

AS SEB Pank Group

Interim Report of Quarter I 2011



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Statement of the Management Board

Interim Report of Quarter I 2011 consists of the following parts and reports:

- Introduction – general information
- Management Report
- Consolidated Financial Statements
- Notes

The financial and other additional information published in the Interim Report of Quarter I 2011 is true and complete. Consolidated financial statements give a true and fair view of the actual financial position, results of operations and cash flows of the Group.

Consolidated financial statements have been compiled in accordance with the International Accounting Standard IAS 34 “Interim financial reporting” and in conformity with the requirements of Eesti Pank for publishing information. AS SEB Pank and subsidiaries of the consolidated group are assumed to be going concern.

Consolidated financial statements for the Quarter I 2011 are not audited.

Riho Unt
Chairman of the Management Board

I. Introduction - general information

1. Credit institution

Company name	AS SEB Pank
Address	Tornimäe Str. 2, Tallinn 15010, Estonia
Registered in	Republic of Estonia
Registry date	08.12.1995
Registry code	10004252 (Estonian Commercial Register)
Phone	+372 6 655 100
Fax	+372 6 655 102
SWIFT	EEUHEE2X
e-mail	info@seb.ee
Internet homepage	http://www.seb.ee

2. Auditor

Audit company	AS PricewaterhouseCoopers
Registry code	10142876 (Estonian Commercial Register)
Address	Pärnu Str. 15, 10141 Tallinn, Estonia
Reporting date	31.03.2011
Reporting period	01.01.2011 - 31.03.2011
Reporting currency	Euro (EUR), millions

II. Management Report**1. Credit institution's group as defined in Credit Institutions Law****1.1. Consolidated group****31.03.11**

Company name	Registry code	Reg. date	Address	Activity	Holding*** (%)	At an acquisition cost (EURmio)
AS SEB Liising	10281767	03.10.97	Tallinn, Tornimäe 2	Leasing	100.0%	1.5
AS SEB Kindlustusmaakler*	10723587	16.01.01	Tallinn, Tornimäe 2	Insurance brokerage	100.0%	0.0
AS Rentacar*	10303546	20.10.97	Haapsalu, Karja 27	Leasing	100.0%	0.0
AS SEB Varahaldus	10035169	22.05.96	Tallinn, Tornimäe 2	Asset management	100.0%	2.7
AS Bangalo	10088272	18.10.96	Tallinn, Tornimäe 2	Rental of computers	100.0%	0.3
AS Sertifitseerimiskeskus**	10747013	27.03.01	Tallinn, Pärnu mnt 12	Data communication services	25.0%	1.0
OÜ TietoEnator Support **	11065244	30.08.04	Tallinn, Roosikrantsi 11	IT consulting, programming	20.0%	0.0
						5.5

All enterprises are registered in Estonian Commercial Register.

Parent company of the Group is AS SEB Pank, its activity is banking (information on page 3).

* Consolidated subsidiaries of AS SEB Liising

** Associates

*** For all investments the percentage of holding equals to both, the holding from the number of shares as well as from the number of votes.

The “consolidated group” in the meaning of Credit Institutions Law in Estonia and the “Group” for IFRS consolidation purposes are identical.

Non-profit association SEB Heategevusfond is an association, not belonging to the consolidation group, registered on 06.01.2006. The founders of the association are AS SEB Pank and AS SEB Elu- ja Pensionikindlustus. The association is aimed at raising and distributing funds for charitable cause to organisations, dealing with children, who have been deprived of parental care. Upon dissolution of the association, the assets remaining after satisfaction of the claims of creditors shall be transferred to a non-profit association or foundation with similar objectives, entered to the list of associations subject to income tax incentive of the Government of the Republic, or a legal person in public law, state or local government.

Non-profit association Spordiklubi United is an association, not belonging to the consolidation group, which started from September 2008. The association is founded by AS SEB Pank. The association is aimed at organising on hobby and competition level sport events and organising promotions for advertising of own and supporter’s activities. Upon dissolution of the association, the assets shall be transferred to a non-profit association, foundation or other persons filling the objectives by articles in public interests.

1.2. Changes in the consolidated group during the accounting period and plans for year 2011

In March 2011 AS SEB Pank sold 100% shares in AS SEB Enskilda.

