

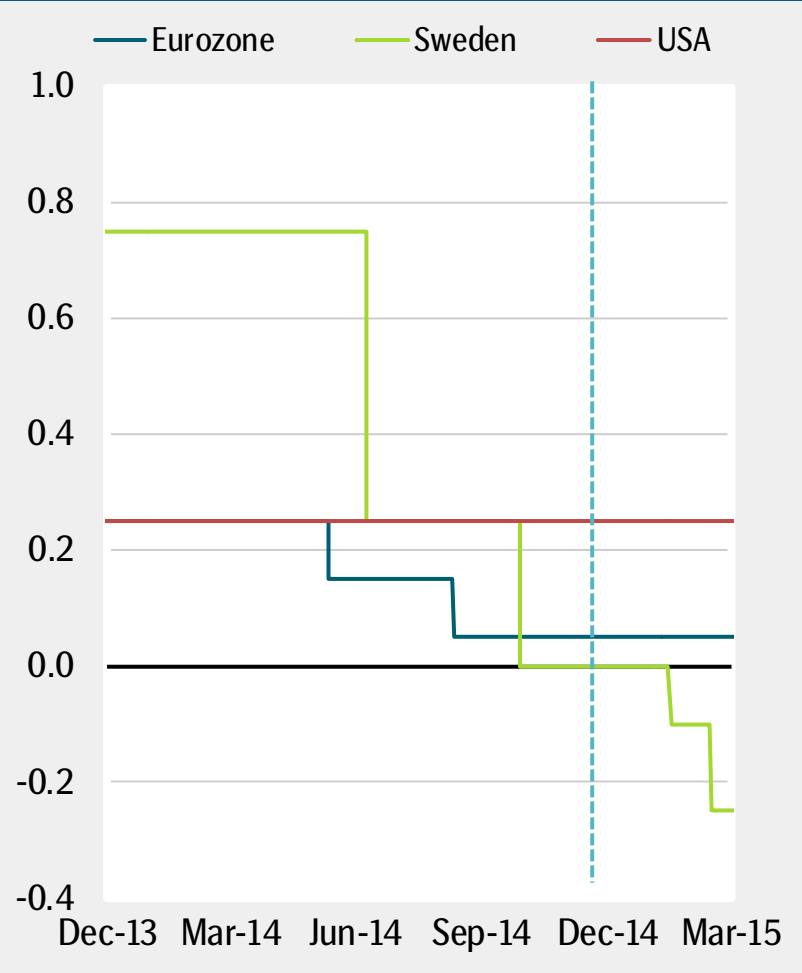


**SEB January–March 2015  
Press Conference**

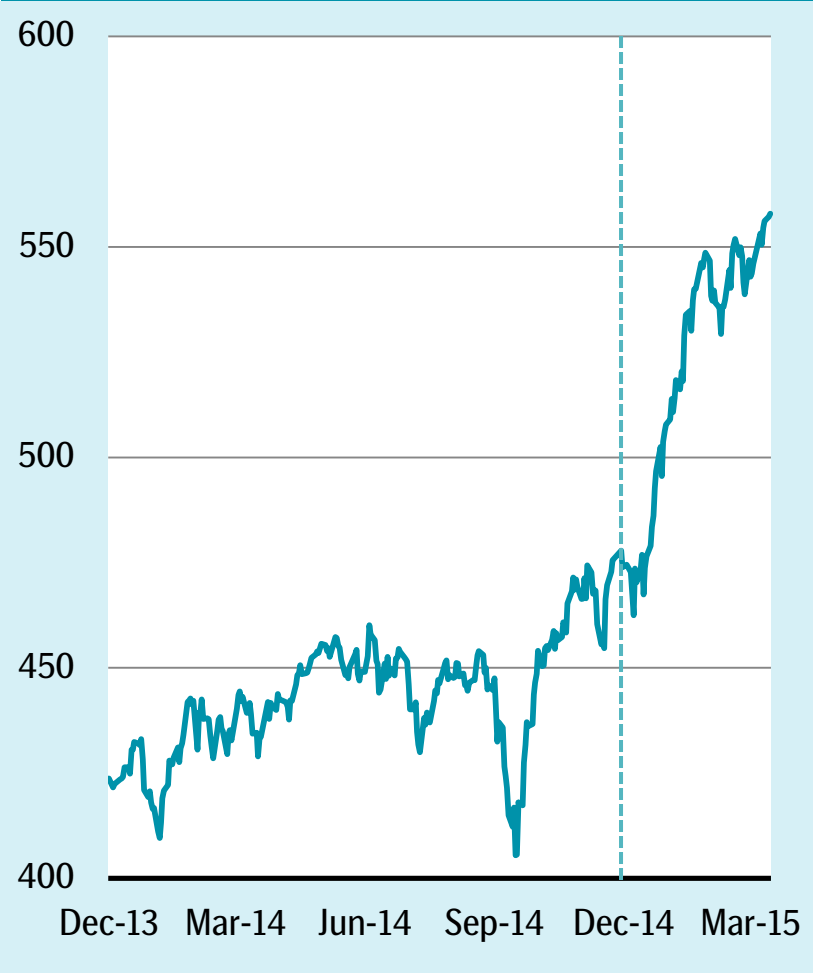
**Annika Falkengren**  
President & CEO

# An exceptional environment

## Repo rates %



## Stockholm stock exchange (OMXSPI)



# Highlights Q1 2015

**1** Increased volatility drives customer demand for risk management products

**2** High net inflows of AuM due to strong sales and positive equity markets

**3** Strong asset quality and resilience

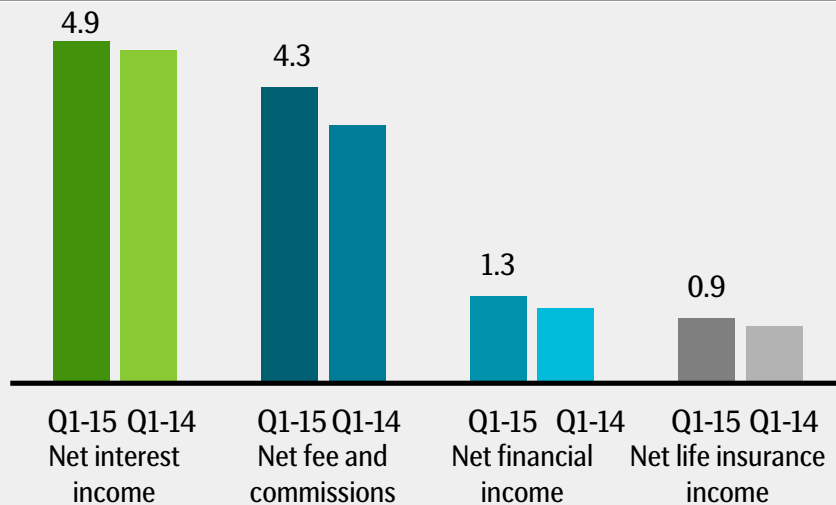
# Financial summary

excl. one-offs gains in Q4-14

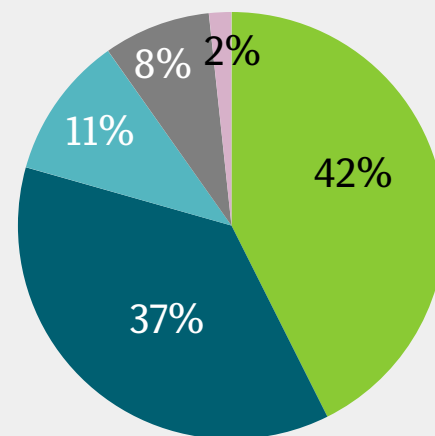
## Profit and loss (SEK m)

	Q1-15	Q4-14	%	Q1-14	%
<b>Total Operating income</b>	<b>11,612</b>	<b>11,102</b>	5	<b>10,443</b>	11
Total Operating expenses	-5,558	-5,791	-4	-5,338	4
<b>Profit before credit losses</b>	<b>6,054</b>	<b>5,311</b>	14	<b>5,105</b>	19
Net credit losses etc.	-264	-395		-250	
<b>Operating profit</b>	<b>5,790</b>	<b>4,916</b>	18	<b>4,855</b>	19

