



Telephone conference- Annual Accounts 2013

Annika Falkengren
President & CEO

Highlights 2013

1 Customer-driven growth

2 Broadened earnings base

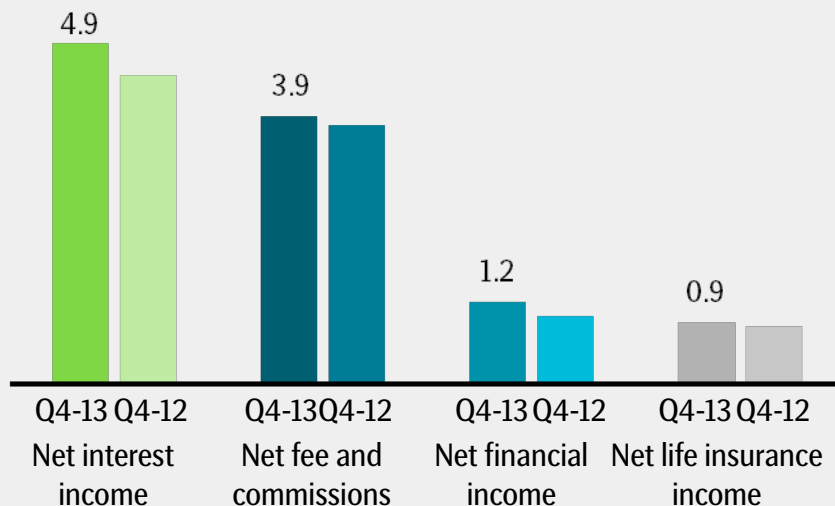
3 Cost and capital efficiency

Financial summary

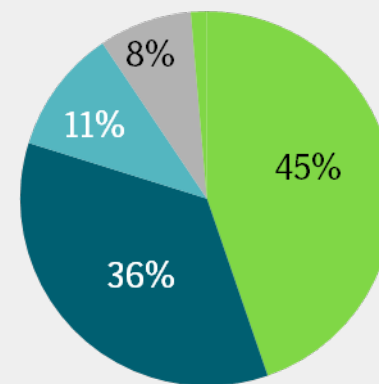
Profit and loss (SEK m)

	Q4-13	% Q3-13	% Q4-12	FY 2013	FY 2012	%
Total Operating income	11,030	+7	+14	41,553	38,823	+7
Total Operating expenses	-5,661	+4	-13	-22,287	-23,652	-6
Profit before credit losses	5,369	+10	+72	19,266	15,171	+27
Net credit losses etc.	-360			-1139	-936	
Operating profit	5,009	+8	+76	18,127	14,235	+27

Operating income by type, Q4 2013 vs. Q4 2012 (SEK bn)

