

Global Credit Research - 19 May 2015

Norway

## Ratings

| Category                            | Moody's Rating |
|-------------------------------------|----------------|
| Outlook                             | Stable         |
| Bank Deposits                       | A3/P-2         |
| Baseline Credit Assessment          | baa2           |
| Adjusted Baseline Credit Assessment | baa2           |

## Contacts

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## Key Indicators

### Helgeland Sparebank (Consolidated Financials)[1]

|  | [2]12-14 | [3]12-13 | [3]12-12 | [3]12-11 | [3]12-10 | Avg.     |
|--|----------|----------|----------|----------|----------|----------|
| Total Assets (NOK billion)                                       | 25.8     | 26.0     | 24.6     | 22.8     | 20.2     | [4]6.4   |
| Total Assets (EUR million)                                       | 2,843.3  | 3,108.3  | 3,352.0  | 2,943.2  | 2,585.4  | [4]2.4   |
| Total Assets (USD million)                                       | 3,440.6  | 4,283.1  | 4,419.2  | 3,820.7  | 3,468.4  | [4]-0.2  |
| Tangible Common Equity (NOK billion)                             | 1.8      | 1.7      | 1.6      | 1.5      | 1.4      | [4]6.7   |
| Tangible Common Equity (EUR million)                             | 201.8    | 207.4    | 220.8    | 190.5    | 181.1    | [4]2.7   |
| Tangible Common Equity (USD million)                             | 244.2    | 285.8    | 291.1    | 247.3    | 242.9    | [4]0.1   |
| Problem Loans / Gross Loans (%)                                  | 0.6      | 0.8      | 0.6      | 1.3      | 1.2      | [5]0.9   |
| Tangible Common Equity / Risk Weighted Assets (%)                | 13.1     | 12.7     | 12.1     | 11.4     | 11.4     | [6]13.1  |
| Problem Loans / (Tangible Common Equity + Loan Loss Reserve) (%) | 6.6      | 9.2      | 7.5      | 14.6     | 13.5     | [5]10.3  |
| Net Interest Margin (%)  | 1.8      | 1.8      | 1.5      | 1.5      | 1.6      | [5]1.6   |
| PPI / Average RWA (%)  | 2.2      | 2.1      | 1.6      | 1.4      | 1.4      | [6]2.2   |
| Net Income / Tangible Assets (%)                                 | 0.8      | 0.7      | 0.5      | 0.4      | 0.5      | [5]0.6   |
| Cost / Income Ratio (%)  | 46.4     | 45.0     | 52.2     | 54.5     | 60.2     | [5]51.7  |
| Market Funds / Tangible Banking Assets (%)                       | 29.6     | 33.0     | 45.4     | 46.0     | 41.8     | [5]39.2  |
| Liquid Banking Assets / Tangible Banking Assets (%)              | 17.5     | 18.2     | 16.9     | 18.4     | 15.5     | [5]17.3  |
| Gross Loans / Total Deposits (%)                                 | 151.8    | 159.4    | 177.0    | 174.0    | 168.3    | [5]166.1 |

Source: Moody's

[1] All figures and ratios are adjusted using Moody's standard adjustments [2] Basel III - fully-loaded or transitional phase-in; IFRS [3] Basel II; IFRS [4] Compound Annual Growth Rate based on IFRS reporting periods [5] IFRS reporting periods have been used for average calculation [6] Basel III - fully-loaded or transitional phase-in & IFRS reporting periods have been used for average calculation

## Opinion

### SUMMARY RATING RATIONALE

On 11 May, we upgraded Helgeland Sparebanken's baseline credit assessment (BCA) to baa2 from baa3 and adjusted BCA to baa2 from baa3. We also upgraded the bank's long-term deposit rating to A3 from Baa2 and we affirmed the P-2 short-term deposit rating.

The upgrade of the bank's BCA to baa2 is driven by recent improvements in asset quality and capital. Helgeland Sparebank's problem loan levels have progressively declined, leading to improved problem loan coverage while its capital levels are strong. The BCA also incorporates the bank's limited geographical reach and high single-name concentrations, as well as a higher than average concentration in commercial real estate exposures (above 180% of Tier 1 Capital at-end 2014) and limited pricing power. The upgrade to the bank's deposit rating takes into account the higher BCA and the Loss Given Failure (LGF) analysis of the bank's volume of deposits and debt, and the volume of securities subordinated to them, which offset the decrease in government support assumptions.

