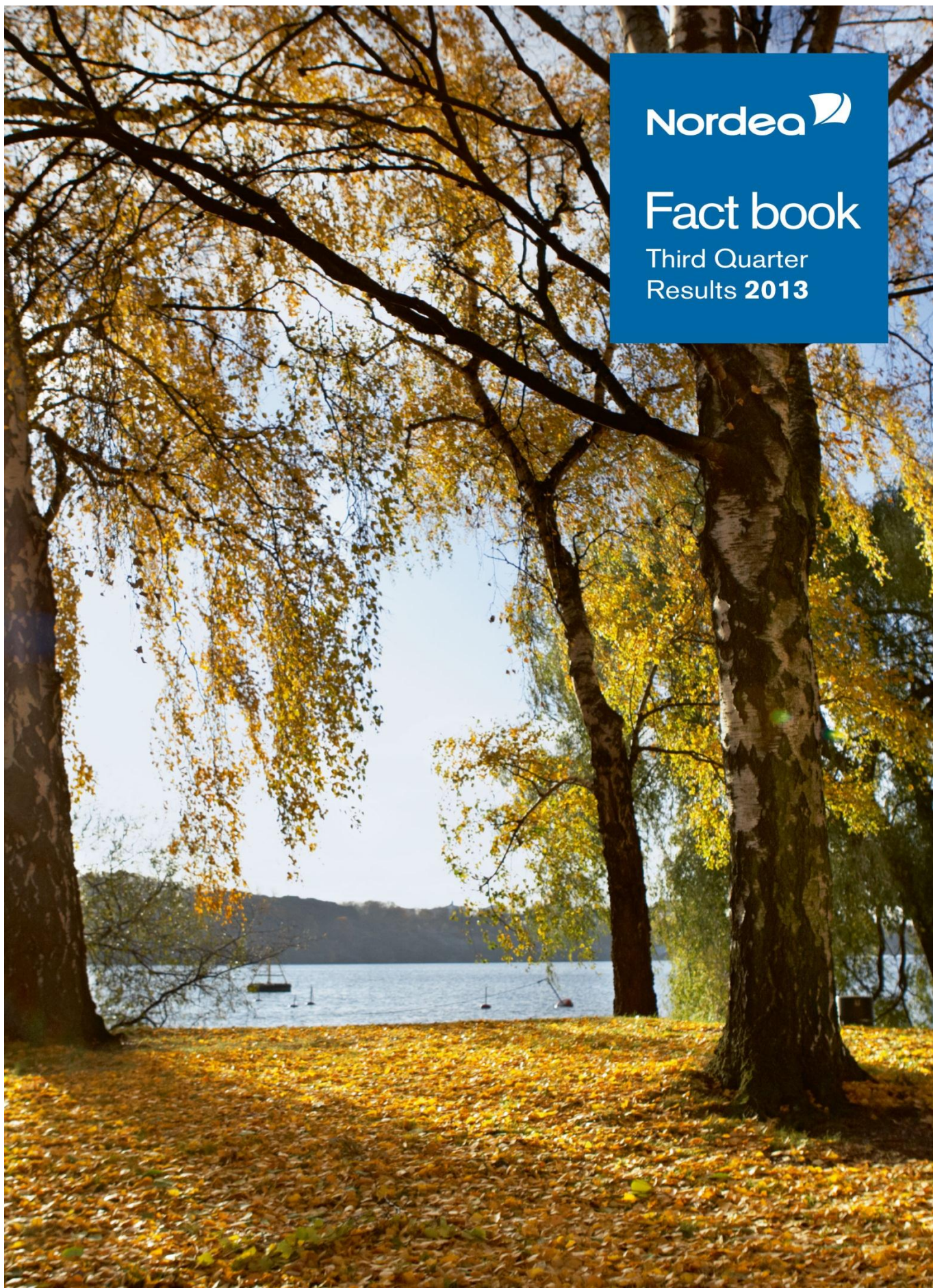




Nordea

Fact book

Third Quarter
Results **2013**



Contents

Nordea overview		Customer segments	
- Nordea in brief	3	- Household customers	40
- Board of Directors & GEM	4	- Corporate customers	41
- Group strategy	6		
- Rating	10	Risk, liquidity and capital management	
- Nordea's largest shareholders	11	- Lending, loan losses and impaired loans	44
		- Risk	50
Key financial figures		- Capital position	51
- Long term overview	13	- Liquidity buffer	54
- Balance sheet	14		
- Quarterly development	15	General information	
- Ratios and key figures	15	- Payments and transactions	60
- Group lending and deposit volumes	16	- Macroeconomic data	62
- Net interest margin development	17	- Market development - interest rates	63
		- Contacts and financial calendar	64
Business areas			
Retail Banking			
- Retail Banking Financial highlights	19		
- Banking Denmark	20		
- Banking Finland	21		
- Banking Norway	22		
- Banking Sweden	23		
- Banking Baltic countries	24		
- Retail Banking Other	25		
Wholesale Banking			
- Wholesale Banking Financial highlights	27		
- Corporate Institutional Banking	28		
- Shipping, Offshore & Oil Services	28		
- Banking Russia	29		
- Wholesale Banking Other	29		
Wealth Management			
- Wealth Management Financial highlights	31		
- Asset Management	32		
- Assets under Management	33		
- Life & Pensions	34		
- Solvency	37		
- Private Banking	38		
- Wealth Management Other	38		



Nordea overview



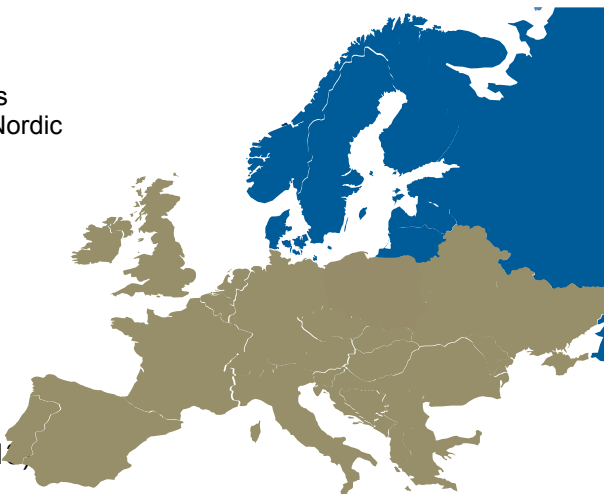
Nordea in brief

Q3 2013

Nordea is the largest financial services group in the Nordic and Baltic Sea region.

Nordea's home markets

- ✓ **11 million customers**
 - 8 home markets
 - Approx. 10 million personal customers
 - 500 000 corporate customers, incl. Nordic Top 500
- ✓ **Distribution power**
 - Approx. 900 locations in total
 - Approx. 7 million Netbank customers
- ✓ **Financial strength**
 - EUR 10.2bn in full year income (2012)
 - EUR 626bn of assets (Q3 2013)
 - EUR 29.0bn in equity capital (Q3 2013)
 - AA credit rating
 - Core Tier 1 capital ratio of 14.4% (Q3 2013)
- ✓ **EUR ~36.1bn in market cap**
 - One of the largest Nordic corporations
 - A top-10 European retail bank



Recent awards



- Best Bank in the Nordics & Baltics
- Best Investment Bank in the Nordics & Baltics
- Best M&A House in the Nordics & Baltics
- Best Debt House in the Nordics & Baltics
- Best Bank in Denmark
- Best Bank in Finland
- Best Investment Bank in Finland



- Best Developed Markets Bank

Board of Directors



Björn Wahlroos
Chairman
Ph.D (Econ). 1979.
Board member since 2008 and
Chairman since 2011.
Born 1952.



Marie Ehrling
Deputy Chairman
Master of Law.
Board member since 2008.
Born 1960.



Peter F Braunwalder
LLM and MA (Politics)
Board member since 2012.
Born 1950.



Elizabeth Grieg
Bachelor (Economics) and Master
(Human resources and
management).
Board member since 2013.
Born 1959.



Svein Jacobsen
MBA. Certified public accountant.
Board member since 2008.
Born 1951.



Tom Knutzen
MSc (Economics)
Board member since 2007.
Born 1962.
MSc (Economics)
Board member since 2007.
Born 1962.



Lars G Nordström
Law studies at Uppsala
University.
Board member since 2003.
Born 1943.



Sarah Russell
Master of Applied Finance.
Board member since 2010.
Born 1962.



Kari Stadigh
Master of Science (Engineering)
and Bachelor of Business
Administration.
Board member since 2010.
Born 1955.

Group Executive Management



Christian Clausen
President and Group CEO
 Member of Group Executive
 Management since 2001.
 Born 1955.



Torsten Hagen Jørgensen
**Group CFO and Head of Group
 Operations and Group
 Corporate Center**
 Member of Group Executive
 Management since 2011.
 Born 1965.



Ari Kaperi
Group Chief Risk Officer
 Member of Group Executive
 Management since 2008.
 Born 1960.



Lennart Jacobsen
Head of Retail Banking
 Member of Group Executive
 Management since 2013.
 Born 1966.



Casper von Koskull
Head of Wholesale Banking
 Member of Group Executive
 Management since 2010.
 Born 1960.



Peter Nyegaard
**Chief Operating Officer of
 Wholesale Banking**
 Member of Group Executive
 Management since 2011.
 Born 1963.



Gunn Wærsted
Head of Wealth Management
 Member of Group Executive
 Management since 2007.
 Born 1955.

Group Strategy

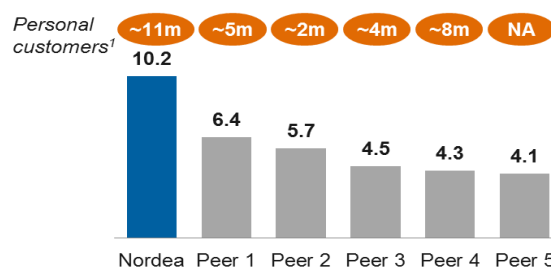
Key facts

- **Leading financial services platform in the Nordic region**
 - Largest total operating income (~EUR10.2bn in 2012)
 - Market share leader across the region in both retail and corporate markets
 - ~29,501 employees
- **Superior customer franchise**
 - ~11m personal customers¹ of which ~3.2m Gold and Private Banking customers
 - ~525,000 corporate and institutional customers
- **Strong distribution power**
 - Circa 900 branch locations
 - Leading netbank and mobile banks

Nordea's geographic presence



Operating income vs. Nordic peers, 2012, EURbn

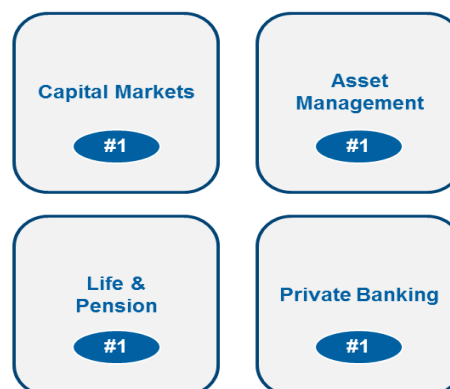


Nordea has a unique position in the Nordics

1 Superior customer franchise

	Retail Customers		Corporates & Institutions	
	No. of relationships (m)	Market position	No. of relationships ('000s)	Market position
Sweden	4.2	#2-3	246	#1-2
Norway	1.0	#2	87	#2
Finland	3.2	#1-2	125	#1
Denmark	1.7	#2	50	#1-2
Total Nordea	11.2	#1	625	#1

2 Global capabilities on par with international peers¹

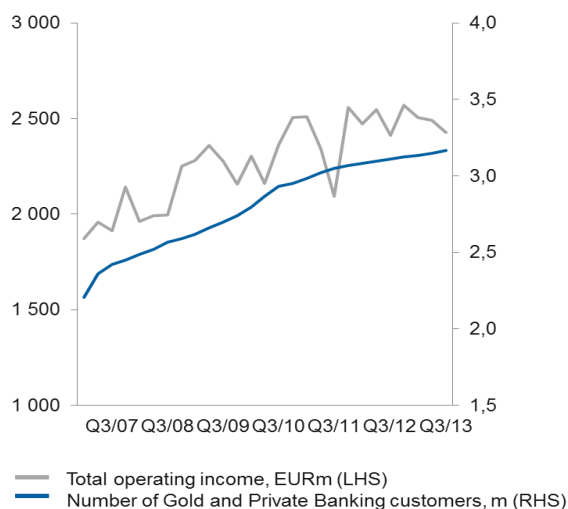


Note: Illustration excludes Poland (668,000 total customers), Baltic's (406,700 total customers) and Russia (67,000 total customers)
1: Ranking in Nordic region

Group Strategy, continued

1 Superior customer franchise: Retail customers

Gold and Private Banking customers and income



Clear value proposition to relationship customers

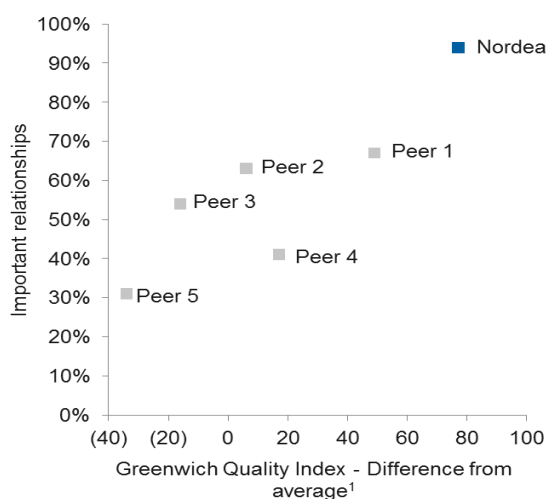
Customer's benefits



Bank's benefits

1 Superior customer franchise: Corporates and institutions

Large corporates evaluation of quality and relationship



Multi local presence

- Only bank with a substantial lead bank footprint in all markets
- Deep and intimate local presence
- Interaction on all levels with many touch-points
- Coordination of effort in customer teams
- Proactivity on all levels

¹ The Greenwich Quality Index reflects a normalised composition of all quantitative scores.

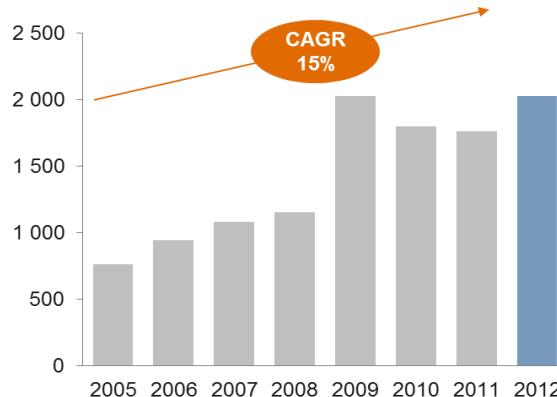
Group Strategy, continued

2 Global capabilities: The leading Nordic Capital Markets operation

Product capabilities on par with int'l peers

- Very strong FICC capabilities
 - Covering all major needs for Nordic customers
 - Size and scale to support efficiency
 - Leveraged into Retail Banking
- Competitive Investment Banking and Equities capabilities
- Competitive working capital management capabilities
- Balance sheet to support transactions

Markets total income, EURm



#1 bookrunner in
Nordic corporate
bonds

#1 Nordic bank in
Nordic ECM

#1 Nordic bank in
Nordic M&A

#1 bookrunner in
Nordic
syndicated loans

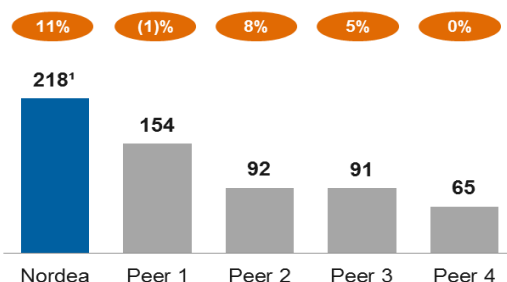
Most Award
Winning Equity
Broker Nordics

Leading Nordic
FX and interest
rate derivatives
franchises

2 Global capabilities: Largest and fastest growing Nordic Wealth Manager

Outperforming Nordic peers on size and growth

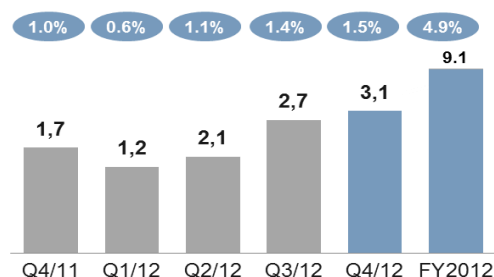
AuM EURbn Q4/12



Leading customer franchises

- Largest Nordic life & pensions provider by GWP
- Largest Nordic private bank with EUR69bn of AuM
- Largest Nordic international private bank, EUR11bn of AuM, with presence in Luxembourg, Switzerland and Singapore

Strong net inflow progression, EURbn



Global product capabilities

- Largest Nordic asset manager, EUR138bn of AuM
- Global Fund Distribution – Distributing through 14 of the 20 largest wealth managers globally
- Globally 7th largest fund promoter in Europe² 2012
- In house product offering supplemented by carefully selected external investment product offering

■ CAGR 09/Q4-12/Q4 ■ Net inflow / AuM (BoP)

¹ EUR218bn – Nordea Group asset base including Private Banking advisory mandates and Nordea Life assets not managed by NAM.
² Morningstar Direct Asset Flows Commentary, Europe.

