

# Sparebanken Sør Boligkreditt AS

Q4 2017



# 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

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

## Products and services

General banking services- and products, supplemented by 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 – A leading savings bank in southern Norway



Established in 1824,  
432 employees



175 000 retail  
customers



Financial group with  
banking, securities and  
real estate brokerage



23 000  
corporate customers



Publicly traded and  
community-owned



Over NOK 114 bn in  
total assets

*A market with 470 000 inhabitants. No other bank covers this area as Sparebanken Sør. The bank has approximately 175 000 retail customers and 23 000 corporate customers.*

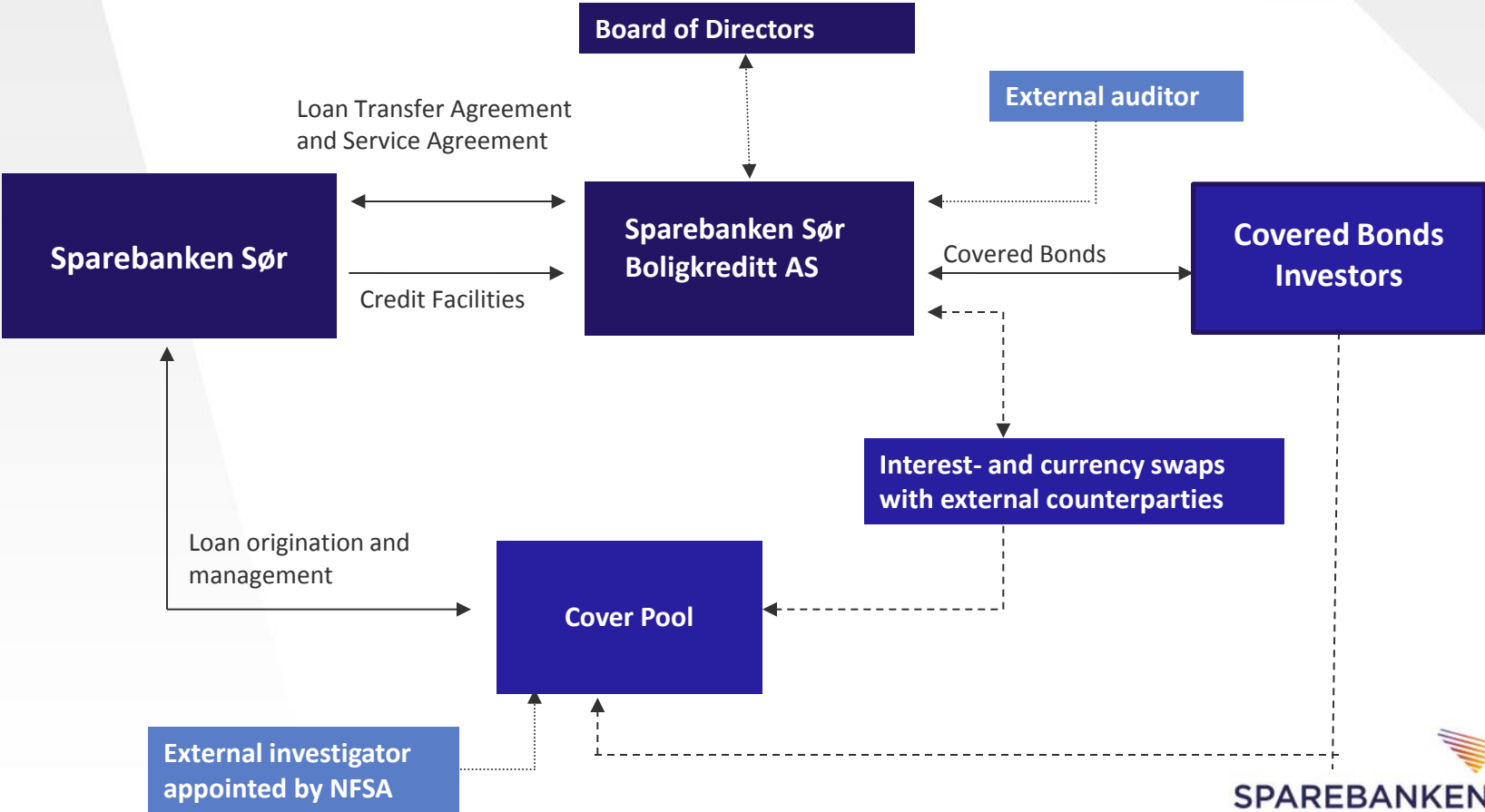
*In the first quarter of 2017, Sparebanken Sør opened a new office at Bryne in Rogaland. This opens up a market with approx. 60,000 people.*

