

Presentation Sparebanken Møre Group

3rd quarter 2022

Trond Lars Nydal CEO

John Arne Winsnes CFO Oslo, 27. October 2022



Highlights by quarter end

- Third quarter was characterised by high activity and good growth
- The good growth in recent quarters and rising interest rates are strengthening net interest income
- Profitability is increasing and there is a positive development in cost efficiency
- Liquidity and solvency are strong and the bank is well equipped for further growth and development



Increased activity and growth

Lending growth: 6.1 % Deposit growth: 9.6 % *(last 12 months)*



Efficiency C/I: 43.5 %



Stronger Net Interest Income

In per cent: 1.72



Recoveries on losses

In NOK: - 6 million In % of Average Assets: -0.01 (losses on loans and guarantees)





Strong liquidity and solidity

Deposit-to-loan ratio: 60.4% LCR: 152 NSFR: 125 CET1: 18.2 % Leverage Ratio: 7.6 %

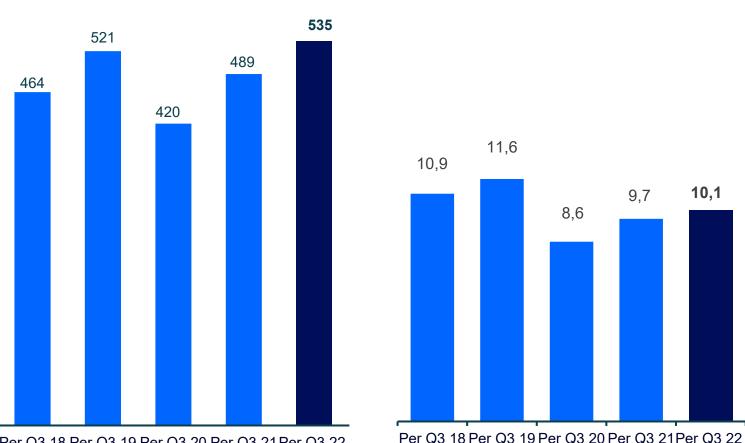


Strong results

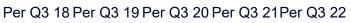
- The Bank delivers a good • result per Q3
- The Profitability is rising and • ROE ended at 10.1 per cent
- Profit per Equity Certificate ٠ in the first three quarters of 2022 is NOK 5.17 (Group) against 4.74 (Group) in the corresponding period in 2021

Profit after tax - NOK million





Per Q3 18 Per Q3 19 Per Q3 20 Per Q3 21 Per Q3 22

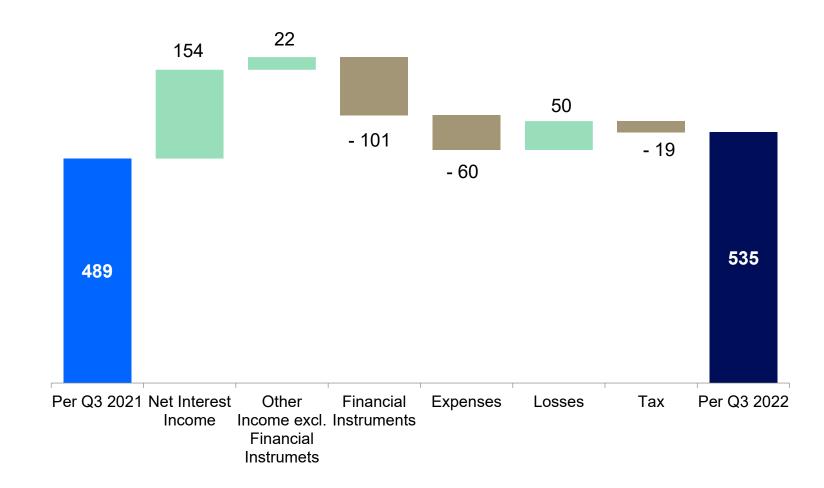




Results compared

Profit after tax 30.09.2022 compared with 30.09.2021

- We are experiencing good activity and the customer growth has contributed to increased net interest income and an increase in other customer-related income during the period
- Changes in value of financial instruments, however, reduce total income
- Investment in increased activity and digitization result in higher costs compared to the same period last year
- The bank has net reversal of losses per 3rd quarter and we expect low losses in 2022



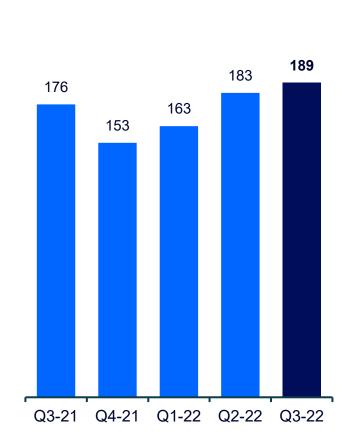


3rd quarter 2022



Stronger profitability

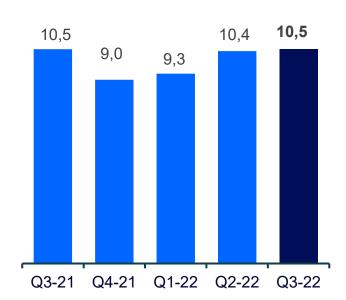
- The result for the third quarter was NOK 189 million, corresponding to a Return on Equity of 10.5 per cent
- Profit per Equity Certificate in the third quarter of 2022 is NOK 1.82 (Group) compared with 1.72 (Group) in the third quarter of 2021



