

Result by geography – January-March 2010

SEB offers universal banking services in Sweden, Germany and the Baltic countries- Estonia, Latvia and Lithuania. It also has a local presence in the other Nordic countries, Ukraine and Russia and has a global presence through its international network in another 10 countries.

- Low policy rates continues to negatively affect deposit margins
- High client activity in Private Banking, Asset Management and Life
- Improved asset quality across the borders; lower provisions for credit losses in the Baltic countries

Comments on the first quarter

Income in all countries was lower in comparison to the first quarter of 2009, mainly due to the exceptional market circumstances that prevailed a year ago. In general, costs were lower following staff reductions during last year. Overall, provision for credit losses decreased.

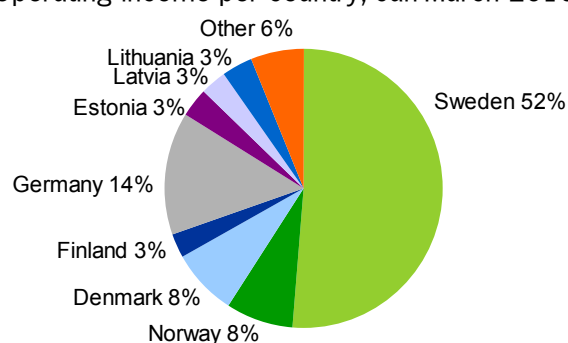
In *Sweden*, SEB's operating profit improved due to lower staff costs and decreased provisions for credit losses. Costs related to the impairment of goodwill for Ukraine of SEK 594m was booked in 2009. Activity levels in Private Banking, Asset Management and Life were high with strong development of net sales. These areas benefited from higher asset values. Corporate activity in general was subdued while mortgage lending increased by 14 per cent compared with March 2009.

In *Denmark*, SEB improved the position as one of the top three corporate banks. The life operations continued to grow the corporate pension savings whereas the private pension savings decreased. Wealth Management significantly improved its performance following a more efficient organisation combined with stronger equity markets. As capital markets income in Merchant Banking was lower than a year ago, operating profit in Denmark decreased by 2 per cent year-on-year in local currency.

Also in *Finland*, Wealth Management improved its operating profit while Merchant Banking was negatively impacted by lower trading income. In terms of quality, Finnish corporate customers rate SEB as top two and further investments will be made to transform the business from an advanced product provider to a long-term core relationship bank. Operating profit fell by 37 per cent in local currency.

In *Norway*, the first quarter was quiet in terms of major

Operating income per country, Jan-March 2010



corporate transactions and refinancing M&A. Loan market activity increased towards the end of the quarter.

According to the recent market survey, SEB has gained a clear top three position in the Norwegian corporate banking market. SEB Enskilda regained the No.1 position in terms of market share on Oslo Stock Exchange in March. Operating profit decreased by 30 per cent in local currency.

In *Germany*, Merchant Banking increased its client activities but capital markets income was lower. Income in Wealth Management increased. In Retail Banking negative effects from the continued low market interest rates were offset by higher net commission income, e.g. increased insurances sales. Operating profit was EUR -6.3m compared to EUR 15.3m a year ago.

SEB's operations in the *Baltic* region is materially affected by the economic development as described on pages 15-16.

In *Ukraine* and *Russia*, provisions for credit losses amounted to SEK 77m and SEK 0.3m, respectively.

Distribution by country Jan - Mar	Total operating income			Total operating expenses			Operating profit		
	2010	2009	%	2010	2009	%	2010	2009	%
Sweden	4 824	5 663	-15	-3 492	-4 447	-21	1 140	931	22
Norway	726	937	-23	-335	-306	9	340	559	-39
Denmark	724	801	-10	-380	-399	-5	318	357	-11
Finland	254	372	-32	-101	-99	2	150	261	-43
Germany	1 331	1 649	-19	-1 235	-1 366	-10	-58	182	-132
Estonia	315	370	-15	-197	-202	-2	-33	-64	-48
Latvia	297	467	-36	-141	-209	-33	-418	-426	-2
Lithuania	322	545	-41	-211	-265	-20	-595	-504	18
Other countries and eliminations	579	626	-8	-275	49		231	506	-54
Total	9 372	11 430	-18	-6 367	-7 244	-12	1 075	1 802	-40

Goodwill impairments for holdings in Ukraine affected operating expenses and profit in Sweden by SEK 0.6bn in Q1 2009.