

January – June 2015

Investor Presentation



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Well diversified business in a robust economic environment

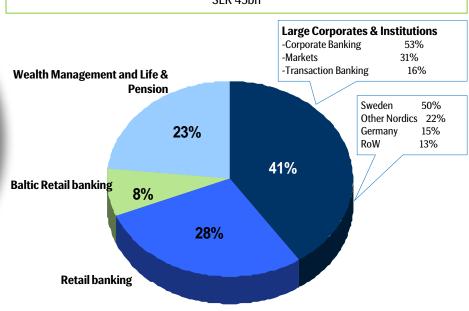
Operates principally in economically robust AAA countries



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

Diversified Business mix

Total operating income from business divisions – rolling 12m June 2015 SEK 45bn





Our way of doing business



2,300 customers



700 customers



400k customers



4m customers

Private

Since 1856 focus on...



Full-service customers



Holistic coverage



Investments in core services

Market franchise



SEB

Corporate and Institutional business *

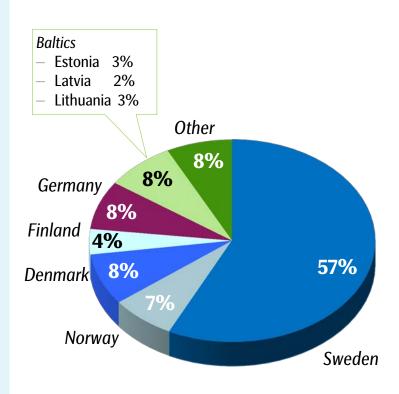
- The leading Nordic franchise in Trading, Capital Markets and Fx activities, Equities, Corporate and Investment banking
- Second largest Nordic asset manager with SEK 1,780bn under management
- Largest Nordic custodian with SEK 7,621bn under custody

Private Individuals *

- The largest Swedish Private Bank in terms of Assets Under Management
- Total Swedish household savings market: No. 2 with approx.
 12% market share
- Life insurance & Pensions: One of the leading unit-linked life business with approx. 16% of the Swedish market (premium income) and approx. 7% of the total unit-linked and traditional life & pension business in Sweden
- Swedish household mortgage lending: approx. 16%
- Second largest bank in the Baltic countries

Total operating income

Jan - Jun 2015 excl. one-off item





^{*} latest available data

Financial targets

Return on Equity

Competitive with peers
– long-term aspiration of 15%

Common Equity Tier 1 ratio

150bps buffer over regulatory requirement

Pay-out ratio

40% or above of EPS

Business conditions

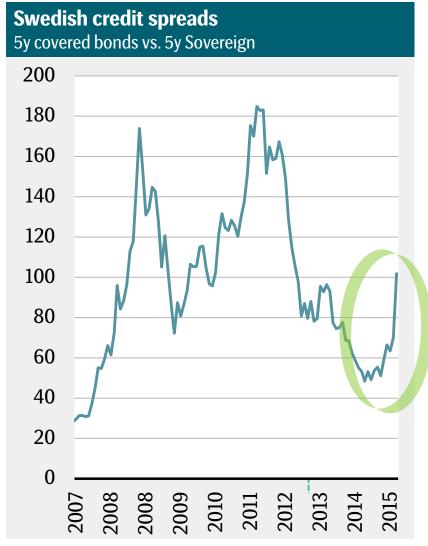








Repricing of risk







Highlights Q2 2015

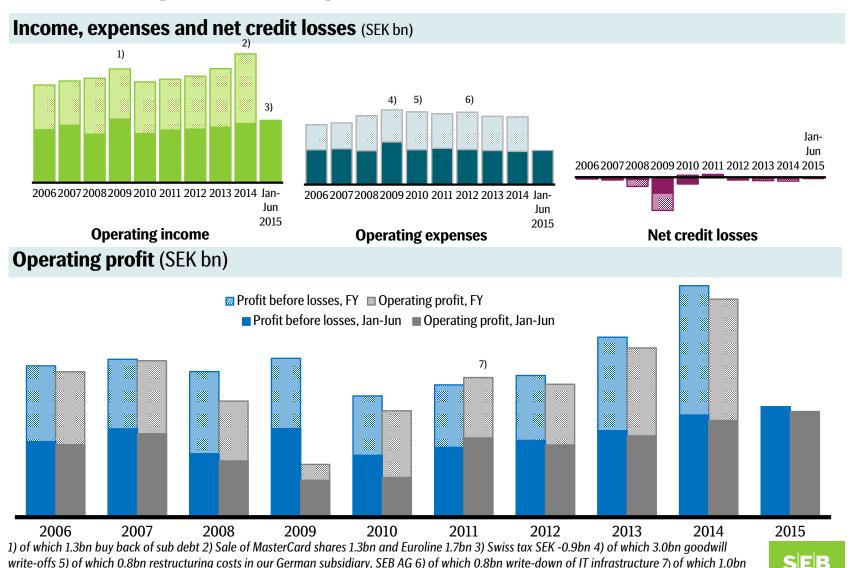


Financial summary

Profit & Loss, (SEK m)	H1-15 Underlying	One-off	H1-15 Reported	H1 2014 <i>U</i>	% vs. Inderlying
Total Operating income	23,598	-902	22,696	21,520	10
whereof NII	9,660	-82	9,578	9,761	-1
whereof NFI	2,841	-820	2,021	1,924	48
Total Operating expenses	-11,164		-11,164	-10,857	3
Profit before credit losses	12,434	-902	11,532	10,663	17
Net credit losses etc.	-490		-490	-557	-12
Operating profit	11,944	-902	11,042	10,106	18

Key figures	Underlying H1 2015	Rep H1 2015	H1 2014
Return on Equity, %	14.2	12.9	13.1
Cost /income ratio	0.47	0.49	0.50
Earnings per share, SEK	4.33	3.92	3.67
CET1 ratio B3, %		17.2	16.0
Leverage ratio B3, %		4.4	4.0
Credit loss level, %		0.06	0.08

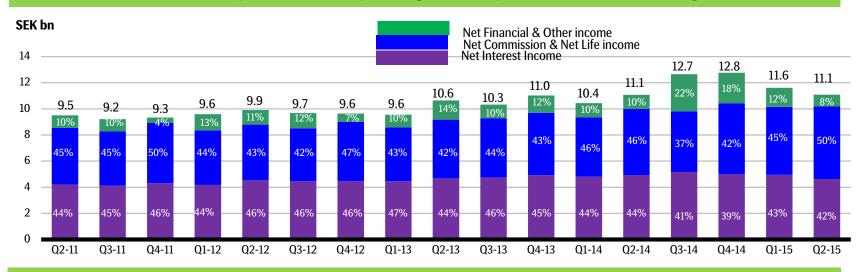
Strategic growth initiatives and efficient operations increase profitability



in write-backs of credit loss provisions

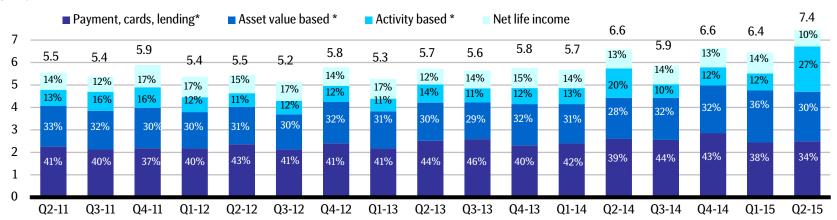
Business mix creates stable and diversified revenues

