

# SpareBank 1

Fourth quarter 2017

7. February 2018

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

### SpareBank 1 SMN



218,000 retail customers



14,500 corporate customers



Market leader in the region



Loan volume NOK 149bn



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



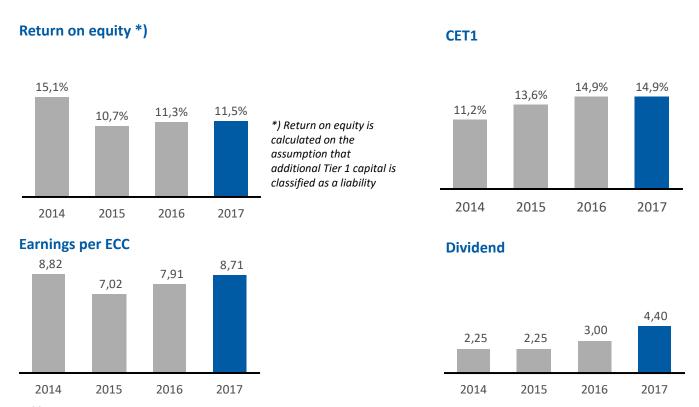
Strong financial results over time



### A good year for SpareBank 1 SMN

- Excellent results in 2017, high return on equity and growing earnings per equity certificate (EC)
- Payout ratio increased to 50%, dividend NOK 4.40 kroner per EC, capital build-up completed
- Many more private individuals and firms have chosen SMN as their financial partner. High growth in lending and deposits and strong revenue growth. Strengthened market position in all product areas
- Reduced resource use and increased sales, PHYGITAL (physical and digital) distribution produces results
- Investments in Markets, Regnskapshuset and BN Bolig build competitive power and market position
- Sizeable investments in open banking, introduction of PSD2 creates substantial opportunities
- Uniform national payment solutions open up potentials for international expansion

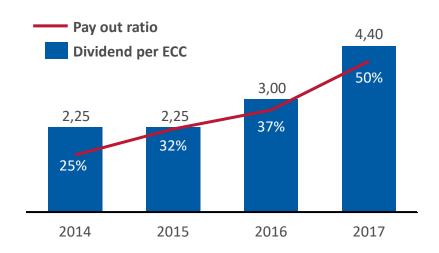
## High return, high payout ratio and good financial position



## 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
- Substantial equity participation in the bank by the bank's top management
- More than 50 per cent of the group's employees participate in the group's equity certificate (EC) savings programme

#### **Dividend per ECC and payout ratio**



### Strong economic growth estimates globally and nationally for the coming years

#### **GLOBAL GDP GROWTH OF 3.9% IN COMING YEARS**



IMF estimates global GDP growth of 3.9% in 2018 and 2019, and 5% in developing countries.

#### POSITIVE PROSPECTS FOR NORWEGIAN ECONOMY



Statistics Norway estimates 2.5% GDP growth in Norway in 2018 and 2.8% in 2019.

Rising oil investments, growing mainland (non-oil) economy, falling unemployment and strengthening krone

#### **OIL PRICE HAS RISEN TO \$70**



The oil price has risen from \$45 to \$70 since summer 2017 (price growth of 50% +)

Salmon price NOK 50-60 per kilo

#### NORWEGIAN BUSINESS AND INDUSTRY IN GOOD SHAPE

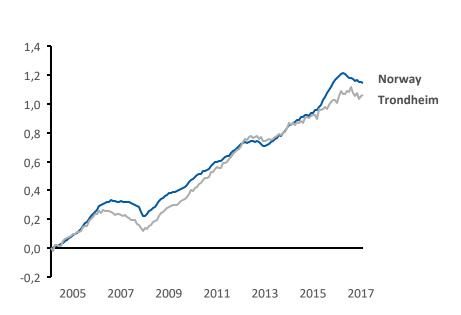


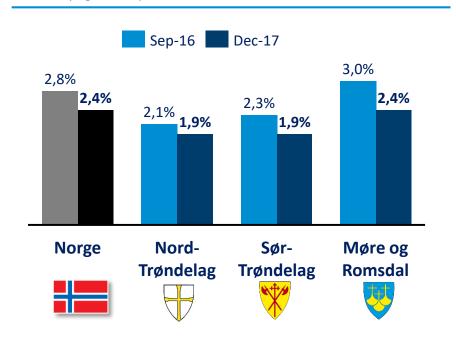
Norwegian business and industry are faring well; high expectations of a positive trend in coming years

## Twelve-month house price growth is slowing, but prices are at a stable high level Unemployment in the region has fallen further in the past year and is below the average for Norway

House prices 2005 – 2017; levelling out at a stable high level

#### Registered unemployed in per cent of labour force Monthly figures - September 2016 and December 2017







## Developing good customer solutions has a high priority and sets requirements on continuous organisational and technological development and adaption

**Traditional bank digitalised** 



Digital bank with a personal and local signature

## There will be a growing need for financial services ahead, but the way these services are distributed will change dramatically

## Open banking

is being present on whatever interface the customer happens to be on at any given time

## Today's platform as an open attractive interface

Offering better services and adding value for existing and new customers

#### **New interfaces**

Developing new interfaces with a clear value proposition



## Delivering banking services to third parties

Delivering banking services to various types of third parties in order to be product and service suppliers

#### API

«The contact» that others can link up to

#### Products, services, capabilities

Products and services that we can deliver and sell. Capabiliteties that are premises for the ability to deliver.

