



Annual Accounts Facts & Figures

1999

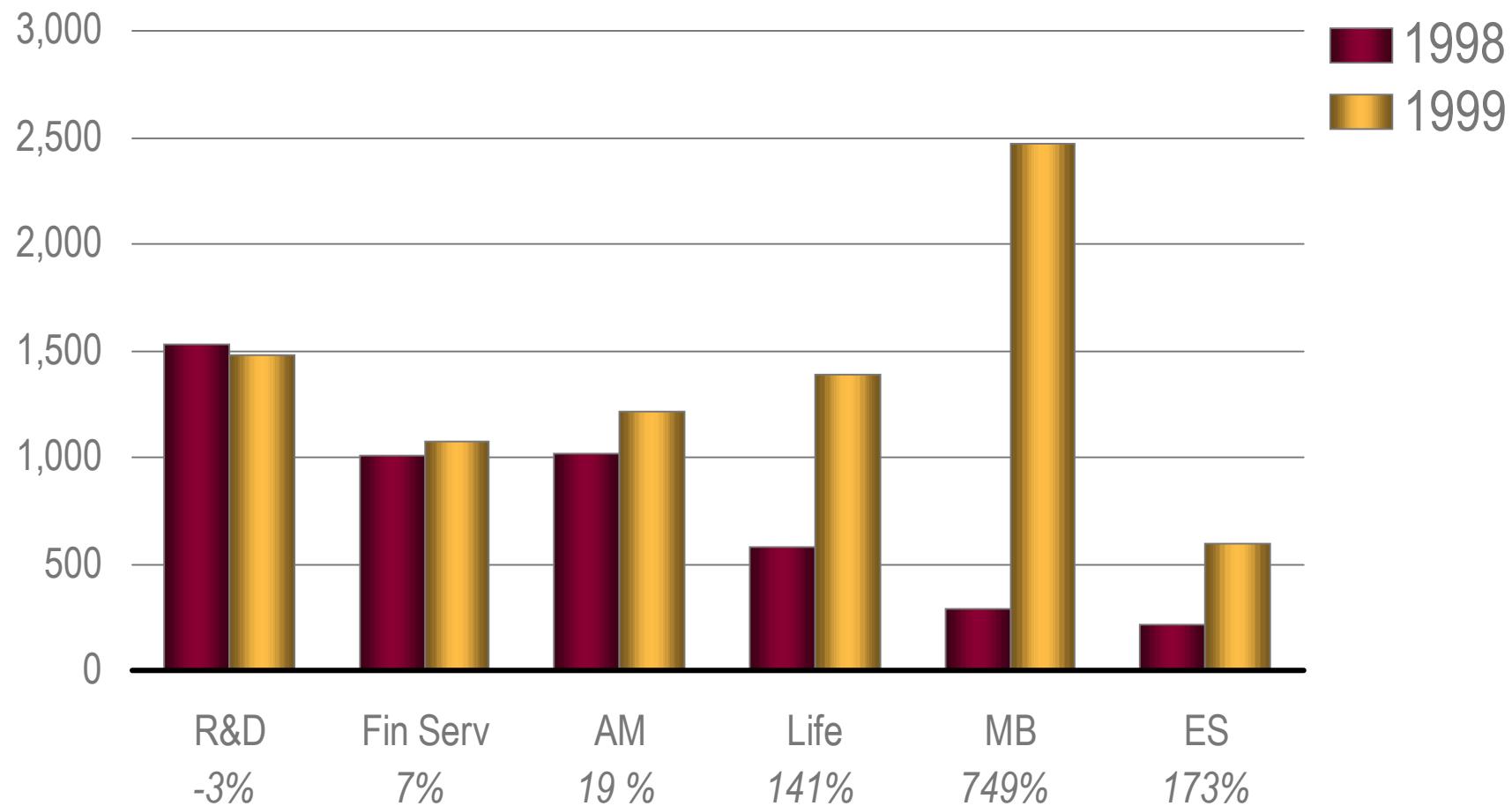


Profit and Loss Account

SEK M	1999	1998	Δ %
Net interest earnings	6,913	6,707	3
Net commission income	8,317	6,619	26
Net result of financial transactions	2,269	1,757	29
Other income	2,259	2,445	-8
Total income	19,758	17,528	13
Staff costs	8,419	6,816	24
Other administrative expenses	4,092	3,974	3
Depreciation	1,182	1,073	10
Other operating costs	1,405	1,110	27
Total costs	15,098	12,973	16
Lending losses and write-downs	405	-2,251	
Operating result, excl. non-life	5,065	2,304	120
Pension provision	873	531	64
Change in surplus values, life operations	1,502	752	100
Total result, excl. non-life	7,440	3,587	107
Total result non-life	57	2,497	
Total result, incl. non-life	7,497	6,084	23

