

SpareBank 1

1st half 2017

8. August 2017

Continuing good trend and strong growth in keeping with plan



Good profit in 1st half 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



Dividend 50 per cent



Strong financial position



Good results at subsidiaries, product companies and BN Bank. Lower return on financial assets

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

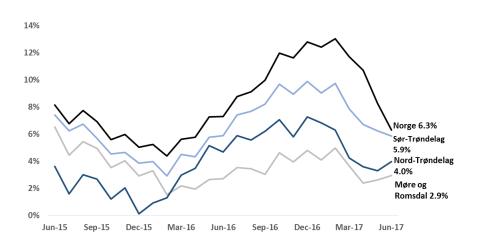


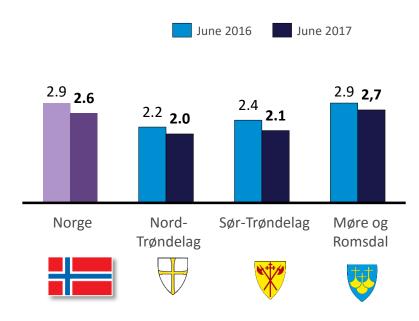
More moderate growth in house prices. Continued low unemployment rate in the region

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

Unemployed in per cent of the labour force (NAV)

Monthly figures - June 2016 and June 2017





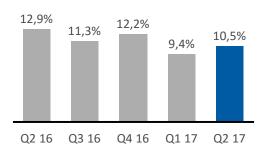
Stable trend in the regional economy Excellent profits in fishery and aquaculture which are important industries in the bank's market area.

Area		Status	Outlook
Macro	www.		
Construction			_
Commercial property			
Retail trade			_

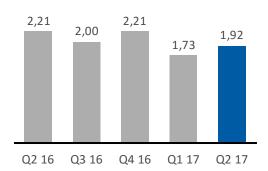
Area		Status	Outlook
Offshore Service Vessels			_
Maritime industry	9:		$\stackrel{\bullet}{\Sigma}$
Aquaculture			_
Fishery	1-20		_

Good profits and strong capitalization. Lower loan losses

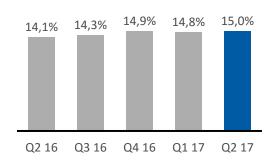
Return on equity



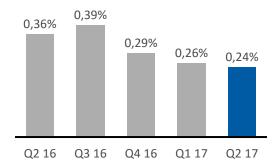
Earnings per ECC



CET 1

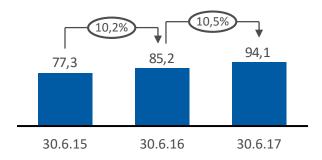


Loan losses as a percentage of total loans

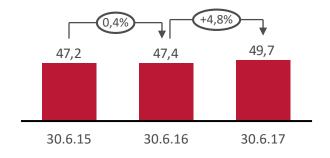


Total growth lending 8.5 % last 12 months

Lending RM +10.5 % last 12 months



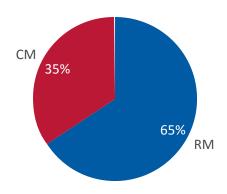
Lending CM + 4.8 % last 12 months,



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
- Stable LTV in mortgages portfolio

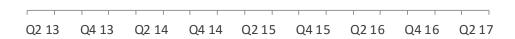
Share of lending





Lending margins

Increased lending margins Retail and Corporate



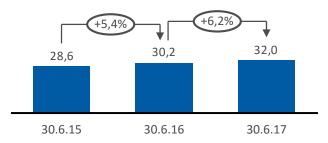
Comments

- Mortgage lending rates raised by up to 20 bp as from January 2017
- Repricing of loans to corporates are carried out
- Reduced Nibor in first half 2017

