



SEB Annual Accounts 2016

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President & CEO

Highlights 2016

1 Lower interest rates for longer and market uncertainty

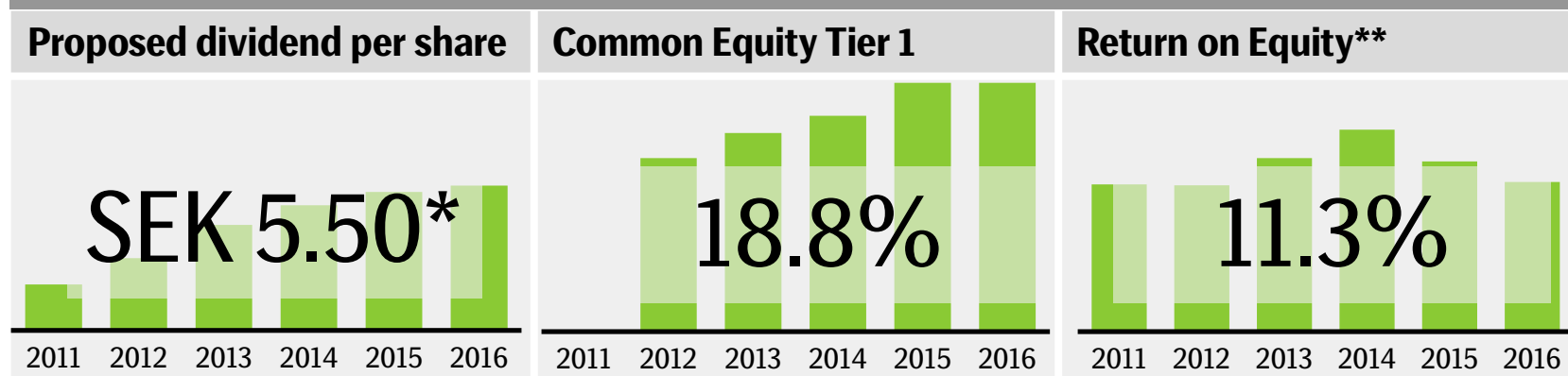
2 Pick up in customer activity towards the end of the year

3 Robust capital position and strong asset quality

Financial summary

Profit & Loss, (SEK m)	Underlying			Reported		
	FY 2016	FY 2015	%	FY 2016	FY 2015	%
Total Operating income	43,251	44,665	-3	43,771	43,763	0
Total Operating expenses	-21,812	-21,802	0	-27,761	-21,802	27
Profit before credit losses	21,439	22,863	-6	16,010	21,961	-27
Net credit losses etc.	-1,143	-1,096	4	-1,143	-1,096	4
Operating profit	20,296	21,767	-7	14,867	20,865	-29

Key financials



* Proposal to the AGM

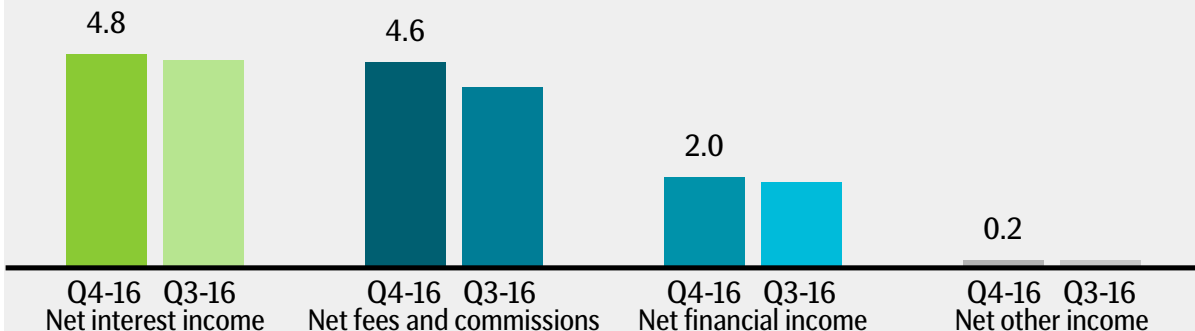
** Note: Excluding items affecting comparability: Swiss withholding tax of SEK -0.9bn in 2015, SEB Baltic Visa transaction of SEK +0.5bn and goodwill impairments and restructuring activities of SEK -5.9bn in 2016