No such events or trends have occurred by the time of publishing the report, which would affect the strategy of the group in 2011.

2. Key events in Quarter I 2011

Conversion of the SEB's banking system to the euro was completed successfully. All channels were up and running in time. Card payments operated without interruptions. Changeover to the euro was the biggest project in the history of Estonian banking and SEB played leading roll in banking sector in order to ensure smooth shift to euro. All processes in SEB were transferred smoothly to the new currency and our customers were well kept.

Changeover to the euro has changed the payment habits of private individuals – the card payments turnover has made an upsurge of 15% compared to first quarter of 2010, whereas the cash turnover in SEB ATMs has increased just about 5 percent. Following the changeover, also corporate and private deposits have increased – annual growth being 7 and 11 percent, respectively.

SEB has taken a leading role in the development and popularisation of e-channels. At the end of the last year, SEB opened the most modern internet bank in Estonia with a novel Financial Planner function. In the first quarter this year, SEB introduced a POS terminal solution for small merchants, having added hundred new points-of-sale in rural areas. Last step was launch of a new mobile bank, which can be operated with a modern smartphone as well as ordinary mobile phone.

SEB is the only large commercial bank in the Nordic region with an investment team that's actually based in the Baltic States. The total value of the assets in the Eastern Europe share funds managed by SEB's Tallinn-based team surpassed 1.5 billion euros. In addition to that, SEB Asset Management manages 545 million euros in assets from local pension and other funds and its client portfolios, making SEB the biggest asset manager in the Baltic States, with a total volume of managed assets of more than 2 billion euros.

The Estonian Security Association issued its '2010 Security Solution of the Year' award to SEB Bank, which installed antiskimmers in all of its cash machines during the year in order to thwart attempts to copy bankcard data. The devices were supplied and installed by AS Hansab.

For second year in a row SEB's Eastern European equity team earned high marks from Euro, Germany's largest economics monthly. Based on 2010 performance, SEB Eastern Europe Small Cap Fund, managed by Sander Danil was ranked first among Eastern European Funds.

SEB and the Tartu Marathon Club signed a sponsorship deal which will see the bank continuing to support the club's events from 2011 to 2015. Tartu Marathon Club is organizing the complex event that consists of the most professionally organised mass sports events in the Baltic States, which attract considerable attention and large numbers of participants.

AS SEB Pank and AS Tallink Grupp laid the foundations for a non-profit organisation called the SEB Tallink Tennis Team in first quarter of 2011, which will develop a professional preparatory system for talented young tennis players and help them achieve their goals at the world level. The strategic goal of the team, which has been designed as a long-term undertaking, is to develop a pool of young talent with the potential to break through in the international game.

The more than 817 700 customers of SEB Pank Group are served by 1293 employees. The customers are served through many different channels such as 45 branch offices, 280 on-line post offices, 354 ATMs, 5738 POS-terminals. There are more than 498 200 debit and credit cards in use. In addition, over 74% of our customers use our SEB Internet Bank and SEB Internet Bank for Business services.

3. Capital adequacy

(millions of EUR)

	31.03.11	31.12.10
CAPITAL BASE		
Paid-in share capital	42.5	42.5
Premium	86.1	86.1
General banking reserves	19.5	19.6
Retained earnings / loss	383.3	328.7
Unrealised profit for previous periods on shares of subsidiaries and associated companies (negative)	-0.1	-0.1
Intangibles	-0.5	-0.5
Audited profit for the period	0.0	54.6
Total primary own funds	530.8	530.9
Subordinated debt	117.0	117.0
Available for sale financial instruments	0.2	0.2
Allowances and adjustments exceeding expected loss	11.4	11.6
Total supplementary own funds	128.6	128.8
Total deductions	0.0	0.0
Primary own funds after deductions	530.8	530.9
Supplementary own funds after deductions	128.6	128.8
Own funds included in calculation of capital adequacy	659.4	659.7

