



SEB January–September 2013 Results presentation

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President & CEO

Highlights Q3 2013

A photograph of three business professionals in an office setting. A woman on the left is standing and talking on a mobile phone. A man in the center is standing and looking towards the right. A woman on the right is sitting in a blue office chair, facing away from the camera. They are in front of a large window with horizontal blinds.

1 Improved business sentiment

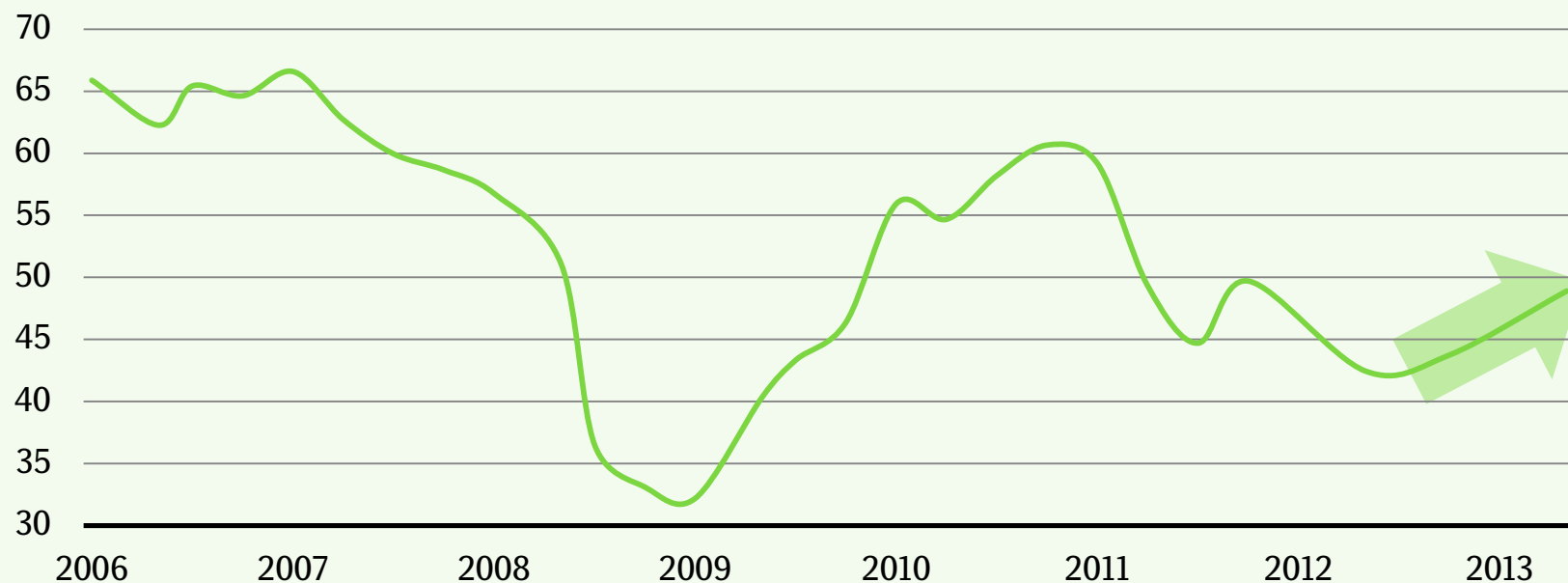
2 Increased operating leverage

3 Renewed regulatory uncertainty

Business conditions



Deloitte/SEB Swedish CFO Survey

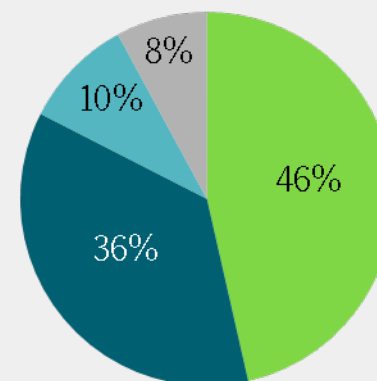
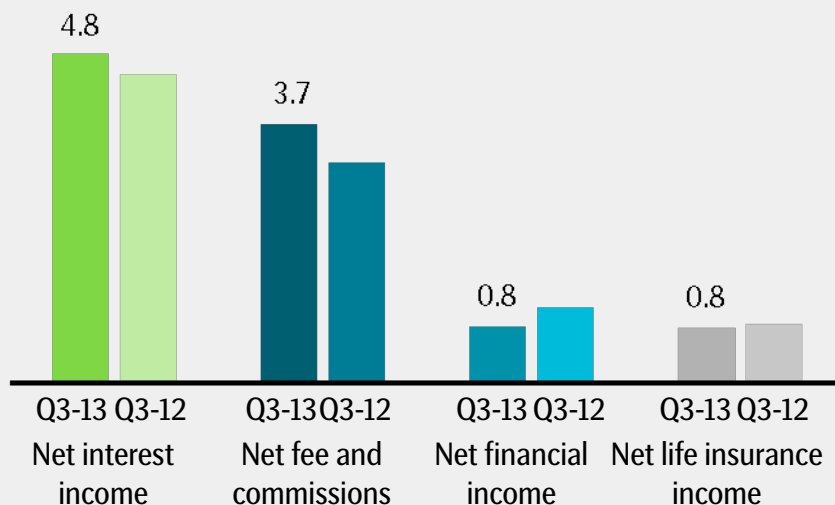


Financial summary

Profit and loss (SEK m)

	Q3-13	Q3-12	%	Jan-Sep 2013	Jan-Sep 2012	%
