

The image shows a blurred financial statement or stock market data table. The text is mostly illegible due to blurring, but some numbers are visible. A small orange box highlights a specific entry in the second column from the left.

|       |       |        |   |  |  |
|-------|-------|--------|---|--|--|
| 79.50 | 2.800 | 66.00  |   |  |  |
| 71.50 | 500   | 152.00 | ↓ |  |  |
| 67.50 | 5.200 | 179.50 | ↓ |  |  |
| 64.50 | 3.100 | 121.00 | ↓ |  |  |
| 61.50 | 200   | 197.00 | ↓ |  |  |
| 58.50 | 1.350 | 419.00 | ↓ |  |  |
| 55.50 | 1.770 | 654.00 | ↓ |  |  |
| 52.50 | 1.000 | 476.00 | ↓ |  |  |
| 49.50 | 1.000 | 62.00  | ↑ |  |  |
| 46.50 | 1.000 | 477.00 | ↓ |  |  |
| 43.50 | 1.000 | 224.00 | ↓ |  |  |
| 40.50 | 1.000 | 96.00  | ↓ |  |  |
| 37.50 | 1.000 | 124.00 | ↓ |  |  |
| 34.50 | 1.000 | 209.50 | ↓ |  |  |
| 31.50 | 1.000 | 209.00 | ↑ |  |  |
| 28.50 | 1.000 | 83.50  | ↑ |  |  |
| 25.50 | 1.000 | 27.20  | ↑ |  |  |

# 3RD QUARTERLY REPORT 2001

The Fokus Bank Group made a pre-tax profit on ordinary operations of NOK 19.8 million for the nine months ended on September 30, 2001. The profit for the same period of 2000 was NOK 218.6 million. The result of the first three quarters of 2001 includes expenses in the amount of NOK 124.9 million incurred in the process of integrating the IT systems

of Fokus Bank and Danske Bank. The operating profit before losses on loans and write-downs was NOK 301.4 million, against NOK 385.2 million for the same period last year. If the result is adjusted for expenses in connection with the integration of the IT systems, underlying operations before losses show a clear improvement.

Group total assets were 3.1 per cent up on the figure at the turn of the year. During the past twelve months, total assets have risen 4.8 per cent. Gross lending has risen by NOK 1.7 billion since January 1. Gross lending has risen NOK 3.9 billion, or 9.3 per cent, during the past twelve months.

## General observations

Fokus Bank has made large investments and undergone considerable restructurings in 2001. All these activities are designed to improve the Bank's service to its customers, and over time develop the Bank into a strong player on the Norwegian market.

The Bank's new organisation was fully implemented at the end of the third quarter. Three market divisions have been established: Retail Banking, Corporate Banking and Investment Management. This breakdown into divisions enables the Bank to benefit from a strong central production, management and control, and at the same time strengthens local advisory services and decisions. In addition, Fokus Bank is developing

new customised concepts and products to further strengthen its services to customers.

The profit for the year 2001 is affected by the activities in connection with the Bank's IT integration. Fokus Bank will be operating on the same IT platform as the other units of the Danske Bank Group. Already next year, this will enhance the efficiency of operations and provide new solutions to the Bank's customers.

Overall, these restructurings and investments give the Bank a good starting point for its activities next year.

Over the year, expectations to the global economy have been down-

graded, and the events on September 11, made matters worse. The terrorist actions increased the uncertainty about developments, although the effect on the Norwegian economy is expected to be small. The Norwegian economy is likely to continue to show reasonably good growth and high capacity utilisation. Even so, some uncertainty exists also regarding the Norwegian economy. Fokus Bank will therefore follow developments and the consequences for the Bank's markets and customers closely.

### Profit and loss account

Net interest income amounted to NOK 818.9 million, which was NOK 7.0 million down on the same period last year. Measured as a percentage of average total assets, net interest amounts to 2.13 per cent for the nine months ended on September 30, 2001, against 2.30 per cent for same period of 2000. The fall is attributable to smaller margins, both on lending and deposits, as a result of strong competition in the market. Developments in net interest throughout 2001 show a positive trend.

Other operating income amounted to NOK 415.7 million. This is NOK

22.5 million more than for the same period last year. This increase is, to a large extent, due to increased profits on the Bank's portfolio of equities. Net profit on securities fell NOK 14.3 million from the second to the third quarter.

