# Eika Boligkreditt

Investor presentation April 2015





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## The Norwegian economy – Key indicators

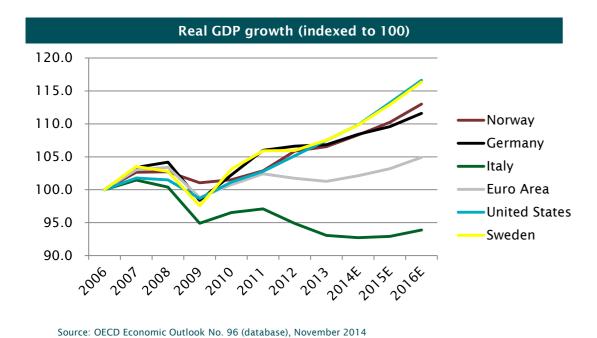
- Constitutional monarchy; Non EU member (EEA member); Population of 5 million
- Aaa / AAA / AAA rated country (all with stable outlook)
- GDP per capita amongst the highest in the OECD countries estimated at NOK 613 366 (\$82,309) in 2014.
   86% higher than the average in the EU-countries and 2<sup>nd</sup> highest behind Luxembourg
- Contributors to growth expected in 2015:
  - Positive contribution from private consumption, public investment & consumption and export (excluding oil&gas)
  - Negative contribution from reduced petroleum investments (-16 % in 2015 for a sector constituting 9 % of GDP in 2014)

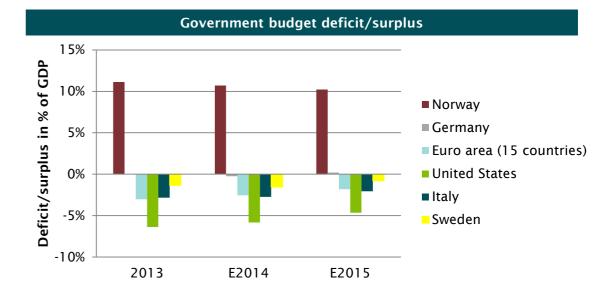
	2007	2008	2009	2010	2011	2012	2013	2014	2015E	2016E	2017E	2018E
GDP growth (Mainland)	5.7 %	1.7 %	-1.6 %	1.8 %	1.9 %	3.8 %	2.3 %	2.3 %	1.1 %	2.2 %	2.4 %	2.7 %
Consumer price inflation	0.8 %	3.8 %	2.1 %	2.5 %	1.2 %	0.8 %	2.1 %	2.0 %	2.3 %	2.0 %	1.7 %	1.7 %
Unemployment	2.5 %	2.6 %	3.2 %	3.6 %	3,3%	3.2 %	3.5 %	3.5 %	3.9 %	4.1 %	3.9 %	3.8 %
Private Consumption	5.3 %	1.7 %	0.0 %	3.8 %	2.3 %	3.5 %	2.1 %	2.1 %	2.1 %	2.2 %	2.4 %	2.3 %
Household savings rate	1.1 %	3.9 %	5.5 %	4.3 %	6.2 %	7.4 %	7.4 %	8.3 %	8.5 %	8.9 %	9.0 %	9.2 %
Houseprices	12.6 %	-1.1 %	1.9 %	8.3 %	8.0 %	6.7 %	4.1 %	2.7 %	3.6 %	1.2 %	1.9 %	0.4 %
Interest rates (money market)	5.0 %	6.2 %	2.5 %	2.5 %	2.9 %	2.2 %	1.8 %	1.7 %	1.1 %	1.0 %	1.2 %	1.5 %
Government budget surplus / GDP	17.3 %	18.8 %	10.5 %	11.1 %	13.4 %	13.9 %	11.1%	10.7%	10.2%	n/a	n/a	n/a
Government pension fund / GDP	88 %	89 %	111 %	121 %	120 %	131 %	168 %	181 %	194 %	203 %	211 %	218 %

Source: Statistics Norway - Økonomiske analyser 1/2015, OECD - Economic Outlook November 2014 and Norges Bank

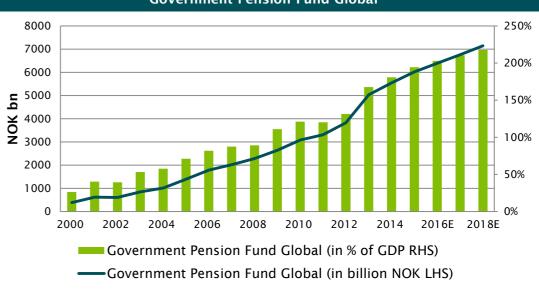


## The Norwegian economy – Solid economic situation





Source: OECD Economic Outlook No. 96 (database), November 2014





(173% of GDP in 2012) Significant budget surplus (11.1% of GDP in 2013) and the

Relatively high net central government financial assets

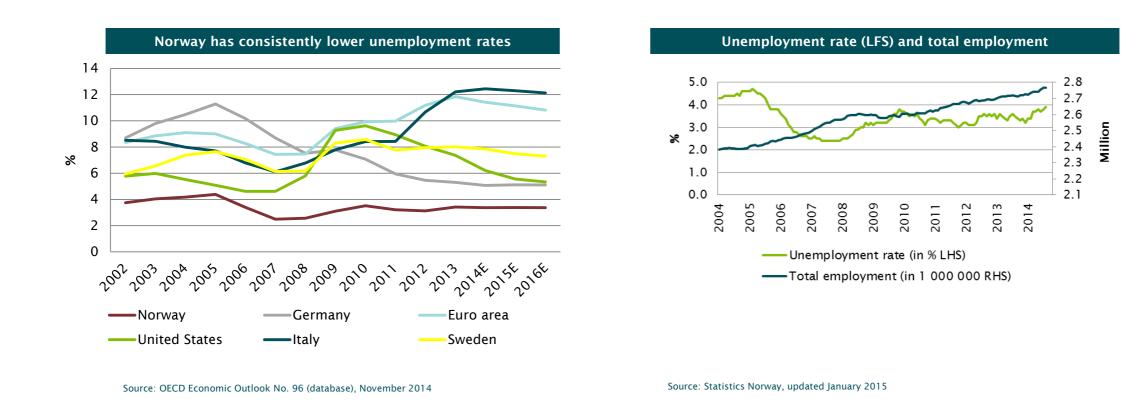
Norway has an extremely strong balance sheet

- Government Pension Fund well in excess of GDP
- Sound economic growth at an annual average of 2.7% for mainland GDP for the last 10 years
- Strong current account surplus averaging around 13% of GDP since 2004





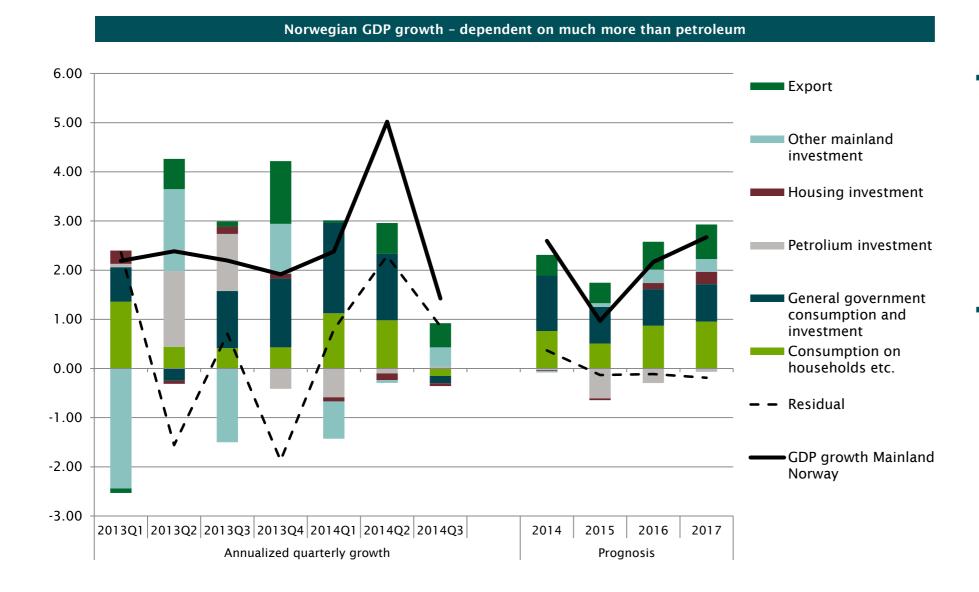
## The Norwegian economy – Low unemployment



- A buoyant economy ensures a high rate of employment
- Average unemployment rate of 3.3% in the past 10 years
- A strong welfare system providing significant income protection: average unemployment benefit is 62% of salary for a minimum of 104 weeks



## The Norwegian economy – much more than petroleum

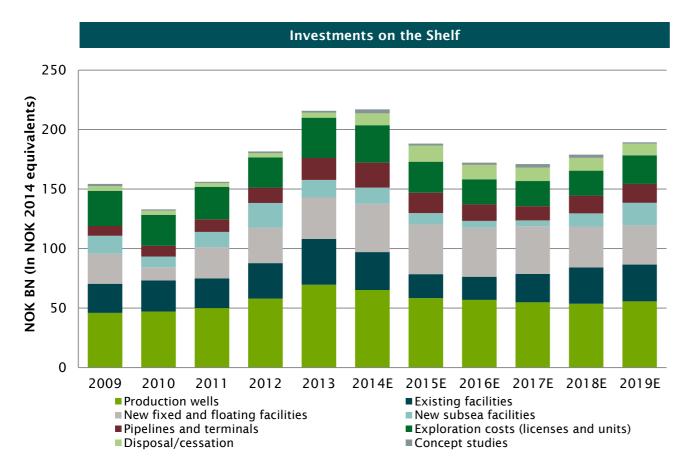


- The krone depreciated sharply through the second half of 2013, contributing to improved cost-competitiveness, which is part of the explanation for the growth from mainland exports in the second and the third quarter this year.
- In the wake of the decline in oil prices this autumn, the krone again weakened considerably and should further improve competitiveness for Norwegian companies.



Source: Statistics Norway, Økonomiske analyser 6/2014. Published 4th of December 2014

## The Norwegian economy – still significant fossil investments



- The decline in oil investments in 2015 has been an expected development. Norwegian Oil and Gas estimated a 10% drop in 2015 in their 2013 report.
- The drop in investments is largely a consequence of a winding down of several major investment projects being initiated in recent years, particularly in existing fields.
- Activity on the Shelf has been very high in the last two years, and the drop in 2015 is a correction back to more "normal" levels.

#### Break even prices for oil producing countries \$140 Norway is not dependent on a high oil price to Iran Algeria balance its budget. All \$130.70 \$130.50 revenues related to the Nigeria petroleum resources are \$122.70 transferred to The Venezuela \$117.50 **Government Pension Fund** Global. Saudi Arabia The fund is integrated \$106.00 into the government Irag \$100.60 Russia budget. One fundamental \$98.00 principle of Norwegian fiscal policy is the budgetary rule, namely that, over the course of a business cycle. the UAE \$77.30 government may spend only the expected real return on the fund. estimated at 4 percent Qatar per year. \$60.00 NOK 117.3 billion was Kuwait \$54.00 transferred to the national budget in 2013, corresponding to just Norway above 3 percent of the \$40.00 total Fund.

