Maritime & Merchant Bank ASA

Financial Report

30.09.2018

MARITIME & MERCHANT
BANK ASA

Table of Contents

Financial Report 30.09.2018

Operation and Strategy

Maritime & Merchant Bank ASA (M&M) is a niche bank for the maritime sector. The bank is offering term loans for financing of conventional types of ships. All loans are secured by 1st priority mortgages in addition to other types of collaterals. We are normally financing about 50% of the market value (when the loan was granted). M&M is serving customers from all parts of the world and our target market is the small and middle-sized shipowners. By combining deep industrial and market insight with solid banking craftsmanship we have created an efficient platform for prudent credit analysis and efficient processing of the loans.

The first full year of operation for the Company confirmed that there is a responsive market for a niche bank in the maritime sector. The total supply of credit to the shipping sector has gradually been reduced over the last 10 years and the inflow of enquiries to the bank has been steadily growing. The funding model based on on-line deposits has functioned to our satisfaction.

We will continue to strengthen our competence platform going forward for further improvement and refining of all our routines and processes related to the quality assurance of the handling of the credit applications, analytical work and the disbursements of loans.

Profit for the period

The net income for the company before tax is USD 997 121 for the 3rd quarter and USD 483 915 for the first three quarters (01.01 - 30.09).

Modified Operating result*

	01.01 - 30.09	**01.07 - 30.09**	**01.04 - 30.06**	**01.01 - 31.03**
Operating result	652 472	1 108 247	- 1 045	- 454 730
Depreciation	1 855 179	604 408	543 011	707 760
Modified Operating result	**2 507 650**	**1 712 655**	**541 966**	**253 030**

* Contribution from ordinary operations

Net interest income for the whole period (01.01 - 30.09)

Net interest income totalled USD 6 979 932 The Board of Directors is of the view that the net interest income will increase further in 2018 as a result of higher volume of lending.

Operating expenses *for the whole period (01.01 - 30.09)*

Operating expenses totalled USD 6 221 445. Salaries and personnel expenses including social costs account for the largest proportion of the overall operating expenses for the bank, amounting to USD 2 821 198.

Loan and Loan Loss provisions

Maritime & Merchant Bank ASA has lent USD 200 174 054 to customers *(Including bonds valued at amortised cost)*. There has not been any default or credit deterioration on these loans. After the transition to IFRS 9, the Bank has made the following loss provisions:

Loss Allowance	Total	Change
31.12.2017	0	
01.01.2018	407 282	407 282
31.03.2018	502 933	95 651
30.06.2018	464 713	-38 220
30.09.2018	575 839	111 126

Provisions for losses are calculated based on the expected loss (EL) using the method as described in the 2017 annual report.

Deposit

Customer deposits amounted to USD 285 453 876.

Corporate Governance and Corporate Social Responsibility (CSR)

Maritime & Merchant Bank ASA's main target in relation to Corporate Governance is matters related to ownership of clients, Anti Money Laundering and KYC (Know Your Customer) information.

The bank has developed an extensive template/questionnaire, which is sent to each potential corporate customer prior to opening of a business relationship. The bank has from its start up in December 2016 implemented the EUs 4e directive (4th AMLD active from 26.06.2017), which implies a full scanning and approval of all Beneficial Owners holding more than 10 %.

The Bank has, in certain cases, refused client relationship due to the lack of transparency to ultimate ownership.

As to CSR matters, the bank has a limited number of external suppliers, mainly related to IT services and insurances. The Bank has not established any specific routines to CSR check its suppliers as those are well established and reputed companies within the EU/EEA.

All loan agreements with the Bank's customers have clauses and restrictions related to the customers' compliance with international laws and regulations as well as international sanctions.

The Bank has also focus on the standard of the vessels financed, in relation to pollution and safety of the seas.

RISK FACTORS

Credit risk

The average weighted quality of the portfolio is Moderate Risk, and all credits, when granted, had a Default Probability which qualified them to be classified as low or Moderate Risk. The credit portfolio has a risk concentration around the mid-point.

The majority of the commitments is secured with ship mortgages within 50 % of appraised values (when the loan was granted) in addition to security in cash and earnings, and in combination with an estimated moderate Default Probability, this provides for a sound credit portfolio with a marginal potential for future losses.

In addition to estimating the Default Probability, we also estimate the Loss Given Default on each exposure. Based on the low leverage of financing in combination with financing non-specialized tonnage with strict covenants, the average weighted Loss Given Default for the loan portfolio is very satisfactory.

The Bank's estimated risk cost, Expected Loss, is calculated as Probability of Default multiplied with Loss Given Default, and is included in all internal return on capital estimations in connection with granting new loans.

