

Investor Relations

Supplementary information

Third Quarter 2018



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Information on the Internet

SpareBank 1 SMN's home page www.smn.no

ECC information in general www.egenkapitalbevis.no

Financial Calendar 2018

3rd quarter 2018 26 October 2018

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1. Major changes from 2Q18

No major changes from 2Q 2018.

2. SpareBank 1 SMN

2.1. Financial highlights

January- September 2018

(Consolidated figures. Figures in parentheses refer to the same period of 2017 unless otherwise stated).

- Profit before tax and inv. held for sale: NOK 1,937 million (NOK 1,601 million)
- Net profit: NOK 1,689 million (NOK 1,275 million)
- Return on equity: 13.3 per cent (10.8 per cent)
- 12-month growth in lending (incl. SB1 Boligkreditt and SB1 Næringskreditt): 7.3 per cent (9.4 per cent)
- 12-month growth in deposits 6.1 per cent (10.3 per cent)
- Loan losses: NOK 196 million (NOK 263 million)
- Common equity tier 1 ratio: 14.9 per cent (14.6 per cent)
- Earnings per EC: NOK 8.07 (NOK 6.08)

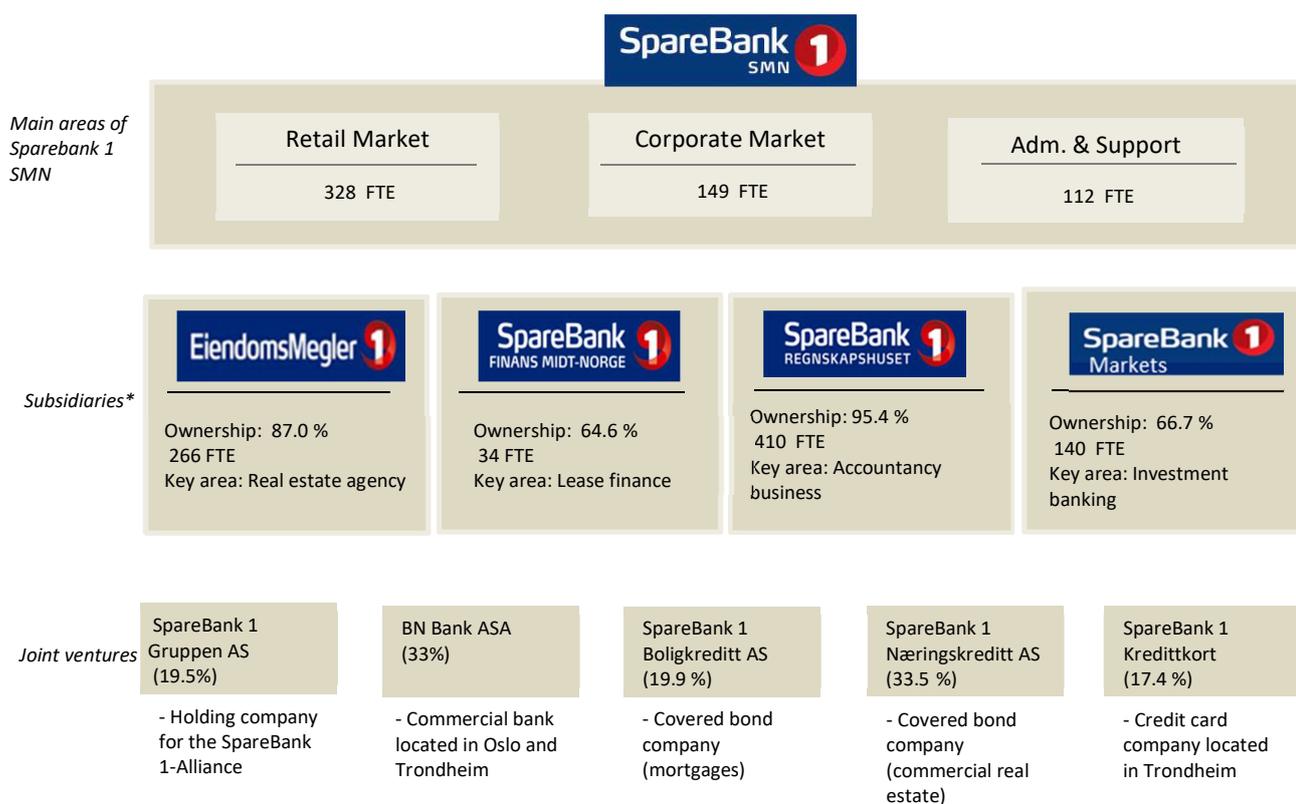
Third quarter 2018

- Profit before tax and inv. held for sale: NOK 592 million (NOK 617 million)
- Net profit: NOK 480 million (NOK 500 million)
- Return on equity: 11.1 per cent (12.5 per cent)
- Loan losses: NOK 69 million (NOK 88 million)
- Earnings per EC: NOK 2.32 (NOK 2.42)

2.2. Business description

SpareBank 1 SMN is Mid-Norway's largest bank with assets totalling NOK 159 billion at the end of September 2018. Head office is in Trondheim. SpareBank 1 SMN employs 1,467 FTEs (full time equivalents), including subsidiaries, and provides a full range of products and services within financing, investments, money transfers, pensions as well as life and non-life insurance.

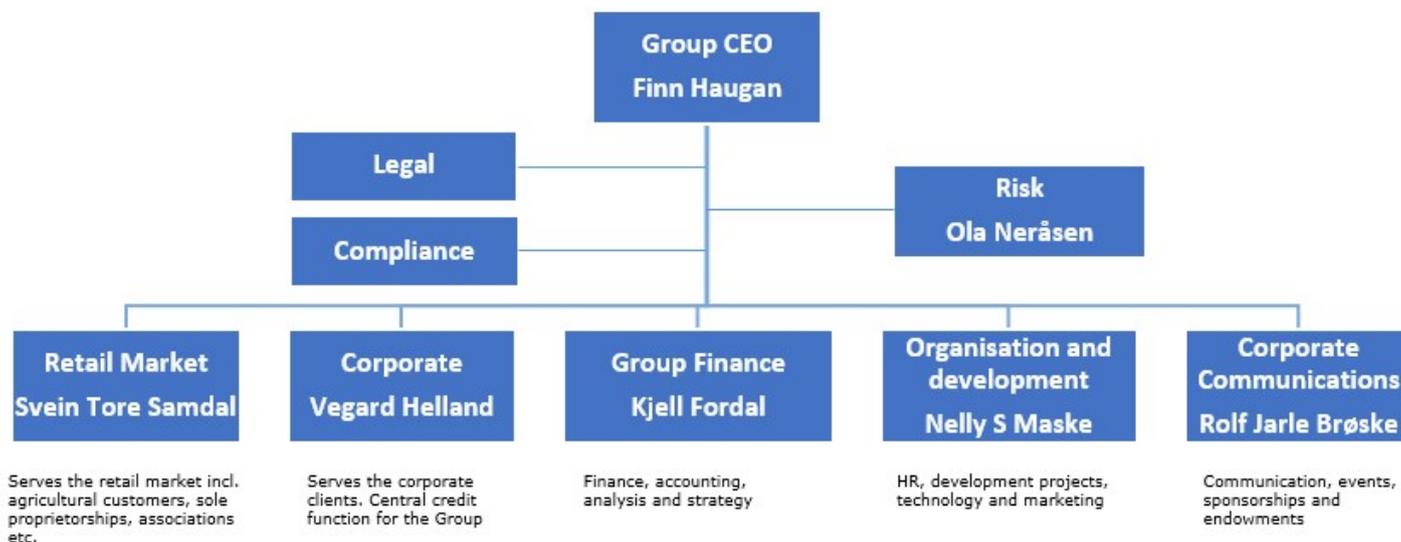
SpareBank 1 SMN's activities



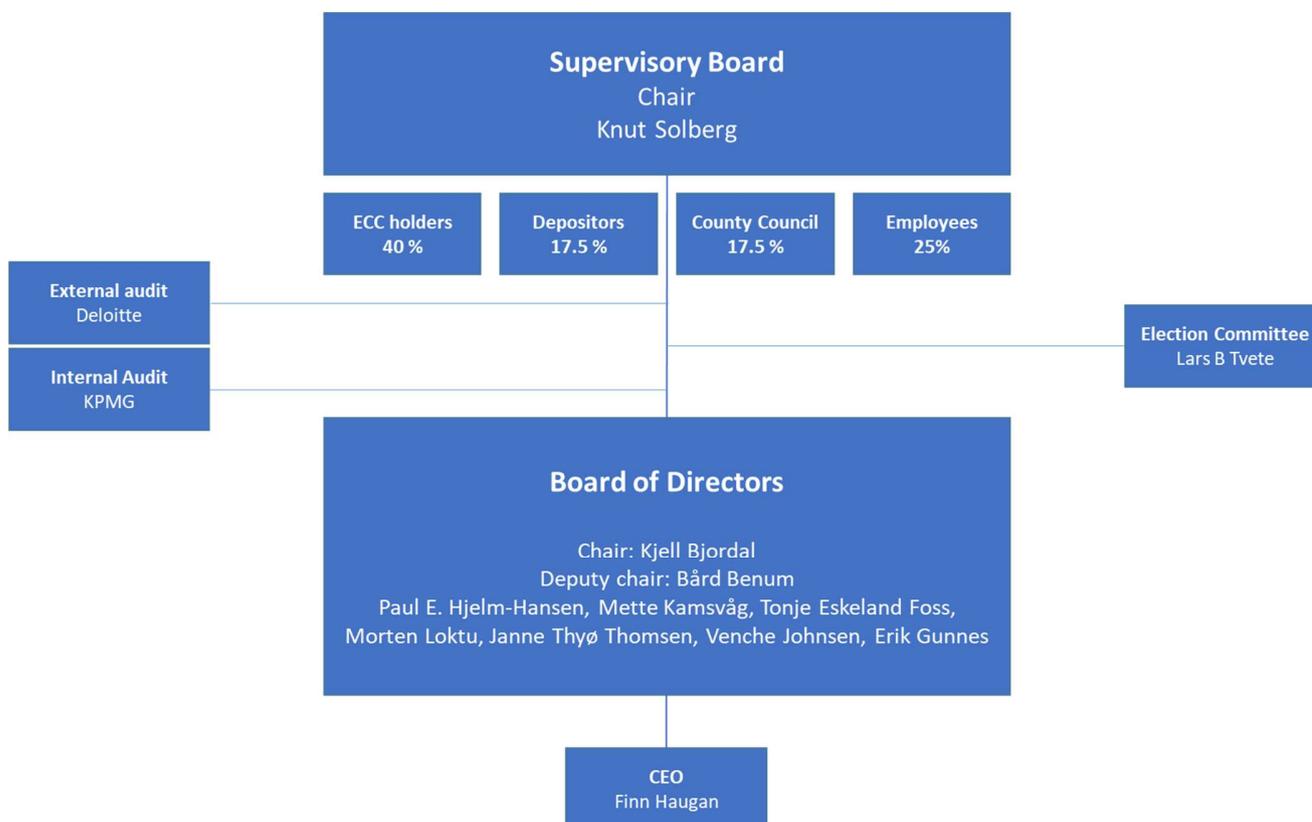
* In addition SpareBank 1 SMN has subsidiaries with activities covering asset management, investments in regional sees corn, venture and private equity funds, property companies and car fleet management. These subsidiaries account for 28 FTEs.

Organisation of SpareBank 1 SMN

The Bank's operational structure is illustrated in the figure below

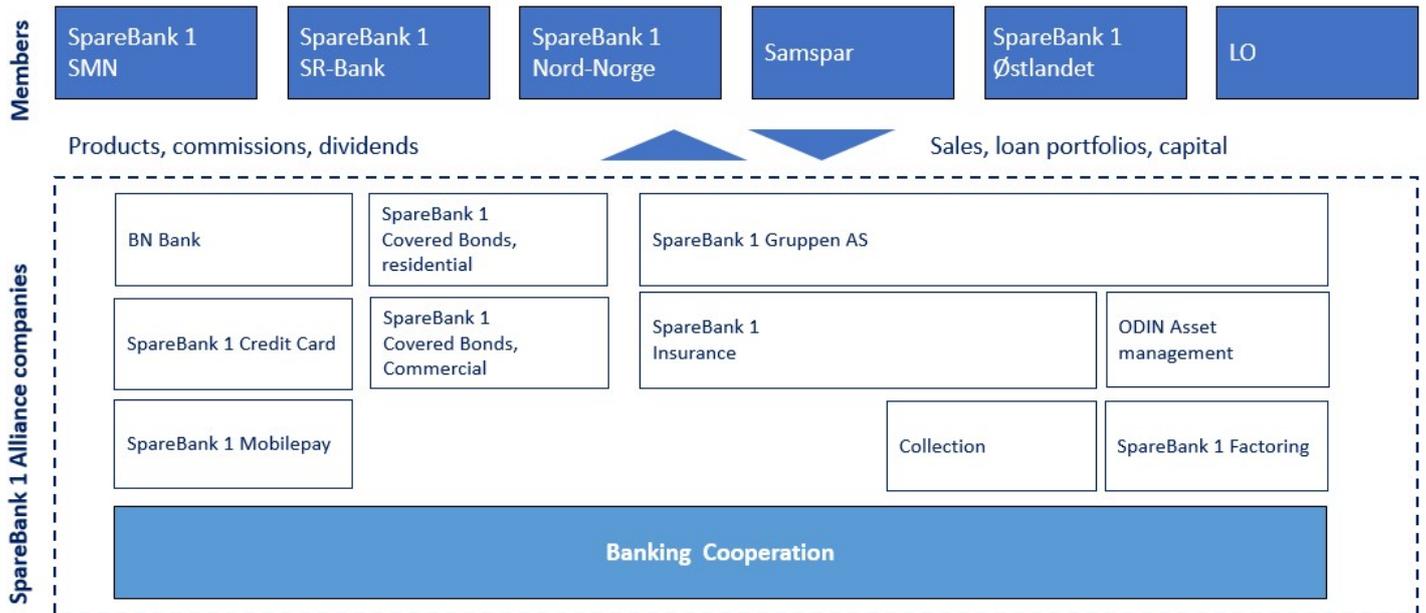


Overview of governing and control bodies

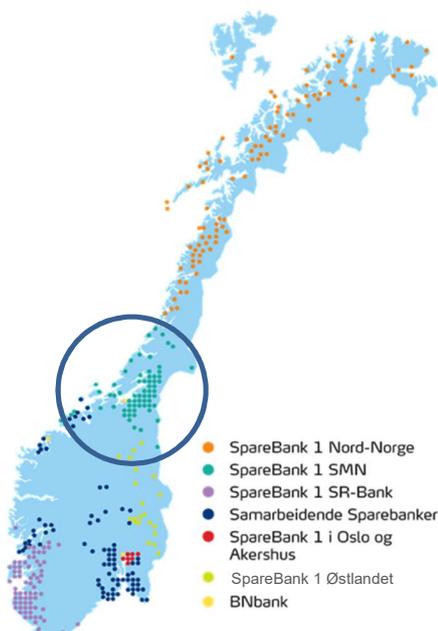


SpareBank 1 Alliance

SpareBank 1 SMN was one of the founding partners of the SpareBank 1 Alliance ("the Alliance") in 1996. The Alliance consists of closely cooperating savings banks, all of them being independent and locally anchored banks. The purpose of the SpareBank 1 Alliance is for members to develop, procure and supply competitive financial services and products and to exploit economies of scale. The Alliance canalize a lot of its mutual interests through SpareBank 1 Gruppen AS, a holding company of life and non-life insurance, mutual funds, a broker-dealer and other companies. The Alliance is the 2nd largest Norwegian financial group with a wide distribution all over Norway.



* LO: The Norwegian Confederation of Trade Unions



2.3. Credit ratings

<i>Moody's</i>	Current rating	2015	2014	Year end		2011	2010
				2013	2012		
Outlook	Negative	Stable	Negative	Stable	Rating(s) under review	Stable	Stable
Issuer Rating	A1	A1	A2	A2	A2	A1	A1
Bank Deposits	A1/P-1	A1/P-1	A2/P-1	A2/P-1	A2/P-1	A1/P-1	A1/P-1
Senior Unsecured	A1	A1	A2	A2	A2	A1	A1
Subordinate	Baa2	Baa2	Baa2	Baa3	Baa3	A2	A2

<i>Fitch</i>	Current rating	2015	2014	Year end		2011	2010
				2013	2012		
Outlook	Stable	Stable	Stable	Stable	Stable	Stable	Negative
Long-term IDR	A-	A-	A-	A-	A-	A-	A
Short-term IDR	F2	F2	F2	F2	F2	F2	F1
Support rating	5	3	3	3	3	3	3

2.4. Equity capital certificate (MING)

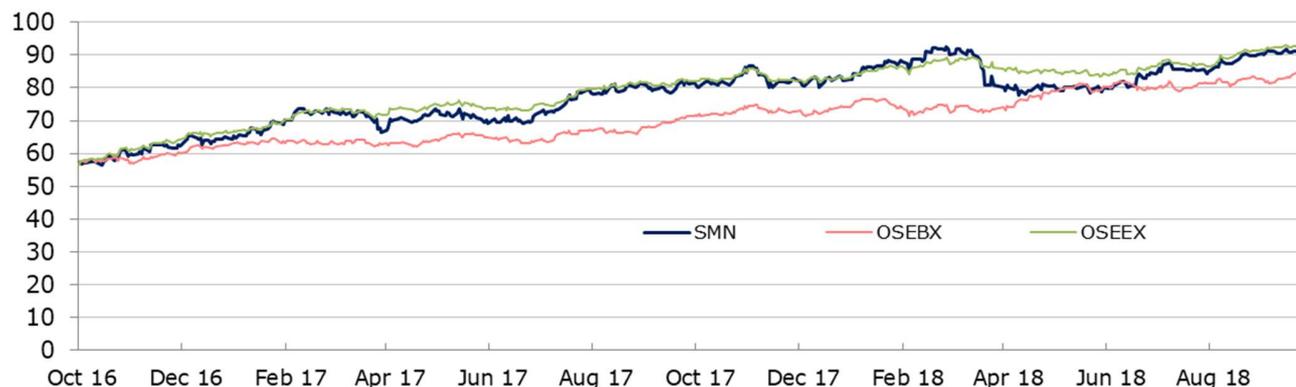
The key figures are corrected for issues.

30 September 2018 the price of the Bank's ECC was NOK 90.90 (NOK 81.25). Earnings per ECC were NOK 8.07 (NOK 6.08). Book value per ECC was NOK 82.57 (NOK 79.18) as of 30 September 2018.

