

## Continued positive development

- **Aktia's customers the most satisfied**
  - **Focus stays on customer service**
  - Saving\* FIM 13,590 million, up 3%
  - Saving by households\*\* FIM 10,235 million, up 1%
  - Lending FIM 11,466 million, up 11%
  - Total income FIM 176 million, down 4%
  - **Three new branch offices this year**
  - **Web branch to open in September**
  - Net income from financial operations FIM 121 million, up 27%
  - Total expenditure FIM 112 million, down 6%
  - **Net operating profit FIM 65 million, up 0.4%**
  - Return on equity (ROE) 21.4%
- \* borrowing plus investments in mutual funds in the Aktia Group      \*\* borrowing from the public plus investments in mutual funds in the Aktia Group

The Aktia Group's net operating profit for the first quarter reached FIM 65 million, showing a slight year-on-year increase. This was mainly due to continued profitable growth in lending and greater net income from financial operations based on improved interest rate margins as a result of higher market rates. However, the weaker market had an adverse impact on income from money market operations, as a result of which commission income fell significantly. Total expenditure decreased in spite of the decisions to invest heavily in recruitment and business development. This was partly due to reversals of a one-off nature and partly to the fact that a considerable percentage of the cost of investment in business development will not be realised until after the first quarter. Growth in volume continued. New loans, especially housing loans, increased according to plan and profitability was good, whereas repayments exceeded expectations. Deposits in savings accounts increased but the growth in investments in mutual funds and insurance products stagnated. The inflow of new customers was satisfactory, but as a result of the negative developments on the stock market the number of fund investors did not increase as expected during the first quarter. Work to increase the level of automation in banking transactions proceeded according to plan. For example, the number of Internet bank transactions increased by 65 per cent and the number of Internet agreements by 25 per cent compared with the corresponding period in 2000.

– Considering the prevailing market situation, we are fairly satisfied with the financial performance during the quarter, says managing director Erik Anderson. After all, the result is a shade better than for March 2000, when the situation on the stock exchange was completely different. The preceding year was in all respects exceptionally good and now operations are continuing at a more normal level.

## Aktia's customers the most satisfied

According to a survey carried out by Corporate Image last February, both Aktia's private and corporate customers are the most satisfied bank customers in Finland.

– Once again, the findings of the survey confirm our conviction that we are on the right track. Our customers are satisfied with us and the service we provide. The challenge for us is to spread the news of the "bank with the human touch", and our mission is to be the leading bank in terms of catering to our customers' banking affairs and offering personalised and caring customer service. To continue our strategy for service and growth, we will therefore open three new branch offices this year - one of them on the web - as well as one service outlet in the areas in which the bank is growing strongest. The web branch will operate according to the same principles as the other branches. Here, too, we will be the best bank in terms of personal service, the only difference being that contact with customers will be handled over the Internet and by phone.

– Our investments to develop Aktia's service concept and product range in response to customer needs and expectations will continue with special emphasis being placed on personalised service. At the same time, we will focus on active sales efforts and customer care, as well as staff training specially geared to savings products, Mr Anderson concludes.

## Prospects for 2001

Aktia expects, in accordance with its strategy for growth, to increase volumes and expand its market share in its main field of activity - retail banking - despite the fact that the markets have not developed as expected. However, the financial result for 2001 is anticipated to fall short of the 2000 level partly because of the structural changes in saving and falling interest rates, combined with major investments in the bank's business development, and partly because of the reduced income from money market operations due to the weak market.