Financial summary

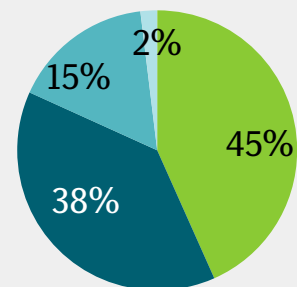
Profit and loss (SEK m)

	Q4-16	Q3-16	%	Q4-15	%
Total Operating income	11,618	10,795	8	11,280	3
Total Operating expenses	-5,709	-5,355	7	-5,478	4
Profit before credit losses	5,909	5,440	9	5,802	2
Net credit losses etc.	-351	-211	66	-297	18
Operating profit	5,558	5,229	6	5,505	1

Operating income by type, Q4 2016 vs. Q3 2016 (SEK bn)



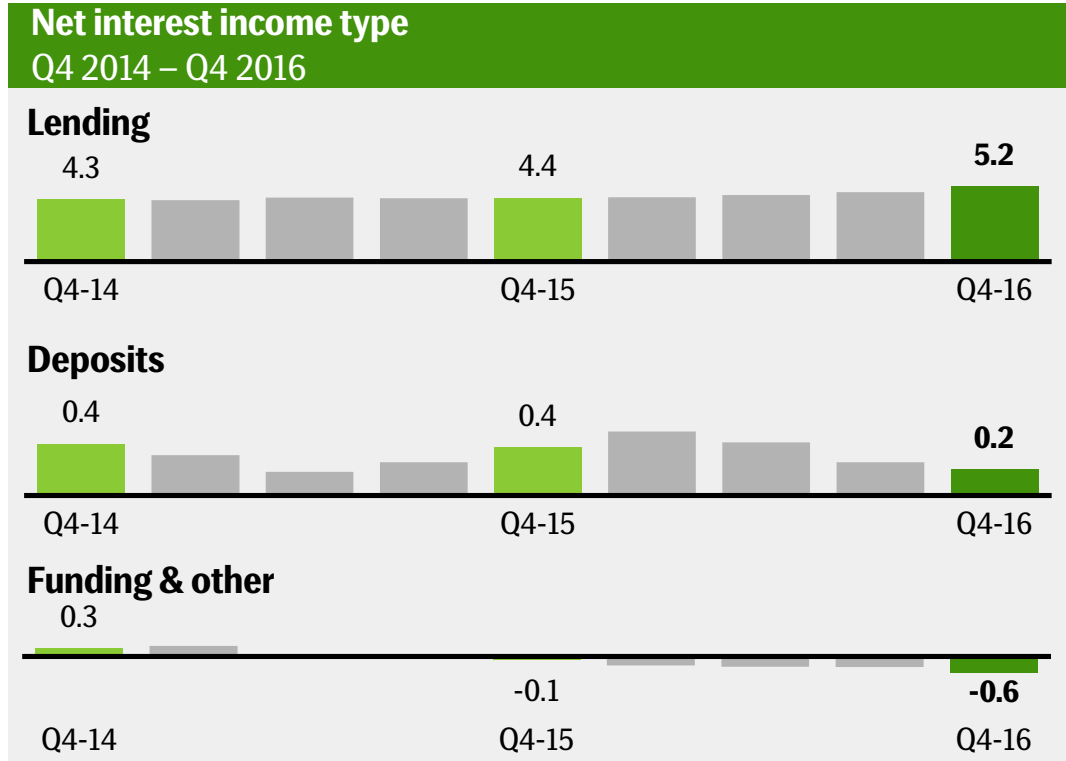
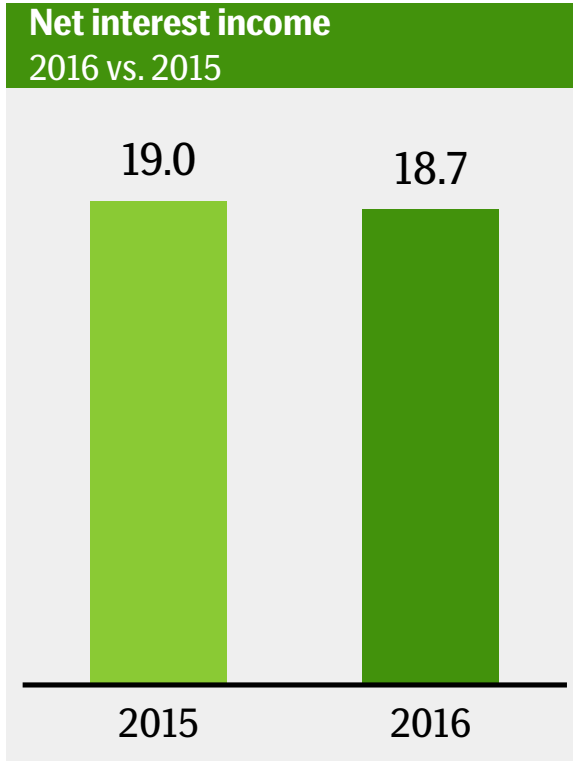
Income distribution 2016*



