# DnB NOR Group - 3rd quarter 2009 results



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3rd quarter 2009

Sound underlying rise in income

**Rise in profits in Retail Banking and Vital** 

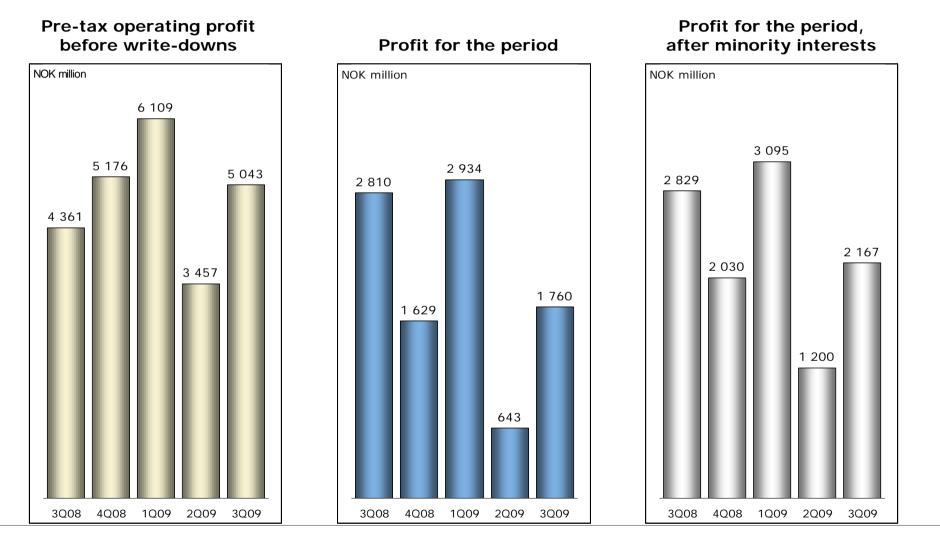
Positive effects of cost programme

Continued high write-downs on loans in the Baltic States Norwegian and other international operations performed better than expected

