




SEB

Accelerating into the Future

Johan Torgeby, President & CEO



SEB

A Well-Diversified Business



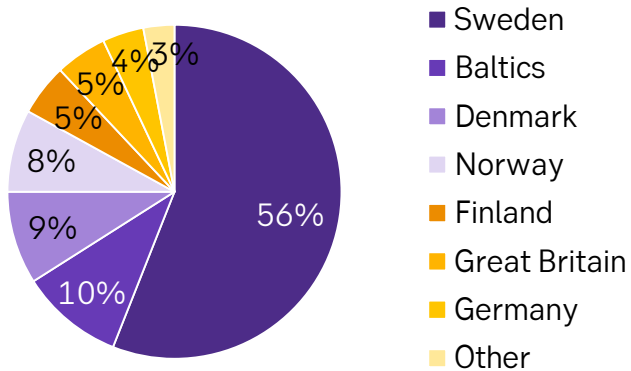
2,300
Large Corporations

700
Financial Institutions

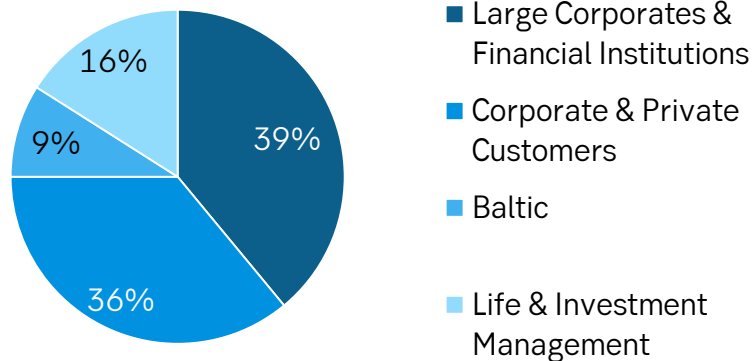
400k
Small & Medium-Sized Companies

4m
Private Individuals

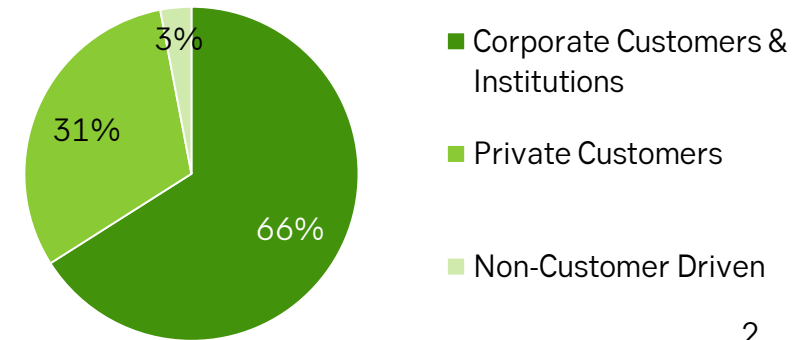
SEB Operating Profit 2017
Based on Geography



SEB Operating Profit 2017
Based on Organisational Structure



SEB Operating Profit 2017
Based on Customer Segment



SEB During First Six Months 2018

11.4

Operating Profit
(SEKbn)¹

13.9

RoE
(%)¹

0.48

C/I

19.3

CET1
(%)

1,838

Assets under
Management
(SEKbn)

8,169

Assets under
Custody
(SEKbn)

1,654

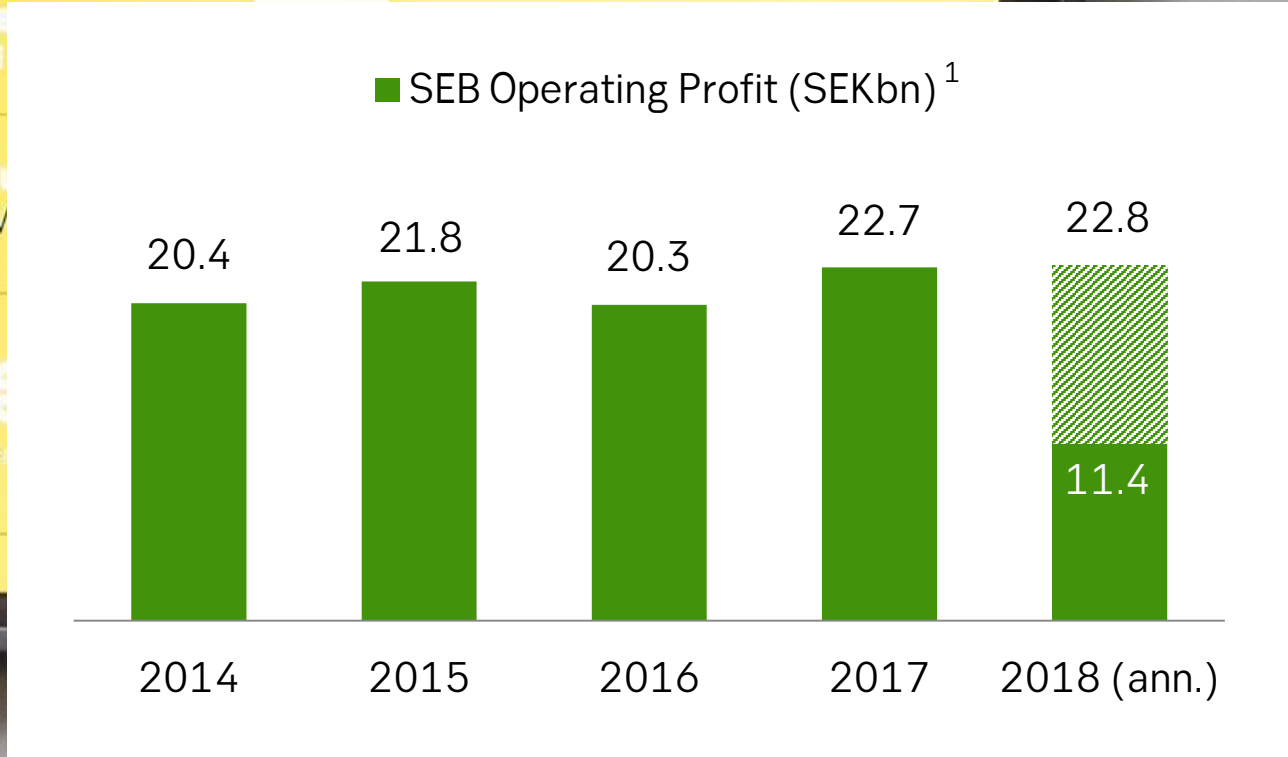
Loans
to the Public
(SEKbn)

1,202

Deposits
from the Public
(SEKbn)

¹ Operating profit and RoE before items affecting comparability.

