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# Facts & Figures Annual Accounts 2009





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# SEB

# SEB – the key to North-European markets

#### SEB is...

- the obvious #1 choice for Swedish large corporates & institutions and with growing franchise in the other Nordics and Germany
- the leading Swedish Private Bank
- leading in the Swedish longterm savings market; mutual funds and pensions
- the top pan-Nordic card supplier





# ...and has a strong customer base

- 2,500 large companies and financial institutions customers
- 400,000 SME customers
- 5 million private customers

# **Organisation**





Annika Falkengren

#### **Internal Audit**

Agneta Brevenhag \*

| <b>Group IT</b> Ulf Thorstensson      | Business Support & Group Staff |
|---------------------------------------|--------------------------------|
| <b>Group Operations</b> Pia Warnerman | Bo Magnusson,<br>Deputy CEO    |

CFO

Jan Erik Back

Group Credits & Group Risk Control

Johan Andersson

# Merchant Banking

Magnus Carlsson

#### **Retail Banking**

Mats Torstendahl

# Wealth Management

Fredrik Boheman

#### Life

**Anders Mossberg** 

#### **Baltic**

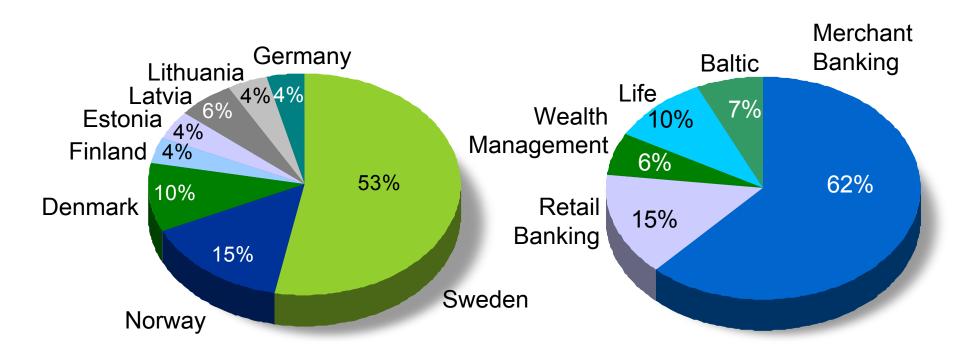
Martin Johansson

<sup>\*</sup> Reports directly to the Board



# Share of operating profit before credit losses and goodwill impairment

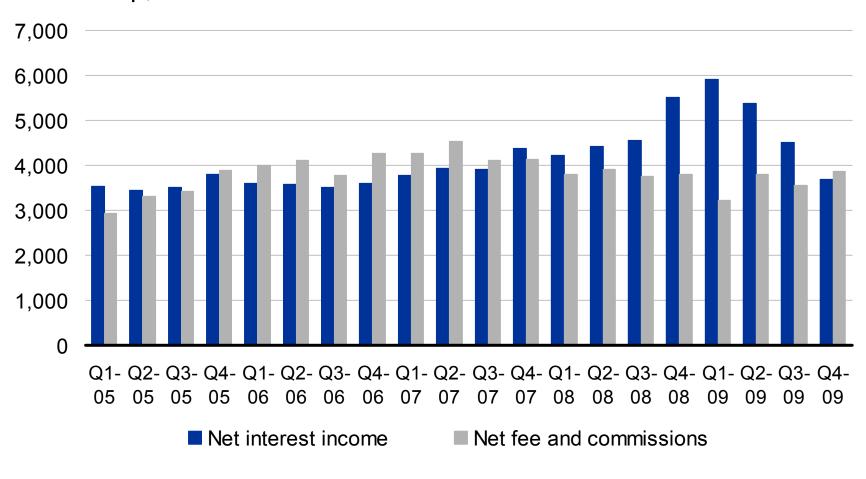
Jan - Dec 2009



Geography – Adjusted for Other and SEK 1,6bn capital gain on debt buy-backs Divisions – Adjusted for Other

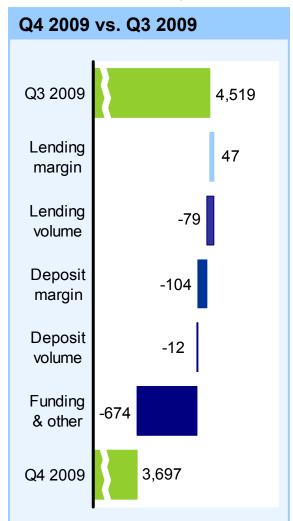


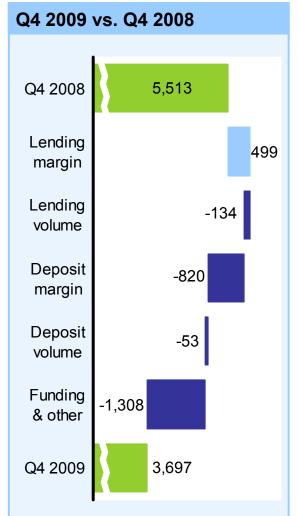
# Net interest and Net fee and commission income

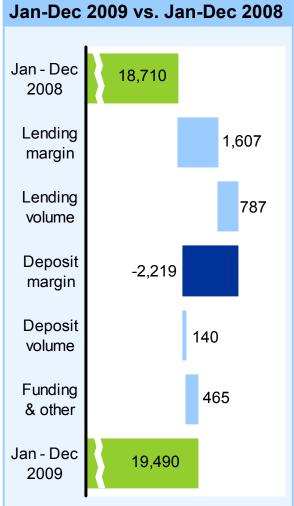




# Net interest income analysis

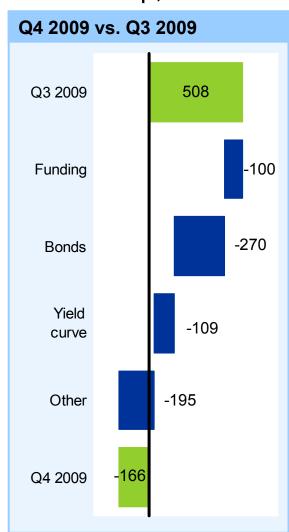


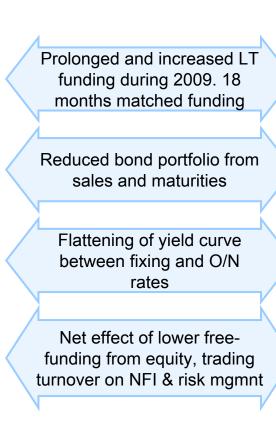


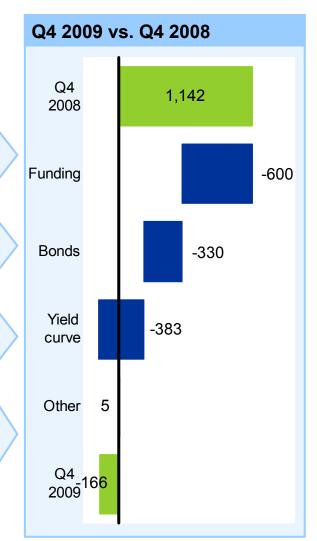




# NII: 'Funding & other' specification









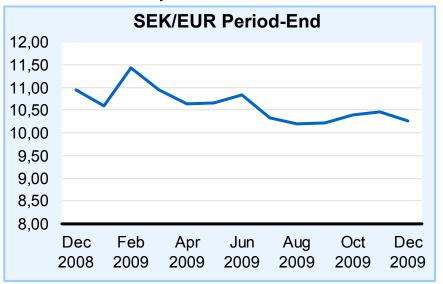
### Fee and commission income

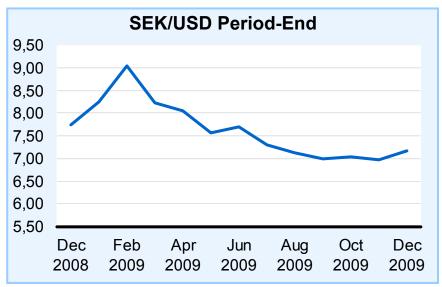
Gross quarterly development Q1 2005 – Q4 2009 SEB Group, SEK m



# Impact from exchange rate fluctuations SEB

**SEB Group** 





| SEK m                 | Q4-09/Q4-08 | Q4-09/Q3-09 | YTD-09/YTD-08 |
|-----------------------|-------------|-------------|---------------|
| Total income          | 62          | -11         | 1,648         |
| Total expenses        | -6          | 23          | -1,097        |
| Net credit losses     | -6          | 17          | -803          |
| Operating profit      | 51          | 29          | -256          |
| SEK bn                |             |             | Dec-09/Dec-08 |
| Loans to the public   |             |             | -43           |
| Deposits from the pub | olic        |             | -30           |
| RWA - Basel II        |             |             | -24           |
| Total assets          |             |             | -78           |

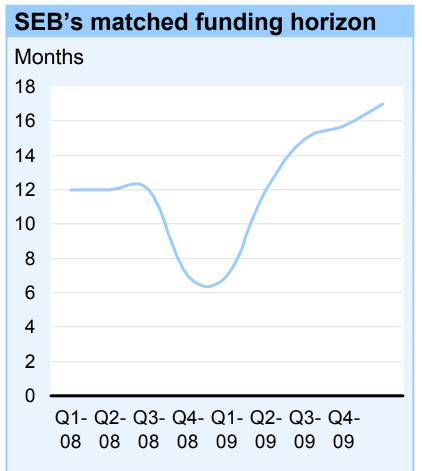


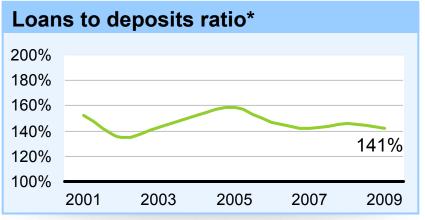
# **Assets under management**

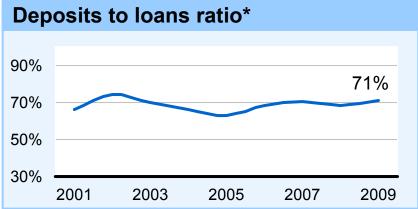
| Assets under management year-end 2008 | 1,201  |        |
|---------------------------------------|--------|--------|
| Inflow                                | 256.3  | (21%)  |
| Outflow                               | -209.2 | (-17%) |
| Net inflow of which:                  | 47.1   |        |
| Sweden                                | 25.4   |        |
| Other Nordic                          | 5.6    |        |
| Germany                               | 4.9    |        |
| Baltic countries and Poland           | 2.8    |        |
| Other and Eliminations                | 8.4    |        |
| Acquisition/disposal net              | -1.5   |        |
| Change in value                       | 108.6  | (9%)   |
| Assets under management Dec 2009      | 1,356* |        |
| * Of which, not eliminated:           |        |        |
| Retail Banking                        | 86     |        |
| Wealth Management                     | 1,275  |        |
| Life                                  | 449    |        |

# Net liquidity position across maturities SEB

SEK bn







\*excl re-classified bonds



# Funding raised with original maturity $\geq$ 1 year SEK bn

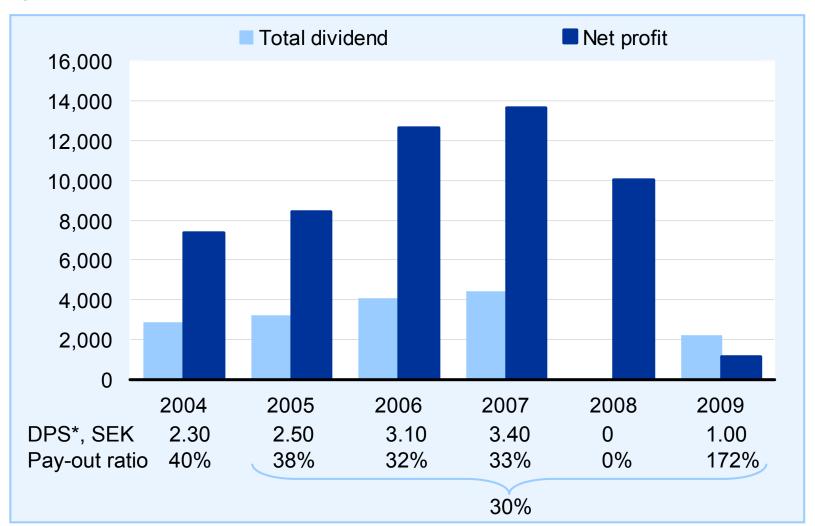
JER BIT

|                          |       |       | Q1   | Q2   | Q3   | Q4   |
|--------------------------|-------|-------|------|------|------|------|
| Instrument               | 2008  | 2009  | 2009 | 2009 | 2009 | 2009 |
| Yankee CD                | 5.9   | 3.1   | 0.0  | 1.3  | 1.8  | 0.0  |
| Senior unsecured Germany | 2.0   | 5.2   | 0.1  | 1.0  | 3.7  | 0.4  |
| Senior unsecured Sweden  | 37.4  | 60.4  | 0.0  | 24.7 | 35.7 | 0.0  |
| Structured bonds         | 13.4  | 8.3   | 4.1  | 0.6  | 1.5  | 2.1  |
| Covered bonds Germany    | 29.7  | 24.4  | 6.7  | 5.7  | 8.5  | 3.5  |
| Covered bonds Sweden     | 72.9  | 25.6  | 13.9 | 6.5  | 3.9  | 1.3  |
| Hybrid tier 1            | 4.7   | 3.3   | 0.0  | 0.0  | 0.0  | 3.3  |
| Total                    | 166.0 | 130.3 | 24.8 | 39.9 | 55.1 | 10.5 |



# **Dividend development**

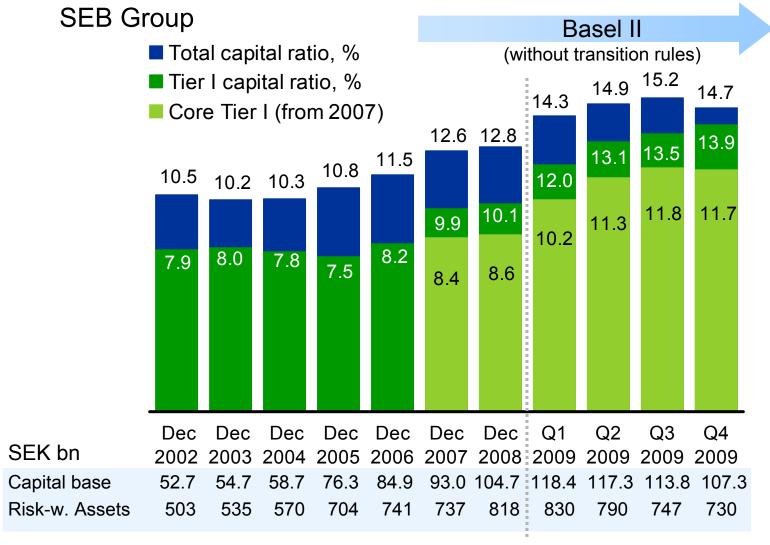
#### SEK m



<sup>\*</sup>No. shares adjusted for rights issue



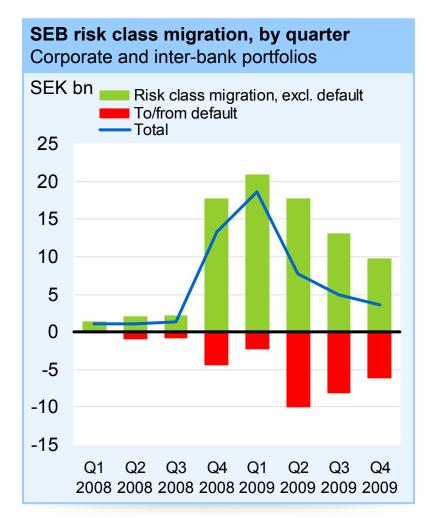
## Capital adequacy

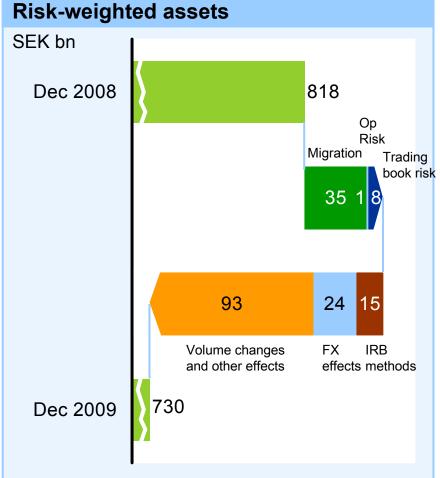




# Capital adequacy and RWA

SEB Group - Basel II without transitional rules





# Asset quality



# Credit portfolio\*

On and off balance, SEK bn

| Dec '09 (Dec '08) | Swe | dish  | Nor<br>Oth |       | Gerr | man   | Bal | tic   | То    | tal     |
|-------------------|-----|-------|------------|-------|------|-------|-----|-------|-------|---------|
| Corporates        | 322 | (391) | 163        | (175) | 103  | (120) | 68  | (95)  | 656   | (782)   |
| Property          |     |       |            |       |      |       |     |       |       |         |
| Management        | 114 | (105) | 21         | (22)  | 84   | (104) | 28  | (32)  | 247   | (262)   |
| Households        | 306 | (269) | 46         | (45)  | 97   | (104) | 60  | (68)  | 509   | (486)   |
| Public            |     |       |            |       |      |       |     |       |       |         |
| Administration    | 23  | (32)  | 1          | (2)   | 65   | (79)  | 5   | (6)   | 95    | (119)   |
| Total non-banks   | 765 | (797) | 231        | (244) | 350  | (407) | 160 | (200) | 1,507 | (1 649) |
| Banks             | 176 | (175) | 54         | (41)  | 79   | (68)  | 1   | (2)   | 310   | (286)   |
| Total             | 941 | (972) | 285        | (285) | 429  | (475) | 162 | (202) | 1,816 | (1,934) |
|                   | -3  | 5.2%  |            | )%    | -9   | 0.7%  | -19 | 9.8%  | -6    | .1%     |