## Exploiting our regional position and distribution network in the ecosystem

Regional footing puts us in position to help to develop ecosystems though local partnerships

## Collaboration with FinTech companies

Throught the establishment of the incubator F3 we have created an arena for cooperation between the bank and third party actors



## A clearly planned and designed distribution model will ensure increased selling power and cost-effectiveness

#### An effective distribution model...



Increased sales across all channels



Increased share of digital sales and increased sales effectiveness

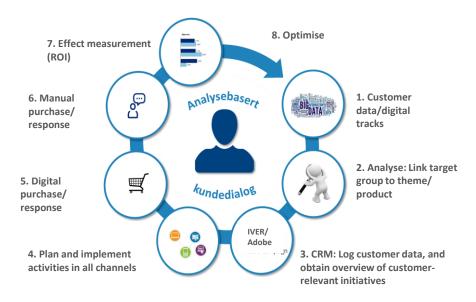


**Strong physical presence** 



**Efficiency gains** 

#### ...with forceful channel interation

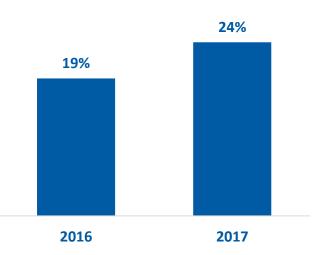




### 50% of overall sales on digital channels in 2020

Targeted development of new effective digital solutions is a key tool for achieving this target

+26% increase in digital sales in 2017



Share of overall sales done on digital channels

Proactive development of new solutions promotes increased sales on all channels

Development of new purchasing solutions on digital channels

Effective campaign tools for offering the right product to the customer

Prediction models based on the bank's own data

More effective channel interplay will ensure a good customer experience

CRM solutions giving advisers improved insight

Effective interaction between technology and people

SpareBank 1

4th guarter 2017

### SpareBank 1 Betaling: (Vipps + Bank ID + Bank Axept) Effective entity will ensure the development of tomorrow's payment systems for banks

Norway has one of the world's most efficient payment systems, but we see potentials for continued development and improvement













- Bank ID and BankAxept to be merged with Vipps to lay the basis for vigorous development.
- Vipps aims to take its place as the Nordic region's leading fintech entity,
- For SpareBank 1 SMN, the stake in and close collaboration with Vipps will be important in retaining customer relationships after the introduction of PSD2.
- In the course of 2018 Vipps will launch several services designed to simplify bank customers' everyday life, and integration of accounts will help to keep down costs.

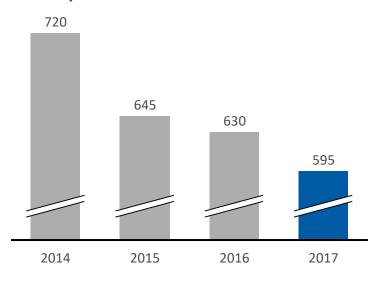
## SpareBank 1 SMN is strengthening its position as the leading finance house in the region, taking market shares, increasing product spectre and strengthening business platform

#### Larger customer platform, increased volumes and increased incomes

#### Number of customers **Total loan volume Operating income** 3.603 225 **Q4-2017** Q4-2016 Q4-2017 Q4-2016 Q4-2016 04-2017 **Stronger lending** Stronger customer **Strengthening incomes** growth than growth than credit on a diversified platform growth population growth

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

#### FTEs at parent bank

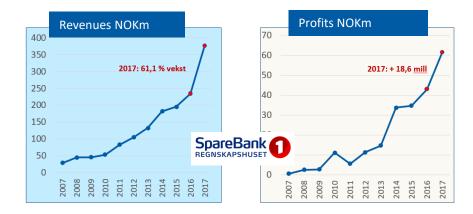


- No. of FTEs at the parent bank reduced substantially in recent years
- Both distribution and internal processes have gained efficiency
- 65 new staff members with new skills have been recruited in the period
- At the same time the bank has greatly increased its customer base and its business volume

4th guarter 2017

## Substantial investments in important business areas







SpareBank 1

## Lower losses in the offshore segment, further decline expected Offshore risk still mainly related to the PSV segment

#### The Offshore segment

#### 1. Expsoure (EAD) to offshore is 5.6 bill (5.6)

- Offshore constitutes 3.5% of the total SMN exposure
- 92 vessels in 6 segments
- 5.1 bill with collateral in vessels, 0.5 in other assets

#### 2. Exposure reduced by 330 mill. last 12 months (6%)

- Sale of vessels
- Extraordinary installments
- Financial restructuring/negotiations/sustainable solutions
- Exchange rate fluctuations

#### 3. Offshore related losses of 289 mill. for 2017

161 mill. lower than 2016 losses (450 mill.)

