## Aktia

# AKTIA BANK PLC INTERIM REPORT JANUARY-MARCH 2015

#### STRONG CAPITAL ADEQUACY ENABLES GROWTH

#### CEO JUSSI LAITINEN

"Net commission income continued to grow. Net interest income was stable, remaining at the same level as in the previous year. We have managed to keep expenses under control and are now running tests in the new core banking system. The final time for implementation of the system and the total project costs will be settled after completed testing. Following the permission granted to apply the IRB approach, the Bank Group's capital adequacy reached a record level, enabling Aktia to implement its new growth strategy."

#### JANUARY-MARCH 2015: OPERATING PROFIT EUR 17.0 (16.4) MILLION

- The Group's operating profit amounted to EUR 17.0 (16.4) million and profit for the period amounted to EUR 13.0 (13.1) million.
- Net commission income strengthened by 5% to EUR 19.7 (18.8) million and borrowing totalled to EUR 3,903 (3,979) million. Net interest income (NII) was almost unchanged and amounted to EUR 25.5 (25.4) million.
- Earnings per share (EPS) was EUR 0.20 (0.20).
- Applying IRBA increased Aktia's Common Equity Tier 1 capital ratio to 22.6 (14.6)%.
- Equity per share stood at EUR 9.59 (31.12.2014; 9.39).
- Write-downs on credits and other commitments increased from the previous year amounting to EUR 1.0 (0,4) million.
- OUTLOOK 2015 (unchanged, p. 12): Aktia's operating profit for 2015 is expected to reach a similar level as 2014.

| KEY FIGURES   |          |          |      |        |            |      |          |          |
|---|----------|----------|------|--------|------------|------|----------|----------|
| (EUR million)                                       | 1-3/2015 | 1-3/2014 | Δ%   | 2014   | 10-12/2014 | Δ%   | 7-9/2014 | 4-6/2014 |
| Net interest income                                 | 25.5     | 25.4     | 0%   | 102.8  | 25.3       | 1%   | 26.1     | 25.9     |
| Net commission income                               | 19.7     | 18.8     | 5%   | 74.9   | 18.9       | 4%   | 17.6     | 19.6     |
| Total operating income                              | 53.1     | 52.0     | 2%   | 212.3  | 51.7       | 3%   | 50.1     | 58.4     |
| Total operating expenses                            | -35.7    | -36.1    | -1%  | -144.5 | -39.3      | -9%  | -32.8    | -36.2    |
| Write-downs on credits and other commitments        | -1.0     | -0.4     | 153% | -1.7   | 0.0        | -    | -0.5     | -0.8     |
| Operating profit                                    | 17.0     | 16.4     | 3%   | 68.3   | 12.6       | 35%  | 17.3     | 22.0     |
| Cost-to-income ratio                                | 0.65     | 0.72     | -10% | 0.71   | 0.78       | -17% | 0.69     | 0.64     |
| Earnings per share (EPS), EUR                       | 0.20     | 0.20     | 0%   | 0.79   | 0.14       | 45%  | 0.19     | 0.27     |
| Equity per share (NAV) <sup>1</sup> , EUR           | 9.59     | 8.55     | 12%  | 9.39   | 9.39       | 2%   | 9.27     | 8.96     |
| Return on equity (ROE), %                           | 7.5      | 8.2      | -9%  | 8.3    | 6.0        | 24%  | 8.1      | 11.1     |
| Common Equity Tier 1 capital ratio <sup>1</sup> , % | 22.6     | 13.6     | 66%  | 14.6   | 14.6       | 55%  | 14.2     | 13.8     |
| Capital adequacy ratio <sup>1</sup> , % **          | 27.1     | 17.3     | 57%  | 19.1   | 19.1       | 42%  | 18.4     | 17.8     |
| Write-downs on credits / total loan book, %         | 0.02     | 0.01     | 100% | 0.03   | 0.00       | -    | 0.01     | 0.01     |

1) At the end of the period.

The Interim Report January -March 2015 is a translation of the original Swedish version "Delårsrapport 1.1-31.3.2015". In case of discrepancies, the Swedish version shall prevail.

# Main events January-March 2015

# Implementation of Aktia's new strategy "Growth 2018"

Aktia's Action Plan 2015, aiming to improve Aktia's cost efficiency and competitive strength, is completed for the most part. The biggest project, the core banking system project, is under work as are also the improvements in processes that the new core banking system will bring as well as the phasing-out of Aktia Real Estate Mortgage Bank.

The bank's good capital adequacy ratio and strong balance sheet enable Aktia to focus on growth. The objective is to double the annual number of new customers before the end of 2018.

Aktia Bank will increase its corporate lending and is for the first time participating in the European Investment Bank's longer-term refinancing operations (TLTRO), enabling Aktia to put EUR 100 million on the market in the form of Aktia financing with favourable terms.

According to its new strategy, Aktia focuses mainly on services for private customers and their families, but also on family businesses and owner-operated companies. Aktia also seeks growth in loans to housing companies in need for renovations for which the bank may offer competitive loans.

#### Financial objectives 2018

Simultaneously with presenting the company's new strategy, Aktia also updated its financial objectives:

- To improve cost-to-income ratio by at least 10%
- Common Equity Tier 1 Capital Ratio (CET 1) of 15% at a minimum
- Return on Equity (ROE) at least 9%
- Dividend pay-out of at least 50% of the profit for the year

#### **IRBA**

On 10 February 2015, the Financial Supervisory Authority granted Aktia Bank Group (Aktia Bank plc and all its subsidiaries except Aktia Life Insurance Ltd) permission to apply internal risk classification (IRBA) to the calculation of capital requirement for retail exposures. Simultaneously, Aktia started to apply the IRB approach to calculation of capital requirement for equity exposures. A total of 56% of the Bank Group's exposures are now calculated according to the IRB approach. The work continues on migration to internal models for exposure to corporates and credit institutions.

The average risk weight for retail exposures secured by residential real estate calculated according to the IRB approach was 15% compared to 35% using the standardised method. This improved Aktia's Common Equity Tier 1 capital ratio to 22.6 (14.6)%. When calculated according to the IRB approach, the capital base was somewhat reduced, following deductions for expected losses.

# The core banking system project will be implemented at the earliest 1Q 2016

Aktia's core banking system project, initiated in November 2013, has proceeded to the testing stage. The final time for implementation and the total project costs will be settled after completed testing during the summer. The investment in the core banking system was previously estimated to approximately EUR 40 million. The costs are increasing due to a longer testing period and parallel operation of the new and the existing banking systems.

The implementation of the new core banking system is now scheduled to the first quarter of 2016 at the earliest (previously the last quarter of 2015).

The annual savings achieved with the new core banking platform are estimated to be approximately EUR 5 million annually for the IT costs alone. The new core banking system will facilitate quicker customer service processes, thus improving efficiency. The process improvements brought by the new core banking system will materialise from the second quarter of 2016.

#### Decreased holdings in Folksam

On 3 March 2015, Aktia Bank divested further 24% of its holdings in Folksam Non-Life Insurance Ltd. Thus Aktia Bank's ownership in Folksam Non-Life Insurance decreased to 10 (34)%. The total effect of the transaction on the Bank Group's equity was negative, amounting to EUR -3.3 million, of which EUR -0.5 million burdened the operating profit.

The transaction does no effect Aktia's cooperation with Folksam Non-Life Insurance Ltd, and Aktia continues to offer insurance services to its customers.

# ACTIVITY IN January-March 2015

#### **Business environment**

The general interest rate level remained low during the beginning of 2015, which had a negative impact on Aktia's net interest income. However, low interest rates have resulted in continued higher values for Aktia's fixed-rate investments.

According to Statistics Finland, inflation was -0.1% in March 2015. In the same period the previous year it was 1.1%.

The index of consumer confidence in the economy was strengthened compared to the previous year, reaching 11.2 (8.5) in March and 11.4 (3.7) in April 2015. In February, the index stood at 10.6 (8.3), and in January, at 6.0 (9.9). The long-time average is 11.8 *(Statistics Finland)*.

In March 2015, housing prices in Finland decreased by 1.1% on the previous year. In the Helsinki region, prices decreased by 0.3% and in the rest of Finland by 1.8% (*Statistics Finland*).

Unemployment increased to 10.3% in March, and was 0.8 percentage points higher than in the previous year *(Statistics Finland)*.

The OMX Helsinki 25-index increased by approximately 17% and the Nordic banking sector by 18% during January-March 2015. During the same period, the price of Aktia's series A share increased by approximately 11%.

| Key figures                          |        |        |      |
|--------------------------------------|--------|--------|------|
| Y-o-y                                | 2016E* | 2015E* | 2014 |
| GDP growth, %                        |        |        |      |
| World                                | 3.6    | 3.4    | 3.3  |
| Euro area                            | 1.6    | 1.3    | 0.7  |
| Finland                              | 1.4    | 0.3    | -0.3 |
| Consumer price index, %              |        |        |      |
| Euro area                            | 1.0    | -0.3   | 0.4  |
| Finland                              | 1.2    | 0.2    | 1.0  |
| Other key ratios, %                  |        |        |      |
| Development of real value of         |        |        |      |
| housing in Finland <sup>1</sup>      | -1.8   | -1.7   | -1.6 |
| Unemployment in Finland <sup>1</sup> | 8.9    | 9.1    | 8.7  |
| OMX Helsinki 25                      | -      | -      | 5.4  |
| Interest rates <sup>2</sup> , %      |        |        |      |
| ECB                                  | 0.05   | 0.05   | 0.05 |
| 10-y Interest Ger (=benchmark)       | 0.70   | 0.30   | 0.80 |
| Euribor 12 months                    | 0.25   | 0.15   | 0.33 |
| Euribor 3 months                     | 0.05   | 0.00   | 0.08 |

\* Aktia's chief economist's prognosis (20 April 2015)

<sup>1</sup>annual average

<sup>2</sup>at the end of the year

#### Rating

On 31 March 2015, Standard and Poor's confirmed its rating of Aktia Bank plc's creditworthiness. The rating for long-term borrowing is A- and for short-term borrowing A2, both with a negative outlook.

On 17 March 2015, Moody's Investors Service took Aktia Bank plc's credit rating under review as they made general changes in their rating methods. For the time being Aktia Bank plc's credit rating for long-term borrowing is A3, short-term borrowing P-2 and financial strength C-. The outlooks are negative.

Moody's Investors Service confirmed the rating Aaa for Aktia Bank's long-term covered bonds.

|                   | Long-term<br>borrowing | Short-term<br>borrowing | Outlook | Covered<br>bonds |
|-------------------|------------------------|-------------------------|---------|------------------|
| Moody's Investors | 4.2                    | 0.2                     |         | A                |
| Service           | A3                     | P-2                     | neg     | Aaa              |
| Standard & Poor's | A-                     | A-2                     | neg     | -                |

#### Profit January - March 2015

The Group's operating profit was EUR 17.0 (16.4) million. The Group's profit was EUR 13.0 (13.1) million.

#### Income

Total Group income increased slightly to EUR 53.1 (52.0) million due to higher commission income.

Net interest income was stable in the continued low level of interest rates, amounting to EUR 25.5 (25.4) million. Net interest income from traditional borrowing and lending operations improved by 43 % to EUR 14.6 (10.2) million, while income from interest rate risk management and hedg-ing measures dropped. Derivatives and fixed-rate instruments are used to manage interest rate risk. Their proportion of net interest income decreased to EUR 7.8 (9.4) million.

Net commission income increased by 5 % to EUR 19.7 (18.8) million. Commission income from mutual funds, asset management and securities brokerage was EUR 11.3 (9.8) million. Card and other payment service commissions decreased by 13% to EUR 4.8 (5.5) million. This is mainly a result of decreased payment service commissions after ending operations as central credit institution.

Net income from life insurance developed positively, and was EUR 6.8 (6.0) million. The improvement is related to higher premium volumes and a stronger actuarially calculated result.

Net income from financial transactions amounted to EUR 1.4 (0.9) million, of which net income from hedge accounting was EUR -0.2 (-0.3) million.

Other operating income was EUR 0.2 (0.8) million. Other operating income was impacted by EUR -0.5 million as a result of the decrease of Aktia's hold-ings in Folksam Non-Life Insurance.

#### Expenses

Operating expenses decreased marginally, totalling EUR 35.7 (36.1) million.

Staff costs amounted to EUR 18.0 (17.5) million. IT expenses amounted to EUR 6.5 (6.6) million. Other operating expenses decreased by 11% to EUR 9.1 (10.2) million. The corresponding period last year was affected by the temporary bank tax and by payments to the Deposit Guarantee Fund.

The depreciation of tangible and intangible assets increased to EUR 2.1 (1.8) million.

#### Write-downs on credits and other commitments

Write-downs on credits remained low. During the period, write-downs on credits and other commitments were higher than during the corresponding period, amounting to a total of EUR 1.0 (0.4) million. The increase is due to provisions for one separate, older customer entity.

# Balance sheet and off-balance sheet commitments

The Group balance sheet total at the end of March was EUR 10,598 (10,707) million.

#### Liquidity

Aktia Bank's liquidity portfolio, which consists of interest-bearing securities, was EUR 2,372 (2,502) million. The liquidity portfolio was financed with repurchase agreements to a value of EUR 162 million.

At the end of March, the Bank Group's liquidity buffer was approximately equivalent to the estimated outgoing cash flow of finance from the whole-sale market for 34 months.

The Liquidity Coverage Ratio (LCR), calculated according to the resolution published by the EU Commission in October 2014, was 192% (31 December 2014: 186%).

| Liquidity coverage ratio (LCR) | 31.3.2015 | 31.12.2014 | 31.3.2014 |
|--------------------------------|-----------|------------|-----------|
| LCR %                          | 192%      | 186%       | 150%      |

#### Borrowing

Deposits from the public and public sector entities decreased to EUR 3,903 (3,979) million, corresponding to a market share of deposits of 3.9 (3.9) %.

In total, the value of the Aktia Group's issued bonds was EUR 3,456 (3,535) million. Of these issued bonds, EUR 1,068 (1,698) million were covered

bonds issued by the Aktia Real Estate Mortgage Bank. The equivalent amount for Aktia Bank was EUR 1,492 (997) million.

Certificates of deposit issued by Aktia Bank amounted to EUR 129 (161) million at the end of the period. During the period Aktia Bank issued new debenture loans with a total value of EUR 11 million. During the period Aktia Bank issued a new long-term covered bond with a value of EUR 500 million and a maturity of 7 years. The issue was oversubscribed many times, and carried out to favourable terms. As security for the issue, bonds with a value of EUR 1,823 million were reserved at the end of March.

Aktia Real Estate Mortgage Bank has also received long-term senor financing from its owner banks. As at 31 March 2015, the long-term senior financing received from savings banks and POP Banks amounted to EUR 198 (198) million. The long-term senior financing was received without collateral.

#### Secured Debts (collateralised)

| (EUR million)             | Under 1 year | Over 1 year | Total |
|---------------------------|--------------|-------------|-------|
| Issued debts              | 245          | 2,289       | 2,535 |
| Other secured liabilities | 11           | 133         | 144   |
| Total                     | 256          | 2,422       | 2,679 |

#### **Unsecured Debts**

| (EUR million)               | Under 1 year | Over 1 year | Total |
|-----------------------------|--------------|-------------|-------|
| Issued unsecured debts      | 231          | 561         | 792   |
| Subordinated debts          | 49           | 166         | 216   |
| Other unsecured liabilities | 405          | 249         | 654   |
| Total                       | 686          | 976         | 1,661 |

#### Lending

Total Group lending to the public amounted to EUR 6,190 (6,416) million at the end of March, a decrease of EUR 227 million.

Loans to private households, including mortgages brokered by savings banks and POP Banks, accounted for EUR 5,492 (5,697) million or 88.7 (88.8)% of the total loan book. Aktia's loan book to households, including the bank's share in Aktia Real Estate Mortgage Bank, amounted to EUR 4,361 (4,357) million. The loans brokered by savings banks and POP Banks decreased by 16% to EUR 1,153 (1,373) million.