Key figures

	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept.		2017	2016
						2018	2017		
ECC price	90.90	84.50	80.90	82.25	81.25	90.90	81.25	82.25	64.75
Number of certificates issued, millions	129.44	129.31	129.38	129.38	129.40	129.44	129.40	129.38	129.64
Booked equity capital per ECC (incl. dividend)	82.57	80.21	76.53	78.81	79.18	82.57	79.18	78.81	73.35
Adjusted profit per ECC	2.32	3.54	2.21	2.63	2.42	8.07	6.08	8.71	7.93
P/E per ECC (annualised)	9.77	5.97	9.16	7.81	8.40	8.45	10.02	9.44	8.17
P/B equity capital	1.10	1.05	1.06	1.04	1.03	1.10	1.03	1.04	0.88

Stock price compared with OSEBX¹⁾ and OSEEX²⁾
1 Oct 2016 to 30 Sep 2018



1) OSEBX = Oslo Stock Exchange Benchmark Index (rebased)

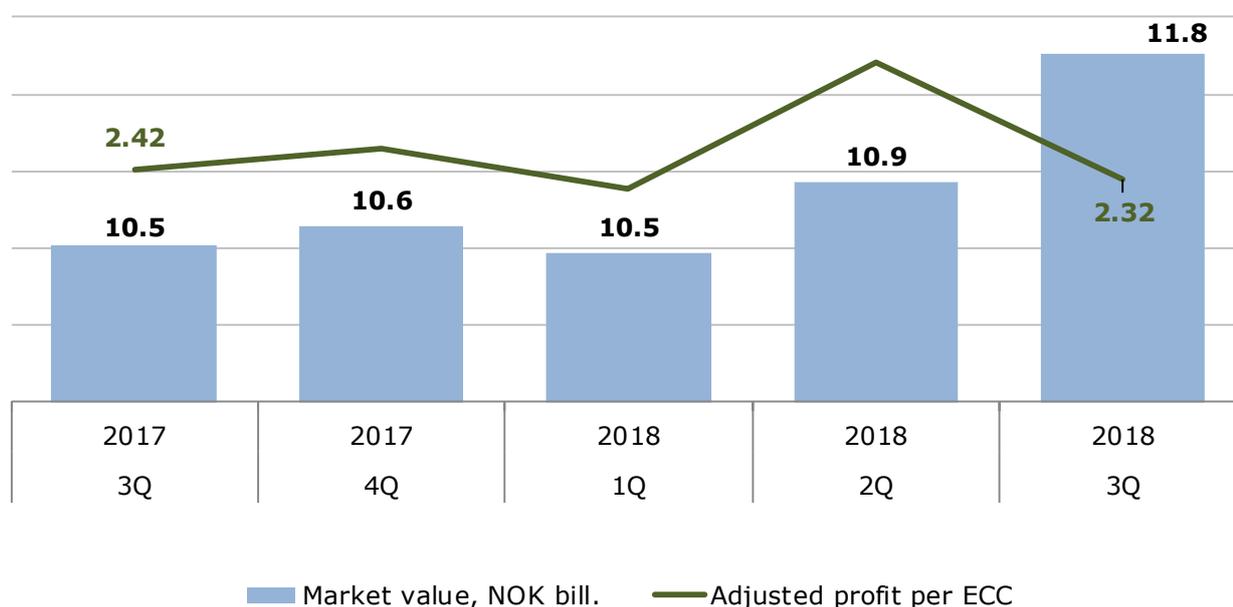
2) OSEEX = Oslo Stock Exchange ECC Index (rebased)

Trading statistics¹⁾
1 Oct 2016 to 30 Sep 2018



1) Total number of ECCs traded (1,000)

Market value and profit per ECC



Equity certificates ratio (parent bank)

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
ECC capital	2,597	2,597	2,597	2,597	2,597	2,597
Dividend equalisation reserve	5,079	5,079	5,079	5,079	4,487	4,487
Premium reserve	895	895	895	895	895	895
Unrealised gains reserve	81	81	81	81	81	81
Other equity	-12	-8	-9	0	4	0
A. The equity certificate owner's capital	8,640	8,644	8,643	8,652	8,064	8,060
Saving bank reserve	4,831	4,831	4,831	4,831	4,498	4,499
Unrealised gains reserve	45	45	45	45	45	45
Other equity	-7	-4	-5	0	2	0
B. Ownerless capital	4,870	4,872	4,871	4,877	4,545	4,545
Provision for gifts	0	0	0	322	0	220
Recommended dividends	0	0	0	571	0	389
Equity ex. hybrid capital	13,510	13,517	13,514	14,422	12,609	13,214
Equity certificates ratio A/(A+B)	63.95%	63.95%	63.90%	63.95%	63.95%	63.95%

20 largest ECC holders

Owner	Number	Ownership in %
VPF Nordea Norge Verdi	6,173,081	4.75%
State Street Bank and Trust CO (nominee)	4,435,549	3.42%
Sparebankstiftelsen SMN	3,965,391	3.05%
VPF Odin Norge	3,542,919	2.73%
VPF Danske Invest Norske Aksjer Inst. II	3,352,849	2.58%
VPF Pareto Aksje Norge	2,613,547	2.01%
VPF Alfred Berg Gambak	1,931,139	1.49%
State Street Bank and Trust CO (nominee)	1,832,328	1.41%
JP Morgan Chase Bank (nominee)	1,830,966	1.41%
Pareto AS	1,774,312	1.37%
VPF Danske Invest Norske Aksjer Inst. I	1,759,692	1.36%
Forsvarets Personellservice	1,717,046	1.32%
JP Morgan Chase Bank (nominee)	1,661,137	1.28%
State Street Bank and Trust CO (nominee)	1,556,648	1.20%
MP Pensjon PK	1,552,771	1.20%
VPF Nordea Kapital	1,438,701	1.11%
JP Morgan Securities	1,378,218	1.06%
VPF Storebrand Norge I	1,373,165	1.06%
MSIP Equity	1,314,359	1.01%
VPF Nordea Avkastning	1,289,111	0.99%
Total 20 largest shareholders	46,492,929	35.81%
Others	83,343,514	64.19%
Total	129,836,443	100.00%

ECC capital history

Year	Change	Change in ECC capital	Total ECC capital	No. of ECC's
1991	Placing	525	525	5,250,000
1992	Placing	75	600	6,000,000
2000	Employee placing	5	605	6,053,099
2001	Employee placing	5	610	6,099,432
2002	Employee placing	5	614	6,148,060
2004	Bonus Issue	154	768	7,685,075
2005	Placing	217	986	9,859,317
2005	Employee placing	24	1,009	10,097,817
2005	Split	-	1,009	40,391,268
2005	Bonus Issue	253	1,262	50,489,085
2007	Dividend Issue	82	1,344	53,752,203
2007	Employee placing	5	1,349	53,976,003
2008	Dividend Issue	91	1,440	57,603,748
2008	Employee placing	6	1,447	57,861,806
2009	Bonus Issue	289	1,736	69,434,167
2010	Placing	624	2,360	94,397,474
2010	Employee placing	13	2,373	94,905,286
2011	Issue	1	2,373	94,930,286
2012	Placing	95	2,468	123,407,456
2012	Employee placing	16	2,484	124,218,466
2012	Private placement	112	2,597	129,836,443

3. Financial results

3.1. Main figures

(in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Net interest	610	581	568	589	570	1,759	1,636	2,225	1,929
Commission income and other income	486	607	542	529	482	1,634	1,475	2,005	1,674
Net return on financial investments	182	300	180	256	235	662	504	760	944
Total income	1,277	1,488	1,290	1,374	1,287	4,055	3,615	4,989	4,547
Total operating expenses	616	661	645	618	582	1,922	1,751	2,369	2,003
Result before losses	661	827	645	756	705	2,133	1,864	2,621	2,544
Loss on loans, guarantees etc.	69	78	48	78	88	196	263	341	516
Result before tax	592	748	596	678	617	1,937	1,601	2,279	2,029
Tax charge	119	156	131	122	118	405	328	450	352
Results investments held for sale, after tax	6	150	1	-4	0	157	2	-1	4
Net profit	480	743	466	553	500	1,689	1,275	1,828	1,681

Balance sheet - condensed

Balance (in NOK million)	30 Sept.	30 Jun.	31 Mar.	31 Dec.	30 Sept.	31 Dec.
	2018	2018	2018	2017	2017	2016
Total assets	159,337	159,584	152,083	153,254	146,913	138,080
Average total assets (quarterly)	159,460	155,833	152,668	150,083	148,181	138,948
Gross loans to customers *	157,825	154,790	151,065	148,784	147,146	137,535
Deposits from customers	77,529	80,343	75,937	76,476	73,086	67,168
Total equity capital	18,650	17,984	17,365	17,510	17,208	16,253

* Loans to customers includes SpareBank 1 Boligkreditt and SpareBank 1 Næringskreditt

Key figures

	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Return on equity	11.1 %	17.9 %	11.2 %	13.4 %	12.5 %	13.3 %	10.8 %	11.5 %	11.3 %
Common Equity Tier 1 ratio	14.9 %	15.0 %	14.6 %	14.6 %	14.6 %	14.9 %	14.6 %	14.6 %	14.8 %
Cost/income ratio group	48%	44%	50%	45%	45%	47%	48%	47%	44%
Growth in loans incl Boligkreditt and Næringskreditt last 12 months	7.3 %	7.6 %	7.9 %	8.2 %	9.4 %	7.3 %	9.4 %	8.2 %	8.0 %
Growth in deposits last 12 months	6.1 %	6.3 %	8.2 %	13.9 %	10.3 %	6.1 %	10.3 %	13.9 %	4.8 %
Deposits-to-loan ratio incl Boligkreditt and Næringskreditt last 12 months	49%	52%	50%	51%	50%	49%	50%	51%	49%
Impairment losses ratio	0.18%	0.20%	0.13%	0.22%	0.24%	0.17%	0.25%	0.23%	0.39%
Non-performing commitm. as % of gross loans	0.18%	0.18%	0.19%	0.19%	0.18%	0.18%	0.18%	0.19%	0.16%
ECC price	90.90	84.50	80.90	82.25	81.25	90.90	81.25	82.25	64.75
Booked equity capital per ECC (incl. dividend)	82.57	80.21	76.53	78.81	79.18	82.57	79.18	78.81	73.35
Adjusted profit per ECC	2.32	3.54	2.21	2.63	2.42	8.07	6.08	8.71	7.93

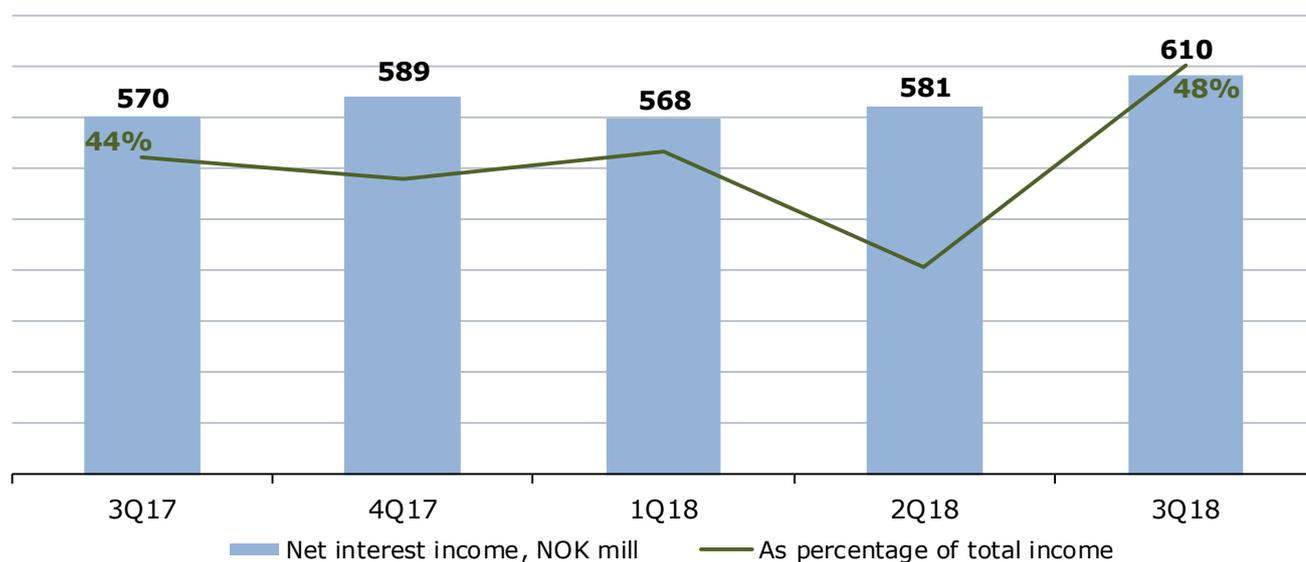
3.2. Net interest income

Net interest income

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept. 2018 2017		2017	2016
Interest income	1,025	989	962	989	959	2,975	2,836	3,825	3,597
Interest expenses	414	408	394	400	389	1,217	1,200	1,600	1,668
Net interest income	610	581	568	589	570	1,759	1,636	2,225	1,929
As percentage of total income	48%	39%	44%	43%	44%	43%	45%	45%	42%

Margins on loans sold to Sparebank 1 Boligkreditt and Sparebank 1 Næringskreditt are recorded as commission income. See part 2.3. Commission Income

Development in net interest income



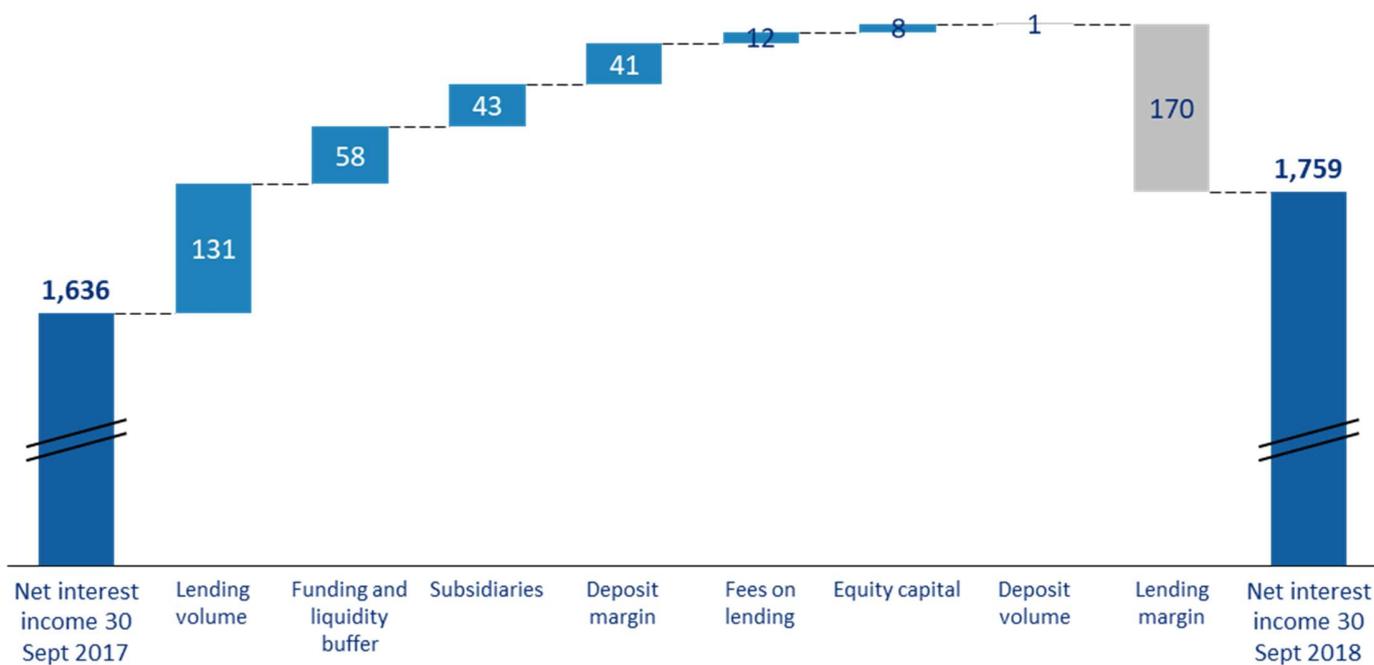
Changes in interest income from lending and deposits, last 12 months

(in NOK million)	Volume	Margin	Total
Lending	131	-170	-39
Deposits	1	41	42
Total	132	-129	3

Changes in net interest income

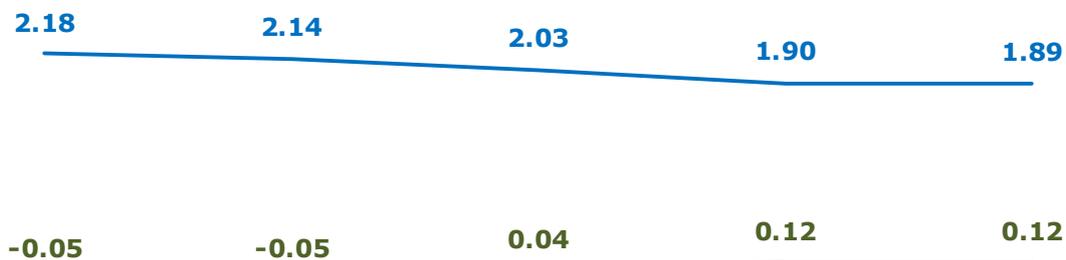
(in NOK million)

	2018	30 Sept. Change	2017
Net interest income	1,759	123	1,636
Equity capital		8	
Lending volume		131	
Fees on lending		12	
Deposit margin		41	
Subsidiaries		43	
Deposit volume		1	
Lending margin		-170	
Funding and liquidity buffer		58	



Margin development

Definition margin: Average customer interest minus 3 months nibor

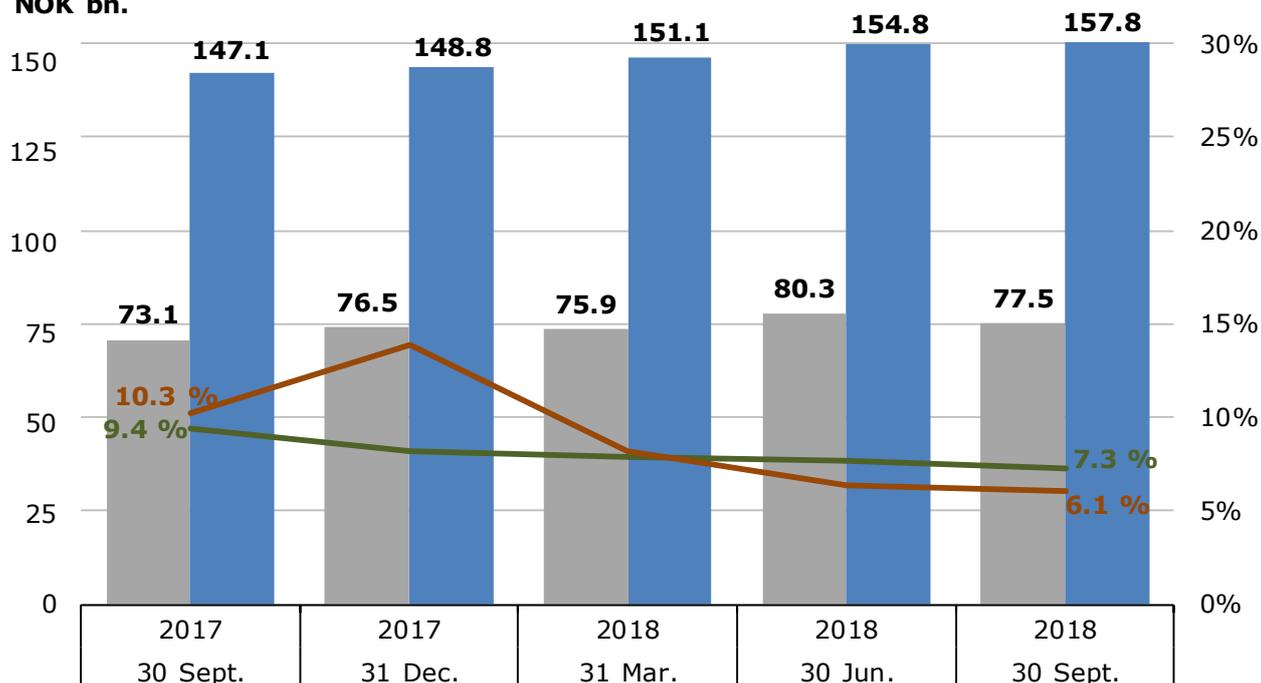


2017 30 Sept.	2017 31 Dec.	2018 31 Mar.	2018 30 Jun.	2018 30 Sept.
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— Lending margin — Deposits margin

Volume development

NOK bn.



