

Sparebanken Møre - the Group

25 April 2019

PRESENTATION

1^{ST.} QUARTER 2019

Runar Sandanger

EVP



Contents

- Introduction and highlights
- Results
- Deposits and Loans
- Liquidity and Capital
- Main targets



The largest bank in the county

Strong local presence



28

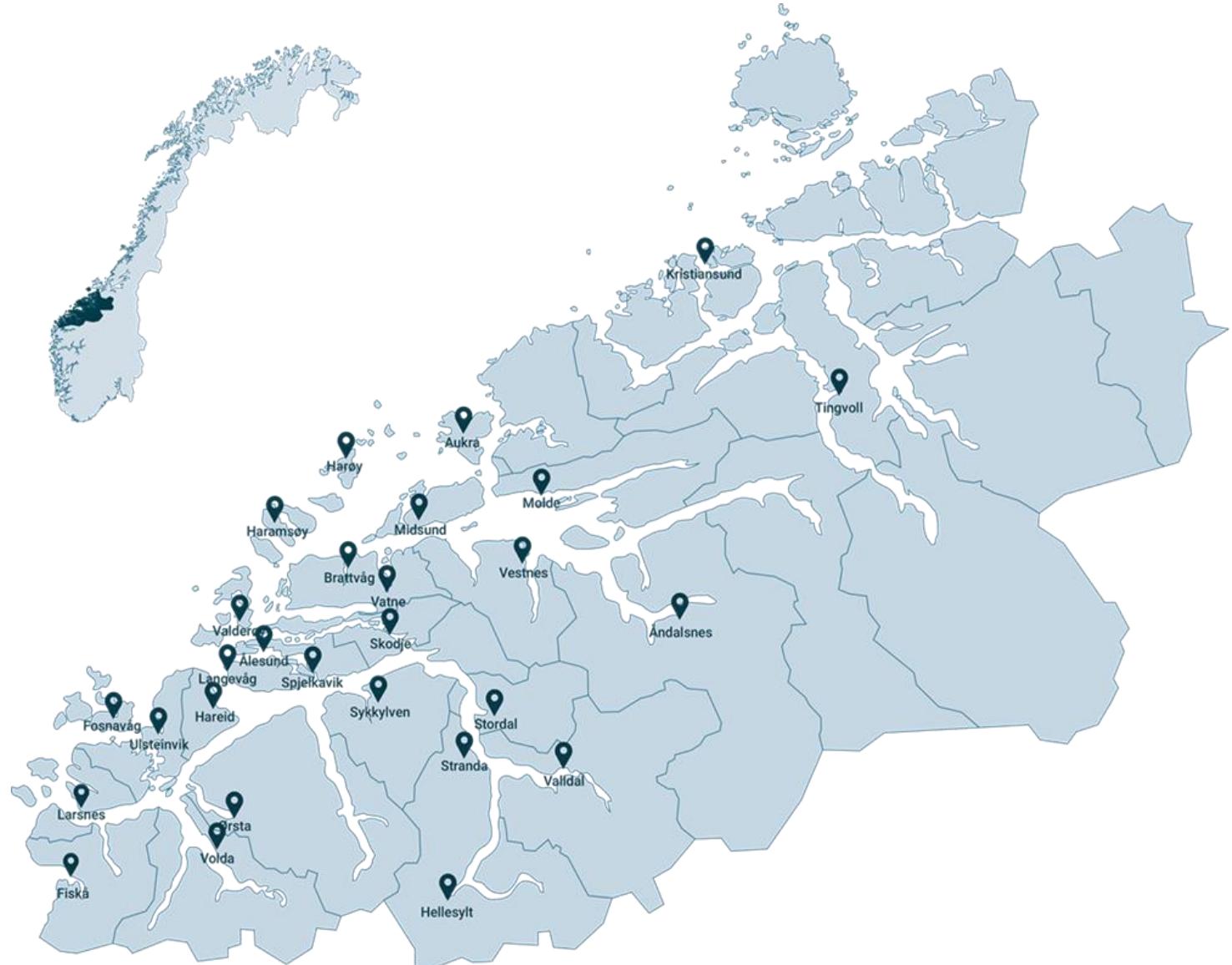
**BRANCH OFFICES IN
MØRE OG ROMSDAL**

356

MAN YEARS

71

**BILLION IN
TOTAL ASSETS**



Customer experience, added value and efficiency

High pace of digital development - exemplified

Update Custody Values

1,700
hours

Self Service Passwords

370
hours

Self Service Cards

440
hours

Free up time
for
advising

Concent-based Loan application

1,200
hours

CRM - processes

5,100
hours

Customer Profitability Model

1,400
hours



Annual effect

10,210 *man hours*

Highlights from Q1 2019

Positive development in key figures



Loan growth was 5.2 per cent over the last 12 months. Growth in deposits was 4.6 per cent



High and stable Net Interest Income: Growth in NOK compared to 2018



High efficiency: Cost/Income ratio at 41.2 per cent by quarter end – down 2.4 p.p. compared to first quarter last year



Low losses: Net NOK 13 million in losses on loan and guarantees



Strong liquidity and solidity: Deposit to Loan ratio at 57.2 per cent, LCR at 125 and CET1 at 15.9 per cent



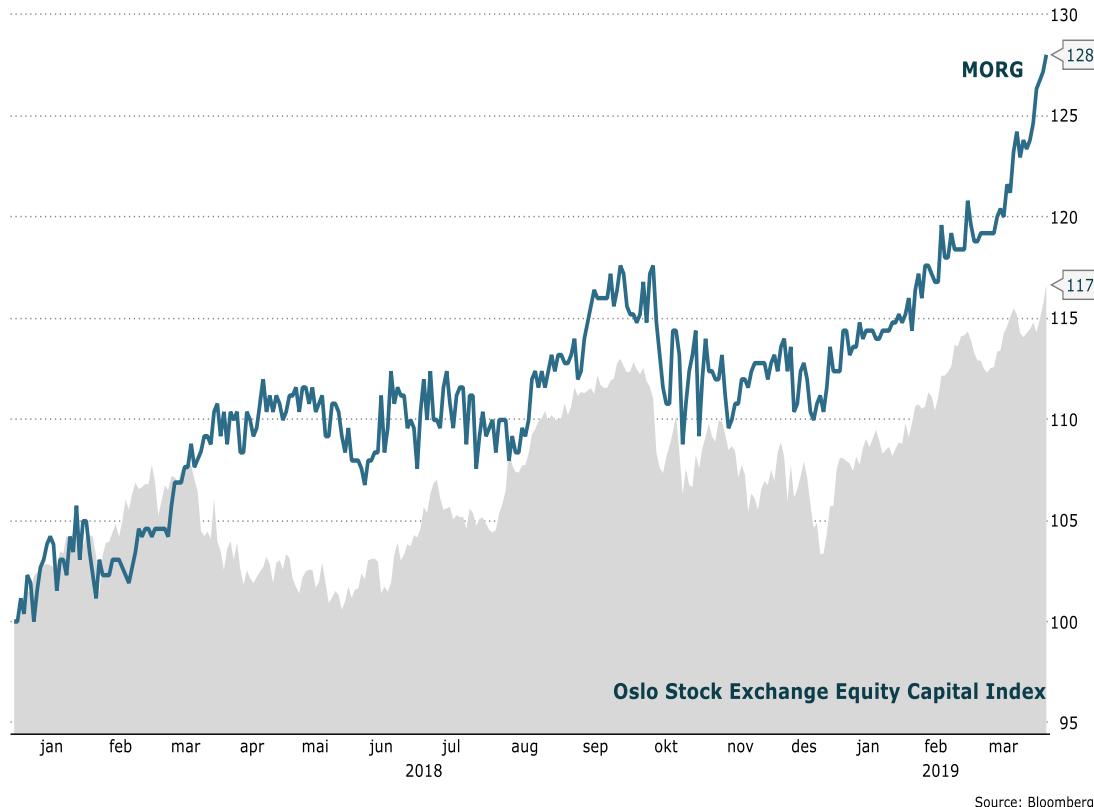
High return: Return on Equity ended at 11.0 per cent

MORG – strong capital and rating

Strong development at Oslo Stock Exchange



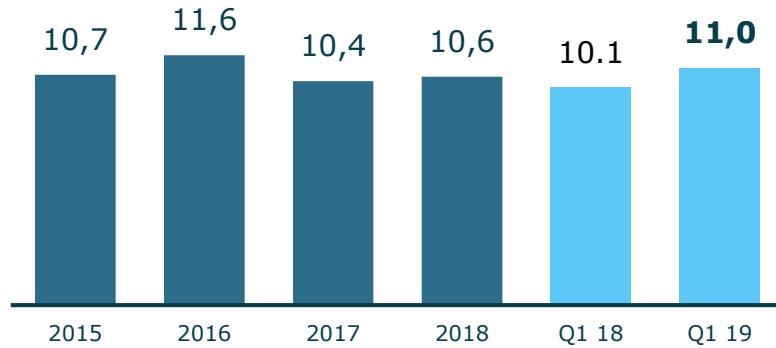
SPAREBANKEN MØRE



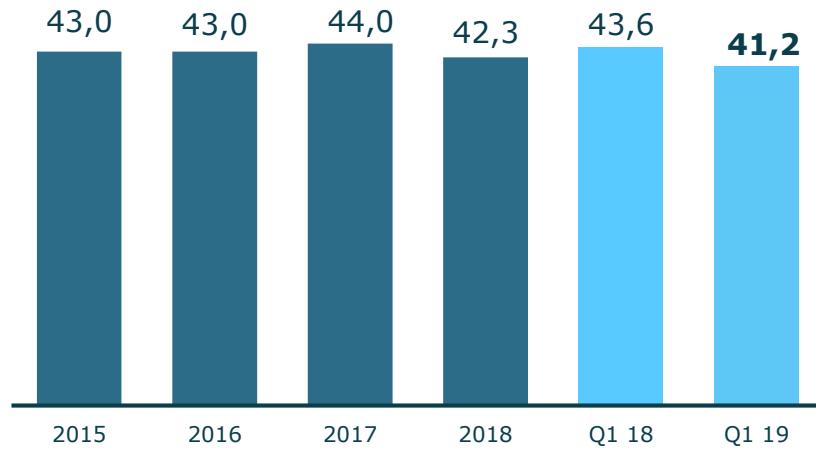
- The PCCs/ECs of Sparebanken Møre (MORG) have been listed at Oslo Stock Exchange since 1989
- With a MORG price of NOK 299 at the end of Q1 2019, the price to book ratio has improved from 0.93 to 1.01 during the first quarter
- The price of MORG rose by almost 13.6 per cent (Total return) during 2018, about 8 p.p. more than the equity certificate index
- The positive price development continued during Q1
- The CET1-ratio ended at 15.9 per cent by quarter end