#### HELGELAND SPAREBANK'S BCA IS SUPPORTED BY ITS VERY STRONG- MACRO PROFILE

As a purely domestic bank, Helgeland Sparebank's operating environment is in Norway. We therefore align the bank's Macro Profile with that of Norway at 'Very Strong-'. Norwegian banks benefit from operating in an affluent and developed country. Norway has very high economic, institutional and government financial strength, as well as low susceptibility to event risk. The main risks to the system stem from a high level of household indebtedness and domestic banks' reliance on market funding. However, these risks are offset by the strength of households' ability to service debt, banks' adequate capitalisation and the banking system's relatively small size compared with GDP.

#### Rating Drivers

- Positive measures to increase capital levels, which are in line with peers
- Asset quality metrics are good, but downside risk from exposure to more volatile sectors and high credit concentration
- Stable profitability, but intense competition in local market is likely to weigh on margins
- Sizeable deposit base, but material market funding reliance
- Large volume of deposits and junior debt, resulting in deposit ratings benefiting from a very low loss-given-failure rate

#### Rating Outlook

The stable outlooks on the bank's long-term senior debt and deposit ratings reflect our view that the bank's financials will remain broadly resilient in the face of a modest slowdown in Norway's still strong economic performance.

#### What Could Change the Rating - Up

Upward rating momentum could develop if Helgeland Sparebank demonstrates (1) good asset quality in its retail and corporate books, including in the more volatile segments, (2) continued good access to capital markets and improved liquidity, and/or (3) stronger earnings generation without an increase in its risk profile.

#### What Could Change the Rating - Down

Future downward rating pressure would emerge if (1) Helgeland Sparebank's asset quality deteriorates more than anticipated from current levels, (2) financing conditions become more difficult and/or (3) its risk profile increases, for example as a result of increased exposures to more volatile sectors and/or (4) macroeconomic environment deteriorates more than estimated, leading to adverse developments in the Norwegian real-estate market.

#### DETAILED RATING CONSIDERATIONS

##### POSITIVE MEASURES TAKEN TO INCREASE CAPITAL LEVELS, WHICH ARE IN-LINE WITH PEERS

At year-end 2014, Helgeland Sparebank had a Tangible Common Equity (TCE) ratio of 13.15%, an increase over 2013 (12.7%). We view the bank as being adequately capitalised in light of its risk profile. Its capitalisation is in line with its rated Norwegian peer group. The bank has determined a new capital plan for 2014-2018, and aims to

increase its capital ratio in line with new capital requirements. It is also considering the use of subordinate loans or tier 1 instruments if necessary. Our assigned capital score reflects this strength, as well as the bank's 8% TCE/tangible banking assets ratio, which is well within international standards.

#### GOOD ASSET QUALITY METRICS, BUT THERE ARE DOWNSIDE RISKS FROM EXPOSURES TO MORE VOLATILE SECTORS AND HIGH CREDIT CONCENTRATIONS

Helgeland Sparebank's problem loan ratio (impaired loans as percentage of total loans) has progressively declined reaching 0.6% at year-end 2014, lower than most of its Norwegian peers due to its retail focus (retail loans in the form of mortgages account for 70% of the bank's loan book). This asset class has historically proven more resilient and is supported by households' sound financial position. However, in our opinion, the sustained increase in house prices combined with the high level of household indebtedness pose long-term risks to the banking sector in general, and may undermine Helgeland Sparebank's ability to sustain the currently strong asset quality metrics of its retail book in the future.

We note that a large portion of problem loans relate to the real estate and construction sectors. Moreover, the bank's substantial involvement in these industries (around 17% of gross loans in 2014), which are typically cyclical, poses a risk to its future asset quality. In addition, the bank's loan book exhibits high single-borrower concentration - while this is typical at Nordic banks, it could accelerate the extent and pace of any deterioration in asset quality. Our assigned asset risk score reflects our view that the bank is vulnerable to less favorable economic conditions due to declining oil and gas prices as well as falling investment levels.