Strengthened capitalisation provides a basis for long-term growth

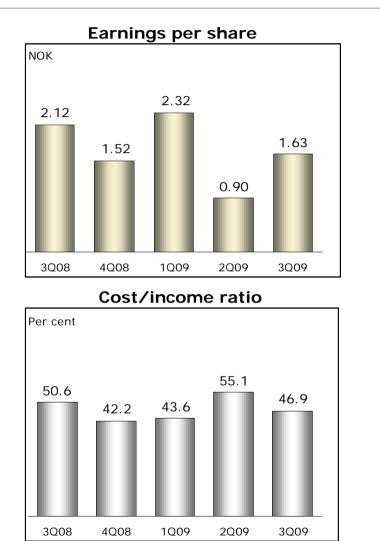


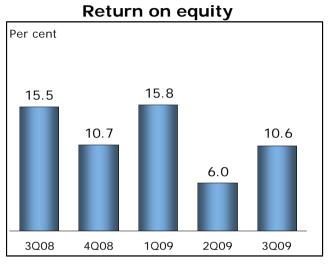
#### Profit for the last five quarters



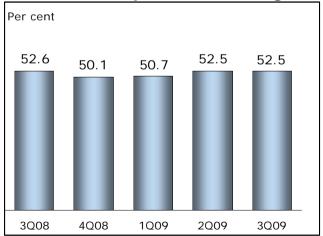
**DnBNOR** 

#### Key figures for the last five quarters





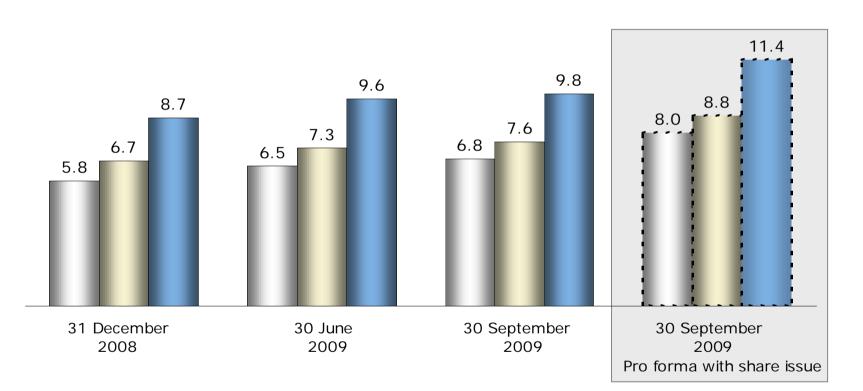
#### Ratio of deposits to lending





### Tier 1 capital ratio <sup>1)</sup>

Per cent



Equity Tier 1 capital ratio

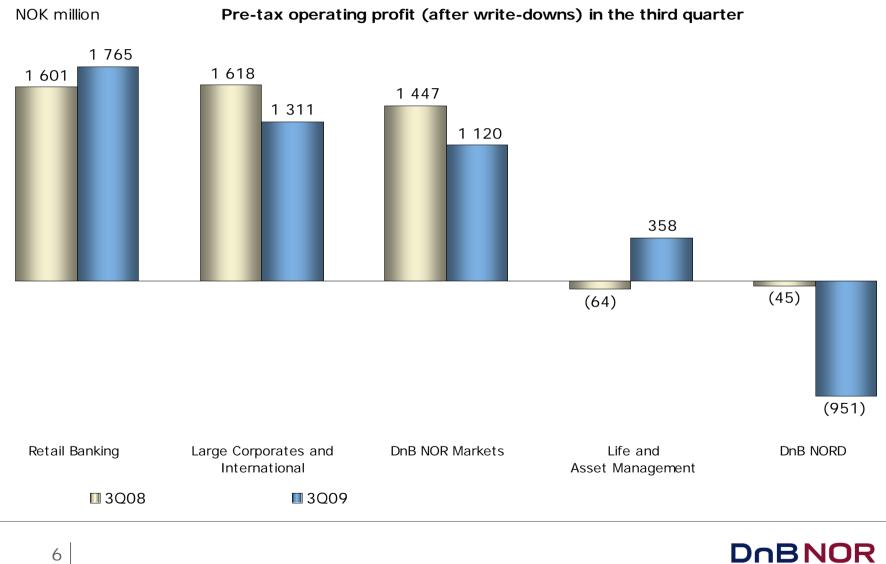
Tier 1 capital ratio

Tier 1 capital ratio subject to full IRB implementation

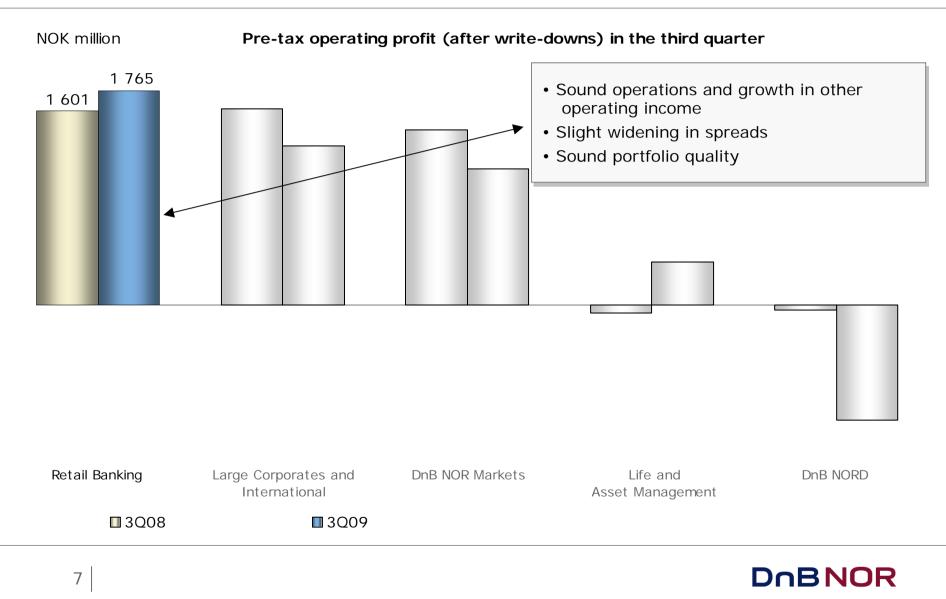
1) All figures include 50 per cent of profit for the period