<sup>\*</sup> Based on Client Relationship Management

<sup>\*\*</sup> Including other

## SEB

# Loan portfolio\*

#### SEK bn

| Dec '09 (Dec '08) | Swed | lish  | Nord<br>Othe |      | Germ | nan   | Bal | tic   | То    | tal     |
|-------------------|------|-------|--------------|------|------|-------|-----|-------|-------|---------|
| Corporates        | 221  | (264) | 39           | (42) | 52   | (65)  | 54  | (72)  | 365   | (445)   |
| Property          |      |       |              |      |      |       |     |       |       |         |
| Management        | 113  | (105) | 5            | (4)  | 74   | (87)  | 27  | (29)  | 219   | (227)   |
| Households        | 271  | (241) | 24           | (23) | 76   | (82)  | 57  | (63)  | 429   | (410)   |
| Public            |      |       |              |      |      |       |     |       |       |         |
| Administration    | 12   | (18)  | 1            | (2)  | 64   | (74)  | 4   | (5)   | 81    | (100)   |
| Total non-banks   | 617  | (630) | 68           | (72) | 266  | (310) | 142 | (170) | 1,094 | (1,183) |
| Banks             | 118  | (110) | 34           | (20) | 61   | (44)  | 1   | (1)   | 214   | (177)   |
| Total             | 736  | (740) | 102          | (92) | 327  | (355) | 143 | (172) | 1,308 | (1,361) |
|                   | -0   | ).7%  | 10.          | 2%   | -8.  | 1%    | -16 | .9%   | -3.   | 9%      |

<sup>\*</sup> Geographical distribution is based on where the loan is booked

<sup>\*\*</sup> Including other



# **Credit portfolio**

On and off balance, SEK bn

| SEB Group             | Dec '05 | Dec '06 | Dec '07 | Dec '08 | Dec '09 | %    |
|-----------------------|---------|---------|---------|---------|---------|------|
| Corporates            | 494     | 484     | 571     | 782     | 656     | 36%  |
| Property Management   | 192     | 192     | 212     | 262     | 247     | 14%  |
| Households            | 319     | 374     | 434     | 486     | 509     | 28%  |
| Public Administration | 125     | 97      | 88      | 119     | 95      | 5%   |
| Total non-banks       | 1,130   | 1,147   | 1,305   | 1,649   | 1,507   | 83%  |
| Banks                 | 198     | 169     | 248     | 286     | 310     | 17%  |
| Total                 | 1,328   | 1,316   | 1,553   | 1,934   | 1,816   | 100% |

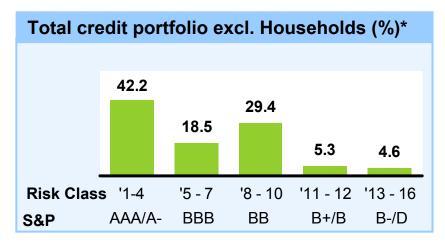
| SEB Group              | Dec '07 | Dec '08 | Mar '09 | Jun '09 | Sep '09 | Dec '09 | Δ Q3/Q2 | Δ Q3/Q4 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Lending *              | 1,112   | 1,362   | 1,356   | 1,262   | 1,228   | 1,308   | -34     | 80      |
| Contingent Liabilities | 365     | 442     | 445     | 430     | 415     | 406     | -15     | -10     |
| Derivative Instruments | 75      | 130     | 132     | 114     | 110     | 102     | -4      | -7      |
| Credit Portfolio       | 1,552   | 1,934   | 1,933   | 1,806   | 1,753   | 1,816   | -54     | 64      |

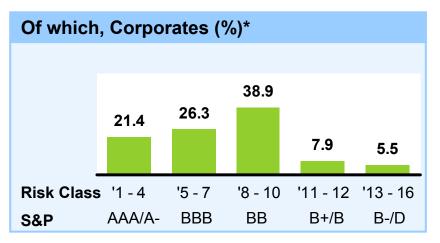
<sup>\*</sup> Before credit loss reserves, excluding repos & debt instruments

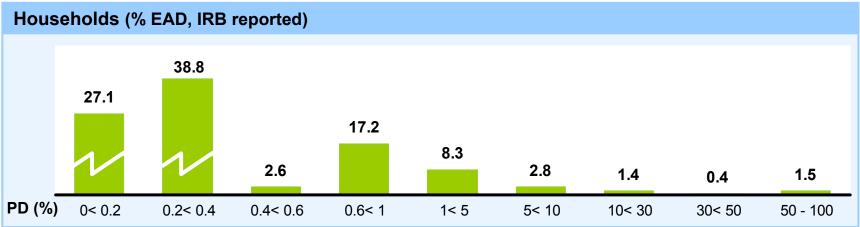


# Rating of credit portfolio

Dec 2009





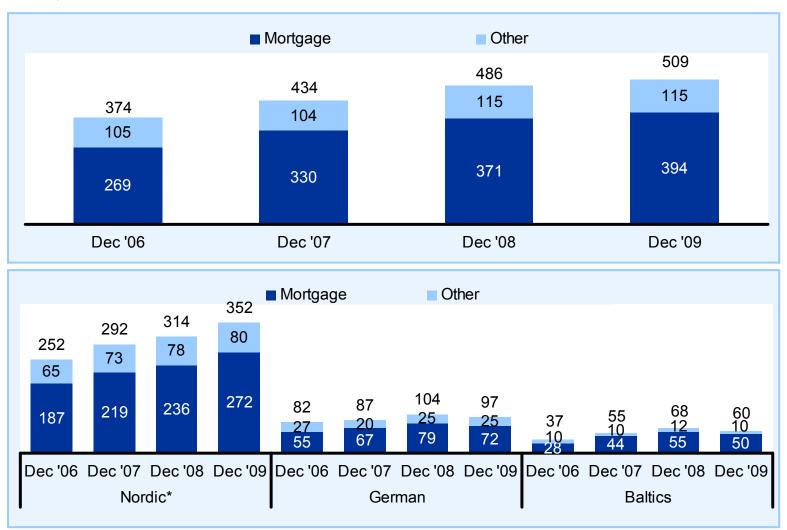


<sup>\*</sup>Including repos



## **Credit portfolio – Households**

#### SEK bn

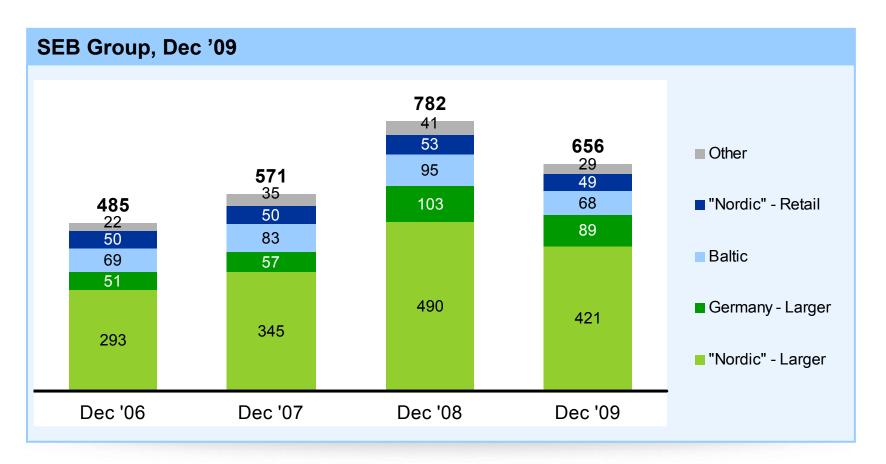


<sup>\*</sup> Including Other



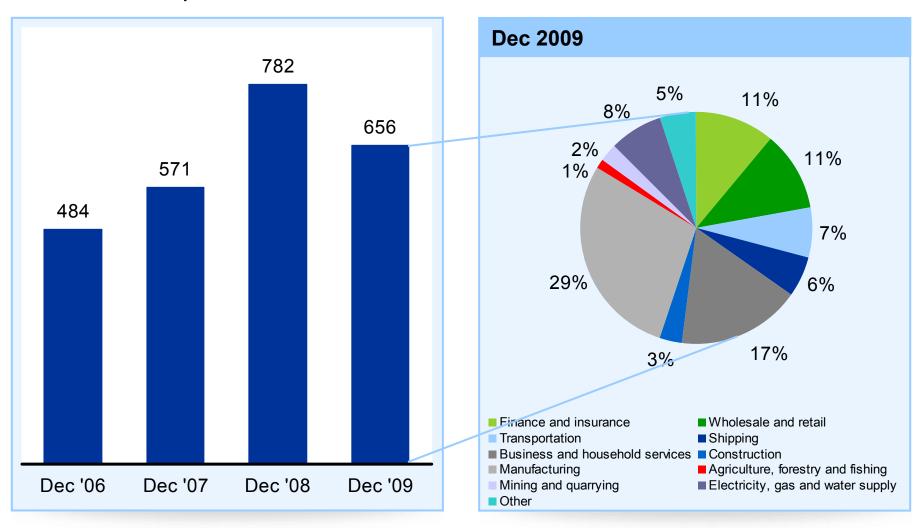
# **Credit portfolio – Corporates**

SEK bn



Geography based on client relationship management

# Corporate credit portfolio – by industry SEB





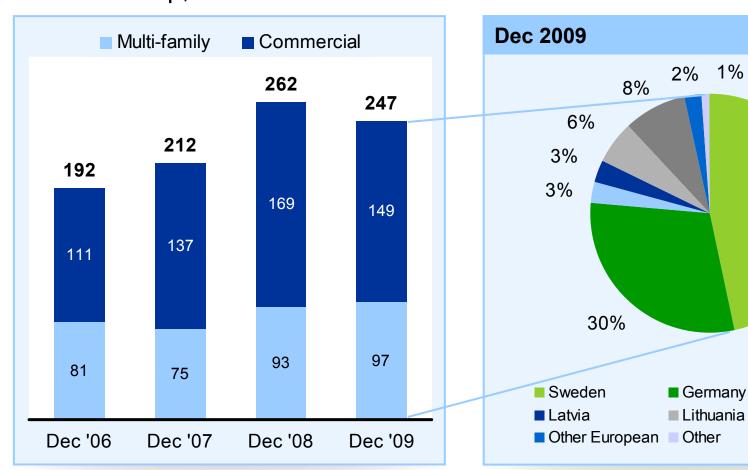
47%

Estonia

■ Other Nordic

# Property management credit portfolio

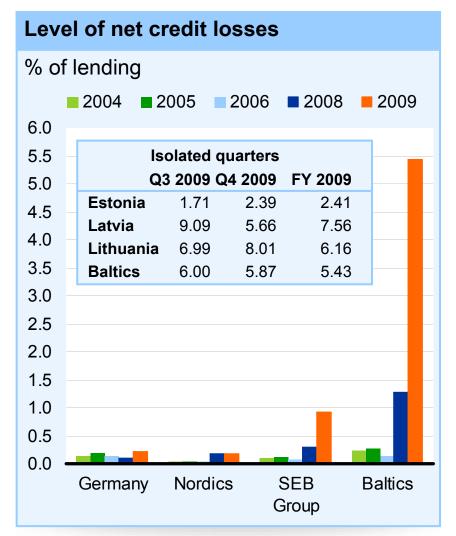
# – by geography\*

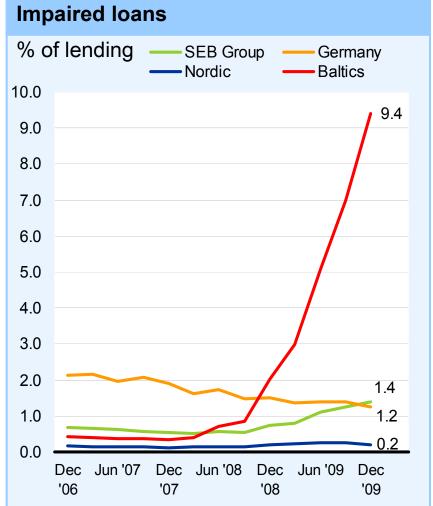


<sup>\*</sup>By obligor's domicile



## **Asset quality**







# Non-performing loans and reserves

|    |  | Dec '07 | Dec '08 | Mar '09 | Jun '09 | Sep '09 | Dec '09      |
|----|--|---------|---------|---------|---------|---------|--------------|
|    | Individually assessed loans  |         |         |         |         |         |              |
| +  | Impaired loans, gross  | 7,404   | 11,411  | 12,982  | 16,690  | 18,369  | 21,324       |
|    | Specific reserves  | 3,787   | 5,022   | 5,608   | 7,001   | 8,347   | 10,456       |
|    | Collective reserves  | 1,900   | 2,793   | 3,685   | 4,963   | 4,915   | 4,371        |
|    | Off Balance sheet reserves   | 209     | 251     | 407     | 281     | 348     | 478          |
|    | Specific reserve ratio   | 51%     | 44%     | 43%     | 42%     | 45%     | 49%          |
|    | Specific & Collective reserve ratio  | 77%     | 69%     | 72%     | 72%     | 72%     | 70%          |
|    | D. 45. P   |         |         |         |         |         |              |
| ++ | Portfolio assessed loans<br>Loans past due > 60 days<br>Restructured loans | 987     | 3,164   | 4,561   | 6,393   | 6,939   | 6,937<br>312 |
|    | Collective reserves  | 702     | 1,404   | 1,847   | 2,375   | 2,781   | 3,250        |
|    | Reserve ratio  | 71%     | 44%     | 41%     | 37%     | 40%     | 45%          |
|    | Total reserves   | 6,598   | 9,470   | 11,547  | 14,620  | 16,391  | 18,555       |
| =  | Total NPL  | 8,391   | 14,575  | 17,543  | 23,083  | 25,308  | 28,573       |
|    | Total reserve ratio  | 79%     | 65%     | 66%     | 63%     | 65%     | 65%          |
|    | % NPL of Lending   | 0.63    | 0.93    | 1.09    | 1.51    | 1.74    | 1.86         |



