



**Annual Accounts 2015**

**Investor Presentation**

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# Well diversified business in a strong economic environment

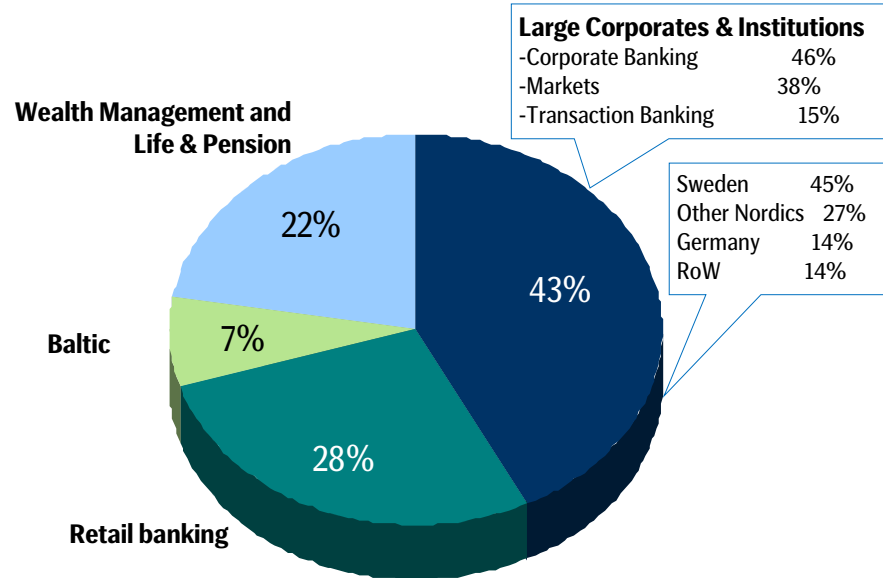
Operates principally in economically robust  
AAA rated European countries

Diversified Business mix







- ❑ Universal banking in Sweden and the Baltics
- ❑ Principally corporate banking in the other Nordic countries and Germany

Total operating income from business divisions – rolling 12m Dec 2015  
SEK 45.2bn Excluding one-off



# Our way of doing business

 <b>Large Corporate</b>	<b>2,300</b> customers
 <b>Financial Institutions</b>	<b>700</b> customers
 <b>Corporate</b>	<b>257k</b> Full-service customers
 <b>Private</b>	<b>1.3m</b> Full-service customers

## Since 1856 focus on...



**Full-service customers**



**Holistic coverage**



**Investments in core services**

# Market franchise

Dec 2015



- **Corporate and Institutional business \***

- The leading Nordic franchise in Trading, Capital Markets and Fx activities, Equities, Corporate and Investment banking
- Second largest Nordic asset manager with SEK 1,700bn under management
- Largest Nordic custodian with SEK 7,196bn under custody

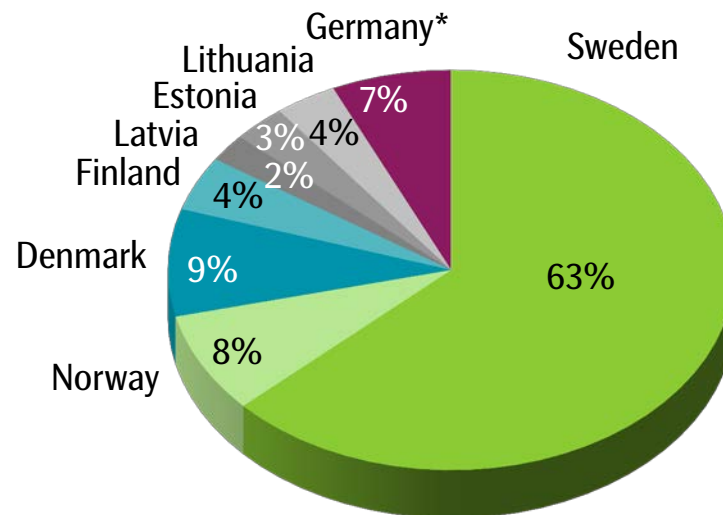
- **Private Individuals \***

- The largest Swedish Private Banking in terms of Assets Under Management
- Total Swedish household savings market: No. 2 with approx. 12% market share
- Life insurance & Pensions: One of the leading unit-linked life business with approx. 17% of the Swedish market (premium income) and approx. 7% of the total unit-linked and traditional life & pension business in Sweden
- Swedish household mortgage lending: approx. 16%
- Second largest bank in the Baltic countries

\* latest available data

## Total operating income

Jan – Dec 2015 rolling 12 month, excluding one-offs

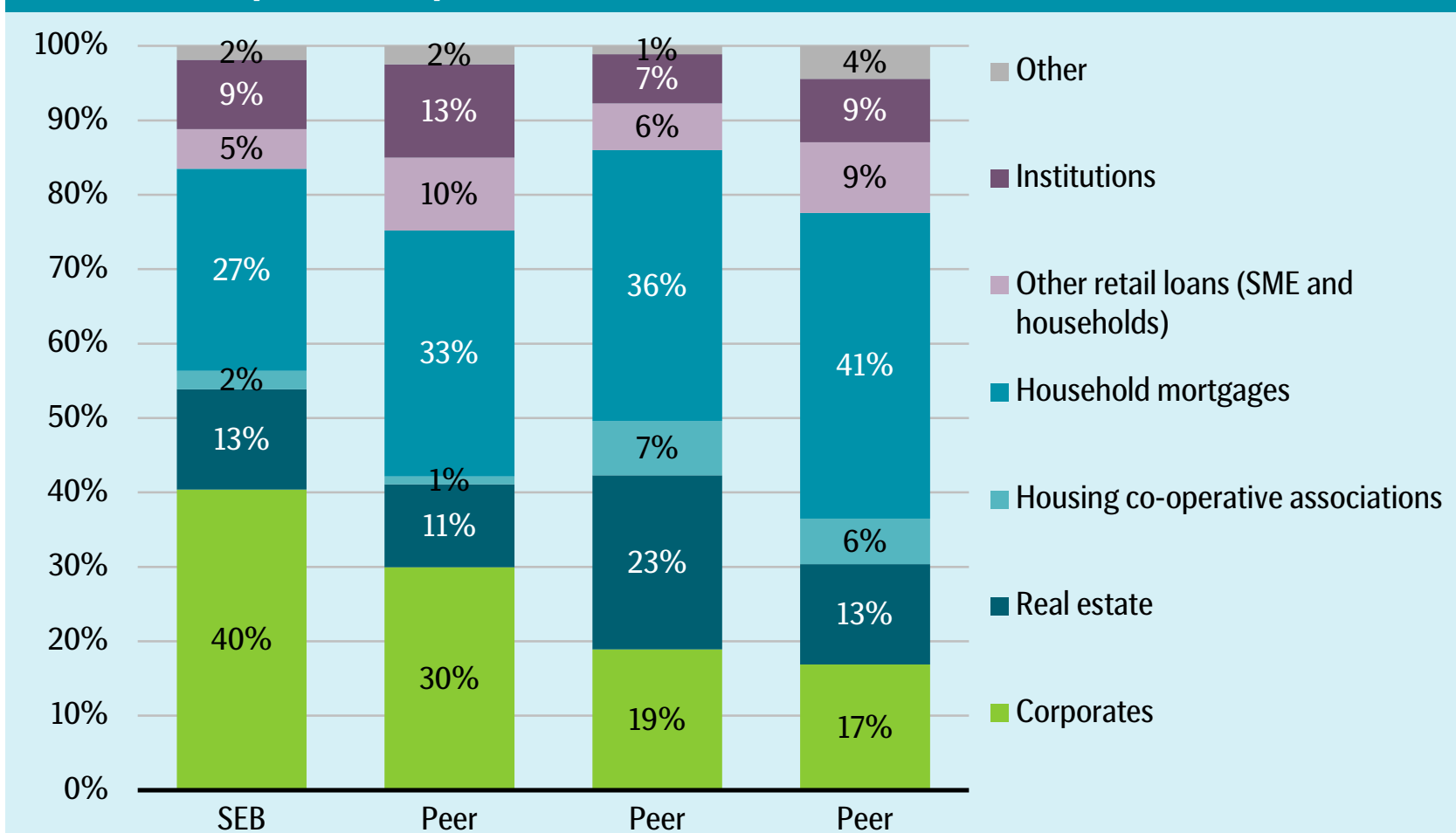


Geography and Divisions excluding Other and eliminations.

\* Excluding Treasury operations

# SEB is a corporate bank and has the lowest exposure to household mortgages and real estate

Sector credit exposure composition (EAD)<sup>1)</sup> FY 2014



1) EAD = Risk Exposure Amount/Risk weight

Source: Companies' Pillar 3 reports 2014



# Swedish Economy 2015 to 2017

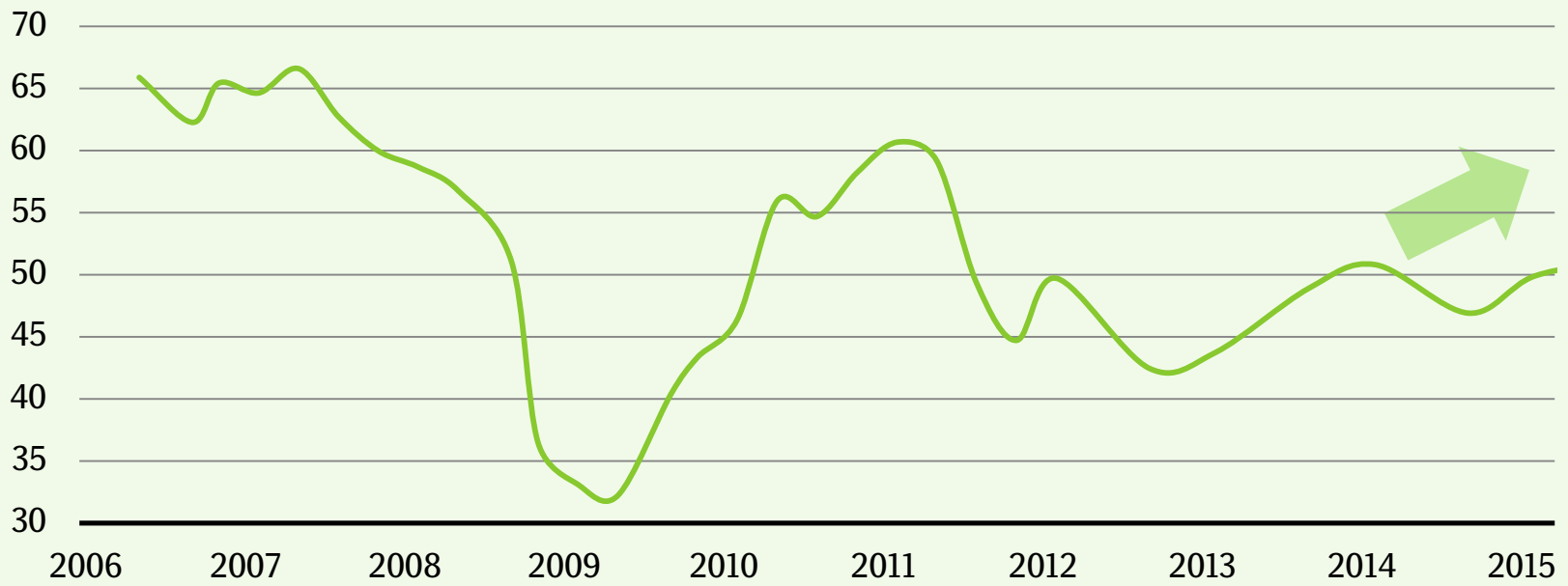


- **Strong GDP-growth in a European context**
  - GDP growth of 2.3% in 2014 and expected to be 3.2% in 2015 and 3.6% in 2016 and 2.8% in 2017
- **Current Account surplus approx. 6-7% as a % of GDP in recent years**
- **Exports constitute approx 45% of GDP** (GDP 2014 was approx. SEK 3,900bn (USD 472bn))
  - Goods constituted approx. 30%. Services constitute approx. 15% and are increasing in importance
  - Roughly 50% of exports were to the Nordic countries, Germany, UK and the USA
- **Weak Swedish Krona will appreciate over the next few years**
- **General government gross debt is stable at around 44%**
  - Central Government debt is approx. 35% and below 30% excluding re-lending to the Swedish Central bank
  - Budget deficit will increase due to migration costs. Higher than expected tax revenues work in the opposite direction.
- **Healthy new job creation**
  - Employment numbers are healthy with 1.7% yoy growth at Oct 2015 and are above 2008 peak
  - Unemployment is falling only slowly due to strong population growth
- **Low Inflation (“CPI”)**
  - In 2015 was on average 0.0% well below the target of 2%
  - Is expected to pick up to 1.0% in 2016 and to 1.9% in 2017
  - Central bank’s repo rate lowered to -0.25% in March 2015 from -0.10% due to well below inflation target. It was further reduced by 0.10% to -0.35% in July and maintained at -0.35% at the latest three meetings in September, October and December.

# Business conditions



Deloitte/SEB Swedish CFO Survey – published October 14, 2015

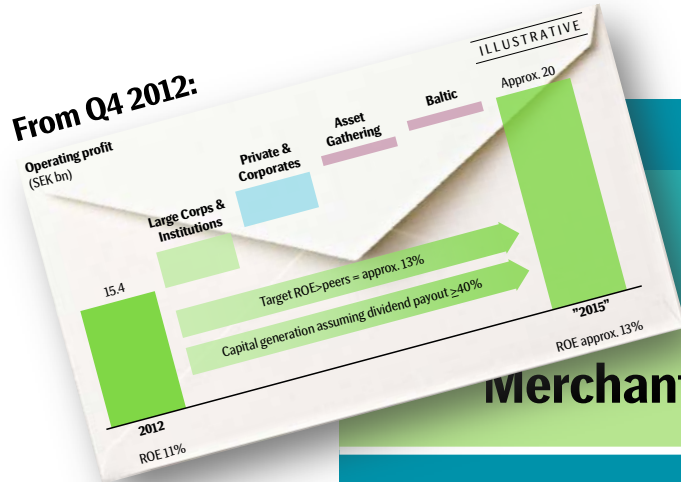




**Business plan**

2016-2018

# Delivered what we promised three years ago



	Income growth target 2012-15		
	3 Years target	Actual growth	RoE
<b>Merchant Banking</b>	~15%	<b>+22%</b>	
<b>Retail Banking</b>	~20%	<b>+12%</b>	
<b>Life &amp; Wealth</b>	~5%	<b>+15%</b>	
<b>Baltic</b>	~15%	<b>+3%</b>	
<b>Group*</b>	~15%	<b>+15%</b>	12.9%
<b>Assuming CET1@13%</b>			<b>15%</b>

\* N.B. 2012 & 2015 excluding one-off effects

# Creating long-term shareholder value

(SEK bn)	2010	2012	2015	
<b>Op. income</b>	36.7	38.8	<b>44.2</b>	✓
<b>Op. expenses</b>	23.8	23.7	<b>22.2</b>	✓
<b>Op. profit</b>	11.4	14.2	<b>20.9</b>	✓
<b>Equity</b>	100	110	<b>143</b>	
<b>RoE</b>	6.8%	11.1%	<b>12.2%</b>	✓