	31.03.11	31.12.10
CAPITAL REQUIREMENTS		
Municipalities and regions with standardised approach	5.4	5.4
State agencies, non-profit institutions and associations with standardised approach	0.1	0.1
Retail claims with standardised approach	13.6	14.1
Overdue claims with standardised approach	1.3	1.3
Shares of investment funds with standardised approach	0.4	0.4
Other assets with standardised approach	3.6	3.2
Credit institutions, investment firms and municipalities with IRB	5.0	4.9
Other companies with IRB	137.7	141.3
Retail claims with IRB	47.6	47.4
Total capital requirements for covering the credit risk and counterparty credit risk	214.7	218.1
Capital requirement for covering interest position risk	0.9	1.3
Capital requirement for covering AMA of operational risk	8.3	8.4
Capital requirements total	223.9	227.8
Transition period floor of own funds if using IRB	300.5	300.0
Capital requirements for calculating capital adequacy	300.5	300.0

CAPITAL RATIOS

	<u>31.03.11</u>	<u>31.12.10</u>
Capital adequacy, %	21.95	21.99
Tier 1 Capital Ratio, %	17.67	17.69
Tier 2 Capital Ratio, %	4.28	4.30

MEMBERS OF CONSOLIDATION GROUP, INCLUDED TO CAPITAL ADEQUACY CALCULATION

AS SEB Pank

AS SEB Liising Group

AS SEB Varahaldus

AS Bangalo

OÜ Estectus (no more in consolidation group, sold in February, 2010)

AS SEB Enskilda (no more in consolidation group, sold in March, 2011)

4. Risk concentration

(millions of EUR)	31.03.11	31.12.10	31.03.10
Total claims against persons associated with the credit institution's consolidation group	1.1	1.1	1.4
The share of claims of the persons associated with the credit institution's consolidation group in net own funds, %	0.16	0.16	0.21
Total of large exposure claims	175.0	167.3	213.1
The share of large exposure claims in net own funds, %	26.55	25.36	32.47
Number of large exposure customers	3	3	3

5. Key figures

(millions of EUR)	31.03.11	31.12.10	31.03.10
Net profit	17.9	54.5	3.8
Average equity	540.8	504.4	478.9
Return on equity (ROE), %	13.24	10.81	3.17
Average assets	4,183.5	4,540.3	4,713.3
Return on assets (ROA), %	1.71	1.20	0.32
Net interest income	20.6	75.2	18.3
Average interest earning assets	4,045.7	4,375.9	4,548.0
Net interest margin (NIM), %	2.04	1.72	1.61
Spread, %	1.90	1.58	1.46
Cost / Income ratio, %	48.8	49.1	49.6
Ratio of impaired loans, %	3.31	3.51	4.26

Explanations

Return on equity (ROE) = Net profit / Average equity * 100

Average equity = (Equity of current period end + Equity of previous year end) / 2

Return on assets (ROA) = Net profit / Average assets * 100

Average assets = (Assets of current period end + Assets of previous year end) / 2

Net interest margin (NIM) = Net interest income / Average interest earning assets * 100

Spread = Yield on interest earning assets - Cost of interest bearing liabilities

Yield on interest earning assets = Interest income / Average interest earning assets * 100

Cost of interest bearing liabilities = Interest expenses / Average interest bearing liabilities * 100

Cost / Income Ratio = Total Operating Expenses / Total Income * 100

Ratio of impaired loans = Individually impaired loans / Loans to customers

Interest earning assets:

Balances with central bank
Loans and advances to credit institutions
Loans and advances to customers
(all without accrued interests)

Interest bearing liabilities:

Due to credit institutions
Due to customers
Loan funds
Issued debt securities
Subordinated loans
(all without accrued interests)

Total Operating Expenses:

Personnel expenses
Other expenses
Depreciation, amortisation and impairment of tangible and intangible assets

Total Income:

Net interest income
Net fee and commission income
Net income from foreign exchange
Gains less losses from financial assets at fair value through profit or loss
Income from insurance activities
Income from dividends
Gains less losses from investment securities
Share of profit of associates
Other income

III. Consolidated financial statements

1. Consolidated income statement

(millions of EUR)

