



**SEB January–September 2013  
Telephone Conference**

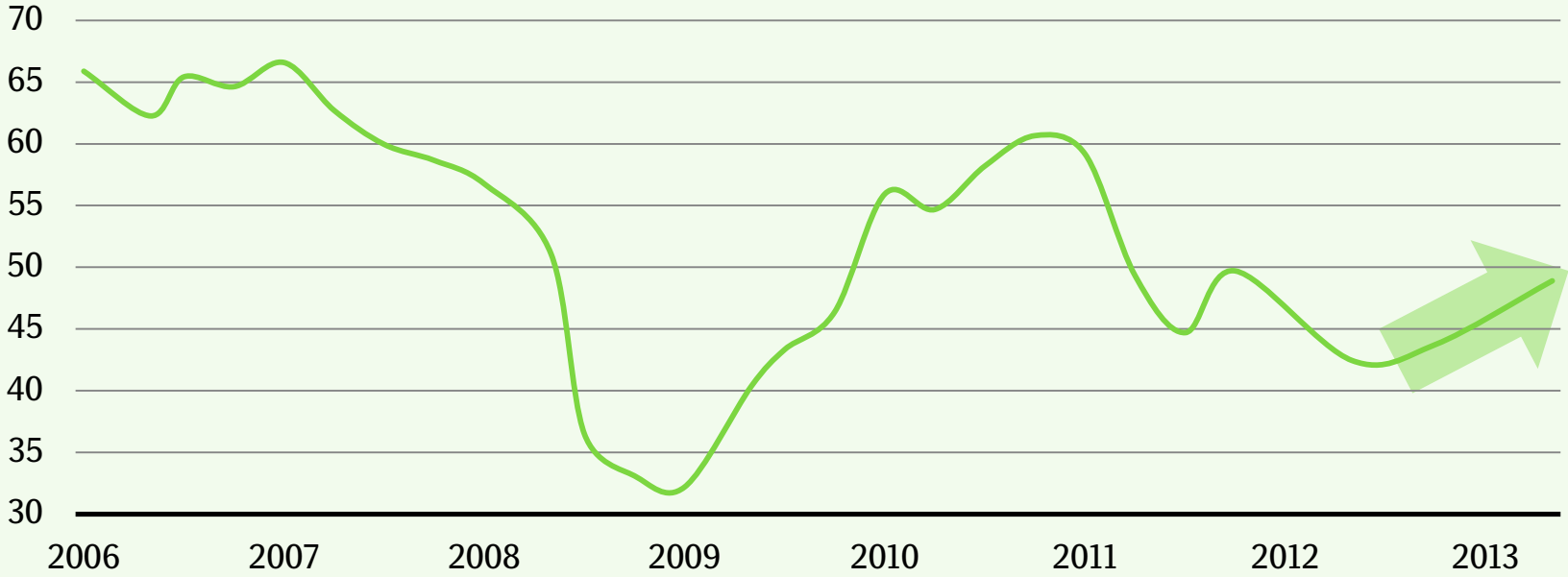
**Annika Falkengren**  
President & CEO

**SEB**

# Business conditions



## Deloitte/SEB Swedish CFO Survey



# Highlights Q3 2013

A photograph of a business meeting in a modern office. A man in a dark suit stands by a large window with blinds, looking towards a woman sitting in a blue office chair. Another woman stands by the window on the left, talking on a mobile phone. The scene is brightly lit by natural light from the window.

