

SEB - Inaugural Green BondA sustainable investment

February 2017



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Executive Summary

SEB Green Bonds at a glance



Issued by SEB

- A Nordic bank with well diversified business
- Strong capital base composition and credit ratings
- Solid financial development with stable profit growth



Sustainability is embedded in SEB's strategy & integrated in everyday work

- SEB aspires to be a role model in sustainability within the financial industry
- SEB is included in Dow Jones
 Sustainability Index as the only Nordic bank.
- SEB has the ambition to create longterm financial value from a social, ethical and environmental perspective



SEB has a robust Green Bond Framework and is committed to responsible lending

- The Green Loan Portfolio is worth SEK 11.8bn and is expected to grow
- SEB's Green Bond Framework gets a dark green shading by Cicero
- SEB developed the Green Bond Market together with the World Bank and a number of forward-thinking investors in 2007/2008



Agenda

SEB in brief

Sustainability

-SEB's commitment to sustainability

Responsible lending

-SEB's commitment to responsible lending

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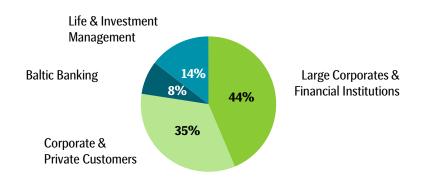
Well diversified business in robust economic environment

Operates principally in economically robust AAA rated European countries

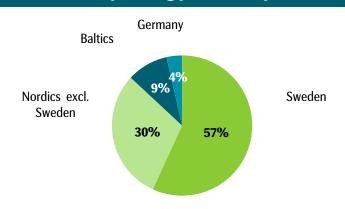
- Universal banking in Sweden and the Baltics
- Principally corporate banking in the other Nordic countries and Germany



Diversified Business mix Share of operating profit - full year 2016 1)



Geographically well-diversified business Share of operating profit - full year 2016 1)

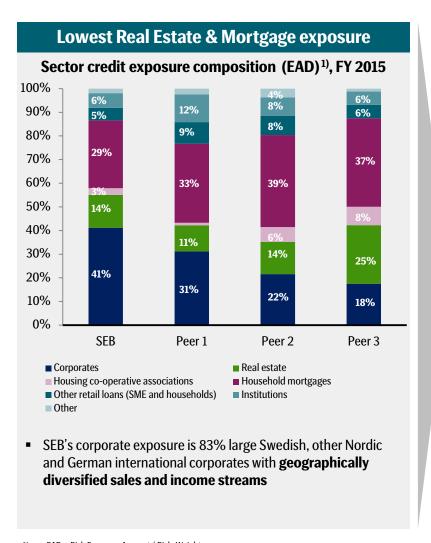


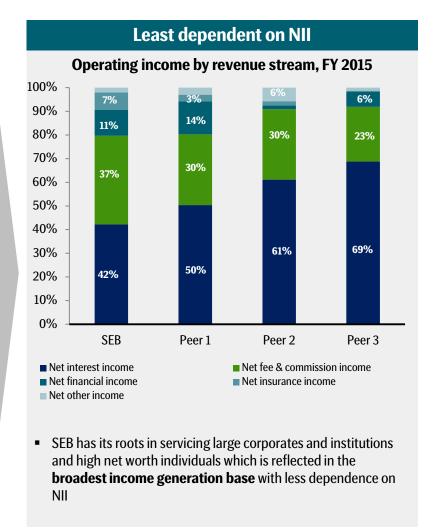




SEB's diversified business mix sustains earnings

Lowest Real Estate & Mortgage exposure makes SEB least dependent on NII



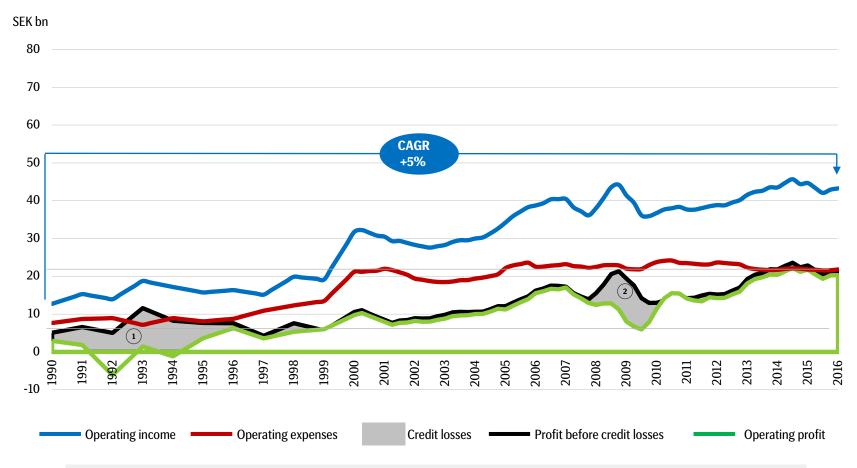




⁾ EAD = Risk Exposure Amount / Risk Weight

²⁾ Excluding one-off Swiss withholding tax cost Source: Companies' Pillar 3 reports

Profitable growth through focused business strategy, increased franchise and cost control



^{1.} Consequences of the Swedish economic paradigm shift and the ensuing financial crisis. SEB is one of two of major banks that was not taken over or directly guaranteed by the state

^{2.} Credit losses driven by the Baltics during the Financial Crisis – important to note the strong revenue generation and overall profitability during this period notwithstanding the Financial Crisis