Enclosed: Interim report for 1 January - 30 March 2001

AKTIA SAVINGS BANK plc

Interim Report for 1 January - 31 March 2001

## **Aktia Group's financial performance remains positive despite weaker market**

- Saving increased by 3.0% to FIM 13,590 million\*
- Saving by households increased by 0.9% to FIM 10,234.7 million\*\*
- Lending increased by 11.3% to FIM 11,465.7 million
- Net operating profit increased by 0.4% to FIM 64.8 million
- Total income decreased by 4.2 % to FIM 175.9 million
- Net income from financial operations increased by 27.1% to FIM 120.8 million
- Total expenditure decreased by 6.3% to FIM 111.7 million
- Return on equity (ROE) was 21.4%
- Aktia will open three new branch offices - one of them on the web - and one service outlet in 2001
- Aktia gained over 4,400 new bank and mutual fund customers
- Aktia decided to establish a mortgage bank
- Aktia launched a new investment fund called Aktia Solida

\* borrowing plus investments in mutual funds in the Aktia Group

\*\* borrowing from the public plus investments in mutual funds in the Aktia Group

## **Result**

The Group's net operating profit for the first quarter of 2001 reached FIM 64.8 million, showing an increase of FIM 0.2 million compared with the same period in 2000. Financial performance remained at the same level as in the first quarter of 2000 due to continued growth in volume and improved net income from financial operations. However, the weaker market had an adverse impact on income from money market operations. The parent company made a maximum general loan loss provision that resulted in a tax implication for the Group profit totalling FIM 4.8 million. Profit after taxes for the period fell by FIM 10.4 million to FIM 45.9 million. Despite higher taxes and greater shareholders' equity, the return on investment (ROE) was 21.4 per cent.

## **Income and expenditure**

Total income decreased by FIM 7.8 million to FIM 175.9 million. Net income from financial operations increased by 25.7 million to FIM 120.8 million. The growth was due to better interest margins based on higher market rates. In the long term, the rapid changes in borrowing will have a stabilising effect on net income from financial operations. The falling share prices had an adverse impact on other income, which dropped by FIM 33.5 million to 55.1 million. The decrease was greatest in commission income due to the decline in the sale of mutual fund units and related management activities, insurance products and brokerage of shares. The financial result for securities transactions and foreign exchange dealing fell because the corresponding figure for the third quarter of 2000 included one-off capital gains of FIM 14.3 million from the sale of shares. Other operating income decreased by FIM 6.7 million to FIM 11.2 million because real estate holdings were considerably reduced during the period in accordance with Aktia's strategy.

Total expenditure fell by FIM 7.4 million to FIM 111.7 million in spite of the decisions to invest heavily in recruitment and business development. This was due in part to reversals of a one-off nature and partly to the fact that a considerable percentage of the cost of investment in business development will not be realised until after the first quarter. Total depreciation and write-downs decreased by FIM 6.9 million to FIM 12.3 million even though depreciation increased as the depreciation periods for renovations and inventories were shortened. By contrast, write-downs fell considerably because they do not include any write-downs on real estate property. Other operating expenditure fell slightly as a result of the reduced real estate portfolio. At the end of the period, the income-to-cost ratio was 1.55 (1.65/00).

## **Appropriations**

At the end of the period, the Group periodised taxes to a total value of FIM 18.8 million. The parent company increased the general loan loss provision to FIM 16.5 million, which had a tax implication for the Group profit of FIM 4.8 million. Total taxes

increased from FIM 8.2 million to 18.8 million compared with the corresponding period in 2000 because the deductible losses incurred by the Group in the past have now been fully used up for taxation purposes.

Since the first quarter of 2000, Aktia's group structure has been changed in response to the instructions for consolidation issued by the Financial Supervision Authority. A number of minor real estate corporations whose effect on the financial result is negligible were left out. This increased the Group's shareholders' equity by FIM 3.9 million but did not affect the profit for the period under review.

### **Balance sheet total**

On 31 March 2001, the Group's balance sheet total stood at FIM 18,553.5 million while the corresponding figure for 2000 was FIM 16,951.2 million.

### **Saving and lending**

Saving and lending continued to grow in accordance with Aktia's strategy and the bank's relative market share increased despite the reversed market trends and falling share prices.

Saving - i.e. borrowing from the public plus units in mutual funds managed by the Aktia Group - increased on a year-on-year basis by FIM 394.8 million to FIM 13,590.6 million (3.0%). Over the same period, Group borrowing increased by FIM 217.6 million to FIM 10,592.2 million (2.1%). Significant volumes of funds continued to be transferred from the 2% savings accounts to time-deposit and Prime accounts. Aktia's market share increased particularly in funds registered in Finland while the market share in borrowing developed linearly. Saving by households rose by FIM 92.2 million to FIM 10,234.7 million (0.9%), which includes borrowing from the public and investments in mutual fund units.