The portfolio is distributed in risk classes according to official rating, collateral and internal risk classification. The total committed portfolio was distributed with 25% on bulk carriers, 4% on gas carriers, 32% on tankers, 35% on container vessels and specialized 4%.

The Bank's internal credit strategy has limits for maximum exposure to the various shipping segments, and Acceptable Risk Criteria form guidelines for the lending strategy. All present loan exposure are within the Bank's credit strategy.

Liquidity risk

Maritime & Merchant Bank ASA has adopted guidelines for management of the bank's liquidity position to ensure that the bank maintains a solid liquidity. The bank has a low liquidity risk profile. Main funding sources in the first years of operation has been equity and NOK deposits. The bank has liquidity portfolio/buffers well above minimum requirement. Liquidity stress tests show satisfactory liquidity.

	30.09.2018	30.06.2018	31.03.2018	31.12.2017	30.09.2017	30.06.2017
LCR	621 %	581 %	560 %	457 %	338 %	495 %
Deposit coverage *(1)*	76 %	75 %	80 %	77 %	72 %	49 %

(1) % of total assets

Interest rate risk

Maritime & Merchant Bank ASA has defined guidelines that set limits for the maximum interest rate risk. Any exposure exceeding the interest rate risk limits shall be mitigated by using hedging instruments. Routines have been established for on-going monitoring and reporting of the interest rate risk to the Board of Directors.

Market risk

Maritime & Merchant Bank ASA has developed guidelines and limits for counterparty exposure, maturity per counterpart, average duration of portfolio and foreign exchange risk. Exposure to foreign exchange risk (not USD) is hedged.

Operational risk

Maritime & Merchant Bank ASA has established operational risk policy and guidelines. Contingency plans have been established, and insurance is (professional responsibility, crime and Board of Directors responsibility) purchased in order to reduce risk.

Outlook

We expect a continued increasing demand for our services throughout the forthcoming quarter, reflecting an active market for sale and purchase of tonnage in the main segments. Moderate, but steady rate increases within the dry bulk and the container sector in particular has given an incentive to a further upswing in investments and a corresponding demand for financing. Our core group of customers; project oriented environments both domestically and abroad, have been active with financing of new projects and refinancing of existing tonnage. There are as always uncertain factors surrounding the shipping markets, both economical and (geo) political, and the current situation is no exception from the rule. It is enough to mention the trade war between USA and China and the possible consequences of same, which still are uncertain. On the other side, the underlying industrial figures from the global economy are consistently positive and this in combination with relatively modest order books for newbuilding's within the main tonnage segments, should give fairly positive prospects going forward for seaborne trade and rate development.

Oslo, November 6th 2018

Board of Directors, Maritime & Merchant Bank ASA

Profit & Loss

- In USD	Note	2018 01.07 - 30.09	2017 01.07 - 30.09	2018 01.01 - 30.09	2017 01.01 - 30.09	2017 Full year
Interest income and related income						
Interest and other operating income from loans to customers		4 056 059	857 716	9 777 256	1 422 701	2 980 154
Interest from certificates and bonds		507 618	377 264	1 453 565	423 635	746 679
Fees and related income						
Interest from loans to and receivables from credit institutions		237 651	75 909	443 106	213 825	284 329
Total interest income and related income		**4 801 328**	**1 310 889**	**11 673 926**	**2 060 161**	**4 011 162**
Interest expenses						
Interest expences and similar expences of loans to and receivables from credit institutions		0	-83	-19	-2 892	-2 560
Interest expences and similar expences of loans to and receivables from customers		-1 369 714	-623 945	-3 719 324	-727 759	-1 561 531
Net interest expenses from financial derivatives		-380 012	0	-934 536	0	-98 704
Other fees and commisions		-12 479	-5 400	-40 116	-7 027	-7 694
Net interest expenses and related expenses		**-1 762 205**	**-629 428**	**-4 693 994**	**-737 678**	**-1 670 489**
Net gains / losses on foreign exchange and financial instrument						
Net value adjustments and gains/ losses on foreign exchange, financial derivatives and financial instruments		164 205	455 239	-106 015	514 700	53 521
Net gains / losses on foreign exchange and financial intruments		**164 205**	**455 239**	**-106 015**	**514 700**	**53 521**
Total income		**3 203 328**	**1 136 700**	**6 873 917**	**1 837 183**	**2 394 194**
Salaries, administration and other operating expenses						
Salaries and personnel expenses		-1 108 212	-789 531	-2 821 198	-1 910 742	-2 214 544
Administrative and other operating expenses		-382 461	-406 390	-1 545 068	-1 373 813	-1 921 180
Net salaries, administration and other operating expenses		**-1 490 673**	**-1 195 921**	**-4 366 266**	**-3 284 555**	**-4 135 724**
Depreciation and impairment of fixed and intangible assets						
Depreciation and impairment		-604 408	-269 239	-1 855 179	-741 712	-851 327
Total depreciation and impairment of fixed and intangible assets		**-604 408**	**-269 239**	**-1 855 179**	**-741 712**	**-851 327**
Total operating expenses		**-2 095 081**	**-1 465 160**	**-6 221 445**	**-4 026 267**	**-4 987 051**
Operating result		**1 108 247**	**-328 460**	**652 472**	**-2 189 084**	**-2 592 857**
Loan loss provisions (IFRS - 9)	8	-111 126	0	-168 557	0	0
Profit (+) / Loss (-) for the period before tax		**997 121**	**-328 460**	**483 915**	**-2 189 084**	**-2 592 857**
Income tax		-264 229	82 115	-30 336	547 271	1 308 908
Income tax	13	**-264 229**	**82 115**	**-30 336**	**547 271**	**1 308 908**
Result for the period after tax		**732 892**	**-246 345**	**453 578**	**-1 641 813**	**-1 283 949**
Allocations						
Transferred from retained earnings		732 892	-246 345	453 578	-1 641 813	-1 283 949
Total allocations		**732 892**	**-246 345**	**453 578**	**-1 641 813**	**-1 283 949**

