## **Aktia**

# AKTIA PLC INTERIM REPORT JAN-MARCH 2012

## AKTIA'S YEAR STARTED WELL

#### CEO JUSSI LAITINEN

"Aktia's year started well. Sales increased in most of our business areas, our new Internet bank was received positively, and Aktia has more than 4,000 new customers. Assets under management increased to exceptionally high levels, and Aktia's capital adequacy ratio improved significantly. The continued low interest rates put a strain on profitability, maintaining high requirements of efficiency in the Group."

#### JANUARY-MARCH 2012: OPERATING PROFIT EUR 14.5 (19.2) MILLION

- Group operating profit from continuing operations was EUR 14.5 (19.2) million.
- Profit for the period was EUR 19.7 (14.2) million.
- Earnings per share was EUR 0.29 (0.20), of which continuing operations contributed EUR 0.15 (0.21).
- Capital adequacy ratio improved to 18.1 (31.12.2011; 16,2)% and Tier 1 ratio to 11.3 (31.12.2011; 10,6)%. Equity per share increased to EUR 7.89 (7.01).
- The sale of 66% of Aktia Non-life Insurance Co generated a non-recurring income of EUR 10.4 million and increased equity by EUR 4.1 million.
- Higher margins improved NII from deposits and lending to EUR 15.3 (14.9) million, but due to the maturing interest rate hedges the total NII decreased to EUR 29.6 (34.2) million.
- Write-downs of credits and guarantee claims decreased by 43% to EUR 1.9 (3.3) million.
- OUTLOOK: The operating result from continuing operations for 2012 is expected to be lower than in 2011 (unchanged, outlook in detail on page 11).

KEY FIGURES (EUR million)	1-3/2012	1-3/2011	Δ%	10-12/2011	Δ%	2011
Net interest income	29.6	34.2	-13%	30.3	-2%	128.6
Total operating income	53.2	58.3	-9%	49.6	7%	201.9
Total operating expenses	-36.5	-35.6	2%	-38.8	6%	-146.6
Operating profit before write downs on credits, continuing operations	16.4	22.6	-27%	10.8	52%	55.3
Write-downs on credits and guarantee claims	-1.9	-3.3	-43%	-4.1	54%	-10.5
Operating profit from continuing operations	14.5	19.2	-25%	6.6	119%	44.8
Cost-to-income ratio	0.68	0.63	8%	0.78	-13%	0.73
Earnings per share (EPS), EUR	0.29	0.20	45%	0.12	148%	0.53
Equity per share (NAV) <sup>1</sup> , EUR	7.89	6.14	29%	7.01	13%	7.01
Return on equity (ROE), %	14.3	11.9	20%	6.1	134%	7.2
Capital adequacy ratio <sup>1</sup> , %	18.1	16.0	13%	16.2	12%	16.2
Tier 1 capital ratio <sup>1</sup> , %	11.3	10.3	10%	10.6	7%	10.6
Write-downs on credits / total credit stock, %	0.03	0.05	-40%	0.06	-50%	0.15

<sup>1)</sup> At the end of the period

The Interim report January-March 2012 is a translation of the original Swedish version "Delårsrapport 1.1-31.3.2012". In case of discrepancies, the Swedish version shall prevail. The Interim report January-March 2012 is a translation of the original Swedish version "Delårsrapport 1.1-31.3.2012". In case of discrepancies, the Swedish version shall prevail. The Interim report January-March 2012 is a translation of the original Swedish version "Delårsrapport 1.1-31.3.2012". In case of discrepancies, the Swedish version shall prevail. The Interim report January-March 2012 is a translation of the original Swedish version of the Origi

# **ACTIVITY IN** January-March 2012

#### **Business** environment

Interest rates fell sharply at the end of January and general interest rate levels are now exceptionally low, which has a negative impact on Aktia's net interest income.

According to Statistics Finland, inflation fell to 2.9% in March 2012 from the slightly higher level of 3.1% in February. This slight fall in inflation was primarily due to a weaker increase in energy prices.

The global uncertainty has continued and especially the worries concerning southern Europe and the euro have had a negative impact on the value of Aktia's financial assets. On the other hand, low interest rates have resulted in higher values for Aktia's fixed-rate investments.

According to Statistics Finland consumer confidence in the economy strengthened in the first few months of year, but is clearly at lower levels than last year. The indicator stood at 8.0 (17.7) in March from 8.3 (20.0) in February and 3.4 (16.6) in January. The long-term average was 12.9.

The rise in real estate prices in Finland during the beginning of the year was 0.2% in the whole country and 1.2% in the Helsinki region compared to the corresponding period in 2011. Outside the Helsinki region, real estate prices fell by 0.6%. Household debt has risen much faster than incomes in recent years. The debt-equity ratio of Finnish households, i.e. debt in relation to disposable income, stood at 156%, against 108% at the beginning of this century. (Statistics Finland)

Unemployment stood at 8.5% in March 2012, 0.8 percentage points less than a year ago. (Statistics Finland)

The Nasdaq OMX Helsinki 25 index rose by 10.9% in the period January to March 2012.

Key figures			
Y-o-y, %	2013E	2012E	2011
GDP growth			
World	3.5	3.0*	3.9
Euro area	1.2	-0.3*	1.4
Finland	1.5	0.2*	2.9
Consumer price index			
Euro area	2.0	2.4*	2.7
Finland	2.6	2.8*	3.4
Other key ratios			
Development of real value of housing in			
Finland	-2.0	-2.0*	0.4
OMX Helsinki 25	7.8	8.0*	7.4
Interest rates <sup>1</sup>	-	-	-31.4
ECB			
10-y Interest Ger (=benchmark)	1.50	1.00*	1.00
Euribor 12 months	3.30	2.70*	2.38
Euribor 3 months	2.50	1.50*	1.95
Unemployment in Finland <sup>2</sup>	1.75	0.90*	1.36

<sup>\*</sup> Aktia's chief economist's prognosis

#### Rating

The international rating agency Moody's Investors Service has Aktia Bank plc's credit rating for short-term borrowing at P-2 since 7 March 2012. The credit rating for long-term borrowing is A3, and is C- for financial strength. The outlook for all ratings is stable.

The covered bonds issued by the subsidiary Aktia Real Estate Mortgage Bank plc have a Moody's credit rating of Aa1 (under review since 25 November 2011).

Fitch has Aktia Bank plc's credit rating for short-term borrowing at F2 since 9 May 2012. The credit rating for long-term borrowing is BBB+. The outlook for both ratings is negative.

<sup>&</sup>lt;sup>1</sup> at the end of the year

<sup>&</sup>lt;sup>2</sup> annual average

#### Profit January - March 2012

Group operating profit from continuing operations fell by 25% to EUR 14.5 (19.2) million. Group profit from continuing operations amounted to EUR 10.4 (14.5) million.

Following the disposal of 66% of Aktia Non-Life Insurance, Aktia's holding amounted to 34%. Aktia Non-Life Insurance will be reported under discontinued operations going forward. The sale reduces Aktia plc's balance sheet by approx. EUR 160 million. Profit for the period from discontinued operations amounted to EUR 9.3 (-0.3) million.

Continuing operations encompass the following segments: Banking Business, Asset Management, Life Insurance and Miscellaneous.

#### Income

The Group's total income fell by 9% to EUR 53.2 (58.3) million.

Higher margins improved net interest income from the bank's lending and borrowing operations by 3% to EUR 15.3 (14.9) million, despite a lower credit risk in respect of the corporate segment. Total net interest income fell to EUR 29.6 (34.2) million due to maturing interest rate hedges.

Both derivatives and fixed-rate instruments are utilised to manage interest rate risks. The hedging measures used by Aktia Bank to limit its interest rate risk brought net interest income of EUR 7.2(11.0) million, EUR 3.8 million less than the previous year.

Net commission income was up 2% to EUR 15.7 (15.4) million. Commission income increased by 1% to EUR 19.6 (19.3) million. Card and payment services commissions rose 12% to EUR 4.4 (3.9) million.

Net income from life insurance was unchanged at EUR 6.2 (6.2) million.

Net income from the insurance businesses includes insurance premiums written, net income from investments, insurance claims paid and the change in technical provisions.

Net income from financial transactions was EUR 0.3 (1.0) million.

In February, Aktia sold 66% of Aktia Non-Life Insurance to Folksam and the pension company Veritas. These transactions improved profits by EUR 10.4 million. Equity increased by EUR 4.1 million.

Net income from hedge accounting was EUR -0.6 (0.3) million.

Other operating income was EUR 1.4 (1.3) million.

#### **Expenses**

Group operating expenses rose by 2% to EUR 36.5 (35.6) million. Of this, staff costs amounted to EUR 18.4 (18.1) million.

Continued investment in customer-friendly Internet services and other IT increased IT expenses by 12% to EUR 6.4 (5.7) million. Other operating expenses fell by 4% to EUR 9.9 (10.4) million.

The Group's common expenses fell to EUR 9.6 (10.2) million as a result of integration processes progressing as planned.

Total depreciation and write-downs on tangible and intangible assets increased to EUR 1.8 (1.5) million. Depreciation has increased on the previous year, with the launch of Aktia's new online bank in January. Development of the online bank continues and new functions will be incorporated throughout the year.

#### Write-downs on credits and guarantee claims

Write-downs of credits and guarantee claims decreased by 43% in the period January to March, totalling EUR 1.9 (3.3) million.

# Balance sheet and off-balance sheet commitments

The Group's balance sheet total at the end of the first quarter amounted to EUR 11.058 (11.056) million.

#### Liquidity

The Bank Group's liquidity portfolio, which consists of interest-bearing securities, amounted to EUR 2,102 (1,947) million. The liquidity portfolio was financed with repurchase agreements to a value of EUR 168 (68) million.

The Bank Group's liquidity continued to be good and the liquidity buffer was equivalent to estimated outgoing cash flow for two years. Risk in the liquidity portfolio has been proactively reduced.

#### Borrowing

Deposits from the public and public sector entities increased by 1% to EUR 3,689 (3,645) million. Aktia's market share of deposits was 3.47 (3.46)%.

