

# SpareBank 1

1<sup>st</sup> quarter 2017

3. May 2017

#### SpareBank 1 SMN, the region's most important financial institution



#### SpareBank 1 SMN



216,000 retail customers



12,600 corporate customers



Market leader in the region



Loan volume NOK 140bn



Finance house offering a wide range of products



A substantial co-owner of SpareBank 1 Alliance



Norway's largest equity-certificate-issuing bank

#### History



Established in 1823



Sparebanken Midt-Norge since 1985



Listed on Oslo Børs since 1994



SpareBank 1 Alliance since 1996



**Acquired Romsdals Fellesbank in 2005** 



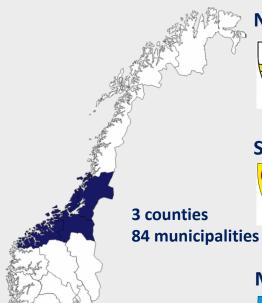
Acquired BN Bank/Sunnmøre in 2009



Strong financial results over time



#### Continued population growth in the region, the towns in particular show a good trend



#### **North Trøndelag**



Population: 136,900, Businesses: 16,199 Public sector, agriculture

#### **South Trøndelag**



Population: 314,000, Businesses: 31,299

Commerce, services, education

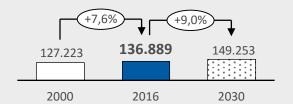
#### Møre and Romsdal

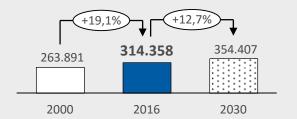


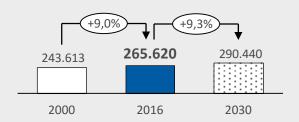
Population: 265,600, Businesses: 27,487

Maritime industry, Shipping, Fishery

#### **Population growth**





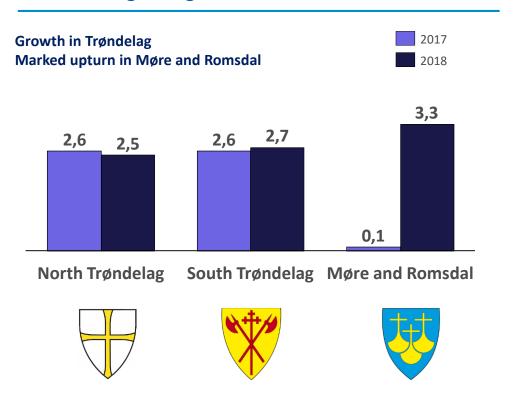


## We expect economic growth in the international, Norwegian and regional economies in the next couple of years

#### Estimated GDP growth in 2017 and 2018

# 3.4% - 3.7%1.5% - 1.8%2.2% - 2.7%6.2% - 6.0%2.0% - 2.4%

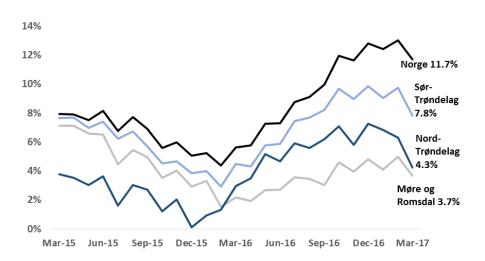
#### Estimated regional growth in 2017 and 2018



#### More moderate growth in house prices. Continued low unemployment rate in the region

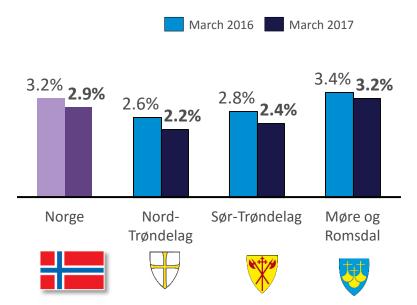
#### More moderate development in house prices

12-month growth in house prices March 2015 to March 2017



#### Low unemployment in the region

Unemployed in per cent of the labour force (NAV) Monthly figures. March 2016 and March 2017



#### Good profit performance and strong growth



Good profit in Q1 2017



The bank is gaining efficiency, the target is zero cost growth also for 2017



The bank is growing in terms of lending, deposits, insurance, saving and investment, estate agency and accounting services alike





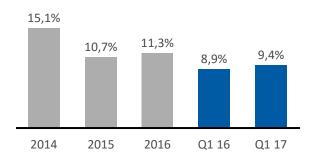
**Strong financial position** 



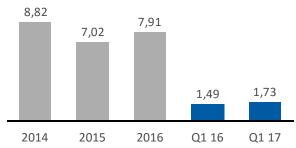
Good results at subsidiaries, product companies and BN Ban

#### **Key figures**

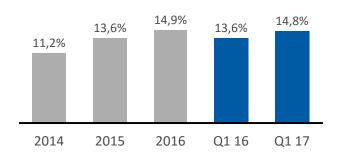
#### **Return on equity**



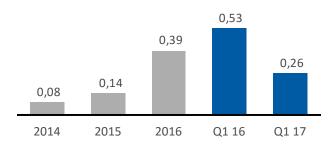
#### **Earnings per ECC**



#### CET1



#### Loan losses as a percentage of total loans



SpareBank 1

1st quarter 2017

#### Strong subsidiaries, strengthening their market position

#### **SpareBank 1 Finans Midt-Norge**



- Pre-tax profit of NOK 28.1m (23.m)
- Solid market position
- Leasing NOK 2.5bn, car loans 2.9bn
- Sparebanken Sogn og Fjordane part-owner from 2016