Balance

Assets

- In USD	Note	30.09.2018	30.09.2017	31.12.2017
Cash and balances at central bank		**7 898 820**	**0**	**0**
Lending to and receivables from credit institutions				
Lending to customers	1, 4, 5	200 174 054	54 990 299	91 827 014
Lending to and receivables from credit institutions	4, 5	47 443 541	38 246 925	46 746 274
Total lending to and receivables from credit institutions		**247 617 595**	**93 237 224**	**138 573 288**
Certificates, bonds and other receivables				
Commercial papers and bonds valued at market value	2, 4, 5	114 754 670	101 042 659	102 474 392
Commercial papers and bonds valued at amortised cost	2, 4, 5	0	5 007 091	5 022 278
Certificates, bonds and other receivables		**114 754 670**	**106 049 750**	**107 496 670**
Shares		**49 957**	**0**	**0**
Intangible assets				
Deferred tax assets		2 261 672	1 473 229	2 234 866
Other intangible assets	10	3 596 545	4 257 804	4 557 104
Total intangible assets		**5 858 217**	**5 731 033**	**6 791 970**
Tangible assets				
Machinery and equipment		65 271	76 541	72 268
Total tangible assets		**65 271**	**76 541**	**72 268**
Other assets				
Financial derivatives	6	988 966	857 843	828 450
Other assets		76 918	54 355	133 944
Total other assets		**1 065 883**	**912 198**	**962 394**
Expenses paid in advance				
Prepaid, not accrued expenses		156 796	922 214	120 681
Total prepaid expenses		**156 796**	**922 214**	**120 681**
TOTAL ASSETS		**377 467 209**	**206 928 960**	**254 017 271**

Liabilities and shareholders equity

- In USD	Note	30.09.2018	30.09.2017	31.12.2017
Liabilities				
Deposits from and liabilities to customers				
Deposits from and liabilities to customers		285 453 876	147 961 737	194 843 909
Total deposits from and liabilities to customers		**285 453 876**	**147 961 737**	**194 843 909**
Other liabilities				
Financial derivatives	6	1 869 935	0	445 340
Other liabilities	11	652 943	233 019	563 838
Total other liabilities		**2 522 877**	**233 019**	**1 009 178**
Accrued expenses and received unearned income				
Accrued expenses and received unearned income	11	481 502	1 377 751	449 869
Total accrued expenses and received unearned income		**481 502**	**1 377 751**	**449 869**
Total Liabilities		**288 458 256**	**149 572 507**	**196 302 956**
Shareholders equity				
Paid-in capital				
Share capital		8 630 638	5 590 977	5 590 977
Share premium account		82 925 044	55 123 645	55 123 644
Total paid-in capital		**91 555 682**	**60 714 622**	**60 714 621**
Retained earnings				
Retained earnings		-2 546 728	-3 358 169	-3 000 306
Total retained earnings		**-2 546 728**	**-3 358 169**	**-3 000 306**
Total shareholder equity	7, 9	**89 008 954**	**57 356 453**	**57 714 315**
TOTAL SHAREHOLDERS EQUITY AND LIABILITIES		**377 467 209**	**206 928 960**	**254 017 271**

