



**Facts and figures Q1**  
**28 April 2010**

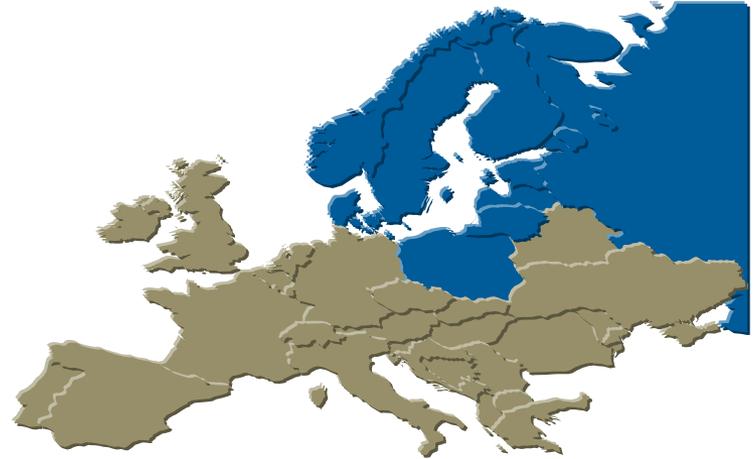


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## Nordea in brief

Nordea is the largest financial service group in the Nordic and Baltic Sea region with a market capitalisation of approx. EUR 30bn, total assets of EUR 526bn and a Tier 1 capital ratio of 11.2%



Nordea has the largest distribution network for customers with approx 1,400 branches of which more than 270 are in five new European markets, Russia, Poland, Lithuania, Latvia and Estonia

Nordea has approx. 10 million customers of which 7.5 million are household customers in customer programmes and 0.7 million are active corporate customers

Nordea's total shareholder return (TSR) end Q1 2010 1.0%, surpassed by 13 other banks in the European peer group.

Nordea's long term target is to double the risk-adjusted profit in seven years, with 2006 as the baseline. On average, this requires a 10% annual growth. With four quarters rolling, end Q1 the risk-adjusted profit is up 38.9% compared to baseline 2006 (1,957)

## Great Nordea

**Ambitious vision and targets**

- Great European bank
- Acknowledged for its people
- Creating superior value for customers and shareholders
- Ambitious long-term financial targets

**Strong customer oriented values and culture**

- Great customer experience
- It's all about people
- One Nordea team

**Profit orientation and prudence**

- Free up resources
- Maintain risk level to absorb all losses
- Ensure AA rating

## Strategic target picture

**Growth strategy**

...to secure sufficient income generation to create great customer experiences

**Best relationship bank**

...in markets where we operate – retaining existing and attracting new customers

**One operating model**

...for everything we do in order to free up resources to serve customers

# Long-term financial targets and capital structure policy

| Long term financial targets               | Target                                     | 2009               | Q1 2010            |
|---|--|--------------------|--------------------|
| TSR (%)                                   | In the top quartile of European peer group | # 7 of 20          | # 14 of 20         |
| Risk adjusted profit (EUR m) <sup>1</sup> | Double in 7 years <sup>2</sup>             | 42.3% <sup>3</sup> | 38.9% <sup>3</sup> |
| RoE (%)                                   | In line with top Nordic peers              | 11.3%              | 11.3%              |
| Capital structure policy                  | Policy                                     |                    |                    |
| Dividend payout-ratio                     | > 40% of net profit                        | 43%                |                    |
| Tier 1 capital ratio <sup>4</sup>         | 9.0% over a cycle                          | 11.4%              | 11.2%              |
| Total capital ratio <sup>4</sup>          | 11.5% over a cycle                         | 13.4%              | 13.6%              |

1. Risk-adjusted profit is defined as total income less total expenses less expected loan losses and standard tax. In addition, risk-adjusted profit excludes major non-recurring items.
2. Baseline 2006 EUR 1,957m
3. Rolling 4 quarters compared with baseline
4. Excluding transition rules

# Strong customer oriented values and culture

*Making it possible*

A great European bank,  
acknowledged for its people, creating superior  
value for customers and shareholders

Great  
customer  
experiences

It's all about  
people

One  
Nordea  
team

Foundation: Profit orientation and  
prudent cost, risk and capital management

# Organic growth strategy

**Increase business with existing Nordic customers and attract new customers**

**Exploit global and European business lines**

**Supplement Nordic growth through investments in New European Markets**

Proactively elevate relationship customers to higher segments, attract new relationship customers and increase share of wallet  
- with the focus on great customer experiences

Develop effective and low cost multi-channel distribution to relationship and non-relationship segments

Develop efficient and demand-driven value chains supported by strongly improved IT performance and product deliveries

**Take Nordea to the next level of operational efficiency, supporting sustained growth**

## Group initiatives

**Increase business with existing Nordic customers and attract new customers**

- 1. Future distribution
- 2. New customer acquisition
- 3. Growth plan Finland
- 4. Growth plan CMB Sweden
- 5. Customer driven Markets business

**Exploit global and European business lines**

**Supplement Nordic growth through investments in New European Markets**

- 6. Growth plan Poland

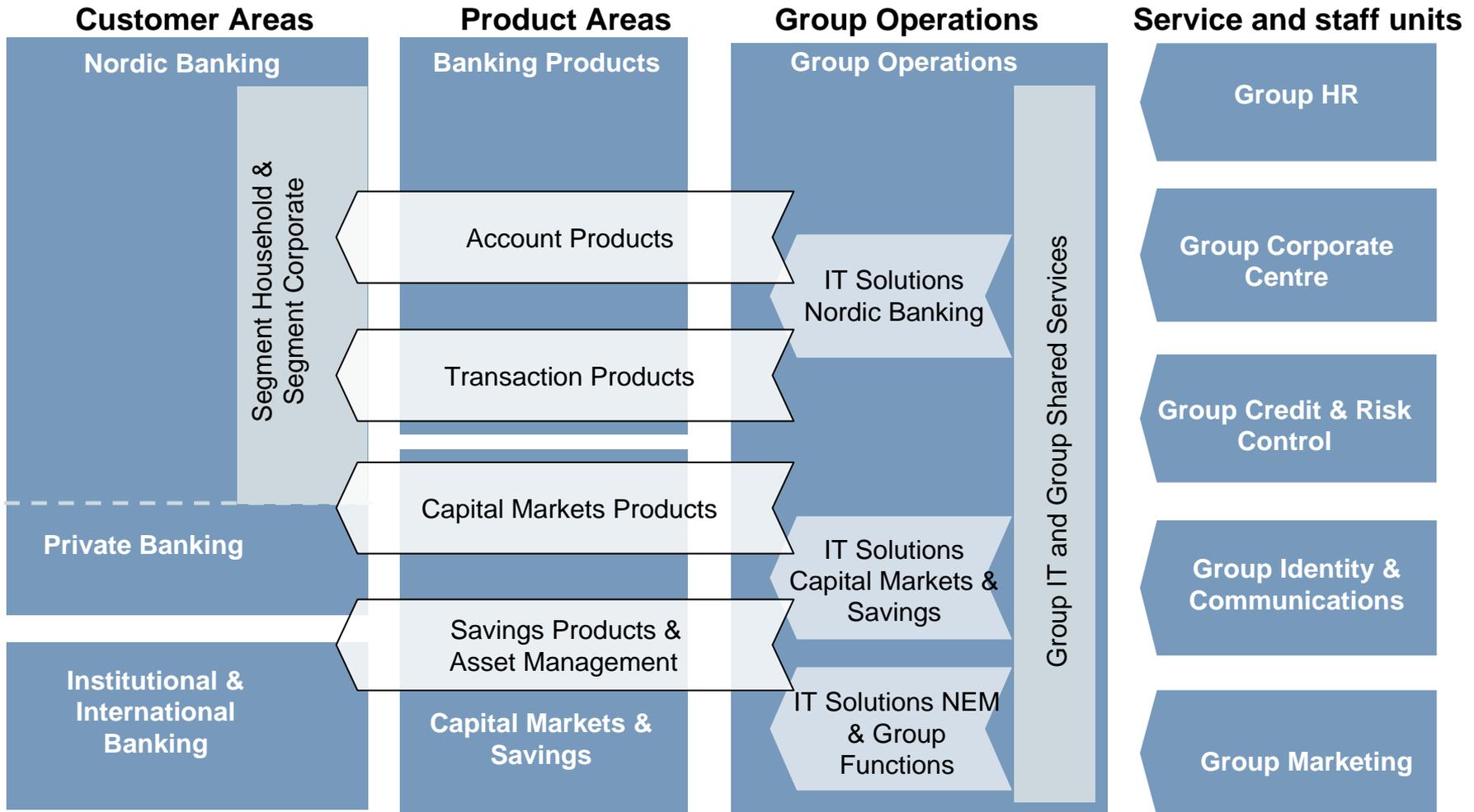
7. Top league IT performance

8. Product platforms

9. Infrastructure upgrade

**Take Nordea to the next level of operational efficiency, support sustained growth**

# Integrated Group operating model



Key financial figures

# Quarterly development

|  | Q1            | Q4            | Q3            | Q2            | Q1            |
|--|---------------|---------------|---------------|---------------|---------------|
| EURm   | 2010          | 2009          | 2009          | 2009          | 2009          |
| Net interest income                            | 1 235         | 1 299         | 1 321         | 1 305         | 1 356         |
| Net fee and commission income                  | 475           | 463           | 437           | 412           | 381           |
| Net result from items at fair value            | 548           | 351           | 486           | 594           | 515           |
| Equity method                                  | 25            | 15            | 7             | 17            | 9             |
| Other income                                   | 20            | 30            | 26            | 31            | 18            |
| <b>Total operating income</b>                  | <b>2 303</b>  | <b>2 158</b>  | <b>2 277</b>  | <b>2 359</b>  | <b>2 279</b>  |
| General administrative expenses                |               |               |               |               |               |
| Staff costs                                    | -687          | -702          | -670          | -687          | -665          |
| Other expenses                                 | -438          | -471          | -382          | -392          | -394          |
| Depreciation of tangible and intangible assets | -39           | -46           | -35           | -37           | -31           |
| <b>Total operating expenses</b>                | <b>-1 164</b> | <b>-1 219</b> | <b>-1 087</b> | <b>-1 116</b> | <b>-1 090</b> |
| <b>Profit before loan losses</b>               | <b>1 139</b>  | <b>939</b>    | <b>1 190</b>  | <b>1 243</b>  | <b>1 189</b>  |
| Net loan losses                                | -261          | -347          | -358          | -425          | -356          |
| <b>Operating profit</b>                        | <b>878</b>    | <b>592</b>    | <b>832</b>    | <b>818</b>    | <b>833</b>    |
| Income tax expense                             | -235          | -145          | -206          | -200          | -206          |
| <b>Net profit</b>                              | <b>643</b>    | <b>447</b>    | <b>626</b>    | <b>618</b>    | <b>627</b>    |
| Earnings per share (EPS)                       | 0.16          | 0.11          | 0.15          | 0.15          | 0.19          |
| EPS, rolling 12 months up to period end        | 0.57          | 0.60          | 0.68          | 0.72          | 0.78          |

# 5 year overview

| EURm  | 2009          | 2008          | 2007          | 2006          | 2005          |
|---|---------------|---------------|---------------|---------------|---------------|
| Net interest income   | 5 281         | 5 093         | 4 282         | 3 869         | 3 663         |
| Net fee and commission income   | 1 693         | 1 883         | 2 140         | 2 074         | 1 935         |
| Net result from items at fair value   | 1 946         | 1 028         | 1 209         | 1 042         | 776           |
| Equity method   | 48            | 24            | 41            | 68            | 67            |
| Other income  | 105           | 172           | 214           | 312           | 132           |
| <b>Total operating income</b>   | <b>9 073</b>  | <b>8 200</b>  | <b>7 886</b>  | <b>7 365</b>  | <b>6 573</b>  |
| General administrative expenses:  |               |               |               |               |               |
| Staff costs   | -2 724        | -2 568        | -2 388        | -2 251        | -2 082        |
| Other expenses  | -1 639        | -1 646        | -1 572        | -1 477        | -1 449        |
| Depreciation, amortisation and impairment charges of tangible and intangible assets | -149          | -124          | -103          | -86           | -131          |
| <b>Total operating expenses</b>   | <b>-4 512</b> | <b>-4 338</b> | <b>-4 063</b> | <b>-3 814</b> | <b>-3 662</b> |
| Net loan losses   | -1 486        | -466          | 60            | 257           | 137           |
| <b>Operating profit</b>   | <b>3 075</b>  | <b>3 396</b>  | <b>3 883</b>  | <b>3 808</b>  | <b>3 048</b>  |
| Income tax expense  | -757          | -724          | -753          | -655          | -779          |
| <b>Net profit for the year</b>  | <b>2 318</b>  | <b>2 672</b>  | <b>3 130</b>  | <b>3 153</b>  | <b>2 269</b>  |

# Balance sheet

| EURm                                    | 31 March 2010  | 31 Dec 2009    | 31 March 2009  |
|---|----------------|----------------|----------------|
| Treasury bills                          | 13,268         | 12,944         | 8,722          |
| Loans to credit institutions            | 22,221         | 18,555         | 19,737         |
| Loans to the public                     | 292,460        | 282,411        | 274,007        |
| Derivatives                             | 92,098         | 75,422         | 91,301         |
| Other assets                            | 106,128        | 118,212        | 93,674         |
| <b>Total assets</b>                     | <b>526,175</b> | <b>507,544</b> | <b>487,441</b> |
| Deposits by credit institutions         | 54,134         | 52,190         | 54,470         |
| Deposits and borrowings from the public | 160,012        | 153,577        | 149,731        |
| Liabilities to policyholders            | 35,765         | 33,831         | 29,522         |
| Debt securities in issue                | 125,440        | 130,519        | 114,261        |
| Derivatives                             | 90,217         | 73,043         | 89,993         |
| Subordinated liabilities                | 8,318          | 7,185          | 7,277          |
| Other liabilities                       | 29,974         | 34,779         | 23,672         |
| <b>Total equity</b>                     | <b>22,315</b>  | <b>22,420</b>  | <b>18,515</b>  |
| <b>Total liabilities and equity</b>     | <b>526,175</b> | <b>507,544</b> | <b>487,441</b> |

<sup>1</sup> Equity excluding minority interests and revaluation reserves.

<sup>2</sup> RWA according to Basel I for the years 2003 - 2006.

# Ratios and key figures

|  | Q1 2010 | 2009   | 2008   | 2007   | 2006   |
|--|---------|--------|--------|--------|--------|
| Earnings per share (EPS), EUR (rolling 12 months)              | 0.57    | 0.60   | 0.79   | 1.20   | 1.21   |
| Share price, EUR   | 7.34    | 7.10   | 3.90   | 11.42  | 11.67  |
| Total shareholders' return, %                                  | 1.0     | 78.6   | -46.9  | 6.4    | 32.3   |
| Proposed / actual dividend per share, EUR                      |         | 0.25   | 0.20   | 0.50   | 0.49   |
| Equity per share <sup>1</sup> , EUR                            | 5.53    | 5.56   | 5.29   | 6.58   | 5.89   |
| Shares outstanding, million                                    | 4 037   | 4 037  | 2 600  | 2 593  | 2 591  |
| Shares outstanding, after full dilution <sup>2</sup> , million | 4 018   | 3 846  | 3 355  | 2 594  | 2 591  |
| Return on equity, %  | 11.3    | 11.3   | 15.3   | 19.7   | 22.9   |
| Assets under management, EURbn                                 | 169.3   | 158.1  | 125.6  | 157.1  | 158.1  |
| Cost/income ratio, %   | 51      | 50     | 53     | 52     | 52     |
| Tier 1 capital ratio, %  | 10.1    | 10.2   | 7.4    | 7.0    | 7.1    |
| Total capital ratio, %   | 12.3    | 11.9   | 9.5    | 9.1    | 9.8    |
| Tier 1 capital, EURm   | 20 070  | 19 577 | 15 760 | 14 230 | 13 147 |
| Risk-weighted assets <sup>2</sup> , EURbn                      | 198     | 192    | 213    | 205    | 185    |
| Number of employees (full-time equivalents)                    | 33 477  | 33 347 | 34 008 | 31 721 | 29 248 |
| Risk-adjusted profit, EURm                                     | 678     | 2 786  | 2 279  | 2 417  | 2 107  |
| Economic profit, EURm  | 265     | 1 556  | 1 260  | 1 585  | 1 412  |
| Economic capital, EURbn  | 17.4    | 13.5   | 11.8   | 10.2   | 9.3    |
| EPS, risk-adjusted, EUR  | 0.17    | 0.72   | 0.68   | 0.93   | 0.81   |
| RAROCAR, %   | 16.5    | 20.6   | 19.3   | 23.6   | 22.7   |
| MCEV, EURm   | 3 413   | 3 244  | 2 624  | 3 189  | 2 873  |

# Risk-adjusted profit

| EURm                            | Baseline 2006           | Rolling 4 quarters | Rolling 4 quarters /2006 | Q1 10         | Q4 09         | Q1 09         | Chg % Q1/Q4 | Chg % Q1/Q1 |
|---------------------------------|-------------------------|--------------------|--------------------------|---------------|---------------|---------------|-------------|-------------|
| Total income                    | 7,377                   | 9,097              | 23%                      | 2,303         | 2,158         | 2,279         | 7%          | 1%          |
| <b>Non recurring items</b>      | <b>-256<sup>1</sup></b> | <b>0</b>           | <b>-</b>                 | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>    | <b>0</b>    |
| <b>Total operating expenses</b> | <b>-3,822</b>           | <b>-4,586</b>      | <b>20%</b>               | <b>-1,164</b> | <b>-1,219</b> | <b>-1,090</b> | <b>-5%</b>  | <b>7%</b>   |
| <b>Expected losses</b>          | <b>-582</b>             | <b>-838</b>        | <b>44%</b>               | <b>-223</b>   | <b>-218</b>   | <b>-180</b>   | <b>2%</b>   | <b>24%</b>  |
| <b>Standard tax</b>             | <b>-760</b>             | <b>-955</b>        | <b>26%</b>               | <b>-238</b>   | <b>-187</b>   | <b>-262</b>   | <b>27%</b>  | <b>-9%</b>  |
| Risk adjusted profit            | 1,957                   | 2,718              | 39%                      | 678           | 533           | 747           | 27%         | -9%         |