The housing loan book totalled EUR 5,027 (5,229) million, of which the share for households was EUR 4,748 (4,939) million. At the end of March, Aktia's market share in housing loans to households stood at 4.1 (4.1)%.

Corporate lending accounted for 6.7 (6.5)% of Aktia's loan book. Total corporate lending amounted to EUR 412 (420) million.

Loans to housing companies totalled EUR 239 (251) million and made up 3.9 (3.9)% of Aktia's total loan book.

#### Loan book by sector

| (EUR million)            | 31.3.2015 | 31.12.2014 | Δ    | Share,% |
|--------------------------|-----------|------------|------|---------|
| Households               | 5,492     | 5,697      | -205 | 88.7%   |
| Corporate                | 412       | 420        | -8   | 6.7%    |
| Housing companies        | 239       | 251        | -12  | 3.9%    |
| Non-profit organisations | 45        | 46         | -1   | 0.7%    |
| Public sector entities   | 2         | 2          | 0    | 0.0%    |
| Total                    | 6,190     | 6,416      | -226 | 100%    |

#### Financial assets

The Aktia Group's financial assets consist of the liquidity portfolio of the banking business and other interest-bearing investments amounting to EUR 2,372 (2,512) million, the life insurance company's investment portfolio amounting to EUR 639 (630) million and the real estate and equity hold-ings of the banking business amounting to EUR 1 (1) million.

#### Technical provisions

The life insurance company's technical provisions were EUR 1,119 (1,025) million, of which EUR 637 (543) million were unit-linked. Interest-related technical provisions amounted to EUR 482 (482) million.

#### Equity

Over the period, the Aktia Group's equity increased by EUR 14 million to EUR 705 (691) million. The change in shareholders' equity results from profit for the period (EUR 13.0 million) and increase in value of the Group's investment portfolios (EUR 3.7 million) as well as from decrease of holdings in Folksam Non-Life Insurance (EUR -2.8 million).

#### Commitments

Off-balance sheet commitments, consisting of credit limits, other loan promises and bank guarantees, decreased by EUR 23 million and amounted to EUR 299 (322) million.

#### Managed assets

The Group's total managed assets amounted to EUR 10,683 (10,065) million.

Assets under management (AuM) comprise managed and brokered mutual funds and managed capital in the subsidiary companies in the Asset Management & Life Insurance segment, as well as Aktia Bank's Private Banking unit. The assets presented in the table below reflect net volumes, so that AuM in multiple companies have been eliminated.

Group financial assets comprise the liquidity portfolio in the Bank Group managed by the treasury function and the life insurance company's investment portfolio.

#### Managed assets

| (EUR million)                 | 31.3.2015 | 31.12.2014 | Δ% |
|-------------------------------|-----------|------------|----|
| Assets under Management (AuM) | 7,323     | 6,783      | 8% |
| Group financial assets        | 3,361     | 3,282      | 2% |
| Total                         | 10,683    | 10,065     | 6% |

#### Capital adequacy and solvency

On 10 February 2015, the Financial Supervisory Authority granted Aktia Bank Group (Aktia Bank plc and all its subsidiaries except Aktia Life Insurance Ltd) permission to apply internal risk classification (IRBA) to the calculation of capital requirement for retail exposures. Simultaneously, Aktia started to apply the IRB approach to calculation of capital requirement for equity exposures. A total of 56% of the Bank Group's exposures are calculated according to the IRB approach. The work continues on migration to internal models for exposure to corporates and credit institutions.

The average risk weight for retail exposures secured by residential real estate calculated according to the IRB approach was 15% compared to 35% using the standardised method. This explains the main part of the improved Aktia's Common Equity Tier 1 capital ratio to 22.6 (14.6)%.

| Capital adequacy, %                | 31.3.2015 IRB | 31.12.2014 STD |
|------------------------------------|---------------|----------------|
| Bank Group                         |               |                |
| CET1 Capital ratio                 | 22.6          | 14.6           |
| T1 Capital ratio                   | 22.7          | 14.6           |
| Total capital ratio                | 27.1          | 19.1           |
| Aktia Bank                         |               |                |
| CET1 Capital ratio                 | 19.2          | 15.0           |
| T1 Capital ratio                   | 19.2          | 15.0           |
| Total capital ratio                | 23.6          | 20.3           |
| Aktia Real Estate<br>Mortgage Bank |               |                |
| CET1 Capital ratio                 | 51.1          | 19.6           |
| T1 Capital ratio                   | 51.1          | 19.6           |
| Total capital ratio                | 51.1          | 19.6           |

Following the decrease of Aktia Bank's holdings in Folksam Non-Life Insurance to 10%, the company is no longer part of the Aktia Bank's financial conglomerate. Aktia Bank still owns 100% of Aktia Life Insurance. The exemption granted by the Financial Supervisory Authority to the effect that Aktia Bank does not need to deduct its holdings in Aktia Life Insurance when calculating capital adequacy expired at the end of 2014.

As total holdings in insurance companies decreased, deductions will not have to be made from the Bank Group's CET1 capital. According to the IRB approach, Aktia Bank' risk weight for holdings in Aktia Life Insurance is 250% and that for holdings in Folksam Non-Life Insurance 370%.

The capital requirement of banking business increased at the beginning of 2015 as the requirement for capital conservation buffer and the countercyclical buffer requirement were introduced to Finland. The requirement for capital conservation buffer will increase the minimum requirement by 2.5 percentage points. The countercyclical buffer requirement will vary between 0 and 2.5 percentage points. The board of the Financial Supervisory Authority will decide quarterly the magnitude of the requirement for the countercyclical capital buffer on the basis of analysis of macroeconomic stability. The first decisions on the requirement (16 March 2015) placed no countercyclical buffer requirement on the banks for Finnish exposures, and the policy for macroeconomic stability was not tightened up by other means either. During 2015, the Financial Supervisory Authority will define further requirements for credit institutions that are significant for the financial system. Aktia's new target for Common Equity Tier 1 capital ratio (CET1) is 15% at a minimum, which exceeds regulatory requirements by a good margin.

Aktia Bank Group had end of quarter leverage ratio at 5.3 (4.9)%.

| Leverage Ratio*   | 31.3.2015 | 31.12.2014 |
|-------------------|-----------|------------|
| Tier 1 capital    | 506.1     | 476.1      |
| Total exposure    | 9,532.0   | 9,693.7    |
| Leverage Ratio, % | 5.3       | 4.9        |

\*The leverage ratio is calculated based on end of quarter figures

The life insurance company's solvency margin amounted to EUR 144.3 (133.4) million, where the minimum requirement is EUR 35.2 (34.2) million. The solvency ratio was 24.2 (23.3)%.

The capital adequacy ratio for the financial conglomerate amounted to 230.1 (216.5)%. The statutory minimum stipulated in the Act on the Supervision of Financial and Insurance Conglomerates is 100%. When the requirements for buffers in banking business enter into force, the capital requirements for the conglomerate are also increased, thus reducing the conglomerate's capital adequacy accordingly. The simultaneous introduction of the IRB approach did, however, reduce the total requirement for the conglomerate.

#### Segment overview

Aktia Bank's operations are divided into three segments: Banking Business, Asset Management & Life Insurance and Miscellaneous.

#### Group operating profit by segment

| (EUR million)                        | 1-3/2015 | 1-3/2014 | Δ%   | 2014 |
|--------------------------------------|----------|----------|------|------|
| Banking Business                     | 14.1     | 12.7     | 10%  | 51.4 |
| Asset Management<br>& Life Insurance | 6.1      | 5.0      | 21%  | 22.0 |
| Miscellaneous                        | -3.5     | -1.9     | -83% | -4.8 |
| Eliminations                         | 0.4      | 0.6      | -42% | -0.2 |
| Total                                | 17.0     | 16.4     | 3%   | 68.3 |

#### **Banking Business**

The segment Banking Business contributed EUR 14.1 (12.7) million to Group operating profit.

Operating income was EUR 42.6 (41.7) million, of which EUR 25.4 (25.3) million was net interest income. Compared to the corresponding period last year, net commission income increased to EUR 15.4 (14.8) million. The increase in net commission income is primarily due to fund and insurance commission. Net income from financial transactions was EUR 1.3 (0.9) million.

Operating expenses were lower than the year before and totalled EUR 27.5 (28.6) million. Staff costs remained unchanged compared to the corresponding period last year, standing at EUR 9.0 (8.9) million. IT-related expenses totalled EUR 3.8 (3.7) million. Other operating expenses decreased to EUR 14.2 (15.6) million. The decrease in other operating expenses is due to the temporary bank tax and to payments to the Deposit Guarantee Fund having affected the profit of banking business under the corresponding period the previous year by EUR 1.3 million.

Write-downs on credits and other commitments were higher than for the corresponding period the previous year, and amounted to EUR 1.0 (0.4) million. The increase is due to provisions for one separate, older customer entity.

Aktia Private Banking, which offers comprehensive individual investment services and legal advice, increased its number of clients by approximately 3%. Private Banking's customer assets had by 31 March 2015 increased by approximately 12% and amounted to EUR 2,002 (1,791) million.

Total savings by households were approximately 2% higher than at the beginning of the year, amounting to EUR 4,359 (4,275) million, of which household deposits were EUR 3,008 (3,054) million and savings by households in mutual funds were EUR 1,351 (1,221) million.

Aktia's lending to private households, including the mortgages brokered by Aktia, amounted to EUR 4,361 (4,357) million. During the period, Aktia Real Estate Mortgage Bank's total lending decreased by EUR 634 million and amounted to EUR 1,307 (1,941) million.

#### Asset Management & Life Insurance

The segment Asset Management & Life Insurance contributed EUR 6.1 (5.0) million to Group operating profit.

Operating income for the segment was higher than in the previous year and stood at EUR 11.9 (10.6) million. The net commission income from asset management improved and was EUR 5.8 (5.1) million. Net income from life insurance increased to EUR 6.0 (5.5) million. The actuarially calculated result developed positively, while the net income from investments for life insurance decreased.

Life insurance premiums written increased by 90% compared to the previous year to EUR 60.2 (31.6) million. The increase is attributable to unit-linked savings policies, including sales of Aktia Profile and introduction of the Allocation service+ at the end of 2014. The Aktia Profile investment service and the Allocation service+ contributed to 71 (47)% of premiums written.

Net income from life insurance investments shown in the income statement was EUR 5.7 (6.2) million. The decrease was due to lower investment returns and lower sales gains in 2015 than the previous year. The return on the company's investments based on market value was 2.0 (1.9)%.

Operating expenses were higher than in the previous year and stood at EUR 5.8 (5.5) million. Staff costs amounted to EUR 2.5 (2.5) million. The expense ratio for the life insurance business increased slightly, but remained at a good level, 88.1 (85.4)%.

The value of assets managed by Aktia Asset Management & Life Insurance totalled EUR 5,899 (5,525) million.

| (EUR million)          | 31.3.2015 | 31.12.2014 | Δ%  |
|------------------------|-----------|------------|-----|
| Aktia Fund Management  | 3,813     | 3,450      | 11% |
| Aktia Asset Management | 8,052     | 7,496      | 7%  |
| Aktia Life Insurance   | 637       | 545        | 17% |
| Eliminations           | -6,604    | -5,966     | 11% |
| Total                  | 5,899     | 5,525      | 7%  |

Life insurance technical provisions totalled EUR 1,119 (1,025) million, of which allocations for unit-linked provisions were EUR 637 (543) million and interest-related provisions EUR 482 (482) million. Unit-linked provisions continued to increase, amounting to 57 (53)% of total technical provisions. The average discount rate for the interest-linked technical provisions was 3.5%. Technical provisions include an interest reserve of EUR 16.0 (16.0) million, which is used for hedging future interest requirements.

All the companies in the segment had a capital adequacy that exceeded minimum regulatory requirements by a good margin.

#### Miscellaneous

The Miscellaneous segment contributed EUR -3.5 (-1.9) million to Group operating profit.

Miscellaneous includes some of the joint administrative functions within Aktia Bank plc and the subsidiary Vasp-Invest Ltd. Costs attributable to the administrative units are invoiced on an ongoing basis from the subsidiaries.

Operating income was EUR 0.8 (1.7) million. Net income from investment properties amounted to EUR -0.4 (0.0) million as a result of continued sale of real estate holdings in the Vasp-Invest Ltd subsidiary. Other operating income is impacted by EUR -0.5 million as a result of the decrease of Aktia's holdings in Folksam Non-Life Insurance.

Operating expenses, including cost allocations to subsidiaries, amounted to EUR 4.3 (3.6) million. Staff costs increased by 5% compared to the corresponding period, totalling EUR 6.2 (5.9) million. IT -expenses for the segment stood at EUR 2.3 (2.5) million. Of the provision in the 2012 annual accounts for the change of core banking system, a total of EUR 0.6 (0.7) million has been released in the first quarter. At the end of March, the remaining share of the provision was EUR 3.0 (31 December 2014; 3.5) million.

The subsidiary Vasp-Invest Ltd made a pre-tax profit of EUR 0.1 (0.0) million.

#### The Group's risk exposures

Definitions and general principles for asset and risk management can be found in Aktia Bank plc's Annual Report for 2014 (www.aktia.com) in note G2 on pages 40–65.

#### Lending related risks within banking business

Loans past due more than 90 days overdue, including claims on bankrupt companies and loans for collection increased to EUR 48 (46) million, corresponding to 0.78 (0.71)% of the loan book. The loan book also includes off-balance sheet guarantee commitments.

Loans past due to households more than 90 days overdue corresponded to 0.62 (0.56)% of the entire loan book and 0.70 (0.63)% of the household loan book.

Loans with payments 3–30 days overdue increased to EUR 88 (101) million, equivalent to 1.42 (1.57)% of the credit stock. Loans with payments 31–89 days overdue decreased to EUR 39 (41) million, or 0.63 (0.63)% of the loan book.

#### Loans past due by time overdue

(EUR million)

| Days                | 31.3.2015 | % of loan<br>book | 31.12.2014 | % of loan<br>book |
|---------------------|-----------|-------------------|------------|-------------------|
| 3 - 30              | 88        | 1.42              | 101        | 1.57              |
| of which households | 80        | 1.29              | 94         | 1.46              |
| 31 - 89             | 39        | 0.63              | 41         | 0.63              |
| of which households | 31        | 0.50              | 34         | 0.53              |
| 90-                 | 48        | 0.78              | 46         | 0.71              |
| of which households | 38        | 0.62              | 36         | 0.56              |

#### Write-downs on credits and other commitments

Over the period total write-downs on credits and other commitments amounted to EUR 1.0 (0.4) million. Of these write-downs, EUR 0.3 (0.2) million were attributable to households, and EUR 0.7 (0.2) million to companies.

Total write-downs on credits amounted to 0.02 (0.01)% of total lending for the period. The share of write-downs on corporate loans in relation to corporate lending overall amounted to 0.18 (0.05)%.

#### Distribution of risk across financial assets

The Bank Group maintains a liquidity portfolio as a buffer for situations where, for some reason, borrowing from the capital markets is not possible under common conditions. Fixed-rate investments within the liquidity portfolio are also used to reduce the structural interest rate risk.

In the life insurance business, the investment portfolio covering total technical provisions is measured on an ongoing basis at market value.

Interest rate investments expose the Group to counterparty risks. Direct interest-rate investments are rated by international credit rating agencies such as Standard & Poor's, Fitch or Moody's. This rating is primarily affected by the counterparty's country and financial position, but also by the type of instrument and its right of priority.

## The Bank Group's liquidity portfolio and other interest-bearing Investments

Investments within the liquidity portfolio and the other interest-bearing investments decreased from year-end by EUR 140 million, and amounted to EUR 2,372 (2,512) million.

