

# Third quarter 2025

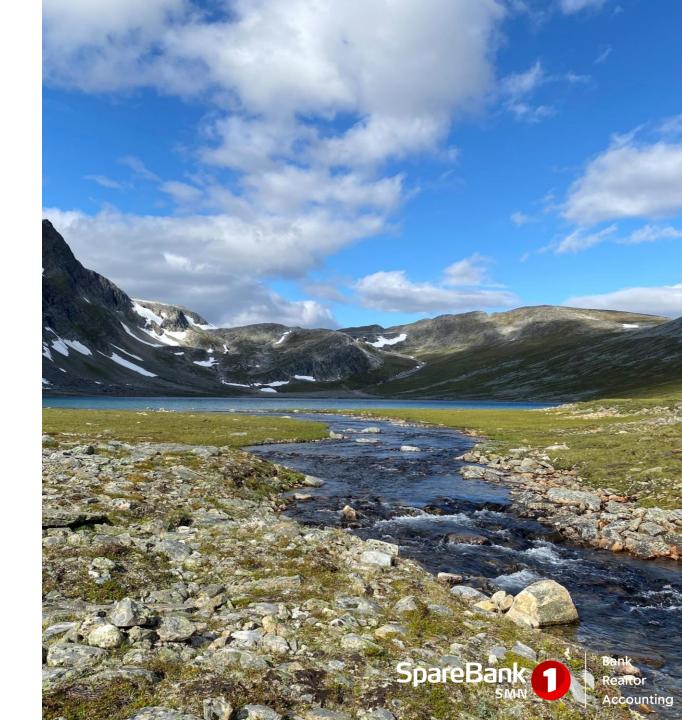
29. October 2025

Trond Søraas CFO

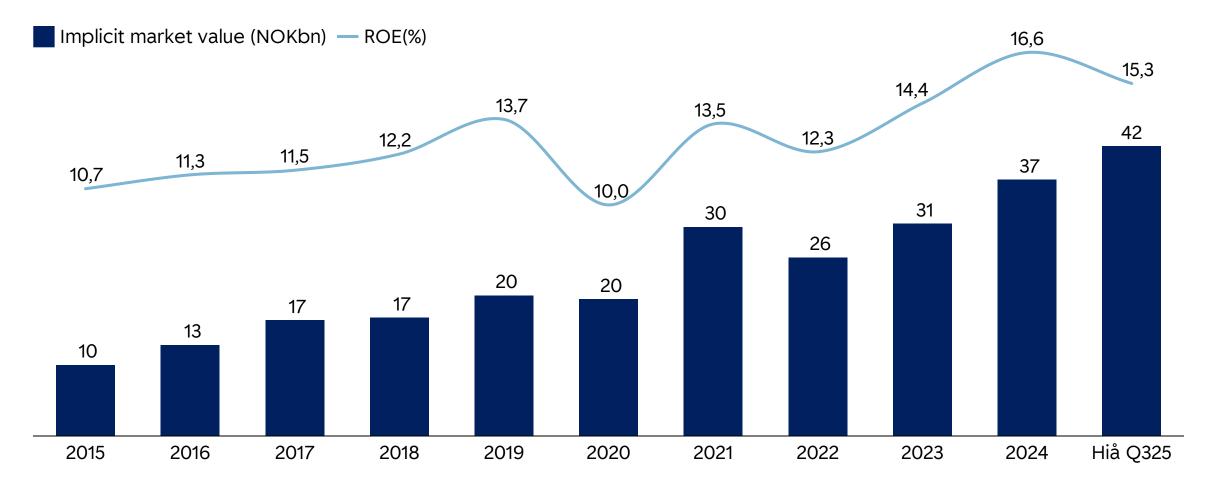


# Q3 2025 Profitable and solid

- Return on equity of 15.9% in Q3 and 15.3% YTD
- High activity levels in banking and realtor accountancy reflects normal seasonal variations
- Strong contributions from ownership interests solid insurance results and a gain of NOK 42 million related to the establishment of SB1 Markets
- Low loan losses, strong credit quality and solid capitalization provide room for growth and dividend capacity
- The leading financial group in Mid-Norway
  Offering a comprehensive range of financial services,
  digital solutions and local presence



