

Q4 2017

Interim report



Strong quarter of NOK 403m in revenues brings full year revenues to NOK 1,283m vs NOK 1,243m last year (+3%)

2017 EPS of NOK 0.52 relative to NOK 0.45 in 2016 (NOK 0.18 for Q4 2017)

Proposed dividend of NOK 0.50 per share for 2017 to be paid out in May

Proposal to pay semi-annual dividends for 2018, starting in second half of 2018

ABOUT ABG SUNDAL COLLIER

ABG Sundal Collier is an independent Nordic investment banking powerhouse, established for more than 30 years, founded on a hard-working partnership culture and the ability to attract and develop top talent.

Our strategy is to be an advisor and an intermediary, and our core product offering comprises corporate advisory, corporate financing and investment research and brokerage services.

We are a leading Nordic full-service advisor for companies looking to issue bonds, convertible bonds and equities or seeking M&A or restructuring advisory services. By being an independent advisory partnership, our clients can rest assured that they not only get access to the most dedicated and talented people, but also a firm that has all the right incentives for pricing and structuring transactions in the best interests of its clients.

Our corporate advisory team offers unparalleled transaction experience in combination with the value of our long-standing connections to regional and international investors and corporations. Our market-leading Nordic and international securities distribution platform provides access to financing for corporates and is well set up for naturally matching trading flows and delivering best execution for clients.

We provide our in-depth industrial knowledge across a broad range of sectors in our Nordic home market to companies and investors in the Nordics and internationally.

Our approx. 250 partners and employees are located in the Nordic offices in Norway, Sweden and Denmark and in offices in the key international markets of the US, the UK, Germany and Singapore.

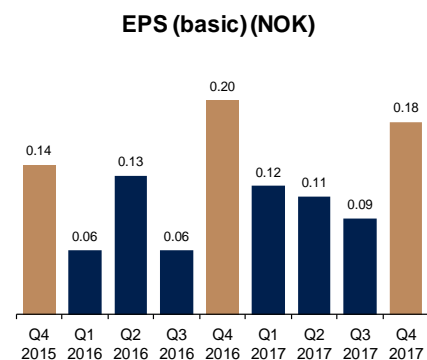
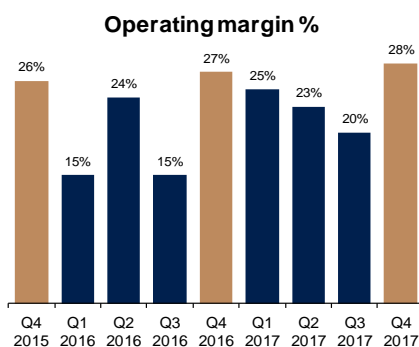
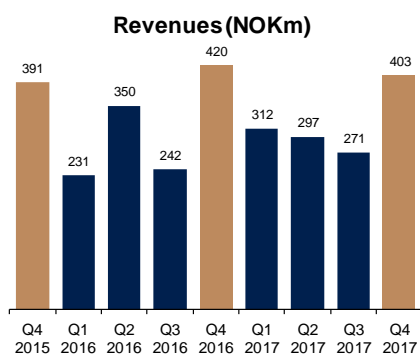
OUR VISION AND MISSION

Our ambition is to be the preferred Nordic investment bank in our defined markets. We are committed to delivering long-term superior value for all stakeholders by:

- Providing the best advice in relation to strategic challenges
- Providing the optimal external corporate financing
- Improving clients' return on investment
- Being "the place to be" for talented staff
- Running a cost-focused and highly profitable operation

KEY FIGURES

		Q4 2017	Q4 2016	Y-o-Y	YTD 2017	YTD 2016	Y-o-Y
Revenues	NOKm	403	420	-4%	1,283	1,243	3%
Personnel costs	NOKm	-219	-242	-9%	-711	-724	-2%
Non-personnel costs	NOKm	-72	-65	10%	-262	-252	4%
Total operating costs	NOKm	-291	-307	-5%	-972	-976	0%
Operating profit	NOKm	112	113	-1%	311	267	16%
Net financials	NOKm	10	11	-10%	20	15	34%
Profit before tax	NOKm	122	124	-1%	331	282	17%
Taxes	NOKm	-32	-29	10%	-84	-71	19%
Non-controlling interests	NOKm	-5	0	NA	-6	0	NA
Net profit	NOKm	85	95	-10%	240	211	14%
<hr/>							
EPS (basic)	NOK	0.18	0.20	-10%	0.52	0.45	16%
EPS (diluted)	NOK	0.17	0.19	-11%	0.49	0.43	14%
Book value per share	NOK	1.83	1.87	-2%	1.83	1.87	-2%
<hr/>							
Headcount (average)	#	262	252	4%	257	253	2%
Revenues per head (average)	NOKm	1.54	1.66	-7%	5.00	4.91	2%
Operating costs per head (average)	NOKm	-1.11	-1.22	-9%	-3.79	-3.86	-2%
<hr/>							
Operating cost / Revenues	%	72.2%	73.2%		75.8%	78.5%	
Total compensation / Revenues	%	54.4%	57.6%		55.4%	58.3%	
Operating margin %	%	27.8%	26.8%		24.2%	21.5%	
Return on Equity (annualised)	%	42.0%	45.2%		29.3%	28.3%	



COMMENTS FROM THE CEO

2017 has been a successful year for ABGSC, with Q4 being a particular energetic quarter consisting of some major changes and new regulatory implementations for our industry. The positive trend ABGSC has experienced since the start of the year followed us all the way into the last quarter, with high activity in all parts of our business areas. I am pleased to see that we are sailing into 2018 with a ship loaded with transaction mandates, and with bright and energetic ABGSC teams keen to deliver on the business opportunities at hand across the firm.

