

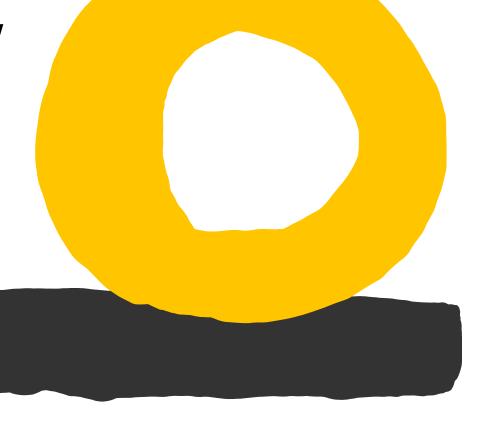
Agenda

 Rogaland Sparebank; a new bank, a new stategy period

Key figures as of Q3

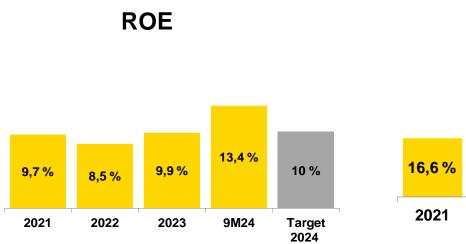
Capitalmarked presentation will be available at 11.30:

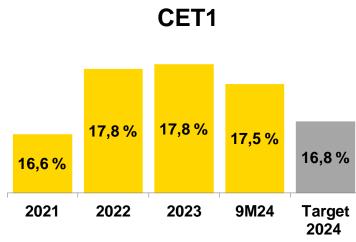
https://www.rogalandsparebank.no/investor-relations

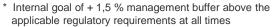




Financial Targets for 2021-2024



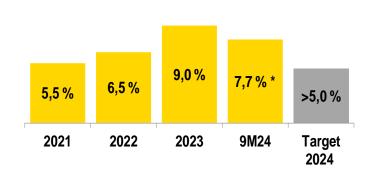




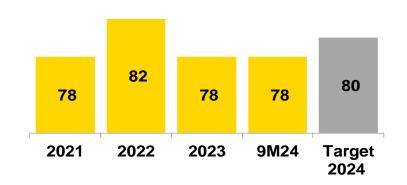
Customer Satisfaction Retail Customer Satisfaction Corporate

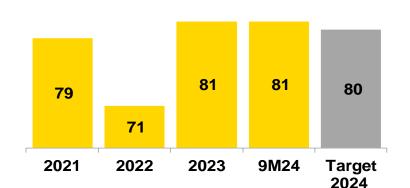
75 %

2020



Profitable Growth





Dividends

75 %

2022

62,5 %

2021

75%

2023

50-75%

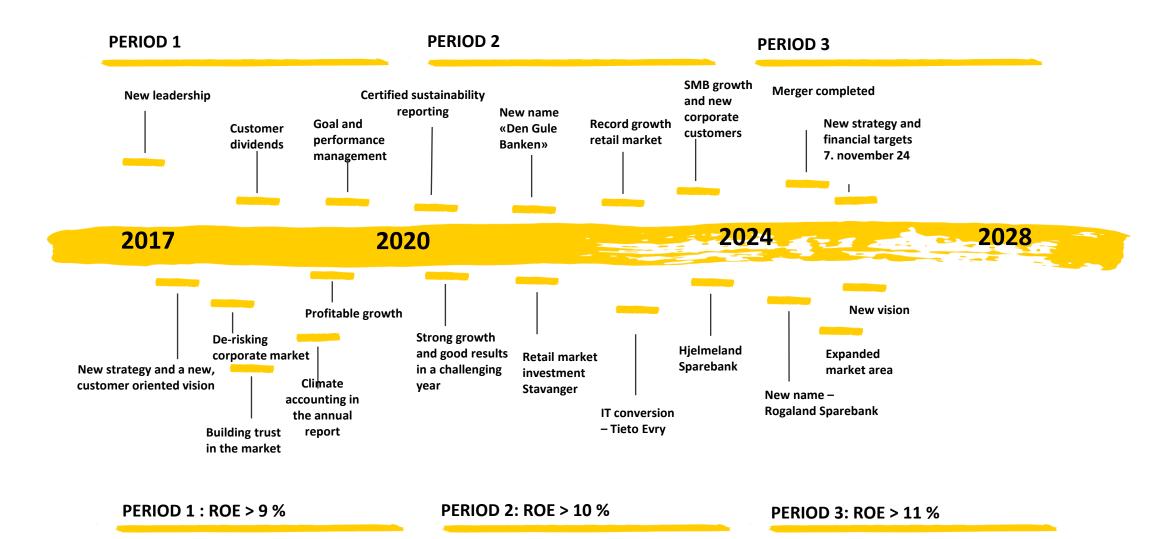
Target

2024



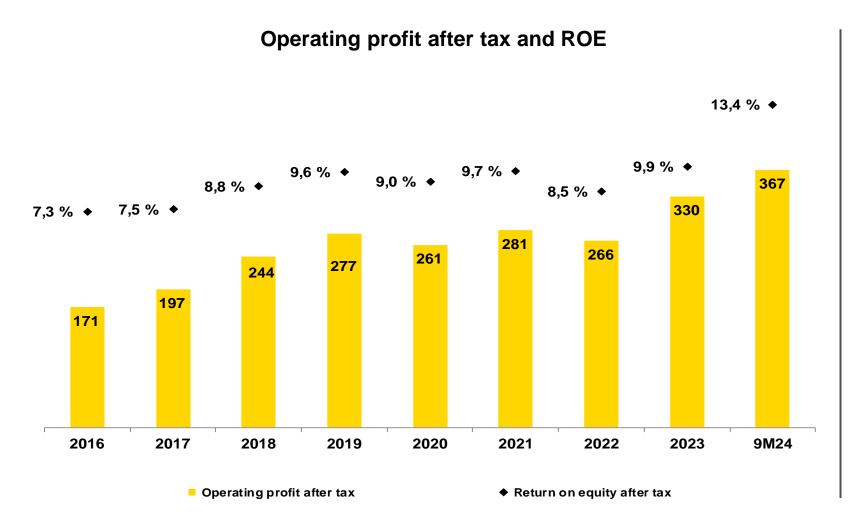
^{*} Total lending (including merger) has increase by 16,7 % over the last 12 months

New strategy period 2025 - 2028





Solid results throughout the strategy periods

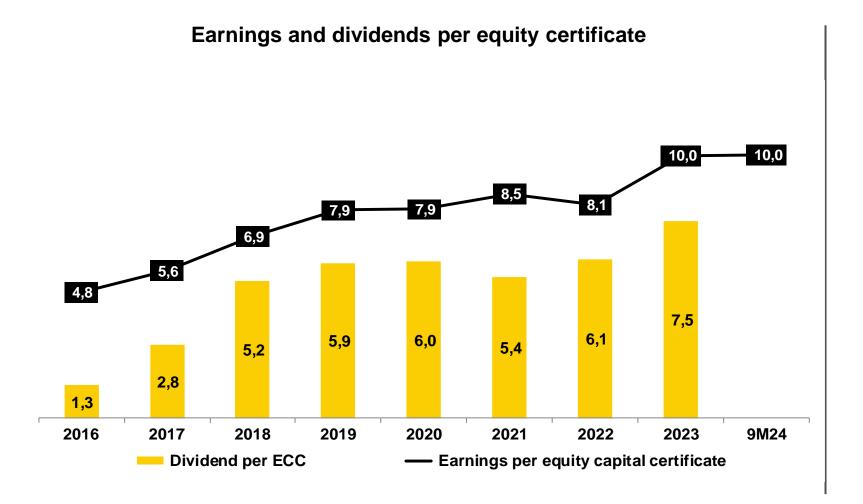


Main points

- Compound annual growth rate
 (CAGR) from 31.12.16 31.12.23 at
 9,8%
- Costs related to changing the core banking system are charged in total
 67 MNOK i 2021, 2022 og 2023



