# Third quarter report 2018

Santander Consumer Bank Nordic Group and Santander Consumer Bank AS

# **Table of Contents**

Letter from the CEO	3
Third quarter report 2018	4
Profit and Loss - Santander Consumer Bank Nordic Group	11
Balance Sheet - Santander Consumer Bank Group	12
Cash Flow - Santander Consumer Bank Group	13
Statement of changes in equity - Santander Consumer Bank Nordic Group	14
Profit and Loss - Santander Consumer Bank AS	16
Balance Sheet - Santander Consumer Bank AS	17
Cash Flow - Santander Consumer Bank AS	18
Statement of changes in equity - Santander Consumer Bank AS	19
GROUP NOTES	22
Note 1 - Basis of preparation	23
Note 2 - Accounting principles	23
Note 3 - Credit risk exposure	24
Note 4 - Risk classification	25
Note 5 - Loss allowance	26
Note 6 - Liquidity coverage ratio	28
Note 7 - Capital adequacy	29
Note 8 - Segment information	32
Note 9 - Net interest income	36
Note 10 - Classification of financial instruments	37
Note 11 - Valuation Hierarchy	39
Note 12 - Loans to customers	42
Note 13 - Issued securities	43
Note 14 - Receivables and liabilities to related parties	44
Note 15 - Transaction with related parties	45



AS NOTES	46
Note 1 - Basis of preparation	47
Note 2 - Accounting policy	47
Note 3 - Credit risk exposure	48
Note 4 - Risk classification	49
Note 5 - Interest rate risk	50
Note 6 - Liquidity Coverage Ratio	52
Note 7 - Capital adequacy	53
Note 8 - Segment information	56
Note 9 - Net interest income	60
Note 10 - Classification of financial instruments	61
Note 11 - Valuation Hierarchy	63

# Letter from the CEO

Stability is the key word for our third quarter of 2018. Businesswise we see little deviance compared to Q2: Our numbers show continued sustainable growth.

Financing of car sales and leasing now totals 79% of our gross outstanding loans. We keep growing especially in the Finnish and Swedish auto markets. The Finnish business broke a Santander world record in September, with more than 40% auto market share!

In the unsecured market, recent regulations from the Norwegian FSA now clearly impact business volumes. Responsibility is key to our business. We applaud the Government and the Parliament for starting a process to make the regulations more binding. This will make a more equal playing ground for all.

Margin pressure remains high, which underlines the importance of our work to reduce the bank's general costs, aiming for increased synergy effects from organizing and operating more as One Bank across the Nordic region. We have recently announced that we will invest more in developing our tech platform than ever before in Santander's Nordic history. The level of investment will keep costs at a certain level – while over time help increase our operational efficiency, enable even more synergy effects and most importantly help us launch new products and services.

Michael Hvidsten, CEO



# Third quarter report 2018

# **Highlights**

- Net interest income increase with 3% and gross margin with 5% compared to the third quarter of 2017. Year to date net interest income increase with 248 MM NOK and year to date gross margin increase with 295 MM NOK.
- Lending rose 10% compared to the same period in 2017 strongly driven by growth in the auto business.
- Deposit volumes increase by 10% compared to the third quarter of 2017, and continues to be the largest funding source of the Group.
- The Group's Profit before tax in Q3 2018 was 746 MM NOK, reflecting a decrease of 16% compared to the same period in 2017. Profit before tax year to date was 2 792 MM NOK compared to 3 046 MM NOK per Q3 2017. The reduction in profits are mainly driven by the new metholodoly of calculating impairment losses in IFRS 9.

# Key figures Santander Consumer Bank Group

All amounts in millions of NOK	Q3 2018	Q3 2017**	YTD Q3 2018	YTD Q3 2017**	2017	2016***
Net interest income	1 723	1 680	5 136	4 888	6 607	6 276
Growth*	3%	6%	5%	3%	5%	27%
Profit before tax	746	889	2 792	3 046	3 995	3 250
Growth*	-16%	5%	-8%	23%	23%	67%
Profit after tax	565	657	2 101	2 318	3 055	2 442
Growth*	-14%	-4%	-9%	23%	25%	62%
Total assets	167 791	152 853	167 791	152 853	159 100	142 729
Growth*	10%	11%	10%	10%	11%	5%
Net Loans to customers	148 093	134 511	148 093	134 511	140 793	121 698
Growth*	10%	14%	10%	14%	16%	7%
Customer deposits	53 119	48 297	53 119	48 297	50 617	40 971
Growth*	10%	22%	10%	24%	24%	10%

<sup>\*</sup> Year on year.



<sup>\*\*</sup> In the Q3 2017 and YTD Q3 2017 figures interest expenses of 42,5 MM NOK and 85 MM NOK related to additional Tier 1 capital has been reclassified to dividend. Please see accounting principles in 2017 annual report for further details.

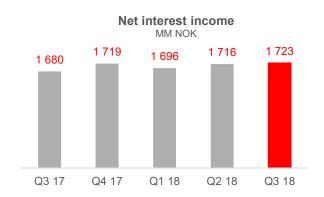
<sup>\*\*\*</sup> The 2016 figures is affected by the GE Money Bank merger.

# Financial Performance for the third quarter of 2018

#### Results

The Group's profit before tax was 746 MM NOK in the third quarter of 2018, a decrease of 16% compared to the third quarter last year. Profit before tax year to date was 2 792 MM NOK compared to 3 046 MM NOK per Q3 2017. The decrease in results was driven by an increase in impairment losses on loans and loss allowances on off-balance exposures, mainly due to the new methodology to calculate impairment losses in IFRS 9.

Net interest income increased by 43 MM NOK compared with Q3 2017, representing an increase of 3%. Higher lending volumes in all segments and lower cost of funding had a positive effect on net interest income. On the other hand, lower lending margins mainly due to a shift in the portfolio product mix towards more secured financing had a negative effect on net interest income.



Net fee and commission income increased by 36 MM NOK from the third quarter of 2017. The increase was driven by both higher levels of insurance income and income from banking services.

Operating expenses for the period was 670 MM NOK, compared with 740 MM NOK in the third quarter of 2017. The decrease in Q3 2018 is mainly driven by lower expenses for IT and also advertising compare to same period last year.

Other income and costs includes loss allowances on offbalance exposures and this is the main reason of the increase of 167 MM NOK in other income and costs compared to Q3 2017.

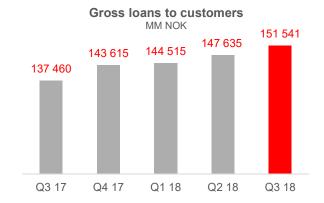
Net impairment losses on loans rose by 138 MM NOK in Q3 2018 compared to the third quarter of 2017. The increase is mainly due to the effect of implementing IFRS 9 which results in a higher reserve coverage for the same credit risk levels on the loan portfolio compared to IAS 39. As a result impairment losses on loans in Q3 2018 are not directly comparable to Q3 2017.

# Loans and Deposits Performance

#### **Loans to Customers**

The Group's gross outstanding loans to customers was 151.5 Bn NOK at Q3 2018. This is an increase of 10% (13.6 Bn NOK) compared to Q3 2017. The growth is driven by good market conditions with increased focus on financing as a tool to increase sales of cars and improve customer loyalty.





#### Auto and Leisure Financing

Total new car sales in the Nordic region was 769 628 units per third quarter of 2018, an increase of total 1.2% compared to the same period in 2017. Including used car, total car sales ended at 3 006 646 which is an increase of 0.6% compared to 2017.

The third quarter had a drop in new car sales of 16% compared to the same period last year. The car sales in the third quarter was highly effected by implementation of new taxation on cars in Sweden (Bonus-Malus system) and implementation of WLTP (Worldwide harmonized Light vehicle Test Procedure) as a new test procedure aiming at driving down emissions from cars.

In this market the Group has financed 230 508 cars, representing a growth at 7.2%. Total outstanding on auto financing is 121.3 Bn NOK, which is an increase of 14% compared to last year.

The Bonus-Malus system for new light vehicle was implemented in Sweden with effect from July 2018. The main motive is to decrease the CO2 emissions in the mobility sector. The system means that environmentally friendly vehicles with low carbon dioxide emissions are rewarded with a bonus, while vehicles with relatively high carbon dioxide emissions are charged with higher taxes. The introduction led to higher car



sales and car registrations the 1<sup>st</sup> half of 2018 and corresponding reduction in sales after July 1<sup>st</sup>.

WLTP was implemented in September 2018. This means that cars registered after 1. September 2018 have to be WLTP approved. Several car brands are lagging behind in WLTP approval, which will lead into long delivery time for new cars. This is expected to have a negative impact on new car sales in Q4 and beginning of 2019.

The Group is piloting, in cooperation with a dealer group, a subscription based mobility model (SHFT), with an "all inclusive" deal, giving the customer the flexibility to swap cars based on his or hers needs. The concept will also enable the dealers to get revenue on their used cars stock.

The competitor situation in the Nordics has faced some changes in 2018. In Finland LähiTapiola Rahoitus (Insurance Company) started auto financing in the end of 2017. In Norway Nordea and Gjensidige Forsikring have announced that Gjensidige Bank will be sold to Nordea. Combined they will be the 3<sup>rd</sup> largest in the market for auto financing, following SCB and DNB.

#### **Unsecured Financing**

The third quarter closed with an unsecured product portfolio of 33 026 MM NOK, a modest increase compared to the same period last year (2.15%). Among the Nordic countries, Denmark, for the third quarter in row, had the strongest growth of all countries with 10% compared to Q3 2017.

Brokers continue to play a significant role in the consumer loan markets, especially in Norway and Sweden. In Finland, broker presence and broker customer preferences are increasing, whereas, in Denmark brokers are in the process of entering the market. Share of the Group's loan volumes deriving from broker co-operations, remain stable compared to Q2.

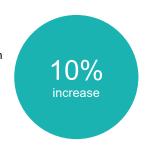
In the Finnish market, the aggressive competitors continue to display a significantly higher appetite for risk and have grown primarily on the back of high risk debt consolidation. In Q3, Finland made adjustments in the product offer to adhere to customer demands and increase competitiveness by expanding maximum loan term.

Within the Sales Finance business area, we have leveraged on our new cooperation with Elgiganten in Denmark by adding Santander as a part payment provider in their online checkout. Denmark now offers part payments both in-store and online at Elgiganten. The market is undergoing a substantial shift with an increased focus for finance providers to enter new channels by building products for both the online and offline sales, working closely with improving retailers' sales capabilities and processes. In response, the Group is refining its financing proposition and customer journey across channels; improving consistency, developing new product features and investing in building a Nordic platform that will meet the demands of tomorrow's retailers and consumers

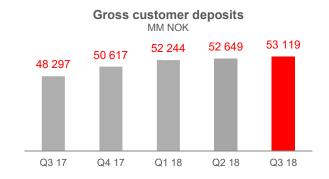
The credit card market remains highly competitive with the entrance of new players and contactless cards technologies as well as increased customer demands, such as smoother and faster card payments but also instant issuing of e.g. virtual cards. In response, we were the first bank to launch Apple Pay in Norway during the second quarter, a significant milestone which now in the third quarters continued to boost our numbers of booked accounts and reactivate inactive customers. In Norway and in the other Nordic markets, the Group is continuously evaluating its credit card value proposition and mobile payment offering in order to meet our customer demand on speed, convenience and payment security.

#### **Deposits**

Customer deposits are the largest funding source in the Group and a strategic priority with regards to increasing our self-funding going forward. Deposit-taking capabilities have been developed in Norway, Sweden and Denmark during the last years. The focus in the third



quarter of 2018 has been on optimizing the existing portfolio and developing new products, while searching for opportunities and also fulfilling upcoming legal requirements. Total outstanding volumes is 53 119 MM NOK per September 2018, representing an increase of 4 822 MM NOK (10%) compared to September 2017.



# Risk Management

The Group 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 markets' needs and climate.

#### **Credit Risk**

The Group's Credit Risk profile at Q3 2018 remains stable for the total portfolio with only a marginal change in risk profile compared to Q3 2017 - in line with its risk appetite statement despite continuing loan growth. The consolidated Non-Performing Loans (NPL) Ratio ended at 2.02% in Q3 2018 compared to 2.01% in Q3 2017.



The loan loss reserves has increased significantly from 2 799 MM NOK per Q3 2017 to 3 567 MM NOK per Q3 2018. Of this 601 MM NOK were recognised in the opening balance of other equity at the transition date of IFRS 9. The total reserves as of Q3 2018 of 3 567 MM NOK includes 3 448 MM NOK related to loans to customers and 119 MM NOK related to off-balance exposures. This increase is an effect of the new methodology in IFRS 9 which results in higher reserves coverage for the same credit risk levels. This is particularily evident for the stage 2 segment that includes reserves for lifetime expected credit losses and the reserves assigned to off-balance exposures.

#### Liquidity and Interest Rate Risk

Liquidity risk is managed by monitoring regulatory metrics: Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR), in addition to internally developed liquidity stress test models and metrics in order to capture the bank's ability to survive in stressful conditions. The Group has a healthy liquidity position, managed at Nordic level to ensure efficient use of liquidity across the Group. As of September 2018, the Group's LCR was 122.67%. The latest availble NSFR as of June 2018 was 97.00%. Both metrics are comfortably exceeding the regulatory requirements.

The Group manages interest rate risk by aiming to match the repricing of the liabilities with the repricing of the underlying assets (loans to customers). An appropriate balance sheet structure ensures that the impact of changes in interest rates on net interest income and equity value are contained. Interest rate risk in the Group is measured using the Net Interest Margin sensitivity and Market Value of Equity sensitivity to account for the impact of various shifts in the underlying market rates over NIM and MVE. Both metrics were within appropriate limits for all currencies at the end of Q3 2018.

#### **Foreign Currency Risk**

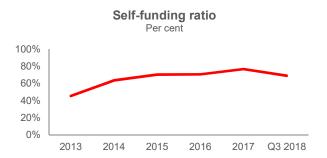
The Group operates in countries with various currencies and is exposed to currency risk from these operations. The Group's strategy is to have a composition of the balance sheet that minimizes currency risk by ensuring that the assets and liabilities are denominated in the same currency. When the Group raises funding through the international debt markets, FX derivatives are used to swap liquidity to the currency when funds are needed and to offset the position created. The total open currency exposure as of end of Q3 2018 was 1 042 MM NOK equivalent for consolidated SEK, DKK and EUR exposures.

# **Funding**

Maintaining a diversified funding platform is a strategic priority for the Group, as it enables flexibility, optimization of cost of funds, and reduces reliance on support from the parent bank. Over the past five years, the Group has developed deposit products across three of its four markets, it has been active in



the Norwegian and Swedish domestic bond markets, as well as in the Euro-market, and it has issued securitization transactions with assets from all four Nordic countries. Intragroup funding provides a buffer where strategically helpful, particularly in the short-term space. The Group aims to maintain a consistent self-funding strategy, however there will be some variation due to seasonal fluctuations and the timing of transactions. Self-funding sources totaled 69% per Q3 2018, with parent funding providing the remaining 31%.



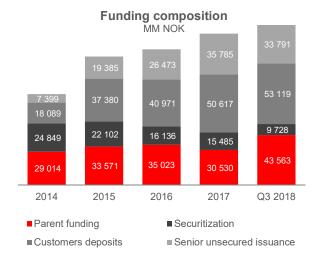
Customer deposits are the largest source of funding, comprising 38% of total funding per September 2018. The total outstanding volume sums to 53 119 MM NOK across the three Nordic markets where the Group is present. Deposit volumes have increased 10% (4 822 MM NOK) from third quarter 2017, with expectations of continued significant importance.

Senior unsecured issuance and certificates comprises 24% of our funding, compared to 26% per Q3 2017. Senior unsecured issuance and certificates year-to-date Q3 2018 includes 500 MM EUR in the Euro market, 2 000 MM SEK in the Swedish market, 500 MM DKK in the Danish market and 1 650 MM NOK in the Norwegian market. In addition, we are present in the certificates of deposits market in Norway, with 1 100 MM NOK currently outstanding.

Total outstanding bond and certificate issuance equals 33 791 MM NOK per September 2018, an increase of 517 MM NOK (2%) from a year earlier. The average remaining term to maturity, excluding certificate issuances, is approximately 1.92 years. This level has been increased from year-end due to the increase in issuances with a five-year maturity.



