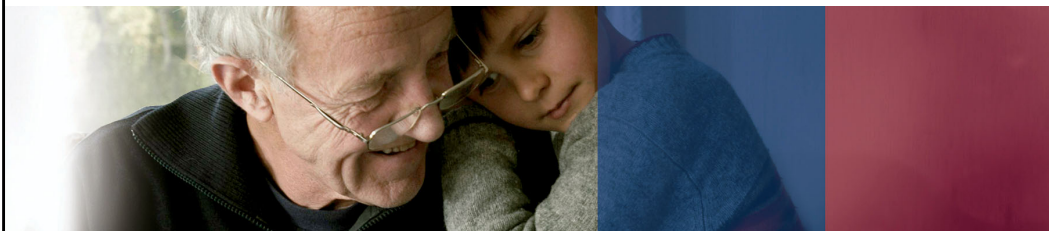


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Presentation of DnB NOR's  
results for the first quarter  
of 2004

6 May 2004

# DnB NOR Group Results



First quarter 2004

**DnB NOR**

## Good start for DnB NOR ...



- First-quarter profits up around 50 per cent to NOK 1.5 billion (1.0)
- Earnings per share:
  - before goodwill amortisation: NOK 1.28 (0.90)
  - after goodwill amortisation: NOK 1.16 (0.78)
- Return on equity:
  - before goodwill amortisation: 15.6 per cent (11.7)
  - after goodwill amortisation: 14.1 per cent (10.2)
- Core capital ratio: 7.1 per cent (6.6)

(Figures for the first quarter of 2003 in parentheses. Core capital includes 50 per cent of profits for the period.)

Pro forma accounting figures for 2003.

**DnB NOR**

## DnB NOR produces results ...



- cost savings totalling NOK 170 million, of which
  - NOK 93 million in 2003 and
  - NOK 77 million in the first quarter of 2004
- staff cuts corresponding to 329 full-time positions since 31 December 2003
- selection of bank branches to be moved into joint premises
- new strategic platform

(Staff cuts of 329 full-time positions refer to continued operations. Do not include 237 full-time positions in operations sold and acquired.)

3 | 5. mai 2004

**DnB NOR**

## DnB NOR produces results ...



- Elcon Finans sold to Santander Consumer Finance
- Holdings in BNbank sold
- Holdings in Storebrand reduced to 2 per cent \*)
- Holdings in BBS reduced to 40 per cent \*)
- Holdings in Norsk Tillitsmann reduced to 13 per cent \*)

Merger process on schedule

\*) As at 30 April 2004.

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**DnB NOR**

## Profit and loss accounts



<i>Amounts in NOK million</i>	<b>1Q04</b>	4Q03	3Q03	2Q03	<b>1Q03</b>	<i>Full year</i> 2003
Net interest income	<b>3 298</b>	3 299	3 509	3 478	<b>3 503</b>	13 789
Net other ordinary operating income	<b>2 199</b>	2 361	2 010	2 238	<b>1 670</b>	8 279
Ordinary operating expenses	<b>3 347</b>	3 381	3 248	3 263	<b>3 300</b>	13 191
Ordinary operating profit	<b>2 151</b>	2 279	2 271	2 453	<b>1 872</b>	8 876
Gains on the sale of fixed assets	<b>979</b>	13	7	2	<b>2</b>	23
Other expenses <sup>1)</sup>	<b>931</b>	127	35	30	<b>27</b>	219
Pre-tax operating profit before losses	<b>2 199</b>	2 165	2 244	2 425	<b>1 847</b>	8 681
Net losses on loans etc.	<b>135</b>	276	356	811	<b>449</b>	1 891
Net gain/(loss) on long-term securities	<b>15</b>	195	(3)	33	<b>(1)</b>	224
Pre-tax operating profit	<b>2 078</b>	2 083	1 885	1 648	<b>1 397</b>	7 014
Taxes	<b>561</b>	513	501	245	<b>377</b>	1 636
Profit for the period	<b>1 517</b>	1 570	1 384	1 403	<b>1 021</b>	5 378

1) Restructuring, allocations to DnB NOR's employee funds and losses on fixed assets

Pro forma accounting figures for 2003.