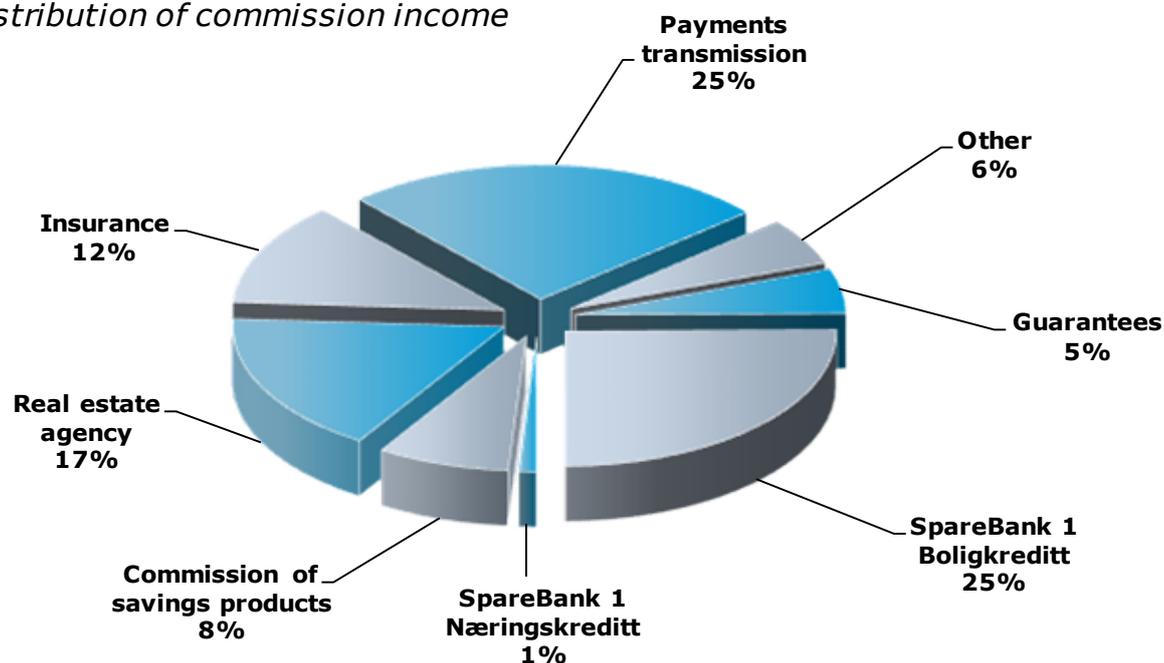
■ Lending volume ■ Deposits volume
— Growth in loans last 12 months — Growth in deposits last 12 months

3.3. Commission income

Total commission and other income

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept.		2017	2016
						2018	2017		
Guarantees	19	17	20	19	25	56	62	80	76
SpareBank 1 Boligkreditt	77	86	99	100	95	263	254	353	271
SpareBank 1 Næringskreditt	4	4	3	4	4	11	12	17	12
Commission of savings products	28	28	27	48	23	82	67	115	74
Real estate agency	58	71	49	46	54	177	177	223	247
Insurance	43	44	43	44	44	130	128	172	159
Payments transmission	94	89	82	95	96	265	267	362	355
Other	21	23	15	16	18	59	52	67	57
Total commissions income	344	361	339	372	360	1,044	1,018	1,390	1,251
Operating- and sales income real estate	31	41	29	23	29	101	94	118	121
Accounting services	78	126	114	83	69	318	259	342	202
Other operating income	77	125	96	99	70	298	224	323	234
Total other operating income	186	291	239	206	168	716	577	783	556
Commission expenses	45	45	36	49	46	126	120	168	133
Total commissions and other income	486	607	542	529	482	1,634	1,475	2,005	1,674
As percentage of total income	38%	41%	42%	39%	38%	40%	41%	40%	37%

Distribution of commission income



Change in commission and other income

(in NOK million)	2018	30 Sept. Change	2017
Total	1,634	159	1,475
Real estate agency		0	
Other operating income		74	
Operating- and sales income real estate		7	
Accounting services		59	
Insurance		2	
Commission of savings products		15	
Commission expenses		-7	
Other		8	
Payments transmission		-2	
Guarantees		-5	
SpareBank 1 Boligkreditt		9	
SpareBank 1 Næringskreditt		-1	

Net return on financial investments

incl investments held for sale

(in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Dividends	0	4	2	0	1	6	5	6	88
SpareBank 1 Gruppen	72	81	36	134	80	189	214	349	317
SpareBank 1 Boligkreditt	7	-8	3	-15	11	2	-26	-41	-17
SpareBank 1 Næringskreditt	2	4	4	1	5	10	18	19	29
BN Bank	20	23	30	28	21	73	70	98	86
SpareBank 1 Kredittkort	5	6	5	5	3	17	11	15	24
SpareBank 1 Mobilbetaling	-3	-3	-3	0	0	-9	-14	-14	-27
Other companies	6	148	7	-9	5	161	19	10	15
Income from investment in associates and joint	111	251	81	143	126	443	292	436	427
Capital gains shares						144	46	62	76
Gain on derivatives						192	32	148	280
Gain on other financial instruments at fair value (FVO)						23	11	7	26
Foreign exchange gain						47	26	45	51
Gain on certificates and bonds						-81	81	58	-2
Gain on shares and derivatives in SB1 Markets						52	33	43	25
Gain on financial instruments related to hedging						-5	-20	-46	-21
Net return on financial investments*	77	195	98	112	108	370	209	317	434
Total net return on financial investments	187	451	181	256	235	819	506	758	949

*New specification of net return on financial investments as of June 2017, historical figures have not been prepared

Change in net return on financial investments

(in NOK million)	2018	30 Sept. Change	2017
Total	819	313	506
Dividends		1	
Income from investment in related companies, incl. inv. held for sale		151	
Capital gains shares		98	
Gain on derivatives		160	
Gain on other financial instruments at fair value (FVO)		12	
Foreign exchange gain		20	
Gain on certificates and bonds		-162	
Gain on shares and derivatives in SB1 Markets		19	
Gain on financial instruments related to hedging		15	

3.4. Operating expenses

Operating expenses

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept.		2017	2016
						2018	2017		
Salary	289	325	303	293	274	918	814	1107	991
Pension costs (defined benefit plan)	24	30	29	6	28	84	79	85	-20
Employer's insurance contributions	4	5	5	4	2	14	8	12	13
Other personnel expenses	58	54	65	60	53	177	163	223	175
Total personnel expenses	376	413	403	362	357	1,193	1,063	1,426	1,159
EDP and telecommunication expenses	69	75	71	61	67	215	205	266	252
Postage and transportation services	4	5	4	5	5	12	17	22	22
Marketing	26	24	26	31	26	76	73	104	98
Operating exp. on properties and premises	23	14	29	28	25	66	74	102	98
Other external services	35	40	37	35	29	112	84	118	109
Other operating expenses	36	38	28	37	32	101	102	139	108
Depr./write-downs of fixed & intangible assets	47	53	47	60	41	147	133	192	156
Other expenses	240	248	241	255	225	729	688	943	844
Total operating expenses	616	661	645	618	582	1,922	1,751	2,369	2,003

Cost/income ratio	48%	44%	50%	45%	45%	47%	48%	47%	44%
Cost/income ratio ex financial inv.	56%	56%	58%	55%	56%	57%	56%	56%	56%
12-month cost growth*	5.9 %	10.7 %	12.9 %	28.1 %	15.4 %	9.8 %	15.0 %	18.3 %	3.7 %

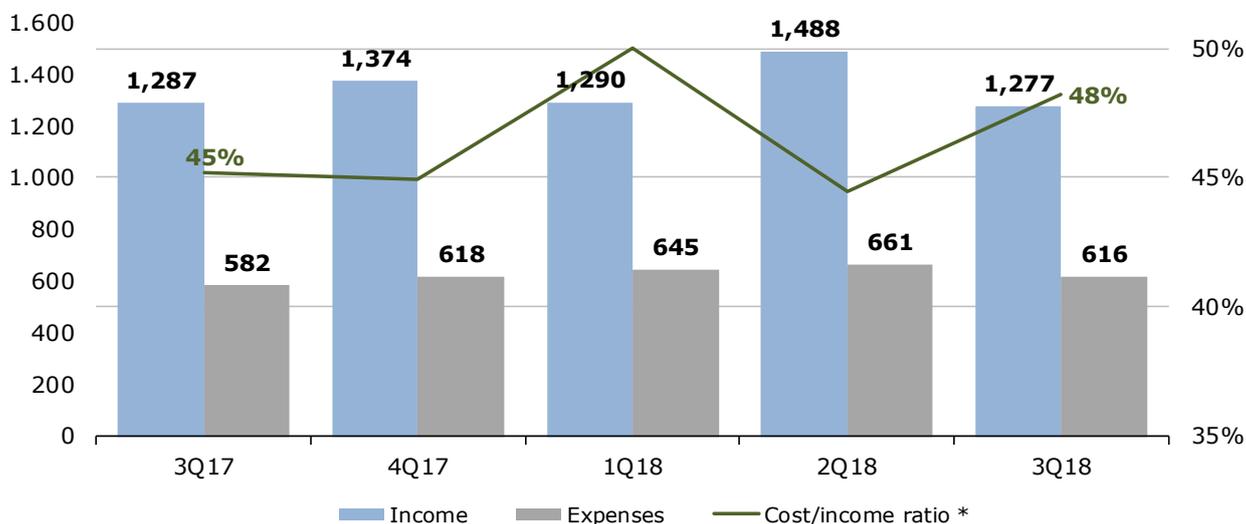
* SpareBank 1 Regnskapshuset SMN's acquisition of a large accounting firm 1 January 2017 affects the 12 month cost growth in 2017. The 12 month cost growth in 2016 is affected by the consolidation of SpareBank 1 Markets as a subsidiary

Change in operating expenses

(in NOK million)	2018	30 Sept. Change	2017
Total	1,922	171	1,751
Total personnel expenses		130	
Depr./write-downs of fixed & intangible assets		15	
EDP and telecommunication expenses		10	
Other operating expenses		-1	
Operating exp. on properties and premises		-8	
Other external services		28	
Marketing		2	

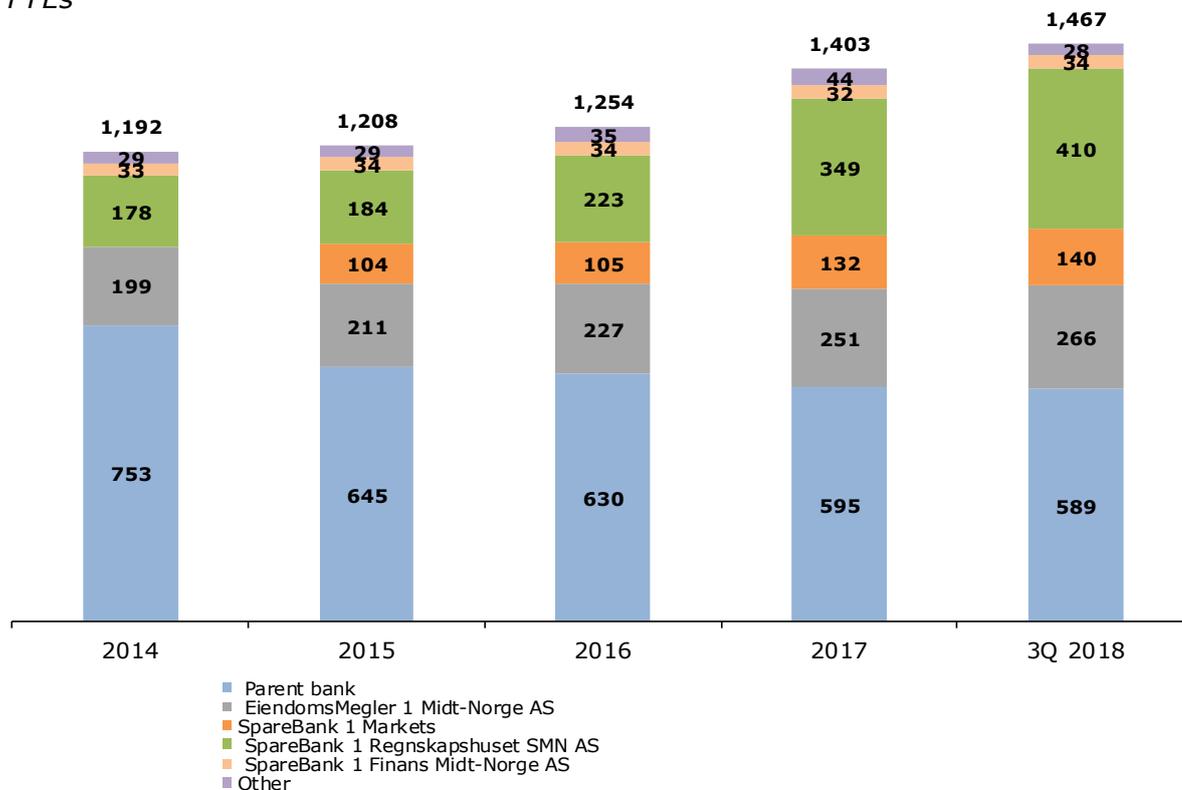
Cost/income ratio

NOK mill.



* Total operating expenses as a percentage of total operating income

FTEs



SpareBank 1 Markets has been a subsidiary of SpareBank 1 SMN since 1 April 2015. SpareBank 1 SMN's capital market activities, including 32 FTEs, were transferred to SpareBank 1 Markets as part of the transaction.

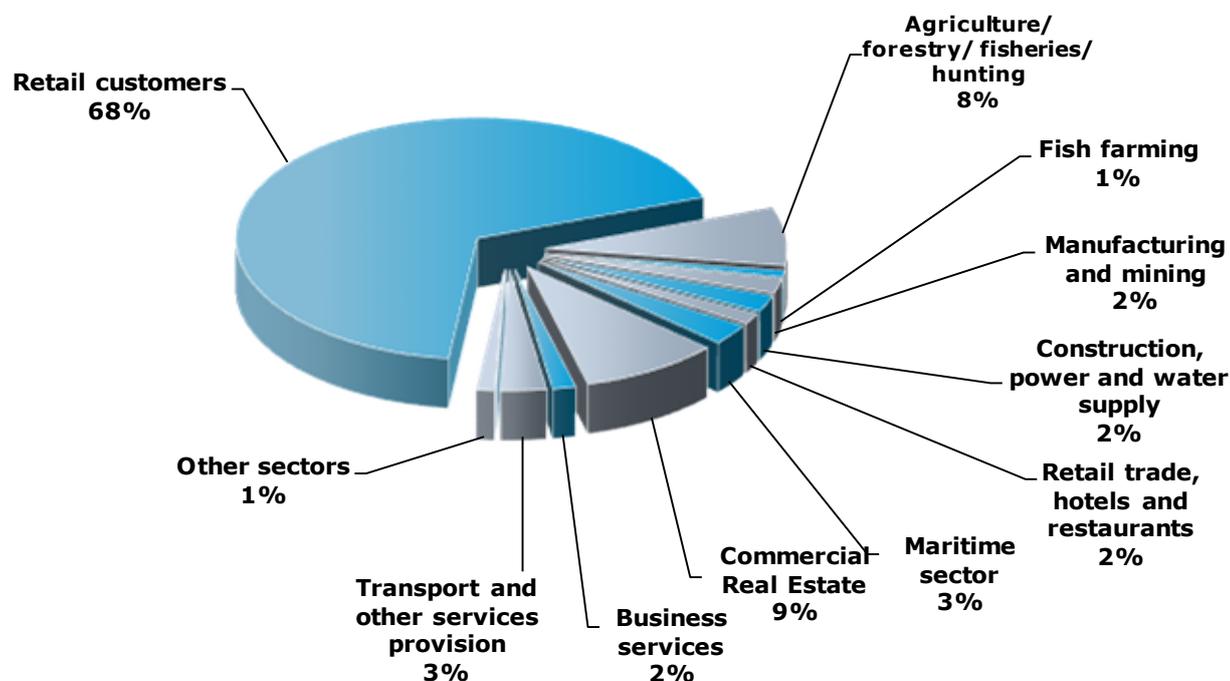
4. Loans to customers

4.1. Distribution of loans by industry

Distribution of loans by industry

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
Agriculture/ forestry/ fisheries/ hunting	12,346	12,137	11,816	11,606	11,486	10,499
Fish farming	1,317	1,556	1,697	1,697	1,745	1,985
Manufacturing and mining	3,158	2,794	3,129	3,157	3,560	2,985
Construction, power and water supply	3,536	3,349	3,622	3,419	3,341	3,532
Retail trade, hotels and restaurants	2,410	2,902	2,825	2,700	2,546	2,510
Maritime sector	4,372	4,706	4,533	4,639	4,678	4,983
Commercial Real Estate	14,737	14,623	14,366	14,348	14,867	13,744
Business services	2,463	2,195	2,203	2,260	2,216	2,072
Transport and other services provision	4,876	4,545	4,370	4,322	4,332	3,836
Public administration	23	19	243	240	226	288
Other sectors	1,955	1,852	1,823	1,699	1,796	1,700
Gross loans in corporate market	51,195	50,676	50,629	50,087	50,794	48,133
Retail customers	106,631	104,114	100,436	98,697	96,352	89,402
Gross loans incl. Boligkr. and Næringskr.	157,825	154,790	151,065	148,784	147,146	137,535
- Adv. of this Boligkreditt	37,669	37,172	36,374	34,885	34,196	33,142
- Adv. of this Næringskreditt	2,112	1,831	1,518	1,828	2,255	2,069
Gross loans in balance sheet	118,044	115,787	113,174	112,071	110,695	102,325
Share of loans, corporate market	32%	33%	34%	34%	35%	35%
Share of loans, retail market	68%	67%	66%	66%	65%	65%

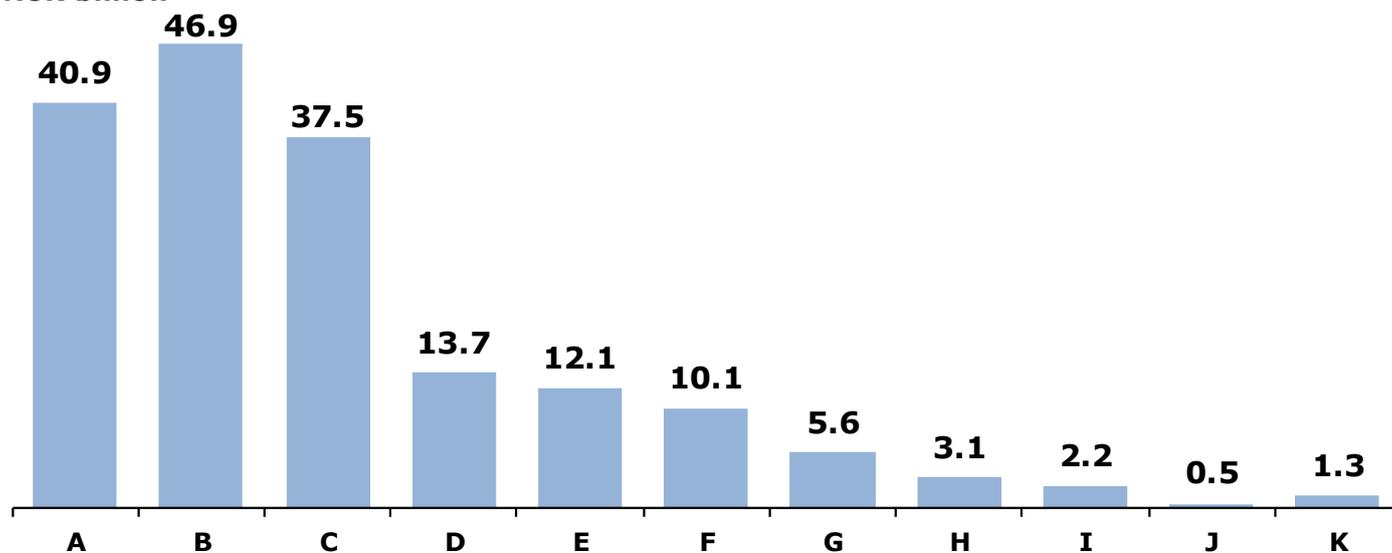
Distribution of loans by industry



4.2. Risk profile and write-downs

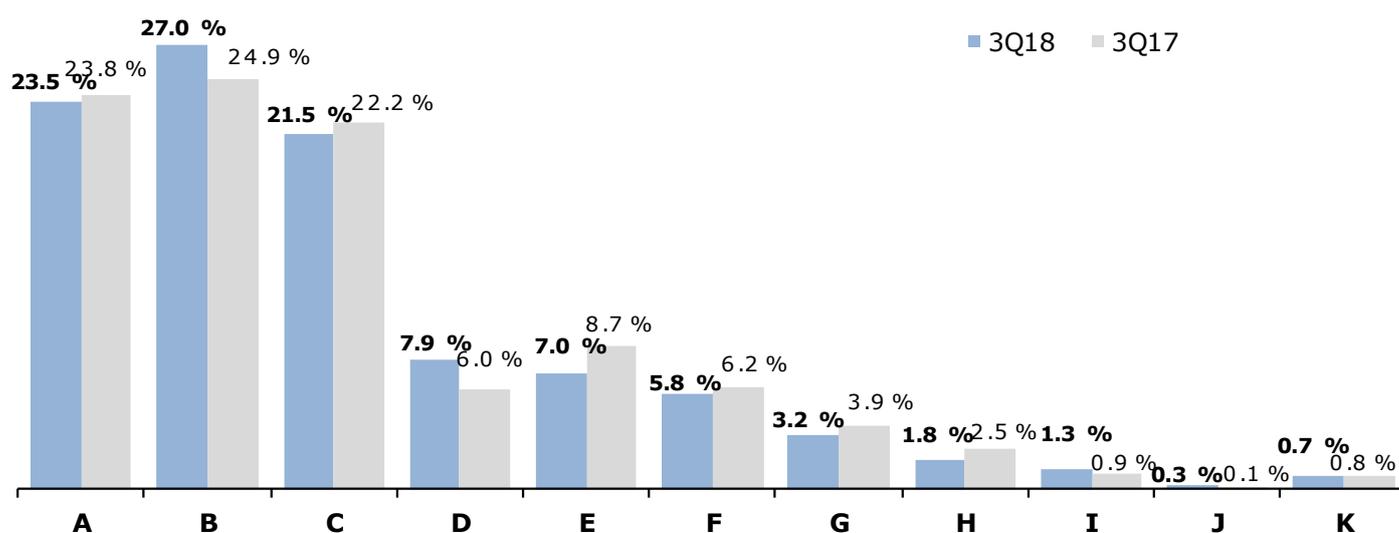
Actual risk profile, Exposure At Default

NOK billion



Actual risk profile, Exposure At Default

Per cent



Risk classification in SpareBank 1 SMN

Risk class	PD* in percent		Corresponding ratingclass at Moody's
	Low	High	
A	0.01	0.10	AAA - A3
B	0.10	0.25	Baa1 - Baa2
C	0.25	0.50	Baa3
D	0.50	0.75	Ba1
E	0.75	1.25	Ba2
F	1.25	2.50	
G	2.50	5.00	Ba2 - B1
H	5.00	10.00	B1 - B2
I	10.00	99.99	B3 - caa3
J	Default		
K	Written down		

Risk class A represents the lowest risk and class K the highest risk.

