SEB – a unique Nordic Bank

Relationships

Corporates

Stability
Unique corporate franchise
Truly embedded corporate bank

- Mergers & Acquisitions
- Foreign Exchange
- Trade & Supply Chain Finance
- Fixed Income
- Lending
- Custody
- Equities
- Prime Brokerage
- Structured Derivatives
- Cash Management

- Relationship business model
- Leading product offering
- Strong distribution power

SEB Group, total income by customer group (SEK bn)

Private
Corporate & Institutions
Highlights Q1 2011

Operating profit SEK 4.4bn

Return on equity
14.1%
(continuing operations)

Further improvement in Baltic asset quality

Baltic credit losses

Balance sheet strengthened further

Capital ratio
Profit and loss trend

Profit and loss development Q1-09 – Q1-11 (SEK bn)

Operating income Q1-11: 9.7
Operating expenses Q1-11: 5.8
Net credit losses Q1-11: 0.5

Operating profit (SEK bn)

Q1-09: 3.6, Q2-09: 4.4, Q3-09: , Q4-09: , Q1-10: , Q2-10: , Q3-10: , Q4-10: , Q1-11: 4.4

Note: Shaded areas refer to gain on buy-back of subordinated debt, acquisition goodwill write-offs, restructuring costs and impairment charges respectively.
# Income statement Q1 2011

## Profit and loss (SEK m)

<table>
<thead>
<tr>
<th></th>
<th>Q1-11</th>
<th>Q4-10</th>
<th>%</th>
<th>Q1-10</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operating income</td>
<td>9,672</td>
<td>10,038</td>
<td>-4</td>
<td>8,735</td>
<td>11</td>
</tr>
<tr>
<td>Total operating expenses</td>
<td>-5,841</td>
<td>-5,974</td>
<td>-2</td>
<td>-5,631</td>
<td>4</td>
</tr>
<tr>
<td>Profit bef credit losses &amp; restr.</td>
<td>3,831</td>
<td>4,064</td>
<td>-6</td>
<td>3,104</td>
<td>23</td>
</tr>
<tr>
<td>Impairments</td>
<td>0</td>
<td>-208</td>
<td></td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Profit before credit losses</td>
<td>3,831</td>
<td>3,856</td>
<td>0</td>
<td>3,104</td>
<td>23</td>
</tr>
<tr>
<td>Net credit losses etc</td>
<td>543</td>
<td>440</td>
<td>23</td>
<td>-1,817</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td><strong>4,374</strong></td>
<td><strong>4,296</strong></td>
<td><strong>2</strong></td>
<td>1,287</td>
<td></td>
</tr>
</tbody>
</table>

## Operating income by type, Q1 vs. Q4 (SEK bn)

<table>
<thead>
<tr>
<th></th>
<th>Q4-10</th>
<th>Q1-11</th>
<th>Q4-10</th>
<th>Q1-11</th>
<th>Q4-10</th>
<th>Q1-11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>4.5</td>
<td>4.3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net fee and commissions</td>
<td>3.9</td>
<td>3.5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net financial income</td>
<td>0.5</td>
<td>1.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net life insurance income</td>
<td>0.8</td>
<td>0.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **47%** Net interest income
- **38%** Net fee and commissions
- **9%** Net financial income
- **8%** Net life insurance income
Divisional performance

Operating profit Q1-11 vs. previous quarters (SEK m)

- Merchant Banking: Q1-10 = 1,746, Q4-10 = 544, Q1-11 = 405
- Retail Banking: Q1-10 = 544, Q4-10 = 1,746, Q1-11 = 886
- Wealth Management: Q1-10 = 405, Q4-10 = 511, Q1-11 = 544
- Life: Q1-10 = 511, Q4-10 = 886, Q1-11 = 1,746
- Baltic: Q1-10 = -1,431, Q4-10 = +736, Q1-11 = +572

(Credit provisions)
Net interest income development

NII 2008 – Q1 2011 (SEK bn)

NII by income type 2008 – Q1 2011 (SEK bn)
Net interest income analysis
SEB Group, SEK m

Q1 2011 vs. Q1 2010

Q1 2010
- Lending margin: 3,542
- Lending volume: -44
- Deposit margin: 171
- Deposit volume: 35
- Funding & other: 547