#### STABLE PROFITABILITY BUT INTENSE COMPETITION IN THE LOCAL MARKET IS LIKELY TO WEIGH ON MARGINS

Helgeland Sparebank derived almost 60% of its 2014 pre-tax income from its retail operations, excluding other, not divided operations. We view retail operations as being typically more resilient. Its primary source of earnings is net interest income, which has accounted for over 80% of its net revenue in the last few years. Net interest income improved in 2014, primarily as a result of higher lending margins and loan growth, with 4% growth year-on-year. The bank's net interest margin remained at the same level as the previous year, at 1.75%, following interest rate reductions in mortgages and deposits. We expect margins to remain under pressure as the competitive situation is persistently strong, especially in the retail market.

Net interest income as a share of tangible assets stood at 0.87% for 2014, which was slightly above the 0.7% three-year average. Loan losses remained low, at NOK44 million at year-end 2014, in line with 2013. The cost - to-income ratio, at 46%, was slightly higher than in 2013. This is because changes in the arrangement with differentiated payroll tax increased costs. The bank will likely incur further loan losses from volatile segments, such as real estate and construction, as Norway's operating environment has been slightly tougher than in recent years, which is reflected in our profitability score.

#### SIZEABLE DEPOSIT BASE BUT MATERIAL MARKET FUNDING RELIANCE

Helgeland Sparebank's funding profile reflects a sizeable deposit base, largely from retail customers, which constituted almost 60% of funding at year-end 2014. We view this positively, particularly given the relatively diverse nature of the deposit base.

Market funding accounted for almost 37% of the bank's tangible assets at year-end 2014. Covered bond funding has grown significantly since 2009, when Helgeland Boligkreditt AS (the bank's wholly owned covered bond company) was established. Under our methodology, we reflect the stability of covered bonds relative to unsecured market funding through a standard adjustment in our scorecard. However, we do not expect that, size-wise, Helgeland Sparebank will have the capacity to make larger benchmark issuance. This ultimately restricts its investor base.

The bank's funding score reflects that its overall funding profile remains a fundamental weakness for Helgeland Sparebank. In addition, extensive use of covered bond funding causes structural subordination of Helgeland Sparebank's unsecured creditors, including depositors.

At year-end 2014, liquid assets accounted for 5.5 billion, or almost 18% of total assets and comprised cash, cash equivalents and assets in the bank's securities portfolio. As of year-end 2014, 91% of securities in the portfolio were rated single-A or higher. However, we note that these holdings mostly consist of Norwegian securities, which could lead to concentration risk.

#### **Notching Considerations**

## LOSS GIVEN FAILURE AND ADDITIONAL NOTCHING

We expect that Norway will seek to introduce legislation to implement the EU Bank Resolution and Recovery Directive (BRRD). In the LGF analysis we assume residual tangible common equity of 3%; losses post-failure of 8% of tangible banking assets; a 25% run-off in "junior" wholesale deposits; and a 5% run-off in preferred deposits. We assign a 25% probability to deposits being preferred to senior unsecured debt. These are in line with our standard assumptions.

For Helgeland Sparebank's long-term deposit ratings, our upgrade has considered the likely impact on loss-given-failure of the volume of deposits and the amount of debt subordinated to them. This has result in a Preliminary Rating Assessment (PRA) of two notches above the BCA, reflecting very low loss-given-failure.

## GOVERNMENT SUPPORT

The expected implementation of resolution legislation has caused us to reconsider the probability that government support would benefit certain creditors.

Helgeland Sparebank is a local savings bank with a well-established market position in Helgeland, a district in the county of Nordland. Although its national market share is negligible, based on the bank's latest audited annual report and Statistics Norway, we estimate that Helgeland Sparebank commands a market share of about 13% for lending and 17% for deposits in the county. In addition, we view the banking market across most of Norway as being competitive. We consider that Helgeland has very limited pricing power, compared with the larger national and regional players. Therefore, we consider the likelihood of government support for debt and deposits as being low resulting in no ratings uplift.

## COUNTERPARTY RISK ASSESSMENT

We assign a long-term and short-term CR assessment of A2(cr) and P-1 (cr) respectively.