Statement of equity

- In USD	Share capital	Share premium	Retained earnings	Total equity
Equity as per 31.12.2015	442 191	3 751 164	-400 555	3 792 800
Share issue	79 593	1 241 673		1 321 266
Share issue	4 591 659	45 408 342	-	50 000 001
Profit	-	-	-1 315 802	-1 315 802
Equity as per 31.12.2016	5 113 444	50 401 178	-1 716 357	53 798 265
Share issue	477 533	4 722 467		5 200 000
Profit	-	-	-1 283 949	-1 283 949
Equity as per 31.12.2017	5 590 977	55 123 644	-3 000 306	57 714 315
Share issue	3 039 661	28 208 682	-	31 248 343
Loss allowance in accordance with IFRS 9	-	-407 282	-	-407 282
Profit	-	-	453 578	453 578
Equity as per 30.09.2018	8 630 638	82 925 044	-2 546 728	89 008 954

Statement of Cash flows

- In USD	2018 30.09	2017 30.09	2017 31.12
CASHFLOW FROM OPERATING ACTIVITIES			
Profit before tax	483 915	-2 189 084	-2 592 857
Lending to customers	-106 860 898	-54 990 299	-91 827 014
Deposits from and liabilities to customers	86 972 506	147 961 737	194 843 909
Change in certificates and bonds	-7 307 957	-106 049 750	-107 496 670
Interest income and related income	-10 784 290	-2 060 161	-4 000 807
Interest received	9 129 590	1 185 159	5 123 998
Net interest expenses and related expenses	3 759 458	737 678	1 571 785
Interest paid	-121 997	-21 550	-1 571 785
Ordinary depreciation	1 855 179	741 712	851 327
Loan loss provisions (IFRS 9)	168 557		
Change in accounts payable	120 738	-536 262	-205 443
Change in financial derivatives	1 264 079	0	-383 110
Change in other assets and other liabilities	-36 231	-233 525	-863 687
Net cash flow from operating activities	**-21 357 351**	**-15 454 345**	**-6 550 354**
CASHFLOW FROM INVESTMENT ACTIVITIES			
Payments for acquisition of assets	-887 623	-545 965	-950 672
Net cash flow from investing activities	**-887 623**	**-545 965**	**-950 672**
CASHFLOW FROM FINANCIAL ACTIVITITES			
Proceeds from share issue	3 276 040	0	0
Proceeds from share issue	27 565 021	5 200 000	5 200 000
Net cash flow from financial activities	**30 841 061**	**5 200 000**	**5 200 000**
Effect of exchange rate changes on lending to and receivables from credit institutions	**0**	**1**	**66**
Net change in lending to and receivables from credit institutions	8 596 087	-10 800 309	-2 300 960
Lending to and receivables from credit institutions as per 01.01	46 746 274	49 047 234	49 047 234
Lending to and receivables from credit institutions	**55 342 361**	**38 246 925**	**46 746 274**

Notes 30.09.2018

Accounting principles

The financial statements of Maritime & Merchant Bank ASA for 30.09.2018 has been prepared in accordance with the simplified application of international accounting standards according to the Norwegian Accounting Act § 3.9 with additional disclosure requirements laid down in legislation and regulations.

The financial report for 30.09.2018 has been prepared in accordance with chapter 9 in the regulation of financial reporting for banks and financial institutions. Financial statement figures are stated in USD, unless otherwise stated.

Recognition of interest

Interest income is recognised using the internal rate of return method. This involves recognising nominal interest with the addition of the amortisation of arrangement fees less direct arrangement costs. The recognition of interest by the internal rate of return method is used both for balance sheet items valued at amortised cost and for balance sheet items valued at fair value through profit or loss. Interest income on written down credit commitments is calculated as the internal rate of return on the written down value.

Accrual of interest and charges

Interest and commission is recognised in the income statement as it is earned as income or accrues as expense. Charges that are direct payment for services rendered are taken to income when they are paid. Arrangement fees are included in the cash flows when calculating amortised costs and recognised as income in the line item "Interest expenses and similar expenses of loans to and receivables from customers" using the internal rate of return method.

Tangible fixed assets

Material assets are classified as tangible fixed assets and valued at acquisition cost less accumulated depreciation and write-downs. Acquisition cost includes expenses related directly to the acquisition. Repairs and maintenance are expensed on an ongoing basis in the income statement. Tangible fixed assets are depreciated on a straight line basis over their expected useful life. Fixtures and fittings etc. and computer equipment are amortised over a period of 3 years. The residual values and useful lives of the assets are assessed on an annual basis and adjusted as necessary. The need for write-downs is also assessed on a regular basis.