Global growth has accelerated through 2017, and for the first time since 2010 there appears to be a broad-based economic boom in the world economy. This is supported by increasing optimism, falling unemployment and high consumer confidence. A self-sustaining upswing that should reduce the need for monetary policy and fiscal stimulus in 2018, reversing the 10-year trend that has prevailed since the financial crisis. As a result of improved finances, corporate earnings are improving strongly. In Europe, earnings are up 25% y-o-y, US companies have delivered profit growth of 20% in 2017, and for Norway profit growth is close to 40% in 2017.

Q4 2017 was an active period for Nordic ECM, with more than 10 main list IPOs completed during the quarter. All countries in the region contributed to the high activity level with main-market IPOs completed in Norway, Sweden, Finland and Denmark in the period. In Q4, there was also high activity within new share issues and block trades, with the Norwegian market particularly active in terms of sizeable new share issues. Our role as the leading Norwegian IPO house has been further cemented throughout the year. New issue volume in the Nordic high yield bond market for Q4 was NOK 40bn, bringing the full-year volume up to NOK 126bn. This is an all-time high and more than twice the 2016 volume. 2017 showed strong growth within our high yield bond operation, where we continue our expansion into 2018. As for mergers and acquisitions, we continue to deliver good results, and are holding on to our significant market shares seen over the last years. During 2017, among other things, ABGSC has been involved in many of the largest transactions, and is one of several reasons why we were proud winners at this year's Norwegian M&A Mergermarket awards; this gives true recognition of an outstanding year. ABGSC was victorious in two categories: M&A Financial Advisor of the Year in Norway, and the European Deal of the Year, where we advised on the buyout of Visma.

This quarter, we also received further confirmation from highly knowledgeable, local investors, whose votes again put ABGSC at the top of the external client-based surveys for corporate finance, research and sales. The surveys have yet again highlighted ABGSC as a leading provider of research, brokerage and corporate financing services in the Nordic market, with among other things #1 positions within Norwegian Corporate Finance (for the 12th year in a row) and Research & Advisory.

The implementation of the MiFID II regulations at the start of 2018 is expected to have a significant impact on the market for research and brokerage services. Pricing and resource usage will become more transparent as a majority of European fund managers have to separate payments for access to research and advisory from trading commissions. We find it premature to draw any firm conclusions on the financial impact of this change with regards to our operations. What is clear is that the pricing of research services seems set to come down to a level at which the current industry research capacity and offering can and will not be upheld over time. ABGSC has been well prepared for this change, both operationally and in terms of technology. We are maintaining our current client relationships with all key counterparties, both within research advisory and trading. ABGSC will not weaken its leading product offering in this segment and we believe we will be able to offset any lost revenues within this area by growing our market share and further developing our primary capital market business.

For the year 2017, the Board has decided to distribute a dividend of NOK 0.50 per share, in line with the diluted EPS. The Board will further propose to the AGM to adopt a more shareholder-friendly dividend distribution with semi-annual dividend payments, starting after the release of the Q3 2018 report. The interim dividend will be based on the earnings for the first six months and payable in late October or early November. ABGSC has sufficient capitalisation to execute such payments without conducting a separate general meeting.

Q4 provided a strong finish to a good year for ABGSC. Our ambition for the New Year is to further grow our client base, hold on to our strong backbone of skilled people, offer top-ranked research and continue to be a preferred service provider to our investor and corporate clients while maintaining our traditional tight cost control. Going into 2018, we are experiencing even higher activity for IPOs and other ECM transactions as well as within primary high yield bonds, however recent market development may impact the execution of our transaction pipeline.

Knut Brundtland, CEO

MARKETS DIVISION

The Markets division consists of all secondary sales and trading activities. With offices in Oslo, Stockholm, Copenhagen, London, Frankfurt, New York and Singapore, we offer a powerful, integrated platform for the global delivery of financial services such as brokerage, trading and execution of equities, convertible bonds, bonds, derivatives, structured products and FX.

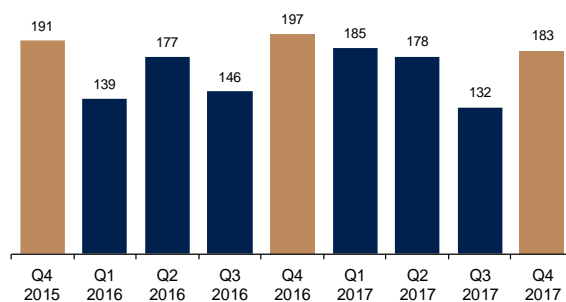
Revenues in the Markets division primarily comprise secondary commissions on client trades, payments for investment advisory services and sales fees from primary ECM and DCM corporate transactions. During a year, secondary commissions tend to follow a seasonal pattern, with slightly lower activity during holiday periods.