# A new vision has been established for the bank

**Key beliefs about banking**

**SEB strengths in future market**

**Competitive landscape**



To deliver  
**world-class  
service**  
to our customers

# Ambition: True customer centricity in a digitized world

Large Corporates

Financial Institutions



# Trust



**PROACTIVE**

**INSIGHTFUL**

**CONVENIENT**

**KNOWLEDGEABLE**

Corporate Customers

Private Customers





**Accelerate growth in Sweden**



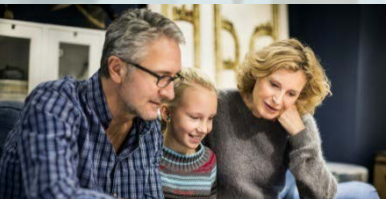
**Service leadership**



**Continue to grow in the Nordics and Germany**



**Digitisation**



**Savings & pension growth**



**Next generation competences**

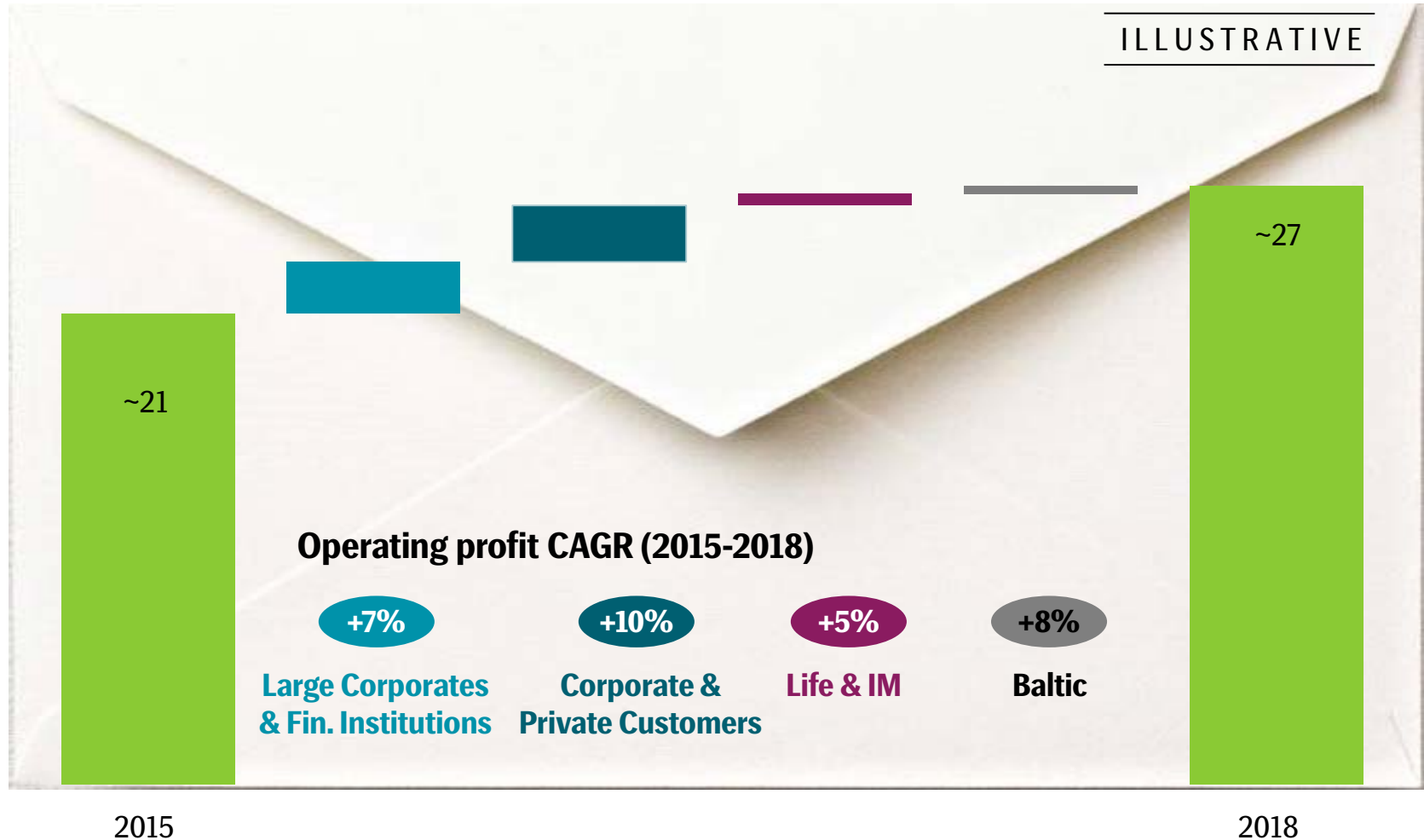
Grow in areas of strength

Resilience and flexibility

Leading customer experience



# The trajectory of profitable growth continues...



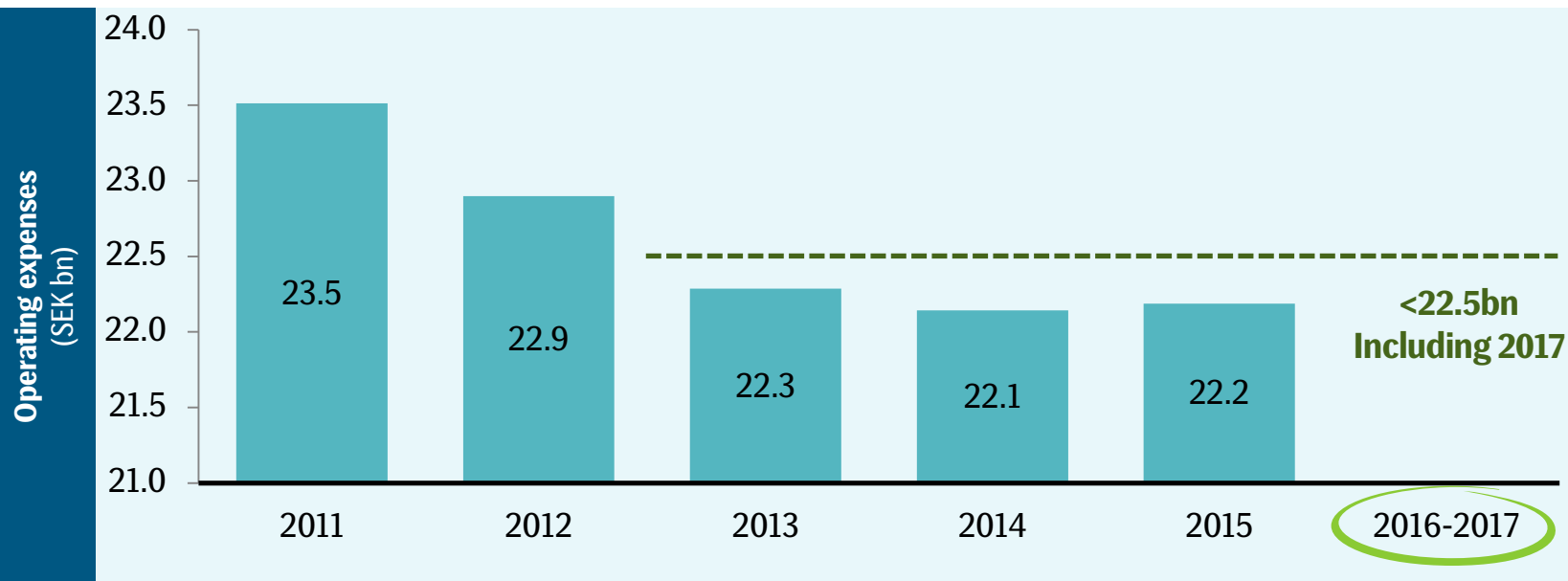
RoE ~ 14 %  
CET1 ~ 18 %

# Increased leverage on existing cost caps

## Activities

- Decentralisation
- Synergies and streamlining
- Investments in growth and customer interface
- Agile IT development
- Transfer of business operations to Riga and Vilnius

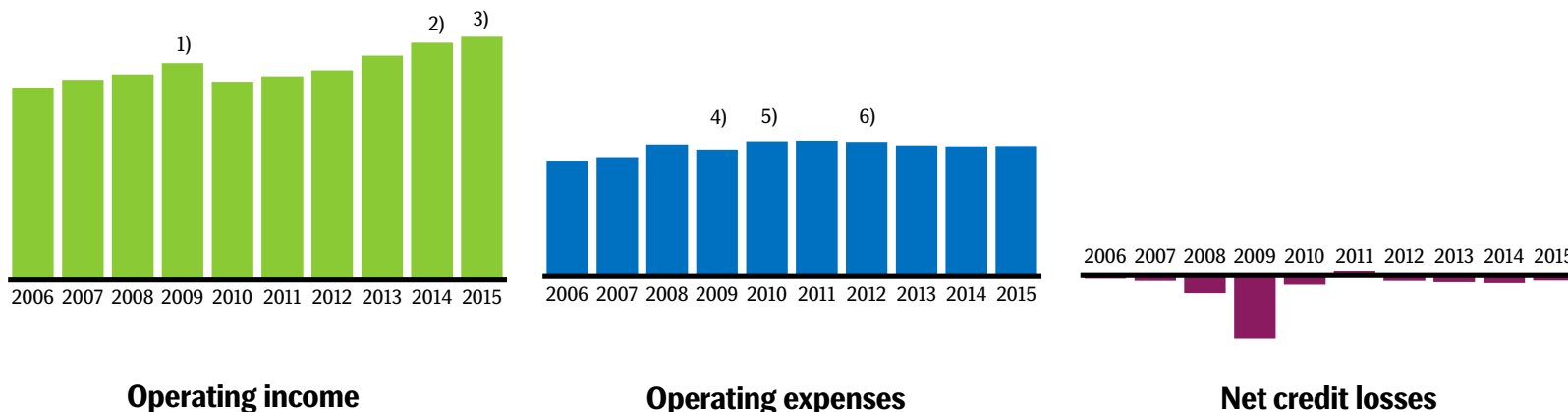
*Self-financing  
growth*



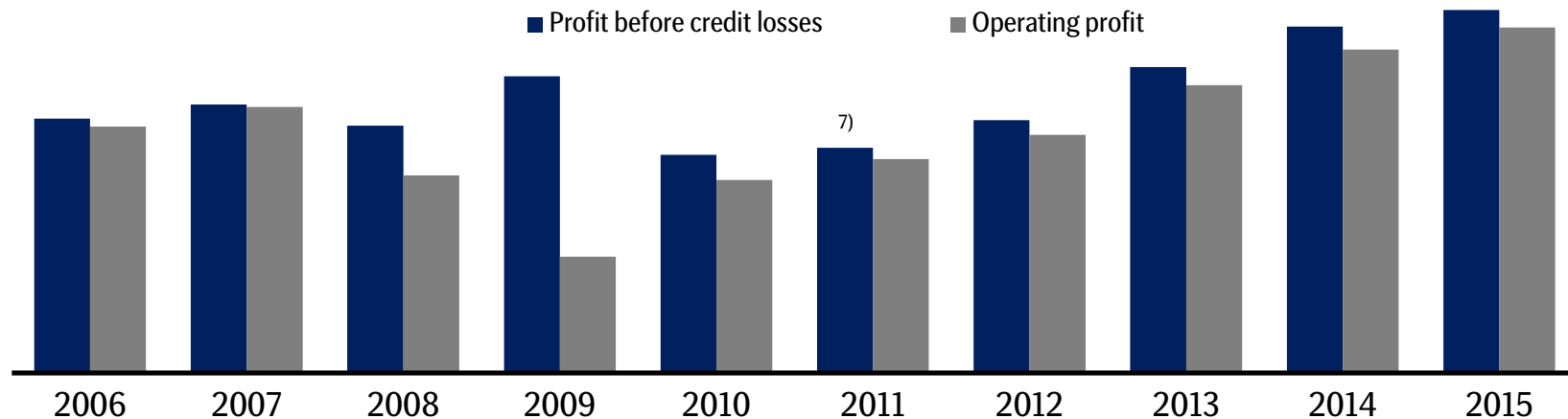
# Financials

# Strategic growth initiatives and efficient operations increase profitability

## Income, expenses and net credit losses (SEK bn)



## Operating profit (SEK bn)



Adjusted for non-recurring effects: 1) 1.3bn buy back of sub debt 2) Sale of MasterCard shares 1.3bn and Euroline 1.7bn 3) Swiss withholding tax SEK -0.9bn 4) 3.0bn goodwill write-offs 5) 0.8bn restructuring costs in our German subsidiary, SEB AG 6) write-down of IT infrastructure 0.8bn 7) 1.5bn in write-backs of credit loss provisions

# Highlights 2015



**1** Exceptional times

**2** Market volatility

**3** Strengthened  
resilience

# Financial summary

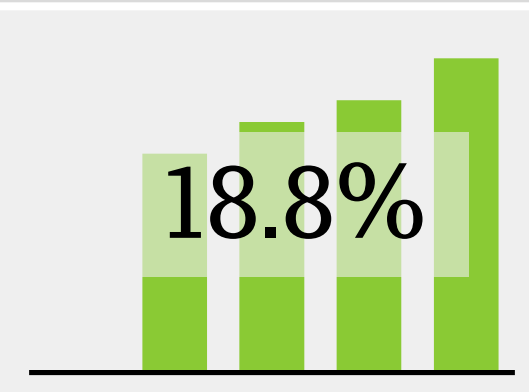
Profit & Loss, (SEK m)	Underlying *			Reported		
	FY 2015	FY 2014	%	FY 2015	FY 2014	%
<b>Total Operating income</b>	<b>45,050</b>	<b>43,954</b>	2	<b>44,148</b>	<b>46,936</b>	-6
Total Operating expenses	-22,187	-22,143	0	-22,187	-22,143	0
<b>Profit before credit losses</b>	<b>22,863</b>	<b>21,811</b>	5	<b>21,961</b>	<b>24,793</b>	-11
Net credit losses etc.	-1,096	-1,445	-24	-1,096	-1,445	-24
<b>Operating profit</b>	<b>21,767</b>	<b>20,366</b>	7	<b>20,865</b>	<b>23,348</b>	-11
Tax expense	-4,284	-3,947		-4,284	-4,129	
<b>Net profit</b>	<b>17,483</b>	<b>16,419</b>	6	<b>16,581</b>	<b>19,219</b>	-14

## Key financials

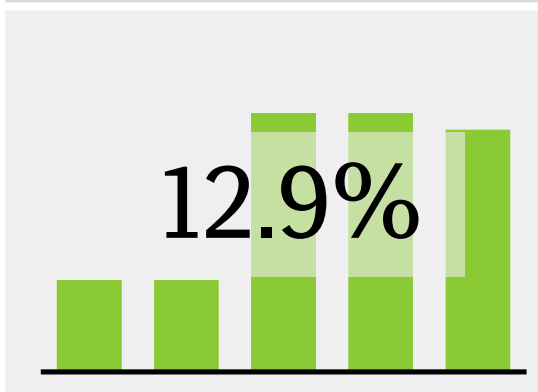
### Proposed dividend per share



### Common Equity Tier 1



### Return on Equity\*



\* Notes: Excluding one-offs sale of MasterCard shares and Euroline in 2014, Swiss withholding tax in 2015

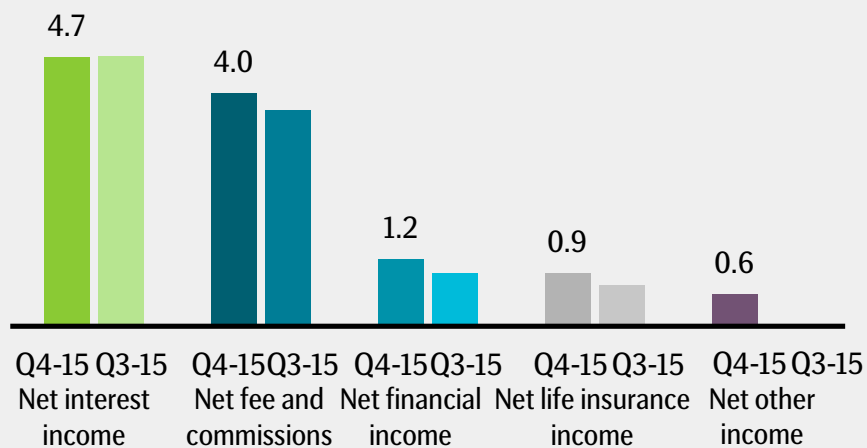


# Financial summary

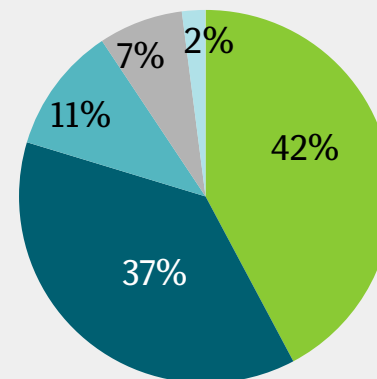
## Profit and loss (SEK m) \*

	Q4-15	Q3-15	%	Q4-14	%
<b>Total Operating income</b>	<b>11,373</b>	<b>10,079</b>	<b>13</b>	<b>11,102</b>	2
Total Operating expenses	-5,571	-5,452	2	-5,791	-4
<b>Profit before credit losses</b>	<b>5,802</b>	<b>4,627</b>	25	<b>5,311</b>	9
Net credit losses etc.	-297	-309	35	-395	-25
<b>Operating profit</b>	<b>5,505</b>	<b>4,318</b>	<b>27</b>	<b>4,916</b>	12

## Operating income by type, Q4 2015 vs. Q3 2015 (SEK bn)



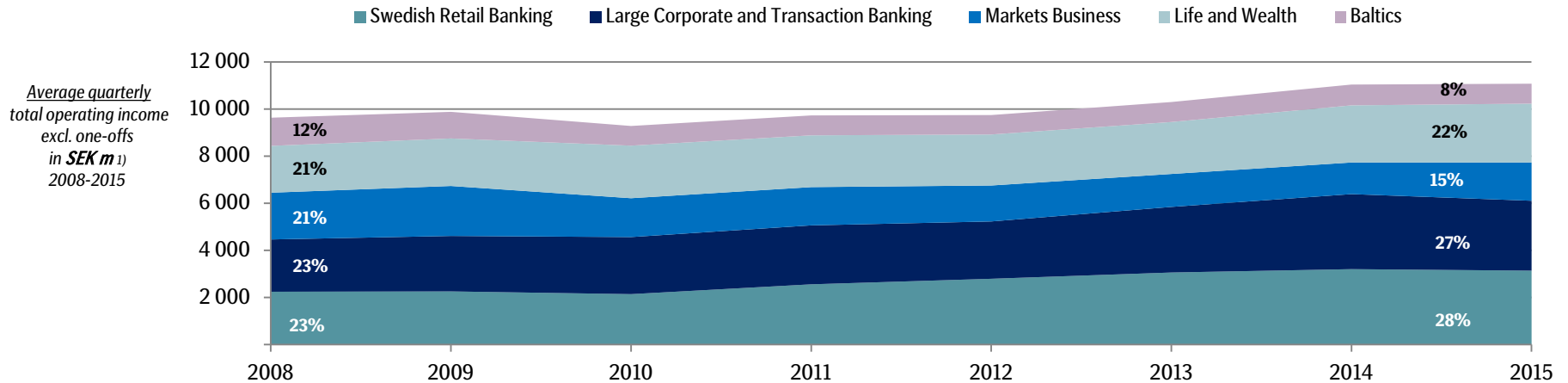
## Income distribution FY 2015 \*



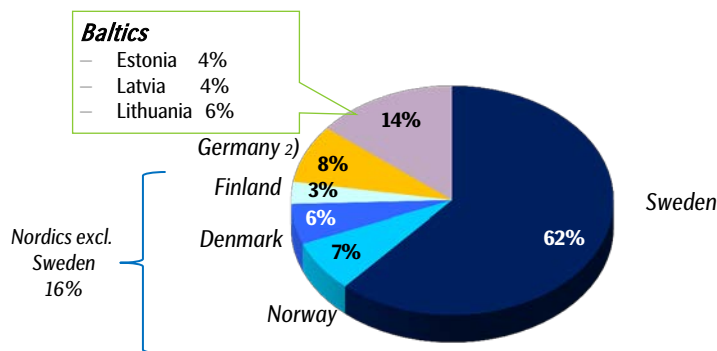
\* Notes: Excluding one-offs sale of MasterCard shares and Euroline in 2014, Swiss withholding tax in 2015