Intangible assets

Purchased software/licences are classified as intangible assets and recognised in the balance sheet at acquisition cost with the addition of the expenses required to make the software ready for use. These are amortised in line with the duration of the contracts and the expected economic life of the asset. The development of software is recorded in the balance sheet and, where the value is assessed as substantial and is expected to have lasting value, it is amortised over the course of its estimated useful life. The residual values and useful lives of the assets are assessed on an annual basis and adjusted as necessary. The need for write-downs is also assessed on a regular basis

Pensions

The bank has a defined contribution pension scheme for its employees and the scheme is managed by a life assurance company. The bank pays an annual contribution to the group pension savings scheme of the individual employee. The bank has no further commitments beyond the payment of the annual contribution.

Taxes

The year's tax cost comprises taxes payable for the financial year as well as changes in deferred tax on temporary differences. Temporary differences are the differences between the accounting and tax values of balance sheet items. Deferred tax is determined using the tax rates and tax rules applicable on the reporting date and that it is assumed will be applied when the deferred tax asset is realised or when the deferred tax is settled. Deferred tax asset is recognised in the balance sheet in so far as it is probable that it can be charged to future taxable income. In tax accounting the equity is denominated in NOK, hence the taxable result will fluctuate with the USDNOK exchange rate.

Statement of Cash Flows

The Statement of Cash Flows has been prepared using the indirect method

Translation of transactions in foreign currencies

The financial statements are presented in USD, which is also the functional currency of the bank. Monetary items in foreign currencies are translated at the rate of exchange applicable on the balance sheet date. Changes in value as a consequence of changes in the rate of exchange between the transaction date and the balance sheet date are recognised in the income statement.

Financial instruments

Maritime & Merchant Bank ASA has during 2017 and 2018 invested in Bonds. The majority of the financial assets are classified as "Financial assets at fair value through profit or loss" as they were designated on initial recognition to be measured at fair value with fair value changes in profit or loss.

Financial assets with fixed or determinable payments that are not quoted in an active market, other than designated on initial recognition as assets at fair value through profit or loss are classified as "Loans and receivables". Financial assets with fixed or determinable payments that Maritime & Merchant Bank ASA intends and is able to hold to maturity and that do not meet the definition of loans and receivables and are not designated on initial recognition as assets at fair value through profit or loss are classified as "Held-to-maturity" investments. Loans and receivables and Held-to-maturity investments are measured at amortised cost.
Financial assets and liabilities are recognised in the balance sheet on the trading date, i.e. at the point in time when the bank becomes party to the contractual provisions of the instrument. Financial assets are removed from the balance sheet when the contractual obligations have been sold, cancelled or have expired.

Classification

On initial recognition, financial instruments are classified in one of the following categories:

Financial assets

- Financial assets at fair value through profit or loss.
- Lending and receivables recognised at amortised cost.

Financial liabilities

- Financial liabilities designated to be measured at fair value, with value changes recognised in profit or loss.
- Other financial liabilities recognised at amortised cost.

Financial assets and liabilities at fair value through profit or loss

Assets and liabilities in this category are:

- Commercial papers and bonds held for liquidity purpose
- Financial Derivatives
- Cash deposits and loans to credit institutions
- Debt securities in issue with fixed rates of interest
- Deposits from customers with fixed interest rate

Loans and receivables recorded at amortised cost

Assets and liabilities in this category are:

- Loans and receivables are financial assets that have fixed or determinable payments, and are not traded on an active market.
- Bonds that have fixed or determinable payments, and are not traded on an active market.
- Deposits by customers and credit institutions without locked-in interest rates and other financial liabilities, that are not specified as liabilities valued at fair value through profit or loss.

Measurement

All financial assets that are not recognised at fair value through profit or loss are initially recognised in the balance sheet at fair value with the addition of transaction costs. Other liabilities recognised at amortised cost are initially recognised in the balance sheet at fair value less transaction costs. Financial assets and liabilities recognised at fair value through profit or loss are recognised at the time of acquisition at fair value and transaction costs are recognised in the income statement. Financial assets and liabilities at fair value through profit or loss are measured in subsequent periods at fair value. Loans and receivables and other financial commitments are measured at amortised cost using the effective interest method.

Fair value measurement

Fair value is the price that would be received by selling an asset or a liability can be settled in a transaction between independent parties. The going concern assumption is applied in the calculation and a provision for the credit risk associated with the instrument is included in the valuation. Financial instruments are measured at the price within the bid-ask spread where a corresponding market risk can be shown to be present to a sufficient degree of probability.

Financial assets and liabilities traded in an active market, quoted prices are used. In so far as no quoted prices for the instrument are obtainable, the instrument will be decomposed and valued on the basis of the prices of the individual components. This applies to the majority of derivatives such as forward exchange contracts and interest rate swaps, as well as to certificates and bonds.

