



Investor Presentation  
3 May 2006

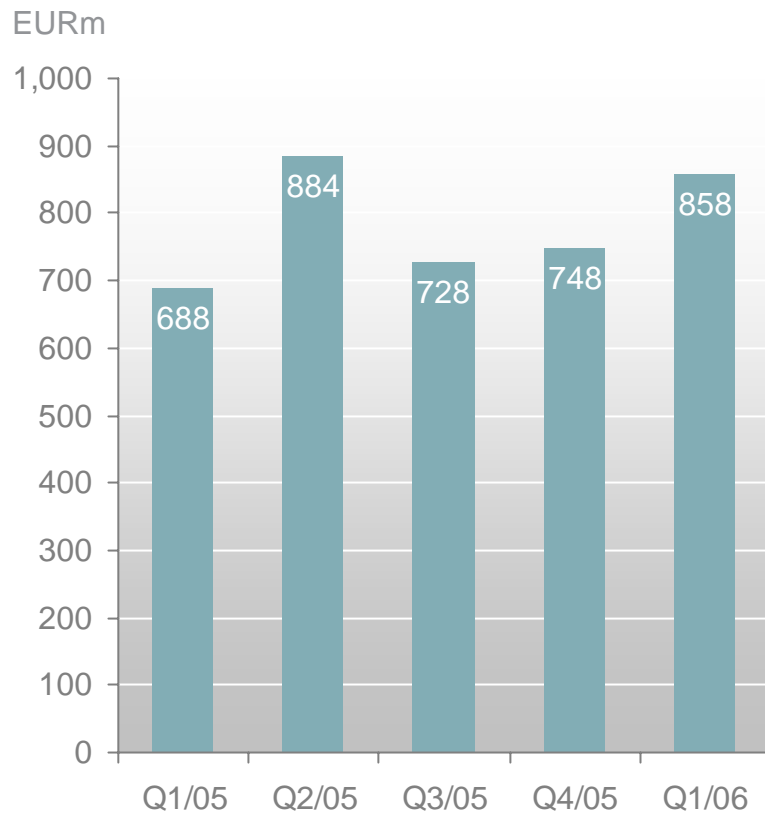


CEO Presentation

## Keeping the momentum - delivering ahead of financial targets

- Operating profit in Q1 2006 increased by 25% compared to Q1 2005 to EUR 858m
- Gap between revenue and cost growth 8 percentage points
- Revenues increased by 11% to EUR 1,759m
- Costs increased by 3% to EUR 933m
- Cost/Income ratio continued to improve and reached 53% (57%)
- Net profit increased by 34% to EUR 665m
- Return on equity 20.0% (15.8%)

# Operating profit – very strong business momentum



## YoY

- Up 25%
- Strong revenue growth in all business areas
- Firm cost management
- Focus on profitable growth
  - RoE 20%
  - Net profit up 34%

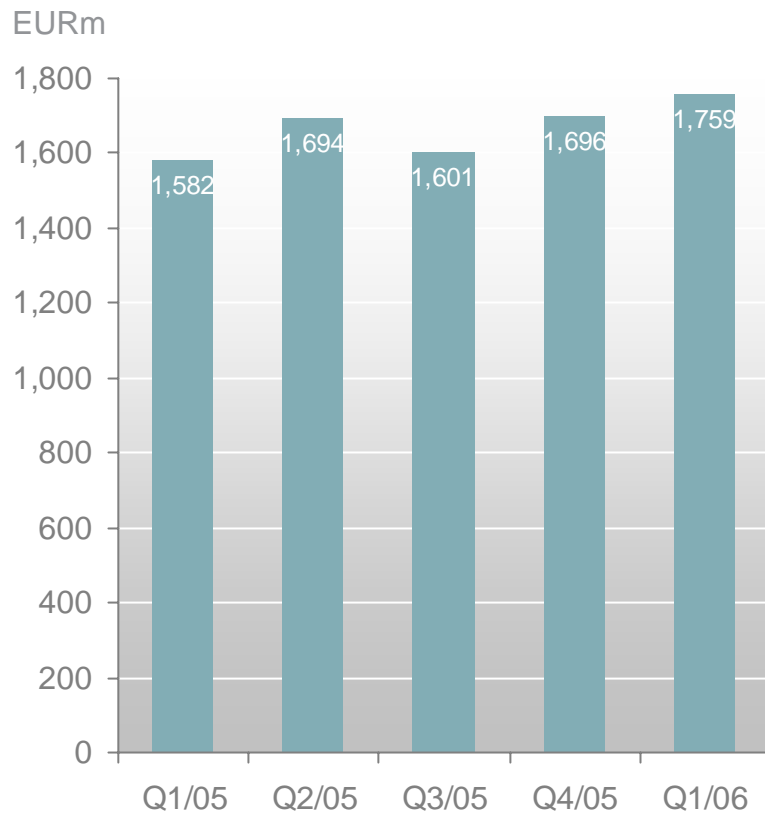
## QoQ

- Up 15%

## Growth strategy and business model pay off – profitable growth in business volumes

- Strong sales to both corporate and personal customers – lending up 12%
- Strategic focus on the savings area increasingly visible – Assets under management up 18% and deposits up 8%
- New written premiums in Life up 23%
- Strong growth in sale of Markets' products – targeted activities towards small and medium-sized Nordic corporates

# Continued growth in operating income



YoY

- Up 11%
- Increased focus on top line growth
  - strong volume growth continues
- Increased income from advisory services
  - Long-term savings
  - Markets-related products
- Strong increase in commission income and net/gains losses

# Improved sales focus increases business volumes across business areas

- Strong lending growth adding approx. EUR 60m in revenues (YoY)
  - lending up 12% to EUR 191bn
  - driven by mortgages, SME lending, consumer finance, Shipping, Poland & Baltics
- Strong growth in long-term savings, adding approx. EUR 65m in revenues (YoY)
  - AuM increased 18% to EUR 154bn
    - AuM in Private Banking +24%, Nordic retail funds +23%, Life +15%
    - revenues in Asset Management up 27%, premiums in Life up 23%
  - Deposits up 8%
- Strong pick-up in customer-driven revenues in Markets - adding approx. EUR 55m in revenues (YoY)
  - total revenues in Markets up 35% to EUR 207m
  - strongest increase in structured products
  - stable increase also for bread and butter capital markets business, eg. F/X, MM

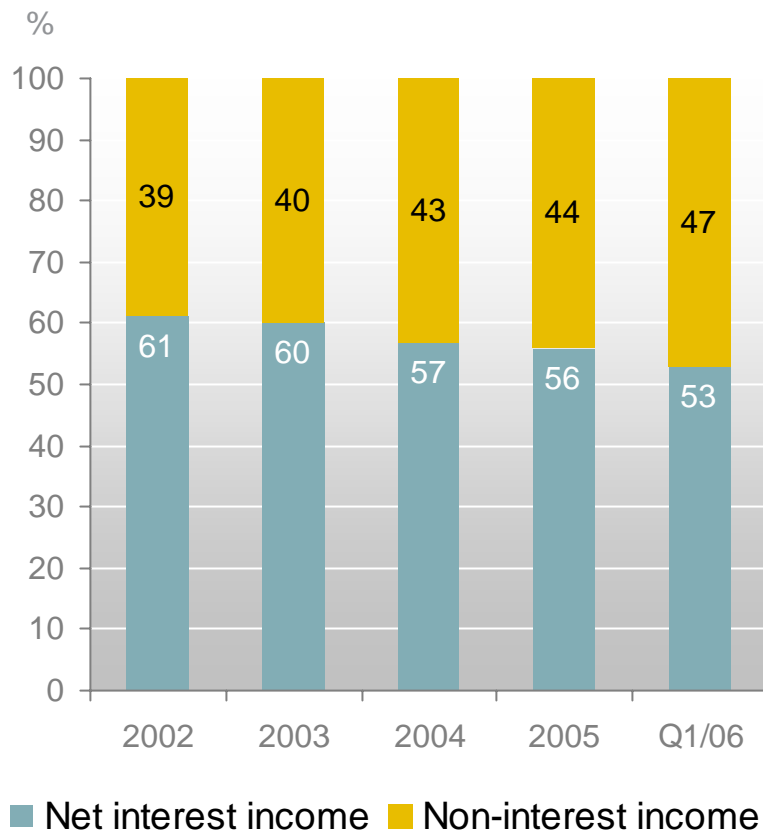
## Volume growth more than compensates margin pressure

	<u>YoY</u>	<u>QoQ</u>
Lending, total	12%	1%
– Mortgage lending	14%	2%
– Consumer lending*	8%	2%
– SME lending	11%	1%
– CIB lending	4%	-1%
Deposits, total	8%	-2%
– Household deposits	7%	0%
– SME deposits	11%	-2%
– CIB deposits	-4%	-4%

\* Retail consumer lending (collateralised + non-collateralised consumer lending)

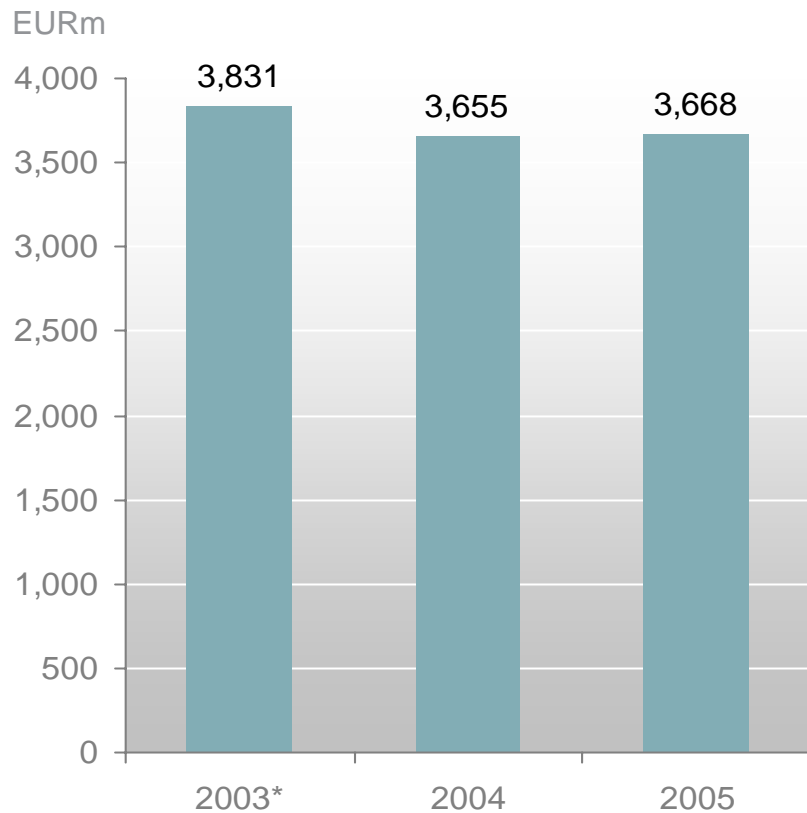


# Increased focus on advisory services – higher share of income being non-interest income



- Increasing proportion of non-interest income
  - still net interest income up 3% YoY
- In line with strategy
- Individual customer-focused advice and product offering increasingly important
- A more capital efficient way to finance growth in earnings
- Risk diversification

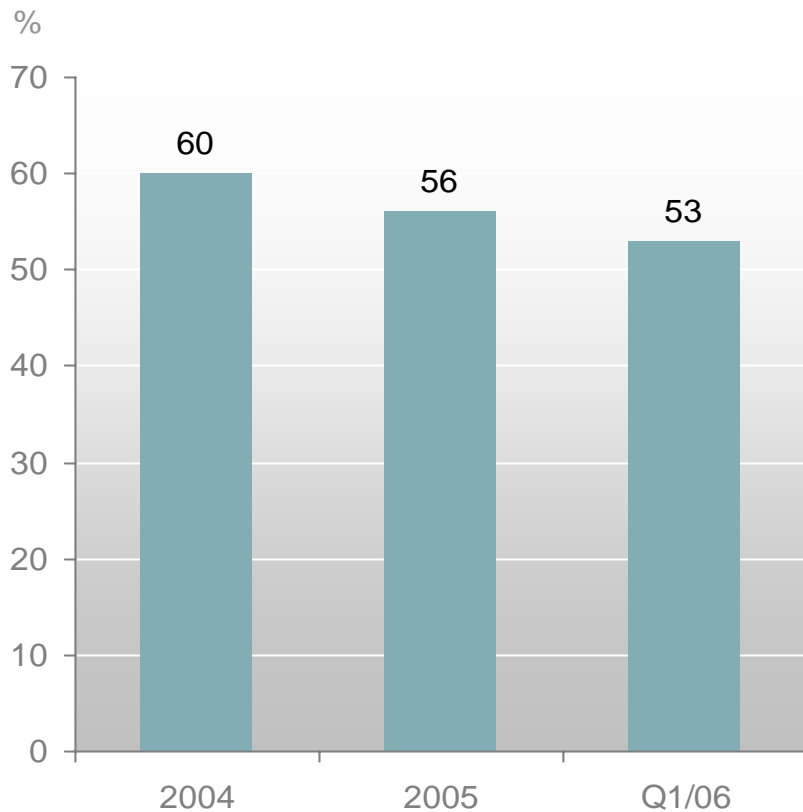
# Cost management culture firmly established in Nordea



- Costs down 7% 2002-2005
- Nordea accepts a moderate increase in costs in the present strong market environment
  - to capture profitable growth opportunities
  - Nordea has flexibility and ability to adjust accordingly if macro environment changes

\* Not restated to IFRS

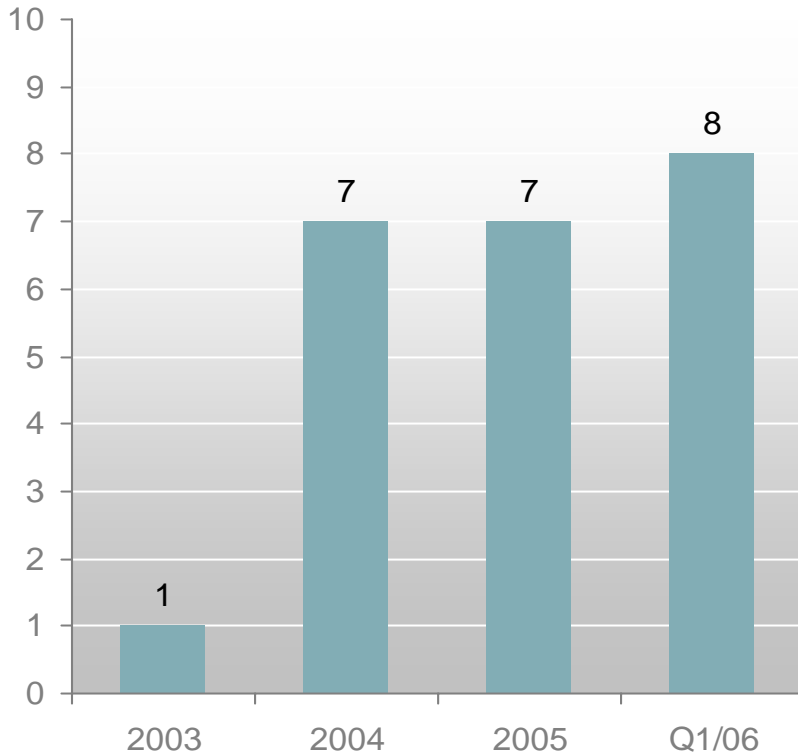
## Cost/income ratio continues downwards



- Continued down to 53% in Q1
  - income up 11%
  - costs up 3%
- Continuous efficiency improvements
- Delivery in line with financial targets

# Widened gap between income and cost development

Percentage points



- Increased efficiency when delivering top line growth
- Capture profitable revenue opportunities
- Cost reductions were the main driver for bottom line growth 2003-2004
- Top line increasingly contributing
- Maintaining a gap secures delivery of net profit and RoE

# Margin pressure continues – in a limited part of the business

- Competition continues to put pressure on margins in certain parts of the business
  - Mortgage lending – approx. 9% of Nordea's revenues in Q1
    - YoY margins on average down 17bp
    - margins on new lending below average book margins
    - QoQ largely unchanged average margins
    - Nordea benefitting from geographical diversification
  - Corporate lending – approx. 16% of Nordea's revenues in Q1
    - continuous pressure on margins following competition as well as improved corporate ratings
- Nordea's strategy is not being price leader on specific products but rather providing attractive customer programmes – based on cross-selling

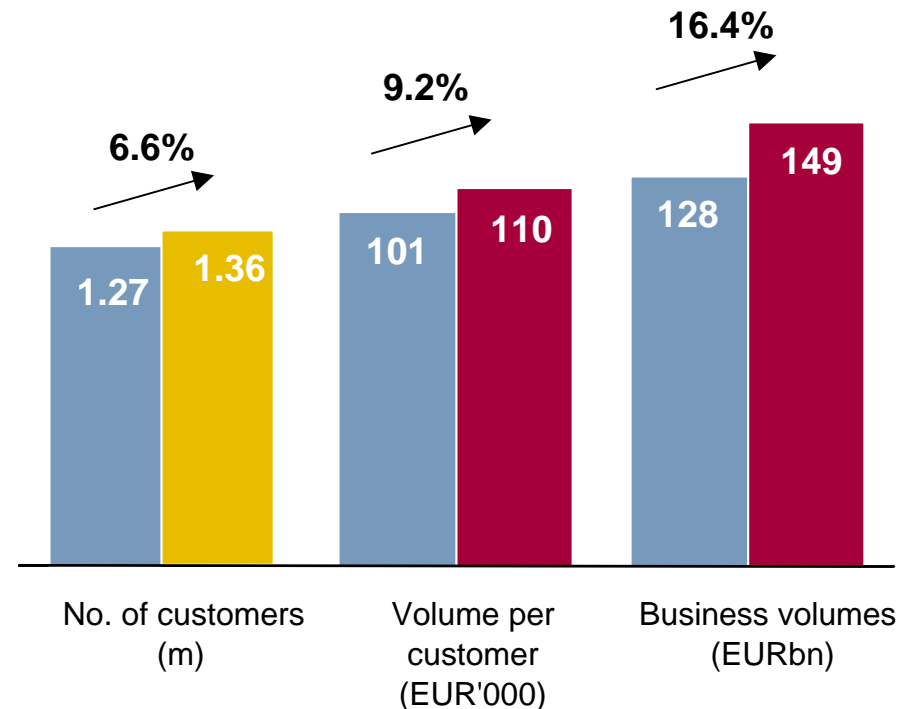
## Key growth areas

- Accelerate market position within consumer credits
  - including cards
- Continue to leverage on strong position within long-term savings
- Harness Nordea's leading position in capital markets – leveraging Nordea's customer base
- SME banking provides opportunities
- Use the mortgage product as a connecting point with the customer
- Further position Nordea successfully in the Baltics, Poland and Russia

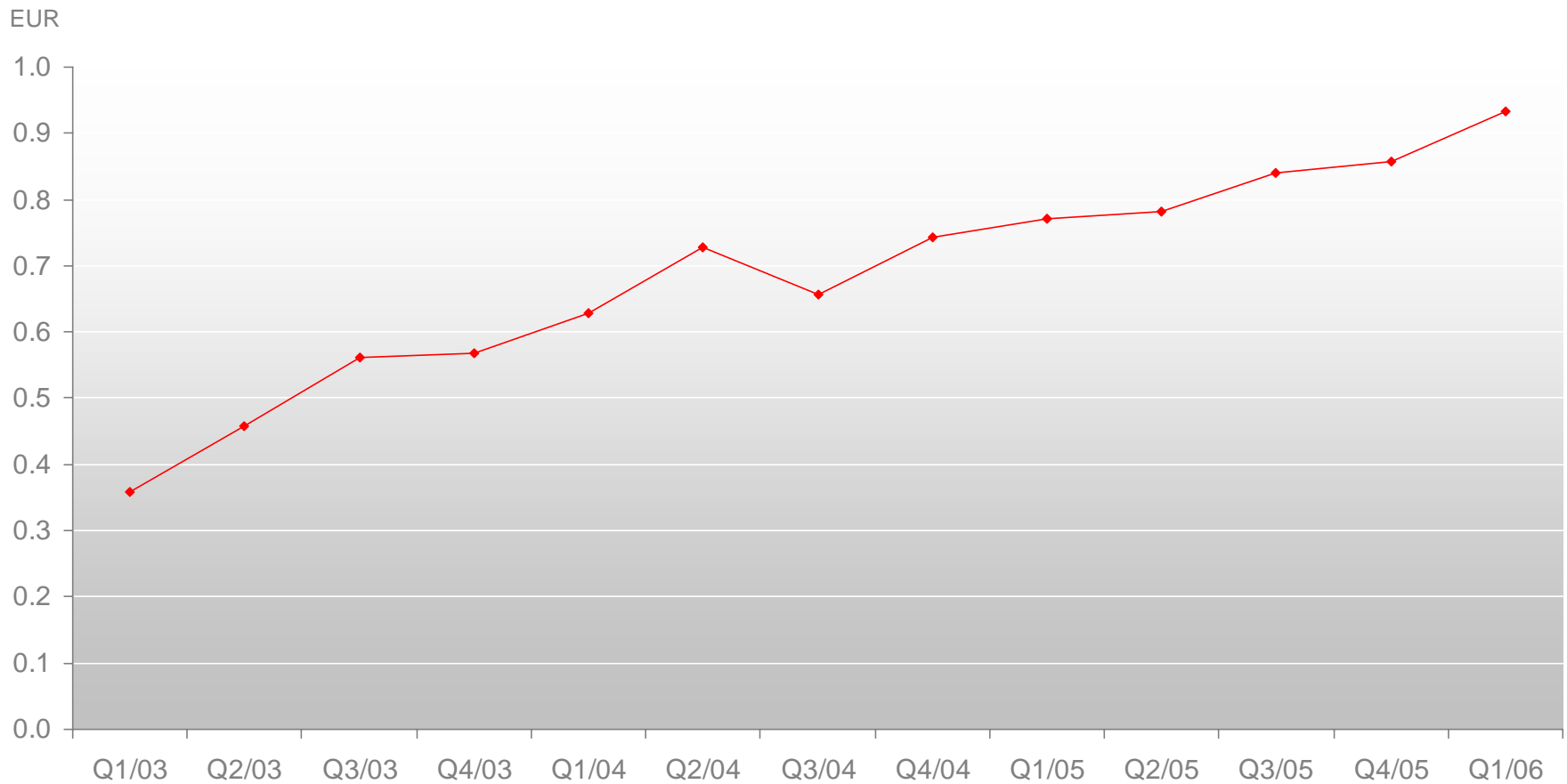
# Increasing business through customer programmes rewards both customers & Nordea

- Key elements in the programmes offered to the customers:
  - more favourable prices the more business customers do - and for the core customers a named personal banking adviser at their service
  - transparent pricing
  - three levels: Basic, intermediate and core
- Key focus on increasing:
  - customer satisfaction and loyalty
  - business volume per customer
- Strong success to date
  - no. of customers and business volume per customer increased in core segment drive the improved earnings

**Strong growth in core segment  
Q1/05 to Q1/06**



# Continuous increase in earnings per share





## Outlook

- Nordea's growth strategy, incl. increased focus on cross-selling, is paying off and Nordea is confident to be able to continue delivering on financial targets
- Nordea's expectation of achieving a gap of at least 5 percentage point's between revenue and cost growth well exceeded in Q1
- Nordea is increasingly confident to fulfil this ambition for the full-year
- Business activity among Nordea's customers continues at a high rate
- Nordea's ambition to capture these revenue opportunities
- Against this background, a moderate cost increase, in line with Q1 is expected in 2006



CFO Presentation

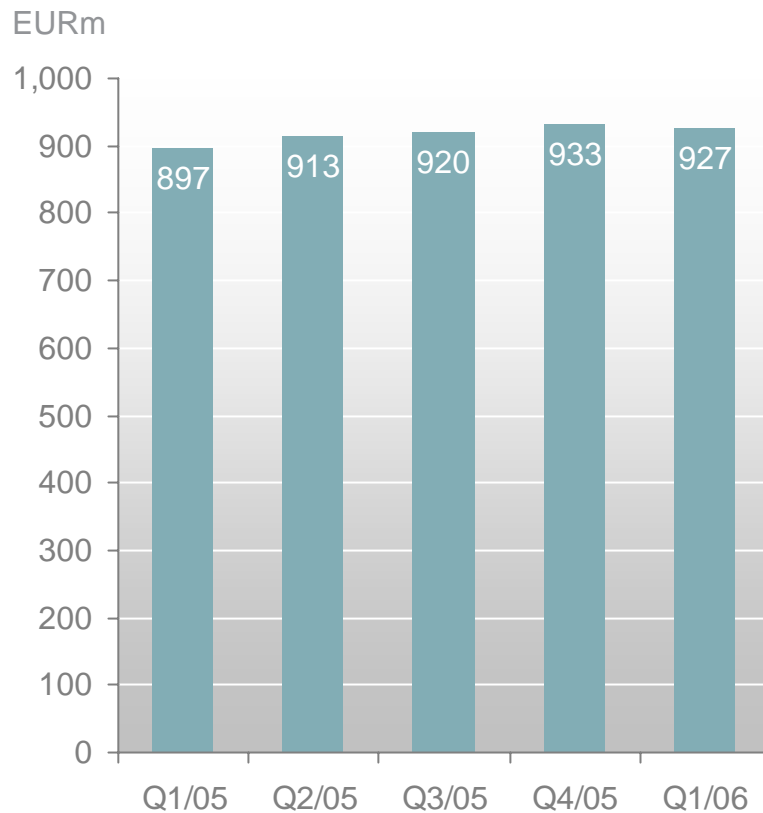
## Income statement summary

EURm	Q1/06	Q1/05	Chg %
Net interest income	927	897	3
Net fee and commission income	507	453	12
Net gains/losses on items at fair value	242	115	110
Equity method	25	13	92
Other income	58	104	-44
<b>Total operating income</b>	<b>1,759</b>	<b>1,582</b>	<b>11</b>
Staff costs	-543	-515	5
Other expenses	-367	-353	4
Depreciation	-23	-34	-32
<b>Total operating expenses</b>	<b>-933</b>	<b>-902</b>	<b>3</b>
Loan losses	31	6	
<b>Operating profit</b>	<b>858</b>	<b>688</b>	<b>25</b>
<b>Net profit</b>	<b>665</b>	<b>495</b>	<b>34</b>

## Income statement summary

EURm	Q1/06	Q4/05	Chg %
Net interest income	927	933	-1
Net fee and commission income	507	529	-4
Net gains/losses on items at fair value	242	147	65
Equity method	25	21	19
Other income	58	66	-12
<b>Total operating income</b>	<b>1,759</b>	<b>1,696</b>	<b>4</b>
Staff costs	-543	-532	2
Other expenses	-367	-393	-7
Depreciation	-23	-31	-26
<b>Total operating expenses</b>	<b>-933</b>	<b>-956</b>	<b>-2</b>
Loan losses	31	7	
<b>Operating profit</b>	<b>858</b>	<b>748</b>	<b>15</b>
<b>Net profit</b>	<b>665</b>	<b>506</b>	<b>31</b>

# Net interest income



## YoY

- Up 3%
- Up 6% in business areas
- Total lending up 12%
  - mortgage lending up 14%
  - SME lending up 11%
- Continued pressure on lending margins
  - mortgages and SME's

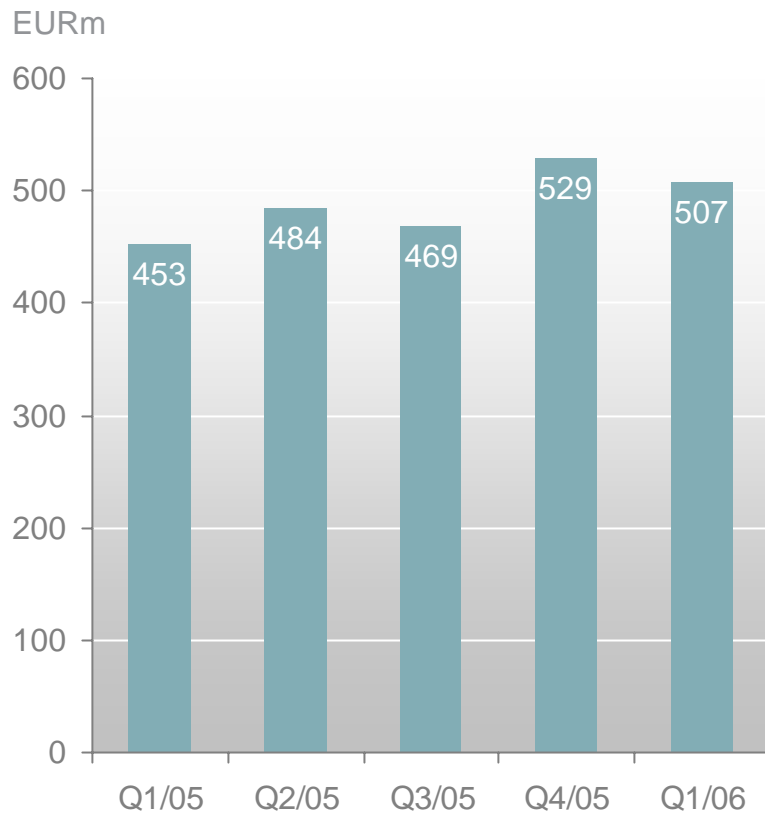
## QoQ

- Largely unchanged - volume growth compensating pressure on lending margins
- Largely unchanged average mortgage margin
  - supported by geographical diversification
- Positive contribution from deposits
- Two days less, approx. EUR 20m