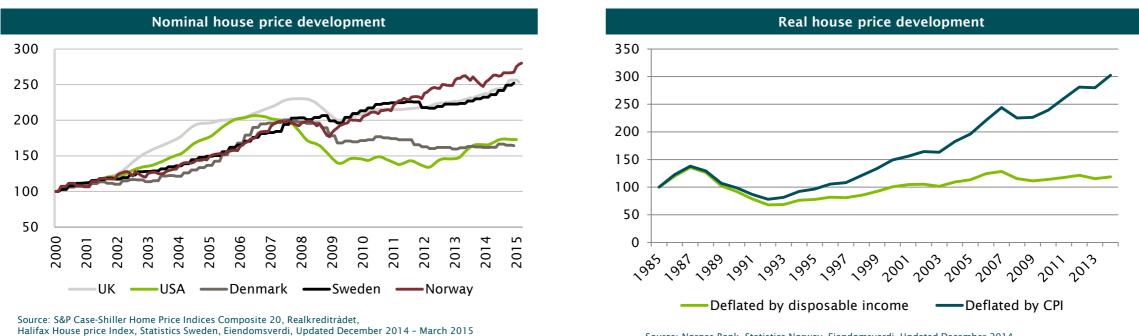
Source: Wall Street Journal, Fitch Ratings; Oil: Fiscal Breakevens are a Key Guide to Exporters' Sovereign Credit Risk

Source: Norwegian Petroleum Directorate, The shelf in 2014, Published 15th of January 2015

# The housing market characteristics in Norway

Home ownership	Among the highest in the world - around 80% are owner-occupied households
	<ul> <li>Total size of the mortgage market ~ NOK 2,200bn (EUR 240bn)</li> </ul>
FSA Lending	<ul> <li>Maximum LTV normally 85% (since Q4 2011, 90% before)</li> </ul>
guidelines	In the interest-only loans maximum LTV normally 70%
	<ul> <li>Debt service ability is stress tested for a 5%-point increase in interest rates</li> </ul>
Tax incentives	<ul> <li>All interest expenses are tax deductible in Norway at capital gains tax rate (27%)</li> </ul>
	<ul> <li>Preferential treatment of properties when calculating the wealth tax (1.0%)</li> </ul>
	Capital gain on a dwelling tax-free after one year of occupancy by the owner
Personal liability	<ul> <li>Borrowers personally liable for their debt – also following foreclosures and forced sales</li> </ul>
	Prompt and efficient foreclosure process upon non-payment
	Strong incentives to service debt reflected in low arrears
	Transparent and reliable information about borrowers available to the lenders
Mortgage lending	97% of residential mortgage loans granted by banks/mortgage companies
	<ul> <li>Typical legal maturity 25-30 years, on average 22-23 years</li> </ul>
	92.1 % of residential mortgages have variable interest rate (Q4 2014)
	Lenders allowed to adjust interest rates with a six week notice
	No "sub-prime" market in Norway
	<ul> <li>Very limited buy-to-let market</li> </ul>

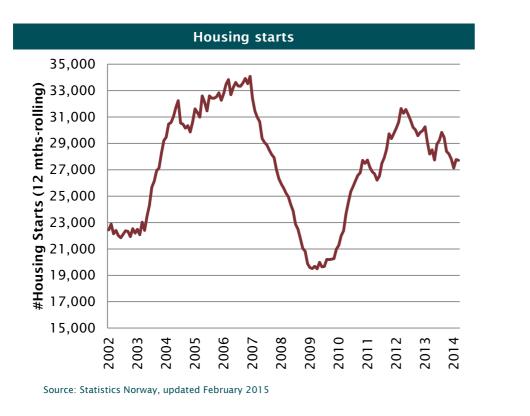
## The housing market – Price development

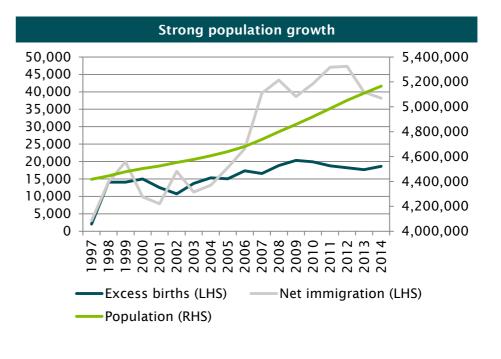


Source: Norges Bank, Statistics Norway, Eiendomsverdi, Updated December 2014

- Nominal house prices have increased by an average of 6.5 % per annum since 1985. However, when deflated by disposable income (5.9% per annum since 1985) the increase in house prices has been very moderate
- The housing market has been spurred by strong economic activity, environment of low interest rates, wage increases, population growth and supply constraints
- March 17<sup>th</sup> 2015 the FSA proposed lending regulation in stead of lending guidelines to MoF:
  - Increase mortgage rate with 6% (5%) when stresstesting a borrower's debt servicing capacity
  - The maximum LTV ratio remains 85 per cent of the sum of property value and any additional security. Higher LTV ratio cannot be justified on the basis of a special prudential assessment
  - Pledge of a personal guarantee is not sufficient
  - Maximum LTV for home equity credit lines is lowered from 70 to 65 per cent
  - Annual instalment payment of at least 2,5 per cent in the first year for mortgages with LTV ≥ 65 per cent

## The housing market – Drivers of the housing market



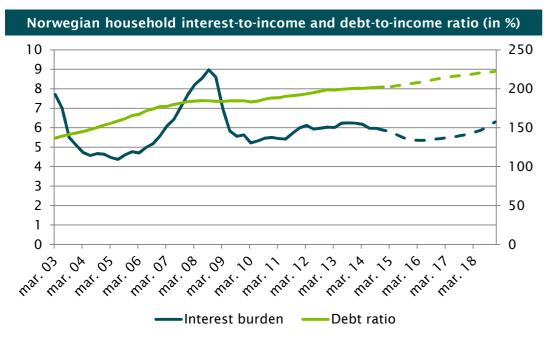


Source: Statistics Norway, updated Q4 2014

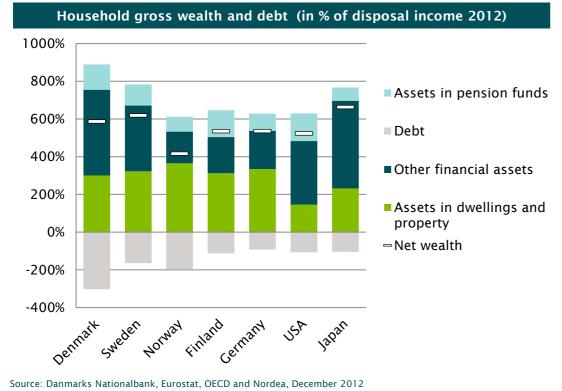
- Shortage of new housing supply and a strong population growth have been significant drivers of the strong price growth in the Norwegian housing market since 2008
- New home construction is up from the record low levels of 2009 and 2010 and has recently evolved towards the higher end
  of the range. This should mitigate the momentum on house prices going forward
- The population growth of 0.93 % p.a. since 1997 has been driven both by excess birth rate (37%) and net immigration (63%)



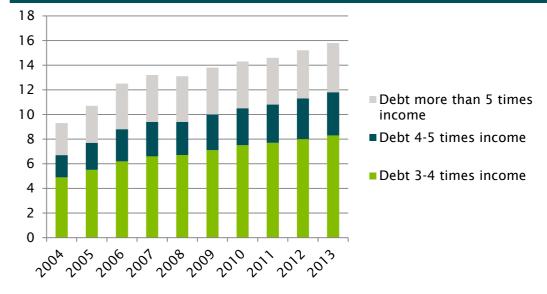
# **Households financial position**



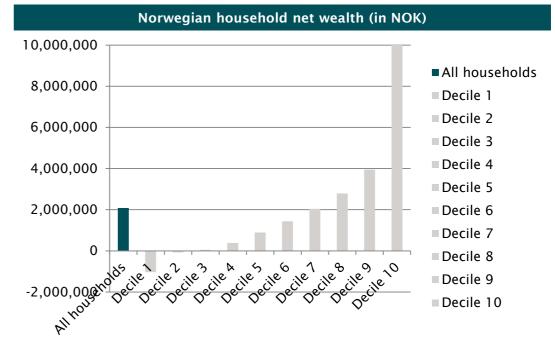
Source: Statistics Norway and Norges Bank, Expectations after December 2014 (dotted line)



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



Source: Statistics Norway, December 2013



Source: Statistics Norway, December 2013



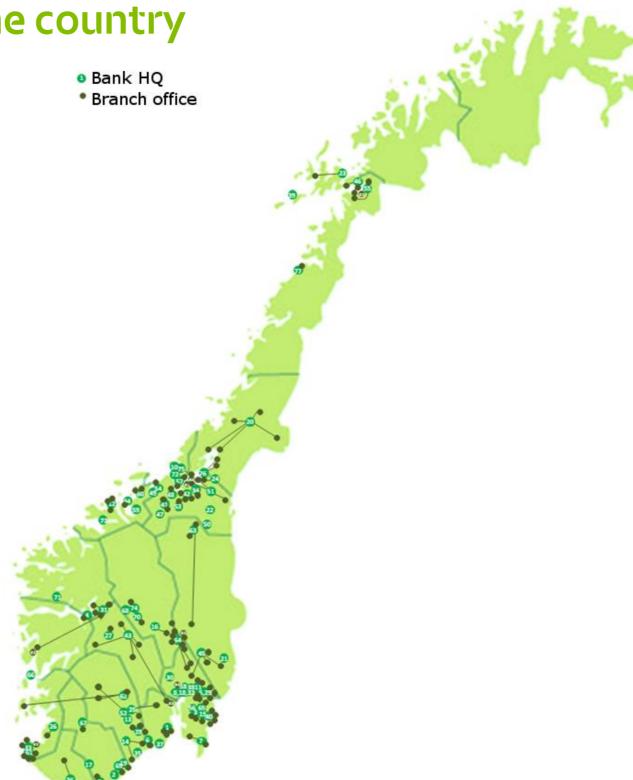


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## **Diversified operations across the country**