Significant improvement in earnings and dividends to owners



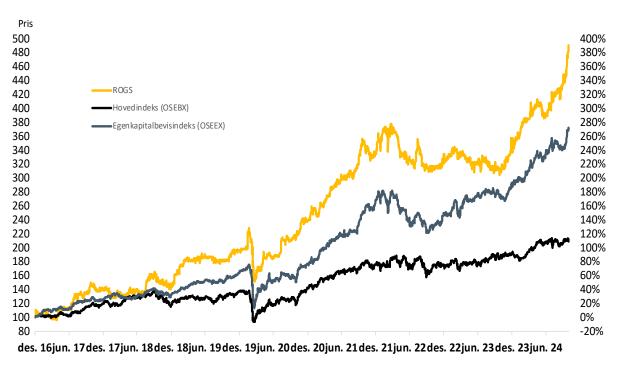
Main points

- Total dividend per ECC 2017-2023 is 37,85 kr
- Average dividend yield in the period is 70%
- Stable ownership share throughout the period of 63,5%

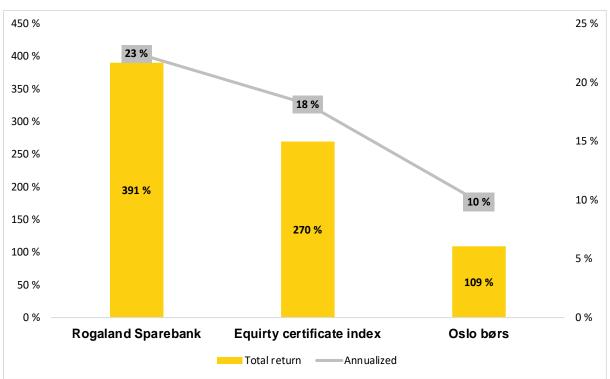


The Equity Certificate

ROGS: Development in price and volume on OSE



Return from 31.12.16 - 30.10.24









Our

Vision

A vision says something about what our goal is, what we should be - and for whom



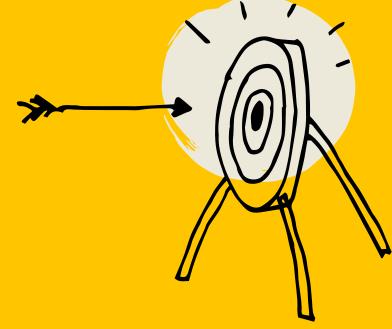
DEN MEST ATTRAKTIVE BANKEN I ROGALAND

FOR KUNDER, ANSATTE, EIERE OG SAMFUNN



Strate g is ke

2025 — 2028



Customersand reputation

- We must ensure good and customized customer experiences. In everything we do, we shall contribute to building a stronger and broader reputation.

People

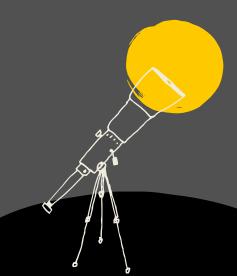
- We will acquire, develop and take care of the best people and build a unique and attractive culture.

Profitable growth - We will grow more than the many

- We will grow more than the market and ensure ever-increasing profitability.



- We will make responsible choices and contribute to the social development in our market area.





About

Customers and reputation



Goals towards 2028

CUSTOMERS AND REPUTATION

- We will further develop our strong and clear brand. The brand must be recognizable: our stripe, the yellow, and what makes us stand out from our competitors. We will become the most visible bank in Rogaland
- We will, though our actions, build credibility and trust that will strenghten the bank's reputation thoughout Rogaland

- We will develop a service concept that makes the "Yellow Customers" feel special and valued in the bank and receive good and personal customer experiences
- Our customers will experience our personal customer service and good digital solutions that simplifies the customer's everyday life, retail and corporate market alike.



Branding

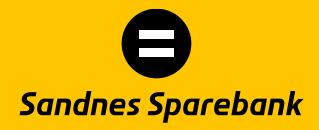
We will become the most visible bank in Rogaland

- We will further develop our strong and clear brand. The brand must be recognizable: our stripe, the yellow, and what makes us stand out from our competitors.
- We will make sure that the logo, color palette and other visual element are consistent across all platforms and contact points. Rogaland Sparebank will continue the yellow and playful.
- We will market the bank in digital, traditional and social media and prepare a channel and media strategy that supports becoming the most visible bank in Rogaland.
- We will unite the brands Sandnes Sparebank, Hjelmeland Sparebank and Den Gule Banken into a new brand Rogaland Sparebank

omdømme



Almost 150 years of history









We used to be
Sandnes
Sparebank,
a bank with deep
roots in the region

Then we became **Den Gule Banken**,
to become a banking
alternative also for those
outside Sandnes

We then merged with

Hjelmeland
Sparebank, because
the aim was to
become a bank for a
larger part of the
county

And the result was

Rogaland Sparebank

– a new bank, which
you actually knew
before





We take

Social responsibility



Rogaland!

We will be physically present in Nord-Jæren and in Ryfylke and contribute to jobs and local growth



Rogaland Sparebank Gift Fund

The gift fund is to be used for non-profit purposes and build on the savings bank's idea of giving some of the profits back to the community of which the bank is a part



Sponsorship

As a proud local bank, we shall contribute and show again in the local communities. Sponsorship should help to strengthen and build the bank's position as an active supporter in society







Customer Dividend

We share the profit with our customers through customer dividends, - Obviously!

Kundeutbytte for syvende gang!

Når det går bra for banken, skal det også gå tilbake til kundene. Det betyr at en familie med 4 millioner kroner i lån og 50.000 kroner i innskudd kan få utbetalt ca 11.000 kroner i kundeutbytte.



Sustainability

We are committed to contributing to a better and more sustainable future for our employees, our customers and our surroundings

- Offer sustainable products in a credible way where relevant, both to customers and investors.
- Promote sustainability in the local community via the endowment fund and market channels.
- Driving force to reduce emissions from own business and lending portfolio.
- Contribute as an active ESG advisor to our customers.
- Measure, understand and actively price ESG credit risk.
- Implement ESG reporting (CSRD) in accordance with legal requirements.





Our

People



Targets towards 2028 People

- We will become the most attractive bank for employees
- We will develop the most attractive managers
- We will create a common Yellow culture
- We will strengthen the Bank's competence base
- We will work in a more standarized way and do a digital upgrade of internal processes
- We will achieve growth targets without an increase in resource use

















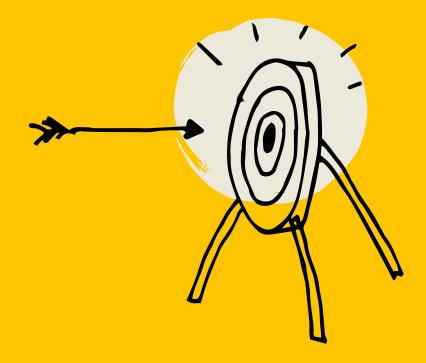
About

Profitable growth





Strategic Goals Retail



Targets towards 2028

Retail

- We will take market shares where we have an office
- We will be amongst the most profitable banks in retail, compared to the banks we compete against
- We will be the best at Personal Advice
- We will work more standarized and operate efficiently
- We will improve both internal and external processes by making use of available technology and tools
- We will contribute to a lower cost ratio for the bank by increasing income without increasing costs
- We will work purposefully to increase the share within our preferred segment
- We will wnsure that we have sufficient deposit coverage



How?

Differentiation

- We will still be yellow, different and fast
- We will be the bank that is clearly rooted in its local roots, for the «ordinary» family in Rogaland
- We have good advisors with a peronal touch, good competence and knowledge of the local market
- Happy, peronal and a «go getter»

Operating consept

- We will have Personal Counseling with credibility
- Adapted concept for the right customers
- Situattional choice in counseling
- Streamline handling internally
- Digital everyday banking and advice on life events
- We deliver seamless customer experience along with competent customer service





How?

Culture

- We must attract, retain and develop the best employees
- We must be the best at competence building and sharing
- We will create a winning team that iis passionate about the best customer experiences
- We must have courageous leaders who lead the way and show the way





How?