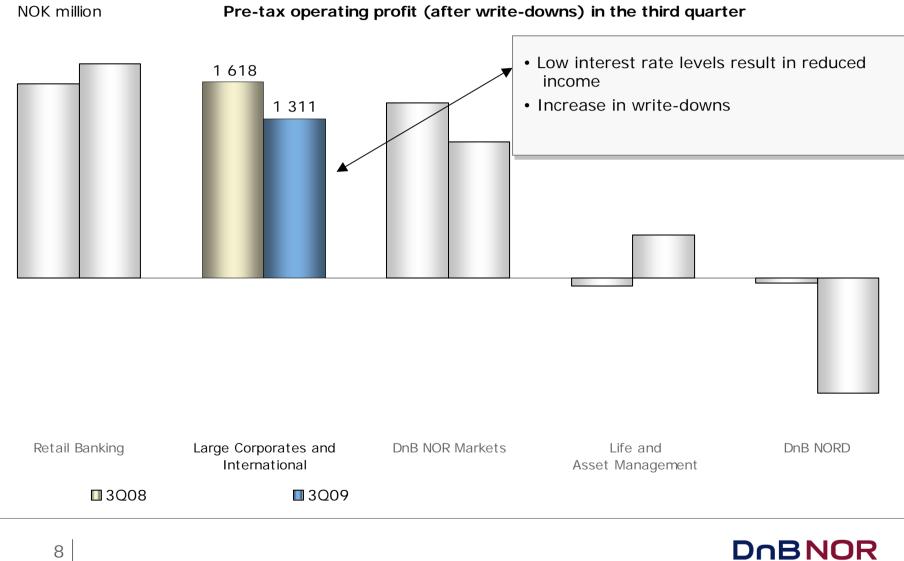
#### Business areas – sound operations despite financial turmoil