Operating expenses amounted to NOK 933.2 million, which was NOK 99.3 million up on the same period last year. Expenses regarding the Bank's operations are lower than last year; however, expenses of NOK 124.9 million incurred in connection with the integration of Fokus Bank's IT systems with the Danske Bank Group systems raise

the total level of costs. Measured as a percentage of average total assets, operating expenses amounted to 2.42 per cent, against 2.83 per cent for the whole of 2000.

At the end of the third quarter, the Fokus Bank Group had 999 full-time employees. This represents a reduction in the staff of 80 full-time employees since the end of 2000. During the past twelve months, the number of full-time employees has fallen by 65. The cost/income ratio is 75.6 per cent, compared with 84.4 per cent for the whole of 2000.

### Losses on loans and guarantees

Net losses on loans amount to NOK 310.0 million in the first three quarters of 2001. Gross losses amounted to NOK 396.7 million; 90.1 per cent was attributable to business and industry and 9.9 per cent to retail customers. Estimated

losses amounted to 97.5 per cent of gross losses as at September 30, 2001.

Gross non-performing loans stood at NOK 989.0 million, which is a decrease of 14.7 per cent since the

turn of the year. Gross nonperforming loans account for 2.1 per cent of gross lending. Specific loan loss provisions amounted to 58.7 per cent of gross nonperforming loans. Net nonperforming loans amounted to NOK 408.0 million.

### Balance sheet

Fokus Bank's total assets amounted to NOK 51.8 billion. This is an increase of NOK 1.6 billion since the turn of the year and corresponds to a growth rate of 3.1 per cent. Growth for the same period last year was 4.8 per cent. During the

first three quarters of the year, the Bank increased its gross lending by NOK 1.7 billion. Gross lending rose NOK 3.9 billion, or 9.3 per cent, during the past twelve months. Customer deposits totalled NOK 25.4 billion as at September 30,

2001, a decrease of NOK 2.2 billion since the turn of the year. The Bank's own funding, measured as ordinary deposits against net loans, amounted to 56.5 per cent.

### Fokus Bank's tax position

In September 1998, Fokus Bank issued a writ against the government represented by the Sør-Trøndelag tax office, because the tax authorities contest the Bank's right to write down the preference capital of NOK 2.15 billion. The case has been postponed due to

the Norwegian Supreme Court's treatment of similar cases against Den norske Bank and Kreditkassen. In July, DnB and Kreditkassen succeeded in their claims. It is Fokus Bank's understanding that the tax authorities will close the case in accordance with the decisions

made by the Supreme Court during the 4th quarter of 2001. The accounts have been drawn upon the assumption that the Bank will win the case.

### Equity capital

The capital ratio as at September 30, 2001, was 12.32 per cent for the Group and 13.74 per cent for the parent bank, of which the tier 1 ratios were 7.72 per cent and 8.64

per cent, respectively. On January 1, the Group had a capital adequacy ratio of 10.31 per cent and the parent bank a capital adequacy ratio of 10.94 per cent. The tier 1

ratios stood at 6.20 per cent for the Group and 6.68 per cent for the parent bank.

