



ANNUAL GENERAL MEETING OF AKTIA

CEO's overview

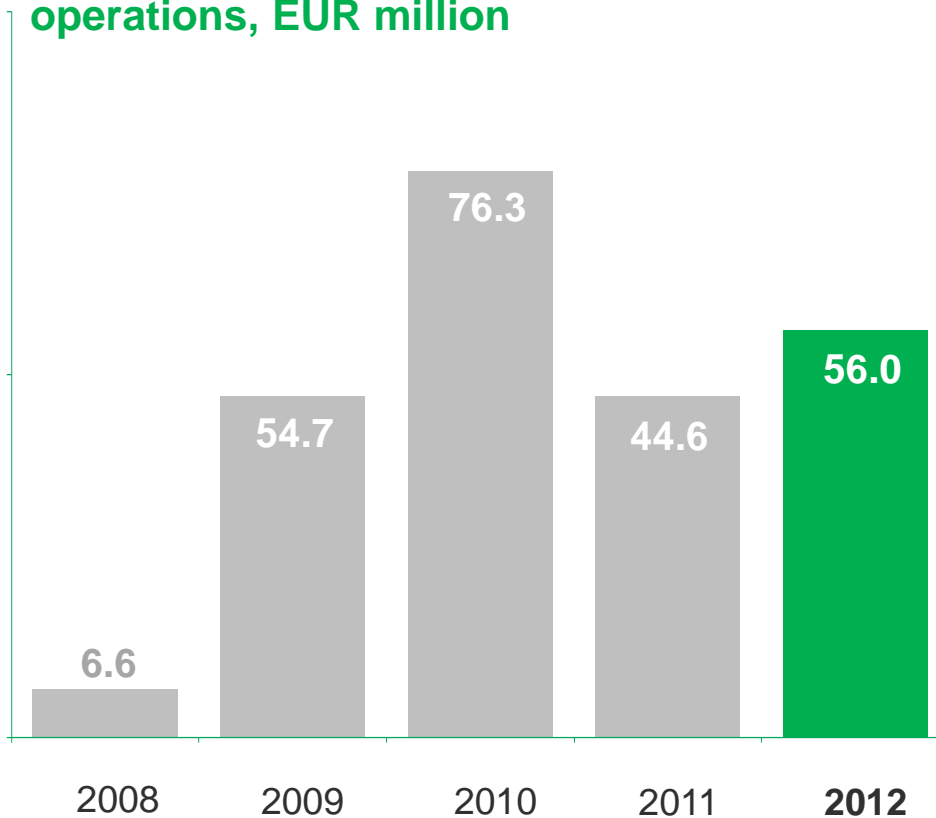
Aktia

We see a person in every customer

2012 – Aktia made a good result

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Operating profit from continuing operations, EUR million

