

First quarter report 2015

Santander Consumer Bank Nordics (group) and Santander Consumer Bank AS

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# Management review of first quarter 2015

This review will give a high level update of the past quarter and our views on the future for both Santander Consumer Bank AS (hereafter SCB AS) and the Santander Consumer Bank Group (hereafter the Group). The Group consists of SCB AS, Santander Consumer Finance Oy, and special entities for funding as listed in note 12.

### **Highlights**

- The Group's profit before tax was NOK 365 M in Q1 2015 compared to NOK 304 M in Q1 2014
- Increase in deposits of NOK 3 089 M in Q1 2015 for the Group
- The Group's net loans to customers increased by NOK 87 M in Q1 2015
- The Board of director and the general meeting approved the merger plan between SCB AS and Santander Consumer Bank AB (former GE Money Bank AB, hereafter SCB AB) in March and April 2015. The merger is expected to take place second half of 2015.

#### Financial overview

The Group's profit before tax of NOK 365 M in Q1 2015 against NOK 304 M in Q1 2014 is an increase of 20%. The increase is mainly due to lower costs on funding, as a result of lower interest rate levels and credit spreads.

Total assets for the Group were NOK 95 132 M for Q1 2015 where loans to customers represented 86% (NOK 81 792 M). For Q1 2014 the total assets for the Group were NOK 82 871 M of which loans to customers represented 88% (NOK 72 405 M). The increased loans to costumers resulted in an increased revenue of NOK 102 M in Q1 2015 compared to Q1 2014. The major cost drivers in Q1 2015 compared to Q1 2014 were salaries, administration expenses and increased credit losses.

SCB AS accounts show a profit before tax of NOK 256 M in Q1 2015 compared to NOK 252 M in Q1 2014. The total assets was NOK 85 619 M in Q1 2015 compared to NOK 74 975 M in Q1 2014.

### **Risk management**

The bank leverages from pan-Nordic initiatives and strategies, resulting in highly homogeneous risk practices across the business units while at the same time taking into consideration the local market's needs and climate.

#### **Credit Risk**

The Group's Credit Risk profile at Q1 2015 remains unchanged from Year End 2014 despite continuing loan growth. The consolidated Non-Performing Loans (NPL) Ratio remained flat at 1.48% for the first quarter of 2015, unchanged from 1.48% at Year End 2014.

Q1 2015 Loan Loss Provisions (LLP) of NOK 241 M represents a rise above Q1 2014 levels of NOK 166 M. Consolidated Loan Loss Reserves (LLR) increased to NOK 1,701 M in Q1 2015 from NOK 1,617 M at Year End 2014. Both the higher level of LLP and increase in LLR are attributable to portfolio growth and LLR model calibration. The NPL Coverage Ratio rose to 104.6% in Q1 from 102.5% at Year End 2014.

#### Liquidity and Interest Rate Risk

Interest rate risk in the Group is measured using the net interest margin and market value of equity. Both interest rate metrics were within limits for all countries at Q1 2015.

Liquidity Risk in Santander is measured using the Minimum Liquidity Ratio, Liquidity Coverage Ratio and Net Stable Funding Ratio.

Overall, the Group's liquidity profile improved throughout the first quarter in 2015 as preparations for meeting CRD IV's liquidity requirements continued. Higher liquidity buffers and exposure to interest rate changes within defined limits are expected to continue in 2015.

#### Foreign currency risk

The Group operates in countries with various currencies and will inevitably be exposed to currency risks. The Group's strategy is to strive for a composition of the balance sheet that minimises currency risk by ensuring that the assets and liabilities are denominated in the same currency. When the Group is rising funding through the international debt markets, such as EMTN or securitizations,

any open currency exposure should be managed through the use of derivatives.

### **Funding**

The main funding pillars of the bank are issuance of asset backed securities, senior unsecured bonds, deposits and parent company funding. The Group has during the last years taken significant steps to diversify its funding sources, and has further developed its deposits and senior unsecured funding capabilities.

Issuance of asset backed securities is an important funding source for the Group which it plans to continue to utilize during the course of 2015. This is strictly a financing operation, and is not intended to give any change in risk exposure nor give any capital relief for the bank.

The Group is well established in the Norwegian senior unsecured bond market and has also issued senior unsecured bonds under its Euro Medium Term Note program (EMTN). The EMTN program is guaranteed by SCF S.A. During first quarter 2015, the bank issued NOK 2,000 M of bonds in the Norwegian market. Customer deposits have over the last couple of years become an important funding source for the Group. The customer deposits volume increased during the first quarter 2015 by NOK 3 089 M.

The Group is also financed through loans and drawing rights from the parent bank and companies within Grupo Santander. These loans are priced at market rates. Credit markets and access to funding have been regarded as satisfactory during first quarter of 2015.

### Solvency and capital adequacy

New legislation on capital requirements for credit institutions were enforced in Norway as of 1 July 2013 as a result of the Basel III standards and the European Commission's proposal for a legal framework to implement the Basel III standards in the EU (the CRD IV framework). The Group and SCB AS are compliant with a Core Equity Tier1 Capital exceeding the minimum of 10.0%. The Group applies the standard approach in Basel III.

The ICAAP (internal capital adequacy assessment process) is integrated in the Grupo's planning and budgeting processes as well as the risk assessment processes under the internal control regulations. In addition to Credit risk, Market risk and Operational risk the ICAAP also covers business risk and other risks not covered in other solvency reporting. A report based on the ICAAP is annually prepared and presented to the Norwegian FSA.

The Group has been able to maintain strong solvency ratios above tightening regulatory requirements.

#### **Outlook for 2015**

From a macro point of view we see a continuous positive evolution in Sweden and Denmark. Finland is somewhat under stress due to political disputes with Russia, and the Norwegian economy is expected to experience some impact of lower oil price and reduced investments in the oil sector. As of now, we see few indications of this materializing in negative trends on key performance indicators.

Consumer confidence overall is healthy, giving a promising outlook for our product base, specifically consumer loans and credit cards. Car sales are expected to keep a flat trend, or potentially show a slight reduction. The Group will continue to leverage our pan-Nordic footprint, with the best example being our increased cooperation with auto importers and auto dealers with a pan Nordic presence.

From a funding and liquidity standpoint, the focus remains on ensuring good access to diversified funding sources and to meet the CRD IV liquidity requirements. Securitizations, customer deposits, senior unsecured bonds and intra group funding form the four key funding pillars. From a capital perspective the bank has a capital plan which secures being above the minimum regulatory requirement levels.

Santander Consumer Finance S.A's (SCF S.A.) acquisition of SCB AB in 2014 will result in a broader market presence in 2015 than in 2014. The acquisition is part of SCF S.A.'s strategy of growing in the Nordic region. The merger between SCB AS and SCB AB is expected to generate synergies when capturing larger parts of the consumer market.

We always strive to optimize and perfect our setup for system and process support, our innovation capabilities and margin management. The bank plans for another year of sustainable growth in both top and bottom line.

## **Profit and loss account**

| Group                   |                         |                    |  | SCB AS                  |                         |                    |
|-------------------------|-------------------------|--------------------|--|-------------------------|-------------------------|--------------------|
| Q1 / YTD                | Q1 / YTD                | FY 2014            | All amounts in thousands of NOK  | Q1 / YTD                | Q1 / YTD                | FY 2014            |
| 2015                    | 2014                    | 2014               | Note Interest income and similar income  | 2015                    | 2014                    | 2014               |
| -1 138                  | 4 056                   | 33 981             | Interest and similar income Interest and similar income on loans to and receivables from credit institutions | 196 289                 | 193 768                 | 731 905            |
| 1 294 859               | 1 198 018               | 4 989 041          | Interest and similar income on loans to and receivables from customers                                       | 759 229                 | 608 670                 | 2 789 164          |
| 38 509                  | 39 873                  | 152 515            | Operational leasing income   | -                       |                         |                    |
| 15 109                  | 3 570                   |                    | Interest and similar income on comm.paper, bonds and other securities  | 64 935                  | 77 214                  | 276 757            |
| 1 347 340               | 1 245 518               | 5 208 770          | Total interest income and similar income   | 1 020 453               | 879 653                 | 3 797 826          |
|                         |                         |                    | Interest expenses and similar expenses   |                         |                         |                    |
| 112 388                 | 173 228                 | 614 815            |  | 88 213                  | 137 145                 | 490 633            |
| 109 783                 | 82 013                  | 382 732            | Interest and similar expenses on deposits from and debt to customers   | 109 783                 | 82 013                  | 382 732            |
| 106 088<br>41 449       | 103 748<br>47 150       | 422 574<br>215 562 | Interest and similar expenses on issued commercial papers and bonds<br>Interest on subordinated loan capital | 37 050<br>50 017        | 7 577<br>51 746         | 78 100<br>210 28:  |
| 15 405                  | 23 261                  | 79 850             | Other interest expenses and similar expenses   | 12 701                  | 20 386                  | 70 121             |
| 385 113                 | 429 400                 | 1 715 534          | Total interest expenses and similar expenses   | 297 764                 | 298 867                 | 1 231 878          |
|                         |                         |                    |  |                         |                         |                    |
| 962 226                 | 816 118                 | 3 493 237          | Net interest and credit commission income  | 722 689                 | 580 786                 | 2 565 948          |
|                         |                         |                    | Commission income  |                         |                         |                    |
| 699                     | 522                     | 1 650              | Guarantee commissions  | 540                     | 444                     | 1 573              |
| 97 571                  | 88 596                  | 390 642            | Other commissions and fees   | 114 066                 | 116 685                 | 473 51             |
| 98 270                  | 89 118                  | 392 292            | Total commission income and income from banking services   | 114 606                 | 117 129                 | 475 084            |
|                         |                         |                    |  |                         |                         |                    |
| (2.790                  | 50.262                  | 100 202            | Commission Expenses  | 50.460                  | 47.060                  | 100 200            |
| 62 789<br><b>62 789</b> | 50 363<br><b>50 363</b> | 198 202<br>198 202 | Other fees and commission expenses  Total commission expenses and expenses from banking services             | 58 460<br><b>58 460</b> | 47 969<br><b>47 969</b> | 188 208<br>188 208 |
| 02 /89                  | 50 303                  | 198 202            | Total commission expenses and expenses from banking services   | 58 400                  | 47 909                  | 188 208            |
|                         |                         |                    | Net value change and gain/loss on foreign exchange and securities  |                         |                         |                    |
| 26 783                  | -                       | 98 546             | Gain on foreign exchange and securities  | 12 504                  | 11 427                  | 112 52             |
|                         | -34 098                 |                    | Loss on foreign exchange and securities  |                         |                         |                    |
| 26 783                  | -34 098                 | 98 546             | Total value change and gain/loss on foreign exchange and securities  | 12 504                  | 11 427                  | 112 527            |
|                         |                         |                    | Other operating income   |                         |                         |                    |
| 11 139                  | 9 436                   | 36 863             | Other operating income   | 6 847                   | 6 718                   | 391 306            |
| 11 139                  | 9 436                   | 36 863             | Total other operating income   | 6 847                   | 6 718                   | 391 300            |
|                         |                         |                    | Salary and administrative expenses   |                         |                         |                    |
| 195 537                 | 164 819                 | 624 980            | Salaries, fees and other personnel expenses  | 172 715                 | 145 881                 | 545 779            |
| 126 260                 | 109 482                 | 434 691            | Of which: - Salaries   | 108 701                 | 94 974                  | 412 45             |
| 25 698                  | 22 802                  | 99 175             | - Pensions   | 22 554                  | 20 305                  | 60 118             |
| 43 579                  | 32 535                  | 91 115             | - Social costs   | 41 459                  | 30 603                  | 73 20              |
| 155 317                 | 110 708                 | 558 999            | Administrative expenses  | 137 162                 | 92 414                  | 495 720            |
| 350 854                 | 275 527                 | 1 183 979          | Total salary and administrative expenses   | 309 877                 | 238 296                 | 1 041 50           |
|                         |                         |                    | Depreciation   |                         |                         |                    |
| 16 394                  | 24 296                  | 71 016             | Depreciation   | 14 733                  | 22 658                  | 63 933             |
| -                       | -                       | 131 169            | Impairment of intangible assets  | -                       | -                       | 131 169            |
| 29 204                  | 30 446                  | 118 574            | Depreciation operational leasing   | -                       | -                       |                    |
| 45 598                  | 54 742                  | 320 759            | Total depreciation   | 14 733                  | 22 658                  | 195 102            |
| 33 489                  | 29 550                  | 147 731            | Other operating expenses   | 25 000                  | 20 955                  | 100 588            |
|                         |                         |                    | Losses on loans, guarantees etc.   |                         |                         |                    |
| 240 886                 | 166 355                 | 849 460            | Loan losses  | 192 807                 | 133 839                 | 689 349            |
| 240 886                 | 166 355                 | 849 460            | Total losses on loans, guarantees etc. 4   | 192 807                 | 133 839                 | 689 349            |
|                         |                         |                    |  |                         |                         |                    |
| 364 803                 | 304 036                 | 1 320 807          | Operating result   | 255 770                 | 252 344                 | 1 330 114          |
|                         |                         |                    |  |                         |                         |                    |
| 86 031                  | 85 882                  | 364 400            | Taxes expense  | 67 822                  | 68 991                  | 297 631            |
| 278 772                 | 218 154                 | 956 408            | Profit after tax   | 187 948                 | 183 353                 | 1 032 483          |
|                         |                         |                    | Allocation of profit after tax   |                         |                         |                    |
| 278 772                 | 218 154                 | 956 408            | Transferred to other earned equity   | 187 948                 | 183 353                 | 1 032 483          |
| 270 772                 | 210 154                 | 054 400            | Total allocations  | 107 040                 | 192 252                 | 1 022 403          |
| 278 772                 | 218 154                 | 956 408            | Total allocations  | 187 948                 | 183 353                 | 1 032 483          |