Trondheim, October 22, 2001  
The board of directors of Fokus Bank ASA

| Parent Bank |          |          | Profit and loss account   | Group        |          |          |
|-------------|----------|----------|---|--------------|----------|----------|
| 31.12.00    | 30.09.00 | 30.09.01 | NOK mill.   | 30.09.01     | 30.09.00 | 31.12.00 |
| 4,009.3     | 2,862.5  | 3,171.4  | Interest income and related income                              | 3,414.0      | 2,870.2  | 4,038.4  |
| 2,946.2     | 2,077.1  | 2,457.7  | Interest expenses and related expenses                          | 2,595.1      | 2,044.3  | 2,913.8  |
| 1,063.1     | 785.4    | 713.7    | <b>Net interest and credit commissions</b>                      | <b>818.9</b> | 825.9    | 1,124.6  |
| 75.7        | 25.5     | 86.3     | Dividend and other income from securities                       | 86.3         | 19.9     | 31.7     |
| 294.9       | 207.8    | 249.4    | Commissions and other income from banking services              | 286.6        | 295.1    | 415.5    |
| (64.1)      | (48.7)   | (46.3)   | Commissions and other expenses from banking services            | (46.5)       | (49.2)   | (64.8)   |
| 20.2        | 47.2     | 6.3      | Net profit (loss) on securities                                 | 9.1          | 46.1     | 9.7      |
| 52.6        | 40.0     | 43.7     | Net profit (loss) on foreign exchange and financial derivatives | 43.7         | 40.0     | 59.3     |
| 56.5        | 41.5     | 46.3     | Other operating income  | 36.5         | 41.3     | 51.5     |
| 435.8       | 313.3    | 385.7    | <b>Total operating income, other</b>                            | <b>415.7</b> | 393.2    | 502.9    |
| 489.9       | 332.2    | 362.5    | Salaries, etc.  | 402.2        | 379.3    | 575.0    |
| 359.5       | 255.1    | 320.3    | General administrative expenses                                 | 344.0        | 281.1    | 400.2    |
| 217.2       | 35.3     | 29.2     | Depreciation of and write-downs on tangible assets              | 64.6         | 45.3     | 230.3    |
| 164.6       | 127.8    | 115.8    | Other operating expenses  | 122.4        | 128.2    | 167.5    |
| 1,231.2     | 750.4    | 827.8    | <b>Total operating expenses</b>                                 | <b>933.2</b> | 833.9    | 1,373.0  |
| 267.7       | 348.3    | 271.6    | <b>Operating result before loan losses and write-downs</b>      | <b>301.4</b> | 385.2    | 254.5    |
| 498.0       | 162.6    | 307.6    | Losses on loans and guarantees, etc.                            | 310.0        | 171.0    | 514.7    |
| 12.2        | 4.4      | (17.4)   | Write-downs and profit/loss on long-term securities             | 28.4         | 4.4      | 12.2     |
| (218.1)     | 190.1    | (53.4)   | <b>Result from ordinary operations before tax</b>               | <b>19.8</b>  | 218.6    | (248.0)  |
| (70.4)      | 65.5     | (14.9)   | Tax   | 0.0          | 65.5     | (71.9)   |
| (147.7)     | 124.6    | (38.5)   | <b>Result from ordinary operations after tax</b>                | <b>19.8</b>  | 153.1    | (176.1)  |
| 0.0         | 0.0      | 0.0      | Extraordinary income  | 0.0          | 0.0      | 0.0      |
| 0.0         | 0.0      | 0.0      | Extraordinary expenses  | 0.0          | 0.0      | 0.0      |
| 0.0         | 0.0      | 0.0      | Tax   | 0.0          | 0.0      | 0.0      |
| (147.7)     | 124.6    | (38.5)   | <b>Result</b>   | <b>19.8</b>  | 153.1    | (176.1)  |