The Group is rated by Fitch (A-/F2/Outlook Stable) and Moody's (A3/P2/Outlook Stable). The rating was first received in 2016, and has been maintained at the same level since then.



The Group has not accessed the asset-backed securities market year-to-date 2018. Securitization issuance in Norway has been halted due to the change in Norwegian law. Securitizing the Finnish portfolio, however, remains as a source of funding, since SCF OY is not impacted by the change in law. The loss of funding from the Norwegian securitization program has caused total outstanding securitization volumes across the Group to trend downwards, currently equaling 9 728 MM NOK, or 7% of the Group's funding.

The Group looks to utilize its securitization capabilities more frequently going forward, once Norwegian legislation is harmonized with the European capital markets framework. This will include the adoption of Regulation (EU) 2017/2402, which establishes a general framework for securitization and creates a specific framework for simple, transparent, and standardized securitizations.

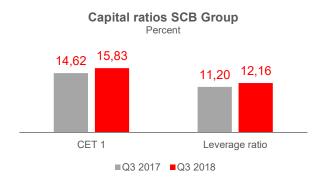
Loans and drawing rights from the parent bank and companies within Grupo Santander provide any remaining funding needs. These loans are priced at market rates, denominated in the local Nordic currencies, and are currently concentrated in the shorter-end maturities. The Group expects parent funding to decrease slightly over time, even as it continues as an important buffer in our overall funding strategy.

# Solvency and Capital Adequacy

The Group is supervised by the Norwegian FSA and has to comply with the capital requirements for banks in Norway. The Group has to comply with the capital requirements both at group level (the Group) and at stand-alone level (SCB AS).

The Group had per September 2018 a strong capital adequacy position well above regulatory requirements.

After implementation of IFRS 9 in January, the Group publishes capital ratios both using the transitional rules for IFRS 9 impact (allowing for a reversal of 95% of the capital impact in 2018) and capital ratios showing the full impact of IFRS 9 implementation. The capital ratios using the transitional rules (phase-in), are the official ratios that have to meet minimum capital adequacy requirements. The CET1-ratio per end of third quarter allowing for phase-in of IFRS 9 impact was 15.83% for the Group and 16.70% for SCB AS. The CET1-ratio per end of third quarter with the full IFRS 9 impact was 15.50% for the Group and 16.41% for SCB AS.



The required leverage ratio for the Group is 5%. Per the end of third quarter 2018, the Group had a leverage ratio allowing for phase-in of IFRS 9 impact of 12.16%, while SCB AS had a leverage ratio of 13.67%.

The bank is not expected to be impacted by the proposal by the Norwegian FSA regarding changes in the criteria qualifying for systemically important financial institution.

For further details regarding Capital Adequacy, please see Note 7 "Capital adequacy" for details on capital composition, risk weighted exposure and capital ratios per September 2018.

# Regulatory Changes

There are several regulatory initiatives in the financial sector, and the Group works continuously to ensure compliance. The constitutional challenge in Norway regarding implementation of the EU supervisory regime has been solved, and although there are no longer any formal obstacles preventing EU financial legal acts to be included in the EEA agreement and Norwegian law, there is still a significant "back log" of EU legal acts pending national implementation. Further, the digital revolution is expected to potentially change the traditional banking business and customer behavior, for example the EU's revised Payment Services Directive, PSD2, opens up to giving technology companies and other players that do not offer bank accounts, direct access to banks' payment infrastructure and the opportunity to aggregate account information and debit accounts on behalf of customers.



In the personal data area, the general data protection regulation (GDPR) has applied as of 25 May 2018 in the EU countries and Norway. The regulation will affect the Group both in terms of customer data and employee data and the Group is taking extensive measures to ensure compliance with the regulation. Moreover, the Group carefully follows the process regarding implementation in Norway of the deposit guarantee scheme directive (DGSD) and the bank resolution and recovery directive (BBRD), the latter of which, among other things, will introduce a new crisis management arrangement for financial institutions. There are also various ongoing national initiatives, in particular in the consumer credit area, including release of a proposal for a new financial agreement act. The Group has adequate procedures to keep track of incoming legislation, both from the EU and nationally.

# **Digital Transformation**

In 2017, the Group launched its Digital Transformation Programme as a key component of its overall innovation and digitalization strategy. The purpose of the programme is to lay out the Group's strategy for becoming a truly digital organization and to establish the associated frameworks, governance structures and work practices that will drive and support this effort. To achieve its digital ambitions, the Group will focus upon progressing along two separate, yet complementary axes, (i) achieving greater digital customer engagement, through developing outstanding digital products and services and (ii) achieving increased operating efficiencies through establishing more efficient and flexible operating platforms and processes. The Group will also focus upon further developing its innovation culture and practices.

As a key component of its Digital Transformation Programme, the Group has set out its seven key strategic focus areas for innovation:

- Disruption regulations determining our strategic response to new legislation such as PSD2.
- Core digitization ensuring key customer processes operate optimally.
- Next generation customer experience how we deliver outstanding customer experience to new and existing customers.
- Digital market places how we respond to consumers increasing desire to transact online.
- Data analytics and business intelligence how we make best use of existing and additional data sources and advanced data analysis techniques to make better business decisions.
- Next generation mobility how we respond to consumers' changing mobility needs.
- Innovation capabilities and culture investing in required digital capabilities and work practices to stimulate and realize new innovations.

The Group is progressing a number of innovation related and digital initiatives across the above seven strategic focus areas, embracing emerging technologies such as artificial intelligence, machine learning and robotic process automation.

# **Future Prospects**

The auto industry is facing substantial changes. Car sharing, electrification, digitalization and connected cars are all trends that will heavily impact the industry. Flexible mobility solutions bundled with car related services with a residual value guaranty is increasing in popularity, especially the private leasing market. Buying cars online is another trend, where dealers and importers are testing different concepts. The Group is currently offering solutions for financing cars in the Norwegian market where the customer is buying online. There are plans to expand this concept to the other Nordic markets going forward.

The Nordic car markets are showing a clear trend with reduced demand for diesel and petrol fueled cars and increased popularity for EV and hybrids. Going forward this will represent a challenge for the auto industry in terms of reduced prices for used fossile fueled cars as well as lowered income from related services. The related residual value risk of used cars is a concern, and the Group is through strategic partnerships with third parties offering to handle the residual value risk for the dealers.

Regarding the unsecured lending, the growth in e-commerce and retail finance comes with opportunities in the financing of goods, both at point of sale and online. New entrants have emerged from outside the traditional finance company sector and further players are expected. Technology will play an even more important role going forward. The competitive pressures in direct unsecured lending remains, with several new bank start-ups focusing on high-margin lending with considerable risk appetite. Additionally, loan brokers are gaining more ground across the Nordics. The introduction of rules and legislations, as well as media attention will counterbalance and possibly moderate some of the excesses introduced by the new entrants.

Customer deposits are the single most important funding source for the Group, and is expected to grow even further in the months to come. Hence, one should expect further diversification in terms of products and markets going forward.

In general, the Group is well placed for the future challenges. In addition to securing the needed commercial execution with needed investments, the Group is working on the Pan-Nordic technology and infrastructure architecture to secure competitiveness in the years ahead.



## Lysaker, 15<sup>th</sup> November 2018

### The Board of Directors of Santander Consumer Bank

Erik Kongelf (Chairman)	Bruno Montalvo Wilmot (Deputy Chairman)	Javier Anton
Frederico José Maria Ysart Alvarez de Toledo	Niels Christian Aall	Henning Strøm
Sigrid Dale (Employee Representative)	Jim Grøtner (Employee Representative)	Michael Hvidsten (Chief Executive Officer)



**Profit and Loss - Santander Consumer Bank Nordic Group** 

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Total interest income		2 063	1 991	6 118	5 818	7 850
Total interest expenses		-340	-310	-982	-930	-1 243
Net interest income	9	1 723	1 680	5 136	4 888	6 607
Fee and commission income		152	117	418	424	553
Fee and commission expenses		-30	-31	-94	-73	-111
Value change and gain/loss on foreign exchange and securities		-4	-6	36	-26	-32
Other operating income		57	52	163	144	194
Other operating expenses		-52	-59	-161	-153	-222
Gross margin		1 847	1 755	5 498	5 203	6 989
Salaries and personnel expenses		-308	-316	-989	-925	-1 125
Administrative expenses		-332	-397	-1 111	-1 129	-1 587
Depreciation and amortization		-30	-27	-128	-80	-106
Net operating income		1 178	1 015	3 269	3 070	4 171
Other income and costs		-166	1	-203	-8	-63
Impairment losses on other assets		_	_	-	-	
Impairment losses on loan, guarantees etc.	3, 4, 5	-265	-127	-274	-15	-113
Profit before tax		746	889	2 792	3 046	3 995
Income tax expense		-182	-231	-691	-728	-941
Profit after tax		565	657	2 101	2 318	3 055
Allocation of profit after tax						
Transferred to other earned equity		521	615	1 974	2 191	2 885
Transferred to additional Tier 1 capital	15	43	43	127	127	170
Total allocations		565	657	2 101	2 318	3 05
Profit after tax		565	657	2 101	2 318	3 055
Items not to be recycled to profit and loss						
Actuarial gain/loss on post employment benefit obligations		-	-	-15	-48	-25
Items to be recycled to profit and loss						
Net exchange differences on translating foreign operations		-14	-16	-93	95	213
Value change of assets available for sale		_	-	3	5	;
Net gains on investments in equity instruments designated at FVO	CI	_	_	-	-	
Cash flow hedge		-15	25	-39	46	69
Net investment hedge		4	16	37	-32	-74
Other comprehensive income for the period net of tax		-24	25	-107	66	186
Total comprehensive income for the period		540	683	1 994	2 385	3 241



# **Balance Sheet - Santander Consumer Bank Group**

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	FY 2017
Assets	40			
Cash and receivables on central banks	10	65	60	65
Deposits with and receivables on financial institutions	10	3 934	2 552	3 226
Loans to customers	3, 4, 5, 10, 12	148 093	134 511	140 793
Commercial papers and bonds	10, 11	9 438	8 984	6 859
Financial derivatives	10, 11	38	190	237
Consignment		3 197	3 324	4 355
Repossessed assets		12	10	12
Other ownership interests	10, 11	26	20	23
Intangible assets		1 018	1 036	1 100
Deferred tax assets		265	224	228
Fixed assets		644	518	555
Other assets		1 061	1 423	1 645
Total assets		167 791	152 853	159 100
Liabilities				
Debt to credit institutions	10, 14	43 747	35 210	31 020
Deposits from customers		53 119	48 297	50 617
Debt established by issuing securities	10, 13	43 519	44 088	51 270
Financial derivatives	10, 11	15	135	175
Tax payable		465	64	399
Other financial liabilities		337	141	344
Deferred tax		594	780	604
Pension liabilities		98	273	88
Other liabilities		1 944	1 688	1 651
Subordinated loan capital	10, 14	1 692	1 815	1 753
Total liabilities		145 530	132 492	137 921
- 4				
Equity		0.050		
Share capital		9 652	9 652	9 652
Share capital premium		891	891	891
Additional Tier 1 capital		2 250	2 250	2 250
Other equity		9 472	7 654	8 274
OCI items		-5	(87)	111
Total equity		22 261	20 361	21 179
Total liabilities and equity		167 791	152 853	159 100



# **Cash Flow - Santander Consumer Bank Group**

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Cash flow from operations		40 2010	40 20			
Profit before tax		746	888	2 792	3 046	3 995
Adjustments for:			000	2.02	0 0 .0	0 000
- Depreciation, amortization and impairment on fixed and intangible assets		57	53	206	154	206
- Net interest income	9	-1 723	-1 680	-5 136	-4 888	-6 607
- Value change and gain/loss on foreign exchange and securities		4	6	-36	26	32
- Dividends on financial assets at FVOCI		-	-	-	-	-
Changes in:						
- Loans to customers	12	-9 080	-2 145	-13 100	-12 813	-19 095
- Consignment and operational lease		183	-125	1 055	-174	-1 159
- Repossessed assets		-	10	1	-4	-7
- Other assets		397	693	584	753	-896
- Deposits from customers		2 327	1 912	4 358	7 327	9 647
- Other liabilities and provisions		548	45	192	-1 250	-324
Interests received		2 067	1 991	6 120	5 818	7 850
Dividends received		=	=	-	=	-
Interests paid		-513	-310	-1 205	-930	-1 243
Net income taxes paid		-83	-79	-332	-640	-953
Net cash flow from operations		-5 071	1 257	-4 500	-3 575	-8 554
Cash flow from investments Purchase of bonds Proceeds from matured bonds Purchase of fixed and intangible assets		-4 807 1 959 -167	-2 753 1 806 -53	-10 623 8 283 -97	-4 200 6 160 -122	-5 896 10 334 -177
Proceeds from sale of fixed and intangible assets		9	-	7	-	25
Net cash flow from investments		-3 005	-1 000	-2 431	1 838	4 286
Cash flow from financing						
Proceeds from issued securities		2 055	688	10 074	9 015	18 457
Repayments of issued securities		-431	-3 802	-16 590	-7 537	-9 795
Change in loans and deposits from credit institutions		7 837	1 924	14 528	191	-3 999
Proceeds from issue of subordinated loans	14	-	-	-	-	500
Repayment of subordinated loans	14	-	-	-	-	-80
Dividend payments		-	-	-350	-1 200	-1 200
Interest payments on additional Tier 1 capital	15	-43	-42	-127	-127	-170
Net cash flow from financing		9 418	-1 231	7 535	343	3 712
Exchange gains / (losses) on cash and cash equivalents		-3	-27	103	50	-110
Net change in cash and cash equivalents		1 340	-1 000	708	-1 344	-666
Cash and cash equivalents at the beginning of the period		2 659	3 613	3 291	3 957	3 957
Cash and cash equivalents at the end of the period		3 999	2 613	3 999	2 613	3 291



# **Statement of changes in equity - Santander Consumer Bank Nordic Group**

#### Q3 2018

					Translation differences	Value change				
			Additional			available		Net		
All amounts in millions of NOK	Share capital	capital premium	Tier 1 capital	Other Equity	foreign currencies	for sale assets	flow hedge	investment hedge	Actuarial gain/loss	Total
Balance at 30 June 2018	9 652	891	2 250	8 940	98	26	-3	-18	-85	21 753
Profit for the period	-	-	43	521	-	-	-	-	-	565
OCI movements (net of tax)	-	-	-	-	-14	-	-15	4	-	-24
Interest payments additional Tier 1 capital	-	-	-43	-	-	-	-	-	-	-43
Tax on interest payment additional Tier 1 capital	-	-	-	11	-	-	-	_	-	11
Share dividend	_	-	-	-	-	-	_	-	-	
Balance at 30 September 2018	9 652	891	2 250	9 472	84	26	-18	-13	-85	22 261

#### YTD Q3 2018

					Translation differences	Value change				
All amounts in millions of NOK	Share capital	Share capital premium	Additional Tier 1 capital			available for sale	Cash flow hedge	Net investment hedge	Actuarial gain/loss	Total
Balance at 1 January 2018	9 652	891	2 250	8 274	178	32	21	-50	-70	21 180
Changes in initial application of IFRS 9* Changes in initial application of IFRS 9 - tax*	-	-	-	444	-	-12 3	-	-	-	-614 147
	9 652	891	2 250		177	23	21	-50	-70	20 713
Restated balance at 1 January 2018	9 002	091			177	23		-50	-70	
Profit for the period	-	-	127	1974	-	-	-	-	-	2101
OCI movements (net of tax)	_	-	-	-	-93	3	-39	37	-15	-107
Interest payments additional Tier 1 capital	-	-	-127	-	_	-	-	-	-	-127
Tax on interest payment additional Tier 1 capital	-	-	-	32	_	-	-	-	-	32
Share dividend	-	-	-	-350	-	-	-	_	-	-350
Balance at 30 September 2018	9 652	891	2 250	9 472	84	26	-18	-13	-85	22 261

<sup>\*</sup> See accounting principles for further details.

Total shares registered as at September 30, 2018, was 965 241 842.

Restricted capital as at September 30, 2018, was 9 652 MM NOK and unrestricted capital was 12 609 MM NOK. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

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.



