

PRE-TAX PROFIT OF DKK 285 MILLION AFTER 39% GROWTH IN CORE EARNINGS BEFORE IMPAIRMENT

Presentation of Spar Nord's results for Q1-Q3 2012



KEY MESSAGES

- 1 Heavy income growth and zero-growth in costs – core earnings before impairment up 39%
- 2 Impairments back on expected level after extraordinary impairments in Q2
- 3 Strongest customer inflow on record – 8,900 new customers (net) YTD
- 4 Bank lending down 4% YTD – growth in mortgage-credit area secures growth in total loans arranged
- 5 Very strong liquidity and capital position – DKK 10.2 billion in liquidity surplus and CT1 of 14.3%
- 6 Announcement of plans to merger with Sparbank – merger expected to take place in November 2012

HEADLINES FROM THE NINE-MONTHS FINANCIAL STATEMENT

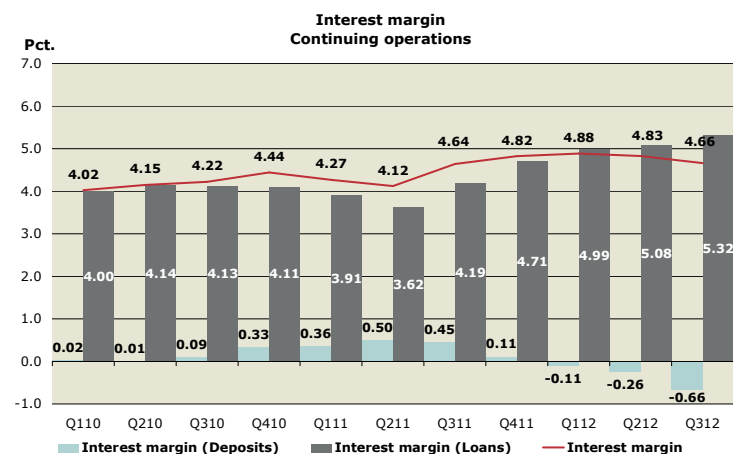
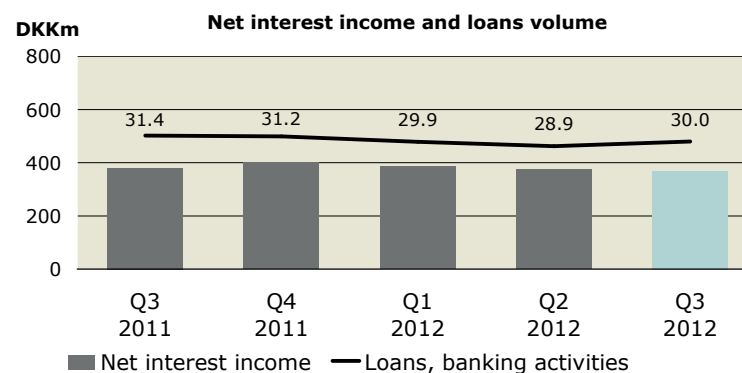
| SPAR NORD BANK DKKm | Realized YTD 2012 | Realized YTD 2011 | Change in pct. |
|---|----------------------|----------------------|-------------------|
| Net interest income | 1,128 | 1,070 | 5 |
| Net fees, charges and commissions | 419 | 360 | 16 |
| Market-value adjustments | 194 | 97 | 100 |
| Other income | 61 | 67 | -9 |
| Core income | 1,801 | 1,594 | 13 |
| Staff costs | 636 | 640 | -1 |
| Operating expenses etc. | 438 | 432 | 1 |
| Costs | 1,074 | 1,072 | 0 |
| Core earnings before impairment | 728 | 522 | 39 |
| Impairments of loans and advances, etc. | 438 | 263 | 67 |
| Core earnings | 290 | 259 | 12 |
| Investment income | 25 | 3 | |
| Profit/loss on ordinary activities | 315 | 262 | 20 |
| Sector Fund | -44 | -18 | |
| Special merger-related items | -9 | 0 | |
| Profit from continuing operations | 262 | 244 | 7 |
| Profit from discontinued operations | 23 | 32 | -28 |
| Profit before tax | 285 | 276 | 3 |

