Annual accounts

Annika Falkengren
President and CEO

Q4 2009
Crisis still raging
SEB rights issue
Markets rally/spreads tighten
New regulation proposals
Corporate quarterly results improve

Operating profit
Q4 2009: SEK 564m
2009: SEK 3,372m

Looking back on 2009
An exceptional year
Strong market position and diversified earnings base

High asset quality in Nordics and Germany – improvement in the Baltics

Solid balance sheet

#1 Nordic investment bank
12,200 new SME clients

0.24% credit losses outside Baltics
Baltic past-due loans falling

Tier 1 ratio 13.9%
18m matched funding
Underlying business strong but clouded by credit provisions and goodwill

Operating profit
SEK bn

<table>
<thead>
<tr>
<th>Year</th>
<th>1999</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5.1</td>
<td>8.8</td>
<td>7.9</td>
<td>8.2</td>
<td>8.8</td>
<td>10.0</td>
<td>11.2</td>
<td>15.6</td>
<td>17.0</td>
<td>12.5</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Operating profit, excluding credit provisions and goodwill
SEK bn

<table>
<thead>
<tr>
<th>Year</th>
<th>1999</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5.7</td>
<td>10.6</td>
<td>8.5</td>
<td>8.9</td>
<td>9.8</td>
<td>10.6</td>
<td>12.1</td>
<td>16.2</td>
<td>17.2</td>
<td>15.7</td>
<td>18.8</td>
</tr>
</tbody>
</table>
Strong divisional performance and diversified earnings base

Operating profit 2009 vs. 2008
SEK bn

- Merchant Banking: 8.4 to 11.7
  - 2008: 8.4
  - 2009: 11.7

- Retail Banking: 3.2 to 1.6
  - 2008: 3.2
  - 2009: 1.6

- Wealth Management: 2.0 to 1.1
  - 2008: 2.0
  - 2009: 1.1

- Life: 2.1 to 1.1
  - 2008: 2.1
  - 2009: 1.1

- Baltic: 1.0 to -10.4
  - 2008: 1.0
  - 2009: -10.4

RoE 2009:
- Sweden: 18%
- Germany: -17%
- Card: 26%

Neg. RoE 2009:
- 8%
- 15%
- 27%
### Operating income by type

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operating income</td>
<td>44,213</td>
<td>41,104</td>
<td>+8</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>-25,428</td>
<td>-25,407</td>
<td>+0</td>
</tr>
<tr>
<td>Profit before goodwill and credit provisions</td>
<td>18,785</td>
<td>15,697</td>
<td>+20</td>
</tr>
<tr>
<td>Goodwill</td>
<td>-2,969</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Profit before provisions for credit losses</td>
<td>15,816</td>
<td>15,697</td>
<td>+1</td>
</tr>
<tr>
<td>Net credit losses etc</td>
<td>-12,444</td>
<td>-3,226</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>3,372</td>
<td>12,471</td>
<td>-73</td>
</tr>
</tbody>
</table>

### P&L statement 2009

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operating income</td>
<td>44,213</td>
<td>41,104</td>
<td>+8</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>-25,428</td>
<td>-25,407</td>
<td>+0</td>
</tr>
<tr>
<td>Profit before goodwill and credit provisions</td>
<td>18,785</td>
<td>15,697</td>
<td>+20</td>
</tr>
<tr>
<td>Goodwill</td>
<td>-2,969</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Profit before provisions for credit losses</td>
<td>15,816</td>
<td>15,697</td>
<td>+1</td>
</tr>
<tr>
<td>Net credit losses etc</td>
<td>-12,444</td>
<td>-3,226</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>3,372</td>
<td>12,471</td>
<td>-73</td>
</tr>
</tbody>
</table>
Delivered on cost programme

### Cost management program 2007 – 2009

<table>
<thead>
<tr>
<th></th>
<th>SEK m</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed</td>
<td>1,826</td>
<td>Target</td>
<td>1,500 – 2,000</td>
<td></td>
</tr>
<tr>
<td>Group</td>
<td>-1,569 net</td>
<td>Sweden</td>
<td>-509 net</td>
<td></td>
</tr>
</tbody>
</table>