Aktia Group's outstanding bonds amounted to a total value of EUR 3,763 (3,800) million, corresponding to a decrease of EUR 37 million. Of these bonds EUR 3,374 (3,346) million were covered bonds issued by the Aktia Real Estate Mortgage Bank plc. In January, Aktia Real Estate Mortgage Bank plc issued long-term collateralised bonds ("Schuldscheindarlehen") totalling EUR 22 million.

Outstanding Aktia Bank plc certificates of deposit amounted to EUR 347 million at the end of the year. During the period, Aktia Bank plc issued new subordinated debts and index-linked loans with a total value of EUR 13 million.

#### Lending

Group total lending to the public amounted to EUR 7,184 (7,063) million at the end of March, an increase of EUR 120 million. Excluding the mortgages brokered by savings banks and POP Banks that the local banks are committed to capitalise, Group lending increased by EUR 37 million (1%) on the beginning of the year.

Loans to private households (including mortgages brokered by local savings banks and POP Banks) accounted for EUR 6,111 (5,966) million or 85.1 (84.5)% of the total loan stock. The housing loan stock increased from the beginning of the year by 2% and totalled EUR 5,737 (5,607) million. Aktia's market share in housing loans to households stood at 4.25 (4.22)% at the end of March.

Corporate lending accounted for 10.3 (10.7)% of Aktia's credit stock. Total corporate lending amounted to EUR 742 (758) million.

Loans granted to housing associations amounted to EUR 285 (289) million and made up 4.0 (4.1)% of Aktia's total credit stock.

#### Credit stock by sector

EUR million	31.3.2012	31.12.2011	Δ	Share
Households	6,111	5,966	145	85.1%
Corporate	742	758	-16	10.3%
Housing associations	285	289	-4	4.0%
Non-profit organisations	41	45	-4	0.6%
Public sector entities	5	6	-1	0.1%
Total	7,184	7,063	120	100.0%

#### Financial assets

Aktia's financial assets consist of the Bank Group's liquidity portfolio and other interest-bearing investments amounting to EUR 2,123 (1,968) million, the life insurance company's investment portfolio amounting to EUR 676 (661) million and the real estate and share holdings of the parent company amounting to EUR 3 (3) million.

#### Technical provisions

Life insurance technical provisions amounted to EUR 850 (818) million, of which EUR 318 (285) million were unit-linked.

Non-life insurance technical provisions discontinued due to the sale of the company.

#### Equity

Aktia Group's equity increased by EUR 60 million from the year-end to EUR 583 (524) million at the end of March.

#### Commitments

Off-balance sheet commitments, which primarily consist of liquidity commitments to local banks, other loan promises and bank guarantees, decreased by EUR 7 million during the first quarter and amounted to EUR 459 (466) million.

#### Capital adequacy and solvency

The Bank Group's capital adequacy ratio amounted to 18.1 (16.2)% and the Tier 1 capital ratio was 11.3 (10.6)%. The Bank Group includes Aktia Bank plc and Aktia Real Estate Mortgage Bank plc.

Aktia Bank plc's capital adequacy ratio stood at 25.9% compared to 22.3% at the end of 2011. The Tier 1 capital ratio was 15.9 (14.6)%.

The Bank Group's Tier 1 capital was strengthened by EUR 30 million during the period. Capital was freed up as a result of the disposal of 66% of shares in the non-life insurance company.

Capital adequacy for the banking business is calculated until further notice using the standard model.

The life insurance company's solvency margin amounted to EUR 131.6 (117.2) million, where the minimum requirement is EUR 33.3 (32.3) million. The solvency ratio was 22.8 (20.7)%.

The capital adequacy ratio for the conglomerate amounted to 184.9 (163.5)%. The statutory minimum stipulated by the Act on the Supervision of Financial and Insurance Conglomerates is 100%.

#### Capital adequacy

	31.3.2012	31.12.2011
Banking Group		
Capital Adequacy	18.1%	16.2%
Tier 1 ratio	11.3%	10.6%
Aktia Bank		
Capital Adequacy	25.9%	22.3%
Tier 1 ratio	15.9%	14.6%
Aktia Real Estate Mortgage Bank		
Capital Adequacy	9.8%	10.2%
Tier 1 ratio	8.2%	8.5%

## Segment overview

Aktia plc's operations are divided into four segments: Banking Business, Asset Management, Life Insurance and Miscellaneous.

#### Group operating profit from continuing operations by segment

(EUR million)	1-3/2012	1-3/2011	Δ%
Banking Business	11.0	16.0	-31%
Asset management	2.3	1.5	53%
Life Insurance	3.2	2.9	10%
Miscellaneous	-1.1	0.7	-
Eliminations	-1.0	-1.8	48%
Total	14.5	19.2	-25%

#### **Banking Business**

The Banking Business' contribution to Group operating profit amounted to EUR 11.0 (16.0) million.

Operating income was EUR 40.4 (48.3) million, of which net interest income fell to EUR 28.8 (33.3) million, net commission income was EUR 10.5 (11.3) million and net income from financial assets available for sale was EUR 1.1

(-0.3) million. The Banking Business' commission from lending and card services developed favourably, but weaker real estate sales affected the quarter's net commission income in the segment. Furthermore, commission incomes have shifted somewhat from the Banking Business to the Asset Management segment due to organisational changes and internal pricing.

Operating expenses fell on the corresponding period last year to EUR 27.5 (29.0) million. Of these staff costs accounted for EUR 9.3 (10.4) million, IT-related costs for EUR 3.5 (3.2) million and other operating expenses EUR 14.1 (14.8) million.

Sales activities are being supported by the new marketing campaign "Stress test your finances". The marketing campaign, which was launched in early April, is based on obtaining an even deeper understanding of our customers' financial situation. As part of the campaign, close to 14,000 Finns have used our online tool to work out how much they will earn over their lifetime.

During the period, the number of online banking contracts rose by just over 2% to just under 138,000 (135,000).

Total savings by households were approximately 2% higher than at year-end, amounting to EUR 3,609 (3,536) million, of which household deposits were EUR 2,743 (2,758) million and savings by households in mutual funds were EUR 866 (778) million.

Aktia's lending to private households, including the mortgages brokered by Aktia, increased to EUR 4,163 (4,100) million. Of these mortgages, Aktia brokered EUR 2,066 (1,975) million, while those brokered by the savings bank and POP Banks amounted to EUR 1,998 (1,915) million.

Income from the real estate agency business was down 24% on the corresponding period in the previous year, standing at EUR 1.5 (2.0) million.

#### **Asset Management**

Asset Management contributed EUR 2.3 (1.5) million to Group operating profit.

Operating income after reversals to the Group's other units and business partners was EUR 6.3 (5.3) million.

Operating expenses increased by 7% to EUR 4.0 (3.7) million, of which staff costs made up EUR 1.9 (1.9) million.

Aktia has established its position as one of the leading asset managers in Finland. In a survey conducted by Scandinavian Financial Research (SFR) among institutional customers in 2011, Aktia was again placed among the top asset managers. The survey was carried out among the 100 or so largest institutional investors in Finland and Aktia was rated in second place this year.

In an evaluation of larger mutual fund companies in Finland Aktia received the second highest mark. The evaluation was carried out by the independent analyst company Morningstar. In March 2012, the average number of stars received by the bank's 25 evaluated mutual funds was 4.0, when the maximum is 5 Morningstar stars. 19 of Aktia's 25 funds have 4 or more stars.

Aktia has expanded its range of mutual funds on both the fixed income and mutual fund market. Over the last few years, the demand for fixed in-

come funds investing in growth markets has risen significantly, and Aktia manages three such funds with a total value of some EUR 632 (578) million.

The volume of mutual funds managed and brokered by Aktia was EUR 4,140 (3,613) million. Aktia's market share of the fund market, including brokered funds, stood at 7.0 (6.6)% (Federation of Finnish Financial Services).

The value of assets managed by Aktia Asset Management and Aktia Invest totalled a record EUR 7,175 (6,624) million, of which assets managed by Aktia Invest amounted to EUR 2,334 (1,961) million. Private Banking customer assets totalled EUR 1,442 (1,278) million, an increase of 12%.

#### Life Insurance

The Life Insurance contribution to the Group's operating profit amounted to EUR 3.2 (2.9) million.

Premiums written totalled EUR 29.9 (34.8) million. The reduction in premium volumes comes from single-premium policies. Of the premium volume for savings and investment-linked insurance and pension insurance, unit-linked insurance accounted for 85 (85)%.

Insurance claims and benefits totalled EUR 21.7 (22.2) million. The claims ratio for risk insurance was maintained at a good level, 81 (80)%.

Operating expenses decreased by 8%, amounting to EUR 3.2 (3.5) million. The expense ratio improved to 93.4 (97.5)%.

Net income from investment activities amounted to EUR 7.9 (7.7) million. The return on the company's investments based on market value was 3.0 (-1.0)%. The derivatives used by the life insurance company to limit its interest rate and currency risk improved operating profit by EUR 0.7 (-0.8) million.

Technical provisions totalled EUR 850 (818) million, of which provisions for unit-linked insurance policies represented EUR 318 (285) million and interest-linked provisions EUR 532 (533) million. The average discount rate for the interest-linked technical provisions was 3.6%.

The company's solvency ratio improved to 22.8 (20.7)%.

#### Miscellaneous

Operating profit for the Miscellaneous segment was EUR -1.1 (0.7) million.

As part of Vasp-Invest Ab's activities, active efforts continue to sell off real estate assets. As a result, net income from investment properties is lower.

#### Common costs

The Group is continuing to unify and integrate its support functions in 2012. The largest common cost items consist of marketing, IT and staff costs.

Common costs fell to EUR 9.6 (10.2) million and were distributed as follows: Banking Business EUR 8.3 (8.9) million, Asset Management EUR 0.8 (0.9) million and Life Insurance EUR 0.5 (0.5) million.

#### The Group's risk exposure

Definitions and general principles for asset and risk management can be found in Aktia plc's Annual Report for 2011 in note G2 on pages 42-66.

#### Lending related risks within Banking Business

Loans with payments 1–30 days overdue decreased during January to March to EUR 130 (160) million, equivalent to 1.80 (2.25)% of the credit stock. In the same period, loans with payments 31–89 days overdue increased to EUR 60 (53) million, or 0.83 (0.75)% of the credit stock.