## Segment and exposure (share of offshore in %) Subsea 2.186 (39%) PSV 1.610 (29%) AHTS 519 (9%) Standby 128 (2%) Seismic 398 (7%) Barges 262 (5%) Other 489 (9%)

EAD Offshore: 5.648 mill

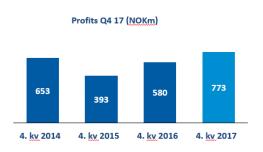
## Default risk class distribution Low risk 1.044 Medium risk 2.271 High risk 1.145 **Impairments** 1.132

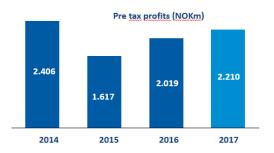
## **SpareBank 1 Gruppen – substantial excess values**

Booked value in SMN's accounts at 1.6 NOKbn

#### SpareBank 1

#### Another good year for SpareBank 1 Gruppen







SpareBank 1 Gruppen	2017	2016
SpareBank 1 Forsikring AS	835,5	516,7
ODIN Forvaltning	105,7	84,6
SpareBank 1 Skadeforsikring konsern	1.311,4	1.447,1
Øvrige selskaper og korreksjoner	71,0	94,4
Total pre tax profits subsidiaries	2.323,6	2.142,8
Other costs	-68,9	-74,4
Net finance costs	-46,9	-49,7
Other income	1,8	0,7
Pre tax profits	2.209,7	2.019,4



## 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

Financial information 4th quarter 2017



#### Other issues

#### **Reclassification hybrid bonds**

- As from the fourth quarter of 2017 SpareBank 1 SMN has reclassified two hybrid bonds from debt to equity. The bonds were reclassified since they do not meet the definition of financial liability under IAS 32.
- The bonds are perpetual, and SpareBank 1 SMN is not required to pay interest to investors. The interest is recognised not as an expense through profit and loss, but as a reduction in equity.
- The change has brought a reduction in interest expenses totalling NOK 44m in 2017 before tax, NOK 33m after tax. Comparatives for 2016 have been restated. See note 2 for further details.

#### IFRS9

- IFRS 9 Financial Instruments replaces IAS 39 Financial Instruments: Recognition and Measurement as from 1 January 2018. IFRS 9 deals with the recognition, classification, measurement and derecognition of financial assets and liabilities along with hedge accounting.
- In collaboration with other SpareBank 1 banks, SpareBank 1 SMN has worked on models and clarifications with regard to valuation and classification in the past two years or so.
- Our calculations show an increased need for loss provisioning as at 1 January 2018 of NOK 18m for the parent bank, and NOK 40m the Group. This will entail a negative effect of 0.07 percentage points for the Group's CET1 capital. See note 2 of the Annual Accounts for 2016 for further details.

#### Agreement signed on sale of head office

- SpareBank 1 SMN has signed an agreement to sell Søndre gt. No. 4-10 in Trondheim city centre.
- The gross property value underlying the agreement is NOK 755m, providing SpareBank 1 SMN with a net gain of just over NOK 120m after an estimated tax rebate and transaction costs. This strengthens the bank's CET1 capital by about 0.13 percentage points
- The transaction is scheduled for completion in the course of the first quarter of 2018

SpareBank 1

### **Very good profits 2017**



Net profit NOK 1,828m (1,681m), return on equity 11.5 % (11.3 %)



CET1 14.9 % (14.9 %). Leverage ratio 7.2 % (7.4 %)



Pres loss result of core business NOK 1,844m (1.600m). Loan losses NOK 341m (NOK 516m)



Growth in lending RM 10.4 % (10.8 %) and CM 4.1 % (minus 3.2 %), deposits 13.9 % (4.8 %) last 12 months



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



Booked equity capital per ECC NOK 78.81 (73.26), profit per ECC NOK 8.71 (NOK 7.91)

## Good profits and strong capitalization. Lower loan losses

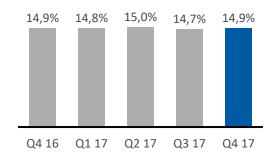
#### **Return on equity**



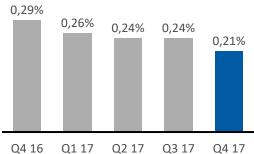
#### **Earnings per ECC**



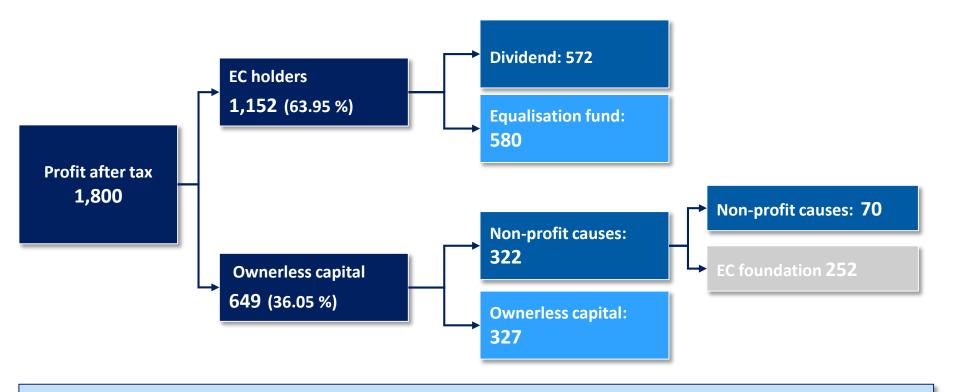
#### CET 1



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



### Board of directors' proposal for distribution of profit provides a dividend of NOK 4.40



Pay-out ratio increased to 50 % from 37 % of group profit 1,795 NOKm (adjusted for interest on hybrid capital)