# Growing number of clients and a greater share of their business drive increasing operating income

## Profitable growth of Swedish retail and Nordic large corporate and institutional business

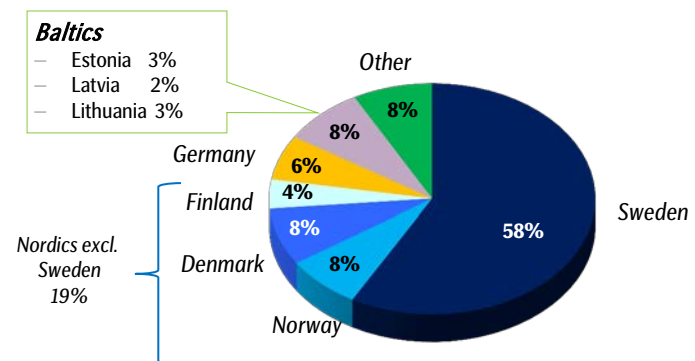


## Growing Nordic importance and deleveraging in the Baltics



FY 2008

- 1) Operating income of each area as a percentage of total operating income of the businesses  
 2) excluding centralized Treasury operations



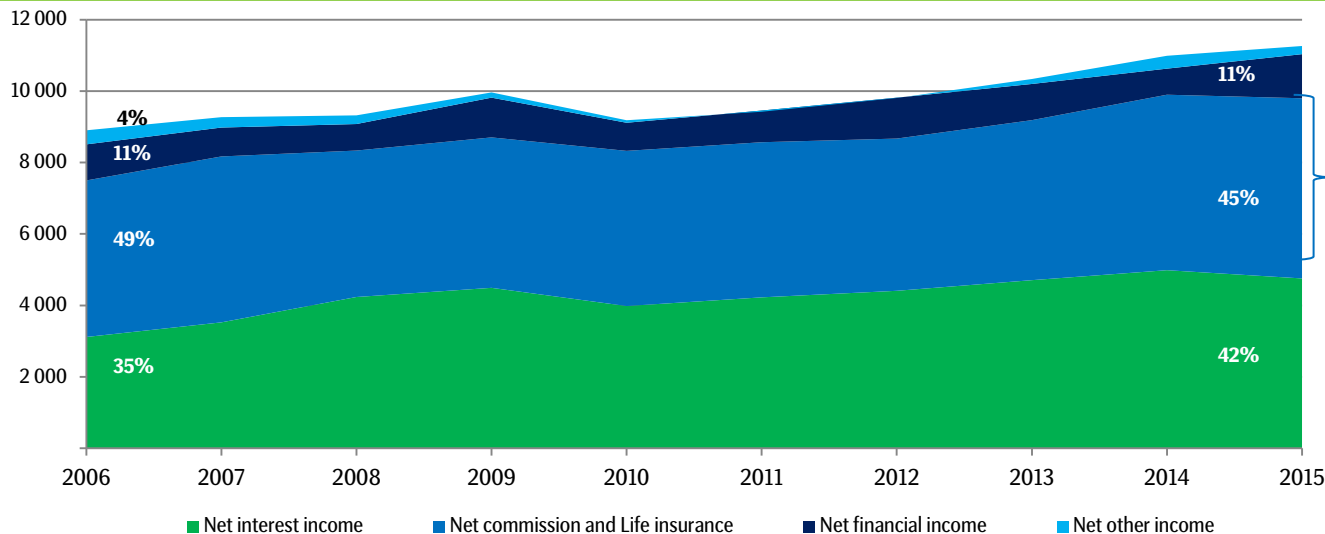
Jan-Dec 2015 3)

- 3) Excluding a one-off 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

# Business mix and market shares create diversified and stable income <sup>1)</sup>

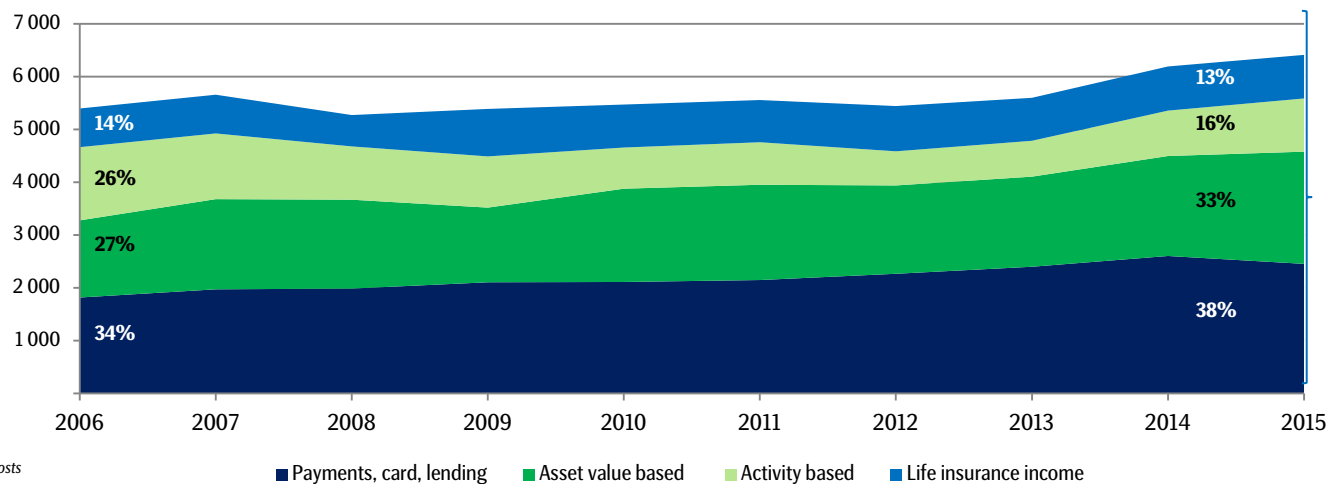
## Split of operating income - Non-NII is more important than NII

Average quarterly income in **SEK m**  
2006-2015



## Strong market shares and high recurring income generation - increase fees and commissions

Average quarterly fees and commissions income in **SEK m**  
2006-2015

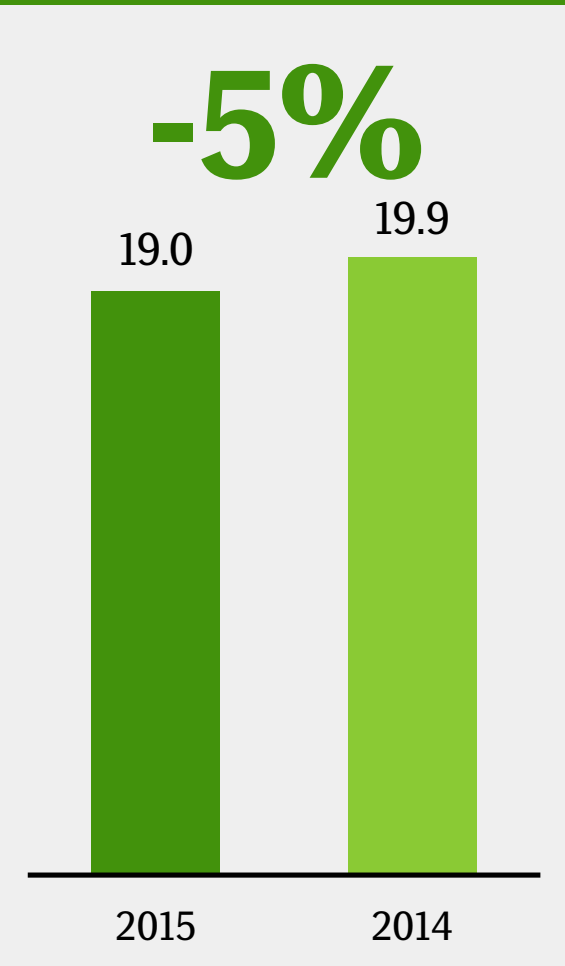


<sup>1)</sup> Excluding one-off gains and costs

# Net interest income development

SEK bn

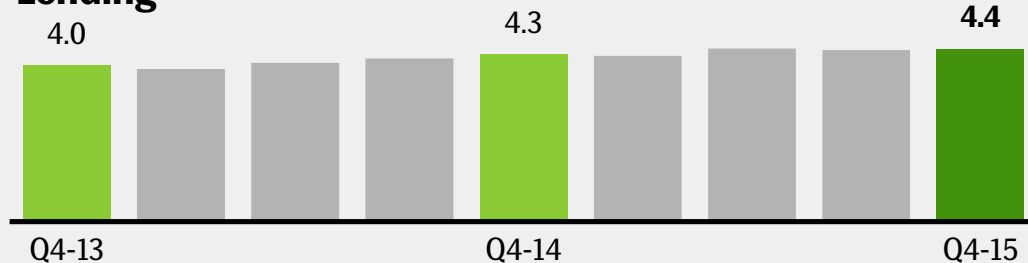
## Net interest income \* 2015 vs. 2014



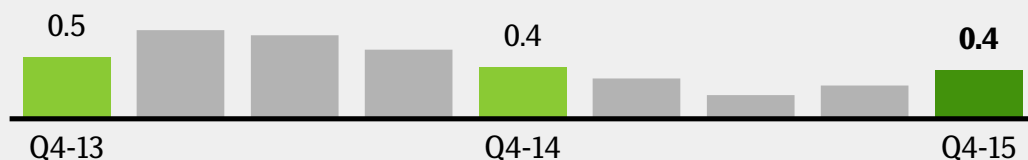
\* Notes: Excluding one-off Swiss withholding tax in 2015

## Net interest income type Q4 2013 – Q4 2015

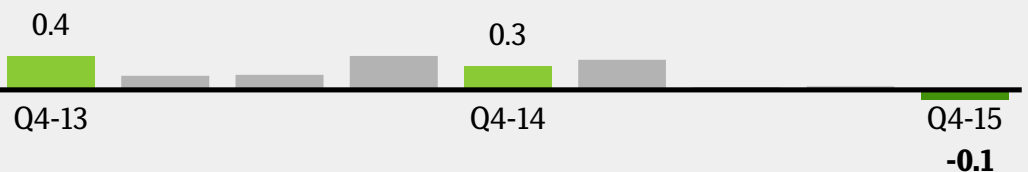
### Lending



### Deposits



### Funding & other



# Net fee and commission income development

SEK bn

## Net fee and commissions 2015 vs. 2014

**+4%**

16.9

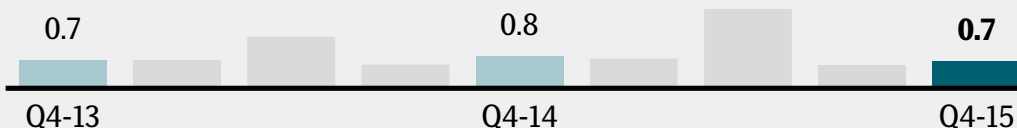
16.3

2015

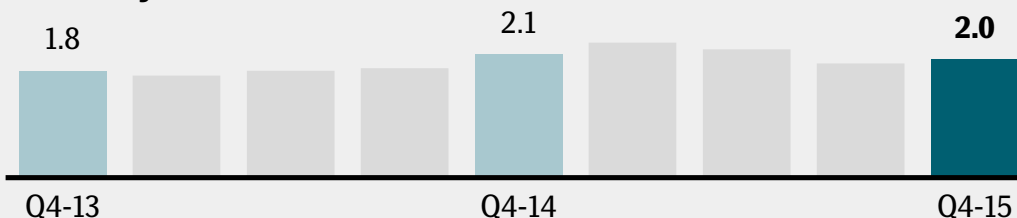
2014

## Gross fee and commissions by income type Q4 2013 – Q4 2015

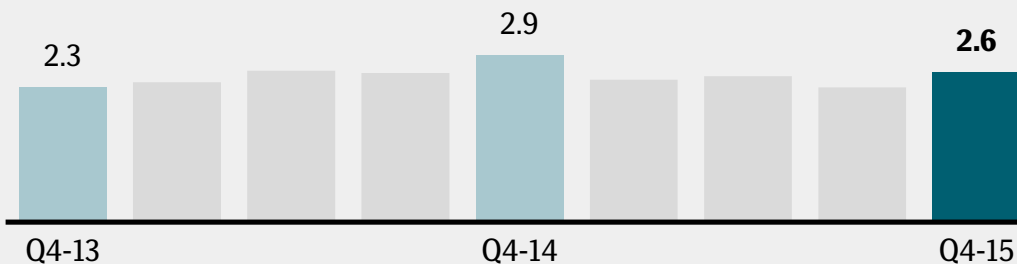
### Advisory, secondary markets and derivatives



### Custody and mutual funds



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



# Net fee and commission income development

SEK m	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Issue of securities and advisory	336	232	297	190	281	118	270	188	258
Secondary market and derivatives	377	482	1,015	413	529	635	1,746	401	415
Custody and mutual funds	1,835	1,753	1,831	1,875	2,114	2,315	2,200	1,957	2,028
<i>Whereof performance and transaction fees</i>									
<i>Wealth</i>	145	21	43	107	263	335	107	11	175
Payments, cards, lending, deposits, guarantees and other	2,315	2,396	2,594	2,555	2,861	2,439	2,498	2,308	2,564
<i>Whereof payments and card fees</i>	1,494	1,431	1,538	1,527	1,551	1,352	1,387	1,396	1,386
<i>Whereof lending</i>	574	652	654	587	892	648	649	500	648
<b>Fee and commission income</b>	<b>4,863</b>	<b>4,863</b>	<b>5,737</b>	<b>5,033</b>	<b>5,785</b>	<b>5,507</b>	<b>6,714</b>	<b>4,854</b>	<b>5,265</b>
<b>Fee and commission expense</b>	<b>-992</b>	<b>-1,135</b>	<b>-1,526</b>	<b>-1,219</b>	<b>-1,232</b>	<b>-1,233</b>	<b>-1,902</b>	<b>-1,106</b>	<b>-1,222</b>
<b>Net fee and commission income</b>	<b>3,871</b>	<b>3,728</b>	<b>4,211</b>	<b>3,814</b>	<b>4,553</b>	<b>4,274</b>	<b>4,812</b>	<b>3,748</b>	<b>4,043</b>
<i>Whereof Net securities commissions</i>	2,057	2,031	2,279	1,969	2,267	2,386	2,859	2,014	2,040
<i>Whereof Net payments and card fees</i>	913	787	858	875	896	845	879	861	850

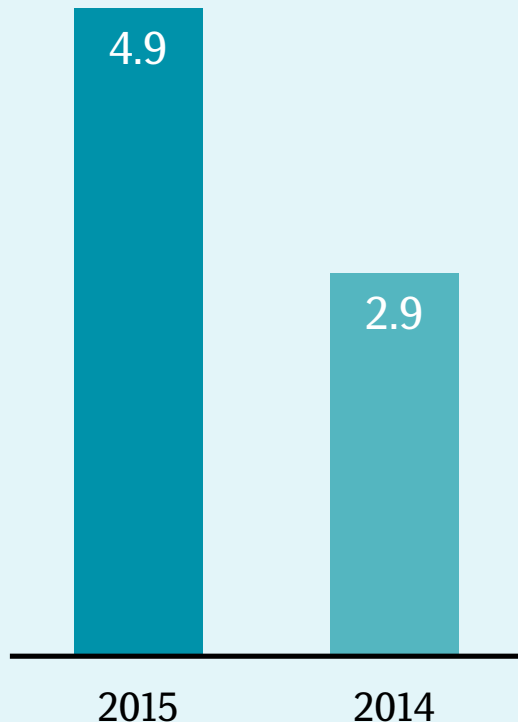


# Net financial income development

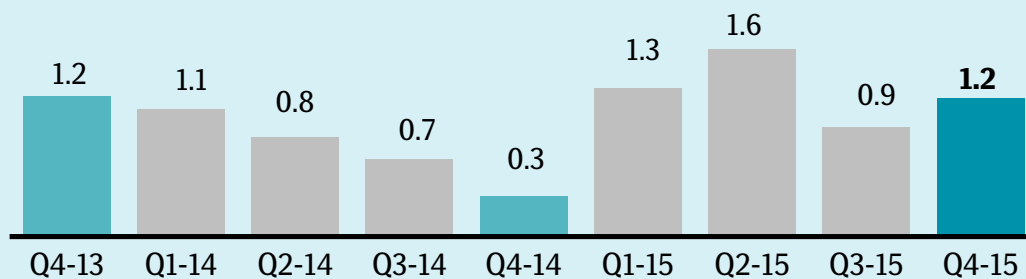
SEK bn

Net financial income \*  
2015 vs. 2014

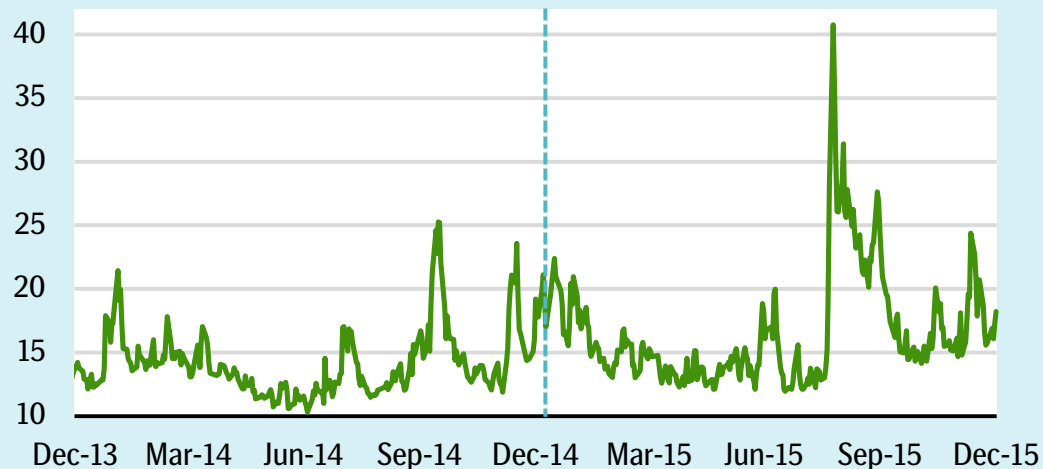
**+69%**



Net financial income development \*  
Q4 2013 – Q4 2015



Higher volatility drove customer activity



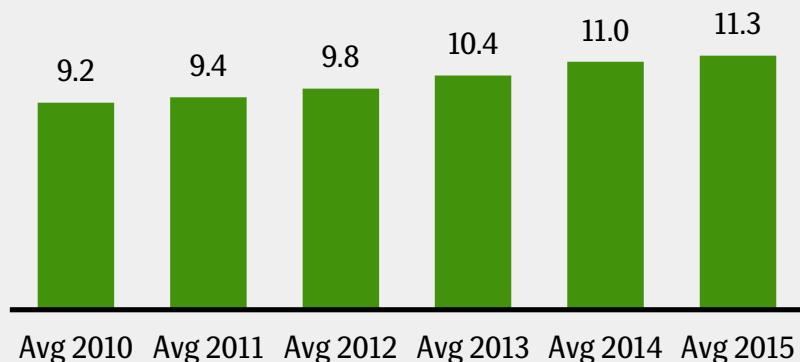
\* (VIX S&P 500 volatility)