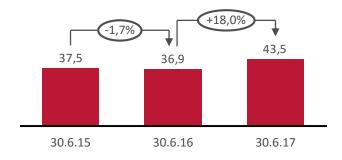


Total growth deposits 12.7 % last 12 months

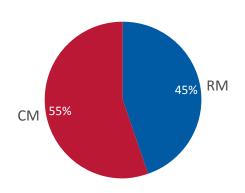
Deposits RM + 6.2 %



Deposits CM + 18.0 %

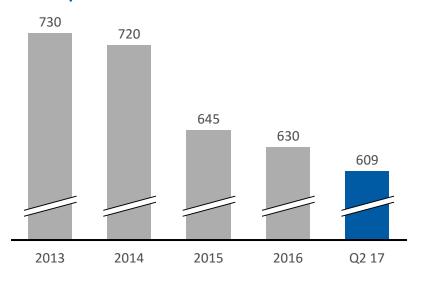


Share of deposits



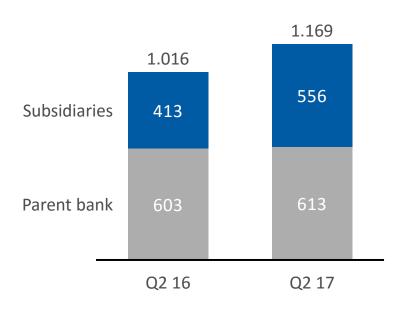
FTEs reduced at the parent bank. Group FTEs rising in keeping with established strategy for the subsidiaries

FTEs at parent bank



- Considerable reduction in the number of FTEs at the parent bank in recent years, primarily through natural wastage
- Target for 2017 is 590 FTEs at parent bank

More efficient banking operations and increased activity in the subsidiaries

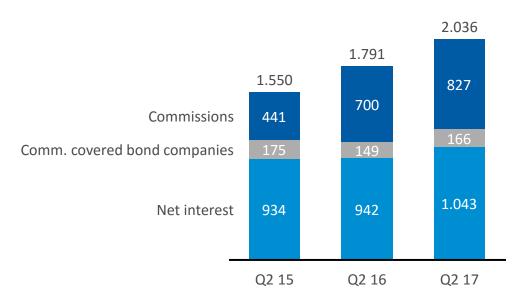


Cost growth in the group

- Cost growth in the subsidiaries
 - SMN Regnskapshuset's acquisition substantially increases cost base
 - Stronger business focus at SpareBank 1 Markets
 - Start-up costs for BN bolig
- 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

Robust income platform and increased commission income

Net interest and other income



- Robust income platform
- A wide range of products both from the parent bank, the subsidiaries, and the SpareBank 1 Group
- High growth in income from accountancy services and markets

Strengthened focus on income diversification. Subsidiaries and product companies show solid profit growth

SpareBank 1 Finans Midt-Norge



- Pre-tax profit of NOK 58m (49m)
- Solid market position
- Leasing NOK 2.7bn, car loans 3.0bn
- More banks on the owner side adds distributive power

EiendomsMegler 1 Midt-Norge



- Pre-tax profit of NOK 23m (43m). The profit performance is weakened by startup costs of NOK 12m at BN Bolig
- 40% market share, strong synergy with the bank

SpareBank 1 Regnskapshuset SMN



- Pre-tax profit of NOK 36m (26m)
- Stable and high growth in turnover
- Consolidating and digitalizing the industry
- The acquisition of Økonomisenteret in Molde has had a positive profit effect.

SpareBank 1 Markets

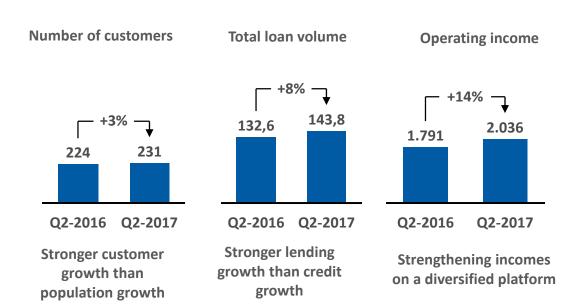


- Pre-tax profit NOK 20m (NOK 10m)
- Complete range of capital market services in cooperation with the owner banks
- Industrial growth through 22 staff taken over from Swedbank



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

Larger customer platform, increased volumes and increased incomes





From a traditional bank to a digital bank with a personal and local signature

Traditional bank digitalised



Digital bank with a personal and local signature

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 and increased sales effectiveness