Profit after tax

- NOK million

Return on Equity - in per cent





Total income

higher than in Q2

financial instruments

the level in Q3 2021

in 2022

٠

٠

•

Increasing quarterly revenues

Net interest income MNOK 45

Other income is affected by the

Customer-related other income

shows a good development, 16

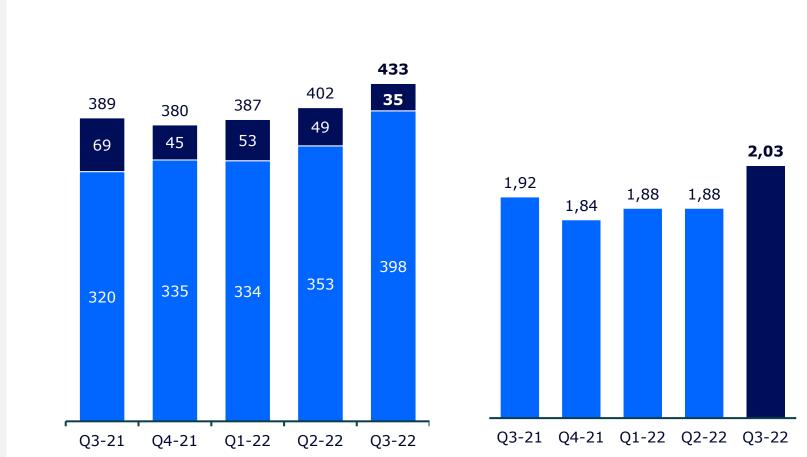
per cent higher compared with

development in the value of

Total Income in the quarter - NOK million

Total Income in the quarter

- in per cent of Average Assets



Net Interest Income Other Income



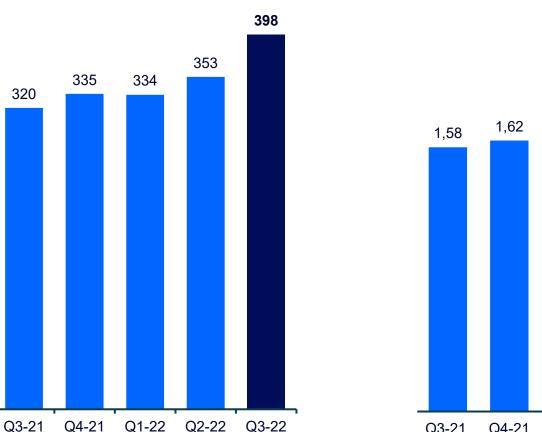
Net Interest Income rebounds

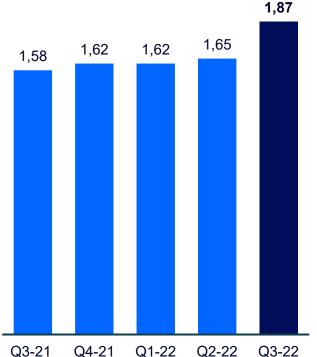
- The interest rates on loans and deposits were changed in August
- Good growth, good deposit ٠ coverage and relatively high leverage contribute positively
- New interest rate adjustments in the coming quarter with effect from 3 October and 8 November on lending and 22 October and 27 November on deposit
- We expect that net interest income will develop positively also in current quarter

Net Interest Income in the quarter -NOK million

320

Net Interest Income in the quarter - in per cent of Average Assets





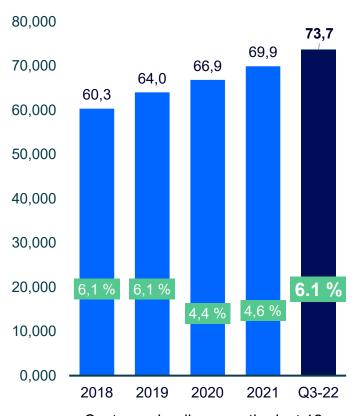


Good activity and growth

- Over the last 12 months, there has been an increase in lending to customers of a total of NOK 4,266 million, corresponding to 6.1 per cent
- Deposit growth has continued in 2022 and annual growth ends at 9.6 per cent by quarter end
- We have increased lending rate growth in the third quarter

Loans

- NOK billion and per cent (y/y)



Customer lending over the last 12 months: 6.1 %

Deposits - NOK billion and per cent (y/y)



- Deposit growth of 9.6 % over the last
 12 months
- High deposit-to-loan ratio of 60.4 %



Lending

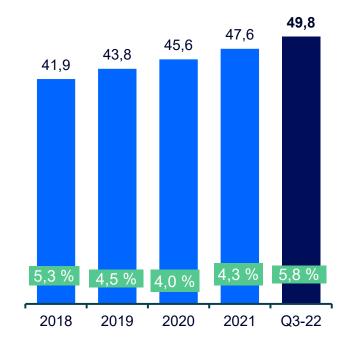
- We see growth, both in the retail and in the corporate markets
- Retail lending has increased by MNOK 973 in Q3 and will soon pass NOK 50 billion
- Lending growth to the corporate market of MNOK 420 in the quarter. Good speed towards NOK 25 billion

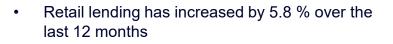
Retail market

- NOK billion and per cent (y/y)

Corporate market

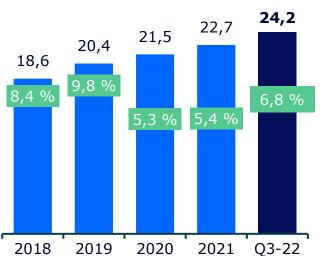
- NOK billion and per cent y/y





Loans to the retail market amount to 67.3 % of total loans

- 2018 2019 2020 2021 Q3-22
- Corporate lending has increased by 6.8 % over the last 12 months
- Loans to the corporate market amount to 32.7 % of total loans



Good growth in

- The deposits have increased ٠ by NOK 3,906 million y/y, corresponding to 9.6 per cent
- In spite of a y/y reduction in • deposits from the public sector of 19.7 per cent, total deposits from corporates and the public sector increased by 16,7 per cent over the last twelve months



