Supplementary Information for Investors and Analysts
2009 Third Quarter Results
(Unaudited)

DnBNOR

## Group Chief Executive

Rune Bjerke

## For further information, please contact

| Bjørn Erik Næss, Chief Financial Officer | bjorn.erik.naess@dnbnor.no | +4722482922 |
| :--- | :--- | :--- |
| Halfdan Bakøy, Head of Group Financial Reporting | halfdan.bakoy@dnbnor.no | +4722481071 |
| Per Sagbakken, Head of IR/Long-term Funding | per.sagbakken@dnbnor.no | +4722482072 |
| Jo Teslo, IR/Long-term Funding | jo.teslo@dnbnor.no | +4722949286 |
| Thor Tellefsen, IR/Long-term Funding | thor.tellefsen@dnbnor.no | +4722949388 |
| Trond Sannes Marthinsen, IR/Long-term Funding | trond.marthinsen@dnbnor.no | +4722949376 |
| Gunn Gjøsæther, IR/Long-term Funding | gunn.gjosaether@dnbnor.no | +4722949277 |

Address<br>DnB NOR ASA, N-0021 Oslo<br>Visiting address: Stranden 21 (Bryggetorget), Aker Brygge, Oslo<br>E-mail Investor Relations: investor.relations@dnbnor.no<br>Telefax Investor Relations: +47 22481994<br>DnB NOR switchboard: +47 91503000

## I nformation on the I nternet

DnB NOR Investor Relations
dnbnor.com
DnB NOR's home page
dnbnor.no

## Financial Calendar 2010

Preliminary results 2009
Annual general meeting
Ex-dividend date
First quarter
Second quarter
Third quarter

11 February
27 April
28 April
29 April
09 July
28 October

## NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES, AUSTRALIA, CANADA, HONG KONG OR JAPAN

## Contents

1. DnB NOR - an overview ..... 5
Financial highlights ..... 6
DnB NOR - Norway's leading financial services group. ..... 7
DnB NOR's strategy ..... 8
Legal structure ..... 9
Group business structure ..... 10
Equity-related data ..... 11
Share issue ..... 12
Shareholder structure ..... 13
Accounting principles etc ..... 14
2. Financial results DnB NOR Group ..... 15
Financial results ..... 16
Net interest income ..... 18
Net other operating income ..... 23
Operating expenses. ..... 26
Write-downs on loans and guarantees. ..... 29
Lending ..... 34
Capital adequacy ..... 36
Taxes ..... 37
Financial results (detailed) ..... 38
Key figures ..... 39
3. DnB NOR Group - business areas ..... 41
Business areas - financial performance ..... 42
Retail Banking ..... 47
Large Corporates and International ..... 54
DnB NOR Markets ..... 64
Life and Asset Management ..... 70
DnB NORD ..... 88
4. The Norwegian economy ..... 91

Statements regarding DnB NOR's relative market positions are, unless otherwise specified, based on internal DnB NOR analyses.

## Section 1

## DnB NOR - an overview

## Financial highlights

## Third quarter 2009

- Pre-tax operating profits before write-downs were NOK 5.0 billion (4.4)
- Profit for the period was NOK 1.8 billion (2.8)
- Profit after minority interests was 2.2 billion (2.8)
- Earnings per share NOK 1.63 (2.12)
- Return on equity was 10.6 per cent (15.5)
- Cost/income ratio, excluding impairment losses for goodwill, was 46.9 cent (50.6)
- The core capital ratio, including 50 per cent of interim profits, was 7.6 per cent (6.7)


## January - September 2009

- Pre-tax operating profits before write-downs were NOK 14.6 billion (10.5)
- Profit for the period was NOK 5.3 billion (7.3)
- Profit after minority interests was 6.5 billion (7.2)
- Earnings per share NOK 4.85 (5.39)
- Return on equity was 10.7 per cent (13.0)
- Cost/income ratio, excluding impairment losses for goodwill, was 48.0 cent (55.6)


## DnB NOR - Norway's leading financial services group

## DnB NOR Group

- Total combined assets
- Total balance sheet
- Net lending to customers
- Customer deposits
- Market capitalisation


## Life and Asset Management

- Total assets under management of which:

| - total assets under management (external clients) | NOK | 227 billion |
| :---: | ---: | ---: |
| - mutual funds | NOK | 61 billion |
| - discretionary management | NOK | 165 billion |
| - total assets under operations (external clients) | NOK | 18 billion |
| - total assets in Vital | NOK | 229 billion |
| $\quad$ - financial assets, customers bearing the risk | NOK | 20 billion |

As at 30 September 2009
NOK 2094 billion
NOK 1849 billion
NOK 1133 billion
NOK 595 billion
NOK 89 billion

NOK 474 billion
NOK 227 billion
61 billion
18 billion

20 billion

## Customer base

- Serving 2.3 million private individuals throughout Norway, of whom 1.6 million use one of the Group's Internet banks and 1.2 million use the Internet in active communication (e-dialogue customers)
- More than 200000 corporate customers in Norway
- Some 1000000 individuals insured in Norway
- More than 590000 mutual fund customers in Norway and 273 institutional asset management clients in Norway and Sweden


## Market shares

See Section 3 for market shares.

## Distribution network

- 164 domestic DnB NOR branches
- 16 Nordlandsbanken branches
- 9 international branches
- 4 international representative offices
- 41 Postbanken sales outlets
- 180 DnB NORD branches
- 9 DnB NOR Monchebank branches
- DnB NOR Luxembourg (subsidiary)
- Internet banking
- Mobile bank and SMS services
- Telephone banking
- Online equities trading in 16 markets
- Online mutual fund trading
- About 220 post office counters ${ }^{1)}$
- About 1200 in-store postal outlets ${ }^{1)}$
- About 1800 rural postmen ${ }^{1)}$
- About 900 in-store banking outlets ${ }^{2)}$
- 95 DnB NOR Eiendom sales offices
- 27 Postbanken Eiendom sales offices
- 213 Svensk Fastighetsförmedling sales offices
- 14 Vital sales offices
- 58 Vital agent companies

[^0]2) Provided by NorgesGruppen.

## DnB NOR's strategy

The escalating financial market turmoil through 2008 had a profound impact on the macroeconomic assumptions underlying DnB NOR's growth strategy for the period 2008-2010, presented in the autumn of 2007. Nevertheless, the Group's long-term ambitions remain unchanged, though they have been toned down somewhat in the short term, not least internationally.

## Business idea

DnB NOR will be customers' best financial partner and will meet their needs for financial solutions.

DnB NOR's strengths are a local presence and a full range of services. DnB NOR has a unique platform in the Norwegian market:

- a high market share in all segments
- the largest customer base
- the most extensive distribution network


## Strategy

In 2009, the Group will give priority to ensuring the quality of operations and reducing the level of write-downs in consequence of the ongoing international recession. Still, there will be scope for a high level of activity within certain product and market areas, especially in the retail market and among small and medium-sized enterprises. Parallel to this, high priority will be given to implementing the streamlining measures defined in the Group's cost programme.

## Growth in home market

DnB NOR will build and develop long-term relations with financially sound customers. In-depth knowledge of customers' commitments, an effective distribution system and increased cross sales in Norway will be priority areas to strengthen the Group's market position.

- organisational change for optimal customer relationship management and further growth in the home market
- improve and coordinate services to retail customers and small and medium-sized businesses
- strengthen the Group's position in the private banking segment


## Cost efficiency in Norway

Cost efficiency will be given high priority. I mportant initiatives include:

- reduce number of suppliers and clearly define policies for procurement across the Group
- streamline staff and support functions
- establish a coordinated, lean marketing organisation for the entire Group
- realise synergies through one group IT organisation
- reorganise operational processes


## I nternational growth

Previously communicated ambitions regarding international growth in defined industries and close geographic areas will continue to be part of the Group's long-term strategy. In the short-term, however, the international growth ambitions will be toned down

DnB NOR will give priority to selected
industries built on core competencies:

- shipping
- energy
- seafood


## Financial targets

DnB NOR gives priority to long-term value creation for shareholders and seeks to achieve a return on equity and share price increases that are competitive relative to the Group's Nordic peers. This goal has been reflected in financial target figures for the Group.

In light of the weakened market situation resulting from the global financial crisis, emphasis is placed on the following target figures:

- a Tier 1 capital ratio above 8 per cent by year-end 2010
- NOK 20 billion in pre-tax operating profits before write-downs in 2010
- effect of cost programme of NOK 2.0 billion per annum as of end 2012

DnB NOR aims to distribute up to 50 per cent of annual profits as dividends, provided that capital adequacy remains at a satisfactory level.

## Legal structure

In accordance with the requirements of the Norwegian regulatory authorities, the banking, asset management and life insurance activities of the DnB NOR Group are organised in separate limited companies under the holding company DnB NOR ASA. Banking activities are organised in DnB NOR Bank ASA and its subsidiaries. All asset management activities are organised under a common holding company, DnB NOR Kapitalforvaltning Holding AS. Vital Forsikring ASA offers life insurance and pension saving products, both products with guaranteed returns and products with a choice of investment profile. DnB NOR Skadeforsikring AS offers non-life insurance products as part of a total product package for retail customers and small and medium-sized companies. Until the end of 2008 non-life insurance products were offered by Vital Skade AS as an agent, but from 1 January 2009 non-life insurance is offered by the new company, and the insurance policies will be transferred from Vital Skade in accordance with policy-renewals during 2009.

The chart below shows the legal structure of the DnB NOR Group.

## DnB NOR Group - legal structure at end-September 2009



[^1]
## Group business structure

With effect from 1 July 2009 the organisational structure was changed. The Group's operations in the Norwegian regional network in the former business area Retail Banking and in the regional divisions Coast and East in former Corporate Banking and Payment Services have been merged into one business area, Retail Banking. The reorganisation will enable the Group to utilise its wide range of products and services and expert skills in an optimal manner by coordinating activities in local markets and thus strengthen relations to customers in all Norwegian market segments. The reorganisation will also make it possible to capitalise on the size of the Group by coordinating and streamlining operations. The large corporate customers will be served by the new business area, Large Corporates and International. The business area will concentrate on large corporates and further reinforce sound industry expertise. The other business areas remain unchanged.

The activities in DnB NOR are thus organised in the business areas Retail Banking, Large Corporates and International, DnB NOR Markets and Life and Asset Management. The business areas operate as independent profit centres and have responsibility for serving all of the Group's customers and for the total range of products. DnB NORD is regarded as a separate profit centre.

Operational tasks and group services are carried out by the Group's staff and support units, which provide infrastructure and cost efficient services to the business areas. In addition, they perform functions for governing bodies and group management. The business areas have the opportunity to influence staff and support units in the Group by changing their demand patterns and levels of ambition.

The operational structure of DnB NOR deviates from its legal structure as activities in subsidiaries fall within the business area relevant to the company's primary operations.

DnB NOR Group - organisation chart at end-September $2009{ }^{1)}$


## Equity-related data

## Key figures

|  | $\begin{array}{r} \hline \text { Jan.-Sept. } \\ 2009 \end{array}$ | 2008 | 2007 | 2006 | $2005{ }^{1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of shares at end of period (1000) | 1332654 | 1332654 | 1332654 | 1334089 | 1336875 |
| Average number of shares ( 1000 ) | 1332654 | 1332654 | 1333402 | 1335449 | 1334474 |
| Earnings per share (NOK) | 4.85 | 6.91 | 11.08 | 8.74 | 7.59 |
| Return on equity, annualised (\%) | 10.7 | 12.4 | 22.0 | 19.5 | 18.8 |
| RARORAC, annualised (\%) ${ }^{\text {2) }}$ | 17.7 | 17.3 | 21.6 | 22.0 | 24.1 |
| RORAC, annualised (\%) ${ }^{\text {3) }}$ | 12.6 | 14.9 | 31.9 | 28.4 | 30.9 |
| Share price at end of period (NOK) | 66.90 | 27.00 | 83.00 | 88.50 | 72.00 |
| Price/earnings ratio ${ }^{4)}$ | 10.35 | 3.91 | 7.49 | 10.13 | 9.49 |
| Price/book value ${ }^{5)}$ | 1.07 | 0.47 | 1.51 | 1.84 | 1.68 |
| Dividend per share (NOK) | n/a | 0.00 | 4.50 | 4.00 | 3.50 |
| Dividend yield (\%) | n/a | 0.00 | 5.42 | 4.52 | 4.86 |
| Equity per share including allocated dividend at end of period (NOK) | 62.25 | 57.83 | 55.01 | 48.13 | 42.94 |

1) Including the effect of the 9736376 shares issued on 31 March 2005 in connection with the subscription rights programme for employees in the former DnB Group.
2) RARORAC (Risk-Adjusted Return On Risk-Adjusted Capital) is defined as risk-adjusted profits relative to the risk-adjusted capital requirement. Riskadjusted profits indicate the level of profits in a normalised situation.
3) RORAC (Return On Risk-Adjusted Capital) is defined as profits for the period relative to the risk-adjusted capital requirement. Profits for the period exclude profits attributable to minority interests and are adjusted for the period's change in fair value recognised directly in equity and for the difference between recorded interest on average equity and interest on risk-adjusted capital.
4) Closing price at end of period relative to annualised earnings per share.
5) Closing price at end of period relative to recorded equity at end of period.

## Share price development - 1 October 2008 to 19 October 2009



## Share issue

On 24 September 2009, DnB NOR's Board of Directors proposed to strengthen equity by NOK 14 billion through an issue of ordinary shares with pre-emptive subscription rights for existing shareholders. The rights issue is supported by DnB NOR's largest shareholders and underwritten by the arrangers. The Norwegian parliament will make a final decision regarding the government's participation in the share capital issue during the fourth quarter. The capital increase will make the Group better positioned for stricter capital adequacy requirements while enabling a swifter return to its long-term dividend policy. Moreover, the transaction will enhance the Group's ability to meet customers' future financing needs and to pursue profitable business opportunities as part of its future growth strategy. Based on new capital adequacy regulations and including 50 per cent of interim profits and capital from the rights issue, the core capital ratio would have been 11.4 per cent at end-September 2009.

Tier 1 capital ratio ${ }^{1)}$

$\square$ Equity Tier 1 capital ratio
$\square$ Tier 1 capital ratio
$\square$ Tier 1 capital ratio subject to full IRB implementation

[^2]Shareholder structure as at $\mathbf{3 0}$ September 2009

## Major shareholders

|  | Shares in 1000 | Ownership in \% |
| :---: | :---: | :---: |
| Norwegian Government/Ministry of Trade and Industry | 453102 | 34.00 |
| Sparebankstiftelsen DnB NOR (Savings Bank Foundation) | 151845 | 11.39 |
| Folketrygdfondet | 51110 | 3.84 |
| Fidelity Investments | 45670 | 3.43 |
| Capital Research/Capital International | 33352 | 2.50 |
| Jupiter Asset Management | 31225 | 2.34 |
| Barclays Global Advisors | 15694 | 1.18 |
| People's Bank of China | 14458 | 1.08 |
| Deutsche Bank AG/DWS Investments | 13373 | 1.00 |
| DnB NOR Funds | 11652 | 0.87 |
| State of New Jersey Com Pension Fund | 10000 | 0.75 |
| Nordea Funds | 7812 | 0.59 |
| Marathon Asset Management | 7106 | 0.53 |
| Government of Singapore | 5823 | 0.44 |
| L\&G Legal \& General Funds | 5063 | 0.38 |
| Storebrand Funds | 4675 | 0.35 |
| Investors Group | 4639 | 0.35 |
| Schroder Investment Management | 4515 | 0.34 |
| Putnam | 4377 | 0.33 |
| Universities Superannuation Scheme | 4200 | 0.32 |
| Total largest shareholders | 879689 | 66.01 |
| Other | 452965 | 33.99 |
| Total | 1332654 | 100.00 |

## Ownership according to investor category



[^3]
## Accounting principles etc.

## Accounting principles

The third quarter accounts 2009 have been prepared according to IAS 34 Interim Financial Reporting. A description of the accounting principles applied by the Group is found in the annual report for 2008. The annual and interim accounts are prepared according to IFRS principles as approved by the EU. The Group's accounting principles and calculation methods are essentially the same as those used in the annual report for 2008. New or amended standards which have an impact on the accounts of the DnB NOR Group as from 1 J anuary 2009 are described below.

## IAS 1 - Presentation of Financial Statements (revised)

The Group has applied the revised IAS 1 with effect from 1 January 2009. The implementation has resulted in changes in the Group's statement of changes in equity and income statement. According to the revised standard, the statement of changes in equity shall only show details on transactions with owners. Other transactions recognised directly in equity should be presented on a separate line in the statement of changes in equity. In the income statement, these transactions should be shown in a statement of comprehensive income according to IAS 1 below the income statement.

## I mportant accounting estimates and discretionary assessments

When preparing the consolidated accounts, management makes estimates and discretionary assessments and prepares assumptions that influence the effect of the accounting principles applied and thus the recorded values of assets and liabilities, income and expenses. A more detailed account of important estimates and assumptions is presented in note 2 Important accounting estimates and discretionary assessments in the annual report for 2008.
When calculating the fair value of margin-based loans in Norwegian kroner, the registered portfolio margin is measured against an estimated margin requirement at the end of the period. The difference between the estimated margin requirement and the registered margin represents a change in fair value, which is calculated by discounting the estimated margin loss. The discount period represents the expected time to the repricing of the portfolio. With effect from the first quarter of 2009, the margin requirement is calculated based on the bank's product profitability system. The margin requirement represents the bank's actual marginal funding costs, estimated operating expenses and risk costs (normalised losses and the cost of capital) based on the Group's total risk model.

Section 2

## Financial results DnB NOR Group

## Financial results

## I ncome statement - condensed ${ }^{1)}$

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net interest income | 5740 | 5654 | 5633 | 6179 | 5691 | 17027 | 15730 |
| Net other operating income | 3951 | 2694 | 5190 | 4615 | 3134 | 11834 | 7823 |
| Total operating expenses | 4648 | 4891 | 4714 | 5618 | 4464 | 14254 | 13103 |
| Pre-tax operating profit before write-downs | 5043 | 3457 | 6109 | 5176 | 4361 | 14608 | 10450 |
| Net gains on fixed and intangible assets | (4) | 7 | 4 | 5 | 13 | 7 | 47 |
| Write-downs on loans and guarantees | 2277 | 2318 | 1598 | 2314 | 725 | 6193 | 1195 |
| Pre-tax operating profit | 2762 | 1146 | 4514 | 2868 | 3649 | 8422 | 9302 |
| Taxes | 1002 | 503 | 1580 | 1240 | 839 | 3085 | 2012 |
| Profit for the period | 1760 | 643 | 2934 | 1629 | 2810 | 5337 | 7289 |

1) For a more detailed income statement, see page 38 .

Balance sheet - condensed ${ }^{1)}$

| Amounts in NOK billion | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and lending to/deposits with credit institutions | 100.2 | 122.3 | 134.2 | 110.9 | 99.4 | 74.2 |
| Lending to customers | 1132.8 | 1164.3 | 1173.5 | 1191.6 | 1118.3 | 970.5 |
| Commercial paper and bonds | 402.3 | 325.7 | 275.4 | 280.7 | 231.1 | 220.8 |
| Shareholdings | 51.0 | 40.3 | 38.9 | 39.4 | 50.5 | 66.6 |
| Fixed and intangible assets | 47.6 | 45.8 | 45.6 | 46.6 | 46.3 | 44.5 |
| Financial assets, customers bearing the risk | 20.0 | 18.0 | 16.4 | 16.5 | 17.3 | 19.9 |
| Other assets | 95.0 | 99.0 | 125.1 | 146.0 | 91.8 | 77.5 |
| Total assets | 1849.0 | 1815.4 | 1809.2 | 1831.7 | 1654.7 | 1473.9 |
| Loans and deposits from credit institutions | 297.1 | 233.7 | 230.3 | 178.8 | 161.9 | 144.2 |
| Deposits from customers | 594.5 | 611.4 | 595.2 | 597.2 | 588.4 | 538.2 |
| Borrowings through the issue of securities | 520.9 | 527.0 | 548.9 | 606.2 | 484.7 | 371.8 |
| Insurance liabilities, customers bearing the risk | 20.0 | 18.0 | 16.4 | 16.5 | 17.3 | 19.9 |
| Liabilities to life insurance policyholders | 191.4 | 189.0 | 188.0 | 184.8 | 183.6 | 191.6 |
| Other liabilities and provisions | 98.9 | 107.6 | 104.4 | 121.7 | 100.0 | 99.1 |
| Primary capital | 126.2 | 128.6 | 126.1 | 126.5 | 118.7 | 109.2 |
| Total liabilities and equity | 1849.0 | 1815.4 | 1809.2 | 1831.7 | 1654.7 | 1473.9 |

1) For a more detailed balance sheet, see page 38 .

## Financial highlights


1) Excluding impairment losses for goodwill.
2) Including 50 per cent of profit for the year, except for year-end figures.

## Norwegian and international units

| Norwegian units |  |  |  |
| :---: | :---: | :---: | :---: |
| Per cent | 3 Q 09 | 2 Q 09 | 3 Q 08 |
| Share of group income | 82.9 | 81.8 | 84.1 |
| Cost/income ratio | 44.9 | 53.9 | 47.8 |
| Share of net Group lending to customers | 79.12 | 78.02 | 77.98 |
| Non-performing and impaired commitments relative to total commitments | 1.03 | 1.03 | 0.51 |
| Write-down ratio ${ }^{1)}$ | 40.54 | 35.89 | 37.83 |
| Individual write-downs in basis points, annualised | 0.29 | 0.22 | 0.14 |
| I nternational units excl. DnB NORD |  |  |  |
| Per cent | 3Q09 | 2Q09 | 3Q08 |
| Share of group income | 11.6 | 11.8 | 9.0 |
| Cost/income ratio ${ }^{2)}$ | 45.0 | 52.7 | 64.8 |
| Share of net Group lending to customers | 13.99 | 14.70 | 14.46 |
| Non-performing and impaired commitments relative to total commitments | 1.81 | 1.56 | 0.31 |
| Write-down ratio ${ }^{1)}$ | 23.62 | 23.97 | 44.87 |
| Individual write-downs in basis points, annualised | 0.25 | 0.41 | 0.30 |
| DnB NORD |  |  |  |
| Per cent | 3Q09 | 2Q09 | 3Q08 |
| Share of group income | 5.5 | 6.3 | 6.9 |
| Cost/income ratio ${ }^{2)}$ | 82.0 | 74.8 | 65.6 |
| Share of net Group lending to customers | 6.89 | 7.28 | 7.56 |
| Non-performing and impaired commitments relative to total commitments | 13.37 | 7.17 | 2.25 |
| Write-down ratio ${ }^{1)}$ | 28.56 | 40.66 | 36.02 |
| Individual write-downs in basis points, annualised | 4.63 | 5.31 | 1.02 |

1) Including individual and group write-downs.
2) Excluding impairment losses for goodwill in the second and the third quarter of 2009.

## International units ${ }^{1)}$

Per cent


1) Units outside Norway.