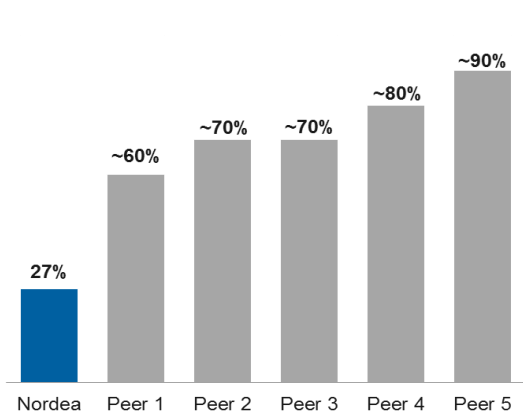
Group Strategy, continued

Volumes 2012

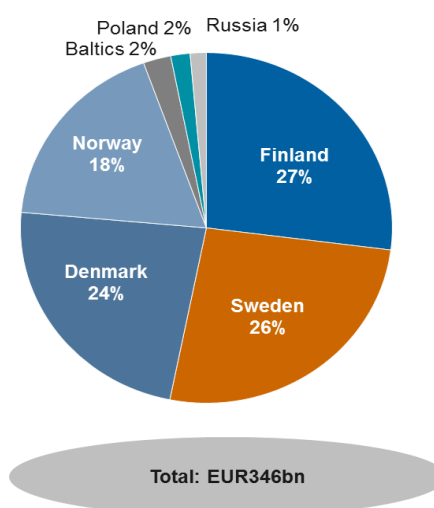
Nordea is the most diversified Nordic bank...

Geographic exposure vs. Nordic peers¹, %

Largest market contribution



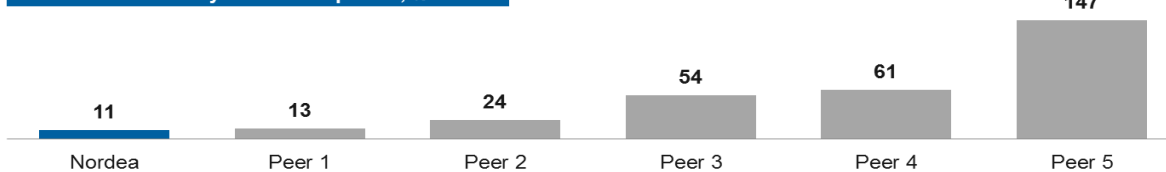
Total loans to public by geography, %



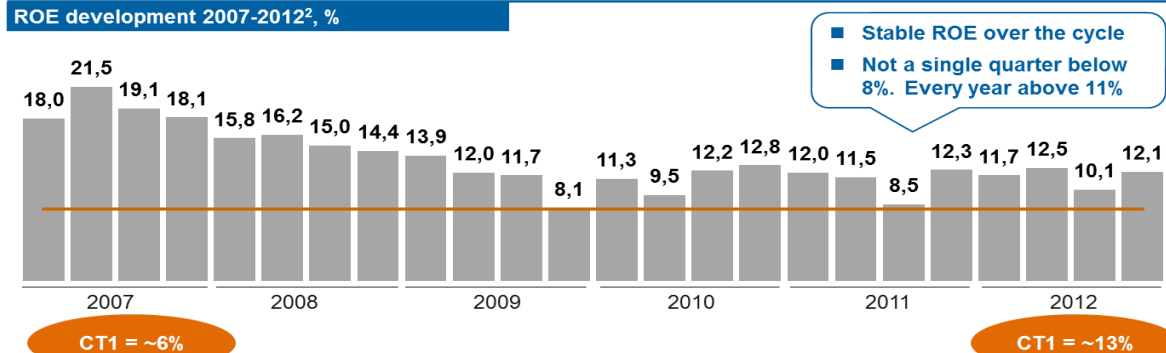
¹ Comparison based on reported geographical breakdown of loans to the public; latest available financials.

...with lower earnings volatility and stable ROE over the cycle

Net income volatility vs. Nordic peers¹, %



ROE development 2007-2012², %



¹ Annual net income volatility over last 5 years.
² ROE adjusted for restructuring costs 2011.

Rating

End of Q3 2013

	Moody's		S&P		Fitch		DRBS	
	Short	Long	Short	Long	Short	Long	Short	Long
Nordea Bank AB (publ)	P-1	Aa3	A-1+	AA- ^{**}	F1+	AA-	R-1 (high)	AA
Nordea Bank Danmark A/S	P-1	A1	A-1+	AA- ^{**}	F1+	AA-	R-1 (high)	AA
Nordea Bank Finland Plc	P-1	Aa3	A-1+	AA- ^{**}	F1+	AA-	R-1 (high)	AA
Nordea Bank Norge ASA	P-1	Aa3	A-1+	AA- ^{**}	F1+	AA-	R-1 (high)	AA
Nordea Hypotek AB (publ)*		Aaa*		AAA*				
Nordea Kredit Realkreditatieselskab*		Aaa*		AAA*				
Nordea Eiendomskreditt		Aaa*						
Nordea Bank Finland		Aaa*						

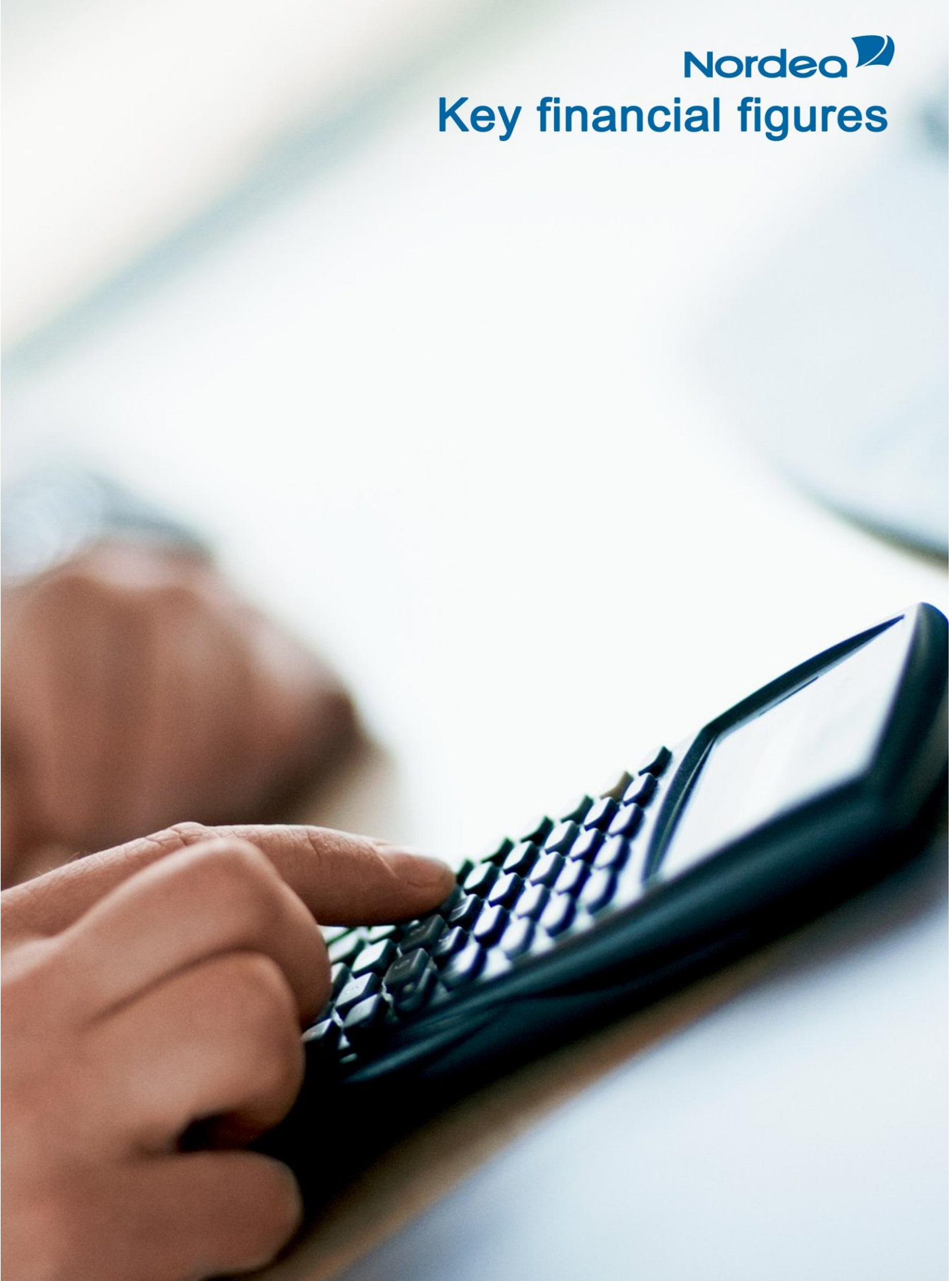
* Covered bond rating

** Negative outlook as of 20th November 2012

Largest shareholders

End of Q3 2013

Shareholder	No. of shares, mill	Percent end Q3
Sampo Plc	860,4	21,4
Nordea Fonden	158,2	3,9
Swedbank Robur Funds	132,9	3,3
Alecta	79,5	2,0
Norwegian Petroleum Fund	77,6	1,9
AMF Insurance & Funds	70,1	1,7
SHB Funds	58,7	1,5
SEB Funds	45,6	1,1
Fourth Swedish National Pension Fund	42,8	1,1
Varma Mutual Pension Insurance	40,7	1,0
AFA Insurance	37,7	0,9
Saudi Arabian Monetary Agency	35,6	0,9
Nordea Funds	35,2	0,9
First Swedish National Pension Fund	34,6	0,9
Third Swedish National Pension Fund	26,3	0,7
Skandia Life Insurance	25,0	0,6
Didner & Gerge Funds	25,0	0,6
Second Swedish National Pension Fund	22,0	0,5
Nordea Profit-sharing Foundation	21,4	0,5
Fidelity Funds	20,9	0,5
Other	2 200,0	54,6
Total number of outstanding shares	4 049,9	100,0%



Nordea 

Key financial figures

Long term overview

Income statement

EURm	Jan-Sep	2012	2011	2010	2009	2008	2007
Net interest income	4 135	5 563	5 456	5 159	5 281	5 093	4 282
Net fee and commission income	1 939	2 468	2 395	2 156	1 693	1 883	2 140
Net result from items at fair value	1 206	1 774	1 517	1 837	1 946	1 028	1 209
Equity method	58	93	42	66	48	24	41
Other income	84	100	91	116	105	172	214
Total operating income	7 422	9 998	9 501	9 334	9 073	8 200	7 886
General administrative expenses:							
Staff costs	-2 239	-2 989	-3 113	-2 784	-2 724	-2 568	-2 388
Other expenses	-1 355	-1 808	-1 914	-1 862	-1 639	-1 646	-1 572
Depreciation, amortisation and impairment charges of tangible	-163	-267	-192	-170	-149	-124	-103
Total operating expenses	-3 757	5 064	-5 219	-4 816	-4 512	-4 338	-4 063
Profit before loan losses	3 665	4 934	4 282	4 518	4 561	3 862	3 700
Net loan losses	-555	-895	-735	-879	-1 486	-466	60
Operating profit	3 110	4 039	3 547	3 639	3 075	3 396	3 883
Income tax expense	-763	-970	-913	-976	-757	-724	-753
Net profit for period from continuing operations	2 347	3 069	2 634	2 663	2 318	2 672	3 130
Net profit for the period from discontinued operations after tax	-4	57					
Net profit for the period	2 343	3 126					

Ratios and key figures

	Jan-Sep	2012	2011	2010	2009	2008	2007
Earnings per share (EPS). EUR (rolling 12 months)	0.79	0.78	0.65	0.66	0.60	0.79	0.93
Share price. EUR	8.95	7.24	5.98	8.16	7.10	3.90	8.90
Total shareholders' return %	29.4	21.0	-24.4	3.7	78.6	-46.9	6.4
Actual dividend per share. EUR	-	0.34	0.26	0.29	0.25	0.20	0.50
Equity per share EUR	7.12	7.01	6.47	6.07	5.56	5.29	5.09
Shares outstanding. million	4 050	4 050	4 047	4 043	4 037	2 600	2 597
Shares outstanding. after full dilution million	4 021	4 022	4 026	4 022	3 846	3 355	3 552
Return on equity. %	11.2	11.6	10.6	11.5	11.3	15.3	19.7
Assets under management. EURbn	228.0	217.8	187.4	191.0	158.1	125.6	157.1
Cost/income ratio. %	51	51	55	52	50	53	52
Core tier 1 capital ratio. %. excl transition rules ² %	14.4	13.1	11.2	10.3	10.3	6.7	6.3
Tier 1 capital ratio. %. excl transition rules ² %	15.3	14.3	12.2	11.4	11.4	7.4	7.0
Total capital ratio. %. excl transition rules ² %	17.5	16.2	13.4	13.4	13.4	9.5	9.1
Tier 1 capital. EURm	24 338	23 953	22 641	21 049	19 577	15 760	14 230
Risk-weighted assets EURbn	211	215	224	215	192	213	205
Number of employees (full-time equivalents)	29 501	31 466	33 068	33 809	33 347	34 008	31 721
Risk-adjusted profit. EURm	2 530	3 245	2 714	2 622	2 786	2 279	2 239
Economic profit. EURm	814	1 403	1 145	936	1 334	1 015	1 231
Economic capital. EURbn	22.5	17.9	17.7	17.5	16.7	15.8	13.4
EPS. risk-adjusted. EUR	0.58	0.81	0.67	0.65	0.72	0.68	0.67
RAROCAR. %	14.8	17.6	15.5	15.0	17.3	15.6	17.8
MCEV. EURm (Q2 2013)	4 487	3 762	2 714	3 655	3 244	2 624	3 189

² End of period

Long term overview

Balance sheet

EURm	Jan-Sep	2012	2011	2010	2009	2008	2007
Assets							
Cash and balances with central banks	28 558	36 060	3 765	10 023	11 500	3 157	5 020
Loans to central banks	6 393	8 005	40 615				
Treasury bills (fr. 2012 incl. in Int. Bearing sec.)		-		13 112	12 944	6 545	5 193
Loans to credit institutions	12 728	10 569	11 250	15 788	18 555	23 903	24 262
Loans to the public	343 191	346 251	337 203	314 211	282 411	265 100	244 682
Interest-bearing securities	87 031	94 939	92 373	69 137	56 155	44 830	38 782
Financial instruments pledged as collateral	6 382	7 970	8 373	9 494	11 24	7 937	4 790
Shares	32 411	28 128	20 167	17 293	13 703	10 669	17 644
Derivatives	74 565	118 789	171 943	96 825	75 422	86 838	31 498
Fair value changes of hedged items in portfolio hedge of interest rate risk	226	-711	-215	1 127	763	413	-105
Investments in associated undertakings	622	585	591	554	470	431	366
Intangible assets	3 267	3 425	3 321	3 219	2 947	2 535	2 725
Property and equipment	421	474	469	454	452	375	342
Investment property	3 272	3 408	3 644	3 568	3 505	3 334	3 492
Deferred tax assets	94	266	169	278	125	64	191
Current tax assets	184	78	185	262	329	344	142
Retirement benefit assets	129	142	223	187	134	168	123
Other assets	15 313	16 372	19 425	22 857	14 397	14 604	7 724
Prepaid expenses and accrued income	2 464	2 559	2 703	2 450	2 492	2 827	2 183
Assets held for sale	8 575						
Total assets	625 826	677 309	716 204	580 839	507 544	474 074	389 054
Liabilities							
Deposits by credit institutions	49 482	55 426	55 316	40 736	52 190	51 932	30 077
Deposits and borrowings from the public	200 481	200 678	190 092	176 390	153 577	148 591	142 329
Liabilities to policyholders	46 287	45 320	40 715	38 766	33 831	29 238	32 280
Debt securities in issue	182 901	184 340	179 950	151 578	130 519	108 989	99 792
Derivatives	69 270	114 203	167 390	95 887	73 043	85 538	33 023
Fair value changes of hedged items in portfolio hedge of interest rate risk	1 840	1 940	1 274	898	874	532	-323
Current tax liabilities	541	391	154	502	565	458	300
Other liabilities	30 402	33 472	43 368	38 590	28 589	17 970	22 860
Accrued expenses and prepaid income	4 053	3 903	3 496	3 390	3 178	3 278	2 762
Deferred tax liabilities	1 052	976	1 018	885	870	1 053	703
Provisions	335	389	483	581	309	143	73
Retirement benefit obligations	225	469	325	337	394	340	462
Subordinated liabilities	6 632	7 797	6 503	7 761	7 185	8 209	7 556
Liabilities held for sale	3 693						
Total liabilities	597 194	649 304	690 084	556 301	485 124	456 271	371 894
Equity							
Non-controlling interests	2	5	86	84	80	78	78
Share capital	4 050	4 050	4 047	4 043	4 037	2 600	2 597
Share premium reserve	1 080	1 080	1 080	1 065	1 065	-	-
Other reserves	26	340	-47	-146	-518	-888	-160
Retained earnings	23 474	22 530	20 954	19 492	17 756	16 013	14 645
Total equity	28 632	28 005	26 120	24 538	22 420	17 803	17 160
Total liabilities and equity	625 826	677 309	716 204	580 839	507 544	474 074	389 054