- December 12 2018, Moody's confirmed the bank's A2- stable rating. Issuances from Møre Boligkreditt AS are rated Aaa
- In December 2018 the Financial Supervisory Authority decided to reduce the bank's Pillar 2 requirement from 1.8 to 1.7 per cent from 31 March 2019

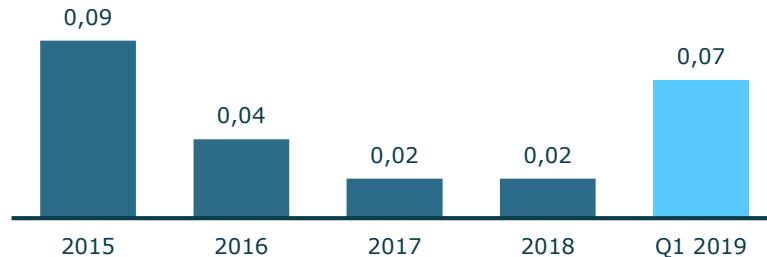
Return on Equity



Cost/Income



Losses on Loans and Guarantees

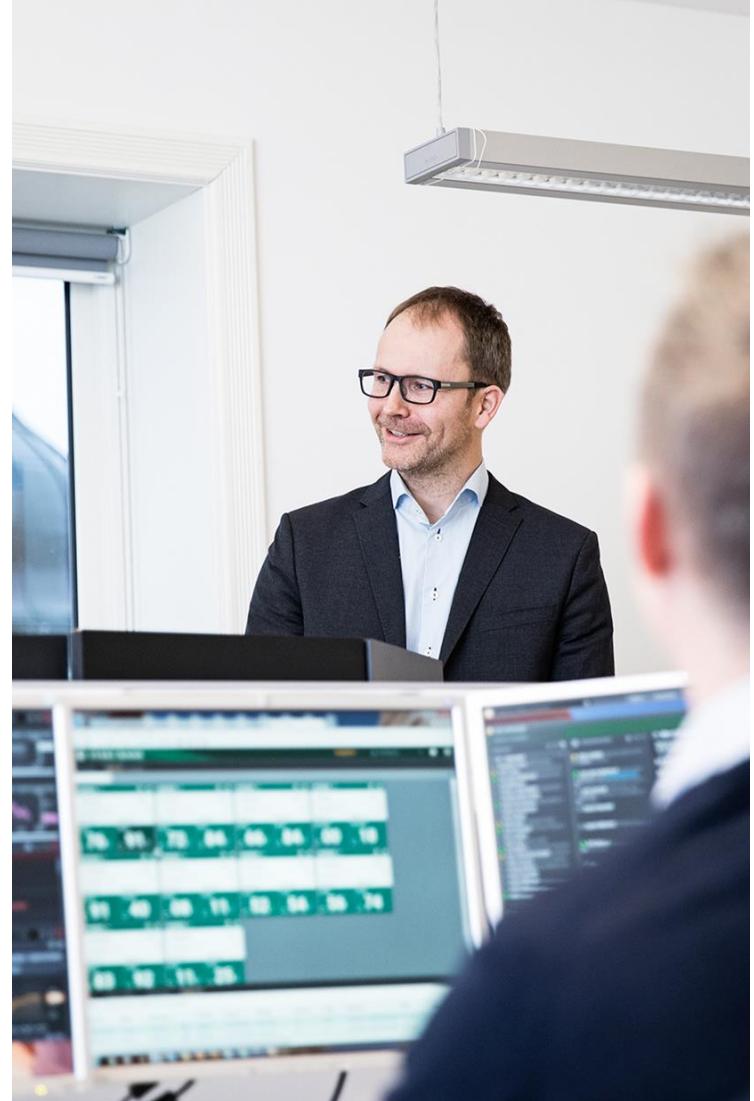


Common Equity Tier1 Capital (CET1)



Positive outlook

- Sparebanken Møre is very well capitalized and has a strong liquidity position by quarter end. The bank has a healthy financial structure, results have been strong and stable and losses have been at a low level for many years
- Production and demand remain at a high level in the county. The main reasons for this are
 - the interest rate level remains relatively low
 - a weak NOK
 - high level of activity in the public sector
 - continued growth in our export markets
 - Positive and stronger growth in oil investments has positive effects
- Furthermore, the activity level in the housing market is satisfactory. However, there is still uncertainty related to Brexit and the outcome of trade disputes between the United States and China



Results

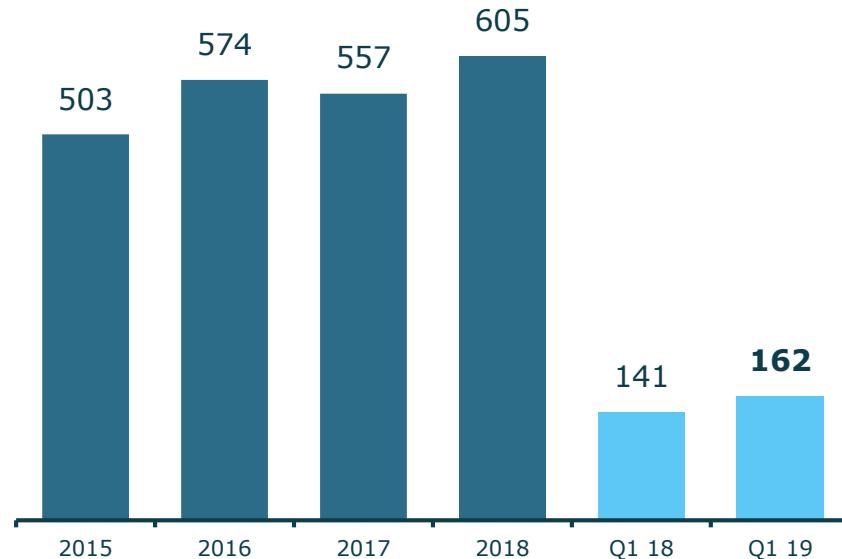


Good results

15 per cent improved result compared to Q1 2018

Profit after tax

- NOK million



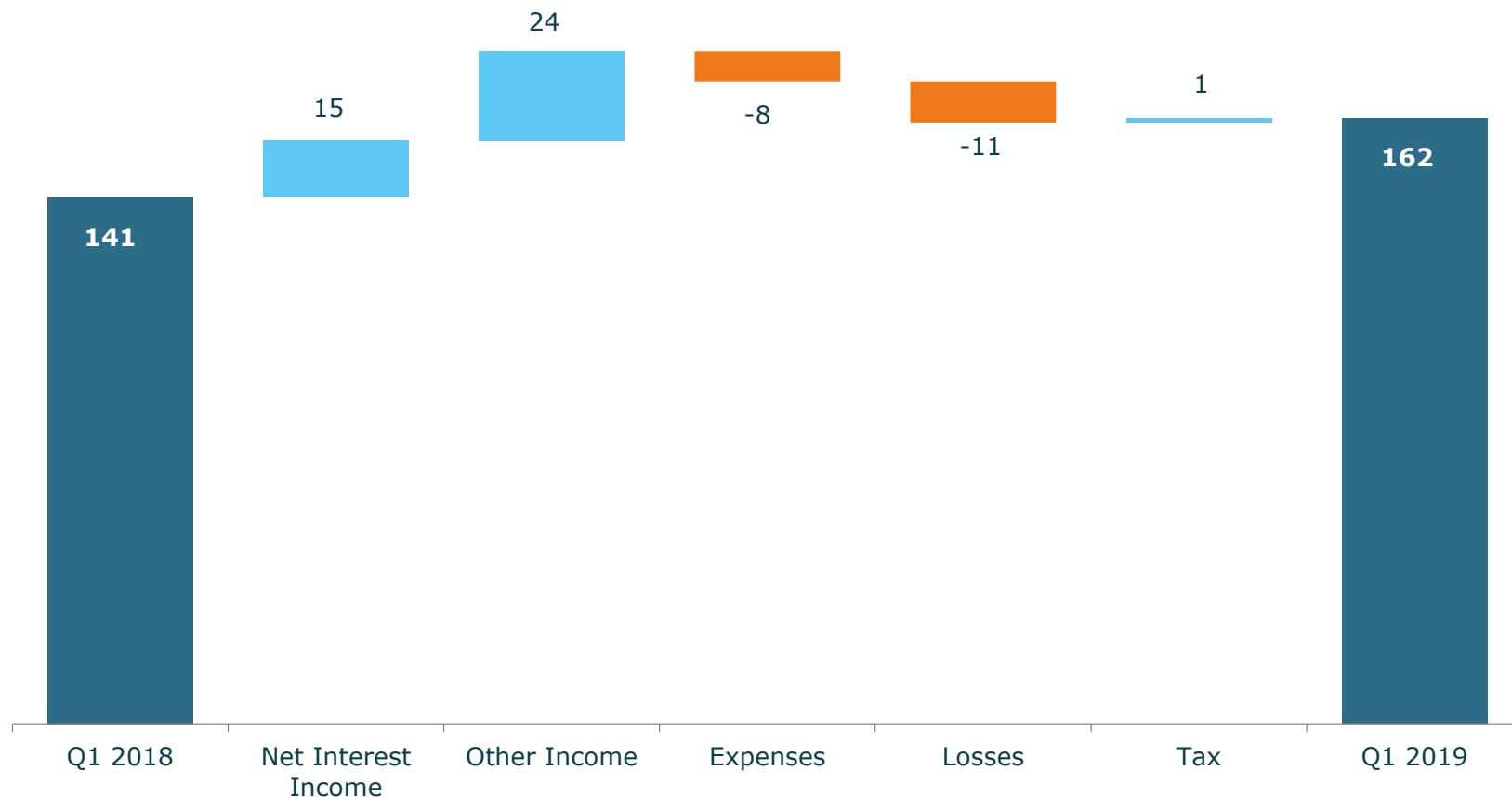
Return on Equity (ROE)

- in percent



Growth in income and low losses

Result in Q1 2019 compared to Q1 2018



Results

Main figures Q1 2019 and Q1 2018- The Group



SPAREBANKEN MØRE

Results (NOK million and %)	Q1 2019		Q1 2018		Changes	
	NOK	%	NOK	%	NOK	p.p.
Net Interest Income	304	1.69	289	1.73	15	-0.04
Net Income Financial Investments	16	0.09	5	0.02	11	0.07
Gains/losses liquidity portfolio	6	0.03	3	0.02	3	0.01
Gains/losses on shares	6	0.03	-2	0.02	8	0.01
Other Income	49	0.28	47	0.28	2	0.00
Total Other Income	77	0.43	53	0.32	24	0.11
Total Income	381	2.12	342	2.05	39	0.07
Personnel costs	85	0.47	84	0.50	1	-0.03
Other costs	72	0.40	65	0.39	7	0.01
Total operating costs	157	0.87	149	0.89	8	-0.02
Profit before losses	224	1.25	193	1.16	31	0.09
Losses on loans, guarantees etc	13	0.07	2	0.01	11	0.06
Pre tax profit	211	1.18	191	1.15	20	0.03
Taxes	49	0.26	50	0.29	-1	-0.03
Profit after tax	162	0.92	141	0.86	21	0.06