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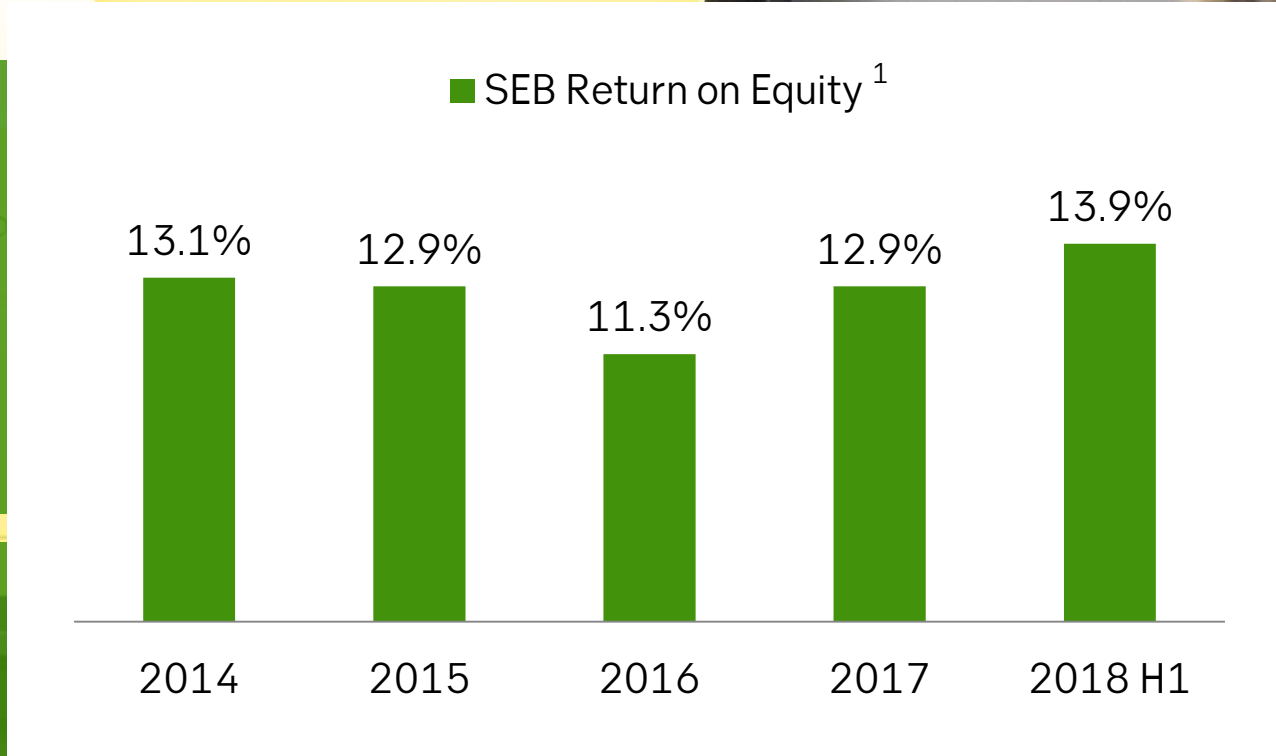
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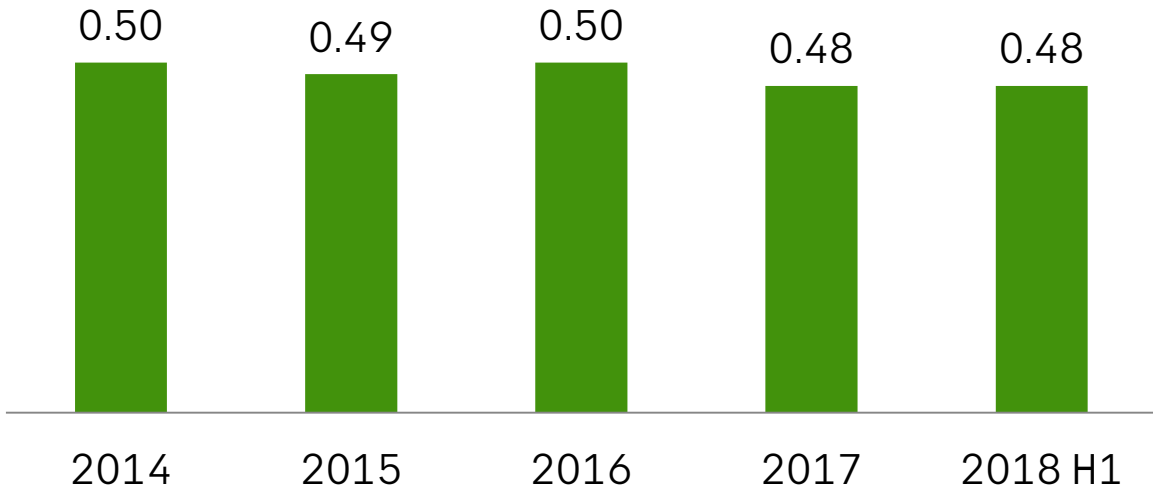
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■ SEB Cost/Income