SEB's Key Figures 2011 – Jan-Dec 2016

Strong Financial Development

Key Figures

	2016	2015	2014	2013	2012	2011
Return on Equity, % 1)	11.3	12.9	13.1	13.1	11.5	12.3
Cost /Income ratio, % 1)	50	49	50	54	61	62
Common Equity Tier 1 capital ratio, %	18.8	18.8	16.3	15.0	NA	NA
Tier 1 Capital ratio, %	21.2	21.3	19.5	17.1	NA	NA
Total capital ratio, %	24.8	23.8	22.2	18.1	NA	NA
Leverage Ratio, %	5.1	4.9	4.8	4.2	NA	NA
LCR, %	168	128	115	129	NA	NA
Net credit loss level, % 2)	0.07	0.06	0.09	0.09	0.08	-0.08
NPL coverage ratio, % 3)	63	62	59	72	66	64
NPL / Lending, %	0.5	0.6	0.8	0.7	1.0	1.4
Assets under Management, SEKbn	1,781	1,7	1,708	1,475	1,328	1,261
Assets under Custody, SEKbn	6,859	7,196	6,763	5,958	5,191	4,49

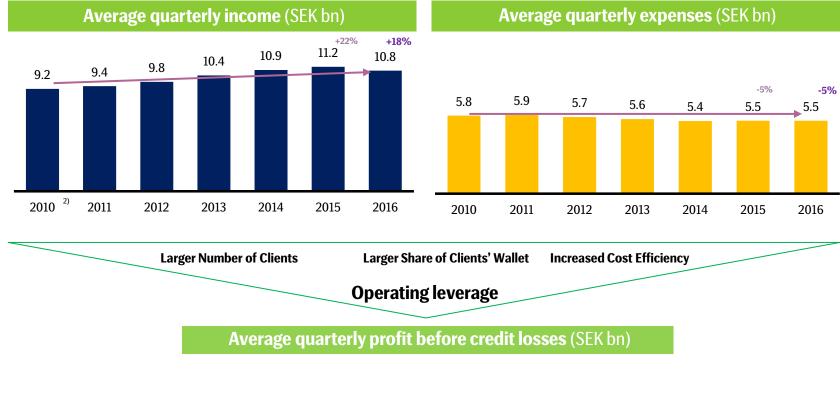
Excluding items affecting comparability such as one-off gains, losses, technical impairment (write-down) of goodwill

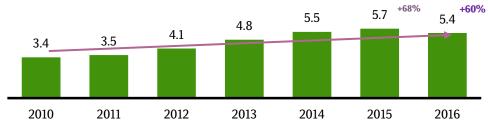
Net aggregate of write-offs, write-backs and provisioning.

³⁾ NPLs = Non Performing Loans [individually and portfolio assessed impaired loans (loans >60 days past due)]

Effects of SEB's Strategic Actions

Continuously improving operating leverage 1





Excluding items affecting comparability

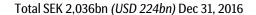
²⁾ Estimated IAS 19 (pension accounting) costs in 2010

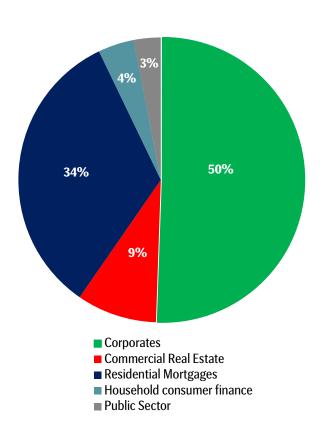
Diversified Corporate and low-risk Swedish Residential Mortgage exposure dominate

