

Danske Bank Nordic Banking Seminar

March 5, 2024

Masih Yazdi, Chief Financial Officer

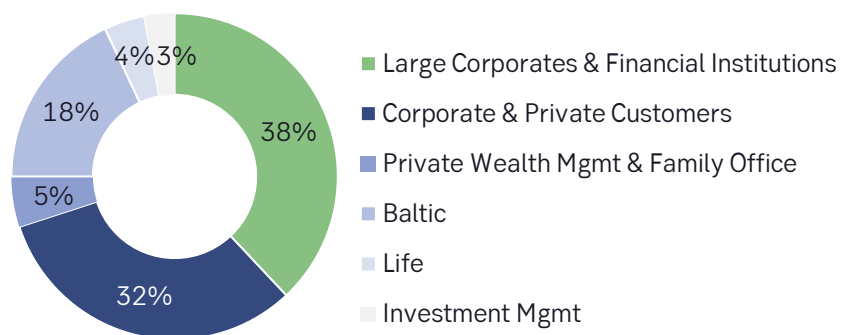
Leading market position in economically strong markets



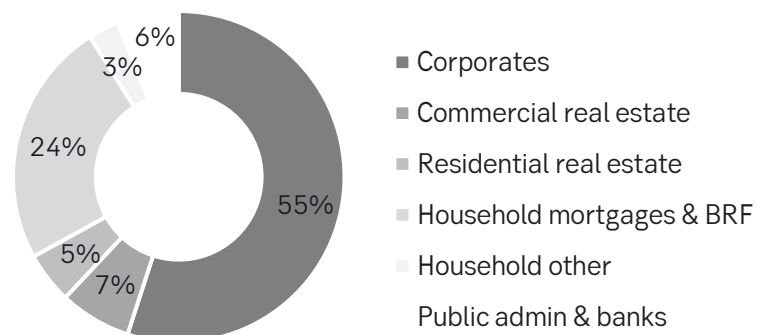
Complementing our home markets with an International Network, supporting large corporate clients from New York to Shanghai

Key ratios	2023	2022	2021
Return on equity ¹	17.9%	14.5%	13.9%
Cost/income	0.34	0.39	0.42
Net expected credit losses	3bps	7bps	2bps
CET1 ratio	19.1%	19.0%	19.7%
Credit rating	AA- / Aa3 / A+ with stable outlook		