# Other Comprehensive income

| Gro     | Group    |          |  | SC      | B AS    |           |
|---------|----------|----------|--|---------|---------|-----------|
|         | •        |          | All amounts in thousands of NOK                            |         |         |           |
| 278 772 | 218 154  | 956 408  | Profit after tax for the period                            | 187 948 | 183 353 | 1 032 483 |
|         |          |          |  |         |         |           |
|         |          |          | Items not to be recycled to profit and loss                |         |         |           |
| -       | -136 512 | -126 581 | Actuarial gain/loss on post-employment benefit obligations | =       | -       | -126 581  |
| -       | 28 406   | 34 177   | - Tax relating to pension                                  | -       | -       | 34 177    |
|         |          |          | Items to be recycled to profit and loss                    |         |         |           |
| -71 038 | -112 310 | 153 885  | Net exchange differences on translating foreign operations | -2 674  | -3 969  | -24 893   |
| 19 180  | 30 324   | -41 549  | - Tax relating to exchange differences                     | 720     | 1 072   | 6 721     |
| -10 680 | 23 222   | -18 305  | Value change of government bonds held for sale             | -10 680 | 23 222  | -18 305   |
| 2 884   | -6 270   | 4 942    | - Tax relating to government bonds                         | 2 884   | -6 270  | 4 942     |
| -10 552 | -        | 564      | Cash flow hedge EMTN                                       | -10 552 | -       | 564       |
| 2 849   | -        | -152     | - Tax relating to cash flow hedge from EMTN                | 2 849   | -       | -152      |
| 25 901  | 176 433  | -112 533 | Net investment hedge                                       | -       | -       | -         |
| -6 993  | -47 637  | 30 384   | - Tax relating to net investment hedge                     | -       | -       | -         |
| 18 861  | -        | -113 855 | Cash flow hedge SPV  | -       | -       | -         |
| -5 092  | -        | 30 741   | - Tax relating to cash flow hedge in SPV                   | -       |         | -         |
| 244 090 | 173 810  | 798 127  | Total comprehensive income for the period                  | 170 494 | 197 407 | 908 956   |

## **Balance sheet - Assets**

| Gre        | oup        |            |  |            | SCB AS                 |            |
|------------|------------|------------|--|------------|------------------------|------------|
| Q1 / YTD   | Q1 / YTD   | FY         | All amounts in thousands of NOK                                  | Q1 / YTD   | Q1 / YTD               | FY         |
| 2015       | 2014       | 2014       | Note   | 2015       | 2014                   | 2014       |
|            |            |            | Cash and receivables on central banks                            |            |                        |            |
| 56 610     | 50 059     | 56 463     | Cash and receivables on central banks                            | 56 610     | 50 059                 | 56 463     |
| 56 610     | 50 059     | 56 463     | Total cash and receivables on central banks                      | 56 610     | 50 059                 | 56 463     |
|            |            |            |  |            |                        |            |
|            |            |            | Deposits with and receivables on financial institutions          |            |                        |            |
| 5 131 785  | 4 548 032  | 5 967 460  | Deposits with and receivables on financial institutions          | 2 548 161  | 2 931 022              | 2 920 380  |
| 5 131 785  | 4 548 032  | 5 967 460  | Total deposits with and loans to financial institutions          | 2 548 161  | 2 931 022              | 2 920 380  |
|            |            |            |  |            |                        |            |
| 2 (02 100  | 2.520.446  | 2 (0 ( 100 | Loans to customers   | 2 (02 100  | 2 520 446              | 2 (0 ( 100 |
| 2 693 198  | 2 538 446  | 2 686 198  | Credit Card  | 2 693 198  | 2 538 446<br>3 021 771 | 2 686 198  |
| 6 574 046  | 4 973 234  |            | Unsecured loans  | 4 447 198  |                        | 4 223 525  |
| 60 759 528 | 54 101 324 | 60 814 274 | Installment loans  | 50 672 642 | 45 813 942             | 50 675 058 |
| 13 467 056 | 11 959 723 | 13 412 702 | Financial leasing  | 12 530 782 | 11 291 715             | 12 489 405 |
| 83 493 828 | 73 572 727 | 83 321 927 | Total loans before specific -and generic write-downs             | 70 343 820 | 62 665 874             | 70 074 187 |
| 658 340    | 98 775     | 588 251    | - Specific write-downs   | 588 039    | 60 969                 | 515 299    |
| 1 042 998  | 1 069 017  | 1 028 653  | - Generic write-downs  | 746 822    | 822 892                | 718 979    |
| 81 792 490 | 72 404 934 | 81 705 023 | Net loans 3,4  | 69 008 958 | 61 782 014             | 68 839 909 |
| 12.071     | 10.051     | 12.045     | Democratical   | ( 20(      | 5 5 (1                 | 5 272      |
| 13 071     | 19 051     | 12 945     | Repossessed assets   | 6 286      | 5 561                  | 5 372      |
|            |            |            | Commercial papers, bonds and other fixed-income securities       |            |                        |            |
| 2 989 336  | 1 057 799  | 2 042 744  |  | 9 281 662  | 7 240 623              | 8 453 870  |
| 2 989 336  | 1 057 799  | 2 042 744  | Total commercial papers, bonds and other fixed-income securities | 9 281 662  | 7 240 623              | 8 453 870  |
| 2 909 330  | 1 037 799  | 2 042 744  | Total commercial papers, bonds and other fixed-income securities | 9 201 002  | 7 240 023              | 0 433 070  |
| 1 274 444  | 473 338    | 2 263 768  | Financial derivatives 9  | 585 769    | 143 368                | 1 015 493  |
| 1 274 444  | 473 338    | 2 263 768  | Total financial derivatives                                      | 585 769    | 143 368                | 1 015 493  |
| 1 2/7 777  | 473 330    | 2 203 700  | Total illiancial ucityatives                                     | 303 707    | 143 300                | 1 013 4/3  |
|            |            |            | Ownership interests in group companies                           |            |                        |            |
| _          | _          | _          | Ownership interest in credit institutions                        | 1 129 906  | 1 071 681              | 1 173 851  |
|            | _          | -          | Sum ownership interests in group companies                       | 1 129 906  | 1 071 681              | 1 173 851  |
| -          |            |            | gum o meremp mereses m group companies                           | 112,,00    | 10/1001                | 117.0 001  |
|            |            |            | Intangible assets  |            |                        |            |
| 477 879    | 445 420    | 496 870    | Goodwill   | 118 406    | 112 359                | 123 415    |
| 207 564    | 184 265    | 210 572    | Deferred tax assets  | 76 660     | 37 020                 | 75 846     |
| 230 736    | 350 150    | 243 665    | Other intangible assets  | 220 097    | 338 788                | 232 023    |
| 916 179    | 979 835    | 951 106    | Total intangible assets  | 415 163    | 488 167                | 431 284    |
| -          |            |            |  |            |                        |            |
|            |            |            | Fixed assets   |            |                        |            |
| 42 558     | 42 009     | 39 880     | Machinery, fittings and vehicles                                 | 35 685     | 35 707                 | 33 158     |
| 427 312    | 436 977    | 468 580    | Operational leasing  | -          | -                      | -          |
| 469 870    | 478 986    | 508 459    | Total fixed assets   | 35 685     | 35 707                 | 33 158     |
|            |            |            |  |            |                        |            |
|            |            |            | Other assets   |            |                        |            |
| 1 978 576  | 2 013 278  | 2 162 931  | Consignment  | 884 268    | 867 744                | 872 528    |
| 337 010    | 348 308    | 285 265    | Other assets 11  | 1 511 440  | 211 072                | 1 566 469  |
| 2 315 586  | 2 361 586  | 2 448 196  | Total other assets   | 2 395 708  | 1 078 816              | 2 438 996  |
|            |            |            |  |            |                        |            |
|            |            |            | Prepayments and earned income                                    |            |                        |            |
| 172 566    | 197 664    | 295 444    | Prepayments and earned but not invoiced income                   | 155 242    | 147 595                | 271 115    |
| 172 566    | 197 664    | 295 444    | Total prepayments and earned income                              | 155 242    | 147 595                | 271 115    |
|            |            |            |  |            |                        |            |
| 95 131 937 | 82 571 285 | 96 251 608 | Total assets   | 85 619 148 | 74 974 611             | 85 639 890 |
|            |            |            |  |            |                        | -          |

## **Balance sheet - Liabilities**

| Grou       | ıp         |            |  |       |            | SCB AS     |                        |
|------------|------------|------------|--|-------|------------|------------|------------------------|
| Q1 / YTD   | Q1 / YTD   | FY         | All amounts in thousands of NOK                                  |       | Q1 / YTD   | Q1 / YTD   | FY                     |
| 2015       | 2014       | 2014       |  | lote  | 2015       | 2104       | 2014                   |
|            |            |            | Debt to credit institutions                                      |       |            |            |                        |
| 28 200 176 | 34 563 403 | 30 351 149 | 1  |       | 40 676 347 | 49 186 799 | 45 376 534             |
| 28 200 176 | 34 563 403 | 30 351 149 | agreed term  Total loans and deposits from financial institution | ıs    | 40 676 347 | 49 186 799 | 45 376 534             |
|            |            |            | •  |       |            |            |                        |
|            |            |            | Deposits from and debt to customers                              |       |            |            |                        |
| 21 178 165 | 11 601 040 |            | Deposits from and debt to customers repayable on no              | otice | 21 178 165 | 11 601 040 | 18 089 036             |
| 21 178 165 | 11 601 040 | 18 089 036 | Total deposits from customers                                    |       | 21 178 165 | 11 601 040 | 18 089 036             |
| 576 009    | 179 717    | 1 014 378  | Financial derivatives  | 9     | 557 121    | 109 441    | 998 622                |
| 576 009    | 179 717    | 1 014 378  | Total financial derivatives                                      |       | 557 121    | 109 441    | 998 622                |
| 270 003    | 1,7,11,    | 1011070    | Tour maneau derivatives  |       | 007 121    | 107 111    | JJ0 022                |
|            |            |            | Debt established by issuing securities                           |       |            |            |                        |
| 30 270 443 | 22 672 822 | 32 247 948 | • •  | 10    | 9 231 750  | 1 655 000  | 7 399 366              |
| 30 270 443 | 22 672 822 | 32 247 948 | Total debt established by issuing securities                     |       | 9 231 750  | 1 655 000  | 7 399 366              |
|            |            |            |  |       |            |            |                        |
|            |            |            | Other debt   |       |            |            |                        |
| 704 360    | 920 999    | 667 940    | Other debt   |       | 546 167    | 803 251    | 627 149                |
| 704 360    | 920 999    | 667 940    | Total other debt   |       | 546 167    | 803 251    | 627 149                |
|            |            |            | Provisions and liabilities                                       |       |            |            |                        |
| 1 006 171  | 937 495    | 895 570    | Incurred expenses and deferred revenue                           |       | 920 493    | 624 416    | 777 511                |
| 338 815    | 219 919    |            | Pension liabilities  |       | 338 815    | 219 919    | 346 362                |
| 466 161    | 441 459    | 529 540    |  |       | 466 161    | 441 459    | 529 540                |
| 1 811 147  | 1 598 872  | 1 771 472  | Total provisions and liabilities                                 |       | 1 725 469  | 1 285 793  | 1 653 413              |
|            |            |            |  |       |            |            |                        |
|            |            |            | Subordinated loan capital  |       |            |            |                        |
| 2 895 524  | 2 856 726  | 2 857 663  | 1  | 11    | 2 895 524  | 2 856 726  | 2 857 663              |
| 2 895 524  | 2 856 726  | 2 857 663  | Total subordinated loan capital                                  |       | 2 895 524  | 2 856 726  | 2 857 663              |
| 85 635 824 | 74 393 580 | 86 999 585 | Total liabilities  |       | 76 810 543 | 67 498 050 | 77 001 782             |
| 03 033 024 | 14 393 300 | 00 999 303 | 1 otal nabilities  |       | 70 010 343 | 07 490 030 | // 001 /62             |
|            |            |            | Paid-in equity   |       |            |            |                        |
| 5 448 469  | 4 448 469  | 5 448 469  | Share capital  |       | 5 448 469  | 4 448 469  | 5 448 469              |
| 891 314    | 891 314    | 891 314    | Share capital premium  |       | 891 314    | 891 314    | 891 314                |
| -          | 550 000    | -          | Paid in, not registered share capital                            |       | -          | 550 000    | -                      |
| 6 339 783  | 5 889 783  | 6 339 783  | Total paid-in equity   |       | 6 339 783  | 5 889 783  | 6 339 783              |
|            |            |            | T  |       |            |            |                        |
| 3 156 329  | 2 287 922  | 2 912 240  | Earned equity Other equity                                       |       | 2 468 822  | 1 586 778  | 2 298 325              |
| 3 156 329  | 2 287 922  | 2 912 240  | Total earned equity  |       | 2 468 822  | 1 586 778  | 2 298 325<br>2 298 325 |
| 3 130 347  | 2 201 322  | 4 714 44U  | 1 otal carnet equity   |       | 2 400 022  | 1 300 770  | 2 290 323              |
| 9 496 112  | 8 177 706  | 9 252 023  | Total equity   | 6     | 8 808 605  | 7 476 561  | 8 638 108              |
|            |            |            |  |       |            |            |                        |
| 95 131 937 | 82 571 285 | 96 251 608 | Total liabilities and equity                                     |       | 85 619 148 | 74 974 611 | 85 639 890             |