Balance sheet and key figures

	Q1 2019	Q1 2018	Changes	
Balance in NOK million	NOK	NOK	NOK	%
Total Assets	71,135	68,660	2,475	3.6
Loans to customers	61,270	58,247	3,023	5.2
Deposits from customers	35,066	33,539	1,527	4.6
Net Equity and Subordinated Loans	6,646	6,479	167	2.6

Key Figures	Q1 2019	Q1 2018	Changes p.p.
Return on Equity	11.0	10.1	0.9
Cost/Income Ratio	41.2	43.6	-2.4
Total Capital	19.4	18.6	0.6
Tier 1 Capital	17.3	16.6	0.8
CET1	15.9	15.1	0.7
Leverage Ratio	8.1	8.1	0.0
Profit per EC (NOK, the Group)	7.95	7.00	0.95
Profit per EC (NOK, the Bank)	14.10	12.00	

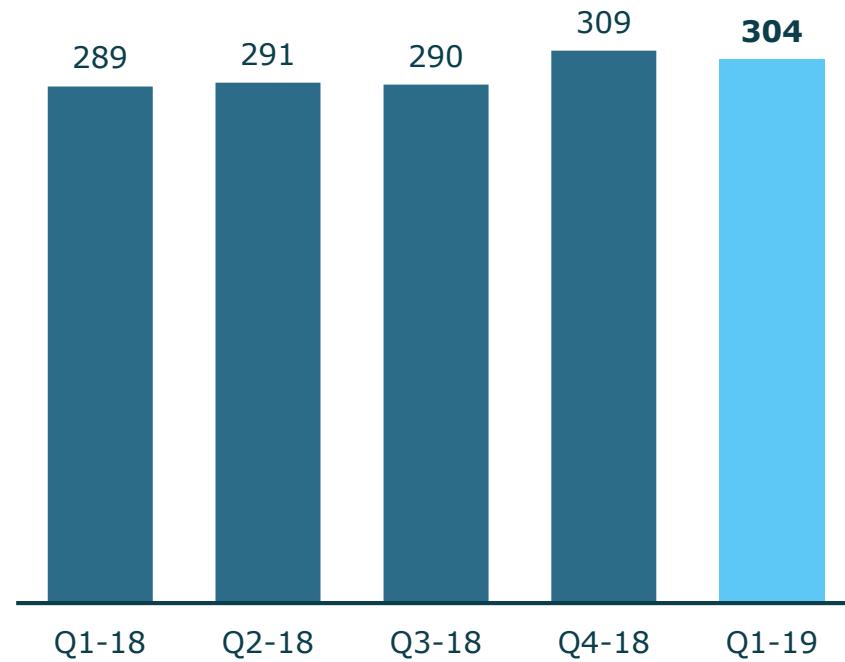
Quarterly development in Net Interest Income

