

# Annual General Meeting 2012

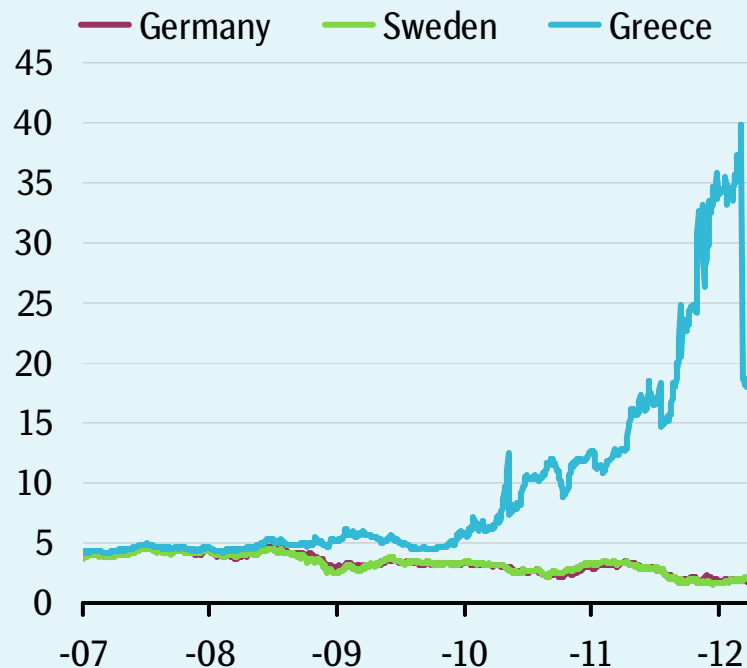
Annika Falkengren  
President & CEO

# 2011 – A year of renewed uncertainty

## Nasdaq OMX S30



## Long term interest rates



**S|E|B**

## 2011 in figures

Operating profit	SEK 15.3bn
Total income	SEK 37.7bn
Total costs	SEK 23.1bn
Credit losses, reversals	SEK 778m
Return on equity excl reversals of provisions	10.7 %
Earnings per share	SEK 5:59
Core Tier 1 ratio	13.7 %

# The Relationship bank in our part of the world

**2 700**  
Large corporates & institutions



**400 000**  
SME's



**4 000 000**  
Private individuals



- London
- Moscow
- Warsaw
- Kiev
- Luxemburg
- Geneva
- New York
- Beijing
- Shanghai
- Hong Kong
- New Delhi
- Singapore
- São Paulo

# Priorities 2011

Deepen customer relationships



Leading corporate bank in the Nordic countries



Resilience and flexibility



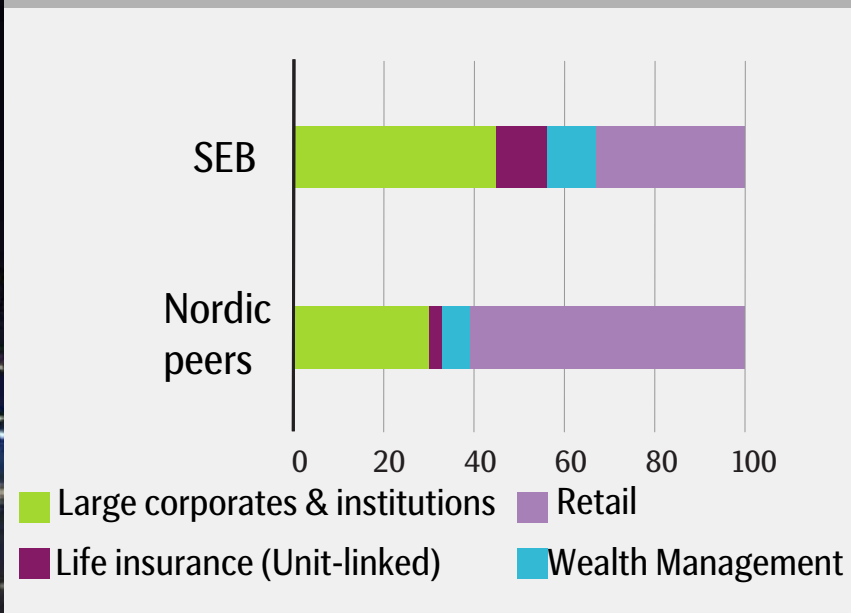
# Stronger customer relationships



2011	
<b>Lending:</b>	+ SEK 111bn
<b>Deposits:</b>	+ SEK 150bn
<b>AuM:</b>	+ SEK 43bn