## Lysaker, 5<sup>th</sup> May 2015

The Board of Directors of Santander Consumer Bank

| Erik Kongelf                        | Bruno Montalvo Wilmot     | Maria Rosario Vacas Rolan |
|-------------------------------------|---------------------------|---------------------------|
| (Chairman)                          | (Deputy Chairman)         |                           |
|                                     |                           |                           |
| Francisco Javier Anton San<br>Pablo | Bjørn Elvestad            | Henning Strøm             |
|                                     |                           | _                         |
| Vibeke Hamre Krey                   | Michael Hvidsten          |                           |
| (Employee Representative)           | (Chief Executive Officer) |                           |

## Statement of changes in equity (Group)

| All amounts in thousands of NOK                            | Share capital | Share<br>capital<br>premium | Other equity (OCI) | Retained earnings | Total     |
|--|---------------|-----------------------------|--------------------|-------------------|-----------|
| Balance at 1 January 2015                                  | 5 448 469     | 891 314                     | - 190 631          | 3 102 871         | 9 252 023 |
| Net profit for the year                                    |               |                             |                    | 278 772           | 278 772   |
| Actuarial gain/loss on post-employment benefit obligations |               |                             | -                  |                   | -         |
| - Tax relating to pension                                  |               |                             | -                  |                   | -         |
| Net exchange differences on translating foreign operations |               |                             | -71 038            |                   | -71 038   |
| - Tax relating to exchange differences                     |               |                             | 19 180             |                   | 19 180    |
| Value change of government bonds held for sale             |               |                             | -10 680            |                   | -10 680   |
| - Tax relating to government bonds                         |               |                             | 2 884              |                   | 2 884     |
| Cash flow hedge EMTN                                       |               |                             | -10 552            |                   | -10 552   |
| - Tax relating to cash flow hedge from EMTN                |               |                             | 2 849              |                   | 2 849     |
| Net investment hedge                                       |               |                             | 25 901             |                   | 25 901    |
| - Tax relating to net investment hedge                     |               |                             | -6 993             |                   | -6 993    |
| Cash flow hedge SPV  |               |                             | 18 861             |                   | 18 861    |
| - Tax relating to cash flow hedge in SPV                   |               |                             | -5 092             |                   | -5 092    |
| Total comprehensive income                                 | -             | -                           | -34 681            | 278 772           | 244 090   |
| Share dividend   |               |                             |                    |                   | -         |
| Capital increase   |               |                             |                    |                   | -         |
| Other changes (Paid in, not registered share capital)      |               |                             |                    |                   | -         |
| Balance at 31 March 2015                                   | 5 448 469     | 891 314                     | -225 312           | 3 381 642         | 9 496 112 |
|  |               | Share                       | 04                 | D. d. t 1         |           |

| All amounts in thousands of NOK                            | Share capital | Share<br>capital<br>premium | Other equity -<br>OCI | Retained earnings | Total     |
|--|---------------|-----------------------------|-----------------------|-------------------|-----------|
| Balance at 1 January 2014                                  | 4 448 469     | 891 314                     | -32 350               | 2 146 463         | 7 453 896 |
| Net profit for the year                                    |               |                             |                       | 956 408           | 956 408   |
| Actuarial gain/loss on post-employment benefit obligations |               |                             | -126 581              |                   | -126 581  |
| - Tax relating to pension                                  |               |                             | 34 177                |                   | 34 177    |
| Net exchange differences on translating foreign operations |               |                             | 153 885               |                   | 153 885   |
| - Tax relating to exchange differences                     |               |                             | -41 549               |                   | -41 549   |
| Value change of government bonds held for sale             |               |                             | -18 305               |                   | -18 305   |
| - Tax relating to government bonds                         |               |                             | 4 942                 |                   | 4 942     |
| Cash flow hedge EMTN                                       |               |                             | 564                   |                   | 564       |
| - Tax relating to cash flow hedge from EMTN                |               |                             | -152                  |                   | -152      |
| Net investment hedge                                       |               |                             | -112 533              |                   | -112 533  |
| - Tax relating to net investment hedge                     |               |                             | 30 384                |                   | 30 384    |
| Cash flow hedge SPV  |               |                             | -113 855              |                   | -113 855  |
| - Tax relating to cash flow hedge in SPV                   |               |                             | 30 741                |                   | 30 741    |
| Total comprehensive income                                 | -             | -                           | -158 281              | 956 408           | 798 127   |

1 000 000

5 448 469

891 314

-190 631

Capital increase

Balance at 31 December 2014

All shares are owned by Santander Consumer Finance S.A. The annual consolidated accounts and the address of Santander Consumer S.A. in which Santander Consumer Bank AS is included is published on www.santanderconsumer.com

3 102 871

1 000 000

9 252 023

<sup>1)</sup> Total shares registered as of March 31. 2015 was 444,85 million.

<sup>2)</sup> Restricted capital as of March 31. 2015 was NOK 5 448 M, unrestricted capital was NOK 4 048 M. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

## Statement of changes in equity (SCB AS)

|  |               | Share<br>capital | Other equity | Retained  |           |
|--|---------------|------------------|--------------|-----------|-----------|
| All amounts in thousands of NOK                            | Share capital | premium          | (OCI)        | earnings  | Total     |
| Balance at 1 January 2015                                  | 5 448 469     | 891 314          | -228 915     | 2 527 241 | 8 638 108 |
| Profit for the period                                      |               |                  |              | 187 948   | 187 948   |
| Actuarial gain/loss on post-employment benefit obligations |               |                  | -            |           | -         |
| - Tax relating to pension                                  |               |                  | -            |           | -         |
| Conversion differences foreign currencies (branches)       |               |                  | -2 674       |           | -2 674    |
| - Tax relating to exchange differences                     |               |                  | 720          |           | 720       |
| Value change of government bonds held for sale             |               |                  | -10 680      |           | -10 680   |
| - Tax relating to government bonds                         |               |                  | 2 884        |           | 2 884     |
| Cash flow hedge EMTN                                       |               |                  | -10 552      |           | -10 552   |
| - Tax relating to cash flow hedge from EMTN                |               |                  | 2 849        |           | 2 849     |
| Total comprehensive income for the period                  | -             | -                | -17 454      | 187 948   | 170 494   |
| Capital increase   |               |                  |              |           | -         |
| Share dividend   |               |                  |              |           | -         |
| Other changes (Paid in, not registered share capital)      |               |                  |              |           | -         |
| Balance at 31 March 2015                                   | 5 448 469     | 891 314          | -246 369     | 2 715 189 | 8 808 605 |

|  |               | Share<br>capital | Other equity | Retained  |           |
|--|---------------|------------------|--------------|-----------|-----------|
| All amounts in thousands of NOK                            | Share capital | premium          | -OCI         | earnings  | Total     |
| Balance at 1 January 2014                                  | 4 448 469     | 891 314          | -105 387     | 1 494 758 | 6 729 154 |
| Profit for the period                                      |               |                  |              | 1 032 483 | 1 032 483 |
| Actuarial gain/loss on post-employment benefit obligations |               |                  | -126 581     |           | -126 581  |
| - Tax relating to pension                                  |               |                  | 34 177       |           | 34 177    |
| Conversion differences foreign currencies (branches)       |               |                  | -24 893      |           | -24 893   |
| - Tax relating to exchange differences                     |               |                  | 6719         |           | 6 719     |
| Value change of government bonds held for sale             |               |                  | -18 305      |           | -18 305   |
| - Tax relating to government bonds                         |               |                  | 4 942        |           | 4 942     |
| Cash flow hedge EMTN                                       |               |                  | 564          |           | 564       |
| - Tax relating to cash flow hedge from EMTN                |               |                  | -152         |           | -152      |
| Total comprehensive income for the period                  | -             | -                | -123 528     | 1 032 483 | 908 954   |
| Share dividend   |               |                  |              |           |           |
| Capital increase   | 1 000 000     |                  |              |           | 1 000 000 |
| Balance at 31 December 2014                                | 5 448 469     | 891 314          | -228 915     | 2 527 241 | 8 638 108 |

<sup>1)</sup> Total shares registered as of March 31. 2015 was 444, 85 million.

All shares are owned by Santander Consumer Finance S.A. The annual consolidated accounts and the address of Santander Consumer S.A. in which Santander Consumer Bank AS is included is published on www.santanderconsumer.com.

<sup>2)</sup> Restricted capital as of March 31. 2015 was NOK 5 448 M, unrestricted capital was NOK 3 360 M. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

## **Cash flow statement**

| Gro                   | up                    |                      |   |                       | SCB AS            |                                   |
|-----------------------|-----------------------|----------------------|---|-----------------------|-------------------|-----------------------------------|
| Q1 / YTD<br>2015      | Q1 / YTD<br>2014      | FY<br>2014           | All amounts in thousands of NOK                             | Q1 / YTD<br>2015      | Q1 / YTD<br>2104  | FY<br>2014                        |
|                       |                       |                      | Cash flow from operations                                   |                       |                   |                                   |
| 364 803               | 304 036               | 1 320 807            | Profit before income taxes                                  | 255 770               | 252 344           | 1 330 114                         |
| (304 039)             | (345 868)             | (288 457)            | Taxes paid in the period                                    | (264 118)             | (280 042)         | (271 141)                         |
| 45 598                | 54 742                | 320 759              | Depreciation and impairment                                 | 14 733                | 22 658            | 195 102                           |
| (87 467)              | (1 667 170)           | (11 239 756)         | Change in loans to customers                                | (169 049)             | (1 347 137)       | (8 497 798)                       |
| (126)                 | (712)                 | 5 394                | Change in repossessed assets                                | (914)                 | (249)             | (60)                              |
| (946 592)             | (62 149)              | (1 047 094)          | Change in commercial papers and bonds                       | (827 792)             | 1 608 476         | 395 229                           |
| 550 955               | 267 535               | (688 233)            | Change in financial derivatives, net.                       | (11 776)              | 6 076             | 23 130                            |
| 132 610               | (303 332)             | (389 942)            | Change in consignment and other assets                      | 43 288                | 45 031            | (1 315 149)                       |
| 122 878               | (15 307)              | (113 087)            | Change in prepayments and earned income                     | 115 873               | (26 381)          | (149 900)                         |
| (2 150 973)           | 102 725               | (4 109 529)          | Change in loans and deposits from financial institutions    | (4 700 186)           | (1 687 290)       | (5 497 555)                       |
| 3 089 129             | 2 384 997             | 8 872 993            | Change in loans and deposits from customers                 | 3 089 129             | 2 384 997         | 8 872 993                         |
| 340 459               | 644 739               | 45 812               | Change in other debt  | 183 136               | 523 766           | 67 623                            |
| 7 548                 | 6 425                 | (11 771)             | Differences in pensions and payments to scheme              | 7 548                 | 6 425             | (11 771)                          |
| 23 731                | (89 952)              | (4 733)              | Change in other provisions                                  | 49 390                | (24 245)          | 224 305                           |
| 1 188 516             | 1 280 709             | (7 326 838)          | Net cash flow from operations                               | (2 214 968)           | 1 484 431         | (4 634 877)                       |
|                       |                       |                      |   |                       |                   |                                   |
|                       |                       |                      | Cash flow from investments                                  |                       |                   |                                   |
| (7 009)               | (55 516)              | (94 287)             | Net purchase/sale of fixed assets (incl op. leasing assets) | (17 260)              | (26 627)          | (87 075)                          |
| (7 009)               | (55 516)              | (94 287)             | Net cash flow from investments                              | (17 260)              | (26 627)          | (87 075)                          |
|                       |                       |                      | Cash flow from financing                                    |                       |                   |                                   |
| 37 861                | (627)                 | _                    | Receipt on subordinated loan capital                        | 37 861                | (627)             | _                                 |
| (1 977 505)           | (2 033 691)           | 7 541 435            | Receipts on issued bonds                                    | 1 832 384             | (2 050 014)       | 3 694 352                         |
| (1 ) (1 303)          | (2 033 071)           | , 311 133            | Paid out dividend   | 1 032 30 1            | (2 030 011)       | 3 07 1 33 2                       |
| _                     | 550 000               | 1 000 000            | Paid in share capital                                       | _                     | 550 000           | 1 000 000                         |
| (1 939 644)           | (1 484 317)           |                      | Net cash flow from financing                                | 1 870 246             | (1 500 641)       | 4 694 352                         |
| (1 232 044)           | (1 404 317)           | 0 341 433            | Net cash now from financing                                 | 1 0 / 0 240           | (1 300 041)       | 4 074 332                         |
|                       |                       |                      |   |                       |                   |                                   |
| (77 391)              | (51 610)              | (5 213)              | Exchange gains / (losses) on cash and cash equivalents      | (10 090)              | (293)             | (19 768)                          |
| (77 391)<br>(835 528) | (51 610)<br>(310 734) | (5 213)<br>1 115 097 |   | (10 090)<br>(372 072) | (293)<br>(43 130) | , ,                               |
|                       | ` ,                   |                      |   | ,                     | , ,               | (19 768)<br>(47 368)<br>3 024 211 |



