

Press Conference Q1-18

Johan Torgeby

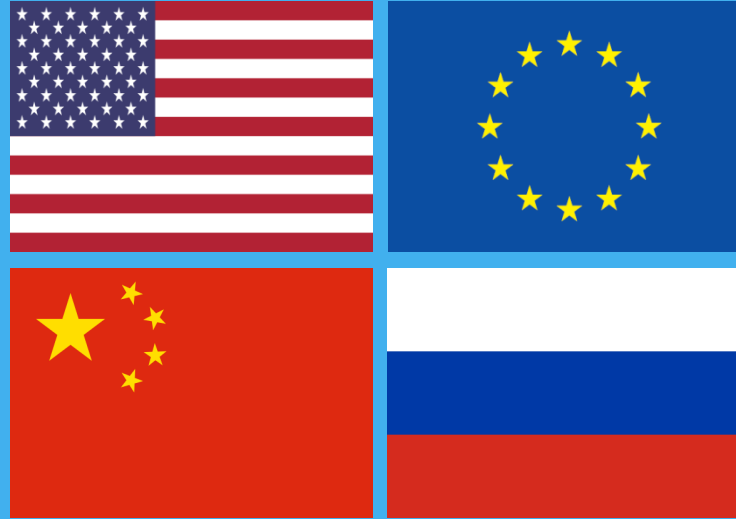
President & CEO

30 April, 2018

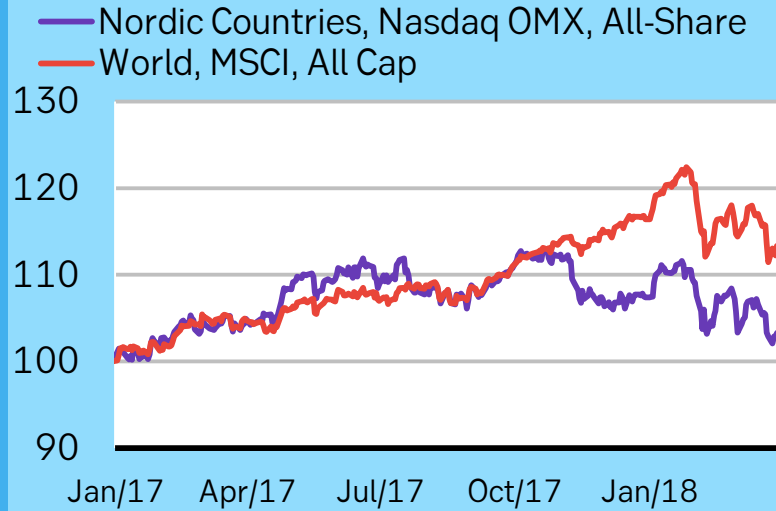


Navigating a fast changing environment

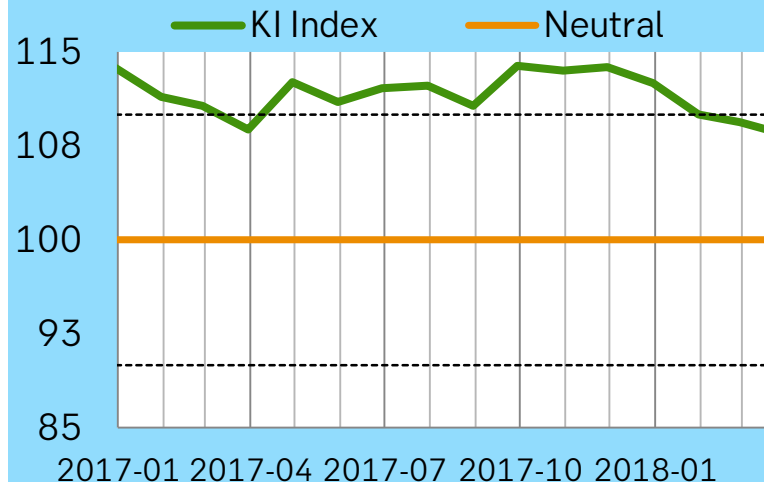
- Seasonal slowdown accentuated by somewhat weaker equity markets
- Unchanged corporate activity despite decent business sentiment
- Strong capital position, robust asset quality and good cost control



Equity markets



Economic Tendency Survey (KI barometern)



MiFID II
IFRS 9
Resolution fund

Financial summary

Profit & Loss

(SEK m)

Total Operating income

Total Operating expenses

Profit before credit losses

Net credit losses etc.

Operating profit before IAC

IAC

Operating profit

Q1 2018	Q4 2017	%	Q1 2017	%
10,787	11,847	-9	11,184	-4
-5,430	-5,605	-3	-5,436	0
5,357	6,242	-14	5,748	-7
-101	-142	-29	-238	-58
5,256	6,101	-14	5,510	-5
	-1,896			
5,256	4,204	25	5,510	-5

