



Investor presentation 30.06.2011

## Sparebanken Øst Boligkreditt AS

- - Established 14. April 2009
  - Fully owned subsidiary of Sparebanken Øst
  - Moody's assigns Aaa rating to Sparebanken Øst Boligkreditt's mortgage covered bonds
    March 1<sup>st</sup> 2011
    - All figures in the following presentation are as at June 30<sup>th</sup> 2011 unless otherwise stated

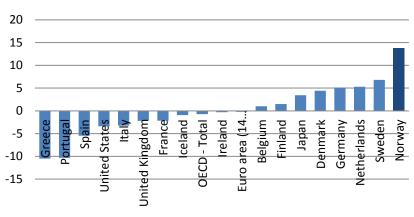
# Norwegian economy

Sparebanken Øst

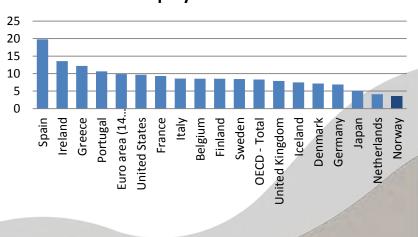
- Mixed economy with heavy state ownership in strategic areas
- One of the wealthiest countries in the world, low impact from financial crisis
- Oil, fishery and technology export
- Norway follows EU regulation under EEA
- High labour productivity, low unemployment rate
- Population 5 mill.



#### **Current account balance % GDP 2010**



#### **Unemployment rate 2010**

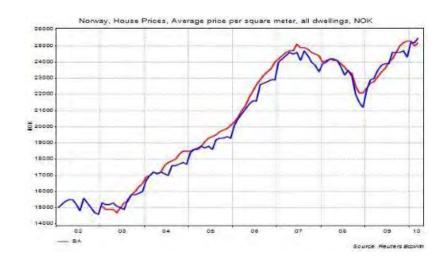


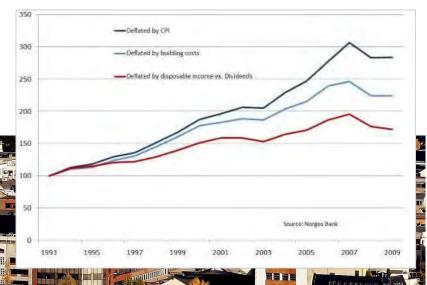
### Residential property market



- Nearly 80% of households own their dwellings
- Real house prices growth 131% 1985-09, but only 17% deflated by growth in disposable income
- Strong tax incentive for housing investment: All interest paid on mortgages is tax deductible, real estate tax very low, tax free gains after oneyear occupation by owner

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# Sparebanken Øst group

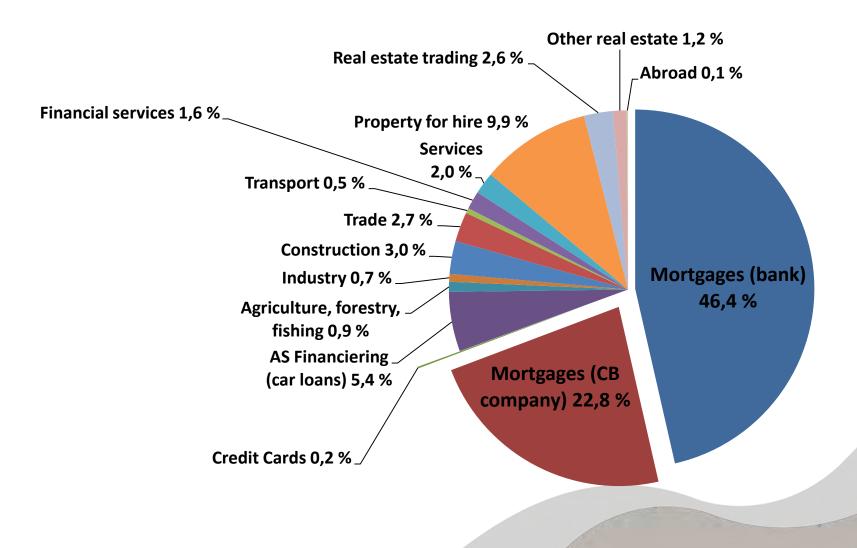


- Savings bank established 1843
- Head office in Drammen, 22 branches
- Total assets 26.6 bn. NOK (≈€3,4 bn.)
- Moody's rating bank: A3/P-2 stable
- Equity instrument «SPOG» Oslo Stock Exchange
- Q2 2011
  - After tax ROE 14.0%
  - CAR / Tier 1 15.7% / 13.9%