Santander Consumer Bank Group NOTES

## 1. Basis of preparation

The accounts show the activities of the company in Norway, Sweden and Denmark (Santander Consumer Bank AS). In the group accounts, the Finnish subsidiary (Santander Consumer Finance OY) and the special purpose entities (as listed in note 12) are included. All figures and notes were prepared under the assumption that the business is a going concern.

The Santander Consumer Bank interim accounts for the first quarter of 2015 are prepared in accordance with IAS 34 Interim Financial reporting as endorsed by EU.

The annual report for 2014 may be obtained by contacting Santander Consumer Bank AS, Strandveien 18, Lysaker – or by visiting www.santander.no.

## 2. Accounting policies

The Group's accounting policies are consistent with those of the previous financial year as described in the 2014 Annual Report except as described below.

Management's estimates and assumptions of future events that will significantly affect the carrying amounts of assets and liabilities underlie the preparation of the consolidated financial statements. The preparation of interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these condensed interim financial statements, the significant judgements made by management in applying the group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended 31 December 2014, with the exception of changes in methodology that are required in determining the provision for income taxes. The estimates and assumptions that are deemed critical to the consolidated financial statements are listed in the Santander Consumer Bank 2014 annual report.

#### 3. Risk Classification

The tables below show the past due portfolio at certain aging intervals. The purpose of the note is to show the credit risk associated with the loans to customers.

|                                 | G          | Fross outstanding | 9          |            | Write Downs | }          |
|---------------------------------|------------|-------------------|------------|------------|-------------|------------|
| All amounts in thousands of NOK | 31.03.2015 | 31.03.2014        | 31.12.2014 | 31.03.2015 | 31.03.2014  | 31.12.2014 |
| Current - not past due date     | 76 877 360 | 67 068 773        | 77 161 711 | 872 294    | 471 110     | 864 729    |
| Current - past due date         | 5 341 016  | 5 350 677         | 4 885 829  | 175 923    | 158 228     | 168 900    |
| Total impaired loans            | 1 275 451  | 1 153 276         | 1 274 387  | 653 121    | 538 454     | 583 274    |
| Total loans                     | 83 493 828 | 73 572 726        | 83 321 927 | 1 701 338  | 1 167 792   | 1 616 904  |

|   | Gross outstanding |            |            | Write Downs |            |            |
|---|-------------------|------------|------------|-------------|------------|------------|
| Ageing of past due but not impaired loans | 31.03.2015        | 31.03.2014 | 31.12.2014 | 31.03.2015  | 31.03.2014 | 31.12.2014 |
| Ageing of past due but not impaired loans |                   |            |            |             |            | _          |
| 1 - 29 days                               | 4 360 393         | 4 220 304  | 3 876 728  | 76 634      | 48 594     | 67 404     |
| 30 - 59 days                              | 750 291           | 874 843    | 760 961    | 54 440      | 53 122     | 55 694     |
| 60 - 89 days                              | 230 332           | 255 530    | 248 140    | 44 849      | 56 512     | 45 803     |
| Total loans due but not impaired          | 5 341 016         | 5 350 677  | 4 885 829  | 175 923     | 158 228    | 168 900    |

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|                          | G          | Gross outstanding |            |            | Write Downs |            |  |
|--------------------------|------------|-------------------|------------|------------|-------------|------------|--|
| Ageing of impaired loans | 31.03.2015 | 31.03.2014        | 31.12.2014 | 31.03.2015 | 31.03.2014  | 31.12.2014 |  |
| 90 - 119 days            | 112 828    | 123 039           | 128 756    | 41 649     | 35 029      | 44 184     |  |
| 120 - 149 days           | 90 765     | 86 947            | 82 975     | 33 204     | 26 087      | 29 340     |  |
| 150 - 179 days           | 68 863     | 68 645            | 60 187     | 27 482     | 43 157      | 25 866     |  |
| 180 + days               | 498 513    | 583 959           | 500 576    | 321 158    | 302 252     | 283 373    |  |
| Economic doubtful*       | 504 484    | 290 687           | 501 893    | 229 628    | 131 929     | 200 511    |  |
| Total impaired loans     | 1 275 451  | 1 153 276         | 1 274 387  | 653 121    | 538 454     | 583 274    |  |

<sup>\*</sup> Economic doubtful contracts are loans where there is a reasonable doubt of full repayment due to reasons other than payment arrears

SCB portfolio consist 89% of Auto Finance and 11% Unsecured finance (credit card and consumer loan); where for auto finance the underlying assets serve as collateral.

Auto Finance, collateral is held as security. Carrying amount in relationship with object value and financed amount is influenced by specific mileage, use and maintenance among others, which varies from object to object. This value is embedded into Write Downs calculation as part of recoveries.

#### 4. Losses and Write downs

All amounts in thousands of NOK

| Specific - and generic write-downs                       | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|--|------------|------------|------------|
| Individual write-downs 01.01.                            | 588 251    | 92 045     | 92 045     |
| +/- Rate adjustment opening balance                      | -7 937     | 1 919      | 7 782      |
| Reclassification between specific and generic write down | -          | -          | 467 333    |
| + Individual write-downs for the period                  | 78 026     | 4 811      | 21 091     |
| = Specific write-downs period end                        | 658 340    | 98 775     | 588 251    |
|  |            |            |            |
| Group write-downs  | 31.03.2015 | 31.03.2014 | 31.12.2014 |
| Group write-downs 01.01                                  | 1 028 653  | 1 061 253  | 1 061 253  |
| +/- Rate adjustment opening balance                      | -15 405    | -9 125     | 35 757     |
| Reclassification between specific and generic write down | =          | -          | -467 333   |
| +/- Write-downs for the year                             | 29 750     | 16 890     | 398 976    |
| = Generic write-downs period end                         | 1 042 998  | 1 069 017  | 1 028 653  |
|  |            |            |            |
| <b>Total Write down in Balance Sheet</b>                 | 1 701 338  | 1 167 792  | 1 616 904  |
| Loan losses expenses                                     | 31.03.2015 | 31.03.2014 | 31.12.2014 |
| Change in write down 2014                                | 84 434     | 14 494     | 463 606    |
| +/- Fx rate adjustment opening balance                   | 23 342     | 7 207      | -43 539    |
| + Total recognized losses                                | 154 567    | 161 764    | 617 492    |
| - Recoveries on recognized losses                        | -21 457    | -17 110    | -188 100   |
| = Loan losses in the period                              | 240 886    | 166 355    | 849 460    |

Write-downs calculated separately for each business unit, using internal parameters.

<sup>-</sup>Specific write-downs calculated by arrears following portfolio ageing and specific assessment of the exposure by specific contracts, also referred to as non-performing loans.

<sup>-</sup>Generic write-downs calculated by arrears, including incurred but not reported impaired loans following portfolio ageing, and reserves based on macro parameters.

## 5. Interest expense

The table show average interest rate in the first quarter of 2015. Average interest is calculated as actual interest expense through the year in percent of weighted average balance.

| All amounts in thousands of NOK   |            |            |            |
|-----------------------------------|------------|------------|------------|
| To credit institutions            | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 112 388    | 173 228    | 614 818    |
| Average loan                      | 29 275 663 | 34 512 040 | 32 405 914 |
| Average nominal interest rate     | 1,54 %     | 2,01 %     | 1,90 %     |
|                                   |            |            |            |
| To customers                      | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 109 783    | 82 013     | 382 732    |
| Average deposit                   | 19 633 600 | 10 408 542 | 13 652 540 |
| Average nominal interest rate     | 2,24 %     | 3,15 %     | 2,80 %     |
|                                   |            |            |            |
|                                   |            |            |            |
| To bondholders                    | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 106 088    | 103 748    | 422 574    |
| Average issued notes and bonds    | 31 259 195 | 23 689 668 | 28 477 231 |
| Average nominal interest rate     | 1,36 %     | 1,75 %     | 1,48 %     |
|                                   |            |            |            |
| Subordinated loan capital         | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 41 449     | 47 150     | 215 562    |
| Average subordinated loan capital | 2 876 594  | 2 857 039  | 2 857 663  |
| Average nominal interest rate     | 5,76 %     | 6,60 %     | 7,54 %     |
|                                   |            |            |            |
|                                   |            |            |            |
| Total                             | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 369 708    | 406 138    | 1 635 686  |
| Loan                              | 83 045 052 | 71 467 289 | 77 393 347 |
| Average nominal interest rate     | 1,78 %     | 2,27 %     | 2,11 %     |

## 6. Capital adequacy

| All amounts in thousands of NOK                    | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|--|------------|------------|------------|
| Balance sheet equity                               |            |            |            |
| Paid in equity                                     | 5 448 469  | 4 998 469  | 5 448 469  |
| Share premium                                      | 891 314    | 891 314    | 891 314    |
| Retained earnings                                  | 3 381 642  | 2 364 617  | 3 102 871  |
| Other reserves                                     | -225 312   | -76 695    | -190 631   |
| <b>Total Equity</b>                                | 9 496 113  | 8 177 706  | 9 252 023  |
|  |            |            | _          |
| Common Equity Tier 1 Capital                       |            |            |            |
| Cash-flow hedge adjustment                         | -6 065     |            |            |
| (-) Year to date profit not-eligible (Not audited) | -278 772   | -218 154   | -          |
| Goodwill   | -477 879   | -445 420   | -496 870   |
| Other intangible assets                            | -230 736   | -350 150   | -243 665   |
| Deferred tax assets                                | -207 564   | -184 265   | -210 572   |
| <b>Total common Equity Tier 1 Capital</b>          | 8 295 097  | 6 979 716  | 8 300 916  |

| Tier 1 Capital                     |           |           |
|------------------------------------|-----------|-----------|
| Paid in Tier 1 capital instruments | 2 250 000 | 2 250 000 |