Q3: INCOME AND IMPAIRMENT BACK TO NORMAL LEVEL

| SPAR NORD BANK DKKm | Realized Q3 2012 | Realized Q2 2012 | Change in pct. | Realized Q3 2011 | Change in pct. |
|---|---------------------|---------------------|-------------------|---------------------|-------------------|
| Net interest income | 368 | 374 | -2 | 380 | -3 |
| Net fees, charges and commissions | 123 | 144 | -15 | 111 | 11 |
| Market-value adjustments | 53 | 62 | -15 | 0 | |
| Other income | 17 | 23 | -26 | 21 | -19 |
| Core income | 561 | 602 | -7 | 511 | 10 |
| Staff costs | 185 | 237 | -22 | 188 | -2 |
| Operating expenses etc. | 131 | 148 | -11 | 143 | -8 |
| Costs | 316 | 385 | -18 | 330 | -4 |
| Core earnings before impairment | 245 | 218 | 12 | 181 | 35 |
| Impairments of loans and advances, etc. | 111 | 221 | -50 | 94 | 18 |
| Core earnings | 134 | -3 | | 87 | 54 |
| Investment income | 20 | -1 | | 1 | |
| Profit/loss on ordinary activities | 155 | -5 | | 88 | 76 |
| Sector Fund | -16 | -9 | 78 | 18 | -11 |
| Special merger-related items | -9 | 0 | | 0 | |
| Profit from continuing operations | 129 | -13 | | 106 | 22 |
| Profit from discontinued operations | 6 | 19 | -68 | -20 | 130 |
| Profit before tax | 135 | 6 | | 86 | 57 |

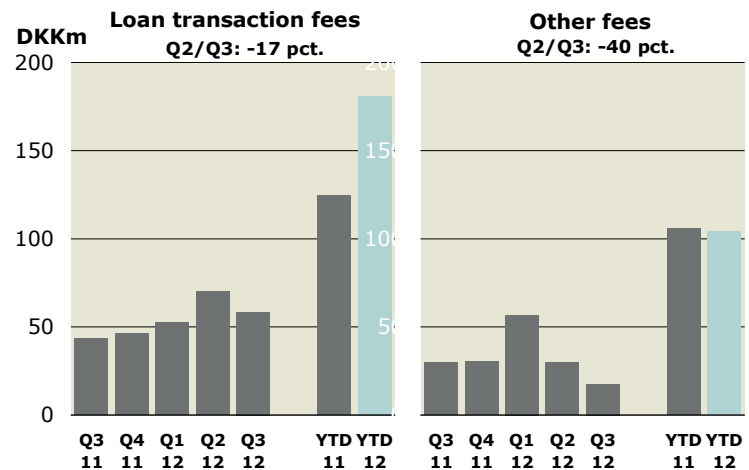
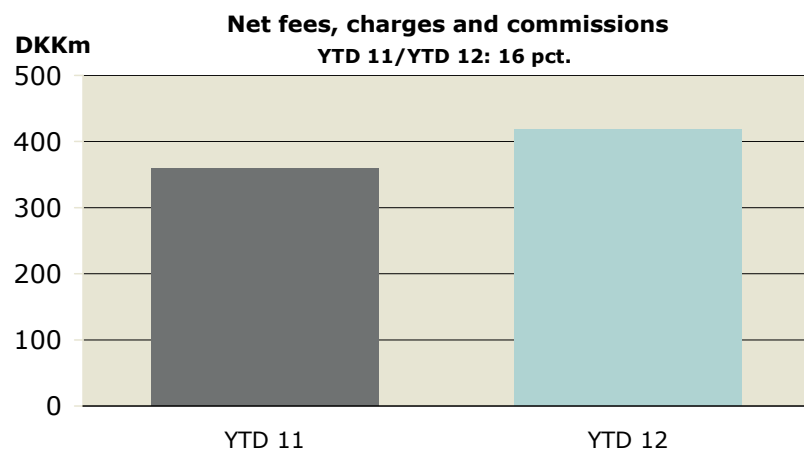
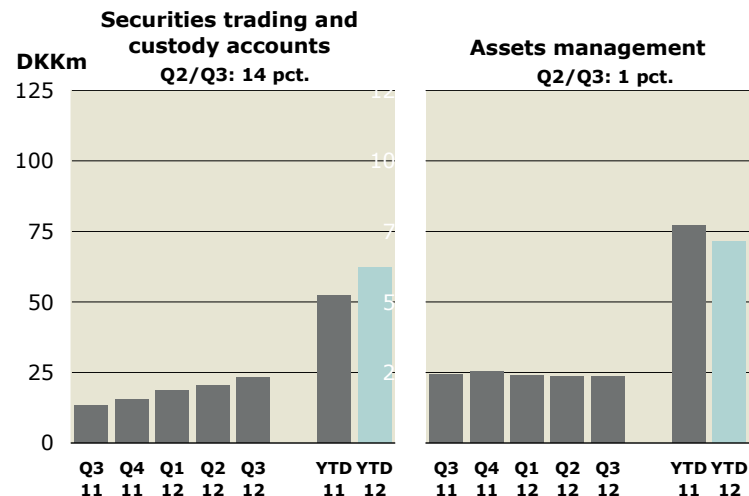
NET INTEREST INCOME UNDER CONTINUED PRESSURE FROM DECLINING VOLUME AND LOW MARKET INTEREST RATES