Key figures

**Expected Credit
loss level**

2bps

Cost/income ratio

0.50

CET 1 ratio

19.0 %

ROE

11.6%

CET 1 buffer

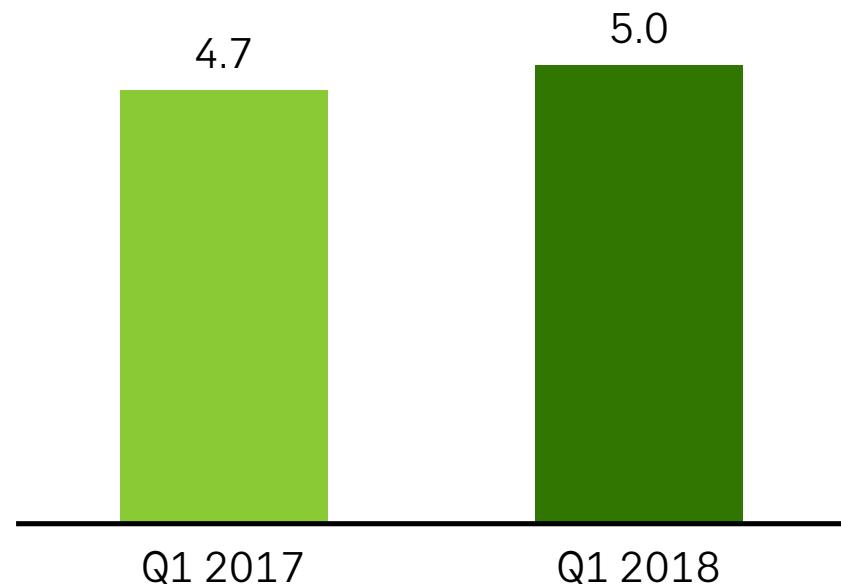
230bps

Net interest income development

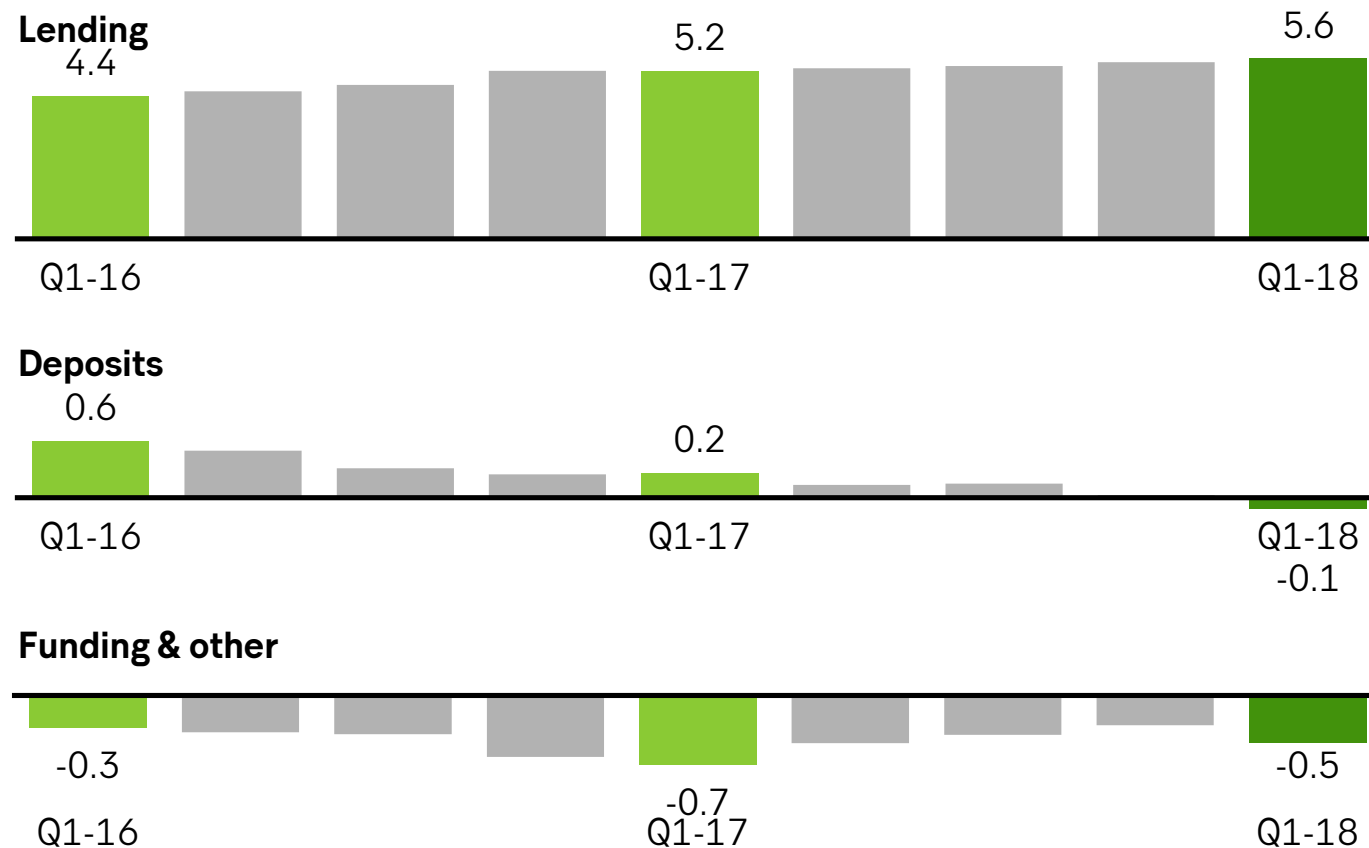
SEK bn

Net interest income
Q1 2018 vs. Q1 2017

+6%



Net interest income type
Q1 2016 – Q1 2018