**1** Improved business sentiment

**2** Increased operating leverage

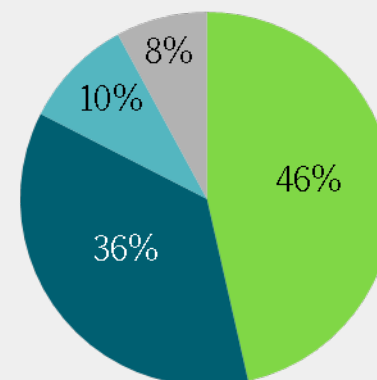
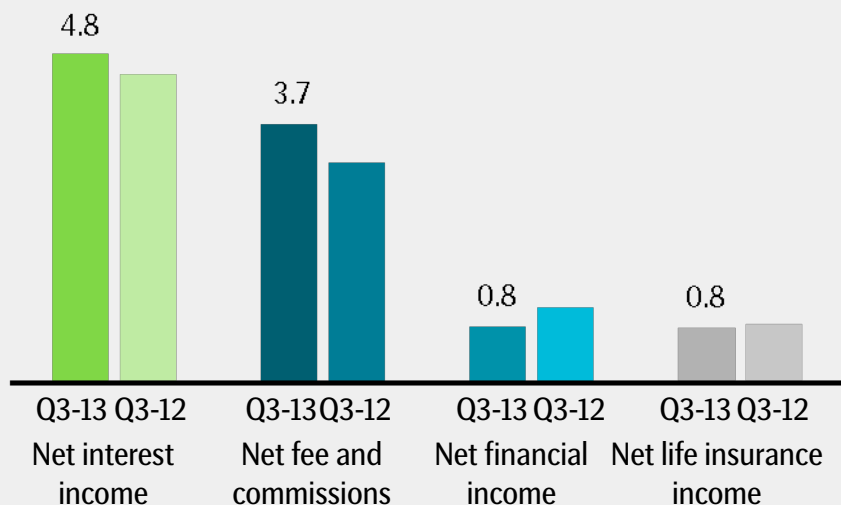
**3** Renewed regulatory uncertainty

# Financial summary

## Profit and loss (SEK m)

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

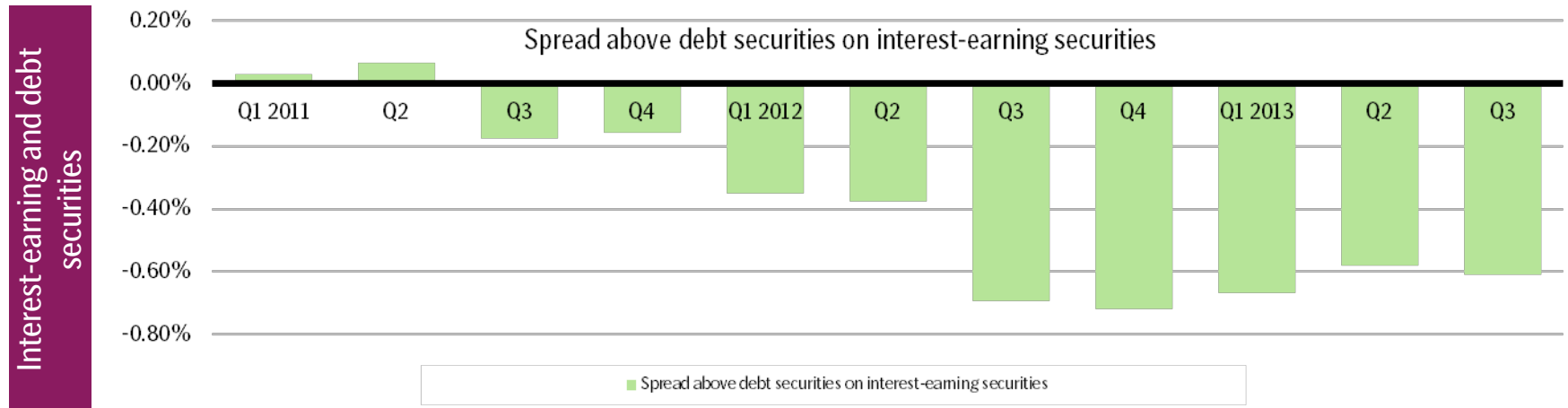
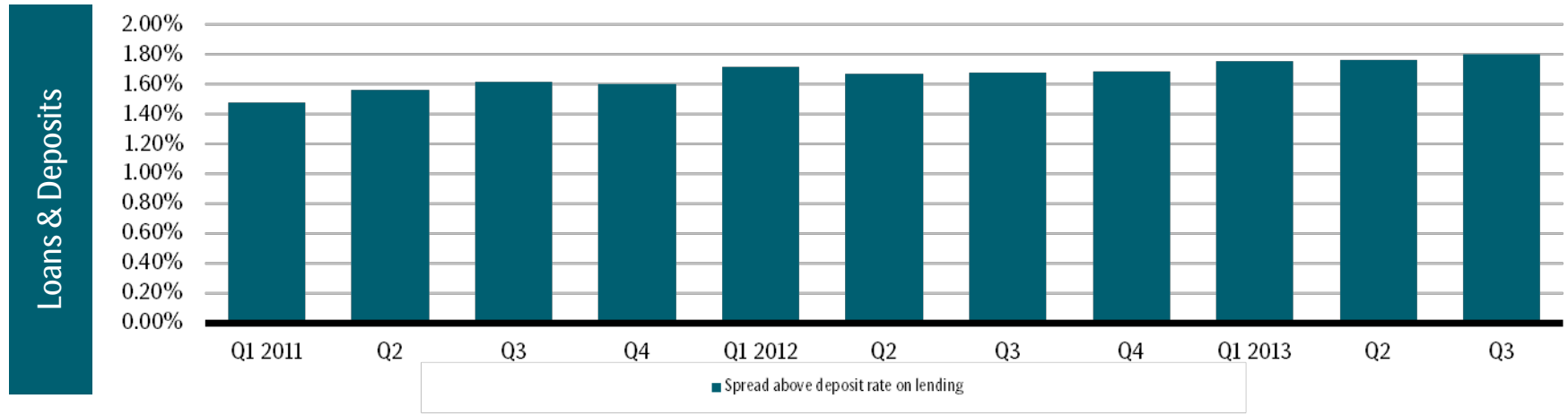
Q3-11