		2011	2010
		3 months	3 months
<i>Interest and similar income</i>	2	29.9	32.9
<i>Interest expenses and similar charges</i>	3	-9.3	-14.6
Net Interest Income		20.6	18.3
<i>Fee and commission income</i>	4	12.5	12.7
<i>Fee and commission expense</i>	5	-3.4	-3.3
Net fee and commission income		9.1	9.4
Net income from foreign exchange		1.0	1.6
Gains less losses from financial assets at fair value through profit or loss		0.3	-1.4
Other income		0.2	0.3
Personnel expenses		-8.6	-8.6
Other expenses		-5.8	-5.0
Depreciation, amortisation and impairment of tangible and intangible assets		-0.8	-0.9
Profit before impairment losses on loans and advances		16.0	13.7
Impairment losses on loans and advances	6	1.9	-13.2
Profit before income tax		17.9	0.5
Income tax		0.0	0.0
Net profit from continued operations		17.9	0.5
Net profit from discontinued operations	11	0.0	3.3
Net profit		17.9	3.8
Profit attributable to:			
Sole equity holder of the parent entity (total)		17.9	3.8
-Net profit from continued operations		17.9	0.5
-Net profit from discontinued operations		0.0	3.3
		<u>17.9</u>	<u>3.8</u>

2. Consolidated statement of comprehensive income

		2011	2010
		3 months	3 months
Net profit		17.9	3.8
Other comprehensive income			
Revaluation of available-for-sale financial assets		0.0	-0.1
Total other comprehensive income/expense		0.0	-0.1
Total comprehensive income		<u>17.9</u>	<u>3.7</u>
Sole equity holder of the parent entity (total)		17.9	3.7
-Total comprehensive income from continued operations		17.9	0.4
-Total comprehensive income from discontinued operations		0.0	3.3

3. Consolidated statement of financial position

(millions of EUR)

	31.03.11	31.12.10
ASSETS		
Cash	37.2	38.9
Balances with central bank	44.3	316.2
Loans and advances to credit institutions	290.8	279.5
Loans and advances to customers	3,566.7	3,606.7
Financial assets held for trading	15.0	21.9
Available-for-sale financial assets	5.4	5.0
Other assets	71.7	47.8
Investments in associates	0.5	0.4
Intangible assets	0.5	0.5
Property, plant and equipment	7.5	7.3
Investment properties	1.6	1.6
TOTAL ASSETS	4,041.2	4,325.8
LIABILITIES AND SHAREHOLDERS' EQUITY		
Due to credit institutions	1,085.0	1,419.4
Due to customers	2,147.4	2,149.4
Loan funds	13.0	13.3
Other liabilities	111.2	72.1
Financial liabilities at fair value through profit or loss	16.8	22.3
Provisions	0.2	0.3
Subordinated loans	117.8	117.2
Total Liabilities	3,491.4	3,794.0
Share capital	42.5	42.5
Share premium	86.1	86.1
Other reserves	19.8	19.9
Retained earnings	401.4	383.3
Total shareholders' equity	549.8	531.8
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	4,041.2	4,325.8

4. Consolidated cash flow statement

(millions of EUR)

	2011	2010
	3 months	3 months
I. Cash flows from operating activities		
Interest received	29.3	32.3
Interest paid	-10.1	-14.7
Fee and commission received	12.5	12.7
Fee and commission paid	-3.4	-3.3
Net trading income and other operating income	0.6	12.8
Personnel expenses and other operating expenses	-13.4	-12.8
Revaluation adjustments	0.0	-0.1
Cash flows from operating activities before changes in the operating assets and liabilities	15.5	26.9
Changes in operating assets:		
Loans and advances to credit institutions and mandatory reserve in central bank	-122.8	40.8
Loans and advances to customers	42.4	81.5
Other assets	7.0	0.7
Changes of operating liabilities:		
Due to credit institutions	-290.1	-52.3
Due to customers	-1.2	7.9
Loan funds	-0.3	-2.7
Other liabilities	-10.2	-39.9
Cash flow from (used in) operating activities	-359.7	62.9
II. Cash flows from investing activities		
Net increase-/decrease+ of investment portfolio securities	-0.3	66.6
Purchase of investment properties, tangible and intangible assets	-1.2	-0.7
Proceeds from sale of investment properties, tangible and intangible assets	0.2	2.3
Cash flow from (used in) investing activities, continued operations	-1.3	68.2
Cash flow from (used in) investing activities, discontinued operations	0.0	3.3
III. Cash flows from financing activities		
Repurchasing of debt securities	0.0	0.3
Cash used in financing activities	0.0	0.3
Net decrease/increase in cash and cash equivalents	-361.0	134.7
Cash and cash equivalents at the beginning of period	562.0	405.3
Effect of exchange rate changes on cash and cash equivalents	0.0	0.2
Cash and cash equivalents at the end of period	201.0	540.2
Cash and cash equivalents includes:	31.03.11	31.03.10
Cash on hand	37.2	38.4
Balances with the central bank without mandatory reserve	0.6	169.9
Liquid deposits in other credit institutions	163.1	330.5
Trading portfolio	0.1	1.4
	201.0	540.2