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**DnB NOR**

## Changes in net interest income



<i>Amounts in NOK million</i>	1Q04	Change	1Q03
<b>Net interest income</b>	<b>3 298</b>	<b>(205)</b>	<b>3 503</b>
Of which:			
Lending and deposit volumes		204	
Lending and deposit spreads		(157)	
Funding costs on equity, share investments and real estate		(268)	
Funding costs and interest reservations on non-performing and doubtful loans		59	
Other		(43)	

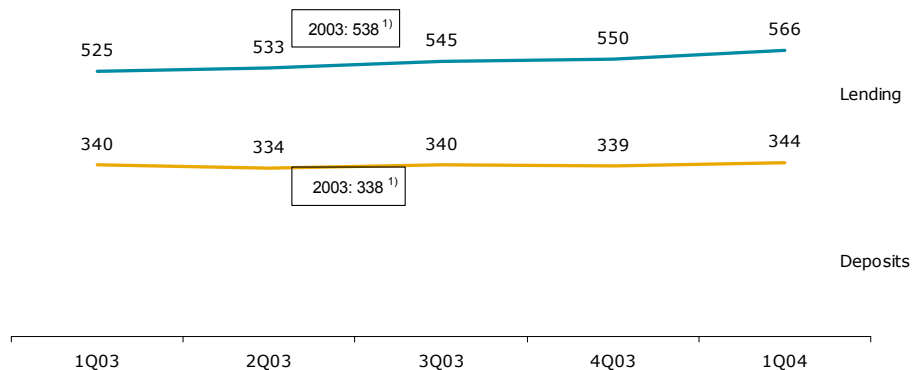
Pro forma accounting figures for 2003.

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**DnB NOR**

## Developments in average volumes

NOK billion



1) Average volume per year

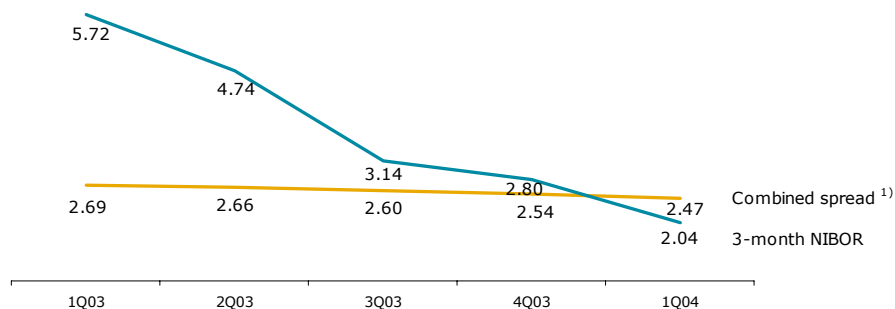
Pro forma accounting figures prior to 31 December 2003.

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**DnBNOR**

## Developments in average interest rate spreads

Per cent



1) Combined spread for lending and deposits

Pro forma accounting figures for 2003.

8 | 5. mai 2004

**DnBNOR**

## Other operating income



<i>Amounts in NOK million</i>	<b>1Q04</b>	4Q03	3Q03	2Q03	<b>1Q03</b>	<i>Full year</i> 2003
Income on traditional financial services	<b>1 788</b>	1 630	1 664	1 642	<b>1 574</b>	6 509
Net profit from Life Insurance and Pensions	<b>178</b>	360	88	297	<b>15</b>	760
Trading income on foreign exchange and interest rate instruments, Markets	<b>160</b>	105	94	77	<b>37</b>	312
Income on equities	<b>74</b>	266	164	222	<b>44</b>	697
Net ordinary operating income	<b>2 199</b>	2 361	2 010	2 238	<b>1 669</b>	8 279
Gains on the sale of fixed assets	<b>979</b>	13	7	2	<b>2</b>	23
Net other operating income	<b>3 178</b>	2 374	2 017	2 240	<b>1 671</b>	8 302

Pro forma accounting figures for 2003.