Non-performing loans more than 90 days overdue, including claims on bankrupt companies and loans for collection increased to EUR 67 (60) million, corresponding to 0.93 (0.84)% of the credit stock. Of the increase of EUR 7 million, EUR 4 million is attributable to household loans and EUR 3 million to corporate loans.

Non-performing loans to households more than 90 days overdue corresponded to 0.56 (0.51)% of the entire credit stock. The credit stock also includes off-balance sheet guarantee commitments.

#### Undischarged debts by time overdue

#### (EUR million)

Days	31.3.2012	% of credit stock	31.12.2011	% of credit stock	31.12.2011
1 - 30	130	1.80	194	2.89	160
of which households	109	1.51	120	1.79	115
31 - 89	60	0.83	65	0.97	53
of which households	53	0.73	47	0.70	46
90-1	67	0.93	40	0.59	60
of which households	40	0.56	23	0.34	36

<sup>&</sup>lt;sup>1</sup> in Aktia Bank fair value of the asset covers 96 % of debts

#### Write-downs of loans and guarantee claims

In the first quarter, total write-downs on credits and guarantee claims decreased by EUR 1.4 million from the corresponding period last year to stand at EUR 1.9 (3.3) million. Of these write-downs, EUR 0.3 (0.3) million were attributable to households, and EUR 1.6 (3.0) million to companies.

Total write-downs on credits amounted to 0.03 (0.05)% of total lending for the period. The corresponding impact on corporate loans amounted to 0.2 (0.4)% of the total corporate lending.

#### Distribution of risk across financial assets

All financial assets are valued at market prices via the income statement or the fund at fair value. The Bank Group maintains a liquidity portfolio as a buffer for situations where borrowing from the capital markets is not possible under normal conditions for some reason. Fixed-rate investments within the liquidity portfolio are also used to reduce the structural interest rate risks.

Within 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 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 Bank Group's other interest-bearing investments increased from the year-end by EUR 155 million, and amounted to EUR 2,123 (1,968) million. During the period, as a result of active measures, investments in EU countries with a credit rating below AAA fell by EUR 109 million to EUR 333 (442) million. Despite this, the market value of the assets rose sharply.

#### Rating distribution for banking business' liquidity portfolio and other fixed income assets

	31.3.2012	31.3.2011
(EUR million)	2,123	1,968
Aaa	54.3%	55.6%
Aa1-Aa3	24.4%	21.9%
A1-A3	11.7%	11.9%
Baa1-Baa3	6.0%	6.3%
Ba1-Ba3	1.0%	1.9%
B1-B3	0.0%	0.0%
Caa1 or lower	0.0%	0.0%
Finnish municipalities (no rating)	2.6%	2.1%
No rating	0.0%	0.3%
Total	100.0%	100.0%

The Bank Group's liquidity portfolio included two rated assets not eligible for refinancing at ECB totalling EUR 15 (6) million, corresponding to 0.7 (0.3)% of the portfolio. Unrated assets not eligible for refinancing amounted to 0.0 (0.3)%.

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Aktia Bank Group	and Gov guarante		Covered (C		institut exkl.		Corpo bon		Real es	state	Altern investr		Equity licly lis		Tot	al
	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011
EU AAA	78	145	1,144	916	356	309	-	-	-	-	-	-	-	-	1,577	1,370
Finland	73	61	115	111	65	37	_	-	-	-	_	-	-		253	210
Other AAA-countries	4	84	1,029	805	291	272	-	-	-	-	-	-	-	-	1,324	1,161
EU < AAA	37	51	281	352	14	37	-	2	-	-	-	-	-	-	333	442
Belgium	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Greece	-	-	-	2	-	-	-	-	-	-	-	-	-	-	-	2
Ireland	-	-	30	27	-	-	-	-	-	-	-	-	-	-	30	27
Italy	-	-	66	60	-	-	-	-	-	-	-	-	-	-	66	60
Portugal	7	22	85	76	10	8	-	1	-	-	-	-	-	-	102	107
Spain	30	29	101	187	5	29	-	1	-	-	-	-	-	-	135	246
Other countries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Europe excluding EU	-	-	123	50	15	30	-	-	-	-	-	-	-	-	138	80
North America	-	-	32	33	-	-	-	-	-	-	-	-	-	-	32	33
Other OECD-																
countries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Supranationals	-	-	-	-	44	43	-	-	-	-	-	-	-	-	44	43
Others	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	115	197	1,580	1,350	429	419	-	2	-	-	-	-	-	-	2,123	1,968

# Investment portfolio of the life insurance company

The market value of the life insurance company's total investment portfolio amounted to EUR 676 (661) million. The share of covered bonds has continued to rise, as has the share of real estate investments, primarily as a result of direct investments in three storage facilities.

Investments in EU countries with a credit rating below AAA amounted to EUR 30 (31) million.

Aktia Life Insurance	Governme Govt. guar		Covered (CB		Financial i		Corpo		Real es	tate	Alterna investn		Equity licly lis		Tota	al
	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011	3/2012	2011
EU AAA	201	204	195	184	66	65	79	86	59	42	9	8	-	-	610	589
Finland	50	49	20	21	33	29	40	44	59	42	7	7	-	-	209	192
Other AAA-countries	152	155	175	164	33	36	39	42	-	-	2	1	-	-	401	397
EU < AAA	11	10	13	13	-	0	7	8	-	-	-	-	-	-	30	31
Belgium	-	-	-	-	-	0	-	-	-	-	-	-	-	-	-	0
Greece	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	1	0	-	0	1	2	-	-	-	-	-	-	2	2
Italy	-	-	2	2	-	-	5	5	-	-	-	-	-	-	7	7
Portugal	3	2	-	-	-	-	-	-	-	-	-	-	-	-	3	2
Spain	-	-	10	11	-	-	1	1	-	-	-	-	-	-	11	13
Other countries	8	7	-	-	-	_	-	-	-	-	-	-	-	-	8	7
Europe excluding EU	1	-	-	0	5	7		0	-	-	1	1	-	-	7	8
North America	-	0	-	-	-	(0)	2	5	-	-	1	1	-	-	3	6
Other OECD-																
countries	4	-	-	-	-	-	-	-	-	-	-	-	-	-	4	-
Supranationals	-	_	-	-	5	5	-	-	-	-	-	-	-	-	5	5
Others	18	23	-	-	-	-	-	0	-	-	-	-	-	-	18	24
Total	234	237	208	198	76	76	89	99	59	42	10	10	-	-	676	661

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

	31.3.2012	31.12.2011
(EUR million)	555	546
Aaa	70.6%	70.5%
Aa1-Aa3	9.3%	8.7%
A1-A3	10.5%	11.5%
Baa1-Baa3	3.8%	4.1%
Ba1-Ba3	1.0%	0.8%
B1-B3	0.0%	0.0%
Caa1 or lower	0.0%	0.0%
Finnish municipalities (no rating)	0.0%	0.0%
No rating	4.7%	4.4%
Total	100.0%	100.0%

# Group investments in EU countries with a credit rating below AAA

Group investments in EU countries with a credit rating below AAA was EUR 30 (31) million at the end of March 2012, and the total unrealised profit was EUR -11.9 (-35.3) million. These items are reported under 'Equity and fund at fair value'. No write-downs have been posted for these holdings via the income statement. On the other hand, early disposals were carried out during the first quarter, which brought about a loss from the sale of EUR 1.9 million before tax. All investments in EU countries, including those with a credit rating below AAA, are measured on an on-going basis at current market value.

#### Other market risks within the banking business and the parent company

No equity or real estate trading activities are carried out by the banking business or in the parent company Aktia plc.

At the end of the year, real estate holdings amounted to EUR 0.7 (0.7) million and investments in shares necessary for the business amounted to EUR 1.8 (1.8) million.

#### Valuation of financial assets

#### Value changes reported via income statement

The effect of write-downs on financial assets at the end of the period amounted to EUR -1.0 (-0.4) million, mainly related to permanent reductions in the value of real estate funds and smaller private equity investments. These investments are related to the investment portfolio of the life insurance company.

#### Write-downs on financial assets

(EUR million)	1-3/2012	1-3/2011
Interest-bearing securities		
Banking Business	-	-
Life Insurance Business	-	0.0
Non-life Insurance Business	-	-
Shares and participations		
Banking Business	-	-
Life Insurance Business	-1.0	-0.1
Non-life Insurance Business	-	-0.3
Total	-1.0	-0.4

#### Value changes reported via 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 58.6 (19.1) million after deferred tax.

Cash flow hedging, which comprises the market value for interest rate derivative contracts that have been acquired for the purposes of hedging the banking business' net interest income, amounted to EUR 22.5 (25.5) million.

#### Specification of the fund at fair value

(EUR million)	31.3.2011	31.12.2011	Δ
Shares and participations			
Banking Business	-	-	-
Life Insurance Business	6.1	6.1	-0.1
Non-life Insurance Business	-	0.8	-0.8
Direct Interest-bearing securities			
Banking Business	2.9	-34.9	37.8
Life Insurance Business	27.1	17.9	9.2
Non-life Insurance Business	-	3.7	-3.7
Share of associated company's fund at fair value	0.1	-	0.1
Cash flow hedging	22.5	25.5	-3.0
Fund at fair value, total	58.6	19.1	39.5

## Operational risks

No events regarded as operational risks causing significant financial losses occurred during the first three months of 2012.

#### Events concerning close relations

Close relations refers to Aktia plc's key persons in management positions, close family members and companies that are under the dominating influence of a key person in a management position. The group's key persons refer to the members of the Board of Supervisors and the Board of Directors of Aktia plc, the Managing Director and Deputy Managing Director.

No significant changes concerning close relations occurred.

#### Other events during the reporting period

Aktia's new online bank was launched on 25 January 2012.

At its meeting of 15 February 2012, Aktia plc's Board of Directors adopted a change to the dividend policy, from a dividend of 30-50% to 40-60% of the Group's profit after tax.

Ownership in ACH Finland increased from 24.46% to 25.82% on 1 March 2012

#### Events after the reporting period

There are no events to report.

#### Personnel

The average number of full-time employees during January to March 2012 was 1,148 (31.12.2011; 1,192).