Strong development



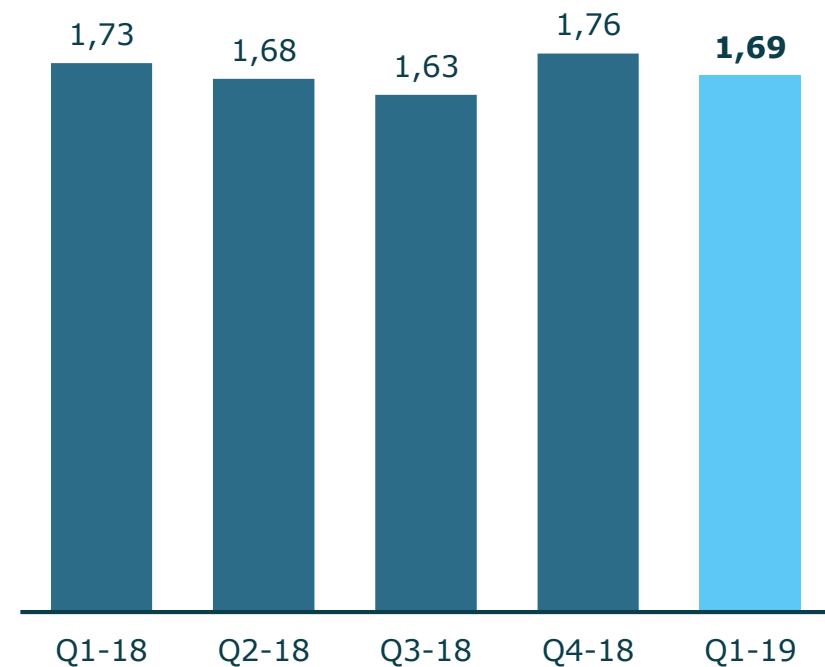
Net Interest Income

- NOK million



Net Interest Income

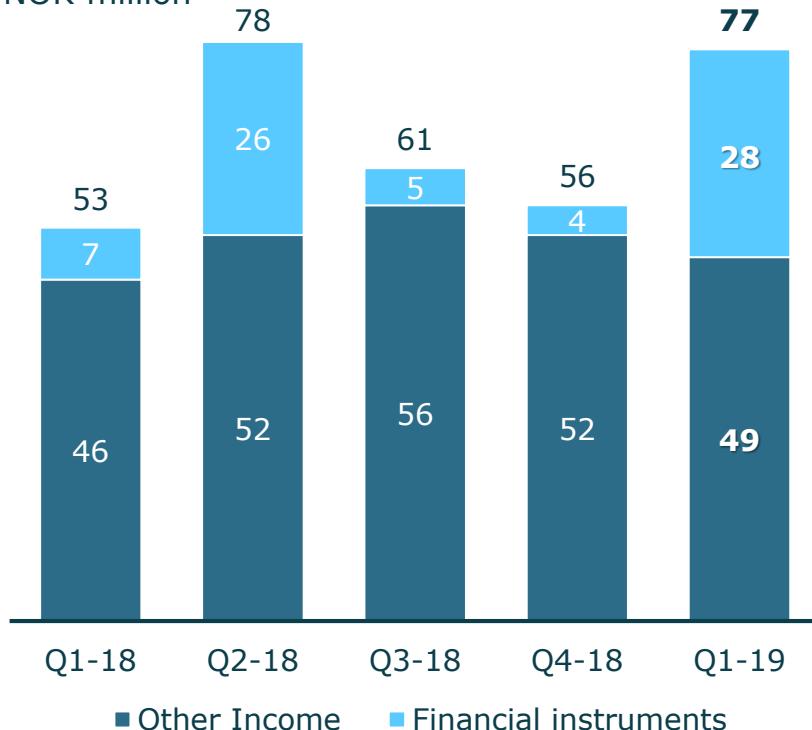
- % of Average Assets



Quarterly development in Other Income

Other Income

- NOK million



Other Income

- % of Average Assets



Gains on bonds and shares amounted to NOK 12 million in the quarter

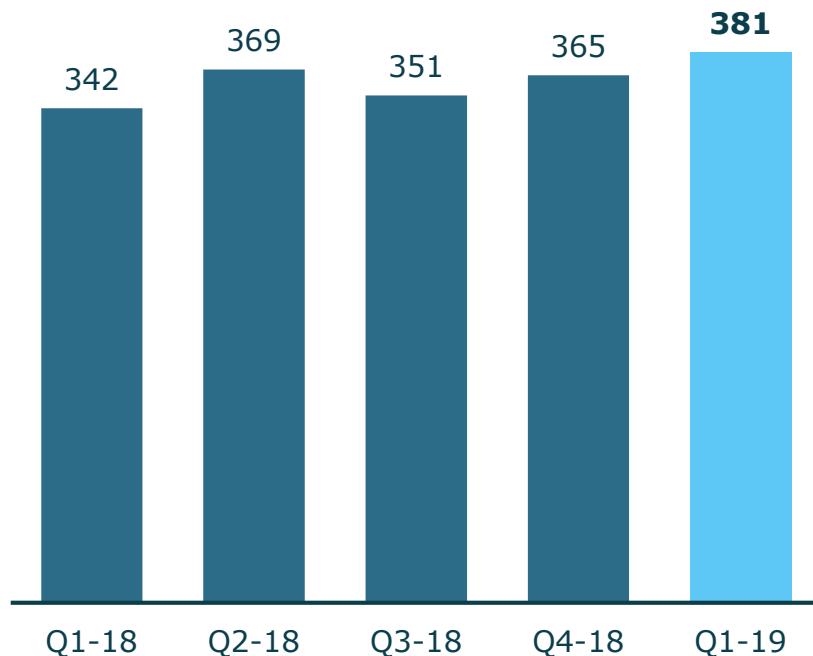
Total Income

11 per cent income growth compared to Q1 2018



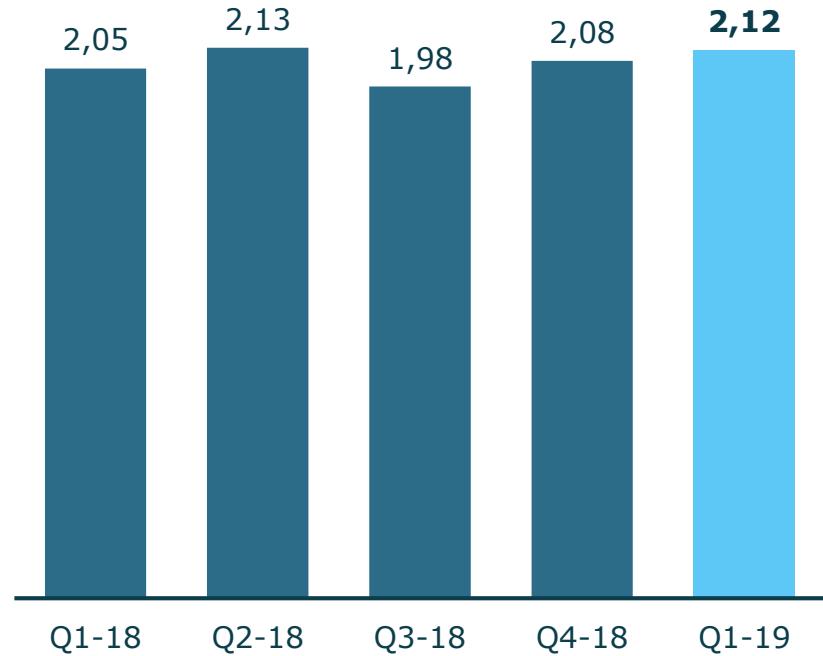
Total Income

- NOK million



Total Income

- % of Average Assets

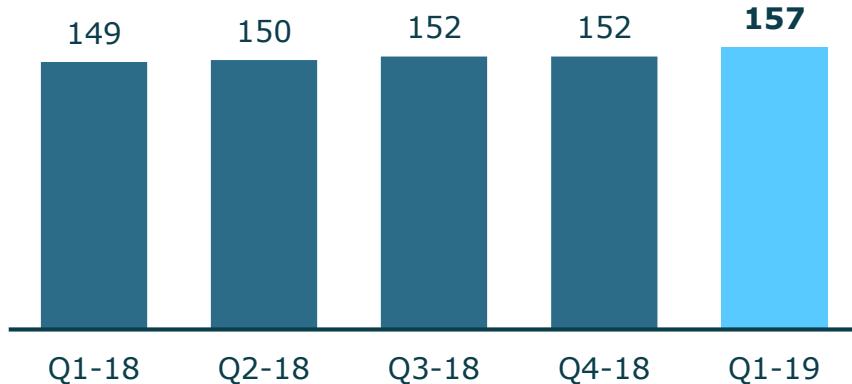


Strong cost control – improved efficiency

Positive development

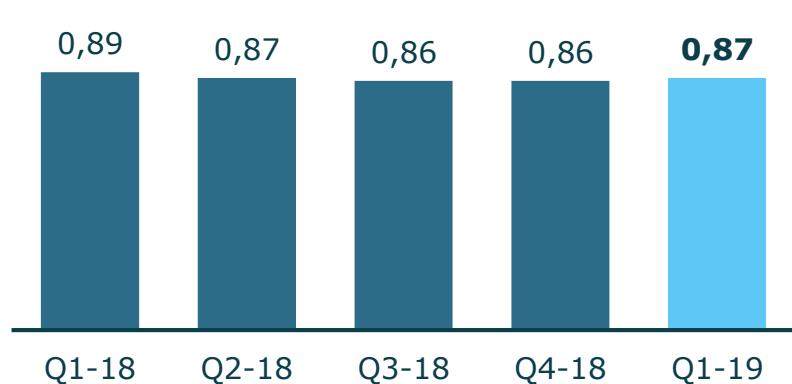
Operating Costs

- NOK million



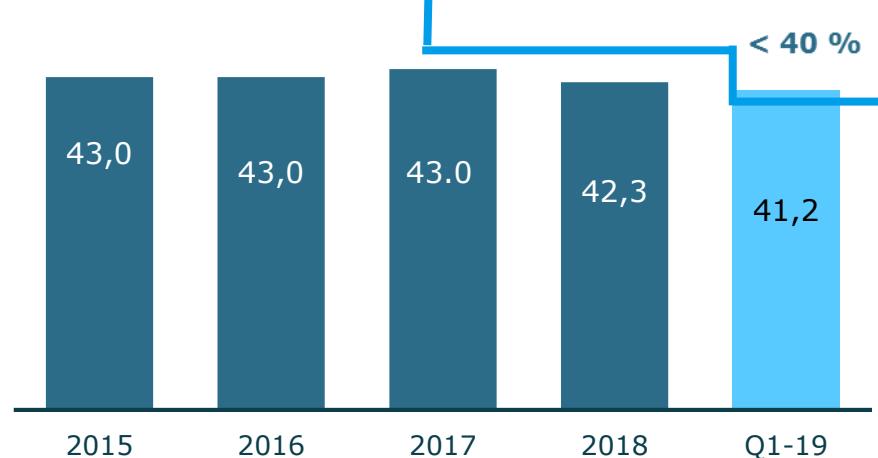
Operating Costs

- % of Average Assets



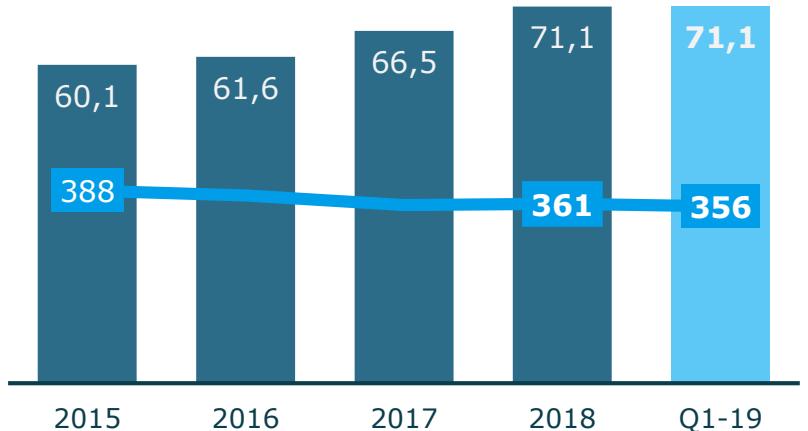
Cost/Income ratio

Target



Total Assets and Man Years

- Total Assets in NOK billion



Strong underwriting

Persistent low losses



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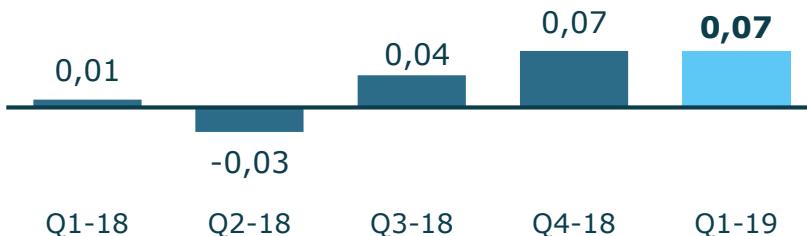
Losses on loans and guarantees

- NOK million



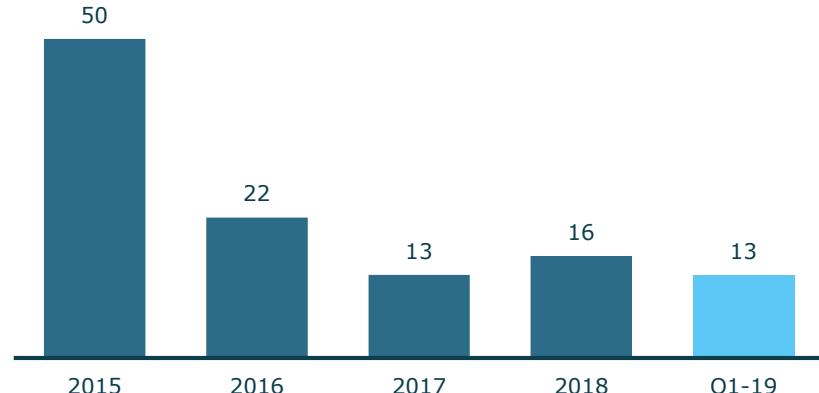
Losses on loans and guarantees

- % of Average Assets



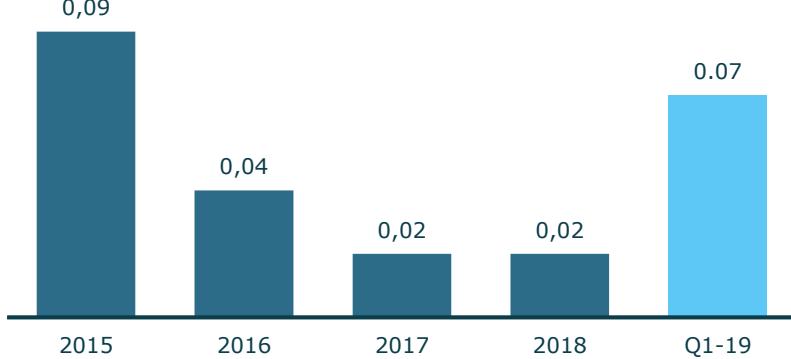
Losses on loans and guarantees

- NOK million



Losses on loans and guarantees

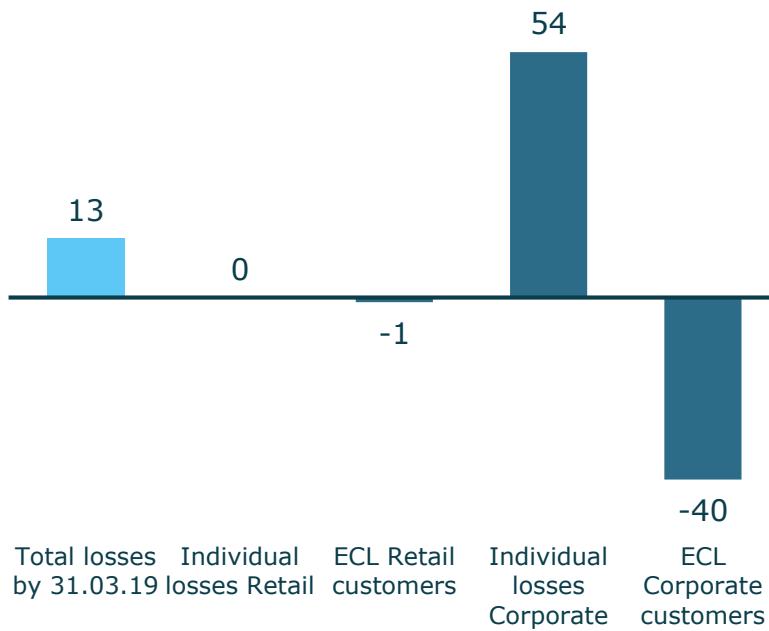
- % of Average Assets



Losses by sector

Losses on loans and guarantees

- NOK million



- The expected credit loss (ECL) model is compliant with IFRS 9 and is used to calculate losses
- Total calculated ECL by quarter end is NOK 40 million lower than by 31.12.2018
- Individual impairments and other losses of NOK 0 million for retail customers and NOK 54 million for corporate customers
- Total losses are NOK 13 million by quarter end