- **NII of DKK 1,128 million – 5% up on Q1-Q3 2011**
 - But slight decline last three quarters
- **Bank lending down 4% on YE 2011**
 - But up 4% on Q2
- **Interest margins – a mixed bag**
 - Lending margin still expanding
 - Heavy negative trend in deposit margin triggered by low market interest rates
- **Declining interest income from bonds portfolio**



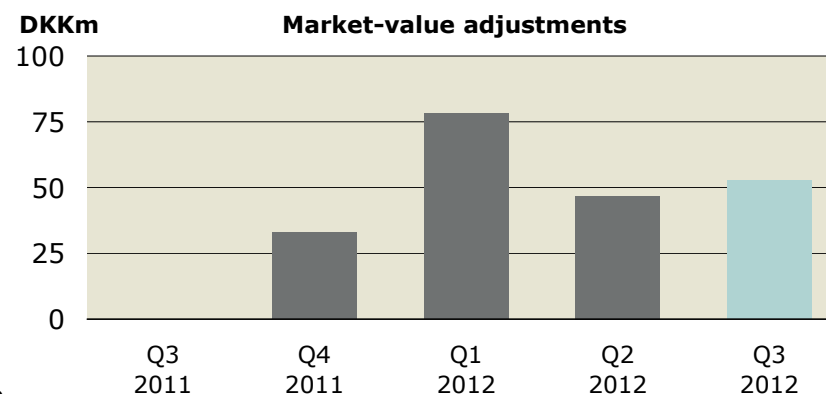
HIGHLY SATISFACTORY INCOME FROM FEES AND COMMISSIONS – DRIVEN BY HEAVY ACTIVITY IN THE MORTGAGE-CREDIT AREA

- Net fees, charges and commissions of DKK 419 million – up 16% on Q1-Q3 2011
- Heavy growth in the mortgage-credit area
 - New loans arranged and re-mortgaging both at record level
 - Small decline in Q3 – but still highly satisfactory
- Growth in securities trading



MARKET-VALUE ADJUSTMENTS DOUBLED – DRIVEN BY FAVOURABLE MARKET CONDITIONS IN THE BONDS AREA

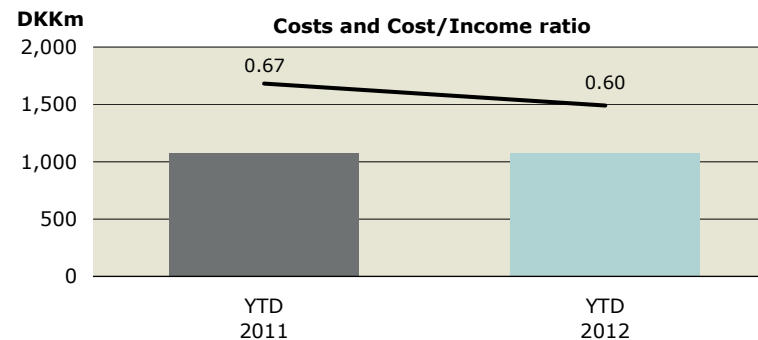
- Market-value adjustments and dividends of DKK 194 million – 99% up on Q1-Q3 2011
- Growth primarily attributable to bonds portfolio
 - Narrowing of Danish mortgage-credit bonds spreads
- Market-value adjustments on tangible assets (sector shares) at unchanged level
- Customers' demand for hedging of interest rate and FX risk remains relatively low



| DKKm | YTD 2012 | YTD 2011 | Change |
|--|------------|-----------|-----------|
| Market-valued adjustments in Trading, Financial Markets & The International Division | 119 | 22 | 97 |
| Tangible assets | 19 | 16 | 4 |
| Currency trade and -agio | 40 | 49 | -10 |
| Total | 177 | 87 | 90 |

ZERO-GROWTH IN COSTS – AS EXPECTED

- Total costs of DKK 1,074 million – zero-growth as expected
- Staff costs 1% down on Q1-Q3 2011
 - Headcount reduced by 30 since 12 months ago
- Operating expenses up 1%
 - Growth in IT expenses and staff-related expenses (training)
- Cost/Income Ratio down to 0,60
- Continued expectation as to zero-growth in costs for the full year