The number of full-time employees fell from the year-end by 163 to 1,033 at the end of the period (31.12.2011; 1,196). This reduction includes 158 full-time employees from Aktia Non-Life Insurance Company Ltd. As of 1 March 2012, Aktia Non-Life Insurance Company Ltd is no longer part of the Group.

#### Personnel fund

Aktia plc's Board of Directors has confirmed that the profit sharing provision to the personnel fund will be based on 10% of the Group operating profit exceeding EUR 30 million. The profit sharing provision cannot exceed EUR 3 million. For 2011, this was EUR 1.2 million.

With effect from 2012, Aktia's Executive Committee is no longer part of the personnel fund as a result of the new incentive scheme.

#### Incentive scheme for 2012

The Board of Directors of Aktia plc decided in 2011 on a new share-based incentive scheme for key personnel in Aktia Group, including the Managing Director and Executive Committee members.

The reward will be paid partly as 'A' shares in Aktia plc and partly in cash. The proportion to be paid in cash is intended for taxes and tax-related costs arising from the reward to a key person. The incentive scheme is divided in two parts.

The first part of the scheme is based on earnings criteria and includes three earnings periods: the calendar years 2011–2012, 2012–2013 and 2013–2014. The earnings criteria for the earning period 2011–2012 are based on the development of the Aktia Group's cumulated adjusted equity during the period 1 January 2011 – 31 December 2012 (NAV) (50% weighting) and of the Group's total net commission and insurance income in the period 1 January 2011 – 31 December 2012 (50% weighting).

The earnings criteria for the earning period 2012–2013 remain unchanged.

The potential reward for each earning period will be paid in four instalments over a time of approximately three years after each earning period. The Board of Directors has stipulated a maximum level for the reward per key person. In general, the reward is not paid to a key person who is no longer employed by the Aktia Group at the time of payment of rewards.

The second part of the scheme enables key personnel to also receive a conditional reward on the basis of acquisition of 'A' shares in Aktia plc when the incentive scheme is implemented. This conditional reward is payable to key personnel by the end of April 2016 at the latest, and it consists of both shares and cash providing that the key person is employed by the Aktia Group, and that the shares required for payment of the conditional reward have not been transferred at the time of payment of rewards.

Key persons are obliged to hold half of all shares received through the incentive scheme until the total value of the shares amounts to the value of their gross annual salary. They must retain the shares throughout their employment in the Group.

The maximum reward paid on the basis of the scheme may amount to 401,200 'A' shares in Aktia plc and a sum in cash corresponding to the value of the shares. The incentive scheme has been prepared in accordance with new regulations concerning remuneration schemes in the financial sector.

The Aktia Group's report on the remuneration paid to the Executive Committee and other administrative bodies is published on the Aktia plc website (www.aktia.fi).

# Board of directors and executive committee

Aktia plc's Board of Directors for the period 1 January –31 December 2012: Chair Dag Wallgren, M.Sc. (Econ.) Vice Chair Nina Wilkman, LL.M. Jannica Fagerholm, M.Sc. Hans Frantz, Lic.Soc.Sc. Kjell Hedman, M.B.A. Nils Lampi, B.Sc. (Econ) Catharina von Stackelberg-Hammarén, M.Sc. (Econ.) Kjell Sundström, M.Sc. (Econ)

The Board of Supervisors decided on 8 December 2011 that 10% of the (gross) annual fee for members of the Board of Directors is to be payable in the form of Aktia 'A' series shares, acquired directly from the stock exchange at market price on behalf of the Board members on the date on which the accounts announcement for Aktia plc for the period 1 January – 31 December 2011 is published, but no later than two weeks after this.

On 8 December 2011, the Board of Supervisors decided on the Board of Directors' remuneration for 2012:

- annual remuneration, chair, EUR 48,200
- annual remuneration, vice chair, EUR 26,900
- annual remuneration, member, EUR 21,300

Aktia's Executive Committee comprises Managing Director Jussi Laitinen, Managing Director's alternate and Deputy Managing Director Jarl Sved, Deputy Managing Director Stefan Björkman, Deputy Managing Director Taru Narvanmaa, Deputy Managing Director Robert Sergelius and Director Magnus Weurlander.

#### Decisions at AGM 2012

The Annual General Meeting of Aktia plc held on 16 April 2012 adopted the financial statements of the parent company and the consolidated financial statements and discharged the members of the Board of Supervisors, the members of the Board of Directors, the Managing Director and his deputy from liability.

In accordance with the proposal of the Board of Directors, the Annual General Meeting decided to distribute a dividend of EUR 0.30 per share totalling EUR 20 million for the financial period 1 January - 31 December 2011. The record date for the dividends is 19 April 2012 and the dividends will be paid out on 26 April 2012.

The Annual General Meeting established the number of members on the Board of Supervisors as thirty-three.

The Annual General Meeting decided on the Board of Supervisors' remuneration:

- annual remuneration, chair, EUR 21,500
- annual remuneration, vice chair, EUR 9,500
- annual remuneration, member, EUR 4,200

The nomination committee decided that members of the Board of Supervisors are obliged to use 20% of their annual remuneration (gross amount) for the acquisition of Aktia plc A shares directly from the Stock Exchange at market price within two weeks from the inaugural meeting of the Board of Supervisors 2012.

As members of the Board of Supervisors, the members of the Board Harriet Ahlnäs, Anna Bertills, Roger Broo, Gun Kapténs, Bo Linde, Per Lindgård, Kristina Lyytikäinen, Henrik Rehnberg, Henrik Sundbäck and Sture Söderholm, who were all due to step down, were re-elected, and Chief Secretary Johan Aura was elected new member. All for a term of three years. The annual remuneration to members of the Board of Supervisors remained unchanged.

The Annual General Meeting established the number of auditors as one.

KPMG Oy Ab was appointed auditor for the financial year starting on 1 January 2012, with Jari Härmälä, APA, as the auditor in charge.

The Annual General Meeting approved the proposal by the Board of Directors that Article 6 of the Articles of Association be amended so that summons to the Annual General Meeting is published on the company's website and that information on the Annual General Meeting is also communicated through daily papers specified by the Board of Directors with general circulation in Finland.

The Annual General Meeting approved the proposal by the Board of Directors concerning authorisation to issue shares as well as authorisation to divest shares.

#### Changes in Group structure

Aktia sold 66% of Aktia Non-Life Insurance to Folksam and the pension company Veritas. Aktia now holds 34% of Aktia Non-Life Insurance Ltd.

On 31 January 2012, Aktia Card Ltd sold its business operations to its parent company Aktia Bank plc, which continues to run the card business unchanged.

#### Share capital and ownership

At the end of March 2012, the paid-up share capital of Aktia plc as entered in the Finnish trade register was EUR 93,873,816, divided into 46,936,908 series A shares and 20,050,850 series R shares. The total number of shares is 66,987,758. The number of shareholders at the end of the March was 48.356.

Of the merger compensation related to the merger with Veritas Non-Life Insurance of 6,800,000 shares, a further 4,468 new series A shares were registered on book-entry accounts. The inspection and registration of outstanding shares continues. The number of unregistered shares was 802,758 or 1.2% of all shares. Aktia's holding of treasury shares amounted to 467,436 shares, corresponding to 0.7% of all shares.

#### Shares

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

As at 30 March 2012, the closing price for an 'A' share was EUR 5.55 (6.80) and for an 'R' share EUR 7.73 (8.95), indicating a market value of approx. EUR 415 million for Aktia plc. The highest quotation for the 'A' share in the period was EUR 6.00 and the lowest EUR 4.90. The highest for the 'R' share was EUR 8.50 and the lowest EUR 7.13.

Average daily turnover fell for both A and R shares. Turnover for A shares was EUR 46,984 or 8,453 shares. Average daily turnover for R shares, over the 13 days they were traded, was EUR 6,530 or 844 shares.

#### Outlook and risks for 2012

#### Outlook (unchanged)

Aktia is endeavouring to grow above the market in the sectors focusing on retail customers and small companies.

In 2012, Aktia's focus is on increasing growth by strengthening customer relations, increasing sales per customer and cross-selling, and developing Internet services.

In order to strengthen profitability also costs will be cut, risks and capital will be managed.

The interest rate derivatives that temporarily lifted the net interest income (NII) to an exceptional level have matured. The high NII level from 2009–2011 is therefore not possible to repeat in a low interest rate environment.

Write-downs are expected to decrease in 2012.

The operating profit from continuing operations 2012 is expected to be lower than in 2011.

#### Risks

Aktia's financial results are 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. Changes in these factors can have an impact on demand for banking, insurance, asset management and real estate agency services.

Change in the interest rate level, yield curves and credit margins are hard to predict and can affect Aktia's interest rate margins and therefore profitability. Aktia is pursuing effective management of interest rate risks.

Any future write-downs of loans in Aktia's loan portfolio could be due to many factors, the most important of which are the general economic situation, the interest rate level, the level of unemployment and changes in 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 households in order to service some of its liquidity needs.

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

The financial crisis has resulted in many new initiatives for regulating banking and insurance businesses, which has brought uncertainty concerning future capital requirements. A change in capital requirements could affect both capitalisation needs and the need for changes in Aktia Group's structure in the coming years. The results of new regulations are likely to be higher capital requirements, sharpened competition for deposits, higher demands on long-term financing and eventually higher credit margins.

