

# Eika Boligkreditt

Investor presentation

May 2018



# Executive summary

## • The economy is improving

- GDP-growth above trend in 2017-2018 after low growth in 2015-2016
- Large current account and fiscal surpluses
- Lower unemployment
- Correction in house prices in 2017 after very strong development in 2016
- Petroleum investments are expected to increase again from 2018 after more than 25% drop from 2014 to 2017

## • Robust, local saving banks

- 3<sup>rd</sup> largest Norwegian banking group
- Focus on retail lending
- High asset quality with low levels of doubtful & non-performing loans, low LTV and no direct exposure to oil/offshore
- Strong and diversified deposit base
- Strong capitalization and high level of liquidity buffers
- Strong position in the local markets

## • Conservative cover pool

- Maximum 60% LTV for mortgages at origination and strict underwriting criteria
- No arrears or losses since inception
- Prudent risk management with regards to refinancing, liquidity, currency, interest rate and counterparty risk
- Credit guarantees from the distributors and capital and liquidity support agreements with the owners

# Agenda

- The Norwegian economy
- Eika Alliance
- Eika Boligkreditt
- Appendix
- Disclaimer

# The Norwegian economy – Key indicators

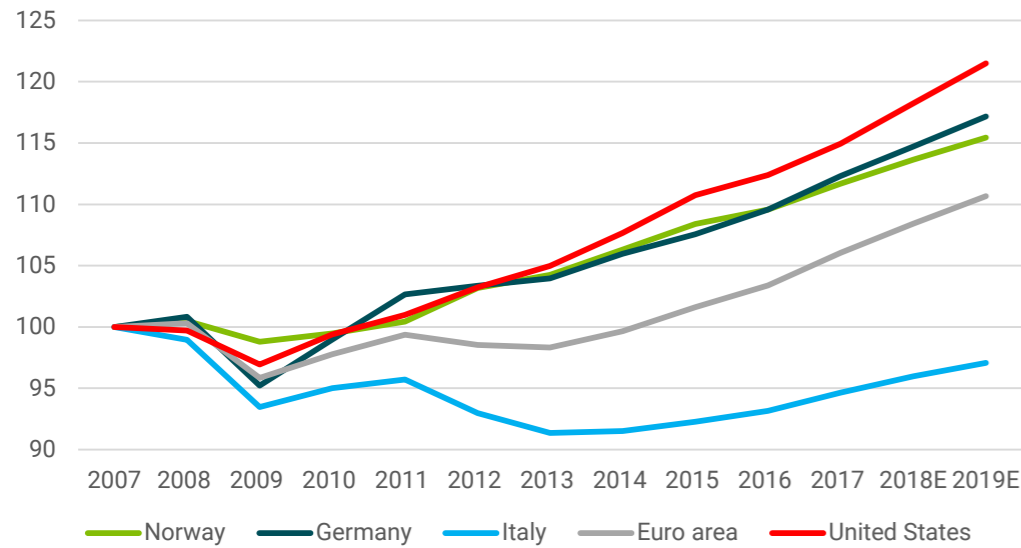
- Constitutional monarchy; Non EU member (EEA member); Population of 5.3 million
- Aaa / AAA / AAA rated country (all with stable outlook)
- GDP per capita amongst the highest in the OECD countries – estimated to be 48% higher than the average in EU (28 countries)
- Expected contributors to growth in 2018/19:
  - Positive contribution from private consumption, increased export, public investments & consumption, petroleum investments and other mainland industrial investments
  - Negative contribution from reduced housing investments

	2012	2013	2014	2015	2016	2017	2018E	2019E	2020E	2021E
GDP growth (Mainland)	3.8 %	2.3 %	2.2 %	1.1 %	1.0 %	1.8 %	2.4 %	2.3 %	2.3 %	2.1 %
Consumer price inflation	0.8 %	2.1 %	2.0 %	2.1 %	3.6 %	1.8 %	2.0 %	1.6 %	1.8 %	2.0 %
Unemployment	3.2 %	3.5 %	3.5 %	4.4 %	4.7 %	4.2 %	3.9 %	3.7 %	3.7 %	3.7 %
Private Consumption	3.5 %	2.1 %	2.0 %	2.1 %	1.5 %	2.3 %	2.5 %	2.7 %	2.5 %	2.8 %
Household savings rate	7.4 %	7.4 %	8.5 %	10.4 %	6.7 %	7.3 %	7.2 %	7.6 %	8.3 %	8.7 %
Houseprices	6.7 %	4.1 %	2.7 %	6.1 %	7.0 %	5.0 %	-2.8 %	1.1 %	1.5 %	2.3 %
Interest rates (money market)	2.2 %	1.8 %	1.7 %	1.3 %	1.1 %	0.9 %	1.0 %	1.4 %	1.9 %	2.3 %
Government net lending as % of GDP	13.8 %	10.8 %	8.7 %	6.1 %	4.0 %	4.4 %	4.9 %	5.1 %	n/a	n/a
Government pension fund / GDP	129 %	164 %	204 %	238 %	238 %	246 %	251 %	257 %	261 %	266 %

Source: Statistics Norway – Økonomisk utsyn 1/2018 , OECD – Economic Outlook No 103 May 2018 and Norges Bank

# The Norwegian economy – Solid economic situation

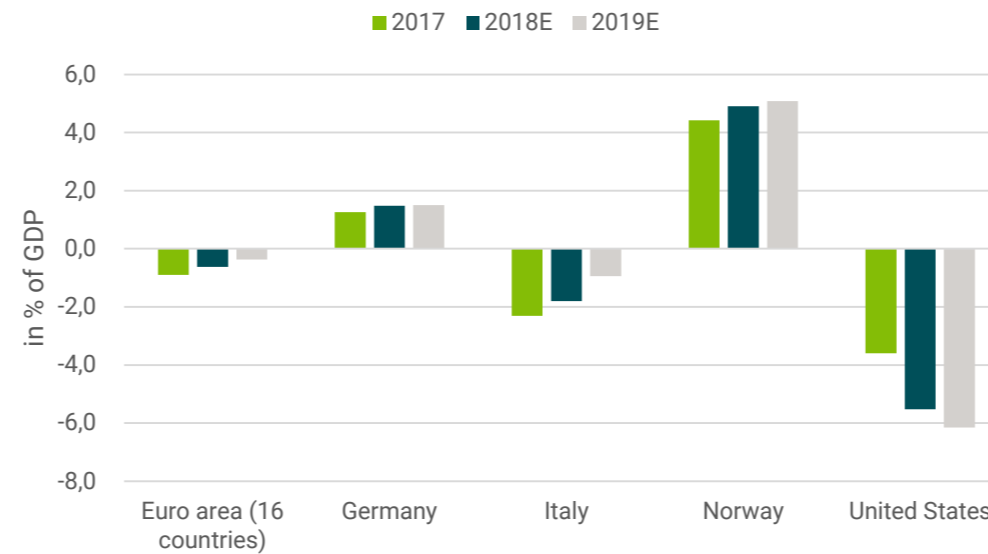
Real GDP growth (rebased to 100 in 2007)



Source: OECD Economic Outlook No. 103 (database), May 2018

- Economic growth at an annual average of 1.7% for Norwegian mainland GDP last 10 years
- Strong current account surplus averaging 10.0% of GDP since 2008

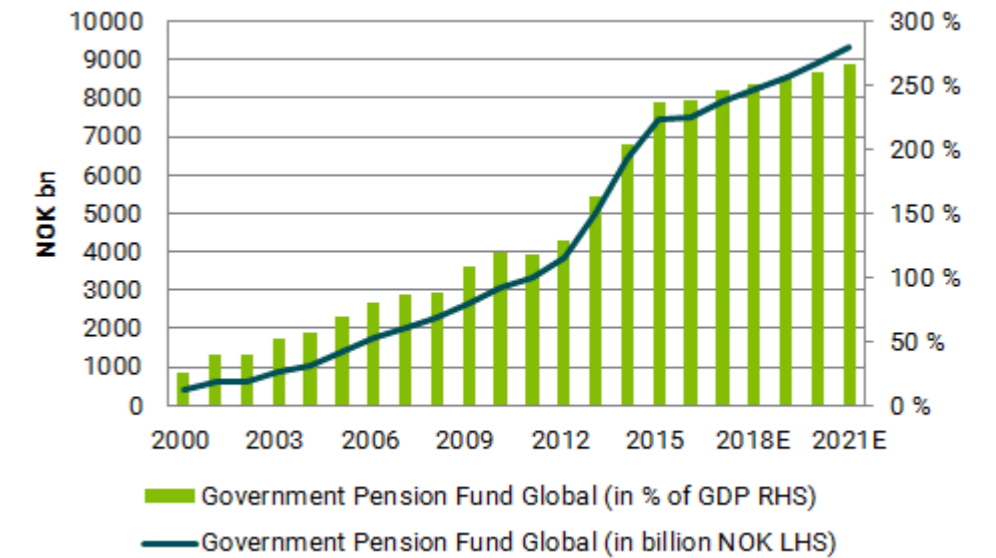
Government net lending



Source: OECD Economic Outlook No. 103 (database), May 2018

- Significant government net lending (4.4% of GDP in 2017) and the Government Pension Fund more than twice the size of GDP

Government Pension Fund Global

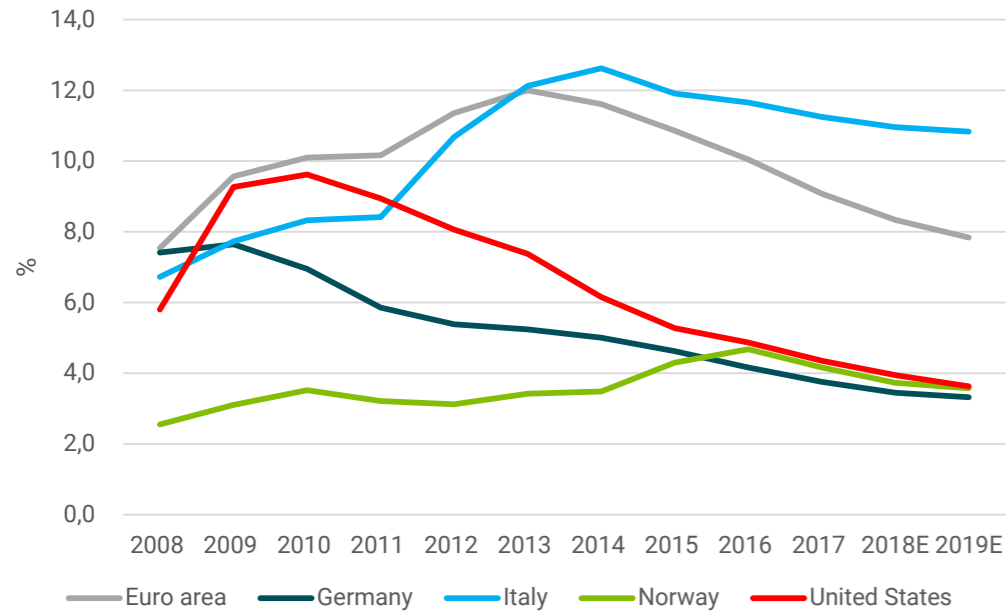


Source : Norges Bank, Statistics Norway, Q1 2018

- Norway has a strong balance sheet
- High net central government financial assets (290% of GDP in 2016)

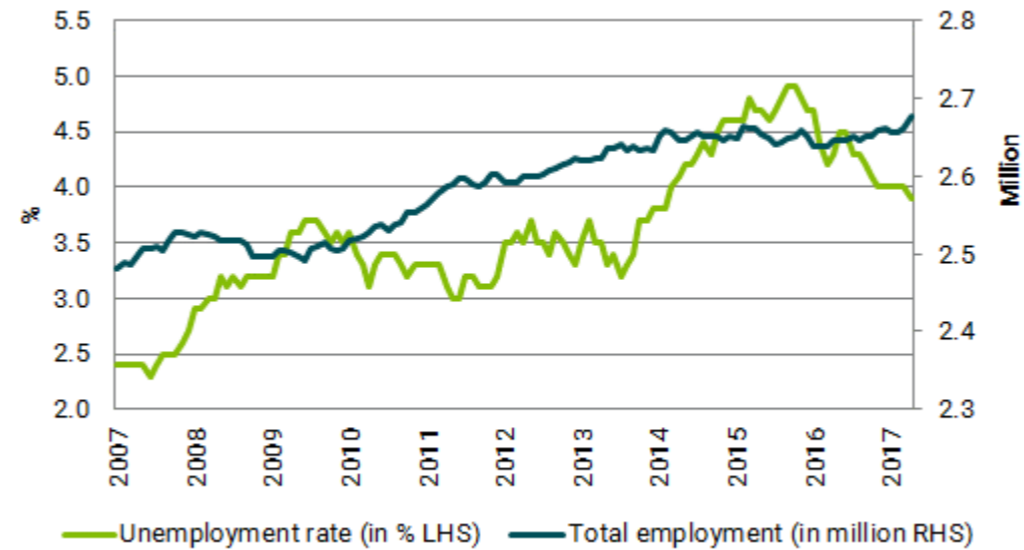
# The Norwegian economy – Low unemployment

## Norway has consistently low unemployment rate



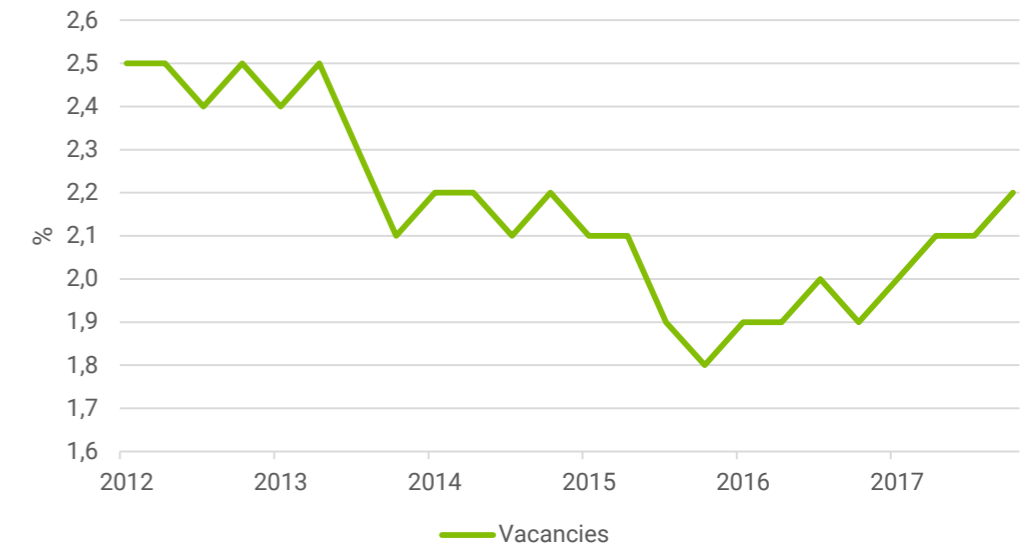
Source: OECD Economic Outlook No. 103 (database), May 2018

## Survey unemployment rate and total employment



Source: Statistics Norway, February 2018

## Vacancies



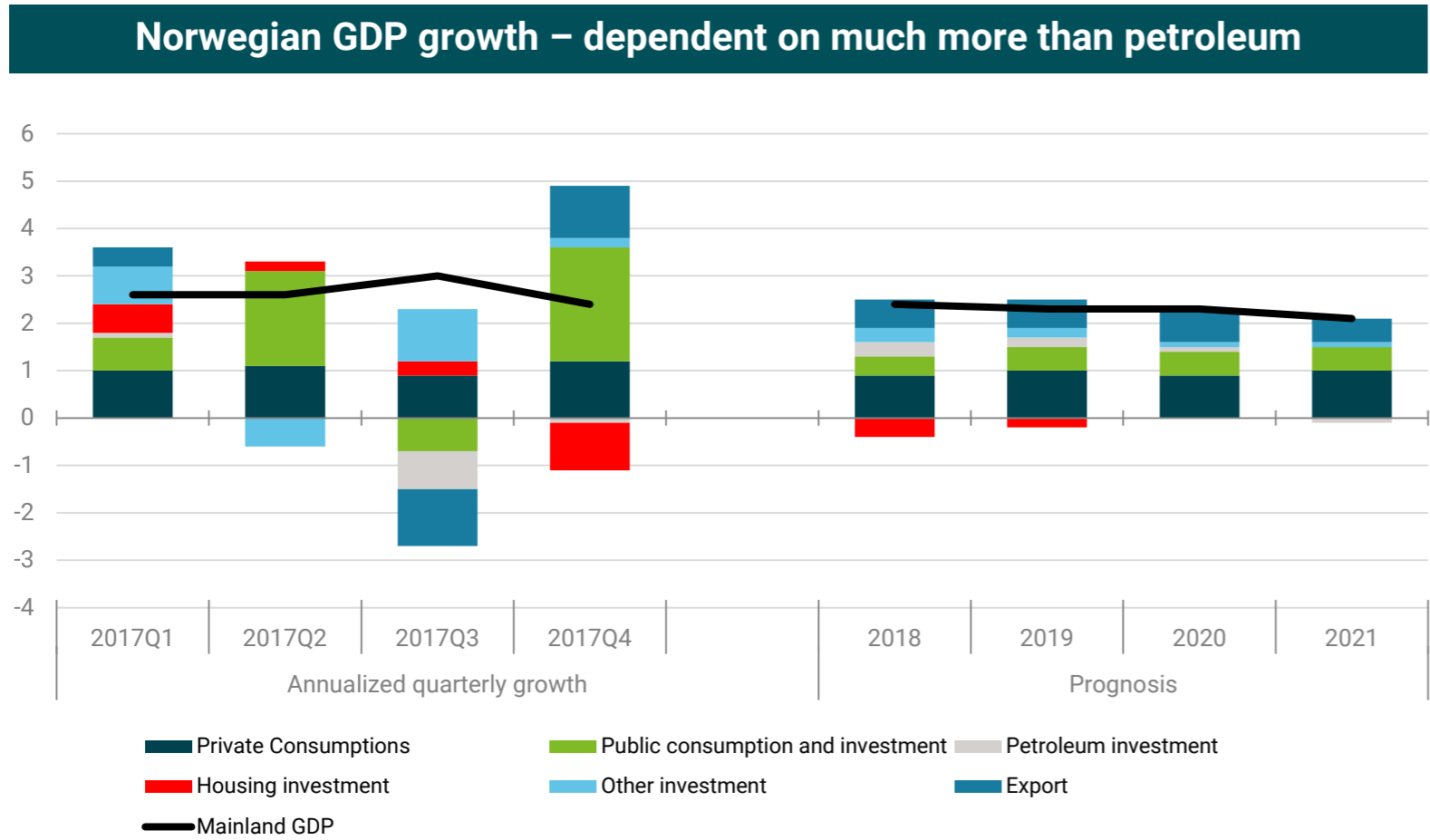
Source: Statistics Norway, Q4 2017

- A stable economy ensures a high rate of employment
- The survey based unemployment rate has fallen by 1.1%-points to 3.9% after hitting the highest level in the last decade of 5.0% in July 2016. Unemployment is expected to decline somewhat over the next couple of years from current levels of 3.9% and remain at low levels compared to elsewhere in Europe

