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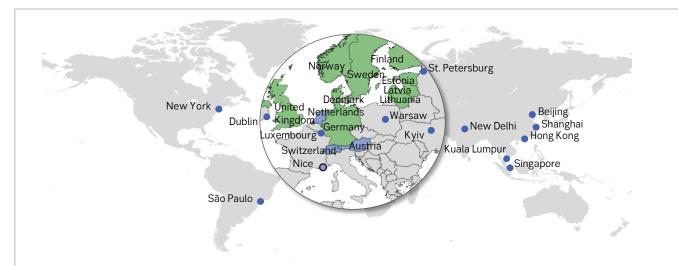
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### SEB — a leading northern European bank with international reach



- Unique customer base and leading market positions
- Engaged and long-term focused shareholder base
- Diversified business model delivering strong, profitable growth over time
- Strong capital and liquidity position
- **Solid credit rating:** AA- / Aa3 / A+ with stable outlook (Fitch/Moody's/S&P)

29%

#### Key financials Q1 2022 (FY 2021)

Net ECL level C/I ratio

0.39(0.42)8bps (2)

CET1 ratio Return on equity

18.7% (19.7) 13.4% (13.9)



#### Large corporates Swedish SMEs Commercial real estate 42%

Swedish residential-related

**Baltics** 

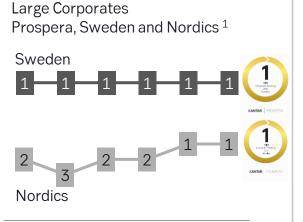
Other

<sup>&</sup>lt;sup>1</sup> Business divisions excluding Group functions and eliminations

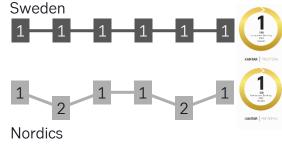
<sup>&</sup>lt;sup>2</sup> Swedish residential-related includes household mortgages, residential real estate and housing co-ops

## Our efforts have resulted in high customer satisfaction...

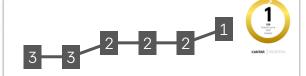




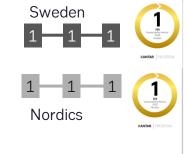




Fixed income Prospera, Sweden

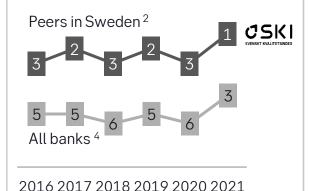


Sustainability advice Prospera, Sweden and Nordics



2016 2017 2018 2019 2020 2021



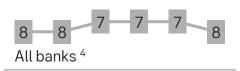


2016 2017 2018 2019 2020 2021

Private individuals Swedish Quality Index (SKI)

Peers in Sweden <sup>3</sup>

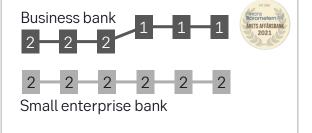
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2016 2017 2018 2019 2020 2021

2016 2017 2018 2019 2020 2021

Sweden Finansbarometern



2016 2017 2018 2019 2020 2021

Private Banking Prospera, Sweden



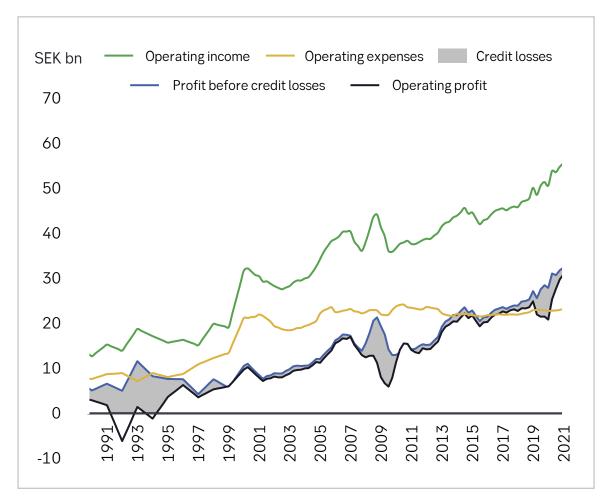
2016 2017 2018 2019 2020 2021

2016 2017 2018 2019 2020 2021

 $<sup>^1\,\</sup>text{All Tiers.}\,^2\,\text{Ranking including SEB, Handelsbanken, Swedbank, Nordea, Danske Bank.}\,^3\,\text{Ranking including SEB, Handelsbanken, Danske Bank.}\,^3\,\text{Ranking including SEB, Handelsbanken, Danske Bank.}\,^3\,\text{Ranking including SEB, Danske Bank.}\,^3\,\text{Ranking SEB, Danske Bank.}\,^3\,\text{Ra$ 

<sup>&</sup>lt;sup>4</sup> Banks with less than 300 respondents are summarised as one actor ('Other').

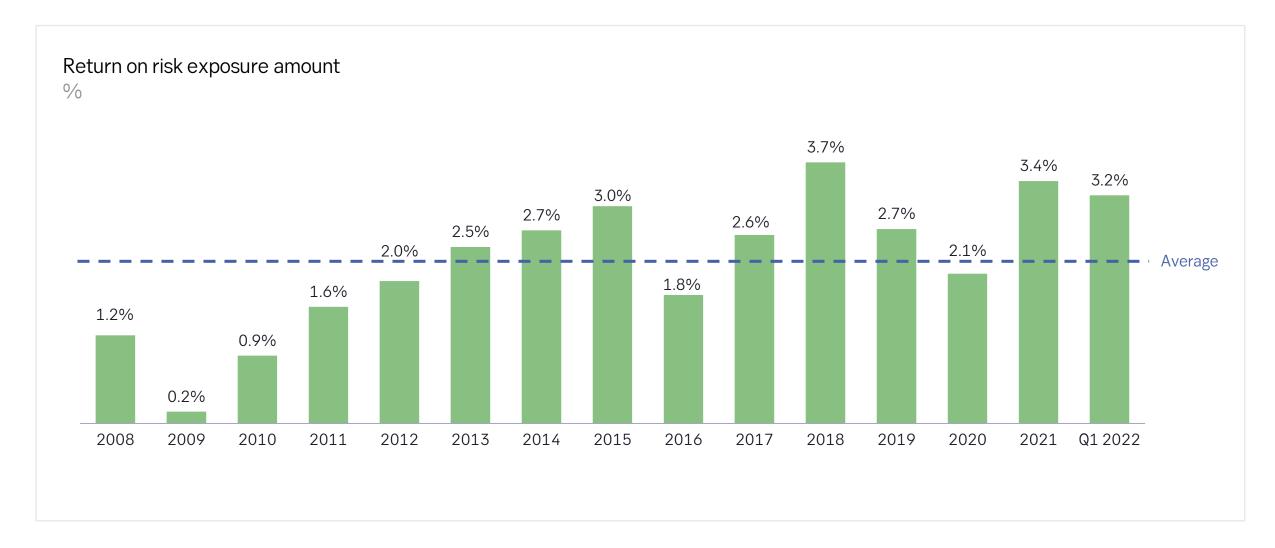
## ...allowing for an attractive profit growth over time





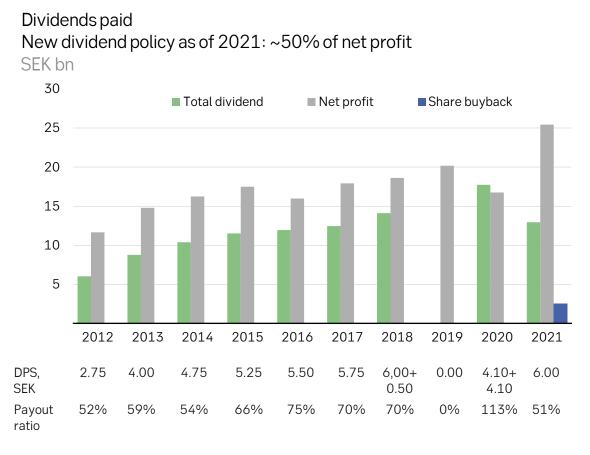


## ...and stable capital generation





## Creating long-term shareholder value



A second SEK 2.5bn share buy back program is running Mar-Oct 2022. During 2022, we plan to distribute between SEK 5-10bn through share buybacks, subject to market conditions.

#### SEB's largest shareholders

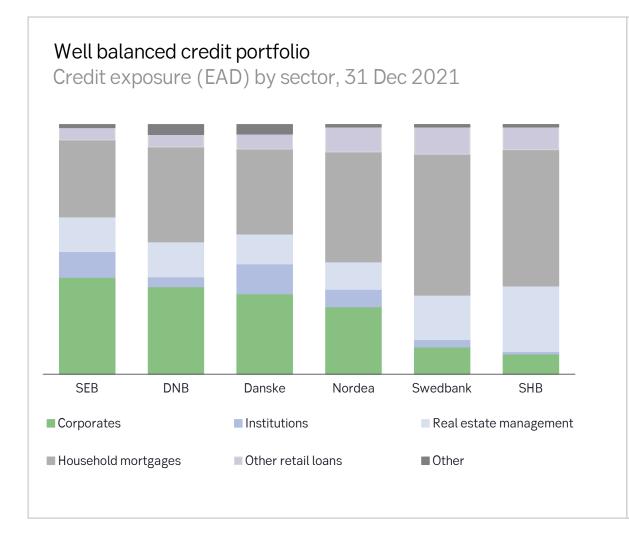
	Share of capital,
31 Mar 2022	per cent
Investor AB	20.8
Alecta Pension Insurance	5.7
Trygg Foundation	4.5
Swedbank Robur Funds	4.4
AMF Insurance & Funds	4.1
BlackRock	2.6
Own shareholding	2.2
SEB Funds	2.1
Vanguard	2.1
Handelsbanken Funds	1.6
Total share of foreign shareholders	27.6

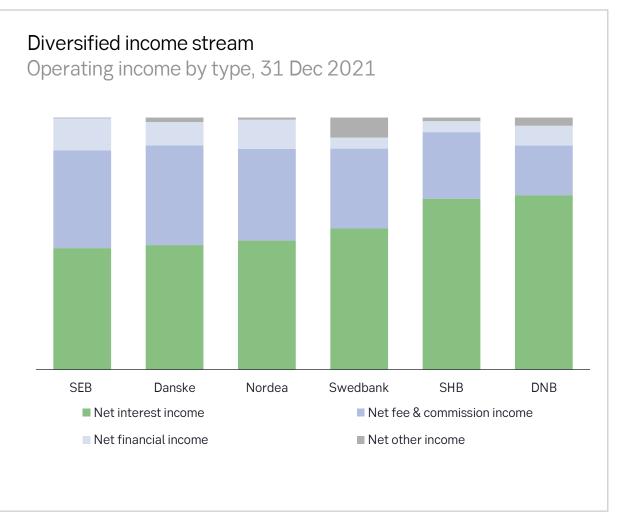
Source: Euroclear Sweden/Modular Finance

Note: Net profit and pay-out ratio 2014-2021 excluding items affecting comparability. Pay-out ratio 2018 excluding extra ordinary DPS, including the latter pay-out 76%. The ordinary and further ordinary dividend paid in 2021 of SEK 4:10 and SEK 4:10 respectively apply to years 2019-2020 when dividend restrictions were in place leading to a pro forma pay-out ratio for these years of around 50 per cent. DPS and the pay-out ratio for 2021 exclude share buybacks.



## More diversified than peers

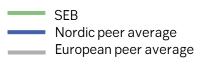




Source: Annual reports 2021



## Relative financial strength





Source: S&P Global



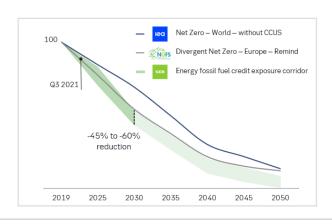
## Our ambition is to be a leading catalyst in the transition towards a sustainable society

#### Climate ambitions and goals to ensure our progress

## The Brown Carbon Exposure Index

Measuring the fossil fuel credit exposure in our energy portfolio

Goal: To reduce exposure by 45-60% by 2030, compared to a 2019 baseline

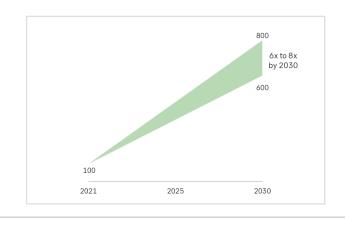


#### The Green

Sustainability Activity Index

Measuring our activities supporting the sustainable development

Ambition: To increase average activity 6x-8x by 2030, compared to a 2021 baseline

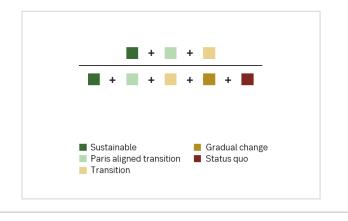


#### The Future

**Transition Ratio** 

Measuring our corporate and real estate credit portfolio's anatomy from a climate perspective

Ambition: To provide a reflection of how our customers, over time, transition in line with the Paris Agreement <sup>1</sup>







## Vision 2030: Investments will be needed to future-proof our business

#### Future-proofing customer relationships and profit generation

#### Future-proofing our platform

Acceleration of efforts



- Expand Corporate and Investment Banking
- Leverage Custody and Markets platforms to become Nordic market leader
- Grow Savings and Investments in the Nordics and the Baltics
- Capture the sustainability supercycle

Strategic change



- Transform Retail Banking to go more digital, with a mobile first approach, in Sweden and the Baltics
- Establish Private Wealth Management & Family Office division in all home markets
- Scale and implement SEBx capabilities

Strategic partnerships



- Rethink ways of producing and distributing products and services
- Strengthen innovation and business momentum through external partnerships



- Open banking
- SEBx
- Fintech partnerships
- P27
- Cloud partnership
- SAMLIT
- Greentech VC
- KYC Utility

Efficiency improvement



- Change approach from automation to end-to-end processes
- Develop into a fully data-driven organisation
- Accelerate technology development
- Enhance regulatory efficiency



## Our financial targets

 $\sim 50\%$ 

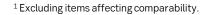
Dividend payout ratio of EPS 3

100-300<sub>bps</sub>
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.





