



SEB January-March 2012

Investor Presentation

Key figures and features

SEB Group

Key Figures	Q1 2012	2011	2010	2009
Return on Equity, % ¹⁾	10.6	11.9	8.9	3.3
Return on RWA, %	1.27	1.39	0.83	0.13
Cost /income ratio, % ¹⁾	59	61	65	60
Core Tier I capital ratio, % ²⁾	13.9	13.7	12.2	11.7
Tier I capital ratio, % ²⁾	16.0	15.9	14.2	13.9
Net credit loss level, % ³⁾	0.06	-0.08	0.15	0.92
Net level of impaired loans, %	0.36	0.39	0.63	0.76
NPL coverage ratio, % ⁴⁾	64	64	66	65
NPL / Lending, %	1.3	1.4	1.8	1.9

1) Excluding discontinued operations

2) Without transitional floor. Basel 2.5 for 2011 and 2012.

3) Net aggregate of write-offs, write-backs and provisioning

4) NPLs = Non Performing Loans (impaired loans + loans >60 days past due)

Key Features

- ✓ SEB's core markets proven to be among the economically most stable in Europe
- ✓ Double-digit increase 2011 vs. 2010 in Operating Profits before and after credit losses
- ✓ Core Tier 1 capital ratio at 13.9% ²⁾
- ✓ Basel III Core Tier 1 ratio at 12.7%
- ✓ Strong asset quality
- ✓ Volume growth in lower risk business areas
- ✓ Strategic funding and liquidity buffer situation
- ✓ A diversified and liquid balance sheet

Market franchise

March 2012



Large Corporate and Institutional business *

- The leading Nordic franchise in Trading and Capital Markets activities, Equities, Corporate and Investment banking
- No. 2 asset manager with approx. SEK 1,317bn under management in the Nordic region
- No. 1 Nordic custodian with approx. SEK 4,982bn under custody

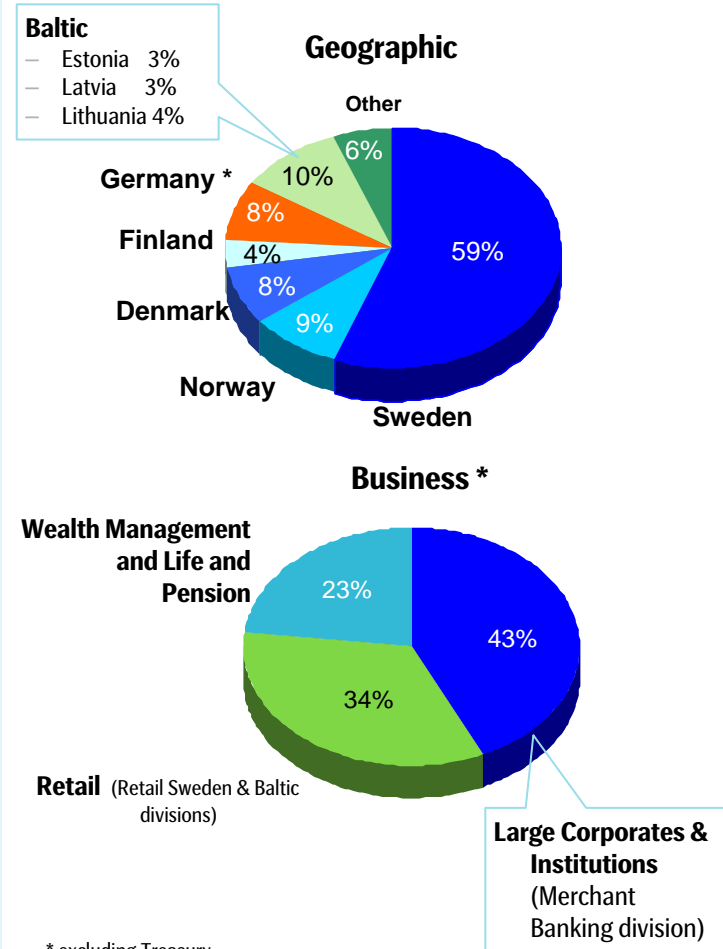
Private Individuals *

- The largest Swedish Private Bank in terms of Assets Under Management
- No. 2 in the Swedish total household savings market with approx. 12% market share
- No. 1 in unit-linked life business with approx. 20% of the Swedish market and approx 12% of the total unit-linked and trad life and pension business in Sweden
- No. 4 in Swedish household mortgage lending with a market share of approx. 15%

* latest available 2011 and 2012 data

Total operating income

March 2012



Content

**Strategic focus and franchise
Economic environment**

Financial update

Asset Quality

Balance sheet, funding and liquidity

Strategic focus and franchise

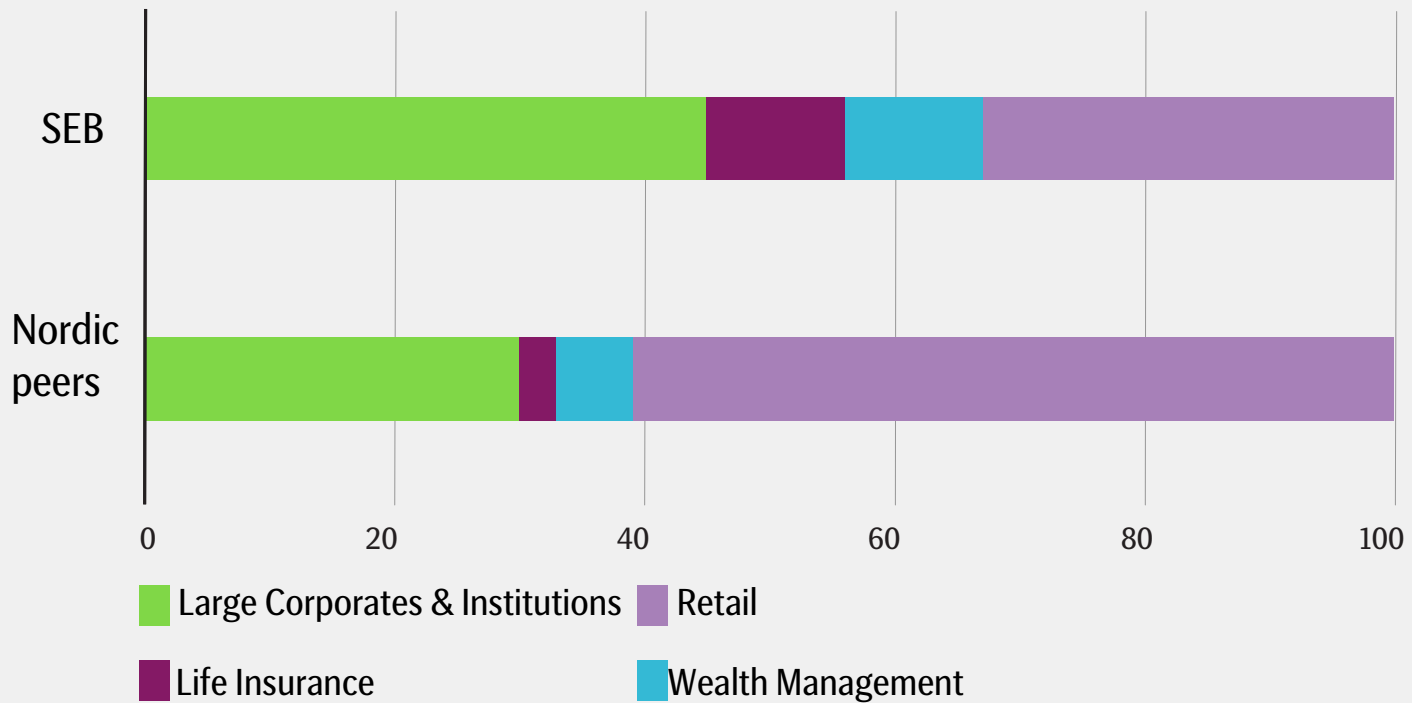
Economic environment

The Relationship bank

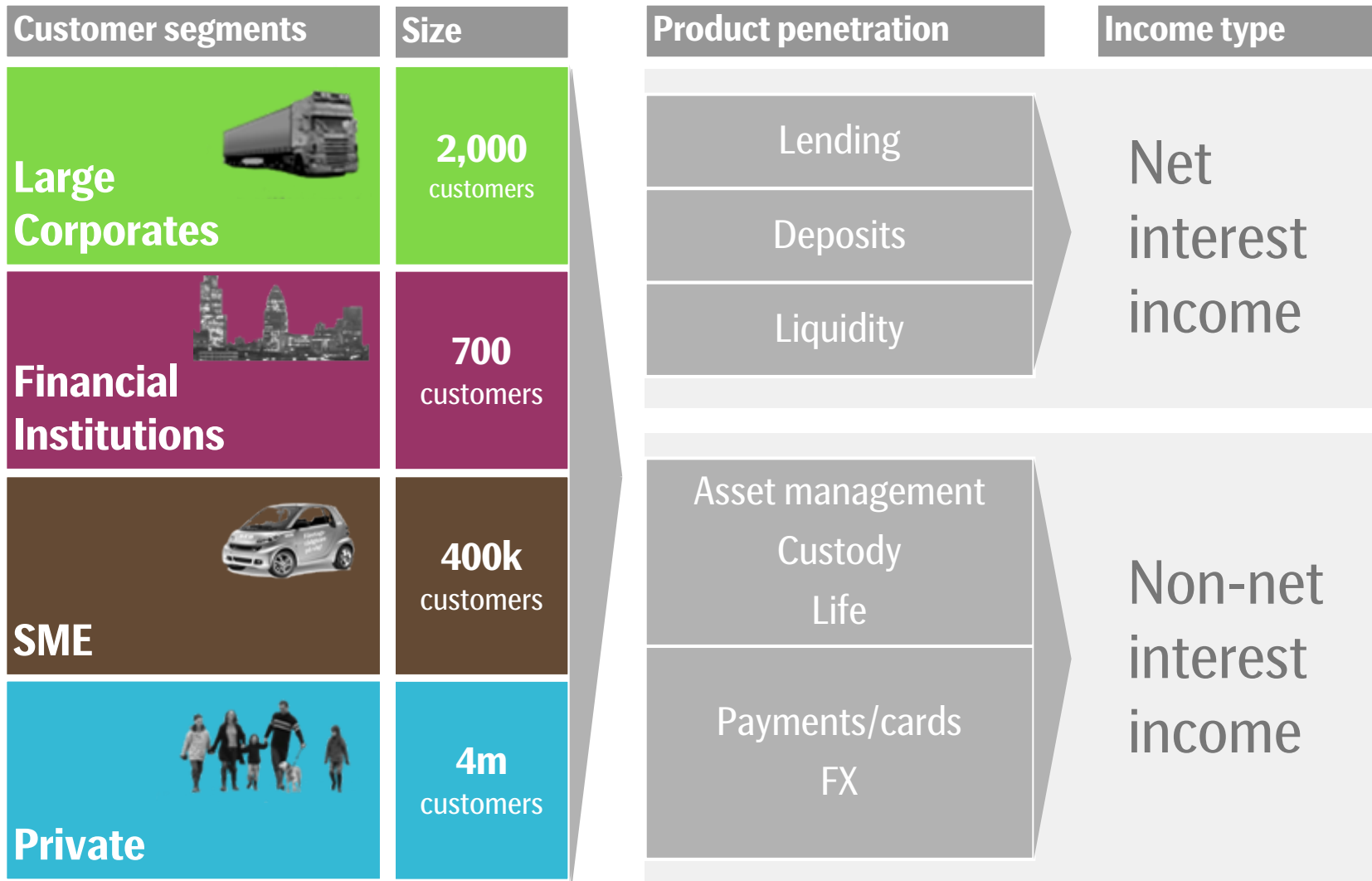


The most diversified income base in a Nordic context

Share of income 2011, per cent



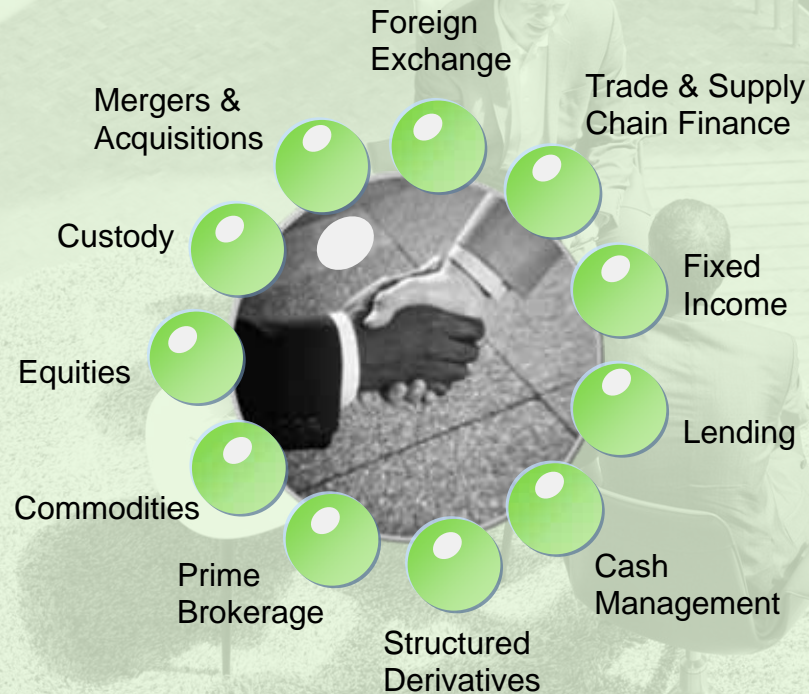
SEB's DNA



Wholesale franchise

We work close to our customers

Leading product offering



Corporate portfolio (SEK bn)



Assets under custody (SEK bn)



Customer segments in Merchant Banking

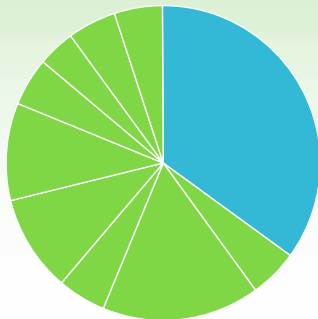
Large Corporates



~65% of total revenues

Income distribution

Product income



Relationship lending

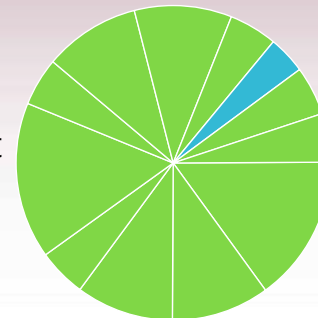
Financial Institutions



~35% of total revenues

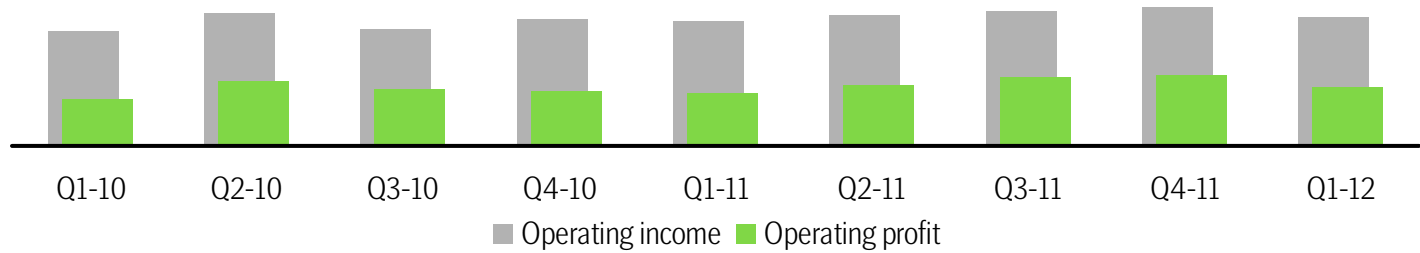
Income distribution

Product income



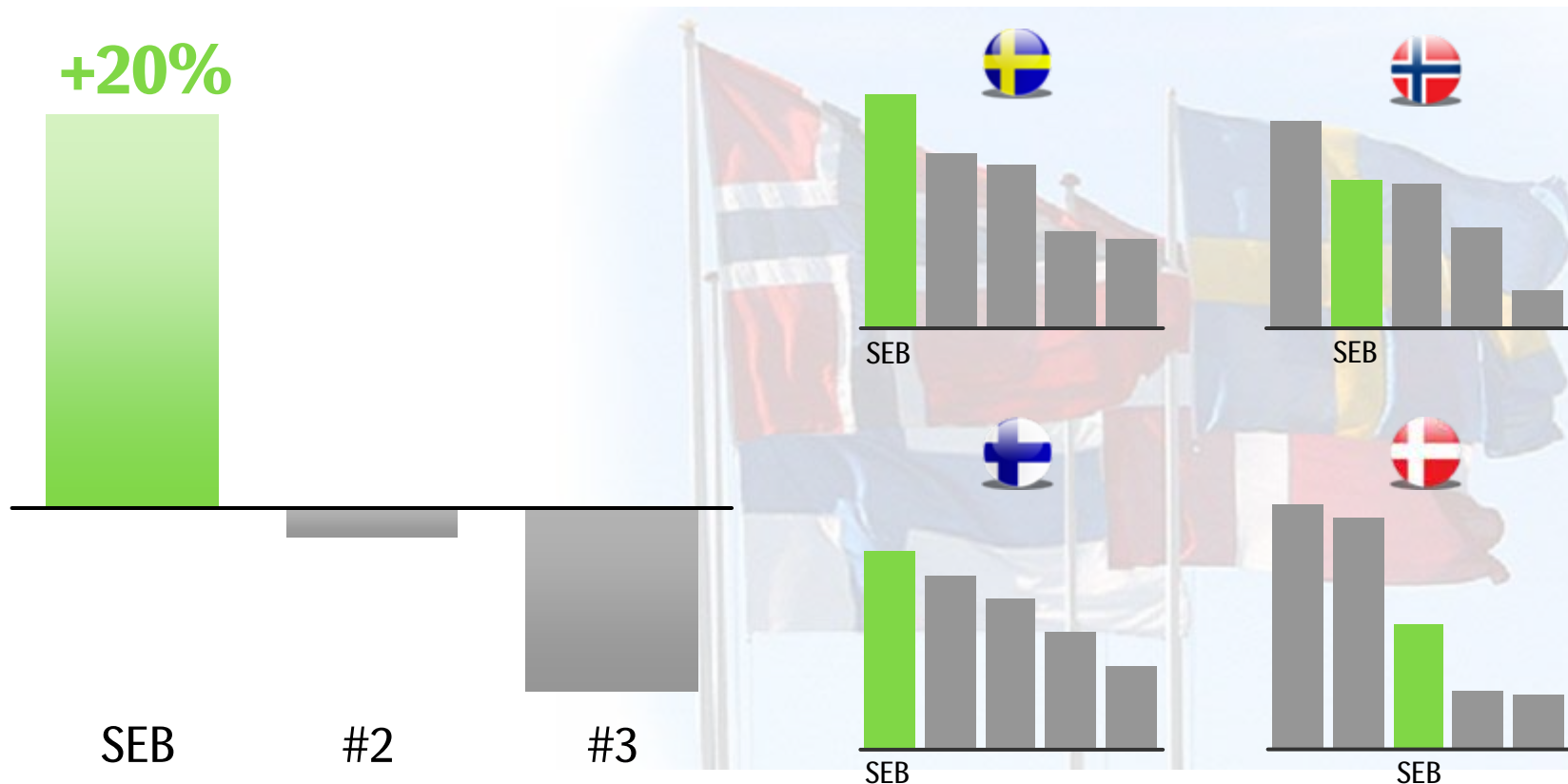
Relationship lending

MB's income development



For the first time SEB named Best Bank for Large Corporates and Institutions in the Nordics 2011