Profitability in everything we do

- We will strive to get it right the first time to ensure efficiency and satisfied customers
- We must operate more proftably without becoming like our competitors
- We will use the tools we can to make the operation optimally efficient
- We must manage grwoth in market share without increasing the number of employees
- We must charge the right price for products and services
- We must focus on continuous improvements − 10% smarter





A bank for many – but not for all

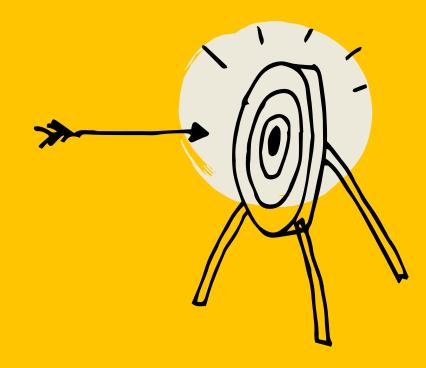
- The customers lives or has ties to Rogaland south of Boknafjorden
- The customer emphasizes the bank's contribution to the local community, through sponsorship and endowment funds
- The customer has several products with us, in addition to mortgage and salary entry
- The customers values the bank's values
- The customers appreciate quick decision-making processes and that we provide tailored advice throughout life
- The customer appreciate customer benefits and competetive conditions over market-leading prices







Strategic goals Corporate



Objectives towards 2028

Rogaland Sparebank

Corporate

The most attractive local bank for small and medium-sized businesses in our market segment

Lokal.

We are <u>present</u> with competent employees who know and understand the local business community

Relationship and closeness are the glue between us and our customers

Personlig.

Short distance to decion-makers gives us the power to act, and puts us in a position to find good solutions together with our customers

Rask.





Ambitions towards 2028

- We will take a clear position as an attractive and local business bank for small and medium sized companies in our primary market areas
- We will be a local business bank that reflects to a greater extent the local business life of which we are a part
- We will increase our focus on business customers and industries with a greater degree of turnover and operations, but who also need more holistic advice
- We will utilize and challenge the Eika platform, but also seek axternal partnerships that strengthen our attractiveness in the market and increase long-term profitability

Customersand reputation



DEN MEST ATTRAKTIVE BANKEN I ROGALAND

People



Rogaland Sparebank

Ownership fraction 62,5% (Equity share)

Subsidiaries (Fully consolidated)

Eika gruppen AS

9,4% share of ownership. Rogaland Sparebank is the largest bank in the alliance

Partly owned companies

Rogaland Sparebank **Boligkreditt AS**

100% ownership

Aktiv Rogaland AS (under establishment) 100% ownership Continuation of two

partly owned subsidiaries

Aktiv Eiendomsmegling Jæren AS

> (ownership 60%) Ryfylke

Eiendomsmegling AS (ownership 70%).

Eika Kredittbank AS 100% ownership

Eika Kapitalforvaltning AS 100 % ownership

Fremtind Holding AS ownership 20,1%

Sparebank 1 **Kreditt AS**

Kiell Haver Regnskapsservice AS 49,5% ownership.

Brage Finans AS ownership 4%.

^{*}Rogaland Sparebank ownershipstake in Eika Boligkreditt AS is 0,64%.

Financial Targets 2025 -2028



- ROE > 11 % (incl. hybrid), Higher than comparable banks
- Yield rate : [50%-100%]
- Lending growth > 5%, increased market share
- CET-1 < 1,5 % above legal requirements, as of now16,8%

Agenda

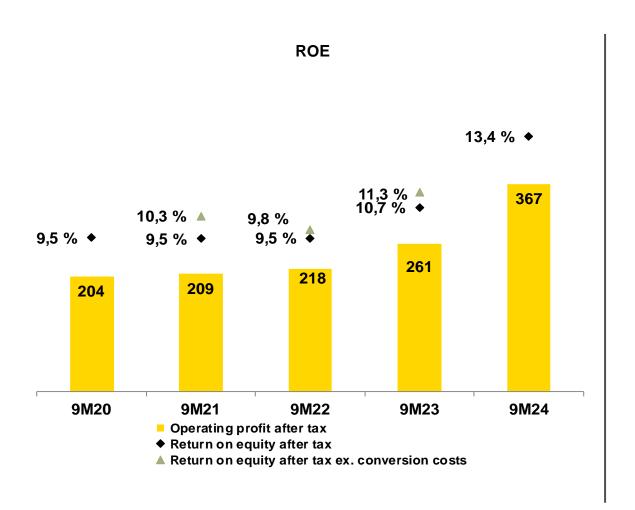
 Rogaland Sparebank; a new bank, a new stategy period

Key figures as of Q3





Rogaland Sparebank – A good start for the merged bank



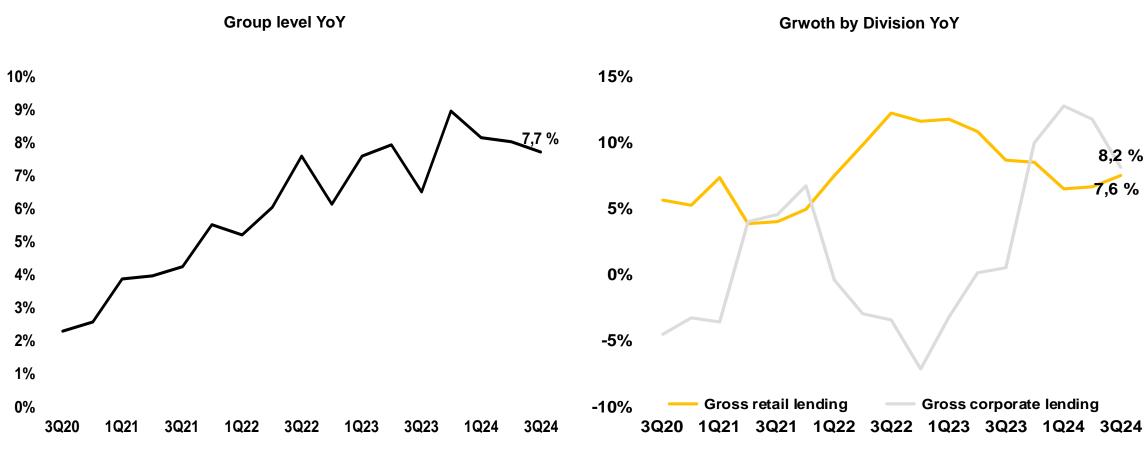
Summary 9 months

- Profit after tax MNOK 367,3 (261,4)
- ROE on equity after tax 13,4 % (10,7 %)
- EPS 10,0 NOK (7,9)
- Lending growth YoY 16,7 % (6,5 %)
- Net interest margin of 1,95 % (1,80 %)
- Net losses MNOK 26,8 (6,5)
- Solid bank with CET1 17,5 % (17,5 %)
- Costs MNOK 303,1 (271,6)



Organic Loan Growth at 7,7 % YoY

Solid growth, Increasing market share in both segments



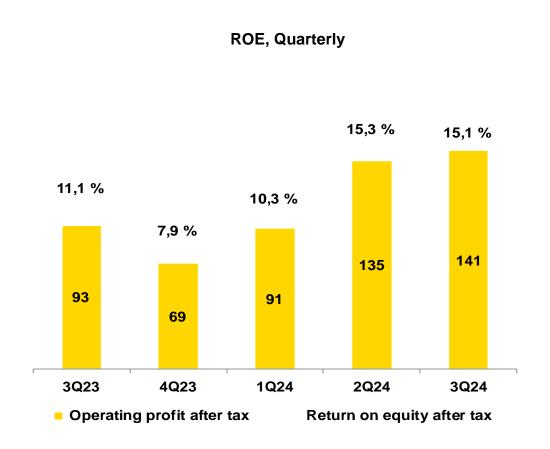
- Total lending increased by 2,2 bn (7,7 %) YoY
- Total lending increased by MNOK 353 (1,1 %) QoQ
- Including the merger, total lending increased by 4,8 bn YoY (16,7%)

- Retail lending increased by NOK 1,6 bn (7,6 %) YoY. And by MNOK 526 (2,3%) QoQ.
- Corporate lending increased by MNOK 598 (8,2%)YoY., and decreased by MNOK 173 (-2,1 %) QoQ
- Including the merger, retail lending increased by 12,3% QoQ and 18,1% YoY, and corporate lending increased by 1,6% QoQ and 12,4% YoY

