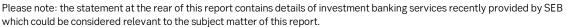
## **Corporate Research**

# **Aktia Bank**







Results Analysis	Banks	Finland	12 February 2025
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# Soon updated financial targets

Aktia proposed a DPS of EUR 0.82 for 2024, which represents a yield of 8.4%. Given that Aktia remains some 330bps overcapitalised we expect that Aktia will continue to have a very attractive yield in the upcoming three years. The CMD at end of February will be important and we expect the financial targets to include a profitability, and absolute earnings target, as well as more clarity on excess capital.

## Attractive yield of 8.4%

Aktia reported a 3.5% beat on NII during the fourth quarter driven by a combination of volume, margin and timing effects. We foresee, similar to Aktia's guidance, that NII will decline slightly during 2025 but remain of the impression that margins and positive volume development could offset the decline during the second half of the year. Moreover, Aktia reported some clear one-offs, in our view, in the quarter amounting to EUR 26.4m. Adjusting for this the underlying result was strong across the P&L. Additionally, Aktia had a pay-out ratio amounting to 60% of comparable EPS which resulted in a proposed DPS of EUR 0.82. Based on this morning's share price Aktia yields a very attractive 8.4%. Given Aktia's overcapitalisation, we put in another DPS of EUR 0.96 for both 2025 and 2026 taking the yield north of 9.5%.

## Focus on upcoming CMD

Another positive surprise was that Aktia invited to a Capital Markets Day on February 27 in Helsinki. According to the invitation Aktia will release updated financial targets and in the preview we wrote that we hope Aktia's new targets will include a 2028 PBT above EUR 130m, comparable ROE of >14% and excess capital will be distributed via dividends and buy-backs.

## Estimates slightly up

We hike EPS slightly for future years and hike the upper range in our valuation to EUR 11.8-13.2 (11.8-13.0).

Financials (EUR)					
Year end: Dec Net interest income (m) Total income (m) Pre-provision profit (m) Adjusted net profit (m) EPS (adjusted) DPS	2023	2024	2025E	2026E	2027E
	140	152	146	142	147
	288	309	309	314	326
	111	131	127	127	135
	83	76	96	96	103
	1.14	1.04	1.32	1.32	1.41
	0.7	0.7	0.82	0.96	0.96
Total income growth (%) Pre-provision growth (%) EPS (adjusted) growth (%) Lending growth (%)	(5.1)	7.4	0.1	1.4	4.0
	(16.9)	17.7	(2.9)	0.1	6.4
	(16.9)	(8.5)	26.1	0.4	7.0
	1.0	(1.1)	1.5	3.0	3.0
Cost / Income ratio (%) Loan loss ratio (%) NII / Average lending (%) Leverage ratio (%)	61.4	57.8	59.0	59.6	58.6
	0.09	0.14	0.09	0.08	0.07
	1.79	1.94	1.86	1.78	1.78
	n.a.	n.a.	n.a.	n.a.	n.a.
PER (x) RoE (%) RoTE (%) Dividend yield (%) P/BV (x) P/TBV (x)	8.3	8.8	7.4	7.4	6.9
	13.3	11.5	13.7	13.2	13.6
	20.1	15.6	17.6	16.8	17.4
	7.4	7.6	8.4	9.8	9.9
	1.07	0.98	0.99	0.96	0.92
	1.55	1.27	1.27	1.22	1.17

Source for all data on this page: SEB (estimates) and Millistream/Thomson Reuters (prices)

Key Data (2025E)	
Price (EUR)	9.77
Reuters	AKTIA.HE
Bloomberg	AKTIA FH
Market cap (EURm)	713
Market cap (USDm)	737
Market cap (EURm)	713
Equity (EURm)	719
Capital ratio	17%
Shares fully dil. (m)	73.0
Avg daily turnover (m)	0.0
Free float	88%

<b>Estimate Revision</b>	ns (%)		
	2025E	2026E	2027E
Net interest income	(0)	(0)	n.a.
Pre-provision profit	0	0	n.a.
Adj. EPS	2	2	n.a.

Sha	re P	rice	(12N	1)				
15	Т							
13	-							
11	+							
9	-	<b>√</b>   <sub>~</sub>					M2	
7	-							
5	$\perp$	-	ı	-	-	-		
	Feb	Apr	Jun	Aug	Oct	Dec	Feb	

Absolute (green) / Relative to Finland (purple).