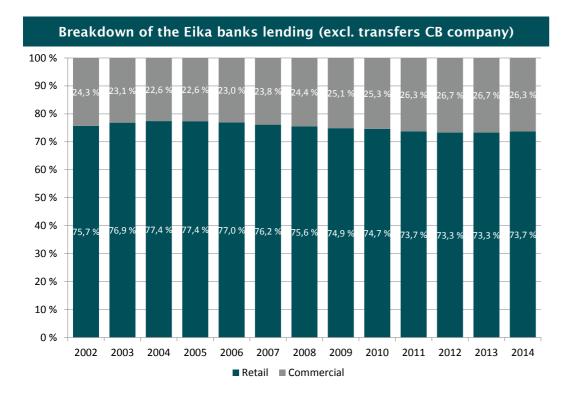
- The Eika banks consist of a group of 74 Norwegian local banks and OBOS\*
- The Eika banks' operations are fully focused on serving domestic customers. The banks have a wide geographical reach (presence in 18 out of 19 counties) with a strong position in the vibrant economic centres in Central and Eastern Norway
- Scope of the banking operations:
  - The third largest banking group in Norway
  - 200 branch offices
  - 2,330 employees
- Aggregated balance sheet of Eika Banks is NOK 248bn (€ 27.5 bn) and average capital ratio of 18.6% incl. net profit 2014 (incl. Sandnes Sparebank)
- Market share in lending to retail customers
  - Between 40% and 80% in local markets (except the largest cities)
  - 11.3 % overall in Norway



\*OBOS is the largest Nordic Cooperative Housing Association, established in 1929 and is owned by 226,000 members, mostly located in the Oslo-area. More information about OBOS can be found on <a href="https://www.obos.no">www.obos.no</a> EURNOK as of 31.12.2014: 9.0162

## Focus on retail customers

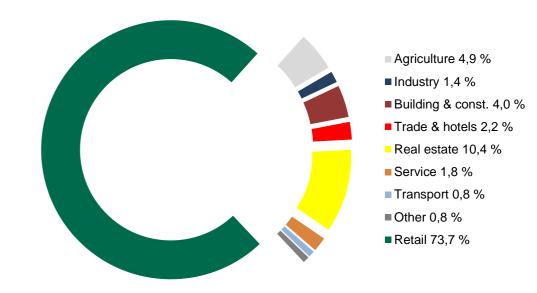
- High and stable retail share
- Retail lending accounts for 73.7% of Eika banks' total lending end 2014 (own balance sheet). Including transfers to Eika Boligkreditt the consolidated retail share is 80.9%
- Eika banks have a higher share of retail lending compared to the other Norwegian peers
- Retail lending consist mainly of collateralised loans to housing/mortgage (approx. 94% of total)
- Low average LTV (53.0%) in mortgage portfolio
- Eika banks have low exposure to the corporate sector with no lending to shipping and relatively low exposure to commercial real estate



80,0% 73,7% 70,0% 60.2% 58,6% 60.0% 49.4% 50,0% 40,0% 30,0% 20,0% 10,0% 0,0% Eika Sparebank1 Other banks DNB

#### Retail share excl. transfers to CB company - Eika vs. peers 2014

Sector breakdown of the loan book YE2014





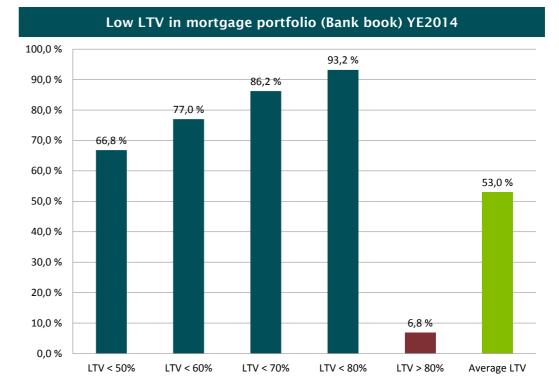
Source: Bank analyst Eika

# **High asset quality**

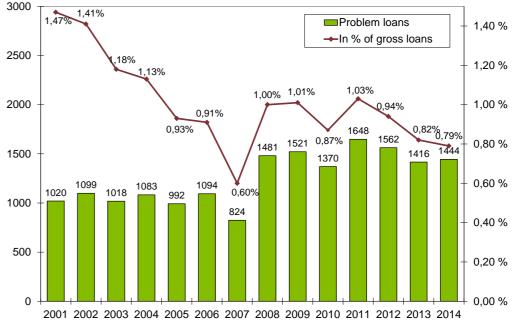
- Conservative risk profile within the banks
- Low average LTV (53.0%) in mortgage portfolio and few loans with LTV in excess of 80% (only 6.8%). 66.8% of mortgage portfolio within 60% LTV
- Share retail lending ranging from 61.2% to 96.7% (excl. transfers to Eika Boligkreditt)
- Few non-performing and problem loans
  - Non-performing loans constitute 0.74% of gross loans in 2014, versus 0.81% in 2013
  - Problem loans constitute 0.79% of gross loans in 2014, versus 0.82% in 2013
  - Provisioning ratio of 51.2% (50.8% in 2013)

Non performing loans (in NOK million LHS & % of total # of loans RHS)

Non-performing loans



# Problem loans (in NOK million LHS & % of total # of loans RHS)



In % of gross loans 1,2 % 1,01% 0.95% 0.96% 1.0 % .85% 0,84% 0,81% 1530 1507 0,8 % 0.74% 1406 1403 1402 1365 3/18

0,6 %

0,4 %

0.2 %

0.0 %

1,4 %

Definitions

3000

2500

2000

1500

1000

500

0

15

1,36%

16%

0.98%

1040

0,71%

858

0,64%

881

0,74%

706

Provisioning ratio: Write down ratio = (individual provisions + group provisions) / Problem loans Non-performing loans (NPL): Loans in delinquency for more than 3 months.

2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014

Problem loans: Loans that risk impairment (note that most banks use this rather conservatively)



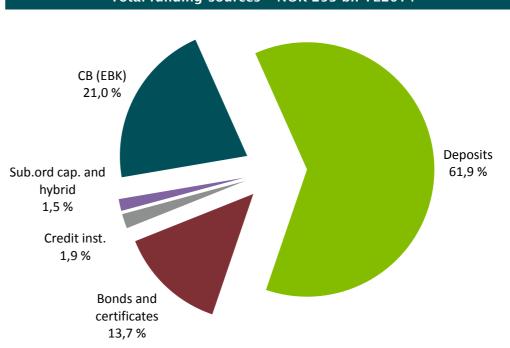
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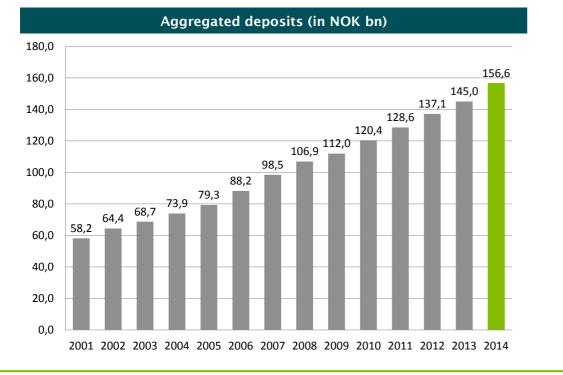
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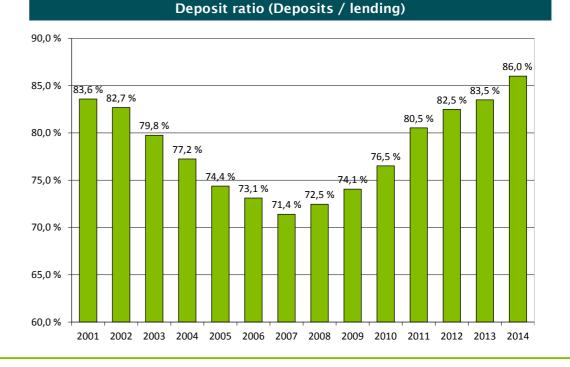
# High and growing deposit base

- Total funding of Eika banks amounts to NOK 253.0bn end 2014 of which 61.9% consists of deposits
- Steady growth in the deposit base and high deposit ratio of 86.0 %. Average yearly growth rate in deposits has been 8.4 % over the past 14 years
- Well diversified deposit base approx. 85% of all deposits is within the NOK 2mn bank guarantee fund limit
- Deposit base is essentially household retail deposits





Source: Bank analyst Eika

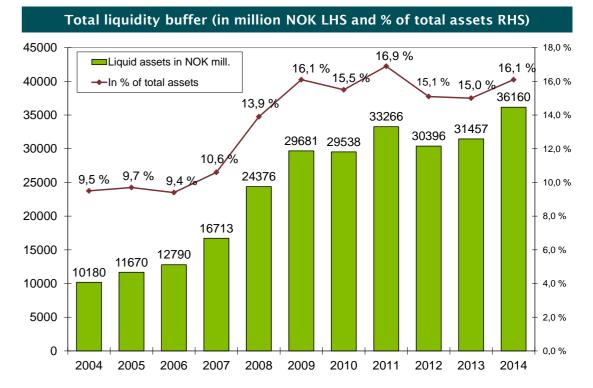


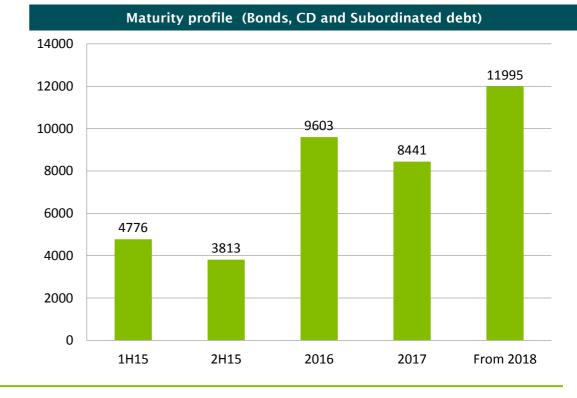
#### Total funding sources - NOK 253 bn YE2014

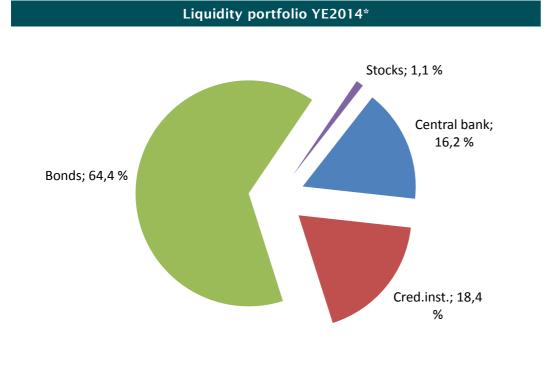
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## Eika banks Strong liquidity and funding position

- Large liquidity buffer amounting to NOK 36.2bn (EUR 4.0bn) and amount to 16.1% of total assets end 2014
- Relatively low dependency on market funding. Net market funding (less liquid assets) was only 3.1% of total assets YE2014
- Extended maturity profile with increasing proportion of long term funding
- Bond portfolio consists mainly of covered bonds, senior bank issues and money market funds
- No PIIGS exposure and low stock market exposure