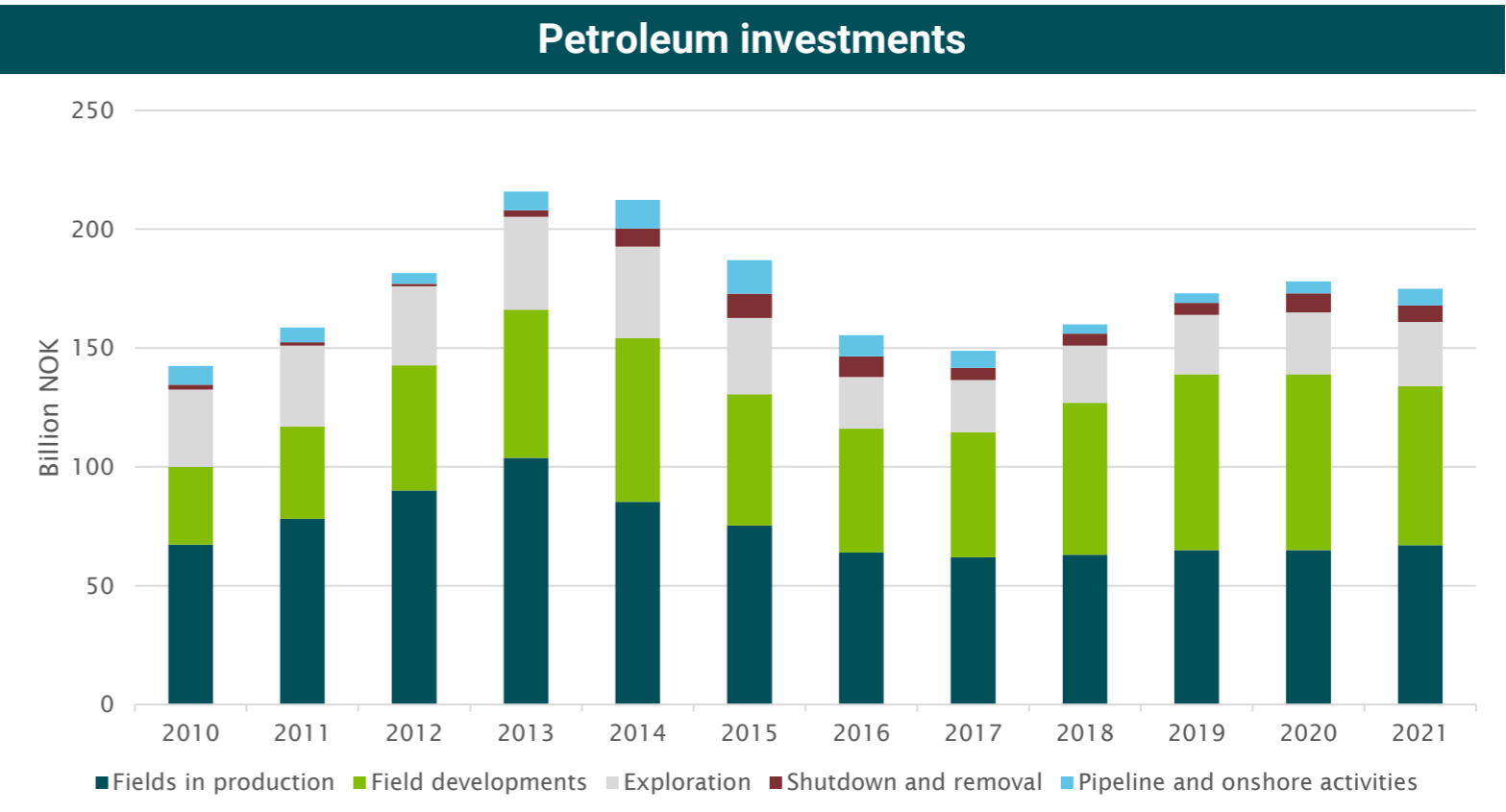
- Labour immigration to Norway has been high over the past 10 years but is sensitive to changes in unemployment. Thus lower migration have counterbalanced increase unemployment

- A strong welfare system provides significant income protection: average unemployment benefit is 62.4% of salary (capped at NOK 540,408) for a minimum of 104 weeks

# The Norwegian economy – much more than petroleum



Source: Statistics Norway, Økonomisk utsyn 1/2018



Source: Statistics Norway and Norges bank, Q4 2017

- Public and private consumption, housing investment, other investment and export have been positive contributors to growth in 2017. Petroleum investments has been a drag on growth for the last 2015/16, but only a marginal negative effect in 2017

- The reduction in petroleum investments have decelerated in 2017. These investments are expected to pick up going forward driven by reduced costs in the industry and improved prospects for the oil price

# The housing market characteristics in Norway

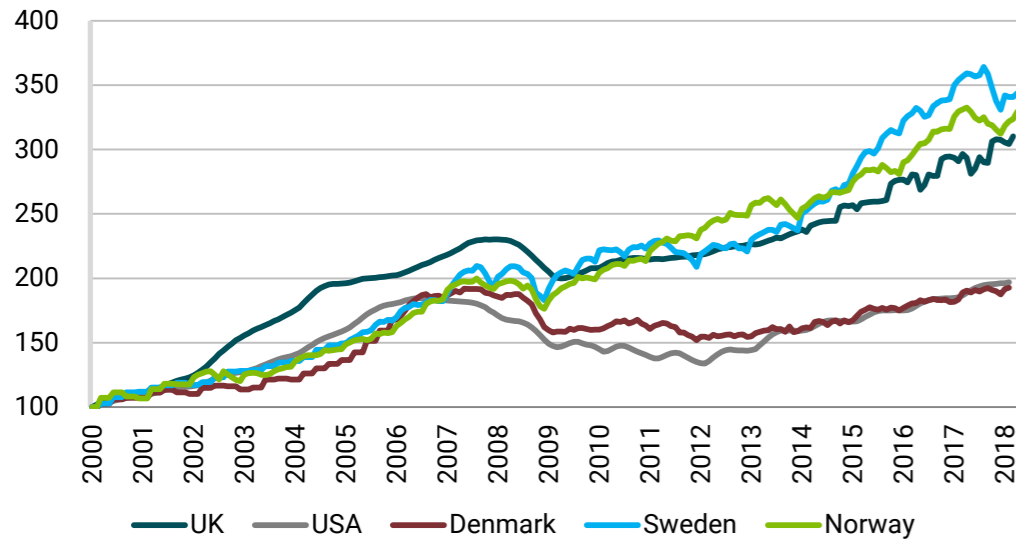
<b>Home ownership</b>	<ul style="list-style-type: none"><li>• Among the highest in the world - around <b>77%</b> are owner-occupied households</li><li>• Total size of the mortgage market NOK <b>2,662 bn</b> (EUR 270bn)</li></ul>	<b>Personal liability</b>	<ul style="list-style-type: none"><li>• Borrowers <b>personally liable</b> for their debt – also following foreclosures and forced sales</li><li>• Prompt and <b>efficient foreclosure</b> process upon non-payment</li><li>• Strong incentives to <b>service debt</b> reflected in low arrears</li><li>• Transparent <b>and reliable information</b> about borrowers available to the lenders</li></ul>
<b>MoF lending regulation*</b>	<ul style="list-style-type: none"><li>• Mortgages maximum LTV <b>85%</b> (60% for secondary homes in Oslo)</li><li>• Mortgages with an LTV &gt; <b>60%</b> are required to be amortizing</li><li>• Debt service ability is stress tested for a <b>5%</b> - point increase in interest rates</li><li>• Total debt over gross income less than <b>5</b></li></ul>	<b>Mortgage lending</b>	<ul style="list-style-type: none"><li>• <b>97.5 %</b> of residential mortgage loans granted by banks/mortgage companies (Q3 2017)</li><li>• Typical legal maturity 25-30 years, on average <b>22-23 years</b></li><li>• <b>93.1%</b> of residential mortgages have variable interest rate (Q4 2017)</li><li>• Lenders allowed to <b>adjust interest</b> rates with a six week notice</li><li>• <b>No “sub-prime”</b> market in Norway</li><li>• Very limited <b>buy-to-let market</b></li></ul>
<b>Tax incentives</b>	<ul style="list-style-type: none"><li>• All interest expenses are tax deductible in Norway at capital gains tax rate (<b>23%</b>)</li><li>• Preferential treatment of properties when calculating the wealth tax (<b>0.85%</b>)</li><li>• Capital gain on a dwelling tax-free after <b>one year</b> of occupancy by the owner</li></ul>		

\* The Ministry of Finance sets mortgage guidelines in the regulation as of 1. June 2015, a stricter set of rules than the guidelines set prior to that



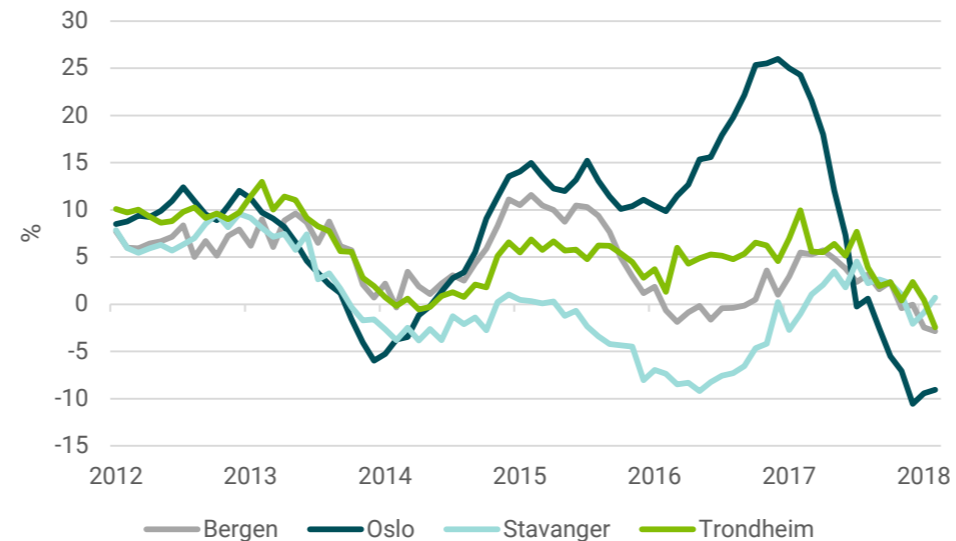
# The housing market – Price development

**Nominal house price development**



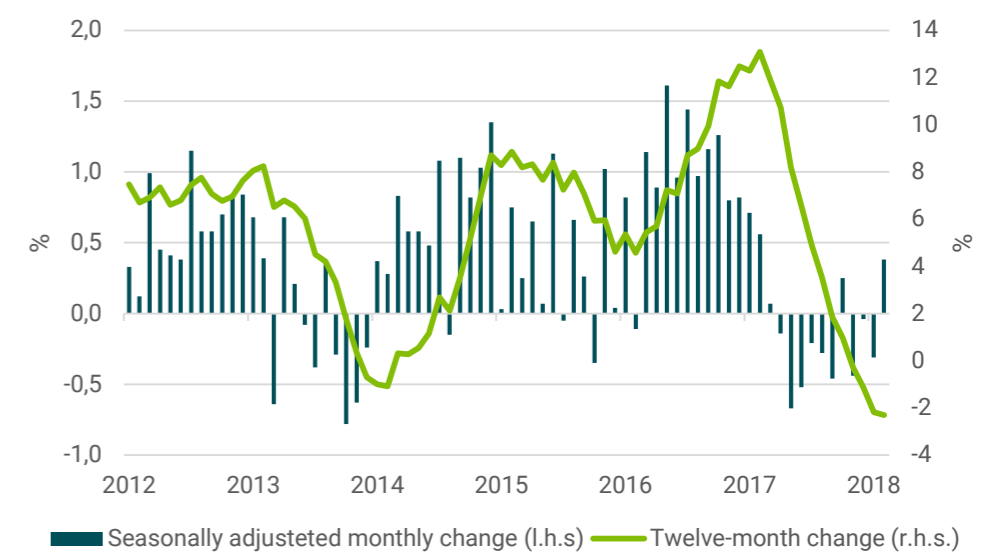
Source: S&P CoreLogic Case-Shiller US National Home Price NSA Index, Danmark statistik Ejen14, Hometrack House price Index, Valueguard HOX® Index, Eiendomsverdi, February – April 2018

**House prices – larger Cities (twelve-month change)**



Source: Eiendom Norge, Eiendomsverdi og Finn.no, February 2018

**House prices- Monthly and twelve-month change**



Source: Eiendom Norge, Eiendomsverdi og Finn.no, February 2018

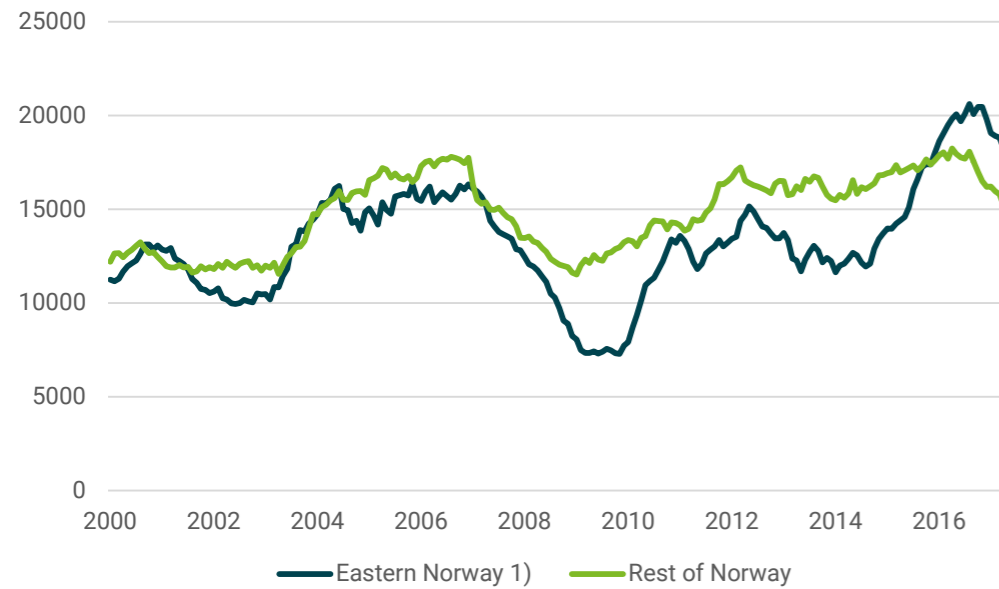
- Nominal house prices have increased by an average of 6.7% per annum since 2000.
- The Norwegian housing market have been through a clear shift in trend in 2017 where prices on a countrywide basis are influenced by falling prices in the Oslo area, but the housing market improved again in 2018

- House prices are expected to show moderate increases going forward driven from expected increase in mortgage rates, increased supply and slower population growth
- The soft landing in housing prices in 2017, lower housings starts and improved growth in the economy have reduced the risk for a sudden and significant downward correction in house prices going forward

- Average house price in Norway is € 375,000, average house price in Oslo is € 506,000
- Average m<sup>2</sup> price in Norway is € 4,252 , average m<sup>2</sup> price in Oslo is € 7,183

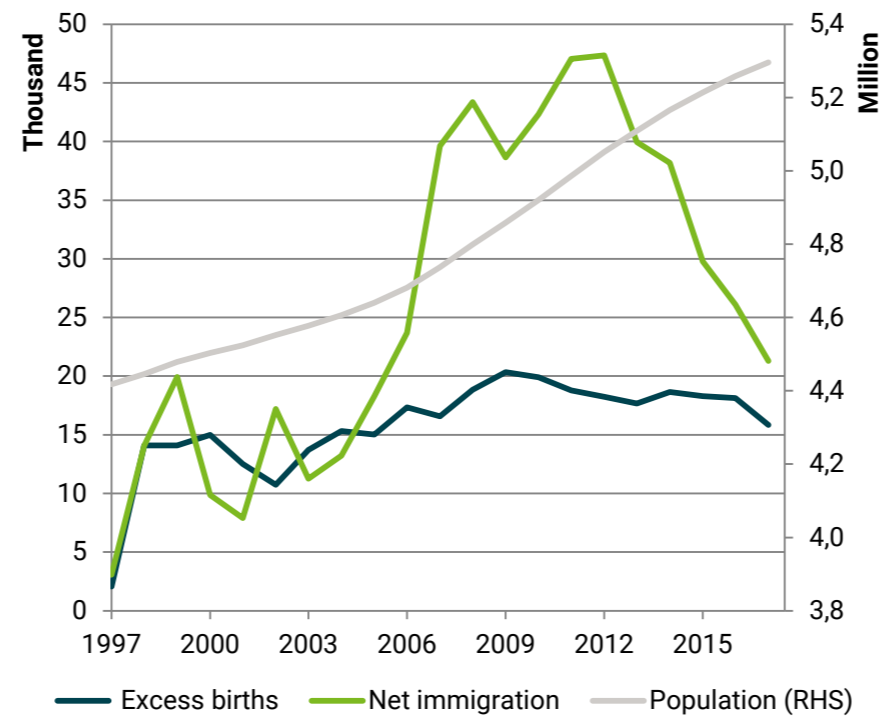
# The housing market – Drivers of the housing market

## Housing starts (twelve-month change)



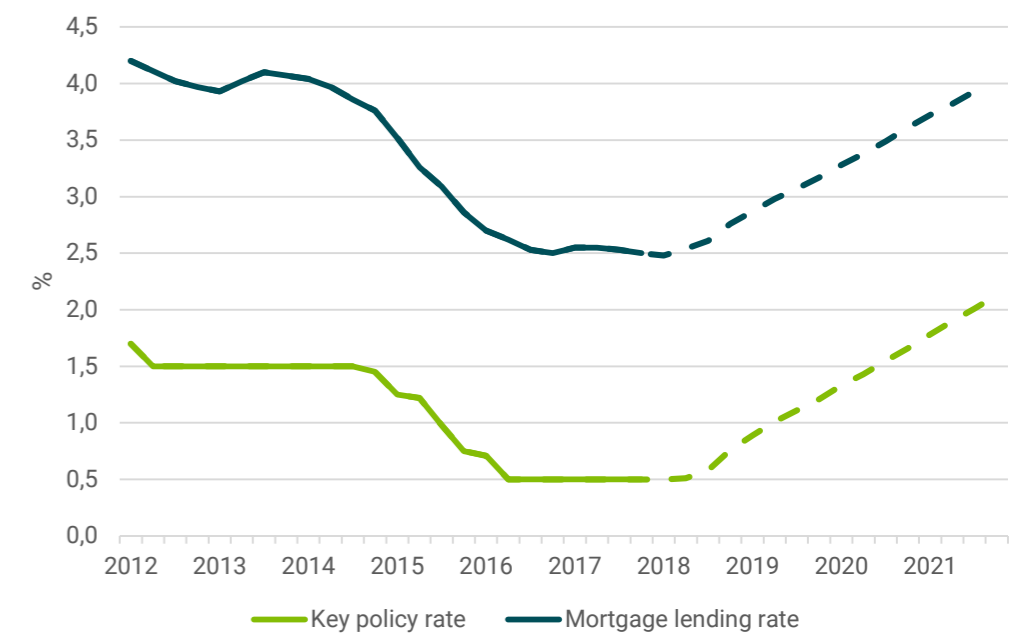
Source: Statistics Norway, March 2018  
1) Akershus, Buskerud, Hedmark, Oppland, Oslo, Telemark, Vestfold and Østfold