Key figures and comments

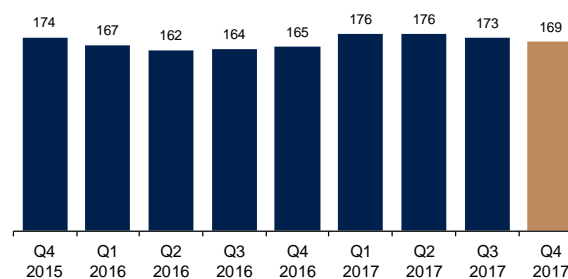
NOKm	Q4 2017	Q4 2016	Y-o-Y	YTD 2017	YTD 2016	Y-o-Y
Equities	140	161	-13%	500	524	-5%
Non-Equities (Fixed Income, CB & FX)	43	36	19%	178	136	31%
Revenues	183	197	-7%	678	660	3%
Revenues - 4 quarter rolling avg.	169	165	3%	695	658	6%

NOKm	Q4 2017	Q4 2016	Y-o-Y	YTD 2017	YTD 2016	Y-o-Y
Revenues	183	197	-7%	678	660	3%
Fixed operating costs	-105	-109	-4%	-402	-422	-5%
Operating profit before variable comp.	78	88	-11%	276	238	16%
Headcount (average)	72	70	3%	72	72	0%
Revenues per head (average)	2.54	2.80	-9%	9.39	9.11	3%
Operating costs per head (average)	-1.46	-1.55	-6%	-5.56	-5.82	-4%

Revenues (NOKm)



Revenues - 4 quarter rolling avg. (NOKm)



Markets' revenues of NOK 183m in Q4 were down 7% from NOK 197m last year. Revenues from Equities were down 13% compared to last year while Non-Equities revenues were up 19% year-over-year, from NOK 36m to NOK 43m.

The average headcount for the Markets division in Q4 was 72, up 3% year-over-year, with average revenue per head decreasing by 9%. Operating profit before variable compensation decreased to NOK 78m from NOK 88m for the same period last year.

INVESTMENT BANKING DIVISION

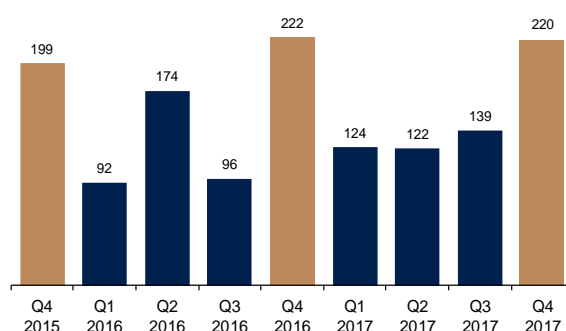
The Investment Banking division comprises all primary operations and corporate advisory services, combining superior industry knowledge within the most important sectors in the Nordic markets with extensive transaction experience within ECM, DCM, M&A and financial restructuring.

Revenues in the Investment Banking division are mainly transaction fees, which to a large extent are based on the successful completion of the respective transactions.

Key figures and comments

NOKm	Q4 2017	Q4 2016	Y-o-Y	YTD 2017	YTD 2016	Y-o-Y
Revenues	220	222	-1%	605	584	4%
Fixed operating costs	-68	-69	0%	-245	-257	-5%
Operating profit before variable comp.	152	153	-1%	362	327	11%
Headcount (average)	81	76	7%	78	75	4%
Revenues per head (average)	2.72	2.91	-7%	7.81	7.81	0%
Operating costs per head (average)	-0.84	-0.90	-7%	-3.16	-3.43	-8%

Revenues (NOKm)



Revenues - 4 quarter rolling avg. (NOKm)



Net Investment Banking revenues totalled NOK 220m in Q4, stable compared to Q4 last year. The average headcount for Investment Banking in the quarter was 81, up 7% year-over-year, with average revenue per head decreasing by 7% year-over-year. Operating profit before variable compensation was NOK 152m, stable compared to the same period last year.

In the Prospera rankings for Corporate Finance advisors in the Nordics, ABGSC again was among the top 3 investment banks overall. For Norway, ABGSC added to its long list of accolades by taking, for the 12th year in a row, the top position, and shortly thereafter securing two top positions in the M&A Mergermarket Awards.

In the Prospera Norway survey, we were ranked #1 in the ECM and the M&A category, as well as overall. In Sweden, ABGSC continues to be ranked among the top 4 financial advisors, and we advanced our position within ECM from 5th to 4th place. In Denmark, we are convinced that the combination of continued hard work and our brand will soon establish us among the top 5 banks on a consistent basis.

Selected announced transactions

Following a particularly good third quarter, M&A activity continued to pick up in Q4, with six transactions completed. Among these were Insr Insurance Group, an independent insurance group, which entered into a share purchase agreement for the acquisition of 100% of the shares in Nemi Forsikring. ABGSC advised Insr in the transaction. Also, ABGSC advised Arendals Fossekompagni in the sale of its 75% stake in Glamox, a Norwegian industrial group that develops, manufactures and distributes professional lighting solutions for the global market, to funds advised by Trion. Furthermore, ABGSC acted as financial advisor to Reconor, a Danish environmental service group on the strategic acquisition of Mijodan. Storebrand, Norway's largest private asset manager and leading supplier of occupational pensions, acquired SKAGEN to strengthen its position in a growing savings market. ABG Sundal Collier acted as financial advisor to Storebrand in the transaction. Moreover, Procuritas Capital Investors announced the sale of Sonans Gruppen, a leading provider of privately funded high-school exam preparation courses in Norway, to EMK Capital. ABGSC advised Procuritas and the other selling shareholders in the transaction.