# Leading Nordic corporate bank

Share of income 2011, percent





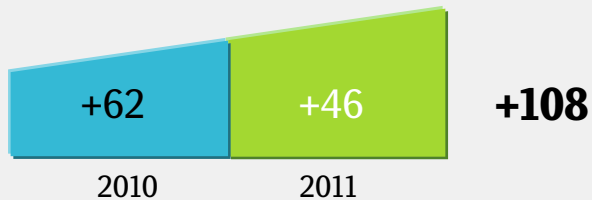
# The corporate bank – The Nordics and Germany

## Large corporate clients

Increase in number of customers

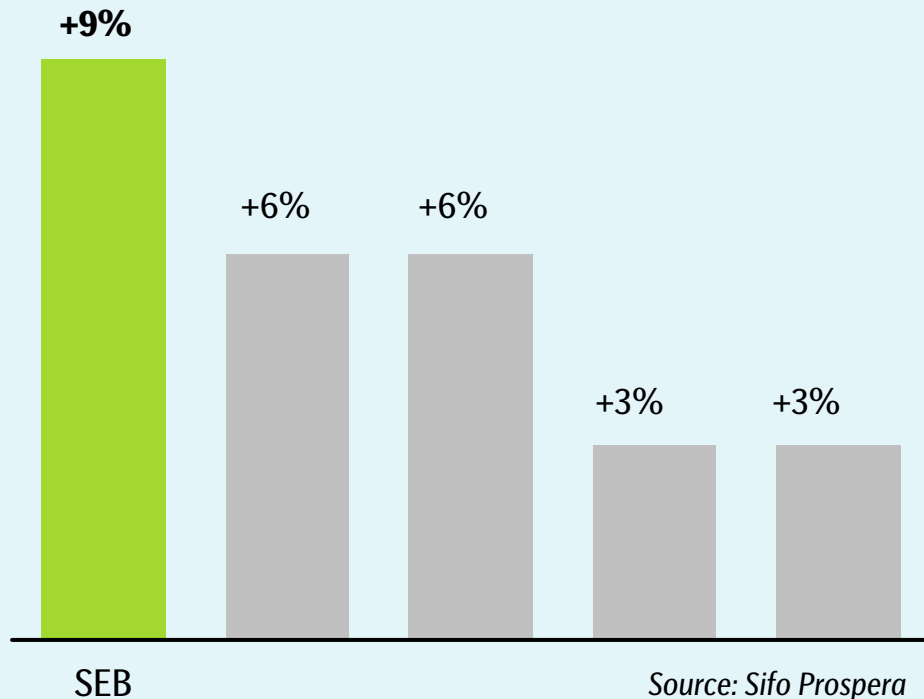


Increase in loans and commitments, (SEK bn)