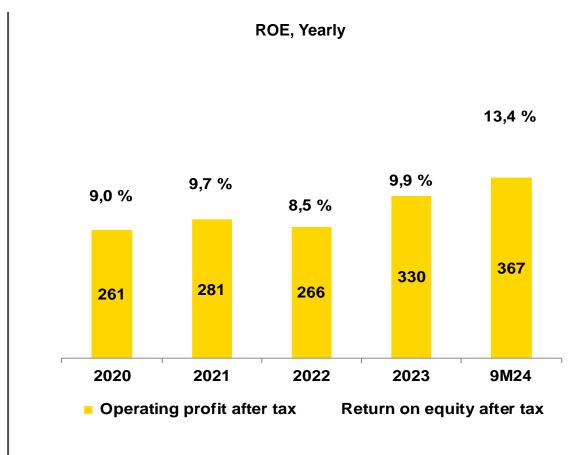


Profitability

Solid improvement in underlying banking



ROE adjusted for one offs due to the merger is 9,8% in 3Q24

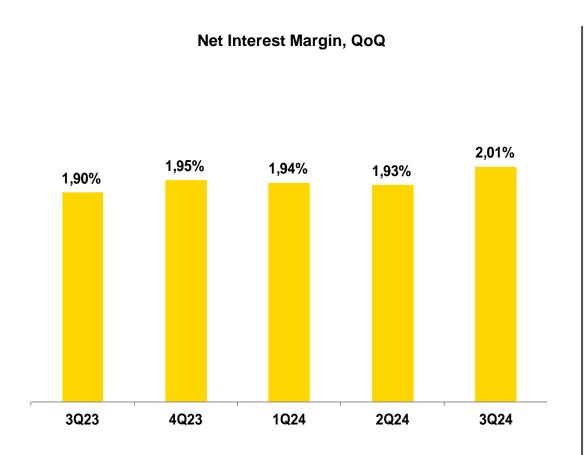


- ROE 2023 without conversion costs 10,5%, 8,7 % for 2022
- ROE adjusted for one offs due to the merger is 11,7% for the first 9 months of 2024

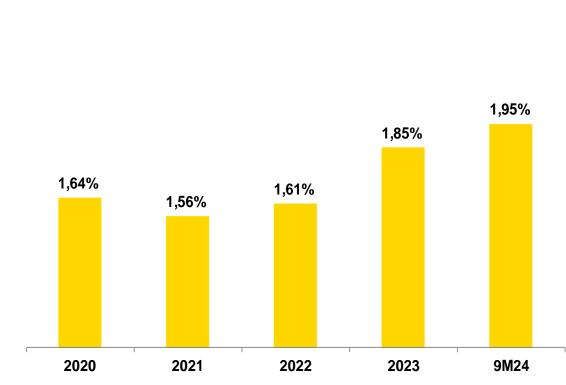


Net Interest Margin

Continued improvement in net interest margin







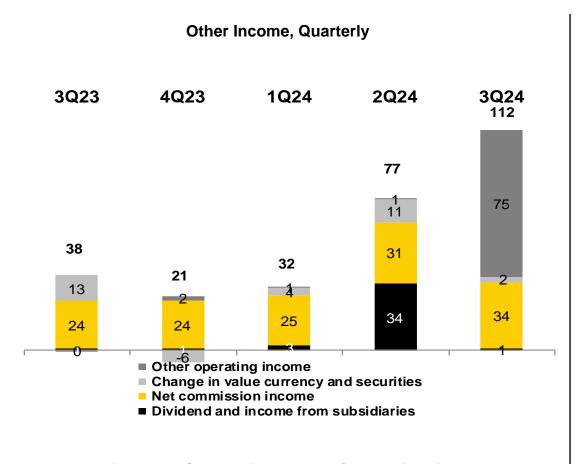
Net Interest Margin, YoY



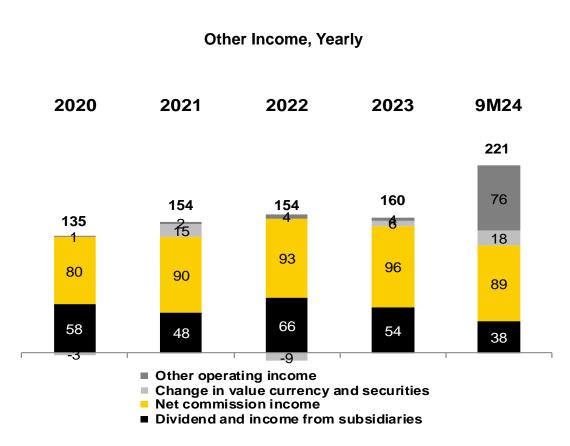


Other income

Improvement in other income for the quarter



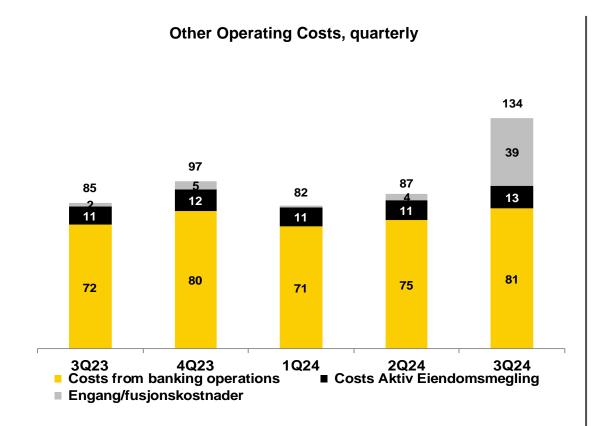
- Dividend from Eika Gruppen for 2023 MNOK 28,4 (44,8) booked in the 2nd quarter
- Improvement in net commission income
- Other operating income in the 3rd quarter (74 MNOK) is linked to the merger





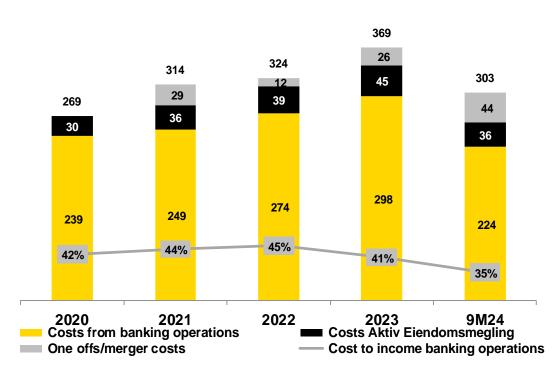
Operating costs

Stabile operating costs



- Some increase in the cost base as a result of the merger with Hjelmeland Sparebank
- The number of emplyees in the parent bank is stabile around 150 (+25 due to the merger)
- One offs / Mergereffects is mainly booked in 2nd half of 2024, total 39 MNOK

Other Operating Costs, yearly



- Operating costs underlying banking is 35 % for the first 9 months of 2024
- Changing the core system from SDC to TietoEvry is expensed at 67 MNOK in the period 2021-2023. Conversion completed in April 2023 and is in fully booked



Accounting one-offs / merger effects

All accounting effects of the merger is booked pr 3. quarter 2024

Added value and costs

	Income (MNOK)	Costs (MNOK)
Added value exchange rate	61	
Added value of own buildings from historic value to real value	13	
Technical conversion		31
Direct fusion costs		6,5
Marketing and rebranding		2,5
Advisors		6,0
Total – 28 MNOK profit contribution	74	46

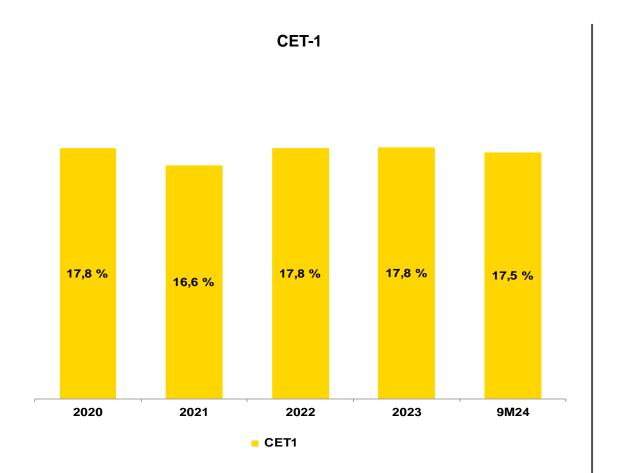
Synergies

- Identified yearly synergies of about 30 MNOK, fully implemented from 2026
- More efficient operations, cheaper funding and better utilization of the market is the contributions to the synergies
- · Costsynergies is being implemented
 - Reduction in external suppliers
 - Reduction in IT and alliancecosts
- Fundingsynergies is implemented
- Income synergies is being implemented, increased efforts in Ryfylke and more effisient adviser time
- Aktiv Rogaland realtor (100%) is under establishment (merge of the two shared ownership realtor companies)



