange for Notes issued under the Programme to be admitted to the official list of the Irish Stock Exchange (the Official List) and to trading on the Main Securities Market. The Issuer has further requested that the Central Bank offrelands send to the Norwegian Financial Supervisory Authority (Finanzilizmer) (the NFSA) in its capacity as the competent authority in Norway (t) a copy of this Base Prospectus and (til) a certificate of approval pursuant to Article 18 of the Prospectus Directive attenting that the Base Prospectus has been drawn up in accordance with national law implementing the Prospectus Directive, for purposes of listing Notos on the Ools Otok Exchange's Regulated Market.

Each of the Main Securities Market and the Orlo Stock Exchange's Regulated Market is a regulated market for the purposes of MATED. References in this Base Prospectus to Notes being listed (and it related references) shall man that such Notes have been either admirted (i) to the Official List and to trading on the Main Securities Market or (ii) to trading on the Orlo Stock Exchange's Regulated Market, as may be agreed between the Issuer and the relevant Dealer in relation to the relevant Series (on defaued below).

Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of Notes, the issue price of Notes and certain other information which is applicable to each Tranche (as defined in "Terms and Conditions of the Notes other than PFS Notes" or "Terms and Conditions of the PFS Notes", as the case may be) of Notes will be set out in a final terms document (the Final Terms) which will be delivered to the Central Bank of Final Stock Exchange (if listed on the Irish Stock Exchange). Copies of the Final Terms in relation to the Notes to be listed on the Irish Stock Exchange will also be published on the website of the lists Stock Exchange).

The Notes are expected to be assigned a "Asa" rating by Moody's Investors Service Limited (Moody's). Moody's is established in the EU and is registered under Regulation (EC) No. 1060/2009 (as amended) (the CRA Regulation) and is included in the list of credit rating agencies registered under the CRA Regulation, which is available on the ESMA website (http://www.stma.au/page.al/page/lit/registered-and-crittled-CRA/) (last updated on 29 March 2017).

Where a Tranche of Notes is rated, such rating will be disclosed in the applicable Final Terms. A security rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction or withdrawal at any time by the assigning rating agency.

Arranger

Nordea Dealers

Danske Bank Landesbank Baden-Württemberg SFR DNB Bank Nordea Swedbank

UniCredit Bank

The date of this Base Prospectus is 30 June 2017

- Sparebanken Sør established a €4,000,000,000 Euro Medium Term Covered Note Program (EMTN) in the third quarter of 2015
- In the first quarter of 2016 the company issued covered bonds amounting to EUR 500 million under the program
- In the second quarter of 2017 the company issued covered bonds amounting to EUR 500 million under the program
- Sparebanken Sør Boligkreditt AS plans to further acquire loans from Sparebanken Sør, and the company intends to issue new covered bonds towards investors in Norway and abroad



### **Looking ahead**

Macro

The Norwegian economy was affected by low growth in 2016. The outlook is considered positive, but the rate of change in growth is uncertain Government finances are rock solid, with a Oil fund of approx. EUR 850 bn.

The region

The economic outlook for the bank's market area is considered positive. Housing prices show a moderate balanced development and unemployment is falling

Capital requirements

The Group has a common equity tier 1 capital ratio of 14.7 percent and leverage ratio of 9.1 percent. Along with a positive profit from ordinary operations, the opportunities for further loan growth are positive

Funding and liquidity

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

Sparebanken Sør Boligkreditt Sparebanken Sør Boligkreditt AS will further acquire loans from the bank to issue public covered bonds in Norway and abroad, primarily as benchmark issuances that are eligible to LCR requirements for level 1 assets

# **Unemployment** is decreasing

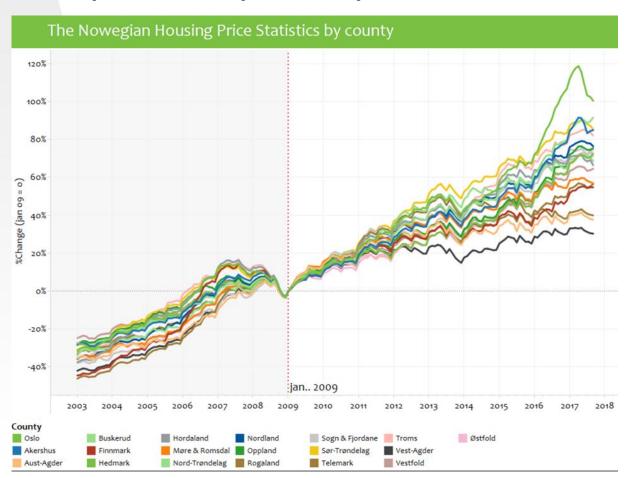
Key figures from the Norwegian labour market, September 2017

	Number of	Percentage of	Changes from
County	unemployed	the workforce	last year in %
Total	68 879	2,5 %	-12 %
Østfold	4 173	2,9 %	0 %
Akershus	6 389	2,0 %	-13 %
Oslo	10 165	2,7 %	-10 %
Hedmark	1 796	1,8 %	-10 %
Oppland	1 386	1,4 %	-17 %
Buskerud	3 480	2,4 %	-8 %
Vestfold	3 607	2,9 %	-5 %
Telemark	2 198	2,6%	-6%
Aust-Agder	1 782	3,1%	-12 %
Vest-Agder	2 728	2,9 %	-15 %
Rogaland	8 797	3,4 %	-22 %





## **House price development September 2017**



#### Year over year:

Vest-Agder	+ 0,8 %
Aust-Agder	+ 0,0 %
Telemark	+ 4,9 %
Rogaland	- 0,2 %
Oslo	+ 0,9 %

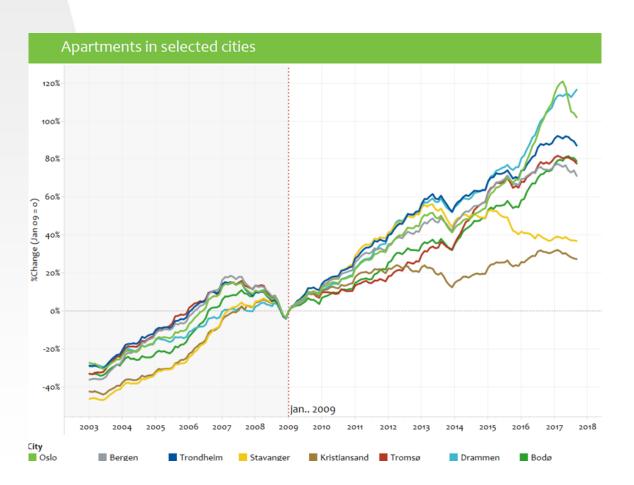
#### August - September:

Vest-Agder	- 0,2 %
Aust-Agder	- 0,3 %
Telemark	+ 0,8 %
Rogaland	- 0,3 %
Oslo	- 1,0 %



Source: Eiendomsverdi AS

### **Apartment price development September 2017**



#### Year over year:

Kristiansand -2,9%Stavanger -1,1%Oslo +0,5%

#### August - September:

Kristiansand - 0,3 % Stavanger - 0,2 % Oslo - 1,1 %



Source: Eiendomsverdi AS



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