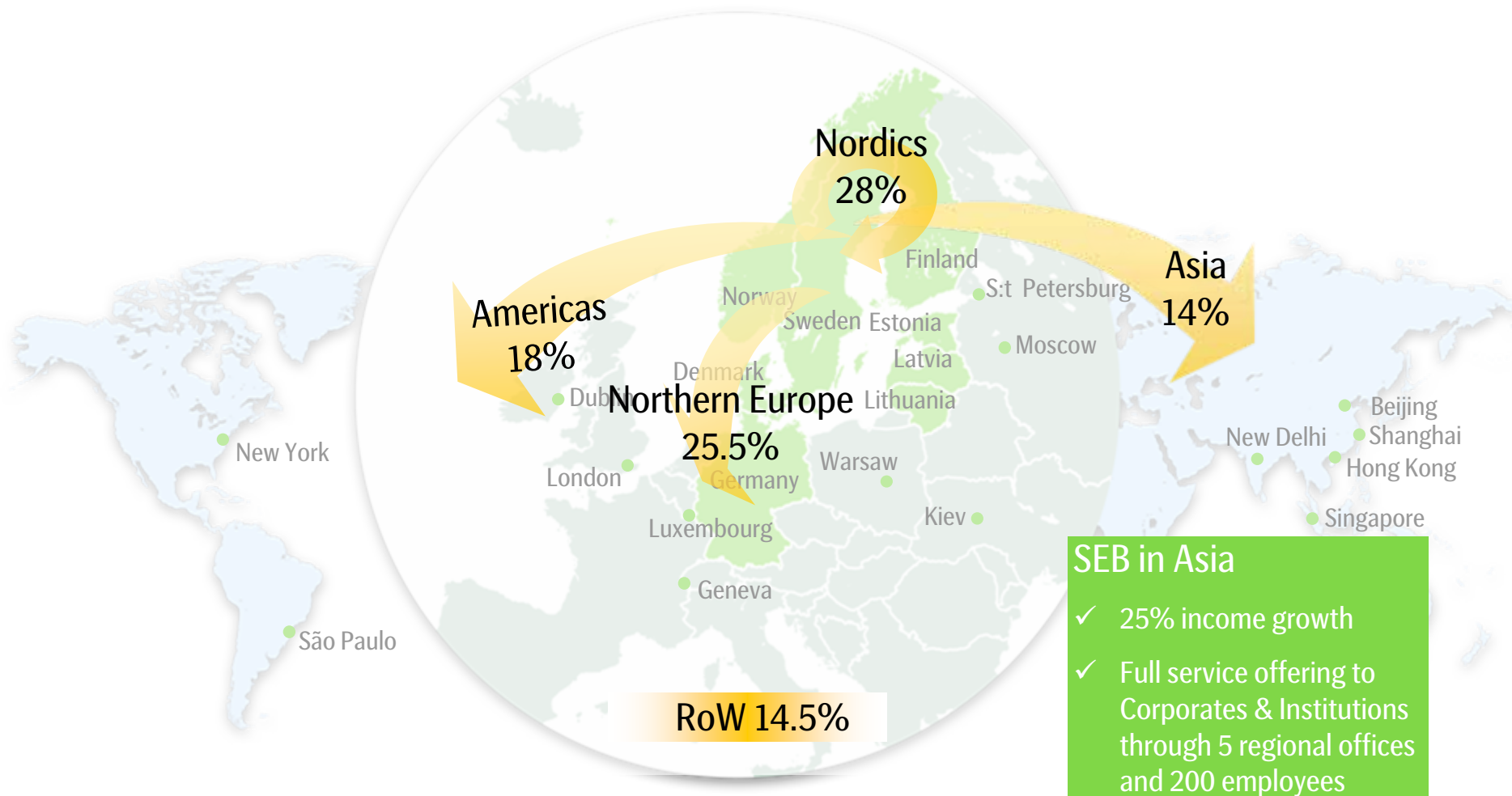
Voice of the customer: SEB is the **#1 wholesale bank** in the Nordics



Note: Net change between 2010 and 2011 (left-hand graph). Country scores 2011 (right-hand graph)
The result is based on 62 surveys across the Nordics. Source: Prospera Large Corporates & Institutions Surveys 2011

A Nordic bank with global reach

Following in our customers' footprint

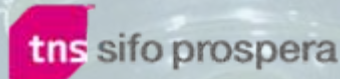


Note: Sales of 120 largest listed Swedish corporates
Source: Annual reports

Well recognised market position



*Best financial advisor
in the Nordics*



*The Nordic region's leading
investment bank*

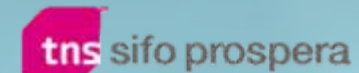


The Banker 2011
*Bank of the Year in
Sweden, Estonia and Latvia*



*Leading private bank in
Sweden, Finland, Latvia and
Lithuania*

*The Nordic region's leading
card provider in the corporate
segment*



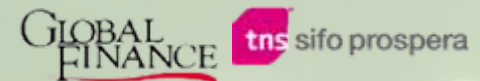
*The Nordic region's leading
equity trader*



*The Baltic region's most
respected and second
largest bank*



*Best M&A- and Cash
management House in the
Nordics and Baltics*



*Top ranking FX for the
Nordic region*

Retail & SME franchise

Simplicity and accessibility

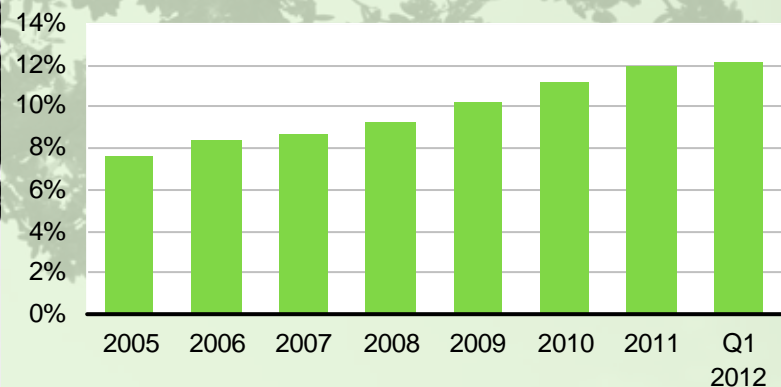
Availability



Offerings



SME market share



Retail deposits, (SEK bn)



Continued successful execution in other segments

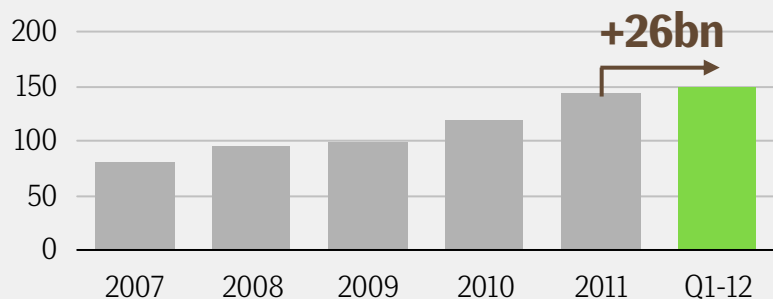
SMEs in Sweden



New SME
customers

+16,400

Loan and commitments (SEK bn)



Market share

Q1 2011

11.5%



Q1 2012

12.2%

Private individuals



New full-service
customers

+70,400

**Holistic
savings
offering
examples**



8,500 ISK accounts



0% fee index fund
launch this summer

**Customer
interaction
example**

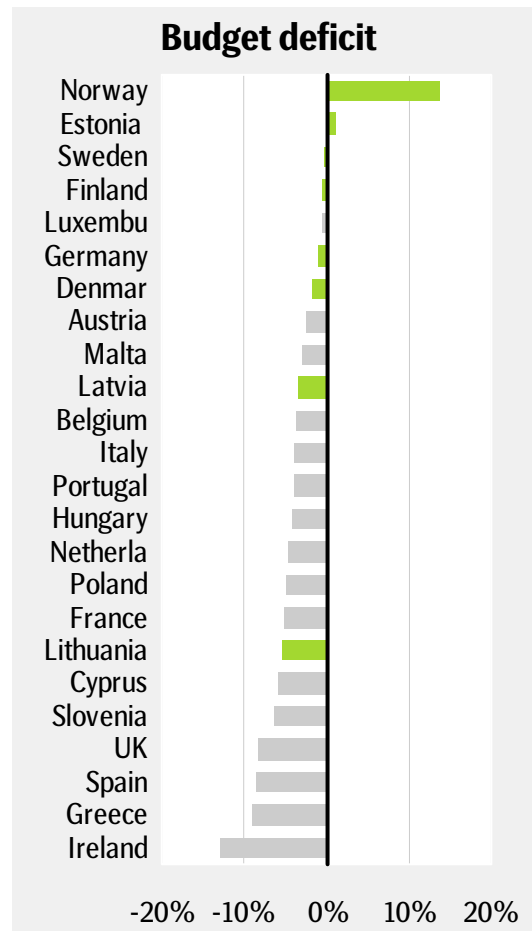
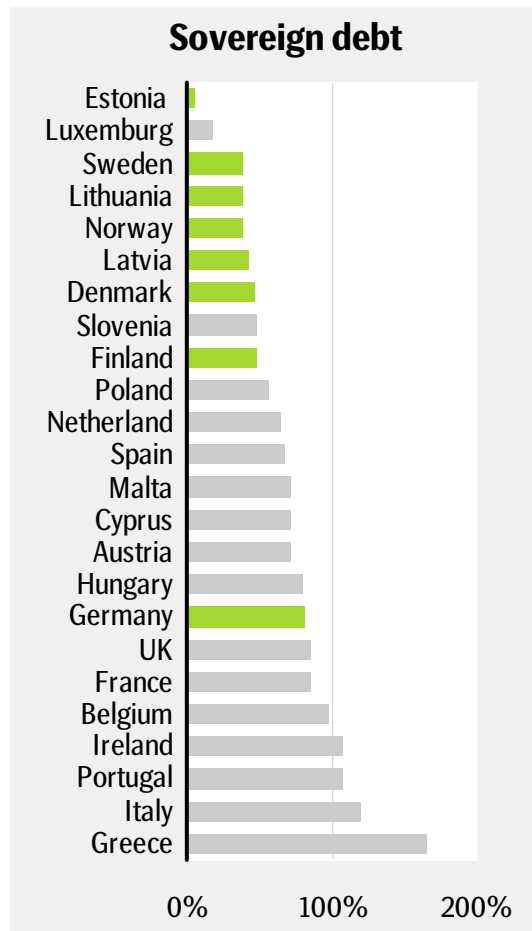


4x
mobile banking
customer visits

Note: Comparison year-on-year; change in full-service customers in Sweden and Baltics

SEB's Core Markets enjoy strong sovereign finances

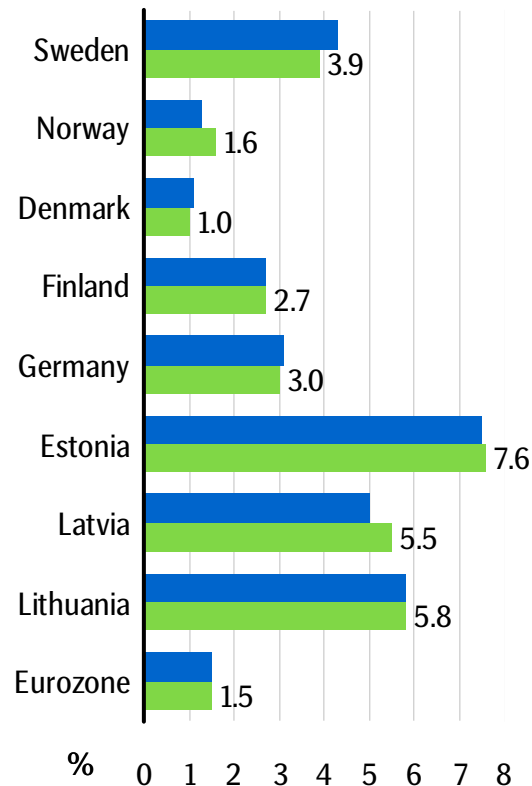
% of GDP



Source: Datastream

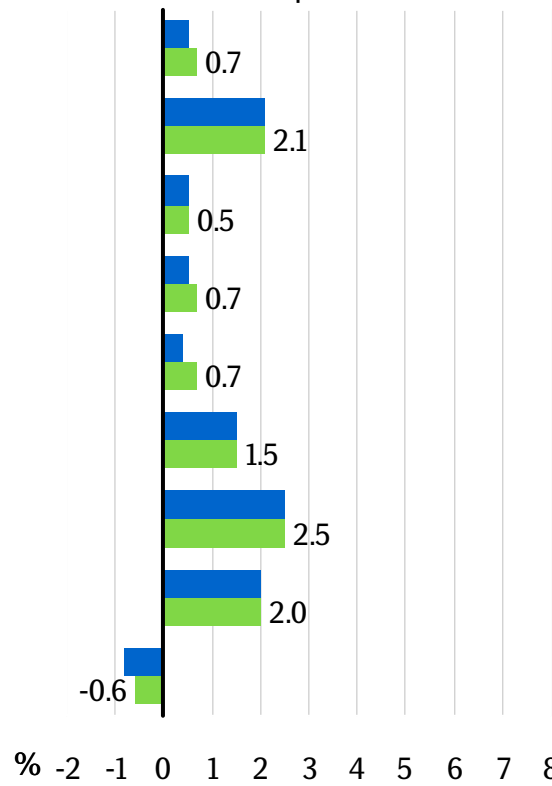
Positive macro-economic development in Core Markets

