Our customers  It is SEB’s ambition to enter into individual and active relationships with its five million private and 400,000 corporate customers at such place and in such a way as they desire. SEB arranges approximately 200 million meetings with customers every year.

Offerings to corporate customers  SEB’s product range for large companies and institutions comprise foreign exchange and securities trading, lending and insurance services. Small and medium-sized companies are offered adapted versions of these products plus a number of services that are directly aimed at smaller companies.

Offerings to private customers  Private individuals can get help from SEB with just about everything – from mortgage loans and other types of financing to mutual fund savings, unit-linked insurance, asset management and payment services.

Financial year 2005

President’s comments on the financial year  2005 was a strong year for SEB. Business volumes rose substantially as did revenues. Customer satisfaction improved within several areas. However, we need and can do more to improve operational efficiency by accelerating our efforts to fully realise the potential of the SEB platform, says Annika Falkengren.

Result for 2005  SEB’s operating result for 2005 totalled SEK 11.2bn including a one-off charge of SEK 890m to speed up the Group’s integration work. This was the highest result the Group has reached so far.

SEB 150 years  Stockholms Enskilda Bank was founded in 1856 and was faced with a strong competitor in Skandinaviska Banken eight years later, in 1864. After a little over a century the two competitors decided to merge into Skandinaviska Enskilda Banken. During the last decade SEB has been transformed into a North-European financial group, with half of its customers and employees outside Sweden.
Welcome to SEB’s Annual Review!

This review gives you a summary about us and what we have on offer for our customers. SEB, which celebrates its 150th anniversary during 2006, has always followed its large corporate customers out into the world. Today we are able to offer well-established services in some ten countries in Northern Europe. This is where the personal meeting takes place, in the local markets. It is our goal to be available at all times, at each stage of life and at each phase of corporate development. We simply wish to be an active partner. Most of all, we aim to be one step ahead so that we always are able to meet our customers’ needs for financial solutions today and tomorrow.

On the following pages you will meet some of my colleagues, telling you what they are doing to facilitate the everyday life of SEB’s customers. You will also find an abbreviated version of our accounts for the financial year of 2005.

Annika Falkengren
President and Chief Executive Officer
The SEB Group serves more than five million private individuals and 400,000 corporate customers today. In recent years, growth has primarily taken place in our new markets in Northern Europe. For example, we now have more banking customers in the Baltic countries than in Sweden.

It is our ambition to offer individual, active and developing banking relations whenever and wherever customers so desire. This means, among other things, that we tailor-make solutions by combining products and services in order to meet different customers’ needs. SEB stands for proactivity, competence and attention to customers’ individual needs.

Our customers can stay in contact with SEB via branch offices, the internet and personal telephone service on a 24-hour basis. In total, there are close to 200 million customer meetings a year throughout the SEB Group, of which one-third via internet.

Focus on increased customer satisfaction
In order to realise its vision of being the leading North-European bank in terms of customer satisfaction and financial performance, SEB strives to improve service levels and increase activity levels with respect to customers.

Within the corporate sector SEB occupies a leading position since long as a bank for large companies and financial institutions in Sweden, in several cases with more than century-old relations. In recent years we have strengthened our position on the market for large corporations in the rest of the Nordic area and Germany.

Our customer base in the market for small and medium-sized companies is important and growing in Sweden and the Baltic area. It is our ambition to focus more on these customer groups, both in the rest of the Nordic region and Germany.

When it comes to the private market in Sweden, SEB has a leading position among financially active people within such areas as asset management, mutual funds and unit-linked insurance. We also have extensive operations in the private markets of the Baltic countries, where our position is strong and within certain niches, e.g. asset management, cards and life insurance, in the rest of the Nordic region.

After a reduction of the number of branch offices at the end of the 1990s, the Bank has almost trebled its branch office network through acquisitions in Germany and Eastern Europe. The Bank is planning to open some 40 new branch offices during 2006, mainly in Eastern Europe but also in the Nordic region.

Today, SEB’s Internet banks are used by approximately 2.3 million private customers and smaller companies in six countries. In addition, the Group offers special services such as foreign exchange and interest trading via the Internet, mainly to large companies.
SEB’s customers

Large companies and institutions
SEB is a financial partner to more than 500 large international companies that are active in the Nordic countries, Germany and the Baltic countries. In addition, on a global basis SEB has approximately 700 banks and more than 200 major institutions among its customers.

During 2005 large companies and institutions accounted for 40 per cent of SEB’s income.

Small and medium-sized companies
SEB serves 400,000 small and medium-sized corporate customers, mainly in Sweden and the Baltic countries. These customers can benefit from the knowledge and competence that SEB has built up in co-operation with large companies and adapted to the needs of minor companies.

During 2005 small and medium-sized companies accounted for 25 per cent of SEB’s income.

Private individuals
Today, SEB has the privilege of assisting 5 million private individuals, providing solutions to their everyday finances, loans and investments.

During 2005, private individuals accounted for 35 per cent of SEB’s income.

SEB’s ranking 2005 – examples

<table>
<thead>
<tr>
<th>Area</th>
<th>Rank</th>
<th>Organisation/publication etc</th>
</tr>
</thead>
<tbody>
<tr>
<td>Best bank at cash management</td>
<td>No. 1</td>
<td>Euromoney, TMI</td>
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<tr>
<td>in the Nordic region</td>
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<td>Euromoney</td>
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<tr>
<td>in the Baltic region</td>
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<tr>
<td>Best at commercial banking</td>
<td>No. 1</td>
<td>Euromoney Real Estate Awards</td>
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<td>in the Nordic and Baltic region</td>
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<td>Institutional Investor</td>
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<td>Institutional Investor</td>
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<td>Prospera</td>
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<tr>
<td>Finland, Denmark, Norway</td>
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<td>Best mutual fund company in Sweden</td>
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<td>Global Custodian</td>
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<td>Best bank in Lithuania</td>
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<td>Cards International</td>
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<td>“Swedish business magazine <em>Affärsvärlden</em>”</td>
</tr>
<tr>
<td>Best life insurance company in Sweden</td>
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<td>The Swedish insurance broker association</td>
</tr>
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<td>Best risk manager in the Nordic region</td>
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Card turnover
SEKbn

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<th>Card turnover (SEKbn)</th>
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<tr>
<td>60</td>
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<tr>
<td>50</td>
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<tr>
<td>40</td>
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SEB’s turnover on Nordic stock exchanges
SEKbn

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<td>600</td>
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<tr>
<td>300</td>
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The figures include Eurocard Norway as from December 2002 and Eurocard Denmark as from August 2004.
Global partner to large companies

SEB is financial partner to approximately 500 large international companies and institutions, mainly located in the Nordic area and Germany. In addition, SEB has approximately 700 international banks and about 200 major institutions among its customers.

Cash management
SEB can help its customers to improve the quality of their work in everything – from simple payments and management of surplus funds via a cash pool to preparing decision records and services for their short-term credits. Our success is very much built upon our ability to communicate electronically with our customers and their internal financial and business systems.

Securities custody
SEB strives to simplify, make safe and rationalise all processes relating to major holdings and deposits of securities. At the same time, it is important to optimise customers’ access to information of critical importance to their business and to create a solid basis for wise investment decisions.

Foreign exchange and securities trading
SEB has a complete offering when it comes to customers’ trading activities. In order to meet customers needs for integrated financial services we have concentrated all functions relating to equity, interest, debt and foreign exchange activities, including associated research, in one single place in the Group. Two thirds of our foreign exchange transactions are handled electronically.
Our offerings to large companies and institutions

Advisory services within corporate finance
SEB offers extensive advisory services regarding corporate acquisitions, sales and mergers as well as equity issues and listing activities.

Special financings
We assist our customers in complicated financings that require intensive research and documentation, often aimed at special lines of industry. Our offer is built upon deep knowledge about different industrial sectors and familiarity with our customers’ business and processes. This allows us to make well-founded risk assessments and to offer competitive financing solutions.

Insurance services
Through different Swedish and international insurance solutions, including associated services, SEB is able to satisfy companies’ needs for occupational pension plans and benefits to the employees, for example. We also offer insurance solutions to help companies reduce sickness absence and related costs. Another service is the administration of pension funds, in which field we are leading on the Swedish market.

Advisory services and financing within the real estate sector
Increasingly, the growing real estate market becomes international. Industry specialisation intensifies and increases the demand for sophisticated and tailor-made advisory and financing services.

Asset management
Company-adapted asset management is a tailor-made service, aimed at companies and financial institutions with surplus funds that are available for investment. This management service is provided on either a discretionary or advisory basis. The investment horizon should not be less than one year. It is our ambition to offer best possible return in relation to the risk that the customer chooses.
In 2005 business picked up again

Something happened in late spring 2005. Suddenly large Nordic companies began in earnest to engage in acquisitions and other structured deals.

“In fact, conditions had been ripe for quite some time. Companies were well prepared, with low liabilities and an abundance of cash on the balance sheet. In late spring, however, market sentiment changed and business picked up,” says Magnus Carlsson, Head of the SEB Merchant Banking division, adding that for the first time since the bursting of the dot com bubble, customer activity has been very high.

His colleague, Liselotte Hjorth, Head of Commercial Real Estate, nods in agreement. Lively activity has also characterised the real estate market. The Nordic real estate market had already been in focus for a long period of time. In 2005, there was a growing interest in the German property market, too.

“When we started our drive towards real estate customers in the autumn of 2004, the intention was to concentrate resources and improve services by merging our Swedish and German activities in a common centre of excellence,” says Liselotte Hjorth. “Customers appreciate our broad competence and ability to find flexible solutions. The fact that SEB can offer the whole range of products, both as a strong commercial bank and a universal bank, is regarded as a particular strength. During 2005 we established ourselves in Finland and Norway. Together with SEB Enskilda we were able to finance the biggest real estate deals of the year in Norway. In parallel with growing business volumes, we are taking measures to maximise our capital usage, above all in Germany.”

The ability to add value for customers by cooperating with other parts of the SEB Group is something that all the participants in the conversation stress, not least Fredrik Boheman, Head of SEB Germany. He emphasises that it would have been impossible to establish the commercial banking operations in Germany without total integration with the Swedish organisation.

“We are beginning to see the effects of our commercial banking investment. German companies are getting seriously interested in SEB. We have been particularly successful with major, family-owned and internationally oriented companies, which attach great importance to our long-term interest in relationships, as well as our speed and flexibility.”

“The Bank’s 150-year history and long tradition as a bank for businesses also play an important part for many corporate customers,” adds Fredrik Boheman. “We are able to offer more tailor-made solutions and are capable of stepping in as house bank even for the larger companies in Germany.”

Like his Swedish colleagues Liselotte and Magnus, Fredrik looks forward to 2006 with confidence. All three expect a year of high business activity. They are well prepared and have a number of initiatives in the pipeline aimed at further increasing service levels and thereby adding even greater customer value.
The year 2005 was characterised by a positive development of the financial markets and high activity among our institutional clients. Active work was carried out in order to increase co-ordination of the different parts of the Bank further for the purpose of developing the Bank into an even more customer-oriented and value-adding organisation.

Co-operation brings new customers

The year 2005 was characterised by a positive development of the financial markets and high activity among our institutional clients. Active work was carried out in order to increase co-ordination of the different parts of the Bank further for the purpose of developing the Bank into an even more customer-oriented and value-adding organisation.

One important step in this direction was the integration of Enskilda Securities with SEB Merchant Banking, a merger that has already led to a series of positive effects. Not least large financial institutions look for broad and comprehensive solutions, which involve numerous specialist services that are provided by different parts of the Bank. The closer the co-operation is between these different units, the better are the opportunities for meeting customers’ expectations.