\* Notes: Excluding one-off Swiss withholding tax in 2015

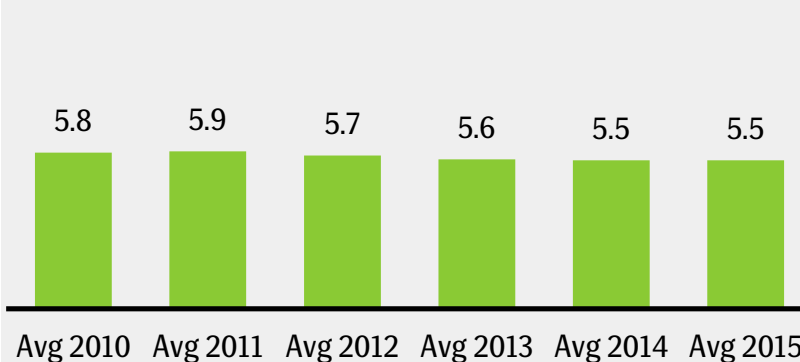
# Operating leverage

SEK bn

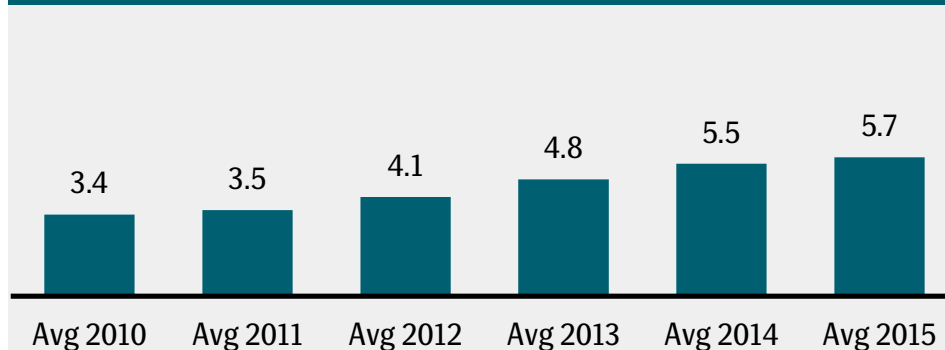
## Average quarterly income\*



## Average quarterly expenses



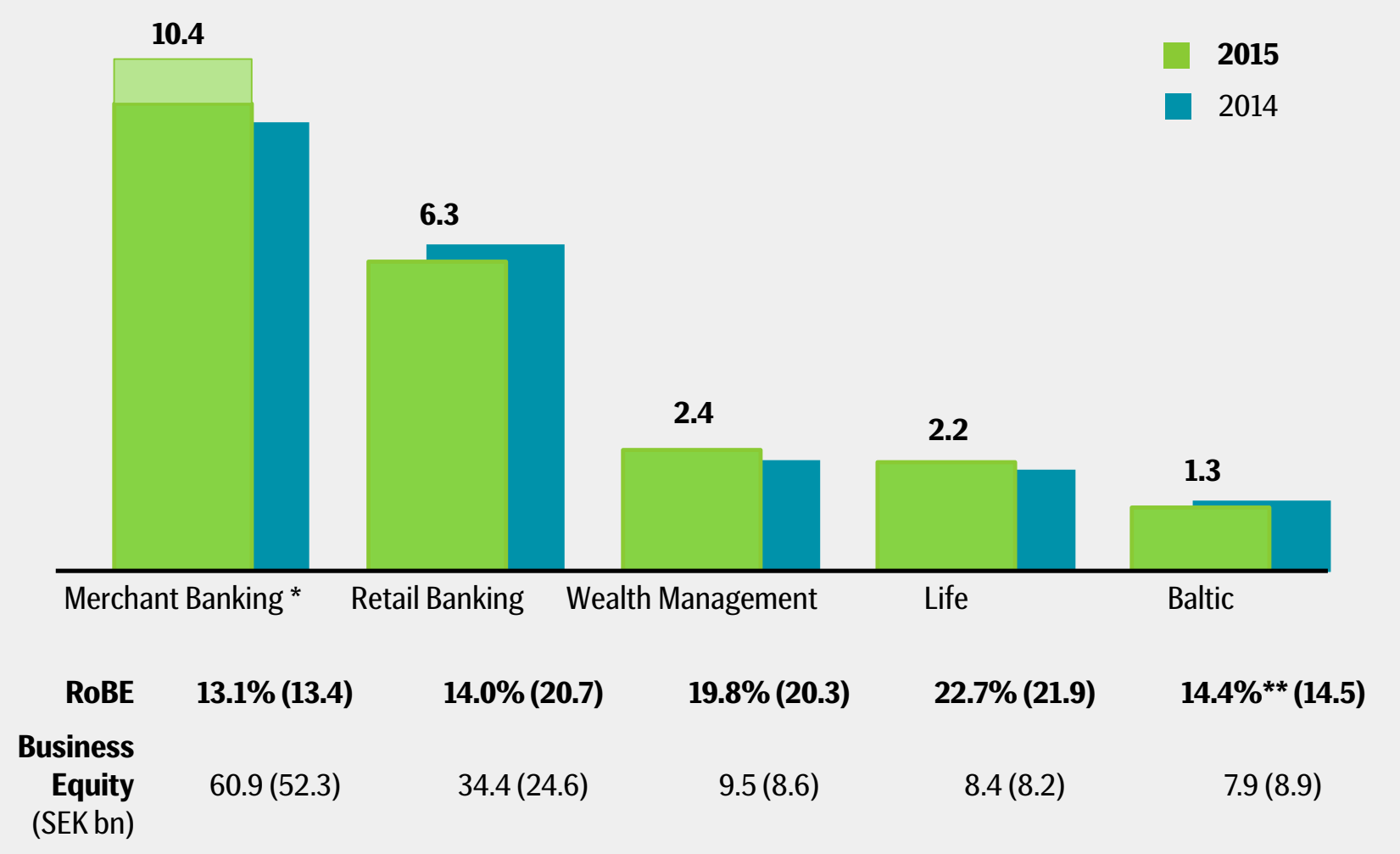
## Average quarterly profit before credit losses



\* Notes: Excluding one-offs (restructuring in 2010, bond buy-back and IT impairment in 2012, sale of MasterCard shares and Euroline in 2014, Swiss withholding tax in 2015) Estimated IAS 19 costs in 2010

# Divisional performance\*

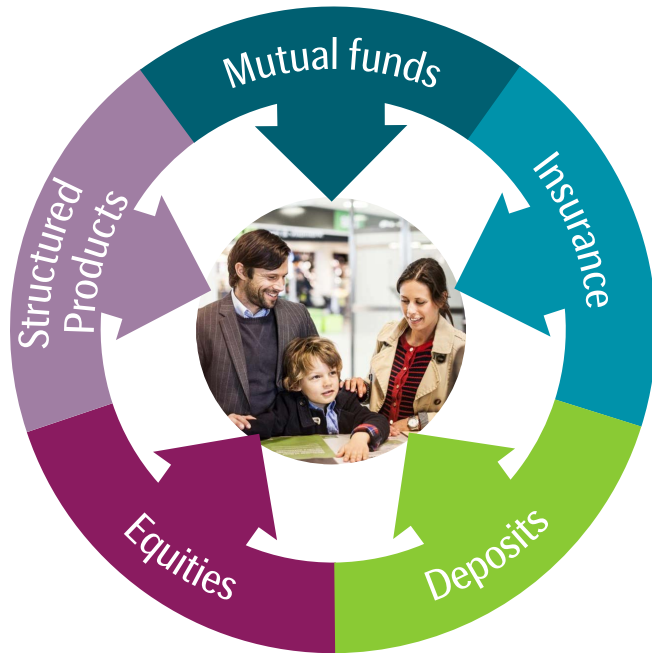
## Operating profit 2015 vs. 2014 (SEK bn)



\* Excluding one-off from Swiss withholding tax in 2015

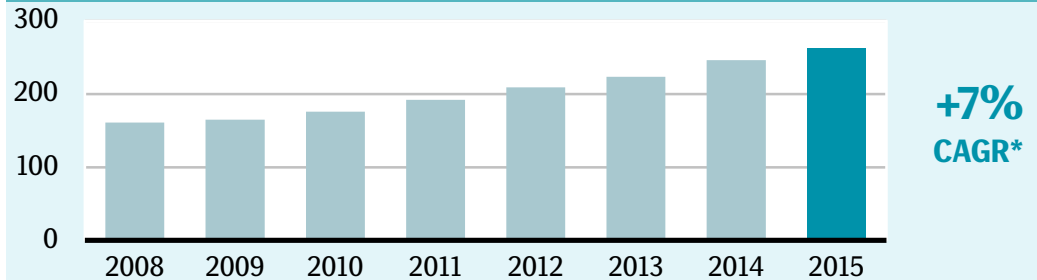
\*\* RoBE excl RHC in Baltic Division is 18.6%

# Growing asset gathering franchise

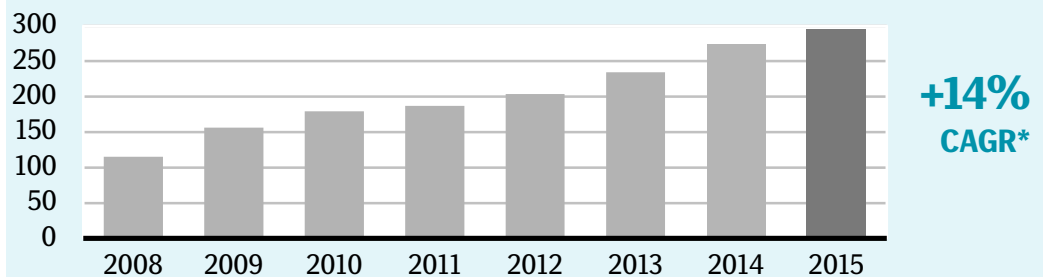


**Bancassurance**

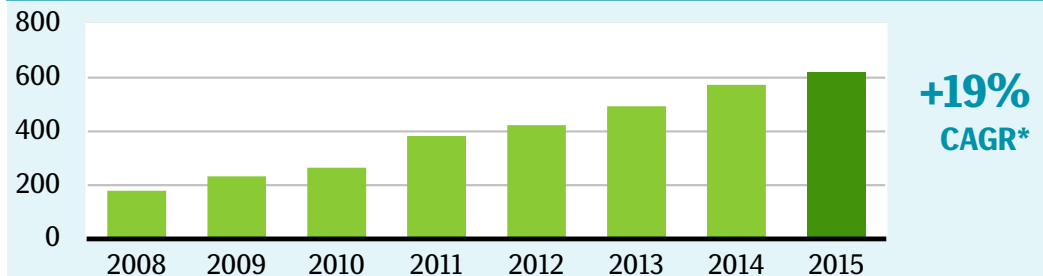
**Household deposits (SEK bn)**



**Unit-linked AuM (SEK bn)**

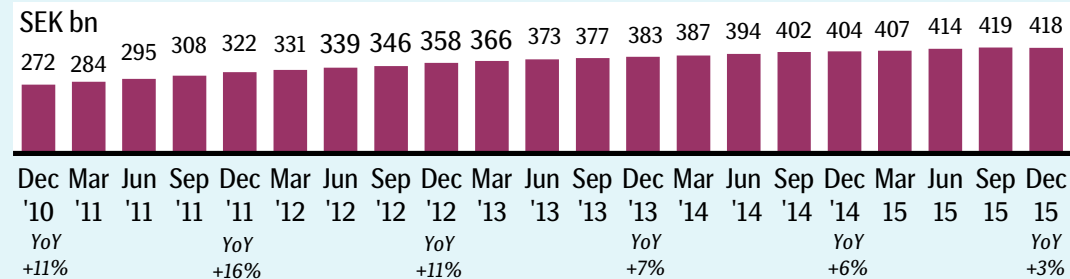


**Private Banking AuM (SEK bn)**



\* CAGR for the period 2008 – 2015

# SEB's Swedish household mortgage lending



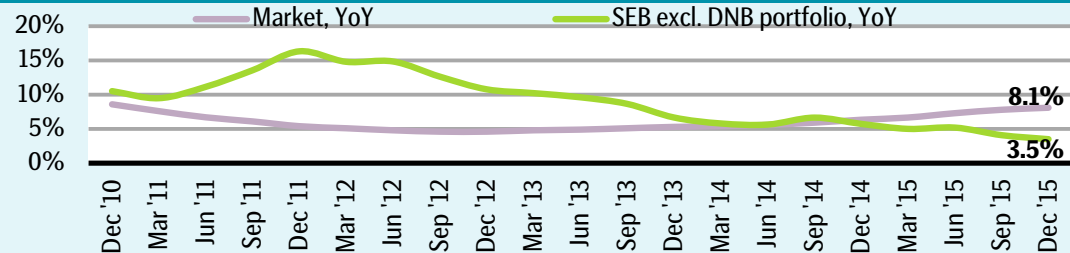
## Selective origination

- The mortgage product is the foundation of the client relationship
- SEB's customers have higher credit quality than the market average and are over-proportionally represented in higher income segments (Source: Swedish Credit Bureau ("UC AB"))

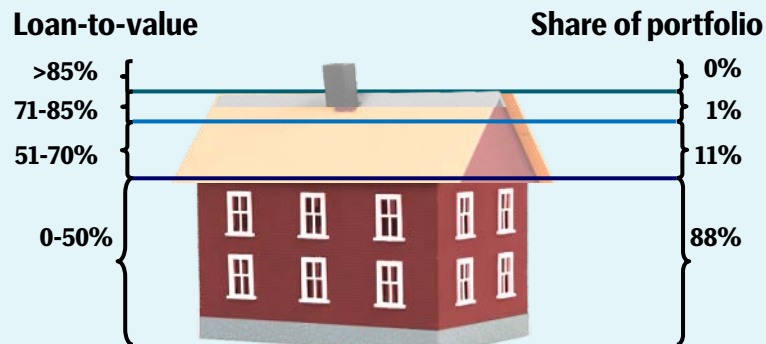
## High asset performance

- Net credit loss level 0bps
- Loan book continues to perform – loans past due >60 days 5bps

## SEB portfolio development vs. total market



## Low LTVs by regional and global standards



## Mortgage lending based on affordability

- Credit scoring and assessment
- 7% interest rate test in the cash flow analysis
- 85% regulatory first lien mortgage cap & minimum 15% of own equity required
- If LTV >50% requirement to amortise on all new loans, included in the cash-flow analysis
- Max loan amount 5x total gross household income irrespective of LTV
- 'Sell first and buy later' recommendation

# Swedish housing market – Characteristics and prices

Svensk Mäklarstatistik – Dec 2015, per cent				
	Single family homes		Apartments	
Area	3m	12m	3m	12m
Sweden	+1	+12	+1	+16
Greater Stockholm	+2	+17	+2	+18
Central Stockholm			-1	+17
Greater Gothenburg	+2	+14	-1	+18
Greater Malmoe	+2	+12	-2	+12

Valueguard – Dec 2015, per cent				
	Single family homes		Apartments	
Area	3m	12m	3m	12m
Sweden	-0.1	+12.4	+0.3	+17.5
Stockholm	+0.1	+15.8	-0.7	+17.9
Gothenburg	+1.7	+12.9	-0.4	+18.3
Malmoe	+0.2	+9.5	+1.0	+13.1
HOX Sweden +0% 3m, +14.3% 12m				

## Characteristics of Swedish mortgage market

- ✓ No buy-to-let market
- ✓ No third party loan origination
- ✓ All mortgages on balance sheet (no securitisation)
- ✓ Strictly regulated rental market
- ✓ State of the art credit information (UC)
- ✓ Very limited debt forgiveness
- ✓ Strong social security and unemployment scheme