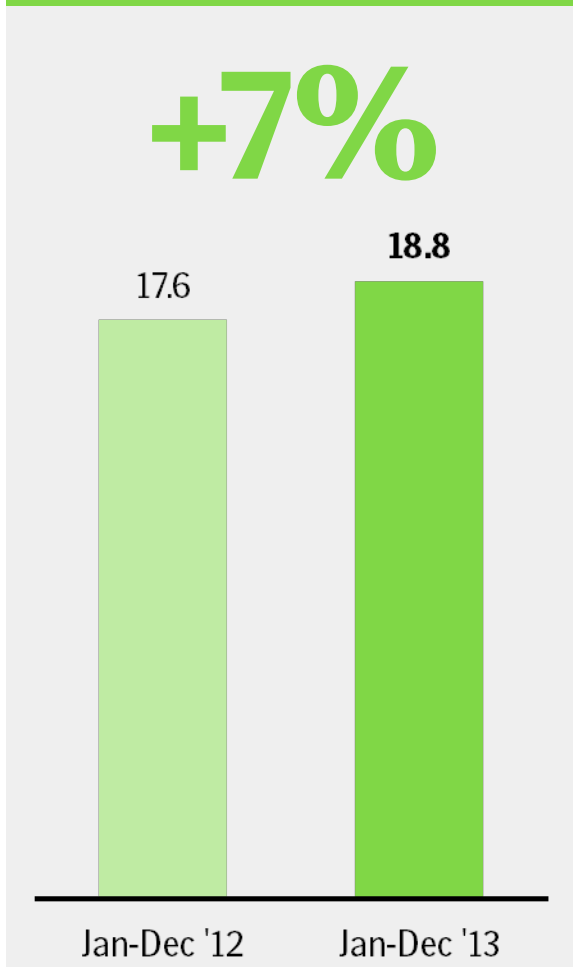


Income distribution Q4 2013

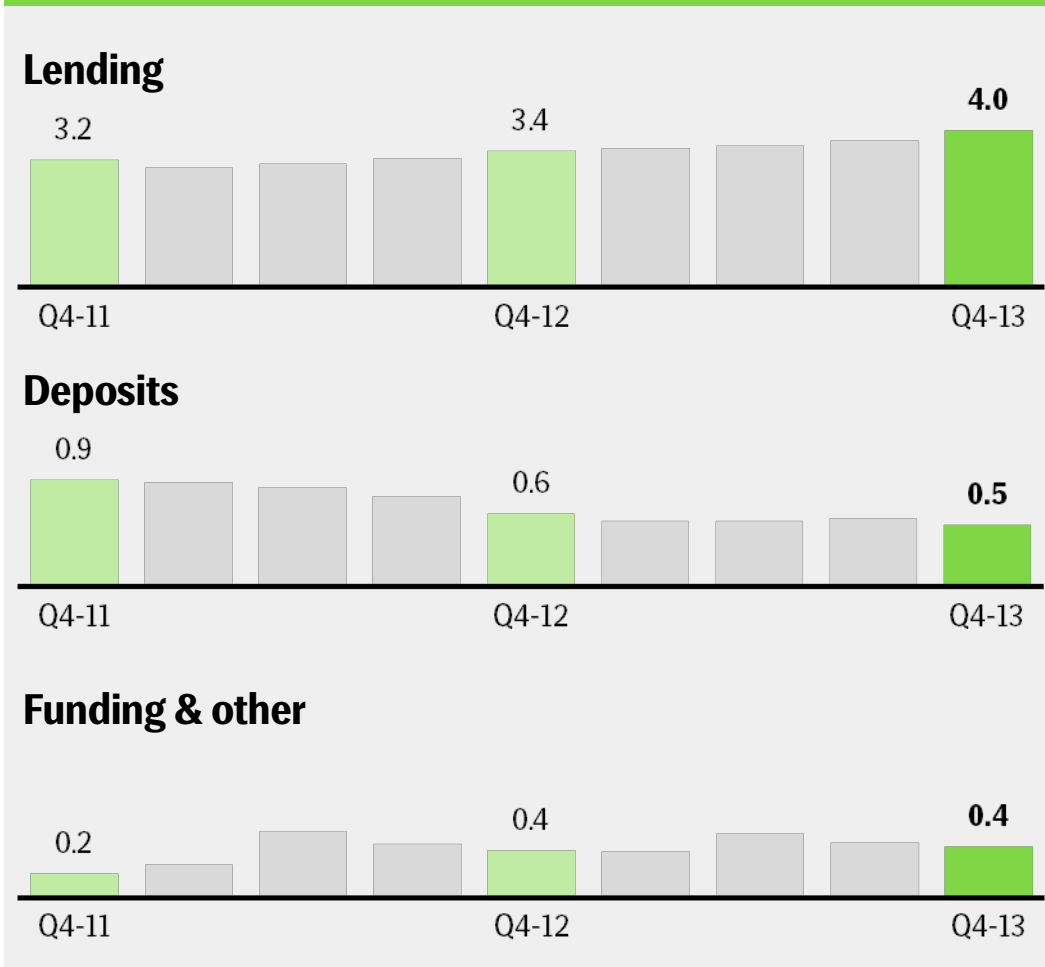


Net interest income development

**Net interest income
2012 vs. 2013 (SEK bn)**



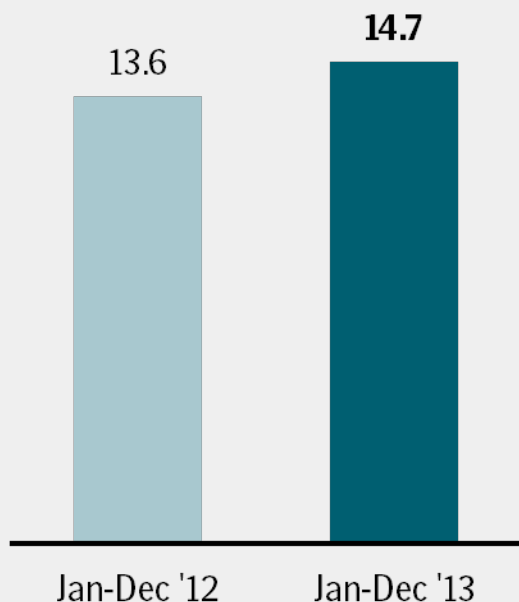
**Net interest income type
Q4 2011 – Q4 2013 (SEK bn)**