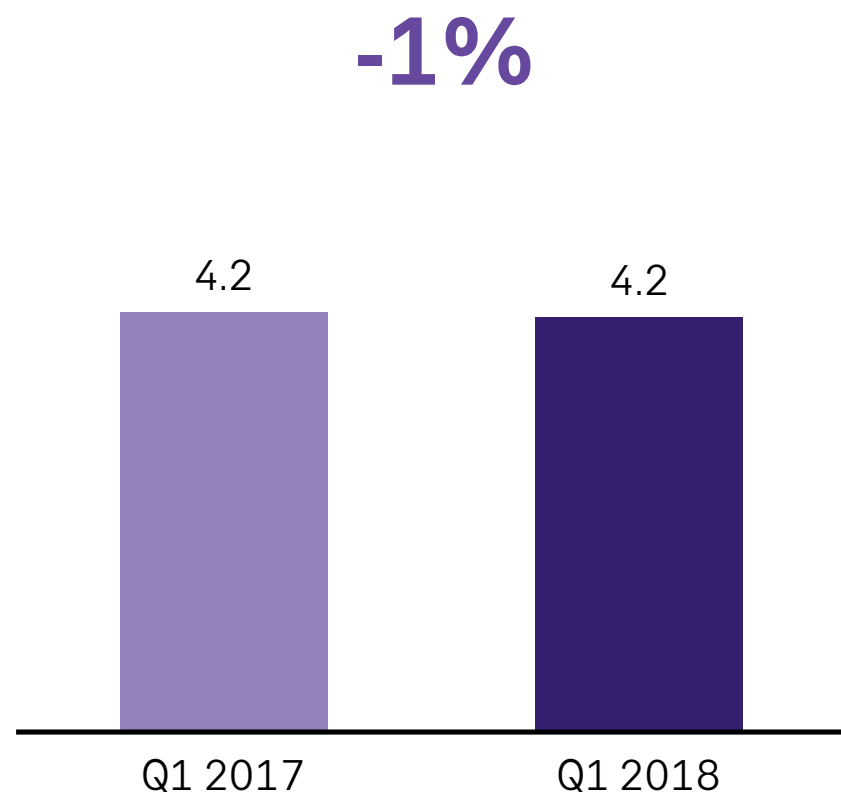


Net fee and commission income development

SEK bn

Net fee and commissions

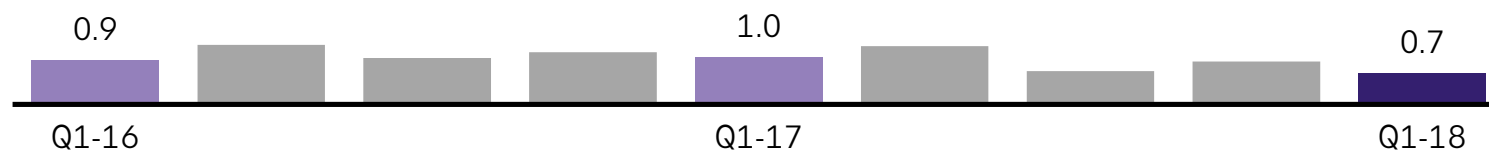
Q1 2018 vs. Q1 2017



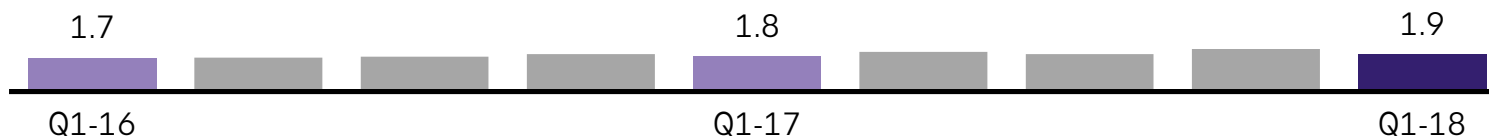
Gross fee and commissions by income type

Q1 2016 – Q1 2018

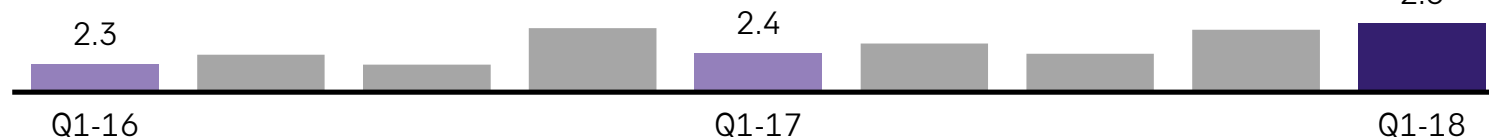
Advisory, secondary markets and derivatives