## Operating income by type, Q1 2015 vs. Q1 2014 (SEK bn)



## Income distribution Jan-Mar 2015

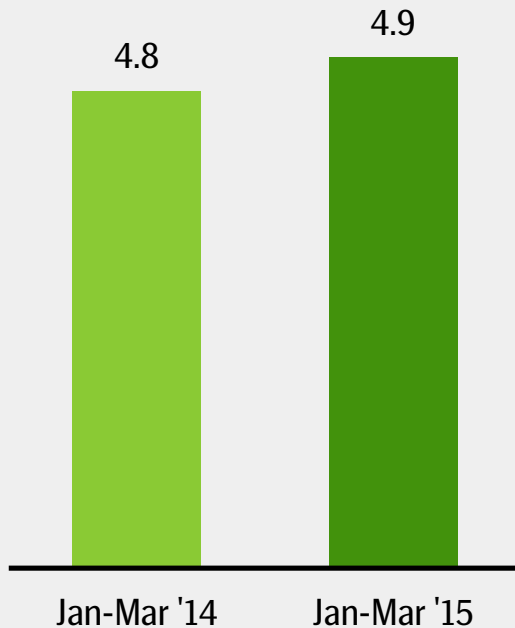


# Net interest income development

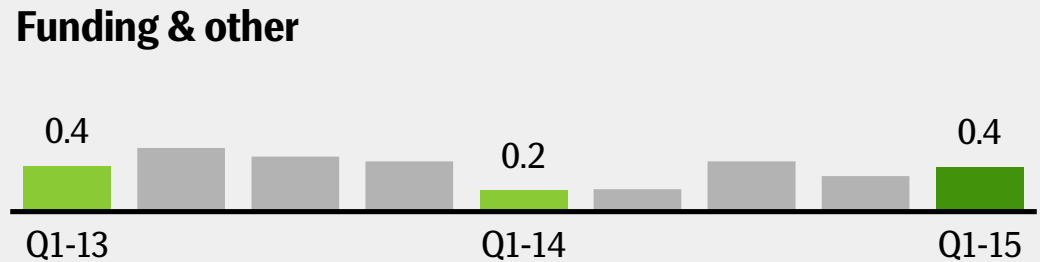
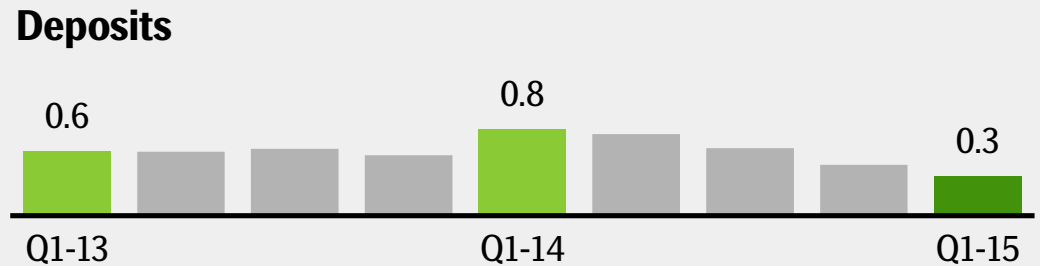
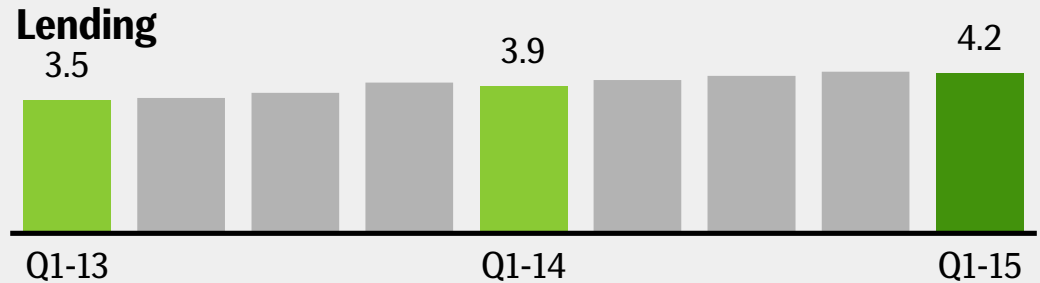
SEK bn

## Net interest income Jan-Mar 2015 vs. Jan-Mar 2014

**+3%**



## Net interest income type Q1 2013 – Q1 2015

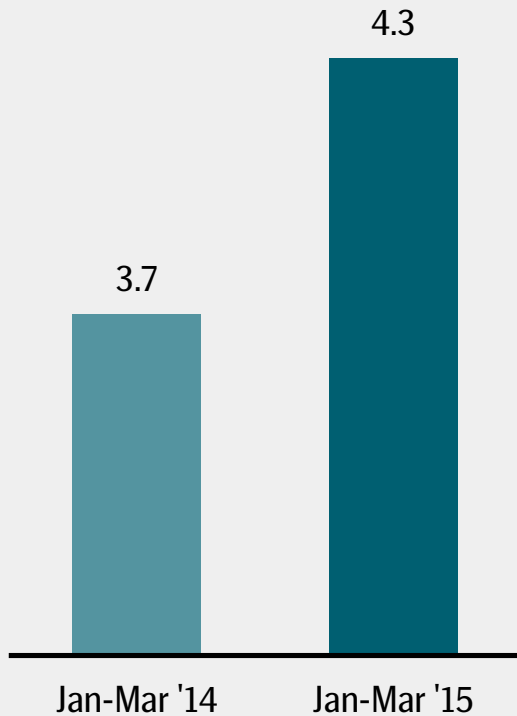


# Net fee and commission income development

SEK bn

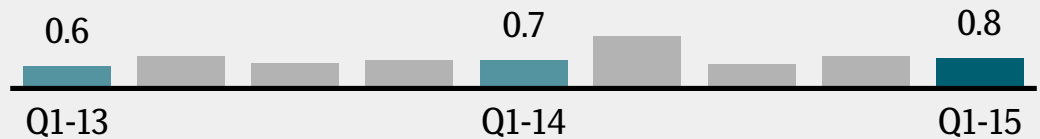
## Net fee and commissions Jan-Mar 2015 vs. Jan-Mar 2014