Q1 2011
- Lending margin: 4,261
- Lending volume: 11
- Deposit margin: 11
- Deposit volume: 35
- Funding & other: 547

Q1 2011 vs. Q4 2010

Q4 2010
- Lending margin: 4,526
- Lending volume: -64
- Deposit margin: 74
- Deposit volume: -1
- Funding & other: -236

Q1 2011
- Lending margin: 4,261
- Lending volume: -64
- Deposit margin: 74
- Deposit volume: -1
- Funding & other: -236

New starting point from Q1 2011 due to:
- SEK 75m increased stability fund fee
- SEK 250m effects from German Retail divestment
Commission income development

Fees & commissions 2008 – Q1 2011 (SEK bn)

Fees & commissions by income type 2008 – Q1 2011 (SEK bn, gross)

New issues & advisory
Secondary markets & derivatives
Custody & mutual funds
Payments, cards, lending, deposits & guarantees
Net financial income development

 Reported Group NFI 2008 – Q1 2011 (SEK bn)

 Gain from German divestment hedge partly offset in Other income

 Trading income Merchant Banking
 (SEK bn, gross)

 Low risk trading orientation
 Daily trading income 2008 – Q1 2011. 30 negative out of 817 trading days. Average loss SEK 13m
Cost development

Operating expenses* by type (SEK bn)

<table>
<thead>
<tr>
<th>Category</th>
<th>Q1-11</th>
<th>Q4-10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff costs</td>
<td>3.4</td>
<td>3.4</td>
</tr>
<tr>
<td>IT costs</td>
<td>0.9</td>
<td>1.0</td>
</tr>
<tr>
<td>Other costs</td>
<td>1.1</td>
<td>1.1</td>
</tr>
<tr>
<td>Depreciation etc.</td>
<td>0.4</td>
<td>0.5</td>
</tr>
</tbody>
</table>

* Excluding one-off items, i.e. restructuring costs and impairments

Trends, 12-month rolling

- Income
- Expenses

*Q1-11, Q4-10
Net credit loss development

Credit losses Baltic region (SEK bn)

Credit losses* outside Baltic region (SEK bn)

Group credit loss level Q1 2011 -17bps

* Continuing operations
Excellent asset quality

**Nordics**

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEK m</td>
<td>-312</td>
<td>-1191</td>
<td>-1465</td>
<td>-590</td>
<td>-174</td>
</tr>
</tbody>
</table>

**Baltics**

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEK m</td>
<td>-454</td>
<td>-1775</td>
<td>-9573</td>
<td>-873</td>
<td>572</td>
</tr>
</tbody>
</table>

**Germany**

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEK m</td>
<td>-250</td>
<td>-239</td>
<td>-720</td>
<td>-504</td>
<td>24</td>
</tr>
</tbody>
</table>

**SEB Group**

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEK m</td>
<td>-1016</td>
<td>-3268</td>
<td>-12448</td>
<td>-2198</td>
<td>537</td>
</tr>
</tbody>
</table>

*Total operations*
SEB's Credit Portfolio is well diversified

SEK bn

Credit portfolio

Sector ΔMar/Dec

Corporates -2%
fx-adjusted 1%
Households -15%
Excl. German retail 2%
Prop Mgmt 3%
Banks 1%
Public Admin 21%*

SEB Group – Corporates

<table>
<thead>
<tr>
<th>Dec '07</th>
<th>Dec '08</th>
<th>Dec '09</th>
<th>Dec '10</th>
<th>Excl. German retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Nordic&quot; - Larger</td>
<td>Baltic</td>
<td>Germany - Larger</td>
<td>&quot;Nordic&quot; - Retail</td>
<td>Other</td>
</tr>
<tr>
<td>571</td>
<td>666</td>
<td>656</td>
<td>782</td>
<td></td>
</tr>
</tbody>
</table>

Total Dec '10 Dec '10 Mar '11 ΔQ1

- Corporates 666 657 650 -7
- Property Management 247 246 255 9
- Households 509 425 434 9
- Public Administration 75 75 91 16