Marketing communication commissioned by:
Aktia Bank

# **Financials**

Q4 deviation table							
	Q4/23	Reported Q3/24	Q4/24	Expected SEB	Consensus	Deviation SEB	Consensus
NII	38.2	36.1	38.1	37.2	36.8	2.5%	3.5%
Fees	29.8	30.9	32.5	31.0	30.7	4.9%	5.9%
Life	6.0	8.9	6.3	6.3	6.7	0.0%	-6.0%
Other	0.5	0.2	1.8	0.5	0.5	271.1%	260.0%
Total revenues	74.5	76.1	78.7	75.0	74.8	5.0%	5.2%
Costs	-46.5	-43.1	-49.3	-46.6	-46.9	5.8%	5.1%
PPP	28.0	33.0	29.4	28.4	27.9	3.7%	5.4%
Provisions	-2.4	-1.8	-29.3	-2.3	-2.2	1185.1%	1231.8%
PBT	24.5	31.2	0.1	25.0	25.3	-99.6%	-99.6%
Tax	-4.7	-6.4	-0.3	-5.1	-4.8	-94.1%	-93.8%
Net profit	19.8	24.7	-0.2	19.8	20.5	-101.0%	-101.0%
CET1	11.3%	11.9%	12.0%	12.0%			
NII+Fees-Costs	21.5	23.9	21.3	21.6	20.6	-1.3%	3.4%

Source: SEB, Modular Finance

Estimate revisions						
	2024E	2025E	2026E	2024 (%)	2025 (%)	2026 (%)
NII	152.1	145.8	142.3	0.6%	0.0%	-0.1%
Fees	124.3	130.8	137.4	1.2%	1.2%	1.2%
Life	30.3	30.5	31.7	0.0%	0.0%	0.0%
Other	2.1	2.3	2.3	167.5%	192.5%	192.5%
Total revenues	308.8	309.4	313.7	1.2%	1.0%	1.0%
Costs	-178.6	-182.6	-186.8	1.5%	1.5%	1.5%
PPP	130.2	126.7	126.9	0.8%	0.3%	0.2%
Provisions	-10.6	-6.7	-6.4	23.5%	5.1%	5.1%
PBT	94.6	120.0	120.5	-20.8%	1.1%	1.0%
Net profit	75.9	96.0	96.4	-20.9%	1.7%	1.7%
EPS	1.04	1.32	1.32	-21.0%	1.6%	1.5%
DPS	0.82	0.96	0.96	2.1%	1.6%	0.2%
ROE	11.1%	13.4%	12.9%	-18.8%	4.3%	4.1%
CET1	12.0%	12.4%	12.6%	-0.6%	-0.6%	-0.1%

Source: SEB

Target price drivers		
SOTP	13.2	
GGM	11.8	
Peer P/E	12.4	
Range	11.8	13.2

Source: SEB

	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25E	Q2/25E	Q3/25E	Q4/25E
NII	30.9	32.8	38.6	38.2	39.1	38.8	36.1	38.1	36.7	36.4	36.4	36.3
Fees	30.3	30.4	30.0	29.8	30.1	30.8	30.9	32.5	31.9	32.3	32.4	34.1
Life	7.2	5.7	5.1	6.0	7.7	7.4	8.9	6.3	7.3	7.8	7.6	7.9
Trading	0.6	0.3	0.5	0.3	0.1	-0.5	-0.1	1.8	0.1	-0.5	-0.1	1.9
Other income	0.4	0.2	0.1	0.2	0.3	0.2	0.3	0.1	0.3	0.2	0.3	0.1
Total income	69.4	69.3	74.3	74.5	77.3	76.7	76.1	78.7	76.3	76.2	76.6	80.3
Staff costs	-21.0	-20.9	-21.0	-21.6	-19.3	-20.1	-19.4	-21.6	-19.7	-20.5	-19.8	-22.0
IT expenses	-9.2	-9.7	-9.6	-12.6	-11.0	-12.7	-12.0	-15.8	-12.1	-13.0	-12.2	-16.1
Depreciation	-5.9	-5.9	-5.8	-5.9	-6.0	-6.1	-6.1	-5.5	-6.1	-6.2	-6.2	-5.6
Other	-11.0	-5.7	-4.4	-6.4	-5.1	-5.9	-5.5	-6.3	-5.4	-5.9	-5.5	-6.3
Total Expenses	-47.1	-42.2	-40.8	-46.5	-41.4	-44.8	-43.1	-49.3	-43.3	-45.6	-43.8	-50.1
PPP	22.2	27.2	33.5	28.0	35.9	31.9	33.0	29.4	33.0	30.6	32.8	30.2
Impairments	0.0	0.0	-0.2	-1.1	0.0	0.0	0.0	-25.0	0.0	0.0	0.0	0.0
Loan losses	-0.9	-1.3	-2.3	-2.4	-2.7	-1.8	-1.8	-4.3	-1.8	-1.4	-1.4	-2.2
Other impairments	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Associates	0.1	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PBT	21.3	25.8	31.0	24.5	33.3	30.1	31.2	0.1	31.3	29.2	31.4	28.1
Tax	-3.9	-5.6	-7.1	-4.7	-6.0	-6.0	-6.4	-0.3	-6.3	-5.8	-6.3	-5.6
Net income	17.3	20.3	23.9	19.8	27.3	24.1	24.7	-0.2	25.0	23.4	25.1	22.5
EPS	0.24	0.28	0.33	0.27	0.38	0.33	0.34	0.00	0.34	0.32	0.34	0.31
DPS	0.00	0.00	0.00	0.70	0.00	0.00	0.00	0.82	0.00	0.00	0.00	0.96
Key ratios												
CET1 ratio	11.1%	11.0%	11.0%	11.3%	11.4%	11.5%	11.9%	12.0%	11.9%	12.0%	12.2%	12.4%
ROE	11.7%	13.6%	15.7%	12.5%	16.5%	14.5%	14.8%	-0.1%	14.1%	13.9%	14.4%	12.5%
ROTE	14.6%	16.4%	19.6%	15.4%	20.4%	17.9%	17.5%	-0.1%	16.3%	16.3%	16.7%	14.4%
Loan-loss-ratio	-0.05%	-0.07%	-0.12%	-0.12%	-0.14%	-0.09%	-0.09%	-0.22%	-0.09%	-0.07%	-0.07%	-0.11%