Non-NII more important -Total operating income split between income categories



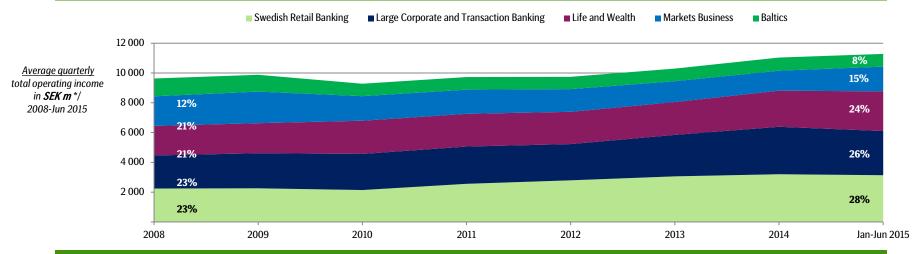
Strong market shares render stable commission* and life income

SEK bn

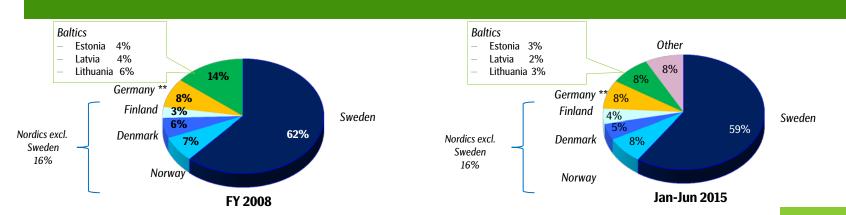


Increasingly more stable operating income flows driven by a growing number of clients and greater share of their business

Business sectors' importance - Profitable growth of Swedish retail and Nordic large corporate and institutional business



Geographic importance - Growing Nordic importance and deleveraging in the Baltics

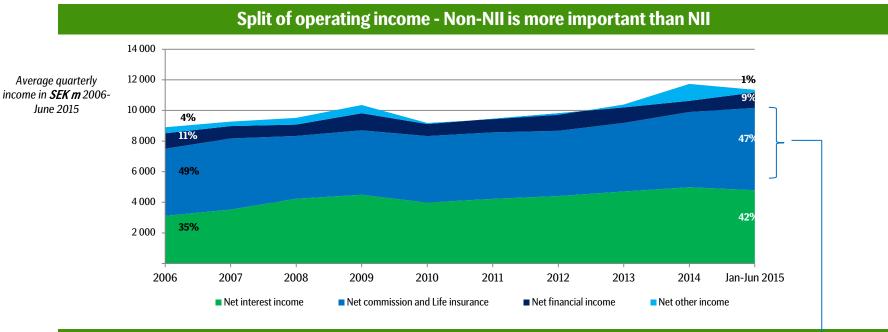


^{*} Operating income of each area as a percentage of total operating income of the businesses



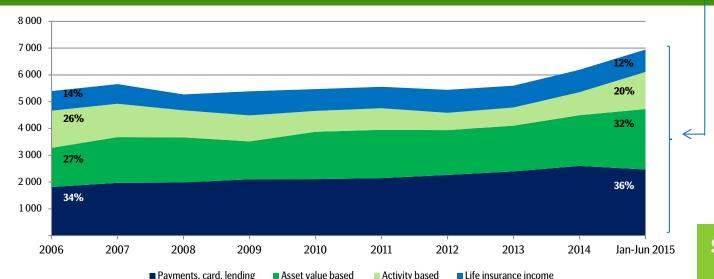
^{**} excluding centralized Treasury operations

Balanced business model creates diversified and stable income



Strong market shares and high recurring income generation increase fees and commissions

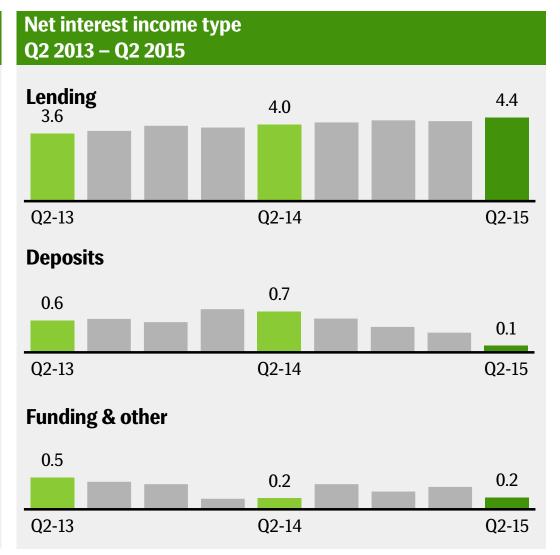
Average quarterly fees and commissions income in **SEK m** 2006-June 2015



Net interest income development

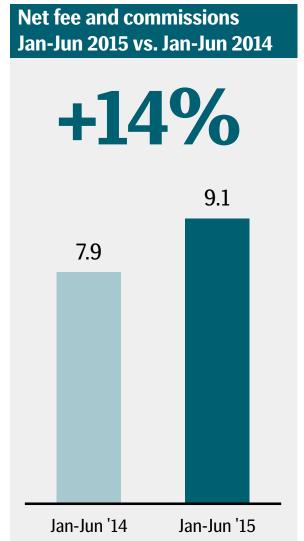
SEK bn, excluding one-off

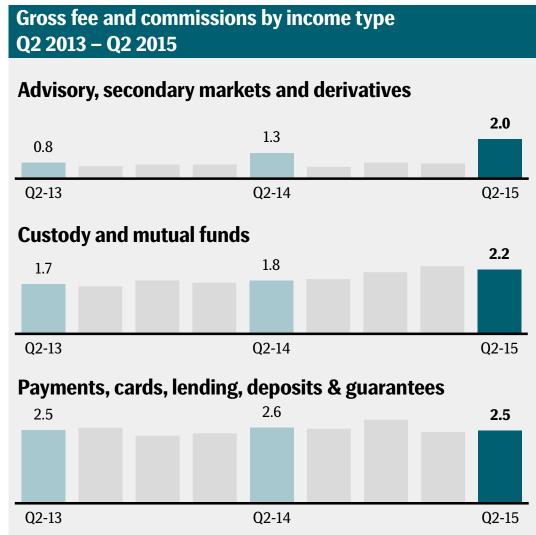




Net fee and commission income development

SEK bn





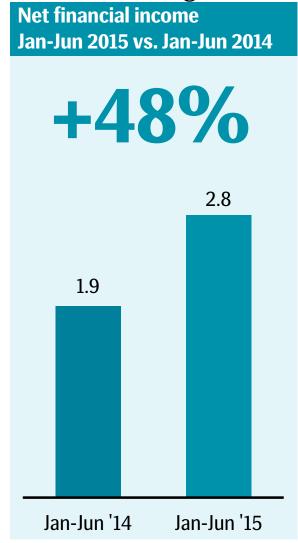


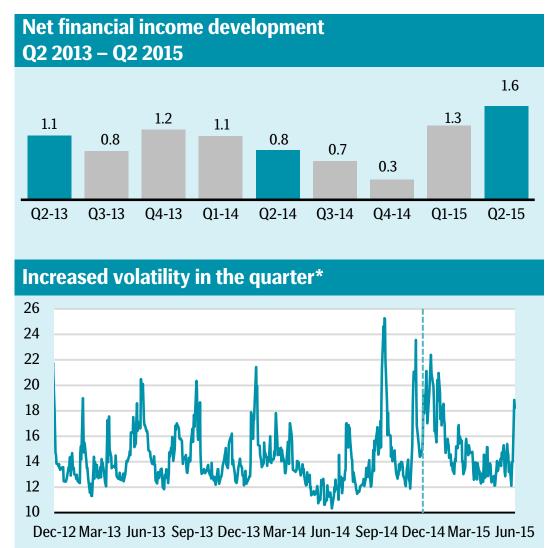
Net fee and commission income development