Total non-banks 1,497 1,404 1,431 27
Banks 205 205 208 3

Total 1,703 1,609 1,639 30

Excl. German retail

* Partly explained by short-term liquidity investments in Germany.
SEB Swedish household mortgage lending
13% of total assets

Portfolio grows with the market

<table>
<thead>
<tr>
<th>Dec '08 Q/Q</th>
<th>Mar '09</th>
<th>Jun '09</th>
<th>Sep '09</th>
<th>Dec '09</th>
<th>Mar '10</th>
<th>Jun '10</th>
<th>Sep '10</th>
<th>Dec '10</th>
<th>Mar '11</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEK bn</td>
<td>218</td>
<td>221</td>
<td>229</td>
<td>237</td>
<td>247</td>
<td>253</td>
<td>260</td>
<td>266</td>
<td>272</td>
</tr>
<tr>
<td>+1%</td>
<td>+4%</td>
<td>+3%</td>
<td>+4%</td>
<td>+2%</td>
<td>+3%</td>
<td>+2%</td>
<td>+2%</td>
<td>+4%</td>
<td></td>
</tr>
</tbody>
</table>

Selective origination
- The mortgage product is the foundation of the client relationship
- SEB is not a market share seeker

High asset performance
- Low level of loans past due more than 60 days at 14bps
- Net credit loss level remains low at 1.0bp

Low LTVs by regional and global standards

- Loan-to-value >85%
- 51-85%
- 0-50%

- Share of portfolio
  - 2%
  - 22%
  - 76%

Mortgage lending based on affordability
- Credit scoring and assessment
- 7% interest rate test
- 85% first lien mortgage cap
- Second mortgages abolished
- 15% of own equity required
- Max loan amount 5x total gross household income irrespective of LTV and no payment remarks ('UC')
Development of NPLs
SEK bn

Non-performing loans

Individually assessed
Portfolio assessed

13.1% of lending

0.4% of lending

1.1% of lending

1.7% of lending

Asset Quality

0.0
5.0
10.0
15.0
20.0
25.0
30.0

Mar '09
Jun '09
Dec '09
Mar '10
Jun '10
Dec '10
Mar '11

Group
Nordic
Germany
Baltics
Baltic asset quality
Improving NPLs driven by corporate performance

- Baltic macro improvement continues but households remain under pressure
- Sharp reduction in impaired volumes and watch-list volumes
- Continued net release of provisions for credit losses
Reasons for the rapidly falling net credit losses

- Austerity measures
- Turnaround of macro-economic situation
- Determination, flexibility and fighting spirit
- Consumers holding up better than expected
- Export / transit business recovering fast on back important trading partners recovery
- Consumer confidence recovering in residential property
- First Euro accession in the Baltic area a morale booster
- SEB’s proactive work-out and provisioning
Conservative provisioning policy

Baltics - Non-performing loan and reserve development

SEK bn

NPL coverage ratios

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 09</th>
<th>Q4 09</th>
<th>Q1 10</th>
<th>Q2 10</th>
<th>Q3 10</th>
<th>Q4 10</th>
<th>Q1 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group</td>
<td>72%</td>
<td>65%</td>
<td>70%</td>
<td>71%</td>
<td>68%</td>
<td>66%</td>
<td>64%</td>
</tr>
<tr>
<td>Baltics</td>
<td>68%</td>
<td>61%</td>
<td>67%</td>
<td>68%</td>
<td>65%</td>
<td>63%</td>
<td>61%</td>
</tr>
</tbody>
</table>
SEB has a strong and well aligned balance sheet structure.

Deposits and long-term funding exceeds total lending with SEK 140bn.
Balance sheet strength

Capital generation allows increased client RWAs

**Core Tier 1 ratio**
- **Dec-10**: 12.2%
- **Mar-11**: 13.0%

On track with funding plans in 2011

- Maturing
- New funding

**Liquidity**
- Maturing
- Completed

- Core Tier 1 ratio 13.0%
- Tier 1 ratio 15.1%
- >18 mths matched-funding
- Leverage ratio 16x (FDIC)
- Reserve ratio 69%
- Liquidity reserve SEK422bn
Strong Net liquidity position