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**DnB NOR**

## Income on traditional financial services



<i>Amounts in NOK million</i>	<b>1Q04</b>	4Q03	3Q03	2Q03	<b>1Q03</b>	<i>Full year</i> 2003
Money transfer fees	<b>455</b>	459	504	478	<b>419</b>	1 859
Asset management services	<b>239</b>	258	228	194	<b>206</b>	886
Credit broking, guarantees etc.	<b>79</b>	79	92	94	<b>98</b>	363
Fees on real estate broking	<b>146</b>	160	161	157	<b>117</b>	595
Fees on custodial services	<b>41</b>	42	37	40	<b>40</b>	159
Securities broking	<b>89</b>	26	26	21	<b>16</b>	88
Insurance sales	<b>86</b>	72	60	39	<b>51</b>	221
Other income from banking services	<b>114</b>	99	101	94	<b>108</b>	402
Share of profit in associated companies	<b>58</b>	20	41	56	<b>41</b>	159
FX and interest rate instr. trading with customers, Markets	<b>250</b>	259	255	329	<b>324</b>	1 167
FX and interest rate instr. trading with customers, other entities	<b>24</b>	42	65	64	<b>34</b>	205
Miscellaneous operating income	<b>206</b>	115	94	77	<b>120</b>	406
Income on traditional financial services	<b>1 788</b>	1 630	1 664	1 642	<b>1 574</b>	6 509
<i>As a percentage of net operating income</i>	<b>81.3</b>	69.1	82.8	73.4	<b>94.3</b>	78.6

Pro forma accounting figures for 2003.

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**DnB NOR**

## Changes in net other operating income



<i>Amounts in NOK million</i>	<i>1Q04</i>	<i>Change</i>	<i>1Q03</i>
Net other operating income	3 178	1 507	1 671
Gain on the sale of fixed assets (Elcon Finans)	977	977	-
<b>Sundry ordinary operating income</b>	<b>2 201</b>	<b>530</b>	<b>1 671</b>
Of which:			
Income on financial services		154	
GN Driftspartner and GN Markedsstøtte		60	
Net profit from Life Insurance and Pensions		163	
Trading income on foreign exchange and interest rate instruments, Markets		123	
Income on equities		30	

Pro forma accounting figures for 2003.

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**DnB NOR**

## Changes in total operating expenses



<i>Amounts in NOK million</i>	<i>1Q04</i>	<i>Change</i>	<i>1Q03</i>
Total operating expenses	4 278	951	3 327
Other expenses <sup>1)</sup>	931	904	27
<b>Total ordinary operating expenses</b>	<b>3 347</b>	<b>47</b>	<b>3 300</b>
Of which:			
Wage settlements and pensions payment		61	
GN Driftspartner and GN Markedsstøtte		60	
Performance-related personnel expenses		41	
Merger synergies		(77)	} (115)
Streamlining of operations		(38)	

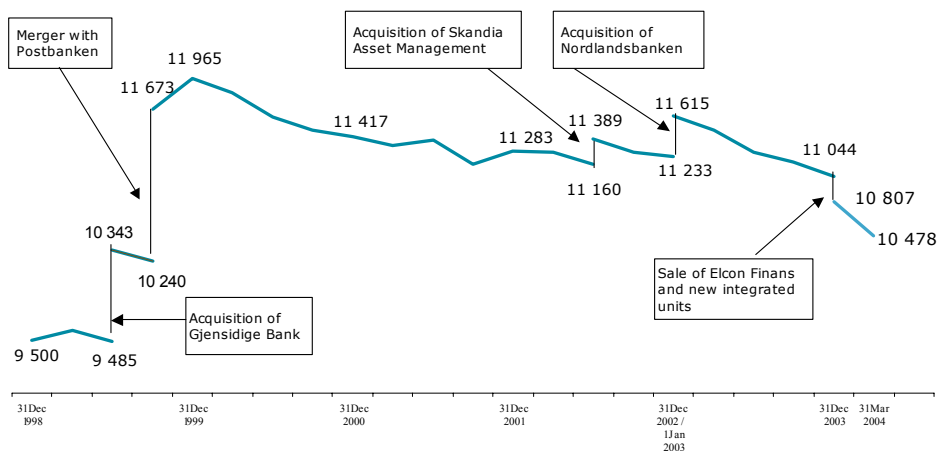
1) Restructuring expenses totalled NOK 930 million in the first quarter of 2004, as against NOK 4 million in the first quarter of 2003

Pro forma accounting figures for 2003.