Total Result per Business Area

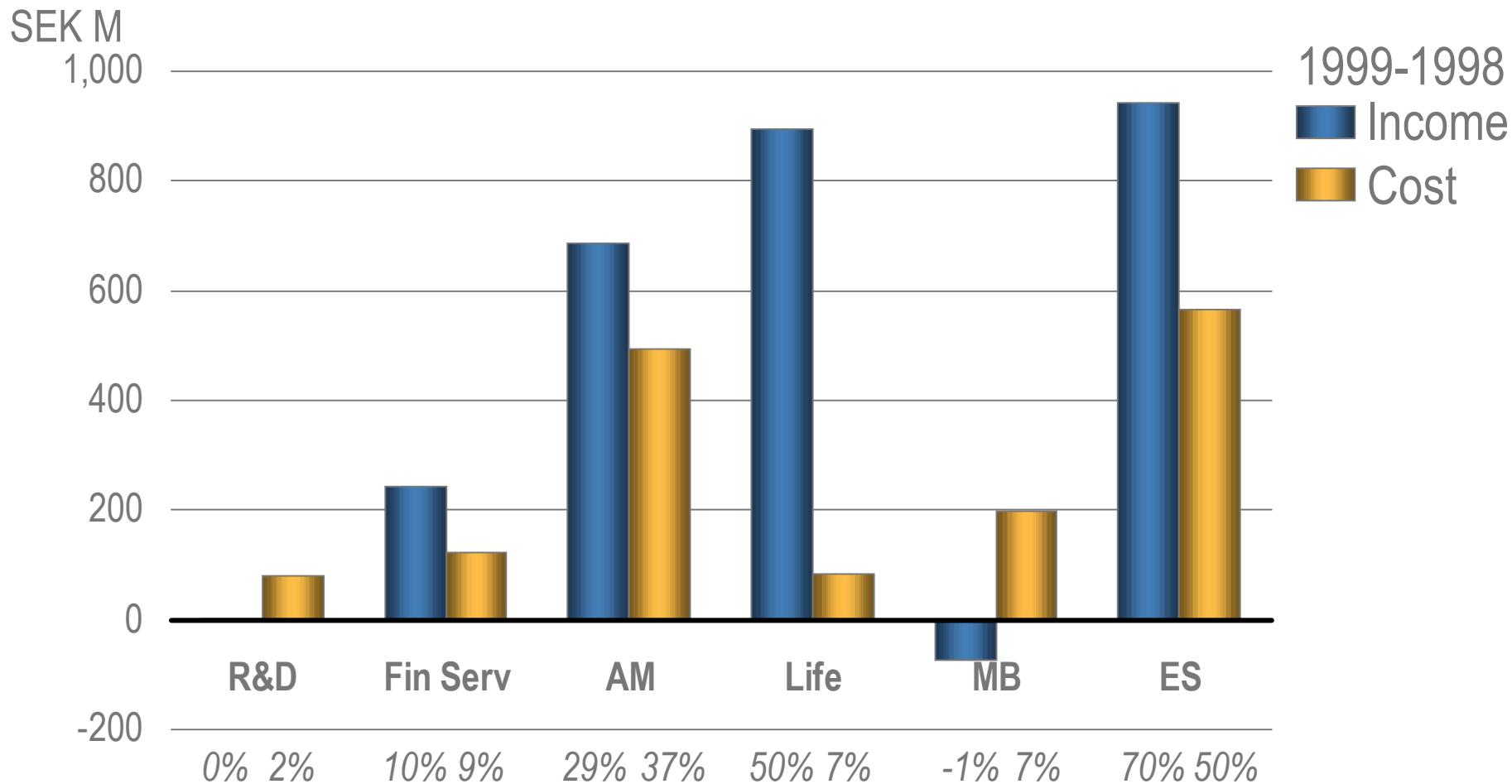
SEK M





Changes in Income and Costs

Incl. change in surplus value and pension provision





Income and Costs per quarter

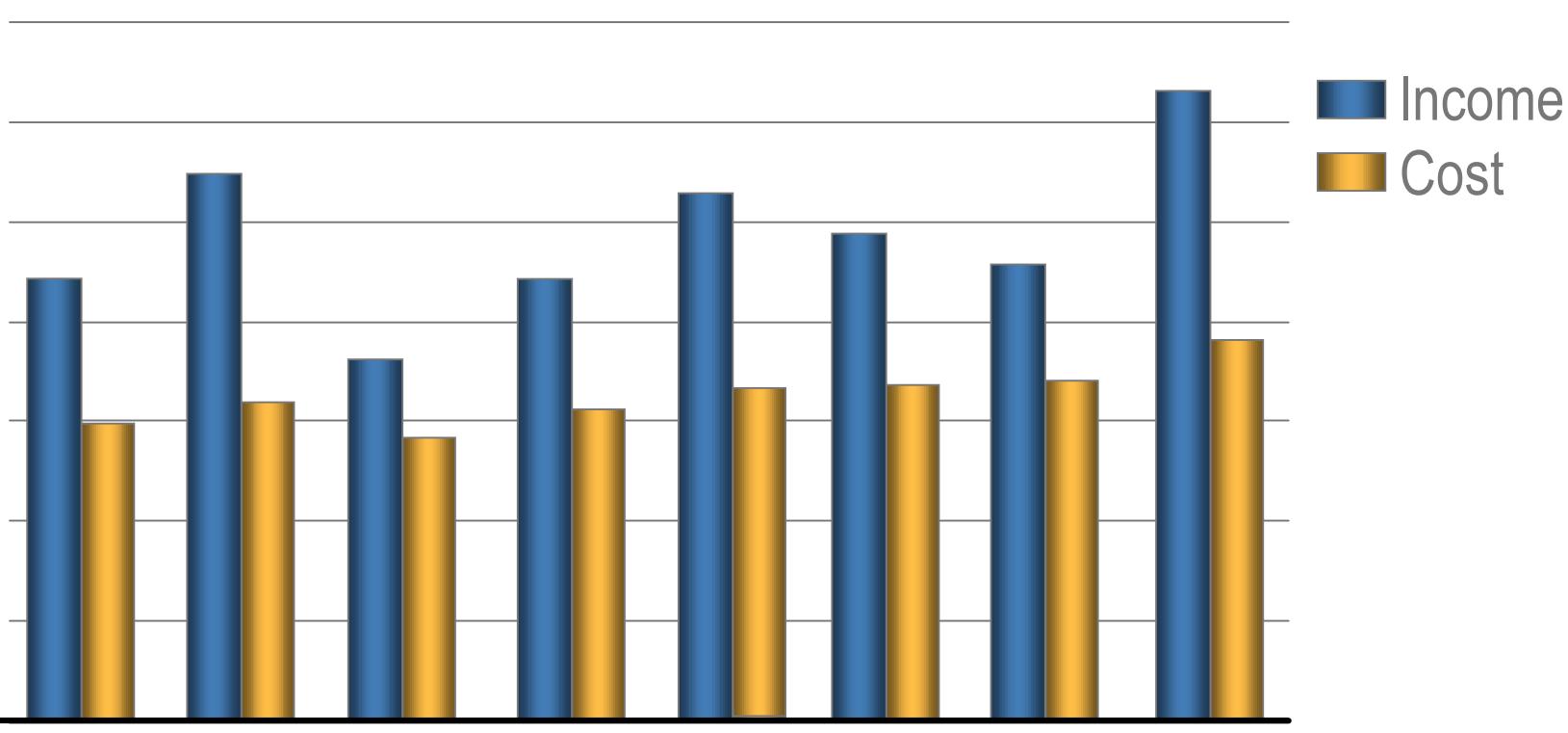
Incl. change in surplus value and pension provision

SEK M

7,000
6,000
5,000
4,000
3,000
2,000
1,000
0

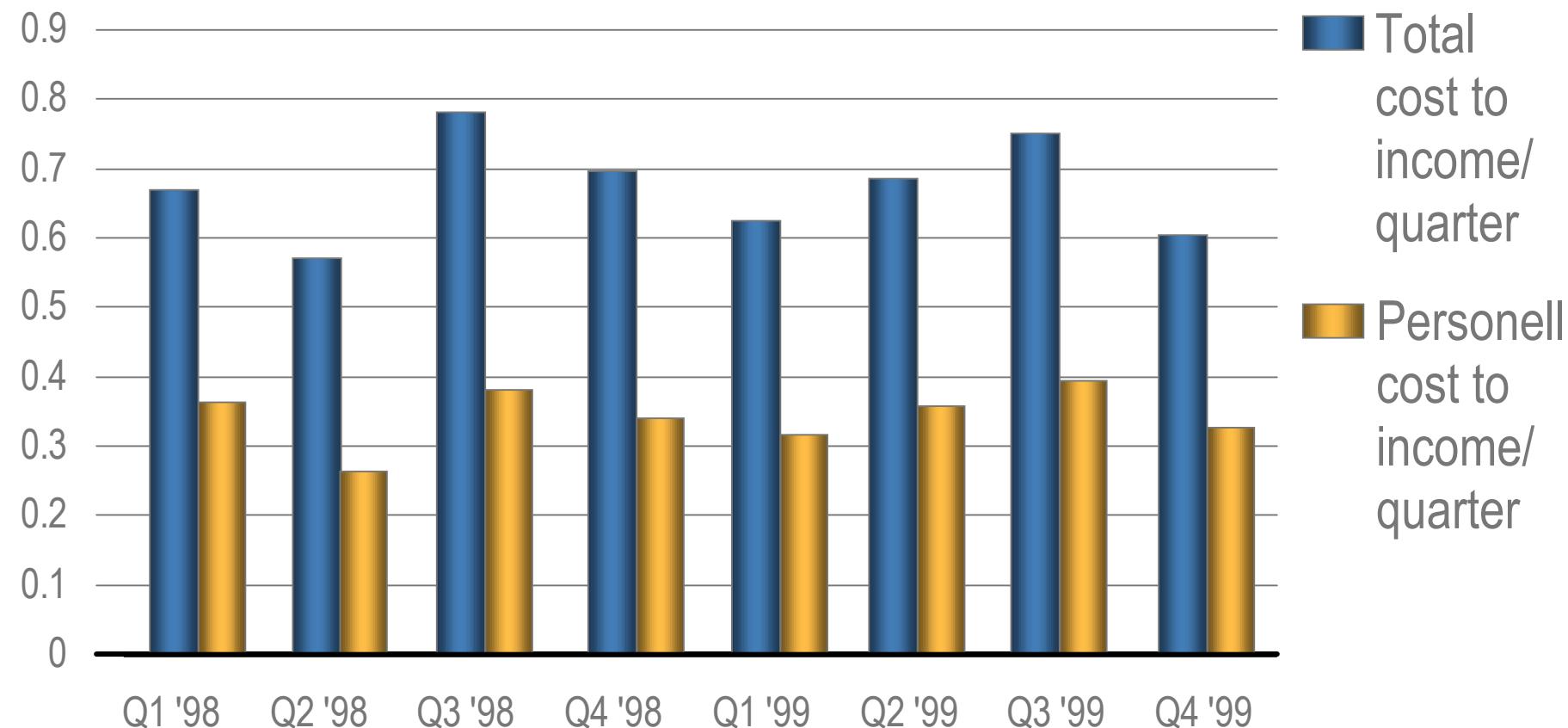
Income
Cost

Q1 '98 Q2 '98 Q3 '98 Q4 '98 Q1 '99 Q2 '99 Q3 '99 Q4 '99



Cost/Income ratios per quarter

Incl. change in surplus value as income and pension provisions net of cost





Change in Costs

IT, Nordic, Asset Management, Enskilda Securities
and other

SEK M	1999	1998	Change	
			SEK M	%
IT	2,806	2,857	-51	-2
Nordic region (incl. Baltic)**	1,505	988	517	52
Asset Management	1,569	1,087	482	44 *
Enskilda Securities	1,490	913	577	63 *
Other	7,728	7,128	600	8
Total	15,098	12,973	2 ,25	16
Pension provision	-873	-531	-342	64
Total costs net	14,225	12,442	1,783	14