# Sparebanken Sør Boligkreditt AS

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- 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 (97.2 %) and interest bearing securities
- Low LTV of 57.0 % (indexed)
- No non-performing assets in the cover pool
- Current OC of 19.3 %, 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

Type of properties	<ul style="list-style-type: none"><li>• Residential Norwegian properties</li><li>• Minor volumes of buy to let</li></ul>
Type of products	<ul style="list-style-type: none"><li>• Mortgages with floating or fixed interest rates – p.t. only floating interest rate</li><li>• Serial, annuity or non-amortizing loans</li></ul>
Credit criteria	<ul style="list-style-type: none"><li>• No arrears</li><li>• Borrowers probability of default <math>\leq 2\%</math></li></ul>
Collateral	<ul style="list-style-type: none"><li>• LTV limit of 75 % for residential mortgages</li><li>• Quarterly valuation from independent third party (Eiendomsverdi)</li></ul>
Loan volume	<ul style="list-style-type: none"><li>• Maximum loan per borrower of 12 MNOK (Euro 1,3 mill)</li></ul>

# Risk management

## Liquidity risk

- Payment flow from the cover pool is to meet the payment obligations to the covered bond holders and derivative counterparties
- Revolving credit facility in place with the mother company

## Interest rate risk

- Interest rate risk measured on a 2 basis points parallel shift in the interest rate curve, alternatively including the effects of non parallel shifts
- Should not exceed NOK 100 million
- P.t. only floating rate loans and floating funding base incl. swaps

## Foreign exchange risk

- FX risk is fully hedged
- Long term FX funding is swapped into NOK
- Derivative contracts with external counterparties

# Cover pool composition and OC as at 31.12.2017

NOK Thousand	Fair value	
	31.12.2017	31.12.2016
Loans secured by mortgages on residential properties (1)	30.967.963	28.125.467
Deduction of ineligible loans (2)	-87.624	-84.296
Pool of eligible loans	30.880.339	28.041.171
Sertificates and bonds	556.484	-
Receivables on derivatives	345.837	137.889
<b>Total cover pool (1,2)</b>	<b>31.782.659</b>	<b>28.179.060</b>
Debt incurred due to issuance of securities	26.645.880	24.746.000
Commitments on derivatives	-	236.201
<b>Total commitments</b>	<b>26.645.880</b>	<b>24.982.201</b>
<b>Collateralisation ratio (OC)</b>	<b>19,3 %</b>	<b>12,8 %</b>
	Nominal value	
	31.12.2017	31.12.2016
OC based on nominal value, eligibles only	19,0 %	14,5 %
OC based on nominal value	19,4 %	14,8 %

1) Cover pool composition is defined in the *Norwegian Financial Institution Act Section 11-8*.

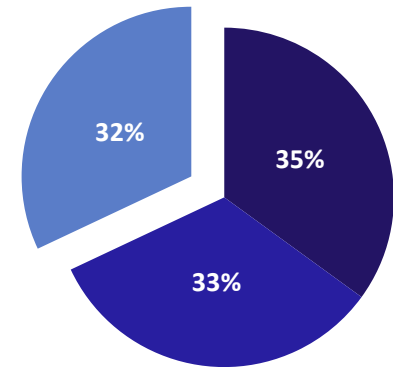
2) Loans with LTV (loan to value) higher than 75 % is included in the cover pool. However, the part of the loan exceeding 75 % (ineligibles) is excluded when calculating the OC above. Assuming the ineligible is included, the OC would have been 19.6 % as at 31.12.2017 and 13.1 % as at 31.12.2016.