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



Strong physical presence, with focus on cost and efficiency

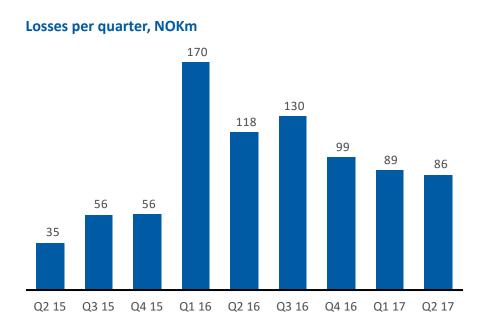


Efficiency gain through removal of 100 FTEs

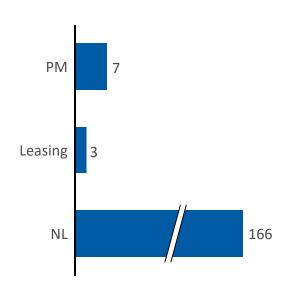
- from 630 in 2016 to 530 in 2020



The bank expects lower loan losses in 2017 than in 2016



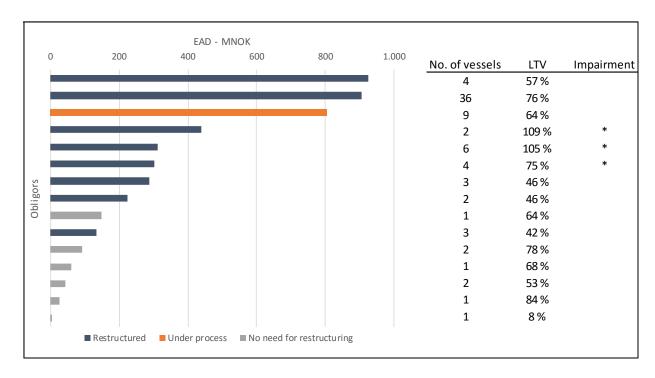
Distribution 1st half 2017



Loan losses including collective losses provisions 0.25 % (0.44 %) of gross lending as of 30.6.2017

Restructuring largely completed

Offshore Service Vessels* – Largest client groupings

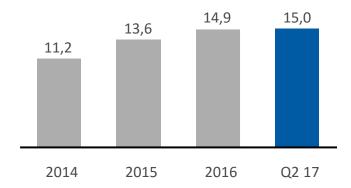


LTV = Exposure with collateral in vessels / Market value of vessels Barges not included 1st half 2017

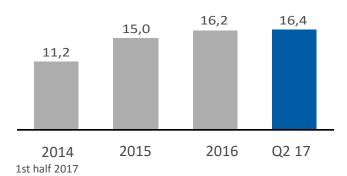
^{* =} individual impairment

Strong capitalization. Capital target achieved and high leverage ratio

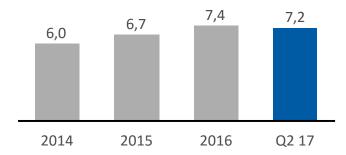
Development CET1



Development CET 1 without transitional arrangements (Basel III)



Development leverage ratio



SpareBank 1 SMN is considering selling its entire head office complex, or parts of it, in Trondheim

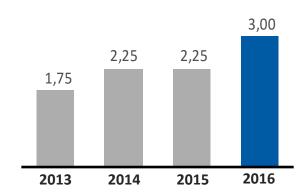
- «SpareBank 1 SMN is considering selling its entire head office complex, or parts of it, in Trondheim. The property is located in the city centre, at Søndre gate 4-10, and extends from Kongens gate to Dronningens gate. The complex, which was brought to completion in 2010, has a total floorage of about 22,000 sq.m. accommodating offices, shop premises and parking. In the event of a sale, the intention is to lease back the floorage currently occupied by SpareBank 1 SMN and its subsidiaries. SpareBank 1 SMN has engaged SpareBank 1 Markets as adviser in this process.
- Disclosure of this information is mandatory under the Securities Trading Act section 5-12"