7 quarter overview

Income statement

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	1 386	1 391	1 358	1 382	1 393	1 415	1 373
Net fee and commission income	652	664	623	682	595	603	588
Net result from items at fair value	346	416	444	442	377	492	463
Equity method	14	9	35	33	23	14	23
Other income	28	10	46	31	24	22	23
Total operating income	2 426	2 490	2 506	2 570	2 412	2 546	2 470
General administrative expenses							
Staff costs	-732	-753	-754	-749	-738	-746	-756
Other expenses	-441	-453	-461	-458	-457	-452	-441
Depreciation tangible and intangible assets	-61	-50	-52	-88	-71	-61	-47
Total operating expenses	-1 234	-1 256	-1 267	-1 295	-1 266	-1 259	-1 244
Profit before loan losses	1 192	1 234	1 239	1 275	1 146	1 287	1 226
Net loan losses	-171	-186	-198	-241	-236	-203	-215
Operating profit	1 021	1 048	1 041	1 034	910	1 084	1 011
Income tax expense	-257	-248	-258	-215	-226	-276	-253
Net profit	764	800	783	819	684	808	758

Ratios and key figures

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Diluted earnings per share, EUR	0.19	0.19	0.2	0.21	0.17	0.21	0.19
EPS, rolling 12 months up to period end, EUR	0.79	0.77	0.79	0.78	0.76	0.69	0.66
Share price ² EUR	8.95	8.54	8.83	7.24	7.69	6.77	6.8
Total shareholders' return %	7.1	5.3	23.2	-4.4	9.3	-1.2	17.1
Equity per share ¹ , EUR	7.12	6.94	6.82	6.96	6.7	6.51	6.31
Potential shares outstanding ² million	4 050	4 050	4 050	4 050	4 050	4 050	4 047
Weighted average number of diluted shares, million	4 019	4 019	4 023	4 024	4 026	4 028	4 027
Return on equity, %	10.8	11.5	11.1	11.9	10.3	12.5	11.7
Cost/income ratio %	51	50	51	50	52	49	50
Loan loss ratio, basis points	20	22	23	27	27	24	25,0
Core Tier 1 capital ratio, excl transition rules ² %	14.4	14,0	13.2	13.1	12.2	11.8	11.6
Tier 1 capital ratio, excl transition rules ² %	15.3	14.8	14,0	14.3	13.3	12.8	12.6
Total capital ratio, excl transition rules ² %	17.5	17.4	16.5	16.2	15.3	14.3	14.2
Core Tier 1 capital ratio ² %	10.9	10.7	10.2	10.2	9.8	9.6	9.4
Tier 1 capital ratio ² %	11.5	11.3	10.9	11.2	10.7	10.5	10.3
Total capital ² %	13.2	13.3	12.8	12.7	12.2	11.7	11.6
Tier 1 capital ² EURm	24 338	23 912	23 619	23 953	23 809	23 288	23 039
Risk-weighted assets incl transtion rules ² EURbn	211,0	212,0	218,0	215,0	223,0	223,0	224,0
Number of employees (full-time equivalents) ²	29 501	29 255	29 403	29 491	29 704	29 904	30 305
Risk-adjusted profit EURm	823	853	854	866	768	867	811,0
Economic profit, EURm	257	282	275	267	163	258	200,0
Economic capital ² EURbn	22.5	22.7	22.9	22.8	23.8	23.8	24.3
EPS risk-adjusted EUR	0.19	0.20	0.19	0.21	0.17	0.20	0.19
RAROCAR %	14.4	15,0	15,0	14.7	12.8	14.4	13.5

(30 Sep 2011: EUR 19,939), Tier 1 capital EUR 23,398m (30 Sep 2011: EUR 21,855m), capital base EUR 26,892m (30 Sep 2011: EUR 24,449m),

Core Tier 1 capital ratio 9.6% (30 Sep 2011: 9.0%), Tier 1 capital ratio 10.5% (30 Sep 2011: 9.9%), total capital ratio 12.0% (30 Sep 2011: 11.1%).

Group lending and deposit volumes

Total lending

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Corporate	144,1	144,6	150,3	150,3	156,5	158,1	154,8
Household	156,1	154,7	156,9	156,2	155,9	152,8	150,6
Repos	36,9	35,3	34,4	26,1	28,6	27,4	24,1
Other	6,2	5,8	7,0	6,8	5,3	5,2	4,5
Nordea Group continuing	343,2	340,4	348,6	339,5	346,3	343,5	334,0
Discontinued	6,3	6,3	6,6	6,8	6,8	6,8	6,8
Total Nordea Group	349,5	346,7	355,2	346,3	353,1	350,3	340,8

Total deposits

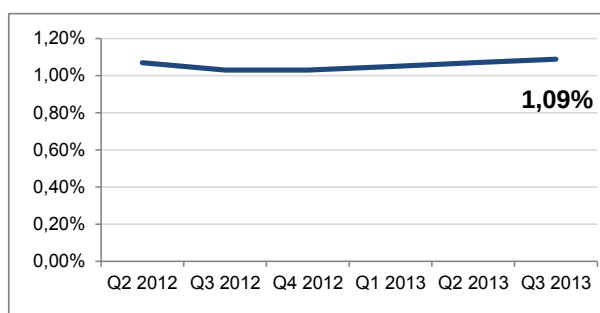
EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Corporate	84,1	84,1	86,5	91,5	92,1	87	89,9
Household	86,1	87,0	87,5	86,1	86,5	85,9	82,9
Repos	26,8	20,3	23,1	16,9	21,5	16,6	14,3
Other	3,5	4,9	4,0	3,2	4,3	8,7	3,8
Nordea Group continuing	200,5	196,3	201,1	197,7	204,3	198,2	190,9
Discontinued	2,9	3,0	3,2	2,9	2,7	2,6	2,6
Total Nordea Group	203,4	199,3	204,3	200,7	207,0	200,8	193,5

Change in Net interest income

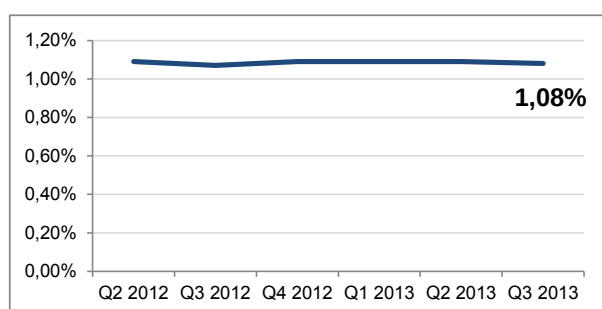
EURm	Q3/Q2	Q3/Q3
Margin driven NII	10	205
Lending margin	22	438
Deposit margin	-12	-233
Volume driven NII	0	-70
Lending volume	2	-61
Deposit volume	-1	-9
Increased liquidity cost (incl. liquidity buffer)	-2	-121
GCC, including treasury	-17	-80
Day count	15	-15
Other	-11	35
Total NII change	-5	-46

Net interest margin development

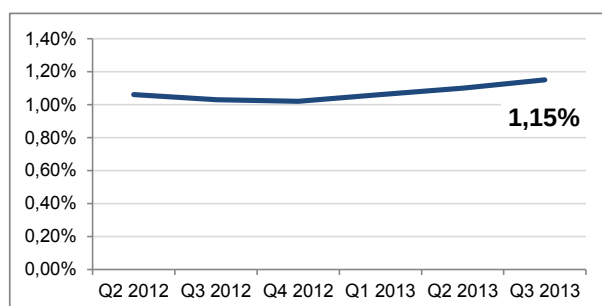
Nordea Group



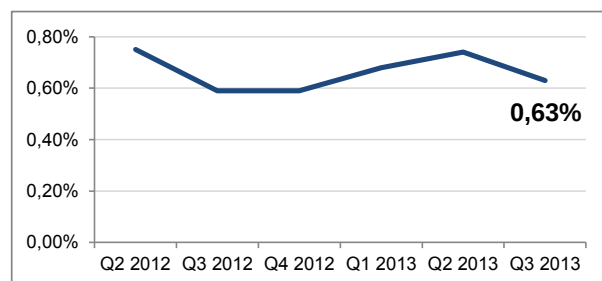
Retail Banking



Wholesale Banking



Wealth Management



Nordea
Retail Banking



Retail Banking - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	954	956	955	976	957	951	935
Net fee and commission income	270	265	273	291	288	272	287
Net result from items at fair value	68	88	91	58	66	70	97
Equity method & other income	26	20	36	48	20	17	18
Total operating income	1 318	1 329	1 355	1 373	1 331	1 310	1 337
Staff costs	-340	-345	-345	-351	-348	-339	-342
Other exp, excl depreciations	-359	-377	-379	-404	-376	-377	-376
Total operating expenses	-724	-747	-749	-786	-755	-739	-740
Profit before loan losses	594	582	606	587	576	571	597
Net loan losses	-107	-95	-131	-140	-184	-117	-152
Operating profit	487	487	475	447	392	454	445
Cost/income ratio. %	55	56	55	57	57	56	55
RAROCAR.%	14	14	14	13	13	13	13
Economic capital (EC)	11 092	11 190	11 073	11 248	11 894	11 597	11 849
Risk-weighted assets (RWA)	77 623	78 468	81 284	82 332	88 292	88 027	87 975
Number of employees (FTEs)	17 428	17 331	17 390	17 459	17 648	17 791	18 074

Retail Banking - Divisional breakdown

Q3 2013

EURm	DEN	FIN	NOR	SWE	BAL	Other	Total
Net interest income	311	173	209	251	33	-23	954
Net fee and commission income	39	91	43	91	11	-5	270
Net result from items at fair value	12	16	18	25	-1	-2	68
Equity method & other income	7	4	1	6	0	8	26
Total operating income	369	284	271	373	43	-22	1 318
Staff costs	-82	-59	-38	-71	-6	-84	-340
Other exp, excl depreciations	-115	-104	-76	-142	-14	92	-359
Total operating expenses	-201	-164	-116	-217	-21	-5	-724
Profit before loan losses	168	120	155	156	22	-27	594
Net loan losses	-75	-14	-8	-11	4	-3	-107
Operating profit	93	106	147	145	26	-30	487
Employees (FTEs)	3 853	3 940	1 419	3 293	753	4 170	17 428

Retail Banking - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	85,3	85,1	87,6	88,2	91,1	90,0	88,8
Lending to households	122,8	121,6	123,4	122,6	122,2	119,2	117,0
Consumer lending	23,8	23,8	24,2	24,2	24,8	24,8	24,9
Total lending	231,9	230,5	235,2	235,0	238,1	234,0	230,7
Corporate deposits	43,6	43,6	44,4	45,8	43,7	43,1	43,0
Household deposits	74,7	75,7	76,1	75,4	75,2	74,8	72,0
Total deposits	118,3	119,3	120,5	121,2	118,9	117,9	115,0

Retail Banking - Margins

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest margins	1,09%	1,10%	1,08%	1,06%	1,04%	1,06%	1,05%

Banking Denmark - Overview and market shares

Q3 2013



Overview

Customers	1 794 000	Number of FTEs	3 853
Locations	189	Total lending, EURbn	66,4

Market shares

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Mortgage lending	17,0%	16,9%	16,8%	16,8%	16,7%	16,5%	16,4%
Consumer lending	21,2%	21,1%	21,0%	21,0%	21,1%	20,9%	21,0%
Corporate lending	23,9%	23,1%	24,0%	24,0%	24,4%	24,7%	24,1%
Household deposits	22,9%	22,8%	22,6%	22,6%	22,4%	22,4%	22,5%
Corporate deposits	24,2%	25,1%	23,1%	23,1%	24,4%	24,6%	24,7%

Banking Denmark - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	311	309	317	323	309	319	315
Net fee and commission income	39	46	41	41	58	45	65
Net result from items at fair value	12	11	33	8	7	1	22
Equity method & other income	7	9	11	9	5	6	6
Total operating income	369	375	402	381	379	371	408
Staff costs	-82	-82	-81	-85	-84	-82	-87
Other exp, excl depreciations	-115	-120	-120	-124	-120	-120	-122
Total operating expenses	-201	-205	-205	-212	-208	-206	-212
Profit before loan losses	168	170	197	169	171	165	196
Net loan losses	-75	-77	-86	-90	-145	-96	-112
Operating profit	93	93	111	79	26	69	84
Cost/income ratio. %	55	55	51	56	55	56	52
RAROCAR.%	14	14	16	13	13	13	15
Economic capital (EC)	3 027	3 047	3 151	3 147	3 326	3 193	3 410
Risk-weighted assets (RWA)	22 996	23 244	24 081	23 641	24 927	24 639	24 957
Number of employees (FTEs)	3 853	3 890	3 891	3 934	4 027	4 087	4 199

Banking Denmark - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	23,7	23,8	23,7	23,7	23,6	23,9	23,6
Lending to households	30,6	30,4	30,3	30,1	29,7	29,4	29,0
Consumer lending	12,1	12,1	12,2	12,4	12,5	12,7	12,7
Total lending	66,4	66,3	66,2	66,2	65,8	66,0	65,3
Corporate deposits	8,8	8,6	8,5	7,8	7,6	7,3	7,2
Household deposits	23,1	23,5	23,3	23,0	22,4	22,6	21,8
Total deposits	31,9	32,1	31,8	30,8	30,0	29,9	29,0

Banking Finland - Overview and market shares

Q3 2013



Overview

Customers	3 188 000	Number of FTEs	3 940
Locations	231	Total lending, EURbn	45,7

Market shares

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Mortgage lending	30,1%	30,0%	30,1%	30,2%	30,4%	30,5%	30,7%
Consumer lending	30,8%	30,4%	30,1%	30,1%	30,0%	30,1%	30,3%
Corporate lending	28,9%	28,2%	29,0%	29,8%	30,3%	31,3%	32,0%
Household deposits	30,6%	30,8%	30,7%	31,1%	31,3%	31,4%	31,3%
Corporate deposits	34,0%	34,8%	35,0%	33,9%	36,9%	36,3%	37,4%

Banking Finland - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	173	163	144	145	147	154	153
Net fee and commission income	91	87	88	81	83	83	83
Net result from items at fair value	16	26	20	19	17	19	22
Equity method & other income	4	1	8	17	2	1	0
Total operating income	284	277	260	262	249	257	258
Staff costs	-59	-55	-57	-57	-55	-56	-55
Other exp, excl depreciations	-104	-103	-104	-105	-102	-106	-106
Total operating expenses	-164	-159	-162	-164	-158	-163	-162
Profit before loan losses	120	118	98	98	91	94	96
Net loan losses	-14	-8	-13	-14	-21	-1	-10
Operating profit	106	110	85	84	70	93	86
Cost/income ratio, %	58	57	62	63	64	63	63
RAROCAR, %	17	16	13	13	12	12	11
Economic capital (EC)	1 974	2 003	1 954	1 941	1 985	1 993	2 138
Risk-weighted assets (RWA)	14 057	14 223	13 962	14 554	15 007	15 258	15 504
Number of employees (FTEs)	3 940	3 985	3 981	3 984	4 008	4 086	4 089

Banking Finland - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	14,9	14,8	14,7	14,7	15,0	15,2	15,1
Lending to households	25,6	25,4	25,2	25,2	25,2	25,0	24,7
Consumer lending	5,2	5,1	5,1	5,2	5,2	5,2	5,2
Total lending	45,7	45,3	45,0	45,1	45,4	45,4	45,0
Corporate deposits	9,5	9,4	9,1	10,6	10,3	9,9	9,5
Household deposits	21,5	22,0	22,1	22,2	22,4	22,6	22,3
Total deposits	31,0	31,4	31,2	32,8	32,7	32,5	31,8

Banking Norway - Overview and market shares

Q3 2013



Overview

Customers	1 039 000	Number of FTEs	1 419
Locations	95	Total lending. EURbn	45,4

Market shares

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Mortgage lending	11,2%	11,3%	11,5%	11,7%	11,9%	12,0%	12,1%
Consumer lending	7,2%	7,1%	7,2%	7,1%	7,0%	7,1%	7,2%
Corporate lending	12,8%	12,7%	12,8%	12,9%	13,1%	13,3%	13,5%
Household deposits	8,2%	8,3%	8,3%	8,4%	8,6%	8,6%	8,6%
Corporate deposits	13,1%	13,3%	13,9%	13,8%	14,2%	14,2%	15,0%

Banking Norway - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	209	209	199	201	188	179	166
Net fee and commission income	43	40	43	53	48	46	42
Net result from items at fair value	18	25	15	18	16	21	22
Equity method & other income	1	2	2	2	0	0	1
Total operating income	271	276	259	274	252	246	231
Staff costs	-38	-40	-41	-41	-40	-39	-39
Other exp, excl depreciations	-76	-80	-81	-86	-81	-83	-82
Total operating expenses	-116	-122	-124	-129	-122	-123	-122
Profit before loan losses	155	154	135	145	130	123	109
Net loan losses	-8	13	-11	-13	-8	-7	-15
Operating profit	147	167	124	132	122	116	94
Cost/income ratio. %	43	44	48	47	48	50	53
RAROCAR.%	17	16	13	13	11	10	9
Economic capital (EC)	2 516	2 556	2 670	2 869	3 019	3 004	2 964
Risk-weighted assets (RWA)	18 611	18 896	19 877	21 371	22 772	22 627	22 534
Number of employees (FTEs)	1 419	1 407	1 405	1 402	1 388	1 391	1 415