	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
SEK m	2013	2013	2013	2014	2014	2014	2014	2015	2015
Issue of securities and advisory	161	154	336	232	297	190	281	118	270
Secondary market and derivatives	647	482	377	482	1,015	413	529	635	1,746
Custody and mutual funds	1,702	1,631	1,835	1,753	1,831	1,875	2,114	2,315	2,200
Whereof performance and transaction fees Wealth	48	2	145	21	43	107	263	335	107
Payments, cards, lending, deposits, guarantees and									
other	2,515	2,587	2,315	2,396	2,594	2,555	2,861	2,439	2,498
Whereof payments and card fees	1,516	1,463	1,494	1,431	1,538	1,527	1,551	1,352	1,387
Whereof lending	675	828	574	652	654	587	892	648	649
Fee and commission income	5,025	4,854	4,863	4,863	5,737	5,033	5,785	5,507	6,714
Fee and commission expense	-1,214	-1,119	-992	-1,135	-1,526	-1,219	-1,232	-1,233	-1,902
Net fee and commission income	3,811	3,735	3,871	3,728	4,211	3,814	4,553	4,274	4,812
Whereof Net securities commissions	2,037	1,811	2,057	2,031	2,279	1,969	2,267	2,386	2,859
Whereof Net payments and card fees	847	860	913	787	858	875	896	845	879
								•	

Net financial income development

SEK bn, excluding one-off

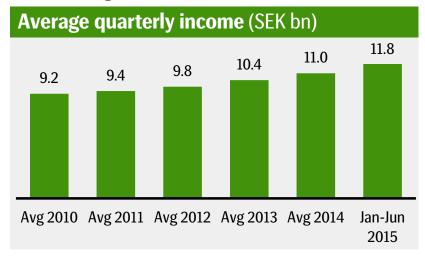




^{* (}VIX S&P 500 volatility)

Operating leverage

excluding one-offs





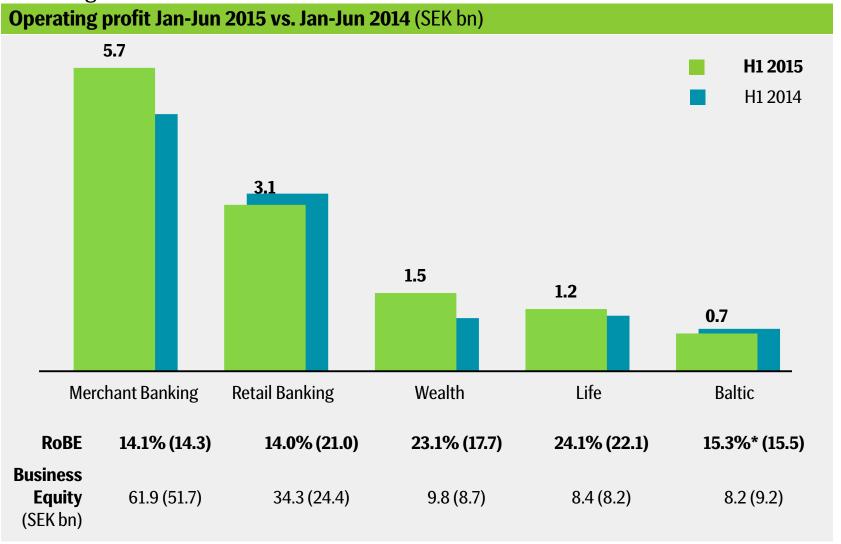


Notes: Excluding one-offs (restructuring in 2010, bond buy-back and IT impairment in 2012, sale of MasterCard shares and Euroline in 2014, Swiss withholding tax in 2015) Estimated IAS 19 costs in 2010



Divisional performance

Excluding one-off



^{*}RoBE excl RHC in Baltic Division is 18.9%

All divisions driving operating leverage

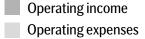
Jan-Jun

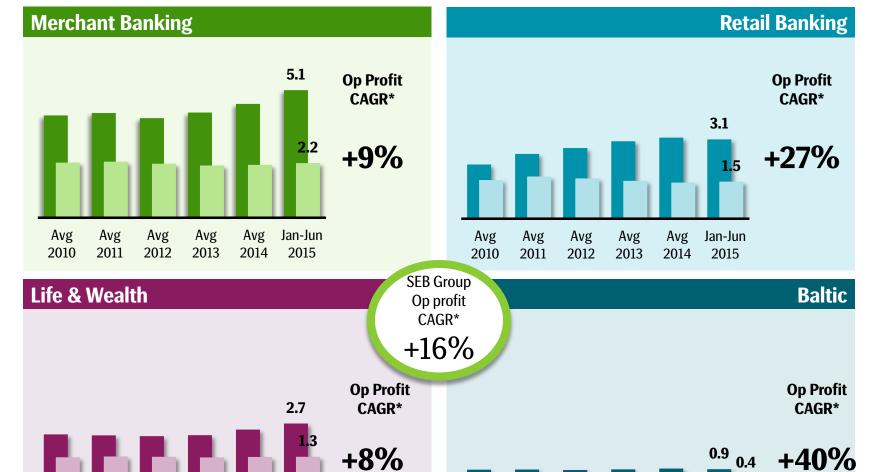
2015

Avg

2014

SEK bn, excluding one-offs





Avg

2010

Avg

2011

Avg

2012

Avg

2013

Avg

2012

Avg

2013

Avg

2010

Avg

2011

Jan-Jun

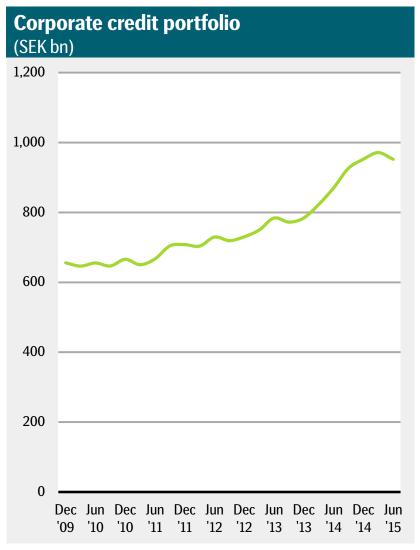
2015

Avg

2014

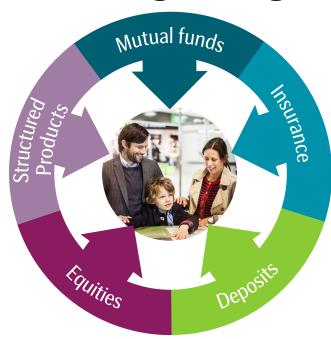
^{*}CAGR on Operating Profit Avg Q 2010-Q2 2015