Credits extended to the public continued to increase. In particular, the volume of housing loans that are part of Aktia's core business grew faster than the market.

Group lending during the period increased by FIM 1,167.3 million to FIM 11,465.7 million (11.3%). New loans over the same period amounted to FIM 1,008.0 million, of which FIM 805.9 million consisted of credits extended to households.

In February Aktia decided to found a mortgage bank to secure the growth in lending by reliable borrowing at favourable terms, which, in turn, will make it possible to offer competitive and versatile mortgages.

## **Business units, the bank and subsidiaries**

### **The bank's financial result**

Most of the Group's financial result was earned by the bank. Net operating profit increased by 6.7 per cent to FIM 63.5 million compared with the corresponding period in 2000. The result before loan losses improved by 5.8 per cent to FIM 62.9 million as net losses amounted to FIM +0.6 million

The bank's total other income dropped by 1.8 per cent to FIM 172.0 million. Net income from financial operations rose by 26.9 per cent to FIM 123.6 million, whereas other income fell by 37.7 per cent to FIM 48.4 million as a result of the declining market.

Total expenditure decreased by 5.7 per cent to FIM 109.1 million, mainly because of reversals of a one-off nature.

### **Sales & customer service**

Sales & Customer Service, which includes all of Aktia's 62 branch offices and 3 service outlets as well as its online banking services, is charged with the task of providing service in all banking affairs as outlined in Aktia's policy of being the best bank in Finland in offering caring and personalised customer service.

The financial result for this business area was better in 2001 than at the corresponding time in 2000. This was mostly due to greater net income from financial operations, which was a result of higher interest rate margins thanks to high market rates

and continued growth in borrowing and lending volumes. Other income did not develop as expected because income from the sale of mutual fund units and insurance products and the brokerage of shares declined at the same time as the commissions from assets managed by Aktia fell. This was due to a slackening share market and weakening economy, whereas the situation a year earlier was the opposite. Expenditure increased according to plan, mainly as a result of investments in staff recruitment and reconstruction of existing branch offices in order to respond to today's need for customer service in an environment that ensures confidentiality. Another reason for growing expenditure was the increase in the number of computer transactions due to a greater volume of business.

Growth in volume continued. New loans increased according to plan and profitability was good, while repayments exceeded expectations. Savings in mutual funds and insurance products stagnated, but deposits in savings accounts increased. The cost of borrowing went up faster than expected.

The inflow of customers continued at a satisfactory level with the bank gaining 3,430 new customers during the first quarter.

The level of automation in banking transactions increased according to plan. For example, the number of Internet bank transactions increased by 65 per cent compared with the corresponding period in 2000. At the same time, the number of Internet agreements reached 36,000, showing an increase of 25 per cent.

Activities in this business sector focus on active and systematic sales efforts and customer care. Among other things, the customer care discussions, which were favourably received by the clientele, will be continued and developed further. Investments in enhancing staff expertise, mainly in savings products, the recruitment of new employees and the refurbishment of existing bank premises will continue.

In keeping with the strategy of seeking growth in areas in which there is increasing demand for its services, the bank will open three new branch offices and one service outlet in 2001. The new branch in Turku will open for business in July and the service outlet at the end of the summer. The Tampere branch office will open in August. The bank already operates branch offices in both locations. A special web branch will be set up in September to offer existing and potential new customers an optional and flexible way of handling their banking business. The web branch will provide a comprehensive range of services combined with personal advice and personalised web service.

### **Asset Management**

Aktia Asset Management includes the activities of Aktia Fund Management Ltd, Aktia Asset Management Oy Ab, Aktia Private Banking, Aktia Securities Ltd and custodial and back office services.