# Key figures

	1-3/2012	1-3/2011	Δ%	10-12/2011	7-9/2011	4-6/2011
Earnings per share (EPS), continuing operations, EUR	0.15	0.21	-26%	0.11	0.06	0.13
Earnings per share (EPS), discontinued operations, EUR	0.14	0.00	-	0.01	0.03	0.00
Earnings per share (EPS), EUR	0.29	0.20	45%	0.12	0.09	0.13
Equity per share (NAV) <sup>1</sup> , EUR	7.89	6.14	29%	7.01	6.90	6.43
Return on equity (ROE), %	14.3	11.9	20%	6.1	4.4	7.6
Total earnings per share, EUR	0.88	-0.37	-	0.06	0.48	0.30
Capital adequacy ratio						
(finance and insurance conglomerate) 1, %	184.9	152.6	21%	163.5	162.6	156.5
Average number of shares <sup>2</sup> , million	66.5	66.5	0%	66.5	66.5	66.5
Number of shares at the end of the period 1, million	66.5	66.5	0%	66.5	66.5	66.5
Personnel (FTEs), average number of employees from the						
beginning of the year	1,148	1,194	-4%	1 192	1 190	1 191
Banking business (incl. Private Banking)						
Cost-to-income ratio	0.68	0.63	8%	0.78	0.79	0.74
Borrowing from the public <sup>1</sup>	3,689.4	3,415.2	8%	3 645.2	3 576.2	3 492.1
Lending to the public <sup>1</sup>	7,183.8	6,660.2	8%	7 063.3	6 938.4	6 805.2
Capital adequacy ratio 1, %	18.1	16.0	13%	16.2	16.6	16.6
Tier 1 capital ratio <sup>1</sup> , %	11.3	10.3	10%	10.6	10.8	10.8
Risk-weighted commitments <sup>1</sup>	3,767.3	3,656.5	3%	3 694.0	3 643.1	3 648.6
Asset Management						
Mutual fund volume <sup>1</sup>	4,140.0	4,125.4	0%	3 613.4	3 379.2	4 147.7
Managed and brokered assets 1	7,174.6	6,921.6	4%	6 624.1	6 204.6	7 048.7
Life Insurance						
Premiums written before reinsurers' share	30.0	34.8	-14%	25.5	19.3	23.9
Expense ratio <sup>2</sup> , %	93.4	97.5	-4%	91.7	95.5	98.4
Solvency margin <sup>1</sup>	131.6	85.9	53%	117.2	116.4	96.9
Solvency ratio <sup>2</sup> , %	22.8	14.1	62%	20.7	19.2	15.9
Investments at fair value <sup>1</sup>	960.6	944.5	2%	911.6	934.1	950.0
Technical provisions for interest-related insurances <sup>1</sup>	532.3	586.8	-9%	533.4	575.5	581.1
Technical provisions for unit-linked insurances <sup>1</sup>	317.8	297.4	7%	284.8	269.6	298.5

<sup>&</sup>lt;sup>1</sup> At the end of the period <sup>2</sup> Cumulative from the beginning of the year

#### Basis of calculation

#### Earnings per share (EPS), EUR

Profit for the reporting period after taxes attributable to the shareholders of Aktia plc

Average number of shares over the reporting period (adjusted for new issue)

#### Equity per share (NAV), EUR

Equity attributable to the shareholders of Aktia plc

Number of shares at the end of the period

#### Return on equity (ROE), %

Profit for the reporting period x 100

Average equity

#### Total earnings per share (EPS), EUR

Total comprehensive income for the reporting period after taxes attributable to the shareholders of Aktia plc

Average number of shares over the reporting period (adjusted for new issue)

#### Capital adequacy ratio, % (finance and insurance conglomerate)

The total capital base of the conglomerate (equity including sector-specific assets and deductions) x 100

Minimum requirement for the conglomerate's own assets (credit institution + insurance business)

The capital base of the conglomerate is regulated by section 3 of the act governing financial and insurance conglomerates and its related degree.

#### Banking business cost/income ratio

Total operating expenses

Total operating income

#### Banking business capital adequacy ratio, %

Capital base (Tier 1 capital + Tier 2 capital) x 100

Risk-weighted commitments

The capital base is calculated in accordance with regulation 4.3a issued by the Finnish Financial Supervisory Authority.

#### Banking business Tier 1 capital ratio, %

Tier 1 capital x 100

Rsik-weighted commitments

#### Banking business risk-weighted commitments

Total assets in the balance sheet and off-balance sheet items, including derivates valued and risk-weighted in accordance with regulation 4.3 issued by the Finnish Financial Supervisory Authority.

The capital requirements for operational risks have been calculated in accordance with regulation 4.3i issued by the Finnish Financial Supervisory Authority.

#### Life insurance business expense ratio, %

(Operating costs + cost of claims paid) x 100

Total expense loadings

Total expense loadings are items which, according to acturial calculations, should cover the costs.

The operating costs do not include the re-insurers' commissions.

#### Life insurance business solvency margin

Equity after proposed distribution of profit + valuation difference between fair value of assets and their book value according to balance sheet + capital loan - activated costs for insurance and intangible assets + off-balance sheet commitments + other items

#### Life insurance business solvency ratio, %

Solvency capital x 100

 $\label{thm:constraints} \mbox{Technical provisions - equalisation provision - 75\% of provisions for unit-linked insurance}$ 

The technical provision is calculated after deduction of the re-insurers' share.

## Consolidated income statement

(EUR million)	1-3/2012	1-3/2011	Δ%	2011
Continuing operations				
Net interest income	29.6	34.2	-13%	128.6
Dividends	0.0	0.0	-12%	0.2
Commission income	19.6	19.3	1%	76.0
Commission expenses	-3.9	-3.9	1%	-15.5
Net commission income	15.7	15.4	2%	60.6
Net income from life insurance	6.2	6.2	0%	22.7
Net income from financial transactions	0.3	1.0	-71%	-14.8
Net income from investment properties	0.0	0.2	-93%	0.3
Other operating income	1.4	1.3	8%	4.4
Total operating income	53.2	58.3	-9%	201.9
Staff costs	-18.4	-18.1	2%	-73.0
IT-expenses	-6.4	-5.7	12%	-26.4
Depreciation of tangible and intangible assets	-1.8	-1.5	20%	-5.9
Other operating expenses	-9.9	-10.4	-4%	-41.2
Total operating expenses	-36.5	-35.6	2%	-146.6
Write-downs on credits and other commitments	-1.9	-3.3	-43%	-10.5
Share of profit from associated companies	-0.3	0.0	-562%	-0.1
Operating profit from continuing operations	14.5	19.2	-25%	44.8
Taxes from continuing operations	-4.1	-4.8	-14%	-10.5
Profit for the period from continuing operations	10.4	14.5	-28%	34.3
Discontinued operations				
Profit for the period from discontinued operations	9.3	-0.3	-	2.2
Profit for the period	19.7	14.2	39%	36.5
Attributable to:				
Shareholders in Aktia plc	19.5	13.4	45%	35.5
Non-controlling interest	0.3	0.7	-63%	1.0
Total	19.7	14.2	39%	36.5
Earnings per share attributable to shareholders in Aktia Plc, EUR				
Earnings per share (EPS), continuing operations, EUR	0.15	0.21	-26%	0.50
Earnings per share (EPS), discontinued operations, EUR	0.14	0.00	-	0.03
Earnings per share (EPS), EUR	0.29	0.20	45%	0.53
Earnings per share, EUR, after dilution				
Earnings per share (EPS), continuing operations, EUR	0.15	0.21	-26%	0.50
Earnings per share (EPS), discontinued operations, EUR	0.14	0.00	-	0.03
Earnings per share (EPS), EUR	0.29	0.20	45%	0.53

# Consolidated statement of comprehensive income

(EUR million)	1-3/2012	1-3/2011	Δ%	2011
Continuing operations				
Profit for the period from continuing operations	10.4	14.5	-28%	34.3
Other comprehensive income after taxes:				
Change in valuation of fair value for financial assets available for sale	41.9	-23.3	-	-5.1
Change in valuation of fair value for cash flow hedging	-3.0	-10.7	72%	-0.2
Transferred to the income statement for financial assets available for sale	5.3	-1.8	-	-3.2
Comprehensive income from items which can be transferred to the income statement	44.2	-35.7	-	-8.5
Defined benefit plan pensions				
Share-based payments	-0.2	-	-	-0.2
Comprehensive income from items which can not be transferred to the income statement	-0.2	-	-	-1.5
Total comprehensive income for the period from continuing operations	54.4	-21.2	-	24.3
Discontinued operations				
Profit for the period from discontinued operations	9.3	-0.3	-	2.2
Other comprehensive income after taxes:				
Change in valuation of fair value for financial assets available for sale	1.9	-2.2	-	4.2
Transferred to the income statement for financial assets available for sale	-6.3	0.0	-	0.4
Comprehensive income from items which can be transferred to the income statement	-4.4	-2.2	-97%	4.5
Total comprehensive income for the period from discontinued operations	4.9	-2.5	-	6.7
Total comprehensive income for the period	59.4	-23.7	-	31.0
Total comprehensive income attributable to:				
Shareholders in Aktia plc	58.8	-24.8	-	30.6
Non-controlling interest	0.5	1.1	-49%	0.4
Total	59.4	-23.7	-	31.0
Total earnings per share attributable to shareholders in Aktia Plc, EUR				
Total earnings per share, continuing operations, EUR	0.81	-0.33	-	0.36
Total earnings per share, discontinued operations, EUR	0.07	-0.04	-	0.10
Total earnings per share, EUR	0.88	-0.37	-	0.46
Total earnings per share, EUR, after dilution				
Total earnings per share, continuing operations, EUR	0.81	-0.33	-	0.36
Total earnings per share, discontinued operations, EUR	0.07	-0.04	-	0.10
Total earnings per share, EUR	0.88	-0.37	-	0.46