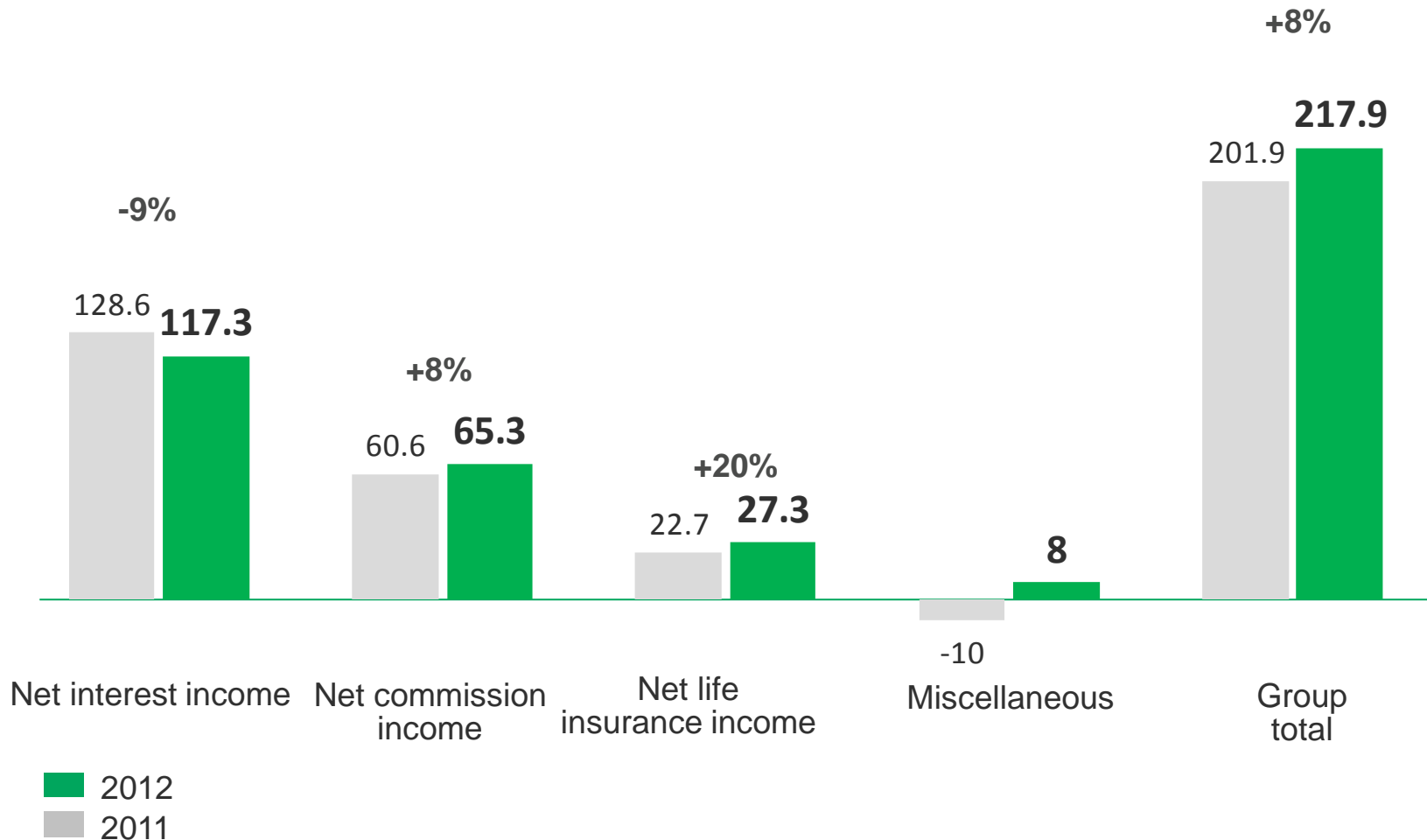


- Sales increased strongly
- All operative segments improved results
- Capital adequacy strengthened
- Earnings per share increased to EUR 0.74 (0.53)
- Higher dividend of EUR 0.36 (0.30) + return of capital of EUR 0.14 from the sale of the non-life insurance company