### FTE development

- Decreasing operating expenses on comparable basis – 2009 vs. 2008

- **SEK m**
  - 2008: 25,407
  - 2009: 25,428

- **“Business related”**
  - 2008: 449, -797
  - 2009: 766, 1,018

- **“Market related”**
  - 2008: 23,644, -1,415
  - 2009: 25,287

- **Cost mgmt programme**
  - 2008: 25,059
  - 2009: 25,182

- **Other**
  - 2008: 25,059
  - 2009: 25,245

- **FX translation**
  - 2008: 20,732
  - 2009: 20,170

- **Growth**
  - +0%
**Variable remuneration reduced**

<table>
<thead>
<tr>
<th>Year</th>
<th>STI including social charges (SEK m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>2,879</td>
</tr>
<tr>
<td>2007</td>
<td>2,968</td>
</tr>
<tr>
<td>2008</td>
<td>2,180</td>
</tr>
<tr>
<td>2009</td>
<td>795</td>
</tr>
</tbody>
</table>

**Staff costs**
- 2006: 14,363 SEK m
- 2007: 14,921 SEK m
- 2008: 16,241 SEK m
- 2009: 15,574 SEK m

**% of staff cost**
- 2006: 20%
- 2007: 21%
- 2008: 13%
- 2009: 5%

**Base salary & benefits**

**Short-term incentives**

**Long-term incentives**
## Profit & loss statement Q4 2009

### P&L statement Q4 2009

<table>
<thead>
<tr>
<th></th>
<th>Q4-09</th>
<th>Q3-09</th>
<th>%</th>
<th>Q4-08</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total operating income</strong></td>
<td>9,874</td>
<td>9,735</td>
<td>1</td>
<td>12,695</td>
<td>-22</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>-6,126</td>
<td>-6,015</td>
<td>2</td>
<td>-6,965</td>
<td>-12</td>
</tr>
<tr>
<td><strong>Profit before credit losses</strong></td>
<td>3,748</td>
<td>3,720</td>
<td>1</td>
<td>5,730</td>
<td>-35</td>
</tr>
<tr>
<td><strong>Net credit losses etc</strong></td>
<td>-3,184</td>
<td>-3,332</td>
<td>-5</td>
<td>-1,702</td>
<td>86</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>564</td>
<td>388</td>
<td>45</td>
<td>4,028</td>
<td>-86</td>
</tr>
</tbody>
</table>

### Operating income by type

<table>
<thead>
<tr>
<th></th>
<th>Q4-09</th>
<th>Q3-09</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net interest income</strong></td>
<td>3.7</td>
<td>4.5</td>
</tr>
<tr>
<td><strong>Net fees and commissions</strong></td>
<td>3.9</td>
<td>3.6</td>
</tr>
<tr>
<td><strong>Net financial income</strong></td>
<td>0.9</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Net life insurance</strong></td>
<td>0.9</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Net other income</strong></td>
<td>0.4</td>
<td>-0.2</td>
</tr>
</tbody>
</table>
NII pressure not customer-driven

NII development 2007 – 2009

NII development by income type 2008 – 2009

SEK bn
NII Funding & other Q4 09 vs Q3 09

### NII funding & other bridge

<table>
<thead>
<tr>
<th></th>
<th>Q3 09</th>
<th>Q4 09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prolonged and increased funding</td>
<td>508</td>
<td>-674</td>
</tr>
<tr>
<td>Sold/matured bonds</td>
<td>-100</td>
<td>-109</td>
</tr>
<tr>
<td>Narrowing spreads</td>
<td>-270</td>
<td>-195</td>
</tr>
<tr>
<td>Effect from equity, NFI, risk mgmt etc</td>
<td>-166</td>
<td></td>
</tr>
</tbody>
</table>