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## Highlights in Q1 2022

- Robust operating result in a quarter marked by the war in Ukraine and a less favourable macroeconomic outlook
- Return on equity amounted to 13.4 per cent, on a capital management buffer above the regulatory requirement of 490 basis points
- Stable underlying asset quality, with net expected credit losses of 8 basis points

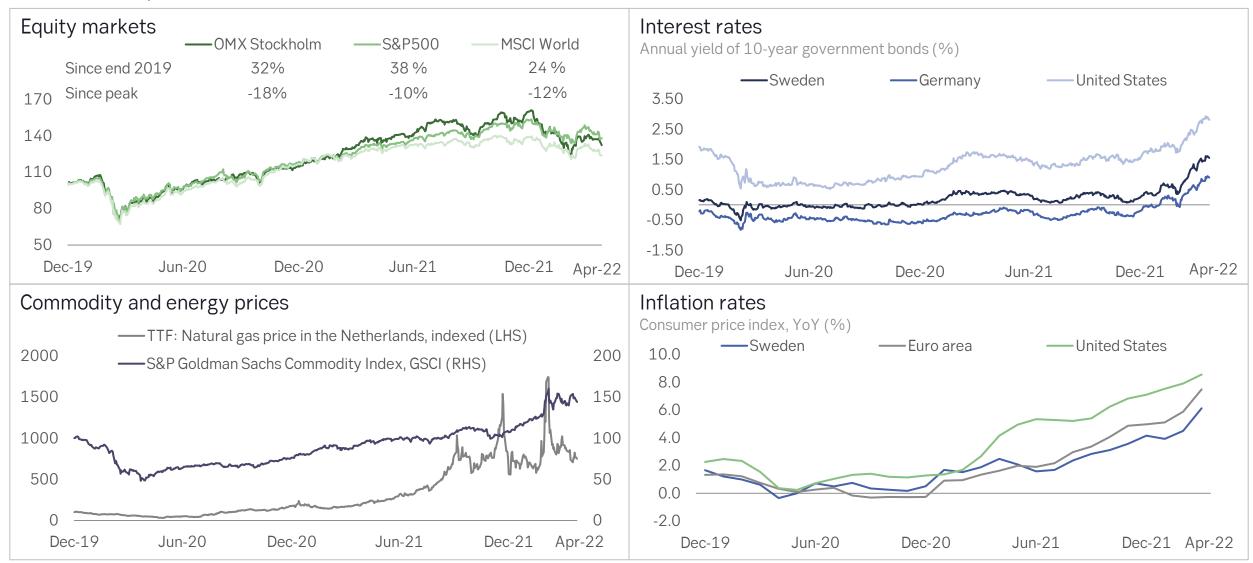


## SEB in Russia and Ukraine

Per Q1 2022	Russia	Ukraine
Number of full-time employees	79	51
Number of offices	2	1
Number of customers	170	76
Profit as share of SEB Group	1%	0%
Credit exposure as share of total credit portfolio	0.1%	0.01%

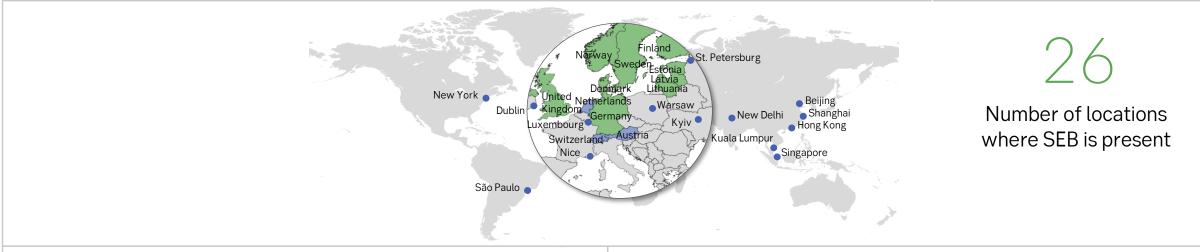


### Development in financial markets





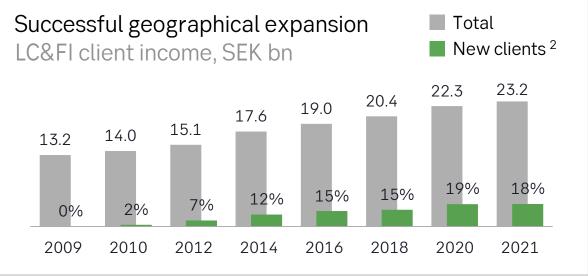
## A northern European corporate and investment bank with international reach



#### Our operating model

To serve our customers locally

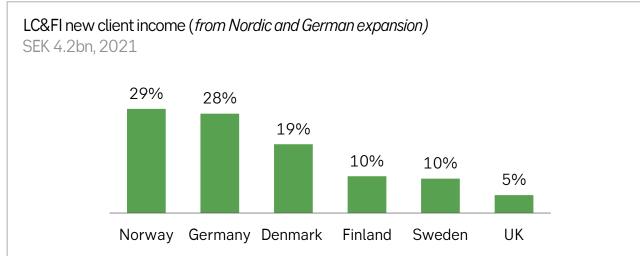
- Home markets including Nordics, Baltics, Germany and UK
- Geographical expansion to the Netherlands, Austria and Switzerland
- International Network spanning from New York to Shanghai <sup>1</sup>
- International business mainly focused on large corporate and financial institution customers
- Nordic and German expansion from 2010



Note: client income based on internal definition. <sup>1</sup> Including Poland, Russia, Ukraine, China, Hong Kong, Singapore, India, the United States and Brazil. <sup>2</sup> New clients since 2010. Including Sweden, Norway, Denmark, Finland, Germany and United Kingdom.

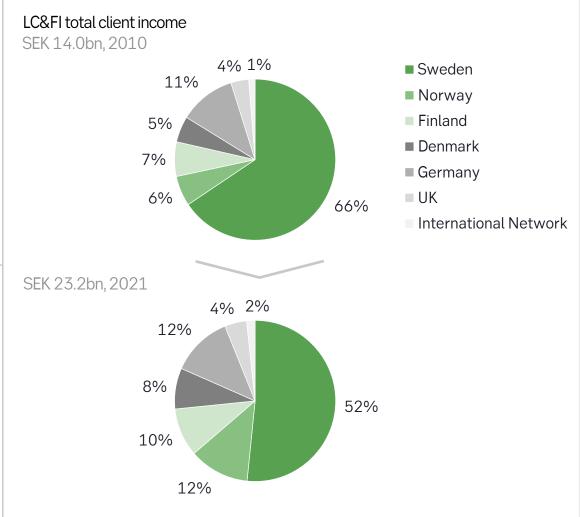


## Increased growth outside of Sweden over time



## Key ratios 2021 <sup>1</sup>

	Norway	Germany	Denmark	Finland	UK	Intl. Network	LC&FI division
RoBE	16%	12%	16%	17%	18%	15%	14%
C/I	0.34	0.31	0.38	0.31	0.29	0.57	0.41
FTEs	218	157	144	156	74	256	2,155

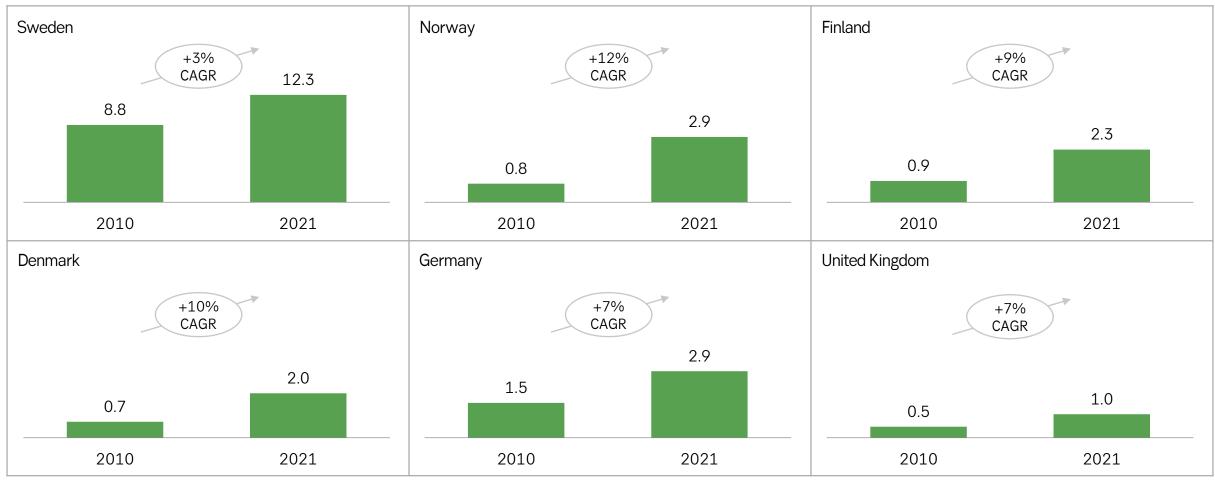




## Strong development in total client income across geographies

#### Large Corporates & Financial Institutions

2021 vs. 2010, SEK bn





## Strategic partnership to strengthen the PWM&FO division's growth strategy

#### Partnering with Ringkjøbing Landbobank to:

- Strengthen our footprint in Danish private banking market
- Increase growth in Professional Family Office segment

**SEB** offering its customers a complete range of private banking services in the Danish market

**Ringkjøbing Landbobank** offering its customers access to SEB's international range of services and full product range



#### Example:



Private Banking & Private Wealth Management client



Professional Family Office client



- Client responsibility
- Daily banking

#### SEB

- Client responsibility
- Financing, investments and financial infrastructure

#### SEB

- Specialised investment management
- International products and services



- Private banking services to family members
- SME banking services



## Exploring new technology

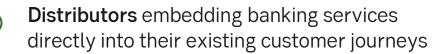
Banking-as-a-Service (BaaS)

Banking-as-a-Service is the provision of retail or wholesale banking products and services as a service, using an existing licensed institution's secure and regulated infrastructure with modern API-driven platforms.<sup>1</sup>

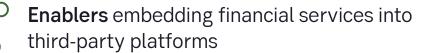


**Consumers** of the financial product













**Providers** holding a banking license and offering regulated and compliant financial products



First external BaaS customer





1.5 million customer interactions every day





<sup>&</sup>lt;sup>1</sup> Finastra Banking-as-a-Service: Outlook 2022 | Paving the way for Embedded Finance. "API" abbreviation for Application Programming Interface.

## Ambition to be a leading catalyst in the sustainability transition

## Widening the scope of our green bond framework



Including
areas such as
biodiversity and
the transition to a
circular economy



**Green bond** issued by SEB

# Strong growth in sustainability-linked bond market over time...

Sustainability-linked bonds as share of total sustainable debt, global issuance volume



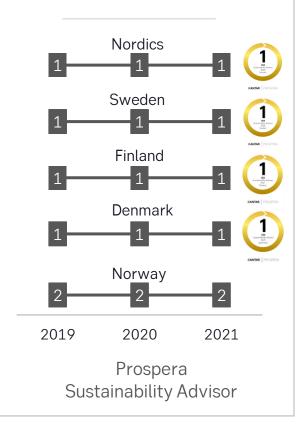
## ... where we continue to support our customers

Nordic peers	Volume Q1 (EUR m)
SEB	496
Nordic peer 1	250
Nordic peer 2	200
Nordic peer 3	95
Nordic peer 4	47



Transactions where SEB acted as sole sustainability structuring advisor <sup>1</sup>