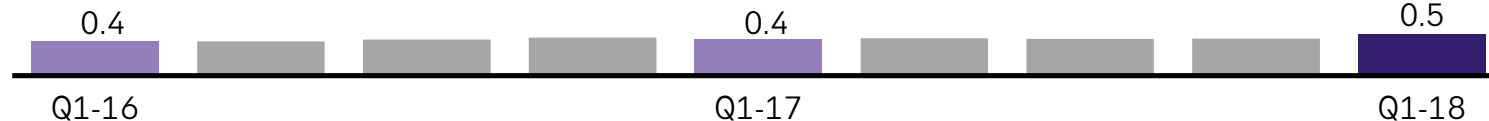
Custody and mutual funds



Payments, cards, lending, deposits & guarantees



Life insurance fees

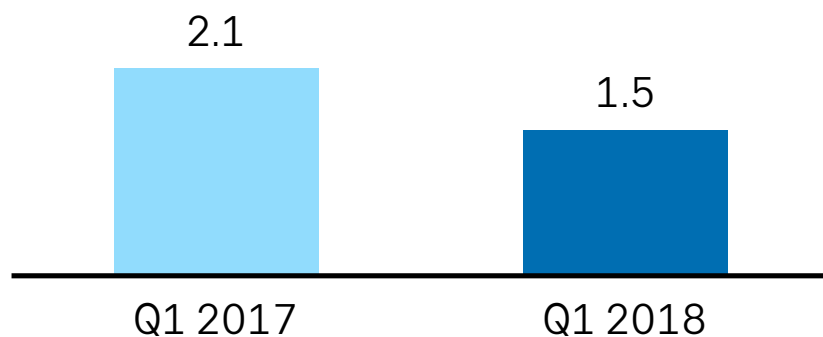


Net financial income development

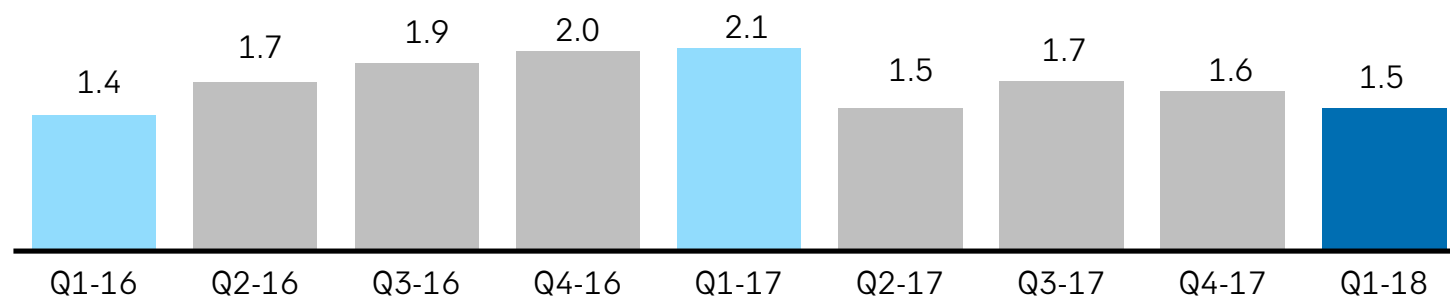
SEK bn

Net financial income
Q1 2018 vs. Q1 2017

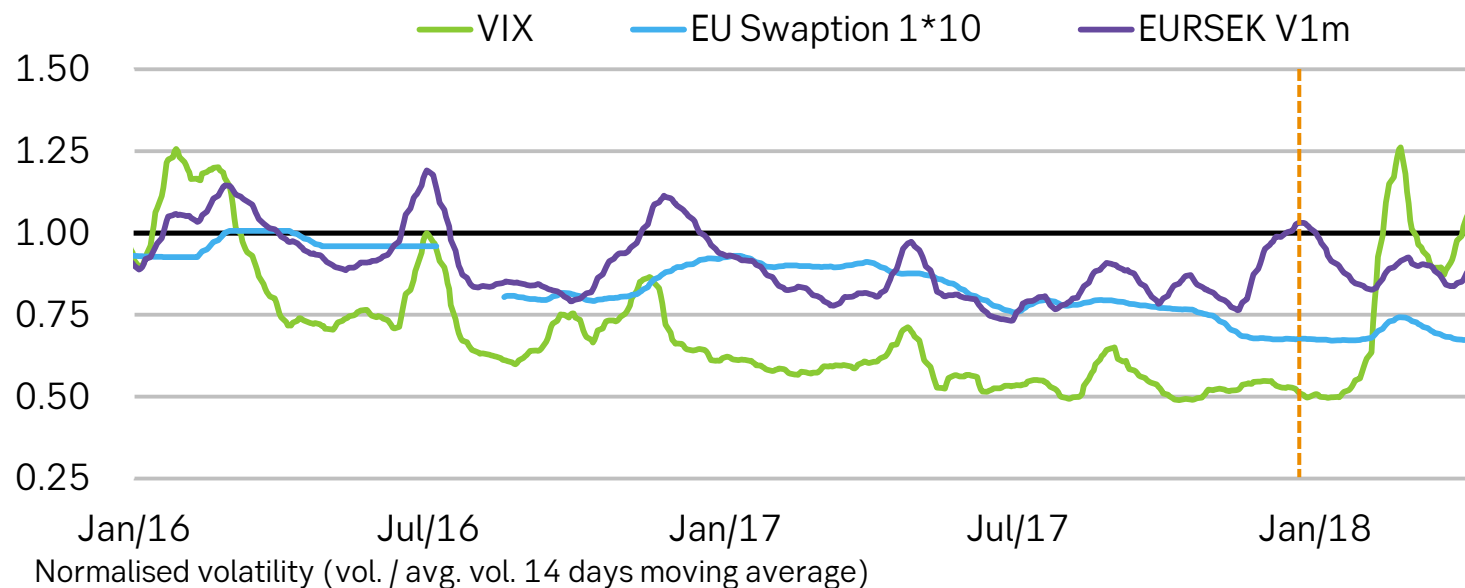
-29%



Net financial income development
Q1 2016 – Q1 2018



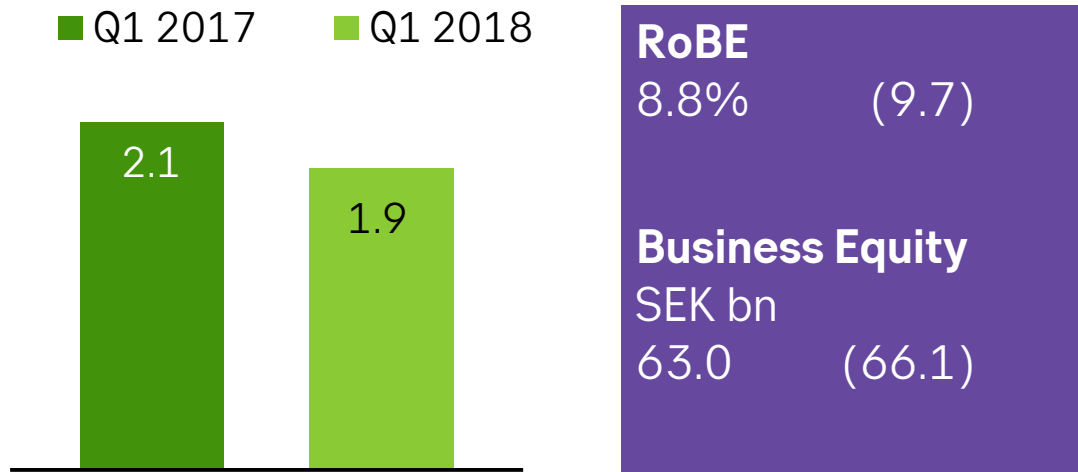
Normalised volatility