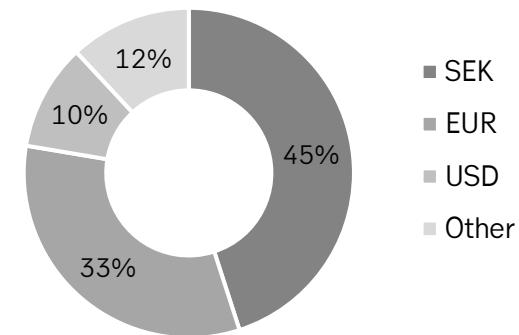
Operating profit by division ²
FY 2023



Credit portfolio by segment
31 Dec 2023

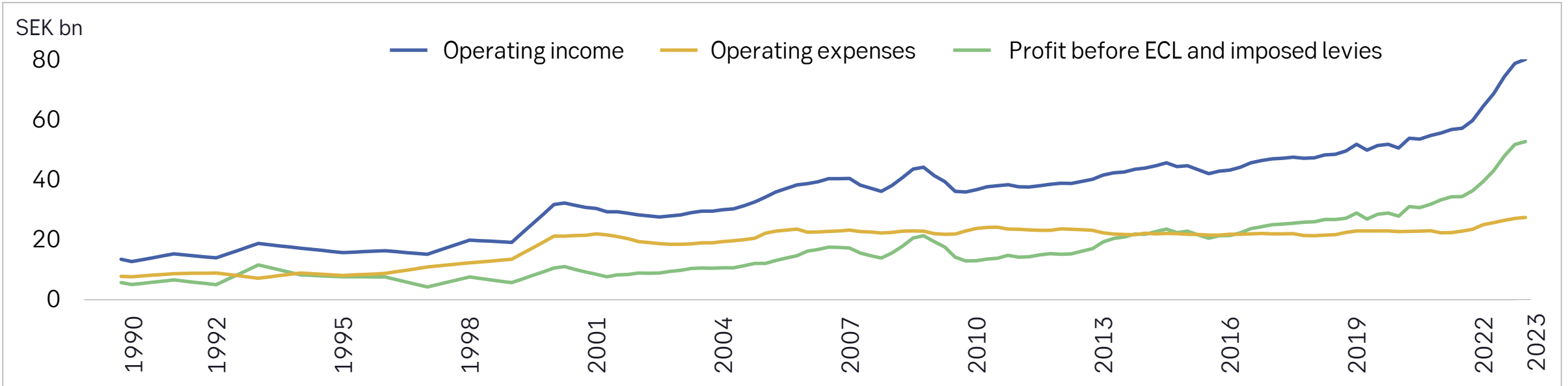


Credit exposure by currency ³
31 Dec 2023



¹ Return on equity before items affecting comparability. ² Operating profit by divisions excluding Group functions and eliminations. ³ As share of exposure.

Long-term focus on positive operating jaws



Compound annual growth rate (CAGR)

	1990 – 2023	2013 – 2023	2017 – 2023
Operating income	+6%	+7%	+9%
Operating expenses	+5%	+1%	+3%
Profit before ECL and imposed levies	+7%	+12%	+14%

Note: data based on rolling four quarters. Figures restated since 2016.

Financial summary 2023

SEK m	Jan-Dec 2023	Jan-Dec 2022	
Total operating income	80,193	64,478	+24%
Total operating expenses	-27,449	-25,044	+10%
Profit before ECL and imposed levies	52,744	39,434	+34%
Net expected credit losses	-962	-2,007	-52%
Imposed levies	-3,819	-2,288	+67%
Operating profit	47,963	33,739	+42%
Net profit	38,116	26,877	+42%
Earnings per share (SEK)	18.2	12.6	+44%

Net ECL level
3 bps

C/I
0.34

CET1
19.1%

RoE
17.9%

DPS¹
SEK 8.50+3.00

¹ Dividend per share as proposed by SEB's Board of Directors to the Annual General Meeting.