Source: SEB, Aktia

# SEAM (SEB's ESG Assessment Methodology)

## **Aktia Bank**

Country: Finland Sector: Banks Overall impact of ESG factors on valuation: Neutral Fully discounted in mid-point DCF value: No

In our view, ESG factors do or will have an overall neutral impact on the share's valuation. The most material impact is . Some of the impact is yet to be discounted in our mid-point equity valuation. We believe that some of the ESG factors facing the company could be manageable by the company, and that the company's management of these issues is optimal..

Our analysis suggests an overall neutral ESG impact on valuation, which is more negative relative to Sustainalytics' "low" qualitative ESG score. This suggests that ESG value impacts are more negative for the share than ESG reputational impacts.

With regard to the EU taxonomy, we have seen the company report a very significant (>30%) current revenue alignment with relevant taxonomy screening criteria. In the longer term, we also expect alignment to be very significant (>30%).

ESG impact on NPV (as % of equity valuation)			
Total impact over time			n.m
of which: - impact reflected in mid-point equity valuation			n.m.
- impact yet-to-be reflected in mid-point equity valuation			n.m.
SEB ESG Financial Assessment			As % of
			equity
			valuation
Long term impact of ESG issue on valuation			Infinity
of which: Impact already reflected in our 6-12 month mid-point			n.m.
Impact yet-to-be reflected in mid-point price			n.m.
	Sales	(%pa)	Impact
			(% of Fair
Topline exposure to ESG opportunities/threats			Value)
ESG Integration in financing			
Aktia aims to be in the forefront in financing the green transition.	0	0	2
Climate related impact - products/services			
Aktia is set to align with the Science Based Targets initiatives.	0	0	2
	Costs/	Topline	Impact
	(%	<b>%</b> )	(% of Fair
Costs (inc write downs) exposure to ESG opportunities/threats Supply chain ESG management and political risk			Value)
Political and regulatory risks is always elevated for banks which drives costs	0	0	(1)
	Losses	/Topline	Impact
	(percer	nt units)	(% of Fair
Loan losses exposure to ESG opportunities/threats			Value)
Cyber crime			
Crime related to lending could materialise in asset quality problems	0	0	(2)
Long term impact of ESG issue on valuation (% of Fair value)			1
Long term impact of Loa issue on valuation (70 of fail value)			

# Aktia Bank (cont.)

## Sustainalytics Assessment (note: lower number means less risk)

 Overall risk
 Low

 Percentile vs. companies in all industries
 18

 Percentile vs. others in industry
 0

The Sustainalytics ESG rating is an assessment of how well a company is managing its material ESG risks, while SEB's SEFA is a bottom up evaluation of the impact of most material ESG factors on the company's financial performance.

# Sustainalytics rating Negligible Low Medium High Severe Severe Severe Severe SEB SEFA (as % of EV) Positive Slightly positive Neutral Slightly negative Negative

## EU Taxonomy Eligibility/Alignment (based on mandatory EU disclosures)

Eligible revenues (inc. aligned revs.)

Aligned revenues

48% (current group revenues)

SEB forecast, aligned revenues (in 5 years' time) 65% (est. future group revenues)

of which:

Helping with green financing which will shift the income mix positively 650

## Sustainability related committments and targets

Does the company have a science based target? Committed to target

Is the CEO's remuneration linked to achievement of sustainability goals?

What are the company's most material sustainability goals? Target carbon footprint reduction 2025 of -30% compared to 2019

Green bond share of corporate credit funds 35%

Reduce loan portfolio emissions

(Net) carbon neutrality in energy consumption in Aktia 's HQ

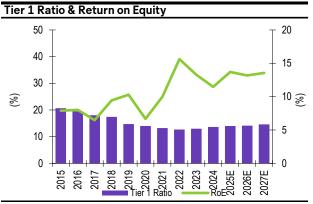
Who has ultimate responsibility for sustainability management? Markus Lindqvist