* Excluding item affecting comparability: SEB Baltic Visa transaction of SEK +0.5bn

Net interest income development

SEK bn, excl. item affecting comparability

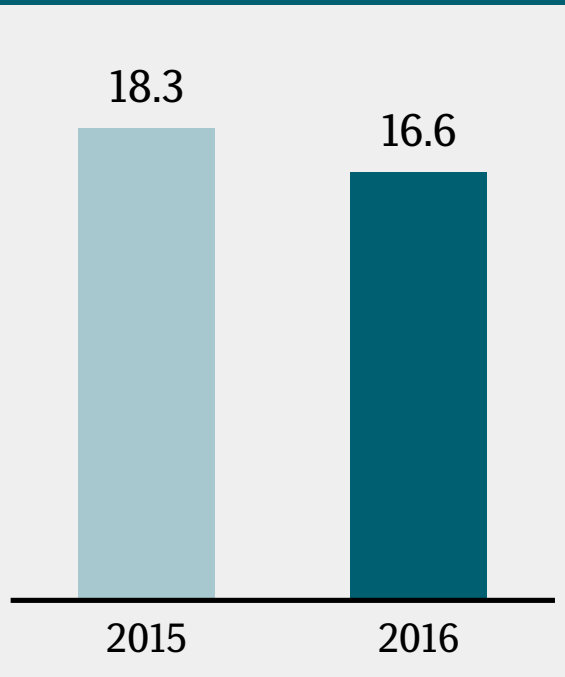


Excluding SEK -82m Swiss withholding tax in Q2 2015.

