



## International growth opportunities in corporate banking

Leif Teksum

Group Executive Vice President

Capital Markets Day

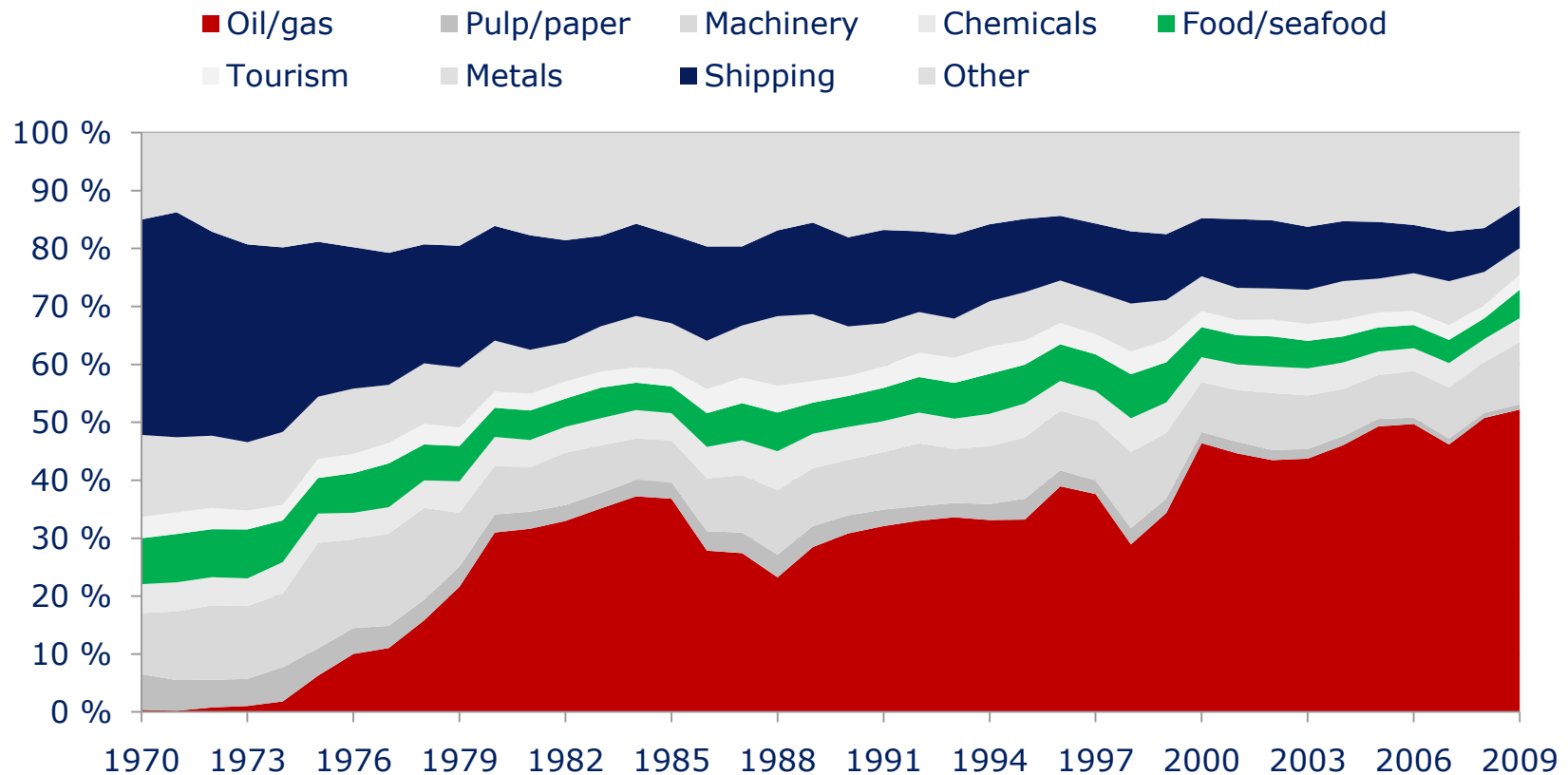
18 March 2010

---

*We have managed the  
downturn well and see  
interesting  
international growth  
opportunities*

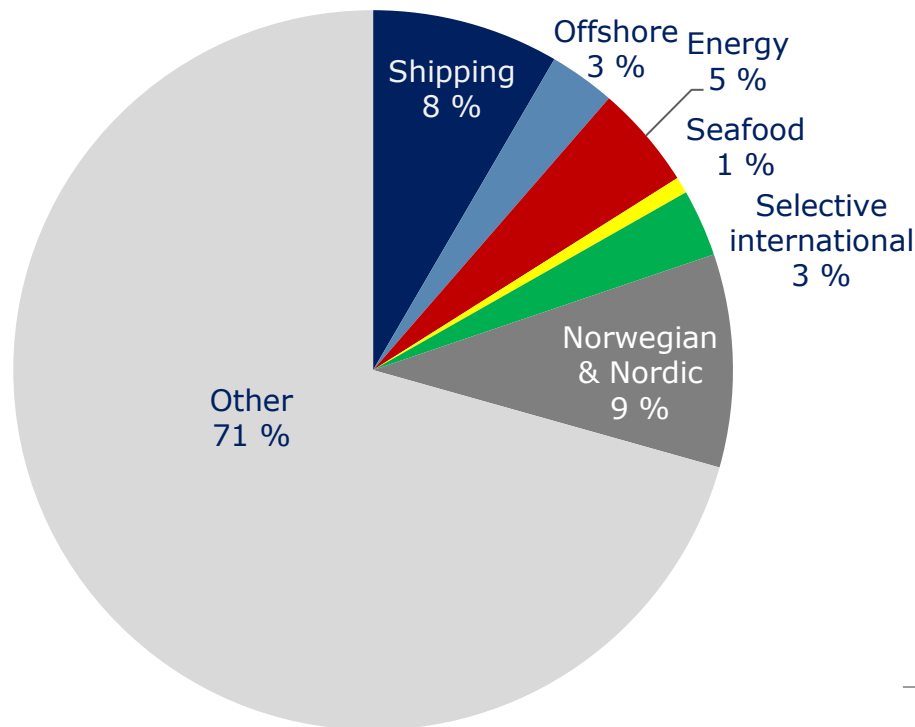
# We are based in a country with a few major export industries

**Norwegian exports by sector 1970 - 2009**

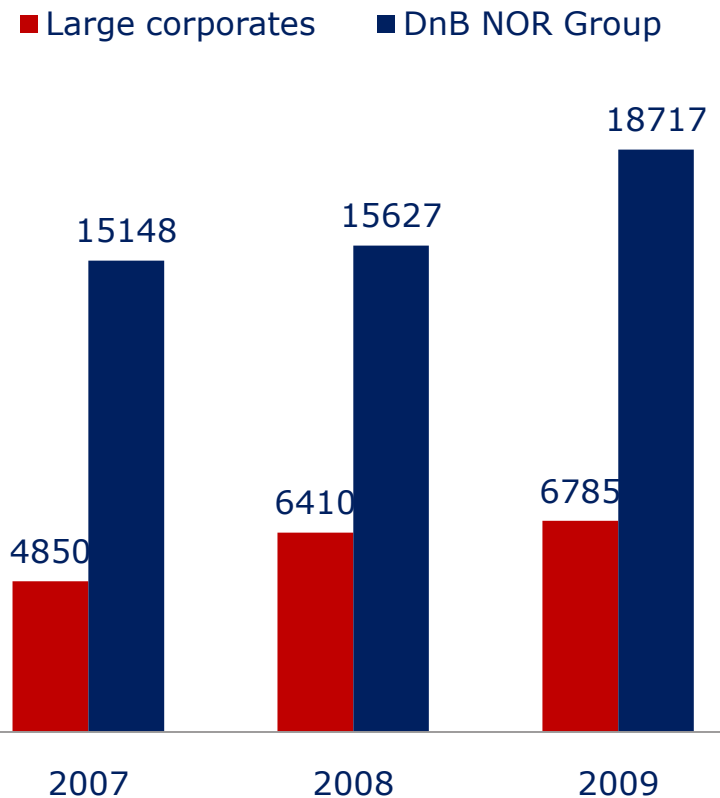


# Our portfolio of large corporates reflects the traditional Norwegian export industries

Large corporates' share of total exposure at default 4Q 2009 (NOK million)