Net fee and commission income development

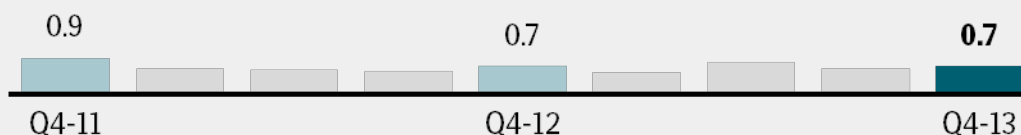
Net fee and commissions 2012 vs. 2013 (SEK bn)

+8%

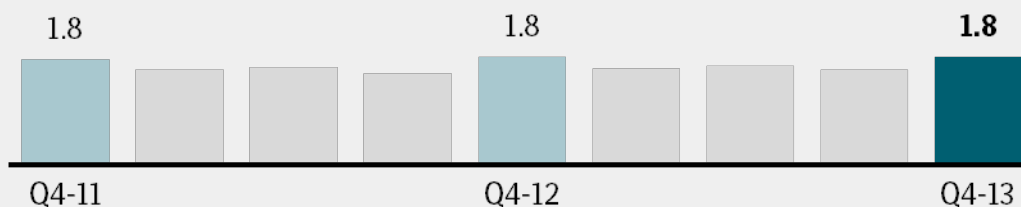


Gross fee and commissions by income type Q4 2011 – Q4 2013 (SEK bn)

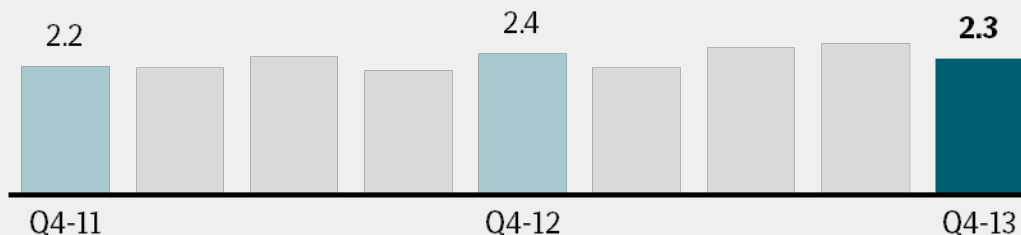
Advisory, secondary markets and derivatives



Custody and mutual funds



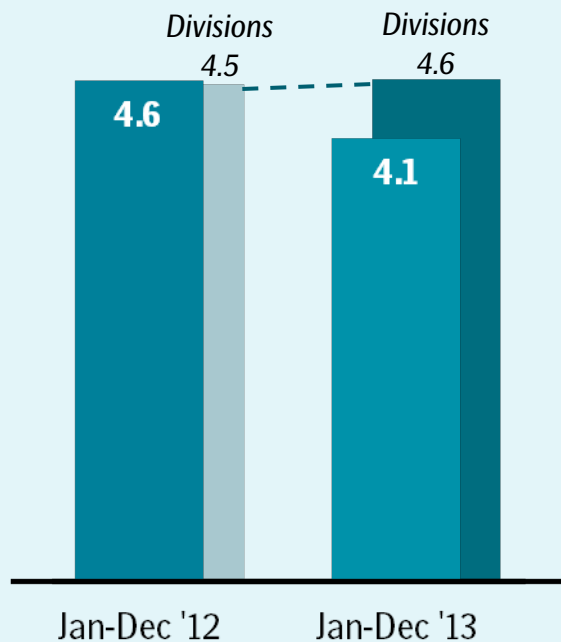
Payments, cards, lending, deposits & guarantees