In the case of other financial instruments such as deposits and loans by customers and credit institutions with locked-in rates, contractual cash flows are determined, discounted by the market rate including a credit risk margin at the reporting date.

Amortised cost measurement

Financial instruments that are not measured at fair value are measured at amortised cost and income is calculated using the effective rate of interest of the instrument (internal rate of return). The internal rate of return is determined by discounting contractual cash flows within the anticipated term. The cash flow includes arrangement fees and direct transaction costs not payable by the customer, as well as any residual value at the end of the anticipated term. Amortised cost is the present value of these cash flows discounted at the internal rate of return.

Writing down of financial assets

See information in the Financial Report 31.12.2017.

Note 1, Lending to customers

Maritime & Merchant Bank ASA has lent USD 200 174 054 to customers. There has not been any a default or credit deterioration on these loans. After the transition to IFRS 9, the Bank has made the following loss provisions:

Loss Allowance	Total	Change
31.12.2017	0	
01.01.2018	407 282	407 282
31.03.2018	502 933	95 651
30.06.2018	464 713	-38 220
30.09.2018	575 839	111 126

Provisions for losses are calculated based on the expected loss (EL) using the method as described in the 2017 annual report.

Note 2, Certificates and Bonds

The bond portfolio is measured at fair market value. Valuation is based on not listed but observable prices for assets or liabilities either directly (for example from prices) or indirectly (for example, derived from credit spreads and interest rates)

Issuer	Risk Weight	Currency	Notional	Market value	Market Value USD
European Investment Bank	0 %	USD	5 000 000	5 013 390	5 013 390
Local and regional authorities	0 %	NOK	50 000 000	50 132 275	6 129 389
Covered Bonds	10 %	NOK	841 000 000	847 441 656	103 611 891
Credit Institutions	20 %	NOK	-	-	-
Sum market value USD bond portfolio measured at fair value through profit or loss					114 754 670

Note 3, Risk

The bank focuses on control and management of the bank's total risk. The main risk areas are described below.

Credit risk

See note 4.

Liquidity risk

The bank's objective is low liquidity risk, which means high liquidity buffers and good deposit coverage. Maritime & Merchant Bank is a newly established bank and our ability to issue securities is still very limited. This implicates that the bank needs to hold larger liquidity buffers than the average for Norwegian banks. Also see note 5.

Market risk

The bank shall not take positions in the currency and the fixed income market, and exposures that occur shall as far as possible be hedged.

Currency Risk

All exposure on the balance sheet, outside the balance sheet and estimated income and expense items will be covered. Market exposure will be limited and within limits and authorisations granted by the board.
Funding in NOK is swapped to USD using cross currency basis swaps, with duration around 3 to 3.5 years. Using cross currency swaps match funding in NOK with lending in USD. Assets and liabilities are currency matched.

Tax and currency risk

In tax accounting the equity is denominated in NOK, hence the taxable result will fluctuate with the USDNOK exchange rate. When USDNOK depreciate, the taxable result will be more negative than the USD result.

Credit Spread risk

The bank will be exposed to changes in market value of bonds and certificates. This risk should be low to moderate and the portfolio should have high market liquidity. Credit spread risk is measured using Solvency II methodology. The credit spread risk is low to moderate.

A framework for the composition of this portfolio has been established, as well as limits for single issuers.

Interest Rate Risk

All exposure on the balance sheet and outside the balance sheet will be covered. Market exposure will be limited and within limits and authorisations granted by the board.
There has been no interest rate risk other than normal risk arising from banking activities, i.e. shorter than 3-month maturity. All loans and deposits are without fixed rate terms, and no loans have interest rate period longer than 3 months.

Operational Risk

The bank reduces operational risk through good governance, good control routines, a well-established framework and a risk- and compliance function.

Other risk factors

The bank continuously assesses changes which may affect risk factors.

Note 4, Credit risk and segments

The total committed exposure per 30.09.2018 was USD 200 174 054. There has not been any a default or credit deterioration on these loans. After the transition to IFRS 9, the Bank has made the following loss provisions:

Loss Allowance	Total	Change
31.12.2017	0	
01.01.2018	407 282	407 282
31.03.2018	502 933	95 651
30.06.2018	464 713	-38 220
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Provisions for losses are calculated based on the expected loss (EL) using the method as described in the 2017 annual report.

The average weighted quality of the portfolio is Moderate Risk, and all credits, when granted, had an Expected Default Probability which qualified them to be classified as Low or Moderate Risk. The credit portfolio has a risk concentration around the mid-point.

The majority of the commitments are, on disbursement date, secured with ship mortgages within 50 % of appraised values in addition to security in cash and earnings, and in combination with an estimated Moderate Default Probability, this provides for a sound credit portfolio with a marginal potential for future losses.