## Net interest income

## Changes in net interest income

From 3rd quarter 2008 to 3rd quarter 2009


From 2nd quarter 2009 to 3rd quarter 2009


## Net interest income ${ }^{1)}$

| Amounts in NOK million | Average volumes |  |  | Spreads in per cent |  |  | Net interest income ${ }^{2)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 |
| Lending | 1138898 | 1151411 | 1070646 | 1.63 | 1.60 | 0.97 | 4689 | 4607 | 2622 |
| Deposits | 613145 | 598307 | 567347 | 0.29 | 0.30 | 1.16 | 455 | 450 | 1648 |
| Equity and non-interest bearing items | 66639 | 64813 | 58070 | 2.00 | 2.71 | 6.56 | 336 | 437 | 958 |
| Other |  |  |  |  |  |  | 261 | 159 | 464 |
| Total net interest income |  |  |  |  |  |  | 5740 | 5654 | 5691 |

1) Excluding lending to and deposits from credit institutions and impaired loans.
2) Including exchange rate movements.

Segmental interest rate spreads ${ }^{1)}$

| Per cent | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2009 | 2008 |
| Lending: |  |  |  |  |  |  |  |
| Retail Banking | 1.85 | 1.85 | 1.86 | 1.51 | 0.95 | 1.85 | 0.88 |
| Large Corporates and International | 1.38 | 1.24 | 1.19 | 1.05 | 0.99 | 1.27 | 0.93 |
| DnB NORD | 1.12 | 0.90 | 1.00 | 1.06 | 1.11 | 1.01 | 1.18 |
| Total | 1.63 | 1.60 | 1.58 | 1.34 | 0.97 | 1.60 | 0.89 |


| Deposits: |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |
| Retail Banking | 0.30 | 0.28 | 0.29 | 0.81 | 1.48 | 0.29 | 1.54 |
| Large Corporates and International | 0.14 | 0.16 | 0.17 | 0.20 | 0.27 | 0.16 | 0.30 |
| DnB NORD | 1.94 | 2.26 | 2.37 | 2.98 | 2.45 | 2.19 | 2.43 |
| Total | $\mathbf{0 . 2 9}$ | $\mathbf{0 . 3 0}$ | $\mathbf{0 . 3 3}$ | $\mathbf{0 . 6 8}$ | $\mathbf{1 . 1 6}$ | $\mathbf{0 . 3 1}$ | $\mathbf{1 . 2 3}$ |


| Combined spread - lending and deposits: |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Weighted total average | $\mathbf{1 . 1 6}$ | $\mathbf{1 . 1 6}$ | $\mathbf{1 . 1 6}$ | $\mathbf{1 . 1 2}$ | $\mathbf{1 . 0 4}$ | $\mathbf{1 . 1 6}$ |

1) Excluding lending to and deposits from credit institutions and impaired loans.

Developments in average interest rate spreads

- Retail Banking ${ }^{1)}$


1) Excluding impaired loans

## Developments in average interest rate spreads - Large Corporates and I nternational ${ }^{1)}$



1) Excluding lending to and deposits from credit institutions and impaired loans

2) Average volumes in the period excluding lending to and deposits from credit institutions and impaired loans

Quarterly developments in interest rate spreads ${ }^{1)}$


1) Excluding lending to and deposits from credit institutions and impaired loans

## Developments in average volumes - lending ${ }^{1)}$

NOK billion


|  |  |  | 316 | 371 | 380 | 365 | 349 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 228 | 249 | 275 | 294 | 316 |  |  |  |  |
| $3 Q 07$ | $4 Q 07$ | $1 Q 08$ | $2 Q 08$ | $3 Q 08$ | $4 Q 08$ | $1 Q 09$ | $2 Q 09$ | $3 Q 09$ |

1) Excluding lending to credit institutions and impaired loans
2) Of which DnB NORD: NOK 77 billion

Total lending excluding DnB NORD: NOK 1061 billion (11.1\% growth)

Developments in average volumes - deposits ${ }^{1)}$

| NOK billion |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 530 | 535 | 542 | 537 | 567 | 587 | 592 | 598 | $613^{2)}$ |



Total deposits
(growth 3Q08-3Q09: 8.1\%)

Retail Banking
(growth 3Q08-3Q09: 3.9\%)

Large Corporates
and International
(growth 3Q08-3Q09: 17.9\%)

## Net other operating income

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Money transfer and interbank transactions | 529 | 471 | 463 | 456 | 502 | 1462 | 1425 |
| Asset management services | 251 | 236 | 221 | 227 | 227 | 708 | 774 |
| Credit broking | 78 | 94 | 92 | 86 | 90 | 263 | 201 |
| Real estate broking | 203 | 205 | 167 | 122 | 164 | 575 | 537 |
| Custodial services | 38 | 44 | 36 | 56 | 58 | 117 | 192 |
| Securities trading | 49 | 59 | 52 | 58 | 55 | 160 | 226 |
| Sale of insurance products | 591 | 585 | 575 | 542 | 614 | 1750 | 1839 |
| Other income from banking services | 137 | 87 | 90 | 50 | 87 | 314 | 384 |
| Net gains on equity investments | 140 | 42 | 12 | (528) | (325) | 194 | (598) |
| Corporate finance etc. | 110 | 93 | 61 | 78 | 64 | 263 | 299 |
| Profit from companies accounted for by the equity method | (284) | (471) | 897 | 1201 | (377) | 142 | (568) |
| Other income | 83 | (10) | 147 | 135 | 105 | 220 | 317 |
| Net financial and risk result from Vital ${ }^{1)}$ | 227 | 228 | 148 | 545 | (71) | 603 | (83) |
| Net premium income/insurance claims, non-life insurance | 9 | 14 | 12 | - | - | 36 | - |
| Customer trading in FX and interest rate instruments, DnB NOR Markets | 376 | 758 | 568 | 840 | 374 | 1701 | 1343 |
| FX and interest rate instruments, DnB NOR Markets | 550 | 412 | 1541 | 1048 | 839 | 2503 | 307 |
| FX and interest rate instruments, banking portfolio, other | 865 | (153) | 108 | (301) | 727 | 821 | 1228 |
| Net other operating income ${ }^{2)}$ | 3951 | 2694 | 5190 | 4615 | 3134 | 11834 | 7823 |
| As a percentage of total income | 40.8 | 32.3 | 48.0 | 42.8 | 35.5 | 41.0 | 33.2 |

1) Of which:

| Net gains on assets in Vital | 4487 | 3607 | 1257 | 2288 | (1798) | 9350 | (3 101) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Guaranteed returns and allocations to policyholders in Vital | 4295 | 3418 | 1201 | 1641 | (1 596) | 8915 | (2 667) |
| Premium income etc. included in the risk result in Vital | 1187 | 1169 | 1180 | 1177 | 1227 | 3536 | 3366 |
| Insurance claims etc. included in the risk result in Vital | 1177 | 1101 | 1096 | 1312 | 1127 | 3374 | 3095 |
| Net financial and risk result in Vital | 202 | 256 | 139 | 513 | (103) | 598 | (163) |
| Eliminations in the group accounts | 25 | (28) | 9 | 32 | 32 | 5 | 80 |
| Net financial and risk result from Vital | 227 | 228 | 148 | 545 | (71) | 603 | (83) |

For a detailed specification of Vital's income statement, see page 75.
2) Of which:

|  |  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| DnB NORD | 156 | 161 | 185 | 276 | 164 | 501 | 478 |

## Net other operating income, operational reporting ${ }^{1)}$


## Spesifications



| Customer trading in FX and interest rate instruments, DnB NOR Markets | 376 | 758 | 568 | 840 | 374 | 1701 | 1343 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FX and interest rate instruments, DnB NOR Markets | 550 | 412 | 1541 | 1048 | 839 | 2503 | 307 |
| FX and interest rate instruments, banking portfolio, other | 865 | (153) | 108 | (301) | 727 | 821 | 1228 |
| Net gains on FX and interest rate instruments | 1791 | 1017 | 2217 | 1587 | 1940 | 5026 | 2878 |
| Net gains on financial instruments - guarantee commissions | 65 | 118 | 80 | 100 | 110 | 263 | 311 |
| 4. Net gains on FX and interest rate instruments excluding guarantee commissions | 1726 | 899 | 2137 | 1487 | 1830 | 4763 | 2567 |

1) In this table items are classified according to main operational areas. Thus, net guarantee commissions, which according to IFRS are classified as "Net gains on financial instruments at fair value" in the income statement, are classified as "Commissions and fees". Stock market related commissions and fees are classified as "Stock market related income".

## Changes in net other operating income



| Amounts in NOK million | 3Q09 | Change | 2Q09 |
| :---: | :---: | :---: | :---: |
| Net other operating income | 3951 | 1257 | 2694 |
| Net gains on FX and interest rate instruments ${ }^{1)}$ |  | 827 |  |
| Profit from associated companies |  | 187 |  |
| Net stock market related income including financial instruments |  | 114 |  |
| New unit outside core operations |  | 45 |  |
| Net other commissions and fees including guarantee commissions |  | 45 |  |
| Real estate broking |  | (2) |  |
| Other income |  | 43 |  |

1) Excluding guarantees.

## Operating expenses


1) Restructuring costs relating to the cost programme were NOK 49 million in the third quarter of 2009

Changes in operating expenses

| Amounts in NOK million | 3Q09 | Change | 3Q08 |
| :---: | :---: | :---: | :---: |
| Total operating expenses | 4648 | 184 | 4464 |
| Impairment losses for goodwill | 100 | 100 | 0 |
| New unit outside core operations | 39 | 39 | 0 |
| Total ordinary operating expenses | 4510 | 46 | 4464 |
| Cost programme |  | (122) |  |
| Restructuring expenses, cost programme |  | 29 |  |
| Marketing expenses etc. |  | (40) |  |
| Pension expenses |  | (29) |  |
| Wage and price inflation |  | 124 |  |
| Write-downs in IT investments in DnB NORD |  | 66 |  |
| Operational leasing |  | 57 |  |
| IT expenses |  | 32 |  |
| Performance-based pay |  | 31 |  |
| Other operating expenses, incl. market adjustments |  | (102) |  |
| Of which international units |  | 30 |  |

## Changes in operating expenses

| Amounts in NOK million | 3Q09 | Change | 2Q09 |
| :---: | :---: | :---: | :---: |
| Total operating expenses | 4648 | (243) | 4891 |
| Impairment losses for goodwill | 100 | (191) | 291 |
| New unit outside core operations | 39 | 39 | 0 |
| Total ordinary operating expenses | 4510 | (90) | 4600 |
| Cost programme |  | (28) |  |
| Restructuring expenses, cost programme |  | 12 |  |
| IT expenses |  | (48) |  |
| Marketing expenses etc. |  | (22) |  |
| Performance-based pay |  | (10) |  |
| Write-downs in IT investments in DnB NORD |  | 66 |  |
| Other operating expenses, incl. market adjustments |  | (60) |  |
| Of which international units |  | 28 |  |

## Cost/ income ratio



## Number of employees - full-time positions

| Full-time positions | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking ${ }^{\text {1) 2) }}$ | 5228 | 5233 | 5332 | 5241 | 5304 | 5102 |
| Large Corporates and International ${ }^{1)}$ | 1058 | 1064 | 1068 | 1115 | 1116 | 997 |
| DnB NOR Markets | 661 | 658 | 656 | 655 | 643 | 612 |
| Operations | 1199 | 1194 | 1225 | 1242 | 1263 | 1382 |
| Life and Asset Management | 1074 | 1095 | 1122 | 1169 | 1193 | 1130 |
| DnB NORD | 3303 | 3383 | 3480 | 3597 | 3565 | 3236 |
| Staff and support units | 1001 | 1084 | 1045 | 1038 | 1020 | 996 |
| Total ordinary operations ${ }^{3}$ | 13524 | 13711 | 13928 | 14057 | 14103 | 13455 |

1) As of 1 July 2009, operations were restructured, whereby retail customers and small and medium-sized companies in Norway are now organised under the same business area, Retail Banking, while the largest corporate clients are served by the business area Large Corporates and International. Figures for previous periods have been restated.
2) Due to changes in the agreement with Norway Post, 162.6 full-time positions were transferred from Norway Post on 1 May 2009. Costs and corresponding head-count figures were included with effect from the first quarter of 2009. Includes 68 fulltime positions in the Norwegian operations of SkandiaBanken Bilfinans, which were acquired on 31 January 2008, and 52 fulltime positions in the company's Swedish operations, which were acquired on 29 February 2008.
3) In addition, 432.6 full-time positions in new unit outside core operations were taken into the Group from September.

## IT expenses

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3 Q 08 | 2009 | 2008 |
| IT operating expenses | 474 | 483 | 494 | 404 | 431 | 1451 | 1326 |
| Systems development expenses ${ }^{1)}$ | 376 | 362 | 357 | 369 | 335 | 1095 | 928 |
| IT expenses in Vital, after eliminations | 133 | 119 | 129 | 120 | 119 | 381 | 344 |
| Total IT expenses ${ }^{2}$ | 983 | 964 | 980 | 893 | 885 | 2928 | 2598 |

1) Including write-downs of NOK 66 million in IT investments in DnB NORD.
2) Including salaries and indirect costs.

## Write-downs on loans and guarantees

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| New individual write-downs | 1923 | 2142 | 1479 | 1863 | 733 | 5544 | 1397 |
| Reassessments and recoveries | 219 | 290 | 271 | 164 | 134 | 780 | 417 |
| Total individual write-downs | 1704 | 1852 | 1208 | 1699 | 599 | 4764 | 980 |
| Change in group write-downs on loans | 572 | 466 | 390 | 615 | 126 | 1429 | 215 |
| Write-downs on loans and guarantees ${ }^{1)}$ | 2277 | 2318 | 1598 | 2314 | 725 | 6193 | 1195 |
| Individual write-dows in relation to average |  |  |  |  |  |  |  |
| volumes, annualised | 0.59 | 0.64 | 0.41 | 0.59 | 0.22 | 0.55 | 0.13 |
| - Norwegian units | 0.29 | 0.22 | 0.29 | 0.25 | 0.14 | 0.28 | 0.09 |
| - International units excl. DnB NORD | 0.25 | 0.41 | 0.07 | 0.54 | 0.30 | 0.25 | 0.13 |
| - DnB NORD | 4.62 | 5.31 | 2.15 | 4.14 | 1.02 | 3.98 | 0.51 |
| Total write-downs in relation to average volumes, annualised | 0.79 | 0.80 | 0.55 | 0.80 | 0.27 | 0.71 | 0.15 |
| 1) Of which Norwegian units | 1080 | 602 | 931 | 1014 | 374 | 2613 | 623 |


| Amounts in NOK million | 3Q09 |  | 1 Q 09 | 4Q08 | 3Q08 | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2Q09 |  |  |  | 2009 | 2008 |
| Individual write-downs |  |  |  |  |  |  |  |
| Retail Banking: |  |  |  |  |  |  |  |
| - Private individuals | 44 | 99 | 152 | 95 | 182 | 294 | 327 |
| - Small and medium-sized enterprises | 313 | 57 | 202 | 325 | 95 | 572 | 172 |
| - DnB NOR Finans | 91 | 105 | 102 | 208 | 58 | 298 | 123 |
| Large Corporates and International: |  |  |  |  |  |  |  |
| - International Corporates and Institutions and Nordic Corporates | 28 | 196 | 244 | 77 | 83 | 468 | 80 |
| - Shipping Offshore and Logistics Division | 243 | 201 | (23) | 3 | 0 | 421 | (1) |
| Other units | 37 | 51 | 44 | 86 | (19) | 132 | 8 |
| DnB NOR excl. DnB NORD | 756 | 709 | 721 | 792 | 398 | 2186 | 709 |
| DnB NORD | 948 | 1143 | 487 | 907 | 201 | 2578 | 271 |
| Total individual write-downs | 1704 | 1852 | 1208 | 1699 | 599 | 4764 | 980 |
| Group write-downs |  |  |  |  |  |  |  |
| DnB NOR excl. DnB NORD | 480 | 156 | 286 | 469 | 77 | 923 | 151 |
| DnB NORD | 92 | 310 | 104 | 146 | 49 | 506 | 64 |
| Total group write-downs on loans | 572 | 466 | 390 | 615 | 126 | 1429 | 215 |
| Write-downs on loans and guarantees ${ }^{1)}$ | 2277 | 2318 | 1598 | 2314 | 725 | 6193 | 1195 |

1) Of which Norwegian units
1080
602
1014
2613
623

## Write-downs on loans and guarantees for principal sectors ${ }^{\mathbf{1})}$

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Private individuals | 144 | 335 | 300 | 200 | 267 | 778 | 435 |
| International shipping | 240 | 209 | 0 | 5 | (1) | 449 | 2 |
| Real estate | 224 | 447 | 199 | 723 | 189 | 870 | 203 |
| Manufacturing | 299 | 203 | 70 | 212 | 32 | 573 | 71 |
| Services and management | 81 | 210 | 174 | 281 | 34 | 465 | 87 |
| Trade | 105 | 229 | 352 | 63 | 6 | 686 | 50 |
| Oil and gas | 0 | (9) | 8 | 46 | 79 | 0 | 80 |
| Transportation and communication | 185 | 52 | 65 | 36 | 13 | 302 | 20 |
| Building and construction | 210 | 89 | 73 | 30 | (14) | 372 | 22 |
| Power and water supply | 2 | 1 | 0 | 1 | 0 | 3 | 0 |
| Fishing | 4 | 2 | (17) | 19 | 2 | (11) | 6 |
| Hotels and restaurants | 15 | 21 | 4 | 22 | 1 | 39 | 4 |
| Agriculture and forestry | 42 | 27 | (7) | 7 | 14 | 62 | 24 |
| Other sectors | 147 | 41 | (13) | 44 | (20) | 175 | (21) |
| Total customers | 1698 | 1859 | 1208 | 1689 | 602 | 4764 | 983 |
| Credit institutions | 7 | (7) | 0 | 10 | (3) | 0 | (3) |
| Change in group write-downs on loans | 572 | 466 | 390 | 615 | 126 | 1429 | 215 |
| Write-downs on loans and guarantees*) | 2277 | 2318 | 1598 | 2314 | 725 | 6193 | 1195 |
| *) Of which individual write-downs on guarantees | 4 | 10 | 2 | (4) | (29) | 16 | 9 |

1) The breakdown into principal sectors is based on standardised sector and industry categories set up by Statistics Norway. With effect from the second quarter of 2009, a new standard for industry codes has been introduced which corresponds to the new EU standard, NACE Rev. 2. Customers are classified according to their main line of business.

## Net impaired commitments ${ }^{1)}$



1) Includes loans and guarantees on which individual write- downs have been recorded.

## Write-down ratio

| Amounts in NOK million | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \end{array}$ | 30 Sept. <br> 2008 | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-performing commitments subject to individual write-downs | 11923 | 12581 | 9923 | 8306 | 6660 | 4469 |
| Other impaired commitments | 10947 | 6890 | 4547 | 4871 | 2206 | 1170 |
| Gross non-performing and impaired commitments subject to individual write-downs | 22870 | 19471 | 14470 | 13177 | 8866 | 5639 |
| Individual write-downs | 6924 | 6593 | 4987 | 4370 | 2786 | 2051 |
| Group write-downs | 2856 | 2363 | 1911 | 1625 | 896 | 712 |
| Write-down ratio (per cent) | 42.8 | 46.0 | 47.7 | 45.5 | 41.5 | 49.0 |
| Collateral for loans | 16380 | 17064 | 11425 | 9789 | 7640 | 3824 |
| Coverage ratio (per cent) | 114.4 | 133.6 | 126.6 | 119.8 | 127.7 | 116.8 |

## Net non-performing and impaired commitments ${ }^{1)}$



1) Includes non-performing commitments and, in addition, commitments subject to individual write-downs.
2) Pro forma figures prior to 2005.

## Specification of net non-performing and impaired commitments ${ }^{1)}$

DnB NOR Group excl. DnB NORD
NOK 12306 million as at 30 September 2009 ( 8 037)


## DnB NORD

NOK 10512 million as at 30 September 2009 (3 885)


1) Includes non-performing commitments and, in addition, commitments subject to individual write-downs. Comparable figures as at 31 December 2008 in parentheses.

## Net non-performing and impaired commitments ${ }^{1)}$

| Amounts in NOK million | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | 7137 | 7324 | 6955 | 6076 | 4524 | 3091 |
| Large Corporates and International | 5169 | 4872 | 2148 | 1960 | 523 | 154 |
| DnB NORD | 10512 | 6125 | 4849 | 3885 | 1900 | 929 |
| Net non-performing and impaired commitments ${ }^{*}$ ) | 22818 | 18322 | 13952 | 11922 | 6947 | 4174 |
| *) Of which Norwegian units | 9201 | 9317 | 7648 | 6533 | 4513 | 3083 |

1) Includes non-performing commitments and, in addition, commitments subject to individual write-downs.

Development in net non-performing and impaired commitments ${ }^{1)}$

|  | 3Q09 |  | 2Q09 |  | 1Q09 |  | 4Q08 |  | 3 Q 08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | Private individuals | Corporate customers | Private individuals | Corporate customers | Private individuals | Corporate customers | Private individuals | Corporate customers | Private individuals | Corporate customers |
| Net non-performing and impaired commitments at beginning of period | 5128 | 13194 | 4822 | 9130 | 4129 | 7793 | 3432 | 3515 | 2513 | 2288 |
| New non-performing and impaired commitments | 2082 | 5632 | 1859 | 6016 | 1971 | 3972 | 1130 | 5271 | 1266 | 1483 |
| Transferred to current commitments | 950 | 2097 | 1489 | 1862 | 1204 | 2103 | 392 | 954 | 293 | 207 |
| Write-offs etc. | 130 | 40 | 65 | 90 | 74 | 532 | 42 | 41 | 53 | 48 |
| Net non-performing and impaired commitments at end of period | 6130 | 16688 | 5128 | 13194 | 4822 | 9130 | 4129 | 7793 | 3432 | 3515 |


| Net non-performing and impaired commitments at beginning of period | 1647 | 4479 | 1454 | 3395 | 1128 | 2757 | 798 | 1103 | 392 | 825 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New non-performing and impaired commitments | 1628 | 4959 | 484 | 2183 | 594 | 1690 | 413 | 1961 | 452 | 341 |
| Transferred to current commitments | 571 | 1602 | 284 | 1021 | 268 | 546 | 83 | 303 | 46 | 55 |
| Write-offs etc. | 0 | 27 | 7 | 78 | 0 | 506 | 0 | 4 | 0 | 7 |
| Net non-performing and impaired commitments at end of period | 2703 | 7809 | 1647 | 4479 | 1454 | 3395 | 1128 | 2757 | 798 | 1103 |

## Lending

## Net lending to principal sectors ${ }^{1{ }^{1)}}{ }^{2)}$

| Amounts in NOK billion | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} . \\ 2007 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Private individuals | 520.8 | 512.7 | 502.9 | 498.9 | 492.1 | 456.1 |
| International shipping | 129.3 | 140.1 | 133.9 | 137.8 | 112.9 | 91.0 |
| Real estate | 155.4 | 159.2 | 175.8 | 180.3 | 170.8 | 148.5 |
| Manufacturing | 52.5 | 61.7 | 84.2 | 90.0 | 78.9 | 55.3 |
| Services and management | 105.1 | 109.4 | 85.2 | 88.0 | 80.3 | 76.4 |
| Trade | 38.4 | 41.9 | 45.3 | 47.7 | 45.7 | 38.5 |
| Oil and gas | 18.7 | 20.7 | 31.7 | 33.3 | 26.7 | 17.9 |
| Transportation and communication | 25.4 | 28.2 | 29.7 | 29.8 | 28.4 | 20.2 |
| Building and construction | 33.5 | 32.6 | 15.9 | 15.8 | 16.1 | 12.5 |
| Power and water supply | 13.8 | 14.4 | 13.9 | 14.6 | 13.4 | 9.9 |
| Seafood | 14.6 | 15.4 | 14.6 | 15.3 | 13.0 | 11.2 |
| Hotels and restaurants | 6.1 | 6.5 | 5.4 | 5.2 | 5.3 | 3.8 |
| Agriculture and forestry | 7.9 | 8.1 | 8.0 | 8.2 | 7.7 | 6.9 |
| Central and local government | 5.9 | 5.2 | 11.3 | 5.8 | 6.6 | 9.0 |
| Other sectors | 5.8 | 8.1 | 14.1 | 17.0 | 17.4 | 10.8 |
| Net lending to customers | 1133.1 | 1164.1 | 1171.7 | 1187.7 | 1115.0 | 968.0 |

Net lending to principal sectors as at 30 September $2009{ }^{1{ }^{12}} \mathbf{2 )}$


[^4]2) The breakdown into principal sectors is based on standardised sector and industry categories set up by Statistics Norway. With effect from the second quarter of 2009, a new standard for industry codes has been introduced which corresponds to the new EU standard, NACE Rev. 2. Customers are classified according to their main line of business.