** excl. Sweden

* excl. IT & Norden

Key Figures per Business Area

1999



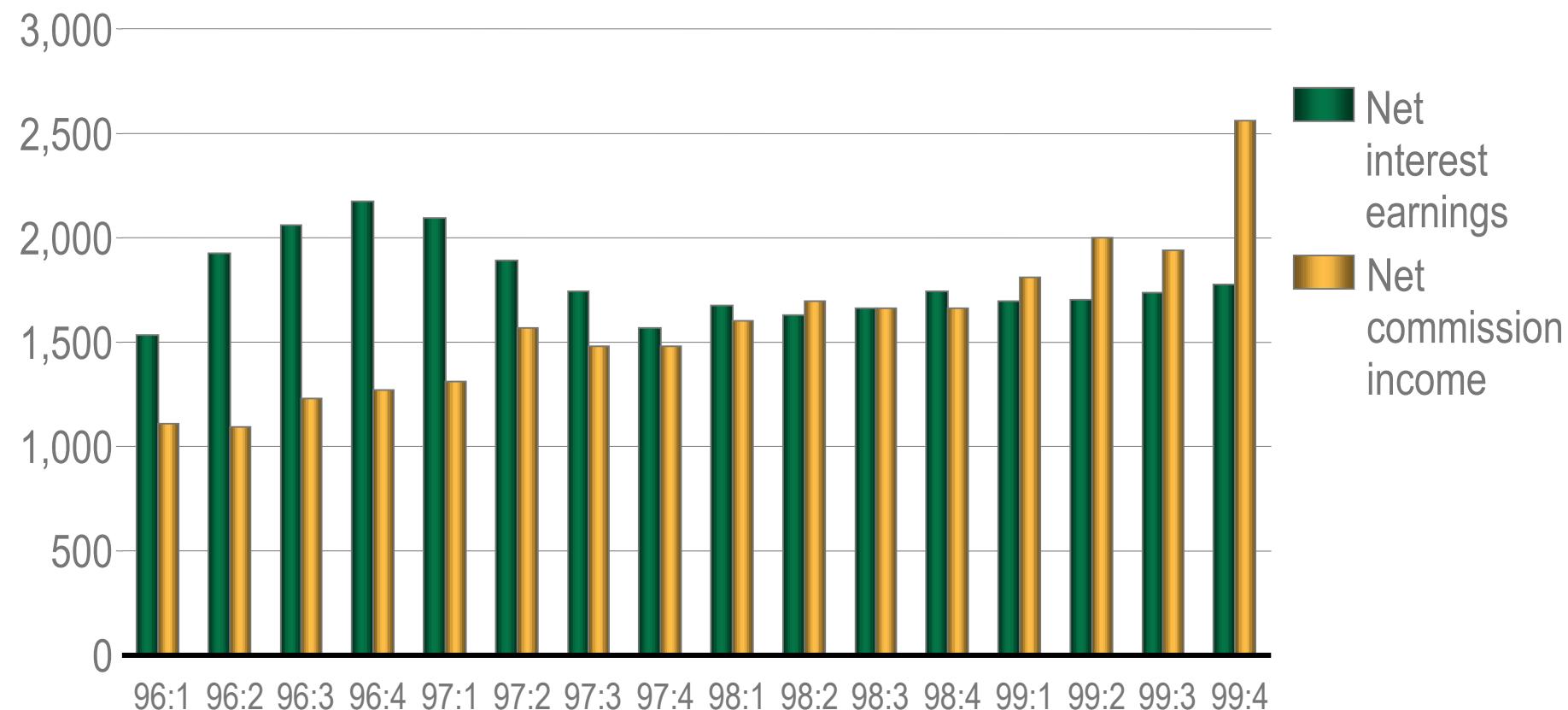
	Total result SEK M	Allocated capital SEK M	Return on AC %	C/I	No. of employees
Retail Distribution	1,481	7,100	15,0	0.76	4,242
Financial Services	1,078	1,300	59,7	0.58	1,080
Merchant Banking	2,470	9,500	18,7	0.61	1,696
Asset Management	1,211	3,750	23,3	0.63	1,066
SEB Trygg Liv	1,386	3,250	30,7	1.10	743
Enskilda Securities	592	650	65,6	0.74	420
SEB Baltic	170	980	12,5	0.68	987 *

* weighted



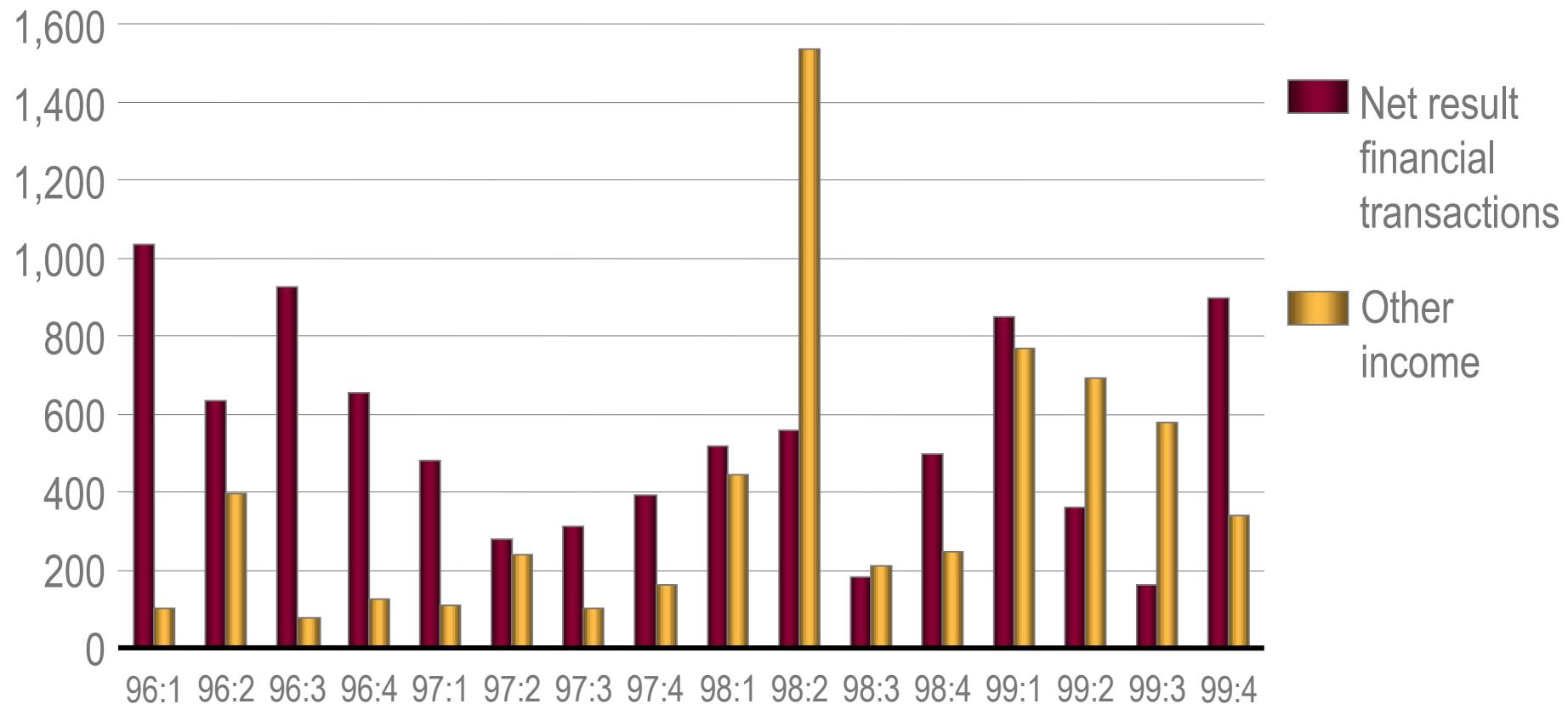
Net Interest Earnings & Net Commission Income