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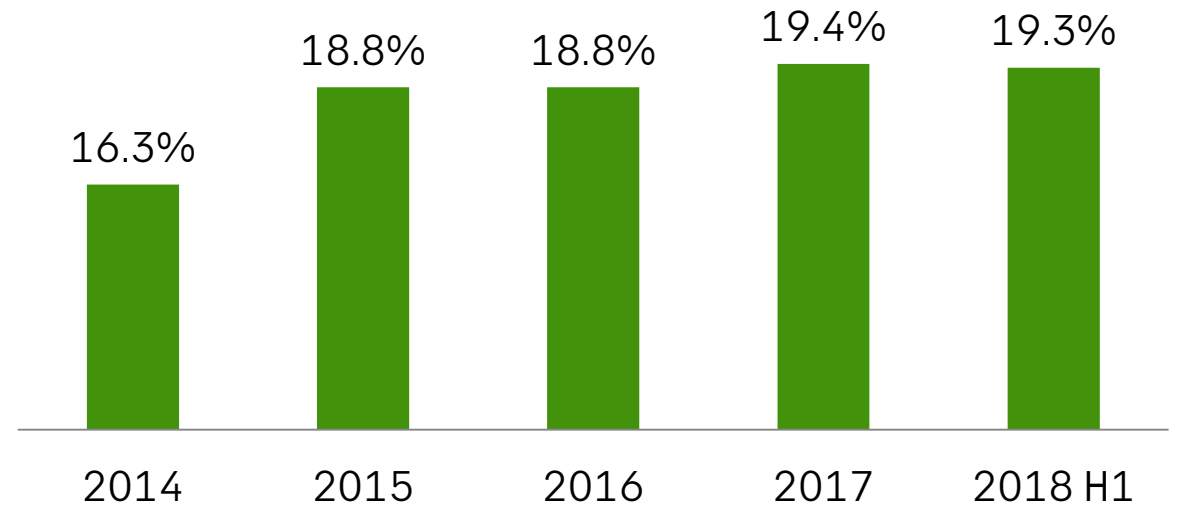
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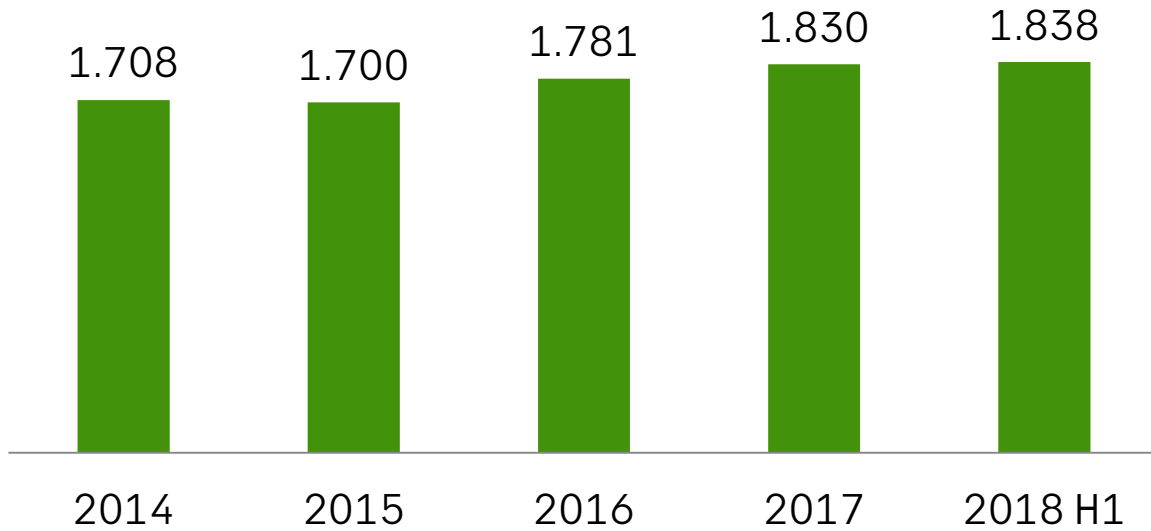
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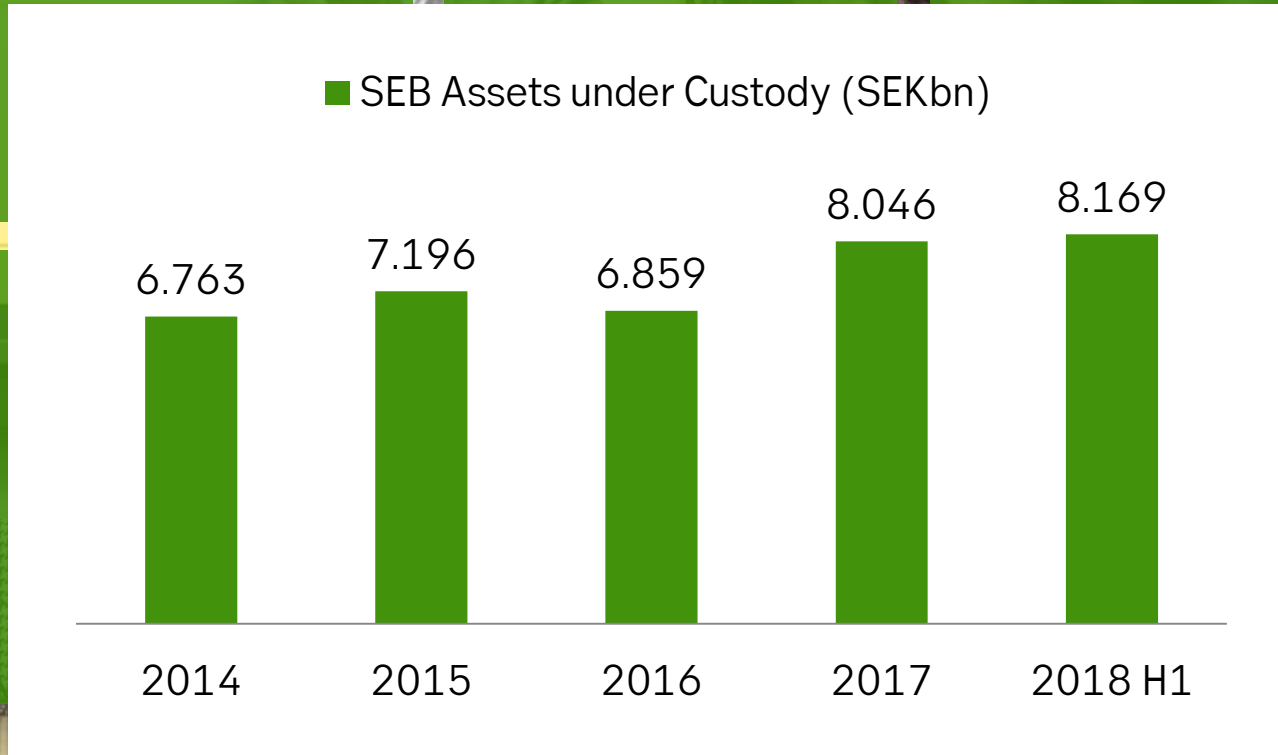