SpareBank (1)

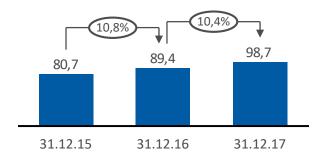
## **Strengthened profits from core business**

NOK mill	January to December	January to December	Chamas	0417	02.47	02.17	01.17	0416
NOK IIIII	2017	2016	Change	Q4 17	Q3 17	Q2 17	Q1 17	Q4 16
Net interest	2.225	1.929	296	589	570	532	533	504
Commission income and other income	2.005	1.674	330	529	482	538	455	414
Operating income	4.229	3.603	626	1.118	1.052	1.070	988	918
Total operating expenses	2.369	2.003	366	618	582	598	571	482
Pre-loss result of core business	1.861	1.600	261	501	470	472	417	436
Losses on loans and guarantees	341	516	-175	78	88	86	89	99
Post-loss result of core business	1.520	1.084	435	423	383	386	328	337
Related companies	437	423	14	143	126	96	71	82
Securities, foreign currency and derivates	322	521	-199	109	109	38	67	154
Result before tax	2.279	2.029	251	675	617	520	466	572
Tax	451	352	99	122	118	111	99	102
Net profit	1.828	1.677	152	553	500	409	367	470
Return on equity	11,5 %	11,3 %		13,4 %	12,5 %	10,5 %	9,4 %	12,2 %

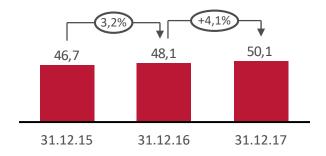


### **Total growth lending 8.2 % last 12 months**

#### Lending RM +10.4 % last 12 months



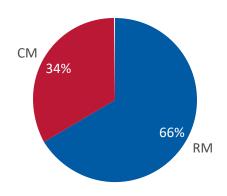
#### Lending CM + 4.1 % last 12 months,



#### High growth in home mortgage lending

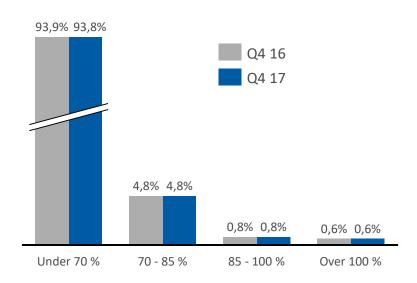
- Residential mortgage market share of about 6.3% (C2). Growth above this figure represents increased market share
- Share of loans to personal borrowers up from 61 to 66 per cent in last three years
- Half of the growth to corporates is to small businesses

#### **Share of lending**



## Loan to value mortgages

#### Last two years



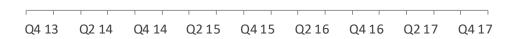
#### LTV mortgages

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

SpareBank 1

## **Lending margins**

#### **Increased lending margins Retail and Corporate**

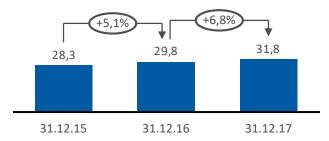


#### **Comments**

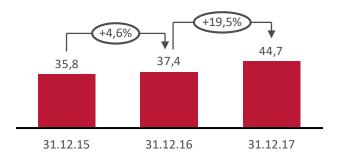
Reduced Nibor in 2017

## Total growth deposits 13.9 % in 2017

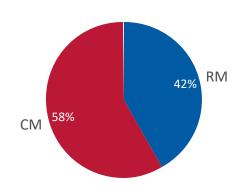
#### Deposits RM + 6.8 %



#### **Deposits CM + 19.5 %**

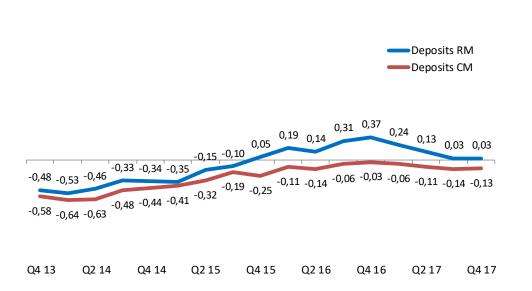


#### **Share of deposits**





## **Deposit margins Retail and Corporate**



#### **Comments**

 Decreased Nibor has weakened the margins in 2017

SpareBank 1

4th quarter 2017

## Change in net interest income

#### **2017** compared with **2016**

Net interest 2017	2.225
Net interest 2016	1.929
Change	296
Obtained as follows:	
Fees on lending	-8
Lending volume	161
Deposit volume	6
Lending margin	163
Deposit margin	-66
Equity capital	9
Funding and liquidity buffer	-23
Subsidiaries	54
Change	296