SEK M



Net Result Financial Transactions & Other Income

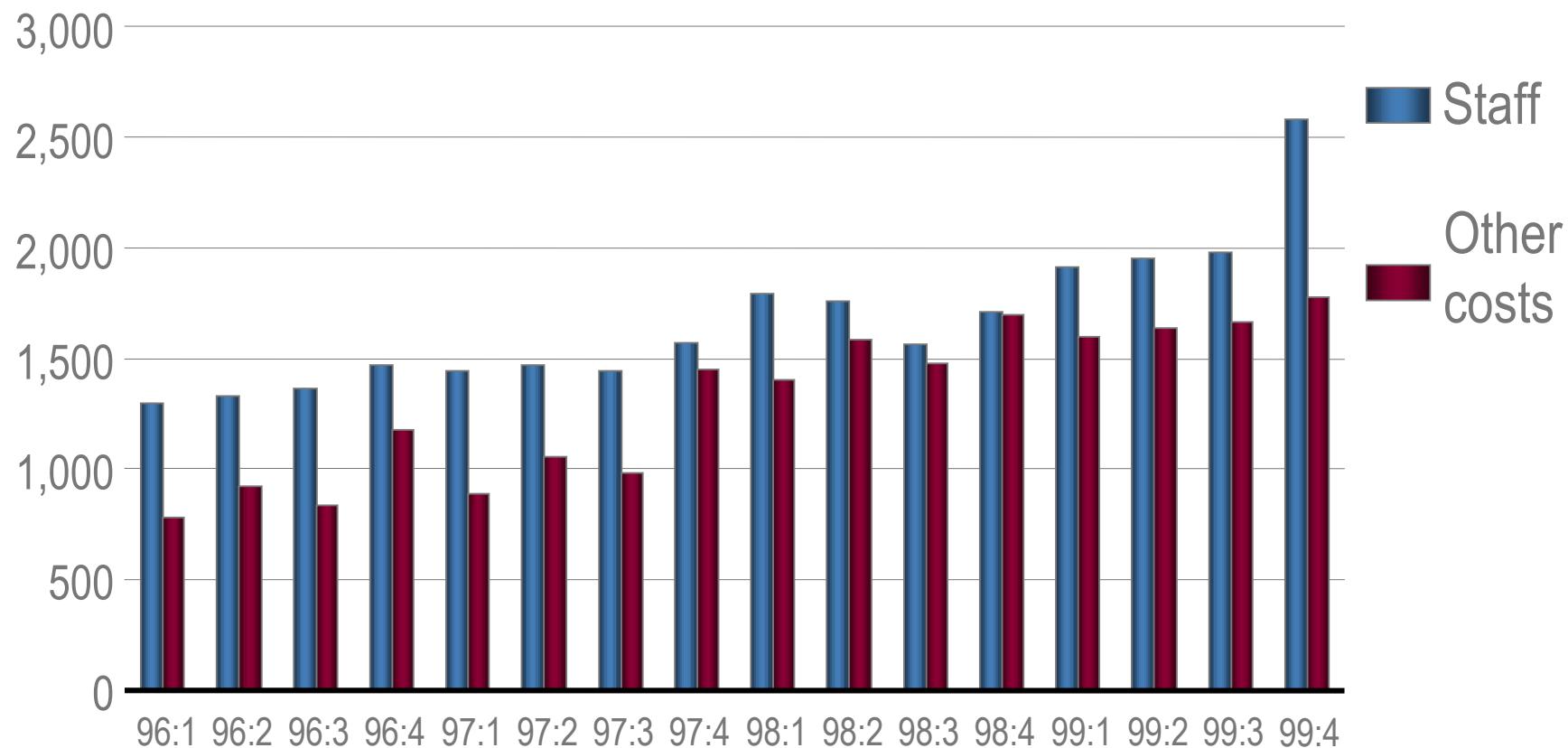
SEK M





Cost Development

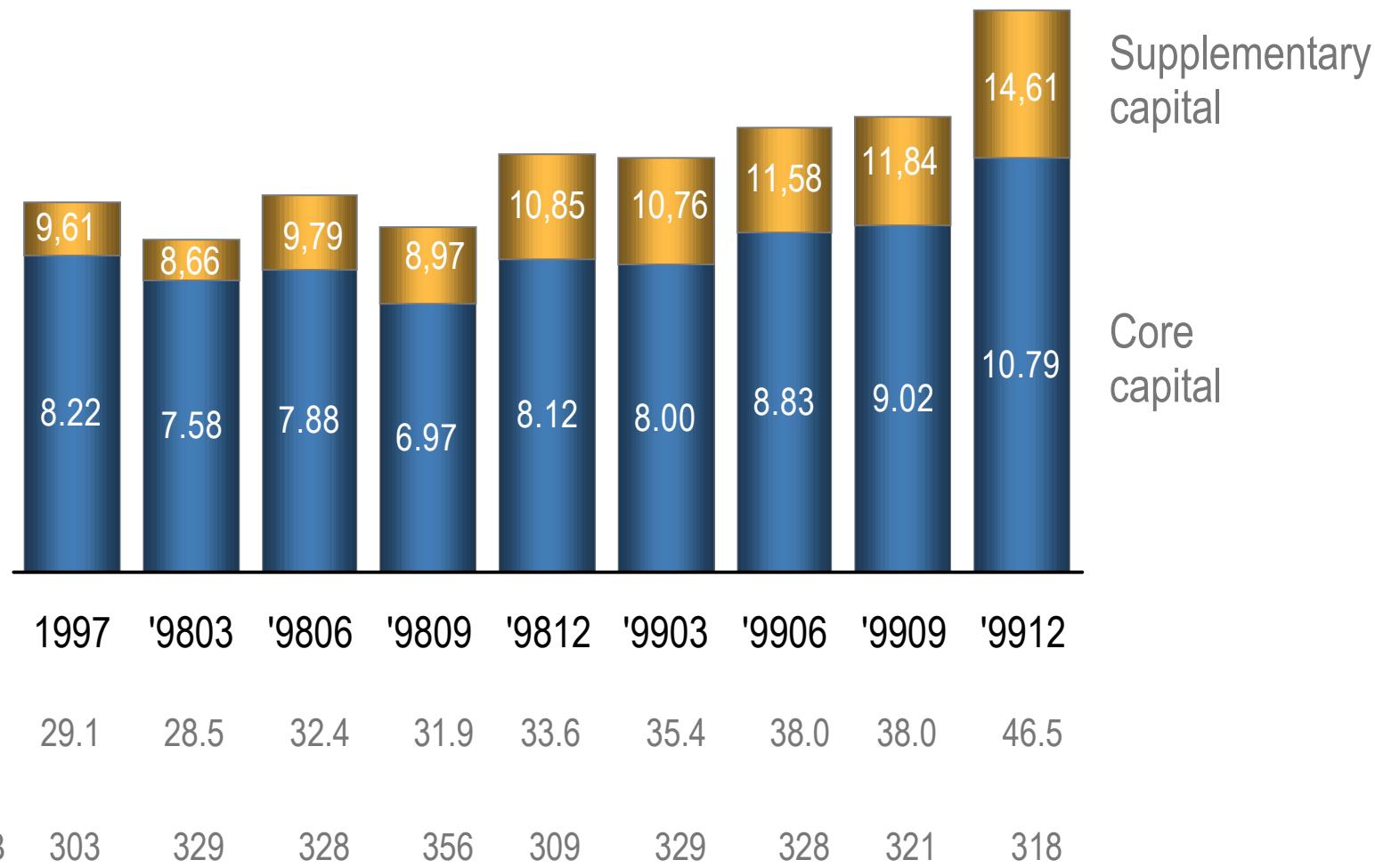
SEK M



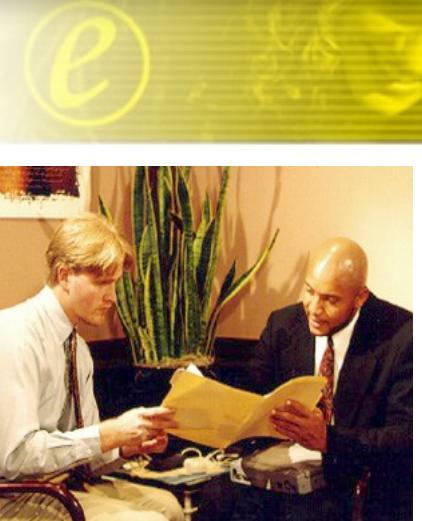


Total Capital Ratio

SEB Group



Retail Distribution



SEK M	1999	1998
Income	5,360	5,358
Costs	-4,075	-3,902
Lending losses	-142	-171
Pension Provision	338	246
Total result	1,481	1,531
<i>Return on allocated capital</i>	15.0%	15.5%
<i>Allocated capital</i>	<i>SEK 7,100 M</i>	

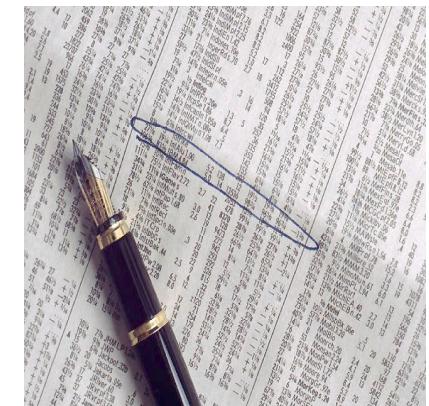
- Unchanged income
- Decreased net interest earnings due to tight deposit margins
- Increased commission income
- Costs (incl. pension provision) up 2 %
- Average staff 243 fewer compared to 1998
- Total result -3.2 %
- C/I ratio 0.70 (0.68) %



Financial Services

(SEB Securities Services, SEB Finans, SEB Företagsinvest and SEB Kort)