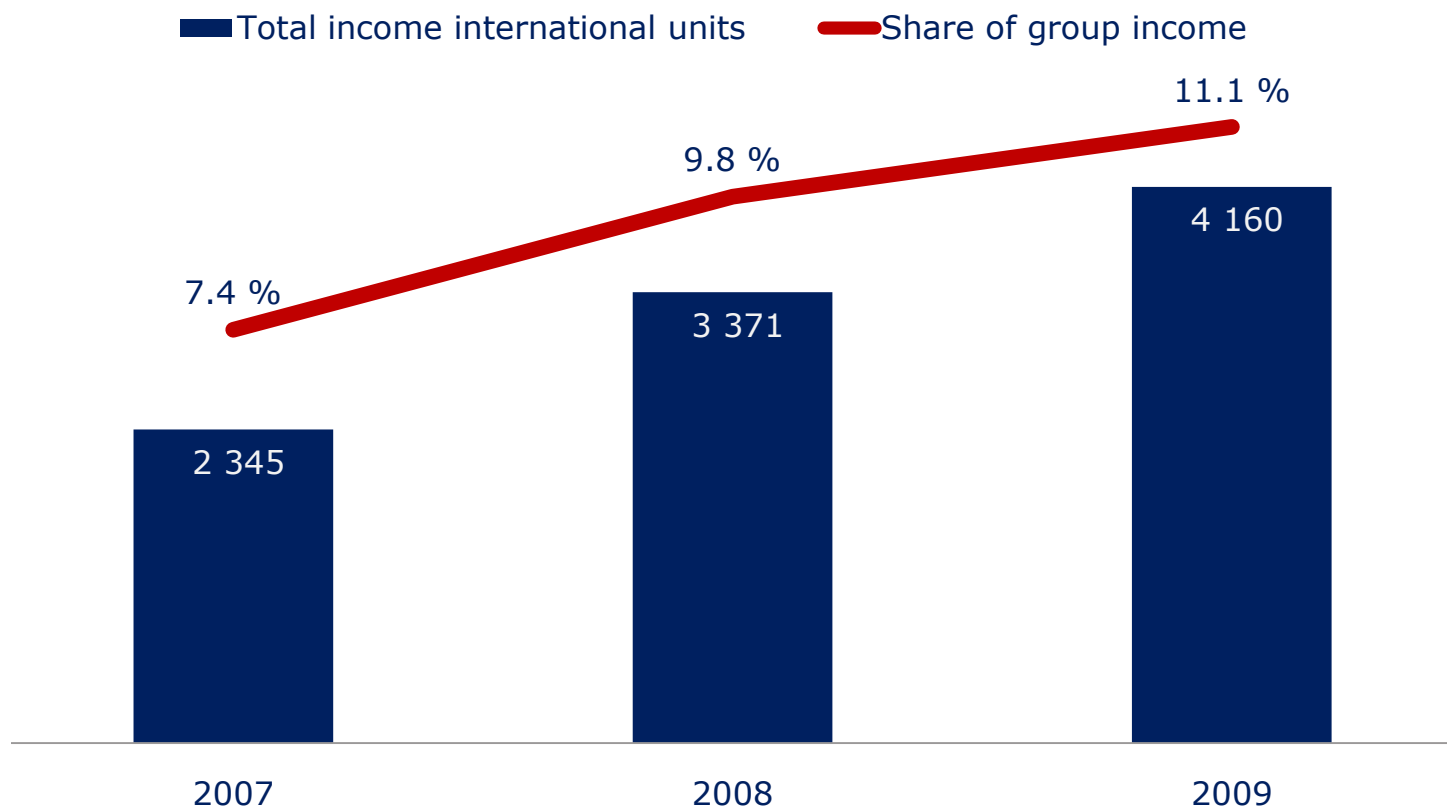


Pre-tax operating profit before write-downs (NOK million)