## Risk classification of portfolio ${ }^{1)}$

NOK billion


1) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default in Corporate Banking and Payment Services, Retail Banking and DnB NORD.
$P D=$ probability of default.

## DnB NOR's risk classification ${ }^{1}$

|  | Probability of default <br> (per cent) |  | External rating |  |
| :--- | :---: | :---: | :---: | :---: |
|  | As from | Up to | Moody's | Standard \& Poor's |
| 1 | 0.01 | 0.10 | Aaa - A3 | AAA - A- |
| 2 | 0.10 | 0.25 | Baa1 - Baa2 | BBB+ - BBB |
| 3 | 0.25 | 0.50 | Baa3 | BBB- |
| 4 | 0.50 | 0.75 | Ba1 | BB+ |
| 5 | 0.75 | 1.25 | Ba2 | BB |
| 6 | 1.25 | 2.00 |  |  |
| 7 | 2.00 | 3.00 | Ba3 | BB- |
| 8 | 3.00 | 5.00 | B1 | B+ |
| 9 | 5.00 | 8.00 | B2 | B |
| 10 | 8.00 | impaired | B3, Caa/C | B-, CCC/C |

1) DnB NOR's risk classification system, where 1 represents the lowest risk and 10 the highest risk.

## Capital adequacy

The DnB NOR Group follows the Basel II regulations for capital adequacy calculations. Valuation rules used in the statutory accounts form the basis for the consolidation, which is subject to special consolidation rules governed by the Consolidation Regulations.


1) Upon implementation of NRS 6A (IAS 19) in 2005, unrecognised actuarial gains/losses for pension commitments were charged to equity in the accounts. The Ministry of Finance established a transitional rule for the years 2005 to 2008 meant to reduce the negative effect when calculating capital adequacy.
2) Perpetual subordinated loan capital securities can represent up to 15 per cent of core capital. The excess will qualify as perpetual supplementary capital.
3) As at 30 September 2009, calculations of capital adequacy included a total of NOK 747 million in subordinated loan capital in associated companies, in addition to subordinated loan capital in the balance sheets of the banking group and the DnB NOR Group.
4) Primary capital and nominal amounts used in calculating risk-weighted volume deviate from figures in the DnB NOR Group's accounts, as associated companies which are assessed according to the equity method in the accounts, are assessed according to the gross method in capital adequacy calculations.

Due to transitional rules, the minimum capital adequacy requirements for 2008 and 2009 cannot be reduced below 90 and 80 per cent respectively relative to the Basel I requirements. Riskweighted volume for the Group at end-September represented 91.5 per cent of the corresponding volume based on the Basel I rules.

## Basel II implementation - further progress

A major reduction in risk-weighted assets is expected upon full implementation of the IRB system. The IRB system is defined as the models, work processes, decision-making processes, control mechanisms, IT systems and internal guidelines and routines used to classify and quantify credit risk. Below is a time schedule for the implementation of the different reporting methods used for the Group's of portfolios.

| Portfolios | 31 Dec. 2008 |  |  | 31 Dec. 2009 |  |  | 31 Dec. 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Approaches |  |  | Approaches |  |  | Approaches |  |  |
|  | Standardised | Foundation IRB |  | Standardised | Foundation IRB | Advanced IRB | Standardised | Foundation IRB |  |
| Retail: |  |  |  |  |  |  |  |  |  |
| - mortgage loans, DnB NOR Bank and DnB NOR Boligkreditt |  |  | X |  |  | X |  |  | $x$ |
| - qualifying revolving retail exposure, DnB NOR Kort | X |  |  | X |  |  |  |  | X |
| - mortgage loans and other portfolios, Nordlandsbanken | X |  |  | X |  |  |  |  | X |
| Corporates: |  |  |  |  |  |  |  |  |  |
| - small and medium-sized corporates, DnB NOR Bank |  | X |  |  |  | X |  |  | X |
| - leasing and loans in Norway, DnB NOR Finans excluding the portfolio from SkandiaBanken Bilfinans | X |  |  |  |  | X |  |  | X |
| - large clients in Norway and SkandiaBanken Bilfinans Norway | X |  |  | X |  |  |  |  | X |
| - large corporate customers in Norway, DnB NOR Bank | X |  |  | X |  |  |  |  | X |
| - other corporate clients, DnB NOR Bank | X |  |  | $x$ |  |  |  |  | $x$ |
| - all corporate portfolios, Nordlandsbanken | X |  |  | X |  |  |  |  | X |
| - factoring and the car portfolio in Sweden | X |  |  | X |  |  | X |  |  |
| I nstitutions: |  |  |  |  |  |  |  |  |  |
| - banks and financial institutions | X |  |  | X |  |  | X |  |  |
| Exceptions: |  |  |  |  |  |  |  |  |  |
| - approved exceptions: government and municipalities, equity positions, commercial papers | X |  |  | X |  |  | X |  |  |
| - temporary exceptions: DnB NORD, DnB NOR Luxembourg, Monchebank and various other portfolios | X |  |  | X |  |  | X |  |  |

## Taxes

The DnB NOR Group's tax charge for the third quarter of 2009 was NOK 1002 million. The tax charge is based on an estimated average annual tax charge of 35 per cent of pre-tax operating profits. The relatively high tax charge for 2009 is mainly due to an estimated high tax charge in Vital, reflecting non-deductible losses on equities under the tax exemption model. In addition, it reflects the fact that losses carried forward in DnB NORD cannot be expected to be used within a reasonable time span. Impairment losses for goodwill are not tax-deductible and are not included in the tax calculation. The tax charge for the third quarter of 2009 represented 36.3 per cent of pre-tax operating profits. The DnB NOR Group still anticipates a long-term normalised tax rate of 23 per cent of pre-tax operating profits.

## Financial results

| Income statement |  |  |  |  |  | Jan. - Sept. |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 | 2008 | 2007 |
| Total interest income | 13317 | 14692 | 17687 | 22675 | 21314 | 45696 | 59278 | 81953 | 61746 |
| Total interest expenses | 7577 | 9038 | 12054 | 16496 | 15622 | 28669 | 43548 | 60044 | 43880 |
| Net interest income | 5740 | 5654 | 5633 | 6179 | 5691 | 17027 | 15730 | 21910 | 17866 |
| Commissions and fees receivable etc. | 2312 | 2217 | 2058 | 2151 | 2241 | 6587 | 7056 | 9207 | 9476 |
| Commissions and fees payable etc. | 530 | 549 | 469 | 597 | 543 | 1548 | 1715 | 2313 | 2392 |
| Net gains on financial instruments at fair value | 1931 | 1059 | 2229 | 1059 | 1615 | 5220 | 2280 | 3339 | 3185 |
| Net gains on assets in Vital | 4511 | 3578 | 1266 | 2320 | (1766) | 9355 | $(3021)$ | (701) | 23883 |
| Guaranteed returns and allocations to policyholders in Vital | 4295 | 3418 | 1201 | 1641 | (1596) | 8915 | (2 667) | $(1027)$ | 17005 |
| Premium income etc. included in the risk result in Vital | 1187 | 1169 | 1180 | 1177 | 1227 | 3536 | 3366 | 4543 | 4249 |
| Insurance claims etc. included in the risk result in Vital | 1177 | 1101 | 1096 | 1312 | 1127 | 3374 | 3095 | 4407 | 8907 |
| Premium income non-life insurance | 134 | 149 | 89 | - | - | 373 | - | - | - |
| Insurance claims etc. non-life insurance | 125 | 135 | 78 | - | - | 337 | - | - | - |
| Profit from companies accounted for by the equity method | (284) | (471) | 897 | 1201 | (377) | 142 | (568) | 632 | 9 |
| Other income | 286 | 195 | 315 | 257 | 268 | 795 | 854 | 1111 | 1234 |
| Net other operating income | 3951 | 2694 | 5190 | 4615 | 3134 | 11834 | 7823 | 12438 | 13732 |
| Total income | 9691 | 8347 | 10823 | 10794 | 8825 | 28862 | 23553 | 34347 | 31598 |
| Salaries and other personnel expenses | 2454 | 2417 | 2553 | 2416 | 2425 | 7423 | 7047 | 9463 | 9413 |
| Other expenses | 1672 | 1843 | 1823 | 1802 | 1725 | 5338 | 5238 | 7040 | 6005 |
| Depreciation and write-downs of fixed and intangible assets | 522 | 632 | 338 | 1400 | 315 | 1492 | 818 | 2217 | 1032 |
| Total operating expenses | 4648 | 4891 | 4714 | 5618 | 4464 | 14254 | 13103 | 18721 | 16450 |
| Pre-tax operating profit before write-downs | 5043 | 3457 | 6109 | 5176 | 4361 | 14608 | 10450 | 15627 | 15148 |
| Net gains on fixed and intangible assets | (4) | 7 | 4 | 5 | 13 | 7 | 47 | 52 | 2481 |
| Write-downs on loans and guarantees | 2277 | 2318 | 1598 | 2314 | 725 | 6193 | 1195 | 3509 | 220 |
| Pre-tax operating profit | 2762 | 1146 | 4514 | 2868 | 3649 | 8422 | 9302 | 12170 | 17409 |
| Taxes | 1002 | 503 | 1580 | 1240 | 839 | 3085 | 2012 | 3252 | 2387 |
| Profit from discontinuing operations after taxes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit for the period | 1760 | 643 | 2934 | 1629 | 2810 | 5337 | 7289 | 8918 | 15022 |
| Profit attributable to shareholders | 2167 | 1200 | 3095 | 2030 | 2829 | 6463 | 7181 | 9211 | 14780 |
| Profit attributable to minority interests | (408) | (558) | (161) | (402) | (20) | (1 126) | 109 | (293) | 242 |
| Earnings per share (NOK) ${ }^{1)}$ | 1.63 | 0.90 | 2.32 | 1.52 | 2.12 | 4.85 | 5.39 | 6.91 | 11.08 |
| Earnings per share for discontinuing operations (NOK) ${ }^{1)}$ | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

1) DnB NOR has not issued options or other financial instruments that could cause dilution of earnings per share.

| Balance sheet Amounts in Nok million | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { J une } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} . \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and deposits with central banks | 29899 | 58524 | 58185 | 51147 | 45792 | 9816 |
| Lending to and deposits with credit institutions | 70346 | 63789 | 75977 | 59717 | 53608 | 64379 |
| Lending to customers | 1132793 | 1164270 | 1173547 | 1191635 | 1118273 | 970504 |
| Commercial paper and bonds | 229441 | 157479 | 120641 | 125571 | 89728 | 161162 |
| Shareholdings | 48396 | 37397 | 35484 | 36839 | 49231 | 65122 |
| Financial assets, customers bearing the risk | 20044 | 18031 | 16448 | 16454 | 17330 | 19868 |
| Financial derivatives | 86116 | 87416 | 112930 | 136552 | 78588 | 65933 |
| Commercial paper and bonds, held to maturity | 172906 | 168201 | 154808 | 155156 | 141356 | 59641 |
| Investment property | 33303 | 32215 | 32136 | 32558 | 32796 | 33078 |
| Investments in associated companies | 2617 | 2940 | 3410 | 2517 | 1314 | 1435 |
| Intangible assets | 8409 | 7862 | 8028 | 8480 | 8944 | 7742 |
| Deferred tax assets | 248 | 395 | 249 | 263 | 180 | 136 |
| Fixed assets | 5634 | 5356 | 5182 | 5326 | 4339 | 3496 |
| Discontinuing operations | 168 | 164 | 201 | 246 | 249 | 225 |
| Other assets | 8727 | 11380 | 12017 | 9236 | 13007 | 11382 |
| Total assets | 1849047 | 1815419 | 1809242 | 1831699 | 1654735 | 1473919 |
| Loans and deposits from credit institutions | 297107 | 233723 | 230256 | 178822 | 161920 | 144198 |
| Deposits from customers | 594539 | 611386 | 595246 | 597242 | 588426 | 538151 |
| Financial derivatives | 68391 | 66256 | 78312 | 95498 | 62246 | 62741 |
| Securities issued | 520878 | 526954 | 548867 | 606222 | 484720 | 371784 |
| Insurance liabilities, customers bearing the risk | 20044 | 18031 | 16448 | 16454 | 17330 | 19868 |
| Liabilities to life insurance policyholders | 191423 | 189047 | 187994 | 184791 | 183595 | 191626 |
| Insurance liabilities, non-life insurance | 635 | 552 | 359 | - | - | - |
| Payable taxes | 2886 | 1893 | 1707 | 384 | 2635 | 1431 |
| Deferred taxes | 5587 | 5825 | 5547 | 5457 | 2506 | 1994 |
| Other liabilities | 16333 | 28112 | 13506 | 15410 | 27452 | 27717 |
| Provisions | 5057 | 4992 | 4923 | 4918 | 5184 | 5207 |
| Subordinated loan capital | 39940 | 43629 | 42624 | 45225 | 40676 | 33226 |
| Total liabilities | 1762819 | 1730399 | 1725788 | 1750424 | 1576689 | 1397944 |
| Minority interests | 3265 | 4010 | 3644 | 4211 | 3287 | 2662 |
| Share capital | 13327 | 13327 | 13327 | 13327 | 13327 | 13327 |
| Share premium reserve | 11697 | 11697 | 11697 | 11697 | 11697 | 11697 |
| Other equity | 57939 | 55987 | 54786 | 52041 | 49736 | 48290 |
| Total equity | 86228 | 85020 | 83453 | 81275 | 78046 | 75976 |
| Total liabilities and equity | 1849047 | 1815419 | 1809242 | 1831699 | 1654735 | 1473919 |

## Key figures

|  |  |  |  |  |  | J an. - Sept. |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 | 2008 | 2007 |
| I nterest rate analysis |  |  |  |  |  |  |  |  |  |
| 1 Combined weighted total average spread for lending and deposits (\%) | 1.16 | 1.16 | 1.16 | 1.12 | 1.04 | 1.16 | 1.01 | 1.04 | 1.00 |
| 2 Spread for ordinary lending to customers (\%) | 1.63 | 1.60 | 1.58 | 1.34 | 0.97 | 1.60 | 0.89 | 1.01 | 0.84 |
| 3 Spread for deposits from customers (\%) | 0.29 | 0.30 | 0.33 | 0.68 | 1.16 | 0.31 | 1.23 | 1.08 | 1.27 |
| Rate of return/ profitability |  |  |  |  |  |  |  |  |  |
| 4 Net other operating income, per cent of total income | 40.8 | 32.3 | 48.0 | 42.8 | 35.5 | 41.0 | 33.2 | 36.2 | 43.5 |
| 5 Cost/income ratio (\%) | 46.9 | 55.1 | 43.6 | 42.2 | 50.6 | 48.0 | 55.6 | 51.4 | 50.6 |
| 6 Return on equity, annualised (\%) | 10.6 | 6.0 | 15.8 | 10.7 | 15.5 | 10.7 | 13.0 | 12.4 | 22.0 |
| 7 RARORAC, annualised (\%) | 18.8 | 11.6 | 22.9 | 24.5 | 18.2 | 17.7 | 13.6 | 17.3 | 21.6 |
| 8 RORAC, annualised (\%) | 12.9 | 6.7 | 18.1 | 11.7 | 18.5 | 12.6 | 15.3 | 14.9 | 31.9 |
| 9 Average equity including allocated dividend (NOK million) | 81986 | 80410 | 78437 | 76048 | 73224 | 80278 | 73369 | 74044 | 67063 |
| 10 Return on average risk-weighted volume, annualised (\%) | 0.64 | 0.22 | 1.00 | 0.58 | 1.04 | 0.62 | 0.90 | 0.79 | 1.66 |
| Financial strength |  |  |  |  |  |  |  |  |  |
| 11 Core (Tier 1) capital ratio at end of period (\%) | 7.3 | 7.1 | 6.8 | 6.7 | 6.3 | 7.3 | 6.3 | 6.7 | 7.2 |
| 12 Core (Tier 1) capital ratio incl. $50 \%$ of profit for the period (\%) | 7.6 | 7.3 | 7.0 | - | 6.7 | 7.6 | 6.7 | - | - |
| 13 Capital adequacy ratio at end of period (\%) | 10.1 | 10.1 | 9.6 | 9.5 | 9.1 | 10.1 | 9.1 | 9.5 | 9.6 |
| 14 Capital adequacy ratio incl. $50 \%$ of profit for the period (\%) | 10.3 | 10.2 | 9.7 | - | 9.4 | 10.3 | 9.4 | - | - |
| 15 Core capital at end of period (NOK million) | 80010 | 80231 | 78613 | 80010 | 70513 | 80010 | 70513 | 80010 | 71392 |
| 16 Risk-weighted volume at end of period (NOK million) | 1093934 | 1122620 | 1147791 | 1200590 | 1110669 | 1093934 | 1110669 | 1200590 | 991455 |
| Loan portfolio and write-downs |  |  |  |  |  |  |  |  |  |
| 17 Individual write-downs relative to average net lending to customers, annualised | 0.59 | 0.64 | 0.41 | 0.59 | 0.22 | 0.55 | 0.13 | 0.25 | 0.05 |
| 18 Write-downs relative to average net lending to customers, annualised | 0.79 | 0.80 | 0.55 | 0.80 | 0.27 | 0.71 | 0.15 | 0.33 | 0.02 |
| 19 Net non-performing and impaired commitments, per cent of net lending | 2.00 | 1.56 | 1.18 | 0.99 | 0.61 | 2.00 | 0.61 | 0.99 | 0.42 |
| 20 Net non-performing and impaired commitments at end of period (NOK million) | 22818 | 18322 | 13952 | 11922 | 6947 | 22818 | 6947 | 11922 | 4174 |
| Liquidity |  |  |  |  |  |  |  |  |  |
| 21 Ratio of customer deposits to net lending to customers at end of period (\%) | 52.5 | 52.5 | 50.7 | 50.1 | 52.6 | 52.5 | 52.6 | 50.1 | 55.5 |
| Total assets owned or managed by DnB NOR |  |  |  |  |  |  |  |  |  |
| 22 Customer assets under management at end of period (NOK billion) | 456 | 496 | 487 | 510 | 510 | 456 | 510 | 510 | 572 |
| 23 Total combined assets at end of period (NOK billion) | 2094 | 2104 | 2092 | 2141 | 1964 | 2094 | 1964 | 2141 | 1834 |
| 24 Average total assets (NOK billion) | 1927 | 1880 | 1881 | 1821 | 1626 | 1896 | 1573 | 1635 | 1412 |
| 25 Customer savings at end of period (NOK billion) | 1051 | 1108 | 1083 | 1108 | 1099 | 1051 | 1099 | 1108 | 1111 |
| Staff |  |  |  |  |  |  |  |  |  |
| 26 Number of full-time positions at end of period | 13524 | 13711 | 13928 | 14057 | 14103 | 13524 | 14103 | 14057 | 13455 |
| The DnB NOR share |  |  |  |  |  |  |  |  |  |
| 27 Number of shares at end of period (1000) | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 |
| 28 Average number of shares (1000) | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1332654 | 1333402 |
| 29 Earnings per share (NOK) | 1.63 | 0.90 | 2.32 | 1.52 | 2.12 | 4.85 | 5.39 | 6.91 | 11.08 |
| 30 Dividend per share (NOK) | - | - | - | - | - | - | - | 0.00 | 4.50 |
| 31 Total shareholder's return (\%) | 36.5 | 62.0 | 12.0 | (39.2) | (31.5) | 147.8 | (43.4) | (65.6) | (1.7) |
| 32 Dividend yield (\%) | - | - | - | - | - | - | - | 0.00 | 5.42 |
| 33 Equity per share including allocated dividend at end of period (NOK) | 62.25 | 60.79 | 59.89 | 57.83 | 56.10 | 62.25 | 56.10 | 57.83 | 55.01 |
| 34 Share price at end of period (NOK) | 66.90 | 49.00 | 30.25 | 27.00 | 44.40 | 66.90 | 44.40 | 27.00 | 83.00 |
| 35 Price/earnings ratio | 10.28 | 13.60 | 3.26 | 4.43 | 5.23 | 10.35 | 6.18 | 3.91 | 7.49 |
| 36 Price/book value | 1.07 | 0.81 | 0.51 | 0.47 | 0.79 | 1.07 | 0.79 | 0.47 | 1.51 |
| 37 Market capitalisation (NOK billion) | 89.2 | 65.3 | 40.3 | 36.0 | 59.2 | 89.2 | 59.2 | 36.0 | 110.6 |

For definitions of selected key figures, see next page.

## Definitions to key figures

1, 2, 3 Based on nominal values excluding lending to and deposits with credit institutions and impaired loans, measured against the 3-month money market rate.

Total operating expenses relative to total income. Expenses exclude allocations to employees and impairment losses for goodwill.

6 Profit for the period, excluding profit attributable to minority interests, adjusted for the period's change in fair value recognised in equity. Average equity is calculated on the basis of recorded equity excluding minority interests.