Total Operating income	10,324	9,681	7	30,523	29,186	5
Total Operating expenses	-5,453	-5,639	-3	-16,626	-17,128	-3
Profit before credit losses	4,871	4,042	21	13,897	12,058	15
Net credit losses etc.	-253	-185		-779	-662	
Operating profit	4,618	3,857	20	13,118	11,396	15

Operating income by type, Q3 2013 vs. Q3 2012 (SEK bn)



Net interest income development

Net interest income 2012 YTD vs. 2013 YTD (SEK bn)

+5%

13.2

13.9

Jan-Sep '12

Jan-Sep '13

Net interest income type Q3 2011 – Q3 2013 (SEK bn)

Lending

3.2

3.7

Q3-11

Q3-12

Q3-13

Deposits

0.8

0.6

Q3-11

Q3-12

Q3-13

Funding & other

0.5

0.5

Q3-11

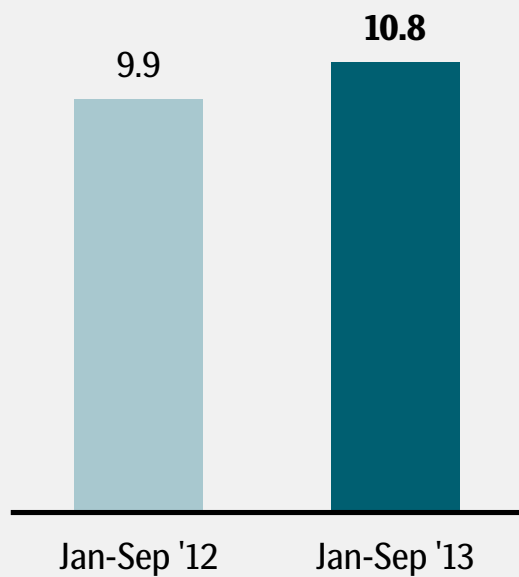
Q3-12

Q3-13

Net fee and commission income development

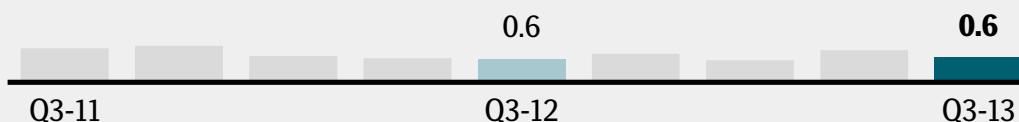
Net fee and commissions 2012 YTD vs. 2013 YTD (SEK bn)