### Quarterly leverage reference rates

- **Repo rate Sweden**
- **LIBOR EUR 3M spread over overnight rates**

<table>
<thead>
<tr>
<th>Per cent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 07</td>
</tr>
</tbody>
</table>
Portfolio dominated by quality assets

By country
- Sweden: 56%
- Germany: 25%
- Baltics: 11%
- Other Nordics: 5%
- Other: 3%

By industry
- Households: 33%
- Corporates: 28%
- Banks: 16%
- Public administration: 6%
- Property mgmt: 17%
- Other: 3%

31 Dec 2008: SEK 1,362bn
31 Dec 2009: SEK 1,308bn
Asset quality – outside Baltic countries

SEB exposure to "topical" industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>SEB Exposure</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>3% Shipping &amp; Offshore</td>
<td>3%</td>
<td>Limited exposure to Bulk and Container sub-segments</td>
</tr>
<tr>
<td>2% Acquisition Finance</td>
<td>2%</td>
<td>Well diversified with 95% senior debt</td>
</tr>
<tr>
<td>3% SMEs Sweden</td>
<td>3%</td>
<td>Impact milder than expected</td>
</tr>
<tr>
<td>8% Commercial Real Estate</td>
<td>8%</td>
<td>Mainly related to large real estate companies</td>
</tr>
</tbody>
</table>

Level of Impaired Loans

Impact milder than expected
Mainly related to large real estate companies
Limited exposure to Bulk and Container sub-segments
Well diversified with 95% senior debt

Germany
Nordic
Asset quality – Baltic countries

Past-dues slowing

Past dues as % of lending

Portfolio risk assessment

SEK bn

143

92

Normal business

51

Total lending*

51

Special review

32

19

Elevated risk

61% coverage ratio

Total reserves
SEK 11.4bn

Exceeding current loss rates

Non performing

* Including banks and reserves
Decreasing Baltic provisions in 2010

Outlook 2010

- Slowdown of inflow of new past-dues
- In-depth review of every credit and reviewed all collateral
- Macroeconomic stabilisation

NPL formation considerably lower than 2009
Provisions for credit losses expected to fall 2010
SEB’s strong customer franchise
Customers in focus
Private and SME customers

**Private**
- 3.3m cards with 392m transactions (+8%)
- SEK 30bn increase in Swedish mortgages (+14%)
- 2m calls to phone bank (+19%)

“Best private banking service overall” Sweden
- 450 new private banking clients
- SEK 41bn higher PB AuM (+39%)

**SMEs**
- 12,200 new SME customers (+7%)
- Financing volumes to SMEs up 6%

Number of SMEs Sweden, Thousands
- 2007: 134
- 2008: 143
- 2009: 155

Number of SMEs Sweden, Thousands
- 2007: 134
- 2008: 143
- 2009: 155
Customers in focus
Large corporates and institutional clients

**Corporates**
- #1 market share (9.2%) in Nordic and Baltic exchanges
- Increased income from Top 50 Nordics by 20%
- ~120 new clients (+5%)

**Institutions**
- Institutional assets under management up by SEK 87bn (+9%)
- Assets under custody up by almost SEK 1 trillion (+25%)
SEB in a position of strength

Fortress balance sheet

- Tier I ratio 13.9%
- >18 mths matched-funding
- Leverage ratio 18x (FDIC)
- Reserve ratio 69%
- Liquidity reserves >10%
- Higher pre-provision profit
- Stable asset quality

SEB
- Systemic support
- Stronger exit from 2009 than entry
- Supported customers throughout crisis

International banks
- Individual support
- Still in “intensive care”
- Withdrew support from regional markets and customers

Recommended dividend: SEK 1 per share
Outlook 2010

- **Strong position and diversified earnings base**
  - Positioned for market recovery but 2010 will be a challenging year

- **Underlying cost base under control**
  - Investing in areas of proven expertise

- **High asset quality in Nordics and Germany – improvement in the Baltics**
  - Recovery phase already started – provisions to fall

- **Investing in areas of proven expertise**