RARORAC (Risk-Adjusted Return On Risk-Adjusted Capital) is defined as risk-adjusted profits relative to the risk-adjusted capital requirement. Risk-adjusted profits indicate the level of profits in a normalised situation. The risk-adjusted capital requirement is described in further detail in the chapter "Management in DnB NOR" in the DnB NOR Group's annual report for 2008.

RORAC (Return On Risk-Adjusted Capital) is defined as profits for the period relative to the risk-adjusted capital requirement. Profits for the period exclude profits attributable to minority interests and are adjusted for the period's change in fair value recognised directly in equity and for the difference between recorded interest on average equity and interest on risk-adjusted capital.
Profit for the period relative to average risk-weighted volume.
Total assets under management for customers in Life and Asset Management.
Total assets and customer assets under management.
Total deposits from customers, assets under management and equity-linked bonds.
Excluding discontinuing operations and profits attributable to minority interests. Holdings of own shares are not included in calculations of the number of shares.

Closing price at end of period less closing price at beginning of period, including dividends reinvested in DnB NOR shares on the dividend payment date, relative to closing price at beginning of period.

Equity at end of period excluding minority interests relative to number of shares at end of period.
Closing price at end of period relative to annualised earnings per share.
Closing price at end of period relative to recorded equity at end of period.
Number of shares multiplied by the closing share price at end of period.

## Section 3

## DnB NOR Group business areas

With effect from 1 July 2009 the business structure has been changed. Figures prior to the third quarter of 2009 have been restated accordingly.


## Business areas - financial performance

With effect from 1 July 2009 the organisational structure has been changed. The Group's operations in the Norwegian regional network in former Retail Banking area and in the regional divisions Coast and East in Corporate Banking and Payment Services have been merged into one business area, Retail Banking, while the large corporate customers will be served by the new business area, Large Corporates and International.

DnB NOR's business areas; Retail Banking, Large Corporates and International, DnB NOR Markets and Life and Asset Management are independent profit centres carrying responsibility for customer segments served by the Group and the products offered. In addition, DnB NORD is reported as a separate profit centre.

The income statement and balance sheet for the business areas have been prepared on the basis of internal financial reporting for the functional organisation of the DnB NOR Group into business areas. Figures for the business areas are based on DnB NOR's management model and the Group's accounting principles. The figures have been restated in accordance with the new organisational structure and the Group's current principles for allocating costs and capital between business areas. The figures for business areas are based on a number of assumptions, estimates and discretionary distributions. Internal transfer rates used between the business areas are determined based on observable market rates, e.g. NIBOR. Additional costs relating to the Group's long-term funding are charged to the business areas. According to the Group's liquidity management policy, 90 per cent of lending is financed through stable deposits and longterm funding. The additional costs thus arising were charged to the business areas. In the management accounts, Retail Banking and Large Corporates and International are measured based on the business areas' ordinary operations. Volatile IFRS effects are not allocated to the business areas.

Return on capital for the business areas are presented in the descriptions of each area in this section. Return on capital is measured as the business area's profits after taxes relative to average allocated capital. Capital is allocated to the business areas as part of the Group's financial planning process and corresponds to the areas' risk-adjusted capital requirement based on the risk involved in operations. The capital requirement is measured in accordance with DnB NOR's total risk model.

## I nternal pricing

DnB NOR's financial management model and operational organisation entail the sale of products and services between the business areas in the Group. The pricing of such intra-group transactions is regulated by internal agreements based on market terms.

Certain customers and transactions of major importance require extensive cooperation within the Group. To stimulate such cooperation, net income relating to some of these customers and transactions is recorded in the accounts of all relevant business areas. This refers primarily to income from customer trading in DnB NOR Markets. In the third quarter of 2009, such income totalled NOK 315 million. Double entries are eliminated in the group accounts.

Services provided by staff and support units will as far as possible be scaled and priced according to use. Joint expenses incurred by group staff units and other group expenditures that cannot be debited according to use, are charged to the business areas' accounts on the basis of special distribution formulas. Costs relating to the Group's equity transactions, including strategic investments, and direct shareholder-related expenses and costs concerning the Group's governing bodies are not charged to the business areas.

## Changes in net interest income

| Amounts in NOK million | 3Q09 | $\begin{array}{r} \text { Change } \\ \text { 2Q09-3Q09 } \end{array}$ | $\begin{array}{r} \text { Change } \\ 3 \text { Q08-3Q09 } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Net interest income | 5740 | 87 | 49 |
| Retail Banking | 3883 | 33 | 458 |
| Large Corporates and International | 1509 | (16) | (52) |
| DnB NOR Markets | 319 | (1) | (112) |
| Life and Asset Management | (1) | 8 | 19 |
| DnB NORD | 376 | 10 | (56) |
| Other | (346) | 52 | (207) |

## Changes in net other operating income

| Amounts in NOK million | 3Q09 | $\begin{array}{r} \text { Change } \\ \text { 2Q09-3Q09 } \end{array}$ | $\begin{array}{r} \text { Change } \\ \text { 3Q08-3Q09 } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Net other operating income | 3951 | 1257 | 817 |
| Retail Banking | 990 | 57 | 86 |
| Large Corporates and International | 516 | (293) | (65) |
| DnB NOR Markets | 1256 | (172) | (186) |
| Life and Asset Management | 898 | (29) | 342 |
| - Vital | 684 | (34) | 312 |
| - DnB NOR Asset Management | 215 | 4 | 30 |
| DnB NORD | 156 | (5) | (8) |
| Other | 135 | 1699 | 648 |

## Changes in operating expenses

| Amounts in NOK million | 3Q09 | $\begin{array}{r} \hline \text { Change } \\ \text { 2Q09-3Q09 } \end{array}$ | $\begin{array}{r} \hline \text { Change } \\ 3 Q 08-3 Q 09 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Operating expenses | 4648 | (243) | 184 |
| Retail Banking | 2648 | 136 | 264 |
| Large Corporates and International | 417 | (18) | (52) |
| DnB NOR Markets | 455 | (15) | 29 |
| Life and Asset Management | 539 | (55) | (61) |
| - Vital | 363 | (55) | (53) |
| - DnB NOR Asset Management | 176 | (0) | (8) |
| DnB NORD | 439 | (526) | 39 |
| Other | 150 | 236 | (34) |

## Changes in write-downs on loans and guarantees

| Amounts in NOK million | 3 Q 09 | $\begin{array}{r} \text { Change } \\ \text { 2Q09-3Q09 } \end{array}$ | $\begin{array}{r} \text { Change } \\ \text { 3Q08-3Q09 } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Write-downs on loans and guarantees | 2277 | (42) | 1552 |
| Retail Banking | 459 | 161 | 117 |
| Large Corporates and International | 297 | (109) | 241 |
| DnB NORD, including group write-downs on loans | 1041 | (412) | 791 |
| Unallocated group write-downs on loans | 480 | 323 | 403 |
| Other | 0 | (5) | 0 |

## Extracts from income statement, third quarter

| Amounts in NOK million | Retail Banking |  | Large <br> Corporates and International |  | DnB NOR Markets |  | Life and Asset Management |  | DnB NORD |  | Other operations/ eliminations ${ }^{1)}$ |  | DnB NOR Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 |
| Net interest income - ordinary operations Interest on allocated capital ${ }^{2)}$ | $\begin{array}{r} 3783 \\ 100 \end{array}$ | $\begin{array}{r} 3095 \\ 329 \end{array}$ | 1355 154 | $\begin{array}{r} 1151 \\ 410 \end{array}$ | 291 28 | 352 79 | $(46)$ 45 | $\begin{gathered} (145) \\ 125 \end{gathered}$ | 359 17 | 347 86 | $\begin{array}{r} (1) \\ (345) \end{array}$ | $\begin{gathered} 891 \\ (1030) \end{gathered}$ | 5740 | 5691 |
| Net interest income | 3883 | 3425 | 1509 | 1561 | 319 | 431 | (1) | (20) | 376 | 433 | (346) | (138) | 5740 | 5691 |
| Net other operating income | 990 | 904 | 516 | 581 | 1256 | 1442 | 898 | 556 | 156 | 164 | 135 | (513) | 3951 | 3134 |
| Total income | 4872 | 4329 | 2025 | 2142 | 1575 | 1873 | 897 | 536 | 532 | 597 | (210) | (651) | 9691 | 8825 |
| Operating expenses | 2648 | 2385 | 417 | 469 | 455 | 426 | 539 | 600 | 439 | 400 | 150 | 184 | 4648 | 4464 |
| Pre-tax operating profit before write-downs | 2224 | 1944 | 1608 | 1673 | 1120 | 1447 | 358 | (64) | 93 | 197 | (360) | (835) | 5043 | 4361 |
| Net gains on fixed and intangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (4) | 9 | 0 | 5 | (4) | 13 |
| Write-downs on loans and guarantees | 459 | 343 | 297 | 55 | 0 | 0 | 0 | 0 | 1041 | 250 | 480 | 77 | 2277 | 725 |
| Pre-tax operating profit | 1765 | 1601 | 1311 | 1618 | 1120 | 1447 | 358 | (64) | (951) | (45) | (840) | (907) | 2762 | 3649 |


| Other operations/eliminations:Amounts in NOK million | Eliminations of double entries |  | Other eliminations |  | Group Centre |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 3 Q 08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 |
| Net interest income - ordinary operations Interest on allocated capital | 0 | 0 | $\begin{gathered} (49) \\ 0 \end{gathered}$ | $\begin{gathered} (55) \\ 0 \end{gathered}$ | $\begin{array}{r} 48 \\ (345) \end{array}$ | $\begin{array}{r} 946 \\ (1030) \end{array}$ | $\begin{array}{r} (1) \\ (345) \end{array}$ | $\begin{array}{r} 891 \\ (1030) \end{array}$ |
| Net interest income <br> Net other operating income | $\begin{gathered} 0 \\ (315) \\ \hline \end{gathered}$ | $\begin{array}{r} 0 \\ (465) \\ \hline \end{array}$ | $\begin{array}{r} (49) \\ (140) \\ \hline \end{array}$ | (55) <br> (33) | $\begin{gathered} (297) \\ 590 \\ \hline \end{gathered}$ | $\begin{aligned} & (84) \\ & (15) \\ & \hline \end{aligned}$ | $\begin{gathered} \hline(346) \\ 135 \\ \hline \end{gathered}$ | $\begin{aligned} & (138) \\ & (513) \\ & \hline \end{aligned}$ |
| Total income Operating expenses | (315) | (465) | $\begin{aligned} & (189) \\ & (188) \end{aligned}$ | $\begin{aligned} & \text { (87) } \\ & (87) \\ & \hline \end{aligned}$ | $\begin{aligned} & 293 \\ & 338 \\ & \hline \end{aligned}$ | $\begin{aligned} & (99) \\ & 271 \\ & \hline \end{aligned}$ | $\begin{gathered} (210) \\ 150 \\ \hline \end{gathered}$ | $\begin{gathered} (651) \\ 184 \\ \hline \end{gathered}$ |
| Pre-tax operating profit before write-downs <br> Net gains on fixed and intangible assets <br> Write-downs on loans and guarantees | (315) | (465) | $\begin{aligned} & 0 \\ & 0 \\ & 0 \\ & \hline \end{aligned}$ | $(1)$ 0 0 | $\begin{array}{r} (45) \\ (1) \\ 480 \\ \hline \end{array}$ | $\begin{array}{r} (369) \\ 5 \\ 77 \\ \hline \end{array}$ | $\begin{array}{r} (360) \\ 0 \\ 480 \\ \hline \end{array}$ | $\begin{array}{r}\text { (835) } \\ 5 \\ 77 \\ \hline\end{array}$ |
| Pre-tax operating profit | (315) | (465) | 0 | 0 | (526) | (441) | (840) | (907) |

The eliminations refer mainly to internal services from support units to business areas and between business areas. Further, intra-group transactions and gains and losses on transactions between companies in the Group are eliminated. The elimination of double entries primarily concerns net profits on customer business carried out in cooperation between DnB NOR Markets and other business areas and taken to income in both areas.

The Group Centre includes Operations, HR (Human Resources), IT, Group Finance and Risk Management, Marketing and Communications, Corporate Centre, the partially owned company Eksportfinans, investments in IT infrastructure and shareholder-related expenses and new unit outside core operations. In addition, the Group Centre includes that part of the Group's equity that is not allocated to the business areas.
2) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated.

## Main average balance sheet items

| Amounts in NOK billion | Retail Banking |  | Large <br> Corporates and International |  | DnB NOR Markets |  | Life and Asset Management |  | DnB NORD |  | Other operations/ eliminations |  | DnB NOR Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 |
| Net lending to customers ${ }^{1)}$ | 719.1 | 673.1 | 367.3 | 331.9 | 7.1 | 19.7 | 3.0 | 0.3 | 81.9 | 78.6 | (21.8) | (1.3) | 1 156,5 | 1 102,4 |
| Deposits from customers ${ }^{1)}$ | 371.7 | 358.5 | 232.4 | 193.9 | 27.5 | 30.1 |  |  | 21.5 | 22.9 | (16.7) | (14.2) | 636.4 | 591.1 |
| Assets under management ${ }^{2)}$ | 0.1 |  |  |  |  |  | 495.3 | 543.2 |  |  | (0.1) |  | 495.3 | 543.2 |

## Key figures

| Per cent | Retail Banking |  | Large <br> Corporates and International |  | DnB NOR Markets |  | Life and Asset Management |  | DnB NORD |  | Other operations |  | DnB NOR Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 | 3Q09 | 3Q08 |
| Cost/income ratio ${ }^{3)}$ | 52.3 | 55.1 | 20.6 | 21.9 | 28.9 | 22.8 | 60.1 | 112.0 | 82.0 | 67.1 |  |  | 46.9 | 50.6 |
| Ratio of deposits to lending ${ }^{1 / 4)}$ | 51.7 | 53.3 | 63.3 | 58.4 |  |  |  |  | 26.3 | 29.1 |  |  | 55.0 | 53.6 |
| Return on allocated capital, annualised ${ }^{5)}$ | 26.0 | 23.0 | 12.3 | 18.6 | 58.2 | 85.1 | 10.9 | (3.6) | (38.7) | (2.1) |  |  | 12.9 | 18.5 |
| Full-time positions as at 30 Sept. ${ }^{6)}$ | 5228 | 5304 | 1058 | 1116 | 661 | 643 | 1074 | 1193 | 3303 | 3565 | 2200 | 2282 | 13524 | 14103 |

1) Based on nominal values and includes lending to and deposits from credit institutions.
2) Assets under management include total assets in Vital
3) Total operating expenses relative to total income. Expenses exclude impairment losses for goodwill.
4) Deposits from customers relative to net lending to customers.
5) The return is calculated on the basis of internal measurement of risk-adjusted capital.
6) Includes 68 full-time positions in the Norwegian operations of SkandiaBanken Bilfinans, which were acquired on 31 January 2008 , and 52 full-time positions in the company's Swedish operations, which were acquired on 29 February 2008. Due to changes in the agreement with Norway Post, 162.6 full-time positions were transferred from Norway Post on 1 May 2009. Costs and corresponding head-count figures relating to these positions were included with effect from the first quarter of 2009. In addition, 432.6 full-time positions and 904 employees from new unit outside core operations were taken into the Group from September

Extracts from income statement, J anuary - September

| Amounts in NOK million | Retail Banking |  | Large <br> Corporates and International |  | DnB NOR Markets |  | Life and Asset Management |  | DnB NORD |  | Other operations/ eliminations |  | DnB NOR Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | J an.-Sept. |  | J an.-Sept. |  | J an.-Sept. |  | J an.-Sept. |  | J an.-Sept. |  | Jan.-Sept. |  | Jan.-Sept. |  |
|  | 2009 | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 | 2008 |
| Net interest income - ordinary operations Interest on allocated capital ${ }^{1)}$ | $\begin{array}{r} 10980 \\ 403 \\ \hline \end{array}$ | 8976 921 | 4001 640 | 3097 1130 | 812 116 | 420 196 | $(205)$ 185 | $(452)$ 374 | $\begin{array}{r}1108 \\ 82 \\ \hline 1\end{array}$ | $\begin{array}{r} 1017 \\ 217 \\ \hline \end{array}$ | $\begin{array}{r} 330 \\ (1426) \\ \hline \end{array}$ | $\begin{array}{r} 2672 \\ (2838) \\ \hline \end{array}$ | 17027 | 15730 |
| Net interest income | 11383 | 9896 | 4641 | 4227 | 928 | 616 | (20) | (78) | 1190 | 1235 | (1 095) | (166) | 17027 | 15730 |
| Net other operating income | 2793 | 2911 | 1939 | 1647 | 5056 | 2544 | 2659 | 1861 | 501 | 478 | (1 114) | (1619) | 11834 | 7823 |
| Total income | 14176 | 12808 | 6580 | 5874 | 5984 | 3160 | 2639 | 1784 | 1691 | 1712 | (2 209) | (1 785) | 28862 | 23553 |
| Operating expenses | 7775 | 7207 | 1313 | 1362 | 1454 | 1223 | 1653 | 1709 | 1821 | 1161 | 237 | 441 | 14254 | 13103 |
| Pre-tax operating profit before write-downs | 6400 | 5600 | 5266 | 4513 | 4531 | 1937 | 986 | 75 | (130) | 551 | (2 445) | (2226) | 14608 | 10450 |
| Net gains on fixed and intangible assets | 0 | 1 | 0 | 17 | 0 | 0 | 0 | 0 | 2 | 16 | 4 | 12 | 7 | 47 |
| Write-downs on loans and guarantees | 1242 | 635 | 939 | 74 | 0 | 0 | 0 | 0 | 3084 | 335 | 928 | 151 | 6193 | 1195 |
| Pre-tax operating profit | 5159 | 4966 | 4327 | 4456 | 4531 | 1937 | 986 | 75 | (3 211) | 232 | ( 3369 ) | (2 365) | 8422 | 9302 |

[^5]
## Market shares lending and deposit, Norwegian customers

## Retail customers ${ }^{\mathbf{1 )}}$

| Per cent | 31 Aug. | 30 June | 31 March | 31 Dec. | 30 Sept. |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total lending to households ${ }^{2)}$ | 2009 | 2009 | 2009 | 2008 | 2008 |
| Bank deposits from households ${ }^{3 \prime}$ | 28.4 | 28.4 | 28.2 | 28.2 | 28.4 |


| Per cent | $\begin{array}{r} 30 \text { June } \\ 2008 \end{array}$ | $\begin{array}{r} \hline 31 \text { March } \\ 2008 \end{array}$ | 31 Dec. 2007 | $\begin{array}{r} 30 \text { Sept. } \\ 2007 \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total lending to households ${ }^{2)}$ | 28.5 | 28.7 | 28.9 | 29.1 | 29.2 |
| Bank deposits from households ${ }^{3 /}$ | 32.8 | 32.8 | 32.8 | 33.4 | 33.9 |

1) Based on nominal values.
2) Total lending includes all credits extended to Norwegian customers by domestic commercial and savings banks, state banks, insurance companies and finance companies.
3) Domestic commercial and savings banks.

Source: Norges Bank, DnB NOR

## Corporate customers ${ }^{1)}{ }^{2)}$

|  | 31 Aug. <br> Per cent | 30 June <br> 2009 | 31 March <br> 2009 | 31 Dec. <br> 2008 | 30 Sept. <br> 2008 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Of total lending to corporate clients ${ }^{3)}$ | 14.7 | 15.0 | 14.4 | 15.2 | 15.0 |
| ${\text { Of deposits from corporate clients }{ }^{4}}^{\text {4 }}$ | 36.1 | 35.7 | 37.1 | 36.6 | 36.3 |


|  | 30 June | 31 March | 31 Dec. | 30 Sept. | 30 June |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2007 |  |  |  |  |  |
| Per cent | 2008 | 2008 | 2007 | 2007 | 15.2 |
| Of total lending to corporate clients ${ }^{3)}$ | 15.2 | 14.8 | 15.0 | 14.8 |  |
| Of deposits from corporate clients $^{4)}$ | 35.8 | 34.5 | 35.6 | 37.1 | 35.7 |

1) Based on nominal values.
2) Updated according to adjusted data from Norges Bank.
3) Overall lending includes all credits extended to Norwegian customers by domestic commercial and savings banks, state banks, insurance companies finance companies and foreign institutions, as well as bonds and commercial paper. Excluding lending to financial institutions, central government and social security services.
4) Excluding deposits from financial institutions, central government and social security services
[^6]
## Retail Banking

With effect from 1 July 2009 the business area, Retail Banking, is responsible for serving both private individuals and small and medium-sized businesses in the Norwegian regional network. Thus the regional divisions Coast and East in Corporate Banking and Payment Services have been merged into the area. The intention behind the establishment of Retail Banking is to increase interaction across the customer segments and to capitalise on the Group's wide range of products and expert knowledge by acting in a coordinated manner, thus offering swift, customerfocused service. This will also be a less cost-intensive model than the previous organisational structure.
Retail Banking include the retail market activities of DnB NOR Bank and Nordlandsbanken, the operations of DnB NOR Boligkreditt (excluding funding activities), DnB NOR Finans, Vital Skade and DnB NOR Skadeforsikring, as well as residential real estate broking activities through DnB NOR Eiendom and Postbanken Eiendom. Retail banking activities in Luxembourg and Sweden, including the operations of Svensk Fastighetsförmedling and SalusAnsvar, are also part of Retail Banking.
Karin Bing Orgland, group executive vice president, is head of the business area. Retail Banking aims to maintain its leading market position and stand out as the customers' best financial partner.

Financial performance


1) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly. 2) Average balances. Based on nominal values.

## Comments to the financial performance in the third quarter of 2009

- Retail Banking recorded pre-tax operating profit of NOK 1765 million in the third quarter of 2009, up NOK 164 million from the year-earlier period. Pre-tax operating profit before writedowns increased by NOK 280 million. Return on allocated capital was 26.0 per cent, an increase from 23.0 per cent in the third quarter of 2008.
- Net interest income was NOK 3883 million, up NOK 458 million from the third quarter of 2008. The weighted interest rate spread, defined as total spread income on loans and deposits relative to average loans and deposits, was 1.32 per cent in the third quarter of 2009, an increase from 1.14 percent in the year-earlier period.
- Average lending volume increased by NOK 46 billion or 6.8 per cent to NOK 719 billion. Average customer deposits rose by NOK 13 billion or 3.7 per cent, and the ratio of deposit to net lending was 51.7 per cent.
- Net other operating income increased by NOK 86 million to NOK 990 million, due to increased income from money transfer fees and real estate broking activities in Norway. The establishment of DnB NOR Skadeforsikring will result in reduced income during the start-up phase due to the need to build reserves in the company.
- Operating expenses increased by NOK 264 million mainly due to write-down of goodwill related to Svensk Fastighetsförmedling with NOK 100 million, establishment of DnB NOR Skadeforsikring, changes in the agreement with Norway Post and general wage growth. The cost/income ratio was 52.3 per cent.
- Net write-downs on loans and guarantees increased by NOK 117 million from the third quarter of 2008 and totalled NOK 459 million. On an annual basis, write-downs represented 0.25 per cent of average lending in the third quarter of 2009, compared with 0.20 per cent in the year-earlier period.
- The volume of net non-performing and impaired commitments showed a satisfactory development and amounted to NOK 4.8 billion in average in the third quarter of 2009, representing 0.7 per cent of the lending volume.