Q4 2017 was an active period for Nordic ECM, with more than 10 main-list IPOs completed in the quarter, versus around 30 for full-year 2017. The transactions were spread and listed across all of the Nordic markets where ABGSC has offices; it is only the second time this has happened this decade. However, Sweden and Norway remained the most active markets. ABGSC acted as joint global coordinator and bookrunner in the NOK 1,031m IPO of Komplet Bank, a focused Nordic digital niche bank. We also acted as joint bookrunner in the DKK 789m IPO of TCM Group, a leading innovative manufacturer of kitchens and furniture for bathrooms and storage. Moreover, ABGSC acted as sole global coordinator and bookrunner in the SEK 284m IPO of Lyko, a professional haircare and beauty specialist.

Several primary and secondary placings were also completed during the quarter, including a NOK 400m private placement for INSR, an independent insurance group, a USD 650m private placement for Borr Drilling, an international drilling contractor that owns and operates jack-up rigs of modern and high-specification design, as well as a SEK 1,480m private placement for Pandox, a leading owner of hotel properties in Northern Europe. We also acted as lead manager and financial advisor in the DKK 138m rights issue for Salling bank, a local Danish financial institution.

ABGSC has arranged 8 new high yield bond issues in Q4 and 33 issues in total for 2017, resulting in an issue volume of NOK 16.8bn. The transactions were evenly split between Norway and Sweden. A large number of sectors were represented, including real estate, E&P, TMT, financials, shipping, industrials, metals & mining, healthcare and gaming. The quarter started with a EUR 87m senior secured bond for Tulip Oil, an upstream development and production company with a focus on oil and gas assets in Western Europe. ABGSC acted as sole manager and bookrunner in the transaction. The public real estate investment company M2 Asset Management extended its existing senior unsecured bond loan by SEK 300m, with ABGSC as joint manager and bookrunner in the transaction. We also acted as sole manager and bookrunner in the SEK 500m senior unsecured bond issue by Compactor Fastigheter, a private investment vehicle 100% owned by Sven-Olof Johansson. Furthermore, in October, OKEA, a Norway-based E&P company focusing on small field developments, completed the issue of a USD 120m senior secured bond. ABG Sundal Collier acted as joint lead manager and bookrunner in the transaction. In November, Christen Sveaas' private investment company, Kistefos, closed a new senior unsecured bond issue of NOK 600m, with ABG Sundal Collier as joint manager and bookrunner in the transaction. Furthermore, ABGSC and Vika Project Finance established and acted as manager of the senior and junior bond issues for Mølleparken 4 AS. ABGSC acted as sole manager of the NOK 240m senior bond and the NOK 60m junior bond related to the property acquisition.

FINANCIAL STATEMENTS

Financial review

ABGSC delivered a strong Q4 with total revenues of NOK 403m, close to the NOK 420m reported in Q4 2016. For the full year, revenues were up 3% to NOK 1,283m compared to NOK 1,243m last year.

Total operating costs decreased by 5% compared to Q4 last year, from NOK 307m to NOK 291m. Total operating costs for the year were NOK 972m compared to NOK 976m in 2016. Full-year variable compensation costs increased by NOK 28m as a function of increased revenues and profitability.

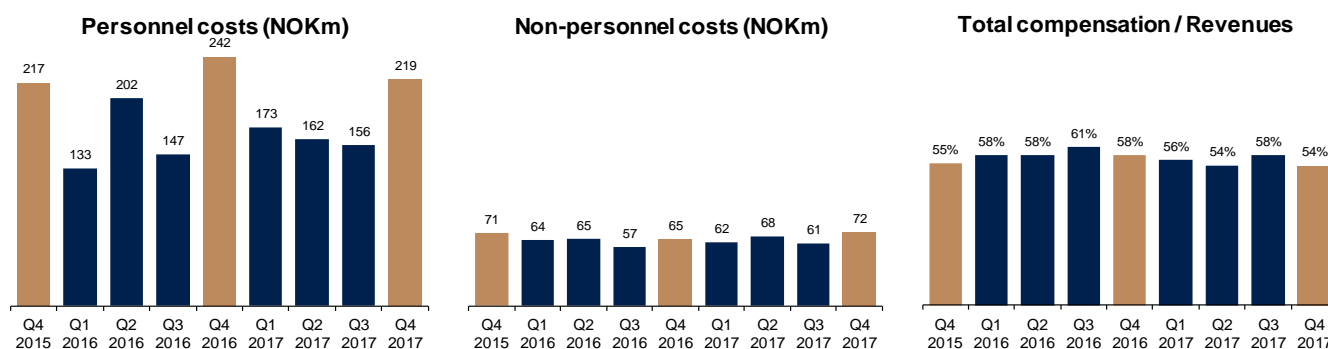
Net financial income was NOK 10m in Q4, down from NOK 11m in Q4 2016. The corresponding figures for the full year were NOK 20m in 2017 compared to NOK 15m in 2016.

Pre-tax profit was NOK 122m in Q4 and NOK 331m for 2017 as a whole. The tax charges were NOK 32m in Q4 compared to NOK 29m in Q4 last year.

Net profit was NOK 85m in the quarter (NOK 95m in Q4 2016) and NOK 240m for the full year (NOK 211m in 2016).

Earnings per share (EPS) was NOK 0.18 for Q4, compared to 0.20 in the same period last year. The corresponding figure for the full year was NOK 0.52, compared to NOK 0.45 in 2016.