5. Changes in consolidated shareholders' equity

(millions of EUR)

	Share capital	Share premium	Reserves	Retained profit	Total shareholders' equity
Year beginning 01.01.2010	42.5	86.1	21.2	327.2	477.0
Statutory reserve	0.0	0.0	-1.2	1.2	0.0
Net profit	0.0	0.0	0.0	3.8	3.8
Other	0.0	0.0	0.0	0.1	0.1
Other comprehensive income:					
Net change in available-for-sale financial assets	0.0	0.0	-0.1	0.0	-0.1
Total other comprehensive income	0.0	0.0	-0.1	0.0	-0.1
Final balance 31.03.2010	42.5	86.1	19.9	332.3	480.8
Year beginning 01.01.2011	42.5	86.1	20.0	383.2	531.8
Statutory reserve	0.0	0.0	-0.1	0.1	0.0
Net profit	0.0	0.0	0.0	17.9	17.9
Other	0.0	0.0	0.0	0.1	0.1
Other comprehensive income:					
Net change in available-for-sale financial assets	0.0	0.0	0.0	0.0	0.0
Total other comprehensive expense	0.0	0.0	0.0	0.0	0.0
Final balance 31.03.2011	42.5	86.1	19.9	401.3	549.8

6. Contingent assets and liabilities and commitments

(millions of EUR)

31.03.11	Contract amount		Balance value	
	Assets	Liabilities	Assets	Liabilities
1. Irrevocable transactions	13.7	498.5	0.0	0.0
1.1. Guarantees and pledges	1.2	210.5	0.0	0.0
<i>incl. financial guarantees</i>	<i>0.0</i>	<i>89.7</i>	<i>0.0</i>	<i>0.0</i>
1.2. Loan commitments	12.5	288.0	0.0	0.0
2. Derivatives	649.5	648.5	14.8	16.8
2.1. Currency related derivatives	262.4	262.8	1.8	2.4
2.2. Interest related derivatives	339.3	339.2	9.8	9.8
2.3. Equity related derivatives*	47.8	46.5	3.2	4.6
	663.2	1,147.0	14.8	16.8

31.12.10	Contract amount		Balance value	
	Assets	Liabilities	Assets	Liabilities
1. Irrevocable transactions	15.0	476.4	0.0	0.0
1.1. Guarantees and pledges	2.5	197.5	0.0	0.0
<i>incl. financial guarantees</i>	<i>0.0</i>	<i>82.6</i>	<i>0.0</i>	<i>0.0</i>
1.2. Loan commitments	12.5	278.9	0.0	0.0
2. Derivatives	784.0	782.8	20.5	22.3
2.1. Currency related derivatives	388.8	389.1	1.7	2.0
2.2. Interest related derivatives	345.6	345.6	15.2	15.2
2.3. Equity related derivatives*	49.6	48.1	3.6	5.1
	799.0	1,259.2	20.5	22.3

* Derivative transactions are executed to cover the client's position and the derivative risks are not taken to own portfolio. All risks arising from these transactions are fully mitigated with parent company. The equity option prices are calculated using for all input data (e.g. underlying prices or volumes) either independently sourced input (e.g. the underlying prices) or an independent price verification is performed on the next day to compare the values to independently sourced market data (e.g. for volumes).

Note 1

Accounting principles

The interim report of AS SEB Pank Group for Quarter I 2011 has been prepared in conformity with International Accounting Standard IAS 34 "Interim Financial Reporting" and the disclosure requirements, established by Eesti Pank.

The accounting principles, used in the interim report of AS SEB Pank Group for Quarter I 2011 are in conformity with the accounting principles used in the annual report for the year ended on 31 December 2010.