Increased cross-utilisation of each respective area’s specialist competence within the Bank is one of the reasons for SEB’s successful relations with its institutional clients during the past year. SEB has been top-ranked by customers in a series of different, independent surveys that cover all the different areas of its activities. Harry Klagsbrun, Head of Asset Management, Anders Johnson, Head of Trading & Capital Markets and John Abrahamson, Head of Enskilda Corporate Finance all agree that personal relation quality, an ability to understand client needs and high-quality strategic advice are important factors that explain this positive ranking.

Another important explanation of our clients’ appreciation was the fact that SEB was prepared for last year’s increase in demand through its intact organisation of experienced senior advisors, according to John Abrahamson.

“It is no exaggeration to say that our whole business is conducted with the help of far-reaching co-operation with SEB’s different areas of activity. The fact is that we co-operate with practically the whole Bank, both in terms of deliveries of products and services to our own organisation and in terms of marketing and sales,” he says.

During 2006 proactive customer work will be further intensified. At the same time, the Bank will strengthen its presence in the institutional markets in Norway, Finland, Denmark and Germany.
Our offerings to small and medium-sized companies

Access to the whole bank

Our 400,000 small and medium-sized corporate customers can use the competence and products that we have produced in co-operation with large companies and specially adapted to the needs of minor companies. In addition, they have access to a number of services that more specifically are aimed at small companies and business-owners.

Leasing
SEB’s small and medium-sized corporate customers have access to services that release capital and make room for growth and improved liquidity through leasing, hire-purchase, factoring etc.

Card payments and redemption of cards
By signing card redemption agreements with SEB for MasterCard, VISA and Diners Club our corporate customers are able to offer their clients a safe and smooth way of payment.

Leasing
SEB’s small and medium-sized corporate customers have access to services that release capital and make room for growth and improved liquidity through leasing, hire-purchase, factoring etc.

Operating capital
SEB provides its corporate customers with operating capital by offering different products such as overdraft facilities, loans, credit & charge cards, factoring, export finance and guarantees. After having analysed the needs of a company, we propose the products that we feel are the most appropriate ones, considering the company’s present situation and its development plans.

Supplier payments
Payments are automatically fetched from the company’s financial system or via the Internet, including follow-up of due dates.

The Internet office for companies
With the company’s finances gathered in one place it only takes a few moments to get an overview of accounts, payments, funds, loans and share-holdings, for example.

The Internet Office is open around the clock every day of the year. It is as safe as a regular branch office. Also here, our corporate advisors are available by telephone.

Payroll administration
SEB offers simple and smooth solutions for companies’ payments of salaries, including follow-up of due dates etc.

Assistance in connection with changes in ownership structure
Whether it is a matter of purchasing or selling a company or a generation change, SEB has all the knowledge, expertise and network of contacts that may be needed for the planning or implementation of the transaction.
Collective competence strengthens corporate offerings

Both are responsible for services aimed at the SME-segment and they are both convinced that close co-operation with all the other parts of the Bank leads to competitive offerings. All the same, there are many differences between Mats Kjær and Bo Magnusson.

Bo Magnusson, Head of Nordic Retail & Private Banking, is active in the Nordic area with its old small businesses traditions, while Mats Kjær’s everyday life as Head of Eastern European Banking is quite different.

“All small and medium-sized companies in Estonia, Latvia and Lithuania have been started after independence and are younger than 15 years. As a result, the main services in demand are payment services and deposits and loans,” says Mats Kjær, continuing: “It is only now that companies start to reach such size and degree of maturity that they need more sophisticated services, like cash management and syndicated loans, for example.”

In line with growing demands, SEB strengthens its competence and advisory service resources. The transfer of competence from other parts of the Group plays an important part in this connection, not least from Merchant Banking, which has a lot of the advanced knowledge that the Baltic growth companies are looking for.

Bo Magnusson nods in agreement and verifies that co-operation between the different parts of the Bank becomes increasingly important in order to make it possible to offer customers the best solutions.

“For small companies, the most important thing is often that the services of the Bank are cheap and easy to use. At the same time, however, they need an “in case”-bank so that they are prepared to face more complicated business transactions,” says Bo Magnusson, exemplifying with a medium-sized company in the North of Sweden that recently moved all its business to SEB.

“I believe that two factors persuaded the company about SEB’s advantages. The first was our commitment, which showed that we are really anxious to have this particular company as our customer. The second was our ability to demonstrate a wider range of competencies than any of our competitors by using all the different parts of the Bank.”

Even though Bo Magnusson is proud of SEB’s successful dealings with small- and medium-sized businesses, he is now recruiting a great number of corporate specialists for the different branch offices around Sweden. “The great challenge of the future,” he says, “is to make more of the Bank’s sophisticated services available in a simple way. Above all, it is a matter of making more and more companies feel that SEB should be their natural choice of bank.”
A complete bank for private individuals

Today, SEB has the privilege of assisting 5 million private individuals with services for their everyday finances and long-term savings. Customer offerings comprise everything – from mortgage loans and car or boat financings to different types of savings, such as mutual funds or unit-linked insurance, asset management and pension solutions as well as payment services in the form of cards, for example.

Bank savings and securities
SEB has a broad range of saving products, adapted to different needs and aims. Your money grows safely on a savings account and is always available. With equity-linked bonds savers get back most of their invested capital. At the same time, they have the possibility of taking part in an expected rise in share prices.

Savings in mutual funds
SEB has managed assets for private individuals since the mid 1800s. Today, SEB is one of the major fund companies in Northern Europe with approximately 200 own interest and equity funds in Sweden and the rest of the Nordic and Baltic areas, Germany and Poland.

Insurance and pension savings
SEB Trygg Liv offers its Nordic and Baltic customers a complete range of pension and investment solutions, such as unit-linked insurance, guarantee insurance, traditional insurance, endowment assurance and endowment pensions. In addition, a broad range of products is offered to Swedish customers as a complement to public welfare, e.g. health and nursing insurance, life insurance, safe housing and mortgage loan insurance.

In Germany SEB offers insurance solutions from other players.
Private banking
SEB’s more demanding private customers have access to their own advisor, helping them with everything from tax advice and income tax assistance to asset management with a long-term investment horizon. Customers who wish to make short-term investments can be helped by their “own” stockbroker. In addition to Sweden and the rest of the Nordic region, SEB’s private banking services are offered to Scandinavians residing abroad through branches in Luxembourg, London, Zurich and Singapore and representative offices in Marbella, Nice and Geneva.

Mortgage loans
First/last mortgage loans, fixed or variable rate of interest. SEB’s mortgage loans, which cover the financing of homes, owner-occupied apartments and summer houses, have grown strongly in recent years, particularly in Sweden and the Baltic region.

Large and small financings
With a wide range of different financing solutions in the form of loans and credits, such as car or boat loans and overdraft facilities, SEB offers solutions that meet customers’ varying needs.

Cards
SEB’s credit and charge cards – VISA, Eurocard, MasterCard and Diners Club – offer a smooth way of paying for purchases and travel, for example, and can be used in shops and ATMs all over the world. SEB is the leading issuer of cards in the Nordic area and is now expanding its card services into the Baltic region.

Payments
With the help of SEB’s payment services our customers can comfortably pay their bills and make money transfers. Services worth mentioning in this connection are payment services via the Internet or by envelope, automatic giro- and international payments.

Internet and telephone services around the clock
For those who wish to handle their banking transactions at home via their computers or while travelling, SEB’s Internet banks are always open. Via the net SEB’s customers are able to see their account balances and loans, pay their bills as well as deal in shares and mutual funds, among other things.

Private customers in Sweden and the Baltic countries are offered personal service by telephone around the clock. In Germany this service is available between 9 a.m. and 6 p.m. Customers can also do their banking transaction via an automatic telephone service at any time of their choice.

Mortgage loans, private

<table>
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<tr>
<th>Year</th>
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</tr>
<tr>
<td>2004</td>
<td>400 SEKbn</td>
</tr>
<tr>
<td>2005</td>
<td>469 SEKbn</td>
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</table>
Good growth for mutual fund savers

SEB is the second-best equity fund manager in Europe, according to independent research company Morningstar. Overall, SEB came third for equity funds and fixed-income funds.

“SEB Fonder’s position in the market is a clear effect of us being able to offer an ever-stronger mutual fund offering with good returns and ratings,” says Cecilia Lager, Head of SEB Fonder.

“This is the result of intensive work that has been done to refine our mutual fund portfolio. Today we can be proud to say that SEB has one of the mutual fund market’s broadest mutual fund offerings of both self managed and externally managed funds.”

There was great interest in mutual funds in 2005. In Sweden alone, net savings in mutual funds totalled over SEK 83 billion, which is the highest figure so far except for 2000 when four year premiums were invested in premium pension funds. The interest in equity funds was higher than previous years, while the will to invest in fixed-income funds fell slightly.

“This is partly because the tendency to save increases, of course, when the equity market rises,” Cecilia Lager says. “Quite a few customers have chosen a higher risk profile for part of their savings and thus a better chance of higher return on their total fund savings,” she continues. For this reason they often spice up their portfolios by picking funds that invest in Latin America, China, India or Eastern Europe.

Such exciting forms of savings are not in particular demand among SEB’s customers in the German market. Since long, German investors prefer funds with a low risk profile and guaranteed growth. Besides interest funds, there is an increasing interest in funds with a clearly defined “floor” below which the value cannot drop, although the increase in value may be higher than in an interest fund.

During 2006 Barbara Knoflach, Head of SEB Fonder in Germany, intends to sharpen SEB’s fund offering further by introducing a number of new and attractive fund concepts in the German market.

“Above all, I strongly believe in the real estate fund that was recently opened for German investors. This is a savings product that combines SEB’s great knowledge about equities with its documented know-how within the real estate sector,” says Barbara Knoflach, who also has great hopes that SEB’s hedge funds and low-risk fund based upon corporate bonds will be successful in Germany.

Cecilia Lager, too, expects to see an increased demand for both low-risk hedge funds and interest funds when interest rates turn upwards again. She also sees a trend among customers towards a gradual decrease in Sweden-dominated funds.

“There is a clear trend towards increased savings in European and global funds at the expense of general Sweden funds. We can also see that more specialised funds that invest in Sweden, in small companies for example, are growing.”

“The most important thing,” Cecilia Lager strongly emphasises, “is that customers are knowledgeable and well-informed, diversifying their savings into different savings forms, instead of putting all their eggs into one basket. SEB has a great advantage in this connection, since we are able to offer our customers qualified advice and access to the Bank’s total supply of products.”

Cecilia Lager and Barbara Knoflach
During 2005 SEB Trygg Liv was focused on meeting the increased demand for unit-linked insurance. This is an area that has proved successful in the past and is certain to dominate in the future, too.

“We are happy that our efforts at improving our service and delivery capacity have yielded results in the form of continually increased customer satisfaction. We will intensify this work even further, since I am convinced that satisfied customers are the key to success, now that competition is getting even tougher over the next few years through increased transfer rights for unit-linked investors, for example,” says Anders Mossberg, Head of SEB Trygg Liv.

As an example of measures taken last year he mentions faster deliveries, simplified routines for changing funds and a completely new mutual fund statement that is much easier to interpret.

Co-operation with other parts of the SEB Group to offer customers more complete solutions continued to gain force last year. However, while the Bank’s vast network of branch offices in Sweden is an important channel for offering SEB’s customers life insurance solutions, the situation is the opposite in Denmark, where insurance operations in large offices in the most important places dominate.

“While the Danish life insurance market finds itself in an intense development stage, we will gradually add banking services to our present offering in order to provide our 300,000 customers with a broader range of services. In addition, we will open a series of new branch offices to improve accessibility for all our services,” says Per Klitgård, Head of the Danish life insurance operations SEB Pension.

In the Baltic countries customer demand for long-term private pension savings has increased strongly. During 2005, SEB strengthened its customer offering by acquiring Balta Life, which is the market leader within life insurance in Latvia.

“Premium income has increased dramatically in Estonia, Latvia and Lithuania over the last few years. Roughly speaking, you might say that premium income increased by 50 per cent every year,” notes Anders Mossberg.