Our operating environment continues to impact our business

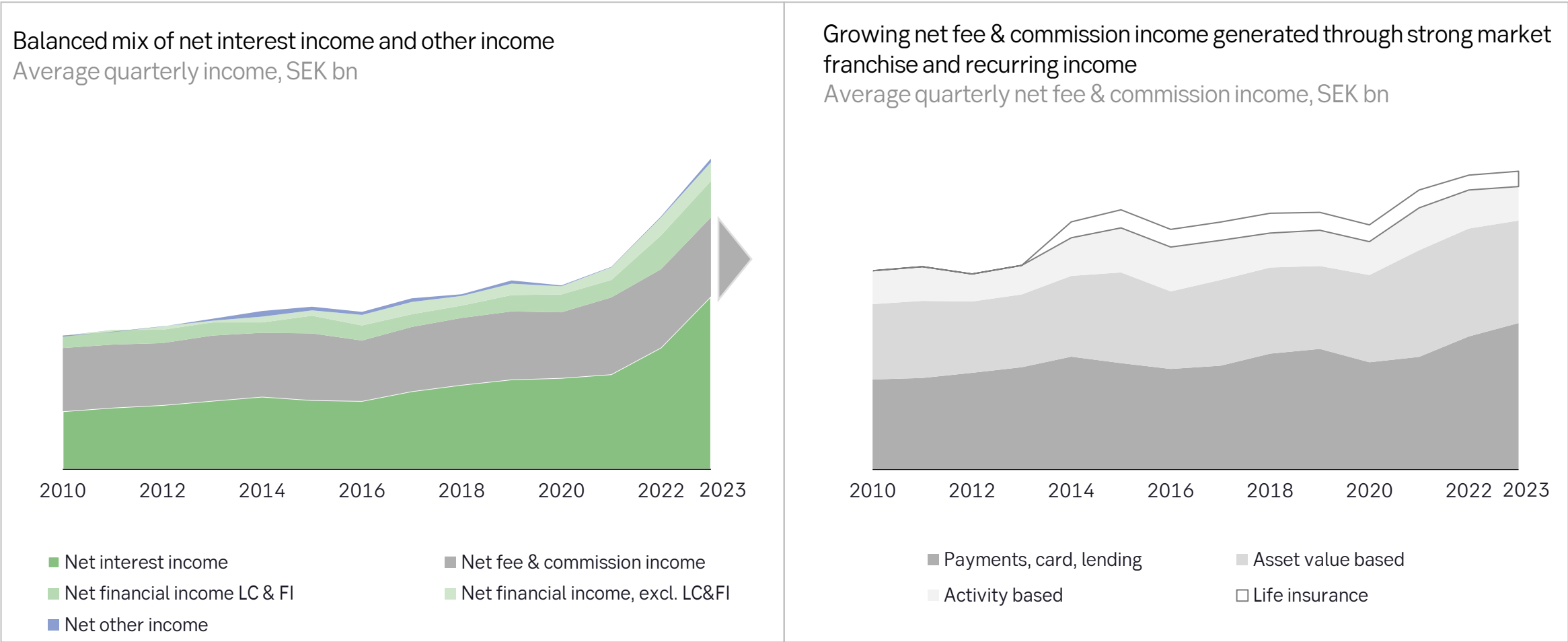
Expectations going forward	Sector	SEB
Full revival of Fixed Income business yet to be realised	●	●
Increased funding advantage for banks with higher credit rating	●	●
Maintained momentum in demand for sustainability-related financing	●	●
Possibility for banks to catch up with fintechs	●	●
Technological potential accelerating with generative AI	●	●
Careful rebound of demand for advisory services (e.g. M&A, IPOs)	●	●
Slower flow from capital markets financing to bank financing	●	●
Stabilising market for assets entrusted to us (e.g. IM, AuM, AuC, Life)	●	●
Margin development on corporate lending to flatten out	●	●
Cost inflation to slow down	●	●
Continued shift from financial to non-financial risk	●	●
Margin development on deposits to flatten out and eventually fall	●	●
Continued muted corporate and household credit demand	●	●
In a recession, credit losses are likely to increase	●	●



In the short- to medium-term the operating environment leads to calibrations in the business plan

In the long-term our key identified trends remain relevant

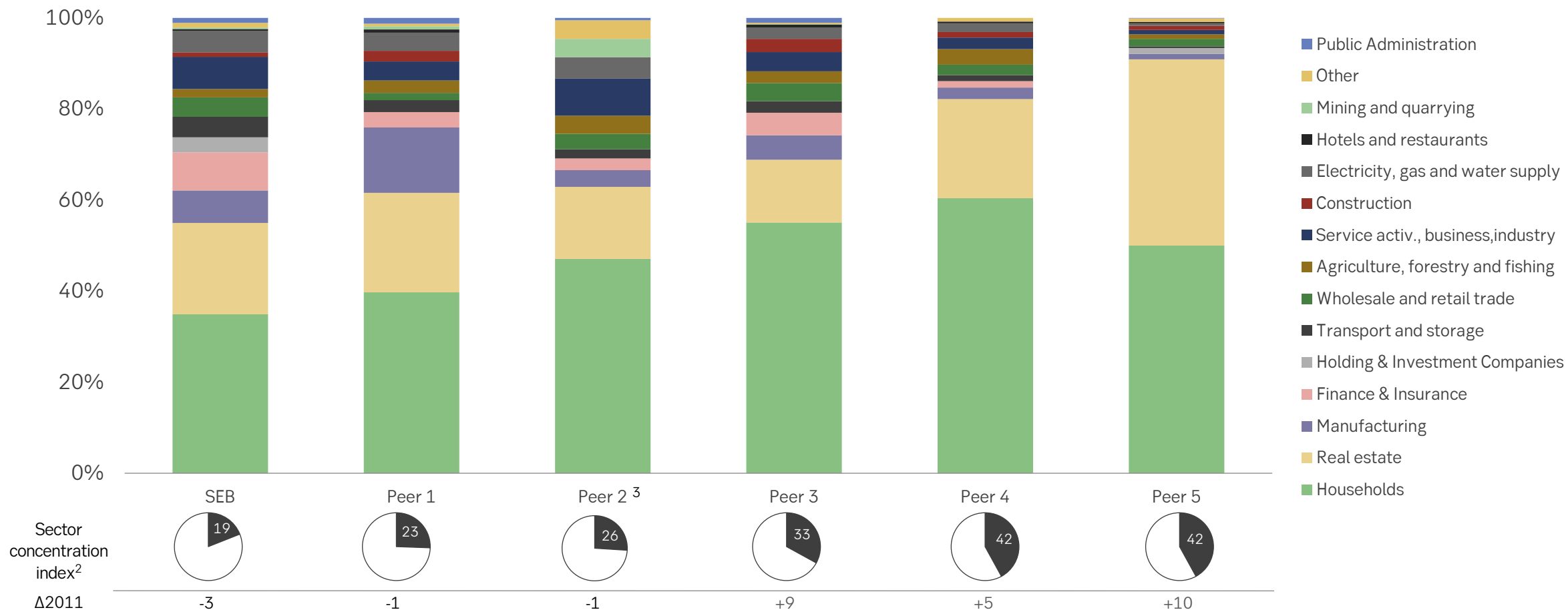
Business model generates stable income based on diversified income sources