## Consolidated balance sheet

(EUR million)	31.3.2012	31.12.2011	Δ%	31.3.2011
Assets				
Cash and balances with central banks	220.4	475.0	-54%	262.6
Financial assets reported at fair value via the income statement	0.7	1.9	-64%	13.6
Interest-bearing securities	2,588.7	2,509.7	3%	2,958.8
Shares and participations	87.8	109.4	-20%	126.2
Financial assets available for sale	2,676.5	2,619.1	2%	3,085.0
Financial assets held until maturity	19.3	20.0	-4%	20.7
Derivative instruments	309.3	300.6	3%	150.0
Lending to credit institutions	131.0	88.8	48%	68.6
Lending to the public and public sector entities	7,183.8	7,063.3	2%	6,660.2
Loans and other receivables	7,314.8	7,152.1	2%	6,728.9
Investments for unit-linked provisions	318.3	286.7	11%	298.6
Investments in associated companies	20.4	3.5	488%	4.6
Intangible assets	14.0	17.3	-19%	12.4
Investment properties	18.6	24.6	-24%	24.1
Other tangible assets	6.7	7.6	-12%	9.1
Accrued income and advance payments	85.4	83.5	2%	83.9
Other assets	45.4	26.6	71%	54.4
Total other assets	130.8	110.1	19%	138.3
Income tax receivables	3.4	22.3	-85%	5.4
Deferred tax receivables	2.2	13.0	-83%	18.0
Tax receivables	5.6	35.3	-84%	23.4
Assets classified as held for sale	2.2	2.2	0%	0.7
Total assets	11,057.6	11,056.1	0%	10,772.1
Liabilities	077.0	1.111.0	120/	707.0
Liabilities to credit institutions	977.0	1,111.9	-12%	797.0
Liabilities to the public and public sector entities	3,689.4	3,645.2	1%	3,415.2
Deposits  Deposits	4,666.4	4,757.2	-2%	4,212.3
Debt securities issued	157.6 3,763.1	156.0 3,800.1	1% -1%	131.1 3,331.9
Subordinated liabilities	251.6	258.7	-1%	254.4
Other liabilities to credit institutions		353.5		
	486.0		37%	1,115.9
Other liabilities to the public and public sector entities  Other financial liabilities	65.1	51.7	26%	13.7
	4,565.9	4,464.0 533.4	2% 0%	4,715.9
Technical provisions for interest-related insurances	532.3			586.8
Technical provisions for unit-linked insurances  Technical provisions for non-life insurances	317.8	284.8	12%	297.4
1	-	123.3	1.00/	135.3
Technical provisions	850.2	941.5	-10%	1,019.5
Accrued expenses and income received in advance	118.9	106.9	11%	102.4
Other liabilities	66.2	52.1	27%	82.4
Total other liabilities	185.1	159.0	16%	184.8
Income tax liabilities		2.0	270/	10.9
	3.4	2.6	27%	10.5
Deferred tax liabilities	3.4 45.6	51.8	-12%	44.1
Deferred tax liabilities  Tax liabilities				44.1
	45.6	51.8	-12%	
Tax liabilities	45.6 49.0	51.8 54.4	-12% -10%	44.1 55.0
Tax liabilities Liabilities for assets classified as held for sale	45.6 49.0 0.2	51.8 54.4 0.2	-12% -10% -3%	44.1 55.0 0.2
Tax liabilities Liabilities for assets classified as held for sale  Total liabilities  Equity	45.6 49.0 0.2 <b>10,474.3</b>	51.8 54.4 0.2 <b>10,532.3</b>	-12% -10% -3% -1%	44.1 55.0 0.2 <b>10,318.8</b>
Tax liabilities Liabilities for assets classified as held for sale  Total liabilities  Equity  Restricted equity	45.6 49.0 0.2 <b>10,474.3</b>	51.8 54.4 0.2 <b>10,532.3</b>	-12% -10% -3% -1%	44.1 55.0 0.2 <b>10,318.8</b> 88.4
Tax liabilities Liabilities for assets classified as held for sale  Total liabilities  Equity  Restricted equity Unrestricted equity	45.6 49.0 0.2 <b>10,474.3</b> 162.8 362.2	51.8 54.4 0.2 <b>10,532.3</b> 123.2 342.8	-12% -10% -3% -1% 32% 6%	44.1 55.0 0.2 <b>10,318.8</b> 88.4 319.6
Tax liabilities Liabilities for assets classified as held for sale  Total liabilities  Equity  Restricted equity Unrestricted equity Shareholders' share of equity	45.6 49.0 0.2 <b>10,474.3</b> 162.8 362.2 525.0	51.8 54.4 0.2 <b>10,532.3</b> 123.2 342.8 466.0	-12% -10% -3% -1%  32% 6% 13%	44.1 55.0 0.2 <b>10,318.8</b> 88.4 319.6 408.0
Tax liabilities Liabilities for assets classified as held for sale  Total liabilities  Equity  Restricted equity  Unrestricted equity	45.6 49.0 0.2 <b>10,474.3</b> 162.8 362.2	51.8 54.4 0.2 <b>10,532.3</b> 123.2 342.8	-12% -10% -3% -1% 32% 6%	44.1 55.0 0.2 <b>10,318.8</b> 88.4 319.6

# Consolidated statement of changes in equity

		Other						Non-controlling	
		restricted	Fund at fair	Fund for share-	Unrestricted	Retained	Shareholders	interests' share	
(EUR million)	Share capital	equity	value	based payments	equity reserve	earnings	share of equity	of equity	Total equity
Equity as at 1 January 2011	93.9	10.3	22.5	0.8	72.7	253.0	453.0	44.3	497.3
Dividends to shareholders						-19.9	-19.9		-19.9
Profit for the period						13.4	13.4	0.7	14.2
Financial assets available for sale			-27.3				-27.3	0.1	-27.2
Cash flow hedging			-10.9				-10.9	0.2	-10.7
Total comprehensive income for the period			-38.2			13.4	-24.8		-23.7
Other change in equity		-0.2					-0.2	0.0	-0.2
Equity as at 31 March 2011	93.9	10.0	-15.7	8.0	72.7	246.4	408.0	45.4	453.4
Equity as at 1 January 2012	93.9	10.3	19.1	0.2	72.7	269.9	466.0	57.7	523.8
Profit for the period						19.5	19.5	0.3	19.7
Financial assets available for sale			42.6				42.6	0.2	42.8
Cash flow hedging			-3.1				-3.1	0.1	-3.0
Defined benefit plan pensions							0.0		0.0
Share-based payments						-0.2	-0.2		-0.2
Total comprehensive income for the period			39.5			19.3	58.8	0.5	59.4
Other change in equity				0.2			0.2	0.0	0.2
Equity as at 31 March 2012	93.9	10.3	58.6	0.4	72.7	289.2	525.0	58.3	583.3

## Consolidated cash flow statement

(EUR million)	1-3/2012	1-3/2011	Δ%	2011
Cash flow from operating activities				
Operating profit *)	23.6	18.8	26%	47.0
Adjustment items not included in cash flow for the period	-6.0	5.4	-	26.4
Unwinded cash flow hedging	9.1	-	-	17.6
Paid income taxes	16.7	-7.0	-	-37.2
Cash flow from operating activities before change in operating receivables and liabilities	43.5	17.2	153%	53.8
Increase (-) or decrease (+) in receivables from operating activities	-406.3	116.6	-	254.2
Increase (+) or decrease (-) in liabilities from operating activities	90.3	-139.8	-	-92.7
Total cash flow from operating activities	-272.6	-6.0	-	215.4
Cash flow from investing activities				
Financial assets held until maturity	0.7	0.7	0%	1.4
Investments in group companies and associated companies	0.0	-	-	-0.4
Proceeds from sale of group companies and associated companies	30.4	0.3	-	0.4
Investment in tangible and intangible assets	-1.7	-3.6	54%	-12.7
Disposal of tangible and intangible assets	0.2	0.7	-69%	3.0
Total cash flow from investing activities	29.6	-1.9	-	-8.4
Cash flow from financing activities				
Subordinated liabilities	-7.1	-1.5	-363%	1.5
Share issue of Aktia Real Estate Mortgage Bank Plc to the non-controlling interest	_	_	-	13.5
Divestment of own shares	-	_	_	0.2
Paid dividends	_	_	-	-19.9
Total cash flow from financing activities	-7.1	-1.5	-363%	-4.8
Change in cash and cash equivalents	-250.1	-9.5	-	202.2
Cash and cash equivalents at the beginning of the year	481.7	279.5	72%	279.5
Cash and cash equivalents at the end of the period	231.6	270.0	-14%	481.7
Cash and cash equivalents in the cash flow statement consist of the following items:				
Cash in hand	8.1	8.5	-5%	9.5
Insurance operation's cash and bank	0.8	4.6	-84%	8.7
Bank of Finland current account	211.5	249.5	-15%	456.8
Repayable on demand claims on credit insitutions	11.2	7.4	51%	6.6
Total	231.6	270.0	-14%	481.7
Adjustment items not included in cash flow consist of:				
Impairment of financial assets available for sale	1.0	0.4	155%	4.3
Write-downs on credits and other commitments	2.1	3.6	-43%	11.3
Change in fair values	1.3	0.1	918%	4.4
Depreciation and impairment of intangible and tangible assets	1.9	1.7	10%	6.9
Share of profit from associated companies	0.7	0.4	99%	0.4
Sales gains and losses from intangible and tangible assets	-10.5	-0.1	-	2.5
Unwinded cash flow hedging	-2.4	_	-	-2.5
Other adjustments	0.0	-0.7	000/	-0.8
Other adjustments	0.0	-0.7	98%	-0.0

<sup>\*)</sup> Includes operating profit from both continuing and discontinued operations

# Quarterly trends in the Group

(EUR million)	1-3/2012	10-12/2011	7-9/2011	4-6/2011	1-3/2011
Continuing operations					
Net interest income	29.6	30.3	31.1	33.0	34.2
Dividends	0.0	0.1	0.0	0.0	0.0
Net commission income	15.7	14.8	14.0	16.3	15.4
Net income from life insurance	6.2	3.9	7.1	5.6	6.2
Net income from financial transactions	0.3	-0.6	-11.9	-3.3	1.0
Net income from investment properties	0.0	-0.2	0.2	0.1	0.2
Other operating income	1.4	1.3	0.9	0.9	1.3
Total operating income	53.2	49.6	41.4	52.6	58.3
Staff costs	-18.4	-19.3	-16.0	-19.6	-18.1
IT-expenses	-6.4	-6.9	-7.1	-6.6	-5.7
Depreciation of tangible and intangible assets	-1.8	-1.5	-1.4	-1.4	-1.5
Other operating expenses	-9.9	-11.1	-9.1	-10.7	-10.4
Total operating expenses	-36.5	-38.8	-33.6	-38.5	-35.6
Write-downs on credits and other commitments	-1.9	-4.1	-1.1	-1.9	-3.3
Share of profit from associated companies	-0.3	-0.1	0.1	-0.1	0.0
Operating profit from continuing operations	14.5	6.6	6.8	12.1	19.2
Taxes from continuing operations	-4.1	0.8	-3.3	-3.2	-4.8
Profit for the period from continuing operations	10.4	7.5	3.5	8.9	14.5
Discontinued operations					
Profit for the period from discontinued operations	9.3	0.4	2.1	0.0	-0.3
Profit for the period	19.7	7.9	5.5	8.9	14.2
Attributable to:					
Shareholders in Aktia plc	19.5	7.8	5.7	8.5	13.4
Non-controlling interest	0.3	0.1	-0.2	0.4	0.7
Total	19.7	7.9	5.5	8.9	14.2
Earnings per share attributable to shareholders in Aktia Plc, EUR			0	0.4-	0.5
Earnings per share (EPS), continuing operations, EUR	0.15	0.11	0.06	0.13	0.21
Earnings per share (EPS), discontinued operations, EUR	0.14	0.01	0.03	0.00	0.00
Earnings per share (EPS), EUR	0.29	0.12	0.09	0.13	0.20
Earnings per share, EUR, after dilution					
Earnings per share (EPS), continuing operations, EUR	0.15	0.11	0.06	0.13	0.21
Earnings per share (EPS), discontinued operations, EUR	0.14	0.01	0.03	0.00	0.00
Earnings per share (EPS), EUR	0.29	0.12	0.09	0.13	0.20