2005 was a year in which our customers could see how their savings capital grew strongly, notes Anders Mossberg and Per Klitgård, when they meet to discuss the positive challenges that SEB’s life insurance operations are facing.

### Speed and service – keys to satisfied customers

Per Klitgård and Anders Mossberg
2006 will be a challenging year

SEB offers its private customers a broad range of products and services in all the markets where the Bank is active; from savings accounts, mortgage loans, payment and card services to highly sophisticated advisory services within private banking.

With customers increasingly satisfied, strong growth and new attractive services and products it is no wonder that everybody looks happy, when some representatives of SEB’s private banking activities summarise 2005 and look forward.

“We have done profitable business for our customers, naturally helped along by the positive market trends,” summarises Ulf Peterson, Head of SEB Private Banking and declares that the past year has meant a real rise in value for most customers.

Synnöve Trygg, Head of SEB Kort, can also look back on a year of growth, with continued use of credit and charge cards. Even though all cards are growing in popularity, those which are linked to private individual wages and salary accounts have increased the most. Expanding internet trading, where cards are the most common means of payment, is another factor that leads to an increased use of cards.

“What is even more gratifying is that all customer surveys show that our card services and high level of service are greatly appreciated. Eurocard was ranked as the Business Card of the Year in Sweden and as number two in Finland. At the same time we are top-ranked in customer surveys within all disciplines in Denmark,” says Synnöve Trygg and adds, with a certain amount of pride, that SEB got the distinction “Best Nordic Credit Card Company in 2005”.

Card usage in Estonia, Latvia and Lithuania has rapidly reached high levels, but it is the increasing demand for mortgage loans that the Head of SEB Estonia, Mart Altvee, wishes to emphasise in his summary of 2005.

“After a long interruption, from independence and forward, house construction in Estonia has picked up speed in the last three or four years. The need for new and modern housing is great and the need for housing loans is growing at the same pace as new houses and blocks of flats are completed.”

The Estonian economy is developing fast and Mart Altvee foresees significant growth for pension savings and other long-term types of investment in the long run. He believes, however, that the demand for this sort of products will only gain momentum in a couple of years.

The situation in Germany is markedly different from that of the Nordic and Baltic countries. Despite a successful export industry the German domestic market has not gathered momentum yet. Political decisions in recent years have led to an increasing need for personal financial responsibility. According to Peter Buschbeck, Head of SEB’s German retail banking operations, different forms of long-term savings represent an important growth opportunity for SEB.

Peter Buschbeck expects to see a high demand for a combination of basic savings products with insurance products and more advanced financial investments in 2006. SEB Germany has already intensified its level of activity, focusing on more customer meetings.

“We will broaden competence within our retail business further so that all branch offices can offer mortgage loans and insurance solutions. We are now also setting up a mobile sales force, with qualified advisors within primarily insurance and asset management to complement SEB’s 175 branch offices throughout Germany.”

The great challenge for SEB Kort in 2006 is to develop its card services, making them more user-friendly. By way of example Synnöve Trygg mentions a safety code with a certificate that will make Internet trading safer and make people less hesitant when it comes to Internet shopping.
Ulf Peterson at Private Banking believes that the need for qualified advice will keep increasing. The complexity of the financial markets and tax systems is growing, while customers have less and less time to familiarise themselves with new rules and regulations on their own.

“SEB, with its long traditions as an asset manager, plays a natural part as an advisor,” says Ulf Peterson and continues:

“Particularly in times of rapid upswings on the stock exchange you have to ask yourself for what purpose you need the money and which risks you are prepared to take. The investment decision should only be made after that.

The goals first, then the choice of investment form is a principle that we must never forget!”
A motivated staff means more satisfied customers

To work at SEB is to act in an environment under constant development. Of our 20,000 employees more than half are working outside Sweden today. To SEB it is of great importance to unite all employees around common goals and values.

“Our values shall permeate the whole organisation and all employees shall be aware of them and conform to them”, says Anders Öhman, SEB’s Head of Group Human Resources.

Commitment, continuity, mutual respect and professionalism are the key words:

Every employee shall live and work according to these words, feeling proud about SEB as an ambassador for the whole company in relation to the customers.

Employees who get on well and feel stimulated achieve better results. SEB creates opportunities for its employees by investing in competence and leadership development, good career opportunities, well-designed compensation programs and by focusing on equality, diversity and a good work environment, among other things. It is of vital importance that we manage to adapt these opportunities to employees in several different countries and can attract new staff in line with SEB’s expansion. Furthermore, SEB strives to offer equal opportunities and equal rights to all employees, regardless of gender, national or ethnic origin, age, sexual orientation or religious faith.

“We attach great importance to good leadership and we have come a long way as far as our common leadership programs are concerned”, says Anders Öhman. “We have a common view on how a SEB manager should behave and act. At the same time, this role must naturally be adjusted to fit in with prevailing local conditions.”

During 2005, SEB invested a total of SEK 250m (241) in competence and leadership development. In total, 14,400 (10,500) employees, of whom 1,000 (800) were managers, participated in the Group’s various internal and external training programs. Internal training comprises everything from professional competence courses to the Group’s own senior management program, the Wallenberg Institute. SEB also co-operates with a number of leading management institutes in Sweden, England, Switzerland and the U.S.

SEB implemented its annual Top Management Review also in 2005 in order to guarantee a long-term succession plan for important key positions in the Group. Another purpose of this review is to give a stimulus to diversity and mobility within SEB.

During 2005, the training program SEB Licence was introduced to help all employees to act as professional SEB ambassadors towards customers. This training, which is mandatory for everybody regardless of level, will increase knowledge both about SEB’s products and the whole company.

“We are convinced that our ability to offer our customers the whole range of our products and services – irrespective of when, how and where we meet them – is one of SEB’s most important success factors”, says Anders Öhman.

“SEB Licence is a means to unite all our employees, but also to identify new needs for products. It will simply help us to become better SEB ambassadors.”

Equality and diversity

SEB strives to reach an even distribution between women and men, with at least 40 per cent women at each level. To achieve this SEB aims to have both sexes represented among the three main candidates for each managerial appointment, for example. SEB’s mentor programmes and home and family service for employees with children under the age of eight and for leading managers are examples of ways to increase equality.

During 2005, 37 (38) per cent of all the Group’s managers were women, with the highest share, 43 per cent, in the Baltic countries. In Sweden, 38 (39) per cent of all managers were
women. For unit and customer service managers the share was 50 per cent, while it was 34 per cent for department and branch office heads. At senior levels, the share of women was 22 per cent.

“We still have some way to go as far as ethnic diversity is concerned, but we are setting goals to improve the balance”, says Anders Öhman. “We have to keep up with the development of society so that we are able to meet new customers. This must also be reflected in our recruitment process.”

Work environment and health issues
SEB strives to safeguard its employees’ health and well-being. Healthy staff means more satisfied customers. Measures to limit sickness absence are to a great extent of a preventive nature. In Sweden, this is done through a comprehensive study of the work environment that gives a good overview of the health situation. Another decisive factor is leadership, where dialogue, clear objectives and feedback are important elements.

It is SEB’s ambition to have an open dialogue about work motivation, leadership, work environment and the Group’s performance in the market. Every year a review is conducted among the employees to follow up, among other things, their views and attitudes on leadership. 93 per cent of all employees participated in the internal review that was made throughout the Group during 2005. According to the review the results were very good in terms of the Group’s leadership quality as in a generally high degree of work motivation among employees.

“Our results for 2005 even exceeded our goals”, says Anders Öhman. “We are very satisfied, but there is always room for improvement. The important thing is that all employees take part in the improvement work, setting new goals.”

Compensation systems
The SEB Group’s compensation system consists of five parts: base salary, variable salary, long-term performance based incentives, pensions and other benefits.

The base salary is individual, based upon work complexity and individual performance, training, experience and competence. The salary is fixed according to the local conditions prevailing in each respective country.

“We have a long experience of variable salaries and have found that these work well”, says Anders Öhman, who also stresses the importance of linking salaries both to individual goals and to those that are set up in SEB’s business plan.

Most SEB employees are entitled to some form of incentive agreement, usually in the form of variable compensation that is based upon the Group’s, the unit’s or the individual’s performance. In 2005 about 500 senior managers and other key officers participated in SEB’s long-term performance based incentive program. Pension conditions vary from country to country. In Sweden, pension terms are regulated through collective agreements and only a minor part of leading officers have conditions beyond the collective agreement.
SEB – an active member of society

As a financial group, SEB plays an important part in the social development.

One of the Bank’s most important tasks is to work as an intermediary between companies and/or private individuals with surplus capital and those who have borrowing needs. Another task is to provide an effective payment system, which is a condition for a functioning society. A third task is to manage financial risks. These activities are based upon the long-term confidence of SEB’s customers, employees and society.

SEB’s corporate social responsibility (CSR)

One of SEB’s overriding goals is to be a good member of society in all countries where the Group is active. SEB shall stand for good ethics and openness and contribute to a sustainable development, which has also been established in a special policy.

SEB has joined the U.N.’s Global Compact and supports the OECD guidelines for multinational companies.

SEB’s priority CSR areas

- Ethics and sustainability
- SEB’s role as a lender
- SEB’s role as an asset manager
- SEB’s role as an employer
- SEB’s social commitment
- SEB’s environmental responsibility

Ethics and sustainability

SEB’s activities are based upon trust, continuity and long-term relations with customers. This means that SEB and its employees must meet the highest ethical standards and act in a long-term perspective.

It is a matter of course that SEB observes all laws and general regulations concerning bank secrecy, treatment of personal information, integrity protection and information safety. In addition, the Group has adopted a number of own rules regarding ethical issues.

SEB’s role as a lender

SEB’s credit policy describes the role and responsibility of the Group as a lender. SEB strives to increase awareness of the indirect effects that the Group’s credit-granting activities have on the environment and what they mean for a sustainable development. A special section of the credit policy stresses SEB’s social responsibility beyond the important issues of customer confidence, purpose of the credit and environmental matters.

Factors that may have a negative impact on the environment and other issues of importance are assessed and analysed in connection with credit decisions and annual follow-up routines.

SEB’s role as an asset manager

The Group offers a broad range of asset management products with a special ethical profile and works actively with corporate governance issues. It is important that each company that we choose to invest in has an established ethics and environmental policy.

As a major manager of savings capital it is our responsibility to be an active owner and to act in order to give companies the best possible opportunities for carrying on their activities.

During 2005, SEB Fonder (Mutual funds) further sharpened its demands as to which shares its ethical portfolios may include by excluding gambling companies. Weapons, alcohol, tobacco and pornographic companies have been banned earlier.

SEB’s role as an employer

It is important to be perceived as an attractive employer both by the staff and by society at large. Ultimately, employer responsibility is built upon SEB’s core values. Employees’ motivation and satisfaction with the leadership are regularly measured.

For a long time, SEB has actively worked for equality between the sexes. During 2005, this commitment was further enhanced through the preparation of an equality plan for the whole Group, now in operation. In addition, SEB has a global diversity plan. To increase knowledge about this and to activate this work, SEB started preparing a plan for the future diversity work to be fixed and implemented in 2006.

SEB’s social commitment

Among the social projects that SEB supports youth, education, equality, diversity and a sustainable development are areas of priority. Besides direct contributions, in total SEK 18m in 2005, the goal is that SEB’s staff shall actively contribute knowledge and personal commitment to these issues.

This is particularly true for SEB’s engagement in Mentor Sverige, a Swedish foundation engaged in drug prevention measures for the youth through mentorship and parental training. So far, close to 150 SEB employees have participated as mentors and about 400 in the parental training. SEB Vilniaus Bankas was one of the initiators that started a national mentor organisation in Lithuania.

Another important project is the co-operation with Livslust, a foundation that runs homes and a vocational school for young orphans in Latvia.