* Probability of default

Write-downs on loans and guarantees

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	30 Sept. 2018
Change in provision for expected credit losses for the period	58	61	9	128
Actual loan losses on commitments exceeding provisions made	15	24	42	81
Recoveries on commitments previously written-off	-4	-7	-2	-13
Write-downs on loans and guarantees	69	78	48	196
As % of gross loans incl. Boligkreditt	0.18%	0.20%	0.13%	0.17%

Write-downs on loans and guarantees to the end of 2017

(in NOK million)	4Q 2017	3Q 2017	2Q 2017	2017	2016
Increase in and new individual write-downs	63	82	55	127	454
Reassessments and recoveries	14	11	29	206	99
Total individual write-downs	77	92	84	332	554
Change in group write-downs on loans	1	-5	2	9	-38
Write-downs on loans and guarantees	78	88	86	341	516
As % of gross loans incl. Boligkreditt	0.22%	0.24%	0.24%	0.23%	0.39%

Provision for expected credit losses on loans and guarantees are presented after implementation of IFRS 9 from January 1, 2018. See note 2 and 45 in the annual report for 2017 for detailed information about the implementation effect and transition. Comparative figures have not been restated, and the information regarding periods before Q1 2018 has been presented above in accordance with previous rules in IAS 32.

Loss on loans by segment

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept. 2018	30 Sept. 2017	2017	2016
Retail	9	13	-3	2	2	18	3	5	13
Corporate *	51	54	48	70	83	153	249	318	490
SMN Finans and other	10	11	4	6	4	24	12	18	14
Total loss on loans	69	78	48	78	88	196	263	341	516

Loans and guarantees by industry

	Total	Very low risk	Low risk	Medium risk	High risk	Very high risk	Default and written down
Wage earners	106,774	91,346	10,149	3,272	834	927	246
Public administration	655	655	-	-	-	-	-
Agriculture and forestry	13,244	8,426	3,312	1,178	124	188	16
Sea farming industries	1,714	1,275	290	141	9	-	-
Manufacturing	3,727	347	1,155	1,163	498	563	1
Construction, power and water supply	4,898	1,098	1,214	2,141	261	126	58
Retail trade, hotels and restaurants	3,226	589	1,069	1,234	259	52	23
Maritime sector	438	248	191	-	-	-	-
Property management	15,466	8,971	2,967	2,783	415	257	73
Business services	4,582	895	1,006	2,007	538	68	68
Transport and other services provision	10,202	3,486	3,551	1,774	80	31	1,280
Other sectors	9,092	7,992	928	82	89	-	-
3Q18	174,015	125,327	25,829	15,775	3,107	2,211	1,766
2017	164,510	116,961	23,842	16,258	3,394	2,480	1,575
2016	155,065	108,123	21,643	18,875	2,766	1,702	1,956

Write-down ratio

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
Non-performing commitments (gross)	284	275	289	284	263	214
Impaired commitments (gross)	1,365	1,477	1,358	1,184	1,215	1,474
Gross non-performing and impaired commitments	1,649	1,752	1,647	1,468	1,478	1,688
Individual write-downs				769	707	638
Collective write-downs				347	346	339
Write-down ratio (%)				76.1 %	71.2 %	57.9 %

3.3 Capital adequacy

SpareBank 1 SMN utilises the Internal Rating Based Approach (IRB) for credit risk. Use of IRB imposes wide-ranging requirements on the bank's organisational set-up, competence, risk models and risk management systems. As from 31 March 2015 the bank has received permission to apply the Advanced IRB Approach to those corporate portfolios that were previously reported under the Basic Indicator Approach.

As of 30 September 2018 the capital conservation buffer requirement is 2.5 per cent, the systemic risk requirement is 3.0 per cent and the Norwegian countercyclical buffer is 2.0 per cent. These requirements are additional to the requirement of 4.5 per cent CET1 capital, so that the overall minimum requirement on CET1 capital is 12.0 per cent. In addition the financial supervisory authority has set a Pillar 2 requirement of 2.1 per cent for SpareBank 1 SMN. The total minimum requirement on CET1 capital is accordingly 14.1 per cent.

The countercyclical buffer increased from 1.5 per cent to 2.0 per cent with effect from 31 December 2017.

Countercyclical buffer is calculated using differentiated rates. For exposures in other countries the countercyclical buffer rate set by the authorities in the country concerned is applied. If that country has not set a rate, the same rate as for exposures in Norway is applied unless the Ministry of Finance sets another rate. For the third quarter of 2018 the parent bank is below the capital deduction threshold such that the Norwegian rate is applied to all relevant exposures. For groups, the risk-weighted countercyclical capital buffer is 2.0 per cent.

Parts of the group's hybrid capital and subordinated debt were issued under earlier rules. This will be subject to a write-down of 50 per cent in 2017 and 60 per cent in 2018. As at 30 September 2018 the bank held hybrid capital worth NOK 450 million subject to write-down. For subordinated debt the figure was NOK 652 million.

SpareBank 1 SMN's methods for calculating the minimum regulatory capital requirements are summarized below.

Methods for calculating minimum requirements

Type of risk	Portfolio	Regulatory method
Credit risk	States - parent bank	Standardized approach
	Institutions - parent bank	Standardized approach
	Housing cooperatives, clubs and associations - parent bank	Standardized approach
	Enterprises - parent bank	Advanced IRB approach
	Mass market - parent bank	IRB - mass market (advanced)
	SpareBank 1 Finans Midt-Norge AS	Standardized approach
	SpareBank 1 SMN Invest	Standardized approach
	SpareBank 1 Allegro Kapitalforvaltning AS	Standardized approach
	Mass market - SpareBank 1 Boligkreditt AS	IRB- mass market (advanced)
	Enterprises - SpareBank 1 Næringskreditt AS	Standardized approach
	Enterprises - BN Bank AS	Advanced IRB approach
Market risk	Mass market - BN Bank AS	IRB - mass market (advanced)
	Equity risk - parent bank	Standardized approach
	Debt risk - parent bank	Standardized approach
	Currency risk - parent bank	Standardized approach
Operational risk	Subsidiaries and part-owned companies	Standardized approach
	SpareBank 1 SMN (parent bank)	Standardized approach
	Subsidiaries and part-owned companies	Basic Indicator Approach

Capital Adequacy

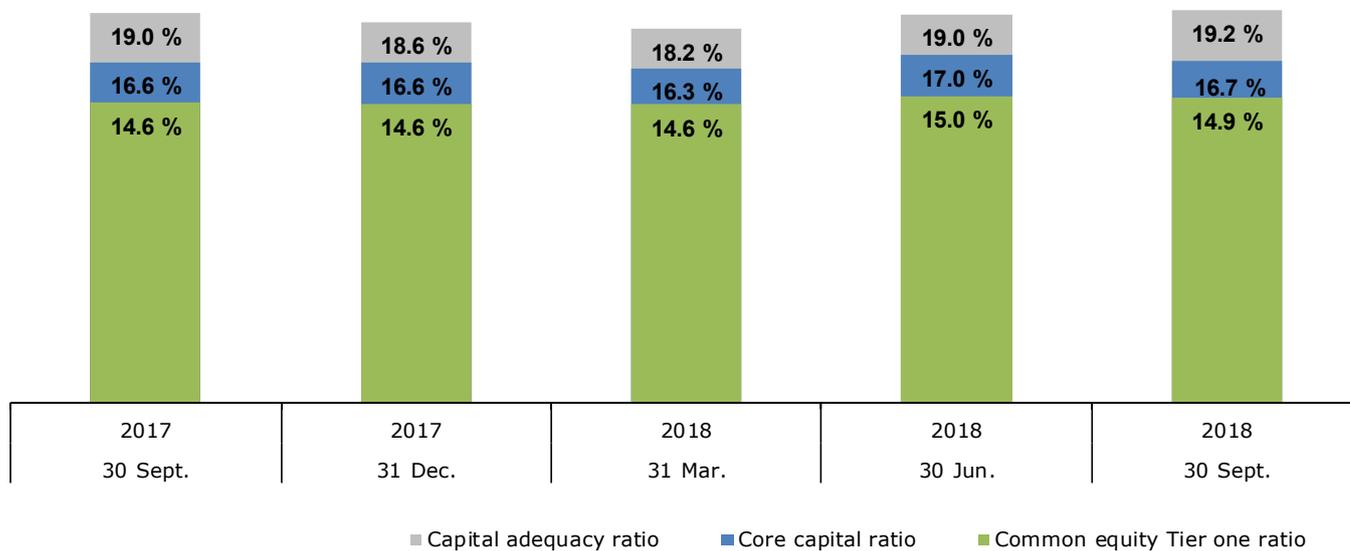
(in NOK million)

	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
Total book equity	18,650	17,984	17,365	17,510	17,208	16,253
Hybrid capital included in total equity	-1,310	-1,136	-1,306	-993	-1,187	-950
Deferred taxes, goodwill and other intangible assets	-1,059	-1,044	-1,040	-984	-888	-741
Deduction for allocated dividends and gifts	0	0	0	-893	0	-609
Non-controlling interests recognised in other equity capital	-623	-621	-572	-565	-516	-425
Non-controlling interests eligible for inclusion in CET1 capital	371	357	341	324	303	220
Net profit	-1,689	-1,209	-466	0	-1,250	0
Year-to-date profit included in core capital (50 per cent pre tax of group profit in 2017)	864	614	233	0	625	0
Value adjustments due to requirements for prudent valuation	-47	-46	-45	-41	-46	-48
Positive value of adjusted expected loss under IRB Approach	-316	-299	-313	-333	-264	-248
Adjustments for unrealised losses (gains) arising from the institution's own credit risk related to derivative liabilities (DVA)	2	4	3	7	8	0
Direct, indirect and synthetic investments in financial sector companies	-147	-74	-222	-212	-92	-337
Total common equity Tier one	14,697	14,528	13,976	13,820	13,901	13,115
Hybrid capital, core capital	1,478	1,592	1,353	1,427	1,358	1,358
Hybrid capital covered by transitional provisions	367	367	367	459	459	483
Total core capital	16,542	16,488	15,697	15,707	15,718	14,956
Supplementary capital in excess of core capital						
Subordinated capital	2,118	1,621	1,621	1,615	1,979	1,698
Subordinated capital covered by transitional provisions	449	449	449	561	561	673
Deduction for significant investments in financial institutions	-140	-141	-248	-254	-254	-256
Total supplementary capital	2,427	1,930	1,822	1,922	2,286	2,116
Net subordinated capital	18,969	18,418	17,518	17,629	18,004	17,072

Minimum requirements subordinated capital

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
Specialised enterprises	1,107	1,072	1,200	1,107	1,177	1,206
Corporate	1,181	1,128	1,070	1,113	1,054	1,102
Mass market exposure, property	2,070	2,010	1,930	1,892	1,763	1,753
Other mass market	94	96	92	91	89	88
Equity investments, IRB	1	1	1	1	1	3
Total credit risk IRB	4,453	4,307	4,292	4,205	4,084	4,153
Central government	3	2	3	3	4	5
Covered bonds	145	146	142	146	136	130
Institutions	217	262	285	333	380	340
Local and regional authorities, state-owned enterprises	10	9	7	4	11	7
Corporate	241	255	236	226	234	253
Mass market	510	438	419	405	394	179
Exposures secured on real property	181	195	199	193	198	342
Equity positions	358	359	349	344	342	338
Other assets	109	128	150	166	172	178
Total credit risk standardised approach	1,774	1,796	1,791	1,820	1,870	1,772
Debt risk	33	23	25	18	24	36
Equity risk	24	11	14	22	18	5
Currency risk	3	4	4	1	0	1
Operational risk	575	575	575	510	510	479
Credit value adjustment risk (CVA)	80	110	119	117	134	84
Transitional arrangements	971	946	863	891	956	574
Minimum requirements subordinated capital	7,913	7,771	7,684	7,585	7,595	7,103
Risk Weighted Assets (RWA)	98,915	97,137	96,044	94,807	94,938	88,786
Minimum requirement on CET1 capital, 4.5 per cent	4,451	4,371	4,322	4,266	4,272	3,995
Capital conservation buffer, 2,5 per cent	2,473	2,428	2,401	2,370	2,373	2,220
Systemic risk buffer, 3.0 per cent	2,967	2,914	2,881	2,844	2,848	2,664
Countercyclical buffer, 2.0 per cent (1.5 per cent)	1,978	1,943	1,921	1,896	1,424	1,332
Available CET1 capital after buffer requirements	2,827	2,872	2,451	2,444	2,983	2,905
Common equity Tier one ratio	14.9 %	15.0 %	14.6 %	14.6 %	14.6 %	14.8 %
Core capital ratio	16.7 %	17.0 %	16.3 %	16.6 %	16.6 %	16.8 %
Capital adequacy ratio	19.2 %	19.0 %	18.2 %	18.6 %	19.0 %	19.2 %
Leverage ratio						
Balance sheet items	213,761	216,406	207,831	210,764	203,155	194,324
Off-balance sheet items	9,595	9,345	9,530	9,295	9,506	10,068
Regulatory adjustments	-1,729	-1,480	-2,113	-1,580	-1,301	-1,388
Calculation basis for leverage ratio	221,628	224,271	215,248	218,479	211,361	203,005
Core capital	16,542	16,488	15,697	15,707	15,718	14,956
Leverage Ratio	7.5 %	7.4 %	7.3 %	7.2 %	7.4 %	7.4 %

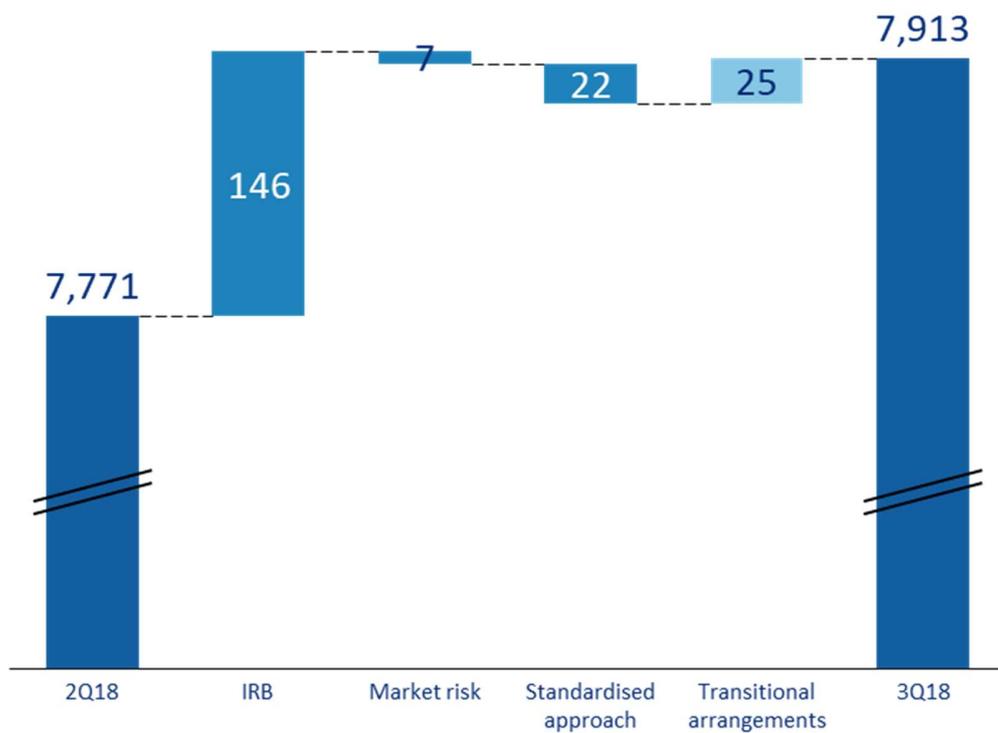
Capital Adequacy



Quarterly change in Common equity Tier 1 ratio



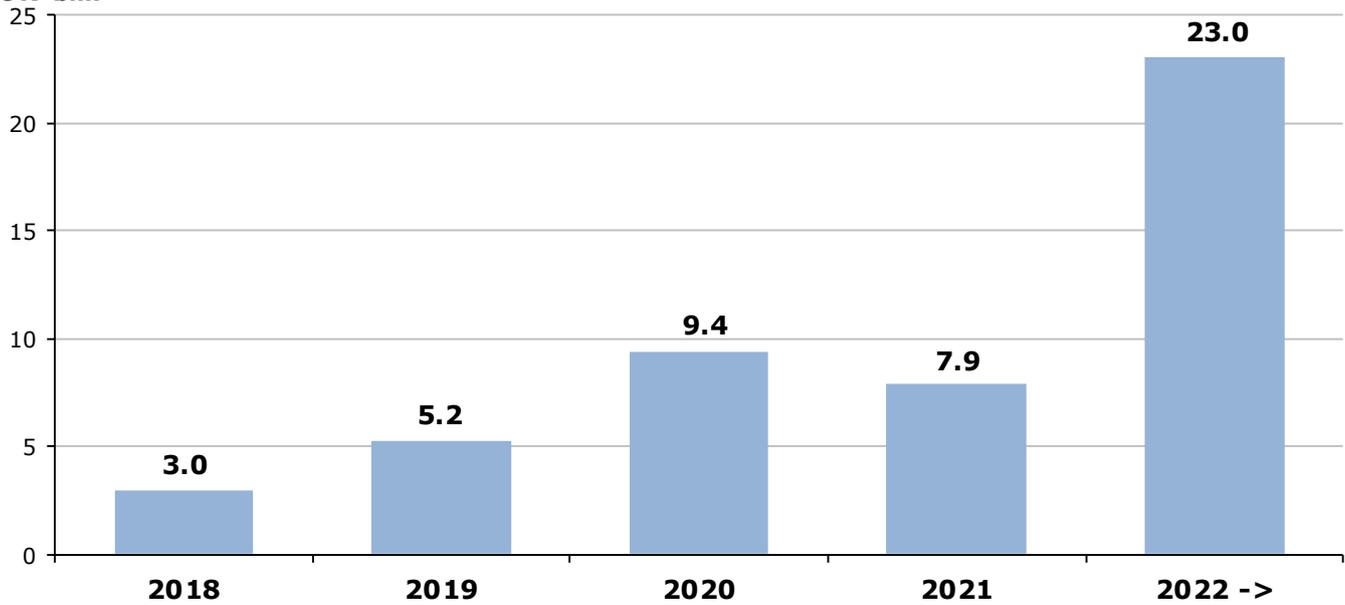
Quarterly change in Minimum requirements subordinated capital