# **Overview**

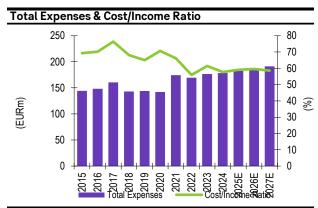
Investment considerations	Aktia has changed its management and will update its financial targets which should support the equity story. Distributing excess capital to shareholders will create an attractive yield case and will support a higher ROE. The Asset Management division has underperformed in recent years, and any improvement will support earnings and benefit the income mix, driving ROE upwards.
Company profile	Aktia Bank Plc is a Finnish retail bank based in Helsinki that traces its roots to 1991, when several savings banks based in the coastal areas of Finland merged with Helsinki Savings Bank which had operated in the Helsinki region since 1826. Aktia continues to operate solely in Finland via its branch network, servicing retail customers, SME corporate and institutional clients. The primary focus is on retail mortgages and SME lending but with growing importance of the bank's wealth and asset management operations in recent years.
Valuation approach	We arrive at an equity value range through SOTP, GGM and peer valuation.
Investment risks	If 12M EURIBOR continues to be lower than 3M EURIBOR we see pressure on NII margins and downside to our estimates. Additionally, if ECB cuts the policy rate quicker than SEB's strategy team predicts we will see downside pressure to our estimates. If Finland's economy doesn't rebound, we see limited lending growth in the coming years which will also affect NII negatively. On the flipside, any improvement in macro data will benefit Aktia.