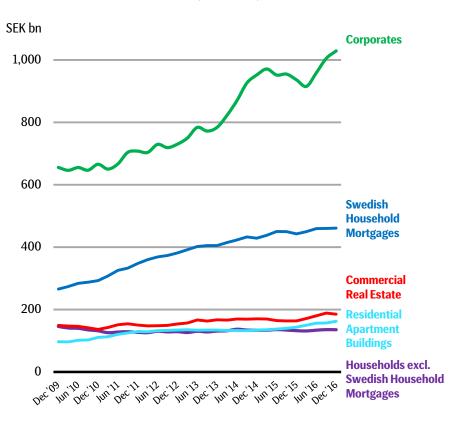
Credit Portfolio – Business split

Growth in lower risk sectors

SEK 2,036bn (USD 224bn) Dec 31, 2016

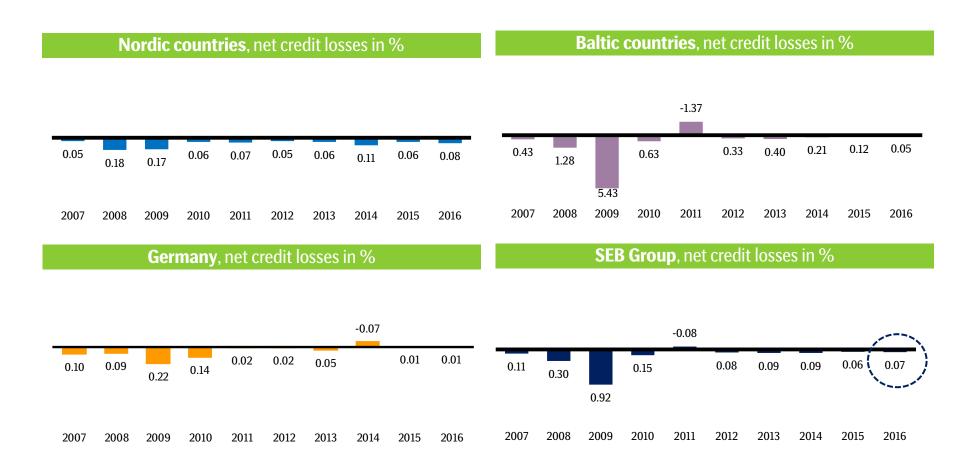






Asset Quality – the Group and Geographic regions

Low net credit losses in all geographic areas

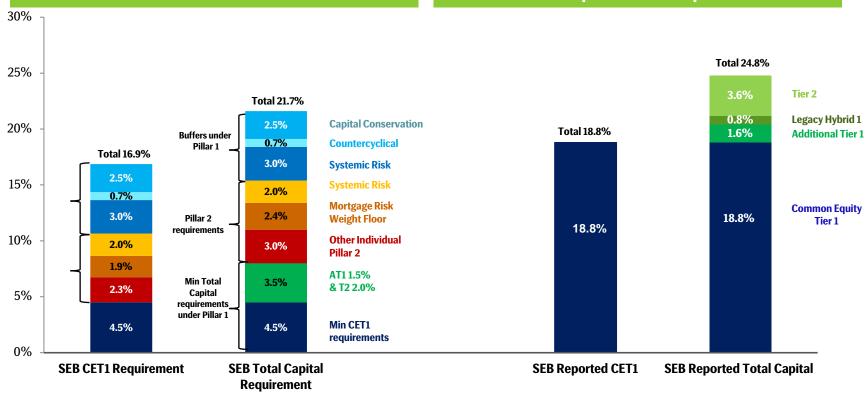


SFSA's Capital Requirements and SEB's Reported Ratios at December 31, 2016

SEB's ratios exceed SFSA's risk-sensitive and high requirements

Composition of SEB's CET 1 and Total Capital Requirements estimated by SEB

SEB's <u>Reported</u> CET 1 ratio and Total Capital ratio composition



[□] SEB's CET1 ratio is 1.9% above the SFSA CET1 requirement as at December 31, 2016 and 0.4% above targeted management buffer

[☐] The SFSA's 2016 SREP analysis confirmed the total surcharge on CET 1 for revised calculation of PDs for corporate risk-weights to be 0.4%. The surcharge affects 'Other Individual Pillar 2 requirements'

Balance Sheet at December 31, 2016

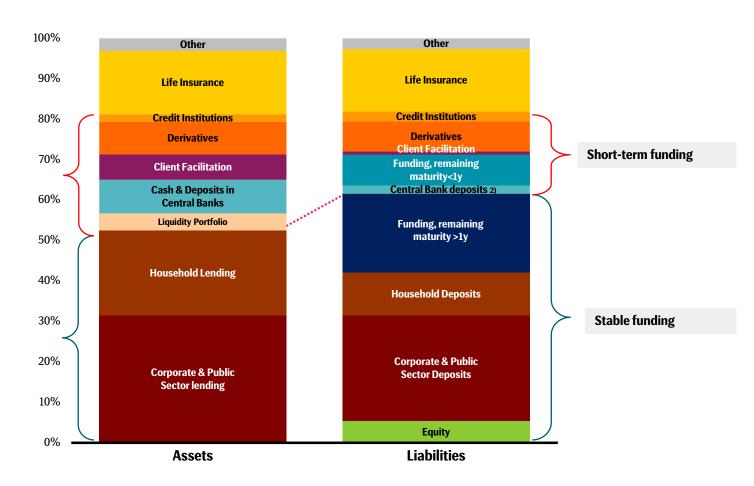
Diversified and Liquid Balance Sheet

Total Assets SEK 2,621bn (USD 288bn)

Liquid assets

Liquid assets is 141% of Short-term funding

"Banking book" 1)
Banking book is
85% of Stable funding

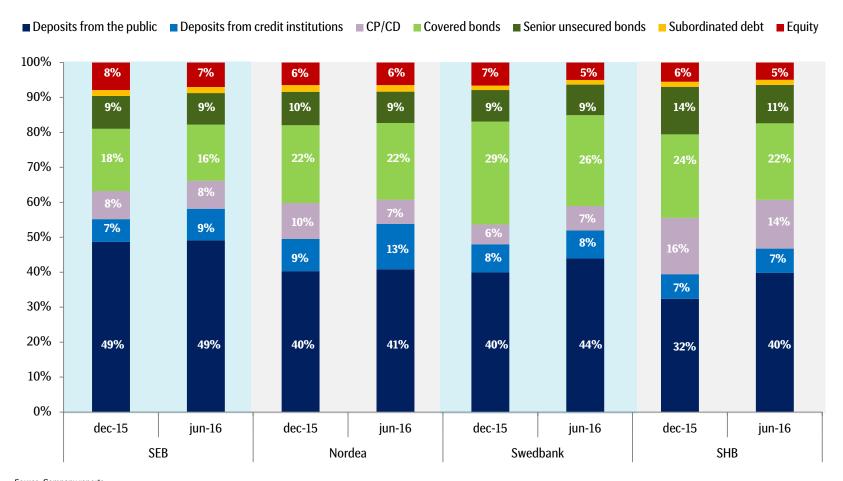


- 1. A relatively large share of lending is contractually short which allows for swift re-pricing to adjust for e.g. changed funding costs.
- 2. Central bank deposits refer to long-term relationship-based deposits from central banks and do not refer to borrowings from central banks