## Change in net interest income

	YoY	QoQ
Volume driven	77	23
-Lending volumes	64	21
-Deposit volumes	13	2
Margin driven	-32	4
-Lending margins	-55	-6
-Deposit margins	23	10
Treasury	-19	-14
Other, net (incl. day count effect)	4	-19
<b>Total</b>	<b>30</b>	<b>-6</b>

# Net commission income



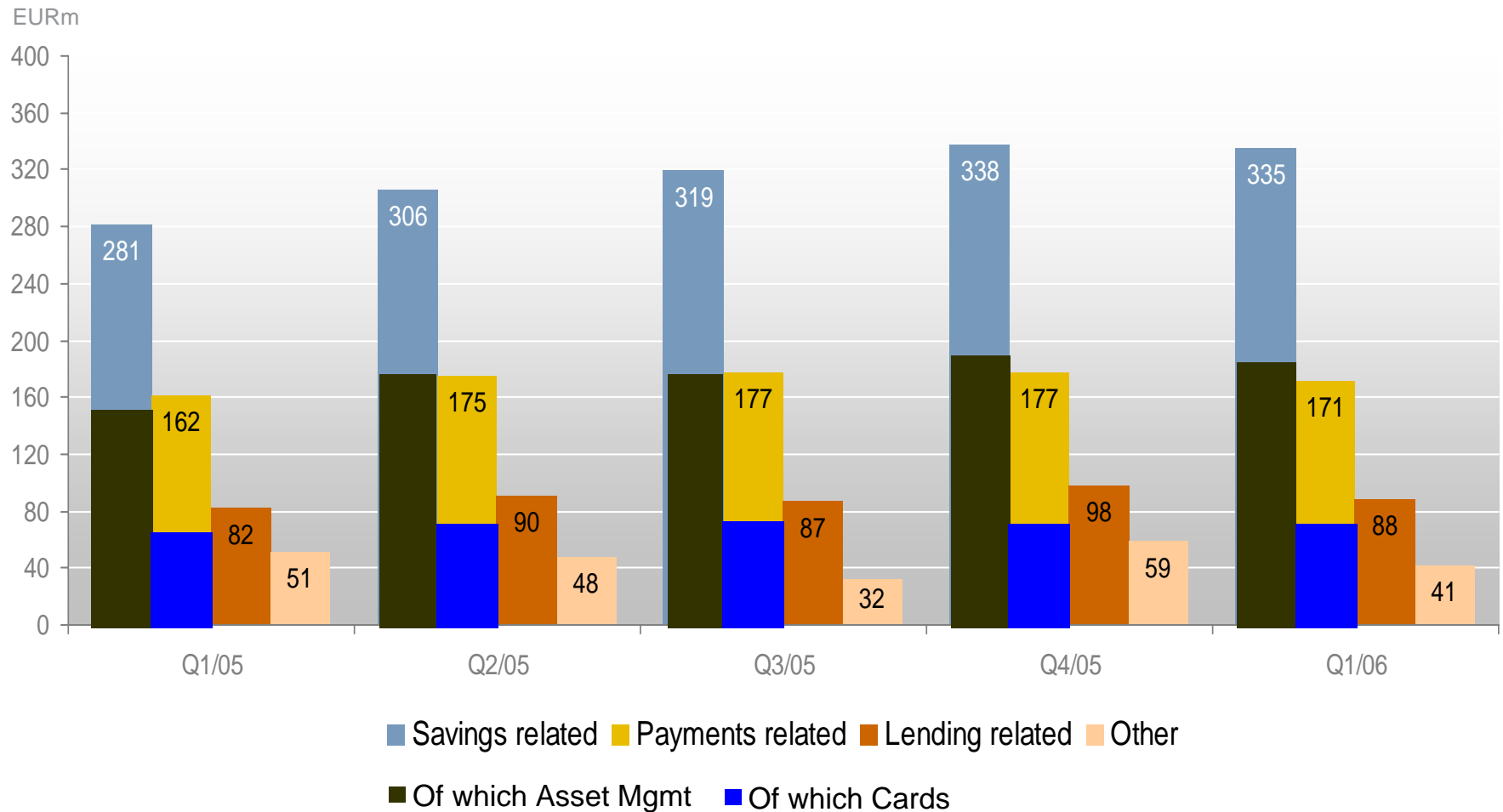
## YoY

- Up 12%
- Savings commissions up 19%
  - Asset Mgmt commissions up 22%
  - Brokerage up 38%
  - Custody services up 11%
- Payment related commissions up 6%
  - Cards up 16%
- Lending commissions up 13%

## QoQ

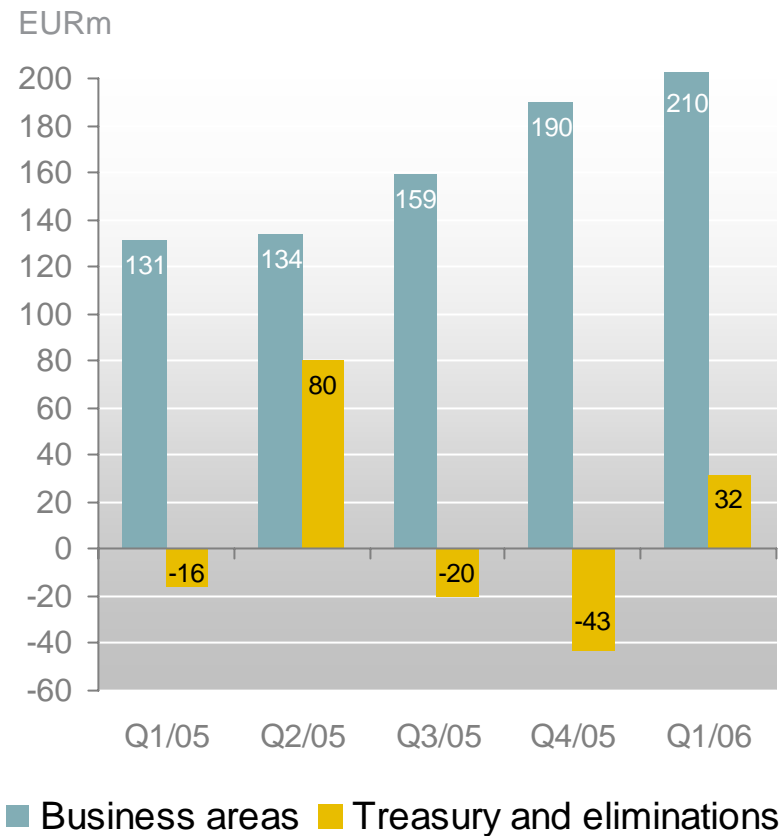
- Down 4% from seasonally high Q4

# Breakdown of commission income - gross





# Customer business drives increase in net/gains losses



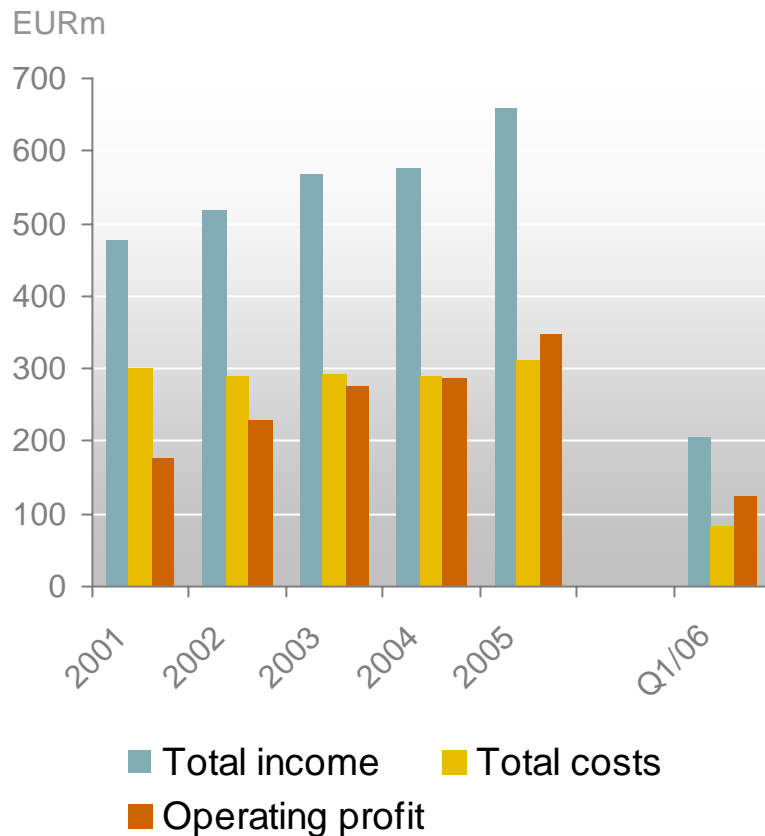
## YoY

- Net gains/losses in BA's increased by 60% to EUR 210m
- Strong success in selling Markets products in Retail and CIB
- Strong growth in customer driven business
  - structured products
  - strong and stable core business in F/X and fixed income trading
- Significant result contribution from Treasury

## QoQ

- Increase in Treasury and Markets
- Stable contribution from Life

# Strong development in Nordea Markets



- Leveraging Nordea's customer base
- Customer driven growth
- Focus on customer solutions rather than product push
  - strong concepts in risk management and asset-liability management
  - increased capabilities in derivatives
- F/X and fixed income still the strongest profit contributors
  - structured products increasing
- Risk committed to customer activities
- Cost base largely unchanged since 2001
  - reduced no. of FTEs and IT consolidation

## Group Treasury

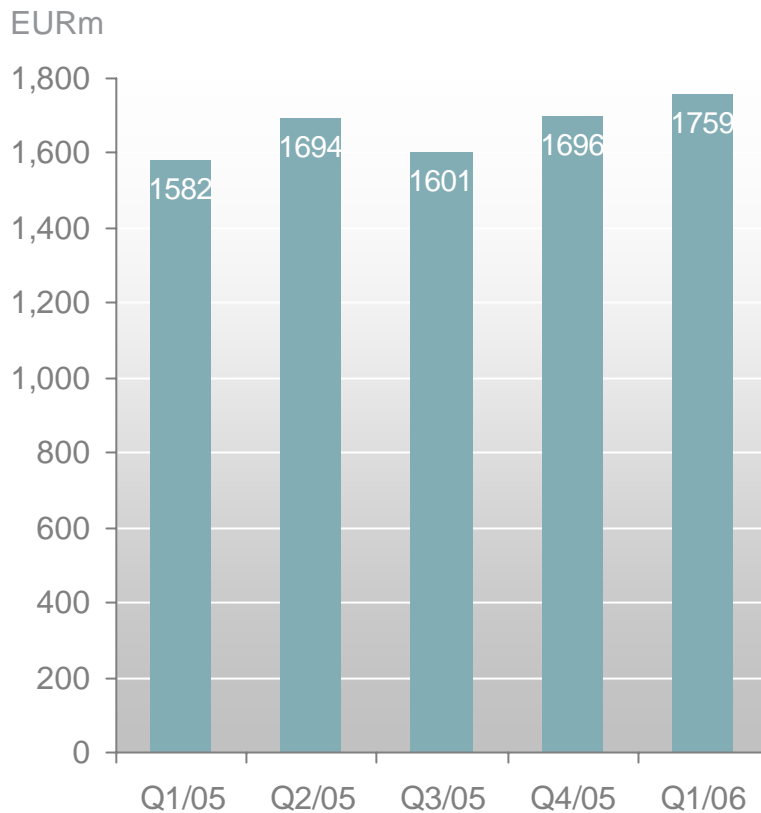
- Strong profit both in Group Investment and Group Funding
  - mainly driven by successful position taking
  - reduced net interest income

EURm			Group Investment		Group Funding	
	Q1/06	Q1/05	Q1/06	Q1/05	Q1/06	Q1/05
Net interest income	20	39	-18	-11	38	50
Net gains/losses	40	-15	36	9	4	-24
Other income	0	9	1	9	-1	0
Income	60	33	19	7	41	26
Expenses	-11	-11	-4	-4	-7	-7
<b>Operating profit</b>	<b>49</b>	<b>22</b>	<b>15</b>	<b>3</b>	<b>34</b>	<b>19</b>

## Continuous improvement in net/gains losses within business areas – Treasury more volatile

Net/gains losses, EURm	Q1/06	Q4/05	Q3/Q5	Q2/05	Q1/05
Retail	83	64	47	57	48
CIB	87	83	74	51	76
Asset Mgmt	8	10	6	3	4
Life	32	33	32	23	3
<b>Subtotal business areas</b>	<b>210</b>	<b>190</b>	<b>159</b>	<b>134</b>	<b>131</b>
Group Treasury	40	-31	-21	68	-15
Eliminations	-8	-12	1	12	-1
<b>Total</b>	<b>242</b>	<b>147</b>	<b>139</b>	<b>214</b>	<b>115</b>

# Total operating income



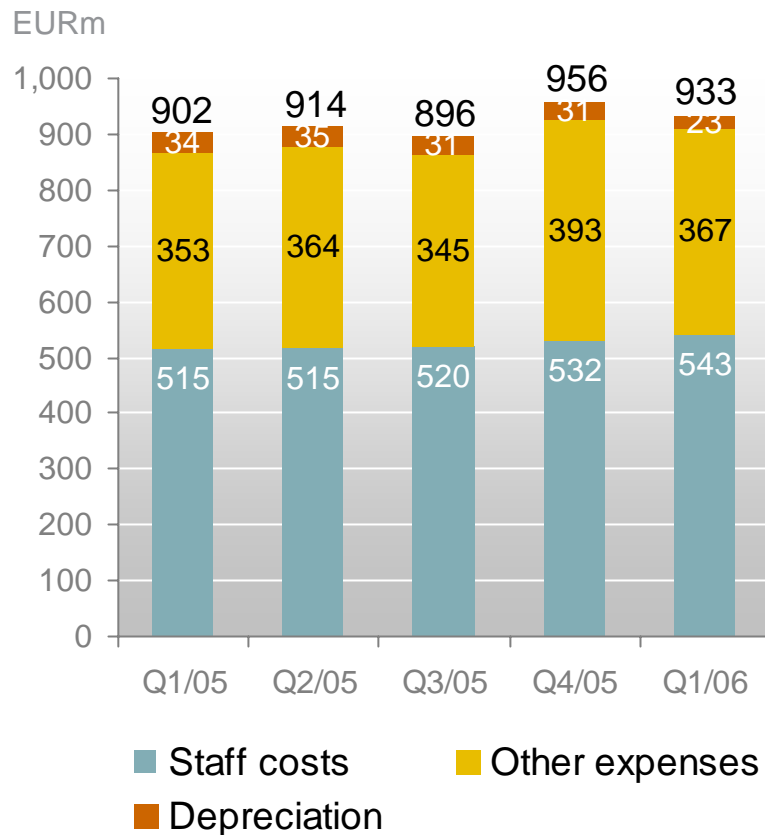
## YoY

- Up 11%
- Increased focus on top line growth
  - business model is paying off
- Increased income from advisory services
  - long term savings
  - Markets related products
- Strong volume growth – compensating for pressure on lending margins
- Strong increase in commission income and net/gains losses

## QoQ

- Up 4%
- Strong sales for Markets products
- Volume growth compensating pressure on lending margins

# Expenses



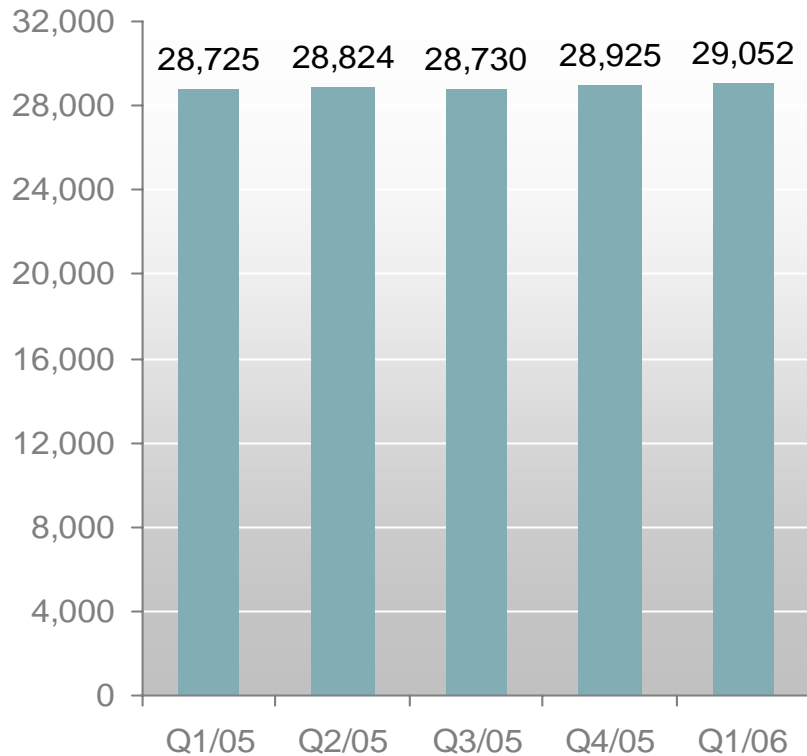
## YoY

- Up 3% - ambition to capture opportunities in growth markets
  - Life costs up 39%
  - Asset Mgmt costs up 19%
  - Poland & Baltics up 11%
- Staff costs up 5%
  - increase of FTEs by approx. 325
  - general wage increases and higher variable salaries
- Other costs up 4%
  - higher business volumes

## QoQ

- Down 2%
  - staff costs increased 2%
  - other costs down 7% reflecting lower IT and marketing costs

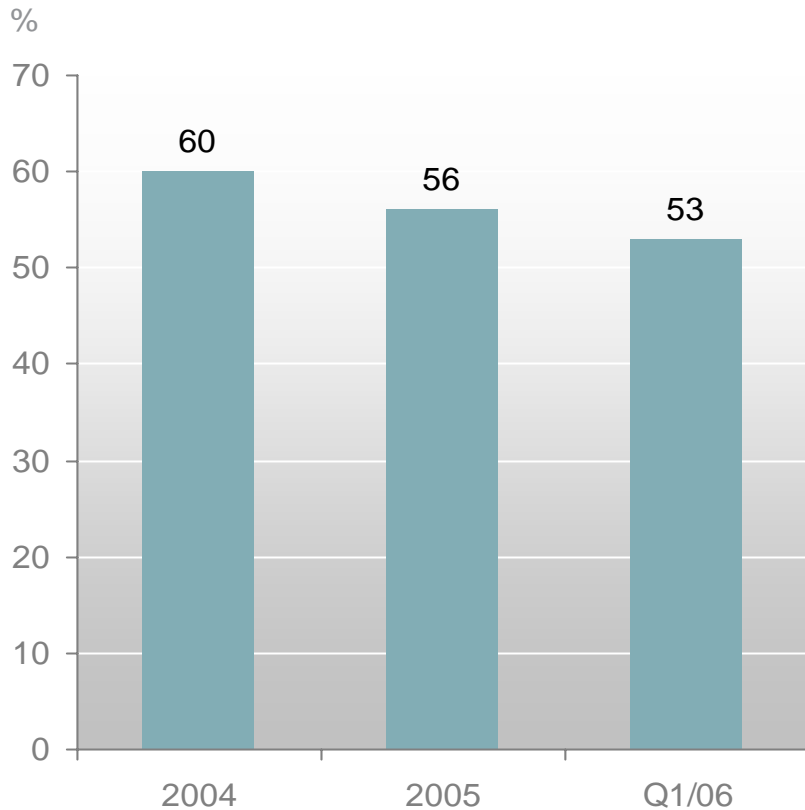
# Number of FTEs



- Shift towards increasing advisors and sales related FTEs in BA's and falling no. of FTEs in processing and staff units

FTEs	Q1/06	Q1/05	Chg YoY	Q4/05
Retail	17,399	17,230	169	17,373
CIB	3,349	3,218	131	3,326
AM & Life	2,079	1,829	250	2,033
<b>BA's</b>	<b>22,827</b>	<b>22,277</b>	<b>550</b>	<b>22,732</b>
GPT	5,076	5,254	-178	5,046
Group Staffs	1,149	1,194	-45	1,147
<b>Total</b>	<b>29,052</b>	<b>28,725</b>	<b>327</b>	<b>28,925</b>

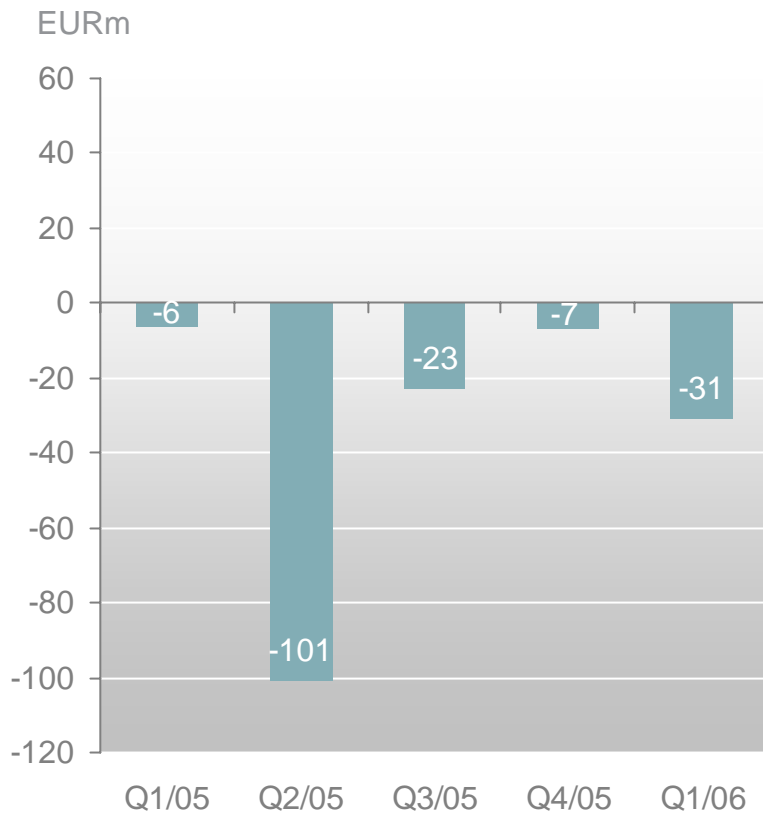
## Cost/income ratio continues downwards



- Continued down to 53% in Q1
  - income up 11%
  - costs up 3%
- Continuous efficiency improvements
- Delivery in line with financial targets



# Loan losses



## YoY

- Positive loan losses following a continued flow of several recoveries
- Low new provisions
- Positive loan losses for 8<sup>th</sup> consecutive quarter

## QoQ

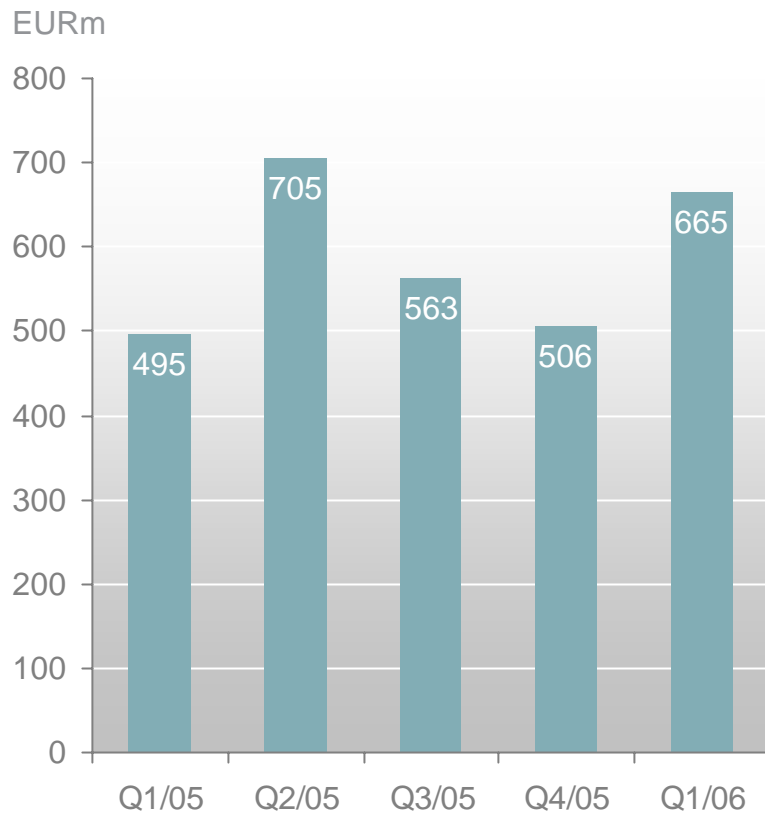
- Loan losses positive as reversals exceeded new provisions
  - writeback of groupwise provisions
- Overall credit quality strong in all markets

# Impaired loans

- Net impaired loans as per cent of total lending 18bp

EURm. End of period	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05
Impaired loans, gross	1,712	1,820	1,994	2,006	2,097
Reserves	-1,371	-1,481	-1,545	-1,581	-1,657
<b>Impaired loans, net</b>	<b>341</b>	<b>339</b>	<b>449</b>	<b>425</b>	<b>440</b>
Provisions/impaired loans, gross,%	80	81	78	79	79
Impaired loans, net/lending,%	0.18	0.18	0.25	0.24	0.26