## Strong population growth



Source: Statistics Norway, Q4 2017

## Low average lending rates



Source: Statistics Norway, Thomson Reuters, Norges Bank, projections broken lines, Q4 2017

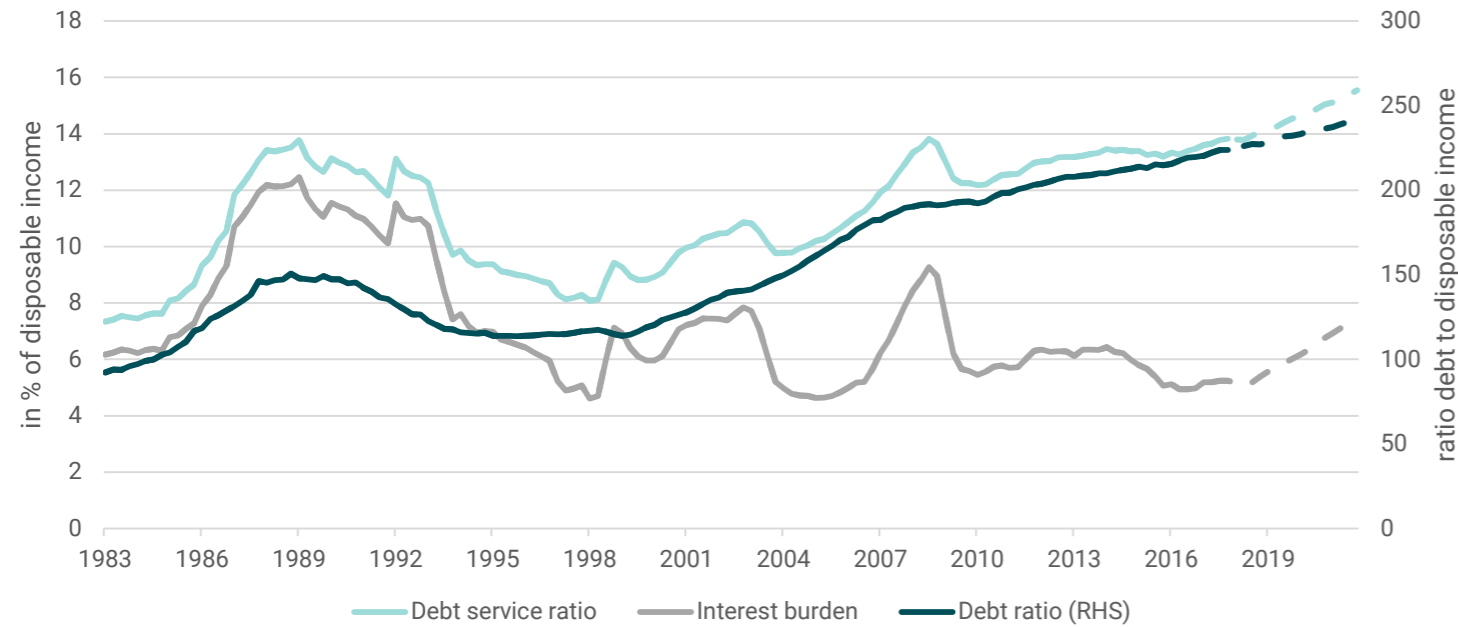
- New home construction is down from “all time high”. Reduced housing investments are expected to bring down housing starts further going forward

- Net immigration down from above 47,000 in 2011/12 to 21,000 in 2017
- The population growth of 0.91% p.a. since 1997 has been driven both by excess birth rate (37%) and net immigration (63%)

- Low average mortgage rates for households. Mortgage rates are expected to increase from 2,5% to 4% over the next 3 years in line with expected increases in key policy rates

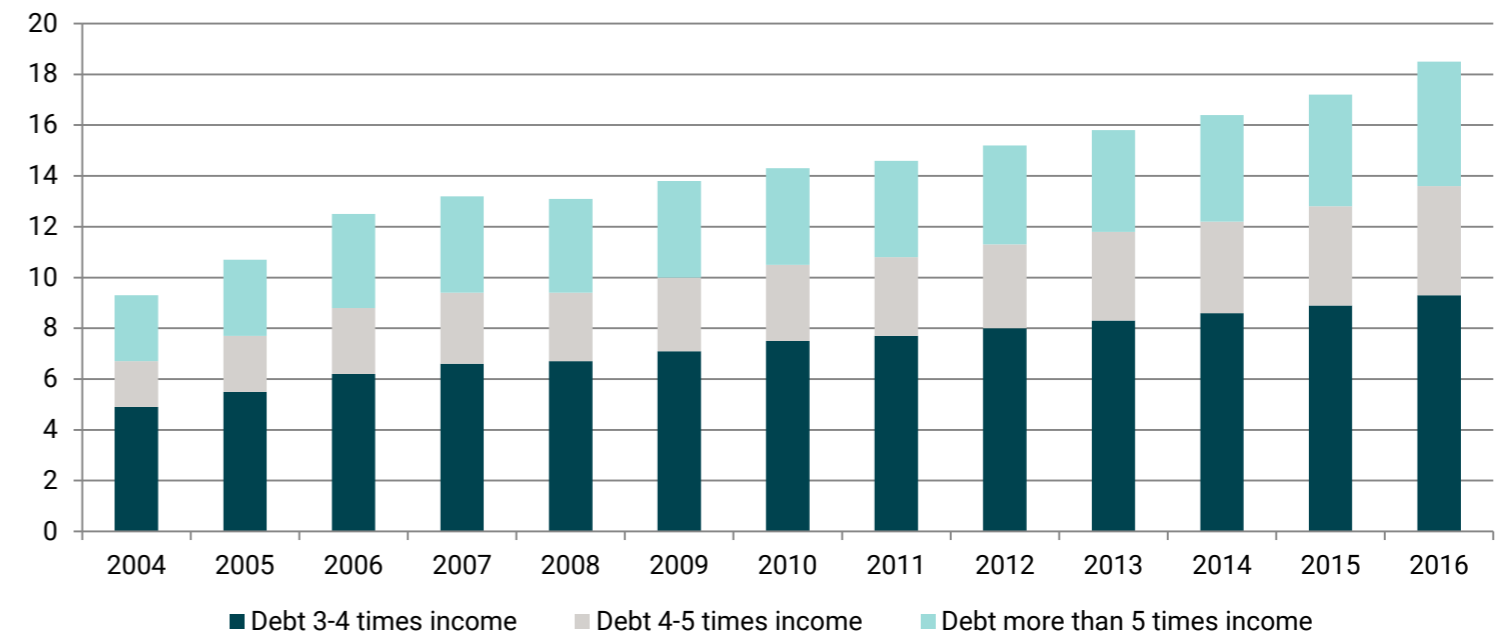
# Households financial position

Household debt service ratio, interest burden and debt-to-income ratio



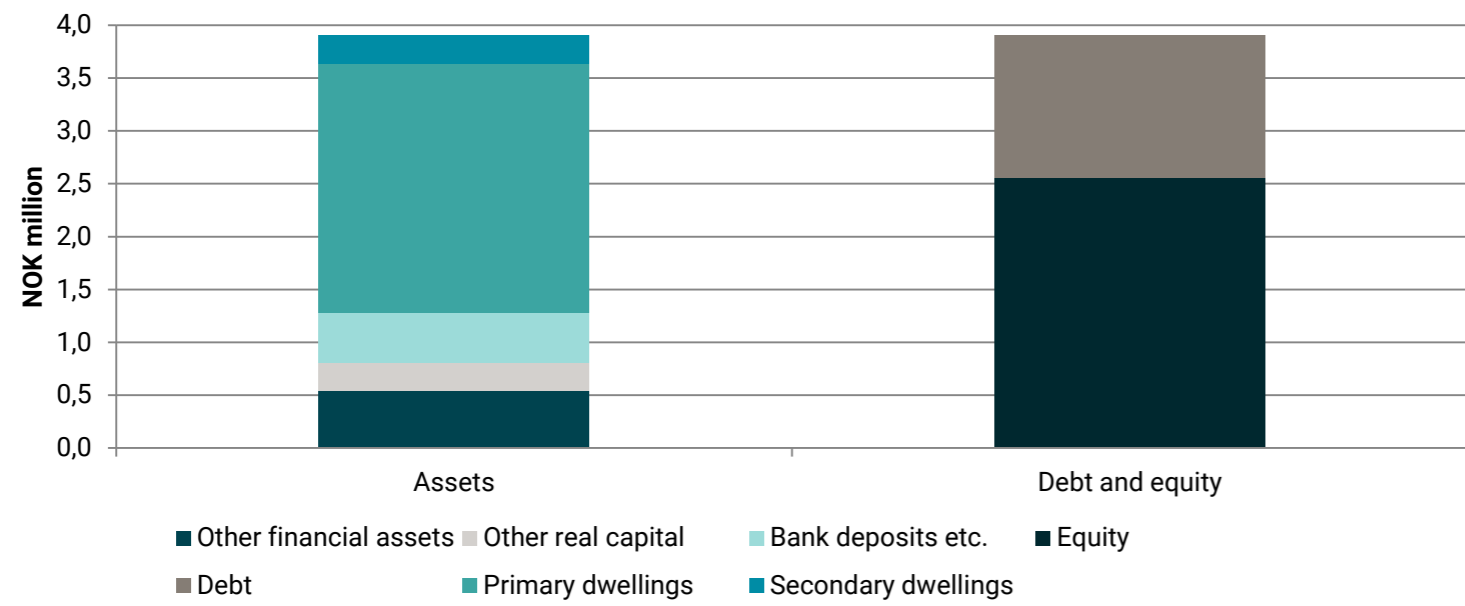
Source: Statistics Norway and Norges Bank, Q4 2017

Norwegian households with debt > 3 X total household income (in %)



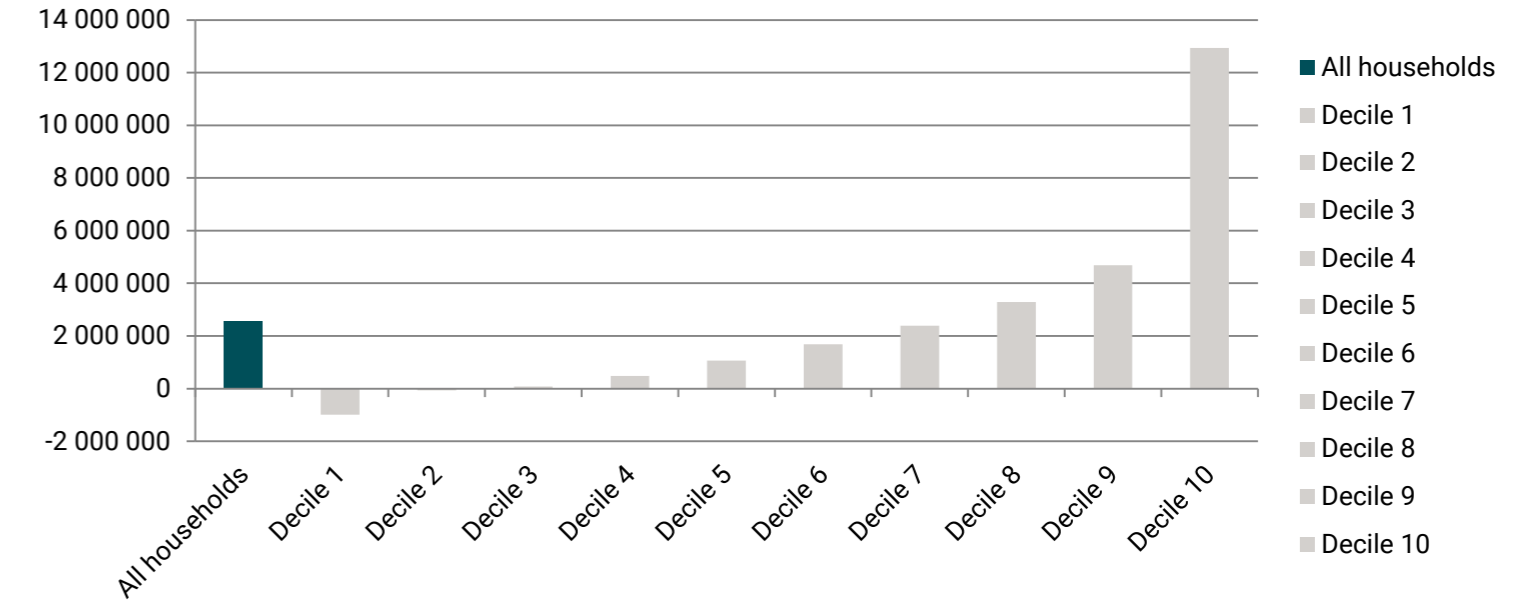
Source: Statistics Norway, Updated 2016

Household balance sheet



Source: Statistics Norway Updated 2016

Norwegian households net wealth (in NOK)



Source: Statistics Norway, Updated 2016

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# 3<sup>rd</sup> largest Norwegian banking system

- **The Eika Alliance consist of a group of 69 Norwegian local banks<sup>1</sup>, Eika Gruppen and Eika Boligkreditt**

- Total assets EUR 48 bn
- 900,000 customers
- 2,208 employees
- 216 branch offices

- **The banks have a wide geographical reach (presence in 18 out of 19 counties) with a strong position in the vibrant economic centres in Central and Eastern Norway**



- **Local banks with a unique market position**

- The Eika banks ranks high on client experience
- Local based knowledge and credit committee decisions
- Perceived to care about their clients

- **Market share in lending to retail customers**

- Up to 80% in local markets (except the largest cities)
- 10.4 % overall in Norway

<sup>1</sup> 11 banks have terminated agreements with Eika-Gruppen, the final termination date is 31/12-2021. These banks in total own 11.4% of the shares. The agreements these banks have with Eika Boligkreditt AS are not affected by the notices of termination.

# The Eika Alliance



## Eika Boligkreditt AS

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Covered Bond Funding

## Eika Gruppen AS

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Provides products and services to bank clients	Provide services to banks	Infrastructure / IT	Strategy and Lobbying
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Bank2 and Sandnes sparebank are only shareholders in Eika Gruppen AS  
 OBOS is the largest Nordic Cooperative Housing Association, established in 1929 and is owned by 415,000 members, mostly located in the Oslo-area. More information about OBOS can be found on [www.obos.no](http://www.obos.no)

# Achieving economies of scale, while being local

## I. Eika banks

- The saving banks are independent banks with very strong local focus, and operate solely in the local markets where they have been active for almost 200 years

## II. Eika Gruppen

- The smaller Norwegian Savings banks established the Eika Alliance in 1997.
- Efficiency in banking operations and IT infrastructure
- Realize the economics of scale
- Jointly owned product companies (insurance, mutual funds etc)
- Shared resources to handle regulatory changes

## III. Eika Boligkreditt

- Provider of covered bond funding

### Efficiency

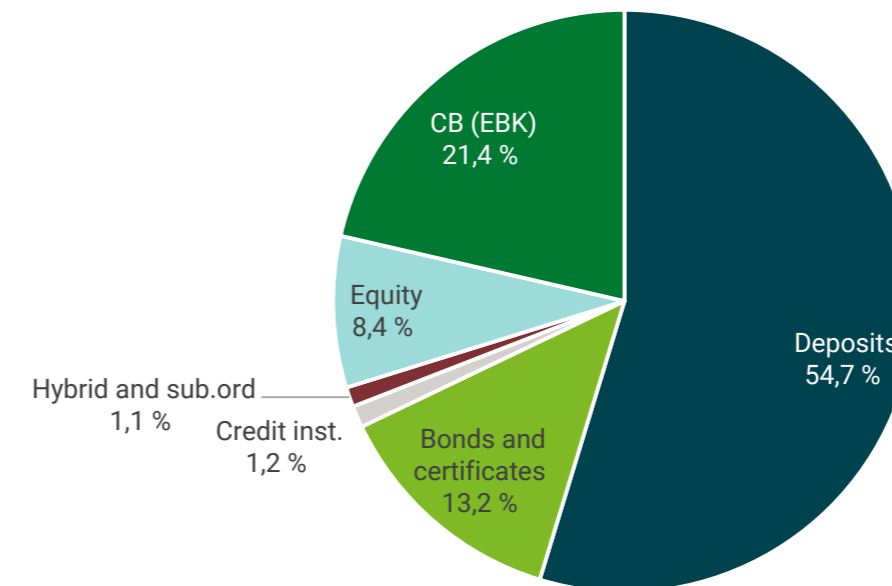
- Work as if one integrated entity
- Operational integration
- Offer non-core banking products through jointly owned product companies



Alliance programme

### Total funding sources

As of YE2017



Source: Bank analyst Eika

# Focus on retail customers

- Eika banks have a large and stable retail customer base
- Retail lending accounts for 81.3% of Eika banks' total lending
- Eika banks have a higher share of retail lending compared to the other Norwegian peers
- Retail lending consist predominantly of mortgage collateralized housing loans (approx. 93% of total)
- Low average LTV of 52.9% in mortgage portfolio

## Local market focus

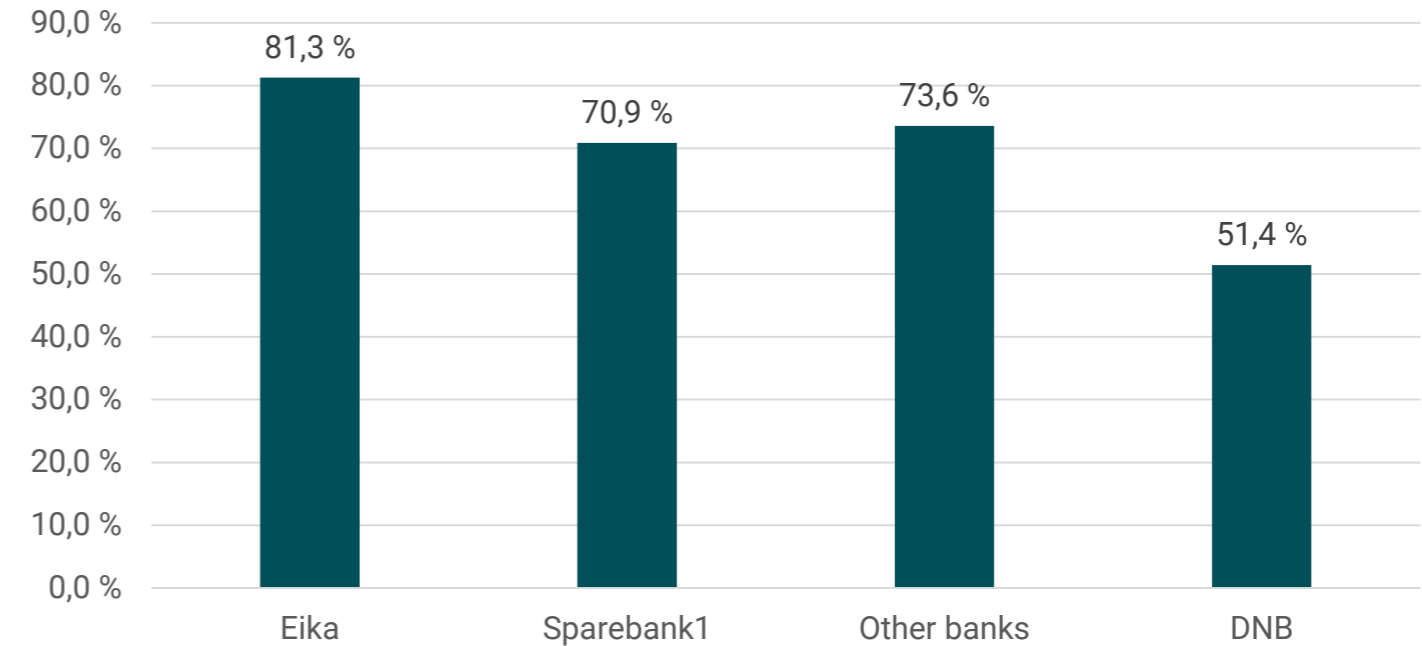
- Decisions are made close to the customer and transaction originations
- Each bank continues to develop its link with its local community
- Keeping its own name and legal identity