Lending portfolio more sector-diverse than competitors'

Lending portfolio by industry ¹

2023 Q2, total lending excl. banks, reversed repos and collateral margin



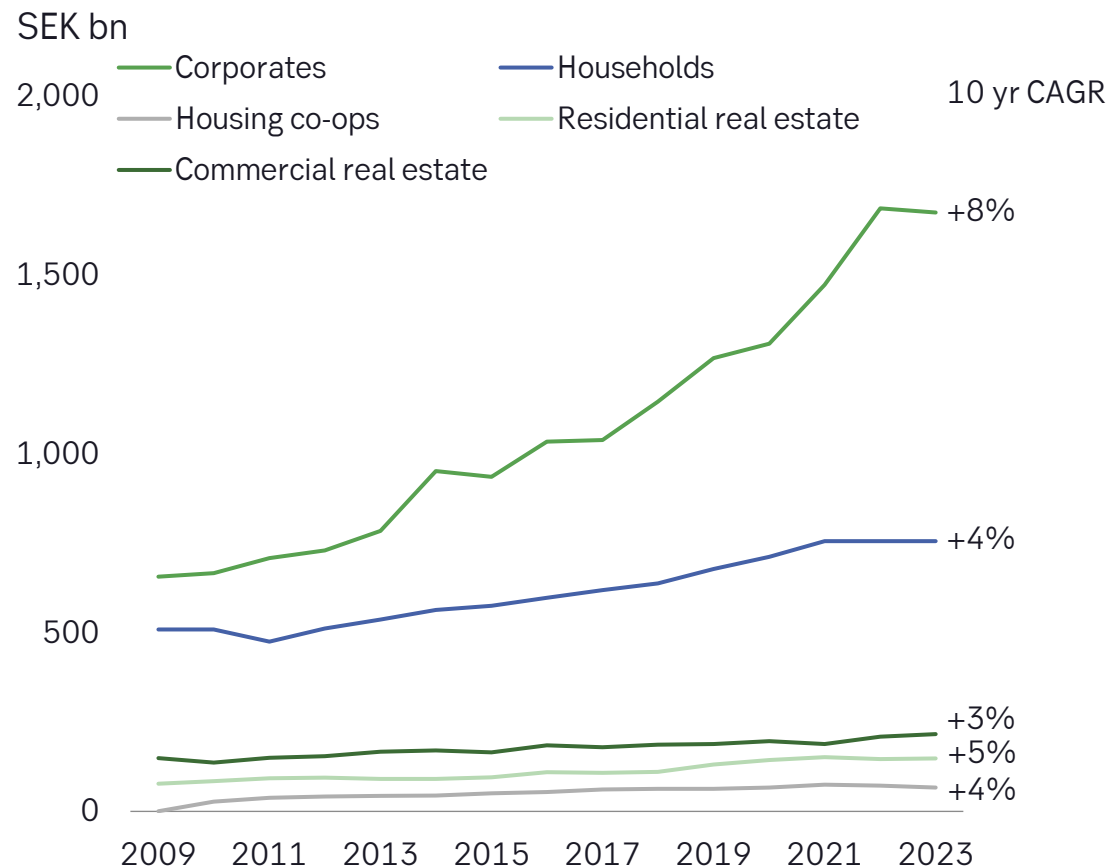
¹ Based on information from external reporting, best-estimate industry categorization