#### **EiendomsMegler 1 Midt-Norge**



- Pre-tax profit of NOK 4.0m (10.0m). The profit performance is weakened by startup costs of NOK 8.0m at BN Bolig
- 40% market share, strong synergy with the bank

#### SpareBank 1 Regnskapshuset SMN



- Pre-tax profit of NOK 15.5m (4.3m)
- Stable and high growth in turnover
- Consolidating of accounting industry, synergies with the bank and digitalising distribution model
- The acquisition of Økonomisenteret in Molde has had a positive profit effect. The company's income base and cost base have both expanded considerably from 2017

#### **SpareBank 1 Markets**



- Pre-tax profit NOK 2,5m (NOK 3,2m)
- Complete range of capital market services in cooperation with the owner banks
- Industrial growth through 22 staff taken over from Swedbank



1st guarter 2017

High activity at SpareBank 1 Markets, with 22 staff taken over from Swedbank Markets and acquisition of asset management companies Allegro and SB1 Nord-Norge Forvaltning









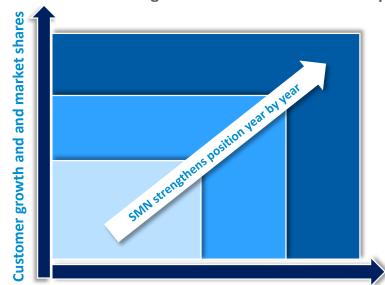
Competitive power and industrial capacity boosted by taking over 22 employees from Swedbank Markets

Allegro and SpareBank 1 Nord-Norge forvaltning acquired and merged

Skilled employees, acknowledged analysts and access to new product areas lay the basis for developing new, well-thought-out solutions for the customer

## SpareBank 1 SMN is strengthening its position as the leading finance house in the region, taking market shares, increasing its product breadth and strengthening its business platform

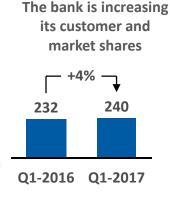
The bank is taking customer and market shares and building a solid and diversified product platform. Subsidiaries and affiliates are creating substantial assets in their respective areas.



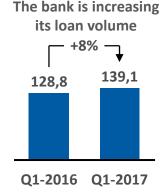
**Product breadth and other incomes** 

The finance house is increasing its market shares, increasing its multi-relationship customers and strengthening its market position

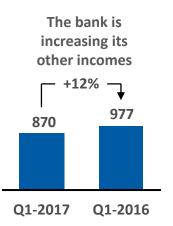
Larger customer platform, increased volumes and increased incomes



Stronger customer growth than population growth



Stronger lending growth than credit growth



Strengthening incomes on a diversified platform

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## From being a traditional bank with digital support processes, we are now in the process of building a digital bank with a personal and local signature

**Traditional bank digitised** 



Digital bank with a personal and local signature

The serviced channel will navigate on top of the digital interfaces and ensure that customers can always seek advice and security from an adviser who knows them.

### The distribution model we have opted for allows us to achieve a channel interplay where we offer our entire product range in the channels that customers view as the most efficient and effective

A new distribution model puts the customer at centre-stage and will contribute to increased sales and efficient and effective processes

- More points of contact with new and existing customers
- More relevant contact with customers, using data and analytical models (what, where and when)
- Develop effective and simple digital purchasing and service processes
- 4 Effectivise and automate processes
- Reduce costs associated with physical office structure

We offer the entire product range needed by customers in the channels preferred by the customers themselves



# Clear planning and design of distribution model will ensure increased selling power and cost effectiveness



#### Increased sales across all channels

- from a total of 120,000 in 2016 to 170,000 to 200,000 in 2020



#### Increased share of digital sales plus cost efficiencies

- from 20,000 in 2016 til 80,000-100,000 in 2020



Strong physical presence, with focus on cost and efficiency



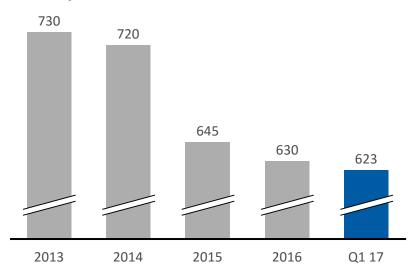
Efficiency gain through removal of 100 FTEs

- from 630 in 2016 to 530 in 2020



#### The bank has continuous focus on efficiency

#### FTEs at parent bank



- At end 2016 there were 130 fewer FTEs at the parent bank than at year-end 2012
- Target for 2017 is 590 FTEs at parent bank

#### On Thursday 20.4 SMN launched its chatbot «Anne»



#### Chatbot «Anne» offers a number of benefits:

- On call day and night
- Will handle > 600 chat calls per day, > 200,000 per year
- Understands dialects and natural language, learns more in duecourse
- Refers customers rapidly to what is relevant
- Also refers customers directly to relevant purchase solutions





### As the first bank in Norway, SpareBank 1 offers smart car insurance that combines new technology, customer behaviour and active interaction to provide customer benefits



Now we are challenging the traditional models by launching smart car insurance based on technology and artificial intelligence

Using technology and data, smart insurance can help to prevent damage events and simplify insurance.