In addition to estimating the Default Probability, we also estimate the Loss Given Default on each exposure. Based on the low leverage of financing in combination with financing non-specialized tonnage with strict covenants, the average weighted Loss Given Default for the loan portfolio, is very satisfactory.
The Bank’s estimated risk cost, Expected Loss, is calculated as Default Probability multiplied with Loss Given Default, and is included in all internal return on capital estimations in connection with granting new loans.
The portfolio is distributed in risk classes according to official rating, collateral and internal risk classification. The total committed portfolio was distributed with 25 % on bulk carriers, 4 % on gas carriers, 32 % on tankers, 35 % on container vessels and specialized 4 %.

The Bank’s internal credit strategy has limits for maximum exposure to the various shipping segments, and Acceptable Risk Criteria form guidelines for the lending strategy. All present loan exposure fell within the Bank’s credit strategy.

Risk classes and credit score:

Low risk	Credit score: 1-4
Moderate risk	Credit score: 5-7
High risk	Credit score: 8-10

Lending to customers and bonds:	Loans USD	Bonds USD	Total USD
Low Risk	-	114 754 670	114 754 670
Moderate risk	200 174 054	-	200 174 054
High risk	-	-	-
Loss Exposed	-	-	-
Sum	200 174 054	114 754 670	314 928 725

Lending to and recievables from credit institutions:	USD
AA (Moodys)	39 544 720
Central Bank	7 898 820

Securities:

Risk Classification	Rating	Risk Weight	Currency	Notional	Market Value
Very low to no risk	AAA	0 %	USD	5 000 000	5 013 390
Very low to no risk	AA+	0 %	NOK	50 000 000	50 132 275
Very low risk	AAA	10 %	NOK	841 000 000	847 441 656
Very low risk	AAA	20 %	NOK	-	-
Low Risk	A	20 %	NOK	-	-
Sum NOK				891 000 000	897 573 931
Sum USD				5 000 000	5 013 390

Risk Classification	< 3mnth	<1 Year	1-5 Years	5+ Years	Total
Very low to no risk	-	-	5 013 390	-	5 013 390
Very low to no risk	-	-	50 132 275	-	50 132 275
Very low risk	-	100 661 817	746 779 839	-	847 441 656
Low Risk	-	-	-	-	-
Low Risk		-	-	-	-
Sum NOK	-	100 661 817	796 912 114	-	897 573 931
Sum USD			5 013 390		5 013 390

Note 5, Liquidity risk

Maritime & Merchant Bank aims to maintain a low liquidity risk. The bank has limited access to capital markets, and the Norwegian deposit market is the main source of funding. This means that the bank needs a relatively large liquidity buffer, consisting of placement in other banks and securities with high quality and liquidity.

The bank's liquidity level is assessed by calculating the Liquidity Coverage Ratio (LCR) and the Net Stable Financing Ratio (NSFR). These ratios describe the short liquidity level and the level of stable funding.

The bank calculates liquidity surplus, which appears as available funding less future liabilities within the defined time interval and required liquidity buffers.

Forecasts for these indicators are made for the next 12 months and provide a basis for the size of the liquidity buffers.

The bank's liquidity management follows guidelines and frameworks set by the bank's board, which are again based on recommendations from the Norwegian Financial Supervisory Authority.

The Bank has developed guidelines and a framework for managing liquidity risk. In addition, the bank has established forecasts for financing needs, liquidity and action plans for potential liquidity crises.

Note 6, Financial derivatives

Financial derivatives are measured at fair market value. Valuation is based on observable prices for assets or liabilities either directly (for example from prices) or indirectly (for example, derived from exchange rates, basis swap prices and interest rates).

Cross Currency Basis Swap

				USD and EUR in maturity Buckets			Market Value
Decription	NOK	USD	EUR	<1 Year	1-3 Years	3-5 Years	USD
Buy / Sell USD	935 595 000	115 000 000	-	-	100 000 000	15 000 000	-1 076 148
Buy / Sell EUR	52 739 138	-	5 425 000	-	5 425 000	-	195 199
Numer of Contracts	8						

Note 7, Share capital and shareholder information

The company has 7 252 333 shares at NOK 10.
The total share capital is NOK 72 523 330. The Company has one share class only.
The Company have 48 shareholders.