The balance sheet remains very strong and liquid, with a significant portion of the asset base consisting of bank deposits in combination with a balanced net working capital. The Board proposes to the AGM to approve a dividend of NOK 0.50 per share. The capital ratio after the dividend payment to shareholders would be 18.7% (2.3x the required minimum).



Condensed consolidated income statement (unaudited)

NOKm	Q4 2017	Q4 2016	YTD 2017	YTD 2016	2015
Brokerage revenues	113.2	129.2	434.1	495.4	602.7
Corporate Finance revenues	290.0	290.5	849.1	747.6	711.2
Total revenues	403.1	419.7	1,283.1	1,243.0	1,313.9
Fixed personnel costs	-101.7	-112.6	-384.8	-426.4	-385.6
Other operating costs	-68.6	-64.2	-253.4	-245.5	-257.2
Depreciation	-3.1	-1.0	-8.5	-6.3	-8.8
Total operating costs	-173.4	-177.8	-646.7	-678.2	-651.6
Operating profit before variable compensation	229.7	242.0	636.4	564.8	662.3
Variable personnel costs	-117.7	-129.3	-325.7	-297.9	-338.0
Operating profit after variable compensation	112.0	112.7	310.7	266.9	324.3
Net financial result	9.8	10.9	20.1	15.0	17.1
Profit before tax	121.8	123.6	330.8	281.9	341.4
Taxes	-31.7	-28.7	-84.5	-71.2	-111.1
Net profit	90.1	94.8	246.3	210.7	230.3
Profit / loss to non-controlling interests	5.0	0.0	5.8	0.0	0.0
Profit / loss to owners of the parent	85.2	94.8	240.5	210.7	230.3

Condensed other comprehensive income

NOKm	Q4 2017	Q4 2016	YTD 2017	YTD 2016	2015
Net profit	90.1	94.8	246.3	210.7	230.3
Items that may be reclassified to profit or loss					
Exchange differences on translating foreign operations	15.8	16.2	7.6	-46.1	66.9
Hedging of investment in foreign subsidiaries	-16.0	-16.0	-7.1	47.9	-66.9
Income tax relating to items that may be reclassified	4.0	4.0	1.8	-12.0	18.0
Total other comprehensive income	3.8	4.2	2.3	-10.2	18.0
Total comprehensive income for the period	93.9	99.1	248.6	200.5	248.3
Comprehensive income to non-controlling interests	5.0	0.0	5.8	0.0	0.0
Comprehensive income to owners of the parent	88.9	99.1	242.8	200.5	248.3

Condensed consolidated balance sheet (unaudited)

NOKm	31/12/2017	31/12/2016	31/12/2015
Total intangible assets	124.6	53.8	53.3
Plant and equipment	18.7	19.3	19.1
Financial non-current assets	19.3	16.6	27.0
Total non-current assets	162.6	89.7	99.4
Receivables	893.8	1,728.6	1,166.5
Investments	83.4	246.7	291.5
Cash and bank deposits	902.0	748.5	853.5
Total current assets	1,879.3	2,723.9	2,311.5
Total assets	2,041.9	2,813.6	2,410.8
Paid-in capital	305.2	305.4	288.7
Retained earnings	552.1	570.6	709.0
Equity attributable to owners of the parent	857.4	876.0	997.7
Non controlling interests	58.3	0.0	0.0
Total equity	915.7	876.0	997.7
Long-term liabilities	14.8	16.8	17.6
Short-term liabilities	1,111.4	1,920.8	1,395.5
Total liabilities	1,126.2	1,937.6	1,413.1
Total equity and liabilities	2,041.9	2,813.6	2,410.8

Condensed statement of changes in equity

NOKm	Q4 2017	Q4 2016	YTD 2017	YTD 2016	2015
Equity attributable to owners of the parent - opening balance	766.4	802.0	876.0	997.7	1,248.2
Comprehensive income to owners of the parent	88.9	99.1	242.8	200.5	248.3
Payment to shareholders	0.0	0.0	-235.4	-279.7	-459.4
New issuing of shares	0.0	0.0	0.0	18.1	19.9
Change in own shares	2.1	-25.1	-26.0	-60.7	-59.3
Equity attributable to owners of the parent - closing balance	857.4	876.0	857.4	876.0	997.7
Equity attributable to non-controlling interests - Opening balance	53.4	0.0	0.0	0.0	0.0
Comprehensive income to non-controlling interests	5.0	0.0	5.8	0.0	0.0
Business combinations	0.0	0.0	52.5	0.0	0.0
Equity attributable to non-controlling interests - Closing balance	58.3	0.0	58.3	0.0	0.0
Total equity - closing balance	915.7	876.0	915.7	876.0	997.7

Condensed consolidated cash flow statement

NOKm	Q4 2017	Q4 2016	YTD 2017	YTD 2016	2015
Cash and cash equivalents - opening balance	684.8	727.8	748.5	853.5	1,014.2
Net cash flow from operating activities	214.2	41.8	383.8	203.1	307.7
Net cash flow from investing activities	2.0	4.3	31.0	14.3	31.0
Net cash flow from financing activities	1.1	-25.4	-261.3	-322.4	-499.4
Net change in cash and cash equivalents	217.3	20.7	153.5	-105.0	-160.7
Cash and cash equivalents - closing balance	902.0	748.5	902.0	748.5	853.5

Notes

1) *Accounting principles*

The quarterly report is prepared in accordance with IAS 34 Interim Financial Reporting and International Financial Reporting Standards (IFRS) published by the International Accounting Standards Board (IASB) and all interpretations from the Financial Reporting Interpretations Committee (IFRIC), which have been endorsed by the EU Commission for adoption within the EU. The quarterly report is prepared using the same principles as those used for the 2016 annual report. The quarterly report is unaudited.