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**DnB NOR**

## Employees - full-time positions

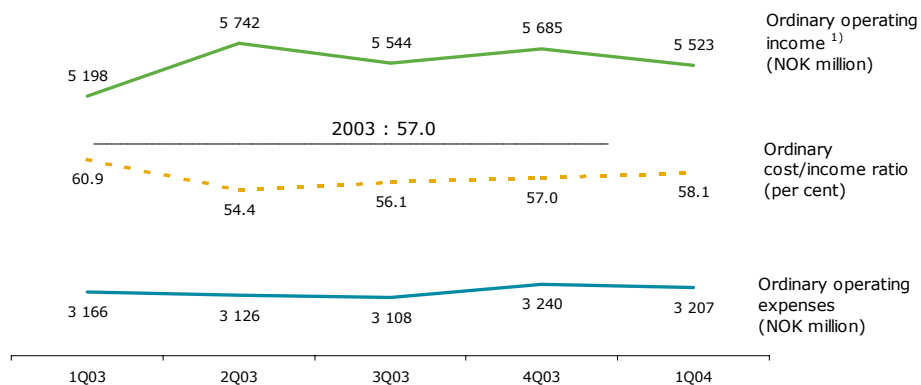


Pro forma figures prior to 31 December 2003.

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**DnBNOR**

## Ordinary cost/income ratio before goodwill amortisation



1) Excluding amortisation of goodwill on the investment in Life Insurance and Pensions

Pro forma accounting figures for 2003.

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**DnBNOR**



## Net losses/(reversals) on loans and guarantees



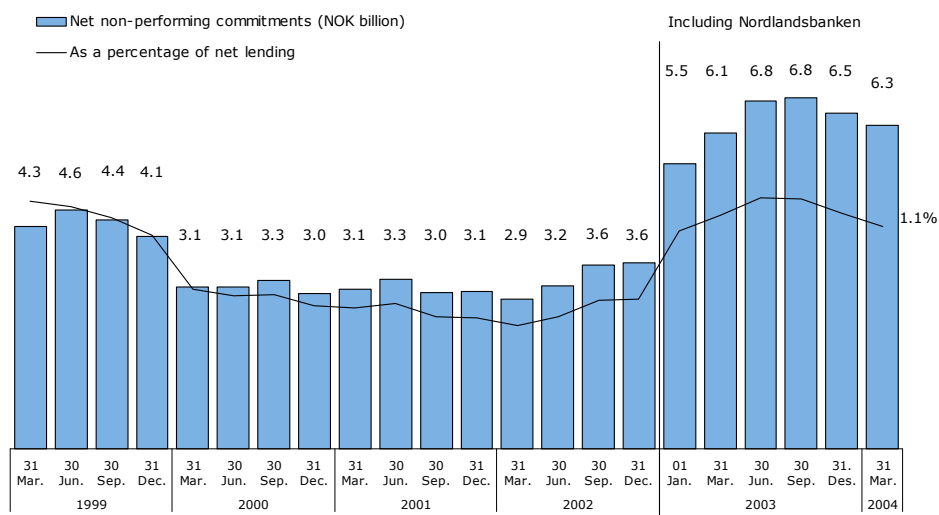
Amounts in NOK million					Full year	
	1Q04	4Q03	3Q03	2Q03	1Q03	2003
Retail Banking	14	40	82	87	55	263
Corporate Banking	103	234	216	660	369	1 480
Discontinuing operations	23	41	47	48	37	173
Other units	(5)	(40)	11	16	(12)	(25)
Net losses	135	276	356	811	449	1 891

Pro forma accounting figures for 2003.

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**DnB NOR**

## Non-performing commitments after specified loan-loss provisions

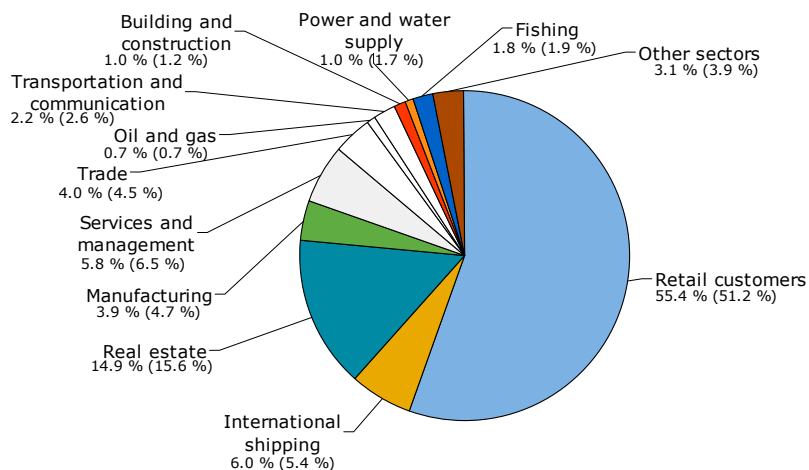


Pro forma accounting figures prior to 31 December 2003.