#### Rating distribution for Bank Group's liquidity portfolio and other direct interest-bearing investments

|                                    | 31.3.2015 | 31.12.2014 |
|------------------------------------|-----------|------------|
| (EUR million)                      | 2,372     | 2,512      |
| Aaa                                | 53.7%     | 50.9%      |
| Aa1-Aa3                            | 27.7%     | 29.7%      |
| A1-A3                              | 11.4%     | 13.5%      |
| Baa1-Baa3                          | 0.3%      | 0.6%       |
| Ba1-Ba3                            | 0.0%      | 0.0%       |
| B1-B3                              | 0.0%      | 0.0%       |
| Caa1 or lower                      | 0.0%      | 0.0%       |
| Finnish municipalities (no rating) | 6.9%      | 5.3%       |
| No rating                          | 0.0%      | 0.0%       |
| Total                              | 100.0%    | 100.0%     |

At the end of the period, there were three covered bonds with a total value of EUR 33 million that did not meet the eligibility requirements for refinancing at the central bank. The credit rating of one of the bonds was Aaa, while the two other bonds had the credit rating Aa1. In addition there are securities to a value of EUR 25 million from a Finnish credit institution, that are not eligible for refinancing at the central bank, due to the fact that the issuer has no rating.

#### Group investments in GIIPS countries

As of March 2015 the Group's investments in the so-called GIIPS countries amounted to EUR 28 (34) million. All exposures relating to GIIPS countries are marked to market on an ongoing basis at current market prices.

#### Other market risks within the banking business

The banking business conducts no equity trading or investments in real estate property for yield purposes.

At the end of the period, real estate holdings amounted to EUR 0.2 (0.1) million and investments in shares necessary for the business amounted to EUR 8.0 (0.9) million. The increase of investments in shares is attributable solely to the divestment of shares in Folksam Non-Life Insurance. Following Aktia Bank's divestment of 24% of its holdings in Folksam Non-Life Insurance, the remaining holdings are now considered a share investment and the company is no longer seen as an associated company.

#### Investment portfolio of the life insurance company

The market value of the life insurance company's total investment portfolio amounted to EUR 639 (630) million. Over the period the real estate allocation in the life insurance company has increased. The life insurance company's direct real estate investments amounted to EUR 59 (57) million. The properties acquired are located in the Helsinki region and have tenants with long rental agreements.

The life insurance company's investments in GIIPS countries amounted to EUR 7 (7) million.

# Distribution of ratings for the life insurance business' direct interest rate investments (excl. investments in interest funds, real estate, equity instruments and alternative investments)

|                                    | 31.3.2015 | 31.12.2014 |
|------------------------------------|-----------|------------|
| (EUR million)                      | 472       | 460        |
| Aaa                                | 58.7%     | 59.6%      |
| Aa1-Aa3                            | 18.7%     | 18.4%      |
| A1-A3                              | 8.1%      | 9.4%       |
| Baa1-Baa3                          | 3.8%      | 4.3%       |
| Ba1-Ba3                            | 0.5%      | 0.5%       |
| B1-B3                              | 0.0%      | 0.0%       |
| Caa1 or lower                      | 0.0%      | 0.0%       |
| Finnish municipalities (no rating) | 0.0%      | 0.0%       |
| No rating                          | 10.2%     | 7.8%       |
| Total                              | 100.0%    | 100.0%     |

#### Bank Group's geopolitical and instrument type distribution

|                      | Governme<br>Govt. guai |      | Covered | Bonds |        | al institu-<br>exkl. CB | Corporate | e bonds | Equity<br>me |      | Tota   | al    |
|----------------------|------------------------|------|---------|-------|--------|-------------------------|-----------|---------|--------------|------|--------|-------|
|                      | 3/2015                 | 2014 | 3/2015  | 2014  | 3/2015 | 2014                    | 3/2015    | 2014    | 3/2015       | 2014 | 3/2015 | 2014  |
| EU-countries         | 365                    | 357  | 1,103   | 1,210 | 417    | 436                     | -         | -       | -            | 0    | 1,885  | 2,002 |
| Finland              | 155                    | 149  | 140     | 239   | 70     | 50                      | -         | -       | -            | 0    | 365    | 438   |
| Sweden               | -                      | -    | 77      | 87    | 95     | 96                      | -         | -       | -            | -    | 172    | 183   |
| Denmark              | -                      | -    | 72      | 27    | -      | -                       | -         | -       | -            | -    | 72     | 27    |
| Germany              | 49                     | 48   | 10      | 10    | -      | 3                       | -         | -       | -            | -    | 58     | 61    |
| France               | 67                     | 66   | 193     | 195   | 127    | 133                     | -         | -       | -            | -    | 388    | 393   |
| United Kingdom       | -                      | -    | 314     | 320   | 19     | 25                      | -         | -       | -            | -    | 333    | 346   |
| Netherlands          | 25                     | 25   | 205     | 208   | 105    | 129                     | -         | -       | -            | -    | 336    | 363   |
| Austria              | 26                     | 26   | 64      | 95    | -      | -                       | -         | -       | -            | -    | 91     | 121   |
| Belgium              | 42                     | 42   | -       | -     | -      | -                       | -         | -       | -            | -    | 42     | 42    |
| Greece               | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Ireland              | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Italy                | -                      | -    | 28      | 27    | -      | -                       | -         | -       | -            | -    | 28     | 27    |
| Portugal             | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Spain                | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Other countries      | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Europe excluding EU  | -                      | -    | 246     | 248   | -      | 10                      | -         | -       | -            | -    | 246    | 258   |
| North America        | -                      | -    | 11      | 12    | -      | -                       | -         | -       | -            | -    | 11     | 12    |
| Other OECD-countries | -                      | -    | -       | -     | -      | -                       | -         | -       | -            | -    | -      | -     |
| Supranationals       | 230                    | 240  | -       | -     | -      | -                       | -         | -       | -            | -    | 230    | 240   |
| Others               | -                      | -    | -       | -     | -      | -                       | -         | 0       | -            | -    | -      | 0     |
| Total                | 595                    | 596  | 1,361   | 1,469 | 417    | 446                     | -         | 0       | -            | 0    | 2,372  | 2,512 |

#### Life Insurance company's geopolitical and instrument type distribution

|                      | Govern<br>and G<br>guarar | iovt. | Cove<br>Bon |      | Financia<br>tutions e |      | Corpo<br>bon |      | Real e | state | Altern<br>investr |      | Equi<br>instrun |      | Tot    | al   |
|----------------------|---------------------------|-------|-------------|------|-----------------------|------|--------------|------|--------|-------|-------------------|------|-----------------|------|--------|------|
|                      | 3/2015                    | 2014  | 3/2015      | 2014 | 3/2015                | 2014 | 3/2015       | 2014 | 3/2015 | 2014  | 3/2015            | 2014 | 3/2015          | 2014 | 3/2015 | 2014 |
| EU-countries         | 151                       | 146   | 199         | 198  | 39                    | 77   | 101          | 66   | 87     | 86    | 16                | 16   | -               | -    | 594    | 589  |
| Finland              | 36                        | 35    | 6           | 6    | 13                    | 45   | 86           | 53   | 87     | 86    | 15                | 15   | -               | -    | 243    | 240  |
| Sweden               | -                         | -     | -           | -    | 8                     | 8    | -            | -    | -      | -     | 0                 | 0    | -               | -    | 8      | 9    |
| Denmark              | -                         | -     | 20          | 20   | -                     | -    | 2            | 2    | -      | -     | -                 | -    | -               | -    | 22     | 22   |
| Germany              | 17                        | 17    | -           | -    | -                     | -    | 4            | 4    | -      | -     | -                 |      | -               | -    | 21     | 21   |
| France               | 49                        | 46    | 89          | 88   | 1                     | 6    | 3            | 3    | -      | -     | -                 | -    | -               | -    | 142    | 143  |
| United Kingdom       | -                         | -     | 37          | 37   | 4                     | 4    | 1            | 1    | -      | -     | 0                 | 0    | -               | -    | 43     | 43   |
| Netherlands          | 23                        | 23    | 37          | 37   | 13                    | 13   | 2            | 1    | -      | -     | -                 | -    | -               | -    | 76     | 74   |
| Austria              | 25                        | 23    | 6           | 6    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | 31     | 30   |
| Belgium              | -                         | -     | -           | -    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | -      | -    |
| Greece               | -                         | -     | -           | -    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | -      | -    |
| Ireland              | -                         | -     | -           | -    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | -      | -    |
| Italy                | -                         | -     | 2           | 2    | -                     | -    | 2            | 2    | -      | -     | -                 | -    | -               | -    | 4      | 5    |
| Portugal             | -                         | -     | -           | -    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | -      | -    |
| Spain                |                           | -     | 2           | 2    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | 2      | 2    |
| Other countries      | 1                         | 1     | -           | -    |                       | -    | 0            | 0    | -      | -     | -                 | -    | -               | -    | 1      | 1    |
| Europe excluding EU  | 2                         | 1     | -           | -    | б                     | 6    | 3            | 2    | -      | -     | 0                 | 0    | -               | -    | 11     | 9    |
| North America        | -                         | -     |             | -    | -                     | -    | 2            | 3    | -      | -     | 0                 | 0    | -               | -    | 2      | 3    |
| Other OECD-countries | 6                         | 6     | -           | -    | -                     | -    | -            | -    | -      | -     | -                 | -    | -               | -    | 6      | 6    |
| Supranationals       | 6                         | 5     | -           |      | -                     |      | -            |      | -      | -     | -                 |      | -               | -    | 6      | 5    |
| Others               | 20                        | 17    |             | -    |                       | -    |              | -    |        | -     |                   | -    | -               | -    | 20     | 17   |
| Total                | 186                       | 176   | 199         | 198  | 45                    | 83   | 105          | 71   | 87     | 86    | 16                | 16   | -               | -    | 639    | 630  |

#### Valuation of financial assets

#### Value changes reported via income statement

At the end of the period, write-downs on financial assets amounted to EUR -0.1 (-0.6) million, attributable to permanent reductions in the value of real estate funds and small private equity holdings.

#### Write-downs on financial assets

| (EUR million)               | 1-3/2015 | 1-3/2014 |
|-----------------------------|----------|----------|
| Interest-bearing securities |          |          |
| Banking Business            | -        | =        |
| Life Insurance Business     | -        | -        |
|                             |          |          |
| Shares and participations   |          |          |
| Banking Business            | 0.0      | -        |
| Life Insurance Business     | -0.1     | -0.6     |
| Total                       | -0.1     | -0.6     |

#### Value changes reported via the fund at fair value

A value impairment that is not reported in the income statement, or an increase in the value of financial assets that has not been realised, is reported via the fund at fair value. Taking cash flow hedging for the Group into consideration, the fund at fair value amounted to EUR 104.9 (104.1) million after deferred tax.

Cash flow hedging, which comprises of unwound interest-rate derivative contracts that have been acquired for the purposes of hedging the banking business' net interest income, amounted to EUR 0.0 (0.2) million.

#### The fund at fair value

| (EUR million)                      | 31.3.2015 | 31.12.2014 | Δ    |
|------------------------------------|-----------|------------|------|
| Shares and participations          |           |            |      |
| Banking Business                   | 0.0       | 0.0        | 0.0  |
| Life Insurance Business            | 3.7       | 4.0        | -0.3 |
|                                    |           |            |      |
| Direct interest-bearing securities |           |            |      |
| Banking Business                   | 38.8      | 40.5       | -1.7 |
| Life Insurance Business            | 62.4      | 57.1       | 5.3  |
|                                    |           |            |      |
| Share of Non-Life insurance's fund |           |            |      |
| at fair value                      | -         | 2.3        | -2.3 |
| Cash flow hedging                  | 0.0       | 0.2        | -0.1 |
| Fund at fair value, total          | 104.9     | 104.1      | 0.8  |

#### Financial assets held until maturity

The portfolio of financial assets held until maturity mainly consists of reclassified interest-bearing securities. Most of the reclassified securities have an AAA rating. Over the period no new acquisitions were made to the portfolio which, on 31 March 2015, amounted to EUR 487 (489) million.

#### Unwinding of hedging interest-rate derivatives

In November 2012, the company unwound all of its interest rate derivatives for hedging purposes, i.e. to hedge the demand deposits and savings deposits (applying the EU 'carve-out' to hedge accounting). For these interestrate derivatives, the effective part of the market value has been compensated by a corresponding amount in the balance sheet item Deposits.

The unwound interest-rate derivatives will have a positive impact on the result in net interest income up until the beginning of 2019. In 2015, the positive impact on net interest income will amount to approximately EUR 16 million. In the years 2016 and 2017, the positive impact will be approximately EUR 15.5 million respectively, and in 2018-2019 it will be approximately EUR 12 million.

The bank is maintaining its policy of actively hedging net interest income where this is considered justified in the long term with regard to the interest rate situation.

#### **Operational risks**

No operational risk causing significant financial damage occurred during the period.

#### Events concerning close relations

Close relations refers to Aktia Bank's key persons in management positions and close family members, as well as companies where a key person in a management position has a controlling interest. The Aktia Group's key persons are the members of the Board of Supervisors, the Board of Directors of Aktia Bank plc, the Managing Director and Managing Director's alternate.

Further information on events concerning close relations is given in note G46 to the Financial statements 2014. No significant changes concerning close relations occurred during the period.

#### Action Plan 2015

At the end of 2012, Aktia's Board of Directors introduced Action Plan 2015. This was motivated by the business environment characterised by extremely low interest rates and new regulations. Action Plan 2015 included several separate measures, of which for example the following have been completed:

- Mergers of branch offices and more effective use of office space as well as simplification of Group structure and reduction of the workforce.
- Aktia Bank terminated services as central credit institution, was granted mortgage bank concession and has issued covered bonds since 2013.
- The agreement with Samlink as main supplier of IT services was terminated, development of a new core banking system initiated, and the Group's workstations unified into one network.
- The Finnish Financial Supervisory Authority granted Aktia Bank permission to implement an internal method for risk classification (IRBA), further strengthening the good capital adequacy.

The Action Plan 2015 measures still to be completed are the renewal of core banking system, continued unwinding of Aktia Real Estate Mortgage Bank plc and the process improvements that the new core banking system will bring.

#### Other events

Aktia Bank plc has divested 103,314 Series A treasury shares as payment to the Board of Directors as well as for deferred instalments under Share Based Incentive Scheme 2011, earning period 2011–2012 and earning period 2012–2013, to 13 key employees belonging to the share-based incentive scheme.

During the first quarter, Aktia Bank plc divested further 24% of its holdings in Folksam Non-Life Insurance Ltd. Following the transaction, Aktia Bank's ownership in Folksam Non-Life Insurance decreased to 10%.

On 10 February 2015, the Financial Supervisory Authority granted Aktia Bank Group permission to apply internal risk classification (IRBA) to the calculation of credit risk capital requirements for retail exposures from 31 March 2015. Thus, Aktia implements the internal method for risk classification from the Interim Report 1 January–31 March 2015.

#### **Events after period**

There are no significant events after the reporting period.

#### Personnel

At the end of March, the number of full-time employees was 934 (31 December 2014; 932).

During the period the average number of full time employees was 936 (1 January- 31 December 2014; 941).

#### Personnel fund

Aktia Bank plc's Board of Directors has confirmed that the maximum profit sharing provision for the personnel fund for 2015 will be EUR 3 million at a group operating profit of EUR 79 million. If the group operating profit amounts to a minimum of EUR 49 million, the profit sharing provision is EUR 250,000 and increases thereafter with an amount corresponding to 10% of the group operating profit exceeding EUR 49 million.

#### Incentive schemes for key personnel

Key employees of the Aktia Group are provided with a possibility to participate in the share-based incentive schemes, Share Based Incentive Scheme and Share Ownership Scheme, in compliance with the decision of Aktia Bank plc's Board of Directors. Both schemes aim to support the long-term strategy of the group; unify the objectives of the owners and key personnel; raise the value of the company; and tie the key personnel to the company and offering them competitive incentives based on share ownership in Aktia Bank plc.

For more information on the incentive scheme see www.aktia.com > Corporate Governance > Remuneration.