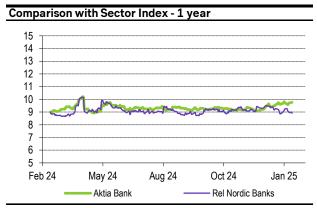




Source: SEB



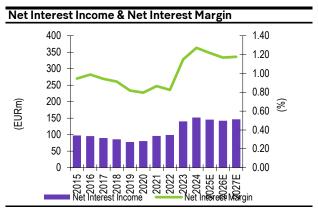
Source: SEB



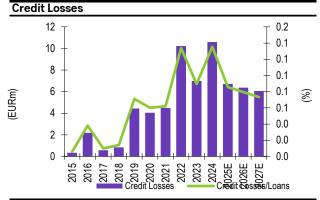
Source: SIX



Source: SEB



Source: SEB



Source: SEB



Source: SIX

Personnel expenses Depreciation Other expenses Total expenses (1 Pre-provision profit Credit losses Operating profit after cred. losses Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items Reported pre-tax profit Tax paid on pre-tax profit Minority interest Net profit Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	97 80 4 25 2 208 (73) (8) (64) (-44) 64 (0) 64 0 0 0 1	96 80 8 25 3 211 (72) (8) (68) (148) 63 (2) 61 0 0 0 1	90 93 (1) 27 2 210 (79) (9) (72) (161) 50 (1) 49	86 98 3 21 2 210 (67) (12) (64) (143) 67 (1) 66 0 0 0 0 1	78 99 6 30 9 221 (69) (19) (55) (144) 78 (4) 73	81 98 1 20 2 201 (69) (18) (55) (142) 59 (4) 55 0 0 0 0 (0)	96 124 5 38 1 264 (84) (22) (69) (174) 89 (4) 85	99 122 1 79 2 303 (80) (23) (66) (169) 134 (10) 123	140 120 2 24 1 288 (85) (24) (69) (177) 111 (7) 104	152 124 1 309 (80) (24) (74) (178) 131 (11) 120 0 0 0 (25)	146 131 1 31 1 309 (82) (24) (76) (183) 127 (7) 120 0 0 0 0 0 0	142 137 1 32 1 314 (84) (25) (79) (187) 127 (6) 120	(25 (81) (191) 135 (6) 129
Trading income Profit from insurance operations Other income  Personnel expenses Depreciation Other expenses Total expenses Total expenses Total expenses Total expenses (1  Pre-provision profit Credit losses  Operating profit after cred. losses Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	4 25 2 208 (73) (8) 644) .44) 64 (0) 64 0 0 0 0 1	8 25 3 211 (72) (8) (68) (148) 63 (2) 61 0 0 0 0 1	(1) 27 210 (79) (9) (72) (161) 50 (1) 49	3 21 2 210 (67) (12) (64) (143) 67 (1) 66	6 30 9 221 (69) (19) (55) (144) 78 (4) 73	1 20 2 201 (69) (18) (55) (142) 55 0 0 0 0 0 0	5 38 1 264 (84) (22) (69) (174) 89 (4) 85	1 79 2 303 (80) (25) (66) (169) 134 (10) 123 0 0 0 0	2 24 1 288 (85) (24) (69) (177) 111 (7) 104 0 0 0 0 0 0	1 30 1 309 (80) (24) (74) (178) 131 (11) 120 0 0 0	1 31 309 (82) (24) (76) (183) 127 (7) 120 0 0 0	1 32 1 314 (84) (25) (79) (187) 127 (6) 120	133 326 (85 (25 (81 (191 138 (6
Profit from insurance operations Other income  Personnel expenses Depreciation Other expenses Total expenses Total expenses (1) Pre-provision profit Credit losses  Operating profit after cred. losses  Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	25 2 208 (73) (8) (64) (44) 64 (0) 64 0 0 0 0 1	25 3 211 (72) (8) (68) (148) 63 (2) 61 0 0 0	27 2 210 (79) (9) (72) (161) 50 (1) 49	21 2 210 (67) (12) (64) (143) 67 (1) 66	30 9 221 (69) (55) (144) 78 (4) 73	20 2 201 (69) (18) (55) (142) 59 (4) 55	38 1 264 (84) (22) (69) (174) 89 (4) 85 0 0 0 0 0 0	79 2 303 (80) (23) (66) (169) 134 (10) 123 0 0 0 0 0	24 1 288 (85) (24) (69) (177) 111 (7) 104	30 1 309 (80) (24) (74) (178) 131 (11) 120 0 0 0	31 1 309 (82) (24) (76) (183) 127 (7) 120 0 0 0	32 1 314 (84) (25) (187) (187) 127 (6) 120 0 0 0	33 1 326 (85 (25) (81 (191) 135 (6)
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Total income  Personnel expenses Depreciation Other expenses Total expenses (1  Pre-provision profit Credit losses  Operating profit after cred. losses Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(73) (8) (64) (44) 64 (0) 64 0 0 0 1	211 (72) (8) (68) (148) 63 (2) 61 0 0 0 1	210 (79) (9) (72) (161) 50 (1) 49 0 0 0 0	210 (67) (12) (64) (143) 67 (1) 66 0 0 0 1	221 (69) (19) (55) (144)  78 (4)  73 0 0 0 0	201 (69) (18) (55) (142)  59 (4)  55 0 0 0 0	264 (84) (22) (69) (174) 89 (4) 85 0 0 0	303 (80) (23) (66) (169) 134 (10) 123 0 0 0 0	288 (85) (24) (69) (177) 111 (7) 104 0 0 0 0	309 (80) (24) (74) (178) 131 (11) 120 0 0 0 0	309 (82) (24) (76) (183) 127 (7) 120 0 0 0 0 0	314 (84) (25) (79) (187)  127 (6)  120 0 0 0 0 0	326 (85 (25 (81 (191 135 (6 129
Personnel expenses Depreciation Other expenses Total expenses (1  Pre-provision profit Credit losses  Operating profit after cred. losses Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(73) (8) (64) (44) 64 (0) 64 0 0 0 1	(72) (8) (68) (148) 63 (2) 61 0 0 0 1	(79) (9) (72) (161) 50 (1) 49 0 0 0	(67) (12) (64) (143) 67 (1) 66 0 0 0	(69) (19) (55) (144) 78 (4) 73	(69) (18) (55) (142) 59 (4) 55	(84) (22) (69) (174) 89 (4) 85	(80) (23) (66) (169) 134 (10) 123	(85) (24) (69) (177) 111 (7) 104	(80) (24) (74) (178) 131 (11) 120 0 0 0	(82) (24) (76) (183) 127 (7) 120 0 0 0	(84) (25) (79) (187) 127 (6) 120	(85) (25) (81) (191) 135 (6) 129
Depreciation Other expenses Total expenses (1 Pre-provision profit Credit losses Operating profit after cred. losses Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other intems Reported pre-tax profit Tax paid on pre-tax profit Minority interest Net profit Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(8) (64) (44) 64 (0) 64 0 0 0 1	(8) (68) (148) 63 (2) 61 0 0 0	(9) (72) (161) 50 (1) 49 0 0 0	(12) (64) (143) 67 (1) 66 0 0 0	(19) (55) (144) 78 (4) 73	(18) (55) (142) 59 (4) 55	(22) (69) (174) 89 (4) 85	(23) (66) (169) 134 (10) 123	(24) (69) (177) 111 (7) 104	(24) (74) (178) 131 (11) 120 0 0 0	(24) (76) (183) 127 (7) 120 0 0 0	(25) (79) (187) 127 (6) 120	(85) (25) (81) (191) 135 (6) 129 0 0 0 0
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Total expenses (1  Pre-provision profit Credit losses  Operating profit after cred. losses  Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	64 (0) 64 0 0 0 0 0 1 1 64	(148) 63 (2) 61 0 0 0 0	(161) 50 (1) 49 0 0 0 0	(143) 67 (1) 66 0 0 0	78 (4) 73	59 (4) 55 0 0 0 0 0	(174) 89 (4) 85 0 0 0	(169) 134 (10) 123 0 0 0 0	(177) 111 (7) 104 0 0 0 0	(178)  131 (11)  120  0 0 0 0 0	(183) 127 (7) 120 0 0 0 0	(187) 127 (6) 120 0 0 0 0	(191) 135 (6) 129
Pre-provision profit Credit losses  Operating profit after cred. losses  Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	64 (0) 64 0 0 0 0 1	63 (2) 61 0 0 0 0 0 1	50 (1) 49 0 0 0 0 0 0	67 (1) 66 0 0 0 0 1	78 (4) 73 0 0 0 0 0	59 (4) 55 0 0 0	89 (4) 85 0 0 0	134 (10) 123 0 0 0 0	111 (7) 104 0 0 0 0	131 (11) 120 0 0 0 0	127 (7) 120 0 0 0	127 (6) 120 0 0 0	135 (6) 129
Credit losses  Operating profit after cred. losses  Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(0) 64 0 0 0 0 1	(2) 61 0 0 0 0 1	(1) 49 0 0 0 0 0 0	(1) 66 0 0 0 0 1	73 0 0 0 0	(4) 55 0 0 0 0	(4) <b>85</b> 0 0 0 0	(10) 123 0 0 0 0	(7) <b>104</b> 0 0 0 0 0	(11) 120 0 0 0 0	(7) <b>120</b> 0 0 0 0 0	(6) 120 0 0 0 0	(6) 129
Operating profit after cred. losses  Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0 0 0 0 1	61 0 0 0 0 0	49 0 0 0 0	66 0 0 0 0 0	73 0 0 0 0	55 0 0 0	85 0 0 0	0 0 0 0	104 0 0 0	120 0 0 0 0	120 0 0 0 0	120 0 0 0 0	129 0 0 0
Gains/losses on fixed assets Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0 0 0 0 1	0 0 0 0 0	0 0 0 0	0 0 0 0 1	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
Goodwill amortisation Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0 0 0 1	0 0 0 1	0 0 0	0 0 0 1	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0
Other intangibles amortisation Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0 0 1	0 0 1	0 0 0	0 0 1	0	0	0	0	0	0	0	0	(
Extraordinaries Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0 1 <b>64</b>	0	0	0	0	0	0	0	0	0	0	0	(
Other items  Reported pre-tax profit  Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	1 <b>64</b>	1	0	1					-	-		_	
Tax paid on pre-tax profit Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income		61	/0				(0)	0	(1)	(20)	•		
Minority interest  Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(17)		49	68	75	55	85	124	103	95	120	120	129
Net profit  Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	(13)	(12)	(10)	(12)	(13)	(12)	(17)	(25)	(21)	(19)	(24)	(24)	(26)
Adjustments: Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0	0	0	0	0	0	0	0	0	0	0	0	0
Reported pre-tax profit Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	52	49	39	56	62	43	67	98	81	76	96	96	103
Restructuring costs Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income													
Net extraordinaries Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	64	61	49	68	75	55	85	124	103	95	120	120	129
Goodwill and intangibles amort. Non recurring capital gains Unrealized changes in other income	0	0	0	0	0	0	0	0	0	0	0	0	0
Non recurring capital gains Unrealized changes in other income	0	0	0	0	0	0	0	0	0	0	0	0	C
Unrealized changes in other income	0	0	0	0	0	0	0	0	0	0	0	0	C
	1	(5)	(1)	(4)	0	0	(1)	0	0	0	0	0	C
	0	0	0	1	10	0	0	0	0	0	0	0	C
Excess (lack) provisions	0	0	0	0	0	0	0	0	0	0	0	0	(
Interest on conv. debt net of tax	0	0	0	0	0	0	0	0	0	0	0	0	C
Other	0	0	0	0	0	0	0	0	0	0	0	0	C
Adjusted pretax profit	66	58	59	65	68	55	87	125	105	95	120	120	129
	(13)	(12)	(12)	(11)	(12)	(12)	(18)	(25)	(22)	(19)	(24)	(24)	(26)
Minority interest	0	0	0	0	0	0	0	0	0	0	0	0	0
Adjusted profit after tax	53	47	47	54	56	43	69	99	83	76	96	96	103
M : 1 0 1													
Margins, tax & returns (%) 20													