CR Assessments are opinions of how counterparty obligations are likely to be treated if a bank fails and are distinct from debt and deposit ratings in that they (1) consider only the risk of default rather than the likelihood of default and the expected financial loss suffered in the event of default and (2) apply to counterparty obligations and contractual commitments rather than debt or deposit instruments. The CR assessment is an opinion of the counterparty risk related to a bank's covered bonds, contractual performance obligations (servicing), derivatives (e.g., swaps), letters of credit, guarantees and liquidity facilities.

## Foreign Currency Deposit Rating

Helgeland Sparebank's A3 foreign currency deposit rating is unconstrained, given that Norway has a country ceiling of Aaa.

About Moody's Bank Scorecard

Our Scorecard is designed to capture, express and explain in summary form our Rating Committee's judgment. When read in conjunction with our research, a fulsome presentation of our judgment is expressed. As a result, the output of our Scorecard may materially differ from that suggested by raw data alone (though it has been calibrated to avoid the frequent need for strong divergence). The Scorecard output and the individual scores are discussed in rating committees and may be adjusted up or down to reflect conditions specific to each rated entity.

## Rating Factors

### Helgeland Sparebank

|                               |                      |
|-------------------------------|----------------------|
| <b>Macro Factors</b>          |                      |
| <b>Weighted Macro Profile</b> | <b>Very Strong -</b> |

| <b>Financial Profile</b> |                       |                       |                     |                       |                      |                      |
|--------------------------|-----------------------|-----------------------|---------------------|-----------------------|----------------------|----------------------|
| <b>Factor</b>            | <b>Historic Ratio</b> | <b>Macro Adjusted</b> | <b>Credit Trend</b> | <b>Assigned Score</b> | <b>Key driver #1</b> | <b>Key driver #2</b> |

|  |       | Score |     |      |                            |                      |
|--|-------|-------|-----|------|----------------------------|----------------------|
| <b>Solvency</b>  |       |       |     |      |                            |                      |
| <b>Asset Risk</b>                                      |       |       |     |      |                            |                      |
| <i>Problem Loans / Gross Loans</i>                     | 0.7%  | aa1   | ← → | baa1 | Geographical concentration | Sector concentration |
| <b>Capital</b>   |       |       |     |      |                            |                      |
| <i>TCE / RWA</i>                                       | 13.1% | a1    | ← → | a2   | Access to capital          |                      |
| <b>Profitability</b>                                   |       |       |     |      |                            |                      |
| <i>Net Income / Tangible Assets</i>                    | 0.7%  | baa2  | ← → | baa3 | Expected trend             |                      |
| <b>Combined Solvency Score</b>                         |       | a1    |     | baa1 |                            |                      |
| <b>Liquidity</b>                                       |       |       |     |      |                            |                      |
| <b>Funding Structure</b>                               |       |       |     |      |                            |                      |
| <i>Market Funds / Tangible Banking Assets</i>          | 29.6% | baa2  | ← → | ba1  | Market funding quality     |                      |
| <b>Liquid Resources</b>                                |       |       |     |      |                            |                      |
| <i>Liquid Banking Assets / Tangible Banking Assets</i> | 17.5% | baa2  | ← → | baa2 | Stock of liquid assets     |                      |
| <b>Combined Liquidity Score</b>                        |       | baa2  |     | baa3 |                            |                      |

**Financial Profile**

**baa2**

**Qualitative Adjustments**

**Adjustment**

Business Diversification  
Opacity and Complexity  
Corporate Behavior

0

0

0

**Total Qualitative Adjustments**

**0**

Sovereign or Affiliate constraint

Aaa

Scorecard Calculated BCA range

**baa1 - baa3**

**Assigned BCA**

**baa2**

Affiliate Support notching

**0**

**Adjusted BCA**

**baa2**

| Instrument Class | Loss Given Failure notching | Additional notching | Preliminary Rating Assessment | Government Support notching | Local Currency rating | Foreign Currency rating |
|------------------|-----------------------------|---------------------|-------------------------------|-----------------------------|-----------------------|-------------------------|
| Deposits         | 2                           | 0                   | a3                            | 0                           | A3                    | A3                      |

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