**+15%**

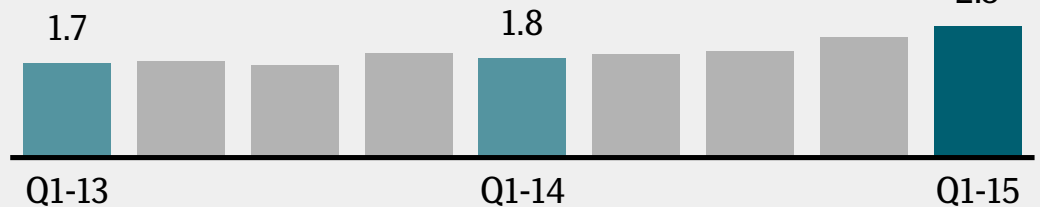


## Gross fee and commissions by income type Q1 2013 – Q1 2015

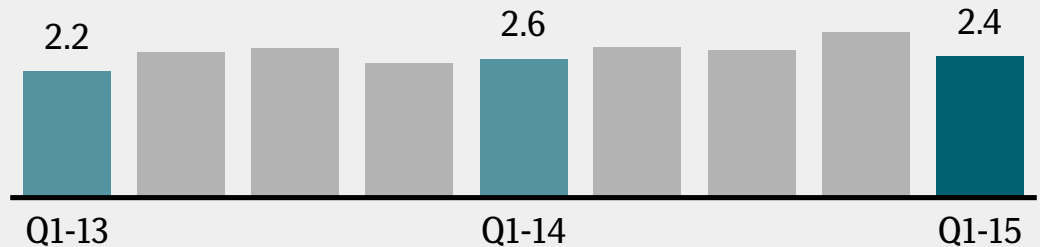
### Advisory, secondary markets and derivatives



### Custody and mutual funds



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



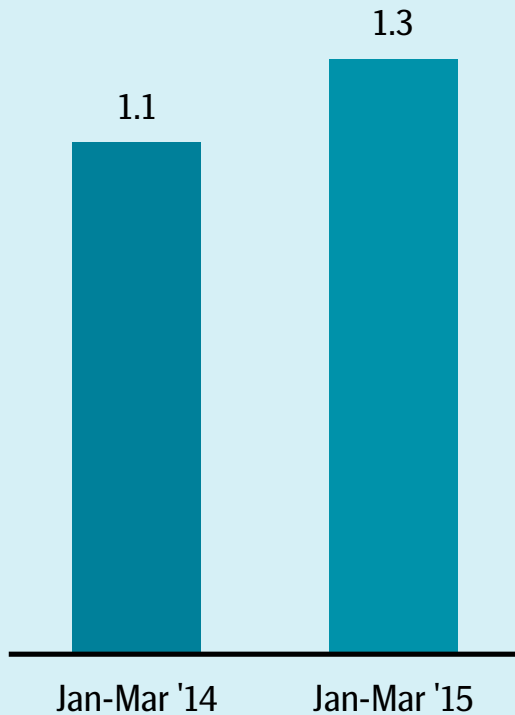


# Net financial income development

SEK bn

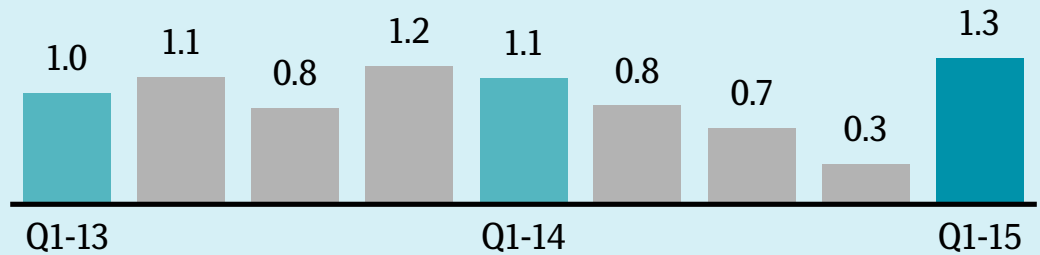
## Net financial income Jan-Mar 2015 vs. Jan-Mar 2014

**+16%**

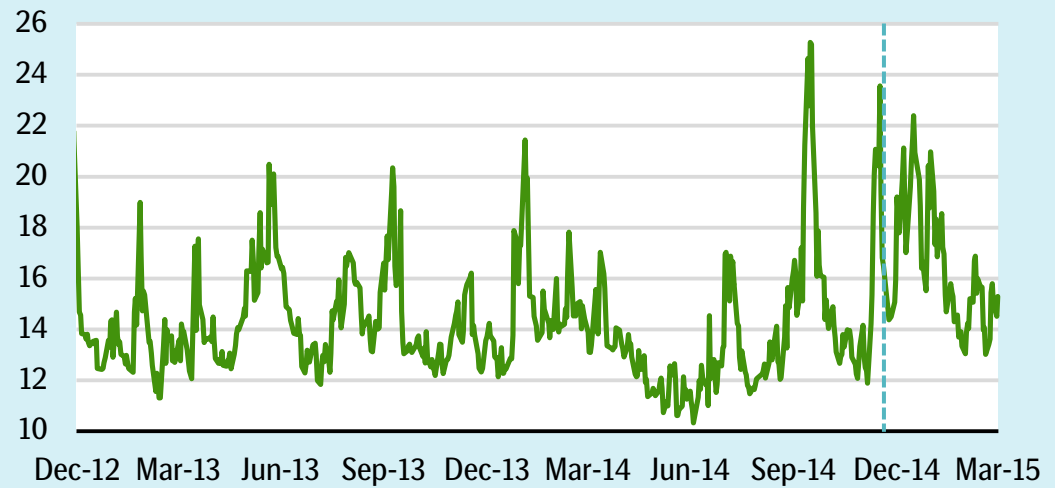


\* (VIX S&P 500 volatility)