For an extended period of time, the capital market was characterised by strong growth due to a booming economy and a considerable increase in the GDP. After a long and vigorous upswing, not least in the share market, the trend reversed and the market deflated, which resulted in a decline in prices and turnover during the first quarter.

The worsening market situation was also reflected in Aktia Asset Management, and as such the financial performance of the business units did not develop as expected during the first three months of the year. Because of the changed market situation, the financial result is not directly comparable with that of the corresponding period in 2000.

### Aktia Fund Management Ltd

Aktia Fund Management Ltd administers and markets mutual funds that invest both in the Finnish and international money markets.

During the first quarter of 2001, Aktia Fund Management Ltd focused on responding to the customers' needs with due regard to the prevailing market conditions by launching a new investment fund, Aktia Solida, which is designed to yield a positive return over a 12-month period irrespective of the market situation. The fund aims at a steady return at low risk, which is achieved by a policy of investing around 90 per cent of the capital in bonds and other interest-bearing instruments and only around 10 per cent in shares. Another point of focus was to highlight, in customer communications, the benefits of regular saving in mutual funds, particularly at a time when share prices are falling.

Aktia Fund Management Ltd's gross income increased by 27.3 per cent on the previous year to FIM 12.6 million. At the same time, commissions payable to the marketing partners went up by 54.0 per cent to FIM 7.2 million because of increased sales commissions. Direct expenditure rose by 46.9 per cent to FIM 11.4 million. The financial result before taxes was FIM 1.2 million.

The total assets managed by Aktia Fund Management Ltd increased by FIM 201.0 million to FIM 1,908.6 million on a year-on-year basis. The market share in funds registered in Finland increased from 3.07 to 3.36 per cent. Aktia Fund Management Ltd acquired around 1,000 new customers during the first quarter.

#### Aktia Asset Management Oy Ab

Aktia Asset Management offers discretionary portfolio management services for major institutional investors, an arrangement under which Asset Management is authorised to make investment decisions on behalf of the customer subject to certain mutually agreed limits.

Particularly at a time when the market is volatile and weakening, customers need professional and active management services, and so the focus during the first quarter was placed on satisfying the needs of the existing customers and acquiring new ones.

During the first quarter, Aktia Asset Management's financial performance developed hand in hand with the market. Commission income fell by 11.7 per cent to FIM 1.7 million compared with the corresponding period in 2000. Total income reached FIM 1.6 million. Costs increased by 23.6 per cent to FIM 1.1 million, while the profit before taxes was FIM 0.5 million.

#### Aktia Private Banking

The Aktia Private Banking's core business is to provide asset management services for private individuals, foundations and other institutions. The services include everything from advice to agreements by which customers authorise the Aktia Private Banking, subject to mutually agreed limits, to make investment decisions on their behalf.

During the first three months of the year, Aktia Private Banking concentrated on developing its service concept, for example by overhauling its customer reporting procedures, introducing a new customer magazine and implementing a new portfolio management program that greatly improves the capabilities for estimating risks and return. Additionally, Aktia Private Banking focused, in accordance with its strategy, on the acquisition of new customers.

Financial performance by Aktia Private Banking was also impacted by the market situation, which is why the financial result did not reach the same level as in the first quarter of 2000.

### **Other business units**

#### Aktia Markets

Aktia Markets' activities include trading with money market and currency instruments mainly directly with customers, as well as handling payment transactions for local banks.

Despite lower than expected volumes, Markets' financial performance was good during the first quarter.

#### Vasp-Invest Oy

Vasp-Invest Oy's concept is partly to help Aktia to break away from financial involvement in real estate property that is not being used by the Group and partly to develop the property in order to optimise the value of the Group's real estate portfolio. During the first quarter, Vasp-Invest sold real estate holdings for FIM 4.1 million. At the end of the period, Vasp-Invest's capital tied up in real estate amounted to FIM 86.7 million. The financial result before taxes was FIM 0.3 million.

## **Loan losses and risks**

The guidelines for risk management within Aktia are based on conservative and controlled exposure in the bank's core business. In accordance with the strategic policy adopted by the Board of Directors, the bank deals only in low-risk financing.