Client segments affected by central bank activities



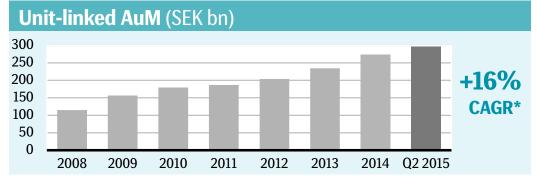


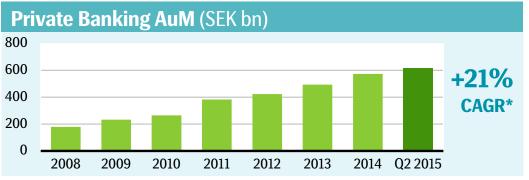
Growing asset gathering franchise



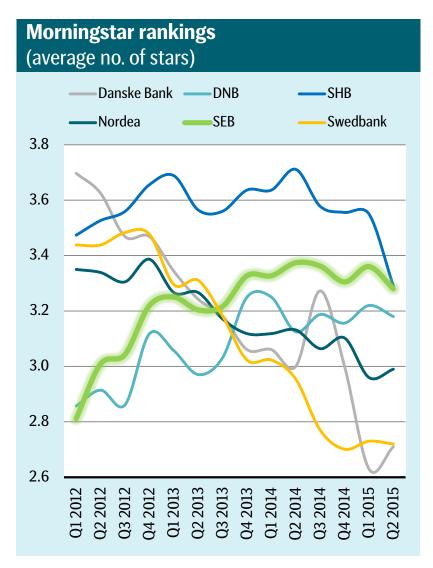


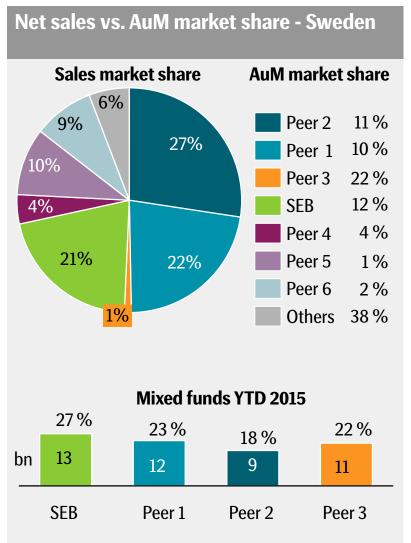






Improved fund performance and new sales







SEB's Swedish household mortgage lending



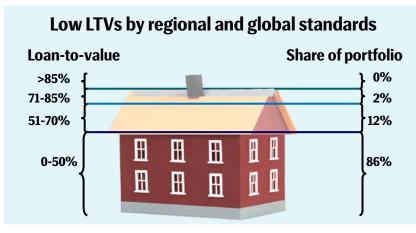


Selective origination

- The mortgage product is the foundation of the client relationship
- SEB's customers have higher credit quality than the market average and are overproportionally represented in higher income segments (Source: Swedish Credit Bureau ("UC AB"))

High asset performance

- Net credit losses consistently low, below 1bps
- Loan book continues to perform loans past due >60 days 6bps



Mortgage lending based on affordability

- Credit scoring and assessment
- 7% interest rate test in the cash flow analysis
- 85% regulatory first lien mortgage cap & minimum 15% of own equity required
- If LTV >50% requirement to amortise on all new loans
- Amortisation (50 years) in the cash flow analysis
- Max loan amount 5x total gross household income irrespective of LTV
- 'Sell first and buy later' recommendation

Swedish housing market – Characteristics and prices

Svensk Mäklarstatistik – June 2015, per cent								
	Single	family homes	Apartm	nents				
Area	3m	12m	3m	12m				
Sweden	+4	+11	+2	+14				
Greater Stockholm	+4	+16	+3	+16				
Central Stockholm			+3	+17				
Greater Gothenburg	+4	+14	+3	+18				
Greater Malmoe	+3	+9	+5	+11				

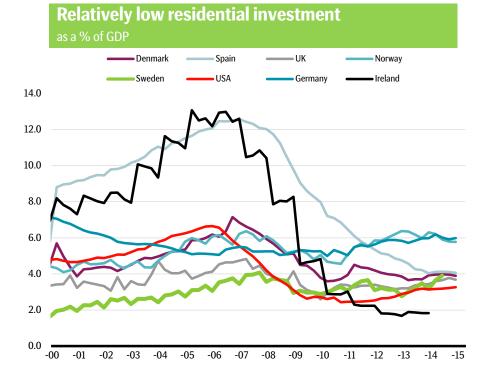
Valueguard – June 2015, per cent							
	Single	family homes	Apartments				
Area	3m	12m	3m	12m			
Sweden	+1.3	+12.0	+0.7	+18.6			
Stockholm	+1.0	+14.9	+1.1	+19.4			
Gothenburg	+0.2	+14.3	-0.3	+21.4			
Malmoe	+2.3	+10.4	+0.9	+8.0			
HOX Sweden +1.1% 3m, +14.4% 12m							

Characteristics of Swedish mortgage market
✓ No buy-to-let market
✓ No third party loan origination
✓ All mortgages on balance sheet (no securitisation)
✓ Strictly regulated rental market
✓ State of the art credit information (UC)
✓ Very limited debt forgiveness
✓ Strong social security and unemployment scheme

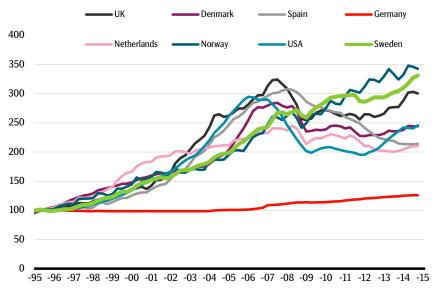
Swedish Housing Market – Long-term development

Structural lack of housing has an upward pressure on prices

- Shift in government policy on subsidies for residential mortgage purposes and deregulation of the credit markets in the late 1980s and the beginning of the 90s had a huge negative impact on residential construction
- ☐ The lack of housing is most pronounced in the larger cities of Stockholm, Göteborg and Malmö to which there continues to be a strong migration
- Maintained rent regulation, high land and construction costs incl. planning and environmental legislation, ability to appeal against planned housing constructions and poor competition in the building sector continue to reduce the incentive for the construction of rental apartment buildings
- Residential investments (housing construction) increased in 2013 and 2014 and is expected to increase in 2015 at about the same pace, 20%, as in 2014



