

Copenhagen, Helsinki, Oslo, Stockholm, 19 July 2011

# Second Quarter Report 2011

## Half-year operating profit up 21% to EUR 1,952m

#### CEO Christian Clausen's comment to the report:

"The solid business momentum is maintained. Income from customer areas increased by 5% in the guarter and both operating and risk-adjusted profit are higher than last year. Loan losses are at the lowest level since 2008 and credit quality continues to improve.

At the same time, the trading result decreased from last guarter's high levels due to volatility in the financial markets and interest income was affected by increased and prolonged funding.

Nordea's relationship strategy has laid a solid foundation for our New Normal ambition to reach an ROE in the top league of European banks of around 15%. In the autumn, we will continue to improve capital efficiency and implement plans to contain cost growth in the later part of 2011, and thereafter keep costs largely unchanged for a prolonged period of time."

(For further viewpoints, see CEO comments, page 2)

#### First half year 2011 vs first half year 2010 (second quarter 2011 vs first quarter 2011):

- Total income up 9% (down 7%)
- Number of Gold and Private Banking customers up 183,000 or 6% (up 40,000 in the second quarter, a 5% growth rate)
- Net loan losses 17 basis points excluding the Danish deposit guarantee fund provision, . down from 36 bps last year (12 bps in second quarter down from 22 bps in first quarter)
- Operating profit up 21% (down 5%) •
- Core tier 1 capital ratio 11.0% excluding transition rules, up from 10.0% one year ago (up from 10.7% in the first quarter 2011)

| (11.5% in the sec      | (11.5% in the second quarter 2011, down from 12.0% in the first quarter 2011) |       |      |       |      |       |       |      |  |  |  |  |
|------------------------|---|-------|------|-------|------|-------|-------|------|--|--|--|--|
| Summary key figures,   | Q2  | Q1    |      | Q2    |      | H1    | H1    |      |  |  |  |  |
| EURm                   | 2011  | 2011  | Ch.% | 2010  | Ch.% | 2011  | 2010  | Ch.% |  |  |  |  |
| Net interest income    | 1,326   | 1,324 | 0    | 1,249 | 6    | 2,650 | 2,484 | 7    |  |  |  |  |
| Total operating income | 2,342   | 2,510 | -7   | 2,161 | 8    | 4,852 | 4,464 | 9    |  |  |  |  |

-14

-51

-5

-17

975

-245

35

730

516

0.13

9.5

9

-52

30

25

2,312

-360

23

1.952

1,414

0.36

11.7

2,114

-506

1.608

1,194

0.29

10.4

36

9

-29

21

18

Return on equity 11.7%, up from 10.4% in first half year 2010

Currency rates used for DKK, NOK and SEK for 2011 are for income statement items 7.46, 7.83 and 8.94 respectively.

#### For further information:

Profit before loan losses

Loan loss ratio (ann.), bps

Net loan losses

Operating profit

Risk-adjusted profit

Diluted EPS, EUR

Return on equity, %

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1,067

-118

15

949

643

0.18

11.5

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1,245

-242

1.003

771

0.18

12.0

31

Nordea's vision is to be a Great European bank, acknowledged for its people, creating superior value for customers and shareholders. We are making it possible for our customers to reach their goals by providing a wide range of products, services and solutions within banking, asset management and insurance. Nordea has around 11 million customers, approx. 1,400 branch offices and is among the ten largest universal banks in Europe in terms of total market capitalisation. The Nordea share is listed on the NASDAQ OMX Nordic Exchange in Stockholm, Helsinki and Copenhagen.

## **CEO** comment

Nordea's solid business momentum continued in the second quarter. The positive development in customer areas is encouraging and the operating result is in line with plans. Cost and capital efficiency will be the key focus to ensure a top-league ROE in the New Normal. We are finalising plans to gradually contain cost growth in the later part of 2011 and thereafter we foresee costs to be largely unchanged for a prolonged period of time.

The global economic environment has been turbulent in the spring. The fiscal crisis in Greece, uncertain development in other PIIGS countries and continued imbalances in the global economy have increased economic uncertainty.

Despite the turbulence, Nordea has its lowest loan losses since before the financial crisis in 2008. Our credit quality has continued to improve, the bank has no sovereign debt exposure to PIIGS countries and the EBA stress test of last week showed virtually no impact on our capital ratios.

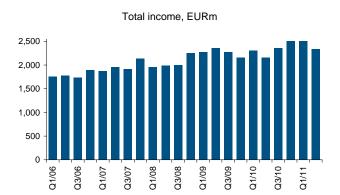
#### The relationship strategy

The relationship strategy applied by Nordea since 2007 continues to deliver solid business momentum. Relations are deepened across business segments, with more activity per customer and higher income.

The number of household customers has continued to increase in the relationship segments. We have in the quarter welcomed 40,000 Gold and Private Banking customers, of whom 28,000 are new to the bank. New and appreciated products have resulted in a 3% increase in total deposit volumes, which reduces the need of wholesale funding.

The continued high business volumes per corporate customer and our growth plan for Corporate Merchant Banking have resulted in increasing income by 6%. Good relations, quality and competence increase satisfaction and drive ancillary business, which is of strategic interest in the New Normal.

We have also expanded the relationship channels with new applications for smart phones and tablets. We have today 250,000 active mobile bank customers, and a presence in the most widely used social media. Facebook pages in all the Nordic countries were launched in May and have received a rapidly increasing number of followers among our customers. The instant customer reactions speed up our development and create new business potential.



Earlier investments in the operational platform show results. Since 2009, the business volume per full-time equivalent employee (FTE) has increased by 25%, the number of netbank transactions is up by 10% and manual transactions in the branch network are down by 25%. As a result, income per FTE grew by 10%.

At the same time, the trading result decreased from last quarter's high levels due to volatility in the financial markets and interest income was affected by increased and prolonged funding.

#### Mitigating actions in relation to the New Normal

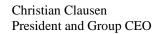
Profitability will be a key to maintaining high rating, low funding costs and flexibility in our capital position. A sound profitability is therefore a prerequisite for sustainable great customer experiences. It is the only way to enable stability, long term perspectives and competitive product offerings.

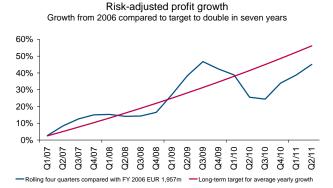
We anticipate that the best banks will reach ROE levels around 15%. To stay in that group, we need to increase ROE by taking actions on both cost and capital efficiency, and at the same time continue to deliver income growth. The New Normal targets and plans to get there will be presented in the autumn.

Considerable uncertainty still remains as to the details and impact of future regulation on capital and liquidity. However, we have started to optimise our product solutions, processes and methods as well as the tactical management of the risk-weighted assets (RWA). In the second quarter alone, RWA was reduced by EUR 1.9bn, core tier 1 capital ratio increased by 0.3 %-points and both the liquidity buffer and maturity length of our funding have doubled since 2008.

In parallel, we plan for higher cost efficiency. The new organisation is now in place, and will in the third quarter also be reflected in the financial reporting. It will ensure accountability and a focused implementation of identified cost efficiency measures in the autumn. The plan is to contain cost growth in 2011 and thereafter maintain costs at an approximately unchanged level for a prolonged period of time. We are also taking actions to achieve moderate growth in RWAs despite income growth.

We will continue to focus on efficiency across value chains and on helping customers to find efficient solutions in the New Normal. Cost and capital efficiency will be guiding us on the next leg of the journey towards Great Nordea.





## Income statement<sup>1</sup>

| Income statement <sup>*</sup>                  |        |        |        |        |        |         |         |        |
|--|--------|--------|--------|--------|--------|---------|---------|--------|
|  | Q2     | Q1     | Change | Q2     | Change | Jan-Jun | Jan-Jun | Change |
| EURm   | 2011   | 2011   | %      | 2010   | %      | 2011    | 2010    | %      |
| Net interest income                            | 1,326  | 1,324  | 0      | 1,249  | 6      | 2,650   | 2,484   | 7      |
| Net fee and commission income                  | 623    | 602    | 3      | 538    | 16     | 1,225   | 1,013   | 21     |
| Net result from items at fair value            | 356    | 544    | -35    | 339    | 5      | 900     | 887     | 1      |
| Equity method                                  | 13     | 18     | -28    | 7      | 86     | 31      | 32      | -3     |
| Other operating income                         | 24     | 22     | 9      | 28     | -14    | 46      | 48      | -4     |
| Total operating income                         | 2,342  | 2,510  | -7     | 2,161  | 8      | 4,852   | 4,464   | 9      |
| Staff costs                                    | -744   | -768   | -3     | -701   | 6      | -1,512  | -1,388  | 9      |
| Other expenses                                 | -485   | -453   | 7      | -445   | 9      | -938    | -883    | 6      |
| Depreciation of tangible and intangible assets | -46    | -44    | 5      | -40    | 15     | -90     | -79     | 14     |
| Total operating expenses                       | -1,275 | -1,265 | 1      | -1,186 | 8      | -2,540  | -2,350  | 8      |
| Profit before loan losses                      | 1,067  | 1,245  | -14    | 975    | 9      | 2,312   | 2,114   | 9      |
| Net loan losses                                | -118   | -242   | -51    | -245   | -52    | -360    | -506    | -29    |
| Operating profit                               | 949    | 1,003  | -5     | 730    | 30     | 1,952   | 1,608   | 21     |
| Income tax expense                             | -249   | -261   | -5     | -191   | 30     | -510    | -426    | 20     |
| Net profit for the period                      | 700    | 742    | -6     | 539    | 30     | 1,442   | 1,182   | 22     |

## Business volumes, key items<sup>1</sup>

|   | 30 Jun | 31 Mar | Change | 30 Jun | Change |
|---|--------|--------|--------|--------|--------|
| EURbn                                   | 2011   | 2011   | %      | 2010   | %      |
| Loans to the public                     | 332.2  | 330.5  | 1      | 302.6  | 10     |
| Deposits and borrowings from the public | 187.9  | 182.3  | 3      | 160.9  | 17     |
| of which savings deposits               | 54.2   | 52.8   | 3      | 49.7   | 9      |
| Assets under management                 | 191.1  | 192.0  | 0      | 170.0  | 12     |
| Technical provisions, Life              | 37.2   | 36.7   | 1      | 34.7   | 7      |
| Equity                                  | 24.8   | 24.1   | 3      | 22.9   | 8      |
| Total assets                            | 593.2  | 586.6  | 1      | 571.1  | 4      |

## Ratios and key figures

| Ratios and key figures  | Q2     | Q1     | Q2     | Jan-Jun | Jan-Jun |
|---|--------|--------|--------|---------|---------|
|   | 2011   | 2011   | 2010   | 2011    | 2010    |
| Diluted earnings per share, EUR                                 | 0.18   | 0.18   | 0.13   | 0.36    | 0.29    |
| EPS, rolling 12 months up to period end, EUR                    | 0.73   | 0.68   | 0.55   | 0.73    | 0.55    |
| Share price <sup>2</sup> , EUR                                  | 7.41   | 7.74   | 6.81   | 7.41    | 6.81    |
| Total shareholders' return, %                                   | -1.6   | -1.9   | -8.9   | -3.5    | -8.0    |
| Equity per share <sup>2</sup> , EUR                             | 6.13   | 6.01   | 5.68   | 6.13    | 5.68    |
| Potential shares outstanding <sup>2</sup> , million             | 4,047  | 4,043  | 4,043  | 4,047   | 4,043   |
| Weighted average number of diluted shares, million              | 4,027  | 4,026  | 4,022  | 4,027   | 4,019   |
| Return on equity, %   | 11.5   | 12.0   | 9.5    | 11.7    | 10.4    |
| Cost/income ratio, %  | 54     | 50     | 55     | 52      | 53      |
| Core Tier 1 capital ratio, excl transition rules <sup>2</sup> % | 11.0   | 10.7   | 10.0   | 11.0    | 10.0    |
| Tier 1 capital ratio, excl transition rules <sup>2</sup> %      | 12.1   | 11.7   | 11.1   | 12.1    | 11.1    |
| Total capital ratio, excl transition rules <sup>2</sup> %       | 13.8   | 13.5   | 13.2   | 13.8    | 13.2    |
| Core Tier 1 capital ratio <sup>2</sup> %                        | 9.3    | 9.1    | 9.0    | 9.3     | 9.0     |
| Tier 1 capital ratio <sup>2</sup> %                             | 10.2   | 10.0   | 10.0   | 10.2    | 10.0    |
| Total capital ratio <sup>2</sup> %                              | 11.7   | 11.4   | 11.8   | 11.7    | 11.8    |
| Tier 1 capital <sup>2</sup> EURm                                | 21,745 | 21,335 | 20,491 | 21,745  | 20,491  |
| Risk-weighted assets incl transition rules <sup>2</sup> , EURbn | 213    | 214    | 206    | 213     | 206     |
| Loan loss ratio, basis points                                   | 15     | 31     | 35     | 23      | 36      |
| Number of employees (full-time equivalents) <sup>2</sup>        | 34,169 | 34,138 | 33,511 | 34,169  | 33,511  |
| Risk-adjusted profit, EURm                                      | 643    | 771    | 516    | 1,414   | 1,194   |
| Economic profit, EURm   | 253    | 378    | 90     | 631     | 355     |
| Economic capital <sup>2</sup> , EURbn                           | 17.3   | 17.4   | 17.9   | 17.3    | 17.7    |
| EPS, risk-adjusted, EUR   | 0.16   | 0.19   | 0.13   | 0.35    | 0.30    |
| RAROCAR, %  | 14.9   | 17.6   | 12.3   | 16.3    | 14.2    |

<sup>1</sup> For exchange rates used in the consolidation of Nordea Group see Note 1. <sup>2</sup> End of period.

## The Group Result summary, second quarter 2011

Total income decreased 7% from the record level in the previous quarter, mainly due to lower trading result and lower net interest income in Group Treasury. Total income increased 8% compared to the second quarter last year.

Customer business continued to develop strongly with an increase in income of 5%. Net interest income and net fee and commission income increased from already strong levels.

Total expenses increased 1% in local currencies compared to the previous quarter and staff costs decreased 3%.

Net loan loss provisions decreased to EUR 98m, corresponding to a loan loss ratio of 12 basis points (22 basis points in the previous quarter). In addition to this, a provision of net EUR 20m related to the Danish deposit guarantee fund was made, corresponding to a loan loss ratio of 3 basis points (9 basis points in the first quarter). Net loan losses decreased in all Nordic markets and net reversals were reported for Sweden.

Operating profit was down 5% from the previous quarter, mainly due to lower income, to a large extent offset by lower net loan losses. Risk-adjusted profit decreased 17% compared to the previous quarter and increased 25% compared to the second quarter last year.

The inflow of new Gold and Private Banking customers remained strong, with an increase of more than 40,000 in the second quarter. Around 70% of the new Gold and Private Banking customers were new customers to Nordea.

Nordea's portion of long-term funding was 67%, down from 69% at the end of the first quarter.

Assets under Management fell slightly to EUR 191bn, but with a particularly strong net inflow from institutional clients.

The core tier 1 capital ratio, ie excluding hybrid loans, was 11.0% excluding transition rules according to Basel II (10.7% in the first quarter). Including transition rules, the core tier 1 capital ratio was 9.3% (9.1%).

Currency fluctuations had an insignificant impact for the second quarter 2011 compared to the first quarter.

#### Income

Total income decreased 7% from the previous quarter to EUR 2,342m.

#### Net interest income

Net interest income was largely unchanged compared to the previous quarter at EUR 1,326m. Net interest income increased in customer areas, mainly due to the positive trend in deposits as well as one more banking day than in the previous quarter. This was however offset by lower net interest income in Group Treasury, mainly due to reduced interest rate risk in the funding area, lower net return on the liquidity buffer and increased funding costs due to increased volume of long-term debt.

#### Corporate lending

An increase in corporate lending volumes was seen in the second quarter, especially for the largest corporates. Volumes, excluding reverse repurchase agreements, increased 2% in local currencies, whereas margins on average were stable in the lending book.

#### Household lending

Household mortgage lending volumes increased 2% in local currencies compared to the previous quarter. Total household mortgage lending margins were on average largely unchanged during the quarter, excluding the socalled lag effect in Norway, which contributed negatively.

#### Corporate and household deposits

Total deposits from the public increased to EUR 188bn, up 4% in local currencies compared to the previous quarter and 18% compared to one year ago, due to higher volume of repurchase agreements and higher deposits from household and financial institutions. Household deposits were up 4% in local currencies, despite fierce competition for savings deposits. Average household and corporate deposit margins increased in the quarter due to higher market interest rates, which contributed approx. EUR 30m to higher net interest income.

#### Group Corporate Centre

Net interest income in Group Corporate Centre decreased to EUR -18m compared to EUR 30m in the previous quarter, mainly due to reduced interest rate risk in Group Treasury, increased funding cost due to increased volume of long-term debt and lower net return after funding cost on the liquidity buffer.

#### Net fee and commission income

Net fee and commission income increased 3% to a recordhigh level of EUR 623m. Increases were mainly seen in payment commissions and other commission income.

Commission expenses related to stability funds were EUR 13m, related only to Sweden, unchanged from the previous quarter.

#### Savings and asset management commissions

Savings-related commissions decreased 3% in the second quarter to EUR 359m, mainly due to lower transactionrelated asset management commissions as well as brokerage fees. Assets under Management (AuM) fell slightly to EUR 191bn, with a net inflow in the quarter of EUR 1.5bn.

#### Payment and lending-related commissions

Payment commissions increased 6% to EUR 215m, due to higher income from cards. Lending-related commissions decreased 3% to EUR 160m.

#### Net result from items at fair value

Net result from items at fair value decreased 35% from the very strong level in the previous quarter to EUR 356m.

Capital Markets income in customer areas

The customer-driven capital markets activities continued to perform well, with a net fair value result from these areas of EUR 251m, up 7% compared to the previous quarter.

#### Capital Markets unallocated income

The net fair value result in Capital Markets unallocated income, ie income from managing the risk inherent in customer transactions, decreased to EUR 58m from the high level of EUR 191m in the previous quarter.

#### Group Corporate Centre

The net result from items at fair value in Group Treasury decreased to EUR 3m compared to the very strong EUR 67m in the previous quarter.

#### Life insurance operations

Net result from items at fair value in Life decreased 16% to EUR 52m. The financial buffers were 7.8% of technical provisions, or EUR 1,933m, at the end of the second quarter, a decrease of 0.2 %-point compared to the first quarter.

#### Equity method

Income from companies accounted for under the Equity method was EUR 13m, compared to EUR 18m in the previous quarter.

#### Other operating income

Other operating income was EUR 24m compared to EUR 22m in the previous quarter.

#### Expenses

Total expenses increased 1% compared to the previous quarter to EUR 1,275m. Staff costs decreased 3% to EUR 744m. Other expenses increased compared to the previous quarter, mainly due to high IT costs in the second quarter.

The number of employees (FTEs) at the end of the second quarter increased somewhat compared to the end of the previous quarter. Compared to the second quarter last year, the number of employees (FTEs) increased by 2%.

The cost/income ratio was 54%, up from the previous quarter and down compared to one year ago.

Provisions for performance-related salaries in the second quarter were EUR 45m, compared to EUR 75m in the previous quarter.

#### Net loan losses

Net loan loss provisions were EUR 98m, corresponding to a loan loss ratio of 12 basis points (22 basis points in the previous quarter), excluding the one-off provision of net EUR 20m related to the Danish deposit guarantee fund following the Fjordbank Mors' collapse and a reduction of the provision for Amagerbanken. In the Baltic countries, net loan losses were 5 basis points (net reversals of 26 basis points in the previous quarter). Collective net loan losses were positive EUR 60m in the second quarter (positive by EUR 53m in the first quarter), as rating migration was positive.

#### Taxes

The effective tax rate was 26.2%, compared to 26.0% in the previous quarter and 26.2% in the second quarter last year.

#### Net profit

Net profit decreased 6% compared to the previous quarter to EUR 700m, corresponding to a return on equity of 11.5%. Diluted earnings per share were EUR 0.18 (EUR 0.18 in the previous quarter).

#### Risk-adjusted profit

Risk-adjusted profit decreased to EUR 643m, down 17% compared to the previous quarter and increased 25% compared to the second quarter last year.

#### **Result summary January – June 2011**

The first half year 2011 showed continued high total income, up 9% compared to the first half year 2010. Operating profit increased 21%, due to higher income, mainly net interest income and net fee and commission income, and lower net loan losses. Risk-adjusted profit increased by 18% compared to the same period last year.

The effect from currency fluctuations contributed to an increase in income of 2 %-points and expenses of 3 %-points for the first half year 2011 compared to the first half year 2010.

#### Income

Net interest income increased 7% compared to the first half year last year. Lending volumes increased 10% and corporate lending margins were higher, while deposit margins have decreased from last year.

Net fee and commission income continued to increase strongly, up 21% compared to the first half year 2010. Net result from items at fair value increased by 1% compared to the same period last year. The customerdriven capital markets operations continued to be strong with increasing volumes and also the results from Group Treasury increased.

Income under the equity method was EUR 31m and other income was EUR 46m.

#### Expenses

Total expenses increased 8% compared to the same period last year. Staff costs increased 9%. In local currencies, total expenses increased 5% and staff costs increased 6%.

#### Net loan losses

Net loan losses decreased 46% to EUR 273m, compared to the same period last year, corresponding to a loan loss ratio of 17 basis points (36 basis points). In addition to this, provisions of EUR 87m corresponding to 6 basis points related to the Danish deposit guarantee fund were made.

#### Taxes

The effective tax rate in the first half year was 26.1%, compared to 26.5% last year.

#### Net profit

Net profit increased 22% to EUR 1,442m, due to higher income and lower net loan losses.

#### Risk-adjusted profit

Risk-adjusted profit increased 18% compared to the same period last year to EUR 1,414m.

### Other information

#### Credit portfolio

Total lending was EUR 332bn, up 1% compared to the previous quarter. Total lending in customer areas also increased 1% in the second quarter.

The credit quality in the loan portfolio improved further in the second quarter, mainly due to positive rating migration in the corporate loan portfolio, and resulted in a reduction of risk-weighted assets (RWA) of approx. EUR 1.3bn or 0.7%.

The impaired loans ratio decreased to 136 basis points of total loans, due to lower impaired loans and higher total loan volumes. Total impaired loans decreased by 4% from the previous quarter. 59% of impaired loans gross are performing loans and 41% are non-performing loans. Impaired loans net, after allowances for individually assessed impaired loans amounted to EUR 3,095m, corresponding to 87 basis points of total loans. The provisioning ratio decreased somewhat to 50%, compared to 51% at the end of the first quarter.

| L | Loan loss ratios and impaired loans |      |                 |      |     |     |  |  |  |  |  |  |
|---|-------------------------------------|------|-----------------|------|-----|-----|--|--|--|--|--|--|
|   |                                     | Q2   | Q1              | Q4   | Q3  | Q2  |  |  |  |  |  |  |
| _ | Basis points of loans               | 2011 | 11              | 2010 | 10  | 10  |  |  |  |  |  |  |
|   | Loan loss ratio                     |      |                 |      |     |     |  |  |  |  |  |  |
|   | Group annualised                    | 121  | 221             | 23   | 29  | 35  |  |  |  |  |  |  |
|   | of which individual                 | 20   | 28              | 38   | 35  | 34  |  |  |  |  |  |  |
|   | of which collective                 | -8   | -6              | -15  | -6  | 1   |  |  |  |  |  |  |
|   | Loan loss ratio                     |      |                 |      |     |     |  |  |  |  |  |  |
|   | Nordic Banking                      | 111  | 26 <sup>1</sup> | 27   | 33  | 35  |  |  |  |  |  |  |
|   | Impaired loans ratio                |      |                 |      |     |     |  |  |  |  |  |  |
|   | gross, Group (bps)                  | 136  | 141             | 146  | 139 | 135 |  |  |  |  |  |  |
|   | - performing                        | 59%  | 58%             | 59%  | 55% | 52% |  |  |  |  |  |  |
|   | - non-performing                    | 41%  | 42%             | 41%  | 45% | 48% |  |  |  |  |  |  |
|   | Total allowance                     |      |                 |      |     |     |  |  |  |  |  |  |
|   | ratio, Group (bps)                  | 69   | 72              | 76   | 75  | 76  |  |  |  |  |  |  |
|   | Provisioning ratio,                 |      |                 |      |     |     |  |  |  |  |  |  |
|   | Group <sup>2</sup>                  | 50%  | 51%             | 52%  | 54% | 56% |  |  |  |  |  |  |

<sup>1</sup> Loan loss ratio excluding the provisions related to the Danish deposit guarantee fund. Including these: 15 and 31 bps respectively in the Group, 14 and 37 bps respectively in Nordic Banking.