| пет 1 Сарпат   |            |            |            |
|--|------------|------------|------------|
| Paid in Tier 1 capital instruments   | 2 250 000  | 2 250 000  | 2 250 000  |
| Total Tier 1 Capital   | 10 545 097 | 9 229 716  | 10 550 916 |
|  |            |            |            |
| Total Capital  |            |            |            |
| Paid up subordinated loans   | 615 170    | 575 170    | 575 170    |
| Subordinated loans not eligible  | -192 000   | -140 000   | -234 000   |
| Total Capital  | 10 968 267 | 9 664 886  | 10 892 086 |
| •  |            |            |            |
|  |            |            |            |
| Risk exposure  |            |            |            |
| Regional governments or local authorities  | 69 271     | 58 685     | 71 116     |
| Institutions   | 1 335 312  | 1 141 561  | 1 659 640  |
| Corporates   | 5 681 734  | 5 814 503  | 5 556 252  |
| Retail   | 58 511 566 | 51 916 110 | 58 168 760 |
| Exposures in default   | 617 105    | 1 581 753  | 686 137    |
| Other Exposures  | 2 971 093  | 3 057 288  | 3 265 045  |
| D'. L  |            |            |            |
| Risk weighted exposure amounts for credit, counterparty credit and dilution risks and free deliveries  | 69 186 081 | 63 569 900 | 69 406 949 |
| risks and free deriveries  | 07 100 001 | 03 307 700 | 07 400 747 |
|  |            |            |            |
| Foreign exchange   | -          | 617 419    | 353 540    |
| Risk exposure amount for position, foreign exchange and commodities risks  | -          | 617 419    | 353 540    |
|  |            | <u> </u>   |            |
| Basic indicator approach   | 6 076 410  | 5 334 296  | 6 084 906  |
| Risk exposure amount for operational risk  | 6 076 410  | 5 334 296  | 6 084 906  |
| *  |            |            | _          |
| Standardized method  | 360 464    | -          | 289 340    |
| Risk exposure amount for credit valuation adjustment   | 360 464    | -          | 289 340    |
| •  |            |            |            |
| Allowance which apply on the standardized approach for credit risk   |            |            |            |
| (Since Q3 2014 it has been included in Credit Risk risk weighted exposure)   |            | -1 069 017 |            |
| Deductions of risk exposure amount   | -          | -1 069 017 | -          |
|  |            |            |            |
| Total risk exposure amount   | 75 622 955 | 68 452 597 | 76 134 735 |
| - Francisco - Fran |            |            |            |
|  |            |            |            |
|  |            |            |            |
| Common equity tier 1 capital ratio   | 11,01 %    | 10,20 %    | 10,90 %    |
| Tier 1 capital ratio   | 13,99 %    | 13,48 %    | 13,86 %    |
| <b>1</b>   | •          | -          | •          |

Financial information in accordance with the capital requirement regulation is published at www.santander.no. Information according to Pillar 3 will be published at www.santander.no.

Total capital ratio

14,55 %

14,12 %

14,31 %

## 7. Segment information

Financial management in Santander is oriented towards the various geographical markets. Monitoring of the overall profitability of the geographic areas are important dimensions of the strategic priorities and allocation of resources in the SCB Group. Reported figures for the various segments reflect the SCB Group's total sales of products and services in the geographical area.

Segment information is based on the internal financial reporting as it is reported to SCB Group management. SCB Group management uses the segment reporting as an element to assess historical and expected future development and allocation of resources. Reporting from the segments is based on Santander's governance model and the SCB Group's accounting policies. The figures are

based on a number of assumptions and estimates. The Segments are responsible for profits after tax, with the corresponding return on allocated capital according to the SCB Group's governance model. All the SCB Group's trade activities are divided into the reported segments with corresponding balances, income and expenses. Deficit liquidity from the segments is funded by the SCB Group treasury at market conditions. Surplus liquidity is transferred to the SCB Group treasury at market conditions.

Internal agreements at market conditions or simulated market conditions are made when segments cooperate on the delivery of financial services to customers. Services provided by the Group's central functions and staff are charged segments based on an allocation agreement.

The following products are offered by each reportable segment:

Norway - car financing, leasing, consignment, consumer loans, credit cards and deposits.

Sweden - car financing, leasing, consignment, consumer loans and deposits.

Denmark - car financing, leasing, consignment, consumer loans and deposits.

Finland - car financing, leasing, consignment and consumer loans

#### 31 March 2015 (Q1 and YTD)

| All amounts in thousands of NOK              | Norway     | Sweden     | Denmark    | Finland    | Eliminations* | <b>Total Group</b> |
|--|------------|------------|------------|------------|---------------|--------------------|
| Net interest income                          | 485 103    | 119 054    | 161 791    | 196 278    | -             | 962 226            |
| Net commission and bank service income       | 4 793      | 13 243     | 10 985     | 6 461      | -             | 35 482             |
| Value change on securities and fx.           | 8 925      | -          | -186       | -          | 18 044        | 26 783             |
| Oher operating income                        | 5 813      | 1 578      | 345        | 3 404      | -             | 11 139             |
| Operating expenses, salaries, depreciation   | -235 824   | -53 611    | -61 506    | -79 000    | -             | -429 941           |
| Losses on loans, guarantees etc.             | -140 797   | -33 388    | -30 549    | -36 153    | -             | -240 886           |
| Operating result                             | 128 014    | 46 876     | 80 880     | 90 989     | 18 044        | 364 803            |
| Total tax                                    | -38 907    | -10 313    | -18 602    | -18 210    | -             | -86 031            |
| Profit after tax                             | 89 107     | 36 563     | 62 278     | 72 780     | 18 044        | 278 772            |
|  |            |            |            |            |               | -                  |
| Cash and receivables on central banks        | 56 610     | -          | -          | -          | -             | 56 610             |
| Deposits and loans to financial institutions | 2 960 448  | 950 859    | 487 109    | 733 369    | -             | 5 131 785          |
| Net loans to costumers                       | 40 059 770 | 13 142 197 | 15 806 534 | 12 783 989 | -             | 81 792 490         |
| Repossessed assets                           | 6 286      | -          | -          | 6 785      | -             | 13 071             |
| Commercial papers and bonds                  | 2 989 336  | -          | -          | -          | -             | 2 989 336          |
| Financial derivatives                        | 1 256 091  | -          | 18 352     | -          | -             | 1 274 444          |
| Shares in subsidiaries                       | 1 129 906  | -          | -          | -          | -1 129 906    | =                  |
| Other assets                                 | 4 130 226  | 825 432    | 345 756    | 1 908 460  | -3 335 673    | 3 874 202          |
| Total assets                                 | 52 588 673 | 14 918 488 | 16 657 752 | 15 432 602 | -4 465 579    | 95 131 937         |
|  |            |            |            |            |               |                    |
| Debt to credit institutions                  | 7 477 163  | 4 946 832  | 10 197 586 | 9 139 047  | -3 560 452    | 28 200 176         |
| Deposits repayable on notice                 | 11 423 181 | 5 089 251  | 4 665 733  | -          | -             | 21 178 165         |
| Financial derivatives                        | 557 121    | -          | 18 888     | -          | -             | 576 009            |
| Debt issued by securities                    | 19 718 234 | 4 512 548  | 1 484 170  | 4 555 490  | -             | 30 270 443         |
| Other liabilities                            | 4 730 167  | 318 056    | 223 721    | 272 546    | -133 458      | 5 411 031          |
| Allocated capital                            | 8 682 807  | 51 801     | 67 655     | 1 465 520  | -771 669      | 9 496 113          |
| Total liabilities and equity                 | 52 588 673 | 14 918 488 | 16 657 752 | 15 432 602 | -4 465 579    | 95 131 937         |

## 8. Classification of financial instruments

All amounts in thousands of NOK

| Classification of financial assets 31<br>March 2015                    |   | Available for<br>sale financial<br>assets at fair<br>value | Held to maturity         | Loans and<br>receivables  | Book value            |
|--|---|--|--------------------------|---------------------------|-----------------------|
| Cash and receivables on central banks                                  | - T & E                                   | value  | - investments            | 56 610                    | 56 610                |
| Deposits and loans to financial institutions                           | _   | _  | _                        | 5 131 785                 | 5 131 785             |
| Net loans to customers   | _   | _  | _                        | 81 792 490                | 81 792 490            |
| Commercial papers and bonds  |   | 2 989 336  | _                        | 01 752 150                | 2 989 336             |
| Financial derivatives  | 1 274 444                                 | -  | _                        | -                         | 1 274 444             |
| Consignments   | -   | _  | _                        | 1 978 576                 | 1 978 576             |
| Other Assets   | _   | -  | _                        | 337 010                   | 337 010               |
| Total financial assets   | 1 274 444                                 | 2 989 336  | -                        | 89 296 471                | 93 560 251            |
|  |   |  | No                       | n-financial assets        | 1 571 686             |
|  |   |  |                          | Total assets              | 95 131 937            |
|  |   |  |                          |                           |                       |
|  | Financial<br>liabilities at<br>fair value |  | Financial<br>liabilities |                           |                       |
| Classification of financial liabilities 31                             | through                                   |  | measured at              |                           |                       |
| March 2015   | P&L                                       |  | amortized cost           |                           | Book value            |
| Loans and deposits from credit institutions                            | -   |  | 28 200 176               |                           | 28 200 176            |
| Deposits repayable on notice<br>Financial derivatives                  | 576 009                                   |  | 21 178 165               |                           | 21 178 165<br>576 009 |
|  | 370 009                                   |  | 30 270 443               |                           | 30 270 443            |
| Bonds and other long term loan raising Other subordinated loan capital | -   |  | 2 895 524                |                           | 2 895 524             |
| Total financial liabilities  | 576 009                                   |  | 82 544 308               |                           | 83 120 317            |
|  |   |  |                          |                           |                       |
|  |   |  | Non-financial liab       |                           | 12 011 619            |
|  |   |  |                          | Total liabilities         | 95 131 937            |
| Classification of financial assets 31<br>December 2014                 |   | Available for<br>sale financial<br>assets at fair<br>value | Held to maturity         | Loans and receivables     | Book value            |
| Cash and receivables on central banks                                  |   | -  | -                        | 56 463                    | 56 463                |
| Deposits and loans to financial institutions                           | -   | -  | -                        | 5 967 460                 | 5 967 460             |
| Net loans to customers   | -   | _  | _                        | 81 705 023                | 81 705 023            |
| Commercial papers and bonds  | -   | 2 042 744  | _                        | 2 2 <b>0</b> 0 <b>-</b> 0 | 2 042 744             |
| Financial derivatives  | 2 263 768                                 | -  | -                        | -                         | 2 263 768             |
| Consignments   | =   | -  | -                        | 2 162 931                 | 2 162 931             |
| Other Assets   | -   | -  | -                        | 285 265                   | 285 265               |
| Total financial assets   | 2 263 768                                 | 2 042 744  | -                        | 90 177 142                | 94 483 654            |
|  |   |  | No                       | n-financial assets        | 1 767 954             |

**Total assets** 

96 251 608

| Classification of financial liabilities 31<br>December 2014 | Financial<br>liabilities at<br>fair value<br>through<br>P&L | Financial<br>liabilities<br>measured at<br>amortized cost | Booked<br>value |
|---|---|---|-----------------|
| Loans and deposits from credit institutions                 | -   | 30 351 149  | 30 351 149      |
| Deposits repayable on notice                                | -   | 18 089 036  | 18 089 036      |
| Financial derivatives                                       | 1 014 378   | -   | 1 014 378       |
| Bonds and other long term loan raising                      | -   | 32 247 948  | 32 247 948      |
| Other subordinated loan capital                             | -   | 2 857 663   | 2 857 663       |
| Total financial liabilities                                 | 1 014 378   | 83 545 796  | 84 560 174      |

| Non-financial liabilities and equity | 11 691 434 |
|--------------------------------------|------------|
| Total liabilities                    | 96 251 608 |

For the financial assets and liabilities above the fair value is a reasonable approximation to the book value.