SEK M	1999	1998
Income	2,687	2,444
Costs	-1,559	-1,418
Lending losses	-100	-51
Pension provision	50	32
Total result	1,078	1,007
<i>Return on allocated capital</i>	59.7%	55.8%
<i>Allocated capital</i>	<i>SEK 1,300 M</i>	



- Result up 7% compared to 1998
- High return on allocated capital
- Value of custody accounts at SEB Securities Services up 40% to SEK 2,211 billion
- So far SEB Företagsinvest has used SEK 212 million of a possible SEK 500 million
- Outstanding credits SEB Finans up 13 %

Merchant Banking

SEK M	1999	1998
Income	4 914	4 988
Costs	-2 990	-2 758
Lending losses	441	-2 010
Pension provision	105	71
Total result	2 470	291
<i>Return on allocated capital</i>	<i>18,7%</i>	<i>2,0%</i>
<i>Allocated capital</i>	<i>SEK 9 500 M</i>	<i>10 400 M</i>



- Profit 2,179 MSEK higher than previous year. The overall explanation is last years losses for Russia and recoveries this year
- Reduced emerging-markets exposure to SEK 10.4 billion, net
- Costs is 198 MSEK higher than previous year. The overall explanation is higher accrued bonuses and efforts in the internet-area

Asset Management

SEK M	1999	1998
Income	3,035	2,349
Costs	-1,911	-1,366
Lending losses	-1	
Pension provision	88	36
Total result	1,211	1,019
<i>Return on allocated capital</i>	23.3%	19.6%
<i>Allocated capital</i>	<i>SEK 3,750 M</i>	



- Income up 25%; mainly due to strong stock market development
- Costs up 37%; mainly due to the acquisition of ABB Investment Management and projects in Denmark and Great Britain; increased number of analysts & asset managers;
- Result up 18% compared to 1998
- Assets under management: SEK 702 billion (SEK 499 billion)
- Sales of 3rd part products

Assets Under Management



SEK billion	1999	1998
Portfolio management	274	211
Traditional life insurance	228	153
Mutual funds	142	98
Unit-linked	58	37
Total assets under management	702	499

SEB Trygg Liv

SEK M	1999	1998
Income	1,184	1,040
Costs	-1,300	-1,217
Operating result	-116	-177
Changes in surplus values	1,502	752
Total result	1,386	575
<i>Return on allocated capital</i>	30.7%	12.7 %
<i>Allocated capital</i>	<i>SEK 3,250 M</i>	



SEB TRYGG LIV

- Total result +141% to MSEK 1,386 (575). Strong growth in the stock markets
- Higher sales volume, premium income and substantial growth in unit-linked related assets under management
- Premium income +19.5% to 15 billion (12.6 billion)
- Total cost +3.6% to SEK 1,548 M (1 495). The increase in operating expenses was 8.4%
- Parameters for calculating change in surplus value: discount rate 11%; earnings on capital nominal assets 4%; real assets 8%; annulment of contracts 5% and of continuous premiums 5%; annual administrative fee SEK 250/contract; and normal mortality.

SEB Trygg Liv – Change in Surplus Values

Resultat SEK M

Change in surplus values	1,750
Subtract: deferred acquisition costs	-459
Add: this year's depreciation	+211
	<u>-248</u>
Accounted change in surplus values	1,502

Balance

<u>Surplus values opening balance 1 Jan. 1999</u>	<u>2,259</u>
Capitalized value of new premiums	902
+ Interest earnings on opening balance	349
- Realised surplus value inward contracts	-435
= Change in present value of pre-period contracts	<u>-86</u>
Actual result comp. with operative assumptions	186
Deviation from assumptions	748
Total change in surplus value	1,750
Surplus value closing balance, 31 Dec. 1999	4,009



SEB Trygg Liv - Profit and Loss Account

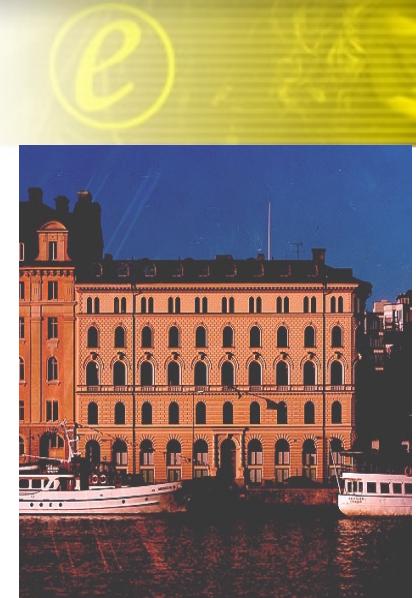
SEK M	1999	1998
Commissioning agreements, trad. life	338	341
Unit-linked	762	577
Risk operations and other	84	122
Total income	1,184	1,040
Operating expenses	-1,387	-1,279
Deferred acquisition costs	248	278
Goodwill and other	-161	-216
Total costs	-1,300	-1,217
Operating result	-116	-177
Change in surplus values	1,502	752
Total result	1,386	575



SEB Trygg Liv - Increase in Volumes

SEK M	1999	1998
Sales volumes		
Traditional life, of which continuous 23 (31) %	1,450	1,326
Unit-linked, of which continuous 17 (25) %	7,397	5,927
	8,847	7,253
Premium income		
Traditional life	5,323	5,145
Unit-linked	9,777	7,418
	15,100	12,563
Assets under management (31 Dec)		
Traditional life	172,572	152,869
Unit-linked	57,851	37,065
	230,423	189,934

Enskilda Securities



SEK M	1999	1998
Income	2,279	1 337
Costs	-1,694	-1 091
Lending losses	7	-29
Total result	592	217
<i>Return on allocated capital</i>	<i>65.6%</i>	<i>24.0%</i>
<i>Allocated capital</i>	<i>SEK 650 M</i>	

- The income in Q4 was the highest ever for all business units
- Costs pre-bonus in Q4 were SEK 357 M, which is higher than previous quarters. This is explained by costs for recruiting key personnel, high IT-costs and volume-related expenses
- Operating profit pre-bonus was up with 157%
- Largest player on the Stockholm Stock Exchange, 10% market share
- Trade in equity derivates doubled compared to 1998
- Incorporation 1 January, 2000
- In 1Q2000 agreement to acquire Orkla Finance, Norway, by issuing new shares. Thereafter SEB ows 77.5% of Enskilda Securities, and Orkla the remaining 22.5%.

SEB Baltic

*Full
consolidation*

SEK M	1999	1999
Income	452	1 484
Costs	-285	-1,007
Lending losses	-116	-132
Minority	119	-175
Total result	170	170
<i>Return on allocated capital</i>	12.5%	
<i>Allokerat kapital</i>		SEK 980 M



- Estonia: (50.15 %) Eesti Ühispank: Invested capital SEK 673 M
- Latvia: (50.51 %) Latvijas Unibanka: Invested capital SEK 489 M
- Lithuania: (40.83 %) Vilniaus Bankas: Invested capital SEK 528 M



SEB Group Performance on a Quarterly Basis

	4Q 1999	3Q 1999	2Q 1999	1Q 1999	4Q 1998
SEK M					
Net interest earnings	1,776	1,736	1,703	1,698	1,741
Net commission income	2,562	1,940	2,003	1,812	1,665
Net result of financial trans.	897	163	359	850	498
Other operating income	222	580	690	767	248
Total operating income	5,457	4,419	4,755	5,127	4,152
Staff costs	2,580	1,975	1,950	1,914	1,709
Other administrative expenses	1,095	994	1,022	981	1,112
Depreciation and write-downs	333	290	265	294	260
Other operating costs	350	383	349	323	325
Total costs	4,358	3,642	3,586	3,512	3,406
Lending losses, change in values etc	174	13	342	-124	-217
Operating result, excl. non-life	1,273	790	1,511	1,491	529
Pension provision	452	141	155	125	196
Change in surplus values in life-insurance operations	856	210	168	268	357
Total result, excl. non-life	2,581	1,141	1,834	1,884	1,082
Operating result, non-life	54	248	-397	152	633
Total result	2,635	1,389	1,437	2,036	1,715



Balance Sheet

SEK M, Assets	99-12-31	98-12-31	Δ %
Lending to credit institutions	103,670	84,710	22
Lending to the general public	342,907	324,433	6
Interest-bearing securities	94,415	110,718	-15
- <i>Financial fixed assets</i>	3,787	14,564	-74
- <i>Financial current assets</i>	90,628	96,154	-6
Shares and participations	67,179	41,040	64
- <i>For account of policyholders</i>	57,852	37,454	54
- <i>Other shares and participations</i>	9,327	3,586	160
Assets in non-life	4,870	35,900	-86
Other assets	97,214	92,856	5
Total assets	710,255	689,657	3
Liabilities			
Liabilities to credit institutions	117,774	149,659	-21
Deposits from the general public	229,534	187,901	22
Securities issued	122,143	133,052	-8
Provisions for account of policy holders	58,141	37,378	56
Liabilities in non-life	3,085	19,086	-84
Other liabilities and provisions	120,737	108,137	12
Subordinated liabilities	25,882	24,010	8
Shareholders' equity	32,959	30,434	8
Total liabilities and Shareholders' equity	710,255	689,657	3