<sup>2</sup> Total allowances in relation to gross impaired loans.

#### Market risk

Interest-bearing securities and treasury bills were EUR 95bn at the end of the second quarter, of which EUR 26bn in the life insurance operations and the remaining part in the liquidity buffer and trading portfolios. 29% of the portfolio comprises government or municipality bonds and 31% mortgage bonds, when excluding EUR 13bn of pledged securities.

Total Value at Risk (VaR) market risk decreased to EUR 77m in the second quarter compared to EUR 94m in the previous quarter, mainly due to lower interest rate risk.

#### Market risk

|                            | Q2   | Q1  | Q4   | Q2  |
|----------------------------|------|-----|------|-----|
| EURm                       | 2011 | 11  | 2010 | 10  |
| Total risk, VaR            | 77   | 94  | 81   | 72  |
| Interest rate risk, VaR    | 97   | 107 | 91   | 56  |
| Equity risk, VaR           | 15   | 10  | 13   | 21  |
| Foreign exchange risk, VaR | 13   | 8   | 14   | 24  |
| Credit spread risk, VaR    | 18   | 26  | 33   | 31  |
| Diversification effect     | 46%  | 38% | 47%  | 45% |

#### **Balance sheet**

Total assets in the balance sheet increased 1% compared to at the end of the previous quarter to EUR 593bn. The increase relates mainly to higher interest-bearing securities and loans to the public.

#### Capital position and risk-weighted assets

At the end of the second quarter, Nordea's risk-weighted assets (RWA) were EUR 179.9bn excluding transition rules, down EUR 1.9bn or 1.0% compared to the previous quarter and down 2.8% compared to one year ago, when RWA were EUR 184.9bn.

During the second quarter, RWA decreased mainly due to improved credit quality in the corporate portfolio and the intensified focus on efficient use of RWA within the business areas. This includes a number of targeted RWA efficiency initiatives covering the processes, data and methodologies across the different exposures classes and affected RWA positively by EUR 1.7bn in the second quarter. Going forward, it is expected to further affect the key components within the RWA calculation and contribute to a reduction of RWA.

The core tier 1 ratio excluding transition rules under Basel II was 11.0%. The tier 1 capital ratio and the total capital ratio are well above the targets in Nordea's capital policy. The capital base of EUR 24.9bn exceeds the capital requirements including transition rules by EUR 7.9bn and excluding transition rules by EUR 10.5bn. The tier 1 capital of EUR 21.7bn exceeds the Pillar 1 capital requirements (excluding transitions rules) by EUR 7.4bn.

#### Capital ratios

|                             | Q2   | Q1   | Q4   | Q2   |
|-----------------------------|------|------|------|------|
| %                           | 2011 | 11   | 2010 | 10   |
| Excluding transition rules: |      |      |      |      |
| Core tier 1 capital ratio   | 11.0 | 10.7 | 10.3 | 10.0 |
| Tier 1 capital ratio        | 12.1 | 11.7 | 11.4 | 11.1 |
| Total capital ratio         | 13.8 | 13.5 | 13.4 | 13.2 |
| Including transition rules: |      |      |      |      |
| Core tier 1 capital ratio   | 9.3  | 9.1  | 8.9  | 9.0  |
| Tier 1 capital ratio        | 10.2 | 10.0 | 9.8  | 10.0 |
| Total capital ratio         | 11.7 | 11.4 | 11.5 | 11.8 |
|                             |      |      |      |      |

Economic Capital (EC) was at the end of the second quarter EUR 17.3bn, slightly down from the end of the previous quarter.

The EBA stress test results were published on 15 July. Nordea managed well in the stress test. The core tier 1 ratio including transition rules, which was the official ratio presented in the stress test, increased in the adverse scenario from 8.9% in the fourth quarter 2010 to 9.5% in the fourth quarter 2012, after dividends in accordance with the dividend policy during this period.

#### Nordea's funding and liquidity operations

The average funding cost for long-term funding has been largely unchanged in the second quarter.

Nordea issued EUR 10bn of long-term funding in the second quarter of which approx. EUR 7bn represented issuance of Swedish, Norwegian and Finnish covered bonds in the domestic and international markets.

The portion of long-term funding of total funding was at the end of the second quarter approx. 67% (69% at the end of the previous quarter).

Refinancing risk is managed by a measure of economic funding gap and matching between behavioural duration of assets and liabilities. For short-term liquidity risks, Nordea maintains a measure close to the liquidity coverage ratio (LCR). The liquidity buffer is composed of highly liquid central bank eligible securities with characteristics similar to Basel III liquid assets and amounted to EUR 58bn at the end of the second quarter (EUR 56bn at the end of the first quarter).

#### Global macroeconomic uncertainty – however Nordic economies maintain good development

The global macroeconomic development has been turbulent in the spring. The fiscal crisis in Greece, uncertain development in other PIIGS countries and continued imbalances in the global economy have increased economic uncertainty also in Northern Europe.

However, Nordic economies have on the whole maintained good development. Economic growth in Sweden and Norway continues to be strong this year, supported by good public and external balances. The Swedish and Norwegian central banks have continued to hike interest rates to prevent overheating. Growth in Finland is also strong while growth in Denmark is fragile as GDP decreased at the end of 2010 and in the beginning of 2011. Both these countries are facing slight fiscal policy tightening, but their public finances are in significantly better shape than for example the average for the euro area.

Unemployment is falling in all Nordic countries, in Denmark it is maintained at a relatively low level of 4%. Private consumption is increasing, in Sweden and Norway supported by the fiscal strength. Fixed investments are also on the rise in the wake of the strong economic growth. Exports benefit from several of the main export markets being strong.

The recovery continues in the Baltic countries, not only in Estonia, but also in Latvia and Lithuania. Growth continues to be strong in Poland. In Russia, recovery is gaining momentum and investments are rebounding.

#### Nordea share

During the second quarter, the share price of Nordea on the NASDAQ OMX Nordic Exchange depreciated from SEK 69.10 to SEK 68.00.

#### New organisation established June 2011

As of June 2011, a new organisation has been established, which builds on the value-chain thinking that has been central in the Nordea operating model since 2007. The reorganisation is developed around the three main business areas: Retail Banking, Wholesale Banking and Wealth Management. All parts of the value chains – customer responsibility, support, products, staff and IT-development – are being incorporated into these business areas with the clear objective to improve efficiency, increase return on equity (ROE) and deepen the customer relationships.

In addition, a business unit called Group Operations and Other Lines of Business has been established. Group Corporate Centre and Group Risk Management remain as central parts of the organisation.

The financial reporting will be adapted to the new organisation from the third quarter of 2011.

More information has been published in a separate press release.

### Quarterly development, Group

| Q2     | Q1  | Q4  | Q3  | Q2   | Jan-Jun   | Jan-Jun  |
|--------|---|---|---|--|---|--|
| 2011   | 2011  | 2010  | 2010  | 2010   | 2011  | 2010   |
| 1,326  | 1,324   | 1,365   | 1,310   | 1,249  | 2,650   | 2,484  |
| 623    | 602   | 618   | 525   | 538  | 1,225   | 1,013  |
| 356    | 544   | 504   | 446   | 339  | 900   | 887  |
| 13     | 18  | 5   | 29  | 7  | 31  | 32   |
| 24     | 22  | 15  | 53  | 28   | 46  | 48   |
| 2,342  | 2,510   | 2,507   | 2,363   | 2,161  | 4,852   | 4,464  |
|        |   |   |   |  |   |  |
| -744   | -768  | -675  | -721  | -701   | -1,512  | -1,388   |
| -485   | -453  | -543  | -436  | -445   | -938  | -883   |
| -46    | -44   | -52   | -39   | -40  | -90   | -79  |
| -1,275 | -1,265  | -1,270  | -1,196  | -1,186   | -2,540  | -2,350   |
| 1,067  | 1,245   | 1,237   | 1,167   | 975  | 2,312   | 2,114  |
| -118   | -242  | -166  | -207  | -245   | -360  | -506   |
| 949    | 1,003   | 1,071   | 960   | 730  | 1,952   | 1,608  |
| -249   | -261  | -301  | -249  | -191   | -510  | -426   |
| 700    | 742   | 770   | 711   | 539  | 1,442   | 1,182  |
| 0.18   | 0.18  | 0.19  | 0.18  | 0.13   | 0.36  | 0.29   |
| 0.73   | 0.68  | 0.66  | 0.58  | 0.55   | 0.73  | 0.55   |
|        | 2011<br>1,326<br>623<br>356<br>13<br>24<br><b>2,342</b><br>-744<br>-485<br>-46<br><b>-1,275</b><br><b>1,067</b><br>-118<br><b>949</b><br>-249<br><b>700</b><br>0.18 | 2011   2011     1,326   1,324     623   602     356   544     13   18     24   22     2,342   2,510     -744   -768     -485   -453     -46   -44     -1,275   -1,265     1,067   1,245     -118   -242     949   1,003     -249   -261     700   742     0.18   0.18 | 2011   2011   2010     1,326   1,324   1,365     623   602   618     356   544   504     13   18   5     24   22   15     2,342   2,510   2,507     -744   -768   -675     -485   -453   -543     -46   -44   -52     -1,275   -1,265   -1,270     1,067   1,245   1,237     -118   -242   -166     949   1,003   1,071     -249   -261   -301     700   742   770     0.18   0.18   0.19 | 2011   2010   2010     1,326   1,324   1,365   1,310     623   602   618   525     356   544   504   446     13   18   5   29     24   22   15   53     2,342   2,510   2,507   2,363     -744   -768   -675   -721     -485   -453   -543   -436     -46   -444   -52   -39     -1,275   -1,265   -1,270   -1,196     1,067   1,245   1,237   1,167     -118   -242   -166   -207     949   1,003   1,071   960     -249   -261   -301   -249     700   742   770   711     0.18   0.18   0.19   0.18 | $\begin{array}{c ccccccccccccccccccccccccccccccccccc$ | 2011   2011   2010   2010   2011     1,326   1,324   1,365   1,310   1,249   2,650     623   602   618   525   538   1,225     356   544   504   446   339   900     13   18   5   29   7   31     24   22   15   53   28   46     2,342   2,510   2,507   2,363   2,161   4,852     -744   -768   -675   -721   -701   -1,512     -485   -453   -543   -436   -445   -938     -46   -44   -52   -39   -40   -90     -1,275   -1,265   -1,270   -1,196   -1,186   -2,540     1,067   1,245   1,237   1,167   975   2,312     -118   -242   -166   -207   -245   -360     949   1,003   1,071   960   730 |

## **Customer areas**

### **Nordic Banking**

The number of Gold and Private Banking customers increased by 34,000 during the second quarter, equivalent to an annualised growth rate of 5%. Approx. 26,000 Gold and Private Banking customers were new customers to Nordea.

In the last 12 months, the number of relationship customers has increased by 153,000 or 5.5%, and the number of proactive customer meetings was 10% up from the second quarter last year. In the same period, the number of FTEs has decreased by 400.

The Future Distribution initiative is progressing according to plan. 250 branches are operating in the new focused branch format set-up, an increase of 100 since the last quarter. The all-time-high customer activity level in the first quarter was followed by another strong quarter in terms of activity. In online facilities, new improvements to the Private Netbank have been released and Nordea now interacts with customers on Facebook in all four Nordic markets. Numerous mobile features have been released during the second quarter, including an improved SMS bank in Norway and a tablet application in Sweden. Customer mobile activity continued to increase steeply during the quarter.

#### Result

Total income increased 4% compared to the previous quarter, supported by higher net interest income. The household lending growth rate has in the last quarters dropped from the high levels seen during several years and household lending increased by 1% compared to the previous quarter. The demand for bank lending from large corporate customers continued to be somewhat subdued although volumes started to increase in the quarter. Total deposits increased by 1% driven mainly by household savings. Lending margins were largely stable while deposit margins continued to increase.

Expenses were unchanged compared to the previous quarter and increased by 3.5% in local currencies compared to the same period last year.

Net loan losses decreased substantially compared to the first quarter. The previous quarter included provisions to the Danish Deposit Guarantee Fund related to the collapse of Amagerbanken while the second quarter included provisions of net EUR 20m related to Fjordbank Mors and a reversal of the provision for Amagerbanken. The loan loss ratio was 11 basis points excluding this provision (26 basis points in the first quarter). Net loan losses were down in all countries and in Sweden reversals and recoveries exceeded new provisions.

#### Nordic Banking

| 8                                   |         |         |         |        |        |           |       |
|-------------------------------------|---------|---------|---------|--------|--------|-----------|-------|
|                                     | Q2      | Q1      | Q4      | Q3     | Q2     | Ch. Q211/ | Q211/ |
| EURm                                | 2011    | 2011    | 2010    | 2010   | 2010   | Q111      | Q210  |
| Net interest income                 | 1,081   | 1,025   | 1,007   | 965    | 920    | 5%        | 18%   |
| Net fee and commission income       | 541     | 533     | 548     | 450    | 492    | 2%        | 10%   |
| Net result from items at fair value | 178     | 166     | 233     | 175    | 175    | 7%        | 2%    |
| Equity method & other income        | 8       | 9       | 3       | 8      | 22     | -11%      | -64%  |
| Total income incl. allocations      | 1,808   | 1,733   | 1,791   | 1,598  | 1,609  | 4%        | 12%   |
| Staff costs                         | -315    | -315    | -305    | -307   | -303   | 0%        | 4%    |
| Total expenses incl. allocations    | -911    | -915    | -922    | -878   | -862   | 0%        | 6%    |
| Profit before loan losses           | 897     | 818     | 869     | 720    | 747    | 10%       | 20%   |
| Net loan losses                     | -89     | -232    | -155    | -188   | -200   | -62%      | -56%  |
| Operating profit                    | 808     | 586     | 714     | 532    | 547    | 38%       | 48%   |
| Cost/income ratio, %                | 50      | 53      | 52      | 55     | 54     |           |       |
| RAROCAR, %                          | 18      | 16      | 17      | 13     | 14     |           |       |
| Economic capital (EC)               | 11,936  | 12,019  | 12,300  | 12,428 | 12,506 |           |       |
| Risk-weighted assets (RWA)          | 121,977 | 123,554 | 126,263 |        |        |           |       |
| Number of employees (FTEs)          | 15,840  | 15,888  | 15,968  | 16,134 | 16,244 | 0%        | -2%   |
| Volumes, EURbn:                     |         |         |         |        |        |           |       |
| Lending to corporates               | 118.8   | 117.6   | 116.2   | 116.1  | 115.5  | 1%        | 3%    |
| Household mortgage lending          | 112.8   | 111.2   | 109.8   | 106.1  | 102.6  | 1%        | 10%   |
| Consumer lending                    | 26.5    | 26.5    | 26.9    | 26.2   | 25.8   | 0%        | 3%    |
| Total lending                       | 258.1   | 255.3   | 252.9   | 248.4  | 243.9  | 1%        | 6%    |
| Corporate deposits                  | 58.1    | 59.1    | 62.0    | 57.6   | 55.5   | -2%       | 5%    |
| Household deposits                  | 77.2    | 75.0    | 74.5    | 72.6   | 72.1   | 3%        | 7%    |
| Total deposits                      | 135.3   | 134.1   | 136.5   | 130.2  | 127.6  | 1%        | 6%    |
| Margins, %:                         |         |         |         |        |        |           |       |
| Corporate lending                   | 1.34    | 1.35    | 1.35    | 1.33   | 1.32   |           |       |
| Household mortgage lending          | 0.71    | 0.73    | 0.70    | 0.70   | 0.72   |           |       |
| Consumer lending                    | 3.82    | 3.77    | 3.73    | 3.80   | 3.79   |           |       |
| Total lending margins               | 1.28    | 1.30    | 1.28    | 1.28   | 1.29   |           |       |
| Corporate deposits                  | 0.49    | 0.44    | 0.42    | 0.36   | 0.29   |           |       |
| Household deposits                  | 0.63    | 0.48    | 0.43    | 0.29   | 0.22   |           |       |
| Total deposits margins              | 0.56    | 0.46    | 0.42    | 0.32   | 0.25   |           |       |

#### **Banking Denmark**

#### Business development

Banking Denmark continues to grow business volumes and increase business activity despite a moderate macroeconomic outlook and fierce competition, not least in the upper part of the corporate segment. The inflow of externally acquired Gold and Private Banking customers continued at a high level in the second quarter. The number of Gold and Private Banking customers in total increased by 3,600 in the quarter.

For the household segment, the business development is affected by the moderate economic outlook and political uncertainty that may continue during the autumn. Thus, a lower lending growth is observed.

A step-up deposit account for household customers -Plus3 - was successfully launched, attracting new customers as well as deposits from existing customers.

The corporate lending market is still characterised by cash richness among large corporates and low activity generally, but also seeing fierce price competition, especially in the upper segments. The Future Distribution implementation, covering corporate and household related activities, is progressing according to plan resulting in a continued high meeting activity with customers.

#### Result

Net interest income increased 2% from the first quarter, due to higher business volumes and higher margins on deposits. Total income decreased 2% as a consequence of lower net fair value result and lower lending activity on the housing market.

The number of employees continued to decrease and staff costs were close to unchanged from the first quarter. Total expenses increased due to increased investments in the branch network as part of the Future Distribution initiative and the high level of customer acquisition.

Net loan losses were lower than in the first quarter, even excluding the provision of EUR 67m in the first quarter related to the collapse of Amagerbanken and the provisions of net EUR 20m in the second quarter related to EUR 33m for the collapse of Fjordbank Mors and a reversal of EUR 13m for Amagerbanken. Excluding these, the loan loss ratio in the second quarter was 29 basis points (40 basis points in the first quarter).

| EURm                                | Q211   | Q111   | Q410   | Q310  | Q210  | Ch. Q211/Q111 | Q211/Q210 |  |
|-------------------------------------|--------|--------|--------|-------|-------|---------------|-----------|--|
| Net interest income                 | 333    | 328    | 339    | 327   | 318   | 2%            | 5%        |  |
| Net fee and commission income       | 146    | 154    | 152    | 96    | 105   | -5%           | 39%       |  |
| Net result from items at fair value | 42     | 44     | 107    | 64    | 63    | -5%           | -33%      |  |
| Equity method & other income        | 3      | 7      | 3      | 5     | 20    | -57%          | -85%      |  |
| Total income incl. allocations      | 524    | 533    | 601    | 492   | 506   | -2%           | 4%        |  |
| Staff costs                         | -108   | -107   | -105   | -107  | -103  | 1%            | 5%        |  |
| Total expenses incl. allocations    | -280   | -275   | -283   | -264  | -260  | 2%            | 8%        |  |
| Profit before loan losses           | 244    | 258    | 318    | 228   | 246   | -5%           | -1%       |  |
| Net loan losses                     | -74    | -142   | -79    | -129  | -137  | -48%          | -46%      |  |
| Operating profit                    | 170    | 116    | 239    | 99    | 109   | 47%           | 56%       |  |
| Cost/income ratio, %                | 53     | 52     | 47     | 54    | 51    |               |           |  |
| RAROCAR, %                          | 17     | 17     | 22     | 15    | 17    |               |           |  |
| Economic capital (EC)               | 3,388  | 3,381  | 3,486  | 3,422 | 3,443 |               |           |  |
| Risk-weighted assets (RWA)          | 35,786 | 36,345 | 37,367 |       |       |               |           |  |
| Number of employees (FTEs)          | 4,992  | 5,007  | 5,064  | 5,108 | 5,100 | 0%            | -2%       |  |
| Volumes, EURbn:                     |        |        |        |       |       |               |           |  |
| Lending to corporates               | 32.8   | 31.6   | 32.0   | 30.9  | 31.2  | 4%            | 5%        |  |
| Household mortgage lending          | 30.4   | 30.1   | 29.9   | 29.3  | 28.9  | 1%            | 5%        |  |
| Consumer lending                    | 13.5   | 13.4   | 13.5   | 13.4  | 12.8  | 1%            | 5%        |  |
| Total lending                       | 76.7   | 75.1   | 75.4   | 73.6  | 72.9  | 2%            | 5%        |  |
| Corporate deposits                  | 11.9   | 12.5   | 13.2   | 13.6  | 13.2  | -5%           | -10%      |  |
| Household deposits                  | 24.1   | 23.4   | 23.7   | 23.2  | 23.5  | 3%            | 3%        |  |
| Total deposits                      | 36.0   | 35.9   | 36.9   | 36.8  | 36.7  | 0%            | -2%       |  |
| Margins, %:                         |        |        |        |       |       |               |           |  |
| Corporate lending                   | 1.53   | 1.57   | 1.56   | 1.59  | 1.61  |               |           |  |
| Household mortgage lending          | 0.54   | 0.55   | 0.54   | 0.49  | 0.50  |               |           |  |
| Consumer lending                    | 4.45   | 4.37   | 4.36   | 4.48  | 4.50  |               |           |  |
| Total lending margins               | 1.52   | 1.54   | 1.53   | 1.54  | 1.55  |               |           |  |
| Corporate deposits                  | 0.35   | 0.33   | 0.30   | 0.28  | 0.29  |               |           |  |
| Household deposits                  | 0.46   | 0.37   | 0.32   | 0.19  | 0.21  |               |           |  |
| Total deposits margins              | 0.41   | 0.35   | 0.31   | 0.23  | 0.25  |               |           |  |

#### **Banking Finland**

#### **Business development**

The activity level in new customer acquisition remained high in the second quarter, supported by a high level of proactive customer meetings. Gold and Private Banking customers increased by 11,100 during the quarter, of which 7,800 were new customers in the bank. High-quality investment advising to the mass-affluent customers was a prioritised area. Nordea has targeted to serve the massaffluent customers as premium-segment customers.

Several new deposit products were launched, which helped keeping the market position on the intensely competitive Finnish market for household deposits. Deposit margins increased as a result of changes in product mix and increases in interest rate levels. A new mortgage product that combines mortgage with an interest-rate cap was also brought to the market and was well appreciated by the customers.

The corporate branch network, consisting of 38 corporate branches and 7 service units, was reorganised according to the Future Distribution strategy during the quarter. The reorganisation had a positive impact on the results, not least visible in payment fees and hedging activities. Increase in corporate lending volumes occurred mainly in the upper segments. At the same time, a positive development could also be seen for debt capital markets products. Competition in short-term corporate deposits was still fierce - Nordea focused on offering alternative structured solutions to remain competitive in the market.

Implementation of the future distribution network continued with 118 branches now operating according to the new branch format.

#### Result

Increased interest rate levels combined with higher volumes on both lending and deposits kept pushing up the net interest income. Net fee and commission income saw an increase mainly due to increased debt capital markets and payments fees. Expenses increased from the first quarter but were lower than during the second quarter in 2010. Staff costs increased following the general increase in salaries and the efforts in marketing activities were also visible in the expense development when comparing with the first quarter.