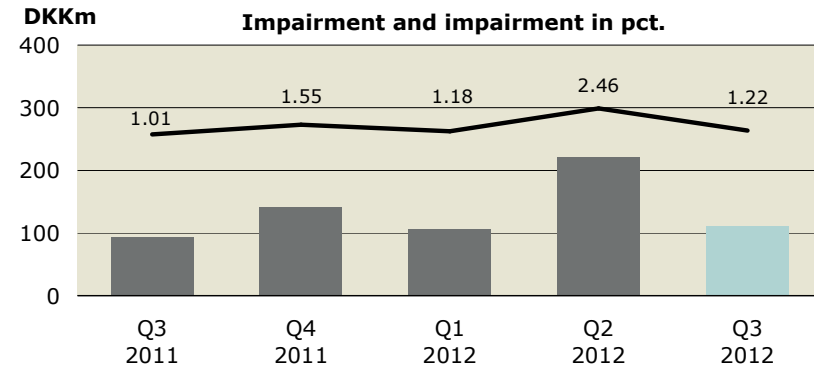
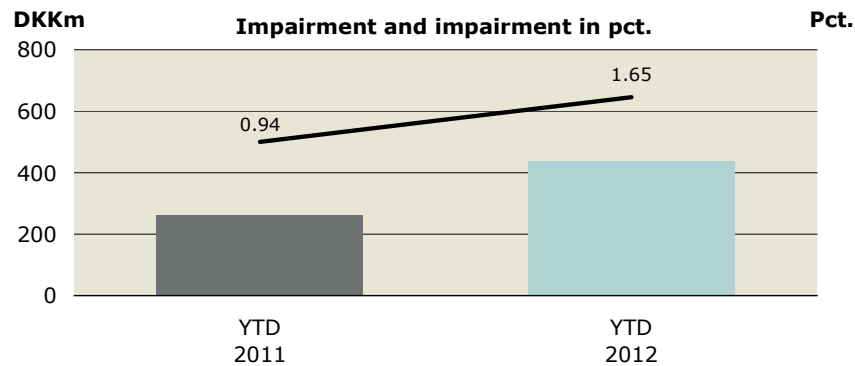


| Costs (DKKm) | YTD 2012 | YTD 2011 | Change in pct. |
|--------------------|--------------|--------------|----------------|
| Staff costs | 636 | 640 | -1 |
| Operating expenses | 386 | 382 | 1 |
| Depreciation | 52 | 50 | 3 |
| Costs | 1,074 | 1,072 | 0 |

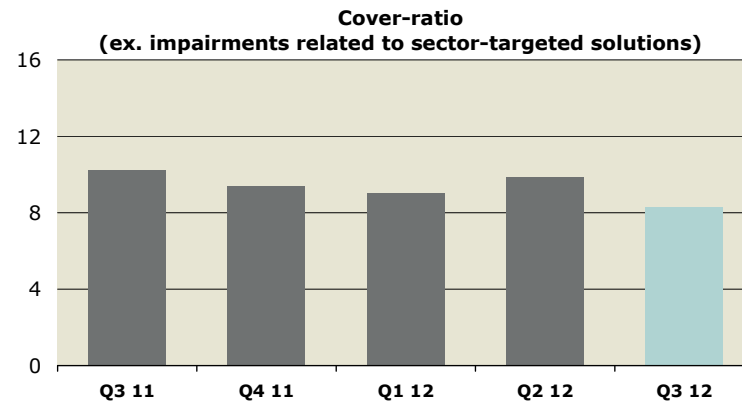
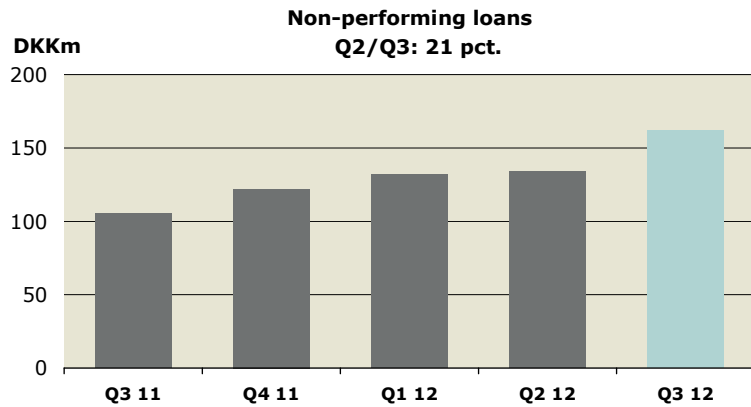
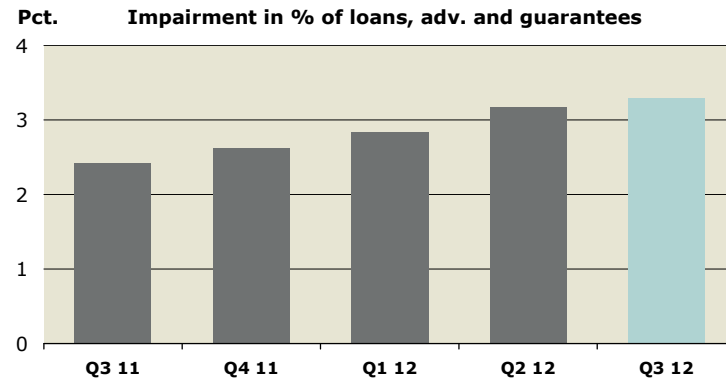
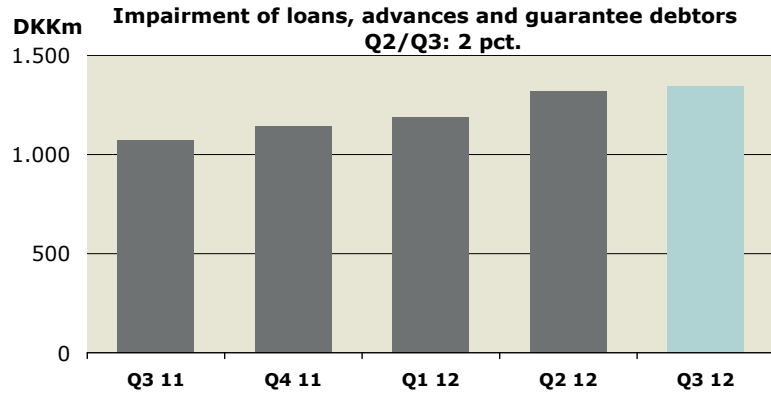
| Operating expenses (DKKm) | YTD 2012 | YTD 2011 | Change |
|-------------------------------|------------|------------|----------|
| Staff-related expenses | 31 | 27 | 5 |
| Travel expenses | 8 | 7 | 1 |
| Marketing costs | 65 | 67 | -2 |
| IT expenses | 185 | 176 | 9 |
| Cost of premises | 54 | 55 | -1 |
| Other administrative expenses | 42 | 50 | -8 |
| Operating expenses | 386 | 382 | 4 |