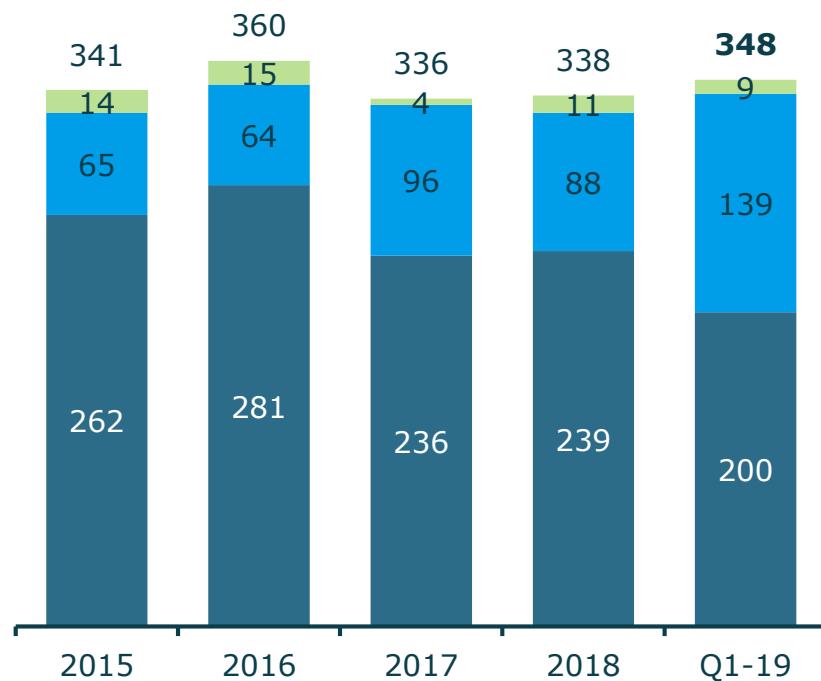
Impairments

High and comfortable levels

Impairments

- NOK million

■ ECL/Group of loans ■ Not in default ■ Loans in default > 90 days



Impairments

- % of Gross Loans

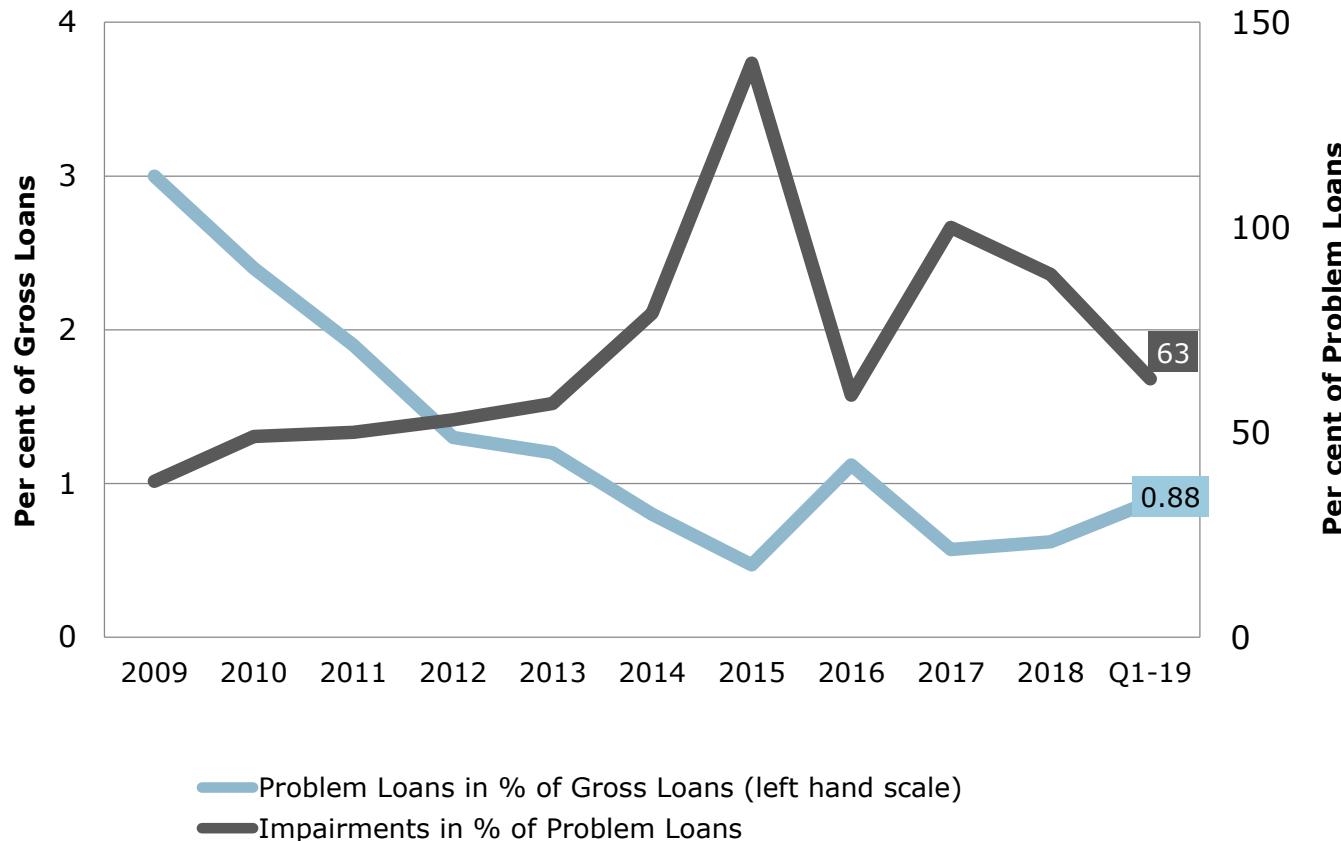
■ ECL/Group of loans ■ Not in default ■ Loans in default > 90 days



Problem Loans and Impairments

Low level of problem loans and good coverage

Problem Loans and Impairments (per cent)



Problem Loans are loans and guarantees more than 90 days over due and performing loans with individual impairments.

Pre tax profit

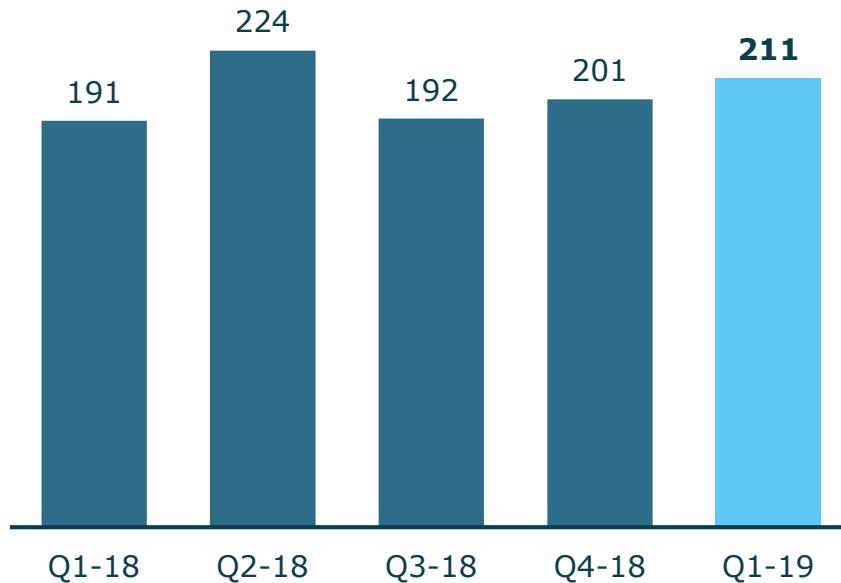
Stable quarterly development



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Profit after losses

- NOK million



Profit after losses

- % of Average Assets



Balance sheet



Continued good growth

Strong loan growth and high deposit-to-loan ratio



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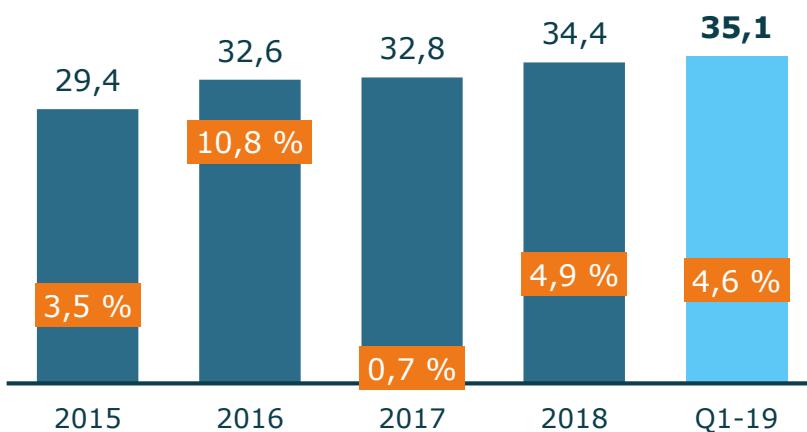
Loans

- NOK billion and per cent (y/y)



Deposits

- NOK billion and per cent (y/y)



- Customer lending has increased by 5.2 % over the last 12 months
- Deposit growth of 4.6 % over the last 12 months
- High deposit-to-loan ratio of 57.2 %

Lending

Stable growth in the retail – good growth in the corporate market



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Retail market

- NOK billion and per cent y/y



Corporate market

- NOK billion and per cent y/y

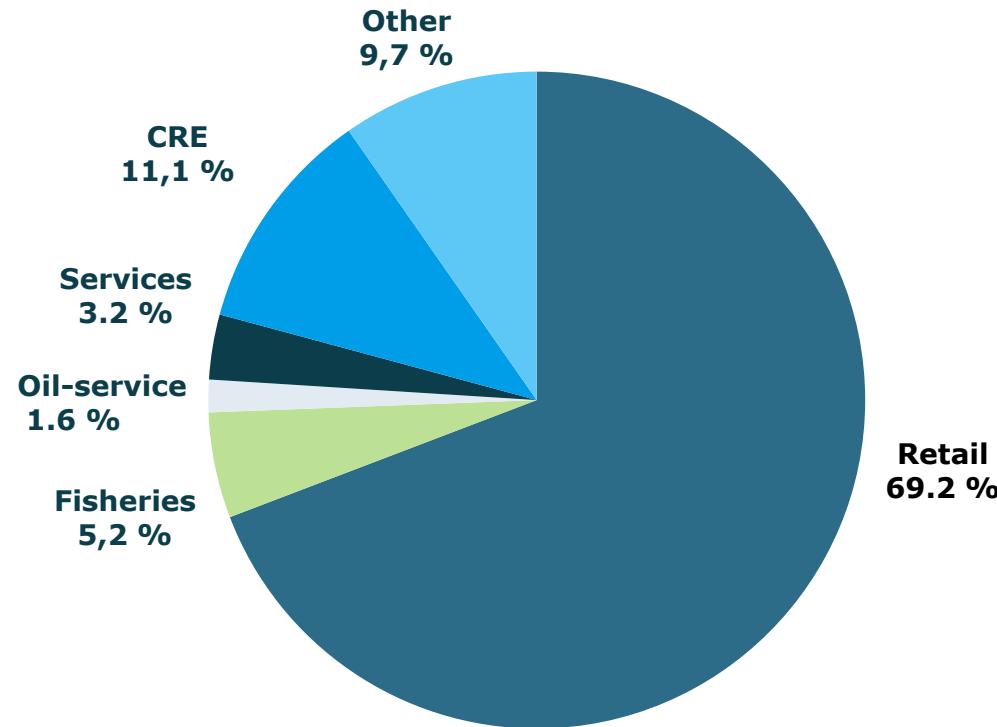


- Retail lending has increased by 5.5 % over the last 12 months
- Loans to the retail market amount to 69.2 % of total loans

