Two years of financial turbulence

Strong support from low interest rate environment and governmental actions

* The difference between the interest rates on inter bank loans and short-term Swedish government debt

**ASW= Asset swap spread, representing the incremental risk of bonds issued by banks over the inter bank credit risk
SEB adapted and acted proactively

12-month achievements

- Safety measures
  - Added SEK >150bn of long-term funds
  - Tier 1 capital ratio 13.5% (8.1)
  - Stable reserve ratio >70%

- Customer support
  - Close dialogue with customers
  - Lending peak in Q1 2009; gradually reduced in line with the economy
  - Strengthened market position in Private Banking, Life, Corporate Banking, Trading...
  - #1 Swedish syndications
  - Consistent market making
Rock solid balance sheet

Core Tier I capital ratio

Q2 09: 11.3
Q3 09: 11.8

SEB’s matched funding horizon

Months

Q1- 08
Q2- 08
Q3- 08
Q4- 08
Q1- 09
Q2- 09
Q3- 09

0 2 4 6 8 10 12 14 16 18

SEB, Sweden 11.3
Bank of New York Mellon, US 11.4
Citigroup, US 8.7
Deutsche Bank, Germany 7.8
JPMorgan, US 7.7
Société Générale, France 7.3
BNP Paribas, France 7.2
Morgan Stanley, US 10.6
US and European banks’ balance sheet strength
Core tier one ratio, Q2 2009

Financial Times
Continued high customer activity levels support underlying earnings generation

Highlights Q3 2009

- Strong underlying business
  - SEK 3.7bn before provisions for credit losses
  - SEK 620m cost of further strengthening the balance sheet
  - Seasonality and normalising markets
- Reduced cost level
  - -4% on a comparable basis YoY
  - Reduction of 1,219 FTEs since Dec

Operating profit (SEK bn)

- Bond repurchase gain
- Profit before gains, goodwill impairment and credit losses
Stabilising provisions

Highlights Q3 2009

- Strong underlying business
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  - SEK 620m cost of further strengthening the balance sheet
  - Seasonality and normalising markets
- Reduced cost level
  - -4% on a comparable basis YoY
  - Reduction of 1,219 FTEs since Dec
- Stabilisation of problem loans
  - Provisions: SEK 3.3bn
  - Reduced NPL formation rate
  - Stable reserve ratio

Operating profit (SEK bn)

- Bond repurchase gain
- Profit before gains and credit losses
- Goodwill impairment
- Provisions
Continued high operating income
Best Q3 ever

Operating income

<table>
<thead>
<tr>
<th>SEK bn</th>
<th>NII</th>
<th>Non-NII</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg Q 2005</td>
<td>8.6</td>
<td>9.6</td>
</tr>
<tr>
<td>Avg Q 2006</td>
<td>10.2</td>
<td>10.7</td>
</tr>
<tr>
<td>Q1 07</td>
<td>9.5</td>
<td>10.0</td>
</tr>
<tr>
<td>Q2 07</td>
<td>10.0</td>
<td>8.8</td>
</tr>
<tr>
<td>Q3 07</td>
<td>10.4</td>
<td>9.2</td>
</tr>
<tr>
<td>Q4 07</td>
<td>12.7</td>
<td>11.4</td>
</tr>
<tr>
<td>Q1 08</td>
<td>11.4</td>
<td>11.9</td>
</tr>
<tr>
<td>Q2 08</td>
<td>9.7</td>
<td>11.9</td>
</tr>
<tr>
<td>Q3 08</td>
<td>9.7</td>
<td>11.9</td>
</tr>
</tbody>
</table>

*Adjusted for capital gains*
Net interest income

Key Drivers in Q3

- Extended funding duration
  SEK -400m
- Normalised spread levels in bond investment portfolio
  SEK -350m
- Lower short-term rates
  SEK -300m
- Limited volume contribution

Net interest income

SEB Group, SEK m

<table>
<thead>
<tr>
<th></th>
<th>Q2-09</th>
<th>Q3-09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer driven*</td>
<td>4,343</td>
<td>4,039</td>
</tr>
</tbody>
</table>