## Net financial income development Q1 2013 – Q1 2015



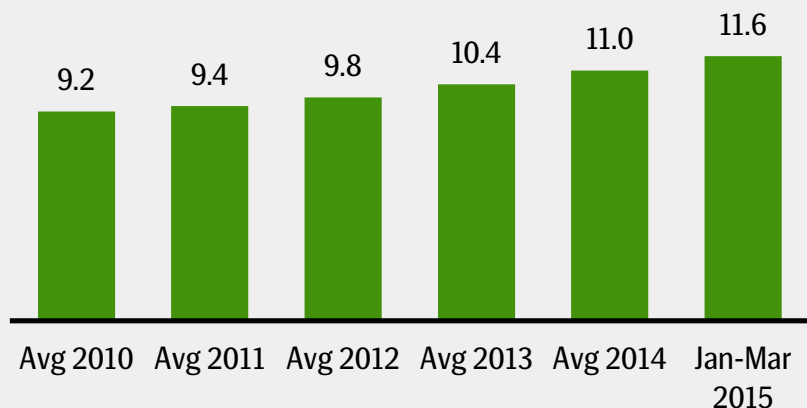
## Increased volatility in the quarter\*



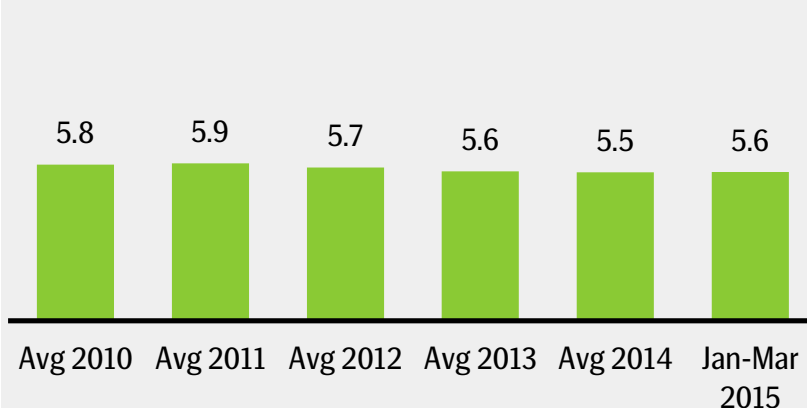
# Operating leverage

excluding one-offs

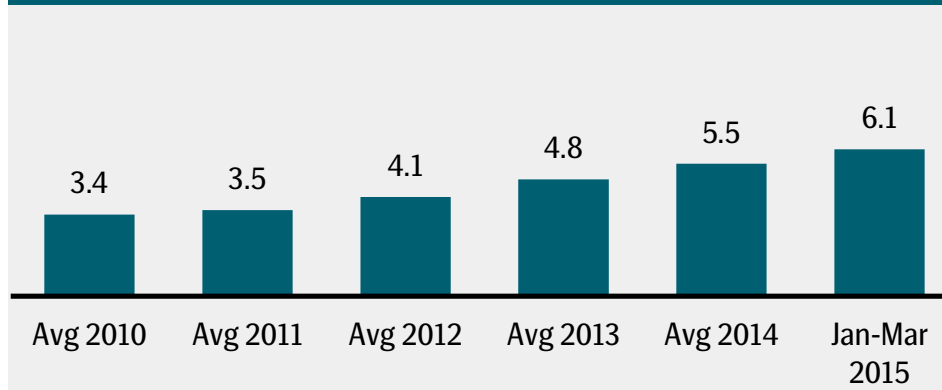
## Average quarterly income (SEK bn)