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**DnB NOR**

## Well-balanced loan portfolio - strong position in retail market



Figures as at 31 March 2004 (percentage as at 31 March 2003 in parentheses) excluding Elcon Finans

Pro forma accounting figures prior to 31 December 2003.

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**DnBNOR**

## Balance sheets



Amounts in NOK billion	31 March 2004 <sup>1)</sup>	31 Dec. 2003 <sup>2)</sup>	31 March 2003 <sup>2)</sup>
Cash and lending to/deposits with credit institutions	64	62	84
Net lending to customers	544	530	505
Commercial paper, bonds, etc.	60	59	52
Shareholdings	12	11	12
Fixed and intangible assets	11	11	12
Other assets	31	31	27
<b>Total assets</b>	<b>722</b>	<b>705</b>	<b>692</b>
Loans and deposits from credit institutions	76	79	93
Deposits from customers	341	335	331
Borrowings through the issue of securities	192	182	166
Other liabilities and provisions	44	43	38
Primary capital	68	66	65
<b>Total liabilities and equity</b>	<b>722</b>	<b>705</b>	<b>692</b>
Average total assets for the year to date	728	694	692
Ratio of deposits to net lending (per cent)	62.8	63.2	65.5

1) As at 31 March 2004, Elcon Finans is no longer consolidated in the group accounts.

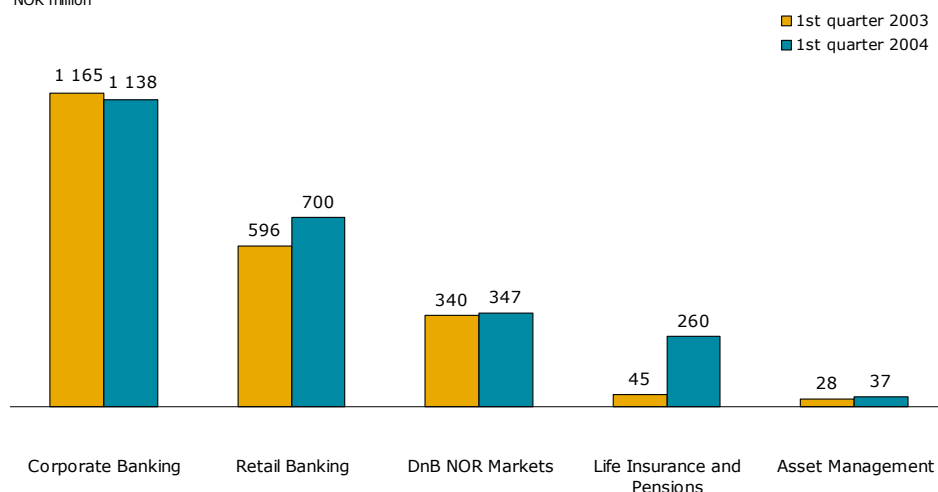
2) Pro forma excluding Elcon Finans.

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**DnBNOR**

## Business areas - pre-tax operating profit before losses

NOK million



Pro forma accounting figures for 2003.

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**DnB NOR**

## Corporate Banking <sup>1)</sup>

Amounts in NOK million	1Q04	1Q03
Net interest income - ordinary operations	1 296	1 220
Interest on allocated capital	102	257
Net interest income	1 399	1 477
Net other operating income	563	509
Total income	1 962	1 986
Operating expenses	824	821
Pre-tax operating profit before losses	1 138	1 165
Net losses	102	370
Pre-tax operating profit	1 036	795
Net lending to customers (NOK billion)	246	245
Deposits from customers (NOK billion)	162	161
Cost/income ratio excl. goodwill (per cent)	41.9	41.3
Ratio of deposits to lending (per cent)	65.5	65.9
Return on equity (per cent)	16.2	13.5

- Positive trend in both interest income and other operating income
- Sound asset quality ensures low losses
- New offices in Shanghai and Helsinki

1) Figures do not include operations required sold in connection with the merger.