+9%

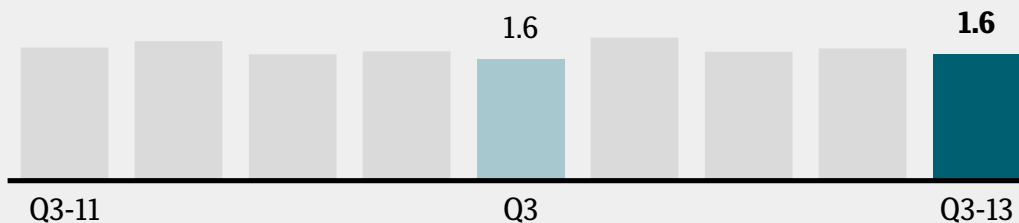


Gross fee and commissions by income type Q3 2011 – Q3 2013 (SEK bn)

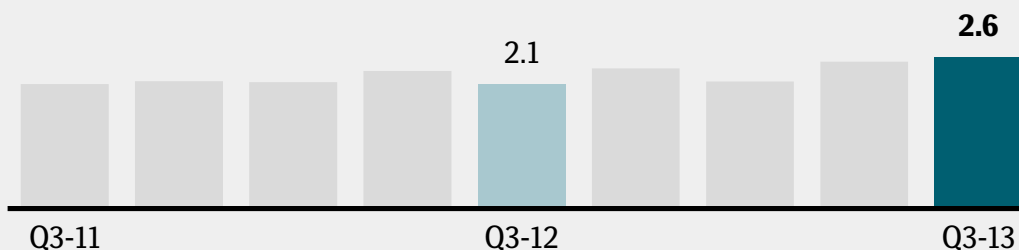
Advisory, secondary markets and derivatives