GDP Forecast for 2011

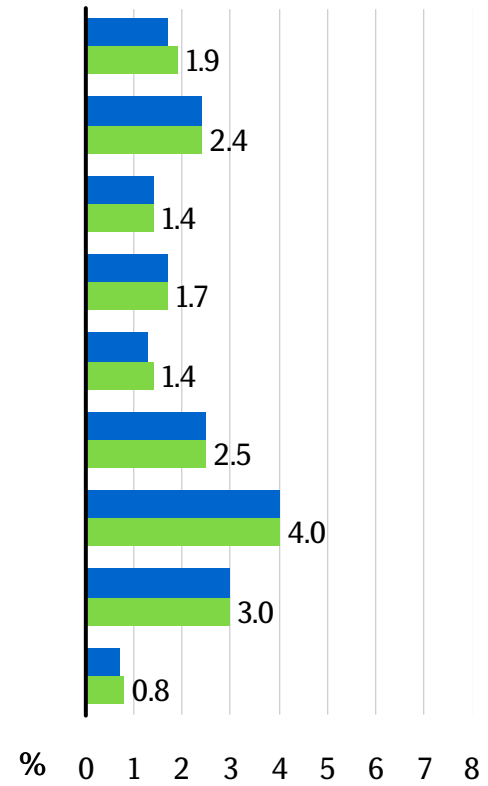


GDP Forecast for 2012

■ In Feb 2012
■ In Apr 2012



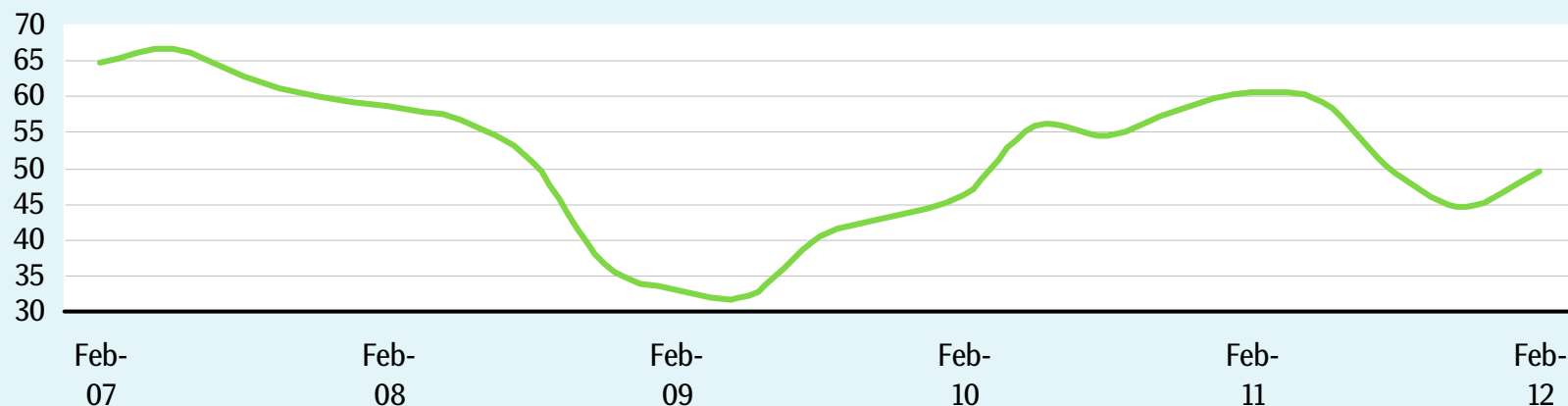
GDP Forecast for 2013



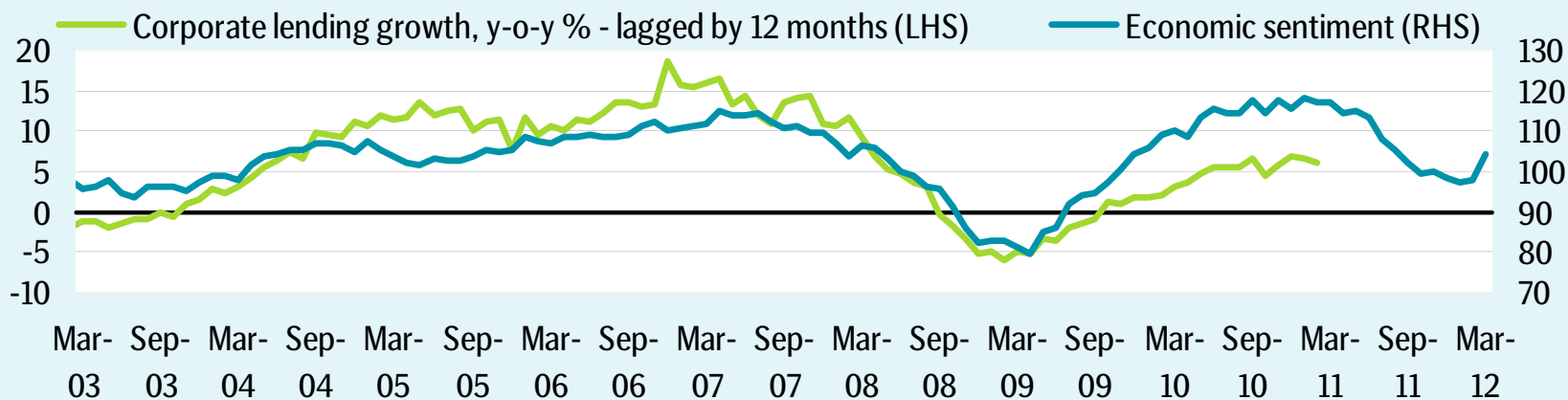
Source: SEB Economic Research

Economic sentiment relatively firm

The Deloitte/SEB Swedish CFO Survey 2007-2012 "Business Climate"



Swedish corporate lending growth vs. economic sentiment



Source: Datastream, SEB Enskilda

Financial update

Highlights Q1 2012

1 Solid growth of customer business

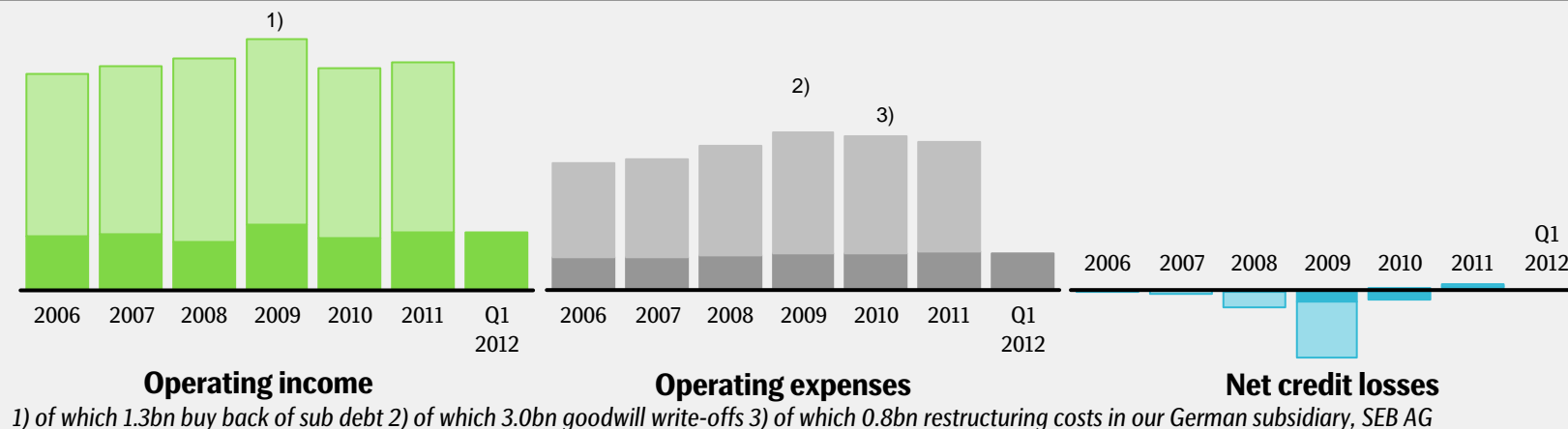
2 Continued strong asset quality

3 Cost efficiency

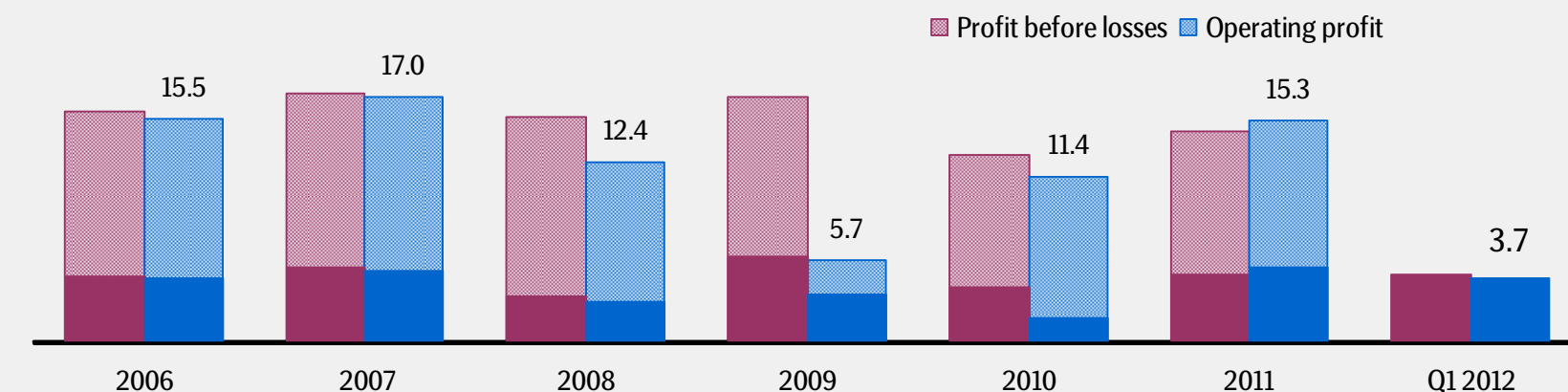


Profit generating throughout the financial downturn

Income, expenses and net credit losses (SEK bn)



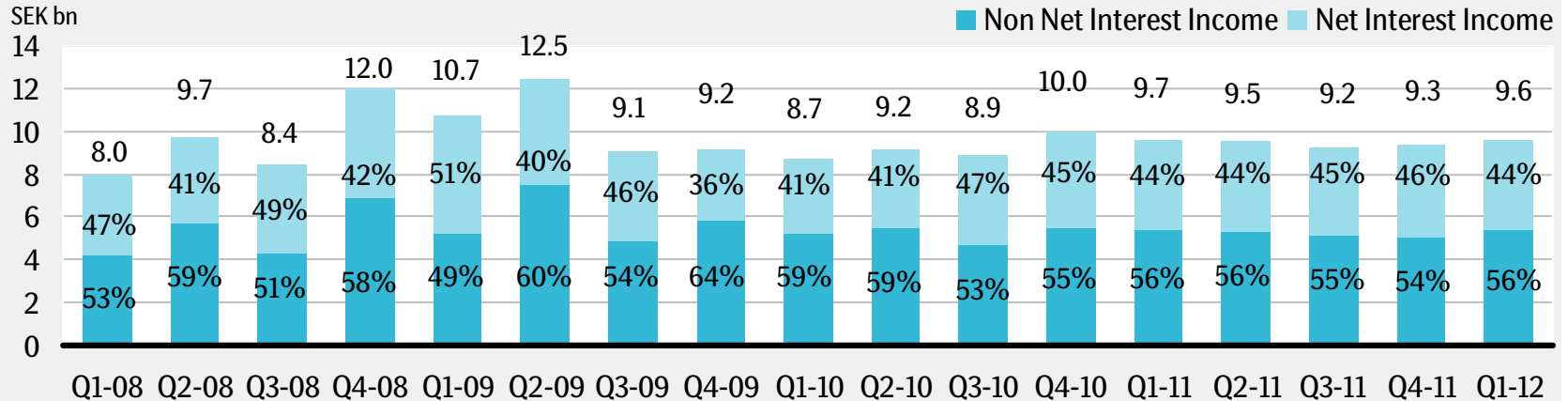
Operating profit (SEK bn)



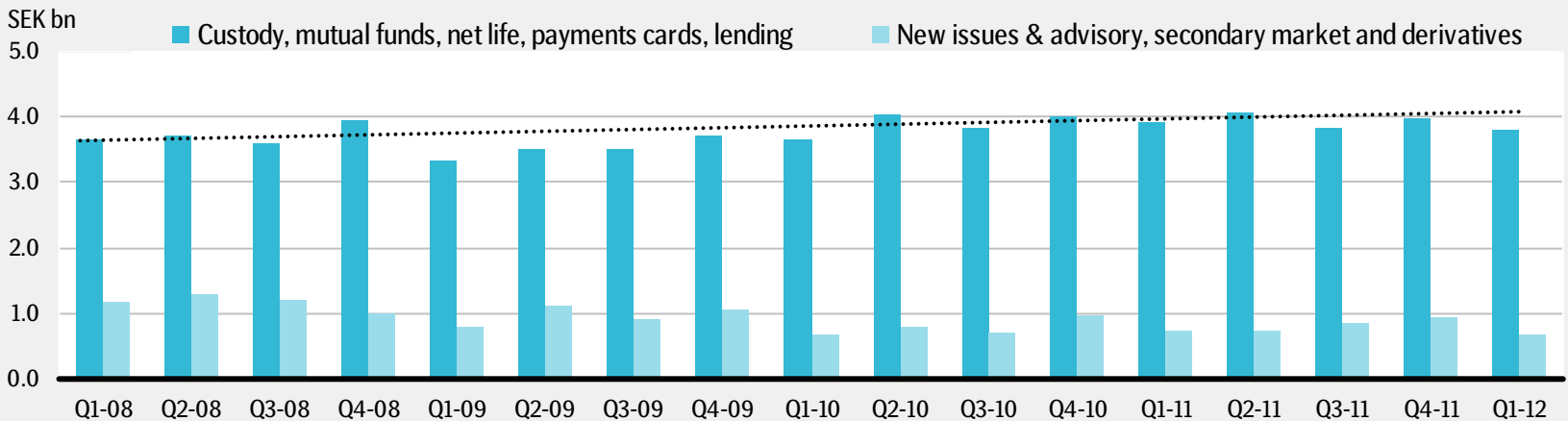
All years excl. Retail Germany

Stable and diversified revenue streams

Total operating income split between Non-NII and NII



Underlying market shares render stable and growing commission and net life income



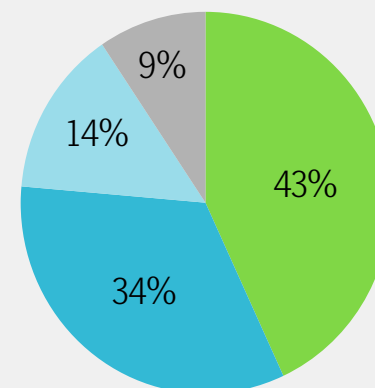
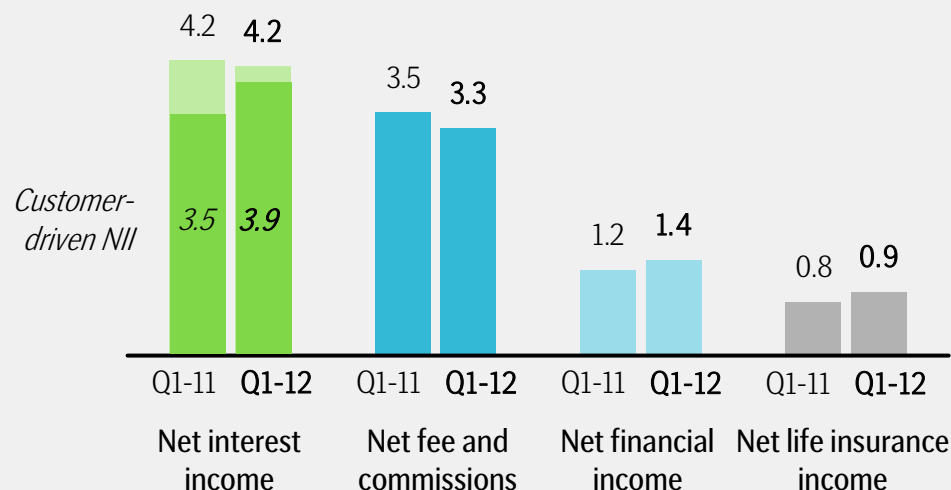
Gross commission development

Income statement Q1 2012

Profit and loss (SEK bn)

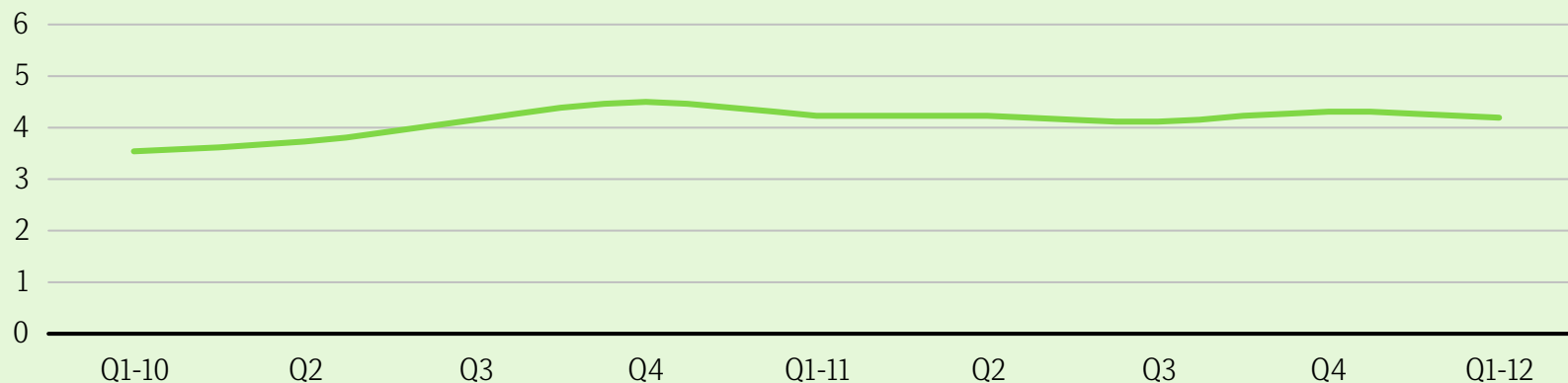
	Q1-12	Q4-11	%	Q1-11	%
Total Operating income	9,589	9,334	3	9,644	-1
Total Operating expenses	-5,676	-5,928	-4	-5,806	-2
Profit before credit losses	3,913	3,406	15	3,838	2
Net credit losses etc.	-204	-241		433	
Operating profit	3,709	3,165	17	4,271	-13

Operating income by type, Q1 11 vs. Q1 12 (SEK bn)

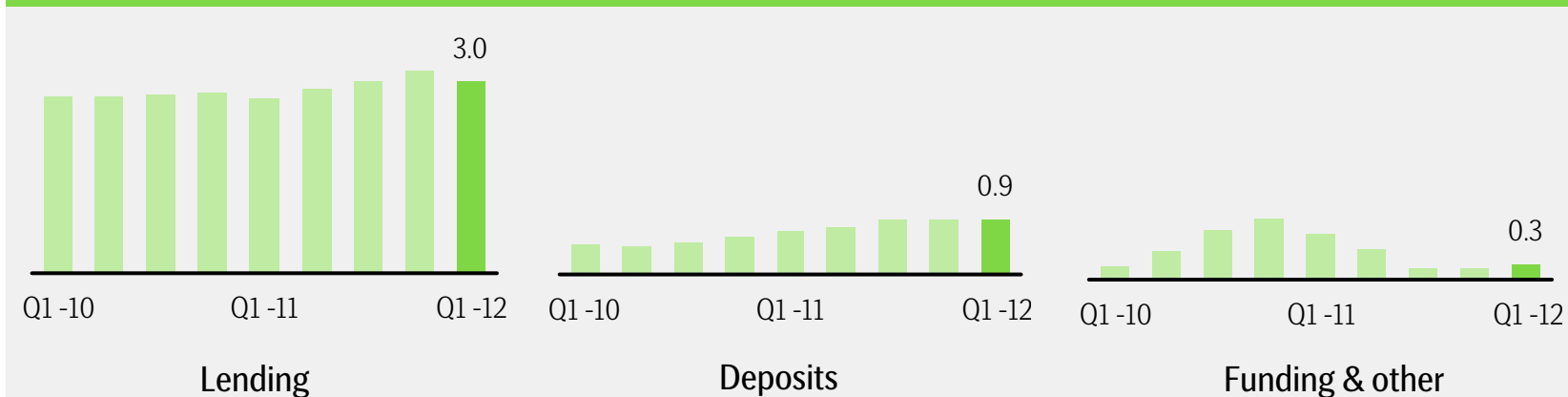


Net interest income development

Net interest income Q1 2010 – Q1 2012 (SEK bn)