With smart car insurance we can in due course offer customers further services such as car diary, overview over one's own driving, tips and advice on improving car maintenance etc.

### As a step in product development, SpareBank 1 SMN fakturakreditt is launching a product that offers customers credit based on invoice volume



A product development targeting small and medium-sized firms

As a step in product development and in creating a more comprehensive product offering for corporate customers, we are lauching invoice credit.

Invoice credit is primarily an offering to small and medium-sized firms seeking flexible solutions

With invoice credit, customers have a provisional overdraft facility on their trading account based on amounts invoiced

Invoice credit is tailor-made for firms in need of improved liquidity for short periods.

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## The process of operationalising the collaboration on Vipps is going to plan. Positive collaboration between the banks to break rapidly into the market

Work on getting the new company up and running is going to plan. Good cooperation between the banks and a positive will to find good solutions for further developing an already good product.









## The offshore segment is still demanding, but good working relationships with customers and other lenders are productive

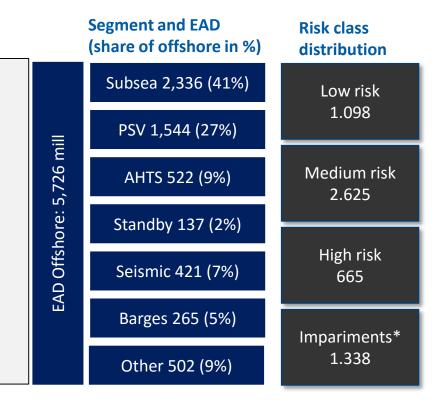
#### The offshore segment

#### 1. Offshore exposure is 5.7 bill (6.7)

- Offshore is 3.8% of total credit exposure
- 95 vessels in 6 segments
- 5.2 bill with vessels as collateral 0.5 bill other

#### 2. Exposure reduced by 0.9 bill last 12 mths (-14%)

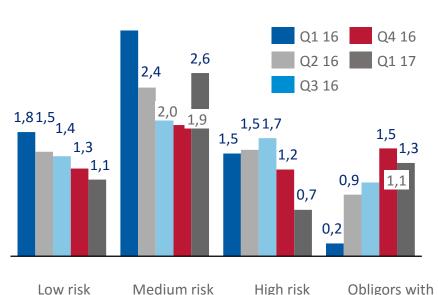
- Sale of vessels
- Extraordinary i repayments
- Restructuring/negotiations/permanent solutions
- 3. Offshore credit losses of 75 mill 1g 2017 (150)



#### Impariments constitutes around 9% of total offshore exposure

**Risk class distribution** 

1st quarter 2016 – 1st quarter 2017 (bill NOK)



#### Impairments per risk class and share of EAD

#### 31 March 2017

		Total			
		Indi-		impair-	Share of
mill kr	EAD	vidual	Group	ments	EAD
Low risk	1.098		3	3	0,3 %
Medium risk	2.625		32	32	1,2 %
High risk	665		35	35	5,2 %
Obligors with booked losses and no impairments	386				
Obligors with impariments / defaulted	952	437		437	45,9 %
Total	5.726	437	70	507	8,8 %

High risk Obligors with impariments\*



Low risk

#### **Offshore Service Vessels**

- As of 1st quarter 2017 total impairments for the offshore portfolio are 8.8 percent. The offshore exposure has been reduced by 900 mill. NOK during the last 12 months.
- The industry is experiencing a restructuring process as the cash flow for most shipowners is too low to serve existing debt levels. The process is demanding due to the companies having debt structures with several banks with individual credit facilities in addition to (often unsecured) bond debt. Proposed solutions include new equity, postponed installments, renegotiated/delated debt and conversion of debt to equity
- Good results have been achieved so far in these processes. It is of major importance for SpareBank 1 SMN that the new financial structures that are established are sustainable, preserve a balanced position between the financial institutions and limit the risk of the bank. We have not registrered any major impacts of the offshore crisis to other industries as of first quarter 2017.
- SpareBank 1 SMN have booked losses of 75 mill. NOK in 1st quarter 2017 that are related to obligors in the offshore industry. Our guiding is that the total offshore related losses for 2017 will be lower than the corresponding 2016 losses which were 450 mill. NOK.
- Developments in the offshore sector remain a matter of uncertainty, and loss assessments ahead will in large measure be based on the likely need for a new round of restructuring a few years from now

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#### SpareBank 1 SMN intends to be one of the best performing banks



#### **Customer oriented**

**Best for customer experience** 

Continuing to strengthen market position



#### **Efficient**

Nominal costs at the parent bank unchanged from 2014 to 2018



#### **Profitable**

Return on equity among the best performing Norwegian banks: 12% annually



#### Utbytte

Payout ratio in the region of 50 per cent



#### Solid

15 per cent CET1 capital ratio

#### SpareBank 1 SMN – adjustment to the dividend policy

The following wording applied prior to the adjustment:

• "SpareBank 1 SMN assumes and expects up to one-half of the owner capital's share of the net profit to be paid out as dividend and the same proportion of the ownerless capital's share of the net profit to be paid out as gifts or transferred to a foundation".