The shareholders of the Company are:

No	Shareholder	Numb. Of shares	%
1	Henning Oldendorff	1 812 642	25,0 %
2	Endre Røsjø *	1 812 642	25,0 %
3	Songa Investment AS	559 881	7,7 %
4	Canomaro Bulk AS	438 899	6,1 %
5	Nikolaus Oldendorff	431 394	5,9 %
6	Landmark Capital Pte. Ltd	303 702	4,2 %
7	Christian Oldendorff	235 306	3,2 %
8	Apollo Asset Ltd.	197 236	2,7 %
9	Nergaard Investment Partners AS	159 727	2,2 %
10	TD Veen AS	143 821	2,0 %
	Others	1 157 083	16,0 %
	Total	**7 252 333**	**100 %**

(*) 102 723 shares (1,4 %) owned through Centennial AS

Note 8 Loss provisions

After the transition to IFRS 9, provisions have been presented as expected loss over 12 months (Step 1) and expected loss over the life of the instrument (Step 2)

Non-performing commitments (Step 3) are commitments where the customer has not paid due installments on loans within 90 days of maturity.

	Step 1	Step 2	Step 3
	Classification by first time recognition	**Significantly increase in credit risk since first time recognition**	**Significantly increase in credit risk since first recognition and objective proof of loss**
	Expected loss next 12 months	**Expected loss over the life of instrument**	**Expected loss over the life of instrument**
Loss allowance as of 1.1.2018	407 282	-	-
Lending to custmers 1.1.2018 (1)	96 849 292	-	-
Changes			
Transfer to Step 1	-	-	-
Transfer to Step 2	-	-	-
Transfer to Step 3	-	-	-
Change (1)	-211 913		
New committments	380 470		
Allowance as of 30.09.2018	**575 839**	**-**	**-**
Lending to custmers 30.09.2018	200 174 054	-	-
Net Change in Loss allowance	**168 557**	**-**	**-**

(1) Amortisations and changes in individual assessments

Provisions for losses are calculated based on the expected loss (EL) using the method as described in the 2017 annual report.

<u>Effect of implementing IFRS 9 as of 01.01.2018</u>

Loss allowance according IAS 39:	USD 0
Loss allowance according to IFRS 9:	USD 407 282 (all in Step 1)
Net effect on loss allowance:	USD 407 282 (all in Step 1)

Note 9, Capital Adequacy

Amounts in USD - thousands	30.09.2018	30.09.2017	31.12.2017
Share capital	8 631	5 591	5 591
+ Other reserves	80 378	51 765	52 123
- Defered tax assets and intangible assets	-5 858	-5 731	-6 792
- This years profit	-454		
- Adjustments to CET1 due to prudential filters	-118		
Common Equity Tier 1 (CET 1)	**82 579**	**51 625**	**50 922**
Calculation basis			
Credit Risks			
+ Bank of Norway	-	-	-
+ Local and regional authorities	-	-	-
+ Institutions	9 747	7 649	9 349
+ Companies	186 406	54 990	96 849
+ Covered bonds	10 361	5 365	10 328
+ Shares	50	-	-
+ Other assets	353	927	116
Total Credit risks	**206 917**	**68 932**	**116 643**
+ Operational risk	7 525	8 706	8 763
+ Counterparty risk derivatives (CVA-risk)	1 476	426	2 115
Total calculation basis	**215 918**	**78 064**	**127 520**
Capital Adequacy			
Common Equity Tier 1 %	**38,25 %**	**132,26 %**	**39,93 %**
Total capital %	**38,25 %**	**132,26 %**	**39,93 %**

Note 10, Tangible and other intangible fixed assets

	Other intangible assets
Acquisition costs 01.01.2018	6 777 298
Additions	673 030
Disposal	0
Acquisition costs 30.09.2018	**7 450 328**
Accumulated depreciation 30.09.18	-3 853 783
Accumulated impairment loss 30.09.18	0
Net carrying value at 30.09.18	**3 596 545**
Depreciation	*-3 853 783*
Economic lifetime	*5 years*
Depreciation schedule	*Linear*

Note 11, Other Liabilities and accrued cost

	30.09.2018
Trade paybles	282 019
Tax withholdings	190 934
VAT Payable	36 149
Other liabilities	143 841
Total other liabilities	652 943
Holiday pay, Employer's NI contributions and salaries	481 502
Other accrued costs	-
Total accrued costs	481 502

Note 12, Financial Pledges

The Bank has pledged NOK 105 million of bonds as collateral for financial derivatives.

Note 13, Taxation of profit for the whole period (01.01 - 30.09)

	USD
Profit for the period before tax	483 915
Taxrelated agio	200 082
Write-downs (Phase 1) on loans accordance with IFRS 9	-407 282
Equity Issue, subscription fee	-168 861
Other tax related adjustments	13 492
Basis for tax	**121 346**
Tax 25 %	-30 336

In tax accounting the equity is denominated in NOK, hence the taxable result will fluctuate with the USDNOK exchange rate. When USDNOK depreciate, the taxable result will be more negative than the USD result.