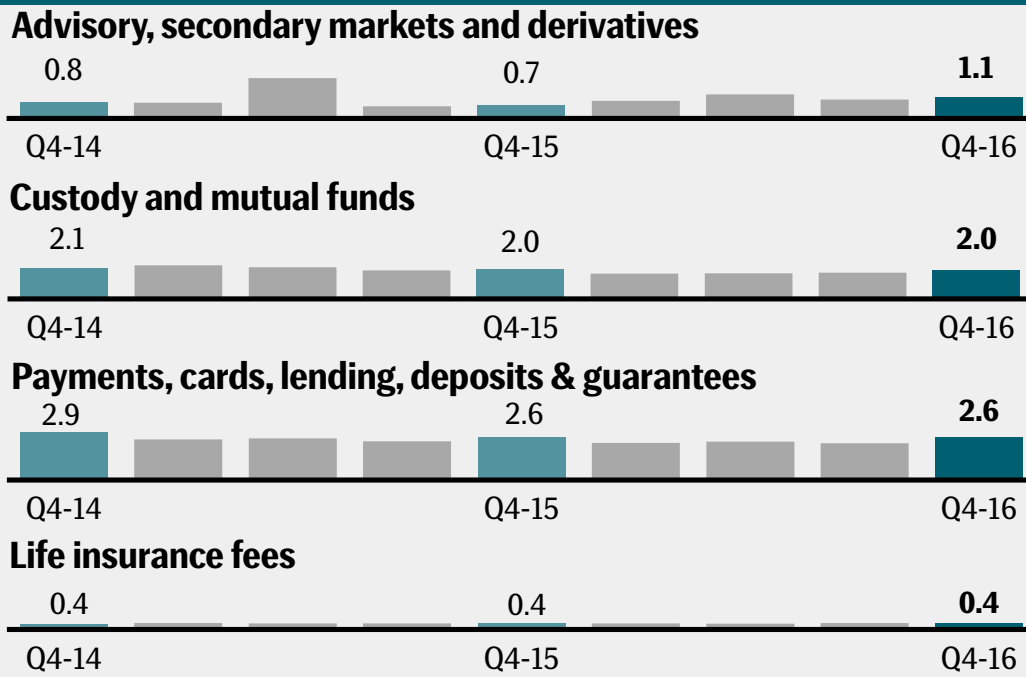
Net fee and commission income development