## We appreciate the positive feedback we have received

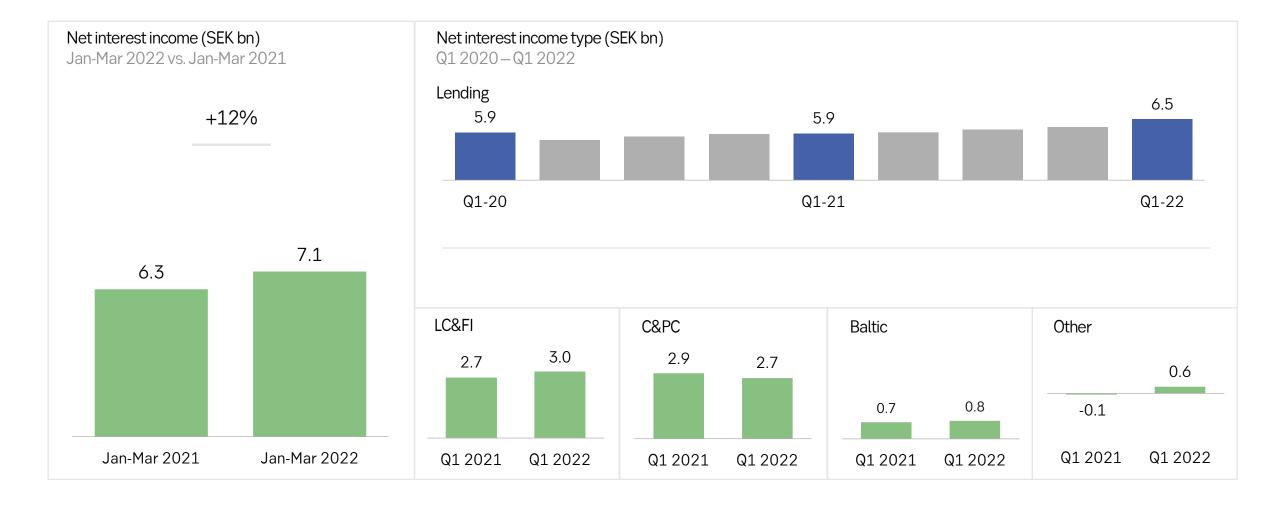




## Financial summary Q1 2022

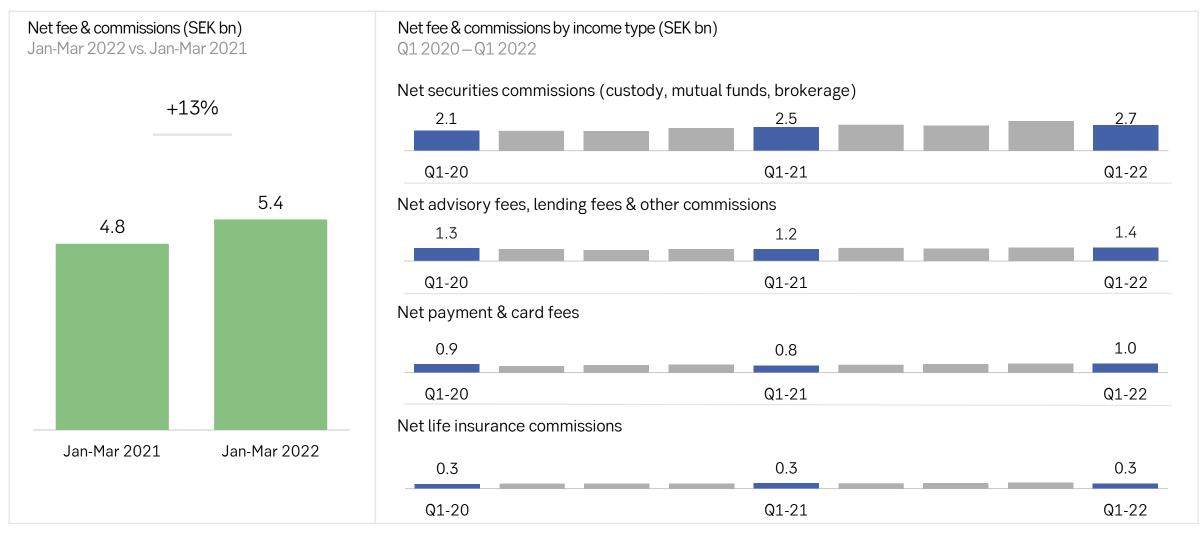
SEK m	Q1 2022	Q4 2021		Q1 2021		
Total operating income	14,768	14,127	+5%	13,616	+8%	Net ECL lev 8 bps
Net interest income	7,062	6,717	+5%	6,300	+12%	
Net fee and commission income	5,398	5,885	-8%	4,776	+13%	<b>C/I</b> 0.39
Net financial income	2,334	1,517	+54%	2,543	-8%	
Total operating expenses	-5,793	-6,097	-5%	-5,718	+1%	CET1 18.7%
Profit before ECL and imposed levies	8,974	8,030	+12%	7,898	+14%	
Net expected credit losses	-535	-299		-156		RoE 13.4%
Imposed levies	-582	-255		-267		
Operating profit	7,857	7,476	+5%	7,475	+5%	

## Net interest income development



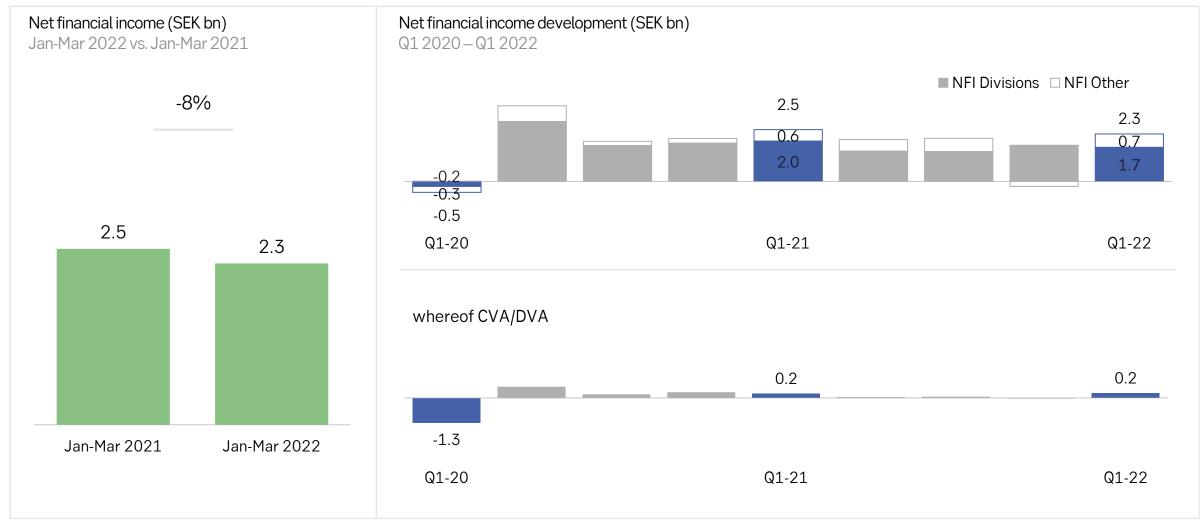


### Net fee & commission income development



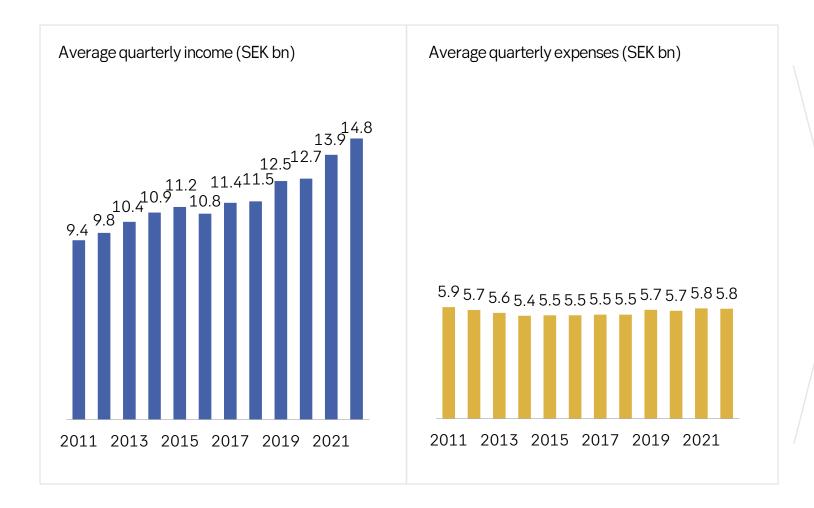


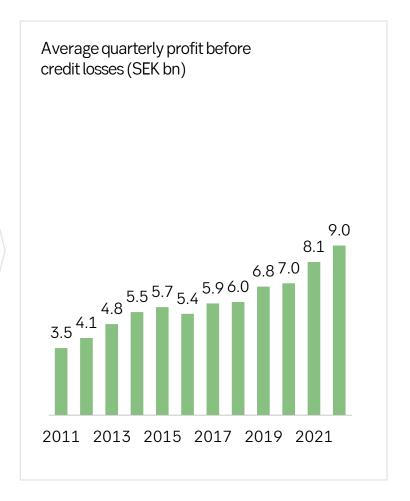
## Net financial income development





## Operating leverage







## Strong asset quality and balance sheet

021	
Asset quality	
Net expected credit loss level	2 bps
Funding & liquidity	
Customer deposits (SEK)	1,597br
Liquidity coverage ratio	145%
Net Stable Funding Ratio (NSFR)	111%
Capital	
CET1 ratio (Basel 3)	19.7%
CET1 buffer above requirement	590 bps
Total capital ratio (Basel 3)	23.1%
Leverage ratio (Basel 3)	5.0%

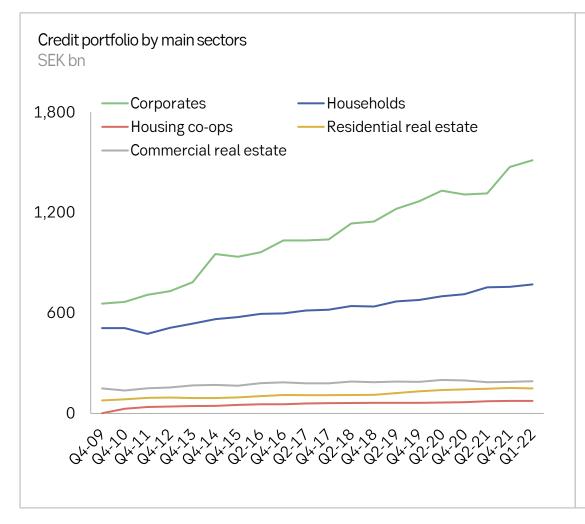
1arch 2022	
Asset quality	
Net expected credit loss level	8 bps
Funding & liquidity	
Customer deposits (SEK)	1,854bn
Liquidity coverage ratio	122%
Net Stable Funding Ratio (NSFR)	108%
Capital	
CET1 ratio (Basel 3)	18.7%
CET1 buffer above requirement	490 bps
Total capital ratio (Basel 3)	21.4%
Leverage ratio (Basel 3)	4.3%



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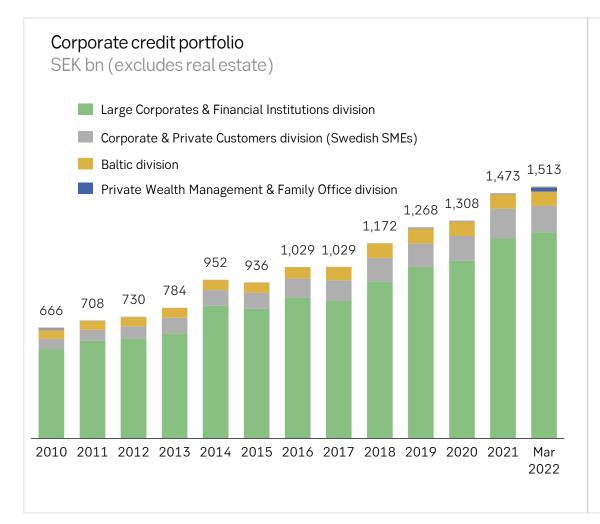
## Development of credit portfolio

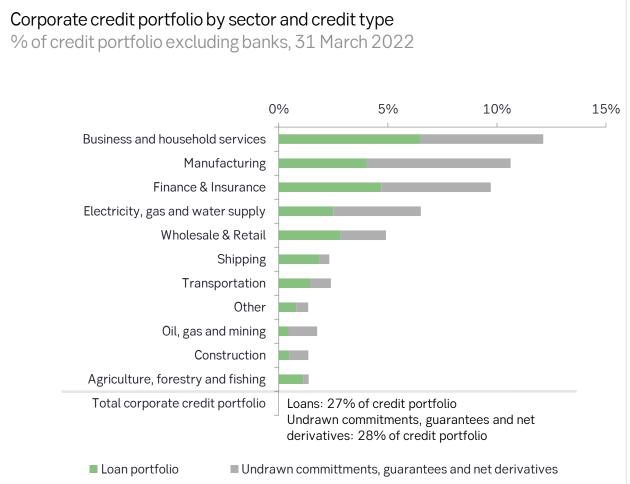


Sector	QoQ	YoY
Corporates	3%	14%
FX-adjusted <sup>1</sup>	0%	10%
Households	2%	5%
Swedish mortgages	2%	5%
Commercial real estate	2%	0%
Residential real estate	-2%	3%
Housing co-ops	0%	8%



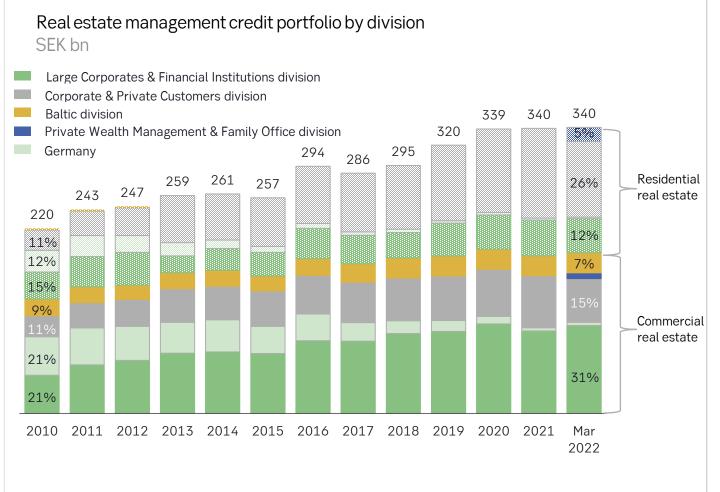
## Industry diversification and low on-balance sheet exposure in the corporate portfolio