# We are increasing our share of business internationally

## Development in income and share of DnB NOR total for international units\* (NOK million)

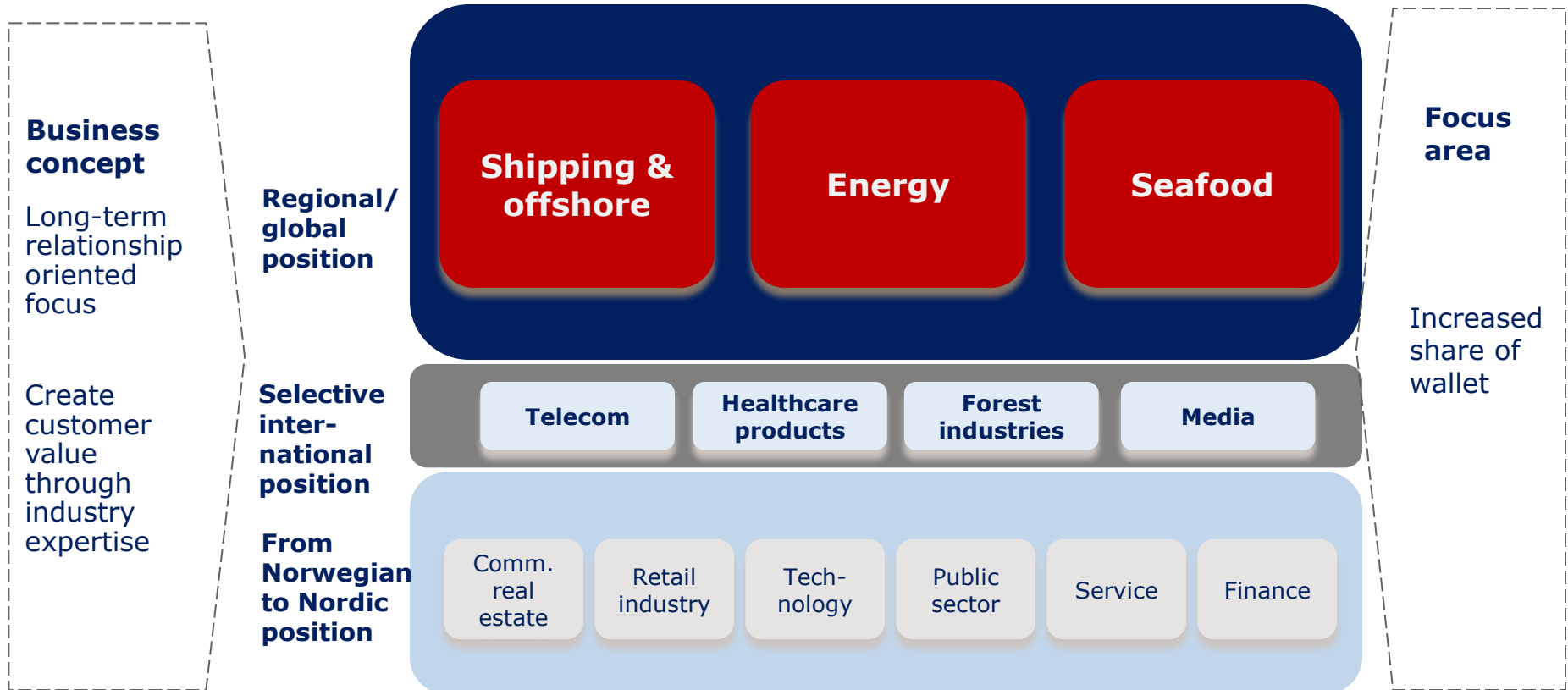


# Investment banking has been a strong contributor to our international growth

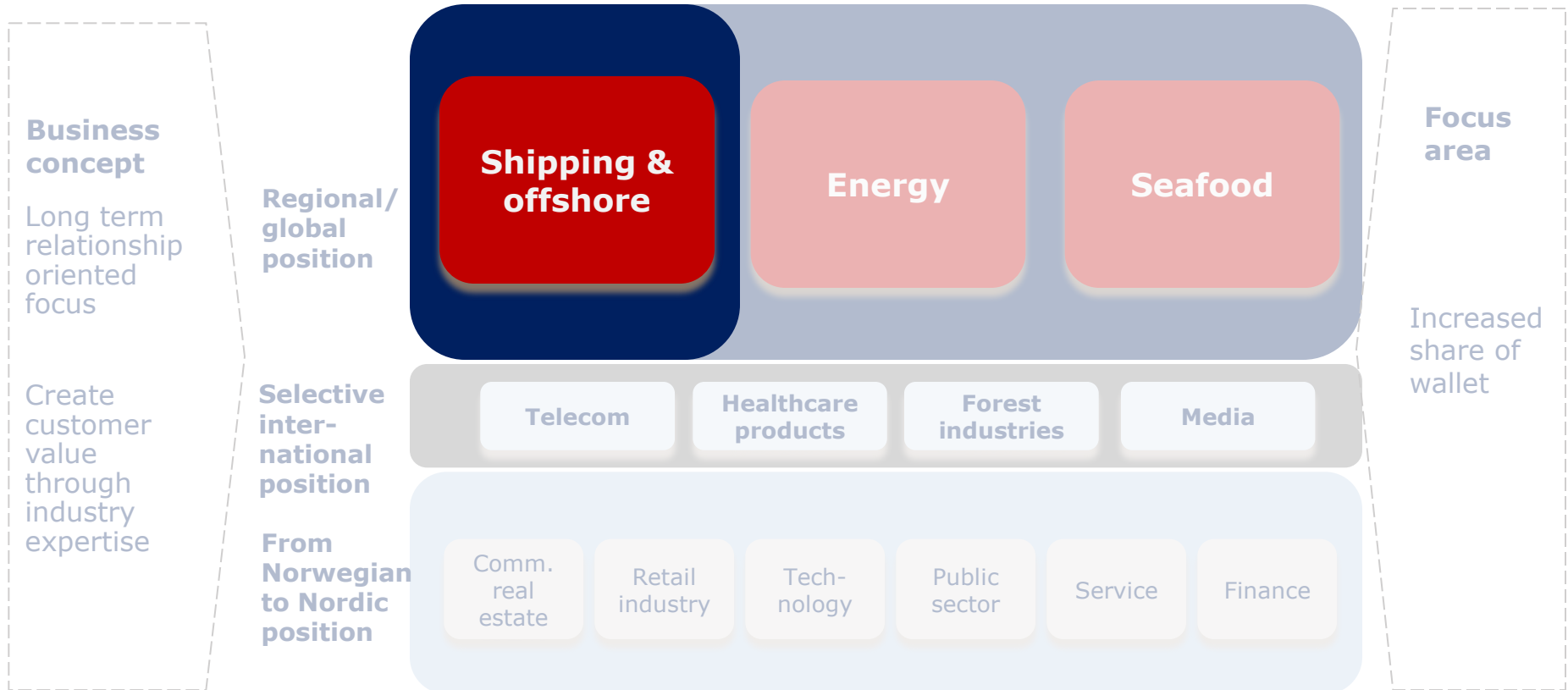


■ Added capabilities 2008 - 2010

# Our strategy is based on long-term relationship oriented banking and industry competence



# Long-term strategy remains firm for shipping and offshore

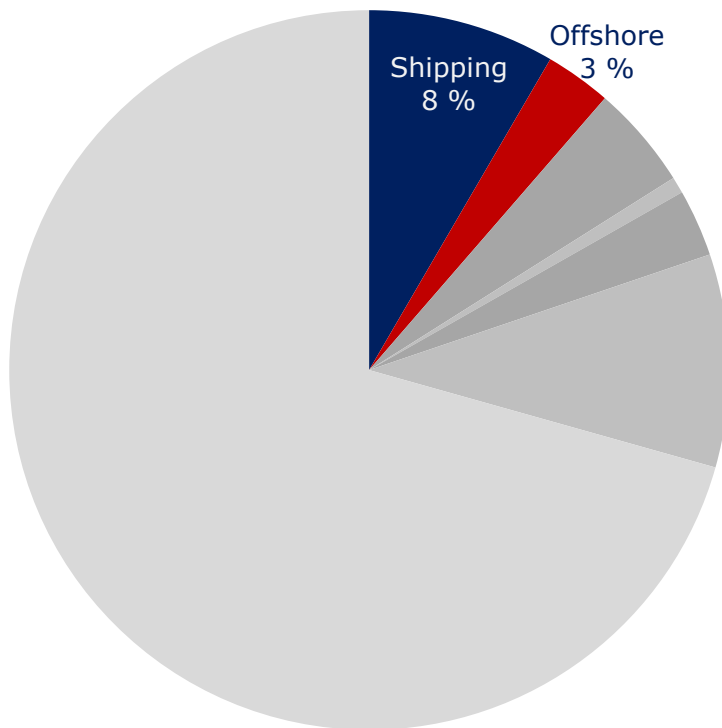




# Selective growth - with offshore as the most promising growth area

---

