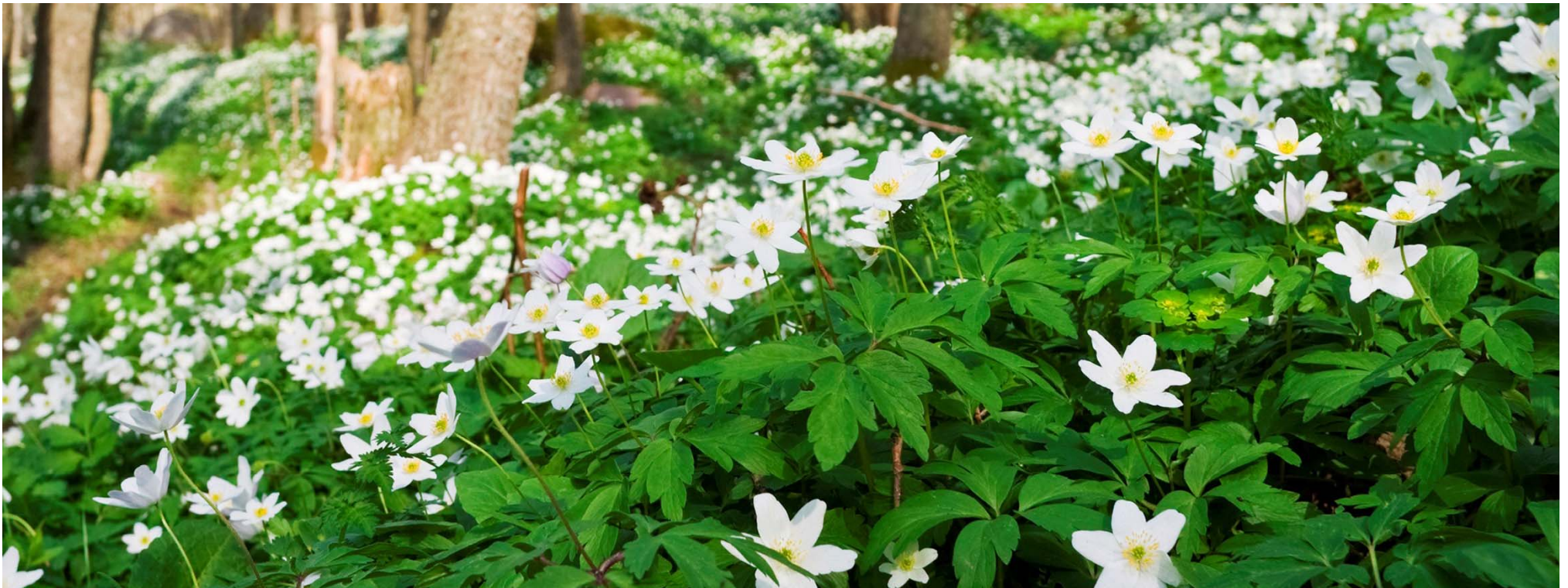


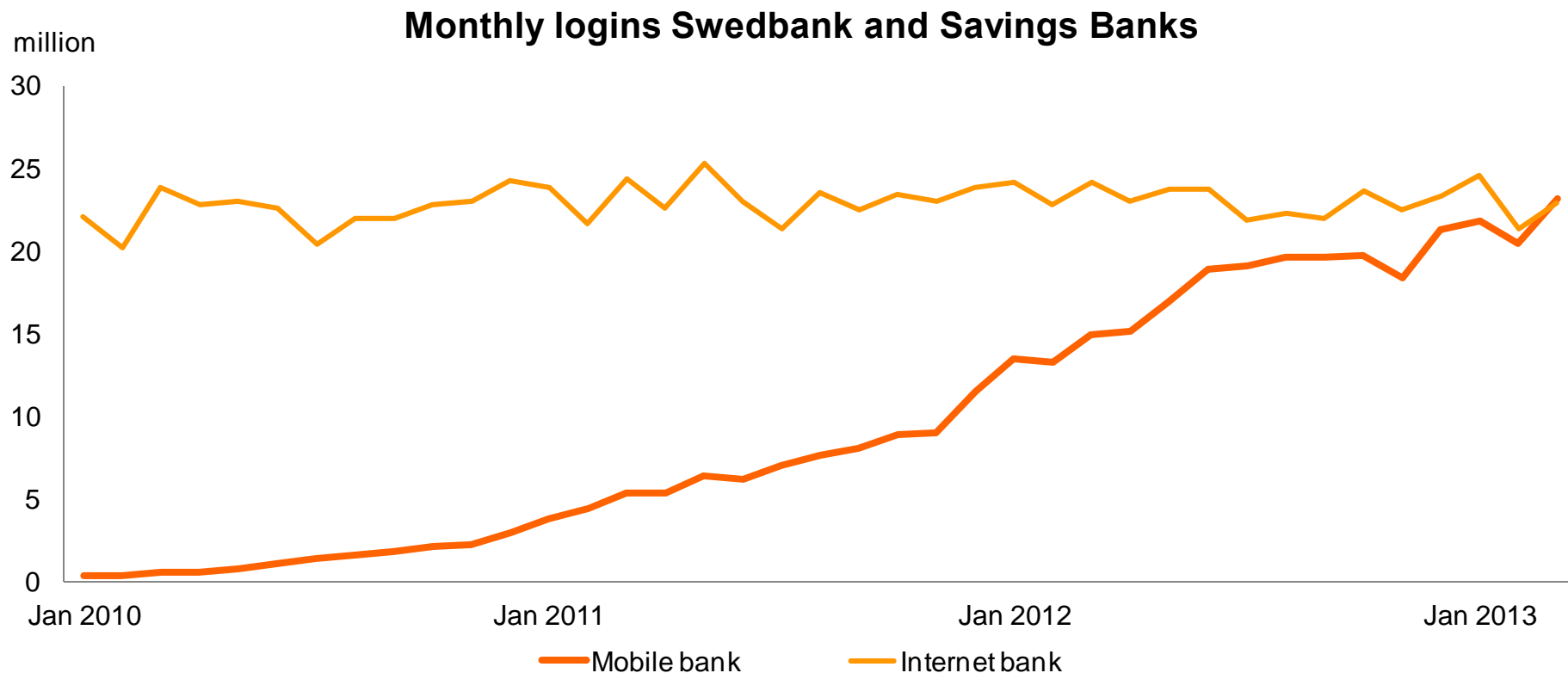
# Swedbank's first quarter 2013 results

Michael Wolf, CEO  
Göran Bronner, CFO



## Customer requirements drive new ways of banking

- Focus on functionality and ease of use



# Fast increase of digital usage

- Internet Bank, private and corporate (since March 1997)
  - Number of users: >3.5 million
- Mobile Bank, private (since Dec 2009)
  - Number of users: >1.3 million
- Mobile Bank Youth (since March 2013)
  - Number of users: 6 700
- Mobile Bank Corporate (since March 2013)
  - Number of users: >8 000
- Ipad (since Oct 2012)
  - Number of users: >200 000
- Swish (since Dec 2012)
  - Number of users: ~100 000



## Group results

# Robust earnings

SEKm	Q1 12	Q4 12	Q1 13	▲Q/Q	▲Y/Y
Net interest income	4 895	5 346	5 353	7	458
Net commission income	2 398	2 502	2 388	-114	-10
Net gains and losses	979	830	557	-273	-422