<sup>1</sup> Includes sales gain and contribution under equity method from IMB and sales gain from Asiakastiето

Customer areas

# Nordic Banking

| EURm                      | Denmark |      | Finland |     | Norway |      | Sweden |      |
|---------------------------|---------|------|---------|-----|--------|------|--------|------|
|                           | Q1 10   | Chg  | Q1 10   | Chg | Q1 10  | Chg  | Q1 10  | Chg  |
| Total income              | 480     | -3%  | 360     | 2%  | 260    | -6%  | 413    | 0%   |
| Total expenses            | -261    | 2%   | -213    | -5% | -137   | -3%  | -254   | 2%   |
| Profit before loan losses | 219     | -8%  | 147     | 15% | 123    | -10% | 159    | -4%  |
| Loan losses               | -115    | -25% | -55     | 31% | -23    | -51% | -13    | -41% |
| Operating profit          | 104     | 21%  | 92      | 7%  | 100    | 11%  | 146    | 2%   |

|                            | Q1 10 | Q4 09 |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| RaRoCar, %                 | 16    | 20    | 14    | 12    | 11    | 12    | 12    | 14    |
| C/I ratio, %               | 54    | 52    | 59    | 64    | 53    | 51    | 62    | 60    |
| Lending, bn                | 71    | 71    | 51    | 50    | 44    | 43    | 69    | 63    |
| Deposits, bn               | 36    | 36    | 36    | 36    | 22    | 22    | 32    | 32    |
| Number of employees (FTEs) | 5 164 | 5 191 | 5 169 | 5 148 | 1 810 | 1 803 | 4 425 | 4 430 |

# Institutional & International Banking

| EURm                      | Financial Institutions |      | Shipping, Oil services & International |      | New European Markets |      |
|---------------------------|------------------------|------|--|------|----------------------|------|
|                           | Q1 10                  | Chg  | Q1 10                                  | Chg  | Q1 10                | Chg  |
| Total income              | 93                     | -7%  | 89                                     | -17% | 154                  | 7%   |
| Total expenses            | -47                    | -2%  | -12                                    | -8%  | -67                  | -4%  |
| Profit before loan losses | 46                     | -12% | 77                                     | -18% | 87                   | 18%  |
| Loan losses               | 0                      |      | -19                                    | 46%  | -34                  | -51% |
| Operating profit          | 46                     | -8%  | 58                                     | -28% | 53                   | 960% |

|                            | Q1 10 | Q4 09 | Q1 10 | Q4 09 | Q1 10 | Q4 09 |
|----------------------------|-------|-------|-------|-------|-------|-------|
| RaRoCar, %                 | 24%   | 36%   | 22%   | 27%   | 22%   | 20%   |
| C/I ratio, %               | 51%   | 48%   | 13%   | 12%   | 44%   | 49%   |
| Lending, bn                | 4.4   | 3.9   | 13.5  | 12.9  | 15.8  | 15.7  |
| Deposits, bn               | 10.1  | 10.7  | 4.6   | 4.4   | 4.7   | 5.1   |
| Number of employees (FTEs) | 388   | 410   | 311   | 304   | 4435  | 4410  |

|  | Customer areas |              |     |                                       |             |      |                           |             |      |                      |               |     | Other      |            |       | Group         |               |     |
|--|----------------|--------------|-----|---------------------------------------|-------------|------|---------------------------|-------------|------|----------------------|---------------|-----|------------|------------|-------|---------------|---------------|-----|
|  | Nordic Banking |              |     | Institutional & International Banking |             |      | Other customer operations |             |      | Total customer areas |               |     |            |            |       | Nordea Group  |               |     |
|  | Jan-Mar        |              |     | Jan-Mar                               |             |      | Jan-Mar                   |             |      | Jan-Mar              |               |     | Jan-Mar    |            |       | Jan-Mar       |               |     |
| EURm   | 2010           | 2009         | %   | 2010                                  | 2009        | %    | 2010                      | 2009        | %    | 2010                 | 2009          | %   | 2010       | 2009       | %     | 2010          | 2009          | %   |
| Net interest income                                | 930            | 1,007        | -8% | 208                                   | 190         | 9%   | 12                        | 17          | -30% | 1,150                | 1,214         | -5% | 85         | 142        | -40%  | 1,235         | 1,356         | -9% |
| Net fee and commission income                      | 425            | 336          | 26% | 67                                    | 56          | 20%  | 12                        | -1          | -    | 504                  | 391           | 29% | -29        | -10        | 201%  | 475           | 381           | 25% |
| Net result from items at fair value                | 152            | 151          | 1%  | 58                                    | 82          | -29% | 292                       | 321         | -9%  | 502                  | 554           | -9% | 46         | -39        |       | 548           | 515           | 6%  |
| Equity method                                      | 12             | 7            | 71% | 12                                    | 5           |      | 0                         | 0           |      | 24                   | 12            |     | 1          | -3         | -133% | 25            | 9             |     |
| Other income                                       | 5              | 3            | 67% | 4                                     | 2           |      | 4                         | 2           | 112% | 13                   | 7             | 89% | 7          | 11         | -39%  | 20            | 18            | 11% |
| <b>Total operating income</b>                      | <b>1,524</b>   | <b>1,504</b> | 1%  | <b>349</b>                            | <b>335</b>  | 4%   | <b>320</b>                | <b>339</b>  | -5%  | <b>2,193</b>         | <b>2,178</b>  | 1%  | <b>110</b> | <b>101</b> |       | <b>2,303</b>  | <b>2,279</b>  | 1%  |
| Staff costs  | -303           | -295         | 3%  | -52                                   | -49         | 6%   | -136                      | -145        | -6%  | -491                 | -489          | 0%  | -196       | -176       | 11%   | -687          | -665          | 3%  |
| Other expenses                                     | -560           | -470         | 19% | -72                                   | -69         | 4%   | 4                         | -4          |      | -628                 | -543          | 16% | 190        | 149        | 28%   | -438          | -394          | 11% |
| Depreciations of tangible and intangible assets    | -11            | -10          | 10% | -3                                    | -2          | 50%  | -2                        | -2          | 0%   | -16                  | -14           | 14% | -23        | -17        | 35%   | -39           | -31           | 26% |
| <b>Total operating expenses</b>                    | <b>-874</b>    | <b>-775</b>  | 13% | <b>-127</b>                           | <b>-120</b> | 6%   | <b>-134</b>               | <b>-151</b> | -11% | <b>-1,135</b>        | <b>-1,046</b> | 9%  | <b>-29</b> | <b>-44</b> | -35%  | <b>-1,164</b> | <b>-1,090</b> | 7%  |
| Net loan losses                                    | -209           | -286         |     | -52                                   | -68         |      | 0                         | 0           |      | -261                 | -354          |     | 0          | -2         |       | -261          | -356          |     |
| <b>Operating profit</b>                            | <b>441</b>     | <b>443</b>   | 0%  | <b>170</b>                            | <b>147</b>  | 16%  | <b>186</b>                | <b>188</b>  |      | <b>797</b>           | <b>778</b>    | 2%  | <b>81</b>  | <b>55</b>  |       | <b>878</b>    | <b>833</b>    | 5%  |
| <b>Balance sheet, EURbn</b>                        |                |              |     |                                       |             |      |                           |             |      |                      |               |     |            |            |       |               |               |     |
| Loans and receivables to the public, corporate     | 111            | 110          | 1%  | 28                                    | 29          | -2%  | 17                        | 18          | -4%  | 156                  | 156           | 0%  |            |            |       | 161           | 160           | 1%  |
| Loans and receivables to the public, household     | 124            | 108          | 14% | 6                                     | 5           | 20%  | 2                         | 1           | 80%  | 131                  | 114           | 15% |            |            |       | 131           | 114           | 15% |
| Other assets                                       | 35             | 32           | 11% | 12                                    | 10          | 28%  | 43                        | 41          | 6%   | 91                   | 82            | 10% |            |            |       | 234           | 213           | 10% |
| <b>Total assets</b>                                | <b>270</b>     | <b>250</b>   | 8%  | <b>46</b>                             | <b>43</b>   | 7%   | <b>62</b>                 | <b>60</b>   | 4%   | <b>378</b>           | <b>353</b>    | 7%  |            |            |       | <b>526</b>    | <b>487</b>    | 8%  |
| Deposits and borrowings from the public, corporate | 57             | 55           | 3%  | 18                                    | 25          | -28% | 12                        | 6           | 120% | 87                   | 85            | 2%  |            |            |       | 87            | 82            | 6%  |
| Deposits and borrowings from the public, household | 69             | 64           | 7%  | 2                                     | 2           | 6%   | 3                         | 2           | 30%  | 73                   | 68            | 7%  |            |            |       | 73            | 68            | 7%  |
| Other liabilities                                  | 134            | 120          | 11% | 24                                    | 15          | 63%  | 46                        | 52          | -10% | 204                  | 186           | 10% |            |            |       | 344           | 319           | 8%  |
| <b>Total liabilities</b>                           | <b>259</b>     | <b>239</b>   | 8%  | <b>44</b>                             | <b>41</b>   | 6%   | <b>61</b>                 | <b>59</b>   | 3%   | <b>363</b>           | <b>339</b>    | 7%  |            |            |       | <b>504</b>    | <b>469</b>    | 7%  |
| Equity   | 11             | 11           |     | 3                                     | 2           |      | 4                         | 3           |      | 17                   | 16            |     |            |            |       | 22            | 19            |     |
| <b>Total liabilities and equity</b>                | <b>270</b>     | <b>250</b>   | 8%  | <b>46</b>                             | <b>43</b>   | 7%   | <b>62</b>                 | <b>60</b>   | 4%   | <b>378</b>           | <b>353</b>    | 7%  |            |            |       | <b>526</b>    | <b>487</b>    | 8%  |
| Economic capital, EURbn                            | 11             | 11           | 6%  | 3                                     | 2           | 19%  | 4                         | 3           | 10%  | 17                   | 16            | 8%  |            |            |       | 17            | 16            | 8%  |
| RAROCAR, %   | 13             | 17           |     | 23                                    | 28          |      |                           |             |      |                      |               |     |            |            |       | 17            | 20            |     |
| Cost/income ratio, %                               | 57             | 52           |     | 36                                    | 36          |      | 42                        | 44          |      |                      |               |     |            |            |       | 51            | 48            |     |
| Number of employees (FTEs)                         | 16,570         | 16,921       |     | 5,141                                 | 5,086       |      | 3,451                     | 3,337       |      | 25,162               | 25,344        |     |            |            |       | 33,477        | 33,653        |     |

|  | Nordic Banking     |             |                    |             |                   |             |                   |             |                     |            |
|--|--------------------|-------------|--------------------|-------------|-------------------|-------------|-------------------|-------------|---------------------|------------|
|  | Banking<br>Denmark |             | Banking<br>Finland |             | Banking<br>Norway |             | Banking<br>Sweden |             | Nordic<br>Functions |            |
|  | Jan-Mar            |             | Jan-Mar            |             | Jan-Mar           |             | Jan-Mar           |             | Jan-Mar             |            |
|  | 2010               | 2009        | 2010               | 2009        | 2010              | 2009        | 2010              | 2009        | 2010                | 2009       |
| EURm   |                    |             |                    |             |                   |             |                   |             |                     |            |
| Net interest income                                | 323                | 352         | 186                | 215         | 187               | 202         | 222               | 227         | 12                  | 11         |
| Net fee and commission income                      | 89                 | 70          | 126                | 103         | 51                | 45          | 160               | 118         | -1                  | 0          |
| Net result from items at fair value                | 55                 | 54          | 46                 | 34          | 20                | 26          | 31                | 38          | 0                   | -1         |
| Equity method                                      | 12                 | 7           | 0                  | 0           | 0                 | 0           | 0                 | 0           | 0                   | 0          |
| Other income                                       | 1                  | 1           | 2                  | 1           | 2                 | 0           | 0                 | 0           | 0                   | 1          |
| <b>Total operating income</b>                      | <b>480</b>         | <b>484</b>  | <b>360</b>         | <b>353</b>  | <b>260</b>        | <b>273</b>  | <b>413</b>        | <b>383</b>  | <b>11</b>           | <b>11</b>  |
| Staff costs  | -103               | -99         | -72                | -79         | -46               | -41         | -82               | -76         | 0                   | 0          |
| Other expenses                                     | -156               | -137        | -140               | -120        | -90               | -76         | -169              | -132        | -5                  | -5         |
| Depreciations of tangible and intangible assets    | -2                 | -1          | -1                 | -1          | -1                | -1          | -3                | -2          | -4                  | -5         |
| <b>Total operating expenses</b>                    | <b>-261</b>        | <b>-237</b> | <b>-213</b>        | <b>-200</b> | <b>-137</b>       | <b>-118</b> | <b>-254</b>       | <b>-210</b> | <b>-9</b>           | <b>-10</b> |
| Net loan losses                                    | -115               | -142        | -55                | -50         | -23               | -34         | -13               | -59         | -3                  | -1         |
| <b>Operating profit</b>                            | <b>104</b>         | <b>105</b>  | <b>92</b>          | <b>103</b>  | <b>100</b>        | <b>121</b>  | <b>146</b>        | <b>114</b>  | <b>-1</b>           | <b>0</b>   |
| <b>Balance sheet, EURbn</b>                        |                    |             |                    |             |                   |             |                   |             |                     |            |
| Loans and receivables to the public, corporate     | 30                 | 30          | 23                 | 25          | 22                | 22          | 35                | 33          |                     |            |
| Loans and receivables to the public, household     | 41                 | 38          | 28                 | 26          | 22                | 18          | 33                | 27          |                     |            |
| Other assets                                       | 1                  | 0           | 3                  | 2           | 1                 | 1           | 31                | 29          |                     |            |
| <b>Total assets</b>                                | <b>72</b>          | <b>68</b>   | <b>54</b>          | <b>54</b>   | <b>45</b>         | <b>40</b>   | <b>100</b>        | <b>88</b>   |                     |            |
| Deposits and borrowings from the public, corporate | 13                 | 15          | 14                 | 13          | 14                | 13          | 15                | 14          |                     |            |
| Deposits and borrowings from the public, household | 22                 | 20          | 22                 | 22          | 8                 | 7           | 17                | 15          |                     |            |
| Other liabilities                                  | 34                 | 30          | 15                 | 16          | 21                | 18          | 64                | 56          |                     |            |
| <b>Total liabilities</b>                           | <b>69</b>          | <b>65</b>   | <b>51</b>          | <b>51</b>   | <b>43</b>         | <b>38</b>   | <b>96</b>         | <b>86</b>   |                     |            |
| Equity   | -                  | -           | -                  | -           | -                 | -           | -                 | -           |                     |            |
| <b>Total liabilities and equity</b>                | <b>72</b>          | <b>68</b>   | <b>54</b>          | <b>54</b>   | <b>45</b>         | <b>40</b>   | <b>100</b>        | <b>88</b>   |                     |            |
| Economic capital, EURbn                            | -                  | -           | -                  | -           | -                 | -           | -                 | -           |                     |            |
| RAROCAR, %   | 16                 | 21          | 14                 | 15          | 11                | 15          | 12                | 16          |                     |            |
| Cost/income ratio, %                               | 54                 | 49          | 59                 | 57          | 53                | 43          | 62                | 55          |                     |            |
| Number of employees (FTEs)                         | 5,164              | 5,093       | 5,169              | 5,332       | 1,810             | 1,870       | 4,425             | 4,624       |                     |            |