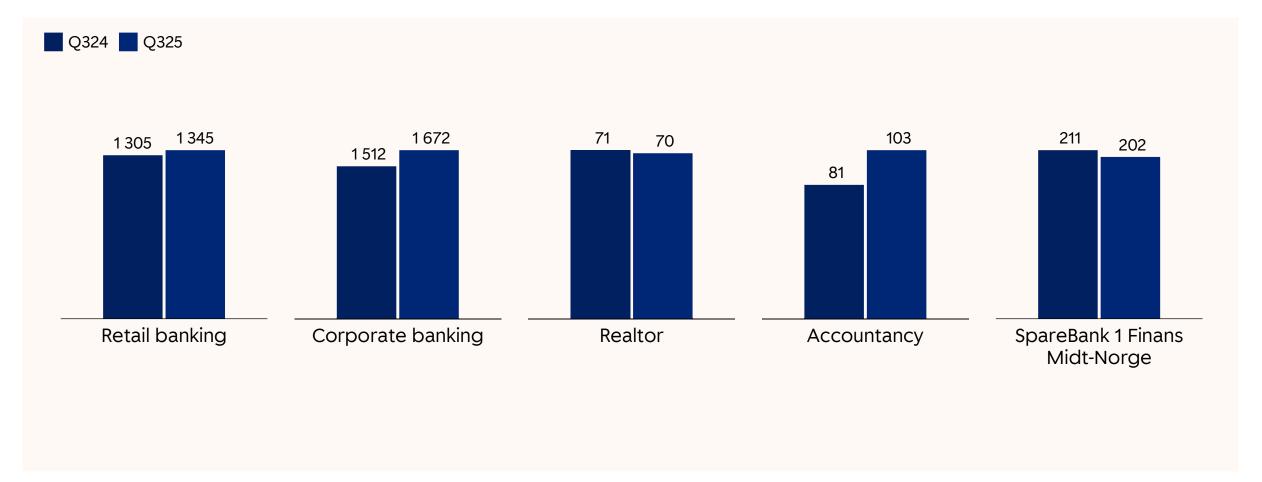
### High value creation over time





### Solid profitability growth across all business segments

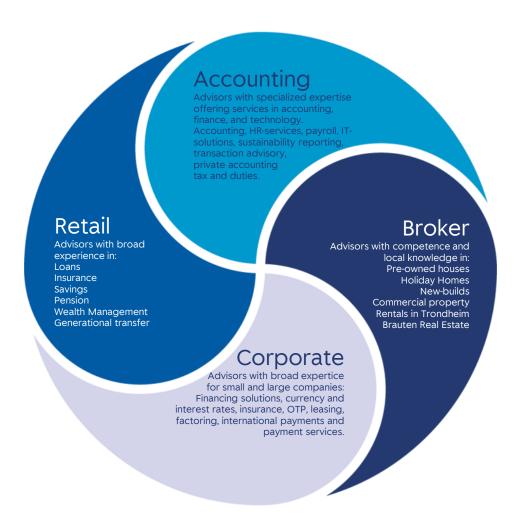
Pre-tax profit year-to-date (mill NOK)





### Our most profitable synergy is providing financing

- We have one customer not four. By working across units, we create added value for both customers and the group
- Synergies flow in all directions, but the greatest impact comes when we offer financing to more customers
- When a customer moves from accounting to banking, our profit increased by more than 500%
- When a customer chooses SMN for a mortgage after meeting a broker, the value of the customer relationship increases by more than 200% in the first year – and we establish a relationship that creates lasting value





### One SMN – the strategy is to be further refined



The foundation remains firm

We aim to be an independent regional bank with strong rooths in Central Norway

Our strategy builds on our identity

Valuable human interactions combined with leading digital solutions

Key development areas



**Finance centres**World-class customer experiences



Mobile banking

The customer's first choice – simple fast an

The customer's first choice – simple, fast, and relevant



**Artificial Intelligence** 

Simplifying and improving for customers and employees



**SpareBank 1 Alliance**Added value through collaboration



### Opening the doors for customers in Nordmøre region

Opening of finance centre in Kristiansund





All services under one roof

- Advice for individuals at all stages of life
- Buying and selling private homes, holiday properties, and commercial real estate
- Comprehensive business advisory services for both banking and accounting
- Support schemes for clubs and associations

Cultural events







### Strong presence in Trondheim

#### Close and accessible with three finance centres

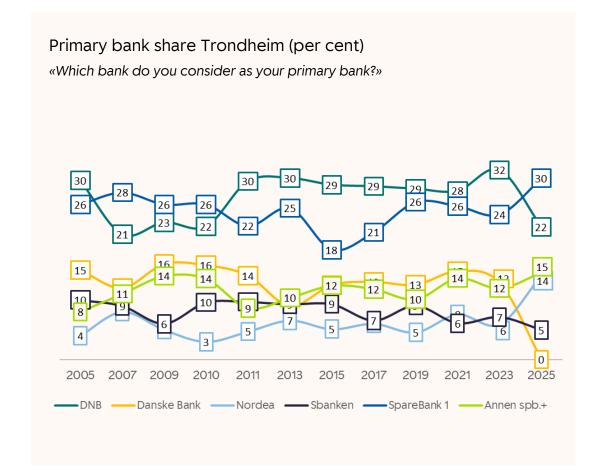


City centre / Søndre gate



Heimdal / Blomkvartalet

#### Strengthened market position



Source: Kantar Position survey retail market 2025



### Going Nordic with SB1 Markets

Finans

#### Nytt meglerhus klart etter masserekruttering: – Har ikke vært aggressive med bonuser

STOCKHOLM: Det «nye» SB1 Markets har et mål om å bli like store i Sverige som i Norge. Av de 20 nye analytikerne måtte flere kjøpes fri med penger.



Toppsjef Stein Husby (foran) er på plass i Stockholm den første dagen for SB1 Markets. Bak fra venstre er ny aksjesjef Johan Roth, rekruttert fra Nordea Markets, i samtale med ny Stockholm-sjef Thomas Eriksson. (Foto: Øyvind Elvsborg)