Note: Loans and commitments at fixed exchange rate

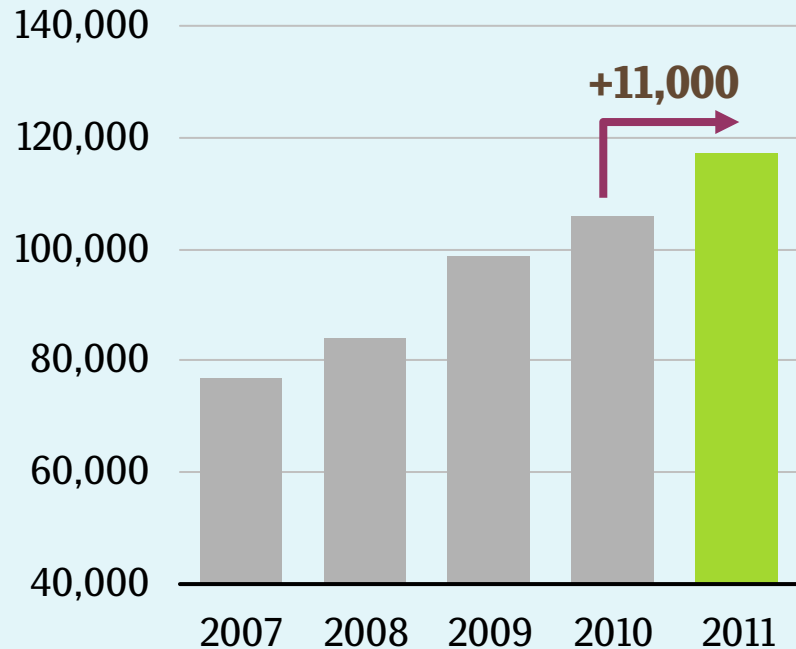
## Customers' intention to expand banking services next 12 mos.