2) *Judgments, estimates and assumptions*

The preparation of condensed consolidated interim financial statements in accordance with IFRS and the application of the chosen accounting policies require management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on a continuous basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods. When preparing these condensed consolidated interim financial statements, the significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as of the period ending 31 December 2016.

3) *Risk and uncertainty*

As described in ABGSC's annual report, ABGSC's total risk exposure is analysed and evaluated at the group level. Risk evaluations are integrated in all business activities both at the group and business unit levels, increasing ABGSC's ability to take advantage of business opportunities. There has not been any significant change in the risk exposure or the risks and uncertainties described in the annual report.

4) *Related parties*

There have not been any changes or transactions with any related parties that significantly impact the Group's financial position or results for the period.

5) Segment information

ABGSC's two business segments are Markets and Investment Banking. The management system is matrix-based, with revenues and expenses recorded by both business segment and geographical market. Assets and liabilities, except for items subject to direct allocation, and equity and cash flow are recorded by geographical market. Bonuses and profit sharing, financial results and income taxes are all treated as unallocated items in the internal reporting.

Markets		Q4 2017	Q4 2016	YTD 2017	YTD 2016
Revenues - external	NOKm	115	130	436	484
Revenues - allocated to/from other operating segments	NOKm	68	68	242	176
Total revenues	NOKm	183	197	678	660
Fixed operating costs	NOKm	105	109	402	422
Operating profit before variable compensation	NOKm	78	88	276	238
Investment Banking					
		Q4 2017	Q4 2016	YTD 2017	YTD 2016
Revenues - external	NOKm	288	289	847	760
Revenues - allocated to/from other operating segments	NOKm	-68	-68	-242	-176
Total revenues	NOKm	220	222	605	584
Fixed operating costs	NOKm	68	69	245	257
Operating profit before variable compensation	NOKm	152	153	362	327
Operating revenues from external customers by geographical segments					
		Q4 2017	Q4 2016	YTD 2017	YTD 2016
Norway	NOKm	197	209	595	541
Sweden	NOKm	135	148	461	429
Denmark	NOKm	24	9	52	58
International	NOKm	47	54	175	214
Total	NOKm	403	420	1,283	1,243

SHAREHOLDER MATTERS

Share transactions

During the quarter, ABGSC sold 0.5m treasury shares to partners as settlement of forward contracts previously entered into and purchased 0.1m shares from resigned partners. In addition, ABGSC sold 0.3m shares on a forward contract with settlement in 2022.

Number of shares

		Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Shares outstanding (period end)	(1,000)	470,747	470,747	470,747	470,747	470,747
- Treasury shares (period end)	(1,000)	9,537	16,835	11,330	10,481	10,024
+ Forward contracts outstanding (period end)	(1,000)	29,493	38,755	33,250	34,469	34,191
Diluted shares (period end)	(1,000)	490,703	492,668	492,668	494,734	494,914
Shares outstanding (average)	(1,000)	470,747	470,747	470,747	470,747	470,747
- Treasury shares (average)	(1,000)	6,551	8,902	15,043	10,773	10,201
+ Forward contracts outstanding (average)	(1,000)	29,147	32,046	36,964	33,670	34,302
Diluted shares (average)	(1,000)	493,343	493,891	492,668	493,645	494,848

Shareholder structure

Shares held by Directors and staff	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Shares held by Directors and Staff / Shares outstanding	22%	21%	22%	22%	20%
Shares and fwd contracts held by Directors and Staff / Diluted shares	27%	28%	28%	28%	26%

Shareholders by country (shares outstanding)	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Norway	62%	61%	59%	56%	56%
Great Britain	14%	14%	14%	17%	17%
USA	14%	14%	15%	15%	15%
Sweden	4%	4%	4%	4%	4%
Other	5%	6%	8%	8%	9%

Largest shareholders

20 largest shareholders as of 31 December 2017 (registered in VPS as of 3 January 2018):

Shareholder	Number of shares	%
JP Morgan Bank Luxembourg (nominee)	44,116,200	9.4%
Sanden AS *	39,582,233	8.4%
State Street Bank (nominee)	24,151,502	5.1%
SEB Prime Solutions	12,583,800	2.7%
Erling Neby AS	11,500,000	2.4%
ABG Sundal Collier Holding ASA (own shares)	10,023,998	2.1%
Landkreditt Utbytte	10,000,000	2.1%
Citibank (nominee)	9,760,121	2.1%
Fidelity Int Small Cap Fund	9,028,610	1.9%
Verdipapirfondet Pareto Investment	8,666,830	1.8%
JP Morgan Chase Bank (nominee)	8,489,331	1.8%
State Street Bank (nominee)	7,121,662	1.5%
Watrium AS	7,000,000	1.5%
Peter Schofield	4,623,000	1.0%
A/S Skarv	4,500,000	1.0%
Giotto AS **	4,385,900	0.9%
DnB Markets	4,358,372	0.9%
Swedbank Robur Småbolagsfond Norden	3,994,980	0.8%
Sasan AS ***	3,624,376	0.8%
Goldman Sachs & Co (nominee)	3,412,500	0.7%
Total top 20	230,923,415	49.1%
Other	239,823,680	50.9%
Total	470,747,095	100.0%

* Jan Petter Collier, who is a board member of ABG Sundal Collier Holding ASA, and family own a total of 40,631,000 shares including shares owned by Sanden AS.