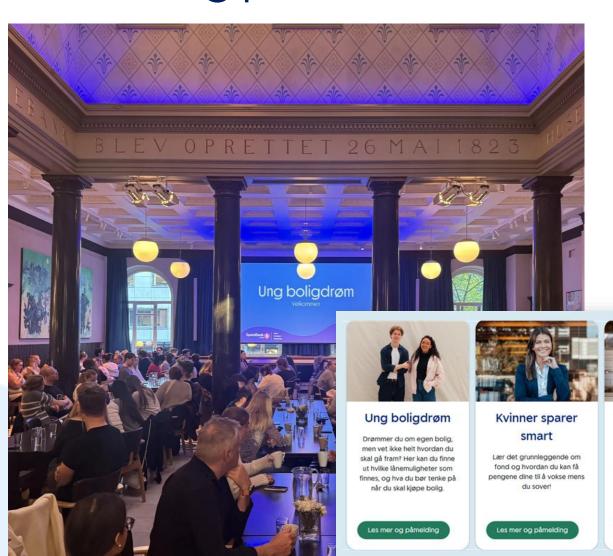
Kilde: DN, 1. september 2025

# SB Markets

- Strategic partnership with Swedbank
- Goal: establish a leading Nordic investment bank
- Stockholm office opened on September 1, 2025
- Significant opportunities for cross-selling between banking and capital markets
- Strenghtened expertise also boosts operations in Norway
- Back-office operations consolidated in Norway for effiency



### The meeting place for all of Central Norway



### Valuable days

This autumn, we have hosted a series of gatherings across Central Norway. The goal has been to give customers better insight into their own finance through a broad program of expert sessions and social events





#### Fra hus til leilighet

Er tiden inne for å flytte fra huset til en enklere hverdag i ny leilighet? Hør mer om kjøp- og salgsprosess, finansiering og fordelene med å kjøpe nybygd leilighet.

Les mer og påmelding



#### Svindel

Forsøk på nettsvindel er noe flere av oss har opplevd og vil oppleve. Få innsikt i de ulike svindelmetodene og hvordan vi kan sammen kan forebygge svindel.

Les mer og påmelding



#### Fremtidsfullmakt

En fremtidsfullmakt sikrer at noen du stoler på sørger for dine interesser den dagen du ikke klarer det selv. Hør om hvorfor er det viktig med fremtidsfullmakt, og hvordan du gjør det.

Les mer og påmelding



og få innsikt i hvordan unngå

#### Fremtidsfullmakt Lag og forening og svindel Få verdifulle råd om hva du bør

kjenne til som styremedlem i for Dette er tema som opptar eksempel et sameie, idrettslag mange. Kom på foredrag og eller en barnehage. hør mer om hvordan du oppretter en fremtidsfullmakt,

Les mer og påmelding Les mer og påmelding



### Offer to purchase equity certificates for Executive Management



- The Board of Directors has resolved to offer the Group CEO and other members of the executive management team a one-time opportunity to purchase equity certificates in SpareBank 1 SMN
- Under the scheme, the Group CEO may acquire up to 30,000 equity certificates, while other members of the executive management team may aquire up to 15,000 equity certificates, at a 30% discount to the bank's acquisition cost
- SpareBank 1 SMN will purchase the required number of equity certificates in the market, which will subsequently be sold to the executive management team. Implementation of the scheme is subject to approval by the Financial Supervisory Authority of Norway (Finanstilsynet)
- The equity certificates will be subject to a lock-up period of three years from the date of acquisition





# Financial Information



# Q3 2025

### Year-to-date

15.9 % Return on equity

Lending growth 0.8%
Retail banking 1.3%
Corporate banking - 0.2%

15.3% Return on equity

NOK 1,171 mill
Profit after tax

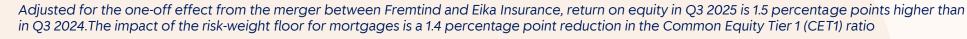
Deposit growth -0.3%
Retail banking -2.0%
Corporate banking 2.1%

NOK 3,305 mill Profit after tax

**17.8%** CET1-ratio

Operating margin subsidiaries

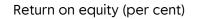
Regnskapshuset SMN -3.8% Eiendomsmegler 1 Midt-Norge 13.9% SB1 Finans Midt-Norge 12.2% (ROE) NOK 80 mill Loan losses

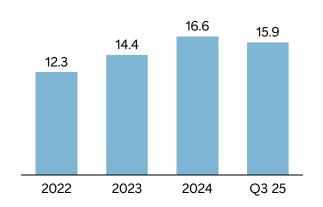




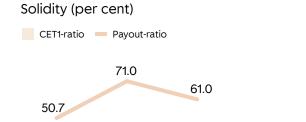
# Achieving financial targets

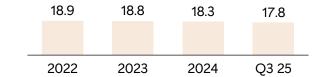


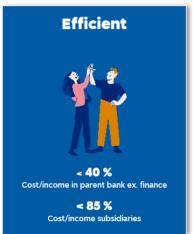




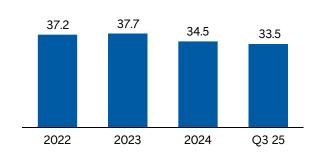




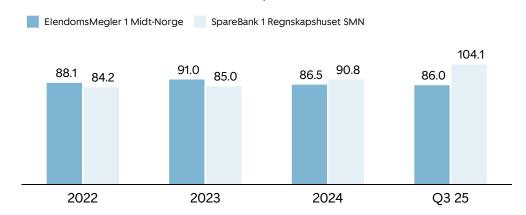




Cost/income bank ex. finance (per cent)



#### Cost/income subsidiaries ex. finance (per cent)

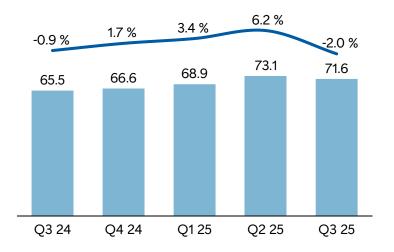




# Growth and margins in Retail Banking - quarterly

#### **Lending volume (NOKbn)** Lending volume (NOKbn) Quarterly growth 1.2 % 1.4 % 1.3 % 0.7 % 1.3 % 167.2 165.0 162.7 161.6 159.4 Q4 24 Q3 24 Q1 25 Q2 25 Q3 25