## Net profit



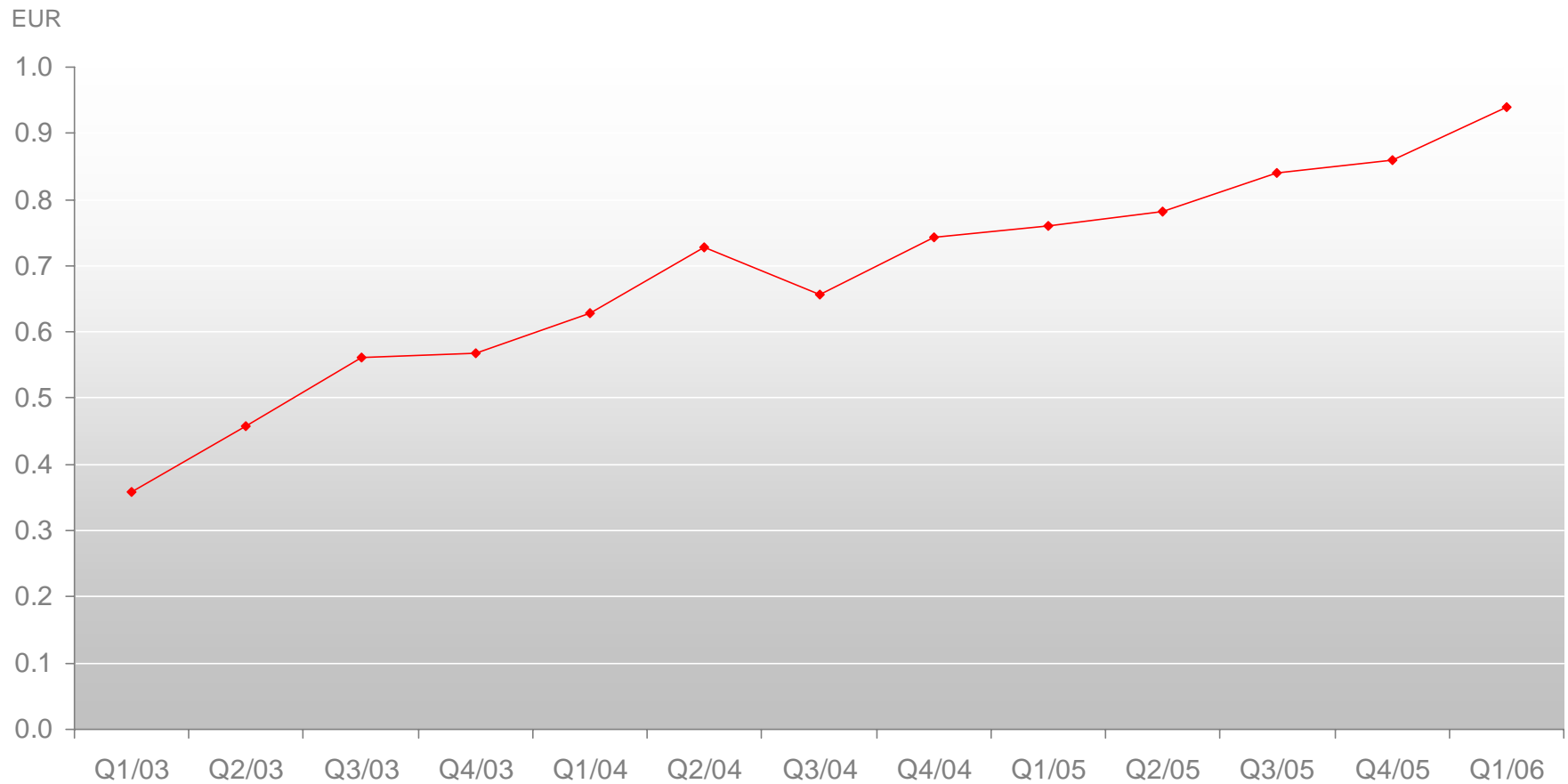
### YoY

- Up 34%
- Operating profit up 25%
- Lower effective tax rate

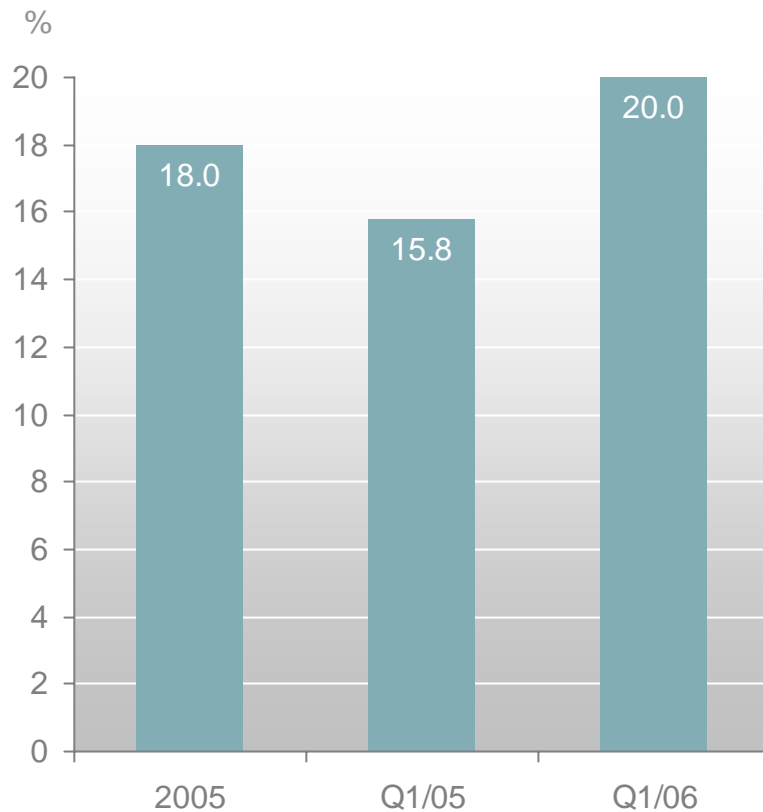
### QoQ

- Up 31%
- Operating profit up 15%
- One-off tax expenses in Q4

# Continuous increase in earnings per share

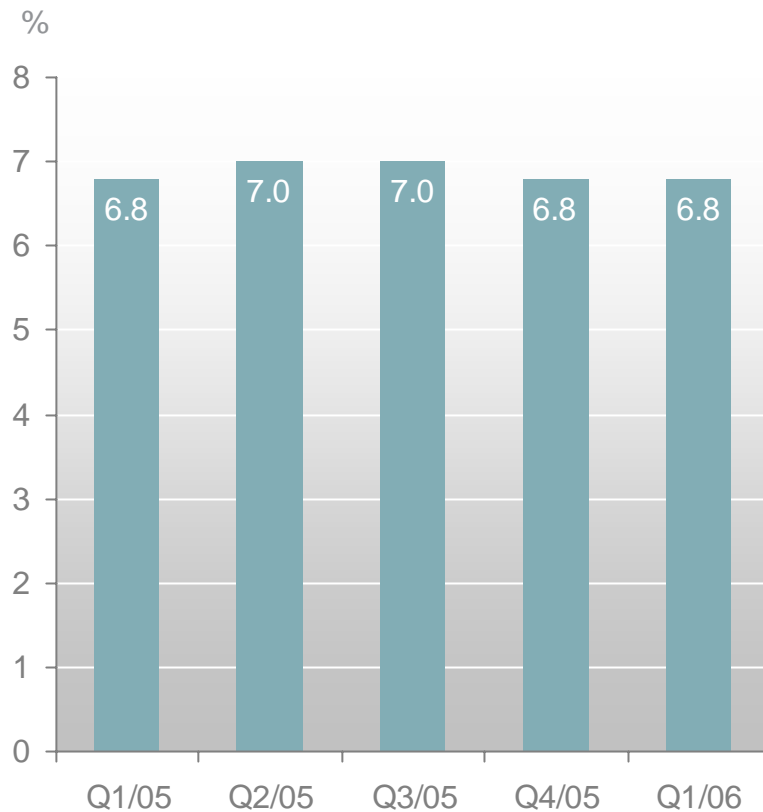


# Return on equity



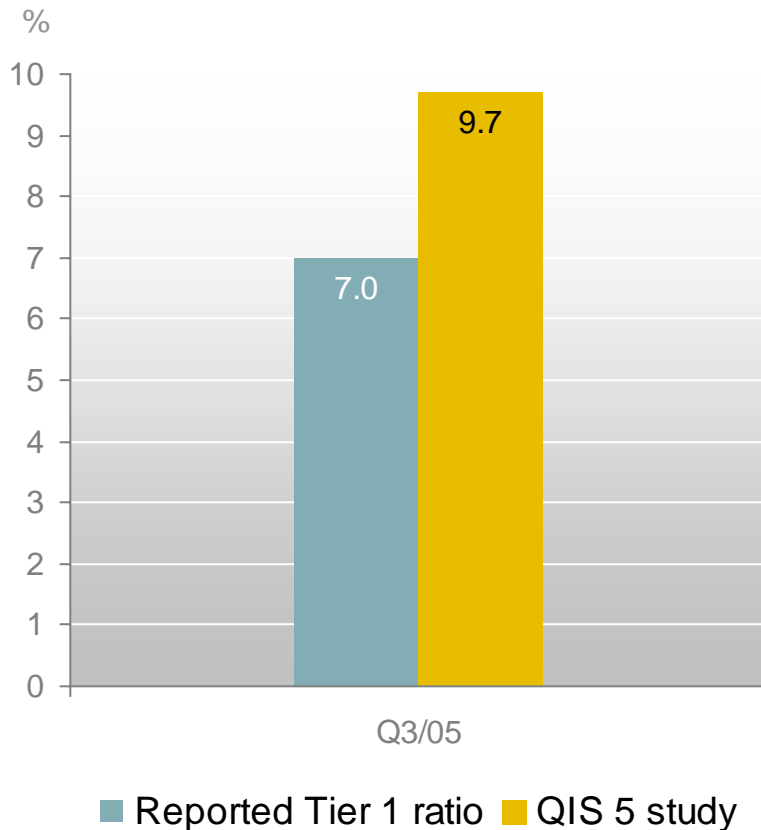
- RoE well above 2007 target of >17%
- Profitable growth strategy delivers results
- Active capital management

## Capital position



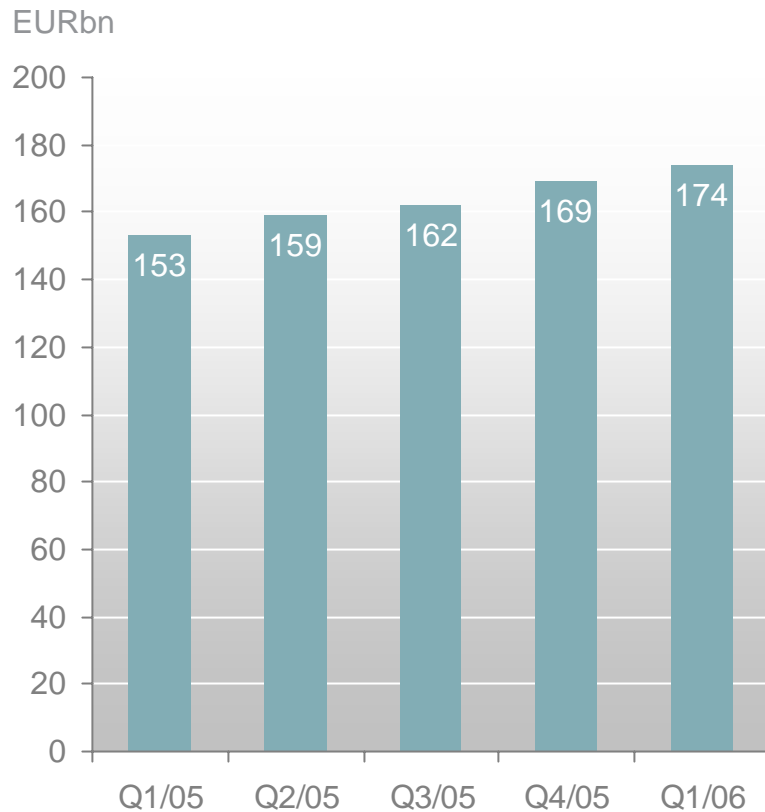
- Tier 1 ratio 6.8%
- Profitable volume growth
- Total capital ratio at 9.4%
- Authorisation from AGM to purchase up to 5% of no. of shares

# Capital position in Basel II environment – according to QIS 5 study



- Quantitative Impact Study (QIS 5) measured effect on RWA in new Basel II framework – pillar one only
  - conducted by the Basel Committee based on Q3 2005
- Pillar one comprises credit, market and operational risks
- New rules reduces RWA in Nordea with approx. 30% after full implementation
  - Retail mortgages
  - Corporates
- Based on lower RWA Tier 1 ratio increases to 9.7% (7.0%) – increased flexibility
- Pillar two (decided in negotiations with FSA) will increase the capital requirement

# Risk-weighted assets (RWA)



YoY

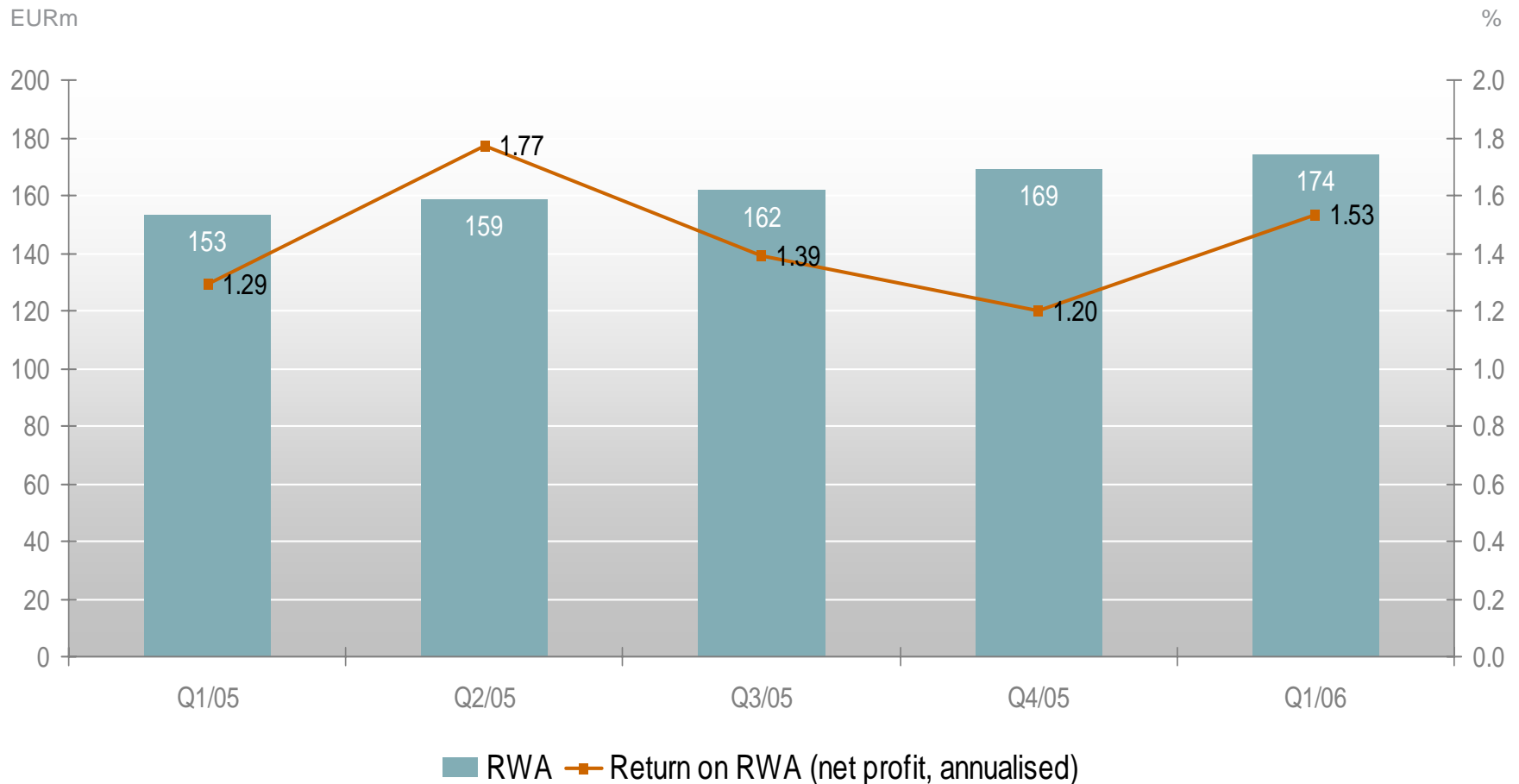
- RWA up 14%
- Total lending up 12%

QoQ

- RWA up 3%
- Lending up 1%
- Increase in off balance sheet business



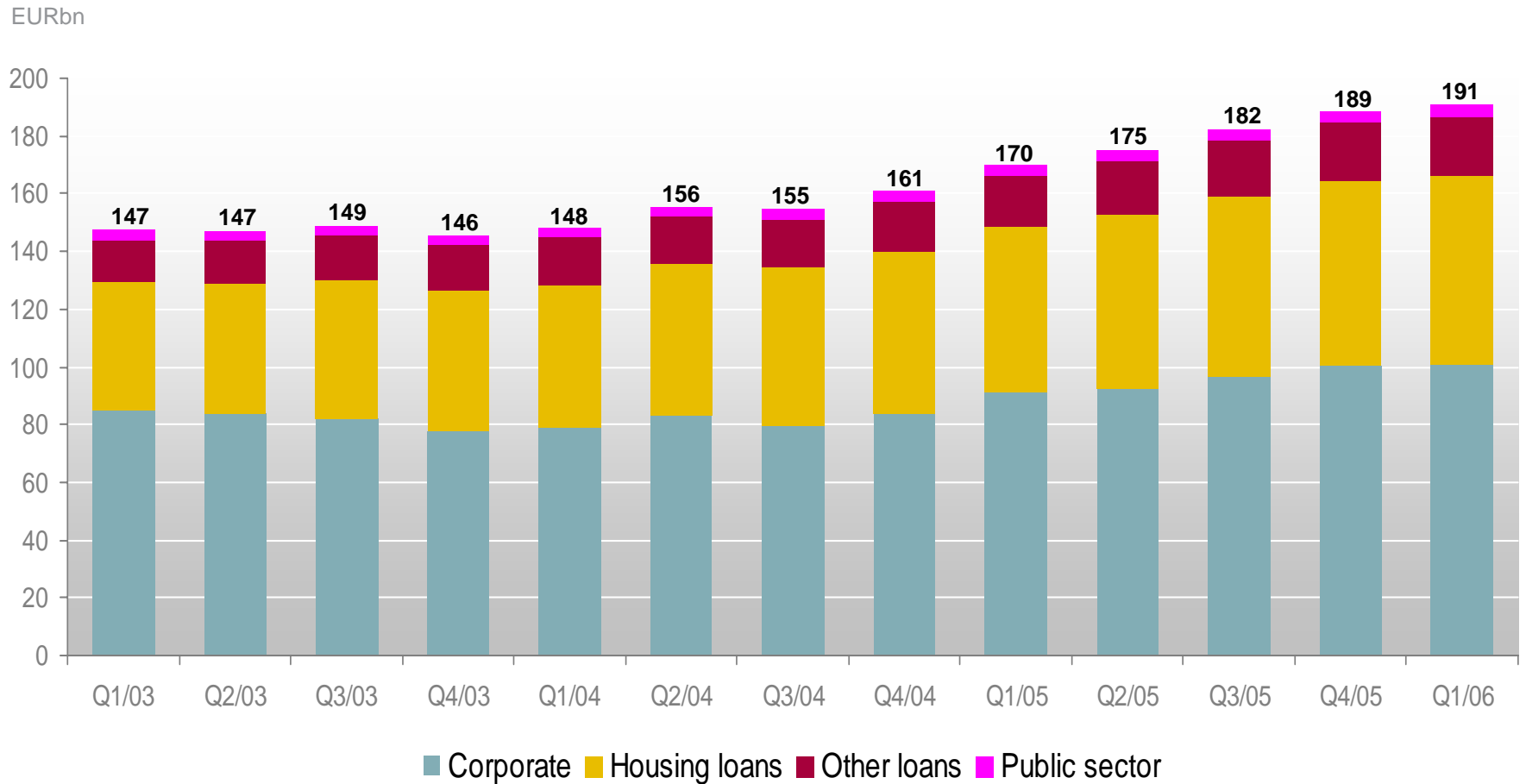
# Return on risk weighted assets, annualised



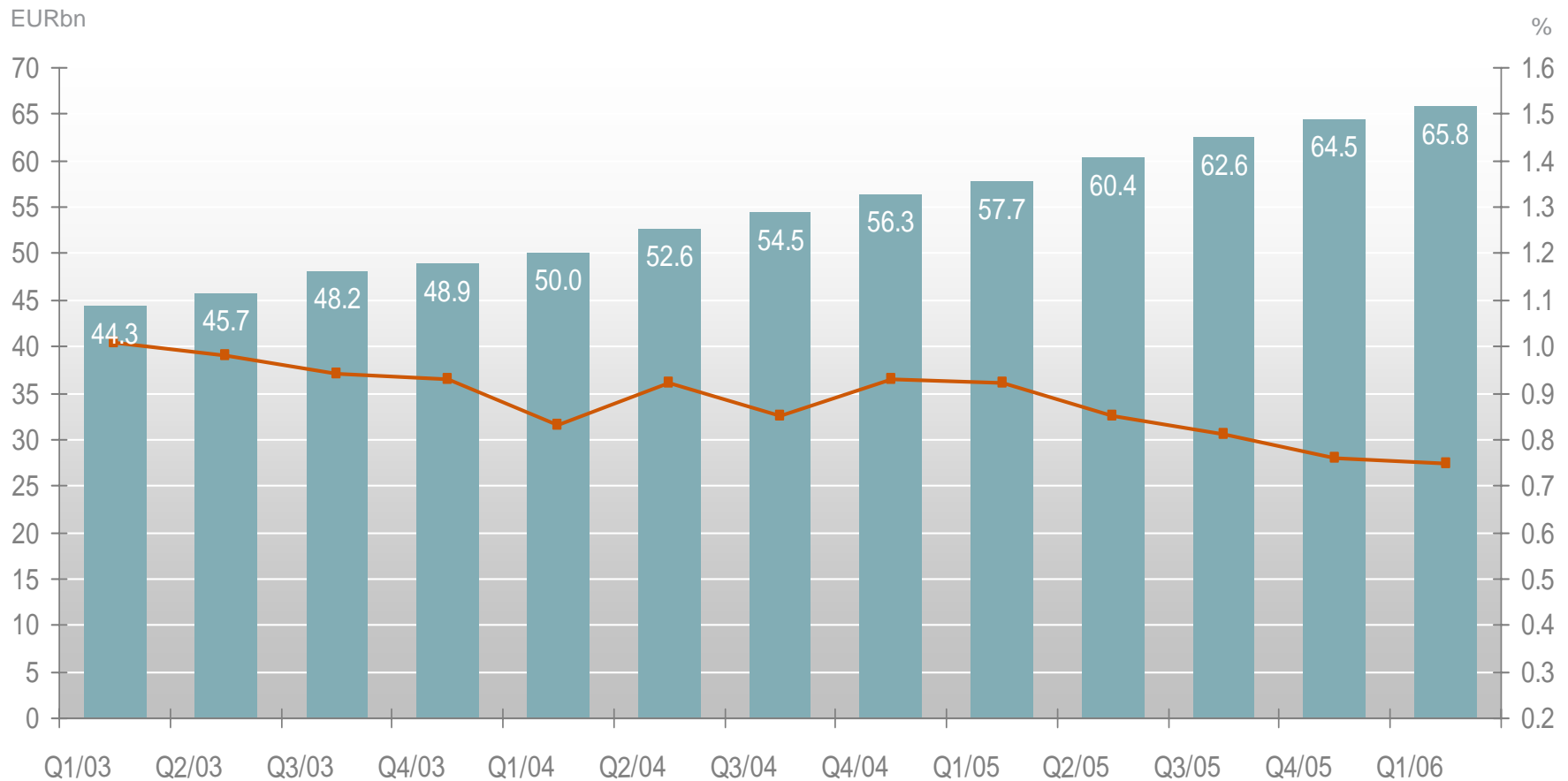


Business trends

# Total lending

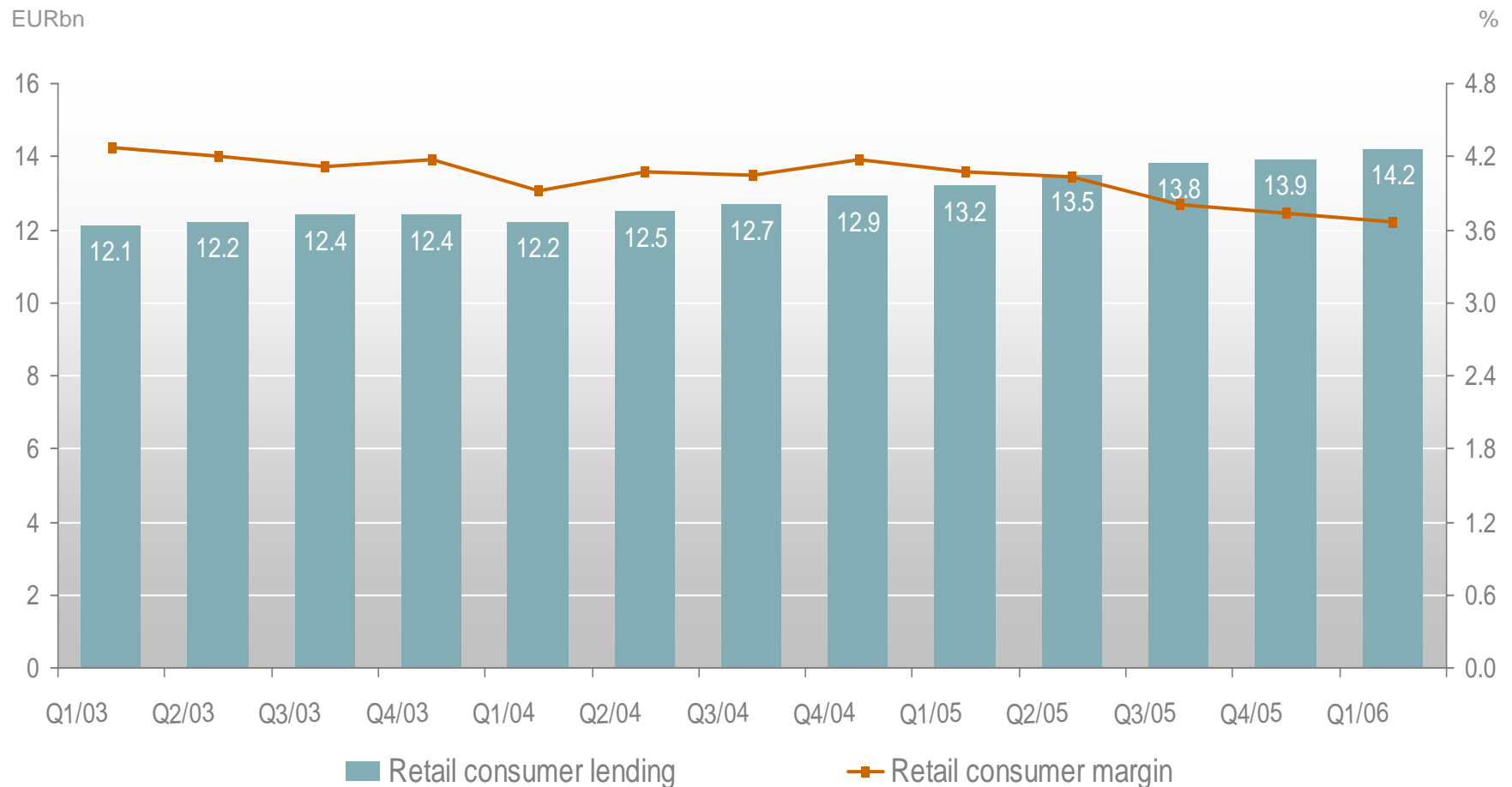


# Household mortgages, volumes and margins\*



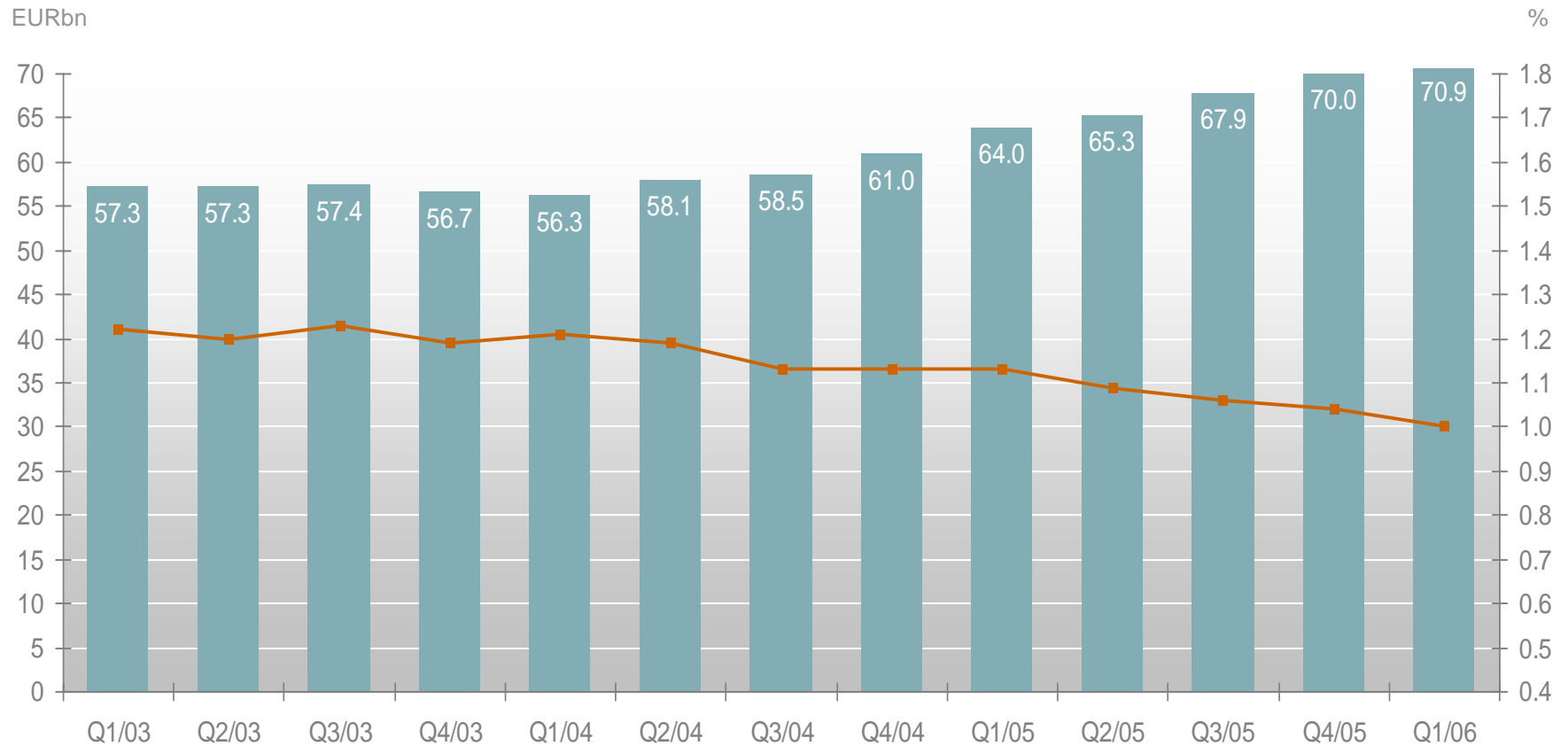
\* Volumes and margins restated as volumes in Boligkredit moved from consumer lending to mortgage lending