|  | Institutional & International Banking |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
|--|---------------------------------------|------------|------------|------------|------------|------------|-----------|-----------|------------|------------|------------------------|------------|--|------------|-----------|-----------|
|  | Baltic countries                      |            | Poland     |            | Russia     |            | NEM Other |           | NEM Total  |            | Financial Institutions |            | Shipping, Oil Services & International |            | Other IIB |           |
|  | Jan-Mar                               |            | Jan-Mar    |            | Jan-Mar    |            | Jan-Mar   |           | Jan-Mar    |            | Jan-Mar                |            | Jan-Mar                                |            | Jan-Mar   |           |
|  | 2010                                  | 2009       | 2010       | 2009       | 2010       | 2009       | 2010      | 2009      | 2010       | 2009       | 2010                   | 2009       | 2010                                   | 2009       | 2010      | 2009      |
| EURm   |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| Net interest income                                | 33                                    | 29         | 30         | 20         | 55         | 55         | 0         | 0         | 118        | 104        | 15                     | 18         | 75                                     | 67         | 0         | 1         |
| Net fee and commission income                      | 12                                    | 8          | 5          | 3          | 3          | 3          | 0         | 0         | 20         | 14         | 39                     | 34         | 7                                      | 10         | 1         | -2        |
| Net result from items at fair value                | -2                                    | 9          | 9          | 8          | 8          | -3         | 0         | -1        | 15         | 13         | 36                     | 55         | 7                                      | 14         | 0         | 0         |
| Equity method                                      | 0                                     | 0          | 0          | 0          | 0          | 0          | 0         | 0         | 0          | 0          | 0                      | 0          | 0                                      | 0          | 12        | 5         |
| Other income                                       | 0                                     | 0          | 1          | 0          | 0          | 0          | 0         | 1         | 1          | 1          | 3                      | 1          | 0                                      | 0          | 0         | 0         |
| <b>Total operating income</b>                      | <b>43</b>                             | <b>47</b>  | <b>45</b>  | <b>31</b>  | <b>66</b>  | <b>55</b>  | <b>0</b>  | <b>-1</b> | <b>154</b> | <b>132</b> | <b>93</b>              | <b>108</b> | <b>89</b>                              | <b>91</b>  | <b>13</b> | <b>4</b>  |
| Staff costs  | -7                                    | -8         | -10        | -8         | -15        | -13        | -2        | -1        | -34        | -30        | -8                     | -8         | -9                                     | -10        | -1        | -1        |
| Other expenses                                     | -10                                   | -8         | -13        | -11        | -6         | -5         | -1        | 0         | -30        | -24        | -39                    | -41        | -3                                     | -3         | 0         | -1        |
| Depreciations of tangible and intangible assets    | -1                                    | -1         | -1         | -1         | -1         | 0          | 0         | 0         | -3         | -2         | 0                      | 0          | 0                                      | 0          | 0         | 0         |
| <b>Total operating expenses</b>                    | <b>-18</b>                            | <b>-17</b> | <b>-24</b> | <b>-20</b> | <b>-22</b> | <b>-18</b> | <b>-3</b> | <b>-1</b> | <b>-67</b> | <b>-56</b> | <b>-47</b>             | <b>-49</b> | <b>-12</b>                             | <b>-13</b> | <b>-1</b> | <b>-2</b> |
| Net loan losses                                    | -32                                   | -14        | 0          | -1         | -2         | 0          | 0         | 0         | -34        | -15        | 0                      | -13        | -19                                    | -32        | 1         | -8        |
| <b>Operating profit</b>                            | <b>-7</b>                             | <b>16</b>  | <b>21</b>  | <b>10</b>  | <b>42</b>  | <b>37</b>  | <b>-3</b> | <b>-2</b> | <b>53</b>  | <b>61</b>  | <b>46</b>              | <b>46</b>  | <b>58</b>                              | <b>46</b>  | <b>13</b> | <b>-6</b> |
| <b>Balance sheet, EURbn</b>                        |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| Loans and receivables to the public, corporate     | 5                                     | 5          | 2          | 2          | 3          | 4          |           |           | 10         | 11         | 4                      | 4          | 14                                     | 14         |           |           |
| Loans and receivables to the public, household     | 3                                     | 3          | 3          | 2          | 0          | 0          |           |           | 6          | 5          |                        |            |  |            |           |           |
| Other assets                                       |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| <b>Total assets</b>                                |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| Deposits and borrowings from the public, corporate | 1                                     | 1          | 1          | 1          | 1          | 0          |           |           | 3          | 3          | 10                     | 16         | 5                                      | 6          |           |           |
| Deposits and borrowings from the public, household | 1                                     | 1          | 1          | 1          | 0          | 0          |           |           | 2          | 2          |                        |            |  |            |           |           |
| Other liabilities                                  |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| <b>Total liabilities</b>                           |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| Equity   |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| <b>Total liabilities and equity</b>                |                                       |            |            |            |            |            |           |           |            |            |                        |            |  |            |           |           |
| Economic capital, EURbn                            | -                                     | -          | -          | -          | -          | -          |           |           | -          | -          | -                      | -          | -                                      | -          | -         | -         |
| RAROCAR, %   | 13                                    | 19         | 21         | 14         | 36         | 33         |           |           | 22         | 24         | 24                     | 41         | 22                                     | 28         |           |           |
| Cost/income ratio, %                               | 42                                    | 36         | 53         | 65         | 33         | 33         |           |           | 44         | 42         | 51                     | 45         | 13                                     | 14         |           |           |
| Number of employees (FTEs)                         | 1,154                                 | 1,143      | 1,627      | 1,612      | 1,628      | 1,566      |           |           | 4,435      | 4,342      | 388                    | 442        | 311                                    | 296        | 6         | 6         |

|  | Other customer operations                   |            |            |            |               |            | Other                        |            |                                     |            | Group         |               |           |
|--|---|------------|------------|------------|---------------|------------|------------------------------|------------|-------------------------------------|------------|---------------|---------------|-----------|
|  | International<br>Private Banking<br>& Funds |            | Life       |            | Markets Other |            | Group<br>Corporate<br>Centre |            | Group Functions<br>and Eliminations |            | Nordea Group  |               |           |
|  | Jan-Mar                                     |            | Jan-Mar    |            | Jan-Mar       |            | Jan-Mar                      |            | Jan-Mar                             |            | Jan-Mar       |               |           |
|  | 2010  | 2009       | 2010       | 2009       | 2010          | 2009       | 2010                         | 2009       | 2010                                | 2009       | 2010          | 2009          | %         |
| EURm   |   |            |            |            |               |            |                              |            |                                     |            |               |               |           |
| Net interest income                                | 10  | 14         | 0          | 0          | 2             | 3          | 56                           | 83         | 29                                  | 59         | 1,235         | 1,356         | -9%       |
| Net fee and commission income                      | 18  | 13         | 17         | 13         | -23           | -27        | 0                            | -1         | -29                                 | -9         | 475           | 381           | 25%       |
| Net result from items at fair value                | 6   | 0          | 98         | 50         | 188           | 271        | 53                           | 71         | -7                                  | -110       | 548           | 515           | 6%        |
| Equity method                                      | 0   | 0          | 0          | 0          | 0             | 0          | 0                            | 0          | 1                                   | -3         | 25            | 9             |           |
| Other income                                       | 0   | 0          | 4          | 2          | 0             | 0          | -2                           | 4          | 9                                   | 7          | 20            | 18            | 11%       |
| <b>Total operating income</b>                      | <b>34</b>                                   | <b>27</b>  | <b>119</b> | <b>65</b>  | <b>167</b>    | <b>247</b> | <b>107</b>                   | <b>157</b> | <b>3</b>                            | <b>-56</b> | <b>2,303</b>  | <b>2,279</b>  | <b>1%</b> |
| Staff costs  | -13   | -13        | -35        | -30        | -88           | -102       | -13                          | -7         | -183                                | -169       | -687          | -665          | 3%        |
| Other expenses                                     | -7  | -7         | -19        | -18        | 30            | 21         | -34                          | -29        | 224                                 | 178        | -438          | -394          | 11%       |
| Depreciations of tangible and intangible assets    | -1  | -1         | -1         | -1         | 0             | 0          | 0                            | 0          | -23                                 | -17        | -39           | -31           | 26%       |
| <b>Total operating expenses</b>                    | <b>-21</b>                                  | <b>-21</b> | <b>-55</b> | <b>-49</b> | <b>-58</b>    | <b>-81</b> | <b>-47</b>                   | <b>-36</b> | <b>18</b>                           | <b>-8</b>  | <b>-1,164</b> | <b>-1,090</b> | <b>7%</b> |
| Net loan losses                                    | 0   | 0          | 0          | 0          | 0             | 0          | 0                            | 0          | 0                                   | -2         | -261          | -356          |           |
| <b>Operating profit</b>                            | <b>13</b>                                   | <b>6</b>   | <b>64</b>  | <b>16</b>  | <b>109</b>    | <b>166</b> | <b>60</b>                    | <b>121</b> | <b>21</b>                           | <b>-66</b> | <b>878</b>    | <b>833</b>    | <b>5%</b> |
| <b>Balance sheet, EURbn</b>                        |   |            |            |            |               |            |                              |            |                                     |            |               |               |           |
| Loans and receivables to the public, corporate     |   |            | 2          | 2          | 15            | 16         |                              |            |                                     |            | 161           | 160           | 1%        |
| Loans and receivables to the public, household     | 2   | 1          | 0          | 0          | 0             | 0          |                              |            |                                     |            | 131           | 114           | 15%       |
| Other assets                                       | 2   | 2          | 42         | 39         | 0             | 0          |                              |            |                                     |            | 234           | 213           | 10%       |
| <b>Total assets</b>                                | <b>4</b>                                    | <b>3</b>   | <b>43</b>  | <b>41</b>  | <b>15</b>     | <b>16</b>  |                              |            |                                     |            | <b>526</b>    | <b>487</b>    | <b>8%</b> |
| Deposits and borrowings from the public, corporate |   |            | 4          | 4          | 8             | 2          |                              |            |                                     |            | 87            | 82            | 6%        |
| Deposits and borrowings from the public, household | 3   | 2          | 0          | 0          | 0             | 0          |                              |            |                                     |            | 73            | 68            | 7%        |
| Other liabilities                                  | 1   | 1          | 38         | 36         | 7             | 14         |                              |            |                                     |            | 344           | 319           | 8%        |
| <b>Total liabilities</b>                           | <b>4</b>                                    | <b>3</b>   | <b>42</b>  | <b>40</b>  | <b>15</b>     | <b>16</b>  |                              |            |                                     |            | <b>504</b>    | <b>469</b>    | <b>7%</b> |
| Equity   | -   | -          | -          | -          | -             | -          |                              |            |                                     |            | 22            | 19            |           |
| <b>Total liabilities and equity</b>                | <b>4</b>                                    | <b>3</b>   | <b>43</b>  | <b>41</b>  | <b>15</b>     | <b>16</b>  |                              |            |                                     |            | <b>526</b>    | <b>487</b>    | <b>8%</b> |
| Economic capital, EURbn                            |   |            |            |            |               |            |                              |            |                                     |            | 17            | 16            | 8%        |
| RAROCAR, %   |   |            |            |            |               |            |                              |            |                                     |            | 17            | 20            |           |
| Cost/income ratio, %                               | 62  | 77         | 46         | 75         | 35            | 33         |                              |            |                                     |            | 51            | 48            |           |
| Number of employees (FTEs)                         | 348   | 363        | 1,340      | 1,325      | 1,763         | 1,649      |                              |            |                                     |            | 33,477        | 33,653        | -1%       |

Customer segments

# Household customer segments

|                           | Nordic Private Banking                   |       |       | Gold Customers                |       |       | Other household Customers |       |       | Nordic household Customers |       |       |
|---------------------------|--|-------|-------|-------------------------------|-------|-------|---------------------------|-------|-------|----------------------------|-------|-------|
|                           | Q1 10                                    | Q4 09 | Q1 09 | Q1 10                         | Q4 09 | Q1 09 | Q1 10                     | Q4 09 | Q1 09 | Q1 10                      | Q4 09 | Q1 09 |
| Number of customers, '000 | 89                                       | 87    | 83    | 2 634                         | 2 603 | 2 500 |                           |       |       |                            |       |       |
| Income, EURm              | 91                                       | 91    | 77    | 453                           | 454   | 460   | 159                       | 164   | 199   | 703                        | 709   | 736   |
| Volumes, EURbn            |  |       |       |                               |       |       |                           |       |       |                            |       |       |
| Lending                   | 6.0                                      | 5.8   | 5.2   | 108.0                         | 104.0 | 93.1  | 9.9                       | 9.7   | 10.0  | 123.9                      | 119.5 | 108.3 |
| Deposits                  | 8.0                                      | 7.9   | 9.5   | 44.7                          | 44.3  | 39.9  | 16.0                      | 16.1  | 15.0  | 68.7                       | 68.3  | 64.4  |
| AuM                       | 48.9                                     | 45.8  | 35.8  |                               |       |       |                           |       |       |                            |       |       |
| Margins, % Lending        | 1.01                                     | 1.04  | 1.05  | 1.18                          | 1.17  | 1.28  | 3.61                      | 3.56  | 3.57  | 1.41                       | 1.39  | 1.41  |
| Deposits                  | -0.01                                    | 0.05  | 0.32  | -0.05                         | 0.00  | 0.44  | 0.25                      | 0.28  | 1.02  | 0.04                       | 0.08  | 0.60  |
|                           | New European Markets Household Customers |       |       | International Private Banking |       |       |                           |       |       | Household customers Total  |       |       |
|                           | Q1 10                                    | Q4 09 | Q1 09 | Q1 10                         | Q4 09 | Q1 09 |                           |       |       | Q1 10                      | Q4 09 | Q1 09 |
| Number of customers, '000 | 901                                      | 871   | 777   | 12                            | 12    | 12    |                           |       |       |                            |       |       |
| Income, EURm              | 40                                       | 37    | 28    | 22                            | 20    | 20    |                           |       |       | 765                        | 766   | 784   |
| Volumes, EURbn            |  |       |       |                               |       |       |                           |       |       |                            |       |       |
| Lending                   | 5.5                                      | 5.2   | 4.6   | 1.1                           | 1.1   | 0.9   |                           |       |       | 130.5                      | 125.8 | 113.8 |
| Deposits                  | 1.7                                      | 1.6   | 1.6   | 1.8                           | 1.8   | 1.9   |                           |       |       | 72.2                       | 71.7  | 67.9  |
| AuM                       |  |       |       | 9.2                           | 8.7   | 6.9   |                           |       |       |                            |       |       |
| Margins, % Lending        | 1.83                                     | 1.79  | 1.62  | 0.92                          | 0.91  | 0.83  |                           |       |       | 1.42                       | 1.41  | 1.40  |
| Deposits                  | 0.27                                     | 0.43  | 0.24  | 0.36                          | 0.37  | 0.50  |                           |       |       | 0.05                       | 0.10  | 0.60  |

# Corporate customer segments and Financial Institutions

|                           | Corporate Merchant Banking               |       |       | Large Corporate Customers                          |       |       | Other Corporate Customers |       |       | Nordic Corporate Customers                 |       |       |
|---------------------------|--|-------|-------|--|-------|-------|---------------------------|-------|-------|--|-------|-------|
|                           | Q1 10                                    | Q4 09 | Q1 09 | Q1 10  | Q4 09 | Q1 09 | Q1 10                     | Q4 09 | Q1 09 | Q1 10                                      | Q4 09 | Q1 09 |
| Number of customers, '000 | 8  | 8     | 8     | 25   | 25    | 24    |                           |       |       |  |       |       |
| Income, EURm              | 342                                      | 307   | 296   | 262  | 260   | 253   | 193                       | 187   | 206   | 797  | 754   | 755   |
| Volumes, EURbn            |  |       |       |  |       |       |                           |       |       |  |       |       |
| Lending                   | 43.1                                     | 42.4  | 44.8  | 44.1   | 41.3  | 42.3  | 23.7                      | 23.4  | 22.5  | 110.9                                      | 107.1 | 109.6 |
| Deposits                  | 21.2                                     | 21.3  | 19.2  | 16.0   | 16.2  | 16.4  | 19.5                      | 19.8  | 19.2  | 56.7                                       | 57.3  | 54.8  |
| Margins, % Lending        | 1.51                                     | 1.43  | 1.13  | 1.42   | 1.41  | 1.28  | 1.69                      | 1.74  | 1.60  | 1.48                                       | 1.43  | 1.27  |
| Deposits                  | 0.12                                     | 0.14  | 0.21  | 0.22   | 0.23  | 0.42  | 0.24                      | 0.26  | 0.73  | 0.19                                       | 0.21  | 0.47  |
|                           | New European Markets Corporate Customers |       |       | Shipping , Oil services and International Customer |       |       | Financial institutions    |       |       | Corporate and Financial institutions Total |       |       |
|                           | Q1 10                                    | Q4 09 | Q1 09 | Q1 10  | Q4 09 | Q1 09 | Q1 10                     | Q4 09 | Q1 09 | Q1 10                                      | Q4 09 | Q1 09 |
| Number of customers, '000 | 91                                       | 89    | 81    | 1  | 1     | 1     | 1                         | 1     | 1     |  |       |       |
| Income, EURm              | 85                                       | 90    | 90    | 89   | 107   | 91    | 93                        | 100   | 108   | 1 064                                      | 1 051 | 1 044 |
| Volumes, EURbn            |  |       |       |  |       |       |                           |       |       |  |       |       |
| Lending                   | 10.3                                     | 10.5  | 10.7  | 13.5   | 12.9  | 14.4  | 4.4                       | 3.9   | 3.7   | 139.1                                      | 134.4 | 138.4 |
| Deposits                  | 3.0                                      | 3.5   | 2.5   | 4.6  | 4.4   | 6.0   | 10.1                      | 10.7  | 16.0  | 74.4                                       | 75.9  | 79.3  |
| Margins, % Lending        | 2.37                                     | 2.38  | 2.23  | 1.76   | 1.70  | 1.33  | 0.82                      | 0.81  | 0.75  | 1.56                                       | 1.51  | 1.34  |
| Deposits                  | 0.58                                     | 0.74  | 1.44  | 0.14   | 0.14  | 0.17  | 0.17                      | 0.17  | 0.23  | 0.20                                       | 0.22  | 0.43  |

Product areas

# Product divisions

| EURm          | Corporate Lending |       |       | Household Mortgage Lending |       |       | Consumer Lending |       |       |
|---------------|-------------------|-------|-------|----------------------------|-------|-------|------------------|-------|-------|
|               | Q1 10             | Q4 09 | Q1 09 | Q1 10                      | Q4 09 | Q1 09 | Q1 10            | Q4 09 | Q1 09 |
| Income        | 529               | 545   | 484   | 252                        | 237   | 242   | 190              | 184   | 163   |
| of which NII  | 504               | 518   | 460   | 236                        | 221   | 230   | 176              | 171   | 152   |
| Volumes EURbn | 125,1             | 120,7 | 123,7 | 103,8                      | 98,4  | 89,2  | 19,3             | 18,5  | 16,9  |
| Margins, %    | 1,45              | 1,47  | 1,29  | 0,88                       | 0,87  | 1,03  | 3,57             | 3,57  | 3,39  |

| EURm          | Corporate Deposits |       |       | Household Deposits |       |       | Finance Company Products |       |       |
|---------------|--------------------|-------|-------|--------------------|-------|-------|--------------------------|-------|-------|
|               | Q1 10              | Q4 09 | Q1 09 | Q1 10              | Q4 09 | Q1 09 | Q1 10                    | Q4 09 | Q1 09 |
| Income        | 41                 | 48    | 87    | 16                 | 56    | 105   | 124                      | 130   | 111   |
| of which NII  | 36                 | 44    | 83    | 13                 | 52    | 102   | 103                      | 102   | 95    |
| Volumes EURbn | 74,4               | 75,9  | 79,3  | 72,2               | 71,7  | 67,9  | 13,5                     | 13,4  | 13,2  |
| Margins, %    | 0,20               | 0,22  | 0,43  | 0,05               | 0,10  | 0,60  | 2,86                     | 2,73  | 2,69  |