#### **Margins vs NIBOR3M**

- Lending margin
- Deposit margin



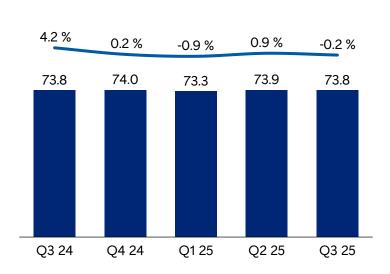


# Growth and margins in Corporate Banking - quarterly

#### **Lending volume (NOKbn)**

Lending volume (NOKbn)

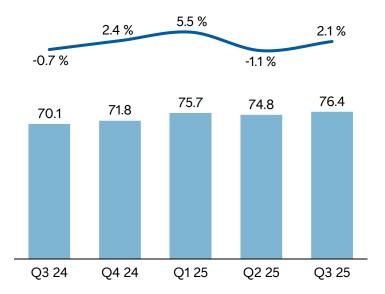
— Quarterly growth



#### **Deposit volume (NOKbn)**

Deposit volume (NOKbn)

— Quarterly growth



#### **Margins vs NIBOR3M**

Lending margin

Deposit margin

- - Deposit margin ex. public sector



0.71	0.68	0.79	0.87	0.94
0.47	0.45	0.44	0.45	0.43
Q3 24	Q4 24	Q1 25	Q2 25	Q3 25



# Results

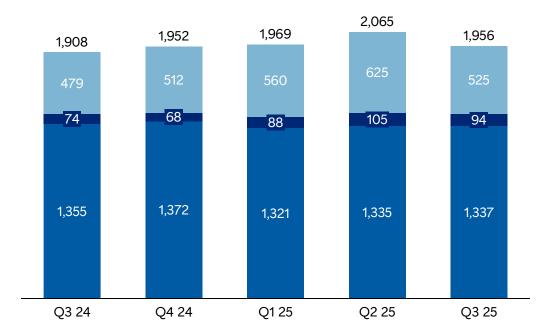
NOK mill	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	Change from Q3 24
Net interest income	1.337	1.335	1.321	1.372	1.355	2	-18
Commission income and other income	619	730	648	580	553	-110	67
Operating Income	1.956	2.065	1.969	1.953	1.908	-109	48
Total operating expenses	833	917	859	901	810	-84	24
Pre-loss result of core business	1.123	1.148	1.111	1.052	1.098	-25	25
Losses on loans and guarantees	27	32	21	30	75	-4	-48
Post-loss result of core business	1.096	1.116	1.090	1.022	1.023	-21	73
Related companies	278	271	191	227	685	8	-406
Securities, foreign currency and derivates	75	19	-12	56	-14	56	89
Result before tax	1.448	1.405	1.269	1.305	1.693	43	-245
Tax	275	270	262	253	252	5	23
Result investment held for sale	-2	-5	-3	-1	0	3	-2
Net profit	1.171	1.131	1.004	1.052	1.441	41	-270
Return on equity	15,9 %	16,2 %	14,0 %	14,4 %	21,0 %	-0,3 %	-5,1 %



### Income

#### Net interest income and other income (NOKm)

- Commission income
- Bolig- og Næringskred.
- Net interest income



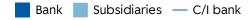
#### **Commission income**

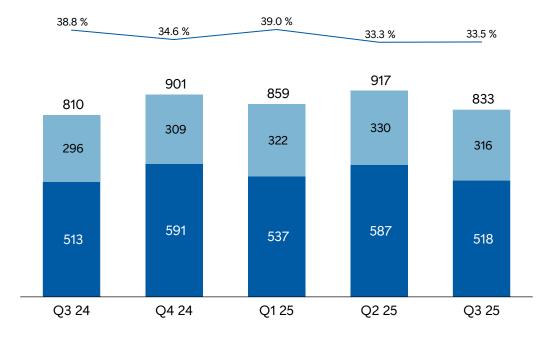
NOK mill	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	Change from Q3 24
Payment transmission income	87	80	80	107	79	7	8
Credit cards	11	9	13	18	18	2	-7
Commissions savings and asset mgmt	13	17	12	13	13	-4	0
Commissions insurance	80	76	71	69	67	4	13
Guarantee commissions	16	21	17	17	16	-5	0
Estate agency	148	173	125	112	127	-25	21
Accountancy services	152	232	225	160	145	-80	7
Other commissions	18	18	18	16	13	0	5
Commissions ex. Bolig/Næringskredit	525	625	560	512	479	-100	46
Commissions Boligkreditt (cov. bonds)	91	101	84	65	71	-10	20
Commissions Næringskred. (cov. bonds)	3	4	4	3	3	-1	0
Total commission income	619	730	648	580	553	-111	66



### Costs

#### **Total operating expenses per quarter (NOKm)**





#### **Costs per category**

- Cost reduction from Q2 mainly driven by accrual for incurred costs to Tietoevry for the period 2023 through Q2 2025, amounting to NOK 47 million, in Q2 2025
- Compared to Q3 2024 the group costs have increased by 2.9 per cent
- Adjusted for the aforementioned accrual we expect moderate cost growth in 2025