Well Capitalized and Equipped for Furter Growth

Common Equity capital ratio of 19,2 % Common Equity capital ratio of



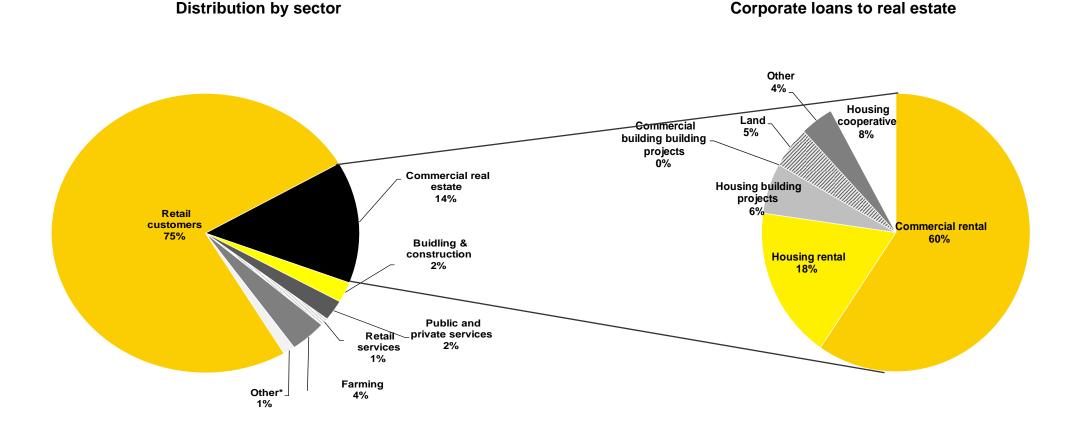
A Well Capitalized Bank

- CET-1 requirement of 15,3 % from 1.8.24
- Internal target of + 1.5 % management buffer above the regulatory requirements
- Internal target of minimum16,8% from 1.8.24
- Preliminary estimates of new standard method
 (Basel IV) increases CET-1 by ca 2,6%
- The bank expects new pilar 2 in 2025. Pilar 2 increased to 2,3% after the merger



Loans to customers

The share og retail loans has increased significantly over the last 5 years. Low exposure towards real estate development

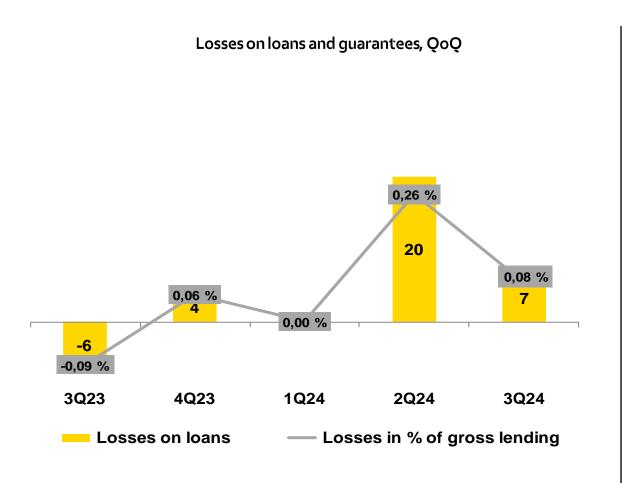


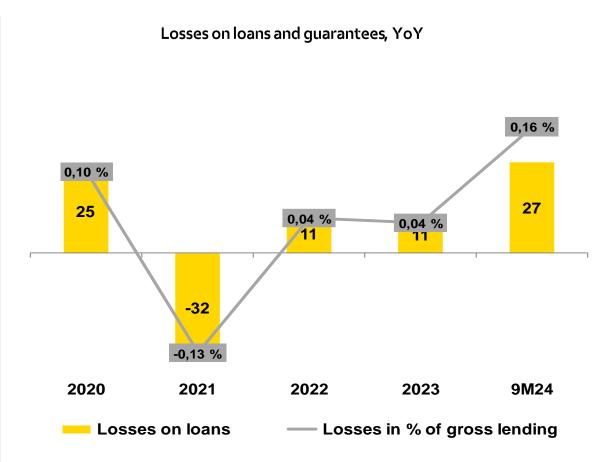
- Low exposure to cyclical industries
- Insignificant <u>direct</u> exposure to the oil industry
- Stabile exposure towards commercial real estate



Losses on Loans and Guarantees

Stable low losses, some increase in noe one-off losses and model effects in 2nd quarter of 2024

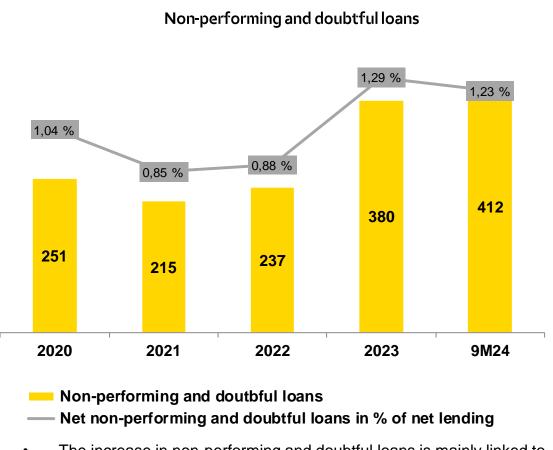


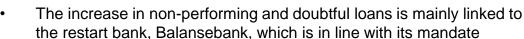


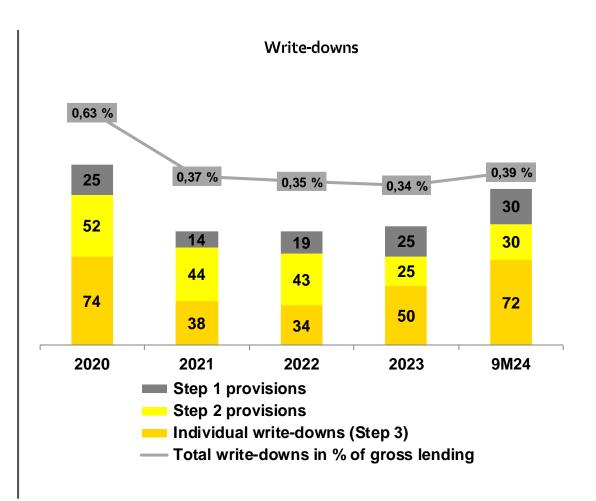


Non-Performing and Doubtful Loans

Some improvement in non-Performing loans, stabile development









Non-Performing and Doubtful Loans Retail

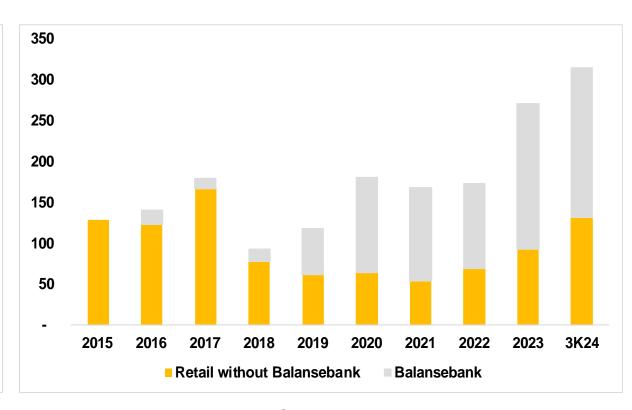
Stabile and low Non-Performing Loans in ordinary retail. Somewhat higher in Balansebank than normal



1,2 % 18% 16% 1,0 % 12,8 % 14% 0,8 % 12% 10% 0,6 % 0,5 % 8% 0,4 % 6% 4% 0,2 % 0,0 % 0% 2023 3K24 2015 2016 2017 2018 2019 2020 2021 2022 Retail without Balansebank (L.A) Balansebank (R.A)

Expected Non-Performing and Doubtful loans in Balanse Bank is 10%. All loans in Balansebank is secured with residential buildings within 85% LTV