Last year SEB Trygg Liv extended its sponsor co-operation with the City Mission of Stockholm regarding Bostället, a multi-stage housing for the homeless.

SEB’s environmental responsibility

SEB shall consider environmental aspects to the greatest extent possible and has signed the environmental documents of both the United Nations and the International Chamber of Commerce under which the signatories are committed to paying due regard to, and acting for, a better environment within their respective activities. SEB has set measurable targets for its activities and meets the requirements of the sustainability index FTSE4Good.

Further information on this subject is found at www.sebgrop.com. 

SEB’s role in society
Strong result paves way for higher ambitions

With the North-European platform in place, SEB now strives to be the leading bank in terms of financial performance and customer satisfaction.

2005 was a good year for SEB. We increased both volumes and income, benefiting from a strong business climate and buoyant financial markets. Customer satisfaction improved within several areas. I am proud of last year’s result. We are now accelerating our efforts to fully realise the potential of the SEB platform. Increased pro-activity is in focus to make it easier for customers to access our whole range of products and competence as well as increased productivity.

A leading corporate bank
Over the year, SEB has strengthened its position as a leading corporate bank. The corporate segment accounted for more than two thirds of the Group’s revenues in 2005. Once again, we received global top rankings in areas like cash management, custody services and foreign exchange trading. We occupy a unique position among large companies in the Nordic countries, while our corporate business continues to develop positively both in Germany and the Baltic countries. In 2005 we decided to integrate Enskilda Securities with our Merchant Banking division. Our investment banking activities have developed very well and investments in advisory services in the area of foreign exchange trading have paid off through strongly increased volumes and income. SEB acted as advisor in connection with more mergers and acquisitions (M&A) in the Nordic area than any of its competitors. We are number one in terms of Nordic stock exchange trading, too.

Five million private customers
Today, SEB has more than five million private customers, whom we meet through our different units for retail, private banking, asset management and life insurance operations. In Sweden new products, improved financial advice and investments in new segments led to higher volumes. Within private banking in Sweden we are not only the market leader but also top-ranked. After acquiring Privatbanken in Norway and opening a branch office in Denmark, we are now present within the affluent private segment in all Nordic countries. In the Baltic countries our position is strong, with a 30 per cent market share. We now also offer life insurance products in all three countries.

Higher level of ambition
SEB’s position is based on a strong customer franchise and highly competent employees. However, despite the positive development we are not satisfied. SEB has created growth opportunities through several Nordic and East European acquisitions in recent years. Going forward, with our North-European platform in place, we will increase the pace in order to create One SEB. We will continue to strengthen customer relationships through increased pro-activity and cross-servicing efforts. By focusing even more on productivity and what we call operational excellence we will establish a more competitive long-term cost base in order to promote sustainable profit growth.

Our ambitions are high. SEB strives to be the leading North-European bank in terms of financial performance and customer satisfaction within our selected segments.

Stockholm in February 2006

Annika Falkengren
President and Group Chief Executive
Change of leadership in successful year

Good market conditions, volume growth and increased customer activities led to the highest result ever for SEB. Efforts to generate better synergy effects between the Group’s different parts continued. During the year SEB got a new Chairman and a new President.

Important events during 2005

- The SEB Merchant Banking division strengthened its investment banking activities by merging the securities and research functions of the investment bank Enskilda Securities with all other equity-related activities within the division. Enskilda Securities’ advisory unit will form an independent business area within SEB Merchant Banking.
- SEB acquired 98 per cent of the share capital of the Norwegian bank Privatbanken for NOK 1.3bn. Privatbanken is an independent bank for private customers with high demands.
- SEB Latvijas Unibanka acquired the Latvian life insurance company Balta Life, which is the market leader within life insurance in Latvia, for EUR 7.7m.
- SEB opened a branch in Shanghai.
- SEB Finans acquired ABB Credit Oy in Finland, thus doubling its leasing volumes in the Finnish market.
- SEB arrived at an agreement to sell its 47 per cent holding in the Polish Bank Ochrony Środowiska S.A. (BOS), after failing to obtain a satisfactory ownership in the bank. In return, SEB intends to open a branch in Poland.
- Marcus Wallenberg succeeded Jacob Wallenberg as Chairman of the Board at the 2005 Annual General Meeting.
- Annika Falkengren took over as President and Group Chief Executive on 10 November 2005 instead of 1 January 2006 after the retiring Group Chief Executive Lars Thunell.

Key figures

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on equity, %</td>
<td>15.8</td>
<td>14.7</td>
</tr>
<tr>
<td>Return on equity excl one-off charges, %</td>
<td>17.0</td>
<td>14.7</td>
</tr>
<tr>
<td>Basic earnings per share, SEK</td>
<td>12.58</td>
<td>10.83</td>
</tr>
<tr>
<td>Cost/Income ratio</td>
<td>0.65</td>
<td>0.65</td>
</tr>
<tr>
<td>Credit loss level, %</td>
<td>0.11</td>
<td>0.10</td>
</tr>
<tr>
<td>Total capital ratio, %</td>
<td>10.83</td>
<td>10.29</td>
</tr>
<tr>
<td>Core capital ratio, %</td>
<td>7.53</td>
<td>7.76</td>
</tr>
<tr>
<td>Number of full time equivalents, average</td>
<td>18,948</td>
<td>17,772</td>
</tr>
<tr>
<td>Number of e-banking customers, thousands</td>
<td>2,233</td>
<td>1,953</td>
</tr>
<tr>
<td>Assets under management, SEKbn</td>
<td>1,118</td>
<td>886</td>
</tr>
<tr>
<td>Total assets, SEKbn</td>
<td>1,890</td>
<td>1,607</td>
</tr>
</tbody>
</table>

1) For further information on the SEB share, please see page 32.

Dividend

Per SEB share, SEK

A dividend of SEK 4.75 per share is proposed for 2005.
Outcome in line with goals

Financial goals and outcome

<table>
<thead>
<tr>
<th>Return on equity</th>
<th>Target: 15 per cent after tax over a business cycle</th>
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<tbody>
<tr>
<td></td>
<td>2003 2004 2005</td>
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<tr>
<td></td>
<td>18 15 12 9 6 3 0</td>
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<tr>
<td>Core capital ratio</td>
<td>Target: At least 7 per cent</td>
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<tr>
<td></td>
<td>2003 2004 2005</td>
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<tr>
<td></td>
<td>10 8 6 4 2 0</td>
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<tr>
<td>Cost/Income ratio</td>
<td>Target: 0.60 long-term (0.65 by year-end 2005)</td>
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<tr>
<td></td>
<td>2003 2004 2005</td>
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<tr>
<td></td>
<td>1.0 0.8 0.6 0.4 0.2 0.0</td>
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<tr>
<td>Dividend</td>
<td>Target: 40 per cent of earnings per share over a business cycle</td>
</tr>
<tr>
<td></td>
<td>2003 2004 2005</td>
</tr>
<tr>
<td></td>
<td>60 50 40 30 20 10 0</td>
</tr>
</tbody>
</table>

New target 2006: > Peer average and sustainable profitable growth
New target: Below 0.60 in 2008

Customers and employees – outcome and comparisons

The most important non-financial goals to be achieved are:

- Increased share of satisfied customers – in the long-term the most satisfied customers compared to peer group.
- Increased share of highly motivated employees who are satisfied with leadership.

**PULSE** (Motivation index)
Percentage share of staff that is highly motivated and satisfied with leadership.

**KNIX** (Customer satisfaction index)
Percentage share of customers who report that they are satisfied, or more than satisfied, with SEB’s services.

1) Includes Sweden since 2002, Germany since 2003 and the Baltic countries since 2004.
Higher ambitions for customer satisfaction and financial performance

SEB is a North-European financial group for companies, institutions and private individuals. Its activities comprise mainly banking services, but SEB also carries out significant life insurance operations. SEB serves more than five million customers in the Nordic countries, Germany, the Baltic countries, Poland and the Ukraine as well as via strategic locations in ten of the world’s financial centres.

More than half of SEB’s approximately 20,000 employees are located outside Sweden. On 31 December 2005, total assets amounted to SEK 1,890bn, while assets under management totalled SEK 1,118bn.

**Business concept** SEB’s business concept is to provide financial services and to handle financial risks and transactions in such a way that customers are satisfied, shareholders get a competitive return and that SEB is considered a good citizen of society.

**Vision and goals** SEB shall be the leading North-European bank in terms of customer satisfaction and financial performance. Motivated employees and strong co-operation within the Group – “One SEB” – are prerequisites for reaching the goals.

**New financial goals** As from 2006 SEB has set two new financial targets. Return on equity shall be above peer average and simultaneously deliver a sustainable profitable growth. Cost/Income ratio shall be below 0.60 in 2008.

**Strategy** SEB’s strategy is to strengthen its position in existing markets by building upon the Group’s traditional foundation as a financial partner to companies, institutions and financially active, demanding private individuals.

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**SEB celebrates 150 years, 1856–2006**

*In 1856* Stockholms Enskilda Bank is founded by André Oscar Wallenberg as the first private bank in Stockholm. Eight years later, in *1864*, the bank gets a competitor in Skandinaviska Kreditaktiebolaget, later on Skandinaviska Banken, which has its seat in Göteborg.

The two banks develop partly in different directions: Enskilda Banken is mainly a family-owned industrial bank, closely associated with the companies within the Wallenberg sphere of influence and concentrated in Stockholm for a long period of time. Skandinaviska Banken grows through a series of mergers into one of Sweden’s large banks, with a diversified ownership structure and a nation-wide network of branch offices. Both banks develop well and quite successfully, although they are also hit by crises.

*At the end of the 1870s* Enskilda Banken is on the brink of bankruptcy. Fifty years later it is Skandinaviska Banken’s turn to get into deep trouble in connection with the Kreuger crash.

*1972*; After having competed with each other for more than a century, the two banks decide to merge and Skandinaviska Enskilda Banken is formed in 1972. The reason for this is that both banks wish to strengthen their position among corporate
customers to meet the competition from big international banks. The first thirty years of the new bank are sometimes dramatic – two different banking cultures shall be amalgamated, an important financial crisis hit Sweden in the early 1990s, advanced merger plans were interrupted and the bank has expanded strongly outside Sweden in recent years. If one compares the annual reports of the new bank for 1972, its first year of operation, and for 2005, respectively, it becomes obvious that its growth has been extraordinary. In 1972 the bank had 6,700 employees of whom 50 worked outside Sweden and its total assets were SEK 25 billion.

Today SEB has approximately 20,000 employees of whom more than half work outside Sweden, and total assets of SEK 1,900 billion. Both several Swedish/international acquisitions and organic growth explain this development as well as the spirit of entrepreneurship that characterised the two predecessor banks as early as in the mid 1800s.

Strategic development

Expansion between 1997 and 2001 In the mid 1990s SEB took several strategic steps towards its vision of becoming the leading North-European bank based upon long-term customer relations, competence and technology.

SEB’s traditionally strong position among companies and demanding private customers was strengthened through acquisitions in the area of life insurance and asset management and through expansion in new home markets in Germany and Eastern Europe. One way of meeting customers’ increased activities in these countries was to make investments in three Baltic banks.

Consolidation between 2002 and 2003 Once this broadened platform had been built, several steps were taken in order to consolidate and realise its potential, primarily through the so-called 3 C-programme (Cost efficiency, Customer satisfaction and Cross-servicing within the Group).

Profit growth in 2003–2005 Increased customer satisfaction, improved efficiency and organic growth complemented with add-on acquisitions have supported SEB’s profit growth in recent years.

Realising the full potential in 2006 – Higher ambitions to realise the full potential of the platform shall enable sustainable profit growth within existing markets. Increased pro-activity towards customers, operational excellence and accelerated initiatives to integrate the businesses will form the basis of customer satisfaction and financial leadership. Fully realising One SEB provides higher quality and more complete services to our clients as well as cost-efficient operations.
Increased growth in all markets

The North-European markets account for almost all of the SEB Group’s income, result and number of employees. During 2005, SEB continued to consolidate its position through increased volumes and high rankings. 50 per cent of operating profit emanated from markets outside Sweden.