Benchmarking Swedish Banks' Total Funding Sources incl. equity

SEB is the least dependent on wholesale funding and has the lowest asset encumbrance

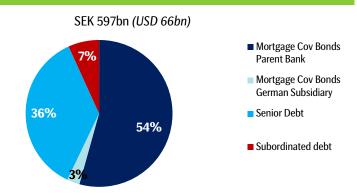


Source: Company reports

Long-term wholesale funding December 31, 2016

Well-balanced long-term funding structure

Long-term wholesale funding mix



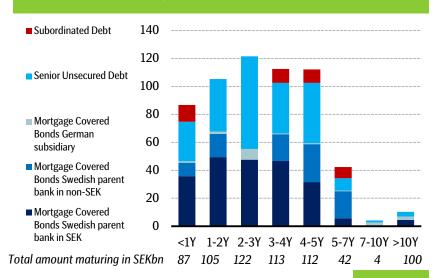
Strong Credit Ratings

Rating institute	Short term	Stand- alone	Long term	Uplift	Outlook
S&P	A-1	a	A+	1	Stable
Moody's	P-1	a3	Aa3	3	Stable
Fitch	F1+	aa-	AA-	0	Stable

Issuance of bonds, SEKbn equivalent

Instrument	2013	2014	2015	2016
Senior unsecured	45	32	40	74
Covered bonds Parent bank	73	60	52	62
Covered bonds German subsidiary	2	0	3	0
Subordinated debt	0	17	0	8
Total	120	109	95	145

Maturity profile, SEKbn equivalent



Financial Targets

Profitability	Return on Equity	Competitive with peers long- term aspiration of 15%
Capital	Common Equity Tier 1 ratio	About 150 bps over the regulatory requirement
Dividend	Pay-out ratio	40% or above of EPS Focus on development of nominal amount
Ratings	Funding access and credibility as counterpart	Maintain credit ratings in support of competitive funding access and costs and as a viable counterpart in financial markets
Efficiency	Nominal cost cap	< SEK 22.0bn in 2017 and 2018

Summary

High profitability in a well diversified business mix

Solid financial development with strong credit ratings

Conservative underwriting standards promoting strong asset quality

Strong liquidity position and high quality capital structure

Agenda

SEB in brief

Sustainability

-SEB's commitment to sustainability

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Sustainability at SEB

SEB aspires to be a role model in sustainability within the financial industry

Our conviction

We are convinced that companies that include sustainability in their operations are more successful in the long term.



Our responsibility

We take responsibility for how our business affects our customers, employees, shareholders and society at large.



Our ambition

We shall create long-term value from a financial ethical, social and environmental







SEB's sustainability journey

Adoption of the UN Principles for Responsible Investments.

2008



· First issue of Green Bonds for institutional investors developed in cooperation between the World Bank and SEB.



2010

Support Young

Enterprising (Ung

Företagsamhet).

Support Mentor in

External web site

Sustainable

Perspective

launched.

Latvia and Lithuania.

 Sector policies and position statements approved by the GEC.

 Sector policies and position statements approved by the GEC.

2011

 OECD Guidelines for Multinational Enterprises, revised.



 Strengthened position statement on climate change.

2013

- · SEB launched microfinance fund.
- Facilitated first ever corporate Green Bond as well as first Green Bond for a Nordic municipality.
- Human Rights policy approved by the GEC.

2015

- Reduced CO2 emissions with 54 %, exceeding the target.
- · Strengthened position statement on climate change.
- Launch of third micro finance fund.
- Increased index for employee engagement for third year in a row.

2017

2004

2004

SEB signed the UN Global Compact.



2007

2006

SEB published Code of

Business Conduct.

- First Nordic Bank to adopt the Equator Principles.
- SEB's first Corporate Sustainability Report published.

2009

- Joined the Swedish Financial Coalition against child pornography.
- First group-wide CS strategy and framework decided upon by the Group Executive Committee.
- CS Report in line with Global Reporting Initiative guidelines.





- Updated Code of Business Conduct.
- Launch of whistle-blowing process.
- Renewed agreement with Mentor.

2014

- · Launch of second micro finance fund.
- Sector policy on Arms and defence revised.
- 300 employees attend CS Summit 2014.
- · Engagement with El Sistema
- One of 13 banks to initiate the Green Bond **Principles**

2016

- Launch of the 4th Microfinance fund
- · Included in Dow Jones Sustainability Index
- · For 2016 SEB raised its ambition for sustainability with a new target to reduce its direct CO₂ footprint by 20% by 2020



Governance of SEB's sustainability work

Sustainability is embedded in SEB's strategy and integrated in everyday work

Sustainability Policy

Sustainability approach

Board of Directors

Decides on the development and the execution of the Corporate

Adopts the framework for sustainability in SEB, the Corporate

Decides on SEB's Strategy, including the Corporate Sustainability Strategy

President and Chief Executive Officer

 Adopts supplementary policies e.g. the Human Rights Policy & Environmental Policy

Corporate Sustainability
Committee

- An operational steering group assigned by the President
- Responsible for proposing the sustainability agenda, ambitions, and targets – which are formally approved by the President
- Monitors the development of SEB's sustainable business priorities

Group Corporate Sustainability

Responsible for reporting annual progress

Coordinates and drives the overall sustainability agenda within SEB

Local sustainability committees, managers and employees

- Manage sustainability work on daily basis within SEB's divisions
- Local sustainability committees e.g. Green Products Steering Committee