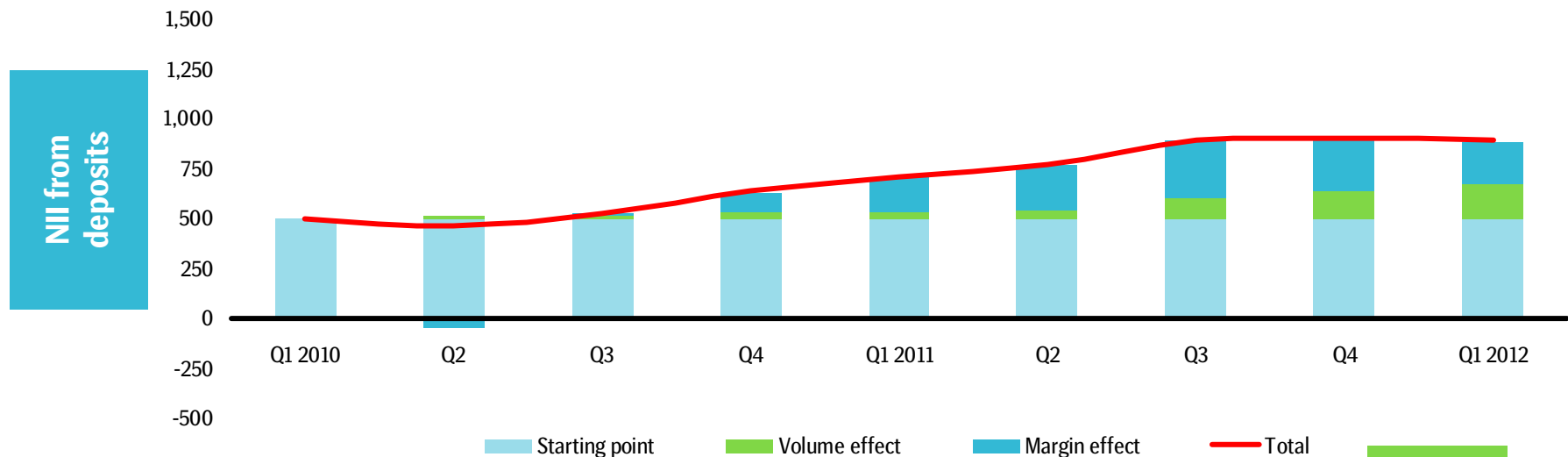
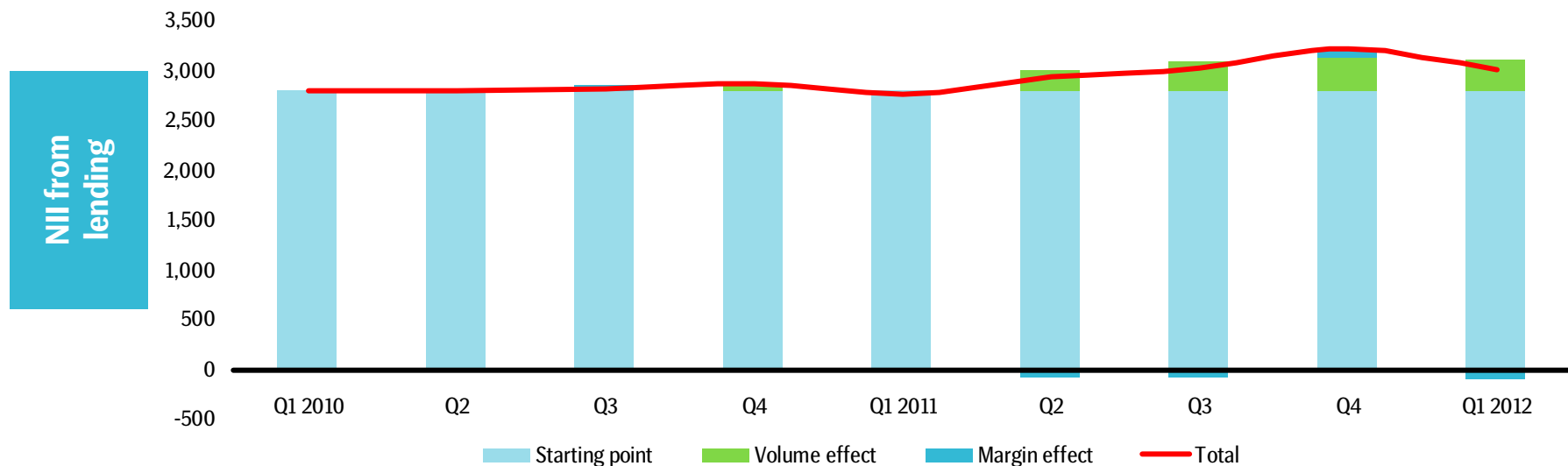


Net interest income by income type Q1 2010 – Q1 2012 (SEK bn, gross)



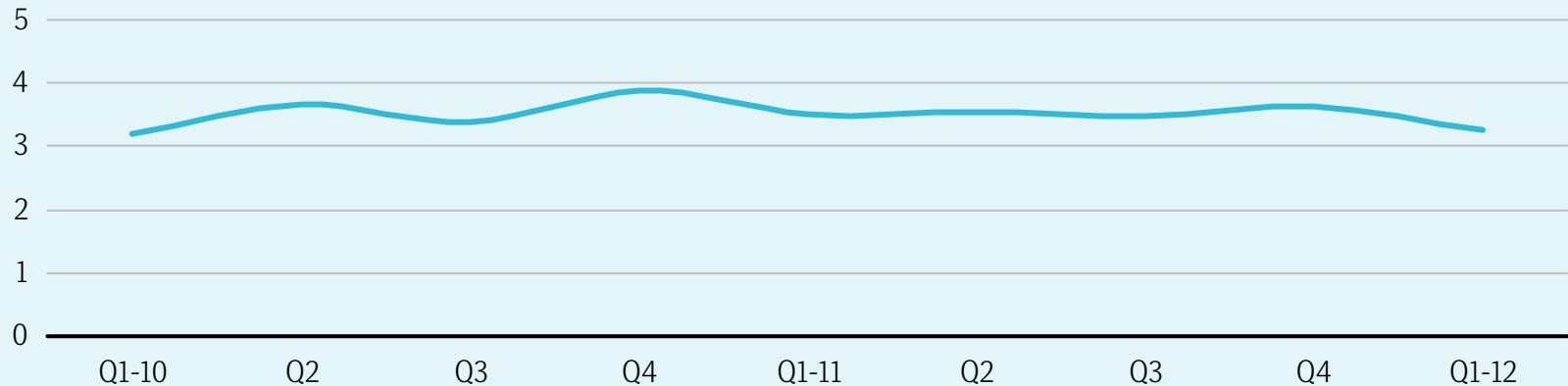
NII customer driven specification

SEB Group, cumulative changes from Q1 2010, SEK m

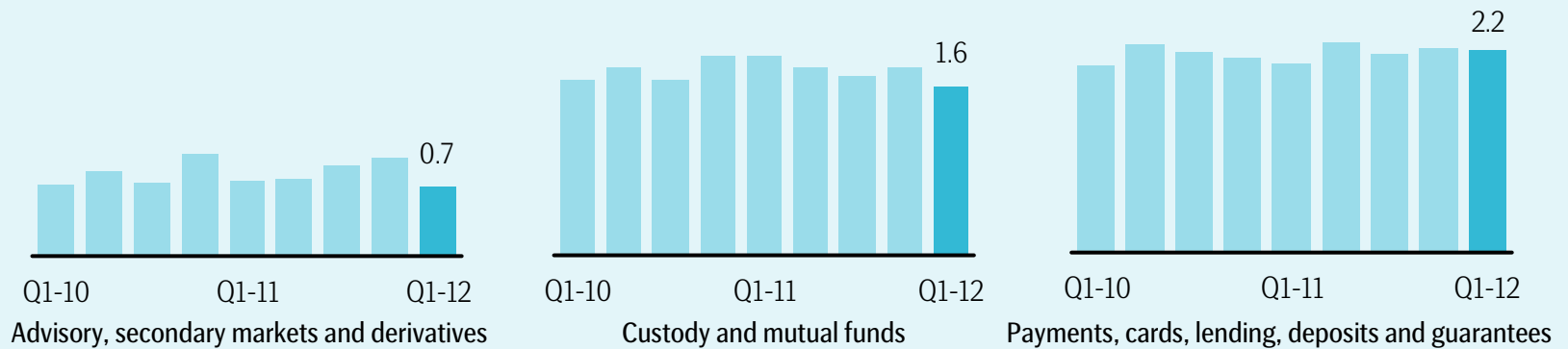


Net fee and commission income development

Net fee and commissions Q1 2010 – Q1 2012 (SEK bn)

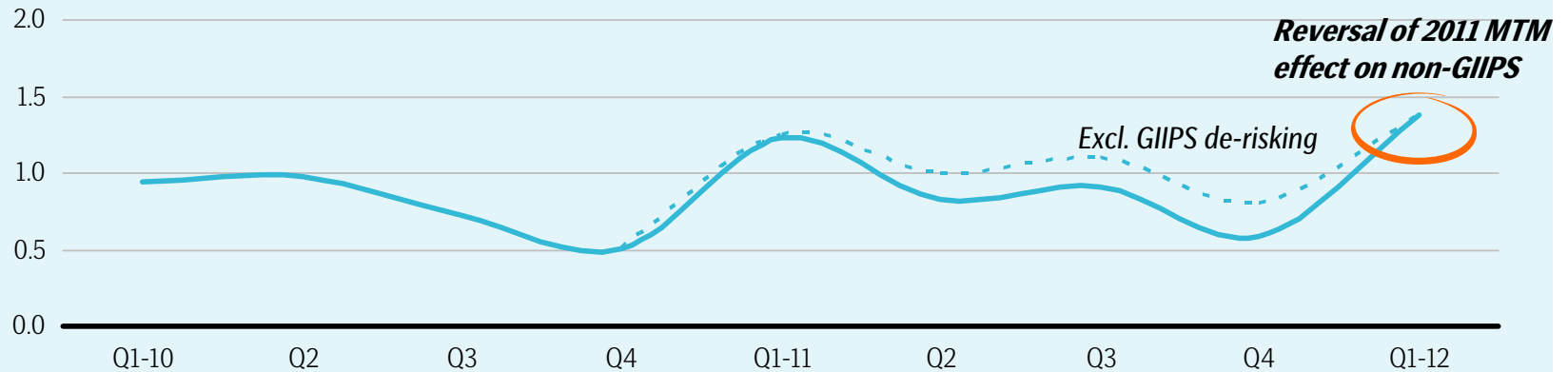


Gross fee and commissions by income type Q1 2010 – Q1 2012 (SEK bn)

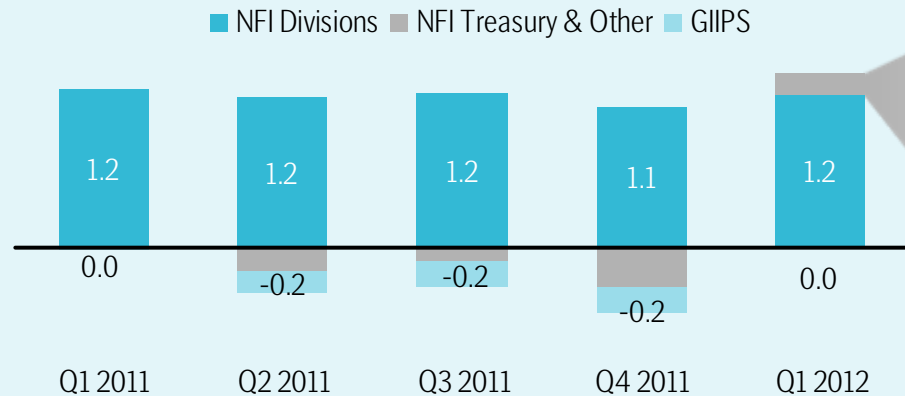


Net financial income development

Net financial income Q1 2010 – Q1 2012 (SEK bn)



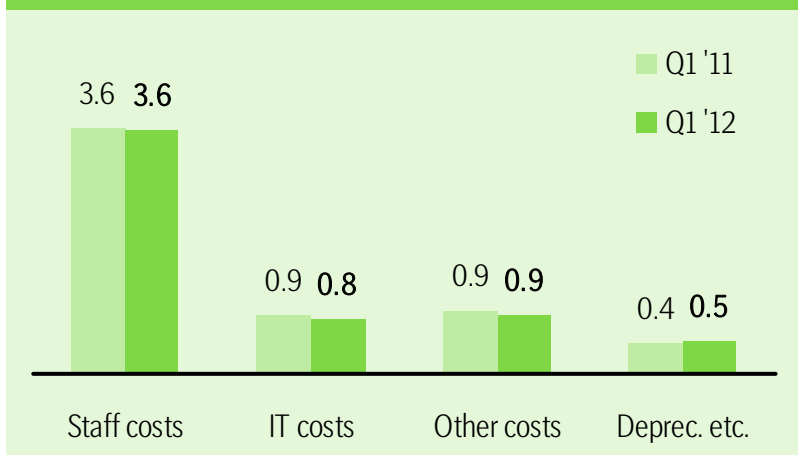
Net financial income development (SEK bn)



- Investment of excess liquidity in a SEK 80bn market valued portfolio
- Highest quality sovereign and covered bonds with full central bank eligibility

Operating expenses development

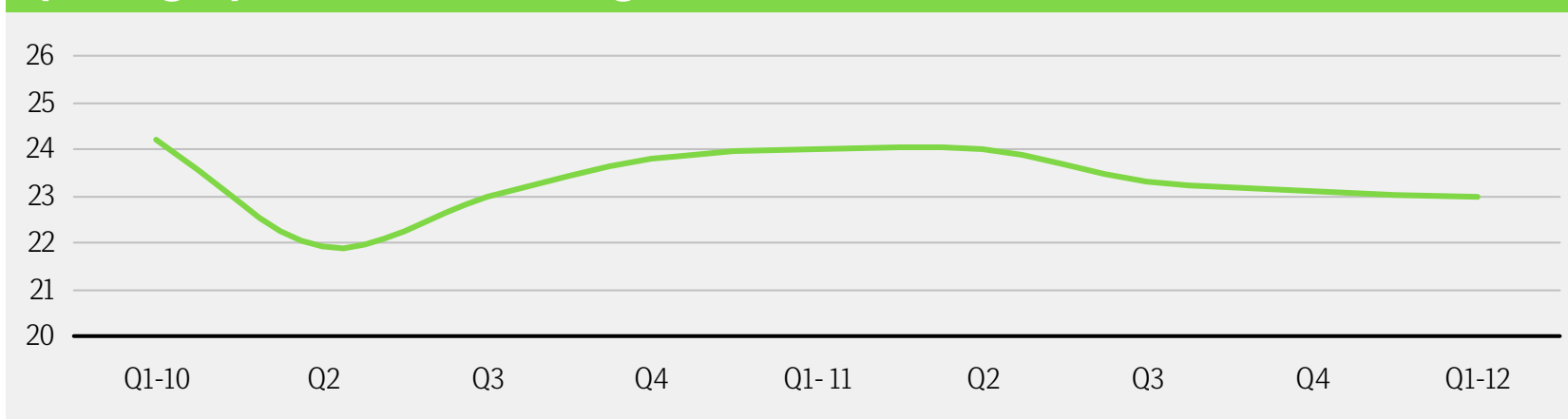
Cost by type (SEK bn)



Cost cap (SEK bn)



Operating expense trend, 12m rolling (SEK bn)

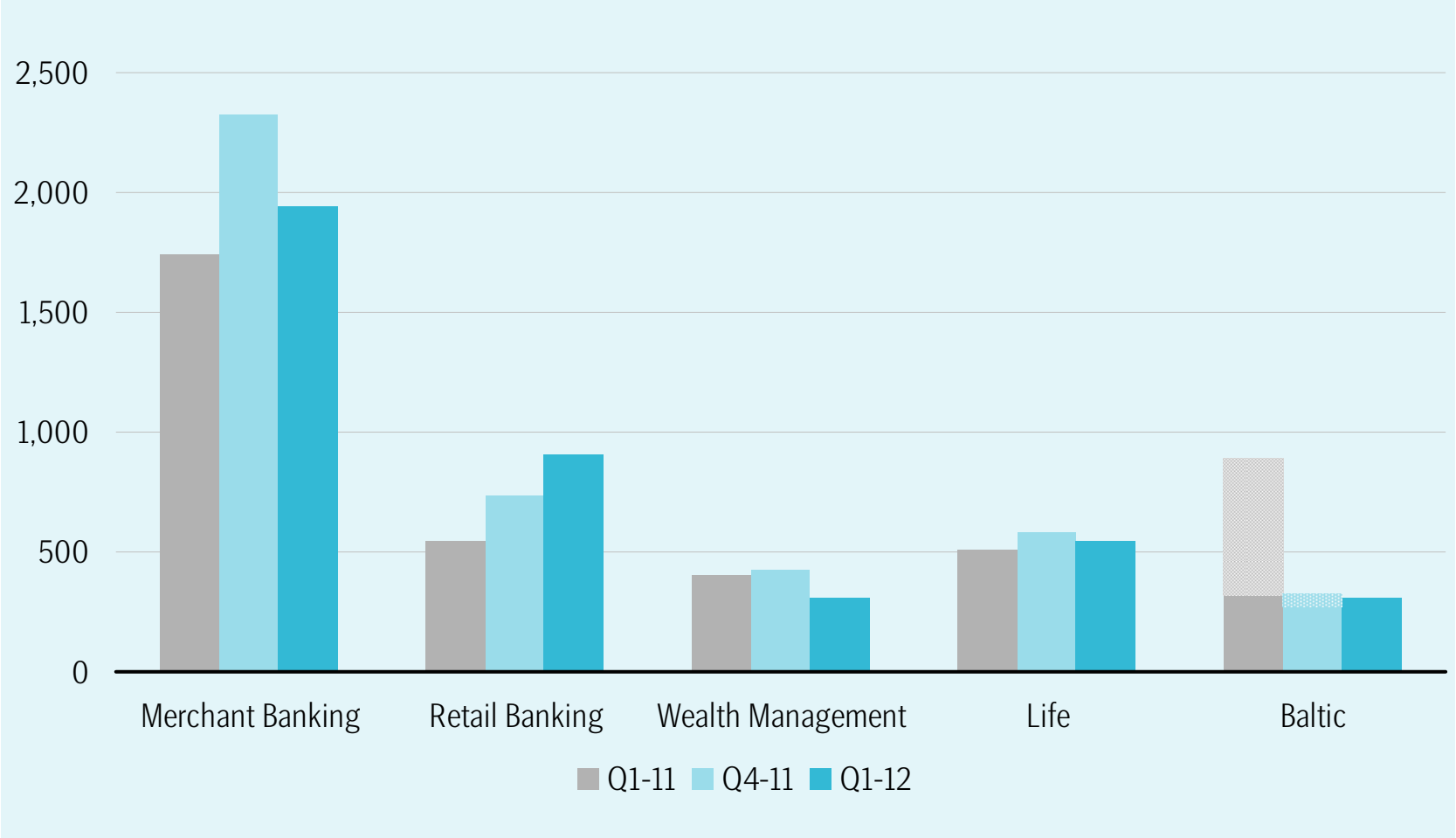


Cost efficiency focused on five workstreams

1	Procurement	<ul style="list-style-type: none">● Improve procurement processes and coverage
2	IT	<ul style="list-style-type: none">● Strict group-wide prioritisation and execution of IT development● Streamline IT operations
3	Loan operations	<ul style="list-style-type: none">● Increase efficiency in loan administration● Accelerate off-shoring to Baltic operations center
4	Staff Functions	<ul style="list-style-type: none">● Right size staff and support functions● Increase synergies by taking away functional overlaps
5	Simplicity	<ul style="list-style-type: none">● Increase synergies by taking away functional overlaps● Simplify governance● Focus