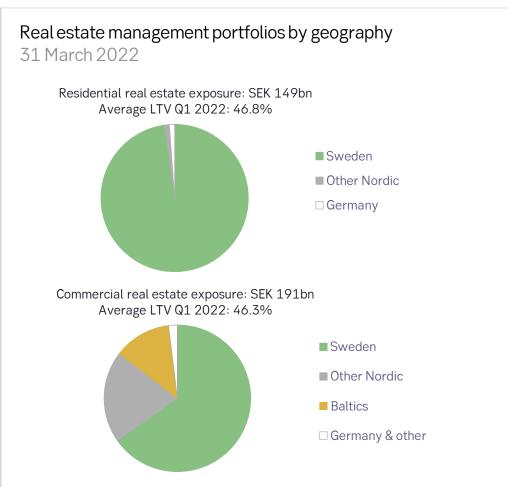






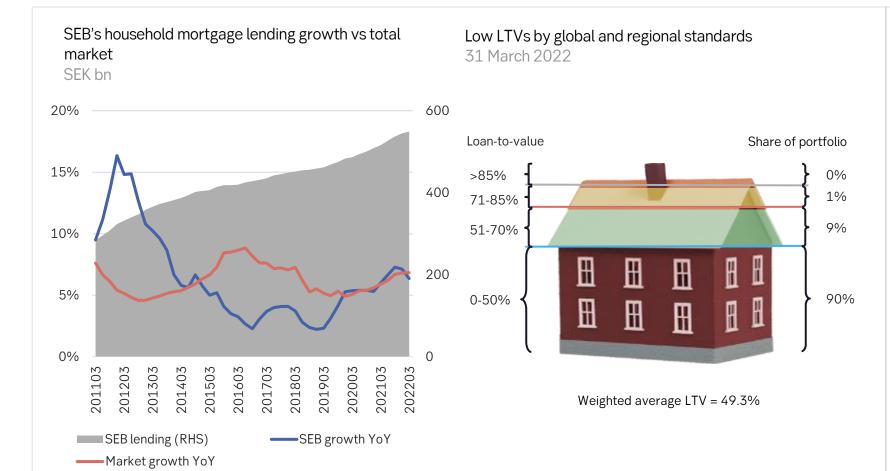
# Real estate exposure is c. 12% of non-bank credit portfolio and is focused on Nordic commercial real estate and Swedish residential real estate







## Robust household mortgage portfolio

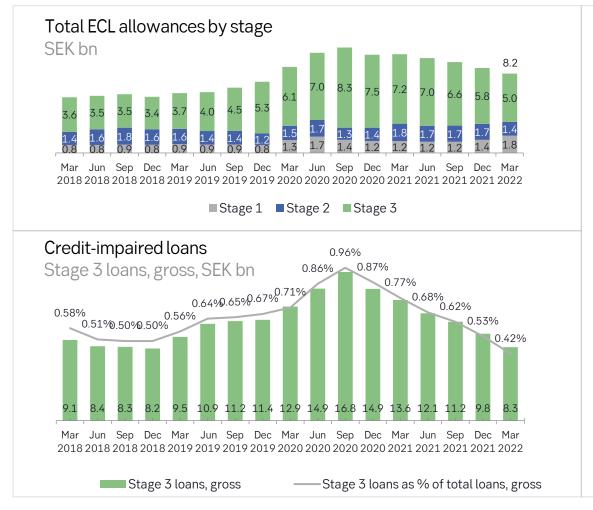


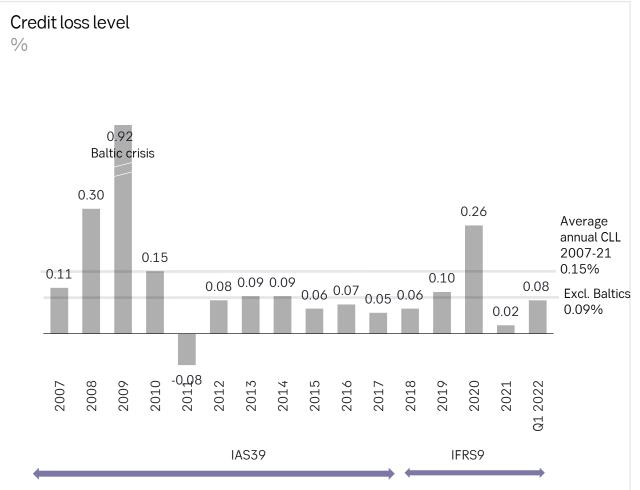
## Selective origination - mortgage lending based on affordability

- Strong customer base: According to UC AB (national credit information agency), SEB's customers have higher credit quality than market average and are overproportionally represented in higher income segments. Customers are also concentrated to larger cities
- **High asset quality** negligible past dues and losses
- · Strict credit scoring and assessment
- Strengthened advisory services "sell first and buy later"
- Affordability assessment (funds left to live on post all fixed costs and taxes) includes stressed interest rate scenario of 6% on personal debt and 3% on a housing co-op's debt which indirectly affects the private individual ("double leverage")
- Amortisation requirement: LTV 70-85% loans amortise min. 2%/year and between 50-70% at least 1%/year.
   As of 2018, loans with DTI>4.5x amortise an additional percentage point –regulatory requirement. Amortisation exemption due to Covid-19 lifted per August 2021
- Max loan amount: 85% LTV cap since 2011. In general 5x total gross household income irrespective of LTV and no more than one payment remark on any kind of debt



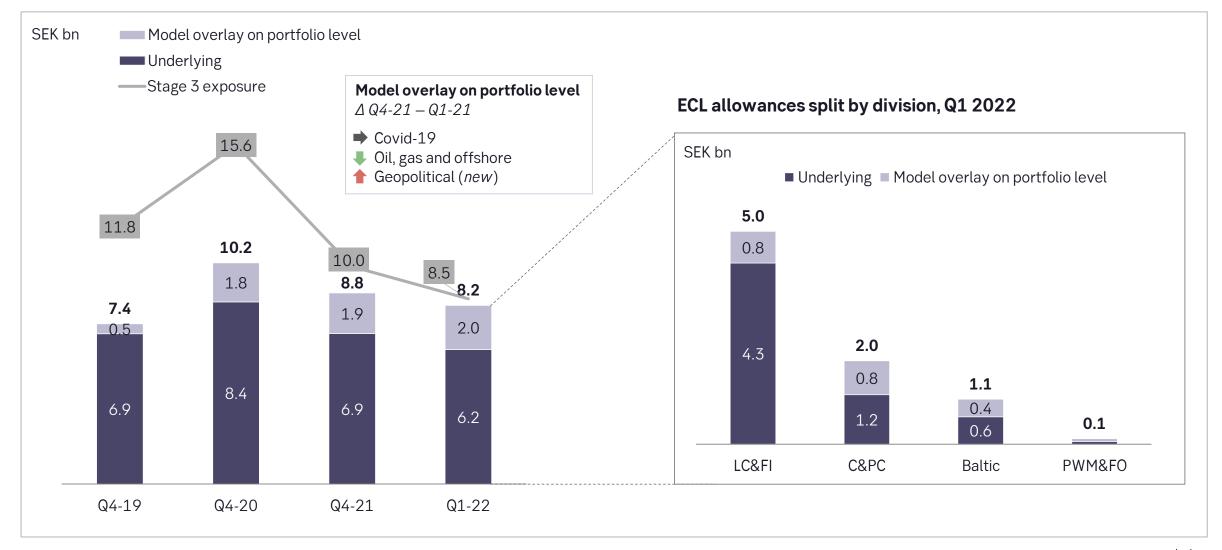
# High credit quality over time — credit-impaired loans declining from Covid-peak







## ECL allowances for future expected credit losses





# Updated macro scenarios and scenario probability weightings led to an increase of ECL allowances in Q1

#### Three scenarios for ECL modelling GDP growth assumptions Q1 2022 (Q4 2021) Positive – 15% (15%) probability Base – 60% (65%) probability Negative – 25% (20%) probability 4.0% 3.2% 3.0% 3.5% 2.7% 2.0% 2.4% 3.0% 2.0% 2.0% 1.8% 1 5% 0.4% -0.5% 2022 2023 2024 2022 2023 2024 2022 2023 2024 Sweden OECD

- The positive scenario assumes a faster resolution of the Ukraine conflict and that the positive forces of the post-pandemic normalisation is underestimated.
- This may apply to the demand side in the form of pent-up consumptions and capital spending needs, and to the supply side where the flow of people back into the labour market may be stronger than expected
- The base scenario assumes that the war in Ukraine, energy prices and higher interest rates have a significant economic impact lowering GDP growth forecasts. Fiscal initiatives especially in defence and energy are expected to soften negative effects.
- The war is speeding up inflation and labour markets are expected not to weaken enough to persuade monetary central banks to hold off on monetary tightening. More and earlier key rate hikes are expected which will help bring about a clear decline in inflation during 2023
- The negative scenario reflects the downside risk f the war and the aftermath of the pandemic. The war in Ukraine may escalate in a way that has more far-reaching economic consequences. It is also possible that the impact of current sanctions and trade
- A stronger inflation surge would erode household purchasing power and weaken the profitability in many businesses.

tensions are underestimated.

Probability-weighted ECL allowances: SEK 8.2bn



100% probability of positive scenario:

-3% ECL allowances

100% probability of negative scenario:

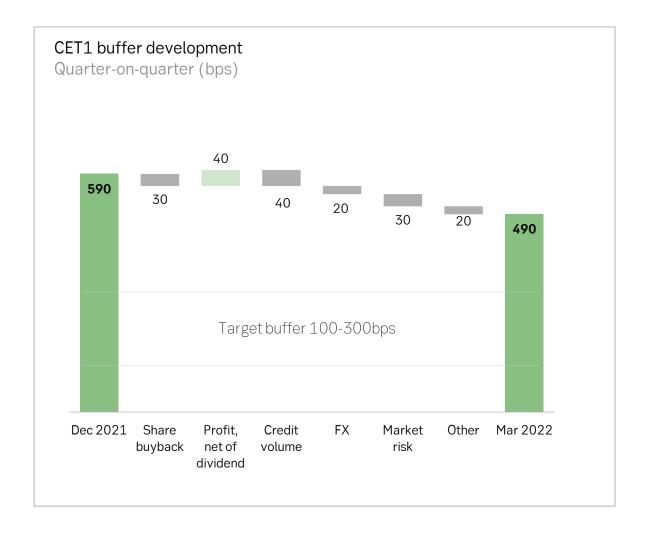
+4% ECL allowances

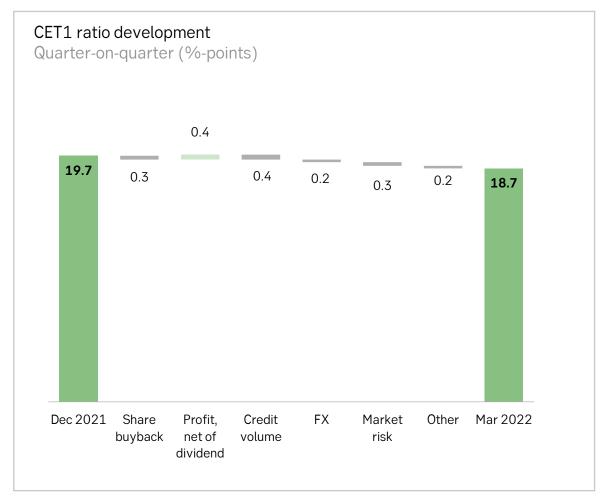


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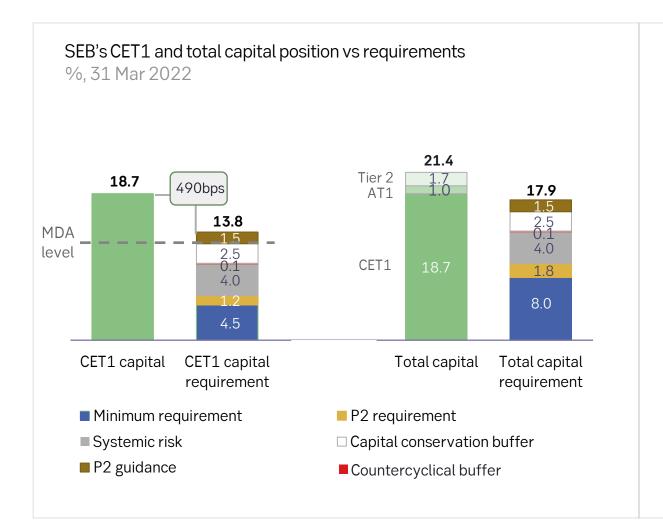
### Capital development in Q1







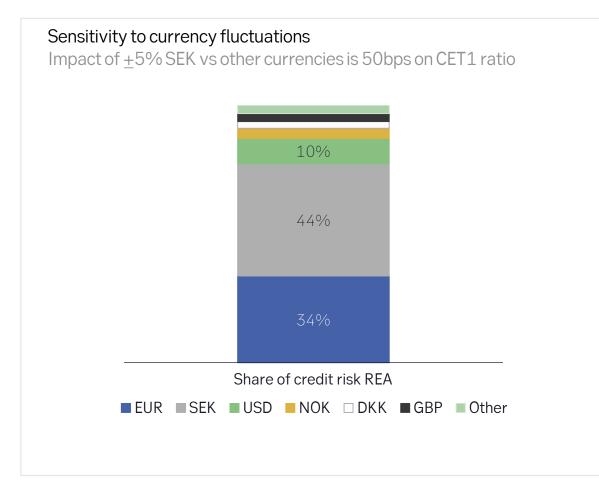
### Strong capital position vs. requirements

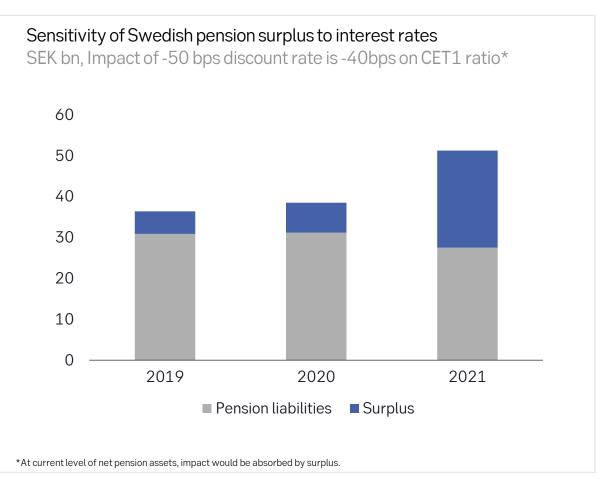


- CET1 capital buffer of 490bps compared to target management buffer of 100-300bps
- Leverage ratio at 4.3% (5.0). The requirement and Pillar 2 guidance is 3.45%
- Countercyclical buffer for Sweden to be raised to 1% in September 2022