SEB's sustainability related policies

Impelling what SEB can and cannot do

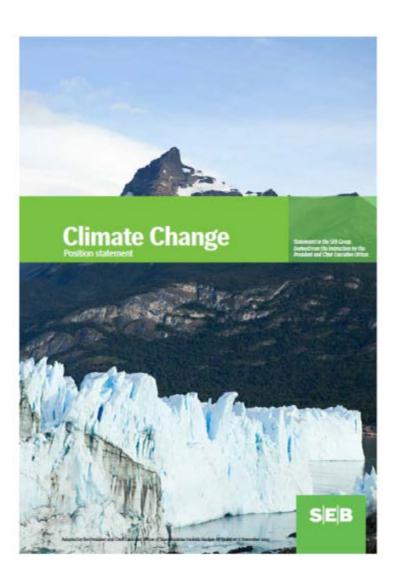


^{*} Decided by the Board of Directors

^{**}Decided by the Group Executive Committee

^{***} Can be found on www.sebgroup.com

Example: The Climate Change Position statement

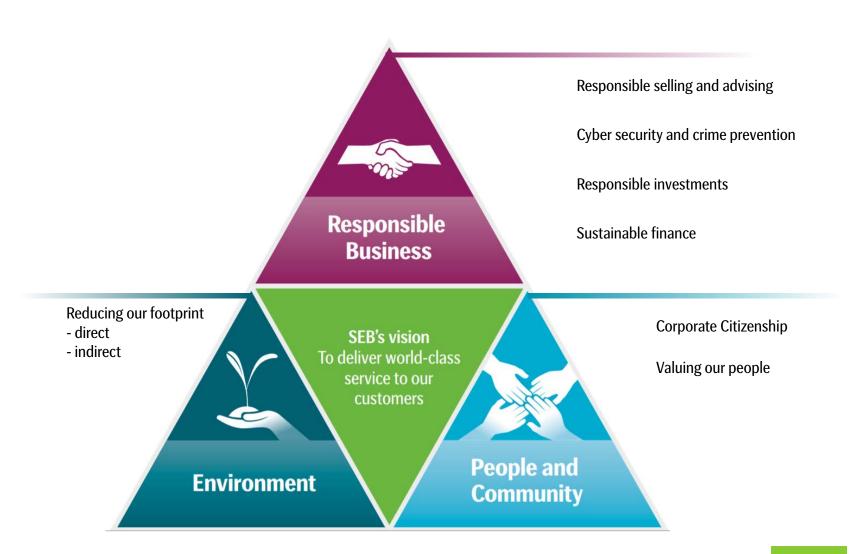


The Climate Change Position statement has lead to the following actions:

- Gradual shift away from coal
 - No financing of greenfield coal power generation plants
 - No new business relations with companies with major business in coal mining
 - Can support legacy clients in their transformations away from coal
- Development of a tool for client executives to influence clients through dialogues
- Support investments in climate friendly solutions
- Encourage clients to measure and disclose climate impact

SEB's sustainability approach

Three areas of responsibilities with focus on eight business priorities



SEB's sustainability achievements, recent examples

Responsible business





SEB has underwritten 8.51 per cent of all green bonds globally since inception of green bonds, corresponding to USD 13.8bn¹⁾

Strengthened the SEB position statement on climate change, phasing out coal

Over SEK 6bn financing of wind power projects in Northern Europe 2013-2015

Active ownership, focusing on e.g. board diversity, 76 per cent of nominated new board members during 2015 were women, moving us closer towards target of 50/50 per cent male/female.

Issued SEB's fourth microfinance fund 2016, now reaching over 17 million customers in Africa and Asia. Total amount in funds: SEK 4.5bn

1) Source: Bloomberg (excluding ABS, project and US municipal bonds due to data availability). Data up until 31 Dec 2016.



SEB's sustainability achievement, recent example

Outperformance of SEB's ambitious CO₂ emission target

Environment



Emission category	Target 2008- 2015	Result 2015
Total CO ₂ emissions	- 45 %	- 54 %
- Emissions from energy use	- 70 %	- 82 %
- Emissions from company cars	- 30 %	- 58 %
- Emissions from business travel	- 15 %	+ 10 %
- Emissions from paper consumption	- 15 %	- 75 %
Other		
Reduce electricity consumption in buildings	2.5 % annually	~ 5 % annually in average

New Target 2016-2020

For 2016 SEB raised its ambition for sustainability with a new target to reduce its direct CO₂ footprint by 20% by 2020.

Recognition of SEB's sustainability work, recent examples

Indices	Date confirmed
Dow Jones Sustainability Index (only Nordic bank)	September, 2016
FTSE4Good	June, 2016

Rewards	Date confirmed
Sustainalytics Sustainalytics ESG ranking 3 out of 396 companies in the Banking industry	September, 2016
Newsweek Green Rankings	June, 2016
Fair Finance Guide Best among large Swedish banks in policy review	November, 2016

We focus on

Our people

Green financing

Sustainable investments

Entrepreneurship

Reducing emissions

Transparency

Aim to be a role model within the financial industry

MEMBER OF

Dow Jones Sustainability Indices

In Collaboration with RobecoSAM (

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Green Bond market development

Market information

- SEB developed the Green Bond Market together with the World Bank and a number of forwardthinking investors in 2007/2008
- The Green Bond Market is growing and SEB is the second largest underwriter
- The market is mainly in USD, CNY and EUR