# Board of Directors and Executive Committee

Aktia Bank plc's Board of Directors for 1 January - 31 December 2015: Chair Dag Wallgren, M.Sc. (Econ.) Vice Chair Nina Wilkman, LL.M. Sten Eklundh, M.Sc. Hans Frantz, Lic.Soc.Sc. Kjell Hedman, Business Economist Catharina von Stackelberg-Hammarén, M.Sc. (Econ.) Arja Talma M.Sc. (Econ.), eMBA

Aktia's Executive Committee comprises Managing Director Jussi Laitinen, Deputy Managing Director and Managing Director's alternate Taru Narvanmaa, Director Juha Hammarén, Director Carl Pettersson, Director Fredrik Westerholm and Director Magnus Weurlander.

# Decisions made at the Annual General Meeting 2015

The Annual General Meeting of Aktia Bank plc on 13 April 2015 adopted the consolidated financial statements of the parent company and the group, and discharged the members of the Board of Supervisors, the members of the Board of Directors, the Managing Director and his alternate from liability.

In accordance with the proposal by the Board of Directors, the Annual General Meeting decided to distribute a dividend of EUR 0.48 per share, totalling approximately EUR 32 million for the accounting period 1 January – 31 December 2014. The record date for the dividend was stipulated as 15 April 2015 and the dividend will be paid out on 22 April 2015.

The Annual General Meeting established the number of members on the Board of Supervisors to be twenty nine.

As members of the Board of Supervisors, the members of the Board of Supervisors Harriet Ahlnäs, Johan Aura, Anna Bertills, Henrik Rehnberg and Sture Söderholm, who were all due to step down, were re-elected, and Annika Grannas, M. Sc. (Econ.), Yvonne Hult-Malin, M. Sc. (Econ.) and Kim Wikström, D. Sc. (Tech), Industrial Management were elected as new members. All for a term of three years.

As annual remuneration for the members of the Board of Supervisors, EUR 22,600 for the chair, EUR 10,000 for deputy chairs and EUR 4,400 for members were established. Further, a remuneration of EUR 500 was set per meeting attended.

The Annual General Meeting established the number of auditors as one. The APA firm KPMG Oy Ab was re-elected as auditor, with Jari Härmälä, APA, as auditor-in-charge. Remuneration to the auditor is paid as invoiced.

The Annual General Meeting approved the proposed amendment of Article 2 in the Articles of Association concerning Field of operations, reflecting the fact that the bank ceased to act as central credit institution in spring 2015.

The Annual General Meeting approved the proposals by the Board of Directors concerning the authorisation to issue shares, the authorisation to acquire own shares to be used in the company's share based incentive scheme and/or as remuneration to members of executive bodies in the company as well as the authorisation to divest own shares.

All authorisations approved by the AGM have been published on the website www.aktia.com under About Aktia > Corporate Governance > Annual General Meeting > Annual General Meeting 2015.

#### Share capital and ownership

The share capital of Aktia Bank plc amounts to EUR 163 million, comprising a total of 46,706,723 A shares and 19,872,088 R shares, or 66,578,811 shares in all. The number of shareholders at the end of March 2015 was 43,331. Foreign ownership was 1.2%.

The number of unregistered shares was 770,815 or 1.2% of all shares. Inspection and registration of outstanding shares continue.

On 31 March 2015, the Group held 34,092 A shares and 6,658 R shares in the parent company Aktia Bank plc, total 40,750 shares.

#### Shares

Aktia Bank's trading codes are AKTAV for A-shares and AKTRV for R-shares. Each A-share confers one vote, and each R-share confers 20 votes. Otherwise, the shares confer the same rights.

Aktia's market value at 31 March 2015 was EUR 730 (667) million. The closing price for an A series share was EUR 10.98 and for an R series share EUR 10.99. The highest quotation for the A share was EUR 11.20 and the lowest EUR 9.33. The highest for the R share was EUR 12.09 and the lowest EUR 10.45.

The average daily turnover of A shares during the period January - March 2015 was EUR 271,645 (224 878) or 25,383 (25,933) shares. Average daily turnover for R shares was EUR 5,120 (13,727) or 446 (1,568) shares.

#### **Outlook and risks**

According to the new strategy, Aktia focuses mainly on services for private customers and their families, but also on family businesses and owner-operated companies. Aktia also seeks growth in loans to housing companies in need for renovations for which the bank may offer competitive loans. Aktia will continue to strive for efficient and customer-friendly service in both branches and digital channels.

The bank's strong capital adequacy ratio and balance sheet enable Aktia to focus on growth. The objective is to double the annual number of new customers before end of 2018.

#### **Outlook 2015 (unchanged)**

During 2015, the write-downs on credits are expected to remain at the same level as in 2014. Aktia's main focus in 2015 is the migration to the new core banking system, which is expected to bring with it lower costs, growth and more efficient processes in the long run.

Aktia's operating profit for 2015 is expected to reach a similar level as in 2014.

#### Risks

Aktia's financial result is affected by many factors, of which the most important are the general economic situation, fluctuations in share prices, interest rates and exchange rates, and the competitive situation. The demand for banking, insurance, asset management and real estate agency services can be changed by these factors.

Successful implementation of the core banking system is a critical factor for Aktia's aim to achieve better cost efficiency and attain its future growth targets.

Changes in interest rates, yield curves and credit margins are hard to predict and can affect Aktia's interest margins and thus profitability. Aktia is pursuing proactive management of interest rate risks.

Any future write-downs on credits in Aktia's loan portfolio could be due to many factors, of which the most important are the general economic situation, interest rate level, the level of unemployment and development of house prices.

The availability of liquidity on the money markets is important for Aktia's refinancing activities. Like other banks, Aktia relies on deposits from house-holds to service some of its liquidity needs.

The market value of Aktia's financial and other assets can change, among other things as a result of requirements among investors for higher returns.

The financial crisis has resulted in many new initiatives for the regulation of banking and insurance operations, first and foremost the Basel III regulatory framework. This has led to more stringent capital and liquidity requirements for the bank. The new regulations will also result in increased competition for deposits, higher demands on long-term financing, higher fixed costs and higher lending margins.

#### Financial objectives 2018

Simultaneously with presenting the company's new strategy, Aktia also updated its financial objectives:

- To improve cost-to-income ratio by at least 10%
- Common Equity Tier 1 Capital Ratio (CET 1) of 15% at a minimum
- Return on Equity (ROE) at least 9%
- Dividend pay-out of at least 50% of the profit for the year

#### Key figures

| (EUR million)  | 1-3/2015 | 1-3/2014 | Δ%   | 2014    | 10-12/2014 | 7-9/2014 | 4-6/2014 |
|--|----------|----------|------|---------|------------|----------|----------|
| Earnings per share (EPS), EUR  | 0.20     | 0.20     | 0%   | 0.79    | 0.14       | 0.19     | 0.27     |
| Equity per share (NAV), EUR <sup>1</sup>                                   | 9.59     | 8.55     | 12%  | 9.39    | 9.39       | 9.27     | 8.96     |
| Return on equity (ROE), %  | 7.5      | 8.2      | -9%  | 8.3     | 6.0        | 8.1      | 11.1     |
| Total earnings per share, EUR  | 0.21     | 0.30     | -31% | 1.14    | 0.12       | 0.31     | 0.41     |
| Capital adequacy ratio (finance and insurance conglome-rate), $\%^{\rm 1}$ | 230.1    | 202.1    | 14%  | 216.5   | 216.5      | 213.2    | 205.7    |
| Average number of shares, million <sup>2</sup>                             | 66.5     | 66.5     | 0%   | 66.5    | 66.5       | 66.6     | 66.6     |
| Number of shares at the end of the period, million <sup>1</sup>            | 66.5     | 66.6     | 0%   | 66.4    | 66.4       | 66.6     | 66.6     |
| Personnel (FTEs), average number of employees                              | 936      | 936      | 0 %  | 941     | 941        | 943      | 938      |
| Group's personnel at the end of the period                                 | 934      | 928      | 1%   | 932     | 932        | 938      | 972      |
| Group financial assets <sup>1</sup>  | 3,360.6  | 3,119.9  | 8%   | 3,282.2 | 3,282.2    | 3,387.9  | 3,311.4  |
| Banking Business   |          |          |      |         |            |          |          |
| Cost-to-income ratio <sup>3</sup>  | 0.65     | 0.72     | -10% | 0.71    | 0.78       | 0.69     | 0.64     |
| Borrowing from the public <sup>1</sup>                                     | 3,903.5  | 3,861.1  | 1%   | 3,979.2 | 3,979.2    | 3,991.0  | 3,978.5  |
| Lending to the public <sup>1</sup>   | 6,189.5  | 6,693.0  | -8%  | 6,416.0 | 6,416.0    | 6,504.9  | 6,598.3  |
| Common Equity Tier 1 capital ratio, % <sup>1</sup>                         | 22.6     | 13.6     | 66%  | 14.6    | 14.6       | 14.2     | 13.8     |
| Tier 1 capital ratio, %1   | 22.7     | 13.6     | 67%  | 14.6    | 14.6       | 14.2     | 13.8     |
| Capital adequacy ratio, %1   | 27.1     | 17.3     | 57%  | 19.1    | 19.1       | 18.4     | 17.8     |
| Risk-weighted commitments <sup>1</sup>                                     | 2,234.4  | 3,592.0  | -38% | 3,263.3 | 3,263.3    | 3,426.3  | 3,539.5  |
| Segment's personnel at the end of the period                               | 543      | 555      | -2 % | 547     | 547        | 550      | 590      |
| Asset Management & Life Insurance  |          |          |      |         |            |          |          |
| Assets under management <sup>1</sup>                                       | 7,322.8  | 6,525.6  | 12%  | 6,782.8 | 6,782.8    | 6,889.4  | 6,872.1  |
| Premiums written before reinsurers' share                                  | 60.3     | 31.7     | 90%  | 125.7   | 43.8       | 24.9     | 25.3     |
| Expense ratio, % <sup>2</sup>  | 88.1     | 85.4     | 3%   | 81.5    | 81.5       | 82.1     | 85.3     |
| Solvency margin <sup>1</sup>   | 144.3    | 107.2    | 35%  | 133.4   | 133.4      | 128.6    | 120.2    |
| Solvency ratio, % <sup>2</sup>   | 24.2     | 18.8     | 29%  | 23.3    | 23.3       | 22.3     | 20.9     |
| Investments at fair value <sup>1</sup>                                     | 1,246.8  | 1,064.6  | 17%  | 1,135.2 | 1,135.2    | 1,118.4  | 1,101.3  |
| Technical provisions for interest-related insurances <sup>1</sup>          | 481.9    | 502.0    | -4%  | 482.3   | 482.3      | 491.4    | 496.3    |
| Technical provisions for unit-linked insurances <sup>1</sup>               | 637.3    | 474.3    | 34%  | 543.1   | 543.1      | 512.2    | 498.0    |
| Segment's personnel at the end of the period                               | 115      | 126      | -9 % | 115     | 115        | 114      | 123      |

<sup>1</sup> At the end of the period <sup>2</sup> Cumulative from the beginning of the year <sup>3</sup> See note 2. Group's segment reporting

Banking business Common Equity Tier 1 capital ratio, %= Common Equity Tier 1 capital x 100 / Risk-weighted commitments. Other formulas for key figures are presented in AktiaBank plc's annual report 2014 page 19.

#### Consolidated income statement

| (EUR million)                                  | 1-3/2015 | 5 1-3/2014 | Δ%   | 2014   |
|--|----------|------------|------|--------|
| Net interest income                            | 25.5     | 5 25.4     | 0%   | 102.8  |
| Dividends                                      |          | - 0.1      | -    | 0.1    |
| Commission income                              | 22.0     | 20.8       | 6%   | 84.4   |
| Commission expenses                            | -2.4     | -2.1       | -16% | -9.5   |
| Net commission income                          | 19.7     | 7 18.8     | 5%   | 74.9   |
| Net income from life insurance                 | 6.8      | 6.0        | 13%  | 24.0   |
| Net income from financial transactions         | 1.4      | l 0.9      | 56%  | 7.3    |
| Net income from investment properties          | -0.4     | 0.0        | -    | 0.1    |
| Other operating income                         | 0.2      | 0.8        | -71% | 3.1    |
| Total operating income                         | 53.1     | 52.0       | 2%   | 212.3  |
| Staff costs                                    | -18.0    | -17.5      | 3%   | -69.5  |
| IT-expenses                                    | -6.5     | -6.6       | -1%  | -26.3  |
| Depreciation of tangible and intangible assets | -2.7     | -1.8       | 17%  | -7.3   |
| Other operating expenses                       | -9.      | -10.2      | -11% | -41.3  |
| Total operating expenses                       | -35.7    | -36.1      | -1%  | -144.5 |
| Write-downs on credits and other commitments   | -1.0     | -0.4       | 153% | -1.7   |
| Share of profit from associated companies      | 0.6      | ō 0.9      | -35% | 2.2    |
| Operating profit                               | 17.0     | 16.4       | 3%   | 68.3   |
| Taxes  | -3.9     | -3.3       | 19%  | -13.3  |
| Profit for the period                          | 13.0     | ) 13.1     | -1%  | 55.0   |
| Attributable to:                               |          |            |      |        |
| Shareholders in Aktia Bank plc                 | 13.0     | ) 13.1     | 0%   | 52.5   |
| Non-controlling interest                       | 0.0      | 0.1        | -    | 2.5    |
| Total  | 13.0     | ) 13.1     | -1%  | 55.0   |
| Earnings per share (EPS), EUR                  | 0.20     | 0.20       | 0%   | 0.79   |
| Earnings per share (EPS), EUR, after dilution  | 0.20     | 0.20       | 0%   | 0.79   |

#### Consolidated comprehensive income statement

| (EUR million)  | 1-3/2015 | 1-3/2014 | Δ%   | 2014 |
|--|----------|----------|------|------|
| Profit for the period  | 13.0     | 13.1     | -1%  | 55.0 |
| Other comprehensive income after taxes:  |          |          |      |      |
| Change in valuation of fair value for financial assets available for sale            | 2.0      | 10.8     | -81% | 37.6 |
| Change in valuation of fair value for financial assets held until maturity           | -0.9     | -0.9     | -2%  | -3.6 |
| Transferred to the income statement for financial assets available for sale          | -0.1     | -1.1     | 90%  | -6.8 |
| Transferred to the income statement for cash flow hedging                            | -0.1     | -1.8     | 96%  | -4.3 |
| Comprehensive income from items which can be transferred to the income statement     | 0.9      | 7.0      | -87% | 22.9 |
| Defined benefit plan pensions  | -        | -        | -    | 0.3  |
| Comprehensive income from items which can not be transferred to the income statement | -        | -        | -    | 0.3  |
| Total comprehensive income for the period  | 13.9     | 20.1     | -31% | 78.3 |
| Total comprehensive income attributable to:  |          |          |      |      |
| Shareholders in Aktia Bank plc   | 13.9     | 20.1     | -31% | 75.6 |
| Non-controlling interest   | 0.1      | 0.0      | -    | 2.6  |
| Total  | 13.9     | 20.1     | -31% | 78.3 |
| Total earnings per share, EUR  | 0.21     | 0.30     | -31% | 1.14 |
| Total earnings per share, EUR, after dilution  | 0.21     | 0.30     | -31% | 1.14 |