² Measured as Herfindahl-Hirschmann index (100 = full concentration). Used as an indicator of credit concentration risk to industries/economic sectors by Swedish FSA.

³ Loans and financial commitments

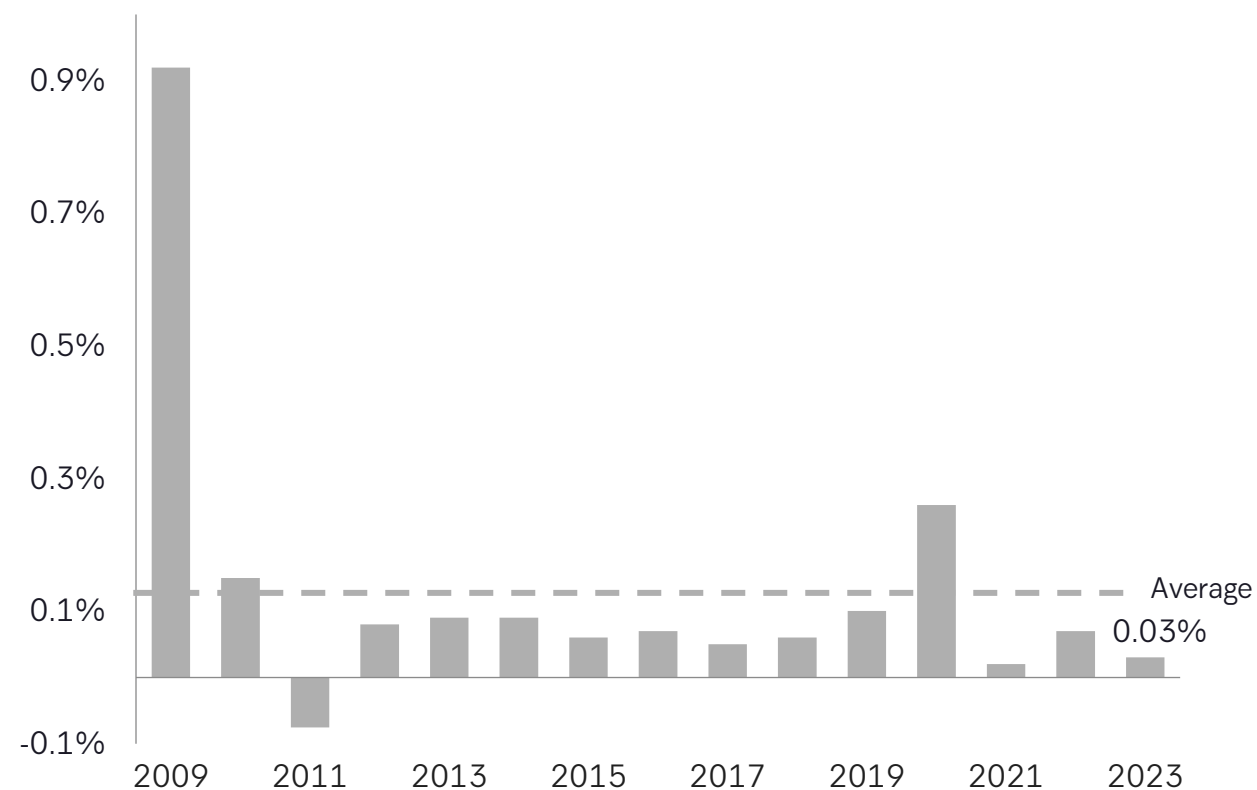
Well balanced credit portfolio with strong asset quality