Sparebank 1 SMN is fully focused on creating value for its owners

- Ambitious ROE targets
- Dividend policy revised to permit payouts above 50 per cent
- Payout policy that prevents negative dilution effects
- Changes to statutes have given EC holders greater influence
- Substantial equity participation in the bank by the bank's top management

Utbytte per egenkapitalbevis



50 per cent of the net profit to be paid out as dividend in 2017

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 per cent annually



Utbytte

Payout ratio in the region of 50 per cent



Solid

15 per cent CET1 capital ratio



Appendix



First half 2017



Net profit NOK 759m (771m), return on equity 9.9 % (10.9 %)



CET1 15.0 % (14.1 %). Leverage ratio 7.2 % (6.8 %)



Result of core business NOK 692m (487m) exclusive of loan losses. Loan losses NOK 175m (NOK 287m)



Growth in lending RM 10.5 % (10.2 %) and CM 4.8 % (0.4 %), deposits 12.7 % (1.3 %) last 12 months



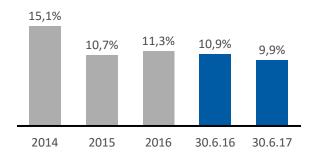
Decrease in FTEs parent bank and very low cost growth in parent bank



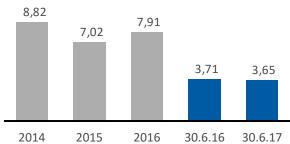
Booked equity capital per ECC NOK 73.85 (69.18), profit per ECC NOK 3.65 (NOK 3.71)

Key figures

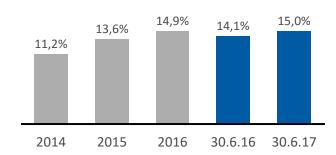
Return on equity



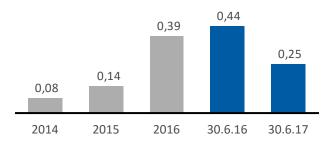
Earnings per ECC



CET1



Loan losses as a percentage of total loans



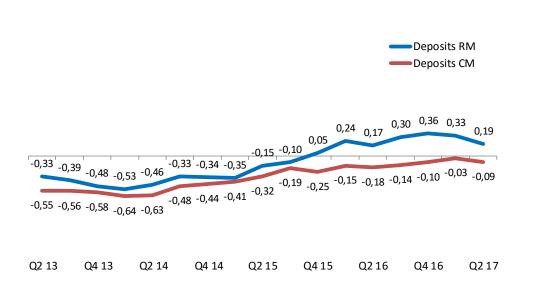


Profits

Profits 1st half and five last quarters

NOK mill	1st half 2017	1st half 2016	Change	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16
Net interest	1.043	942	102	521	522	493	449	472
Commission income and other income	993	849	144	538	455	414	412	448
Operating income	2.036	1.791	246	1.059	977	907	860	921
Total operating expenses	1.169	1.016	153	598	571	482	504	528
Pre-loss result of core business	867	774	93	461	406	424	356	393
Losses on loans and guarantees	175	287	-112	86	89	99	130	118
Post-loss result of core business	692	487	205	375	317	326	227	276
Related companies	165	246	-81	96	71	82	102	126
Securities, foreign currency and derivates	105	197	-93	38	67	154	170	144
Result before tax	961	930	32	509	454	561	499	545
Tax	202	157	45	109	96	99	85	85
Net profit	759	773	-14	401	358	462	414	460
Return on equity	9,9 %	10,9 %		10,5 %	9,4 %	12,2 %	11,3 %	12,9 %

Deposit margins Retail and Corporate



Comments

- Margins improved due to repricing last two years
- Decreased Nibor has weakened the margins in 1st half 2017



Change in net interest income

1st half 2017 compared with 1st half 2016

Net interest this quarter	1.043
Net interest at same period last year	942
Change	102
Obtained as follows:	
Fees on lending	-8
Lending volume	76
Deposit volume	1
Lending margin	20
Deposit margin	-18
Equity capital	6
Funding and liquidity buffer	4
Subsidiaries	21
Change	102

