SEB January-March 2012 Telephone conference

Annika Falkengren
President & CEO
Highlights Q1 2012

1. Solid growth of customer business
2. Continued strong asset quality
3. Cost efficiency
For the first time SEB named Best Bank for Large Corporates and Institutions in the Nordics 2011

Voice of the customer: SEB is the #1 wholesale bank in the Nordics

Note: Net change between 2010 and 2011 (left-hand graph). Country scores 2011 (right-hand graph)
The result is based on 62 surveys across the Nordics. Source: Prospera Large Corporates & Institutions Surveys 2011
## Income statement Q1 2012

### Profit and loss (SEK bn)

<table>
<thead>
<tr>
<th></th>
<th>Q1-12</th>
<th>Q4-11</th>
<th>%</th>
<th>Q1-11</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Operating income</td>
<td>9,589</td>
<td>9,334</td>
<td>3</td>
<td>9,644</td>
<td>-1</td>
</tr>
<tr>
<td>Total Operating expenses</td>
<td>-5,676</td>
<td>-5,928</td>
<td>-4</td>
<td>-5,806</td>
<td>-2</td>
</tr>
<tr>
<td>Profit before credit losses</td>
<td>3,913</td>
<td>3,406</td>
<td>15</td>
<td>3,838</td>
<td>2</td>
</tr>
<tr>
<td>Net credit losses etc.</td>
<td>-204</td>
<td>-241</td>
<td></td>
<td>433</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>3,709</td>
<td>3,165</td>
<td>17</td>
<td>4,271</td>
<td>-13</td>
</tr>
</tbody>
</table>

### Operating income by type, Q1 11 vs. Q1 12 (SEK bn)

- **Customer-driven NII**: 4.2 vs. 3.9 (Q1-12 vs. Q1-11)
- **Net interest income**: 3.5 vs. 3.3 (Q1-12 vs. Q1-11)
- **Net fee and commissions**: 1.2 vs. 1.4 (Q1-12 vs. Q1-11)
- **Net financial income**: 0.8 vs. 0.9 (Q1-12 vs. Q1-11)
- **Net life insurance income**: 9% vs. 14% vs. 34% vs. 43% (Q1-12 vs. Q1-11)
Net interest income development

Net interest income Q1 2010 – Q1 2012 (SEK bn)

Net interest income by income type Q1 2010 – Q1 2012 (SEK bn, gross)
NII customer driven specification
SEB Group, cumulative changes from Q1 2010, SEK m

NII from lending

NII from deposits
Lending and deposit volumes
SEK bn

Lending to and deposits from corporates and households

“Financial crisis”
Jul 08 – Mar 09

Lending to the public excl repos and debt instruments

“Sov debt crisis”
Apr-11 – Dec-11

Deposits ex repos

5-year average
4% CAGR

5-year average
3% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Lending to Corporates excl Repos and Debt Instruments</th>
<th>Deposits ex Repos</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-06</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Dec-07</td>
<td>600</td>
<td>600</td>
</tr>
<tr>
<td>Dec-08</td>
<td>1,200</td>
<td>1,200</td>
</tr>
<tr>
<td>Dec-09</td>
<td>1,500</td>
<td>1,500</td>
</tr>
<tr>
<td>Dec-10</td>
<td>1,800</td>
<td>1,800</td>
</tr>
<tr>
<td>Dec-11</td>
<td>2,100</td>
<td>2,100</td>
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</tr>
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</table>

5-year average
4% CAGR

5-year average
3% CAGR
Inbound flight-path to NSFR compliance by “2018”

### Long-term funding activities (SEK bn)

- Issued Covered Bonds
- Issued Senior Unsecured
- Matured Covered Bonds
- Matured Senior Unsecured

### 60 per cent of 2012 maturities done (SEK bn)

<table>
<thead>
<tr>
<th>Instrument</th>
<th>2011</th>
<th>Q1</th>
<th>Maturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior unsecured SEB AB</td>
<td>22.9</td>
<td>11.4</td>
<td>30.3</td>
</tr>
<tr>
<td>Senior unsecured SEB AG</td>
<td>0.6</td>
<td>1.1</td>
<td>0.5</td>
</tr>
<tr>
<td>Retail index linked bonds SEB AB</td>
<td>8.2</td>
<td>3.3</td>
<td>*</td>
</tr>
<tr>
<td>Covered bonds SEB AB</td>
<td>94.8</td>
<td>23.3</td>
<td>34.7</td>
</tr>
<tr>
<td>Covered bonds SEB AG</td>
<td>0.0</td>
<td>0.6</td>
<td>4.4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>126</strong></td>
<td><strong>40</strong></td>
<td><strong>70</strong></td>
</tr>
</tbody>
</table>