Q3-12

Q3-13

# NIM development

Spread above deposit rate on lending



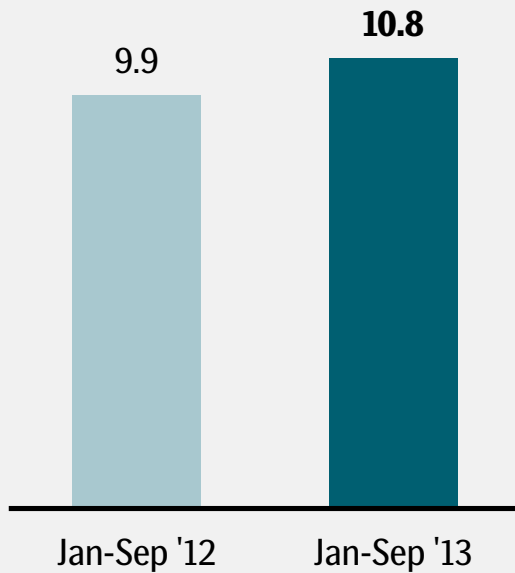
**Group NIM Q1 2011 ~1%**

**Q1 2013 ~1%**

# Net fee and commission income development

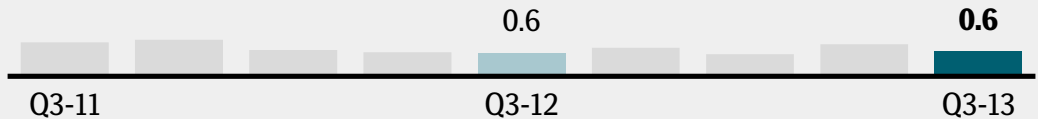
## Net fee and commissions 2012 YTD vs. 2013 YTD (SEK bn)