## Average quarterly expenses (SEK bn)



## Average quarterly profit before credit losses (SEK bn)



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

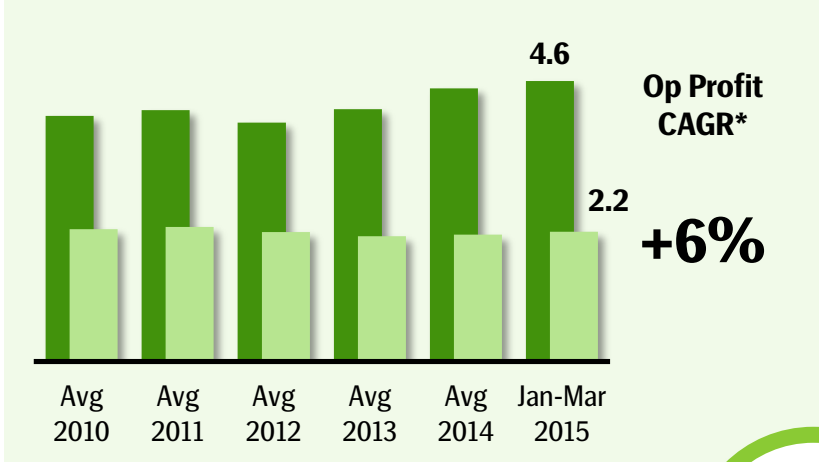


# All divisions driving operating leverage

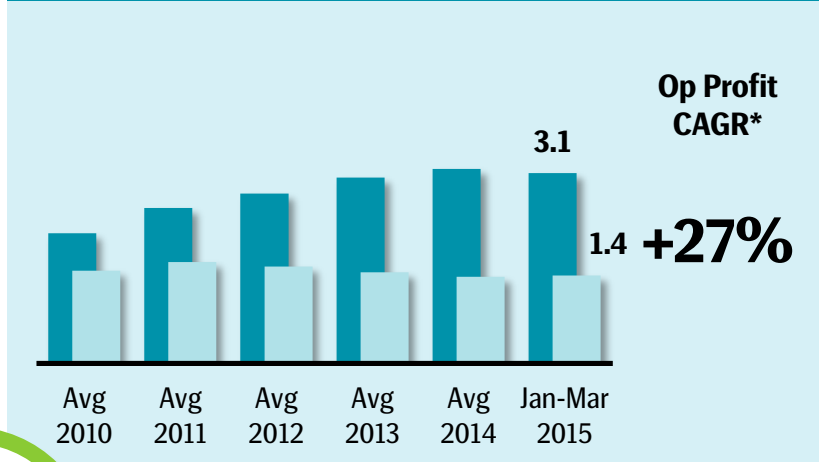
SEK bn

■ Operating income  
■ Operating expenses

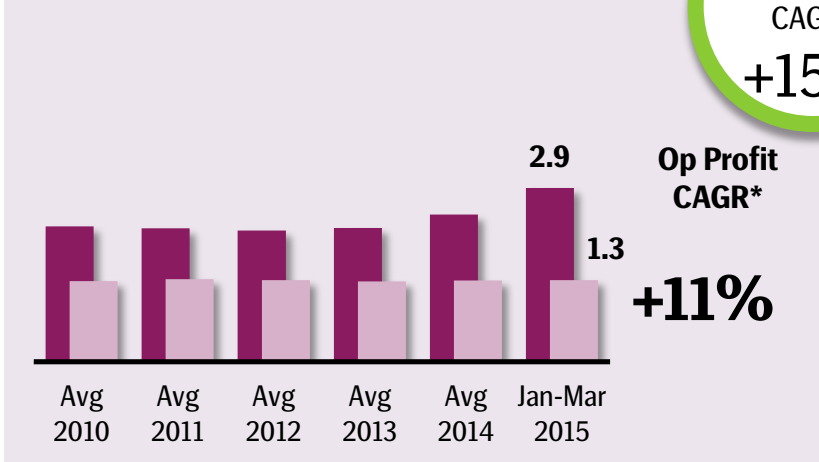
## Merchant Banking



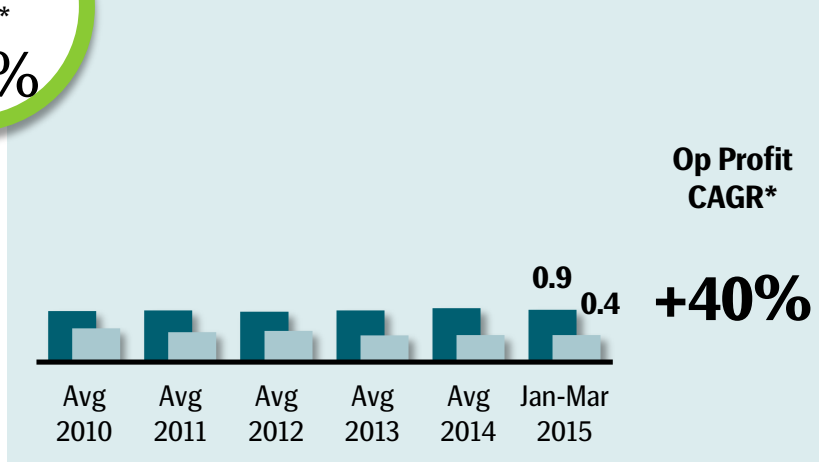
## Retail Banking



## Life & Wealth



## Baltic



SEB Group  
Op profit  
CAGR\*  
**+15%**

\*CAGR on Operating Profit Avg Q 2010-Q1 2015



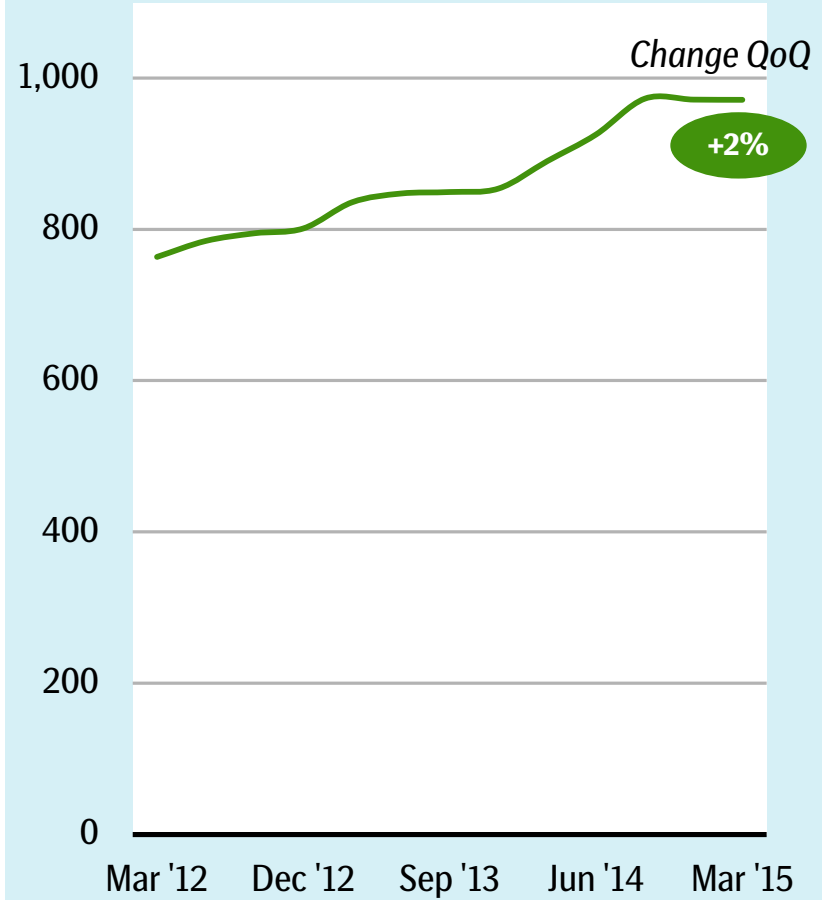
# Business dynamics changing due to market conditions