- Corporate lending has increased by 4.6 % over the last 12 months
- Loans to the corporate market amount to 30.8 % of total loans

Diversified loan book

Loans by sector



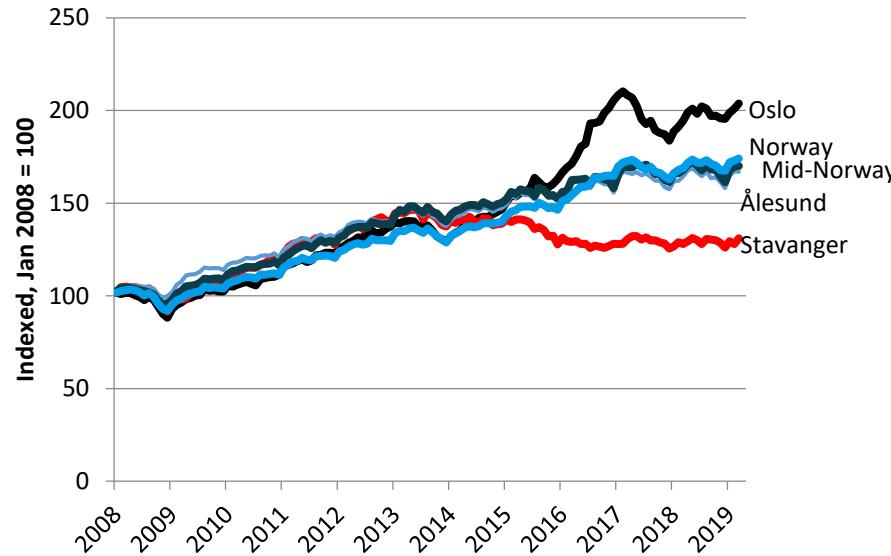
Other:

Financial services	2.1 %	Retail/wholesale trade	1.0 %
Other Industry	1.8 %	Agriculture	0.8 %
Ship Yards	1.3 %	Other	0.3 %
Fishing Industry	1.2 %		
Building and construction	1.2 %		

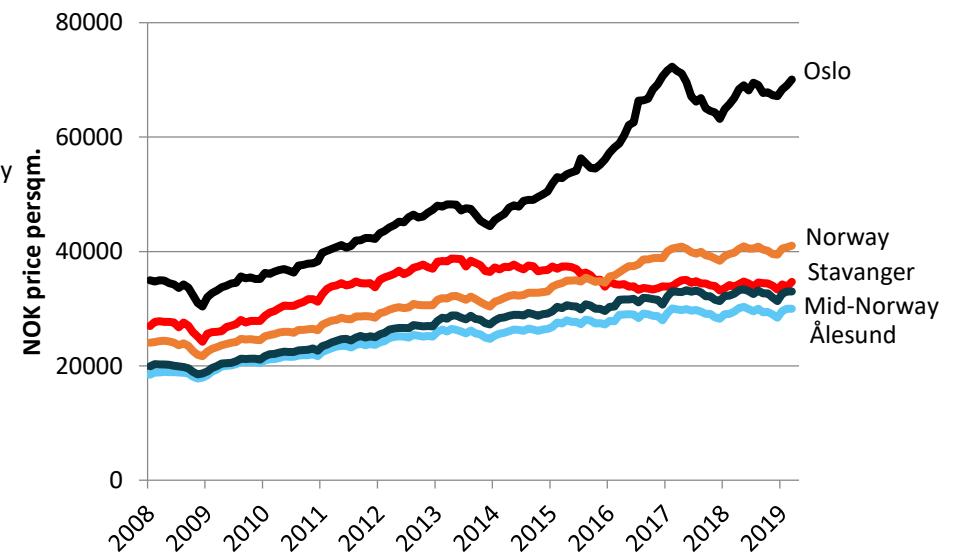
Housing prices

Development from January 2008 – March 2019

Indexed, January 2008 = 100



Development housing prices per sqm.



Key information

(Sold pre-owned dwellings)

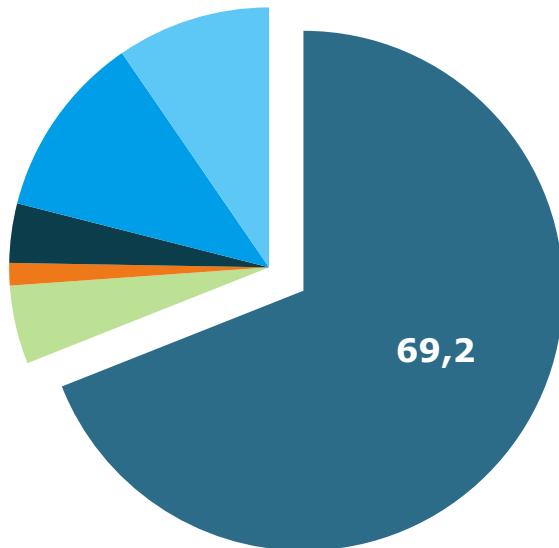
	Norway	Mid-Norway	Greater Ålesund	Greater Stavanger	City of Oslo
Seasonal adj. development month	+0.3 %	-0.1 %	-0.2 %	+1.1 %	+0.8 %
Development 12 month	+3.2 %	+1.2 %	+1.6 %	+2.5 %	+4.8 %
Per square meter (NOK)	41,029	33,007	29,979	34,693	70,049
Average days on market (March)	52 days	73 days	64 days	68 days	24 days
Price median dwelling (NOK)	3,118,598	2,700,000	2,545,000	3,192,079	4,015,500

Good quality in our retail portfolio

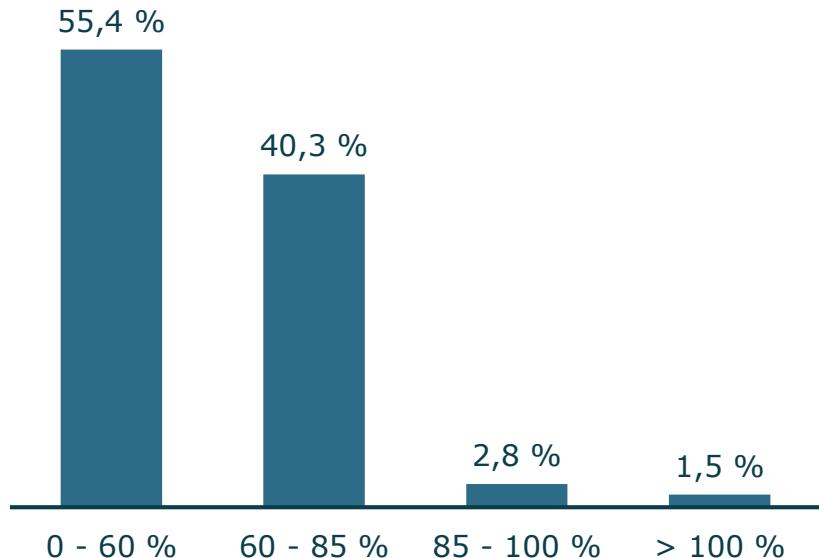
High portion of secured loans

Loans to retail customers

- % of total loans



Loan to value – retail loans

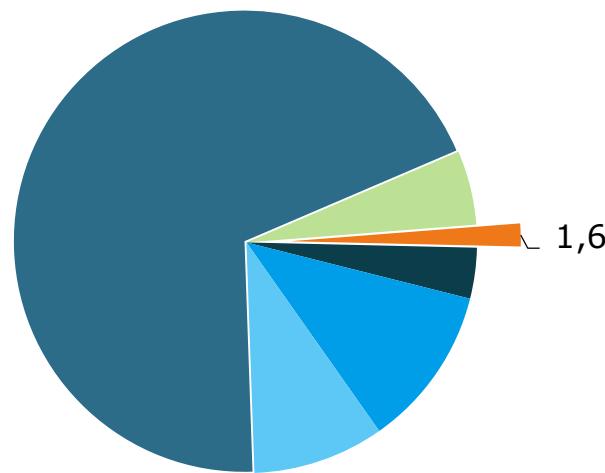


- The Bank complies with the lending regulations (Boliglånsforskriften)
- Deviation from Boliglånsforskriften reported in the first quarter of 2019 were 5.5 % outside Oslo, and 6.7 % in Oslo
- 95.7 % of mortgages are within 85 % of LTV

Low exposure towards Oil Service

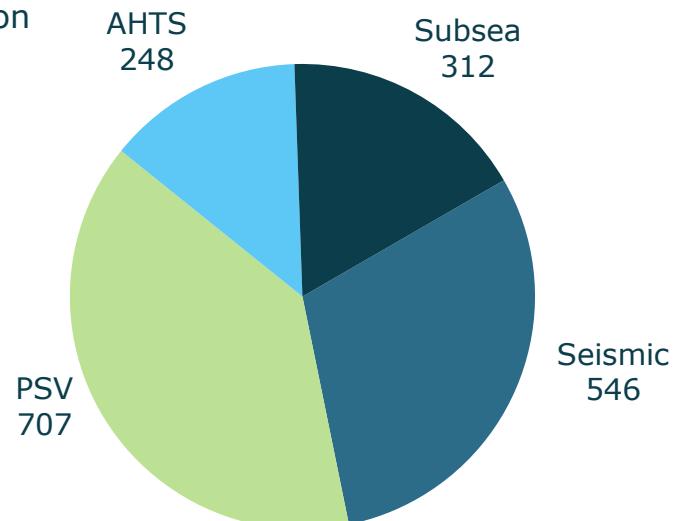
Loans to Oil Service

- In per cent of total loans



EAD by types of vessels

- In NOK million



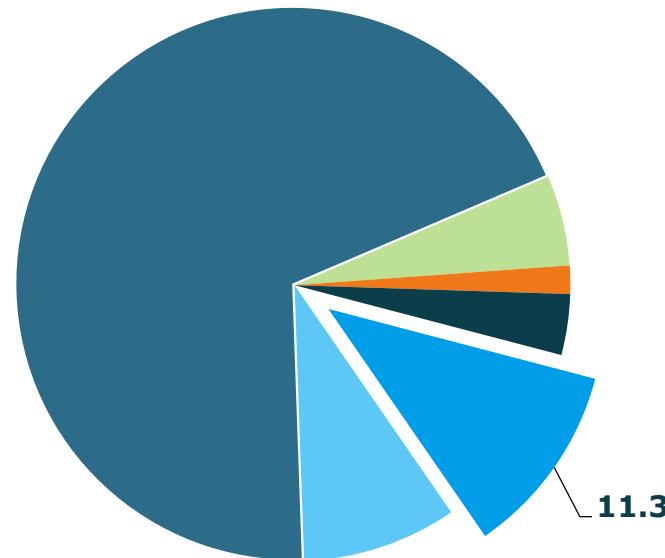
(EAD in NOK million)	Loans	Guarantees	Total EAD	Individual		ECL-IFRS 9	Total	Per cent of EAD
				Individual	ECL-IFRS 9			
Low Risk(Risk Class A-C)	138	125	263	0	0.1	0.1	0.1	0.0 %
Medium Risk(Risk Class D-G)	400	111	511	0	11	11	11	2.1 %
High Risk(Risk Class H-M)	322	345	668	0	86	86	86	12.9 %
Loans and guarantees with individual impairments	114	258	371	100	-	100	100	26.9 %
Total	973	840	1,813	100	97	197	10.9 %	