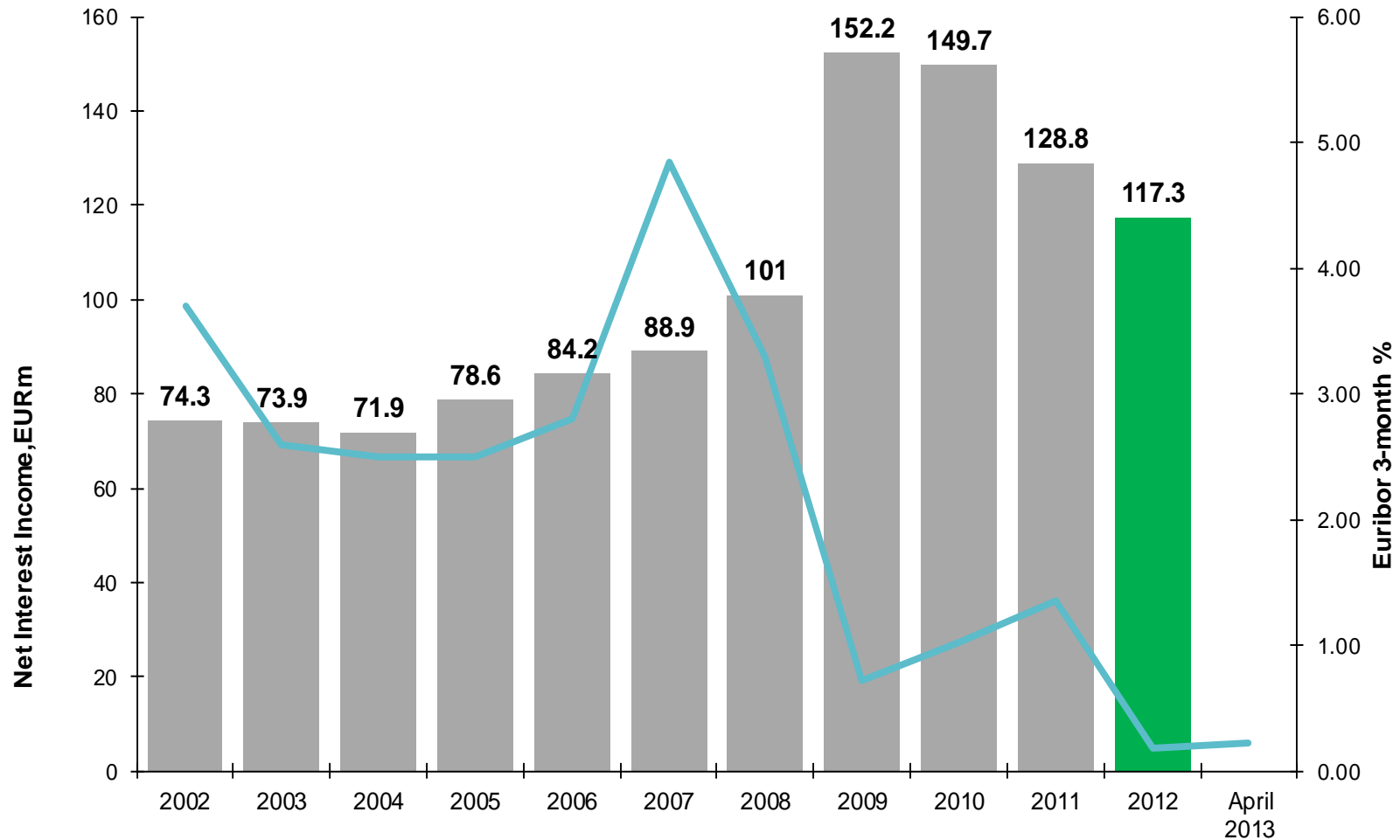
Income (EUR million)

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