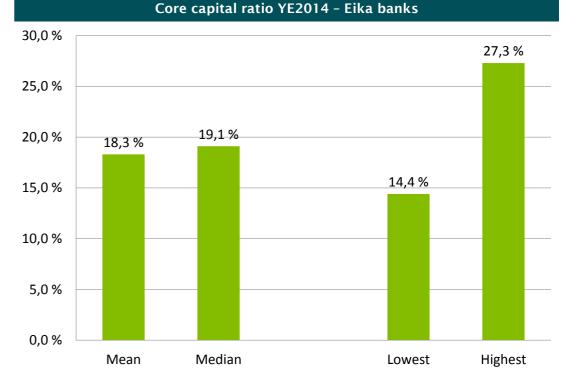


### \*Liquidity buffer consists of cash, deposits in central bank and other credit institutions, bonds, certificates incl. money market funds and listed stocks 31.12.2014 EURNOK: 9.0162

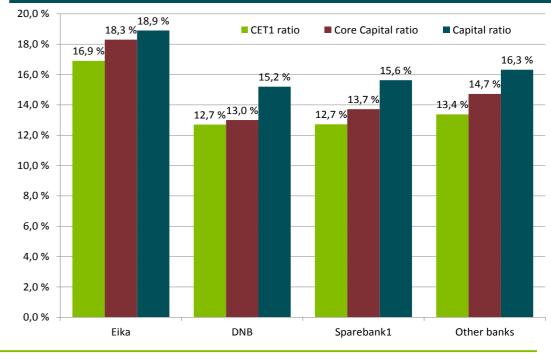


## **Strong capitalization**

- Strengthened capital ratios
  - Common equity ratio (CET1): 16.9% (16.1%)
  - Core capital ratio 18.3% (18.5%)
  - Capital ratio 18.9% (18.7%)
  - Equity ratio of 9.9% (equity/total assets) (9.7%)
- Therefore Eika banks are well prepared to meet the new and higher capital requirements following implementation of CRD IV in Norway stipulating the following minimum incl. all capital buffer levels (current levels – from 2Q15 in ():
  - Common equity ratio (CET1) incl. all buffers: 12.5% (11.0%)
  - Core capital ratio incl. all buffers: 14.0% (12.5%)
  - Capital ratio incl. all buffers: 16.0% (14.5%)
- All Eika banks are well capitalized (T1 ratio) 2014
  - Lowest: 14.4% (13.9%)
  - Highest: 27.3% (26.6%)
- 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 used the IRB method, the core and capital ratios are estimated to be at 25.4% and 26.3% end 2014



Capital ratios YE2014 - Norwegian banks



Source: Bank Analyst Eika





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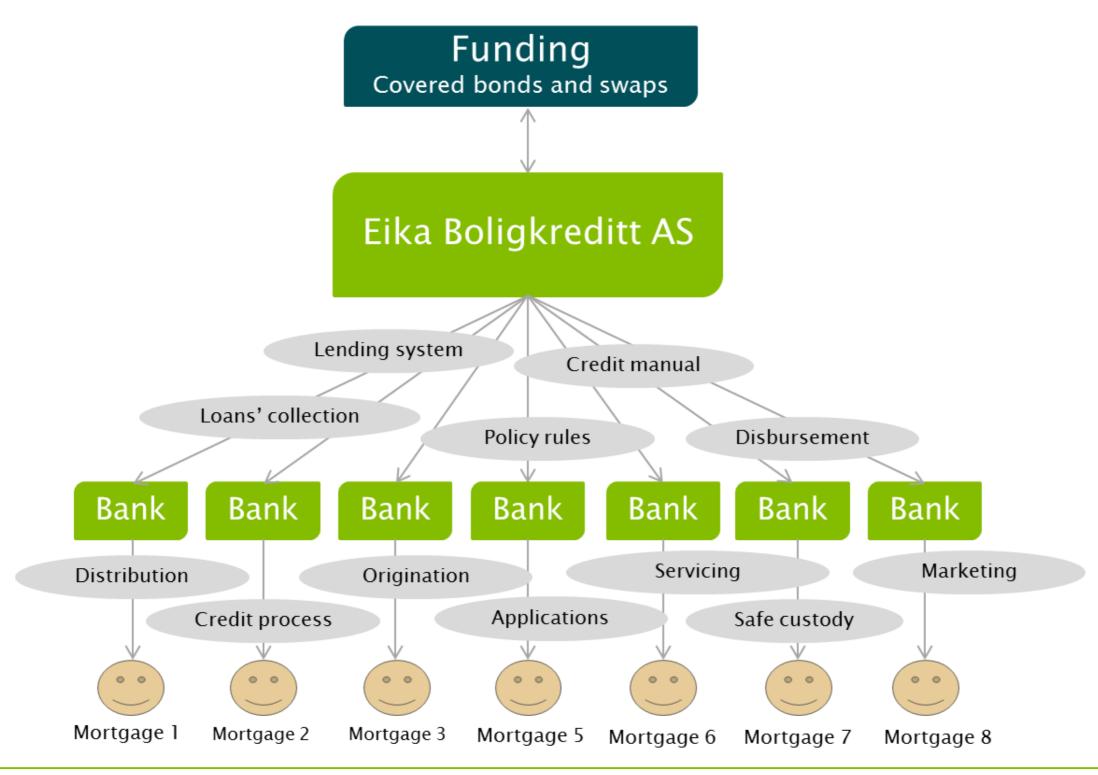


# Eika Boligkreditt Ownership structure



As of 31.12.2014

## Eika Boligkreditt Business concept



# Eika Boligkreditt Eligibility criteria for the cover pool

Origination process	Loan-by-loan origination
Customer categories	<ul> <li>Norwegian residents (Retail)</li> </ul>
	<ul> <li>Cooperative housing associations (common debt between multiple individuals)</li> </ul>
Credit Criteria	Eika Boligkreditt sets the credit policy for acceptable mortgages (credit manual)
	No arrears
	Bank credit officers are authorised to grant loan with size < 3 times gross annual household income (54 % of all loans)*
Collateral	<ul> <li>Max LTV 60% at time of origination (vs. max 75% in the Norwegian legislation)</li> </ul>
	<ul> <li>Recent valuations (within 6 months at time of origination)</li> </ul>
	<ul> <li>Quarterly valuation from independent 3<sup>rd</sup> party, documented</li> </ul>
Type of properties	<ul> <li>Stand alone residential mortgages</li> </ul>
	<ul> <li>Cooperative housing residential mortgages</li> </ul>
Type of products	<ul> <li>Principal repayment loans (no flexi loans)</li> </ul>
	Fixed and variable interest rate loans

<sup>\*</sup> Bank credit managers are authorised to grant loan with size < 4 times gross annual household income (35 % of all loans). Loan size > 4 times gross annual household income have to be approved by Eika Boligkreditt (11 % of all loans)

# Eika Boligkreditt Strong incentive structure

• With regards to the mortgages in the Eika Boligkreditt cover pool there is a 3 pillar guarantee mechanism(s); this is to ensure that the originating banks are held responsible for potential losses on mortgages they distribute for Eika Boligkreditt

**Moody's:** "The members of the Terra Group (now Eika Group) are incentivised by guarantee obligations to pass high quality loans to the issuer." (Source: Moody's Investors Services, Terra BoligKreditt Mortgage Covered Bonds, August 2007)

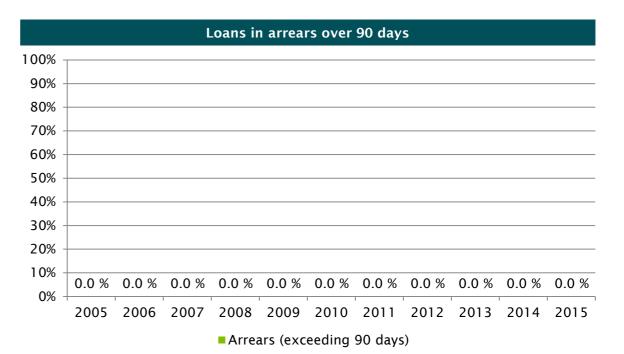






# Eika Boligkreditt No arrears exceeding 90 days

- Eika Boligkreditt has never experienced mortgages being delinquent for more than 3 months
- The guarantees from the banks further reduce credit risk and help to avoid cherry-picking of mortgages
- In case there is a delayed payment (> 35 days) the Bank which has transferred the mortgage is required to solve the problem within 2 months by:
  - Paying the full guaranteed amount to EIKBOL
  - Giving the client extra credit
  - Transferring the loan back to the bank (595 loans transferred back since the start- up of company in 2004)



# Eika Boligkreditt Top notch collateral score by Moody's

- On 25 February 2015, Moody's released the 19th edition of their EMEA Covered Bonds monitoring overview. The primary objective of this
  report is to provide transparency to Moody's covered bond ratings
- In the report Eika Boligkreditt is ranked the best out of over 200 covered bond issuers in terms of quality of collateral in the cover pool which is measured by the Collateral Score\*
- Starting from Q2 2012, Moody's changed its methodology by applying a transaction minimum credit enhancement level at a country level, which resulted in Eika Boligkreditt 's new collateral score at the floor level of 5% instead of a Eika Boligkreditt 's individual Collateral Score currently reported to be 2.0% pre country floor.

### EXHIBIT 11 Deals with lowest (best) Collateral Scores

Name of Programme	Type of Programme	Country	Collateral Score
Eika Boligkreditt - Mortgage - Covered Bond Programme	Mortgage	Norway	2.0%
Nordea Bank Finland PLC - Covered Bond Programme	Mortgage	Finland	2.3%
HSBC - Covered Bond Programme	Mortgage	UK	2.4%
OP Mortgage Bank Mortgage II - Covered Bond Programme	Mortgage	Finland	2.4%
OP Mortgage Bank - Mortgage - Covered Bond Programme	Mortgage	Finland	2.5%
Sparebanken Oest Boligkreditt AS - Covered Bond Programme	Mortgage	Norway	2.6%
Coventry Building Society - Covered Bond Programme	Mortgage	UK	2.7%
SpareBank 1 Boligkreditt AS Mortgage - Covered Bond Programme	Mortgage	Norway	2.7%
Aktia Mortgage (MT) - Covered Bond Programme	Mortgage	Finland	2.8%
Royal Bank of Scotland Plc - Mortgage - Covered Bond Programme	Mortgage	UK	2.8%

\* Measures the overall quality of collateral in the Cover Pool. The lower the Score, the better the credit quality of the Cover Pool. The average Collateral Score (excl. systemic risk) for Norwegian Covered Bond programs was 3.9%

# Eika Boligkreditt Structure of support

- The Note Purchase Agreement (NPA) is structured to ensure that Eika Boligkreditt has liquidity, <u>at all times</u>, sufficient to pay the <u>Final Redemption Amount</u> of any series of Notes <u>in a rolling twelve month period</u>
- Contingency facility with DNB enables covered bonds to be issued < NOK 1 billion
- The Shareholders' Agreement is structured to ensure that Eika Boligkreditt will uphold a <u>sufficient capital adequacy</u> <u>ratio</u> at all times
- The Owner Banks are obliged to pay their pro-rata share of any capital increase adopted by the Eika Boligkreditt's general meeting and of any capital instruments to be issued
- The agreements are structured to meet the Moody's criteria to be categorized as a Category 2 support agreement for Specialized Covered Bond Issuers