The new wording is as follows:

• "SpareBank 1 SMN assumes and expects about one-half of the owner capital's share of the net profit to be paid out as dividend and the same proportion of the ownerless capital's share of the net profit to be paid out as gifts or transferred to a foundation"

The resolution entails removal of a cap on the dividend payout ratio.

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#### Increased influence for equity certificate capital owners - amendment to the Articles of **Association**

The Supervisory Board decided to amend Article 10-1 of the Articles of Association from

#### Article 10-1 Redemption in the event of merger. Transitional provision

• The Regulations on Equity Certificates, section 10, shall apply to equity certificate capital (primary-capital-certificate capital) held by the savings bank as of 1 July 2009, unless a resolution in favour of a merger is passed by the Supervisory Board by the same majority as that required to amend the Articles of Association and which includes at least two-thirds of the votes cast by, or on behalf of, the equity certificate holders.

#### to

#### Article 10-1 Special proprietary rights of equity certificate holders

In the following matters support from at least two-thirds of the votes cast by members elected by the equity certificate holders is required in addition to support from at least two-thirds of the votes cast in the Supervisory Board.

- (a) Increase of equity certificate capital

- (b) Decrease of equity certificate capital
  (c) Issuance of subscription rights
  (d) Loans conferring right to demand issuance of equity certificates
  (e) Resolution to convert the savings bank
- (f) Resolution to merge or demerge the savings bank

### **Financial results**



#### First quarter 2017



Net profit NOK 358m (311m), return on equity 9.4 % (8.9 %)



CET1 14.8 % (13.6 %).



Result of core business NOK 317m (211m) exclusive of loan losses. Loan losses NOK 89m (NOK 170m)



Growth in lending RM 11.0 % (9.5 %) and CM 3.1 % (decrease 1.2 %), deposits 9.9 % (5.4 %) last 12 months



Decrease in FTEs parent bank and low cost growth in parent bank



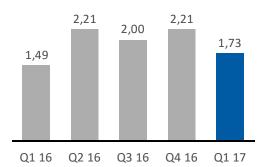
Booked equity capital per ECC NOK 72.03 (67.37), profit per ECC NOK 1.73 (NOK 1.49)

#### Key figures, quarterly

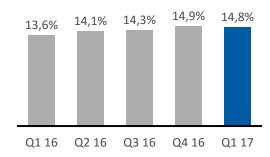
#### **Return on equity**



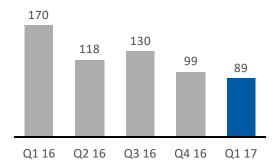
#### **Earnings per ECC**



#### CET 1



#### **Loan losses**



#### **Profits**

#### **Profits 2015 and 2016 and five last quarters**

NOK mill	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
Net interest	522	493	449	472	469
Commission income and other income	455	414	412	448	401
Operating income	977	907	860	921	870
Total operating expenses	571	482	504	528	489
Pre-loss result of core business	406	424	356	393	381
Losses on loans and guarantees	89	99	130	118	170
Post-loss result of core business	317	326	227	276	211
Related companies, including held for sale	71	82	102	126	118
Securities, foreign currency and derivates	67	154	170	144	53
Result before tax	454	561	499	545	383
Tax	96	99	85	85	72
Net profit	358	462	414	460	311
Return on equity	9,4 %	12,2 %	11,3 %	12,9 %	8,9 %

#### **Lending margins Retail and Corporate**

#### Per quarter from Q1 2013



Q115

Q3 15

Q116

Q3 16

Q117

#### **Comments**

- Mortgage lending rates raised by up to 20 bp as from January 2017
- Repricing of loans to corporates implemented, effects as from Q2 17
- Stable Nibor from Q4 16 to Q1
   17

Q1 13

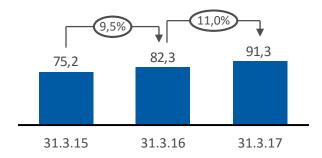
Q3 13

Q1 14

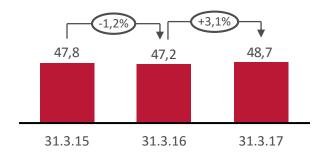
Q3 14

#### **Total growth lending 8.1 % last 12 months**

#### Lending RM +11.0 % last 12 months



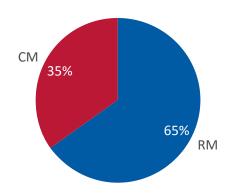
#### Lending CM + 3.1 % last 12 months,



#### High growth in home mortgage lending

- Of the growth in home mortgage lending, 2/3 refers to established customers and 1/3 to new customers
- Share of retail lending increased from 61 to 65 % last three years