#### Consolidated balance sheet

| (EUR million)   | 31.3.2015        | 31.12.2014       | Δ%          | 31.3.2014        |
|---|------------------|------------------|-------------|------------------|
| Assets  | 472.2            | 205.0            | 1.00/       | 220.2            |
| Cash and balances with central banks  | 472.3            | 395.9            | 19%         | 228.3            |
| Financial assets reported at fair value via the income statement<br>Interest-bearing securities | -                | -                | -           | 0.1<br>2.264.9   |
| Shares and participations   | 2,254.4<br>97.0  | 2,290.0<br>85.4  | -2%<br>13%  | 2,204.9<br>86.4  |
| Financial assets available for sale   | 2,351.4          | 2,375.4          | -1%         | 2,351.3          |
| Financial assets held until maturity  | 486.8            | 488.5            | -1%         | 497.4            |
| Derivative instruments  | 223.9            | 231.3            | -3%         | 209.6            |
| Lending to Bank of Finland and credit institutions  | 39.3             | 45.8             | -14%        | 188.0            |
| Lending to the public and public sector entities  | 6,189.5          | 6,416.0          | -4%         | 6,693.0          |
| Loans and other receivables   | 6,228.9          | 6,461.8          | -4%         | 6,881.0          |
| Investments for unit-linked insurances  | 637.7            | 545.3            | 17%         | 476.9            |
| Investments in associated companies   | 0.0              | 23.6             | -100%       | 20.5             |
| Intangible assets   | 40.3             | 36.3             | 11%         | 24.0             |
| Investment properties   | 57.0             | 57.1             | 0%          | 61.1             |
| Other tangible assets   | 8.0              | 8.2              | -3%         | 6.6              |
| Accrued income and advance payments   | 58.4             | 57.2             | 2%          | 67.4             |
| Other assets  | 16.6             | 8.6              | 92%         | 10.4             |
| Total other assets  | 75.0             | 65.9             | 14%         | 77.8             |
| Income tax receivables  | 3.6              | 3.4              | 6%          | 4.6              |
| Deferred tax receivables  | 12.2             | 13.0             | -6%         | 15.4             |
| Tax receivables   | 15.9             | 16.4             | -3%         | 20.0             |
| Assets classified as held for sale  | 0.5              | 1.1              | -54%        | 1.2              |
| Total assets  | 10,597.6         | 10,706.7         | -1%         | 10,855.7         |
|   |                  |                  |             |                  |
| Liabilities   | 556.1            | 776.6            | 200/        | 000 5            |
| Liabilities to Bank of Finland and credit institutions  | 556.1            | 776.6            | -28%        | 998.5            |
| Liabilities to the public and public sector entities  | 3,903.5          | 3,979.2          | -2%         | 3,861.1          |
| Deposits  | 4,459.6<br>106.4 | 4,755.7<br>113.2 | -6%<br>-6%  | 4,859.5<br>123.7 |
| Derivative instruments<br>Debt securities issued  |                  | 3,534.5          | -0%         | 3,522.0          |
| Subordinated liabilities  | 3,456.1<br>215.5 | 222.5            | -2%         | 5,522.0<br>227.7 |
| Other liabilities to credit institutions  | 213.3            | 99.8             | -3%<br>163% | 123.5            |
| Other liabilities to the public and public sector entities                                      | 84.9             | 73.9             | 15%         | 87.3             |
| Other financial liabilities   | 4,018.5          | 3,930.7          | 2%          | 3,960.6          |
| Technical provisions for risk insurances and interest-related insurances                        | 481.9            | 482.3            | 0%          | 502.0            |
| Technical provisions for unit-linked insurances   | 637.3            | 543.1            | 17%         | 474.8            |
| Technical provisions  | 1,119.2          | 1,025.4          | 9%          | 976.8            |
| Accrued expenses and income received in advance   | 78.5             | 78.1             | 0%          | 105.7            |
| Other liabilities   | 42.3             | 47.2             | -10%        | 135.4            |
| Total other liabilities   |                  | 125.3            |             | 241.2            |
|   | 120.8            |                  | -4%         |                  |
| Provisions  | 3.0              | 3.5              | -16%        | 5.7              |
| Income tax liabilities  | 3.4              | 2.6              | 34%         | 1.6              |
| Deferred tax liabilities  | 61.5             | 59.2             | 4%          | 53.1             |
| Tax liabilities   | 65.0             | 61.8             | 5%          | 54.7             |
| Liabilities for assets classified as held for sale  | 0.1              | 0.1              | -59%        | 0.2              |
| Total liabilities   | 9,892.4          | 10,015.8         | -1%         | 10,222.4         |
| Equity  |                  |                  |             |                  |
| Restricted equity   | 267.9            | 267.4            | 0%          | 251.5            |
| Unrestricted equity   | 370.5            | 356.5            | 4%          | 317.5            |
| Shareholders' share of equity   | 638.4            | 623.9            | 2%          | 569.0            |
| Non-controlling interest's share of equity  | 66.7             | 66.9             | 0%          | 64.3             |
| Equity  | 705.2            | 690.9            | 2%          | 633.3            |
| Total liabilities and equity  | 10,597.6         | 10,706.7         | -1%         | 10,855.7         |

| (EUR million)                             | Share capital | Other<br>restricted<br>equity | Fund at fair<br>value | Fund for share-<br>based payments | Unrestricted<br>equity reserve | Retained<br>earnings | Shareholders<br>share of equity | Non-controlling<br>interests | Total equity |
|---|---------------|-------------------------------|-----------------------|-----------------------------------|--------------------------------|----------------------|---------------------------------|------------------------------|--------------|
| Equity as at 1 January 2014               | 163.0         | 0.3                           | 81.1                  | 1.6                               | 128.4                          | 202.6                | 577.1                           | 64.6                         | 641,7        |
| Acquisation of treasury shares            |               |                               |                       |                                   |                                | - 1.5                | -1.3                            |                              | -1,3         |
| Divestment of treasury shares             |               |                               |                       |                                   |                                | 0.2                  | 0.2                             |                              | 0,2          |
| Dividend to shareholders                  |               |                               |                       |                                   | -13.4                          | -14.6                | -28.0                           | -0.3                         | -28,2        |
| Profit for the year                       |               |                               |                       |                                   |                                | 52.5                 | 52.5                            | 2.5                          | 55,0         |
| Financial assets available for sale       |               |                               | 30.8                  |                                   |                                |                      | 30.8                            | 0.0                          | 30,8         |
| Financial assets held until maturity      |               |                               | -3.6                  |                                   |                                |                      | -3.6                            |                              | -3,6         |
| Cash flow hedging                         |               |                               | -4.4                  |                                   |                                |                      | -4.4                            | 0.1                          | -4,3         |
| Defined benefit plan pensions             |               |                               |                       |                                   |                                | 0.3                  | 0.3                             |                              | 0,3          |
| Total comprehensive income for the year   |               |                               | 22.8                  |                                   |                                | 52.8                 | 75.6                            | 2.6                          | 78,3         |
| Other change in equity                    |               |                               | 0.2                   | 0.2                               |                                | -0.2                 | 0.2                             | 0.0                          | 0,2          |
| Equity as at 31 December 2014             | 163.0         | 0.3                           | 104.1                 | 1.9                               | 115.0                          | 239.7                | 623.9                           | 66.9                         | 6,069        |
| Equity as at 1 January 2015               | 163.0         | 0.3                           | 104.1                 | 1.9                               | 115.0                          | 239.7                | 623.9                           | 60.9                         | 690.9        |
| Divestment of treasury shares             |               |                               |                       |                                   |                                | 1.0                  | 1.0                             |                              | 1.0          |
| Dividend to shareholders                  |               |                               |                       |                                   | 0.1                            | 0.0                  | 0.1                             | -0.3                         | -0.2         |
| Profit for the period                     |               |                               |                       |                                   |                                | 13.0                 | 13.0                            | 0.0                          | 13.0         |
| Financial assets available for sale       |               |                               | 1.9                   |                                   |                                |                      | 1.9                             | 0.0                          | 1.9          |
| Financial assets held until maturity      |               |                               | -0.9                  |                                   |                                |                      | -0.9                            |                              | -0.9         |
| Cash flow hedging                         |               |                               | -0.1                  |                                   |                                |                      | -0.1                            | 0.1                          | -0.1         |
| Total comprehensive income for the period |               |                               | 0.8                   |                                   |                                | 13.0                 | 13.9                            | 0.1                          | 13.9         |
| Other change in equity                    |               | -0.3                          |                       | -0.5                              |                                | 0.3                  | -0.5                            | 0.0                          | -0.5         |
| Equity as at 31 March 2015                | 163.0         | 0.0                           | 104.9                 | 1.4                               | 115.1                          | 254.0                | 638.4                           | 66.7                         | 705.2        |
|   |               |                               |                       |                                   |                                |                      |                                 |                              |              |
| Equity as at 1 January 2014               | 163.0         | 0.3                           | 81.1                  | 1.6                               | 128.4                          | 202.6                | 577.1                           | 64.6                         | 641.7        |
| Divestment of treasury shares             |               |                               |                       |                                   |                                | 0.1                  | 0.1                             |                              | 0.1          |
| Dividend to shareholders                  |               |                               |                       |                                   | -13.4                          | -14.6                | -28.0                           | -0.3                         | -28.2        |
| Profit for the period                     |               |                               |                       |                                   |                                | 13.1                 | 13.1                            | 0.1                          | 13.1         |
| Financial assets available for sale       |               |                               | 9.7                   |                                   |                                |                      | 9.7                             | 0.0                          | 9.7          |
| Financial assets held until maturity      |               |                               | -0.9                  |                                   |                                |                      | -0.9                            |                              | -0.9         |
| Cash flow hedging                         |               |                               | -1.7                  |                                   |                                |                      | -1.7                            | -0.1                         | -1.8         |
| Total comprehensive income for the period |               |                               | 7.1                   |                                   |                                | 13.1                 | 20.1                            | 0.0                          | 20.1         |
| Other change in equity                    |               |                               |                       | -0.4                              |                                |                      | -0.4                            | 0.0                          | -0.4         |
| Equity as at 31 March 2014                | 163.0         | 0.3                           | 88.2                  | 1.2                               | 115.0                          | 201.2                | 569.0                           | 64.3                         | 633.3        |

# Consolidated statement of changes in equity

#### Consolidated cash flow statement

| consolidated cash now statement   |          |          |      |        |
|---|----------|----------|------|--------|
| (EUR million)   | 1-3/2015 | 1-3/2014 | Δ%   | 2014   |
| Cash flow from operating activities   |          |          |      |        |
| Operating profit  | 17.0     | 16.4     | 3%   | 68.3   |
| Adjustment items not included in cash flow for the period                                   | -2.5     | -4.8     | 48%  | -10.4  |
| Paid income taxes   | -1.0     | -5.9     | 84%  | -8.7   |
| Cash flow from operating activities before change in receivables and liabilities            | 13.5     | 5.8      | 134% | 49.2   |
| Increase (-) or decrease (+) in receivables from operating activities                       | 168.5    | -81.1    | -    | 357.5  |
| Increase (+) or decrease (-) in liabilities from operating activities                       | -109.0   | -98.0    | -11% | -347.6 |
| Total cash flow from operating activities   | 73.0     | -173.4   | -    | 59.1   |
| Cash flow from investing activities   |          |          |      |        |
| Investments in business operations  | -        | -        | -    | -11.8  |
| Proceeds from sale of group companies and associated companies                              | 14.1     | -        | -    | 1.8    |
| Investment in investment properties   | -0.1     | -0.7     | 89%  | -      |
| Investment in tangible and intangible assets  | -5.8     | -6.0     | 3%   | -25.1  |
| Proceeds from sale of investment properties   | 0.0      | -        | -    | 0.1    |
| Proceeds from sale of tangible and intangible assets  | -        | 0.6      | -    | 0.0    |
| Total cash flow from investing activities   | 8.2      | -6.1     | -    | -35.0  |
| Cash flow from financing activities   |          |          |      |        |
| Subordinated liabilities  | -7.0     | -4.5     | -57% | -9.7   |
| Share issue/dividend of Aktia Real Estate Mortgage Bank plc to the non-controlling interest | -0.3     | -0.3     | 7%   | -0.3   |
| Acquisation of treasury shares  | -        | -        | -    | -1.3   |
| Divestment of treasury shares   | 1.1      | 0.1      | 756% | 0.2    |
| Paid dividends  | -        | -        | -    | -28.0  |
| Total cash flow from financing activities   | -6.2     | -4.6     | -34% | -39.0  |
| Change in cash and cash equivalents   | 75.0     | -184.1   | -    | -14.9  |
| Cash and cash equivalents at the beginning of the year                                      | 414.8    | 429.7    | -3%  | 429.7  |
| Cash and cash equivalents at the end of the period  | 489.8    | 245.6    | 99%  | 414.8  |
| Cash and cash equivalents in the cash flow statement consist of the following items:        |          |          |      |        |
| Cash in hand  | 6.6      | 6.8      | -2%  | 8.0    |
| Bank of Finland current account   | 465.7    | 221.5    | 110% | 387.9  |
| Repayable on demand claims on credit insitutions  | 17.5     | 17.3     | 1%   | 18.9   |
| Total   | 489.8    | 245.6    | 99%  | 414.8  |
| Adjustment items not included in cash flow consist of:                                      |          |          |      |        |
| Impairment of financial assets available for sale   | 0.1      | 0.6      | -76% | 3.7    |
| Write-downs on credits and other commitments  | 1.0      | 0.4      | 153% | 1.7    |
| Change in fair values   | -0.7     | 0.6      | -    | 0.3    |
| Depreciation and impairment of tangible and intangible assets                               | 2.1      | 1.8      | 17%  | 7.3    |
| Result effect from associated companies   | -0.3     | -0.6     | 56%  | -1.9   |
| Sales gains and losses from tangible and intangible assets                                  | 0.8      | 0.0      | -    | 0.0    |
| Unwound cash flow hedging   | -0.1     | -2.2     | 96%  | -5.4   |
| Unwound fair value hedging  | -3.9     | -3.9     | 0%   | -15.9  |
| Change in provisions  | -0.6     | -0.7     | 14%  | -2.8   |
| Change in fair values of investment properties  | 0.0      | -        | -    | 1.7    |
| Change in share-based payments  | -1.0     | -0.7     | -33% | 0.9    |
| Total   | -2.5     | -4.8     | 48%  | -10.4  |
|   |          |          |      |        |

#### Quarterly trends in the Group

| (EUR million)                                  | 1-3/2015 | 10-12/2014 | 7-9/2014 | 4-6/2014 | 1-3/2014 |
|--|----------|------------|----------|----------|----------|
| Net interest income                            | 25.5     | 25.3       | 26.1     | 25.9     | 25.4     |
| Dividends                                      | -        | -          | -        | 0.0      | 0.1      |
| Net commission income                          | 19.7     | 18.9       | 17.6     | 19.6     | 18.8     |
| Net income from life insurance                 | 6.8      | 5.6        | 5.7      | 6.6      | 6.0      |
| Net income from financial transactions         | 1.4      | 1.0        | 0.1      | 5.4      | 0.9      |
| Net income from investment properties          | -0.4     | 0.0        | 0.0      | 0.0      | 0.0      |
| Other operating income                         | 0.2      | 0.9        | 0.6      | 0.8      | 0.8      |
| Total operating income                         | 53.1     | 51.7       | 50.1     | 58.4     | 52.0     |
| Staff costs                                    | -18.0    | -18.6      | -15.8    | -17.6    | -17.5    |
| IT-expenses                                    | -6.5     | -7.0       | -6.4     | -6.3     | -6.6     |
| Depreciation of tangible and intangible assets | -2.1     | -1.9       | -1.9     | -1.8     | -1.8     |
| Other operating expenses                       | -9.1     | -11.8      | -8.8     | -10.5    | -10.2    |
| Total operating expenses                       | -35.7    | -39.3      | -32.8    | -36.2    | -36.1    |
| Write-downs on credits and other commitments   | -1.0     | 0.0        | -0.5     | -0.8     | -0.4     |
| Share of profit from associated companies      | 0.6      | 0.2        | 0.6      | 0.5      | 0.9      |
| Operating profit                               | 17.0     | 12.6       | 17.3     | 22.0     | 16.4     |
| Taxes  | -3.9     | -2.2       | -3.7     | -4.1     | -3.3     |
| Profit for the period                          | 13.0     | 10.4       | 13.6     | 17.9     | 13.1     |
| Attributable to:                               |          |            |          |          |          |
| Shareholders in Aktia Bank plc                 | 13.0     | 9.0        | 12.8     | 17.6     | 13.1     |
| Non-controlling interest                       | 0.0      | 1.4        | 0.8      | 0.3      | 0.1      |
| Total  | 13.0     | 10.4       | 13.6     | 17.9     | 13.1     |
| Earnings per share (EPS), EUR                  | 0.20     | 0.14       | 0.19     | 0.27     | 0.20     |
| Earnings per share (EPS), EUR, after dilution  | 0.20     | 0.14       | 0.19     | 0.27     | 0.20     |

#### Quarterly trends of comprehensive income

| (EUR million)   | 1-3/2015 | 10-12/2014 | 7-9/2014 | 4-6/2014 | 1-3/2014 |
|---|----------|------------|----------|----------|----------|
| Profit for the period   | 13.0     | 10.4       | 13.6     | 17.9     | 13.1     |
| Other comprehensive income after taxes:   |          |            |          |          |          |
| Change in valuation of fair value for financial assets available for sale               | 2.0      | -0.2       | 11.5     | 15.6     | 10.8     |
| Change in valuation of fair value for financial assets held until maturity              | -0.9     | -0.9       | -0.9     | -0.9     | -0.9     |
| Transferred to the income statement for financial assets available for sale             | -0.1     | -0.1       | -1.9     | -3.7     | -1.1     |
| Transferred to the income statement for cash flow hedging                               | -0.1     | -0.3       | -0.9     | -1.4     | -1.8     |
| Comprehensive income from items which can be transferred to the income                  | 0.0      | 1 5        | 7.0      | 0.6      | 7.0      |
| statement   | 0.9      | -1.5       | 7.8      | 9.6      | 7.0      |
| Defined benefit plan pensions   | -        | 0.3        | -        | -        | -        |
| Comprehensive income from items which can not be transferred to the<br>income statement | _        | 0.3        | _        | _        | _        |
| Total comprehensive income for the period   | 13.9     | 9.2        | 21.4     | 27.5     | 20.1     |
| Total comprehensive income attributable to:   |          |            |          |          |          |
| Shareholders in Aktia Bank plc  | 13.9     | 7.8        | 20.5     | 27.2     | 20.1     |
| Non-controlling interest  | 0.1      | 1.4        | 0.9      | 0.3      | 0.0      |
| Total   | 13.9     | 9.2        | 21.4     | 27.5     | 20.1     |
| Total earnings per share, EUR   | 0.21     | 0.12       | 0.31     | 0.41     | 0.30     |
| Total earnings per share, EUR, after dilution   | 0.21     | 0.12       | 0.31     | 0.41     | 0.30     |

#### NOTE 1. Basis for preparing the Interim Report and important accounting principles

#### Basis for preparing the Interim Report

Aktia Bank plc's consolidated financial statement is prepared in accordance with the EU-approved International Financial Reporting Standards (IFRS), as adopted by the EU.