LOAN IMPAIRMENT BACK AT EXPECTED LEVEL

- **Total impairment charges of DKK 438 million – up from DKK 263 million in Q1-Q3 2011**
 - DKK 369 million attributable to corporate customers, corresponding to annualized impairment percentage of 1.6
 - DKK 69 million attributable to household customers, corresponding to annualized impairment percentage of 0.7
- **Q1-Q3 Influenced by extraordinary impairment of DKK 96 million in Q2 following guideline revision from the FSA**
- **Q3 impairment level expected to be retained in Q4**



LOAN BOOK – STRONG IMPAIRMENT BALANCE



LOAN BOOK – SATISFACTORY DIVERSIFICATION

- Loans and guarantees to household segment reduced from 43% to 38% due to growth in lending to corporates and public sector and decline in guarantees to private customers
- Exposure to agriculture stands at 9.4% – covered by 37% of the bank's individual impairments
- Exposure to financing and insurance markedly below sector average

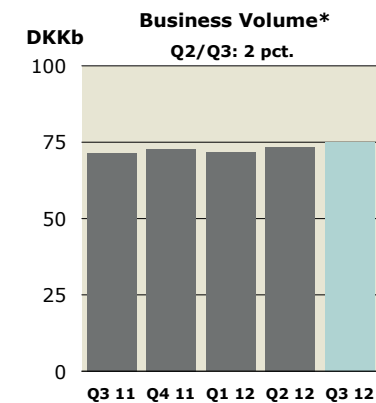
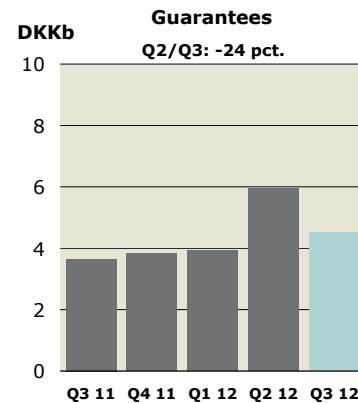
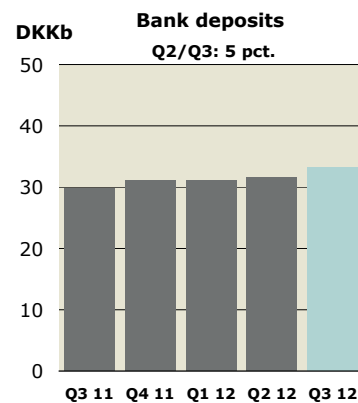
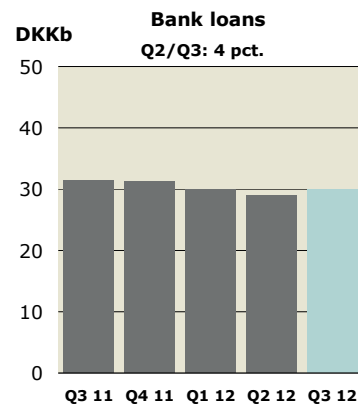
| Line of Business Pct. | Loans and advances | | | Indiv. impairments |
|--|--------------------|---------------|---------------|-----------------------|
| | *Spar Nord | | Sector | *Spar Nord |
| | 30.09 2012 | 31.12 2011 | 31.12 2011 | 30.09 2012 |
| Agriculture | 9.4 | 9.2 | **4,3 | 36.9 |
| Fishing | 0.5 | 0.5 | - | 0.0 |
| Industry and raw materials extraction | 2.5 | 2.5 | 6.8 | 2.7 |
| Energy supply | 4.2 | 4.4 | 1.8 | 0.3 |
| Construction and civil engineering | 2.8 | 2.8 | 2.3 | 3.9 |
| Trade | 8.3 | 8.7 | 5.3 | 6.1 |
| Transportation, hotels and restaurants | 2.8 | 3.0 | 3.8 | 1.6 |
| Information and communication | 0.5 | 0.4 | 0.7 | 0.7 |
| Financing and insurance activities | 5.2 | 6.3 | 20.6 | 4.8 |
| Real estate | 11.8 | 13.2 | 12.4 | 14.2 |
| Other business | 6.6 | 5.6 | 6.1 | 6.9 |
| Corporate customers, total | 54.6 | 56.6 | 64.1 | 78.1 |
| Public sector | 7.1 | 4.8 | 3.4 | 0.0 |
| Personal customers, total | 38.3 | 38.6 | 32.5 | 21.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 |