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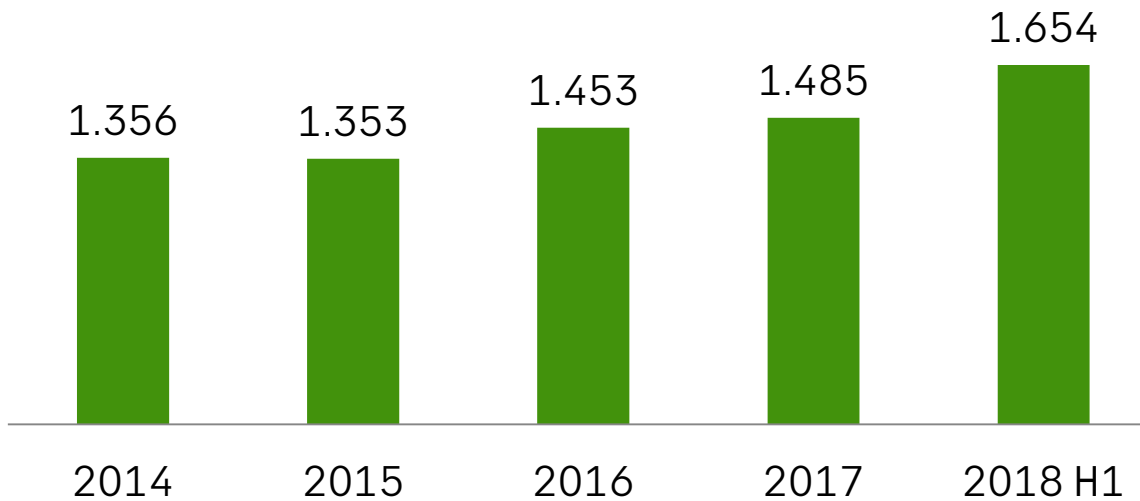
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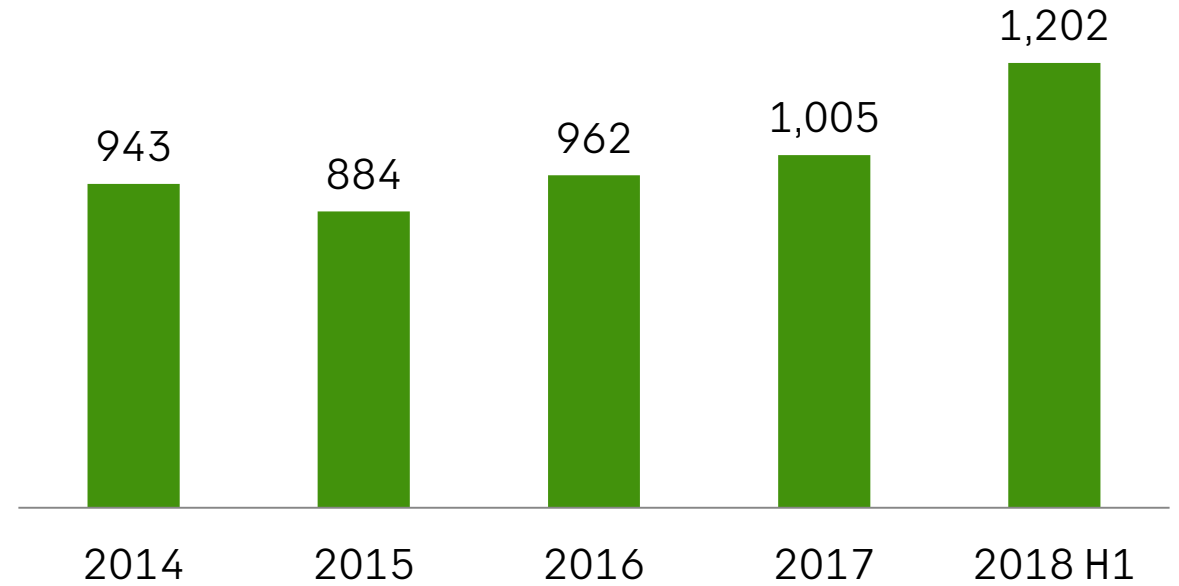
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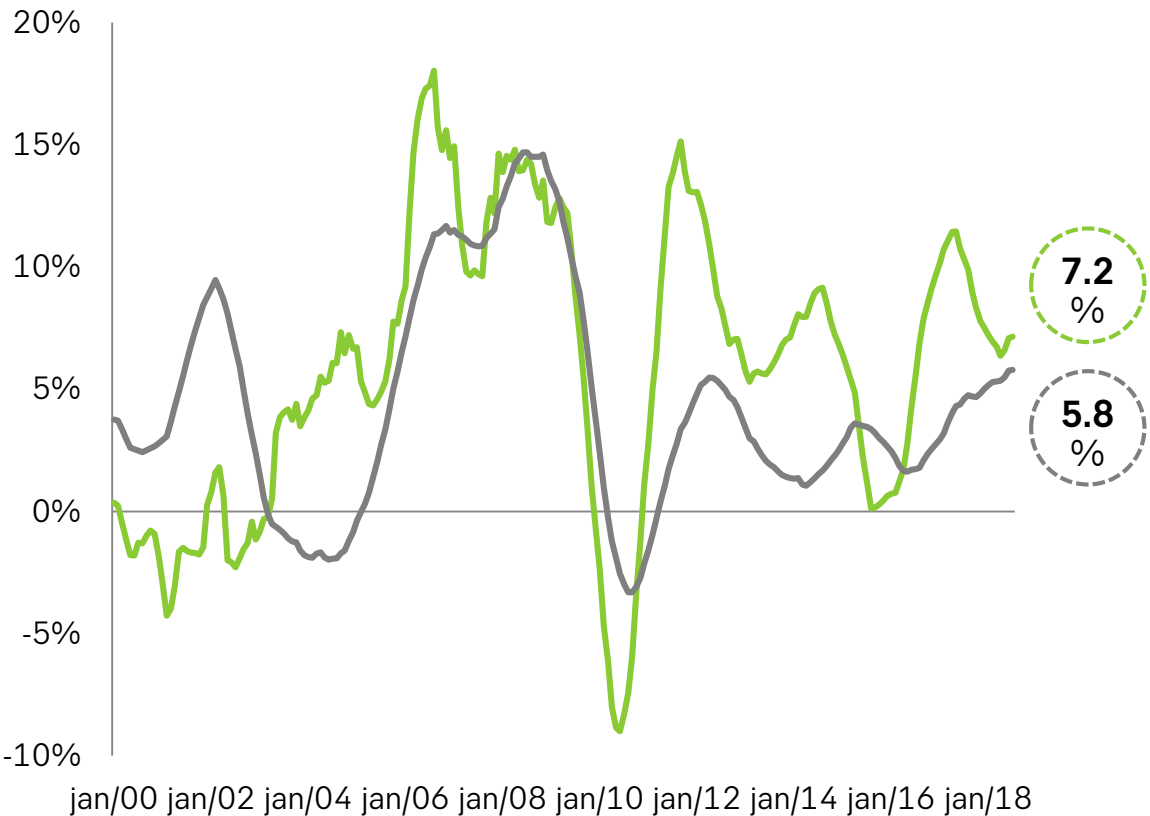