Margins, tax & returns													
(%)	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Net interest margin	0.95	0.99	0.94	0.91	0.82	0.80	0.87	0.82	1.15	1.27	1.22	1.17	1.18
Cost/income ratio	69.3	70.2	76.4	68.1	65.0	70.7	66.1	55.9	61.4	57.8	59.0	59.6	58.6
Credit losses/loans	0.01	0.04	0.01	0.01	0.07	0.06	0.06	0.13	0.09	0.14	0.09	0.08	0.07
Tax rate	19.7	19.8	19.9	17.1	17.3	22.2	20.4	20.4	20.8	19.8	20.0	20.0	20.0
ROE	7.9	8.0	6.5	9.4	10.3	6.7	10.0	15.6	13.3	11.5	13.7	13.2	13.6
Adjusted ROE	8.1	7.6	7.8	9.0	9.3	6.7	10.2	15.7	13.5	11.5	13.7	13.2	13.6
Return on tangible equity	8.7	8.4	8.8	10.2	10.5	7.4	12.7	23.2	20.1	15.6	17.6	16.8	17.4

Key ratios													
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Tier 1 ratio	20.7	19.5	18.0	17.5	14.7	14.0	13.2	12.7	13.0	13.6	14.1	14.2	14.6
Capital ratio	27.1	26.3	23.4	20.5	18.6	16.4	15.6	14.9	15.0	16.6	16.9	16.9	17.3
Net impaired loans	0	0	0	0	0	0	120	141	131	0	0	0	0
Acc provisions % of gross impaired	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net impaired % of net loans	0.0	0.0	0.0	0.0	0.0	0.0	1.6	1.8	1.7	0.0	0.0	0.0	0.0
Net impaired % of equity	0.0	0.0	0.0	0.0	0.0	0.0	17.7	24.3	20.4	0.0	0.0	0.0	0.0
Average number of employees	926	912	854	792	778	803	842	873	862	825	812	804	796
Personnel expenses/employee	(78)	(79)	(93)	(84)	(89)	(86)	(99)	(92)	(98)	(97)	(101)	(104)	(107)
Income/employee	225	232	246	265	285	250	313	347	334	375	` 381	` 39Ó	410