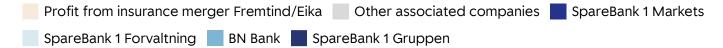
Mill kr	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	Change from Q3 24
Staff costs	521	526	532	516	498	-5	23
IT costs	104	161	109	83	108	-57	-4
Marketing	23	24	25	30	23	-1	1
Ordinary depreciation	47	47	46	48	44	0	3
Op.ex., real estate properties	15	11	16	10	14	3	0
Purchased services	67	74	64	98	61	-7	6
Other operating expense	57	74	67	116	62	-18	-6
Total operating expenses	833	917	859	901	810	-84	24

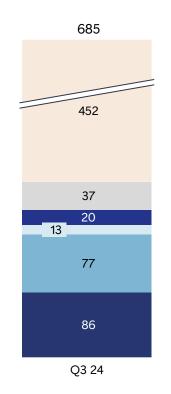


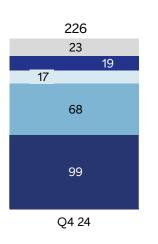
# Broad product range and a diversified income platform

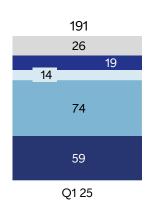
#### **Ownership interests**

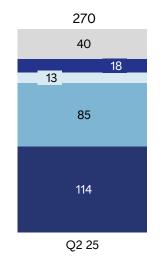
Profit after tax (NOKm)

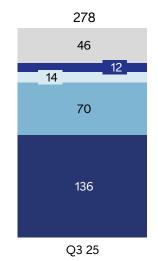








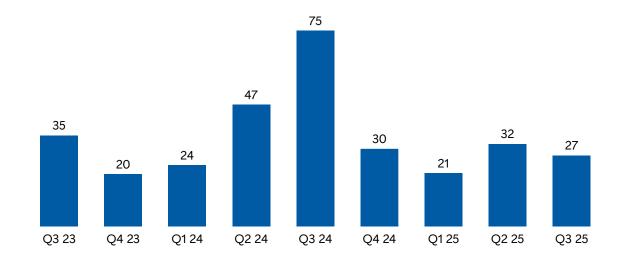






### Losses

#### **Loan losses (NOKm)**



#### - Loan losses in per cent of lending (annualised)



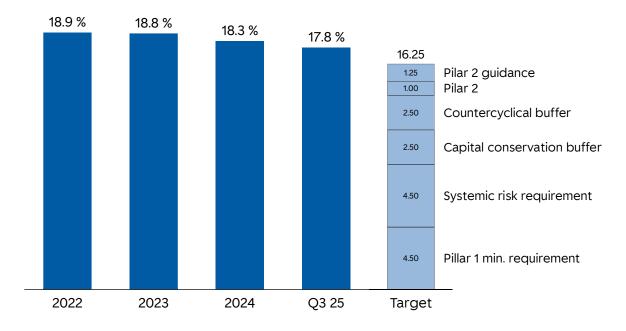
#### Distribution of losses in the quarter (NOKm)

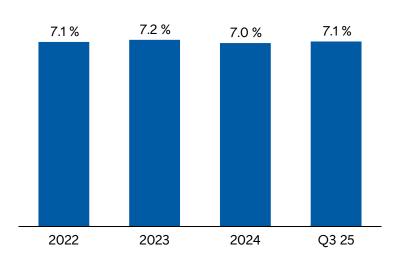




# Solidity

CET 1 Leverage ratio





The groups' pillar 2 requirement is 1,7 percentage points, whereby 1,0 pp. must be covered by CET1-capital. The bank is subject to a provisional add-on of 0.7 per cent to its Pillar 2 requirement. Until the application for adjustment of IRB models has been processed the CET1 requirement is 16.95%





### MING – an attractive investment

Profitable, solid and with a shareholder-friendly dividend policy

**Market leader in Central Norway** 

High share of commission income from subsidiaries and product companies

Significant value from ownership within and outside the SpareBank 1 Alliance

Well-positioned for structural changes

Visible and engaged community builder with a strong brand



### Disclaimer

This presentation contains certain forward-looking statements relating to the business, financial performance and results of SpareBank 1 SMN and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions.

The forward-looking statements contained in this presentation, including assumptions, opinions and views of SpareBank 1 SMN, or cited from third party sources, are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. Important factors that may cause such a difference for SpareBank 1 SMN are but not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange rate levels.

SpareBank 1 SMN do not provide any assurance that the assumptions underlying such forward-looking statements are free from errors and do not accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted developments. SpareBank 1 SMN assumes no obligation, except as required by law, to update any forward-looking statements or to conform these forward-looking statements to our actual results.