The Interim Report for the period 1 January – 31 March 2015 has been prepared in accordance with IAS 34 "Interim Financial Reporting". The Accounts Announcement does not contain all the information and notes required for an annual report and should therefore be read together with the Aktia Group's annual report of 31 December 2014.

The Interim Report for the period 1 January – 31 March 2015 was approved by the Board of Directors on 8 May 2015.

Aktia Bank plc's financial statements and interim reports are available on Aktia's website www.aktia.com.

#### Key accounting principles

In preparing the Interim Report the Group has followed the accounting principles applicable to the annual report of 31 December 2014.

The following new and amended IFRSs may affect the reporting of future transactions and business:

IFRS 15 Revenue from contracts with customer replaces all earlier standards and interpretations of recognition of revenue. IFRS 15 includes a complete revenue recognition model, and the standard is not estimated to have significant impact on the recognition of revenue in the Aktia Group. The standard will become mandatory as of 1 January 2017.

IFRS 9 The Financial Instruments standard is the first stage in the process to replace IAS 39 Financial Instruments: Recognition and measurement. IFRS 9 introduces new requirements for recognition and measurement of financial assets and liabilities. Aktia's model for risk management and the characteristics of financial instruments in respect of future cash flows will have an impact on categories applied by Aktia. The standard has yet to be approved by the EU. Aktia follows up development of the new standard, evaluating its impact on financial reporting on an on-going basis. The standard will become mandatory as of 1 January 2018.

The Group does not expect other new or revised IFRSs or interpretations from IFRIC (International Financial Reporting Interpretations Committee) to have an impact on the Group's future results, financial position or explanatory notes.

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|  |                         |          | Asset Management & | agement & |               |          |              |          |             |          |
|--|-------------------------|----------|--------------------|-----------|---------------|----------|--------------|----------|-------------|----------|
| Income statement                               | <b>Banking Business</b> | usiness  | Life Insurance     | urance    | Miscellaneous | neous    | Eliminations | tions    | Group total | total    |
| (EUR million)                                  | 1-3/2015                | 1-3/2014 | 1-3/2015           | 1-3/2014  | 1-3/2015      | 1-3/2014 | 1-3/2015     | 1-3/2014 | 1-3/2015    | 1-3/2014 |
| Net interest income                            | 25.4                    | 25.3     | 0.0                | 0.0       | 0.1           | 0.1      | 0.0          | 0.1      | 25.5        | 25.4     |
| Net commission income                          | 15.4                    | 14.8     | 5.8                | 5.1       | 1.4           | 1.4      | -2.9         | -2.4     | 19.7        | 18.8     |
| Net income from life insurance                 | I                       | I        | 6.0                | 5.5       | I             | I        | 0.7          | 0.5      | 6.8         | 6.0      |
| Other income                                   | 1.8                     | 1.7      | 0.1                | 0.0       | -0.7          | 0.2      | 0.0          | -0.1     | 1.2         | 1.8      |
| Total operating income                         | 42.6                    | 41.7     | 11.9               | 10.6      | 0.8           | 1.7      | -2.2         | -2.0     | 53.1        | 52.0     |
| Staff costs                                    | 0.6-                    | -8.9     | -2.5               | -2.5      | -6.2          | -5.9     | -0.3         | -0.1     | -18.0       | -17.5    |
| IT-expenses                                    | -3.8                    | -3.7     | -0.5               | -0.4      | -2.3          | -2.5     | I            | 1        | -6.5        | -6.6     |
| Depreciation of tangible and intangible assets | -0.5                    | -0.5     | -0.3               | -0.3      | -1.4          | -1.1     | I            | I        | -2.1        | -1.8     |
| Other expenses                                 | -14.2                   | -15.6    | -2.6               | -2.3      | 5.5           | 5.8      | 2.2          | 1.8      | -9.1        | -10.2    |
| Total operating expenses                       | -27.5                   | -28.6    | -5.8               | -5.5      | -4.3          | -3.6     | 1.9          | 1.7      | -35.7       | -36.1    |
| Write-downs on credits and other commitments   | -1.0                    | -0.4     | I                  | 1         | I             | 1        | I            | T        | -1.0        | -0.4     |
| Share of profit from associated companies      | I                       | I        | I                  | 1         | 1             | I        | 0.6          | 0.9      | 9.0         | 0.9      |
| Operating profit                               | 14.1                    | 12.7     | 6.1                | 5.0       | -3.5          | -1.9     | 0.4          | 0.6      | 17.0        | 16.4     |

|  |           |                  | Asset Man | Asset Management &   |               |                      |              |                      |             |                      |
|--|-----------|------------------|-----------|----------------------|---------------|----------------------|--------------|----------------------|-------------|----------------------|
| Balance sheet                          | Banking   | 3anking Business | Life Ins  | Life Insurance       | Miscellaneous | aneous               | Eliminations | ations               | Group total | total                |
| (EUR million)                          | 31.3.2015 | 31.12.2014       | 31.3.2015 | 31.3.2015 31.12.2014 | 31.3.2015     | 31.3.2015 31.12.2014 | 31.3.2015    | 31.3.2015 31.12.2014 | 31.3.2015   | 31.3.2015 31.12.2014 |
| Cash and balances with central banks   | 472.3     | 395.9            | 0.0       | 0.0                  | 1             | T                    | 1            |                      | 472.3       | 395.9                |
| Financial assets available for sale    | 1,793.6   | 1,841.7          | 553.5     | 538.0                | 7.8           | 0.8                  | -3.6         | -5.1                 | 2,351.4     | 2,375.4              |
| Financial assets held until maturity   | 486.8     | 488.5            | I         | 1                    | I             | I                    | ľ            | 1                    | 486.8       | 488.5                |
| Loans and other receivables            | 6,218.6   | 6,453.7          | 34.3      | 42.8                 | 6.7           | 6.1                  | -30.7        | -40.9                | 6,228.9     | 6,461.8              |
| Investments for unit-linked insurances | I         | 1                | 637.7     | 545.3                | I             | I                    | 1            | 1                    | 637.7       | 545.3                |
| Other assets                           | 273.1     | 283.5            | 78.1      | 76.0                 | 199.0         | 202.9                | -129.6       | -122.7               | 420.5       | 439.8                |
| Total assets                           | 9,244.4   | 9,463.4          | 1,303.6   | 1,202.1              | 213.5         | 209.8                | -164.0       | -168.6               | 10,597.6    | 10,706.7             |
| Deposits                               | 4,491.7   | 4,798.0          | 1         | I                    | I             | I                    | -32.1        | -42.2                | 4,459.6     | 4,755.7              |
| Debt securities issued                 | 3,459.7   | 3,539.6          | I         | 1                    | I             | I                    | -3.6         | -5.1                 | 3,456.1     | 3,534.5              |
| Technical provisions                   | I         | 1                | 1,119.2   | 1,025.4              | I             | I                    | I            | I                    | 1,119.2     | 1,025.4              |
| Other liabilities                      | 786.5     | 530.9            | 34.0      | 31.9                 | 42.2          | 139.0                | -5.1         | -1.6                 | 857.5       | 700.1                |
| Total liabilities                      | 8,737.9   | 8,868.4          | 1,153.2   | 1,057.3              | 42.2          | 139.0                | -40.8        | -48.9                | 9,892.4     | 10,015.8             |

#### Note 3. Derivatives and off-balance sheet commitments

| Hedging derivative | e instruments |
|--------------------|---------------|
|--------------------|---------------|

| 31.3.2015  | Total nominal<br>amount | Assets,<br>fair value | Liabilities,<br>fair value |
|--|-------------------------|-----------------------|----------------------------|
| Fair value hedging                                     |                         |                       |                            |
| Interest rate-related                                  | 2,912.0                 | 129.8                 | 13.8                       |
| Total  | 2,912.0                 | 129.8                 | 13.8                       |
| Derivative instruments valued via the income statement |                         |                       |                            |
| Interest rate-related *)                               | 2,158.0                 | 89.7                  | 89.5                       |
| Currency-related                                       | 45.3                    | 2.4                   | 1.2                        |
| Equity-related **)                                     | 39.8                    | 2.0                   | 2.0                        |
| Other derivative instruments **)                       | 1.9                     | -                     | -                          |
| Total  | 2,245.0                 | 94.0                  | 92.6                       |
| Total derivative instruments                           |                         |                       |                            |
| Interest rate-related                                  | 5,070.0                 | 219.5                 | 103.2                      |
| Currency-related                                       | 45.3                    | 2.4                   | 1.2                        |
| Equity-related   | 39.8                    | 2.0                   | 2.0                        |
| Other derivative instruments                           | 1.9                     | -                     | -                          |
| Total  | 5,157.0                 | 223.9                 | 106.4                      |

(EUR million)

(EUR million)

#### Hedging derivative instruments

| 31.12.2014   | Total nominal | Assets,<br>fair value | Liabilities,<br>fair value |
|--|---------------|-----------------------|----------------------------|
|  | amount        | Tall Value            | Tair value                 |
| Fair value hedging                                     |               |                       |                            |
| Interest rate-related                                  | 2,915.0       | 131.5                 | 13.8                       |
| Total  | 2,915.0       | 131.5                 | 13.8                       |
| Derivative instruments valued via the income statement |               |                       |                            |
| Interest rate-related *)                               | 2,414.2       | 97.3                  | 97.2                       |
| Currency-related                                       | 37.8          | 0.7                   | 0.4                        |
| Equity-related **)                                     | 39.9          | 1.8                   | 1.8                        |
| Other derivative instruments **)                       | 1.9           | -                     | -                          |
| Total  | 2,493.8       | 99.8                  | 99.4                       |
| Total derivative instruments                           |               |                       |                            |
| Interest rate-related                                  | 5,329.2       | 228.7                 | 111.0                      |
| Currency-related                                       | 37.8          | 0.7                   | 0.4                        |
| Equity-related   | 39.9          | 1.8                   | 1.8                        |
| Other derivative instruments                           | 1.9           | -                     | -                          |
| Total  | 5,408.8       | 231.3                 | 113.2                      |

\*) Interest-linked derivatives include interest rate hedging provided for local banks which after back-to-back hedging with third parties amounted to EUR 2,114.0 (2,370.0) million. \*\*) All equity-related and other derivative instruments relate to the hedging of structured debt products.

#### Off-balance sheet commitments

| (EUR million)  | 31.3.2015 | 31.12.2014 | 31.3.2014 |
|--|-----------|------------|-----------|
| Commitments provided to a third party on behalf of the customers |           |            |           |
| Guarantees   | 25.0      | 26.8       | 30.7      |
| Other commitments provided to a third party                      | 1.8       | 2.1        | 2.4       |
| Irrevocable commitments provided on behalf of customers          |           |            |           |
| Unused credit arrangements                                       | 271.0     | 291.5      | 367.6     |
| Other commitments provided to a third party                      | 1.1       | 1.3        | 2.2       |
| Off-balance sheet commitments                                    | 298.9     | 321.7      | 403.0     |

#### Note 4. Group's risk exposure

#### The Bank Group's Capital Adequacy

Aktia Bank Group implements the internal method for risk classification from 31 March 2015. The Bank Group comprises Aktia Bank plc and all its subsidiaries except Aktia Life Insurance Ltd, and forms a consolidated group in accordance with regulations pertaining to capital adequacy.

|  |          |                   |          |                   | (        | EUR million)      |
|--|----------|-------------------|----------|-------------------|----------|-------------------|
|  | 31.3.20  | )15               | 31.12.2  | 014               | 31.3.2   | 014               |
| Calculation of the Bank Group's capital base | Group    | The Bank<br>Group | Group    | The Bank<br>Group | Group    | The Bank<br>Group |
| Total assets                                 | 10,597.6 | 9,381.9           | 10,706.7 | 9,597.2           | 10,855.7 | 9,819.7           |
| of which intangible assets                   | 40.3     | 38.5              | 36.3     | 34.4              | 24.0     | 21.5              |
| Total liabilities                            | 9,892.4  | 8,770.1           | 10,015.8 | 8,998.1           | 10,222.4 | 9,250.7           |
| of which subordinated liabilities            | 215.5    | 215.5             | 222.5    | 222.5             | 227.7    | 227.7             |
| Share capital                                | 163.0    | 163.0             | 163.0    | 163.0             | 163.0    | 163.0             |
| Fund at fair value                           | 104.9    | 38.8              | 104.1    | 40.6              | 88.2     | 43.9              |
| Other restricted equity                      | -        | -                 | 0.3      | 0.3               | 0.3      | 0.3               |
| Total restricted equity                      | 267.9    | 201.8             | 267.4    | 204.0             | 251.5    | 207.2             |
| Unrestricted equity reserve and other funds  | 116.5    | 116.5             | 116.9    | 116.9             | 129.6    | 129.6             |
| Retained earnings                            | 241.0    | 212.6             | 187.2    | 119.9             | 174.8    | 107.7             |
| Profit for the reporting period              | 13.0     | 14.2              | 52.5     | 91.5              | 13.1     | 60.2              |
| Unrestricted equity                          | 370.5    | 343.3             | 356.5    | 328.2             | 317.5    | 297.5             |
| Shareholders' share of equity                | 638.4    | 545.1             | 623.9    | 532.2             | 569.0    | 504.7             |
| Non-controlling interest's share of equity   | 66.7     | 66.7              | 66.9     | 66.9              | 64.3     | 64.3              |
| Equity                                       | 705.2    | 611.8             | 690.9    | 599.1             | 633.3    | 569.0             |
| Total liabilities and equity                 | 10,597.6 | 9,381.9           | 10,706.7 | 9,597.2           | 10,855.7 | 9,819.7           |
| Off-balance sheet commitments                | 298.9    | 297.8             | 321.7    | 320.4             | 403.0    | 400.7             |
| Equity in the Banking Group                  |          | 611.8             |          | 599.1             |          | 569.0             |
| Provision for dividends to shareholders      |          | -8.2              |          | -39.4             |          | -8.1              |
| Intangible assets                            |          | -38.5             |          | -34.4             |          | -21.5             |
| Share of non-controlling interest of equity  |          | -20.5             |          | -6.7              |          | -4.9              |
| Debentures                                   |          | 104.3             |          | 103.9             |          | 89.8              |
| Additional expected losses according to IRB  |          | -12.3             |          | -                 |          | -                 |
| Other incl. unpaid dividend 2014             |          | -31.3             |          | -0.7              |          | -2.7              |
| Total capital base (CET1 + AT1 + T2)         |          | 605.2             |          | 621.8             |          | 621.7             |