Net loan losses were EUR 19m, arising mainly from the corporate sector. The loan loss ratio was 14 basis points (18 basis points in the first quarter).

| EURm                                | Q211   | Q111   | Q410   | Q310  | Q210  | Ch. Q211/Q111 Q2 | 11/Q210 |  |
|-------------------------------------|--------|--------|--------|-------|-------|------------------|---------|--|
| Net interest income                 | 218    | 195    | 194    | 188   | 180   | 12%              | 21%     |  |
| Net fee and commission income       | 147    | 142    | 140    | 131   | 131   | 4%               | 12%     |  |
| Net result from items at fair value | 38     | 40     | 36     | 39    | 35    | -5%              | 9%      |  |
| Equity method & other income        | 4      | 0      | -1     | 2     | 1     |                  |         |  |
| Total income incl. allocations      | 407    | 377    | 369    | 360   | 347   | 8%               | 17%     |  |
| Staff costs                         | -72    | -70    | -69    | -73   | -71   | 3%               | 1%      |  |
| Total expenses incl. allocations    | -206   | -202   | -216   | -200  | -212  | 2%               | -3%     |  |
| Profit before loan losses           | 201    | 175    | 153    | 160   | 135   | 15%              | 49%     |  |
| Net loan losses                     | -19    | -24    | -28    | -53   | -55   | -21%             | -65%    |  |
| Operating profit                    | 182    | 151    | 125    | 107   | 80    | 21%              | 128%    |  |
| Cost/income ratio, %                | 51     | 54     | 59     | 56    | 61    |                  |         |  |
| RAROCAR, %                          | 18     | 15     | 12     | 13    | 10    |                  |         |  |
| Economic capital (EC)               | 2,790  | 2,740  | 2,819  | 2,886 | 2,941 |                  |         |  |
| Risk-weighted assets (RWA)          | 26,256 | 25,677 | 26,218 |       |       |                  |         |  |
| Number of employees (FTEs)          | 4,921  | 4,948  | 4,935  | 4,984 | 5,109 | -1%              | -4%     |  |
| Volumes, EURbn:                     |        |        |        |       |       |                  |         |  |
| Lending to corporates               | 24.2   | 23.5   | 23.3   | 23.8  | 23.9  | 3%               | 1%      |  |
| Household mortgage lending          | 24.6   | 24.1   | 23.8   | 23.4  | 22.9  | 2%               | 7%      |  |
| Consumer lending                    | 5.7    | 5.6    | 5.6    | 5.5   | 6.0   | 2%               | -5%     |  |
| Total lending                       | 54.5   | 53.2   | 52.7   | 52.7  | 52.8  | 2%               | 3%      |  |
| Corporate deposits                  | 14.1   | 14.2   | 15.8   | 13.5  | 14.1  | -1%              | 0%      |  |
| Household deposits                  | 24.4   | 23.9   | 23.7   | 23.2  | 23.2  | 2%               | 5%      |  |
| Total deposits                      | 38.5   | 38.1   | 39.5   | 36.7  | 37.3  | 1%               | 3%      |  |
| Margins, %:                         |        |        |        |       |       |                  |         |  |
| Corporate lending                   | 1.27   | 1.27   | 1.27   | 1.25  | 1.24  |                  |         |  |
| Household mortgage lending          | 0.50   | 0.55   | 0.55   | 0.57  | 0.61  |                  |         |  |
| Consumer lending                    | 2.79   | 2.93   | 2.96   | 3.06  | 3.13  |                  |         |  |
| Total lending margins               | 1.09   | 1.13   | 1.13   | 1.15  | 1.17  |                  |         |  |
| Corporate deposits                  | 0.50   | 0.38   | 0.36   | 0.27  | 0.19  |                  |         |  |
| Household deposits                  | 0.57   | 0.30   | 0.26   | 0.12  | 0.03  |                  |         |  |
| Total deposits margins              | 0.54   | 0.33   | 0.30   | 0.18  | 0.09  |                  |         |  |

#### **Banking Norway**

#### **Business development**

Business activity was very strong in the household segment in the second quarter and the number of Gold and Private Banking customers increased by 8,700, showing a 14% annualised growth rate. The number of externally acquired Gold and Private Banking customers was close to 4,400.

Competition for household deposits remained fierce. New deposit products were successfully launched in the quarter and several new services within netbank and mobile banking were introduced during the quarter.

Business activity in the corporate segment was at a high level, shown mainly through sales of capital market products and commission income. Capital efficiency, especially within the corporate segment, has been highly in focus.

Efficiency measured by the number of customers per fulltime employee improved during the quarter and the number of manual transactions was decreased by 32% compared to the same quarter last year.

#### Result

Total income increased by 9% from the previous quarter, mainly due to strong increase in income from capital markets products, net fair value result and net fee and commission income. The growth in household mortgage lending remains at a high level, capturing market shares. Household lending margins decreased, mainly due to technical internal factors and the six-week notice for household customer interest rate increases. Deposit margins showed as expected the opposite development. Corporate competition has remained tough around large single deposit volumes and corporate lending.

The decrease in total expenses was 4%, due to a planned reduction in staff expenses and other expenses.

The loan loss ratio was 11 basis points (51 basis points in the first quarter).

| EURm                                | Q211   | Q111   | Q410   | Q310  | Q210  | Ch. Q211/Q111 | Q211/Q210 |  |
|-------------------------------------|--------|--------|--------|-------|-------|---------------|-----------|--|
| Net interest income                 | 182    | 185    | 181    | 177   | 174   | -2%           | 5%        |  |
| Net fee and commission income       | 72     | 65     | 70     | 62    | 68    | 11%           | 6%        |  |
| Net result from items at fair value | 39     | 20     | 29     | 25    | 30    | 95%           | 30%       |  |
| Equity method & other income        | 0      | 0      | 0      | 0     | 0     |               |           |  |
| Total income incl. allocations      | 293    | 270    | 280    | 264   | 272   | 9%            | 8%        |  |
| Staff costs                         | -45    | -47    | -46    | -45   | -44   | -4%           | 2%        |  |
| Total expenses incl. allocations    | -140   | -146   | -140   | -143  | -131  | -4%           | 7%        |  |
| Profit before loan losses           | 153    | 124    | 140    | 121   | 141   | 23%           | 9%        |  |
| Net loan losses                     | -13    | -61    | -26    | -6    | -7    | -79%          | 86%       |  |
| Operating profit                    | 140    | 63     | 114    | 115   | 134   | 122%          | 4%        |  |
| Cost/income ratio, %                | 48     | 54     | 50     | 54    | 48    |               |           |  |
| RAROCAR, %                          | 14     | 10     | 12     | 9     | 12    |               |           |  |
| Economic capital (EC)               | 2,517  | 2,541  | 2,588  | 2,672 | 2,690 |               |           |  |
| Risk-weighted assets (RWA)          | 26,876 | 26,862 | 27,452 |       |       |               |           |  |
| Number of employees (FTEs)          | 1,777  | 1,732  | 1,736  | 1,762 | 1,743 | 3%            | 2%        |  |
| Volumes, EURbn:                     |        |        |        |       |       |               |           |  |
| Lending to corporates               | 23.8   | 23.7   | 23.1   | 24.0  | 24.2  | 0%            | -2%       |  |
| Household mortgage lending          | 24.7   | 23.7   | 23.4   | 22.2  | 21.6  | 4%            | 14%       |  |
| Consumer lending                    | 1.0    | 1.1    | 1.4    | 1.0   | 1.0   | -9%           | 0%        |  |
| Total lending                       | 49.5   | 48.5   | 47.9   | 47.2  | 46.8  | 2%            | 6%        |  |
| Corporate deposits                  | 15.4   | 15.6   | 15.9   | 14.7  | 13.7  | -1%           | 12%       |  |
| Household deposits                  | 9.3    | 8.6    | 8.3    | 8.3   | 8.5   | 8%            | 9%        |  |
| Total deposits                      | 24.7   | 24.2   | 24.2   | 23.0  | 22.2  | 2%            | 11%       |  |
| Margins, %:                         |        |        |        |       |       |               |           |  |
| Corporate lending                   | 1.42   | 1.43   | 1.45   | 1.42  | 1.41  |               |           |  |
| Household mortgage lending          | 0.73   | 0.87   | 0.71   | 0.73  | 0.88  |               |           |  |
| Consumer lending                    | 6.68   | 6.96   | 6.76   | 6.87  | 6.94  |               |           |  |
| Total lending margins               | 1.20   | 1.28   | 1.22   | 1.22  | 1.29  |               |           |  |
| Corporate deposits                  | 0.32   | 0.34   | 0.43   | 0.44  | 0.37  |               |           |  |
| Household deposits                  | 0.48   | 0.37   | 0.52   | 0.54  | 0.37  |               |           |  |
| Total deposits margins              | 0.38   | 0.35   | 0.46   | 0.48  | 0.37  |               |           |  |

FX fluctuation impacted income and expenses items by 0% Q2/Q1 (1% Q2/Q2).

FX fluctuations impacted balance sheet items by 1% Q2/Q1 (2% Q2/Q2).

#### **Banking Sweden**

#### **Business development**

Income and operating profit reached record levels in the second quarter, driven by continued high business activity. The number of Gold and Private Banking customers grew by 10,000. The strong development of Nordea's mobile and online offering continues, with 210,000 users of the mobile offering and 7,000 downloads of Nordea's iPad application since the launch in early June.

Activity towards household customers continued at strong levels in the second quarter, supported by the implementation of new branch formats. Advisers conducted 24% more proactive customer meetings than in the same period last year. This drove a solid business development with increasing volumes in local currency both in lending and deposits, as well as growing savings commissions. On the deposit side, the strong development reflects Nordea's focus on developing the deposit offering, including a successful launch of new products during the quarter. The demand for household mortgages have stabilised on a lower growth rate compared to one year ago. Margins on both deposits and lending increased. Competition remained intense in the corporate market, reflecting a volatile deposit market and margin pressure on both deposits and lending. The corporate business developed strongly, including a number of larger deals, resulting in increasing lending volumes in local currency, as well as a solid development in lending commissions. Lending and deposit margins increased during the quarter.

The strong focus on developing the efficiency of the banking franchise continued to pay off, with the number of employees down 1% compared with the first quarter and down 3% compared to the same period last year at the same time as business volumes grew significantly.

#### Result

The increasing business volumes and margins resulted in an increase in total income of 5% compared to the first quarter (7% in local currency). Net interest income increased 8% compared to the first quarter, while net fee and commission income was up 3%. Net result from items at fair value remained high, reflecting strong momentum in capital markets products.

Net reversals and recoveries were EUR 19m (compared to loan loss ratio of 2 basis points in the first quarter).

| EURm                                | Q211   | Q111   | Q410   | Q310  | Q210  | Ch. Q211/Q111 | Q211/Q210 |  |
|-------------------------------------|--------|--------|--------|-------|-------|---------------|-----------|--|
| Net interest income                 | 328    | 304    | 282    | 258   | 235   | 8%            | 40%       |  |
| Net fee and commission income       | 176    | 171    | 186    | 162   | 190   | 3%            | -7%       |  |
| Net result from items at fair value | 60     | 61     | 61     | 48    | 46    | -2%           | 30%       |  |
| Equity method & other income        | 0      | 0      | 0      | 0     | 0     |               |           |  |
| Total income incl. allocations      | 564    | 536    | 529    | 468   | 471   | 5%            | 20%       |  |
| Staff costs                         | -89    | -91    | -85    | -83   | -84   | -2%           | 6%        |  |
| Total expenses incl. allocations    | -274   | -281   | -273   | -261  | -249  | -2%           | 10%       |  |
| Profit before loan losses           | 290    | 255    | 256    | 207   | 222   | 14%           | 31%       |  |
| Net loan losses                     | 19     | -4     | -19    | -1    | 0     |               |           |  |
| Operating profit                    | 309    | 251    | 237    | 206   | 222   | 23%           | 39%       |  |
| Cost/income ratio, %                | 49     | 52     | 52     | 56    | 53    |               |           |  |
| RAROCAR, %                          | 23     | 19     | 19     | 15    | 16    |               |           |  |
| Economic capital (EC)               | 3,242  | 3,357  | 3,406  | 3,448 | 3,432 |               |           |  |
| Risk-weighted assets (RWA)          | 32,680 | 34,258 | 34,543 |       |       |               |           |  |
| Number of employees (FTEs)          | 4,147  | 4,199  | 4,232  | 4,277 | 4,290 | -1%           | -3%       |  |
| Volumes, EURbn:                     |        |        |        |       |       |               |           |  |
| Lending to corporates               | 38.0   | 38.8   | 37.8   | 37.4  | 36.2  | -2%           | 5%        |  |
| Household mortgage lending          | 33.1   | 33.4   | 32.7   | 31.2  | 29.2  | -1%           | 13%       |  |
| Consumer lending                    | 6.2    | 6.3    | 6.4    | 6.3   | 6.0   | -2%           | 3%        |  |
| Total lending                       | 77.3   | 78.5   | 76.9   | 74.9  | 71.4  | -2%           | 8%        |  |
| Corporate deposits                  | 16.6   | 16.8   | 17.0   | 15.8  | 14.4  | -1%           | 15%       |  |
| Household deposits                  | 19.5   | 19.1   | 18.9   | 17.9  | 17.0  | 2%            | 15%       |  |
| Total deposits                      | 36.1   | 35.9   | 35.9   | 33.7  | 31.4  | 1%            | 15%       |  |
| Margins, %:                         |        |        |        |       |       |               |           |  |
| Corporate lending                   | 1.19   | 1.17   | 1.16   | 1.11  | 1.09  |               |           |  |
| Household mortgage lending          | 1.01   | 0.95   | 0.95   | 0.98  | 0.90  |               |           |  |
| Consumer lending                    | 3.19   | 2.93   | 2.77   | 2.72  | 2.57  |               |           |  |
| Total lending margins               | 1.25   | 1.20   | 1.19   | 1.17  | 1.12  |               |           |  |
| Corporate deposits                  | 0.76   | 0.67   | 0.57   | 0.42  | 0.32  |               |           |  |
| Household deposits                  | 0.91   | 0.87   | 0.69   | 0.49  | 0.42  |               |           |  |
| Total deposits margins              | 0.85   | 0.78   | 0.63   | 0.46  | 0.37  |               |           |  |

FX fluctuation impacted income and expenses items by -1% Q2/Q1 (9% Q2/Q2).

FX fluctuations impacted balance sheet items by -3% Q2/Q1 (4% Q2/Q2).

#### Customer segment Corporate Merchant Banking

The customer segment Corporate Merchant Banking (CMB) is part of the business area Corporate Merchant Banking & Capital Markets, which besides CMB includes Capital Markets Products and Financial Institutions Division. Due to this, the CMB customer segment is presented separately here. In the financial reporting, the segment Corporate Merchant Banking is included in figures for the customer area Nordic Banking.

#### **Business development**

The business momentum with large corporate customers remained at a high level with respect to the daily business generation, but with relatively few major deals materialising during the second quarter. Even in the absence of major deals, Corporate Merchant Banking succeeded in generating higher income compared to the same quarter of last year and the first quarter of 2011. Business development remained strong within the capital markets area, where risk management products have been in the focus of corporate customers due to increased market volatility. Most product areas performed well during the quarter.

Competitive pressure from both Nordic and international banks remained very high in the second quarter. This was underpinned by a slight decrease in the average lending margin compared to the first quarter though margins remained at a higher level than in the same quarter 2010.

Lending volumes increased compared to the first quarter. Most new transactions related to refinancing of existing loans and leveraged finance transactions.

Deposit volumes were slightly below the levels of the first quarter 2011 and somewhat lower than the levels of the same quarter 2010. Concerns regarding the solvency of competing banks have subsided and customer focus is moving towards pricing. Competition among Nordic banks is intense, particularly for cash management mandates in connection with working capital account set-ups.

During the second quarter, Corporate Merchant Banking launched initiatives focusing on optimised handling of processes both within the division and towards the major stakeholders. In the light of the new regulations on capital requirements, the division has also launched a number of initiatives focusing on capital efficiency.

#### Result

Total income was EUR 353m, 4% higher than the previous quarter. Underlying business remained strong and income was 9% above the second quarter of last year.

| EURm                                | Q211 | Q111 | Q410 | Q310 | Q210 | Ch. Q211/Q111 | Q211/Q210 |
|-------------------------------------|------|------|------|------|------|---------------|-----------|
| Net interest income                 | 166  | 163  | 168  | 159  | 154  | 2%            | 8%        |
| Net fee and commission income       | 124  | 110  | 122  | 90   | 131  | 13%           | -5%       |
| Net result from items at fair value | 63   | 66   | 121  | 90   | 40   | -5%           | 58%       |
| Other income                        | 0    | 0    | 0    | 0    | 0    | 0%            | 0%        |
| Total income incl. allocations      | 353  | 339  | 411  | 339  | 325  | 4%            | 9%        |
| Volumes, EURbn:                     |      |      |      |      |      |               |           |
| Lending volumes                     | 37.3 | 35.9 | 37.4 | 37.1 | 37.7 | 4%            | -1%       |
| Deposit volumes                     | 17.3 | 18.5 | 20.1 | 18.8 | 18.3 | -6%           | -5%       |
| Margins, %:                         |      |      |      |      |      |               |           |
| Lending margins                     | 1.36 | 1.38 | 1.39 | 1.36 | 1.35 |               |           |
| Deposit margins                     | 0.15 | 0.13 | 0.13 | 0.12 | 0.11 |               |           |

### **New European Markets**

#### **Business development**

Stable business development continued in New European Markets in the second quarter. In the Baltic countries and Poland, lending volumes picked up and margins were fairly stable while in Russia, lending volumes and margins were still under pressure. Deposit volumes were attracted in the quarter, and margins edged up. Limited loan loss provisions were reported in the wake of the recovery of the economies in Baltic countries.

#### **Baltic countries**

The outlook for the Baltic economies has continued to brighten in the second quarter. Export-led upturn spread to the domestic economy and unemployment is on the decline. Lending and deposit volumes increased in the corporate segment, while remaining stable in the household segment. Lending margins were largely unchanged, while deposit margins picked up compared to previous quarters.

Healthy income growth was seen in the quarter, up 7% from one year ago. Limited provisions for net loan losses were made in the quarter, reflecting the ongoing recovery and improved economic situation.

#### Poland

The Polish economy continued to develop favourably in the second quarter, though at slower pace compared to in the beginning of the year. This follows weaker momentum in exports, tighter economic policies and dented consumer confidence. Lending volumes increased in the household segment, driven by new loans and currency effects. In the corporate segment, volumes were largely unchanged. Lending margins were generally stable. Deposits volumes were largely unchanged and margins edged up. Following raised official rates by the National Bank of Poland, pressure on deposits margins is likely to ease.

Income increased compared to the previous quarter, supported by higher business volumes and business activity, and was up 12% compared with one year ago. The household segment was the growth engine and reported continued growth supported by Nordea's standing as a top player in mortgage lending to households. Nordea's position was further strengthened in this segment as more than 4,000 new Gold customers were attracted, adding up to more than 71,000.

In the quarter, Nordea continued to add 4 branches in Poland making the total number of branches 206. Solid momentum was visible in the 45 branches opened in the latter part of last year. By end of June, about one third of the 45 new branches had reached break-even.

#### Russia

The Russian economy continued its moderate recovery, led by consumers, further supported by rising prices of export goods – oil and commodities. Unemployment decreased, improving consumers' situation further. Pressure on lending volumes and margins persists, due to high liquidity in the Russian banking sector in combination with fierce competition in the top-tier corporate segment. Deposit volumes were increased however. Income declined slightly compared to the previous quarter and was unchanged compared to the same quarter last year.

#### Credit quality

Need for loan loss provisions was reduced in the Baltic economies in the wake of recovery, resulting in net loan losses of EUR 1m in the quarter. Low levels of provisions were recorded in Poland and Russia.

In the Baltic countries, gross impaired loans amounted to EUR 577m or 687 basis points of total loans (744 basis points at the end of the first quarter). Total allowances for the Baltic countries at the end of the quarter equalled 350 basis points of loans. The provisioning ratio in the Baltic countries was 51% (50% at the end of the first quarter). The loan loss ratio for the Baltic countries was 5 basis points.

#### Baltic countries, net loan losses, impaired loans

|                                 | Q2 2011 | Q111 | Q410 | Q310 | Q210 |
|---------------------------------|---------|------|------|------|------|
| Net loan losses, EURm           |         |      |      |      |      |
| (negative=net reversals)        | 1       | -5   | 5    | 17   | 22   |
| Of which collective             | -14     | -12  | -17  | -2   | 4    |
| Loan loss ratio, basis          |         |      |      |      |      |
| points                          | 5       | -26  | 26   | 88   | 114  |
| Gross impaired loans,           |         |      |      |      |      |
| EURm                            | 577     | 601  | 572  | 622  | 614  |
| Impaired loans ratio            |         |      |      |      |      |
| gross, basis points             | 687     | 744  | 712  | 808  | 808  |
| Total allowances, EURm          | 294     | 303  | 320  | 361  | 347  |
| Total allowance ratio,          |         |      |      |      |      |
| basis points                    | 350     | 375  | 398  | 469  | 457  |
| Provisioning ratio <sup>1</sup> | 51%     | 50%  | 56%  | 58%  | 57%  |

<sup>1</sup> Total allowances in relation to gross impaired loans.

#### Result

Increased business activity and higher volumes supported income development, mainly net interest income. Total income increased 3% both compared to the first quarter this year and to the second quarter last year. Total expenses remained stable compared with the previous quarter. Operating profit was fairly stable compared to the previous quarter and increased compared to last year, following lower net loan losses. The total number of employees (FTEs) was fairly stable in the second quarter.