## Net interest income

|  | Average volumes |  |  | Spreads in per cent |  |  | Net interest income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3 Q 08 |
| Lending ${ }^{1)}{ }^{2)}$ | 712176 | 702382 | 676713 | 1.85 | 1.85 | 0.95 | 3320 | 3237 | 1622 |
| Deposits ${ }^{1)}$ | 372529 | 365207 | 358588 | 0.30 | 0.28 | 1.48 | 278 | 255 | 1336 |
| Allocated capital | 19381 | 19109 | 19967 | 2.00 | 2.71 | 6.56 | 100 | 129 | 329 |
| Other |  |  |  |  |  |  | 185 | 228 | 137 |
| Total net interest income |  |  |  |  |  |  | 3883 | 3849 | 3425 |

1) Based on nominal values.
2) Excluding impaired loans.

Developments in average volumes and interest spreads ${ }^{1)}$


1) Excluding impaired loans

## Employees

At end-September 2009, the business area had a staff of 5228 full-time positions, with 4772 positions in Norway, including 1347 in Norwegian subsidiaries, and 456 in international units. Streamlining measures in the Group's cost programme resulted in staff reductions in Norwegian operations compared with the third quarter of 2008.

## Customers/ markets

- Serving 2.3 million private customers and 97000 corporate customers, of which 533000 customers have loans
- 1350000 customers subscribe to DnB NOR loyalty programmes and Postbanken Leve
- 1.2 million customers have agreed to receive notifications from the bank, such as account statements, via e-mail
- 47 million payment transactions were carried out through the Internet banks in the first three quarters of 2009
- 4.4 million payment transactions were carried out through in-store postal and banking outlets
- 20.7 million SMS messages were received in the first three quarters of 2009
- Brand names
- DnB NOR
- Postbanken
- Nordlandsbanken
- Cresco
- DnB NOR Skadeforsikring


## Organisation and distribution

Retail Banking offers a wide range of financial products and services through Norway's largest distribution network, in terms of number of contact points with customers. The major distribution channels are:

- Branch offices: 164 DnB NOR, 41 Postbanken and 16 Nordlandsbanken
- Investment Advisory Services for private and corporate customers: 85
- In-store postal and banking outlets: 2142
- Postal offices: 219
- Internet and telephone

DnB NOR Bank ASA and Norway Post have an agreement relating to the distribution of financial services through the postal network. The agreement is mainly based on transaction-specific prices and a common aim to increase the number of financial services distributed through the postal network, and will remain in force until December 2012.

Postbanken and Norway Post have established joint service solutions provided through in-store postal outlets where customers can carry out everyday banking transactions in their local supermarkets. The distribution of standard banking services through in-store banking outlets is based on an agreement between DnB NOR and NorgesGruppen.

## Cooperation with other group entities

Cross selling of products is one of the major strengths of the DnB NOR Group. Through its distribution network Retail Banking offers:

- Asset management services, Life and pension insurance (Life and Asset Management)
- Financial instruments (DnB NOR Markets)


## Residential mortgages

## Distribution of lending according to collateral value



1) Residential mortgages in the business area Retail Banking in Norway.

## Average lending volumes and spreads



## Retail corporate customers

Risk classification of portfolio ${ }^{21}$


1) Corporate customers. Figures as at 30 September 2009. Percentages as at 30 September 2008 in parentheses.
2) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. $\mathrm{PD}=$ probability of default

## Residential real estate broking

DnB NOR's real estate broking activities are coordinated by DnB NOR Eiendom AS, a market leader within the real estate broking business in Norway. DnB NOR Eiendom had 95 outlets located in DnB NOR branches at the end of September 2009. Postbanken Eiendom has established 27 real estate broking customer service centres.

After the acquisition of Svensk Fastighetsförmedling DnB NOR became the largest provider of real estate brokerage services in the Nordic region, and the introduction of housing loans for Swedish bank customers is an important step to build a customer portfolio and a long-term income base in the Swedish market. Svensk Fastighetsförmedling had 213 outlets in Sweden at end-September.

In addition to fee income, real estate broking operations generate business in the form of residential mortgages and savings.

Real estate broking in Norway


Properties sold and market shares ${ }^{1)}$

| Properties sold |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q 09 | 2Q09 | 1 Q 09 | 4Q08 | 3 Q 08 | 2009 | 2008 |
| DnB NOR Eiendom | 4361 | 4085 | 3265 | 2286 | 3358 | 11711 | 11061 |
| Postbanken Eiendom | 945 | 940 | 831 | 588 | 757 | 2716 | 2436 |
| Total properties sold | 5306 | 5025 | 4096 | 2874 | 4115 | 14427 | 13497 |

1) Norwegian operations only

## Consumer finance

- DnB NOR's card-based services and consumer finance activities are coordinated in DnB NOR Kort, an entity within DnB NOR Bank ASA.
- DnB NOR Kort's lending volume increased to NOK 14086 million, from NOK 12469 million at end-September 2008.
- Consumer finance activities generated healthy profits in the third quarter of 2009.
- DnB NOR Kort is Norway's leading card issuer in terms of number of cards issued and lending volume. As at 30 September 2009, the entity had issued more than 1.7 million credit and charge cards


## DnB NOR Finans

## Average volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net lending to customers | 46 | 46 | 47 | 47 | 46 | 46 | 46 |

- There was a 13.8 per cent decrease in new leasing and lending contracts in the first nine months of 2009 relative to the corresponding period of 2008.
- The value of processed factoring invoices was down 16.3 per cent in the first nine months of 2009 relative to the corresponding period last year.


## Business profile

DnB NOR Finans is Norway's leading finance company. The company meets customer requirements for administrative, financial and risk reducing services related to investments and operations. Business operations focus mainly on leasing, leasing concepts for information and communication technology (ICT), factoring, motor vehicle financing and Auto lease car fleet management.

DnB NOR Finans has a strong local presence in Norway through 14 branches, most of which have the same location as DnB NOR Bank. In addition to Norway, DnB NOR Finans has local representation in both Denmark and Sweden. In Denmark, Auto lease is offered, while Auto lease, car finance, equipment finance and ICT finance are offered in the Swedish market.

## Nordlandsbanken

## Average volumes



## Business profile

Nordlandsbanken is a wholly owned subsidiary of DnB NOR ASA. Nordlandsbanken serves private customers, businesses and the public sector through 16 branches in Nordland county. Nordlandsbanken aim to be the leading bank in Nordland county for customers who seek local expertise.

## Non-life insurance

DnB NOR Skadeforsikring AS was established in the autumn of 2008, offering non-life insurance products, mainly to private individuals (home, car, travel etc.). The company will become insurer for the portfolio established by the agent company Vital Skade AS, and the portfolio is transferred in accordance with policy-renewals during 2009.

DnB NOR Skadeforsikring AS provides non-life insurance products within the Group's distribution network and customer base, with products accommodated to the bank assurance concept. High level of service in claims handling and advisory, are significant components in creating customer loyalty. Furthermore, the company aims to achieve sufficient profitability with a long-term combined ratio below 100 per cent.

Written premium generated in DnB NOR Skadeforsikring AS in the third quarter of 2009, amounted NOK 795 million.

## Large Corporates and I nternational

The business area was established with effect from 1 July 2009 and continues to provide financial products and services to large corporates, shipping clients and international corporate clients. Large Corporates and International ( LCl ) aims to offer good solutions to the customers in a challenging market situation, and maintain and build strong relations for the future.

LCI is organised in seven divisions:

- Nordic Corporates
- International Corporates and Institutions
- Shipping, Offshore and Logistics
- Northern Europe
- Special and Structured Finance
- Cash Management and Customer Solutions
- Administration and Business Support

DnB NOR Monchebank is a separate subsidiary in the Northern Europe Division.
Leif Teksum, group executive vice president, heads the business area.

## Financial performance

| performance |  |  |  |  |  | Jan. | ept. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net interest income - ordinary operations | 1355 | 1321 | 1325 | 1394 | 1151 | 4001 | 3097 |
| Interest on allocated capital ${ }^{1)}$ | 154 | 205 | 280 | 472 | 410 | 640 | 1130 |
| Net interest income | 1509 | 1526 | 1606 | 1866 | 1561 | 4641 | 4227 |
| Net other operating income | 516 | 809 | 614 | 687 | 581 | 1939 | 1647 |
| Total income | 2025 | 2334 | 2220 | 2553 | 2142 | 6580 | 5874 |
| Operating expenses | 417 | 435 | 461 | 493 | 469 | 1313 | 1362 |
| Pre-tax operating profit before write-downs | 1608 | 1899 | 1759 | 2060 | 1673 | 5266 | 4513 |
| Net gains on fixed and intangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 17 |
| Write-downs on loans and guarantees | 297 | 405 | 238 | 79 | 55 | 939 | 74 |
| Pre-tax operating profit | 1311 | 1494 | 1522 | 1981 | 1618 | 4327 | 4456 |
|  |  |  |  |  |  |  |  |
| Net lending to customers (NOK billion) ${ }^{2)}$ | 367.3 | 382.5 | 396.7 | 388.0 | 331.9 | 382.1 | 309.4 |
| Deposits from customers (NOK billion) ${ }^{2)}$ | 232.4 | 230.3 | 227.5 | 222.1 | 193.9 | 230.1 | 187.6 |
| Cost/income ratio (\%) | 20.6 | 18.6 | 20.8 | 19.3 | 21.9 | 20.0 | 23.2 |
| Ratio of deposits to lending (\%) | 63.3 | 60.2 | 57.3 | 57.2 | 58.4 | 60.2 | 60.6 |
| Return on allocated capital, annualised (\%) | 12.3 | 14.2 | 14.6 | 18.2 | 18.6 | 13.7 | 18.0 |

[^7]
## Comments to the financial performance in the third quarter of 2009

- LCI recorded pre-tax profits of NOK 1311 million under challenging market conditions in the third quarter of 2009, which is a 19 per cent reduction from the year-earlier period. Pre-tax operating profits before write-downs decreased by 3.9 per cent compared with the same period, mainly due to lower interest income on allocated capital in consequence of lower interest rate levels.
- Net interest income from ordinary operations was up NOK 204 million from the third quarter of 2008. Wider lending spreads and positive exchange rate effects helped boost income. Lending activity in the third quarter of 2009 was affected by the financial turmoil, and lending volume contracted by NOK 15.2 billion compared with the preceding quarter, mainly due to the strengthening of the NOK relative to the USD and EUR. Deposit volumes were up NOK 2.1 billion from the second to the third quarter of 2009. The weighted average combined spread increased by 0.18 percentage points from the third quarter of 2008 , to 0.91 per cent in the third quarter of 2009. Compared with the previous quarter, the spread increased by 0.07 percentage points.
- Net other operating income decreased by NOK 65 million in the third quarter of 2009 compared with the year-earlier period, reflecting a lower level of corporate finance activity and a shortfall in income from syndication and foreign exchange and interest rate products. Income from payment services showed a positive trend.
- Operating expenses decreased by NOK 52 million or 11.0 per cent in the third quarter of 2009 compared with the corresponding period of 2008. The number of full-time positions was reduced during the same period, which resulted in lower salary and personnel expenses.
- Net write-downs on loans and guarantees increased from the third quarter of 2008, totalling NOK 297 million in the third quarter of 2009.
- Adjusted for exchange rate movements, average loans and guarantees decreased by NOK 8 billion in the third quarter of 2009 compared with the second quarter of 2009, while deposits increased by NOK 6.9 billion in the same period. Furthermore, commercial paper and bonds for a total value of NOK 57 billion were issued in the third quarter of 2009, of which approximately NOK 35 billion represented bonds for DnB NOR Boligkreditt. Due to prevailing market conditions, underwriting and consequently syndication activity has come to a halt.


## Employees

At end-September 2009, the business area had a staff of 1058 full-time positions, with 470 positions in Norway and 588 in international units.

## Average total volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Loans ${ }^{1)}$ | 367 | 383 | 397 | 388 | 332 | 382 | 309 |
| Guarantees | 66 | 70 | 73 | 75 | 70 | 70 | 66 |
| Total loans and guarantees | 434 | 452 | 470 | 463 | 402 | 452 | 375 |
| Adjusted for exchange rate movements | 434 | 442 | 449 | 460 | 436 | 452 | 419 |
| Commercial paper during the period | 9 | 6 | 10 | 14 | 14 | 25 | 44 |
| Syndicated loans during the period ${ }^{2 /}$ | 0 | 0 | 0 | 0 | 13 | 0 | 35 |
| Bond issues during the period | 48 | 27 | 49 | 52 | 5 | 125 | 36 |

1) Based on nominal values.
2) Difference between DnB NOR underwriting and DnB NOR final hold.

## Net interest income

| Amounts in NOK million | Average volumes |  |  | Spreads in per cent |  |  | Net interest income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 |
| Lending ${ }^{1)}$ | 349099 | 365291 | 315577 | 1.38 | 1.24 | 0.99 | 1212 | 1130 | 783 |
| Deposits ${ }^{1)}$ | 210506 | 209333 | 178566 | 0.14 | 0.16 | 0.27 | 75 | 82 | 122 |
| Allocated capital | 30345 | 30345 | 24893 | 2.00 | 2.71 | 6.56 | 154 | 205 | 410 |
| Other |  |  |  |  |  |  | 69 | 109 | 246 |
| Total net interest income |  |  |  |  |  |  | 1509 | 1526 | 1561 |

1) Based on nominal values excluding lending to and deposits from credit institutions and impaired loans.

Developments in average volumes and interest spreads ${ }^{1)}$


1) Excluding lending to and deposits from credit institutions and impaired loans.

Risk classification of portfolio ${ }^{1)}$
NOK billion


## Risk classification of international portfolio ${ }^{1)}$



1) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. PD = probability of default

Risk classification of commercial property ${ }^{1)}$

NOK billion


1) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. PD = probability of default

## Commercial property exposure according to segment as at 30 September 2009



## Geographic commercial property exposure as at 30 September 2009



## Nordic Corporate Division

## Average volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net lending to customers | 88 | 90 | 88 | 92 | 91 | 89 | 90 |
| - Adjusted for exchange rate movements | 88 | 90 | 88 | 92 | 92 | 89 | 90 |
| Guarantees | 14 | 14 | 14 | 16 | 16 | 14 | 15 |
| Customer deposits | 76 | 76 | 76 | 77 | 75 | 76 | 74 |

Exposure at default according to sector ${ }^{1)}$


## Risk classification of portfolio ${ }^{\text {2) }}$

NOK billion
$\square 30$ Sept. 2008
■ 30 Sept. 2009


1) Figures as at 30 September 2009. Percentages as at 30 September 2008 in parentheses.
2) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. PD = probability of default

## Business profile

- The NC Division serves the bank's largest Norwegian and Nordic corporate clients within the retail and service industries, commercial real estate and contractors, financial institutions, the public sector and non-government organisations (NGOs). The NC Division also serves international clients in the same segments.
- DnB NOR is the market leader in these segments in Norway. The majority of Norway's largest corporations use DnB NOR as their lead banker. In addition, DnB NOR has extensive interaction with most other institutions in these segments.
- Commercial real estate broking services are offered through the subsidiary DnB NOR Næringsmegling AS.


## I nternational Corporate and Institutions Division

## Average volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net lending to customers | 81 | 84 | 92 | 89 | 71 | 86 | 64 |
| - Adjusted for exchange rate movements | 81 | 82 | 87 | 89 | 78 | 86 | 71 |
| Guarantees | 38 | 41 | 45 | 45 | 41 | 42 | 37 |
| Customer deposits | 75 | 72 | 70 | 65 | 60 | 72 | 58 |

## Exposure at default according to sector ${ }^{1)}$



Risk classification of portfolio ${ }^{2)}$
NOK billion


1) Figures as at 30 September 2009. Percentages as at 30 September 2008 in parentheses.
2) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. $\mathrm{PD}=$ probability of default

## Business profile

- The International Corporates and Institutions Division serves large Norwegian corporates including international companies with business in Norway, international customers in the oil and energy, telecom, media and technology, healthcare, and pulp and paper industries as well as financial institutions.
- The division serves a majority of the Norwegian companies in the defined industries as their lead banker. In addition there is a broad interaction with a majority of the other corporates in these segments in Norway, as well as with selected corporates within LCI's strategy internationally.


## Shipping, Offshore and Logistics Division

## Average volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net lending to customers | 147 | 158 | 165 | 156 | 126 | 156 | 116 |
| - Adjusted for exchange rate movements | 147 | 150 | 152 | 155 | 147 | 156 | 136 |
| Guarantees | 11 | 12 | 12 | 11 | 11 | 12 | 11 |
| Customer deposits | 70 | 70 | 73 | 73 | 52 | 71 | 51 |



Risk classification of portfolio ${ }^{\text {2) }}$
NOK billion


1) Figures as at 30 September 2009. Percentages as at 30 September 2008 in parentheses.
2) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. PD = probability of default

## Business profile

- The Shipping, Offshore and Logistics Division provides commercial and investment banking services to high-quality Norwegian and international shipping, offshore and logistics clients.
- The division aims to achieve satisfactory growth in risk-adjusted profitability by being one of the leading international shipping banks.
- The division aims to be the preferred strategic discussion partner for clients.
- The division focuses on competence development to further improve the quality and range of client services.


## Portfolio

- DnB NOR has a diversified portfolio in the maritime sector, as shown above.
- Clients within the dry bulk segment are mainly well-established operators with good contract coverage.
- The container portfolio is characterised by companies that are among the major operators and tonnage providers.
- Within the crude tanker portfolio, clients are mainly leading international tanker owners.
- Lessons are learned from previous downturns, and internal credit analysis has been based on low rate estimates.
- DnB NOR is proactively addressing the downturn, and financial covenants are actively used in risk management.


## Northern Europe

## Average volumes

| Amounts in NOK billion |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net lending to customers | 52 | 53 | 54 | 54 | 46 | 53 | 42 |
| - Adjusted for exchange rate movements | 52 | 53 | 53 | 52 | 48 | 53 | 43 |
| Guarantees | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Customer deposits | 11 | 12 | 9 | 8 | 6 | 11 | 5 |

## Exposure at default according to sector ${ }^{1)}$



## Risk classification of portfolio ${ }^{2)}$

NOK billion


1) Figures as at 30 September 2009. Percentages as at 30 September 2008 in parentheses.
2) Based on DnB NOR's risk classification system. The volume represents the expected outstanding amount in the event of default. $\mathrm{PD}=$ probability of default

## Business profile

- As of 1 July 2009 DnB NOR corporate business units in Northern Europe are organised in a separate Northern Europe division as a part of Large Corporates and International. This measure has been taken to create a clearer Nordic and North-European profile in the corporate segment, and to more effectively utilise the business potential in this region. The division consists of the offices in Sweden, Germany, Denmark, Finland and Russia.
- The primary business activity in Helsinki, Copenhagen and Hamburg is to offer Cash Management solutions and payment services to Norwegian companies with subsidiaries in Finland, Denmark, Germany and the Euro zone (Nordic desk). In Sweden the Northern Europe division also provide these services, but in addition provides a full corporate banking operation offering a wide range of products (Corporate lending, CM, Trade Finance, Markets products and services and leasing). In Sweden the division is represented with offices in Stockholm, Gothenburg and Malmoe. In Denmark, Finland and Germany, CM-services will continue to be the most important products. Over time the division seeks to selectively develop the Danish and Finnish customer portfolios within defined strategic industry sectors.
- DnB NOR Monchebank is a regional bank serving corporate and retail customers and has a firm foothold in the Murmansk region in Russia. The bank holds a general licence for banking operations throughout Russia. The bank will be the fundament for further development of DnB NOR's business in the Murmansk and Arkhangelsk region.


## DnB NOR Markets

DnB NOR Markets is Norway's largest provider of a wide range of securities and investment banking services. DnB NOR Markets comprises the following units:

- Fixed Income/Currencies/Commodities
- Equities
- Investment Products
- Corporate Finance
- Securities Services

The Group Treasury is organised within DnB NOR Markets though profits and losses for the unit are not recorded under this business area. Ottar Ertzeid, group executive vice president, is head of DnB NOR Markets.

DnB NOR Markets aims to be the leading investment bank for Norwegian and Norwegian-related customers, as well as international clients requiring services relating to Norway and the Norwegian krone. Clients outside Norway are served through the Group's international units, especially shipping, energy and seafood clients and Norwegian companies' international entities.

DnB NOR Markets is a full-service investment bank with leading market positions in Norway.
The business area has:

- A diversified business/revenues mix (products and customers)
- A sound mix of customer and trading activities
- Cost and capital-efficient operations

- Issuers
- Sellers
- Risk takers


| Markets | - |  | Investors |
| :--- | :--- | :--- | :--- |
| Markets | - |  | Buyers |
| Markets | - |  |  |

Through its diversified business and products, DnB NOR Markets is well positioned to capitalise on the Group's customer base and interest rate and currency positions.

Financial performance

| Financial performance |  |  |  |  |  | Jan. - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1 Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net interest income - ordinary operations | 291 | 282 | 239 | 289 | 352 | 812 | 420 |
| Interest on allocated capital ${ }^{1)}$ | 28 | 37 | 51 | 109 | 79 | 116 | 196 |
| Net interest income | 319 | 320 | 290 | 398 | 431 | 928 | 616 |
| Net other operating income | 1256 | 1428 | 2372 | 2127 | 1442 | 5056 | 2544 |
| Total income | 1575 | 1748 | 2662 | 2525 | 1873 | 5984 | 3160 |
| Operating expenses | 455 | 470 | 528 | 527 | 426 | 1454 | 1223 |
| Pre-tax operating profit before write-downs | 1120 | 1277 | 2133 | 1998 | 1447 | 4531 | 1937 |
| Net gains on fixed and intangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Write-downs on loans and guarantees | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Pre-tax operating profit | 1120 | 1277 | 2133 | 1997 | 1447 | 4531 | 1937 |
|  |  |  |  |  |  |  |  |
| Cost/income ratio (\%) | 28.9 | 26.9 | 19.9 | 20.9 | 22.8 | 24.3 | 38.7 |
| Return on allocated capital, annualised (\%) | 58.2 | 67.1 | 113.3 | 80.3 | 85.1 | 79.3 | 45.1 |

1) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly.