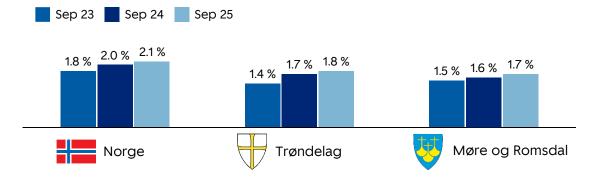
# Appendix



### Macro in Mid-Norway

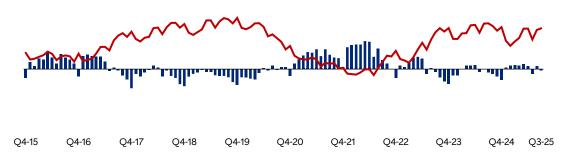
#### **Unemployment**

Wholly unemployed as a percentage of the labor force



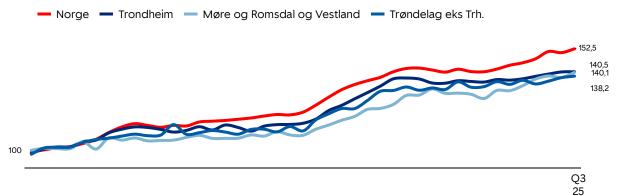
#### **Housing market dynamics Mid-Norway**

Percentage difference in listing/selling price — Unsold properties

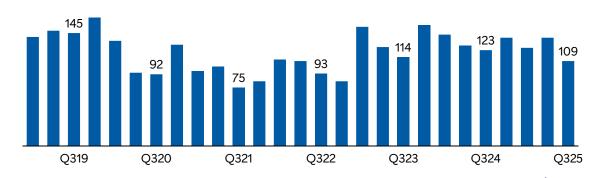


#### **Development in housing prices**

Seasonally adjusted prices



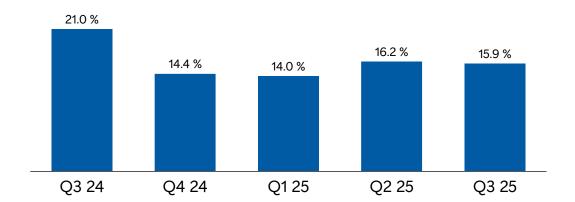
#### Number of bankruptcies in Trøndelag, Møre & Romsdal



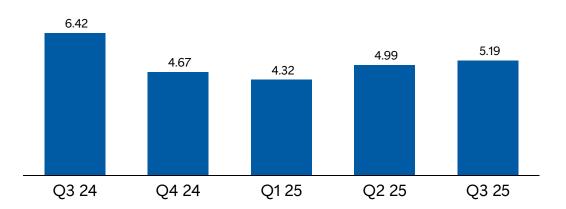


### Profitable and solid

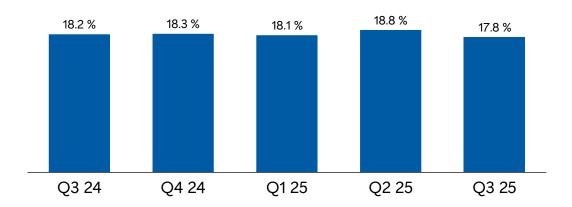
#### **Return on equity**



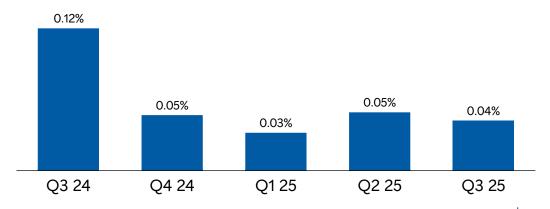
#### **Result per ECC**



#### **CET1** ratio



#### Loan losses in per cent of total lending





# Diversified deposit portfolio

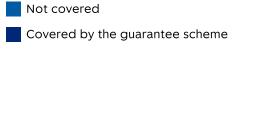
#### **Deposits by sector (NOKbn)**

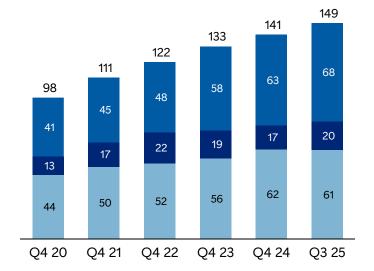
Wage earners

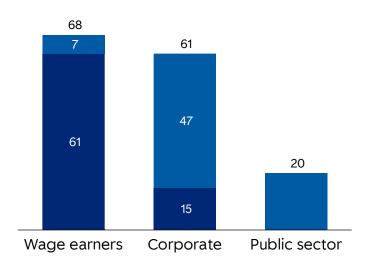
Public sector

Corporate



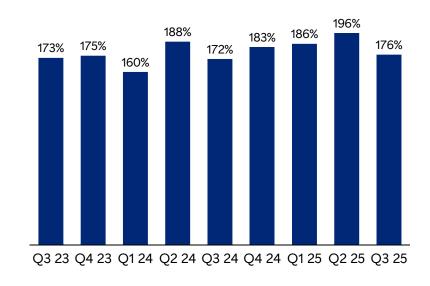






Public sector deposits are not covered by the guarantee scheme, but are mostly bound by contractual obligations

#### **Liquidity Coverage Ratio** (LCR)

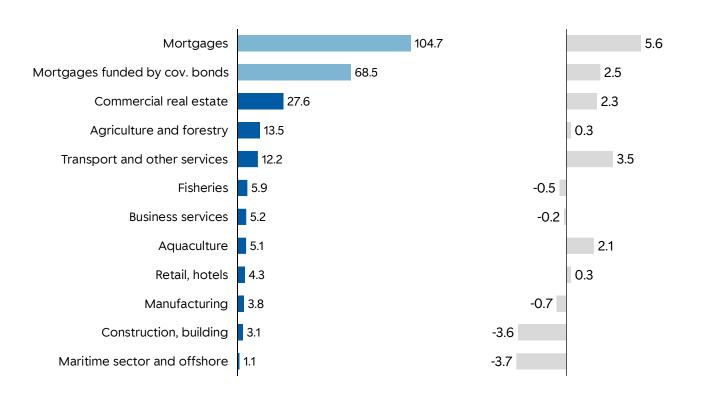


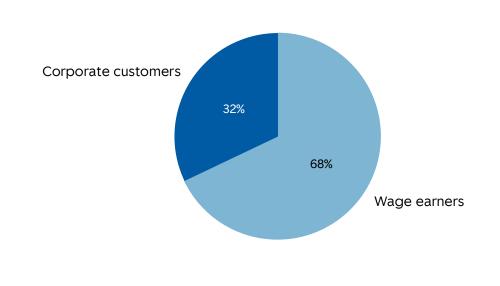


### Well diversified lending portfolio dominated by mortgages

#### Loans per sector

as at 30. September 2025 and change last 12 months (NOKbn)