SEB Group

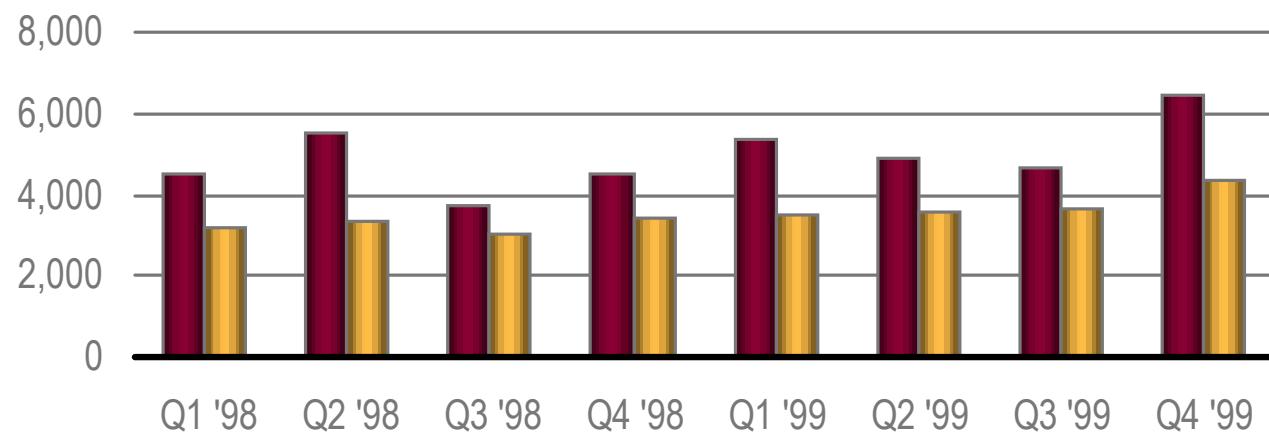
SEK M



Income and Costs

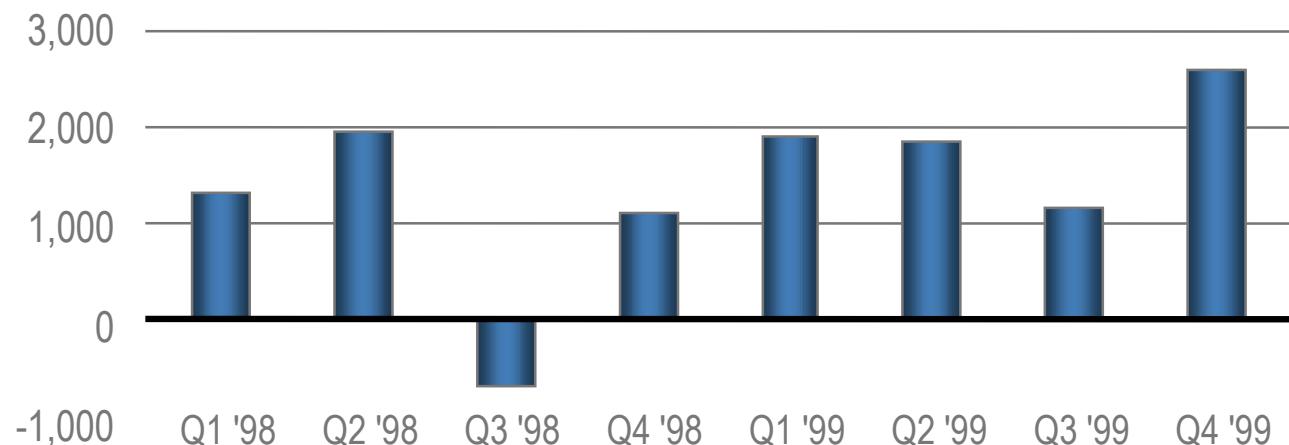
incl. Change in
surplus value
excl lending losses