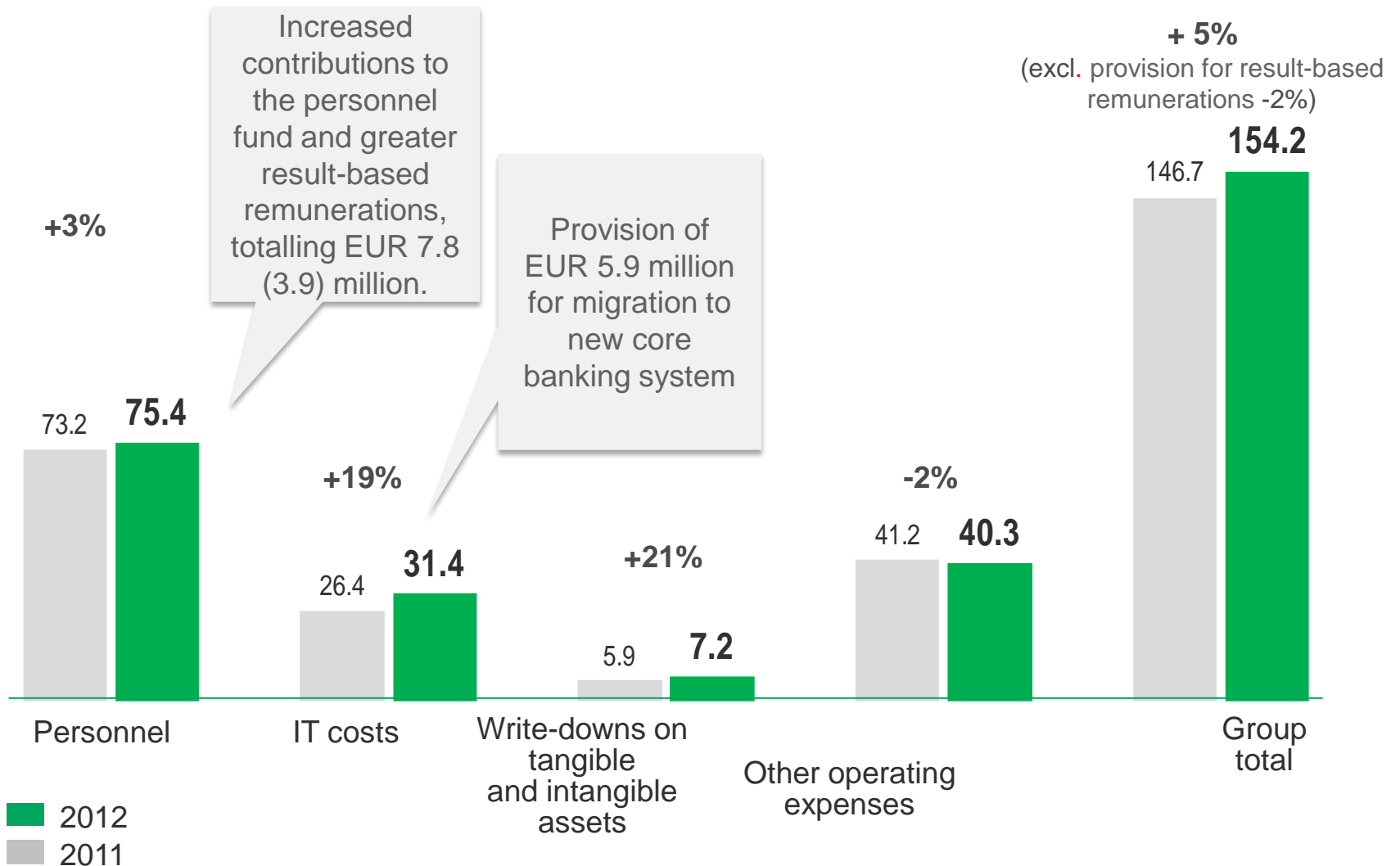
Improved net interest income and net income from life insurance