| Parent Bank |          |                  | Balance Sheet                                       | Group            |          |           |
|-------------|----------|------------------|---|------------------|----------|-----------|
| 31.12.00    | 30.09.00 | 30.09.01         | NOK mill.   | 30.09.01         | 30.09.00 | 31.12.00  |
| 257.2       | 732.1    | <b>1,363.0</b>   | Cash and receivables from central banks             | <b>1,363.0</b>   | 732.2    | 257.2     |
| 748.1       | 1,478.5  | <b>2,982.6</b>   | Lending to and receivables from credit institutions | <b>1,141.5</b>   | 1,536.0  | 822.9     |
| 42,260.1    | 42,132.8 | <b>37,822.1</b>  | Gross lending to customers                          | <b>46,374.1</b>  | 42,419.1 | 44,621.2  |
| (1,177.2)   | (918.3)  | <b>(1,242.3)</b> | Specific loan loss provisions                       | <b>(1,260.8)</b> | (927.6)  | (1,193.1) |
| (169.0)     | (169.0)  | <b>(169.0)</b>   | General loan loss provisions                        | <b>(171.4)</b>   | (171.6)  | (171.9)   |
| 40,913.9    | 41,045.5 | <b>36,410.8</b>  | <b>Net lending to customers</b>                     | <b>44,941.9</b>  | 41,319.9 | 43,256.2  |
| 2.3         | 2.3      | <b>1.7</b>       | Repossessed assets                                  | <b>1.7</b>       | 2.3      | 2.3       |
| 3,265.7     | 2,288.9  | <b>1,897.6</b>   | Certificates and bonds                              | <b>1,900.5</b>   | 2,300.3  | 3,277.8   |
| 706.8       | 730.6    | <b>468.9</b>     | Shares and other securities                         | <b>469.3</b>     | 753.0    | 724.4     |
| 47.6        | 46.2     | <b>57.9</b>      | Ownership in associated companies                   | <b>57.9</b>      | 46.2     | 47.6      |
| 1,129.0     | 1,082.0  | <b>1,007.2</b>   | Ownership in consolidated companies                 | <b>0.0</b>       | 0.0      | 0.0       |
| 786.8       | 616.7    | <b>786.8</b>     | Intangible assets                                   | <b>797.5</b>     | 767.0    | 858.3     |
| 374.2       | 468.4    | <b>357.0</b>     | Tangible assets                                     | <b>361.8</b>     | 504.9    | 380.5     |
| 34.5        | 59.9     | <b>178.3</b>     | Other assets  | <b>178.3</b>     | 59.1     | 33.8      |
| 453.6       | 1,168.4  | <b>577.8</b>     | Accrued income and prepaid expenses                 | <b>606.1</b>     | 1,428.5  | 580.3     |
| 48,719.7    | 49,719.5 | <b>46,089.6</b>  | <b>Total assets</b>                                 | <b>51,819.5</b>  | 49,449.4 | 50,241.3  |
| 3,702.8     | 4,722.4  | <b>2,820.5</b>   | Due to credit institutions                          | <b>8,489.2</b>   | 4,722.4  | 5,152.3   |
| 27,724.9    | 27,372.8 | <b>25,486.1</b>  | Deposits from and liabilities to customers          | <b>25,392.8</b>  | 26,719.6 | 27,622.4  |
| 10,269.1    | 10,415.7 | <b>10,035.7</b>  | Debt securities in issue                            | <b>10,035.7</b>  | 10,415.7 | 10,269.1  |
| 701.2       | 345.0    | <b>705.6</b>     | Other liabilities                                   | <b>710.0</b>     | 568.3    | 850.8     |
| 599.6       | 951.4    | <b>985.6</b>     | Accrued expenses and prepaid income                 | <b>1,078.9</b>   | 963.9    | 626.3     |
| 233.5       | 223.7    | <b>210.1</b>     | Other liabilities and provisions                    | <b>216.1</b>     | 229.1    | 239.2     |
| 1,996.3     | 2,053.0  | <b>1,992.1</b>   | Subordinated loan capital                           | <b>1,992.1</b>   | 2,053.0  | 1,996.3   |
| 45,227.4    | 46,084.0 | <b>42,235.7</b>  | <b>Total liabilities</b>                            | <b>47,914.8</b>  | 45,672.0 | 46,756.4  |
| 1,130.2     | 1,109.0  | <b>1,530.2</b>   | Share capital                                       | <b>1,530.2</b>   | 1,109.0  | 1,130.2   |
| 2,362.1     | 2,401.9  | <b>2,362.2</b>   | Funds   | <b>2,354.7</b>   | 2,515.3  | 2,354.7   |
| 0.0         | 124.6    | <b>(38.5)</b>    | Profit this period                                  | <b>19.8</b>      | 153.1    | 0.0       |
| 3,492.3     | 3,635.5  | <b>3,853.9</b>   | <b>Total equity</b>                                 | <b>3,904.7</b>   | 3,777.4  | 3,484.9   |
| 48,719.7    | 49,719.5 | <b>46,089.6</b>  | <b>Total liabilities and equity capital</b>         | <b>51,819.5</b>  | 49,449.4 | 50,241.3  |

## Accounting policies

### General

The interim report has been prepared in accordance with generally accepted accounting standards and the instructions laid down by the Banking, Insurance and Securities Commission of Norway governing the preparation of annual and interim reports.

Subsidiaries are included in the accounts of the parent bank using the cost method, while associated companies are included in the accounts using the equity method. Deferred tax benefits have been included in the balance sheet as intangible assets. The market-based financial instruments included in the trading portfolio are booked at market value.

Income received annually as one amount is accrued over the year. A full version of the accounting policies applied is available in the Annual Report for 2000.

### The Bank's tax position

In 1995, the Norwegian tax authorities questioned the Bank's right to deduct write-downs on preference capital of NOK 2.15 billion issued during the Norwegian banking crisis. After the Trondheim Overligningsnemnd found for the Bank, the case was heard before the Sør-Trøndelag fylkesskattenemnd in April 1998. The outcome of the case was negative seen from the Bank's point of view. In September 1998, the Bank issued a writ against the government represented by Sør-Trøndelag fylke's tax office. The case has not been set down for the main proceedings yet. A clarification is expected in the course of the fourth quarter of 2001.