**Shipping and offshore's share of total exposure at default 4Q 2009**

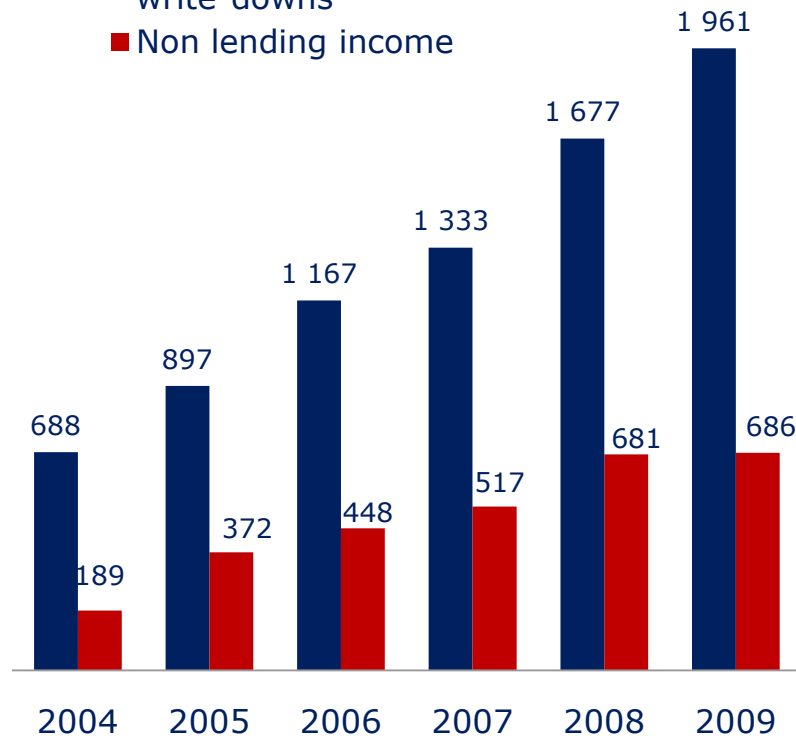


- Managed to meet our core clients' needs in 2009
- Open for new business in 2010 and able to offer all financial services worldwide
- Combining corporate banking with investment banking to increase value added for clients

# Steady increase in lending volumes and operating profit

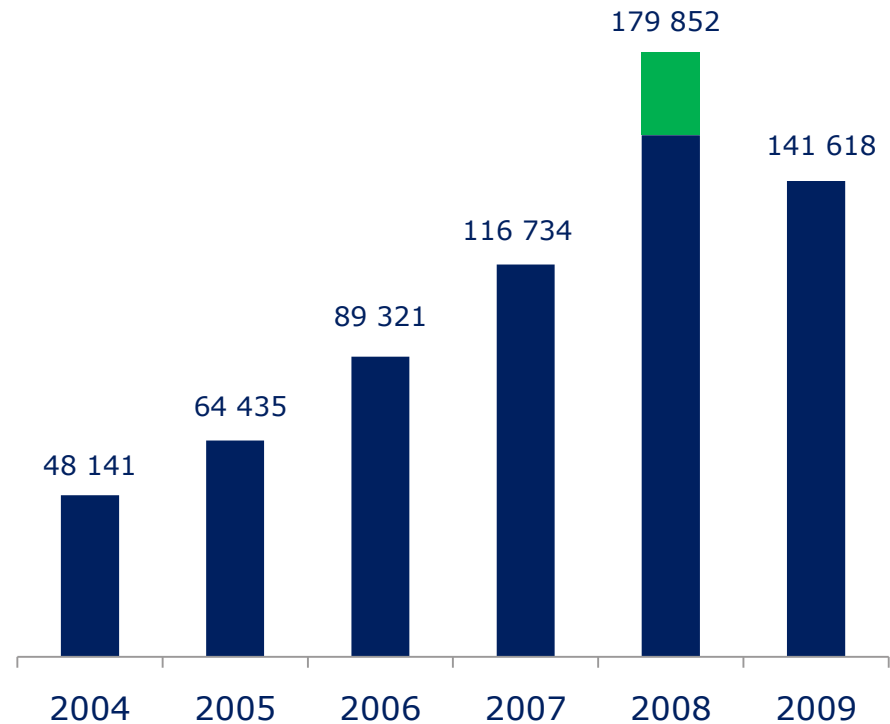
## Shipping and offshore (NOK million)

- Pre-tax operating profit before write-downs
- Non lending income



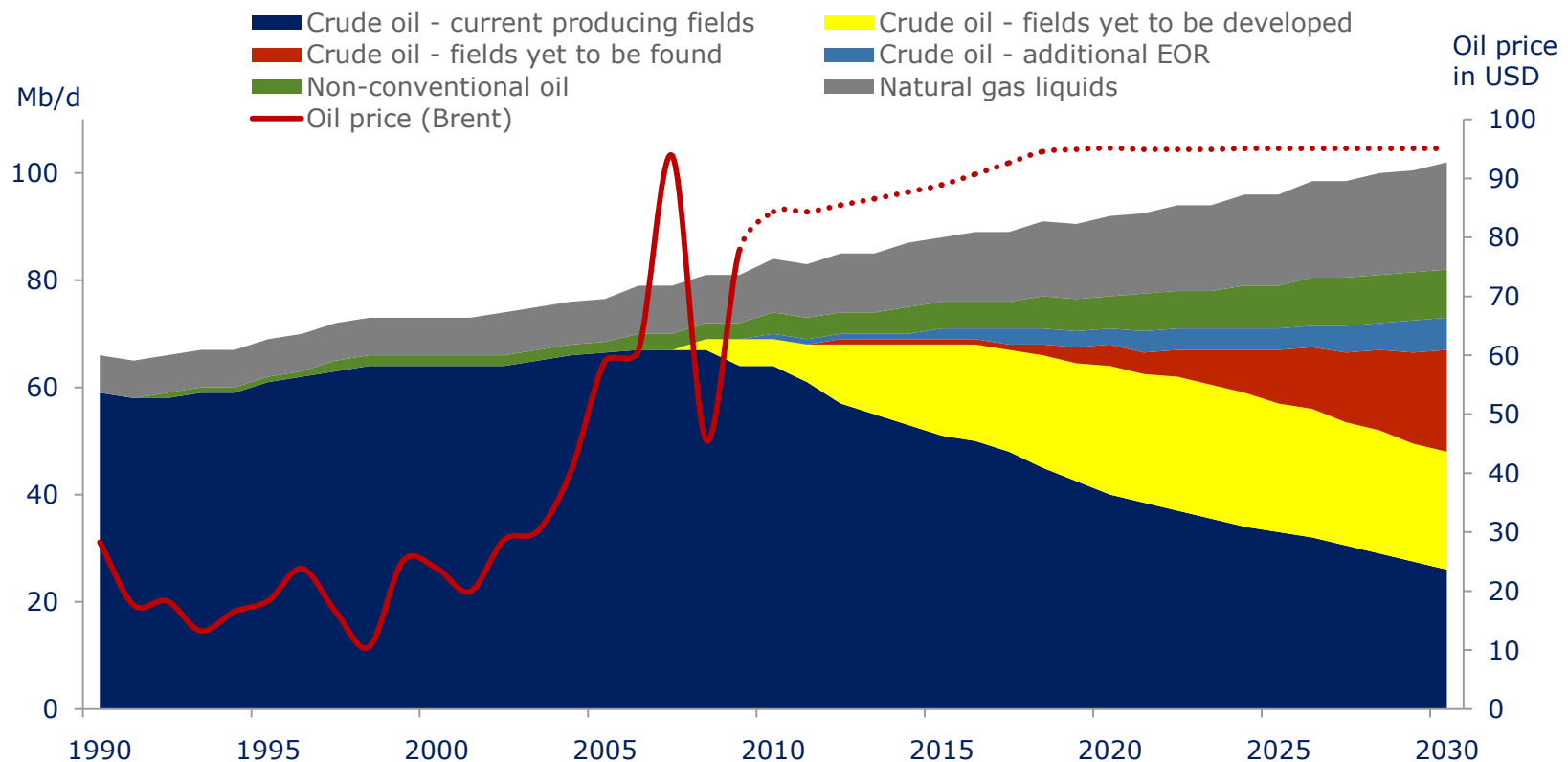
## Development in loans and guarantees (NOK million)