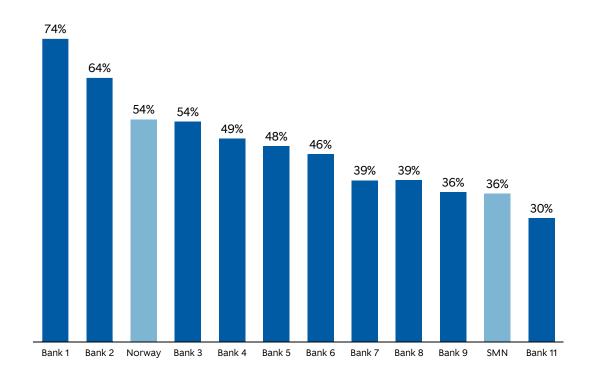






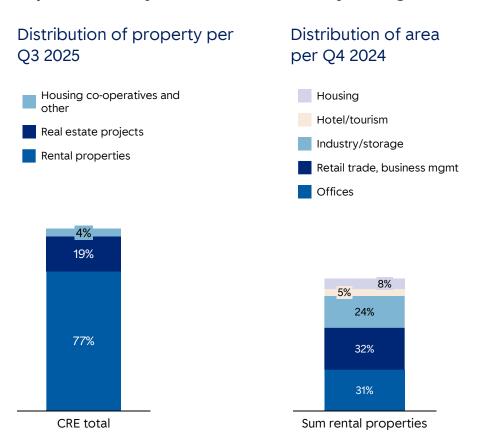
### Commercial property, construction, building

### Share of commercial real estate exposure in the corporate lending book\*



<sup>\*</sup>Gross lending to commercial real estate as a share of corporate lending.. National data from SSB. Data for individual banks are based on reported numbers as at Q2 2025

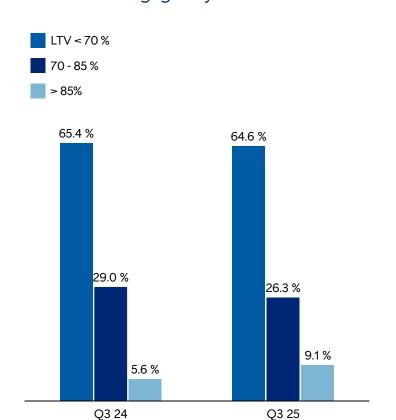
### Rental properties make up 77 per cent of the banks CRE exposure, mainly to retail trade, industry/storage and offices