-16% Q3

* Customer driven

* volumes and margins on lending and deposits
Net interest income normalising

Key Drivers vs. Q3 2008

- Gradually increased contribution from lending repricing but weak demand for new lending: SEK +800m
- Deposit margins significantly lower and limited impact from new volumes: SEK -1,000m

Net interest income, SEK m

- Lending
- Deposits

+20% YTD
Net interest income normalising

Key Drivers vs. Q3 2008

- Gradually increased contribution from lending repricing but weak demand for new lending: SEK +800m
- Deposit margins significantly lower and limited impact from new volumes: SEK -1,000m

Back to “normal”
Net commission income

Gross fee and commission Q1 07–Q3 09

New issues & advisory
Secondary market & derivatives
Custody & mutual funds
Payment, cards, structured lending, deposits, guarantees

Best Corporate Finance house in Nordic region*

Turnover Card

* Rank based on completed deals. All Nordic involvement. Source: Thomson Financial
Net financial income

TCM, excluding CPM Portfolio, SEK m

<table>
<thead>
<tr>
<th>Year</th>
<th>NFI (SEK m)</th>
<th>Other income lines (SEK m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>3,950</td>
<td>2,150</td>
</tr>
<tr>
<td>2004</td>
<td>3,750</td>
<td>1,650</td>
</tr>
<tr>
<td>2005</td>
<td>5,100</td>
<td>2,600</td>
</tr>
<tr>
<td>2006</td>
<td>6,200</td>
<td>3,600</td>
</tr>
<tr>
<td>2007</td>
<td>6,950</td>
<td>4,100</td>
</tr>
<tr>
<td>2008</td>
<td>6,650</td>
<td>4,850</td>
</tr>
<tr>
<td>2009 YTD</td>
<td>7,600</td>
<td>4,300</td>
</tr>
</tbody>
</table>

EUR/SEK 365-day volatility (%)

Equities volumes (index 2005)
Net life income

Changing mix

% equity allocation

27% → 36%

Growing volumes

AuM Unit Link, SEK bn

Q1 07 Q2 Q3 Q4 Q1 08 Q2 Q3 Q4 Q1 09 Q2 Q3

Net life insurance income

SEK m

Income excl. guarantees Nya Liv
Potential guarantees Nya Liv

Q1 07 Q2 Q3 Q4 Q1 08 Q2 Q3 Q4 Q1 09 Q2 Q3

+43% YTD
### Decreasing underlying cost base

#### Decreasing operating expenses on comparable basis

<table>
<thead>
<tr>
<th>SEK m</th>
<th>Change Jan-Sep 2009 vs. Jan-Sep 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>YTD Q3 2008</strong></td>
<td><strong>18,442</strong></td>
</tr>
<tr>
<td><strong>YTD Q3 2009</strong></td>
<td><strong>22,271</strong></td>
</tr>
</tbody>
</table>

**“Business related”**
- Cost mgmt programme: -581
- Net salaries etc.: -121
- Redundancies: -38

**“Market related”**
- Pensions: 596
- FX translation: 1,087
- Goodwill impairment: 2,886

Decreasing operating expenses on comparable basis:
- 17,702
- -4%

**Accumulated since start of programme**: SEK 1,610m

**FTE development since year end**
- Group: -1,219
- Net 500: -490
Retail Loans to the Public
+SEK 25bn (+8%)  
New Micro companies
4,000  
New SME customers
4,500  
Private Banking  
YTD
Net sales: SEK 10.6bn  
New clients: 321  
Telephone bank customer interactions
500,000 Q3  
Corporate bond issuance #1
Swedish ECM #1  
Life sales volume
SEK 27bn  
Corporate Finance #1 Prospera
Baltic provisions – stabilising NPL

Flow of new problem loans slowing

- High risk loans
- Past due > 30 days: +2%*
- Past dues > 60 days: +5%*
- Non-performing loans
- Write-offs