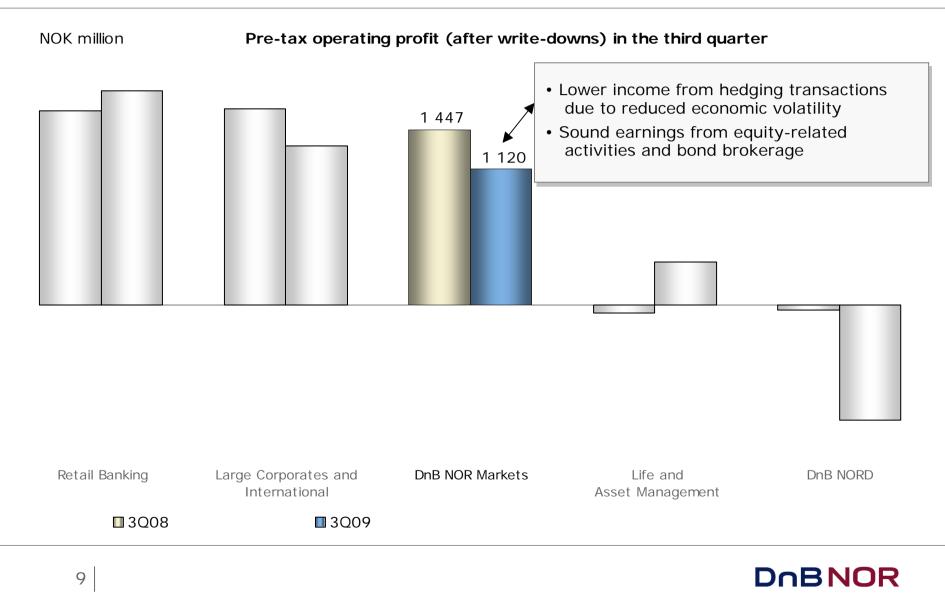
#### **Retail Banking**



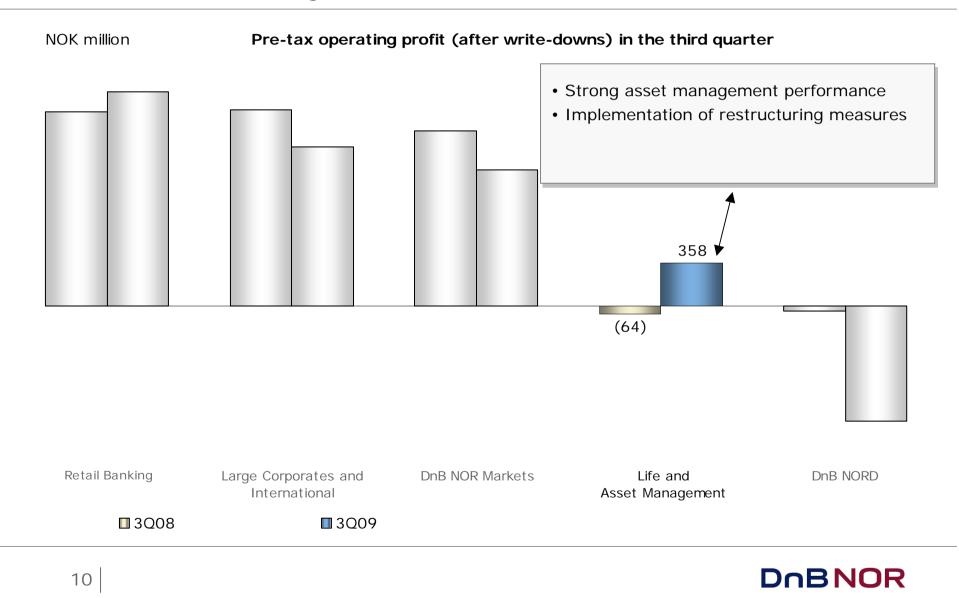
#### Large Corporates and International



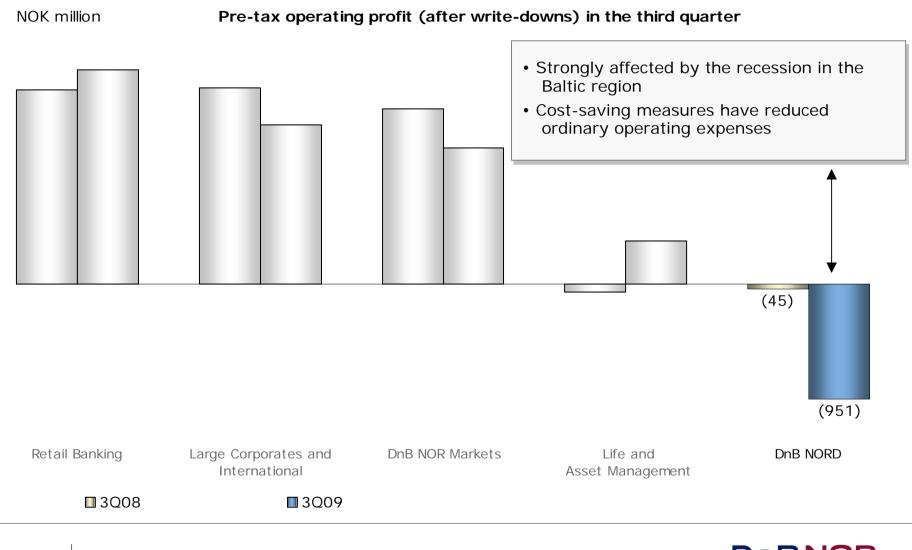
#### **DnB NOR Markets**



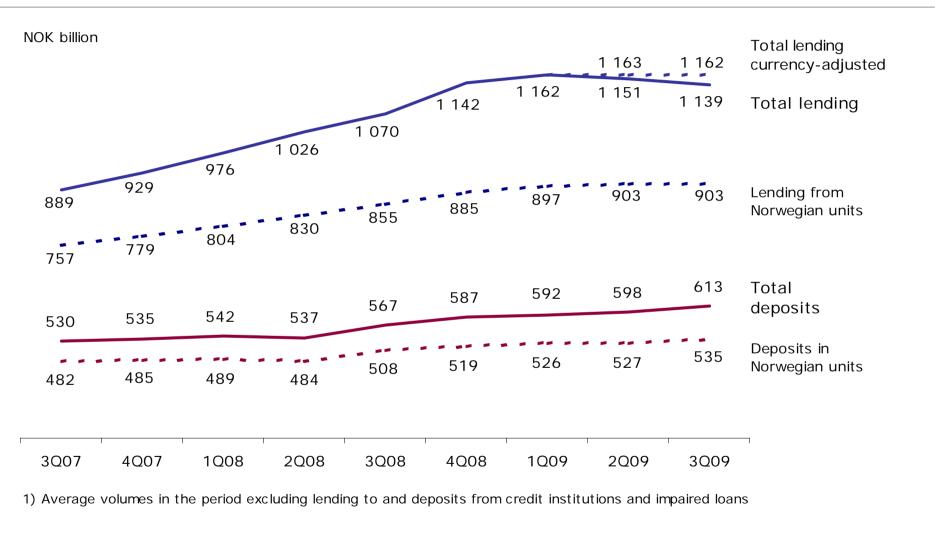
#### Life and Asset Management



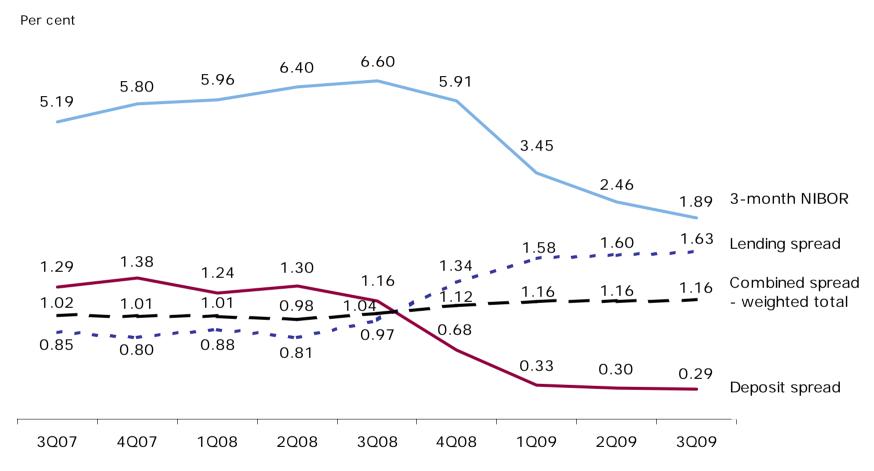
#### DnB NORD



## Stable trend in lending and deposits <sup>1)</sup>



### Stable trend in interest rate spreads <sup>1)</sup>



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



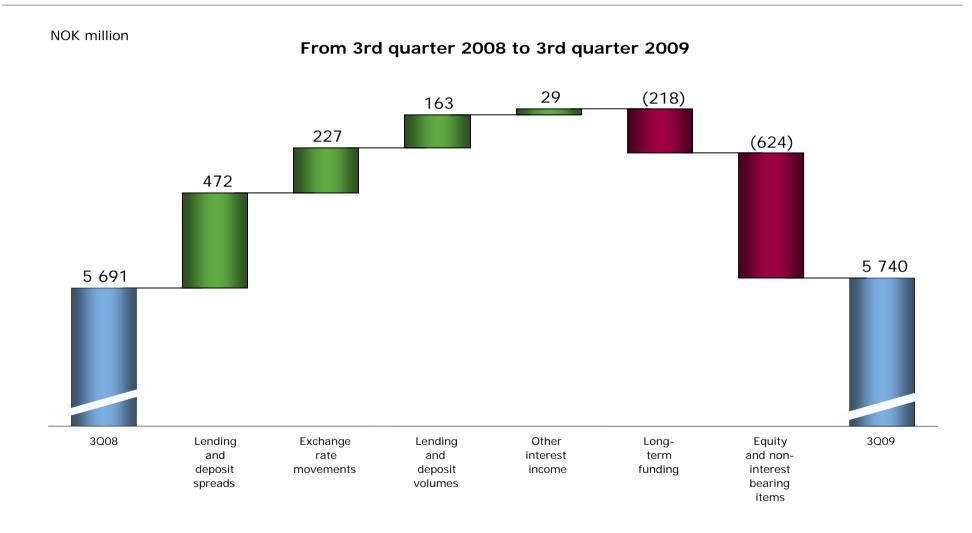
#### Income statement

						January - S	September
Amounts in NOK million	3009	2009	1Q09	4Q08	3008	2009	2008
Net interest income	5 740	5 654	5 633	6 179	5 691	17 027	15 730
Net other operating income	3 951	2 694	5 190	4 615	3 134	11 834	7 823
Total income <sup>1)</sup>	9 691	8 347	10 823	10 794	8 825	28 862	23 553
Total operating expenses <sup>1)</sup>	4 548	4 600	4 714	4 559	4 464	13 863	13 103
Impairment losses for goodwill	100	291	0	1 058	0	391	0
Pre-tax operating profit before							
write-downs	5 043	3 457	6 109	5 176	4 361	14 608	10 450
Net gains on fixed and intangible							
assets	(4)	7	4	5	13	7	47
Write-downs on loans and							
guarantees	2 277	2 318	1 598	2 314	725	6 193	1 195
Pre-tax operating profit	2 762	1 146	4 514	2 868	3 649	8 422	9 302
Taxes	1 002	503	1 580	1 240	839	3 085	2 012
Profit for the period	1 760	643	2 934	1 629	2 810	5 337	7 289
Profit after minority interests	2 167	1 200	3 095	2 030	2 829	6 463	7 181

1) NOK 38 million under total income and NOK 39 million under ordinary operating expenses represent figures in new unit outside core operations in the third quarter of 2009.