# Quarterly trends of comprehensive income

(EUR million)	1-3/2012	10-12/2011	7-9/2011	4-6/2011	1-3/2011
Continuing operations					
Profit for the period from continuing operations	10.4	7.5	3.5	8.9	14.5
Other comprehensive income after taxes:					
Change in valuation of fair value for financial assets available for sale	41.9	-2.2	13.0	7.4	-23.3
Change in valuation of fair value for cash flow hedging	-3.0	-0.3	8.8	2.0	-10.7
Transferred to the income statement for financial assets available for sale	5.3	-0.5	-1.1	0.1	-1.8
Defined benefit plan pensions	-	-1.3	-	-	-
Share-based payments	-0.2	-0.2	-	-	-
Total comprehensive income for the period from continuing operations	54.4	2.9	24.1	18.4	-21.2
Discontinued operations					
Profit for the period from discontinued operations	9.3	0.4	2.1	0.0	-0.3
Other comprehensive income after taxes:					
Change in valuation of fair value for financial assets available for sale	1.9	0.1	5.1	1.1	-2.2
Transferred to the income statement for financial assets available for sale	-6.3	0.0	0.0	0.4	0.0
Total comprehensive income for the period from discontinued operations	4.9	0.5	7.2	1.5	-2.5
Total comprehensive income for the period	59.4	3.4	31.4	20.0	-23.7
Total comprehensive income attributable to:					
Shareholders in Aktia plc	58.8	3.9	31.7	19.8	-24.8
Non-controlling interest	0.5	-0.5	-0.3	0.2	1.1
Total	59.4	3.4	31.4	20.0	-23.7
Total earnings per share attributable to shareholders in Aktia Plc, EUR					
Total earnings per share, continuing operations, EUR	0.81	0.05	0.37	0.27	-0.33
Total earnings per share, discontinued operations, EUR	0.07	0.01	0.11	0.02	-0.04
Total earnings per share, EUR	0.88	0.06	0.48	0.30	-0.37
Total earnings per share, EUR, after dilution					
Total earnings per share, continuing operations, EUR	0.81	0.05	0.37	0.27	-0.33
Total earnings per share, discontinued operations, EUR	0.07	0.01	0.11	0.02	-0.04
Total earnings per share, EUR	0.88	0.06	0.48	0.30	-0.37

#### NOTES TO THE INTERIM REPORT

# NOTE 1 BASIS FOR PREPARING THE INTERIM REPORT AND KEY ACCOUNTING PRINCIPLES

#### BASIS FOR PREPARING THE INTERIM REPORT

Aktia plc's consolidated financial statements are 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 2012 has been prepared in accordance with IAS 34 "Interim Financial Reporting". The interim report does not contain all the information required for an annual report and should therefore be read together with the Group's annual report as of 31 December 2011.

The interim report for the period 1 January – 31 March 2012 was approved by the Board of Directors on 10 May 2012.

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

#### KEY ACCOUNTING PRINCIPLES

In preparing the interim report the Group has followed the accounting principles applicable to the annual report of 31 December 2011.

There were no new or revised IFRSs or interpretations from IFRIC that had any effect on the Group's result, financial position or explanatory notes in the period 1 January – 31 March 2012.

Aktia plc sold 51% of its shares in Aktia Non-Life Insurance Company Ltd to Folksam Sak and 15% of its shares to the Veritas Pension Insurance Company Ltd on 29 February 2012. With effect from 1 March 2012, Aktia Non-Life Insurance Company Ltd is an associated company of Aktia plc, which holds 34% of the shares.

In the consolidated income statement, the non-life insurance business' income and expenses, including taxes, have been reported in the profit for the period from discontinued operations, both for the current period and for the comparative period in 2011. The consolidated income statement for 2011 has been recalculated to reflect reporting in 2012 of discontinued operations. The non-life insurance business' balance sheet items are included in the consolidated balance sheet for the comparative period in 2011. The Group's segment reporting has been changed and no longer includes the previous Non-Life Insurance segment.

The share of the Group's common costs paid by Aktia Non-Life Insurance Company Ltd to Aktia plc in the period and the comparative period has been reported against the Group's operating expenses.

Note 2. Group's segment reporting

Income statement	<b>Banking Business</b>	ısiness	Asset Management	gement	Life Insurance	ė.	Non-life Insurance*	ırance*	Miscellaneous	ns	Eliminations		Group total	
(EUR million)	1-3/2012	1-3/2011	1-3/2012	1-3/2011	1-3/2012	1-3/2011	1-3/2012	1-3/2011	1-3/2012	1-3/2011	1-3/2012	1-3/2011	1-3/2012	1-3/2011
Net interest income	28.8	33.3	1.1	0.8	1	1	1	1	-0.4	0.0	0.1	0.1	29.6	34.2
Net commission income	10.5	11.3	5.1	4.4	1	1	1	1	1.3	4:1	-1.3	-1.6	15.7	15.4
Net income from life insurance	1	1	1	1	6.4	6.4	1	1	1	1	-0.2	-0.2	6.2	6.2
Other income	1.0	3.7	0.1	0.1	1	1	1	1	1.8	1.1	-1.2	-2.4	1.7	2.5
Total operating income	40.4	48.3	6.3	5.3	6.4	6.4	1	1	2.8	2.4	-2.7	-4.1	53.2	58.3
Staff costs	-9.3	-10.4	-1.9	-1.9	-1.3	-1.3	1	1	-5.7	-4.3	-0.1	-0.1	-18.4	-18.1
IT-expenses	-3.5	-3.2	-0.4	-0.2	-0.2	-0.3	ı	1	-2.2	-2.0	ı	1	-6.4	-5.7
Depreciation of tangible and intan-														
gible assets	-0.5	9.0-	-0.1	-0.1	-0.2	-0.2	1	1	-1.0	9.0-	1	1	-1.8	-1.5
Other operating expenses	-14.1	-14.8	-1.5	-1.5	-1.5	-1.7	1	1	5.0	5.3	2.2	2.4	6.6-	-10.4
Total operating expenses	-27.5	-29.0	-4.0	-3.7	-3.2	-3.5	1	1	-3.8	-1.7	2.0	2.3	-36.5	-35.6
Write-downs on credits and other														
commitments	-1.9	-3.3	1	1	ı	1	1	1	1	1	1	1	-1.9	-3.3
Share of profit from associated														
companies	ı	1	1	1	1	1	1	1	1	1	-0.3	0.0	-0.3	0.0
Operating profit from continuing														
operations	11.0	16.0	2.3	1.5	3.2	2.9	1	1	-1.1	0.7	-1.0	-1.8	14.5	19.2
Balance sheet	<b>Banking Business</b>	ısiness	Asset Management	gement	Life Insurance	ie	Non-life Insurance *	ırance *	Miscellaneous	sn	Eliminations		Group total	
(EUR million)	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011
Cash and balances with central banks	219.5	466.2	0.1	0.1	11.3	12.9	1	11.2	ı	1	-10.5	-15.3	220.4	475.0

Balance sheet	<b>Banking Business</b>	ısiness	<b>Asset Management</b>	gement	Life Insurance	ce	Non-life Insurance *	ırance *	Miscellaneous	ns	Eliminations		Group total	
(EUR million)	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011	31.3.2012	31.12.2011
Cash and balances with central banks	219.5	466.2	0.1	0.1	11.3	12.9	1	11.2	1	1	-10.5	-15.3	220.4	475.0
Financial assets reported at fair value														
via the income statement	ı	1	I	1	0.7	0.1	1	1	I	1	ı	ı	0.7	1.9
Financial assets available for sale	2 053.4	1 876.1	6.0	1.4	629.9	630.2	ı	124.1	0.5	0.0	-8.2	-12.7	2 676.5	2 619.1
Loans and other receivables	7 281.6	7 139.9	172.7	74.7	1	1	1	1	0.3	0.1	-139.7	-62.7	7 314.8	7 152.1
Investments for unit-linked provisions	1	ı	1	1	318.3	286.7	ı	1	1	1	1	ı	318.3	286.7
Other assets	519.9	499.1	9.3	7.3	41.8	22.5	1	48.9	410.9	365.9	-455.1	-422.7	526.9	521.1
Total assets	10 074.5	9 981.3	182.9	83.6	1 002.0	954.3	1	184.2	411.7	366.1	-613.5	-513.4	11 057.6	11 056.1
Deposits	4 221.9	4 596.3	539.2	185.8	ı	ı	ı	1	3.7	1.6	-98.5	-26.5	4 666.4	4 757.2
Debt securities issued	3 771.3	3 812.8	ı	1	1	1	ı	1	ı	1	-8.2	-12.7	3 763.1	3 800.1
Technical provision for insurance														
business	ı	1	1	1	850.2	818.2	ı	118.5	ı	ı	ı	4.8	850.2	941.5
Other liabilities	1 167.7	1 087.2	9.8	14.0	23.7	19.5	1	21.0	228.6	70.8	-235.3	-179.0	1 194.6	1 033.5
Total liabilities	9 160.9	9 4 9 6.4	549.1	199.8	873.8	837.7	1	139.5	232.4	72.4	-341.9	-213.5	10 474.3	10 532.3

\*) The Group's segment reporting has been changed and does not include the previous segment Aktia Non-life Insurance. Balance sheet items of Aktia Non-life Insurance are included in the balance sheet for the comparing period 2011.