House prices (index 1995=100) International comparison



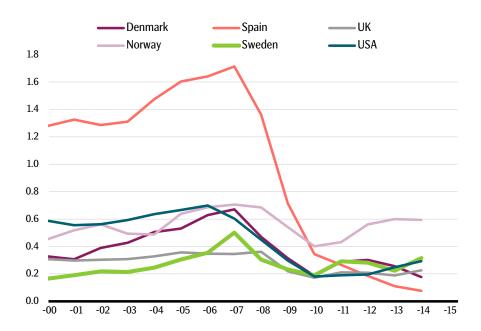
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Swedish Housing Market – Long-term development

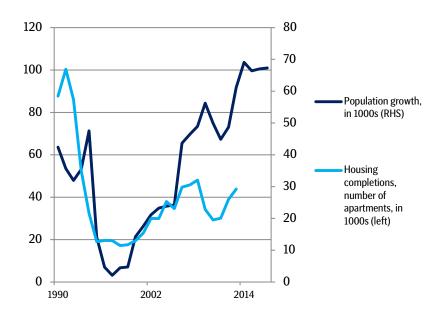
Population growth outpaces housing completions and puts upward pressure on prices

Despite increasing housing completions, there need to be approx. 70,000 new units completed per year to match the population growth (approx. 40,000 new units were completed in 2014)

Low number of new houses constructed as a % of the population



Population growth vs housing completionsSweden



Source: Statistics Sweden, SEB

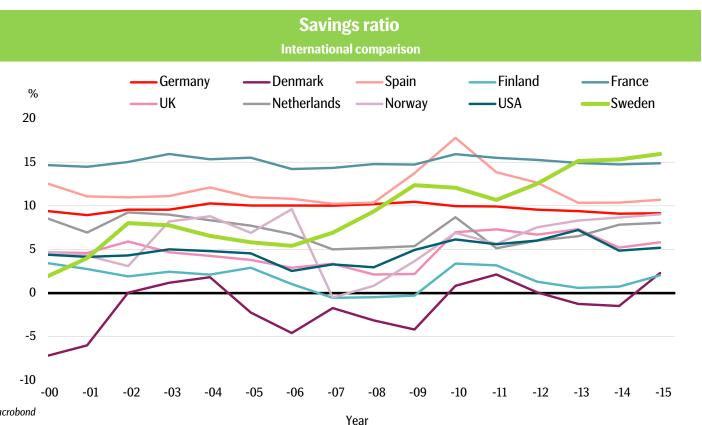
1) Latest available data from Swedish National Board of Housing

Swedish Housing Market – Affordability

Total Households' debt-servicing ability is solid

The Central Bank's Stability Report of November 2014 states that:

- Households' aggregated total wealth, excluding collective insurances, is 6 times higher than household disposable income
- Households' aggregated net wealth (total assets minus total debt) is 4 times higher than disposable income
- Strong development of disposable income: Considerable lowering of residential real estate tax, lower income tax, abolition of wealth tax, low debt servicing costs
- Savings ratio at historical highs

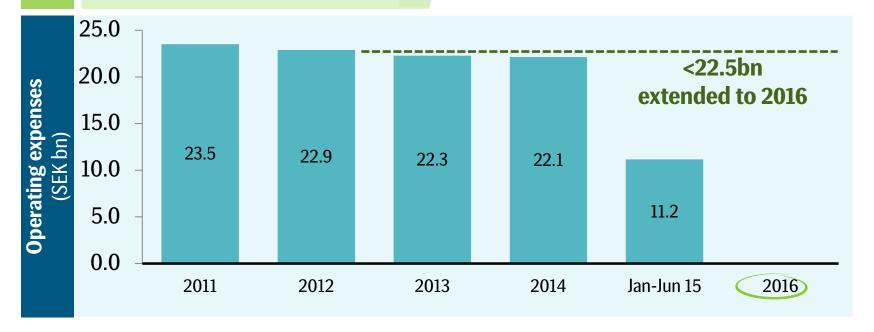


Increased leverage on existing cost caps

Activities

- Decentralisation
- Synergies and streamlining
- Investments in growth and customer interface
- Agile IT development
- Transfer of business operations to Riga and Vilnius



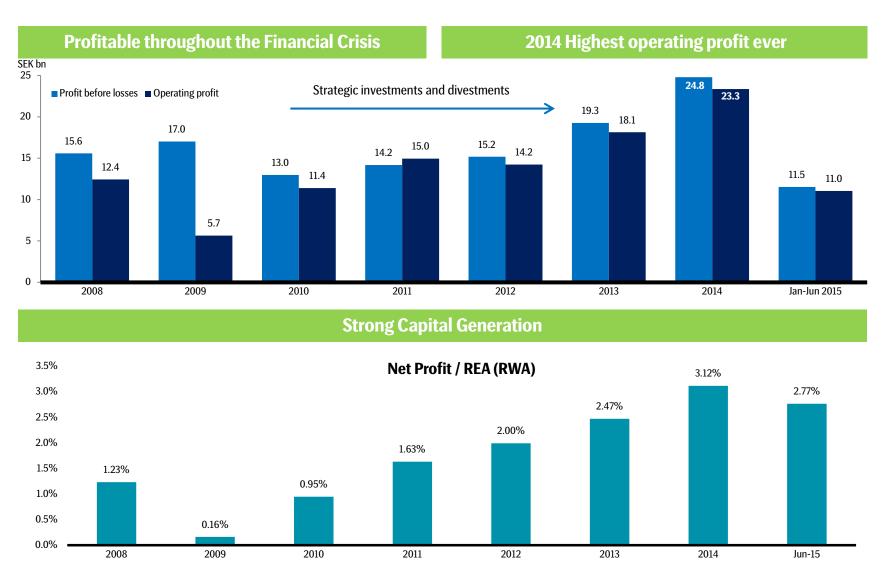


Balance sheet

Strong asset quality and balance sheet

	(SEK bn)	2009	2014	Jan-Jun 2015
lity	Non-performing loans	28.6bn	10.6bn	9.8bn
Asset quality	NPL coverage ratio	65%	59%	58%
Ass	Net credit loss level	0.92%	0.09%	0.06%
Customer deposits Liquidity resources	750bn	943bn	970bn	
	>10%	~25%	~25%	
T.	Liquidity coverage ratio	N.A.	115%	123%
_	CET 1 ratio (Basel 3)	11.7% Basel 2.5	16.3%	17.2%
Capital	Total capital ratio (Basel 3)	14.7% Basel 2.5	22.0%	21.7%
	Leverage ratio (Basel 3)	N.A.	4.8%	4.4%

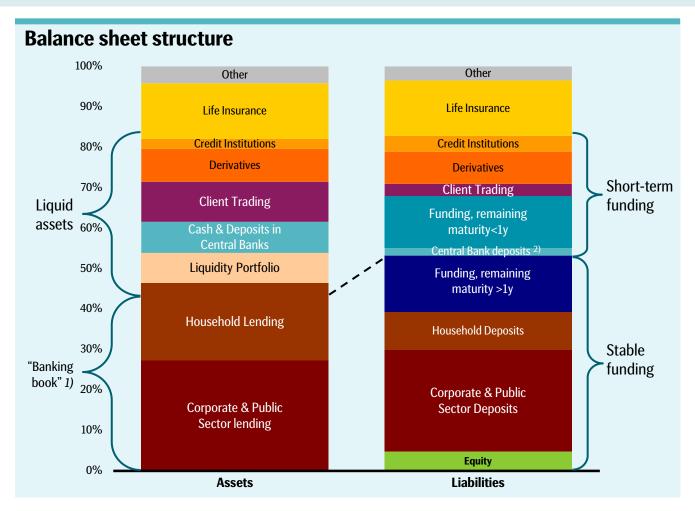
Increasing earnings and capital generation