# **SEB Group – Net credit losses**

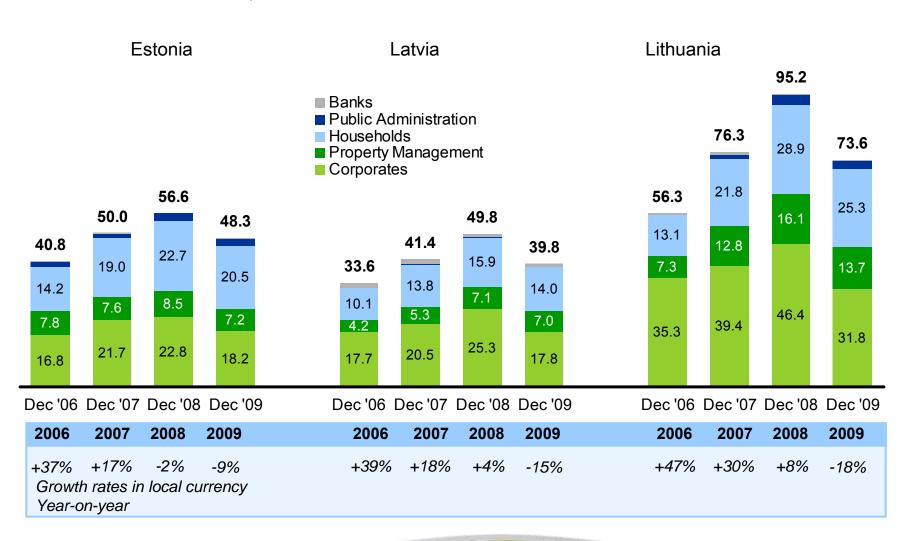
SEK m

| Net credit losses, quarterly        | Q1<br>2008  | Q2<br>2008 | Q3<br>2008 | Q4<br>2008 | FY<br>2008 | Q1<br>2009 | Q2<br>2009 | Q3<br>2009 | Q4<br>2009 | FY<br>2009 |
|-------------------------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Net write-offs                      | -107        | -131       | -115       | -137       | -490       | -179       | -331       | -573       | -700       | -1,783     |
| Net specific provisions             | -145        | -328       | -283       | -682       | -1,438     | -873       | -1,382     | -2,016     | -2,588     | -6,859     |
| Net collective provisions of which: | -112        | 11         | -318       | -884       | -1,303     | -1,335     | -1,855     | -746       | 128        | -3,806     |
| Portfolio assessed loans            | <i>-4</i> 5 | -82        | -209       | -256       | -591       | -432       | -550       | -530       | -451       | -1,962     |
| Individually assessed loans         | -67         | 93         | -109       | -628       | -712       | -903       | -1,305     | -216       | 579        | -1,844     |
| Net credit losses                   | -364        | -448       | -716       | -1,703     | -3,231     | -2,386     | -3,567     | -3,335     | -3,160     | -12,448    |
| Net credit loss level               | 0.13        | 0.17       | 0.27       | 0.62       | 0.30       | 0.70       | 1.07       | 0.98       | 0.93       | 0.92       |



## **Credit exposure**

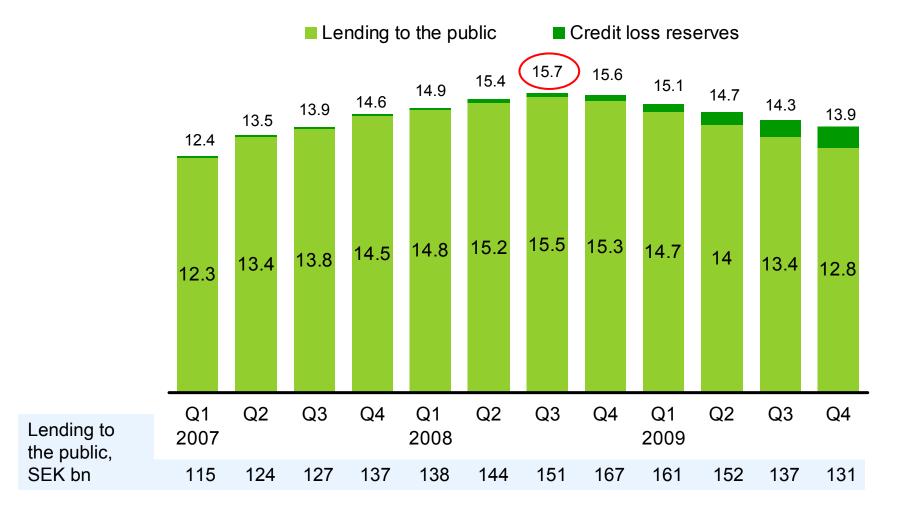
Baltic countries, SEK bn





# **Baltic lending to the public\***

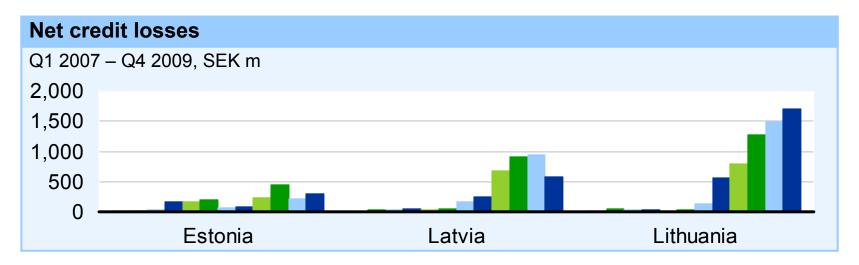
EUR bn



<sup>\*</sup> Excluding reclassified bonds



# **Baltic countries – asset quality**



| Baltic countries – Net Cred         | lit Losses |        |           | Total<br>Jan-Dec |      |  |  |
|-------------------------------------|------------|--------|-----------|------------------|------|--|--|
| OLIVIII                             | Estonia    | Latvia | Lithuania | '09              | 2009 |  |  |
| Net Write-offs                      | 4          | -32    | -595      | -622             | 6%   |  |  |
| Net Specific Provisions             | -750       | -1,465 | -3,490    | -5,705           | 60%  |  |  |
| Net Collective Provisions of which: | -449       | -1,631 | -1,165    | -3,246           | 34%  |  |  |
| Portfolio assessed loans            | -202       | -889   | -333      | -1,424           | 15%  |  |  |
| Individually assessed loans         | -248       | -742   | -832      | -1,822           | 19%  |  |  |
| Net Credit Losses                   | -1,195     | -3,128 | -5,250    | -9,573           | 100% |  |  |



# Non-performing loans and reserves

SEB Baltic, Dec 2009, SEK m

|     |                                 | Estonia | Latvia | Lithuania | Total<br>Baltic | Change<br>Q4/Q3 |
|-----|---------------------------------|---------|--------|-----------|-----------------|-----------------|
| +   | Individually assessed loans     |         |        |           |                 |                 |
|     | Impaired loans, gross           | 1,924   | 3,551  | 8,457     | 13,932          | 3,261           |
|     | Specific reserves               | 1,054   | 1,608  | 3,970     | 6,632           | 2,327           |
|     | Collective reserves             | 485     | 855    | 1,127     | 2,467           | -593            |
|     | Off balance sheet reserves      |         |        | 50        | 50              | 2               |
| ++  | Specific reserve ratio          | 55%     | 45%    | 47%       | 48%             |                 |
|     | Total reserve ratio             | 80%     | 69%    | 60%       | 65%             |                 |
|     | Portfolio assessed loans        |         |        |           |                 |                 |
|     | Loans past due > 60 days, gross | 1,040   | 2,182  | 1,218     | 4,440           | 74              |
|     | Restructured loans              | 19      | 123    | 170       | 312             | 312             |
|     | Collective reserves             | 465     | 1,222  | 580       | 2,267           | 410             |
|     | Reserve ratio %                 | 44%     | 53%    | 42%       | 48%             |                 |
| = . | Total reserves                  | 2,004   | 3,685  | 5,727     | 11,416          | 2,146           |
|     | Total reserve ratio             | 67%     | 63%    | 58%       | 61%             |                 |
|     | Total NPL                       | 2,983   | 5,856  | 9,845     | 18,684          | 3,647           |
|     | % NPL of lending                | 7.0     | 16.2   | 14.2      | 12.6            | 2.7             |



# Bond portfolios



## **Bond investment portfolio\***

Portfolio breakdown by asset type, Dec 2009

#### Valuation effects in 2009 (Q4) from

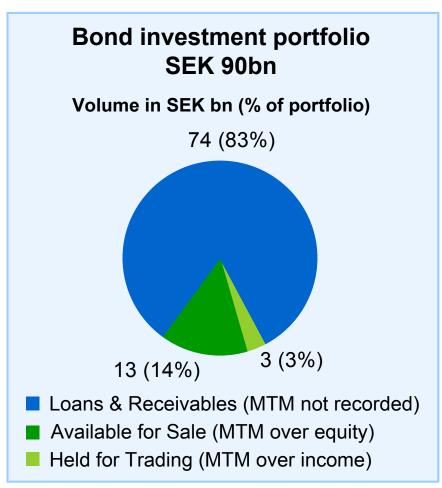
- Structured Credits:
  - Held for Trading of SEK -433m (16m)
  - Available for Sale of SEK 641m (184m)
  - L&R shadow valuation effect of SEK 528m (1874m)

#### Valuation effects in 2009 (Q4) from

- Financial Institutions:
  - Held for Trading of SEK -29m (-55m)
  - Available for Sale of SEK 500m (46m)
  - L&R shadow valuation effect of SEK 843m (354m)

#### Valuation effects in 2009 (Q4) from

- Covered bonds:
  - Held for Trading of SEK 16m (6m)
  - Available for Sale of SEK 233m (-108m)
  - L&R shadow valuation effect of SEK 2m (9m)



<sup>\*</sup> Net of short and fully matched positions; excluding holdings in the insurance business



## **Bond investment portfolio\***

Portfolio breakdown, Dec 2009

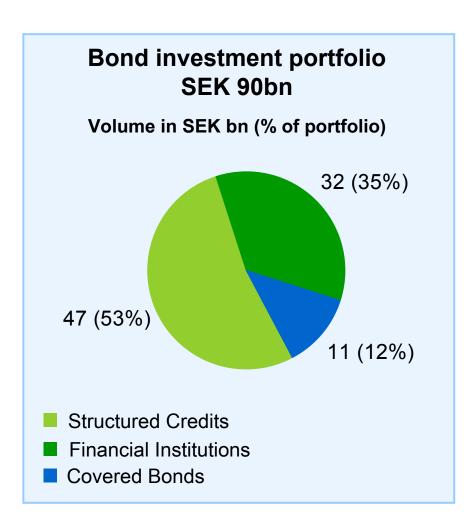
#### **Structured Credits**

- 569 positions, well diversified across products, asset classes and geographical areas
- 61.9% of the portfolio is rated Aaa/AAA, (75% Sep'09)
  - Decrease in Q4 due to an evenly split between downgrades and amortizations/sales
- Mark-to-Market prices are applied to all positions – except for a very limited number of level 3 assets (0,3% of total volume)

#### **Financials**

- Senior FRNs
- Maturity is 6M 5Y, weighted average duration is 2 years

<sup>\*</sup> Net of short and fully matched positions; excluding holdings in the insurance business





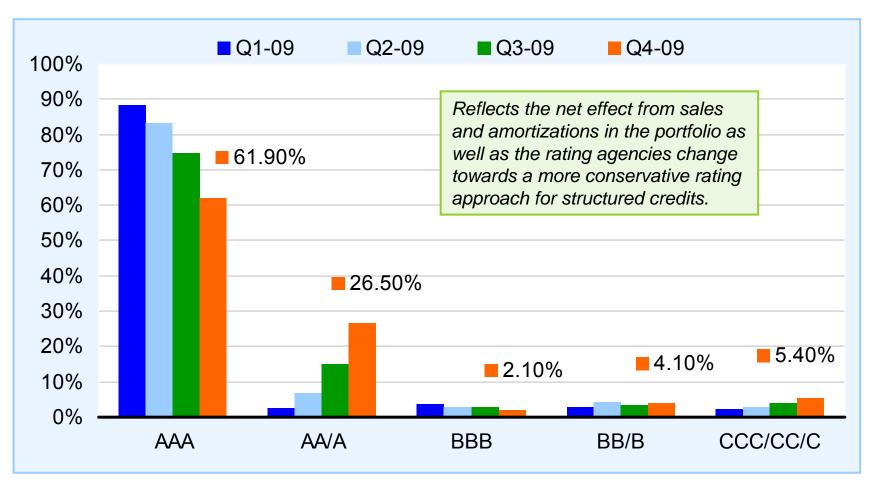
# **Bond investment portfolio**

Portfolio breakdown by geography, Dec 2009

| Product            | UK    | Spain | Europe<br>Other | US    | Australia | Total Volume |
|--------------------|-------|-------|-----------------|-------|-----------|--------------|
| Financials         | 13.5% | 9.2%  | 37.7%           | 35.1% | 4.5%      | 31.6         |
| Covered Bonds      | 0%    | 92%   | 8%              | 0%    | 0%        | 11.0         |
| Structured Credits | 17.3% | 6.8%  | 45.2%           | 29.8% | 0.9%      | 47.1         |
| ABS                | 1.1%  | 2.6%  | 10.7%           | 1.2%  | 0.0%      | 7.3          |
| CDO                | 0.3%  | 0.0%  | 3.1%            | 3.4%  | 0.0%      | 3.2          |
| CLO                | 1.5%  | 0.0%  | 11.6%           | 10.2% | 0.0%      | 11.0         |
| CMBS               | 1.5%  | 0.0%  | 6.2%            | 0.5%  | 0.0%      | 3.8          |
| СМО                | 0.0%  | 0.0%  | 0.0%            | 6.5%  | 0.0%      | 3.1          |
| RMBS prime         | 12.7% | 4.2%  | 13.5%           | 2.9%  | 0.9%      | 16.2         |
| RMBS non-prime     | 0.1%  | 0.0%  | 0.0%            | 5.3%  | 0.0%      | 2.5          |

# Structured credits – rating composition SEB

S&P, Moody's and Fitch, outstanding volumes, Dec 2009



The classification is based on the lowest rating, if split, among the rating agencies for each position.