## Comments to the financial performance in the third quarter of 2009

- DnB NOR Markets achieved healthy profits in the third quarter of 2009 and total customerrelated income increased by 2 per cent. Income from market making and other proprietary trading continued high, but declined compared with the third quarter of 2008. Total revenues thus decreased to NOK 1575 million in the third quarter of 2009, from NOK 1873 million in the year-earlier period.
- Income from customer business was NOK 715 million, up NOK 13 million from the yearearlier period. Due to lower level of economic activity, there was less demand for currency, interest rate and commodity hedging products.
- There was a marked increase in income from fixed income sales. Income from equities and equity derivatives sales remained at a satisfactory level due to DnB NOR Markets' higher share of total trading volume. A higher level of activity within share issues and mergers and acquisitions boosted income for Corporate Finance. DnB NOR Markets acted as global coordinator and joint bookrunner for the rights issue of REC. In Asia, DnB NOR Markets received the Leasing Deal of the Year Award presented by the Marine Money magazine.
- The Global Custodian magazine ranked DnB NOR as the best provider of custody services for international clients in the Norwegian market.
- Income from market making/trading totalled NOK 832 million, down NOK 260 million compared with third quarter of 2008 . The decline reflects a normalisation of the market situation.
- The credit quality of the liquidity bond portfolio remains high.


## Products and services

- Currency, interest rate and commodity derivatives.
- Securities and other investment products.
- Debt and equity financing in capital markets, as well as merger and acquisition and other advisory and corporate finance services.
- Custodial and other securities services.

I ncome distribution


## Revenues within various segments

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| FX, interest rate and commodity derivatives | 281 | 584 | 488 | 724 | 381 | 1354 | 1213 |
| Investment products | 218 | 228 | 185 | 176 | 105 | 631 | 398 |
| Corporate finance | 173 | 136 | 131 | 142 | 144 | 440 | 501 |
| Securities services | 43 | 49 | 41 | 73 | 71 | 133 | 260 |
| Total customer revenues | 715 | 997 | 846 | 1115 | 702 | 2557 | 2372 |
| Changes in credit spreads | - | - | - | - | - | - | (1 333) |
| Other market making/trading revenues | 832 | 714 | 1766 | 1301 | 1092 | 3311 | 1925 |
| Total trading revenues | 832 | 714 | 1766 | 1301 | 1092 | 3311 | 592 |
| Interest income on allocated capital | 28 | 37 | 51 | 109 | 79 | 116 | 196 |
| Total income | 1575 | 1748 | 2662 | 2525 | 1873 | 5984 | 3160 |


| Amounts in NOK million | 2008 | 2007 | 2006 | 2005 | 2004 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| FX, interest rate and commodity derivatives | 1936 | 1332 | 1044 | 970 | 876 |
| Investment products | 574 | 705 | 851 | 797 | 530 |
| Corporate finance | 643 | 828 | 695 | 387 | 209 |
| Securities services | 333 | 388 | 316 | 237 | 193 |
| Total customer revenues | 3486 | 3253 | 2907 | 2392 | 1808 |
| Changes in credit spreads | $(1333)$ | $(1253)$ | $(9)$ | 7 | 67 |
| Other market making/trading revenues | 3226 | 1100 | 916 | 569 | 600 |
| Total trading revenues | 1893 | $(153)$ | 906 | 576 | 667 |
| Interest income on allocated capital | 305 | 117 | 59 | 47 | 41 |
| Total income | 5685 | 3217 | 3872 | 3015 | 2516 |

## Distribution and cooperation with other entities

Maintaining a broad distribution network and effective cooperation with other business areas within the Group is a key priority for DnB NOR Markets. Customers are served through:

- Central units located in Oslo.
- International offices (Stockholm, London, New York, Houston, Singapore and Shanghai) and 13 regional offices in Norway. DnB NOR Markets has established a separate unit for equities sales in Singapore in the third quarter of 2009 to complement the existing equity research unit.
- The Internet and other electronic channels.


## Customers and market shares

- In spite of intensifying competition, DnB NOR Markets maintained its leading market position in Norway within foreign exchange and interest rate activities and was also manager for the greatest number of Norwegian kroner bond and commercial paper issues in NOK in the domestic market in the third quarter of 2009 (Source: Stamdata, Bloomberg and DnB NOR Markets).
- The largest brokerage house on Oslo Børs with respect to equities and fixed income securities in the secondary market in the third quarter of 2009.
- Leading within domestic securities services (Source: Norwegian Central Securities Depository).
- 53.5 per cent of limited companies use DnB NOR Markets as registrar in the Norwegian Central Securities Depository (Source: Norwegian Central Securities Depository).


## Employees

DnB NOR Markets staff located in offices in Norway and abroad represents 661 full-time positions.

Daily revenue statistics

|  | Third quarter |  | Full year |  |
| :--- | ---: | ---: | ---: | ---: |
| Amounts in NOK thousand | 2009 | 2008 | 2008 | 2007 |
| Minimum | $(57307)$ | $(95226)$ | $(369269)$ | $(37813)$ |
| Maximum | 130919 | 385922 | 942453 | 74178 |
| Average | 23543 | 27161 | 20691 | 11969 |
| Loss days | 8 | 11 | 82 | 55 |
| Gain days | 58 | 55 | 178 | 204 |

## Daily revenue distribution in the third quarter of 2009

Number of days


## Total income

| Amounts in NOK million | 3Q09 |
| :---: | :---: |
| Total daily revenues | 1547 |
| Interest on allocated capital | 28 |
| Total income | 1575 |

## Risk profile

DnB NOR Markets has a moderate risk profile. Customer activities represent the main business. Trading activities support customer activities with products and prices, with focus on Norwegian kroner products.

## Value-at-Risk ${ }^{1)}$

Market risk arises as a consequence of open positions in foreign exchange, interest rates and equities. The risk is linked to variations in financial results due to fluctuations in market prices or exchange rates. Value-at-risk has decreased during 2009.

|  | 30 Sept. 2009 | Third quarter 2009 |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Amounts in NOK thousand | Actual | Average | Maximum |
| Currency risk | 24560 | 34414 | 50340 | 23882 |
| Interest rate risk | 25070 | 26786 | 36820 | 16700 |
| Equities | 589 | 605 | 1814 | 23 |
| Diversification effects ${ }^{2)}$ | $(21310)$ | $(21287)$ |  |  |
| Total | 28909 | 40518 |  |  |

[^8]
## I nterest rate sensitivity

The value of financial investments recorded on and off the balance sheet is affected by interest rate movements. The table below shows potential losses for DnB NOR resulting from parallel one percentage point changes in all interest rates. The calculations are based on a hypothetical situation where interest rate movements in all currencies are unfavourable for DnB NOR relative to the Group's positions. Also, all interest rate movements within the same interval are assumed to be unfavourable for the Group. The calculations are based on the Group's positions as at 30 September 2009 and market rates at the same date.

## Potential losses for DnB NOR resulting from parallel one percentage point changes in all interest rates

| Amounts in NOK million | Up to 1 month | From 1 month to 3 months | From 3 months to 1 year | From <br> 1 year to 5 years | More than 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trading portfolio |  |  |  |  |  |  |
| NOK | 34 | 10 | 178 | 327 | 128 | 65 |
| USD | 15 | 74 | 60 | 1 | 5 | 22 |
| EURO | 0 | 14 | 49 | 10 | 18 | 34 |
| GBP | 2 | 3 | 5 | 1 | 1 | 2 |
| Other currencies | 18 | 35 | 108 | 18 | 12 | 94 |
| Banking portfolio |  |  |  |  |  |  |
| NOK | 123 | 41 | 16 | 69 | 56 | 53 |
| EURO | 0 | 0 | 9 | 9 | 0 | 0 |
| Total |  |  |  |  |  |  |
| NOK | 89 | 51 | 162 | 395 | 183 | 12 |
| USD | 15 | 74 | 60 | 1 | 5 | 22 |
| EURO | 0 | 14 | 40 | 1 | 18 | 34 |
| GBP | 2 | 3 | 5 | 1 | 1 | 2 |
| Other currencies | 18 | 35 | 108 | 18 | 12 | 94 |

## Life and Asset Management

Operations in Vital Forsikring ASA and DnB NOR Kapitalforvaltning Holding AS, both with subsidiaries, form one business area, "Life and Asset Management" headed by Tom Rathke, managing director of Vital Forsikring. The merger of DnB NOR Asset Management and Vital into one business area have strengthened initiatives related to long-term savings across the Group.

Life and Asset Management is responsible for life insurance, pension savings and asset management operations and aspires to be the most attractive provider of these services in the Norwegian market. An important instrument in achieving this position is to develop a customeroriented and cost-effective organisation with strong distribution power. Life and Asset Management will focus on profitable growth while ensuring competitive returns for the owner and customers.

Financial performance

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Total income ${ }^{1)}$ | 897 | 919 | 823 | 1118 | 536 | 2639 | 1784 |
| Operating expenses | 539 | 594 | 520 | 445 | 600 | 1653 | 1709 |
| Pre-tax operating profit | 358 | 325 | 303 | 673 | (64) | 986 | 75 |
| Taxes | 114 | 283 | 235 | 452 | 4 | 630 | 40 |
| Operating profit | 244 | 42 | 68 | 221 | (68) | 356 | 35 |
|  |  |  |  |  |  |  |  |
| Assets under management (NOK billion) ${ }^{2)}$ | 474 | 516 | 506 | 533 | 530 | 474 | 530 |
| Return on allocated capital, annualised (\%) ${ }^{3)}$ | 10.9 | 1.9 | 3.2 | 10.4 | (3.6) | 5.4 | 0.6 |
| Cost/income ratio (\%) | 60.1 | 64.7 | 63.2 | 39.8 | 112.0 | 62.6 | 95.8 |
| Number of full-time positions at end of period *) | 1074 | 1095 | 1122 | 1169 | 1193 | 1074 | 1193 |
| *) of which Vital of which DnB NOR Asset Management | 829 | 843 | 859 | 882 | 898 | 829 | 898 |
|  | 244 | 252 | 262 | 287 | 295 | 244 | 295 |
| 1) Total income includes interest on allocated capital. The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly. |  |  |  |  |  |  |  |
| 2) Assets at end of period. |  |  |  |  |  |  |  |
| 3) The return is calculated on the basis of internal mea | of risk- | ted capi |  |  |  |  |  |

## Comments to the financial performance in the third quarter of 2009

Life and Asset Management recorded pre-tax operating profits of NOK 358 million in the third quarter of 2009, which represented an increase of NOK 422 million from the year-earlier period. Vital accounted for NOK 317 million and DnB NOR Asset Management for NOK 41 million, including interest on allocated capital.

Allocated capital is lower than the companies' recorded equity. Profits of NOK 320 million and NOK 43 million, respectively, were recorded for Vital and DnB NOR Asset Management in the Group's third quarter accounts. Descriptions of the financial performance of Vital and DnB NOR Asset Management are divided into two separate sections below.

## Vital

Vital offers group pension schemes to businesses and the public sector, the most important products being defined-benefit and defined-contribution occupational pension schemes. Vital also offers Employer's Liability Insurance to the corporate market. In the retail market, long-term savings alternatives are offered in the form of individual savings products with guaranteed rates of return and products with a choice of investment profile.

Vital comprises Vital Forsikring ASA including subsidiaries. Vital Forsikring provides both products with guaranteed returns and products with a choice of investment profile. Tom Rathke is managing director of Vital Forsikring and group executive vice president in DnB NOR.

Vital aims to be Norway's strongest provider of pension savings. Vital seeks continued growth within the company's business segments and aims to deliver competitive results to its policyholders and owner. Devoting further efforts to improving cost efficiency, providing top-quality advisory services, maintaining high levels of service and customer relationship management exploiting the DnB NOR Group distribution network and customer base, and serving as an attractive entry portal for customers into the DnB NOR Group will be instrumental in reaching these targets.

Financial results
Vital Forsikring ASA including subsidiaries is fully consolidated in the DnB NOR Group's accounts.

## Financial performance

| Financial performance |  |  |  |  |  | Jan. - | ept. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net result from equities | 1202 | 491 | (587) | 561 | (1915) | 1106 | (7909) |
| Net result from other asset classes *) | 2199 | 1764 | 2106 | 3356 | 1720 | 6069 | 4403 |
| Value-adjusted financial result ${ }^{1 / 2)}$ | 3401 | 2255 | 1519 | 3917 | (195) | 7175 | (3 506) |
| Guaranteed return on policyholders' funds | 1625 | 1580 | 1591 | 1484 | 1632 | 4796 | 4892 |
| Financial result after guaranteed returns | 1776 | 674 | (72) | 2432 | (1 827) | 2379 | $(8398)$ |
| + From securities adjustment reserve | (781) | 92 | 0 | 0 | 0 | (689) | 3342 |
| Recorded interest result before the application of/ (transfers to) additional allocations (note 1) | 996 | 766 | (72) | 2432 | (1 827) | 1690 | (5055) |
| Application of/(transfers to) additional allocations (note 2) | (8) | (181) | 189 | (1727) | 1649 | 0 | 4720 |
| Recorded interest result | 988 | 585 | 117 | 705 | (178) | 1690 | (336) |
| Risk result (note 3) ${ }^{* *)}$ | 13 | 66 | 84 | (135) | 100 | 162 | 271 |
| Administration result (note 4) | (9) | (73) | (28) | (34) | (47) | (110) | (109) |
| Profit on risk and guaranteed rate of return | 128 | 118 | 119 | 116 | 106 | 364 | 321 |
| Transferred from security reserve | (9) | (1) | (14) | (61) | (18) | (25) | (7) |
| Profit for distribution in Vital | 1110 | 694 | 278 | 592 | (37) | 2082 | 141 |
| Allocations to policyholders, products with guaranteed returns | 789 | 395 | 47 | (4) | 9 | 1230 | 93 |
| + Reversal of goodwill amortisation/ write-downs | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit in Vital | 320 | 300 | 232 | 596 | (45) | 852 | 48 |
| Tax charge | 102 | 278 | 216 | 427 | 0 | 596 | 0 |
| Profit from Vital | 219 | 21 | 16 | 170 | (45) | 256 | 48 |
| *) Of which property revaluation ${ }^{3)}$ | (276) | (340) | (276) | (1 232) | (302) | (892) | (1 163) |
| **) Of which provisions for higher life expectancy ${ }^{4)}$ | (45) | (44) | (44) | - | - | (133) | - |

1) Before changes in unrealised gains on long-term securities.
2) See table below. For developments in the asset mix and return on assets from products with guaranteed returns, see tables on pages 79 and 73 .
3) Changes in the value of directly owned properties, Vital Eiendomsfond and properties owned through joint ventures. The total value of investment properties was NOK 32719 million as at 30 September 2009.
4) In the annual report for 2008, the required increase in premium reserves within individual pension insurance and group association insurance is estimated at NOK 2 billion. In accordance with Section 9-25 of the Insurance Act, Vital has applied to Kredittilsynet for permission to use a ten-year escalation period. The application is under consideration by Kredittilsynet. As at 30 September 2009, allocations of NOK 133 million had been made in accordance with the escalation plan.

Note 1-4: see page 76 for a table that specifies Vital's various profit and loss items included in the DnB NOR Group's income statement.

## Comments to the financial performance in the third quarter of 2009

- Pre-tax operating profits were NOK 320 million.
- The value-adjusted and recorded returns were 1.6 and 1.3 per cent respectively for the common portfolio.
- The value-adjusted return in the corporate portfolio was 1.1 per cent.
- Due to expectations of lower future rental income from office premises, the value of properties was written down by NOK 892 million as at 30 September 2009, of which NOK 276 million referred to the third quarter.
- There was a net inflow of transfers and growth in the public sector.
- Total assets have increased by NOK 5.0 billion since year-end 2008.
- The capital adequacy ratio was 10.7 per cent.
- Sound solvency position, with total solvency capital of NOK 20.0 billion and a solvency margin of 57 per cent.
- The securities adjustment reserve totalled NOK 689 million.
- 32.4 per cent market share of total policyholders' funds at end-June 2009.


## Result

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q08 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Profit on risk and guaranteed rate of return | 128 | 118 | 119 | 116 | 106 | 364 | 321 |
| Return on corporate portfolio | 114 | 169 | 115 | 229 | 33 | 398 | 261 |
| Owner's share of risk result, common portfolio ${ }^{1)}$ | 12 | 43 | 29 | (107) | 57 | 83 | 157 |
| Income based on new regulations | 254 | 329 | 262 | 238 | 196 | 846 | 739 |
| Inadequate additional allocations: |  |  |  |  |  |  |  |
| Previously established individual products |  | 0 | 0 | 5 | (42) |  | (42) |
| Paid-up policies | 2 | 2 | (5) | (13) | (25) |  | (35) |
| Common portfolio with low risk |  |  |  | 8 | (8) |  | (8) |
| Common portfolio with moderate risk |  |  |  | 34 | (46) |  | (46) |
| Common portfolio with high risk |  |  |  | (14) | (4) |  | (4) |
| Total inadequate additional allocations ${ }^{2)}$ | 2 | 2 | (5) | 20 | (125) | 0 | (135) |
| Total negative return ${ }^{*}$ | 0 | 0 | 0 | 416 | (86) | 0 | (457) |
| Administration result, common portfolio ${ }^{3)}$ | 14 | 11 | 7 | 35 | 33 | 32 | 70 |
| Unit linked products | (19) | (73) | (32) | (86) | (99) | (124) | (178) |
| Risk products ${ }^{4)}$ | (5) | 10 | (1) | (26) | 1 | 4 | (27) |
| Other items | 75 | 19 |  | (2) | 35 | 94 | 37 |
| Pre-tax operating profit | 320 | 300 | 232 | 596 | (45) | 852 | 48 |

*) Negative return, of which the owner must cover on financial assets:

|  |  |  |  |  |  |  |  |  |  |  | J an. - Sept. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q08 |  | 2Q09 |  | 1Q09 |  | 4Q08 |  | 3Q08 |  | 2009 |  | 2008 |  |
|  | NOK million | Return in \% | NOK million | Return in \% | NOK million | Return in \% | NOK million | Return in \% | NOK million | Return in \% | NOK million | Return in \% | $\begin{gathered} \hline \text { NOK } \\ \text { million } \end{gathered}$ | Return in \% |
| Previously established individual products |  | 1.3\% |  | 1.2\% |  | 0.7\% | 36 | 2.2\% | (36) | (0.2\%) |  | 3.2\% | (36) | 0.0\% |
| Paid-up policies |  | 1.1\% |  | 1.1\% |  | 0.7\% | 145 | 1.6\% | 196 | 0.4\% |  | 2.9\% | (145) | (0.3\%) |
| Common portfolio with low risk |  | 1.0\% |  | 1.1\% |  | 0.7\% |  | 3.8\% |  | 0.6\% |  | 2.9\% | - | 1.5\% |
| Common portfolio with moderate risk |  | 1.4\% |  | 1.1\% |  | 0.7\% |  | 1.9\% |  | 0.0\% |  | 3.3\% | - | 0.3\% |
| Common portfolio with high risk |  | 1.9\% |  | 1.3\% |  | 0.7\% | 235 | 1.3\% | (246) | (1.5\%) |  | 3.9\% | (276) | (1.5\%) |
| Total negative return | - |  | - |  | - |  | 416 |  | (86) |  | - |  | (457) |  |

1) According to new regulations, 50 per cent of the positive risk result from the common portfolio may be allocated to the risk equalisation fund. The positive risk result for individual products and paid-up policies established previously will be allocated to the owner according to the profit sharing model, i.e. by 35 per cent and 20 per cent respectively. A negative result will be charged to the owner.
2) According to new regulations, additional allocations have been individualised. If the return on financial assets is between zero and the guaranteed rate of return, the owner must cover the difference if there are inadequate (or no) additional allocations in the portfolio.
3) According to new regulations, the administration result from the low, moderate and high-risk portfolios and from paid-up policies will be allocated to the owner. If the overall result for individual products established previously show a profit, the administration result will be divided between policyholders and the owner $(65 / 35)$. A negative result will be charged to the owner.
4) Includes Employer's Liability Insurance and group life insurance.

## Changes in property values from $2007{ }^{\text {1) }}$

| Amounts in NOK million |  |  |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 2008 | 2007 |
| Changes in property values | (276) | (340) | (276) | (3 201) | 6962 |
| Value changes resulting from restructuring |  |  |  | 806 |  |
| Net changes in property values | (276) | (340) | (276) | (2 395) | 6962 |

1) Changes in the value of directly owned properties, Vital Eiendomsfond and properties owned through joint ventures. The total value of investment properties was NOK 32719 million as at 30 September 2009.

## Tax charge in Vital after the introduction of the "exemption model" ${ }^{1)}$

| Amounts in NOK million | Jan. - Sept. 2009 | Full year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 | 2006 | 2005 | 2004 |
| Tax charge | 596 | 427 | (2074) | (771) | (331) | (78) |

1) With effect from the 2004 fiscal year, new rules were introduced for the taxation of dividends and income from shares for corporate shareholders, the so-called "exemption model". This model implies that as a rule, corporate shareholders will only be subject to a limited tax on dividends and income from shares etc. Correspondingly, there will be no tax deduction for losses upon the realisation of shares. Non-deductible losses in 2009 mainly related to properties owned through limited companies.

## Value-adjusted return on assets

| Per cent |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q 09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Return - common portfolio ${ }^{1)}$ |  |  |  |  |  |  |  |
| Financial assets |  |  |  |  |  |  |  |
| Norwegian equities | 15.6 | 23.9 | 2.3 | (21.1) | (26.3) | 45.1 | (28.8) |
| International equities ${ }^{2 /}$ | 13.8 | 17.2 | (10.3) | 4.0 | (1.1) | 28.1 | (13.3) |
| Norwegian bonds | 1.3 | 0.7 | 1.8 | 6.7 | 3.5 | 3.9 | 4.3 |
| International bonds | 4.5 | 1.6 | (0.7) | 10.1 | 2.3 | 6.0 | 2.1 |
| Money market instruments | 0.5 | 0.9 | 1.1 | 3.3 | 1.5 | 2.6 | 4.0 |
| Bonds held to maturity | 1.0 | 1.2 | 1.1 | 1.2 | 1.4 | 3.5 | 3.9 |
| Investment property | 0.4 | 0.4 | 0.1 | (2.0) | 0.2 | 1.0 | 0.3 |
| Value-adjusted return on assets $\mathbf{1}^{31}$ | 1.6 | 1.2 | 0.7 | 1.7 | (0.1) | 3.5 | (1.8) |
| Value-adjusted return on assets II ${ }^{4)}$ | 1.9 | 1.1 | 0.7 | 3.2 | 0.1 | 3.7 | (2.5) |
| Recorded return on assets ${ }^{5)}$ | 1.3 | 1.1 | 0.7 | 1.7 | (0.1) | 3.2 | (0.1) |
| Value-adjusted return on assets I, annualised ${ }^{3)}$ | 0.9 | 0.9 | 3.0 | 6.9 | (0.3) | 4.7 | (2.4) |
| Value-adjusted return on assets II, annualised ${ }^{4)}$ | 1.5 | 0.7 | 2.8 | 10.3 | 0.2 | 5.0 | (3.3) |
| Return - corporate portfolio |  |  |  |  |  |  |  |
| Value-adjusted return on assets $\\|^{3)}$ | 1.1 | 1.6 | 1.3 | 2.6 | 0.7 | 4.0 | 3.3 |

[^9]Returns in the sub-portfolios as at 30 September 2009


1) The equity exposure includes financial derivatives and exposure in private equity, hedge funds and property funds.