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

Hedging derivative instruments (EUR million)

	Total nominal	Assets,	Liabilities,
31.3.2012	amount	fair value	fair value
Fair value hedging			
Interest rate-related	4,084.0	176.8	34.3
Total	4,084.0	176.8	34.3
Cash flow hedging			
Interest rate-related	430.0	8.3	0.0
Total	430.0	8.3	0.0
Derivative instruments valued via the income statement			
Interest rate-related *)	5,691.8	120.7	119.4
Currency-related	53.0	0.3	0.7
Equity-related **)	96.5	2.4	2.4
Other derivative instruments **)	22.4	0.8	0.8
Total	5,863.8	124.3	123.3
Total derivative instruments			
Interest rate-related	10,205.8	305.7	153.6
Currency-related	53.0	0.3	0.7
Equity-related	96.5	2.4	2.4
Other derivative instruments	22.4	0.8	0.8
Total	10,377.8	309.3	157.6

#### Hedging derivative instruments

(EUR million)

31.3.2011	Total nominal amount	Assets, fair value	Liabilities, fair value
Fair value hedging	amount	iali value	iali value
Interest rate-related	4,068.5	39.1	52.2
Total	4,068.5	39.1	52.2
iotai	4,000.5	37.1	32.2
Cash flow hedging			
Interest rate-related	960.0	30.3	0.4
Total	960.0	30.3	0.4
Derivative instruments valued via the income statement			
Interest rate-related *)	7,653.5	74.0	72.4
Currency-related	139.9	0.7	0.4
Equity-related **)	106.6	4.9	4.9
Other derivative instruments **)	4.2	0.9	0.9
Total	7,904.3	80.5	78.5
Total derivative instruments			
Interest rate-related	12,682.0	143.5	125.0
Currency-related	139.9	0.7	0.4
Equity-related	106.6	4.9	4.9
Other derivative instruments	4.2	0.9	0.9
Total	12,932.8	150.0	131.1

<sup>\*)</sup> Interest-linked derivatives include interest rate hedging provided for local banks which after back-to-back hedging with third parties amounted to EUR 5.356.0 (7.307.0) million.

<sup>\*\*)</sup> All equity-related and other derivative instruments relate to the hedging of structured debt products.

#### Off-balance sheet commitments

(EUR million)	31.3.2012	31.12.2011	31.3.2011
Commitments provided to a third party on behalf of the customers			
Guarantees	41.2	42.2	48.8
Other commitments provided to a third party	6.2	3.3	4.0
Irrevocable commitments provided on behalf of customers			
Unused credit arrangements	408.2	415.3	599.2
Other commitments provided to a third party	3.8	5.2	8.7
Off-balance sheet commitments	459.4	466.1	660.7

#### NOTE 4. GROUP'S RISK EXPOSURE

#### The Bank Group's capital adequacy

(EUR million) 3/2012 12/2011 3/2011 9/2011 6/2011 Tier 1 capital 427.1 392.6 393.4 393.1 378.3 254.5 Tier 2 capital 210.3 213.4 206.4 205.5 Capital base 681.6 599.1 603.7 606.5 583.8 Risk-weighted amount for credit and counterpart risks 3,395.0 3,321.6 3,294.4 3,300.0 3,307.8 Risk-weighted amount for market risks<sup>1</sup> Risk-weighted amount for operational risks 372.3 372.3 348.6 348.6 348.6 **Risk-weighted commitments** 3,767.3 3,694.0 3,643.1 3,648.6 3,656.5 Capital adequacy ratio, % 18.1 16.2 16.6 16.6 16.0 Tier 1 Capital ratio, % 11.3 10.6 10.8 10.8 10.3 301.4 295.5 291.4 291.9 Minimum capital requirement 292.5 380.2 291.3 Capital buffer (difference between capital base and minimum requirement) 303.5 312.3 314.6

<sup>1)</sup> No capital requirement due to minor trading book and when total of net currency positions are less than 2% of capital base.

					(EUR million)
	3/2012	12/2011	9/2011	6/2011	3/2011
Share capital	163.0	163.0	163.0	163.0	163.0
Funds	74.5	44.6	44.6	44.6	44.6
Non-controlling interest	58.3	57.7	58.2	58.6	45.4
Retained earnings	100.0	96.2	95.9	95.9	95.4
Profit for the period	8.8	24.7	22.4	16.9	10.5
J. provision for dividends to shareholders	-5.3	-21.3	-15.8	-10.5	-5.3
Capital loan	30.0	30.0	30.0	30.0	30.0
Total	429.3	394.9	398.3	398.4	383.6
/. intangible assets	-2.2	-2.3	-4.9	-5.3	-5.2
Tier 1 capital	427.1	392.6	393.4	393.1	378.3
Fund at fair value	2.9	-34.9	-31.5	-28.1	-28.7
Upper Tier 2 loans	45.0	45.0	45.0	45.0	45.0
Lower Tier 2 loans	206.6	196.3	196.7	196.5	189.2
Tier 2 capital	254.5	206.4	210.3	213.4	205.5
Total capital base	681.6	599.1	603.7	606.5	583.8

#### The Bank Group's risk-weighted exposures

Total exposures 3/2012 (EUR million)

		Off-balance sheet	
Risk-weight	Balance sheet assets	commitments	Total
0%	935.4	20.6	956.0
10%	1,256.3	-	1,256.3
20%	779.5	186.0	965.5
35%	5,661.2	74.0	5,735.1
50%	0.6	-	0.6
75%	555.0	99.4	654.3
100%	579.2	77.2	656.4
150%	23.2	0.8	24.0
Total	9,790.4	458.0	10,248.3
Derivatives *)	374.4	-	374.4
Total	10,164.7	458.0	10,622.7

Risk-weighted exposures					(EUR million)
Risk-weight	3/2012	12/2011	9/2011	6/2011	3/2011
0%	-	-	-	-	-
10%	125.6	105.1	103.8	103.2	110.4
20%	163.9	146.6	158.9	191.6	227.7
35%	1,990.4	1,943.7	1,898.3	1,857.3	1,811.6
50%	0.3	0.3	0.4	0.4	-
75%	437.2	450.9	458.0	465.7	470.3
100%	614.5	601.8	616.6	624.7	637.0
150%	35.3	40.1	30.1	31.3	21.2
Total	3,367.3	3,288.4	3,266.0	3,274.3	3,278.2
Derivatives *)	27.7	33.2	28.4	25.7	29.6
Total	3,395.0	3,321.6	3,294.4	3,300.0	3,307.8

<sup>\*)</sup> derivative agreements credit conversion factor

In its capital adequacy measurement to determine the exposure's risk weight, Aktia applies credit ratings by Moody's Investors Service or Standard & Poor's to receivables from central governments and central banks, credit institutions, investment firms, corporates and covered bonds. The risk weight for bank exposures and bonds secured by real estate is determined by the credit rating of the country where the institution is located.

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

							(EU	JR million)
Year	2011	2010	2009	3/2012	12/2011	9/2011	6/2011	3/2011
Gross income	187.8	208.5	199.4					
- average 3 years	198.6							
Capital requirement for operational risk				29.8	29.8	27.9	27.9	27.9
Risk-weighted amount				372.3	372.3	348.6	348.6	348.6

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 %.

#### The finance and insurance conglomerate's capital adequacy

				(E	UR million)
Summary	3/2012	12/2011	9/2011	6/2011	3/2011
Tier 1 capital for the group	500.8	479.6	470.7	467.1	445.7
Sector-specific items	287.7	234.9	237.4	222.1	205.5
Intangible assets and other reductions	-156.1	-154.8	-155.8	-153.7	-127.7
Conglomerate's total capital base	632.3	559.7	552.3	535.5	523.5
Capital requirement for banking business	304.0	296.2	292.3	294.4	295.0
Capital requirement for insurance business	37.9	46.2	47.3	47.9	48.1
Minimum amount for capital base	341.9	342.4	339.6	342.2	343.0
Conglomerate's capital adequacy	290.4	217.3	212.7	193.3	180.5
Capital adequacy ratio, %	184.9%	163.5%	162.6%	156.5%	152.6%

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.

#### NOTE 5. NET INTEREST INCOME

(EUR million)	1-3/2012	1-3/2011	Δ %	2011
Deposits and lending	15.3	14.9	3%	63.0
Hedging, interest rate risk management	7.2	11.0	-34%	34.8
Other	7.1	8.3	-14%	30.7
Net interest income	29.6	34.2	-13%	128.6

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 booked as a part of "Other net interest income".

#### NOT 6 GROSS LOANS AND WRITE-DOWNS

(EUR million)	31.3.2012	31.12.2011
Gross loans	7,247.5	7,126.6
Individual write-downs	-49.5	-49.2
Of which made to non-performing loans past due at least 90 days	-42.7	-39.2
Of which made to other loans	-6.9	-10.0
Write-downs by group	-14.1	-14.0
Net loans, balance amount	7,183.8	7,063.3

#### NOTE 7. NET INCOME FROM LIFE INSURANCE

(EUR million)	1-3/2012	1-3/2011	Δ%	2011
Income from insurance premiums	29.9	34.8	-14%	103.0
Net income from investments	7.7	7.5	2%	26.1
Insurance claims paid	-21.7	-22.2	2%	-92.6
Net change in technical provisions	-9.7	-13.8	30%	-13.8
Net income from life insurance	6.2	6.2	0%	22.7

Helsinki 10 May 2012

AKTIA PLC

The Board of Directors

**TRANSLATION** 

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

# REPORT ON REVIEW OF THE INTERIM REPORT OF AKTIA P.L.C. AS OF AND FOR THE THREE MONTHS PERIOD ENDING MARCH 31, 2012

#### INTRODUCTION

We have reviewed the balance sheet as of 31 March 2012, the income statement, the statement of comprehensive income, the statement of changes in equity and the cash flow statement of Aktia 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 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 entity's financial position as at 31 March 2012 and the 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 10 May 2012

KPMG Oy Ab

Jari Härmälä

**Authorized Public Accountant** 

6.8.2012 Interim report January-June 2012

8.11.2012 Interim report January-September 2012



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