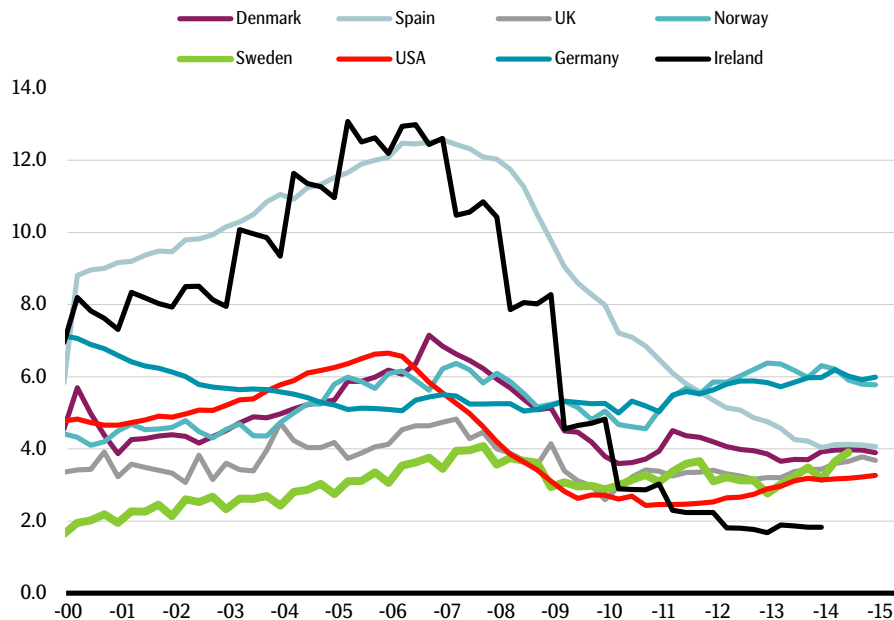


# Structural lack of Swedish housing leads to price inflation

- Shift in government policy on subsidies for residential mortgage purposes and deregulation of the credit markets in the late 1980s and the beginning of the 90s had a huge negative impact on residential construction
- The lack of housing is most pronounced in the three largest cities, to which there continues to be a strong migration
- Maintained rent regulation, high land and construction costs incl. planning and environmental legislation, ability to appeal against planned housing constructions and poor competition in the building sector continue to reduce the incentive for construction of rental apartment buildings
- Residential investments increased in 2013 and 2014 and is expected to increase in 2015 at about the same pace, 20%, as in 2014
- Despite increasing housing completions, there need to be approx. 70,000 new units completed per year to match the population growth (*approx. 30,000 new units were completed in 2014*)

## Relatively low residential investment

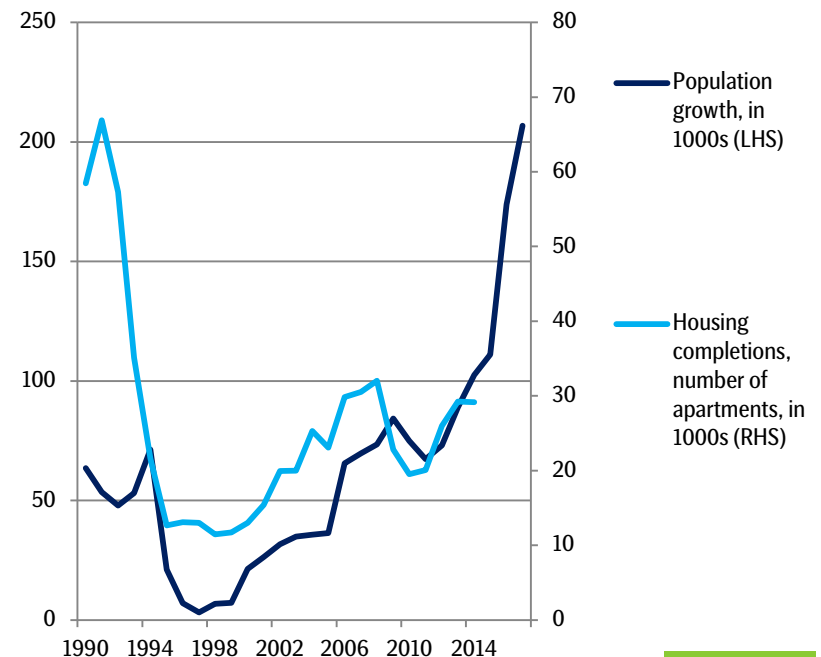
as a % of GDP



Sources: Macrobond

## Population growth vs housing completions

Sweden



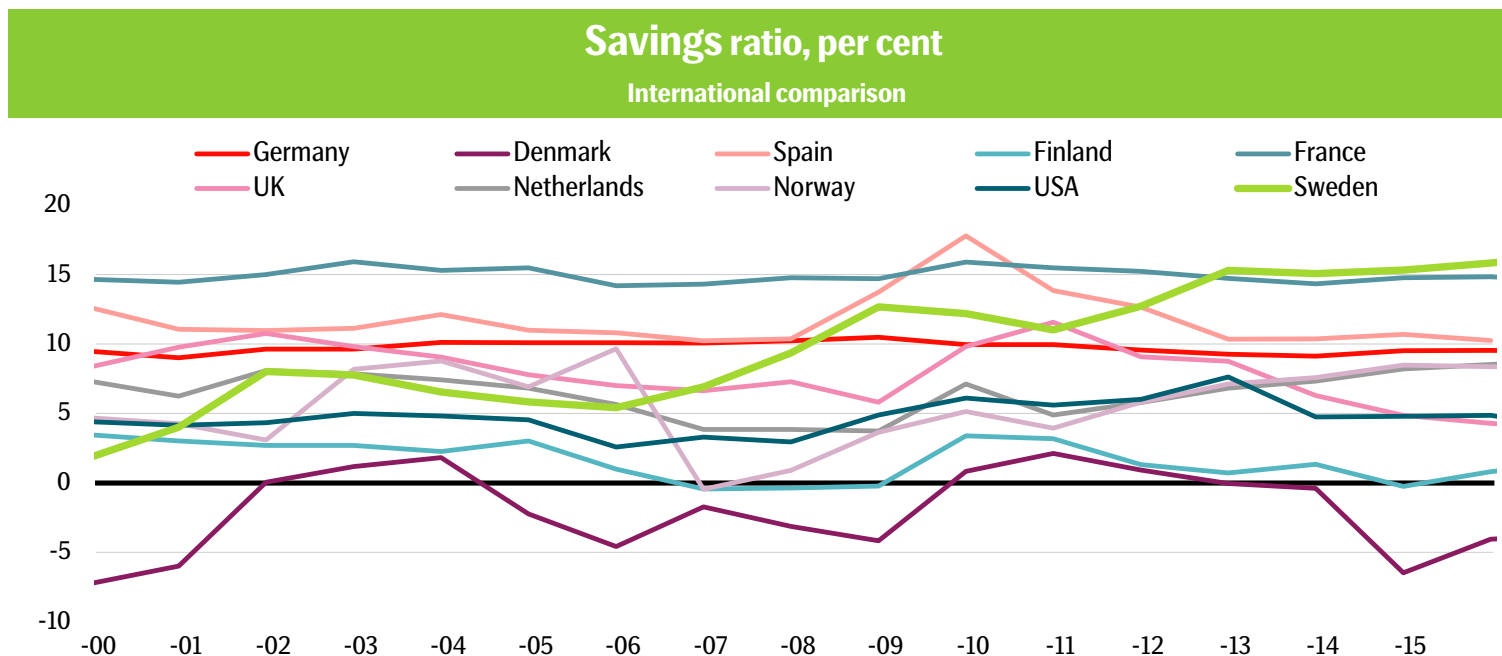
Source: Statistics Sweden, SEB

1) Latest available data from Swedish National Board of Housing

# Total Swedish households' debt-servicing ability is solid

The Central Bank's Stability Report of November 2014 states that:

- Households' aggregated total wealth, excluding collective insurances, is 6 times higher than household disposable income
- Households' aggregated net wealth (total assets minus total debt) is 4 times higher than disposable income
- Strong development of disposable income: Considerable lowering of residential real estate tax, lower income tax, abolition of wealth tax, low debt servicing costs
- Savings ratio at historical highs



Source: Macrobond

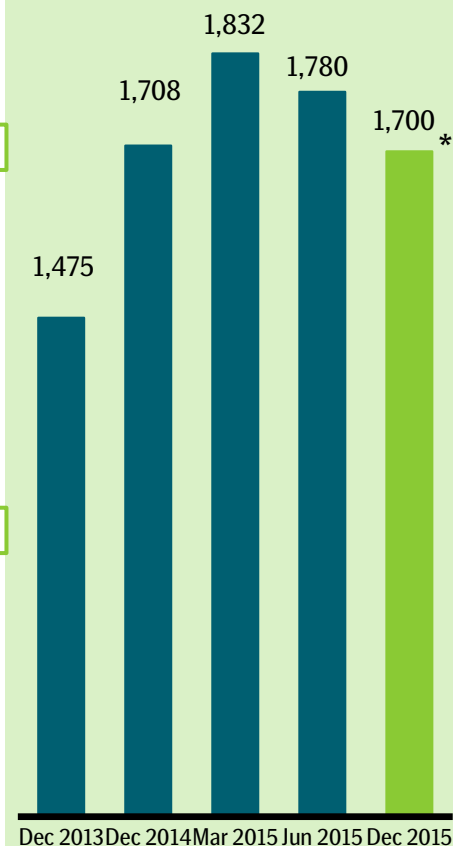
# Balance sheet

# Business volumes

## SEB Group

Condensed SEK bn	31 Dec 2013	31 Dec 2014	30 Jun 2015	30 Sep 2015	31 Dec 2015
Cash & cash balances w. central banks	174	103	203	211	101
Other lending to central banks	10	17	9	24	32
Loans to credit institutions	103	91	89	77	59
Loans to the public	1,303	1,356	1,395	1,394	1,353
Financial assets at fair value	777	937	913	904	827
Available-for-sale financial assets	49	46	39	40	37
Assets held for sale	0	1	1	1	1
Tangible & intangible assets	29	28	27	26	26
Other assets	42	63	85	65	59
<b>Total assets</b>	<b>2,485</b>	<b>2,641</b>	<b>2,760</b>	<b>2,743</b>	<b>2,496</b>
Deposits by central banks	62	42	56	62	58
Deposits by credit institutions	114	73	129	97	60
Deposits & borrowing from the public	849	943	970	975	884
Liabilities to policyholders	316	364	379	367	371
Debt securities	714	690	702	710	639
Financial liabilities at fair value	214	281	264	270	231
Liabilities held for sale	0	0	0	0	0
Other liabilities	70	73	95	94	79
Subordinated liabilities	23	40	32	33	31
Total equity	123	135	133	136	143
<b>Total liabilities &amp; equity</b>	<b>2,485</b>	<b>2,641</b>	<b>2,760</b>	<b>2,743</b>	<b>2,496</b>

## Assets under Management



\*From Sep 2015 excluding SEK 75bn divestment of SEB Asset Management AG

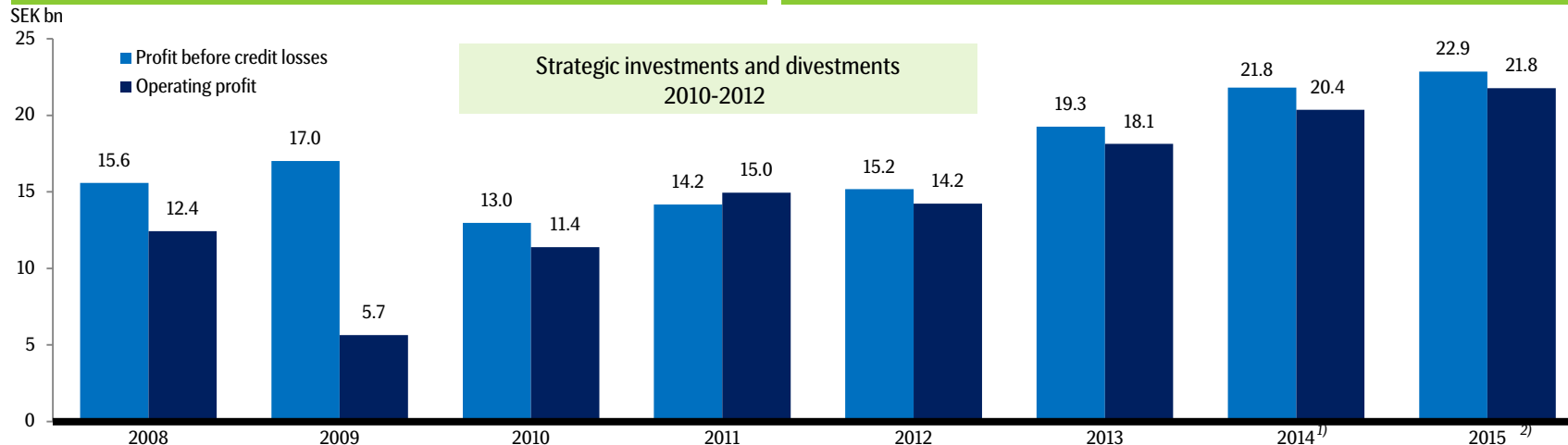
# Strong asset quality and balance sheet

(SEK bn)		2009	2014	2015
Asset quality	Non-performing loans	28.6bn	10.6bn	8.0bn
	NPL coverage ratio	65%	59%	62%
	Net credit loss level	0.92%	0.09%	0.06%
Funding and liquidity	Customer deposits	750bn	943bn	884bn
	Liquidity resources	>10%	~25%	~25%
	Liquidity coverage ratio	N.A.	115%	128%
Capital	CET 1 ratio (Basel 3)	11.7% <small>Basel 2.5</small>	16.3%	18.8%
	Total capital ratio (Basel 3)	14.7% <small>Basel 2.5</small>	22.0%	23.8%
	Leverage ratio (Basel 3)	N.A.	4.8%	4.9%

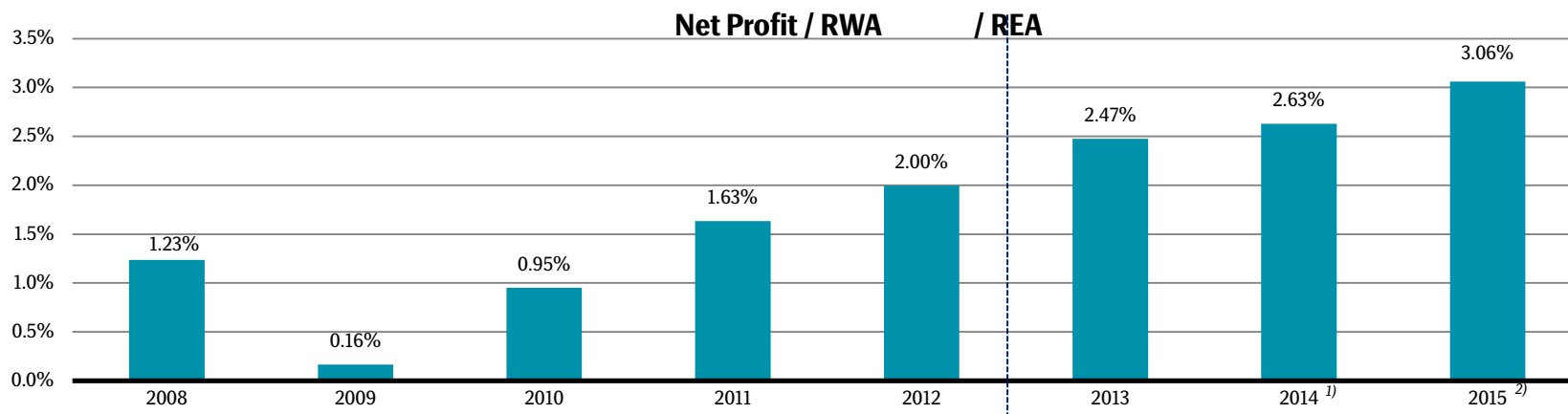
# Increasing Earnings and Capital Generation

## Profitable throughout the Financial Crisis

## 2015 Highest underlying profit ever



## Strong underlying capital generation



Note: All issuer's financial figures are based on 2014 and historical financials  
RWA 2008 – 2012 Basel II without transitional floor  
REA 2013 – 2015 Basel III fully implemented

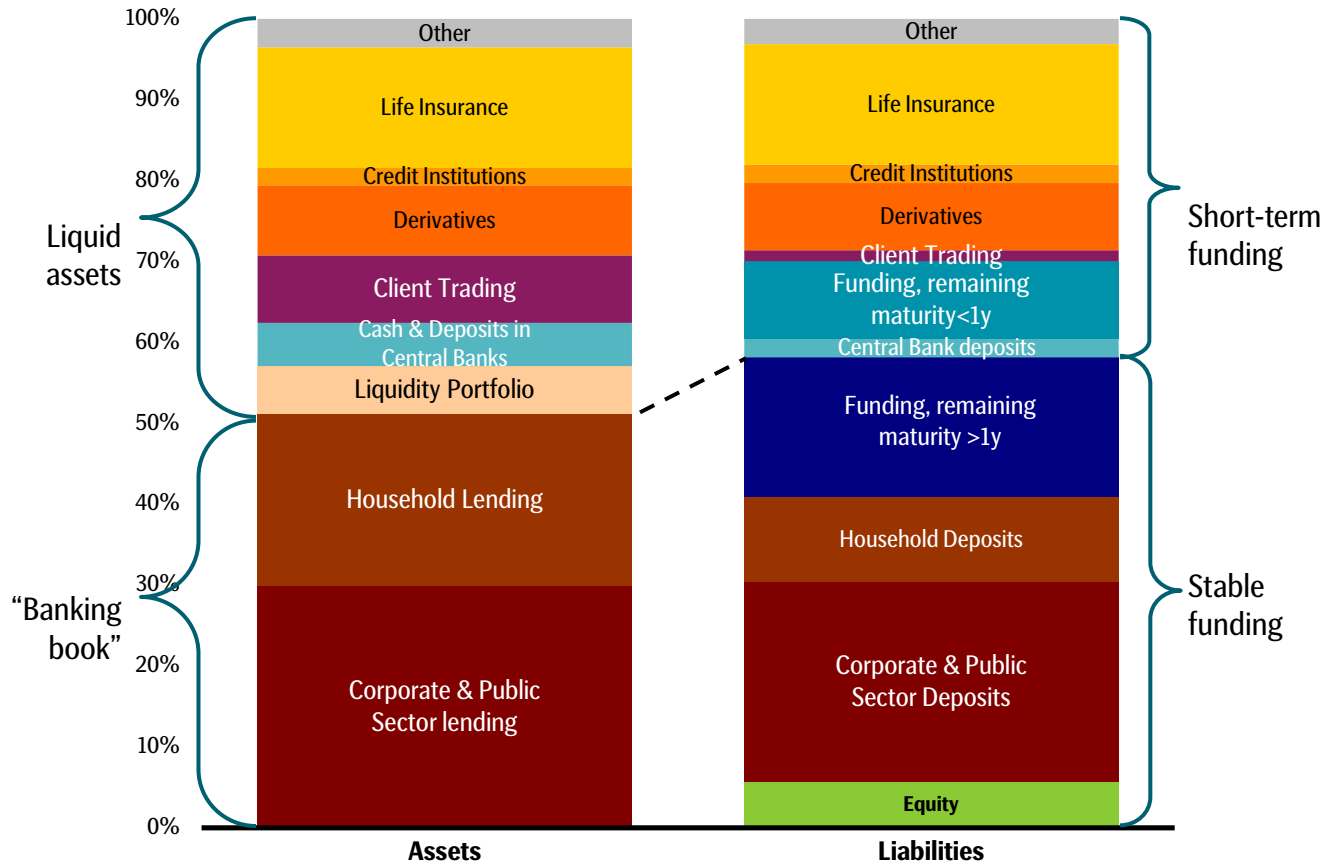
1) Excluding one-off gains of SEK 2,982m.