## Eika Boligkreditt Rating summary

- Eika Boligkreditt covered bonds:
  - Rated Aa1 by Moody's (Review for upgrade)
  - TPI: High
  - Collateral Score on individual basis of 1.9% as of Q4 2014 (pre 5% country floor)
- Moody's has recently stated that Norwegian banks' strengthened underwriting criteria is improving credit quality in the mortgage books.\* This is based on the report by the Norwegian FSA in November 2013 showing reduction in high LTV loans as well as proportion of interest-only loans
- In addition, Moody's maintains its stable outlook for the Norwegian Banking System\*\* given broadly benign macroeconomic conditions that is expected to support banks' performance. Also increasing local regulatory demands for capital and increased lending margins are viewed as positive elements

#### **Timely Payment Indicators**

		Very Improbable	Improbable	Probable	Probable High	High	Very High
	A1	Aaa	Aaa	Ааа	Aaa	Aaa	Aaa
	A2	Aa1	Aa1	Aaa	Aaa	Aaa	Aaa
	A3	Aa2	Aa2	Aaa	Aaa	Aaa	Aaa
S	Baa1	Aa3	Aa3	Aa1	Aa1	Aaa	Aaa
tin	Baa2	A1	A1	Aa2	Aa2	Aa1	Aaa
<u>lssuer Ratings</u>	Baa3	A3	A2	A1	Aa3	Aa2	Aa1
L.	Ba1	Baa3	Baa2	Baa1	A3	Aa3-A2	A1
SUC	Ba2	Baa3	Baa2	Baa1	A3	A1-A3	A1
<u>s</u>	Ba3	Baa3	Baa2	Baa1	A3	A2-Baa1	A1
	B1	Ba3	Ba2	Ba1	Baa3	A3-Baa2	Baa1
	B2	Ba3	Ba2	Ba1	Baa3	Baa1-Baa3	Baa1
	B3	Ba3	Ba2	Ba1	Baa3	Baa2-Ba1	Baa1

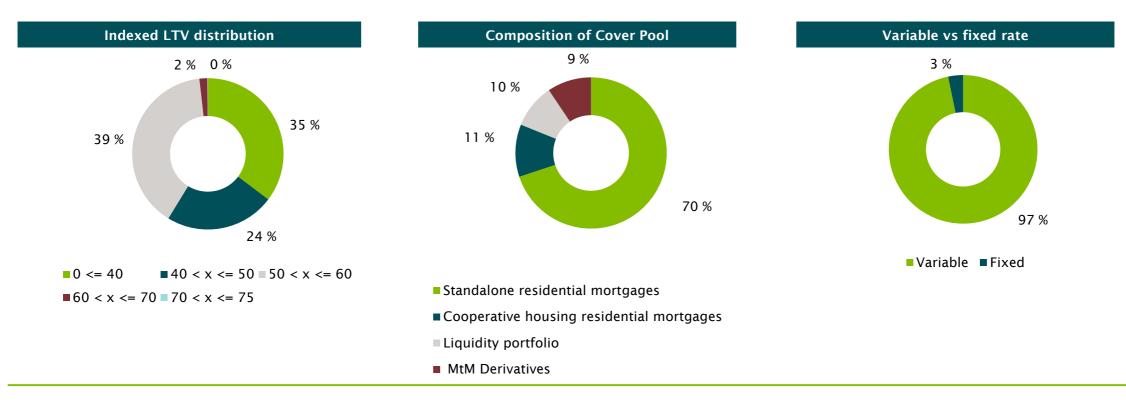
\* Norwegian Covered Bonds: Banks' Strengthened Underwriting Criteria Improve Mortgage Loan Credit Quality, Moody's Investors Service, 11 December 2013

\*\* Banking System Outlook: Norway, Moody's Investors Service, 12 December 2013



# Eika Boligkreditt Summary of the cover pool

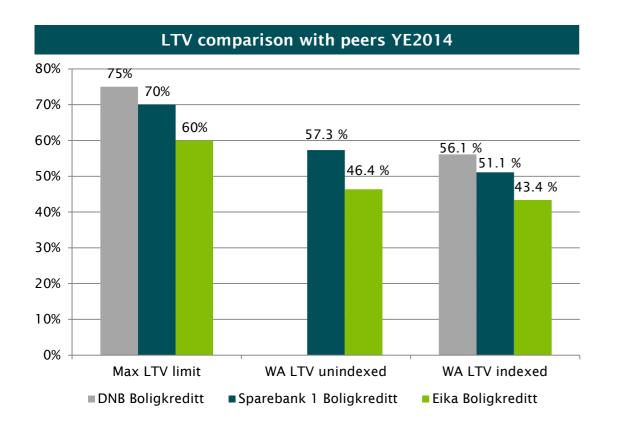
Numbers in EUR	Grand total	Standalone residential mortgages	Cooperative residential housing
Nominal value	7,098,110,658	6,116,632,681	981,477,976
In % of total mortgage Pool	100 %	86.17 %	13.83 %
Number of loans	42,211	41,451	760
Arithmethic average loan (nominal)	168,158	147,563	1,291,418
WA LTV (unindexed / indexed)	46.48% / 41.84%	51.05% / 46.24%	18.00% / 14.44%
WA seasoning (months)	26.1	24.9	33.4
Loans in arrears (over 90 days)	0.0	0.0	0.0
Estimated over collateralization *	110.40 %	n/a	n/a

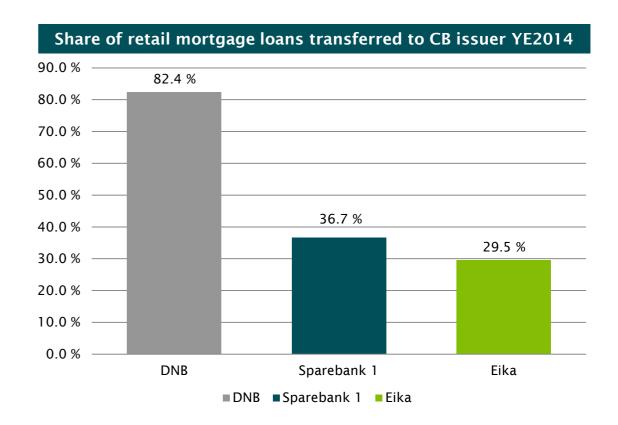


All data as of 31.03.2015. EURNOK 8.7035 \* OC is estimated based on fair value

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# Eika Boligkreditt Cover pool comparison and stress test





Source: Investor presentation DNB April 2015, and Sparebank 1 Boligkreditt March 2015

Source: Bank Analyst Eika

Stress test: Decline in house prices						
Stress test house price reduction (numbers in €)	Unchanged	Decline of 10%	Decline of 20%	Decline of 30%		
Mortgage Portfolio	7,098,110,658	7,098,110,658	7,098,110,658	7,098,110,658		
Part of mortgages exceeding 75% LTV	-	364,448	5,435,366	144,088,692		
Share of mortgage portfolio >75% LTV	0.00 %	0.01 %	0.08 %	2.03 %		
Estimated Over collateralization*	110.40 %	110.39 %	110.33 %	108.58 %		

EURNOK as of 31.03.2015: 8.7035 \* OC is estimated based on fair value

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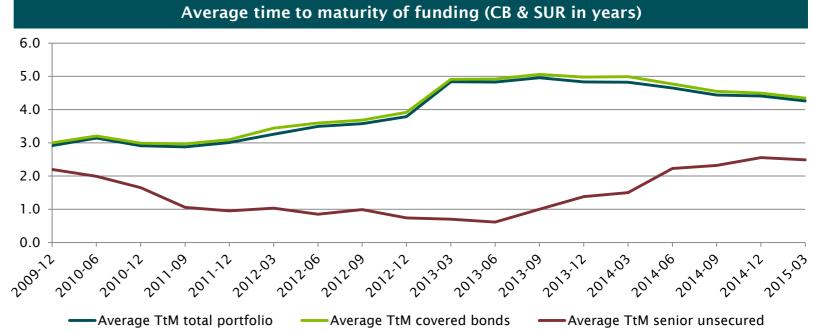
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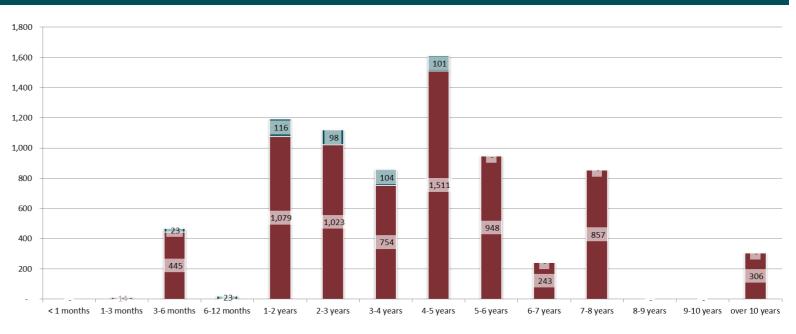
## Funding strategy and activity

## Strong risk management

- Both sides of the balance sheet mostly swapped to 3 month NIBOR
- Minimum Over Collateralization level of 5% (committed in EMTCN Program)
- Redemptions within any future 12month rolling period should not exceed 20% of the gross funding at the time of redemption (internal policy)
  - The 20% level is related to the expected maturity on the assets, i.e. 5 years
- Internal target is to have liquid assets covering at least 75% of redemptions within the next 12 months
- One of the stress tests is the refinancing Indicator I
  - a simulation taking into account, amongst other elements, expected growth and future transactions
  - ensuring availability of funding options within the 20% limit



#### Maturity profile of funding (in million €) Q12015



Redemption CB
Redemption senior and subordinate

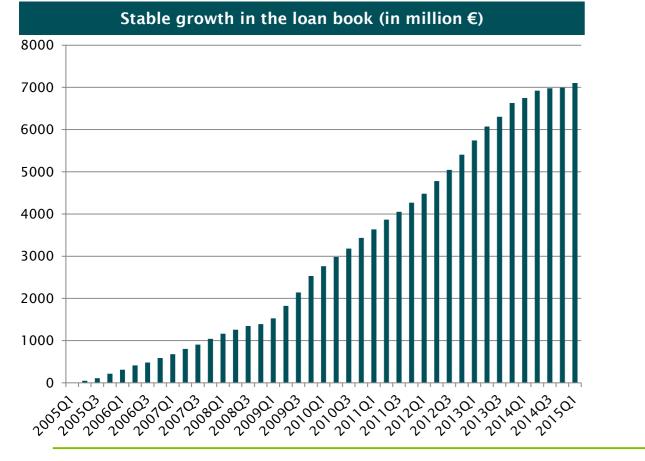


EURNOK as of 31.03.2015: 8.7035

# Funding strategy and activity Funding and strategy

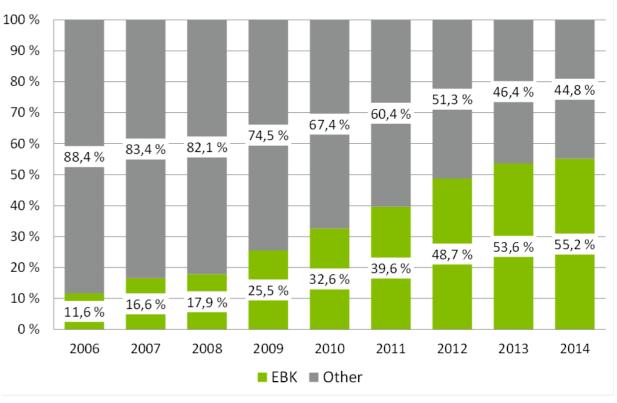
- With a stable organic growth, and redemptions approaching in our € issues, Eika Boligkreditt will remain a frequent issuer in €
- Eika Boligkreditt has the flexibility to tailor issue size to changing investor preferences and pricing sentiment going forward and can alternate between €500mn and €1bn format over time