¹ Operating profit and RoE before items affecting comparability.

SEB Corporate Activity Picking Up

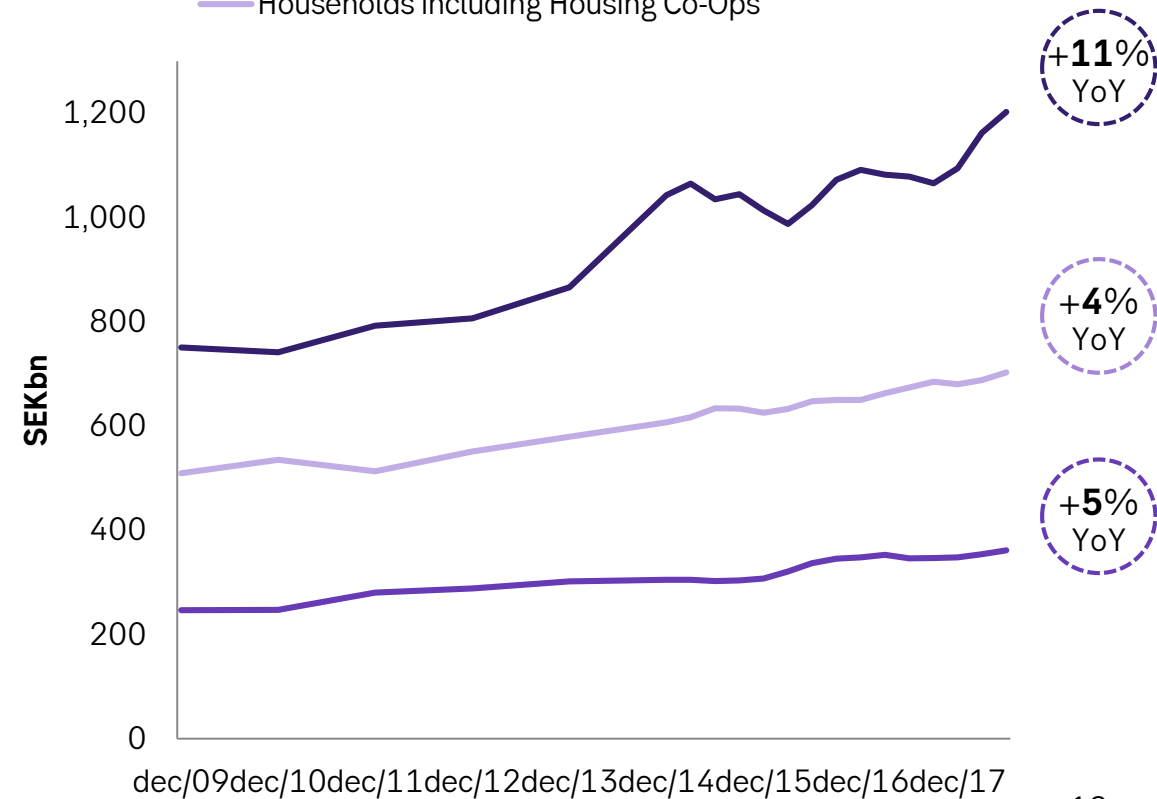
Growth in Swedish Corporate Lending Volumes

— SEB Growth (YoY, 12m rolling avg.)
 — Total Market Growth (YoY, 12m rolling avg.)