## Premium income

|  |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Total premiums due ${ }^{\text {1) } 2 \text { ) }}$ | 3960 | 2731 | 6785 | 3640 | 4406 | 13476 | 13592 |
| Inflow of reserves | 1097 | 596 | 1435 | 26 | 248 | 3128 | 3486 |
| Outflow of reserves | 1097 | 591 | 1484 | 661 | 826 | 3172 | 2719 |
| Net premiums paid | 3960 | 2736 | 6737 | 3005 | 3828 | 13432 | 14359 |
| Outflow of reserves | 1097 | 591 | 1484 | 661 | 826 | 3172 | 2719 |
| Total premium income | 5057 | 3327 | 8220 | 3666 | 4654 | 16604 | 17078 |
| 1) Of which group pensions - defined benefit | 2443 | 1120 | 4884 | 1811 | 2942 | 8446 | 8690 |
| 2) Of which group pensions - defined contribution | 660 | 580 | 738 | 718 | 716 | 1979 | 1667 |

## Key figures

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3 Q 08 | 2009 | 2008 |
| Solvency capital ${ }^{1)}$ | 20030 | 17744 | 16734 | 16953 | 12444 | 20030 | 12444 |
| Return on allocated capital, annualised ${ }^{2)}$ | 10.3 | 0.8 | 0.4 | 7.9 | (4.5) | 3.9 | (1.3) |
| Expenses in per cent of insurance provisions ${ }^{3)}$ | 0.86 | 0.97 | 0.89 | 0.92 | 0.95 | 1.36 | 0.95 |

1) For the composition of solvency capital, see table on page 81.
2) The return is calculated on the basis of internal measurement of risk-adjusted capital.
3) The figures are annualised.

## ( ncome statement ${ }^{1)}$

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Amounts in NOK million} \& \& \& \& \& \& \multicolumn{2}{|l|}{Jan. - Sept.} \\
\hline \& 3Q09 \& 2Q09 \& 1 Q 09 \& 4Q08 \& 3Q08 \& 2009 \& 2008 \\
\hline \begin{tabular}{l}
Total interest income \\
Total interest expenses
\end{tabular} \& \& \& \& \& \& \& \\
\hline \multicolumn{8}{|l|}{Net interest income} \\
\hline \begin{tabular}{l}
Commissions and fees receivable etc. (note 4) \\
Commissions and fees payable etc. (note 4) \\
Net gains on financial instruments at fair value \\
Net gains on assets in Vital (note 1) *) \\
Guaranteed returns and allocations to policyholders in Vital (note 2) \\
Premium income etc. included in the risk result in Vital (note 3) \\
Insurance claims etc. included in the risk result in Vital (note 3) \\
Premium income non-life insurance \\
Insurance claims etc. non-life insurance \\
Profit from companies accounted for by the equity method \\
Other income
\end{tabular} \& 568
87
4487
4295
1187
1177 \& 543
82
3607
3418
1169
1101 \& 545
87
12257
1201
1180
1096 \& \[
\begin{aligned}
\& 551 \\
\& 132 \\
\& \\
\& 2288 \\
\& 1641 \\
\& 1177 \\
\& 1312
\end{aligned}
\] \& 551
77
\((1798)\)
\((1596)\)
1227
1127 \& 1656
256

9350
8915
3536

3374 \& $$
\begin{array}{r}
1686 \\
324 \\
\\
\binom{3}{101} \\
(2667) \\
3366 \\
3095
\end{array}
$$ <br>

\hline Net other operating income \& 684 \& 717 \& 597 \& 933 \& 371 \& 1998 \& 1199 <br>
\hline Total income \& 684 \& 717 \& 597 \& 933 \& 371 \& 1998 \& 1199 <br>

\hline | Salaries and other personnel expenses |
| :--- |
| Other expenses |
| Depreciation and write-downs of fixed and intangible assets | \& \[

$$
\begin{array}{r}
185 \\
155 \\
24 \\
\hline
\end{array}
$$
\] \& 173

221
24 \& 180
161

24 \& $$
\begin{aligned}
& 178 \\
& 173 \\
& (15) \\
& \hline
\end{aligned}
$$ \& \[

$$
\begin{array}{r}
168 \\
181 \\
68 \\
\hline
\end{array}
$$
\] \& 537

537
72 \& 537
509
105 <br>
\hline Total operating expenses (note 4) \& 363 \& 418 \& 365 \& 336 \& 416 \& 1146 \& 1150 <br>

\hline \multicolumn{8}{|l|}{| Net gains on fixed and intangible assets |
| :--- |
| Write-downs on loans and guarantees |} <br>


\hline | Pre-tax operating profit |
| :--- |
| Taxes |
| Profit from discontinuing operations after taxes | \& 320

102 \& 300
278 \& 232
216 \& 596

427 \& $$
\begin{gathered}
(45) \\
0
\end{gathered}
$$ \& 852

596 \& 48 <br>
\hline Profit for the period ${ }^{2 /}$ \& 219 \& 21 \& 16 \& 170 \& (45) \& 256 \& 48 <br>
\hline
\end{tabular}

*) Of which

| Net gains on assets, corporate portfolio | 115 | 171 | 116 | 754 | $(489)$ | 402 | $(261)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net gains on assets, common portfolio | 2494 | 2164 | 1390 | 3118 | 287 | 6048 | 96 |
| Net gains on assets, investment choice portfolio | 1878 | 1272 | $(249)$ | $(1584)$ | $(1596)$ | 2900 | $(2936)$ |
| Net gains on assets in Vital | 4487 | 3607 | 1257 | 2288 | $(1798)$ | 9350 | $(3101)$ |

1) The figures encompass Vital Forsikring ASA including subsidiaries as included in the DnB NOR Group accounts before eliminations for intra-group transactions and balances
2) For a detailed statement of financial performance, see page 71.

Note 1-4: In the table on the next page, the items marked in grey indicate Vital's various profit and loss items included in the DnB NOR Group's income statement.

In the table below, the items marked in grey indicate Vital's various profit and loss items included in the DnB NOR Group's income statement.

| Note 1 |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Interest result ${ }^{1)}$ | 996 | 766 | (72) | 2432 | (1827) | 1690 | (5055) |
| + Guaranteed returns to policyholders | 1625 | 1580 | 1591 | 1484 | 1632 | 4796 | 4892 |
| + Allocations to policyholders, products with a choice of investment profile | 1875 | 1262 | (248) | $(1567)$ | $(1586)$ | 2889 | (2931) |
| + Transferred from security reserve in Vital | (9) | (1) | (14) | (61) | (18) | (25) | (7) |
| + Other items recorded as net gains on financial instruments, including reclassifications | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net gains on assets in Vital | 4487 | 3607 | 1257 | 2288 | (1798) | 9350 | $(3101)$ |

## Note 2

| Application of/(transfers to) additional allocations, products with guaranteed returns | (8) | (181) | 189 | $(1727)$ | 1649 | 0 | 4720 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allocations to policyholders, products with guaranteed returns | 789 | 395 | 47 | (4) | 9 | 1230 | 93 |
| Allocations to policyholders, products with a choice of investment profile | 1875 | 1262 | (248) | (1 567) | (1586) | 2889 | (2931) |
| Total allocations to policyholders | 2671 | 1837 | (390) | 156 | (3 227) | 4119 | (7559) |
| Guaranteed return on policyholders' funds | 1625 | 1580 | 1591 | 1484 | 1632 | 4796 | 4892 |
| Guaranteed returns and allocations to policyholders in Vital | 4295 | 3418 | 1201 | 1641 | (1 596) | 8915 | $(2667)$ |


| Net financial result in Vital | 191 | 189 | 57 | 648 | (203) | 436 | (434) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

## Note 3

| Premium income etc. included in the risk result in Vital | 1187 | 1169 | 1180 | 1177 | 1227 | 3536 | 3366 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Insurance claims etc. included in the risk result in Vital | 1177 | 1101 | 1096 | 1312 | 1127 | 3374 | 3095 |
| Total risk result in Vital | 11 | 66 | 84 | (135) | 100 | 162 | 271 |


| Note $\mathbf{4}$ |
| :--- |
| Administration result Vital |
| Profit element for risk and Vital's interst rate guarantee |
| Administration result including profit for risk and guaranteed rate of return |
| Commissions and fees receivable |
| Commissions and fees payable |
| Operating expenses |

1) Before changes in unrealised gains.

I ncome in Vital from the owner's perspective

|  |  |  |  |  |  | Jan. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amounts in NOK million | 3Q09 | 2Q09 | 1 Q 09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Interest result not covered by additional allocations, common portfolio | 0 | 0 | 0 | 243 | (304) | 0 | (334) |
| Owner's share of risk result, common portfolio | 11 | 70 | 3 | (23) | 46 | 83 | 120 |
| Owner's share of administration result, common portfolio | 21 | 11 | 0 | 15 | 8 | 32 | 25 |
| Profit on risk and guaranteed rate of return | 128 | 118 | 119 | 116 | 106 | 364 | 321 |
| Contribution from portfolios subject to profit sharing | 70 | (4) | 28 | 121 | 163 | 94 | (136) |
| Owner's share of profits, common portfolio | 230 | 194 | 150 | 472 | 20 | 574 | (4) |
| Income from the corporate portfolio | 114 | 169 | 115 | 232 | 32 | 398 | 258 |
| Profits from the investment choice portfolio and risk products | (24) | (62) | (33) | (108) | (98) | (120) | (206) |
| Pre-tax operating profit | 320 | 300 | 232 | 596 | (45) | 852 | 48 |

## The owner's share of the net financial and risk result from Vital ${ }^{1)}$

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net gains on assets in Vital | 4487 | 3607 | 1257 | 2288 | (1798) | 9350 | $(3101)$ |
| Guaranteed returns and allocations to policyholders in Vital | 4295 | 3418 | 1201 | 1641 | (1 596) | 8915 | ( 2667 ) |
| Premium income etc. included in the risk result in Vital | 1187 | 1169 | 1180 | 1177 | 1227 | 3536 | 3366 |
| Insurance claims etc. included in the risk result in Vital | 1177 | 1101 | 1096 | 1312 | 1127 | 3374 | 3095 |
| Net financial and risk result in Vital | 202 | 256 | 139 | 513 | (103) | 598 | (163) |
| Eliminations in the group accounts | 25 | (28) | 9 | 32 | 32 | 5 | 80 |
| Net financial and risk result from Vital | 227 | 228 | 148 | 545 | (71) | 603 | (83) |

1) For a specification of net other operating income in the DnB NOR Group, see page 23.

## Extracts from balance sheets ${ }^{\mathbf{1 )}}$

| Amounts in NOK million | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} \hline 30 \text { June } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline 31 \text { March } \\ 2009 \end{array}$ | $\begin{array}{r} \hline 31 \text { Dec. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total liabilities, products with guaranteed returns | 191423 | 189047 | 187994 | 184791 | 183595 | 191626 |
| of which group pensions - defined benefit | 135144 | 132899 | 132826 | 129769 | 131211 | 127425 |
| Insurance liabilities, products with a choice of investment profile | 20044 | 18031 | 16448 | 16454 | 17330 | 19868 |
| of which group pensions - defined contribution | 7535 | 6600 | 5372 | 5012 | 4520 | 3665 |

[^10]Balance sheets ${ }^{\text {1) }}{ }^{2)}$

| Amounts in NOK million | $\begin{array}{r} 30 \text { Sept. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { Sept. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and deposits with central banks |  |  |  |  |  |  |
| Lending to and deposits with credit institutions | 4064 | 4987 | 3136 | 6723 | 10335 | 12152 |
| Lending to customers | 2892 | 3177 | 3151 | 2623 | 2027 |  |
| Commercial paper and bonds | 57127 | 67514 | 68940 | 72841 | 58358 | 46620 |
| Shareholdings | 37794 | 28099 | 25764 | 26964 | 37952 | 55802 |
| Financial assets, customers bearing the risk | 20044 | 18031 | 16448 | 16454 | 17330 | 19868 |
| Financial derivatives | 3092 | 3645 | 4927 | 5644 | 4952 | 1488 |
| Commercial paper and bonds, held to maturity | 68912 | 66717 | 64740 | 57089 | 53330 | 59641 |
| Investment property ${ }^{3)}$ | 32719 | 31632 | 31473 | 32392 | 32620 | 32908 |
| Investments in associated companies | 19 | 19 | 19 | 19 | 19 | 19 |
| Intangible assets | 278 | 274 | 260 | 243 | 219 | 184 |
| Deferred tax assets |  |  |  |  |  | 1164 |
| Fixed assets | 39 | 42 | 42 | 45 | 36 | 46 |
| Discontinuing operations |  |  |  |  |  |  |
| Other assets | 2095 | 2660 | 4204 | 3093 | 3927 | 2688 |
| Total assets | 229075 | 226796 | 223103 | 224129 | 221104 | 232579 |
| Loans and deposits from credit institutions |  |  |  |  |  |  |
| Deposits from customers |  |  |  |  |  |  |
| Financial derivatives | 2505 | 4145 | 3980 | 7950 | 3518 | 1010 |
| Securities issued |  |  |  |  |  |  |
| Insurance liabilities, customers bearing the risk | 20044 | 18031 | 16448 | 16454 | 17330 | 19868 |
| Liabilities to life insurance policyholders | 191423 | 189047 | 187994 | 184791 | 183595 | 191626 |
| Payable taxes | 599 | 191 | 157 | 28 |  |  |
| Deferred taxes | 584 | 890 | 667 | 584 | 644 |  |
| Other liabilities | 2330 | 3069 | 2386 | 2851 | 4771 | 6030 |
| Provisions | 157 | 157 | 157 | 157 | 154 | 154 |
| Subordinated loan capital | 2491 | 2543 | 2559 | 2575 | 2522 | 2500 |
| Total liabilities | 220134 | 218073 | 214347 | 215389 | 212534 | 221188 |
| Minority interests |  |  |  |  |  |  |
| Share capital | 1321 | 1321 | 1321 | 1321 | 1321 | 1321 |
| Other reserves and retained earnings | 7621 | 7403 | 7435 | 7420 | 7250 | 10070 |
| Total equity | 8942 | 8723 | 8756 | 8740 | 8571 | 11391 |
| Total liabilities and equity | 229075 | 226796 | 223103 | 224129 | 221104 | 232579 |

1) The figures encompass Vital Forsikring ASA including subsidiaries as included in the DnB NOR Group accounts before eliminations for intra-group transactions and balances.
2) New regulations were introduced for the life insurance industry in Norway as from 1 January 2008. The accounts for Vital for 2008 have been adapted to the new regulations. Figures for previous periods have not been restated.
3) The value of investment properties was written down by NOK 0.3 billion in the third quarter.

Balance sheet structure for the common portfolio ${ }^{\text {1) }}$


1) The figures represent net exposure after derivative contracts.
2) International equities include Vital's exposure in hedge funds, private equities and real estate funds.
3) Equity exposure per sub-portfolio in the common portfolio, see table on page 74.

## Products

- Group pension schemes to businesses, adapted to customer needs for defined-benefit and defined-contribution schemes. In addition, Vital offers Employer's Liability Insurance in the corporate market.
- Long-term savings alternatives in the form of individual pension agreements and annuities in the retail market.
- Products are offered with guaranteed returns or with a choice of investment profile.
- Risk products in both the corporate and individual markets.
- Savings products from other units in the DnB NOR Group, including mutual funds from DnB NOR Asset Management and equity-linked bonds from DnB NOR Markets.


## Organisation and markets

The business area is represented in most parts of Norway through sales offices and provides services through DnB NOR's and Postbanken's distribution networks and independent agents, as well as via the Internet.

Following an overall evaluation of Vital's strategy, which places primary focus on Norway, the company decided to wind up its operations in Sweden and the Baltic states in 2008. The process of finding a buyer for the portfolios in the relevant countries will continue.
Market shares in Norway

|  |  |  |  |
| :--- | ---: | ---: | ---: |
| Per cent | 30 June 2009 | 31 Dec. 2008 | 30 June 2008 |
| Of insurance funds including products with a choice of | 32.4 | 32.7 |  |
| investment profile | 41.4 | 42.0 | 33.4 |
| - Corporate market | 11.1 | 10.5 | 42.2 |
| - Public market | 54.2 | 54.1 | 10.8 |
| - Retail market |  | 52.9 |  |

Source: The Norwegian Financial Services Association (FNH) and DnB NOR

## New regulations

New regulations were introduced for the life insurance industry as from 1 January 2008. The objectives behind the new Insurance Act are threefold: a clearer distinction between policyholders' funds and company funds, a clearer division of risk between policyholders and the company and more transparent pricing of life insurance products.

Main issues of the new regulations are:

- Policyholders' funds are separated from the company's funds.
- Individual products established before 1 J anuary 2008 will be subject to the same profit sharing as earlier (maximum 35 per cent of the company's total risk result, administration result and interest result). Paid-up policies will be subject to modified profit sharing (maximum 20 per cent of the company's interest result).
- For corporate and municipal group pensions, all returns on capital in excess of the guaranteed rate of return are returned to the policyholders. The price of the guaranteed rate of return and profits of risk business and operations are fixed in advance. Any risk premium is either returned in its entirety to the policyholders, or the company may retain up to 50 per cent of profits as allocations to the risk equalisation fund. New individual contracts are treated in the same way.
- The regulations entail no changes for risk products and products with a choice of investment profile.
- According to the new regulations, the company may offer group pension products with investment choice.

In the longer term, the new regulations will have a positive effect on company earnings and make it easier to adapt products to meet customer needs.

## Employees

Vital gives priority to retaining and developing a high level of expertise within insurance products, management and other relevant areas of competence. At end-September 2009, Vital's staff included 829 permanent full-time positions and 178 temporary employees.

## Cooperation with other group entities

- By taking advantage of the strength of the DnB NOR Group's total distribution network, Vital is well positioned to enjoy continued market growth.
- Vital's growth in the retail market is not least due to the business area's extensive distribution network, where other business areas in the Group play a principal role.
- In the third quarter of 2009, other business areas accounted for 37.9 per cent of the sales of Vital's products in the retail market, compared with 35.9 per cent in the corresponding period of 2008.

Solvency capital ${ }^{1)}{ }^{2)}$ 3)

| Amounts in NOK million | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { March } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline 31 \text { Dec. } \\ 2008 \end{array}$ | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2008 \end{array}$ | $\begin{array}{r} \hline 31 \text { Dec. } \\ 2007 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interim profit, accumulated | 2082 | 973 | 89 | 0 | (4580) | 0 |
| Securities adjustment reserve | 689 | 92 | 0 | 0 | 0 | 3342 |
| Additional allocations | 5426 | 5445 | 5112 | 5341 | 8428 | 8632 |
| Security reserve | 115 | 108 | 111 | 97 | 76 | 255 |
| Equity | 8686 | 8686 | 8740 | 8740 | 8523 | 8363 |
| Subordinated loan capital and perpetual subordinated loan capital securities | 2491 | 2543 | 2559 | 2575 | 2522 | 2500 |
| Unrealised gains on long-term securities | 541 | (102) | 124 | 200 | (2525) | (1 304) |
| Solvency capital | 20030 | 17744 | 16734 | 16953 | 12444 | 21788 |
| Buffer capital ${ }^{4)}$ | 7841 | 7978 | 8148 | 8274 | 6141 | 13785 |

1) According to prevailing regulations for the statutory accounts of life insurance companies.
2) The table above shows the composition of and development in solvency capital. All these elements, with the exception of part of the security reserve, can be used to meet the guaranteed rate of return on policyholders' funds.
3) New regulations were introduced for the life insurance industry in Norway as from 1 January 2008. The accounts for Vital for 2008 have been adapted to the new regulations. Figures for previous periods have not been restated.
4) Buffer capital represents the sum of equity in excess of the minimum statutory capital requirement, interim profits, additional allocations and the securities adjustment reserve.

## Capital adequacy and solvency margin capital ${ }^{1)^{2}}$

| Amounts in NOK million | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2009 \end{array}$ | $\begin{array}{r} 30 \text { J une } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline 31 \text { March } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2008 \end{array}$ | $\begin{array}{r} \hline 30 \text { Sept. } \\ 2008 \end{array}$ | $\begin{array}{r} 31 \text { Dec. } \\ 2007 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital adequacy ${ }^{3}$ |  |  |  |  |  |  |
| Total eligible primary capital | 10138 | 10172 | 10393 | 10398 | 10389 | 10531 |
| Capital adequacy ratio (\%) | 10.7 | 11.8 | 12.4 | 12.3 | 10.8 | 9.7 |
| Core capital | 8272 | 8254 | 8289 | 8277 | 8269 | 8266 |
| Core capital (\%) | 8.7 | 9.6 | 9.9 | 9.8 | 8.6 | 7.6 |
| Risk-weighted assets | 94903 | 86016 | 83904 | 84608 | 96468 | 109044 |
| Solvency margin capital ${ }^{4}$ |  |  |  |  |  |  |
| Solvency margin capital | 12975 | 13022 | 13167 | 13202 | 12347 | 14958 |
| Solvency margin capital exceeding minimum requirement | 4714 | 4819 | 5047 | 5054 | 4485 | 7448 |
| Solvency margin capital in per cent of solvency margin capital requirement (\%) | 157 | 159 | 162 | 162 | 157 | 199 |

1) Prepared in accordance with prevailing regulations for life insurance companies. New regulations are expected upon the introduction of Solvency II.
2) New regulations were introduced for the life insurance industry in Norway as from 1 January 2008. The accounts for Vital for 2008 have been adapted to the new regulations. Figures for previous periods have not been restated.
3) Capital adequacy regulations regulate the relationship between the company's primary capital and the investment exposure on the asset side of the balance sheet. Life insurance companies are subject to a minimum capital adequacy requirement of 8 per cent.
4) Solvency margin capital is measured against the solvency margin requirement, which is linked to the company's insurance commitments on the liabilities side of the balance sheet. The solvency margin requirements for Norwegian life insurance companies are subject to regulations on the calculation of solvency capital requirements and solvency margin capital, as laid down by the Ministry of Finance on 19 May 1995.

## DnB NOR Asset Management

DnB NOR Asset Management provides mutual funds and discretionary portfolio management services to Norwegian and other Nordic corporate clients, the public sector, private pension funds and retail clients. Torkild Varran is head of DnB NOR Asset Management.

DnB NOR Asset Management seeks to provide first-class returns on customer funds within the preferred risk profile and investment horizon. DnB NOR aspires to be the leading asset manager for clients in the Nordic region, providing sound long-term returns and a high level of service based on a thorough understanding of customer needs.