Divisional performance

Operating profit Q1 2012 vs. previous quarters (SEK m)

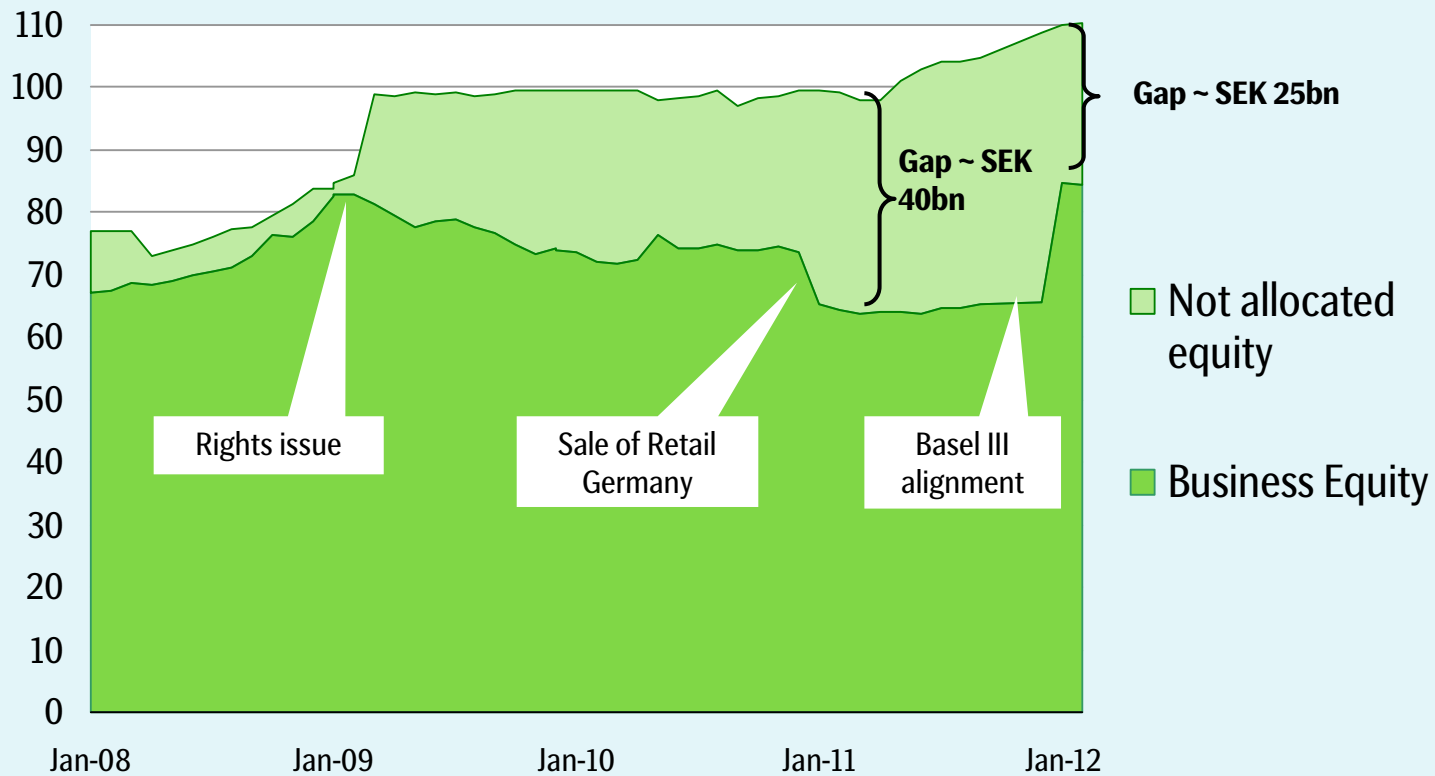


Note: Shaded area of Baltic division shows net release of credit provisions

Basel III alignment of capital allocation

In 2012, SEK 15 bn increase in business equity allocation to divisions

Business Equity vs. Group book equity (SEK bn)

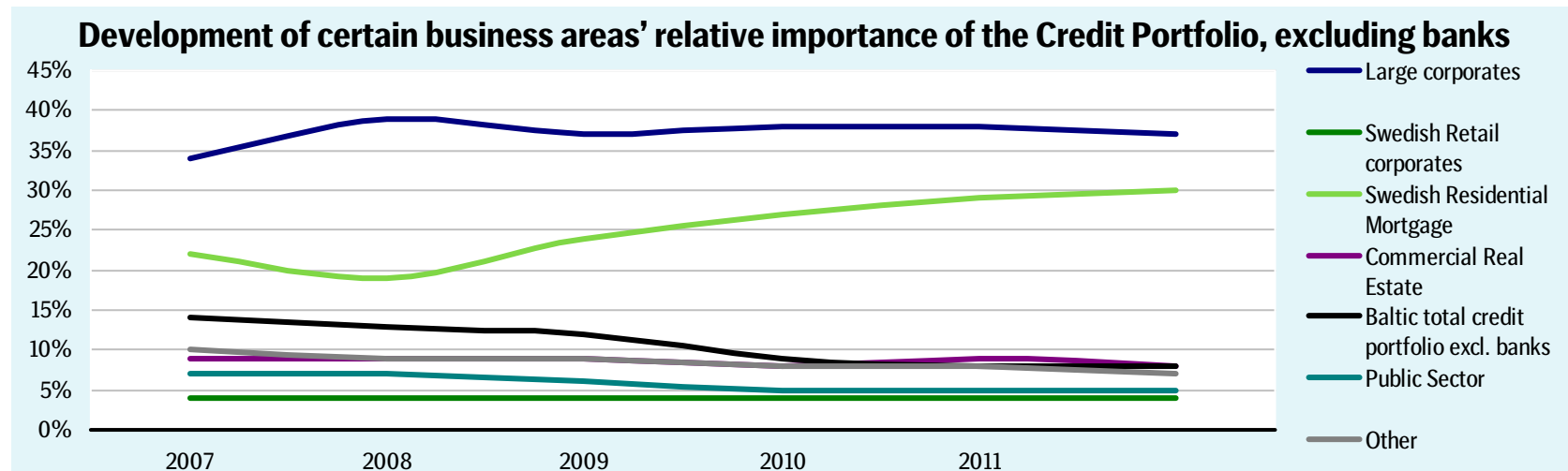
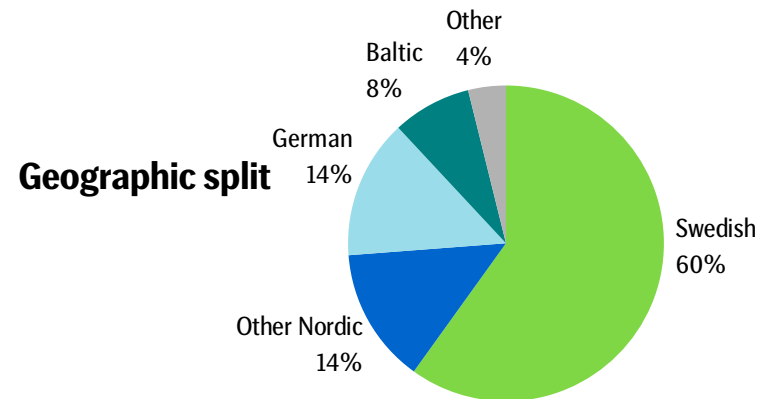
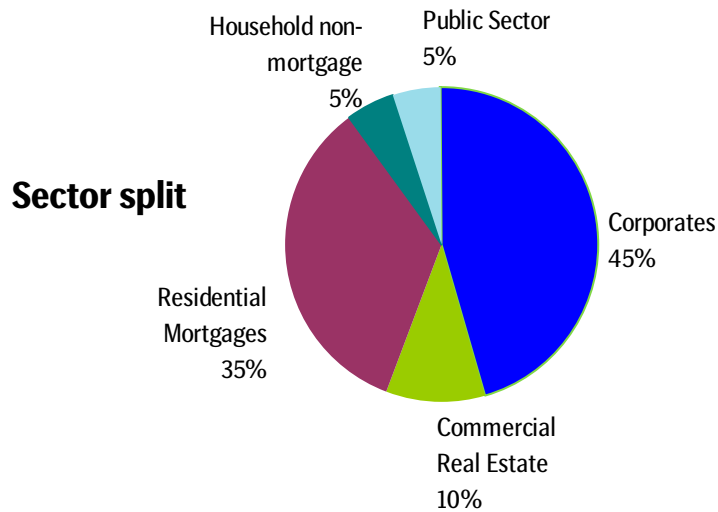


- Gradual roll-out of Basel III awaiting further clarity on finalisation
- SEK 25bn retained centrally for purposes of Solvency 2/life impact, IAS 19, central functions etc.

Asset quality

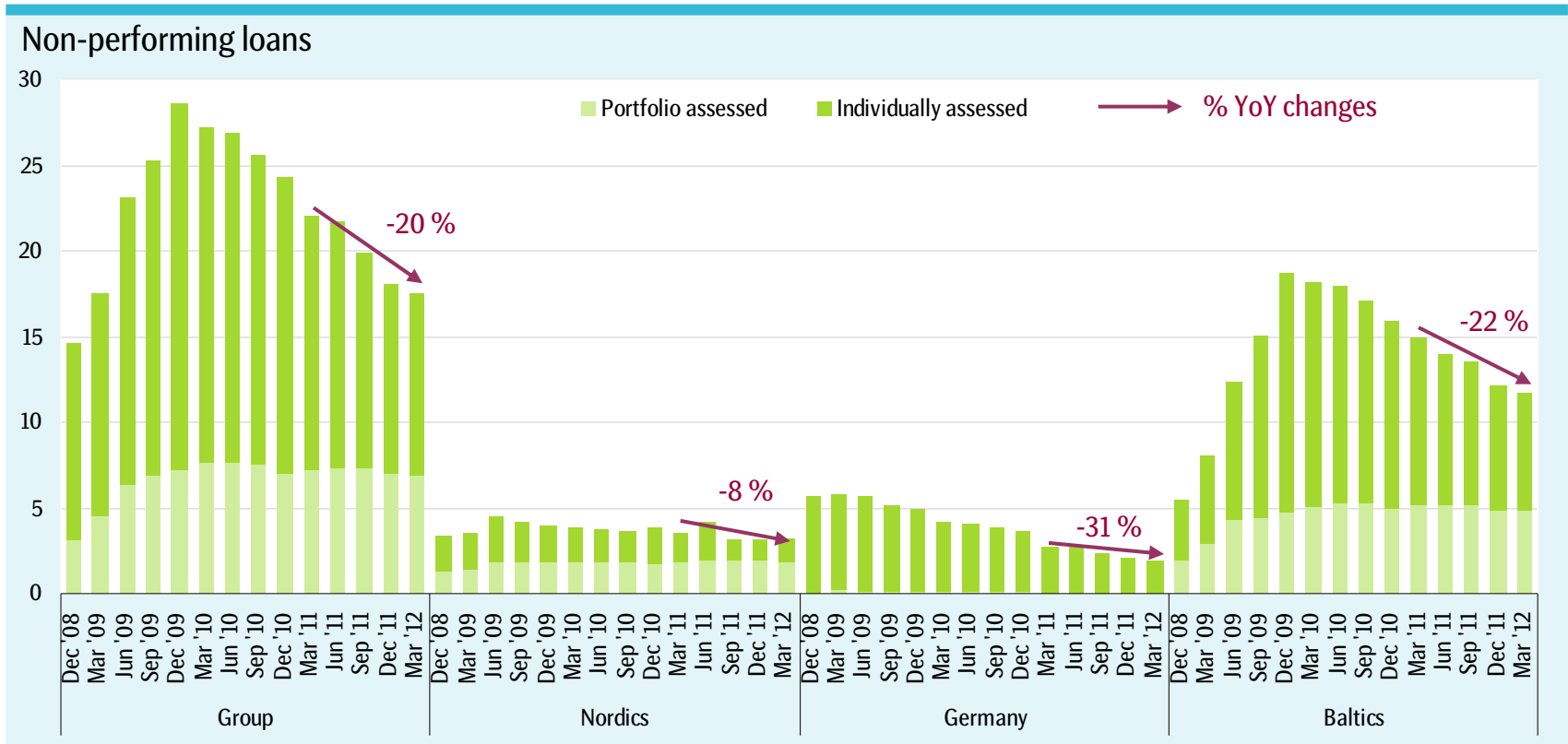
High quality Credit Portfolio

On and off balance sheet exposure of SEK 1,543bn, *excluding* banks, March 2012



Development of Non-Performing Loans

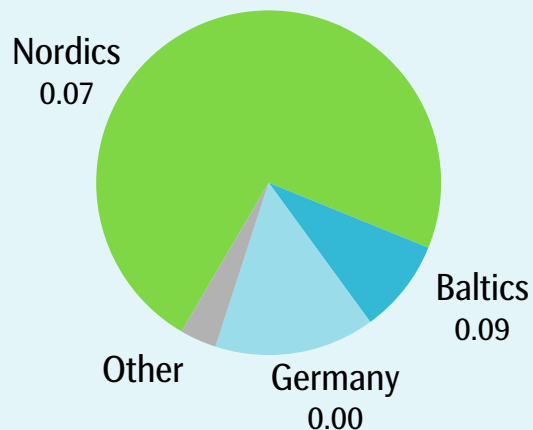
SEK bn



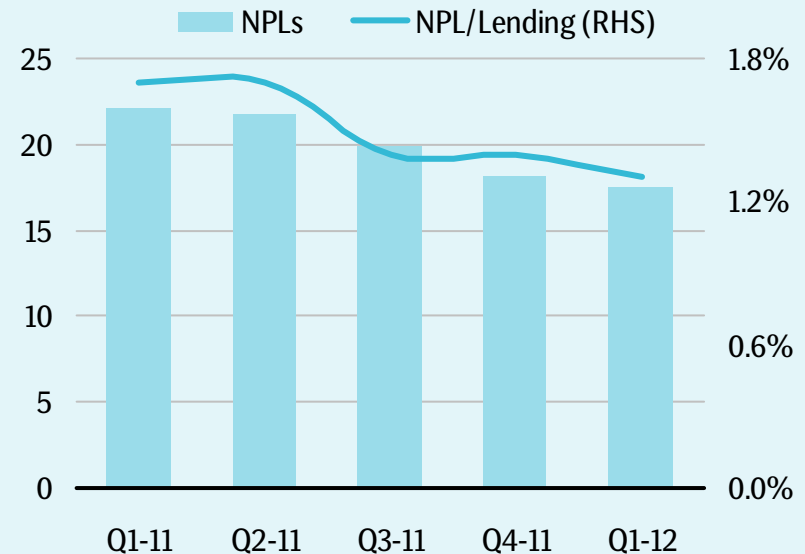
Continued strong asset quality

Distribution of lending portfolio and credit loss levels by geography (per cent)

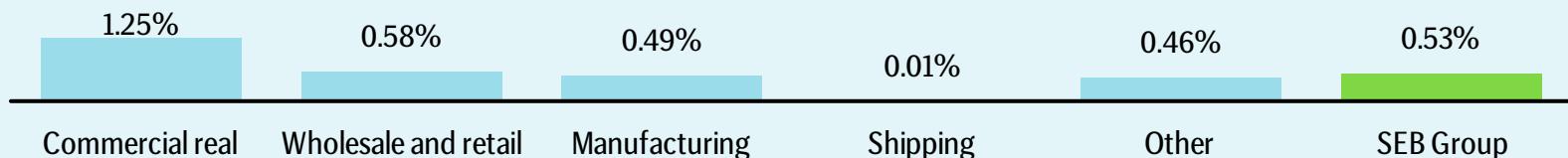
SEB Group 0.06



Non-performing loans/lending and non-performing loans (SEK bn)



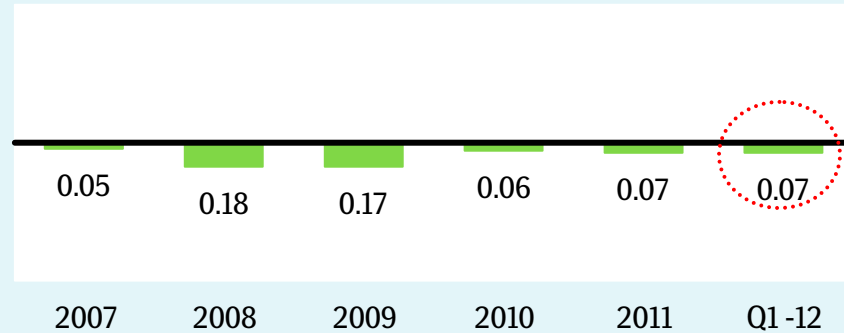
Non-performing loans in relations to the loan portfolio outside the Baltic countries