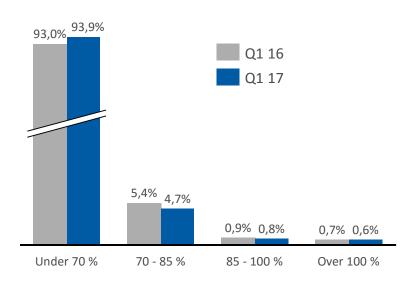
#### **Share of lending**





#### Loan to value mortgages

#### Last two years

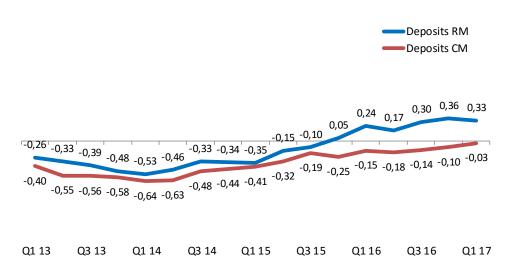


#### LTV mortgages

- 98.6 % of the exposure has an LTV of less than 85 %
- Exposure with LTV higher than 85 points 1.4 %

#### **Deposit margins Retail and Corporate**

#### Per quarter from Q1 2013

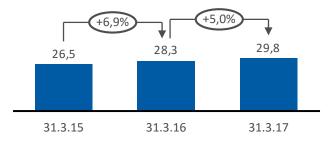


#### **Comments**

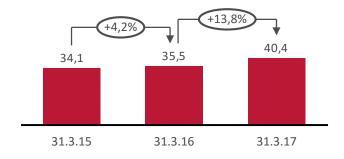
Margins improved due to repricing last two years

#### Total growth deposits 9.9 % last 12 months

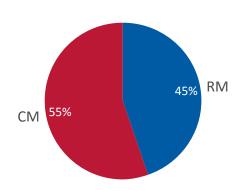
#### Deposits RM + 5.0 %



#### **Deposits CM + 13.8 %**



#### **Share of deposits**



#### Robust income platform and increased commission income

#### Net interest and other income

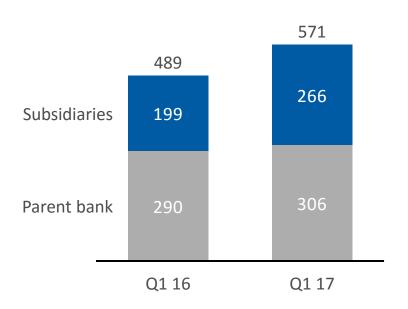
#### 977 870 844 379 286 327 Commissions 76 Comm. Bolig- and Næringskreditt 522 Net interest 467 469 Q1 15 Q1 16 Q1 17

#### Commissions Q1 17 and Q1 16

mill kr	2017	2016	Change
Payment transmission income	50	47	3
Creditcards	15	14	0
Commissions savings and asset management	21	19	2
Commissions insurance	41	39	2
Guarantee commissions	18	21	-3
Estate agency	91	80	11
Accountancy services	99	50	49
Markets	32	40	-8
Other commissions	13	17	-5
Commissions ex. Bolig/Næringskreditt	379	328	51
Commissions Boligkreditt	72	71	1
Commissions Næringskreditt	4	2	2
Total commission income	455	401	54

- Robust income platform
- A wide range of products both from the parent bank, the subsidiaries, and the SpareBank 1 Group

#### Reduced use of resources in parent bank



#### Cost growth in the group

- Cost growth in the subsidiaries
  - SMN Regnskapshuset's acquisition of Økonomisenteret substantially increases cost base
  - Also growth at EiendomsMegler 1 og SpareBank 1 Markets, some one-time costs
- Some cost growth at parent bank due to new tax on financial institutions and technology developments
- Goal of zero growth in costs at parent bank in the period 2014 to 2018

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#### **Subsidiaries**

#### Pre tax profit subsidiaries five last quarters

	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
EiendomsMegler 1 Midt-Norge (87 %)	4	7	16	33	10
SpareBank 1 Regnskapshuset SMN	15	10	7	22	4
SpareBank 1 Finans Midt-Norge (90 %)	28	29	26	25	23
Allegro Kapitalforvaltning (90 %)	1	5	1	4	1
SpareBank 1 SMN Invest	1	37	14	13	10
SpareBank 1 Markets (73 %)	2	4	0	2	3

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#### **Associated companies**

#### **Profit shares after tax and five last quarters**

	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
SpareBank 1 Gruppen (19,5 %)	66	97	79	80	61
SpareBank 1 Boligkreditt (18,4 %)	-24	-26	-13	-2	24
SpareBank 1 Næringskreditt (29,3 %)	8	8	5	7	8
BN Bank (33 %)	29	7	28	31	20
SpareBank 1 Kredittkort (18,3 %)	2	3	6	8	6
SpareBank 1 Mobilbetaling (19,7 %)	-13	-8	-9	-3	-6