Separate legal identities and a common support brand

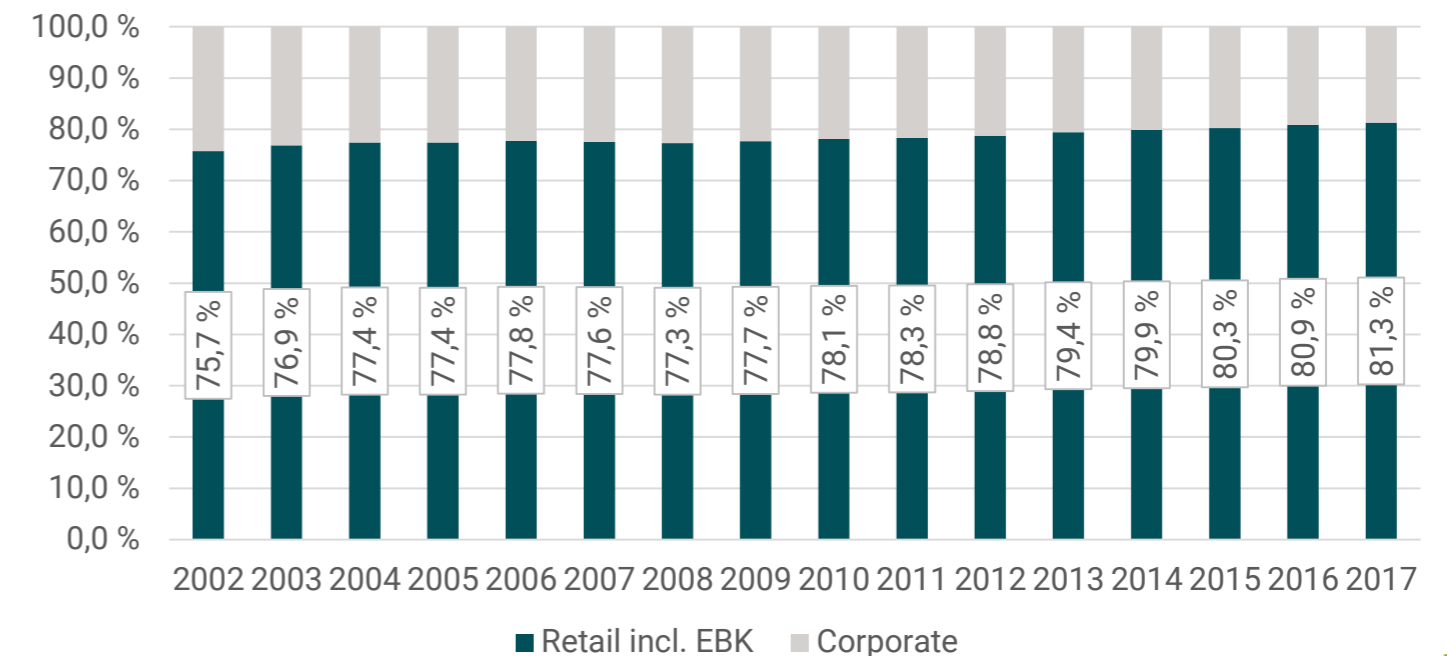
## Retail share - Eika vs. peers

As of YE2017



## Breakdown of the Eika banks lending

As of 2017Q4



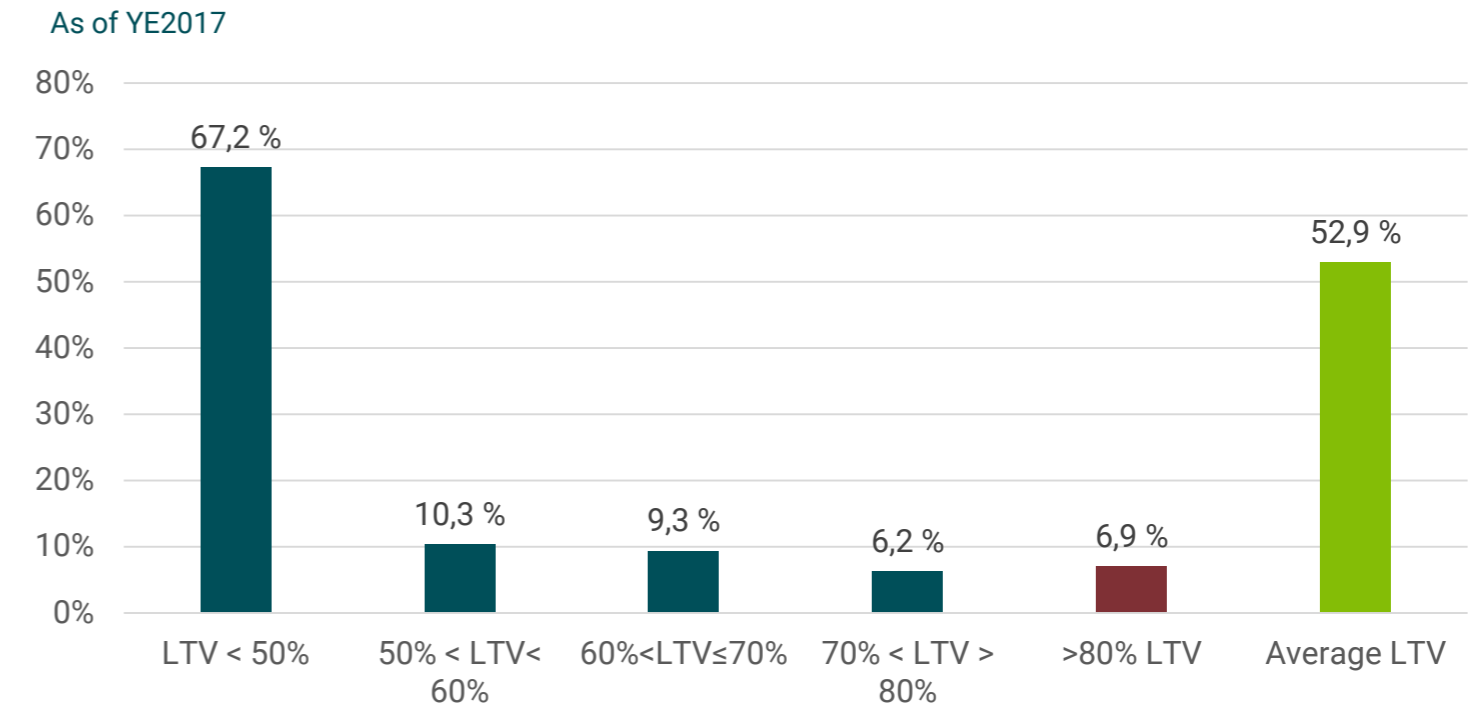
Source: Bank analyst Eika



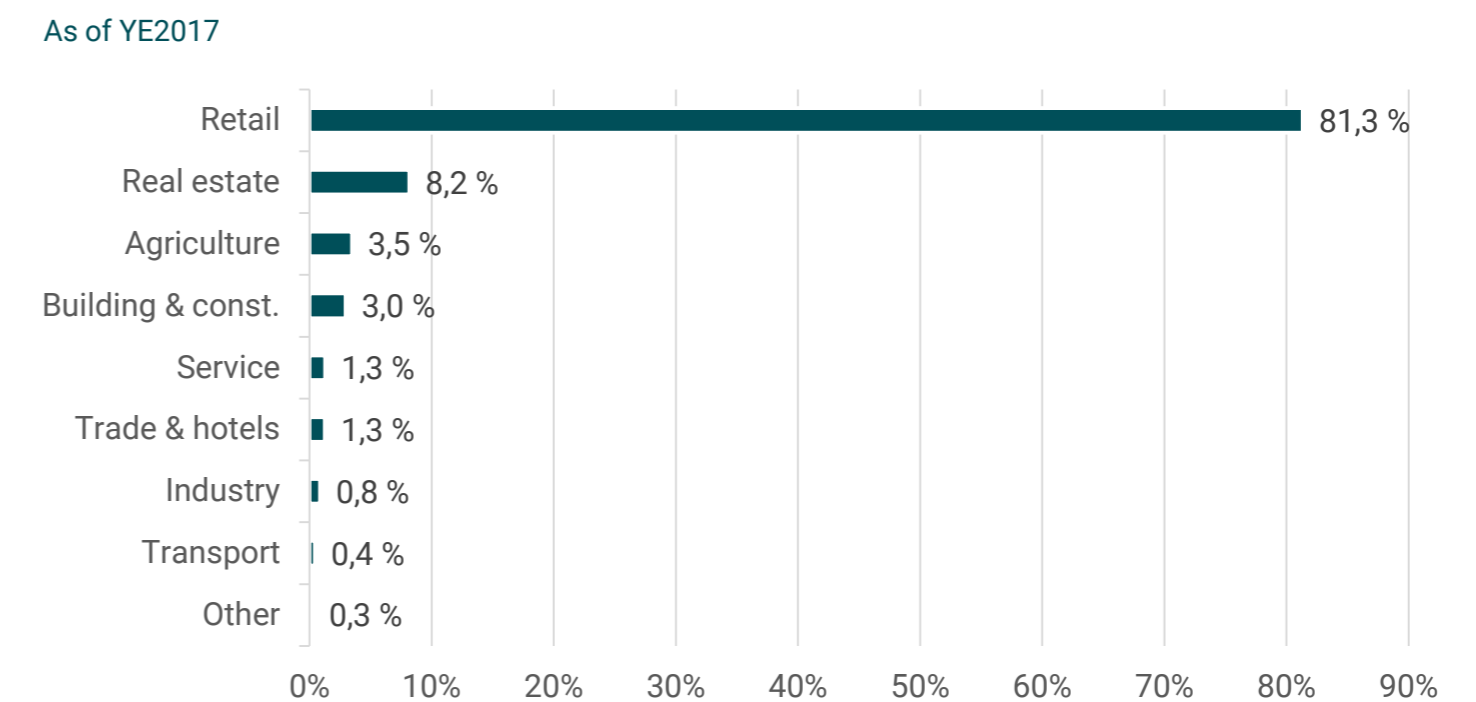
# High asset quality

- Conservative risk profile within the banks
- Eika banks have low exposure to the corporate sector with no lending to shipping, oil sector and relatively low exposure to commercial real estate
- Few non-performing and doubtful loans
  - Gross non-performing loans constitute 0.41% of gross loans 2017Q4
  - Gross doubtful loans constitute 0.55% of gross loans 2017Q4
  - Provisioning ratio on problem loans of 60.8% 2017Q4
- Gross problem loans relative to equity + loan loss reserves has been declining gradually over the last 8 years and is now at 7.3% (Q4 2017)

## Low LTV in mortgage portfolio (bank book)



## Sector breakdown of the loan book (incl.EBK)



Source: Bank analyst Eika

# Strong capitalization

- Strong capital ratios – YE2017**

- Common equity ratio (CET1): 18.0%
- Core capital ratio: 19.3%
- Capital ratio: 20.7%
- Equity ratio (Equity/Total assets): 10.6%

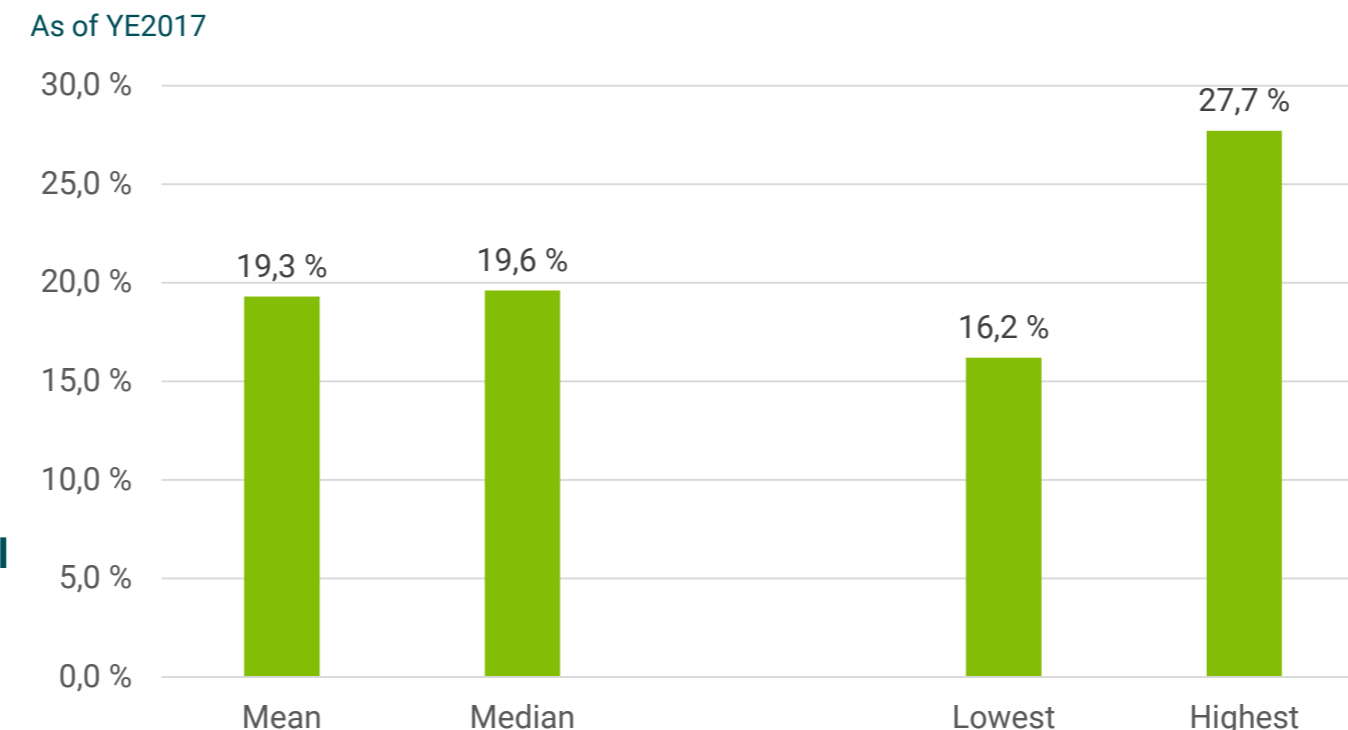
- All Eika banks are well capitalized (core capital ratio)**

- Lowest: 16.2%
- Highest: 27.7%

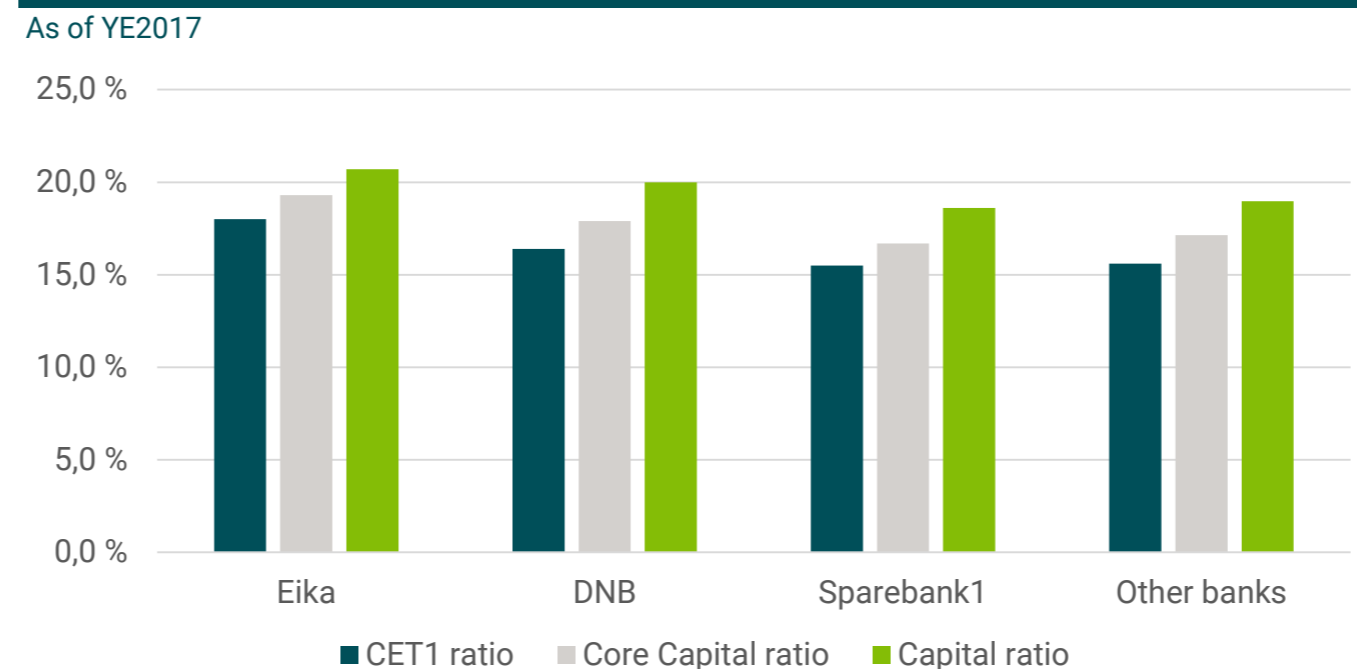
- All Eika banks use the standard approach under Basel II and therefore increase in mortgage risk-weights will not impact capital levels of Eika banks**

- If Eika banks were using the IRB method, the core and capital ratios are estimated to have been at 26.4% and 28.4% at end 2017**