#### New European Markets, operating profit, volumes and margins by area

| New European Markets, ope   |  |  |   |   |   |   | 0011  |   |  |  |  |  |   |   |   |
|---|--|--|---|---|---|---|---|---|--|--|--|--|---|---|---|
| FUD   | Q2   | Q1   | Q4  | Q3  |   | Ch. Q211  | Q211  |   |  |  |  |  |   |   |   |
| EURm<br>Net interest income   | 2011   | 2011   | 2010  | 2010  | 2010  | Q111  | Q210  |   |  |  |  |  |   |   |   |
|   | 115  | 111  | 111   | 109   | 105   | 4%  | 10%   |   |  |  |  |  |   |   |   |
| Net fee and commission inc.   | 19   | 21   | 20  | 27  | 19  | -10%  | 0%  |   |  |  |  |  |   |   |   |
| Net result from items at fair value   | 13   | 15   | 19  | 18  | 19  | -13%  | -32%  |   |  |  |  |  |   |   |   |
| Equity method   | 0  | 0  | 0   | 0   | 0   |   |   |   |  |  |  |  |   |   |   |
| Other operating income  | 5  | 1  | 2   | 1   | 5   | 400%  | 0%  |   |  |  |  |  |   |   |   |
| Total income incl. alloc.   | 152  | 148  | 152   | 155   | 148   | 3%  | 3%  |   |  |  |  |  |   |   |   |
| Staff costs   | -34  | -39  | -33   | -34   | -36   | -13%  | -6%   |   |  |  |  |  |   |   |   |
| Other expenses incl. depr.  | -44  | -38  | -51   | -34   | -35   | 16%   | 26%   |   |  |  |  |  |   |   |   |
| Expenses incl. allocations  | -78  | -77  | -84   | -68   | -71   | 1%  | 10%   |   |  |  |  |  |   |   |   |
| Profit before loan losses   | 74   | 71   | 68  | 87  | 77  | 4%  | -4%   |   |  |  |  |  |   |   |   |
| Net loan losses   | -3   | 3  | -6  | -14   | -31   | -200%   | -90%  |   |  |  |  |  |   |   |   |
| Operating profit  | 71   | 74   | 62  | 73  | 46  | -4%   | 54%   |   |  |  |  |  |   |   |   |
| Cost/income ratio, %  | 51   | 52   | 55  | 44  | 48  |   |   |   |  |  |  |  |   |   |   |
| RAROCAR, %  | 16   | 14   | 16  | 15  | 20  |   |   |   |  |  |  |  |   |   |   |
| Economic capital (EC)   | 1,137  | 1,177  | 1,095   | 1,315   | 863   |   |   |   |  |  |  |  |   |   |   |
| Risk-weighted assets (RWA)  | 18,192   | 17,944   | 18,518  |   |   |   |   |   |  |  |  |  |   |   |   |
| Number of employees (FTEs)  | 4,926  | 4,926  | 4,846   | 4,644   | 4,479   |   |   |   |  |  |  |  |   |   |   |
| Volumes, EURbn  |  |  |   |   |   |   |   |   |  |  |  |  |   |   |   |
| Corporate lending   | 11.4   | 11.1   | 11.2  | 10.9  | 10.4  |   |   |   |  |  |  |  |   |   |   |
| Household lending   | 7.0  | 6.6  | 6.5   | 6.1   | 5.9   |   |   |   |  |  |  |  |   |   |   |
| Corporate deposit   | 4.2  | 3.3  | 3.6   | 3.1   | 2.8   |   |   |   |  |  |  |  |   |   |   |
| Household deposits  | 1.8  | 1.7  | 1.7   | 1.7   | 1.6   |   |   |   |  |  |  |  |   |   |   |
| Margins, %:   |  |  |   |   |   |   |   |   |  |  |  |  |   |   |   |
| Corporate lending   | 1.95   | 1.91   | 2.00  | 1.98  | 2.09  |   |   |   |  |  |  |  |   |   |   |
| Household lending   | 1.78   | 1.74   | 1.73  | 1.71  | 1.64  |   |   |   |  |  |  |  |   |   |   |
| Corporate deposits  | 0.80   | 0.74   | 0.67  | 0.68  | 0.71  |   |   |   |  |  |  |  |   |   |   |
|   |  |  |   |   |   |   |   |   |  |  |  |  |   |   |   |
| Household deposits  | 0.74   | 0.63   | 0.52  | 0.55  | 0.55  |   |   |   |  |  |  |  |   |   |   |
| Household deposits  | 0.74   | 0.63<br>Baltic   | 0.52<br>countrie  | 0.55<br>s   | 0.55  |   | Po  | land  |  |  |  | ]  | Russia  |   |   |
| Household deposits  | 0.74<br>Q2   |  |   |   | 0.55<br>Q2  | Q2  | <b>Po</b><br>Q1   | <b>land</b><br>Q4   | Q3   | Q2   | Q2   | Q1   | Russia<br>Q4  | Q3  | Q2  |
| Household deposits<br>EURm  |  | Baltic   | countrie  | s   |   | Q2<br>2011  |   |   | Q3<br>2010   | Q2<br>2010   | Q2<br>2011   |  |   | Q3<br>2010  | Q2<br>2010  |
|   | Q2   | Baltic<br>Q1   | <b>countrie</b><br>Q4   | es<br>Q3  | Q2  |   | Q1  | Q4  |  | -  |  | Q1   | Q4  | -   | -   |
| EURm  | Q2<br>2011   | <b>Baltic</b><br>Q1<br>2011  | <b>countrie</b><br>Q4<br>2010   | es<br>Q3<br>2010  | Q2<br>2010  | 2011  | Q1<br>2011  | Q4<br>2010  | 2010   | 2010   | 2011   | Q1<br>2011   | Q4<br>2010  | 2010  | 2010  |
| EURm<br>Net interest income   | Q2<br>2011<br>37   | <b>Baltic</b><br>Q1<br>2011<br>34  | <b>countrie</b><br>Q4<br>2010<br>36   | Q3<br>2010<br>35  | Q2<br>2010<br>33  | 2011<br>36  | Q1<br>2011<br>34  | Q4<br>2010<br>32  | 2010<br>30   | 2010<br>27   | 2011<br>43   | Q1<br>2011<br>46   | Q4<br>2010<br>43  | 2010<br>45  | 2010<br>44  |
| EURm<br>Net interest income<br>Net fee and commission inc.  | Q2<br>2011<br>37<br>8  | Baltic     Q1     2011     34     10   | <b>countrie</b><br>Q4<br>2010<br>36<br>9  | es<br>Q3<br>2010<br>35<br>17  | Q2<br>2010<br>33<br>10  | 2011<br>36<br>8   | Q1<br>2011<br>34<br>8   | Q4<br>2010<br>32<br>9   | 2010<br>30<br>6  | 2010<br>27<br>7  | 2011<br>43<br>3  | Q1<br>2011<br>46<br>4  | Q4<br>2010<br>43<br>4   | 2010<br>45<br>3   | 2010<br>44<br>2   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value   | Q2<br>2011<br>37<br>8<br>-1  | Baltic     Q1     2011     34     10     2   | countrie<br>Q4<br>2010<br>36<br>9<br>1  | Q3<br>2010<br>35<br>17<br>2   | Q2<br>2010<br>33<br>10<br>1   | 2011<br>36<br>8<br>12   | Q1<br>2011<br>34<br>8<br>11   | Q4<br>2010<br>32<br>9<br>14   | 2010<br>30<br>6<br>14  | 2010<br>27<br>7<br>14  | 2011<br>43<br>3<br>3   | Q1<br>2011<br>46<br>4<br>2   | Q4<br>2010<br>43<br>4<br>5  | 2010<br>45<br>3<br>2  | 2010<br>44<br>2<br>4  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method  | Q2<br>2011<br>37<br>8<br>-1<br>0   | Baltic     Q1     2011     34     10     2     0   | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0   | es<br>Q3<br>2010<br>35<br>17<br>2<br>0  | Q2<br>2010<br>33<br>10<br>1<br>0  | 2011<br>36<br>8<br>12<br>0  | Q1<br>2011<br>34<br>8<br>11<br>0  | Q4<br>2010<br>32<br>9<br>14<br>0  | 2010<br>30<br>6<br>14<br>0   | 2010<br>27<br>7<br>14<br>0   | 2011<br>43<br>3<br>3<br>0  | Q1<br>2011<br>46<br>4<br>2<br>0  | Q4<br>2010<br>43<br>4<br>5<br>0   | 2010<br>45<br>3<br>2<br>0   | 2010<br>44<br>2<br>4<br>0   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b>   | Baltic<br>Q1<br>2011<br>34<br>10<br>2<br>0<br>0<br>46  | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47  | 2010<br>35<br>17<br>2<br>0<br>0<br>54   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br><b>45</b>  | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b>  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br><b>53</b>  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b>  | 2010<br>30<br>6<br>14<br>0<br>0<br><b>50</b>   | 2010<br>27<br>7<br>14<br>0<br>4<br>52  | 2011<br>43<br>3<br>3<br>0<br>1<br><b>50</b>  | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52   | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52  | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b>   | 2010<br>44<br>2<br>4<br>0<br>0<br>50  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8   | Baltic<br>Q1<br>2011<br>34<br>10<br>2<br>0<br>0<br>46<br>-8  | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8  | 2010<br>2010<br>35<br>17<br>2<br>0<br>0<br>54<br>-7   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br><b>45</b><br>-7  | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b><br>-13   | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12   | 2010<br>30<br>6<br>14<br>0<br>0<br><b>50</b><br>-10  | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11  | 2011<br>43<br>3<br>3<br>0<br>1<br><b>50</b><br>-12   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br><b>52</b><br>-17  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>0<br><b>52</b><br>-11   | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15  | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b>  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13  | Baltic   Q1     2011   34     10   2     0   0     46   -8     -12   -12   | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>0<br>1<br>47<br>-8<br>-15   | 2010<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br><b>45</b><br>-7<br>-13   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17   | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br><b>53</b><br>-13<br>-17  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23  | 2010<br>30<br>6<br>14<br>0<br>0<br><b>50</b><br>-10<br>-14   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14   | 2011<br>43<br>3<br>0<br>1<br><b>50</b><br>-12<br>-11   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br><b>52</b><br>-17<br>-9  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>0<br><b>52</b><br>-11<br>-12  | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8  | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br>-21   | Baltic   Q1     2011   34     10   2     0   0     46   -8     -12   -20   | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23  | 2010<br>2010<br>35<br>17<br>2<br>0<br>0<br>54<br>-7<br>-10<br>-17   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br><b>45</b><br>-7<br>-13<br><b>-20</b>   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br>-35   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25  | 2011<br>43<br>3<br>3<br>0<br>1<br><b>50</b><br>-12<br>-11<br><b>-23</b>  | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br>52<br>-17<br>-9<br>-26  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>0<br><b>52</b><br>-11<br>-12<br>-23   | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8<br><b>-23</b>  | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b>  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br>-21<br>27   | Baltic   Q1     2011   34     10   2     0   0     46   -8     -12   -20     26   -6   | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24  | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br>45<br>-7<br>-13<br>-20<br>25   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br>-35<br>21   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br>27  | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>0<br><b>52</b><br>-11<br>-12  | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28  | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b>  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br>-21   | Baltic   Q1     2011   34     10   2     0   0     46   -8     -12   -20   | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23  | 2010<br>2010<br>35<br>17<br>2<br>0<br>0<br>54<br>-7<br>-10<br>-17   | Q2<br>2010<br>33<br>10<br>1<br>0<br>1<br><b>45</b><br>-7<br>-13<br><b>-20</b>   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br>-35   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25  | 2011<br>43<br>3<br>3<br>0<br>1<br><b>50</b><br>-12<br>-11<br><b>-23</b>  | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br>52<br>-17<br>-9<br>-26  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29   | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8<br><b>-23</b>  | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br>-21<br>27<br>-1<br>26   | Baltic   Q1     2011   34     10   2     0   0     46   -8     -12   -20     26   5  | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5  | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br>21<br>-2<br>19  | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2   | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0  | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>0<br><b>52</b><br>-17<br>-9<br><b>-26</b><br><b>26</b><br>0  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30  | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31   | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b>  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br>-21<br>27<br>-1<br>26<br>44   | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43  | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49  | es<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31   | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br>21<br>-2<br><b>19</b><br>63   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2<br><b>25</b><br>48                              | 2011<br>43<br>3<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44  | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8<br><b>-23</b><br>28<br>3<br><b>31</b><br>45                              | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21<br>46  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br>27<br>-1<br><b>26</b><br>44<br>12   | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10   | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49<br>13  | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31<br>10  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44   | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24  | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21  | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16  | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2<br><b>25</b><br>48<br>26                        | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20  | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19  | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22  | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16   | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21<br>46<br>40  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br>27<br>-1<br><b>26</b><br>44<br>12<br>500  | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522   | <b>countrie</b><br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49<br>13<br>427  | es<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31   | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44   | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b><br>-13<br>-17<br><b>-30</b><br><b>28</b><br>-1<br><b>27</b><br>52<br>24<br>290                   | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298   | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2<br><b>25</b><br>48                              | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356   | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345   | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8<br><b>-23</b><br>28<br>3<br>31<br>45                                     | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21<br>46  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737                                      | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670   | countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49<br>13<br>427<br>7,386  | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br><b>54</b><br>-7<br>-10<br><b>-17</b><br><b>37</b><br>-17<br><b>20</b><br>31<br>10<br>654          | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393                                      | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b><br>-13<br>-17<br><b>-30</b><br><b>28</b><br>-1<br><b>27</b><br>52<br>24<br>290<br>5,915          | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485                                      | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393                                      | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242                                      | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2<br><b>25</b><br>48<br>26<br>273                 | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540                                      | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789                                      | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739                                      | 2010<br>45<br>3<br>2<br>0<br>1<br><b>51</b><br>-15<br>-8<br><b>-23</b><br>28<br>3<br><b>31</b><br>45<br>16<br>419                 | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21<br>46<br>40<br>198   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br>27<br>-1<br><b>26</b><br>44<br>12<br>500  | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522   | <b>countrie</b><br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49<br>13<br>427  | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31<br>10  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44   | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b><br>-13<br>-17<br><b>-30</b><br><b>28</b><br>-1<br><b>27</b><br>52<br>24<br>290                   | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298   | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322   | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28   | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br>-25<br><b>27</b><br>-2<br><b>25</b><br>48<br>26                        | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347   | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356   | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345   | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16   | 2010<br>44<br>2<br>4<br>0<br>0<br>50<br>-15<br>-8<br>-23<br>27<br>-6<br>21<br>46<br>40<br>198   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b>  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195                             | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201                                 | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>13<br>427<br>7,386<br>1,167   | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br><b>54</b><br>-7<br>-10<br><b>-17</b><br><b>37</b><br>-17<br><b>20</b><br>31<br>10<br>654<br>1,151 | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144                             | 2011<br>36<br>8<br>12<br>0<br>2<br><b>58</b><br>-13<br>-17<br><b>-30</b><br><b>28</b><br>-1<br><b>27</b><br>52<br>24<br>290<br>5,915<br>1,998 | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982                             | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936                             | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781                             | 2010<br>27<br>7<br>14<br>0<br>4<br><b>52</b><br>-11<br>-14<br><b>-55</b><br><b>27</b><br>-2<br><b>25</b><br>48<br>26<br>273<br>1,656 | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695                             | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704                             | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710                             | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679                             | 2010<br>44<br>2<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>-15<br>-8<br><b>-8</b><br>-23<br>27<br>-6<br>21<br>46<br>40<br>198                                    |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending   | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2                      | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9                         | <b>countrie</b><br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br><b>47</b><br>-8<br>-15<br><b>-23</b><br>24<br>-5<br><b>19</b><br>13<br>427<br>7,386<br>1,167<br>4,9                      | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31<br>10<br>654<br>1,151<br>4.9                      | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8                      | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1                      | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0                      | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9                      | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9                      | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8                      | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1                      | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2                      | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4                      | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1                      | 2010<br>444<br>2<br>4<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending<br>Household lending  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2<br>2.9               | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9     2.9                 | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>13<br>427<br>7,386<br>1,167<br>4,9<br>2,9   | g3 Q3   2010 35   17 2   0 0   54 -7   -10 -17   37 -17   20 31   10 654   1,151 4.9   2.8 2.8  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8<br>2.8               | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1<br>3.8               | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0<br>3.4               | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9<br>3.3               | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9<br>3.0               | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8<br>2.8               | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1<br>0.3               | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2<br>0.3               | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4<br>0.3               | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1<br>0.3               | 2010<br>44<br>2<br>4<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>-15<br>-8<br><b>-8</b><br>-23<br>27<br>-6<br>21<br>46<br>40<br>198<br>1,648<br>3.8<br>0.3        |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending<br>Household lending<br>Corporate deposits  | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2<br>2.9<br>1.3        | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9     2.9     1.2         | <b>countrie</b><br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br><b>47</b><br>-8<br>-15<br><b>-23</b><br><b>24</b><br>-5<br><b>19</b><br>13<br>427<br>7,386<br>1,167<br>4,9<br>2,9<br>1,3 | Q3   2010   35   17   2   0   0   54   -7   -10   -17   37   -17   20   31   10   654   1,151   4.9   2.8   1.2                                 | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8<br>2.8<br>1.1        | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1<br>3.8<br>1.3        | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0<br>3.4<br>1.2        | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9<br>3.3<br>1.4        | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9<br>3.0<br>1.2        | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8<br>2.8<br>1,1        | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1<br>0.3<br>1.6        | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2<br>0.3<br>0.9        | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4<br>0.3<br>0.8        | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1<br>0.3<br>0.7        | 2010<br>444<br>2<br>4<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50   |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending<br>Household lending<br>Corporate deposits<br>Household deposits                      | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2<br>2.9               | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9     2.9                 | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>13<br>427<br>7,386<br>1,167<br>4,9<br>2,9   | g3 Q3   2010 35   17 2   0 0   54 -7   -10 -17   37 -17   20 31   10 654   1,151 4.9   2.8 2.8  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8<br>2.8               | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1<br>3.8               | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0<br>3.4               | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9<br>3.3               | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9<br>3.0               | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8<br>2.8               | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1<br>0.3               | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2<br>0.3               | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4<br>0.3               | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1<br>0.3               | 2010<br>44<br>2<br>4<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending<br>Household lending<br>Corporate deposits<br>Household deposits<br><b>Margins, %</b> | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2<br>2.9<br>1.3<br>0.6 | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9     2.9     1.2     0.6 | Countrie<br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br>47<br>-8<br>-15<br>-23<br>24<br>-5<br>19<br>49<br>13<br>427<br>7,386<br>1,167<br>4,9<br>2,9<br>1,3<br>0,6                       | s<br>Q3<br>2010<br>35<br>17<br>2<br>0<br>0<br>54<br>-7<br>-10<br>-17<br>37<br>-17<br>20<br>31<br>10<br>654<br>1,151<br>4.9<br>2.8<br>1.2<br>0.6 | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8<br>2.8<br>1.1<br>0.6 | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1<br>3.8<br>1.3<br>1.0 | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0<br>3.4<br>1.2<br>1.0 | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9<br>3.3<br>1.4<br>1.0 | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9<br>3.0<br>1.2<br>0.9 | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8<br>2.8<br>1.1<br>0.9 | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1<br>0.3<br>1.6<br>0.1 | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2<br>0.3<br>0.9<br>0.1 | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4<br>0.3<br>0.8<br>0.1 | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1<br>0.3<br>0.7<br>0.1 | 2010<br>444<br>2<br>4<br>4<br>0<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50<br>0<br>50<br>50<br>50<br>50<br>50  |
| EURm<br>Net interest income<br>Net fee and commission inc.<br>Net result from items at fair value<br>Equity method<br>Other operating income<br><b>Total income incl. alloc.</b><br>Staff costs<br>Other expenses incl. depr.<br><b>Expenses incl. allocations</b><br><b>Profit before loan losses</b><br>Net loan losses<br><b>Operating profit</b><br>Cost/income ratio, %<br>RAROCAR, %<br>Economic capital (EC)<br>Risk-weighted assets (RWA)<br>Number of employees (FTEs)<br><b>Volumes, EURbn</b><br>Corporate lending<br>Household lending<br>Corporate deposits<br>Household deposits                      | Q2<br>2011<br>37<br>8<br>-1<br>0<br>4<br><b>48</b><br>-8<br>-13<br><b>-21</b><br><b>27</b><br>-1<br><b>26</b><br>44<br>12<br>500<br>6,737<br>1,195<br>5.2<br>2.9<br>1.3        | Baltic     Q1     2011     34     10     2     0     0     46     -8     -12     -20     26     5     31     43     10     522     6,670     1,201     4.9     2.9     1.2         | <b>countrie</b><br>Q4<br>2010<br>36<br>9<br>1<br>0<br>1<br><b>47</b><br>-8<br>-15<br><b>-23</b><br><b>24</b><br>-5<br><b>19</b><br>13<br>427<br>7,386<br>1,167<br>4,9<br>2,9<br>1,3 | g3 Q3   2010 35   17 2   0 0   54 -7   -10 -17   37 -17   20 31   10 654   1,151 4.9   2.8 1.2  | Q2<br>2010<br>33<br>10<br>1<br>45<br>-7<br>-13<br>-20<br>25<br>-22<br>3<br>44<br>10<br>393<br>1,144<br>4.8<br>2.8<br>1.1        | 2011<br>36<br>8<br>12<br>0<br>2<br>58<br>-13<br>-17<br>-30<br>28<br>-1<br>27<br>52<br>24<br>290<br>5,915<br>1,998<br>2.1<br>3.8<br>1.3        | Q1<br>2011<br>34<br>8<br>11<br>0<br>0<br>53<br>-13<br>-17<br>-30<br>23<br>-3<br>20<br>57<br>21<br>298<br>5,485<br>1,982<br>2.0<br>3.4<br>1.2        | Q4<br>2010<br>32<br>9<br>14<br>0<br>1<br><b>56</b><br>-12<br>-23<br><b>-35</b><br><b>21</b><br>-2<br><b>19</b><br>63<br>16<br>322<br>5,393<br>1,936<br>1.9<br>3.3<br>1.4        | 2010<br>30<br>6<br>14<br>0<br>0<br>50<br>-10<br>-14<br>-24<br>26<br>-1<br>25<br>48<br>28<br>242<br>1,781<br>1.9<br>3.0<br>1.2        | 2010<br>27<br>7<br>14<br>0<br>4<br>52<br>-11<br>-14<br>-25<br>27<br>-2<br>25<br>48<br>26<br>273<br>1,656<br>1.8<br>2.8<br>1,1        | 2011<br>43<br>3<br>0<br>1<br>50<br>-12<br>-11<br>-23<br>27<br>0<br>27<br>46<br>20<br>347<br>5,540<br>1,695<br>4.1<br>0.3<br>1.6        | Q1<br>2011<br>46<br>4<br>2<br>0<br>0<br>52<br>-17<br>-9<br>-26<br>26<br>0<br>26<br>50<br>19<br>356<br>5,789<br>1,704<br>4.2<br>0.3<br>0.9        | Q4<br>2010<br>43<br>4<br>5<br>0<br>0<br>52<br>-11<br>-12<br>-23<br>29<br>1<br>30<br>44<br>22<br>345<br>5,739<br>1,710<br>4.4<br>0.3<br>0.8        | 2010<br>45<br>3<br>2<br>0<br>1<br>51<br>-15<br>-8<br>-23<br>28<br>3<br>31<br>45<br>16<br>419<br>1,679<br>4.1<br>0.3<br>0.7        | 2010<br>44<br>2<br>4<br>4<br>0<br>0<br>0<br>50<br>0<br>50<br>-15<br>-8<br><b>-8</b><br>-23<br>27<br>-6<br>21<br>46<br>40<br>198<br>1,648<br>3.8<br>0.3<br>0.7 |

### Shipping, Offshore & Oil Services

#### **Business development**

The development in freight rates in the second quarter of 2011 points to a continued soft market balance in major shipping segments, mainly driven by recent substantial fleet growth. The current overcapacity combined with high remaining order books for new vessels is the main factor behind a modest near-term outlook for the dry bulk and crude tanker segments.

While continued firm economic growth in Asia underpin the demand for dry bulk and container shipping, current macroeconomic risks point to fairly modest general demand growth in major industrialised countries.

Exploration and production spending is estimated to increase in 2011 compared to 2010, and should positively impact the demand for oil services. We already note a stronger demand for oil services globally, apart from certain countries in the Middle East following the recent civil unrest. Due to the strong demand for oil and gas coupled with the depletion of existing reserves, we still believe that the long-term fundamentals for the oil services industry will remain strong. Nordea's business volume on syndicated loans within Shipping, Offshore & Oil Services continued to be strong during the quarter. Transactions are still executed on conservative terms.

Nordea's exposure to the shipping, offshore and oil services industries is well diversified. However, proactive risk management and follow-up on the existing portfolio will continue to remain high on the agenda.

#### Result

Total income was EUR 109m, up 8% from the previous quarter and up 11% compared to the second quarter of 2010. The increase was mainly driven by an increase in net fee and commission income. Several new transactions were closed during the quarter and net commission income increased by 63% compared to the previous quarter and 62% compared to the second quarter last year.

Net loan losses were EUR 24m, a loan loss ratio of 71 basis points (41 basis points in the first quarter). Operating profit was EUR 69m, which was down 3% both from the previous quarter and compared to the second quarter of 2010.

|                                     | Q2     | Q1     | Q4     | Q3    | Q2    | Ch. Q211 | Q211 |
|-------------------------------------|--------|--------|--------|-------|-------|----------|------|
| EURm                                | 2011   | 2011   | 2010   | 2010  | 2010  | Q111     | Q210 |
| Net interest income                 | 77     | 78     | 78     | 82    | 74    | -1%      | 4%   |
| Net fee and commission income       | 26     | 16     | 13     | 20    | 16    | 63%      | 63%  |
| Net result from items at fair value | 6      | 7      | 14     | 6     | 8     | -14%     | -25% |
| Equity method                       | 0      | 0      | 0      | 0     | 0     |          |      |
| Other operating income              | 0      | 0      | 0      | 0     | 0     |          |      |
| Total income incl. allocations      | 109    | 101    | 105    | 108   | 98    | 8%       | 11%  |
| Staff costs                         | -6     | -6     | -5     | -6    | -6    | 0%       | 0%   |
| Other expenses incl. depr.          | -10    | -10    | -10    | -9    | -9    | 0%       | 11%  |
| Expenses incl. allocations          | -16    | -16    | -15    | -15   | -15   | 0%       | 7%   |
| Profit before loan losses           | 93     | 85     | 90     | 93    | 83    | 9%       | 12%  |
| Net loan losses                     | -24    | -14    | -4     | -10   | -12   | 71%      | 100% |
| Operating profit                    | 69     | 71     | 86     | 83    | 71    | -3%      | -3%  |
| Cost/income ratio, %                | 15     | 16     | 14     | 14    | 15    |          |      |
| RAROCAR, %                          | 29     | 23     | 22     | 25    | 19    |          |      |
| Economic capital (EC)               | 873    | 987    | 1,067  | 1,072 | 1,076 |          |      |
| Risk-wighted assets (RWA)           | 11,832 | 12,462 | 12,799 |       |       |          |      |
| Lending, EURbn                      | 12.8   | 13.2   | 13.6   | 13.9  | 14.5  | -3%      | -12% |
| Deposits, EURbn                     | 4.6    | 4.8    | 5.0    | 5.3   | 5.2   | -4%      | -12% |
| Number of employees (FTEs)          | 106    | 103    | 102    | 104   | 103   |          |      |
| Margins, %:                         |        |        |        |       |       |          |      |
| Corporate lending                   | 1.82   | 1.65   | 1.61   | 1.56  | 1.57  |          |      |
| Corporate deposits                  | 0.09   | 0.15   | 0.16   | 0.15  | 0.13  |          |      |

### **Financial Institutions**

#### **Business development**

Business volumes increased in the second quarter, particularly in the fixed income market, as decreases in interest rates presented opportunities for customers to reposition their portfolios. There was also significant investor interest in alternative investments such as infrastructure, real estate and energy investments as well as related financing transactions in view of relatively low returns in fixed income and equity markets.