Northern Europe’s bank and insurance markets have undergone radical changes in recent years as a result of deregulation, globalization, economic growth in Eastern Europe and rapid technological development. However, there are still several differences between SEB’s different markets in Northern Europe.

In all essentials, Sweden and the other Nordic countries are deregulated and mature markets, with a small number of large domestic banks, insurance companies and niche players. Continued credit demand, particularly for private mortgage loans and corporate credits, characterised the Nordic banking market in 2005. New savings increased.

The German banking market is still fragmented. In 2005, credit demand and new savings remained at a low level.

The Baltic countries are growth markets, with a great demand for loans but also a rapidly increasing interest in mutual fund savings, life insurance, etcetera. Growth in Poland and the Ukraine is also good.

In the market for large corporations and financial institutions SEB meets tough competition from international financial groups. In the market for small and medium-sized companies, the competitors are mostly domestic and regional banks. When it comes to private individuals, SEB competes not only with local banks and life insurance companies but also with different kinds of niche players.

Sweden and the other Nordic countries

Sweden is still the individually largest market, with 1.9 million private customers and approximately 200,000 corporate customers. SEB has a leading position among large corporations and affluent private individuals. Foreign exchange trading, equity trading, cash management, private banking, asset management, unit linked insurance and cards are examples of product areas in which SEB has a strong position.

During 2005 SEB’s market share of household deposits increased slightly, while its share of lending remained unchanged compared with 2004. Seen over a five-year period, SEB’s market share of corporate lending has increased from 15.2 to 17.0 per cent, while its share of private mortgage loans has grown from 12.3 to 14.5 per cent.

In the Nordic region outside Sweden, i.e. Denmark, Norway and Finland, SEB serves 1.3 million customers in total. The Group has a strong position within selected areas in these countries, for example cards, asset management, merchant and investment banking.

In Denmark, SEB is one of the top three participants in the fixed income market and number three on the Copenhagen stock exchange. SEB Pension is number four in the Danish life insurance market. Within asset management SEB is ranked third in the Danish market after the two major domestic banks. In late 2005 SEB opened its first branch in Denmark.

In Norway, SEB is today a competitive full-service provider to large and medium-sized corporates and financial institutions and the Bank is among the five best-ranked corporate banks and market leader within investment banking in Norway. On the Oslo stock exchange SEB was ranked number three. SEB’s operations in Norway also comprise cards and private banking, the latter mainly through the newly-acquired Privatbanken.

In Finland, SEB is the second largest player within custody service and corporate finance and has a strong position within investment banking. SEB’s subsidiary Gyllenberg is the fourth largest player in the growing Finnish mutual fund market and has a high ranking in the institutional market.

### Market shares

<table>
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<th>Per cent</th>
<th>2005</th>
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<tbody>
<tr>
<td>Deposits from general public</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Sweden1)</td>
<td>21.7</td>
<td>21.4</td>
<td>21.1</td>
</tr>
<tr>
<td>The Baltic countries</td>
<td>29.0</td>
<td>31.0</td>
<td>30.0</td>
</tr>
<tr>
<td>Lending to general public</td>
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<tr>
<td>Sweden2)</td>
<td>15.0</td>
<td>15.0</td>
<td>14.0</td>
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<tr>
<td>The Baltic countries</td>
<td>29.0</td>
<td>29.0</td>
<td>32.0</td>
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<tr>
<td>Mortgage loans, private market</td>
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<tr>
<td>Sweden</td>
<td>14.7</td>
<td>14.8</td>
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<tr>
<td>Mutual funds, new business</td>
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<td>Sweden</td>
<td>17.1</td>
<td>17.4</td>
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<td>Mutual funds, total volumes</td>
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<td>Sweden</td>
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<td>16.8</td>
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<td>Finland</td>
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</tr>
<tr>
<td>Estonia</td>
<td>24.9</td>
<td>27.5</td>
<td>24.9</td>
</tr>
<tr>
<td>Poland</td>
<td>3.3</td>
<td>4.7</td>
<td>6.3</td>
</tr>
<tr>
<td>Unit-linked insurance, new business, Sweden</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sweden</td>
<td>32.7</td>
<td>34.6</td>
<td>29.5</td>
</tr>
<tr>
<td>Life insurance, total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sweden</td>
<td>19.5</td>
<td>20.9</td>
<td>17.1</td>
</tr>
<tr>
<td>Denmark</td>
<td>9.0</td>
<td>9.0</td>
<td>9.0</td>
</tr>
<tr>
<td>Equity trading</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Stockholm</td>
<td>10.6</td>
<td>10.0</td>
<td>11.4</td>
</tr>
<tr>
<td>Oslo</td>
<td>7.9</td>
<td>8.4</td>
<td>11.7</td>
</tr>
<tr>
<td>Helsinki</td>
<td>3.8</td>
<td>3.2</td>
<td>4.6</td>
</tr>
<tr>
<td>Copenhagen</td>
<td>6.8</td>
<td>6.0</td>
<td>6.9</td>
</tr>
</tbody>
</table>

1) Market shares for deposits from households were 12.2 per cent (12.6) and from companies 27.5 per cent (26.9).
2) Market shares for lending to households were 12.5 per cent (12.5) and to companies 17.0 per cent (17.0).
Germany
In Germany, SEB AG is one of seven nationwide banks, with approximately one million customers. The bank is focused on savings and mortgage loans for private and real estate customers, services to large corporations and asset management.

With a combined market share of about 2 per cent, SEB is one of the ten largest players in the German fund market. SEB’s share of the total German household deposit and lending market is less than one per cent.

The Baltic countries
In the Baltic area SEB has three subsidiary banks – SEB Eesti Ühispank in Estonia, SEB Unibanka in Latvia and SEB Vilniaus Bankas in Lithuania – with 2.3 million customers in total. The three banks’ combined share of the total deposits and lending markets in the Baltic countries is approximately 30 per cent, with the highest share in Lithuania and the lowest in Latvia. SEB Eesti Ühispank is the second largest bank in Estonia. SEB Unibanka is number three in size in Latvia, but number one in terms of deposits/lending, while SEB Vilniaus Bankas is the biggest bank in Lithuania.

During 2005 credit demand remained high, particularly for mortgage loans. Strong growth characterised the newly developed Baltic mutual fund and life insurance markets, albeit from a low starting level. SEB has significant shares of these markets.

Poland and Ukraine
SEB’s Polish operations comprise a wholly-owned mutual fund company, SEB TFI, and a branch of SEB’s German leasing company. SEB has agreed to sell its 47 per cent participation in Bank Ochrony Środowiska, BOS. The Bank opens a branch in Poland in 2006.

Since January 2005, SEB is the owner of the Ukrainian Bank Agio, with 500 employees, 22,000 customers and 12 branch offices. Demand for various types of financing and also for cash management and payment services is growing.

SEB’s offering in Russia currently includes a representative office in Moscow and SEB Russian Leasing in St Petersburg.
Highest result to date

SEB continued to develop positively during 2005. Five of the Group’s six divisions reported double-digit increases in operating profit. More than two thirds of the result was generated through our business with the corporate customers.

SEB’s operating profit increased by 12 per cent, to SEK 11,223m, including a one off charge of SEK 890m, mainly for unutilised premises. This measure was taken in order to accelerate the pace of integration within the Group. The result was the highest ever.

Volumes increased in all of SEB’s markets, particularly in Eastern Europe. 50 per cent of the result was generated outside Sweden and two thirds emanated from the corporate sector.

Positive market developments and increased customer activities led to a record result for the SEB Merchant Banking division, which accounted for almost half of SEB’s operating profit in 2005.

Increased volumes and sales activities led to significant improvements in both the Nordic and the Baltic retail business. In the Eastern European Banking division operating profit has more than doubled over a five-year period. The German retail operations developed poorly. The new management has launched several initiatives aimed at improving profitability.

Buoyant stock markets in combination with increased sales contributed to considerably improved results in SEB Asset Management and SEB Trygg Liv, both reporting record results for 2005.

The focus on a closer co-operation between the Group’s divisions continued in 2005 and will continue to be a high priority in the future.
## Eastern European Banking

This division comprises three wholly-owned banks in the Baltic countries: SEB Eesti Ühispank in Estonia, SEB Unibanka in Latvia and SEB Vilniaus Bankas in Lithuania, which together serve a total of 2.2 million private customers and 158,000 corporate customers through more than 200 branch offices and Internet banks.

The division furthermore includes SEB’s Polish fund company, SEB TFI, a Polish leasing branch, Bank Agio in the Ukraine, a representative office in Moscow and a leasing company in St. Petersburg.

## SEB Asset Management

This division offers a broad range of asset management expertise and services to institutions, life insurance companies and private individuals, among others. The products include equity and fixed income, private equity, real estate and hedge fund management and the division operates in Sweden, Denmark, Finland, Luxembourg and Germany.

On 31 December 2005, total assets under management amounted to SEK 789bn.

## SEB Trygg Liv

This division has a complete range of products for private individuals and companies in the field of social security, such as pensions, occupational pensions, health, nursing and rehabilitation insurance as well as different types of investment products. SEB Trygg Liv is furthermore responsible for the IPS product (Individual Pension Savings) and for premium pension activities.

SEB Trygg Liv has 1.5 million customers and operates in Sweden, Denmark, Finland, Ireland, Luxembourg and the UK.

### Key figures

<table>
<thead>
<tr>
<th>Division</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating profit, SEKm</td>
<td>1,401</td>
<td>1,107</td>
</tr>
<tr>
<td>Return on equity, %</td>
<td>21.0</td>
<td>19.8</td>
</tr>
<tr>
<td>Cost/Income ratio</td>
<td>0.53</td>
<td>0.55</td>
</tr>
</tbody>
</table>

### Operating profit per division, SEKm

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating profit, SEKm</td>
<td>4,530</td>
<td>5,333</td>
</tr>
</tbody>
</table>

### Share of SEB’s business equity, SEKbn

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>15.7</td>
<td>18.0</td>
</tr>
<tr>
<td>Nordic Retail &amp; Private Banking</td>
<td>11.0</td>
<td>12.2</td>
</tr>
<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>9.5</td>
<td>9.9</td>
</tr>
<tr>
<td>Eastern European Banking</td>
<td>4.0</td>
<td>4.8</td>
</tr>
<tr>
<td>SEB Asset Management</td>
<td>4.3</td>
<td>7.2</td>
</tr>
<tr>
<td>SEB Trygg Liv</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Share of SEB’s number of employees

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>3,214</td>
<td>4,696</td>
</tr>
<tr>
<td>Nordic Retail &amp; Private Banking</td>
<td>4,696</td>
<td>4,657</td>
</tr>
<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>3,012</td>
<td>2,969</td>
</tr>
<tr>
<td>Eastern European Banking</td>
<td>4,043</td>
<td>4,787</td>
</tr>
<tr>
<td>SEB Asset Management</td>
<td>443</td>
<td>450</td>
</tr>
<tr>
<td>SEB Trygg Liv</td>
<td>816</td>
<td>1,089</td>
</tr>
</tbody>
</table>

1) Calculated as full time equivalents

### Total operating income per division, SEKm

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>10,513</td>
<td>12,155</td>
</tr>
<tr>
<td>Nordic Retail &amp; Private Banking</td>
<td>8,401</td>
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</tr>
<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>4,850</td>
<td>4,903</td>
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<tr>
<td>Eastern European Banking</td>
<td>2,631</td>
<td>1,150</td>
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<tr>
<td>SEB Asset Management</td>
<td>1,624</td>
<td>1,335</td>
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<tr>
<td>SEB Trygg Liv</td>
<td>1,632</td>
<td>2,866</td>
</tr>
</tbody>
</table>