5. Funding

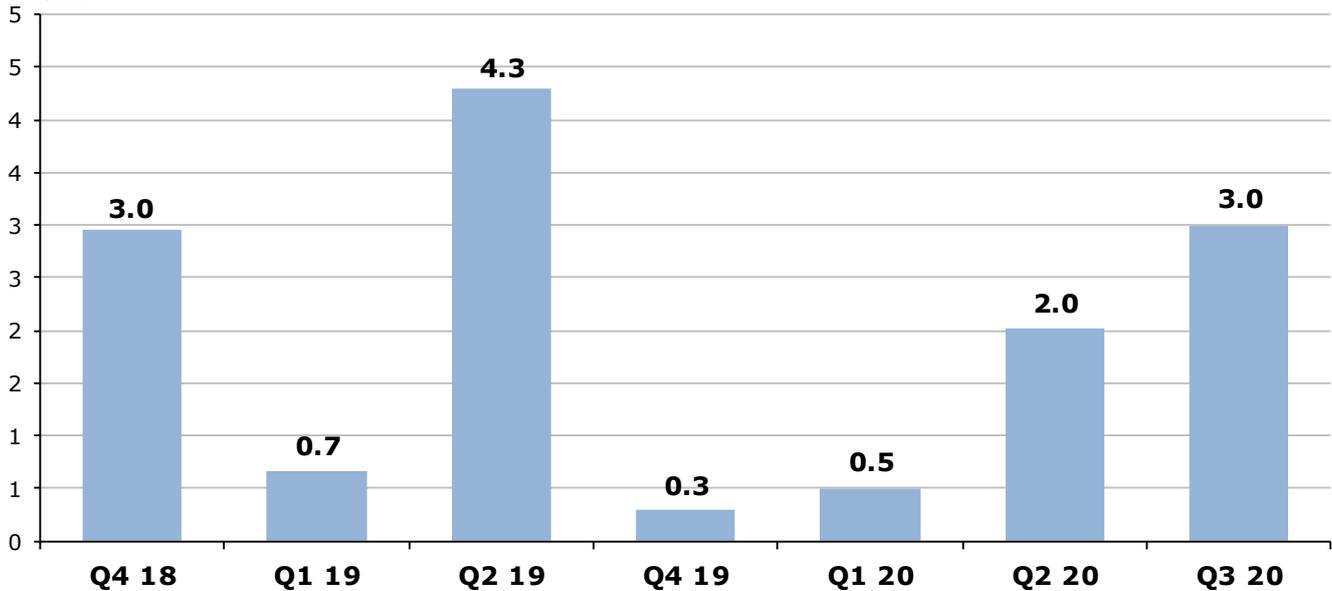
Funding maturity dates

NOK bill.



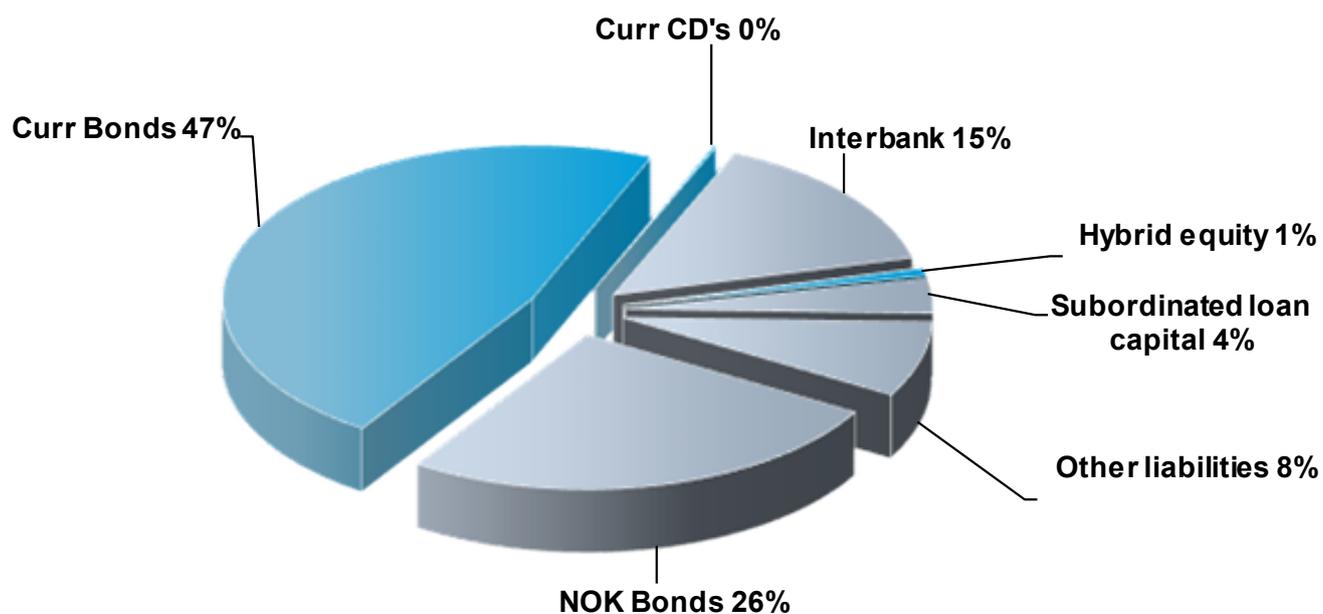
Funding maturity dates over the next eight quarters

NOK bill.



Capital markets funding

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
NOK Bonds	15,627	14,443	16,581	13,683	13,178	14,237
Curr Bonds	28,401	28,755	24,717	28,334	24,793	21,908
Curr CD's	85	36	112	177	120	172
Interbank	8,842	8,696	7,466	9,046	8,663	10,299
Hybrid equity	465	468	470	475	1,428	1,433
Subordinated loan capital	2,159	1,679	1,683	1,684	2,033	1,707
Other liabilities	4,754	4,603	4,833	3,997	5,478	4,487
Total	60,334	58,680	55,862	57,396	55,692	54,242



6. Financial results

Financial results

(in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Interest income	1,025	989	962	989	959	2,975	2,836	3,825	3,597
Interest expenses	414	408	394	400	389	1,217	1,200	1,600	1,668
Net interest	610	581	568	589	570	1,759	1,636	2,225	1,929
Commission income	344	361	339	372	360	1,044	1,018	1,390	1,251
Commission expenses	45	45	36	49	46	126	120	168	133
Other operating income	186	291	239	206	168	716	577	783	556
Commission income and other income	486	607	542	529	482	1,634	1,475	2,005	1,674
Dividends	0	4	2	0	1	6	5	6	88
Income from investment in related companies	105	102	79	147	126	286	290	437	423
Net return on financial investments	77	195	99	108	108	370	209	317	434
Net return on financial investments	182	300	180	256	235	662	504	760	944
Total income	1,277	1,488	1,290	1,374	1,287	4,055	3,615	4,989	4,547
Staff costs	376	413	403	362	357	1,193	1,063	1,426	1,159
Other operating expenses	240	248	241	255	225	729	688	943	844
Total operating expenses	616	661	645	618	582	1,922	1,751	2,369	2,003
Result before losses	661	827	645	756	705	2,133	1,864	2,621	2,544
Loss on loans, guarantees etc.	69	78	48	78	88	196	263	341	516
Result before tax	592	748	596	678	617	1,937	1,601	2,279	2,029
Tax charge	119	156	131	122	118	405	328	450	352
Results investments held for sale, after tax	6	150	1	-4	0	157	2	-1	4
Net profit	480	743	466	553	500	1,689	1,275	1,828	1,681
Majority share	470	716	447	533	490	1,632	1,231	1,764	1,606
Minority interest	2	19	8	12	2	29	19	32	41

Balance sheet

(in NOK million)	30 Sept. 2018	30 Jun. 2018	31 Mar. 2018	31 Dec. 2017	30 Sept. 2017	31 Dec. 2016
Cash and receivables from central banks	1,129	1,403	635	3,313	1,351	315
Deposits with and loans to credit institutions	6,828	5,078	6,113	4,214	2,310	3,892
Net loans to and receivables from customers	117,153	114,683	112,119	110,959	109,649	101,354
Fixed-income CDs and bonds at fair value	19,721	18,640	18,797	19,736	17,922	17,557
Derivatives	2,686	2,910	3,278	4,351	4,219	4,752
Shares, units and other equity interests	2,662	2,540	2,164	1,825	1,607	1,542
Investment in related companies	5,865	5,748	5,879	5,760	5,820	5,638
Investments held for sale	44	48	639	649	30	15
Intangible assets	849	842	819	793	720	639
Other assets	2,401	7,692	1,641	1,654	3,284	2,376
Assets	159,337	159,584	152,083	153,254	146,913	138,080
Deposits from credit institutions	10,106	9,889	8,374	9,607	9,482	10,509
Deposits from and debt to customers	77,529	80,343	75,937	76,476	73,086	67,168
Debt created by issue of securities	44,113	43,234	41,410	42,194	38,091	36,317
Derivatives	3,005	2,974	2,970	3,343	3,645	4,074
Other liabilities	3,264	2,962	3,832	1,923	2,852	1,531
Investments held for sale	0	8	0	1	0	0
Subordinated loan capital	2,668	2,189	2,195	2,201	2,549	2,228
Total liabilities	140,687	141,600	134,718	135,744	129,705	121,827
Equity capital certificate	2,597	2,597	2,597	2,597	2,597	2,597
Own holding of ECCs	-5	-11	-10	-8	-8	-4
Premium fund	895	895	895	895	895	895
Dividend equalisation fund	5,075	5,075	5,066	5,072	4,477	4,487
Recommended dividends	0	0	0	571	0	389
Provision for gifts	0	0	0	322	0	220
Ownerless capital	4,831	4,831	4,831	4,831	4,498	4,499
Unrealised gains reserve	126	126	126	126	139	139
Other equity capital	1,509	1,503	1,515	1,547	1,895	1,656
Hybrid capital	1,310	1,136	1,306	993	925	950
Result of the period	1,689	1,209	466	0	1,275	0
Minority interests	623	621	572	565	516	425
Total equity capital	18,650	17,984	17,365	17,510	17,208	16,253
Total liabilities and equity	159,337	159,584	152,083	153,254	146,913	138,080

Key figures	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Return on equity	11.1 %	17.9 %	11.2 %	13.4 %	12.5 %	13.3 %	10.8 %	11.5 %	11.3 %
Cost/income ratio group	48%	44%	50%	45%	45%	47%	48%	47%	44%
Cost/income ratio group, ex. financial inv.	56%	56%	58%	55%	56%	57%	56%	56%	56%
12-month cost growth	5.9 %	10.7 %	12.9 %	28.1 %	15.4 %	9.8 %	15.0 %	18.3 %	3.7 %
Gross loans to customers*	157,825	154,790	151,065	148,784	147,146	157,825	147,146	148,784	137,535
Growth in loans last 12 months*	7.3 %	7.6 %	7.9 %	8.2 %	9.4 %	7.3 %	9.4 %	8.2 %	8.0 %
Growth in loans this period*	2.0 %	2.5 %	1.5 %	1.1 %	2.3 %	6.1 %	7.0 %	8.2 %	8.0 %
Deposits from customers	77,529	80,343	75,937	76,476	73,086	77,529	73,086	76,476	67,168
Growth in deposits last 12 months	6.1 %	6.3 %	8.2 %	13.9 %	10.3 %	6.1 %	10.3 %	13.9 %	4.8 %
Growth in deposits this period	-3.5 %	5.8 %	-0.7 %	4.6 %	-3.3 %	1.4 %	8.8 %	13.9 %	4.8 %
Deposit-to-loan ratio*	49%	52%	50%	51%	50%	49%	50%	51%	49%
Total assets	159,337	159,584	152,083	153,254	146,913	159,337	146,913	153,254	138,080
Average total assets (quarterly)	159,460	155,833	152,668	150,083	148,181	156,064	144,121	145,948	137,060
Employees in employment group	1,467	1,439	1,393	1,403	1,415	1,467	1,415	1,403	1,254
Employees in employment parent bank	589	588	581	595	617	589	617	595	630
Employees in employment subsidiaries	878	851	812	808	798	878	798	808	624
Number of branches	48	48	48	48	48	48	48	48	49
Lending margin	1.89	1.90	2.03	2.14	2.18	1.94	2.12	2.13	1.97
Deposit margin	0.12	0.12	0.04	-0.05	-0.05	0.09	0.02	0.00	0.09
Net other operating income of total income	38%	41%	42%	39%	38%	40%	41%	40%	37%
Common Equity Tier 1 ratio	14.9 %	15.0 %	14.6 %	14.6 %	14.6 %	14.9 %	14.6 %	14.6 %	14.8 %
Core capital ratio	16.7 %	17.0 %	16.3 %	16.6 %	16.6 %	16.7 %	16.6 %	16.6 %	16.8 %
Capital adequacy ratio	19.2 %	19.0 %	18.2 %	18.6 %	19.0 %	19.2 %	19.0 %	18.6 %	19.2 %
Total core capital	16,542	16,488	15,697	15,707	15,718	16,542	15,718	15,707	14,956
Net subordinated capital	18,969	18,418	17,518	17,629	18,004	18,969	18,004	17,629	17,072
Liquidity Coverage Ratio (LCR) (%)	150%	150%	162%	164%	124%	150%	124%	164%	129%
Leverage ratio	7.5 %	7.4 %	7.3 %	7.2 %	7.4 %	7.5 %	7.4 %	7.2 %	7.4 %
Impairment losses ratio	0.18%	0.20%	0.13%	0.22%	0.24%	0.17%	0.25%	0.23%	0.39%
Non-performing commitm. as % of gross loans	0.18%	0.18%	0.19%	0.19%	0.18%	0.18%	0.18%	0.19%	0.16%
Other doubtful commitm. as % of gross loans	0.86%	1.05%	0.90%	0.80%	0.83%	0.86%	0.83%	0.80%	1.07%
ECC price	90.90	84.50	80.90	82.25	81.25	90.90	81.25	82.25	64.75
Number of certificates issued, millions	129.44	129.31	129.38	129.38	129.40	129.44	129.40	129.38	129.64
Booked equity capital per ECC (incl. dividend)	82.57	80.21	76.53	78.81	79.18	82.57	79.18	78.81	73.35
Adjusted profit per ECC	2.32	3.54	2.21	2.63	2.42	8.07	6.08	8.71	7.93
P/E per ECC	9.77	5.97	9.16	7.81	8.40	8.45	10.02	9.44	8.17
P/B equity capital	1.10	1.05	1.06	1.04	1.03	1.10	1.03	1.04	0.88

7. Segment Information

For the subsidiaries the figures refer to the respective company accounts, while for joint ventures incorporated by the equity method the Group's profit share is stated, after tax, as well as book value of the investment at group level.

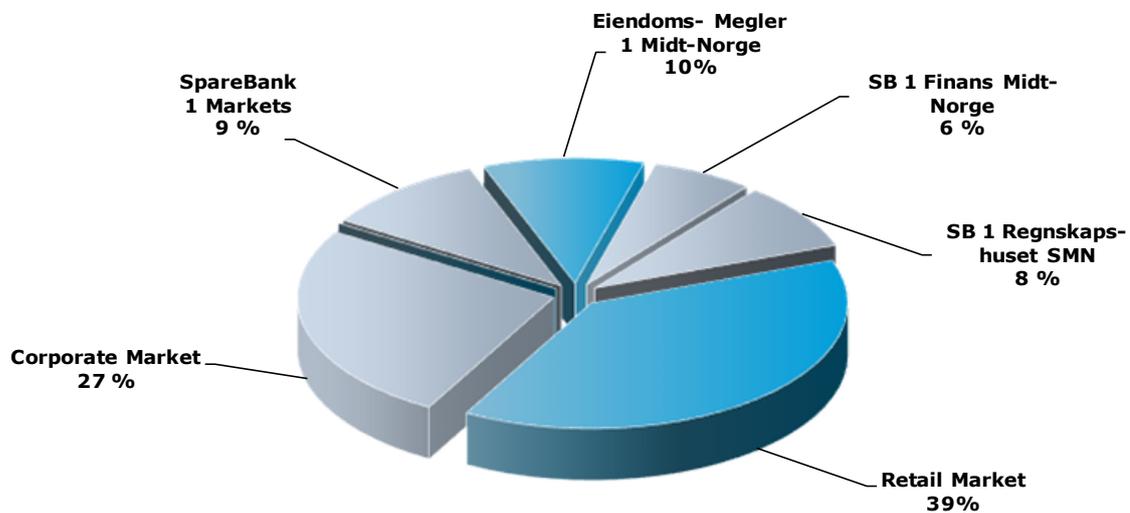
7.1. Extract from income statement

Group (in NOK million) 30 Sept.2018	Retail Market	Corporate Market	SB 1 Markets	Eiendoms-Megler 1 Midt-Norge	SB 1 Finans Midt-Norge	SB 1 Regnskaps-huset SMN	SB 1 Gruppen	BN Bank	Un-collated *	Total
Net interest	768	730	-11	2	200	0	0	0	70	1,759
Allocated	132	98	0	0	0	0	0	0	-229	0
Total interest income	900	827	-11	2	200	0	0	0	-160	1,759
Commission income and other income	590	150	337	389	46	337	0	0	-215	1,634
Net profit on financial investments	0	15	75	0	0	0	189	70	470	820
Total income	1,490	993	401	391	247	336	189	70	96	4,212
Total operating expenses	597	278	380	385	115	280	189	70	-113	1,922
Ordinary operating profit	893	714	21	6	131	57	189	70	209	2,290
Loss on loans, guarantees etc.	18	153	0	0	24	0	0	0	0	196
Result before tax incl investments held for sale	874	561	21	6	107	57	189	70	209	2,094
Post-tax return on equity**	13.1 %	10.8 %								13.3 %
Balance sheet										
Loans and advances to customers adv. of this to Boligkreditt and Næringskreditt	111,207	39,716	-	-	7,546	-	-	-	-644	157,825
Loss on loans	-96	-749	-	-	-44	-	-	-	0	-39,782
Other assets	123	2,434	3,212	1,534	16	384	1,469	1,216	32,043	-889
Total assets	73,438	39,167	3,212	1,534	7,519	384	1,469	1,216	31,398	159,337
Deposits to customers	39,879	37,201	-	-	-	-	-	-	450	77,529
Other liabilities and equity	33,559	1,967	3,212	1,534	7,519	384	1,469	1,216	30,948	81,808
Total liabilities	73,438	39,167	3,212	1,534	7,519	384	1,469	1,216	31,398	159,337

* Uncollated consist of among other things return on financial investments in parent bank, net profit on the bank's funding activities and gain on sale of the head office building

** Calculation of capital employed in Retail Banking and Corporate Banking is based on regulatory capital. This capital is grossed up to 15.0 (14.5) percent to be in line with the capital plan.