Custody and mutual funds

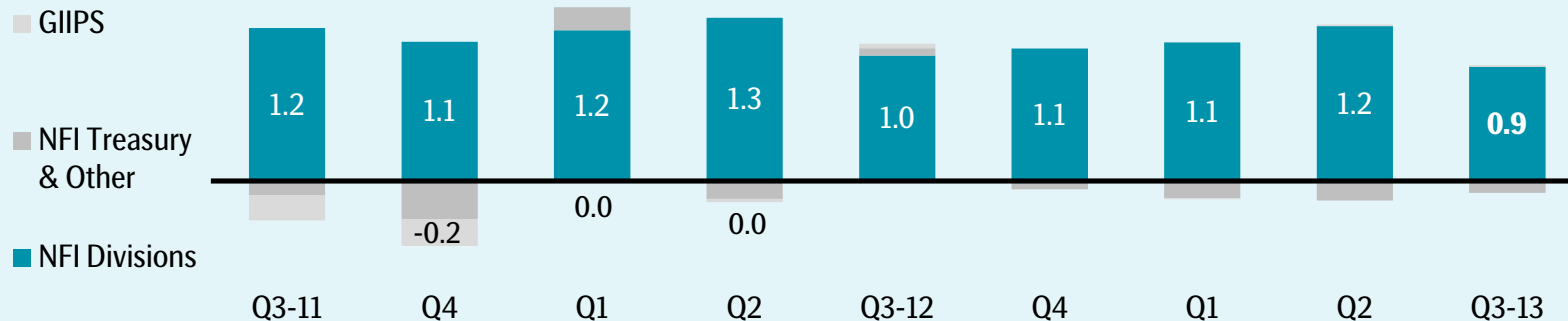


Payments, cards, lending, deposits & guarantees

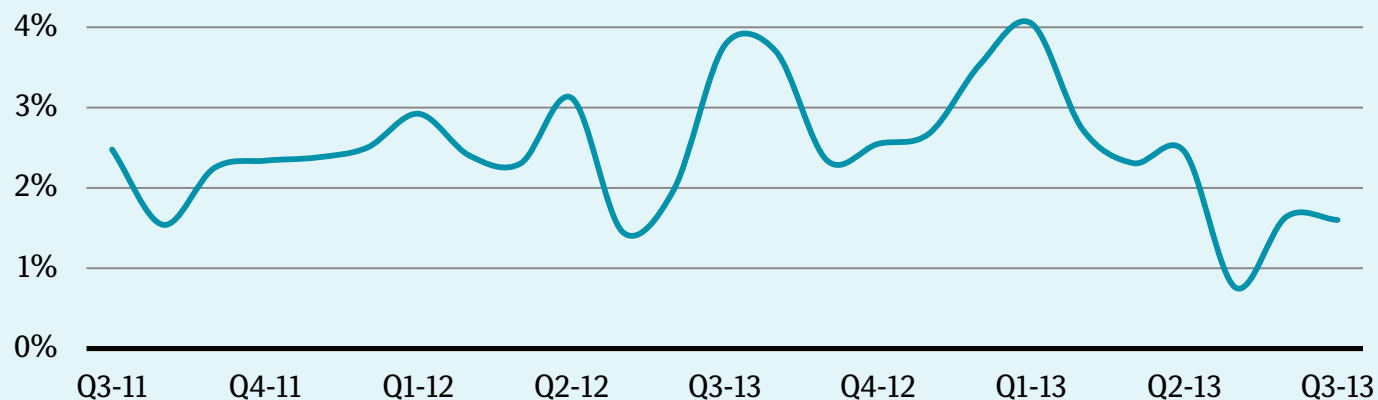


Net financial income development

Net financial income development Q3 2011 – Q3 2013 (SEK bn)



Average daily turnover of Swedish sovereign bonds



Increased operating leverage

Average quarterly income (SEK bn)



Average quarterly expenses (SEK bn)



Operating leverage

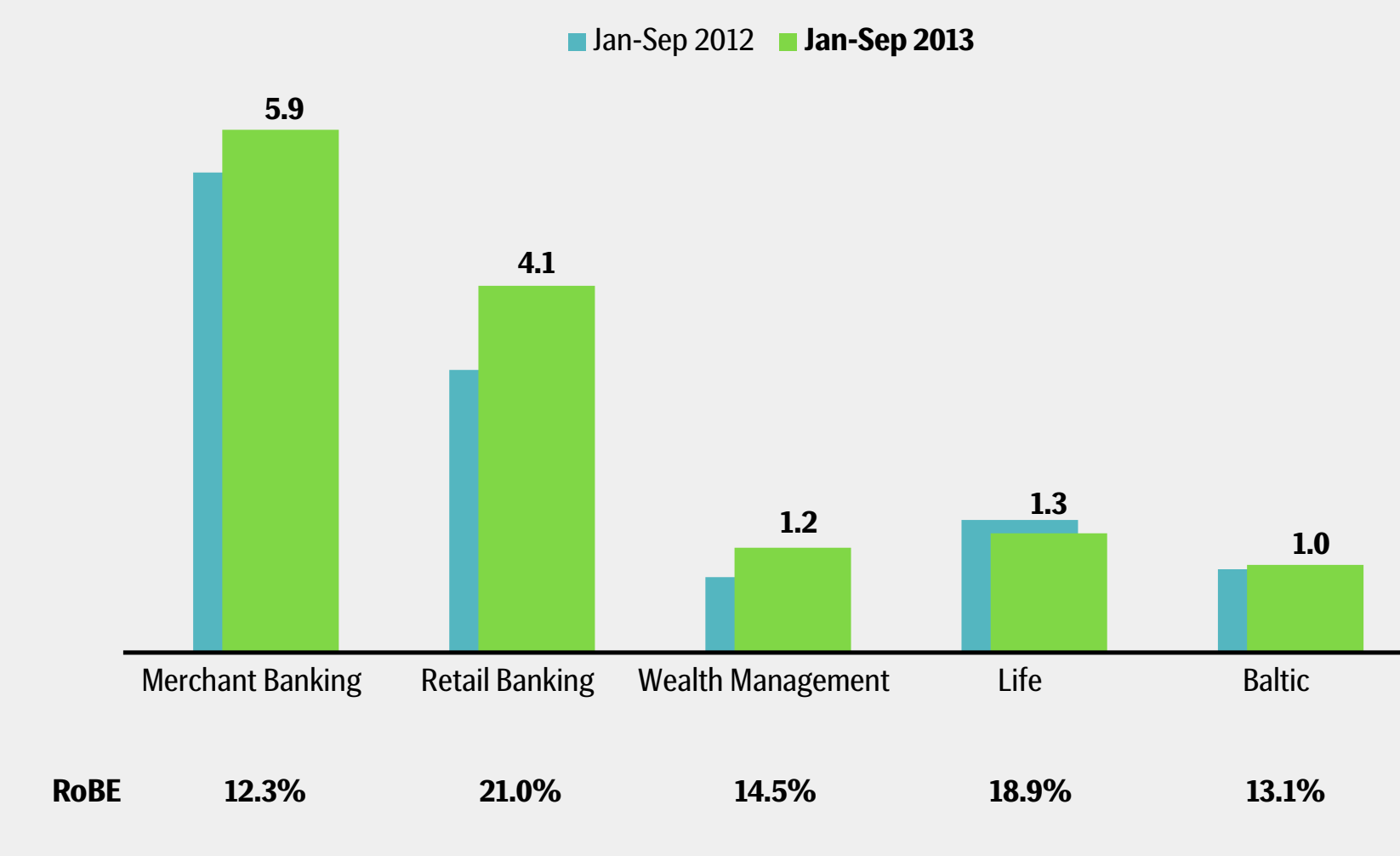
Average quarterly pre-provision profit (SEK bn)