\* Historical information has been restated due new product definitions and remapping of yield fees between Net Interest Income and Net commission income

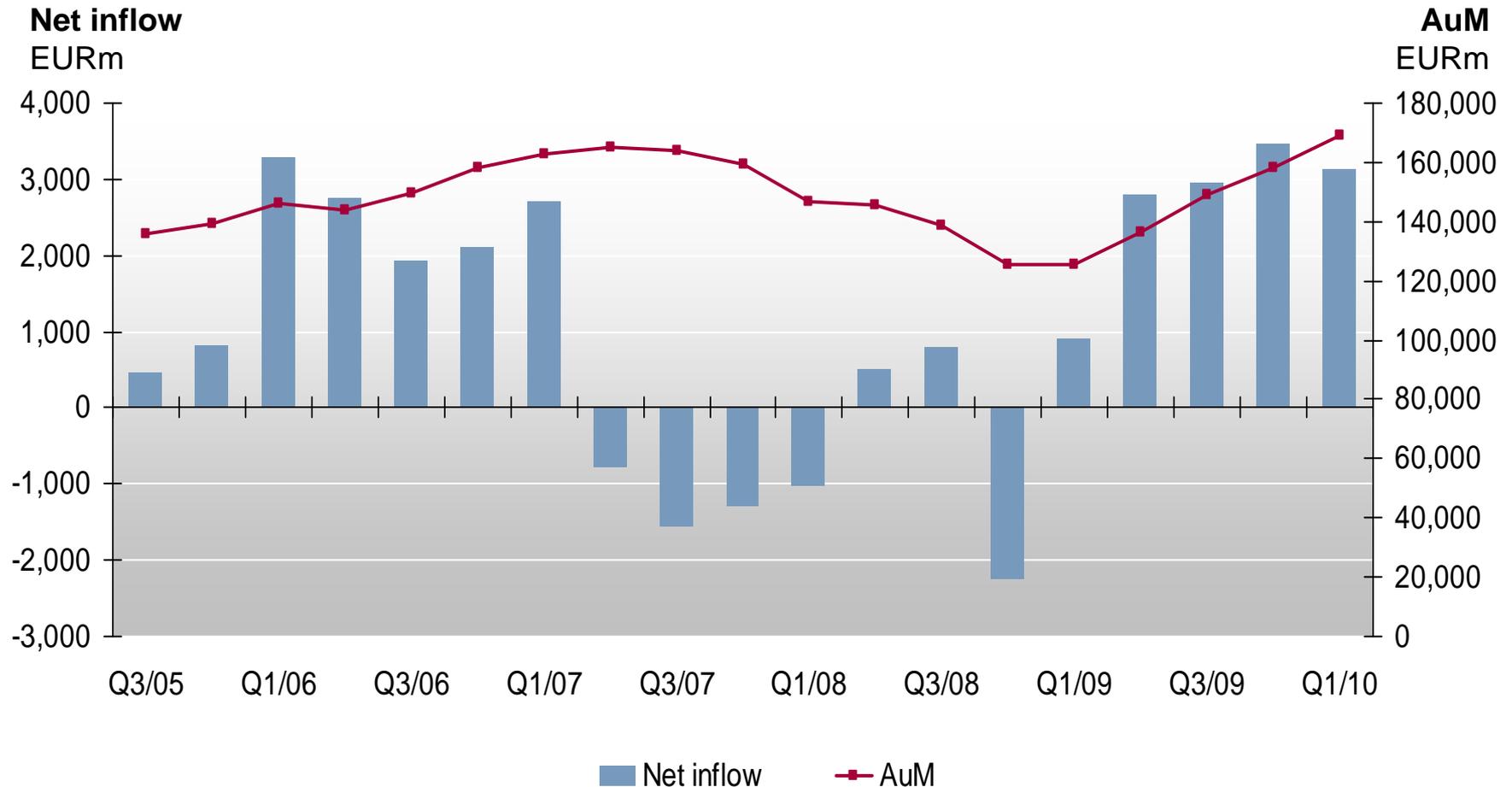
# Product divisions

| EURm                           | Payments |       |       | Cards |       |       | Guarantees and documentary payments |       |       |
|--------------------------------|----------|-------|-------|-------|-------|-------|-------------------------------------|-------|-------|
|                                | Q1 10    | Q4 09 | Q1 09 | Q1 10 | Q4 09 | Q1 09 | Q1 10                               | Q4 09 | Q1 09 |
| Income                         | 88       | 88    | 87    | 53    | 52    | 46    | 48                                  | 47    | 40    |
| of which net commission income | 82       | 81    | 75    | 39    | 37    | 37    | 44                                  | 42    | 35    |
| Expenses                       |          |       |       |       |       |       |                                     |       |       |
| Distribution expenses          |          |       |       |       |       |       |                                     |       |       |
| Product result                 |          |       |       |       |       |       |                                     |       |       |
| Transaction volume             | 453      | 465   | 445   | 273   | 271   | 230   | 24                                  | 25    | 21    |

| EURm                           | Capital Market Products |       |       | Asset Management |       |       | Life & Pension |       |       |
|--------------------------------|-------------------------|-------|-------|------------------|-------|-------|----------------|-------|-------|
|                                | Q1 10                   | Q4 09 | Q1 09 | Q1 10            | Q4 09 | Q1 09 | Q1 10          | Q4 09 | Q1 09 |
| Income                         | 534                     | 480   | 628   | 148              | 165   | 107   | 151            | 145   | 91    |
| of which net commission income |                         |       |       | 130              | 144   | 86    | 45             | 36    | 34    |
| Expenses                       | -141                    | -119  | -152  | -59              | -73   | -55   | -53            | -54   | -47   |
| Distribution expenses          | -4                      | -5    | -4    |                  |       |       | -3             | -4    | -3    |
| Product result                 | 389                     | 356   | 472   | 89               | 92    | 52    | 96             | 87    | 41    |
| Transaction volume             |                         |       |       |                  |       |       |                |       |       |

\* Historical information has been restated due new product definitions and remapping of yield fees between Net Interest Income and Net commission income

# Net inflow and Asset under Management



## Broad based Assets under Management

**AuM, Q1 2010**

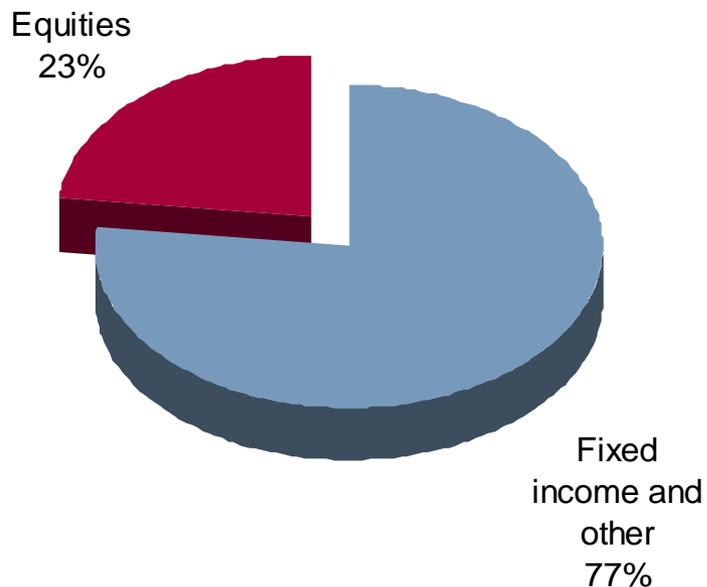
| EURbn         | Retail funds*<br>(sold through<br>own distribution) | Fund sales<br>through<br>third-parties | Private<br>Banking | Institutional<br>customers | Life &<br>Pensions** | Total by<br>market |
|---------------|---|--|--------------------|----------------------------|----------------------|--------------------|
| Denmark       | 8.0   | -                                      | 19.1               | 15.6                       | 20.2                 | <b>62.8</b>        |
| Finland       | 4.2   | -                                      | 17.1               | 4.6                        | 8.9                  | <b>34.8</b>        |
| Norway        | 1.9   | -                                      | 3.4                | 3.6                        | 6.6                  | <b>15.5</b>        |
| Sweden        | 18.5  | -                                      | 9.4                | 2.9                        | 5.2                  | <b>36.0</b>        |
| International | 0.8   | 3.5                                    | 9.2                | 2.5                        | 4.2                  | <b>20.2</b>        |
|               | <b>33.4</b>   | <b>3.5</b>                             | <b>58.2</b>        | <b>29.2</b>                | <b>45.0</b>          | <b>169.3</b>       |

\* All funds targeted at Nordic Retail segment.

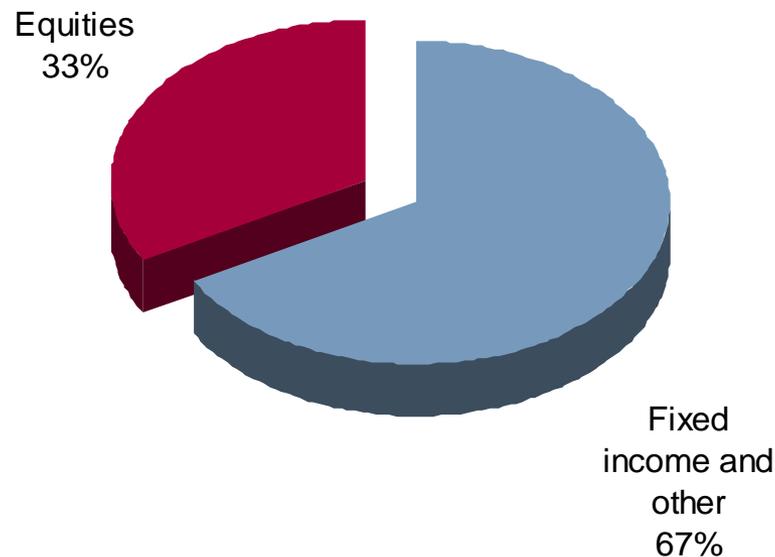
\*\* Includes pension pools products

## Asset type mix

Q1 2009



Q1 2010



Note: Average AuM for Savings & Asset Management activities excl. Nordic Private Banking activities.

## Life – gross written premiums by market

| EURm    | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 |
|---------|-------|-------|-------|-------|-------|
| Denmark | 287   | 326   | 268   | 295   | 313   |
| Norway  | 240   | 194   | 174   | 144   | 258   |
| Finland | 255   | 212   | 180   | 191   | 150   |
| Sweden  | 300   | 222   | 239   | 217   | 168   |
| Poland  | 158   | 137   | 120   | 92    | 135   |
| Other   | 158   | 131   | 70    | 74    | 81    |
| Total   | 1.398 | 1.222 | 1.051 | 1.013 | 1.105 |

# 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 and NO</li> <li>▪ Profit-sharing from the Norwegian business (individual portfolio)</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, SE and NO</li> <li>▪ Profit-/loss-sharing in Norway on individual portfolio</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, SE and NO</li> <li>▪ Profit-/loss-sharing in Norway on individual portfolio</li> </ul>                     |
| Inv. return on shareholders' equity     | <ul style="list-style-type: none"> <li>▪ Investment return from separated shareholders' equity (DK, SE and NO)</li> </ul>  |
| Other profits                           | <ul style="list-style-type: none"> <li>▪ Health and accident result, LIFE III DK etc.</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 Nordic Banking</li> </ul>  |

# Life – profit drivers

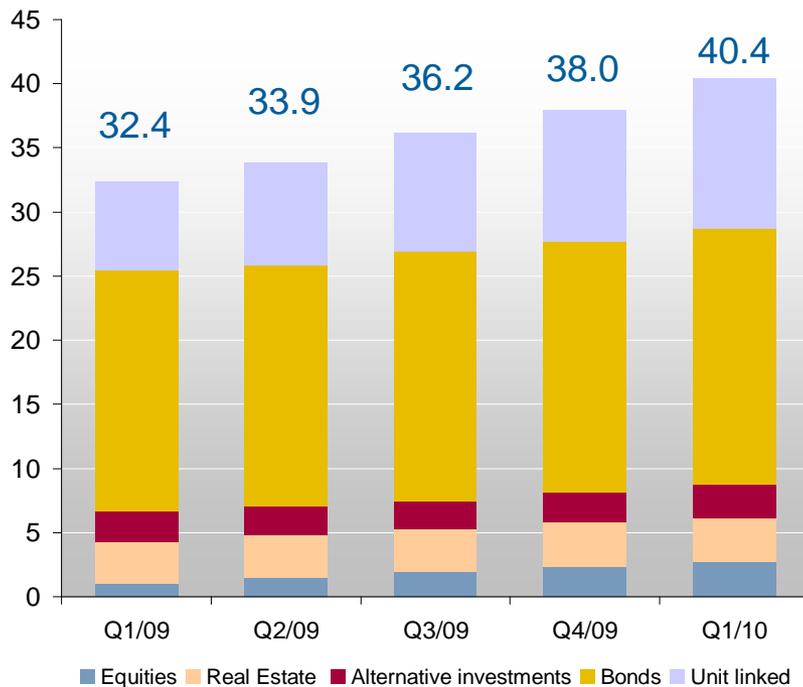
| EURm   | Q1/10     | Q4/09     | Q3/09     | Q2/09     | Q1/09     |
|--|-----------|-----------|-----------|-----------|-----------|
| <b>Traditional insurance</b>                 |           |           |           |           |           |
| Fee contribution/profit sharing              | 49        | 20        | 55        | 5         | 4         |
| Contribution from cost result                | 2         | -4        | 3         | 3         | 2         |
| Contribution from risk result                | 9         | 6         | 9         | 12        | 6         |
| Return on Shareholders' equity/other profits | 22        | 53        | 13        | 22        | 23        |
| <b>Total Profit Traditional</b>              | <b>82</b> | <b>75</b> | <b>80</b> | <b>42</b> | <b>34</b> |
| <b>Total Profit Unit linked</b>              |           |           |           |           |           |
| Estimated distribution cost in Nordic Banks  | -3        | -4        | -3        | -4        | -3        |
| <b>Total product result</b>                  | <b>96</b> | <b>87</b> | <b>94</b> | <b>49</b> | <b>41</b> |
| <i>Of which income within Nordic Banks</i>   | 35        | 48        | 31        | 26        | 28        |
| <b>Key figures</b>                           |           |           |           |           |           |
| Premiums written, net of reinsurance         | 1.398     | 1.222     | 1.051     | 1.013     | 1.105     |
| Here of from Traditional business            | 590       | 548       | 548       | 491       | 658       |
| Here of from Unit-linked business            | 809       | 674       | 503       | 522       | 447       |

## Life - asset allocation

|         | Total, EURbn |       | Equities, % |       |
|---------|--------------|-------|-------------|-------|
|         | Q1/10        | Q4/09 | Q1/10       | Q4/09 |
| Denmark | 16.6         | 16.1  | 16          | 15    |
| Finland | 8.6          | 8.3   | 15          | 14    |
| Norway  | 6.1          | 5.7   | 8           | 8     |
| Sweden  | 4.9          | 4.4   | 19          | 14    |
| Poland  | 2.4          | 2.1   | 0           | 0     |
| Other   | 1.8          | 1.4   | 0           | 0     |
| Total   | 40.4         | 38.0  | 14          | 13    |

# Life, investments

EURbn



- Equities
  - Predominantly listed equities
  - 1/3 Nordic, 2/3 international
- Bonds
  - 3/4 Nordic issuers
  - Primarily government and mortgage institutions

# Life - solvency situation

End of Q1/10

| EURm    | Required solvency | Actual solvency | Solvency buffer | Solvency in % of requirement |
|---------|-------------------|-----------------|-----------------|------------------------------|
| Denmark | 610               | 908             | 298             | 149                          |
| Finland | 204               | 701             | 497             | 243                          |
| Norway  | 200               | 438             | 238             | 219                          |
| Sweden  | 91                | 166             | 75              | 183                          |
| Poland  | 18                | 21              | 3               | 119                          |

# Life – solvency sensitivity

End of Q1/10

|                              | Denmark | Finland | Norway | Sweden | Poland |
|------------------------------|---------|---------|--------|--------|--------|
| Solvency in % of requirement | 149     | 243     | 219    | 183    | 119    |
| Equities drop 12%            | 147     | 185     | 219    | 183    | 122    |
| Interest rates down 50bp     | 148     | 264     | 219    | 176    | 120    |
| Interest rates up 50bp       | 150     | 222     | 219    | 190    | 119    |

# Life – financial buffers

End of Q1/10

|         | EURm  |       | % of total provisions |       |
|---------|-------|-------|-----------------------|-------|
|         | Q1/10 | Q4/09 | Q1/10                 | Q4/09 |
| Denmark | 593   | 448   | 4.4                   | 3.4   |
| Finland | 588   | 515   | 14.8                  | 12.6  |
| Norway  | 148   | 127   | 3.4                   | 3.1   |
| Sweden  | 373   | 344   | 18.7                  | 19.1  |
| Total   | 1.702 | 1.434 | 7.1                   | 6.1   |

# Life – buffers in different scenarios

End of Q1/10

| EURm                      | Denmark | Finland | Norway | Sweden |
|---------------------------|---------|---------|--------|--------|
| Financial buffers, actual | 593     | 588     | 148    | 373    |
| Equities drop 12%         | 339     | 485     | 77     | 347    |
| Interest rates down 50bp  | 608     | 515     | 150    | 350    |
| Interest rates up 50bp    | 502     | 652     | 146    | 388    |

MCEV  
Nordea Life & Pension

# Market Consistent Embedded Value

| (mEUR)         | MCEV Values  |              |
|----------------|--------------|--------------|
|                | 2009Q4       | 2010Q1       |
| <b>Denmark</b> | 1.253        | 1.264        |
| <b>Finland</b> | 803          | 872          |
| <b>Norway</b>  | 661          | 695          |
| <b>Poland</b>  | 212          | 229          |
| <b>Sweden</b>  | 314          | 352          |
| <b>Total</b>   | <b>3.244</b> | <b>3.413</b> |

- The Market Consistent Embedded Value model (MCEV) is a stochastic dividend stream model projecting the future developments in a number of scenarios (2500) through a Monte Carlo simulation. The model calculates the dividend stream to the shareholder in each scenario and derives the Economic Value (EV) as the net present value of the dividend stream for the specific scenario
- The market consistency is obtained using risk free interest rates (government curves) and state price deflators for discounting. The input for the stochastic scenarios is based on historical observations of financial market data
- The specific embedded value for the individual scenario is calculated on the basis of balance, actuarial data and experienced data for e.g. lapse rates etc.