2) Excluding a one-off 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

# Diversified and liquid balance sheet

Total Assets SEK 2,496bn Dec 30, 2015

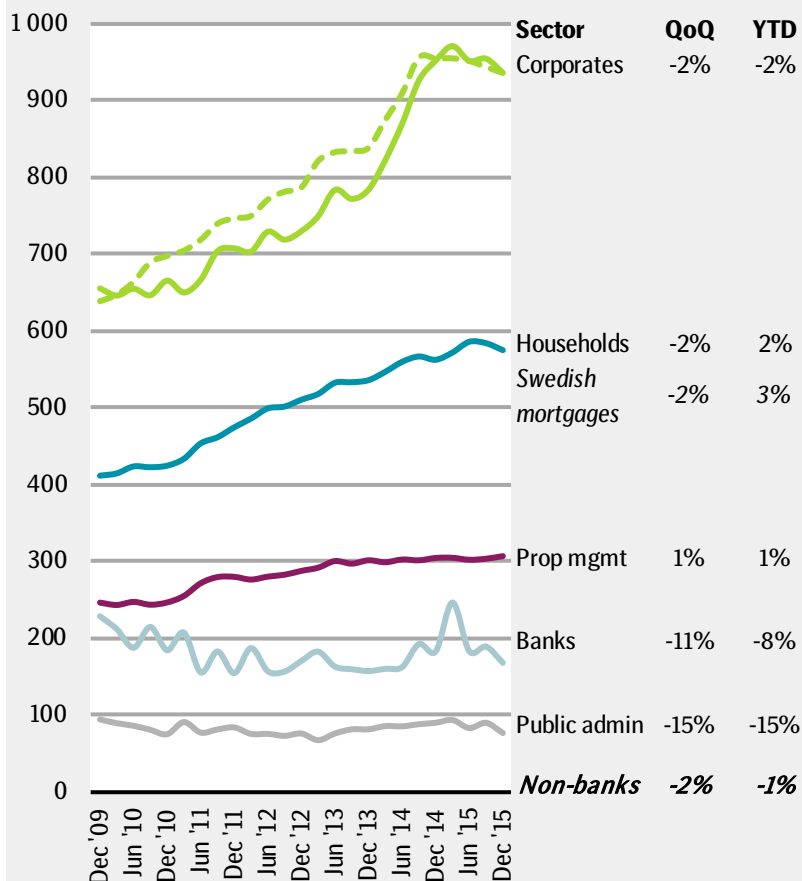
## Balance sheet structure



1. A relatively large share of lending is contractually short which allows for swift re-pricing to adjust for e.g. changed funding costs.
2. Central bank deposits refer to long-term relationship-based deposits from central banks and do not refer to borrowings from central banks

# Credit portfolio stagnant

Credit portfolio by sector (SEK bn)



NOTE: Green dotted line is FX-adjusted  
Blue line (Households) is excluding German retail

Credit portfolio by sector (SEK bn)

	Dec '14	Sep '15	Dec '15	QoQ	YTD
Corporates	952	955	936	-18	-16
Property management	305	304	307	3	2
Households	563	584	575	-9	13
Public administration	90	90	77	-13	-13
<b>Total non-banks</b>	<b>1 910</b>	<b>1 933</b>	<b>1 896</b>	<b>-37</b>	<b>-14</b>
Banks	183	190	168	-21	-15
<b>Total</b>	<b>2 094</b>	<b>2 123</b>	<b>2 065</b>	<b>-58</b>	<b>-29</b>

## Summary

- FX adjusted reduction in Nordic and German corporate volumes whereas Retail corporates volumes grow YTD by SEK 3bn
- Increase in Property management volumes this quarter, primarily Retail real estate
- Household mortgage volumes decline QoQ as an effect of stricter lending criterias

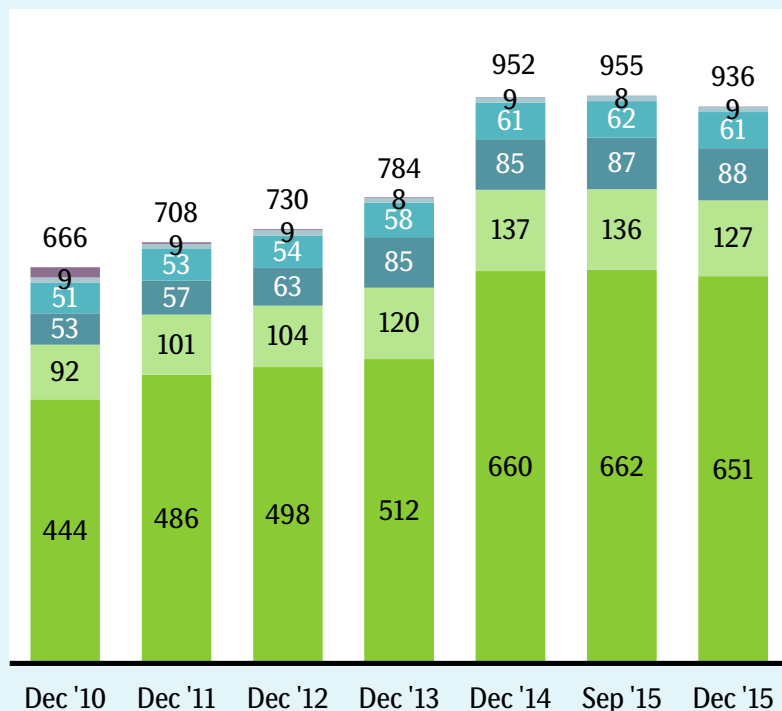


# Credit portfolio

On & off balance, SEK bn

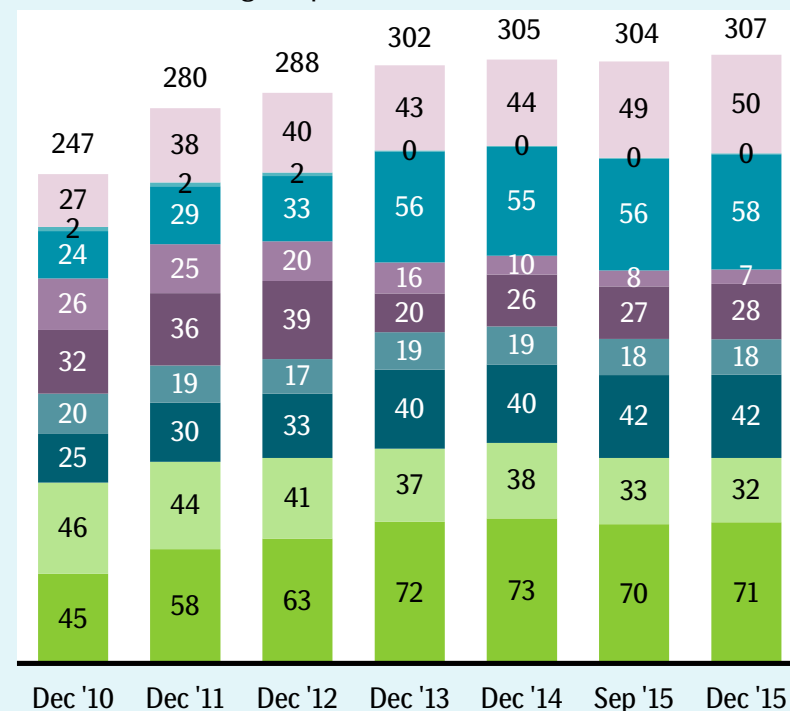
## Corporates development

- MB Nordic & Other
- Retail Banking
- Wealth Management
- MB Germany
- Baltic
- Other



## Property management development

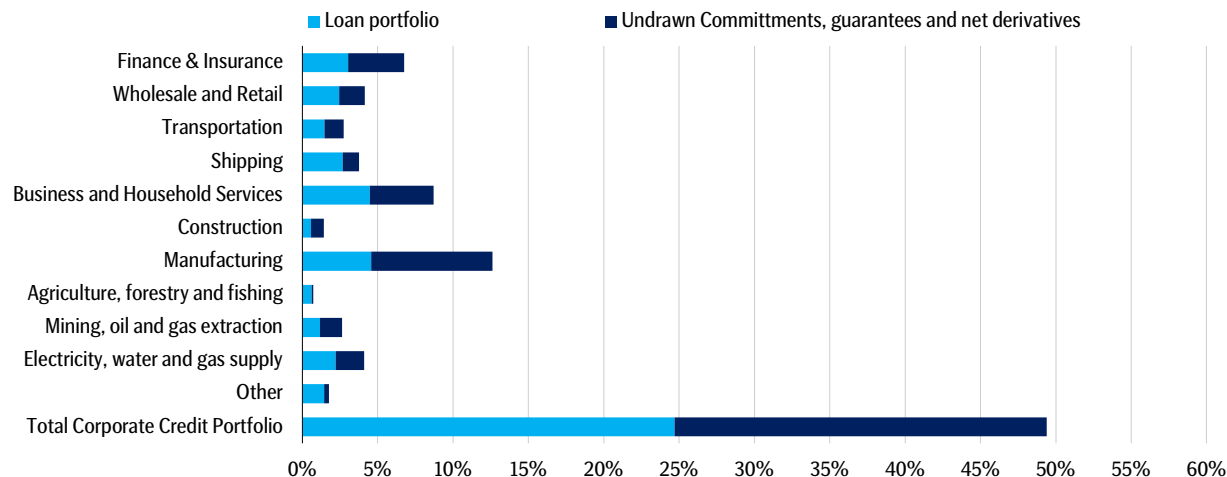
- MB Nordic, commercial
- Retail & Wealth, commercial
- MB Nordic, residential
- Retail & Wealth, residential
- Swedish housing co-op. ass.
- Germany, commercial
- Baltic, commercial
- Germany, residential
- Baltic, residential



# Low actual corporate loan exposure renders short duration and lower credit risk

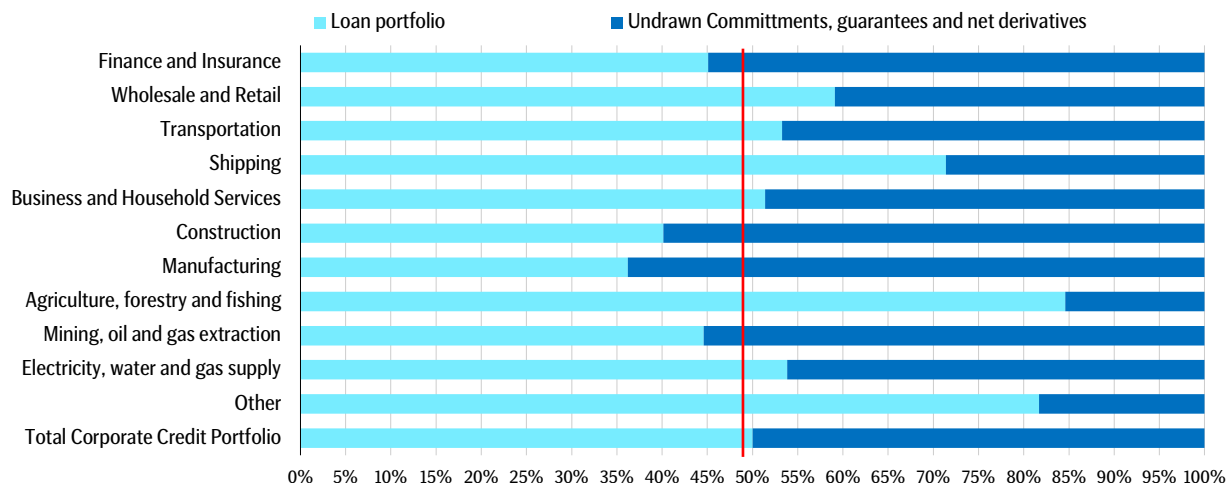
## Low actual corporate loan exposure in per cent of Total Credit Portfolio excluding banks

Corporate credit portfolio split into loans and other types of exposure by sector *in % of Total Credit Portfolio*



## Low relative loan exposure, 50%, of total corporate credit portfolio

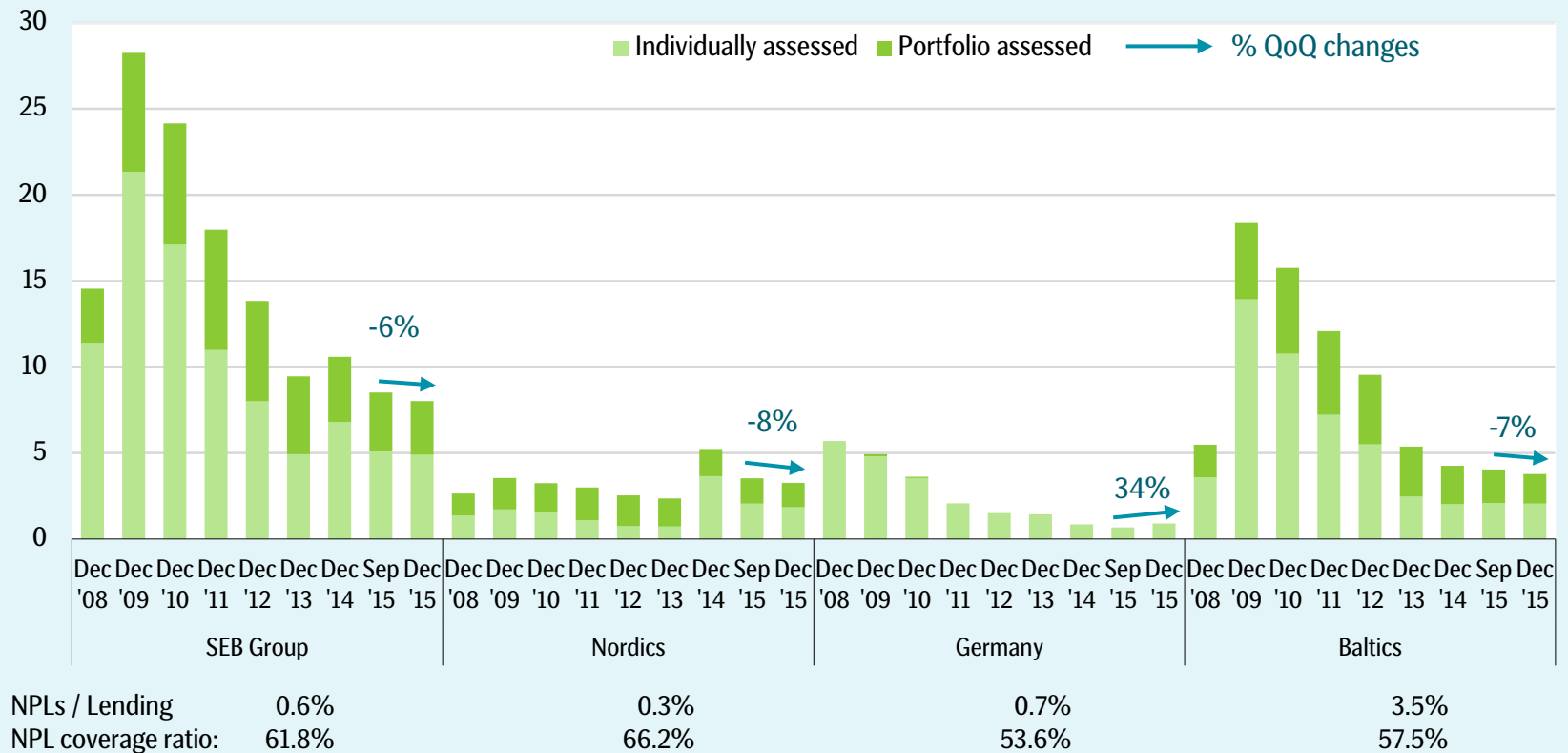
Corporate credit portfolio split in loans and other types of exposure by sector