Gross default rate retail



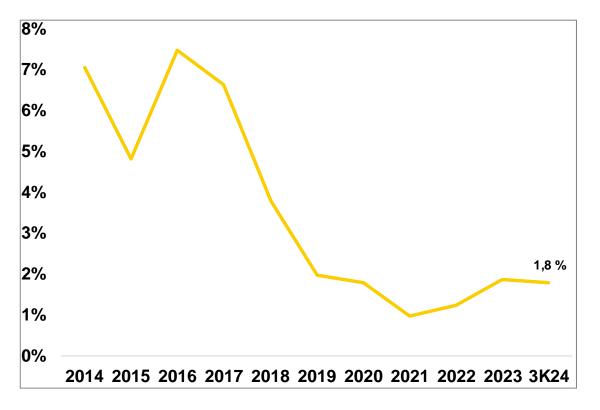
Lending volume from Hjelmeland Sparebank is included in 3K24



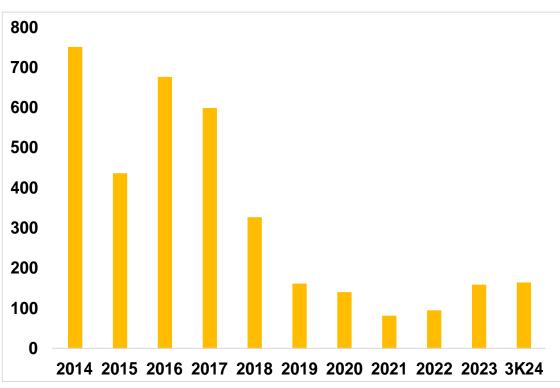
Non-Performing and Doubtful Loans Corporate

Reduction in risk for coprporate loans over several years entail less pressure in the portfolio given todays market situation





Gross default rate Corporate



Lending volume from Hjelmeland Sparebank is included in 3K24





Sustainability in the customer dialogue

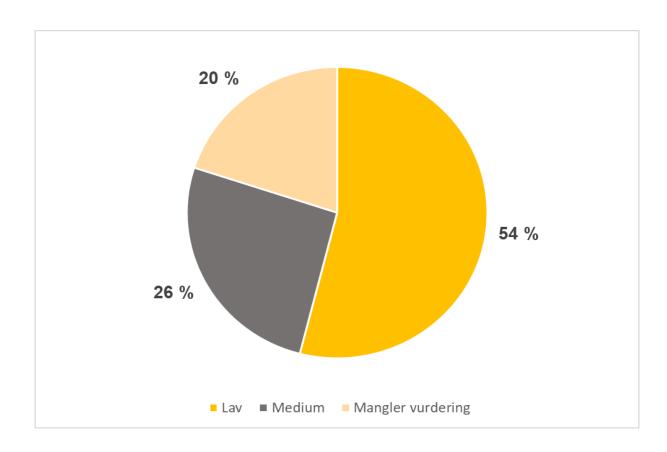
We are comitted to contributing to a better and more sustainable future for our employees, our customers and our surroundings

Goals achieved within sustainability in 2024

- The gola of ESG-assesting 80% of our corporate customers is achieved in 2024
- Retail has doubbled its green lending volume in 2024.
- Green corporate lending has exceeded 1,35 MRD NOK, and is on its way to achieve its goal of 400 MNOK in new green loans in 2024.



Distribution of ESG assessments of corporate market customers

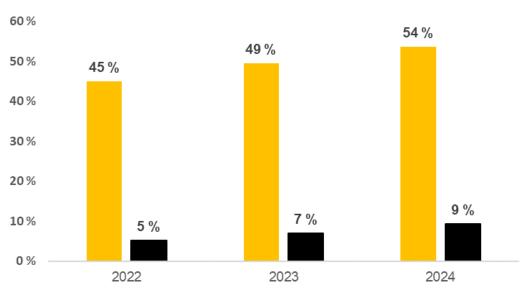




Energy Labeling

Working on collecting data

Amount of houses with energy label



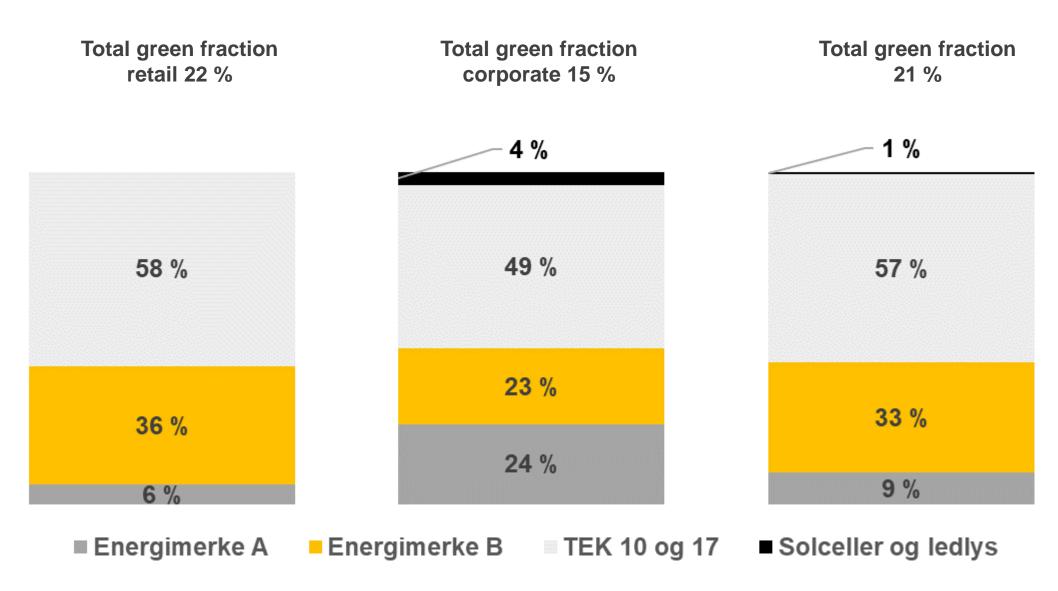
■ Andel lån med energikarakter ■ Andel lån med energikarakter A eller B

Criteria for the green loan programme

- · Mortgages with energy labeling A or B
- Loans built with TEK10 and TEK17
- Solar panels
- LED light
- Granted last 5 years
- We have energy label on about 27 % of the banks real estate portfolio
- All the corporate loans have been financed/refinanced within the last 5 years and qualify for the bank's green loan program



Green Fraction in Rogaland Sparebank

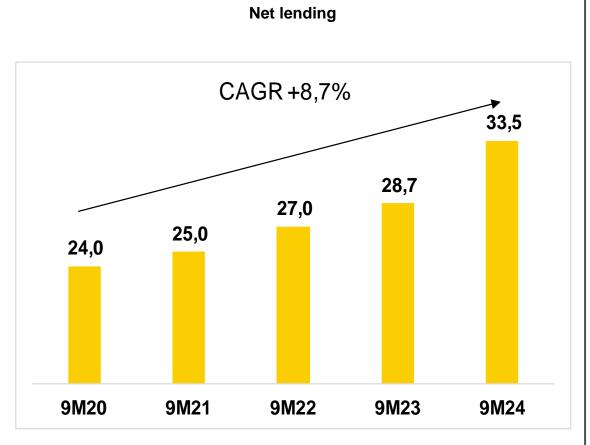


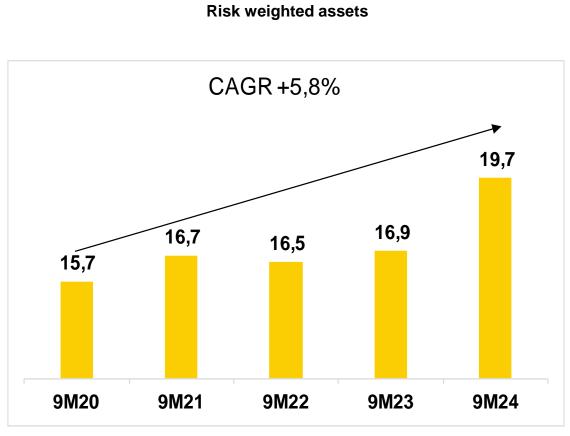
The green fraction is calculated based on the bank's green framework