- Loans and guarantees



# The offshore segment will grow with the need for finding new oil reserves

## World oil and gas production 1990 - 2030



Source: OECD/IEA, World Energy Outlook 2008, Reference scenario and Thomson Reuters Datastream

# Achieved a # 2 position in syndicated shipping loans in 2009

**Top 20 Bookrunner Table – Syndicated Shipping Loans 2009**

Pos.	Bookrunner	Deal Value (\$ (m)	No.
1	Mitsubishi UFJ Financial Group	4.020	14
2	DnB NOR	2.327	14
3	ING	1.614	6
4	Sumitomo Mitsu Banking Corp	1.605	17
5	Nordea	990	5
6	Wells Fargo Securities	823	3
7	Mizuho	813	12
8	SBI Capital Markets	572	1
9	Bank of America Merrill Lynch	548	2
10	BNP Paribas	546	8
11	Citi	443	3
12	Calyon	363	3
13	HSBC	342	2
14	SG CIB	292	6
15	NIBC Bank	288	2
16	Commerzbank	250	1
17	Deutsche Bank	213	1
18	Kasikornbank – Kbank	200	1
19	Santander	165	2
20	RHB Investment Bank	156	1
	Total	32.963	121

- We focus on long-standing relations to top tier corporate clients
- Global strategy - offering a complete range of financial services worldwide

# We are recognized as a global player

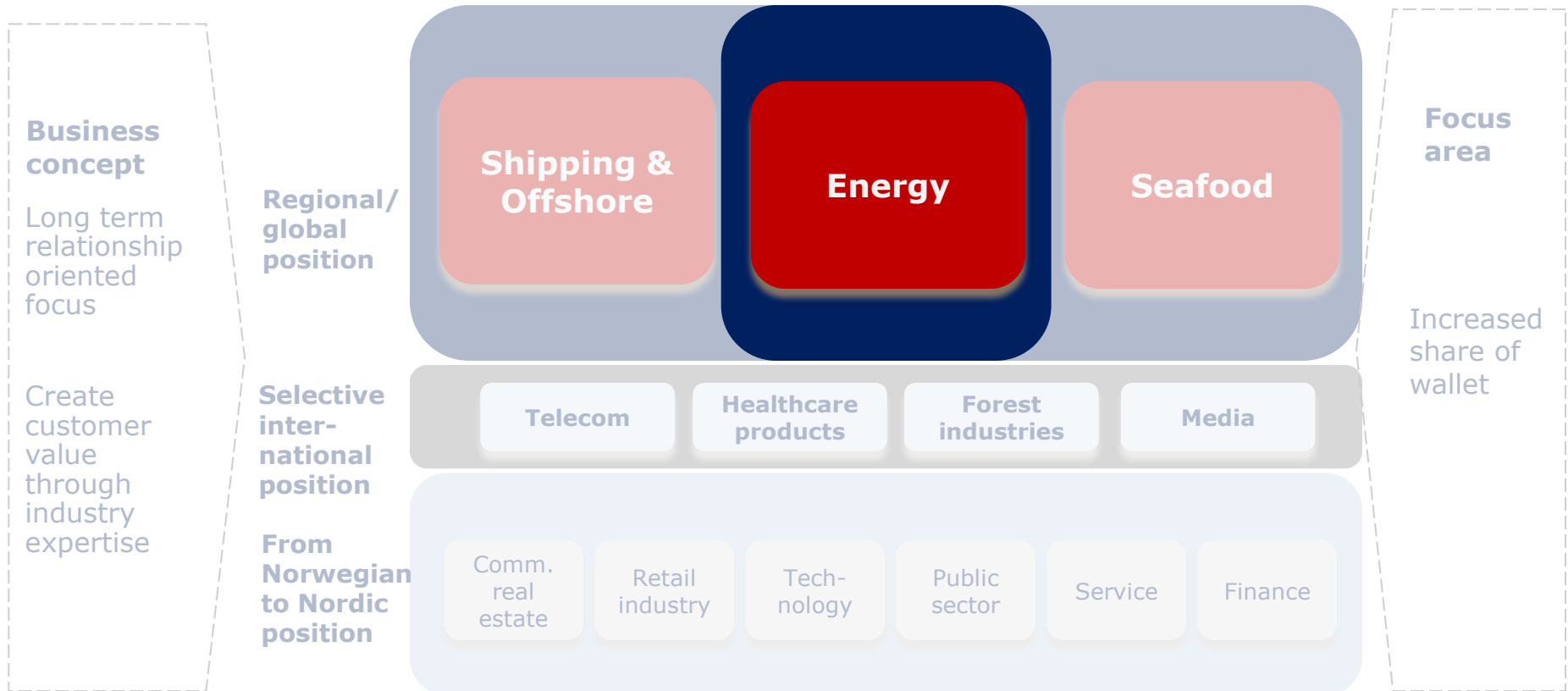
---



## 2009 Deal of the year awards

Category	Company	Winner	Comment
Public debt Europe	Bonheur ASA	DnB NOR	Alone
Public debt US	General Maritime	DnB NOR	Shared
Export Credit	Seadrill	DnB NOR	Shared
Editor's Choice	Diana and NATS	DnB NOR	Shared

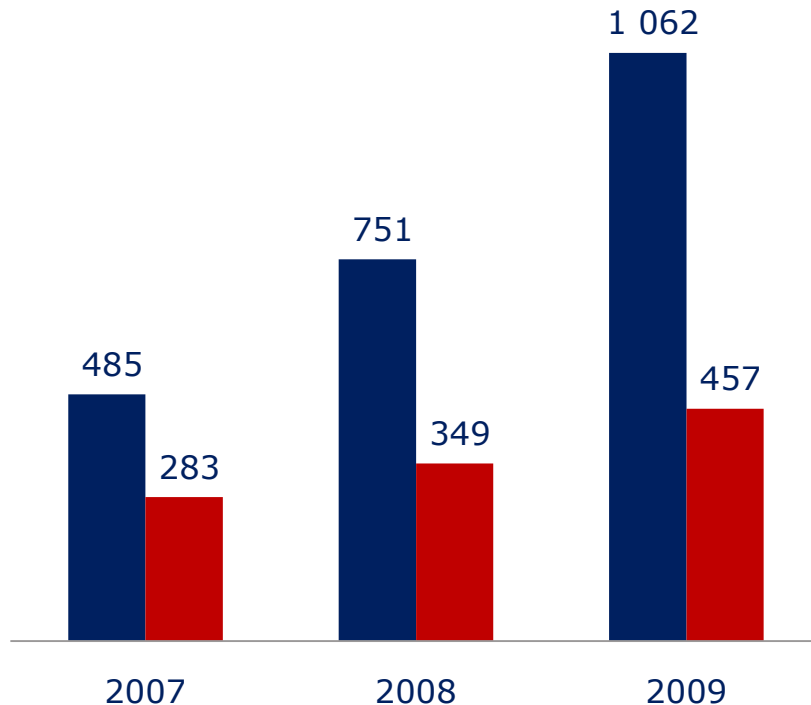
# Becoming a leading global energy bank within selected segments