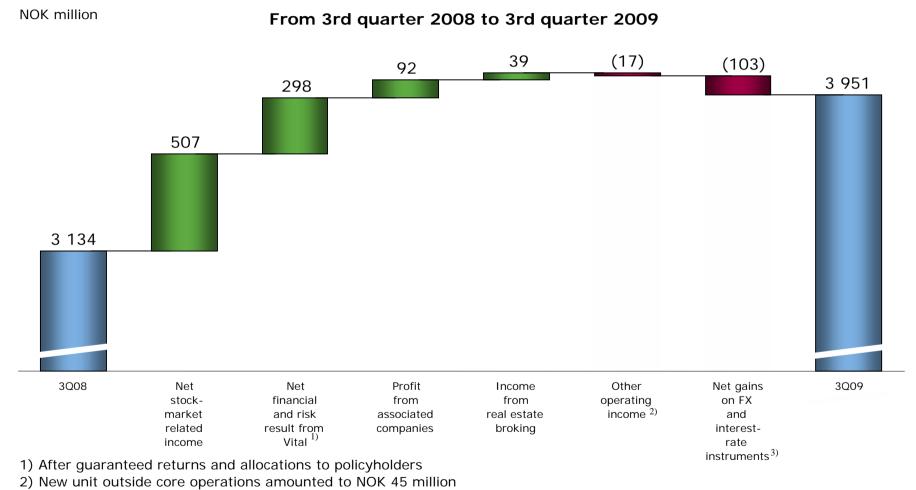


#### Increase in net interest income due to widening spreads





### Changes in net other operating income



3) Excluding guarantees



# Changes in operating expenses

Amounts in NOK million	3009	Change	2Q09	1Q09
Total operating expenses	4 648	(243)	4 891	4 714
Impairment losses for goodwill	100	(191)	291	0
New unit outside core operations	39	39	0	0
Total ordinary operating expenses	4 510	(90)	4 600	4 714
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,				
including market adjustments		(60)		
Of which:				
International units		28		

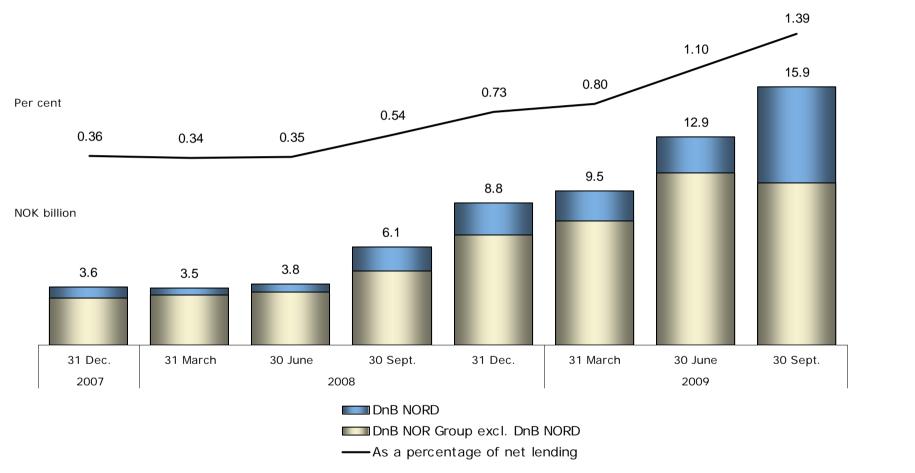


# Changes in operating expenses

Amounts in NOK million	3009	Change	3008
Total operating expenses	4 648	184	4 464
Impairment losses for goodwill	100	100	0
New unit outside core operations	39	39	0
Total ordinary operating expenses	4 510	46	4 464
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,			
including market adjustments		(102)	
Of which:			
International units		30	