## 9. Valuation hierarchy

### Financial instruments measured at fair value

|                            |                         | Quoted<br>market price | Using<br>observable | With significant unobservable inputs |           |
|----------------------------|-------------------------|------------------------|---------------------|--------------------------------------|-----------|
| All amounts in million NO  | <u>K</u>                | Level 1                | inputs Level 2      | Level 3                              | Total     |
| Financial assets           |                         |                        |                     |                                      |           |
| name                       | type                    |                        |                     |                                      |           |
| Bilkreditt 3               | Front swap BK3          | -                      | 139 662             | -                                    | 139 662   |
| Bilkreditt 4               | Front swap BK4          | -                      | 130 674             | -                                    | 130 674   |
| Bilkreditt 4               | Fixed amort.profile BK4 | -                      | 130 194             | -                                    | 130 194   |
| Bilkreditt 5               | Front swap BK5          | -                      | 103 121             | -                                    | 103 121   |
| Bilkreditt 5               | Fixed amort.profile BK5 | -                      | 101 410             | -                                    | 101 410   |
| Bilkreditt 6               | Front swap BK6          | -                      | 315 218             | -                                    | 315 218   |
| Bilkreditt 6               | Fixed amort.profile BK6 | -                      | 323 996             | -                                    | 323 996   |
| TIVOLI                     | Basis swap (Back)       | -                      | 15 751              | -                                    | 15 751    |
| EMTN Bond                  | DKK fixed to float      | -                      | 14 419              | -                                    | 14 419    |
| Total financial derivative | e'S                     |                        | 1 274 444           | -                                    | 1 274 444 |
| Government bonds           | bonds                   | 2 989 336              |                     | -                                    | 2 989 336 |
| Total commercial papers    | and bonds               | 2 989 336              | -                   | -                                    | 2 989 336 |
| Total                      |                         | 2 989 336              | 1 274 444           | -                                    | 4 263 779 |

#### Financial liabilities

|                           |                       |                                   |                                       | With significant                  |         |
|---------------------------|-----------------------|-----------------------------------|---------------------------------------|-----------------------------------|---------|
| All amounts in million NO | OK                    | Quoted<br>market price<br>Level 1 | Using<br>observable<br>inputs Level 2 | unobservable<br>inputs<br>Level 3 | Total   |
| name                      | type                  |                                   |                                       |                                   |         |
| Bilkreditt 4              | Pass-through swap BK4 | -                                 | 130 674                               | -                                 | 130 674 |
| Bilkreditt 5              | Pass-through swap BK5 | -                                 | 103 121                               | -                                 | 103 121 |
| Bilkreditt 6              | Pass-through swap BK6 | -                                 | 315 218                               | -                                 | 315 218 |
| TIVOLI                    | Basis swap (Front)    | -                                 | 16 210                                | -                                 | 16 210  |
| EMTN Bond                 | DKK fixed to fixed    | -                                 | 10 786                                | -                                 | 10 786  |
| Total financial derivativ | res                   | -                                 | 576 008                               | -                                 | 576 008 |
| Total                     |                       |                                   | 576 008                               | -                                 | 576 008 |

Fair value shall be a representative price based on what a corresponding asset or liability would have been traded for at normal market conditions. Highest level of quality in relation to fair value is based on quoted prices in an active market. A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory authority and these prices represent actual and regularly occurring transactions at arm's length.

**Level 1:** Instruments at this level obtain fair value from quoted prices in active markets for identical assets or liabilities that the entity has access by the reporting date. Examples of instruments at Level 1 are listed government bonds.

**Level 2:** Instruments at this level is not considered to have an active market. Fair value obtained from observable market data; this includes mainly prices based on identical instruments, but where the instrument is not sufficiently high trading frequency, as well as prices based on corresponding assets and price leading indicators that can be confirmed from market information. Examples of instruments at Level 2 are securities priced out of interest rate paths.

The fair value at level 2 is calculated by discounting future cash flows. The cash flows are mainly known due to contractual conditions, in addition to a marked regulated interest rate element. (e.g. EURIBOR)

**Level 3:** Instruments at Level 3 contain no observable market data or traded on markets that are considered inactive. The price is based mainly on own calculations, where actual fair value may deviate if the instrument were to be traded.

## 10. Issued Securities

All amounts in thousands NOK

|                                    | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|------------------------------------|------------|------------|------------|
| Senior unsecured issued securities | 9 231 750  | 1 655 000  | 7 399 366  |
| Asset backed issued securities     | 21 038 693 | 21 017 822 | 24 848 582 |
| Total issued securities            | 30 270 443 | 22 672 822 | 32 247 948 |

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in February to a value of 2 000 000 ( thousands NOK)

The additional change in balance sheet value of senior unsecured issued securities is the revaluation of the euro bonds

Santander Consumer Bank As issued bonds on the Irish stock exchange in April to a value of 6 527 627 (thousands NOK)

## 11. Receivables and liabilities to related parties

#### **Debt to related parties:**

| Amounts in thousands of NOK   | 31.03.15   | 31.03.14   | 31.12.14   |
|---|------------|------------|------------|
| Balance sheet line: "Loans and deposits from credit institutions with an agreed term" |            |            |            |
| Santander Benelux   | 19 247 670 | 25 016 252 | 21 633 569 |
| Santander Consumer Finance S.A.   | 8 104 219  | 9 428 883  | 7 603 003  |
| Total   | 27 351 889 | 34 445 135 | 29 236 572 |
|   |            |            |            |
| Balance sheet line: "Subordinated loan capital" - Bonds                               |            |            |            |
| MNOK 180, maturity Sept 2016, 3 months NIBOR +0.55% (Banco Santander S.A)             | 180 000    | 180 000    | 180 000    |
| MNOK 80, maturity Oct 2017, 3 months NIBOR +1.00% (SCF S.A)                           | 80 000     | 80 000     | 80 000     |
| MNOK 210, maturity June 2019, 6 months NIBOR +3.43% (Santander Benelux)               | 250 000    | 210 000    | 210 000    |
| MEUR 13 maturity Dec 2020 12 months EURIBOR +3,20% (SCF S.A)                          | 105 184    | 105 183    | 117 546    |
| Hybrid capital - perpetual bond, 3M NIBOR + 6,50% (SCF S.A)                           | 2 250 000  | 2 250 000  | 2 250 000  |
| Total   | 2 865 184  | 2 825 183  | 2 837 546  |

The interest rate on intercompany loans are priced in accordance with marked conditions for parties at arm's length.

## 12. Transactions with related parties

All amounts in thousands of NOK

The group is controlled by Santander Consumer Finance S.A. which owns 100% of the company's shares. The group's ultimate parent is Grupo Santander. All companies within Grupo Santander are considered related parties. In addition, the SPV (securitization of car loans) are also considered as related Parties.

Transactions with related parties are mostly interest on funding from the parent company, ultimate parent or from Santander Benelux.

The following transactions were carried out with related parties:

|                   | 31.03.15 | 31.03.14 | 31.12.14   |
|-------------------|----------|----------|------------|
| Interest income   | 61 695   | 60 738   | 306 501    |
| Interest expenses | -164 065 | -288 586 | -1 004 749 |
| Fees              | -        | -1 823   | 2 806      |
| Net transactions  | -102 370 | -229 671 | -695 442   |

Santander Consumer Bank Group has had transactions with the following related parties as of 31 March 2015

Banco Santander S.A Santander Benelux B.V. Santander Consumer Finance S.A. Santander Insurance Europe Ltd. Santander Insurance Services Ireland Ltd.



Santander Consumer Bank AS NOTES

## 1. Basis of preparation

The accounts show the activities of the company in Norway, Sweden and Denmark (Santander Consumer Bank AS). In the group accounts, the Finnish subsidiary (Santander Consumer Finance OY) and the special purpose entities (as listed in note 11) are included.

All figures and notes were prepared under the assumption that the business is a going concern.

The Santander Consumer Bank interim accounts for the first quarter of 2015 are prepared in accordance with IAS 34 Interim Financial reporting as endorsed by EU.

The annual report for 2014 may be obtained by contacting Santander Consumer Bank AS, Strandveien 18, Lysaker – or by visiting <a href="https://www.santander.no">www.santander.no</a>.

## 2. Accounting policies

The Group's accounting policies are consistent with those of the previous financial year as described in the 2014 Annual Report except as described below.

Management's estimates and assumptions of future events that will significantly affect the carrying amounts of assets and liabilities underlie the preparation of the consolidated financial statements.

The preparation of interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these condensed interim financial statements, the significant judgments made by management in applying the group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended 31 December 2014, with the exception of changes in methodology that are required in determining the provision for income taxes. The estimates and assumptions that are deemed critical to the consolidated financial statements are listed in the Santander Consumer Bank 2014 annual report.

#### 3. Risk Classification

The tables below show the past due portfolio at certain aging intervals. The purpose of the note is to show the credit risk associated with the loans to customers.

|                                 | Gr         | oss outstandi | ng         | ,          | Write Downs |            |
|---------------------------------|------------|---------------|------------|------------|-------------|------------|
| All amounts in thousands of NOK | 31.03.2015 | 31.03.2014    | 31.12.2014 | 31.03.2015 | 31.03.2014  | 31.12.2014 |
| Current - not past due date     | 65 195 941 | 57 588 220    | 65 220 780 | 626 967    | 302 903     | 609 194    |
| Current - past due date         | 3 987 166  | 4 029 263     | 3 713 251  | 125 075    | 114 203     | 114 761    |
| Total impaired loans            | 1 160 712  | 1 048 391     | 1 140 156  | 582 819    | 466 754     | 510 323    |
| <b>Total loans</b>              | 70 343 820 | 62 665 874    | 70 074 187 | 1 334 862  | 883 860     | 1 234 278  |

|                                  | Gr         | oss outstandi | ng         | ,          | Write Downs |            |
|----------------------------------|------------|---------------|------------|------------|-------------|------------|
| Ageing of past due loans         | 31.03.2015 | 31.03.2014    | 31.12.2014 | 31.03.2015 | 31.03.2014  | 31.12.2014 |
| 1 - 29 days                      | 3 226 755  | 3 235 187     | 2 968 726  | 54 847     | 32 489      | 46 100     |
| 30 - 59 days                     | 586 313    | 592 128       | 577 324    | 40 768     | 34 561      | 39 197     |
| 60 - 89 days                     | 174 099    | 201 948       | 167 201    | 29 460     | 47 153      | 29 463     |
| Total loans due but not impaired | 3 987 166  | 4 029 263     | 3 713 251  | 125 075    | 114 203     | 114 761    |

|                          | Gr         | oss outstandi | ng         | •          | Write Downs |            |
|--------------------------|------------|---------------|------------|------------|-------------|------------|
| Ageing of impaired loans | 31.03.2015 | 31.03.2014    | 31.12.2014 | 31.03.2015 | 31.03.2014  | 31.12.2014 |
| 90 - 119 days            | 96 320     | 101 166       | 90 674     | 26 825     | 20 640      | 24 527     |
| 120 - 149 days           | 74 319     | 77 082        | 67 818     | 24 664     | 18 457      | 21 310     |
| 150 - 179 days           | 60 486     | 61 572        | 48 044     | 22 269     | 34 353      | 19 567     |
| 180 + days               | 497 577    | 583 248       | 499 775    | 320 351    | 301 933     | 282 738    |
| Economic doubtful*       | 432 010    | 225 323       | 433 845    | 188 710    | 91 372      | 162 181    |
| Total impaired loans     | 1 160 712  | 1 048 391     | 1 140 156  | 582 819    | 466 754     | 510 323    |

<sup>\*</sup> Economic doubtful contracts are loans where there is a reasonable doubt of full repayment due to reasons other than payment arrears

SCB portfolio consist 90% of Auto Finance and 10% Unsecured finance (credit card and consumer loan); where for auto finance the underlying assets serve as collateral.

Auto Finance, collateral is held as security. Carrying amount in relationship with object value and financed amount is influenced by specific mileage, use and maintenance among others, which varies from object to object. This value is embedded into Write Downs calculation as part of recoveries.

### 4. Losses and Write downs

All amounts in thousands of NOK

| Specific - and generic write-downs                       | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|--|------------|------------|------------|
| Individual write-downs 01.01.                            | 515 299    | 55 498     | 55 498     |
| +/- Rate adjustment opening balance                      | -3 768     | -556       | 2 051      |
| Reclassification between specific and generic write down | -          | -          | 433 522    |
| + Individual write-downs for the period                  | 76 508     | 6 027      | 24 228     |
| = Specific write-downs period end                        | 588 039    | 60 969     | 515 299    |
| Generic write-downs                                      | 31.03.2015 | 31.03.2014 | 31.12.2014 |
| Group write-downs 01.01                                  | 718 979    | 787 172    | 787 172    |
| +/- Rate adjustment opening balance                      | -5 256     | -2 891     | 12 693     |
| Reclassification between specific and generic write down | -          | -          | -433 522   |
| +/- Write-downs for the year                             | 33 099     | 38 610     | 352 636    |
| = Generic write-downs period end                         | 746 822    | 822 892    | 718 979    |
| Total Write down in Balance Sheet                        | 1 334 861  | 883 861    | 1 234 278  |
| Loan losses expenses                                     | 31.03.2015 | 31.03.2014 | 31.12.2014 |
| Change in write down 2014                                | 100583     | 41191      | 391 608    |
| +/- Fx rate adjustment opening balance                   | 9 024      | 3 447      | -14 744    |
| + Total recognized losses                                | 101 281    | 102 908    | 402 251    |
| - Recoveries on recognized losses                        | -18 081    | -13 707    | -89 766    |
| = Loan losses  | 192 807    | 133 839    | 689 349    |

Write-downs calculated separately for each business unit, using internal parameters.

<sup>-</sup>Specific write-downs calculated by arrears following portfolio ageing and specific assessment of the exposure by specific contracts, also referred to as non-performing loans.

<sup>-</sup>Generic write-downs calculated by arrears, including incurred but not reported impaired loans following portfolio ageing, and reserves based on macro parameters.