Net interest income vs. Euribor 3 months Aktia

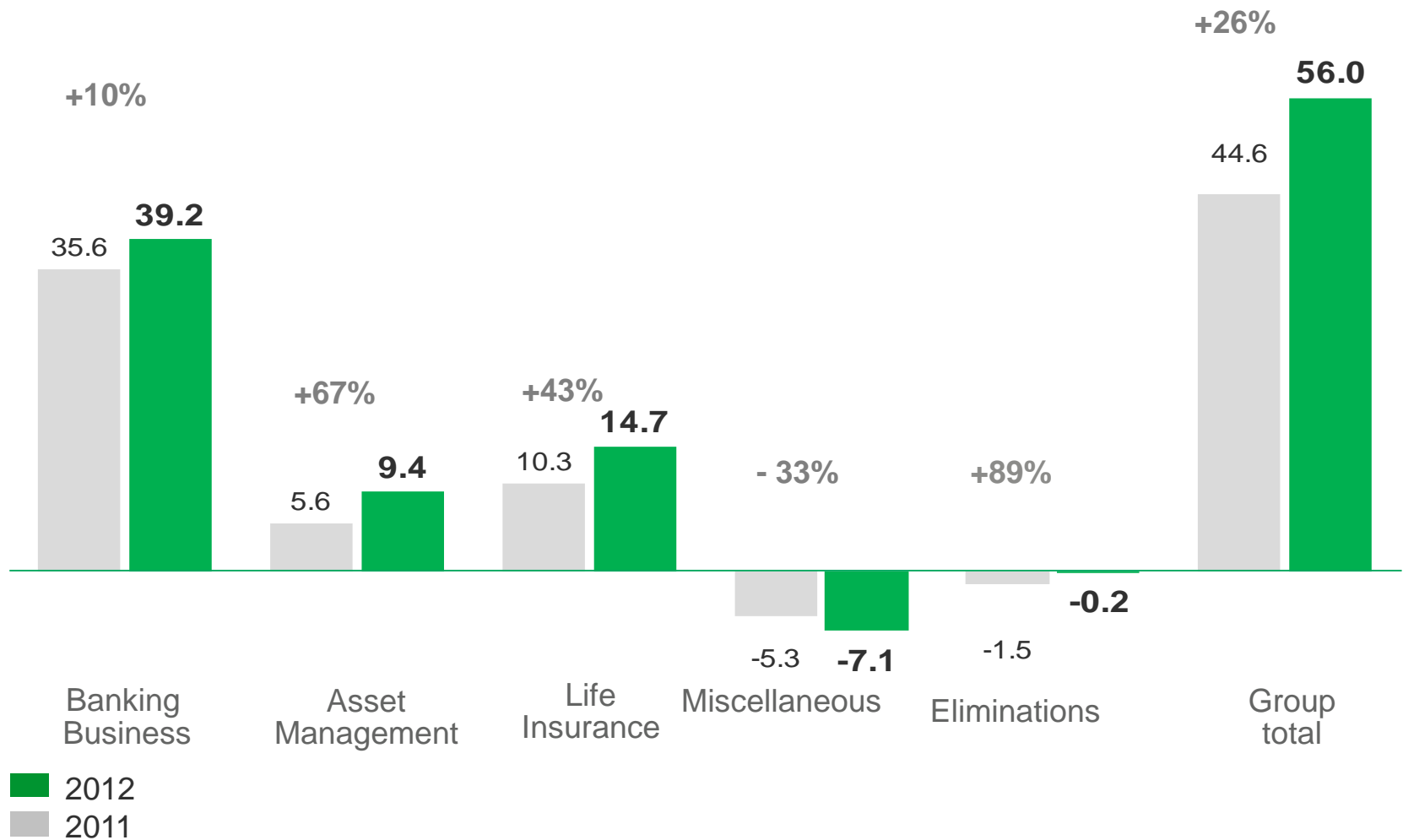


Increase of expenses slowed down (EUR million)



The segments' contribution to the operating profit

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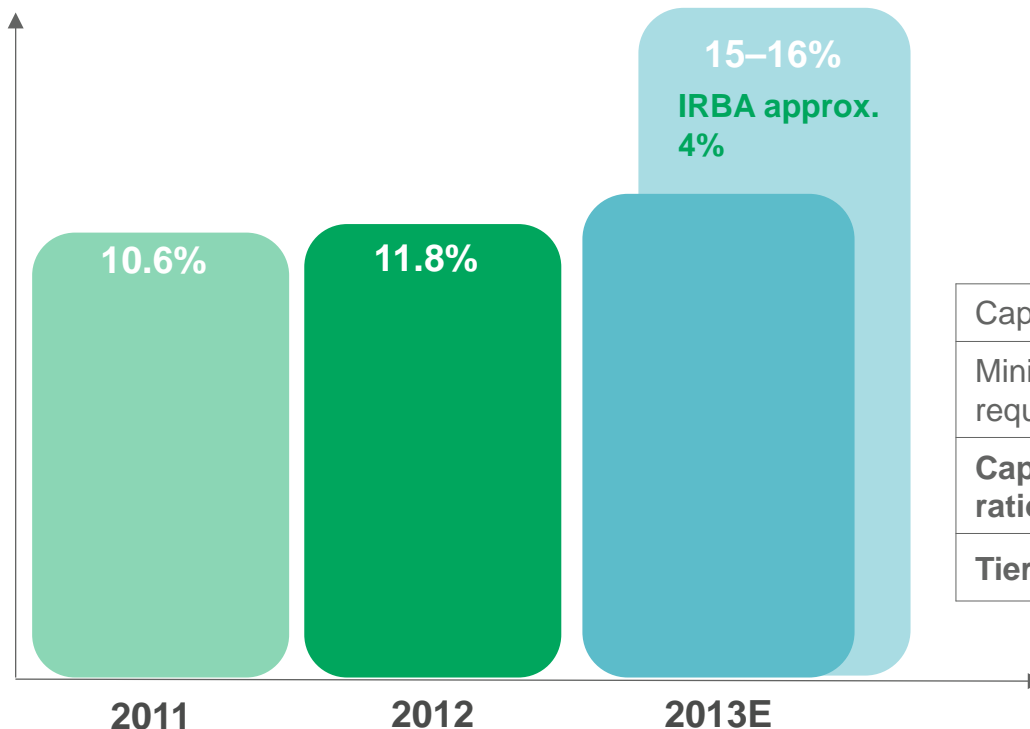


The Bank's capital adequacy

IRBA application submitted in August 2011

and is reviewed by Financial Supervisory Authority.