# Bond investment portfolio – financial effects SEB

Dec 2009, SEK m

| Structured Credits |        |        |      |       |       |       |       |        |       |
|--------------------|--------|--------|------|-------|-------|-------|-------|--------|-------|
|                    | 2007   | 2008   | 2009 | Q1 09 | Q2 09 | Q3 09 | Q4 09 | Acc    | Q4 08 |
| P/L                | -1,056 | -1,070 | -433 | -503  | 26    | 28    | 16    | -2,559 | -262  |
| Equity             | -626   | -1,460 | 642  | -27   | 225   | 259   | 184   | -1,444 | -271  |
|                    | -1,682 | -2,530 | 208  | -530  | 251   | 287   | 200   | -4,003 | -533  |

| Financial Institutions |      |      |      |       |       |       |       |      |       |
|------------------------|------|------|------|-------|-------|-------|-------|------|-------|
|                        | 2007 | 2008 | 2009 | Q1 09 | Q2 09 | Q3 09 | Q4 09 | Acc  | Q4 08 |
| P/L                    | -563 | -9   | -29  | 39    | -7    | -7    | -55   | -601 | 11    |
| Equity                 | -72  | -667 | 501  | 221   | 90    | 144   | 46    | -238 | -64   |
|                        | -635 | -676 | 472  | 260   | 83    | 137   | -9    | -839 | -53   |

+ Covered bonds etc accumulated -675

|     |         | 2007   | 2008    | 2009  | Q1 09  | Q2 09  | Q3 09 | Q4 09 | Acc     | Q4 08  |
|-----|---------|--------|---------|-------|--------|--------|-------|-------|---------|--------|
| MTM | P/L     | -1,769 | -1,069  | -447  | -454   | 19     | 22    | -34   | -3,285  | -187   |
|     | Equity  | -698   | -2,907  | 1,373 | -441   | 563    | 1,130 | 121   | -2,232  | -585   |
|     |         | -2,467 | -3,976  | 926   | -895   | 582    | 1,152 | 87    | -5,517  | -772   |
|     | Shadow* |        | -6,875  | 1,373 | -3,075 | -1,024 | 3,235 | 2,237 | -5,502  | -4,917 |
|     |         | -2,467 | -10,851 | 2,299 | -3,970 | -442   | 4,387 | 2,324 | -11,019 | -5,689 |

<sup>\*</sup> Shadow mark-downs = Disclosure of fair value, without any financial impact



## Divisional level



# Operating profit before credit loss provisions per division

Jan - Dec 2009 vs. Jan - Dec 2008 SFK m Excl. portfolio ■ Jan-Dec 2008 Jan-Dec 2009 losses 14 000 12 000 Income Op.profit RoE before credit 10 000 losses -11% Excl. Sweden: -4% 18% Germany: -19% 8 000 Neg goodwill Neg +13% Card: +28% 26% write-off 6 000 4 000 2 000 0 -2 000 Wealth Life Merchant Banking Retail Banking **Baltic** Management RoF Jan - Dec 2009 24.0% 8.2% 14.9% 27.4% Neg



## Summary per division

Jan - Dec 2009

|                          | Merchant<br>Banking | Retail<br>Banking | Wealth<br>Managemen | t Life | Baltic  | Other  | Group |
|--------------------------|---------------------|-------------------|---------------------|--------|---------|--------|-------|
| Operating profit, SEK m  | 11,699              | 1,644             | 1,142               | 2,115  | -10,363 | -2,865 | 3,372 |
| Business equity, SEK bn  | 35.1                | 15.8 **           | 5.5                 | 6.8    | 11.8 *  | **     | 95.4* |
| Return on equity, %      | 24.0                | 8.2               | 14.9                | 27.4   | -73.8   |        | 1.2   |
| Cost / income ratio      | 0.38                | 0.74              | 0.69                | 0.52   | 1.20    |        | 0.64  |
| RWA, SEK bn, Basel II*** | * 404               | 150               | 31                  |        | 101     | 44     | 730   |
| RWA, SEK bn, Basel I     | 518                 | 311               | 22                  |        | 115     | 37     | 1,003 |
| Tax Rate                 | 28%                 | 21%               | 28%                 | 12%    | 16%     |        |       |

<sup>\*</sup> Average shareholders' equity

<sup>\*\*</sup> Where of Sweden 7.9bn, Germany 5bn and Cards 2.9bn

<sup>\*\*\*</sup> Where of Estonia 3.7bn, Latvia 3.3bn and Lithuania 4.8bn

<sup>\*\*\*\*</sup> Basel II without transitional floors



## Lending to the public\*

SEK bn

|                   | Q1<br>2008 | Q2<br>2008 | Q3**<br>2008 | Q4**<br>2008 | Q1**<br>2009 | Q2**<br>2009 | Q3**<br>2009 | Q4**<br>2009 |
|-------------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|
| MB                | 526        | 531        | 606          | 645          | 662          | 627          | 565          | 547          |
| Retail Banking    | 381        | 402        | 411          | 421          | 421          | 433          | 436          | 446          |
| RB Sweden         | 286        | 303        | 307          | 309          | 313          | 323          | 331          | 342          |
| RB Germany        | 81         | 82         | 87           | 95           | 91           | 93           | 88           | 87           |
| RB Cards          | 14         | 17         | 17           | 17           | 17           | 17           | 17           | 17           |
| Wealth Management | 31         | 29         | 28           | 28           | 29           | 30           | 28           | 27           |
| Life              | -          | -          | -            | -            | -            | -            | -            | -            |
| Baltic            | 137        | 143        | 150          | 165          | 161          | 152          | 137          | 131          |
| Baltic Estonia    | 42         | 43         | 44           | 48           | 47           | 45           | 42           | 41           |
| Baltic Latvia     | 35         | 36         | 37           | 41           | 40           | 38           | 33           | 32           |
| Baltic Lithuania  | 60         | 64         | 69           | 76           | 74           | 69           | 62           | 58           |
| Other/Elim        | 24         | 27         | 31           | 38           | 44           | 63           | 41           | 37           |
| SEB Group         | 1,099      | 1,132      | 1,226        | 1,297        | 1,317        | 1,305        | 1,207        | 1,188        |

<sup>\*</sup> After credit loss reserves

<sup>\*\*</sup> Including re-classified bonds



## **Deposits from the public**

SEK bn

|                   | Q1<br>2008 | Q2<br>2008 | Q3<br>2008 | Q4<br>2008 | Q1<br>2009 | Q2<br>2009 | Q3<br>2009 | Q4<br>2009 |
|-------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| MB                | 409        | 392        | 426        | 433        | 411        | 407        | 342        | 377        |
| Retail Banking    | 192        | 196        | 200        | 211        | 207        | 210        | 203        | 206        |
| RB Sweden         | 145        | 149        | 151        | 153        | 151        | 155        | 154        | 158        |
| RB Germany        | 47         | 47         | 49         | 58         | 56         | 55         | 49         | 48         |
| RB Cards          | -          | -          | -          | -          | -          | -          | -          | -          |
| Wealth Management | 54         | 56         | 52         | 48         | 53         | 54         | 51         | 47         |
| Life              | _          | _          | _          | _          | -          | _          | -          | -          |
| Baltic            | 65         | 68         | 69         | 76         | 73         | 68         | 65         | 64         |
| Baltic Estonia    | 20         | 22         | 22         | 25         | 24         | 23         | 21         | 21         |
| Baltic Latvia     | 17         | 18         | 17         | 19         | 18         | 16         | 14         | 14         |
| Baltic Lithuania  | 28         | 28         | 30         | 32         | 31         | 29         | 30         | 29         |
| Other/Elim        | 45         | 46         | 47         | 73         | 92         | 84         | 92         | 107        |
| SEB Group         | 765        | 758        | 794        | 841        | 836        | 823        | 753        | 801        |



## Full-time equivalents, end of quarter

|                  | Q1<br>2008 | Q2<br>2008 | Q3<br>2008 | Q4<br>2008 | Q1<br>2009 | Q2<br>2009 | Q3<br>2009 | Q4<br>2009 |
|------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| MB               | 2,742      | 2,760      | 2,719      | 2,698      | 2,697      | 2,650      | 2,582      | 2,539      |
| Retail Banking   | 5,309      | 5,530      | 5,338      | 5,275      | 5,127      | 5,171      | 5,007      | 4,974      |
| RB Sweden        | 2,723      | 2,865      | 2,728      | 2,710      | 2,621      | 2,642      | 2,515      | 2,512      |
| RB Germany       | 1,802      | 1,830      | 1,794      | 1,746      | 1,702      | 1,716      | 1,687      | 1,661      |
| RB Cards         | 784        | 835        | 816        | 819        | 804        | 812        | 805        | 801        |
| Wealth Managemen | t 1,160    | 1,143      | 1,123      | 1,088      | 1,064      | 1,013      | 981        | 1,000      |
| Life             | 1,222      | 1,235      | 1,250      | 1,226      | 1,206      | 1,196      | 1,184      | 1,173      |
| Baltic           | 3,366      | 3,469      | 3,420      | 3,353      | 3,353      | 3,285      | 3,252      | 3,093      |
| Baltic Estonia   | 986        | 1,022      | 983        | 973        | 950        | 958        | 974        | 933        |
| Baltic Latvia    | 1012       | 1,024      | 997        | 916        | 911        | 896        | 878        | 854        |
| Baltic Lithuania | 1,368      | 1,423      | 1,439      | 1,464      | 1,492      | 1,432      | 1,400      | 1,306      |
| Other            | 7,412      | 7,507      | 7,578      | 7,493      | 7,210      | 7,115      | 6,906      | 6,783      |
| SEB Group        | 21,210*    | 21,645     | 21,428     | 21,131     | 20,656     | 20,430     | 19,912     | 19,562     |

<sup>\*</sup> Whereof 1,039 encompasses the consolidated acquisitions of Factorial bank in Ukraine and Key Asset Management.



#### **Merchant Banking**



Magnus Carlsson Head of Merchant Banking

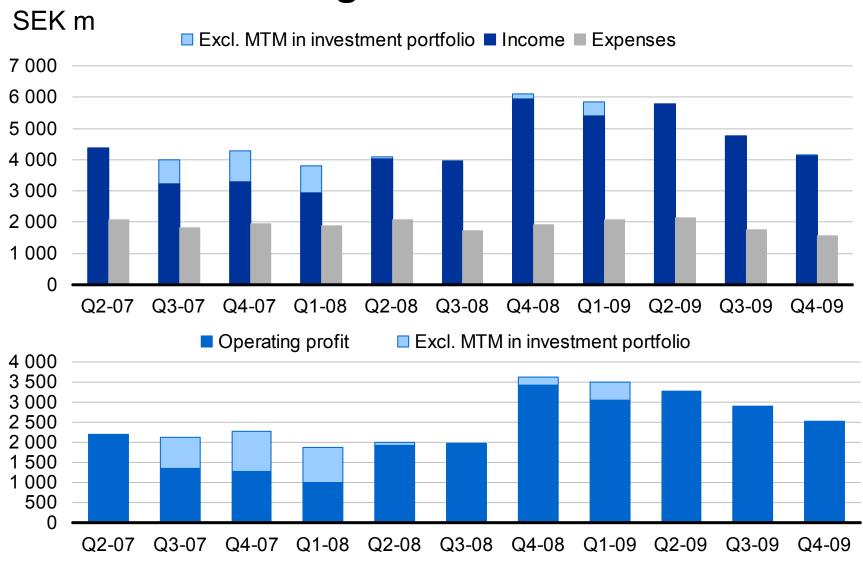
| SEK m            | Jan – Dec 2009   | Δ 2008 |
|------------------|------------------|--------|
| Total income     | 20,052           | 19%    |
| Interest, net    | 9,982            | 35%    |
| Commission, n    | et 5,647         | 8%     |
| Financial, net   | 4,377            | 21%    |
| Total expense    | s -7,547         | 0%     |
| Profit bef. cre  | dit losses12,505 | 35%    |
| Credit losses, ı | net -805         | -9%    |
| Operating pro    | fit 11,699       | 40%    |
| RoE, %           | 24.0             | 22.3   |
| C/I              | 0.38             | 0.45   |

#### **Highlights**

- Record annual income and profits driven by growth in core Nordic franchise
- Robust asset quality, credit losses decline year-on-year
- Tight control of costs and staff numbers
- Enhanced capital and balance sheet efficiency
- Uniquely placed with enhanced presence and position in core markets
- Strong platform for future growth



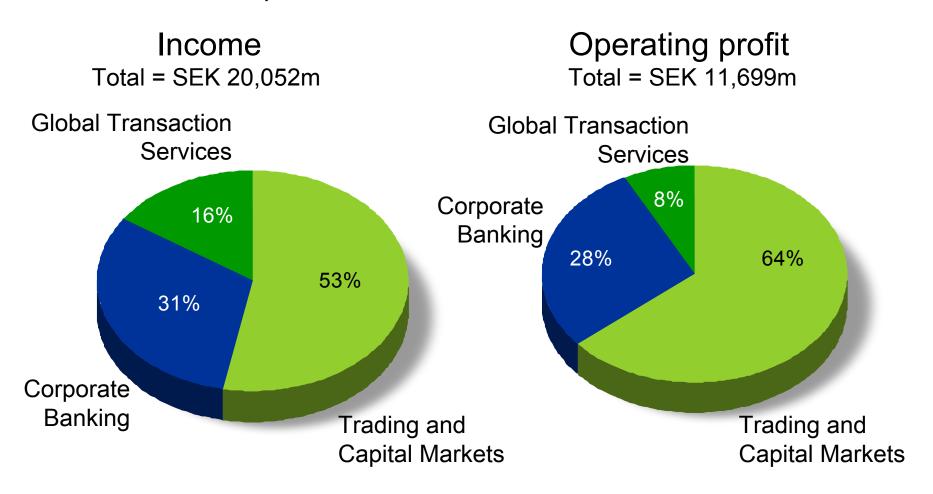
### **Merchant Banking**





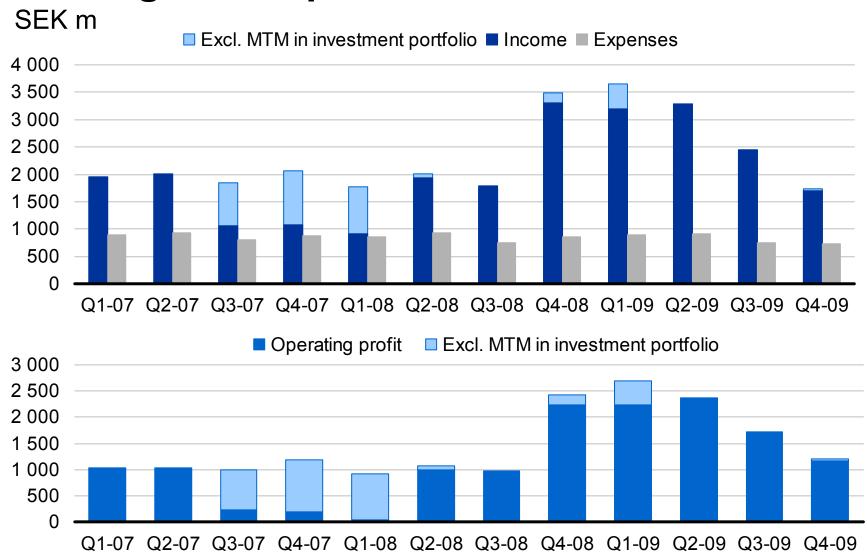
### Share of income and result by area

Jan – Dec 2009, per cent of total





## **Trading and Capital Markets**

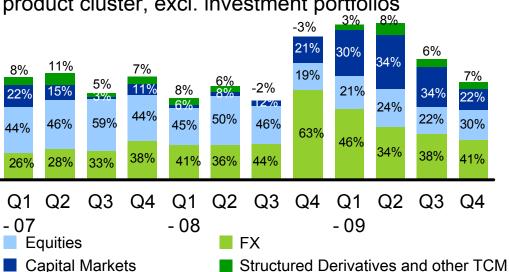




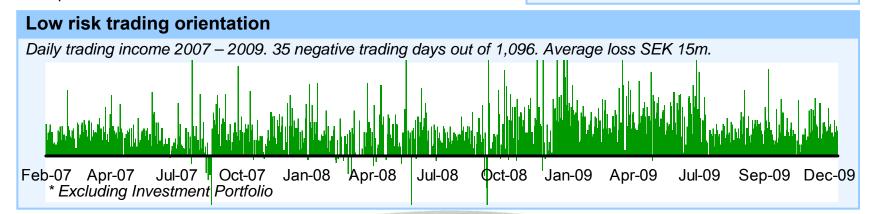
### **Trading & Capital Markets**

Diversified earnings, client driven activities

Trading and Capital Markets income by main product cluster, excl. investment portfolios

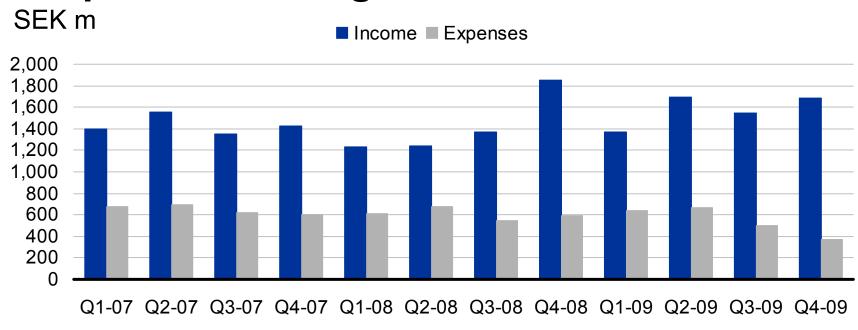


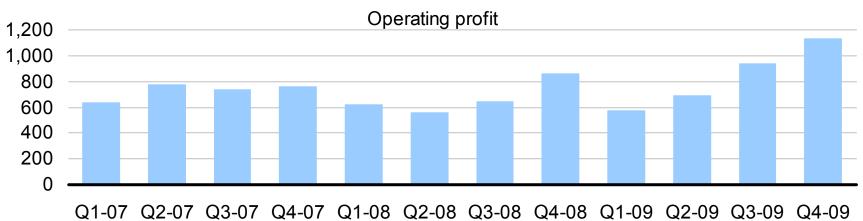
- Normalisation of market conditions and reduction in customer activity after the summer 2009
- High level of bond primary issuance
- Stock market volumes at a cyclically low level