## 5. Interest expense

The table show average interest rate in the first quarter of 2015. Average interest is calculated as actual interest expense through the year in percent of weighted average balance.

| All amounts in thousands of NOK | A11 | amounts | in 1 | housands | of NOK |
|---------------------------------|-----|---------|------|----------|--------|
|---------------------------------|-----|---------|------|----------|--------|

| To credit institutions            | Q1 2015    | Q1 2014    | 2014       |
|-----------------------------------|------------|------------|------------|
| Interest expenses                 | 88 213     | 137 145    | 490 633    |
| Average loan                      | 43 026 440 | 50 030 444 | 48 125 312 |
| Average nominal interest rate     | 0,82 %     | 1,10 %     | 1,02 %     |
|                                   |            |            |            |
| To customers                      | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 109 783    | 82 013     | 382 732    |
| Average deposit                   | 19 633 600 | 10 408 542 | 13 652 540 |
| Average nominal interest rate     | 2,24 %     | 3,15 %     | 2,80 %     |
|                                   |            |            |            |
| To bondholders                    | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 37 050     | 7 577      | 78 106     |
| Average issued notes and bonds    | 8 315 558  | 2 680 007  | 5 552 190  |
| Average nominal interest rate     | 1,78 %     | 1,13 %     | 1,41 %     |
|                                   |            |            |            |
| Subordinated loan capital         | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 50 017     | 51 746     | 210 285    |
| Average subordinated loan capital | 2 876 594  | 2 857 039  | 2 857 663  |
| Average nominal interest rate     | 6,96 %     | 7,24 %     | 7,36 %     |
|                                   |            |            |            |
| Total                             | Q1 2015    | Q1 2014    | 2014       |
| Interest expenses                 | 285 063    | 278 481    | 1 161 756  |
| Loan                              | 73 852 192 | 65 976 031 | 70 187 704 |
| Average nominal interest rate     | 1,54 %     | 1,69 %     | 1,66 %     |

## 6. Capital adequacy

| All amounts in thousands of NOK                    | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|--|------------|------------|------------|
| Balance sheet equity                               |            |            |            |
| Paid in equity                                     | 5 448 469  | 4 998 469  | 5 448 469  |
| Share premium                                      | 891 314    | 891 314    | 891 314    |
| Retained earnings                                  | 2 715 189  | 1 678 111  | 2 527 241  |
| Other reserves                                     | -246 369   | -91 333    | -228 915   |
| Total Equity                                       | 8 808 603  | 7 476 561  | 8 638 108  |
|  |            |            |            |
| Common Equity Tier 1 Capital                       |            |            |            |
| Cash-flow hedge adjustment                         | 7 703      |            |            |
| (-) Year to date profit not-eligible (Not audited) | -187 948   | -183 353   | -          |
| Goodwill   | -118 406   | -112 359   | -123 415   |
| Other intangible assets                            | -220 097   | -37 020    | -232 023   |
| Deferred tax assets                                | -76 660    | -338 788   | -75 846    |
| Total common Equity Tier 1 Capital                 | 8 213 195  | 6 805 041  | 8 206 825  |

| Tier 1 Capital   |   |   |   |
|--|---|---|---|
| Paid in Tier 1 capital instruments   | 2 250 000   | 2 250 000   | 2 250 000                                     |
| Total Tier 1 Capital   | 10 463 195  | 9 055 041   | 10 456 825                                    |
| Total Capital  |   |   |   |
| Paid up subordinated loans   | 615 170   | 575 170   | 575 170                                       |
| Subordinated loans not eligible  | -192 000  | -140 000  | -234 000                                      |
| Total Capital  | 10 886 365  | 9 490 211   | 10 797 995                                    |
|  |   |   |   |
| Risk exposure  |   |   |   |
| Regional governments or local authorities  | 68 473  | 60 018  | 70 167  |
| Institutions   | 1 725 259   | 3 298 984   | 1 872 856                                     |
| Corporates   | 11 407 753  | 4 590 319   | 11 434 287                                    |
| Retail   | 49 060 321  | 44 479 561  | 48 735 876                                    |
| Exposures in default   | 572 667   | 1 481 134   | 624 858                                       |
| Other Exposures  | 2 592 920   | 1 267 679   | 2 748 641                                     |
| Risk weighted exposure amounts for credit, counterparty credit and dilution risks and free deliveries  | 65 427 393  | 55 177 695  | 65 486 684                                    |
|  |   |   |   |
| Foreign exchange (zero if under threshold)   | -   | 257 686   | <u>-</u>                                      |
| Foreign exchange (zero if under threshold)  Risk exposure amount for position, foreign exchange and commodities risks  | <u>-</u>  | 257 686<br><b>257 686</b>                               |   |
|  | 4 971 326   |   | 5 010 803                                     |
| Risk exposure amount for position, foreign exchange and commodities risks  | 4 971 326<br>4 971 326                                  | 257 686   |   |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  |   | <b>257 686</b> 4 189 380                                | 5 010 803<br>5 010 803<br>289 340             |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk   | 4 971 326   | <b>257 686</b> 4 189 380                                | <b>5 010 803</b> 289 340                      |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  | <b>4 971 326</b><br>166 982                             | 257 686<br>4 189 380<br>4 189 380                       | <b>5 010 803</b> 289 340                      |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk  | <b>4 971 326</b><br>166 982                             | 257 686<br>4 189 380<br>4 189 380                       | <b>5 010 803</b> 289 340                      |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk (Since Q3 2014 it has been included in Credit Risk risk weighted   | <b>4 971 326</b><br>166 982                             | 257 686<br>4 189 380<br>4 189 380                       | <b>5 010 803</b> 289 340                      |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk (Since Q3 2014 it has been included in Credit Risk risk weighted exposure)   | <b>4 971 326</b><br>166 982                             | 257 686<br>4 189 380<br>4 189 380<br>-<br>-<br>-822 892 | 5 010 803<br>289 340<br>289 340               |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk (Since Q3 2014 it has been included in Credit Risk risk weighted exposure)  Deductions of risk exposure amount                             | 4 971 326<br>166 982<br>166 982                         | 257 686 4 189 380 4 189 380                             | 5 010 803<br>289 340<br>289 340               |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk (Since Q3 2014 it has been included in Credit Risk risk weighted exposure)  Deductions of risk exposure amount                             | 4 971 326<br>166 982<br>166 982                         | 257 686 4 189 380 4 189 380                             | 5 010 803<br>289 340<br>289 340<br>70 786 827 |
| Risk exposure amount for position, foreign exchange and commodities risks  Basic indicator approach  Risk exposure amount for operational risk  Standardized method (introduced September 2014)  Risk exposure amount for credit valuation adjustment  Allowance which apply on the standardized approach for credit risk (Since Q3 2014 it has been included in Credit Risk risk weighted exposure)  Deductions of risk exposure amount  Total risk exposure amount | 4 971 326<br>166 982<br>166 982<br>-<br>-<br>70 565 701 | 257 686  4 189 380  4 189 380                           | 5 010 803                                     |

Financial information in accordance with the capital requirement regulation is published at www.santander.no. Information according to Pillar 3 will be published at www.santander.no.

## 7. Segment information

Financial management in Santander is oriented towards the various geographical markets. Monitoring of the overall profitability of the geographic areas are important dimensions of the strategic priorities and allocation of resources in SCB AS reported figures for the various segments reflect SCB AS' total sales of products and services in the geographical area. Segment information is based on the internal financial reporting as it is reported to SCB AS management. SCB AS management uses the segment reporting as an element to assess historical and expected future development and allocation of resources. Reporting from the segments is based on Santander's governance model and the SCB AS' accounting policies. The figures are based on a number of assumptions and estimates. The Segments are responsible for profits after tax, with the corresponding return on allocated capital according to SCB AS' governance model. All SCB AS' trade activities are divided into the reported segments with corresponding balances, income and expenses. Deficit liquidity from the segments is funded by SCB AS' Treasury at market conditions. Surplus liquidity is transferred to SCB AS' Treasury at market conditions. Internal agreements at market conditions or simulated market conditions are made when segments cooperate on the delivery of financial services to customers. Services provided by SCB AS' central functions and staff are charged segments based on an allocation agreement.

The following products are offered by each reportable segment:

Norway - car financing, leasing, consignment, consumer loans, credit cards and deposits.

Sweden - car financing, leasing, consignment, consumer loans and deposits.

Denmark - car financing, leasing, consignment, consumer loans and deposits.

| 31 March 2015 (Q1 and YTD)                        |            |            |            |               |             |
|---|------------|------------|------------|---------------|-------------|
| All amounts in thousands of NOK                   | Norway     | Sweden     | Denmark    | Eliminations* | Total Group |
| Net interest income                               | 462 170    | 110 972    | 149 547    | -             | 722 689     |
| Net commission - and banking services income      | 19 648     | 19 806     | 16 693     | -             | 56 146      |
| Value change and gain/loss on fx and securities   | 9 770      | -          | 2 734      | -             | 12 504      |
| Oher operating income                             | 5 813      | 1 578      | -544       | -             | 6 847       |
| Operating expenses, salaries, depreciation        | -234 492   | -53 611    | -61 506    | -             | -349 609    |
| Losses on loans, guarantees etc.                  | -134 895   | -31 868    | -26 043    | -             | -192 807    |
| Operating result                                  | 128 014    | 46 876     | 80 880     | -             | 255 770     |
| Total tax   | -38 907    | -10 313    | -18 602    | -             | -67 822     |
| Profit after tax                                  | 89 107     | 36 563     | 62 278     | -             | 187 948     |
|   |            |            |            |               |             |
| Cash and receivables on central banks             | 56 610     | -          | -          | -             | 56 610      |
| Deposits with and loans to financial institutions | 1 569 993  | 637 833    | 340 334    | -             | 2 548 161   |
| Net loans   | 40 059 770 | 13 142 216 | 15 806 972 | -             | 69 008 958  |
| Repossessed assets                                | 6 286      | -          | -          | -             | 6 286       |
| Commercial papers and bonds                       | 6 156 028  | 1 044 521  | 2 081 112  | -             | 9 281 662   |
| Financial derivatives                             | 567 416    | -          | 18 352     | -             | 585 769     |
| Ownership interests in group companies            | 1 129 906  | -          | -          | -             | 1 129 906   |
| Other assets                                      | 4 192 964  | 840 884    | 346 031    | -2 378 083    | 3 001 797   |
| Total assets                                      | 53 738 973 | 15 665 455 | 18 592 803 | -2 378 083    | 85 619 148  |
|   |            |            |            |               |             |
| Debt to credit institutions                       | 19 113 170 | 10 203 022 | 13 617 443 | -2 257 287    | 40 676 348  |
| Deposits from customers                           | 11 423 181 | 5 089 251  | 4 665 733  | -             | 21 178 165  |
| Financial derivatives                             | 557 121    | -          | -          | -             | 557 121     |
| Debt issued by securities                         | 9 231 750  | -          | -          | -             | 9 231 750   |
| Other liabilities                                 | 4 725 582  | 321 397    | 241 980    | -121 800      | 5 167 159   |
| Allocated capital                                 | 8 688 170  | 51 785     | 67 646     | 1 004         | 8 808 604   |
| Total liabilities and equity                      | 53 738 973 | 15 665 455 | 18 592 803 | -2 378 083    | 85 619 148  |

<sup>\*</sup> Eliminations of other assets and debt to credit institutions are mainly intercompany loans between Norway and Denmark