Large Corporates & Financial Institutions

Operating profit & key figures

SEK bn

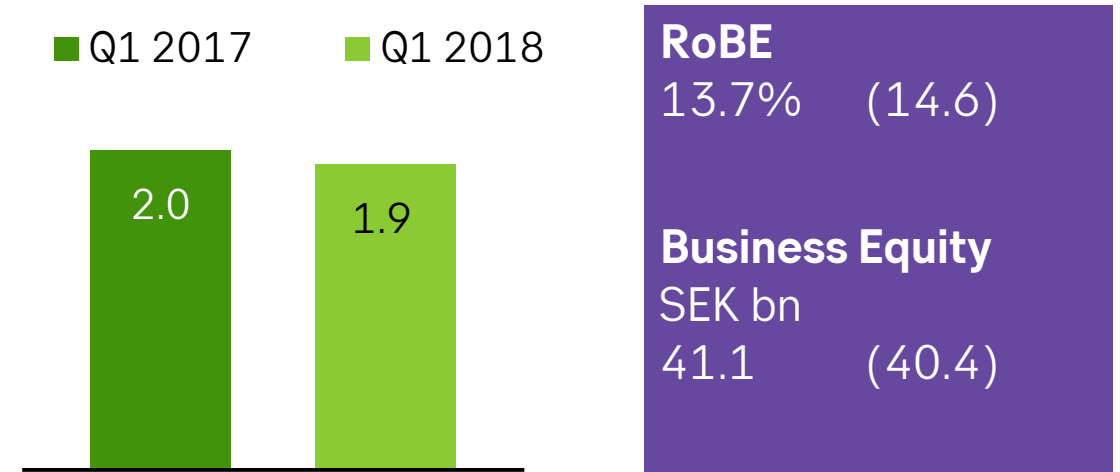


- Cautious customers in a dampened market environment
- Some volume growth and stable lending margins, NII affected by regulatory fees

Corporate & Private Customers

Operating profit & key figures

SEK bn

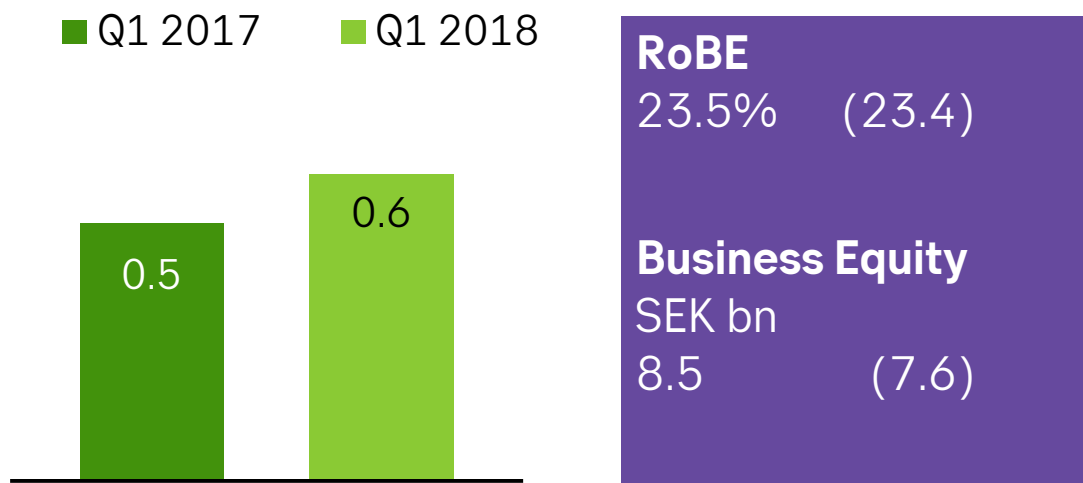


- Growth in both corporate and household lending portfolios
- Personal as well as digital advisory services enhanced