For the first three months of the year, the Group recorded loan losses of FIM 0.1 million and reversals of FIM 0.7 million. The total positive net effect was FIM 0.6 million. In 2000, the total net effect was negative, being FIM -0.1 million.

Compared with 2000, non-performing loans fell by FIM 2.6 million to FIM 81.2 million. Together with non-interest-bearing loans, they accounted for 0.8 per cent of the total credit stock, including commitments. At the corresponding time in 2000, the figure was 0.9 per cent.

## **The savings banks' security fund**

Aktia and all the other savings banks belong to the voluntary security fund for savings banks. Under the rules of this fund, the savings banks are not mutually responsible for each others' debts or liabilities. The fund is free of debt and its assets at the end of the quarter stood at FIM 157 million. No support was paid out during the first quarter.

## **Capital adequacy**

Group net capital on 31 March was FIM 1,143.5 million. Of this, FIM 877.9 million was Tier 1 capital and FIM 265.7 million Tier 2 capital. The capital adequacy ratio was 13.1 per cent, the proportion of Tier 1 capital being 10.0 per cent.

## **Personnel**

In accordance with the Group's strategy for growth, new employees were recruited mainly by Sales & Customer Service, Asset Management and Business Development. As a result, the number of employees increased on 2000 by 46 to reach 832. Of these, 782 (693/00) were actual bank staff. The average number of staff during the period under review was 825 (775/00).

## **The euro**

Aktia is proceeding with its preparations for the third phase of EMU. Work in anticipation of the adoption of the euro as a cash currency at the beginning of 2002 is progressing according to plan.

## **Prospects**

Work to develop Aktia's service concept and product range in response to customer needs and expectations will continue with special emphasis being placed on personalised service.

Aktia expects, in accordance with its strategy for growth, to increase volumes and expand its market share in its main field of activity - retail banking - despite the fact that the markets have not developed as expected. However, the financial result for 2001 is anticipated to fall short of the 2000 level partly because of the structural changes in saving and falling interest rates, combined with major investments in the bank's business development, and partly because of the reduced income from money market operations due to the weak market