Comments

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



Robust income platform and increased commission income

Net interest and other income

2.036 1.791 1.550 827 700 441 Commissions 149 Comm. Covered bonds 175 1.043 Net interest 934 942 Q2 15 Q2 16 Q2 17

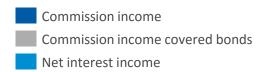
Commissions 1st half 2017 and 2016

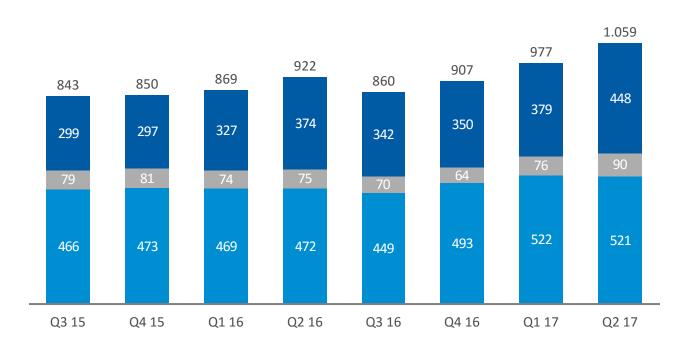
2017	2016	Change
103	94	8
29	30	-1
44	42	2
84	79	5
32	40	-8
200	197	4
200	119	81
106	64	42
29	37	-8
827	701	125
158	144	14
8	5	3
993	850	143
	103 29 44 84 32 200 200 106 29 827 158 8	103 94 29 30 44 42 84 79 32 40 200 197 200 119 106 64 29 37 827 701 158 144 8 5

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

Operating income

Operating income per quarter last two years





Subsidiaries

Pre tax profit subsidiaries 1st half and five last quarters

	1st half 2017	1st half 2016	Change	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16
EiendomsMegler 1 Midt-Norge (87 %)	23	43	-20	19	4	7	16	33
SpareBank 1 Regnskapshuset SMN (95 %)	36	26	10	20	15	10	7	22
SpareBank 1 Finans Midt-Norge (90 %)	58	49	9	30	28	29	26	25
SpareBank 1 Markets, proforma incl. Allegro (71 %)	20	10	10	17	3	9	1	6
SpareBank 1 SMN Invest	16	23	-7	15	1	37	14	13
Other companies	11	-3	15	6	5	15	9	-3

Associated companies

Profit shares after tax and five last quarters

	1st half 2017	1st half 2016	Change	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16
SpareBank 1 Gruppen (19,5 %)	134	141	-7	68	66	97	79	80
SpareBank 1 Boligkreditt (18,4 %)	-37	22	-59	-13	-24	-26	-13	-2
SpareBank 1 Næringskreditt (36,5 %)	13	15	-2	5	8	8	5	7
BN Bank (33 %)	50	51	-1	20	29	7	28	31
SpareBank 1 Kredittkort (17,9 %)	7	14	-7	5	2	3	6	8
SpareBank 1 Mobilbetaling (19,7 %)	-14	-9	-5	-1	-13	-8	-9	-3

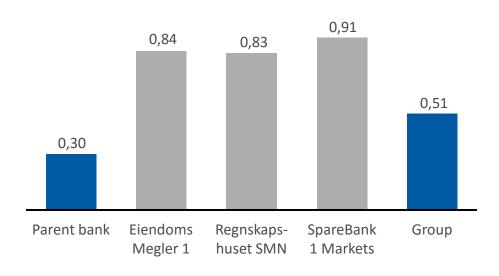
Return on financial investments

1st half 2017 and 1st half 2016

NOKm	1. halvår 2017	1. halvår 2016	Endring
Capital gains shares	34	69	-35
Gain/(loss) on derivatives	-3	21	-24
Gain/(loss) on other financial instruments at fair value (FVO)	15	20	-4
Foreign exchange gain / (loss)	19	28	-9
Gain/(Loss) on sertificates and bonds	187	3	184
Gain/(loss) on financial instruments related to hedging	-152	-17	-135
of which basis-swap	-93	4	-98
Net return on financial instruments	100	124	-23