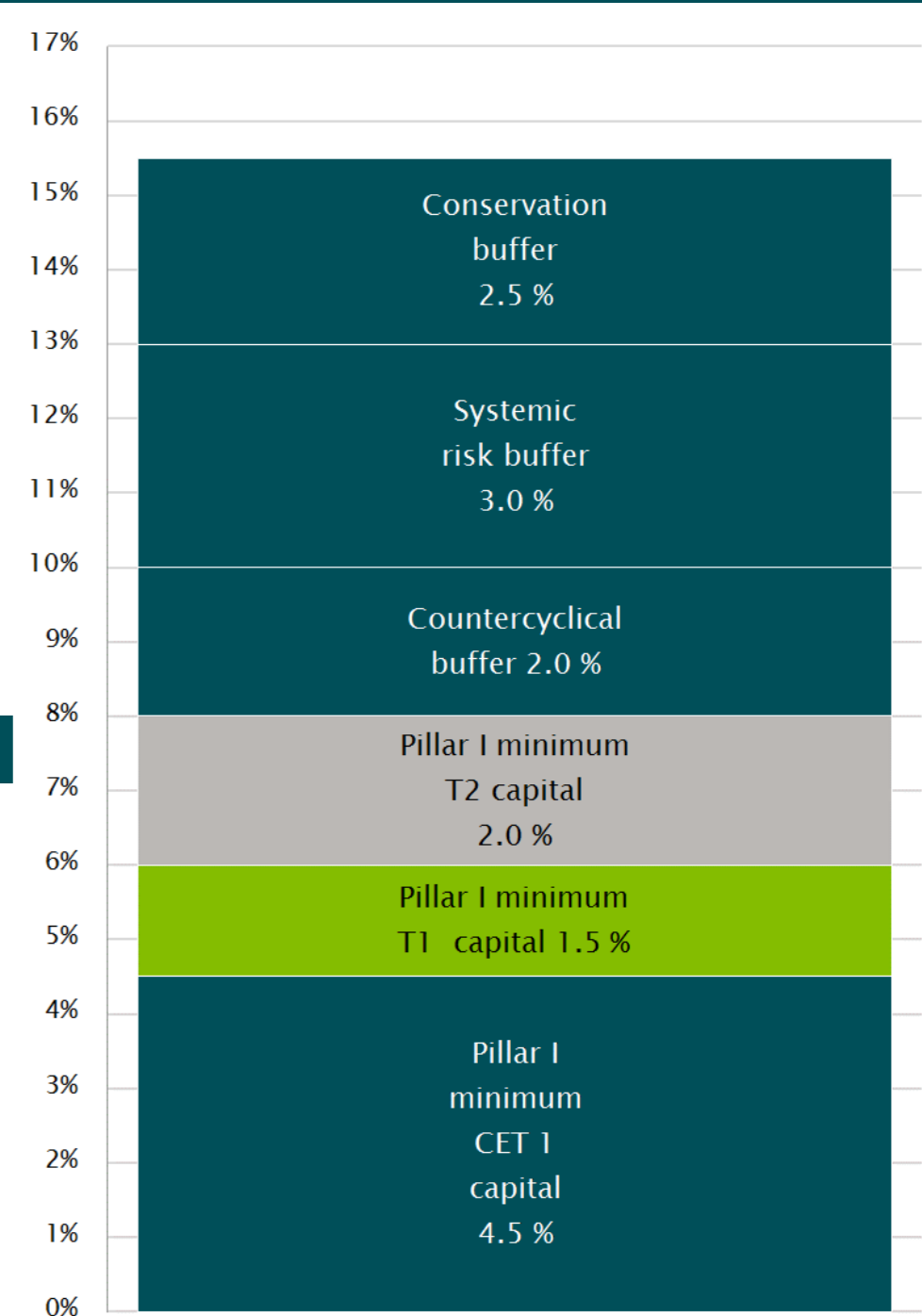
## Core capital ratio – Eika banks



## Capital ratio - Norwegian banks



## Minimum capital requirements for Eika Banks\*



\* No Eika Bank has SIFI requirements

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# Norwegian covered bonds

## I. Norway's covered bonds legislation

- Specialist banking principle, ring fencing of assets and transparency
- Standard principles in the legislation in effect since 2007
- Harmonisation (EBA proposal from 2017) can easily be implemented in Norwegian law with minor changes

## II. Regulatory

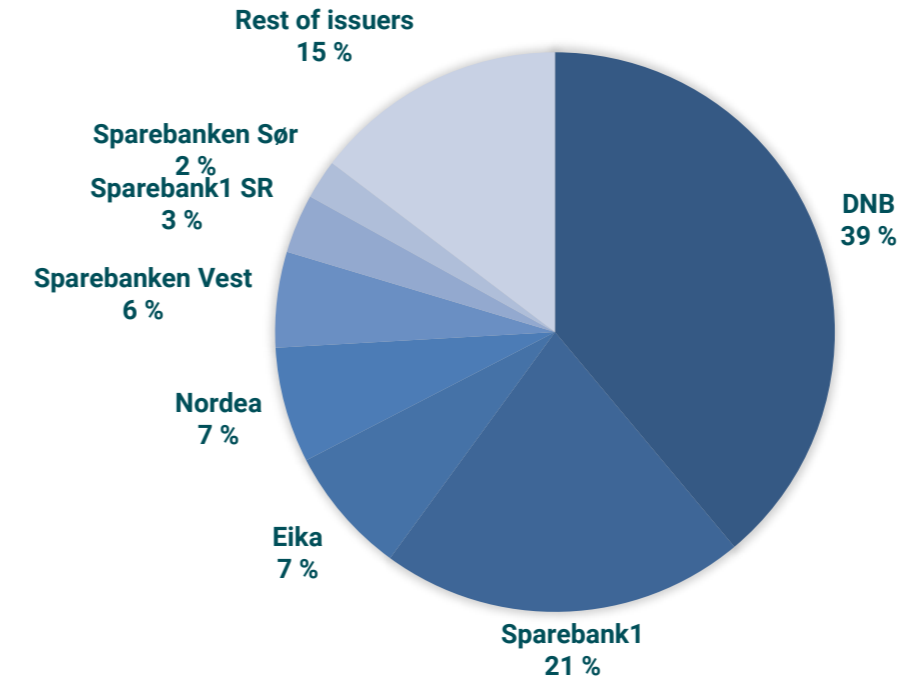
- Norwegian covered bonds are category 1 for LCR purposes (above EUR 500 mill.)
- 10% preferential risk weighting

## III. Eika Boligkreditt covered bonds

- Eika Boligkreditt (**EIKBOL**) is a labelled covered bond issuer ([www.coveredbondlabel.com](http://www.coveredbondlabel.com))
- EIKBOL covered bonds are rated **Aaa** by Moody's
- Committed minimum OC of 5%
- 12 month soft-bullet on all CBs

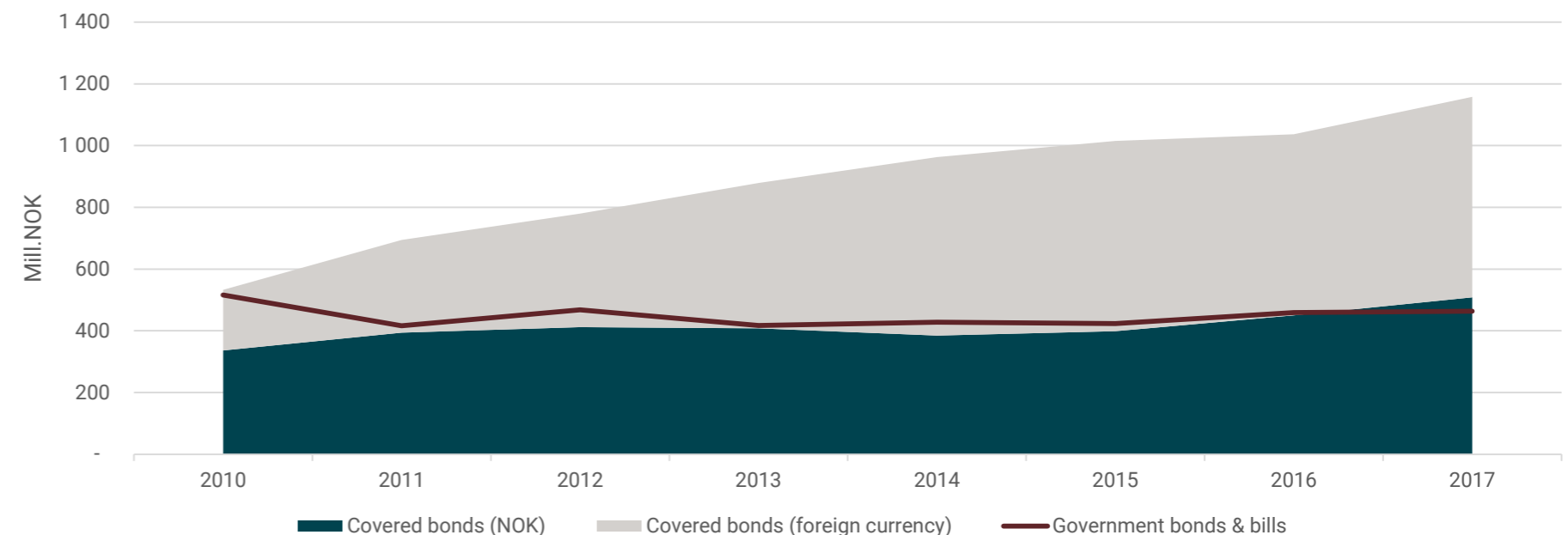
## Norwegian covered bond market- biggest issuers

As of YE2017



Source: Finance Norway

## Norwegian covered bonds and government bonds outstanding



Source: Finance Norway, Oslo Stock Exchange

# Eligibility criteria for the cover pool

## I. Origination process

- Loan-by-loan origination

## II. Customer categories

- Norwegian residents (Retail)
- Cooperative housing associations (common debt between multiple individuals)

## III. Credit Criteria

- Eika Boligkreditt sets the credit policy for acceptable mortgages (credit manual)
- No arrears

## IV. Collateral

- Max LTV 60% at time of origination (vs. max 75% in the Norwegian legislation)
- Recent valuations (within 6 months at time of origination)
- Quarterly valuation from independent 3rd party, documented

## V. Type of properties

- Stand alone residential mortgages
- Cooperative housing residential mortgages

## VI. Type of products

- Principal repayment loans (currently no flexi loans)
- Fixed and variable interest rate loans

# Structure of liquidity and capital support from owners

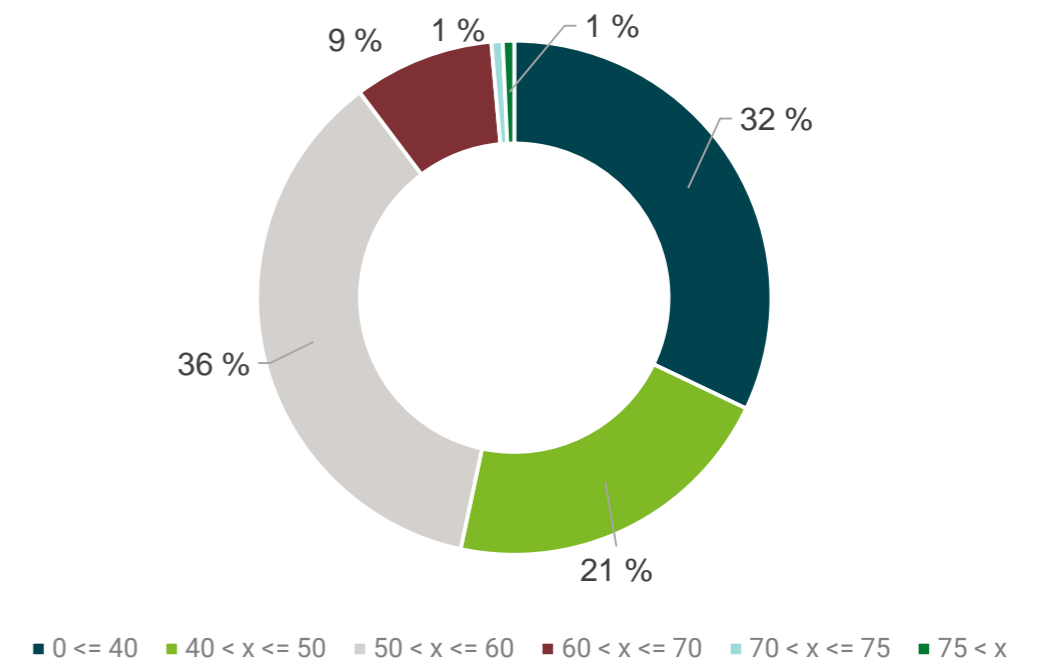
- **The Note Purchase Agreement (NPA)** is structured to ensure that EIKBOL has liquidity, at all times, sufficient to pay the Final Redemption Amount of any series of Notes in a rolling twelve month period
- **The Shareholders' Agreement** is structured to ensure that EIKBOL will uphold a sufficient capital adequacy ratio at all times. The Owner Banks are obliged to pay their pro-rata share of any capital increase adopted by EIKBOL's general meeting and of any capital instruments to be issued
- **The Distribution Agreement** is structured to provide servicing of the mortgages and includes credit guarantees for mortgages transferred to EIKBOL.



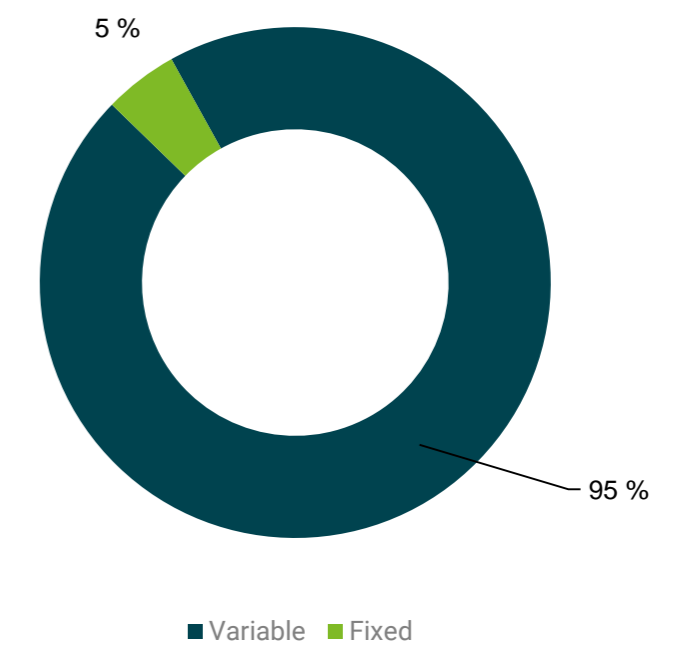
# Summary of the mortgages in the cover pool

Nominal value	EUR 8.1 bn
Number of loans	51,374
Arithmetic average loan (nominal)	EUR 157,457
WA LTV (indexed)	44.7%
WA seasoning (months)	31
Loans in arrears (over 90 days)	0.0
Over-collateralization *	9.87 %

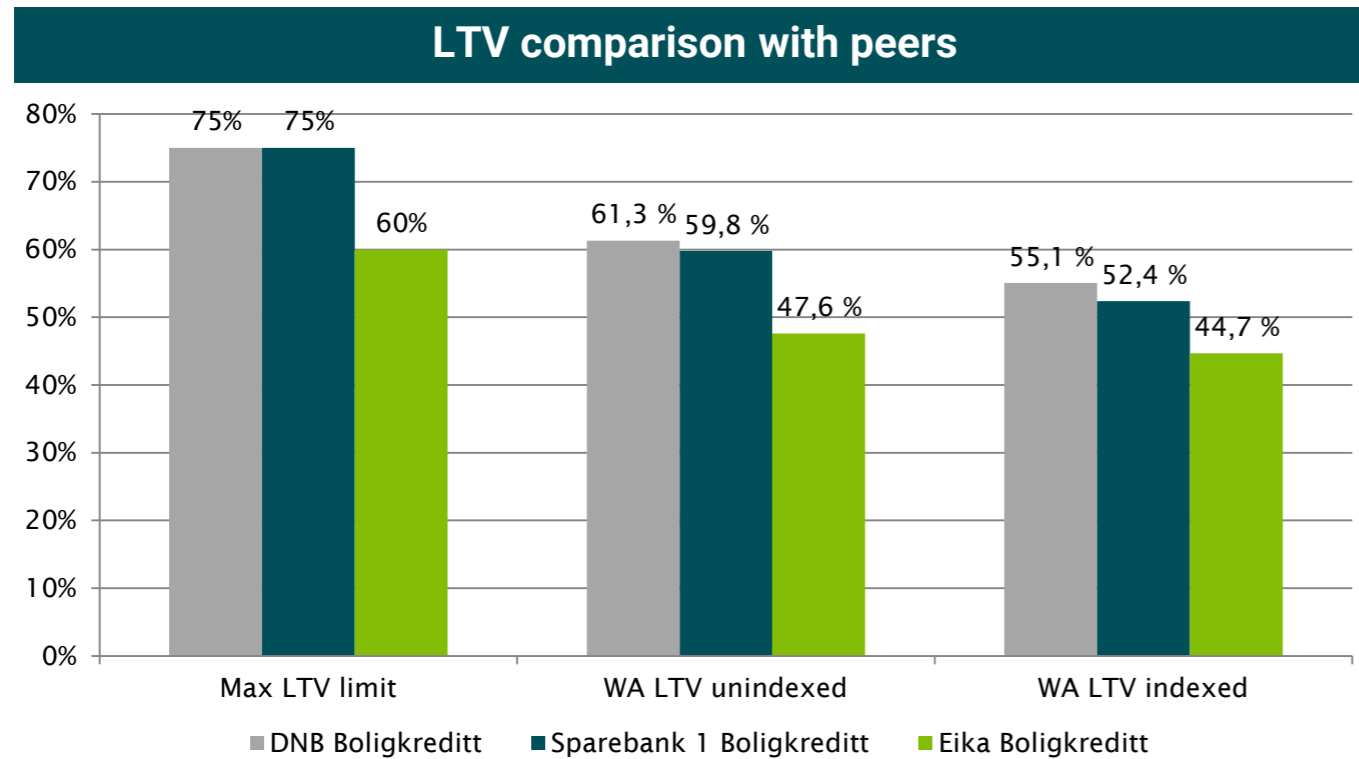
## Indexed LTV distribution



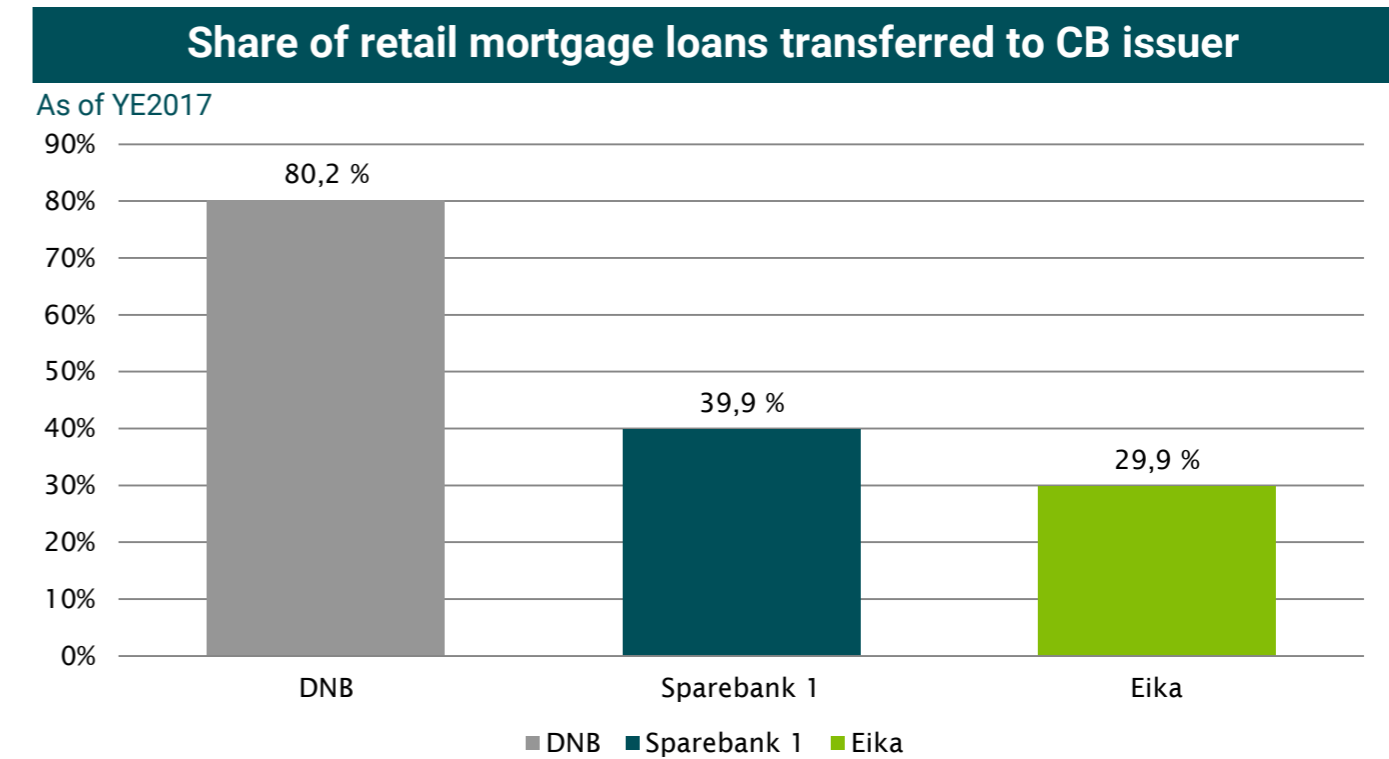
## Variable vs fixed rate



# Cover pool comparison and stress test



Source: Cover pool information as of Q1 2018 for Eika Boligkreditt and DNB Boligkreditt, Q4 2017 for Sparebank 1 Boligkreditt