#### **Corporate Banking**

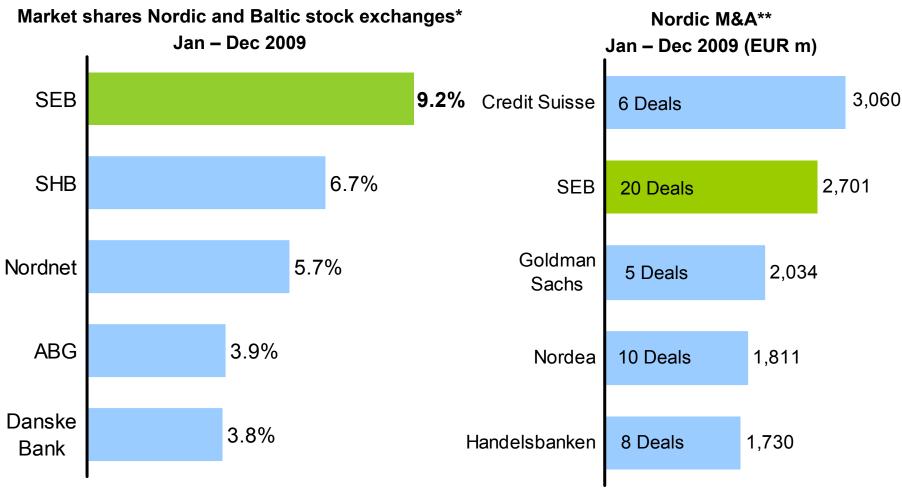




#### SEB

### **Merchant Banking**

Investment banking rankings



<sup>\*</sup> Source: The Nordic Stock exchanges

<sup>\*\*</sup> Rank based on completed deals. Nordic target or parent. Source: Thomson Reuters

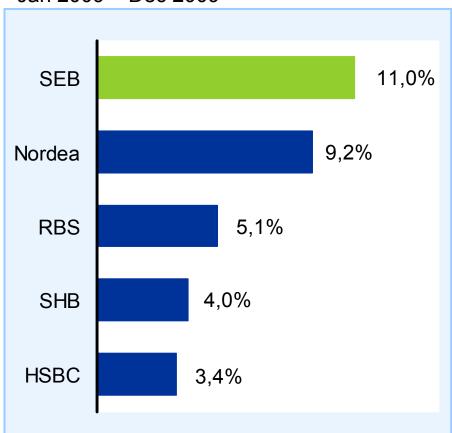


## **Merchant Banking**

Syndicated loans

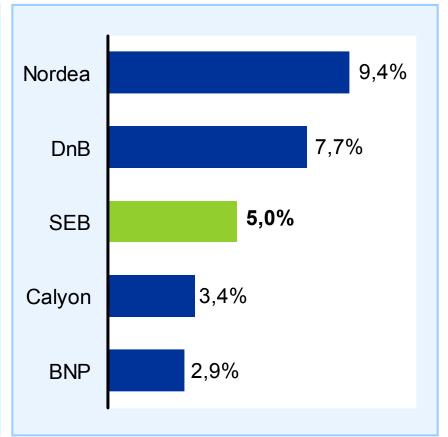
## Swedish syndicated loans league (and bookrunner %)

Jan 2009 - Dec 2009



## Nordic syndicated loans league (and bookrunner %)

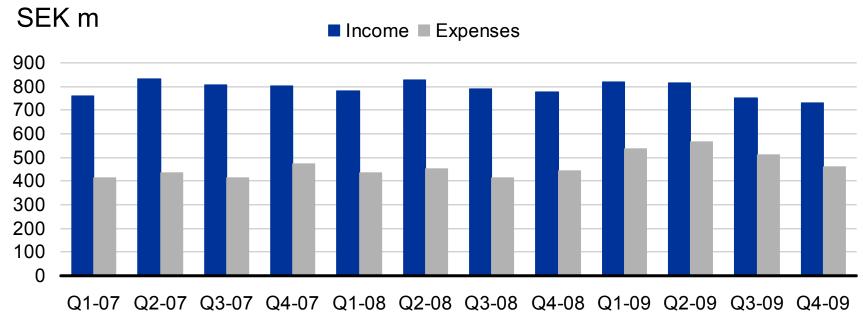
Jan 2009 - Dec 2009

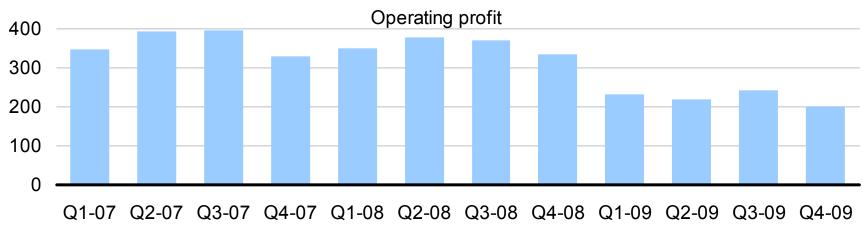


Source: Dealogic Analytics



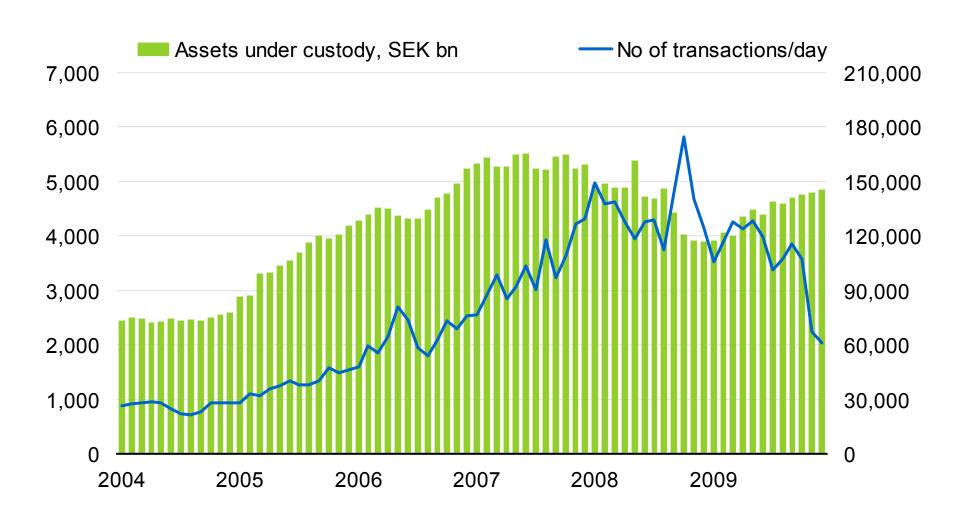
#### **Global Transaction Services**







### **Custody volume development**





## **Merchant Banking – rankings**

| Prospera             | January 2010   | No. 1 Equity House in the Nordic region   |
|----------------------|----------------|---|
| GIOBAL<br>FINANCE    | January 2010   | Best Overall Bank for Cash Management, Nordic Region Best Bank for Liquidity Management, Nordic Region Best Bank for Risk Management, Nordic Region   |
| global isf           | January 2010   | Best Sub Custodian – in all Nordic & Baltic countries   |
| timi.                | November 2009  | Best bank in the Nordic region for Cash Management, Financial Supply Chain and Risk Management  |
| Prospera             | October 2009   | No. 1 Corporate Finance House in the Nordics (Top ranked in all 4 countries)  |
| EUROMONEY            | September 2009 | Best Real Estate Bank in the Nordic & Baltic Region<br>Second Best Real Estate in Germany<br>Third Best Real Estate Bank Globally                     |
| EUROMONEY            | July 2009      | Best Bank in Sweden Best Investment Bank in Sweden Best M&A House in the Nordic & Baltic region Best at Cash Management in the Nordic & Baltic region |
| GIOBAL<br>FINANCE    | May 2009       | Best Supply Chain Finance Provider in the Nordic region Best trade bank - Nordics & Baltics   |
| Söderberg & Partners | April 2009     | Best Arranger Structured Products, Sweden   |
| Prospera             | March 2009     | Best Research House in Sweden   |
| EUROWEEK             | February 2009  | Best Arranger Nordic Loans 2008   |
| Global Custodian     | January 2009   | Top rated in Central and Eastern Europe   |







Mats Torstendahl
Head of
Retail Banking

| SEK m             | Jan – Dec 2009 <i>i</i> | ∆ <b>200</b> 8 |
|-------------------|-------------------------|----------------|
| Total income      | 11,680                  | -4%            |
| Interest, net     | 6,879                   | -4%            |
| Commission, ne    | t 4,428                 | -6%            |
| Expenses          | -8,665                  | 4%             |
| Profit bef. credi | t losses 3,015          | -23%           |
| Credit losses, ne | et -1,369               | 111%           |
| Operating profi   | t 1,644                 | -49%           |
| RoE, %            | 8.2                     | 16.2           |
| C/I               | 0.74                    | 0.68           |

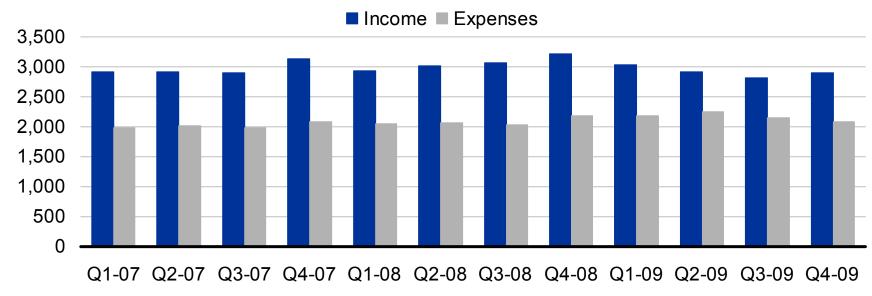
#### **Highlights**

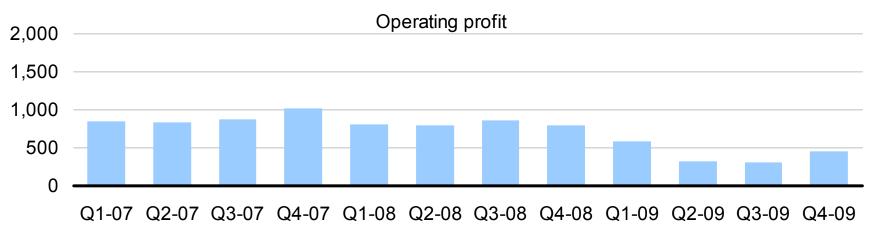
- The divisions income and result improved in Q4 compared with Q3
- Adjusted for low interest rates
   Swedish Retail performed well
- As a result of low interest levels in combination with higher credit losses, Retail Germany exhibited very weak performance
- With support from low funding costs, SEB Kort recorded its strongest annual result to date



#### **Retail Banking**





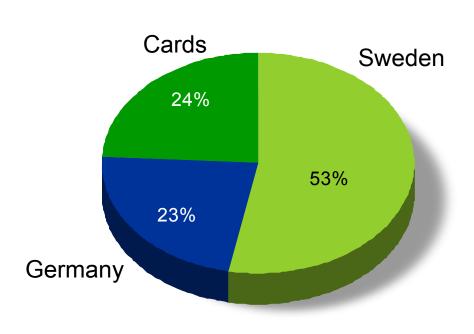




### Share of income and result by area

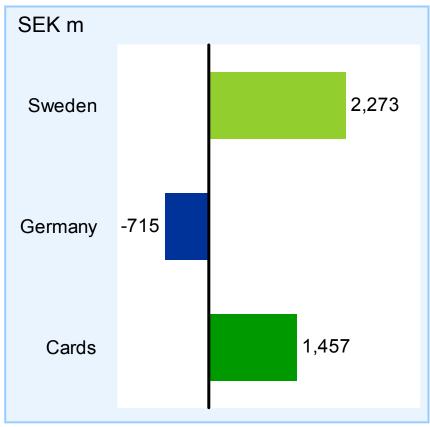
Jan – Dec 2009, per cent of total

Income
Total = SEK 11,680m



#### Operating profit before credit losses

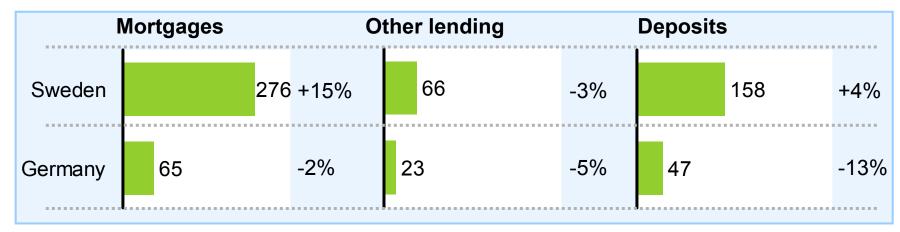
Total = SEK 3,015m

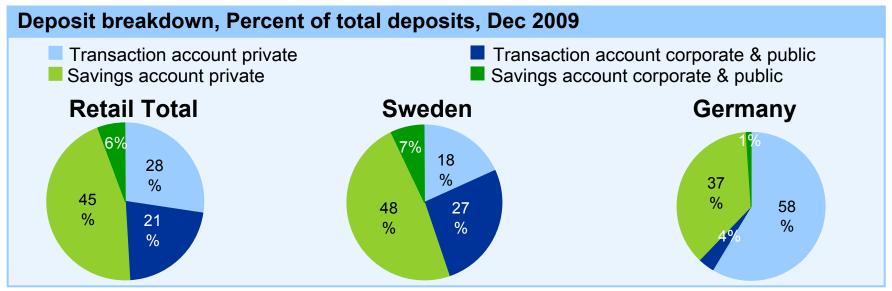




## Business volume development by area

SEK bn Q4 2009 change vs. Q4 2008 (local currency)









| SEK m           | Jan – Dec 2009   | Δ 2008 |
|-----------------|------------------|--------|
| Total income    | 6,212            | -4%    |
| Interest, net   | 4,429            | -6%    |
| Commission, r   | net 1,471        | -1%    |
| Total expense   | es -3,939        | 1%     |
|                 |                  |        |
| Profit bef. cre | dit losses 2,273 | -11%   |
| Credit losses,  | net -395         | 107%   |
| Operating pro   | ofit 1,878       | -21%   |
|                 |                  |        |
| RoE, %          | 17.6             | 23.1   |
| C/I             | 0.63             | 0.60   |
|                 |                  |        |
| Total lending   | 342,100          | +11%   |
| Total deposits  | 158,100          | +4%    |

#### **Highlights**

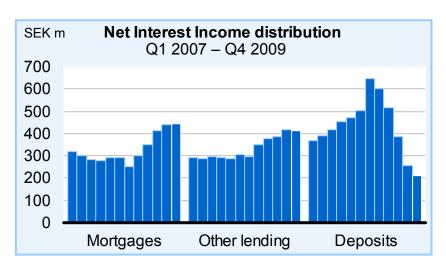


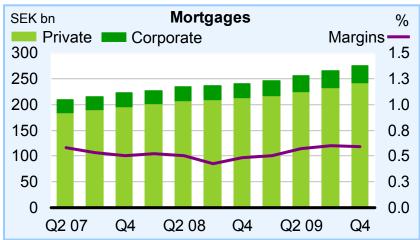
- Income composition shifted in 2009 as deposit margins came under pressure
- The mortgage market continued to grow, SEB increased volumes by SEK 30bn
- Corporate lending overall had a modest development driven by subdued demand
- SEB continued to strengthen its position amongst SME's; the number of corporate customers increased by around 12,000 and SEB was awarded the magazine Privata Affärer's prize "Årets småföretagarbank" for the second year in a row