# MCEV Movement

| mEUR           | MCEV<br>2009Q4 | New<br>Business | Financial<br>effects | Expected<br>earnings | Other | FX<br>Effect | MCEV<br>2010Q1 |
|----------------|----------------|-----------------|----------------------|----------------------|-------|--------------|----------------|
| <b>Denmark</b> | 1.253          | 15              | (137)                | 8                    | 125   | (0)          | 1.264          |
| <b>Finland</b> | 803            | 25              | (23)                 | 8                    | 60    | 0            | 872            |
| <b>Norway</b>  | 661            | 3               | (57)                 | 4                    | 41    | 42           | 695            |
| <b>Poland</b>  | 212            | 8               | (7)                  | 2                    | (3)   | 16           | 229            |
| <b>Sweden</b>  | 314            | 14              | (4)                  | 2                    | 13    | 13           | 352            |
| <b>Total</b>   | 3.244          | 65              | (228)                | 25                   | 237   | 71           | 3.413          |

- Life & Pensions has in the first quarter of 2010 increased the MCEV value of 169 mEUR compared to 2009, the major effects are coming from:
  - A positive new business inflow with a value of 65 mEUR (“New Business”)
  - The long interest rate in the first quarter decreased slightly in the major countries continuing to give a negative impact on the financial outlook for the Traditional Products (“Financial Effects”)
  - The total financial buffer increased in per cent from 6.1% to 7.4% during the first quarter of 2010 resulting in a positive contribution (“Other”)
  - The very positive period earnings compared to expected earnings (“Other”)
  - There is a FX accounting effect of 71 mEUR

## Value of In Force (VIF)

| (mEUR)         | Value of In-Force |              |
|----------------|-------------------|--------------|
|                | 2009Q4            | 2010Q1       |
| <b>Denmark</b> | 473               | 464          |
| <b>Finland</b> | 597               | 634          |
| <b>Norway</b>  | 320               | 323          |
| <b>Poland</b>  | 186               | 202          |
| <b>Sweden</b>  | 190               | 220          |
| <b>Total</b>   | <b>1.766</b>      | <b>1.842</b> |

- Life & Pensions has in the first Quarter of 2010 an increase in the VIF value of 76 mEUR compared to year end 2009, and apart from new business the major effects are coming from:
  - The total financial buffer increased giving a positive effect which more than offsets the negative impact of the financial markets outlooks
  - An increase in assets under management for the Market Return products due to the investment results

# MCEV New Business and Margins

| (mEUR)               | New Business |         | Margin |         |
|----------------------|--------------|---------|--------|---------|
|                      | 2009         | 2010 Q1 | 2009   | 2010 Q1 |
| <b>Traditional</b>   | 45           | 11      | 22,3%  | 24,1%   |
| <b>Market Return</b> | 159          | 52      | 44,7%  | 44,4%   |
| <b>Risk</b>          | 6            | 2       | 20,8%  | 23,7%   |

- The New Business has increased due to a substantial good inflow into the Market Return products especially in Sweden and Finland
- The margin for Traditional and Market Return products is calculated on the basis of APE standard (10 year)
- The new business and the margin for Risk products are calculated on a one year horizon (annual margin) given the duration of the products
- The fluctuation of the margin for risk products is due to seasonal deviations in claims

# MCEV Sensitivities

| Assumption change                    | Scenario            | Denmark | Finland | Norway | Poland | Sweden |
|--------------------------------------|---------------------|---------|---------|--------|--------|--------|
| Yield curve Change                   | IntRates -100bp     | -4,3%   | -0,6%   | -55,6% | -1,7%  | 20,2%  |
|                                      | IntRates -50bp      | -2,9%   | 0,0%    | -23,2% | -0,7%  | 9,1%   |
|                                      | IntRates +50bp      | 2,3%    | 0,9%    | 14,2%  | 1,0%   | -1,2%  |
|                                      | IntRates +100bp     | 3,3%    | 2,9%    | 21,6%  | 2,8%   | -0,2%  |
| Equity return 1st year               | EquityReturn +10pct | 4,9%    | 9,8%    | 3,2%   | 1,3%   | 6,8%   |
|                                      | EquityReturn -10pct | -3,9%   | -10,1%  | -3,8%  | -3,1%  | -7,1%  |
| Admin costs<br>(relative change)     | AdminCost +10pct    | -0,7%   | -1,2%   | -5,7%  | -2,4%  | -4,4%  |
|                                      | AdminCost -10pct    | 0,4%    | 1,2%    | 5,6%   | 2,4%   | 4,4%   |
| Surrender rates<br>(relative change) | Surrender +10pct    | 0,4%    | 0,0%    | -0,5%  | -4,3%  | -0,4%  |
|                                      | Surrender -10pct    | -0,6%   | -0,1%   | 0,5%   | 4,6%   | 0,4%   |
| Pay-up rates<br>(relative change)    | Lapse +10pct        | -0,5%   | -0,3%   | -0,9%  | -2,5%  | -1,5%  |
|                                      | Lapse -10pct        | 0,4%    | 0,3%    | 1,0%   | 2,6%   | 1,6%   |

- The relative low impact of yield curve change in Finland, is due to a small part of the traditional portfolio being highly yield sensitive is offset by a larger Market Return portfolio having the opposite effect
- A similar explanation is valid for the surrender effect in Finland, where an increase in the surrender of high guarantee products gives a positive impact while other products give a negative impact

Volumes and margins

# Nordea Group

| Total lending, EURbn | Q1/10        | Q4/09        | Q3/09        | Q2/09        | Q1/09        | Q4/08        | Q3/08        |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Corporate            | 160.8        | 153.5        | 157.0        | 159.2        | 158.4        | 151.7        | 155.5        |
| Housing loans        | 100.6        | 96.6         | 93.5         | 88.8         | 86.8         | 84.0         | 86.8         |
| Consumer loans       | 26.9         | 26.5         | 26.6         | 25.6         | 24.4         | 24.6         | 25.7         |
| Public               | 4.2          | 5.8          | 5.5          | 4.7          | 4.4          | 4.8          | 4.1          |
| <b>Total</b>         | <b>292.5</b> | <b>282.4</b> | <b>282.7</b> | <b>278.3</b> | <b>274.0</b> | <b>265.1</b> | <b>272.1</b> |

| Total deposits, EURbn | Q1/10      | Q4/09      | Q3/09      | Q2/09      | Q1/09      | Q4/08      | Q3/08      |
|-----------------------|------------|------------|------------|------------|------------|------------|------------|
| Household             | 73         | 73         | 71         | 70         | 68         | 67         | 69         |
| Corporate             | 87         | 81         | 78         | 80         | 82         | 82         | 86         |
| <b>Total</b>          | <b>160</b> | <b>154</b> | <b>149</b> | <b>150</b> | <b>150</b> | <b>149</b> | <b>155</b> |

# Nordic Banking lending and deposits volumes

| Lending, EURbn | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|----------------|-------|-------|-------|-------|-------|-------|-------|
| Denmark        | 70.8  | 70.8  | 68.8  | 68.9  | 67.5  | 68.0  | 66.0  |
| Finland        | 51.0  | 50.0  | 50.1  | 50.9  | 51.5  | 52.1  | 51.9  |
| Norway         | 44.4  | 42.5  | 41.7  | 39.7  | 39.2  | 35.0  | 39.7  |
| Sweden         | 68.6  | 63.3  | 62.9  | 59.7  | 59.8  | 59.0  | 64.1  |

| Deposits, EURbn | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|
| Denmark         | 35.5  | 36.3  | 33.8  | 34.3  | 35.4  | 33.6  | 35.1  |
| Finland         | 36.4  | 35.7  | 34.2  | 34.6  | 34.9  | 35.7  | 34.0  |
| Norway          | 21.5  | 21.6  | 21.0  | 20.0  | 19.5  | 17.2  | 19.3  |
| Sweden          | 31.9  | 32.1  | 30.6  | 29.8  | 29.4  | 30.7  | 31.4  |

## Nordic Banking breakdown of lending

| Denmark, EURbn      | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate           | 30.1  | 30.5  | 29.6  | 30.4  | 29.5  | 30.1  | 28.8  |
| Household mortgages | 27.8  | 27.2  | 27.0  | 26.7  | 26.5  | 26.3  | 26.1  |
| Consumer lending    | 9.4   | 8.9   | 8.4   | 8.2   | 8.1   | 8.2   | 7.8   |

\*Including Roskilde Bank EUR 0.35bn

| Finland, EURbn       | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate            | 23.3  | 22.6  | 23.1  | 24.4  | 25.4  | 26.1  | 26.2  |
| Households mortgages | 22.5  | 22.0  | 21.5  | 21.1  | 20.7  | 20.6  | 20.4  |
| Consumer lending     | 5.9   | 5.7   | 5.7   | 5.4   | 5.4   | 5.4   | 5.3   |

## Nordic Banking breakdown of lending

| Norway, EURbn       | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate           | 22.3  | 21.7  | 22.0  | 21.4  | 21.6  | 19.4  | 21.5  |
| Household mortgages | 21.0  | 19.8  | 18.8  | 17.2  | 16.9  | 14.9  | 17.3  |
| Consumer lending    | 1.2   | 1.0   | 1.0   | 1.0   | 1.0   | 0.9   | 1.0   |

| Sweden, EURbn       | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate           | 35.2  | 32.4  | 32.7  | 32.0  | 33.1  | 32.7  | 35.1  |
| Household mortgages | 26.4  | 24.3  | 23.6  | 21.5  | 20.6  | 20.2  | 22.1  |
| Consumer lending    | 4.7   | 4.5   | 4.5   | 4.3   | 4.3   | 4.4   | 4.9   |

## Nordic Banking breakdown of deposits

| Denmark, EURbn               | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate                    | 13.4  | 13.9  | 13.2  | 13.6  | 15.4  | 14.1  | 15.5  |
| Households, current accounts | 4.2   | 3.7   | 3.7   | 3.7   | 3.4   | 3.4   | 3.3   |
| Households, savings accounts | 17.9  | 18.7  | 16.9  | 17.0  | 16.6  | 16.1  | 16.3  |
| Finland, EURbn               | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
| Corporate                    | 14.1  | 13.6  | 12.4  | 12.5  | 12.7  | 13.2  | 11.9  |
| Households, current accounts | 9.6   | 9.6   | 9.3   | 9.2   | 8.6   | 8.5   | 8.5   |
| Households, savings accounts | 12.7  | 12.5  | 12.5  | 12.9  | 13.6  | 13.9  | 13.5  |

## Nordic Banking breakdown of deposits

| Norway, EURbn                | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate                    | 13.8  | 14.0  | 13.4  | 12.7  | 12.5  | 11.1  | 12.2  |
| Households, current accounts | 2.0   | 2.2   | 2.1   | 2.0   | 1.8   | 1.7   | 2.0   |
| Households, savings accounts | 5.7   | 5.4   | 5.5   | 5.3   | 5.2   | 4.4   | 5.0   |
| Sweden, EURbn                | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
| Corporate                    | 15.3  | 16.0  | 13.9  | 14.1  | 14.3  | 15.5  | 14.9  |
| Households, current accounts | 5.3   | 5.0   | 4.8   | 4.2   | 4.0   | 4.1   | 4.7   |
| Households, savings accounts | 11.3  | 11.1  | 11.9  | 11.5  | 11.2  | 11.1  | 11.8  |

## Nordic Banking margins

| %                          | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|
| Lending to Corporate       | 1.48  | 1.43  | 1.42  | 1.34  | 1.27  | 1.08  | 0.92  |
| Mortgages, households      | 0.84  | 0.82  | 0.87  | 0.90  | 1.00  | 0.76  | 0.59  |
| Consumer loans, households | 4.03  | 4.06  | 4.04  | 3.87  | 3.78  | 3.35  | 3.07  |
| Deposits, SME's            | 0.19  | 0.21  | 0.23  | 0.34  | 0.47  | 0.76  | 0.90  |
| Deposits, households       | 0.04  | 0.08  | 0.14  | 0.37  | 0.60  | 1.47  | 1.78  |

# Institutional & International lending and deposit volumes and margins

| Lending, EURbn                  | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 | Q2/08 |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Financial Institutions Division | 4.4   | 3.9   | 3.9   | 4.0   | 3.7   | 3.6   | 4.0   | 4.2   |
| SOSI                            | 13.5  | 12.9  | 12.8  | 13.5  | 14.4  | 13.8  | 13.6  | 12.0  |
| New European Markets            | 15.8  | 15.7  | 15.4  | 15.4  | 15.3  | 15.8  | 15.3  | 13.2  |
| Total                           | 33.7  | 32.5  | 32.1  | 32.9  | 33.4  | 33.2  | 32.9  | 29.4  |
| Margins*, %                     | 1.57  | 1.50  | 1.35  | 1.32  | 1.23  | 1.17  | 1.00  | 0.93  |
| Deposits, EURbn                 | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 | Q2/08 |
| Financial Institutions Division | 10.1  | 10.7  | 12.1  | 14.2  | 16.0  | 14.5  | 15.7  | 16.8  |
| SOSI                            | 4.6   | 4.4   | 4.8   | 5.3   | 6.0   | 6.4   | 5.7   | 5.1   |
| New European Markets            | 4.7   | 5.1   | 4.4   | 4.5   | 4.1   | 4.7   | 4.5   | 4.2   |
| Total                           | 19.4  | 20.2  | 21.3  | 24.0  | 26.1  | 25.6  | 25.9  | 26.1  |
| Margins*, %                     | 0.16  | 0.16  | 0.18  | 0.20  | 0.21  | 0.34  | 0.40  | 0.36  |

# New European Markets breakdown of lending and deposits

| Estonia, EURbn    | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|-------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate lending | 1.8   | 1.8   | 1.8   | 1.8   | 1.8   | 1.7   | 1.6   |
| Household lending | 0.9   | 0.8   | 0.8   | 0.8   | 0.8   | 0.8   | 0.8   |
| Deposits          | 0.8   | 0.8   | 0.6   | 0.7   | 0.8   | 0.7   | 0.6   |
| Latvia, EURbn     |       |       |       |       |       |       |       |
| Corporate lending | 1.8   | 1.8   | 1.9   | 2.0   | 2.0   | 2.0   | 1.9   |
| Household lending | 1.1   | 1.2   | 1.2   | 1.2   | 1.2   | 1.2   | 1.1   |
| Deposits          | 0.6   | 0.7   | 0.7   | 0.9   | 0.7   | 0.7   | 0.6   |
| Lithuania, EURbn  |       |       |       |       |       |       |       |
| Corporate lending | 1.4   | 1.4   | 1.5   | 1.5   | 1.6   | 1.8   | 1.7   |
| Household lending | 0.8   | 0.8   | 0.7   | 0.7   | 0.7   | 0.7   | 0.7   |
| Deposits          | 0.4   | 0.5   | 0.4   | 0.5   | 0.4   | 0.4   | 0.5   |

# New European Markets breakdown of lending and deposits

| Poland, EURbn     | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|-------------------|-------|-------|-------|-------|-------|-------|-------|
| Corporate lending | 2.0   | 2.3   | 2.0   | 2.0   | 2.0   | 2.2   | 2.5   |
| Household lending | 2.5   | 2.3   | 2.1   | 1.8   | 1.7   | 1.6   | 1.5   |
| Deposits          | 2.1   | 2.1   | 1.9   | 1.9   | 1.7   | 2.0   | 2.3   |
| Russia, EURbn     |       |       |       |       |       |       |       |
| Corporate lending | 3.3   | 3.2   | 3.3   | 3.3   | 3.4   | 3.5   | 3.3   |
| Household lending | 0.2   | 0.2   | 0.2   | 0.2   | 0.3   | 0.3   | 0.3   |
| Deposits          | 0.8   | 1.0   | 0.7   | 0.6   | 0.5   | 0.9   | 0.6   |

## New European Markets margins

| Margins, %         | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 | Q2/08 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Corporate lending  | 2.37  | 2.38  | 2.34  | 2.03  | 2.23  | 1.94  | 1.59  | 1.51  |
| Household lending  | 1.83  | 1.79  | 1.68  | 1.58  | 1.62  | 1.61  | 1.47  | 1.41  |
| Corporate deposits | 0.58  | 0.74  | 1.06  | 1.13  | 1.44  | 1.78  | 1.27  | 1.40  |
| Household deposits | 0.27  | 0.43  | 0.51  | 0.44  | 0.24  | 0.91  | 1.17  | 1.20  |