Banking Norway - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	19,7	19,9	20,9	21,3	22,1	21,6	21,1
Lending to households	25,0	25,6	26,7	27,3	27,3	26,5	25,8
Consumer lending	0,7	0,8	0,7	0,7	0,8	0,9	0,9
Total lending	45,4	46,3	48,3	49,3	50,2	49,0	47,8
Corporate deposits	10,5	11,1	11,4	11,9	11,5	11,5	12,1
Household deposits	8,0	8,6	8,5	8,5	8,5	8,7	7,9
Total deposits	18,5	19,7	19,9	20,4	20,0	20,2	20,0

Banking Sweden - Overview and market shares

Q3 2013



Overview

Customers	4 265 000	Number of FTEs	3 293
Locations	249	Total lending, EURbn	66,0

Market shares

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Mortgage lending	15,1%	15,0%	15,0%	15,0%	15,0%	15,0%	15,0%
Consumer lending	7,9%	8,0%	8,0%	8,1%	8,2%	8,4%	8,4%
Corporate lending	13,9%	14,4%	14,7%	15,2%	15,7%	16,1%	16,1%
Household deposits	15,8%	15,7%	15,9%	16,0%	16,1%	16,3%	16,6%
Corporate deposits	15,9%	15,3%	16,4%	17,4%	18,6%	17,1%	18,8%

Banking Sweden - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	251	263	286	280	282	265	266
Net fee and commission income	91	88	93	105	92	92	92
Net result from items at fair value	25	26	26	27	27	29	29
Equity method & other income	6	1	5	6	0	0	0
Total operating income	373	378	410	418	401	386	387
Staff costs	-71	-73	-76	-74	-72	-71	-72
Other exp, excl depreciations	-142	-152	-146	-147	-148	-141	-141
Total operating expenses	-217	-229	-226	-227	-225	-216	-217
Profit before loan losses	156	149	184	191	176	170	170
Net loan losses	-11	-18	-11	-11	-6	-9	-12
Operating profit	145	131	173	180	170	161	158
Cost/income ratio, %	58	61	55	54	56	56	56
RAROCAR, %	15	15	20	20	18	19	19
Economic capital (EC)	2 859	2 854	2 555	2 512	2 734	2 543	2 488
Risk-weighted assets (RWA)	16 651	16 700	17 866	16 954	17 872	17 437	17 179
Number of employees (FTEs)	3 293	3 263	3 315	3 306	3 352	3 341	3 388

Banking Sweden - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	21,4	21,1	22,7	22,7	24,5	23,6	23,6
Lending to households	39,0	37,6	38,7	37,2	37,3	35,5	34,8
Consumer lending	5,6	5,5	5,8	5,9	6,1	5,9	5,8
Total lending	66,0	64,2	67,2	65,8	67,9	65,0	64,2
Corporate deposits	12,2	12,1	13,0	13,1	12,4	12,4	12,5
Household deposits	21,1	20,8	21,4	20,9	21,1	20,1	19,2
Total deposits	33,3	32,9	34,4	34,0	33,5	32,5	31,7

Banking Baltic countries - Overview and market shares

Q3 2013



Overview

Customers	414 000	Number of FTEs	753
Locations	39	Total lending: EURbn	8,4

Market shares

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Mortgage lending	15,2%	15,3%	15,6%	15,6%	15,7%	15,6%	15,6%
Corporate lending	16,6%	16,6%	16,3%	16,8%	17,3%	17,2%	17,1%
Household deposits	4,6%	4,6%	4,5%	4,4%	4,3%	4,4%	4,4%
Corporate deposits	9,4%	9,5%	8,7%	9,4%	7,7%	8,5%	8,0%

Banking Baltic countries - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	33	33	32	32	31	29	30
Net fee and commission income	11	11	10	10	11	11	11
Net result from items at fair value	-1	-1	-1	-4	1	1	0
Equity method & other income	0	0	0	0	1	0	0
Total operating income	43	43	41	38	44	41	41
Staff costs	-6	-6	-7	-7	-6	-6	-7
Other exp, excl depreciations	-14	-16	-13	-13	-16	-12	-13
Total operating expenses	-21	-22	-20	-21	-23	-22	-23
Profit before loan losses	22	21	21	17	21	19	18
Net loan losses	4	-7	-4	-10	-1	9	-1
Operating profit	26	14	17	7	20	28	17
Cost/income ratio. %	49	51	49	55	52	54	56
RAROCAR.%	7	6	6	4	5	4	4
Economic capital (EC)	704	718	729	761	808	841	826
Risk-weighted assets (RWA)	5 307	5 404	5 498	5 811	7 715	8 065	7 801
Number of employees (FTEs)	753	771	799	805	839	852	891

Banking Baltic countries - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	5,6	5,7	5,7	5,7	5,7	5,6	5,4
Lending to households	2,8	2,8	2,9	2,9	3,0	3,0	3,0
Consumer lending	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Total lending	8,4	8,5	8,6	8,6	8,7	8,6	8,4
Corporate deposits	2,6	2,4	2,3	2,4	1,9	2,0	1,8
Household deposits	0,9	0,9	0,8	0,8	0,8	0,8	0,8
Total deposits	3,5	3,3	3,1	3,2	2,7	2,8	2,6

Retail Banking Other - Financial highlights

Q3 2013

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	-23	-21	-23	-5	0	5	5
Net fee and commission income	-5	-7	-2	1	-4	-5	-6
Net result from items at fair value	-2	1	-2	-10	-2	-1	2
Equity method & other income	8	7	10	14	12	10	11
Total income incl. allocations	-22	-20	-17	0	6	9	12
Staff costs	-84	-89	-83	-87	-91	-85	-82
Other exp, excl. depreciations	92	94	85	71	91	85	88
Total expenses incl. allocations	-5	-10	-12	-33	-19	-9	-4
Profit before loan losses	-27	-30	-29	-33	-13	0	8
Net loan losses	-3	2	-6	-2	-3	-13	-2
Operating profit	-30	-28	-35	-35	-16	-13	6
Economic capital (EC)	12	12	14	18	22	23	23
Number of employees (FTEs)	4 170	4 015	3 999	4 028	4 034	4 034	4 092

Nordea
Wholesale Banking

Wholesale Banking - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	290	282	278	285	295	299	287
Net fee and commission income	148	147	124	142	131	146	121
Net result from items at fair value	221	249	225	226	257	255	327
Equity method & other income	1	-3	3	8	2	1	0
Total income incl. allocations	660	675	630	661	685	701	735
Staff costs	-185	-204	-197	-194	-189	-203	-203
Other exp, excl. depreciations	-14	-13	-19	-41	-23	-19	-21
Total expenses incl. allocations	-207	-226	-226	-245	-223	-232	-232
Profit before loan losses	453	449	404	416	462	469	503
Net loan losses	-62	-86	-68	-99	-48	-102	-65
Operating profit	391	363	336	317	414	367	438
Cost/income ratio. %	31	33	36	37	33	33	32
RAROCAR. %	16	16	14	14	15	15	15
Economic capital (EC)	8 001	8 200	8 455	8 408	8 715	8 897	9 459
Risk-weighted assets (RWA)	61 303	62 633	64 882	65 405	69 385	71 572	74 421
Number of employees (FTEs)	6 019	5 933	6 028	6 066	6 121	6 173	6 233

Wholesale Banking - Divisional breakdown

Q3 2013

EURm	CIB	SOOS	Russia	Other	Total
Net interest income	177	69	58	-14	290
Net fee and commission income	143	15	4	-14	148
Net result from items at fair value	71	7	3	140	221
Equity method & other income	0	0	0	1	1
Total operating income	391	91	65	113	660
Staff costs	-10	-6	-17	-152	-185
Other exp, excl. Depreciation	-110	-10	-8	114	-14
Total operating expenses	-120	-16	-27	-44	-207
Profit before loan losses	271	75	38	69	453
Net loan losses	-42	-20	0	0	-62
Operating profit	229	55	38	69	391
Number of employees (FTEs)	195	86	1 402	4 336	6 019

Wholesale Banking - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Total lending	96,9	95,5	98,1	89,2	98,0	98	91,5
Total deposits	67,6	61,1	65	62,8	70,5	61	62,3

Wholesale Banking - Margins

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12
Net interest margin	1,15%	1,10%	1,06%	1,02%	1,03%	1,06%

Corporate Institutional Banking - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	177	176	168	176	174	173	170
Net fee and commission income	143	153	128	142	133	154	126
Net result from items at fair value	71	106	93	91	91	108	112
Equity method & other income	0	0	0	0	0	0	0
Total income incl. allocations	391	435	389	409	398	435	408
Staff costs	-10	-11	-11	-10	-10	-10	-9
Other exp, excl. depreciations	-110	-112	-112	-115	-110	-111	-112
Total expenses incl. allocations	-120	-123	-123	-125	-120	-121	-121
Profit before loan losses	271	312	266	284	278	314	287
Net loan losses	-42	-52	-37	-37	2	-29	-4
Operating profit	229	260	229	247	280	285	283
Cost/income ratio. %	31	28	32	31	30	28	30
RAROCAR. %	15	17	14	15	14	16	14
Economic capital (EC)	5 237	5 371	5 581	5 399	5 663	5 621	5 653
Risk-weighted assets (RWA)	39 001	39 946	41 742	42 620	45 748	46 918	48 296
Number of employees (FTEs)	195	190	192	213	215	216	216

Corporate Institutional Banking - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Total lending	41,0	41,2	43,6	42,9	45,3	47,3	46,2
Total deposits	35,1	35,2	37,1	38,7	41,5	36,9	39,7

Shipping, Offshore and Oil Services - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	69	67	66	69	75	76	71
Net fee and commission income	15	14	14	16	19	14	15
Net result from items at fair value	7	8	11	13	16	-4	2
Equity method & other income	0	0	0	0	0	0	0
Total operating income	91	89	91	98	110	86	88
Staff costs	-6	-5	-7	-6	-7	-6	-7
Other exp, excl. Depreciations	-10	-9	-11	-11	-11	-11	-11
Total operating expenses	-16	-14	-18	-17	-18	-16	-17
Profit before loan losses	75	75	73	81	92	70	71
Net loan losses	-20	-34	-40	-63	-54	-63	-60
Operating profit	55	41	33	18	38	7	11
Cost/income ratio. %	18	16	20	17	16	19	19
RAROCAR. %	17	16	15	16	19	14	13
Economic capital (EC)	1 186	1 236	1 325	1 320	1 325	1 350	1 469
Risk-weighted assets (RWA)	9 052	9 444	10 173	10 234	10 222	10 612	11 543
Number of employees (FTEs)	86	84	88	87	87	90	92

Shipping, Offshore and Oil Services - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Total lending	11,8	12,2	13,1	13,0	13,4	14,1	13,6
Total deposits	3,7	3,5	3,7	4,8	4,8	4,6	4,5

Banking Russia - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	58	55	61	56	51	54	45
Net fee and commission income	4	3	3	5	4	3	5
Net result from items at fair value	3	3	4	-3	3	6	3
Equity method & other income	0	0	0	1	1	0	0
Total income incl. allocations	65	61	68	59	59	63	53
Staff costs	-17	-14	-19	-20	-17	-15	-17
Other exp, excl. depreciations	-8	-7	-7	-10	-7	-9	-8
Total expenses incl. allocations	-27	-22	-28	-32	-25	-25	-26
Profit before loan losses	38	39	40	27	34	38	27
Net loan losses	0	-1	9	1	1	-8	0
Operating profit	38	38	49	28	35	30	27
Cost/income ratio. %	42	36	41	54	42	40	49
RAROCAR. %	24	25	26	15	19	22	16
Economic capital (EC)	459	462	450	500	517	501	492
Risk-weighted assets (RWA)	5 948	5 877	5 962	6 159	6 511	6 457	6 288
Number of employees (FTEs)	1 402	1 385	1 439	1 486	1 464	1 466	1 485

Banking Russia - Volumes

EURbn	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Lending to corporates	6,0	6,1	6,0	6,2	6,7	6,7	6,2
Lending to households	0,5	0,4	0,4	0,4	0,4	0,4	0,4
Total lending	6,5	6,5	6,4	6,6	7,1	7,1	6,6
Corporate deposits	1,7	1,8	1,3	2,2	2,1	2,4	2,7
Household deposits	0,2	0,2	0,2	0,2	0,2	0,2	0,2
Total deposits	1,9	2,0	1,5	2,4	2,3	2,6	2,9

Wholesale Banking - Other

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	-14	-16	-17	-16	-5	-4	1
Net fee and commission income	-14	-23	-21	-21	-25	-25	-25
Net result from items at fair value	140	132	117	125	147	145	210
Equity method & other income	1	-3	3	7	1	1	0
Total income incl. allocations	113	90	82	95	118	117	186
Staff costs	-152	-174	-160	-158	-155	-172	-170
Other exp, excl. depreciations	114	115	111	95	105	112	110
Total expenses incl. allocations	-44	-67	-57	-71	-60	-70	-68
Profit before loan losses	69	23	25	24	58	47	118
Net loan losses	0	1	0	0	3	-2	-1
Operating profit	69	24	25	24	61	45	117
Economic capital (EC)	1 119	1 131	1 099	1 189	1 210	1 425	1 845
Risk-weighted assets (RWA)	7 302	7 366	7 005	6 392	6 904	7 585	8 294
Number of employees (FTEs)	4 336	4 274	4 309	4 280	4 355	4 401	4 440

Nordea
Wealth Management



Wealth Management - Financial highlights

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	32	37	33	29	29	36	45
Net fee and commission income	252	253	236	273	188	196	187
Net result from items at fair value	82	84	88	141	91	91	91
Equity method & other income	7	11	7	8	8	7	6
Total income incl. allocations	373	385	364	451	316	330	329
Staff costs	-115	-118	-119	-116	-114	-121	-114
Other exp, excl. depreciations	-70	-74	-72	-88	-72	-76	-72
Total expenses incl. allocations	-187	-193	-193	-206	-187	-199	-188
Profit before loan losses	186	192	171	245	129	131	141
Net loan losses	0	-4	1	-1	0	0	0
Operating profit	186	188	172	244	129	131	141
Cost/income ratio. %	50	50	53	46	59	60	57
RAROCAR.%	25	26	23	36	19	19	21
Economic capital (EC)	2 247	2 202	2 208	2 053	2 031	2 011	2014
Risk-weighted assets (RWA)	2 818	2 812	3 161	2 902	3 512	3 486	3 602
Number of employees (FTEs)	3 480	3 439	3 447	3 465	3 466	3 464	3498

Wealth Management - Divisional breakdown

Q3 2013

EURm	Asset Mgmt	Life & Pensions	Private Banking	Other	Total
Net interest income	0	0	32	0	32
Net fee and commission income	124	63	66	-1	252
Net result from items at fair value	0	59	22	1	82
Equity method & other income	2	5	0	0	7
Total income incl. allocations	126	127	120	0	373
Staff costs	-26	-31	-41	-17	-115
Other exp, excl. depreciations	-25	-20	-43	18	-70
Total expenses incl. allocations	-51	-51	-86	1	-187
Profit before loan losses	75	76	34	1	186
Net loan losses	0	0	0	0	0
Operating profit	75	76	34	1	186
Employees (FTEs)	556	1 157	1 220	547	3 480

Wealth Management - Margins

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12
Net interest margin	0,63%	0,74%	0,68%	0,59%	0,59%	0,75%