Notes: Excluding one-offs (restructuring in 2010, and bond buy-back and IT impairment in 2012)
Estimated IAS 19 costs in 2010

Divisional performance

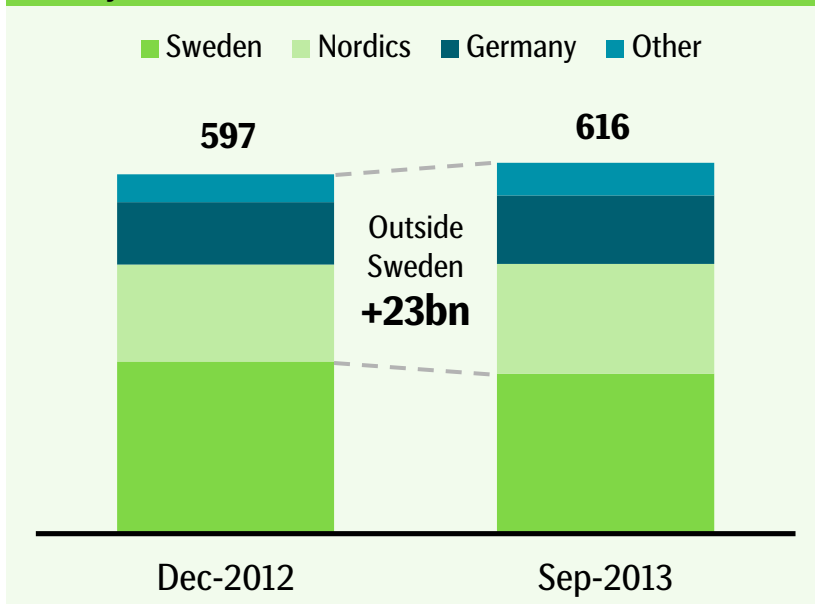
Operating profit Jan-Sep 2013 vs. Jan-Sep 2012 (SEK bn)