# Retail consumer lending, volumes and margins\*

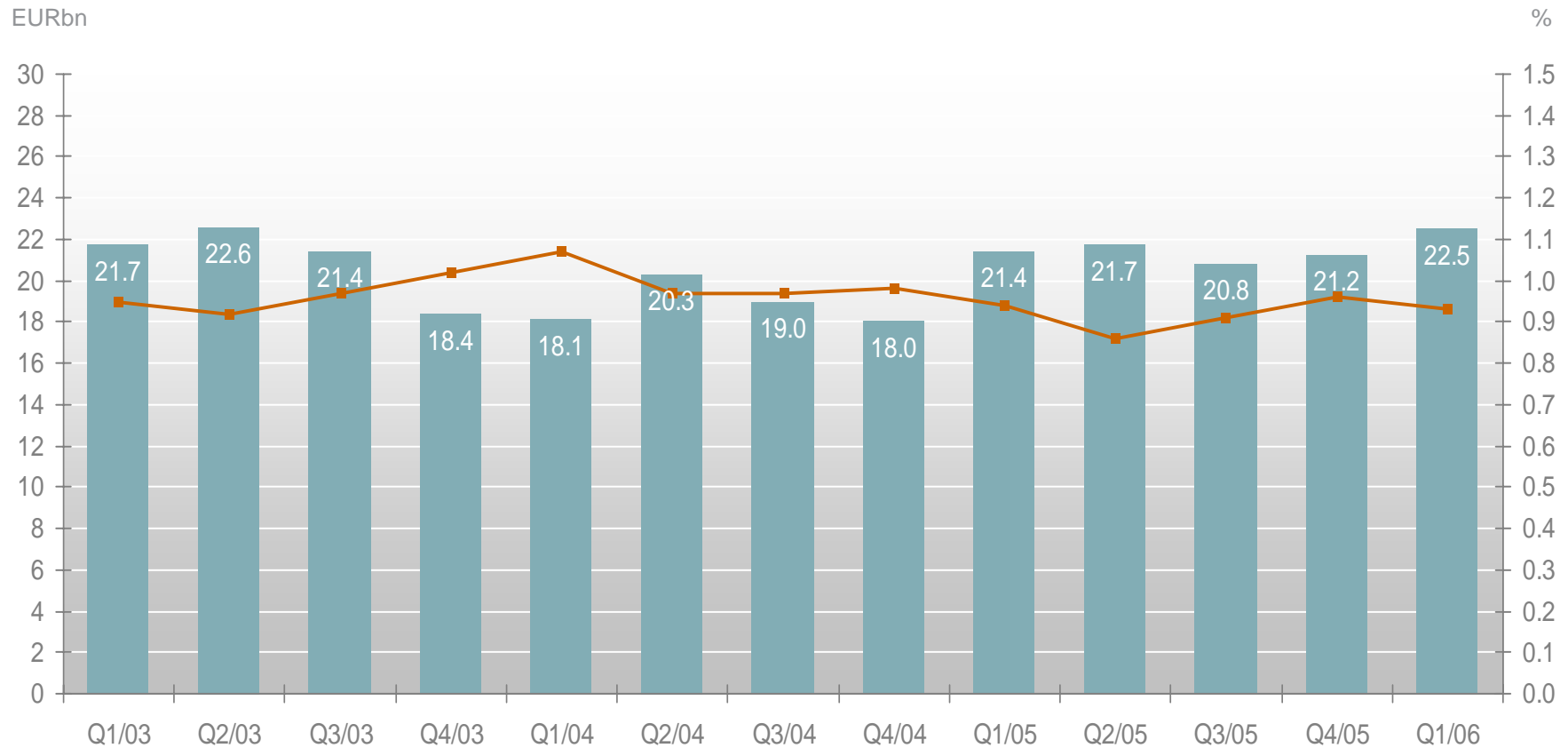


\* Both collateralised (incl. home equity products) and non collateralised lending, volumes and margins restated as volumes in Boligkredit moved from consumer lending to mortgage lending

# Lending to corporates (SME), volumes and margins

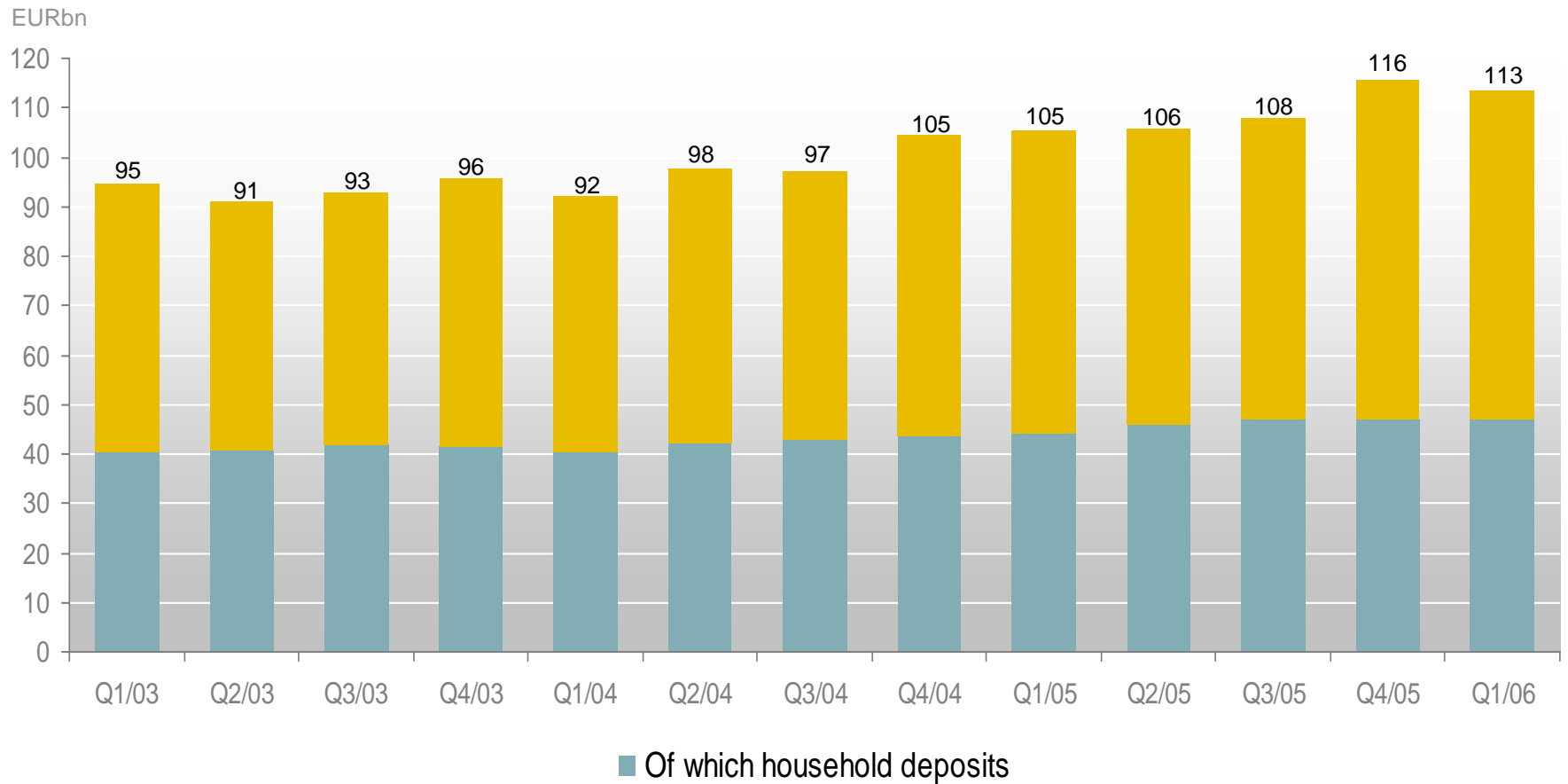


# CIB lending, volumes and margins\*



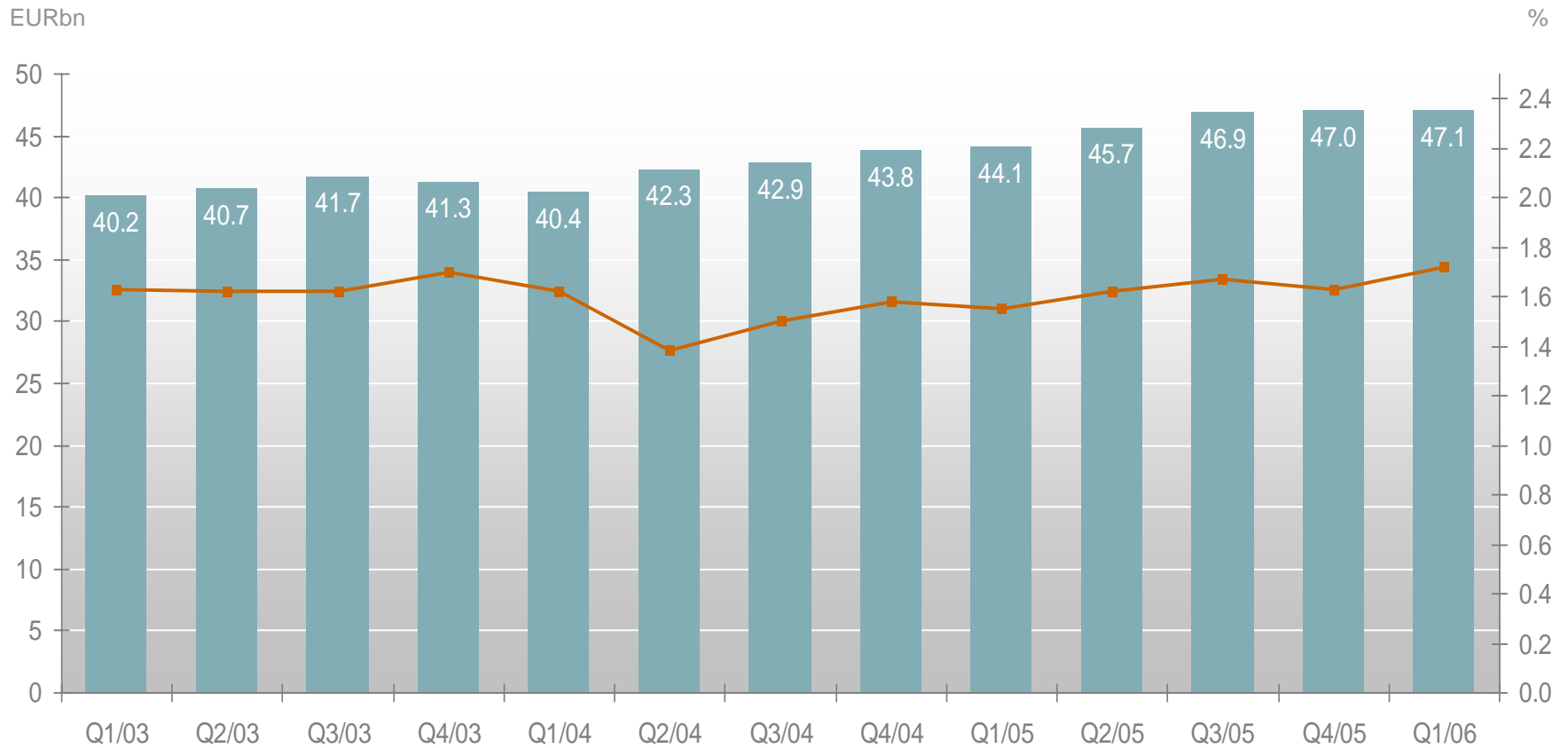
\* Excl. Markets, Poland and Baltics

# Total deposits





# Retail deposits, households, volumes and margins



## Structural Interest Income Risk (SIIR)

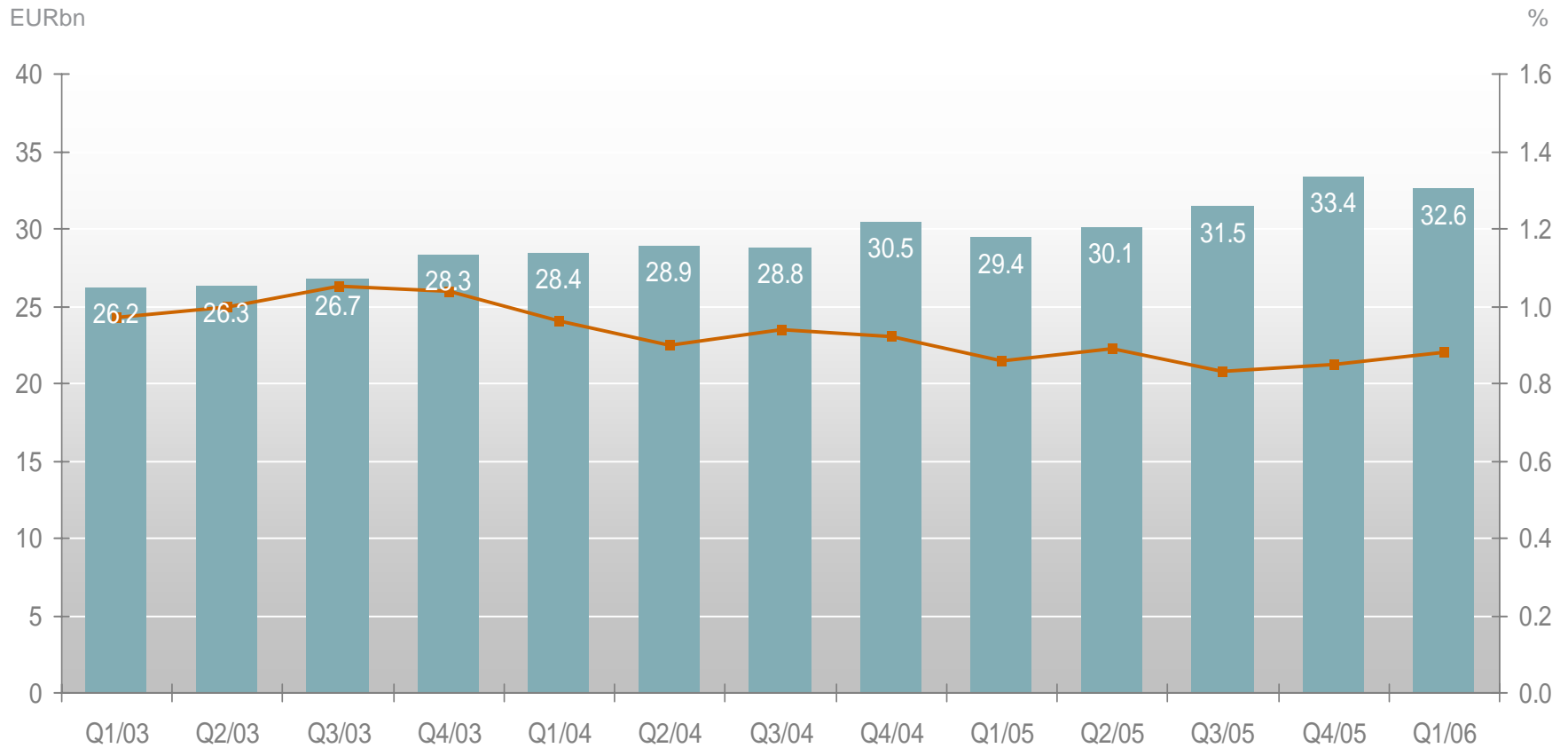
EURm, annualised effect on NII*	Q1/06	Q4/05
Increasing market rates, 100bp	162	154
Decreasing market rates, 100bp	-167	-175

- Reduced sensitivity following completion of new ALM strategy in 2005
- Numbers influenced by volume increases in Q1 2006
- Downside sensitivity reduced in Q1 2006

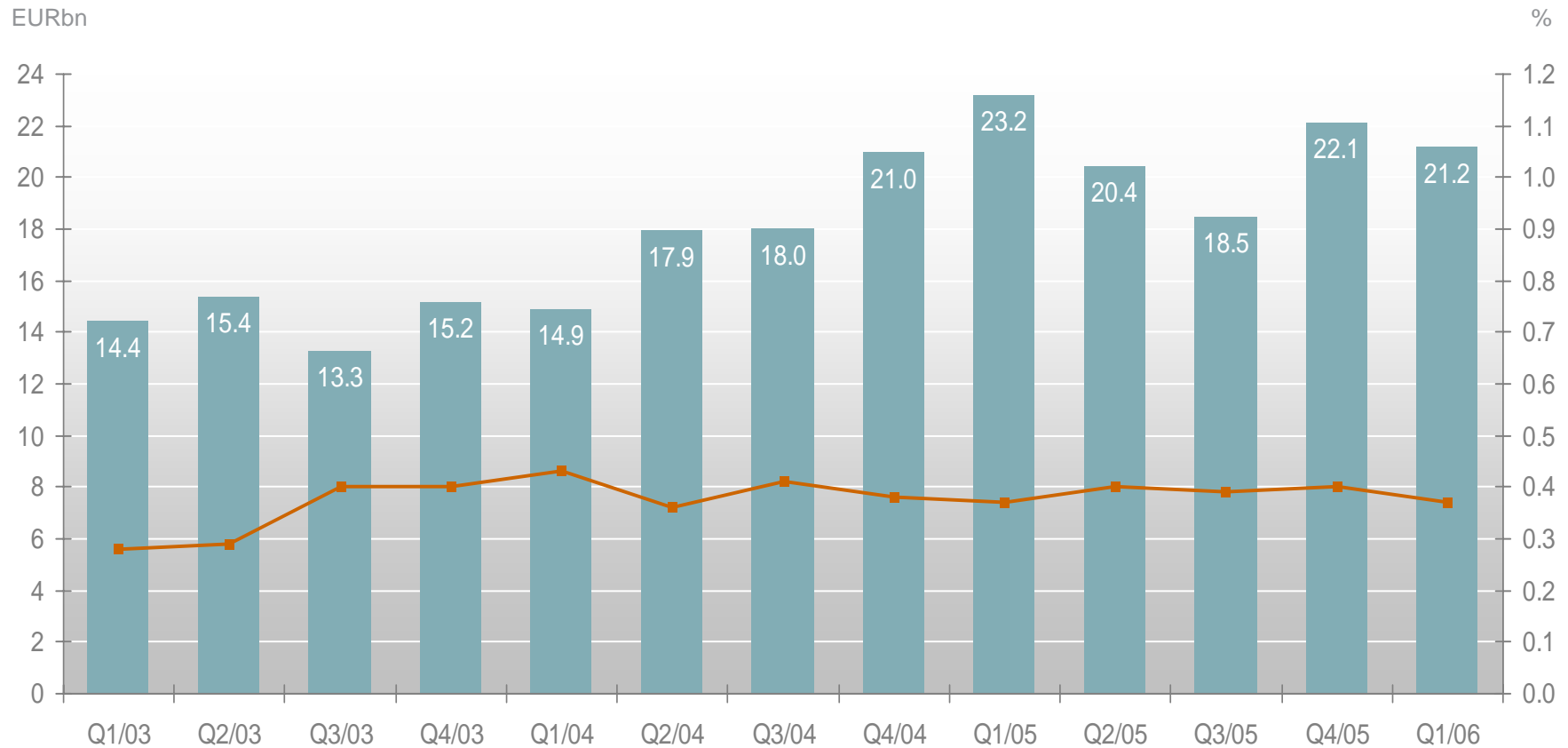
\*Approx. end of period

SIIR is defined as the effect on net interest income (NII) in the next 12 months if market rates change by one percentage point. Figures are asymmetrical as interest rates on deposits from customers cannot be reduced below 0%. Figures are based on maturity and repricing structure, and the effect going forward will be subject to management decisions and the competitive situation in the market.

# Retail deposits, SME, volumes and margins

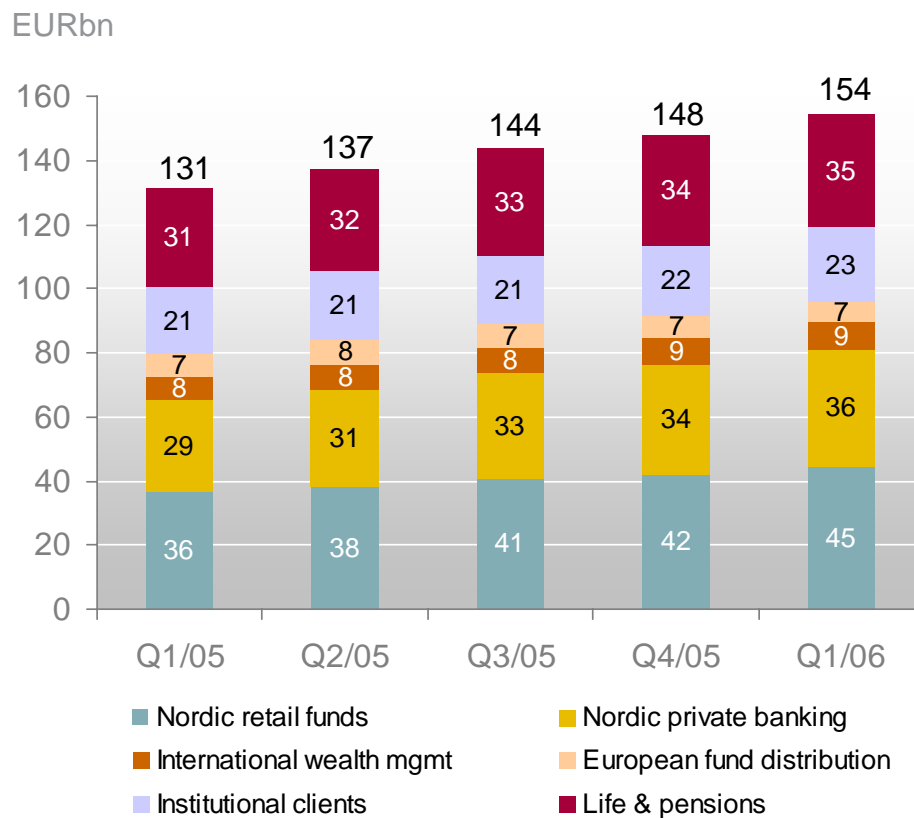


# CIB, deposits, volumes and margins\*



\* Excl. Markets, Poland and Baltics

# Assets under management



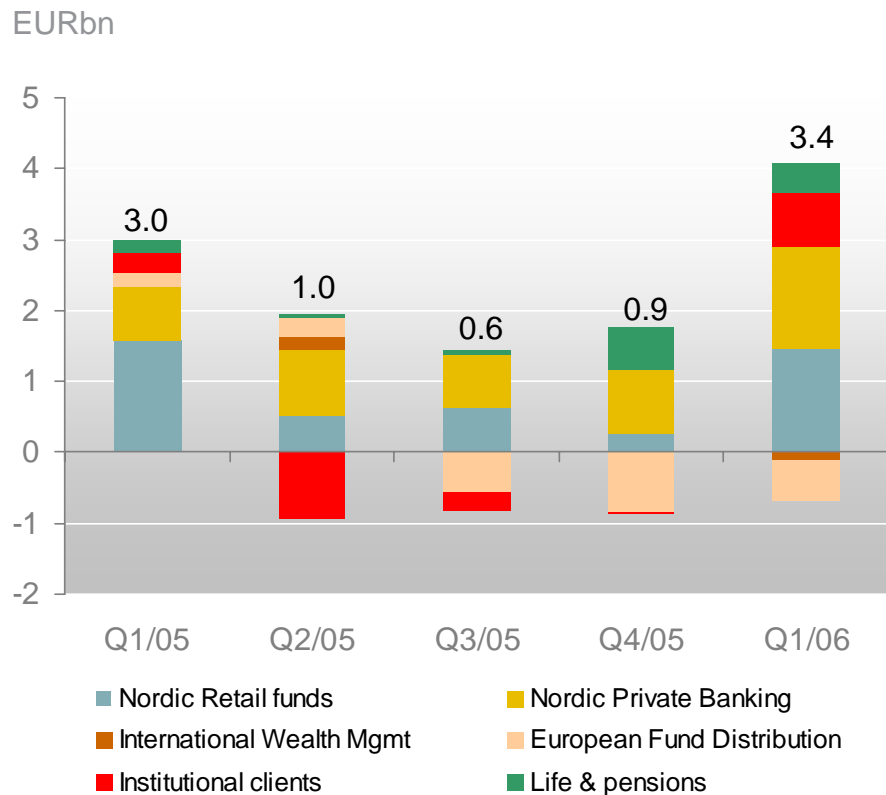
YoY

- Up 18%
- High inflow - new product launches
- Strong equity markets
- Asset shift towards equities

QoQ

- Up EUR 6.8bn to EUR 154.4bn
- Investment performance continued to improve
  - highest Morningstar rating among peers in Sweden

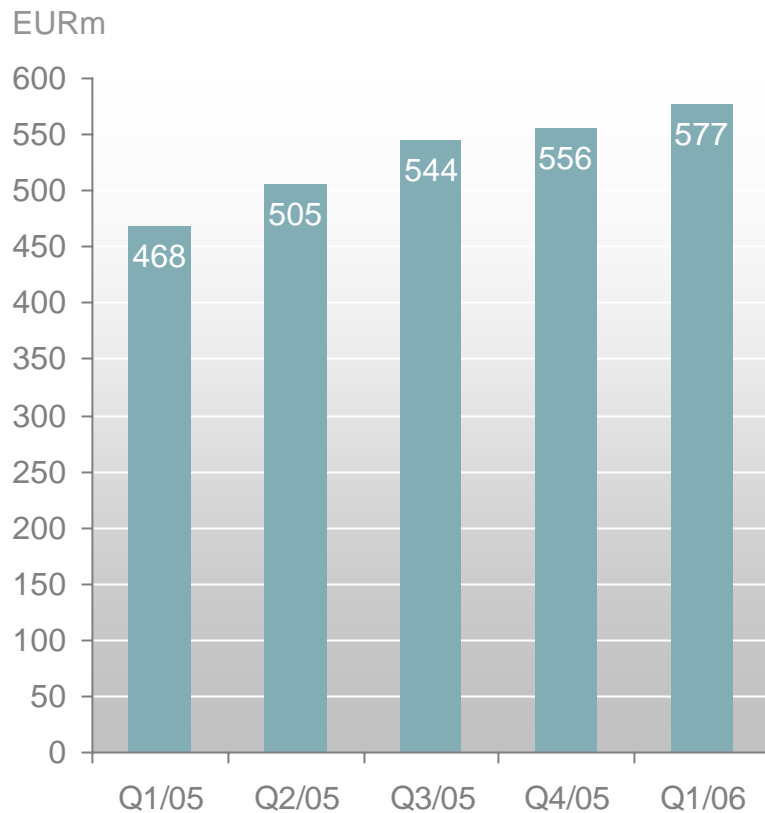
# Net inflows



QoQ

- Net inflow EUR 3.4bn, 9% annualised
  - launch of the new more flexible retail funds
- High activity level in Private Banking and in Retail network
- Solid net inflow of EUR 0.8bn in Institutional customers following improved performance