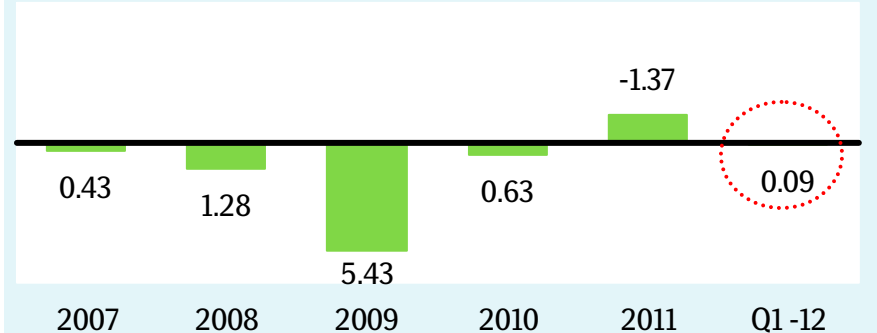
* Includes German CRE wind-down portfolio

Credit loss level, per cent

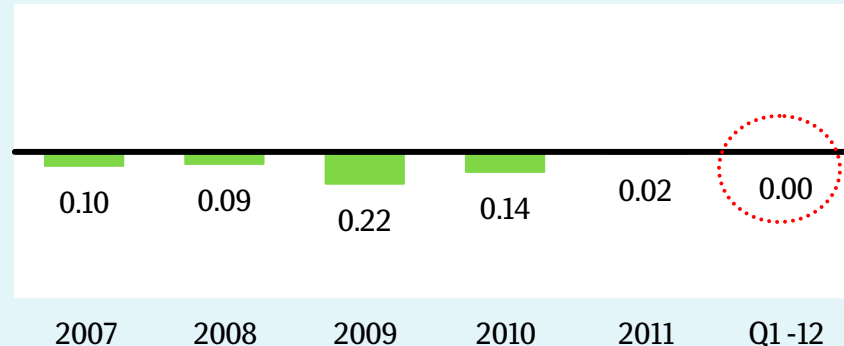
Nordics**



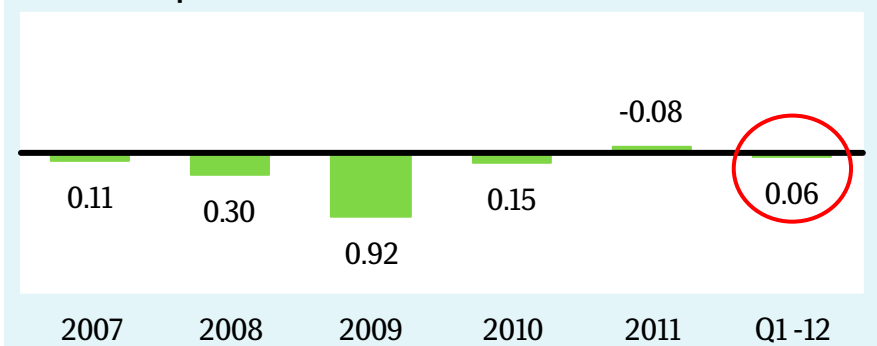
Baltics



Germany



SEB Group

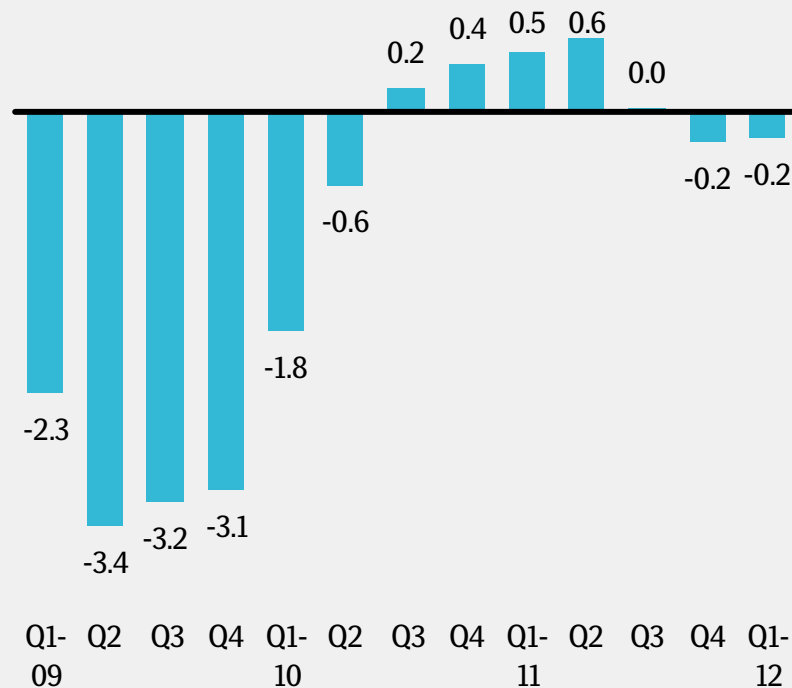


* Total operations ** Incl. other

Continued write-backs of provisions and substantial reduction of NPLs

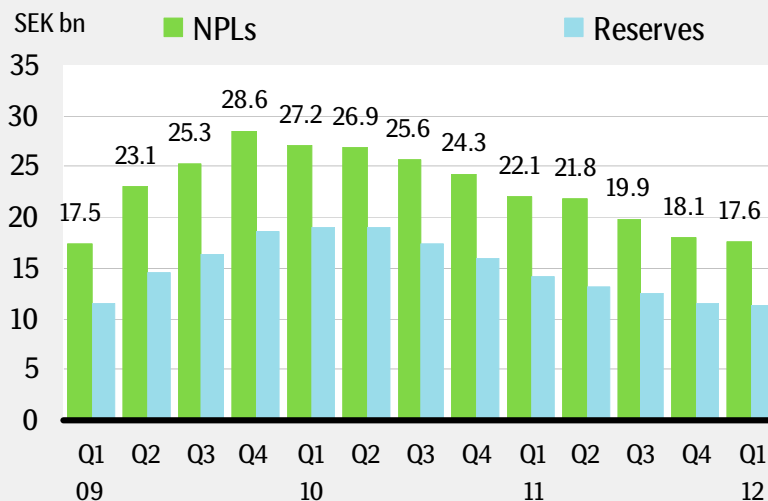
Net credit losses ¹⁾ SEB Group

(SEK bn)



- 1) Net credit losses = aggregated net of write-offs, write-backs and provisions
 2) Non-performing loans = individually assessed impaired loans + loans past due > 60 days

SEB Group – Non-performing loans ²⁾ and reserve development

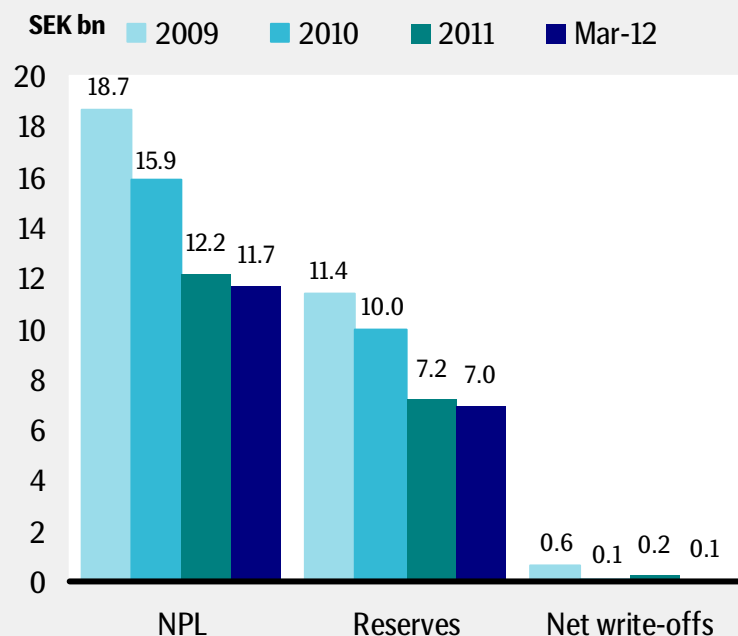


NPL coverage ratio

% 66 63 65 65 70 71 68 66 64 61 63 64 64

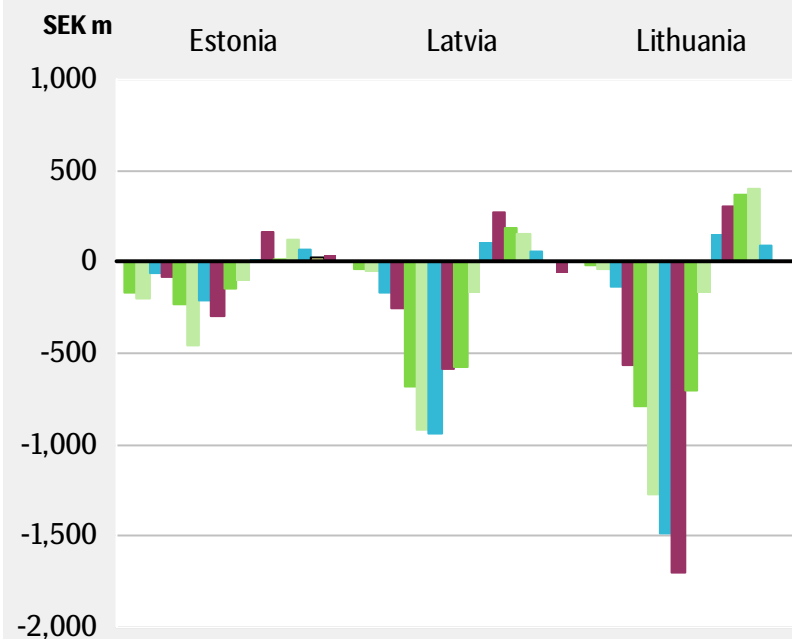
Sharp reduction of Baltic NPLs and continued net releases of provisions

Non-performing loans and Reserves



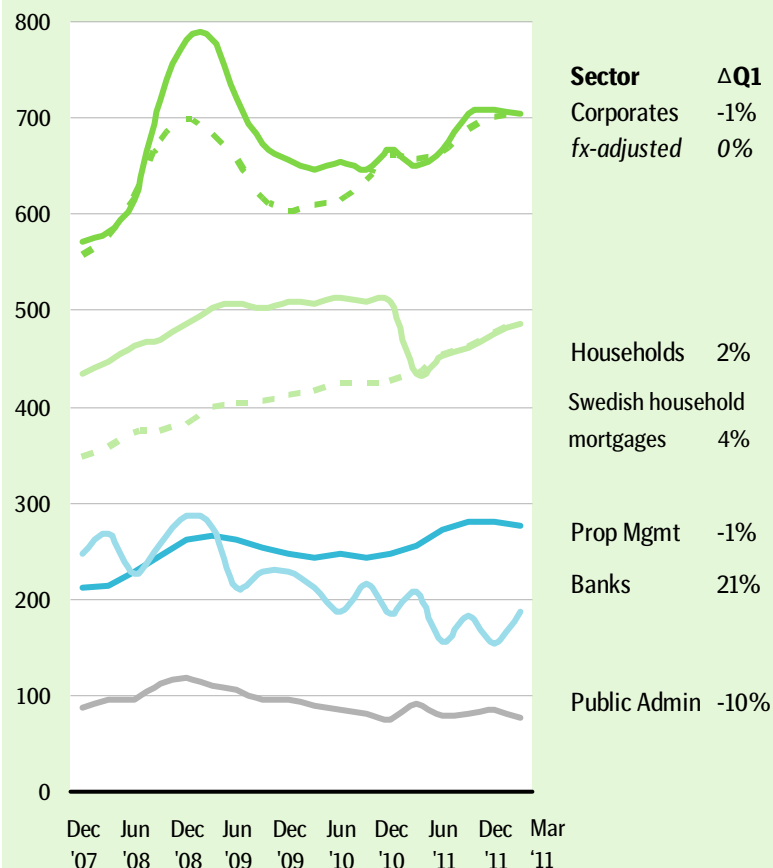
- ✓ Sharp reductions in impaired and watch-list volumes driven by...
- ✓ Improving weighted average risk classes
- ✓ NPL coverage ratio 59%
- ✓ NPL / Lending at 10.9% unchanged from Dec 2011, down from 13.6% at year-end 2010

Net credit losses, Q1 08 – Q1 12

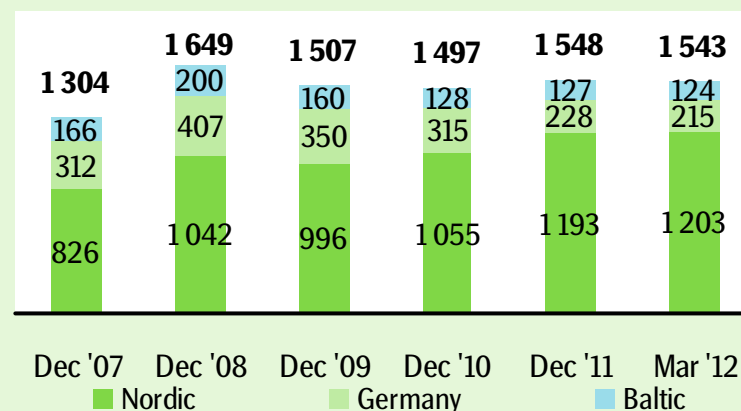


SEB's credit portfolio is well-diversified

Credit portfolio by sector, SEK bn



Credit portfolio (non-bank) by geography, SEK bn



Credit portfolio by sector, SEK bn

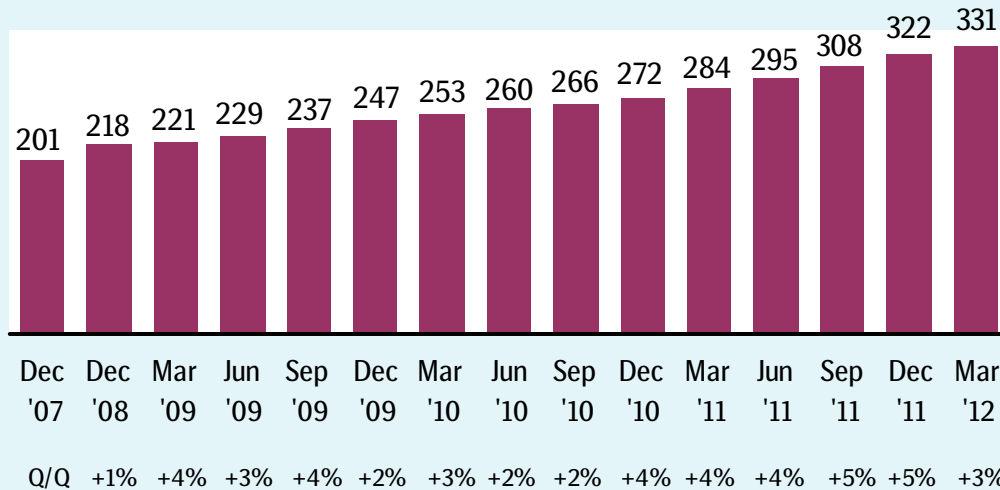
	Dec '10*	Dec '11	Mar '12	ΔQ1
Corporates	657	708	704	-4
Property Management	246	280	277	-4
Households	426	475	486	11
Public Administration	75	84	76	-8
Total non-banks	1 404	1 548	1 543	-5
Banks	185	155	188	33
Total	1 589	1 702	1 730	28

* excl. German Retail

SEB's Swedish household mortgage lending

14 per cent of total assets

SEK bn



Selective origination

- The mortgage product is the foundation of the client relationship

High asset performance

- Net credit losses consistently low at 1bps
- Loan book continues to perform – NPLs at 12 bps

Low LTVs by regional and global standards



Mortgage lending based on affordability

- Credit scoring and assessment
- 7% interest rate test
- 85% regulatory first lien mortgage cap & minimum 15% of own equity required
- If LTV >70% requirement to amortise
- Max loan amount 5x total gross household income irrespective of LTV
- 'Sell first and buy later'

Development of Swedish single family homes and apartment prices

Mäklarstatistik -

Price development as per March 2012

Area	Single family homes		Apartments	
	3m	12m	3m	12m
Sweden	1%	-3%	4%	-3%
Greater Stockholm	2%	-4%	2%	-3%
Central Stockholm			3%	-2%
Greater Göteborg	4%	-2%	3%	-2%
Greater Malmö	-1%	-8%	5%	-4%

NASDAQ OMX Valuegard-KTH (HOX index)

Published at 17 April 2012. Next indexvalue at 15 May 2012 9.00.