Note 2**Interest and similar income**

(millions of EUR)

	2011	2010
	3 months	3 months
Loans	25.3	28.7
Leasing	4.1	3.9
Deposits with other banks	0.5	0.2
Fixed income securities	0.0	0.1
	29.9	32.9

Note 3**Interest expenses and similar charges**

(millions of EUR)

	2011	2010
	3 months	3 months
Credit institutions	-5.8	-8.0
Time and other saving deposits	-2.0	-5.0
Demand deposits	-0.8	-0.8
Subordinated debts	-0.6	-0.7
Loan funds	-0.1	-0.1
	-9.3	-14.6

Note 4**Fee and commission income**

(millions of EUR)

	2011	2010
	3 months	3 months
Credit and payment cards	4.7	4.4
Securities market services	3.4	2.9
Transaction fees	1.2	1.8
Credit contracts*	0.9	1.0
Non-life insurance brokerage fees	0.6	0.6
Other settlement fees	0.5	0.5
Income from leasing agreements (full service)	0.4	0.4
Income from electronic channels	0.3	0.3
Cash handling fees	0.2	0.2
Corporate Finance fees	0.0	0.2
Commodity futures fees	0.1	0.0
Other	0.2	0.4
	12.5	12.7

*Credit contracts include loan, leasing, letter of credit and guarantee contracts, which are short-term and do not constitute interest income, but are of administrative nature for arrangement reorganisation of credits.

Note 5**Fee and commission expense**

(millions of EUR)

	2011	2010
	3 months	3 months
Credit and payment cards	-1.8	-1.6
Cash collecting fees	-0.5	-0.4
Expenses to leasing agreements (full service)	-0.4	-0.3
Securities market	-0.4	-0.3
Transaction fees	-0.2	-0.3
Expenses of electronic channels	-0.1	-0.2
Other	0.0	-0.2
	-3.4	-3.3

Note 6**Impairment losses on loans and advances**

(millions of EUR)

	2011	2010
	3 months	3 months
Impairment losses	1.9	-12.9
impairment losses of reporting period	-4.0	-19.4
recoveries from write-offs	0.1	0.0
decreasing of impairment losses of previous period	5.8	6.5
Impairment losses for contingent liabilities	0.0	-0.3
	1.9	-13.2

Note 7**Allowances on loans and advances**

(millions of EUR)

	31.03.11	31.12.10
At the beginning of period (January, 1)	179.5	195.3
Allowances of reporting period	4.0	55.7
Decreasing of allowances of previous period	-5.8	-47.1
Loans and advances written off	-2.5	-24.6
Exchange rate adjustments	0.0	0.2
At the end of period	175.2	179.5
Recoveries from write-offs	0.1	0.2

Note 8**Loans and advances to customers by remaining maturity**

(millions of EUR)

	Less than 3 months	3-12 months	1-5 years	5-10 years	Over 10 years	Total
31.03.11	202.7	419.6	1,425.5	531.9	987.0	3,566.7
31.12.10	207.6	387.6	1,465.5	542.8	1,003.2	3,606.7

Note 9**Geographic concentration of financial assets and liabilities**

(millions of EUR)

31.03.11	Cash, balances with central bank, loans and advances to credit institutions				Loans and advances to customers	Securities	Other assets	Total assets	Due to credit institutions	Due to customers	Other liabilities	Total liabilities	Contingent liabilities
Sweden	270.1	1.9	5.0	0.4			277.4	1,023.1	10.9	127.6		1,161.6	1.3
Estonia	81.6	3,530.4	14.8	66.5			3,693.3	25.3	1,918.1	122.3		2,065.7	486.3
United Kingdom	1.8	1.9	0.1	0.0			3.8	1.2	17.9	0.0		19.1	0.4
Russia	2.2	0.5	0.0	0.0			2.7	0.3	17.7	0.0		18.0	0.0
Germany	0.2	0.8	0.0	0.0			1.0	29.5	1.9	0.0		31.4	6.9
United States	3.3	0.9	0.4	0.0			4.6	0.1	52.6	-0.1		52.6	0.1
Canada	0.0	0.0	0.0	0.0			0.0	0.1	0.6	0.0		0.7	0.0
Japan	0.0	0.0	0.0	0.0			0.0	0.0	0.4	0.0		0.4	0.0
Finland	0.0	18.5	0.0	0.0			18.5	0.0	10.7	0.0		10.7	2.1
Latvia	5.2	0.1	0.0	0.0			5.3	2.8	2.4	0.0		5.2	0.0
Lithuania	2.7	0.0	0.0	0.1			2.8	0.6	4.7	0.0		5.3	0.0
Luxembourg	0.2	0.0	0.0	0.6			0.8	0.3	0.0	0.0		0.3	0.0
Netherlands	0.0	0.6	0.0	0.0			0.6	0.0	0.2	0.0		0.2	0.0
Other Western Europe	3.8	10.6	0.0	0.0			14.4	1.3	11.4	0.0		12.7	1.3
Other Eastern Europe	1.2	0.0	0.4	-0.1			1.5	0.4	1.2	0.1		1.7	0.0
Other countries	0.0	0.5	0.2	13.8			14.5	0.0	96.7	9.1		105.8	0.1
	372.3	3,566.7	20.9	81.3			4,041.2	1,085.0	2,147.4	259.0		3,491.4	498.5