Currency split 2016, USDbn INR AUD Other 1% 1% 1% SEK 4% USD 38% CAD 38%

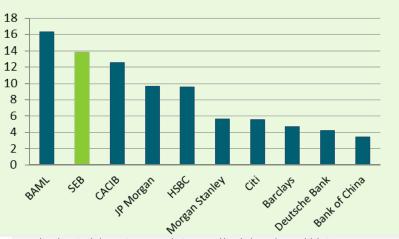
Source: Bloomberg and SEB (excluding ABS and project bonds due to data availability)

Amount issuance per year and sector, (USDbn)



Source: Bloomberg and SEB

Top 10 underwriters 2007 - 2016 volume, (USDbn)



Source: Bloomberg (excluding ABS, project and US municipal bonds due to data availability)

Why does SEB issue a Green Bond?

Strengthening SEB's financial position while making an impact on the ground

Deepens SEB's sustainability commitment



SEB recognizes the economic and social importance of climate stress.

Issuing a Green Bond:

- Contributes to a greener asset allocation
- Closes the gap green capital finances green asset
- Recognizes the financial sector's importance when integrating sustainable goals



SEB sees deepening client relations when increasing green product portfolio

Issuing a Green Bond:

- Supports customers environmental values
- Helps our clients include Green Finance in their profile
- Improves risk management for our clients



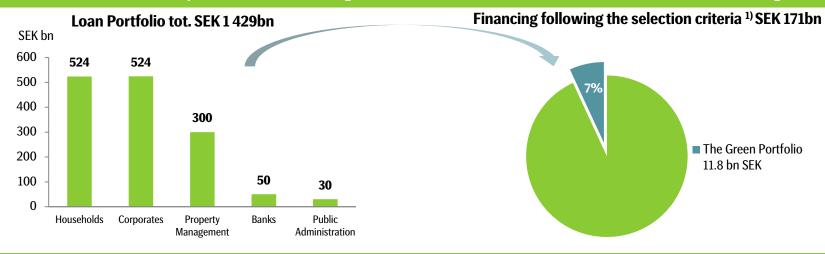
SEB sees an increasingly strong investor demand

Issuing a Green Bond:

- Broadens and diversifies investor base
- Deepens investor relationships
- Encourages a dialogue where Climate intelligence is used to identify financial risk/return issues

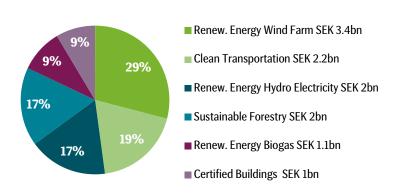
SEB's initial Green Loan Portfolio

In total 7% of the total asset pool of SEK171bn following the same selection criteria as the Green Loan Portfolio¹⁾ is defined as green



Overview of the Green Loan Portfolio

The Green Loan Portfolio Composition SEK 11.8bn



Status of the Green Loan Portfolio²⁾



- The portfolio consists of 27 different counterparties.
- Diversified in 6 different eligible project categories



- Ambition to grow the portfolio to SEK 20bn by 2020
- 1) Defined with the same basic limitations as the Green Loan Portfolio: Non-retail Corporates and Property Management, Nordic sites, Client domicile in Nordic country, European assets identified by lending in European currency, Term loan or Leasing. (2016-12-31)
- 2) 3rd January 2017





A Breeam Excellent building

- SEK 730 million
- 5000 square meter sedum roof to decrease storm water
- 400 square meter solar cells for production of electricity for electrical vehicles
- Well insulated house with sun screening to minimise cooling need
- Optimised ventilation with effective heat recycling
- Low energy lighting
- 55 % lower energy use compared to Swedish building norms
- Low water use in showers, toilets and kitchen equipment
- Optimised recycling facilities for waste
- On line monitoring of water and energy



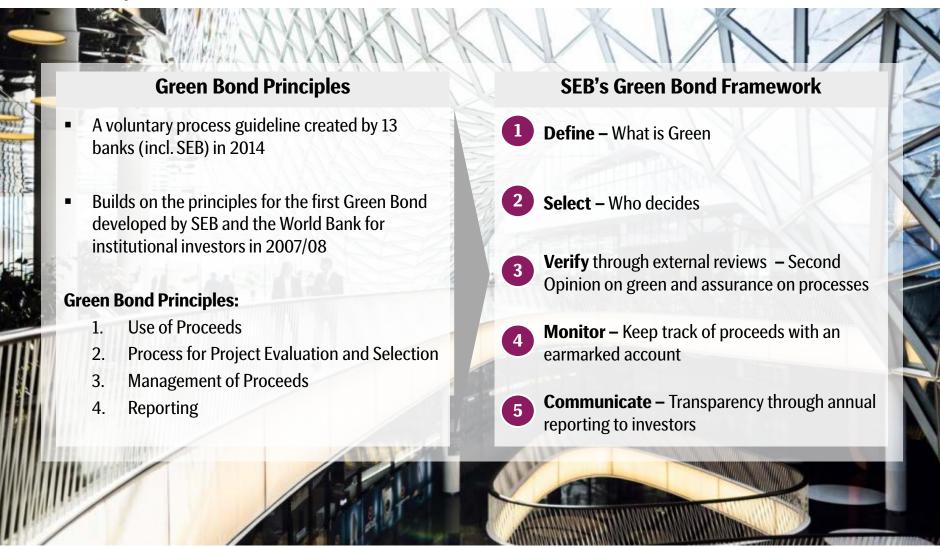
Mullberget wind park

- The 78 MW wind farm is situated in north west Sweden
- The site is equipped with 26 Siemens SWT 113-3,0 MW turbines
- Production 2015: 279 GWh, corresponding to annual consumption of 13,000 electricity heated family houses. Saving ~ 28,000 tonnes CO₂*
- Owners: Skanska Infrastructure Development and Jämtkraft
- SEB financing SEK 820 million



Development of SEB's Green Bond Framework

The key document in SEB's work with Green Bonds



The five pillars of the Green Bond Framework

A concept of simplicity built on five pillars

Bonds?