## Financial performance

| Amounts in NOK million |  |  |  |  | 3Q08 | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1Q09 | 4Q08 |  | 2009 | 2008 |
| Net interest income - ordinary operations | (1) | (8) | (7) | (3) | 2 | (16) | 8 |
| Interest on allocated capital ${ }^{1)}$ | 3 | 4 | 6 | 10 | 11 | 13 | 31 |
| Net interest income | 2 | (4) | (1) | 7 | 12 | (3) | 40 |
| Net commission income |  |  |  |  |  |  |  |
| - from retail customers | 76 | 67 | 53 | 37 | 61 | 196 | 243 |
| - from institutional clients | 138 | 140 | 119 | 143 | 125 | 397 | 410 |
| Other income | 1 | 3 | 65 | 14 | (2) | 68 | 9 |
| Total income | 217 | 207 | 235 | 200 | 197 | 659 | 703 |
| Operating expenses | 176 | 176 | 155 | 108 | 184 | 508 | 558 |
| Pre-tax operating profit before write-downs | 41 | 30 | 80 | 92 | 13 | 151 | 144 |
| Net gains on fixed and intangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pre-tax operating profit | 41 | 30 | 80 | 92 | 13 | 151 | 144 |
|  |  |  |  |  |  |  |  |
| Assets under management ( NOK billion) ${ }^{\text {2) }}$ |  |  |  |  |  |  |  |
| Institutional | 377 | 417 | 416 | 441 | 431 | 377 | 431 |
| - of which Vital ${ }^{3)}$ | 184 | 175 | 174 | 169 | 161 | 184 | 161 |
| Retail | 52 | 47 | 41 | 37 | 44 | 52 | 44 |
| Total | 429 | 464 | 457 | 478 | 475 | 429 | 475 |


| Key figures |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Cost/income ratio (\%) | 81.1 | 85.4 | 66.0 | 54.0 | 93.4 | 77.1 |
| Return on allocated capital, annualised (\%) 4) | 18.3 | 13.6 | 36.6 | 41.1 | 5.7 | 22.8 |

1) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly.
2) Assets under management and assets under operation at end of period
3) Managed on behalf of Vital Forsikring.
4) The return is calculated on the basis of internal measurement of risk-adjusted capital

## Comments to the financial performance in the third quarter of 2009

- Commission income increased by NOK 28 million from the third quarter of 2008 to the third quarter of 2009. A decline in assets under management caused a reduction in management fees, which, however, was more than offset by an increase in performance-based fees due to improved asset management performance.
- Operating expenses in the third quarter of 2009 were NOK 176 million, down NOK 8 million from the third quarter of 2008.

Assets under management - distribution by market segment

NOK billion


1) Share of total assets in the institutional and retail market respectively, invested in bonds, fixed-income funds and money market funds.

## Assets under management - distribution by investment type


(Amounts in NOK billion and per cent of total assets)

## Changes in assets under management - net inflow

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q 09 | 2Q09 | 1Q09 ${ }^{1)}$ | 4Q08 | 3Q08 | 2009 ${ }^{1)}$ | 2008 ${ }^{2)}$ |
| Retail market | 1045 | 739 | 1211 | (2984) | $(2357)$ | 2995 | (7954) |
| Institutional clients | (61 374) | (16 789) | (4 217) | $(8774)$ | ( 5 793) | (82 381) | $(21876)$ |
| Total | (60 330) | (16 050) | (3006) | (11 758) | ( 8150 ) | (79 386) | (29 830) |

1) Excluding dividends of NOK 2705 million, of which NOK 816 million refers to retail and NOK 1889 million to institutional clients
2) Excluding dividends of NOK 2700 million, of which NOK 872 million refers to retail and NOK 1828 million to institutional clients.

## Changes in assets under management

NOK billion


## Comments to changes in assets under management as from $\mathbf{3 0}$ September 2008

- Assets under management were reduced by NOK 45 billion or 9.6 per cent.

Net flow:

- There was a net outflow of funds from institutional clients of NOK 91.2 billion or 19.2 per cent. The termination of an asset management mandate in Denmark accounted for approximately NOK 12 billion of the reduction and the renegotiation of the contract with Skandia Liv resulted in a NOK 62.3 billion reduction in asset under management.
- New institutional mandates were obtained in both Sweden and Norway.
- There was no change in net sales for the retail market.
- Market changes:
- Market developments led to a NOK 51.1 billion increase in assets under management, representing 10.8 per cent measured in clients' base currencies.
- During the last four quarters, Morgan Stanley's global equity index fell by 17.2 per cent measured in USD and decreased by 8.1 per cent measured in NOK.
- Prices on the stock exchange in Stockholm (OMX) increased by 3.9 per cent, and the stock exchange in Oslo (OSEBX) experienced a 29.5 per cent fall in prices during the last four quarters.
- Exchange rate movements:
- The appreciation of NOK against other currencies, especially SEK, decreased assets under management by NOK 5.4 billion.

Development in commission income and assets under management


1) Reduced to NOK 519 billion in the beginning of January 2006 following termination of an investment mandate.

## I nvestment returns on assets under management

- Returns on a number of major client portfolios and funds outperformed relevant benchmarks.
- Total Information Ratio was 2.21 by end of September.
- Fund managers' specialisation has led to strong relative performance for several funds (return in excess of benchmark):
- Equity funds:
- DnB NOR Nordic Technology (51.7 per cent)
- Avanse Norden (16.3 per cent)
- DnB NOR Grønt Norden (18.9 per cent)
- DnB NOR SMB (26.5 per cent)
- DnB NOR Miljøinvest
(31.0 per cent)
- DnB NOR Navigator
(11.5 per cent)
- Carlson Sweden Micro Cap
(9.3 per cent)
- Carlson Asian Small Cap
(21.3 per cent)
- Money Market funds:
- Carlson Räntefond Koncis
(2.9 per cent)
- DnB NOR Likviditet 20 (V)
(2.9 per cent)
- Bond funds:
- DnB NOR Obligasjon (III) (6.2 per cent)
- DnB NOR Kredittobligasjon (5.7 per cent)


## Clients/ markets

- DnB NOR Asset Management serves the Norwegian and Swedish savings markets, offering domestic and international asset management services.
- Brand names:
- DnB NOR Kapitalforvaltning in the Norwegian institutional and retail markets.
- DnB NOR Asset Management and Carlson in the Swedish institutional and retail markets.
- A leading position in the institutional market in both Norway and Sweden with 273 institutional clients. The largest clients are Skandia Liv and Vital Forsikring.
- The number of mutual fund clients in Norway was more than 590000 at the end of September 2009. The number of active savings schemes reached nearly 310000.
- Market shares:
- DnB NOR Kapitalforvaltning (retail mutual funds in Norway)
34.2 per cent ${ }^{1)}$
- Carlson Fonder (total mutual funds in Sweden and Luxembourg)
$\approx 1.4$ per cent
- Institutional market in Norway (mutual funds in Norway)
22.3 per cent ${ }^{1)}$
- Institutional market in Sweden
$>15$ per cent

1) Source: Norwegian Mutual Fund Association.

Retail: Fund capital and market shares in Norway

| Amounts in NOK million and per cent | 30 September 2009 |  | 30 J une 2009 |  | 31 December 2008 |  | 31 December 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fund capital | Market share | Fund capital | Market share | Fund capital | Market share | Fund capital | Market share |
| Equity funds | 18876 | 26.1 | 16611 | 26.8 | 12962 | 25.7 | 24527 | 27.8 |
| Balanced funds | 6252 | 63.5 | 5936 | 65.6 | 5948 | 70.4 | 8915 | 71.9 |
| Fixed-income funds | 14552 | 42.8 | 14495 | 47.7 | 15106 | 49.4 | 21431 | 52.4 |
| Total mutual funds | 39681 | 34.2 | 37042 | 36.5 | 34017 | 38.0 | 54873 | 38.7 |

Source: Norwegian Mutual Fund Association

## Products and services

- Mutual funds, hedge funds and absolute return products.
- Discretionary portfolio management.
- Management and monitoring of investment portfolios.
- Asset allocation and risk management advisory services.


## Organisation

- One holding company, DnB NOR Kapitalforvaltning Holding AS, with separate asset management companies in the main markets.
- Customer activity is concentrated in Norway, Sweden and Luxembourg.
- A combination of regional and sector-oriented management teams with a presence in all major financial markets.
- Asset management services are provided through channels adapted to the various markets: Retail clients in Norway
- DnB NOR's extensive network of branches and regional financial services centres.
- Post offices and in-store postal outlets.
- The Internet.
- External channels including brokers, investment advisers and regional and local savings banks.
Retail clients in Sweden
- Local distributors.

Institutional markets in Sweden and Norway

- The business area's own sales force and, in Norway, through cooperation with Retail Banking.


## Employees

- Staff cuts corresponding to 5 full-time position in the third quarter of 2009.
- 247 full-time positions at the end of the quarter.


## Cooperation with other group entities

- DnB NOR's extensive network represents the major distribution channel in the Norwegian retail market.
- DnB NOR Asset Management and Retail Banking cooperate in providing a complete range of financial services to corporate clients.
- DnB NOR Asset Management manages Vital's equity and bond portfolios.
- DnB NOR Asset Management cooperates with other group entities in developing products adapted to the various markets.


## DnB NORD

DnB NORD is owned 51 per cent by DnB NOR. The bank is headquartered in Copenhagen and is headed by Thomas Bürkle, CEO of DnB NORD.

In the future DnB NORD has decided to focus on its Eastern European core markets Estonia, Latvia, Lithuania and Poland, where the bank has a strong market position or a long-term growth potential. The bank provides a broad range of products to both the retail and corporate markets and is committed to developing a strong brand as a full-service bank.

Financial performance

| Amounts in NOK million |  |  |  |  |  | Jan. - Sept. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 1 Q09 | 4Q08 | 3Q08 | 2009 | 2008 |
| Net interest income - ordinary operations | 359 | 340 | 409 | 394 | 347 | 1108 | 1017 |
| Interest on allocated capital ${ }^{1)}$ | 17 | 26 | 39 | 86 | 86 | 82 | 217 |
| Net interest income | 376 | 366 | 448 | 479 | 433 | 1190 | 1235 |
| Net other operating income | 156 | 161 | 185 | 276 | 164 | 501 | 478 |
| Total income | 532 | 527 | 633 | 755 | 597 | 1691 | 1712 |
| Operating expenses | 439 | 965 | 417 | 543 | 400 | 1821 | 1161 |
| Pre-tax operating profit before write-downs | 93 | (439) | 216 | 213 | 197 | (130) | 551 |
| Net gains on fixed and intangible assets | (4) | 6 | 1 | 3 | 9 | 2 | 16 |
| Write-downs on loans and guarantees | 1041 | 1453 | 590 | 1053 | 250 | 3084 | 335 |
| Pre-tax operating profit | (951) | $(1886)$ | (374) | (837) | (45) | $(3$ 211) | 232 |
|  |  |  |  |  |  |  |  |
| Net lending to customers (NOK billion) ${ }^{2)}$ | 81.9 | 86.0 | 90.7 | 87.8 | 78.6 | 86.2 | 70.9 |
| Deposits from customers (NOK billion) ${ }^{2)}$ | 21.5 | 21.7 | 22.4 | 23.1 | 22.9 | 21.9 | 21.8 |
| Cost/income ratio (\%) ${ }^{\text {3) }}$ | 82.0 | 75.0 | 65.9 | 54.2 | 67.1 | 73.8 | 67.8 |
| Ratio of deposits to lending (\%) | 26.3 | 25.3 | 24.7 | 26.4 | 29.1 | 25.4 | 30.7 |
| Return on allocated capital, annualised (\%) | (38.7) | (54.2) | (15.6) | (28.4) | (2.1) | (36.2) | 4.1 |

1) Interest on allocated capital is calculated according to internal DnB NOR capital allocation rules. "Net interest income - ordinary operations" does not include interest on equity.
2) Average balances. Based on nominal values
3) Total operating expenses relative to total income. Expenses exclude impairment losses for goodwill.

## Comments to the financial performance in the third quarter of 2009

- DnB NORD recorded a pre-tax operating loss of NOK 951 million, down from a loss of NOK 45 million in the third quarter of 2008.
- Net interest income from ordinary operations has been affected by a reduction in net customer lending and increasing funding costs, but compared with the second quarter of 2009 there was an increase in income partly due to increased lending spreads.
- Operating expenses in the third quarter of 2009 were affected by impairment of ITinvestments due to scaling down operations. Excluding one-offs, ordinary operating expenses were reduced by 6.8 per cent from the third quarter of 2008.
- Excluding non-recurring expenses, the cost/income-ratio was 70.1 per cent in the third quarter of 2009 compared with 67.1 per cent in the corresponding period in 2008.
- The economic downturn in the Baltic States lead to high write-downs on loans also in the third quarter of 2009. Total write-downs were NOK 1041 million, NOK 412 lower than in the second quarter of 2009. Relative to net lending the write-down ratio was 5.04 per cent, down from 6.77 per cent in the second quarter of 2009 . NOK 351 million of the write-downs stemmed from Latvia and NOK 516 million from Lithuania.
- Deposits from customers were at the same level as in the second quarter of 2009.

Net interest income ${ }^{1)}$

| Amounts in NOK million | Average volumes |  |  | Spreads in per cent |  |  | Net interest income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 | 3Q09 | 2Q09 | 3Q08 |
| Lending | 77487 | 82299 | 77642 | 1.12 | 0.90 | 1.11 | 218 | 185 | 213 |
| Deposits | 20931 | 21174 | 22121 | 1.94 | 2.26 | 2.45 | 102 | 119 | 122 |
| Allocated capital and non-interest bearing items | 5634 | 5232 | 4403 | 0.88 | 1.31 | 5.01 | 17 | 26 | 86 |
| Other |  |  |  |  |  |  | 38 | 36 | 11 |
| Total net interest income |  |  |  |  |  |  | 376 | 366 | 433 |

1) Based on nominal values excluding lending to and deposits from credit institutions and impaired loans.

Development in lending volumes


- Measured in NOK, lending volumes declined by 7.8 per cent from end-September 2008 to end-September 2009 and by 20.7 per cent from end-December 2008.
- Measured in euro, lending volumes declined by 9.4 per cent from end-September 2008 and by 8.5 per cent from end-December 2008.


## Lending volumes and write-downs

| Amounts in NOK million | Net lending 30 Sept. 2009 | Of which net non-performing and impaired commitments |  | Net individual write-downs 3Q09 | Groupwrite-downs3 Q 09 | Total write-downs 3Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | NOK million | As a percentage of net lending |  |  |  |
| Latvia | 19991 | 4081 | 20.4\% | 224 | 127 | 351 |
| Lithuania | 27058 | 5474 | 20.2\% | 468 | 48 | 516 |
| Estonia | 3482 | 155 | 4.5\% | 45 | 7 | 52 |
| Total Baltic States | 50531 | 9710 | 19.2\% | 737 | 182 | 919 |
| Poland | 10876 | 362 | 3.3\% | 73 | 6 | 79 |
| Other | 17092 | 440 | 2.6\% | 138 | (95) | 42 |
| Total DnB NORD | 78499 | 10512 | 13.4\% | 948 | 92 | 1041 |

## Organisation and market

- DnB NORD serves more than 870000 retail and corporate clients in six countries: Denmark, Finland, Estonia, Latvia, Lithuania and Poland. At end-September DnB NORD had 180 branches and offices.
- DnB NORD's staff represented 3303 full-time positions at end-September 2009.
- At year-end 2008, DnB NORD was the third largest bank in Lithuania and number four in Latvia, measured by total assets. In Estonia, the bank was number five in terms of total lending.
- The Baltic States have experienced a serious economic cool-down over the past few quarters. DnB NORD expects a high level of write-downs in the region for some time and will concentrate on consolidating operations, following up high-risk commitments and improving cost efficiency.
- The economic situation is more favourable in Poland, and DnB NORD will continue to develop products and services for retail customers there.


## Section 4

## The Norwegian economy

Basic information

| Area | 385199 square kilometres |
| :--- | :--- |
| Population | 4.8 million |
| Fertility rate | 1.9 |
| Life expectancy | M: 78.3 F: 83.0 |
| Work participation rate, per cent $15-74$ years | $73.9(\mathrm{M}: 77.1 \mathrm{~F}: 70.7)$ |
| Gross domestic product 2008 | USD 450.0 billion |
| GDP per capita 2008 | USD 93800 |
| Rating | AAA, Aaa |
| Currency exchange rate used | 5.64 USD/NOK (Average 2008) |
| Current balance 2008 | USD 79.6 billion or 17.7 per cent of GDP |

Source: Statistics Norway

Key macro-economic indicators ${ }^{1)}$

| Per cent | 2008 | F 2009 | F 2010 | F 2011 | F 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GDP growth |  |  |  |  |  |
| - Norway, total | 2.1 | 0.0 | 1.3 | 1.9 | 2.0 |
| - Mainland Norway | 2.6 | (0.8) | 2.0 | 2.7 | 2.8 |
| Private consumption | 1.4 | 0.0 | 2.7 | 2.5 | 2.7 |
| Gross fixed investment | 3.9 | (9.4) | 0.3 | 1.0 | 2.1 |
| Inflation (CPI) | 3.8 | 2.2 | 2.3 | 2.3 | 2.6 |
| Savings ratio ${ }^{1)}$ | 2.0 | 5.2 | 4.0 | 3.4 | 3.4 |
| Unemployment rate | 2.5 | 3.3 | 4.0 | 4.7 | 4.5 |
| Current account ${ }^{2)}$ | 20.2 | 13.9 | 13.5 | 15.8 | 17.5 |

Source: Statistics Norway and DnB NOR Markets: Economic Outlook 3/2009

1) Per cent of disposable income. Households
2) Per cent of GDP

## Contribution to volume growth in GDP, mainland Norway

| Per cent | 2008 | F 2009 | F 2010 | F 2011 | F 2012 |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Household demand | 0.3 | $(0.6)$ | 1.4 | 1.5 | 1.6 |
| Gross fixed capital formation, mainland companies | 0.7 | $(2.3)$ | $(1.2)$ | 0.1 | 0.2 |
| Gross fixed capital formation, petroleum activity | $(0.5)$ | $(1.3)$ | 0.0 | 0.2 | 0.2 |
| Public sector demand | 1.2 | 1.9 | 2.8 | 0.9 | 0.7 |
| Exports, mainland Norway | 1.2 | $(2.3)$ | $(0.2)$ | 1.2 | 1.1 |
| Imports, mainland Norway | $(1.2)$ | 3.4 | $(0.9)$ | $(1.1)$ | $(1.0)$ |
| Changes in stocks and statistical discrepancies | 0.9 | 0.2 | 0.0 | 0.0 | 0.0 |
| GDP, mainland Norway | 2.6 | $(0.8)$ | 2.0 | 2.7 | 2.8 |

[^11]Government net financial liabilities 2009
Per cent of GDP


Source: OECD Economic Outlook No. 85, June 2009

## Current account and net foreign assets (incl. private sector)

Per cent of GDP

$\square$ Net foreign assets
_Current account

Source: Statistics Norway

Household interest and debt burden ${ }^{1)}$
Debt burden: Loan debt as a percentage of disposable income adjusted for estimated reinvested share dividends.
Interest burden: Interest expenses after tax as percentage of disposable income.


Source: Norges Bank, Financial stability 1/09

1) Forecast $1 \mathrm{Q} 09-4 \mathrm{Q} 12$

## Household financial assets and liabilities



Source: EcoWin

## Financial market growth

| Percentage change from previous year | 31 Dec. <br> 2005 | 31 Dec. <br> 2006 | 31 Dec. 2007 | $\begin{gathered} 31 \text { Dec. } \\ 2008 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Credit ${ }^{1)}$ |  |  |  |  |
| Total | 13.0 | 14.4 | 14.3 | 10.1 |
| - of which commercial and savings banks | 18.0 | 19.1 | 13.5 | 2.3 |
| - of which commercial and savings banks, mortgage |  |  |  |  |
| institutions and finance companies | 15.6 | 16.3 | 15.7 | 10.3 |
| Total retail market | 13.4 | 12.4 | 11.3 | 7.2 |
| Total corporate market | 14.2 | 20.0 | 21.2 | 14.9 |
| Savings |  |  |  |  |
| Total ${ }^{2)}$ | 15.5 | 16.7 | 12.4 | (2.4) |
| - of which commercial and savings banks | 9.9 | 18.3 | 14.1 | 4.9 |
| Total retail market ${ }^{2)}$ | 18.2 | 8.1 | 3.9 | (3.6) |
| Total corporate market ${ }^{3 /}$ | 13.3 | 23.9 | 18.7 | (1.6) |

1) Commercial and savings banks, state banks, insurance companies, mortgage institutions, finance companies, bonds, commercial paper.
2) Deposits in commercial and savings banks, participation in mutual funds, funds for insurance commitments, equity-linked bonds.
3) Deposits in commercial and savings banks, participation in mutual funds, funds for insurance commitments.

## House prices and household liabilities



[^12]
## Corporates: domestic credit and gross capital formation, mainland Norway



Source: Statistics Norway and Norges Bank

Debt-servicing capacity for different industries ${ }^{1)}$


1) Ordinary result before tax, write-downs and depreciation as a percentage of bank debt and bonds. Non-financial firms, mainland Norway. Group-financed firms are not included.

## Business surveys, manufacturing sector

General assessment of outlook for next quarter, trend


Source: EcoWin

1) The survey is based on a sample of mainly larger enterprises. The survey focuses on the industry leaders' assessment of the general business situation and the outlook for a fixed set of variables e.g. production, new orders etc.

This report is not for distribution, directly or indirectly, in or into the United States (including its territories and possessions, any State of the United States and the District of Columbia). This report does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States. The Securities mentioned herein have not been, and will not be, registered under the United States Securities Act of 1933 (the "Securities Act").

The Securities may not be offered or sold in the United States except pursuant to an exemption from the registration requirements of the Securities Act. There will be no public offer of securities in the United States.


[^0]:    1) Provided by Norway Post (the Norwegian postal system).
[^1]:    1) Major subsidiaries only. Ownership 100 per cent unless otherwise indicated.
[^2]:    1) All figures include 50 per cent of profit for the period
[^3]:    Norwegian investors: 59 per cent. International investors: 41 per cent.

[^4]:    1) Lending after individual write-downs, nominal amounts.
[^5]:    1) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly.
[^6]:    Source: Norges Bank, DnB NOR

[^7]:    1) The interest is calculated on the basis of internal measurement of risk-adjusted capital. Figures for previous periods have been restated accordingly.
    2) Average balances. Based on nominal values.
[^8]:    1) Value-at-Risk is the maximum loss that could be incurred on trading positions from one day to the next at a 99 per cent confidence level.
    2) Diversification effects refer to currency and interest rate risk only
[^9]:    1) Returns are calculated on a quarterly basis and there may be differences to the full year figures.

    International equities include Vital's exposure in hedge funds, private equities and real estate funds
    3) Excluding changes in value of commercial paper and bonds held to maturity.
    4) Including changes in unrealised gains on commercial paper and bonds held to maturity.
    5) Excluding changes in unrealised gains on financial instruments.

[^10]:    1) New regulations were introduced for the life insurance industry in Norway as from 1 January 2008. The accounts for Vital for 2008 have been adapted to the new regulations. Figures for previous periods have not been restated.
[^11]:    Source: Statistics Norway and DnB NOR Markets

[^12]:    Source: Statistics Norway and Norges Bank