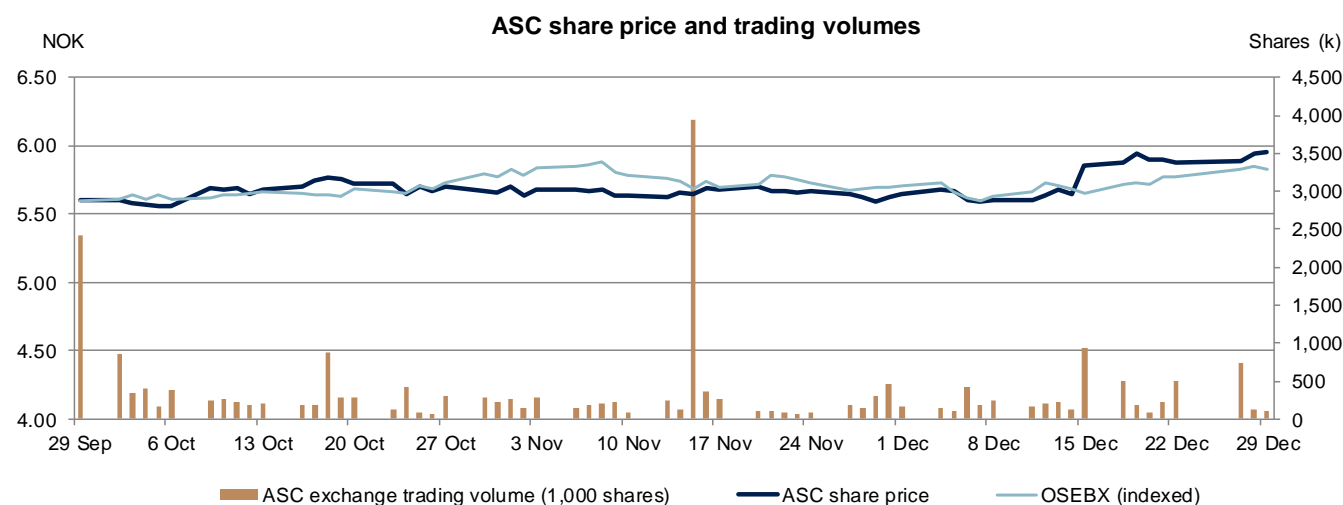
** Knut Brundtland, who is CEO, and family own a total of 5,583,000 shares including shares owned by Giotto AS and Piero AS.

*** Arild A. Engh, who is a board member of ABG Sundal Collier Holding ASA, owns a total of 5,432,976 shares including shares owned by Sasan AS and Kilen AS.

An up-to-date list of the 20 largest shareholders can be found under the Investor Relations section on the ABGSC website (www.abgsc.com).

Share price development

The ABG Sundal Collier Holding ASA share is listed on the Oslo Stock Exchange with the ticker symbol "ASC".



The closing price per share was NOK 5.95 as of 29 December 2017. The highest closing price observed during the quarter was NOK 5.95 and the lowest was NOK 5.56.

The average daily traded volume during the quarter on the Oslo Stock Exchange was 320k shares. According to the Fidessa Fragmentation Index, 98% of the total traded volume over the period took place on the Oslo Stock Exchange.

Forward contracts with partners

As part of the partner share incentive programme, several partners in the firm have entered into forward contracts for the future delivery of shares. Under the programme, new and certain existing partners are given the opportunity to acquire restricted partner shares at market price, with a 15% price adjustment reflecting several restrictions with regards to the selling (or purchasing) of these shares.

The final settlement price will be adjusted to reflect any distribution to shareholders paid prior to settlement. The interest element in the forward contract will also lead to an adjustment of the settlement price in cases where the contract is settled prior to the original expiry date.

The forward contracts have settlement in the period 2018 to 2022.

Expiry year	Forward contracts (1,000)	Forward average price
2018	7,124	2.51
2019	11,767	4.10
2020	500	3.88
2022	14,800	4.75
Total	34,191	

Policy for distribution to shareholders

The Board is committed to returning excess capital to shareholders through stable cash distribution and the buy-back of shares over time. Excess capital will be evaluated on a continuous basis, taking into consideration a number of factors including market conditions, regulatory requirements, counterparty and market perceptions and the nature of our business.

The Board currently has a mandate from the shareholders to acquire a number of ASC shares corresponding to approximately 10% of the share capital. The one-year mandate is valid until the end of June 2018.

Financial calendar

ABGSC has approved the financial calendar for the accounting year 2018:

- 26 April 2018, Earnings release Q1 2018
- 13 July 2018, Earnings release Q2 2018
- 17 October 2018, Earnings release Q3 2018
- 13 February 2019, Earnings release Q4 / preliminary full-year figures 2018

Final accounts for 2017 will be released on 16 March 2018. The Annual General Meeting will take place on 26 April 2018 and the first trading day ex. dividend will be 27 April 2018.