|  |                         | 31.3.2                 | 015               |                           | (EUR million)               |
|--|-------------------------|------------------------|-------------------|---------------------------|-----------------------------|
| The Bank Group's total exposures               | Contractual<br>exposure | Exposure at<br>default | Risk<br>weight, % | Risk-weigh-<br>ted amount | Capital requi-<br>rement 8% |
| Exposure class                                 |                         |                        |                   |                           |                             |
| Credit risk, IRB approach                      |                         |                        |                   |                           |                             |
| Retail - Secured by immovable property non-SME | 5,058.1                 | 5,058.1                | 15%               | 783.3                     | 62.7                        |
| Retail - Secured by immovable property SME     | 160.5                   | 160.5                  | 53%               | 84.9                      | 6.8                         |
| Retail - Other non-SME                         | 360.7                   | 360.7                  | 37%               | 132.1                     | 10.6                        |
| Retail - Other SME                             | 13.5                    | 13.5                   | 48%               | 6.5                       | 0.5                         |
| Equity exposures                               | 52.7                    | 52.7                   | 268%              | 141.1                     | 11.3                        |
| Total exposures, IRB approach                  | 5,645.6                 | 5,645.6                | 20%               | 1,147.8                   | 91.8                        |
| Credit risk, standardised approach             |                         |                        |                   |                           |                             |
| States and central banks                       | 591.0                   | 738.2                  | 0%                | -                         | -                           |
| Regional goverments and local authorities      | 176.5                   | 197.3                  | 0%                | 0.2                       | 0.0                         |
| Multilateral development banks                 | 65.5                    | 65.5                   | 0%                | -                         | -                           |
| International organisations                    | 159.8                   | 159.8                  | 0%                | -                         | -                           |
| Credit institutions                            | 1,147.1                 | 532.0                  | 35%               | 185.1                     | 14.8                        |
| Corporates                                     | 242.2                   | 102.3                  | 98%               | 100.4                     | 8.0                         |
| Retail exposures                               | 239.8                   | 98.2                   | 69%               | 68.0                      | 5.4                         |
| Secured by immovable property                  | 457.8                   | 447.0                  | 37%               | 167.5                     | 13.4                        |
| Past due items                                 | 50.4                    | 9.2                    | 112%              | 10.4                      | 0.8                         |
| Covered bonds                                  | 1,254.7                 | 1,254.7                | 10%               | 125.5                     | 10.0                        |
| Other items                                    | 58.2                    | 48.7                   | 56%               | 27.2                      | 2.2                         |
| Total exposures, standardised approach         | 4,443.0                 | 3,653.0                | 19%               | 684.2                     | 54.7                        |
| Total risk exposures                           | 10,088.6                | 9,298.6                | 20,%              | 1,832.0                   | 146.6                       |

#### The financial conglomerate's capital adequacy

|   |           |            |           |           | (EUR million) |
|---|-----------|------------|-----------|-----------|---------------|
|   | 31.3.2015 | 31.12.2014 | 30.9.2014 | 30.6.2014 | 31.3.2014     |
| Summary                                     |           |            |           |           |               |
| The Group's equity                          | 673,2     | 690.9      | 682.7     | 661.0     | 633.3         |
| Sector-specific assets                      | 104,3     | 103.9      | 96.5      | 96.3      | 89.8          |
| Intangible assets and other reduction items | -184,8    | -167.6     | -133.8    | -115.5    | -79.7         |
| Conglomerate's total capital base           | 592,7     | 627.1      | 645.4     | 641.8     | 643.4         |
| Capital requirement for banking business    | 222,4     | 250.7      | 263.6     | 272.7     | 279.1         |
| Capital requirement for insurance business  | 35,2      | 39.0       | 39.2      | 39.2      | 39.2          |
| Minimum amount for capital base             | 257,6     | 289.7      | 302.8     | 311.9     | 318.4         |
| Conglomerate's capital adequacy             | 335,1     | 337.4      | 342.6     | 329.9     | 325.1         |
| Capital adequacy ratio, %                   | 230,1 %   | 216.5%     | 213.2%    | 205.7%    | 202.1%        |

The conglomerate's capital adequacy is based on consolidation method and is calculated according to the rules of the Finnish Act on the Supervision of Financial and Insurance Conglomerates and the standards of the Finnish Financial Supervision Authority.

| The Bank Group  |           |            |            |           | (EUR million) |
|---|-----------|------------|------------|-----------|---------------|
| The Bank Group  | 31.3.2015 | 31.12.2014 | 30.9.2014  | 30.6.2014 | 31.3.2014     |
| Common Equity Tier 1 Capital before regulatory adjustments                                | 549.4     | 550.7      | 560.0      | 556.2     | 552.5         |
| Common Equity Tier 1 Capital regulatory adjustments                                       | -44.1     | -75.5      | -74.6      | -68.6     | -65.2         |
| Common Equity Tier 1 Capital total  | 505.3     | 475.1      | 485.4      | 487.6     | 487.4         |
| Additional Tier 1 capital before regulatory adjustments                                   | 0.8       | 1.0        | 1.2        | 1.3       | 1.5           |
| Additional Tier 1 capital regulatory adjustments  | -         | -          | -          | -         |               |
| Additional Tier 1 capital after regulatory adjustments                                    | 0.8       | 1.0        | 1.2        | 1.3       | 1.5           |
| Tier 1 capital total  | 506.1     | 476.1      | 486.6      | 488.9     | 488.9         |
| Tier 2 capital before regulatory adjustments  | 105.3     | 105.2      | 98.1       | 98.0      | 91.8          |
| Tier 2 capital regulatory adjustments   | -6.2      | 40.5       | 45.7       | 42.5      | 41.0          |
| Tier 2 capital total  | 99.2      | 145.7      | 143.8      | 140.5     | 132.8         |
| Own funds total   | 605.2     | 621.8      | 630.4      | 629.4     | 621.7         |
| Total Risk weighted exposures total   | 2,234.4   | 3.263.3    | 3.426.3    | 3.539.5   | 3.592.0       |
| of which Credit risk, the standardised approach   | 723.4     | 2.900.1    | 3.054.8    | 3.170.2   | 3.224.4       |
| of which Credit risk, the IRB approach  | 1 147.8   | -          | -          | -         |               |
| of which Market risk  | -         | -          | -<br>271 E | -         | -             |
| of which Operational risk   | 363.2     | 363.2      | 371.5      | 369.3     | 367.7         |
| Own funds requirement (8%)  | 178.8     | 261.1      | 274.1      | 283.2     | 287.4         |
| Own funds buffer  | 426.5     | 360.8      | 356.3      | 346.3     | 334.3         |
| CET1 Capital ratio  | 22.6%     | 14.6%      | 14.2%      | 13.8%     | 13.6%         |
| T1 Capital ratio  | 22.7%     | 14.6%      | 14.2%      | 13.8%     | 13.6%         |
| Total capital ratio   | 27.1%     | 19.1%      | 18.4%      | 17.8%     | 17.3%         |
| Own funds floor (CRR article 500)   |           |            |            |           |               |
| Own funds   | 605.2     |            |            |           |               |
| Own funds floor *   | 198.2     |            |            |           |               |
| Own funds buffer<br>* 80 % of the capital requirement based on standardised approach (8%) | 407.0     |            |            |           |               |

Calculation of capital adequacy is made using ratings from Moody's Investors Services to define risk weight of exposure.

#### The Bank Group's risk-weighted amount for operational risks

|  |       |       |       |        |         |        | (EU    | JR million) |
|--|-------|-------|-------|--------|---------|--------|--------|-------------|
| Risk-weighted amount for operational risks | 2012* | 2013* | 2014  | 3/2015 | 12/2014 | 9/2014 | 6/2014 | 3/2014      |
| Gross income                               | 198.3 | 196.4 | 186.5 |        |         |        |        |             |
| - average 3 years                          |       |       | 193.7 |        |         |        |        |             |
| Capital requirement for operational risk   |       |       |       | 29.1   | 29,1    | 29,7   | 29,5   | 29,4        |
| Risk-weighted amount                       |       |       |       | 363.2  | 363,2   | 371,5  | 369,3  | 367,7       |

\* Recalculated after transfer of the banking business of Vöyrin Säästöpankki to Aktia Bank plc and the merger with Saaristosäästöpankki Oy.

The capital requirement for operational risk is 15 % of average gross income during the last three years.

The risk-weighted amount is calculated by dividing the capital requirement by 8 %.

#### Note 5. Financial assets and liabilities

#### Fair value of financial assets and liabilities

|  | 31.3.20    | 15         | 31.12.201  | 2014       |  |
|--|------------|------------|------------|------------|--|
| Financial assets (EUR million)         | Book value | Fair value | Book value | Fair value |  |
| Cash and balances with central banks   | 472.3      | 472.3      | 395.9      | 395.9      |  |
| Financial assets available for sale    | 2,351.4    | 2,351.4    | 2,375.4    | 2,375.4    |  |
| Financial assets held until maturity   | 486.8      | 505.8      | 488.5      | 505.3      |  |
| Derivative instruments                 | 223.9      | 223.9      | 231.3      | 231.3      |  |
| Loans and other receivables            | 6,228.9    | 6,155.6    | 6,461.8    | 6,321.3    |  |
| Total                                  | 9,763.3    | 9,708.9    | 9,952.9    | 9,829.2    |  |
|  |            |            |            |            |  |
| Investments for unit-linked insurances | 637.7      | 637.7      | 545.3      | 545.3      |  |

|  | 31.3.      | 2015       | 31.12      | .2014      |
|--|------------|------------|------------|------------|
| Financial liabilities (EUR million)                        | Book value | Fair value | Book value | Fair value |
| Deposits   | 4,459.6    | 4,414.2    | 4,755.7    | 4,704.8    |
| Derivative instruments                                     | 106.4      | 106.4      | 113.2      | 113.2      |
| Debt securities issued                                     | 3,456.1    | 3,429.4    | 3,534.5    | 3,504.1    |
| Subordinated liabilities                                   | 215.5      | 218.6      | 222.5      | 225.5      |
| Other liabilities to credit institutions                   | 262.0      | 266.5      | 99.8       | 105.8      |
| Other liabilities to the public and public sector entities | 84.9       | 84.9       | 73.9       | 73.8       |
| Total  | 8,584.4    | 8,519.9    | 8,799.6    | 8,727.2    |

In the table, the fair value and the book value of the financial assets and liabilities, are presented per balance sheet item. The fair values are determined both for agreements with fixed and variable interest rates. The fair values are calculated without accrued interest and without the effect of possible hedging derivatives attributable to the balance sheet item.

Fair values on investment assets are primarily determined by market prices quoted on the active market. If quoted market prices are not available, the value of the balance sheet items is mainly determined by discounting future cash flows using market interest rates on the day the accounts were closed. In addition to the credit risk profile of current stock, costs for re-financing are considered in the discount rate when determing fair values on loans. For cash and balances with central banks, the nominal value is used as fair value.

For deposits repayable on demand, the nominal value is assumed to be equivalent to the fair value. Deposits with maturity are determined by discounting future cash flows at market interest rates on the day the accounts were closed. The fair value of issued debts is mainly determined based on quotes on the market. In the discount rate for unquoted issued debts and subordinated liabilities, a marginal corresponding the seniority of the instrument is applied.

Derivatives are valued at fair value corresponding to quotes on the market.

#### Measurement of financial assets at fair value

Level 1 consists of financial instruments that are valued using prices listed on an active market. In an active market transactions occur with sufficient volume and frequency to provide pricing information on an ongoing basis. This category includes listed bonds and other securities, listed equity instruments and derivatives, for which tradable price quotes exist.

Level 2 consists of financial instruments that do not have directly accessible listed prices from an effective market. The fair value has been determined by using valuation techniques, which are based on assumptions supported by observable market prices. Such market information may include listed interest rates, for example, or prices for closely related instruments. This category includes the majority of OTC derivative instruments, as well as many other instruments that are not traded on an active market. In addition, the Bank makes an independent valuation adjustment to the market value of the outstanding OTC derivatives for the total credit risk component (counterparty credit risk as well as own credit risk). The valuation adjustment is booked in the income statement.

Level 3 consists of financial instruments for which the fair value cannot be obtained directly from quoted market prices or indirectly by using valuation techniques or models supported by observable market prices on rates. This category mainly includes unlisted equity instruments and funds, and other unlisted funds and securities where there currently are no fixed prices.

| (EUR million)                                    |                            | 31.3.2  | 015     |         | 31.12.2014                 |         |         |         |
|--|----------------------------|---------|---------|---------|----------------------------|---------|---------|---------|
|  | Fair value classified into |         |         |         | Fair value classified into |         |         |         |
| Financial instruments measured at fair value     | Level 1                    | Level 2 | Level 3 | Total   | Level 1                    | Level 2 | Level 3 | Total   |
| Financial assets valued via the income statement |                            |         |         |         |                            |         |         |         |
| Interest-bearing securities                      | -                          | -       | -       | -       | -                          | -       | -       | -       |
| Shares and participations                        | -                          | -       | -       | -       | -                          | -       | -       | -       |
| Total  | -                          | -       | -       | -       | -                          | -       | -       | -       |
| Financial assets available for sale              |                            |         |         |         |                            |         |         |         |
| Interest-bearing securities                      | 1,901.5                    | 203.3   | 149.5   | 2,254.4 | 1,975.6                    | 194.9   | 119.5   | 2,290.0 |
| Shares and participations                        | 45.0                       | -       | 51.9    | 97.0    | 39.8                       | -       | 45.6    | 85.4    |
| Total  | 1,946.6                    | 203.3   | 201.5   | 2,351.4 | 2,015.4                    | 194.9   | 165.1   | 2,375.4 |
| Derivative instrument, net                       | 1.2                        | 116.3   | -       | 117.5   | 0.3                        | 117.8   | -       | 118.1   |
| Totalt   | 1.2                        | 116.3   | -       | 117.5   | 0.3                        | 117.8   | -       | 118.1   |
| Investments for unit-linked insurances           | 637.7                      | -       | -       | 637.7   | 545.3                      | -       | -       | 545.3   |
| Total  | 2,585.5                    | 319.6   | 201.5   | 3,106.6 | 2,561.0                    | 312.7   | 165.1   | 3,038.8 |

#### Transfers between levels 1 and 2

Transfers between levels may occur when there are indications of changes in market conditions, e.g. when instruments cease to be actively traded. During the period no transfers between level 1 and level 2 has occurred. Increase in level 2 is due to an increase in business volumes.

Aktia Group's Risk control has the responsibility for classifying financial instrument into levels 1, 2 and 3. The valuation process, which is made on an ongoing basis, is the same for financial instruments in all levels. The process determines to which level a financial instrument will be classified. In cases where internal assumptions have a material impact on fair value, the financial instrument is reported in level 3. The process also includes an evaluation based on the quality of the valuation data, if a class of financial instrument is to be transferred between levels.