# Retail operating profit before loan losses

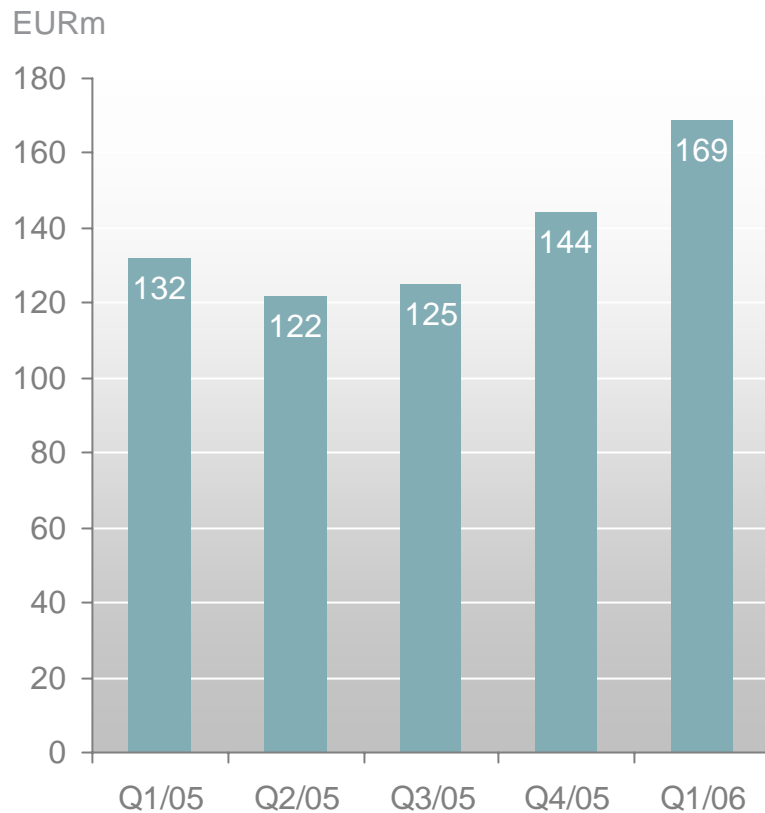


YoY

- Double digit volume growth
- Increased no. of core customers
- Savings related and structured products main engines behind profitable growth
- Lending margins still under pressure
- Improved efficiency - C/I ratio continues to drop

Key ratios	Q1/06	2005
C/I ratio, %	53	55
RoEC, %	33	29

# CIB operating profit before loan losses



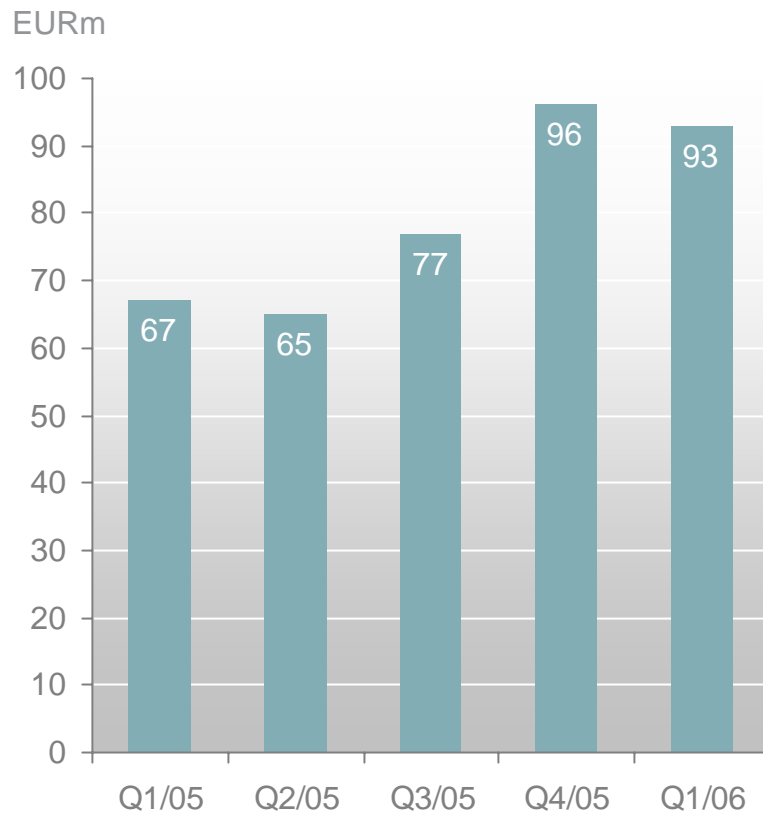
YoY

- Strong result for all divisions
- Lending increased in Shipping as well as in Poland and the Baltics
- A number of large and complicated transactions in Q1
- Strong result in Markets
  - customer driven sales of structured products

Key ratios	Q1/06	2005
C/I ratio, %	46	52
RoEC, %	24	23



# Asset Management product result

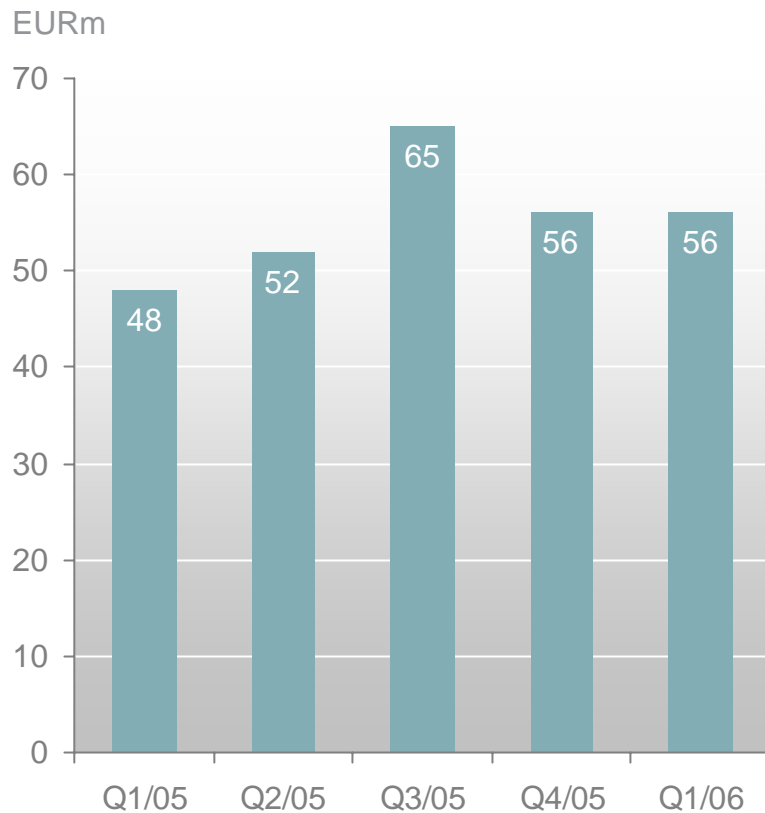


YoY

- Up 39%
- Higher AuM
- New product launches with higher margins
- Economies of scale
- Q1 largely unchanged compared to seasonally strong Q4

Key ratios	Q1/06	2005
C/I ratio, %	50	52
AuM, EURbn	154.4	147.6

# Life insurance, product result



YoY

- Net written premiums up 23%
- Unit link premiums up 97%
  - Now accounting for 40% of total premiums
- Business model continues to deliver
- Increased financial buffers
  - decreasing liabilities following increased interest rates

Key ratios	Q1/06	2005
Inv return, %	0.2	9.9
Financial buffers, %	9.4	7.7

## In summary Q1 2006

- Nordea ahead of financial targets
- Growth strategy and business model pays off – profitable growth in all business areas
- Gap between income and cost growth 8 percentage points
- Operating profit up 25%
- Net profit up 34%
- RoE 20% - well above 2007 target >17%
- Nordea increasingly confident to reach the gap of at least 5 percentage points between revenue and cost growth



Facts & figures

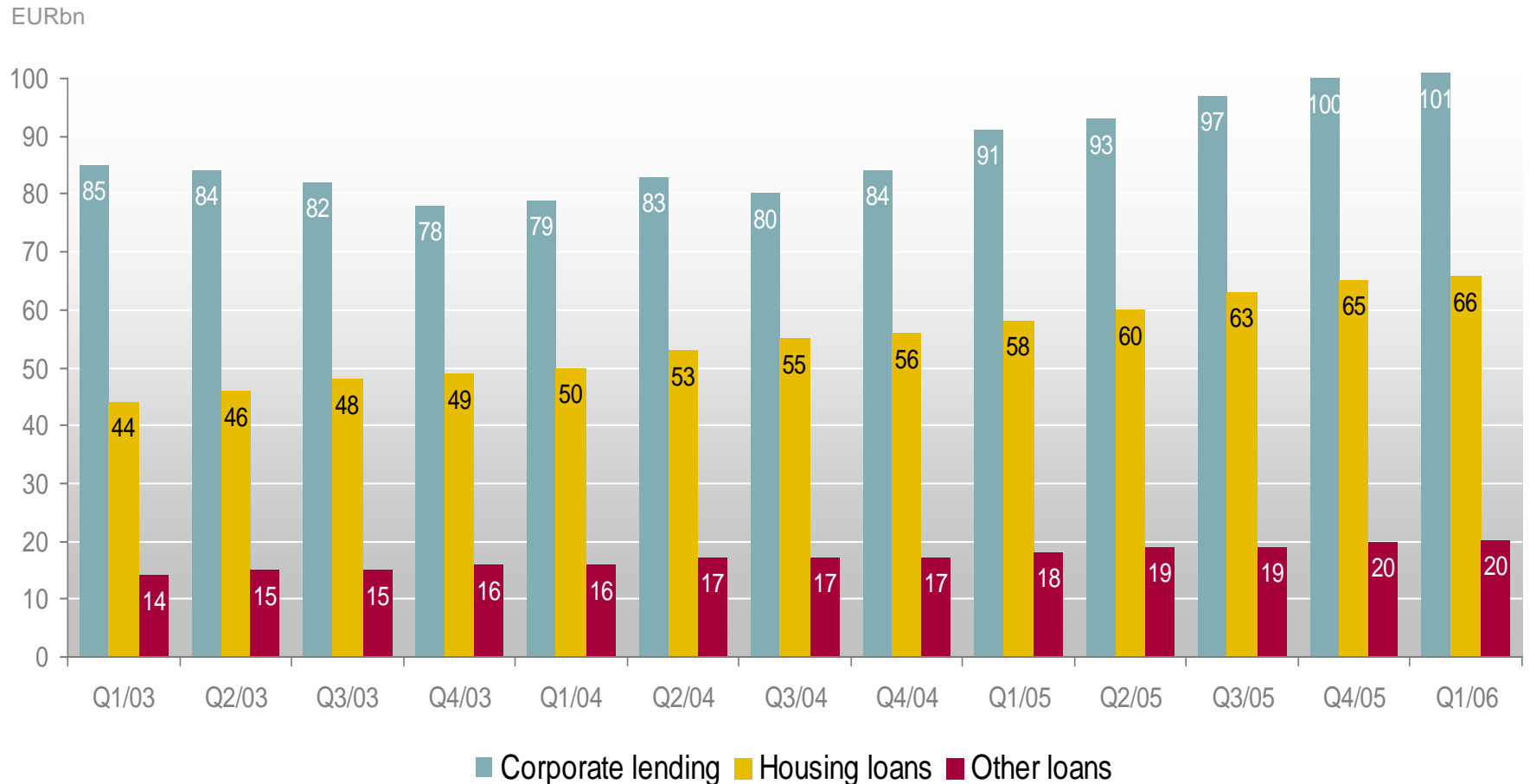
## Facts & Figures, content

- Credit quality Page 62
- Economic capital Page 71
- Business areas Page 74
- Balance sheet Page 103
- Market shares Page 106
- Appendix Page 114



Credit quality

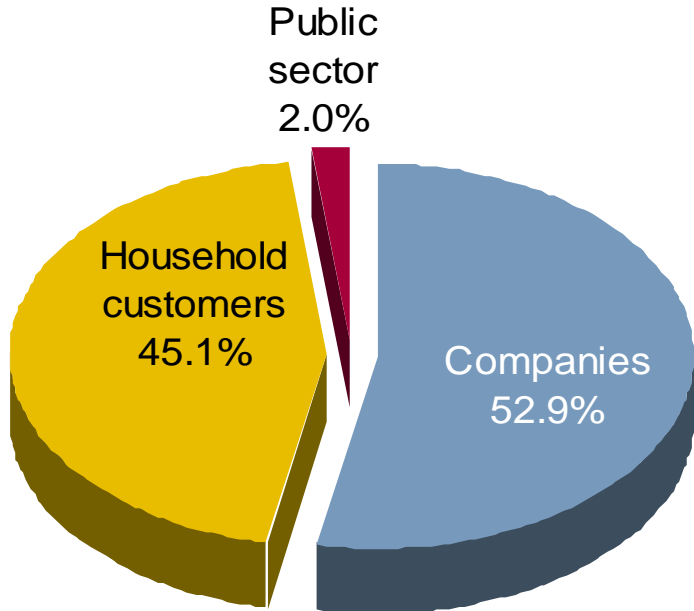
# Loan portfolio by customer category\*



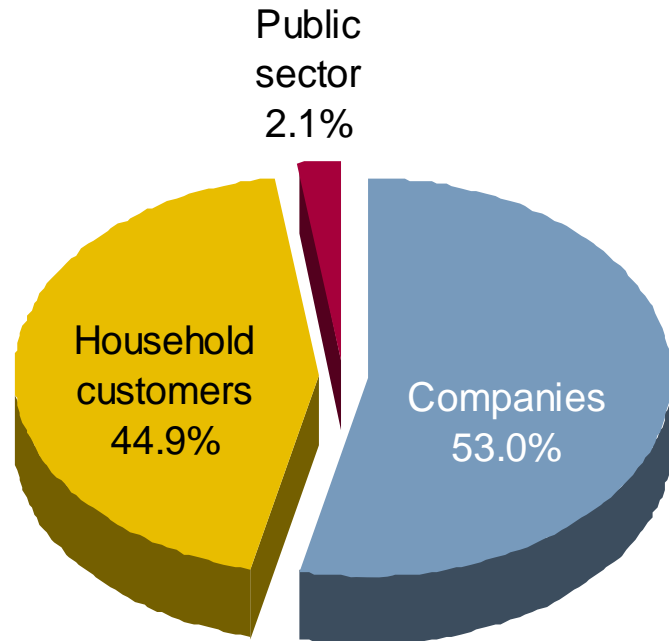
\* Excluding public sector

# Loan portfolio by customer group

End Q1/06, EUR 190.7bn



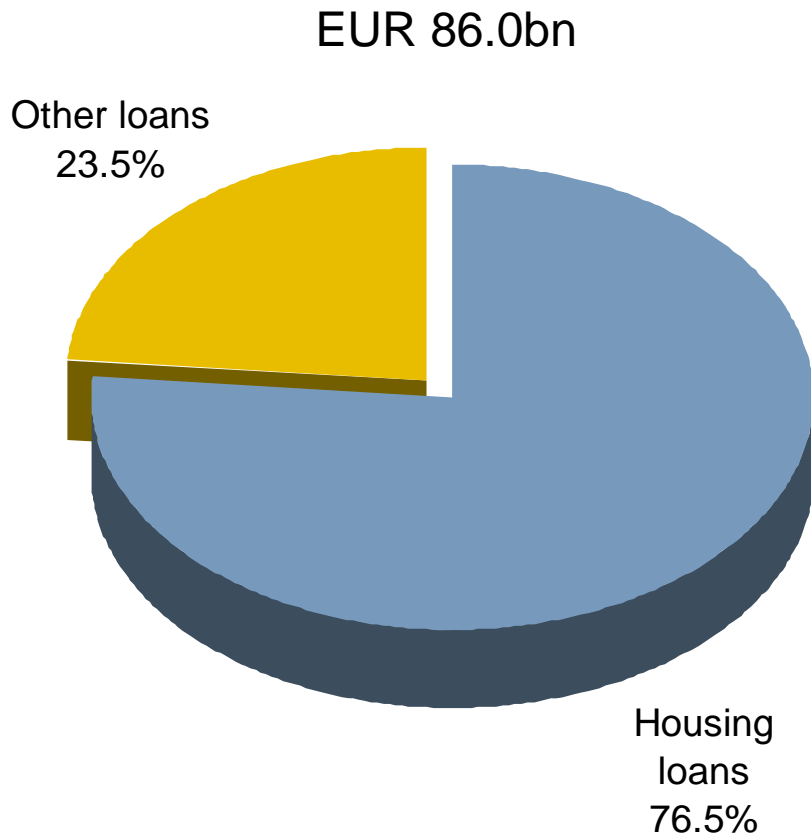
End Q1/05, EUR 170.1bn





# Lending to household customers

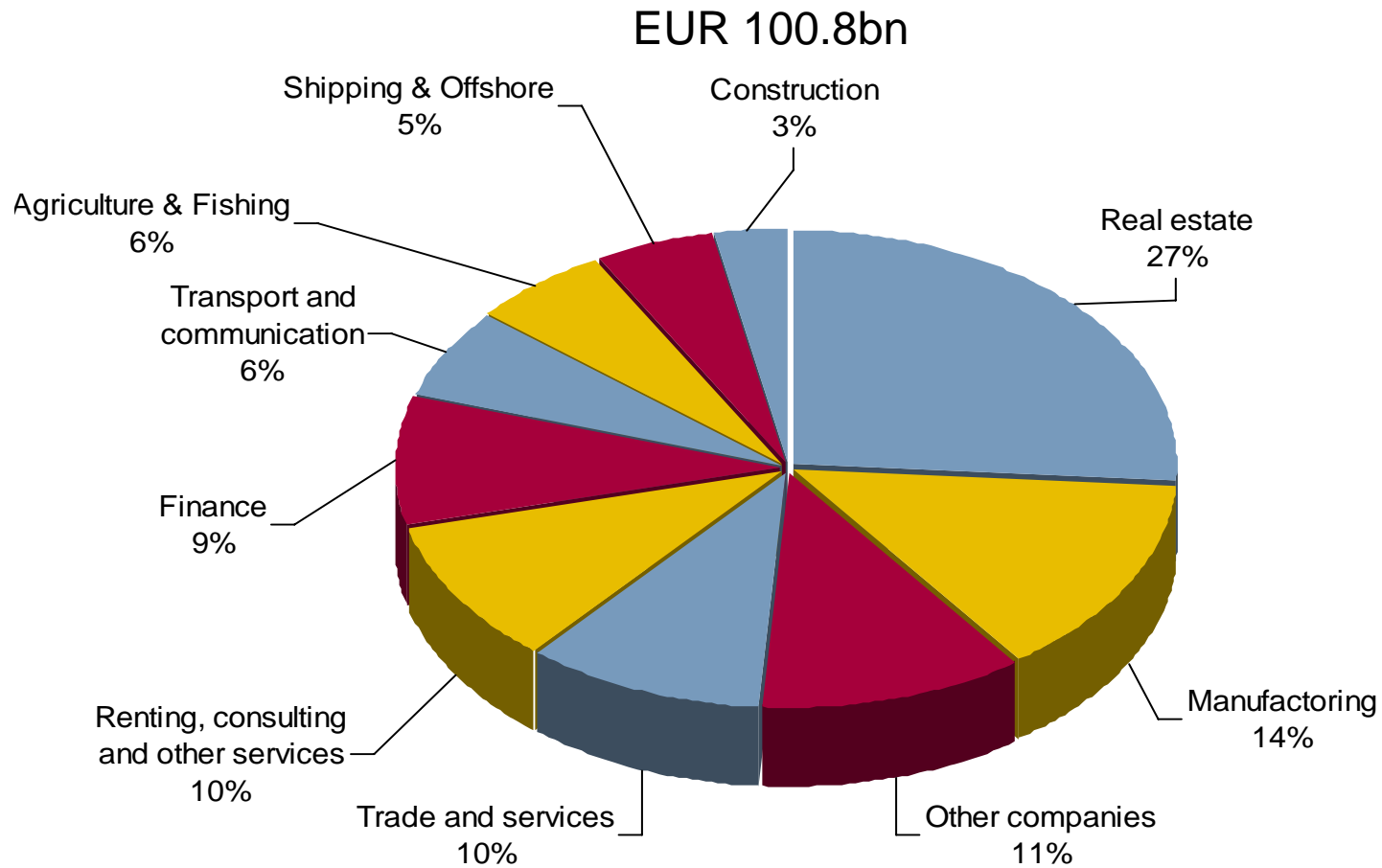
End of Q1/06



- Strong growth
- Other loans comprise
  - consumer credits
  - investment credits
  - car financing
  - overdraft facilities
  - credit cards
  - home equity credits

# Lending to companies by industry

End of Q1/06

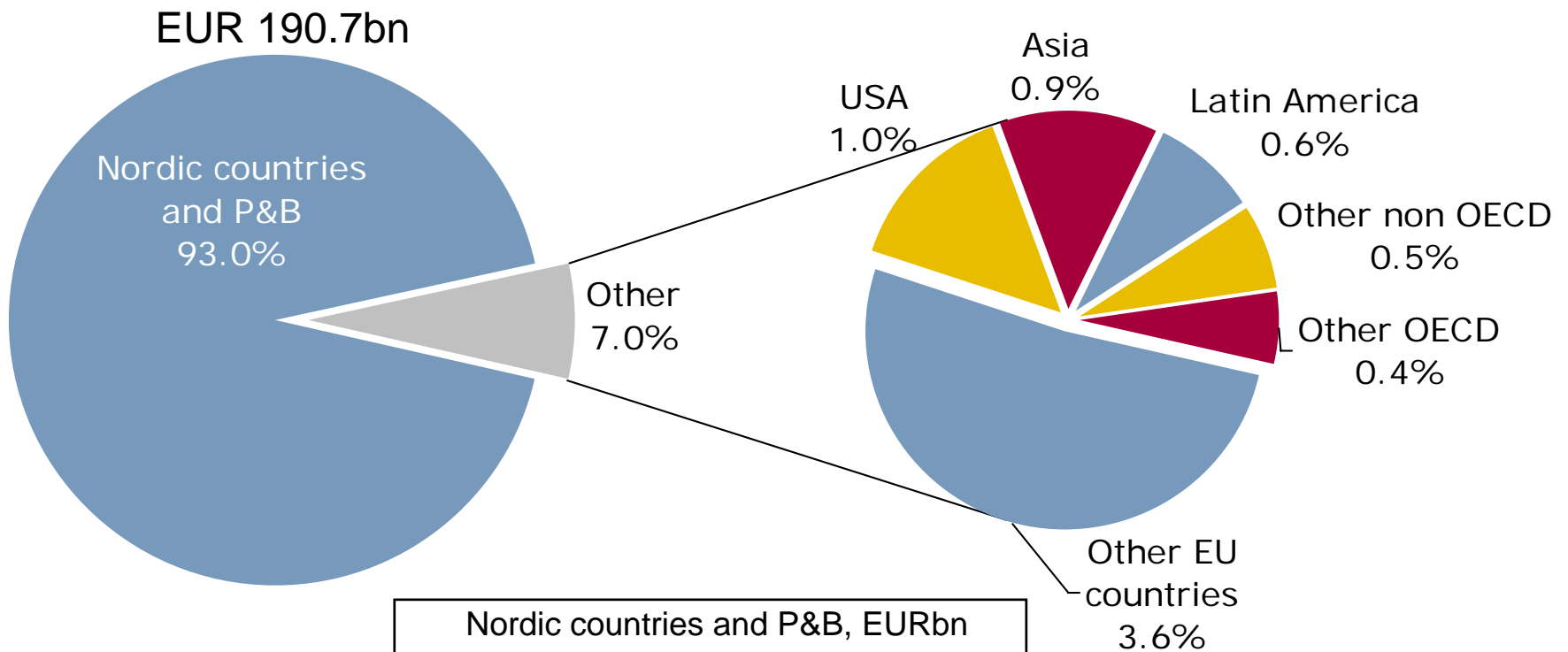


## Loan portfolio in figures

EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05
Household customers	86.0	84.6	81.7	78.9	75.3
Real estate	26.8	26.2	25.6	25.1	24.7
Construction	2.9	2.9	3.1	2.6	2.9
Transport, communication	5.8	5.6	5.1	5.6	4.9
Trade and services	9.9	9.9	9.9	9.8	9.4
Manufacturing	14.0	13.4	12.6	12.9	12.7
Finance	8.7	10.5	14.6	12.5	12.4
Renting, Consulting and other services	10.4	9.6	6.1	5.7	5.7
Other companies/public sector	15.1	14.6	12.8	12.0	12.3
Agriculture & Fishing	5.7	5.8	5.8	5.6	5.8
Shipping & Offshore	5.4	5.3	4.8	4.4	4.0
<b>Total</b>	<b>190.7</b>	<b>188.4</b>	<b>182.1</b>	<b>175.1</b>	<b>170.1</b>

# Lending by geographical area

End of Q1/06

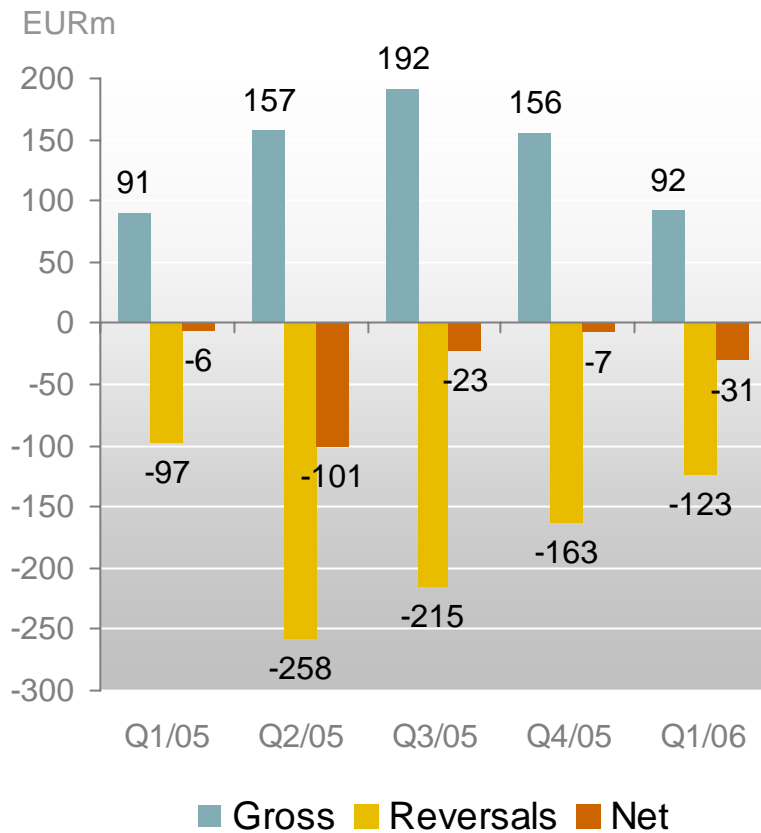


Nordic countries and P&B, EURbn	
▪ Denmark	51.4
▪ Finland	39.8
▪ Norway	30.2
▪ Sweden	52.8
▪ P&B	3.4

# Impaired loans

EURm. End of Q1/06	Gross	Provisions	Net
Household customers	431	-260	171
Real estate	134	-108	26
Construction	48	-36	12
Transport, communication	57	-52	5
Trade and services	193	-153	40
Manufacturing	357	-330	27
Finance	24	-19	5
Renting, Consulting and other services	132	-116	16
Other companies	162	-140	22
Public sector	7	-2	5
Agriculture & Fishing	153	-142	11
Shipping & Offshore	14	-13	1
<b>Total</b>	<b>1,712</b>	<b>-1,371</b>	<b>341</b>

# Loan losses



## YoY

- Positive loan losses following a continued flow of several recoveries
- Low new provisions
- Positive loan losses for 8<sup>th</sup> consecutive quarter

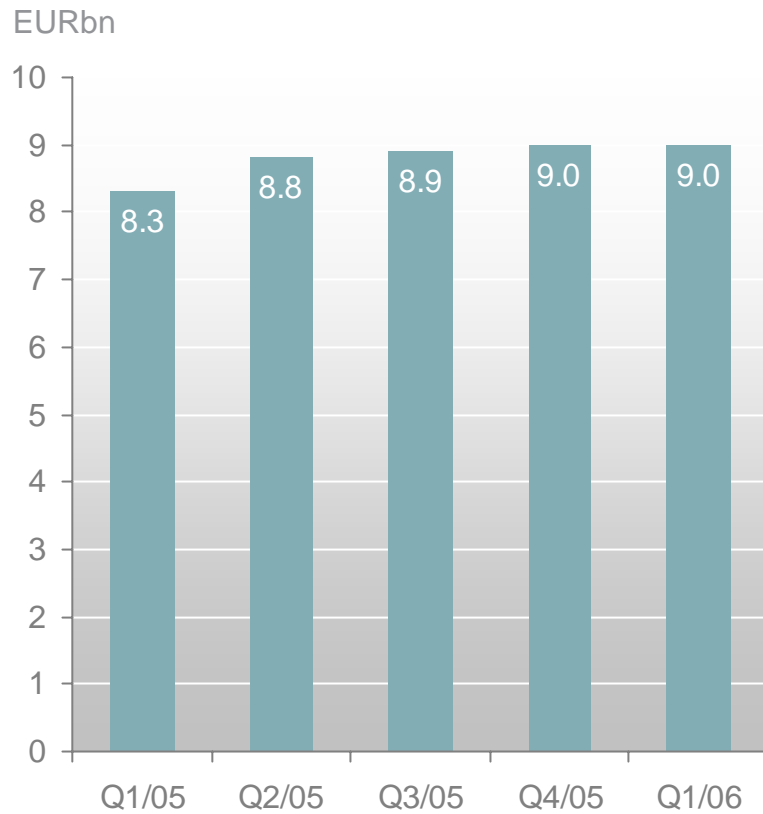
## QoQ

- Loan losses positive as reversals exceeded new provisions
  - writeback of groupwise provisions
- Overall credit quality strong in all markets