Asset Management

Q3 2013

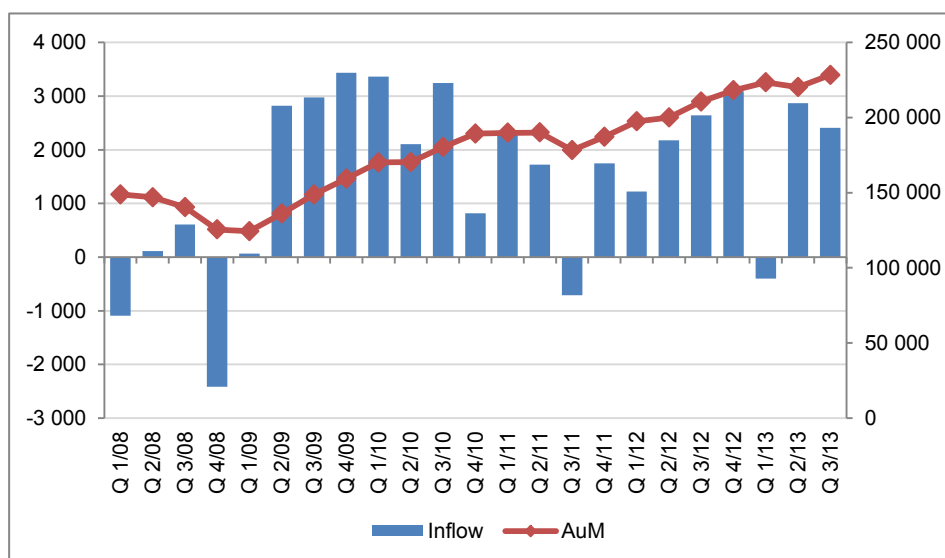
EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	0	0	0	0	0	0	1
Net fee and commission income	124	119	110	140	95	90	94
Net result from items at fair value	0	0	-2	1	1	-2	4
Equity method & other income	2	5	2	2	2	1	1
Total income incl. allocations	126	124	110	143	98	89	100
Staff costs	-26	-27	-30	-29	-29	-33	-26
Other exp, excl. depreciations	-25	-27	-25	-26	-24	-24	-25
Total expenses incl. allocations	-51	-54	-55	-55	-53	-57	-51
Profit before loan losses	75	70	55	88	45	32	49
Net loan losses	0	0	0	0	0	0	0
Operating profit	75	70	55	88	45	32	49
Cost/income ratio, %	40	44	50	38	54	64	51
Income, spread (basis points)	36	36	32	42	31	29	33
Economic capital (EC)	123	130	168	91	90	101	120
Risk-weighted assets (RWA)	317	315	278	256	256	269	226
AuM, EURbn	143,7	138,2	140,0	137,8	132,0	123,6	122,2
Number of employees (FTEs)	556	560	559	559	565	577	573

Net inflow and Assets under Management

Q3 2013

Net inflow
EURm

AuM
EURm



Broad based Assets under Management

Q3 2013

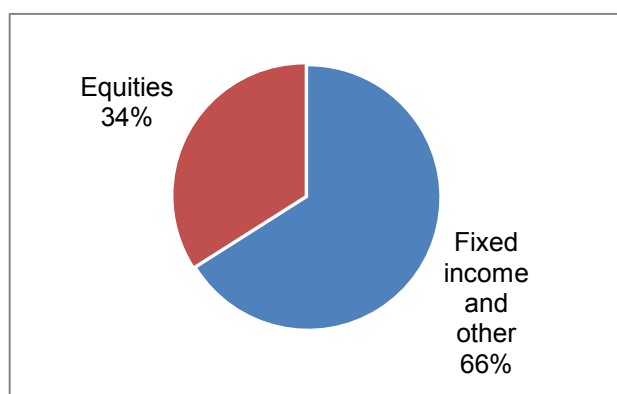
EURbn	Retail funds	Private Banking	Inst. sales	Life & Pensions	Total
Denmark	10	24	19	23	77
Finland	5	20	5	12	42
Norway	3	5	5	9	22
Sweden	23	15	6	8	52
International	1	11	18	5	36
Total	42	75	53	58	228

Asset type mix

Q3 2013

Fixed income and other
Equities

66%
34%



Life & Pensions

Q3 2013

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	0	0	0	0	0	0	0
Net fee and commission income	63	62	61	68	45	48	40
Net result from items at fair value	59	49	49	106	56	60	57
Equity method & other income	5	4	4	3	3	4	3
Total income incl. allocations	127	115	114	177	104	112	100
Staff costs	-31	-29	-30	-24	-32	-29	-32
Other exp. excl. depreciations	-20	-21	-22	-28	-22	-24	-22
Total expenses incl. allocations	-51	-50	-52	-52	-54	-53	-54
Profit before loan losses	76	65	62	125	50	59	46
Net loan losses	0	0	0	0	0	0	0
Operating profit	76	65	62	125	50	59	46
Cost/income ratio, %	40	43	46	29	52	47	54
Return on Equity YtD, %	12	12	11	14	11	11	9,7
Equity	1 754	1 693	1 652	1 624	1 518	1 466	1 412
AuM, EURbn	52	51	52	51	49	48	47
Premiums	1 419	1 579	1 779	1 543	1 156	1 243	1 441
Number of employees (FTEs)	1 157	1 147	1 149	1 181	1 192	1 187	1 208

Life & Pensions - Gross written premiums by market

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Denmark	386	390	448	509	445	486	455	503	466
Finland	414	593	538	458	245	236	246	211	137
Norway	258	252	359	252	242	225	429	197	192
Sweden	298	293	397	242	200	274	256	248	245
Poland	45	23	26	25	21	20	22	19	34
Other	18	28	11	57	4	2	33	53	14
Total	1 419	1 579	1 779	1 543	1 156	1 243	1 441	1 231	1 088

Life & Pensions - Asset allocation

EURm	Total EURbn		Net equity exposure %	
	Q3/13	Q2/13	Q3/13	Q2/13
Denmark	19,2	19,2	3,5	3,4
Finland	11,3	10,8	7,9	6,4
Norway	8,7	8,7	11,0	7,4
Sweden	7,5	7,1	3,6	3,2
Poland	3,1	2,9	0,0	0,0
Other	2,3	2,3	0,0	0,0
Total	52,1	51,0	26,0	20,4

Life & Pensions - Guaranteed returns per category

EURbn	Denmark	Finland	Norway	Sweden	Poland	Other	Total
Total Traditional AuM	14,9	3,9	6,1	2,0	-	-	26,9
of which >5%	0,1		-				0,1
of which 3-5%	5,2	0,8	2,5				8,5
of which 0-3%	8,1	-	2,9	1,5			12,5
of which 0%		0,8					0,8
of which non-guaranteed ^{*)}	1,5	2,3	0,7	0,5			5,0
Total Market Return AuM	4,3	7,4	2,6	5,5	3,1	2,3	25,2
of which guaranteed	1,0		0,7	1,2		0,3	3,2
of which non-guaranteed ^{*)}	3,3	7,4	1,9	4,3	3,1	2,0	22,0
Total Assets under Management	19,2	11,3	8,7	7,5	3,1	2,3	52,1

^{*)} Includes assets exceeding liabilities to policyholders

Life & Pensions - Profit drivers

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11
Traditional insurance								
Fee contribution	22	17	18	69	17	18	13	42
Profit sharing	-1	-1	3	10	1	1	1	10
Contribution from cost result	-1	1	-2	2	-6	-2	0	0
Contribution from risk result	-2	-1	-1	-1	-3	0	-1	1
Profit Traditional	18	16	18	80	9	17	13	53
Profit Market Return products	40	36	33	34	30	28	23	20
Profit Risk products	18	13	12	14	14	15	14	10
Total product result	76	65	63	128	53	60	50	83
Net funding costs / other profits	0	0	-1	-3	-3	-1	-4	-2
Operating profit	76	65	62	125	50	59	46	81
<i>Of which commissions paid to Nordea Bank</i>	<i>4</i>	<i>5</i>	<i>6</i>	<i>6</i>	<i>5</i>	<i>6</i>	<i>6</i>	<i>5</i>

Fee contribution

Fee income based on the volume of Traditional "with profit" portfolios in DK, FI and NO.

Profit sharing

Profit-sharing of investment return from the Norwegian and Swedish business (individual portfolio).

Contribution from cost result

Profit originating from administration of insurance policies. Fully in favour of owner, except for DK with 50% of profit and 100% of loss.

Contribution from risk result

Profit originating from risk products sold (bundled) with the traditional products. Fully in favour of owner, except for DK with 50% of profit and 100% of loss.

Profit Market Return products

Profit from unit linked and premium guarantee products including cost result and risk result.

Profit Risk products

Profit from Pure risk products (not bundled with pension schemes) including Health & Accident result.

Life & Pensions - Solvency position**Q3 2013**

EURm	Denmark	Finland	Norway	Sweden	Life Total
Required solvency	630	139	262	133	1 191
Actual solvency	1 137	970	604	256	2 190
Solvency buffer	507	831	342	123	999
Solvency in % of req	180	698	231	192	184

Solvency sensitivity**Q3 2013**

EURm	Denmark	Finland	Norway	Sweden
Solvency in % of requirement	180	700	231	192
Equities drop 12%	180	600	231	192
Interest rates down 50bp	181	733	231	179
Interest rates up 50bp	184	666	231	192

Financial buffers

	EURm	% of provisions		
	Q3/13	Q2/13	Q3/13	Q2/13
Denmark	392	474	2,7	3,2
Finland	921	840	45,7	39,3
Norway	257	247	5,0	4,2
Sweden	1120	969	41,2	35,8
Total	2 690	2 530	11,6	10,5

Financial buffers in different scenarios**Q3 2013**

EURm	Denmark	Finland	Norway	Sweden
Financial buffers, actual	392	921	257	1 120
Equities drop 12%	154	809	151	1 105
Interest rates down 50bp	495	873	315	1 112
Interest rates up 50bp	279	960	203	1 123

Private Banking

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	32	37	33	28	27	35	43
Net fee and commission income	66	73	65	60	51	61	59
Net result from items at fair value	22	35	41	34	34	33	31
Equity method & other income	0	1	1	3	4	2	2
Total income incl. allocations	120	146	140	125	116	131	135
Staff costs	-41	-42	-42	-46	-38	-40	-39
Other exp, excl. depreciations	-43	-44	-43	-44	-46	-41	-42
Total expenses incl. allocations	-86	-87	-87	-92	-85	-83	-82
Profit before loan losses	34	59	53	33	31	48	53
Net loan losses	0	-4	1	-1	0	0	0
Operating profit	34	55	54	32	31	48	53
Cost/income ratio. %	72	60	62	71	70	62	60
RAROCAR. %	27	46	40	28	21	31	31
Economic capital (EC)	370	379	387	336	422	443	478
Risk-weighted assets (RWA)	2 501	2 497	2 883	2 646	3 257	3 217	3 376
Number of employees (FTEs)	1 220	1 207	1 220	1 208	1 195	1 207	1218

Wealth Management - Other

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Net interest income	0	0	0	1	2	1	1
Net fee and commission income	-1	-1	0	5	-3	-3	-6
Net result from items at fair value	1	0	0	0	0	0	-1
Equity method & other income	0	1	0	0	-1	0	0
Total income incl. allocations	0	0	0	6	-2	-2	-6
Staff costs	-17	-20	-17	-17	-15	-19	-17
Other exp, excl. depreciations	18	18	18	10	20	13	17
Total expenses incl. allocations	1	-2	1	-7	5	-6	-1
Profit before loan losses	1	-2	1	-1	3	-8	-7
Net loan losses	0	0	0	0	0	0	0
Operating profit	1	-2	1	-1	3	-8	-7
Economic capital (EC)	0	0	1	2	1	1	4
Number of employees (FTEs)	547	525	519	517	514	493	499



Nordea 

Customer segments

Household customers

Household customers - total

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000 Gold + Private Bank	3 190	3 171	3 157	3 145	3 133	3 120	3 102
Income. EURm	986	1 013	987	974	956	954	963
Volumes. EURbn							
Lending	157	155	157	156	156	153	151
Deposit	86	87	88	86	87	86	83

Private Banking

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	109	109	107	106	105	105	104
Income. EURm	120	146	140	125	116	131	135
Volumes. EURbn							
Lending	9	9	9	9	9	8	8
Deposit	11	11	11	11	11	11	11
Assets under Management	75	72	73	69	68	64	65

Gold customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	3 021	3 002	2 990	2 974	2 963	2 949	2 932
Income. EURm	661	663	640	639	626	615	612
Volumes. EURbn							
Lending	135	134	136	135	135	132	130
Deposit	58	58	59	58	58	57	55

Other Nordic household customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Income. EURm	187	188	191	195	199	194	202
Volumes. EURbn							
Lending	9	9	9	9	9	9	9
Deposit	16	17	17	17	17	17	16

Baltic household customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	378	375	374	372	370	369	366
Of which Gold + Private Banking	60	60	60	65	65	66	66
Income. EURm	12	11	11	10	10	10	10
Volumes. EURbn							
Lending	3	3	3	3	3	3	3
Deposit	1	1	1	1	1	1	1

Russian household customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	60	63	65	66	63	62	61
Income. EURm	6	5	5	5	5	4	4
Volumes. EURbn							
Lending	1	0	0	0	0	0	0
Deposit	0	0	0	0	0	0	0

Corporate customers

Corporate & Financial Institutions - total

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Income. EURm	1 147	1 208	1 155	1 180	1 161	1 167	1 146
Volumes. EURbn							
Lending	144	145	150	150	157	158	155
Deposit	84	84	86	91	92	87	90

Corporate Institutional Banking

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	12	12	12	12	12	12	12
Income. EURm	391	435	389	409	398	435	408
Volumes. EURbn							
Lending	41	41	44	43	45	47	46
Deposit	35	35	37	39	42	37	40

Large corporate customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	29	29	29	29	29	29	29
Income. EURm	348	366	356	361	340	329	336
Volumes. EURbn							
Lending	54	54	56	57	58	58	57
Deposit	20	20	21	21	20	20	21

Other Nordic corporate customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Income. EURm	230	234	229	230	231	231	239
Volumes. EURbn							
Lending	26	25	26	26	27	27	26
Deposit	21	21	21	23	22	21	21

Shipping, Offshore & Oil Services

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	2	2	2	2	2	2	2
Income. EURm	91	89	91	98	110	86	88
Volumes. EURbn							
Lending	12	12	13	13	13	14	14
Deposit	4	4	4	5	5	5	5

Russian corporate customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	5	5	5	6	6	6	6
Income. EURm	59	56	63	54	54	59	49
Volumes. EURbn							
Lending	6	6	6	6	7	7	6
Deposit	2	2	1	2	2	2	3

Corporate customers

Baltic corporate customers

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Number of customers '000	36	35	34	34	33	33	32
Income. EURm	28	28	27	28	28	27	26
Volumes. EURbn							
Lending	5	6	6	6	6	6	5
Deposit	3	2	2	2	2	2	2

Risk, liquidity and capital management



Lending to the public by sector

Q3 2013

TOTAL: EUR 343bn

27 quarters

EURbn	Corporate	Mortgage	Consumer	Reverse repos	Public sector	Total
Q1/07	111	74	22	8	5	220
Q2/07	116	76	23	8	5	228
Q3/07	119	79	23	10	5	236
Q4/07	126	82	24	7	5	244
Q1/08	131	83	24	8	5	251
Q2/08	139	85	25	13	5	267
Q3/08	144	87	26	12	5	274
Q4/08	141	87	26	11	5	270
Q1/09	144	84	25	15	5	273
Q2/09	141	89	24	18	5	277
Q3/09	138	94	26	19	5	282
Q4/09	137	97	27	16	5	282
Q1/10	146	100	26	15	5	292
Q2/10	151	104	27	15	5	302
Q3/10	146	107	28	23	5	309
Q4/10	152	111	29	17	5	314
Q1/11	152	112	29	23	5	321
Q2/11	152	114	30	23	5	324
Q3/11	155	116	30	26	5	332
Q4/11	158	120	31	24	5	338
Q1/12	161	123	30	22	5	341
Q2/12	163	125	30	27	5	350
Q3/12	162	129	29	29	5	353
Q4/12	157	129	29	26	5	346
Q1/13	156	130	29	34	5	355
Q2/13	184	124	28	35	4	375
Q3/13	184	125	29	37	5	343

Lending to the public by country and industry

Q3 2013

Excluding Poland

EURm	Nordea	TOT	DEN	FIN	NOR	SWE	BAL	RUS
Real estate management and investment	42 760	12,5%	8 158	8 157	9 657	14 888	1 465	435
Other, public and organisations	41 018	11,9%	1 834	38 401	104	217	462	0
Industrial commercial services etc	12 840	3,7%	5 471	1 487	2 497	3 092	291	1
Other financial institutions	12 528	3,6%	3 376	963	1 171	6 867	145	7
Consumer staples (food, agriculture etc)	12 041	3,5%	7 998	1 401	1 869	533	196	44
Retail trade	11 079	3,2%	3 941	2 218	1 480	2 948	433	59
Shipping and offshore	10 359	3,0%	727	3 934	4 927	769	1	0
Utilities (distribution and production)	5 581	1,6%	1 487	1 229	736	1 645	484	0
Other materials (chemical, building materials etc)	5 398	1,6%	534	1 947	414	1 581	225	697
Construction and engineering	4 529	1,3%	1 196	743	1 619	702	270	0
Energy (oil, gas etc)	4 461	1,3%	4	789	1 062	1 588	103	916
Transportation	4 368	1,3%	635	726	846	1 294	575	292
Consumer durables (cars, appliances etc)	3 135	0,8%	351	762	1 151	756	102	13
Media and leisure	2 837	0,8%	905	547	600	691	88	5
Industrial capital goods	2 338	0,7%	617	717	290	647	18	49
Paper and forest materials	2 149	0,6%	369	739	73	706	62	200
Metals and mining materials	1 890	0,6%	22	316	179	237	11	1 125
IT software, hardware and services	1 798	0,5%	765	378	223	405	14	12
Health care and pharmaceuticals	1 466	0,4%	562	288	154	365	60	37
Telecommunication operators	1 167	0,3%	72	408	222	377	3	85
Telecommunication equipment	78	0,0%	4	37	0	4	1	32
Banks	0	0,0%	0	-3	0	0	3	0
Corporate	183 819	53,6%	39 026	66 183	29 274	40 313	5 012	4 010
Household	154 123	44,9%	40 557	34 957	27 439	45 627	3 069	470
Public sector	5 307	1,5%	1 564	705	59	2 949	30	0
Nordea	343 248	100,0%	81 147	101 845	56 773	88 890	8 111	4 479