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

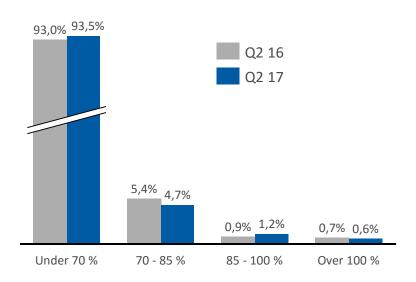


Profitable and non-capital-intensive subsidiaries:

- 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

Loan to value mortgages

Last two years

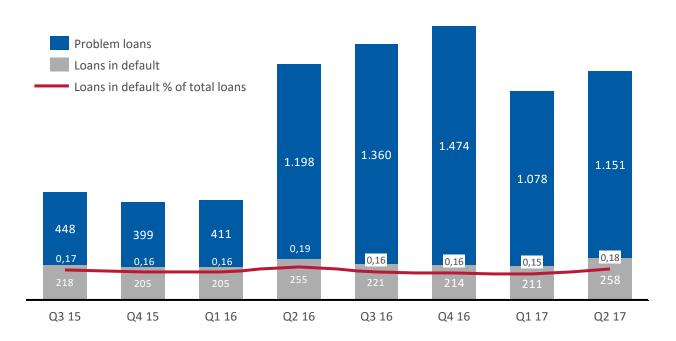


LTV mortgages

- 98.4 % of the exposure has an LTV of less than 85 %
- Exposure with LTV higher than 85 points 1.6 %

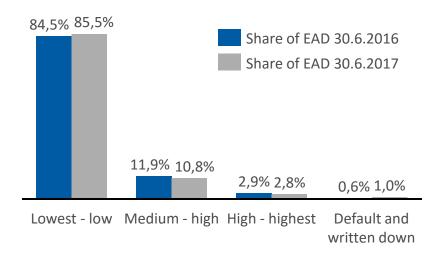
Very low levels on loans in default (0,18 %). Reduction in problem loans in 2017 after restructuring of offshore exposures

Last two years, per quarter

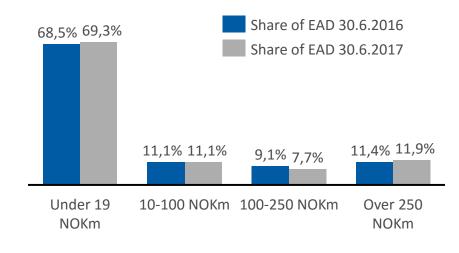


Stable credit risk

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



Offshore risk is primarily in the PSV segment. Most of the exposures have been restructured

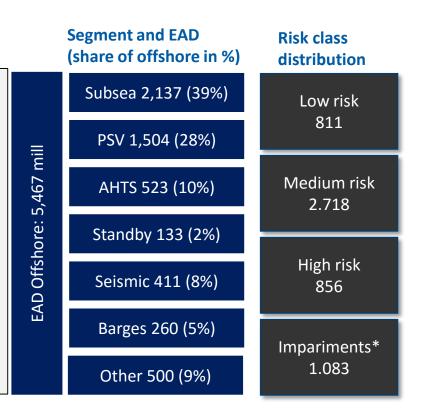
The offshore segment

1. Offshore exposure is 5.5 bill (6.3)

- Offshore is 3.5 % of total credit exposure
- 92 vessels in 6 segments
- 5.0 bill with vessels as collateral 0.4 bill other

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

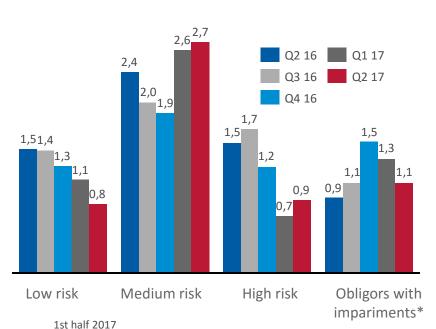
- Sale of vessels
- Extraordinary i repayments
- Restructuring/negotiations/permanent solutions
- 3. Offshore credit losses of 157 mill 1st half 2017 (240)



Høy nedskrivningsandel på tapsutsatte engasjementer

Risk class distribution

Last five quarters (bill NOK)