# Development of Non-Performing Loans

SEK bn

## Non-performing loans

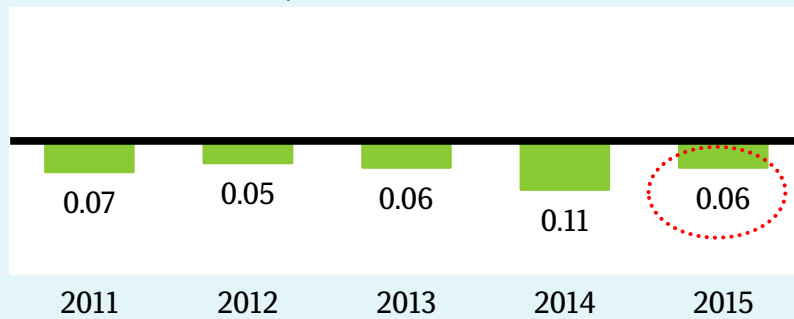


# Net credit loss level for the Group at 6bps

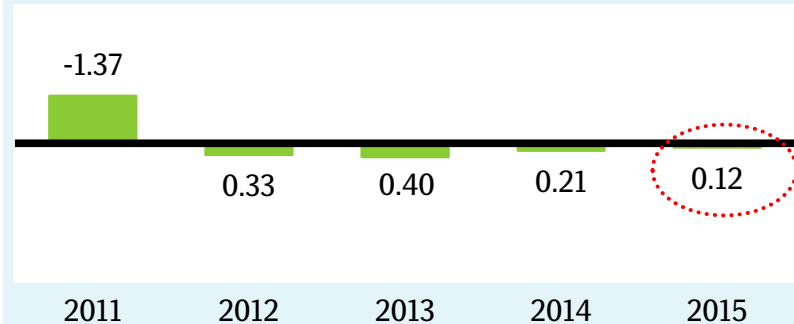
	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	YTD 2015	CLL Dec '15	CLL 2014
<b>Merchant Banking</b>	<b>-86</b>	<b>-93</b>	<b>-26</b>	<b>-91</b>	<b>-90</b>	<b>-299</b>	<b>0.05%</b>	<b>0.09%</b>
<b>Retail Banking</b>	<b>-118</b>	<b>-105</b>	<b>-122</b>	<b>-140</b>	<b>-92</b>	<b>-459</b>	<b>0.08%</b>	<b>0.08%</b>
<b>Baltics</b>	<b>-103</b>	<b>9</b>	<b>-42</b>	<b>-56</b>	<b>-38</b>	<b>-128</b>	<b>0.12%</b>	<b>0.21%</b>
Estonia	16	27	-1	-11	21	36	-0.10%	-0.04%
Latvia	-83	-15	-32	-39	-32	-118	0.48%	0.67%
Lithuania	-36	-2	-10	-6	-27	-46	0.10%	0.12%
<b>Net credit losses</b>	<b>-310</b>	<b>-188</b>	<b>-220</b>	<b>-255</b>	<b>-220</b>	<b>-883</b>	<b>0.06%</b>	<b>0.09%</b>

# Credit loss level, %

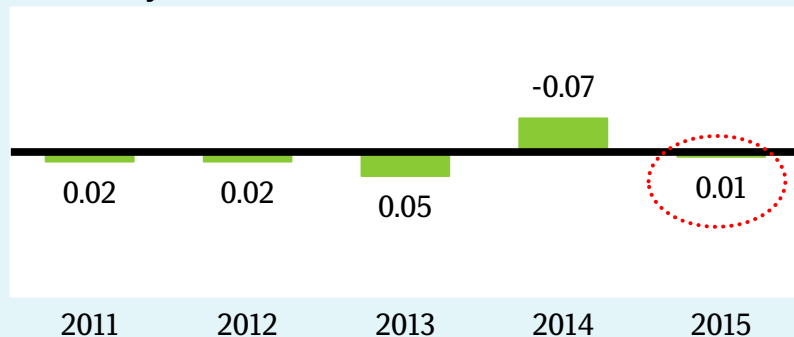
Nordic countries, net credit losses in %



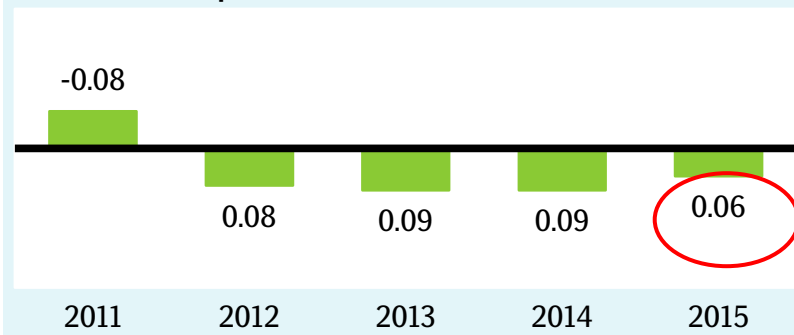
Baltic countries, net credit losses in %



Germany\*, net credit losses in %



SEB Group\*\*, net credit losses in %

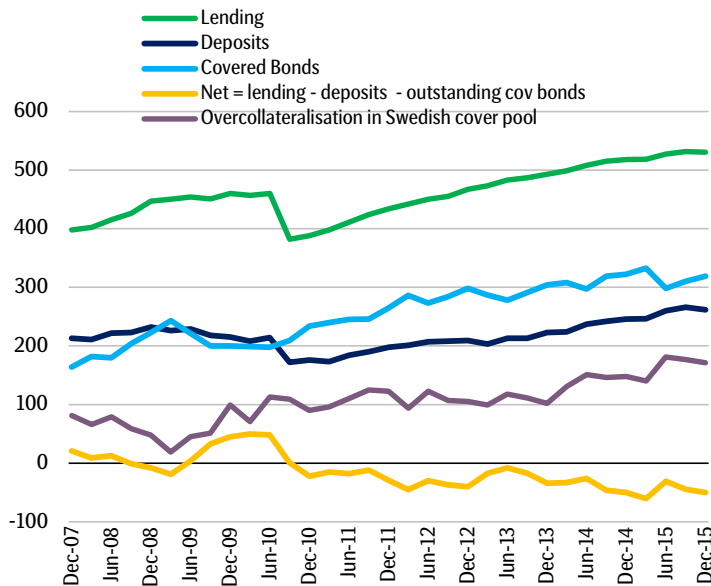


\* Continuing operations

\*\* Total operations

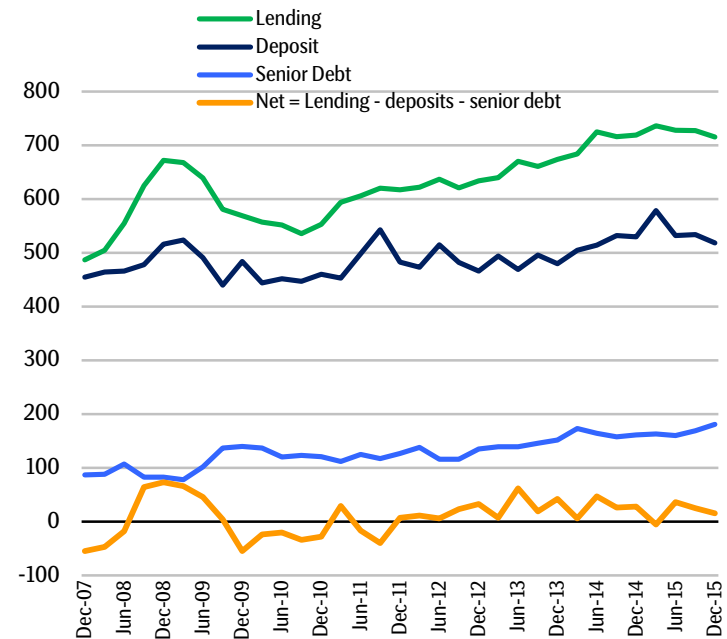
# Strategic lending growth funded through deposits and long-term debt

## Household lending, deposits and covered bond funding



Household lending growth funded by deposit increases and issued covered bonds

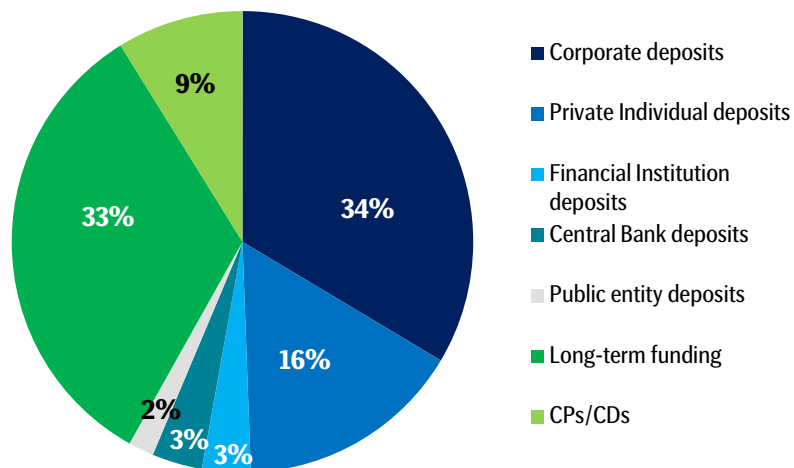
## Corporate & public lending, deposits and senior bonds



Corporate lending growth funded by deposit increases and issued senior unsecured bonds

# Funding base

## Wholesale funding & deposits base (SEK 1,651bn)

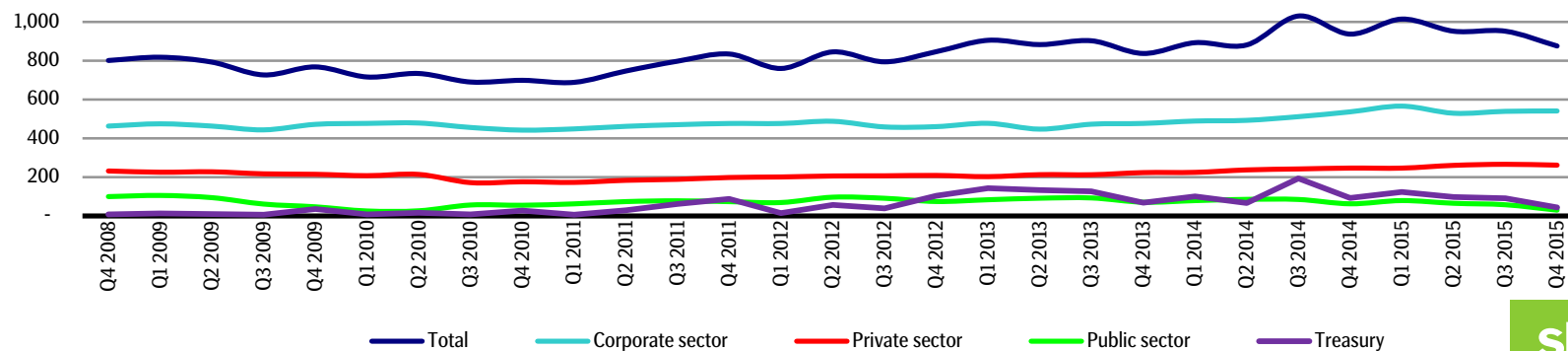


Note:

- Excluding repos
- Excluding public covered bonds issued by the German subsidiary which are in a run-off mode

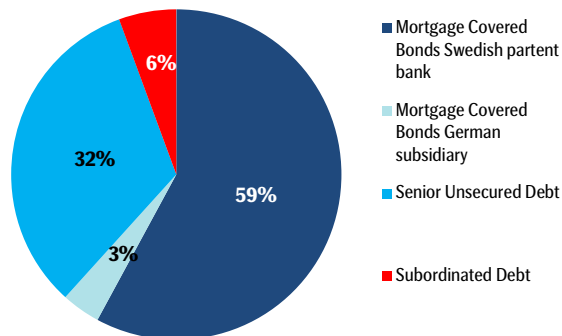
## Stable development of deposits from corporate sector and private individuals

SEK bn



# Well-balanced long-term funding structure

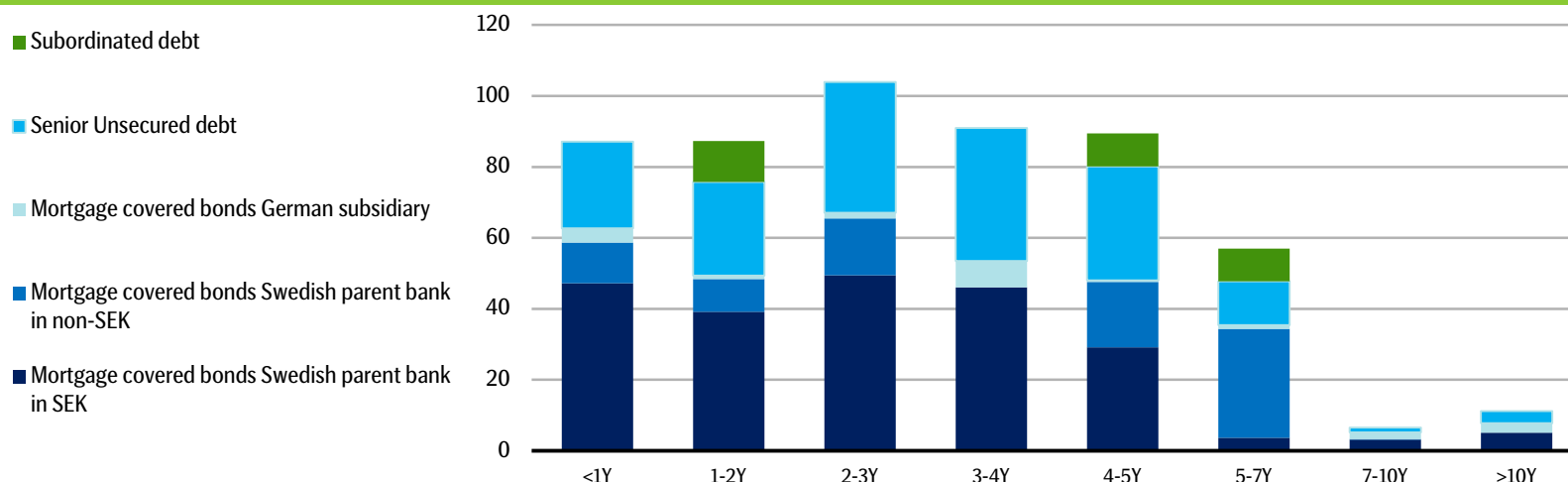
## Long-term wholesale funding mix (SEK 545bn)



## Issuance of bonds in SEK bn

Instrument	2012	2013	2014	2015
Senior unsecured	42	45	32	40
Covered bonds Parent bank	81	73	60	52
Covered bonds German subsidiary	1	2	0	3
Subordinated debt	6	0	17	0
<b>Total</b>	<b>131</b>	<b>120</b>	<b>109</b>	<b>95</b>

## Maturity profile in SEK bn





# SEBs liquidity reserve

Dec 2015

## SEB's liquidity reserve

SEK bn

400

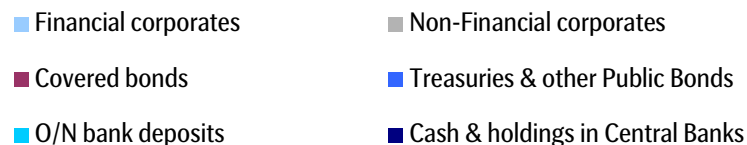
300

200

100

0

352



## Core liquidity reserve

### Directives of Swedish Bankers' Association

- Assets held or controlled by the Treasury function
- Not encumbered
- Eligible with Central Banks
- Maximum 20% risk weight under Basel II Standardized Model
- Lowest rating of Aa2/AA-
- Valued marked-to-market

# RWA/Risk exposure amount

## RWA/Risk exposure amount, SEK bn, quarterly evolution

	Basel II	Proforma Basel III	Basel III							
	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2013	2013	2014	2014	2014	2014	2015	2015	2015	2015
<b>Start</b>	<b>574</b>	<b>574</b>	<b>598</b>	<b>588</b>	<b>598</b>	<b>598</b>	<b>617</b>	<b>623</b>	<b>614</b>	<b>604</b>
Volume and mix changes	-3	-3	-2	4	12	4	-11	-5	-3	-4
Currency effect	6	6	3	8	5	12	6	-4	3	-6
Process and regulatory changes	-15	19	-7	-2	-5	6	2	-9	-2	-12
Risk class migration	-1	-1	-3	-2	-3	-4	-1	-4	-2	0
Market and underlying operational risk	3	3	-1	2	-9	1	10	13	-6	-11
<b>End</b>	<b>564</b>	<b>598</b>	<b>588</b>	<b>598</b>	<b>598</b>	<b>617</b>	<b>623</b>	<b>614</b>	<b>604</b>	<b>571</b>

The risk exposure amount (REA) was SEK 46bn lower than year-end 2014. Credit risk REA decreased mainly due to changes in volumes and risk composition.