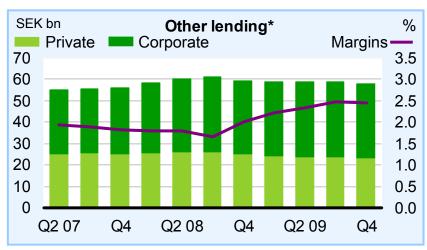


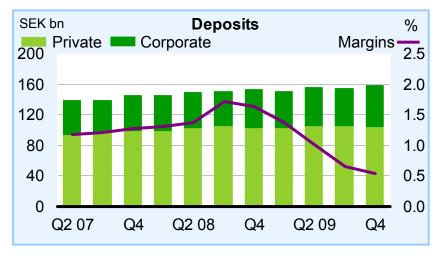
#### Net interest income and volumes

#### Retail Sweden







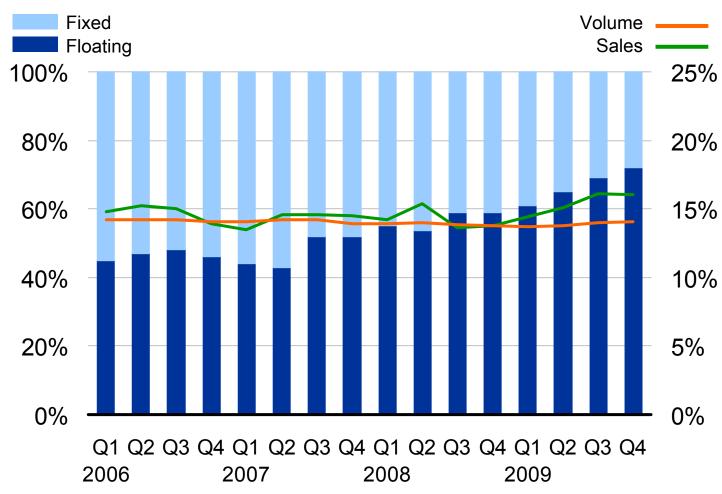


<sup>\*</sup> Excluding leasing



#### Swedish mortgages private market

Fixed / floating interest rates, market share, per cent



Note: Fixed as presented here include mortgages with interest rate fixed for 1 year or more Floating as presented here include mortgages with interest rate fixed for 3 months or less



#### **Retail Germany**

| SEK m           | Jan – Dec 2009   | ∆ <b>2008</b> |
|-----------------|------------------|---------------|
| Total income    | 2,647            | -19%          |
| Interest, net   | 1,457            | -26%          |
| Commission,     | net 1,175        | -4%           |
| Total expens    | es -3,362        | 10%           |
|                 |                  |               |
| Profit bef. cre | edit losses -715 |               |
| Credit losses,  | <i>net</i> -529  |               |
| Operating pro   | ofit -1,246      |               |
| RoE, %          | -16.9            | 2.4           |
| C/I             | 1.27             | 0.94          |
|                 |                  |               |
| Total lending   | 87,100           | -8%           |
| Total deposits  | 47,500           | -18%          |

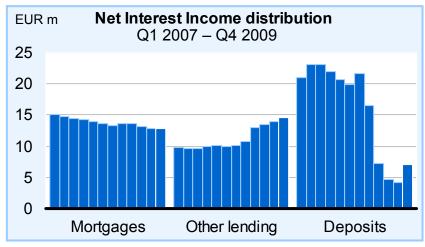
#### **Highlights**

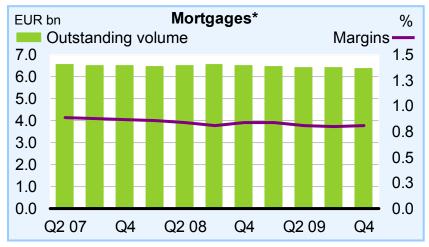
- Further efforts to improve the weak profitability were initiated but could not counteract the aggregated effects of recent macroeconomic development
- Annual income fell substantially as a result of low interest rates and weak demand for investment products
- Credit losses increased sharply as result of lower credit quality in parts of the retail portfolio and losses outside the core retail portfolio
- Deposit margins were affected by adjustments in internal pricing

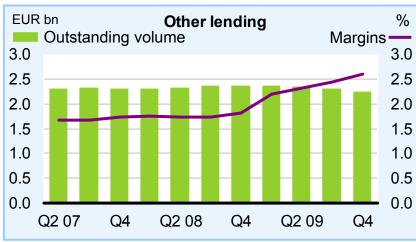


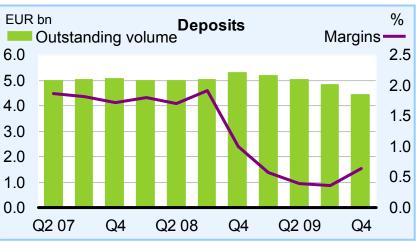
#### Net interest income and volumes

#### Retail Germany









Figures above present Mortgage, lending and deposits from private individuals and SME

<sup>\*</sup> Effected by amortizations on large historical sales volumes, partly sold through external sales organizations





| SEK m            | Jan – Dec 2009   | ∆ <b>200</b> 8 |
|------------------|------------------|----------------|
| Total income     | 2,827            | 13%            |
| Interest, net    | 994              | 97%            |
| Commission, n    | et 1,763         | -10%           |
| Total expense    | s -1,370         | 3%             |
|                  |                  |                |
| Profit bef. cred | dit losses 1,457 | 25%            |
| Credit losses, r | net -445         | 11%            |
| Operating prof   | fit 1,012        | 33%            |
| D = 0/           | 0=0              | 00.0           |
| RoE, %           | 25.8             | 20.3           |
| C/I              | 0.48             | 0.55           |
| Total lending    | 16,900           | -1%            |

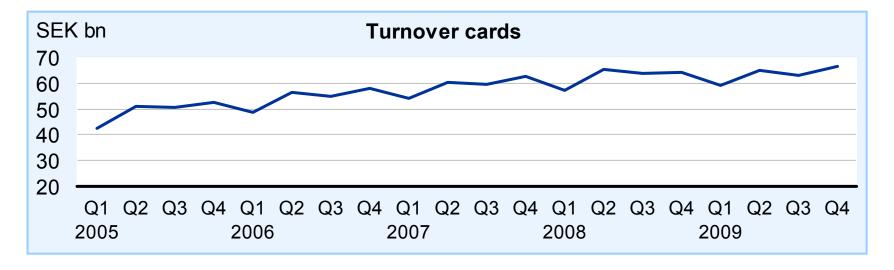
#### **Highlights**

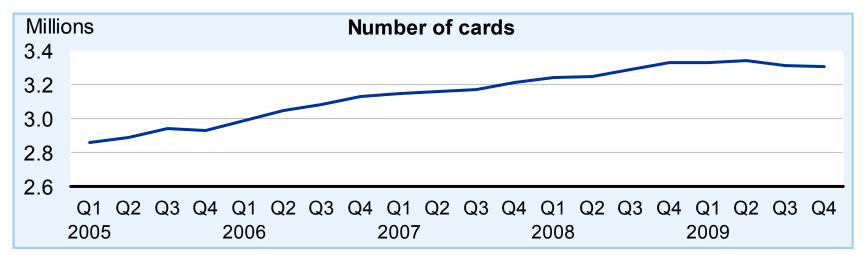


- Total turnover continued to grow, although at a lower pace than in past years
- With support from low funding costs
   SEB Cards generated its best annual income and profit to date
- Several initiatives for future growth were initiated, amongst them the launch of a consumer e-commerce portal "Back2u" in the fourth quarter
- Lower provisions for fraud and credit losses in Q4

#### **Cards**







## **Wealth Management**





#### Fredrik Boheman Head of Wealth Management

| SEK m         | Jan – Dec 2009 | ∆ <b>200</b> 8 |
|---------------|----------------|----------------|
| Total income  | 3,646          | -22%           |
| Interest, net | 598            | -33%           |
| Commission, i | net 2,955      | -20%           |
| Total expense | es -2,505      | -6%            |
| Operating pro | ofit 1,142     | -43%           |
| RoE, %        | 14.9           | 21.9           |
| C/I           | 0.69           | 0.57           |

#### **Highlights**

- Income below last year due to:
  - Lower performance-/ transaction fees
  - Base commission down as a result of a lower average volume and margin.
  - In addition Swing Prices\* provisions in Q4 accounts for SEK -185m
  - Decreased interest rate margin gives further negative impact
- Costs are down mainly due to lower bonus levels. Underlying expenses are up 3%
- Net sales up 25% to SEK 41.3bn (33.0bn)
- AuM SEK 1,275bn, +12% year-on-year
- Average AuM 2009 SEK 1,196bn, down by 2% compared to average AuM 2008

<sup>\*</sup> Pricing adjustment commonly used in Europe in order to protect long-term investors from costs generated by large in and outflows in funds.



### Share of income and result by area

Jan – Dec 2009; percent of total

Income
Total = SEK 3,646m



2008: 69% vs. 31%

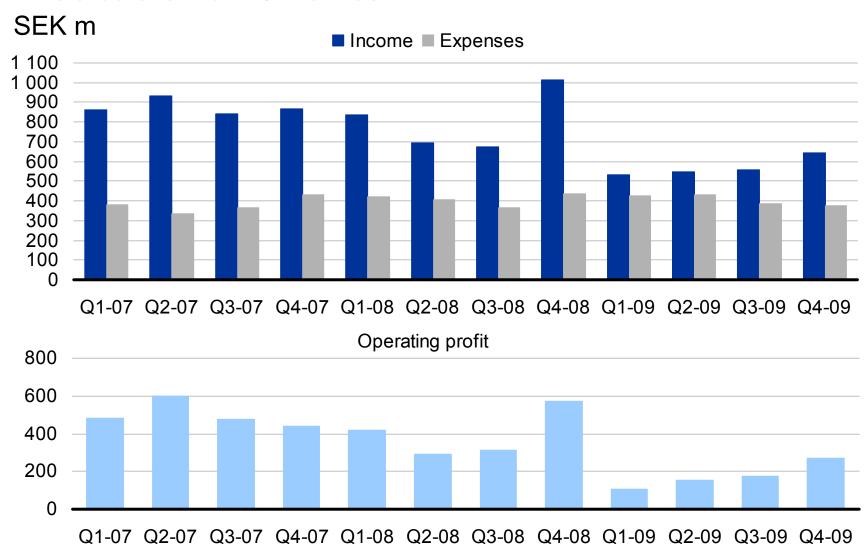
Operating profit
Total = SEK 1,142m



2008: 79% vs. 21%

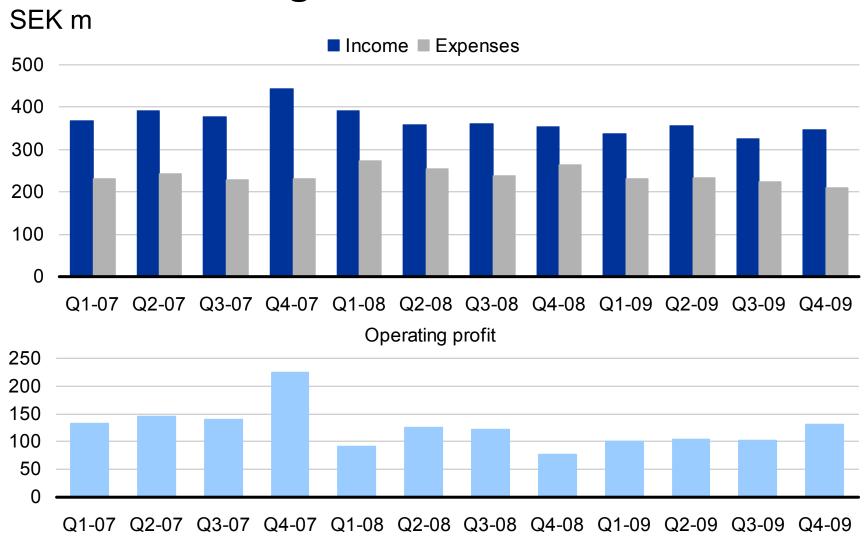


#### **Institutional Clients**





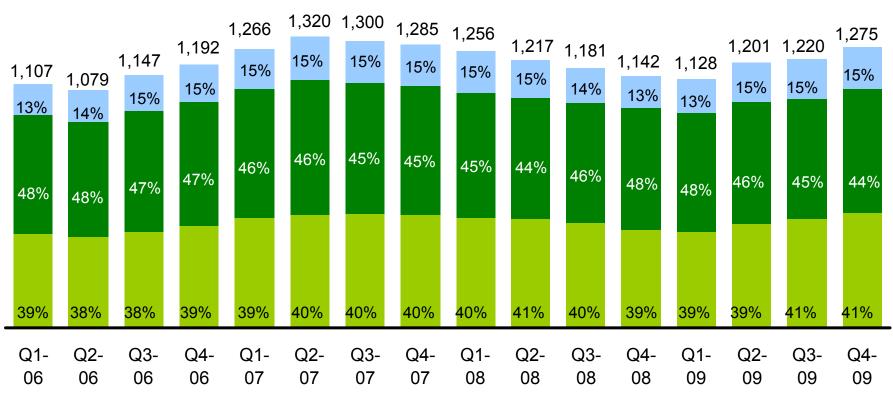
#### **Private Banking**





#### AuM per product type

Wealth Management, SEK bn

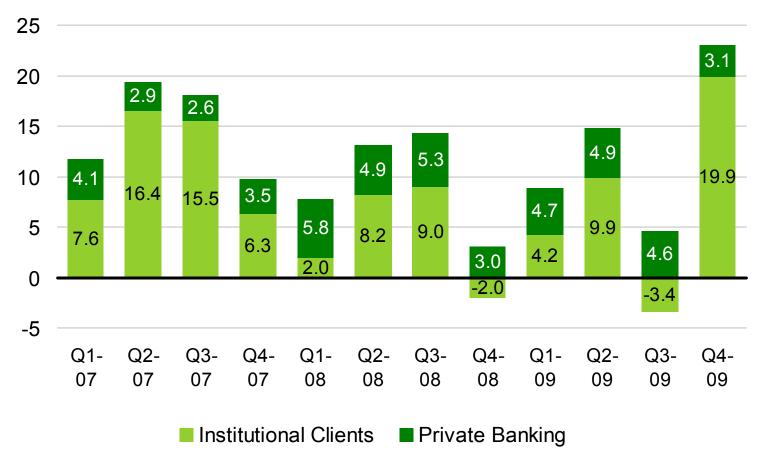


- Private Clients ex Mutual Funds
- Institutional Clients ex Mutual Funds
- Mutual Funds



### Total net sales per quarter

SEK bn



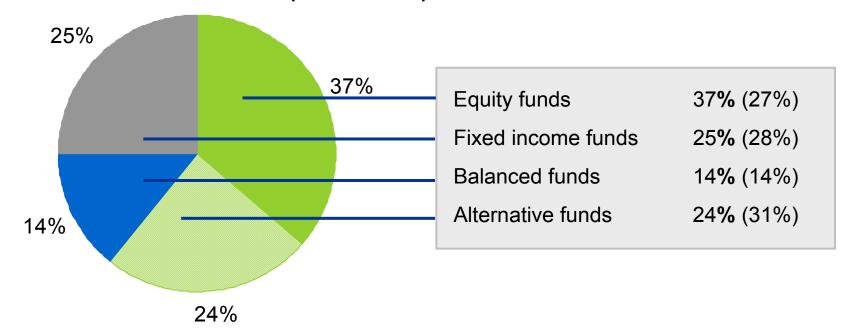
The figures are not eliminated. Restated for transfer of Foundations & Companies from PB to IC.