Impairments per risk class and share of EAD

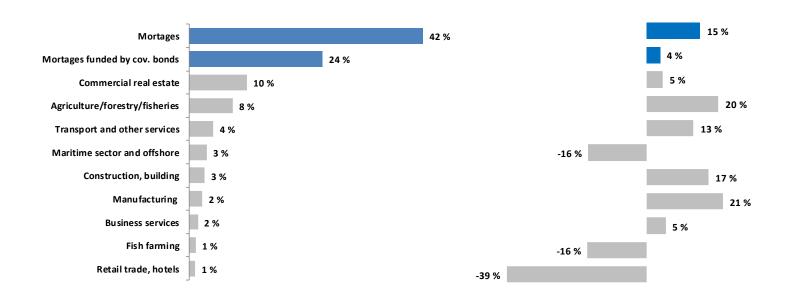
30 June 2017

	In	dividua	Share of		
NOKm	EAD	- 1	Group	Total	EAD
Low risk	811		2	2	0,3 %
Medium risk	2.718		34	34	1,3 %
High risk	856		33	33	3,8 %
Debitors with ind. impairments	1.083	497		497	45,9 %
Total	5.467	497	70	567	10.4 %



High share mortgages and diversified portfolio SMEs

Lending by sector as a share of total lending and change last 12 months, per cent



Balance sheet

Last three years

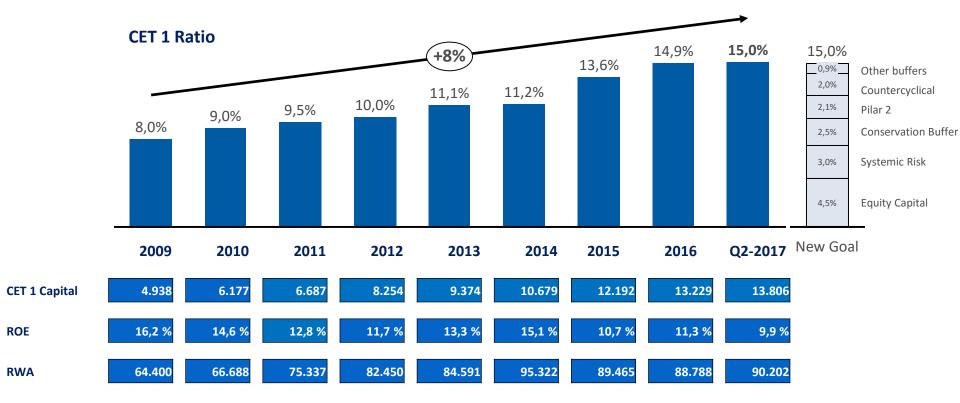
	30.6.17	30.6.16	30.6.15
Funds available	27,8	27,1	19,0
Net loans	106,4	97,0	93,7
Securities	1,5	1,5	1,3
Investment in related companies	5,7	5,7	5,0
Goodwill	0,7	0,6	0,5
Other assets	7,5	9,3	11,3
Total Assets	149,4	141,1	130,9
Capital market funding	49,2	48,4	41,8
Deposits	75,6	67,0	66,2
Othe liabilities	5,7	7,7	6,3
Subordinated debt	3,2	3,6	3,4
Equity	15,8	14,5	13,2
Total Debt and Equity	149,4	141,1	130,9
in addition loans sold to Boligkreditt and Næringskreditt	36,4	34,8	30,4

Strengthened capital adequacy

As at Q2 2017 and Q2 2016

NOKm	30.6.17	30.6.16
Core capital exclusive hybrid capital	13.806	12.757
Hybrid capital	1.817	1.846
Core capital	15.622	14.604
Supplementary capital	2.026	2.278
Total capital	17.649	16.882
Total credit risk IRB	4.131	4.123
Exposures calculated using the standardised approa	1.942	1.931
Debt risk, Equity risk	35	29
Operational risk	510	479
CVA	123	90
Transitional arrangements	634	585
Minimum requirements total capital	7.376	7.237
RWA	92.202	90.464
CET 1 ratio	15,0 %	14,1 %
Core capital ratio	16,9 %	16,1 %
Capital adequacy ratio	19,1 %	18,7 %
Leverage ratio	7,2 %	6,8 %