60 per cent of 2012 maturities done (SEK bn).
# Net fee and commission income development

## Gross fee and commissions by income type Q1 2010 – Q1 2012 (SEK bn)

### Advisory, secondary markets and derivatives
- Q1-10: 0.7
- Q1-11: 0.7
- Q1-12: 0.7

### Custody and mutual funds
- Q1-10: 1.6
- Q1-11: 1.6
- Q1-12: 1.6

### Payments, cards, lending, deposits and guarantees
- Q1-10: 2.2
- Q1-11: 2.2
- Q1-12: 2.2
Net financial income development

### Net financial income Q1 2010 – Q1 2012 (SEK bn)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>NFI Divisions</th>
<th>NFI Treasury &amp; Other</th>
<th>GIIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-10</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Q2</td>
<td>0.5</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Q3</td>
<td>1.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Q4</td>
<td>1.5</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Q1-11</td>
<td>2.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1-12</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Excl. GIIPS de-risking**

- Reversal of 2011 MTM effect on non-GIIPS

**Net financial income development (SEK bn)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>NFI Divisions</th>
<th>NFI Treasury &amp; Other</th>
<th>GIIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2011</td>
<td>1.2</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td>Q2 2011</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3 2011</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4 2011</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2012</td>
<td>1.2</td>
<td>0.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

### Investment of excess liquidity in a SEK 80bn market valued portfolio

### Highest quality sovereign and covered bonds with full central bank eligibility
### Operating expenses development

#### Cost by type (SEK bn)

<table>
<thead>
<tr>
<th></th>
<th>Q1 '11</th>
<th>Q1 '12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff costs</td>
<td>3.6</td>
<td>3.6</td>
</tr>
<tr>
<td>IT costs</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>Other costs</td>
<td>0.9</td>
<td>0.9</td>
</tr>
<tr>
<td>Deprec. etc.</td>
<td>0.4</td>
<td>0.5</td>
</tr>
</tbody>
</table>

#### Cost cap (SEK bn)

- Operating expenses cap: 23.1 SEK bn

#### Operating expense trend, 12m rolling (SEK bn)

![Operating expense trend chart](chart.png)

- **Q1-10**: 26
- **Q2**: 25
- **Q3**: 24
- **Q4**: 23
- **Q1-11**: 23
- **Q2**: 22
- **Q3**: 21
- **Q4**: 20
- **Q1-12**: 19
Continued strong asset quality

Distribution of lending portfolio and credit loss levels by geography (per cent)

SEB Group 0.06

- Baltics 0.09
- Germany 0.00
- Nordics 0.07
- Other

Non-performing loans/lending and non-performing loans (SEK bn)

- NPLs
- NPL/Lending (RHS)

Non-performing loans in relations to the loan portfolio outside the Baltic countries

- 1.25%
- 0.58%
- 0.49%
- 0.01%
- 0.46%
- 0.53%

Commercial real estate
Wholesale and retail
Manufacturing
Shipping
Other
SEB Group
Divisional performance

Operating profit Q1 2012 vs. Q1 2011 (SEK m)

- Merchant Banking: 16.0% RoBE YTD 2012, Performance fees SEK 145m lower YoY
- Retail Banking: 19.7%
- Wealth Management: 14.8%
- Life: 29.0%
- Baltic: 14.0%
Decided and implemented capital allocation changes
Jan 1, 2012, SEK 16bn increase in business equity allocation to divisions

Business Equity vs Group book equity

- Gap ~ SEK 40bn
- Gap ~ SEK 25bn
- Rights issue
- Jan 1, methodology change

Not allocated equity
Business Equity
### SEB’s DNA

#### Customer segments
- Large Corporates
- Financial Institutions
- SME
- Private

#### Income type (SEK bn)

<table>
<thead>
<tr>
<th>Period</th>
<th>Net interest income</th>
<th>Commission and net life income</th>
<th>New issues, advisory, secondary market, derivatives fees (gross)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-10</td>
<td></td>
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<tr>
<td>Q2-10</td>
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<td>Q3-10</td>
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</table>
Customer segments in Merchant Banking

Large Corporates

~65% of total revenues

Income distribution

Product income

Relationship lending

Financial Institutions

~35% of total revenues

Income distribution

Product income

Relationship lending

MB's income development

Q1-10 Q2-10 Q3-10 Q4-10 Q1-11 Q2-11 Q3-11 Q4-11 Q1-12

Operating income Operating profit
Resilience

- Strong capital position
- High liquidity reserves
- Good market access
- Solid asset quality
1 Solid growth of customer business
2 Continued strong asset quality
3 Cost efficiency
The leading relationship bank in our part of the world