Large corporates sought hedging and risk management in the volatile market

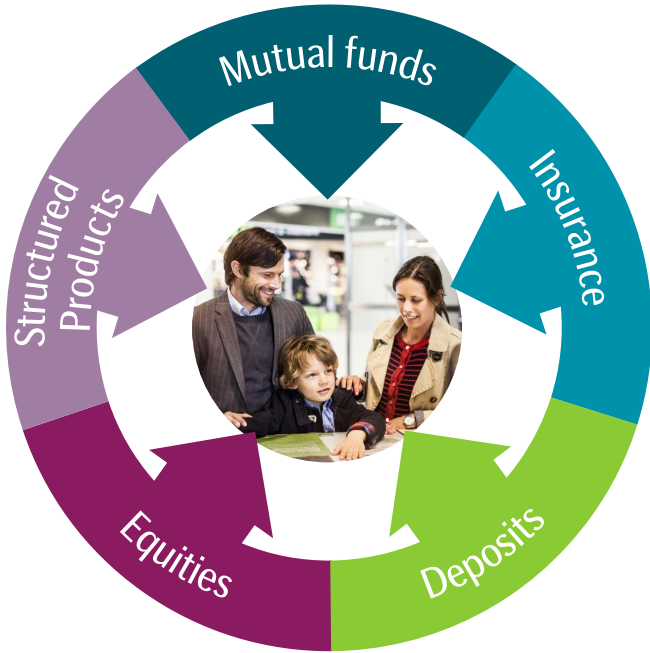
**Volatility-driven**

**Event-driven**

Credit portfolio, Corporates  
(SEK bn)

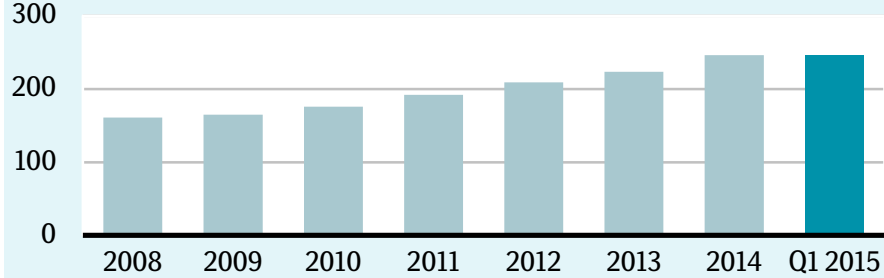


# Growing asset gathering franchise



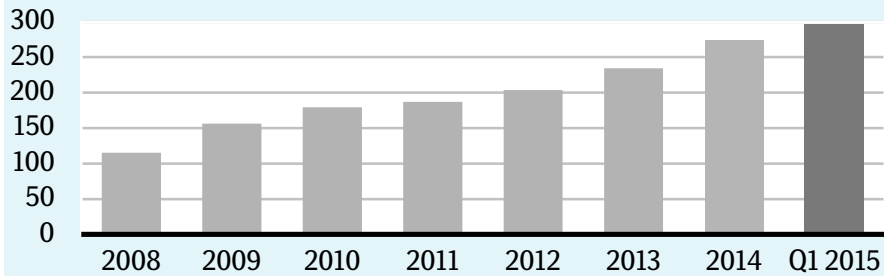
**Bancassurance**

Household deposits (SEK bn)



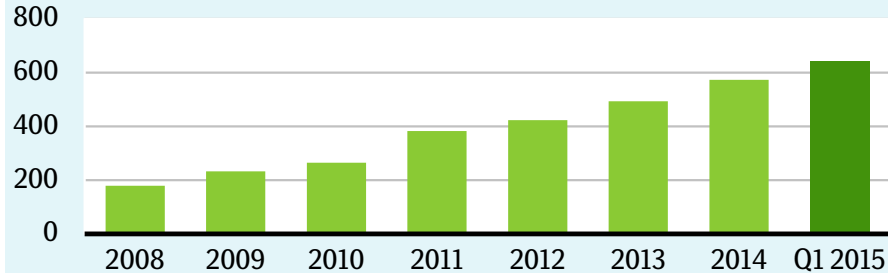
**+7%  
CAGR\***

Unit-linked AuM (SEK bn)