**+9%**

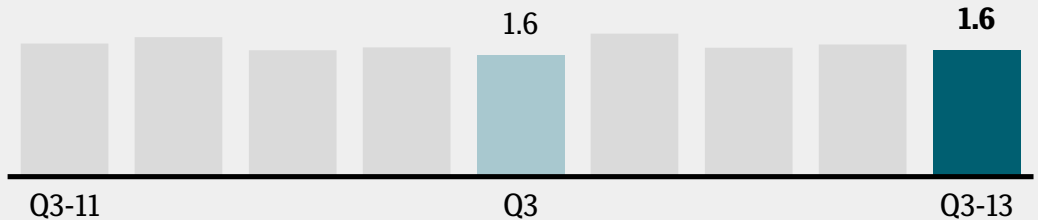


## Gross fee and commissions by income type Q3 2011 – Q3 2013 (SEK bn)

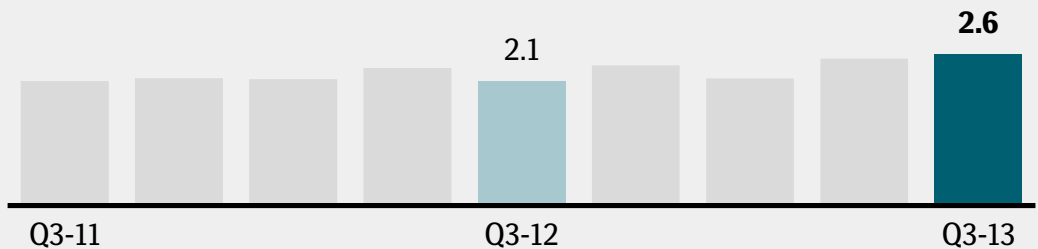
### Advisory, secondary markets and derivatives