	Index	Change since		
		1 month	3 months	12 months
HOX Sweden	149	+1.1%	+7.0%	-2.6%
Flats				
Sweden Flats	178	+1.7%	+5.7%	+1.3%
Stockholm Flats	175	+1.8%	+5.7%	+1.9%
Gothenburg Flats	180	+2.1%	+6.7%	+1.5%
Malmö Flats	158	+1.7%	+2.2%	-5.6%
Houses				
Sweden Houses	142	+0.8%	+7.3%	-3.6%
Stockholm Houses	147	+0.1%	+9.3%	-3.1%
Gothenburg Houses	143	+1.7%	+5.8%	-1.3%
Malmö Houses	133	+0.9%	+2.8%	-4.9%

Swedish household mortgage market

Swedish Central Bank

- House prices in line with fundamentals
- Continued slowdown of household indebtedness and house price increases
- Continued low credit risk in the household sector

Summary

- There has been no significant drop in house price levels unlike in many other countries
- A structural low level of residential investments since 1992 has strongly contributed to higher equilibrium levels for house prices
- Low residential investments also imply that the economy is less vulnerable to a sharp decline in house prices
- The regulatory bodies aim to mitigate the situation via higher interest rates, transparency regarding future rate hikes, regulation and tighter credit policy - increased public awareness of the interest rates trend
- Stronger macroeconomic fundamentals than most countries with house price declines in recent years
- There are also socio-economic factors that mitigate the risks in the Swedish mortgage market

SEB's bond holdings incl. GIIPS exposures

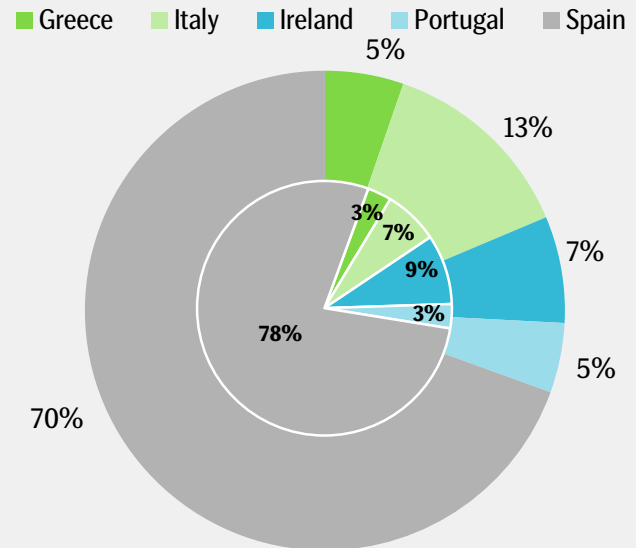
Bond by sector (nominal SEK bn)

Sector	Volume
Corporates	10
Covered Bonds	102
Unsecured Financials	11
State guaranteed Financials	8
Fed.and local governments	94
GF Landesbanks	13
ABS	20
Total*	258

Distribution of GIIPS bonds* (nominal SEK bn)

Mar-12 SEK 12.5 (inner circle)

Dec-09 SEK 36.5 (outer circle)



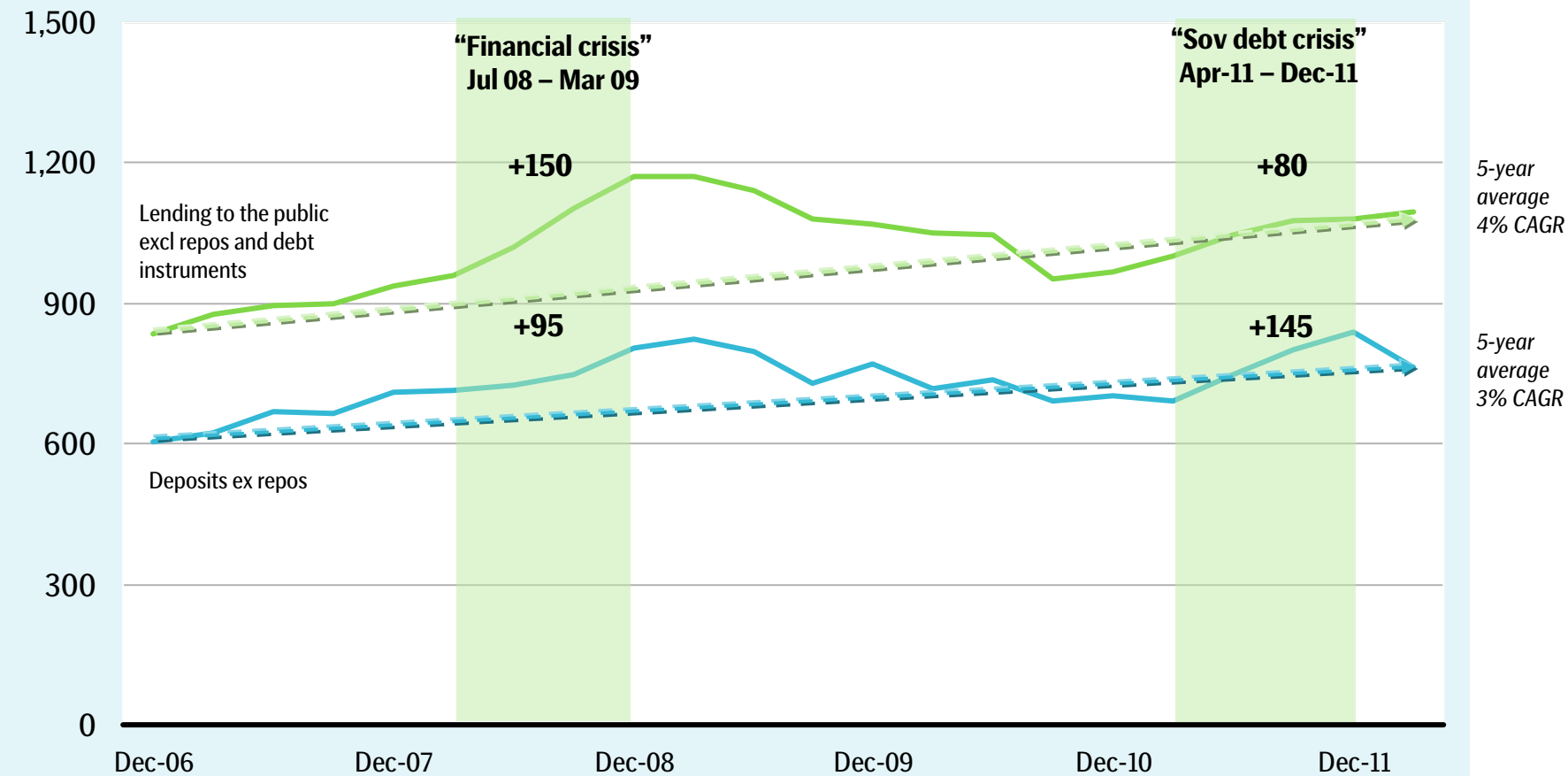
*Sovereign bonds, Covered bonds, Banks bonds and ABS

Balance sheet, funding and liquidity

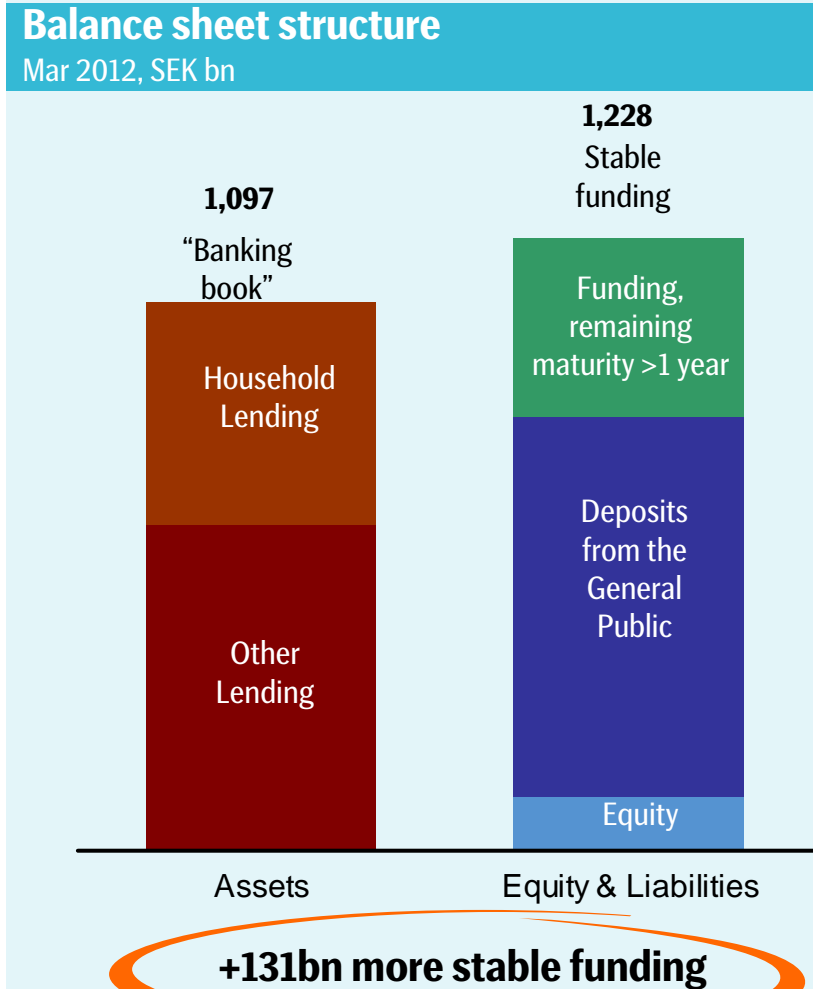
Lending and deposit volumes

SEK bn

Lending to and deposits from corporates and households



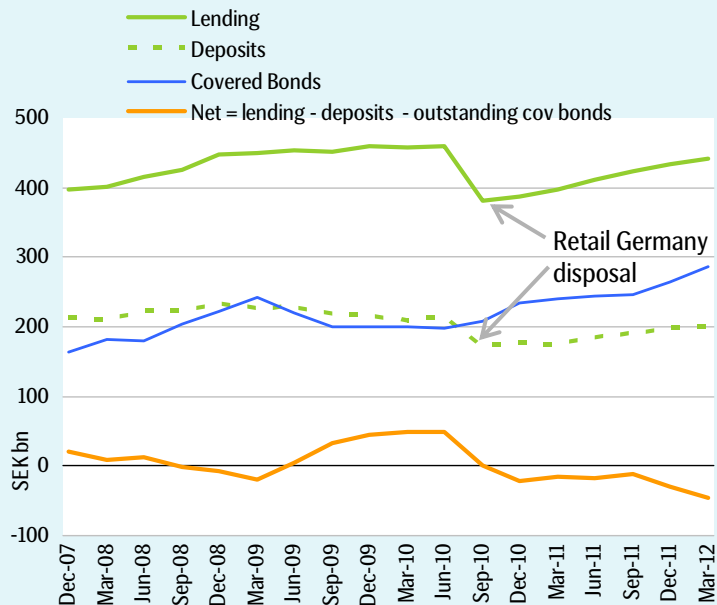
Solid funding and deposit situation



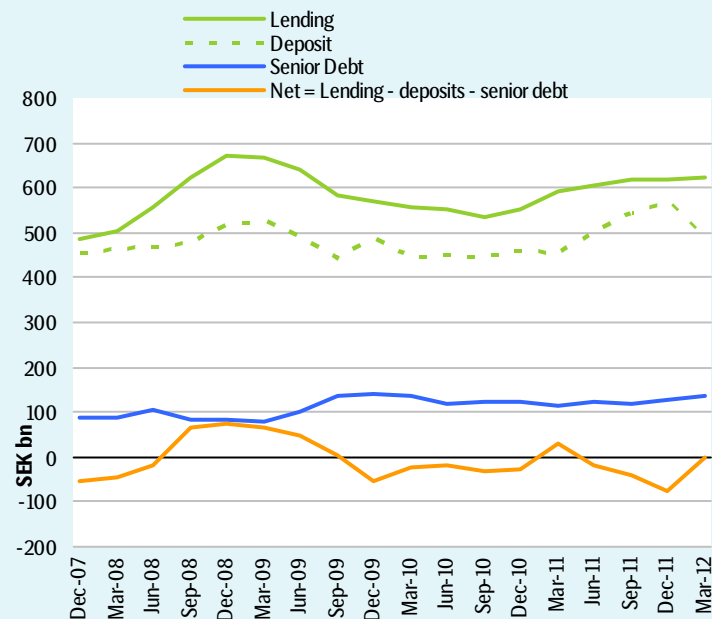
- ✓ Structurally sound balance sheet
- ✓ Loan-to-deposit ratio excluding household mortgage lending ~100%
- ✓ Unutilised capacity for covered bonds SEK 94bn

Banking book asset growth funded through stable deposit accumulation and long-term covered and senior bonds

Household lending, deposits and covered bond funding



Corporate & public lending, deposits and senior bonds



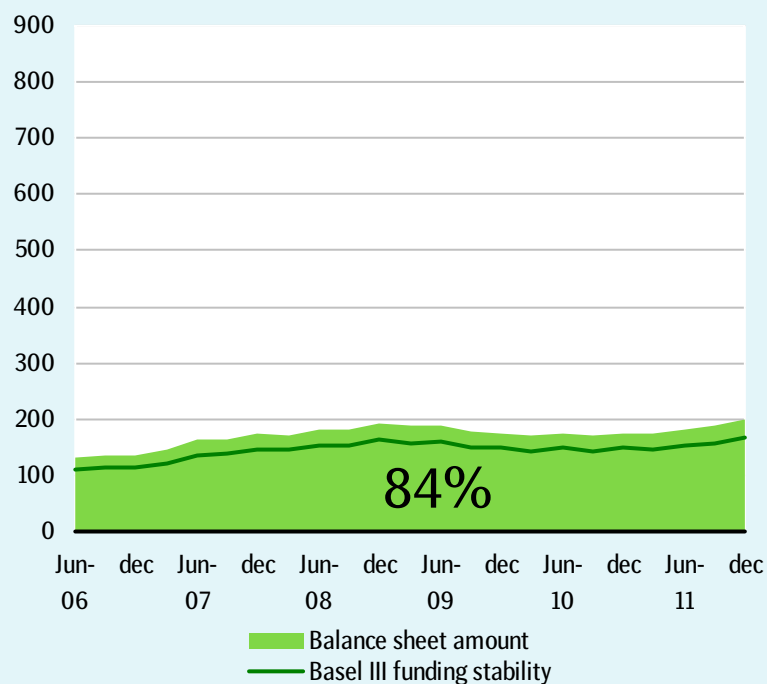
Stable net funding base

(and ~SEK 94bn in unutilised capacity to issue covered bonds, "OC")

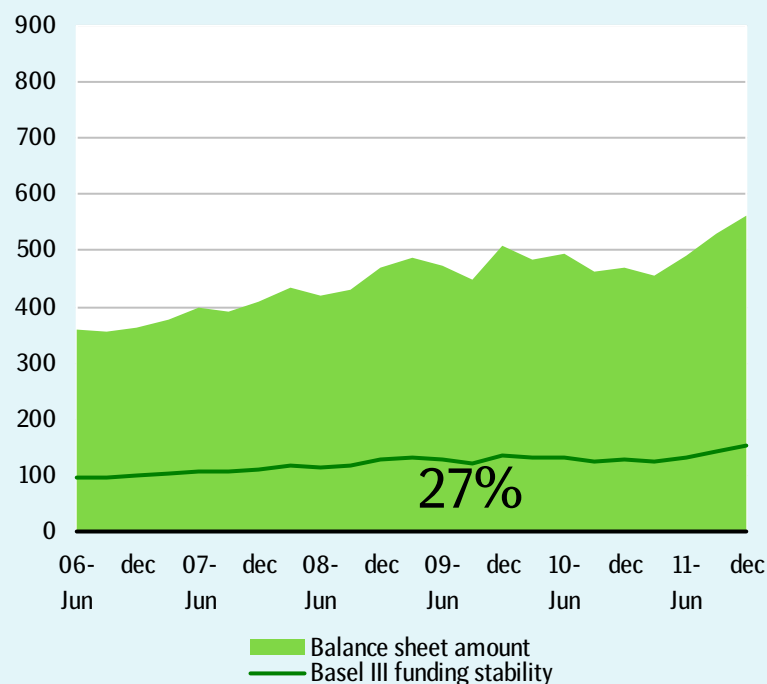
SEB's entrenched corporate business is not captured in Basel III

Example: accredited stability in structural liquidity ratio ("NSFR")

SEB's household deposits, SEK bn

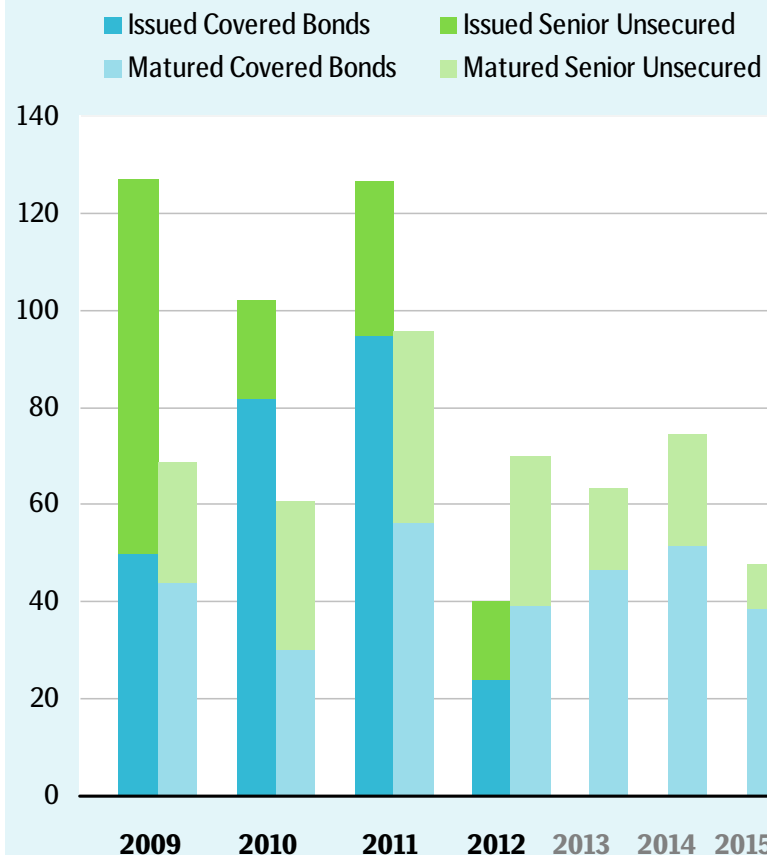


SEB's corporate deposits, SEK bn



Inbound flight-path to NSFR compliance by “2018”

Long-term funding activities (SEK bn)