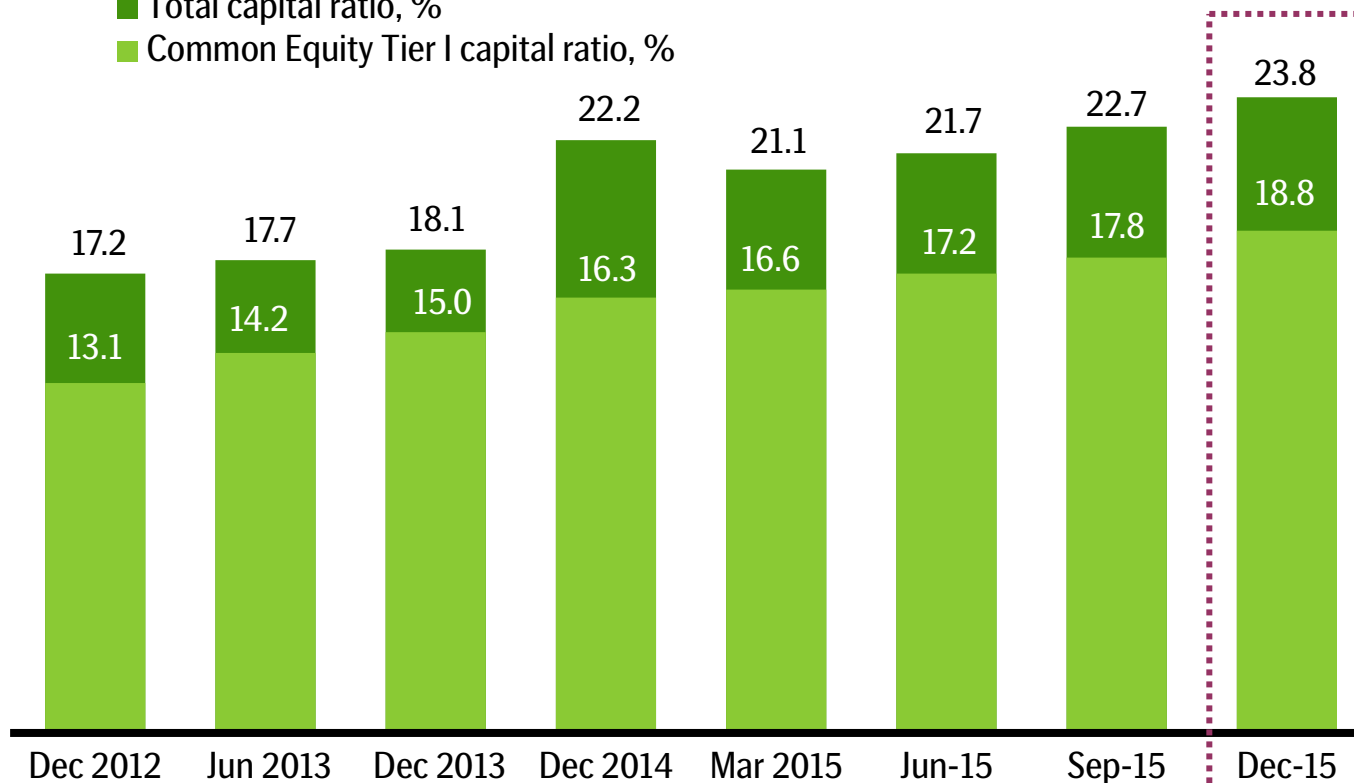
The decrease was also due to the effects from model approvals by the SFSA which amounted to SEK 16bn, relating to both credit risk and counterparty risk.

Against the background of the SFSA's upcoming review of corporate risk weights, SEB has agreed with the SFSA to, as a measure of prudence, increase the Additional Risk Exposure Amount by SEK 9 bn.

# Basel III fully implemented

SEB Group

■ Total capital ratio, %  
■ Common Equity Tier I capital ratio, %

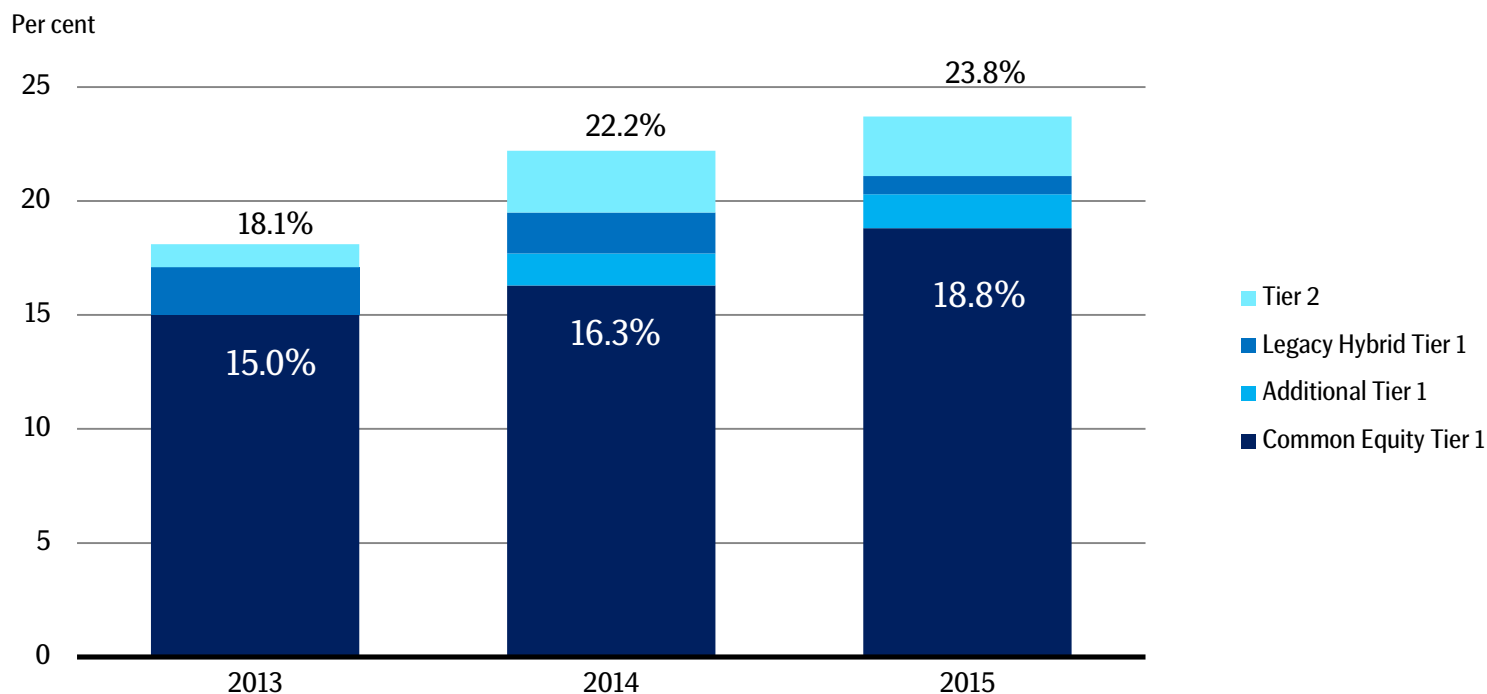


SEK bn

Common Equity Tier 1 capital	82.8	89.0	89.8	100.6	103.3	106.0	107,5	107.5
Total own funds	105.7	108.6	108.3	136.9	131.8	134.0	137.1	135.8
REA	632	628	598	617	623	614	604	571

# Strong Capital Base composition

## Basel III - Own Funds and Basel III ratios

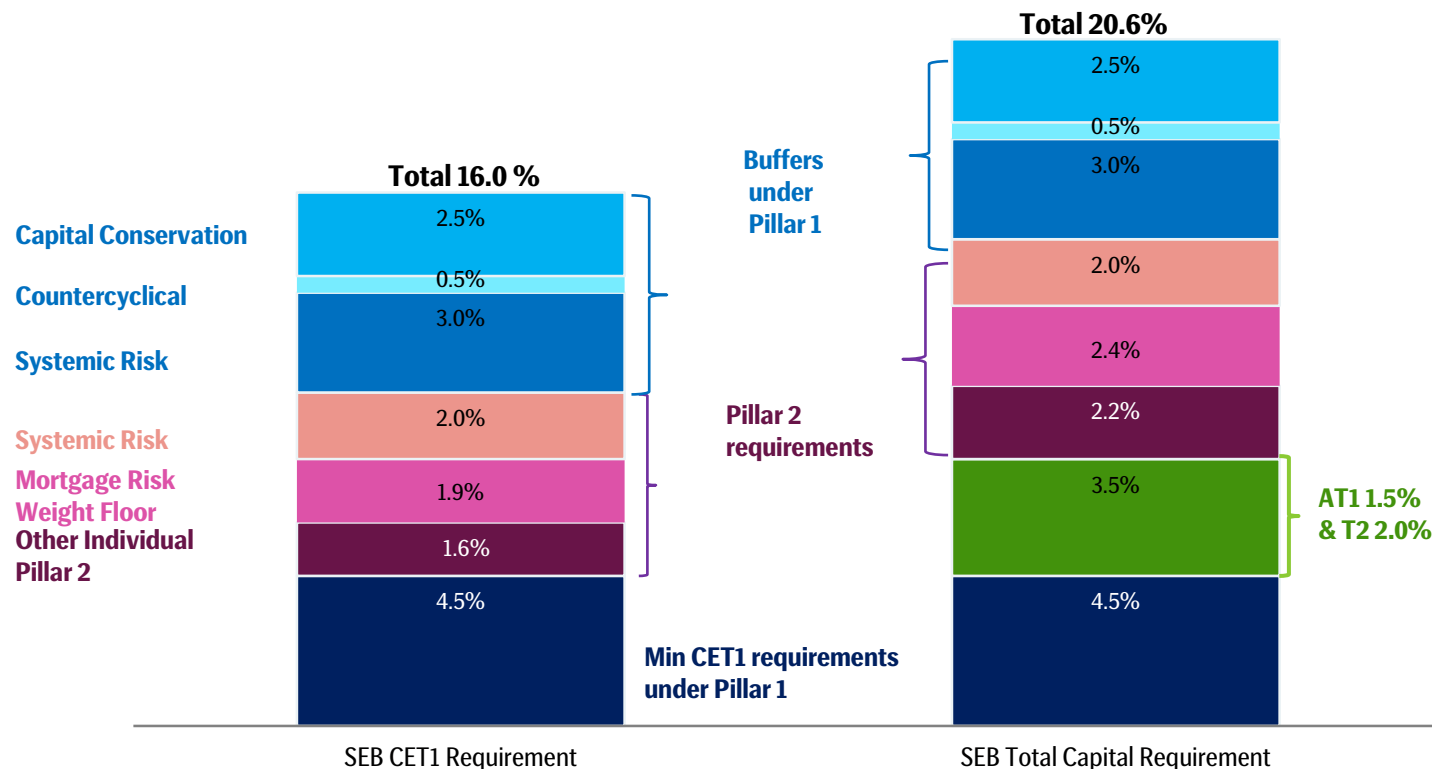


	Full year 2013	Full year 2014	Full year 2015
Common Equity Tier 1 ratio	15.0%	16.3%	18.8%
Additional Tier 1 ratio	N/A	1.4%	1.5%
Legacy Tier 1 ratio	2.1%	1.8%	0.8%
Tier 2 ratio	1.0%	2.7%	2.6%
Risk Exposure Amount SEK bn	598	617	571
Leverage ratio	4.2%	4.8%	4.9%
Own Funds Basel I / 80 % of Capital requirement Basel I <sup>1)</sup>	147%	171%	171%

1) Transitional rules in place in Sweden until further notice

# SEB's current capital ratios exceed SFSA's required ratios

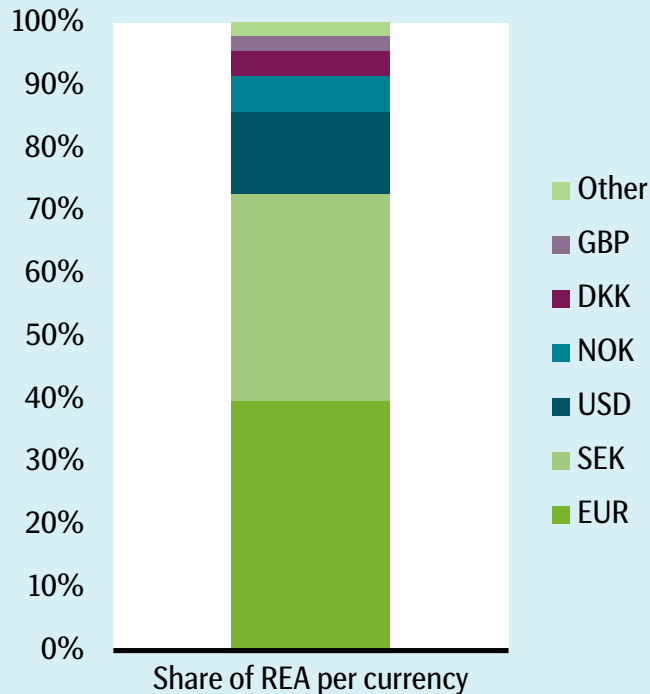
## SEB's estimate of CET 1 and Total Capital Requirements by the SFSA



SEB's CET1 ratio as at Dec 31, 2015 is 2.8 percentage points above the CET1 requirement and 1.3 percentage points above the management buffer which is to be at least 1.5% above the SFSA requirement

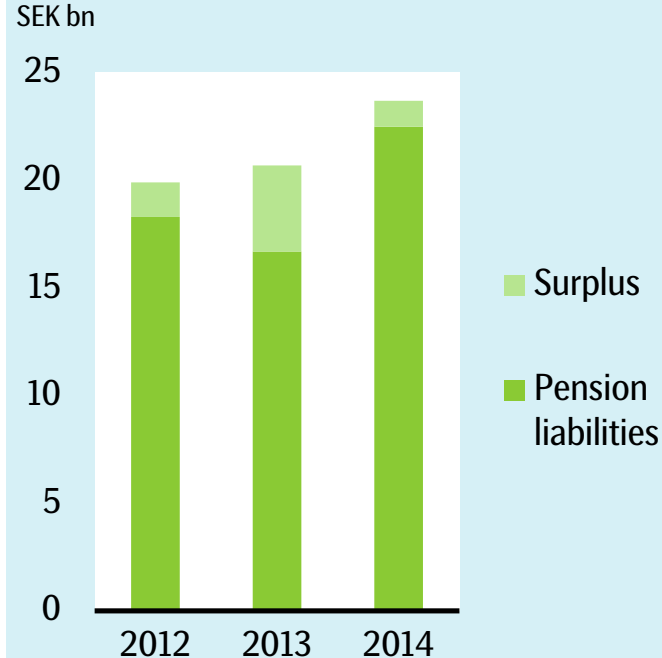
# Reasons for 150bps management buffer

## Sensitivity to currency fluctuations



±5% SEK  
impact 50bps CET1 ratio

## Sensitivity to surplus of Swedish pensions



-50 bps discount rate  
impact -50bps CET1 ratio

& general  
macro...

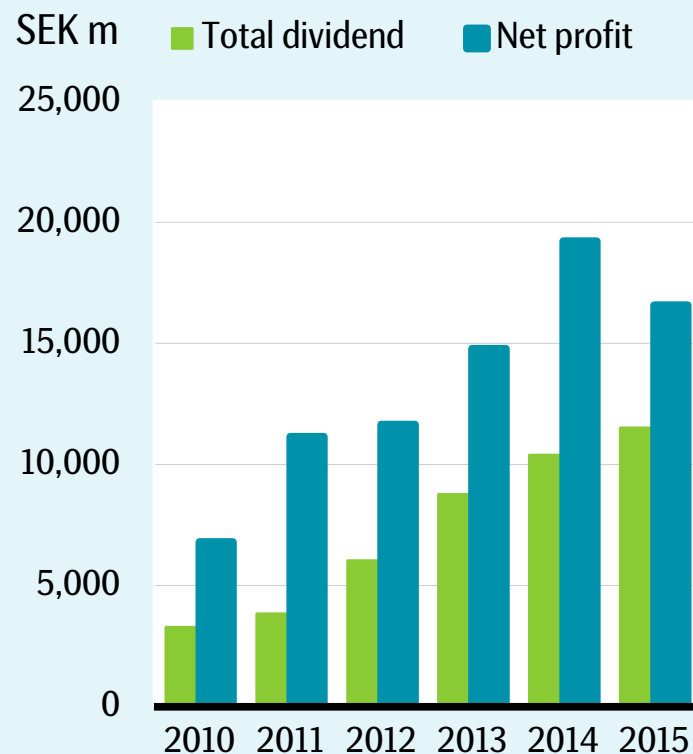
# Ownership and dividends

## SEB's main shareholders

December 2015	Share of capital, per cent
Investor AB	20.8
Alecta	6.3
Trygg Foundation	6.0
Swedbank/Robur Funds	3.6
AMF Insurance & Funds	3.2
SEB funds	1.6
Nordea funds	1.2
Tredje AP-fonden	1.1
Fjärde AP-fonden	1.1
Första AP-fonden	1.0
Foreign owners	26.5

Source: Euroclear Sweden/SIS Ägarservice

## Dividends paid



DPS, SEK	1.50	1.75	2.75	4.00	4.75	5.25
Pay-out ratio	49%	35%	52%	59%	54%*	69%*

\*2014 63% and 2015 66% excluding one-time effects

**Dividend policy: 40% or above of net profit (Earnings per share)**

## Sum-up



# Financial ambitions

**Dividend  
payout 40% or  
above**

**Common Equity  
Tier 1 with  
~150bps buffer**

**Cost cap  
SEK 22.5bn  
(until 2017)**

**RoE long-term aspiration 15%  
competitive with peers**

## Contacts, calendar and ADR

# Investing in Skandinaviska Enskilda Banken AB (Publ.)

- Investors are in a position to hold SEB ordinary shares through a sponsored Level 1 ADR Program
- SEB's ADRs trade on the over-the-counter (OTC) market in the US
- One (1) SEB ADR represents one (1) SEB ordinary share
- SEB's ADRs can be issued and cancelled through Citibank N.A., SEB's Depositary Bank

## Skandinaviska Enskilda Banken's ADR Program

Symbol	SKVKY
ADR : Ordinary Share Ratio	1:1
ADR ISIN	US8305053014
Sedol	4813345
Depositary Bank	Citibank N.A.
Trading Platform	OTC
Country	Sweden

### **Key Broker Contact Details at Citibank N.A., as Depositary Bank for SEB:**

Telephone: New York: +1 212 723 5435

London: +44 (0) 207 500 2030

E-mail: [citiadr@citi.com](mailto:citiadr@citi.com)

Website: [www.citi.com/dr](http://www.citi.com/dr)

# IR contacts and Calendar



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Mobile: +46 70-763 8150  
Email:  
[thomas.bengtson@seb.se](mailto:thomas.bengtson@seb.se)

## Financial calendar 2016

### Date

1 March, 2016  
**22 March, 2016**

7 April, 2016  
**27 April, 2016**  
7 July, 2016  
**14 July, 2016**  
7 October, 2016  
**20 October, 2016**

### Event

Annual report 2015 online  
**AGM**  
23 March, 2016      shares traded ex-dividend  
24 March, 2016      proposed record date  
31 March, 2016      dividend payments disbursed  
Silent period  
**Interim report January – March 2016**  
Silent period  
**Interim report January – June 2016**  
Silent period  
**Interim report January – September 2016**