#### Financial Year 2017

All amounts in millions of NOK	Share capital p	Share capital premium	Additional Tier 1 capital		Translation differences from foreign currencies	Value change available for sale assets	Cash flow	Net investment hedge	Actuarial gain/loss	Total
Balance at 1 January 2017	9 652	891	2 250	6 626	-36	29	-48	24	-123	19 266
Profit for the period	-	-	170	2 885	-	-	-	-	-	3 055
OCI movements (net of tax)	-	-	-	=.	213	3	69	-74	-25	186
Interest payments additional Tier 1 capital Tax on interest payment additional Tier 1	-	-	-170	-	-	-	-	-	-	-170
capital	_	_	-	42	-	-	_	-	-	42
Pension release	_	_	_	-79	-	_	-	-	79	_
Capital increase	_	_	-	_	-	-	_	-	-	_
Share dividend	_	_	_	-1 200	-	_	-	-	-	-1 200
Correction previous years	-	-	-	-	-	-	-	-	-	-
Balance at 31 December 2017	9 652	891	2 250	8 274	178	32	21	-50	-70	21 179

Total shares registered as at December 31, 2017, was 965 241 842.

Restricted capital as at December 31, 2017, was 9 652 MM NOK and unrestricted capital was 11 526 MM NOK. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

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.



# **Profit and Loss - Santander Consumer Bank AS**

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Total interest income		1 765	1 715	5 243	5 021	6 781
Total interest expenses		-297	-293	-891	-859	-1 150
Net interest income	9	1 469	1 422	4 353	4 162	5 630
Fee and commission income		145	115	398	417	545
Fee and commission expenses		-24	-24	-77	-55	-86
Value change and gain/loss on foreign exchange and securities		-4	-6	34	-29	-33
Other operating income		26	50	73	50	312
Other operating expenses		-25	-63	-83	-77	-120
Gross margin		1 587	1 495	4 698	4 468	6 248
Salaries and personnel expenses		-265	-281	-857	-819	-1 002
Administrative expenses		-295	-357	-960	-1 013	-1 418
Depreciation and amortization		-27	-24	-120	-71	-95
Net operating income		1 001	833	2 761	2 565	3 733
Other income and costs		-167	-	-204	-9	-59
Impairment losses on other assets		-	-	_	-	-
Impairment losses on loan, guarantees etc.	3, 4, 5	-234	-102	-186	1	-40
Profit before tax		600	730	2 372	2 557	3 634
Income tax expense		-152	-200	-607	-630	-820
Profit after tax		447	531	1 765	1 927	2 814
Allocation of profit after tax						
Transferred to other earned equity		404	489	1 638	1 799	2 644
Transferred to additional Tier 1 capital	15	43	42	127	127	170
Total allocations		447	531	1 765	1 927	2 814
Profit after tax		447	531	1 765	1 927	2 814
Items not to be recycled to profit and loss						
Actuarial gain/loss on post employment benefit obligations		-	-	-15	-48	-25
Items to be recycled to profit and loss						
Net exchange differences on translating foreign operations		-	-5	4	5	11
Value change of assets available for sale		-	-	3	6	5
Net gains on investments in equity instruments designated at FVOO	CI	-	-	-	-	-
Cash flow hedge		-17	24	-39	32	52
Other comprehensive income for the period net of tax		-17	19	-47	-5	43
Total comprehensive income for the period		430	550	1 718	1 921	2 857



# **Balance Sheet - Santander Consumer Bank AS**

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	FY 2017
Assets				
Cash and receivables on central banks	10	65	60	65
Deposits with and receivables on financial institutions	10	2 569	620	1 351
Loans to customers	3, 4, 5, 10, 12	119 812	112 166	116 484
Commercial papers and bonds	10, 11	7 361	8 480	8 475
Financial derivatives	10, 11	37	187	232
Consignment		1 434	1 603	1 788
Repossessed assets		8	5	6
Loans to subsidiaries and SPV's	10, 14	8 545	8 714	9 050
Investments in subsidiaries		1 229	1 222	1 277
Other ownership interests	10, 11	26	20	23
Intangible assets		605	633	677
Deferred tax assets		77	69	27
Fixed assets		247	212	222
Other assets		1 074	1 363	1 449
Total assets		143 088	135 354	141 126
Liabilities				
Debt to credit institutions	10, 14	30 620	30 255	30 045
Deposits from customers		53 119	48 297	50 617
Debt established by issuing securities	10, 13	33 791	33 274	35 785
Financial derivatives	10, 11	15	132	172
Tax payable		465	64	395
Other financial liabilities		333	139	342
Deferred tax		598	782	620
Pension liabilities		98	273	88
Other liabilities		1 540	1 290	1 380
Subordinated loan capital	10, 14	1 692	1 815	1 753
Total liabilities		122 270	116 323	121 198
Equity				
Share capital		9 652	9 652	9 652
Share capital premium		891	891	891
Additional Tier 1 capital		2 250	2 250	2 250
Other equity		8 110	6 394	7 164
OCI items		(86)	(157)	(30)
Total equity		20 818	19 031	19 928
Total liabilities and aguity		442.000	425.254	444 400
Total liabilities and equity		143 088	135 354	141 126



# **Cash Flow - Santander Consumer Bank AS**

All amounts in millions of NOK	Note	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Cash flow from operations						
Profit before tax		600	730	2 372	2 556	3 634
Adjustments for:						
- Depreciation, amortization and impairment on fixed and intangible assets		30	26	128	78	105
- Net interest income	9	-1 469	-1 422	-4 353	-4 162	-5 630
- Value change and gain/loss on foreign exchange and securities		4	6	-34	29	33
- Dividends on financial assets at FVOCI		-	-	-	_	-241
Changes in:						
- Loans to customers	12	-6 721	-1 208	-8 209	-8 432	-12 751
- Consignment and operational lease		-7	-76	316	-280	-459
- Repossessed assets		1	5	-2	_	-1
- Other assets		-11	652	375	623	-1 060
- Deposits from customers		2 327	1 912	4 358	7 327	9 647
- Other liabilities and provisions		140	-277	50	-1 327	205
Interests received		1 772	1 715	5 254	5 021	6 781
Dividends received		-	-	-	-	241
Interests paid		-473	-293	-1 128	-859	-1 150
Net income taxes paid		-51	-42	-230	-531	-832
Net cash flow from operations		-3 861	1 728	-1 102	43	-1 479
Cash flow from investments Purchase of bonds		-1 716	-536	-4 473	-1 768	-2 809
Proceeds from matured bonds		1 768	2 127	4 778	5 840	6 164
Purchase of fixed and intangible assets		-25	-39	-79	-94	-159
Proceeds from sale of fixed and intangible assets		2	-33	3	-3-	17
Net cash flow from investments		29	1 552	228	3 978	3 213
		23	1 332	220	3 370	3 2 13
Cash flow from financing						
Proceeds from issued securities		2 055	688	10 074	9 015	11 795
Repayments of issued securities		794	-1 793	-10 834	-2 214	-2 483
Change in loans and deposits from credit institutions		3 066	-3 054	3 736	-10 385	-10 218
Proceeds from issue of subordinated loans	14	=	-	=	=	500
Repayment of subordinated loans	14	=	-	-	-	-80
Dividend payments	4-	-	-	-350	-1 200	-1 200
Interest payments on additional Tier 1 capital	15	-43	-42	-127	-127	-170
Net cash flow from financing		5 873	-4 201	2 499	-4 911	-1 856
Exchange gains / (losses) on cash and cash equivalents		-5	-33	48	10	-21
Net change in cash and cash equivalents		1 581	-953	1 218	-880	-144
Cash and cash equivalents at the beginning of the period		1 053	1 632	1 416	1 560	1 560
out and out of out and at the beginning of the period		1 000	1 032	1410	1 300	1 300



# Statement of changes in equity - Santander Consumer Bank AS

#### Q3 2018

		Share A	Additional		Translation differences from	Value change available			
All amounts in millions of NOK	Share capital	capital premium	Tier 1 capital	Other equity	foreign currencies	for sale assets	flow hedge	Actuarial gain/loss	Total
Balance at 30 June 2018	9 652	891	2 250	7 695	-8	26	-2	-85	20 420
Profit for the period	-	-	43	404	-	-	-	-	447
OCI movements (net of tax)	-	-	=.	-	_	-	-17	-	-17
Interest payments additional Tier 1 capital	-	-	-43	-	_	-	-	-	-43
Tax on interest payment additional Tier 1 capital	-	-	=.	11	-	-	-	-	11
Share dividend	=	-	-	-	_	-	-	-	<u>-</u>
Balance at 30 September 2018	9 652	891	2 250	8 110	-8	26	-19	-85	20 818

#### YTD Q3 2018

		Share A	Additional		Translation differences from	Value change available			
All amounts in millions of NOK	Share capital	capital premium	Tier 1 capital	Other Equity	foreign currencies	for sale assets	flow hedge	Actuarial gain/loss	Total
Balance at 1 January 2018	9 652	891	2 250	7 164	-12	31	20	-70	19 928
Changes in initial application of IFRS 9*	-	-	-	-498	-	-11	-	-	-509
Changes in initial application of IFRS 9 - tax*	_	-	-	124	-	3	-	-	127
Restated balance at 1 January 2018	9 652	891	2 250	6 791	-12	23	20	-70	19 546
Profit for the period	-	-	127	1 638	-	-	-	-	1 765
OCI movements (net of tax)	-	-	-	0	4	3	-39	-15	-47
Interest payments additional Tier 1 capital	-	-	-127	0	-	-	-	-	-127
Tax on interest payment additional Tier 1 capital	-	-	-	32	-	-	-	-	32
Share dividend	-	-	-	-350	-	-	-	-	-350
Balance at 30 September 2018	9 652	891	2 250	8 111	-8	26	-19	-85	20 818

<sup>\*</sup> See accounting principles for further details.

Total shares registered as at September 30, 2018, was 965 241 842.

Restricted capital as at September 30, 2018, was 9 652 MMNOK and unrestricted capital was 11 165 MM NOK. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

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.



#### Financial Year 2017

All amounts in millions of NOK	Share capital	Share capital premium	Additional Tier 1 capital	Other equity	Translation differences from foreign currencies	Value change available for sale assets	Cash flow hedge	Actuarial gain/loss	Total
Balance at 1 January 2017	9 652	891	2 250	5 757	-22	26	-32	-123	18 399
Profit for the period	-	-	170	2 644	-	-	-	-	2 814
OCI movements (net of tax)	-	-	-	-	11	5	52	-25	43
Interest payments additional Tier 1 capital	-	-	-170	-	-	-	-	-	-170
Tax on interest payment additional Tier 1 capital	-	-	-	42	-	-	-	-	42
Pension release	-	-	=	-79	-	-	-	79	-
Capital increase	-	-	-	-	-	-	-	-	-
Share dividend	-	-	-	-1 200	-	-	_	-	-1 200
Balance at 31 December 2017	9 652	891	2 250	7 164	-12	31	20	-70	19 928

Total shares registered as at December 31, 2017, was 965 241 842.

Restricted capital as at December 31, 2017, was 9 652 MM NOK and unrestricted capital was 10 274 MM NOK. The split between restricted and unrestricted capital is in accordance with the Norwegian limited companies act.

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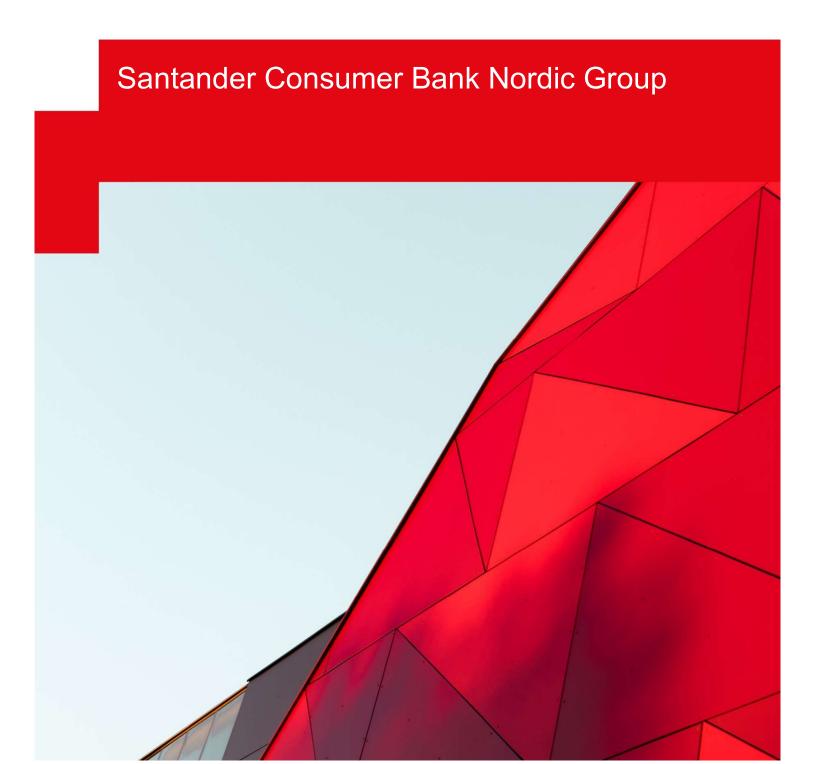
## Lysaker, 15<sup>th</sup> November 2018

### The Board of Directors of Santander Consumer Bank

Erik Kongelf (Chairman)	Bruno Montalvo Wilmot (Deputy Chairman)	Javier Anton
Frederico José Maria Ysart Alvarez de Toledo	Niels Christian Aall	Henning Strøm
Sigrid Dale (Employee Representative)	Jim Grøtner (Employee Representative)	Michael Hvidsten (Chief Executive Officer)



# **Notes**



# Note 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 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 2018 have been prepared in accordance with IAS 34 Interim Financial Reporting, and should be read in conjunction with the Group's last annual report as at and for the year ended 31 December.

The annual report for 2017 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>.

These interim financial statements were authorized by the Board of Directors on 15th November 2018.

# Note 2 - Accounting principles

The Group's accounting policies are consistent with those of the previous financial year as described in the 2017 annual report and in the Q1 2018 report where accounting principles of Financial instruments was updated according to IFRS 9.



# Note 3 - Credit risk exposure

All amounts in millions of NOK

#### Maximum exposure to credit risk - Financial intruments subject to impairment

The following table contains an analysis of the credit risk exposure of financial instruments for which an ECL allowance is recognized. The gross carrying amount of financial assets below also represents the Group's maximum exposure to credit risk on these assets.

		Q3 2018								
Loans to customers	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total					
Credit grade										
Loans not past due date	132 177	8 199	-	-	140 376					
Standard monitoring	4 423	3 134	-	-	7 557					
Special monitoring	-	464	-	-	464					
Default	-	=	3 144	-	3 144					
Gross carrying amount	136 600	11 797	3 144	-	151 541					
Loss allowance	-1 115	-560	-1 773	-	-3 448					
Carrying amount	135 485	11 237	1 371	_	148 093					

Loans not past due date: Exposures that are not in arrears and not in default.

Standard monitoring: Exposures in early arrears.

Special monitoring: Exposures under special monitoring.

Default: Defaulted loans.

	Q3 2018								
Commercial papers and bonds	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total				
Credit grade									
Investment grade	9 197	=	=	=	9 197				
Standard monitoring	-	-	-	-	-				
Special monitoring	-	-	-	-	-				
Default	-	-	-	-	-				
Gross carrying amount	9 197	-	-	-	9 197				
Loss allowance	-1	-	-	-	-1				
Carrying amount	9 197	-	-	-	9 197				

#### Maximum exposure to credit risk - Financial intruments not subject to impairment

The following table contains an analysis of the maximum credit risk exposure from financial assets not subject to impairment (i.e. FVTPL):

Maximum exposure to credit risk

Financial derivatives 38



# Note 4 - Risk classification

All amounts in millions of NOK

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.