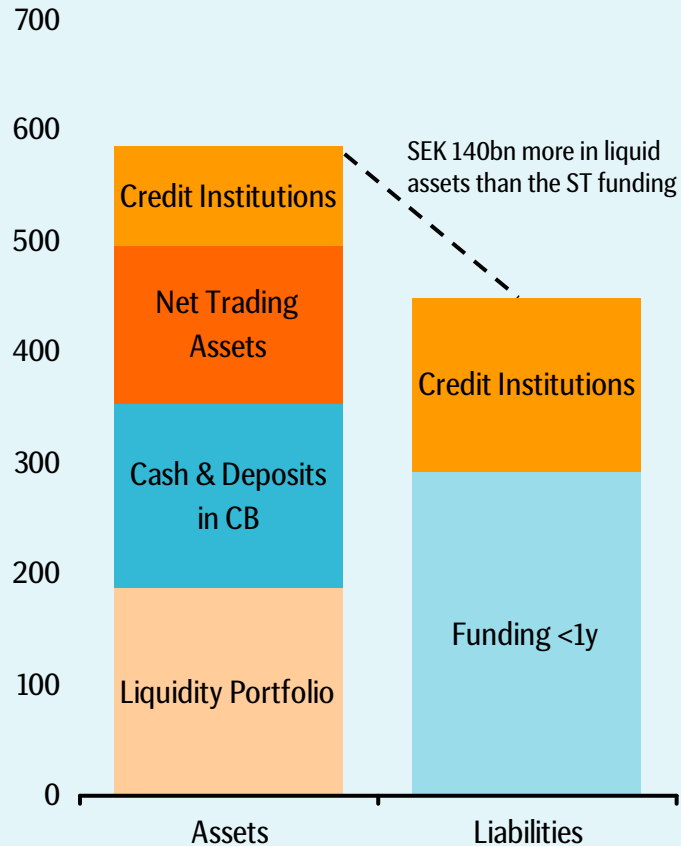
60 per cent of 2012 maturities done (SEK bn)

Instrument	2011	Q1 2012	Maturing 2012
Senior unsecured SEB AB	22.9	11.4	30.3
Senior unsecured SEB AG	0.6	1.1	0.5
Retail index linked bonds SEB AB	8.2	3.3	*
Covered bonds SEB AB	94.8	23.3	34.7
Covered bonds SEB AG	0.0	0.6	4.4
Total	126	40	70

SEB will be LCR compliant by 2013

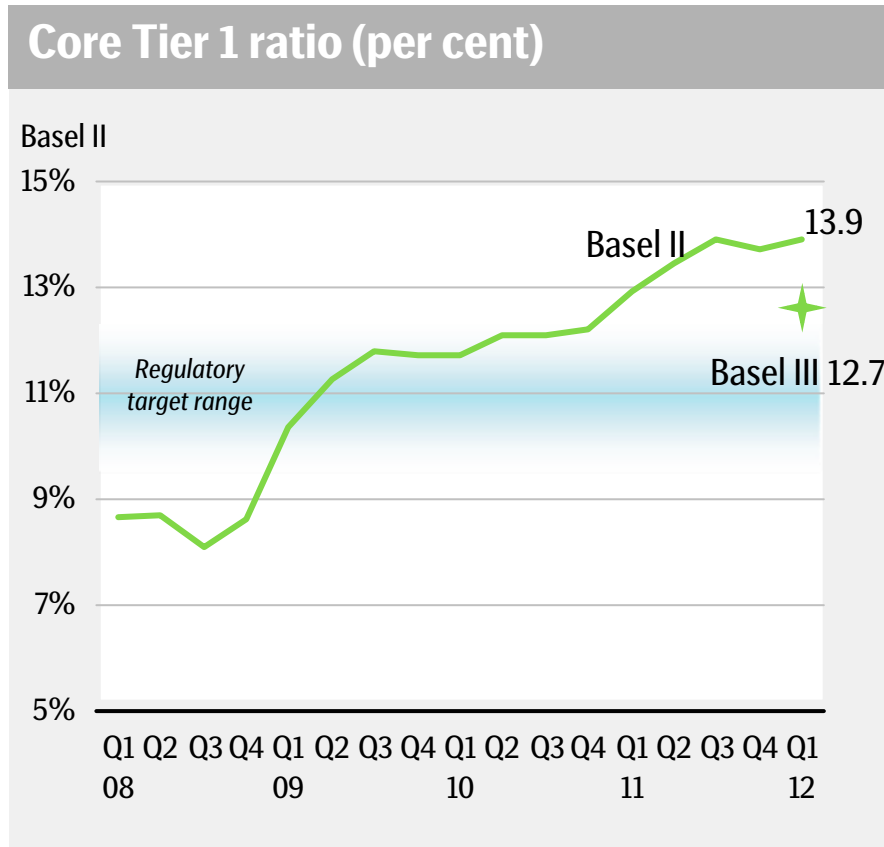
Liquid resources / Short-term funding

March 31, 2012, SEK bn



- ✓ SEB has a very liquid balance sheet
- ✓ LCR at 109 per cent vs. 95 per cent end of 2011
- ✓ 50 per cent of core liquidity reserve invested in central banks due to limited availability of AAA-rated papers in local markets
- ✓ LCR varying heavily due to its short-term nature
 - deposit base development
 - excess liquidity investments

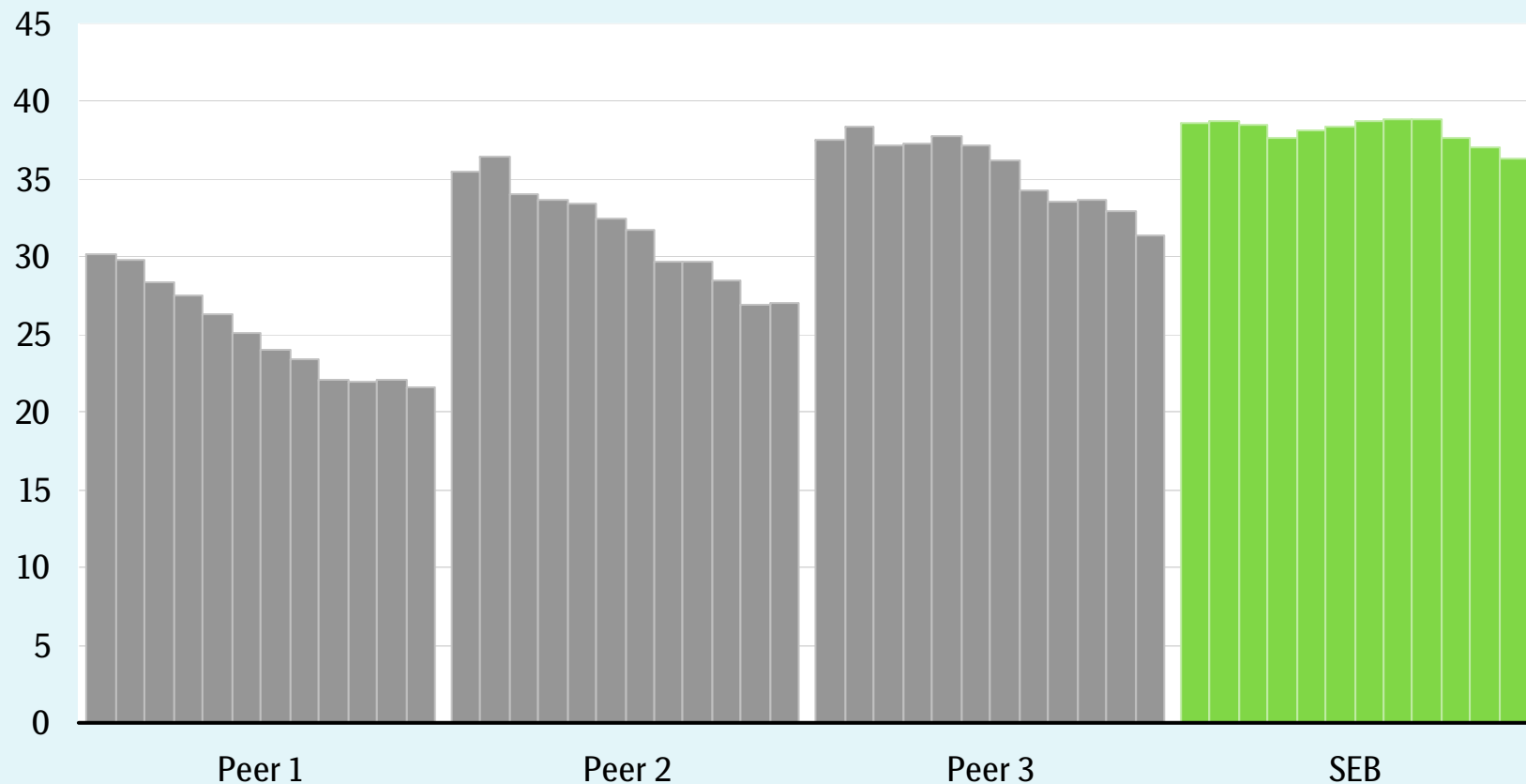
Strong capital situation



- ✓ Maintain buffer to minimum regulatory levels
- ✓ RWA stable in continuing operations. Lending to high-quality customers and increased use of collateral for RWA purposes offset Basel 2.5 effects and volume growth.
- ✓ Regulatory treatment of IAS 19 still not clarified

SEB has maintained conservatism across all customer segments in terms of risk modelling RWA

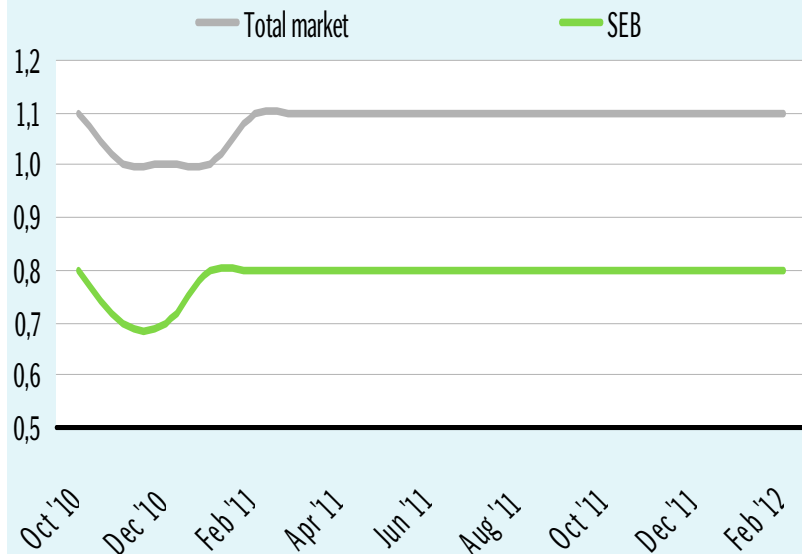
Basel II total IRB risk weight, per cent, Q1 2009 – Q4 2011



SEB has the most conservative view on the residential mortgage market despite highest quality

UC's view: Risk score on SEB's customers, ~PD (SEB's portfolio compared to all Swedish household mortgages)

Household Mortgage Sweden - UC risk score (similar to FICO)



- SEB's customers have a higher credit quality than the market average
- Customers of SEB are overproportionally represented in the high income segment

UC AB = External credit bureau

Basel II reported risk-weight for residential mortgage lending. Dec 2011



SEB's market share 16%, shared #3 in the market

Pension accounting in the Group Accounts

Amended Pension accounting (IAS 19)

At the introduction of the current principles in 2004, a net pension asset of SEK 3bn was booked based on historical development of asset returns.

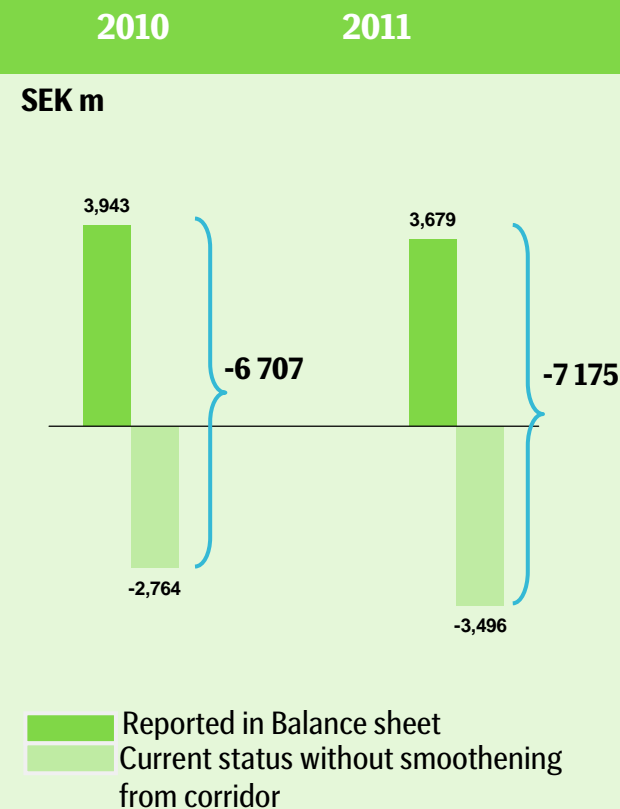
The combination of falling long-term rates, increased number of employees and actuarial assumption on longevity materially increased the pension obligation to date.

When the change in accounting principles (IAS 19) is applied, mark-to market accounting replaces the smoothening from the “corridor method”. As a result the reported net asset will change into a reported net obligation.

The deficit before tax is SEK 7.2bn at the end of 2011 (6.7bn a year ago). The effect on equity is net of tax and would proforma be a deduction by SEK 5.3bn.

The regulatory treatment on capital ratios is yet to be decided.

No update was available as of end of March 2012.



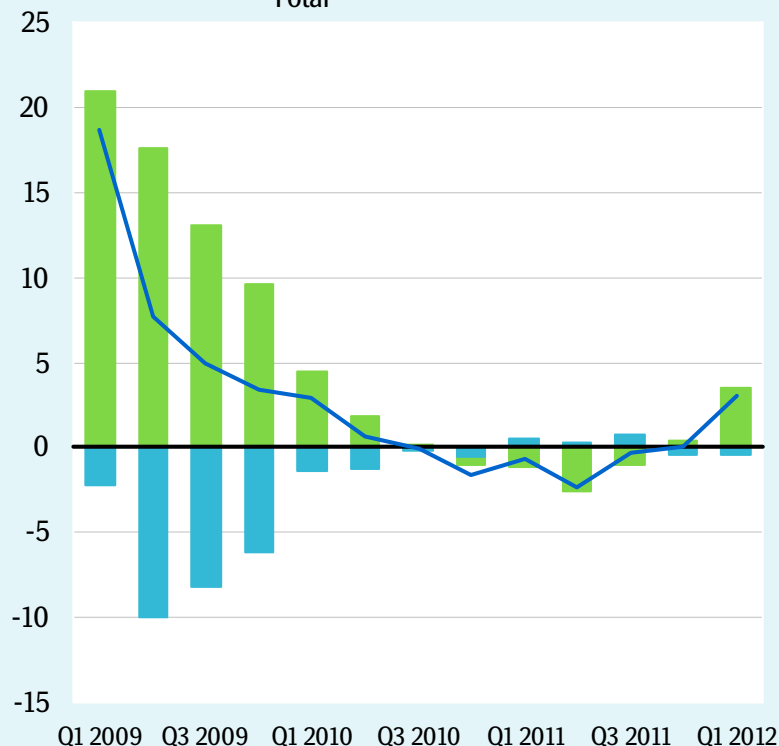
Higher asset quality and efficient risk management reduce RWA despite volume growth and new stricter regulations

RWA effect from SEB risk class migration

Corporate and interbank portfolios

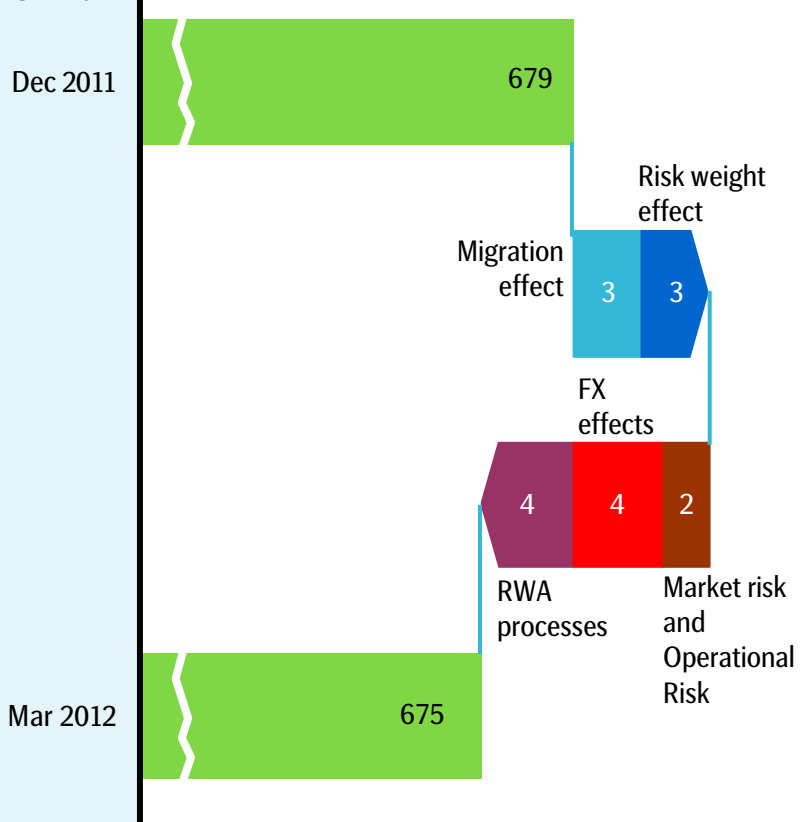
SEK bn

- Risk class migration, excl. default
- To/from default, net
- Total



Risk-weighted assets

SEK bn



Swedish finish on regulation

Capital		Liquidity	
Common Equity Tier 1 Ratio	> 10% by 2013	Liquidity Coverage Ratio	> 100% by 2013
Common Equity Tier 1 Ratio	> 12% by 2015	Net Stable Funding Ratio	> 100% by 2018/19
Countercyclical buffer	0-2.5% by 2013	[TBD]	



Sum-up

Resilience

Strong capital position

High liquidity reserves

Good market access

Solid asset quality





Robust region



Balanced growth



Cost management



High asset quality

S|E|B



The leading
relationship bank
in our part
of the world