Retail market

20,6

4,8 %

2018

- NOK billion and per cent y/y

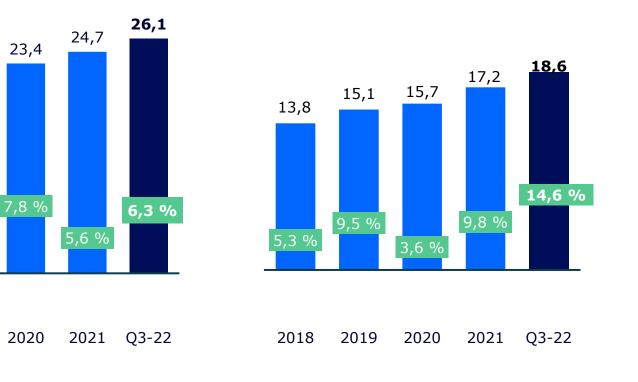
21,7

5,1 %

2019

Corporate and public

-NOK billion and per cent y/y



- Retail deposits have increased by 6.3 % over • the last 12 months
- Deposits from the retail market amount to • 58.3 % of total deposits

- Corporate deposits have increased by 16.7 % • y/y to NOK 17.8 billion
- Public deposits are reduced by 19.7 % to NOK 0.8 billion

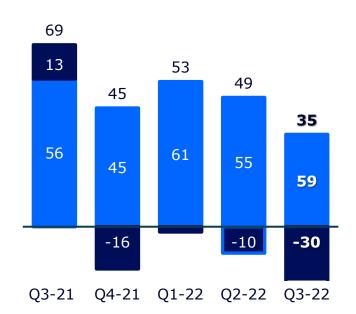
Other Income

- Customer-related other income shows a good development with an increase of 15 per cent compared with the same period in 2021
- Other Income is significantly affected by the negative development in the value of the LCR bond portfolio (-MNOK 93 at quarter end)

Other Income in the quarter

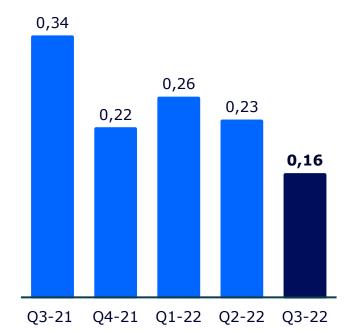
Financial instruments

Commissions and other operating income



Other Income in the quarter

- in per cent of Average Assets

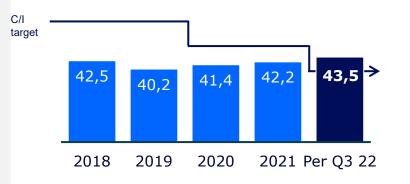




Costs

Cost/Income ratio

- The costs in percentage of revenues in Q3 (41.4 %) are reduced compared with Q2 (43.3) and Q1 (46.0 %)
- The target of a cost income ratio below 40 per cent remains unchanged



Cost/income ratio



Operating costs in the quarter - NOK million

178

Q4-21 Q1-22

174

158

Q3-21

179

Q3-22

174

Q2-22

Operating costs in the quarter - in per cent of Average Assets





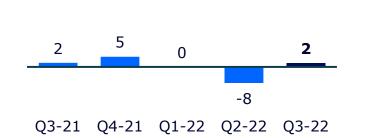
Losses and portfolio quality

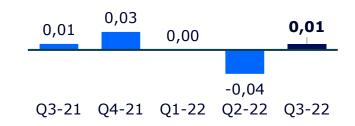
- Total losses ended at MNOK 2 in Q3
- Reduced portion of net credit-impaired commitments compared to the last three years

Losses on loans and guarantees

Losses on loans and guarantees

- in per cent of Average Assets





Credit-impaired commitments (net)

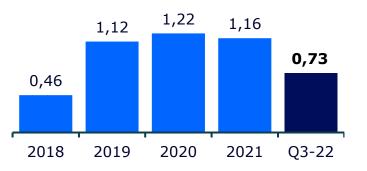
- in per cent of loans and guarantees

Impairments

- NOK million



Ind. impairments on comm. in default>90 days
 Ind.impairments on other credit-impaired 14
 ECL on loans and guarantees