**Funding raised with original maturity > 1 year**
SEK bn

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Full year 2009</th>
<th>Full year 2010</th>
<th>Q1 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yankee CD</td>
<td>3.1</td>
<td>2.9</td>
<td>0.0</td>
</tr>
<tr>
<td>Senior unsecured SEB AG</td>
<td>5.2</td>
<td>0.4</td>
<td>0.2</td>
</tr>
<tr>
<td>Senior unsecured SEB AB</td>
<td>60.4</td>
<td>13.9</td>
<td>4.5</td>
</tr>
<tr>
<td>Structured bonds</td>
<td>8.3</td>
<td>3.2</td>
<td>1.5</td>
</tr>
<tr>
<td>Covered bonds SEB AG</td>
<td>24.4</td>
<td>10.7</td>
<td>0.0</td>
</tr>
<tr>
<td>Covered bonds SEB AB*</td>
<td>25.7</td>
<td>71.0</td>
<td>43.9</td>
</tr>
<tr>
<td>Hybrid tier 1</td>
<td>3.3</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>130.4</strong></td>
<td><strong>102.1</strong></td>
<td><strong>50.1</strong></td>
</tr>
</tbody>
</table>

*Includes deal that was settled in first week of April*

**SEB’s matched funding horizon**

<table>
<thead>
<tr>
<th>Months</th>
<th>0</th>
<th>5</th>
<th>10</th>
<th>15</th>
<th>20</th>
<th>25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-08</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3-08</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1-09</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3-09</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1-10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3-10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1-11</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Loan to deposit ratio excl. repos and reclassified bonds**

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2004</th>
<th>2006</th>
<th>2008</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>1%</td>
<td>100%</td>
<td>146%</td>
<td>140%</td>
<td>120%</td>
<td>110%</td>
</tr>
</tbody>
</table>

Matched funding. Note this is a cash flow based model where assets and liabilities are mapped to contractual maturities. SEB will manage more than 18 months without any new funding if the loans and liabilities mature without prolongation.
SEB's Core Tier 1 ratio is amongst the strongest in Europe
Capital adequacy, SEB Group Basel II (without transition rules)

<table>
<thead>
<tr>
<th></th>
<th>SEK bn</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 capital</td>
<td>72.7</td>
<td>82.5</td>
<td>101.6</td>
<td>102.0</td>
<td>102.1</td>
</tr>
<tr>
<td>Capital base</td>
<td>93.0</td>
<td>104.7</td>
<td>107.3</td>
<td>99.1</td>
<td>98.8</td>
</tr>
<tr>
<td>Risk-w. Assets</td>
<td>737</td>
<td>818</td>
<td>730</td>
<td>716</td>
<td>678</td>
</tr>
</tbody>
</table>

Basel III

- Estimated effect ~150 bps deduction from Core Tier 1
Great position for growth in areas of strength

**Prerequisites**

- No ailing businesses
- Desired business mix in place
- One SEB business model
- Strong capital position
- Scalable platform

**Growth strategy**

- Segment growth
- Geographic growth
- Core relationship growth

**Investments in Nordic & German wholesale franchise and SMEs and savings in Sweden**
Attractive position

**Large corporates Sweden**
*Continue to excel the competition*
- The only truly embedded bank
- Top ranked products across the line

**Private Banking**
*Strengthen core markets*
- Excel in #1 position in Sweden
- Attract new assets under management

**Cards**
*Nordic model with strong local presence*
- Number 1 in the Nordics
- One Nordic company – integration and scale of economies

**Baltic Retail Banking**
*Building the most respected and top ranked home bank*
- Continued risk management
- Develop customer franchise
Merchant Banking expanding from a position of strength

**Large corporates Sweden**

*Continue to excel the competition*

- The only truly embedded bank
- Top ranked products across the line

**Financial institutions**

*Utilize the strong platform*

- Excel in Number 1 position in Sweden
- Attract new asset under management
- Work more cross-divisional

**Emerging markets**

*Keep the # 1 position*

- Upgrade the organisation
- Add additional country analysts

**Specific segments**

*Become most respected in selective segments*

- Prime brokerage
- Shipping
- Acquisition finance
Strong rebound in Baltics, back in black since Q3-10

- Export-led economic recovery
- Consumer confidence returning
- Strong franchise - customers, employees, solutions & brand
- 10-point plan running according to plan
- Increased focus on new business activities
Nordic and German corporate expansion