Den norske Bank (DnB) and Kreditkassen have had similar cases tried by the legal system. The cases are now closed and both DnB and Kreditkassen succeeded in their claims before the High Court. The dispute between Fokus Bank and the Norwegian tax authorities is expected to reach a similar solution.

The tax loss carried forward is included in the basis for calculating the deferred tax benefit at a value of NOK 601 million as at January 1, 2001. Tax expenses in the accounts equal the change in deferred tax benefit.

**Changes in specific and general provisions for Group losses**

| NOK mill.   | 30.09.01 | 2000    |
|---|----------|---------|
| Specific provisions as at 01.01.  | 1,193.1  | 811.4   |
| - Confirmed losses during the period previously provided for by specific provisions | (239.8)  | (119.5) |
| + Increased specific loan loss provisions during the period                         | 161.9    | 130.7   |
| + New specific loan loss provisions during the period                               | 227.4    | 437.3   |
| - Reversal of specific loan loss provisions during the period                       | (81.8)   | (66.8)  |
| Specific provisions   | 1,260.8  | 1,193.1 |

| NOK mill.   | 30.09.01 | 2000  |
|---|----------|-------|
| General provisions for losses on loans, guarantees, etc., as at 01.01.          | 176.6    | 177.0 |
| +/- General provisions for losses on loans, guarantees, etc., during the period | 0.0      | 0.0   |
| General provisions  | 176.6    | 177.0 |
| Of which general provisions for loan losses as at 30.09.                        | 171.4    | 171.9 |

**Losses on loans and guarantees in the Group**

| NOK mill.   | 30.09.01 | 2000   |
|---|----------|--------|
| Changes in specific loan loss provisions during the period  | 65.1     | 381.6  |
| + Changes in general loan loss provisions during the period                                       | 0.0      | 0.2    |
| + Confirmed losses during the period previously provided for by specific loan loss provisions     | 242.2    | 124.4  |
| + Confirmed losses during the period not previously provided for by specific loan loss provisions | 10.1     | 26.6   |
| - Reversals of previous periods' confirmed losses during the period                               | (7.4)    | (18.1) |
| + Debt remission subsidiaries   | 0.0      | 0.0    |
| Loan losses during the period   | 310.0    | 514.7  |

| Parent Bank |          | Capital adequacy                      | Group    |          |
|-------------|----------|---------------------------------------|----------|----------|
| 31.12.00    | 30.09.01 |                                       | 30.09.01 | 31.12.00 |
| 2,485       | 2,891    | Core capital                          | 2,865    | 2,391    |
| 1,593       | 1,708    | Supplementary capital                 | 1,708    | 1,593    |
| 4,078       | 4,599    | Total equity and subordinated capital | 4,573    | 3,984    |
| (10)        | (4)      | Deduction                             | (4)      | (10)     |
| 4,068       | 4,595    | Net equity and subordinated capital   | 4,569    | 3,974    |
| 37,196      | 33,450   | Risk-weighted assets                  | 37,088   | 38,554   |
| 10.94       | 13.74    | Capital adequacy ratio                | 12.32    | 10.31    |
| 6.68        | 8.64     | Core capital ratio                    | 7.72     | 6.20     |

**Ratios**

|  | 30.06.01 | 2000   |
|--|----------|--------|
| Cost/income ratio 1)                                       | 75.6     | 84.4   |
| General provisions for loan losses in per cent of loans 2) | 0.38     | 0.40   |
| Loans in per cent of total assets 3)                       | 87.1     | 86.4   |
| Losses in per cent 4)                                      | 0.89     | 1.15   |
| Deposit coverage ratio 5)                                  | 54.8     | 61.9   |
| Return on equity 6)  | 0.71     | (4.85) |
| Earnings per share (NOK) 7)                                | 0.29     | (2.42) |

1) Ordinary operating expenses in per cent of the total net interest income and other operating income

2) General loan loss provisions in per cent of gross loans after deducting specific loan loss provisions

3) Gross loans after deducting specific loan loss provisions in per cent of total assets

4) Net loan losses, excluding guarantees, in per cent of gross loans at the end of the period (p.a.)