- To reflect this evolvement Eika Boligkreditt has increased the size of its European Medium Term Covered Note Program to €20bn
  - Eika Boligkreditt is a frequent issuer both in NOK and €
  - Eika Boligkreditt has the objective to be a frequent benchmark issuer in both the € and NOK covered bond market, and to maintain two liquid yield curves



EURNOK as of 31.03.2015: 8.7035



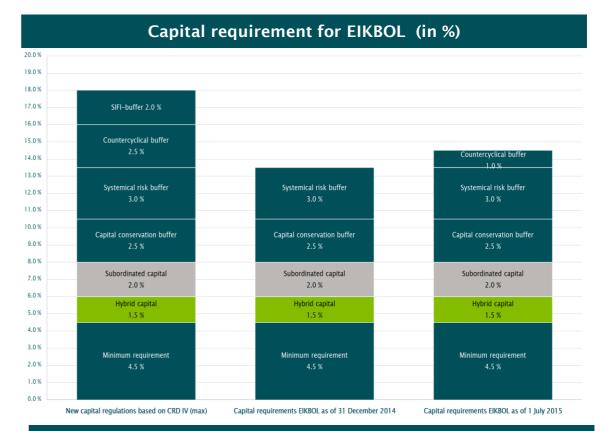


Source: Bank analyst Eika



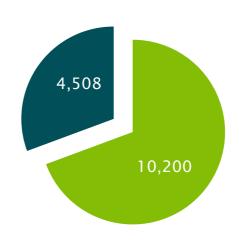
# Funding strategy and activity Funding and strategy

- Budget for gross funding in 2015 is NOK 14.7 billion
  - NOK 13.8 billion in covered bonds (where of NOK 4.5 billion in €)
  - NOK 600 million in senior unsecured
  - NOK 350 million in Tier 2
- EIKBOL (and no Eika bank) are not defined SIFI from the MoF



Funding P2015 per currency (in million NOK)

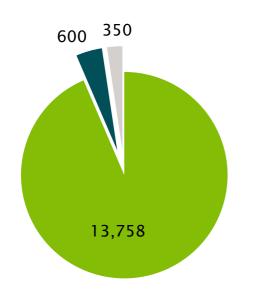






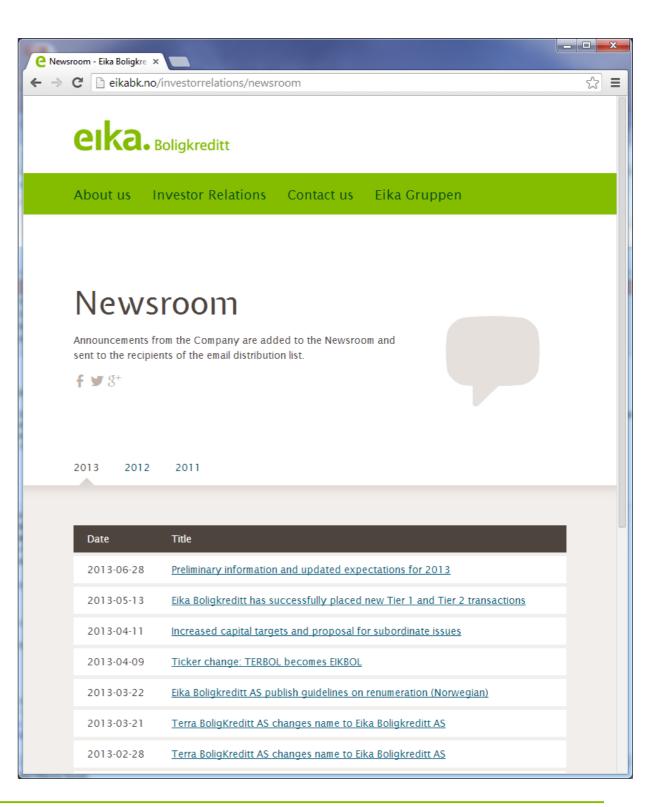
### Funding P2015 per sector (in million NOK)

■ Covered bonds ■ Senior unsecured ■ Tier 2



# Funding strategy and activity Funding and strategy

- Maintain Eika Boligkreditt as a solid, well-known and frequent issuer
  - Diversify funding both in terms of geography and investor type
  - Approximate 50% of the funding is expected to be international
- To provide the market with high quality and transparent information
  - Timely and high quality annual/quarterly reports and financial statements
  - Frequent road shows and investor presentations
  - Quarterly data on the cover pool (in accordance with standard developed by NCBC on request of CBIC) available on http://eikabk.no





# Funding strategy and activity Liquidity portfolio

- The substitute assets constitute EIKBOL's liquidity buffer
  - Minimum liquidity > than 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

### The Liquidity portfolio conforms to a conservative investment policy

- Only Norwegian and NOK denominated exposure
- 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 0.5 years, and individual securities less than 1 year

	Sectors and teno	ors		Liquidity portfolio by sectors
Sector	Market Value (EUR)	In % of portfolio	TtM	Government bonds
Government bonds	60,186,534	7 %	0.12	Bank deposits 7 %
Municipality	64,322,528	8 %	0.25	Municipality 8 %
Covered Bonds	448,503,866	54 %	2.33	
Public Covered Bonds	120,279,570	14 %	2.07	Public Covered Bonds
Bank deposits	139,907,089	17%	0.00	14 %
Total portfolio	833,199,587	100 %	1.62	



EURNOK as of 31.03.2015: 8.7035

# Funding strategy and activity **Contacts**



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More information may be found on http://eikabk.no





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

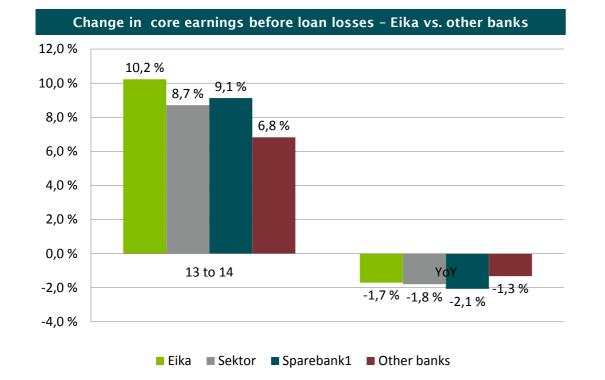
P&L in NOK mil.	2006	2007	2008	2009	2010	2011	2012	2013	2014
Net interest income	2 922	3 241	3 655	3 387	3 512	3 631	3 777	3 949	4 170
Net commission income	510	562	576	580	662	734	863	1 142	1 320
Other income	78	53	53	54	43	44	40	39	40
Total income	3 510	3 856	4 284	4 021	4 217	4 409	4 681	5 130	5 530
Personnel and adm. expenses	1 727	1 867	2 005	2 0 3 2	2 061	2 134	2 243	2 345	2 493
Depreciation	178	196	187	165	123	98	95	100	110
Other costs	350	404	404	442	469	495	515	578	605
Total costs	2 254	2 466	2 596	2 639	2 653	2 726	2 852	3 023	3 208
Core earnings before loan losses	1 255	1 390	1 688	1 383	1 564	1 683	1 828	2 107	2 322
Impairment of loans and guarantees	31	39	580	442	404	458	329	389	315
Core earnings	1 224	1 351	1 108	940	1 160	1 225	1 499	1 718	2 008
Dividends/associated companies	157	148	152	81	177	189	89	257	238
Net return on financial investments	120	-59	-741	564	218	-78	217	228	126
One-offs and loss/gain on long-term assets	-1	11	-93	117	376	-69	150	-61	182
Pre tax profit	1 500	1 450	427	1 701	1 931	1 267	1 955	2 141	2 553
Taxes	377	397	247	443	501	412	542	583	623
Net profit	1 123	1 053	180	1 259	1 430	855	1 413	1 559	1 930

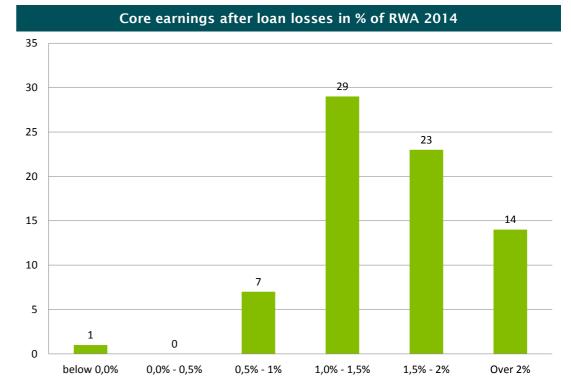
# Appendix Eika banks - Balance sheet and key figures