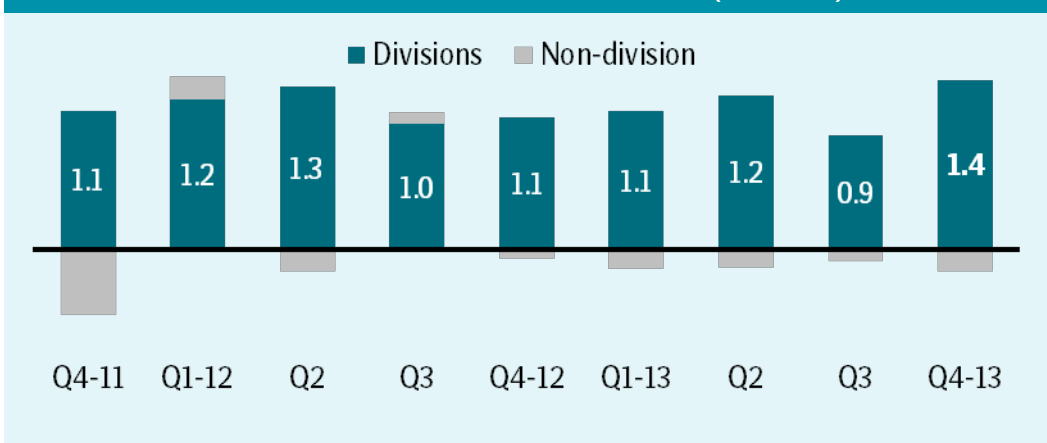
Net financial income development

Net financial income 2012 vs. 2013 (SEK bn)

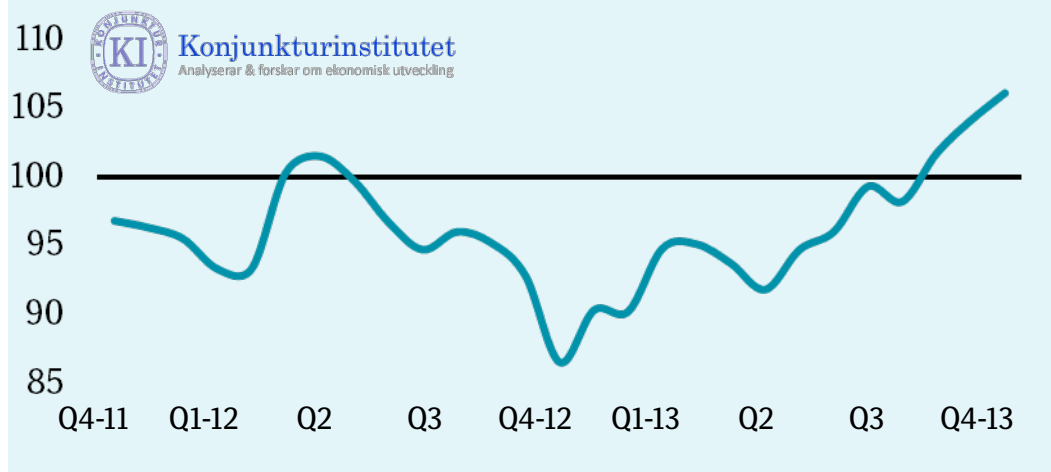
-12%



Net financial income Q4 2011 – Q4 2013 (SEK bn)