Pro forma accounting figures for 2003.

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**DnB NOR**

## Corporate Banking: Customer financing



<i>Amounts in NOK billion</i>	<b>1Q04</b>	4Q03	3Q03	2Q03	<i>Full year</i>	
					<b>1Q03</b>	2003
Loans	<b>246</b>	248	250	252	<b>245</b>	249
Guarantees	<b>49</b>	48	47	48	<b>49</b>	48
Commercial paper	<b>13</b>	20	14	16	<b>15</b>	65
Syndicated loans	<b>14</b>	19	14	17	<b>7</b>	65
Bond issues	<b>4</b>	5	4	7	<b>5</b>	21

## DnB NOR shows improvement despite market slowdown

Pro forma accounting figures for 2003.

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**DnB NOR**

## Retail Banking <sup>1)</sup>



<i>Amounts in NOK million</i>	1Q04	1Q03
Net interest income - ordinary operations	1 620	1 646
Interest on allocated capital	40	100
Net interest income	1 661	1 746
Net other operating income	673	567
Total income	2 333	2 313
Operating expenses	1 634	1 717
Pre-tax operating profit before losses	700	596
Net losses	14	55
Pre-tax operating profit	686	541
Net lending to customers (NOK billion)	287	248
Deposits from customers (NOK billion)	183	177
Cost/income ratio excl. goodwill (per cent)	69.7	74.0
Ratio of deposits to lending (per cent)	63.8	71.4
Return on equity (per cent)	27.1	23.6

- Solid growth in volume of well-secured housing loans
- Increased cross-sales - two-thirds of insurance sales channelled through the bank
- Significant cost reductions
- Decline in loan losses

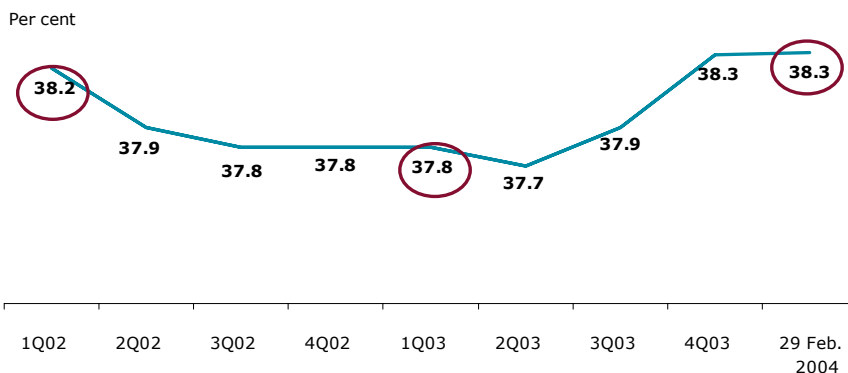
1) Figures do not include operations required sold in connection with the merger.

Pro forma accounting figures for 2003.

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**DnB NOR**

## Retail Banking: Lending to households - development in market share



### Gains market share in strongly expanding market

Pro forma market shares for 2002 and 2003.

23 | 5. mai 2004

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## DnB NOR Markets



<i>Amounts in NOK million</i>	1Q04	1Q03
Net interest income - ordinary operations	58	122
Interest on allocated capital	11	29
Net interest income	69	151
Net other operating income	586	487
Total income	655	639
Operating expenses	308	299
Pre-tax operating profit before losses	347	340
Net losses	(3)	0
Pre-tax operating profit	350	340
Cost/income ratio excl. goodwill (per cent)	47.1	46.9
Return on equity (per cent)	52.1	51.1

- Substantial growth in equity-related income
- Increased income on trading in foreign exchange, fixed-income securities, credit instruments and equities
- Merger completed

Pro forma accounting figures for 2003.

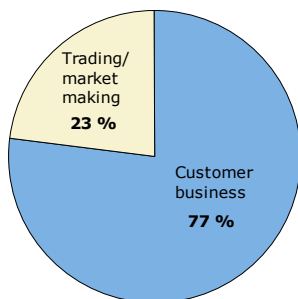
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**DnB NOR**

## DnB NOR Markets - income <sup>1)</sup>

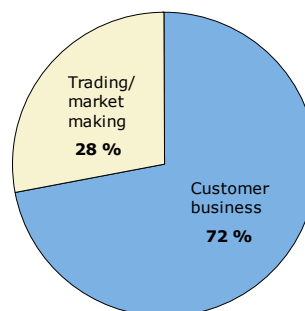


### 1st quarter 2003



**Total: NOK 610 million**

### 1st quarter 2004



**Total: NOK 644 million**

Customer trading stable at high level

<sup>1)</sup> Excluding interest on allocated capital.