Note: All issuer's financial figures are based on 2014 and historical financials RWA 2008 – 2012 Basel II without transitional floor REA 2013 – 2015 Basel III fully implemented

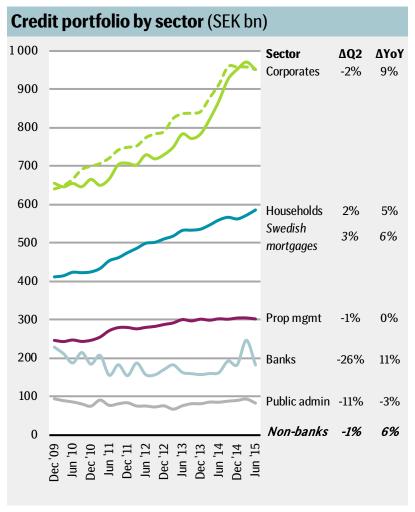
Diversified and liquid balance sheet

Total Assets SEK 2,760bn June 30, 2015



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

Weaker USD/SEK offsets underlying growth in Nordic large corporates and houshold mortgages



Credit portfolio by sector (SEK bn)

	Dec '14	Mar '15	Jun '15	QoQ	YTD	YoY
Corporates	952	971	952	-19	0	82
Property management	305	305	303	-3	-2	0
Households	563	572	586	14	23	26
Public administration	90	94	83	-10	-7	-2
Total non-banks	1910	1943	1924	-18	14	105
Banks	183	247	183	-64	0	20
Total	2 094	2 190	2 107	-83	13	125

Summary

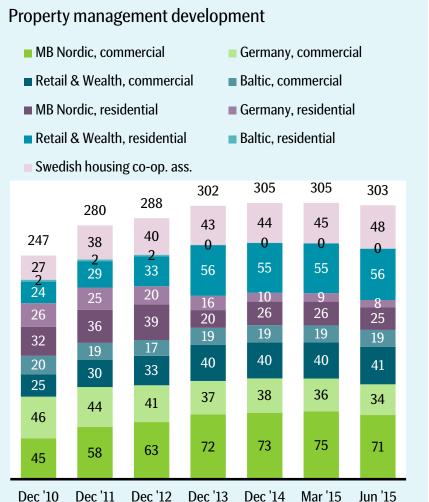
- QoQ corporate growth adjusted for FX +2% mainly large corporates in Sweden and Norway
- Overall, property management volumes flat but some growth in the housing cooperative associations (BRF) segment (new development)
- Swedish household mortgage portfolio increased QoQ by 3%, back in-line with market

NOTE: Green dotted line is FX-adjusted Blue line (Households) is excluding German retail

Credit portfolio

On & off balance, SEK bn

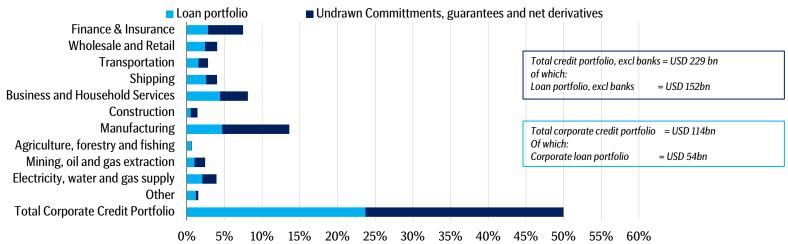




Low actual corporate loan exposure renders short duration and lower credit risk

Important corporate sectors have low actual loan exposure in per cent of Total Credit Portfolio excluding banks





Four corporate sectors, representing 50% of corporate credit portfolio, have a loan exposure of less than 50%

Corporate credit portfolio sectors' split in loans and other types of exposure



Development of Non-Performing Loans

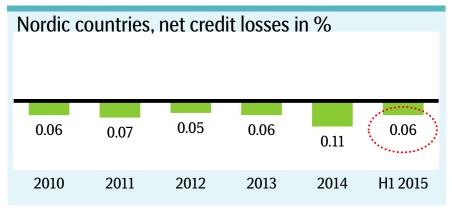
SEK bn

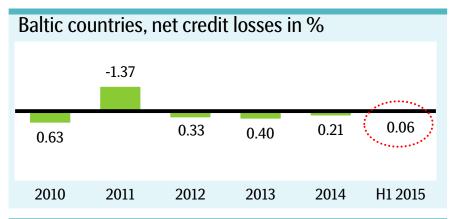


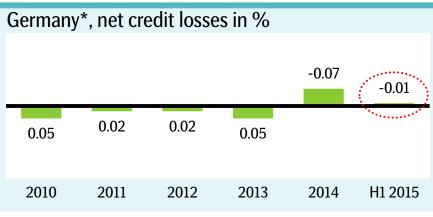
NOTE: Sale of the German retail operations reduced German NPLs by SEK 817m in Mar '11

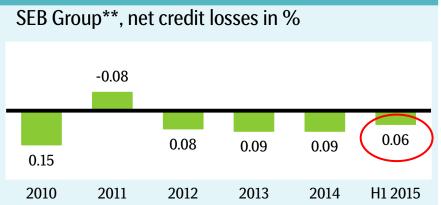
Group credit loss level at low 6bps

Annualised accumulated









^{*} Continuing operations

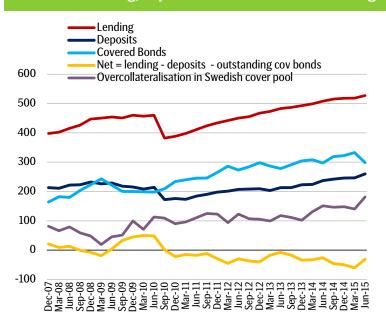
^{**} Total operations

Net credit loss level for the Group at 6bps

	Q2	Q3	Q4	Q1	Q2		CLL	CLL
SEK m	2014	2014	2014	2015	2015	YTD 2015	Jun '15	2014
Merchant Banking	-144	-322	-86	-93	-26	-119	0,04%	0,09%
Retail Banking	-135	-95	-118	-105	-122	-227	0,08%	0,08%
Baltics	-4	-39	-103	9	-42	-34	0,06%	0,21%
Estonia	-5	-12	16	27	-1	26	-0,14%	-0,04%
Latvia	-27	-21	-83	-15	-32	-47	0,38%	0,67%
Lithuania	28	-6	-36	-2	-10	-12	0,06%	0,12%
Wealth Management	0	-17	-2	1	-1	0	0,00%	0,05%
Net credit losses	-283	-473	-310	-188	-220	-408	0,06%	0,09%

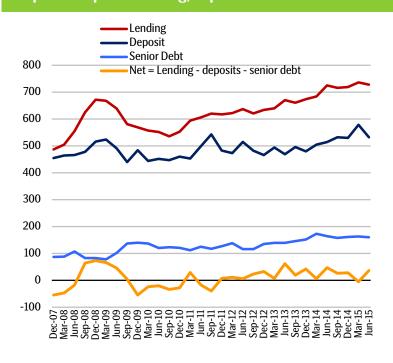
Strategic lending growth funded through deposits and long-term debt