In Europe, the situation deteriorated with intensified speculation regarding the restructuring of Greek debt and doubts about the financial situation in other PIIGS countries.

The quarter saw intensified competition from local as well as international players, with subsequent pressure on margins and pricing. Nordea has successfully defended its position during the period. The regulatory debate continues with renewed demands on banks to increase capital.

#### Result

Income increased 18% compared to the previous quarter and operating profit increased by 33% compared to the previous quarter on the back of strong performance across all product areas. The business mix remains relatively stable, with capital markets related products continuing to be the driving force for the financial development.

Active cost management has resulted in an improvement of the cost-income ratio by 7 %-points. Total expenses increased by 2% compared to the previous quarter, mainly due to higher staff costs.

|                                     | Q2    | Q1    | Q4    | Q3   | Q2   | Ch.Q211/ | Q211 |
|-------------------------------------|-------|-------|-------|------|------|----------|------|
| EURm                                | 2011  | 2011  | 2010  | 2010 | 2010 | Q111     | Q210 |
| Net interest income                 | 17    | 14    | 17    | 16   | 16   | 21%      | 6%   |
| Net fee and commission income       | 48    | 41    | 46    | 37   | 42   | 17%      | 14%  |
| Net result from items at fair value | 49    | 40    | 39    | 42   | 46   | 23%      | 7%   |
| Equity method                       | 0     | 0     | 0     | 0    | 0    |          |      |
| Other operating income              | 0     | 2     | 0     | 27   | 0    |          |      |
| Total income incl. allocations      | 114   | 97    | 102   | 122  | 104  | 18%      | 10%  |
| Staff costs                         | -10   | -9    | -9    | -9   | -8   | 11%      | 25%  |
| Other expenses incl. depr.          | -40   | -40   | -40   | -38  | -39  | 0%       | 3%   |
| Expenses incl. allocations          | -50   | -49   | -49   | -47  | -47  | 2%       | 6%   |
| Profit before loan losses           | 64    | 48    | 53    | 75   | 57   | 33%      | 12%  |
| Net loan losses                     | 0     | 0     | 0     | 5    | -3   |          |      |
| Operating profit                    | 64    | 48    | 53    | 80   | 54   | 33%      | 19%  |
| Cost/income ratio, %                | 44    | 51    | 48    | 39   | 45   |          |      |
| RAROCAR, %                          | 25    | 28    | 37    | 40   | 34   |          |      |
| Economic capital (EC)               | 737   | 489   | 441   | 530  | 318  |          |      |
| Risk-weighted assets (RWA)          | 8,426 | 8,647 | 9,356 |      |      |          |      |
| Lending, EURbn                      | 3.9   | 3.8   | 3.4   | 3.5  | 3.9  | 3%       | 0%   |
| Deposits, EURbn                     | 14.9  | 12.0  | 11.7  | 8.9  | 9.3  | 24%      | 60%  |
| Number of employees (FTEs)          | 378   | 382   | 381   | 383  | 387  |          |      |
| Margins, %:                         |       |       |       |      |      |          |      |
| Corporate lending                   | 0.63  | 0.59  | 0.82  | 0.77 | 0.90 |          |      |
| Corporate deposits                  | 0.13  | 0.14  | 0.17  | 0.20 | 0.15 |          |      |

#### Other customer operations

The customer operations, which are not included in Nordic Banking or the other customer areas, are included under Other customer operations, as well as results not allocated to any of the main customer areas.

#### **International Private Banking & Funds**

International Private Banking's net outflow was EUR 0.3bn and together with market depreciation, AuM decreased by EUR 0.5bn to EUR 9.7bn during the second quarter of 2011.

Global Fund Distribution net inflow was EUR 0.1bn and AuM remained unchanged at EUR 6.1bn.

The combined result for International Private Banking & Funds was EUR 20m, down 5% compared to the previous quarter, but up 33% compared to the same period last year.

The income and financial results for International Private Banking & Funds are part of the product division result for Asset Management.

#### Life customer operations

The customer operation Life includes the Life Insurance operations outside Nordea Bank's branch distribution network, including sales to Nordic customers through Life & Pensions' own sales force, brokers and tied agents, and the Polish life business, and is included in the product result for Life & Pensions, see page 24.

Life & Pensions' customer operations generated income of EUR 76m and operating profit of EUR 20m in the second quarter of 2011, which was 25% above the previous quarter.

#### **Capital Markets unallocated**

Capital Markets unallocated mainly includes the part of the result in Capital Markets Products (see page 23), which is not allocated to Nordic Banking or other customer areas. Net result from items at fair value decreased to EUR 58m and total income decreased to EUR 31m, due to the challenging risk management conditions in June following high volatility and market discontinuities.

|                                     | Intern | ational | Private | Banki | ng & | Life |      |      |      |      | Capital Markets unallocated |       |       |      |      |
|-------------------------------------|--------|---------|---------|-------|------|------|------|------|------|------|-----------------------------|-------|-------|------|------|
|                                     |        | ]       | Funds   |       |      |      |      |      |      |      |                             |       |       |      |      |
|                                     | Q2     | Q1      | Q4      | Q3    | Q2   | Q2   | Q1   | Q4   | Q3   | Q2   | Q2                          | Q1    | Q4    | Q3   | Q2   |
| EURm                                | 2011   | 2011    | 2010    | 2010  | 2010 | 2011 | 2011 | 2010 | 2010 | 2010 | 2011                        | 2011  | 2010  | 2010 | 2010 |
| Net interest income                 | 9      | 10      | 9       | 8     | 8    | 0    | 0    | 0    | 0    | 0    | 2                           | 2     | -7    | -17  | 6    |
| Net fee and commission inc.         | 28     | 27      | 25      | 19    | 23   | 27   | 8    | 8    | 24   | 4    | -29                         | -22   | -22   | -31  | -28  |
| Net result from items at fair value | 6      | 7       | 8       | 5     | 6    | 52   | 62   | 101  | 86   | 88   | 58                          | 191   | 116   | 137  | 60   |
| Equity method                       | 0      | 0       | 0       | 0     | 0    | 0    | 0    | 0    | 0    | 0    | 0                           | 0     | 0     | 0    | 0    |
| Other income                        | 0      | 0       | 0       | 0     | 0    | -3   | 0    | 4    | 4    | 4    | 0                           | 0     | 2     | 0    | 0    |
| Total income incl. allocations      | 43     | 44      | 42      | 32    | 37   | 76   | 70   | 113  | 114  | 96   | 31                          | 171   | 89    | 89   | 38   |
| Staff costs                         | -14    | -14     | -14     | -13   | -13  | -30  | -33  | -33  | -34  | -32  | -102                        | -98   | -90   | -88  | -88  |
| Other expenses incl. depr.          | -9     | -9      | -9      | -8    | -9   | -26  | -21  | -24  | -21  | -24  | 39                          | 39    | 17    | 30   | 32   |
| Expenses incl. allocations          | -23    | -23     | -23     | -21   | -22  | -56  | -54  | -57  | -55  | -56  | -63                         | -59   | -73   | -58  | -56  |
| Net loan losses                     | 0      | 0       | 0       | 0     | 0    | 0    | 0    | 0    | 0    | 0    | 0                           | 0     | 0     | 0    | 0    |
| Operating profit                    | 20     | 21      | 19      | 11    | 15   | 20   | 16   | 56   | 59   | 40   | -32                         | 112   | 16    | 31   | -18  |
| Economic capital (EC)               | 165    | 158     | 168     | 144   | 153  | 566  | 532  | 521  | 628  | 591  | 558                         | 523   | 599   | 646  | 690  |
| Risk-weighted assets (RWA)          | 1,746  | 1,756   | 1,899   |       |      | 1    | 0    | 8    |      |      | 5,337                       | 4,850 | 5,611 |      |      |
| Lending, EURbn                      | 1.5    | 1.6     | 1.8     | 1.5   | 1.6  | 2.5  | 2.4  | 2.2  | 2.4  | 2.2  | 33.1                        | 32.4  | 13.6  | 23.7 | 17.4 |
| Deposits, EURbn                     | 2.8    | 2.7     | 2.7     | 2.7   | 2.7  | 3.9  | 3.5  | 4.0  | 3.7  | 4.3  | 24.6                        | 20.9  | 5.7   | 10.2 | 8.7  |

## **Group functions**

Together with the results in the customer areas and in Other customer operations, the results of the Group functions add up to the reported result in the Group. The main income in Group Corporate Centre originates from Group Treasury (Group Asset & Liability Management, Group Funding and Group Investments & Execution).

### **Group Corporate Centre**

#### **Business development**

Financial market developments in the second quarter continued to be influenced by central banks, elevated oil prices and the disaster in Japan which impacted global economic data to some extent. The European Central Bank hiked interest rates in April and indicated another 25 basis points rate hike in July. Economic data for the Nordic area and the largest economies in Europe remains relatively strong. Meanwhile, uncertainty regarding the debt situation in southern European countries, in particular Greece, persists and this could lead to renewed volatility in financial markets. In June, this also affected risky assets negatively, spreads widened and market interest rates in core markets, including the Nordic area, fell.

The interest rate development is in line with expectations and Group Treasury has adjusted its interest rate risk profile accordingly. The funding costs are still negatively impacting the Group Corporate Centre results.

# Nordea's funding, liquidity and market risk management

The average cost for long-term funding has been largely unchanged in the second quarter.

The portion of long-term funding of total funding was at the end of the second quarter approx. 67%.

Refinancing risk is managed by a measure of economic

funding gap and matching between behavioural duration of assets and liabilities. For short-term liquidity risks, Nordea uses a measure close to the liquidity coverage ratio (LCR). The liquidity buffer is composed of highly liquid central-bank-eligible securities with characteristics similar to Basel III liquid assets and amounted to EUR 58bn at the end of the second quarter (EUR 56bn at the end of the first quarter).

Nordea has continued its activity in the short-term markets in a normal fashion. We have seen an inflow of new investors and good demand for longer duration.

Nordea issued approx. EUR 10bn of long-term funding in the second quarter, of which approx. EUR 7bn represented issuance of Swedish, Norwegian and Finnish covered bonds. Among larger transactions were, in May, Nordea Bank Finland's issue of its third benchmark transaction in the form of a EUR 2bn 3-year covered bond. Also in May, Nordea Bank AB (publ) issued a USD 1.25bn subordinated 10-year lower tier 2 transaction in the US 144a market.

The average price risk on Group Treasury's interest-rate positions, calculated as VaR, was EUR 89m in the second quarter. The risk related to equities, calculated as VaR, was EUR 12m and the risk related to credit spreads (VaR) was EUR 14m. Interest rate risk and credit spread risk decreased, while equity risk increased slightly compared to the first quarter.

#### Result

Total operating income was EUR -17m in the second quarter. Net interest income was EUR -18m in the second quarter compared to EUR 30m in the previous quarter, mainly due to reduced interest rate risk in Group Treasury, increased funding cost due to increased volume of longterm debt and lower net return after funding cost on the liquidity buffer. Net result on items at fair value was EUR 3m compared to the very strong EUR 67m in the first quarter. Operating profit was EUR -69m.

|                                     | Group Co | orporate | Centre |      |      | Group functions and Eliminations |       |       |      |       |  |
|-------------------------------------|----------|----------|--------|------|------|----------------------------------|-------|-------|------|-------|--|
| EURm                                | Q211     | Q111     | Q410   | Q310 | Q210 | Q211                             | Q111  | Q410  | Q310 | Q210  |  |
| Net interest income                 | -18      | 30       | 81     | 103  | 90   | 43                               | 54    | 69    | 44   | 30    |  |
| Net fee and commission income       | -3       | -3       | -1     | -3   | -2   | -34                              | -19   | -19   | -18  | -28   |  |
| Net result from items at fair value | 3        | 67       | 11     | 10   | -98  | -9                               | -11   | -37   | -33  | 35    |  |
| Other income                        | 1        | 1        | 1      | -1   | 0    | 26                               | 27    | 8     | 43   | 4     |  |
| Total operating income              | -17      | 95       | 92     | 109  | -10  | 26                               | 51    | 21    | 36   | 41    |  |
| Staff costs                         | -13      | -19      | -12    | -20  | -13  | -220                             | -235  | -174  | -210 | -201  |  |
| Total operating expenses            | -52      | -52      | -55    | -67  | -41  | -26                              | -20   | 8     | 13   | -16   |  |
| Net loan losses                     | 0        | 0        | 0      | 0    | 0    | -2                               | 1     | -1    | 0    | 1     |  |
| Operating profit                    | -69      | 43       | 37     | 42   | -51  | -2                               | 32    | 28    | 49   | 26    |  |
| Number of employees (FTEs)          | 441      | 442      | 433    | 427  | 440  |                                  |       |       |      |       |  |
| Economic capital (EC)               | 780      | 862      | 761    | 706  | 577  | 551                              | 618   | 595   | 425  | 1,157 |  |
| Risk-weighted assets (RWA)          | 4,499    | 5,156    | 5,163  |      |      | 7,849                            | 7,370 | 5,514 |      |       |  |

## **Customer segments**

#### Corporate customer segments and financial institutions, key figures

|                               | Corporate<br>Merchant Banking |                         | corpo | Large<br>rate custor | mers        | corpo | Other<br>orate custor | mers         | Nordic corporate customer |       | mers                       |       |
|-------------------------------|-------------------------------|-------------------------|-------|----------------------|-------------|-------|-----------------------|--------------|---------------------------|-------|----------------------------|-------|
|                               | Q2 11                         | Q1 11                   | Q2 10 | Q2 11                | Q1 11       | Q2 10 | Q2 11                 | Q1 11        | Q2 10                     | Q2 11 | Q1 11                      | Q2 10 |
| Number of customer '000 (EOP) | 9                             | 8                       | 9     | 27                   | 26          | 26    |                       |              |                           |       |                            |       |
| Income, EURm                  | 353                           | 339                     | 325   | 334                  | 313         | 318   | 236                   | 231          | 213                       | 923   | 883                        | 856   |
| Volumes, EURbn                |                               |                         |       |                      |             |       |                       |              |                           |       |                            |       |
| Lending                       | 37.3                          | 35.9                    | 37.7  | 55.6                 | 55.4        | 52.7  | 25.9                  | 26.3         | 25.1                      | 118.8 | 117.6                      | 115.5 |
| Deposits                      | 17.3                          | 18.5                    | 18.3  | 19.5                 | 19.3        | 17.8  | 21.3                  | 21.3         | 19.4                      | 58.1  | 59.1                       | 55.5  |
| Margins, pct p.a.             |                               |                         |       |                      |             |       |                       |              |                           |       |                            |       |
| Lending                       | 1.36%                         | 1.38%                   | 1.35% | 1.24%                | 1.24%       | 1.23% | 1.58%                 | 1.57%        | 1.55%                     | 1.34% | 1.35%                      | 1.32% |
| Deposits                      | 0.15%                         | 0.13%                   | 0.11% | 0.43%                | 0.42%       | 0.36% | 0.83%                 | 0.71%        | 0.42%                     | 0.49% | 0.44%                      | 0.29% |
|                               |                               | uropean M<br>rate custo |       | Shipp                | oing custor | mers  | Finan                 | cial Institu | tions                     | -     | ate and Fir<br>itutions To |       |
|                               | Q2 11                         | Q1 11                   | Q2 10 | Q2 11                | Q1 11       | Q2 10 | Q2 11                 | Q1 11        | Q2 10                     | Q2 11 | Q1 11                      | Q2 10 |
| Number of customer '000 (EOP) | 104                           | 101                     | 94    | 2                    | 2           | 2     | 2                     | 2            | 1                         |       |                            |       |
| Income, EURm                  | 83                            | 82                      | 82    | 109                  | 101         | 98    | 114                   | 97           | 104                       | 1,229 | 1,163                      | 1,140 |
| Volumes, EURbn                |                               |                         |       |                      |             |       |                       |              |                           |       |                            |       |
| Lending                       | 11.4                          | 11.1                    | 10.4  | 12.8                 | 13.2        | 14.5  | 3.9                   | 3.8          | 3.9                       | 146.9 | 145.7                      | 144.3 |
| Deposits                      | 4.2                           | 3.3                     | 2.8   | 4.6                  | 4.8         | 5.2   | 14.9                  | 12.0         | 9.3                       | 81.8  | 79.2                       | 72.8  |
| Margins, pct p.a.             |                               |                         |       |                      |             |       |                       |              |                           |       |                            |       |
| Lending                       | 1.95%                         | 1.91%                   | 2.09% | 1.82%                | 1.65%       | 1.57% | 0.63%                 | 0.59%        | 0.90%                     | 1.41% | 1.40%                      | 1.39% |
| Deposits                      | 0.80%                         | 0.74%                   | 0.71% | 0.09%                | 0.15%       | 0.13% | 0.13%                 | 0.14%        | 0.15%                     | 0.42% | 0.38%                      | 0.28% |

#### Household customer segments, key figures

|                               |               | Nordic                              |             |             | Gold        |         |       | Other<br>household |       |       | Nordic<br>household             |       |
|-------------------------------|---------------|-------------------------------------|-------------|-------------|-------------|---------|-------|--------------------|-------|-------|---------------------------------|-------|
|                               | Priv<br>Q2 11 | ate Banki<br>Q1 11                  | ng<br>Q2 10 | Q2 11       | Q1 11       | Q2 10   | Q2 11 | Q1 11              | Q2 10 | Q2 11 | Q1 11                           | Q2 10 |
| Number of customer '000 (EOP) | 95            | 94                                  | 91          | 2,849       | 2,817       | 2,700   | Q2 11 | QIII               | Q2 10 | Q2 11 | QIII                            | Q2 10 |
| Income, EURm                  | 125           | 123                                 | 121         | 547         | 530         | 461     | 180   | 175                | 161   | 852   | 828                             | 743   |
| Volumes, EURbn                |               |                                     |             |             |             |         |       |                    |       |       |                                 |       |
| Lending                       | 6.3           | 6.8                                 | 6.3         | 123.9       | 121.7       | 112.3   | 9.1   | 9.2                | 9.8   | 139.3 | 137.7                           | 128.4 |
| Deposits                      | 9.2           | 8.5                                 | 8.4         | 51.8        | 50.3        | 47.2    | 16.1  | 16.2               | 16.5  | 77.2  | 75.0                            | 72.1  |
| Assets under Management       | 56.4          | 56.6                                | 48.1        |             |             |         |       |                    |       |       |                                 |       |
| Margins, pct p.a.             |               |                                     |             |             |             |         |       |                    |       |       |                                 |       |
| Lending                       | 0.90%         | 0.88%                               | 0.89%       | 1.03%       | 1.05%       | 1.04%   | 3.32% | 3.38%              | 3.40% | 1.23% | 1.25%                           | 1.25% |
| Deposits                      | 0.38%         | 0.24%                               | 0.15%       | 0.51%       | 0.36%       | 0.13%   | 1.00% | 0.82%              | 0.42% | 0.63% | 0.48%                           | 0.22% |
|                               | h             | aropean M<br>nousehold<br>customers |             | Internation | nal Private | Banking |       |                    |       |       | Household<br>customers<br>Total |       |
|                               | Q2 11         | Q1 11                               | Q2 10       | Q2 11       | Q1 11       | Q2 10   | Q2 11 | Q1 11              | Q2 10 | Q2 11 | Q1 11                           | Q2 10 |
| Number of customer '000 (EOP) | 1,032         | 1,001                               | 925         | 12          | 12          | 12      |       |                    |       |       |                                 |       |
| Of which Gold+Private Banking | 137           | 130                                 | 108         |             |             |         |       |                    |       | 3,093 | 3,053                           | 2,910 |
| Income, EURm                  | 50            | 50                                  | 47          | 26          | 27          | 24      |       |                    |       | 928   | 905                             | 814   |
| Volumes, EURbn                |               |                                     |             |             |             |         |       |                    |       |       |                                 |       |
| Lending                       | 7.0           | 6.6                                 | 5.9         | 1.4         | 1.6         | 1.1     |       |                    |       | 147.7 | 145.9                           | 135.4 |
| Deposits                      | 1.8           | 1.7                                 | 1.6         | 1.9         | 1.9         | 1.7     |       |                    |       | 80.9  | 78.6                            | 75.4  |
| Assets under Management       |               |                                     |             | 9.7         | 10.2        | 9.2     |       |                    |       |       |                                 |       |
| Margins, pct p.a.             |               |                                     |             |             |             |         |       |                    |       |       |                                 |       |
| Lending                       | 1.78%         | 1.74%                               | 1.64%       | 0.46%       | 0.55%       | 0.87%   |       |                    |       | 1.25% | 1.27%                           | 1.26% |
| Deposits                      | 0.74%         | 0.63%                               | 0.55%       | 0.74%       | 0.76%       | 0.46%   |       |                    |       | 0.64% | 0.49%                           | 0.23% |

## **Product divisions**

### **Capital Markets Products**

The second quarter of 2011 saw fewer market shocks than the previous quarter. Though several of the events which affected the markets earlier this year persist, the markets have adjusted to these. Concerns about the sustainability of the economic recovery in the US and Europe, as well as inflationary pressure in China strongly impacted the market sentiments. Towards the end of the quarter, high volatility and market discontinuities led to challenging conditions for risk management. Nordea chose to remain active in the markets in order to service our customers during the unrest. Interest rate levels were significantly affected by the tightened monetary policy of the ECB and the ever present worries about the sovereign debt in Southern Europe. Nordic equity indices fell over the quarter despite a rebound towards the end of June.

Commercial flows were positively impacted by customer activity, particularly from the strong performance of Swedish exporters. This led to solid activity in the foreign exchange product area which also benefitted from increased activity within emerging market currencies.

Customer activity within the secondary equity area was somewhat subdued as investor risk appetite decreased over the quarter. Nordic primary equity markets continue on a low level of activity. Nordea Corporate Finance served as financial adviser to DuPont in their successful DKK 37bn acquisition of Danisco, to EQT in their SEK 21bn sale of Securitas Direct and to Unimerco Group in their DKK 1.4bn sale to Kyocera. In addition, Nordea closed a rights issue for Bavarian Nordic.

Interest rate hedging activity was solid during the quarter. However, the highly beneficial market conditions for risk management subsided, resulting in lower income for the fixed income product area.

Primary bond market activity was also solid, although most deals were on behalf of infrequent issuers. In addition to a large number of local-currency transactions, Nordea completed several important benchmark deals, eg Municipality Finance (USD 1.5bn), Länsförsäkringar Hypotek (EUR 1bn), Jyske Bank (EUR 500m) and Norske Skog (EUR 150m).

Nordic syndicated loan activity was strong with increasing loan volume and number of deals. Among the transactions executed were ISS (DKK 22bn), Telenor (EUR 2bn), Volvo (EUR 2bn), Meda (SEK 13bn), North Atlantic Drilling (USD 2bn) and Scania (EUR 1bn).

Several initiatives for increasing the operational efficiency and optimising the use of balance sheet and capital are well underway.

#### Result

The second quarter result was EUR 305m, 27% down from the very strong result in first quarter and 8% down compared to the same quarter of 2010. The challenging risk management conditions in June led to a reduction of income which could not be offset by the strong customer activity.

|   | Q2    | Q1    | Q4    | Q3    | Q2    |
|---|-------|-------|-------|-------|-------|
| EURm  | 2011  | 2011  | 2010  | 2010  | 2010  |
| Net interest income                         | 104   | 104   | 100   | 89    | 91    |
| Net fee and commission income               | 77    | 67    | 78    | 63    | 87    |
| Net result from items at fair value         | 291   | 407   | 332   | 321   | 302   |
| Other income                                | 0     | 0     | 2     | 0     | 0     |
| Total income                                | 472   | 578   | 512   | 473   | 480   |
| Staff costs                                 | -102  | -98   | -90   | -88   | -88   |
| Other expenses                              | -59   | -59   | -70   | -56   | -53   |
| Operating expenses                          | -161  | -157  | -160  | -144  | -141  |
| Distribution expenses                       | -6    | -5    | -5    | -6    | -6    |
| Net loan losses                             | 0     | 0     | 0     | 0     | 0     |
| Product result                              | 305   | 416   | 347   | 323   | 333   |
| Cost/income ratio, %                        | 34    | 27    | 31    | 30    | 29    |
| Number of employees (full-time equivalents) | 1,842 | 1,809 | 1,780 | 1,773 | 1,739 |

## Service unit

### International Units

Nordea is present in the major international financial markets, with full service corporate banks in Frankfurt, London, New York, Shanghai and Singapore, and with representative offices in Beijing and Sao Paulo. Nordea serves and supports its Nordic customers abroad and its customers in global industries. Group Treasury is present in New York, Shanghai and Singapore with funding operations. The strong performance was repeated for the first half 2011 with strong business development within all customer segments.