#### Changes within level 3

The following table shows a reconciliation from period to period of level 3 Financial assets reported at fair value.

| Reconciliation of the changes<br>taken place for financial instru-<br>ments which belong to level 3 | Financial assets valued via the income statement |                                   |       | Financial assets available for sale |                                   |       |                             | Total                             |       |
|---|--|-----------------------------------|-------|-------------------------------------|-----------------------------------|-------|-----------------------------|-----------------------------------|-------|
| (EUR million)   | Interest-bearing<br>securities                   | Shares and<br>partici-<br>pations | Total | Interest-bearing securities         | Shares and<br>partici-<br>pations | Total | Interest-bearing securities | Shares and<br>partici-<br>pations | Total |
| Carrying amount 1.1.2015  | -  | -                                 | -     | 119.5                               | 45.6                              | 165.1 | 119.5                       | 45.6                              | 165.1 |
| New purchases   | -  | -                                 | -     | 30.1                                | 7.2                               | 37.4  | 30.1                        | 7.2                               | 37.4  |
| Sales   | -  | -                                 | -     | -                                   | -                                 | -     | -                           | -                                 | -     |
| Matured during the year   | -  | -                                 | -     | -0.1                                | -0.2                              | -0.3  | -0.1                        | -0.2                              | -0.3  |
| Realised value change in the income statement   | -  | -                                 | -     | -                                   | -                                 | -     | -                           | -                                 | -     |
| Unrealised value change in the income statement   | -  | -                                 | -     | -                                   | -                                 | -     | -                           | -                                 | -     |
| Value change recognised in the total comprehensive income   | -  | -                                 | -     | -                                   | -0.8                              | -0.8  | -                           | -0.8                              | -0.8  |
| Transfer from level 1 and 2   | -  | -                                 | -     | -                                   | -                                 | -     | -                           | -                                 | -     |
| Transfer to level 1 and 2   | -  | -                                 | -     | -                                   | -                                 | -     | -                           | -                                 | -     |
| Carrying amount 31.3.2015   | -  | -                                 | -     | 149.5                               | 51.9                              | 201.4 | 149.5                       | 51.9                              | 201.4 |

#### Sensitivity analysis for level 3 Financial instruments

The value of financial instruments reported at fair value in the balance sheet includes instruments, that have been valued partly or in total, using techniques based on assumptions not supported by observable market prices.

This information shows the effect that relative uncertainty can have on the fair value of financial instruments whose valuation is dependent on non-observable parameters. The information should not be seen as predictions or as an indication of future changes in fair value.

The following table shows the sensitivity of fair value in level 3 instruments in the event of market changes. Interest-bearing securities have been tested by assuming a 3 percantage points parallel shift of the interest rate in all maturities. At the same time the market prices for shares and participations are assumed to change by 20%. These assumptions would mean a result or valuation effect via the fund at fair value corresponding to 2.4 (2.0)% of the finance and insurance conglomerate's own funds.

|   |                    | 31.3.2015 |          | 31.12.2014<br>Effect at an assumed movement |          |          |  |
|---|--------------------|-----------|----------|---|----------|----------|--|
| Sensitivity analysis for financial instruments belonging to level 3 | Effect at ar       | assumed m | ovement  |   |          |          |  |
|   | Carrying<br>amount | Positive  | Negative | Carrying<br>amount                          | Positive | Negative |  |
| Financial assets valued via the income statement                    |                    |           |          |   |          |          |  |
| Interest-bearing securities   | -                  | -         | -        | -   | -        | -        |  |
| Shares and participations   | -                  | -         | -        | -   | -        | -        |  |
| Total   | -                  | -         | -        | -   | -        | -        |  |
| Financial assets available for sale                                 |                    |           |          |   |          |          |  |
| Interest-bearing securities   | 149.5              | 4.5       | -4.5     | 119,5                                       | 3,6      | -3,6     |  |
| Shares and participations   | 51.9               | 10.4      | -10.4    | 45,6  | 9,1      | -9,1     |  |
| Total   | 201.5              | 14.9      | -14.9    | 165,1                                       | 12,7     | -12,7    |  |
| Total   | 201.5              | 14.9      | -14.9    | 165,1                                       | 12,7     | -12,7    |  |

#### Set off of financial assets and liabilities

| Assets   | 31.3.20  | 15   | 31.12.20                                   | 014                                 |
|--|--|--|--|-------------------------------------|
| (EUR million)  | Derivatives  | Reverse<br>repurchase<br>agreements                    | Derivatives                                | Reverse<br>repurchase<br>agreements |
| Financial assets included in general agreements on set off or similar agreements   | 223.9  | -  | 231.3                                      | -                                   |
| Set off amount   | -  | -  | -  | -                                   |
| Value recorded in the balance sheet  | 223.9  | -  | 231.3                                      | -                                   |
| Amount not set off but included in general agreements on set off or similar  | 20.9   | -  | 22.4                                       | -                                   |
| Collateral assets  | 196.8  | -  | 201.9                                      | -                                   |
| Total amount of sums not set off in the balance sheet  | 217.7  | -  | 224.3                                      | -                                   |
| Net amount   | 6.1  | -  | 7.0  | -                                   |
|  |  |  |  |                                     |
| Liabilities  | 31.3.20  | 15   | 31.12.20                                   | 014                                 |
| Liabilities<br>(EUR million)   | 31.3.20<br>Derivatives                                   | Reverse<br>repurchase                                  | 31.12.20<br>Derivatives                    | Reverse<br>repurchase               |
|  |  | Reverse  |  | Reverse                             |
| (EUR million) Financial liabilities included in general agreements on set off or similar   | Derivatives  | Reverse<br>repurchase<br>agreements                    | Derivatives                                | Reverse<br>repurchase               |
| (EUR million) Financial liabilities included in general agreements on set off or similar agreements  | Derivatives  | Reverse<br>repurchase<br>agreements                    | Derivatives                                | Reverse<br>repurchase               |
| (EUR million)<br>Financial liabilities included in general agreements on set off or similar<br>agreements<br>Set off amount  | <b>Derivatives</b><br>106.4<br>-                         | Reverse<br>repurchase<br>agreements<br>1.1             | <b>Derivatives</b><br>113.2                | Reverse<br>repurchase               |
| (EUR million) Financial liabilities included in general agreements on set off or similar agreements Set off amount Value recorded in the balance sheet Amount not set off but included in general agreements on set off or         | Derivatives<br>106.4<br>-<br>106.4                       | Reverse<br>repurchase<br>agreements<br>1.1             | Derivatives<br>113.2<br>-<br>113.2         | Reverse<br>repurchase               |
| (EUR million) Financial liabilities included in general agreements on set off or similar agreements Set off amount Value recorded in the balance sheet Amount not set off but included in general agreements on set off or similar | <b>Derivatives</b><br>106.4<br>-<br><b>106.4</b><br>20.9 | Reverse<br>repurchase<br>agreements<br>1.1<br>-<br>1.1 | Derivatives<br>113.2<br>-<br>113.2<br>22.4 | Reverse<br>repurchase               |

The table shows financial assets and liabilities that are presented net in the balance sheet or with potential rights to set-off associated with enforceable master netting arrangements or similar arrangements, together with related collateral. The net amounts show the exposure under normal business conditions as well as in the events of default or bankruptcy.

#### Note 6. Collateral assets and liabilities

| Collateral assets (EUR million)                                | 31.3.2015 | 31.12.2014 |
|--|-----------|------------|
|  |           |            |
| Collateral for own liabilities                                 |           |            |
| Securities   | 329.2     | 67.4       |
| Outstanding loans constituting security for covered bonds      | 3,289.3   | 3,613.6    |
| Total  | 3,618.5   | 3,681.0    |
|  |           |            |
| Other collateral assets  | 31.3.2015 | 31.12.2014 |
| Pledged securities <sup>1</sup>                                | 129.3     | 160.4      |
| Securities included in pledging agreements                     | 43.0      | 43.0       |
| Cash included in pledging agreements and repurchase agreements | 19.4      | 19.4       |
| Total  | 191.7     | 222.7      |
|  |           |            |
| Total collateral assets  | 3,810.2   | 3,903.8    |
|  |           |            |
| Collateral above refers to the following liabilities           | 31.3.2015 | 31.12.2014 |
| Liabilities to credit institutions <sup>2</sup>                | 306.2     | 44.0       |
| Issued covered bonds <sup>3</sup>                              | 2,534.6   | 2,634.0    |
| Derivatives  | 60.7      | 62.7       |
| Total  | 2,901.5   | 2,740.7    |

1) Refers to securities pledged for the intra day limit. As at 31 March 2015, a surplus of pledged securities amounted to EUR 29 (60) million.

2) Refers to debts to the central bank, the European Investment Bank and to repurchase agreements with standardised GMRA (Global Master Repurchase Agreement) terms and conditions.

3) Own repurchases deducted.

| Collateral liabilities (EUR million)                      | 31.3.2015 | 31.12.2014 |
|---|-----------|------------|
| Cash included in pledging agreements <sup>1</sup>         | 197.4     | 201.9      |
| Securities included in repurchase agreements <sup>2</sup> | 2.5       | 7.2        |
| Total   | 199.9     | 209.1      |

1) Refers to derivative transactions where collaterals were received from the counterparty in accordance with ISDA/CSA agreements

2) Refers to repurchase agreements with standardised GMRA (Global Master Repurchase Agreement) terms and conditions.

#### Note 7. Net income from financial transactions

| (EUR million)   | 1-3/2015 | 1-3/2014 | Δ%  | 2014 |
|---|----------|----------|-----|------|
| Net income from securities and currency trading                       | 0.4      | 0.4      | -4% | 1.1  |
| Net income from financial assets and liabilities valued at fair value | 0.1      | 0.0      | -   | -0.5 |
| Net income from financial assets available for sale                   | 1.1      | 0.8      | 39% | 6.6  |
| of which impairment of financial assets                               | 0.0      | -        | -   | -0.3 |
| Net income from hedge accounting                                      | -0.2     | -0.3     | 31% | 0.2  |
| Net income from financial transactions                                | 1.4      | 0.9      | 56% | 7.3  |

Note 8. Asset encumbrance

The main source of encumbrance for Aktia Bank plc is covered bond issuance programs. Of the collateral related to covered bonds, EUR 567 million (31.3.2015) is overcollateralised (31.12.2014 EUR 825 million). Savings- and Pop banks have granted housing loans through Aktia Real Estate Mortgage Bank sold distributed loans back to the distributing banks to finance maturing covered bonds. This will continue during the following years. Other contributors to encumbrance are derivatives, repos and targeted financing operations from central bank. Major part of the unencumbered assets are loans, debt securities and other assets.

| (EUR million)                                    |   | 31.3.2015   | 015  |  |   | 31.12.2014  | 014  |  |
|--|---|---|--|--|---|---|--|--|
| Assets   | Carrying amount of<br>encumbered assets   | Fair value of<br>encumbered assets  | Carrying amount<br>of unencumbered<br>assets | Fair value of unen-<br>cumbered assets | Carrying amount of<br>encumbered assets   | Fair value of<br>encumbered assets  | Carrying amount<br>of unencumbered<br>assets | Fair value of unen-<br>cumbered assets |
| Assets of the reporting institution              | 3,867   |   | 5,515  |  | 3,853   |   | 5,744  |  |
| Equity instruments                               |   |   | 8  |  |   |   | 1  |  |
| Debt securities                                  | 678   | 681   | 1,620  | 1,629                                  | 352   | 354   | 2,004  | 2,026                                  |
| Other assets                                     | 19  |   | 376  |  | 20  |   | 546  |  |
| Collateral received                              | Fair value of en-<br>cumbered collateral<br>received or own debt<br>securities issued | Fair value of col-<br>lateral received or<br>own debt securities<br>issued available for<br>encumbrance |  |  | Fair value of en-<br>cumbered collateral<br>received or own debt<br>securities issued | Fair value of col-<br>lateral received or<br>own debt securities<br>issued available for<br>encumbrance |  |  |
| Collateral received by the reporting institution |   | 362   |  |  |   | 206   |  |  |
| Debt securities                                  |   | m   |  |  |   | IJ  |  |  |
|  |   |   |  |  |   |   |  |  |

# Sources of encumbrance

| d<br>Matching liabilities,<br>contingent liabilities<br>or securities lent   | Carrying amount of selected financial 3,082 3,082 |
|--|---|
| Assets, collateral<br>received and own<br>debt securities issued<br>other than covered<br>bonds and ABSs<br>encumbered | 3,761   |
| re<br>re<br>debt<br>Matching liabilities, oth<br>contingent liabilities<br>or securities lent                          | 2,969   |
| Assets, collateral<br>received and own<br>debt securities issued<br>other than covered<br>bonds and ABSs<br>encumbered | 3,746   |

#### Note 9. Net interest income

The impact of fixed rate investments is divided into two components consisting of interest rate risk and credit risk. The interest rate risk component is included in "Hedging of Interest rate risk" whereas the credit risk component is included in "Other net interest income".

| (EUR million)                          | 1-3/2015 | 1-3/2014 | Δ%   | 2014  |
|--|----------|----------|------|-------|
| Deposits and lending                   | 14.6     | 10.2     | 43%  | 47.2  |
| Hedging, interest rate risk management | 7.8      | 9.4      | -17% | 35.0  |
| Other                                  | 3.1      | 5.8      | -48% | 20.5  |
| Net interest income                    | 25.5     | 25.4     | 0%   | 102.8 |

#### Note 10. Gross loans and write-downs

| (EUR million)   | 31.3.2015 | 31.12.2014 | 30.9.2014 | 30.6.2014 | 31.3.2014 |
|---|-----------|------------|-----------|-----------|-----------|
| Gross loans   | 6,249     | 6,476      | 6,570     | 6,663     | 6,757     |
| Individual write-downs  | -50       | -50        | -55       | -54       | -54       |
| Of which made to non-performing loans past due at least 90 days | -37       | -38        | -43       | -40       | -40       |
| Of which made to other loans                                    | -13       | -13        | -12       | -15       | -14       |
| Write-downs by group  | -9        | -9         | -9        | -10       | -10       |
| Net loans, balance amount                                       | 6,190     | 6,416      | 6,505     | 6,598     | 6,693     |

#### Note 11. Net income from life insurance

| (EUR million)                           | 1-3/2015 | 1-3/2014 | Δ%    | 2014  |
|---|----------|----------|-------|-------|
| Premiums written                        | 60.2     | 31.6     | 90%   | 125.1 |
| Net income from investments             | 6.4      | 6.7      | -4%   | 22.0  |
| of which impairment of financial assets | -0.1     | -0.6     | 76%   | -3.4  |
| Insurance claims paid                   | -20.4    | -25.7    | 20%   | -94.8 |
| Net change in technical provisions      | -39.4    | -6.6     | -493% | -28.2 |
| Net income from life insurance          | 6.8      | 6.0      | 13%   | 24.0  |

Helsinki 8 May 2015

AKTIA BANK PLC

The Board of Directors

# Report on review of the interim report of Aktia Bank p.l.c. as of and for the three-month period ending March 31, 2015

#### To the Board of Directors of Aktia Bank p.l.c.

#### Introduction

We have reviewed the consolidated balance sheet as of 31 March 2015, the consolidated income statement, the statement of comprehensive income, the statement of changes in equity and the cash flow statement of Aktia Bank p.l.c. for the three-month period then ended, as well as a summary of significant accounting policies and other explanatory notes to the financial statements. The Board of Directors and the Managing Director are responsible for the preparation and fair presentation of this interim financial information in accordance with the International Financial Reporting Standards (IFRS), as adopted by the EU, and other Finnish rules and regulations governing the preparation of interim reports. We will express our conclusion on the interim report based on our review.

#### Scope of review

We conducted our review in accordance with the Standard on Review Engagements ISRE 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity".

A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the standards on auditing and other generally accepted auditing practices and consequently does not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report does not give a true and fair view of the consolidated financial position as at 31 March 2014 and the consolidated result of its operations and cash flows for the three-month period then ended, in accordance with the International Financial Reporting Standards (IFRS), as adopted by the EU and other applicable rules and regulations governing interim financial reporting preparation in Finland.

Helsinki 8 May 2015

KPMG Oy Ab

#### Jari Härmälä

Authorized Public Accountant

Interim Report Jan - June 2015

Interim Report Jan - Sep 2015

11 August 2015

17 November 2015

# Aktia

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