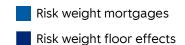


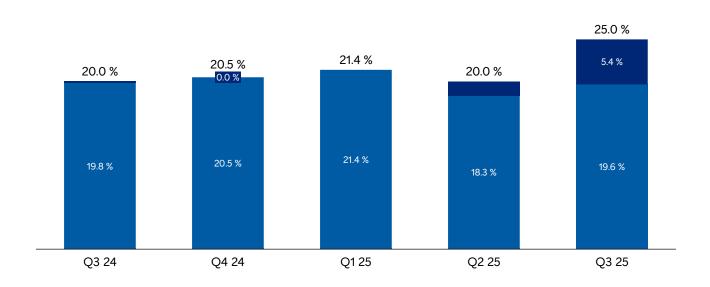
### Robust mortgage portfolio

### **Loan-to-value ratio in the mortgage portfolio**Share of mortgages by LTV



#### Risk weight mortgages



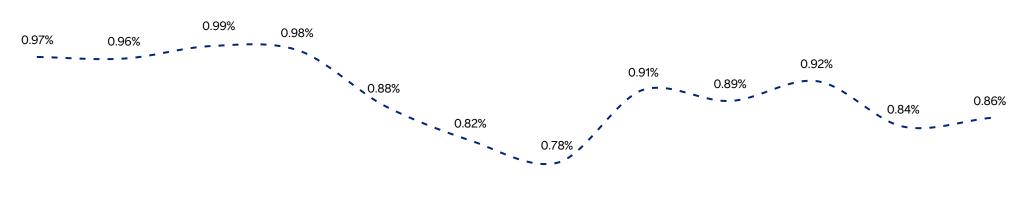


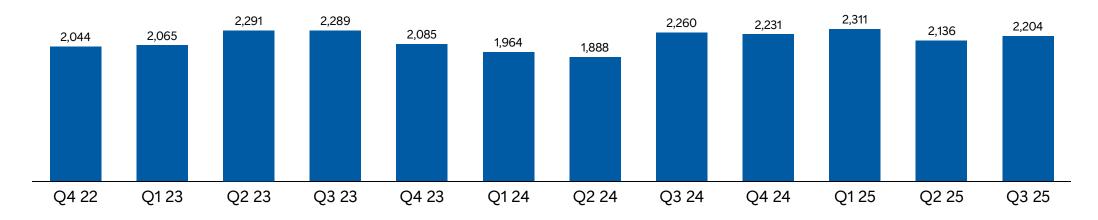


### Problem loans

Lending to customers in stage 3

- % of gross lending







# **Subsidiaries**

NOK mill, SMN's share in parentheses	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	_
EiendomsMegler 1 Midt-Norge (92.4%)	21	42	8	-1	8	-21	13
SpareBank 1 Regnskapshuset SMN (93.3%)	-7	57	52	-3	-7	-64	0
SpareBank 1 Finans Midt-Norge (64.8%)	66	68	69	87	68	-2	-2
SpareBank 1 SMN Invest (100%)	0	26	4	27	-12	-26	12
Other companies	3	5	5	6	3	-2	0
Sum subsidiaries	84	197	138	117	60	-114	24



# Product companies

NOK mill, SMN's share in parentheses	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	Change from Q3 24
SpareBank 1 Gruppen (19.5%)	136	114	59	99	86	22	50
Gain from merger between Fremtind/Eika					452		-452
SpareBank 1 Boligkreditt (22,2%)	41	16	24	23	37	25	4
SpareBank 1 Næringskreditt (12.7%)	2	3	3	4	3	-1	-1
BN Bank (35.0%)	70	85	74	68	77	-15	-7
SB1 Markets (31,9%)	12	18	19	19	20	-6	-8
Kredittbanken (15.1%)	3	3	-1	-5	-3	<b>-</b> O	6
SpareBank 1 Betaling (20.9%)	2	-7	-4	-4	-1	9	3
SpareBank 1 Forvaltning (21.5%)	14	13	14	17	13	1	1
Other companies	-1	25	4	4	1	-27	-2
Sum associated companies	278	270	191	226	685	8	-407



# Return on financial investments

NOK mill	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Change from Q2 25	Change from Q3 24
Net gain/(loss) on stocks	42	23	25	44	-1	19	43
Net gain/(loss) on financial instruments	26	-3	-39	-47	-45	29	71
Net gain/(loss) on forex	6	-5	-2	42	24	11	-19
Net return on financial instruments	73	14	-17	40	-22	59	95



# Equity certificate, key figures

Key figures	Q3 2025	2024	2023	2022	2021
ECC ratio	66,8 %	66,8 %	66,8 %	64,0 %	64,0 %
Total issued ECCs (mill)	144,19	144,21	144,20	129,29	129,39
ECC price	193,66	171,32	141,80	127,40	149,00
Market value (NOKm)	27.923	24.706	20.448	16.471	19.279
Booked equity capital per ECC	131,03	128,09	120,48	109,86	103,48
Post-tax earnings per ECC, in NOK	14,49	20,10	16,88	12,82	13,31
Dividend per ECC	-	12,50	12,00	6,50	7,50
P/E	10,00	8,32	8,40	9,94	11,19
Price / Booked equity capital	1,48	1,34	1,18	1,16	1,44



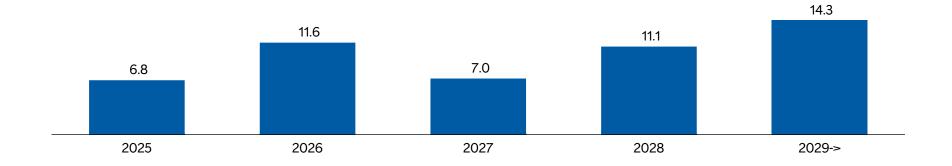
### Balance sheet

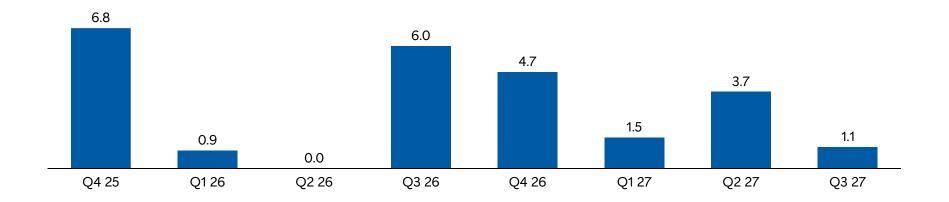
NOKbn	30.9.25	30.9.24
Cash and receivables from central banks	1,1	1,1
Deposits with and loans to credit institutions	10,3	8,1
Net loans to and receivables from customers	184,3	178,6
Fixed-income CDs and bonds	35,1	36,0
Derivatives	6,1	6,6
Shares, units and other equity interests	1,0	0,9
Investment in related companies	10,8	9,7
Investment held for sale	0,2	0,2
Intangible assets	1,2	1,2
Other assets	4,0	3,5
Total assets	<b>254,1</b>	246,0
Deposits from credit institutions	10,4	11,9
Deposits from and debt to customers	149,0	138,0
Debt created by issue of securities	35,7	37,8
Subordinated debt (SNP)	15,1	13,2
Derivatives	4,7	5,6
Other debt	5,5	6,9
Investment held for sale	0,0	0,0
Subordinated Ioan capital	2,8	2,9
Total equity ex Tier 1 Capital	29,0	27,6
Additional Tier 1 Capital	1,9	2,1
Total liabilities and equity	254,1	246,0



# Maturity structure SP, SNP. Final maturity

#### **NOKbn**







## Development in CET1 capital and capital adequacy

#### **CET1** ratio in per cent