		Balance			Loss reserves			
	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017		
Current - not past due date	140 376	127 786	132 664	-1 151	-1 032	-908		
Current - past due date	8 021	6 838	8 039	-524	-276	-306		
Total impaired loans	3 144	2 836	2 912	-1 773	-1 640	-1 608		
Total gross loans to customers	151 541	137 460	143 615	-3 448	-2 948	-2 822		

	Balance			Loss reserves			
Ageing of past due but not impaired loans	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017	
1 - 29 days	6 082	5 554	6 485	-268	-120	-131	
30 - 59 days	1 117	956	1 162	-160	-84	-95	
60 - 89 days	375	327	392	-95	-72	-80	
Total loans due but not impaired	7 573	6 838	8 039	-524	-276	-306	

		Balance			Loss reserves			
Ageing of impaired loans	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017		
90 - 119 days	240	236	242	-125	-82	-82		
120 - 149 days	188	170	185	-99	-72	-77		
150 - 179 days	167	150	154	-85	-73	-75		
180 + days	902	956	798	-574	-686	-551		
Economic doubtful*	1 646	1 324	1 532	-891	-728	-823		
Total impaired loans	3 144	2 836	2 912	-1 773	-1 640	-1 608		

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



# Note 5 - Loss allowance

All amounts in millions of NOK

The following tables explain the changes in the loss allowance between the beginning and the end of the reporting period due to these factors:

Loans to customers	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total
Loss allowance as at 1 January 2018	1 171	542	1 709	-	3 421
Changes due to financial instruments recognized as at 1 January 2018					
Transfer from Stage 1 to Stage 2	-72	267	-	-	195
Transfer from Stage 1 to Stage 3	-22	-	449	-	427
Transfer from Stage 2 to Stage 1	22	-121	-	-	-99
Transfer from Stage 2 to Stage 3	-	-67	230	-	163
Transfer from Stage 3 to Stage 2	-	12	-102	-	-90
Transfer from Stage 3 to Stage 1	5	-	-5	-	-
New financial assets originated or purchased	385	123	157	-	665
Changes to assumptions and methodologies	-227	-19	25	-	-221
Financial assets that have been derecognised	-170	-78	-157	-	-404
Write-offs	-17	-86	-504	-	-607
Loss allowance as at 30 September 2018	1 073	573	1 802	-	3 448

Commercial papers and bonds	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total
Loss allowance as at 1 January 2018	2	-	-	-	2
Changes due to financial instruments recognized as at 1 January 2018					
Transfer from Stage 1 to Stage 2	-	-	-	-	-
Transfer from Stage 1 to Stage 3	-	-	-	-	-
Transfer from Stage 2 to Stage 1	-	-	-	-	-
Transfer from Stage 2 to Stage 3	-	-	-	-	-
Transfer from Stage 3 to Stage 2	-	-	-	-	-
Transfer from Stage 3 to Stage 1	-	-	-	-	-
New financial assets originated or purchased	1	-	-	-	1
Changes to assumptions and methodologies	_	-	-	-	_
Financial assets that have been derecognised	-2	-	-	-	-2
Write-offs	-	-	-	-	-
Loss allowance as at 30 September 2018	1	-	-	-	1



#### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

All amounts in millions of NOK

Specific loan reserves		Q3 2017	FY 2017
Specific loan reserves 01.01.		1 555	1 555
+/- Fx rate adjustment opening balance		13	28
Reclassification between specific and generic loan reserves		37	39
+ Specific loan reserves for the period		25	-17
= Specific loan reserves period end		1 630	1 605
Generic loan reserves			
Generic loan reserves 01.01		1 371	1 371
+/- Fx rate adjustment opening balance		25	56
Release of reserves related to bad debt sale		0	-
Reclassification between specific and generic loan reserves		-37	-39
+/- Generic loan reserves for the year		-41	-172
= Generic loan reserves period end		1 318	1 216
Total Loan Reserves in Balance Sheet		2 948	2 822
Loan losses expenses	Q3 2017	YTD Q3 2017	FY 2017
Change in loan reserves provision	110	16	189
+/- Fx rate adjustment opening balance	-3	1	3
+ Total realized losses	-376	-1132	-1 567
- Recoveries on previously realized losses	142	1100	662
- Gain on sold portfolios	-	_	601
= Loan losses in the period	-127	-15	-113

Loan reserves calculated separately for each business unit, using internal parameters.



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

# Note 6 - Liquidity coverage ratio

All amounts in millions of NOK

Liquidity Coverage Ratio (LCR) measures the capability to meet obligations in the next 30 days by means of liquidity assets. It is defined as LCR = liquidity assets / (cash outflows - cash inflows). The minimum LCR level (CRD IV) is 100% from 31 December 2017. With a stable basis of High Quality Liquid Assets, the Group fulfills the minimum LCR requirements.

Liquidity Coverage Ratio (LCR) %	Q3 2018	Q3 2017	FY 2017
Liquidity Coverage Ratio (LCR) Total	123	120	148
Liquidity Coverage Ratio (LCR) NOK	94	132	125
Liquidity Coverage Ratio (LCR) SEK	155	119	128
Liquidity Coverage Ratio (LCR) DKK	154	361	283
Liquidity Coverage Ratio (LCR) EUR	115	95	198



# **Note 7 - Capital adequacy**

	Q3 2018	Q3 2017	FY 2017
Balance sheet equity			
Paid in equity	9 652	9 652	9 652
Share premium	891	891	89
Other equity	9 472	7 626	8 274
Tier 1 Capital	2 250	2 250	2 250
Other reserves	-5	-87	11
Total Equity	22 261	20 333	21 179
Common Equity Tier 1 Capital			
(-) Profit not eligible as capital	-1102	-1424	-350
	-1102	-1424	-350 -2
Cash-flow hedge adjustment	-337	-345	-2 -36
IRB Expected Loss - Reserves Goodwill	-33 <i>1</i> -672	-345 -671	-30 -70(
Other intangible assets Deferred tax assets	-266	-286	-317
	- -9	-	-
Adjustment Prudent Valuation (AVA)		-9	-7
Tier 1 Capital	-2 250	-2 250	-2 250
Total common Equity Tier 1 Capital (with full IFRS9 impact)	17 625	15 347	17 172
Capital adjustment according to IFRS9 Transitional rules Total common Equity Tier 1 Capital (after IFRS9 transitional rules)	434 <b>18 059</b>	15 347	17 172
Tier 1 Capital			
Paid in Tier 1 capital instruments	2 250	2 250	2 250
Total Tier 1 Capital (with full IFRS9 impact) Total Tier 1 Capital (after IFRS9 transitional rules)	19 875	17 597	19 422
Total Her I Capital (after IFK55 transitional rules)	20 309	17 597	19 422
Total Capital			
Paid up subordinated loans	1 689	1 791	1 711
Subordinated loans not eligible	-	-79	
Total Capital (with full IFRS9 impact)	21 563	19 309	21 133
Total Capital (after IFRS9 transitional rules)	21 998	19 309	21 133
Risk exposure on Standard Approach			
Regional governments or local authorities	63	<u>-</u>	78
Institutions	751	983	978
Corporates	4 851	4 722	5 528
Retail Standard Approach	53 121	50 473	51 402
Exposures in default SA	921	1053	1 05
Covered bonds	417	471	420
Other Exposures	6 750	5 969	7 414
Total Risk exposure amount on Standard Approach	66 875	63 750	66 871
Pick and a lateral Poti Poti Poti Poti Poti Poti Poti Poti			
Risk exposure on Internal Rating Based Approach	20.515	22.25	
Retail Other	33 819	30 066	31 032
Total Risk exposure amount on Internal Rating Based Approach	33 819	30 066	31 032
Risk weighted exposure amounts for credit, counterparty credit and dilution risks and free deliveries	100 694	93 815	97 903



Foreign exchange (zero if under threshold)	1 042	1115	852
Risk exposure amount for position, foreign exchange and commodities risks	11 896	1 115	852
Basic indicator approach	11 896	9 835	11 896
Risk exposure amount for operational risk	11 896	9 835	11 896
Standardized method	99	187	165
Risk exposure amount for credit valuation adjustment	99	187	165
Total risk exposure amount (with full IFRS9 impact)	113 731	104 952	110 815
Risk Exposure adjustment according to IFRS9 Transitional rules	380	-	-
Total risk exposure amount (after IFRS9 transitional rules)	114 110	104 952	110 815
Total exposure for Leverage Ratio			
Derivatives: Add-on under market-to-market method	493	962	734
Off-balance sheet items with 10% CCF	2 458	1 592	2 041
Off-balance sheet items with 20% CCF	867	1 490	269
Off-balance sheet items with 50% CCF	34	42	41
Adjusted On balance sheet exposure	162 655	152 254	159 100
Total exposure for Leverage Ratio (with full IFRS9 impact)	166 507	156 341	162 184
Exposure adjustment according to IFRS9 Transitional rules	571	-	_
Total exposure for Leverage Ratio (after IFRS9 transitional rules)	167 078	156 341	162 184
Minimum Regulatory Capital	4.500/	4.500/	
Minimum Core Equity	4,50%	4,50%	4,50%
Pillar 2 Requirement	2,30%	2,20%	2,20%
Countercyclical Buffer (combined)	1,13%	1,00%	1,14%
Conservation Buffer	2,50% 3,00%	2,50% 3,00%	2,50%
Systemic Risk Buffer Minimum Regulatory Capital ratio (CET1)	13,43%	13,20%	3,00% <b>13,34%</b>
Millimum Regulatory Capital Faulo (OE11)	,	10,2070	10,0470
Minimum Regulatory Capital			
Minimum Core Equity	5 118	4 723	4 987
Pillar 2 Requirement	2 616	2 309	2 438
Countercyclical Buffer (combined)	1 285	1 050	1 263
Conservation Buffer	2 843	2 624	2 770
Systemic Risk Buffer	3 412	3 149	3 324
Minimum Regulatory Capital amount (full IFRS9 impact)	15 274	13 854	14 783
Surplus of Core Equity Tier 1 capital (full IFRS9 impact)	2 351	1 494	2 389
Minimum Regulatory Capital amount (after IFRS9 transitional rules)	15 325	13 854	14 783
Surplus of Core Equity Tier 1 capital (after IFRS9 transitional rules)	2 734	1 494	2 389
Common equity tier 1 capital ratio (full IFRS9 impact)	15,50%	14,62%	15,50%
Common equity tier 1 capital ratio (after IFRS9 transitional rules)	15,83%	14,62%	15,50%
CET1 regulatory requirements	13,43%	13,20%	13,34%
Tier 1 capital ratio (full IFRS9 impact)	17,48%	16,77%	17,53%
Tier 1 capital ratio (after IFRS9 transitional rules)	17,80%	16,77%	17,53%
,			



Total capital ratio (full IFRS9 impact)	18,96%	18,40%	19,07%
Total capital ratio (after IFRS9 transitional rules)	19,28%	18,40%	19,07%
Total capital regulatory requirements	16,93%	16,70%	16,71%
Leverage ratio (full IFRS9 impact)	11,94%	11,26%	12,05%
Leverage ratio (after IFRS9 transitional rules)	12,16%	11,26%	12,05%
LR regulatory requirements	5,00%	5,00%	5,00%
Specification of IFRS Transition rules (based on initial impact)			
IFRS 9 Increase in Loss Reserves	-601		
- whereof Internal Rating Based	-		
Tax impact from increased loss reserves	144		
Deferred tax assets impact on capital	<u>-</u>		
Initial IFRS9 net impact on capital	-457		
Base amount for IFRS9 transitional rule on capital	457		
Transition %	95%		
Capital adjustment due to Transitional rule	434		
Std Approach value adjustments Spec Reserves	-601		
- whereof Retail (75%RW)	-600		
- whereof Covered Bonds (10%RW)	-2		
Deferred tax assets impact on Risk Exposure Amount (250%RW) *	20		
Initial IFRS9 net impact on Risk Exposure Amount	-400		
Base amount for IFRS9 transitional rule on Risk Exposure Amount	400		
Transition %	95%		
Risk Exposure adjustment due to Transitional rule	380		

From December 2015 the Group are calculating credit risk capital requirement using advanced internal rating based models (IRB- A models) for part of its exposures.

0,33%

Financial information in accordance with the capital requirement regulation is published at www.santander.no. The Pillar 3 Disclosure report is be published at www.santander.no.



Impact from Transitional rules on capital ratios (same impact for Tier 1 and 2)

\* IFRS9 impact on Deferred Tax Assets relates to subsidiary in Finland

# **Note 8 - Segment information**

All amounts in millions of NOK

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 Group. Reported figures for the various segments reflect the 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 the Group management. The 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 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 Group's governance model. All the Group's trade activities are divided into the reported segments with corresponding balances, income and expenses.

Deficit liquidity from the segments are funded by the Group treasury at market conditions. Surplus liquidity is transferred to the 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.

#### Product segmentation per country (gross lending before expected losses)

		Q3 2018						
	Unsecured Ioans*	Secured loans	Financial lease	Operational lease	Consignment	Total		
Norway	11 097	37 176	10 780	-	-	59 053		
Sweden	13 472	15 120	4 865	-	1 144	34 601		
Denmark	5 811	21 813	2 623	198	290	30 735		
Finland	2 646	23 706	2 432	384	1 763	30 932		
Total	33 026	97 815	20 701	582	3 197	155 320		

<sup>\*</sup> The reduction in unsecured loans in Sweden from Q3 2017 to Q3 2018 is due to FX. In local currency unsecured loans in Sweden was 14 670 MM SEK per Q3 2018 compared to 14 008 MM SEK per Q3 2017.

	Q3 2017						
	Unsecured Ioans	Secured loans	Financial lease	Operational lease	Consignment	Total	
Norway	11 017	34 347	9 594	-	-	54 959	
Sweden*	13 663	13 769	4 663	-	1 195	33 291	
Denmark	5 490	19 846	2 359	160	408	28 262	
Finland	2 571	18 553	1 587	290	1 721	24 722	
Total	32 741	86 515	18 204	450	3 324	141 234	



### P&L and Balance sheet per country

	2		

	Norway	Sweden	Denmark	Finland	Eliminations	Total Group
Total interest income	967	392	429	289	-14	2 063
Total interest expenses	-220	-36	-48	-26	-11	-339
Net interest income	747	356	381	263	-	1 724
Fee and commission income	57	36	45	15	-	152
Fee and commission expenses	-18	-1	-6	-4	-	-30
Value change and gain/loss on foreign exchange and securities	-7	-	4	-	-	-4
Other operating income	10	1	14	31	-	57
Other operating expenses	-8	-5	-12	-26	=	-52
Gross margin	781	386	427	278	-	1 847
Salaries and personnel expenses	-97	-95	-72	-44	-	-308
Administrative expenses	-134	-89	-71	-61	-	-332
Depreciation and amortization	-14	-4	-8	-3	-	-29
Net operating income	536	197	275	170	-	1 177
Other income and costs	-162	-3	-1	-	-	-167
Impairment losses on other assets	-	-	-	-	-	-
Impairment losses on loan, guarantees etc.	-92	-77	-74	-23	-	-265
Profit before taxes	282	117	201	147	-	745
Income tax expense	-73	-28	-52	-29	-	-181
Profit after tax	209	90	149	118	-	565

#### YTD Q3 2018

	Norway	Sweden	Denmark	Finland	Eliminations	Total Group
Total interest income	2 853	1179	1283	844	-41	6 118
Total interest expenses	-657	-108	-149	-85	16	-982
Net interest income	2 196	1 071	1 134	759	-	5 136
Fee and commission income	134	109	131	45	-	418
Fee and commission expenses	-58	-5	-17	-14	-	-94
Value change and gain/loss on foreign exchange and securities	22	-1	14	2	-	36
Other operating income	23	5	44	90	-	163
Other operating expenses	-28	-17	-38	-77	-	-161
Gross margin	2 289	1 161	1 269	804	-	5 498
Salaries and personnel expenses	-359	-275	-222	-133	-	-989
Administrative expenses	-460	-290	-210	-174	23	-1 111
Depreciation and amortization	-80	-12	-27	-9	=	-128
Net operating income	1 390	583	809	488	-	3 269
Other income and costs	-164	-37	-2	1	-	-203
Impairment losses on other assets	-	-	-	-	-	-
Impairment losses on loan, guarantees etc.	30	-77	-161	-67	-	-274
Profit before taxes	1 256	469	647	422	-	2 792
Income tax expense	-355	-109	-143	-84	-	-691
Profit after tax	901	361	504	338	-	2 101



Cash and receivables on central banks	65	-	-	-	-	65
Deposits with and receivables on financial institutions	824	1 690	604	815	-	3934
Total gross loans to customers	59 053	33 457	30 247	28 785	-	151541
Write-downs	-1 773	-668	-503	-504	-	-3448
Commercial papers and bonds	1 981	1 877	1 529	4 051	-	9438
Financial derivatives	37	-	-	1	-	38
Investments in subsidiaries	-	-	-	-	-	-
Other assets	336	1 448	1 684	2 403	351	6 222
Total assets	60 524	37 803	33 561	35 552	351	167 791
Debt to credit institutions	4 893	12 932	16 075	27 954	-18 108	43 747
Deposits from customers	22 601	14 576	15 941	-	-	53 119
Debt established by issuing securities	28 862	9 099	653	4 906	-	43 519
Financial derivatives	15	-	-	-	-	15
Other liabilities	2 533	1 307	930	410	-49	5 130
Equity	20 964	-110	-37	2 278	-834	22 261
Total liabilities and equity	79 868	37 804	33 562	35 548	-18 991	167 791

	Norway	Sweden	Denmark	Finland	Eliminations	Total Group
Total interest income	942	409	397	256	-13	1 991
Total interest expenses	-220	-40	-46	-25	20	-310
Net interest income	722	369	351	232	7	1 681
Fee and commission income	31	35	38	14	-1	117
Fee and commission expenses	-18	-2	-4	-7	-	-31
Value change and gain/loss on foreign exchange and securities	-5	-	-	-	-	-6
Other operating income	-	-	-	38	-	88
Other operating expenses	-22	-10	-31	-32	=	-95
Gross margin	722	398	383	246	6	1 755
Salaries and personnel expenses	-128	-85	-68	-33	-2	-316
Administration expenses	-183	-106	-68	-36	-3	-397
Depreciation and amortization	-12	-5	-8	-3	-	-27
Net operating income	399	203	239	175	0	1 015
Other income and costs	-	-	-	-	-	1

-17

383

-125

257

-57

145

-36

109

-36

203

-39

164

-17

159

-32

128

Q3 2017



-127

890

-232

657

0

0

Impairment losses on other assets

Profit before taxes

Income tax expense

Profit after tax

Impairment losses on loan, guarantees etc.