## 8. Classification of financial instruments

All amounts in thousands of NOK

| Classification of financial assets 31 March 2015 | Financial assets at fair value through P&L | Available for<br>sale financial<br>assets at fair<br>value | Held to<br>maturity<br>investments | Loans and receivables | Book value |
|--|--|--|------------------------------------|-----------------------|------------|
| Cash and receivables on central banks            | -  | -  | -                                  | 56 610                | 56 610     |
| Deposits and loans to financial institutions     | -  | -  | -                                  | 2 548 161             | 2 548 161  |
| Net loans to costumers                           | -  | -  | -                                  | 69 008 958            | 69 008 958 |
| Commercial papers and bonds                      | -  | 2 989 336  | 6 292 326                          | -                     | 9 281 662  |
| Financial derivatives                            | 585 769                                    | -  | -                                  | -                     | 585 769    |
| Ownership interest in credit institutions        | 1 129 906                                  | -  | -                                  | -                     | 1 129 906  |
| Consignments                                     | -  | -  | -                                  | 884 268               | 884 268    |
| Other Assets                                     | -  | -  | -                                  | 1 511 440             | 1 511 440  |
| Total financial assets                           | 1 715 674                                  | 2 989 336  | 6 292 326                          | 74 009 437            | 85 006 773 |

|   |                                     | Non-financial assets       | 612 375    |  |
|---|-------------------------------------|----------------------------|------------|--|
|   |                                     | Total assets               | 85 619 148 |  |
|   | Financial<br>liabilities<br>at fair | Financial                  |            |  |
| Classification of financial liabilities 31  | value<br>through                    | liabilities<br>measured at |            |  |
| December 2014                               | P&L                                 | amortized cost             | Book value |  |
| Loans and deposits from credit institutions | -                                   | 40 676 347                 | 40 676 347 |  |
| Deposits repayable on notice                | -                                   | 21 178 165                 | 21 178 165 |  |
| Financial derivatives                       | 557 121                             | -                          | 557 121    |  |
| Bonds and other long term loan raising      | -                                   | 9 231 750                  | 9 231 750  |  |
| Subordinated loan capital                   | -                                   | 2 895 524                  | 2 895 524  |  |
| Total financial liabilities                 | 557 121                             | 73 981 787                 | 74 538 908 |  |

| Non-financial liabilities and equity | 11 080 240 |
|--------------------------------------|------------|
| Total liabilities                    | 85 619 148 |

| Classification of financial assets 31<br>December 2014 | Financial<br>assets at<br>fair value<br>through<br>P&L | Available<br>for sale<br>financial<br>assets at<br>fair value | Held to<br>maturity<br>investments | Loans and receivables | Book value |
|--|--|---|------------------------------------|-----------------------|------------|
| Cash and receivables on central banks                  | -  | -   | -                                  | 56 463                | 56 463     |
| Deposits and loans to financial institutions           | -  | -   | -                                  | 2 920 380             | 2 920 380  |
| Net loans to costumers                                 | -  | -   | -                                  | 68 839 908            | 68 839 908 |
| Commercial papers and bonds                            | -  | 2 042 744   | 6 411 126                          | -                     | 8 453 870  |
| Financial derivatives                                  | 1 015 493  | -   | -                                  | -                     | 1 015 493  |
| Ownership interest in credit institutions              | 1 173 851  | -   | -                                  | -                     | 1 173 851  |
| Consignments   | -  | -   | -                                  | 872 528               | 872 528    |
| Other Assets   | _  | -   | _                                  | 1 566 469             | 1 566 469  |
| Total financial assets                                 | 2 189 344  | 2 042 744   | 6 411 126                          | 74 255 748            | 84 898 962 |

| Non-financial assets | 740 928    |
|----------------------|------------|
| Total assets         | 85 639 890 |

| Classification of financial liabilities 31  | Financial<br>liabilities at<br>fair value<br>through | Financial<br>liabilities<br>measured at | Booked     |
|---|--|---|------------|
| December 2014                               | P&L  | amortized cost                          | value      |
| Loans and deposits from credit institutions |  | 45 376 534                              | 45 376 534 |
| Deposits repayable on notice                | -  | 18 089 036                              | 18 089 036 |
| Financial derivatives                       | 998 622  | -                                       | 998 622    |
| Bonds and other long term loan raising      | -  | 7 399 366                               | 7 399 366  |
| Subordinated loan capital                   | -  | 2 857 663                               | 2 857 663  |
| Total financial liabilities                 | 998 622  | 73 722 599                              | 74 721 221 |

| Non-financial liabilities and equity | 10 918 669 |
|--------------------------------------|------------|
| Total liabilities                    | 85 639 890 |

For the financial assets and liabilities above the fair value is a reasonable approximation to the book value.

# 9. Valuation hierarchy

#### Financial instruments measured at fair value

| All amounts in million NOK         |                         | Quoted<br>market price<br>Level 1 | Using observable inputs Level 2 | With<br>significant<br>unobservable<br>inputs<br>Level 3 | Total     |
|------------------------------------|-------------------------|-----------------------------------|---------------------------------|--|-----------|
| Financial assets                   |                         |                                   |                                 |  |           |
| name                               | type                    |                                   |                                 |  |           |
| Bilkreditt 4                       | Fixed amort.profile BK4 | -                                 | 130 194                         | -  | 130 194   |
| Bilkreditt 5                       | Fixed amort.profile BK5 | -                                 | 101 410                         | -  | 101 410   |
| Bilkreditt 6                       | Fixed amort.profile BK6 | -                                 | 323 996                         | -  | 323 996   |
| TIVOLI                             | Basis swap (Back)       | -                                 | 15 751                          | -  | 15 751    |
| EMTN Bond                          | DKK fixed to float      | -                                 | 14 419                          | -  | 14 419    |
| <b>Total financial derivatives</b> |                         | -                                 | 585 768                         | -  | 585 768   |
| name                               | type                    |                                   |                                 |  |           |
| Government bonds*                  | bonds                   | 2 989 336                         | -                               | =  | 2 989 336 |
| Total commercial papers an         | d bonds                 | 2 989 336                         | -                               | -  | 2 989 336 |
| Total                              |                         | 2 989 336                         | 585 768                         | -  | 3 575 104 |

#### Financial liabilities

|                                    |                       | Quoted<br>Market price<br>Level 1 | Using<br>observable<br>Inputs<br>Level 2 | With<br>Significant<br>unobservable<br>inputs<br>Level 3 | Total   |
|------------------------------------|-----------------------|-----------------------------------|--|--|---------|
| name                               | type                  |                                   |  |  |         |
| Bilkreditt 4                       | Pass-through swap BK4 | -                                 | 130 674                                  | -  | 130 674 |
| Bilkreditt 5                       | Pass-through swap BK5 | -                                 | 103 121                                  | -  | 103 121 |
| Bilkreditt 6                       | Pass-through swap BK6 | -                                 | 315 218                                  | -  | 315 218 |
| EMTN Bond                          | DKK fixed to fixed    | -                                 | 8 109                                    | -  | 8 109   |
| <b>Total financial derivatives</b> |                       | -                                 | 557 122                                  | -  | 557 122 |
| Total                              |                       | -                                 | 557 122                                  | -  | 557 122 |

Fair value shall be a representative price based on what a corresponding asset or liability would have been traded for at normal market conditions. Highest level of quality in relation to fair value is based on quoted prices in an active market. A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory authority and these prices represent actual and regularly occurring transactions at arm's length.

**Level 1:** Instruments at this level obtain fair value from quoted prices in active markets for identical assets or liabilities that the entity has access by the reporting date. Examples of instruments at Level 1 are listed government bonds.

**Level 2:** Instruments at this level is not considered to have an active market. Fair value obtained from observable market data; this includes mainly prices based on identical instruments, but where the instrument is not sufficiently high trading frequency, as well as prices based on corresponding assets and price leading indicators that can be confirmed from market information. Examples of instruments at Level 2 are securities priced out of interest rate paths.

The fair value at level 2 is calculated by discounting future cash flows. The cash flows are mainly known due to contractual conditions, in addition to a marked regulated interest rate element. (e.g. EURIBOR)

**Level 3:** Instruments at Level 3 contain no observable market data or traded on markets that are considered inactive. The price is based mainly on own calculations, where actual fair value may deviate if the instrument were to be traded.

## 10. Issued Securities

All amounts in thousands NOK

|                                    | 31.03.2015 | 31.03.2014 | 31.12.2014 |
|------------------------------------|------------|------------|------------|
| Senior unsecured issued securities | 9 231 750  | 1 655 000  | 7 399 366  |
| Asset backed issued securities     | -          | =          | =          |
| Total issued securities            | 9 231 750  | 1 655 000  | 7 399 366  |

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in February to a value of 2 000 000 ( thousands NOK) The additional change in balance sheet value of senior unsecured issued securities is the revaluation of the euro bonds

Santander Consumer Bank As issued bonds on the Irish stock exchange in April to a value of 6 527 627 (thousands NOK)

## 11. Receivables and liabilities to related parties

### **Debt to related parties:**

| Amounts in thousands of NOK   | 31.03.15   | 31.03.14   | 31.12.14   |
|---|------------|------------|------------|
|   |            |            |            |
| Balance sheet line: "Loans and deposits from credit institutions with an agreed term" |            |            |            |
| Santander Benelux   | 19 247 670 | 25 076 227 | 21 633 569 |
| Santander Consumer Finance S.A.   | 268 023    | 1 166 791  | 180 840    |
| Debt to SPV on future cash flow of securitized loans                                  | 21 133 228 | 23 097 279 | 23 557 823 |
| Total   | 40 648 921 | 49 340 297 | 45 372 232 |
|   |            |            |            |
| Balance sheet line: "Subordinated loan capital" - Bonds                               |            |            |            |
| MNOK 180, maturity Sept 2016, 3 months NIBOR +0.55% (Banco Santander S.A)             | 180 000    | 180 000    | 180 000    |
| MNOK 80, maturity October 2017, 3 months NIBOR +1.00% (SCF S.A)                       | 80 000     | 80 000     | 80 000     |
| MNOK 210, maturity June 2019, 6 months NIBOR +3.43% (Santander Benelux)               | 250 000    | 210 000    | 210 000    |
| MEUR 13 maturity December 2020 12 months EURIBOR +3,20% (SCF S.A)                     | 105 184    | 105 183    | 117 546    |
| Hybrid capital - perpetual bond, 3M NIBOR + 6,50% (SCF S.A)                           | 2 250 000  | 2 250 000  | 2 250 000  |
| Total   | 2 865 184  | 2 825 183  | 2 837 546  |
|   |            |            |            |
| Receivables on related parties:   |            |            |            |
| Amounts in thousands of NOK   | 31.03.14   | 31.03.14   | 31.12.14   |
| Amounts in thousands of NOK   | 31.03.14   | 31.03.14   | 31.12.14   |
| Balance sheet line: "commercial papers and bonds"                                     |            |            |            |
| B and C notes issued by SPVs  | 6 269 866  | 6 182 824  | 6 451 550  |
| ·   |            |            |            |
|   |            |            |            |
| Balance sheet line: "Deposits with and receivables on financial institutions"         |            |            |            |
| Subordinated loan to SPVs   | 1 991 622  | 2 148 833  | 2 202 248  |
|   |            |            |            |
| Balance sheet line: "other assets"  | 1 205 525  |            | 1 256 200  |
| Loan to subsidiary (Santander Consumer Bank OY)                                       | 1 305 525  | -          | 1 356 300  |
|   |            |            |            |

The interest rate on intercompany loans are priced in accordance with marked conditions for parties at arm's length.

## 12. Transactions with related parties

All amounts in thousands of NOK

The group is controlled by Santander Consumer Finance S.A. which owns 100% of the company's shares. The group's ultimate parent is Grupo Santander. All companies within Grupo Santander are considered related parties. In addition, the SPV (securitization of car loans) are also considered as related Parties.

Transactions with related parties are mostly interest on funding from the parent company, ultimate parent or from Santander Benelux. SCB AS has transactions with the SPVs through funding and cash flows as agreed in the securitization process.

The following transactions were carried out with related parties:

|                   | 31.03.15 | 31.03.14 | 31.12.14  |
|-------------------|----------|----------|-----------|
| Interest income   | 302 680  | 331 642  | 1 655 091 |
| Interest expenses | -141 552 | -262 013 | -907 639  |
| Fees              | 29 196   | 34 404   | 126 184   |
| Net transactions  | 190 324  | 104 033  | 873 636   |

Santander Consumer Bank AS has had transactions with the following related parties as of 31 March 2015

Banco Santander S.A

Santander Benelux B.V.

Santander Consumer Finance S.A.

Santander Consumer Bank OY

Santander Insurance Europe Ltd.

Santander Insurance Services Ireland Ltd.

#### SPV:

SCF RAHOITUSPALVELUT Ltd.

SCF AJONEUROHALLINTO Ltd.

SCF Ajoneuvohallinta Ltd.

SCF Rahoituspalvelut 2013 Ltd.

Bilkreditt 1 Ltd.

Bilkreditt 2 Ltd.

Bilkreditt 3 Ltd.

Bilkreditt 4 Ltd.

Bilkreditt 5 Ltd.

Bilkreditt 6 Ltd.

Dansk Auto Finansiering 1 Ltd.

SV Autofinans 1 Ltd.

SV Autofinans Warehousing 1 Ltd.

SCF Ajoneuvohallinto Ltd..

SCF Rahoituspalvelut Ltd..

#### **About Santander**

Santander Consumer Bank AS is owned by Santander Consumer Finance, which is part of Grupo Santander, one of the world's largest banks. Santander Consumer Finance is among the leaders in Europe within car- and consumer finance. The division is present in 13 countries across Europe. The Nordic region is considered a key growth area.

Based on a business model that focuses on retail banking products and services for private customers, SMEs, and companies, the Santander Group currently serves more than 117 million customers through a global network of 12,951 branches, the largest in the international banking sector. It has 734 billion euros in costumer loans, 3.2 million shareholders, and 185 405 employees.

Santander Consumer Bank AS provides financing in the areas of car finance, credit cards and consumer loans. The bank is market leader in Norway within car finance, and has business in Sweden, Finland and Denmark and has a vision to be one of the leading players in the Nordic region. The Group has more than 650 employees throughout the region and total assets of NOK 95.1 billons.