Large Corporate financing

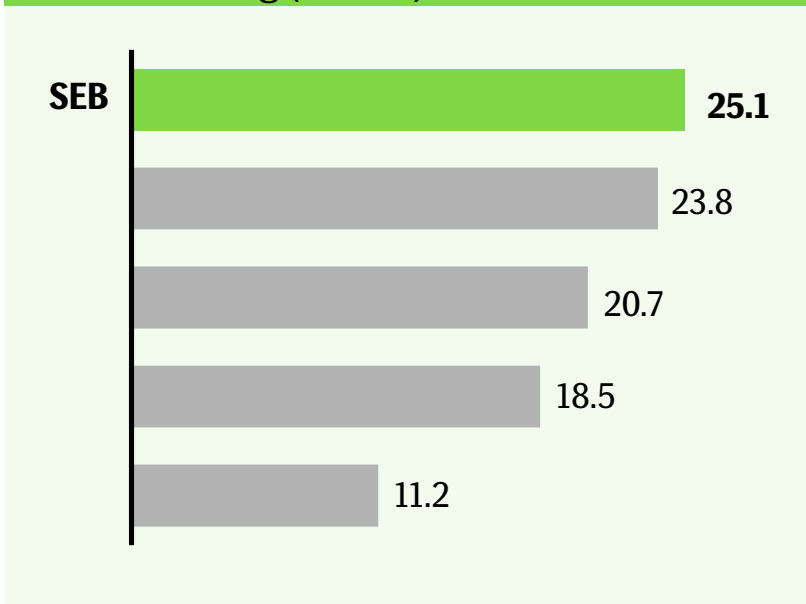
Credit portfolio

FX-adjusted, SEK bn



SEK league table – Corporate bonds

12 month rolling (SEK bn)



Headline transactions Q3 2013

SEK 500m
Sole bookrunner

SEB

EUR 150m
Joint Bookrunner

SEB

EUR 750m
Joint bookrunner

SEB

EUR 685m
Joint Bookrunner

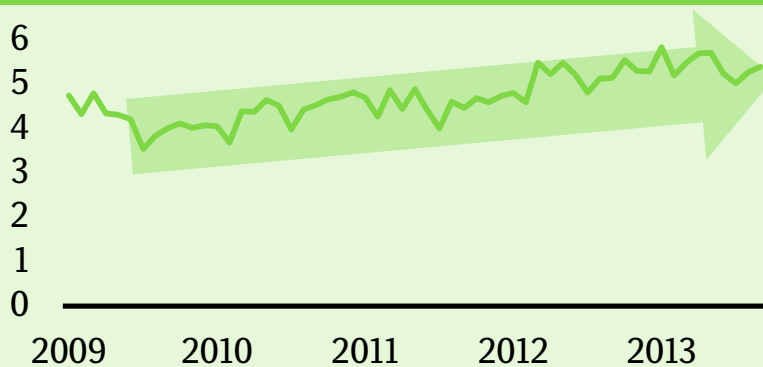
SEB

New customer interfaces

Internet bank 2.0



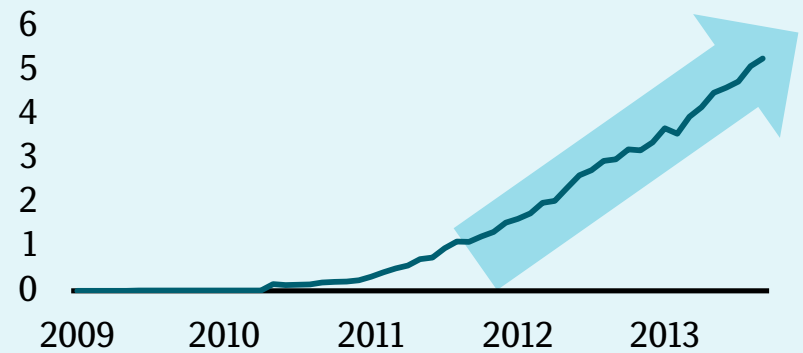
Internet bank visits (millions)



Mobile bank – Private & Corporate



Mobile bank visits – Private (millions)