## Mutual funds per product type

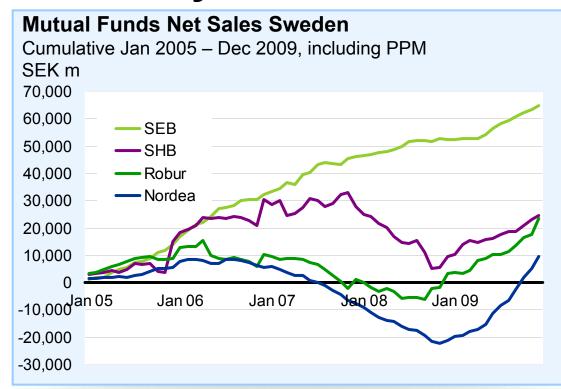
Wealth Management, Dec 2009 (Dec 2008)

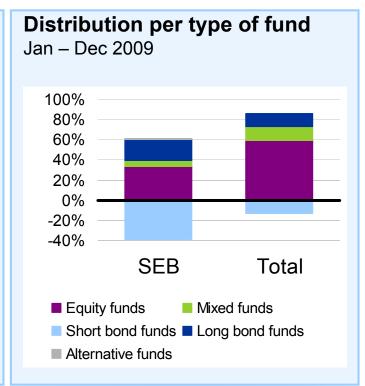
### **Total amount SEK 527bn (SEK 495bn)**





## **Activity level – Wealth**





| Net sales 2009    |             |
|-------------------|-------------|
| Type of funds     | SEB Ranking |
| Equity funds      | 1           |
| Long bond funds   | 1           |
| Alternative funds | 3           |
| Mixed funds       | 4           |
| Short bond funds  | 26          |

Source: Svensk Fondstatistik







Anders Mossberg
Head of Life

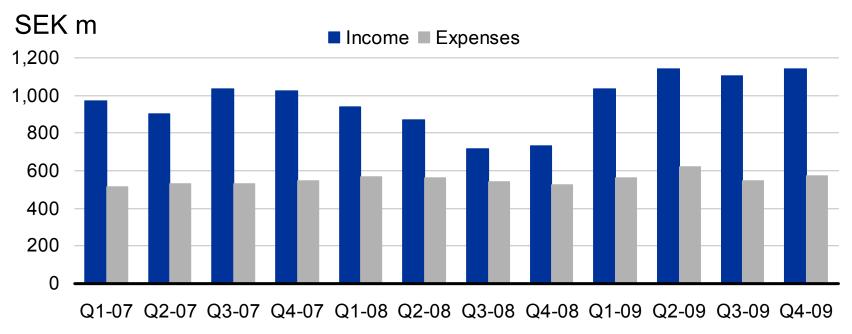
| SEK m                                | Jan –   | Dec 2009          | Δ 2008          |
|--------------------------------------|---------|-------------------|-----------------|
| Total incom                          | е       | 4,425             | 36%             |
| Total expen                          | ses     | -2,310            | 5%              |
| Operating                            | profit  | 2,115             | 99%             |
| Change in s<br>values, net           | surplus | 900               | -9%             |
| Business r                           | esult   | 3,015             | 47%             |
| RoE, %                               |         | 27.4              | 12.5            |
| C/I ratio                            |         | 0.52              | 0.67            |
| values, net <b>Business r</b> RoE, % | ·       | <b>3,015</b> 27.4 | <b>47%</b> 12.5 |

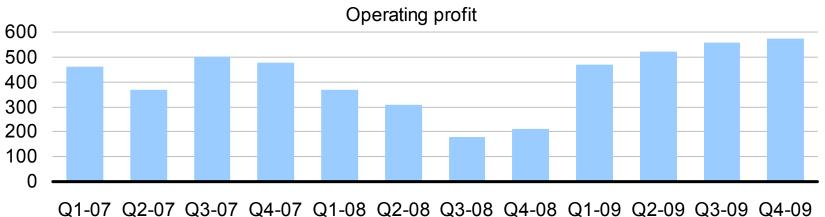
### **Highlights**

- Higher sales and premium income
- Operating profit doubled compared with 2008 supported by a positive trend in market values and recovery of provisions for guarantees in 2009
- Best yearly operating profit to date
- Profit growth in all business areas
- Surplus value increased with SEK 2.1bn to SEK 13.7bn



## Life







## Share of income and profit by area

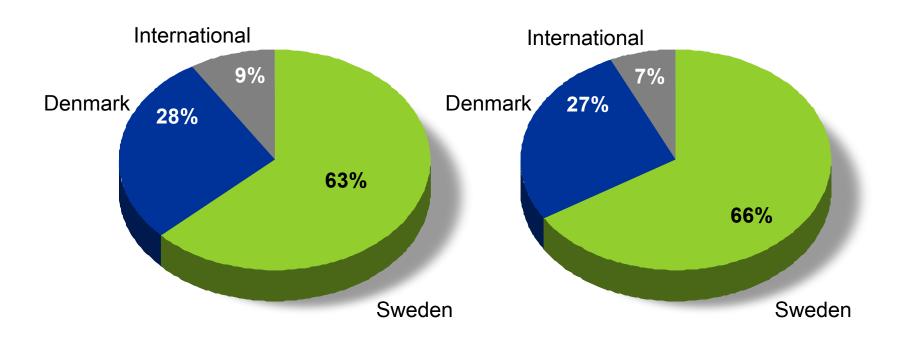
Life, Jan – Dec 2009, per cent of total

Income

Total = SEK 4,425m

Operating profit

Total = SEK 2,115m

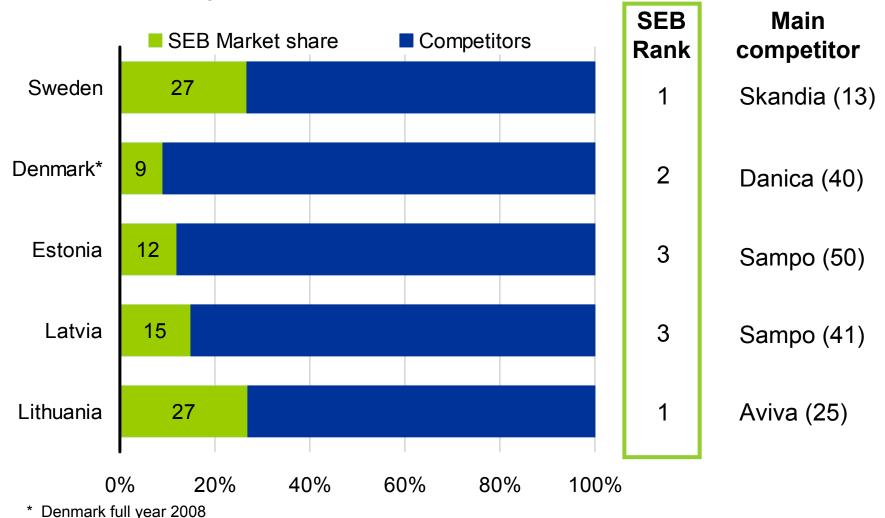


Sweden including central functions etc



## Market position by profit area

Market shares, gross premium income, Unit-linked insurance (%, 2009)

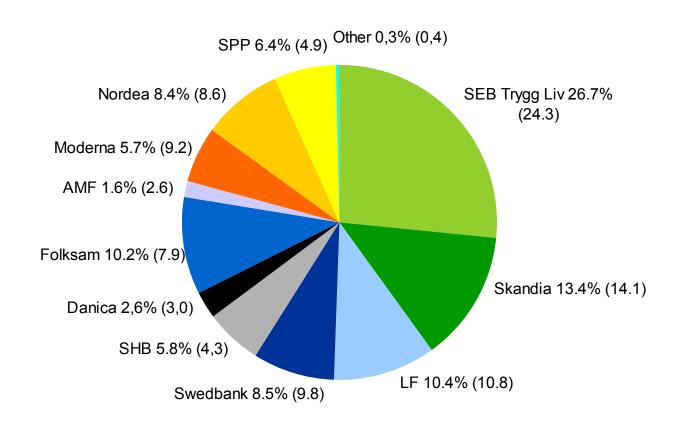


<sup>78</sup> 



## Market shares Sweden, per cent

Unit-linked new business, 12 months to December 2009 (December 2008)



Source: Swedish insurance federation





Life, SEK m

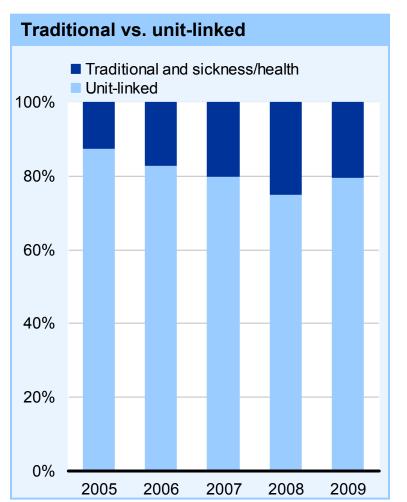
|                                 | Jan – Dec 2009 | Jan – Dec 2008 | Change |
|---------------------------------|----------------|----------------|--------|
| Unit linked                     | 40,399         | 36,638         | 10%    |
| Traditional and Sickness/health | 10,267         | 12,185         | -16%   |
|                                 | 50,666         | 48,823         | 4%     |

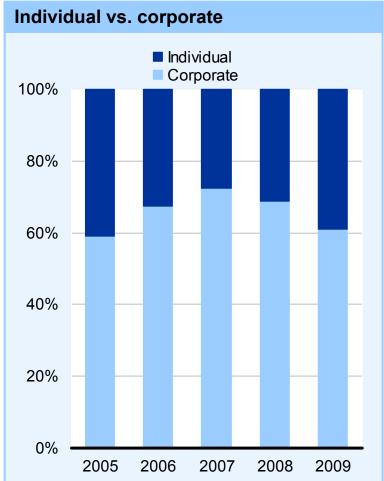
Note: SPE = Single premiums plus regular premiums times ten



## SEB

### Life including the Baltics from 2006



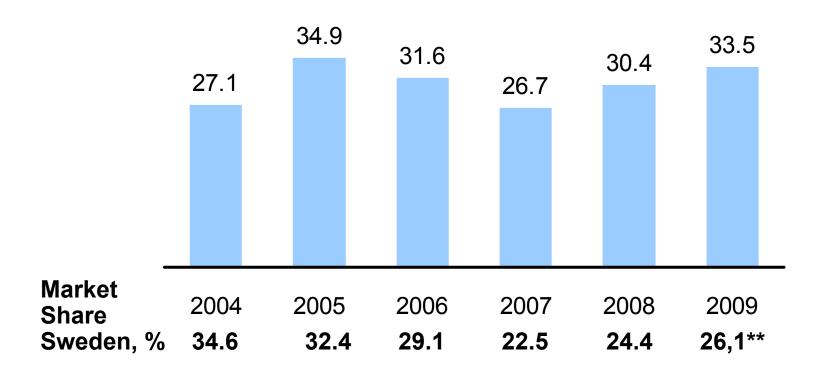


Note: SPE = Single premiums plus regular premiums times ten



## **Unit-linked insurance sales**

Sweden\* sales volumes weighted, SEK bn



<sup>\*</sup>Including Swedish customers of the Irish subsidiary

<sup>\*\* 12</sup> months to September 2009



## **New business profit**

Life (2005-2006 only Swedish market), SEK m

|                                    | Full year<br>2009 | Full year<br>2008 | Full year<br>2007 | Full year<br>2006 | Full year 2005  |
|------------------------------------|-------------------|-------------------|-------------------|-------------------|-----------------|
| New sales (single/10+regular)      | 4,026             | 3,858             | 3,689             | 3,345             | 3,678           |
| Net present value Acquisition cost | 1,492<br>-916     | 1,598<br>-879     | 1,775<br>-901     | 1,788<br>-970     | 1,924<br>-1,116 |
| New business profit                | 576               | 719               | 874               | 818               | 808             |
| Margin, %<br>Swedish market        | 14.3<br>16.2      | 18.6<br>20.8      | 23.7<br>22.9      | -<br>24.5         | 22.0            |



### **Embedded value**

Life Holding group, SEK m

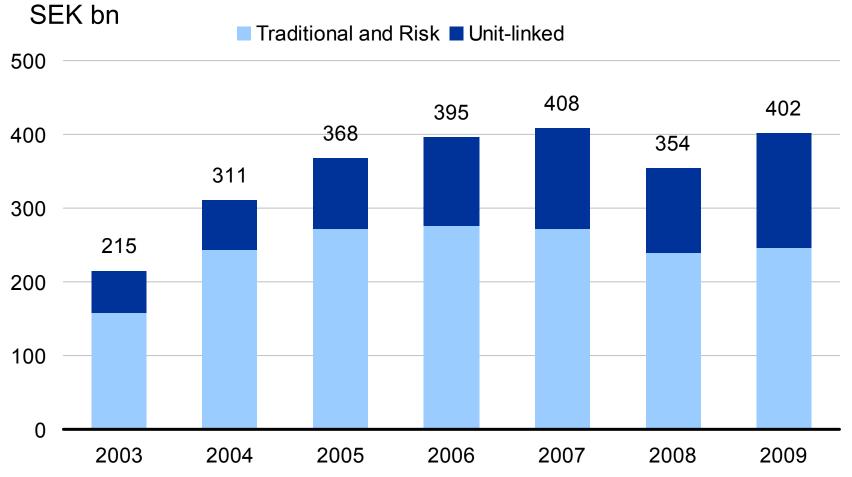
|                  | Dec<br>2009 | Dec<br>2008 | Dec<br>2007 | Dec<br>2006 | Dec<br>2005 |
|------------------|-------------|-------------|-------------|-------------|-------------|
| Equity *         | 8,594       | 8,827       | 8,836       | 8,450       | 7,696       |
| Surplus value ** | 13,656      | 11,549      | 14,496      | 12,872      | 10,765      |

<sup>\*</sup> Dividend paid; <u>2009</u>: -1,850 <u>2008</u>: -1,275 <u>2007</u>: -1,150 <u>2006</u>: -400.

<sup>\*\*</sup> Value of in-force business; Net of DAC

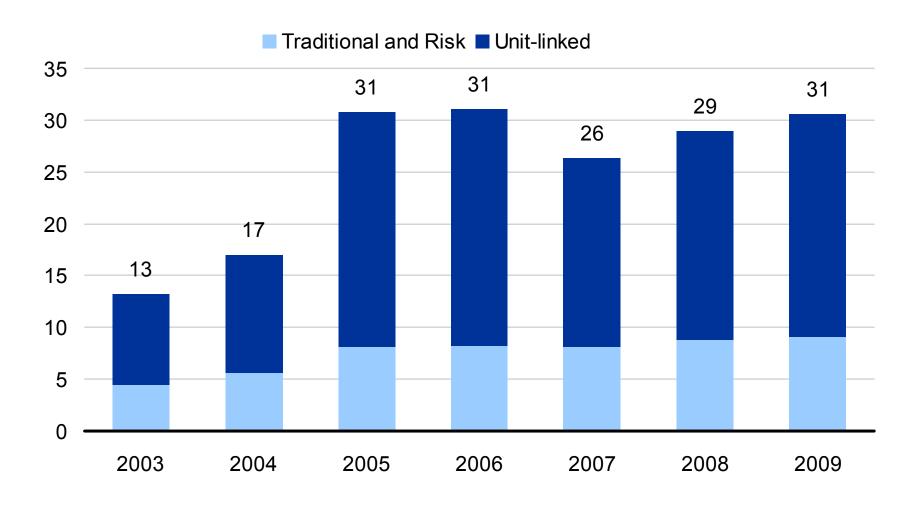


# Life, assets under management (net assets)





## Life, premium income gross SEK bn



### **Baltic**





Martin Johansson Head of Baltic

| SEK m Jan                                 | n – Dec 2009  | ∆ <b>200</b> 8 |
|---|---------------|----------------|
| Total income                              | 3,794         | -21%           |
| Interest, net                             | 2,679         | -25%           |
| Commission, net                           | 934           | -1%            |
| Expenses excl go                          | odwill -2,290 | 11%            |
| Impairment Goodw<br>Profit bef. credit le | •             |                |
| Credit losses, net                        | -9,569        |                |
| Operating profit                          | -10,363       |                |
| RoE, %                                    | Neg           | 8.0            |
| C/I (excl. Impairment Go                  | odwill) 0.60  | 0.43           |

### **Highlights**

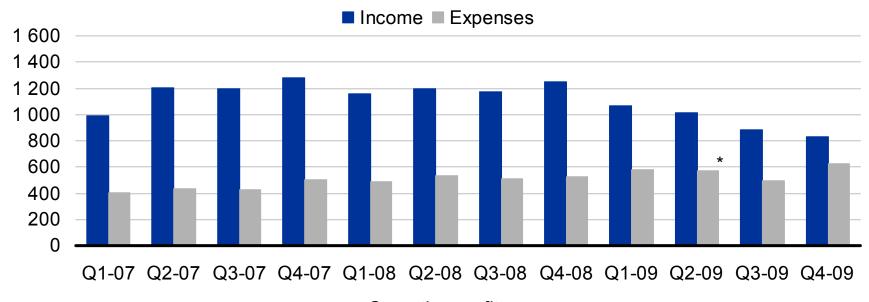
- Private customers rank SEB no 1 bank in the Baltic region\*
- Around half of NII decrease relates to drop in deposit margins
- One-off costs of SEK 120m in Q4 relating to compensation to investors in TR Majad 2007 bond
- Q4 efficiency programme included branch rationalisation, headcount reductions and salary cuts. Impact will show from Q1 2010
- Intense work-out yielding result according to plan
- 10 point action plan develops according to plan