Income specified by segment, excluding financial investments



Interest income, Retail Market and Corporate Market

(in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	270	244	254	266	258	768	728	993	906
Corporate	253	245	232	247	242	730	730	977	960
Net interest income	523	489	486	512	501	1,498	1,458	1,971	1,866

Development in margin, Retail Market and Corporate Market

Lending (in percentage)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	1.64	1.65	1.79	1.96	1.99	1.68	1.90	1.93	1.75
Corporate	2.75	2.73	2.71	2.75	2.80	2.69	2.81	2.77	2.62
Total	1.89	1.90	2.03	2.14	2.18	1.94	2.12	2.13	1.97

Deposits (in percentage)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	0.27	0.28	0.14	0.03	0.03	0.23	0.13	0.11	0.25
Corporate	-0.05	-0.04	-0.05	-0.13	-0.14	-0.05	-0.10	-0.11	-0.08
Total	0.12	0.12	0.04	-0.05	-0.05	0.09	0.02	0.00	0.09

*Definition margin: Average customer interest minus 3 months average nibor

Development in volume, Retail Market and Corporate Market

Lending* (in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	111,207	108,702	104,999	103,131	100,745	111,207	100,745	103,131	93,757
Corporate	39,716	39,452	39,821	39,482	40,419	39,716	40,419	39,482	38,938
Total	150,923	148,154	144,821	142,613	141,164	150,923	141,164	142,613	132,695

* Gross loans to customers includes SpareBank 1 Boligkreditt and SpareBank 1 Næringskreditt

Deposits (in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	39,879	40,372	37,811	37,182	36,974	39,879	36,974	37,182	34,856
Corporate	37,201	38,390	37,358	38,719	36,275	37,201	36,275	38,719	32,401
Total	77,079	78,762	75,169	75,902	73,249	77,079	73,249	75,902	67,257

Development in commission income, Retail Market and Corporate Market

(in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Retail	193	193	204	213	212	590	576	789	680
Corporate	63	51	51	47	59	165	160	207	205
Total	256	244	255	260	271	755	736	997	885

7.2. Retail Market

Business description

	30 Sept. 2018
<i>Facts about the business area</i>	
Lending volume	111,207
Deposits volume	39,879
No. of active customers	222,448
FTEs	328

<i>Financial performance</i> (in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Net interest income lending	155	135	165	164	155	455	407	572	457
Net interest income deposits	111	107	89	96	100	307	315	411	438
Net interest income allocated capital	50	46	43	58	36	139	97	154	57
Total interest income	316	288	296	318	290	900	819	1,137	953
Net guarantee commission, incl. BK, NK	89	98	108	109	106	296	283	392	306
Net commission of savings products	21	17	15	21	19	53	50	70	63
Net commission insurance services	37	38	38	39	39	113	112	151	139
Net commission payment trans. services	45	39	43	44	48	127	131	175	171
Other commission income	0	1	-	1	-0	1	1	1	1
Net fee and commission income	193	193	204	214	211	590	576	789	679
Net profit on financial investments	0	0	0	0	0	0	0	0	-1
Total income	509	481	501	531	502	1,490	1,396	1,926	1,631
Total operating expenses*	199	200	199	197	207	597	598	794	770
Results	310	281	302	335	295	893	798	1,132	861
Loss on loans, guarantees etc.	8	13	-3	2	2	18	3	5	13
Results before tax	301	268	305	332	293	874	796	1,127	849
Post-tax return on equity (annualized)**						13.1 %	16,3 %	16.6 %	13.8 %

*) Includes both direct and distributed expenses

***) Calculation of capital employed in Retail Banking and Corporate Banking is based on regulatory capital. This capital is grossed up to 15.0 (14.5) percent to be in line with the capital plan.

Development in margin

Definition margin: Average customer interest minus 3 months nibor



2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q
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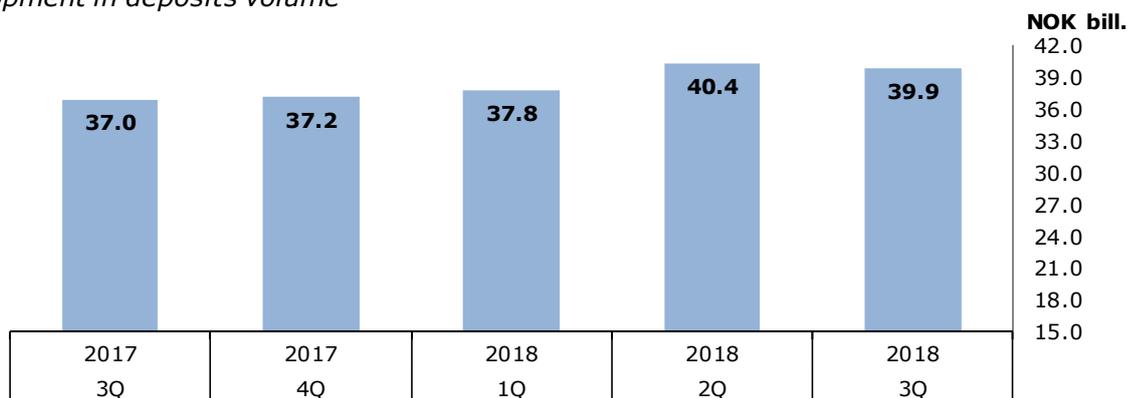
— Lending margin Retail

— Deposits margin Retail

Development in lending volume



Development in deposits volume



7.3. Corporate

Business description

	30 Sept. 2018
<i>Facts about the business area</i>	
Lending volume	39,716
Deposits volume	37,201
No. of active customers	14,979
FTEs	149

<i>Financial performance</i> (in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept.		2017	2016
						2018	2017		
Net interest income lending	182	175	169	172	168	527	505	677	649
Net interest income deposits	63	64	58	68	69	185	206	274	272
Net interest income allocated capital	41	39	36	54	34	116	102	157	78
Total interest income	286	278	263	294	270	827	814	1,108	1,000
Net guarantee commission, incl. BK, NK	22	19	20	20	28	62	66	86	89
Net commission of savings products	1	1	1	1	1	2	2	2	2
Net commission insurance services	6	6	6	5	5	17	15	21	20
Net commission payment trans. services	23	22	22	21	20	67	65	86	84
Other commission income	2	0	1	1	2	3	3	3	2
Net fee and commission income	53	48	50	48	55	150	151	199	196
Net profit on financial investments	11	3	1	-1	5	15	9	9	9
Total income	350	329	314	341	329	993	974	1,315	1,205
Total operating expenses*	91	92	95	89	82	278	276	365	332
Results	258	237	219	252	247	714	699	950	873
Loss on loans, guarantees etc.	50	54	48	70	83	153	249	318	490
Results before tax	208	183	171	182	164	561	450	632	384
Post-tax return on equity (annualized)**						10.8 %	10.1 %	10.5 %	6.9 %

*) Includes both direct and distributed expenses

**) Calculation of capital employed in Retail Banking and Corporate Banking is based on regulatory capital. This capital is grossed up to 15.0 (14.5) percent to be in line with the capital plan.

Development in margin

Definition margin: Average customer interest minus 3 months nibor.

2.80 2.75 2.71 2.73 2.75

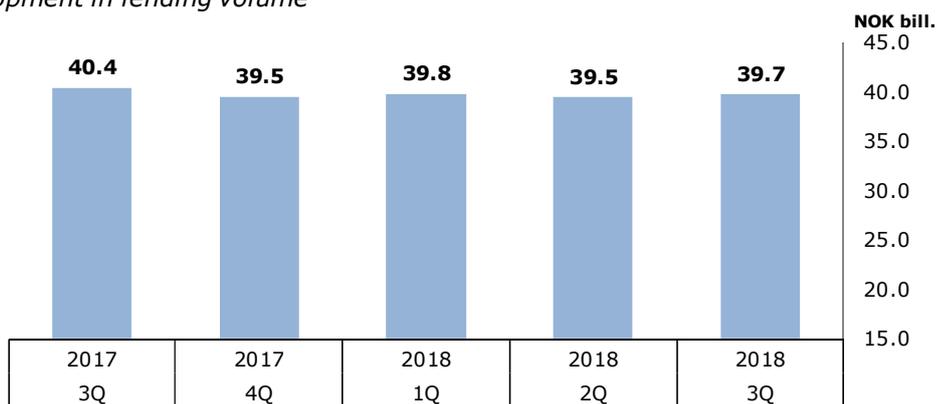
-0.14 -0.13 -0.05 -0.04 -0.05

2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q
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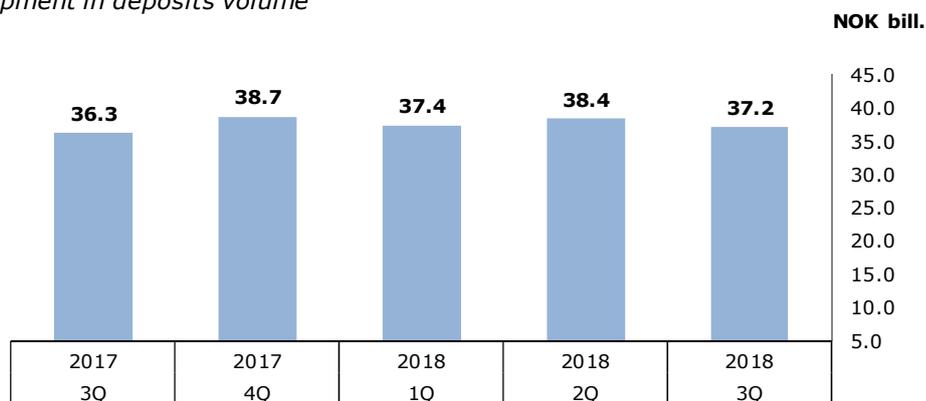
— Lending margin Corporates

— Deposit margin Corporates

Development in lending volume



Development in deposits volume



7.4. Subsidiaries

EiendomsMegler 1 Midt-Norge AS

EiendomsMegler 1 Midt-Norge is a real estate agency, and has a solid market- leader position in the region. The company has specialized operations, which include separate units for project and commercial real estate broking. In addition, the company, in cooperation with BN Bank, has established BN Bolig in which EiendomsMegler 1 Midt-Norge and BN Bank each hold a 50 per cent stake. As of 1Q 2017 EiendomsMegler 1 Midt-Norge fully consolidates BN Bolig's results as a subsidiary.

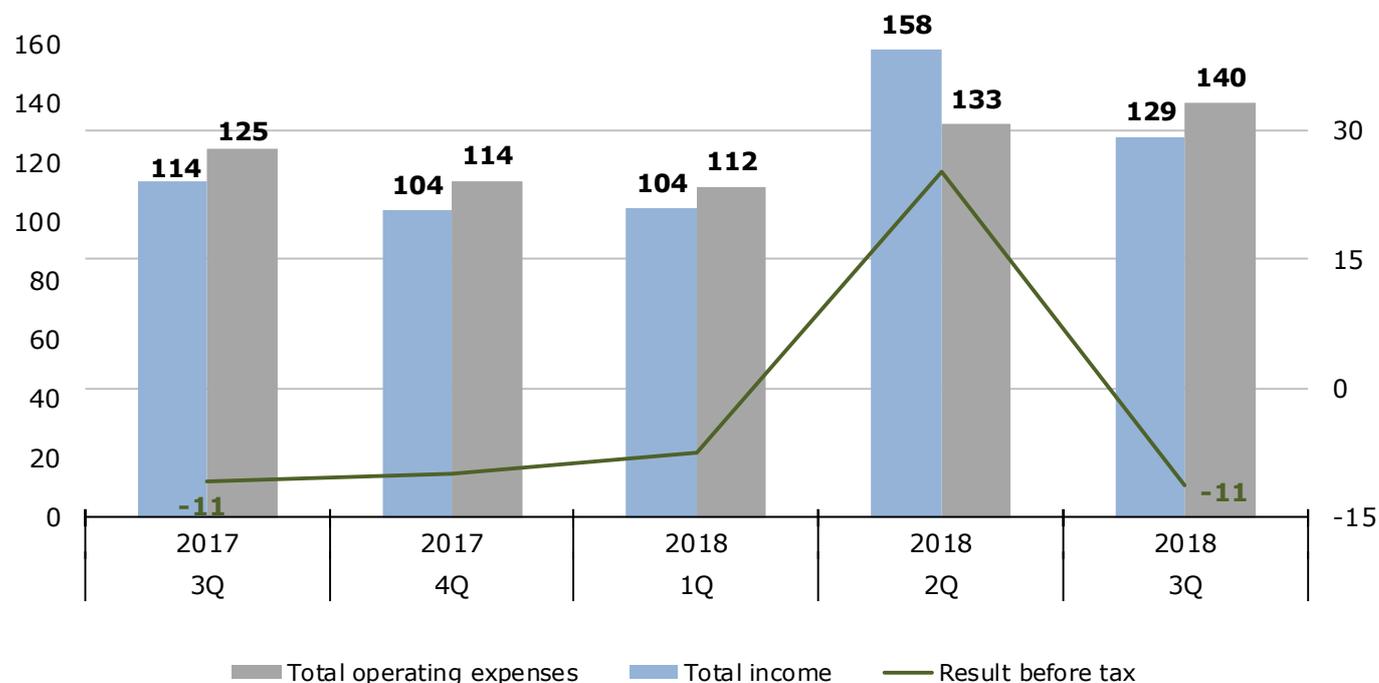
The company is owned by SpareBank 1 SMN (87 per cent), SpareBank 1 Nordvest (7.6 per cent) and SpareBank 1 Søre Sunnmøre (5.4 per cent).

Financial performance

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept. 2018	2017	2017	2016
Net interest	1	1	1	2	0	2	1	3	4
Commission income and other income	128	157	104	102	114	389	371	473	426
Total income	129	158	104	104	114	391	372	477	430
Total operating expenses	140	133	112	114	125	385	360	474	363
Result before tax	-11	25	-8	-10	-11	6	12	3	68

Cost and income
(NOK mill.)

Result before tax
(NOK mill.)



SpareBank 1 Finans Midt-Norge AS

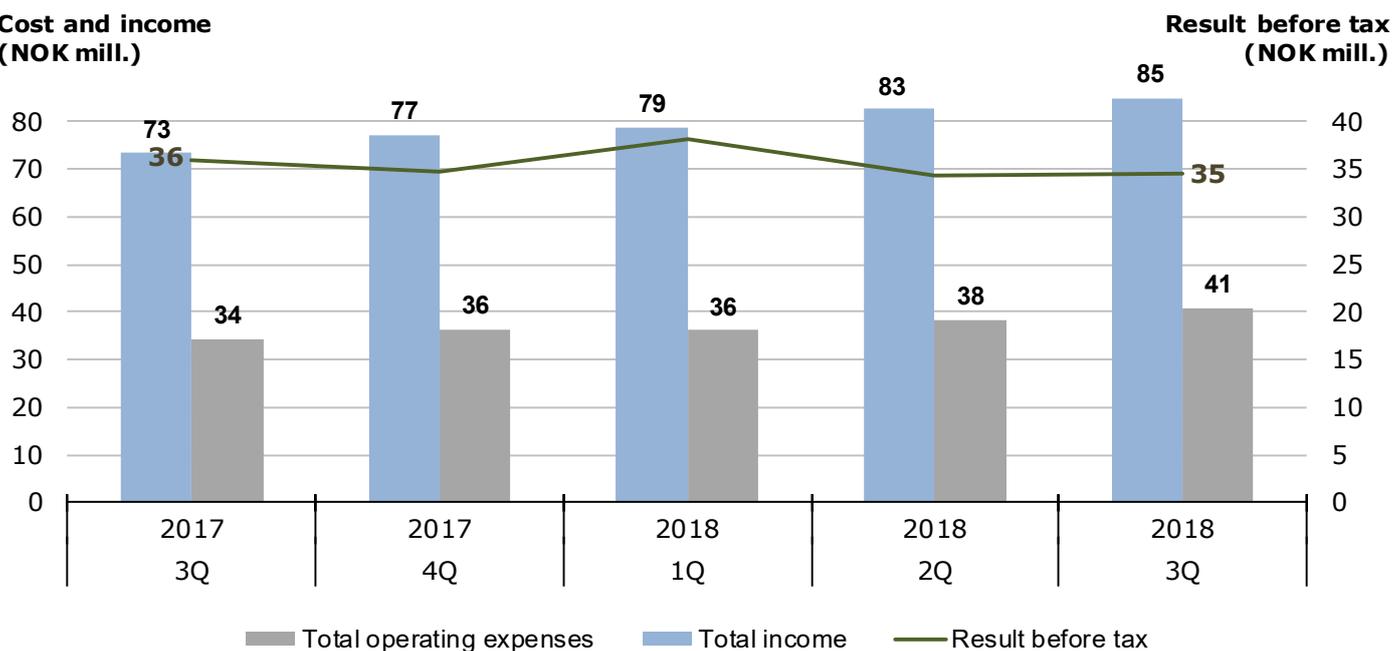
SpareBank 1 Finans Midt- Norge offers car loans and leasing to corporates and private individuals. The company services the market through its own sales operation and through the Bank's offices and other partners.

The company is owned by SpareBank 1 SMN (64.6 per cent), Samarbeidende Sparebanker (27.9 per cent) and SpareBanken Sogn og Fjordane (7.5 per cent). With Samarbeidende Sparebanker as a co-owner, the company has a presence in ten different counties dispersed across Mid- and South Norway.

Financial performance

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept. 2018	2017	2017	2016
Total interest income	69	66	65	63	59	200	165	228	183
Commission income and other income	16	17	14	14	14	46	41	55	-11
Total income	85	83	79	77	73	247	206	283	172
Total operating expenses	41	38	36	36	34	115	101	137	55
Ordinary operating profit	44	45	42	41	39	131	105	146	117
Loss on loans, guarantees etc.	9	11	4	6	3	24	12	18	13
Result before tax	35	34	38	35	36	107	94	128	104

Cost and income (NOK mill.)



SpareBank 1 Regnskapshuset SMN AS

SpareBank 1 Regnskapshuset SMN is an accountancy business within the SMB segment. SpareBank 1 Regnskapshuset intends to be one of Norway's leading actors in the accounting industry by building up a national accounting enterprise based on regional ownership, strong links to the owner banks and closeness to the market.

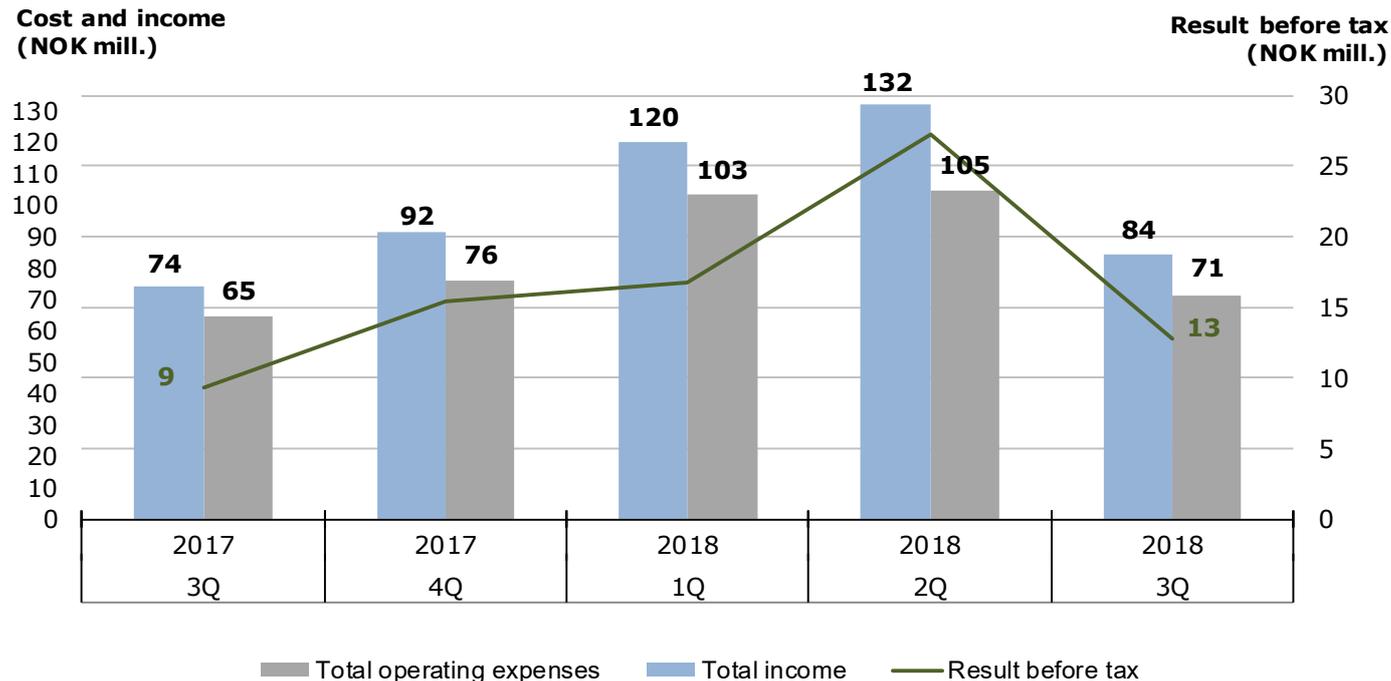
The strategy of growth through acquisitions represents a consolidation of a fragmented accounting industry. SpareBank 1 Regnskapshuset SMN acquired all shares of one large accounting firm with effect from 1 January 2017, leading to a substantial increase in both income and costs.