Development of SEB Credit Portfolio by Sector

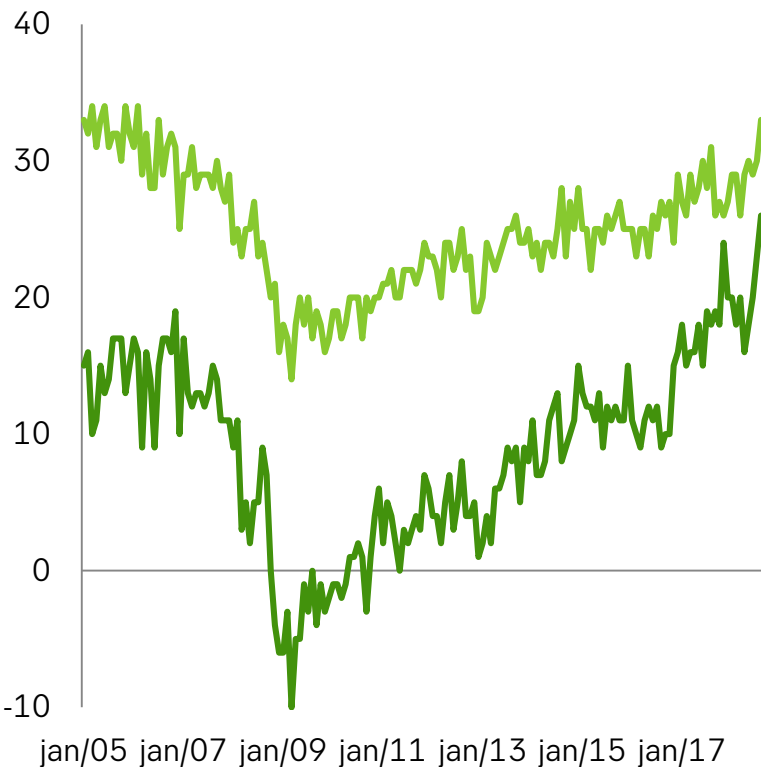
— Corporates including Public Administration
 — Real Estate Management
 — Households including Housing Co-Ops



Indicators of Continued Positive Business Cycle

Capital Spending and Hiring US

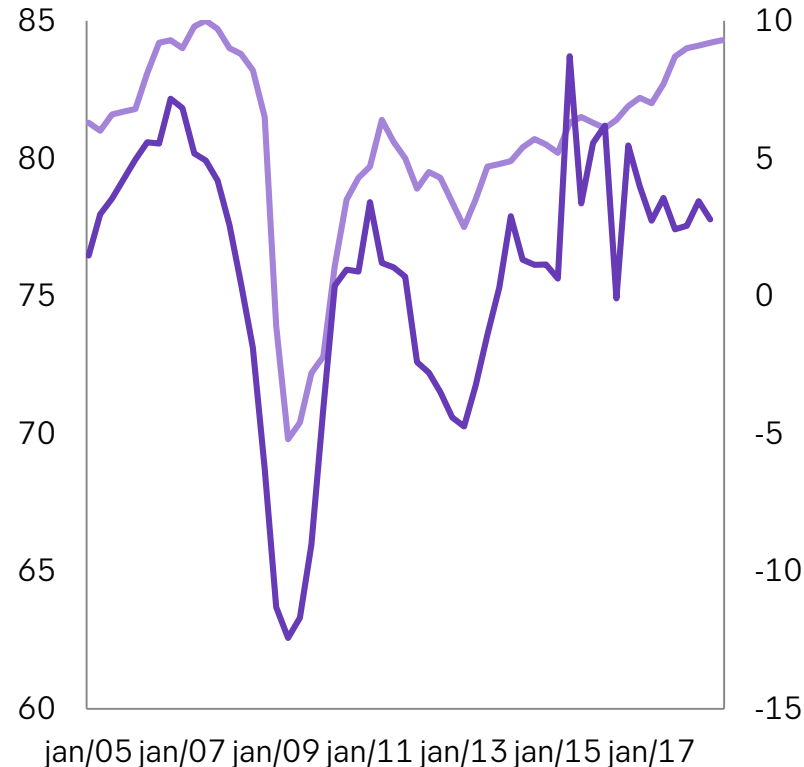
- Capital Expenditure Plans Next 3 to 6 Months
- Hiring Plans Next 3 Months (Net)



Source: National Federation of Independent Business.

Capacity Utilisation and Investments EMU

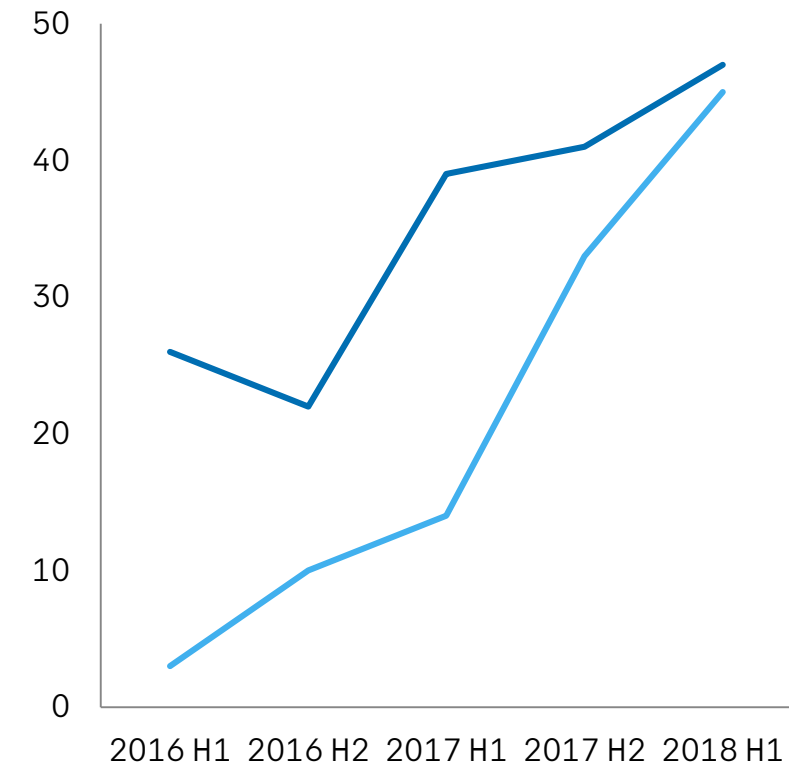
- Capacity Utilisation in Manufacturing Industry (% , LHS)
- Investments (Annual % Change, RHS)



Source: Eurostat.