Development 2010

**Nordics**

Laid groundwork for growth, now positioned for recovery

**Germany**

Focused on sale of Retail banking business and improved corporate business proposition

Focus areas 2011-13

- Benefit from corporate refinancing and pick-up in credit demand
- Accelerate market activities
- Complete recruitments
- Execute, execute, execute

More than 100 new clients
Several headline transactions

Gain 400 new clients
No. 1 overall rank for large corporates in the Nordics
The bank of choice for German Mittelstand clients
Potential through investments in client coverage

<table>
<thead>
<tr>
<th>Country</th>
<th>Wallet penetration</th>
<th>Potential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweden</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Norway</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Denmark</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Corporate target market

* Relative to mean performance in relative market (Source: Greenwich)
Increased activity in Nordic loan market

Completed & launched YTD 2011 (SEK bn)

<table>
<thead>
<tr>
<th></th>
<th>Completed Q1</th>
<th>Launched Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweden</td>
<td>198</td>
<td>138</td>
</tr>
<tr>
<td>Norway</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Denmark</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finland</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

SEB participated in 90% of transactions!

Source: Dealogic

VATTENFALL
Bookrunner
EUR 2.6bn
Sweden

AkerDrilling
Joint bookrunner
USD 300m
Norway

UPM
MLA/Bookrunner
USD 231m
Denmark

MLA/Bookrunner
EUR 500m
Finland

Best bank in Sweden for Bond Issuance

Best Arranger Nordic Loans

No. 1 Research House in the Nordics
Nordic and German expansion on track

Large cap clients: +108
Client executives: +82
Loans and commitments: +71bn

Geographic growth

Germany
Corporate expansion and headline transactions
Nordic expansion case study
Finland

Enhanced relationships drive client income

Increasing product penetration on existing client base

Product provider
Advisory-driven sales
True relationship banking

Geographic growth
Swedish SME customers in focus

Availability

Meeting SME customers where they want

Accessibility

Using all channels for customer interaction

3,000 new SME customers

+5.3bn SEK in new SME loan volumes
(annualised rate of +6%)

11.5% SME market share
(up from 11.2% at year-end)
Strong core markets

General government public debt, % of GDP

General government deficit, % of GDP

Unemployment, %

GDP, % y/y

Source: OECD and DG-ECFIN

Source: OECD

Source: Eurostat

Source: Eurostat
Baltic Macro - gradual return to growth

GDP, Year-on-year percentage change

Exports, Year-on-year percentage change

Retail sales

Unemployment, Per cent of total labour force

Source: Reuters EcoWin

Source: Reuters EcoWin

Source: Reuters EcoWin

Source: Reuters EcoWin
Outlook 2011

More benign macroeconomic situation in SEB’s home markets

Event-driven growth gradually turning into structural growth in credit demand

SEB well prepared for new regulation
Facts about SEB’s franchise

- SEB founded in 1856
- Total assets of approx. SEK 2,118 bn (EUR 238bn) as at March 2011 and a market capitalisation of approx. SEK 129.2bn (EUR 16.2bn) on March 31, 2011
- Retail business
  - The leading Swedish Private Bank in terms of assets under management
  - No 2 in the Swedish total household savings market with approx 12.2%
  - No 1 in unit-linked life and pension business with approx 26.1 of the Swedish market and approx 14% of the total life and pension business in Sweden
  - No 4 in residential household mortgage lending with approx 14% market share
- Corporate and Institutional business
  - A leading Nordic franchise in trading and capital markets activities, equities, corporate and investment banking
  - No 2 Nordic asset manager with approx. SEK 1,372bn (EUR 154bn) under management
  - No 1 Nordic custodian with approx. SEK 4,948bn (EUR 556bn) under custody
- Stable unsecured ratings: A1 by Moody’s, A by S&P and A+ by Fitch
- Stable Covered Bond rating: Aaa by Moody’s
- Publicly traded and listed on NASDAQ OMX. Largest owners: Investor AB 21%; Trygg foundation 8%; Alecta 7%; SHB 4%; Robur Funds 3%. Non-Swedish owners 19%

Fx SEK/EUR = 8.90