Baltic Banking

Operating profit & key figures

SEK bn

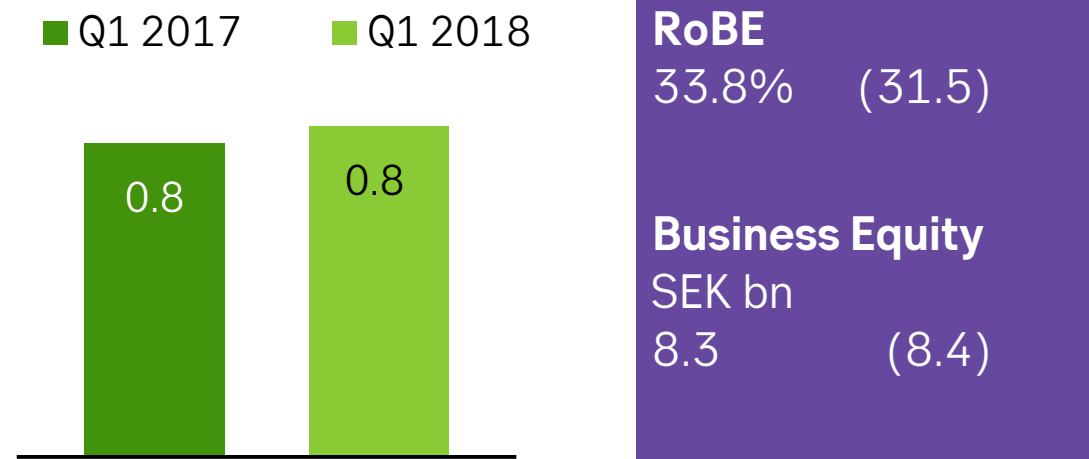


- Continued improvement in business sentiment in all segments and loan growth in all countries
- Open Banking, and new mobile bank app released

Life & Investment Management

Operating profit & key figures

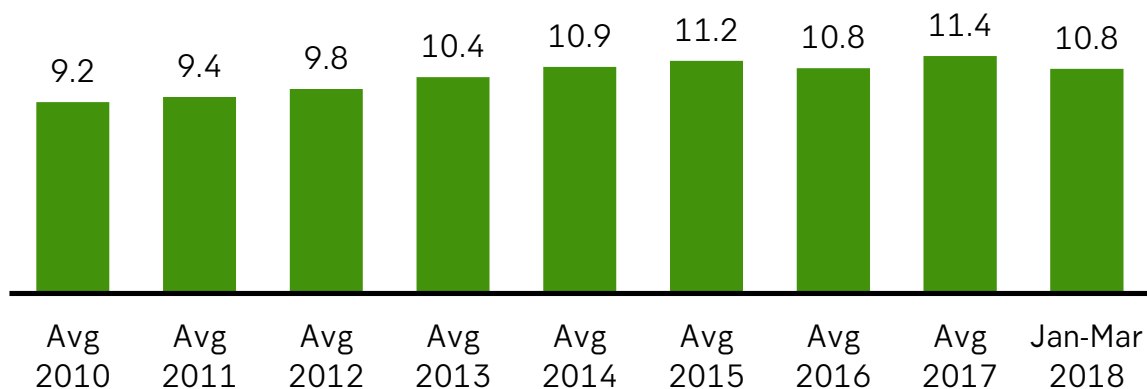
SEK bn



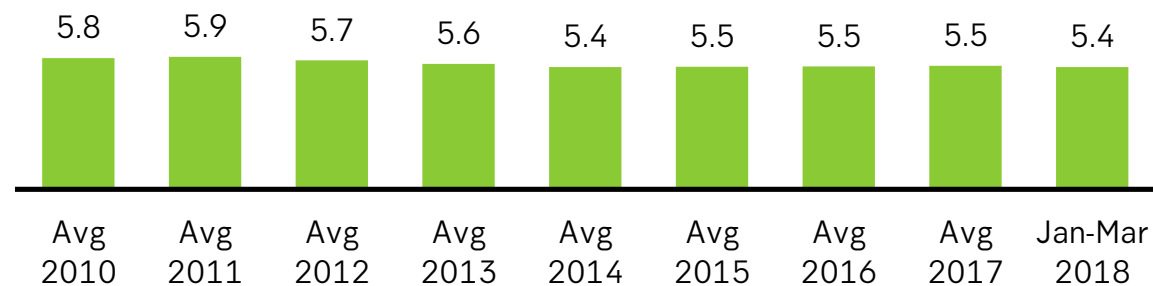
- Continued inflows from institutional clients
- SEB selected as supplier to ITP in Sweden