### Asset Management

#### **Business development**

In the second quarter, Nordea's Assets under Management (AuM) fell slightly for the first time in over two years, to EUR 191.1bn. The decrease was due to market depreciation, whereas strong net inflow continued with EUR 1.5bn.

78% of Nordea's investment composites outperformed their benchmarks in the first half of the year. Fixed income composites continued to yield positive relative returns and also the balanced products, especially the stable products, delivered very convincing performance. Among the equity products, most of the local and fundamental equities products delivered solid value added.

Nordic retail funds' net outflow was EUR 0.7bn in the second quarter. Outflow was mainly seen within money market funds, while balanced funds were the main category with net inflow. The weak fund flows are affected by customers moving assets to lower risk products, due to market volatility as well as increased competition from attractive deposit products.

The net inflow of EUR 1.8bn in institutional clients' assets in the second quarter resulted in the strongest semi-annual period ever reported in Nordea's institutional asset management, where institutional AuM increased to EUR 36.6bn. The strong net flow development was mainly driven by Danish and international customers, and Nordea continues to strengthen its position in the highly competitive international institutional asset management market. This development is very encouraging, as inflows continue into relatively high-margin products.

#### Result

Total income in the second quarter of 2011 was EUR 191m. This is a decrease of 3% compared to the previous quarter but an increase of 22% compared to the same period last year. The fall in income was mainly due to a decrease in transaction related income.

The product result in the second quarter was EUR 117m, down 5% compared to the previous quarter but up 27% compared to last year.

#### Life & Pensions Business development

Nordea Life & Pensions maintained the high level of sales reported in the preceding quarters. Gross written premiums were EUR 1,670m in the second quarter, 3% lower than in the first quarter, mainly due to seasonal effects, but 27% higher than the second quarter last year. For the first time ever, gross written premiums surpassed EUR 6bn for the past year.

Strong customer demand through the bank channel continued during the second quarter, with continued focus on unit-linked products. Sales via the Nordea bank channel accounted for 52% of total premiums, and unit-linked products accounted for 48% of total sales.

Nordea continued to strengthen its position as the leading Nordic life and pensions insurer and saw a slight increase in its Nordic market share ending at 11.1%, measured as 12 months gross written premiums. This positive development allowed Nordea Life & Pensions to reach its 2009 level - an all time high level.

Life & Pensions' AuM were EUR 44.7bn at the end of the second quarter, supported by a strong net inflow into the unit-linked based portfolio of EUR 0.6bn and a net inflow into the traditional portfolio of EUR 0.1bn. Financial buffers in the traditional portfolio declined EUR 9m during the second quarter of 2011, ending at EUR 1,933m, corresponding to 7.8% of the technical provisions.

#### Result

The product result was EUR 57m in the second quarter of 2011. The product result increased by 10% compared to the previous quarter, but was down 27% from same period last year due to high recognition of fees last year. Unit-linked and pure-risk products accounted for 63% of the total result.

MCEV decreased in the first half year by EUR 189m to EUR 3,466m, due to the change of regulations in Denmark and Poland, but this was off-set by EUR 134m worth of new business.

#### Assets under Management (AuM), volumes and net inflow

|                               | Q2    | Net inflow | Q1    | Q4    | Q3    | Q2    |
|-------------------------------|-------|------------|-------|-------|-------|-------|
| EURbn                         | 2011  | Q2         | 2011  | 2010  | 2010  | 2010  |
| Nordic Retail funds           | 33.4  | -0.7       | 35.5  | 36.4  | 34.4  | 32.9  |
| Global Fund Distribution      | 6.1   | 0.1        | 6.1   | 5.8   | 5.3   | 4.4   |
| Nordic Private Banking        | 55.6  | -0.2       | 56.6  | 57.3  | 51.5  | 48.1  |
| International Private Banking | 9.7   | -0.3       | 10.2  | 10.0  | 9.3   | 9.2   |
| Institutional clients         | 36.6  | 1.8        | 34.7  | 32.8  | 32.0  | 29.7  |
| Life & Pensions               | 49.7  | 0.8        | 48.9  | 48.7  | 47.7  | 45.5  |
| Total                         | 191.1 | 1.5        | 192.0 | 191.0 | 180.2 | 169.8 |

#### Asset Management, key figures per quarter

|   | Q2    | Q1    | Q4    | Q3    | Q2    |
|---|-------|-------|-------|-------|-------|
| EURm  | 2011  | 2011  | 2010  | 2010  | 2010  |
| Total income  | 191   | 197   | 208   | 162   | 157   |
| of which income within Nordic Banking                       | 142   | 146   | 142   | 130   | 137   |
| Staff costs   | -42   | -44   | -43   | -36   | -36   |
| Other expenses  | -32   | -30   | -30   | -29   | -29   |
| Operating expenses  | -74   | -74   | -73   | -65   | -65   |
| Product result  | 117   | 123   | 135   | 97    | 92    |
| Cost/income ratio, %  | 39    | 38    | 35    | 40    | 41    |
| Income related to AuM, margin (basis points)                | 61    | 63    | 70    | 57    | 57    |
| AuM (managed by Savings Products & Asset Management), EURbn | 125   | 124   | 122   | 116   | 110   |
| of which Equities, %  | 35    | 35    | 36    | 32    | 32    |
| of which Fixed income and Other, %                          | 65    | 65    | 64    | 68    | 68    |
| Number of employees (full-time equivalents)                 | 1,173 | 1,166 | 1,163 | 1,144 | 1,070 |

#### Life & Pensions, key figures per quarter

|   | Q2     | Q1     | Q4     | Q3     | Q2     |
|---|--------|--------|--------|--------|--------|
| EURm  | 2011   | 2011   | 2010   | 2010   | 2010   |
| Profit drivers                                    |        |        |        |        |        |
| Traditional insurance:                            |        |        |        |        |        |
| Fee contribution/profit sharing                   | 18     | 23     | 52     | 52     | 38     |
| Contribution from cost result                     | -5     | -2     | -1     | 2      | 3      |
| Contribution from risk result                     | 0      | -1     | 17     | 12     | 8      |
| Return on shareholders' equity/other profits      | 26     | 15     | 13     | 12     | 17     |
| Total profit Traditional                          | 39     | 35     | 81     | 77     | 66     |
| Total profit Unit-linked                          | 21     | 20     | 19     | 21     | 17     |
| Estimated distribution expenses in Nordic Banking | -3     | -3     | -3     | -3     | -4     |
| Total Product result                              | 57     | 52     | 97     | 95     | 79     |
| of which income within Nordic Banking             | 42     | 41     | 45     | 39     | 42     |
| Key figures                                       |        |        |        |        |        |
| Gross premiums written                            | 1,670  | 1,719  | 1,466  | 1,181  | 1,316  |
| of which from Traditional business                | 862    | 785    | 620    | 573    | 541    |
| of which from Unit-linked business                | 808    | 934    | 846    | 608    | 775    |
| Investment return %                               | 1.8    | 0.6    | -2.0   | 3.2    | 2.2    |
| Technical provisions                              | 37,196 | 36,676 | 36,795 | 35,972 | 34,675 |
| Financial buffers                                 | 1,933  | 1,942  | 1,791  | 1,750  | 1,487  |
| Investment assets, EURbn                          | 44.7   | 43.9   | 43.7   | 42.9   | 40.9   |
| of which bonds, %                                 | 46     | 46     | 45     | 48     | 49     |
| of which equities, %                              | 7      | 7      | 7      | 7      | 7      |
| of which alternative investments, %               | 7      | 6      | 7      | 7      | 7      |
| of which property, %                              | 7      | 7      | 8      | 8      | 8      |
| of which unit linked, %                           | 33     | 33     | 33     | 31     | 29     |
| Number of employees (full-time equivalents)       | 1,361  | 1,374  | 1,370  | 1,349  | 1,343  |

## **Income statement**

|   |      | Q2     | Q2     | Jan-Jun | Jan-Jun | Full year |
|---|------|--------|--------|---------|---------|-----------|
| EURm  | Note | 2011   | 2010   | 2011    | 2010    | 2010      |
| Operating income  |      |        |        |         |         |           |
| Interest income   |      | 2,946  | 2,341  | 5,692   | 4,640   | 9,687     |
| Interest expense  |      | -1,620 | -1,092 | -3,042  | -2,156  | -4,528    |
| Net interest income   |      | 1,326  | 1,249  | 2,650   | 2,484   | 5,159     |
| Fee and commission income                                     |      | 803    | 758    | 1,591   | 1,431   | 2,955     |
| Fee and commission expense                                    |      | -180   | -220   | -366    | -418    | -799      |
| Net fee and commission income                                 | 3    | 623    | 538    | 1,225   | 1,013   | 2,156     |
| Net result from items at fair value                           | 4    | 356    | 339    | 900     | 887     | 1,837     |
| Profit from companies accounted for under the equity method   |      | 13     | 7      | 31      | 32      | 66        |
| Other operating income  |      | 24     | 28     | 46      | 48      | 116       |
| Total operating income  |      | 2,342  | 2,161  | 4,852   | 4,464   | 9,334     |
| Operating expenses  |      |        |        |         |         |           |
| General administrative expenses:                              |      |        |        |         |         |           |
| Staff costs   |      | -744   | -701   | -1,512  | -1,388  | -2,784    |
| Other expenses  | 5    | -485   | -445   | -938    | -883    | -1,862    |
| Depreciation, amortisation and impairment charges of tangible |      |        |        |         |         |           |
| and intangible assets   |      | -46    | -40    | -90     | -79     | -170      |
| Total operating expenses                                      |      | -1,275 | -1,186 | -2,540  | -2,350  | -4,816    |
| Profit before loan losses                                     |      | 1,067  | 975    | 2,312   | 2,114   | 4,518     |
| Net loan losses   | 6    | -118   | -245   | -360    | -506    | -879      |
| Operating profit  |      | 949    | 730    | 1,952   | 1,608   | 3,639     |
| Income tax expense  |      | -249   | -191   | -510    | -426    | -976      |
| Net profit for the period                                     |      | 700    | 539    | 1,442   | 1,182   | 2,663     |
| Attributable to:  |      |        |        |         |         |           |
| Shareholders of Nordea Bank AB (publ)                         |      | 698    | 537    | 1,438   | 1,179   | 2,657     |
| Non-controlling interests                                     |      | 2      | 2      | 4       | 3       | 6         |
| Total   |      | 700    | 539    | 1,442   | 1,182   | 2,663     |
| Basic earnings per share, EUR                                 |      | 0.18   | 0.13   | 0.36    | 0.29    | 0.66      |
| Diluted earnings per share, EUR                               |      | 0.18   | 0.13   | 0.36    | 0.29    | 0.66      |

## Statement of comprehensive income

| Statement of comprehensive income                                |      |      |         |         |           |
|--|------|------|---------|---------|-----------|
|  | Q2   | Q2   | Jan-Jun | Jan-Jun | Full year |
| EURm   | 2011 | 2010 | 2011    | 2010    | 2010      |
| Net profit for the period  | 700  | 539  | 1,442   | 1,182   | 2,663     |
| Currency translation differences during the period               | -48  | 76   | -57     | 438     | 669       |
| Currency hedging of net investments in foreign operations        | 29   | -22  | 26      | -235    | -407      |
| Tax on currency hedging of net investments in foreign operations | -8   | 6    | -7      | 62      | 107       |
| Available-for-sale investments:                                  |      |      |         |         |           |
| Valuation gains/losses during the period                         | -14  | -    | -10     | 0       | 3         |
| Tax on valuation gains/losses during the period                  | 4    | -    | 3       | 0       | -1        |
| Cash flow hedges:  |      |      |         |         |           |
| Valuation gains/losses during the period                         | -    | 0    | -       | 1       | 1         |
| Tax on valuation gains/losses during the period                  | -    | 0    | -       | 0       | 0         |
| Other comprehensive income, net of tax                           | -37  | 60   | -45     | 266     | 372       |
| Total comprehensive income                                       | 663  | 599  | 1,397   | 1,448   | 3,035     |
| Attributable to:   |      |      |         |         |           |
| Shareholders of Nordea Bank AB (publ)                            | 661  | 597  | 1,393   | 1,445   | 3,029     |
| Non-controlling interests  | 2    | 2    | 4       | 3       | 6         |
| Total  | 663  | 599  | 1,397   | 1,448   | 3,035     |

## **Balance sheet**

| Balance Sheet   |       | 20 I           | 21 D.          | 20 1           |
|---|-------|----------------|----------------|----------------|
| EURm  | Note  | 30 Jun<br>2011 | 31 Dec<br>2010 | 30 Jun<br>2010 |
| Assets  |       |                |                |                |
| Cash and balances with central banks                        |       | 6,290          | 10,023         | 3,432          |
| Treasury bills  |       | 8,500          | 13,112         | 14,090         |
| Loans to credit institutions                                | 7     | 22,973         | 15,788         | 21,906         |
| Loans to the public   | 7     | 332,202        | 314,211        | 302,550        |
| Interest-bearing securities                                 |       | 74,241         | 69,137         | 55,608         |
| Financial instruments pledged as collateral                 |       | 13,069         | 9,494          | 9,743          |
| Shares  |       | 17,840         | 17,293         | 15,207         |
| Derivatives   | 10    | 81,955         | 96,825         | 121,599        |
| Fair value changes of the hedged items in portfolio hed     | ge of |                |                |                |
| interest rate risk  | -     | 1,159          | 1,127          | 1,265          |
| Investments in associated undertakings                      |       | 563            | 554            | 518            |
| Intangible assets   |       | 3,303          | 3,219          | 3,089          |
| Property and equipment                                      |       | 456            | 454            | 418            |
| Investment property   |       | 3,627          | 3,568          | 3,579          |
| Deferred tax assets   |       | 277            | 278            | 126            |
| Current tax assets  |       | 230            | 262            | 368            |
| Retirement benefit assets                                   |       | 191            | 187            | 138            |
| Other assets  |       | 23,644         | 22,857         | 15,132         |
| Prepaid expenses and accrued income                         |       | 2,648          | 2,450          | 2,308          |
| Total assets  |       | 593,168        | 580,839        | 571,076        |
| Of which assets customer bearing the risk                   |       | 15,990         | 16,230         | 13,547         |
| Liabilities   |       |                |                |                |
| Deposits by credit institutions                             |       | 48,935         | 40,736         | 54,233         |
| Deposits and borrowings from the public                     |       | 187,885        | 176,390        | 160,922        |
| Liabilities to policyholders                                |       | 40,135         | 38,766         | 36,297         |
| Debt securities in issue                                    |       | 159,119        | 151,578        | 138,104        |
| Derivatives   | 10    | 81,207         | 95,887         | 118,239        |
| Fair value changes of the hedged items in portfolio hed     | ge of |                |                |                |
| interest rate risk  |       | 990            | 898            | 1,763          |
| Current tax liabilities                                     |       | 241            | 502            | 320            |
| Other liabilities   |       | 38,302         | 38,590         | 25,760         |
| Accrued expenses and prepaid income                         |       | 2,975          | 3,390          | 2,758          |
| Deferred tax liabilities                                    |       | 886            | 885            | 756            |
| Provisions  |       | 379            | 581            | 420            |
| Retirement benefit obligations                              |       | 287            | 337            | 396            |
| Subordinated liabilities                                    |       | 7,048          | 7,761          | 8,190          |
| Total liabilities   |       | 568,389        | 556,301        | 548,158        |
| Equity  |       |                |                |                |
| Non-controlling interests                                   |       | 85             | 84             | 81             |
| Share capital   |       | 4,047          | 4,043          | 4,043          |
| Share premium reserve                                       |       | 1,080          | 1,065          | 1,065          |
| Other reserves  |       | -191           | -146           | -252           |
| Retained earnings   |       | 19,758         | 19,492         | 17,981         |
| Total equity  |       | 24,779         | 24,538         | 22,918         |
| Total liabilities and equity                                |       | 593,168        | 580,839        | 571,076        |
| Assets pledged as security for own liabilities <sup>1</sup> |       | 144,610        | 152,899        | 126,171        |
| Other assets pledged  |       | 5,856          | 5,972          | 6,777          |
| Contingent liabilities                                      |       | 23,700         | 23,963         | 23,592         |
| Credit commitments <sup>2</sup>                             |       | 85,010         | 88,740         | 79,746         |
| Other commitments   |       | 3,555          | 4,009          | 2,959          |

<sup>1</sup> Includes, as from the second quarter 2011, only assets on Nordea's balance sheet. Comparative figures have been restated accordingly.

<sup>2</sup> Including unutilised portion of approved overdraft facilities of EUR 46,695m (31 Dec 2010: 50,522m, 30 Jun 2010: 42,923m).

## Statement of changes in equity

|                                      | Attr    | ibutable to     | shareholder     | rs of Nordea | Bank AB (p | ubl)     |        |                          |                     |
|--------------------------------------|---------|-----------------|-----------------|--------------|------------|----------|--------|--------------------------|---------------------|
|                                      |         | _               | Other reserves: |              |            |          |        |                          |                     |
|                                      | Chara   |                 | Translation     | ~            | Available- |          |        | Non-                     | <b>T</b> ( <b>1</b> |
|                                      | Share   | premium         | of foreign      |              | for-sale   | Retained | Total  | controlling<br>interests | Total               |
| EURm                                 | capital | reserve         | 1               | nedges i     | nvestments | earnings |        |                          | equity              |
| Opening balance at 1 Jan 2011        | 4,043   | 1,065           | -148            | -            | 2          | 19,492   | 24,454 | 84                       | 24,538              |
| Total comprehensive income           | -       | -               | -38             | -            | -7         | 1,438    | 1,393  | 4                        | 1,397               |
| Issued C-shares <sup>3</sup>         | 4       | -               | -               | -            | -          | -        | 4      | -                        | 4                   |
| Repurchase of C-shares <sup>3</sup>  | -       | -               | -               | -            | -          | -4       | -4     | -                        | -4                  |
| Share-based payments                 | -       | -               | -               | -            | -          | 4        | 4      | -                        | 4                   |
| Dividend for 2010                    | -       | -               | -               | -            | -          | -1,168   | -1,168 | -                        | -1,168              |
| Purchases of own shares <sup>2</sup> | -       | -               | -               | -            | -          | -4       | -4     | -                        | -4                  |
| Other changes                        | -       | 15 <sup>4</sup> | -               | -            | -          | -        | 15     | -3                       | 12                  |
| Closing balance at 30 Jun 2011       | 4,047   | 1,080           | -186            | -            | -5         | 19,758   | 24,694 | 85                       | 24,779              |

#### Attributable to shareholders of Nordea Bank AB (publ)

Other reserves:

|                                       |         | Share   | Translation |           | Available-  |          |        | Non-        |        |
|---------------------------------------|---------|---------|-------------|-----------|-------------|----------|--------|-------------|--------|
|                                       | Share   | premium | of foreign  | Cash flow | for-sale    | Retained |        | controlling | Total  |
| EURm                                  | capital | reserve | operations  | hedges i  | investments | earnings | Total  | interests   | equity |
| Opening balance at 1 Jan 2010         | 4,037   | 1,065   | -517        | -1        | -           | 17,756   | 22,340 | 80          | 22,420 |
| Total comprehensive income            | -       | -       | 369         | 1         | 2           | 2,657    | 3,029  | 6           | 3,035  |
| Issued C-shares <sup>3</sup>          | 6       | -       | -           | -         | -           | -        | 6      | -           | 6      |
| Repurchase of C-shares <sup>3</sup>   | -       | -       | -           | -         | -           | -6       | -6     | -           | -6     |
| Share-based payments                  | -       | -       | -           | -         | -           | 17       | 17     | -           | 17     |
| Dividend for 2009                     | -       | -       | -           | -         | -           | -1,006   | -1,006 | -           | -1,006 |
| Divestment of own shares <sup>2</sup> | -       | -       | -           | -         | -           | 74       | 74     | -           | 74     |
| Other changes                         | -       | -       | -           | -         | -           | -        | -      | -2          | -2     |
| Closing balance at 31 Dec 2010        | 4,043   | 1,065   | -148        | -         | 2           | 19,492   | 24,454 | 84          | 24,538 |

#### Attributable to shareholders of Nordea Bank AB (publ)

|                                       |                      | _       | 0           | ther reserves: |            |          |        |             |        |
|---------------------------------------|----------------------|---------|-------------|----------------|------------|----------|--------|-------------|--------|
|                                       |                      | Share   | Translation |                | Available- |          |        | Non-        |        |
|                                       | Share                | premium | of foreign  | Cash flow      | for-sale   | Retained |        | controlling | Total  |
| EURm                                  | capital <sup>1</sup> | reserve | operations  | hedges i       | nvestments | earnings | Total  | interests   | equity |
| Opening balance at 1 Jan 2010         | 4,037                | 1,065   | -517        | -1             | -          | 17,756   | 22,340 | 80          | 22,420 |
| Total comprehensive income            | -                    | -       | 265         | 1              | -          | 1,179    | 1,445  | 3           | 1,448  |
| Issued C-shares <sup>3</sup>          | 6                    | -       | -           | -              | -          | -        | 6      | -           | 6      |
| Repurchase of C-shares <sup>3</sup>   | -                    | -       | -           | -              | -          | -6       | -6     | -           | -6     |
| Share-based payments                  | -                    | -       | -           | -              | -          | 12       | 12     | -           | 12     |
| Dividend for 2009                     | -                    | -       | -           | -              | -          | -1,006   | -1,006 | -           | -1,006 |
| Divestment of own shares <sup>2</sup> | -                    | -       | -           | -              | -          | 46       | 46     | -           | 46     |
| Other changes                         | -                    | -       | -           | -              | -          | -        | -      | -2          | -2     |
| Closing balance at 30 Jun 2010        | 4,043                | 1,065   | -252        | 0              | -          | 17,981   | 22,837 | 81          | 22,918 |

<sup>1</sup> Total shares registered were 4,047 million (31 Dec 2010: 4,043 million, 30 Jun 2010: 4,043 million).

<sup>2</sup> Refers to the change in the holding of own shares related to the Long Term Incentive Programme, trading portfolio and Nordea's shares within portfolio schemes in Denmark. The number of own shares at 30 Jun 2011 were 20.6 million (31 Dec 2010: 16.9 million, 30 Jun 2010: 21.4 million).

<sup>3</sup> Refers to the Long Term Incentive Programme (LTIP). LTIP 2011 was hedged by issuing 4,730,000 C-shares (LTIP 2010: 5,125,000), the shares have been bought back and converted to ordinary shares. The total holding of own shares related to LTIP is 18.5 million (31 Dec 2010: 15.4 million, 30 Jun 2010: 15.9 million).

<sup>4</sup> In connection to the rights issue in 2009 an assessment was made on the VAT Nordea would have to pay on the transaction costs. This assessment has been changed in 2011 based on a new tax case law.

## **Cash flow statement**

|  | Jan-Jun     | Jan-Jun     | Full year   |
|--|-------------|-------------|-------------|
| EURm   | 2011        | 2010        | 2010        |
| Operating activities   |             |             |             |
| Operating profit   | 1,952       | 1,608       | 3,639       |
| Adjustments for items not included in cash flow  | 16          | 863         | 1,619       |
| Income taxes paid  | -755        | -676        | -1,045      |
| Cash flow from operating activities before changes in operating assets and liabilities | 1,213       | 1,795       | 4,213       |
| Changes in operating assets and liabilities  | -7,328      | -10,814     | -6,411      |
| Cash flow from operating activities  | -6,115      | -9,019      | -2,198      |
| Investing activities   |             |             |             |
| Sale/acquisition of business operations  | -           | -39         | -46         |
| Property and equipment   | -57         | -31         | -98         |
| Intangible assets  | -123        | -70         | -181        |
| Net investments in debt securities, held to maturity                                   | 7,269       | 2,372       | 1,991       |
| Other financial fixed assets   | -25         | -3          | 1           |
| Cash flow from investing activities  | 7,064       | 2,229       | 1,667       |
| Financing activities   |             |             |             |
| New share issue  | 4           | 6           | 6           |
| Issued/amortised subordinated liabilities  | -395        | 215         | 194         |
| Divestment/repurchase of own shares incl change in trading portfolio                   | -4          | 46          | 74          |
| Dividend paid  | -1,168      | -1,006      | -1,006      |
| Cash flow from financing activities  | -1,563      | -739        | -732        |
| Cash flow for the period   | -614        | -7,529      | -1,263      |
| Cash and cash equivalents at beginning of the period                                   | 13,706      | 13,962      | 13,962      |
| Translation difference   | -127        | 633         | 1,007       |
| Cash and cash equivalents at end of the period   | 12,965      | 7,066       | 13,706      |
| Change   | -614        | -7,529      | -1,263      |
|  | 20.1        | 20.1        |             |
| Cash and cash equivalents  | 30 Jun      | 30 Jun      | 31 Dec      |
| The following items are included in cash and cash equivalents (EURm):                  | <u>2011</u> | <u>2010</u> | <u>2010</u> |
| Cash and balances with central banks   | 6,290       | 3,432       | 10,023      |
| Loans to credit institutions, payable on demand  | 6,675       | 3,634       | 3,683       |

Cash comprises legal tender and bank notes in foreign currencies. Balances with central banks consist of deposits in accounts

with central banks and postal giro systems under government authority, where the following conditions are fulfilled:

- the central bank or the postal giro system is domiciled in the country where the institution is established

- the balance on the account is readily available at any time.