Economic cycle indicator

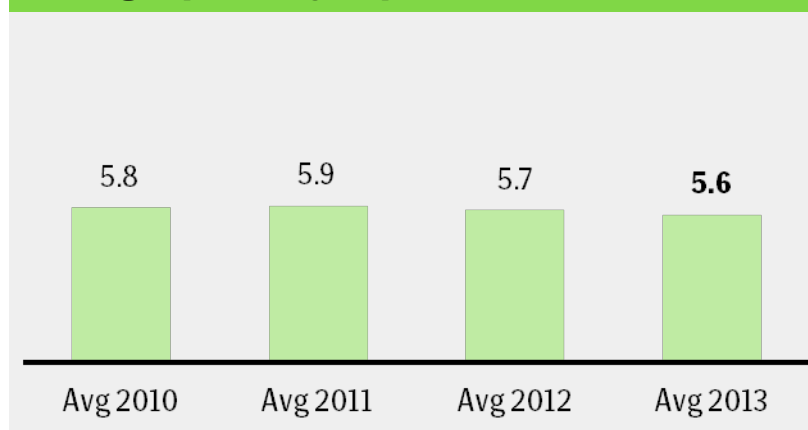


Increased operating leverage

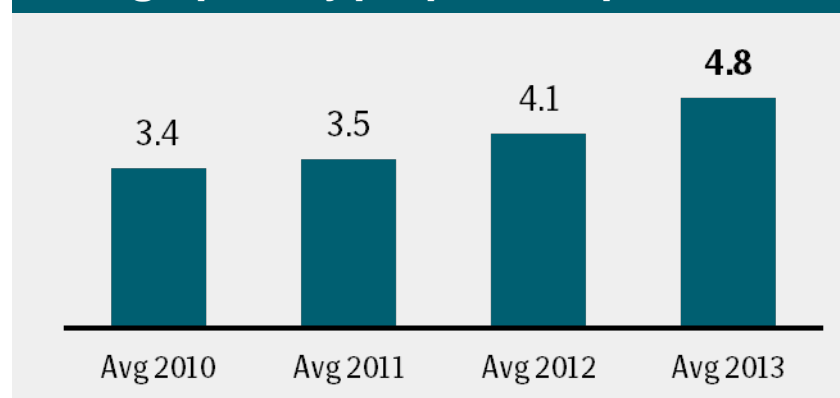
Average quarterly income (SEK bn)



Average quarterly expenses (SEK bn)



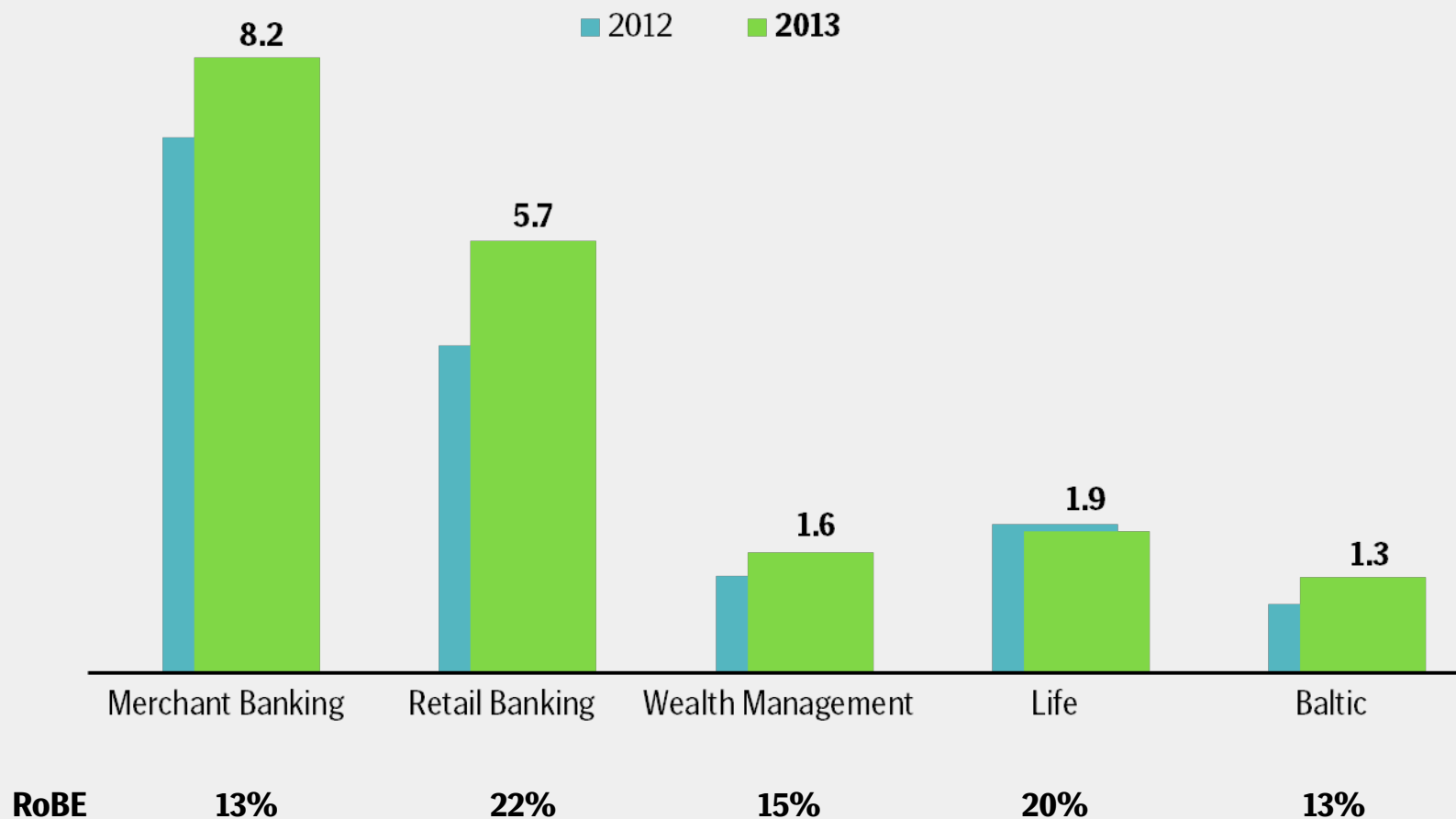
Average quarterly pre-provision profit (SEK bn)