*) excl. discontinuing activities

***) incl. fishing

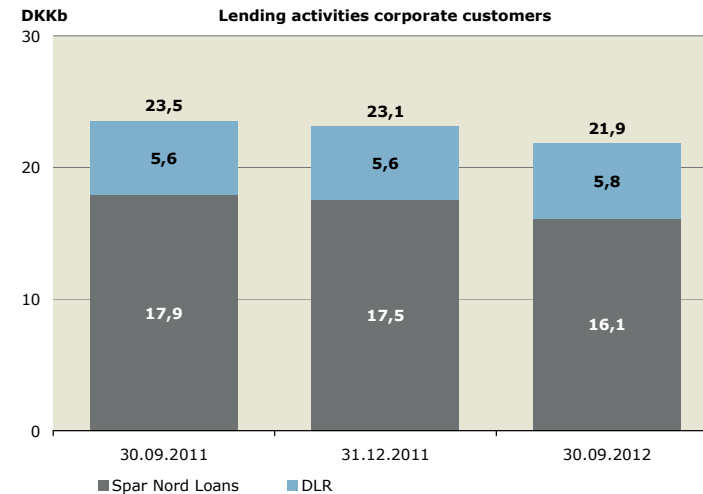
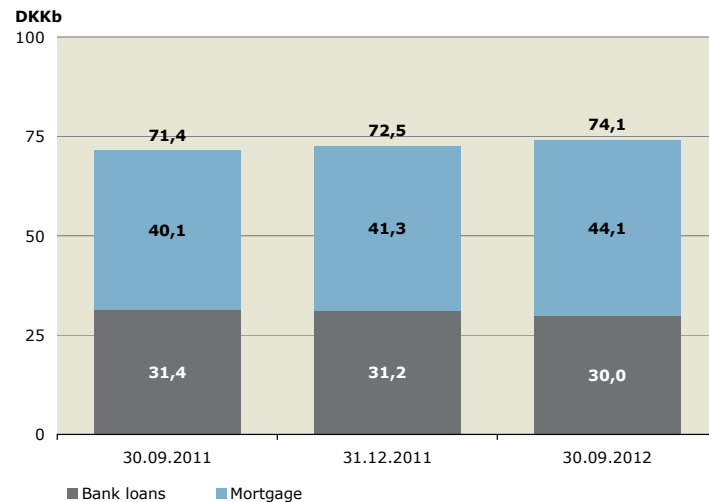
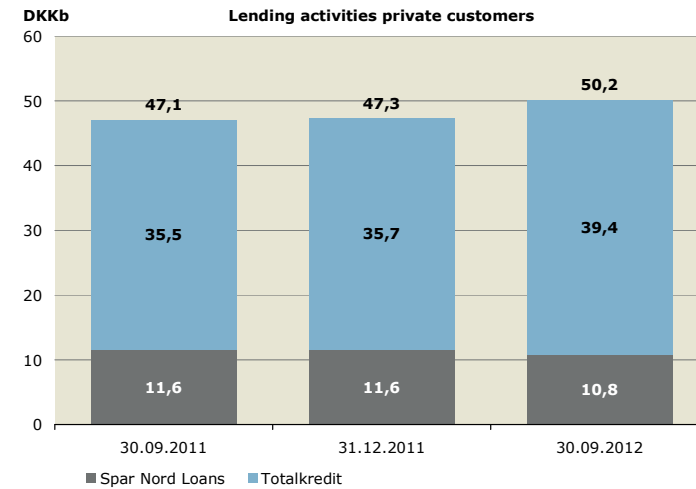
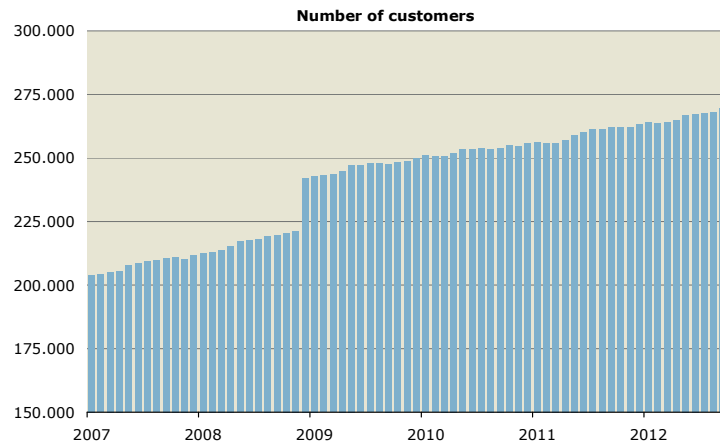
LENDING VOLUME UNDER PRESSURE – SATISFACTORY GROWTH IN DEPOSITS