### Reasons for management capital buffer

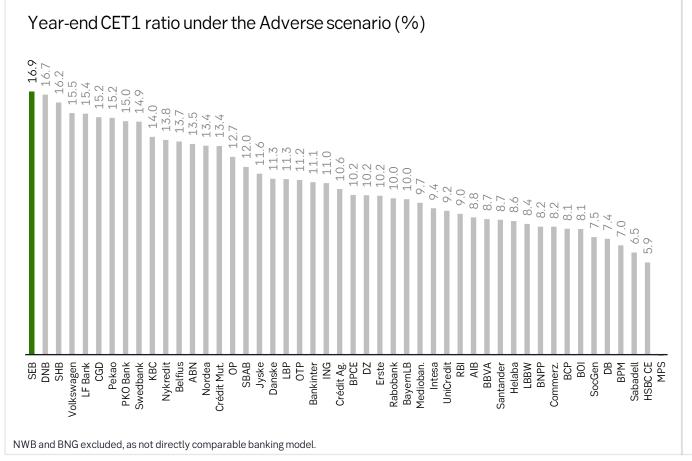


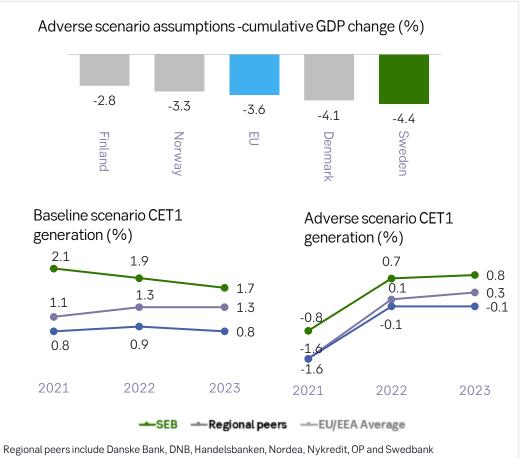


...& general macroeconomic uncertainties



#### EBA stress test 2021 confirms SEB's robust capital position



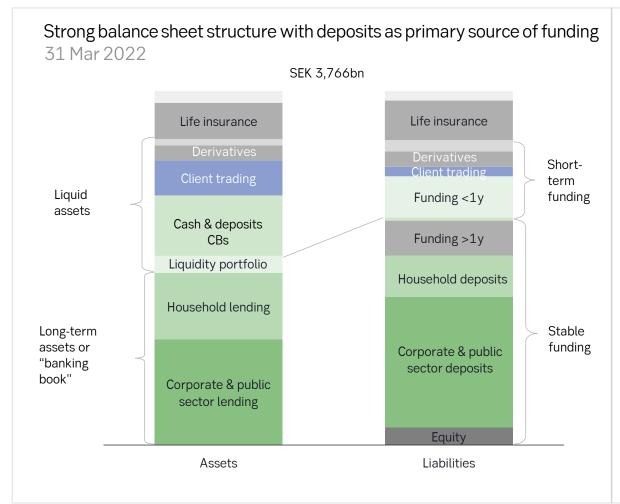


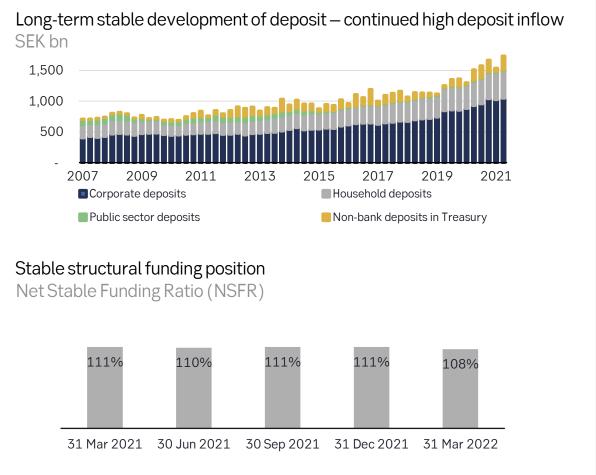


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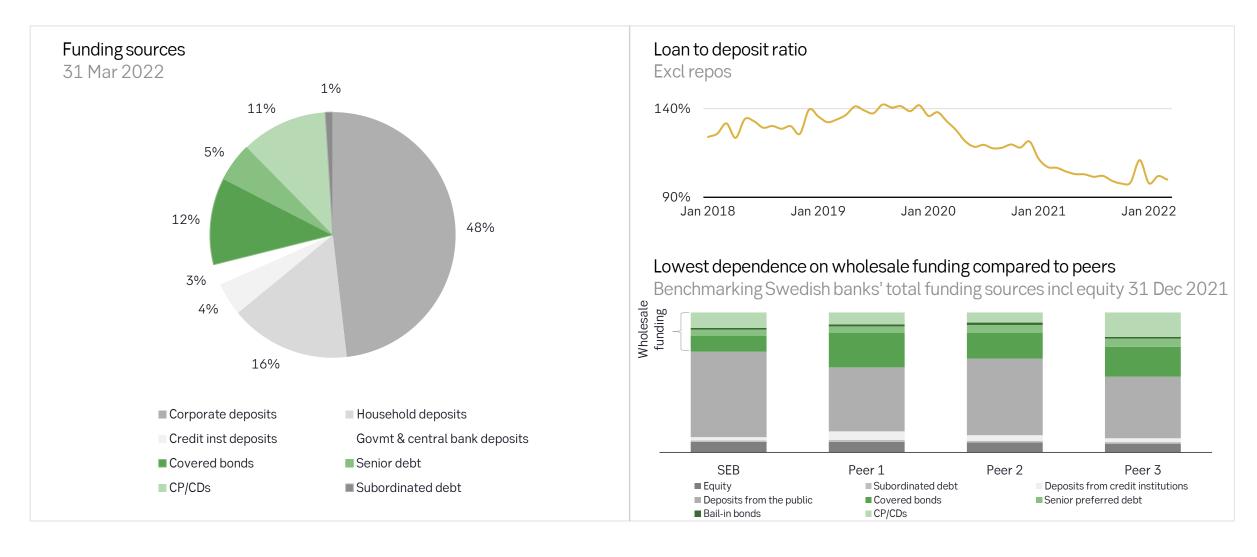
### Strong balance sheet structure with stable deposit base





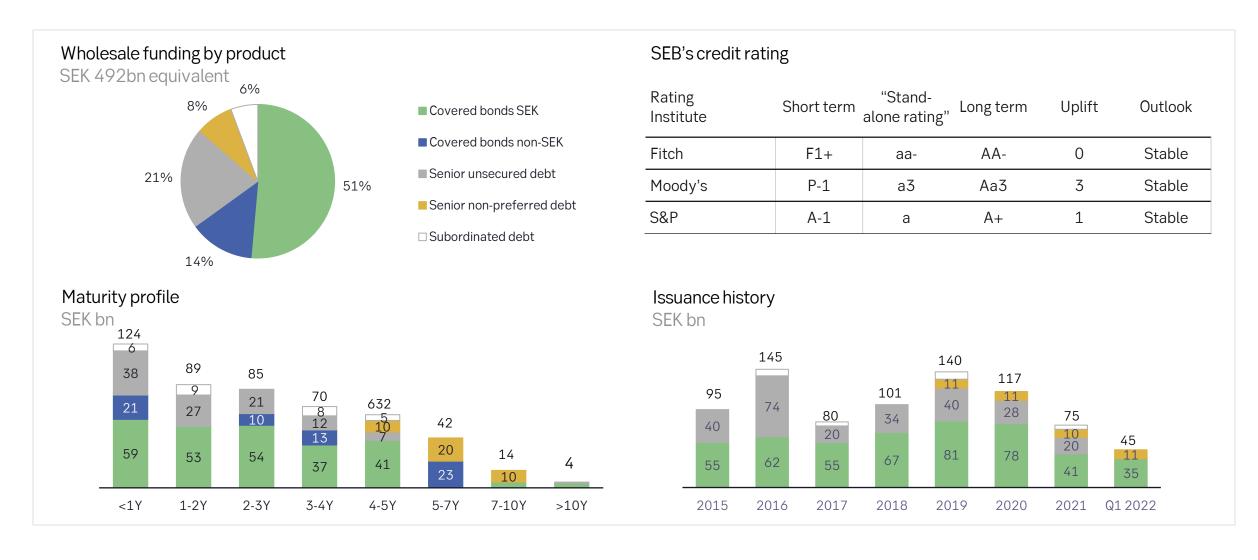


# Diversified funding structure with deposits as primary funding source





# Well-balanced long-term funding profile and solid credit rating

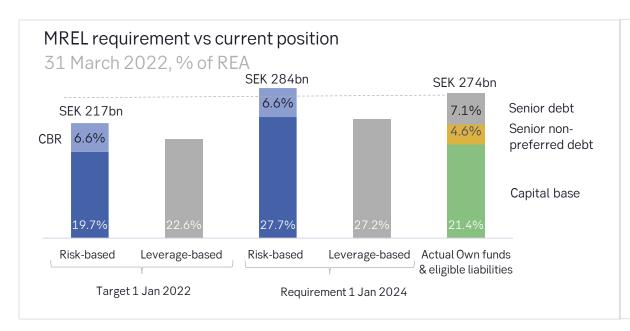


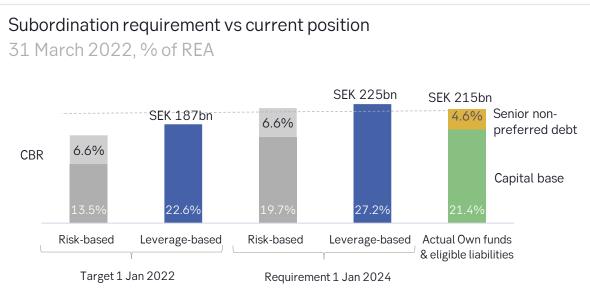
<sup>&</sup>lt;sup>1</sup> Excluding public covered bonds.



<sup>&</sup>lt;sup>2</sup> Tier 2 and Additional Tier 1 issues assumed to be called at first call date.

# Swedish implementation of MREL requirements according to BRRD2

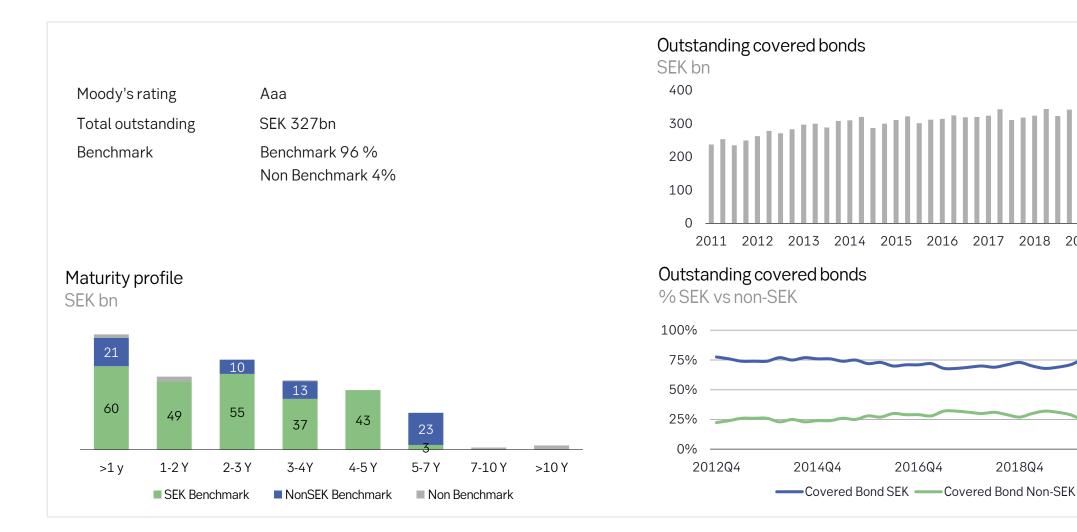




- On 18 October 2021, the Swedish Resolution Authority published its new MREL policy under BRRD2
- MREL requirement will be the higher of:
  - Risk-based: 2 x (P1+P2R) + CBR Ccyb + P2G
  - Leverage-based: 2 x Minimum Leverage ratio (3%)
- Subordination requirement will be the higher of:
  - Risk-based: 2 x (P1+P2)
  - Leverage-based: 2 x Minimum Leverage ratio (3%)
- Combined Buffer Requirement (CBR) is added on top of risk-based MREL and risk-based subordination requirements
- Requirements will be phased in, with full compliance no later than 1 January 2024. To date, SEB has issued c SEK 40bn in senior non-preferred debt



#### SEB's covered bonds





2019

2018

2018Q4

2020 2021

2020Q4

79%

21%

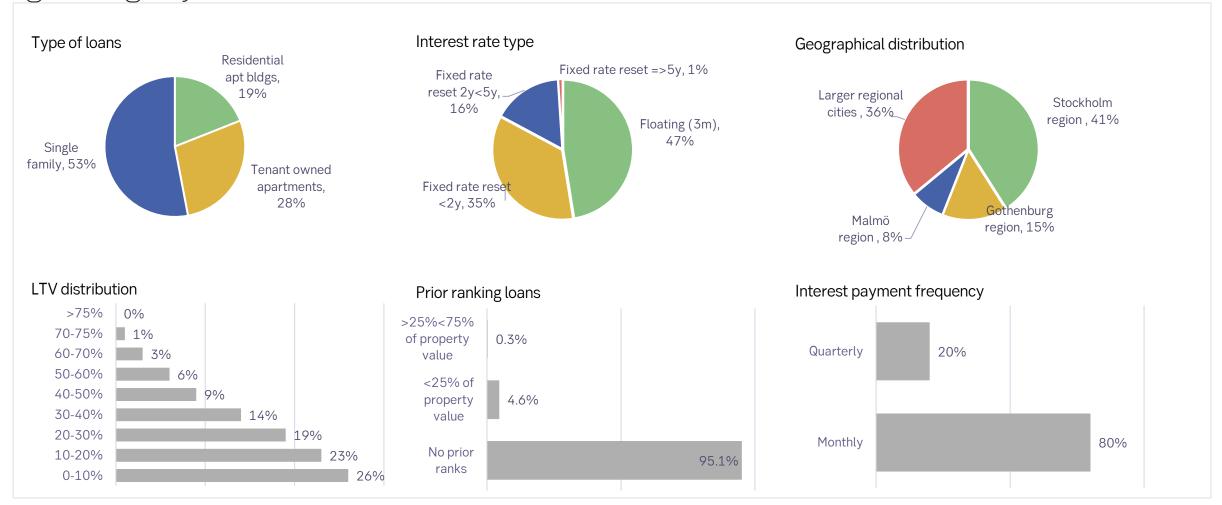
# Cover pool characteristics: only Swedish residential mortgages in SEB's cover pool