Source: Bank Analyst Eika

### Stress test: Decline in house prices

Stress test house price reduction (numbers in € million)	Unchanged	Decline of 10%	Decline of 20%	Decline of 30%
Mortgage Portfolio	8,089	8,089	8,089	8,089
Part of mortgages exceeding 75% LTV	0	14.5	48.9	295.8
Share of mortgage portfolio >75% LTV	0.00 %	0.18 %	0.60 %	3.66 %
Estimated Over collateralization*	9.87 %	9.69 %	9.28 %	6.31 %

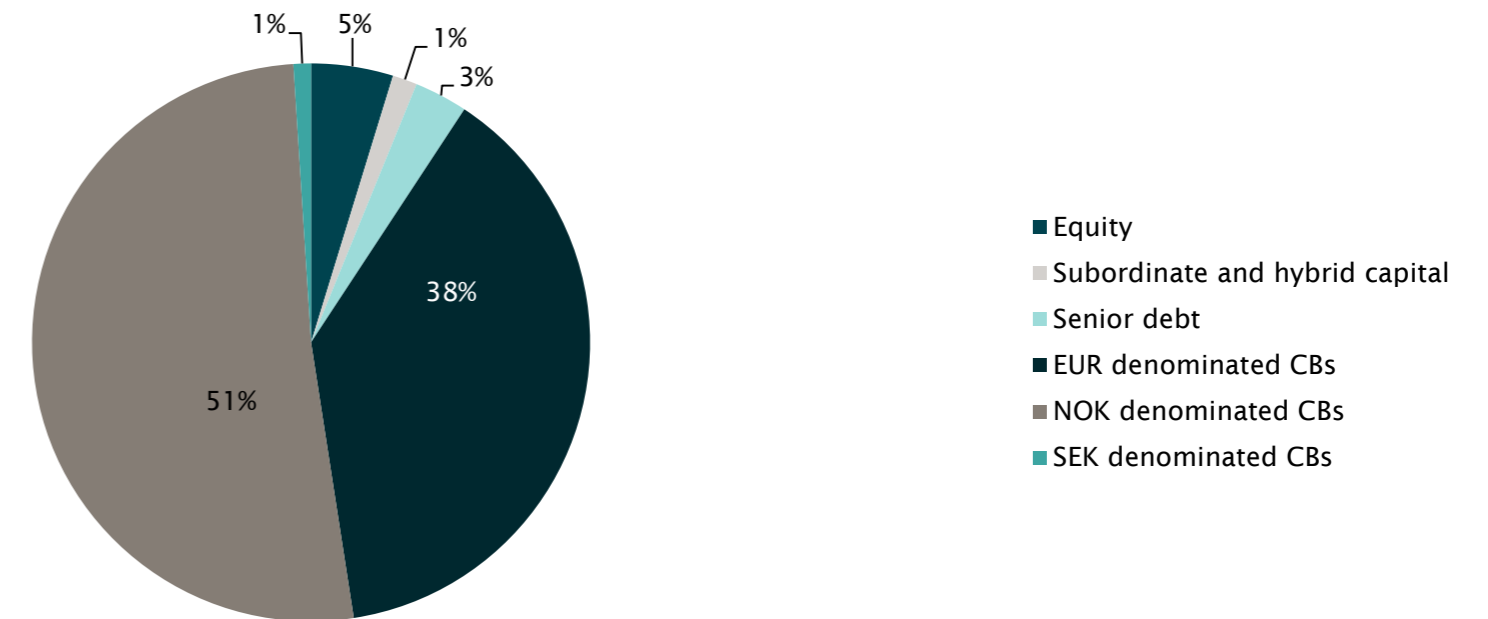


# Current funding

- EIKBOL has the objective to be a frequent benchmark issuer in both EUR and NOK covered bond markets
- Redemptions within any future 12-month rolling period should not exceed 20% of the gross funding at the time of redemption
- Targeting a level of liquidity covering redemptions the next 12 months
- Balance swapped to 3M NIBOR on both sides

## Funding mix EIKBOL

As of 2018-04-30

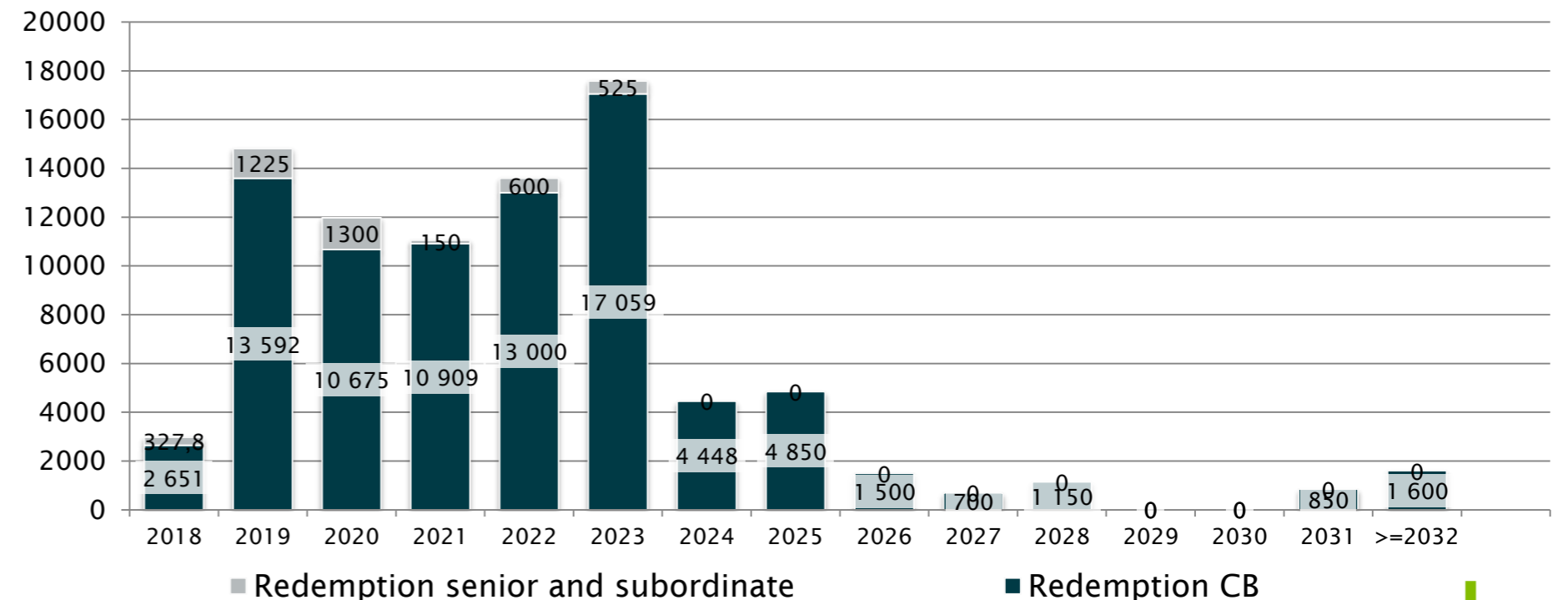


## Outstanding EUR transactions

ISIN	Issue date	Volume (EUR mio)	Maturity date
XS0794570944	2012-06-19	650	2019-06-19
XS1044766191	2014-03-12	500	2021-03-12
XS1312011684	2015-10-28	500	2021-10-28
XS0881369770	2013-01-30	1000	2023-01-30
XS1397054245	2016-04-20	500	2023-04-20
XS1566992415	2017-02-16	500	2024-02-16
XS1725524471	2017-11-28	500	2025-02-26

## Maturity profile of funding (in million NOK)

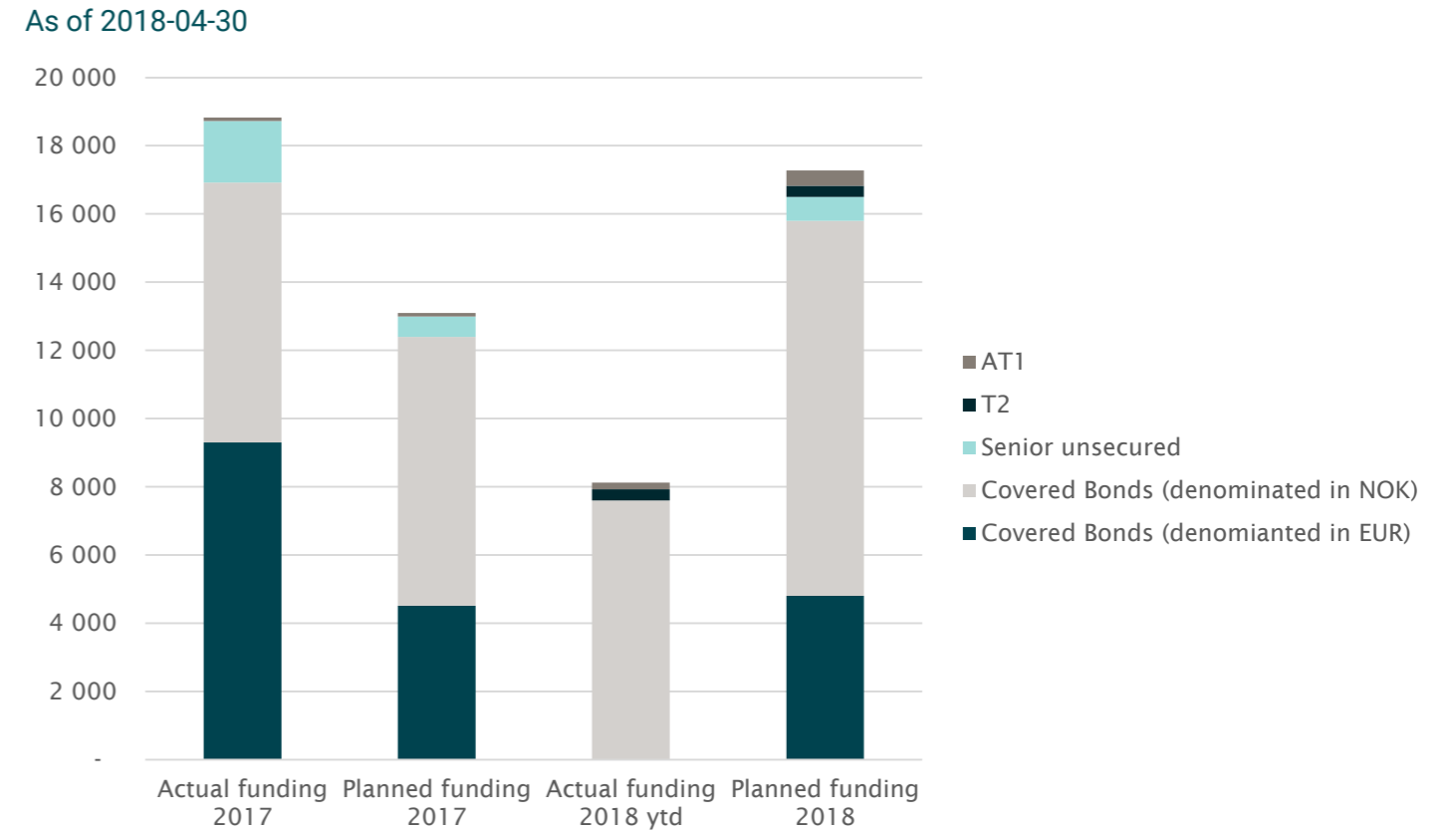
As of 2018-04-30



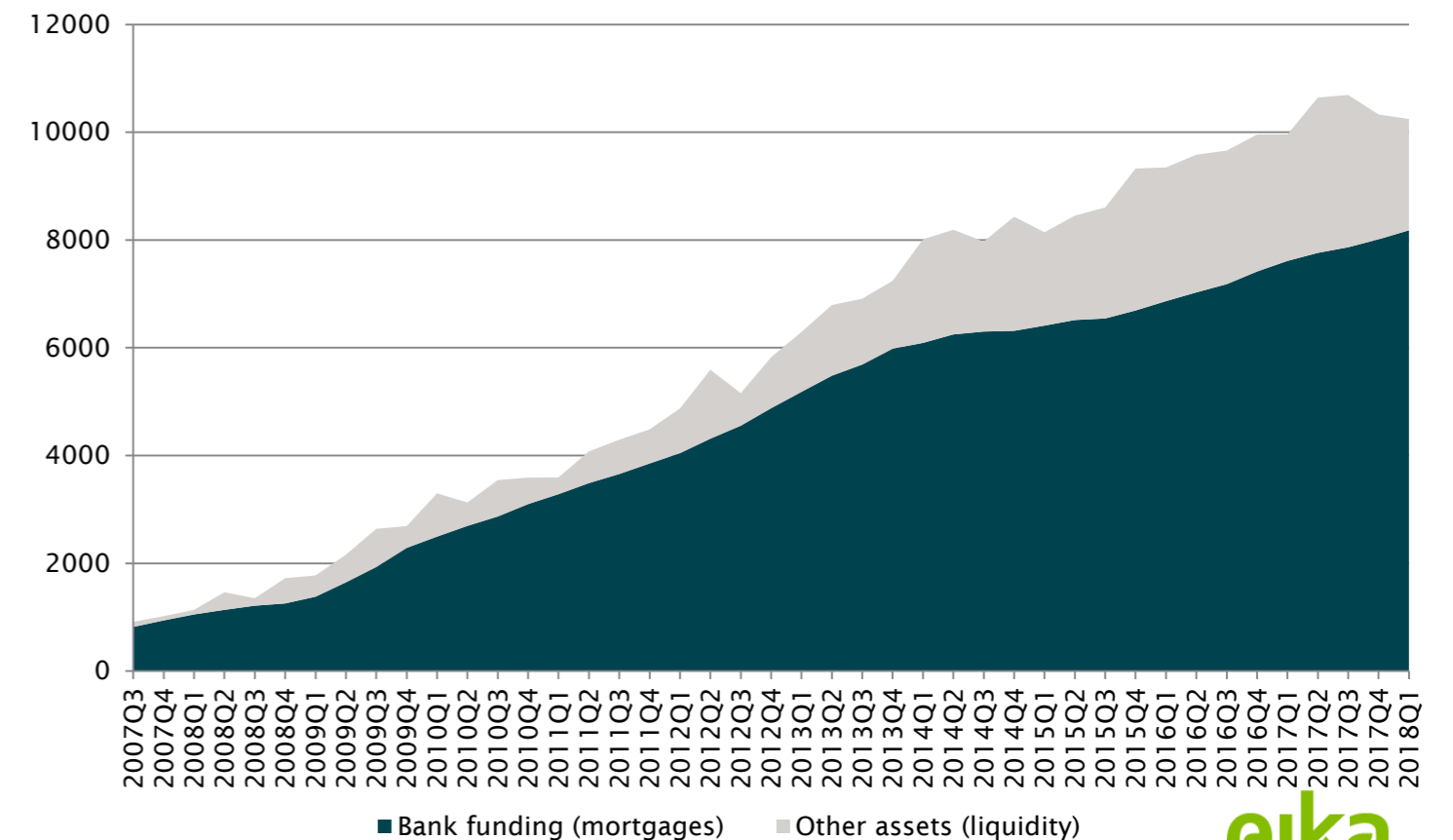
# Planned funding

- Budget for gross funding in 2018 is NOK-equivalent of 17.3 billion (EUR 1.8bn)
  - NOK-equivalent of 15.8 billion in covered bonds
  - NOK 700 million in senior unsecured bonds
  - NOK 450 million in Tier 1 bonds
  - NOK 325 million in Tier 2 bonds
- EIKBOL has the flexibility to pre-fund expected need in coming periods or shifting between funding in EUR vs NOK on a discretionary basis.
- Stable growth of mortgage book