#### **Comments**

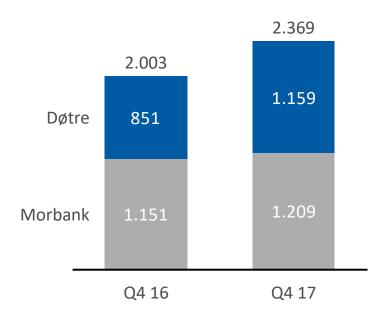
 Increased lending volume and lending margins the main reason for higher net interest income



4th quarter 2017

## Banking operations made more efficient, increased activity in the subsidiaries Parent bank target of zero growth in costs stands firm

#### Kostnader i konsernet i 2016 og 2017



#### Cost growth due to focus on subsidiaries

- Cost growth in the subsidiaries
  - Acquisitions by SMN Regnskapshuset
  - Stronger focus on SpareBank 1 Markets
  - · Start-up costs, BN bolig
- The investments are aimed at consolidating and developing the subsidiaries' strong position in their respective segments
- In 2016 the parent bank's costs were reduced by NOK 24m due to the termination of the defined benefit pension scheme (reduction of 24m) and a provision for reorganisation (increase of NOK 50m)
- Some cost growth in the parent bank due to the new tax on financial institutions and technological developments
- Parent bank target: zero growth in costs

### Robust income platform and increased commission income

#### Net interest and other income

#### 4.229 3.603 3.417 1.635 1.392 Commissions 1.211 370 282 Comm. Covered bonds 2.225 1.929 Net interest 1.872 2015 2016 2017

#### Commissions 2017 and 2016

mill kr	2017	2016	Change
Payment transmission income	207	196	11
Creditcards	59	63	-3
Commissions savings and asset management	117	97	20
Commissions insurance	172	159	13
Guarantee commissions	69	77	-8
Estate agency	365	391	-27
Accountancy services	357	213	144
Securities Broking	214	126	88
Other commissions	75	69	6
Commissions ex. Bolig/Næringskreditt	1.635	1.392	242
Commissions Boligkreditt (cov. bonds)	353	271	83
Commissions Næringskreditt (cov. bonds)_	17	12	5
Total commission income	2.005	1.674	330

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

## **Subsidiaries**

### Pre tax profit subsidiaries

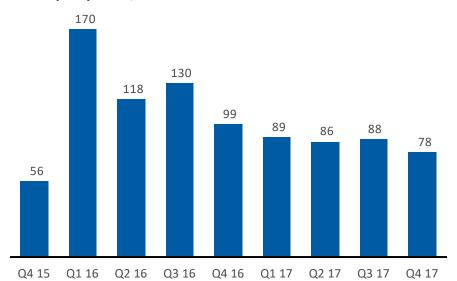
mNOK, SMN's share in parentheses	January to December 2017	January to December 2016	Change	Q4 17	Q3 17	Q2 17	Q1 17	Q4 16
EiendomsMegler 1 Midt-Norge (87 %)	3	67	-64	-10	-11	19	4	7
SpareBank 1 Regnskapshuset SMN (95 %)	60	43	17	15	9	20	15	10
SpareBank 1 Finans Midt-Norge (65 %)	128	103	25	35	36	30	28	29
SpareBank 1 Markets, proforma incl. SB1 Kapitalforaltning (67 %)	2	20	-18	8	-26	17	3	9
SpareBank 1 SMN Invest (100%)	43	74	-30	12	15	15	1	37
Other companies	22	20	1	5	5	6	5	15

SpareBank 1

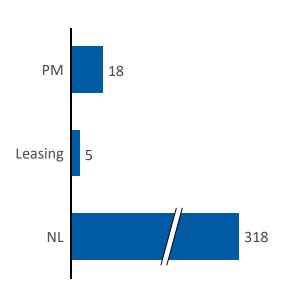
4th quarter 2017 34

#### **Lower loan losses**

#### Losses per quarter, NOKm

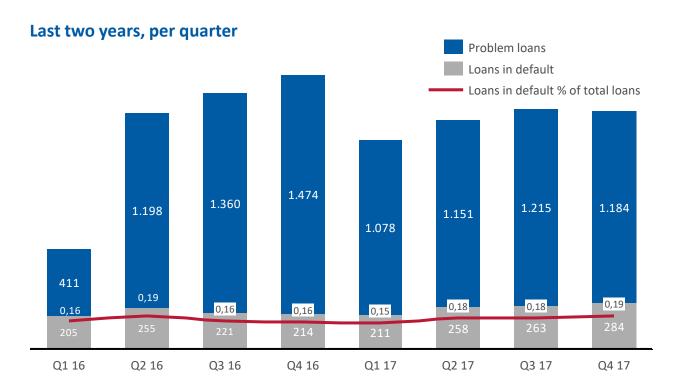


#### **Distribution 2017**



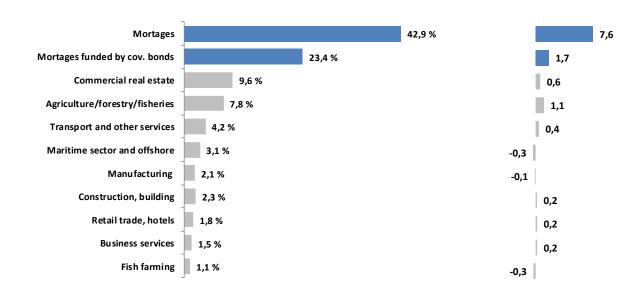
Loan losses including collective losses provisions 0.23 % (0.39 %) of gross lending as of 31.12.2017