## Net impaired commitments <sup>1)</sup>



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



# Write-downs on loans and guarantees

		January			January - Se	/ - September	
Amounts in NOK million	3009	2Q09	1Q09	3Q08	2009	2008	
Individual write-downs:							
Retail Banking							
- Private individuals	44	99	152	182	294	327	
- Corporate customers	313	57	202	95	572	172	
- DnB NOR Finans	91	105	102	58	298	123	
Large Corporates and International:							
- International Corporates and Institutions							
and Nordic Corporates	28	196	244	83	468	80	
- Shipping, Offshore and Logistics Division	243	201	(23)	0	421	(1)	
Other units	37	51	44	(19)	132	8	
DnB NOR excl. DnB NORD	756	709	721	398	2 186	709	
DnB NORD	948	1 143	487	201	2 578	271	
Total individual write-downs	1 704	1 852	1 208	599	4 764	980	
Group write-downs:							
DnB NOR excl. DnB NORD	480	156	286	77	923	151	
DnB NORD	92	310	104	49	506	64	
Total group write-downs on loans	572	466	390	126	1 429	215	
Write-downs on loans and guarantees <sup>1)</sup>	2 277	2 318	1 598	725	6 193	1 195	
1) Of which Norwegian units	1 080	602	931	374	2 613	623	



# Write-downs in per cent of lending

					January - Se	ptember
Per cent	3009	2Q09	1Q09	3Q08	2009	2008
Individual write-downs in relation to						
average volumes (annual basis)	0.59	0.64	0.41	0.22	0.55	0.13
- Norwegian units	0.29	0.22	0.29	0.14	0.28	0.09
- International units excl. DnB NORD	0.25	0.41	0.07	0.30	0.25	0.13
- DnB NORD	4.62	5.31	2.15	1.02	3.98	0.51
Total write-downs in relation to						
average volumes (annual basis)	0.79	0.80	0.55	0.27	0.71	0.15



# Lending and write-downs on loans in DnB NORD

				January - September
	_	3rd quarte	er 2009	2009
		Write-downs	Write-downs	Write-downs
	Net lending as at	on loans and	in per cent of	in per cent of
Amounts in NOK million	30 Sept. 2009	guarantees	net lending 1)	net lending 1)
Latvia	19 991	351	7.03	5.84
Lithuania	27 058	516	7.63	4.29
Estonia	3 482	52	5.96	3.64
The Baltic States - total	50 531	919	7.27	4.87
Poland	10 876	79	2.90	1.44
Other	17 092	42	0.99	0.63
DnB NORD total	78 499	1041	5.30	3.48

1) Annualised figures, including group write-downs



# Balance sheets and funding

	DnB NOR Group			DnB NOR Bank ASA			
	30 Sept.	31 Dec.	30 Sept.	30 Sept.	31 Dec.	30 Sept.	
Amounts in NOK billion	2009	2008	2008	2009	2008	2008	
Net lending to customers <sup>1)</sup>	1 133	1 192	1 118	667	824	805	
Other assets	716	640	536	835	652	496	
Total assets	1 849	1 832	1 655	1 502	1 476	1 302	
Deposits from customers <sup>2)</sup>	595	597	588	570	570	562	
Short-term securities issued	171	195	116	171	195	115	
Long-term securities issued	350	411	369	255	313	289	
Other liabilities and provisions	647	547	504	430	329	268	
Equity	86	81	78	75	69	67	
Total liabilities and equity	1 849	1 832	1 655	1 502	1 476	1 302	
Ratio of deposits to net							
lending (%)	52.5	50.1	52.6	85.6	69.2	69.9	
Total combined assets	2 094	2 141	1 964	1 502	1 476	1 302	
1) Currency-adjusted lending	1 193	1 192					
2) Currency-adjusted deposits	617	597					



#### Certain positive signs in the Norwegian economy

**Rise in housing prices** 

Signs of improvement in the labour market

The decline in investments and exports has come to a halt

Growth in household consumption and public spending

Sound Norwegian economic platform



Future outlook

Still significant uncertainty in the international economy, but several signs of improvement

Strengthened capital adequacy provides a sound basis for growth in selected areas

Further potential for streamlining and coordination

Write-downs on loans for 2009 of NOK 8-10 billion - Greatest challenges in the Baltic States and within shipping

> The Group's profit target remains firm - New target figures in first quarter 2010



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# DnB NOR