Pro forma accounting figures for 2003.

25 | 5. mai 2004

**DnB NOR**

## Life Insurance and Pensions <sup>1)</sup>



Amounts in NOK million	1Q04	1Q03
Interest result	1 061	508
Risk result <sup>2)</sup>	(147)	(98)
Administration result	(25)	(35)
Other (non-life)	(38)	(42)
Transferred to security reserve	4	3
Profit for distribution	847	330
Funds transferred to policyholders	607	303
Tax charge/(revenues)	39	(13)
Net profit in Life Insurance	201	40
+ Net profit in unit linked	4	0
= Net profit from Life Insurance and Pensions	205	40
- Goodwill amortisation	25	25
= Net profit from Life Insurance and Pensions in the group accounts	180	15

- 34 per cent increase in premium income
- Net inflow of transfers
- Returns:
  - value-adjusted: 2.3 per cent
  - recorded: 1.6 per cent

<sup>1)</sup> Figures do not include operations required sold in connection with the merger.

<sup>2)</sup> The figure in 1st quarter 2004 includes a transfer of NOK 82 million to strengthen the disability reserve, against NOK 189 million in 2003.

Pro forma accounting figures for 2003.

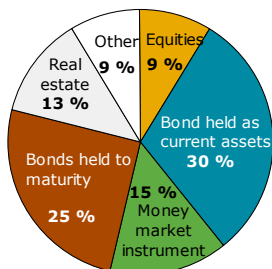
26 | 5. mai 2004

**DnB NOR**

# Life Insurance and Pensions <sup>1)</sup> - balance sheet structure

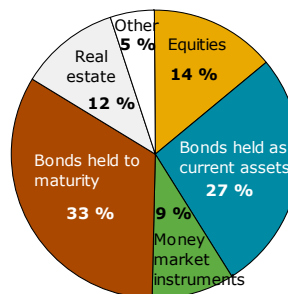


As at 31 March 2003



**Total: NOK 139 billion**

As at 31 March 2004



**Total: NOK 156 billion**

Strong growth in assets under management

<sup>1)</sup> The figures refer to Vital Forsikring.

Pro forma accounting figures as at 31 March 2003.

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**DnBNOR**

## Asset Management



Amounts in NOK million	1Q04	1Q03
Commission income	222	194
Other income	(4)	16
Total income	218	210
Operating expenses	181	182
Pre-tax operating profit before losses	37	28
Assets under management (NOK billion) <sup>1)</sup>	485	396
Assets under management (NOK billion) <sup>2)</sup>	490	409
Cost/income ratio excl. goodwill (%)	83.0	86.9
Net inflow of capital (%)	0.2	1.4
Return on equity (%)	11.1	10.1

<sup>1)</sup> Average assets for the period.

<sup>2)</sup> Assets at end of period.

- 20 per cent increase in assets under management
- Streamlined organisational structure
- Returns for institutional clients outperform market

Pro forma accounting figures for 2003.

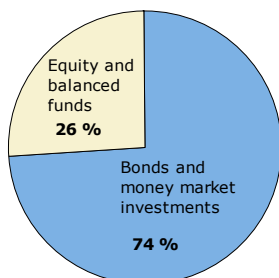
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**DnBNOR**

# Asset management - assets under management

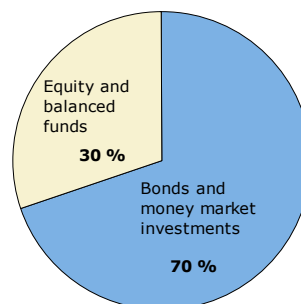


As at 31 March 2003



Total: NOK 409 billion

As at 31 March 2004



Total: NOK 490 billion

Pronounced increase in equity investments

Pro forma accounting figures prior to 31 December 2003.