Total interest income         2 799         1 184         1 143         731         -40           Total interest expenses         -661         -121         -127         -79         59           Net interest income         2 138         1 063         1 012         -127         -79         59           Net interest income         2 138         1 063         1 011         411         2           Fee and commission income         1 59         1 110         1 111         41         2           Fee and commission expenses         -37         -6         -13         -17         -           Value change and gain/loss on foreign exchange and securities         -27         3         -3         1         -           Other operating income         1 29         -18         3-3         1         -           Other operating expenses         -29         -18         3-3         3         1         -           Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         3-79         -247         -193         -94         -12           Administration expenses         3-9         -1         1         -         -	Total Group
Total interest expenses         -661         -121         -127         -79         59           Net interest income         2 138         1 063         1 016         652         19           Fee and commission income         159         110         111         41         2           Fee and commission expenses         -37         -6         -13         -17            Value change and gain/loss on foreign exchange and securities         -27         3         -3         1            Other operating income         15         6         29         94            Other operating income         15         6         29         94            Gross margin         218         1158         1111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and	5 818
Net interest income         2 138         1 063         1 016         652         19           Fee and commission income         159         110         111         41         2           Fee and commission expenses         -37         -6         -13         -17         -           Value change and gain/loss on foreign exchange and securities         -27         3         -3         1         -           Other operating income         15         6         29         94         -         -           Other operating income         15         6         29         94         -         -           Other operating income         15         6         29         94         -         -           Gross margin         2 218         1158         1111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         -         - </td <td></td>	
Net interest income         2 138         1 063         1 016         652         19           Fee and commission income         159         110         111         41         2           Fee and commission expenses         -37         -6         -13         -17         -           Value change and gain/loss on foreign exchange and securities         -27         3         -13         -17         -           Other operating income         15         6         29         94         -           Other operating income         15         6         29         94         -           Other operating income         218         118         -30         -75         -           Gross margin         2218         1188         1111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciating income         1 290         581         711         487         0           Other income and costs         -9         -         -         -         -         -         -         - <t< td=""><td>-929</td></t<>	-929
Fee and commission expenses         -37         -6         -13         -17         -           Value change and gain/loss on foreign exchange and securities         -27         3         -3         1         -           Other operating income         15         6         29         94         -           Other operating expenses         -29         -18         -30         -75         -           Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         -         -         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit after tax         1 006         417         502         392         0	4 889
Value change and gain/loss on foreign exchange and securities         -27         3         -3         1            Other operating income         15         6         29         94            Other operating expenses         -29         -18         -30         -75            Gross margin         218         1158         1111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Profit after tax         1 006         417         502         392         0           Cash and receivables	424
Other operating income         15         6         29         94         -           Other operating expenses         -29         -18         -30         -75         -           Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -9         -         -         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006	-73
Other operating expenses         -29         -18         -30         -75         -2           Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -9         -         -         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         361         -129         -141         -98         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks	-26
Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -         -6         -35         -67         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -         -           <	144
Gross margin         2 218         1 158         1 111         696         21           Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -9         -         -         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -         -           Deposits with and re	-153
Salaries and personnel expenses         -379         -247         -193         -94         -12           Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -         -         -         -         -         -         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -	5 204
Administration expenses         -515         -315         -184         -107         -7           Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -         -         -         -         1         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -         -           Deposits with and receivables on financial institutions         1 064         534         16         939         -           Total gross loans to customers         54 959         32 096         27 695         22 710         <	-926
Depreciation and amortization         -34         -14         -23         -7         -1           Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         - <td>-1 129</td>	-1 129
Net operating income         1 290         581         711         487         0           Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -<	-80
Other income and costs         -9         -         -         1         -           Impairment losses on other assets         -         -         -         -         -         -           Impairment losses on loan, guarantees etc.         86         -35         -67         1         -           Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -         -           Deposits with and receivables on financial institutions         1 064         534         16         939         -           Total gross loans to customers         54 959         32 096         27 695         22 710         -           Write-downs         -1 633         -564         -386         -365         -	3 070
Impairment losses on loan, guarantees etc.   86	-8
Total gross loans to customers   1 367   546   643   490   -	
Profit before taxes         1 367         546         643         490         -           Income tax expense         -361         -129         -141         -98         -           Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -           Deposits with and receivables on financial institutions         1 064         534         16         939         -           Total gross loans to customers         54 959         32 096         27 695         22 710         -           Write-downs         -1 633         -564         -386         -365         -	-15
Cash and receivables on central banks   60   -   -   -   -	3 047
Profit after tax         1 006         417         502         392         0           Cash and receivables on central banks         60         -         -         -         -         -           Deposits with and receivables on financial institutions         1 064         534         16         939         -           Total gross loans to customers         54 959         32 096         27 695         22 710         -           Write-downs         -1 633         -564         -386         -365         -	-729
Cash and receivables on central banks       60       -       -       -       -         Deposits with and receivables on financial institutions       1 064       534       16       939       -         Total gross loans to customers       54 959       32 096       27 695       22 710       -         Write-downs       -1 633       -564       -386       -365       -	2 318
Total gross loans to customers       54 959       32 096       27 695       22 710       -         Write-downs       -1 633       -564       -386       -365       -	60
Write-downs -1 633 -564 -386 -365 -	2 552
	137 460
Commercial papers and bonds 2 459 2 302 976 3 248 -	-2 948
	8 984
Financial derivatives 187 3 -	190
Investments in subsidiaries 1 222 1 222	
Other assets 21 232 1 477 1 669 2 210 -20 033	6 554
Total assets 79 549 35 844 29 970 28 745 -21 255	152 853
Debt to credit institutions 6 261 11 152 15 922 22 244 -20 368	
Deposits from customers 20 715 14 529 13 053	35 210
Debt established by issuing securities 31 472 8 690 -2 3 928 -	35 210 48 297
Financial derivatives 132 3 -	
Other liabilities 2 135 1 412 870 405 -57	48 297
Equity 18 834 61 128 2 164 -830	48 297 44 088

79 549

35 844

29 970

28 745

-21 255

152 853



Total liabilities and equity

# Note 9 - Net interest income

All amounts in millions of NOK

Net interest income	1 723	1 680	5 136	4 888	6 607
Total interest expense	-340	-310	-982	-930	-1 243
Other interest expenses and similar expenses	-28	1	-39	2	-7
Interest on subordinated loan capital*	-12	-9	-34	-26	-37
Interest and similar expenses on issued securities	-88	-96	-260	-309	-391
Interest and similar expenses on deposits from and debt to customers	-168	-158	-502	-439	-603
Interest and similar expenses on debt to credit institutions	-45	-48	-148	-157	-205
Total interest income	2 063	1 991	6 118	5 818	7 850
Interest and similar income on comm. paper, bonds and other securities	14	23	55	88	100
Interest and similar income on loans to and receivables from customers	2025	1948	5 990	5 671	7 670
Interest and similar income on loans to and receivables from credit institutions	25	19	73	58	80
	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017

<sup>\*</sup> Additional Tier 1 capital of 2 250 MM NOK has been reclassified from Subordinated loan capital to equity in 2017. Interest expenses for Q3 2017 of 42 MM NOK and YTD Q3 2017 of 85 MM NOK are consequently presented in equity. Please see Accounting principles in 2017 annual report for further details.

The table show average interest rate on interest bearing debt. Average interest is calculated as actual interest expense through the year in percent of weighted average balance.

To credit institutions	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-45	-48	-148	-157	-205
Average loan	39 479	36 738	39 479	36 738	33 019
Average nominal interest rate	0,46%	0,52%	0,75%	0,86%	0,62%
To customers	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-168	-158	-502	-439	-603
Average deposit	50 708	43 648	50 708	43 648	45 794
Average nominal interest rate	1,32%	1,45%	1,98%	2,01%	1,32%
To bondholders	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-88	-96	-260	-309	-391
Average issued notes and bonds	43 803	41 132	43 803	41 132	46 940
Average nominal interest rate	0,80%	0,94%	1,19%	1,50%	0,83%
Subordinated loan capital*	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-12	-9	-34	-26	-37
Average subordinated loan capital	1 754	2 689	1 754	2 689	1 525
Average nominal interest rate	2,64%	1,37%	3,86%	1,93%	2,44%
Total of tables above:	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-312	-311	-944	-931	-1 236
Loan	135 744	124 207	135 744	124 207	127 278
Average nominal interest rate	0,92%	1,00%	1,39%	1,50%	0,97%



# Note 10 - Classification of financial instruments

All amounts in millions of NOK

Classification of financial assets 30 September 2018	Financial assets at fair value through P&L	Financial assets at fair value through OCI	Amortized cost	Book value
Cash and receivables on central banks	-	-	43 747	43 747
Deposits with and receivables on financial institutions	-	-	53 119	53 119
Loans to customers	-	-	43 519	43 519
Commercial papers and bonds	-	-	=	15
Financial derivatives	38	=	337	337
Other ownership interests	-	26	1 692	1 692
Total financial assets	38	26	142 414	142 429
			Non financial assets	6 196

Total assets	167 791
 Non financial assets	6 196

Classification of financial liabilities 30 September 2018	value	liabilities at	Amortized cost	Book value
Debt to credit institutions	-	-	37 711	37 711
Deposits from customers	-	-	52 649	52 649
Debt established by issuing securities	-	-	43 126	43 126
Financial derivatives	15	-	-	39
Other financial liabilities	-	-	272	272
Subordinated loan capital	-	-	1 686	1 686
Total financial liabilities	15	-	135 444	135 483

Non financial liabilities and equity	25 362
Total liabilities and equity	167 791

Non financial assets

**Total assets** 

### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

Classification of financial assets 31 December 2017	Financial assets at fair value through P&L	Available for sale financial assets at fair value	Held to maturity investments	Loans and receivables	Book value
Cash and receivables on central banks	-	-	-	65	65
Deposits with and receivables on financial institutions	-	-	-	3 226	3 226
Loans to customers	-	-	-	140 793	140 793
Commercial papers and bonds	-	6 859	-	-	6 859
Financial derivatives	237	-	-	-	237
Other ownership interests	-	23	-	-	23
Other financial assets	-	-	-	1 586	1 586
Total financial assets	237	6 882	_	145 670	152 790



6 310

159 100

Classification of financial liabilities 31 December 2017	Financial liabilities at fair value through P&L	Financial liabilities measured at amortized cost	Book value
Debt to credit institutions	-	31 020	31 020
Deposits from customers	-	50 617	50 617
Debt established by issuing securities	-	51 270	51 270
Financial derivatives	175	-	175
Other financial liabilities	-	344	344
Subordinated loan capital	-	1 753	1 753
Total financial liabilities	175	135 004	135 179
		Non financial assets	23 921
	Tota	al liabilities and equity	159 100

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



# **Note 11 - Valuation Hierarchy**

### Q3 2018

All amounts in millions of NOK

Financial instruments measured at fair v	/alue		Quoted market price Level 1	Using observable u inputs Level 2	With significant nobservable inputs Level 3	Total
Financial assets						
Name	Туре	Notional				
Bilkreditt 6 Fixed	Cross Currency Swap	MM EUR 14	-	19	-	19
Bilkreditt 7 Fixed	Cross Currency Swap	MM EUR 95	-	18	-	18
KIMI4 Pass Through	Interest Rate Swap	MM EUR 0	-	-	-	-
KIMI5 Fixed	Interest Rate Swap	MM EUR 139	-	-	-	-
KIMI6 Pass Through	Interest Rate Swap	MM EUR 383	-	_	-	-
KIMI6 Fixed	Interest Rate Swap	MM EUR 365	-	1	-	1
Total financial trading derivatives			-	38	-	38
Name	Туре					
VISA	Equity		-	26	-	26
Total other ownership interests			-	26	-	26
Total Assets			-	64	-	64
Financial liabilities						
Name	Туре	Notional				
KIMI5	Interest Rate Swap	MM EUR 135	-	_	-	-
Bilkreditt 7 Pass Through	Cross Currency Swap	MM EUR 77	-	15	-	15
KIMI4 Fixed	Interest Rate Swap	MM EUR 10	-	-	-	_
KIMI5 Pass Through	Interest Rate Swap	MM EUR 135	-	_	-	-
Total financial derivatives			-	15	-	15
Total Liabilities				39		39
Derivatives designated for hedge accou	nting - assets					
Name	Туре	Notional				
Bilkreditt 7	Cross Currency Swap	MM EUR 77	-	15	-	15
DK EMTN MEUR 250	Cross Currency Swap	MM EUR 250	-	6	-	6
DK EMTN MEUR 240	Cross Currency Swap	MM EUR 240	-	6	-	6
SW EMTN MEUR 100	Cross Currency Swap	MM EUR 100	-	66	_	66
DK EMTN MEUR 245	Cross Currency Swap	MM EUR 245	-	2	_	2
DK EMTN MEUR 200	Cross Currency Swap	MM EUR 200	_	20	_	20
Total derivatives designated for hedging			-	115	-	115



### Derivatives designated for hedge accounting - liabilities

Total derivatives designated for hedg	ing - liabilities*		-	1	-	1
KIMI6	Interest Rate Swap	MM EUR 383	-	1	-	1
Name	Type	Notional				

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access to at that date. When available, the fair value of an instrument is measured using the quoted price in an active market for that instrument. If there is no quoted price in an active market, then the instruments fair value is measured using valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

### 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 is obtained from relevant observable market data. This includes prices based on identical instruments, as well as prices based on similar assets and price indicators that are observable for the asset or liability. 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 known from contractual conditions, in addition to a marked regulated interest rate element (e.g. EURIBOR).

### Level 3:

Instruments at Level 3 have no observable market inputs, or they traded on markets that are considered inactive. The price is based mainly on calculations based on internal data and the best information available given the circumstances.

### Q3 2017

All amounts in millions of NOK

Financial instruments measured at fair v	ralue		Quoted market price Level 1	Using observable inputs Level 2	With significant unobservable inputs Level 3	<u>Total</u>
Financial assets						
Name	Туре	Notional				
Bilkreditt 5 Fixed	Cross Currency Swap	MM EUR 22	-	24	-	24
Bilkreditt 6 Fixed	Cross Currency Swap	MM EUR 108	-	138	-	138
Bilkreditt 7 Fixed	Cross Currency Swap	MM EUR 198	-	25	-	25
KIMI5 Fixed	Interest Rate Swap	MM EUR 308	-	2	=	2
KIMI4 Pass Through	Interest Rate Swap	MM EUR 70	-	1	-	1
Total financial trading derivatives			-	190	-	190
Name	Туре					
Government bonds and Treasury Bills	Bonds		4 275	-	-	4 275
Covered Bonds	Bonds		4 709	-	-	4 709
Total commercial papers and bonds *			8 984	-	-	8 984
Name	Туре					
VISA	Equity		-	20	=	20
Total other ownership interests			-	20	-	20
Total Assets			8 984	210	-	9 194



With

<sup>\*</sup> Derivatives designated for hedge accounting are included in the balance sheet line "Other Assets" for the derivatives that represent an asset and in "Other liabilities" for derivatives that represent a liability for the entity.