# Strong growth in profits and non-lending income

## Development in the energy segment\*

- Pre-tax operating profit before write-downs
- Non lending income

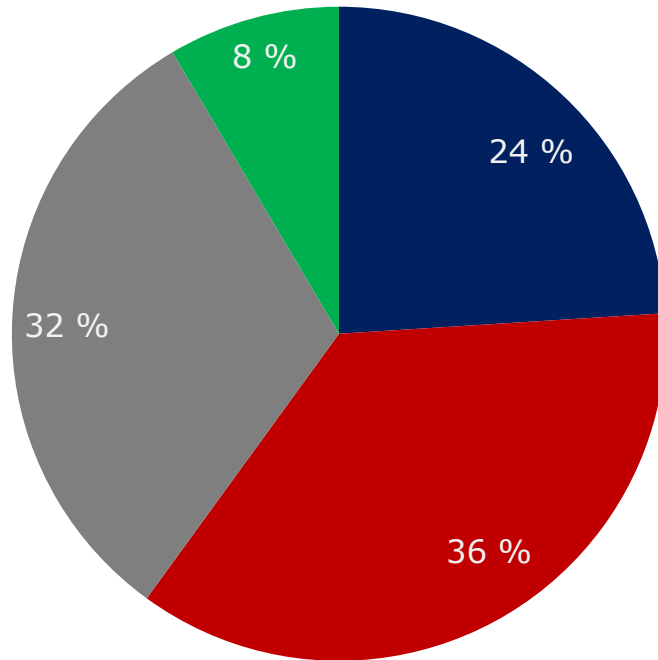


- Sound and diversified customer base
- Well-established international platform and expanding product range
- Competent and experienced staff

# Low-risk and well-diversified portfolio

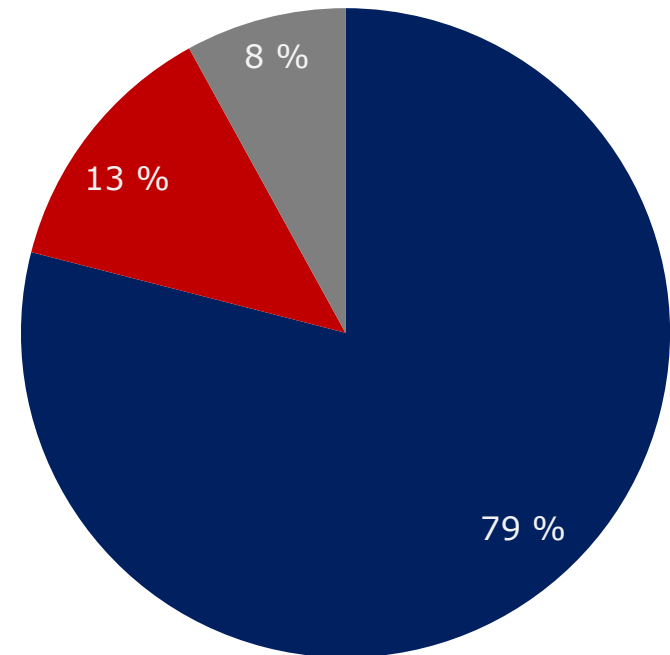
## NOK 85 billion exposure at default in the energy segment\*

- Offshore Contractors and Oilfield Services
- Oil & Gas
- Hydropower & utilities
- Other renewables



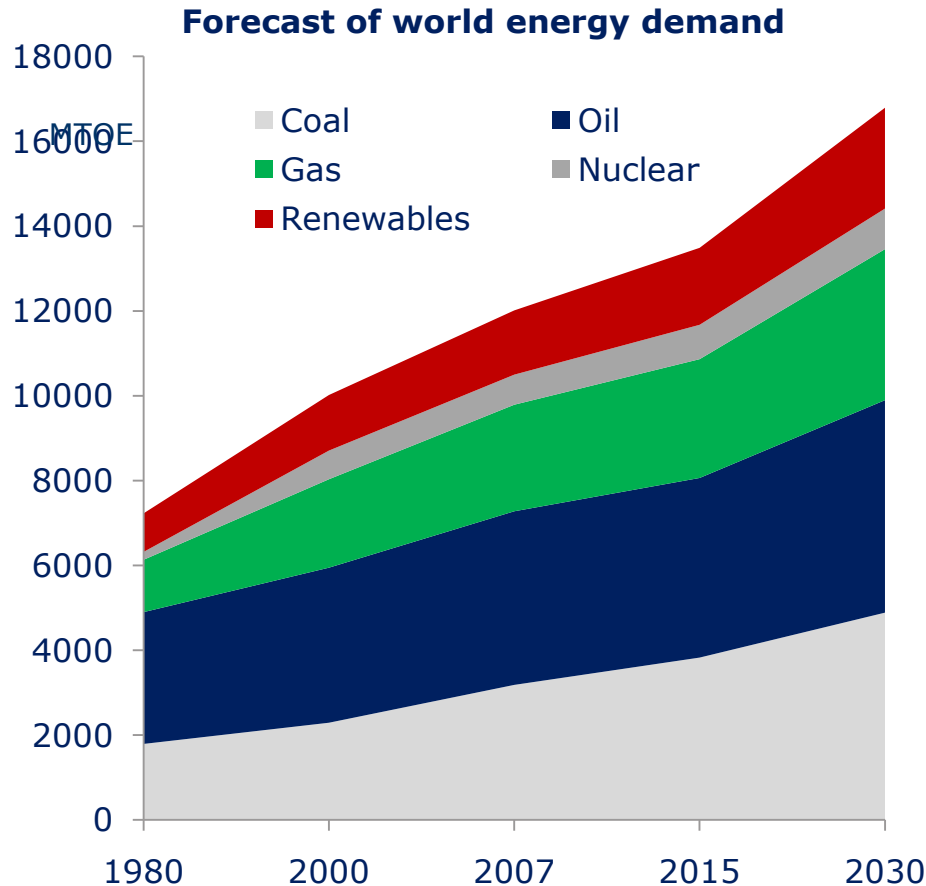
## Distribution by risk category Q4 2009

- PD 0.01% - 0.75%
- PD 0.75% - 2.0%
- PD 2.0% ->





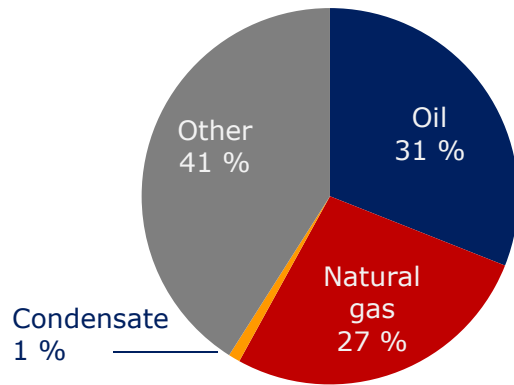
# World demand for energy will increase sharply



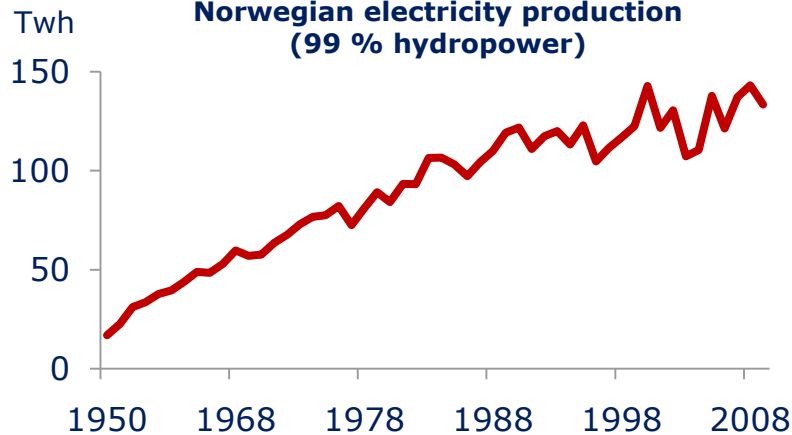
- Total world energy demand will increase by approximately 40% from 2005 to 2030
- Renewable energy will represent 17% of demand
- Increasing dependence on non-renewable energy sources in any future scenario