Growth rates y-o-y (%)													
,	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Net interest income	(5.3)	(1.8)	(6.2)	(4.1)	(9.7)	4.0	19.3	3.0	41.6	8.3	(4.2)	(2.4)	3.0
Total income	(1.8)	1.4	(0.5)	(0.1)	5.4	(9.2)	31.2	14.8	(5.1)	7.4	0.1	1.4	4.0
Personnel expenses	n.a.	(0.6)	9.4	(15.7)	3.5	0.1	21.2	(4.0)	5.1	(4.9)	2.0	2.0	2.0
Total expenses	(0.0)	2.8	8.2	(11.0)	0.6	(1.2)	22.7	(2.9)	4.2	1.0	2.4	2.3	2.3
Pre-provision profit	(5.7)	(1.6)	(21.1)	35.2	15.6	(23.9)	51.6	49.4	(16.9)	17.7	(2.9)	0.1	6.4
Pre-tax profit	(6.0)	(4.3)	(20.1)	37.6	10.6	(26.7)	54.4	45.9	(16.9)	(7.5)	26.5	0.4	7.0
EPS (adjusted)	(3.3)	(Ì1.6)	` 1.Ó	10.9	2.6	(24.3)	58.4	41.0	(16.9)	(8.5)	26.1	0.4	7.0

Source for all data on this page: SEB

EURm)	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027
Cash & financial institutions	312	423	332	312	333	328	798	1,359	788	779	791	814	83
iecurities	2,585	2,185	2,165	1,658	1,596	1,775	1,588	1,599	1,611	1,611	1,611	1,611	1,61
let loans	5,856	5,717	5,839	6,107	6,429	7,000	7,486	7,792	7,866	7,777	7,894	8,130	8,37
ther interest bearing	0	0	0	0	0	0	0	0	0	0	0	0	
otal interest bearing assets	8,753	8,325	8,336	8,077	8,358	9,102	9,873	10,750	10,265	10,167	10,296	10,556	10,82
Goodwill	51	64	71	67	63	58	174	166	168	155	155	163	17
Other intangibles	0	0	0	0	0	0	0	0	0	0	0	0	
Property, plant and equipment Other non-interest bearing	1.077	1.097	1.143	1,123	1,276	1,413	1,607	1.496	1,604	1,582	1,610	1,610	1,61
Fotal non-interest bearing	1,077 <b>1,128</b>	1,097 <b>1,161</b>	1,143	1,123	1,339	1,413	1,007 <b>1,781</b>	1,662	1,004 <b>1,773</b>	1,362 <b>1,737</b>	1,765	1,773	1,78
Total assets	9,882	9,486	9,550	9,266	9,697	10,573	11,653	12,412	12,038	11,904	12,061	12,329	12,60
	•	•	•	•	·		•		•				•
Borrowing from fin. institutions	475	509	694	203	198	149	123	32	58	58	58	58	5
Deposits from customers	3,922	4,164	4,119	3,963	4,060	4,466	4,503	5,214	4,564	4,412	4,456	4,501	4,54
Bond borrowing	3,033	2,477	2,451	2,460	2,623	2,846	3,060	3,052	3,577	3,979	3,979	4,178	4,38
Other interest bearing liablities	1,836	1,723	1,688	1,651	1,807	1,896	2,429	2,675	2,883	2,513	2,789	2,787	2,77
Fotal liabilities and equity Provisions	<b>9,266</b> 0	<b>8,873</b> 0	<b>8,952</b> 0	<b>8,276</b> 0	<b>8,687</b> 0	<b>9,356</b> 0	<b>10,115</b> 0	<b>10,972</b> 0	<b>11,083</b>	<b>10,962</b> 0	<b>11,283</b> 0	<b>11,525</b> 0	11,76
Provisions Other non-interest bearing liabilities	0	0	0	400	400	550	800	800	250	200	0	0	
Minority interests	0	0	0	0	400	0	59	59	60	60	60	60	6
Shareholders' equity	615	613	598	590	610	667	679	581	645	682	719	745	77
Total liabilities and equity	9,882	9,486	9,550	9,266	9,697	10,573	11,653	12,412	12,038	11,904	12,061	12,329	12,60
Capitalisation													
Fier 1 capital	413	390	375	384	388	424	389	397	443	466	492	510	54
Tier 2 capital	128	136	111	68	103	72	131	127	127	158	158	158	15
Deductions, other	0	0	0	0	0	0	(60)	(58)	(58)	(58)	(58)	(58)	(58
Total capital	542	526	486	452	491	496	460	466	513	566	591	610	64
Risk-weighted assets	1,999	1,998	2,080	2,199	2,637	3,030	2,941	3,131	3,411	3,413	3,498	3,602	3,71
ier 1 ratio (%)	20.7	19.5	18.0	17.5	14.7	14.0	13.2	12.7	13.0	13.6	14.1	14.2	14
Capital ratio (%)	27.1	26.3	23.4	20.5	18.6	16.4	15.6	14.9	15.0	16.6	16.9	16.9	17
Asset Quality													
Gross impaired loans	0	0	0	0	0	0	96	114	106	0	0	0	
Accumulated provisions	0	0	0	0	0	0	25	27	25	0	0	0	
Net impaired loans	0	0	0	0	0	0	120	141	131	0	0	0	
ccum. provisions % of gross loans	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0
Provisions % of gross impaired	0.0	0.0	0.0	0.0	0.0	0.0	(26.0)	(24.1)	(23.5)	0.0	0.0	0.0	0.
let impaired % of net loans	0.0	0.0	0.0	0.0	0.0	0.0	1.6	1.8	1.7	0.0	0.0	0.0	0.
Net impaired % of equity	0.0	0.0	0.0	0.0	0.0	0.0	17.7	24.3	20.4	0.0	0.0	0.0	0.
oans/assets (%) Deposits/loans (%)	59.3 67.0	60.3 72.8	61.1 70.5	65.9 64.9	66.3 63.1	66.2 63.8	64.2 60.2	62.8 66.9	65.3 58.0	65.3 56.7	65.4 56.5	65.9 55.4	66 54
irowth rates (%)													
Vet loans	(8.7)	(2.4)	2.1	4.6	5.3	8.9	7.0	4.1	1.0	(1.1)	1.5	3.0	3
Customer deposits	(1.4)	6.2	(1.1)	(3.8)	2.5	10.0	0.8	15.8	(12.5)	(3.3)	1.0	1.0	1
Shareholders' equity	(11.0)	(0.3)	(2.5)	(1.4)	3.4	9.3	1.8	(14.5)	11.2	5.7	5.3	3.7	4