Household lending, deposits and covered bond funding



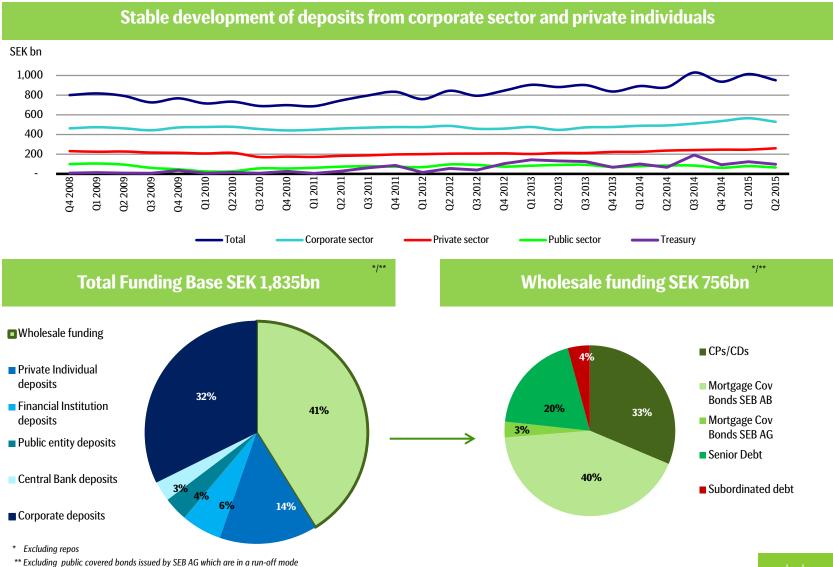
Household lending growth funded by deposit increases and issued covered bonds

Corporate & public lending, deposits and senior bonds



Corporate lending growth funded by deposit increases and issued senior unsecured bonds

Funding base



SEB

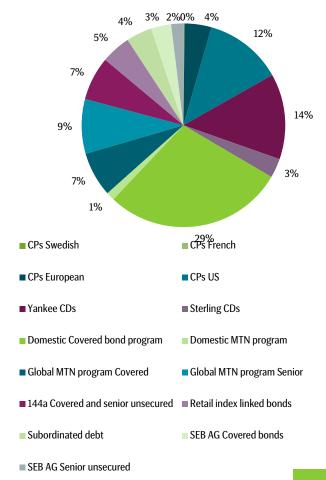
Diversified wholesale funding mix

Wholesale funding, SEK 744bn, Q2 2015

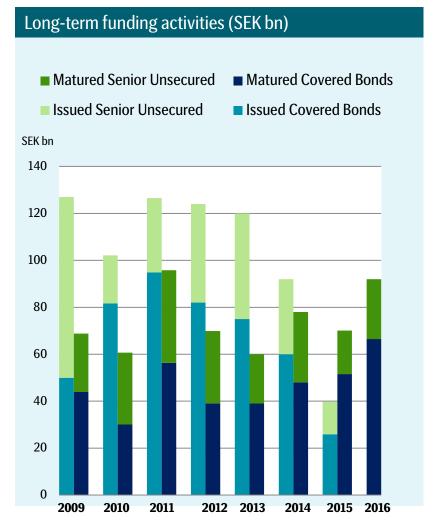
Short-term funding sources	Q3 2014	Q4 2014	Q1 2015	Q2 015
Commercial paper (CP) programs Total	121	109	129	125
Swedish	7	3	3	0
French	2	3	0	1
Global				
European	29	17	17	32
US	82	86	108	92
Commercial deposit (CD) programs Total	139	101	120	124
Yankee CDs	125	87	106	101
Sterling CDs	13	14	14	23

Long-term funding sources		Q3 2014	Q4 2014	Q1 2015	Q2 2015
SEB AB	Total	474	491	492	457
Domestic Covered bond program		236	235	245	213
Domestic MTN program		12	12	10	10
Global MTN programs					
Covered		61	63	61	53
Senior		64	67	65	65
144a Covered and senior unsecured		38	41	45	52
Retail index linked bonds		34	35	35	35
Subordinated debt		29	38	31	31
SEB AG	Total	41	41	39	38
Mortgage covered bonds		25	25	24	24
Senior unsecured		16	15	15	14

Wholesale funding distribution



Funding strategy

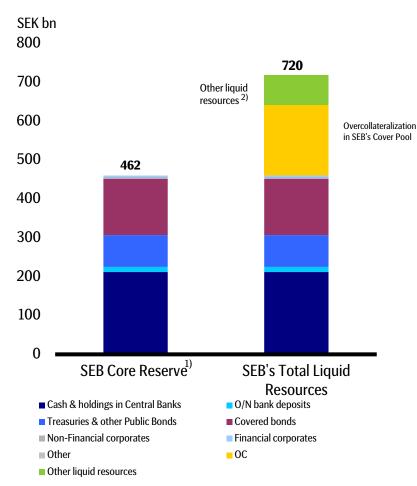


Issuance of bonds (SEK bn)						
Instrument	2012	2013	2014	H1 2015		
Senior unsecured	42	45	32	14		
Covered bonds SEB AB	81	73	60	26		
Covered bonds SEB AG	1	2	0	0		
Subordinated debt	6	0	17	0		
Total	131	120	109	40		

Liquidity buffer

June 2015

SEB's Total Liquid Resources 206% of wholesale funding maturities within 1 year



1) Definition according to Swedish Bankers' Association

Core liquidity reserve Directives of Swedish Bankers' Association

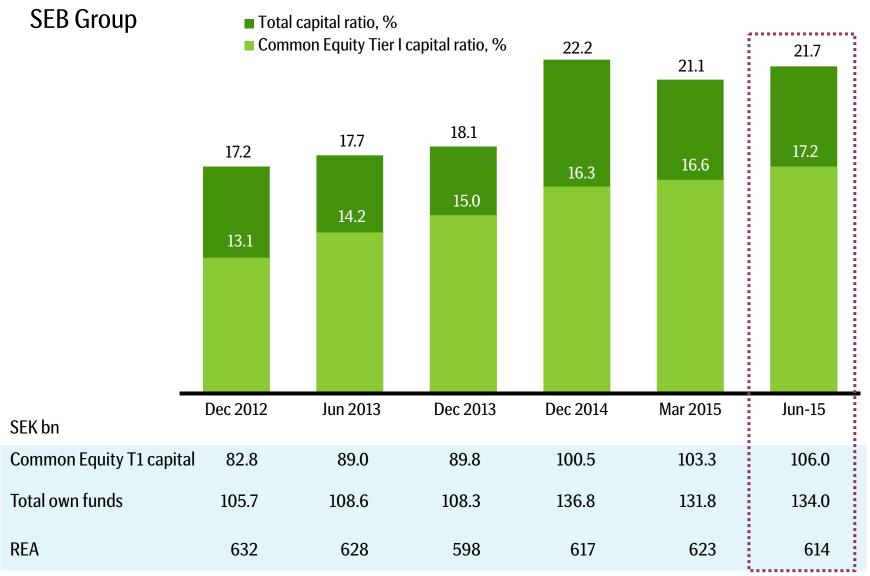
- ☐ Assets held or controlled by the Treasury function
- Not encumbered
- ☐ Eligible with Central Banks
- Maximum 20% risk weight under Basel II Standardized Model
- ☐ Lowest rating of Aa2/AA-
- □ Valued marked-to-market