Notes: Excluding one-offs (restructuring in 2010, and bond buy-back and IT impairment in 2012)
Estimated IAS 19 costs in 2010

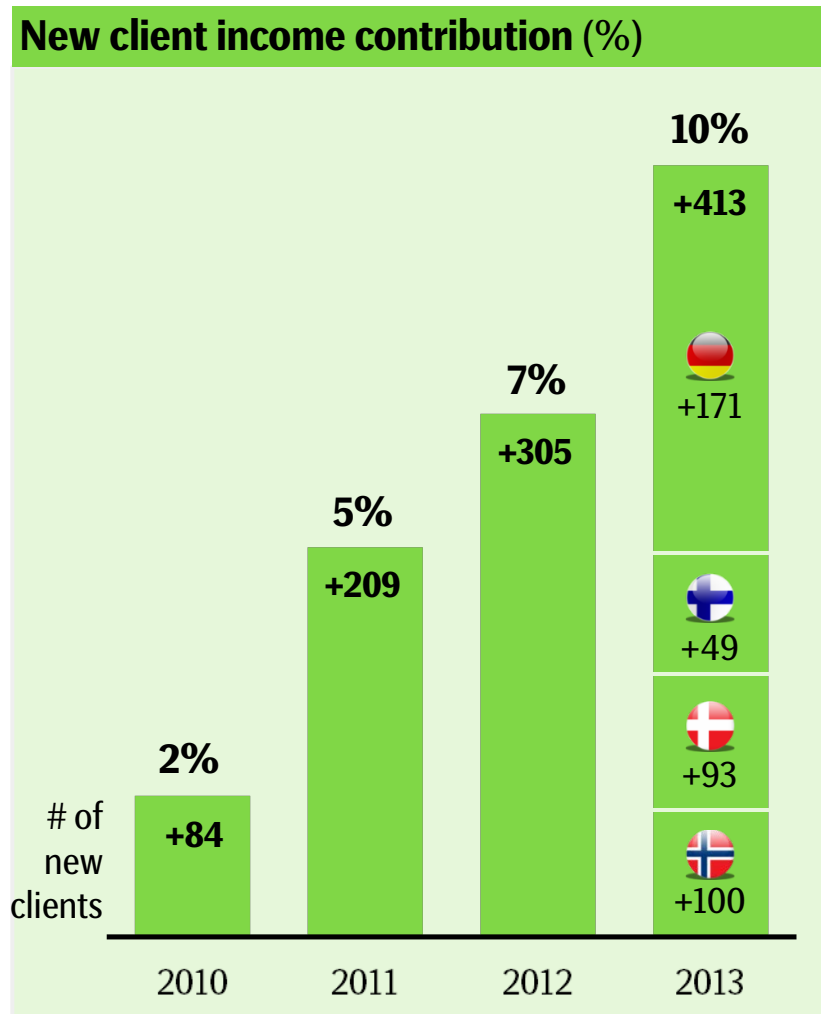
Divisional performance

Operating profit 2013 vs. 2012 (SEK bn)