### Financial liabilities

Name	Туре	Notional				
Bilkreditt 5 Pass Through	Cross Currency Swap	MM EUR 7	-	8	-	8
Bilkreditt 6 Pass Through	Cross Currency Swap	MM EUR 79	-	101	-	101
Bilkreditt 7 Pass Through	Cross Currency Swap	MM EUR 183	-	24	-	24
KIMI4 Fixed	Interest Rate Swap	MM EUR 76	-	1	-	1
KIMI4	Interest Rate Swap	MM EUR 70	-	1	-	1
KIMI5 Pass Through	Interest Rate Swap	MM EUR 318	-	1	-	1
Total financial derivatives			-	135	-	135
Total Liabilities			-	135	-	135
Derivatives designated for hedge	accounting - assets					
Name	Туре	Notional				
Bilkreditt 5	Cross Currency Swap	MM EUR 7	-	8	-	8
Bilkreditt 6	Cross Currency Swap	MM EUR 79	-	101	-	101
Bilkreditt 7	Cross Currency Swap	MM EUR 183	-	24	-	24
EMTN MEUR 350	Cross Currency Swap	MM EUR 350	-	2	-	2
EMTN MEUR 250	Cross Currency Swap	MM EUR 250	-	7	=	7
EMTN MEUR 240	Cross Currency Swap	MM EUR 240	-	13	=	13
SW EMTN MEUR 100	Cross Currency Swap	MM EUR 100	-	1	-	1
EMTN SEK	Interest Rate Swap	MM SEK 500	-	2	-	2
Total derivatives designated for l	hedging - assets*		-	157	-	157
Derivatives designated for hedge	accounting - liabilities					
Name	Туре	Notional				
KIMI5	Interest Rate Swap	MM EUR 318	-	1	-	1
EMTN MEUR 100	Cross Currency Swap	MM EUR 100	-	4	-	4
DK EMTN MEUR 245	Cross Currency Swap	MM EUR 245		1	<u>-</u>	1
Total derivatives designated for l	hedging - liabilities*		-	6	-	6

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access to at that date. When available, the fair value of an instrument is measured using the quoted price in an active market for that instrument. If there is no quoted price in an active market, then the instruments fair value is measured using valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

### 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 is obtained from relevant observable market data. This includes prices based on identical instruments, as well as prices based on similar assets and price indicators that are observable for the asset or liability. 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 known from contractual conditions, in addition to a marked regulated interest rate element (e.g. EURIBOR).

### Level 3:

Instruments at Level 3 have no observable market inputs, or they traded on markets that are considered inactive. The price is based mainly on calculations based on internal data and the best information available given the circumstances.

\* Derivatives designated for hedge accounting are included in the balance sheet line "Other Assets" for the derivatives that represent an asset and in "Other liabilities" for derivatives that represent a liability for the entity.



# Note 12 - Loans to customers

All amounts in millions of NOK	YTD Q3 2018
Credit Card	6 732
Unsecured loans	26 294
Auto loans	118 515
- Installment loans	97 815
- Financial leasing	20 701
Total gross loans to customers	151 541
- Loan loss allowance - Stage 1	-1 115
- Loan loss allowance - Stage 2	-560
- Loan loss allowance - Stage 3	-1 773
Total net loans to customers	148 093

### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

	YTD Q3	
All amounts in millions of NOK	2017	FY 2017
Credit Card	6 172	6 606
Unsecured loans	26 569	27 323
Auto loans	104 719	109 686
- Installment loans	86 515	90 802
- Financial leasing	18 204	18 884
Total gross loans to customers	137 460	143 615
- Specific loan reserves	-1 630	-1 605
- Generic loan reserves	-1 318	-1 216
Total net loans to customers	134 511	140 793



### Note 13 - Issued securities

All amounts in millions of NOK

	Q3 2018	Q3 2017	FY 2017
Issued certificates	903	-	901
Senior unsecured issued securities	32 888	33 274	34 884
Asset backed issued securities	9 728	10 814	15 485
Total issued securities	43 519	44 088	51 270

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in January to a value of NOK 300 MM. Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in January to a value of NOK 300 MM. Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in January to a value of NOK 200 MM. Santander Consumer Bank AS issued bonds on the Irish stock exchange in January to a value of SEK 500 MM (NOK 488 MM) Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in February to a value of NOK 350 MM. Santander Consumer Bank AS issued bonds on the Irish stock exchange in March to a value of SEK 500 MM (NOK 473 MM) Santander Consumer Bank AS issued bonds on the Irish stock exchange in March to a value of EUR 500 MM (NOK 4 830 MM) Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in April to a value of NOK 250 MM. Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in May to a value of NOK 200 MM. Santander Consumer Bank AS issued bonds on the Irish stock exchange in May to a value of SEK 500 MM (NOK 464 MM) Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in May to a value of NOK 300 MM. Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in June to a value of NOK 200 MM. Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exchange in July to a value of NOK 250 MM Santander Consumer Bank AS issued bonds on the Irish Stock exchange in August to a value of SEK 500 MM (NOK 458 MM) Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in August to a value of NOK 500 MM Santander Consumer Bank AS issued bonds on the Dublin Stock Exchange in September to a value of DKK 500 MM (NOK 643 MM) Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in September to a value of NOK 200 MM

The additional change in balance sheet value of senior unsecured issued securities is the reevaluation of the Euro and SEK bonds.



# Note 14 - Receivables and liabilities to related parties

Amounts in millions of NOK

Debt to related parties:	Q3 2018	Accrued interest Q3 2018	Q3 2017	Accrued interest Q3 2017	FY 2017	Accrued interest FY 2017
	Q0 2010	Q0 2010	Q0 2011	QU ZUII	11 2017	112017
Santander Benelux	254	-	556	2	582	2
Santander Consumer Finance S.A.	43 301	8	34 456	13	29 939	8
Total	43 555	8	35 012	16	30 520	10
Balance sheet line: "Subordinated loan capital" - Bonds MNOK 80, maturity October 2017, 3 months NIBOR +1.75% (Santander Consumer Finance S.A)	-	-	80	-	-	-
MNOK 250, maturity March 2025, 3 months NIBOR + 2.2575% (Santander Consumer Finance S.A)	250	-	250	-	250	-
MNOK 250, maturity July 2025, 3 months NIBOR+3.135% (Santander Consumer Finance S.A)	250	2	250	2	250	2
MSEK 750, maturity December 2024, 3 months STIBOR+2.2825% (Santander Consumer Finance S.A)	689	-	732	-	750	-
MNOK 500, maturity September 2027, 3 months NIBOR + 1,66% (Santander Consumer Finance S.A)	500	1	500	1	500	1
Total	1 689	3	1 812	3	1 750	3

Additional Tier 1 capital of 2 250 MM NOK has been reclassified from Subordinated loan capital to equity in 2017. Please see Accounting principles in 2017 annual report for further details.

The interest rate on intercompany loans are carried out on market terms.

Financial information in accordance with the capital requirement regulation is published at www.santander.no



# Note 15 - Transaction with related parties

All amounts in millions 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 is 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:

	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest income	-3	8	9	29	39
Interest expenses	-2	-45	-74	-160	-201
Interest payments additional Tier 1 capital	-43	-43	-127	-128	-174
Fees	2	13	7	55	57
Other	-2	1	-2	0	-4
Net transactions	-48	-66	-187	-204	-284

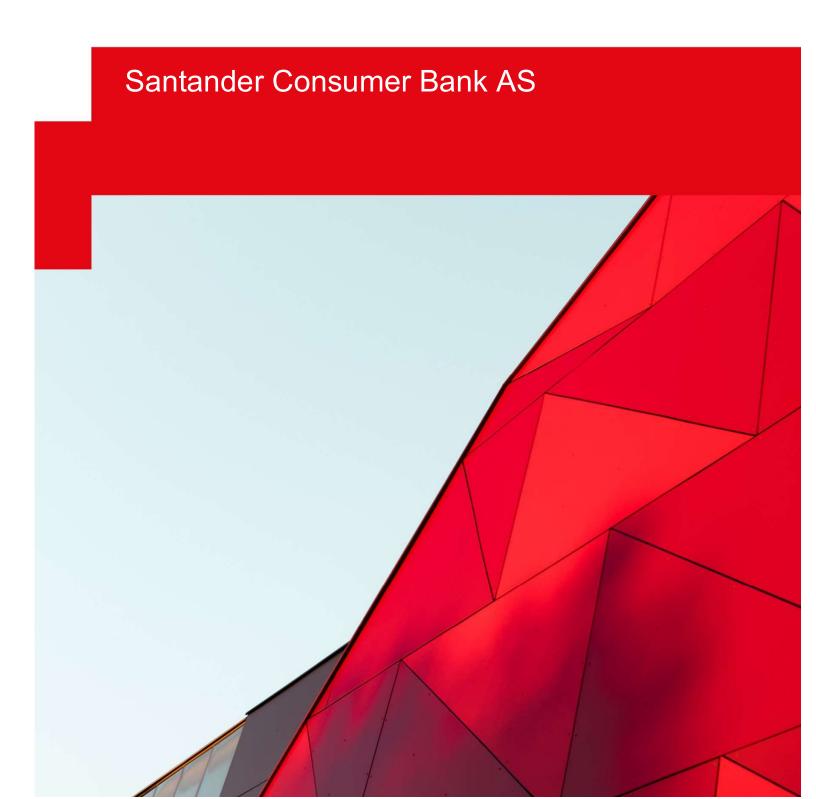
Santander Consumer Bank Group had transactions with the following related parties per 30 September 2018:

Banco Santander
Santander Consumer Finance SA
Santander Benelux
Produban
Banco Madesant
Santander Securities Services, S.A
Santander Insurance Europe Limited
Santander Insurance Services Ireland Limited
Abbey National Treasury Services plc
Geoban S.A.
Isban Madrid
Santander Consumer Bank AB

Banco Santander (00001)



# Notes



# Note 1 - Basis of preparation

The accounts show the activities of the company in Norway, Sweden and Denmark (Santander Consumer Bank AS. All figures and notes were prepared under the assumption that the business is a going concern.

The Santander Consumer Bank AS interim accounts for the first quarter of 2018 have been prepared in accordance with IAS 34 Interim Financial Reporting, and should be read in conjunction with the Group's last annual report as at and for the year ended 31 December 2017.

The annual report for 2017 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>.

These interim financial statements were authorized by the Board of Directors on 15th November 2018.

# Note 2 - Accounting policy

The Santander Consumer Bank AS's accounting policies are consistent with those of the previous financial year as described in the 2017 annual report and in the Q1 2018 report where accounting principles of Financial instruments was updated according to IFRS 9.



# Note 3 - Credit risk exposure

All amounts in millions of NOK

### Maximum exposure to credit risk - Financial intruments subject to impairment

The following table contains an analysis of the credit risk exposure of financial instruments for which an ECL allowance is recognized. The gross carrying amount of financial assets below also represents the SCB AS' maximum exposure to credit risk on these assets.

		Q3 2018						
Loans to customers	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total			
Credit grade	<u> </u>							
Loans not past due date	107 484	6 544	-	-	114 028			
Standard monitoring	3 163	2 229	-	-	5 392			
Special monitoring	-	427	-	-	427			
Default	-	-	2 910	-	2 910			
Gross carrying amount	110 647	9 199	2 910	-	122 756			
Loss allowance	-864	-418	-1 662	-	-2 944			
Carrying amount	109 783	8 781	1 248	-	119 812			

Loans not past due date: Exposures that are not in arrears and not in default.

Standard monitoring: Exposures in early arrears.

Special monitoring: Exposures under special monitoring.

Default: Defaulted loans.

		Q3 2018					
Commercial papers and bonds	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total		
Credit grade							
Investment grade	5 156	-	-	-	5 156		
Standard monitoring	-	-	-	-	-		
Special monitoring	-	=	-	-	-		
Default	-	-	-	-			
Gross carrying amount	5 156	-	-	-	5 156		
Loss allowance	-1	-	-	-	-1		
Carrying amount	5 156	-	-	-	5 156		

### Maximum exposure to credit risk - Financial intruments not subject to impairment

The following table contains an analysis of the maximum credit risk exposure from financial assets not subject to impairment (i.e. FVTPL):

Maximum exposure to credit risk

Financial derivatives 37



# Note 4 - Risk classification

All amounts in millions of NOK

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

		Balance		Lo	ss reserves		
	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017	
Current - not past due date	114 028	106 992	110 336	-867	-816	-673	
Current - past due date	5 819	5 105	5 864	-415	-232	-257	
Total impaired loans	2 910	2 652	2 708	-1 662	-1 535	-1 495	
Total gross loans to customers	122 756	114 749	118 909	-2 944	-2 584	-2 425	

		Balance			Loss reserves			
Ageing of past due but not impaired loans	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017		
1 - 29 days	4 191	4 042	4 556	-204	-97	-106		
30 - 59 days	885	779	969	-129	-72	-82		
60 - 89 days	324	284	339	-82	-63	-70		
Total loans due but not impaired	5 401	5 105	5 864	-415	-232	-257		

		Balance			Loss reserves			
Ageing of impaired loans	Q3 2018	Q3 2017	FY 2017	Q3 2018	Q3 2017	FY 2017		
90 - 119 days	216	207	215	-114	-70	-72		
120 - 149 days	170	155	166	-90	-65	-70		
150 - 179 days	158	143	144	-80	-69	-70		
180 + days	899	955	797	-572	-685	-550		
Economic doubtful*	1 467	1 192	1 386	-805	-646	-733		
Total impaired loans	2 910	2 652	2 708	-1 662	-1 535	-1 495		

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



# Note 5 - Interest rate risk

All amounts in millions of NOK

The following tables explain the changes in the loss allowance between the beginning and the end of the reporting period due to these factors:

Loans to customers	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total
Loss allowance as at 1 January 2018	908	406	1 607	•	2 920
Changes due to financial instruments recognized as at 1 January 2018					
Transfer from Stage 1 to Stage 2	-51	208	-	-	157
Transfer from Stage 1 to Stage 3	-21	-	415	-	394
Transfer from Stage 2 to Stage 1	18	-99	-	-	-81
Transfer from Stage 2 to Stage 3	-	-60	203	-	143
Transfer from Stage 3 to Stage 2	-	11	-97	-	-86
Transfer from Stage 3 to Stage 1	5	-	-5	-	-
New financial assets originated or purchased	303	95	140	-	538
Changes to assumptions and methodologies	-186	-3	25	-	-164
Financial assets that have been derecognized	-137	-57	-137	-	-331
Write-offs	-16	-69	-460	=	-546
Loss allowance as at 30 September 2018	823	430	1 691	-	2 944

Commercial papers and bonds	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Purchased credit- impaired	Total
Loss allowance as at 1 January 2018	2	-	-	-	2
Changes due to financial instruments recognized as at 1 January 2018					
Transfer from Stage 1 to Stage 2	-	-	-	-	-
Transfer from Stage 1 to Stage 3	-	-	-	-	-
Transfer from Stage 2 to Stage 1	-	-	-	-	-
Transfer from Stage 2 to Stage 3	-	-	-	-	-
Transfer from Stage 3 to Stage 2	-	-	-	-	-
Transfer from Stage 3 to Stage 1	-	-	-	-	-
New financial assets originated or purchased	1	-	-	-	1
Changes to assumptions and methodologies	-	-	-	-	-
Financial asstes that have been derecognized	-2	-	-	-	-2
Write-offs	-	-	-	-	<u>-</u>
Loss allowance as at 30 September 2018	1	-	-	-	1



### Santander Consumer Bank

### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

All amounts in millions of NOK

Specific loan reserves		Q3 2017	FY 2017
Specific loan reserves 01.01.		1 475	1 475
+/- Fx rate adjustment opening balance		10	-22
Reclassification between specific and generic loan reserves		37	-39
+ Specific loan reserves for the period		8	41
= Specific loan reserves period end		1 530	1 455
Generic loan reserves			
Generic loan reserves 01.01		1 064	1 064
+/- Fx rate adjustment opening balance		14	30
Release of reserves related to bad debt sale		-	-
Reclassification between specific and generic loan reserves		-37	-39
+/- Generic loan reserves for the year		13	-125
= Generic loan reserves period end		1 053	930
Total Loan Reserves in Balance Sheet		2 691	2 425
Loan losses expenses	Q3 2017	YTD Q3 2017	FY 2017
Change in loan reserves provision	92	-21	166
+/- Fx rate adjustment opening balance	-3	2	5
+ Total realized losses	-324	-984	-1 363
- Recoveries on previously realized losses	132	1 003	607
- Gain on sold portfolios	-	=	545
= Loan losses in the period	-102	1	-40

Loan reserves calculated separately for each business unit, using internal parameters.