Profit and loss account  (million)	Group						Parent company					
	Jan-Mar 2001		Jan-Mar 2000		Jan-Dec 2000		Jan-Mar 2001		Jan-Mar 2000		Jan-Dec 2000	
	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR
Interest income	244.8	41.2	174.4	29.3	840.9	141.4	247.6	41.6	176.6	29.7	851.5	143.2
Interest expenses	124.0	20.9	79.3	13.3	398.0	66.9	124.0	20.9	79.2	13.3	397.6	66.9
<b>Net income from financial operations</b>	<b>120.8</b>	<b>20.3</b>	<b>95.1</b>	<b>16.0</b>	<b>442.9</b>	<b>74.5</b>	<b>123.6</b>	<b>20.8</b>	<b>97.4</b>	<b>16.4</b>	<b>453.9</b>	<b>76.3</b>
Income from equity investments	1.3	0.2	0.5	0.1	1.8	0.3	1.9	0.3	0.9	0.2	4.2	0.7
Commissions receivable	44.0	7.4	58.2	9.8	208.0	35.0	38.5	6.5	52.4	8.8	185.1	31.1
Commissions payable	-4.3	-0.7	-6.2	-1.1	-21.5	-3.6	-4.3	-0.7	-6.2	-1.1	-20.4	-3.4
Net income from securities transactions and foreign exchange dealing	2.9	0.5	18.2	3.1	35.0	5.9	3.3	0.6	18.0	3.0	35.1	5.9
Other operating income	11.2	1.9	17.9	3.0	82.6	13.9	9.0	1.5	12.6	2.1	65.5	11.0
<b>Total other income</b>	<b>55.1</b>	<b>9.3</b>	<b>88.6</b>	<b>14.9</b>	<b>305.9</b>	<b>51.4</b>	<b>48.4</b>	<b>8.1</b>	<b>77.7</b>	<b>13.1</b>	<b>269.5</b>	<b>45.3</b>
<b>Total income</b>	<b>175.9</b>	<b>29.6</b>	<b>183.7</b>	<b>30.9</b>	<b>748.8</b>	<b>125.9</b>	<b>172.0</b>	<b>28.9</b>	<b>175.1</b>	<b>29.4</b>	<b>723.4</b>	<b>121.7</b>
Staff costs	43.7	7.3	51.1	8.6	207.8	35.0	41.2	6.9	49.3	8.3	199.5	33.6
Other administrative expenses	37.4	6.3	27.8	4.7	122.0	20.5	37.5	6.3	28.2	4.7	124.6	21.0
Depreciations and write-downs on tangible and intangible assets	12.3	2.1	19.2	3.2	88.9	14.9	10.2	1.7	16.6	2.8	78.0	13.1
Other operating expenses	18.3	3.1	21.0	3.5	80.7	13.6	20.2	3.4	21.6	3.6	87.2	14.7
<b>Total costs</b>	<b>111.7</b>	<b>18.8</b>	<b>119.1</b>	<b>20.1</b>	<b>499.4</b>	<b>84.0</b>	<b>109.1</b>	<b>18.4</b>	<b>115.7</b>	<b>19.5</b>	<b>489.3</b>	<b>82.3</b>
<b>Profit before loan losses</b>	<b>64.2</b>	<b>10.8</b>	<b>64.6</b>	<b>10.8</b>	<b>249.4</b>	<b>41.9</b>	<b>62.9</b>	<b>10.5</b>	<b>59.4</b>	<b>10.0</b>	<b>234.1</b>	<b>39.3</b>
Loan and guarantee losses	0.6	0.1	-0.1	0.0	1.1	0.2	0.6	0.1	-0.1	0.0	0.9	0.2
Write-downs on securities held as financial fixed assets	-	-	-	-	-	-	-	-	-	-	-	-
Share in associated undertakings	0.0	0.0	-0.1	0.0	0.8	0.1	-	-	-	-	-	-
<b>Net operating profit</b>	<b>64.8</b>	<b>10.9</b>	<b>64.6</b>	<b>10.8</b>	<b>251.3</b>	<b>42.3</b>	<b>63.5</b>	<b>10.6</b>	<b>59.5</b>	<b>10.0</b>	<b>235.0</b>	<b>39.5</b>
Appropriations	-	-	-	-	-	-	-16.5	-2.8	-15.0	-2.5	-66.0	-11.1
Taxes for the financial year and taxes brought forward	-14.0	-2.4	-3.8	-0.6	-35.7	-6.0	-13.6	-2.3	-2.7	-0.5	-32.4	-5.4
Changes in imputed tax claims	-4.8	-0.8	-4.4	-0.7	-19.2	-3.2	-	-	-	-	-	-
Minority interest	-0.1	0.0	-0.1	0.0	-0.9	-0.1	-	-	-	-	-	-
<b>Profit for the period</b>	<b>45.9</b>	<b>7.7</b>	<b>56.3</b>	<b>9.5</b>	<b>195.5</b>	<b>32.9</b>	<b>33.4</b>	<b>5.6</b>	<b>41.8</b>	<b>7.0</b>	<b>136.6</b>	<b>23.0</b>