New European Markets

# New European Markets

| EURm                      | Poland |       | Latvia |       | Estonia |       | Lithuania |       | Russia |                 |
|---------------------------|--------|-------|--------|-------|---------|-------|-----------|-------|--------|-----------------|
|                           | Q1 10  | Chg % | Q1 10  | Chg % | Q1 10   | Chg % | Q1 10     | Chg % | Q1 10  | Chg%            |
| Total income              | 45     | 2%    | 14     | 27%   | 15      | -6%   | 14        | 27%   | 66     | 6% <sup>1</sup> |
| Total expenses            | -24    | -11%  | -8     | -11%  | -6      | 0%    | -4        | -20%  | -22    | 0%              |
| Profit before loan losses | 21     | 24%   | 6      | 200%  | 9       | -10%  | 10        | 67%   | 44     | 10%             |
| Loan Losses               | 0      | -100% | -18    | -49%  | -7      | -50%  | -7        | -56%  | -2     | -33%            |
| Operating profit          | 21     | 31%   | -12    | 64%   | 2       | n/a   | 3         | n/a   | 42     | 14%             |

|                            | Q1 10 | Q4 09 |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Lending, bn                | 4.5   | 4.6   | 2.9   | 3.0   | 2.7   | 2.6   | 2.2   | 2.2   | 3.5   | 3.4   |
| Deposits, bn               | 2.1   | 2.1   | 0.6   | 0.7   | 0.8   | 0.8   | 0.4   | 0.5   | 0.8   | 1.0   |
| Number of employees (FTEs) | 1627  | 1630  | 453   | 442   | 373   | 376   | 328   | 330   | 1628  | 1613  |

# Nordea operations in New European Markets

| End of Q1/10                    | Estonia | Latvia | Lithuania | Poland  | Russia | Total     |
|---------------------------------|---------|--------|-----------|---------|--------|-----------|
| Customers <sup>1</sup>          | 113 600 | 93 150 | 125 150   | 608 650 | 51 300 | 1 791 850 |
| Branches/salespoints            | 22      | 22     | 21        | 159     | 51     | 275       |
| Number of FTEs <sup>2</sup>     | 373     | 453    | 328       | 1 627   | 1 628  | 4 435     |
| Total assets, EURm              | 3 022   | 3 175  | 2 463     | 5 629   | 4 396  | 18 686    |
| Commitments <sup>3</sup> , EURm | 2 727   | 3 121  | 2 198     | 4 896   | 3 721  | 16 663    |
| Deposits & Funds, EURm          | 806     | 664    | 386       | 2 160   | 837    | 4 852     |
| Market share, lending, %        | 14,4%   | 13,5%  | 10,4%     | 2,5%    | 0,7%   |           |
| Market share, housing loans %   | 12,8%   | 16,5%  | 10,1%     | 4,4%    | 0,5%   |           |
| Market share, deposits, %       | 8,2%    | 4,9%   | 3,2%      | 1,3%    | 0,2%   |           |
| Country position, overall       | 3       | 3      | 4         | 15      | 22     |           |

<sup>1</sup> Includes Polish Life customers (800,000 as of Q4 2010)

<sup>2</sup> Includes Management Team

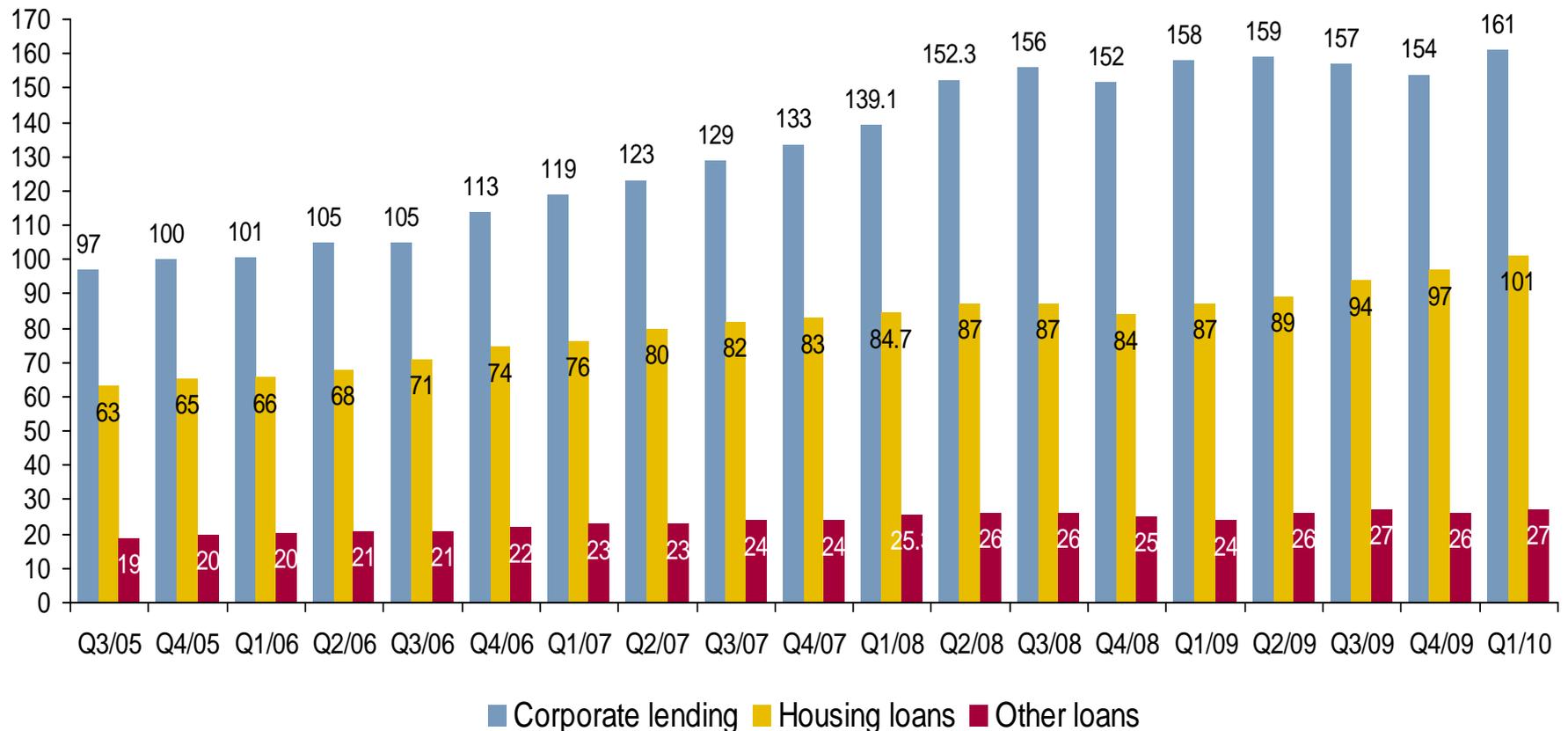
<sup>3</sup> Includes guarantees

# Total lending New European Markets

| Total lending,<br>EUR '000 | Q1/10             | Q4/09             | Q3/09             | Q2/09             | Q1/09             | Q4/08             |
|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Estonia                    | 2 670 424         | 2 638 291         | 2 605 478         | 2 642 070         | 2 593 636         | 2 537 955         |
| Market share               | 14%               | 14%               | 14%               | 14%               | 13%               | 13%               |
| Latvia                     | 2 932 351         | 2 959 991         | 3 061 705         | 3 186 717         | 3 138 157         | 3 140 988         |
| Market share               | 13%               | 13%               | 13%               | 13%               | 13%               | 13%               |
| Lithuania                  | 2 154 579         | 2 179 763         | 2 180 326         | 2 253 471         | 2 273 818         | 2 490 955         |
| Market share               | 10%               | 10%               | 10%               | 10%               | 10%               | 10%               |
| Poland                     | 4 481 288         | 4 554 196         | 4 066 211         | 3 856 451         | 3 653 323         | 3 818 339         |
| Market share               | 3%                | 3%                | 3%                | 3%                | 3%                | 3%                |
| Russia                     | 3 527 181         | 3 380 270         | 3 535 844         | 3 507 562         | 3 720 934         | 3 828 443         |
| Market share               | 1%                | 1%                | 1%                | 1%                | 1%                | 1%                |
| <b>Total</b>               | <b>15 765 823</b> | <b>15 712 511</b> | <b>15 449 564</b> | <b>15 446 271</b> | <b>15 379 868</b> | <b>15 816 680</b> |
| <b>Market share</b>        | <b>2%</b>         | <b>2%</b>         | <b>2%</b>         | <b>2%</b>         | <b>2%</b>         | <b>2%</b>         |

Credit quality

# Loan portfolio by customer category\*

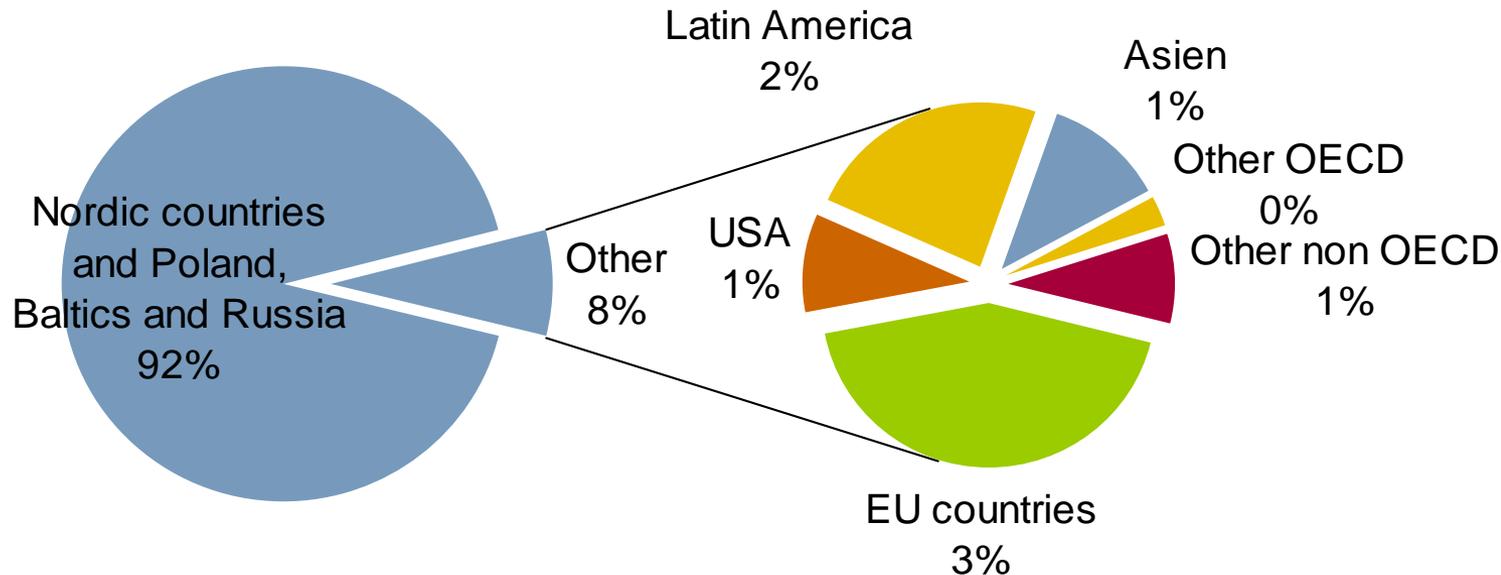


\* Excluding public sector

# Lending by geographical area

End of Q1/10

EUR 292bn



## Nordic countries and Poland, Baltics and Russia, EUR 270bn

|         |      |         |      |
|---------|------|---------|------|
| Denmark | 80.6 | Sweden  | 73.6 |
| Finland | 52.0 | Norway  | 48.3 |
| Poland  | 4.6  | Baltics | 7.7  |
| Russia  | 3.2  |         |      |

# Distribution real estate portfolio

| Lending to real estate management per country |             |             |             |             |             |
|---|-------------|-------------|-------------|-------------|-------------|
| EURbn   | Commercial  | Residential | Q1 2010     | End 2009    | End 2008    |
| Sweden  | 43%         | 57%         | 15.5        | 14.2        | 13.5        |
| Norway  | 73%         | 27%         | 9.0         | 8.7         | 7.7         |
| Finland                                       | 54%         | 46%         | 6.8         | 6.6         | 7.1         |
| Denmark                                       | 51%         | 49%         | 5.8         | 5.6         | 4.8         |
| Baltic countries                              | 87%         | 13%         | 1.3         | 1.3         | 1.2         |
| Russia  | 100%        | 0%          | 0.4         | 0.4         | 0.4         |
| Poland  | 56%         | 44%         | 0.2         | 0.2         | 0.2         |
| Other   | 100%        | 0%          | 0.2         | 0.2         | 0.5         |
| <b>Nordea</b>                                 | <b>21.8</b> | <b>17.4</b> | <b>39.2</b> | <b>37.2</b> | <b>35.5</b> |
|   | <b>56%</b>  | <b>44%</b>  |             |             |             |

# Loan losses

| EURm      | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 | Q2/08 |
|-----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross     | 358   | 481   | 440   | 516   | 407   | 476   | 152   | 121   |
| Reversals | -97   | -135  | -82   | -91   | -51   | -157  | -63   | -85   |
| Net       | 261   | 346   | 358   | 425   | 356   | 320   | 89    | 36    |

| EURm      | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 |
|-----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross     | 140   | 151   | 98    | 101   | 126   | 299   | 86    | 58    |
| Reversals | -120  | -157  | -111  | -129  | -140  | -381  | -140  | -147  |
| Net       | 21    | -6    | -13   | -28   | -13   | -82   | -54   | -89   |

| EURm      | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | Q4/04 | Q3/04 | Q2/04 |
|-----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross     | 92    | 155   | 192   | 157   | 91    | 131   | 94    | 129   |
| Reversals | -123  | -163  | -215  | -258  | -97   | -141  | -96   | -133  |
| Net       | -31   | -7    | -23   | -101  | -6    | -10   | -2    | -4    |

## Impaired loans and total allowances

| EURm   | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 |
|--|-------|-------|-------|-------|-------|-------|
| Impaired loans, gross, individually assessed                       | 4,453 | 4,102 | 3,851 | 3,534 | 2,964 | 2,224 |
| Allowances for individually assessed loans                         | 1,502 | 1,331 | 1,228 | 1,098 | 946   | 762   |
| Impaired loans, net, individually assessed                         | 2,951 | 2,771 | 2,623 | 2,436 | 2,018 | 1463  |
| Impaired loans, net / lending to public (%)                        | 1.0   | 0.98  | 0.93  | 0.88  | 0.74  | 0.55  |
| Allowances, individually assessed / Impaired loans, gross, (%)     | 34    | 32    | 32    | 31    | 32    | 34    |
| Allowances for collectively assessed loans                         | 921   | 825   | 742   | 617   | 486   | 408   |
| Total allowances / Impaired loans, gross individually assessed (%) | 54    | 53    | 51    | 49    | 48    | 53    |
| Total allowances   | 2,423 | 2,156 | 1,970 | 1,715 | 1,432 | 1,170 |
| Provisions for off balance sheet items                             | 238   | 236   | 204   | 135   | 114   | 100   |
| Total allowances and provisions                                    | 2,661 | 2,392 | 2,174 | 1,850 | 1,546 | 1,270 |

## Credit portfolio by industry

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|   | Loans and<br>receivables<br>to the public | ch.<br>Q1   | Impaired<br>loans<br>gross | ch.<br>Q1   | Allowances<br>Individually<br>& collectively | ch.<br>Q1  | Loan loss<br>net<br>Q1 |
|---|---|-------------|----------------------------|-------------|--|------------|------------------------|
| Real estate management and investment         | 39 191                                    | 5%          | 591                        | 18%         | 290  | 11%        | 29                     |
| Other financial institutions                  | 16 997                                    | 1%          | 82                         | 1%          | 68   | 25%        | 11                     |
| Industrial commercial services etc            | 15 843                                    | 6%          | 185                        | -8%         | 125  | 3%         | 12                     |
| Other, public and organisations               | 13 484                                    | 13%         | 188                        | 39%         | 388  | 10%        | 15                     |
| Consumer staples (food, agriculture etc)      | 12 289                                    | 1%          | 284                        | 15%         | 160  | 7%         | 10                     |
| Retail trade                                  | 11 329                                    | 7%          | 336                        | 13%         | 236  | 20%        | 31                     |
| Shipping and offshore                         | 10 767                                    | 4%          | 231                        | -4%         | 121  | 24%        | 21                     |
| Other materials (chemical, building material) | 5 551                                     | 7%          | 296                        | 19%         | 171  | 15%        | 22                     |
| Transportation                                | 4 567                                     | 2%          | 79                         | -11%        | 33   | -17%       | 3                      |
| Construction and engineering                  | 4 527                                     | 2%          | 245                        | 20%         | 122  | 2%         | 4                      |
| Utilities (distribution and production)       | 4 254                                     | 9%          | 15                         | -5%         | 10   | 14%        | 1                      |
| Consumer durables (cars, appliances etc)      | 4 238                                     | -2%         | 177                        | -18%        | 81   | -12%       | 1                      |
| Energy (oil, gas etc)                         | 3 212                                     | 7%          | 0                          | 2%          | 16   | 199%       | 10                     |
| Media and leisure                             | 3 019                                     | 0%          | 87                         | -8%         | 39   | 15%        | 7                      |
| Paper and forest materials                    | 2 253                                     | 1%          | 58                         | 238%        | 43   | 143%       | 25                     |
| Industrial capital goods                      | 2 207                                     | -3%         | 97                         | -25%        | 66   | 3%         | 1                      |
| Health care and pharmaceuticals               | 2 058                                     | 0%          | 12                         | -30%        | 7  | 3%         | 1                      |
| Telecommunication operators                   | 1 965                                     | 18%         | 125                        | 12%         | 30   | -12%       | -5                     |
| IT software, hardware and services            | 1 609                                     | 5%          | 50                         | -14%        | 32   | 7%         | 2                      |
| Metals and mining materials                   | 1 247                                     | 1%          | 10                         | 73%         | 14   | 7%         | 0                      |
| Telecommunication equipment                   | 184                                       | 45%         | 21                         | 83%         | 13   | 1%         | 0                      |
| Banks   | 0   |             | 36                         | 4%          | 59   | 10%        | 2                      |
| <b>Corporate</b>                              | <b>160 793</b>                            | <b>5%</b>   | <b>3 204</b>               | <b>9%</b>   | <b>2 122</b>                                 | <b>11%</b> | <b>203</b>             |
| <b>Household</b>                              | <b>127 507</b>                            | <b>4%</b>   | <b>1 262</b>               | <b>8%</b>   | <b>539</b>                                   | <b>13%</b> | <b>58</b>              |
| <b>Public sector</b>                          | <b>4 161</b>                              | <b>-28%</b> | <b>0</b>                   | <b>-43%</b> | <b>0</b>                                     | <b>-7%</b> | <b>0</b>               |
| <b>Nordea</b>                                 | <b>292 460</b>                            | <b>4%</b>   | <b>4 466</b>               | <b>8%</b>   | <b>2 661</b>                                 | <b>11%</b> | <b>261</b>             |