Strong development in CET 1 (capital and ratio). Target of 15.0 % achieved



Satisfying access to capital market funding

Funding maturity 30. June 2017



Comments

- SpareBank 1 Boligkreditt is the main funding source through covered bonds.
 NOK 34 billion transferred as of 30.
 June 2017
- Maturities next two years NOK 16.5 bn:
 - NOK 1.8 bn in Q3 and Q4 2017
 - NOK 9.2 bn in 2018
 - NOK 5.5 bn in Q1 and Q2 19
- LCR 160 % as at 30. June 2017

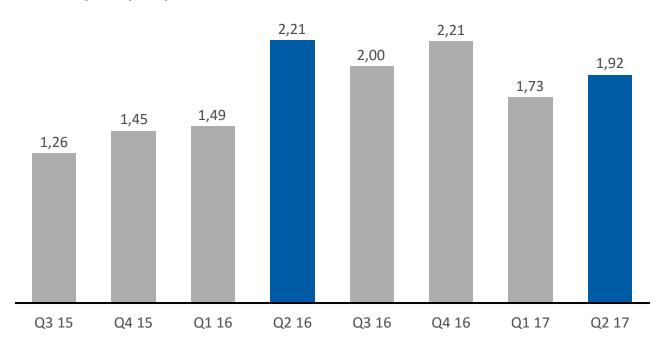
Key figures ECC

Last five years

	30.6.17	30.6.16	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	71,75	46,70	64,75	50,50	58,50	55,00
Market value (NOKm)	9.316	6.063	8.407	6.556	7.595	7.141
Booked equity capital per ECC	73,85	69,18	73,26	67,65	62,04	55,69
Post-tax earnings per ECC, in NOK	3,65	3,71	7,91	7,02	8,82	6,92
Dividend per ECC	-	-	3,00	2,25	2,25	1,75
P/E	9,82	6,30	8,19	7,19	6,63	7,95
Price / Booked equity capital	0,97	0,68	0,88	0,75	0,94	0,99

Earnings per ECC

Last two years per quarter



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.

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

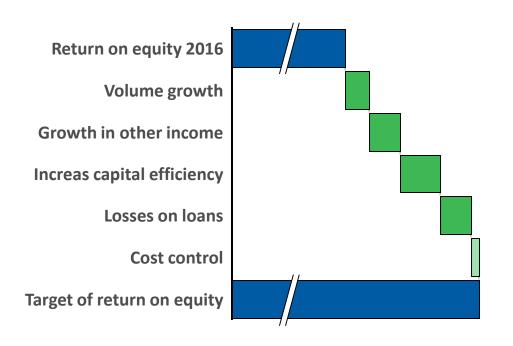


Key figures

Last three years

	30.6.17	30.6.16	30.6.15
CET 1 ratio	15,0 %	14,1 %	12,7 %
Core capital ratio	16,9 %	16,1 %	14,6 %
Capital adequacy	19,1 %	18,7 %	17,3 %
Leverage ratio	7,2 %	6,8 %	6,5 %
Growth in loans (incl.Boligkreditt and Næringskreditt)	8,5 %	6,5 %	8,4 %
Growth in deposits	12,7 %	1,3 %	11,4 %
Deposit-to-loan ratio	70,4 %	68,5 %	70,0 %
RM share loans	65,4 %	64,2 %	62,0 %
Cost-income ratio	50,7 %	45,5 %	46,0 %
Return of equity	9,9 %	10,9 %	13,7 %
Impairment losses ratio	0,25 %	0,44 %	0,09 %

Target of 12% stands firm and enhanced focus on profitability



Continued growth on profitable products and on capital-light product areas

Efficient allocation and use of capital in the group measured against required yield

Correct risk pricing and repricing

Work continues on efficiency enhancement and on exploiting new technology to take out efficiency gains

Continue the good work on credit quality and loss-reducing measures

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Financial calendar 2017

Q2 2017 8. August 2017 Q3 2017 27. October 2017