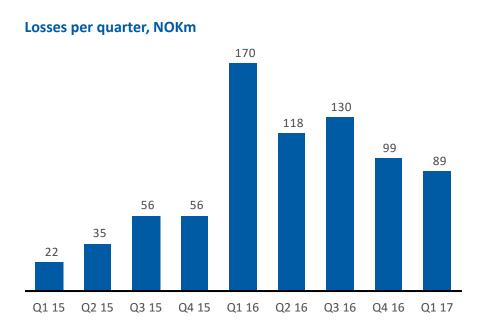
## **Return on financial investments**

#### **Five last quarters**

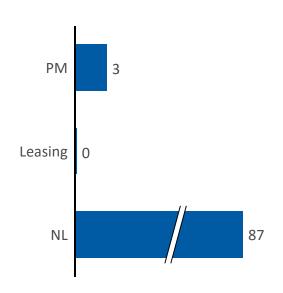
NOKm
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	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
Net gain and dividends on securities	2	39	45	62	3
Net gain on bonds and derivatives	34	78	80	53	25
Forex and fixed income business	31	37	45	28	26
Net return on financial investments	67	154	171	143	54

## Continued relatively high losses, mainly in the offshore segment



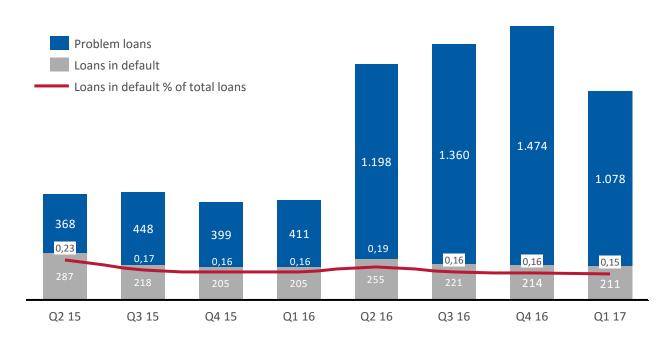
#### **Distribution Q1 2017**



Loan losses including collective losses provisions 0.26 % (0.53 %) of gross lending as of 31.3.2017

# Very low levels on loans in default (0,15 %). Reduction in problem loans after restructuring two large offshore exposures

#### Last two years, per quarter



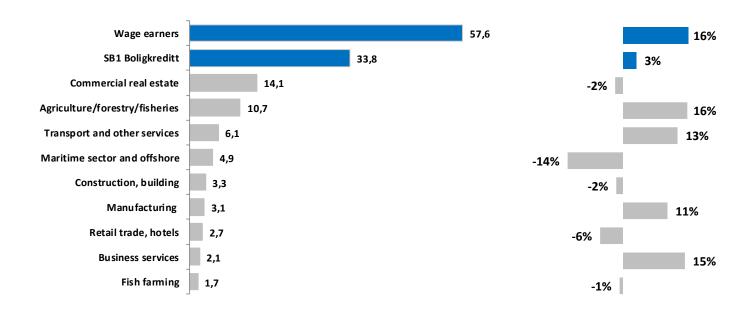
## **Balance sheet**

#### **Last three years**

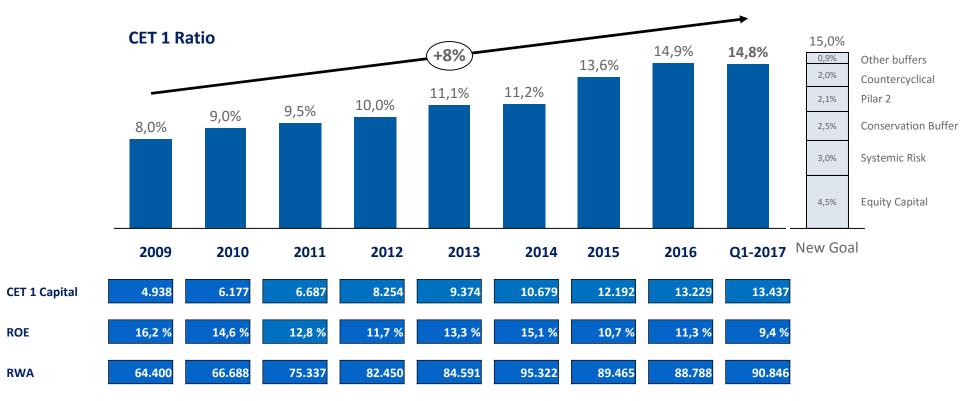
	31.3.17	31.3.16	31.3.15
Funds available	22,9	19,5	16,5
Net loans	103,2	94,6	91,9
Securities	1,7	1,6	0,7
Investment in related companies	6,0	6,0	5,2
Goodwill	0,7	0,6	0,5
Other assets	7,6	12,0	8,9
Total Assets	142,0	134,3	123,7
Capital market funding	46,9	44,4	39,6
Deposits	70,2	63,9	60,6
Othe liabilities	6,5	8,5	7,6
Subordinated debt	3,2	3,5	3,4
Equity	15,3	14,1	12,5
Total Debt and Equity	142,0	134,3	123,7
in addition loans sold to Boligkreditt and Næringskreditt	35,9	34,2	30,6