Exposure towards Commercial Real Estate

Low portion and well-diversified portfolio of commercial property

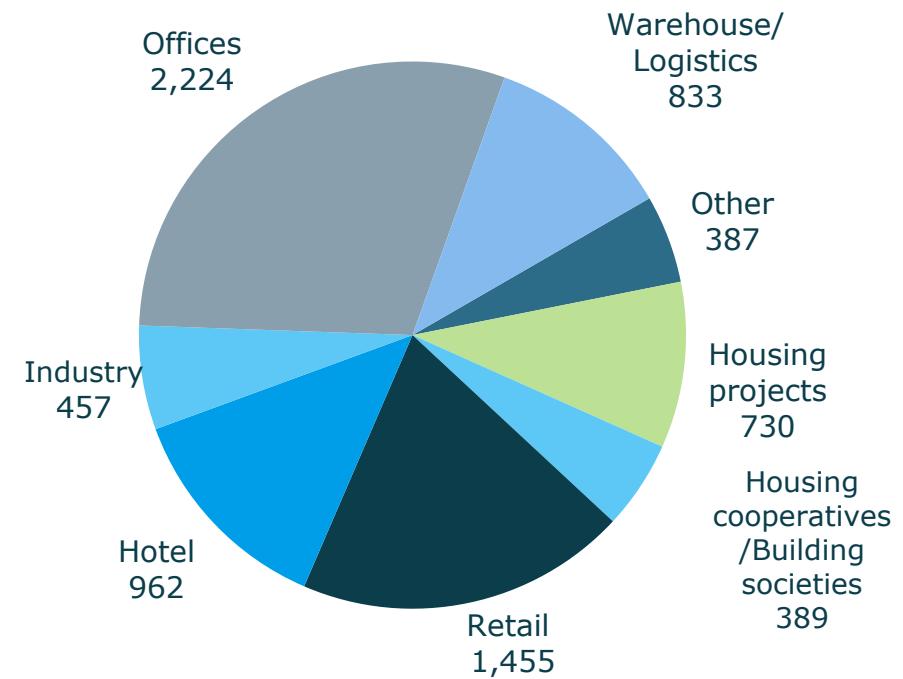
CRE exposure

- In per cent of total loans



Distributed by types of commercial property

- In NOK million



- Well diversified portfolio
- Center-low properties with low unemployment rates
- Solid owners with long relationships with the bank

Deposits

Good growth in deposits over the last 12 months



SPAREBANKEN MØRE

Retail market

- NOK billion and per cent y/y



Corporate and public

- NOK billion and per cent y/y



- Retail deposits have increased by 4.4 % over the last 12 months
- Deposits from the retail market amount to 59.5 % of total deposits

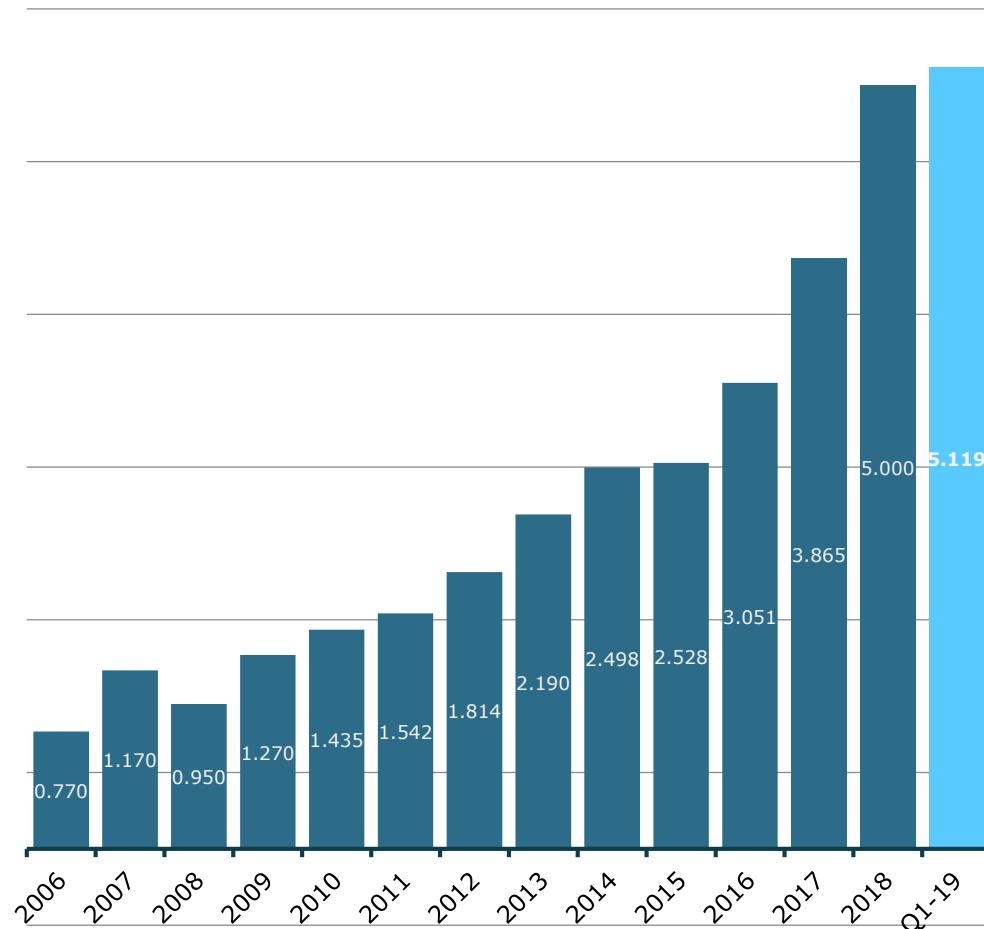
- Deposits from corporate and public customers have increased by 3.9 % the last 12 months

Discretionary Portfolio Management

Strong growth - NOK 5 billion under management

Sparebanken Møre - Aktiv Forvaltning

- Portfolio in NOK billion



- In addition to deposits, increasingly more of the Sparebanken Møre's customers also ask for other investments
- Sparebanken Møre Aktiv Forvaltning (Discretionary Portfolio Management) offers the Bank's clients professional management services
- Our local Asset Managers continuously monitor the portfolio:
 - 9 municipalities
 - 10 foundations
 - 1 pension fund
 - 2 insurance companies
 - 163 investment companies
 - 214 wealthy private individuals

Liquidity and Capital

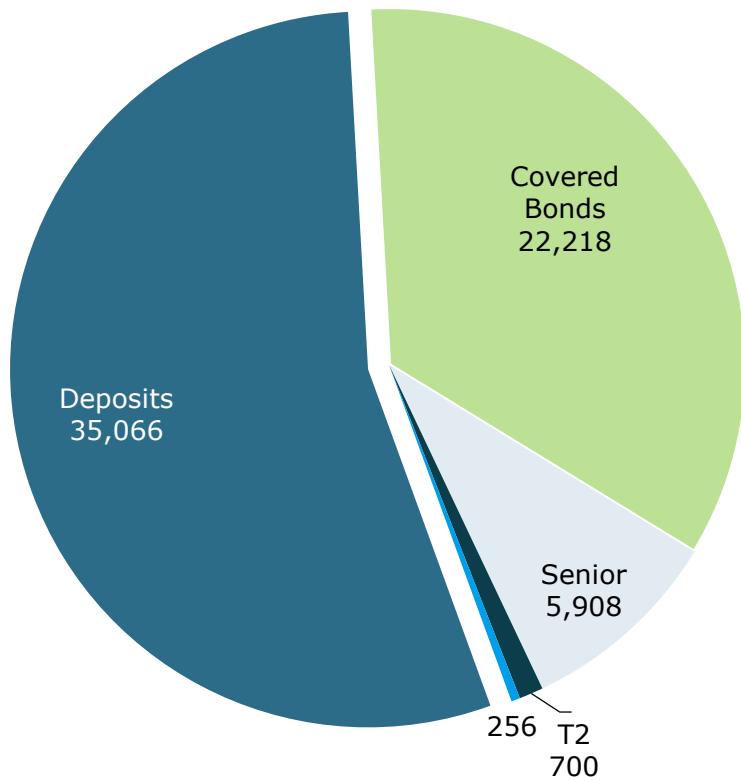


Deposits from customers and market funding

Deposits are the Group's most important source of funding

Deposits and market funding

- NOK million



Sparebanken Møre with good access to the market – diversifying the investor base

- Our strong deposit-to-loan ratio stood at 57.2 per cent by quarter end
- Total net market funding ended at NOK 27.8 billion by end of the quarter – 85 per cent with remaining maturity of more than one year
- Senior Bonds: Weighted average maturity of 1.97 years (FSA defined key figures)
- Covered Bonds issued through Møre Boligkreditt AS have a weighted average maturity of 3.87 years (FSA defined key figures)
- Møre Boligkreditt AS has issued seven loans qualifying for Level 2A liquidity in LCR. In June 2018, the mortgage company issued its second sub-benchmark Public Issue of EUR 250 million in the European market, our inaugural was issued in June 2017
- December 12 2018, Moody's confirmed the bank's A2-stable rating. Issuances from Møre Boligkreditt AS are rated Aaa