Income Costs



Total Result

incl lending losses

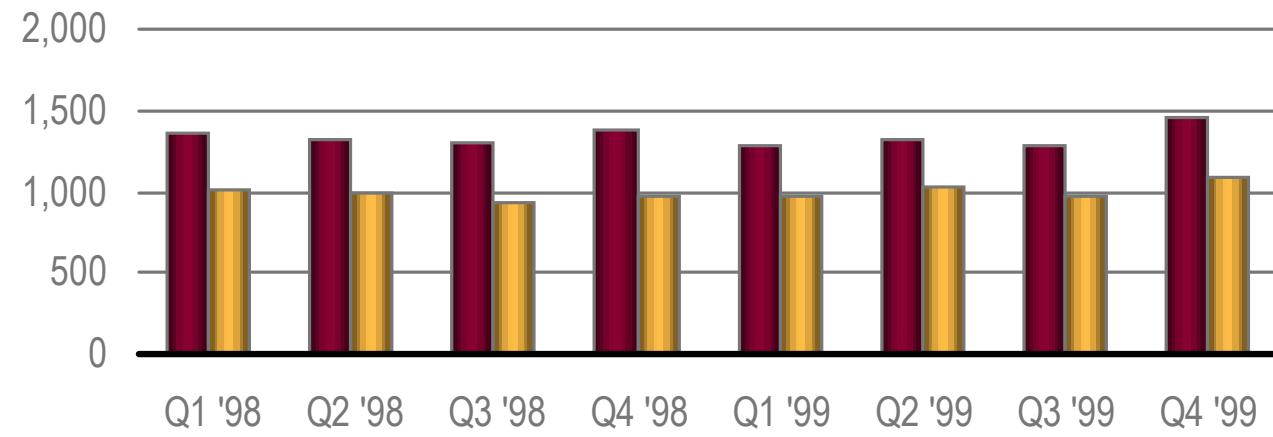


Retail Distribution

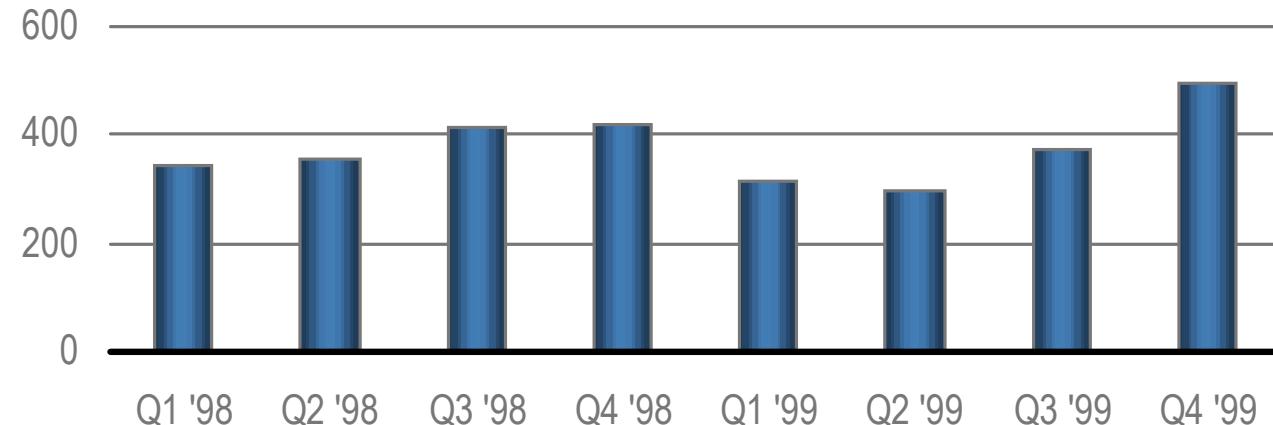
SEK M



Income and
Costs
excl ledning losses



Total Result
incl lending losses

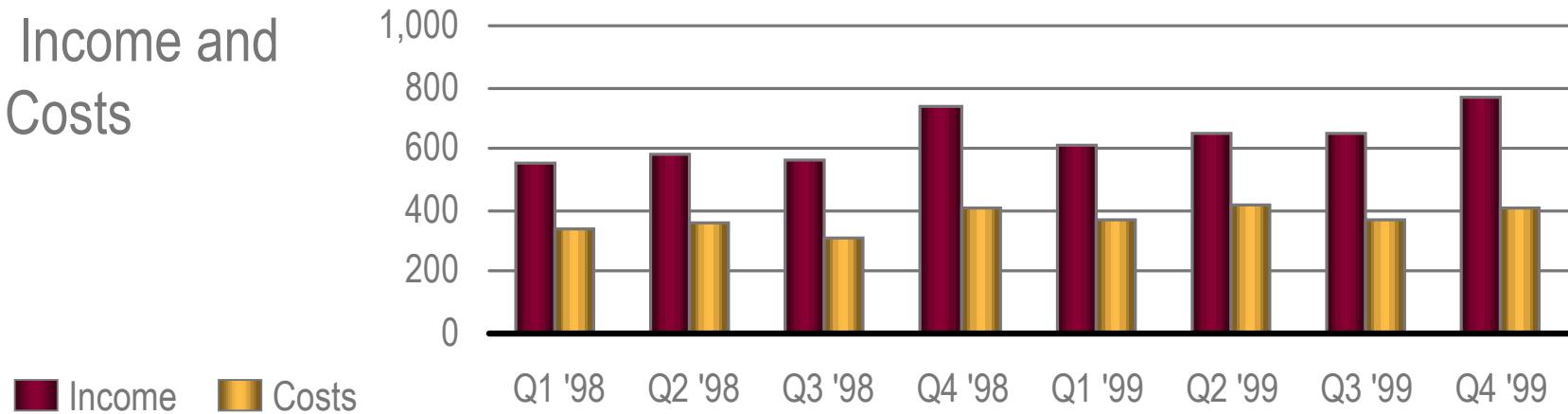


Financial Services

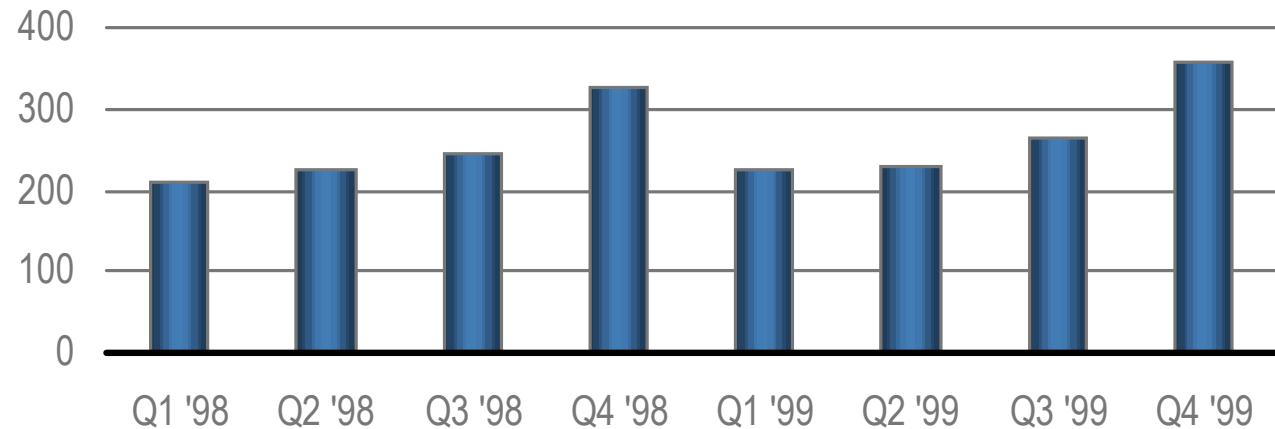
SEK M



Income and Costs



Total Result

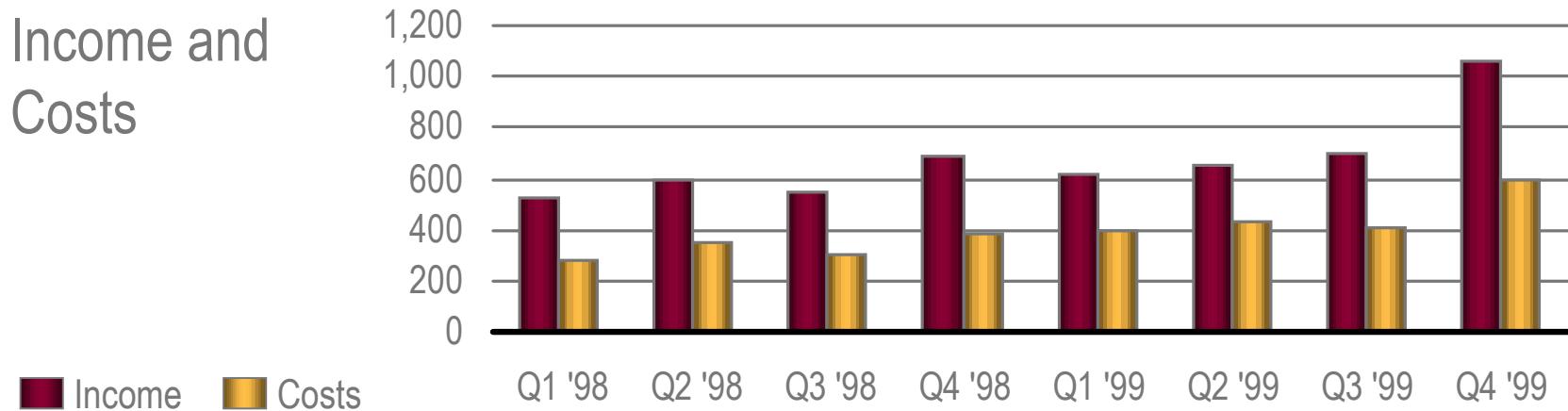


Asset Management

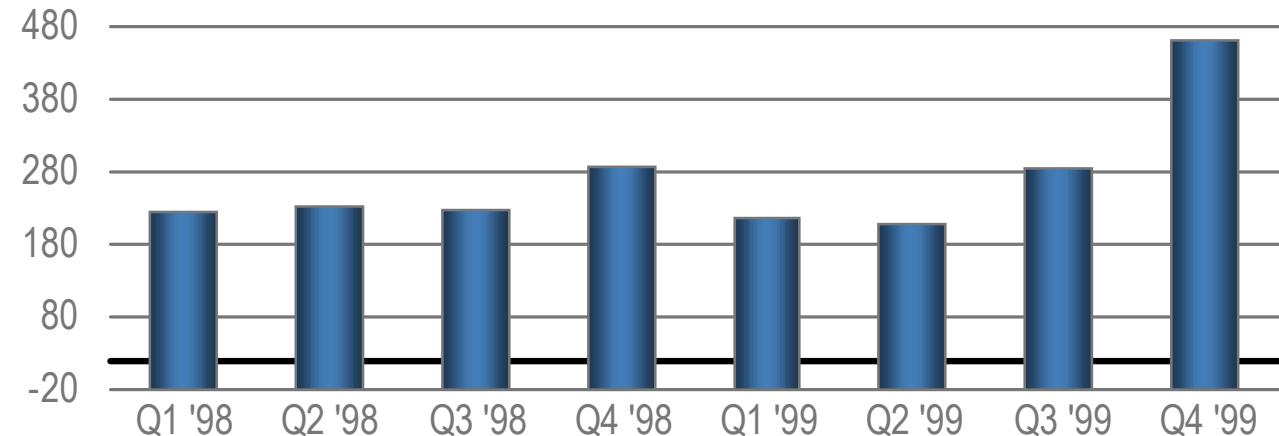
SEK M