# Impaired loans gross by country and industry\*

Q1 2010

2010-03-31

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|  | Nordea       | Denmark      | Finland      | Norway     | Sweden     | Baltic countries | Poland    | Russia    |
|--|--------------|--------------|--------------|------------|------------|------------------|-----------|-----------|
| Real estate management and investment              | 570          | 160          | 52           | 122        | 49         | 187              | 0         | 0         |
| Retail trade                                       | 336          | 139          | 100          | 9          | 55         | 20               | 4         | 9         |
| Other materials (chemical, building materials etc) | 296          | 25           | 68           | 6          | 155        | 37               | 5         | 0         |
| Consumer staples (food, agriculture etc)           | 284          | 184          | 58           | 6          | 8          | 14               | 3         | 10        |
| Shipping and offshore                              | 231          | 3            | 41           | 187        | 0          | 0                | 0         | 0         |
| Other, public and organisations                    | 229          | 175          | 48           | 0          | 0          | 4                | 2         | 0         |
| Construction and engineering                       | 225          | 81           | 35           | 31         | 7          | 62               | 5         | 4         |
| Industrial commercial services etc                 | 185          | 63           | 68           | 20         | 10         | 24               | 0         | 0         |
| Consumer durables (cars, appliances etc)           | 177          | 85           | 50           | 3          | 37         | 2                | 1         | 0         |
| Telecommunication operators                        | 125          | 1            | 0            | 124        | 0          | 0                | 0         | 0         |
| Industrial capital goods                           | 97           | 45           | 31           | 1          | 17         | 0                | 0         | 2         |
| Media and leisure                                  | 87           | 20           | 36           | 7          | 16         | 8                | 0         | 0         |
| Other financial institutions                       | 82           | 65           | 7            | 6          | 1          | 3                | 0         | 0         |
| Transportation                                     | 79           | 20           | 39           | 5          | 12         | 2                | 1         | 0         |
| Paper and forest materials                         | 58           | 7            | 47           | 2          | 1          | 0                | 0         | 0         |
| IT software, hardware and services                 | 50           | 10           | 32           | 0          | 7          | 0                | 0         | 0         |
| Banks  | 36           | 0            | 25           | 3          | 8          | 0                | 0         | 0         |
| Telecommunication equipment                        | 21           | 0            | 14           | 0          | 0          | 7                | 0         | 0         |
| Utilities (distribution and production)            | 15           | 1            | 1            | 2          | 0          | 12               | 0         | 0         |
| Health care and pharmaceuticals                    | 12           | 7            | 2            | 1          | 3          | 0                | 0         | 0         |
| Metals and mining materials                        | 10           | 0            | 3            | 0          | 0          | 3                | 0         | 4         |
| Energy (oil, gas etc)                              | 0            | 0            | 0            | 0          | 0          | 0                | 0         | 0         |
| <b>Corporate</b>                                   | <b>3 204</b> | <b>1 091</b> | <b>757</b>   | <b>535</b> | <b>387</b> | <b>384</b>       | <b>22</b> | <b>28</b> |
| <b>Household</b>                                   | <b>1 262</b> | <b>338</b>   | <b>497</b>   | <b>116</b> | <b>19</b>  | <b>257</b>       | <b>16</b> | <b>18</b> |
| <b>Public sector</b>                               | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>0</b>   | <b>0</b>   | <b>0</b>         | <b>0</b>  | <b>0</b>  |
| <b>Nordea</b>                                      | <b>4 466</b> | <b>1 429</b> | <b>1 254</b> | <b>651</b> | <b>406</b> | <b>641</b>       | <b>38</b> | <b>47</b> |

\* Impaired includes both on and off balance

# Impaired loans gross by country and industry\*

Q4 2009

31/12/2009

meur

|  | Nordea       | Denmark      | Finland      | Norway     | Sweden     | Baltic<br>countries | Poland    | Russia    |
|--|--------------|--------------|--------------|------------|------------|---------------------|-----------|-----------|
| Energy (oil, gas etc)                              | 0            | 0            | 0            | 0          | 0          | 0                   | 0         | 0         |
| Metals and mining materials                        | 6            | 0            | 2            | 0          | 0          | 0                   | 0         | 4         |
| Paper and forest materials                         | 17           | 7            | 5            | 2          | 2          | 1                   | 0         | 0         |
| Other materials (chemical, building materials etc) | 248          | 17           | 70           | 5          | 125        | 28                  | 4         | 0         |
| Industrial capital goods                           | 129          | 47           | 67           | 1          | 9          | 2                   | 0         | 1         |
| Industrial commercial services etc                 | 200          | 59           | 100          | 23         | 9          | 7                   | 0         | 0         |
| Construction and engineering                       | 205          | 84           | 20           | 37         | 5          | 50                  | 5         | 4         |
| Shipping and offshore                              | 239          | 3            | 43           | 192        | 0          | 0                   | 0         | 0         |
| Transportation                                     | 88           | 17           | 41           | 4          | 20         | 5                   | 1         | 0         |
| Consumer durables (cars, appliances etc)           | 215          | 84           | 73           | 4          | 49         | 4                   | 1         | 0         |
| Media and leisure                                  | 94           | 21           | 45           | 6          | 13         | 8                   | 0         | 0         |
| Retail trade                                       | 298          | 130          | 83           | 9          | 49         | 16                  | 3         | 8         |
| Consumer staples (food, agriculture etc)           | 247          | 164          | 38           | 6          | 9          | 18                  | 3         | 9         |
| Health care and pharmaceuticals                    | 17           | 7            | 7            | 1          | 2          | 0                   | 0         | 0         |
| Banks  | 35           | 0            | 24           | 3          | 8          |                     | 0         | 0         |
| Other financial institutions                       | 81           | 58           | 8            | 10         | 1          | 3                   | 0         | 0         |
| Real estate management and investment              | 501          | 136          | 65           | 117        | 49         | 134                 | 0         | 0         |
| IT software, hardware and services                 | 58           | 18           | 35           | 0          | 4          | 0                   | 0         | 0         |
| Telecommunication equipment                        | 11           | 0            | 4            | 0          | 0          | 7                   | 0         | 0         |
| Telecommunication operators                        | 111          | 1            | 0            | 110        | 0          | 0                   | 0         | 0         |
| Utilities (distribution and production)            | 16           | 1            | 1            | 1          | 1          | 12                  | 0         | 0         |
| Other, public and organisations                    | 135          | 92           | 3            | 0          | 0          | 38                  | 2         | 0         |
| <b>Corporate</b>                                   | <b>2,952</b> | <b>948</b>   | <b>735</b>   | <b>532</b> | <b>356</b> | <b>334</b>          | <b>20</b> | <b>27</b> |
| <b>Household</b>                                   | <b>1,166</b> | <b>264</b>   | <b>537</b>   | <b>120</b> | <b>18</b>  | <b>200</b>          | <b>14</b> | <b>13</b> |
| <b>Public sector</b>                               | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>0</b>   | <b>0</b>   | <b>0</b>            | <b>0</b>  | <b>0</b>  |
| <b>Nordea</b>                                      | <b>4,119</b> | <b>1,212</b> | <b>1,272</b> | <b>652</b> | <b>374</b> | <b>535</b>          | <b>34</b> | <b>40</b> |

\* Impaired includes both on and off balance

## Total market risk (VaR)

| EURm                       | 31 Mar 2010 | 31 Dec 2009 | 30 Sep 2009 | 30 June 2009 | 31 Mar 2009 | 31 Dec 2008 |
|----------------------------|-------------|-------------|-------------|--------------|-------------|-------------|
| Total risk, VaR            | 138         | 114         | 79          | 98           | 92          | 86          |
| Interest rate risk, VaR    | 66          | 111         | 85          | 98           | 83          | 74          |
| Equity risk, VaR           | 63          | 38          | 29          | 18           | 42          | 31          |
| Foreign exchange risk, VaR | 32          | 19          | 12          | 16           | 27          | 17          |
| Credit spread risk, VaR*   | 41          | 24          | 36          | 34           | 44          | 30          |
| Diversification effect     | 32%         | 41%         | 51%         | 41%          | 53%         | 44%         |

From 1 January 2008 the credit spread risk figures covers the whole Nordea Group

Capital position

# Capital base

| EURm  | Q1/10         | Q4/09         | Q3/09         | Q2/09         | Q1/09         |
|---|---------------|---------------|---------------|---------------|---------------|
| Share holder equity                           | 5,102         | 5,102         | 5,102         | 5,102         | 2,600         |
| Retained earnings                             | 15,888        | 14,389        | 14,502        | 14,365        | 14,909        |
| Profit after/before dividend                  | 642           | 2,313         | 1,861         | 1,242         | 626           |
| Goodwill                                      | -2,186        | -2,118        | -1,943        | -1,872        | -1,872        |
| Other deductions                              | -1,264        | -1,920        | -1,503        | -1,252        | -1,648        |
| <b>Core equity</b>                            | <b>18,182</b> | <b>17,766</b> | <b>18,019</b> | <b>17,585</b> | <b>14,615</b> |
| Hybrid capital loans                          | 1,888         | 1,811         | 2,142         | 1,449         | 1,446         |
| <b>Tier 1 capital</b>                         | <b>20,070</b> | <b>19,577</b> | <b>20,161</b> | <b>19,034</b> | <b>16,061</b> |
| Tier 1 capital ratio*                         | 10.1%         | 10.2%         | 10.5%         | 9.9%          | 8.5%          |
| <b>Tier 2 capital</b>                         | <b>6,024</b>  | <b>4,933</b>  | <b>5,148</b>  | <b>5,067</b>  | <b>5,121</b>  |
| <i>-of which perpetual subordinated loans</i> | <i>696</i>    | <i>682</i>    | <i>681</i>    | <i>683</i>    | <i>694</i>    |
| Deductions for investments in ins. Companies  | -1,182        | -1,177        | -1,174        | -1,167        | -1,168        |
| Other deductions                              | -477          | -407          | -427          | -437          | -577          |
| <b>Total capital base</b>                     | <b>24,435</b> | <b>22,926</b> | <b>23,708</b> | <b>22,497</b> | <b>19,437</b> |
| Total capital ratio*                          | 12.3%         | 11.9%         | 12.4%         | 11.7%         | 10.3%         |
| <br>  |               |               |               |               |               |
| Total RWA (EURbn)*                            | 198           | 192           | 192           | 192           | 188           |

## Risk weighted asset

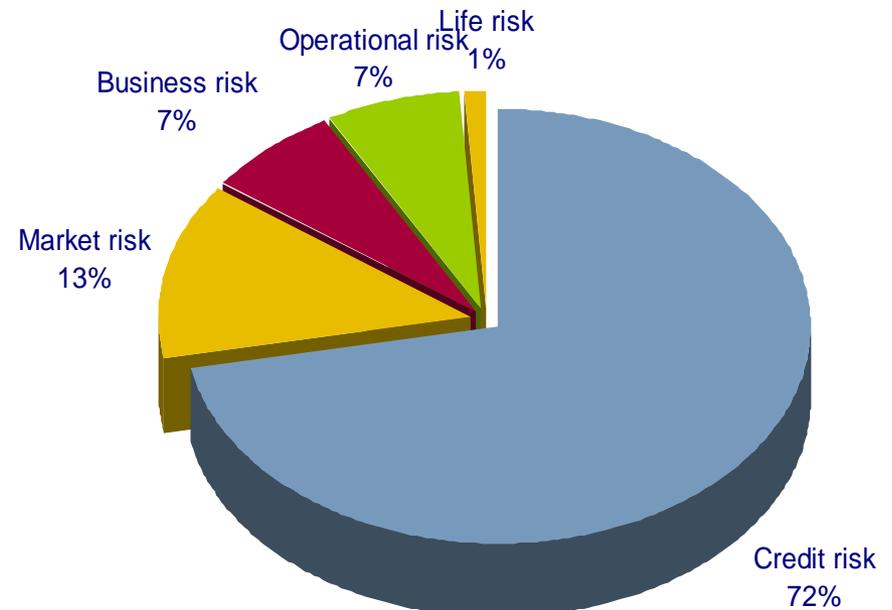
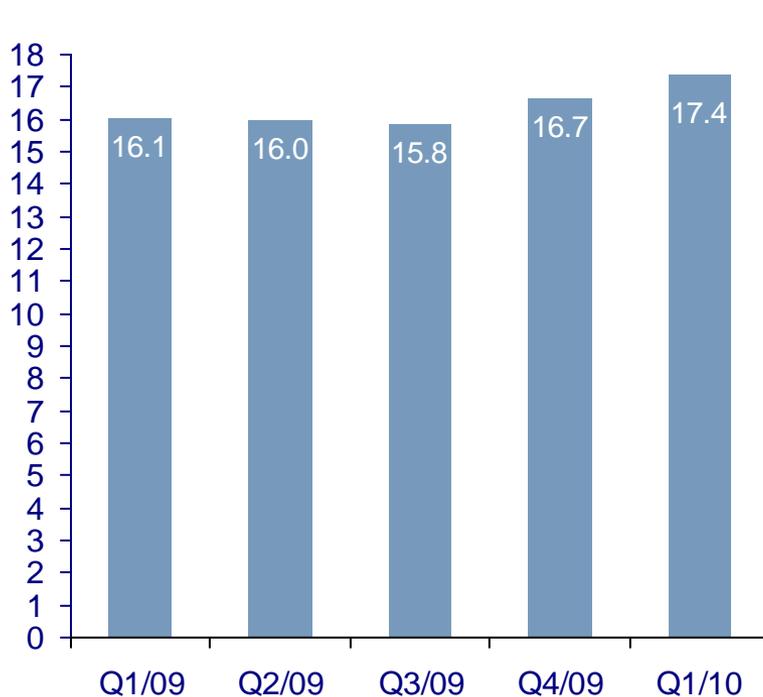
| EURm                             | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Basel II, excl. transition rules | 179   | 172   | 169   | 170   | 171   | 169   | 194   |
| Basel II, incl transition rules  | 198   | 192   | 192   | 192   | 188   | 213   | 218   |

## Tier 1 capital

| %                                | Q1/10 | Q4/09 | Q3/09 | Q2/09 | Q1/09 | Q4/08 | Q3/08 |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Basel II, excl. transition rules | 11.2  | 11.4  | 12.0  | 11.2  | 9.4   | 9.3   | 7.9   |
| Basel II                         | 10.1  | 10.2  | 10.5  | 9.9   | 8.5   | 7.4   | 7.0   |

# Economic capital

Economic capital, EURbn



For 2010, changes have been made that make Economic Capital (EC) equal regulatory capital with just a few exceptions. The reason for the changes is the increased focus on regulatory capital over the last years as a consequence of the financial crisis and the coming new regulations. The effect of the changes in the framework on group level was approximately EUR 2.5bn measured as of Q4 2009 and the figures above are restated accordingly.