5) Customer deposits in per cent of gross ordinary loans

6) Result in per cent of average equity capital (p.a.)

7) Result divided by average number of shares (p.a.)

### Key figures, quarterly reports

| Result NOK million                              | 3rd Q 01       | 2nd Q 01       | 1st Q 01       | 4th Q 00       | 3rd Q 00       | 2nd Q 00       | 1st Q 00      | 4th Q 99      | 3rd Q 99      | 2nd Q 99      | 1st Q 99      |
|---|----------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|---------------|
| <b>Net interest income and</b>                  |                |                |                |                |                |                |               |               |               |               |               |
| credit commissions                              | 293.1          | 272.9          | 252.9          | 298.7          | 268.2          | 276.4          | 281.3         | 273.1         | 281.7         | 280.6         | 288.8         |
| Other operating income, net                     | 84.7           | 171.6          | 159.4          | 109.7          | 152.9          | 85.9           | 154.4         | 120.2         | 123.7         | 103.2         | 146.0         |
| <b>Total operating income</b>                   | <b>377.8</b>   | <b>444.5</b>   | <b>412.3</b>   | <b>408.4</b>   | <b>421.1</b>   | <b>362.3</b>   | <b>435.7</b>  | <b>393.3</b>  | <b>405.4</b>  | <b>383.8</b>  | <b>434.8</b>  |
| <b>Total operating expenses</b>                 | <b>286.0</b>   | <b>345.2</b>   | <b>302.0</b>   | <b>539.1</b>   | <b>291.3</b>   | <b>268.8</b>   | <b>273.8</b>  | <b>262.1</b>  | <b>227.9</b>  | <b>286.7</b>  | <b>214.2</b>  |
| <b>Oper. res. before losses and write-downs</b> | <b>91.8</b>    | <b>99.3</b>    | <b>110.3</b>   | <b>(130.7)</b> | <b>129.8</b>   | <b>93.5</b>    | <b>161.9</b>  | <b>131.2</b>  | <b>177.5</b>  | <b>97.1</b>   | <b>220.6</b>  |
| Losses on loans and guarantees                  | 200.7          | 81.4           | 27.9           | 343.7          | 64.3           | 71.7           | 35.0          | 59.1          | 52.9          | 49.4          | 30.1          |
| <b>Write-downs and profit/loss</b>              |                |                |                |                |                |                |               |               |               |               |               |
| on long-term securities                         | (1.0)          | 28.7           | 0.7            | 7.8            | (1.0)          | 0.0            | 5.4           | 21.3          | 0.0           | 0.1           | 4.6           |
| <b>Result from ordinary operations</b>          | <b>(109.9)</b> | <b>46.6</b>    | <b>83.1</b>    | <b>(466.6)</b> | <b>64.5</b>    | <b>21.8</b>    | <b>132.3</b>  | <b>93.4</b>   | <b>124.6</b>  | <b>47.8</b>   | <b>195.1</b>  |
| <b>Balance sheet</b>                            |                |                |                |                |                |                |               |               |               |               |               |
| <b>Balance sheet</b>                            | <b>30.09.</b>  | <b>30.06.</b>  | <b>31.03.</b>  | <b>31.12.</b>  | <b>30.09.</b>  | <b>30.06.</b>  | <b>31.03.</b> | <b>31.12.</b> | <b>30.09.</b> | <b>30.06.</b> | <b>31.03.</b> |
| Gross lending to customers                      | 46,374.1       | 45,718.7       | 44,592.5       | 44,621.2       | 42,419.0       | 40,502.1       | 39,441.9      | 38,895.1      | 37,574.0      | 37,188.0      | 36,978.1      |
| Customer deposits                               | 25,392.8       | 26,087.2       | 26,902.9       | 27,622.4       | 26,719.6       | 24,054.7       | 24,058.6      | 23,243.1      | 21,751.4      | 22,838.0      | 21,148.1      |
| Total assets                                    | 51,819.5       | 51,237.3       | 50,686.9       | 50,241.3       | 49,449.3       | 47,669.1       | 45,722.0      | 44,314.1      | 44,045.3      | 44,004.0      | 43,117.9      |
| Quarterly average total assets                  | 51,291.2       | 51,494.9       | 51,081.0       | 50,893.3       | 48,764.5       | 48,158.7       | 45,830.2      | 44,623.4      | 44,069.1      | 43,837.8      | 42,906.9      |
| Average total assets                            | 51,355.1       | 51,374.8       | 51,081.0       | 48,531.7       | 47,785.2       | 47,209.2       | 45,830.2      | 43,890.2      | 43,612.4      | 43,408.7      | 42,906.9      |
| <b>Loan loss provisions</b>                     |                |                |                |                |                |                |               |               |               |               |               |
| Specific loan loss provisions                   | 1,260.8        | 1,119.1        | 1,181.4        | 1,193.1        | 927.6          | 880.1          | 817.5         | 811.4         | 790.5         | 768.4         | 740.9         |