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

# **Note 6 - Liquidity Coverage Ratio**

Liquidity Coverage Ratio (LCR) measures the capability to meet obligations in the next 30 days by means of liquidity assets. It is defined as LCR = liquidity assets / (cash outflows - cash inflows). The minimum LCR level (CRD IV) is 100% from 31 December 2017. With a stable basis of High Quality Liquid Assets, SCB AS fulfills the minimum LCR requirements.

Liquidity Coverage Ratio (LCR) %	Q3 2018	Q3 2017	FY 2017
Liquidity Coverage Ratio (LCR) Total	126	138	135
Liquidity Coverage Ratio (LCR) NOK	94	132	125
Liquidity Coverage Ratio (LCR) SEK	155	119	128
Liquidity Coverage Ratio (LCR) DKK	154	361	283
Liquidity Coverage Ratio (LCR) EUR	-	_	_



# Note 7 - Capital adequacy

All amounts	in	millions	Ωf	NOK

	Q3 2018	Q3 2017	FY 2017
Balance sheet equity	·	•	
Paid in equity	9 652	9 652	9 652
Share premium	891	891	891
Other equity	8 110	6 366	7 164
Tier 1 Capital	2 250	2 250	2 250
Other reserves	-86	-157	-30
Total Equity	20 818	19 003	19 928
Common Equity Tier 1 Capital			
(-) Profit not eligible as capital	-909	-1165	-350
Cash-flow hedge adjustment	-505	-1105	-20
IRB Expected Loss - Reserves	-206	-182	-250
Goodwill	-281	-282	-294
Other intangible assets	-243	-202 -271	-299
Deferred tax assets	-243	-271	-299
Adjustment Prudent Valuation (AVA)	- -5	-6	-6
•			
Tier 1 Capital	-2 250 46 024	-2 250	-2 250
Total common Equity Tier 1 Capital (with full IFRS9 impact)	16 924	14 846	16 458
Capital adjustment according to IFRS9 Transitional rules	355	- 44.040	40.450
Total common Equity Tier 1 Capital (after IFRS9 transitional rules)	17 279	14 846	16 458
Tier 1 Capital			
Paid in Tier 1 capital instruments	2 250	2 250	2 250
Total Tier 1 Capital (with full IFRS9 impact)	19 174	17 096	18 708
Total Tier 1 Capital (after IFRS9 transitional rules)	19 529	17 096	18 708
Total Capital			
Paid up subordinated loans	1 689	1 791	1 711
Subordinated loans not eligible	1 000	-79	1711
*	20.062		20 440
Total Capital (with full IFRS9 impact)  Total Capital (after IFRS9 transitional rules)	20 863 21 218	18 808 18 808	20 419 20 419
Total Suprai (arter in Nos transitional rates)	21210	10 000	20 410
Risk exposure on Standard Approach			
Regional governments or local authorities	63	79	78
Institutions	434	446	585
Corporates	7 931	8 801	9 505
Retail Standard Approach	47 422	45 052	46 214
Exposures in default SA	858	1 002	999
Covered bonds	395	440	388
Other Exposures	12 431		
Total Risk exposure amount on Standard Approach	69 532	11 864 <b>67 682</b>	12 560 <b>70 330</b>
Total Nisk exposure amount on standard Approach	00 002	01 002	70 000
Risk exposure on Internal Rating Based Approach			
Retail Other	22 895	21 393	21 920
Total Risk exposure amount on Internal Rating Based Approach	22 895	21 393	21 920
Risk weighted exposure amounts for credit, counterparty credit and dilution	92.426	80 N7E	02 250
risks and free deliveries	92 426	89 075	92 250



Foreign exchange (zero if under threshold)	-	-	-
Risk exposure amount for position, foreign exchange and commodities risks	-	-	
Basic indicator approach	10 607	8 718	10 607
Risk exposure amount for operational risk	10 607	8 718	10 607
Standardized method	99	186	165
Risk exposure amount for credit valuation adjustment	99	186	165
Total risk exposure amount (with full IFRS9 impact)	103 132	97 979	103 021
Risk Exposure adjustment according to IFRS9 Transitional rules	354	-	-
Total risk exposure amount (after IFRS9 transitional rules)	103 485	97 979	103 021
Total exposure for Leverage Ratio			
Derivatives: Add-on under market-to-market method	373	655	532
Off-balance sheet items with 10% CCF	2 249	1 682	1 927
Off-balance sheet items with 20% CCF	858	950	257
Off-balance sheet items with 50% CCF	34	42	41
Adjusted On balance sheet exposure	138 838	134 866	140 661
Total exposure for Leverage Ratio (with full IFRS9 impact)	142 352	138 195	143 419
Exposure adjustment according to IFRS9 Transitional rules	473		
Total exposure for Leverage Ratio (after IFRS9 transitional rules)	142 825	138 195	143 419
Total exposure for Leverage ratio (unor il reso transmonal rates)	142 020	100 100	140 410
Minimum Regulatory Capital			
Minimum Core Equity	4,50%	4,50%	4,50%
Pillar 2 Requirement	2,30%	2,20%	2,20%
Countercyclical Buffer (combined)	1,46%	1,23%	1,49%
Conservation Buffer	2,50%	2,50%	2,50%
Systemic Risk Buffer	3,00%	3,00%	3,00%
Minimum Regulatory Capital ratio (CET1)	13,76%	13,43%	13,69%
Minimum Regulatory Capital			
Minimum Core Equity	4 641	4 409	4 636
Pillar 2 Requirement	2 372	2 156	2 266
Countercyclical Buffer (combined)	1 506	1 205	1 174
Conservation Buffer	2 578	2 449	2 576
Systemic Risk Buffer	3 094	2 939	3 091
Minimum Regulatory Capital amount (full IFRS9 impact)	14 191	13 159	13 743
Surplus of Core Equity Tier 1 capital (full IFRS9 impact)	2 733	1 687	2 715
Minimum Regulatory Capital amount (after IFRS9 transitional rules)	14 240	13 159	13 743
Surplus of Core Equity Tier 1 capital (after IFRS9 transitional rules)	3 040	1 687	2 715
Common equity tier 1 capital ratio (full IFRS9 impact)	16,41%	15,15%	15,98%
	16,70%	15,15%	15,98%
Common equity tier 1 capital ratio (after IFRS9 transitional rules)	•	•	
CET1 regulatory requirements	13,76%	13,43%	13,44%
Tier 1 capital ratio (full IFRS9 impact)	18,59%	17,45%	18,16%
Tier 1 capital ratio (after IFRS9 transitional rules)	18,87%	17,45%	18,16%
Tire 1 regulatory requirements	15,26%	14,93%	14,94%
Total capital ratio (full IFRS9 impact)	20,23%	19,20%	19,82%
Total capital ratio (after IFRS9 transitional rules)	20,50%	19,20%	19,82%
Total Capital Tatio (after if 1833 transitional rules)			



Leverage ratio (full IFRS9 impact)	13,47%	12,37%	13,04%
Leverage ratio (after IFRS9 transitional rules)	13,67%	12,37%	13,04%
LR regulatory requirements	5,00%	5,00%	5,00%
Specification of IFRS Transition rules (based on initial impact)			
IFRS 9 Increase in Loss Reserves	-498		
- whereof Internal Rating Based	-		
Tax impact from increased loss reserves	124		
Deferred tax assets impact on capital	<u>-</u>		
Initial IFRS9 net impact on capital	-374		
Base amount for IFRS9 transitional rule on capital	374		
Transition %	95%		
Capital adjustment due to Transitional rule	355		
Std Approach value adjustments Spec Reserves	-498		
- whereof Retail (75%RW)	-496		
- whereof Covered Bonds (10%RW)	-2		
Deferred tax assets impact on Risk Exposure Amount (250%RW)	<u>-</u>		
Initial IFRS9 net impact on Risk Exposure Amount	-372		
Base amount for IFRS9 transitional rule on Risk Exposure Amount	372		
Transition %	95%		
Risk Exposure adjustment due to Transitional rule	354		
Impact from Transitional rules on capital ratios (same impact for Tier 1 and 2)	0,29%		

From December 2015 the Group are calculating credit risk capital requirement using advanced internal rating based models (IRB- A models) for part of its exposures

Financial information in accordance with the capital requirement regulation is published at www.santander.no. The Pillar 3 Disclosure report is published at www.santander.no.



# **Note 8 - Segment information**

All amounts in millions of NOK

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 are 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.

### Product segmentation per country (gross lending before expected losses)

		Q3 2018						
	Unsecured Ioans*	Secured loans	Financial lease	Operational lease	Consignment	Total		
Norway	11 097	37 176	10 780	-	-	59 053		
Sweden	13 472	15 120	4 865	-	1 144	34 601		
Denmark	5 811	21 813	2 623	198	290	30 735		
Total	30 380	74 109	18 268	198	1 434	124 388		

<sup>\*</sup> The reduction in unsecured loans in Sweden from Q3 2017 to Q3 2018 is due to FX. In local currency unsecured loans in Sweden was 14 670 MM SEK per Q3 2018 compared to 14 008 MM SEK per Q3 2017

		Q3 2017						
	Unsecured Ioans	Secured loans	Financial lease	Operational lease	Consignment	Total		
Norway	11 017	34 347	9 594	-	-	54 959		
Sweden	13 663	13 769	4 663	-	1 195	33 291		
Denmark	5 490	19 846	2 359	160	408	28 262		
Total	30 170	67 962	16 617	160	1 603	116 512		



# P&L and Balance sheet per country

	Norway	Sweden	Denmark Elim	inations	Total
Total interest income	954	382	429	-	1 765
Total interest expenses	-215	-33	-48	-	-296
Net interest income	739	349	380	-	1 469
Fee and commission income	59	41	45	-	144
Fee and commission expenses	-16	-2	-6	-	-24
Value change and gain/loss on foreign exchange and securities	-8	_	4	-	-4
Other operating income	10	2	14	-	26
Other operating expenses	-8	-5	-12	-	-25
Gross margin	-1 394	-664	-709	-	1 587
Salaries and personnel expenses	-98	-95	-72	-	-265
Administrative expenses	-134	-89	-71	-	-294
Depreciation and amortization	-14	-4	-8	-	-27
Net operating income	-1 668	-869	-899	-	1 001
Other income and costs	-162	-3	-1	-	-167
Impairment losses on other assets	-	_	-	-	-
Impairment losses on loan, guarantees etc.	-86	-75	-74	-	-235
Profit before taxes	-1 997	-960	-1 000	-	600
Income tax expense	-73	-28	-52	-	-152
Profit after tax	-2 186	-1 098	-1 214	-	448

	YTD Q3 2018				
	Norway	Sweden	Denmark	Eliminations	Total
Total interest income	2 809	1 151	1 283	-	5 243
Total interest expenses	-640	-101	-149	-	-890
Net interest income	2 169	1 050	1 134	-	4 353
Fee and commission income	142	125	131	=	397
Fee and commission expenses	-55	-5	-17	-	-77
Value change and gain/loss on foreign exchange and securities	21	-1	14	-	34
Other operating income	23	6	44	-	73
Other operating expenses	-28	-17	-38	-	-83
Gross margin	102	108	134	=	4 698
Salaries and personnel expenses	-360	-275	-222	-	-857
Administrative expenses	-460	-290	-210	-	-960
Depreciation and amortization	-80	-12	-27	-	-120
Net operating income	-826	-487	-363	=	2 761
Other income and costs	-164	-37	-2	=	-204
Impairment losses on other assets	-	-	-	-	-
Impairment losses on loan, guarantees etc.	48	-73	-161	=	-186
Profit before taxes	-1 023	-610	-552	=	2 372
Income tax expense	-355	-109	-143	-	-607
Profit after tax	-1 494	-829	-858	=	1 765



### Santander Consumer Bank

Cash and receivables on central banks	65	_	-	-	65
Deposits with and receivables on financial institutions	491	1 473	604	-	2 569
Total gross loans to customers	59 053	33 457	30 247	-	122 756
Write-downs	-1 773	-668	-503	-	-2 944
Commercial papers and bonds	3 475	2 356	1 529	-	7 361
Financial derivatives	37	_	-	-	37
Investments in subsidiaries	-	_	-	-	-
Other assets	19 900	1 509	1 684	-9 850	13 243
Total assets	81 249	38 128	33 561	-9 850	143 088
Debt to credit institutions	7 006	17 349	16 075	-9 811	30 620
Deposits from customers	22 601	14 576	15 941	-	53 119
Debt established by issuing securities	28 130	5 008	653	-	33 791
Financial derivatives	15	_	-	_	15
Other liabilities	2 531	1 304	929	-39	4 725
Equity	20 965	-110	-37	-	20 818
Total liabilities and equity	81 249	38 128	33 561	-9 850	143 088

	Q3 2017				
	Norway	Sweden	Denmark	Eliminations	Total
Total interest income	918	400	397	=	1 715
Total interest expenses	-209	-38	-46	-	-292
Net interest income	709	362	351	-	1 424
Fee and commission income	36	41	38	-	115
Fee and commission expenses	-18	-2	-4	-	-24
Value change and gain/loss on foreign exchange and securities	-6	-	-	-	-6
Other operating income*	15	6	28	-	50
Other operating expenses**	-22	-10	-31	-	-63
Gross margin	715	398	383	-	1 496
Salaries and personnel expenses	-128	-85	-68	-	-281
Administration expenses	-182	-106	-68	-	-357
Depreciation and amortization	-12	-5	-8	-	-24
Net operating income	393	202	239	-	834
Other income and costs	-	-	-	-	_
Impairment losses on other assets	-	-	-	-	-
Impairment losses on loan, guarantees etc.	-10	-57	-36	-	-102
Profit before taxes	383	145	203	-	731
Income tax expense	-132	-28	-40	-	-201
Profit after tax	250	118	163	-	531



	YTD Q3 2017				
	Norway	Sweden	Denmark	Eliminations	Total
Total interest income	2 718	1 160	1 143	=	5 021
Total interest expenses	-615	-117	-127	-	-858
Net interest income	2 103	1 043	1 016	_	4 162
Fee and commission income	179	127	111	_	417
Fee and commission expenses	-36	-6	-13	_	-55
Value change and gain/loss on foreign exchange and securities	-29	3	-3	_	-29
Other operating income*	15	6	29	-	50
Other operating expenses**	-29	-17	-30	-	-77
Gross margin	2 202	1 156	1 111	-	4 469
Salaries and personnel expenses	-379	-247	-193	_	-819
Administration expenses	-513	-315	-184	_	-1 013
Depreciation and amortization	-34	-14	-23	_	-71
Net operating income	1 276	579	711	_	2 565
Other income and costs	-9	_	_	-	-9
Impairment losses on other assets	=	_	-	-	-
Impairment losses on loan, guarantees etc.	100	-33	-67	-	1
Profit before taxes	1 367	546	643	-	2 557
Income tax expense	-368	-120	-142	-	-630
Profit after tax	999	426	502	_	1 927
Cash and receivables on central banks Deposits with and receivables on financial institutions Total gross loans to customers Write-downs Commercial papers and bonds Financial derivatives Investments in subsidiaries Other assets	60 330 54 959 -1 633 4 692 187 1 222 21 564	274 32 097 -564 2 812 - - 1546	- 16 27 695 -386 976 - - 1669	- - - - - -12 161	60 620 114 751 -2 584 8 480 187 1 222 12 618
Total assets	81 382	36 164	29 970	-12 161	135 354
	01 302	30 104	23 310	-12 101	100 004
Debt to credit institutions	10 630	15 819	15 922	-12 115	30 255
Deposits from customers	20 715	14 529	13 053	-	48 297
Debt established by issuing securities	28 932	4 344	-2	_	33 274
Financial derivatives	132	-	-	_	132
Other liabilities	2 160	1 410	870	-47	4 393
Equity	18 814	61	128	-	19 003
Total liabilities and equity	81 382	36 164	29 970	-12 161	135 354



# Note 9 - Net interest income

All amounts in millions of NOK

	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest and similar income on loans to and receivables from credit institutions	92	122	294	393	513
Interest and similar income on loans to and receivables from customers	1 654	1 559	4 877	4 505	6 126
Interest and similar income on comm. paper, bonds and other securities	19	34	72	122	142
Total interest income	1 765	1 543	5 243	5 021	6 781
Interest and similar expenses on debt to credit institutions	-37	-41	-117	-133	-174
Interest and similar expenses on deposits from and debt to customers	-168	-158	-502	-439	-603
Interest and similar expenses on issued securities	-81	-82	-235	-254	-325
Interest on subordinated loan capital*	-12	-9	-34	-26	-37
Other interest expenses and similar expenses	-	-2	-3	-6	-11
Total interest expense	-297	-265	-891	-859	-1 150
Net interest income	1 469	1 278	4 353	4 162	5 630

<sup>\*</sup> Additional Tier 1 capital of 2 250 MM NOK has been reclassified from Subordinated loan capital to equity in 2017. Interest expenses for Q3 2017 of 42 MM NOK and YTD Q3 2017 of 85 MM NOK are consequently presented in equity. Please see Accounting principles in 2017 annual report for further details.