## Actual and planned funding by instrument (in million NOK)



## EIKBOL development in mortgages and AUM (in million €)



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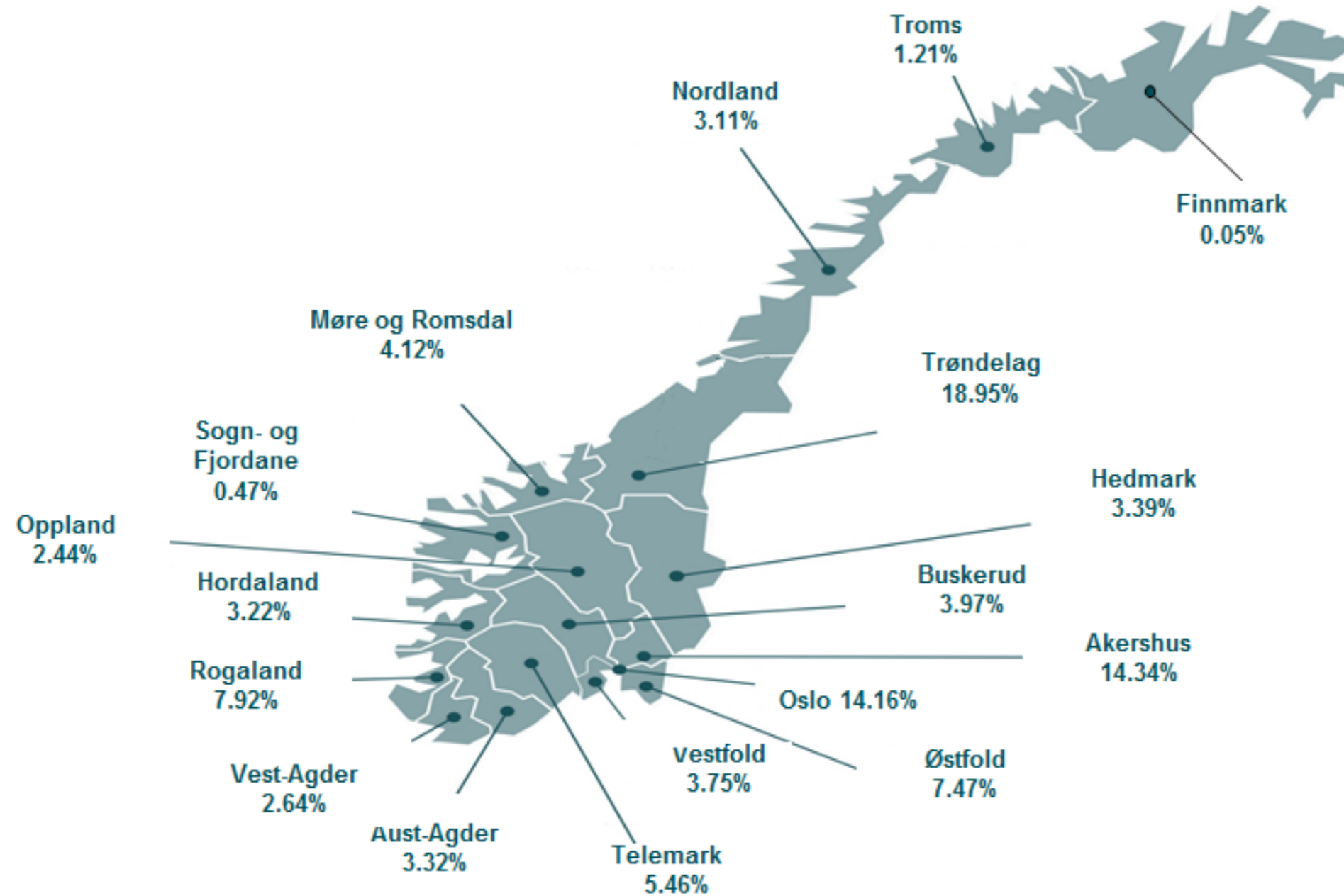
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More information may be found on [eikbol.no](http://eikbol.no)

# Agenda

- The Norwegian economy
- Eika Alliance
- Eika Boligkreditt
- Appendix
- Disclaimer

# Eika Boligkreditt - Strong geographical diversification



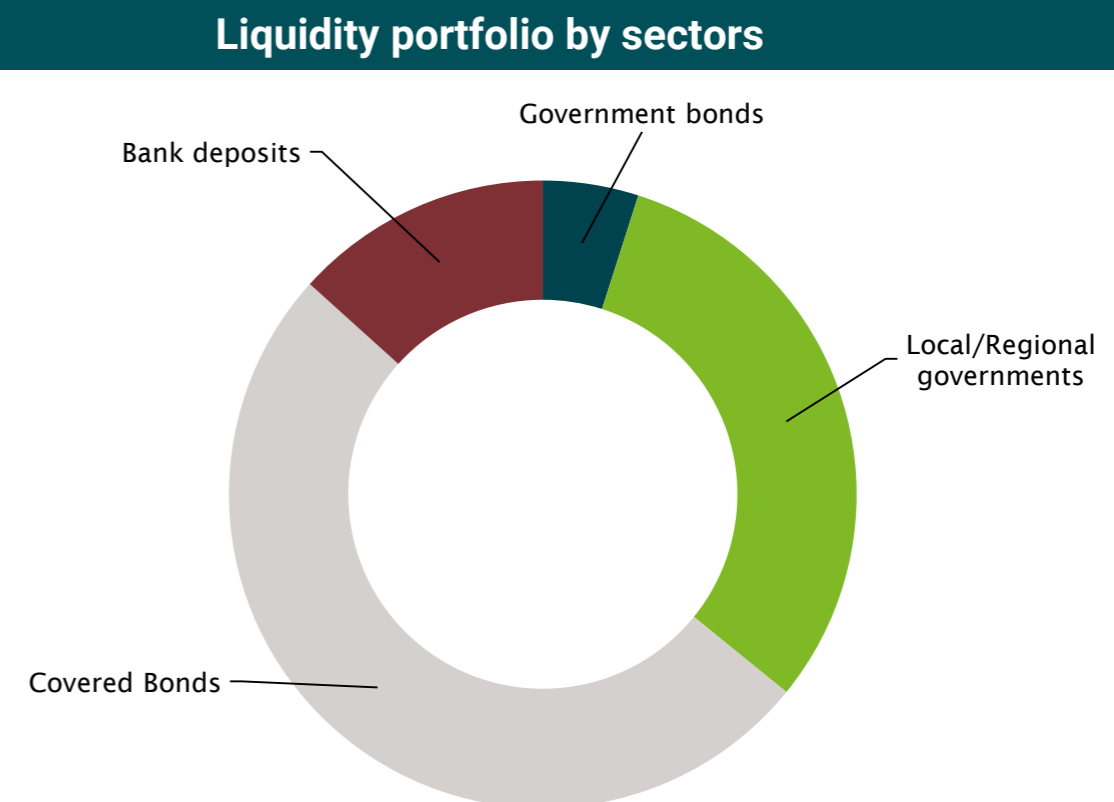
Map of distribution as of 31.03.2018

# Liquidity portfolio

- **The substitute assets constitute EIKBOL's liquidity buffer**
  - Minimum liquidity > 6% of outstanding covered bonds (hard limit)
  - Minimum liquidity > 100% of next 6 months redemptions (hard limit)
  - Internal target is to have liquid assets covering at least 75% of redemptions within the next 12 months

Sectors and tenors			
Sector	Market values (EUR)	In % of portfolio	TtM
Government bonds	51,565,503	5 %	0.35
Local/Regional governments	323,929,268	31 %	0.33
Covered Bonds	532,375,819	51 %	1.82
Bank deposits	139,431,983	13 %	-
<b>Total portfolio</b>	<b>1,047,302,573</b>	<b>100 %</b>	<b>1.04</b>

- **The Liquidity portfolio conforms to a conservative investment policy**
  - Norwegian, Swedish and Danish exposure, only NOK denominated
  - Portfolio weighted average time to maturity of maximum 2 years
  - An individual investment can have a remaining maturity of max 3.5 years
  - Rated AA-/Aa3 or better if the maturity exceeds 100 days, or A-/A3 if the maturity less than 100 days
  - Weighted average portfolio interest rate duration of less than 0.3 years, and individual securities less than 1 year



# Strong incentive structure

With regards to the mortgages in the Eika Boligkreditt cover pool there is a 2 pillar guarantee mechanism; this is to ensure that the originating banks are held responsible for potential losses on mortgages transferred to Eika Boligkreditt

## I Loss Guarantee

- 80% of any losses, including unpaid interest, on mortgages in EBK's portfolio will be covered by the owner bank
- The guarantee from an owner bank will have a floor of (i) NOK 5 million; or (ii) 100 per cent. of the relevant owner bank's loan portfolio if it is lower than NOK 5 million
- The guarantee from an owner bank is limited to 1% of the owner bank's total portfolio
- 100% of the loan is guaranteed by the bank until the collateral is registered

## II Set-off rights

- The remaining 20% of the losses will be covered by a counter-claim on all commission receivables due from EBK to each owner bank
- The set-off rights are limited to a period of up to 12 months after such losses are incurred.

# LCR Level 1 Eligibility

- All EUR denominated Covered bonds issued by Eika Boligkreditt AS fulfil the requirements to qualify as Level 1 assets pursuant to Commission Delegated Regulation (EU) 2015/61 regarding liquidity coverage requirement for credit institutions (“LCR regulation”).
- With reference to Article 10(1)(f) of the LCR-regulation, Eika Boligkreditt AS confirms the following:
  - Covered bonds issued by Eika Boligkreditt AS meet the requirements to be eligible for the treatment set out in Article 129(4) of Regulation (EU) No 575/2013 (“CRR”) and the requirements referred to in Article 52(4) of Directive 2009/65/EC, cf. the European Commission’s website: [http://ec.europa.eu/finance/investment/legal\\_texts/index\\_en.htm](http://ec.europa.eu/finance/investment/legal_texts/index_en.htm)
  - The exposures to institutions in the cover pool meet the conditions laid down in Article 129(1)(c) and in Article 129(1) last subparagraph of CRR
  - Eika Boligkreditt AS gives the information required in Article 129(7) of CRR to its investors: <http://eikabk.no/investorrelations/coverpool>
  - Covered bonds issued by Eika Boligkreditt AS are assigned a credit assessment by a nominated ECAI which is at least credit quality step 1 in accordance with Article 129(4) of CRR, and the equivalent credit quality step in the event of short term credit assessment
  - Eika Boligkreditt AS’ EMTCN Programme requires a level of overcollateralization higher than the 2% needed for LCR level 1 classification



# Comparison of legal frameworks for covered bonds

	Norway	Sweden	Denmark	Finland	Germany
Special Banking Principle	Yes; Kredittforetaks	No, but specialist banks still exist	No, but specialist banks still exist	No, but specialist banks still exist	No
Allowed Collateral	Residential mortgages, commercial mortgages, public sector debt	Residential Mortgages, commercial mortgages (max 10%), public sector debt	Residential and commercial mortgage loans Commercial banks are also allowed to introduce ship loans.	Residential mortgages, commercial mortgages (max. 10%), public sector debt and shares in Finnish real estate corporations	Mortgage loans, public sector debt, ship loans, aircraft loans
RMBS inclusion	Yes (allowed in regulation, but not used)	No	No	No	No
Inclusion of Hedge Positions	Yes	Yes	Yes	Yes	Yes, 12% of the pool's NPV
Substitute collateral	Max. 20%; 30% for a limited period if authorized by the Norwegian FSA	Up to 20% (30% for a limited period if authorised by the Swedish FSA)	Up to 15 %	Up to 20%	Max. 20%
Geographical scope for public assets	OECD	OECD	Denmark, Greenland and Faroe Islands without restrictions - other countries with approval of Supervisory Authority	EEA	EEA, Switzerland, USA, Canada and Japan
Geographical scope for mortgage assets	OECD	EEA	Denmark, Greenland and Faroe Islands without restrictions - other countries with approval of Supervisory Authority	EEA	EEA, Switzerland, USA, Canada and Japan
LTV barrier residential	75%	75% (70% for agricultural purposes)	80%	70%	60%
LTV barrier commercial	60%	60%	60%	60%	60%
Basis for valuation	Market value	Market value	Market value	Market value	Mortgage lending value
Valuation check	Regular monitoring	Regular monitoring	Regular monitoring	Regular monitoring	Regular (at least every 2 years) examination of the cover register
Special supervision	Yes; Finanstilsynet	Yes; Finansinspektionen	Yes ; Finanstilsynet	Yes; Finanssivalvonta Finansinspektionen	Yes; BaFin
Protection against mismatching	The law stipulates that cash-flows should be matched narrowly	Nominal coverage, NPV coverage	Yes; general or specific balance principles govern several restrictions on max. mismatches possible	Nominal coverage, NPV coverage; 12 month cash flow coverage, stress testing, liquidity management	Nominal coverage, NPV coverage, 180d liq. buffer
Obligation to replace non-performing loans	No, but haircuts for loans in-arrears for more than 90 days	No	No	Readjustment of valuation	No
Mandatory overcollateralization	Yes (2% on NPV basis)	No	8% on a risk-weighted basis for specialised institutions	Yes (2% on a NPV basis)	2% NPV
Fulfills UCITS 22(4)/CRD	Yes	Yes	Yes	Yes	Yes

Source: Natixis Covered Bond Research, Nordea Markets and Eika Boligkredit

# P&L Eika Boligkreditt - Strong income growth

Amounts in NOK Million	2013	2014	2015	2016	2017	Q118
Total Interest income	2 205	2 461	2 066	1 861	2 049	520
Total interest expenses	1 568	1 721	1 430	1 380	1 366	319
Net interest income	637	741	636	482	683	201
Dividend from shares classified as available for sale	5	-	6	6	6	-
Total gains and losses on financial instruments at fair value	(111)	51	203	(81)	(135)	15
Comission costs	449	431	443	300	410	134
Total salaries and administrative expenses	37	32	42	39	48	12
Depreciation	2	1	2	1	2	0
Other operating expenses	14	10	13	14	16	3
Losses on loans and gurantees	-	-	-	-	-	-
<b>PROFIT/(LOSS) BEFORE TAXES</b>	<b>29</b>	<b>117</b>	<b>344</b>	<b>50</b>	<b>78</b>	<b>67</b>
Taxes	8	30	81	11	17	15
<b>PROFIT/(LOSS) FOR THE PERIOD</b>	<b>21</b>	<b>87</b>	<b>263</b>	<b>39</b>	<b>61</b>	<b>52</b>

## Eika Boligkreditt AS - Report Q1 2018:

Eika Boligkreditt showed a profit/(loss) of NOK 51.5 million for the first quarter, compared with a profit of NOK 44.4 million in the same period of 2017. Net gains and losses on basis swaps came to negative NOK 12.2 million for the first quarter of 2018 (2017: NOK loss of 72 million), net gains and losses on bonds and certificates came to positive NOK 1 million (2017: NOK 12 million) and taxes on other comprehensive income came to NOK 2.8 million, so that the comprehensive income for the period including such changes came to NOK 43 million (2017: NOK loss of 1 million).

The full report is available on: [eikbol.no](http://eikbol.no)

# Eika Boligkreditt - Balance sheet and key figures

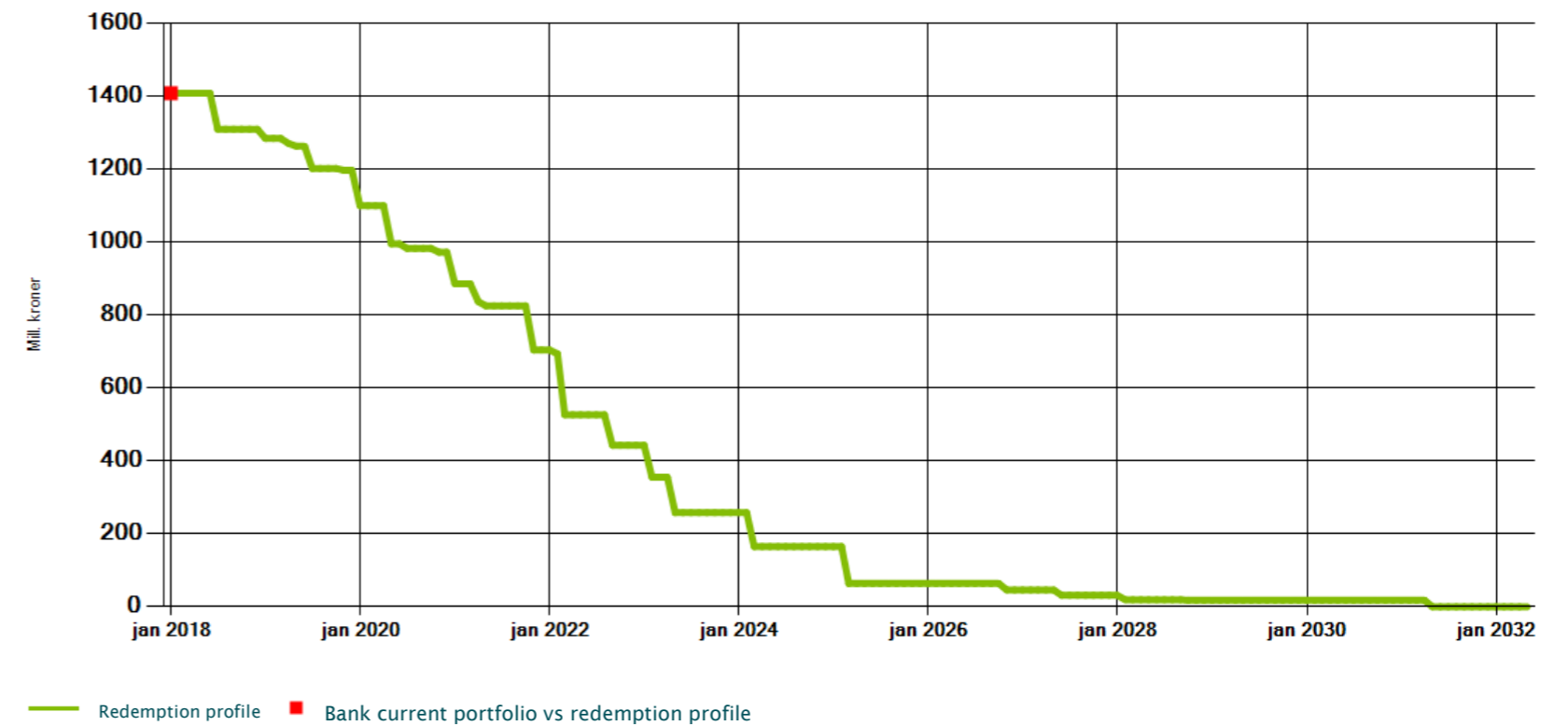
Amounts in NOK Million	2013	2014	2015	2016	2017	1Q2018
<b>Balance sheet development</b>						
Lending to customers	57 692	60 889	64 527	71 509	77 286	78 877
Debt from issuing securities	63 889	72 878	79 876	86 983	90 030	89 340
Subordinated loans	678	698	450	599	600	675
Equity	2 459	3 024	4 242	4 396	4 770	5 059
Equity in % of total assets	3.52	3.72	4.72	4.58	4.79	5.12
Average total assets	63 765	76 845	84 571	92 324	99 466	99 202
Total assets	69 829	81 298	89 932	96 017	99 603	98 801
<b>Rate of return / profitability</b>						
Fee and commission income to relation to average total assets, annualised (%)	0.70	0.74	0.50	0.32	0.40	0.50
Staff and general administration expenses in relation to average total assets, annualised (%)	0.06	0.05	0.10	0.04	0.05	0.05
Return on equity, annualised (%)	1.21	4.17	10.70	1.37	1.90	1.70
Total assets per full-time position	3 714	4 106	4 542	4 849	5 030	4 990
<b>Financial strength</b>						
Core tier 1 capital	2 399	2 925	3 607	3 833	4 156	4 332
Total tier 1 capital	2 648	3 374	4 055	4 282	4 706	4 958
Total primary capital (tier 2 capital)	3 077	3 623	4 505	4 882	5 305	5 633
Weighted calculation basis	21 445	25 155	27 510	29 766	31 468	32 037
Core tier 1 capital ratio	11.19	11.63	13.10	12.88	13.20	13.50
Total tier 1 capital ratio	12.35	13.41	14.70	14.39	15.00	15.50
Capital adequacy ratio	14.35	14.40	16.40	16.40	16.90	17.60
Delinquencies in % of gross loans	-	-	-	-	-	-
Loss in % of gross loans	-	-	-	-	-	-
<b>Staff</b>						
Number of full-time positions at end of period	18.8	19.8	19.8	19.8	19.8	19.8