### Operating profit per division, SEKm

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>4,530</td>
<td>5,333</td>
</tr>
<tr>
<td>Nordic Retail &amp; Private Banking</td>
<td>2,966</td>
<td>3,299</td>
</tr>
<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>1,107</td>
<td>951</td>
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<tr>
<td>Eastern European Banking</td>
<td>772</td>
<td>933</td>
</tr>
<tr>
<td>SEB Asset Management</td>
<td>608</td>
<td>598</td>
</tr>
<tr>
<td>SEB Trygg Liv</td>
<td>1,401</td>
<td>910</td>
</tr>
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</table>

### Share of SEB’s business equity, SEKbn

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>15.7</td>
<td>18.0</td>
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<td>Nordic Retail &amp; Private Banking</td>
<td>11.0</td>
<td>12.2</td>
</tr>
<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>9.5</td>
<td>9.9</td>
</tr>
<tr>
<td>Eastern European Banking</td>
<td>4.0</td>
<td>4.8</td>
</tr>
<tr>
<td>SEB Asset Management</td>
<td>4.3</td>
<td>7.2</td>
</tr>
<tr>
<td>SEB Trygg Liv</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Share of SEB’s number of employees

<table>
<thead>
<tr>
<th>Division</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEB Merchant Banking</td>
<td>3,214</td>
<td>3,392</td>
</tr>
<tr>
<td>Nordic Retail &amp; Private Banking</td>
<td>4,696</td>
<td>4,657</td>
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<tr>
<td>German Retail &amp; Mortgage Banking</td>
<td>3,012</td>
<td>2,969</td>
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<td>4,043</td>
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<tr>
<td>SEB Asset Management</td>
<td>443</td>
<td>450</td>
</tr>
<tr>
<td>SEB Trygg Liv</td>
<td>816</td>
<td>1,089</td>
</tr>
</tbody>
</table>

1) Calculated as full time equivalents
The Group’s income and costs for the year are reported in the profit and loss account. When calculating the operating result, credit losses (both incurred and probable losses), and write-downs are taken into account.

### Profit and Loss Account

#### Income

1. **Net interest income**
   The single most important source of income is net interest income, which largely equals the difference between SEB’s earnings on lending to the general public (households, companies etc.) and credit institutions, on the one hand, and its costs for deposits and borrowings from the general public and credit institutions, on the other hand. The development of both volumes and margins within these areas is of great importance for the result.

   In addition, net interest income is influenced by the yield on the Group’s portfolios of interest-bearing securities and by the costs for the Bank’s issuance of own securities as part of its long-term borrowing.

   During 2005 net interest income rose due to increased volumes of particularly mortgage loans and corporate lending and deposits. The volume increase more than offset squeezed margins.

2. **Net fee and commission income**
   By tradition, commission income from various services such as equity trading, advisory services and payment orders weighs more heavily in SEB than in other Swedish banks, due to the Group’s orientation towards large companies and asset management.

   Capital market activities picked up during 2005 and SEB’s equity trading and asset management income rose by 27 and 19 per cent, respectively.

3. **Net life insurance income**
   This item includes both realised gains/losses in connection with the sale of shares, bonds and other financial instruments and unrealised changes in the value of the Group’s trading stock of securities. Both the trends in the financial markets and the general interest trend are of great importance in this connection. This item also includes the result from foreign exchange trading, where SEB has a very high share in Sweden.

   The positive development during 2005 was mainly a result of intensified customer activities, not least within foreign exchange trading.

#### Expenses

1. **Staff costs**

2. **Other expenses**

3. **Net deferred acquisition costs**

4. **Depreciation, amortisation and impairments of tangible and intangible assets**

#### Gains less losses from tangible and intangible assets

#### Operating profit

#### Income tax expense

#### Discontinued operations

#### Net profit

### IFRS – International Financial Reporting Standard

As from 2005 new accounting principles are applicable to all listed companies in Europe. The new principles have led to a different form of presentation of profit and loss accounts and balance sheets, among other things.

- The new rules focus on market valuations of corporate assets and liabilities to a greater extent than previously. In addition, depreciation of goodwill according to plan has been abolished.
- The value of employee stock options shall now be booked as staff costs, just like salaries.
- As far as insurance operations are concerned liabilities shall be distributed on insurance and investment contracts, respectively, depending on the size of the insurance risk that is borne by the company.
Life insurance income, net
This item includes the sales of the life insurance products, of which unit-linked insurance accounts for a very large share.

The strong increase during 2005 was mainly due to increased sales and the acquisition of Codan Pension in Denmark (renamed SEB Pension) in the autumn of 2004.

Other income, net
Under this heading we find capital gains and dividends, among other things. The decrease compared with 2004 was due to the fact that SEB had lower capital gains in 2005.

Expenses
Total expenses increased by 14 per cent, which to a great extent was due to the one-off cost of SEK 890m for unutilised premises that SEB took in the last quarter. This measure was taken to speed up integration work within SEB. Excluding this one-off cost, acquisitions and performance-related compensation following improved results, the cost increase stopped at 3 per cent.

Staff costs, consisting of salaries, compensation and social charges, rose during 2005 due to acquisitions, expansion outside Sweden and SEB’s continued investments in the Baltic countries.

Net credit losses
The Group’s credit losses consist of both incurred losses and probable losses, where SEB has established that the counterparty will probably not be able to fulfil his payment obligations. Possible recoveries will affect net credit losses positively. During 2005 credit losses increased, but the loss level remained low at 0.11 per cent of lending.

Operating profit
The operating result increased by 12 per cent, to SEK 11,223m, which is the highest so far in the history of SEB. Of SEB’s total result 50 per cent was generated outside Sweden.

Net profit
Net profit for the year, that is operating result after tax, increased by 14 per cent, to SEK 8,421m. This amount forms the basis of the calculation of proposed dividend to the equity-holders.

Distribution of income, SEKm
During 2005, net interest income accounted for 42 per cent of SEB’s income compared with 45 per cent in 2004. This was the fifth consecutive year during which net interest income accounted for the major part of group income. The share of net commission income, which has been low in recent years due to lower equity-related income, rose to 40 per cent (39).

Cost level
Total costs increased by 14 per cent, to SEK 22,149m. Excluding one-off charges, acquisitions and performance-related compensation, total expenses rose by 3 per cent.

1) Including one-off charges of SEK 890m
## Balance sheet

The book value of the Group’s assets, liabilities and equity is shown here.

### BALANCE SHEET

<table>
<thead>
<tr>
<th>Assets</th>
<th>2005</th>
<th>2004</th>
<th>Change, per cent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash balances with central banks</td>
<td>27,545</td>
<td>12,979</td>
<td>112</td>
</tr>
<tr>
<td>Loans to credit institutions</td>
<td>177,592</td>
<td>208,226</td>
<td>–15</td>
</tr>
<tr>
<td>Loans to the public</td>
<td>901,261</td>
<td>783,355</td>
<td>15</td>
</tr>
<tr>
<td>Financial assets at fair value</td>
<td>504,920</td>
<td>375,698</td>
<td>34</td>
</tr>
<tr>
<td>Available-for-sale financial assets</td>
<td>181,976</td>
<td>140,032</td>
<td>34</td>
</tr>
<tr>
<td>Held-to-maturity investments</td>
<td>16,502</td>
<td>15,536</td>
<td>6</td>
</tr>
<tr>
<td>Discontinued operations</td>
<td>1,405</td>
<td>1,470</td>
<td>–4</td>
</tr>
<tr>
<td>Investments in associates</td>
<td>1,193</td>
<td>1,135</td>
<td>5</td>
</tr>
<tr>
<td>Tangible and intangible assets</td>
<td>23,474</td>
<td>21,561</td>
<td>9</td>
</tr>
<tr>
<td>Other assets</td>
<td>53,870</td>
<td>46,559</td>
<td>16</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>1,889,738</td>
<td>1,606,551</td>
<td>18</td>
</tr>
</tbody>
</table>

### Liabilities and equity

<table>
<thead>
<tr>
<th>Liabilities and equity</th>
<th>2005</th>
<th>2004</th>
<th>Change, per cent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deposits by credit institutions</td>
<td>399,494</td>
<td>370,483</td>
<td>8</td>
</tr>
<tr>
<td>Deposits and borrowing from the public</td>
<td>570,001</td>
<td>516,513</td>
<td>10</td>
</tr>
<tr>
<td>Liabilities to policyholders</td>
<td>185,363</td>
<td>145,730</td>
<td>27</td>
</tr>
<tr>
<td>Debt securities</td>
<td>353,205</td>
<td>268,368</td>
<td>32</td>
</tr>
<tr>
<td>Financial liabilities at fair value</td>
<td>201,774</td>
<td>151,318</td>
<td>33</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>76,086</td>
<td>69,997</td>
<td>9</td>
</tr>
<tr>
<td>Provisions</td>
<td>2,816</td>
<td>1,575</td>
<td>79</td>
</tr>
<tr>
<td>Subordinated liabilities</td>
<td>44,203</td>
<td>30,804</td>
<td>43</td>
</tr>
<tr>
<td>Total equity</td>
<td>56,796</td>
<td>51,763</td>
<td>10</td>
</tr>
<tr>
<td><strong>Total liabilities and equity</strong></td>
<td>1,889,738</td>
<td>1,606,551</td>
<td>18</td>
</tr>
</tbody>
</table>

1) Of which interest bearing

### Asset quality

The credit loss level, credit losses in relation to the Group’s lending et cetera, remained low, at 0.11 per cent. The share of impaired loans net in relation to Group lending was 0.22 per cent.

#### Credit loss level (%)

- 2003: 0.10
- 2004: 0.50
- 2005: 0.60

#### Level of impaired loans (%)

- 2003: 0.10
- 2004: 0.20
- 2005: 0.30

### Credit portfolio

During 2005 SEB’s total credit exposure was SEK 1,328m. The strong growth of the credit portfolio was particularly evident in the corporate and household sectors.

- Corporates: 34.4%
- Households: 24.1%
- Banks: 14.9%
- Public sector: 13.6%
- Property management: 13.0%

### Use of profits

The size of the dividend is determined by the SEB Group’s financial positions and opportunities. The net profit attributable to the equity holders of SEK 8,401m corresponds to SEK 12.58 per share. The Board of Directors proposes that SEK 3,264m of this, or SEK 4.75 per share, be distributed to the equityholders. Retained earnings are brought forward to next year.
Important key figures

The Cost/Income ratio, that is the ratio between costs and income, is an important measurement of the Group’s efficiency. During 2005 the C/I-ratio was unchanged at 0.65 (0.65). The long-term goal is to reach a C/I-ratio of 0.60.

The capital adequacy ratio shows the Group’s capital base (excluding insurance operations) in relation to business volumes (weighted according to special risk classes). The capital base consists mainly of two parts:
1. Shareholders’ equity (see explanation above under comments on balance sheet) adjusted in accordance with the capital adequacy rules.
2. Borrowed capital in the form of subordinated debt that SEB has raised in the international capital market. This is subject to special rules, too.

The size of the capital base is thus decisive for how much the Bank is able to lend and invest in total.

The legal requirement for the total capital ratio is 8 per cent and 4 per cent for the core capital ratio. SEB meets these requirements by a wide margin: During 2005 the Group had a total capital ratio of 10.8 per cent and a core capital ratio of 7.5 per cent. The total capital ratio is calculated as follows:

\[
\text{Total capital ratio} = \frac{\text{SEK 76.3bn (capital base*)}}{\text{SEK 705bn (risk-weighted volumes)}} = 10.8 \text{ per cent}
\]

* of which, SEK 53.1bn was core capital

SEB Group’s goal has been to achieve an earning capacity, or return on shareholders’ equity, of at least 15 per cent after tax. Calculated as follows, the earning capacity for 2005 was 15.8 per cent:

\[
\text{Return on equity, } \% = \frac{\text{SEK 8,401m (net profit attributable to the equity holders)}}{\text{SEK 53,214m (average capital)}} = 15.8 \text{ per cent}
\]

Return on equity

Return on equity, that is return on shareholders equity, was 15.8 per cent. That means that SEB achieved the long-term target of 15 per cent.