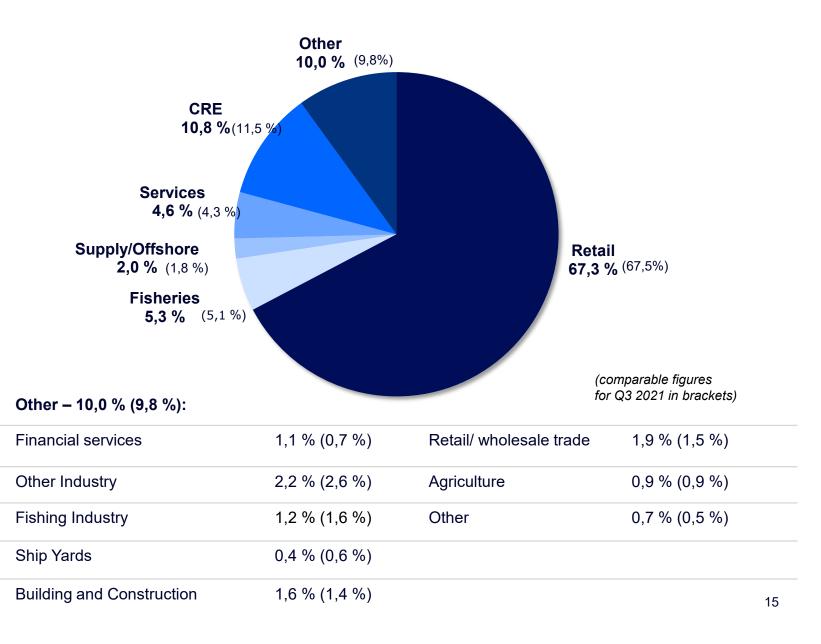


Diversified loan book

Loans by sector

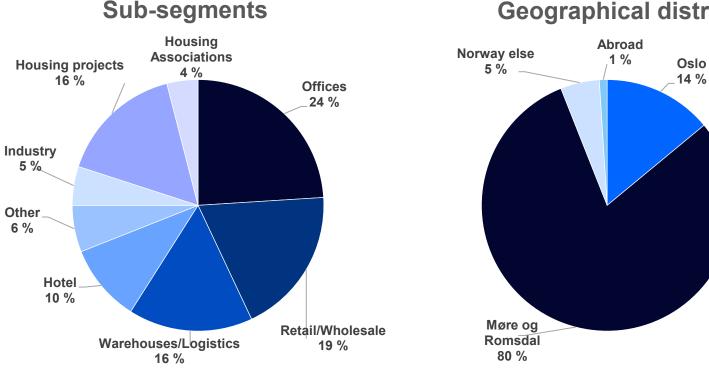
- The bank has a stable share of commitments to the corporate sector
- There is good industry risk diversification and a persistently low level of risk in the portfolio
- Low exposure to CRE

Sparebanken Møre

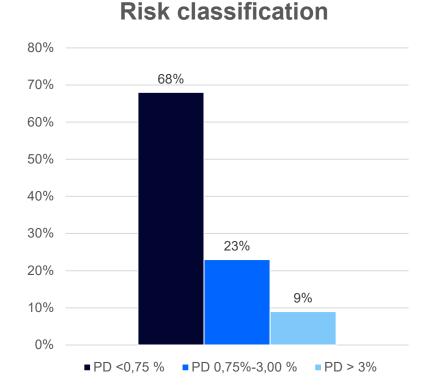


Low exposure to Commercial Real Estate (CRE)

- Well-diversified property portfolio ٠
- 80 per cent of the portfolio within our county Møre and Romsdal, central office and hotel properties in Oslo make up 14 per ٠ cent
- 91 per cent of the portfolio is in the low and medium risk category ٠



Geographical distribution





Low exposure to Oil Services

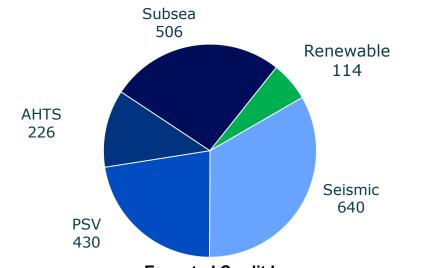
Loans to Oil Services

- in per cent of total loans

2,0 %

EAD by type of vessel

(Loans, guarantees) - NOK million



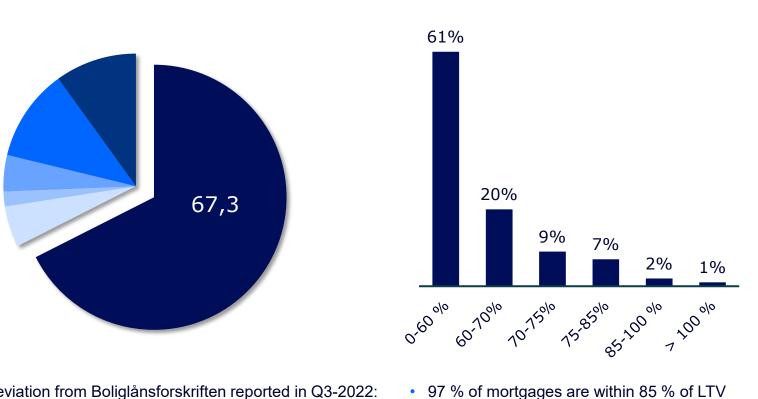
	Loono	Cuerentees	Total EAD-	Expected Credit Losses			
(EAD in NOK million)	Loans	Guarantees	IOIAI EAD	Individual	ECL-IFRS 9	Total	Per cent of EAD
Low Risk (Risk Class A-C)	129	0	129	0	0,0	0,0	0,0 %
Medium Risk (Risk Class D-G)	369	181	550	0	8,1	8,1	1,5 %
High Risk (Risk Class H-M)	0	175	175	0	0,3	0,3	0,1 %
Loans and guarantees with individually assessed impairments	969	94	1.063	185	7,9	192,9	18,1 %
Total Sparebanken Møre	1.467	450	1.917	185	16,2	201,2	10,5 %

Good quality in our retail portfolio

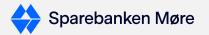
- Low risk in the portfolio, 97 per • cent of loans below 85 per cent loan-to-value ratio
- The level of credit-impaired commitments is low

Loans to retail customers - In per cent of total loans

Loan-to-Value – retail loans (LTV)



- Deviation from Boliglansforskriften reported in Q3-2022:
 - 7,4 % outside Oslo (flexibility quota 10 %)
 - 6,6 % in Oslo (flexibility quota 8 %)



House prices

Based on pre-owned dwellings sold, Norwegian seasonal adjusted house prices fell by 0.6 per cent in September 2022.

Last twelve months Norwegian house prices have increased in average by 4.3 per cent.

Housing prices in our region have had a flat price trend in the last month and a y/y growth of 6.3 per cent. Measured per square metre, the price level in our region is 30 per cent lower than the national average.