The increase in lending volume has lower capital tie-up

Volume growth within the retail and SME companies requires less capital

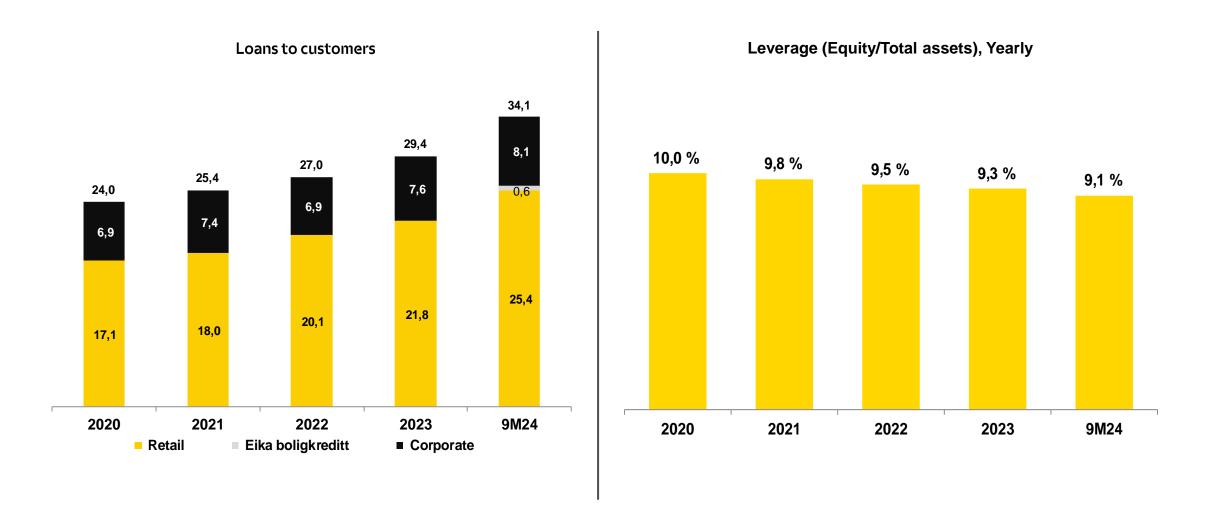






Increase in lending volume and continued strong CET1

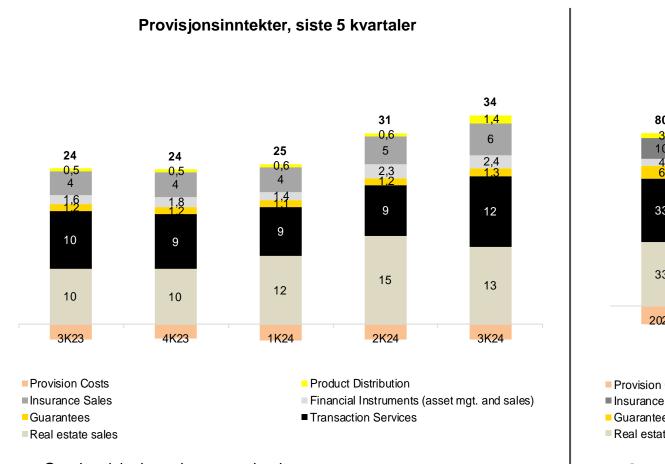
Volumegrowth in retail and SME requires less capital (Leverage ratio 9,1%)



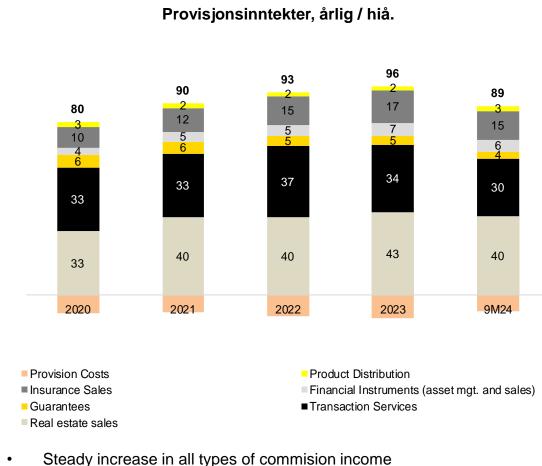


Net Commission Income

Steady increase in all types of comission income – High internal focus over time creates results



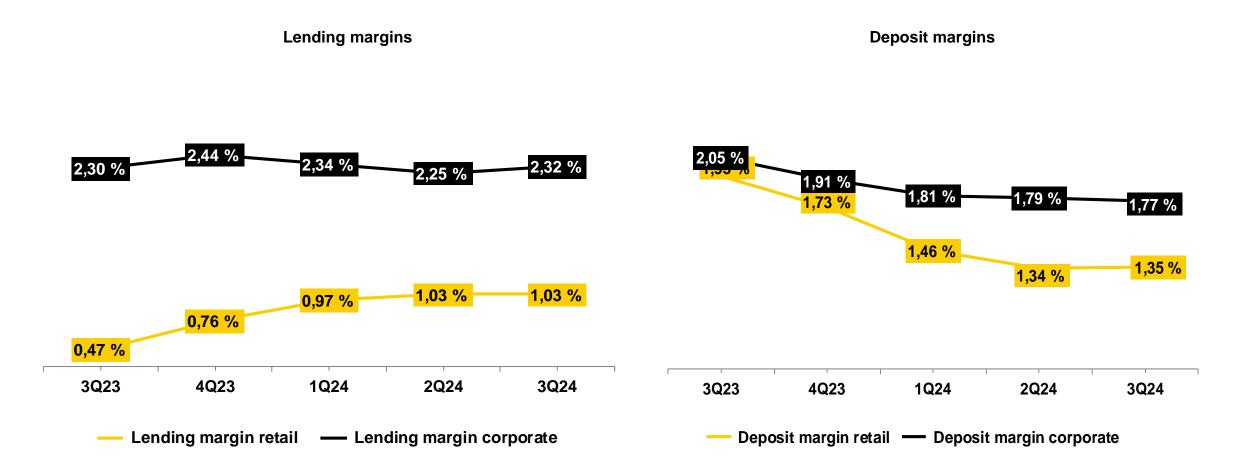
- Good activity in real estate salesd
- The increase in product distribution in the 3rd quartes is provisions from Eika Boligkreditt





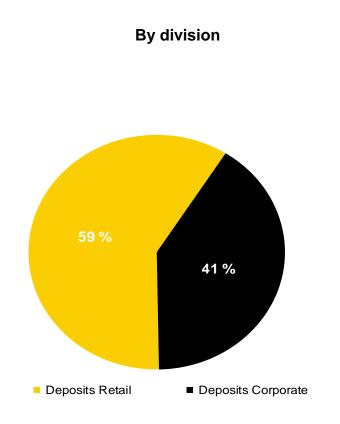
Margin on Loans and Deposits

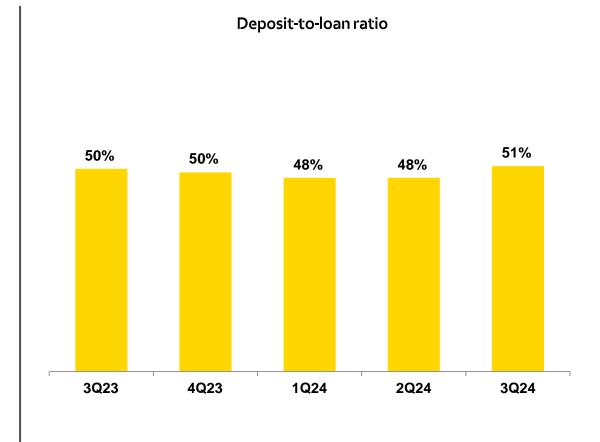
Stabile Nibor increases lending margin and reduces deposit margins in the retail market