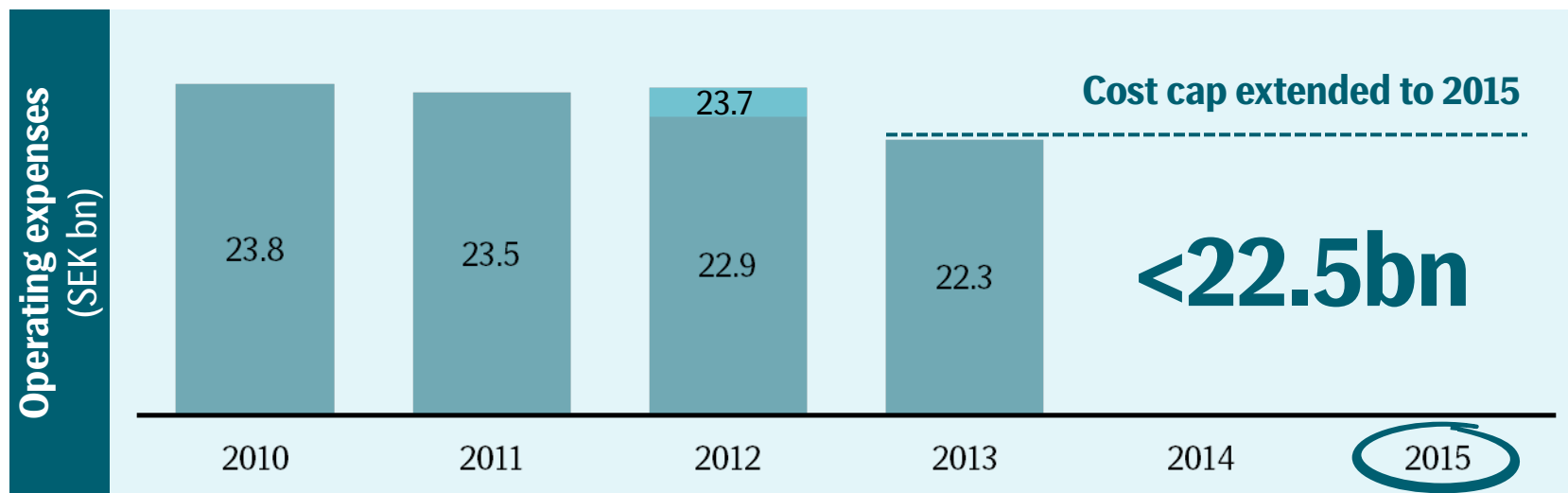
Customer-driven growth

Large Corporates and Financial Institutions



Continued resilience and flexibility

Balance sheet ratios	Capital	Liquidity	Funding	Asset quality
	15.0% Common Equity Tier 1	129% LCR	114% Core Gap ratio	0.09% Credit Loss Level



Financial performance

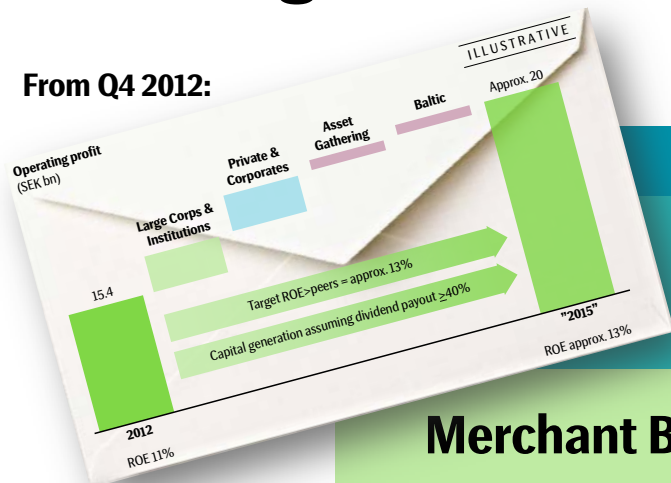
	2012	2013
RoE	11.1%	13.1%
CET 1 ratio Basel III	13.1%	15.0%
EPS SEK per share	5.31	6.74
Proposed dividend SEK per share	2.75	4.00

Financial targets

		2013	2014
Profitability	Return on Equity	Competitive with peers - long-term aspiration of 15%	✓
Capital	Common Equity Tier 1 ratio Total capital ratio	13% 16%	<i>TBD, always compliant with regulation</i>
Dividend	Pay-out ratio	40% or above of EPS	✓
Ratings	Funding access and credibility as counterpart	Maintain credit ratings in support of competitive funding access and costs and as a viable counterpart in financial markets	✓
Liquidity	Liquidity Coverage Ratio	> 100% according to Swedish requirements	✓
Efficiency	Nominal cost cap	< SEK 22.5bn 2013 and 2014	...and 2015

Income growth in line with communicated target

From Q4 2012:



Growth target 2012-15				
	3 years	Each year	Actual growth 2013	
Merchant Banking	~15%	~5%	vs.	+6%
Retail Banking	~20%	~6%	vs.	+10%
Life & Wealth	~5%	~1.5%	vs.	+2%
Baltic	~15%	~5%	vs.	+3%
Group	~15%	~5%	vs.	+7%

Going forward



Long-term customer relationships

Disciplined execution

Competitive and sustainable returns