Equity and related capital

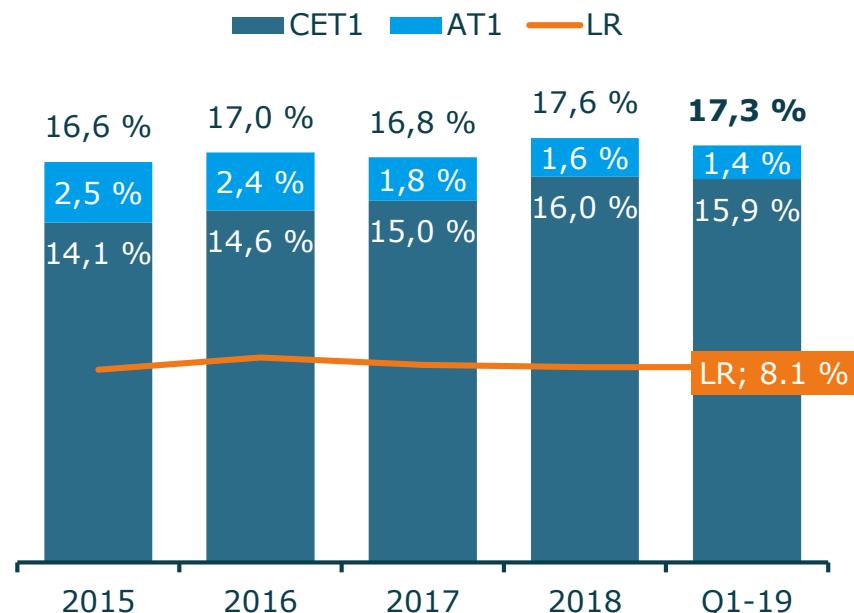
Capital and leverage ratio (LR) well above regulatory requirements



SPAREBANKEN MØRE

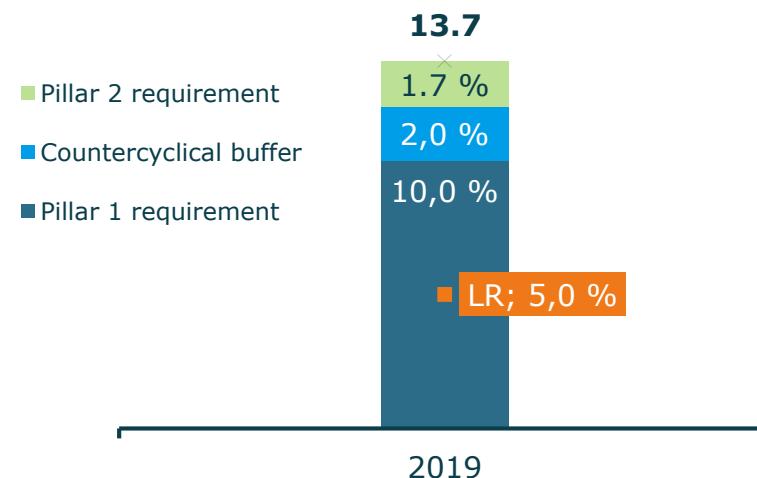
Tier 1 capital in Sparebanken Møre

- % of risk weighted assets



CET1 requirement for Sparebanken Møre

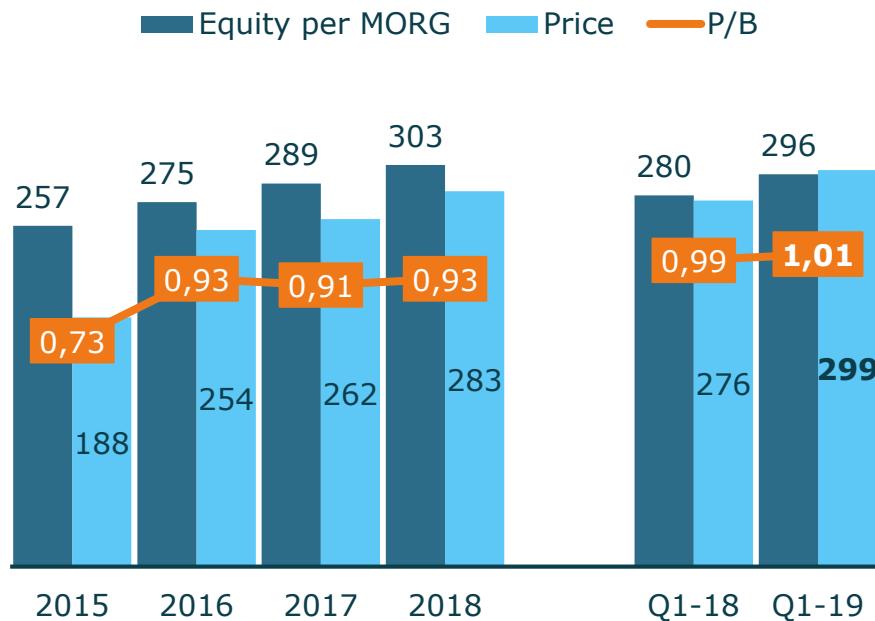
- % of risk weighted assets



- By quarter end our Common Equity Tier 1 capital stood at 15.9 %, Tier 1 capital at 17.3 % and total capital at 19.4 %
- Sparebanken Møre's capital targets are:
 - Total Capital: Minimum 18.3 %
 - Tier 1 capital: Minimum 16.3 %
 - CET1: Minimum 14.8 %

- The Group's capital adequacy ratio is well above the announced regulatory capital requirements
- Our capital is calculated according to the IRB Foundation Approach for corporate commitments, IRB Approach for the retail market
- The Pillar 2 requirement has been reduced to 1.7 % from March 31 2019

MORG – price and Price/Book (P/B) value



Dividend Policy

- Sparebanken Møre aims to achieve financial results providing a good and stable return on the Bank's equity capital
- Sparebanken Møre's results should ensure that the owners of the equity receive a competitive long-term return in the form of cash dividends and capital appreciation on their equity
- Unless the capital strength dictates otherwise, about 50 % of the profit for the year will be distributed as dividends
- Sparebanken Møre's allocation of earnings shall ensure that all equity owners are guaranteed equal treatment

- Equity per MORG is calculated on Group figures

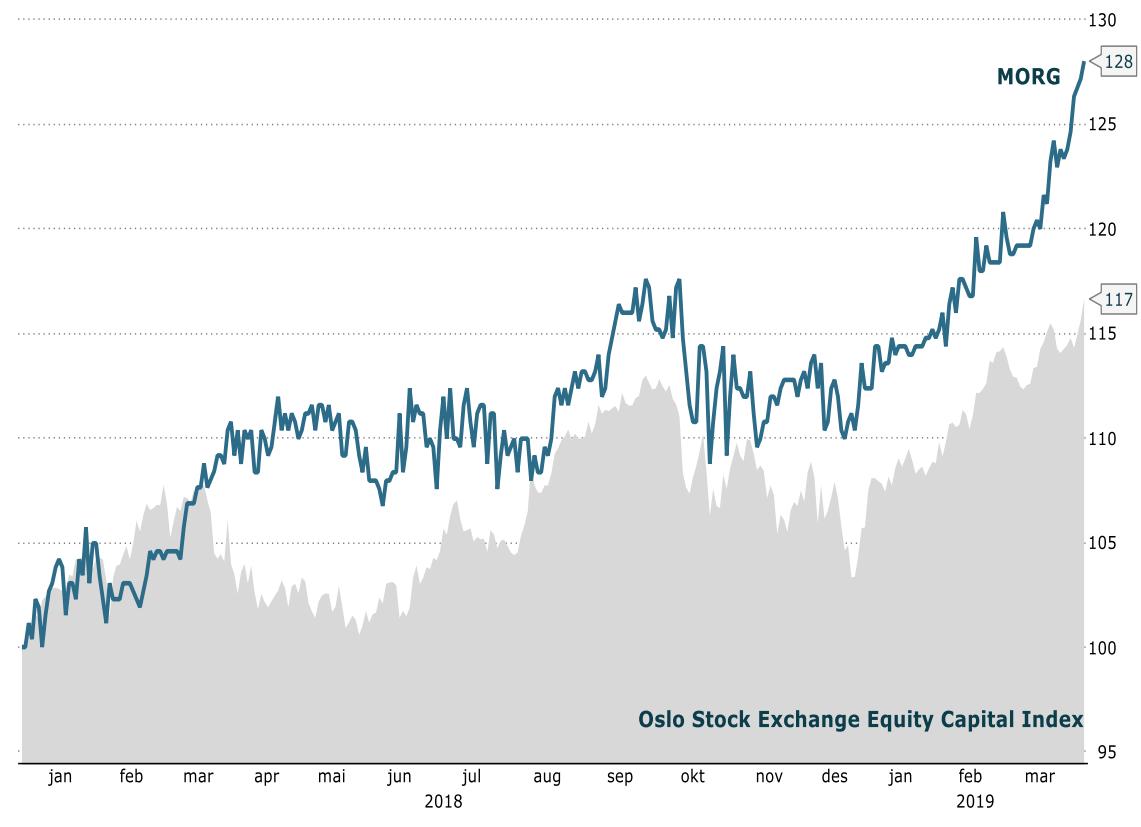
Equity Capital in Sparebanken Møre

Dividend and EC-price



- The PCCs/ECs of Sparebanken Møre (MORG) have been listed at Oslo Stock Exchange since 1989
- Total EC capital NOK 989 million by March 2019
- Good Total Return – see figure

Annual dividend per EC			
1990	10	2005	20
1991	0	2006	20
1992	0	2007	23
1993	13	2008	20
1994	12	2009	12
1995	13	2010	12
1996	13	2011	8
1997	13	2012	12
1998	15	2013	8
1999	16	2014	13.50
2000	17	2015	11.50
2001	17	2016	14.00
2002	15	2017	14.00
2003	16	2018	15.50
2004	18		



Equity Capital in Sparebanken Møre

About equity certificates

- Equity certificates are a special kind of equity instrument first introduced by savings banks in 1988. A total of 32 banks have now issued such certificates, and 19 of them are listed on the stock exchange
- Equity certificates are an important part of savings banks' capital base and confer ownership of between 14 % and 97 % of the individual bank
- A savings bank that has issued equity certificates has two types of equity. One is its primary capital, or "ownerless" equity, consisting of retained earnings built up by the bank over the years. The other is the certificate-holders' equity, consisting of equity certificate capital and related reserves (equalization reserve and premium account)
- Equity certificates have clear similarities to shares. The main difference is the owners' rights to the bank's assets and influence over the bank's governing bodies. The key principle is that profits are distributed proportionally on the basis of ownership share and the bank's other capital
- In a limited company, losses hit shareholders' equity directly. In a savings bank, losses are first absorbed by the primary capital and the equalization reserve before hitting the equity certificate capital



GOALS IN OUR STRATEGIC PLAN 2019-2022

ROE > 11,0 per cent

C/I < 40,0 per cent

Low level of losses

CET1 > 14,8 per cent

Healthy financial structure

Contact

Trond Lars Nydal, CEO

Phone: +47 951 79 977

E-mail: trond.nydal@sbm.no

Runar Sandanger, EVP

Phone: +47 950 43 660

E-mail: runar.sandanger@sbm.no

sbm.no

facebook.com/sbm.no

Instagram @sbmno

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