- **Bank lending reduced by DKK 1.2 billion (4%) since YE 2011 – but up DKK 1.1 billion (4%) on Q2**
 - Reduction in 2012 is attributable to all customer segments – growth in Q3 is attributable to corporate customers and public sector
 - Total loans arranged (bank + mortgage-credit) up 4% YTD
- **Bank deposits up DKK 2.1 billion (7%) on YE 2011 and 5% up on Q2**
 - Growth attributable to core deposits from household customers
- **Guarantees DKK 0.7 billion (17%) up on YE 2011 – but DKK 1.4 billion down on Q2**
 - Trend parallel to volume of pending mortgage-credit loans



* Incl. repo, reverse and pooled schemes

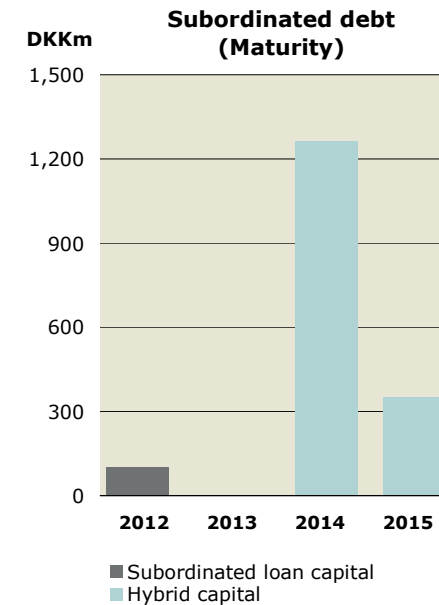
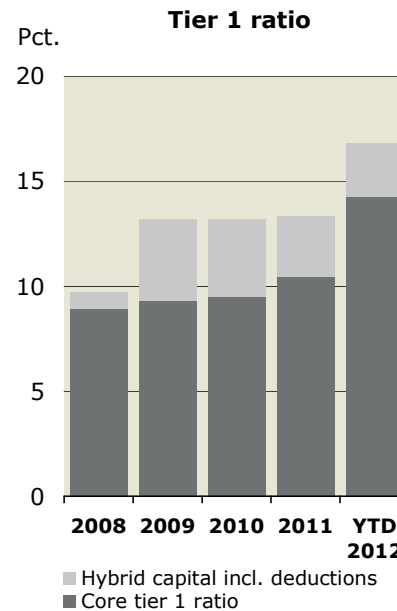
GROWTH IN THE MORTGAGE-CREDIT AREA SECURES GROWTH IN TOTAL LOANS ARRANGED



CAPITAL POSITION FURTHER STRENGTHENED DUE TO REDUCTION IN RWA

- Core Tier 1 up to 14.3% (YE 2011: 10.4)
- Subordinated capital of DKK 508 million redeemed in H1
- Solvency ratio of 16.8 – up from 14.0 YE 2011
- ICAAP ratio of 9.3 pct.
 - Growth in ICAAP ratio attributable to reduction in RWA – not to changes in risk exposure
 - Excess coverage of 7.5 pp (DKK 2.9 billion)