## High share mortgages and diversified portfolio SMEs

#### Lending by sector in NOK billion and change last 12 months, per cent



#### Strong development in CET 1 (capital and ratio). New Target: 15.0 %



## Satisfying access to capital market funding

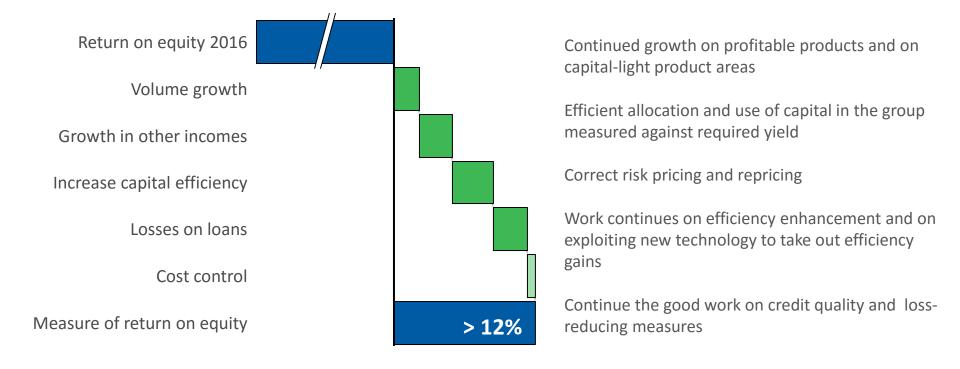
#### **Funding maturity 31. March 2017**



#### **Comments**

- SpareBank 1 Boligkreditt is the main funding source through covered bonds. NOK 34 billion transferred as of 31. March 2017
- Maturities next two years NOK 12.4 bn:
  - NOK 2.4 bn in 2017
  - NOK 9.4 bn in 2018
  - NOK 1.0 bn in Q1 19
- LCR 136 % as at 31. March 2017

## Target of 12% stands firm and enhanced focus on profitability



## SpareBank 1 SMN 7467 TRONDHEIM



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SMN homepage og internet bank: HuginOnline: Equity capital certificates in general: www.smn.no www.huginonline.no www.grunnfondsbevis.no





#### **Financial calendar 2017**

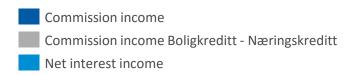
Q2 2017 9. August 2017 Q3 2017 27. October 2017

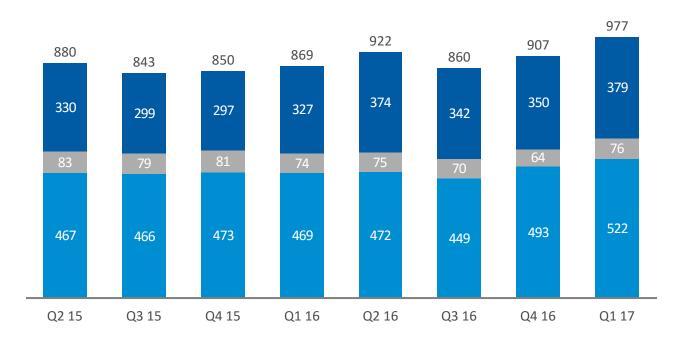
# **Appendix**



## **Operating income**

#### **Operating income per quarter last two years**





## **Change in net interest income**

#### Q1 17 compared with Q1 16

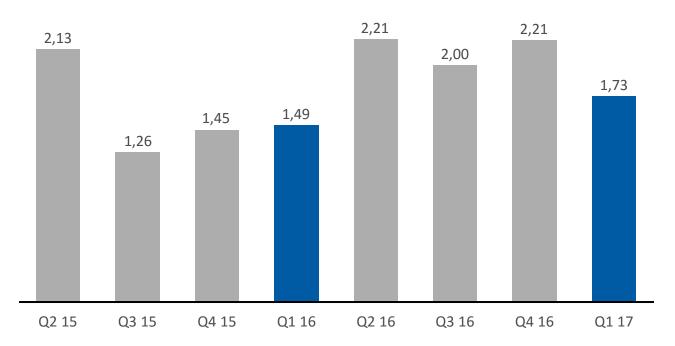
Net interest this quarter	522
Net interest at same period last year	469
Change	53
Obtained as follows:	
Fees on lending	-2
Lending volume	36
Deposit volume	1
Lending margin	7
Deposit margin	-3
Equity capital	3
Funding and liquidity buffer	2
Subsidiaries	9
Change	53

#### **Comments**

- Increased lending volume the main reason for higher net interest income
- Limited changes due to margin movements compared with the same period last

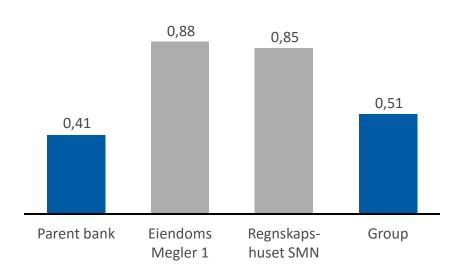
## **Earnings per ECC**

#### Last two years per quarter



# SpareBank 1 SMN will come across as cost-efficient not just on an individual basis but also as a group

## High operating margins in EM1 and Regnskapshuset SMN

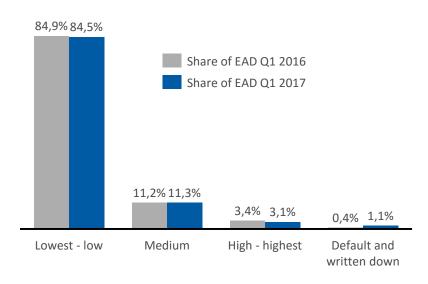


## Profitable and non-capital-intensive subsidiaries:

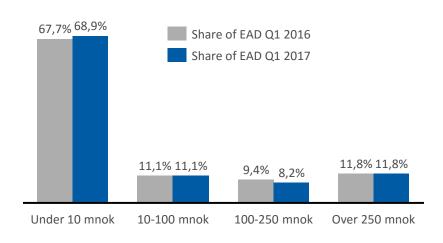
- Both EM1 and Regnskapshuset SMN are companies making a sound profit – and requiring little equity capital compared with the group's other businesses
- In their respective segments they are highly cost-efficient
- But pose a challenge to the group's cost / income ratio