Source: EBK quarterly reports

# Cancellation of distribution agreement

- An EIKBOL Distributor (**EBKD**) can terminate the distribution agreement with EIKBOL with 3 months notice
- EIKBOL can terminate a distribution agreement with an EBKD with 12 months notice
- In the event a distribution agreement is terminated, obligations continues to apply with regards to the various agreements;
  - At the expiry date for the distribution agreement, the EBKD will no longer have the right to transfer new residential mortgages to EIKBOL
  - The EKBD is required to uphold its mortgage portfolio in line with the redemptions of EIKBOL's funding
  - The EBKD has continued responsibilities for servicing the mortgages in the existing residential mortgage portfolio, including other rights and obligations pursuant to the guarantee, custody, commission and shareholder agreements and the agreement on the purchase of covered bonds

Example of an EBKD's redemption profile



# Mergers between Eika banks in 2017

## Kragerø and Bamble Sparebank

- Merged January 1<sup>st</sup> 2017
- The name of the merged bank is Skagerrak Sparebank
- Jon Guste-Pedersen is CEO in the merged bank
- Strong market position in lower Telemark/greater Grenland
- 4 branches/69 employees
- After the merger Skagerrak Sparebank is the 5th largest bank in the Eika Alliance
- Total assets of NOK 11.1 billion (including transfers to EBK NOK 2.5 billion)
- Gross loans of NOK 9.5 billion (including transfers to EBK NOK 2.5 billion)
- Deposits of NOK 5.7 billion
- Equity of NOK 842 million
- Rationales for the merger were to increase competitiveness in local markets and expand market reach, strengthen profitability and contribute to sustainable development of their local communities

## Orkdal og Meldal Sparebank

- Merged October 1<sup>st</sup> 2017
- The name of the merged bank is Orkla Sparebank
- Dag Olav Løseth, CEO from Orkdal Sparebank, is CEO in the merged bank
- 64 employees
- After the merger the bank will be the 9th largest bank in the Eika Alliance
- Total assets of NOK 9,5 billion (including transfers to EBK NOK 1,9 billion)
- Rationales for the merger were to increase competitiveness in local markets and attractiveness as an employer and contribute to sustainable development of their local communities

## Gjerstad og Vegårshei Sparebank

- Merged October 1<sup>st</sup> 2017
- The name of the merged bank is Østre Agder Sparebank
- Nina Holte, CEO from Gjerstad Sparebank, is CEO in the merged bank
- 28 employees
- After the merger the bank will be the 54th largest bank in the Eika Alliance
- Total assets of NOK 3,0 billion (including transfers to EBK NOK 0,8 billion)
- Rationales for the merger were regulative requirements, digitalization, market position and development of expertise

# Mergers between Eika banks in 2017/18

## Vang og Vestre Slidre Sparebank

- Merged August 21<sup>st</sup> 2017
- The name of the merged bank is Valdres Sparebank
- Arnfinn-Helge Kvam, CEO from Vang Sparebank, is CEO in the merged bank
- Adjusted total assets under management (including CB transferred) of the banks are NOK 1.0 bn and NOK 0.8bn (3rd smallest and 2nd smallest bank in the alliance, the combined bank ranks 58th)
- Rationales for the merger is to reduce operational risk, form larger specialized teams, increase competitiveness in local markets and increase capacity for lending to local corporates

## Bud, Fræna og Hustad Sparebank og Nesset Sparebank

- Merged January 1<sup>st</sup> 2018
- The name of the merged bank is Romsdal Sparebank
- Odd Kjetil Sørgaard, CEO in BFH Sparebank, is CEO in the merged bank
- Total assets of NOK 6 billion
- Rationales for the merger is to increase competitiveness in local markets, expand market reach and improve attractiveness as an employer

## Lofoten Sparebank and Harstad Sparebank

- March 6<sup>th</sup> 2018: The boards in Lofoten and Harstad Sparebank decided to initiate talks with the goal to merge the two banks
- Total assets of NOK 6,0 billion
- Rationales for considering to merge are to improve competitiveness in local markets, improve profitability and further enhance ability to contribute to develop their local communities

# P&L Eika banks - Strong income growth and low loan losses

P&L & balance in NOK mil.	2010	2011	2012	2013	2014	2015	2016	2017
Net interest income	3,512	3,631	3,777	3,949	4,163	4,275	4,556	4,955
Net commission income	662	734	863	1,142	1,320	1,260	1,195	1,359
Other income	43	44	40	39	39	37	38	35
<b>Total income</b>	<b>4,217</b>	<b>4,409</b>	<b>4,681</b>	<b>5,130</b>	<b>5,523</b>	<b>5,572</b>	<b>5,789</b>	<b>6,349</b>
Personnel and adm. expenses	2,061	2,134	2,243	2,344	2,491	2,669	2,780	2,913
Depreciation	123	98	95	100	110	117	131	139
Other costs	469	495	515	578	605	665	687	705
<b>Total costs</b>	<b>2,653</b>	<b>2,726</b>	<b>2,852</b>	<b>3,023</b>	<b>3,206</b>	<b>3,451</b>	<b>3,598</b>	<b>3,756</b>
Core earnings before loan losses	1,564	1,683	1,828	2,108	2,317	2,121	2,191	2,592
Impairment of loans and guarantees	404	458	329	389	315	237	233	197
<b>Core earnings</b>	<b>1,160</b>	<b>1,225</b>	<b>1,499</b>	<b>1,719</b>	<b>2,002</b>	<b>1,884</b>	<b>1,957</b>	<b>2,395</b>
Dividends/associated companies	177	189	89	257	238	348	397	421
Net return on financial investments	218	-78	217	228	132	-189	182	147
One-offs and loss/gain on long-term assets	376	-69	150	-61	181	217	314	-12
Pre tax profit	1,931	1,267	1,955	2,142	2,553	2,260	2,851	2,951
Taxes	501	412	542	583	623	553	579	669
<b>Net profit</b>	<b>1,430</b>	<b>855</b>	<b>1,413</b>	<b>1,559</b>	<b>1,930</b>	<b>1,707</b>	<b>2,271</b>	<b>2,282</b>
Gross loans	157,375	159,645	166,255	173,617	182,081	193,576	214,360	228,738
Gross loans incl. EBK	182,382	193,092	208,764	225,292	238,296	253,212	280,620	302,214
Deposits	120,419	128,567	137,142	144,975	156,594	164,697	178,098	187,805
Equity	16,748	17,525	18,833	20,422	22,268	23,624	26,240	28,865
Total assets	190,813	196,623	200,895	210,302	224,157	231,814	254,313	273,190
Total assets incl. EBK	215,820	230,070	243,403	261,977	280,371	291,450	320,573	346,666
Growth in loans	4.1 %	1.4 %	4.1 %	4.4 %	4.9 %	6.3 %	10.7 %	6.7 %
Growth in loans incl. EBK	7.3 %	5.9 %	8.1 %	7.9 %	5.8 %	6.3 %	10.8 %	7.7 %
Growth in deposits	7.5 %	6.8 %	6.7 %	5.7 %	8.0 %	5.2 %	8.1 %	5.5 %

Source: Bank Analyst Eika

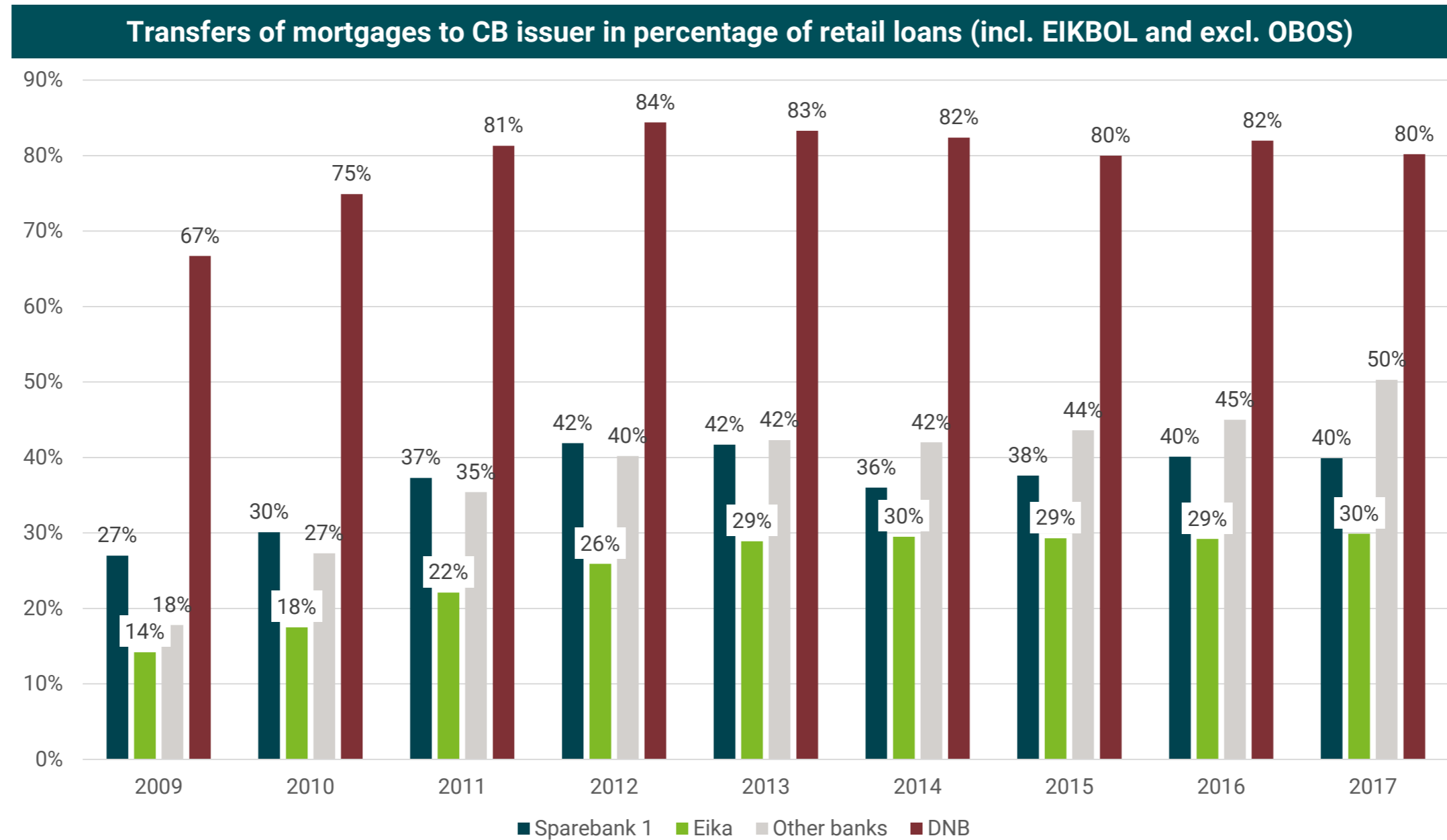
# Eika banks - Key figures

Key figures	2010	2011	2012	2013	2014	2015	2016	2017
Deposit ratio	76.5 %	80.5 %	82.5 %	83.5 %	86.0 %	85.1 %	83.1 %	82.1 %
Deposit over total funding	69.9 %	72.6 %	76.1 %	77.2 %	78.4 %	79.9 %	78.9 %	77.6 %
(Market funding - Liquid assets)/Total assets	11.6 %	7.8 %	6.3 %	5.4 %	3.1 %	4.2 %	5.9 %	6.3 %
Liquid assets/Total assets	15.5 %	16.9 %	15.1 %	15.0 %	16.2 %	13.7 %	12.9 %	13.5 %
Market funds/Total assets	27.1 %	24.7 %	21.4 %	20.4 %	19.3 %	17.8 %	18.8 %	19.8 %
Equity ratio	8.8 %	8.9 %	9.4 %	9.7 %	9.9 %	10.2 %	10.3 %	10.6 %
Leverage ratio		9.6 %	10.0 %	10.2 %	10.1 %	10.0 %	10.1 %	10.2 %
Common Equity Tier 1 ratio (CET1)	15.0 %	15.2 %	15.8 %	16.0 %	16.9 %	17.5 %	17.8 %	18.0 %
Core capital ratio	17.0 %	17.3 %	18.1 %	18.5 %	18.3 %	18.5 %	18.9 %	19.3 %
Capital ratio	18.2 %	18.2 %	18.6 %	18.7 %	18.9 %	19.2 %	20.0 %	20.7 %
Loan loss provision ratio	0.26 %	0.29 %	0.20 %	0.23 %	0.18 %	0.13 %	0.11 %	0.09 %
Loan loss provision/Pre-provision income	20.6 %	25.5 %	15.4 %	15.0 %	11.7 %	10.4 %	8.4 %	6.2 %
Gross problem loans/Gross loans	1.83 %	1.89 %	1.78 %	1.62 %	1.53 %	1.38 %	1.12 %	0.96 %
Net problem loans/Gross loans	1.34 %	1.38 %	1.32 %	1.20 %	1.13 %	1.01 %	0.84 %	0.72 %
Loan loss reserves/Gross loans	0.88 %	0.92 %	0.88 %	0.82 %	0.79 %	0.73 %	0.64 %	0.59 %
Problem loans/(Equity + LLR)	15.9 %	15.9 %	14.6 %	12.9 %	11.8 %	10.7 %	8.7 %	7.3 %
Net interest income/total assets	1.87 %	1.87 %	1.90 %	1.92 %	1.92 %	1.88 %	1.87 %	1.88 %
Net commission incom/total assets	0.35 %	0.38 %	0.43 %	0.56 %	0.61 %	0.55 %	0.49 %	0.52 %
Loss provision ratio	0.26 %	0.29 %	0.20 %	0.23 %	0.18 %	0.13 %	0.11 %	0.09 %
Cost/income ratio	57.5 %	60.3 %	57.2 %	53.8 %	54.4 %	60.2 %	56.5 %	54.3 %
Cost/income ratio (adjusted for net finance)	60.4 %	59.3 %	59.8 %	56.1 %	55.6 %	58.3 %	58.2 %	55.5 %
Cost/income ratio (adj. for net finance and dividends)	62.9 %	61.8 %	60.9 %	58.9 %	58.0 %	61.9 %	62.2 %	59.2 %
Net profit in % of total assets	0.76 %	0.44 %	0.71 %	0.76 %	0.89 %	0.75 %	0.93 %	0.87 %
Net profit/average RWA	1.38 %	0.80 %	1.29 %	1.37 %	1.61 %	1.37 %	1.74 %	1.63 %
Pre-provision income/average RWA	1.89 %	1.68 %	1.94 %	2.28 %	2.25 %	1.83 %	2.12 %	2.25 %
Core earnings in % of average RWA	1.12 %	1.14 %	1.36 %	1.51 %	1.67 %	1.52 %	1.50 %	1.71 %
Return on equity	8.9 %	5.0 %	7.8 %	7.9 %	9.0 %	7.4 %	9.1 %	8.3 %

Source: Bank Analyst Eika

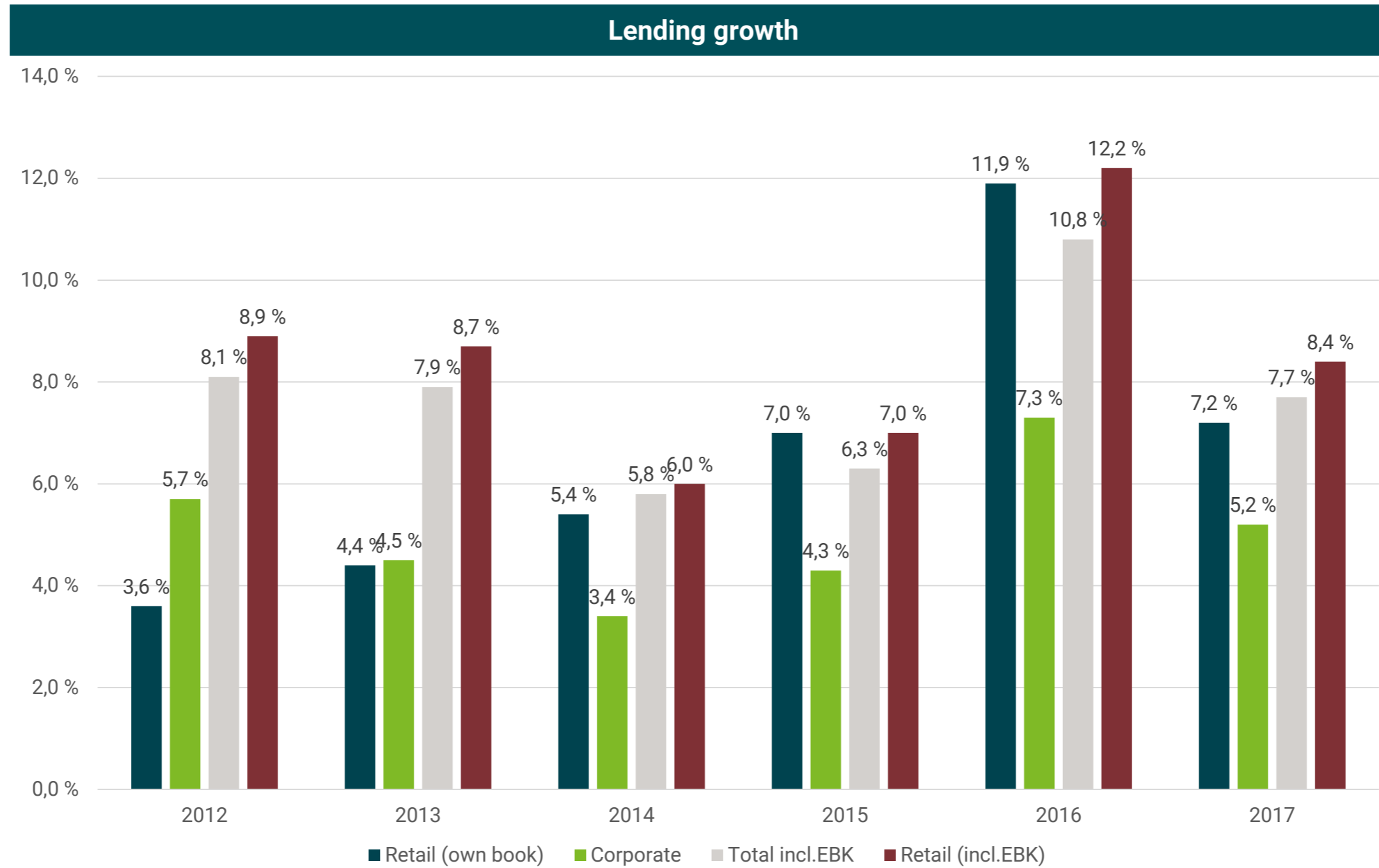


# Banks – transfer rate to Cov. Bond companies



Source: Bank Analyst Eika

# Eika banks - lending growth



Source: Bank Analyst Eika

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