**+16%  
CAGR\***

Private Banking AuM (SEK bn)



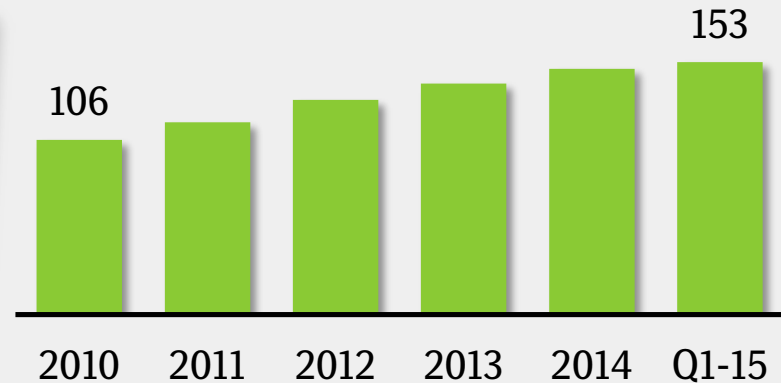
**+23%  
CAGR\***

\*CAGR for the period 2008 – Q1 2015

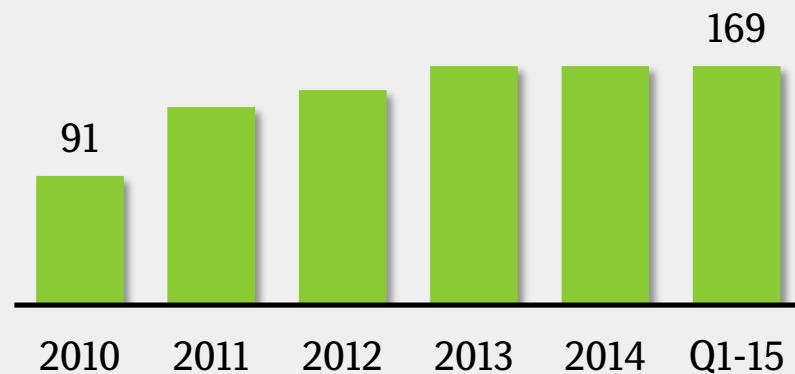
# Retail Sweden Corporates – low lending demand



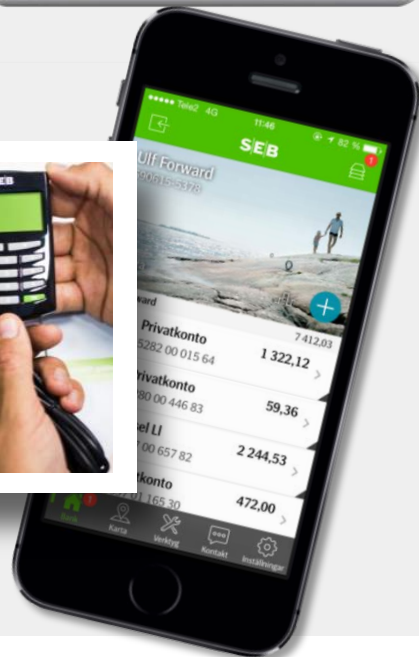
## Active full-service customers (thousands)



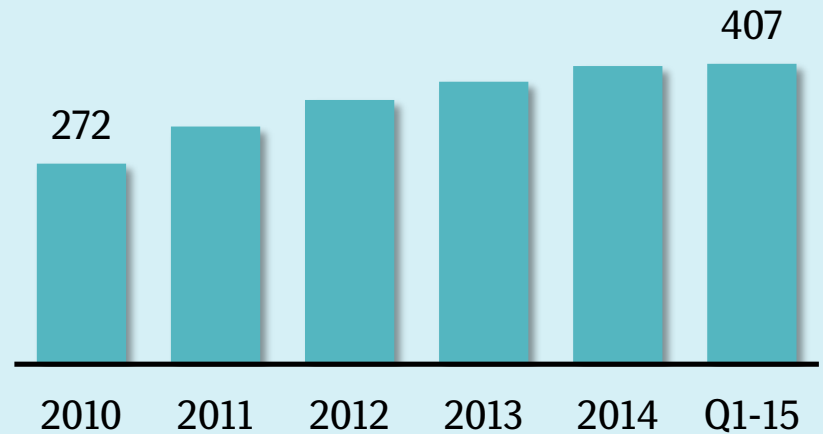
## Corporate lending portfolio (SEK bn)



# Retail Sweden – Mortgages and digitalisation



## Mortgage lending(SEK bn)



## Amortisation of new mortgage lending Loan-to-value > 70%

"Before"

60%

"Today"

91%



# Continued resilience and flexibility



Net credit loss level 0.05%

NPL coverage ratio 55%

LCR 124%

Liquidity resources ~25%

CET1 16.6%

RoE 13.8%

Asset Quality

Liquidity

Capital



# Going forward



**Focus on customer relationships**

**Continued disciplined execution**

**Resilience and long-term perspective  
in challenging economic climate**