31.12.10	Cash, balances with central bank, loans and advances to credit institutions				Loans and advances to customers	Securities	Other assets	Total assets	Due to credit institutions	Due to customers	Other liabilities	Total liabilities	Contingent liabilities
Sweden	258.5	2.2	5.6	0.3			266.6	1,324.0	9.6	132.2		1,465.8	1.2
Estonia	355.2	3,568.9	21.2	47.9			3,993.2	14.6	1,891.0	88.3		1,993.9	465.5
United Kingdom	0.6	1.9	0.2	0.0			2.7	1.4	28.3	0.1		29.8	0.3
Russia	0.8	0.5	0.0	0.0			1.3	0.9	15.7	0.0		16.6	0.1
Germany	0.3	2.2	0.0	0.0			2.5	69.9	3.5	0.0		73.4	5.5
United States	0.5	0.9	0.3	0.2			1.9	0.1	24.9	0.0		25.0	0.1
Canada	0.0	0.0	0.0	0.0			0.0	0.0	0.7	0.1		0.8	0.0
Japan	0.0	0.0	0.0	0.0			0.0	0.0	0.2	0.0		0.2	0.0
Finland	0.2	18.6	0.0	0.0			18.8	0.0	8.5	0.0		8.5	2.1
Latvia	7.0	0.1	0.0	0.0			7.1	2.4	2.4	0.0		4.8	0.0
Lithuania	3.3	0.0	0.0	0.0			3.3	2.1	1.7	-0.1		3.7	0.0
Luxembourg	1.8	0.0	0.0	0.5			2.3	0.0	0.0	0.0		0.0	0.0
Netherlands	0.0	0.6	0.0	0.0			0.6	0.0	0.2	0.0		0.2	0.0
Other Western Europe	5.3	10.1	0.0	0.0			15.4	3.9	23.7	0.0		27.6	1.6
Other Eastern Europe	1.1	0.0	0.0	0.0			1.1	0.0	1.6	0.0		1.6	0.0
Other countries	0.0	0.7	0.0	8.3			9.0	0.1	137.4	4.6		142.1	0.0
	634.6	3,606.7	27.3	57.2			4,325.8	1,419.4	2,149.4	225.2		3,794.0	476.4

Contingent liabilities include guarantees and pledges, loan commitments, forwards, swaps, options, spots, interest rate based derivatives, revocable transactions, stand-by loans, other revocable transactions, options of structured products and are presented in contract amount of contingent liabilities.

Securities include here financial assets held for trading, financial assets designated at fair value through profit or loss, available-for-sale financial assets, investments in associates.

Note 10**Concentration of financial assets and liabilities by industry sector**

(millions of EUR)