Cover pool	31 Mar 2022	31 Dec 2021	31 Dec 2020
Total residential mortgage assets (SEK bn)	697	689	653
Weighted average LTV (property level)	48%	47%	52%
Number of loans ('000)	766	766	759
Number of borrowers ('000)	436	437	432
Weighted average loan balance (SEK '000)	909	899	872
Substitute assets (SEK '000)	0	0	0
Loans past due 60 days (bps)	4	4	4
Net Expected Credit Losses (bps)	0	0	0
Overcollateralisation level	113%	133%	81%

- Only Swedish residential mortgages, which historically have had very low credit losses
- More concentrated towards single family homes and tenantowned apartments, which generally have somewhat higher LTVs
- On parent bank SEB AB's balance sheet contrary to major Swedish peers
  - All eligible Swedish residential mortgages are directly booked in the cover pool on origination, i.e. no cherry picking
  - Covered bonds are issued by SEB AB and investors have full and dual recourse to the parent bank's assets as well as secured exposure to the cover pool
- SEB runs a high overcollateralisation level

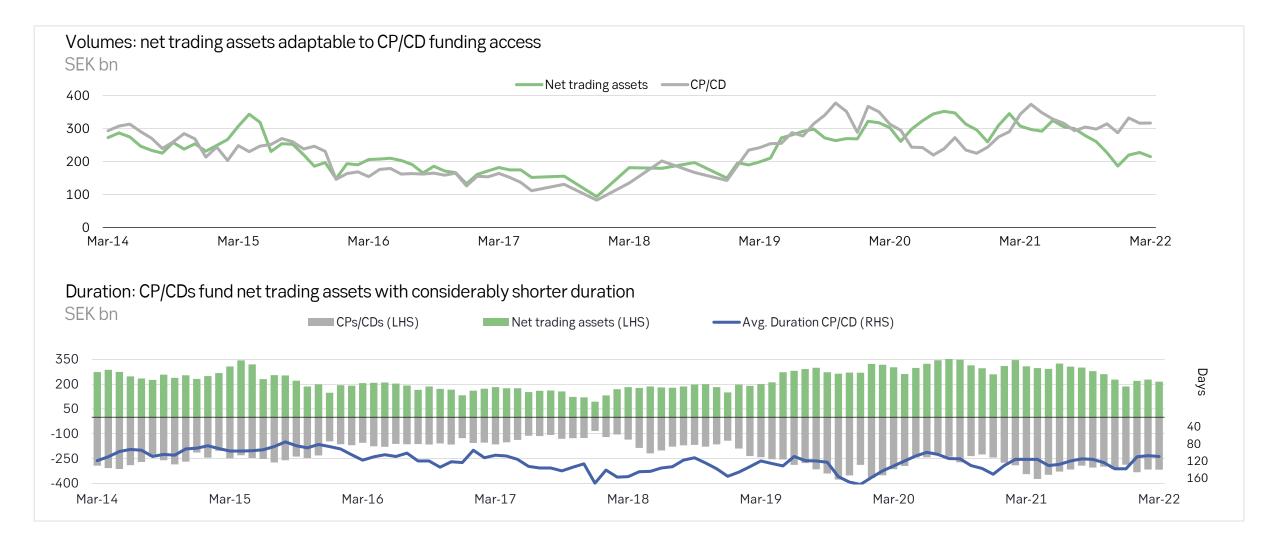


# Cover pool characteristics: mortgages mainly in three largest and fastest growing city areas in Sweden



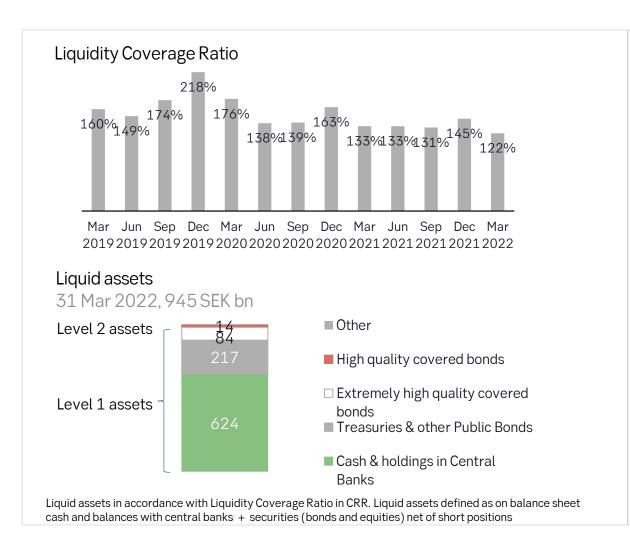


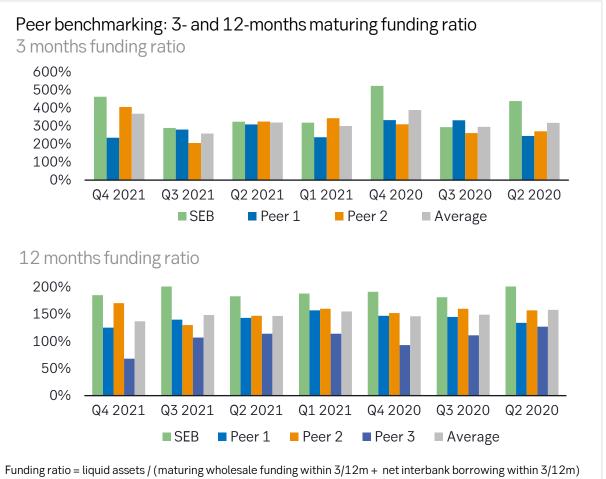
# Short-term CP/CD funding to support client facilitation business





### Strong liquidity position





Source: Fact Books of SEB and three other major Swedish banks. One peer does not disclose 3m ratio



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#### Ambition to be a leading catalyst in the transition towards a sustainable society

#### Financing the transition

We support our customers, share our knowledge and offer advisory services as well as sustainable financing and investment products.

#### Being a corporate citizen

We fulfil our critical role in society, and always strive to take an active part in building for the future.



#### Acting as a thought leader

We develop innovative products and services, and set standards for how banks can contribute to a more sustainable society.

#### Transforming our business

We sustainably develop our own business, communicate our policies and goals, and transparently and continuously report on our position and progress.



#### Climate ambitions and goals to ensure our progress

#### The Brown

Carbon Exposure Index

What: Volume-based metric capturing our fossil fuel credit exposure

How: Measuring the fossil fuel credit exposure in our energy portfolio

Goal: To reduce exposure by 45-60% by 2030, compared to a 2019 baseline

#### The Green

Sustainability Activity Index

What: Volume-based metric capturing our sustainability activity

How: Measuring our activities supporting the sustainable development

Ambition: To increase average activity 6x-8x by 2030, compared to a 2021 baseline

#### The Future

**Transition Ratio** 

What: Volume-based ratio based on our internal Climate Classification Model <sup>1</sup>

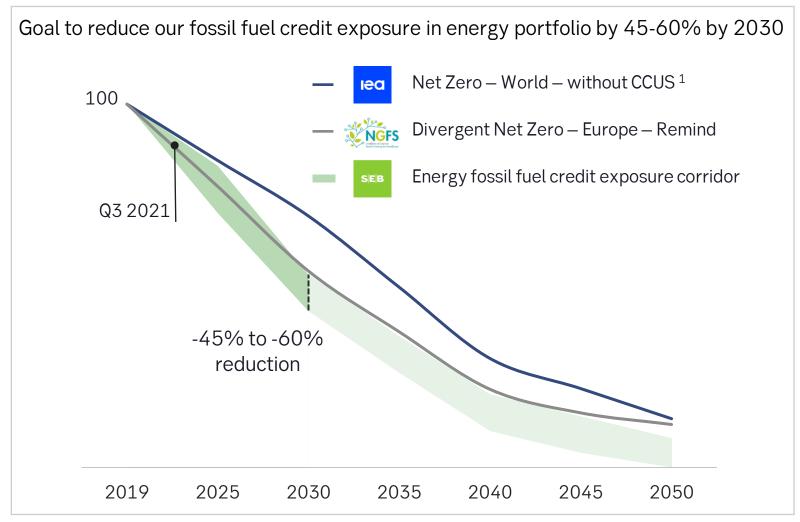
How: Measuring our corporate and real estate credit portfolio's anatomy from a climate perspective

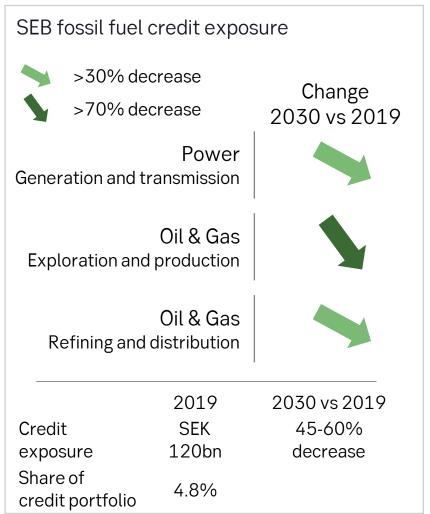
Ambition: To provide a reflection of how our customers, over time, transition in line with the Paris Agreement <sup>2</sup>

<sup>&</sup>lt;sup>1</sup> Model assessing our customers' and our own climate impact and alignment with the goals set out in the Paris Agreement.

<sup>&</sup>lt;sup>2</sup> Work ongoing to classify credit portfolio. Transition ratio to be communicated in 2022.

### The Brown: Carbon Exposure Index to reduce our fossil fuel credit exposure



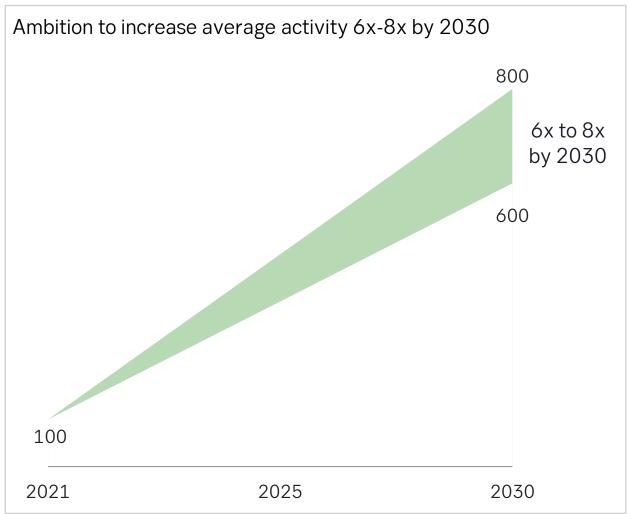


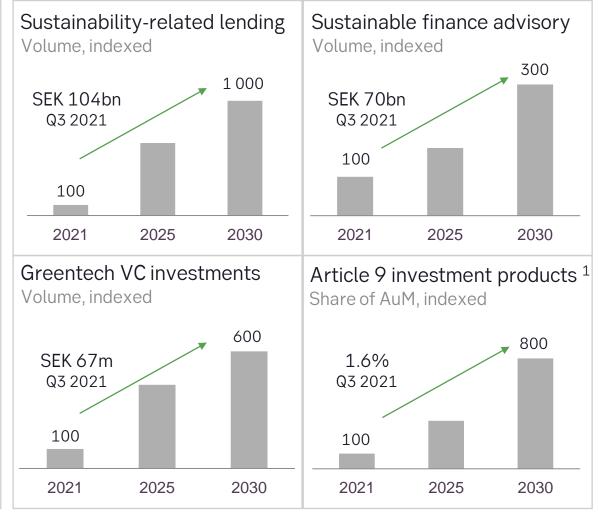


<sup>1.5-</sup>degree scenarios applied developed by the International Energy Agency as well as the Network of Central Banks and Supervisors for Greening the Financial System.

<sup>&</sup>lt;sup>1</sup> CCUS abbreviation for "Carbon Capture Usage and Storage".