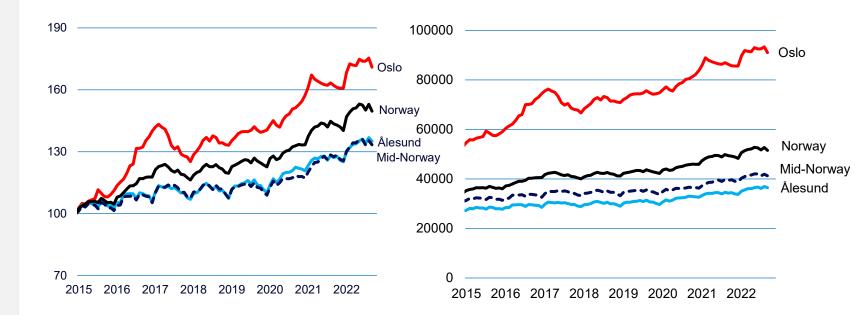


Indexed development

- January 2015 = 100

Price per square meter

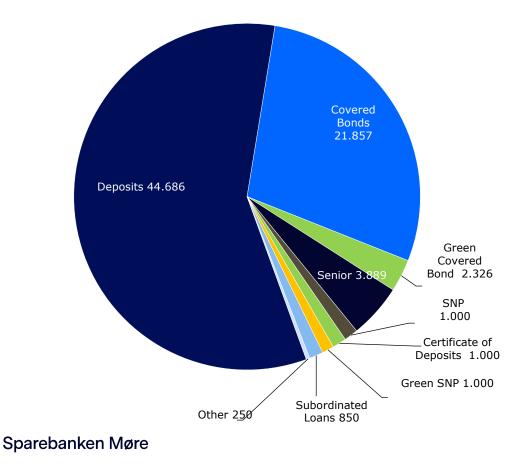
- January 2015 – September 2022



Key information on pre-owned dwellings sold in September 2022	Norway	Mid-Norway	Greater Ålesund	City of Oslo
Seasonal adj. development last month	-0.6 %	-0.2 %	0.0 %	-0.8 %
Development last 12 months	+4.3 %	+4.6 %	+6.3 %	+5.5 %
Development last 10 years	+61.1 %	+43.9 %	+41.4 %	+87.9 %
Per square meter (NOK)	51,548	41,281	36,470	91,013
Average number of days on market	29 days	37 days	32 days	19 days
Price median dwelling (NOK)	3,850,000	3,225,000	3,100,000	5,139,939

Strong Capital gives competitive financing

Deposits are the Group's most important source of funding. The bank has high Deposit-to-Loan ratio.



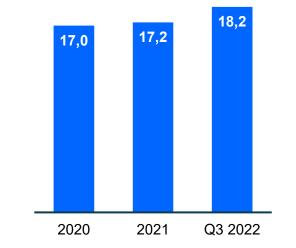
Sparebanken Møre with good access to the market

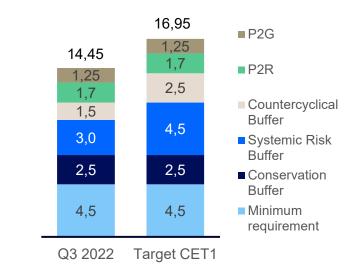
- Our deposit-to-loan ratio stood at 60.4 per cent by quarter end
- Total net market funding ended at NOK 32.2 billion by end of Q3 more than 85 per cent with remaining maturity of more than one year
- The senior bonds with a remaining term of more than one year have a weighted remaining maturity of 2.42 years, while the financing through Møre Boligkreditt AS has a correspondingly weighted remaining maturity of 3.17 years - in total for market financing in the Group the remaining maturity is 3.15 years
- In July this year, Moody's confirmed the bank's A1 rating with stable outlook. All issues from Møre Boligkreditt AS are rated Aaa
- The Group's first green financing in the market was established when Møre Boligkreditt AS entered the euro market on 21 September last year with a 5-year semi benchmark (EUR 250 million inaugural green covered bond). The issue was very well received
- In January, Sparebanken Møre further issued its first green Senior Non-Preferred bond (SNP with a first tranche of NOK 1.0 billion).
 With a total of NOK 2.0 billion issued, the bank is well on track with the minimum linear phase-in of the new capital class
- The Group has no market financing maturing until June 2023

CET1-target of 16.95 per cent

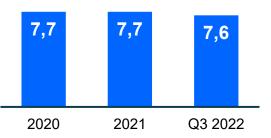
CET1

- The bank's target for CET1 capital will be 16.95 per cent at the end of March 2023
- With a CET1 capital ratio of 18.2 per cent at the end of the quarter, the bank is well equipped for further growth





Leverage Ratio





Weak performance in financials

- Total Return on MORG was 2.9 per cent in Q1
- The equity market for the financial sector fell markedly especially through Q2 but also in Q3
- MORG has so far this year had a decrease in Total Return of 18.3 percent while the EC index (OSEEX) in the same period fell by 17.1 percent

Development at Oslo Stock Exchange YTD (MORG vs EC-index)





Dividend policy

- Sparebanken Møre aims to achieve financial results providing a good and stable return on the bank's equity capital
- Sparebanken Møre's profit allocation must ensure that all equity owners are guaranteed equal treatment
- If the solvency ratio does not indicate otherwise, the aim is that around 50 per cent of the year's profit overall can be distributed as dividends

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

- Equity, price and P/B



*Equity per MORG is calulated on Group figures. Figures for 2018-2021 stated before the split in 2022