Q2 2013

Excluding Poland

EURm	Nordea	TOT	DEN	FIN	NOR	SWE	BAL	RUS
Real estate management and investment	42 478	12,5%	8 082	7962	9752	14649	1425	609
Other, public and organisations	40 625	11,9%	1 790	36 930	108	1 444	353	0
Industrial commercial services etc	13 343	3,9%	5 407	1 472	3 306	2 924	233	1
Consumer staples (food, agriculture etc)	12 147	3,6%	7 731	1 560	2 061	473	296	25
Other financial institutions	11 455	3,4%	3 255	724	1 103	6 215	159	0
Retail trade	11 387	3,3%	4 201	2 158	1 434	2 959	574	61
Shipping and offshore	10 899	3,2%	794	4 166	5 175	763	1	0
Other materials (chemical, building materials etc)	5 446	1,6%	588	1 905	419	1 666	343	526
Utilities (distribution and production)	5 419	1,6%	1 441	1 152	769	1 701	355	0
Energy (oil, gas etc)	4 714	1,4%	9	715	1 105	1 618	98	1 168
Construction and engineering	4 566	1,3%	1 188	741	1 691	689	278	-21
Transportation	4 330	1,3%	712	679	870	1 220	628	221
Consumer durables (cars, appliances etc)	3 146	0,9%	343	724	1 096	889	78	17
Media and leisure	2 823	0,8%	886	547	621	673	93	3
Paper and forest materials	2 130	0,6%	355	811	77	722	63	101
Industrial capital goods	2 080	0,6%	427	612	314	697	16	12
Metals and mining materials	1 948	0,6%	22	356	201	250	13	1 106
Health care and pharmaceuticals	1 887	0,6%	559	288	172	777	64	26
IT software, hardware and services	1 766	0,5%	715	369	261	397	16	9
Telecommunication operators	1 135	0,3%	142	506	114	315	4	54
Telecommunication equipment	69	0,0%	5	36	1	4	1	22
Banks	0	0,0%	0	-3	0	0	3	0
Corporate	183 791	54,0%	38 653	64 409	30 650	41 044	5 095	3 940
Household	152 160	44,7%	40 510	34 696	27 681	43 837	2 980	446
Public sector	4 403	1,3%	1 599	644	54	2 005	99	2
Nordea	340 354	100,0%	80 762	99 749	58 384	86 887	8 174	4 388

Credit portfolio by industry

Q3 2013

Excluding Poland

EURm	Lending to the public	ch. Q3/Q2	Impaired loans gross	ch. Q3/Q2	Allowances Individually & collectively	ch. Q3/Q2	Loan loss net gross
Real estate management and investment	42 760	0,7%	687	0	270	-0,8%	13
Other, public and organisations	41 018	1,0%	240	0	158	10,3%	10
Industrial commercial services etc	12 840	-3,8%	470	0	210	3,7%	1
Other financial institutions	12 528	9,4%	196	0	108	-3,3%	4
Consumer staples (food, agriculture etc)	12 041	-0,9%	831	0	269	-0,5%	8
Retail trade	11 079	-2,7%	404	0	211	-0,1%	19
Shipping and offshore	10 359	-5,0%	651	0	299	-3,7%	20
Utilities (distribution and production)	5 581	3,0%	17	0	13	1,7%	0
Other materials (chemical, building materials etc)	5 398	-0,9%	346	0	175	-9,1%	8
Construction and engineering	4 529	-0,8%	191	0	79	4,0%	7
Energy (oil, gas etc)	4 461	-5,4%	2	0	5	-9,0%	0
Transportation	4 368	0,9%	67	0	27	-5,5%	0
Consumer durables (cars, appliances etc)	3 135	-0,4%	87	0	59	3,6%	4
Media and leisure	2 837	0,5%	115	0	60	7,6%	4
Industrial capital goods	2 338	12,4%	170	0	52	-10,6%	-4
Paper and forest materials	2 149	0,9%	57	0	17	-12,6%	-1
Metals and mining materials	1 890	-3,0%	36	0	24	17,4%	3
IT software, hardware and services	1 798	1,8%	92	0	42	8,3%	2
Health care and pharmaceuticals	1 466	-22,3%	26	0	10	-7,9%	0
Telecommunication operators	1 167	2,8%	96	0	57	97,1%	32
Telecommunication equipment	78	13,2%	6	0	4	-0,1%	0
Banks	0		24	0	38	-1,9%	-8
Corporate	183 819	0,0%	4 812	0	2 185	0,8%	122
Household	154 123	1,3%	1 977	0	754	-0,4%	48
Public sector	5 307	20,5%	0	0	0		0
Nordea	343 248	0,9%	6 789	0	2 940	0,5%	171

Q2 2013

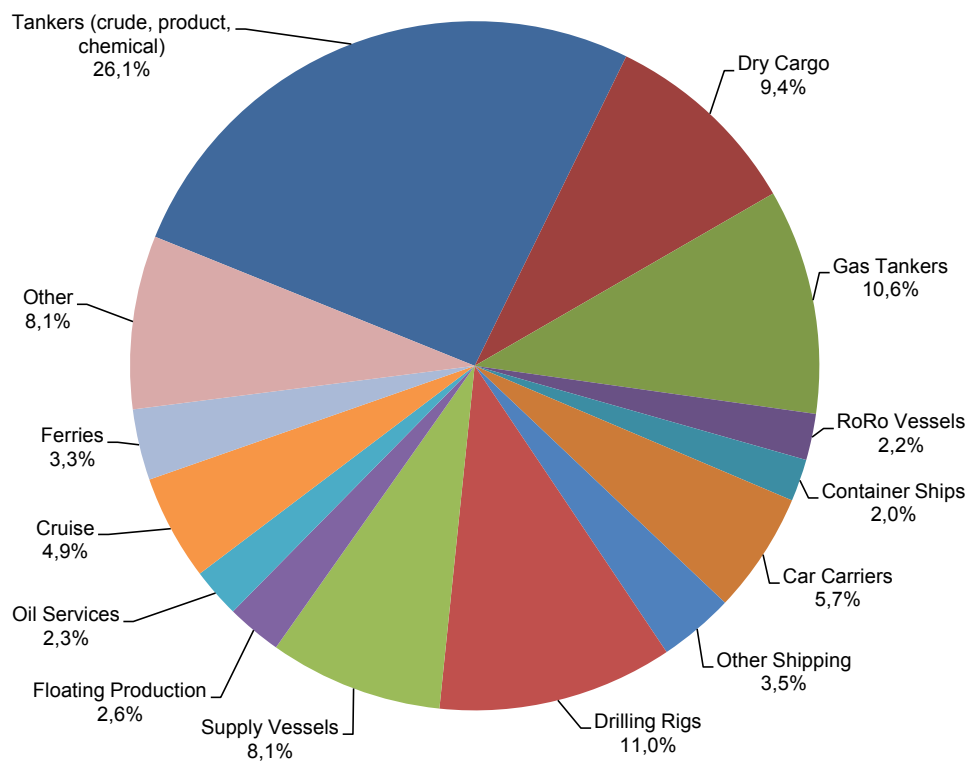
Excluding Poland

EURm	Lending to the public	ch. Q2/Q1	Impaired loans gross	ch. Q2/Q1	Allowances Individually & collectively	ch. Q2/Q1	Loan loss net Q2
Real estate management and investment	42 478	-5,0%	682	0	272	6,0%	34
Other, public and organisations	40 625	-0,2%	239	0	143	0,5%	-5
Industrial commercial services etc	13 343	-3,3%	468	0	202	-4,1%	23
Consumer staples (food, agriculture etc)	12 147	-1,2%	846	0	270	-3,5%	2
Other financial institutions	11 455	-10,3%	215	0	112	6,4%	7
Retail trade	11 387	-10,6%	424	0	211	6,2%	12
Shipping and offshore	10 899	-3,5%	717	0	311	1,5%	29
Other materials (chemical, building materials etc)	5 446	-4,2%	328	0	192	-10,4%	-5
Utilities (distribution and production)	5 419	-4,0%	14	0	12	-6,3%	-1
Energy (oil, gas etc)	4 714	-6,7%	2	0	6	-3,3%	0
Construction and engineering	4 566	-3,5%	177	0	76	-31,4%	7
Transportation	4 330	-5,1%	64	0	29	-8,0%	2
Consumer durables (cars, appliances etc)	3 146	1,2%	72	0	57	1,5%	0
Media and leisure	2 823	-5,8%	112	0	56	-4,5%	2
Paper and forest materials	2 130	24,9%	71	1	20	14,6%	3
Industrial capital goods	2 080	3,7%	165	0	58	-9,2%	1
Metals and mining materials	1 948	13,6%	34	0	20	-0,9%	1
Health care and pharmaceuticals	1 887	-4,2%	26	0	11	-5,6%	0
IT software, hardware and services	1 766	5,4%	89	0	39	-5,6%	-1
Telecommunication operators	1 135	-19,9%	87	0	29	-24,7%	26
Telecommunication equipment	69	-23,7%	5	0	4	0,2%	0
Banks	0		25	0	39	3,6%	11
Corporate	183 791	-3,6%	4 863	0	2 168	-2,5%	145
Household	152 160	-4,5%	1 948	0	757	-4,3%	41
Public sector	4 403	-15,8%	0	-1	0	-100,0%	0
Nordea	340 354	-4,2%	6 811	0	2 925	-3,0%	186

Shipping and Offshore Loan Portfolio

Q3 2013

Total: EUR 11 820m



Impaired loans gross by country and industry

Q3 2013

Excluding Poland

EURm	Nordea	Denmark	Finland	Norway	Sweden	Baltics	Russia
Consumer staples (food, agriculture etc)	831	796	22	5	4	0	3
Real estate management and investment	687	345	33	77	22	210	0
Shipping and offshore	651	300	250	80	21	0	0
Industrial commercial services etc	470	258	149	20	27	16	0
Retail trade	404	182	177	10	16	19	0
Other materials (chemical, building materials etc)	346	64	152	19	86	14	12
Other, public and organisations	240	188	49	0	0	3	0
Other financial institutions	196	139	55	1	1	0	0
Construction and engineering	191	105	48	25	9	4	0
Industrial capital goods	170	15	142	1	12	0	0
Media and leisure	115	55	50	5	3	2	0
Telecommunication operators	96	1	0	95	0	0	0
IT software, hardware and services	92	28	46	3	15	0	0
Consumer durables (cars, appliances etc)	87	41	31	1	13	1	0
Transportation	67	38	24	2	3	0	0
Paper and forest materials	57	3	1	1	52	0	0
Metals and mining materials	36	1	3	31	0	2	0
Health care and pharmaceuticals	26	13	12	0	1	0	0
Banks	24	0	24	0	0	0	0
Utilities (distribution and production)	17	10	1	6	0	1	0
Telecommunication equipment	6	0	5	0	0	0	0
Energy (oil, gas etc)	2	0	2	0	0	0	0
Corporate	4 812	2 580	1 279	381	285	271	15
Household	1 977	1 194	336	69	186	179	13
Public sector	0	0	0	0	0	0	0
Nordea	6 789	3 775	1 615	451	470	451	28

Q2 2013

Excluding Poland

EURm	Nordea	Denmark	Finland	Norway	Sweden	Baltics	Russia
Consumer staples (food, agriculture etc)	846	814	19	5	4	0	3
Shipping and offshore	717	338	255	101	23	0	0
Real estate management and investment	682	320	33	99	20	210	0
Industrial commercial services etc	468	263	151	11	27	17	0
Retail trade	424	203	173	11	17	20	0
Other materials (chemical, building materials etc)	328	41	163	35	62	14	12
Other, public and organisations	239	195	38	0	0	6	0
Other financial institutions	215	155	55	1	4	0	0
Construction and engineering	177	100	41	24	8	4	0
Industrial capital goods	165	17	136	1	11	0	0
Media and leisure	112	53	47	6	4	2	0
IT software, hardware and services	89	26	43	3	17	0	0
Telecommunication operators	87	1	0	86	0	0	0
Consumer durables (cars, appliances etc)	72	38	24	1	7	1	0
Paper and forest materials	71	3	1	1	66	0	0
Transportation	64	35	23	3	3	0	0
Metals and mining materials	34	1	2	30	0	2	0
Health care and pharmaceuticals	26	14	12	0	1	0	0
Banks	25	0	24	0	0	0	0
Utilities (distribution and production)	14	8	1	5	0	1	0
Telecommunication equipment	5	0	5	0	0	0	0
Energy (oil, gas etc)	2	0	2	0	0	0	0
Corporate	4 863	2 625	1 249	425	273	275	16
Household	1 948	1 164	325	74	184	188	13
Public sector	0	0	0	0	0	0	0
Nordea	6 811	3 789	1 574	499	457	463	29

Loan losses quarterly (Q2 and Q3 excluding Poland)

Q2 2007 - Q3 2013

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Gross	296	354	355	417	423	488	349	440	332
Reversals	-126	-169	-156	-173	-168	-272	-130	-177	-220
Net	171	186	199	244	254	217	218	263	112

EURm	Q2/11	Q1/11	Q4/10	Q3/10	Q2/10	Q1/10	Q4/09	Q3/09	Q2/09
Gross	302	392	397	371	373	358	481	440	516
Reversals	-183	-150	-231	-164	-128	-97	-135	-82	-91
Net	118	242	166	207	245	261	358	358	425

EURm	Q1/09	Q4/08	Q3/08	Q2/08	Q1/08	Q4/07	Q3/07	Q2/07
Gross	407	476	152	121	140	151	98	101
Reversals	-51	-157	-63	-85	-120	-157	-111	-129
Net	356	320	89	36	21	-6	-13	-28

Impaired loans and total allowances

9 quarters

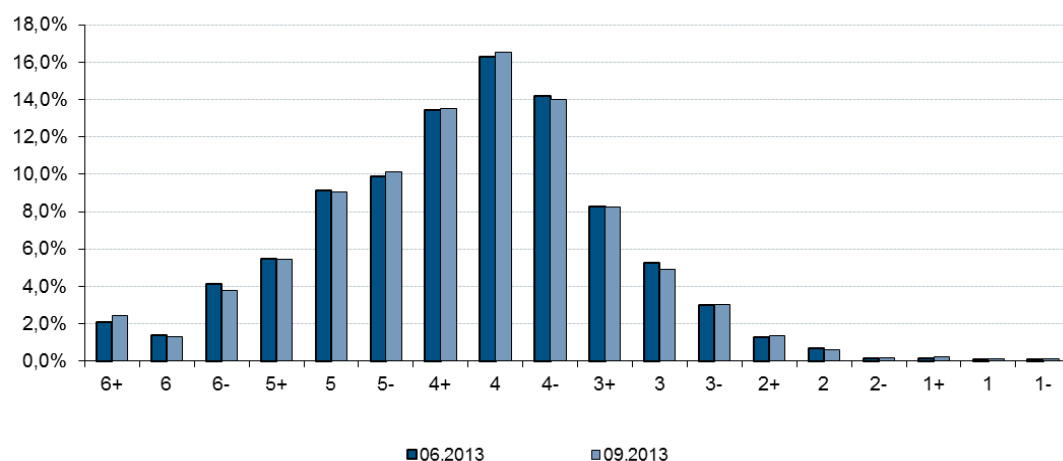
EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Impaired loans gross individually assessed	6 644	6 677	6 827	6 905	6 857	6 375	5 668	5 438	5 165
Allowances for individually assessed loans	2 457	2 454	2 495	2 400	2 347	2 240	2 034	1 892	1 780
Impaired loans net individually assessed	4 187	4 223	4 333	4 505	4 509	4 136	3 634	3 546	3 385
Impaired loans. net / lending to public (%)	1,20	1,20	1,20	1,30	1,30	1,20	1,10	1,10	1,00
Allowances individually assessed / Impaired loans gross (%)	37	37	37	35	34	35	36	35	34
Allowances for collectively assessed loans / Impaired loans gross (%)	6	6	6	6	7	7	10	10	12
Total allowances / Impaired loans gross individually assessed (%)	43	43	43	41	41	42	46	45	46
Allowances for individually assessed loans	2 457	2 454	2 495	2 400	2 347	2 240	2 034	1 892	1 780
Allowances for collectively assessed loans	415	400	447	448	464	453	562	579	605
Total allowances and provisions	2 872	2 854	2 942	2 848	2 812	2 802	2 772	2 633	2 562
Total allowances on balance sheet items	2 804	2 784	2 869	2 762	2 699	2 693	2 596	2 471	2 385
Provisions for off balance sheet items	68	70	73	86	112	109	176	162	177
Total allowances and provisions	2 872	2 854	2 942	2 848	2 812	2 802	2 772	2 633	2 562