New target from 2006: Return on equity shall be above peer average and simultaneously deliver a sustainable profitable growth.

Capital adequacy

At year-end 2005 the capital base was SEK 76.3bn, of which SEK 53.1bn was so-called core capital. In relation to risk-weighted assets of SEK 705bn, this corresponded to a total capital ratio of 10.8 per cent and a core capital ratio of 7.5 per cent.

**SEB Annual Review 2005**
SEB’s share price at all time high

After a 67 per cent total rise in 2003–2004, the SEB Class A share rose by 27 per cent in 2005. Earnings per share were SEK 12.58 (10.83). The proposed dividend is SEK 4.75 (4.35) per share.

Share capital
The SEB share is listed on the Stockholm Stock Exchange. The share capital amounts to SEK 6,872m, distributed on 687.2 million shares. The Class A share entitles to one vote and the Class C share to 1/10 of a vote.

Stock Exchange trading
During 2005, the value of the SEB Class A share increased by 27 per cent, while the General Index rose by 33 per cent and the European Banking Index by 21 per cent. During the year, the total turnover in SEB shares amounted to SEK 104 bn. SEB thus remained one of the most traded companies on the Stockholm Stock Exchange. Market capitalisation by year-end was SEK 115bn.

Dividend policy
The size of the dividend in SEB is determined by the financial position and growth possibilities of the Group. SEB strives to achieve long-term growth based upon a capital base for the financial group of undertakings that must not be inferior to a core capital ratio of 7 per cent. The dividend per share shall, over a business cycle, correspond to around 40 per cent of earnings per share, calculated on the basis of operating result after tax.

The largest shareholders

<table>
<thead>
<tr>
<th>Date</th>
<th>No. of shares</th>
<th>Of which Series C shares</th>
<th>Per cent of number of all shares</th>
<th>Per cent of all votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investor AB</td>
<td>123,027,895</td>
<td>0</td>
<td>17.9</td>
<td>19.0</td>
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<td>Trygg Foundation</td>
<td>65,677,962</td>
<td>0</td>
<td>9.6</td>
<td>10.2</td>
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<td>APForsäkring</td>
<td>18,726,432</td>
<td>876,410</td>
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<td>2.8</td>
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<td>SHB/SPP Funds</td>
<td>16,615,354</td>
<td>0</td>
<td>2.4</td>
<td>2.6</td>
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<tr>
<td>Robur Funds</td>
<td>16,190,145</td>
<td>0</td>
<td>2.4</td>
<td>2.5</td>
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<td>SEB Funds</td>
<td>13,643,840</td>
<td>0</td>
<td>2.0</td>
<td>2.1</td>
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<td>Nordea Funds</td>
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<tr>
<td>Wallenberg foundations</td>
<td>10,330,389</td>
<td>5,871,173</td>
<td>1.5</td>
<td>0.8</td>
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<tr>
<td>Tredje AP-fonden</td>
<td>6,570,434</td>
<td>0</td>
<td>1.0</td>
<td>1.0</td>
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<tr>
<td>Skandia Liv</td>
<td>6,379,185</td>
<td>3,352,767</td>
<td>0.9</td>
<td>0.5</td>
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<tr>
<td>SHB</td>
<td>6,326,111</td>
<td>0</td>
<td>0.9</td>
<td>1.0</td>
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<tr>
<td>Alecta</td>
<td>6,210,257</td>
<td>3,218,611</td>
<td>0.9</td>
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<tr>
<td>Andra AP-fonden</td>
<td>6,166,530</td>
<td>0</td>
<td>0.9</td>
<td>1.0</td>
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<td>EB-Foundation</td>
<td>5,880,993</td>
<td>0</td>
<td>0.9</td>
<td>0.9</td>
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<tr>
<td>Första AP-fonden</td>
<td>5,151,946</td>
<td>67,847</td>
<td>0.8</td>
<td>0.8</td>
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<tr>
<td>Foreign shareholders</td>
<td>172,629,066</td>
<td>1,617,237</td>
<td>25.4</td>
<td>26.7</td>
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</table>

1) Excluding SEB as shareholder through repurchased shares to hedge employee stock option program and for capital management.

Source: SIS Ågarservice

SEB share

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<tr>
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</thead>
<tbody>
<tr>
<td>Basic earnings, SEK</td>
<td>12.58</td>
<td>10.83</td>
<td>8.22</td>
<td>7.60</td>
<td>7.17</td>
</tr>
<tr>
<td>Diluted earnings, SEK</td>
<td>12.47</td>
<td>10.82</td>
<td>8.19</td>
<td>7.60</td>
<td>7.17</td>
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<tr>
<td>Shareholders’ equity, SEK</td>
<td>102.36</td>
<td>77.44</td>
<td>70.10</td>
<td>65.51</td>
<td>62.86</td>
</tr>
<tr>
<td>Adjusted shareholders’ equity, SEK</td>
<td>96.61</td>
<td>85.79</td>
<td>75.53</td>
<td>68.88</td>
<td>67.10</td>
</tr>
<tr>
<td>Net worth, SEK</td>
<td>96.61</td>
<td>89.63</td>
<td>78.03</td>
<td>70.55</td>
<td>67.05</td>
</tr>
<tr>
<td>Cash flow, SEK</td>
<td>4.75</td>
<td>3.45</td>
<td>4.00</td>
<td>4.00</td>
<td>4.00</td>
</tr>
<tr>
<td>Year-end market price</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
</tr>
<tr>
<td>per Class A share, SEK</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
<td>163.50</td>
</tr>
<tr>
<td>per Class C share, SEK</td>
<td>158.00</td>
<td>158.00</td>
<td>158.00</td>
<td>158.00</td>
<td>158.00</td>
</tr>
<tr>
<td>Highest price paid during the year per Class A share, SEK</td>
<td>165.50</td>
<td>131.00</td>
<td>107.00</td>
<td>110.00</td>
<td>119.50</td>
</tr>
<tr>
<td>per Class C share, SEK</td>
<td>159.50</td>
<td>126.50</td>
<td>96.50</td>
<td>99.50</td>
<td>110.00</td>
</tr>
<tr>
<td>Lowest price paid during the year per Class A share, SEK</td>
<td>122.50</td>
<td>99.50</td>
<td>66.50</td>
<td>66.00</td>
<td>61.00</td>
</tr>
<tr>
<td>per Class C share, SEK</td>
<td>118.00</td>
<td>92.50</td>
<td>61.00</td>
<td>58.50</td>
<td>55.50</td>
</tr>
<tr>
<td>Dividend as a percentage of result for the year, %</td>
<td>37.8</td>
<td>40.2</td>
<td>48.6</td>
<td>52.7</td>
<td>55.8</td>
</tr>
<tr>
<td>Yield, %</td>
<td>2.9</td>
<td>3.4</td>
<td>3.8</td>
<td>5.5</td>
<td>4.2</td>
</tr>
<tr>
<td>P/E</td>
<td>13.0</td>
<td>11.9</td>
<td>12.9</td>
<td>9.5</td>
<td>13.3</td>
</tr>
<tr>
<td>Number of issued shares, million average</td>
<td>667.8</td>
<td>679.8</td>
<td>693.5</td>
<td>700.1</td>
<td>704.6</td>
</tr>
<tr>
<td>at year-end</td>
<td>668.8</td>
<td>668.5</td>
<td>691.4</td>
<td>697.6</td>
<td>704.6</td>
</tr>
</tbody>
</table>
A clear and effective structure for responsibility distribution and governance is of decisive importance for maintaining confidence among SEB’s interested parties.

Clear distribution of responsibilities

SEB attaches great importance to the creation of clearly defined roles for its employees and decision-making bodies. The structure for responsibility distribution and governance comprises:
- The Annual General Meeting
- The Board of Directors
- The President
- The divisions, business areas and business units
- Internal Audit, Compliance and Risk Control.

The Annual General Meeting
Shareholders’ influence over the Bank is exercised at the Annual General Meeting, which is the highest decision-making body of the Bank. All shareholders, who are registered in the Shareholders’ Register and have notified their attendance in time, have the right to participate in the Meeting and to vote for the full number of their respective shares. Information on SEB’s major shareholders is found on page 32.

The Board of Directors
The Board members are appointed by the shareholders at the Annual General Meeting for a term of office that lasts until the next Annual General Meeting. A presentation of the Board of Directors is found on pages 34–35.

Ten Board meetings were held during 2005. Essential matters dealt with during the year included the following:
- Strategic direction of Group activities
- Development of credit portfolio
- Capital, risk and financing issues
- Evaluation of the Bank’s internal control system
- Succession planning, leadership supply, compensation and other personnel matters
- Issues concerning customer and staff satisfaction
- Major investments and business acquisitions
- Interim reports and annual report
- Evaluation of the work of the Board, the President and the Group Executive Committee

Certain tasks of the Board are performed by committees. The Risk and Capital Committee is responsible for credit processes, credit policies and capital issues, among other things. The Audit and Compliance Committee is responsible for quality assurance of the Bank’s financial reporting, for keeping contact with the Bank’s external auditors, et cetera. The Compensation and Human Resources Committee handles issues concerning compensation to the President and certain other key officers, incentive programmes, pension plans and leadership supply matters.

The President
The President is appointed by, and reports to, the Board of Directors. The President is responsible for the day-to-day management of the activities of the Group in accordance with the guidelines and established policies of the Board. The President has three different committees at her disposal for the purpose of managing the operations: the Group Executive Committee for business issues, the Group Credit Committee for credit issues and the Asset and Liability Committee for capital and risk issues.

Divisions and business areas
SEB’s activities are organised in six divisions including subordinated business areas: SEB Merchant Banking, Nordic Retail & Private Banking, German Retail & Mortgage Banking, Eastern European Banking, SEB Asset Management and SEB Trygg Liv (see further on page 26).

Internal Audit, Compliance and Risk Control
The Group has three control functions, which are independent from the business operations: Internal Audit, Compliance officers/Group Compliance officer (compliance with rules and regulations and ethics) and the Group Risk Control Organisation (monitoring of credit, market, operational and liquidity risks).

Compensation to the Board of Directors and key managers
SEB’s 2005 Annual General Meeting fixed a total compensation amount of SEK 6,050,000 for the members of the Board, of which SEK 1,300,000 to the Chairman of the Board and SEK 1,800,000 for committee work.

The Annual General Meeting furthermore approved the Board’s proposal regarding compensation and other terms of employment principles for the President and the Group Executive Committee.

In addition, the Annual General Meeting decided on a performance-based long-term incentive programme for 2005. The programme is running during a total period of seven years, including the waiting period, and covers a maximum of 2,000,000 so-called performance shares aimed at about 500 key managers.

Marcus Wallenberg (5) Born 1956; elected 2002, B. Sc. of Foreign Service. Chairman since 2005. Other assignments: Deputy Chairman Ericsson and Saab; Acting Chairman ICC. Director AstraZeneca, Knut and Alice Wallenberg Foundation and Stora Enso.

Own and closely related persons’ shareholding: 100,638 Class A shares and 1,473 Class C shares. Independent in relation to the Bank and management, non-independent in relation to major shareholders.

Jacob Wallenberg (6) Born 1956; elected 1997, B. Sc. (Econ) and MBA. Deputy Chairman since 2005. Other assignments: Chairman Investor. Deputy Chairman Atlas Copco and SAS, Director ABB, the Knut and Alice Wallenberg Foundation and the Nobel Foundation.

Own and closely related persons’ shareholding: 149,330 Class A shares and 5,046 Class C shares. Independent in relation to the Bank and management, non-independent in relation to major shareholders (Chairman Investor).