#### Stable credit risk

## SpareBank 1 SMN's loans distributed on risk class and share of Exposure At Default



## SpareBank 1 SMN's loans distributed on size of customer engagement and share of Exposure At Default



## **Strengthened capital adequacy**

#### As at Q1 2017 and Q1 2016

٨	0	Kr	n

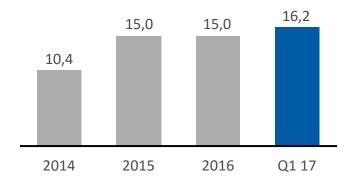
NONII		
	31.3.17	31.3.16
Core capital exclusive hybrid capital	13.437	12.440
Hybrid capital	1.817	1.797
Core capital	15.254	14.237
Supplementary capital	2.034	2.279
Total capital	17.288	16.516
Total credit risk IRB	4.173	4.135
Debt risk, Equity risk	51	39
Operational risk	510	479
Exposures calculated using the standardised approa	1.891	1.893
CVA	119	91
Transitional arrangements	523	666
Minimum requirements total capital	7.268	7.303
RWA	90.846	91.286
CET 1 ratio	14,8 %	13,6 %
Core capital ratio	16,8 %	15,6 %
Capital adequacy ratio	19,0 %	18,1 %

## **Strong capitalization**

#### **Development CET1**



## **Development CET 1 without transitional arrangements (Basel III)**



## **Key figures**

## **Last three years**

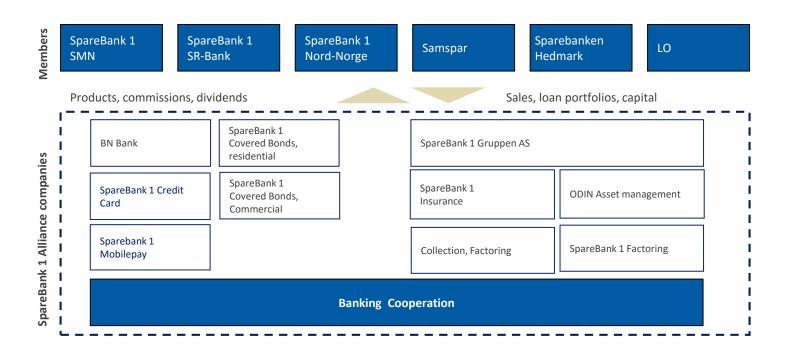
	31.3.17	31.3.16	31.3.15
CET 1 ratio	14,8 %	13,6 %	12,3 %
Core capital ratio	16,8 %	15,6 %	14,3 %
Capital adequacy	19,0 %	18,1 %	17,0 %
Leverage ratio	7,4 %	6,8 %	6,3 %
Growth in loans incl.Boligkreditt	8,1 %	5,4 %	10,0 %
Growth in deposits	9,9 %	5,4 %	10,9 %
Deposit-to-loan ratio	67,4 %	67,0 %	66,0 %
RM share loans	65,2 %	63,5 %	61,0 %
Cost-income ratio	51,2 %	46,9 %	43,7 %
Return of equity	9,4 %	8,9 %	14,1 %
Impairment losses ratio	0,26 %	0,53 %	0,07 %

## **Key figures ECC**

## **Last five years (including effects of issues)**

	Q1 17	Q1 16	2016	2015	2014	2013
ECC ratio	64,0 %	64,0 %	64,0 %	64,0 %	64,6 %	64,6 %
Total issued ECCs (mill)	129,83	129,83	129,83	129,83	129,83	129,83
ECC price	66,50	52,75	64,75	50,50	58,50	55,00
Market value (NOKm)	8.634	6.849	8.407	6.556	7.595	7.141
Booked equity capital per ECC	72,03	67,37	73,26	67,65	62,04	55,69
Post-tax earnings per ECC, in NOK	1,73	1,49	7,91	7,02	8,82	6,92
Dividend per ECC	-	-	3,00	2,25	2,25	1,75
P/E	9,59	8,83	8,19	7,19	6,63	7,95
Price / Booked equity capital	0,92	0,78	0,88	0,75	0,94	0,99

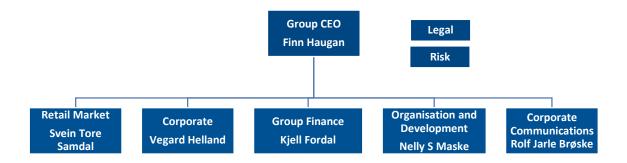
### **SpareBank 1 Alliance**





1st quarter 2017

## **Organisational set-up SpareBank 1 SMN**



## **Overall organisation**