Valuation													
(EUR)	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
No of shares, fully dil. (y/e)	66.4	66.3	66.3	68.9	69.2	69.6	72.1	72.4	73.0	73.0	73.0	73.0	73.0
No of shares, fully dil. avg.	66.5	66.4	66.3	67.6	69.0	69.4	70.9	72.3	72.7	73.0	73.0	73.0	73.0
Share price, y/e	10.3	9.7	9.1	9.0	9.3	9.8	12.3	10.2	9.5	9.2	9.8	9.8	9.8
Share price, high	12.1	10.3	11.0	9.9	9.9	11.6	13.1	12.8	11.1	10.2	9.8		
Share price, low	9.3	7.7	8.8	7.9	8.1	6.5	9.0	8.7	8.7	8.9	9.4		
Share price, avg	10.8	9.1	9.5	8.9	8.9	9.0	11.1	10.1	9.5	9.3	9.6		
EPS, reported	0.78	0.74	0.59	0.83	0.9	0.61	0.95	1.36	1.12	1.04	1.32	1.32	1.41
EPS, adjusted	0.8	0.71	0.71	0.79	0.81	0.61	0.97	1.37	1.14	1.04	1.32	1.32	1.41
Dividend/share	0.5	0.6	0.6	0.6	0.5	0.4	0.6	0.4	0.7	0.7	0.8	1.0	1.0
Book value/share	9.3	9.2	9.0	8.6	8.8	9.6	9.4	8.0	8.8	9.4	9.8	10.2	10.7
Tangible equity/share	8.5	8.3	7.9	7.6	7.9	8.8	6.6	5.3	6.1	7.2	7.7	8.0	8.3
PER (adjusted)	12.9	13.8	12.8	11.4	11.5	15.9	12.6	7.5	8.3	8.8	7.4	7.4	6.9
Price/Book value	1.11	1.05	1.01	1.05	1.06	1.02	1.30	1.27	1.07	0.98	0.99	0.96	0.92
Price/Tangible equity	1.21	1.17	1.15	1.19	1.18	1.12	1.87	1.95	1.55	1.27	1.27	1.22	1.17
Return on equity (%)	7.9	8.0	6.5	9.4	10.3	6.7	10.0	15.6	13.3	11.5	13.7	13.2	13.6
Adjusted return on equity (%)	8.1	7.6	7.8	9.0	9.3	6.7	10.2	15.7	13.5	11.5	13.7	13.2	13.6

Main Shareholders			Managemen	nt	Company Informa	Company Information			
Name	(%) Votes	Capital	Title	Name	Contact				
Rg Partners Oy	10.2	10.2	COB	Lasse Svens	Internet	www.aktia.com			
Companies controlled by Erkki Etola	10.0	10.0	CEO	Aleksi Lehtonen	Phone Number	+358 10 247 5000			
Veritas Pension Insurance Company	8.3	8.3	CFO	Karri Varis					
. ,			IR	Oscar Taimitarha					

Source for all data on this page: SEB

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