Outlook for the region and the bank

- The outlook for the international economy weakened further through the 3rd quarter. This is due to the continuation of the war between Russia and Ukraine, higher inflation and the fact that several central banks raised interest rates sharply in order to reduce inflationary pressure. The central banks' forecasts indicate that the rise in interest rates will continue. The growth prospects for 2023, both abroad and at home, are weak
- As a result of the prospect of higher interest rates i.a. in the US, global long-term interest rates have risen. During the 3rd quarter, the 10-year government bond yield in the US, which is referred to as the world's most important interest rate, rose from 3.0 to 3.7 per cent. The long-term interest rates are based on expectations about the development of the key interest rate
- Norges Bank increased the key interest rate by 0.50 percentage points to 2.25 per cent in connection with the interest rate decision on 22 September. At the same time as the interest rate decision, the bank presented a new interest rate path, indicating interest rate hikes of 0.25 percentage points in November, December and March 2023. Furthermore, there was a certain probability of a final interest rate hike in June next year
- However, the inflation trend since the interest rate path was published means that the probability of an interest rate increase of 0.50 percentage points in November has increased. In September, the y/y overall consumer price growth was 6.9 per cent. Core inflation (consumer price growth excl.taxes and energy) was 5.3 per cent, both figures were clearly higher than Norges Bank had assumed
- It currently appears that the rise in interest rates and the high energy prices have not affected the development of production in Norway to a particular extent. GDP in mainland Norway increased by 0.4 per cent from July to August, adjusted for seasonal and calendar effects. In addition, the figures for June and July were adjusted upwards
- As a result of the fact that the demand for Norwegian-produced goods and services is still at a high level, unemployment remains low. At the end of September, the number of completely unemployed in Møre and Romsdal was 1.4 per cent of the workforce. On a national basis, the unemployment rate was 1.6 per cent
- Based on feedback the bank has received from customers, business- and industry associations and signals from the market following the presentation of the proposed State budget, proposed activity dampening measures will have negative impact on investments and consumption. This is expected to have significant consequences for the growth rate going forward. In particular, stricter taxation of the hydro power-, wind- and aquaculture industries, stricter taxation of owner's capital, as well as the tightening of the regulations on temporary employment, will have negative consequences in our region.
- The bank has a solid capital base and strong liquidity and will continue to be a strong and committed supporter for our customers. The focus is always on having good operations and profitability





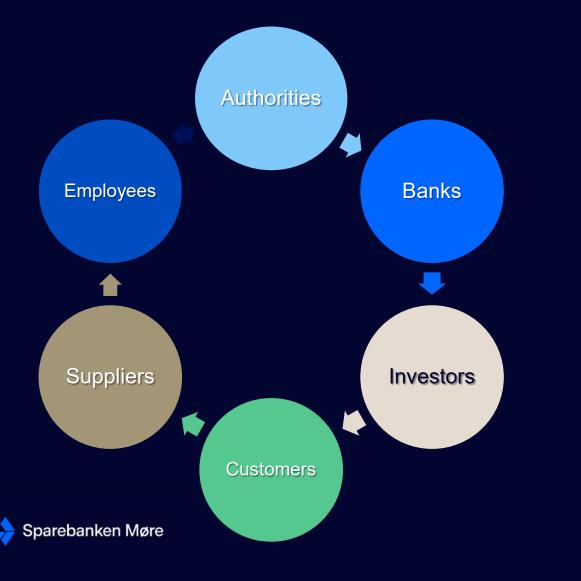
Strong and increasing market share

- We experience increasing growth, both in the retail and the corporate markets
- Surveys show that the bank gains market shares in our market area, Nordvestlandet
- Customer surveys (EPSI) confirms our business model and the good work carried out by our employees every day
- The bank is also receiving positive feed-back on our sustainability work



Sustainability

Increased demands on companies



Sustainability New business opportunities

The green transition gives companies new market opportunities

The market demand for sustainable products is increasing

The EU's taxonomy provides guidelines for green activities

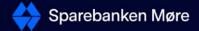
The bank shall be a contributor to sustainable transition

What we offer our customers

- Advisory and industry-specific expertise, nearby and with strong local knowledge
- Sustainability is a natural part of our consultancy
- SBM has launched green products for retail customers and are working on green products for the corporate market
- A new round of the «Næringsteft» entrepreneur concept has started
- The Sustainability Portal was developed in 2022 to help businesses with their sustainability work







Proximity, availability and local knowledge

DVIO VOKATKONTOR

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All communities in the county contribute to the value creation in the region

- Local banks are important for the funding of local businesses
 - Local expertise og local decisions

Local branches

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Close to the customers



Advisors passionate about the industry

Customer Service

Quick response and solves the problem

A good basis for further growth

A fully-fledged consulting environment for customers

Retail Market advisors

Corporate Market advisors





Møremegling (real estate brokerage)



Customer Centre/ «Næringsbasen»



Investment advisors / Private Banking



Markets

Financial targets







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Attachments



Results in Q3

Key figures in Q3 2022 and Q3 2021

	Q3 202	2	Q3 20)21	Change	es in the second s	
Results (NOK million and %)	NOK	%	NOK	%	NOK	p.p.	%
Net Interest Income	398	1.87	320	1.58	78	0,29	24.4
Net Income Financial Investments	-27	-0.13	-3	-0.01	-24	-0.11	-
Gains/losses liquidity portfolio	-13	-0.06	-1	0.00	-12	-0.06	-
Gains/losses on shares	10	0.05	17	0.08	-7	-0.03	-41.2
Other Income	65	0.30	56	0.28	9	0.02	16.1
Total Other Income	35	0.16	69	0.34	-34	-0.18	-49.3
Total Income	433	2.03	389	1.92	44	0.11	11.3
Salaries and wages	103	0.48	88	0.43	15	0.05	17.0
Other costs	76	0.36	70	0.34	6	0.02	8.6
Total operating costs	179	0.84	158	0.77	21	0.07	13.3
Profit before losses	254	1.19	231	1.15	23	0.04	10.0
Losses on loans, guarantees etc	2	0.01	2	0.01	0	0.00	0.0
Pre-tax profit	252	1.18	229	1.14	23	0.04	10.0
Taxes	63	0.29	53	0.27	10	0.02	18.9
Profit after tax	189	0.89	176	0.87	13	0.02	7.4
Return on equity (ROE) %	10.5		10.5			0.0	
Cost/Income ratio	41.4		40.4			1.0	
Profit per EC (NOK)	1.82		1.72			0.10	