Balance sheet (million)	Group						Parent company					
	Jan-Mar 2001		Jan-Mar 2000		Jan-Dec 2000		Jan-Mar 2001		Jan-Mar 2000		Jan-Dec 2000	
	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR	FIM	EUR
<b>Assets</b>												
Liquid assets	1,903.4	320.1	884.2	148.7	1,638.5	275.6	1,903.4	320.1	884.2	148.7	1,638.5	275.6
Debt securities eligible for refinancing with central banks	3,302.4	555.4	2,854.3	480.1	3,127.6	526.0	3,302.4	555.4	2,854.3	480.1	3,127.6	526.0
Claims on credit institutions	382.1	64.3	1,254.5	211.0	209.8	35.3	381.6	64.2	1,252.4	210.6	209.8	35.3
Claims on the public and public sector entities	11,465.7	1,928.4	10,298.4	1,732.1	11,288.0	1,898.5	11,656.1	1,960.4	10,540.3	1,772.7	11,479.0	1,930.6
Debt securities	176.1	29.6	102.9	17.3	207.2	34.9	186.5	31.4	94.9	16.0	218.8	36.8
Shares and participations	24.9	4.2	27.3	4.6	24.2	4.1	11.9	2.0	18.3	3.1	11.9	2.0
Shares and participations in group undertakings	11.7	2.0	12.5	2.1	11.7	2.0	33.8	5.7	33.8	5.7	33.8	5.7
Intangible assets	18.7	3.2	24.4	4.1	18.8	3.2	17.8	3.0	22.8	3.8	17.7	3.0
Tangible assets	792.3	133.2	1,015.0	170.7	801.0	134.7	575.5	96.8	763.8	128.5	558.7	94.0
Other assets	294.7	49.6	306.5	51.6	256.1	43.1	291.5	49.0	303.4	51.0	252.5	42.5
Accrued income	181.5	30.5	171.2	28.8	151.7	25.5	182.2	30.6	172.0	28.9	153.7	25.9
<b>Total assets</b>	<b>18,553.5</b>	<b>3,120.5</b>	<b>16,951.2</b>	<b>2,851.0</b>	<b>17,734.6</b>	<b>2,982.8</b>	<b>18,542.6</b>	<b>3,118.6</b>	<b>16,940.2</b>	<b>2,849.1</b>	<b>17,702.0</b>	<b>2,977.3</b>
<b>Liabilities</b>												
Liabilities to credit institutions and central banks	3,914.3	658.3	3,302.0	555.4	3,581.9	602.4	3,914.3	658.3	3,305.1	555.9	3,581.9	602.4
Liabilities to the public	10,592.2	1,781.5	10,374.6	1,744.9	10,519.3	1,769.2	10,606.0	1,783.8	10,402.0	1,749.5	10,538.3	1,772.4
Liabilities to the public sector entities	803.0	135.1	645.7	108.6	795.4	133.8	805.8	135.5	648.1	109.0	794.6	133.6
Debt securities issued to the public	965.2	162.3	693.3	116.6	617.9	103.9	965.2	162.3	683.4	114.9	607.9	102.2
Other liabilities	632.1	106.3	600.0	100.9	651.2	109.5	629.4	105.9	592.4	99.6	646.1	108.7
Accrued expenses	178.2	30.0	149.7	25.2	150.2	25.3	170.5	28.7	143.7	24.2	143.4	24.1
Compulsory provisions	2.5	0.4	-	-	3.8	0.6	2.5	0.4	-	-	3.8	0.6
Subordinated liabilities	471.6	79.3	352.7	59.3	458.6	77.1	471.6	79.3	352.6	59.3	458.6	77.1
Appropriations	-	-	-	-	-	-	92.5	15.6	25.0	4.2	76.0	12.8
Imputed tax claims	26.9	4.5	7.3	1.2	22.1	3.7	-	-	-	-	-	-
Minority interest	1.8	0.3	17.9	3.0	18.3	3.1	-	-	-	-	-	-
Share capital	423.1	71.2	423.1	71.2	423.1	71.2	423.1	71.2	423.1	71.2	423.1	71.2
Share premium account	6.9	1.2	6.9	1.2	6.9	1.2	6.9	1.2	6.9	1.2	6.9	1.2
Reserve fund	48.0	8.1	44.3	7.5	44.3	7.5	48.0	8.1	48.0	8.1	48.0	8.1
Profit brought forward	441.8	74.3	277.4	46.7	246.1	41.4	373.4	62.8	268.1	45.1	236.8	39.8
Profit for the period	45.9	7.7	56.3	9.5	195.5	32.9	33.4	5.6	41.8	7.0	136.6	23.0
<b>Total liabilities</b>	<b>18,553.5</b>	<b>3,120.5</b>	<b>16,951.2</b>	<b>2,851.0</b>	<b>17,734.6</b>	<b>2,982.8</b>	<b>18,542.6</b>	<b>3,118.6</b>	<b>16,940.2</b>	<b>2,849.1</b>	<b>17,702.0</b>	<b>2,977.3</b>
<b>Off-balance sheet commitments</b>	885.1	148.9	731.6	123.0	833.8	140.2	885.1	148.9	731.6	123.0	843.9	141.9