Balance	2006	2007	2008	2009	2010	2011	2012	2013	2014
Gross loans	120 658	137 909	147 551	151 218	157 375	159 645	166 255	173 617	182 075
Gross loans incl. EBK	125 055	146 463	158 972	169 995	182 382	193 092	208 764	225 292	238 185
Deposits	88 225	98 473	106 921	111 983	120 419	128 567	137 142	144 975	156 594
Equity	12 820	13 997	14 200	15 496	16 748	17 525	18 833	20 422	22 268
Total assets	136 120	157 594	175 654	184 321	190 813	196 623	200 895	210 302	224 157
Growth in loans	13,1 %	14,3 %	7,0 %	2,5 %	4,1 %	1,4 %	4,1 %	4,4 %	4,9 %
Growth in loans incl. EBK	18,9 %	17,1 %	8,5 %	6,9 %	7,3 %	5,9 %	8,1 %	7,9 %	5,7 %
Growth in deposits	11,2 %	11,6 %	8,6 %	4,7 %	7,5 %	6,8 %	6,7 %	5,7 %	8,0 %
Deposit ratio	73,1 %	71,4 %	72,5 %	74,1 %	76,5 %	80,5 %	82,5 %	83,5 %	86,0 %
(Market funding - Liquid assets)/Total asset	15,1 %	16,7 %	16,0 %	13,7 %	11,6 %	7,8 %	6,3 %	5,4 %	3,1 %
Equity ratio	9,4 %	8,9 %	8,1 %	8,4 %	8,8 %	8,9 %	9,4 %	9,7 %	9,9 %
Core capital ratio	15,6 %	15,0 %	15,1 %	16,4 %	17,0 %	17,3 %	18,1 %	18,5 %	18,3 %
Capital ratio	16,5 %	16,0 %	16,3 %	17,6 %	18,2 %	18,2 %	18,6 %	18,7 %	18,9 %
Key figures									
Net interest/total assets	2,28 %	2,21 %	2,19 %	1,88 %	1,87 %	1,87 %	1,90 %	1,92 %	1,92 %
Net commission incom/total assets	0,40 %	0,38 %	0,35 %	0,32 %	0,35 %	0,38 %	0,43 %	0,56 %	0,61 %
Loss provision ratio	0,03 %	0,03 %	0,41 %	0,30 %	0,26 %	0,29 %	0,20 %	0,23 %	0,18 %
NPL and problem loans	1,62 %	1,24 %	1,96 %	2,02 %	1,83 %	1,89 %	1,78 %	1,62 %	1,53 %
(NPL + Problem loans)/(Equity + LLR)	14,1 %	11,5 %	18,6 %	18,0 %	15,9 %	15,9 %	14,6 %	12,9 %	11,8 %
Cost/income ratio (adj.)	64,2 %	63,9 %	60,6 %	65,6 %	62,9 %	61,8 %	60,9 %	58,9 %	58,0 %
Net profit in % of total assets	0,87 %	0,72 %	0,11 %	0,70 %	0,76 %	0,44 %	0,71 %	0,76 %	0,89 %
Net profit on core earnings in % of RWA	1,54 %	1,50 %	1,16 %	0,96 %	1,12 %	1,14 %	1,36 %	1,51 %	1,68 %
Return on equity	9,18 %	7,9 %	1,3 %	8,5 %	8,9 %	5,0 %	7,8 %	7,9 %	9,0 %

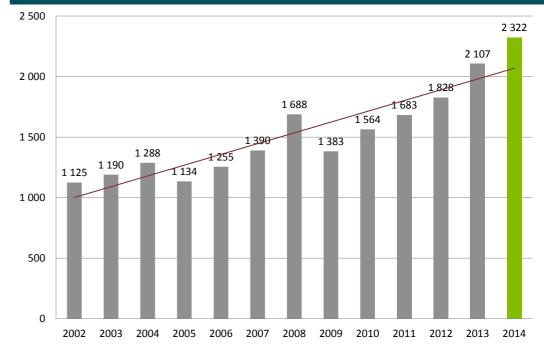
# Appendix Eika banks - Improved core earnings

- NOK 2008 mill. vs NOK 1718 mill. in 2013
  - In % of RWA 1.68% vs. 1.51% in 2013
- Core earnings after loan losses increased with 16.8% YoY (2014 vs. 2013)
- All Eika banks reported positive net profit for 2014
- Average yearly growth rate in core earning of 7.2% before loan losses and 9.2% over the last 14 years





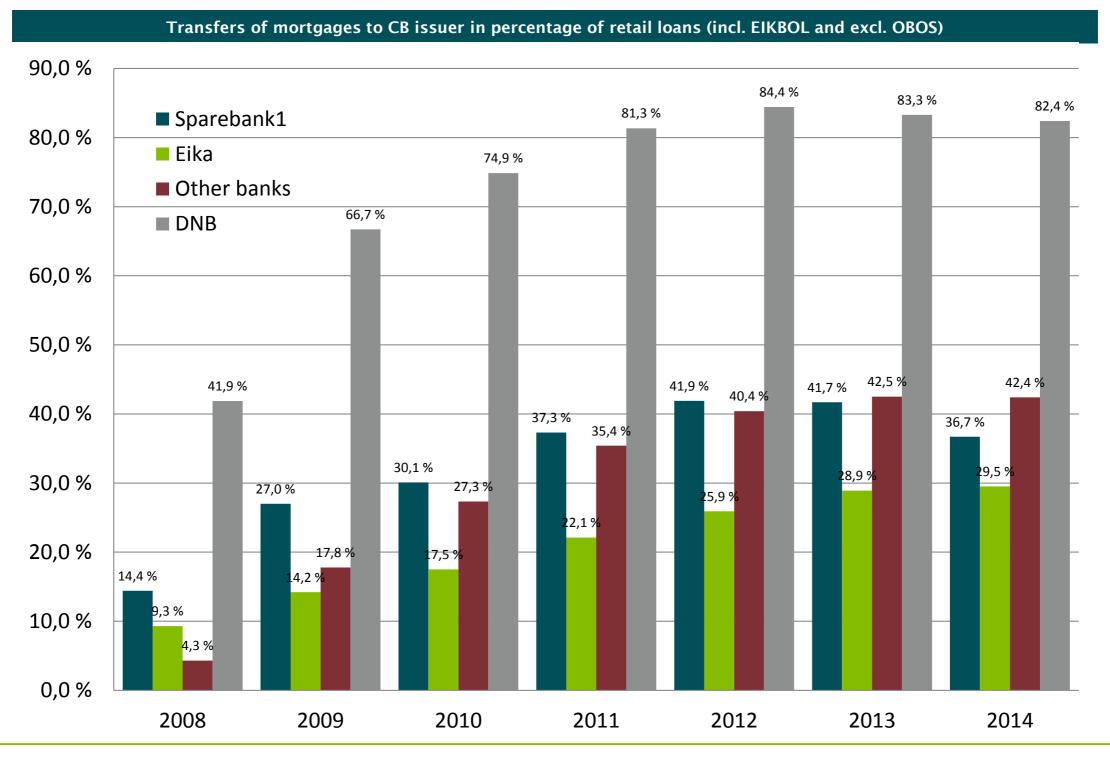
Average growth of 7.2% in core earnings before losses



Source: Bank Analyst Eika

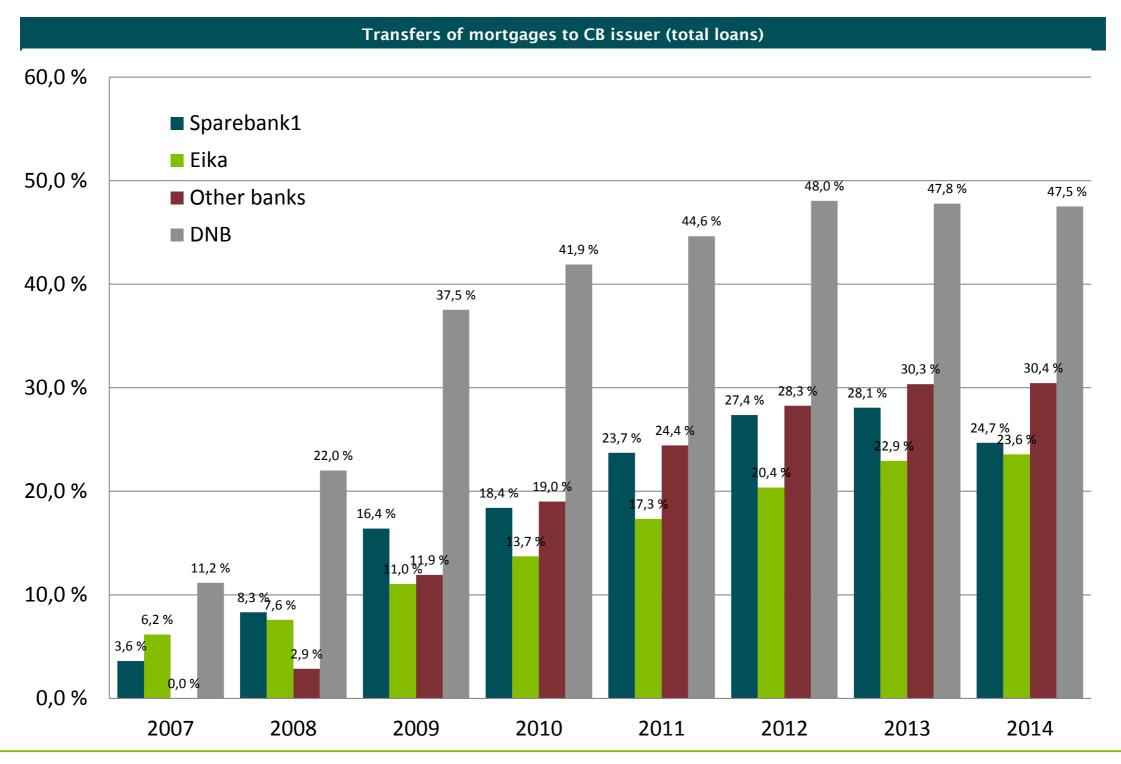
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### Appendix Banks – transfer rate to Cov. Bond companies





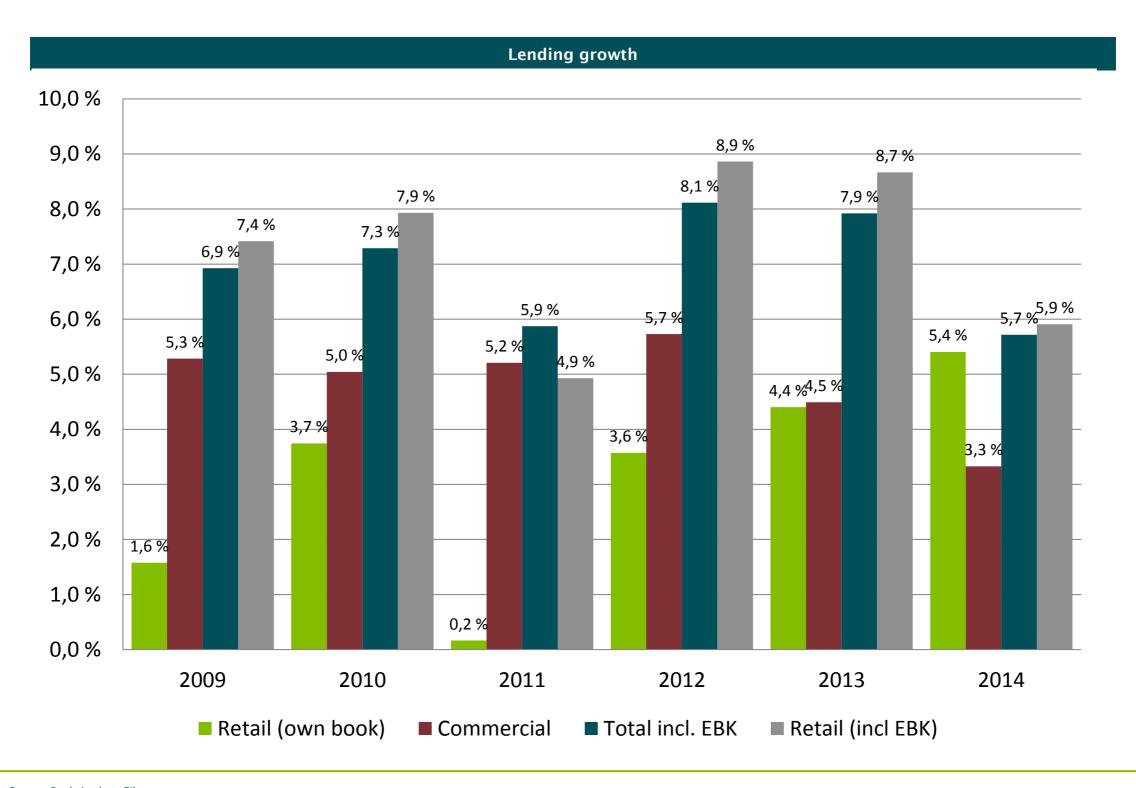
#### Appendix Banks - transfers of mortgages to Cov. Bond companies