# Additional cover pool details as at 31.12.2017

Average LOAN BALANCE	1.300.000
NO. OF LOANS	23.816
WA SEASONING (in months)	41
WA REMAINING TERM (in months)	200
NO. OF BORROWERS	21.860
NO. OF PROPERTIES	23.816
WA Indexed LTV (LOAN BALANCE/INDEXED valuation) (e.g. 85% or 0.85)	57,0 %
WA LTV(LOAN BALANCE/original valuation)(e.g. 85% or 0.85)	60,9 %
Percentage of VARIABLE MORTGAGES (S.Def.)	97,2 %
Loans in arrears > 90 days (e.g. 1% or 0.01)	0,0 %
Committed over collateralisation:	2,0 %

## Sparebanken Sør (Group) total loan portfolio

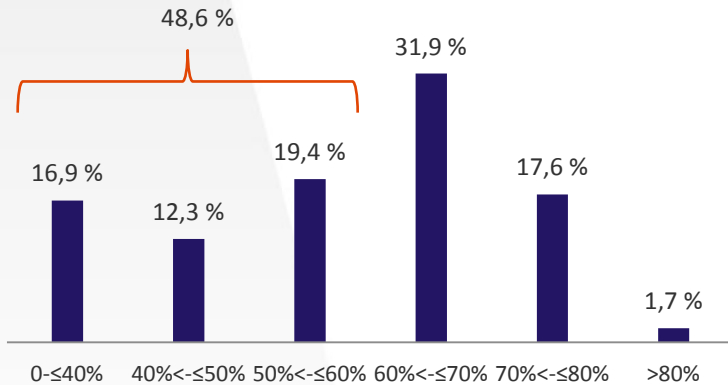


■ CM ■ RM ■ Cov.bond

- Loans transferred to Sparebanken Sør Boligkreditt AS account for 32% of Sparebanken Sør's total loan portfolio

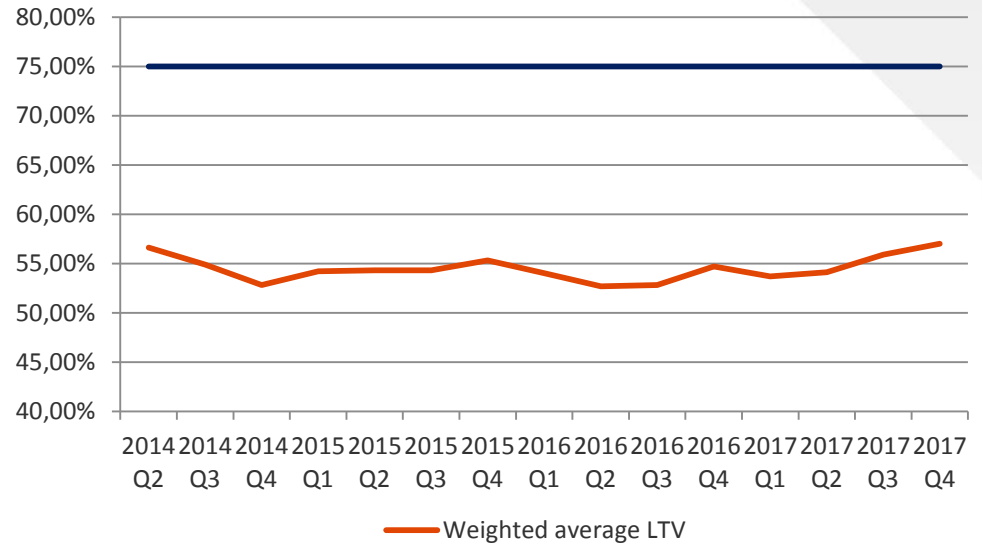
# Cover pool characteristics

Current indexed LTV distribution



- The weighted average LTV is 57 % on an indexed basis
- Approx. 48,6 % of the cover pool has an LTV below 60%