Credit quality

Corporate rating distribution

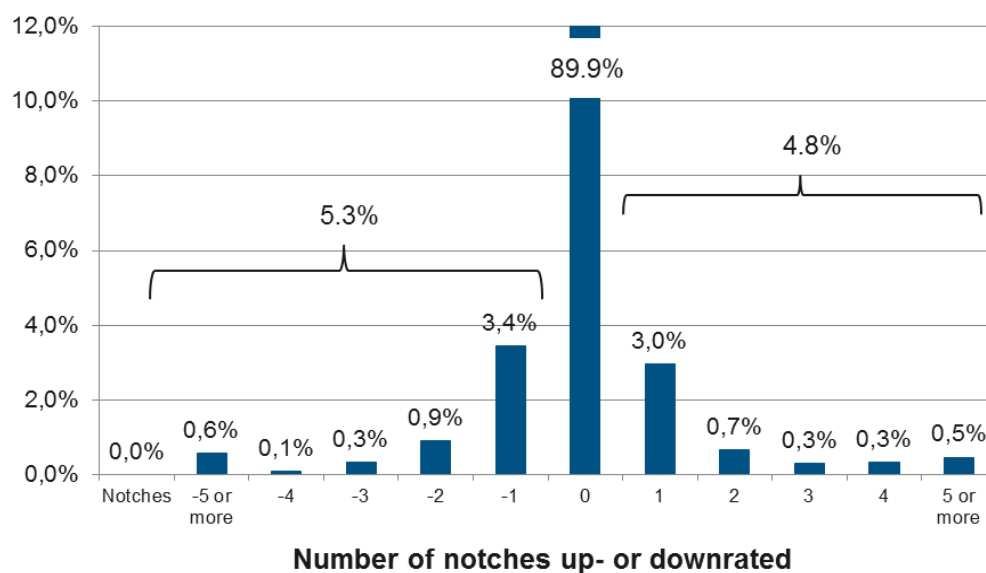
Q3/13

Corporate Rating Distribution - Exposure at Default (%)



Corporate rating migration

Q2/12 - Q3/13



Total market risk (VaR)

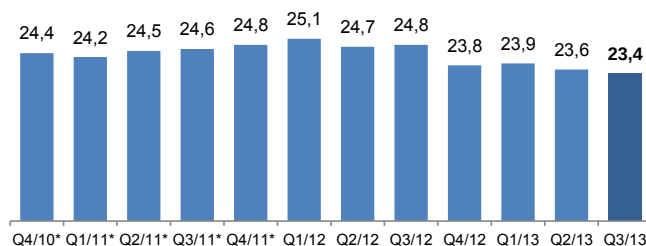
EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Total risk VaR	71	84	42	31	34	43	45	47	46
Interest rate risk VaR	76	93	50	36	33	48	49	38	48
Equity risk VaR	4	4	11	11	11	3	4	6	2
Foreign exchange risk	7	6	7	13	6	5	14	5	6
Credit spread risk Va	16	17	20	16	15	11	12	11	15
Diversification effect	31%	31%	53%	60%	48%	36%	43%	22%	35%

Capital base

EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Shareholders equity	5 130	5 130	5 130	5 130	5 130	5 130	5 127	5 127	5 127
Retained earnings	20 094	20 165	20 507	19 028	19 192	19 095	19 142	17 486	17 357
Profit after dividend	1 406	939	476	1 750	1 367	956	464	1 579	1 105
Goodwill	-2 222	-2 252	-2 330	-2 170	-2 171	-2 131	-2 135	-2 093	-2 059
Other deductions	-1 433	-1 432	-1 575	-1 777	-1 722	-1 752	-1 518	-1 422	-1 348
Core equity	22 975	22 550	22 208	21 961	21 796	21 298	21 080	20 677	20 182
Core Tier 1 ratio, incl transition rules	10,9%	10,7%	10,2%	10,2%	9,8%	9,6%	9,4%	9,2%	9,2%
Core Tier 1 ratio, excl transition rules	14,4%	14,0%	13,2%	13,1%	12,2%	11,8%	11,6%	11,2%	11,0%
Hybrid capital loans	1 976	1 976	2 028	1 992	2 013	1 990	1 959	1 964	1 916
Deductions for investments in insurance companies (50%)	-613	-614	-617						
Tier 1 capital	24 338	23 912	23 619	23 953	23 809	23 288	23 039	22 641	22 098
Tier 1 ratio, incl transition rules	11,5%	11,3%	10,9%	11,2%	10,7%	10,5%	10,3%	10,1%	10,0%
Tier 1 ratio, excl transition rules	15,3%	14,8%	14,0%	14,3%	13,3%	12,8%	12,6%	12,2%	12,1%
Tier 2 capital	4 919	5 456	5 517	5 440	5 489	4 743	4 671	3 925	4 201
- of which perpetual subordinated loans	692	698	708	708	723	727	709	723	713
Deductions for investments in insurance companies (50%)	-613	-614	-617	-1 236	-1 217	-1 224	-1 214	-1 212	-1 145
Other deductions	-673	-615	-682	-883	-778	-815	-596	-516	-462
Total capital base	27 971	28 139	27 837	27 274	27 303	25 992	25 900	24 838	24 692
Capital ratio, incl transition rules	13,2%	13,3%	12,8%	12,7%	12,2%	11,7%	11,6%	11,1%	11,2%
Capital ratio, excl transition rules	17,5%	17,4%	16,5%	16,3%	15,3%	14,3%	14,2%	13,4%	13,5%
RWA, including transition rules	211 374	211 726	217 552	214 523	223 328	222 623	223 671	223 791	220 362
RWA, excluding transition rules	159 587	161 631	168 327	167 892	179 010	181 258	182 281	185 200	182 972

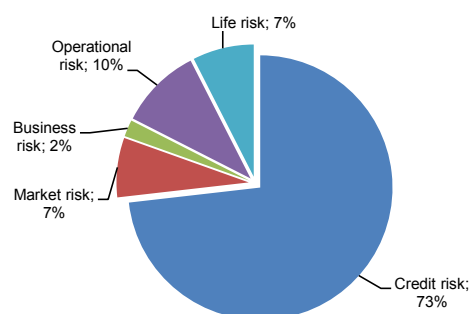
Economic capital

	EURbn
Q2/10	17,9
Q3/10	17,9
Q4/10*	24,4
Q1/11*	24,2
Q2/11*	24,5
Q3/11*	24,6
Q4/11*	24,8
Q1/12	25,1
Q2/12	24,7
Q3/12	24,8
Q4/12	23,8
Q1/13	23,9
Q2/13	23,6
Q3/13	23,4



Economic Capital, distributed by risk type Q3 2013

Credit risk	73%
Market risk	7%
Business risk	2%
Operational risk	10%
Life risk	7%



*Restated for the EC framework change in 2013 but does not include for NLP EC being aligned to NLP equity

Risk-weighted assets

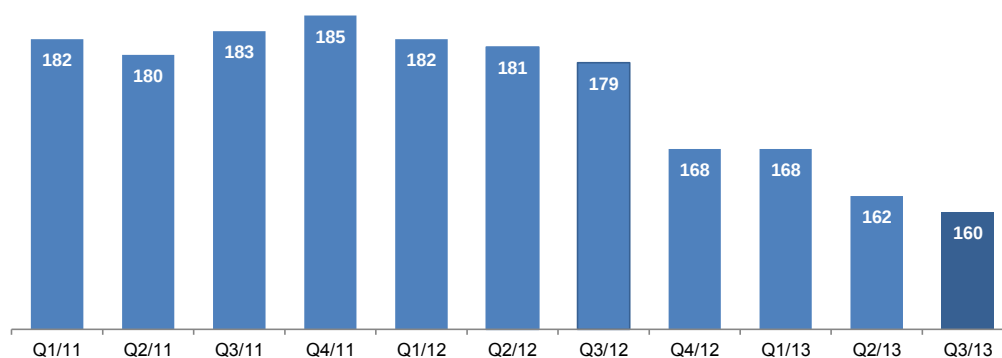
EURm	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Credit risk	135 513	137 582	144 847	145 340	156 025	157 322	157 776	161 604	162 770
IRB	113 440	115 551	121 573	122 050	127 611	128 813	130 156	123 686	125 038
- of which corporate	85 555	87 154	92 211	90 561	92 194	92 693	92 299	86 696	87 484
- of which institutions	6 221	6 554	6 922	8 384	9 972	10 695	12 266	11 215	10 465
- of which retail	20 253	20 388	20 992	21 710	24 094	23 898	24 285	24 367	25 719
- of which other	1 411	1 455	1 448	1 395	1 351	1 527	1 306	1 408	1 370
Standardised	22 073	22 031	23 274	23 290	28 414	28 509	27 620	37 918	37 732
- of which sovereign	330	303	448	426	438	388	514	536	465
- of which retail	10 893	10 556	10 664	10 752	10 747	10 702	9 857	9 934	9 937
- of which other	10 850	11 172	12 162	12 112	17 229	17 419	17 249	27 448	27 330
Market risk	7 278	7 253	6 684	6 323	6 756	7 707	8 276	8 144	4 750
- of which trading book, Internal Approach	4 177	4 114	3 890	3 897	4 190	5 091	5 250	4 875	1 483
- of which trading book, Standardised Approach	1 848	1 957	1 788	1 727	1 957	1 663	2 189	2 571	2 480
- of which banking book, Standardised Approach	1 253	1 182	1 006	699	609	953	837	698	787
Operational risk	16 796	16 796	16 796	16 229	16 229	16 229	16 229	15 452	15 452
Sub total	159 587	161 631	168 327	167 892	179 010	181 258	182 281	185 200	182 972
Additional capital requirement according to transition rules	51 787	50 095	49 225	46 631	44 318	41 365	41 391	38 591	37 390
Total	211 374	211 726	217 552	214 523	223 328	222 623	223 671	223 791	220 362

RWA development, EURbn
Q3 2013

Capital position

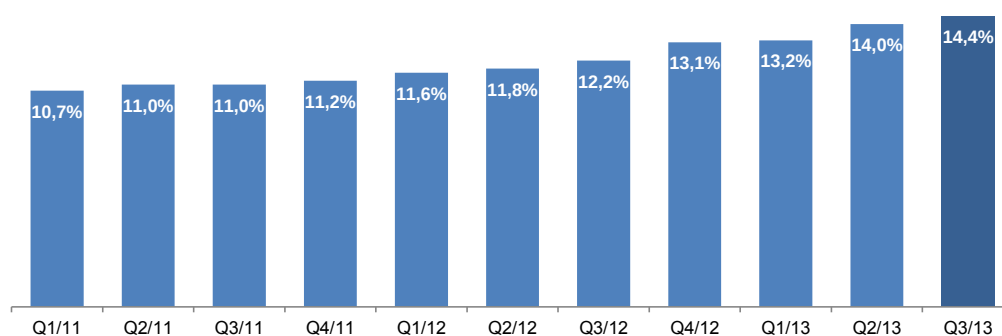
Risk-Weighted Assets (RWA)

Fully implemented Basel II

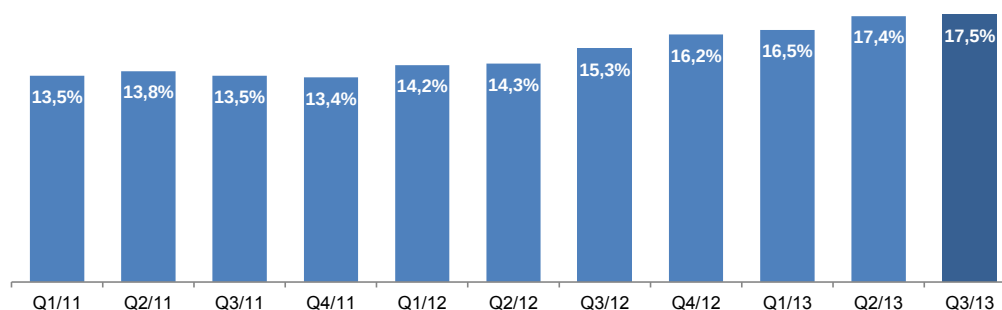


Core Tier 1 capital ratio (excluding Hybrids)

Fully implemented Basel II



Total capital ratios (excluding transition rules)



Liquidity buffer composition

Q3 2013

According to Swedish FSA and Swedish Bankers' Association definition
as well as Nordea definition

Currency distribution, market value in millions EUR					
EURm	SEK	EUR	USD	Other	Sum
Cash and balances with central banks	488	1 723	22 734	10 338	35 283
Balances with other banks	2 384	0	2	36	2 423
Securities issued or guaranteed by sovereigns, central banks or multilateral development banks *	2 086	6 449	5 104	2 701	16 340
Securities issued or guaranteed by municipalities or other public sector entities *	1 194	739	1 034	450	3 417
Covered bonds * :					
- Securities issued by other bank or financial institute	7 863	7 815	429	9 982	26 088
- Securities issued by the own bank or related unit	60	2 809	0	11 232	14 101
Securities issued by non financial corporates *	0	35	0	3	38
Securities issued by financial corporates, excluding covered bonds *	340	28	1 983	66	2 417
All other securities **	0	0	162	0	162
Total (according to Swedish FSA and Swedish Bankers' Association definition)	14 416	19 598	31 448	34 808	100 270
Adjustments to Nordea's official buffer *** :	-3 096	-2 070	-22 905	-5 786	-33 856
Total (according to Nordea definition)	11 321	17 528	8 543	29 022	66 414

* 0-20 % Risk weight

** All other eligible & unencumbered securities held by Treasury

*** Cash and balances with other banks/central banks (-), central banks haircuts (-)

Liquidity buffer - Nordea Group

	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Cash and balances with central banks	35,3	36,6	39,4	44,1	33,4	36,9	28,8	41,3	7,3
Balances with other banks	2,4	0,5	1,4	1,0	1,7	0,1	0,0	0,0	1,9
Securities issued by sovereigns, central banks or multilateral development banks	16,3	14,6	15,5	16,2	18,3	15,9	12,9	20,8	19,1
Securities issued or guaranteed by municipalities	3,4	3,1	2,8	1,9	1,2	1,2	0,5	0,4	-
Covered bonds:									
Securities issued by other bank or financial institute	26,1	26,6	25,2	25,7	25,4	22,0	24,0	23,4	23,4
Securities issued by the own bank or related unit	14,1	13,8	14,5	12,8	14,6	13,6	14,7	15,2	14,5
Securities issued by non financial companies							0,1		
Securities issued by financial corporates, excl. covered bonds	2,4	2,7	2,5	2,5	2,4	3,3	3,3	3,5	
All other eligible and unencumbered securities	0,2	0,9	0,4	0,2	0,4	0,2	0,1	0,1	1,8
Total (according to Swedish FSA and Swedish Bankers Assoc. Definition)	100,3	98,8	101,6	104,5	97,4	93,1	84,2	104,8	68,1
Adjustments to Nordeas official buffer. Cash and balances with other banks/central banks (-), central banks haircuts (-)	-33,9	-32,6	-34,7	-40,7	-32,8	-25,4	-23,9	-40,7	-6,3
Total	66,4	66,1	66,9	63,8	64,6	67,8	60,3	64,0	61,8

Assets and liabilities in foreign currency

Q3 2013

EURbn	EUR	DKK	NOK	SEK	USD	Other	Not distributed	Total
Cash balances with central banks	1,7	9,0	0,6	0,5	22,7	0,9		35,3
Loans to the public	97,7	79,6	49,5	90,4	21,1	11,3		349,5
Loans to credit institutions	1,8	1,3	0,2	5,0	3,9	0,6		12,8
Interest-bearing securities incl. Treasury bills	19,6	18,6	5,9	16,7	8,8	0,6	24,6	94,7
Other assets incl. Derivatives							133,5	133,5
Total assets	120,9	108,4	56,1	112,6	56,4	13,2	158,1	625,8
Deposits and borrowings from public	67,7	43,1	24,0	50,2	9,7	8,6		203,4
Deposits by credit institutions	11,3	4,8	2,5	7,6	17,9	5,5		49,6
Debt securities in issue	45,3	38,8	6,9	33,6	40,9	17,6		182,9
- of which CD & CP's	7,1	3,6	0,3	1,4	28,6	10,9		51,9
- of which covered bonds	19,0	34,1	6,1	26,8	2,1	0,9		89,0
- of which other bonds	19,2	1,1	0,5	5,4	10,2	5,8		42,0
Subordinated liabilities	3,0				3,0	0,7		6,6
Other liabilities incl. Derivatives							154,7	154,7
Equity							28,6	28,6
Total liabilities and equity	127,2	86,6	33,4	91,4	71,5	32,2	183,3	625,8