Corporate franchise growth strategy has driven credit portfolio development in past decade



Strong risk culture resulting in low credit losses over time

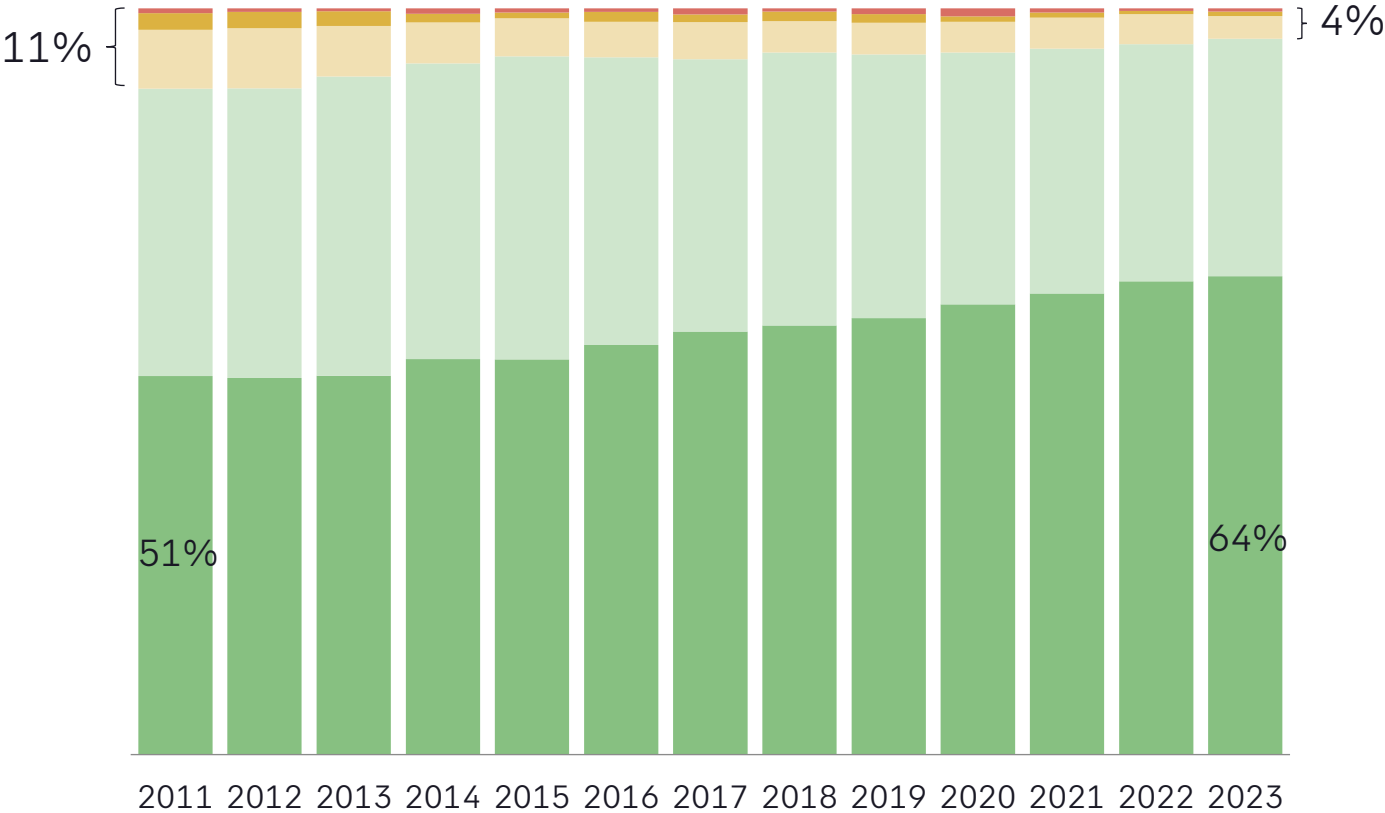
Credit loss level



Note: credit portfolio includes loans, contingent liabilities and derivatives.