Operating leverage, excl. IAC

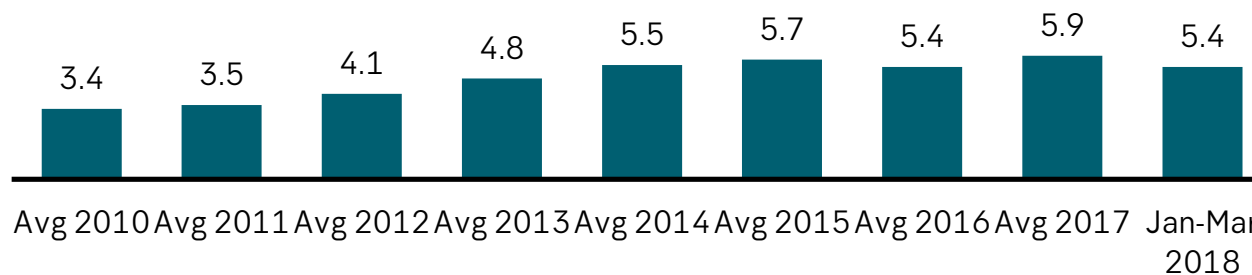
Average quarterly income (SEK bn)



Average quarterly expenses (SEK bn)

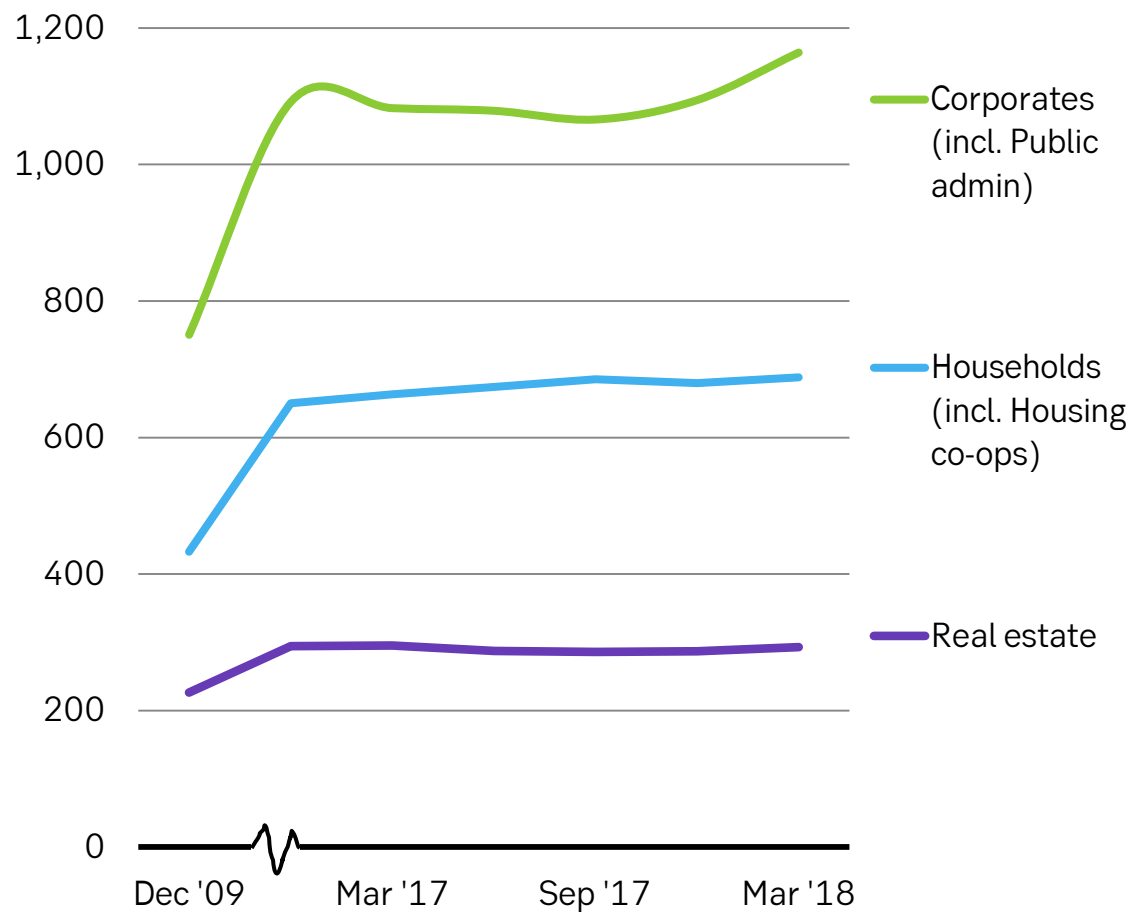


Average quarterly profit before credit losses (SEK bn)



Balanced growth across sectors

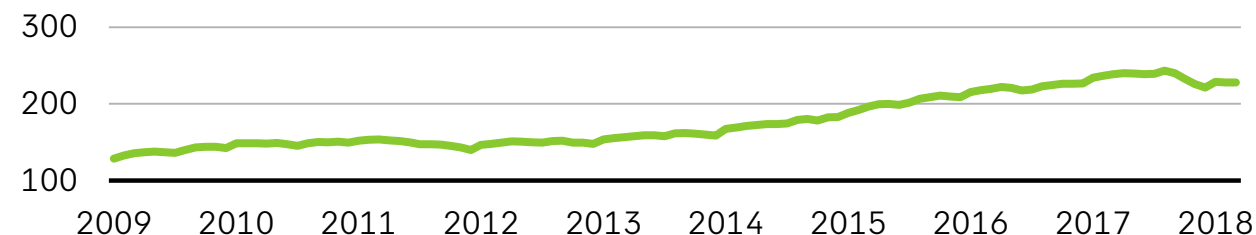
Credit portfolio by sector (SEK bn)