Loans to credit institutions, payable on demand include liquid assets not represented by bonds or other interest-bearing securities.

## Notes to the financial statements

#### Note 1 Accounting policies

Nordea's consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) and interpretations of such standards by the International Financial Reporting Standards Interpretations Committee (IFRS IC, formerly IFRIC), as endorsed by the EU Commission. In addition, certain complementary rules in the Swedish Annual Accounts Act for Credit Institutions and Securities Companies (1995:1559), the recommendation RFR 1 "Supplementary Accounting Rules for Groups" and UFR statements issued by the Swedish Financial Reporting Board as well as the accounting regulations of the Swedish Financial Supervisory Authority (FFFS 2008:25, with amendments in FFFS 2009:11), have also been applied.

These statements are presented in accordance with IAS 34 "Interim Financial Reporting".

#### Changed accounting policies and presentation

The accounting policies, basis for calculations and presentation are, in all material aspects, unchanged in

comparison with the 2010 Annual Report, except for the categorisation of lending related commissions within "Net fee and commission income". This change, made in the first quarter 2011, is further described below.

#### Categorisation of lending related commissions

The categorisation of lending related commissions within "Net fee and commission income" (note 3) was changed during the first quarter in order to be better aligned with the purpose for which the fees are received. The change mainly relates to syndicated transactions. The comparable figures have been restated accordingly. The impact on the first two quarters 2010 and on the full year 2010 is disclosed in the below table.

|                         | Jan-Ju | n 2010 | Jan-De | ec 2010 |
|-------------------------|--------|--------|--------|---------|
|                         | Re-    | Re-    | Re-    | Re-     |
| EURm                    | stated | ported | stated | ported  |
| Lending                 | 189    | 150    | 397    | 323     |
| Other commission income | 103    | 142    | 217    | 291     |

#### Exchange rates

|                                  | Jan-Jun | Jan-Dec | Jan-Jun |
|----------------------------------|---------|---------|---------|
| EUR $1 = SEK$                    | 2011    | 2010    | 2010    |
| Income statement (average)       | 8.9390  | 9.5463  | 9.7965  |
| Balance sheet (at end of period) | 9.1739  | 8.9655  | 9.5259  |
| EUR $1 = DKK$                    |         |         |         |
| Income statement (average)       | 7.4561  | 7.4472  | 7.4422  |
| Balance sheet (at end of period) | 7.4587  | 7.4535  | 7.4488  |
| EUR 1 = NOK                      |         |         |         |
| Income statement (average)       | 7.8252  | 8.0080  | 8.0119  |
| Balance sheet (at end of period) | 7.7875  | 7.8000  | 7.9725  |
| EUR $1 = PLN$                    |         |         |         |
| Income statement (average)       | 3.9529  | 3.9957  | 4.0030  |
| Balance sheet (at end of period) | 3.9903  | 3.9750  | 4.1470  |
| EUR $1 = RUB$                    |         |         |         |
| Income statement (average)       | 40.1502 | 40.2749 | 39.9206 |
| Balance sheet (at end of period) | 40.4000 | 40.8200 | 38.2820 |

#### Note 2 Segment reporting

| Operating segments                       |          |         |         |                       |              |             |         |         |  |  |
|--|----------|---------|---------|-----------------------|--------------|-------------|---------|---------|--|--|
|  |          |         |         | Shipping, Offshore, & |              |             |         |         |  |  |
|  | Nordic B | anking  | Marl    | sets                  | Financial II | nstitutions | Oil Sei | vices   |  |  |
|  | Jan-Jun  | Jan-Jun | Jan-Jun | Jan-Jun               | Jan-Jun      | Jan-Jun     | Jan-Jun | Jan-Jun |  |  |
|  | 2011     | 2010    | 2011    | 2010                  | 2011         | 2010        | 2011    | 2010    |  |  |
| Total operating income, EURm             | 3,541    | 3,107   | 300     | 279                   | 211          | 193         | 210     | 180     |  |  |
| Operating profit, EURm                   | 1,394    | 964     | 145     | 77                    | 112          | 99          | 140     | 123     |  |  |
| Loans to the public, EURbn               | 258      | 244     | 18      | 16                    | 4            | 4           | 13      | 15      |  |  |
| Deposits and borrowings from the public, |          |         |         |                       |              |             |         |         |  |  |
| EURbn                                    | 135      | 128     | 6       | 5                     | 15           | 9           | 5       | 5       |  |  |

| Operating segments                       |                          |         |                             |         |         |         |             |         |  |  |
|--|--------------------------|---------|-----------------------------|---------|---------|---------|-------------|---------|--|--|
|  | Other Operating segments |         | Total Operating<br>segments |         | Reconci | liation | Total Group |         |  |  |
|  | Jan-Jun                  | Jan-Jun | Jan-Jun                     | Jan-Jun | Jan-Jun | Jan-Jun | Jan-Jun     | Jan-Jun |  |  |
|  | 2011                     | 2010    | 2011                        | 2010    | 2011    | 2010    | 2011        | 2010    |  |  |
| Total operating income, EURm             | 513                      | 639     | 4,775                       | 4,398   | 77      | 66      | 4,852       | 4,464   |  |  |
| Operating profit, EURm                   | 131                      | 290     | 1,922                       | 1,553   | 30      | 55      | 1,952       | 1,608   |  |  |
| Loans to the public, EURbn               | 37                       | 21      | 330                         | 300     | 2       | 3       | 332         | 303     |  |  |
| Deposits and borrowings from the public, |                          |         |                             |         |         |         |             |         |  |  |
| EURbn                                    | 32                       | 16      | 193                         | 163     | -5      | -2      | 188         | 161     |  |  |

Reconciliation between total operating segments and financial statements

|  | Operating<br>profit, EURm |         |         |         |         |         | Deposits and<br>borrowings from the<br>public, EURbn |  |  |
|--|---------------------------|---------|---------|---------|---------|---------|--|--|--|
|  | Jan-Jun                   | Jan-Jun | Jan-Jun | Jan-Jun | Jan-Jun | Jan-Jun |  |  |  |
|  | 2011                      | 2010    | 2011    | 2010    | 2011    | 2010    |  |  |  |
| Total Operating segments                           | 1,922                     | 1,553   | 330     | 300     | 193     | 163     |  |  |  |
| Group functions <sup>1</sup> and unallocated items | -78                       | 16      | 2       | 3       | -5      | -2      |  |  |  |
| Differences in accounting policies <sup>2</sup>    | 108                       | 39      | -       | -       | -       | -       |  |  |  |
| Total  | 1,952                     | 1,608   | 332     | 303     | 188     | 161     |  |  |  |

<sup>1</sup> Consists of Group Executive Management, Group Internal Audit, Group Risk Management, Group Human Resources and Group Identity and Communications.

<sup>2</sup> Internally developed and bought software is expensed as incurred in the operating segments, but capitalised as required by IAS 38 in the entity's balance sheet.

#### Change in basis of segmentation and measurement of segment profit or loss

Compared with the 2010 Annual Report there have been no changes in the basis of segmentation and measurement of segment profit or loss. The segment reporting will be changed as a consequence of the organisational changes, described earlier in the report, as from the third quarter 2011.

#### **Reportable Operating segments**

Nordic Banking conducts a full service banking operation. It is Nordea's largest customer area and serves household customers and corporate customers in the Nordic markets. The branches within Nordea's banking activities in the New European Markets offer full banking services for local and Nordic corporate and personal customers in Estonia, Latvia, Lithuania, Poland and Russia. The Financial Institutions segment is responsible for Nordea's customers within the financial institution industry. The segment Shipping, Offshore & Oil Services is responsible for Nordea's customers within the shipping, offshore and oil services industries.

#### Note 3 Net fee and commission income

|                                     | Q2   | Q1   | Q2   | Jan-Jun | Jan-Jun | Full year |
|-------------------------------------|------|------|------|---------|---------|-----------|
| EURm                                | 2011 | 2011 | 2010 | 2011    | 2010    | 2010      |
| Asset Management commissions        | 189  | 202  | 171  | 391     | 329     | 698       |
| Life insurance                      | 76   | 82   | 76   | 158     | 151     | 305       |
| Brokerage                           | 52   | 58   | 53   | 110     | 105     | 198       |
| Custody                             | 31   | 16   | 24   | 47      | 38      | 77        |
| Deposits                            | 11   | 11   | 11   | 22      | 22      | 45        |
| Total savings related commissions   | 359  | 369  | 335  | 728     | 645     | 1,323     |
| Payments                            | 103  | 103  | 103  | 206     | 205     | 412       |
| Cards                               | 112  | 100  | 98   | 212     | 187     | 397       |
| Total payment commissions           | 215  | 203  | 201  | 418     | 392     | 809       |
| Lending                             | 108  | 110  | 116  | 218     | 189     | 397       |
| Guarantees and documentary payments | 52   | 55   | 51   | 107     | 102     | 209       |
| Total lending related commissions   | 160  | 165  | 167  | 325     | 291     | 606       |
| Other commission income             | 69   | 51   | 55   | 120     | 103     | 217       |
| Fee and commission income           | 803  | 788  | 758  | 1,591   | 1,431   | 2,955     |
| Life insurance                      | -19  | -28  | -14  | -47     | -33     | -62       |
| Payment expenses                    | -75  | -68  | -79  | -143    | -146    | -300      |
| State guarantee fees                | -13  | -13  | -52  | -26     | -103    | -162      |
| Other commission expenses           | -73  | -77  | -75  | -150    | -136    | -275      |
| Fee and commission expenses         | -180 | -186 | -220 | -366    | -418    | -799      |
| Net fee and commission income       | 623  | 602  | 538  | 1,225   | 1,013   | 2,156     |

#### Note 4 Net result from items at fair value

|  | Q2   | Q1   | Q2   | Jan-Jun | Jan-Jun | Full year |
|--|------|------|------|---------|---------|-----------|
| EURm   | 2011 | 2011 | 2010 | 2011    | 2010    | 2010      |
| Shares/participations and other share-related instruments          | -84  | 59   | -8   | -25     | 626     | 2,394     |
| Interest-bearing securities and other interest-related instruments | 407  | 369  | 649  | 776     | 1,837   | 2,051     |
| Other financial instruments  | 8    | -22  | -96  | -14     | -113    | -230      |
| Foreign exchange gains/losses                                      | 12   | 149  | -74  | 161     | -284    | -20       |
| Investment properties  | 57   | 45   | 32   | 102     | 76      | 161       |
| Change in technical provisions <sup>1</sup> , Life insurance       | -155 | 76   | -422 | -79     | -1,218  | -2,423    |
| Change in collective bonus potential, Life insurance               | 101  | -141 | 242  | -40     | -61     | -160      |
| Insurance risk income, Life insurance                              | 61   | 61   | 74   | 122     | 152     | 312       |
| Insurance risk expense, Life insurance                             | -51  | -52  | -58  | -103    | -128    | -248      |
| Total  | 356  | 544  | 339  | 900     | 887     | 1,837     |

<sup>1</sup> Premium income amounts to EUR 716m for Q2 2011 and EUR 1,383m for Jan-Jun 2011 (Q1 2011: EUR 667m, Q2 2010: 413m, Jan-Jun 2010: EUR 844m, Jan-Dec 2010: EUR 1,733m).

#### Note 5 Other expenses

|  | Q2   | Q1   | Q2   | Jan-Jun | Jan-Jun | Full year |
|--|------|------|------|---------|---------|-----------|
| EURm   | 2011 | 2011 | 2010 | 2011    | 2010    | 2010      |
| Information technology <sup>1</sup>                    | -181 | -149 | -146 | -330    | -287    | -639      |
| Marketing and entertainment                            | -36  | -29  | -29  | -65     | -53     | -144      |
| Postage, transportation, telephone and office expenses | -55  | -59  | -48  | -114    | -104    | -227      |
| Rents, premises and real estate expenses               | -110 | -109 | -97  | -219    | -195    | -400      |
| Other  | -103 | -107 | -125 | -210    | -244    | -452      |
| Total  | -485 | -453 | -445 | -938    | -883    | -1,862    |

<sup>1</sup> Refers to IT operations, service expenses and consultant fees. Total IT-related costs including staff etc, but excluding IT expenses in the Life operations, were EUR -198m in Q2 2011 and EUR -383m for Jan-Jun 2011 (Q1 2011: EUR -185m, Q2 2010: EUR -185m, Jan-Jun 2010: EUR -369m, Jan-Dec 2010: EUR -759m).

#### Note 6 Net loan losses

|  | Q2   | Q1   | Q2   | Jan-Jun | Jan-Jun | Full year |
|--|------|------|------|---------|---------|-----------|
| EURm   | 2011 | 2011 | 2010 | 2011    | 2010    | 2010      |
| Loan losses divided by class                       |      |      |      |         |         |           |
| Loans to credit institutions                       | 0    | 1    | 0    | 1       | 0       | 0         |
| Loans to the public                                | -105 | -167 | -150 | -272    | -409    | -738      |
| - of which provisions                              | -236 | -285 | -248 | -521    | -566    | -1,185    |
| - of which write-offs                              | -231 | -133 | -120 | -364    | -234    | -535      |
| - of which allowances used for covering write-offs | 186  | 108  | 90   | 294     | 169     | 378       |
| - of which reversals                               | 159  | 129  | 114  | 288     | 185     | 531       |
| - of which recoveries                              | 17   | 14   | 14   | 31      | 37      | 73        |
| Off-balance sheet items                            | -13  | -76  | -95  | -89     | -97     | -141      |
| Total  | -118 | -242 | -245 | -360    | -506    | -879      |
| Key ratios   |      |      |      |         |         |           |
|  | Q2   | Q1   | Q2   | Jan-Jun | Jan-Jun | Full year |
|  | 2011 | 2011 | 2010 | 2011    | 2010    | 2010      |
| Loan loss ratio, basis points                      | 15   | 31   | 35   | 23      | 36      | 31        |
| - of which individual                              | 23   | 37   | 34   | 30      | 30      | 33        |
| - of which collective                              | -8   | -6   | 1    | -7      | 6       | -2        |

#### Note 7 Loans and impairment

| Total   |        |             |           |        |         |         | al      |         |
|---|--------|-------------|-----------|--------|---------|---------|---------|---------|
|   |        |             |           |        | 30 Jun  | 31 Mar  | 31 Dec  | 30 Jun  |
| EURm  |        |             |           |        | 2011    | 2011    | 2010    | 2010    |
| Loans, not impaired                               |        |             |           |        | 352,754 | 354,320 | 327,684 | 322,518 |
| Impaired loans                                    |        |             |           |        | 4,877   | 5,075   | 4,849   | 4,407   |
| - Performing                                      |        |             |           |        | 2,897   | 2,938   | 2,838   | 2,313   |
| - Non-performing                                  |        |             |           |        | 1,980   | 2,137   | 2,011   | 2,094   |
| Loans before allowances                           |        |             |           |        | 357,631 | 359,395 | 332,533 | 326,925 |
| Allowances for individually assessed impaired lo  | ans    |             |           |        | -1,782  | -1,842  | -1,752  | -1,546  |
| - Performing                                      |        |             |           |        | -973    | -958    | -969    | -806    |
| - Non-performing                                  |        |             |           |        | -809    | -884    | -783    | -740    |
| Allowances for collectively assessed impaired loa | ans    |             |           |        | -674    | -733    | -782    | -923    |
| Allowances  |        |             |           |        | -2,456  | -2,575  | -2,534  | -2,469  |
| Loans, carrying amount                            |        |             |           |        | 355,175 | 356,820 | 329,999 | 324,456 |
|   |        | Credit inst | titutions |        |         | The p   | ublic   |         |
|   | 30 Jun | 31 Mar      | 31 Dec    | 30 Jun | 30 Jun  | 31 Mar  | 31 Dec  | 30 Jun  |
| EURm  | 2011   | 2011        | 2010      | 2010   | 2011    | 2011    | 2010    | 2010    |
| Loans, not impaired                               | 22,975 | 26,286      | 15,791    | 21,909 | 329,779 | 328,034 | 311,893 | 300,609 |
| Impaired loans                                    | 26     | 26          | 33        | 36     | 4,851   | 5,049   | 4,816   | 4,371   |
| - Performing                                      | -      | -           | 4         | 4      | 2,897   | 2,938   | 2,834   | 2,309   |
| - Non-performing                                  | 26     | 26          | 29        | 32     | 1,954   | 2,111   | 1,982   | 2,062   |
| Loans before allowances                           | 23,001 | 26,312      | 15,824    | 21,945 | 334,630 | 333,083 | 316,709 | 304,980 |
| Allowances for individually assessed impaired     |        |             |           |        |         |         |         |         |
| loans   | -26    | -26         | -33       | -36    | -1,756  | -1,816  | -1,719  | -1,510  |
| - Performing                                      | -      | -           | -4        | -4     | -973    | -958    | -965    | -802    |
| - Non-performing                                  | -26    | -26         | -29       | -32    | -783    | -858    | -754    | -708    |
| Allowances for collectively assessed impaired     |        |             |           |        |         |         |         |         |
| loans   | -2     | -2          | -3        | -3     | -672    | -731    | -779    | -920    |
| Allowances  | -28    | -28         | -36       | -39    | -2,428  | -2,547  | -2,498  | -2,430  |
| Loans, carrying amount                            | 22,973 | 26,284      | 15,788    | 21,906 | 332,202 | 330,536 | 314,211 | 302,550 |

Note 7, continued

| Total allowances and provisions           | -2,565 | -2,735 | -2,865 | -2,803 |
|---|--------|--------|--------|--------|
| Provisions for off balance sheet items    | -109   | -160   | -331   | -334   |
| Allowances for items in the balance sheet | -2,456 | -2,575 | -2,534 | -2,469 |
| EURm                                      | 2011   | 2011   | 2010   | 2010   |
|   | 30 Jun | 31 Mar | 31 Dec | 30 Jun |
| Allowances and provisions                 |        |        |        |        |

| Key ratios  |        |        |        |        |  |  |  |  |  |
|---|--------|--------|--------|--------|--|--|--|--|--|
|   | 30 Jun | 31 Mar | 31 Dec | 30 Jun |  |  |  |  |  |
|   | 2011   | 2011   | 2010   | 2010   |  |  |  |  |  |
| Impairment rate, gross, basis points              | 136    | 141    | 146    | 135    |  |  |  |  |  |
| Impairment rate, net, basis points                | 87     | 90     | 93     | 88     |  |  |  |  |  |
| Total allowance rate, basis points                | 69     | 72     | 76     | 76     |  |  |  |  |  |
| Allowances in relation to impaired loans, %       | 37     | 36     | 36     | 35     |  |  |  |  |  |
| Total allowances in relation to impaired loans, % | 50     | 51     | 52     | 56     |  |  |  |  |  |
| Non-performing, not impaired, EURm                | 385    | 336    | 316    | 334    |  |  |  |  |  |

#### Note 8 Classification of financial instruments

|   |             |          | ]        | Designated   |             |           |         |
|---|-------------|----------|----------|--------------|-------------|-----------|---------|
|   |             |          | а        | t fair value |             |           |         |
|   |             |          |          | through l    | Derivatives |           |         |
|   | Loans and   | Held to  | Held for | profit or    | used for    | Available |         |
| EURm  | receivables | maturity | trading  | loss         | hedging     | for sale  | Total   |
| Financial assets                                    |             |          |          |              |             |           |         |
| Cash and balances with central banks                | 6,290       | -        | -        | -            | -           | -         | 6,290   |
| Treasury bills                                      | -           | 616      | 5,442    | 2,442        | -           | -         | 8,500   |
| Loans to credit institutions                        | 9,426       | -        | 11,834   | 1,713        | -           | -         | 22,973  |
| Loans to the public                                 | 255,183     | -        | 30,430   | 46,589       | -           | -         | 332,202 |
| Interest-bearing securities                         | -           | 8,131    | 37,663   | 21,291       | -           | 7,156     | 74,241  |
| Financial instruments pledged as collateral         | -           | -        | 13,069   | -            | -           | -         | 13,069  |
| Shares  | -           | -        | 4,716    | 13,114       | -           | 10        | 17,840  |
| Derivatives   | -           | -        | 81,034   | -            | 921         | -         | 81,955  |
| Fair value changes of the hedged items in portfolio | )           |          |          |              |             |           |         |
| hedge of interest rate risk                         | 1,159       | -        | -        | -            | -           | -         | 1,159   |
| Other assets  | 18,949      | -        | -        | 4,672        | -           | -         | 23,621  |
| Prepaid expenses and accrued income                 | 1,815       | -        | 246      | 147          | -           | -         | 2,208   |
| Total 30 Jun 2011                                   | 292,822     | 8,747    | 184,434  | 89,968       | 921         | 7,166     | 584,058 |
| Total 31 Dec 2010                                   | 291,153     | 16,055   | 172,613  | 85,669       | 726         | 5,765     | 571,981 |
| Total 30 Jun 2010                                   | 271,086     | 15,648   | 191,645  | 82,694       | 1,349       | 5         | 562,427 |

|   | ]        | Designated   |             |             |         |
|---|----------|--------------|-------------|-------------|---------|
|   | a        | t fair value |             |             |         |
|   |          | U            | Derivatives | Other       |         |
|   | Held for | profit or    | used for    | financial   |         |
| EURm  | trading  | loss         | hedging     | liabilities | Total   |
| Financial liabilities                               |          |              |             |             |         |
| Deposits by credit institutions                     | 16,170   | 8,990        | -           | 23,775      | 48,935  |
| Deposits and borrowings from the public             | 24,387   | 5,773        | -           | 157,725     | 187,885 |
| Liabilities to policyholders, investment contracts  | -        | 10,029       | -           | -           | 10,029  |
| Debt securities in issue                            | 5,984    | 28,910       | -           | 124,225     | 159,119 |
| Derivatives   | 80,236   | -            | 971         | -           | 81,207  |
| Fair value changes of the hedged items in portfolio |          |              |             |             |         |
| hedge of interest rate risk                         | -        | -            | -           | 990         | 990     |
| Other liabilities                                   | 14,127   | 3,323        | -           | 20,798      | 38,248  |
| Accrued expenses and prepaid income                 | -        | 420          | -           | 1,563       | 1,983   |
| Subordinated liabilities                            | -        | -            | -           | 7,048       | 7,048   |
| Total 30 Jun 2011                                   | 140,904  | 57,445       | 971         | 336,124     | 535,444 |
| Total 31 Dec 2010                                   | 139,188  | 57,967       | 661         | 325,601     | 523,417 |
| Total 30 Jun 2010                                   | 157,639  | 57,246       | 492         | 301,317     | 516,694 |

#### Note 9 Financial instruments

|   |                    |        |                 |        | Valuation       |          |             |
|---|--------------------|--------|-----------------|--------|-----------------|----------|-------------|
|   | Quoted prices in   |        | Valuation       |        | technique using |          |             |
|   | active markets for | 06 1.1 | technique using | 06 1.1 | non-observable  | 06 1 1 1 |             |
| 20 1 2011 EUD                           | same instrument    | 5      |                 | 5      |                 | 5        | <b>T</b> (1 |
| 30 Jun 2011, EURm                       | (Level 1)          | Life   | (Level 2)       | Life   | (Level 3)       | Life     | Total       |
| Assets                                  |                    |        |                 |        |                 |          |             |
| Loans to credit institutions            | -                  | -      | 13,547          | -      | -               | -        | 13,547      |
| Loans to the public                     | -                  | -      | 77,019          | -      | -               | -        | 77,019      |
| Debt securities <sup>1</sup>            | 73,479             | 19,473 | 11,267          | 2,898  | 1,771           | 1,362    | 86,517      |
| Shares <sup>2</sup>                     | 13,804             | 10,238 | 100             | 91     | 4,482           | 2,659    | 18,386      |
| Derivatives                             | 519                | 248    | 79,569          | 22     | 1,867           | 9        | 81,955      |
| Other assets                            | -                  | -      | 4,672           | -      | -               | -        | 4,672       |
| Prepaid expenses and accrued income     | -                  | -      | 393             | -      | -               | -        | 393         |
| Liabilities                             |                    |        |                 |        |                 |          |             |
| Deposits by credit institutions         | -                  | -      | 25,160          | -      | -               | -        | 25,160      |
| Deposits and borrowings from the public | -                  | -      | 30,160          | -      | -               | -        | 30,160      |
| Liabilities to policy holders           | -                  | -      | 10,029          | 10,029 | -               | -        | 10,029      |
| Debt securities in issue                | 28,911             | -      | 5,983           | -      | -               | -        | 34,894      |
| Derivatives                             | 444                | -      | 78,823          | -      | 1,940           | -        | 81,207      |
| Other liabilities                       | 10,405             | -      | 7,045           | -      | -               | -        | 17,450      |
| Accrued expenses and prepaid income     | -                  | -      | 420             | -      | -               | -        | 420         |

<sup>1</sup> Of which EUR 7,884m Treasury bills and EUR 66,110m Interest-bearing securities (the portion held at fair value in Note 8). EUR 12,523m relates to the balance sheet item Financial instruments pledged as collateral.