Investment Optimism EMU and Sweden

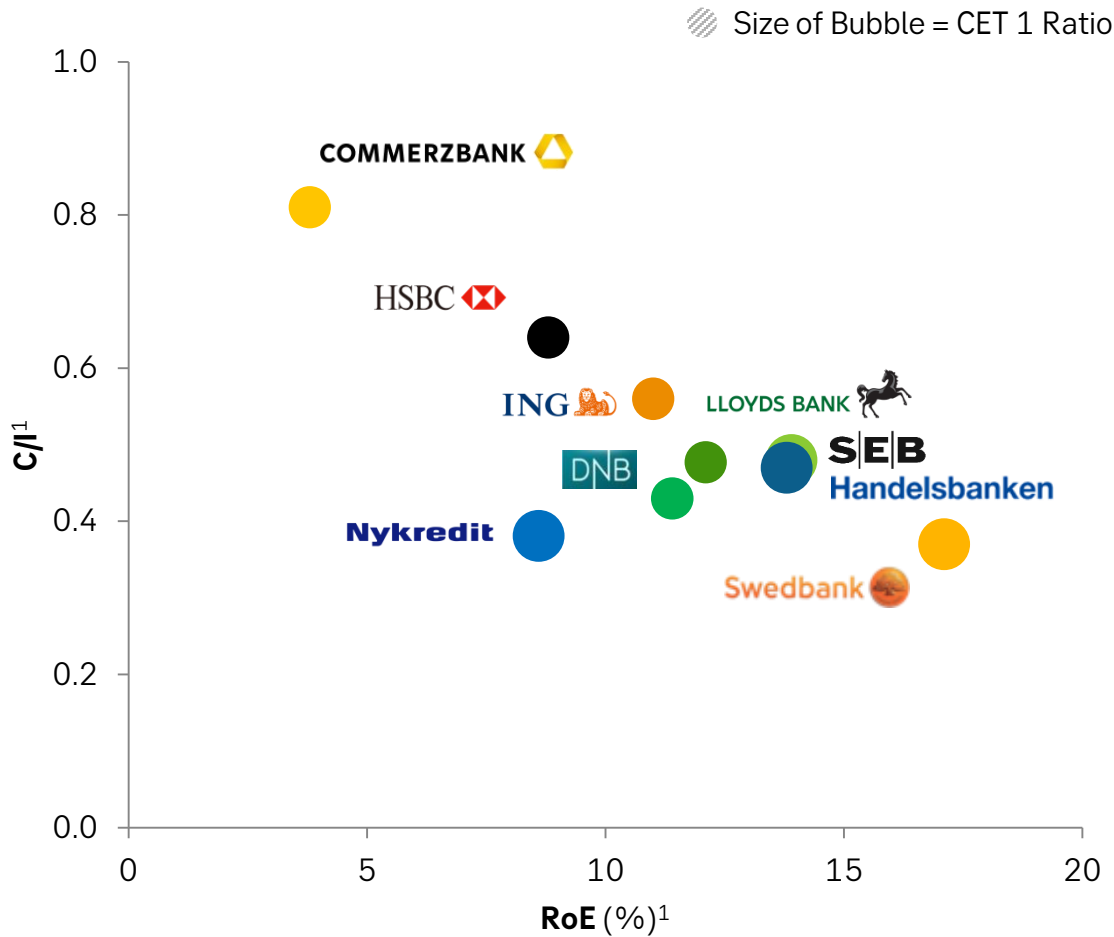
- Sweden CAPEX Plans
- EMU CAPEX Plans



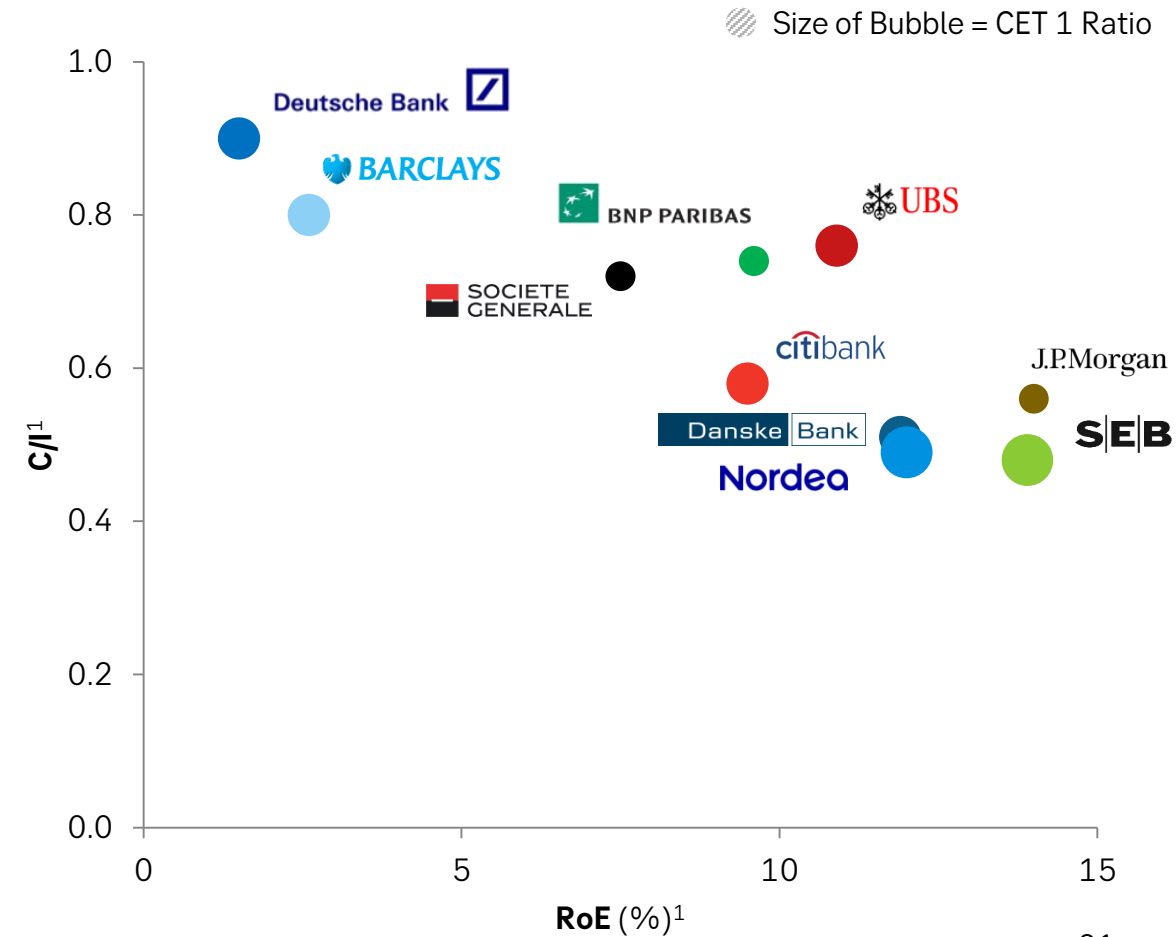
Source: SEB/Deloitte CFO Survey.