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**DnB NOR**

## Key figures



	1Q04	1Q03	Full year 2003
Net other operating income (%) <sup>1) 2)</sup>	40.0	32.3	37.6
Cost/income ratio excluding goodwill amortisation (%)	58.1	60.9	57.0
Return on equity excluding goodwill amortisation (%)	15.6	11.7	14.3
Return on equity (%)	14.1	10.2	12.7
Earnings per share excluding goodwill amortisation (%)	1.28	0.90	4.61
Earnings per share (NOK)	1.16	0.78	4.11

1) Excluding gains on the sale of Elcon Finans in the first quarter of 2004.

2) As a percentage of total income.

Pro forma key figures for 2003.

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**DnB NOR**



# DnB NOR - strategic platform

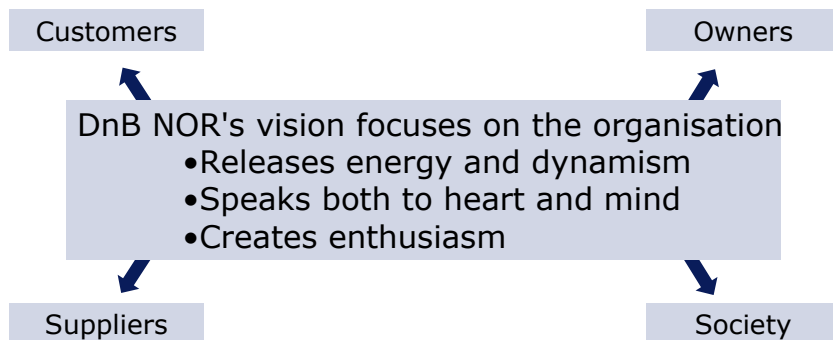
Dec. 2003 – March 2004



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DnB NOR

## Vision: DnB NOR – a source of pride



An organisation that displays pride and enthusiasm will be well-regarded by its surroundings

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DnB NOR

Business idea: A local presence and a full range of services are our strengths



DnB NOR will be customers' best partner and will meet their needs for financial solutions throughout Norway and in selected areas in the international arena



Development of corporate culture and leadership



DnB NOR's values are identical throughout the Group, and they

- form the basis for a common corporate culture:  
**"How we do it in DnB NOR"**
- influence our behaviour within and outside the Group
- are reflected in the way we meet the customers  
=> identical values for culture and brands

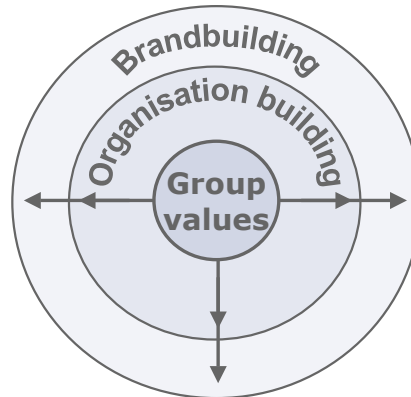
## Common group values



**Team spirit**

**Simplicity**

**Value creation**



## Financial targets for DnB NOR



- **Return on equity:**  
Minimum 14 per cent before goodwill amortisation
- **Core capital ratio:**  
7 per cent
- **Payout ratio:**  
Around 50 per cent
- **Credit rating:**  
Upheld at Aa level

## Strategic platform for DnB NOR



**Vision:**

DnB NOR – a source of pride

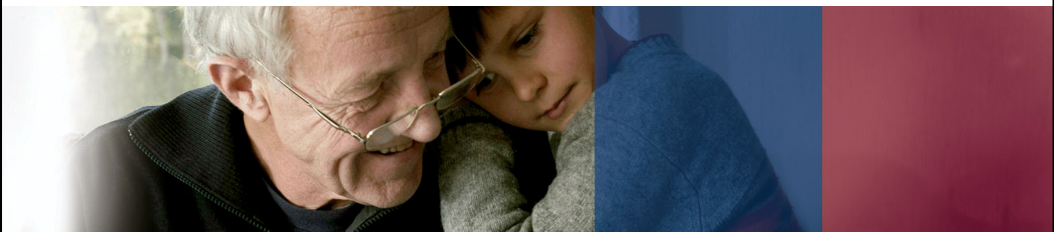
**Business idea:**

A local presence and a full range of services are our strengths. We will be the best financial partner available

**Values:**

Team spirit, Simplicity, Value creation

# DnB NOR



- diversity and local presence  
are our strengths