 $^2$  EUR 546m relates to the balance sheet item Financial instruments pledged as collateral.

#### Note 10 Derivatives

| Fair value                   | 30 Jun | 2011        | 31 Dec | 2010        | 30 Jun    | 2010        |
|------------------------------|--------|-------------|--------|-------------|-----------|-------------|
| EURm                         | Assets | Liabilities | Assets | Liabilities | Assets    | Liabilities |
| Derivatives held for trading |        |             |        |             |           |             |
| Interest rate derivatives    | 66,325 | 65,406      | 79,683 | 77,810      | 99,235    | 97,377      |
| Equity derivatives           | 718    | 724         | 779    | 804         | 956       | 1,013       |
| Foreign exchange derivatives | 12,086 | 12,054      | 13,170 | 13,855      | 17,845    | 17,045      |
| Credit derivatives           | 921    | 935         | 908    | 929         | 1,258     | 1,273       |
| Commodity derivatives        | 954    | 906         | 1,534  | 1,525       | 907       | 840         |
| Other derivatives            | 30     | 211         | 25     | 303         | 49        | 199         |
| Total                        | 81,034 | 80,236      | 96,099 | 95,226      | 120,250   | 117,747     |
| Derivatives used for hedging |        |             |        |             |           |             |
| Interest rate derivatives    | 703    | 490         | 461    | 422         | 658       | 296         |
| Equity derivatives           | 0      | 0           | 0      | 1           | 0         | 1           |
| Foreign exchange derivatives | 218    | 481         | 265    | 238         | 691       | 195         |
| Total                        | 921    | 971         | 726    | 661         | 1,349     | 492         |
| Total fair value             |        |             |        |             |           |             |
| Interest rate derivatives    | 67,028 | 65,896      | 80,144 | 78,232      | 99,893    | 97,673      |
| Equity derivatives           | 718    | 724         | 779    | 805         | 956       | 1,014       |
| Foreign exchange derivatives | 12,304 | 12,535      | 13,435 | 14,093      | 18,536    | 17,240      |
| Credit derivatives           | 921    | 935         | 908    | 929         | 1,258     | 1,273       |
| Commodity derivatives        | 954    | 906         | 1,534  | 1,525       | 907       | 840         |
| Other derivatives            | 30     | 211         | 25     | 303         | 49        | 199         |
| Total                        | 81,955 | 81,207      | 96,825 | 95,887      | 121,599   | 118,239     |
|                              |        |             |        |             |           |             |
| Nominal amount               |        |             |        | 30 Jun      | 31 Dec    | 30 Jun      |
| EURm                         |        |             |        | 2011        | 2010      | 2010        |
| Derivatives held for trading |        |             |        |             |           |             |
| Interest rate derivatives    |        |             |        | 5,440,886   | 4,761,179 | 4,262,684   |
| Equity derivatives           |        |             |        | 15,677      | 22,003    | 19,015      |
| Foreign exchange derivatives |        |             |        | 875,383     | 860,298   | 901,045     |
| Credit derivatives           |        |             |        | 54,699      | 51,224    | 66,660      |
| Commodity derivatives        |        |             |        | 19,658      | 15,823    | 15,966      |
| Other derivatives            |        |             |        | 2,183       | 2,904     | 130         |
| Total                        |        |             |        | 6,408,486   | 5,713,431 | 5,265,500   |
| Derivatives used for hedging |        |             |        |             |           |             |
| Interest rate derivatives    |        |             |        | 34,184      | 29,643    | 28,539      |
| Equity derivatives           |        |             |        | 0           | 9         | 33          |
| Foreign exchange derivatives |        |             |        | 9,376       | 4,526     | 6,029       |
| Total                        |        |             |        | 43,560      | 34,178    | 34,601      |
| Total nominal amount         |        |             |        |             |           |             |
| Interest rate derivatives    |        |             |        | 5,475,070   | 4,790,822 | 4,291,223   |
| Equity derivatives           |        |             |        | 15,677      | 22,012    | 19,048      |
| Foreign exchange derivatives |        |             |        | 884,759     | 864,824   | 907,074     |
| Credit derivatives           |        |             |        | 54,699      | 51,224    | 66,660      |
| Commodity derivatives        |        |             |        | 19,658      | 15,823    | 15,966      |
| Other derivatives            |        |             |        | 2,183       | 2,904     | 130         |
| Total                        |        |             |        | 6,452,046   | 5,747,609 | 5,300,101   |

#### Note 11 Capital adequacy

| Capital Base        |        |        |        |
|---------------------|--------|--------|--------|
|                     | 30 Jun | 31 Dec | 30 Jun |
| EURm                | 2011   | 2010   | 2010   |
| Core Tier 1 capital | 19,846 | 19,103 | 18,564 |
| Tier 1 capital      | 21,745 | 21,049 | 20,491 |
| Total capital base  | 24,899 | 24,734 | 24,336 |

#### **Capital requirement**

| Capital requirement  |             |         |            |         |            |         |
|--|-------------|---------|------------|---------|------------|---------|
|  | 30 Jun      | 30 Jun  | 31 Dec     | 31 Dec  | 30 Jun     | 30 Jun  |
|  | 2011        | 2011    | 2010       | 2010    | 2010       | 2010    |
|  | Capital     |         | Capital    |         | Capital    |         |
| EURm   | requirement | RWA re  | equirement | RWA re  | equirement | RWA     |
| Credit risk  | 12,707      | 158,836 | 13,173     | 164,662 | 13,134     | 164,176 |
| IRB  | 9,862       | 123,272 | 10,028     | 125,346 | 10,263     | 128,287 |
| - of which corporate   | 6,939       | 86,743  | 7,204      | 90,047  | 7,532      | 94,144  |
| - of which institutions                                      | 762         | 9,525   | 722        | 9,021   | 725        | 9,069   |
| - of which retail  | 2,055       | 25,685  | 1,964      | 24,556  | 1,902      | 23,770  |
| - of which other   | 106         | 1,319   | 138        | 1,722   | 104        | 1,304   |
| Standardised   | 2,845       | 35,564  | 3,145      | 39,316  | 2,871      | 35,889  |
| - of which sovereign   | 28          | 343     | 35         | 434     | 65         | 815     |
| - of which retail  | 781         | 9,768   | 781        | 9,760   | 758        | 9,470   |
| - of which other   | 2,036       | 25,453  | 2,329      | 29,122  | 2,048      | 25,604  |
| Market risk  | 446         | 5,572   | 461        | 5,765   | 486        | 6,069   |
| - of which trading book, VaR                                 | 162         | 2,024   | 105        | 1,317   | 176        | 2,197   |
| - of which trading book, non-VaR                             | 207         | 2,584   | 278        | 3,469   | 232        | 2,895   |
| - of which FX, non-VaR                                       | 77          | 964     | 78         | 979     | 78         | 977     |
| Operational risk   | 1,236       | 15,452  | 1,176      | 14,704  | 1,176      | 14,704  |
| Standardised   | 1,236       | 15,452  | 1,176      | 14,704  | 1,176      | 14,704  |
| Sub total  | 14,389      | 179,860 | 14,810     | 185,131 | 14,796     | 184,949 |
| Adjustment for transition rules                              |             |         |            |         |            |         |
| Additional capital requirement according to transition rules | 2,640       | 33,004  | 2,370      | 29,629  | 1,676      | 20,954  |
| Total  | 17,029      | 212,864 | 17,180     | 214,760 | 16,472     | 205,903 |

#### Capital ratio

|                                   | 30 Jun | 31 Dec | 30 Jun |
|-----------------------------------|--------|--------|--------|
|                                   | 2011   | 2010   | 2010   |
| Core Tier I ratio, %, incl profit | 9.3    | 8.9    | 9.0    |
| Tier I ratio, %, incl profit      | 10.2   | 9.8    | 10.0   |
| Capital ratio, %, incl profit     | 11.7   | 11.5   | 11.8   |
|                                   |        |        |        |

#### Analysis of capital requirements

|                             | Average       | Capital    |  |
|-----------------------------|---------------|------------|--|
|                             | risk weight r | equirement |  |
| Exposure class, 30 Jun 2011 | (%)           | (EURm)     |  |
| Corporate                   | 55%           | 6,939      |  |
| Institutions                | 19%           | 762        |  |
| Retail IRB                  | 17%           | 2,055      |  |
| Sovereign                   | 1%            | 28         |  |
| Other                       | 78%           | 2,923      |  |
| Total credit risk           |               | 12,707     |  |

#### Note 12 Risks and uncertainties

Nordea's revenue base reflects the Group's business with a large and diversified customer base, comprising household customers, corporate customers and financial institutions, representing different geographic areas and industries.

Nordea's main risk exposure is credit risk. The Group also assumes risks such as market risk, liquidity risk, operational risk and life insurance risk. For further information on risk composition, see the Annual Report.

The financial crisis and the deteriorated macroeconomic situation have not had material impact on Nordea's financial position. However, the macroeconomic development remains uncertain.

None of the above exposures and risks is expected to have any significant adverse effect on the Group or its financial position in the medium term.

Within the framework of the normal business operations, the Group faces claims in civil lawsuits and other disputes, most of which involve relatively limited amounts. None of these disputes is considered likely to have any significant adverse effect on the Group or its financial position in the next six months.

#### Note 13 Related party transactions

During April 2011, Nordea Bank Norge ASA, together with the other banks in the loan syndicate, took over 100% of the shares in the tele installation company Relacom (Relacom Management AB). Nordea Bank Norge ASA now owns 47.91% of the shares and the company is an associated company accounted for under the equity method. Subsequent to the takeover and in connection with a financial reconstruction of the company, loans have been converted to shares on a pro rata basis not changing Nordea's share of the ownership. The company is, as from April 2011, a related party to Nordea.

#### **Business definitions**

#### Return on equity

Net profit for the year excluding non-controlling interests as a percentage of average equity for the year. Average equity including net profit for the year and dividend until paid, noncontrolling interests excluded.

#### Total shareholders return (TSR)

Total shareholders return measured as growth in the value of a shareholding during the year, assuming the dividends are reinvested at the time of the payment to purchase additional shares.

#### Risk-adjusted profit

Risk-adjusted profit is defined as total income minus total operating expenses, minus Expected losses and standard tax. In addition, Risk-adjusted profit excludes major non-recurring items.

#### Tier 1 capital

The proportion of the capital base, which includes consolidated shareholders' equity excluding investments in insurance companies, proposed dividend, deferred tax assets, intangible assets in the banking operations and half of the expected shortfall deduction, – the negative difference between expected losses and provisions. Subsequent to the approval of the supervisory authorities, Tier 1 capital also includes qualified forms of subordinated loans (Tier 1 capital contributions and hybrid capital loans). The Core tier 1 capital constitutes the Tier 1 capital excluding hybrid capital loans.

#### Tier 1 capital ratio

Tier 1 capital as a percentage of risk-weighted assets. The Core tier 1 ratio is calculated as Core tier 1 capital as a percentage of risk-weighted assets.

#### Loan loss ratio

Net loan losses (annualised) divided by opening balance of loans to the public (lending).

#### Impairment rate, gross

Individually assessed impaired loans before allowances divided by total loans before allowances.

#### Impairment rate, net Individually assessed impaired loans after allowances divided by total loans before allowances.

#### Total allowance rate

Total allowances divided by total loans before allowances.

#### Allowances in relation to impaired loans

Allowances for individually assessed impaired loans divided by individually assessed impaired loans before allowances.

#### Total allowances in relation to impaired loans

(provisioning ratio) Total allowances divided by total impaired loans before allowances.

*Non-performing, not impaired* Past due loans, not impaired due to future cash flows (included in Loans, not impaired).

#### Expected losses

Expected losses reflect the normalised loss level of the individual loan exposure over a business cycle as well as various portfolios.

#### Economic capital

Economic Capital is Nordea's internal estimate of required capital and measures the capital required to cover unexpected losses in the course of its business with a certain probability. EC uses advanced internal models to provide a consistent measurement for Credit Risk, Market Risk, Operational Risk, Business Risk and Life Insurance Risk arising from activities in Nordea's various business areas. The aggregation of risks across the group gives rise to diversification effects resulting from the differences in risk drivers and the improbability that unexpected losses occur simultaneously.

#### RAROCAR

RAROCAR, % (Risk-adjusted return on capital at risk) is defined as Risk-adjusted profit relative to Economic capital.

For a list of further business definitions, see the Annual Report.

## Nordea Bank AB (publ)

#### Accounting policies

The financial statements for the parent company, Nordea Bank AB (publ) are prepared in accordance with the Swedish Annual Accounts Act for Credit Institutions and Securities Companies (1995:1559) and IFRS with the amendments and exceptions following the recommendation RFR 2 "Accounting for Legal Entities" issued by the Swedish Financial Reporting Board and the accounting regulations of the Swedish Financial Supervisory Authority (FFFS 2008:25, with amendments in FFFS 2009:11). Under RFR 2, the parent company shall apply all standards and interpretations issued by the IASB and IFRS IC to the extent possible within the framework of Swedish accounting legislation and considering the close tie between financial reporting and taxation. The recommendation sets out the exceptions and amendments to IFRS that shall be made.

#### Changed accounting policies and presentation

The accounting policies, basis for calculations and presentation are, in all material aspects, unchanged in comparison with the 2010 Annual Report, except for the categorisation of lending related commissions within "Net fee and commission income", which was changed in the first quarter 2011. More information on the categorisation of lending related commissions can be found in Note 1 for the Group.

### **Income statement**

|   | Q2   | Q2   | Jan-Jun | Jan-Jun | Full year |
|---|------|------|---------|---------|-----------|
| EURm  | 2011 | 2010 | 2011    | 2010    | 2010      |
| Operating income  |      |      |         |         |           |
| Interest income   | 633  | 352  | 1,191   | 718     | 1,641     |
| Interest expense  | -473 | -228 | -889    | -440    | -1,057    |
| Net interest income   | 160  | 124  | 302     | 278     | 584       |
| Fee and commission income                                     | 197  | 212  | 379     | 363     | 735       |
| Fee and commission expense                                    | -50  | -44  | -97     | -77     | -164      |
| Net fee and commission income                                 | 147  | 168  | 282     | 286     | 571       |
| Net result from items at fair value                           | 62   | -33  | 198     | 38      | 157       |
| Dividends   | 2    | 0    | 124     | 300     | 2,203     |
| Other operating income  | 26   | 28   | 58      | 54      | 123       |
| Total operating income  | 397  | 287  | 964     | 956     | 3,638     |
| Operating expenses  |      |      |         |         |           |
| General administrative expenses:                              |      |      |         |         |           |
| Staff costs   | -202 | -179 | -401    | -373    | -745      |
| Other expenses  | -148 | -119 | -292    | -242    | -526      |
| Depreciation, amortisation and impairment charges of tangible |      |      |         |         |           |
| and intangible assets   | -28  | -27  | -55     | -54     | -112      |
| Total operating expenses                                      | -378 | -325 | -748    | -669    | -1,383    |
| Profit before loan losses                                     | 19   | -38  | 216     | 287     | 2,255     |
| Net loan losses   | 14   | 1    | 13      | -12     | -33       |
| Impairment of securities held as financial non-current assets | -8   | -102 | -8      | -102    | -105      |
| Operating profit  | 25   | -139 | 221     | 173     | 2,117     |
| Appropriations  | -    | _    | -       | _       | 0         |
| Income tax expense  | -10  | 6    | -18     | -4      | -115      |
| Net profit for the period                                     | 15   | -133 | 203     | 169     | 2,002     |

## Nordea Bank AB (publ) Balance sheet

|  | 30 Jun  | 31 Dec  | 30 Jun  |
|--|---------|---------|---------|
| EURm   | 2011    | 2010    | 2010    |
| Assets   |         |         |         |
| Cash and balances with central banks   | 193     | 182     | 187     |
| Treasury bills   | 2,812   | 4,858   | 1,759   |
| Loans to credit institutions   | 51,795  | 48,151  | 46,328  |
| Loans to the public  | 34,248  | 33,800  | 32,237  |
| Interest-bearing securities  | 14,531  | 15,848  | 14,299  |
| Financial instruments pledged as collateral  | 4,247   | 6,160   | 7,186   |
| Shares   | 1,000   | 320     | 564     |
| Derivatives  | 2,503   | 2,611   | 3,027   |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk                                  | 871     | 795     | 733     |
| Investments in group undertakings  | 16,601  | 16,607  | 16,503  |
| Investments in associated undertakings   | 4       | 4       | 2       |
| Intangible assets  | 662     | 671     | 672     |
| Property and equipment   | 78      | 77      | 78      |
| Deferred tax assets  | 8       | 8       | 20      |
| Current tax assets   | 30      | 1       | 1       |
| Other assets   | 1,394   | 2,620   | 703     |
| Prepaid expenses and accrued income  | 1,216   | 1,009   | 889     |
| Total assets   | 132,193 | 133,722 | 125,188 |
|  |         | 100,122 | 120,100 |
| Liabilities  |         |         |         |
| Deposits by credit institutions  | 24,041  | 28,644  | 31,784  |
| Deposits and borrowings from the public  | 40,907  | 39,620  | 34,999  |
| Debt securities in issue   | 38,939  | 33,424  | 29,772  |
| Derivatives  | 2,051   | 2,174   | 2,011   |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk                                  | 889     | 749     | 900     |
| Current tax liabilities  | 0       | 110     | 28      |
| Other liabilities  | 2,202   | 4,458   | 2,617   |
| Accrued expenses and prepaid income  | 950     | 721     | 657     |
| Deferred tax liabilities   | 0       | 0       | 0.57    |
| Provisions   | 50      | 35      | 37      |
| Retirement benefit obligations   | 148     | 149     | 144     |
| Subordinated liabilities   | 6,456   | 7,135   | 7,519   |
| Total liabilities  | 116,633 | 117,219 | 110,468 |
| 1 otal nabilities  | 110,055 | 117,217 | 110,400 |
| Untaxed reserves   | 6       | 6       | 5       |
| Equity   |         |         |         |
| Share capital  | 4,047   | 4,043   | 4,043   |
| Share premium reserve  | 1,080   | 1,065   | 1,065   |
| Other reserves   | -1      | 1,005   | 1,005   |
| Retained earnings  | 10,428  | 11,388  | 9,607   |
| Total equity   | 15,554  | 16,497  | 14,715  |
| Total liabilities and equity   | 132,193 | 133,722 | 125,188 |
| roun nuomato ana equity  | 154,175 | 133,144 | 123,100 |
| Assets pledged as security for own liabilities   | 5,070   | 6,843   | 7,704   |
| Other assets pledged   | 7,176   | 7,259   | 8,070   |
| Contingent liabilities   | 22,261  | 23,903  | 21,928  |
| Credit commitments <sup>1</sup>  | 26,241  | 23,903  | 21,928  |
| Other commitments  | 1,416   | 1,453   | 1,101   |
| <sup>1</sup> Including unutilized portion of approved overdraft facilities of EUP 12.024m (31 Dec 2010: 13.072m) |         | 1,400   | 1,101   |

<sup>1</sup> Including unutilised portion of approved overdraft facilities of EUR 12,024m (31 Dec 2010: 13,972m, 30 Jun 2010: 11,066m)

#### For further information:

- A press and analyst conference with management will be arranged on 19 July at 09.30 CET, at Smålandsgatan 17, Stockholm.
- An international telephone conference for analysts with management will be arranged on 19 July at 14.00 CET. (Please dial +44 20 7136 6283, confirmation code 1450033#, latest ten minutes in advance.) The telephone conference can be monitored live on <u>www.nordea.com</u>. An indexed on-demand version will also be available on <u>www.nordea.com</u>. A replay will also be available through 26 July, by dialling +44 20 7111 1244, access code 1450033#.
- An analyst and investor presentation will be arranged in London on 21 July at 12.30 GMT at Farmers' & Fletchers' Hall, 3 Cloth Street, London EC1A 7LD. To attend, please contact Ann Crowley by e-mail: ann.crowley@abgsc.com, phone number +44 20 7905 5662.
- This quarterly report, an investor presentation and a fact book are available on <u>www.nordea.com</u>.

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| Jan Larsson, Head of Group Identity & Communications | +46 8 614 7916      | (or +46 70 593 34 12) |
|  |                     |                       |

#### **Financial calendar**

19 October 2011 - third quarter report 2011

The Board of Directors and the President and Group CEO certify that the half-year interim report provides a fair overview of the Parent Company's and the Group's operations, their financial position and result, and describes material risks and uncertainties that the Parent Company and other companies in the Group are facing.

Stockholm 19 July 2011

Björn Wahlroos Chairman

Kari Ahola

Board member<sup>1</sup>

Tom Knutzen

Board member

Marie Ehrling Vice Chairman

Svein Jacobsen Board member

Lars G Nordström Board member Lars Oddestad Board member<sup>1</sup> Stine Bosse Board member

Ole Lund Jensen Board member<sup>1</sup>

Sarah Russell Board member

Björn Savén Board member Kari Stadigh Board member

Christian Clausen President and Group CEO

<sup>1</sup> Employee representative

This report is published in four additional language versions; Danish, Finnish, Norwegian and Swedish. In the event of any inconsistencies between those language versions and this English version, the English version shall prevail.

The information provided in this press release is such, which Nordea is required to disclose pursuant to the Swedish Financial Instruments Trading Act (1991:980) and/or the Swedish Securities Markets Act (2007:528).

This report contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although Nordea believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward looking statements as a result of various factors. Important factors that may cause such a difference for Nordea include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions and (iv) change in interest rate and foreign exchange rate levels. This report does not imply that Nordea has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

Nordea Bank AB (publ) Smålandsgatan 17 SE-105 71 Stockholm www.nordea.com/ir Tel. +46 8 614 7800 Corporate registration No. 516406-0120

#### **Report on Review of Interim Financial Information**

#### Introduction

We have reviewed the half-year interim report of Nordea Bank AB (publ) as of June 30, 2011 and for the six-month period then ended. The Board of directors and the Managing Director are responsible for the preparation and fair presentation of this interim financial information in accordance with IAS 34 and the Annual Accounts Act of Credit Institutions and Securities Companies. Our responsibility is to express a conclusion on this half-year interim report based on our review.

#### Scope of Review

We conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the half-year interim report is not prepared, in all material respects, in accordance with IAS 34 and the Annual Accounts Act of Credit Institutions and Securities Companies for the group and in accordance with the Annual Accounts Act of Credit Institutions and Securities Companies for the parent company.

Stockholm 19 July 2011 KPMG AB

Carl Lindgren Authorised public accountant