SEK bn

Net fee and commissions 2016 vs. 2015



Gross fee and commissions by income type Q4 2014 – Q4 2016

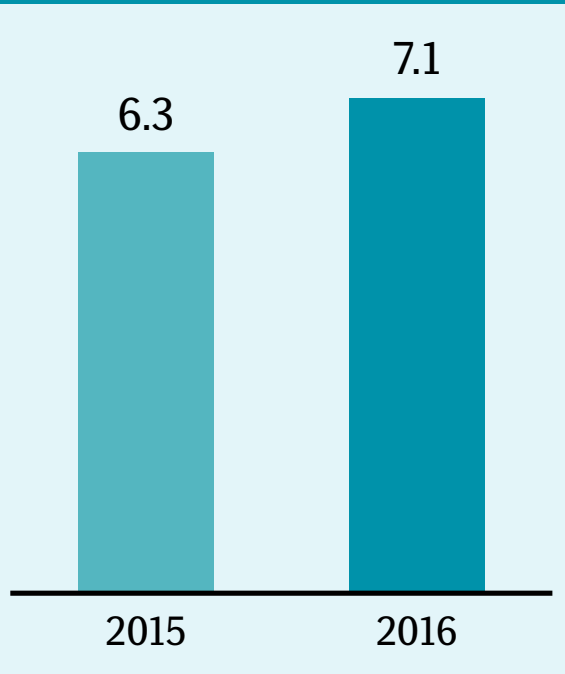


Net financial income development

SEK bn, excl. item affecting comparability

Net financial income

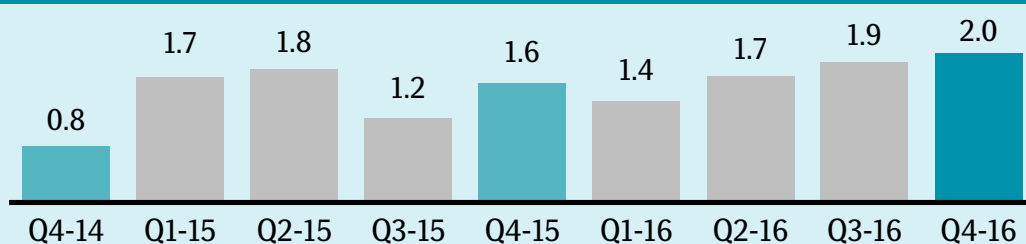
2016 vs. 2015



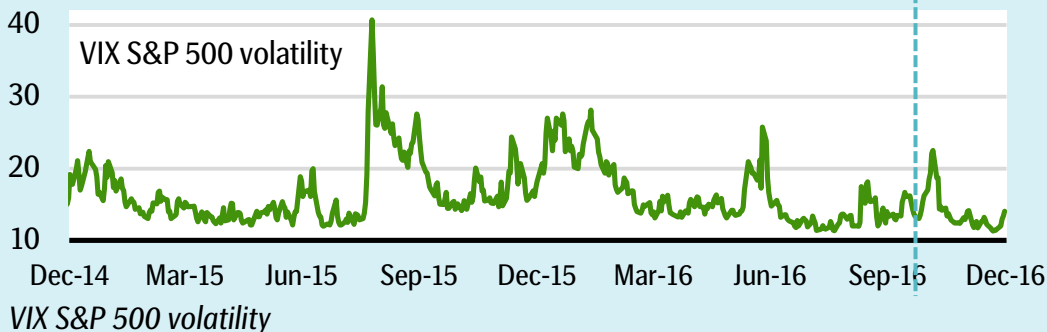
Excluding SEK -820m Swiss withholding tax in Q2 2015.

Net financial income development

Q4 2014 – Q4 2016



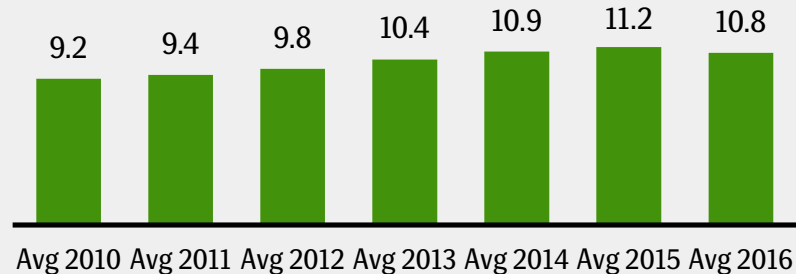
Reduced volatility



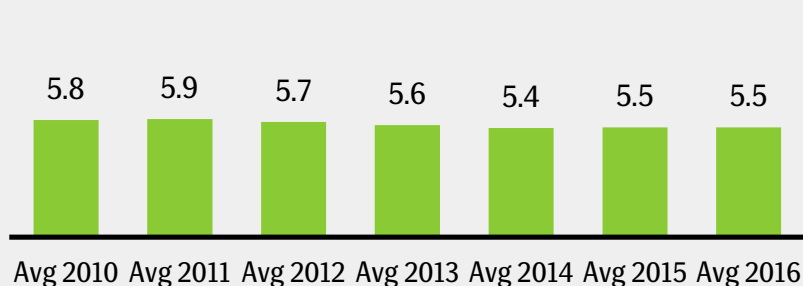
Operating leverage

Excluding items affecting comparability

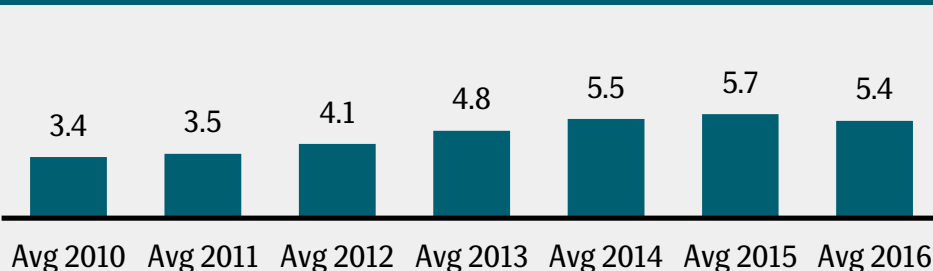
Average quarterly income (SEK bn)



Average quarterly expenses (SEK bn)



Average quarterly profit before credit losses (SEK bn)



Excluding items affecting comparability (restructuring in 2010, bond buy-back and IT impairment in 2012, sale of MasterCard shares and Euroline in 2014, Swiss withholding tax in 2015, Goodwill impairment, other one-off cost items and SEB Baltic VISA transaction in 2016) Estimated IAS 19 costs in 2010