### Custody and mutual funds

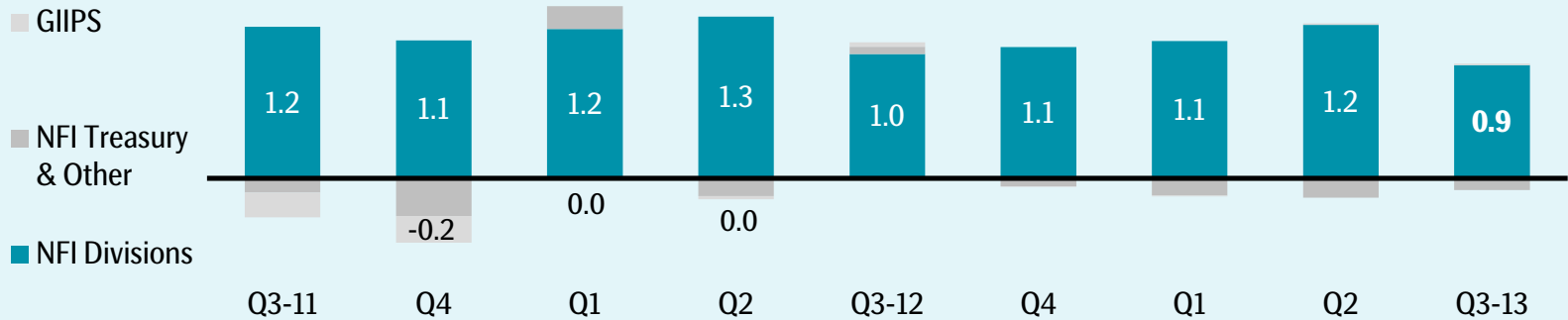


### Payments, cards, lending, deposits & guarantees

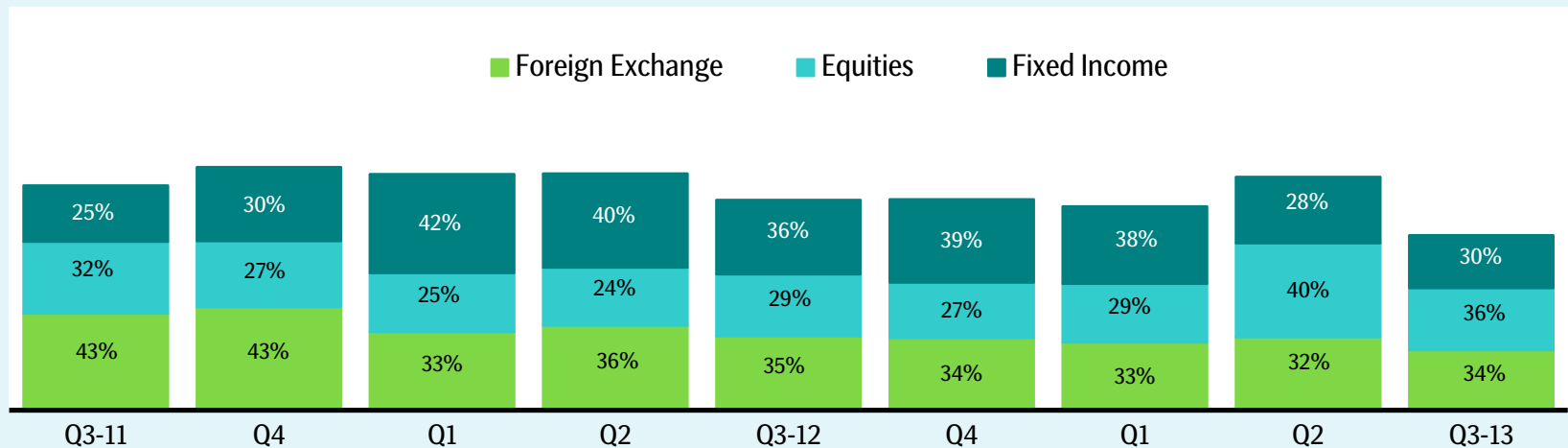


# Net financial income development

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



## Distribution of Markets income Q3 2011 – Q3 2013



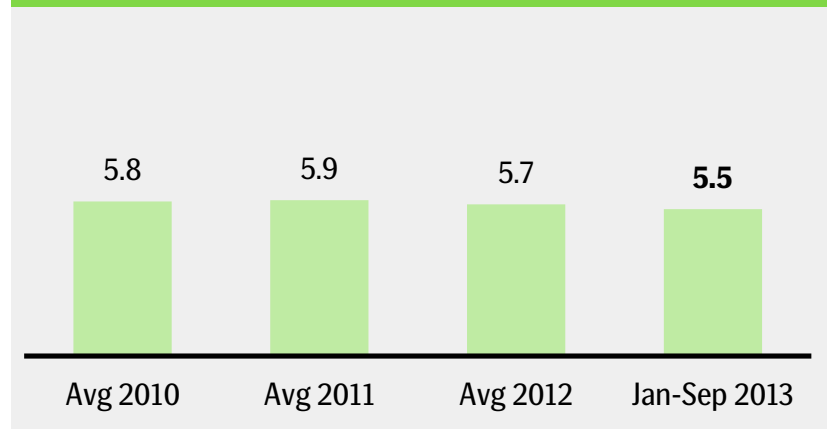


# Increased operating leverage

## Average quarterly income (SEK bn)

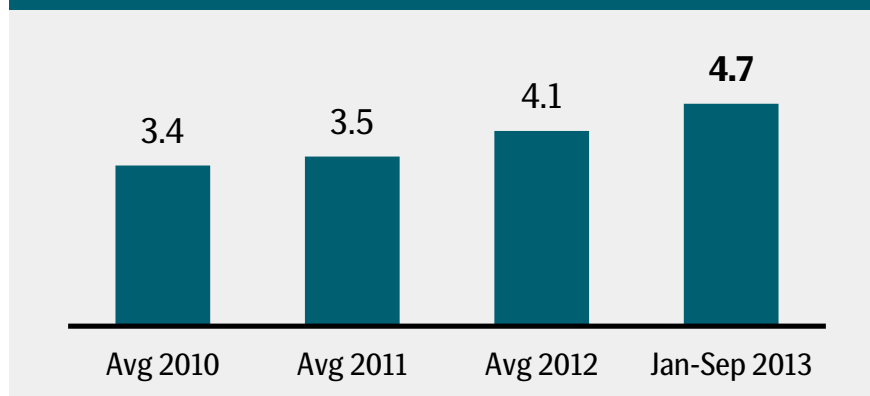


## Average quarterly expenses (SEK bn)



## Operating leverage

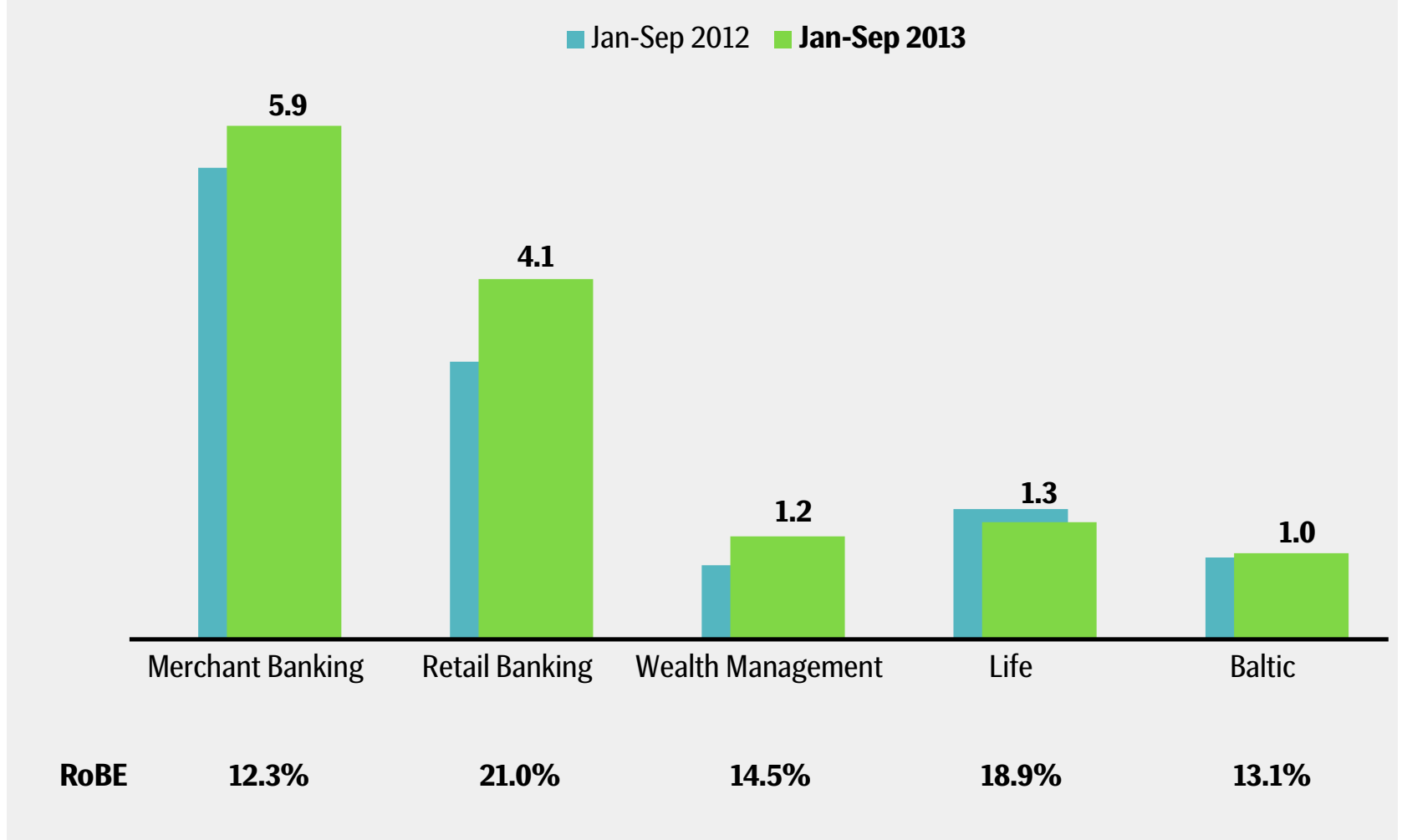
## Average quarterly pre-provision profit (SEK bn)



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)



# Strong asset quality and balance sheet

	(SEK)	2009	2012	Sep 2013
Asset quality	Non-performing loans	28.6bn	13.8bn	10.2bn
	NPL coverage ratio	65%	66%	69%
	Net credit loss level	0.92%	0.08%	0.08%
Funding and liquidity	Customer deposits	750bn	862bn	923bn
	Liquidity resources	>10%	~25%	~25%
	Liquidity coverage ratio	N.A.	113%	114%
	SEB Core Gap ratio*	106%	113%	118%
Capital	CT 1 (Basel 2.5)	11.7%	15.1%	17.4%
	CET 1 ratio (Basel 3)	N.A.	13.1%	15.0%

\* Core Gap Ratio is an SEB defined internal measure similar to the regulatory-defined NSFR but based on internal behavioural modelling. It measures the amount of more than 1 year funding in relation to more than 1 year assets.

# Key financial figures

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

# Going forward

A photograph of two men in business attire (white shirts and ties) looking at a computer monitor in an office setting. The man on the left is leaning over the monitor, and the man on the right is sitting at the desk. The background shows a bright office with large windows and other people working.

**1** Customer satisfaction

**2** Continued execution

**3** A long-term financial partner