Economic capital

# Economic capital (EC)

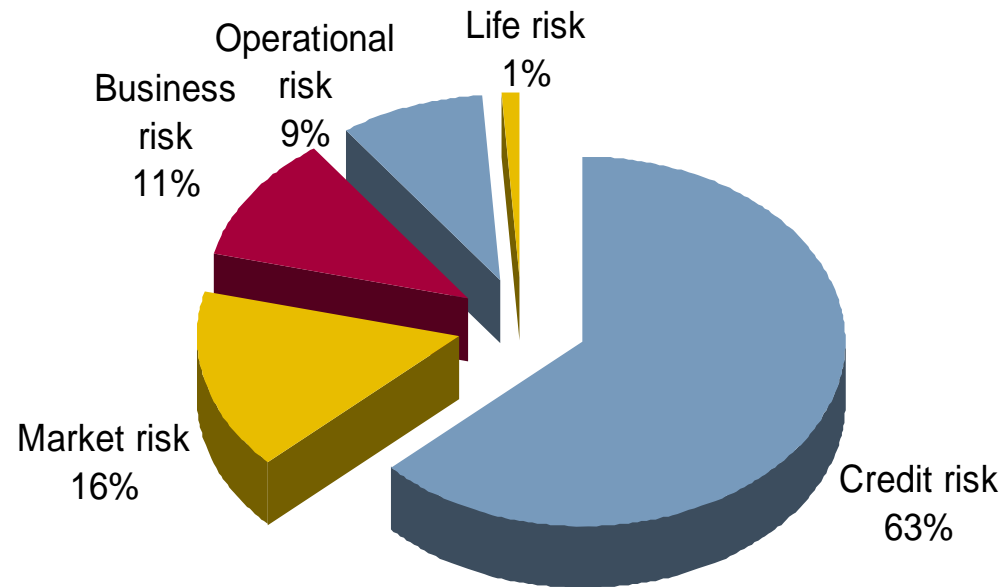
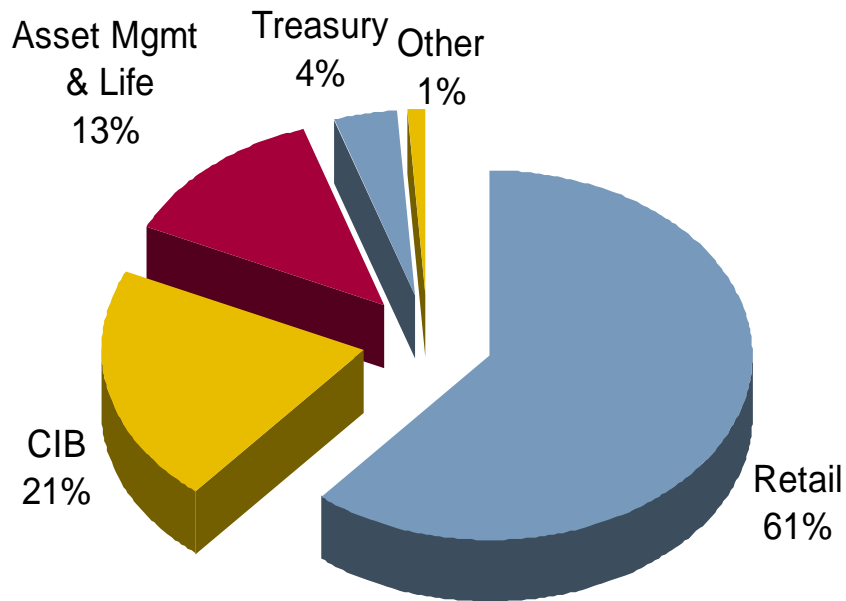


EC per business area	Q1/06
Retail Banking	5.4
CIB	1.9
Asset Mgmt	0.2
Life	1.0
Treasury	0.4
Other	0.1
<b>Total</b>	<b>9.0</b>



# Economic capital – distribution

End of Q1/06





Retail Banking

## Retail Banking lending and deposit volumes

Lending, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Denmark	45.5	45.1	43.2	41.3	38.5	37.4	36.0	35.5
Finland	36.4	35.6	34.8	33.8	33.0	31.6	30.4	29.5
Norway	26.0	25.2	24.3	23.3	21.8	20.4	19.9	19.9
Sweden	46.5	46.1	45.2	43.3	44.0	42.6	40.9	40.0

Deposits, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Denmark	20.5	20.3	20.6	19.3	18.1	18.3	17.8	17.8
Finland	24.1	24.8	23.9	24.0	23.4	23.7	22.7	22.7
Norway	13.4	12.9	12.5	11.9	11.2	10.6	10.5	10.5
Sweden	21.8	22.4	21.3	20.6	20.8	21.8	20.8	20.1

## Retail Banking breakdown of lending

Denmark, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	18.2	18.1	17.0	16.1	14.7	14.3	13.7	13.8
Household mortgages	20.3	19.6	18.8	17.9	17.2	16.8	16.4	15.9
Consumer lending	5.8	5.8	5.8	5.7	5.5	5.3	5.2	5.1

Finland, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	16.9	16.4	16.2	15.9	15.7	14.7	14.0	13.6
Households mortgages	15.5	15.2	14.8	14.2	13.6	13.3	12.8	12.4
Consumer lending	4.0	3.9	3.8	3.8	3.7	3.6	3.6	3.5

## Retail Banking breakdown of lending

Norway*, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	12.3	12.0	11.5	11.1	10.6	10.4	10.3	10.4
Household mortgages	12.8	12.4	11.9	11.4	10.5	10.1	9.6	9.3
Consumer lending	0.9	0.9	0.8	0.8	0.7	0.6	0.6	0.6
Sweden, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	23.5	23.5	23.2	22.2	22.9	21.6	20.5	20.4
Household mortgages	18.3	18.0	17.4	16.6	16.6	16.4	15.9	15.2
Consumer lending	3.4	3.4	3.3	3.3	3.3	3.4	3.3	3.3

\* Norway restated, volumes in Boligkredit moved from consumer lending to mortgage lending

## Retail Banking breakdown of deposits

Denmark, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	7.8	7.8	8.0	7.2	6.8	7.2	7.1	7.2
Households, current accounts	3.1	3.2	3.1	3.1	2.9	2.9	2.9	2.9
Households, savings accounts	9.5	9.4	9.5	9.0	8.4	8.1	7.8	7.7
Finland, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	7.0	7.2	7.0	7.2	6.9	7.0	6.8	6.8
Households, current accounts	9.9	10.4	10.4	10.3	9.9	9.6	9.5	9.5
Households, savings accounts	7.2	7.1	6.6	6.6	6.5	7.1	6.4	6.4

## Retail Banking breakdown of deposits

Norway, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	7.7	7.4	6.9	6.3	6.2	5.7	5.6	5.7
Households, current accounts	2.0	1.8	1.7	1.7	1.4	1.4	1.4	1.4
Households, savings accounts	3.7	3.7	3.9	3.8	3.6	3.5	3.5	3.4
Sweden, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate	10.1	11.0	9.6	9.4	9.5	10.6	9.3	9.2
Households, current accounts	5.0	5.0	5.0	4.8	4.9	4.9	4.9	4.7
Households, savings accounts	6.7	6.3	6.8	6.5	6.4	6.3	6.5	6.3

## Retail Banking margins

%	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Lending to SME's	1.00	1.04	1.06	1.09	1.13	1.13	1.13	1.19
Mortgages, households*	0.75	0.76	0.81	0.85	0.92	0.93	0.85	0.92
Consumer loans, households*	3.66	3.74	3.81	4.04	4.07	4.18	4.05	4.08
Deposits, SME's	0.88	0.85	0.83	0.89	0.86	0.92	0.94	0.90
Deposits, households	1.72	1.63	1.67	1.62	1.55	1.58	1.50	1.38

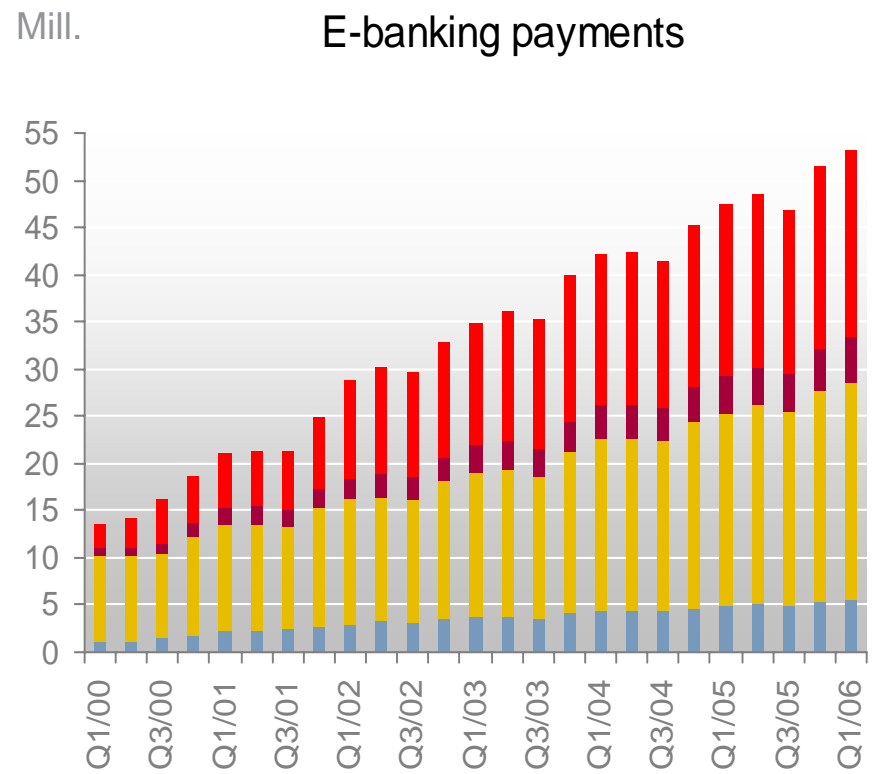
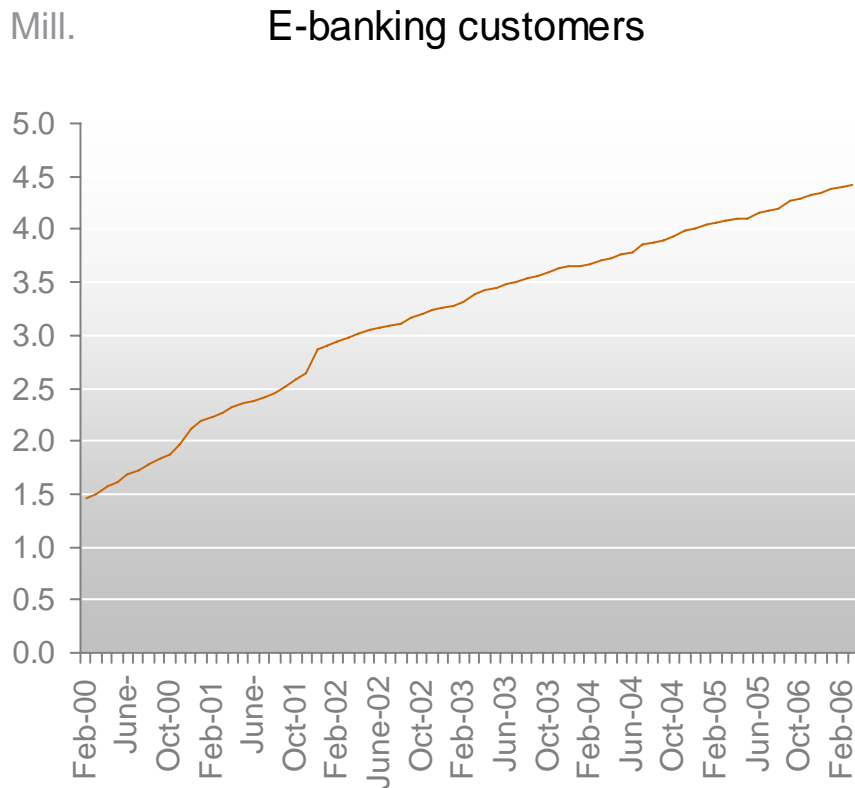
\* Margins restated as volumes in Boligkredit moved from consumer lending to mortgage lending





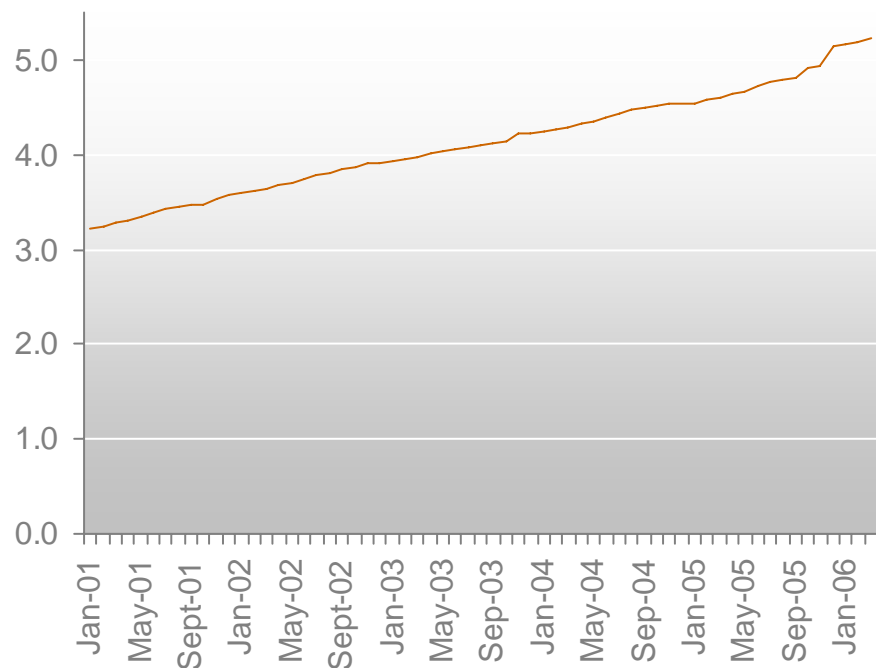
Payments &  
transactions

# E-banking customers, all customers

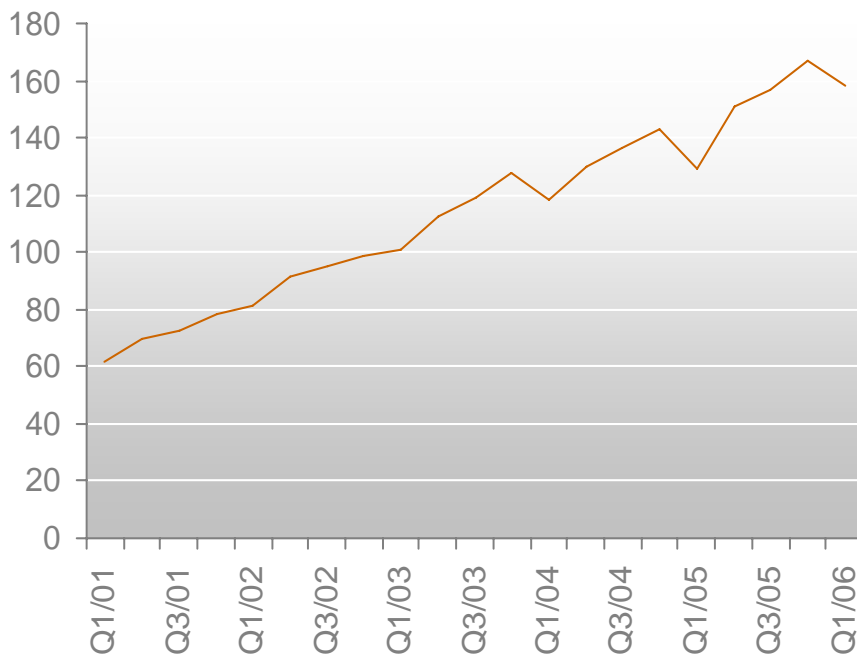


# Cards, all customers

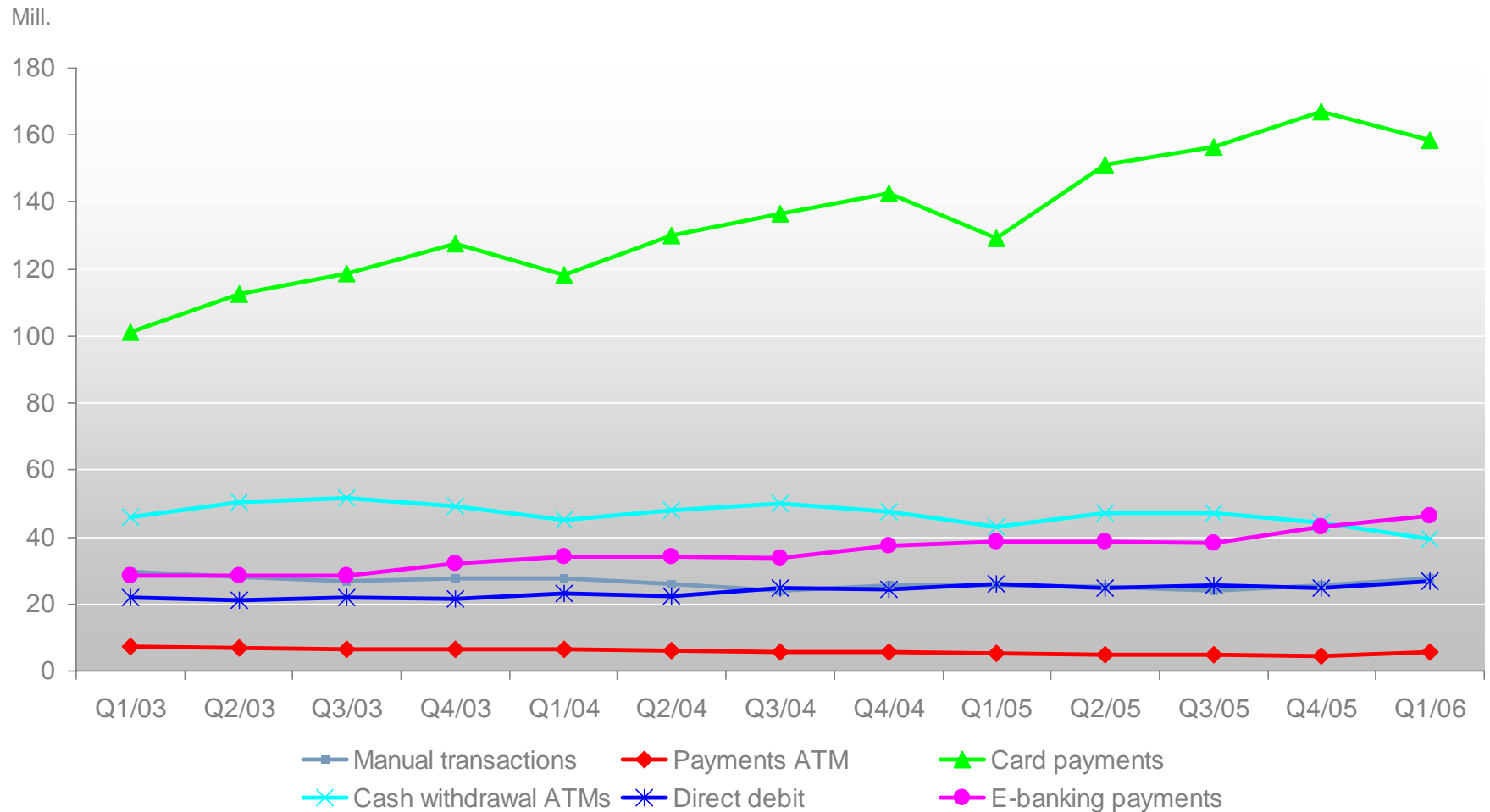
Mill. Issued debit and credit cards



Mill. Card payments



# Payment transactions, households



## Payment transactions, households

Mill.	Q1/06	2005	2004	2003	2002	2001
Manual transactions	27.7	100.1	103.9	112.5	125.3	141.0
Payterminals	5.8	19.7	23.6	27.1	31.7	34.3
Card payments	158.4	603.6	527.8	459.9	395.5	333.5
Cash withdrawal ATM	39.3	181.7	190.4	197.4	204.4	207.2
Direct debit	26.9	101.3	98.5	86.1	81.5	78.5
E-banking payments	46.5	157.8	139.3	117.3	97.6	78.2
Total	304.7	1,164	1,084	1,000	936	873



Corporate and  
Institutional Banking

# CIB lending and deposit volumes and margins

Lending, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate Banking Division	11.9	11.1	10.9	12.0	12.8	10.8	11.3	12.1
Financial Institutions Division	2.0	1.7	1.8	2.0	2.0	1.4	1.6	2.1
International and Shipping Division	8.6	8.5	8.1	7.7	6.5	5.9	6.1	6.1
Poland and Baltic	3.4	3.3	2.8	2.5	2.3	2.4	2.0	1.8
<b>Total*</b>	<b>32.1</b>	<b>32.4</b>	<b>32.2</b>	<b>32.5</b>	<b>30.9</b>	<b>26.6</b>	<b>24.5</b>	<b>26.4</b>
Margins**, %	0.93	0.96	0.91	0.86	0.94	0.98	0.97	0.97

Deposits, EURbn	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05	Q4/04	Q3/04	Q2/04
Corporate Banking Division	6.6	7.0	6.3	8.0	8.9	9.1	7.4	6.9
Financial Institutions Division	10.4	10.9	8.6	8.8	11.1	9.0	7.5	8.1
International and Shipping Division	4.3	4.3	3.6	3.6	3.2	3.0	3.0	3.9
Poland and Baltic	1.8	1.8	1.5	1.4	1.3	1.3	1.2	1.2
<b>Total*</b>	<b>25.7</b>	<b>26.8</b>	<b>23.3</b>	<b>24.7</b>	<b>26.7</b>	<b>24.9</b>	<b>20.8</b>	<b>22.0</b>
Margins**, %	0.37	0.40	0.39	0.40	0.37	0.38	0.41	0.36

\* Incl. Markets volumes

\*\* Excl. Markets and Poland and Baltic

## Nordea operations in Poland and the Baltic countries

End of Q1/06	Estonia	Latvia	Lithuania	Poland	Total
Customers	46,100	33,700	25,400	334,700	1,168,900*
Branches/salespoints	10	12	10	41	73
Number of FTEs	266	253	172	828	1,528
Total assets, EURm	1,101	928	653	1,599	4,281
Lending, EURm	966	943	730	1,388	4,027
Deposits, EURm	280	355	165	968	1,768
Market share, lending, %	10.6 %	7.5 %	6.2 %	1.4 %	
Market share, deposits, %	4.5 %	3.6 %	2.2 %	1.0 %	
Operating profit, EURm	3	4	0	3	8**
Country position, overall	3	4	5	19	

\* Incl. Polish Life customers

\*\* Difference compared to summary of country result is explained by booking of provisions





Asset Management &  
Life Insurance

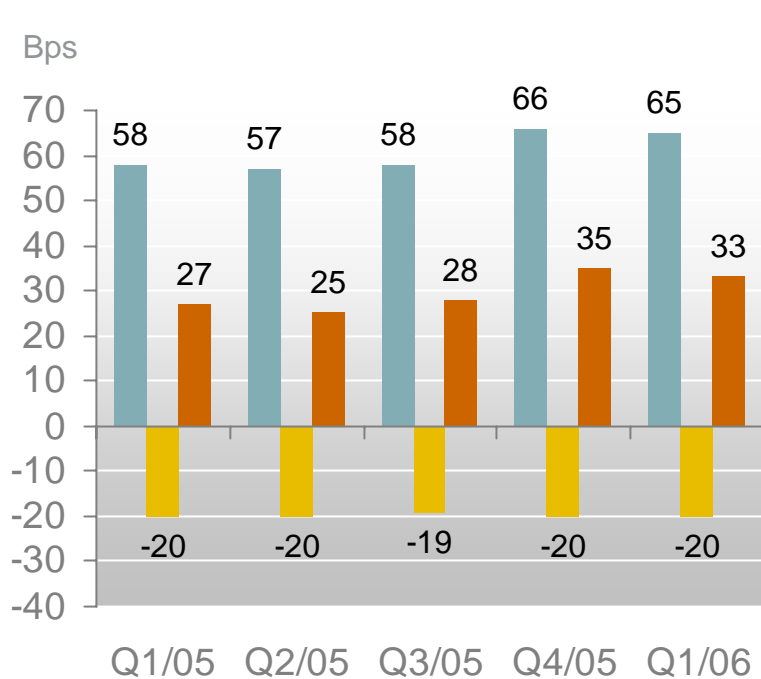
## Breakdown of AuM by market and channels

Q1/06 EURbn	Retail funds* (sold through own distribution)	Fund sales through third-parties	Private Banking	Institutional customers	Life & Pensions	Total by market
Denmark	17.2	-	15.0	9.8	17.6**	<b>59.4</b>
Finland	6.7	-	14.5	4.1	8.5**	<b>33.5</b>
Norway	1.9	-	1.5	3.4	4.7**	<b>11.5</b>
Sweden	18.7	-	5.3	2.8	3.5**	<b>30.1</b>
Europe	-	6.5	8.8	2.4	0.9	<b>19.3</b>
North America	-	-	-	0.6	-	<b>0.6</b>
	44.5	6.5	45.1	23.0	35.3	<b>154.4</b>

\* All funds targeted at Nordic Retail segment.