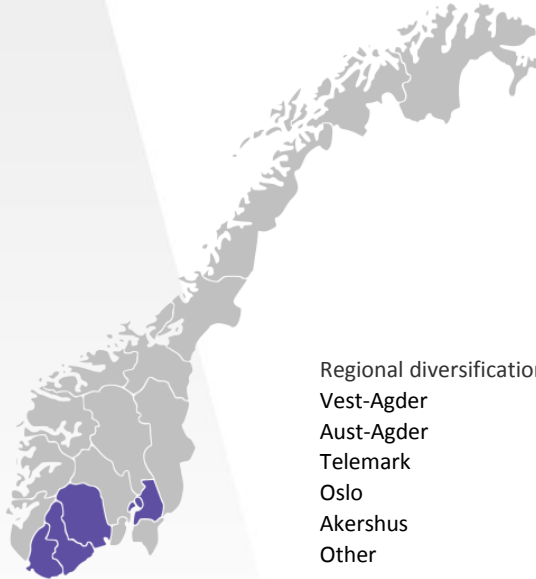
Historical development in weighted average indexed LTV



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

# Cover pool characteristics

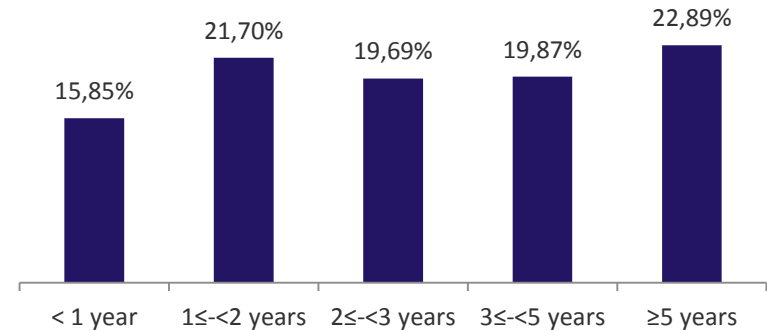
## Cover pool geographic split



Regional diversification	
Vest-Agder	46,27 %
Aust-Agder	25,44 %
Telemark	10,69 %
Oslo	8,11 %
Akershus	2,44 %
Other	7,05 %

- 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 modest compared to peer counties.

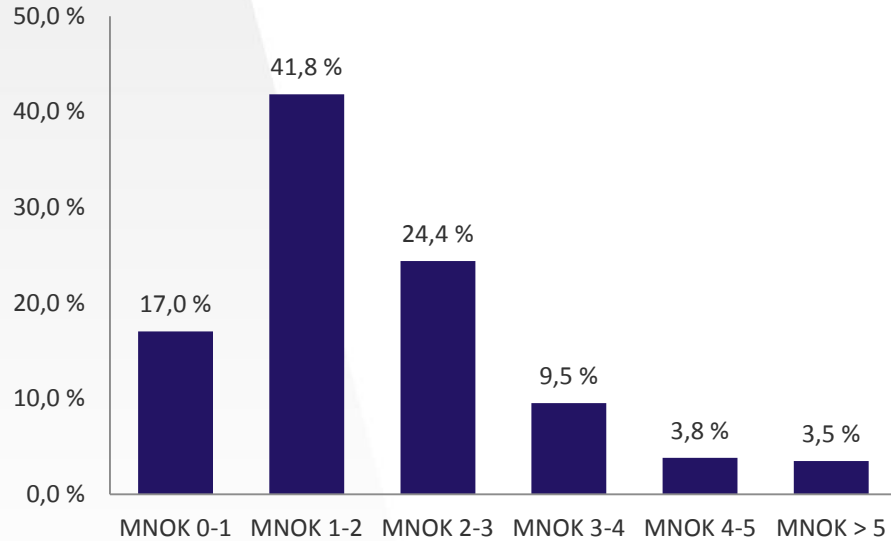
## Seasoning of mortgages in the cover pool (in % of total loan balance)



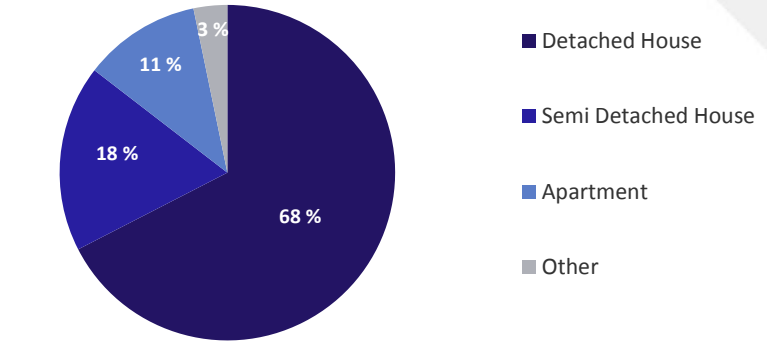
- Weighted average seasoning is 3.4 years
- The cover pool is stable, as 84,2% of mortgages has been included in the cover pool for at least 1 year