Define

SEB?

How are certain loans/leases approved for financing from SEB's Green

Select

Verify

Are there processes and systems in place to

Monitor

5 Communicate

What feedback and information will investors receive about SEB's Green Loans and Green Bonds?

Eligible Assets are:

- **Eligible Projects**
- SSA Green Bonds

1. Eligible Projects are:

In the EU and the Nordics

What is Green according to

- Mitigation. Adaption and **Environmental projects**
- New loans/ leases or refinancing
- 8 categories

2. SSA Green Bonds are:

Green Bonds issued by Supranational, Sovereign, Agency and Municipality issuers that meet SEB's requirements for liquidity reserves and have a Second Opinion that meet specific environmental standards.

The **selection process** of **Eligible Assets:**

- Eligible Assets are **proposed** by the Bank's lending units
- **Selected** by the Bank's **Green Products Steering** Committee with representatives from relevant operational units and the Environmental **Function of SEB Group** Corporate Sustainability and
- 3. Approved by the **Environmental Function of Group Corporate** Sustainability. (The **Environmental Function** has a **veto** in the selection of Eligible Assets.)

SEB has Second Opinion from the Cicero led Expert Network on Second Opinions (ENSO).

Have SEB's environmental

governance and Green

environmental experts?

Bond criteria been

scrutinized by

independent.

- The overall shading for SEB is "Dark Green".
- The Second Opinion is publically available on SEB's webpage.
- An appropriate external, independent assurance provider will annually assure the processes and systems of the Bank in a) the financing of Eligible Assets and b) the allocation by the Bank of the proceeds of any SEB Green Bonds, and that such processes and allocations are in accordance with the Bank's Green Bond Framework.

monitor the financing of Eligible Assets and the allocation of proceeds from SEB's Green Bonds? In addition to the Green

- **Bond Framework SEB has** specified processes. procedures and systems for monitoring the financing of Eligible Assets and the allocation of proceeds from SEB's Green Bonds in a Green Bond Strategy document. The Strategy is available at SEB's webpage
- The Treasury, Lending and Finance units will keep track of the financing of Eligible Assets and the allocation of Green Bond proceeds in a virtual **Green Balance sheet.**
- SEB Treasury ensures that at the time of Green Bond issuance the portfolio of Green Assets exceeds the sum of new issuance and outstanding Green Bonds.

SEB will publish an **annual** investor report including:

- a list of the different categories of Eligible Assets financed and the percentage distribution to each such category.
- a description of a selection of Eligible Assets, as **examples** of the Eligible Assets financed in that year and
- a summary of the Bank's Green Bond development and green financing activities in general.
- The investor report will be publically available at SEB's webpage.
- The Bank encourages environmental impact reporting and works towards a portfolio impact reporting.

SEB's definition of Green

SEB Green Bond proceeds will be exclusively used for **Eligible Assets** which are:

- 1. Eligible Projects
- 2. SSA Green Bonds

Eligible Projects

Loans by the bank to finance and/or refinance projects within the EU and the Nordic region that target:

- the mitigation of climate change, such as through investments in energy efficiency, renewable energy, clean transportation and green buildings ("Mitigation Projects")
- 2. adaptation to climate change, such as water and wastewater management ("Adaptation Projects")
- environmental and ecosystem improvements, such as emissions reduction, waste management and sustainable forestry ("Environmental Projects").

SSA Green Bonds

SSA Green Bonds means Green Bonds issued by any supranational, sovereign, agency and municipality issuer that meet the Bank's requirement for investments of its liquidity reserves and that have an independent third party Second Opinion that meet specific environmental standards.



- The proceeds of the Bank's Green Bond issuance will not be used to finance nuclear or fossil fuel energy generation
- The proceeds from the Bank's Green Bond issuance can be used to finance new loans and to refinance existing loans
- The proceeds from the bond will only be invested in SSA Green Bonds in the unlikely event that there would not be sufficient eligible projects to back the outstanding amount of SEB Green Bonds proceeds or in the instance where unexpected large repayments would lead to a shorter period of cash holdings