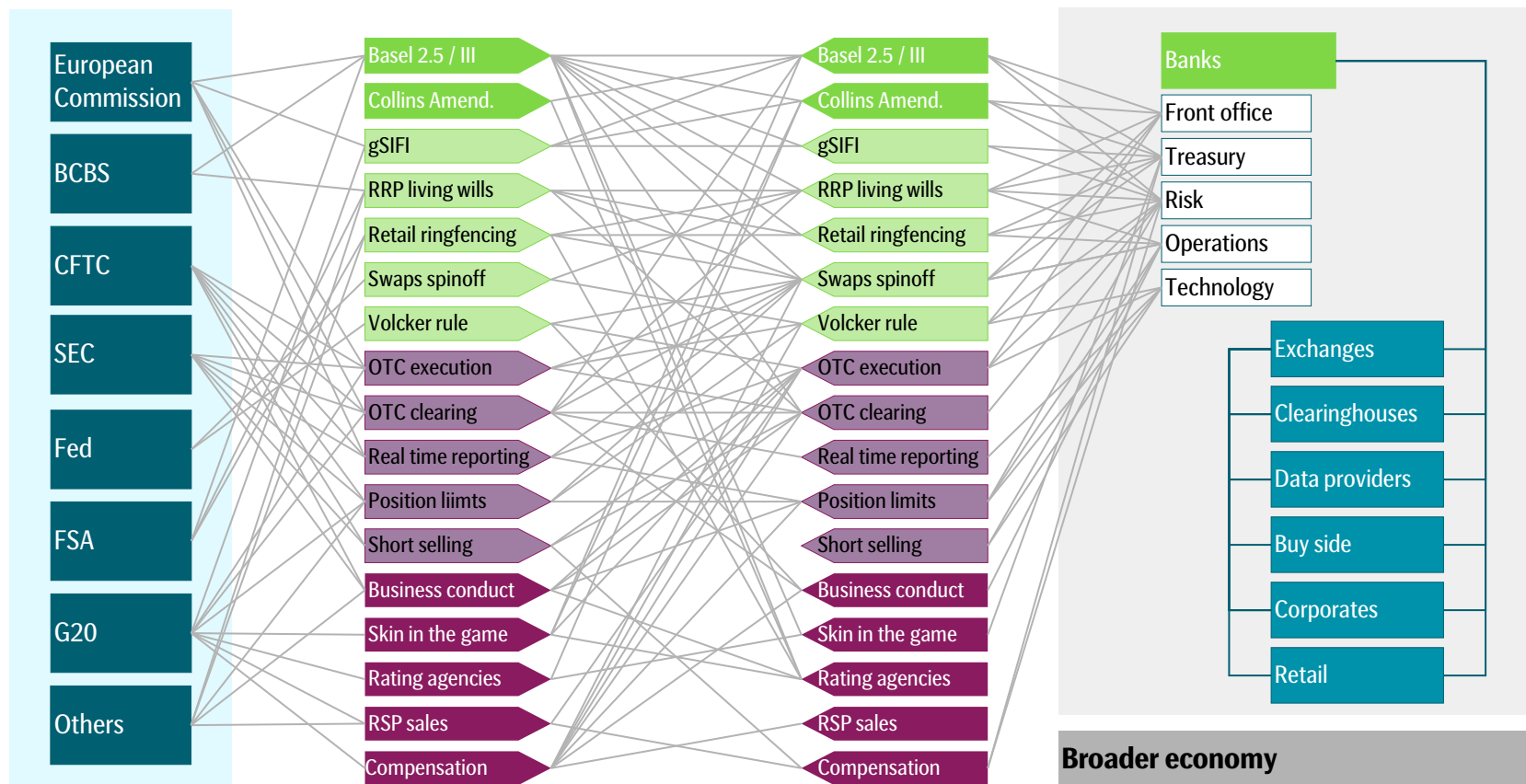


Renewed regulatory uncertainty

1. Regulators

2. Proposed regulation

3. Banks & financial system



Source: Oliver Wyman

Key financial figures

Total operations	Q3 2013	Q3 2012	Jan-Sep 2013	Jan-Sep 2012
Return on Equity, %	13.4	10.8	12.8	10.8
Common Equity Tier 1 ratio (B3), %	15.0	13.3	15.0	13.3
Cost /income ratio	0.53	0.58	0.54	0.59
Earnings per share, SEK	1.71	1.29	4.82	3.83
Credit loss level, %	0.08	0.11	0.08	0.08

Going forward

A photograph of two men in business attire (white shirts and ties) looking intently at a computer monitor in an office environment. The man on the left is leaning over the desk, while the man on the right is seated. The background is slightly blurred, showing other office desks and windows.

1 Customer satisfaction

2 Continued execution

3 A long-term financial partner