# Economic capital

| EC per business area (EURbn) | End Q1<br>2010 |
|------------------------------|----------------|
| Nordic Banking               | 11.3           |
| IIB                          | 2.7            |
| Other customer operations    | 2.0            |
| Treasury                     | 0.7            |
| Other                        | 0.7            |
| <b>Total</b>                 | <b>17.4</b>    |

| EC per product area (EURbn) | End Q1<br>2010 |
|-----------------------------|----------------|
| Capital Markets Products    | 2.6            |
| Asset Management            | 0.3            |
| Life & Pensions             | 1.1            |

Payment and transactions

# Electronic banking

| Netbank customers | End Q1 2010      | Dec 2009         | Dec 2008         | Dec 2007         | Dec 2006         |
|-------------------|------------------|------------------|------------------|------------------|------------------|
| Denmark           | 1 298 839        | 1 291 346        | 864 476          | 827 388          | 802 794          |
| Finland           | 1 543 797        | 1 530 287        | 1 475 648        | 1 420 054        | 1 371 872        |
| Norway            | 449 389          | 441 103          | 415 357          | 404 502          | 384 327          |
| Sweden            | 2 196 630        | 2 178 881        | 2 084 643        | 1 990 534        | 1 894 580        |
| Baltic and Poland | 526 596          | 501 139          | 391 700          | 243 635          | 173 646          |
| <b>Nordea</b>     | <b>6 015 251</b> | <b>5 942 756</b> | <b>5 231 824</b> | <b>4 886 113</b> | <b>4 627 219</b> |

| Monthly Netbank Log-on | Mar 2009          | Dec 2009          | Dec 2008          | Dec 2007          | Dec 2006          |
|------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Denmark                | 6 949 607         | 5 940 522         | 4 900 172         | 4 220 181         | 3 922 174         |
| Finland                | 10 218 112        | 9 745 386         | 8 913 678         | 7 908 646         | 6 986 165         |
| Norway                 | 2 233 520         | 2 037 450         | 1 883 208         | 1 523 855         | 1 803 324         |
| Sweden                 | 8 249 765         | 7 747 252         | 10 651 916        | 9 521 854         | 8 723 619         |
| <b>Nordea</b>          | <b>27 651 004</b> | <b>25 470 610</b> | <b>26 348 974</b> | <b>23 174 536</b> | <b>21 435 282</b> |

| Monthly Netbank payments | Mar 2010          | Dec 2009          | Dec 2008          | Dec 2007          | Dec 2006          |
|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Denmark                  | 2 774 029         | 2 639 954         | 2 308 116         | 2 158 193         | 1 987 178         |
| Finland                  | 10 859 000        | 10 500 000        | 10 486 000        | 9 160 000         | 8 184 000         |
| Norway                   | 2 587 937         | 3 657 967         | 1 434 068         | 1 678 027         | 1 610 114         |
| Sweden                   | 8 366 770         | 7 945 894         | 8 886 806         | 7 176 194         | 7 056 034         |
| <b>Nordea</b>            | <b>24 587 736</b> | <b>24 743 815</b> | <b>23 114 990</b> | <b>20 172 414</b> | <b>18 837 326</b> |

# Cards

| Credit cards  | End Q1 2010      | Dec 2009         | Dec 2008         | Dec 2007         | Dec 2006         |
|---------------|------------------|------------------|------------------|------------------|------------------|
| Denmark       | 395 974          | 392 832          | 291 134          | 268 046          | 183 795          |
| Finland       | 1 411 799        | 1 370 229        | 1 295 342*       | 830 316          | 702 420          |
| Norway        | 382 095          | 377 814          | 368 890          | 346 383          | 279 344          |
| Sweden        | 658 393          | 682 448          | 628 894          | 495 516          | 394 293          |
| <b>Nordea</b> | <b>2 848 261</b> | <b>2 823 323</b> | <b>2 584 260</b> | <b>1 940 261</b> | <b>1 559 852</b> |

| Debit cards   | End Q1 2010      | Dec 2009         | Dec 2008         | Dec 2007         | Dec 2006         |
|---------------|------------------|------------------|------------------|------------------|------------------|
| Denmark       | 1 082 202        | 1 060 829        | 965 861          | 907 841          | 859 670          |
| Finland       | 1 301 339        | 1 303 329        | 1 268 892        | 1 193 667        | 1 166 764        |
| Norway        | 541 621          | 651 262          | 593 474          | 539 837          | 573 738          |
| Sweden        | 1 739 125        | 1 723 592        | 1 650 265        | 1 543 551        | 1 491 975        |
| <b>Nordea</b> | <b>4 664 287</b> | <b>4 739 012</b> | <b>4 478 492</b> | <b>4 184 896</b> | <b>4 092 147</b> |

| Card payments 000' | Q1 2010 Annualised | 2009             | 2008           | 2007           | 2006           |
|--------------------|--------------------|------------------|----------------|----------------|----------------|
| <b>Nordea</b>      | <b>1 025 648</b>   | <b>1 027 123</b> | <b>935 932</b> | <b>832 125</b> | <b>735 129</b> |

## Payment transactions, households

| Mill.               | Q1/10      | 2009         | 2008         | 2007         | 2006         | 2005         |
|---------------------|------------|--------------|--------------|--------------|--------------|--------------|
| Manual transactions | 19.9       | 87.3         | 100.2        | 100.3        | 108.7        | 124.6        |
| Payterminals        | 1.7        | 9.2          | 11.8         | 13.9         | 16.3         | 19.7         |
| Card payments       | 256.4      | 1027.1       | 935.9        | 832.1        | 735.1        | 621.0        |
| Cash withdrawal ATM | 31.8       | 149.0        | 156.3        | 161.6        | 164.8        | 181.7        |
| Direct debit        | 32.9       | 123.0        | 118.4        | 119.2        | 106.3        | 101.2        |
| E-banking payments  | 55.4       | 214.2        | 204.8        | 192.0        | 168.3        | 155.7        |
| <b>Total</b>        | <b>398</b> | <b>1,610</b> | <b>1,527</b> | <b>1,419</b> | <b>1,300</b> | <b>1,204</b> |

General information

# Rating

|  | Moody's |      | S&P   |       | Fitch |      | DBRS       |      |
|--|---------|------|-------|-------|-------|------|------------|------|
|  | Short   | Long | Short | Long  | Short | Long | Short      | Long |
| Nordea Bank AB (publ)                    | P-1     | Aa2  | A-1+  | AA-   | F1+   | AA-  | R-1 (high) | AA   |
| Nordea Bank Danmark A/S                  | P-1     | Aa2  | A-1+  | AA-   | F1+   | AA-  | R-1 (high) | AA   |
| Nordea Bank Finland Plc                  | P-1     | Aa2  | A-1+  | AA-   | F1+   | AA-  | R-1 (high) | AA   |
| Nordea Bank Norge ASA                    | P-1     | Aa2  | A-1+  | AA-   | F1+   | AA-  | R-1 (high) | AA   |
| Nordea Hypotek AB (publ)*                |         | Aaa  |       | AAA** |       |      |            |      |
| Nordea Kredit<br>Realkreditaktieselskab* |         | Aaa  |       | AAA** |       |      |            |      |
| Nordea Eiendoms kreditt                  | P-1     | A1   |       |       |       |      |            |      |

\* Covered bond rating

\*\* Credit watch negative

# Largest registered shareholders, March 31 2010

| Shareholder   | Number of shares,<br>mill | Percent of Nordea<br>end February | Change 30 days,<br>mill shares |
|---|---------------------------|-----------------------------------|--------------------------------|
| Sampo Oyj   | 818.0                     | 20.3%                             | 0.0                            |
| Swedish state   | 799.2                     | 19.9%                             | 0.0                            |
| Nordea-fonden   | 158.2                     | 3.9%                              | 0.0                            |
| Swedbank Robur Funds                                  | 127.7                     | 3.2%                              | -0.6                           |
| AMF Insurance & Funds                                 | 60.4                      | 1.5%                              | -1.7                           |
| SHB Funds   | 50.8                      | 1.3%                              | 6.6                            |
| Nordea Funds  | 48.5                      | 1.2%                              | -3.2                           |
| SEB Funds   | 46.6                      | 1.2%                              | -1.1                           |
| Fourth Swedish National Pension Fund                  | 41.4                      | 1.0%                              | -1.7                           |
| Skandia Life Insurance                                | 37.7                      | 0.9%                              | 0.1                            |
| Second Swedish National Pension Fund                  | 35.0                      | 0.9%                              | -4.2                           |
| First Swedish National Pension Fund                   | 30.0                      | 0.7%                              | -0.4                           |
| Varma Mutual Pension Fund                             | 27.9                      | 0.7%                              | -0.1                           |
| Third National Pension Fund                           | 26.3                      | 0.7%                              | 6.4                            |
| Nordea Profit Sharing Foundation                      | 21.2                      | 0.5%                              | 0.0                            |
| Government of Singapore Invest. Corp                  | 19.4                      | 0.5%                              | 2.0                            |
| Seventh Swedish National Pension Fund                 | 19.1                      | 0.5%                              | 0.7                            |
| SPP Funds   | 16.7                      | 0.4%                              | 0.1                            |
| iShares Funds   | 15.6                      | 0.4%                              | -0.1                           |
| KPA Pension Insurance AB                              | 15.0                      | 0.4%                              | 0.0                            |
| Other   | 1,609.3                   | 40.0%                             |                                |
| <b>Total number of outstanding shares<sup>1</sup></b> | <b>4,024.2</b>            | <b>100.0 %</b>                    |                                |

## Market development – interest rates

| %                     | 31-03-10 | 31-12-09 | Change<br>Q3/09 |
|-----------------------|----------|----------|-----------------|
| Short, EUR (one week) | 0.29     | 0.37     | -0.08           |
| Long, EUR (5 years)   | 2.45     | 2.69     | -0.24           |
| Short, DK             | 0.43     | 0.71     | -0.29           |
| Long, DK              | 2.84     | 3.08     | -0.24           |
| Short, NO             | 1.80     | 1.56     | 0.24            |
| Long, NO              | 3.92     | 4.13     | -0.21           |
| Short, SE             | 0.30     | 0.34     | -0.04           |
| Long, SE              | 2.67     | 2.81     | -0.15           |

## Macro data – Nordic markets

| %                      |  | 2008 | 2009e | 2010e | 2011e |
|------------------------|--|------|-------|-------|-------|
| Gross domestic product | DK    | -0.9 | -4.7  | 1.7   | 1.7   |
|                        | FI    | 1.0  | -7.0  | 2.7   | 2.5   |
|                        | NO    | 2.2  | -1.0  | 2.4   | 1.7   |
|                        | SE    | -0.2 | -4.4  | 3.2   | 2.4   |
| Inflation              | DK    | 3.4  | 1.3   | 1.8   | 1.7   |
|                        | FI    | 4.1  | 0.0   | 1.0   | 2.5   |
|                        | NO    | 3.8  | 2.2   | 1.9   | 1.9   |
|                        | SE    | 3.4  | -0.3  | 1.7   | 2.4   |
| Private consumption    | DK    | -0.2 | -4.8  | 2.9   | 2.6   |
|                        | FI    | 1.9  | -1.8  | 1.2   | 2.0   |
|                        | NO    | 1.3  | 0.0   | 4.0   | 2.0   |
|                        | SE  | -0.2 | -0.5  | 2.8   | 2.2   |
| Unemployment           | DK  | 1.8  | 3.6   | 5.6   | 6.2   |
|                        | FI  | 6.4  | 8.3   | 9.8   | 9.4   |
|                        | NO  | 2.6  | 3.1   | 3.5   | 3.7   |
|                        | SE  | 6.1  | 8.3   | 9.0   | 8.9   |

# Macro data – New European Markets

| %                      |     |   | 2008 | 2009e | 2010e | 2011e |
|------------------------|-----|---|------|-------|-------|-------|
| Gross domestic product | EST |    | -3.6 | -15.0 | -0.5  | 4.0   |
|                        | LAT |    | -4.6 | -18.0 | -2.9  | 2.7   |
|                        | LIT |    | 2.8  | -16.0 | -2.4  | 3.0   |
|                        | POL |    | 4.9  | 1.6   | 3.0   | 4.0   |
|                        | RUS |    | 5.6  | -8.5  | 2.8   | 4.2   |
| Inflation              | EST |    | 10.6 | -0.1  | -1.0  | 1.5   |
|                        | LAT |    | 15.3 | 3.6   | -3.0  | -0.5  |
|                        | LIT |    | 11.1 | 4.5   | -1.0  | 1.0   |
|                        | POL |    | 4.4  | 3.8   | 2.3   | 2.4   |
|                        | RUS |    | 14.1 | 11.7  | 7.7   | 8.0   |
| Private consumption    | EST |    | -4.7 | -18.0 | -3.5  | 2.5   |
|                        | LAT |    | -5.4 | -23.5 | -6.0  | 2.0   |
|                        | LIT |    | 3.6  | -17.5 | -4.5  | 2.0   |
|                        | POL |   | 5.4  | 3.2   | 2.6   | 4.1   |
|                        | RUS |  | 11.2 | -7.5  | 3.5   | 4.5   |
| Unemployment           | EST |  | 5.5  | 13.8  | 17.0  | 16.5  |
|                        | LAT |  | 7.5  | 17.3  | 19.5  | 19.0  |
|                        | LIT |  | 5.8  | 15.0  | 18.2  | 18.0  |
|                        | POL |  | 9.8  | 10.9  | 12.0  | 11.9  |
|                        | RUS |  | 5.6  | 7.5   | 7.2   | 6.8   |

# Geographical reach

## Sweden

Branches 325  
 Household customers 3,624,000  
 Corporate customers 322,000  
 Employees, FTE's 4,425  
 Total lending EUR 68.6bn  
 Market rank 2-3

## Norway

Branches 118  
 Household customers 794,000  
 Corporate customers 103,000  
 Employees, FTE's 1,810  
 Total lending EUR 44.4bn  
 Market rank 2

## Denmark

Branches 319  
 Household customers 1,618,000  
 Corporate customers 46,800  
 Employees, FTE's 5,164  
 Total lending EUR 70.8bn  
 Market rank 2

## Finland

Branches 312  
 Household customers 3,056,000  
 Corporate customers 323,100  
 Employees, FTE's 5,169  
 Total lending EUR 51.0bn  
 Market rank 1

## Lithuania

Branches 21  
 Customers 125,150  
 Employees, FTE's 328  
 Total lending EUR 2.2bn  
 Market rank 4

## Latvia

Branches 22  
 Customers 93,150  
 Employees, FTE's 453  
 Total lending EUR 2.9bn  
 Market rank 3

## Estonia

Branches 22  
 Customers 113,600  
 Employees, FTE's 373  
 Total lending EUR 2.7bn  
 Market rank 3

## Poland

Branches 159  
 Customers 608,650\*  
 Employees, FTE's 1,627  
 Total lending EUR 4.5bn  
 Market rank 15

## Russia

Branches 51  
 Customers 51,300  
 Employees, FTE's 1,628  
 Total lending EUR 3.5bn  
 Market rank 22

## International Private Banking

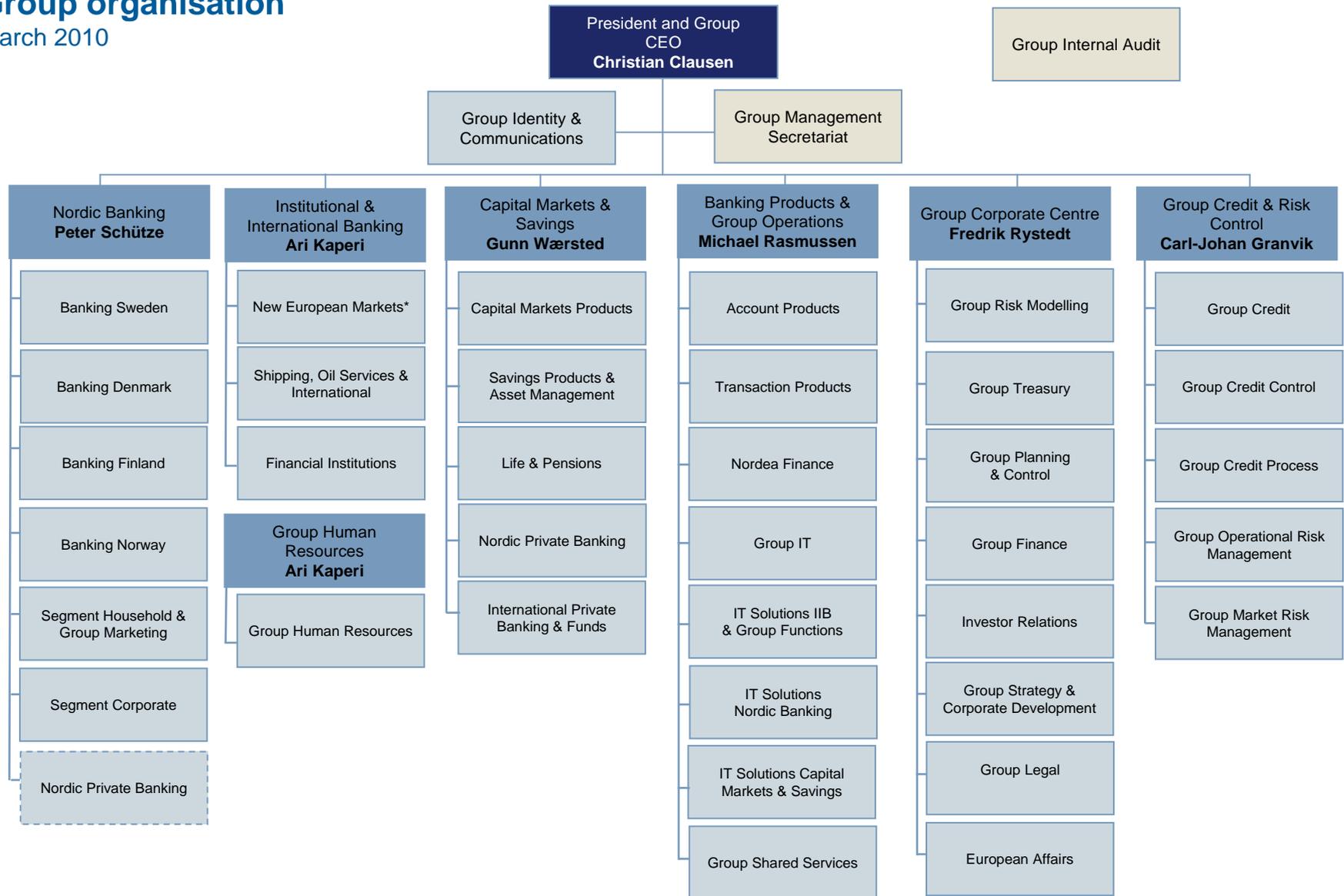
Customers 12,000  
 Total AuM EUR 9.2bn  
 Market rank 1 Nordic in Luxembourg

\*Incl. Polish Life customers

# Market position

| Market shares              | Denmark | Finland | Norway | Sweden |
|----------------------------|---------|---------|--------|--------|
| <u>Personal customers</u>  |         |         |        |        |
| - mortgage lending         | 15.6%   | 30.7%   | 11.6%  | 14.9%  |
| - consumer lending         | 18.2%   | 30.8%   | 8.0%   | 9.0%   |
| - deposits                 | 21.7%   | 31.2%   | 8.7%   | 17.3%  |
| <u>Corporate customers</u> |         |         |        |        |
| - lending                  | 20.8%   | 34.6%   | 14.8%  | 17.2%  |
| - deposits                 | 22.8%   | 39.8%   | 17.2%  | 18.5%  |
| <br>                       |         |         |        |        |
| Life & Pensions            | 15.9%   | 23.9%   | 12.3%* | 6.2%   |

\* Norway Q3 prolonged into Q4



# Contacts and financial calendar

This publication is a supplement to quarterly interim reports and annual report. Additional information can be found on [www.nordea.com/IR](http://www.nordea.com/IR)

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Financial calendar

21 July – interim report for the second quarter 2010