SEB Profitable, Efficient and Well-Capitalised

Predominantly Retail and SME Banks

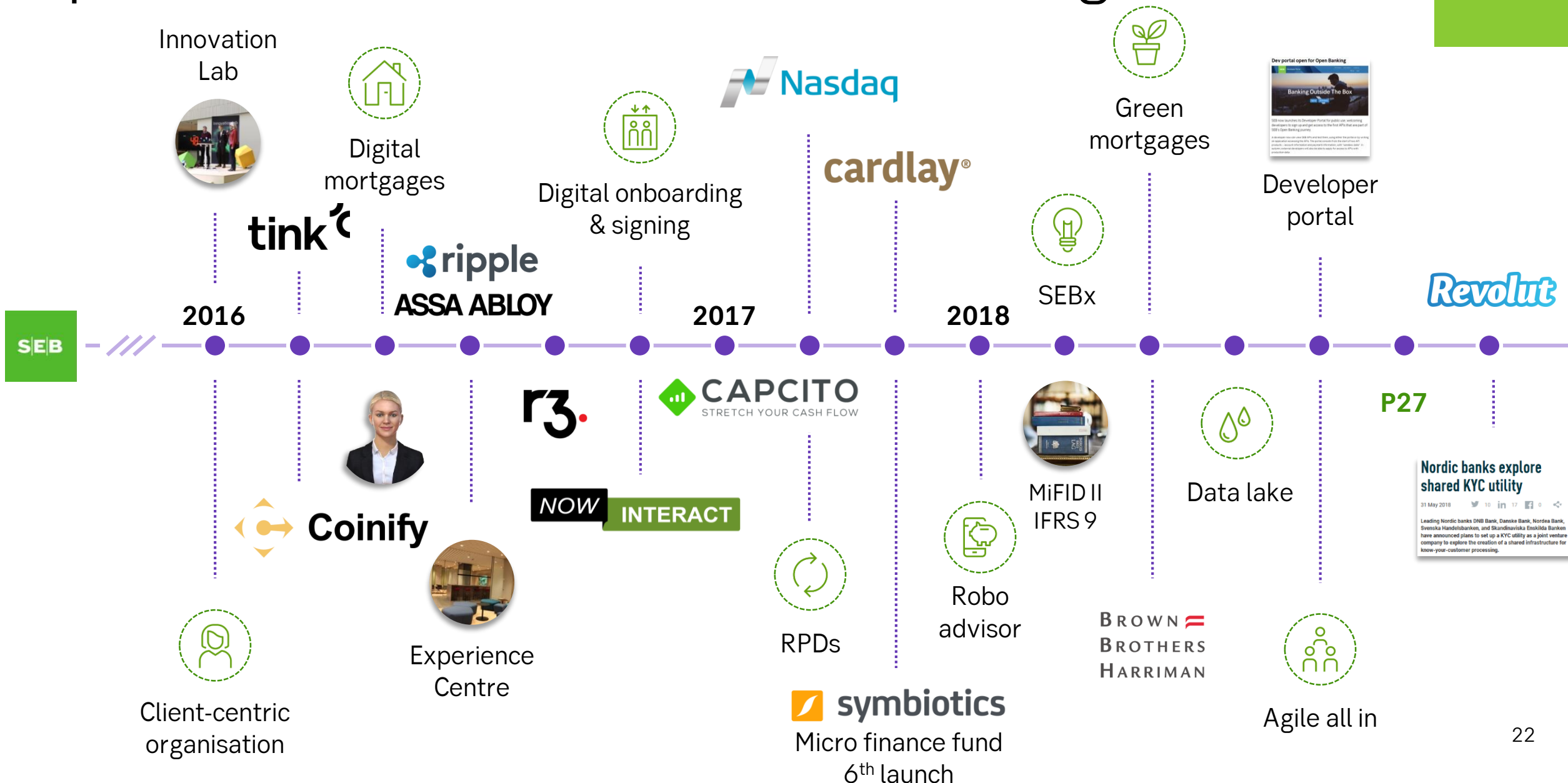


Universal Banks with Retail and Investment Banking



¹ Data as of H1 2018; SEB excluding items affecting comparability, remaining banks as reported.

Speed of Transformation Is Accelerating



...and Customers Like It

Large Corporates & Financial Institutions Customer Satisfaction (Prospera, Ranking)

| | | 2015 | 2016 | 2017 | 2018 |
|-------------------------------|---------|------|------|------|------|
| Large Corporates | Sweden | 1 | 1 | 1 | N/A |
| | Nordics | 2 | 2 | 3 | N/A |
| Financial Institutions | Sweden | 2 | 1 | 1 | N/A |
| | Nordics | 4 | 1 | 2 | N/A |

Corporate & Private Customers Customer Satisfaction (NPS)

| | | 2015 | 2016 | 2017 | 2018 YTD ¹ |
|----------------------------|----------|------|------|------|-----------------------|
| Corporate Customers | Advisory | 43 | 49 | 43 | 51 |
| | Teller | 13 | 2 | 10 | 20 |
| Private Customers | Advisory | 33 | 40 | 44 | 48 |
| | Teller | 17 | 21 | 22 | 28 |

¹ Data as of August 2018.

The Journey Towards...

...World-Class Service
to Our Customers
Continues

SEB

SEB