The company is owned by SpareBank 1 SMN (95.4 per cent) and SpareBank 1 Søre Sunnmøre (4.6 per cent).

Financial performance

(in NOK million)	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	30 Sept. 2018	30 Sept. 2017	2017	2016
Total interest income	-0	-0	-0	0	-0	-0	-1	-1	0
Commission income and other income	84	132	121	91	75	337	285	377	234
Total income	84	132	120	92	74	336	284	376	235
Total operating expenses	71	105	103	76	65	280	239	315	191
Result before tax	13	27	17	15	9	57	45	61	44

Cost and income (NOK mill.)



SpareBank 1 Markets

SpareBank 1 Markets AS is a Norwegian investment bank within the SpareBank 1 Alliance. The company provides research, financial advice, capital raising and stockbroking services, debt and fixed income products. Through the collaboration with the SpareBank 1 Alliance, SpareBank 1 Markets can offer a complete national capital structure service, and cover all customer segments, from retail clients and small and medium-sized businesses to large listed companies and institutional investors. The company is headquartered in Oslo and has offices in Trondheim and Ålesund.

SpareBank 1 Markets acquired Allegro Kapitalforvaltning in Trondheim and SpareBank 1 Nord-Norge Forvaltning in Tromsø from SpareBank 1 SMN and SpareBank 1 Nord-Norge respectively in 2nd quarter 2017. The acquired companies are merged and will spearhead SpareBank 1 Markets' asset management business. The new business unit has combined AUM of 10 NOK billion.

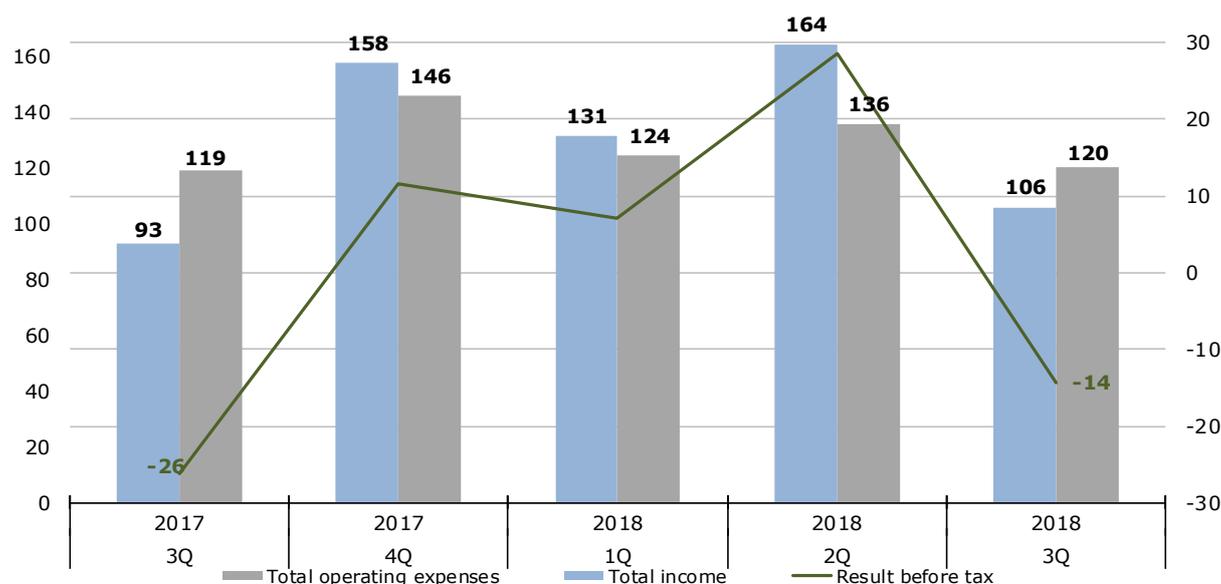
In the fourth quarter the company acquired the trading desk at SpareBank 1 SR-Bank Markets. SpareBank 1 SR-Bank became co-owner of the company as a result of the transaction.

SpareBank 1 Markets is owned by SpareBank 1 SMN (66.7 per cent), SpareBank 1 Nord-Norge (12.2 per cent), SamSpar (9.4 per cent), SpareBank 1 Østlandet (5.8 per cent), SpareBank 1 SR-Bank (5.6 per cent) and others (0.3 per cent).

<i>Financial performance</i> (in NOK million)	3Q	2Q	1Q	4Q	3Q	30 Sept.		2017	2016
	2018	2018	2018	2017	2017	2018	2017		
Net interest	-4	-4	-3	-4	-6	-11	-11	-15	-8
Equities / High Yield	40	60	56	47	30	156	105	152	97
Fixed Income	6	13	11	6	9	30	35	41	20
Corporate	32	57	21	41	26	109	71	112	87
Foreign exchange/ interest rate derivatives	17	24	34	32	16	75	50	82	88
Asset Management	11	11	10	33	18	32	20	53	-
Other commission income	4	2	3	3	2	10	8	11	8
Total income	106	164	131	158	93	401	279	437	292
Total operating expenses	120	136	124	146	119	380	289	435	282
Result	-14	29	7	12	-26	21	-10	2	10
Loss on loans, guarantees etc.	-	-	-	-	-	-	-	-	-
Result before tax	-14	29	7	12	-26	21	-10	2	10

Cost and income
(NOK mill.)

Result before tax (NOK
mill.)



Other subsidiaries

SpareBank 1 Bilplan: The company delivers car fleet management solutions to the public and private sectors nationwide. The company services the market through its own sales operation and through cooperation with SpareBank 1 Finans Midt-Norge, SpareBank 1 SR-Finans, SpareBank 1 Finans Nord-Norge and through the Bank's office network.

SpareBank 1 Invest: The company's strategy is to carry out investments in regional start-ups, venture and private equity funds and to invest directly in growth companies with national/ international market potential in the same market area.

Property companies: Their mission is to own, operate and develop property. Property companies: SpareBank 1 SMN Kvartalet, SpareBank 1 Bygget Steinkjer, St Olavs Plass 1 SMN, Jernbanegata 19 SMN, SpareBank 1 Bygget Trondheim, Bjerkeløkkja.

8. Development last ten years

Financial results

(in NOK million)	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Net interest	1,350	1,325	1,317	1,392	1,477	1,635	1,841	1,920	1,929	2,225
Commission income and other income	610	756	855	919	1,139	1,463	1,512	1,545	1,674	2,005
Net return on financial investments	207	596	410	434	451	502	720	459	944	760
Total income	2,167	2,677	2,582	2,746	3,067	3,599	4,073	3,924	4,547	4,989
Staff costs	623	725	583	810	942	923	1,002	1,093	1,159	1,426
Other operating expenses	571	528	557	672	712	799	787	838	844	943
Total operating expenses	1,194	1,253	1,140	1,482	1,654	1,722	1,789	1,931	2,003	2,369
Result before losses	975	1,424	1,441	1,264	1,414	1,877	2,284	1,993	2,544	2,621
Loss on loans, guarantees etc.	202	277	132	27	58	101	89	169	516	341
Result before tax	773	1,147	1,309	1,236	1,355	1,776	2,195	1,824	2,029	2,279
Tax charge	156	210	260	255	295	393	376	383	352	450
Results investments held for sale, after tax			-27	43	16	30	0	-1	4	-1
Net profit	617	937	1,022	1,024	1,077	1,414	1,819	1,441	1,681	1,828

Balance sheet

(in NOK million)	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Cash and loans to and claims on credit institutions	4,548	1,260	2,532	4,075	4,091	5,984	5,965	5,677	4,207	7,527
CDs, bonds and other interest-bearing securities	12,036	19,302	22,948	21,485	25,614	26,358	27,891	30,282	29,489	31,672
Gross loans to customers before write-downs	64,016	61,782	69,847	73,105	74,943	80,548	90,578	93,974	102,325	112,071
- Specified write-downs	-215	-219	-222	-172	-144	-173	-172	-183	-632	-765
- Write-downs by loan category	-245	-289	-290	-290	-295	-295	-295	-376	-339	-347
Other assets	4,540	2,704	3,182	3,252	3,766	2,938	2,080	2,540	3,030	3,096
Assets	84,679	84,541	97,997	101,455	107,975	115,360	126,047	131,914	138,080	153,254
Deposits from credit institutions	9,000	11,310	13,062	9,118	7,410	6,581	9,123	8,155	10,509	9,607
Deposits from and debt to customers	35,280	37,227	42,786	47,871	52,252	55,927	60,680	64,090	67,168	76,476
Debt created by issue of securities	29,680	24,070	29,625	31,306	33,121	36,806	39,254	40,569	40,390	45,537
Other liabilities	2,045	1,876	1,922	2,122	2,070	1,485	1,095	1,734	1,532	1,923
Subordinated loan capital	3,156	3,875	2,758	2,690	3,040	2,365	2,416	2,509	2,228	2,202
Total equity capital	5,518	6,183	7,846	8,348	10,082	12,197	13,478	14,857	16,253	17,510
Total liabilities and equity	84,679	84,541	97,997	101,455	107,975	115,360	126,047	131,914	138,080	153,254

Historical numbers are not adjusted for the reclassification of hybrid capital

Key figures

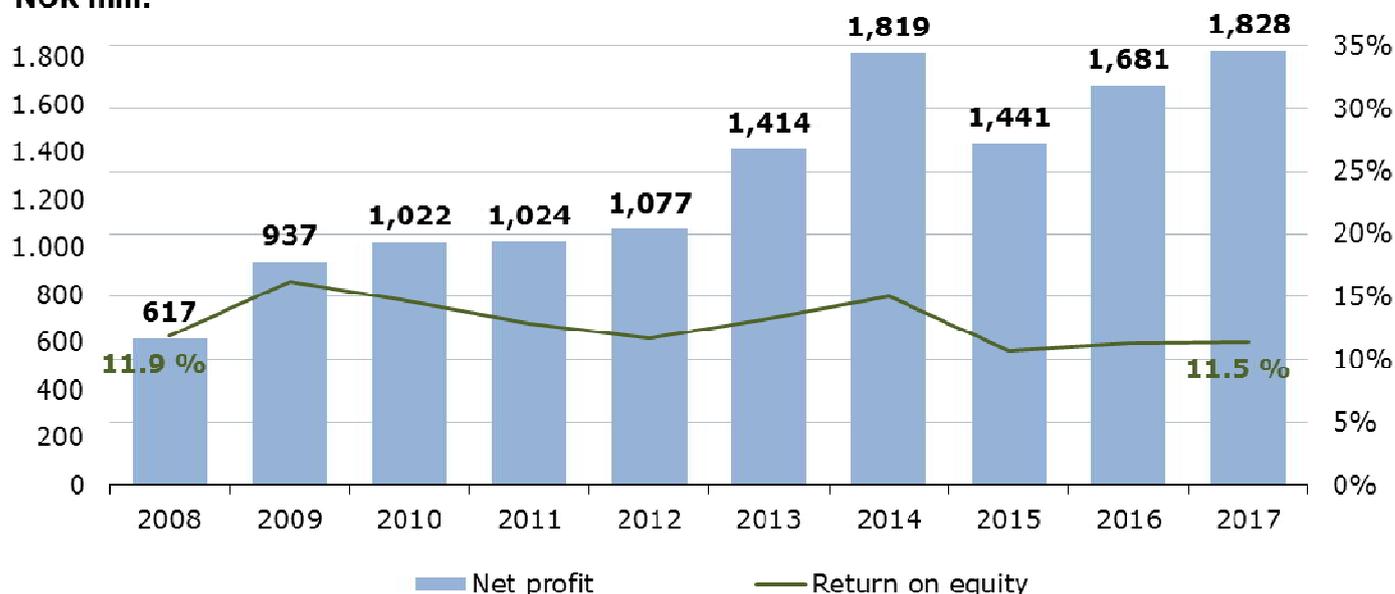
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Return on equity	11.9 %	16.2 %	14.6 %	12.8 %	11.7 %	13.3 %	15.1 %	10.7 %	11.3 %	11.5 %
Cost/income ratio group	55.0 %	46.8 %	44.2 %	54.0 %	53.9 %	48.1 %	44.5 %	49.8 %	44.5 %	47.5 %
Cost/income ratio group, ex. financial inv.	60.2 %	52.5 %	52.5 %	64.1 %	63.2 %	55.9 %	54.2 %	56.5 %	56.3 %	56.0 %
Cost/income ratio parent bank	55.3 %	47.2 %	40.2 %	50.5 %	47.5 %	40.2 %	40.5 %	38.0 %	31.9 %	31.9 %
12-month cost growth	7.9 %	4.9 %	-9.0 %	30.0 %	11.6 %	4.1 %	3.9 %	7.9 %	3.7 %	18.3 %
Gross loans to customers*	71,317	77,429	87,665	95,232	104,925	112,283	120,435	127,378	137,535	148,784
Gross loans in retail market	42,679	45,157	49,619	55,034	62,587	68,591	74,087	80,725	89,402	98,697
Gross loans in corporate market	28,638	32,272	38,046	40,198	42,322	43,692	46,348	46,653	48,133	50,087
Growth in loans last 12 months*	15.2 %	8.6 %	13.2 %	8.6 %	10.2 %	6.8 %	7.3 %	5.8 %	8.0 %	8.2 %
Deposits from customers	35,280	37,227	42,786	47,871	52,252	55,927	60,680	64,090	67,168	76,476
Deposits from retail market	17,566	17,898	19,052	20,860	22,279	23,891	26,496	28,336	29,769	31,797
Deposits from corporate market	17,715	19,330	23,734	27,011	29,973	32,036	34,184	35,754	37,398	44,678
Growth in deposits last 12 months	8.8 %	5.5 %	14.9 %	11.9 %	9.2 %	7.3 %	8.5 %	5.6 %	4.8 %	13.9 %
Deposit-to-loan ratio*	49.5 %	48.1 %	48.8 %	50.3 %	49.8 %	49.8 %	50.4 %	50.3 %	48.8 %	51.4 %
Total assets	84,679	84,541	97,997	102,479	107,975	115,360	126,047	131,914	138,080	153,254
Average total assets	75,820	86,679	91,317	98,465	105,372	111,843	117,794	128,355	137,060	145,948
Employees in employment group	982	1,016	1,035	1,098	1,135	1,159	1,192	1,208	1,254	1,403
Employees in employment parent bank	750	767	764	786	793	757	753	645	630	595
Employees in employment subsidiaries	232	250	271	312	342	402	439	563	624	808
Net other operating income of total income	28.2 %	28.2 %	33.1 %	33.5 %	37.1 %	40.8 %	38.0 %	40%	37%	40.2 %
Common Equity Tier 1 ratio	7.1 %	7.7 %	9.3 %	8.9 %	10.0 %	11.1 %	11.2 %	13.3 %	14.8 %	14.6 %
Capital adequacy ratio	11.9 %	13.6 %	13.0 %	12.0 %	13.3 %	14.7 %	15.7 %	18.0 %	19.2 %	18.6 %
Core capital ratio	8.1 %	10.4 %	10.9 %	10.4 %	11.3 %	13.0 %	13.0 %	15.3 %	16.8 %	16.6 %
Total core capital	4,967	6,730	7,283	7,856	9,357	10,989	12,382	13,727	14,956	15,707
Net subordinated capital	7,312	8,730	8,646	9,055	10,943	12,417	14,937	16,117	17,072	17,629
Impairment losses ratio	0.21%	0.31%	0.16%	0.03%	0.06%	0.09%	0.08%	0.14%	0.39%	0.23%
Non-perf. commitm. as % of gross loans	0.46%	0.49%	0.57%	0.36%	0.36%	0.34%	0.22%	0.16%	0.16%	0.19%
Other doubtful commitm. as % of gross loans	1.33%	0.57%	0.24%	0.21%	0.14%	0.14%	0.18%	0.31%	1.07%	0.80%

* Gross loans to customers includes SpareBank 1 Boligkreditt and SpareBank 1 Næringskreditt

Historical numbers are adjusted for the reclassification of hybrid capital

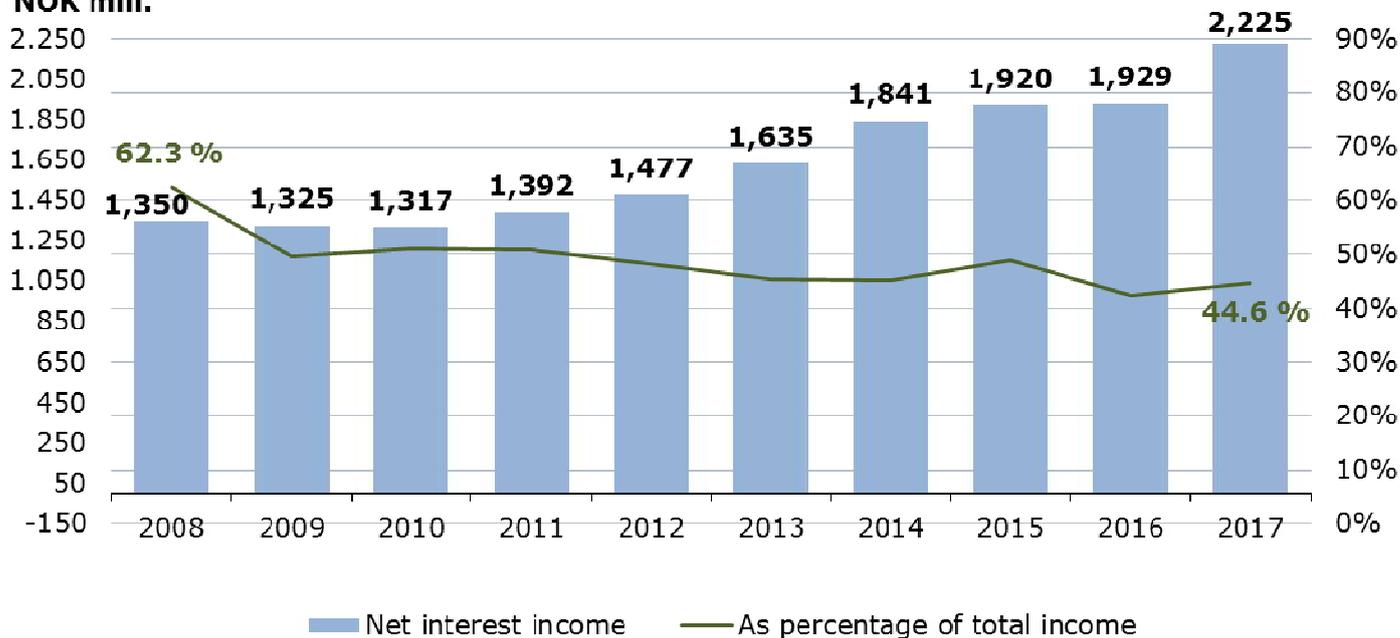
Net profit and return on equity

NOK mill.



