



Finansieringsselskapenes Forening

Hansteens gate 2
P.O.Box 2330 Solli
N-0201 Oslo
Phone +47 23 28 44 80
Fax +47 23 28 44 84
E-mail: firmapost@finfo.no
www.finfo.no

Layout og trykk: DMT Kommunikasjon AS • www.dmt.no Idé: www.hei.no

ANNUAL REPORT 2006



Finansieringsselskapenes Forening

Main features

Main points 2006

- Another good year for the finance companies
- Still high business activity with the strongest effect on the corporate market products
- Increase in sales, within all product areas
- Increasing interest rates, increased competition and the funding situation creates pressure on the interest margin
- Satisfactory profitability and better than for other groups of finance institutions
- Moderate losses on loans
- Increase in bank total assets - reassuring solidity

Figures in percent from average bank total assets	2006	2005	2004	2003	2002
Net interest income ¹⁾	3,4%	3,6%	3,9%	4,2%	3,7%
Operating result before losses ¹⁾	1,9%	2,1%	2,2%	2,7%	2,2%
Losses ¹⁾	0,3%	0,3%	0,5%	0,9%	0,5%
Income from ordinary activities before taxes ¹⁾	1,6%	1,7%	1,6%	1,9%	1,7%

Figures in billion kroner	2006	2005	2004	2003	2002
Income from ordinary activities before taxes ¹⁾	2 173	1 893	1 570	1 583	1 329
Member companies' collected bank total assets by 31 December ¹⁾	139,8	118,1	98,4	88,8	80,8
New leasing investments total	31,8	28,3	23,1	17,8	18,9
New leasing investments private cars	6,8	5,8	5,0	3,4	4,1
Factoring turnover incl. bloc-factoring	91,7	76,8	70,9	64,1	51,6
Factoring loans	7,6	4,7	4,3	3,4	2,8
New investments - other loans (car financing and remaining loans) ³⁾	26,9	22,2	19,9	16,0	13,6
Credit cards, total turnover (international and domestic) ²⁾	34,4	27,4	22,7	20,1	16,5
Payment cards and credit cards, outstanding loaning volume ³⁾	20,5	18,1	16,0	12,6	10,8
Payment card, total turnover ²⁾	24,3	21,4	20,4	18,7	19,0

1) Preliminary figures for 2006

2) Blanco credits enters into the figures for Payment cards and credit cards. For 2004, figures for Nordea and EnterCard are included.

Source: The Association of Norwegian Finance Houses

Areas of activity

Leasing:

- Increase in sales continued - strong position as financing solution in the business world
- Leasing of private cars, industrial equipment and machines increased the most, office machines and computers flattened out
- Increasing competition and pressure on the interest margin, but still satisfactory earnings
- 17 per cent portfolio growth and historically high leasing level

Car financing:

- Car leasing carried on the powerful growth from the preceding years
- Marked growth in car financing for the private market
- Increasing demand for private rent
- Member companies consolidated their position as dominating financing source in the car market

Factoring:

- Stronger growth in turnover and loans from preceding years
- Bigger spread of bloc-factoring among great clients
- Increased attention to factoring as an active part of the company's financial strategy
- Web based factoring solutions increases the product's attractiveness among the companies

Credit and payment cards:

- Strong growth in amount of cards, turnover and loans for international credit and payment cards
- Falling transaction amounts within cards
- Still satisfactory loss development

The Association of Norwegian Finance Houses is meant to be a natural interest group for all finance companies, banks and other companies who run this kind of business in Norway. Through high competence and market knowledge, the association is to appear as a representative for the business sector to the surrounding world, while inwards, the association is to pass on knowledge and contribute to a common business sector culture with healthy competition between the companies.