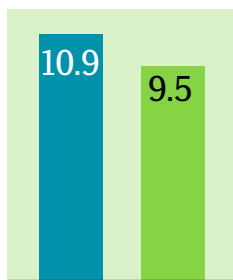
Large Corporates & Financial Institutions

Operating profit & key figures*

SEK bn



■ FY 2015 ■ FY 2016



RoBE	11.7%	(12.6)
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Business Equity, SEK bn	62.4	(66.4)
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- Positive market sentiment and increased customer activity towards the end of 2016
- No. 1 rank in customer satisfaction Nordic region
- Strong fourth quarter, op.profit +31% Q-o-Q

*Excluding items affecting comparability

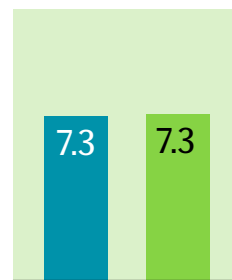
Corporate & Private Customers

Operating profit & key figures

SEK bn



■ FY 2015 ■ FY 2016



RoBE	15.2%	(14.7)
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Business Equity, SEK bn	37.3	(38.1)
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- 15 per cent market share in SME segment
- Digital offering enhanced
- Best Private Banking provider in Sweden, Nordics & Baltics

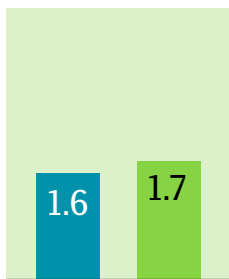
Baltic Banking

Operating profit & key figures*

SEK bn



■ FY 2015 ■ FY 2016



Metric	FY 2015	FY 2016
RoBE	20.1%	(18.6)

Metric	FY 2015	FY 2016
Business Equity, SEK bn	7.6	(7.5)

- Higher lending demand in all countries
- Digital offering enhanced
- Best Bank (The banker)



*Excluding items affecting comparability

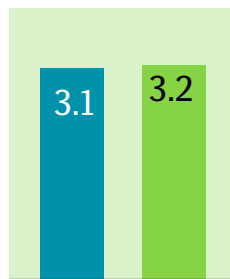
Life & Investment Management

Operating profit & key figures

SEK bn



■ FY 2015 ■ FY 2016



Metric	FY 2015	FY 2016
RoBE	23.5%	(30.3)

Metric	FY 2015	FY 2016
Business Equity, SEK bn	11.6	(8.7)

- Holistic savings offering incl traditional insurance with increasing market share in Sweden
- No. 1 in fund performance by Morningstar



Strong asset quality and balance sheet

	(SEK bn)	2009	2015	2016
Asset quality	Non-performing loans	28.6bn	8.0bn	7.6bn
	NPL coverage ratio	65%	62%	63%
	Net credit loss level	0.92%	0.06%	0.07%
Funding and liquidity	Customer deposits	750bn	884bn	962bn
	Liquidity resources	>10%	~25%	~25%
	Liquidity coverage ratio	N.A.	128%	168%
Capital	CET 1 ratio (Basel 3)	11.7% <small>Basel 2.5</small>	18.8%	18.8%
	Total capital ratio (Basel 3)	14.7% <small>Basel 2.5</small>	23.8%	24.8%
	Leverage ratio (Basel 3)	N.A.	4.9%	5.1%

Growth and efficiency even in a flat interest rate environment and the known headwinds...

ILLUSTRATIVE

SEK bn



-2.5

+1.5



2015

Headwind

Growth & efficiency

2016

2018

Financial targets

**Dividend pay-out
ratio 40% or above**

**Common Equity Tier 1
with ~150bps buffer**

**RoE competitive
with peers**

**Long-term aspiration
RoE 15%**

The journey to world-class service continues



Focus on meeting changing customer behaviour

Continued disciplined execution

Increased emphasis on resilience and long-term perspective in challenging economic climate