<b>Total income</b>	<b>9 072</b>	<b>9 437</b>	<b>9 082</b>	<b>-355</b>	<b>10</b>
<b>Total expenses</b>	<b>4 327</b>	<b>4 142</b>	<b>4 043</b>	<b>-99</b>	<b>-284</b>
<b>Profit before impairments</b>	<b>4 745</b>	<b>5 295</b>	<b>5 039</b>	<b>-256</b>	<b>294</b>
Impairment of tangible assets	40	141	85	-56	45
Credit impairments	-96	-76	60	136	-156
Tax	1 108	786	976	190	-132
<b>Profit from continued ops.</b>	<b>3 693</b>	<b>4 427</b>	<b>3 918</b>	<b>-509</b>	<b>225</b>
Profit from discontinued ops.	-279	-174	-390	-216	-111
<b>Profit for the period</b>	<b>3 410</b>	<b>4 252</b>	<b>3 525</b>	<b>-727</b>	<b>115</b>
Return on equity, %	14.1	16.9	13.8		
ROE continuing operations, %	15.3	17.5	15.3		
Cost/income ratio	0.48	0.44	0.45		

- Stable NII
  - Repricing
  - Funding costs
  - Lower deposit margins
- Net gains and losses one-off gain in Q4 12
- Lower costs
- Continued good asset quality
- Ukraine and Russia discontinued operations

# Swedbank's first quarter 2013 results

Q&A