Result per Q3

Key figures per Q3 2022 and Q3 2021

	Per Q3 20)22	Per Q3 20	021	Change	S	
Results (NOK million and %)	NOK	%	NOK	%	NOK	p.p.	%
Net Interest Income	1,085	1.72	931	1.54	154	0.18	16.5
Net Income Financial Investments	-93	-0.16	0	0.00	-93	-0.16	-
Gains/losses liquidity portfolio	12	0.02	11	0.02	1	0.00	9.1
Gains/losses on shares	39	0.07	48	0.08	-9	-0.02	-18.8
Other Income	179	0.28	157	0.26	22	0.02	14.0
Total Other Income	137	0.21	216	0.36	-79	-0.15	-36.6
Total Income	1,222	1.93	1.147	1.90	75	0.03	6.5
Salaries and wages	308	0.49	263	0.44	45	0.05	17.1
Other costs	223	0.35	208	0.34	15	0.01	7.2
Total operating costs	531	0.84	471	0.78	60	0.06	12.7
Profit before losses	691	1.09	676	1.12	15	-0.03	2.2
Losses on loans, guarantees etc	-6	-0.01	44	0.07	-50	-0.08	-
Pre-tax profit	697	1.10	632	1.05	65	0.05	10.3
Taxes	162	0.25	143	0.24	19	0.01	13.3
Profit after tax	535	0.85	489	0.81	46	0.04	9.4
Return on equity (ROE) %	10.1		9.7			0.4	
Cost/Income ratio	43.5		41.0			2.5	
Profit per EC (NOK)	5.17		4.74			0.43	



Balance sheet and key figures

Key figures per Q3 2022 and Q3 2021

	30.09.22	30.09.21	Change	S
Balance in NOK million			NOK mill	%
Total Assets	87 634	84 262	3 372	4.0
Loans to customers	73 689	69 423	4 266	6.1
Deposits from customers	44 686	40 780	3 906	9.6
Net Equity and Subordinated Loans	7 476	7 050	426	6.0

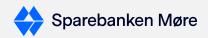
Key Figures	30.09.22	30.09.21	Changes p.p.
Return on Equity	10.1	9.7	0.4
Cost/Income ratio	43.5	41.0	2.5
Total Capital	22.5	20.8	1.7
Tier 1 Capital	20.1	18.8	1.3
CET1	18.2	17.1	1.1
Leverage Ratio	7.6	7.6	0.0
Profit per EC (NOK, the Group)	5.17	4.74	0.43
Profit per EC (NOK, the bank)	6.31	5.20	1.11



Specification of other income

Per Q3 2022 and 2021

(NOK million)	Per Q3 2022	Per Q3 2021	Changes y/y
Guarantee commission	30	29	1
Income from the sale of insurance services (non-life/personal)	18	18	0
Income from the sale of shares in unit trusts/securities	12	11	1
Income from Discretionary Portfolio Management	33	31	2
Income from payment transfers	66	59	7
Other fees and commission income	21	18	3
Commission income and income from banking services	180	166	14
Commission expenses and expenses from banking services	25	28	-3
Income from real estate brokerage	24	18	6
Other operating income	0	1	-1
Total other operating income	24	19	5
Net commission and other operating income	179	157	22
Interest hedging (for customers)	14	9	5
Currency hedging (for customers)	27	26	1
Dividend received	1	2	-1
Net gains/losses on shares	12	11	1
Net gains/losses on bonds	-93	0	-93
Change in value of fixed-rate loans	3	12	-9
Change in value of issued bonds	-5	0	-5
Net gains/losses related to buy back of outstanding bonds	-1	-1	0
Net result from financial instruments	-42	59	-101
Total other income	137	216	-79



Specification of costs

Per Q3 2022 and 2021

(NOK million)	Per Q3 2022	Per Q3 2021	Changes y/y
Wages	229	191	38
Pension expenses	18	16	2
Employers' social security contribution and Financial activity tax	45	39	6
Other personnel expenses	16	17	-1
Wages, salaries, etc.	308	263	45
Depreciations	34	34	0
Operating expenses own and rented premises	11	12	-1
Maintenance of fixed assets	5	6	-1
IT-expenses	109	98	11
Marketing expenses	24	21	3
Purchase of external services	17	17	0
Expenses related to postage, telephone, newspapers etc.	6	5	1
Travel expenses	3	0	3
Capital tax	5	4	1
Other operating expenses	9	11	-2
Total other operating expenses	189	174	15
Total operating expenses	531	471	60



Efficient operations

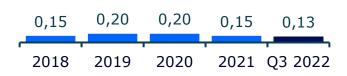




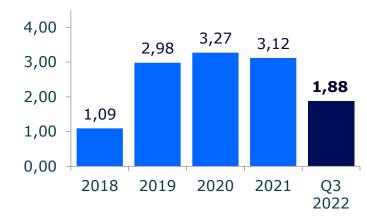
Low level of creditimpaired commitments

Group figures - in % of total commitments Retail market

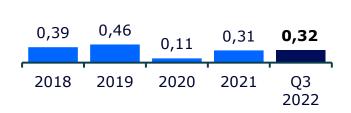




Corporate market - in % of corporate commitments



Corporate market (*excl. offshore/supply*) - in % of corporate commitments

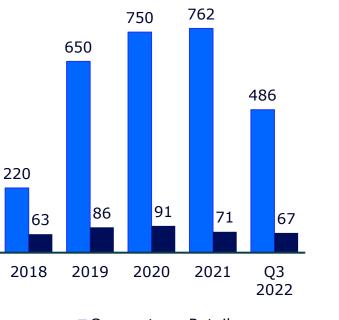




Credit-impaired commitments

 The overview shows nonperforming commitments in default above 90 days and other credit-impaired commitments in stage 3 Total credit-impaired commitments - in NOK million