Deposits From Customers

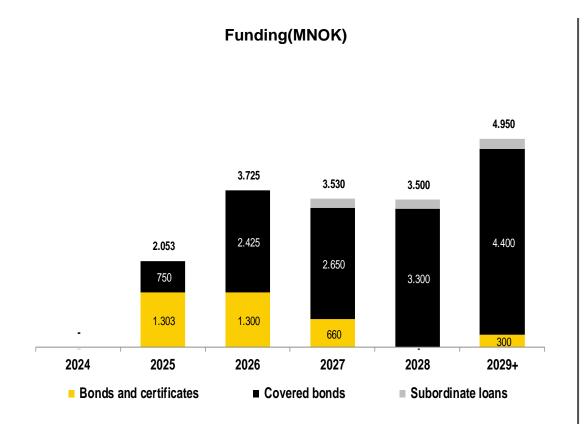


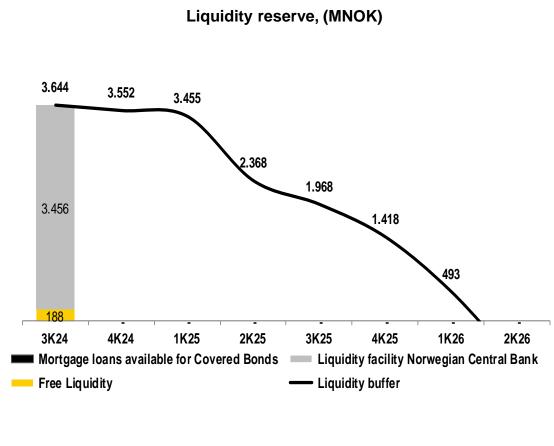


Deposits from Hjelmeland Sparebank is included in 3Q24



Liquidity LCR at 300 % | NSFR at 128 %



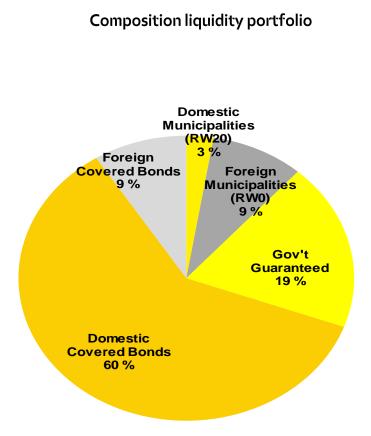


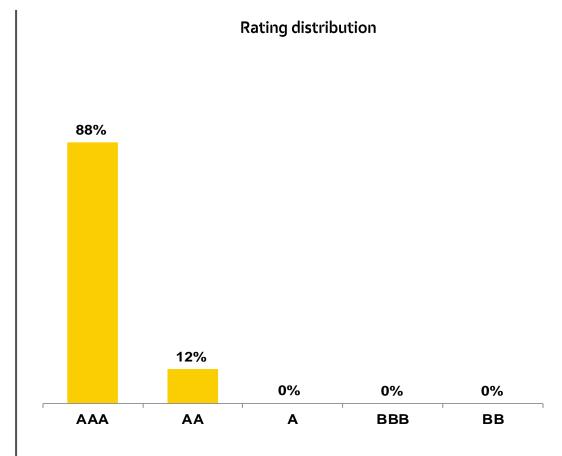
Norske kommuner internrates AA



Liquidity

NOK 4,2 bn. Ex. cash





Domestic municipalities has an internal rating of AA



Key Figures

	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	9M23	9M24
Growth assets	0,2 %	2,2 %	2,0 %	1,5 %	1,1 %	2,1 %	1,6 %	9,8 %	5,9 %	15,1 %
Growth lending (net)	0,0 %	2,6 %	2,4 %	1,4 %	2,3 %	1,9 %	2,2 %	9,5 %	6,5 %	16,7 %
Growth deposits	0,5 %	1,5 %	6,2 %	0,3 %	0,9 %	-1,2 %	2,1 %	16,2 %	8,5 %	18,3 %
Net interest margin	1,60 %	1,72 %	1,78 %	1,90 %	1,95 %	1,94 %	1,93 %	2,01 %	1,80 %	1,95 %
Other income % of total income	15,5 %	16,4 %	33,2 %	19,0 %	11,2 %	16,2 %	31,2 %	37,1 %	23,6 %	29,5 %
Cost-to-income ratio	53,7 %	53,9 %	44,3 %	42,4 %	51,2 %	41,1 %	35,4 %	44,4 %	46,4 %	40,5 %
Costs as % of av. total assets	1,0 %	1,1 %	1,2 %	1,0 %	1,1 %	1,0 %	1,0 %	1,4 %	1,1 %	1,1 %
Return on equity before tax	7,9 %	9,4 %	13,9 %	14,5 %	10,2 %	13,3 %	15,8 %	17,1 %	12,5 %	15,3 %
Return on equity after tax	5,9 %	8,3 %	12,7 %	11,1 %	7,9 %	10,3 %	15,3 %	15,1 %	10,7 %	13,4 %
Capital adequacy ratio	20,7 %	20,2 %	20,1 %	20,1 %	20,4 %	20,7 %	21,4 %	21,1 %	20,1 %	21,1 %
Tier 1 capital ratio	18,4 %	18,2 %	18,2 %	18,2 %	18,5 %	18,0 %	18,7 %	18,6 %	18,2 %	18,6 %
CET1	17,8 %	17,5 %	17,1 %	17,5 %	17,8 %	17,4 %	17,5 %	17,5 %	17,5 %	17,5 %
Risk-weighted assets	16.638	16.841	17.236	16.868	17.410	17.898	17.889	19.698	16.868	19.698
Number of man-years	151	155	155	155	154	152	150	181	155	181
Stock exchange price	94	87	85	83	91	101	96	107	83	107
Equity capital certificate % of equity	63,8	63,5	63,6	63,6	63,6	63,6	63,7	62,5	63,6	62,5
Earnings per equity capital certificate	1,5	2,0	3,1	2,8	2,1	2,8	4,1	3,8	7,9	10,0
Book value per equity capital certificate	100,4	96,2	99,3	102,0	106,6	109,3	105,4	108,6	102,0	108,6
Individual write-downs in % of gross lending	0,12 %	0,11 %	0,11 %	0,11 %	0,17 %	0,17 %	0,16 %	0,18 %	0,11 %	0,18 %
Coll. write-downs in % lending after ind. wrd.	0,23 %	0,22 %	0,24 %	0,23 %	0,17 %	0,15 %	0,20 %	0,21 %	0,23 %	0,21 %
Deposits to loans ratio	49,6 %	49,0 %	50,8 %	50,2 %	49,5 %	48,1 %	48,0 %	51,0 %	50,2 %	51,0 %
Deposits to loans ratio parent bank	88,8 %	93,7 %	95,0 %	95,5 %	96,0 %	94,4 %	95,4 %	92,4 %	95,5 %	92,4 %



Definition of Key Figures

Rate of deposits to loans

OB net loans to customers / OB deposits from customers

Liquidity coverage ratio (LCR)

Liquid assets / net liquidity output within 30 days in a stress scenario

Net Interest Income (NII)

Interest income – interest expenses

Interest margin

((Net interest income / days in the period) x days in a year) / average total assets

Lending margin

Avgerage loan rate - rolling average of 3month NIBOR rate

Deposit Margin

Rolling average of 3month NIBOR rate – average deposit rate

Cost / income ratio

Total operating costs / (net interest income + total other operating revenues)

Costs as a percentage of average total assets

((Total operating costs / days in the period) x days in a year) / average total assets

Return on equity before tax

(Operating profit before taxes / days in the period x days in a year) / ((OB total equity + IB total equity) / 2 [excl. T1 hybrid instruments]

Return on equity after tax

(Operating profit after taxes / days in the period x days in a year) / ((OB total equity + IB total equity) / 2 [excl. T1 hybrid instruments]

Equity certificate capital in % of equity

(Equity certificate capital + own equity certificate + share premium + dividend equalisation reserve) / (Equity certificate capital + own equity certificate + share premium + dividend equalisation reserve + savings bank`s fund + gift fund)

Earnings per equity certificate

(Operating profit after taxes x equity certificate capital in % of equity) / number of equity certificates

Book value per equity certificate

OB total equity x equity certificate capital in % of equity / number of equity certificates

Price / Book (P/B)

Market price / book value per equity certificate

Operating profit before write downs and taxes

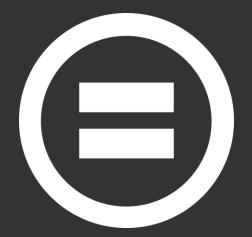
Operating profit after tax + tax cost + write downs on lending and guarantees



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