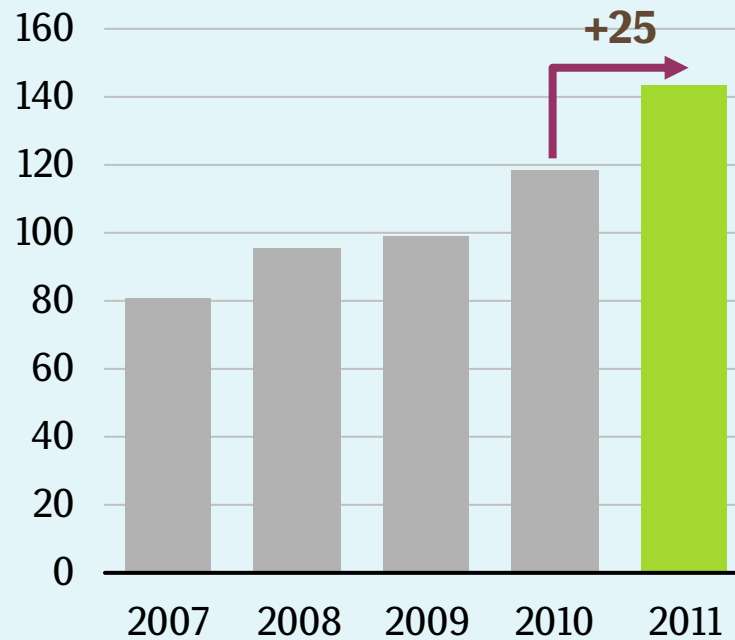
Source: Sifo Prospera

# The corporate bank – SME's in Sweden

## Number of customers



## Loans and commitments (SEK bn)



# Increased resilience

## Improved capital- and liquidity position



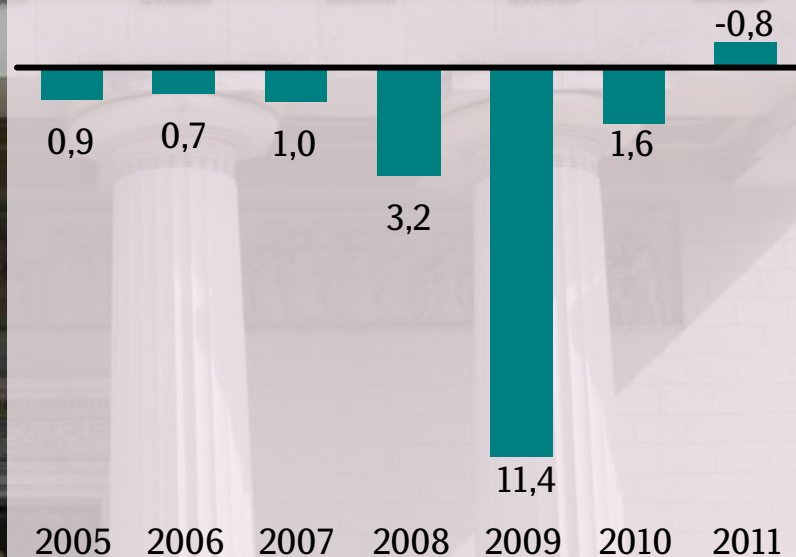
Core Tier 1 ratio **13.7 %**

Liquidity reserve **SEK 377 bn**

Lending to deposit ratio **129 %**

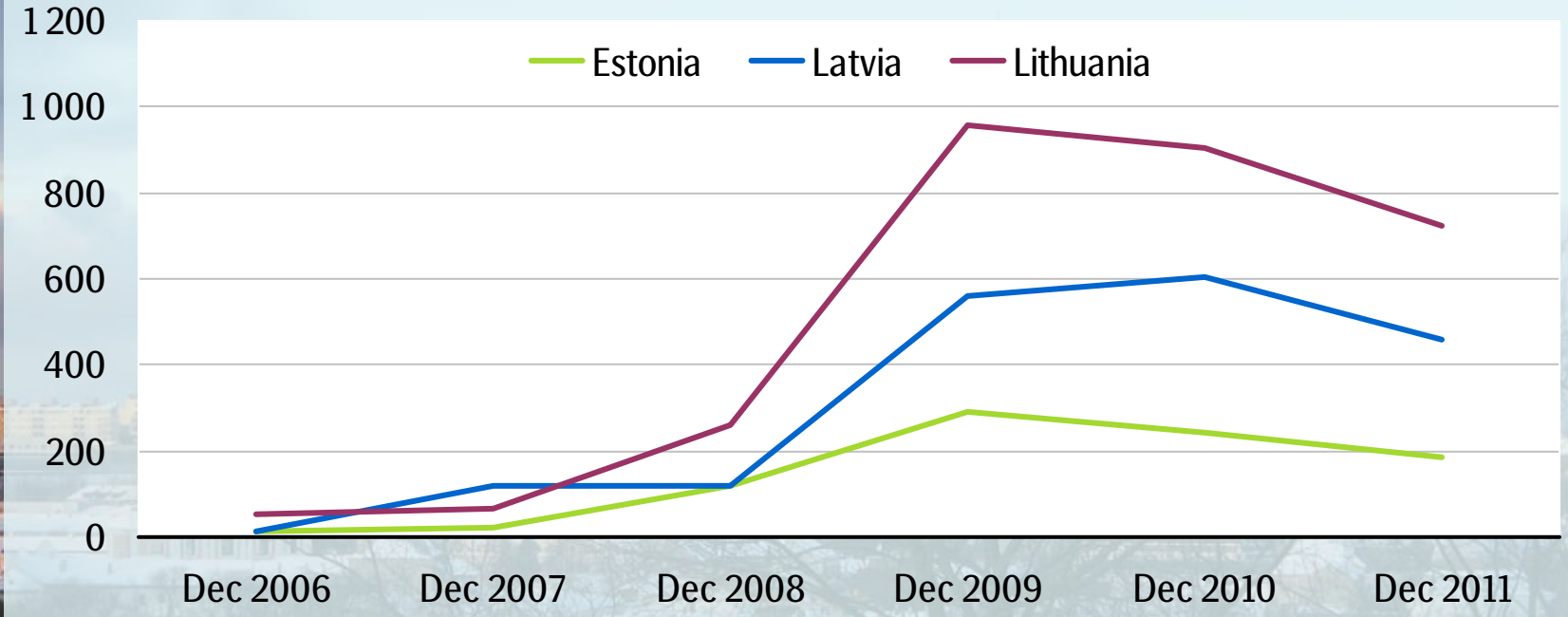
Matched funding **>2 years**

## Low credit loss level (SEK bn)



# Baltic development

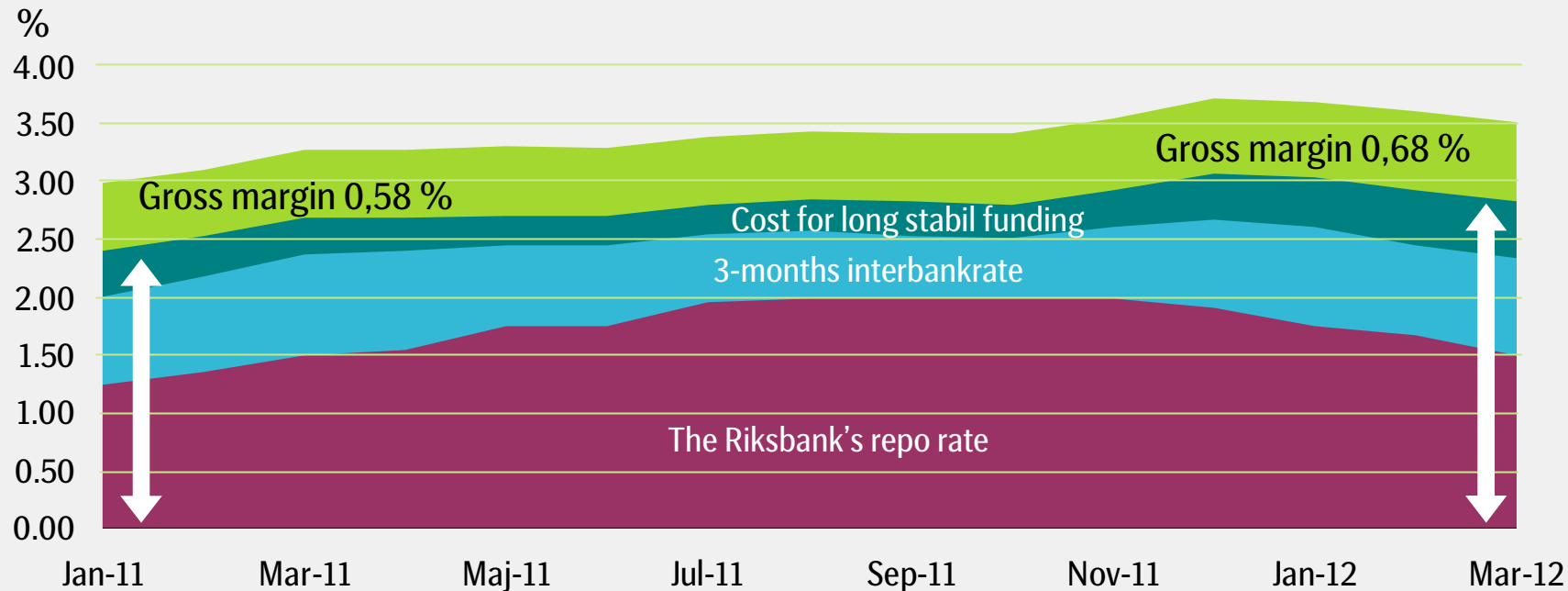
Non-performing loans (EUR m)



# A new financial landscape

## Swedish mortgage market

Pricing based on SEB:s funding cost, loans with 3-months fixed rate, monthly average



# New rules – negative for corporate banks

Example: Perceived stability in NSFR

SEB household deposits - SEK 198bn



SEB corporate deposits – SEK 565bn



# New rules – negative for corporate banks

Example: Perceived stability in NSFR

SEB household deposits - SEK 198bn

92%



SEB corporate deposits – SEK 565bn

38%





- Long-term customer relationships
- Continued investments in areas of strength
- Resilience and cost efficiency

A highway with a green-painted lane in the center. A white van is driving in the green lane, and a red truck is driving in the right lane. The background shows mountains and a cloudy sky.





The leading  
relationship bank in  
our part of the world