\*\* Includes EUR 4.8bn in pension pools products

# Asset Management - margins



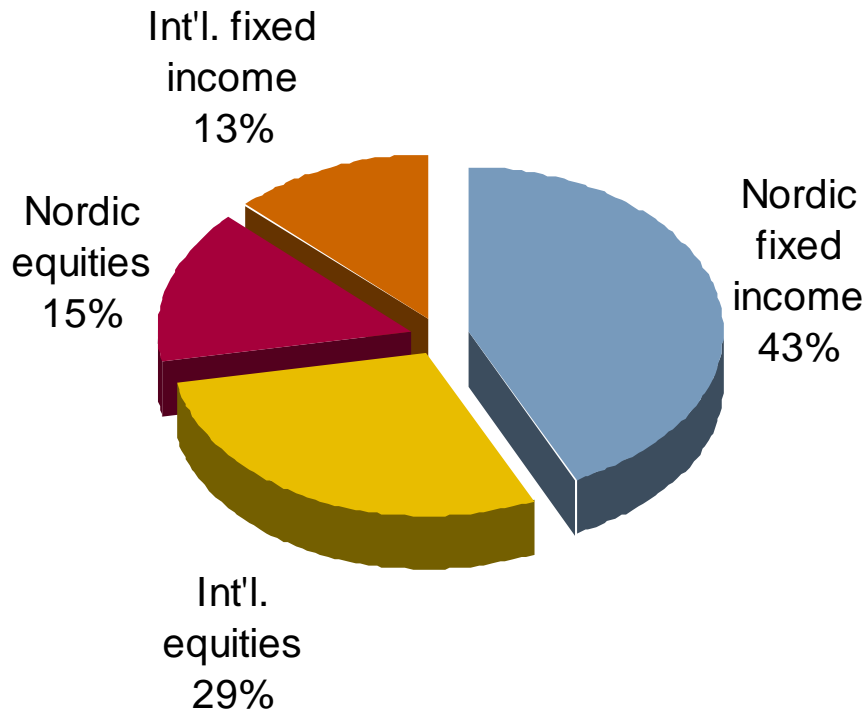
- Income margin
- Operating expenses margin
- Result margin

YoY

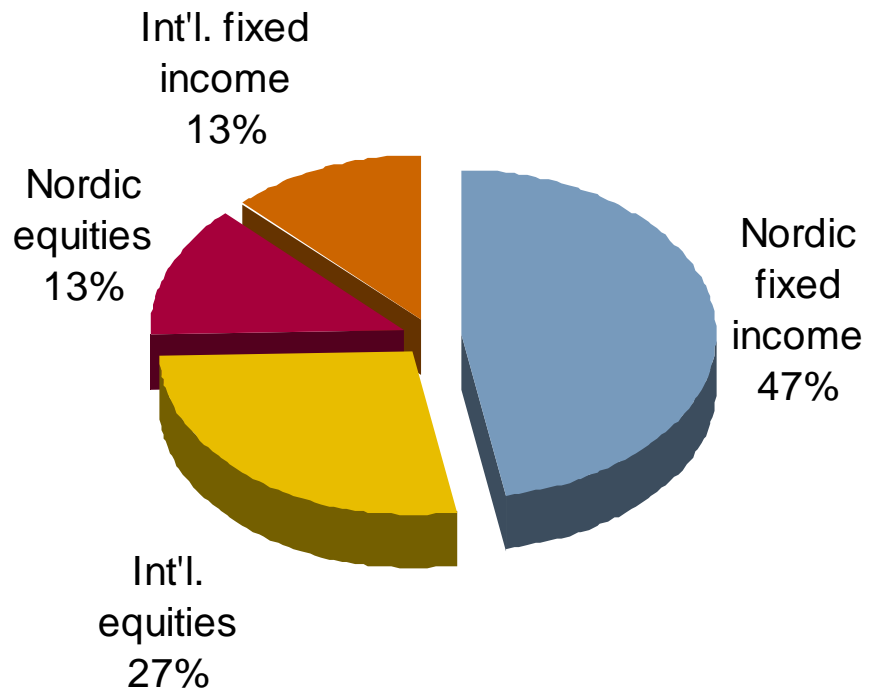
- Income margin 12% up following a continued high activity level in all major segments
- Improved result margin following unchanged cost margins

# Asset structure\*

Q1/06

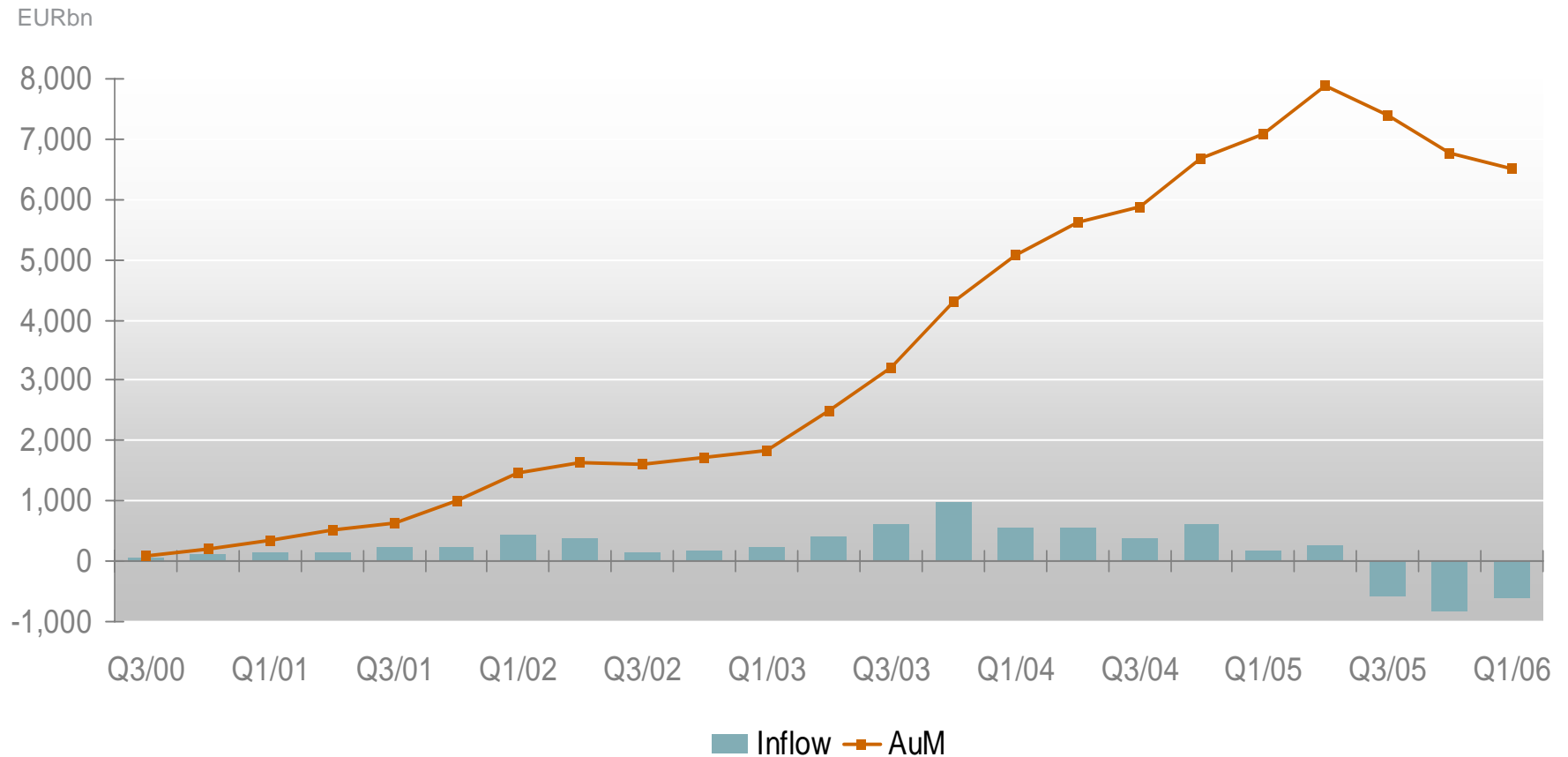


Q1/05



\*Average AuM for Asset Management activities excl. Nordic Private Banking activities, in Q1 this was EUR 114bn

# European fund distribution



# Life - breaking out profit drivers

Fee contribution	<ul style="list-style-type: none"> <li>▪ Fee based on size of life provisions in “with profit” companies – DK, FI, SE</li> <li>▪ Profit-sharing from the Norwegian business (existing model, change pending)</li> </ul>
Contribution from cost result	<ul style="list-style-type: none"> <li>▪ 25% of surplus/deficit from cost result in DK, 100% from FI and SE</li> <li>▪ Profit-/loss-sharing in Norway</li> </ul>
Contribution from risk result	<ul style="list-style-type: none"> <li>▪ 25% of surplus/deficit from risk result in DK, 100% from FI and SE</li> <li>▪ Profit-/loss-sharing in Norway</li> </ul>
Inv. return on shareholders' equity	<ul style="list-style-type: none"> <li>▪ Investment return from separated shareholders' equity (DK)</li> </ul>
Other profits	<ul style="list-style-type: none"> <li>▪ Health and accident result, holding company result</li> </ul>
Unit-linked	<ul style="list-style-type: none"> <li>▪ Net unit-linked result including unit-linked cost/risk result</li> </ul>
Retail commission and distribution cost	<ul style="list-style-type: none"> <li>▪ Commissions paid to Retail Banking less distribution cost in Retail Banking (standard 55% of commissions paid)</li> </ul>

## Life - profit drivers

EURm	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05
Traditional insurance					
Fee contribution/profit sharing	36	33	43	35	30
Contribution from cost result	-1	-1	0	0	1
Contribution from risk result	7	10	7	2	5
Inv. return on Shareholders Equity	0	1	3	4	3
Other profits	5	6	7	5	3
<b>Total Profit Traditional</b>	<b>47</b>	<b>49</b>	<b>60</b>	<b>46</b>	<b>42</b>
<b>Total Profit Unit linked</b>	<b>13</b>	<b>10</b>	<b>9</b>	<b>11</b>	<b>10</b>
Estimated distribution cost in Retail	-4	-3	-4	-5	-4
<b>Total product result</b>	<b>56</b>	<b>56</b>	<b>65</b>	<b>52</b>	<b>48</b>
<i>Of which income within Retail</i>	<i>30</i>	<i>29</i>	<i>24</i>	<i>19</i>	<i>22</i>
Key figures					
<b>Premiums written, net of reinsurance</b>	<b>972</b>	<b>1,081</b>	<b>577</b>	<b>645</b>	<b>789</b>
Hereof from Traditional business	582	607	404	458	590
Hereof from Unit-linked business	390	474	174	187	198

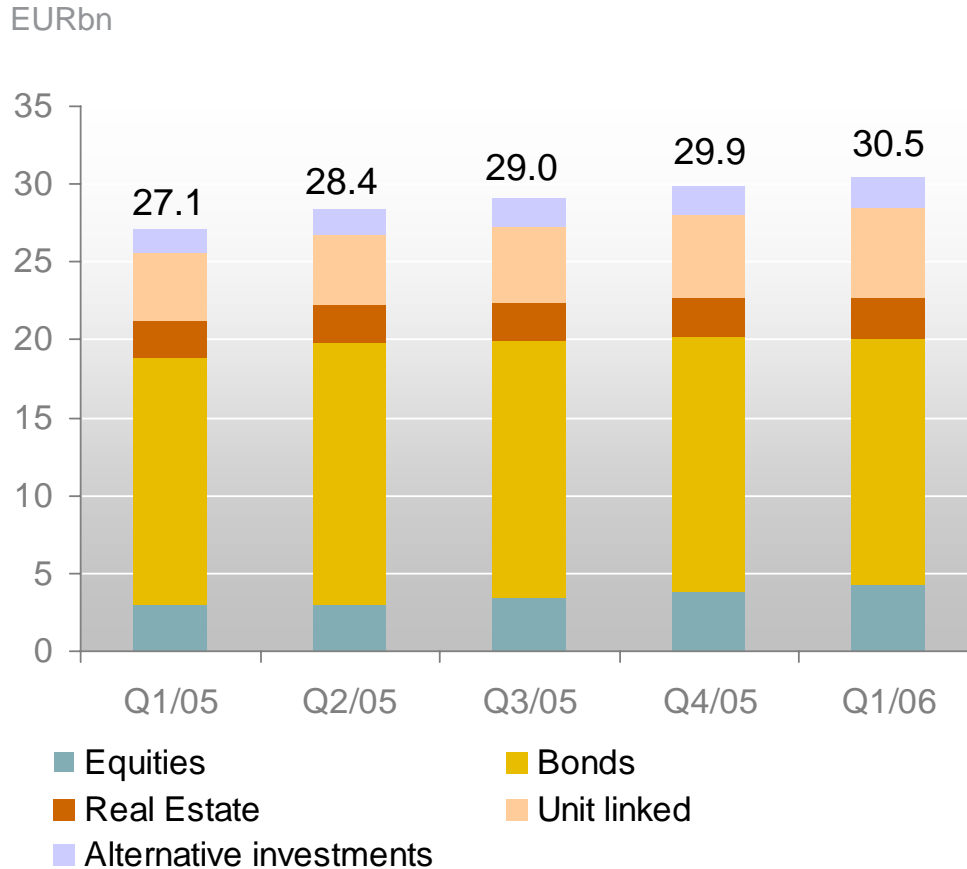
# Life – net written premiums by market

End of Q1/06

EURm	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05
Denmark	237	296	222	210	230
Norway	236	147	90	104	195
Finland	241	273	164	212	260
Sweden	151	254	68	49	65
Other	107	111	33	70	38
<b>Total</b>	<b>972</b>	<b>1,081</b>	<b>577</b>	<b>645</b>	<b>788</b>



# Life, investments



- **Equities**

- predominantly listed equities
- 1/3 Nordic, 2/3 international

- **Bonds**

- ¾ Nordic issuers
- primarily govnm't & mortgage inst.

## Life - asset allocation

	Total, EURbn		Equities, %	
	Q1/06	Q4/05	Q1/06	Q4/05
Denmark	13.6	13.7	26	23
Finland	8.2	8.0	21	21
Norway	4.4	4.2	17	15
Sweden	3.3	3.1	4	2
Total	29.5	29.0	20	19

# Life - solvency situation

End of Q1/06

EURm	Required solvency	Actual solvency	Solvency buffer	Solvency in % of requirement
Denmark	490	584	94	119
Finland	228	711	482	311
Norway*	146	311	166	214
Sweden**	67	141	73	209

\* Excluding unit linked companies

\*\* Nordea Life Sweden I

# Life – solvency sensitivity

End of Q1/06

	Denmark	Finland	Norway	Sweden
Solvency in % of requirement	119	311	214	209
Equities drop 12%	117	238	214	201
Interest rates down 50bp	118	338	214	236
Interest rates up 50bp	120	281	214	165

## Life – financial buffers\*

	EURm		% of total provisions	
	Q1/06	Q4/05	Q1/06	Q4/05
Denmark	1,354	1,172	12.4	10.5
Finland	296	278	5.5	5.2
Norway	217	181	6.4	5.6
Sweden	132	24	8.1	1.4
Total	1,999	1,654	9.4	7.7

\* Financial buffers are defined in accordance with local regulations and practices

# Life – buffer sensitivity

End of Q1/06

EURm	Denmark	Finland	Norway	Sweden
Financial buffers*	1,354	296	217	132
Equities drop 12%	1,146	130	162	124
Interest rates down 50bp	1,338	358	221	70
Interest rates up 50bp	1,426	227	113	186



Balance sheet

# Balance sheet

EURm	31 Mar 2006	31 Dec 2006	31 Mar 2005
Treasury bills and other eligible bills	7,056	7,280	7,522
Loans and receivables to credit institutions	31,819	31,578	25,935
Loans and receivables to the public	190,687	188,460	169,983
Derivatives	22,756	28,876	23,619
Other assets	68,957	69,355	60,504
<b>Total assets</b>	<b>321,275</b>	<b>325,549</b>	<b>287,563</b>
Deposits by credit institutions	26,561	29,790	30,433
Deposits and borrowings from the public	113,306	115,550	105,229
Liabilities to policyholders	28,808	26,830	24,113
Debt securities in issue	87,742	82,609	66,976
Derivatives	22,377	28,602	23,326
Subordinated liabilities	8,009	7,822	6,141
Other liabilities and minority interests	20,859	21,428	18,970
<b>Total equity</b>	<b>13,613</b>	<b>12,960</b>	<b>12,375</b>
<b>Total liabilities and equity</b>	<b>321,275</b>	<b>325,549</b>	<b>287,563</b>



# Capital base

EURm	Q1/06	Q4/05	Q3/05	Q2/05	Q1/05
Core equity	13,572	12,918	12,946	12,344	12,474
Hybrid capital loans	1,462	1,472	1,395	1,387	914
Deferred tax assets	-308	-327	-460	-449	-448
Goodwill	-1,795	-1,794	-1,804	-1,799	-1,771
Other items net	-1,210	-831	-696	-431	-826
<b>Tier 1 capital</b>	<b>11,721</b>	<b>11,438</b>	<b>11,381</b>	<b>11,052</b>	<b>10,343</b>
<b>Tier 1 capital ratio</b>	<b>6.8%</b>	<b>6.8%</b>	<b>7.0%</b>	<b>7.0%</b>	<b>6.8%</b>
Tier 2 capital	6,376	5,862	6,445	5,528	4,926
<i>-of which perpetual subordinated loans</i>	<i>827</i>	<i>837</i>	<i>833</i>	<i>832</i>	<i>810</i>
Deductions for investments in ins. companies	-1,537	-1,535	-1,535	-1,441	-1,441
Deductions for other investments	-276	-279	-282	-285	-259
<b>Total capital base</b>	<b>16,284</b>	<b>15,486</b>	<b>16,009</b>	<b>14,854</b>	<b>13,569</b>
<b>Total capital ratio</b>	<b>9.4%</b>	<b>9.2%</b>	<b>9.9%</b>	<b>9.4%</b>	<b>8.9%</b>
RWA credit risk	157,306	153,483	147,995	143,400	138,201
RWA market risk	16,312	15,545	14,399	15,130	14,384
Total RWA	173,618	169,028	162,394	158,530	152,585



## Market shares

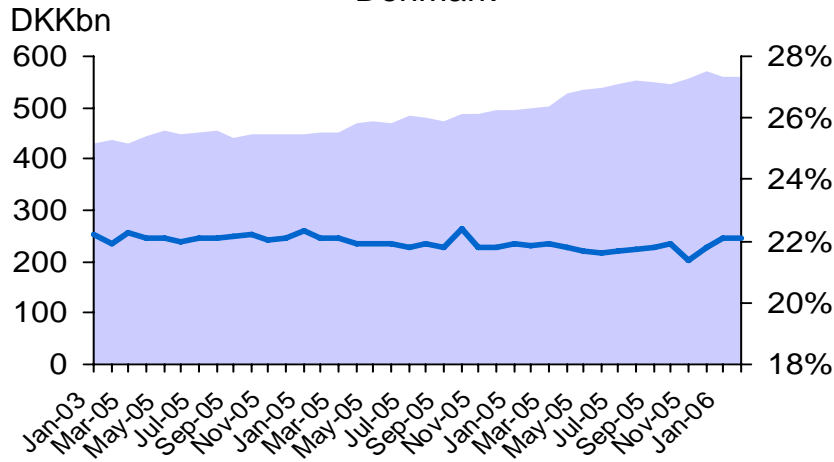
\* Statistics mainly from February 2006

## Market position in Nordic markets

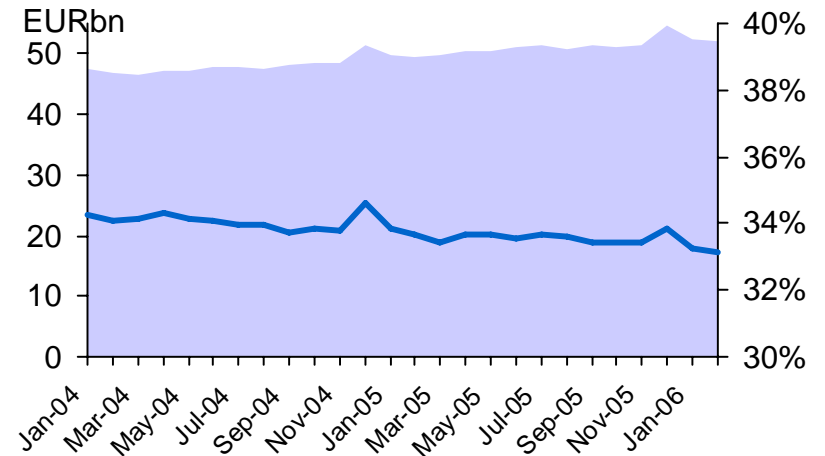
Market shares	Denmark	Finland	Norway	Sweden
<u>Personal customers</u>				
- mortgage lending	16.9%	31.5%	11.8%	15.7%
- consumer lending	15.1%	31.1%	10.9%	9.3%
- deposits	22.1%	33.2%	8.3%	18.2%
<u>Corporate customers</u>				
- lending	19.1%	34.9%	16.4%	14.5%
- deposits	22.4%	37.3%	16.3%	21.5%
Investment funds	19.9%	26.3%	8.2%	14.6%
Life & Pensions (end 2005)	15.4%	28.4%	7.8%	3.3%
Brokerage (Ytd 2006 - March)	17.3%	5.5%	2.8%	2.8%

# Personal customer deposits - market volume & share

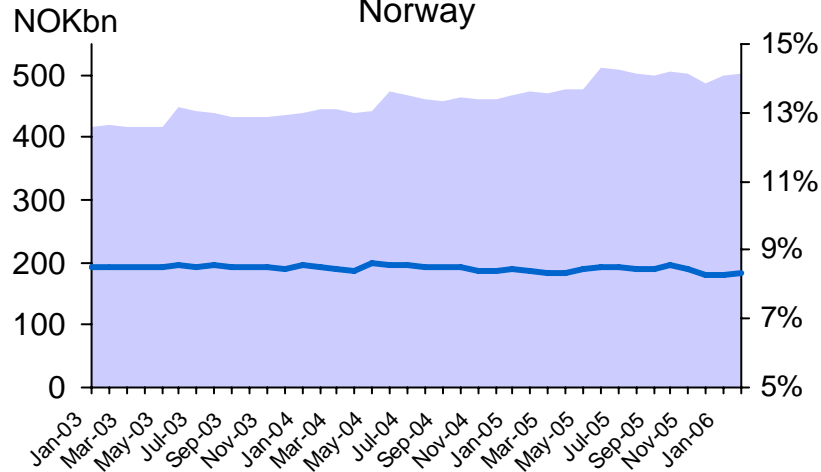
Denmark



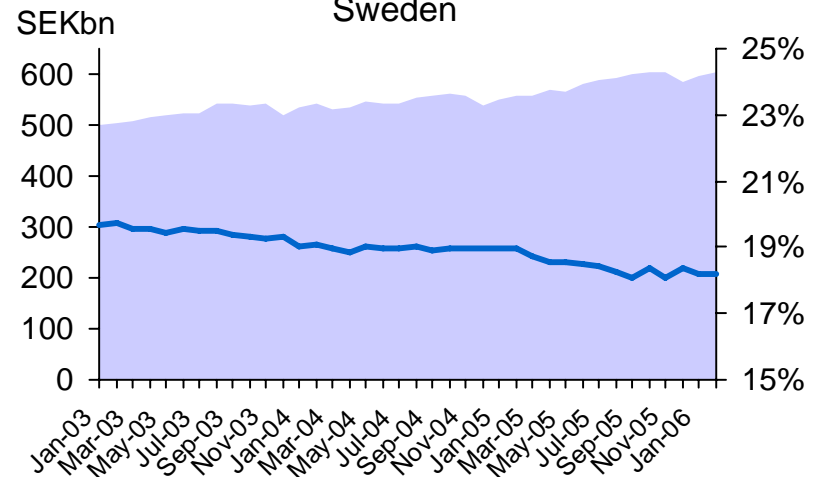
Finland



Norway



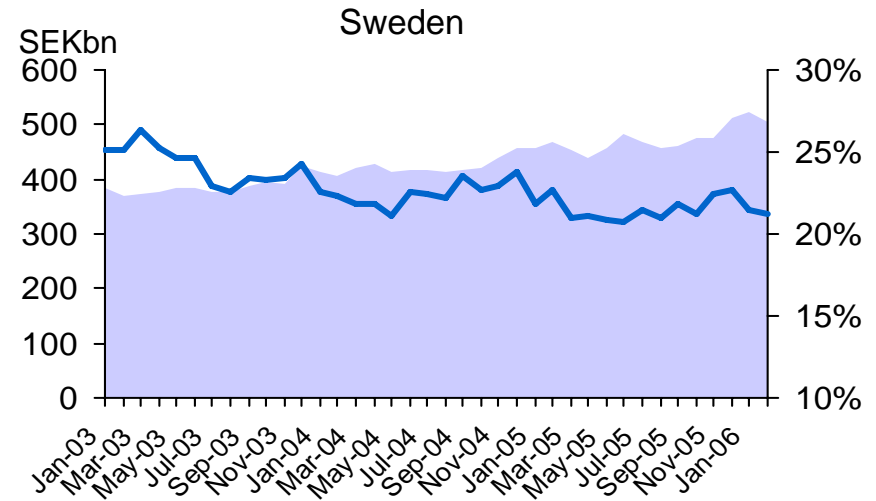
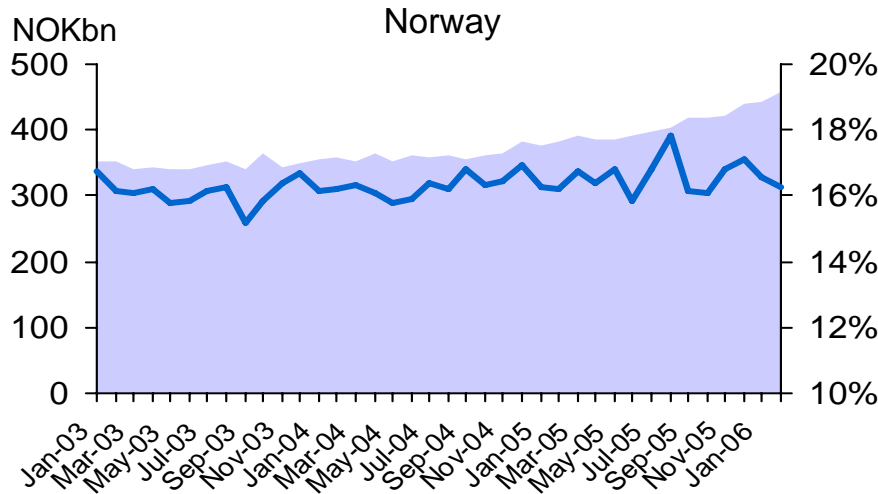
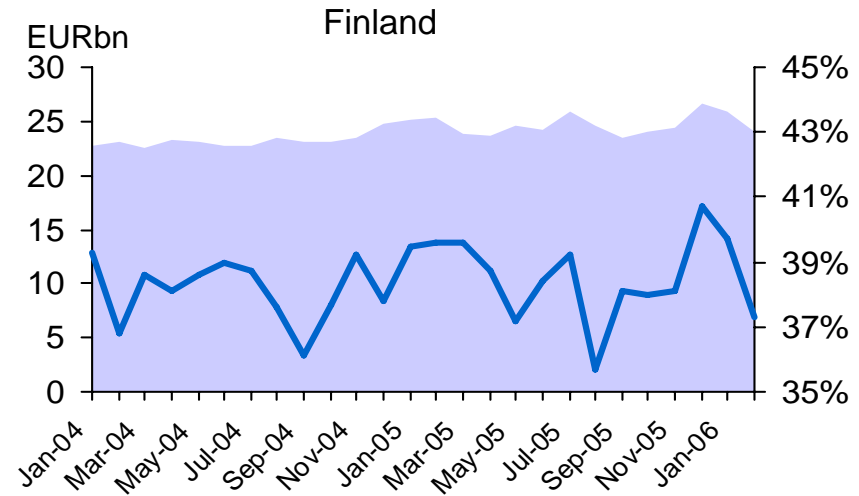
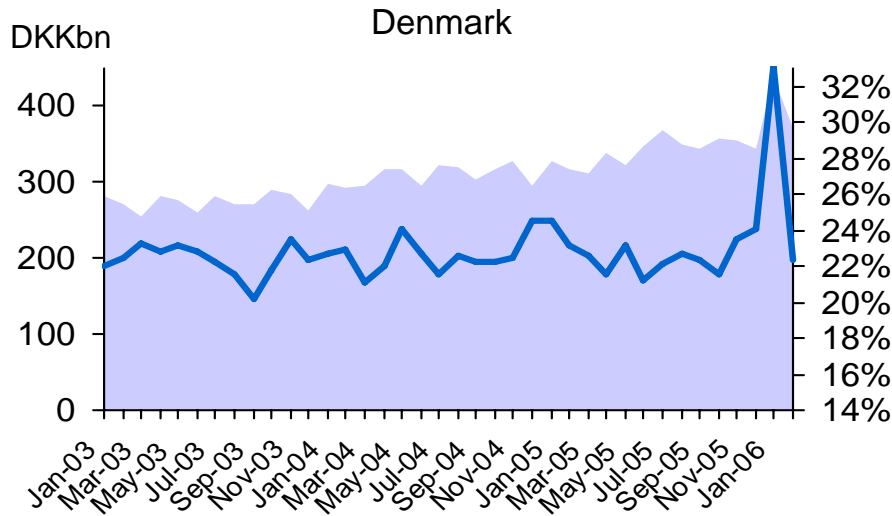
Sweden