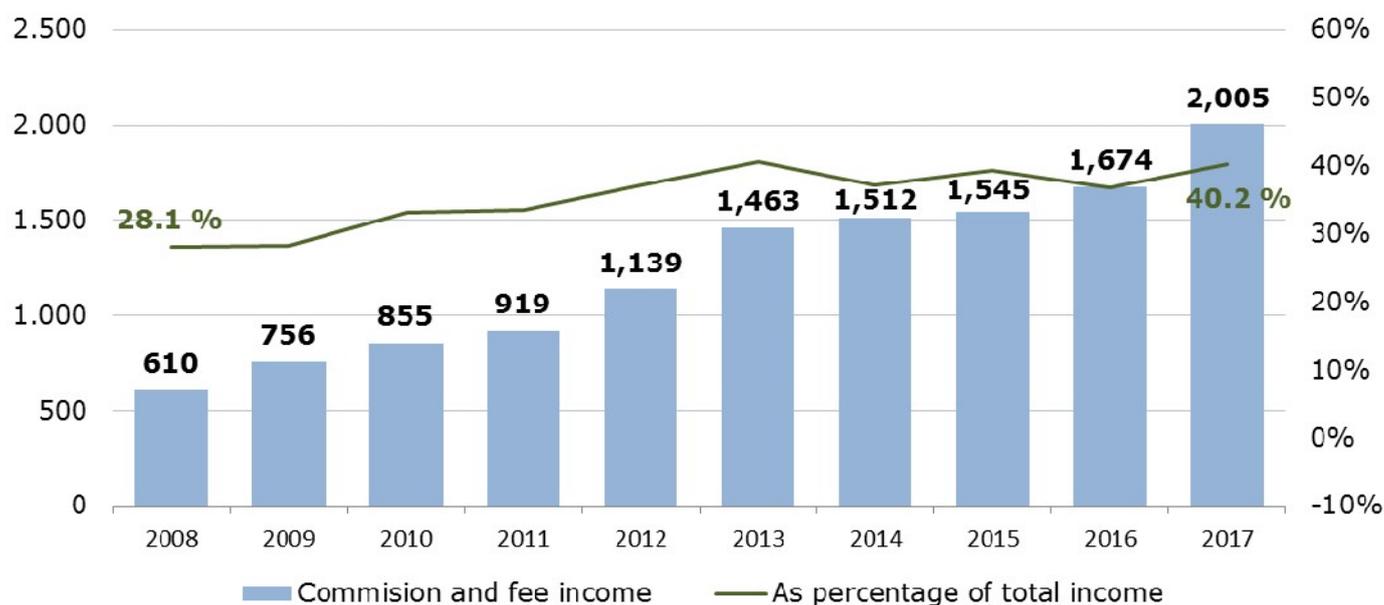
Development in net interest income

NOK mill.

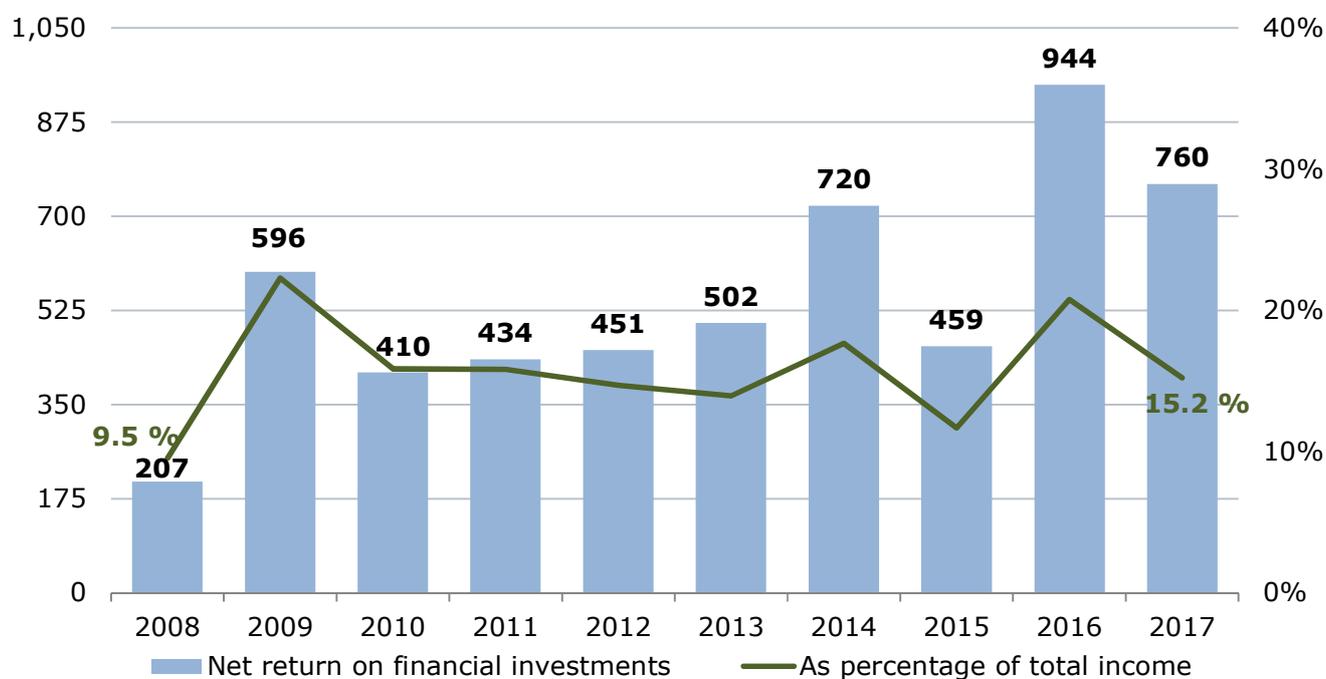


Historical numbers are adjusted for the reclassification of hybrid capital

Development in commission income and other income



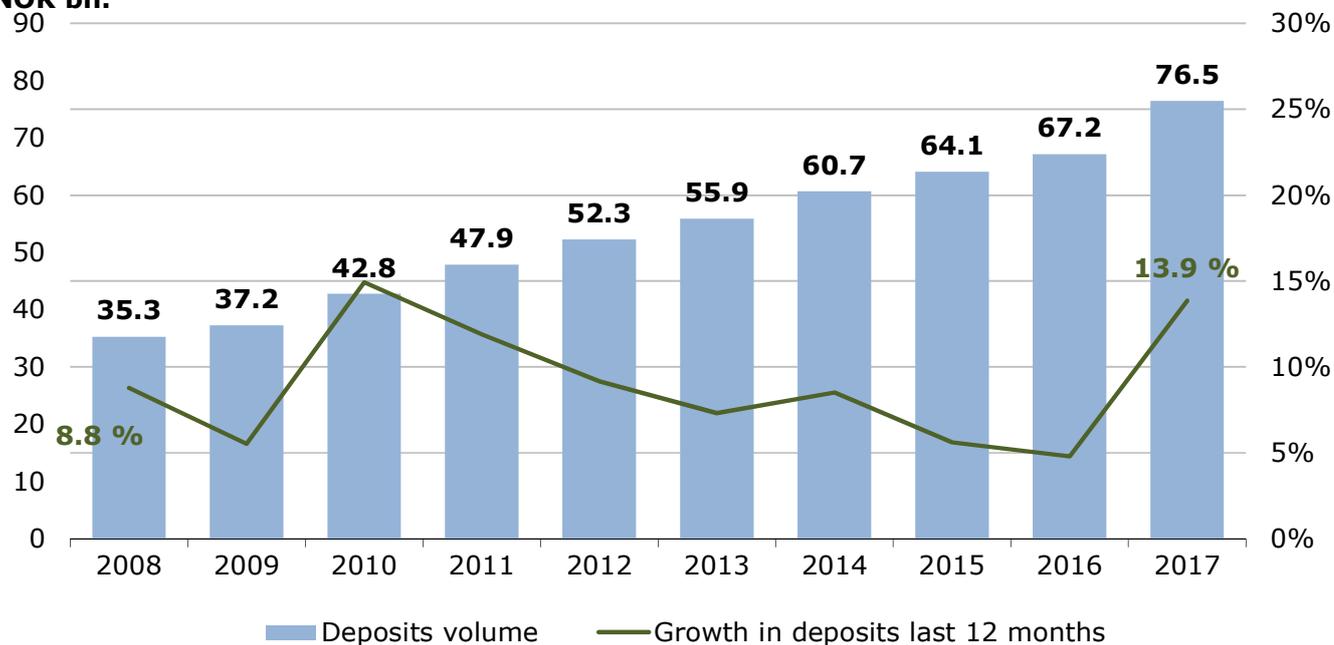
Development in net return on financial investments



Historical numbers are adjusted for the reclassification of hybrid capital

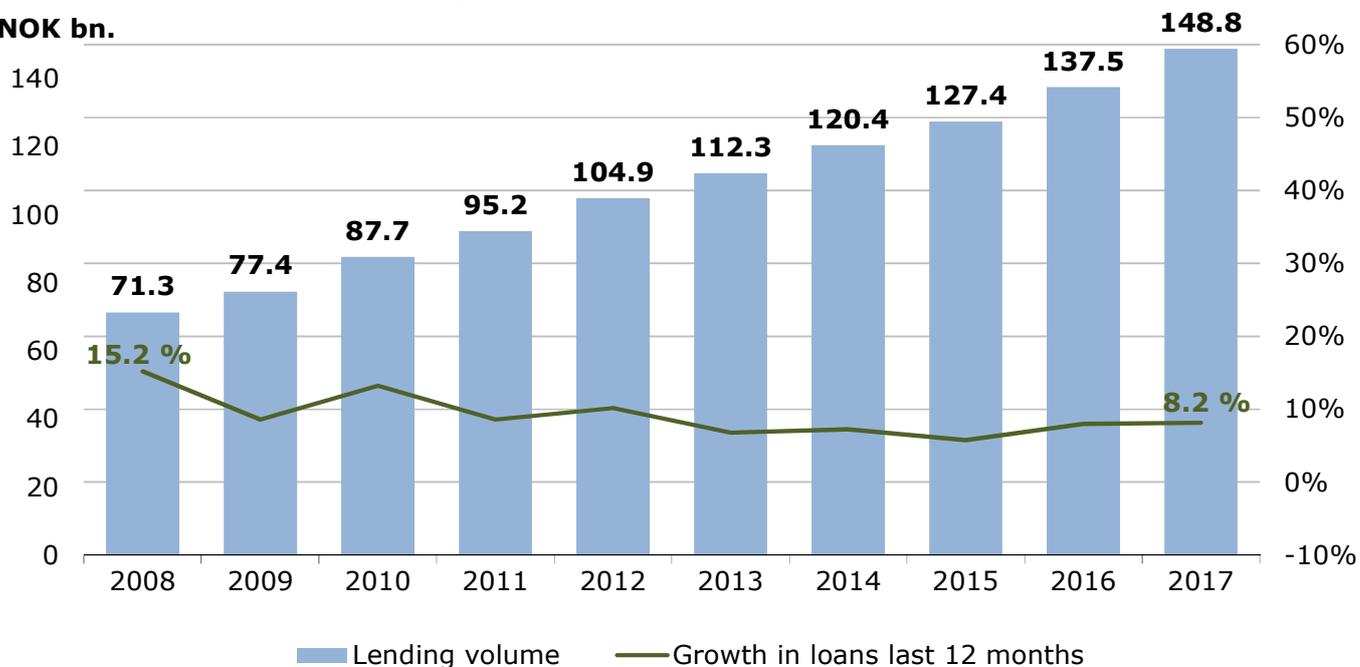
Volume development, Deposits

NOK bn.



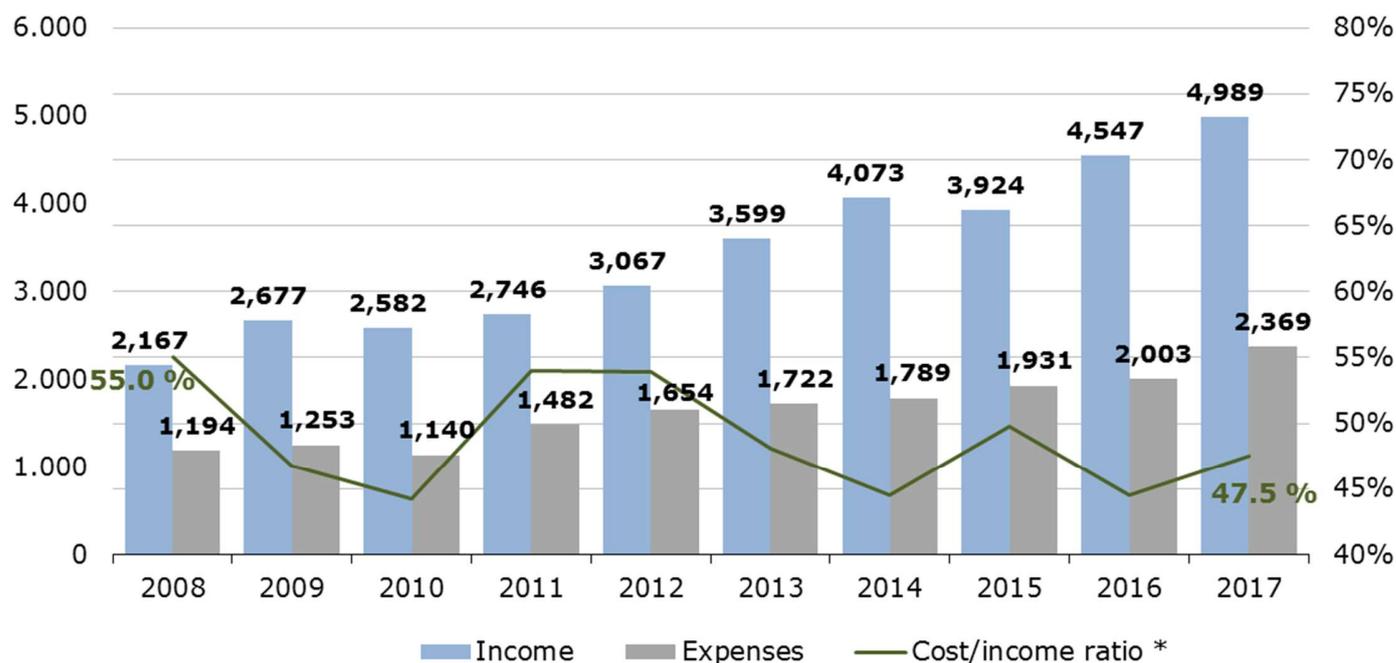
Volume development, Lending

NOK bn.



Cost/income ratio

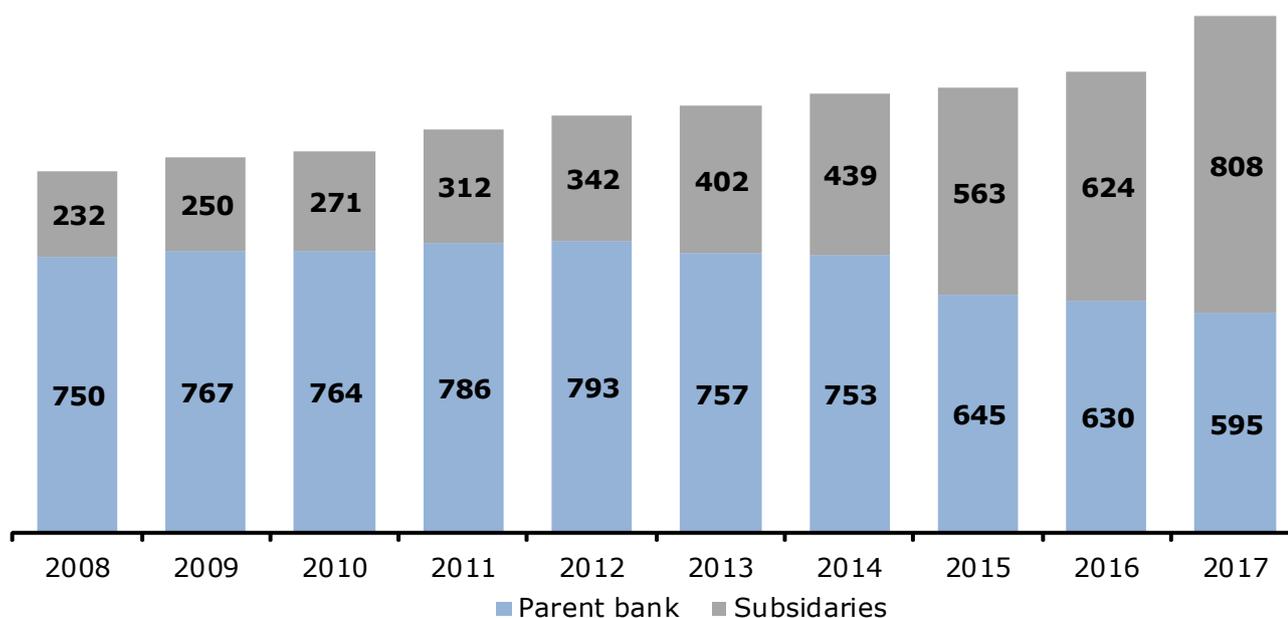
NOK mill.



* Total operating expenses as a percentage of total operating income

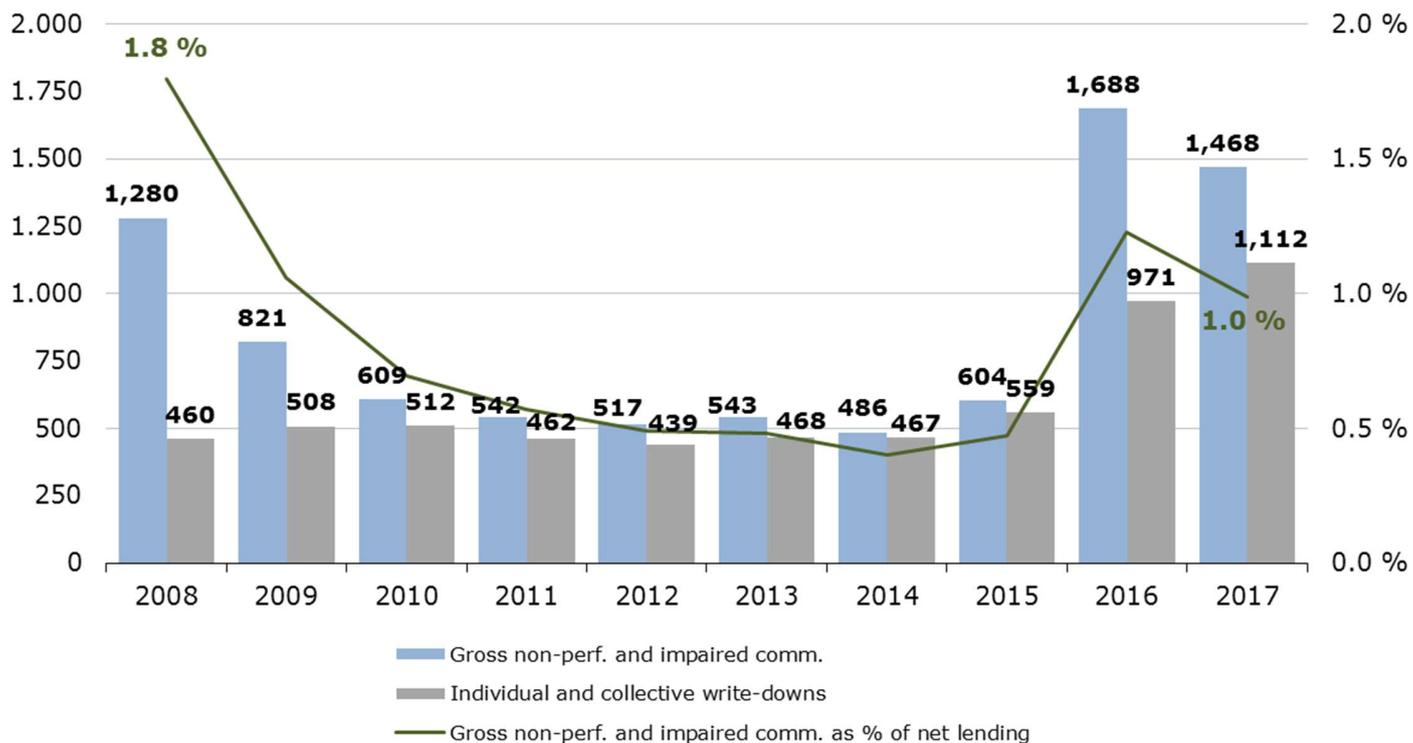
Historical numbers are adjusted for the reclassification of hybrid capital

Employees in employment



Net non-performing and impaired commitments

NOK million



Capital Adequacy