Source: Bank Analyst Eika

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#### Appendix Eika banks - lending growth





#### Appendix Eika banks - lending distribution - high retail share compared to peers

- Significantly higher retail share compared with Sparebank1, other saving banks and DNB.
- Exposure to agriculture has more in common with retail loans since the house on the farm often makes up the main collateral of the loan
- No exposure to shipping and relatively low exposure to commercial real estate

Sector	Eika	Other banks	Sparebank 1	DNB	Nordea
Agriculture/forestry	4,9 %	2,6 %	4,6 %	0,6 %	0,0 %
Fishing/fish farming	0,0 %	1,9 %	1,1 %	1,2 %	0,0 %
Industry	1,4 %	2,1 %	2,7 %	5,4 %	6,4 %
Building and construction	4,0 %	5,2 %	3,1 %	3,4 %	3,1 %
Trade and hotels	2,2 %	2,2 %	2,1 %	3,0 %	5,6 %
Shipping	0,0 %	2,2 %	3,4 %	8,6 %	<mark>8,5 %</mark>
Real estate business	10,5 %	17,3 %	17,1 %	13,5 %	16,5 %
Service industry	1,8 %	3,1 %	4,0 %	5,5 %	2,3 %
Transport/comm.	0,8 %	1,3 %	1,5 %	3,2 %	1,5 %
Other	0,7 %	1,7 %	1,4 %	5,2 %	6,7 %
Public sector	0,1 %	0,1 %	0,6 %	0,9 %	2,0 %
Commercial lending	26,3 %	39,7 %	41,6 %	50,6 %	<mark>52,6 %</mark>
Retail lending	73,7 %	60,3 %	58,4 %	49,4 %	47,4 %
Total lending	100,0 %	100,0 %	100,0 %	100,0 %	100,0 %



# Appendix P&L Eika Boligkreditt - Strong income growth

Amounts in NOK Million	2010	2011	2012	2013	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14
Total Interest income	1.029	1.403	1.806	2.205	508	541	573	583	609	630	619	604
Total interest expenses	866	1.229	1.458	1.568	375	397	405	391	404	444	450	424
Net interest income	163	173	348	637	132	145	168	191	206	186	169	180
Dividend from shares classified as available for sale	1	3	3	5	-	5						-
Total gains and losses on financial instruments at fair value	14	6	16	(111)	1	(3)	6	(115)	(55)	1	35	16
Comission costs	97	111	212	449	91	103	120	133	140	151	140	140
Total salaries and administrative expenses	26	26	31	37	9	10	9	9	9	10	10	11
Depreciation	1	1	2	2	-	-	-	-	-	1	1	0
Other operating expenses	8	11	11	14	4	3	3	4	3	4	3	3
Losses on loans and gurantees	-	-	-	-	-	-	-	-	-	-	-	-
PROFIT BEFORE TAXES	45	112	112	29	28	30	41	(70)	(1)	27	50	41
Taxes	12	31	31	8	8	7	11	(17)	-	6	13	11
PROFIT FO THE PERIOD	32	82	82	21	20	23	30	(52)	(1)	21	36	29

Eika Boligkreditt AS - Report Q4 2014:

Eika Boligkreditt showed a pre-tax profit of NOK 41 million for the fourth quarter, compared with a loss of NOK 70 million in the same period of 2013. Fourth-quarter profit included positive changes of NOK 15.6 million in the value of basis swaps, so that pre-tax profit excluding changes in the value of basis swaps came to NOK 25 million. In addition to value changes for basis swaps, fourth-quarter profit includes NOK 0.4 million in other changes to the value of financial instruments. That gives a total positive change of NOK 16 million in the value of financial instruments, compared with a negative change of NOK 115 million for the same period of 2013.

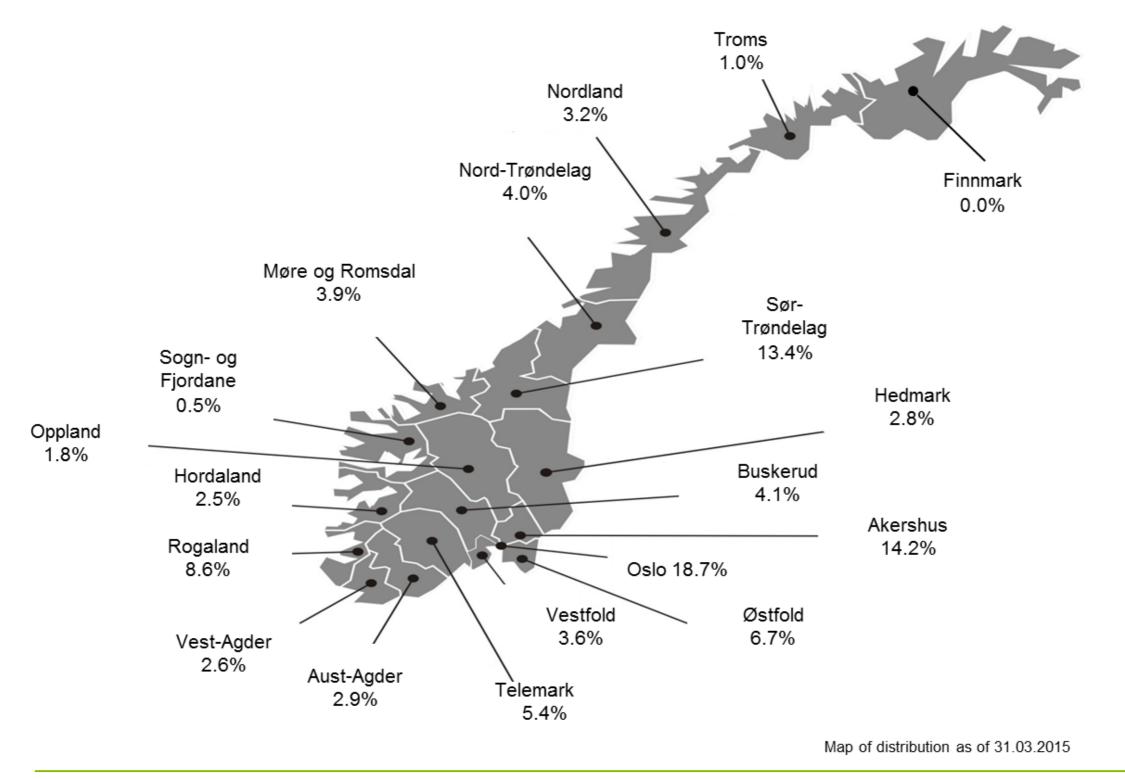
The full report is available on: <u>http://eikabk.no</u>

# Appendix Eika Boligkreditt - Balance sheet and key figures

Amounts in NOK million	2010	2011	2012	1Q2013	2Q2013	3Q2013	2013	1Q2014	2Q2014	3Q2014	4Q2014
Balance sheet development											
Lending to customers	29.904	37.194	47.086	49.970	52.856	54.858	57.692	58.723	60.248	60.757	60.889
Debt from issuing securities	32.719	41.212	52.583	57.189	61.334	61.826	63.889	71.183	72.579	71.131	72.878
Subordinated loans	438	318	319	180	678	678	678	877	878	878	698
Equity	909	1.070	1.801	1.921	2.032	2.062	2.459	2.458	2.959	2.996	3.024
Equity in % of total assets	2,63	2,47	3,21	3,17	3,10	3,09	3,52	3,18	3,75	3,90	3,72
Average total assets	31.337	38.645	50.013	58.427	60.785	62.249	63.765	73.546	75.355	75.732	76.845
Total assets	34.612	43.255	56.165	60.689	65.502	66.641	69.829	77.264	78.971	76.863	81.298
Rate of return / profitability											
Fee and commission income to relation to average total assets, annualised (%)	0,31	0,29	0,42	0,63	0,68	0,77	0,70	0,76	0,77	0,76	0,74
Staff and general administration expenses in relation to average total assets, annua	0,08	0,07	0,06	0,06	0,06	0,06	0,06	0,05	0,05	0,05	0,05
Return on equity, annualised (%)	4,92	3,12	6,54	6,22	5,98	8,25	1,21	- 0,21	1,95	3,73	4,17
Total assets per full- time position	2.704	2.923	3.555	3.841	3.899	3.545	3.714	4.110	4.201	3.882	4.106
Finacial strength											
Core tier 1 capital	904	1.053	1.710	1.810	1.980	1.979	2.399	2.397	2.898	2.933	2.925
Total tier 1 capital	904	1.053	1.710	1.810	2.228	2.228	2.648	2.845	3.346	3.382	3.374
Total primary capital (tier 2 capital)	1.342	1.371	2.029	1.989	2.658	2.657	3.077	3.274	3.776	3.811	3.623
Weighted calculation basis	10.829	13.724	17.150	18.415	19.917	20.361	21.445	22.683	23.182	25.074	25.155
Core tier 1 capital ratio	8,3	7,7	10,0	9,8	9,9	9,7	11,2	10,6	12,50	11,70	11,63
Total tier 1 capital ratio	8,3	7,7	10,0	9,8	11,2	10,9	12,3	12,5	14,43	13,49	13,41
Capital adeqacy ratio	12,4	10,0	11,8	10,8	13,3	13,1	14,3	14,4	16,3	15,2	14,4
Delinquinces in % of gross loans	-	-	-	-	-	-	-	-	-	-	-
Loss in % of gross loans	-	-	-	-	-	-	-	-	-	-	-
Staff											
Number of full- time positions at end of period	12,80	14,80	15,80	15,80	16,80	18,80	18,80	18,80	18,8	19,8	19,8



# Appendix Eika Boligkreditt - Strong geographical diversification





# Eika Boligkreditt Benchmark list



#### Statistics:

- Average turnover of NOK 12 billion per month (excl.repo)
- Average of 146 trades per month
- NOK 168 billion in outstanding nominal amount for benchmark CB
- Annual turnover 86%

43.498

#### Criterias to be listed on the CB Benchmark list

- Minimum outstanding amount NOK 2,5 billion
- Covered pool consists of only Norwegian mortgages
- Minimum 10 investors at time for listing
- Pricing terms quoted in the OSE trading system minimum 85 % of trading hours
- Currency NOK



#### Appendix

# 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 and substitute collateral. 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	No	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	Not applicable	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	Prudent Market value	Market value	Market value	Market value	Mortgage lending value	
Valuation check	Regular surveillance through accountant	Regular monitoring of property values	Regular monitoring	Regular examination	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	No	No	8% on a risk-weighted basis for specialist lenders	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

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