## Very low levels on loans in default (0,19 %)



### High share mortgages and diversified portfolio SMEs

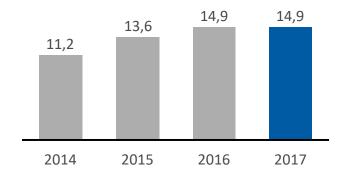
Lending by sector as a share of total lending and change last 12 months, per cent



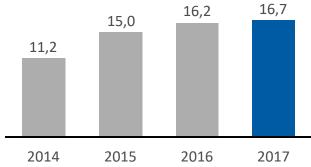
4th quarter 2017

# **Strong capitalization**

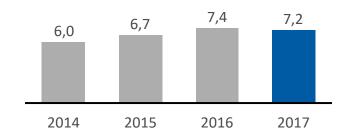
### **Development CET1**



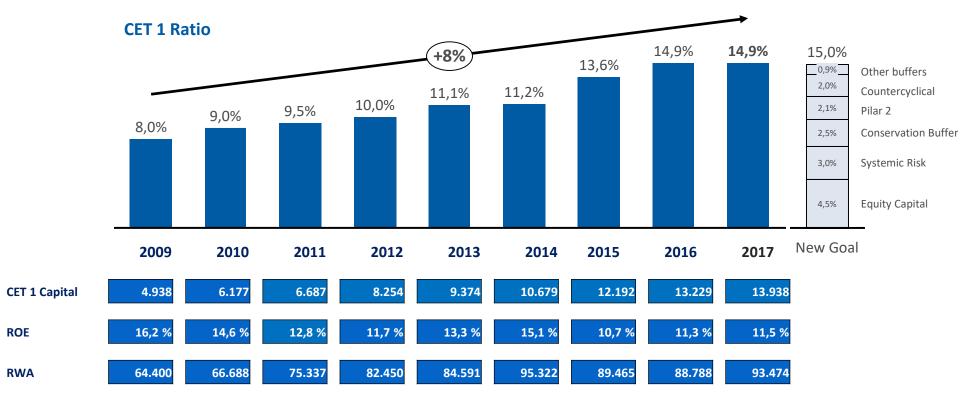
# Development CET 1 without transitional arrangements (Basel III)



### **Development leverage ratio**



### **Strong development in CET 1 (capital and ratio)**





# SpareBank 1 SMN 7467 TRONDHEIM



### **CEO Finn Haugan**

Tel +47 900 41 002 E-mail finn.haugan@smn.no

### **CFO Kjell Fordal**

Tel +47 905 41 672 E-mail kjell.fordal@smn.no

### **Switchboard**

Tel +47 915 07 300



#### **Internet adresses:**

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





#### **Financial calendar 2017**

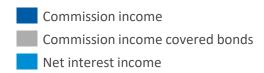
Q4 2017 7. February 2017 Q1 2018 4. May 2018 Q2 2018 7. August 2018 Q3 2018 26. October 2018

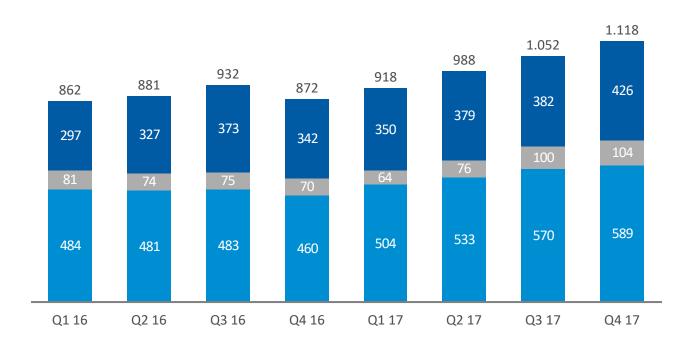
# **Appendix**



# **Operating income**

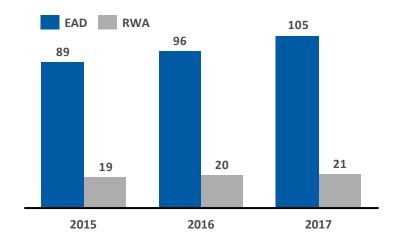
### **Operating income per quarter last two years**