Market volume

Market share

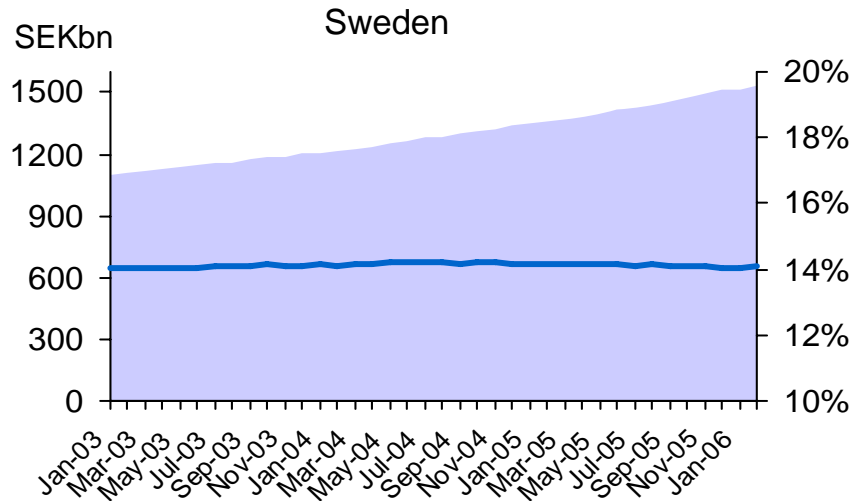
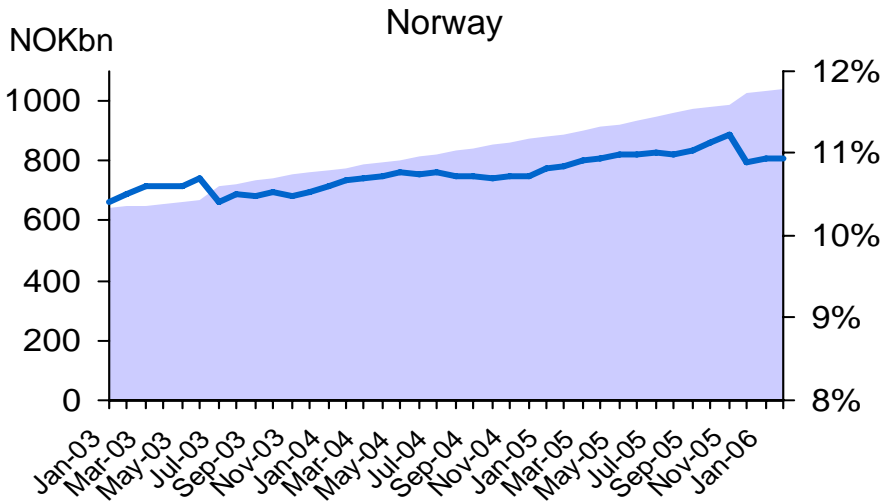
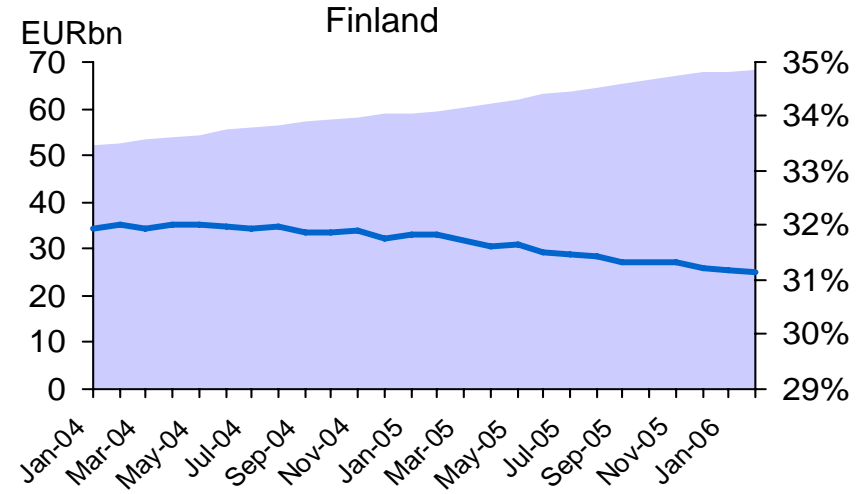
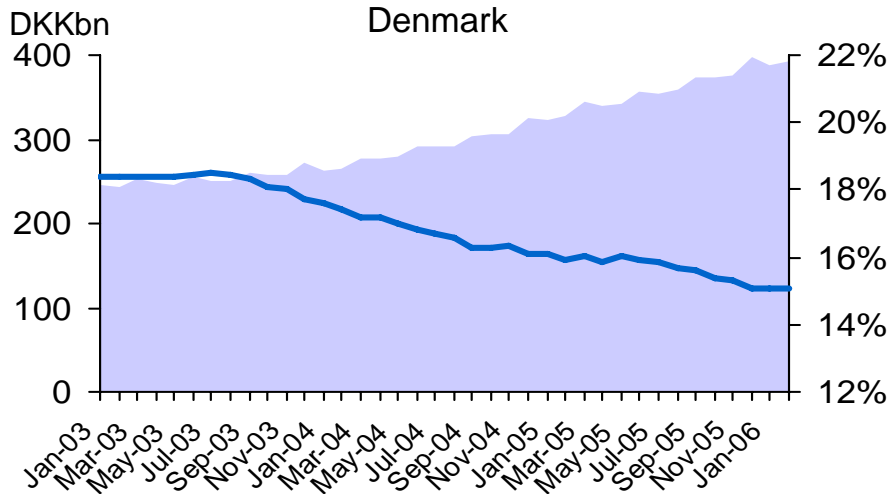
# Corporate deposits - market volume & share



Market volume

Market share

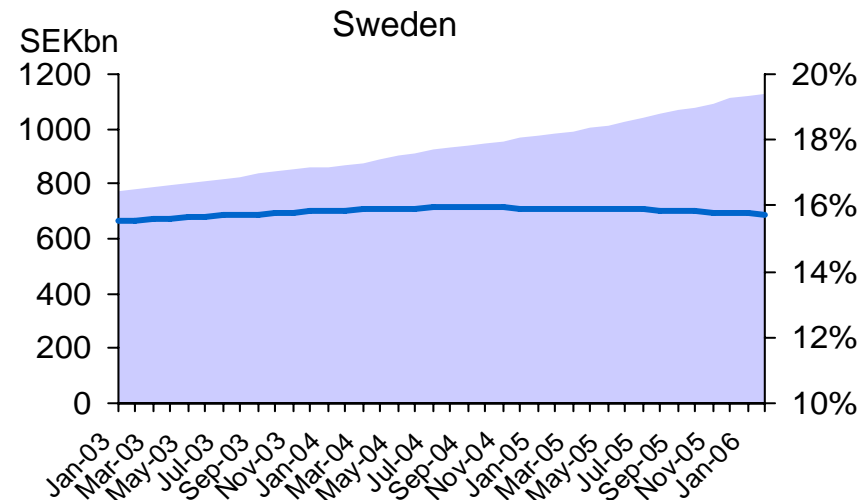
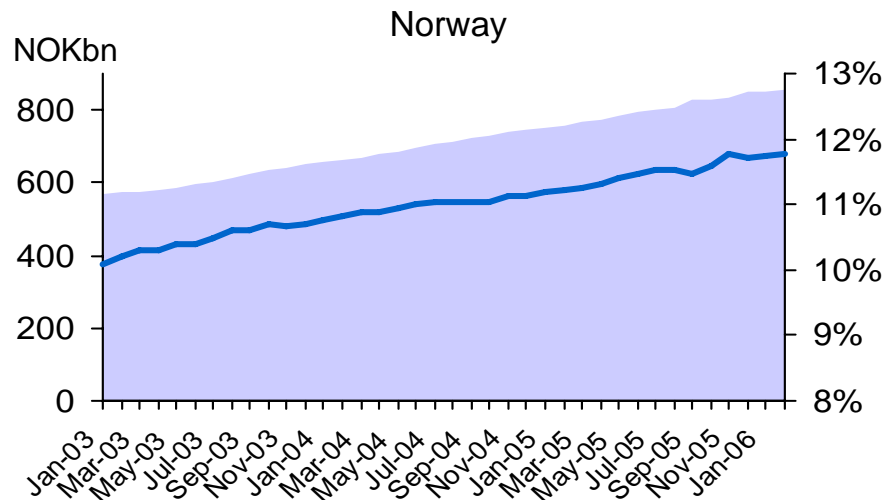
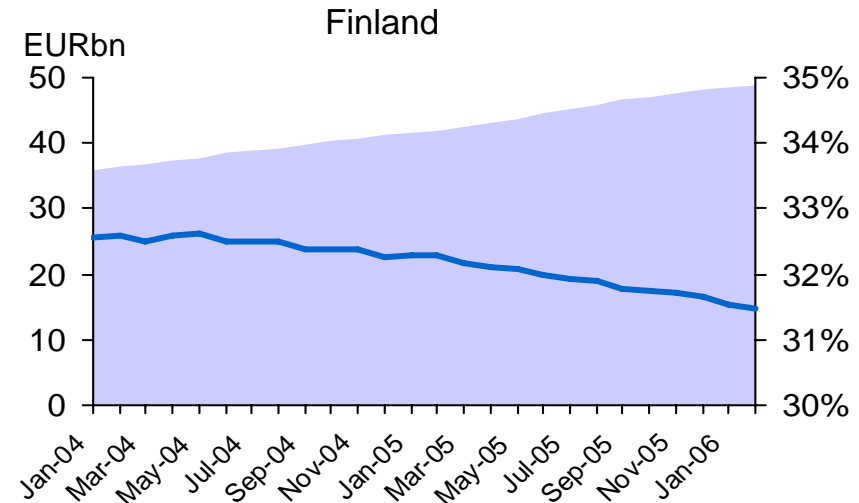
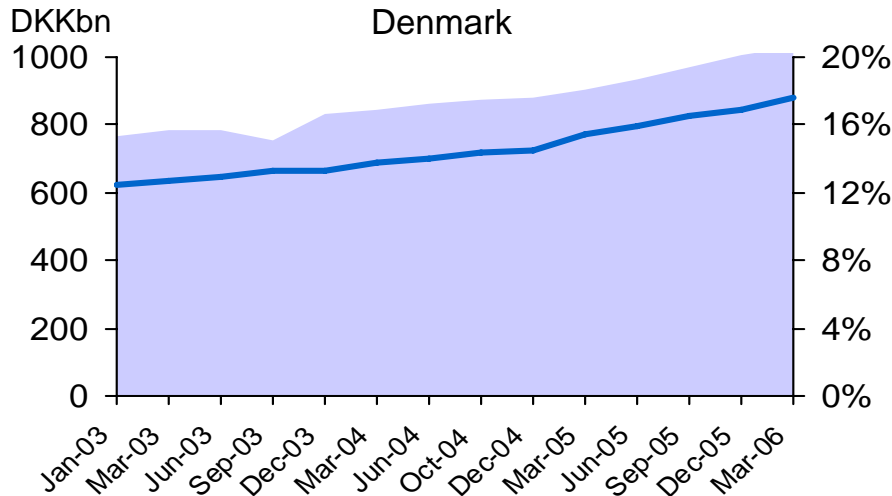
# Personal customer lending - market volume & share



Market volume

Market share

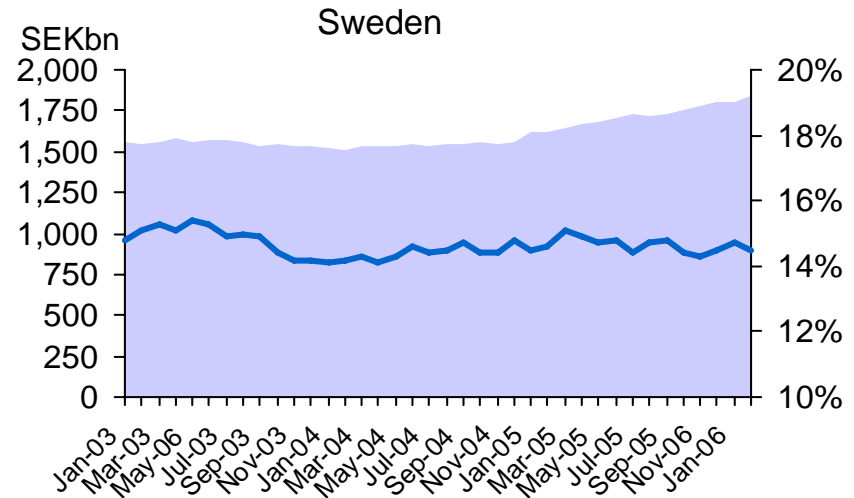
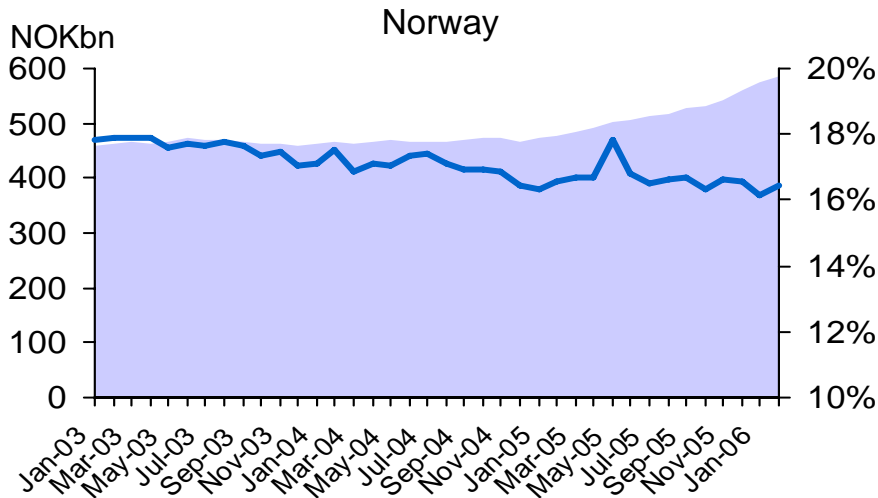
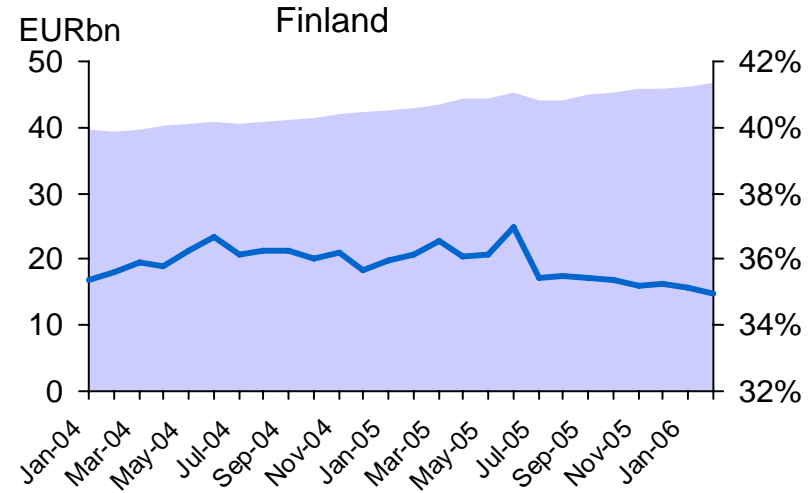
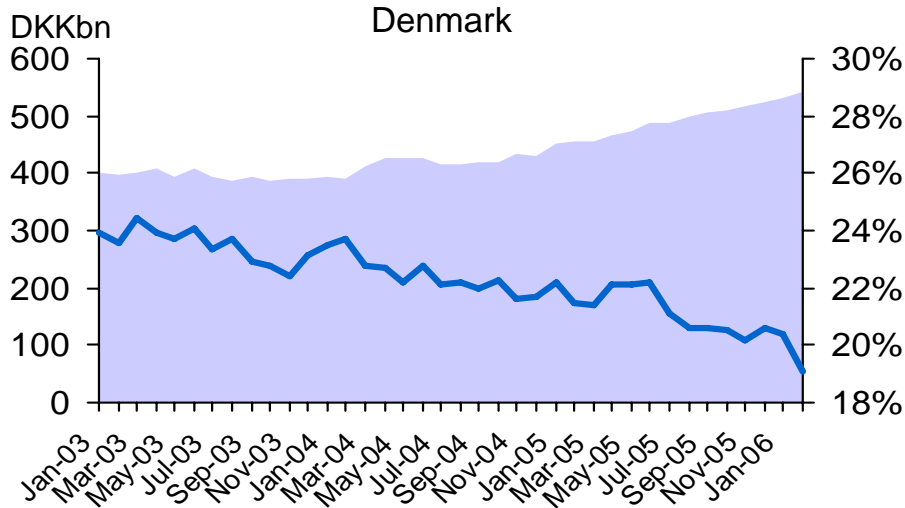
# Mortgage lending households - market volume & share



Market volume

Market share

# Corporate lending - market volume & share

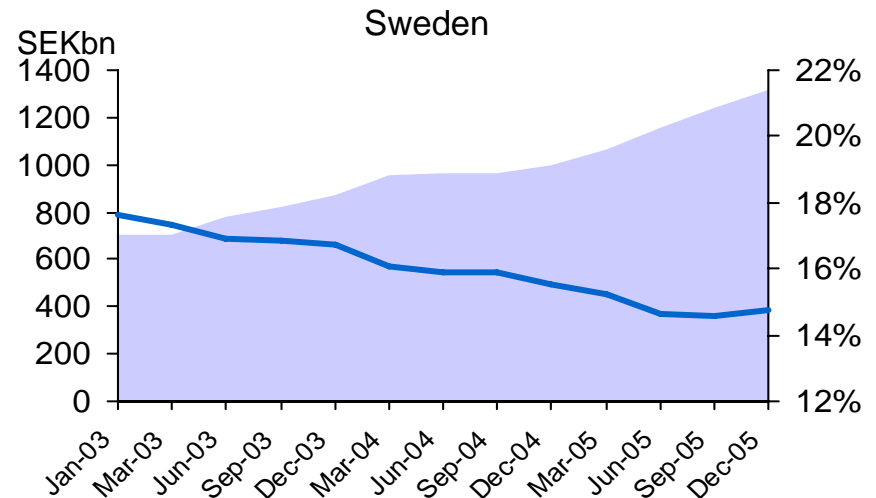
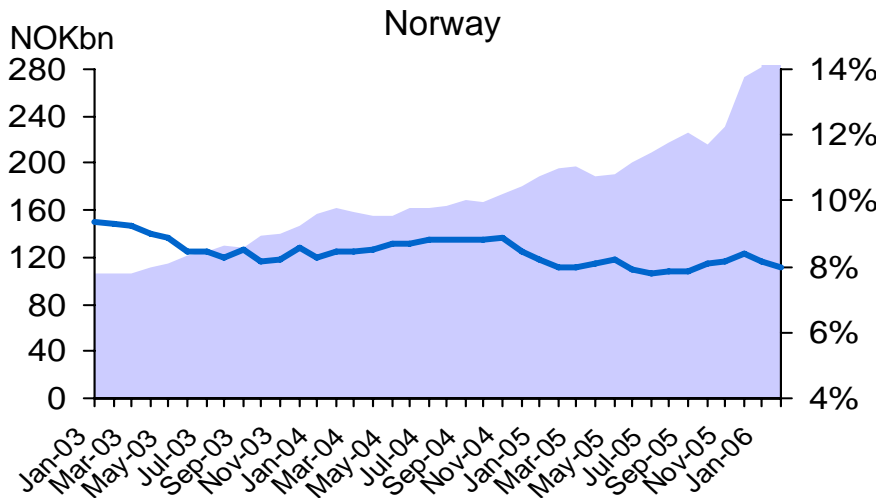
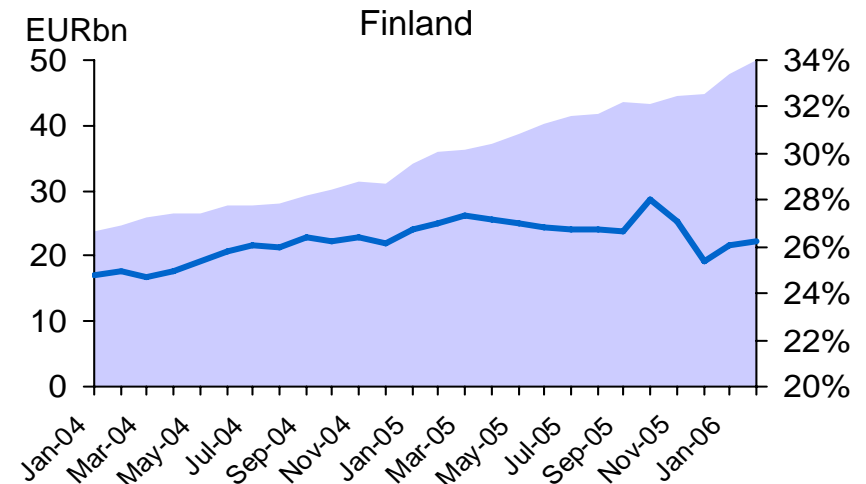
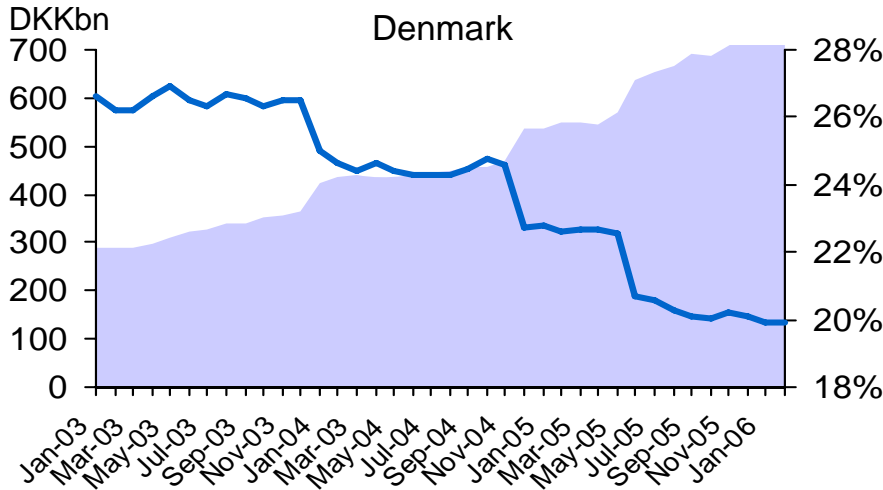


Market volume

Market share



# Investment funds - market volume & share



Market volume

Nordea market share



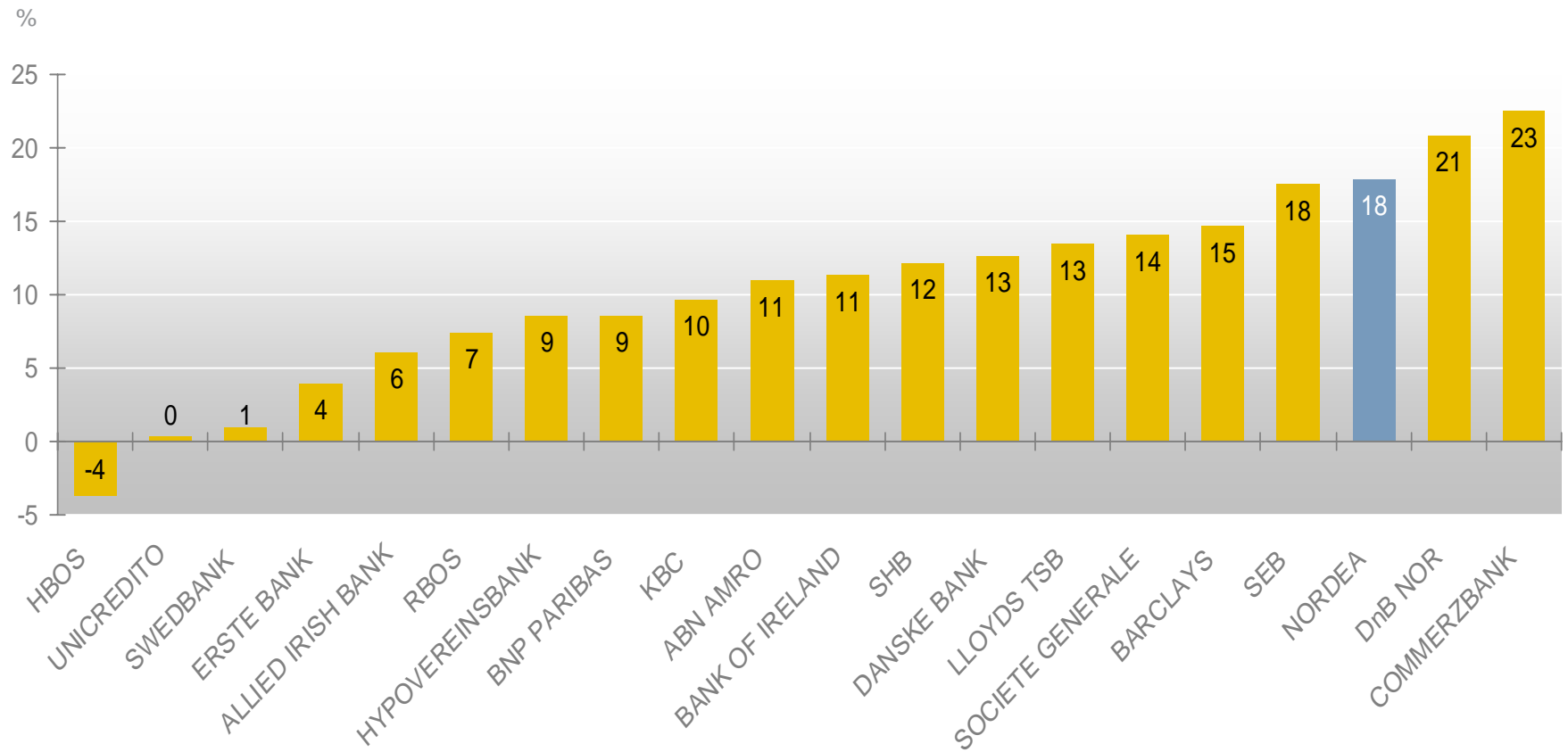
Appendix

# Ratings

	Moody's		S&P		Fitch	
	Short	Long	Short	Long	Short	Long
Nordea Bank AB	P-1	Aa3	A-1+	AA-	F1+	AA-
Nordea Bank D	P-1	Aa3	A-1+	AA-	F1+	AA-
Nordea Bank F	P-1	Aa3	A-1+	AA-	F1+	AA-
Nordea Bank N	P-1	Aa3	A-1+	AA-	F1+	AA-
Nordea Hypotek	P-1	Aa3	A-1+			
Covered bond rating		Aaa		AAA		
Norgeskreditt	P-1	A1				

# Total Shareholder Return (TSR),%

Nordea peer group\* 1/1-06 – 11/4-06



\*As defined by Nordea

















# Largest registered shareholders, end of Q1/2006

Shareholder	Number of shares	%
Swedish state	515.6	19.9
Nordea Danmark fund	102.5	4.0
Alecta	70.4	2.7
Robur Funds	69.1	2.7
SBH/SPP Funds	67.9	2.6
SEB Funds	46.6	1.8
Nordea Funds	43.4	1.7
AMF Pension	40.8	1.6
Skandia Life Insurance	33.3	1.3
Second Swedish National Pension Fund	30.6	1.2
First Swedish National Pension Fund	25.1	1.0
Franklin-Templeton Funds	24.0	0.9
Third Swedish National Pension Fund	20.4	0.8
Fourth Swedish National Pension Fund	19.5	0.8
Morgan Stanley Equity Finance	18.9	0.7
Länsförsäkringar Funds	13.1	0.5
Nordea profit sharing foundation	12.7	0.5
Govt. of Singapore Inv. Corp.	12.6	0.5
Folksam LO Funds	9.3	0.4
Tryg I Danmark smba	9.1	0.4
<b>Total for the 20 largest shareholders</b>	<b>1,184.7</b>	<b>45.7</b>

## Market development – interest rates

%	30-12-05	31-03-06	Change Q1/06
Short, EUR (one week)	2.33	2.56	+0.23
Long, EUR (5 years)	3.20	3.62	+0.42
Short, DK	2.40	2.71	+0.31
Long, DK	3.27	3.78	+0.51
Short, NO	2.32	2.44	+0.12
Long, NO	4.01	4.05	+0.04
Short, SE	1.54	2.05	+0.51
Long, SE	3.37	3.54	+0.17

## Macro data – Nordic market

%		2006e	2007e	2008e
Gross domestic product	DK 	2.9	2.2	2.5
	FI 	3.9	2.8	3.2
	NO 	2.8	2.1	2.6
	SE 	3.6	2.9	2.7
Inflation	DK 	1.9	1.7	1.6
	FI 	1.3	1.5	1.5
	NO 	2.4	1.6	2.2
	SE 	1.1	1.6	2.2
Private consumption	DK 	2.4	1.8	2.1
	FI 	3.3	2.2	2.6
	NO 	2.2	2.2	2.3
	SE 	3.5	3.0	2.5
Unemployment	DK 	4.8	4.5	4.6
	FI 	7.9	7.5	7.3
	NO 	3.7	3.6	3.6
	SE 	5.2	4.9	4.6

Source: Nordea Markets Economic Outlook May 2006. In Norway, forecasts are for mainland GDP

## Financial calendar 2006

- Q2 report 2006 will be published on 19 July
- Q3 report 2006 will be published on 26 October

[www.nordea.com/ir](http://www.nordea.com/ir)