#### Consolidated loan book





# Summary Q2 2011 Sparebanken Øst Boligkreditt AS



- Market value non-recourse sale of loans from bank to covered bond company
- All loans in cover pool first priority Norwegian residential mortgages
- Collateral property valued by independent specialist Eiendomsverdi AS (AVM)
- FSA-appointed independent inspector Ernst & Young
- Cover pool NOK 4.9 billion, issued CB's NOK 4.25 billion: OC 15 %
- Average LTV 43.8%, average seasoning 2.17 yrs.
- Revolving credit facility from Sparebanken Øst secures payment to cover pool pledge
- Covered bonds rated Aaa by Moody's,
  - collateral score of 6.3%
  - committed OC of 11%

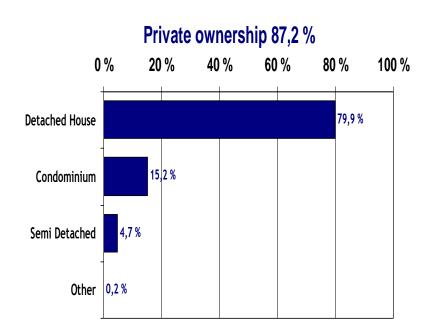
# Short overview Norwegian CB Legislation

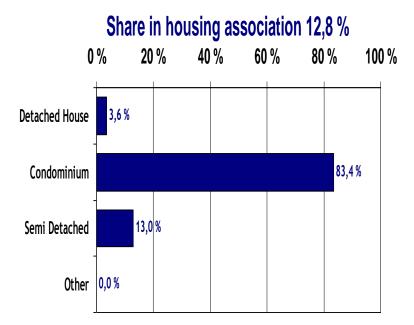


- Proportional preferential claim on cover pool by covered bonds holders and derivative counterparts
- Individual assessment of prudent value of Cover Pool properties by competent and independent third party
- Residential property <75% LTV upon inclusion in cover pool</li>
- Value of cover pool to exceed value of covered bonds at all times, max exposure to single collateral/borrower 5%
- Excess LTV or non-performing loans in cover pool, but not included in asset coverage calculation
- Derivatives only allowed for securing asset coverage requirement
- Independent inspector appointed by and reporting to FSA
- Very high degree of floating rate loans, six weeks notice for rate change from banks

#### Property type



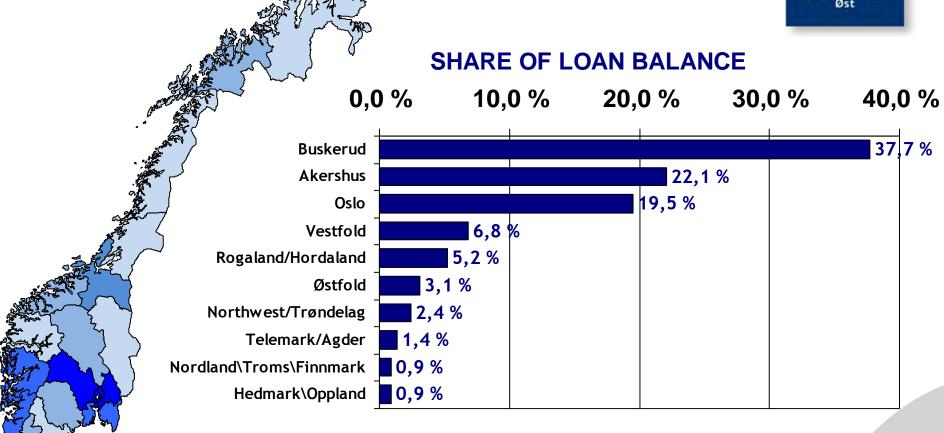




- Total cover pool size: MNOK 4 893
- Loans are 100% 1.-priority Norwegian residential mortgages
- Loan type: 100% adjustable rate mortgages