SUPPLEMENTARY INFORMATION

Historical figures – nine quarters

Income statement		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Revenues	NOKm	391	231	350	242	420	312	297	271	403
Operating costs	NOKm	-288	-198	-267	-204	-307	-235	-229	-217	-291
Operating profit	NOKm	103	34	83	37	113	77	68	54	112
Net financial result	NOKm	7	2	1	1	11	4	1	5	10
Profit before tax	NOKm	110	36	84	38	124	81	69	59	122
Taxes	NOKm	-46	-10	-23	-10	-29	-23	-15	-15	-32
Non-controlling interests	NOKm	0	0	0	0	0	0	0	-1	-5
Net profit	NOKm	64	26	62	28	95	58	54	43	85

Balance sheet		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Total non-current assets	NOKm	99	97	88	84	90	92	88	145	163
Receivables	NOKm	1,166	2,179	3,071	2,537	1,729	3,849	3,108	2,531	894
Investments	NOKm	291	120	309	228	247	242	158	198	83
Cash and bank deposits	NOKm	854	843	710	728	749	745	904	685	902
Total current assets	NOKm	2,311	3,142	4,091	3,493	2,724	4,837	4,170	3,414	1,879
Total assets	NOKm	2,411	3,239	4,178	3,576	2,814	4,928	4,258	3,559	2,042
Equity attributable to owners of the parent	NOKm	998	1,020	780	802	876	884	724	766	857
Non-controlling interests	NOKm	0	0	0	0	0	0	0	53	58
Total equity	NOKm	998	1,020	780	802	876	884	724	820	916
Long-term liabilities	NOKm	18	18	18	18	17	16	17	16	15
Short-term interest bearing liabilities	NOKm	0	0	396	0	0	0	0	0	0
Short-term liabilities	NOKm	1,395	2,202	2,984	2,756	1,921	4,028	3,518	2,723	1,111
Total liabilities	NOKm	1,413	2,220	3,398	2,774	1,938	4,044	3,535	2,740	1,126
Total equity and liabilities	NOKm	2,411	3,239	4,178	3,576	2,814	4,928	4,258	3,559	2,042

Revenue split		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Equities	NOKm	141	113	136	114	161	138	129	93	140
Non-Equities (Fixed Income, CB & FX)	NOKm	50	27	41	32	36	47	49	39	43
Markets	NOKm	191	139	177	146	197	185	178	132	183
Investment Banking	NOKm	199	92	174	96	222	124	122	139	220
Revenues	NOKm	390	231	351	242	419	309	300	271	403

Key figures		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Headcount (average)	#	252	253	256	251	252	257	250	258	262
Revenues per head (average)	NOKm	1.55	0.91	1.37	0.96	1.66	1.21	1.19	1.05	1.54
Operating costs per head (average)	NOKm	-1.14	-0.78	-1.04	-0.81	-1.22	-0.91	-0.92	-0.84	-1.11
Operating cost / Revenues	%	74%	85%	76%	85%	73%	75%	77%	80%	72%
Total compensation / Revenues	%	55%	58%	58%	61%	58%	56%	54%	58%	54%
Operating margin %	%	26%	15%	24%	15%	27%	25%	23%	20%	28%
Return on Equity (annualised)	%	27%	10%	27%	14%	45%	26%	27%	23%	42%

Shares outstanding (period end)	(1,000)	466,168	466,168	470,747	470,747	470,747	470,747	470,747	470,747	470,747
Treasury shares (period end)	(1,000)	-3,043	-2,948	-5,820	-4,230	-9,537	-16,835	-11,330	-10,481	-10,024
Forward contracts outstanding (period end)	(1,000)	30,383	40,788	31,033	29,462	29,493	38,755	33,250	34,469	34,191
Diluted shares (period end)	(1,000)	493,507	504,007	495,960	495,978	490,703	492,668	492,668	494,734	494,914
Earnings per share (basic)	NOK	0.14	0.06	0.13	0.06	0.20	0.12	0.11	0.09	0.18
Earnings per share (diluted)	NOK	0.13	0.05	0.12	0.06	0.19	0.12	0.11	0.09	0.17
Book value per share (basic)	NOK	2.14	2.19	1.66	1.71	1.87	1.89	1.55	1.64	1.83
Book value per share (diluted)	NOK	2.23	2.33	1.78	1.82	2.00	2.11	1.72	1.81	2.00
Total capital adequacy	NOKm	3,286	2,879	3,219	3,020	3,393	3,565	3,124	3,284	3,153
Core capital	NOKm	687	687	669	670	600	549	569	566	588
Total capital adequacy ratio	%	21%	24%	21%	22%	18%	15%	18%	17%	19%
Minimum requirement coverage ratio	x	2.6x	3.0x	2.6x	2.8x	2.2x	1.9x	2.3x	2.2x	2.3x

Markets		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Revenues	NOKm	191	139	177	146	197	187	177	132	183
Fixed operating costs	NOKm	112	107	108	97	109	98	101	98	105
Operating profit before variable comp.	NOKm	80	32	69	49	88	89	76	34	78
Headcount (average)	#	74	73	73	73	70	74	70	73	72

Investment Banking		Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Revenues	NOKm	199	92	174	96	222	124	122	139	220
Fixed operating costs	NOKm	59	57	69	62	69	58	61	58	68
Operating profit before variable comp.	NOKm	140	35	106	33	153	68	61	81	152
Headcount (average)	#	71	73	75	75	76	76	75	78	81