# Norway's natural resources are the foundation for technology-driven industries...

**Norwegian net exports 2009**

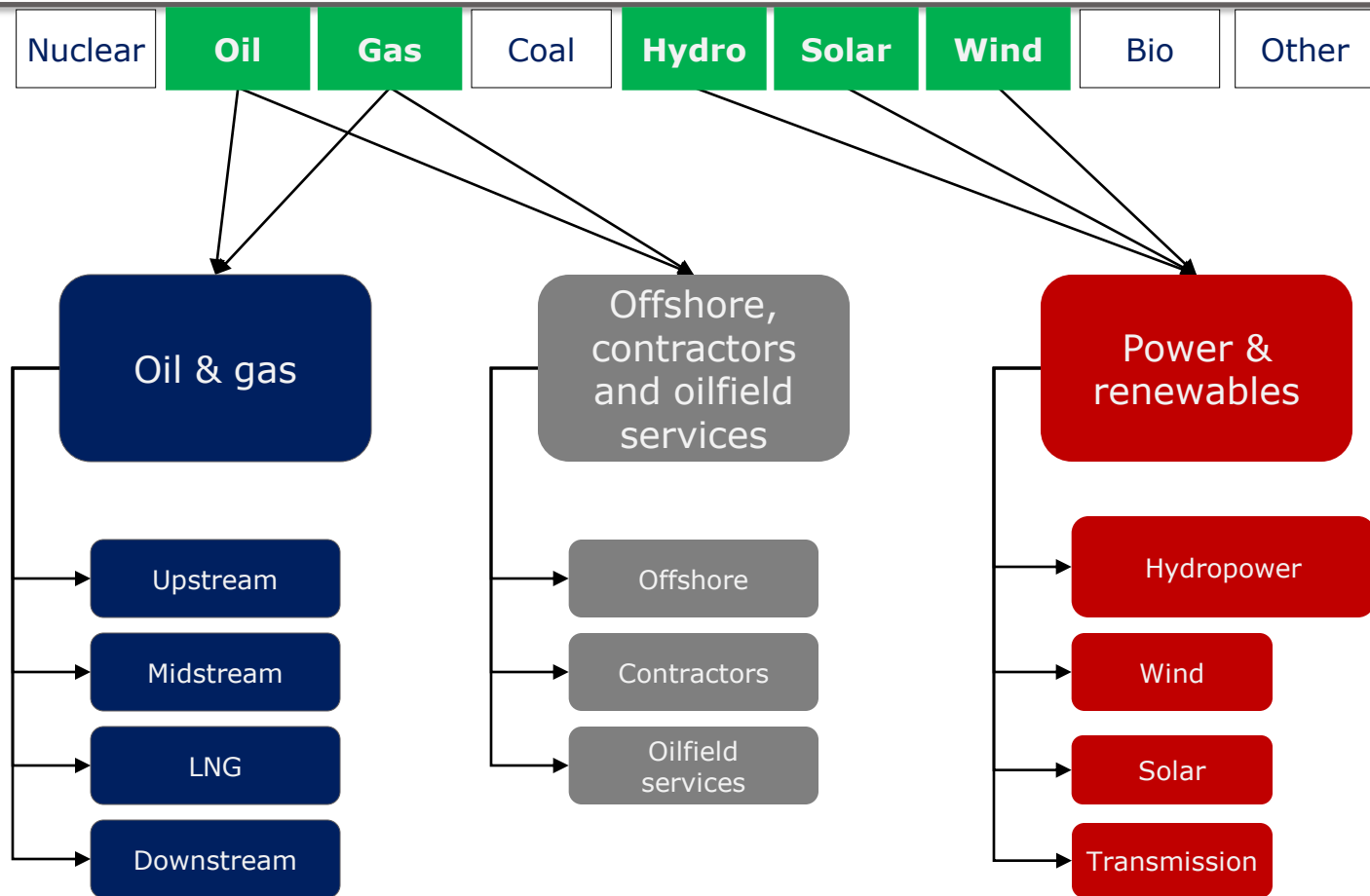


**Norwegian electricity production  
(99 % hydropower)**



- Norway is one of the world's largest exporters of oil and natural gas
- The Norwegian oil industry operates in most parts of the value chain
- Hydropower accounts for about 99 per cent of the total electricity production in Norway

...and form the basis for DnB NOR's commitment to the energy industry



# We have the people and the know-how

---



- Institutionalised industry competence
- Focus on core customers has mitigated risk and generated excellent results
- Strong record on self-financing through deposits
- Investment banking provides increasing non-lending income

# And the presence of energy experts serving our customers globally

---



# A solid footprint in the US market in 2009

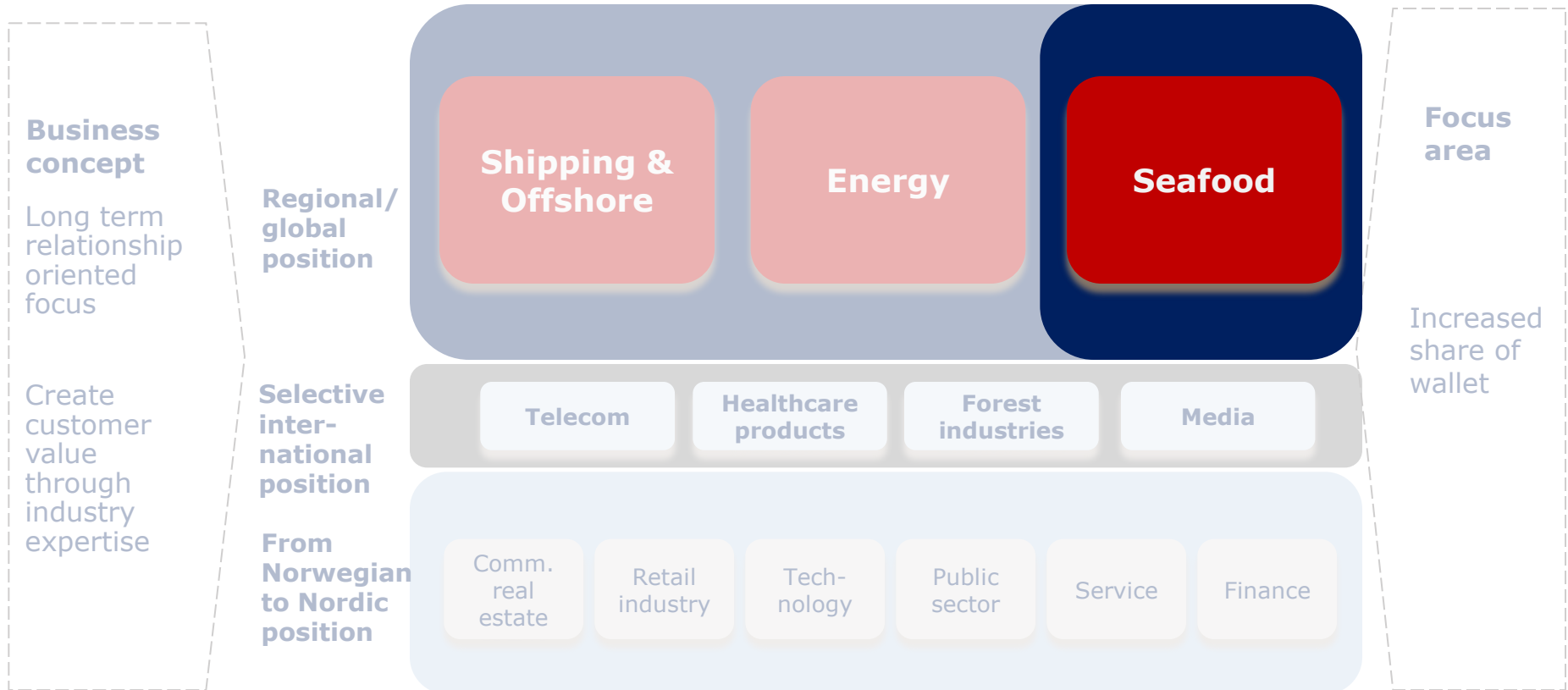
## US Investment Grade Energy Lead Arranger FY 2009