Total credit-impaired commitments





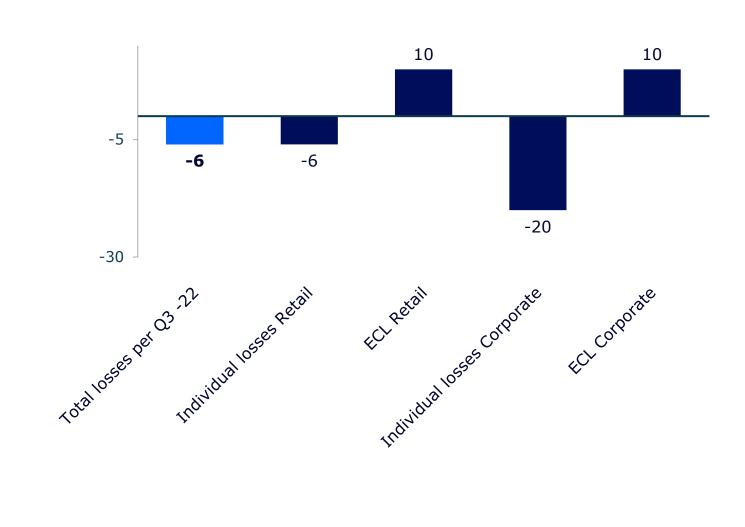




Losses by sector

Losses on loans and guarantees

- NOK million



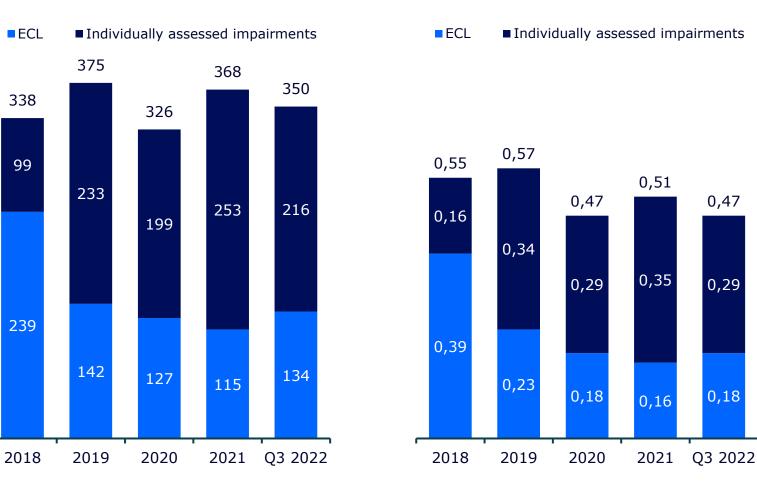


Expected credit losses

Expected credit losses

Expected credit losses

- in % of commitments

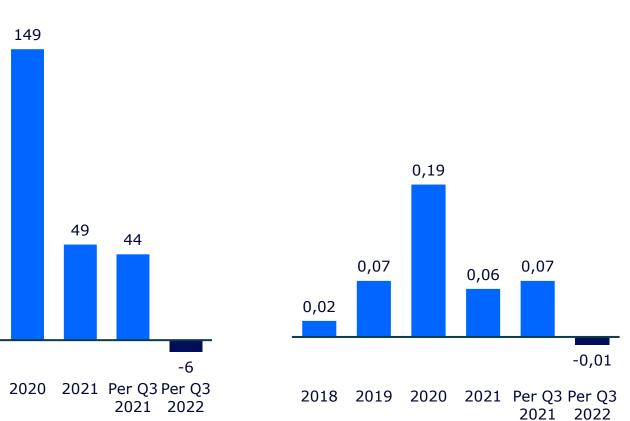


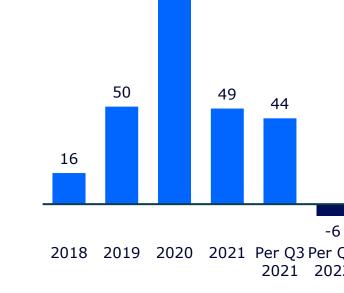


Recognized losses

Losses on loans and guarantees - NOK million

Losses on loans and guarantees - In % of Average Assets







Development in CET1

Changes in CET1 from 31.12.2021





EC capital in Sparebanken Møre

The largest owners (1-10) of EC capital

EC holder	Number of	fECs
	30.09.22	30.06.22
Sparebankstiftelsen Tingvoll	4.983.271	4.977.850
Cape Invest AS	4.913.706	4.927.345
Spesialfondet Borea Utbytte	2.447.205	2.205.437
Verdipapirfondet Eika egenkapital	2.182.751	2.176.585
Wenaasgruppen	1.900.000	1.900.000
MP Pensjon	1.698.905	1.698.905
Pareto Aksje Norge	1.354.568	1.308.985
Verdipapirfond Nordea Norge Verdi	1.265.060	1.265.060
Kommunal Landspensjonskasse	1.148.104	1.098.104
Wenaas EFTF AS	1.000.000	1.000.000
Total 10 largest EC holders	22.893.570	22.558.271
Of which Møre & Romsdal	12.796.977	12.805.195
Of which Møre & Romsdal in %	55.9	56.8



EC capital in Sparebanken Møre

The largest owners (11-20) of EC capital

EC holder	Number of ECs			
	30.09.22	30.06.22		
Beka Holding AS	750.500	750.500		
Lapas AS (Leif-Arne Langøy)	617.500	617.500		
Pareto Invest Norge AS/Pareto AS	565.753	729.780		
Forsvarets personellservice	459.000	459.000		
Stiftelsen Kjell Holm	419.750	419.750		
BKK Pensjonskasse	378.350	353.350		
U. Aandals EFTF AS	250.000	250.000		
PIBCO AS	229.500	229.500		
Morgan Stanley & Co. International	204.198	212.568		
Borghild Hanna Møller	201.220	201.220		
Total 20 largest EC holders	26.969.341	26.781.439		
Of which Møre & Romsdal	14.514.947	14.523.165		
Of which Møre & Romsdal in %	53.8	52.2		