Increasing share of investment grade companies in SEB's corporate portfolio

Risk distribution for SEB's non-retail corporate portfolio



Category	Probability of Default (PD) range	External Rating equivalent ¹
Investment grade	0.0 - 0.4%	AAA - BBB
Standard monitoring	0.4 - 1.1%	BB
Restricted business	1.1 < 6%	B+
Watch list	> 6%	B/C
Default	100%	D

¹ Estimated link between internal PDs and external ratings based on comparison of historical default outcomes.

In 2024, we will continue to invest to future-proof our business

Costs 2023 ————— SEK 27.4bn

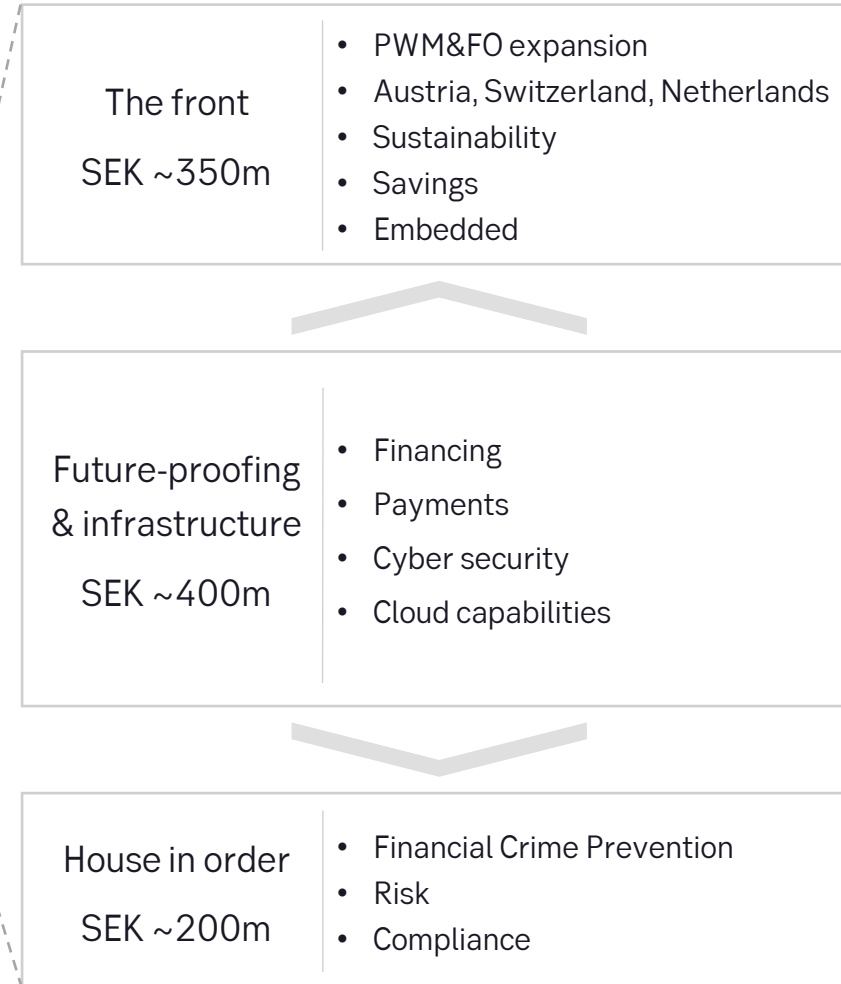
Inflation ————— +950m
of which
Salary +600m
Other +350m

Investment plan ————— + 850m – 1,050m

Efficiencies ————— - 400m

2024BP ————— SEK ≤ 29bn

A selection of continued investments



Note: Not including the acquisition of AirPlus.

Our financial targets

~50%

Dividend payout ratio of EPS ¹

100-300 bps

CET1 ratio above requirement

Return on Equity
competitive with peers
(Long-term aspiration 15%)



Share repurchases will be the main form of capital distribution when SEB's capital buffer exceeds, and is projected to remain above, the targeted range of 100-300 basis points.

¹ Excluding items affecting comparability.