<b>Result by quarter</b>	<b>1/2000</b>	<b>2/2000</b>	<b>3/2000</b>	<b>4/2000</b>	<b>1/2001</b>
Net income from financial operations	95.1	106.7	116.3	124.7	120.8
Other income	88.6	98.2	58.1	61.0	55.1
<b>Total income</b>	<b>183.7</b>	<b>204.9</b>	<b>174.4</b>	<b>185.7</b>	<b>175.9</b>
Staff costs	-51.1	-52.1	-47.3	-57.4	-43.7
Other costs	-48.8	-50.8	-43.5	-59.6	-55.7
Depreciations and write-downs	-19.2	-24.2	-10.2	-35.3	-12.3
<b>Total costs</b>	<b>-119.1</b>	<b>-127.1</b>	<b>-101.0</b>	<b>-152.3</b>	<b>-111.7</b>
Loan losses	0.1	0.8	1.4	-1.1	0.6
Participating interest	-0.1	0.6	0.2	0.2	0.0
<b>Operating profit</b>	<b>64.6</b>	<b>79.1</b>	<b>75.0</b>	<b>32.5</b>	<b>64.8</b>

**Key ratios for the Group**

<b>(million)</b>	<b>31 March 2001</b>		<b>31 March 2000</b>		<b>31 December 2000</b>	
	<b>FIM</b>	<b>EUR</b>	<b>FIM</b>	<b>EUR</b>	<b>FIM</b>	<b>EUR</b>
<b>Credit stock</b>						
Households	8,595	1,446	7,590	1,277	8,403	1,413
Corporate	2,536	427	1,799	302	1,922	323
Non-profit organisations	112	19	604	108	722	122
Public organisations	222	37	269	45	240	40
<b>Total</b>	<b>11,466</b>	<b>1,928</b>	<b>10,262</b>	<b>1,732</b>	<b>11,287</b>	<b>1,898</b>

**Risk commitments**

Non-performing loans	81.2	13.7	83.8	14.1	67.9	11
Non-interest-bearing loans	9.0	1.5	10.5	1.8	9.3	2
Non-performing/credit stock incl. commitments (%)		0.8		0.9		0.7

**Key ratios**

Turnover	304.3	51.2	269.3	45.3	1,168.4	196.5
Earnings/share p.a.	5.76	0.97	6.89	1.16	5.55	0.94
Equity/share	27.44	4.62	23.43	3.94	25.98	4.37
Return on equity, % ROE		21.39		30.52		23.06
Income-to cost ratio		1.55		1.65		1.48
Number of shares		35,258,050		35,258,050		35,258,050
Average number of shares during the period		35,258,050		35,258,050		35,258,050
Average number of employees during the period		825		775		799

**Capital base**

Tier 1 capital	878	148	776	131	857	144
Tier 2 capital	266	45	164	28	256	43
Net capital base	1,144	192	940	158	1,113	187
Risk-weighted commitments	8,745	1,471	8,201	1,379	8,561	1,440
Capital adequacy, %		13.1		11.5		13.0
Tier 1 ratio		10.0		9.5		10.0

Profit for the period is included in Tier 1 capital.

Helsinki, May 7, 2001

AKTIA SAVINGS BANK plc  
Board of Directors

Auditor's report

We have reviewed the interim report of Aktia Savings Bank p.l.c. as of 31.3.2001. The interim report has in our opinion been prepared in accordance with applicable regulations. The group operating profit for the period 1.1.-31.3.2001 is 64,8 MFIM.

Helsinki, May 2, 2001

Jan Holmberg, APA

Sune Back, APA

Rolf Nyberg, AA