Income and Costs



Total Result

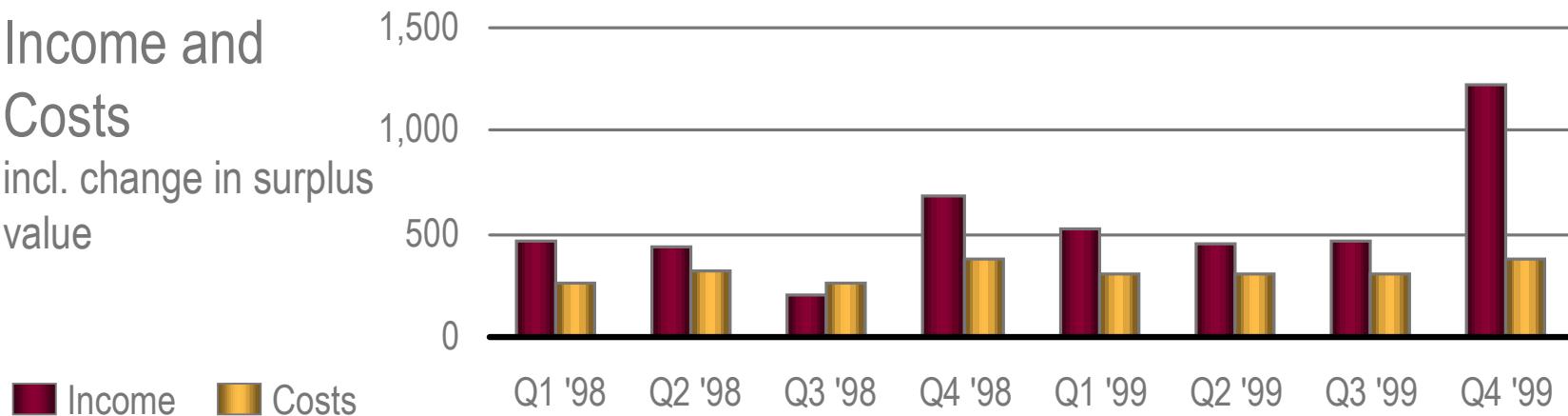


SEB Trygg Liv

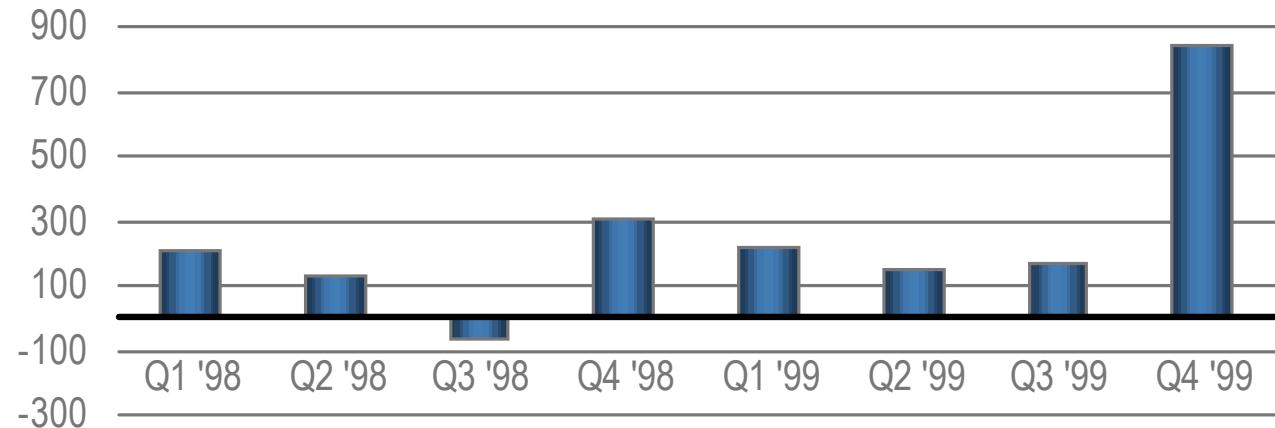
SEK M



Income and
Costs
incl. change in surplus
value



Total Result

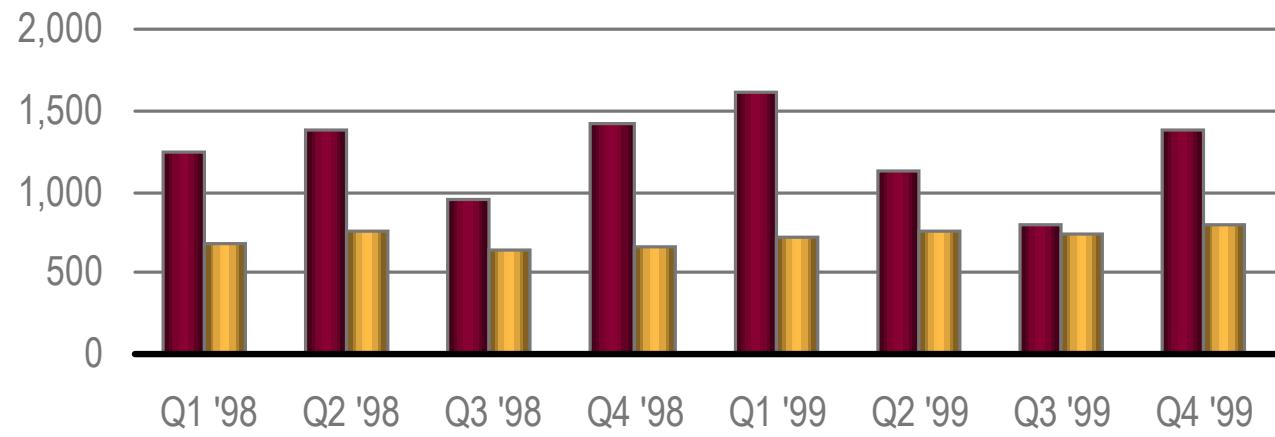


Merchant Banking

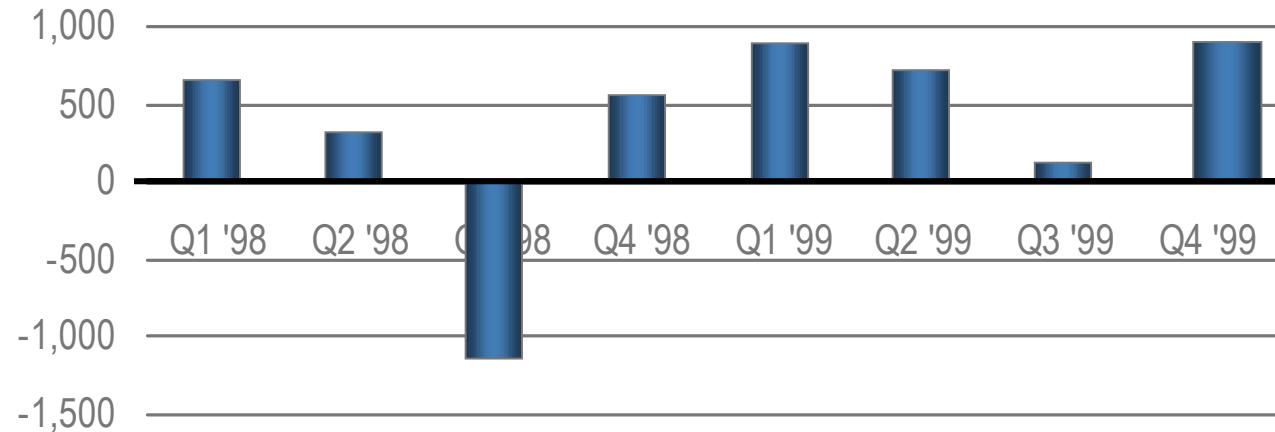
SEK M



Income and
Costs
excl. lending losses



Total Result
incl lending losses

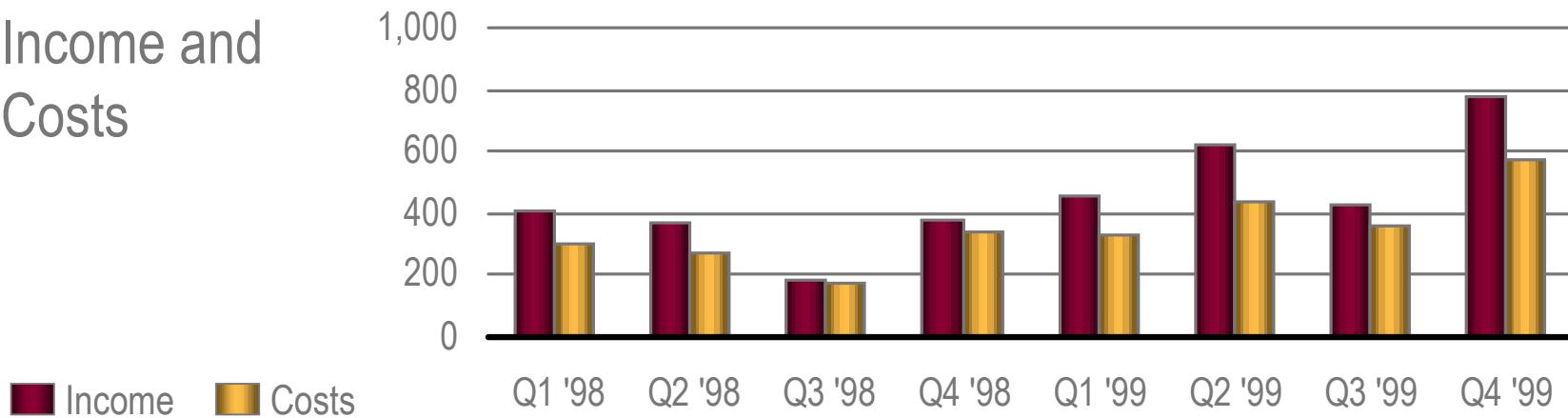


Enskilda Securities

SEK M



Income and Costs



Total Result