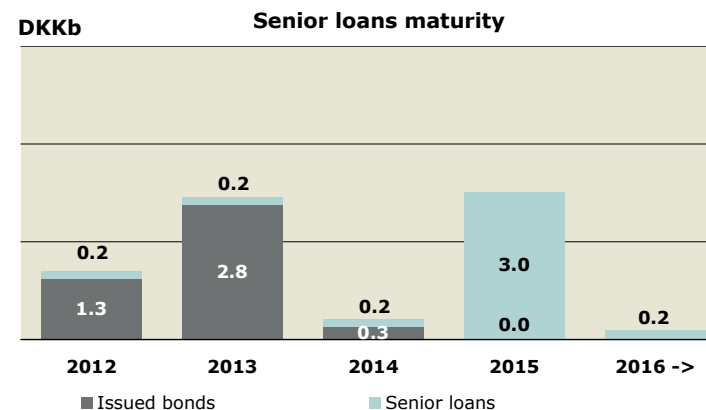
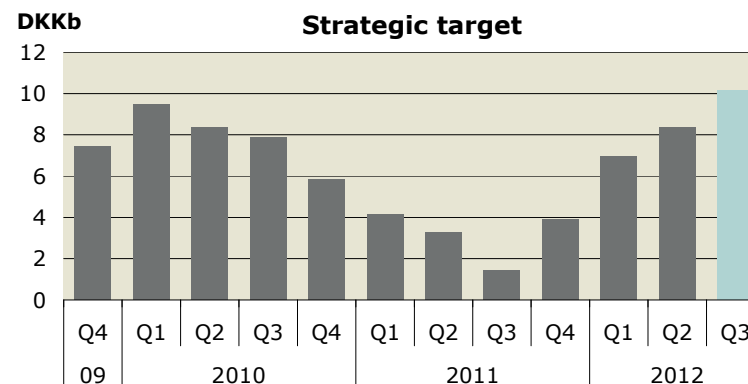
| Pct. | Q3 2012 | Q2 2012 | 2011 | 2010 |
|------------------------------|-------------|-------------|-------------|-------------|
| Core tier 1 ratio | 14,3 | 13,2 | 10,4 | 9,5 |
| Hybrid capital | 4,2 | 4,0 | 3,8 | 3,8 |
| Deductions in hybrid capital | -1,7 | -1,5 | -0,9 | -0,2 |
| Tier 1 ratio | 16,8 | 15,7 | 13,3 | 13,2 |
| Subordinated debt | 0,5 | 0,4 | 1,6 | 2,0 |
| Deductions in capitalbase | -0,5 | -0,4 | -0,9 | -1,8 |
| Solvency ratio | 16,8 | 15,7 | 14,0 | 13,4 |



EXCESS COVERAGE RELATIVE TO STRATEGIC LIQUIDITY TARGET IMPROVED TO DKK 10.2 BILLION

- Excess coverage relative to strategic target stands at DKK 10.2 billion – DKK 6.1 billion higher than YE 2011
- Trends in Q1-Q3
 - Run-off on leasing portfolio: DKK 2.8 billion
 - Decline in bank lending: DKK 1.2 billion
 - Increase in equity: DKK 1.0 billion
 - Utilization of LTRO (Central Bank) – DKK 3 billion
- Current liquidity buffer and run-off on leasing portfolio expected to be sufficient to repay all senior funding maturing in 2012 and 2013

| | Q3 | Q2 | Q1 |
|---------------------------------|-------------|-------------|-------------|
| DKKb | 2012 | 2012 | 2012 |
| Deposits ex. repo | 33.2 | 31.6 | 31.1 |
| Seniorfunding | 7.9 | 8.7 | 8.7 |
| Core capital and sub. capital | 7.5 | 7.4 | 7.4 |
| Stable long term funding | 48.6 | 47.7 | 47.2 |
| Loans, banking activities | 30.0 | 28.9 | 29.9 |
| Loans, leasing activities | 4.3 | 4.9 | 6.4 |
| Maturity < 1 year | -4.1 | -5.5 | -4.0 |
| Strategic target (>0) | 10.2 | 8.4 | 6.9 |



GUIDANCE FOR 2012 AND 2013

2012

- Core earnings before impairments and one-offs related to merger expected in the DKK 900 million range (unchanged)
- Q4 loan impairment at same level as in Q3
- Contributions to sector-targeted solutions in the DKK 60 million range

2013

- Core earnings before impairments and one-offs related to merger expected in the DKK 1,100 million range – whereof synergies related to merger are expected to contribute with DKK 100 million
- Impairment ratio of 1
- Expectation for impairment losses is subject to greater uncertainty than previous announcements