| General loan loss provisions                    | 171.4          | 171.9          | 171.9          | 171.9          | 171.6          | 171.6          | 171.6         | 171.7         | 172.1         | 161.8         | 161.3         |
| <b>Total loan loss provisions</b>               | <b>1,432.2</b> | <b>1,291.0</b> | <b>1,353.3</b> | <b>1,365.0</b> | <b>1,099.2</b> | <b>1,051.7</b> | <b>989.1</b>  | <b>983.1</b>  | <b>962.6</b>  | <b>930.2</b>  | <b>902.2</b>  |
| Loan loss provisions in % of total loans        | 3.1            | 2.8            | 3.0            | 3.1            | 2.6            | 2.6            | 2.5           | 2.5           | 2.6           | 2.5           | 2.4           |
| <b>Non-performing loans</b>                     |                |                |                |                |                |                |               |               |               |               |               |
| Total non-performing loans                      | 989            | 1,027          | 1,123          | 1,160          | 1,191          | 1,214          | 1,170         | 1,150         | 1,225         | 1,226         | 1,174         |
| Specific loan loss provisions                   | 581            | 627            | 720            | 743            | 713            | 679            | 660           | 641           | 699           | 681           | 651           |
| <b>Non-performing loans, net</b>                | <b>408</b>     | <b>400</b>     | <b>403</b>     | <b>417</b>     | <b>478</b>     | <b>535</b>     | <b>510</b>    | <b>509</b>    | <b>526</b>    | <b>545</b>    | <b>523</b>    |
| <b>Loan loss provisions in % of</b>             |                |                |                |                |                |                |               |               |               |               |               |
| total non-performing loans                      | 58.7           | 61.1           | 64.1           | 64.1           | 59.9           | 55.9           | 56.4          | 55.7          | 57.1          | 55.6          | 55.5          |
| <b>Non-performing loans</b>                     |                |                |                |                |                |                |               |               |               |               |               |
| in % of total loans, net                        | 0.9            | 0.9            | 0.9            | 0.9            | 1.1            | 1.3            | 1.3           | 1.3           | 1.4           | 1.5           | 1.4           |
| <b>Doubtful loans</b>                           |                |                |                |                |                |                |               |               |               |               |               |
| Total doubtful loans                            | 1,784          | 1,540          | 1,623          | 1,661          | 308            | 415            | 435           | 514           | 207           | 215           | 218           |
| Specific loan loss provisions                   | 661            | 475            | 445            | 434            | 205            | 192            | 153           | 166           | 88            | 87            | 90            |
| <b>Doubtful loans, net</b>                      | <b>1,123</b>   | <b>1,065</b>   | <b>1,178</b>   | <b>1,227</b>   | <b>103</b>     | <b>223</b>     | <b>282</b>    | <b>348</b>    | <b>119</b>    | <b>128</b>    | <b>128</b>    |
| <b>Loan loss provisions in % of</b>             |                |                |                |                |                |                |               |               |               |               |               |
| total doubtful loans                            | 37.1           | 30.8           | 27.4           | 26.1           | 66.6           | 46.3           | 35.2          | 32.3          | 42.5          | 40.5          | 41.3          |
| <b>Development soft loans</b>                   |                |                |                |                |                |                |               |               |               |               |               |
| Soft loans                                      | 80             | 87             | 89             | 113            | 111            | 99             | 100           | 107           | 106           | 100           | 103           |

Accounts with overdrawn or overdue amounts are classified as non-performing, unless the situation is considered temporary.

If the loan has been overdrawn for more than 90 days, it is always classified as non-performing.

Doubtful loans are exposures where an evaluation of the customer's financial situation has led the Bank to establish specific loan loss provisions, although the customer's loan is currently performing.