The table show average interest rate on interest bearing debt. Average interest is calculated as actual interest expense through the year in percent of weighted average balance.

To credit institutions	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-37	-41	-117	-133	-174
Average loan	30 437	36 481	30 437	36 481	34 233
Average nominal interest rate	0,49%	0,45%	0,77%	0,73%	0,51%
To customers	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-168	-158	-502	-439	-603
Average deposit	50 708	43 648	50 708	43 648	45 794
Average nominal interest rate	1,32%	1,45%	1,98%	2,01%	1,32%
To bondholders	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-81	-82	-235	-254	-325
Average issued notes and bonds	33 532	29 175	33 532	29 175	31 129
Average nominal interest rate	0,96%	1,13%	1,40%	1,74%	1,04%
Subordinated loan capital*	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-12	-9	-34	-26	-37
Average subordinated loan capital	1 754	2 689	1 754	2 689	1 525
Average nominal interest rate	2,64%	1,37%	3,86%	1,70%	2,43%
Total of tables above:	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest expenses	-297	-290	-888	-853	-1 139
Loan	116 432	111 993	116 432	111 993	112 681
Average nominal interest rate	1,02%	1,04%	1,53%	1,52%	1,01%



# Note 10 - Classification of financial instruments

All amounts in millions of NOK

Classification of financial assets 30 September 2018	Financial assets at fair value through P&L	Financial assets at fair value through OCI	Amortized cost	Book value
Cash and receivables on central banks	-	=	65	65
Deposits with and receivables on financial institutions	-	=	2 569	2 569
Loans to customers	-	-	119 812	119 812
Commercial papers and bonds	-	=	7 361	7 361
Financial derivatives	37	=	-	-
Loans to subsidiaries and SPV's	-	=	1 229	1 229
Other ownership interests	-	26	=	26
Total financial assets	37	26	131 036	131 062

Non financial assets	12 025
Total assets	143 088

Classification of financial liabilities 30 September 2018	Financial assets Finan at fair value liabilities at through P&L value through (	fair	Amortized cost	Book value
Debt to credit institutions	-	-	30 620	30 620
Deposits from customers	-	-	53 119	53 119
Debt established by issuing securities	-	-	33 791	33 791
Financial derivatives	15	-	=	15
Other financial liabilities	-	-	333	333
Subordinated loan capital	-	-	1 692	1 692
Total financial liabilities	15	-	119 555	119 570

Total liabilities and equity	143 088
Non financial liabilities and equity	23 518

### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

Classification of financial assets 31 December 2017	Financial assets at fair value through P&L	Available for sale financial assets at fair value	Held to maturity investments	Loans and receivables	Book value
Cash and receivables on central banks	-	=	-	65	65
Deposits with and receivables on financial institutions	-	-	-	1 351	1 351
Loans to customers	-	-	-	116 484	116 484
Commercial papers and bonds	-	5 762	2 713	-	8 475
Financial derivatives	232	-	-	-	232
Loans to subsidiaries and SPV's	-	-	-	9 050	9 050
Other ownership interests	-	23	-	-	23
Other financial assets	-	-	-	1 412	1 412
Total financial assets	232	5 785	2 713	128 362	137 092

141 126
4 034



Classification of financial liabilities 31 December 2017	Financial liabilities at fair value through P&L	Financial liabilities measured at amortized cost	Book value
Debt to credit institutions	-	30 045	30 045
Deposits from customers	-	50 617	50 617
Debt established by issuing securities	-	35 785	35 785
Financial derivatives	172	=	172
Other financial liabilities	-	342	342
Subordinated loan capital	-	1 753	1 753
Total financial liabilities	172	118 543	118 715

Non financial liabilities and	equity 22 411
Total liabilities and e	equity 141 126

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



# Note 11 - Valuation Hierarchy

All amounts in millions of NOK

			Quoted market of price	Using bservable un inputs	With significant observable inputs	
Financial instruments measured at fair v	alue		Level 1	Level 2	Level 3	Total
Financial assets						
Name	Туре	Notional				
Bilkreditt 6 Fixed	Cross Currency Swap	MM EUR 14	-	19	-	19
Bilkreditt 7 Fixed	Cross Currency Swap	MM EUR 95	-	18	-	18
Total financial trading derivatives			•	37	•	37
Name	Туре					
VISA	Equity		-	26	-	26
Total other ownership interests			-	26		26
Total Assets			-	63	-	63
Financial liabilities						
Name	Туре	Notional				
Bilkreditt 7 Pass Through	Cross Currency Swap	MM EUR 77	-	15	-	15
Total financial derivatives			-	15	-	15
Total Liabilities			-	15	-	15
Derivatives designated for hedge accour	nting - assets					
Name	Туре	Notional				
DK EMTN MEUR 250	Cross Currency Swap	MM EUR 250	-	6	-	6
DK EMTN MEUR 240	Cross Currency Swap	MM EUR 240	-	6	-	6
SW EMTN MEUR 100	Cross Currency Swap	MM EUR 100	-	66	-	66
DK EMTN MEUR 245	Cross Currency Swap	MM EUR 245	-	2	-	2
DK EMTN MEUR 200	Cross Currency Swap	MM EUR 200	-	20	-	20
Total derivatives designated for hedging	- assets*		-	100	-	100



### Santander Consumer Bank

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access to at that date. When available, the fair value of an instrument is measured using the quoted price in an active market for that instrument. If there is no quoted price in an active market, then the instruments fair value is measured using valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

### 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.

### l evel 2

Instruments at this level is not considered to have an active market. Fair value is obtained from relevant observable market data. This includes prices based on identical instruments, as well as prices based on similar assets and price indicators that are observable for the asset or liability. 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 known from contractual conditions, in addition to a marked regulated interest rate element (e.g. EURIBOR).

### Level 3:

Instruments at Level 3 have no observable market inputs, or they traded on markets that are considered inactive. The price is based mainly on calculations based on internal data and the best information available given the circumstances.

### Q3 2017

All amounts in millions of NOK

			Quoted market	Using observable u	With significant unobservable	
Financial instruments measured at fair value			price Level 1	inputs Level 2	inputs Level 3	Total
Financial assets						
Name	Туре	Notional				
Bilkreditt 5 Fixed	Cross Currency Swap	MM EUR 22	-	24	-	24
Bilkreditt 6 Fixed	Cross Currency Swap	MM EUR 108	-	138	-	138
Bilkreditt 7 Fixed	Cross Currency Swap	MM EUR 198	-	25	-	25
Total financial trading derivatives			-	187	-	187
Name	Туре					
Government bonds and Treasury Bills	Bonds		1 336	-	-	1 336
Covered Bonds	Bonds		4 401	-	-	4 401
Total commercial papers and bonds *			5 737	187	-	5 737
Name	Туре					
VISA	Equity		-	20	-	20
Total other ownership interests			-	20	-	20
Total Assets			5 737	207	-	5 944



<sup>\*</sup> Derivatives designated for hedge accounting are included in the balance sheet line "Other Assets" for the derivatives that represent an asset and in "Other liabilities" for derivatives that represent a liability for the entity.

### Santander Consumer Bank

### Financial liabilities

Name	Туре	Notional				
Bilkreditt 5 Pass Through	Cross Currency Swap	MM EUR 7	-	8	-	8
Bilkreditt 6 Pass Through	Cross Currency Swap	MM EUR 79	-	101	-	101
Bilkreditt 7 Pass Through	Cross Currency Swap	MM EUR 183	=	24	-	24
Total financial derivatives			-	132	-	132
Total Liabilities			-	256	-	256
Derivatives designated for hedge account	nting - assets					
Name	Туре	Notional				
EMTN MEUR 350	Cross Currency Swap	MM EUR 350	-	2	-	2
EMTN MEUR 250	Cross Currency Swap	MM EUR 250	-	7	-	7
EMTN MEUR 240	Cross Currency Swap	MM EUR 240	-	13	-	13
SW EMTN MEUR 100	Cross Currency Swap	MM EUR 100	-	1	-	1
EMTN SEK	Interest Rate Swap	MM SEK 500	-	2	-	2
Total derivatives designated for hedging - assets**			-	25	-	25
Derivatives designated for hedge account	nting - liabilities					
Name	Туре	Notional				
EMTN MEUR 100	Cross Currency Swap	MM EUR 100		4		4
DK EMTN MEUR 245	Cross Currency Swap	MM EUR 245	-	1	-	1
Total derivatives designated for hedging	- liabilities**		-	5	-	5

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access to at that date. When available, the fair value of an instrument is measured using the quoted price in an active market for that instrument. If there is no quoted price in an active market, then the instruments fair value is measured using valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

### 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 is obtained from relevant observable market data. This includes prices based on identical instruments, as well as prices based on similar assets and price indicators that are observable for the asset or liability. 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 known from contractual conditions, in addition to a marked regulated interest rate element (e.g. EURIBOR).

### Level 3

Instruments at Level 3 have no observable market inputs, or they traded on markets that are considered inactive. The price is based mainly on calculations based on internal data and the best information available given the circumstances.



<sup>\*</sup> Government bonds are included in the balance sheet line "commercial papers and bonds". The balance sheet line also include B and C tranche bonds from the SPVs that are not booked at fair value. See note 10

<sup>\*\*</sup> Derivatives designated for hedge accounting are included in the balance sheet line "Other Assets" for the derivatives that represent an asset and in "Other liabilities" for derivatives that represent a liability for the entity.

# Note 12 - Loans to customers

All amounts in millions of NOK	YTD Q3
	2018
Credit Card	6 728
Unsecured loans	23 651
Auto loans	92 377
- Installment loans	74 109
- Financial leasing	18 268
Total gross loans to customers	122 756
- Loan loss allowance - Stage 1	-864
- Loan loss allowance - Stage 2	-418
- Loan loss allowance - Stage 3	-1662
Total net loans to customers	119 812

### 2017

The Group has not provided comparative information for periods before the date of initial application of IFRS 9 for the new disclosures introduced by IFRS 9 as a consequential amendment to IFRS 7, as permitted by IFRS 7 paragraph 44Z.

	YTD Q3		
All amounts in millions of NOK	2017	FY 2017	
Credit Card	6 170	6 603	
Unsecured loans	24 001	24 678	
Auto loans	84 579	87 628	
- Installment loans	67 962	70 480	
- Financial leasing	16 617	17 147	
Total gross loans to customers	114 749	118 909	
- Specific loan reserves	-1 530	-1 495	
- Generic loan reserves	-1 054	-930	
Total net loans to customers	112 166	116 484	



## Note 13 - Issued securities

All amounts in millions of NOK

	Q3 2018	Q3 2017	FY 2017
Issued certificates	903	=	901
Senior unsecured issued securities	32 888	33 274	34 884
Asset backed issued securities	-	-	-
Total issued securities	33 791	33 274	35 785

Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in January to a value of NOK 300 MM.

Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in January to a value of NOK 200 MM.

Santander Consumer Bank AS issued bonds on the Irish stock exchange in January to a value of NOK 350 MM.

Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in February to a value of NOK 350 MM.

Santander Consumer Bank AS issued bonds on the Irish stock exchange in March to a value of SEK 500 MM (NOK 473 MM)

Santander Consumer Bank AS issued bonds on the Irish stock exchange in March to a value of EUR 500 MM (NOK 4 830 MM)

Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in April to a value of NOK 250 MM.

Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in May to a value of NOK 200 MM.

Santander Consumer Bank AS issued bonds on the Irish stock exchange in May to a value of SEK 500 MM (NOK 464 MM)

Santander Consumer Bank AS issued bonds on the Oslo Stock exhchange in May to a value of NOK 300 MM.

Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exhchange in June to a value of NOK 200 MM.

Santander Consumer Bank AS issued certificates of deposits on the Oslo Stock exchange in June to a value of NOK 250 MM

Santander Consumer Bank AS issued bonds on the Irish Stock exchange in August to a value of SEK 500 MM (NOK 458 MM)

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in August to a value of NOK 500 MM

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in August to a value of NOK 500 MM

Santander Consumer Bank AS issued bonds on the Dublin Stock Exchange in September to a value of DKK 500 MM (NOK 643 MM)

The additional change in balance sheet value of senior unsecured issued securities is the reevaluation of the Euro and SEK bonds.

Santander Consumer Bank AS issued bonds on the Oslo Stock exchange in September to a value of NOK 200 MM



# Note 14 - Receivables and liabilities to related parties

Amounts in millions of NOK Accrued Accrued Accrued interest interest interest Debt to related parties: Q3 2018 Q3 2018 Q3 2017 Q3 2017 FY 2017 FY 2017 254 2 582 2 556 Santander Benelux 6 6 23 648 20 469 8 20 433 Santander Consumer Finance S.A. 9 141 8 705 6 551 Debt to SPV on future cash flow of securitized loans 30 453 30 166 10 29 720 8 Total 6 Balance sheet line: "Subordinated loan capital" - Bonds MNOK 80, maturity October 2017, 3 months NIBOR +1.75% 80 (Santander Consumer Finance S.A) MNOK 250, maturity March 2025, 3 months NIBOR +2.2575% 250 250 250 (Santander Consumer Finance S.A) MNOK 250, maturity July 2025, 3 months NIBOR +3.135% 250 2 250 2 250 2 (Santander Consumer Finance S.A) MSEK 750, maturity December 2024, 3 months STIBOR +2.2825% 689 732 750 (Santander Consumer Finance S.A) MNOK 500, maturity September 2027, 3 months NIBOR + 1,66% 500 1 500 1 500 (Santander Consumer Finance S.A) Total 1 689 3 1 812 3 1 750 2

Additional Tier 1 capital of 2 250 MM NOK has been reclassified from Subordinated loan capital to equity in 2017. Please see Accounting principles in 2017 annual report for further details.

Receivables on related parties:	Q3 2018	Accrued interest Q3 2018	Q3 2017	Accrued interest Q3 2017	FY 2017	Accrued interest FY 2017
Balance sheet line: "Commercial papers and bonds"  B and C notes issued by SPVs	1 973	1	2 743	1	2 712	1
Balance sheet line :"Loans to subsidiaries and SPV's"  Loan to subsidiary (Santander Consumer Bank OY)	8 283	25	8 235	29	8 608	45
Subordinated loan to SPVs	242	-	454	-	404	-

The interest rate on intercompany loans are carried out on market terms.

Financial information in accordance with the capital requirement regulation is published at www.santander.no



# Note 15 - Transaction with related parties

All amounts in millions 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 is 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:

	Q3 2018	Q3 2017	YTD Q3 2018	YTD Q3 2017	FY 2017
Interest income	131	139	317	448	588
Interest expenses	-194	-164	-308	-541	-704
Interest payments additional Tier 1 capital	-43	-43	-127	-128	-170
Fees	-16	13	8	55	57
Other	49	-20	49	17	37
Net transactions	-73	-74	-61	-149	-193

Santander Consumer Bank AS had transactions with the following related parties per 30 September 2018:

Banco Santander

Santander Consumer Finance SA

Santander Benelux

Produban

Santander Securities Services, S.A.

Santander Insurance Europe Limited

Santander Insurance Services Ireland Limited

Abbey National Treasury Services plc

Santander Danmark

Santander Norge

Santander Finland

Santander Sverige

Geoban S.A.

Isban Madrid

Santander Consumer Bank AB

SPV:

Bilkreditt 3 (03089)

Bilkreditt 4 (03097)

Bilkreditt 5 (03103)

Bilkreditt 6 (03117) Bilkreditt 7 (3147)

SV Autofinans Warehousing 1 LTD (03104)