Gösta Wiking (4) Born 1937; elected 1997 Deputy Chairman since 1997. Other assignments: Chairman Angiogenetics, Director XCounter. Own and closely related persons’ shareholding: 3,600 Class A shares. Independent in relation to the Bank and management, independent in relation to major shareholders.

Penny Hughes (6) Born 1959; elected 2000, B. Sc. (Chemistry) Other assignments: Director Vodafone, Reuters, QAP and Bridgepoint Capital (Advisory Board). Own and closely related persons’ shareholding: 0 Independent in relation to the Bank and management, independent in relation to major shareholders.


Own and closely related persons’ shareholding: 8,000 Class A shares. Independent in relation to the Bank and management, independent in relation to major shareholders.


Dr Hans-Joachim Körber Born 1946; elected 2000; Dr. Other assignments: President and CEO METRO AG. Director Bertelsmann AG and Loyalty Partner GmbH. Own and closely related persons’ shareholding: 0 Independent in relation to the Bank and management, independent in relation to major shareholders.

Jesper Ovesen (3) Born 1957; elected 2004, Bachelor of Commerce Degree (Econ) and MBA. Other assignments: Chief Financial Officer (CFO) LEGO Holding A/S. Director FLSmidth & Co A/S and Merlin Entertainments Group Luxembourg S.a.r.l. Own and closely related persons’ shareholding: 0 Independent in relation to the Bank and management, independent in relation to major shareholders.

Annika Falkengren \( ^{1} \)
Born 1962; elected 2005 (effective as of 1 January 2006), SEB employee since 1987; B. Sc. (Econ).
President and CEO as of 10 November 2005.
Other assignments: Director Securitas, Ruter Dam and the Mentor Foundation.
Own and closely related persons’ shareholding: 13,000 Class A shares, 535,295 employee stock options and an initial allotment of 62,000 performance shares.
Non-independent in relation to the Bank and management (President and Group Chief Executive SEB), independent in relation to major shareholders.

Dr Lars H Thunell \( ^{2} \)
Born 1948; SEB employee since 1997; Ph. D. President and CEO until 9 November 2005.
Own and closely related persons’ shareholding: 9,000 Class A shares, 975,491 employee stock options and an initial allotment of 39,833 performance shares.
Non-independent in relation to the Bank and management (President and Group Chief Executive SEB), independent in relation to major shareholders.

Directors appointed by the employees

**Ulf Jensen**
Chairman Financial Sector Union of Sweden SEB Group. Director Financial Sector Union of Sweden.
Own and closely related persons’ shareholding: 0

**Ingrid Tegvald**
Born 1946; appointed 2002, Bachelor of Laws.
Vice chairman Financial Sector Union of Sweden SEB Group since 2004.
Chairman Regional Club Väst of the same union since 1999. Director Financial Sector Union of Sweden.
Own and closely related persons’ shareholding: 0

Deputy Directors appointed by the employees

**Göran Arrius**
Born 1959; appointed 2002, Naval Officer.
Chairman Association of University Graduates at SEB and JUSEK’s Section for Bank and Insurance.
Own and closely related persons’ shareholding: 0

**Magdalena Olofsson**
Born 1953; appointed 2003
Director Financial Sector Union of Sweden SEB Group, Vice Chairman Regional Club Stockholm & Öst of the same union. Director Financial Sector Union of Sweden.
Own and closely related persons’ shareholding: 0

\(^{1}\) Chairman of Risk and Capital Committee of the Board of Directors.
\(^{2}\) Deputy Chairman of Risk and Capital Committee of the Board of Directors
\(^{3}\) Member of Risk and Capital Committee of the Board of Directors
\(^{4}\) Chairman of Audit and Compliance Committee of the Board of Directors.
\(^{6}\) Deputy Chairman of Audit and Compliance Committee
\(^{5}\) Chairman of Compensation and HR Committee of the Board of Directors
\(^{7}\) Deputy Chairman of Compensation and HR Committee of the Board of Directors
\(^{8}\) Member of Compensation and HR Committee of the Board of Directors
\(^{9}\) Member of Audit and Compliance Committee of the Board of Directors.
Group Executive Committee and Auditors

Annika Falkengren
Born 1962; SEB employee since 1987; B. Sc. (Econ).
President and Group Chief Executive as of 10 November 2005.
Other assignments: Director Securitas, Ruter Dam and the Mentor Foundation.
Own and closely related persons’ shareholding: 13,000 Class A shares, 535,295 employee stock options and an initial allotment of 62,000 performance shares.

Fredrik Boheman
Born 1956; SEB employee since 1985; M.A.
Executive Vice President, CEO of SEB AG since 2005.
Other assignments: Director Teleopti.
Own and closely related persons’ shareholding: 177 Class A shares, 75,000 employee stock options and an initial allotment of 8,500 performance shares.

Magnus Carlsson
Born 1956; SEB employee since 1993; M. Sc.
Executive Vice President, Head of SEB Merchant Banking since 2005.
Own and closely related persons’ shareholding: 3,000 Class A shares, 96,824 employee stock options and an initial allotment of 33,700 performance shares.

Mats Kjær
Born 1950; SEB employee since 1971.
Executive Vice President, Head of Eastern European Banking since 2004.
Own and closely related persons’ shareholding: 4,500 Class A shares, 148,177 employee stock options and an initial allotment of 30,000 performance shares.

Harry Klagsbrun
Born 1954; SEB employee since 2001; M. Sc. and MBA; journalist education.
Executive Vice President, Head of SEB Asset Management since 2001.
Own and closely related persons’ shareholding: 30,000 Class A shares, 339,093 employee stock options and an initial allotment of 39,100 performance shares.

Bo Magnusson
Born 1962; SEB employee since 1982; Higher bank degree.
Executive Vice President, Head of Nordic Retail & Private Banking since 2005.
Other assignments: Director Nordic Central Securities Depository and Swedish Bankers’ Association.
Own and closely related persons’ shareholding: 200 Class A shares, 53,333 employee stock options and an initial allotment of 23,900 performance shares.

Anders Mossberg
Born 1952; SEB employee since 1985.
Executive Vice President, Head of SEB Trygg Liv since 1997.
Other assignments: Director Sveriges Försäkringsförbund.
Own and closely related persons’ shareholding: 7,008 Class A shares, 472,142 employee stock options and an initial allotment of 38,000 performance shares.

Mats Kjær
Born 1950; SEB employee since 1971.
Executive Vice President, Head of Eastern European Banking since 2004.
Own and closely related persons’ shareholding: 4,500 Class A shares, 148,177 employee stock options and an initial allotment of 30,000 performance shares.

Bo Magnusson
Born 1962; SEB employee since 1982; Higher bank degree.
Executive Vice President, Head of Nordic Retail & Private Banking since 2005.
Other assignments: Director Nordic Central Securities Depository and Swedish Bankers’ Association.
Own and closely related persons’ shareholding: 200 Class A shares, 53,333 employee stock options and an initial allotment of 23,900 performance shares.

Nils-Fredrik Nyblæus
Born 1951; SEB employee since 2004; B. Sc. (Econ).
Executive Vice President, CFO and Head of Group Staff and IT since 2004 (CFO since 2005).
Other assignments: Chairman Danderyds Sjukhus; Director Swedish Financial Accounting Standards Council.
Own and closely related persons’ shareholding: 200 Class A shares, 53,333 employee stock options and an initial allotment of 23,900 performance shares.

Dr Lars H Thunell
Born 1948; SEB employee since 1997; Ph. D.
President and Group Chief Executive until 9 November 2005.
Own and closely related persons’ shareholding: 9,000 Class A shares, 975,491 employee stock options and an initial allotment of 39,833 performance shares.

AUDITORS
Auditors elected by the Annual General Meeting
PricewaterhouseCoopers
Göran Jacobsson
Born 1947; signing auditor in SEB since 1995.
Authorised Public Accountant, auditor in charge as of 2000.

Peter Clemedtson
Born 1956; co-signing auditor in SEB since 2000.
Authorised Public Accountant.

Ulf Daveus
Born 1949; auditor in SEB since 2004.
Authorised Public Accountant, BDO Feinstein Revision
20 brief facts about SEB

- SEB celebrates its 150th anniversary in 2006.
- Approximately 20,000 SEB employees provide 400,000 companies and 5 million private customers with financial solutions.
- SEB is represented in 20 countries. More than half of the Bank’s customers and staff live outside Sweden.
- SEB has more customers in the Baltic countries than in Sweden.
- Half of SEB’s result is generated in markets outside Sweden.
- SEB has some 600 branches in the Nordic and Baltic regions and Germany.
- The SEB Group has approximately 200 million customer meetings per year via branches, telephone, Internet and ATM’s.
- Half of SEB’s private customers are using the Group’s Internet services.
- SEB’s life insurance operations count 1.5 million customers. SEB Trygg Liv is the market leader within unit-linked insurance in Sweden.
- SEB is one of the world’s 20 most important foreign exchange players and has been appointed the best Nordic bank within foreign exchange trading.
- SEB has been ranked best cash management bank in the Nordic area and in the Baltic countries.
- SEB is one of the world’s 25 largest global institutes for safe-keeping of securities.
- SEB is the most important broker on the Stockholm Stock Exchange and number three in Copenhagen and Oslo.
- SEB is ranked as number three among large fund managers in Europe and as number two regards equity funds.
- SEB is ranked best credit card issuer in the Nordic area with brands like Eurocard, MasterCard and Diners Club.
- In Germany, SEB is ranked number one for the highest degree of customer satisfaction among corporate customers and as number two among private customers.
- SEB is ranked as best bank in Latvia and Lithuania and as number two in Estonia.
- SEB is the first and only Nordic bank in the Ukraine through its purchase of Bank Agio.
- SEB has been represented in China for more than 20 years. In 2005 the Bank also opened a branch in Shanghai.
- Since 1997, SEB supports the Mentor foundation, which works with drug prevention measures for school pupils at the senior-level. The Bank is actively engaged on the board of the foundation. Approximately 300 SEB employees in Sweden and Lithuania participate in this mentorship every year.
In mid-March the Annual Report will be available on www.sebgroup.com

Annual General Meeting

The Annual General Meeting will be held on Tuesday 4 April, 2006 at 14.00 p.m. (Swedish time) at Cirkus, Djurgårdsslätten, Stockholm.

Notices convening the General Meeting including an agenda for the Meeting will be published in two of the major Swedish daily newspapers and on www.sebgroup.com on 28 February, 2006.

Shareholders wishing to attend the Annual General Meeting shall

– both be registered in the shareholders’ register kept by VPC (the Swedish Securities Register Centre) on Wednesday 29 March, 2006, at the latest
– and notify the Bank in writing under address Skandinaviska Enskilda Banken AB, Box 47011, SE-100 74 Stockholm, or by telephone 0771-23 18 18 between 9.00 a.m. and 4.30 p.m. in Sweden or, from abroad, at +46 771 23 18 18 or via internet on the home page of the Bank, www.sebgroup.com, not later than 1 p.m. on Wednesday 29 March, 2006.

Dividend

The Board proposes a dividend of SEK 4.75 per share. The share is traded ex dividend on Wednesday 5 April, 2006. Friday 7 April, 2006 is proposed as record date for the dividend payments. If the Annual General Meeting resolves in accordance with the proposals, dividend payments are expected to be distributed by VPC on Wednesday 12 April, 2006.

Financial information during 2006

<table>
<thead>
<tr>
<th>Publication</th>
<th>Date</th>
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</thead>
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<tr>
<td>Annual accounts</td>
<td>8 February</td>
</tr>
<tr>
<td>Annual Report</td>
<td>mid-March</td>
</tr>
<tr>
<td>Annual General Meeting</td>
<td>4 April</td>
</tr>
<tr>
<td>Interim report January–March</td>
<td>26 April</td>
</tr>
<tr>
<td>Interim report January–June</td>
<td>21 July</td>
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<tr>
<td>Interim report January–September</td>
<td>27 October</td>
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