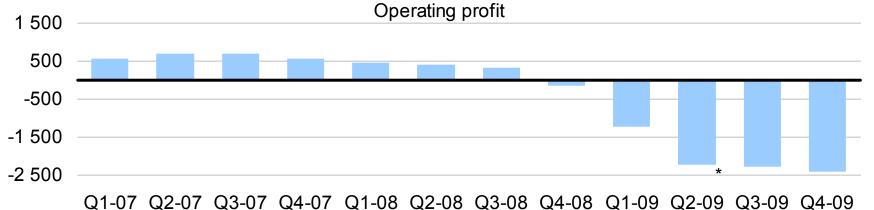
<sup>\*</sup> EPSI official ranking survey in Nov 2009

### **Baltic**









<sup>\*</sup> Adjusted for goodwill write-down in Q2 2009

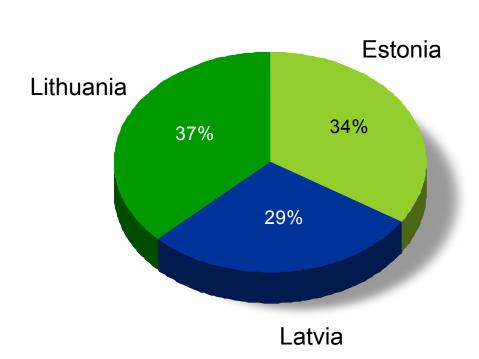


## Share of income and result by area

Jan – Dec 2009, per cent of total

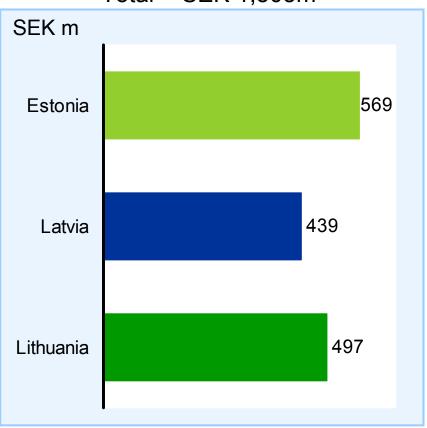
Income

Total = SEK 3,794m



## Operating profit before credit losses and goodwill impairment

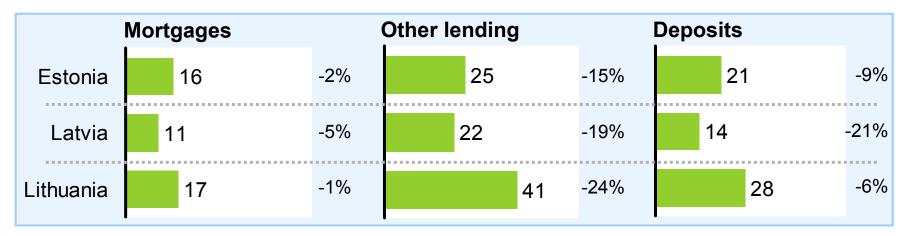
Total = SEK 1,505m

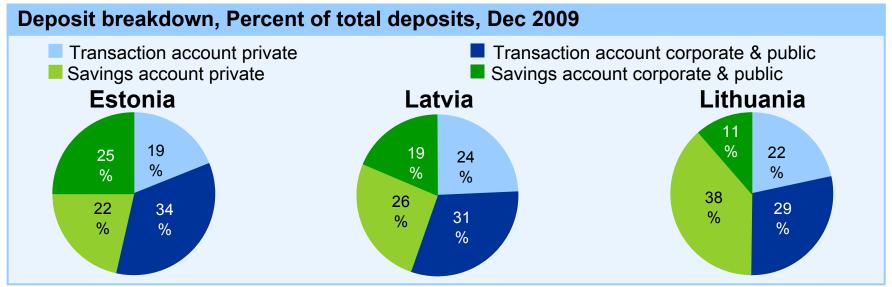




## Business volume development by area

SEK bn Q4 2009 change vs. Q4 2008 (local currency)

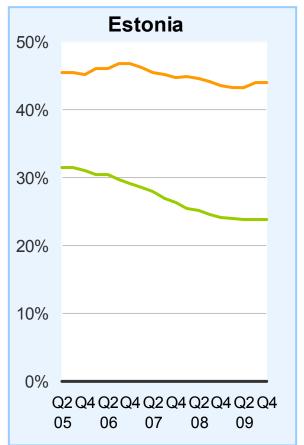


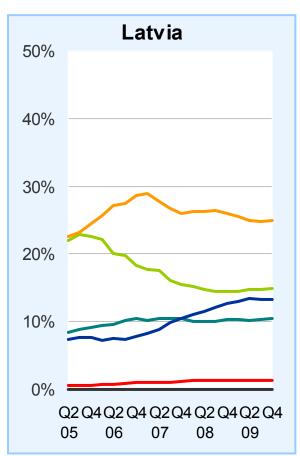


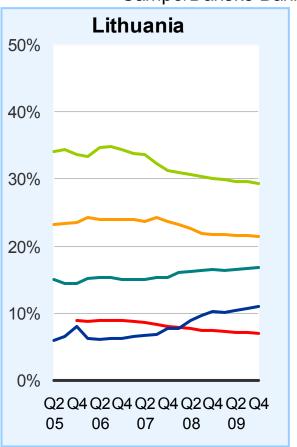
## SEB Baltic Lending market shares — SEB

Per cent, Q1 2005 - Q4 2009









Source: Bank of Estonia, Association of Latvian Banks, Association of Lithuanian Banks, SEB



## The Baltic 10 point action plan is on target

"Secure the area"



Area

- 1 Risk management
- 2 Distressed assets

"Model upgrade"



- 3 Credit skills
- 4 Integration
- 5 Target marketing
- 6 Business culture
- Restore C/I

"Back on the road"



- 8 New revenues
- 9 Customer loyalty
- 10 The best employer

#### Achieved so far

- Well working remedial process
- Real estate Holding Companies ("RHCs") up and running
- Increased confidence on risk and expected credit losses over this down cycle
- Significant focus on compliance and business culture training in a changing environment
- Cost right-sizing implemented in Q4 2009, with impact to be seen from Q1 2010
- Step change in collaboration between Baltic countries to capture further synergies

### **Baltic Estonia**



| SEK m                        | Jan – Dec 2009     | 9 <b>A 2008</b> |
|------------------------------|--------------------|-----------------|
| Total income                 | 1,294              | 4 -7%           |
| Interest, net                | 910                | 6 -2%           |
| Commission, n                | net 31:            | 5 -4%           |
| Expenses exc                 | goodwill -72       | 5 26%           |
| Impairment go                | odwill -66         | 9               |
| Profit bef. cre              | dit losses -10     | 0               |
| Credit losses, i             | net -1,19          | 5 136%          |
| Operating pro                | fit -1,29          | 5               |
| RoE, %                       | Neg                | j. 8.1          |
| C/I (excl Impairme           | ent Goodwill) 0.56 | 0.41            |
| Total lending Total deposits | 40,600<br>21,400   |                 |

#### **Highlights**

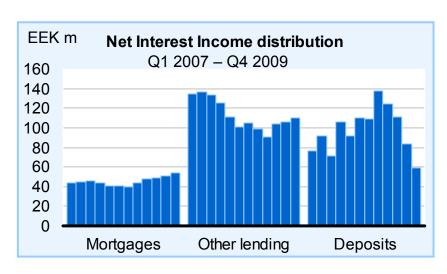
- Total income holding up relatively well given economic sentiment
- Euro adoption in January 2011 seems increasingly likely
- Investors in TR Majad 2007 bond fully compensated for principal and interest
- SEB ranked no 1 by private customers\*

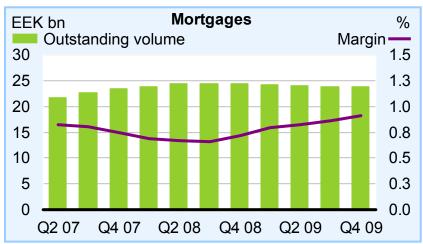
<sup>\*</sup> EPSI official ranking survey in Nov 2009

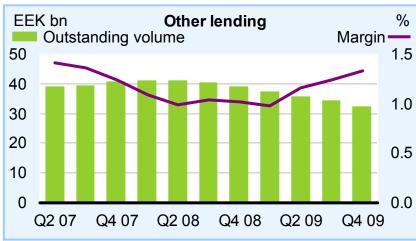


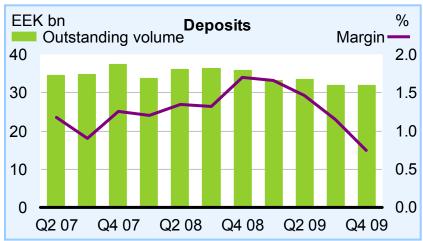
### Net interest income and volumes

Baltic Estonia, EEK









## **Baltic Latvia**



| SEK m J              | an – Dec 2009  | Δ <b>2008</b> |
|----------------------|----------------|---------------|
| Total income         | 1,092          | -14%          |
| Interest, net        | 850            | -17%          |
| Commission, net      | 212            | 6%            |
| Expenses excl g      | oodwill -653   | 4%            |
| Impairment good      | will -405      |               |
| Profit bef. credit   | losses 34      |               |
| Credit losses, net   | t -3,128       |               |
| Operating profit     | -3,095         |               |
| RoE, %               | Neg            | 4.2           |
| C/I (excl Impairment | Goodwill) 0.60 | 0.49          |
| Total lending        | 32,300         | -22%          |
| Total deposits       | 14,000         | -26%          |

### **Highlights**

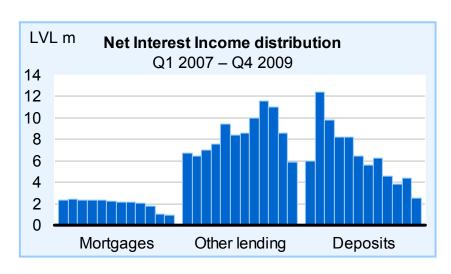
- Relative stability after budget approval in Parliament and IMF support reflected in rapid reduction of interbank rates
- SEB ranked no 1 by private customers\*
- Mortgage, other lending and deposit volumes all reduced in 2009

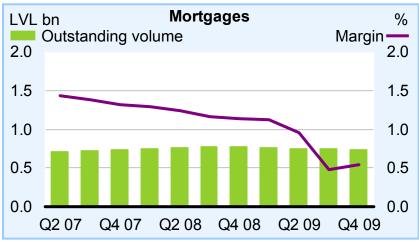
<sup>\*</sup> EPSI official ranking survey in Nov 2009

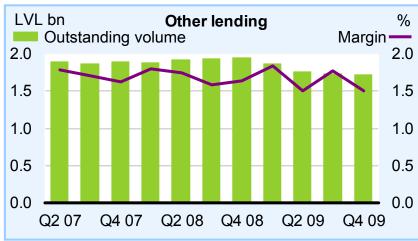


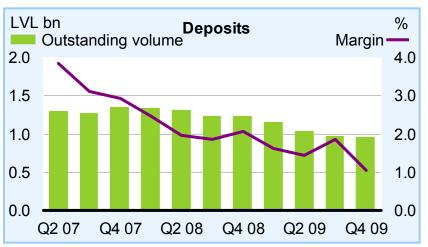
### Net interest income and volumes

Baltic Latvia, LVL









## **Baltic Lithuania**



| SEK m              | Jan - Dec 2009     | <b>∆ 2008</b> |
|--------------------|--------------------|---------------|
| Total income       | 1,408              | -33%          |
| Interest, net      | 914                | -43%          |
| Commission, n      | et 406             | -3%           |
| Expenses exc       | goodwill -911      | 6%            |
| Impairment god     | odwill -1,208      |               |
| Profit bef. cred   | dit losses -711    |               |
| Credit losses, r   | net -5,246         |               |
| Operating pro      | fit -5,973         |               |
| RoE, %             | Neg                | 10.6          |
| C/I (excl Impairme | ent Goodwill) 0.65 | 0.40          |
| Total lending      | 58,400             | -23%          |
| Total deposits     | 28,500             | -12%          |

### **Highlights**

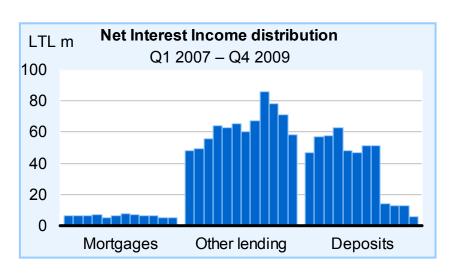
- Even more substantial impact on income from collapse in deposit margins than Estonia and Latvia
- Best employer in Lithuania 2009
- Ranked no 2 by private customers\*

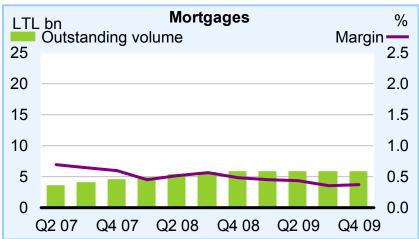
<sup>\*</sup> EPSI official ranking survey in Nov 2009

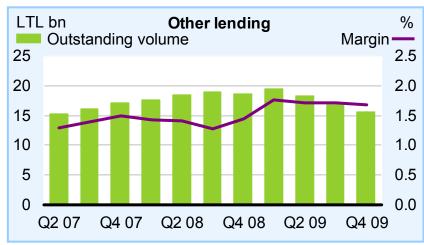


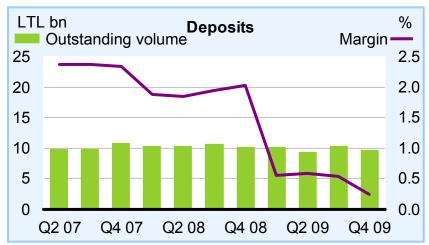
### Net interest income and volumes

Baltic Lithuania, LTL











## Macro Update



## Macro forecasts per country

| SEB Forecasts | GDP (%) |        |       | Inflation (%) |      |       |       |       |
|---------------|---------|--------|-------|---------------|------|-------|-------|-------|
|               | 2008    | 2009   | 2010F | 2011F         | 2008 | 2009  | 2010F | 2011F |
| Denmark*      | -0.9    | -5.1   | 1.4   | 1.8           | 3.6  | 1.1   | 1.5   | 1.8   |
| Finland*      | 1.2     | -7.8   | 2.5   | 2.7           | 3.9  | 1.6   | 1.6   | 2.1   |
| Norway        | 1.8     | -1.5   | 2.3   | 2.4           | 3.8  | 2.1   | 2.4   | 2.0   |
| Sweden        | -0.5    | -4.7   | 3.1   | 2.7           | 3.4  | -0.3  | 1.3   | 2.4   |
| Germany*      | 1.3     | -5.0   | 2.1   | 2.2           | 2.8  | 0.2   | 0.9   | 0.7   |
| Euro zone*    | 0.6     | -4.0   | 1.7   | 2.0           | 3.3  | 0.3   | 8.0   | 0.8   |
| Estonia*      | -3.6    | -14.1  | 2.0   | 5.0           | 10.6 | 0.2   | 2.0   | 4.0   |
| Latvia*       | -4.2    | -18.4  | -3.0  | 4.0           | 15.4 | 3.4   | -2.5  | 1.5   |
| Lithuania*    | 2.8     | -15.0  | 1.0   | 4.0           | 11.1 | 4.2   | 0.0   | 2.0   |
| Russia        | 5.9     | -7.7** | 5.0   | 4.5           | 14.1 | 11.7* | * 8.0 | 7.5   |
| Ukraine       | 2.7     | -15.3  | 2.5   | 4.5           | 25.2 | 16.0  | 12.0  | 10.0  |

Negative revisions

Sources: National statistical agencies, SEB Economic Research

Positive revisions

<sup>\*</sup> Harmonised consumer price index

<sup>\*\*</sup> Forecast