#### The Green: Sustainability Activity Index to accelerate our efforts

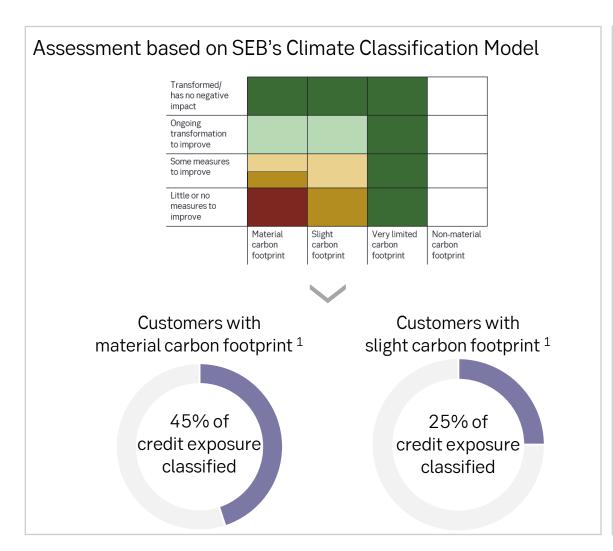


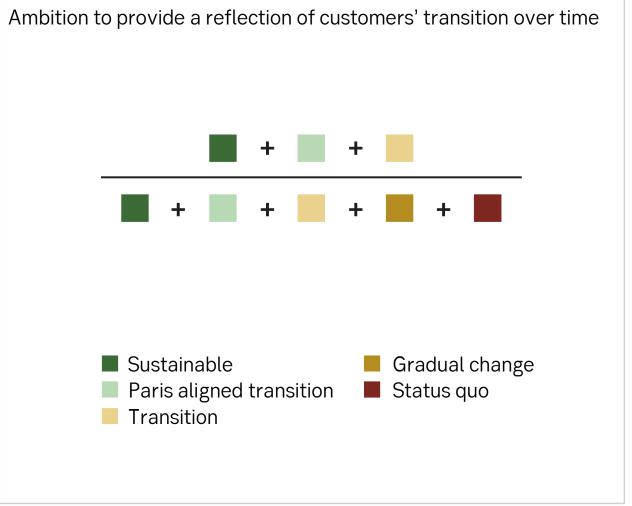




<sup>&</sup>lt;sup>1</sup> Funds that have sustainable investments as its objective.

#### The Future: Transition Ratio to ensure our customers' transformation over time







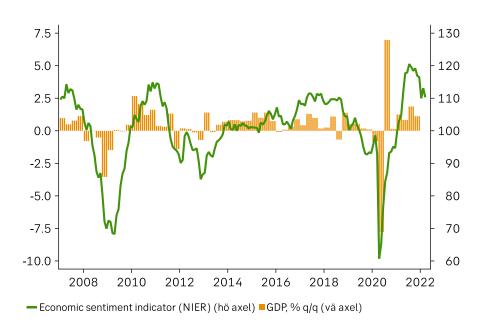
<sup>&</sup>lt;sup>1</sup> Measured as share of credit exposure.

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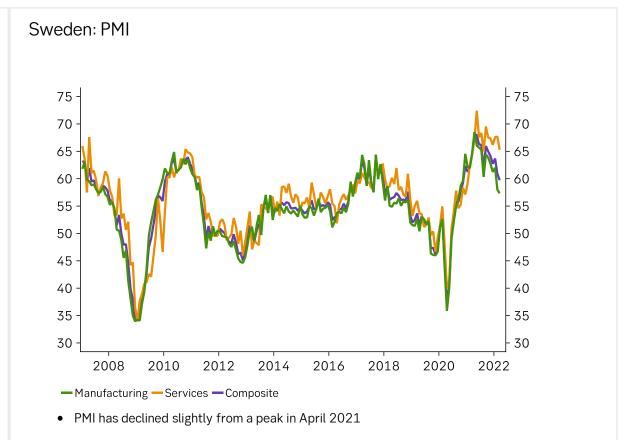


# Sweden: PMI and economic sentiment still at high levels

#### Sweden: Economic sentiment and GDP

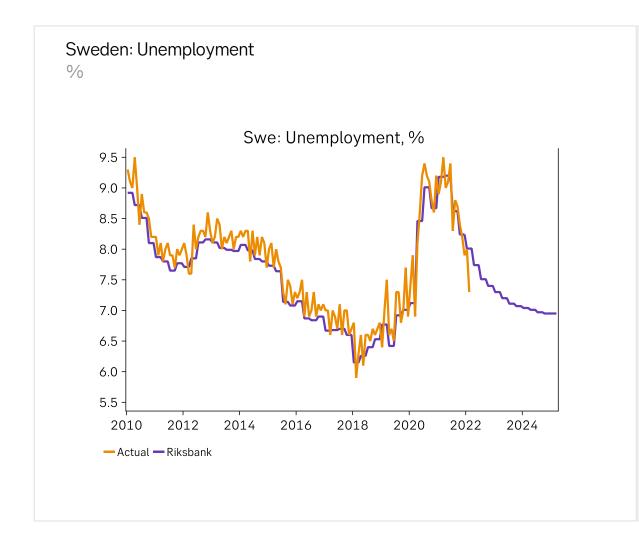


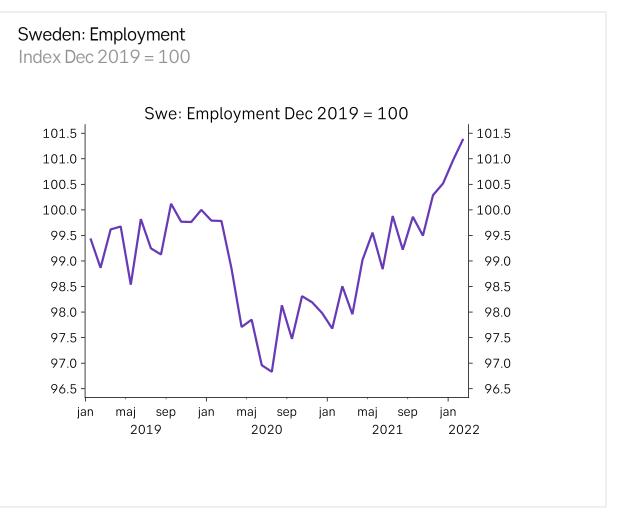
- NIER survey declining slightly from all-time high driven by very strong manufacturing sentiment, but service sector has also increased towards cyclical highs
- Strong expectations main contributor while current conditions are at more moderate levels





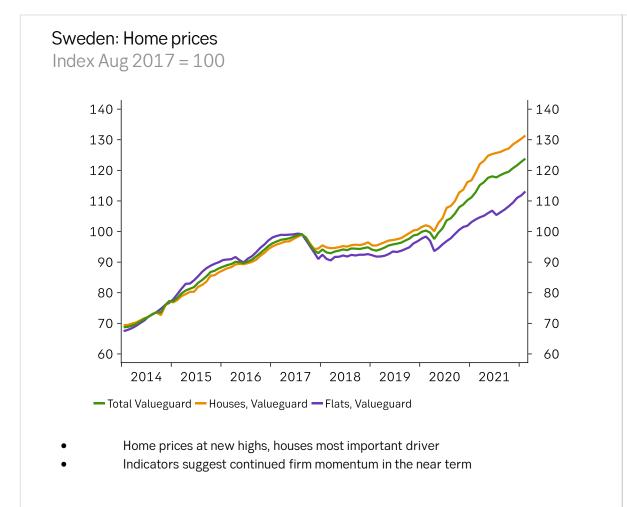
# Sweden: unemployment is declining, furlough scheme is being closed







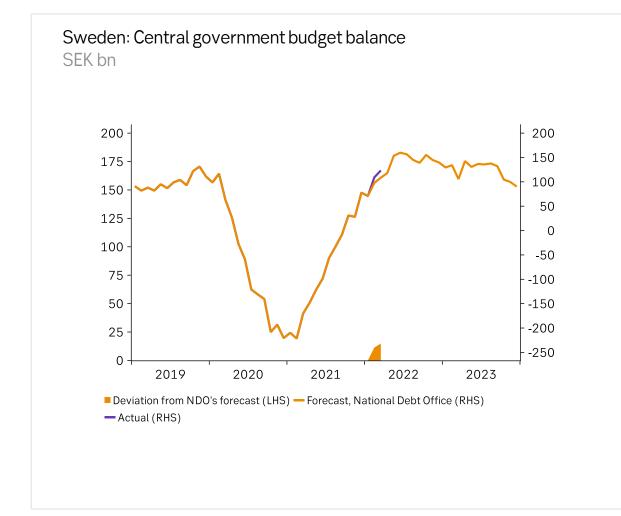
### Sweden: firm housing market

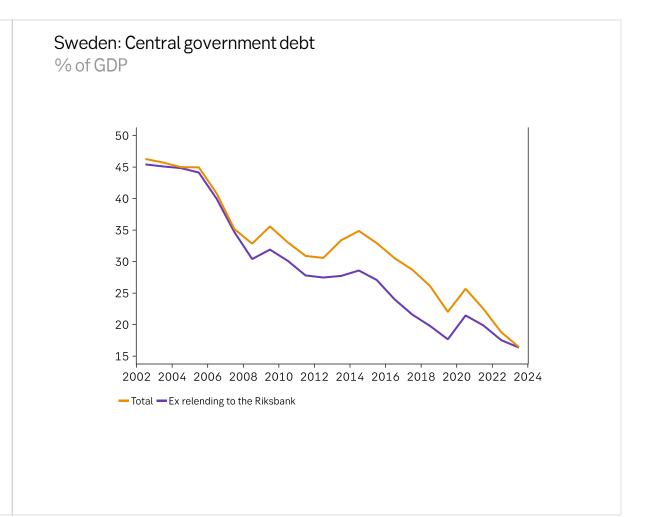






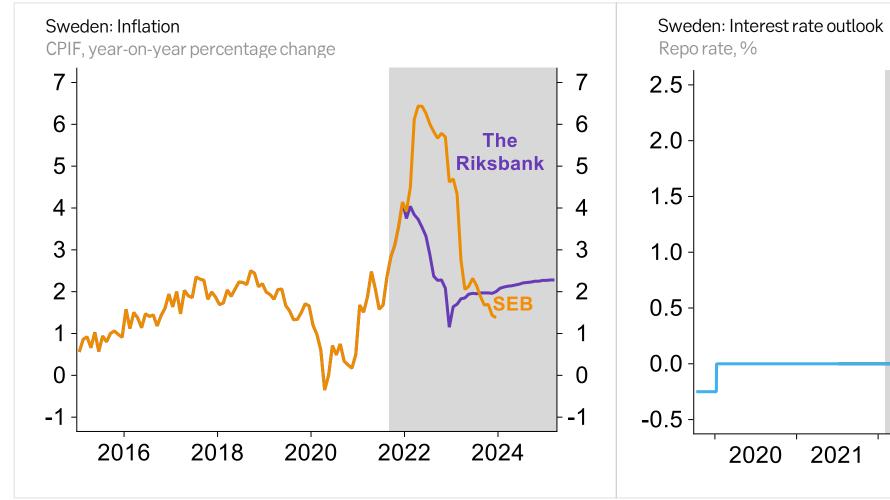
### Sweden: budget deficit is declining despite more fiscal measures

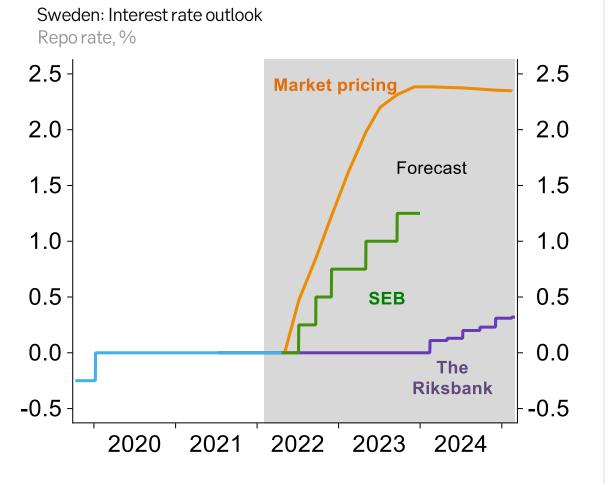






# Sweden: Riksbank hikes rate in April, to reach 2% in 2025







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# Summary key financials

	Q1 2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011 1)
Return on equity, % <sup>2)</sup>	13.4	13.9	10.3	13.8	13.4	12.9	11.3	12.9	13.1	13.1	11.5	12.3
Cost/income ratio, % 3)	39	42	45	46	48	48	50	49	50	54	61	62
Net ECL level / Credit loss level, % 4)	0.08	0.02	0.26	0.10	0.06	0.05	0.07	0.06	0.09	0.09	0.08	-0.08
Stage 3 loans/total loans, gross / NPL/lending, $\%$ $^{5)}$	0.42	0.53	0.87	0.67	0.50	0.5	0.5	0.6	0.8	0.7	1.0	1.4
Liquidity Coverage Ratio (LCR), % 6)	122	145	163	218	147	145	168	128	115	129	NA	NA
Net Stable Funding Ratio (NSFR), %	108	111										
CET1 ratio, $\%$ <sup>7)</sup>	18.7	19.7	21.0	17.6	17.6	19.4	18.8	18.8	16.3	15.0	NA	NA
Total capital ratio, % 7)	21.4	23.3	25.1	23.3	22.2	24.2	24.8	23.8	22.2	18.1	NA	NA
Leverage ratio, % 7)	4.3	5.0	5.1	5.1	5.1	5.2	5.1	4.9	4.8	4.2	NA	NA
Assets under custody, SEK bn	21,669	21,847	12,022	10,428	7,734	8,046	6,859	7,196	6,763	5,958	5,191	4,490
Assets under management, SEK bn	2,432	2,682	2,106	2,041	1,699	1,830	1,749	1,668	1,708	1,475	1,328	1,261