Composition of SEB's Liquidity Portfolio

- ☐ Government or state-guaranteed securities of Nordic countries, and other selected Northern European countries, principally Germany
- Supra-nationals
- ☐ High quality AAA rated covered bonds issued by banks in the Nordic countries and other selected Northern European countries, principally Germany

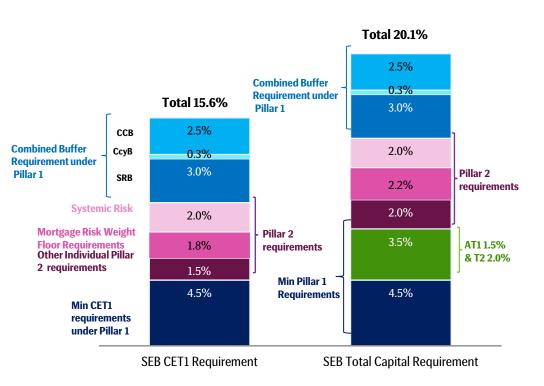
²⁾ Liquid resources not eligible for the liquidity portfolio

Basel III fully implemented



SEB's capital requirements and target

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



Target: Management buffer 150 bps

- Currency volatility
- Pension risk

~CET1 17% in late 2015 (proforma)

- Current understanding
- Current balance sheet

Strong internal capital generation

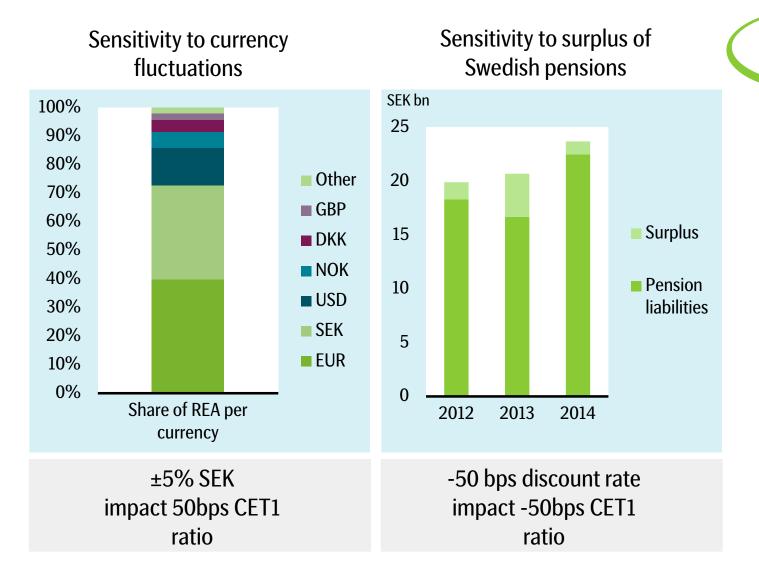
300bps p.a. CET1 ratio (Net profit/REA before dividend)

Note:

- Above capital requirements published by the SFSA on May 22, 2015.
- Methods to use to evaluate the capital requirements as regards credit-related concentration risk, interest rate risk in the banking book and pension risk under Other Individual Pillar 2 requirements were published by the SFSA published on May 11, 2015.
- By Sep 30, SFSA will publish the final results of its total capital evaluation including Pillar 2 requirements.



Reasons for 150bps management buffer



& general macro...

RWA/Risk exposure amount

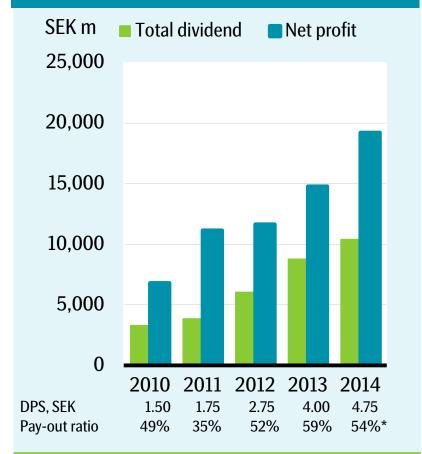
RWA/Risk exposure amount, SEK bn, quarterly evolution										
	Basel II Q2	Q3	Q4	Proforma Basel III Q4	Basel III Q1	02	Q3	Q4	QI	02
	2013	2013	2013	2013	2014	2014	2014	2014	2015	2015
Start	583	593	574	574	598	588	598	598	617	623
Volume and mix changes	13	-5	-3	-3	-2	4	12	4	-11	-5
Currency effect	13	-7	6	6	3	8	5	12	6	-4
Process and regulatory changes	-2	0	-15	19	-7	-2	-5	6	2	-9
Riskclass migration	-2	-1	-1	-1	-3	-2	-3	-4	-1	-4
Market and underlying operational risk	-12	-6	3	3	-1	2	-9	1	10	13
End	593	574	564	598	588	598	598	617	623	614

Ownership and dividends

SEB's main shareholders

	Share of capital,
June 2015	per cent
Investor AB	20.8
Trygg Foundation	6.0
Alecta	5.8
Swedbank/Robur Funds	4.9
AMF Insurance & Funds	2.3
SEB funds	1.6
Wallenberg Foundations	1.5
SHB funds	1.4
Nordea funds	1.3
Norge Bank Investment Management	1.2
Foreign owners Source: Euroclear Sweden/SIS Ägarservi	27.9 ce
. 3	

Dividends paid



Dividend policy: 40% or above of net profit (Earnings per share)



^{*63%} excluding one-time gains in Q3 and Q4 2014

Sum-up



Continued resilience and flexibility





Contacts, calendar and ADR

Investing in Skandinaviska Enskilda Banken AB (Publ.)

- Investors are in a position to hold SEB ordinary shares through a sponsored Level 1 ADR Program
- SEB's ADRs trade on the over-the-counter (OTC) market in the US
- One (1) SEB ADR represents one (1) SEB ordinary share
- SEB's ADRs can be issued and cancelled through Citibank N.A., SEB's Depositary Bank

Skandinaviska Enskilda Banken's ADR Program

Symbol	SKVKY
ADR : Ordinary Share Ratio	1:1
ADR ISIN	US8305053014
Sedol	4813345
Depositary Bank	Citibank N.A.
Trading Platform	OTC
Country	Sweden

Key Broker Contact Details at Citibank N.A., as Depositary Bank for SEB:

Telephone: New York: +1 212 723 5435

London: +44 (0) 207 500 2030

E-mail: citiadr@citi.com
Website: www.citi.com/dr

IR contacts and Calendar



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Financial calendar 2015

Date Event

29 January 2015 Annual Accounts 2014

25 March AGM

23 April 2015 Interim report January – March 2015

7 July 2015 Silent period

14 July 2015 Interim report January – June 2015

7 October 2015 Silent period

21 October 2015 Interim report January – September 2015