# Cover pool characteristics

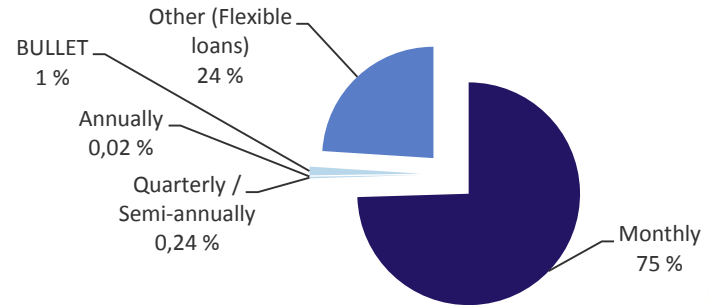
## Pool notional



## Property type



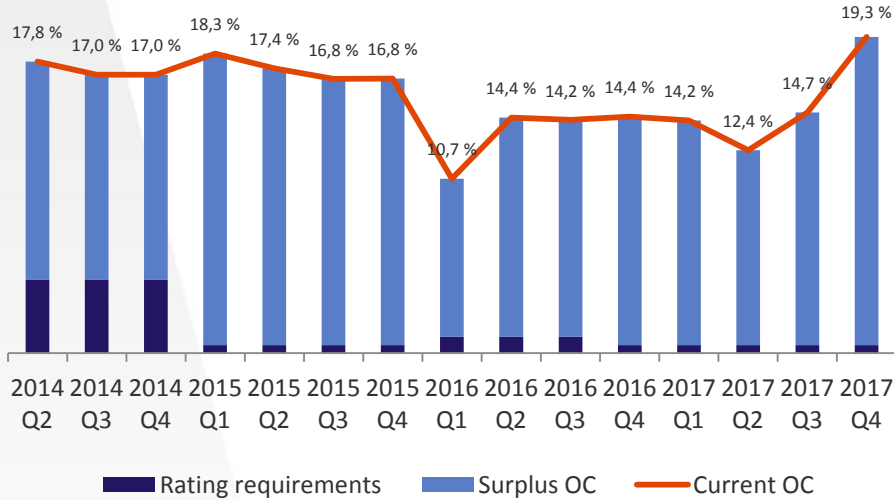
## Principal payment frequency



- Average loan value of NOK 1.3 million

# Cover pool characteristics

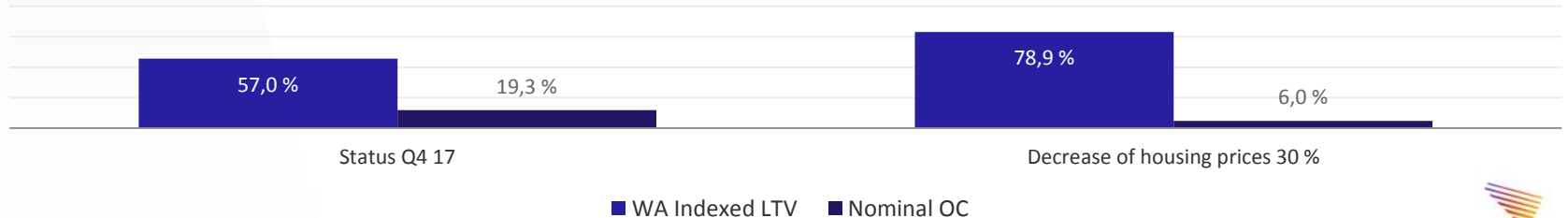
## Historical development in over collateralisation



## Current situation

- Committed OC: 2.0%
- OC consistent with current rating: 0,5%
- Current OC: 19.3%
- *Committed OC: The minimum level of OC included in Sparebanken Sør Boligkreditt Covered bond program*