## Good lending margins on mortgages at a low risk

### Mortgages

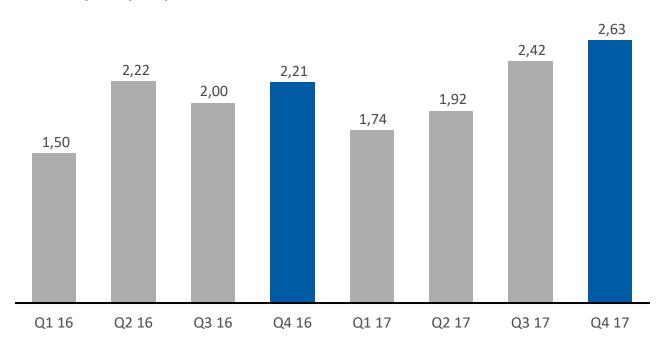


### **Lending margins**



# **Earnings per ECC**

### Last two years per quarter



# **Associated companies**

### **Profit shares after tax**

	January to December 2017	January to December 2016	Change	Q4 17	Q3 17	Q2 17	Q1 17	Q4 16
SpareBank 1 Gruppen (19,5 %)	349	317	32	134	80	68	66	97
SpareBank 1 Boligkreditt (19,0 %)	-41	-17	-24	-15	11	-13	-24	-26
SpareBank 1 Næringskreditt (36,5 %)	19	29	-10	1	5	5	8	8
BN Bank (33 %)	98	86	12	28	21	20	29	7
SpareBank 1 Kredittkort (17,9 %)	15	24	-8	5	3	5	2	3
SpareBank 1 Mobilbetaling (19,7 %)	-14	-27	13	0	0	-1	-13	-8

4th quarter 2017 45 SpareBank

## **Return on financial investments**

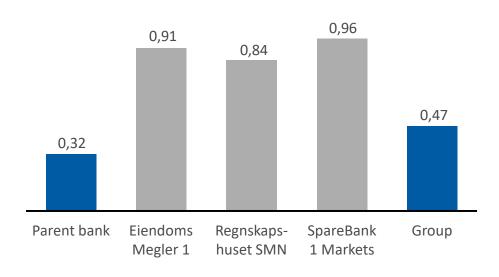
NOKm	Januar - Desember 2017	Januar - Desember 2016	Endring	Q4 17	Q3 17	Q2 17	Q1 17
Capital gains shares	62	76	-14	53	0	1	8
Gain/(loss) on derivatives	148	280	-131	55	72	25	-3
of which basis-swap	-50	-8	-42	6	<i>37</i>	-39	-55
Gain/(loss) on other financial instruments at fair value	7	26	-19	-4	-5	5	11
Foreign exchange gain / (loss)	45	51	-6	16	10	13	6
Gain/(Loss) on sertificates and bonds	58	-2	60	-20	20	10	49
Gains/(Loss) on shares and share derivatives at SpareBank 1 Markets	43	25	19	10	8	13	12
Gain/(loss) on financial instruments related to hedging	-46	-21	-25	-2	3	-32	-16
Net return on financial instruments	317	434	-117	108	108	35	66

4th quarter 2017 46



# 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

SpareBank 1

4th quarter 2017

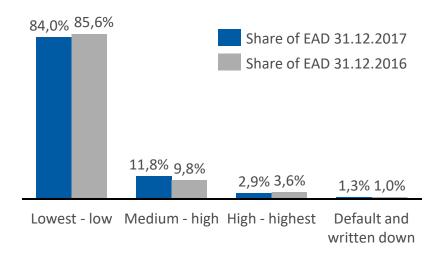
### **Balance sheet**

### **Last three years**

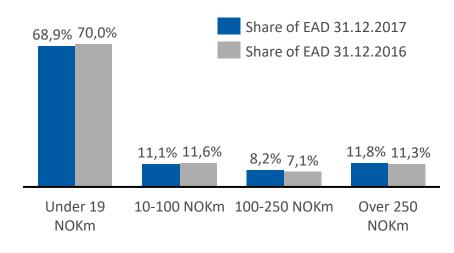
	31.12.17	31.12.16	31.12.15
Funds available	27,3	21,8	21,4
Net loans	111,0	101,4	93,4
Securities	1,8	1,5	1,5
Investment in related companies	6,4	5,7	5,5
Goodwill	0,8	0,6	0,5
Other assets	6,0	7,1	9,5
Total Assets	153,3	138,1	131,9
Capital market funding	51,8	46,8	43,3
Deposits	76,5	67,2	64,1
Othe liabilities	5,3	5,6	7,1
Subordinated debt	2,2	2,2	3,5
Equity ex hybrid bonds	16,5	15,3	12,9
Hybrid bonds	1,0	1,0	1,0
Total liabilities and equity	152,3	137,1	130,9
in addition loans sold to Boligkreditt and Næringskreditt	36,7	35,2	33,4

### Stable credit risk

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



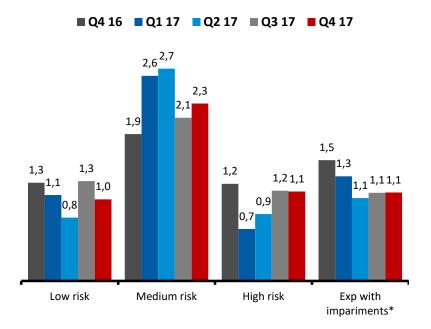
# SpareBank 1 SMN's loans distributed on size of customer engagement and share of Exposure At Default



## High impairment share for problem exposures

#### **Default risk class distribution**

4rd quarter 2016 – 4rd quarter 2017 (bill NOK)