Maturity analysis for assets and liabilities

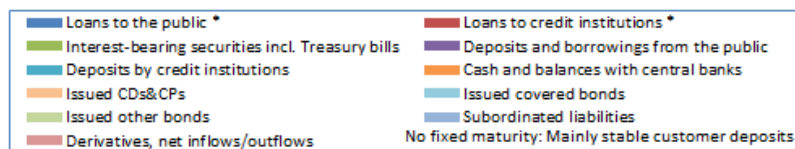
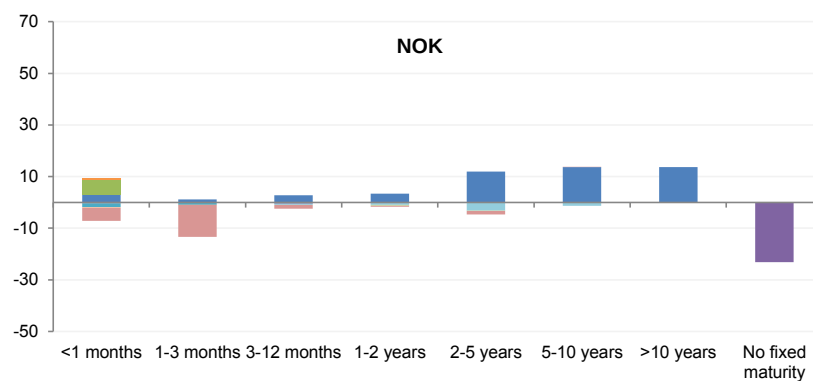
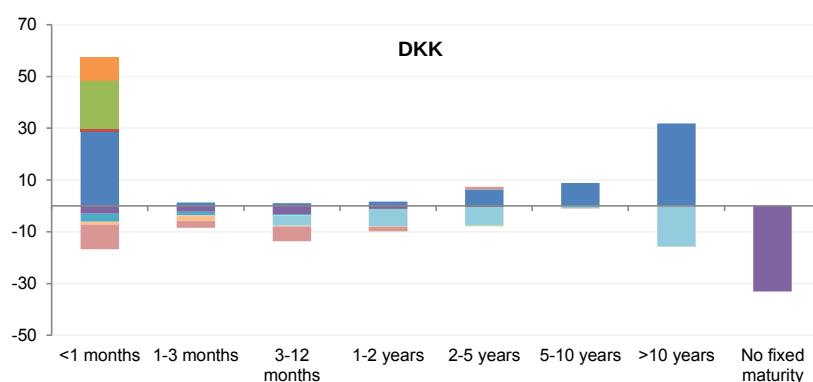
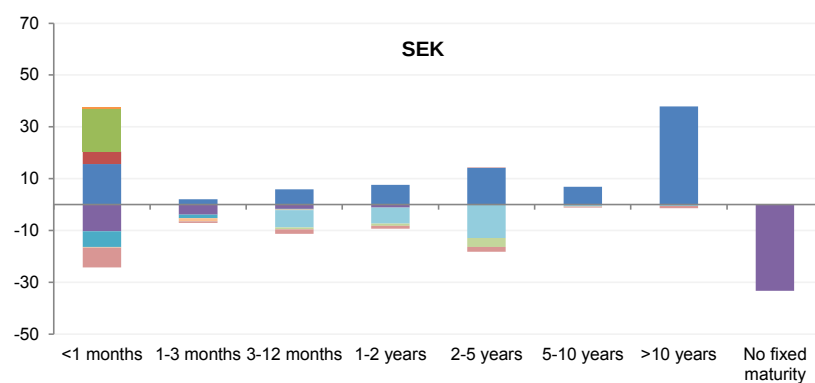
Q3 2013

EURbn	<1 month	1-3 months	3-12 months	1-2 years	2-5 years	5-10 years	> 10 years	Not specified	Total
Cash balances with central banks	35,3								35,3
Loans to the public	72,9	12,2	23,6	25,1	65,4	46,3	#####		349,5
- of which repos	27,5	4,9	4,4						36,9
Loans to credit institutions	10,7	0,4	0,3	0,5	0,7	0,2			12,8
- of which repos	7,3	0,1							7,3
Interest-bearing securities incl. Treasury bills	70,1							24,6	94,7
Other assets incl. Derivatives								133,5	133,5
Total assets	189,1	12,6	24,0	25,5	66,1	46,5	104,0	158,1	625,8
Deposits and borrowings from public	29,9	14,5	13,3	3,5	0,7	0,3		141,2	203,4
- of which repos	19,9	4,5	1,5	0,8					26,8
Deposits by credit institutions	34,7	12,5	1,9	0,3					49,6
- of which repos	12,0	4,4	0,4						16,7
Debt securities in issue	13,7	20,0	41,2	21,5	54,7	14,5	17,4		182,9
- of which CD & CP's	12,8	19,8	18,8	0,3	0,2				51,9
- of which covered bonds			16,5	14,9	33,0	7,3	17,4		89,0
- of which other bonds	0,9	0,2	5,9	6,3	21,5	7,2			42,0
Subordinated liabilities						4,1		2,5	6,6
Other liabilities incl. Derivatives								154,7	154,7
Equity								28,6	28,6
Total liabilities and equity	78,4	47,0	56,3	25,3	55,4	19,0	17,4	327,0	625,8

Maturity analysis for assets and liabilities in currencies

Q3 2013

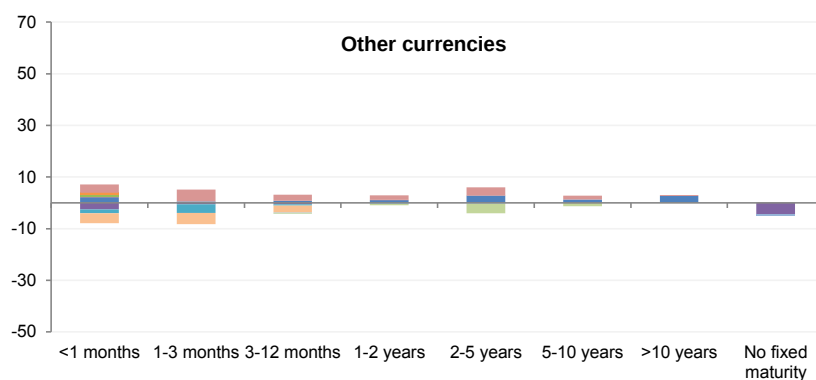
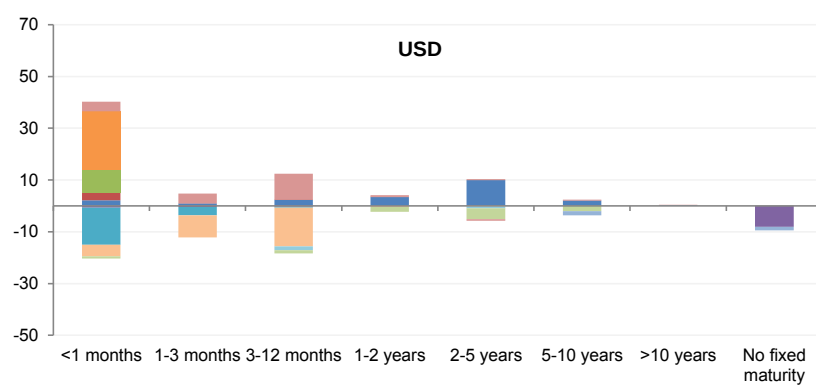
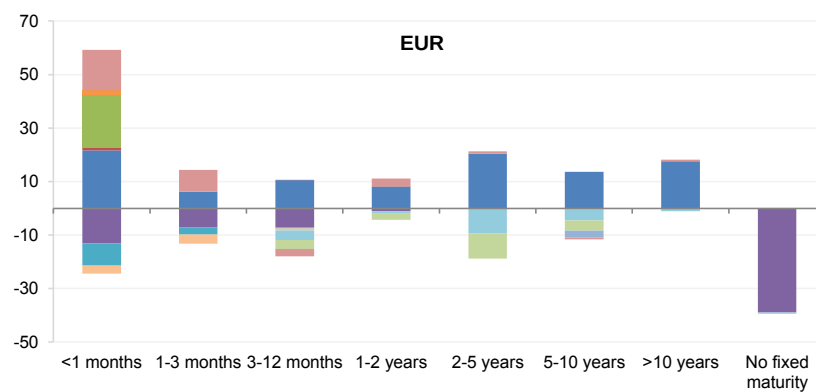
in EURbn



Maturity analysis for assets and liabilities in currencies

Q3 2013

in EURbn



Loans to the public *	Loans to credit institutions *
Interest-bearing securities incl. Treasury bills	Deposits and borrowings from the public
Deposits by credit institutions	Cash and balances with central banks
Issued CDs&CPs	Issued covered bonds
Issued other bonds	Subordinated liabilities
Derivatives, net inflows/outflows	No fixed maturity: Mainly stable customer deposits

Liquidity Coverage Ratio

Subcomponents

Q3 2013

EURbn			
Liquid assets level 1	56		
Liquid assets level 1	29		
Liquid assets total	85		
Customer deposits	37		
Market borrowing *	65	Lending to non-financial customers	10
Other cash outflows **	8	Other Cash inflows	37
Cash outflows total	111	Cash inflows total	47
LCR			
134%			

* Corresponds to Chapter 4, Articles 10-13 in Swedish LCR regulation, containing e.g. portion of corporate deposits, market funding, repos and other secured funding

** Corresponds to Chapter 4, Articles 14-25, containing e.g. unutilised credit and liquidity facilities, collateral need for derivatives and derivative outflows

Asset Encumbrance

Q3 2013

EURm	Encumbered assets *	Unencumbered assets
Assets	125 746	352 092
Cash, loans & receivables with central banks		34 951
Loans	113 661	241 802
of which household (mortgage & consumer)	100 275	60 106
of which corporate & institutions	10 902	178 875
of which public sector	2 484	2 823
Debt securities		65 071
of which issued by other credit institutions		43 597
of which issued by general governments		19 526
of which issued by other		1 948
Instruments pledged as collateral for repos	6 382	
Assets pledged as collateral for derivatives **	5 703	
Equity instruments		10 267
Other assets		147 988
of which derivatives		74 540
of which life assets		49 337
Total assets		625 826

Encumbered assets / (Total assets - Derivatives - Life assets)

25%

Unencumbered assets / Unsecured debt securities in issue

375%

* Includes all assets in covered pool pledged for covered bonds of EUR 89bn, but reported on a net basis due to internal holdings. Multifamily houses in Nordea Hypotek are reported as household

** Assets pledged according to CSA agreements, gross (3-year, High 9554m, Low 2831m, Average 5955m)

*** Q3 2013: EUR 93.9bn



Nordea 
General information

Payments and transactions - Online banking

Netbank customers

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Denmark	1 668	1 659	1 655	1 642	1 468	1 456	1 445	1 434	1 422
Finland	1 729	1 718	1 710	1 703	1 659	1 647	1 641	1 632	1 624
Norway	640	626	549	542	536	528	521	513	503
Sweden	2 324	2 311	2 308	2 320	2 316	2 307	2 303	2 301	2 293
Baltics	351	349	345	342	338	337	3 331	669	652
Nordea	6 712	6 663	6 567	6 549	6 317	6 275	9 241	6 549	6 494

Monthly Netbank log-in's

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Denmark	16 381	16 741	18 841	17 725	16 878	17 364	18 494	17 112	15 887
Finland	37 372	37 940	37 335	37 525	34 927	35 647	35 752	35 171	32 561
Norway	9 243	8 966	8 965	8 541	7 717	7 653	6 616	6 547	6 042
Sweden	28 575	30 064	30 396	30 116	27 515	30 041	30 778	30 851	42 046
Nordea	91 571	93 711	95 537	93 907	87 037	90 705	91 640	89 681	96 536

Monthly Netbank payments

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Denmark	10 047	10 382	10 181	10 066	9 454	9 721	9 807	9 556	8 679
Finland	35 790	35 715	34 895	36 988	33 561	34 398	34 529	34 691	32 409
Norway	7 850	8 075	7 605	7 327	6 674	7 319	7 459	6 606	6 244
Sweden	22 653	23 532	23 451	24 023	22 618	23 192	23 323	23 782	21 719
Nordea	76 340	77 704	76 132	78 404	72 307	74 630	75 118	74 636	69 051

Quarterly mobile visits (log-ons)

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Q4/11	Q3/11
Private Netbank	87 959	91 541	91 476	89 941	83 917	87 338	88 465	89 090	87 471
Mobile	60 257	55 977	40 067	36 362	32 768	28 607	26 305	17 512	6 196

Payments and transactions - Household

Millions	Q3/13	Q2/13	Q1/13	2012	2011	2010	2009
Manual transactions	11.5	10.1	11.5	46.5	53.5	67.6	84
Payterminals	2.3	3.0	2.3	10.2	10.7	6.6	9.2
Card payments	273.4	309.9	273.4	1187.9	1 199.6	1 154.9	1027.1
Cash withdrawal ATM	26.5	24.8	26.5	129.9	141.5	140.2	149.0
Direct debit	34.2	34.7	34.2	135.2	134.1	129.4	123.0
E-banking payments	61.7	63.1	61.7	241.7	227.9	220.4	214.2
Total	410	446	409.6	1751.4	1767.3	1719.1	1606.2

Payments and transactions - Cards

Credit cards

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Denmark	399	394	383	386	383	376	365
Finland	1 562	1 541	1 525	1 509	1 577	1 563	1 551
Norway	229	228	225	233	229	227	354
Sweden	864	852	847	837	826	736	806
Nordea	3 054	3 015	2 980	2 965	3 015	2 902	3 076

Debit cards

Thousands	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Denmark	1 302	1 314	1 305	1 309	1 350	1 383	1 357
Finland	1 200	1 195	1 193	1 195	1 199	1 194	1 196
Norway	579	565	566	575	567	558	555
Sweden	1 871	1 862	1 861	1 865	1 866	1 857	1 854
Nordea	4 952	4 936	4 925	4 944	4 982	4 992	4 962

Card payments

Millions	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12
Nordea	322	378	273	311	301	297	280

Macroeconomic data - Nordic region

Q3 2013

%	Country	2011	2012	2013e	2014e	2015e
Gross domestic product	Denmark	1,1	-0,4	0,3	1,3	1,7
	Finland	2,7	-0,8	-0,5	1,5	2,3
	Norway	1,2	3,1	1,2	2,2	1,9
	Sweden	3,7	1,1	1,3	2,6	2,3
Inflation	Denmark	2,8	2,4	0,9	1,3	1,7
	Finland	2,7	2,5	1,4	1,3	1,7
	Norway	1,2	0,8	2,2	1,6	2,0
	Sweden	3,0	0,9	0,1	1,3	2,1
Private consumption	Denmark	-0,5	0,5	0,3	1,5	2,0
	Finland	2,6	0,2	0,4	1,1	1,8
	Norway	2,5	3,0	2,6	2,4	2,5
	Sweden	2,2	1,5	2,0	2,7	2,4
Unemployment	Denmark	6,1	6,2	5,9	5,9	5,8
	Finland	7,8	7,7	8,2	8,3	7,8
	Norway	3,3	3,2	3,6	3,8	3,9
	Sweden	7,8	8,0	8,0	7,8	7,6

Source: Nordea Economic Outlook September 2013

Macroeconomic data - Poland, Russia and Baltic countries

Q3 2013

%	Country	2011	2012	2013e	2014e	2015e
Gross domestic product	Estonia	8,3	3,2	1,9	3,6	3,7
	Latvia	5,5	5,6	3,9	4,4	3,2
	Lithuania	5,9	3,6	4,0	3,8	4,0
	Poland	4,5	1,9	1,4	2,5	3,5
	Russia	4,4	3,4	2,4	2,7	2,8
Inflation	Estonia	5,0	3,9	3,3	2,8	3,1
	Latvia	4,4	2,3	0,7	3,0	2,3
	Lithuania	3,4	2,8	1,7	2,5	2,8
	Poland	4,3	3,7	1,1	2,5	2,5
	Russia	8,5	6,6	6,4	6,0	5,8
Private consumption	Estonia	3,6	4,4	3,2	3,6	3,7
	Latvia	4,8	5,4	4,2	4,5	4,0
	Lithuania	6,3	4,7	3,8	4,2	4,5
	Poland	2,6	0,8	0,5	1,3	2,5
	Russia	6,4	6,6	4,3	4,5	4,7
Unemployment	Estonia	12,5	10,2	9,2	8,4	7,5
	Latvia	16,2	14,9	11,7	10,0	9,0
	Lithuania	15,3	13,2	11,2	9,8	8,8
	Poland	12,5	13,4	13,8	13,4	12,8
	Russia	6,6	5,5	5,7	5,6	5,5

Source: Nordea Economic Outlook September 2013

Market development - interest rates

Market rates	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	Chg Q3 / Q3
Short. EUR (one week)	0,09	0,07	0,07	0,06	0,09	0,30	0,36	0,00
Long. EUR (5 years)	1,26	0,92	1,00	0,89	1,04	1,38	1,61	0,21
Short. DK	-0,07	-0,07	-0,10	-0,13	-0,07	0,28	0,27	0,00
Long. DK	1,53	1,09	1,19	1,06	1,06	1,42	1,62	0,44
Short. NO	1,47	1,57	1,59	1,61	1,62	1,70	1,82	-0,09
Long. NO	2,73	2,41	2,63	2,52	2,64	3,04	3,11	0,03
Short. SE	0,96	1,06	1,07	1,33	1,59	1,74	1,94	-0,40
Long. SE	2,24	1,76	1,82	1,56	1,84	2,06	2,11	0,22

Contacts and financial calendar

This publication is a supplement to quarterly interim reports and Annual Report.
Additional information can be found at: www.nordea.com/IR

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Financial calendar 2014

9-28 January 2014	Silent period
29 January 2014	Fourth quarter and full year results 2013
7-28 April 2014	Silent period
29 April 2014	First quarter results
7-16 July 2014	Silent period
17 July 2014	Second quarter results
7-21 October 2014	Silent period
22 October 2014	Third quarter results



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