Rank	Bank	Number of Deals	Deal Volume (US\$)
1	DnB NOR	7	3 937 450 000
2	JP Morgan	6	3 715 000 000
3	Bank of America Merrill Lynch	10	3 695 000 000
4	Wells Fargo	8	3 556 000 000
5	BNP Paribas	5	1 960 000 000
6	Calyon	2	1 650 000 000
7	Citi	2	1 500 000 000
8	Barclays	2	1 300 000 000
9	Royal Bank of Scotland	2	1 200 000 000
10	Toronto Dominion	1	1 000 000 000



And sixth in 2009 EMEA Oil & Gas Mandated Lead Arranger ranking

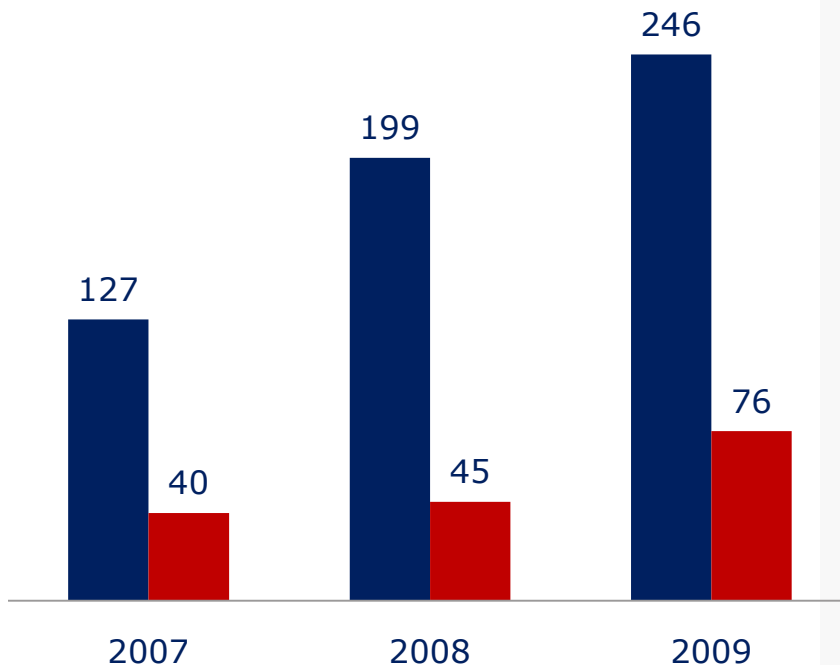
# Secure profitable growth within seafood



# Seafood exposure is relatively small but DnB NOR has a significant market share

## Development in DnB NOR seafood (NOK million)

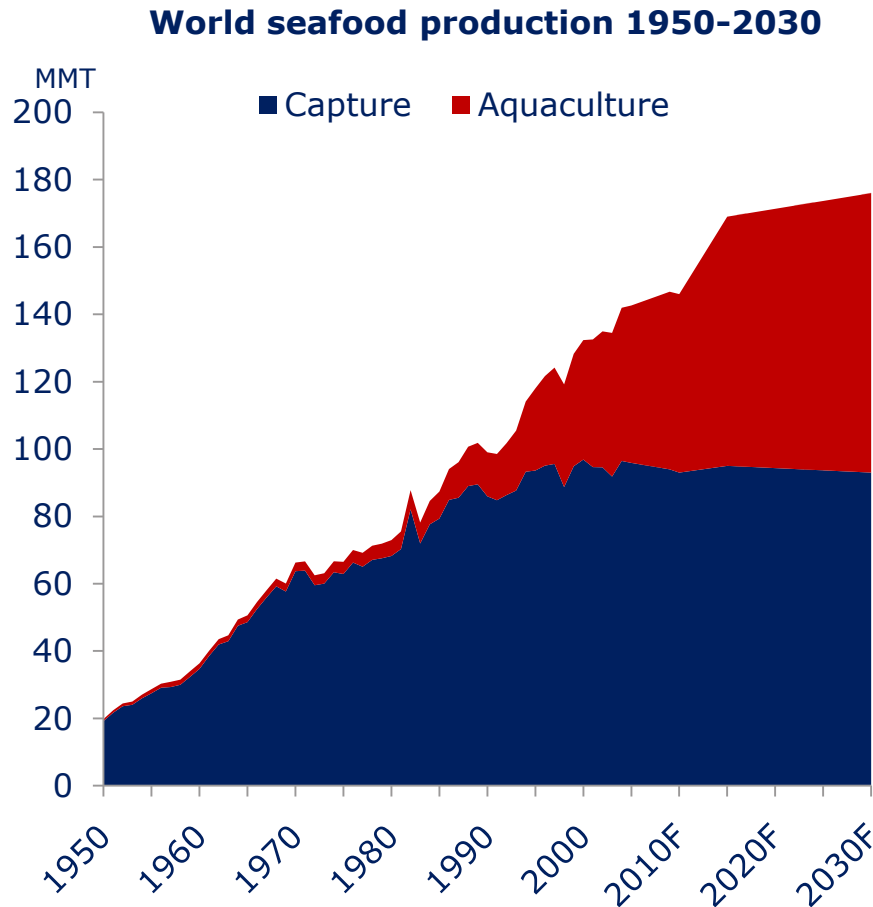
- Pre-tax operating profit before write-downs
- Non lending income



- Norwegian exporters have emerged strengthened from the downturn
- DnB NOR has been a long term player in the industry – through good and bad times
- We have capabilities both geographically and product-wise to capture the growth opportunities



# A steady increase in demand for seafood



- A small, but profitable industry with strong growth drivers
- Strong underlying trends drive demand
- Norwegian export value of approximately NOK 45 billion

# Significant growth ambitions based on Norwegian traditional industries

---

Solid position in our home market and within selected industries internationally

Growth opportunities within industries where we already have a strong position

Energy will be the most important growth area over the next 2-3 years

A high-quality customer portfolio

Continue to create value through a stronger emphasis on non lending income