31.03.11	In the statement of financial position		
	Cash and loans to central bank, credit institutions and customers	Securities	Contingent liabilities
	Real estate	655.8	0.1
Finance	377.0	4.2	16.2
Industry	288.2	0.2	120.6
Trading	180.4	0.0	69.8
Energy, gas and steam plants	144.5	0.0	32.6
Government and state defence	108.1	0.0	22.1
Transport	105.2	0.0	49.1
Agriculture, fishing, forestry	87.4	0.0	15.7
Hotels, restaurants	53.2	0.0	0.5
Health services, social work	50.5	0.0	6.5
Construction	46.3	0.0	56.3
Administration and assistance	35.9	0.0	7.3
Information and telecommunication	28.2	0.5	6.0
Art, show business, leisure	26.8	0.0	2.3
Education	26.1	0.0	5.1
Water supply, canalisation, waste management	14.9	0.0	2.4
Professional, science and technical work	13.2	0.0	5.0
Mining	2.8	0.0	0.4
Other government & social services	19.3	1.0	3.7
Individuals	1,850.4	0.0	67.2
Derivatives	0.0	14.9	0.0
Allowances	-175.2	-	-
	3,939.0	20.9	498.5

31.12.10	In the statement of financial position		
	Cash and loans to central bank, credit institutions and customers	Securities	Contingent liabilities
	Real estate	671.8	0.1
Finance	639.7	4.0	16.6
Industry	284.4	1.4	109.0
Trading	170.9	0.0	68.2
Energy, gas and steam plants	147.7	0.0	27.3
Transport	112.5	0.0	43.1
Government and state defence	106.7	0.0	20.3
Agriculture, fishing, forestry	91.0	0.0	7.3
Hotels, restaurants	54.2	0.0	0.3
Construction	50.6	0.0	54.4
Health services, social work	47.8	0.0	7.6
Administration and assistance	37.0	0.0	6.0
Information and telecommunication	28.3	0.4	25.0
Art, show business, leisure	28.1	0.0	1.7
Education	26.5	0.0	5.0
Water supply, canalisation, waste management	15.9	0.0	2.0
Professional, science and technical work	13.1	0.0	5.6
Mining	2.6	0.0	0.3
Other government & social services	23.0	1.0	3.7
Individuals	1,869.0	0.0	66.3
Derivatives	0.0	20.4	0.0
Allowances	-179.5	-	-
	4,241.3	27.3	476.4

Note 11

Discontinued operations

On January 28, 2010 AS SEB Pank sold 100% shares in AS SEB Elu- ja Pensionikindlustus according to the Management Board resolution from December 2009. Purchaser was SEB Trygg Liv Holding AB, a company, which belongs to the Skandinaviska Enskilda Banken AB (Publ.) Group.

On February 26, 2010 AS SEB Pank sold 100% ownership in OÜ Estectus according to the Management Board resolution from December 2009. Purchaser was Warehold B.V., a company, which located in Holland (later renamed to Baltectus B.V.) and belongs to the Skandinaviska Enskilda Banken AB (Publ.) Group.

Net gain from sales of discontinued operations was 3.3 EURmio.

Note 12**Related parties**

(millions of EUR)

	<u>31.03.11</u>	<u>31.12.10</u>
Loans and advances to members of Management Board of credit institution and internal audit manager, also their confidants and commercial undertakings, controlled jointly or severally by the mentioned persons	0.9	0.9
Contingent liabilities to members of Management Board of credit institution and internal audit manager, also their confidants and commercial undertakings, controlled jointly or severally by the mentioned persons (credit lines and commitments to extend credit)	-0.2	-0.2
Deposits of members of management board of credit institution and internal audit manager, also their confidants and commercial undertakings, controlled jointly or severally by the mentioned persons	-6.7	-6.9
Loans and advances to parent company	274.9	264.0
Due to parent company	-1,152.4	-1,458.6
incl. subordinated liabilities	-117.0	-117.0
Contingent assets and commitments to parent company	55.0	55.0
Contingent liabilities and commitments to parent company	-0.3	-0.2
Loans and advances to enterprises of parent company's consolidation group	11.2	14.0
Due to enterprises of parent company's consolidation group	-8.1	-44.2
Contingent assets and commitments to enterprises of parent company's consolidation group	6.6	6.6
Contingent liabilities and commitments to enterprises of parent company's consolidation group	-3.0	0.0

Interest rates of the loans given to related parties do not differ materially from interest rates of the loans to customers. Transactions with related parties have been based on market terms.

Related parties are:

- parent company, sole equity holder Skandinaviska Enskilda Banken AB (publ),
- subsidiaries of parent company,
- associates of parent company,
- associates of the Group,
- members of Management Board of credit institution and internal audit manager, also their confidants and commercial undertakings, controlled jointly or severally by the mentioned persons.