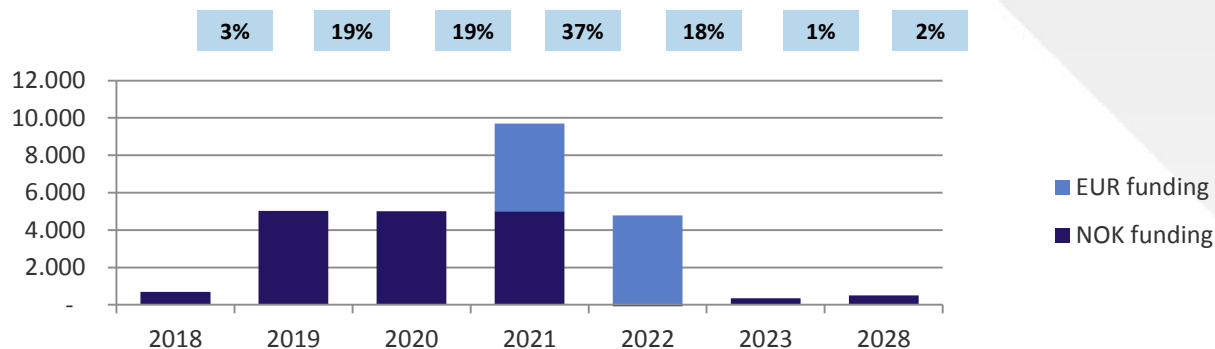
## Stress test of the cover pool



# Funding as of 31.12.2017

- Total funding amounts to NOK 26 bn in issued covered bonds
- The company has a diversified maturity profile
- Funding > 12 months totalled 97 %
- Soft bullet structure on all outstanding bonds

Annual maturity of wholesale funding



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 Sør Boligkredit AS (the Issuer) may from time to time issue covered bonds issued in accordance with the Act (as defined in "Terms and Conditions of the Notes other than VPS Notes" or "Terms and Conditions of the VPS Notes", as the case may be) (the Notes which term shall 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 Depository, the *Vardipapircentralen 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 Dealers specified under "Overview of the Programme" and any additional Dealer appointed under the Programme from time to time by the Issuer (each a Dealer and together the Dealers), which appointment may be for a specific issue or on an ongoing 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 agreeing 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) law pursuant to the Prospectus Directive. Such approval relates only to the Notes which are to be admitted to trading on the regulated market (the Main Securities Market) of the Irish Stock Exchange plc (the Irish Stock Exchange) or another regulated market for the purposes of Directive 2004/39/EC (the Markets in Financial Instruments Directive or MiFID) and/or which are to be offered to the public in any Member State of the European Economic Area (the EEA).

Approval has been made 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 of Ireland send to the Norwegian Financial Supervisory Authority (*Finansinsynet*) (the NFSAs) in its capacity as the competent authority in Norway (i) a copy of this Base Prospectus and (ii) a certificate of approval pursuant to Article 18 of the Prospectus Directive attesting that the Base Prospectus has been drawn up in accordance with national law implementing the Prospectus Directive, for purposes of listing Notes on the Oslo Stock Exchange's Regulated Market.

Each of the Main Securities Market and the Oslo Stock Exchange's Regulated Market is a regulated market for the purposes of MiFID. References in this Base Prospectus to Notes being listed (and all related references) shall mean that such Notes have been either admitted (i) to the Official List and to trading on the Main Securities Market or (ii) to trading on the Oslo Stock Exchange's Regulated Market, as may be agreed between the Issuer and the relevant Dealer in relation to the relevant Series (as defined 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 VPS Notes" or "Terms and Conditions of the VPS 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 Ireland and the Irish 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 Irish Stock Exchange.

The Notes are expected to be assigned a "Aaa" 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.esma.europa.eu/page/list-registered-and-certified-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  
SEB

UniCredit Bank

DNB Bank  
Nordea  
Swedbank

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 Boligkredit AS plans to further acquire loans from Sparebanken Sør, and the company intends to issue new covered bonds towards investors in Norway and abroad



SPAREBANKEN SØR

# Looking ahead

## Macro

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

## The region

The economic outlook for the bank's market area is considered positive. Housing prices in Southern Norway have been fairly stable over a longer period of time, and unemployment is falling.