#### Notes

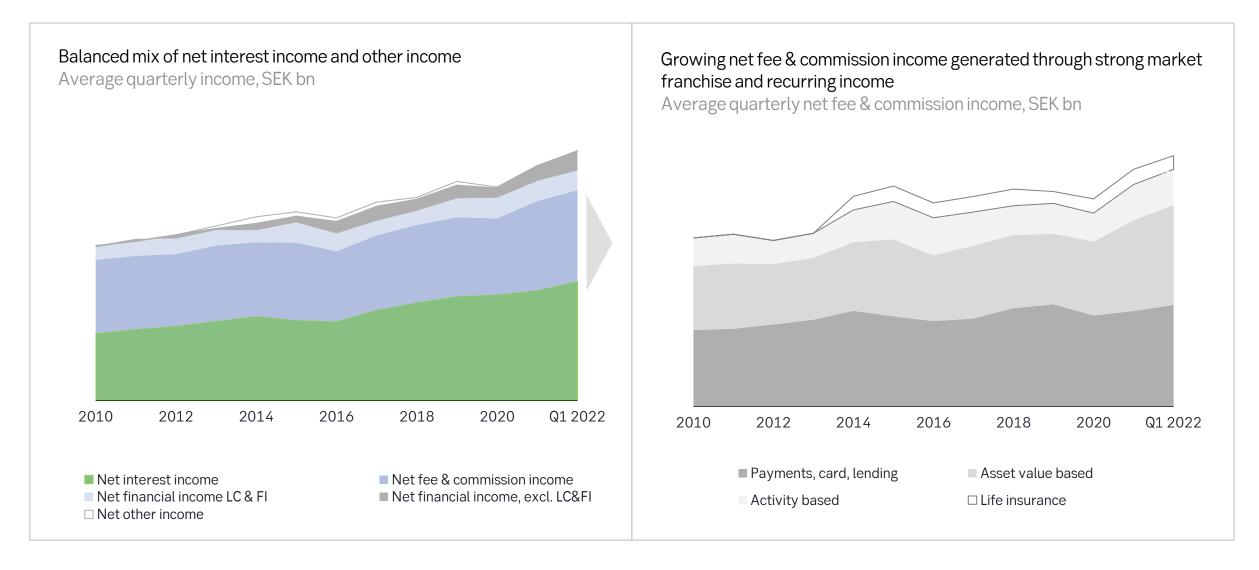
- Restated for introduction of IAS 19 (pension accounting).
- 2) Excl. Items affecting comparability incl. technical impairment (write-down) of goodwill
  - a. 2014: Excluding capital gains of SEK 2,982m (sale of non-core business and shares)
  - b. 2015: Excluding a cost of SEK 902m relating to the Swiss Supreme Court's not unanimous ruling against SEB in the long running tax litigation relating to SEB's refund claim of withholding tax dating back to the years 2006 through 2008
  - c. 2016: Excluding the effects of the technical impairment of goodwill to the amount of SEK 5,334m and SEK 615m of one-off costs and derecognition of intangible IT assets no longer in use and the positive tax effect SEK 101m. Excluding a capital gain of SEK 520m from the sale of VISA Europe shares by the Baltic subsidiaries and the generated tax expence SEK 24m
  - d. 2017: Excluding a dividend from VISA of SEK 494m, costs related to the transformation to a German branch of SEK 521m, transfer of pension obligation to BVV of SEK 891m, impairment and derecognition of IT intangibles of SEK 978m.
  - e. 2018: Excluding the sale of SEB Pension SEK 3.6bn and settlement of UC AB's merger SEK 0.9bn
  - f. 2020: Excluding administrative fine from Swedish FSA of SEK 1.0bn

#### To show the underlying operating momentum in this presentation:

- a. and b. The FY 2014 and FY 2015 results' presentations, profitability, capital generation and efficiency ratios exclude the effects of the above-mentioned items affecting comparability
- c. and d. The FY 2016 results , profitability and efficiency ratios exclude the effects of the above mentioned items affecting comparability.
- 3) Restated resolution fee 2020 and 2021
- 4) Net aggregate of write-offs, write-backs and provisioning. Net ECL (expected credit loss) level (2018) is based on IFRS 9 expected loss model, net credit loss level (2011-2017) is based on IAS39 incurred loss model.
- 5) ECL coverage ratio for Stage 3 (credit-impaired) loans is based on IFRS 9 expected loss model, NPL coverage ratio and NPL/lending ratio (2011-2017) are based on IAS39 incurred loss model. NPLs = Non Performing Loans, including individually and portfolio assessed impaired loans (loans > 60 days past due).
- 6) LCR based on EU definition as from 2018 and on SFSA definition 2013-2017.
- 7) 2016 2014 is according to CRD IV/CRR and 2013 was estimated based on SEB's interpretation of future regulation.

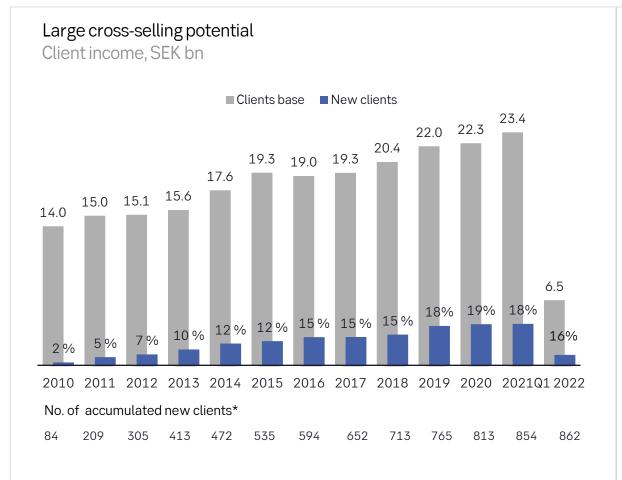


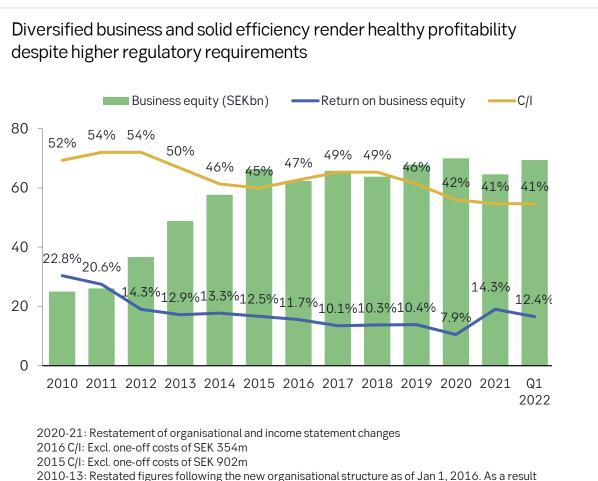
#### Business model generates stable income based on diversified income sources





# Large Corporates & Financial Institutions





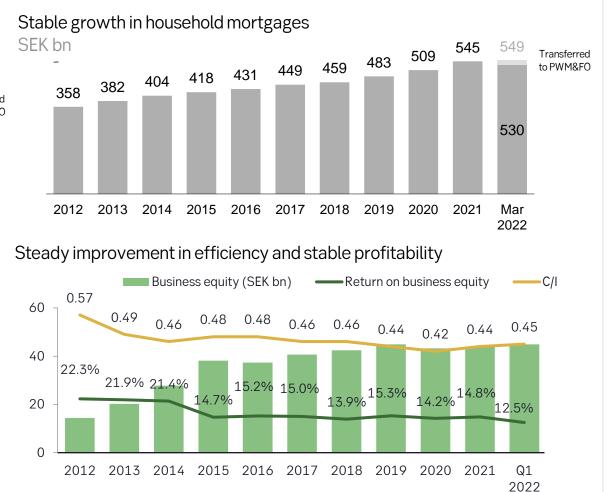
2010-2013 figures not comparable

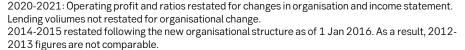




### Corporate & Private Customers



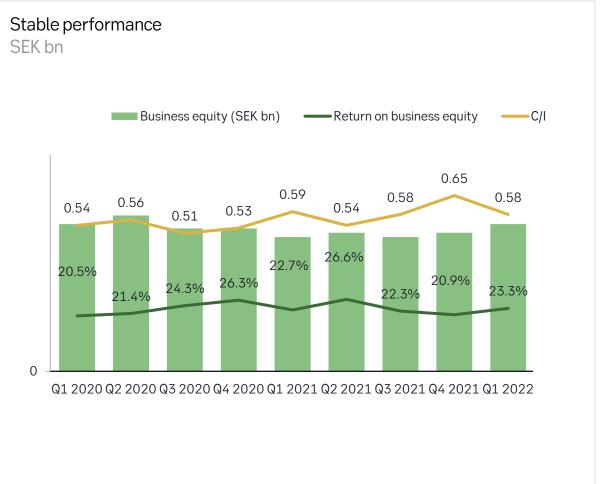


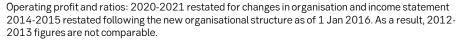




### Private Wealth Management & Family Office









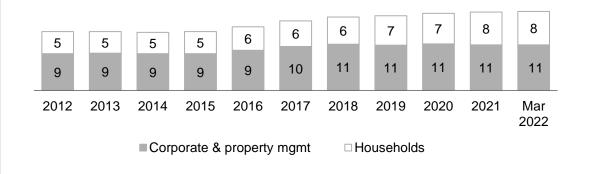
#### Baltic

#### SEB in the Baltics

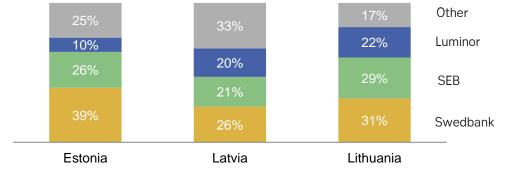
	Estonia	Latvia	Lithuania
# FTEs	1,065	1,968	2,832
# offices	15	22	22
# customers	486,000	464,000	877,000
Operating profit as % of total group	4%	2%	5%
Credit exposure as % of total credit portfolio	2.6%	1.3%	2.9%

#### Credit portfolio growth

EUR bn



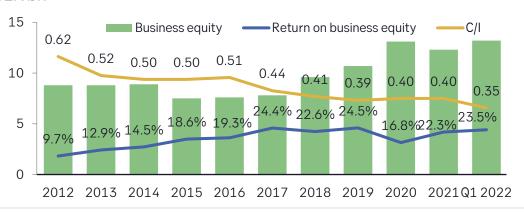
#### Second largest bank in terms of lending market share in the Baltic region



Source: Estonian Financial Supervision Authority, Association of Latvian Commercial Banks, Association of Lithuanian Banks, Q3 2021

#### Strong development of profitability and efficiency

SEK bn



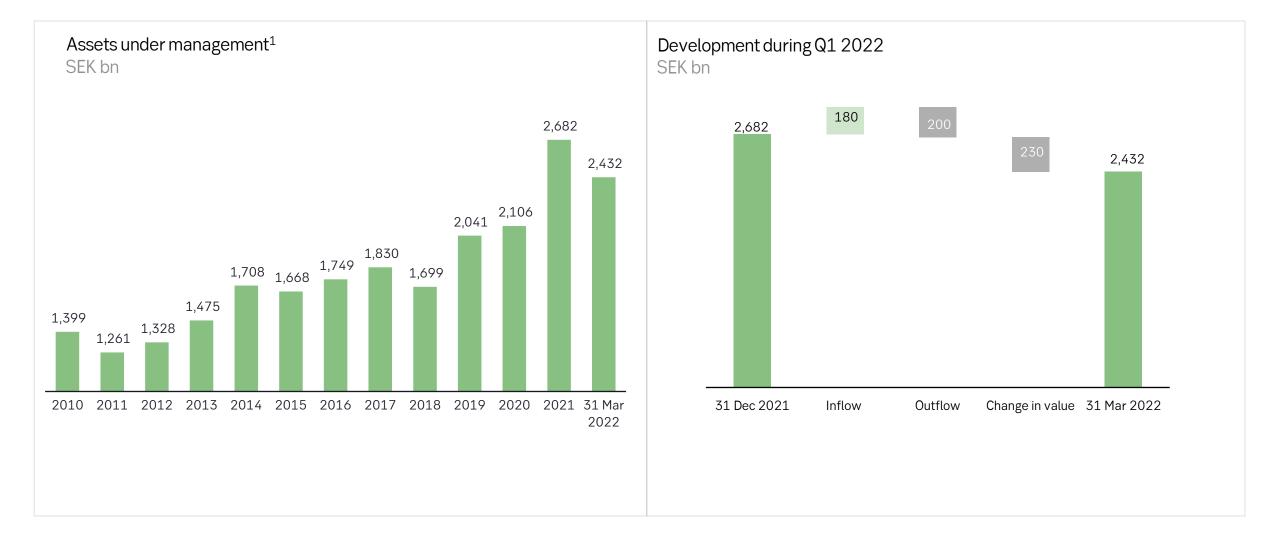
2020: Business equity increased due to updated credit risk models in  ${\tt Q1}$ 

 $2011\hbox{-}2018\hbox{: Excluding Real Estate Holding Companies}$ 

2011: Write-back of provisions of SEK 1.5bn



# Assets under management



<sup>&</sup>lt;sup>1</sup> Definition of assets under management changed from 2015. Divestment of SEB Pension DK in 2018 reduced AUM by approx. SEK 116m.



# Financial aspirations for divisions evaluated annually

	Return on Bu	ısiness Equity	Cost/II	ncome
	Aspiration <sup>1</sup>	Actual 2021	Aspiration <sup>1</sup>	Actual 2021
Large Corporates & Financial Institutions	>13%	14.3%	<0.50	0.41
Corporate & Private Customers	>16%	14.8%	<0.40	0.44
Private Wealth Management & Family Office	>25%	23.1%	<0.50	0.59
Baltic	>20%	22.3%	< 0.40	0.40
Life	>30%	43.7%	< 0.45	0.36
Investment Management	>40%	76.1%	<0.40	0.35
SEB Group	~15%	13.9%	~0.45	0.42



<sup>&</sup>lt;sup>1</sup> To be viewed as long-term (5 year perspective) and will be updated based on other Nordic banks' performance.

#### IR contacts and calendar



Pawel Wyszynski Head of IR (paternity leave)

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**Per Andersson**Senior IR (Acting head)

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#### Financial calendar

#### 2022

1 July Silent period starts

14 July Quarterly report Jan – June 2022

1 Oct Silent period starts

26 Oct Quarterly report Jan – Sep 2022