Communicate

Eligible Projects

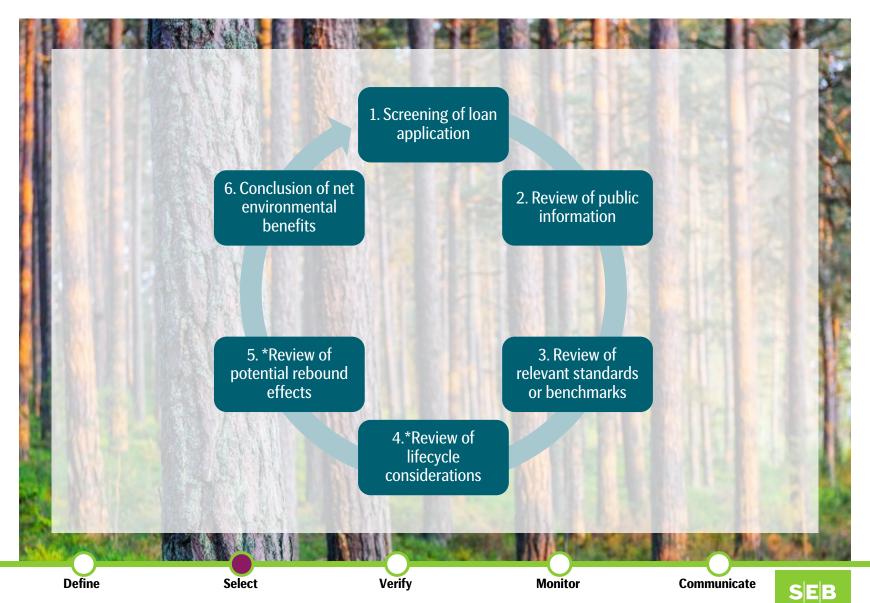
Eligible projects are classified and can have different shades of green

Eligible project category	Description	Shade of Green by ENSO/Cicero
Renewable energy	 Wind, solar, small scale hydro, tidal, geothermal, bio energy + related infrastructure 	Dark
Energy efficiency	 District heating, smart grids, energy recovery leading to energy efficiency gains of at least 25% 	Dark
Green buildings	 Energy use at least 25% below regulation and certain certifications (outside of Sweden) Renovation with energy efficiency gains > 35% 	Medium
Clean transportation	 Non-fossil or hybrid transportation solutions/systems + infrastructure 	Medium
Waste management	 Methane capture, waste-to-energy 	Medium
Emission reduction	 Reduced emissions of CO2, SOx, NOx, particulates, heavy metals and dioxins 	Medium
Sustainable forestry	 Forestry with FSC/equivalent certification or at an advanced stage of the certification process 	Dark
Water & waste-water management	 Drinking water production, wastewater treatment, management of water resources 	Dark
Mitigation projects	Environmental projects Adaptation projects	
Define	Select Verify Monitor Con	nmunicate CEP

Selection process of Eligible Projects



SEB Green Loan evaluation process



Second opinion on Green Bond Framework by ENSO/Cicero

The Framework gets the highest rating with many strengths and no significant weaknesses

Conclusion:

"SEB's Green Bond Framework gets a dark green shading."

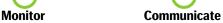
Strengths

- Sustainability is integrated into the overall company business model
- Well-defined environmental policy, sector-specific policies, and corporate sustainability reporting process
- Have a clear basis for positions on environmental issues and a way to manage environmental impacts of group operations
- SEB's approach on transparency & the project selection process
- SEB have a solid foundation for the assessment of projects under the Green Bond Framework

Weaknesses

"The Green Bonds Framework, Strategy and supporting processes and documents **are not considered to have any significant weaknesses**."





Pre-trade assessment of processes and systems for Green Loans and Green Bonds

PwC has conducted pre-trade assessment of SEB's processes and systems for financing eligible assets based on the SEB Green Bond Framework focusing on the following areas;

- 1. Review and approval of new Green Loans
- 2. Environmental function
- 3. Monitoring of Green Loans
- 4. Side letter use of proceeds
- 5. General purpose loans
- 6. Green bonds framework
- 7. CICERO's second opinion
- 8. Investor reporting including impact reporting





Communicate

Monitoring Eligible Assets & Green Bond proceeds

Processes and systems are in place to control the Green Loan portfolio

Responsible units

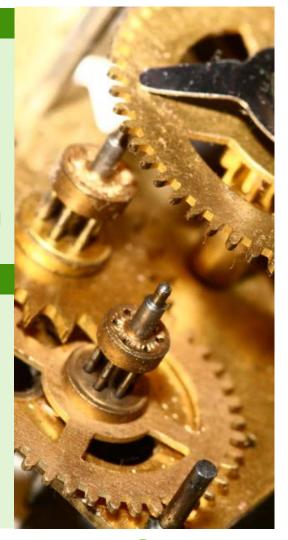
Large Corporates and Financial Institutions secure and monitor the Green Loan Portfolio

Treasury is monitoring the asset and liability management of the Green Loan Portfolio

Green Product Steering Committee remove assets from SEB's Green Loan Portfolio, if, for any reason, an Eligible Asset ceases to meet the environmental criteria in SEB's Green Bond Framework

Systemic solutions

- All Green assets are flagged and traceable in electronic systems
- Only systems where such flagging can be easily done are approved to qualify for Green Bond financing
- All Green assets can be aggregated on a daily basis











Communication

Transparency through annual reporting and public information

Green Bond information

Information is available on SEB's public webpage incl. links to:

- Green Bond Framework
- Green Bond Strategy
- Second Opinion
- Investor Reports

Define

Investor Reports

The investor report will be published annually covering

Select

- 1. a list of the different categories of Eligible Assets financed and the percentage distribution to each such category
- a description of a selection of Eligible Assets, as examples of the Eligible Assets financed in that year
- 3. a summary of the Bank's green financing activities, project examples, a review of Green lending categories and an update of SEB's Green lending

SEB is committed to where possible report on the environmental impact of the proceeds of the Green Bond and will work towards a portfolio impact reporting

Monitor Communicate

Verify