## Capital requirements

Sparebanken Sør Boligkreditt AS has a common equity tier 1 capital ratio of 17.4 percent and leverage ratio of 7.0 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

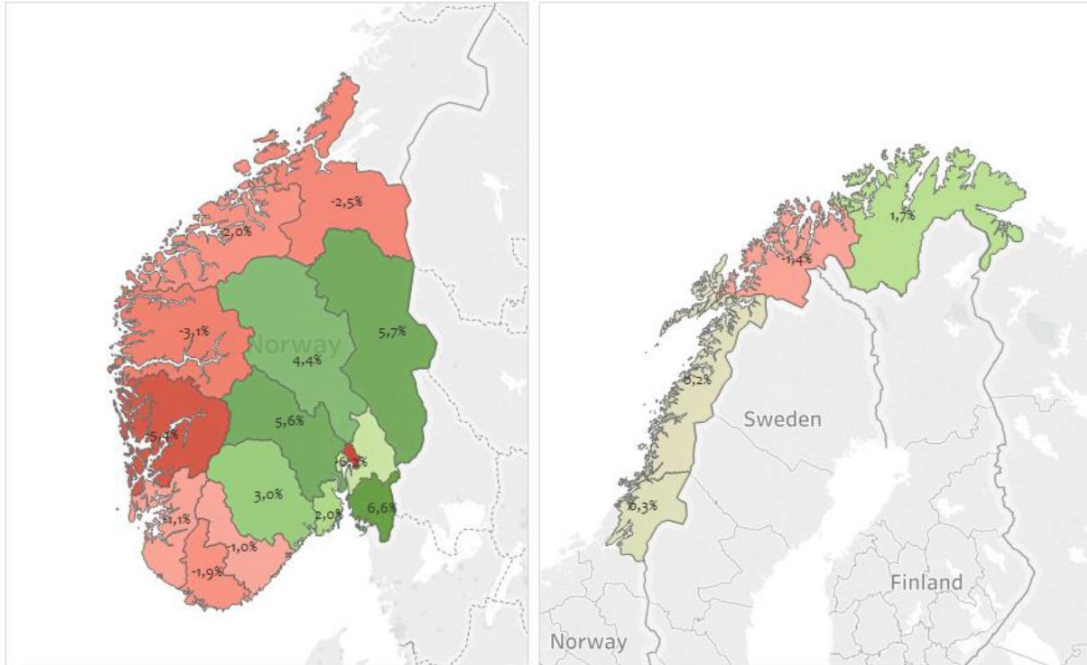
## Sparebanken Sør Boligkreditt

Sparebanken Sør Boligkreditt AS will further acquire mortgages 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



# Balanced development in the region

## 12 month price change counties - December



## Unemployment, January 2018

	Number of unemployed	Percentage of the workforce	Change from last year
Total	71 849	2,6 %	-19 %
Østfold	4 402	3,1 %	-11 %
Akershus	6 671	2,1 %	-14 %
Oslo	10 238	2,7 %	-13 %
Hedmark	1 943	2,0 %	-10 %
Oppland	1 791	1,8 %	-10 %
Buskerud	3 642	2,5 %	-10 %
Vestfold	3 758	3,0 %	-15 %
<b>Telemark</b>	<b>2 326</b>	<b>2,7 %</b>	<b>-23 %</b>
<b>Aust-Agder</b>	<b>1 913</b>	<b>3,4 %</b>	<b>-15 %</b>
<b>Vest-Agder</b>	<b>2 713</b>	<b>2,9 %</b>	<b>-25 %</b>
Rogaland	8 797	3,4 %	-22 %

## Change in housing prices

	Year on year growth	Growth Nov.-Dec.
Vest-Agder	-1,9 %	-1,1 %
Aust-Agder	-1,0 %	-1,6 %
Telemark	3,0 %	-0,5 %
Rogaland	-1,1 %	-1,2 %
Oslo	-6,2 %	-1,0 %



**SPAREBANKEN SØR**