NOTE: Blue line (Households incl. Housing co-ops) is excluding German retail

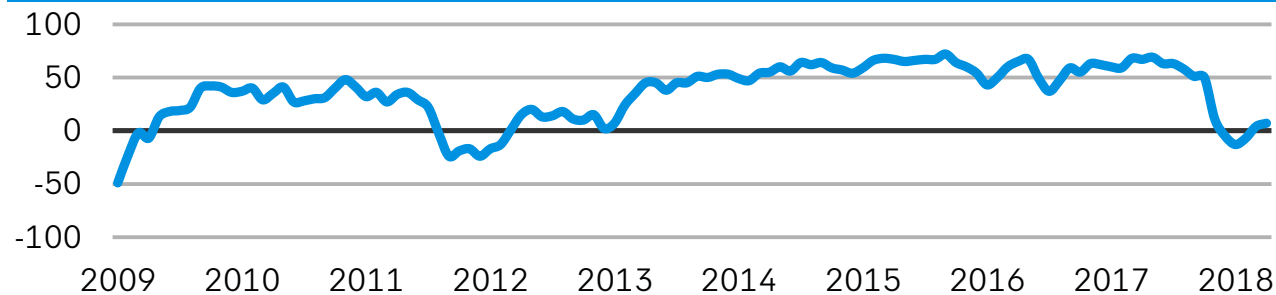
Growth rates in per cent	QoQ	YoY	Dec '15 – Mar '18
Corporates (incl. Public admin)	6%	7%	15%
Households (incl. Housing co-ops)	1%	4%	10%
Real estate	2%	-1%	13%

Swedish House Price development*



* Valueguard, HOX index, Sweden

SEB's "boprisindikator"



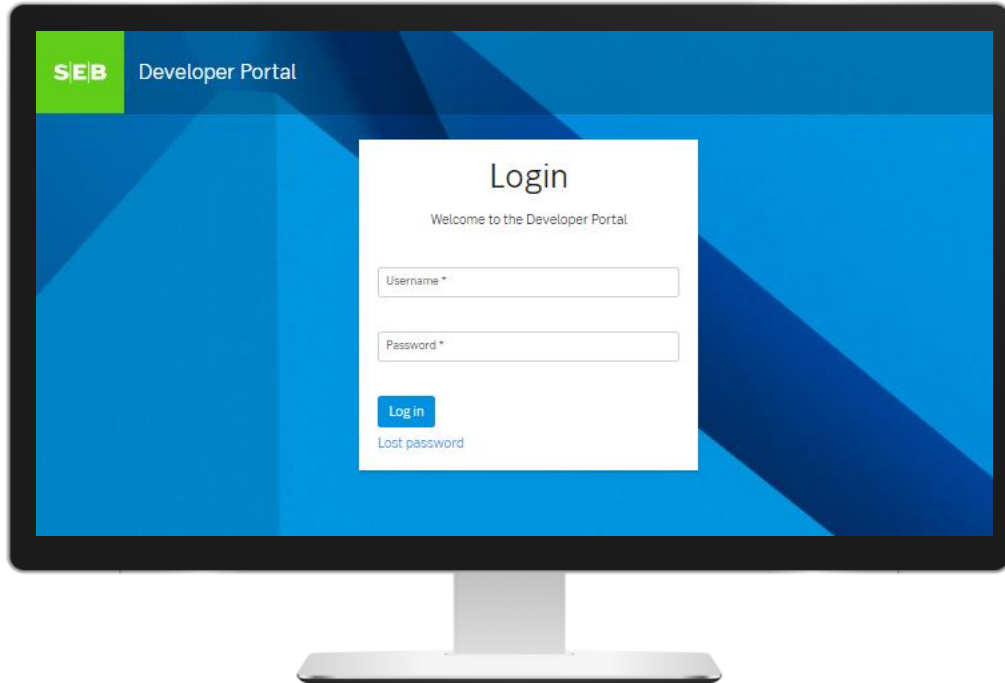
Strong asset quality and balance sheet

(SEK bn)		2009	2017	Mar 2018
Asset quality	Net Expected credit loss level*	0.92%	0.05%	0.02%
Funding and liquidity	Customer deposits	750bn	1 026bn	1 127bn
	Liquidity coverage ratio*	N.A.	145%	138%
Capital	CET 1 ratio (Basel 3)	11.7%	19.4%	19.0%
	CET1 buffer above requirement	N.A.	220bps	230bps
	Total capital ratio (Basel 3)	14.7% <small>Basel 2.5</small>	24.2%	24.1%
	Leverage ratio (Basel 3)	N.A. <small>Basel 2.5</small>	5.2%	4.6%

* According to valid regulations for respective period

Transform: Open banking and Green impact

Developer portal



- Beta live since the end of March 2018
- Around 800 developers signed up in Sweden and in the Baltics

Impact from SEBs green bond



The journey to...

...**deliver world-class
service**
to our customers
continues

SEB