#### Regional distribution of Cover Pool

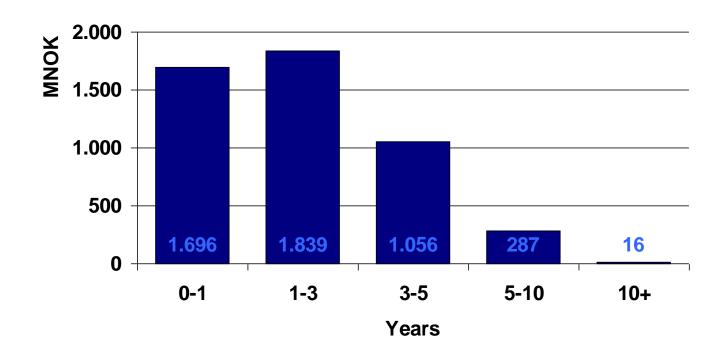




- Distribution concentrated in central eastern Norway
- Number of loans: 5 342
- Average loan balance: 915 982

### Seasoning

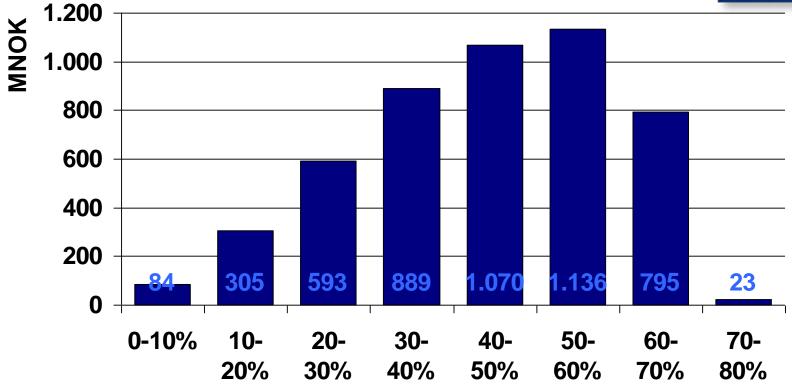




- Weighted average seasoning: 2.17 years
- Approx. 28% of the cover pool is >3 years seasoned

#### Loan to Value





- Weighted average LTV = 43.8%
- Approx. 83% of the cover pool has an LTV < 60%</li>
- There are none non-performing or impaired loans in the mortgage portfolio

## **Issued Covered Bonds**



ISIN	TICKER	INT.	ISSUED	MATURITY	CURR.	AMOUNT Mill. NOK	COUPON
NO0010520372	-	FRN	15.06.09	15.09.14*	NOK	1 250	NIB3+45
NO0010572464	SPOBK01PRO	FRN	21.05.10	21.05.15*	NOK	1 000	NIB3+65
NO0010589955	SPOBK02PRO	FRN	18.10.10	18.10.16*	NOK	1 000	NIB3+57
NO0010604879	SPOBK03PRO	FRN	16.03.11	15.03.17*	NOK	1 000	NIB3+60

<sup>\*</sup>Extended maturity 12 mnths («soft bullet»)

## Overcollateralization



	RESIDENTIAL MORTGAGES	COVERED BONDS	OVER- COLLATERALIZATION
4Q09	1.844.068	1.250.000	48 %
1Q10	2.270.788	1.250.000	82 %
2Q10	2.316.204	1.750.000	32 %
3Q10	2.510.242	1.950.000	29 %
4Q10	2.830.329	2.450.000	16 %
1Q11	4.015.341	3.450.000	16 %
2Q11	4.893.175	4.250.000	15 %

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