Matching the cycles

- Build-up of provisions
- Realizing losses

- Initially collective reserves
- Identified specific provisions
- Realizing losses against provisions

* In local currencies, Q3 vs Q2, 2009
Proactive Baltic work-out process

Leasing
- Total lending SEK 19bn
- Multiple distribution channels
- Sales > inflow

Real estate Holding Companies
- Total lending SEK 27bn
- Established valuation methodology
- Real estate expertise

Residential mortgages
- Total lending SEK 50bn
- Constructive dialogue with customers

260 staff are dealing with work-outs in the Group full-time
Development of Baltic non-performing loans

**Quarterly growth rate**

- Individually assessed
- Portfolio assessed

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Individually assessed</th>
<th>Portfolio assessed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-08</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Q2-08</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>Q3-08</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Q4-08</td>
<td>150%</td>
<td>150%</td>
</tr>
<tr>
<td>Q1-09</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Q2-09</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>Q3-09</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Outstanding volumes**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Individually assessed</th>
<th>Portfolio assessed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-08</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Q2-08</td>
<td>5,000</td>
<td>5,000</td>
</tr>
<tr>
<td>Q3-08</td>
<td>10,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Q4-08</td>
<td>15,000</td>
<td>15,000</td>
</tr>
<tr>
<td>Q1-09</td>
<td>20,000</td>
<td>20,000</td>
</tr>
<tr>
<td>Q2-09</td>
<td>15,000</td>
<td>15,000</td>
</tr>
<tr>
<td>Q3-09</td>
<td>20,000</td>
<td>20,000</td>
</tr>
</tbody>
</table>
Increased visibility – more specific provisions

Provisioning to build-up Baltic reserves

- **73% specific provisions**
- **65% collective provisions**
## Development of non-performing loans

### Non-performing loans

<table>
<thead>
<tr>
<th>Country</th>
<th>Q2</th>
<th>Q3</th>
<th>Portfolio assessed (SEK m)</th>
<th>Individually assessed (SEK m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estonia</td>
<td>1,303</td>
<td>1,432</td>
<td>1,097</td>
<td>1,091</td>
</tr>
<tr>
<td>Latvia</td>
<td>1,859</td>
<td>2,767</td>
<td>2,032</td>
<td>1,990</td>
</tr>
<tr>
<td>Lithuania</td>
<td>4,894</td>
<td>6,472</td>
<td>1,222</td>
<td>1,285</td>
</tr>
<tr>
<td>Ukraine</td>
<td>503</td>
<td>525</td>
<td>0</td>
<td>232</td>
</tr>
</tbody>
</table>

- **Estonia**: 5.8% of lending
- **Latvia**: 12.7% of lending
- **Lithuania**: 10.8% of lending
- **Ukraine**: 30.8% of lending
Development of non-performing loans

<table>
<thead>
<tr>
<th>Portfolio assessed</th>
<th>Individually assessed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nordic</td>
<td>Germany</td>
</tr>
<tr>
<td>Q2</td>
<td>Q3</td>
</tr>
<tr>
<td>SEK m</td>
<td>SEK m</td>
</tr>
<tr>
<td>2,509</td>
<td>2,304</td>
</tr>
<tr>
<td>1,881</td>
<td>1,904</td>
</tr>
<tr>
<td>4,351</td>
<td>4,367</td>
</tr>
<tr>
<td>8,056</td>
<td>10,671</td>
</tr>
<tr>
<td>2,509</td>
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<td>8,056</td>
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</tr>
</tbody>
</table>

9.9% of lending
Well prepared for new regulations

SEB has a strong balance sheet:

- Tier 1 13.5%
- 15 months matched funding
- Liquidity reserves >10% assets
- Leverage ratio 5.3% (FDIC)
- Reserve ratio 72%
Normalisation after the financial crisis
Signs of stabilisation in the Baltic countries
SEB has strengthened its financial position
Prompt addressing of problem credits
Continued pro-active customer support