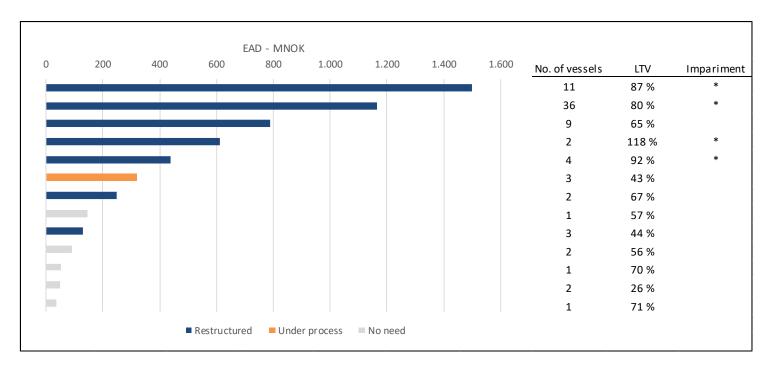
#### Impairments per default rick class and share of EAD

#### **31 December 2017**

				Total	
		Indi-		impair-	Share of
mill kr	EAD	vidual	Group	ments	EAD
Low risk	1.044		2	2	0,2 %
Medium risk	2.271		28	28	1,2 %
High risk	1.145		35	35	3,1 %
Obligors with impariments / defaulted	1.132	639		639	56,4 %
Total	5.592	639	65	704	12,6 %



# Financial restructuring implemented for most shipowners Offshore Service Vessels – Largest customer groups



LTV = Exposure with collateral in vessels / Market value of vessels (total for customer group) Barges not included



<sup>\* =</sup> individual impairments 4th quarter 2017

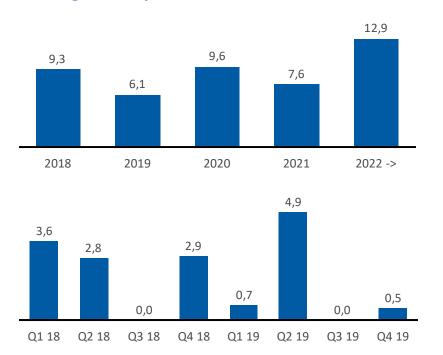
# **Strengthened capital adequacy**

### As at 31. December 2017 and 2016

NOKm	31.12.17	31.12.16
Core capital exclusive hybrid capital	13.938	13.233
Hybrid capital	1.886	1.841
Core capital	15.824	15.073
Supplementary capital	1.922	2.116
Total capital	17.746	17.189
Total credit risk IRB	4.205	4.153
Exposures calculated using the standardised approa	1.820	1.772
Debt risk, Equity risk	40	41
Operational risk	510	479
CVA	117	84
Transitional arrangements	784	574
Minimum requirements total capital	7.478	7.103
RWA	93.474	88.786
CET 1 ratio	14,9 %	14,9 %
Core capital ratio	16,9 %	17,0 %
Capital adequacy ratio	19,0 %	19,4 %
Leverage ratio	7,2 %	7,4 %

### Satisfying access to capital market funding

### **Funding maturity 31. December 2017**



#### **Comments**

- SpareBank 1 Boligkreditt is the main funding source through covered bonds. NOK 35 billion transferred as of 31. December 2017
- Maturities next two years NOK 15.4 bn:
  - NOK 9.3 bn in 2018
  - NOK 6.1 bn in 2019

LCR 164 % as at 31. December 2017

SpareBank 1

4th quarter 2017

# **Key figures ECC**

# **Last five years**

		<b>F</b>			
	2017	2016	2015	2014	2013
ECC ratio	64,0 %	64,0 %	64,0 %	64,6 %	64,6 %
Total issued ECCs (mill)	129,38	129,64	129,43	129,83	129,83
ECC price	82,25	64,75	50,50	58,50	55,00
Market value (NOKm)	10.679	8.407	6.556	7.595	7.141
Booked equity capital per ECC	78,81	73,35	67,39	62,04	55,69
Post-tax earnings per ECC, in NOK	8,71	7,93	6,96	8,82	6,92
Dividend per ECC	4,40	3,00	2,25	2,25	1,75
P/E	9,44	8,17	7,26	6,63	7,95
Price / Booked equity capital	1,04	0,88	0,75	0,94	0,99

# **Key figures**

### **Last three years**

	31.12.17	31.12.16	31.12.15
CET 1 ratio	14,9 %	14,9 %	13,6 %
Core capital ratio	16,9 %	17,0 %	15,6 %
Capital adequacy	19,0 %	19,4 %	18,3 %
Leverage ratio	7,2 %	7,4 %	6,7 %
Growth in loans (incl.Boligkreditt and Næringskreditt)	8,2 %	8,0 %	5,8 %
Growth in deposits	13,9 %	4,8 %	5,6 %
Deposit-to-loan ratio	68,2 %	65,6 %	68,2 %
RM share loans	66,3 %	65,0 %	63,4 %
Cost-income ratio	47,5 %	44,5 %	49,8 %
Return of equity	11,5 %	11,3 %	10,7 %
Impairment losses ratio	0,23 %	0,39 %	0,14 %