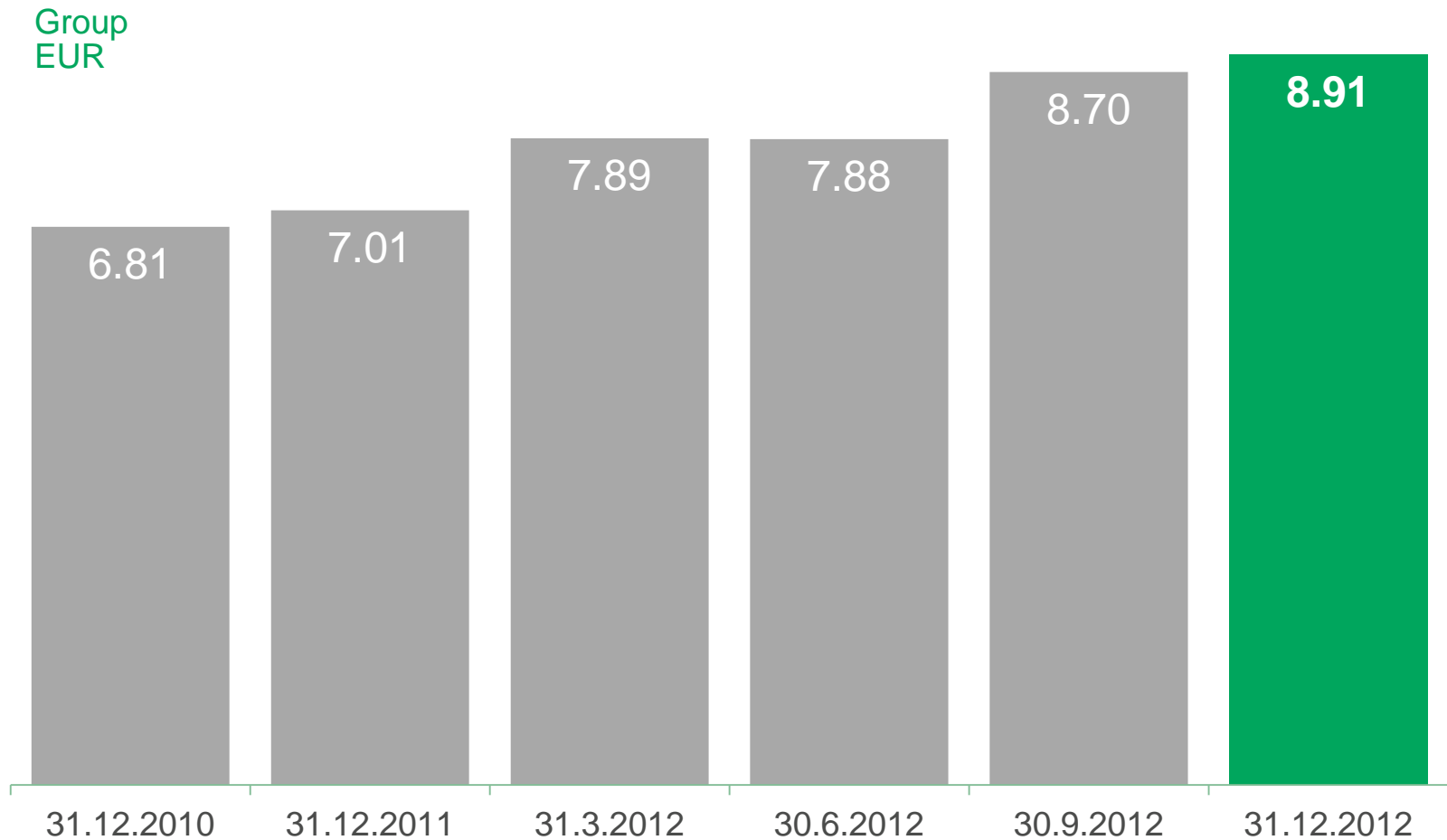
IRBA is expected to increase Tier 1 capital ratio by approx. 4%-units



	31.12.2012	31.12.2011
Capital buffer	441.3	303.5
Minimum capital requirements	288.9	295.5
Capital adequacy ratio, %	20.2%	16.2%
Tier 1 capital ratio, %	11.8%	10.6%

Equity per share (NAV)

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The Board of Directors proposes an higher dividend of EUR 0.36 (0.30) per share

- Corresponds to a pay-out ratio of 49%

Further, a return of capital of EUR 0.14 per share is proposed

- Sales gains from divestment of the non-life insurance company

Total dividend of EUR 0.50 per share

Banks are lifting charges and reducing personnel!?

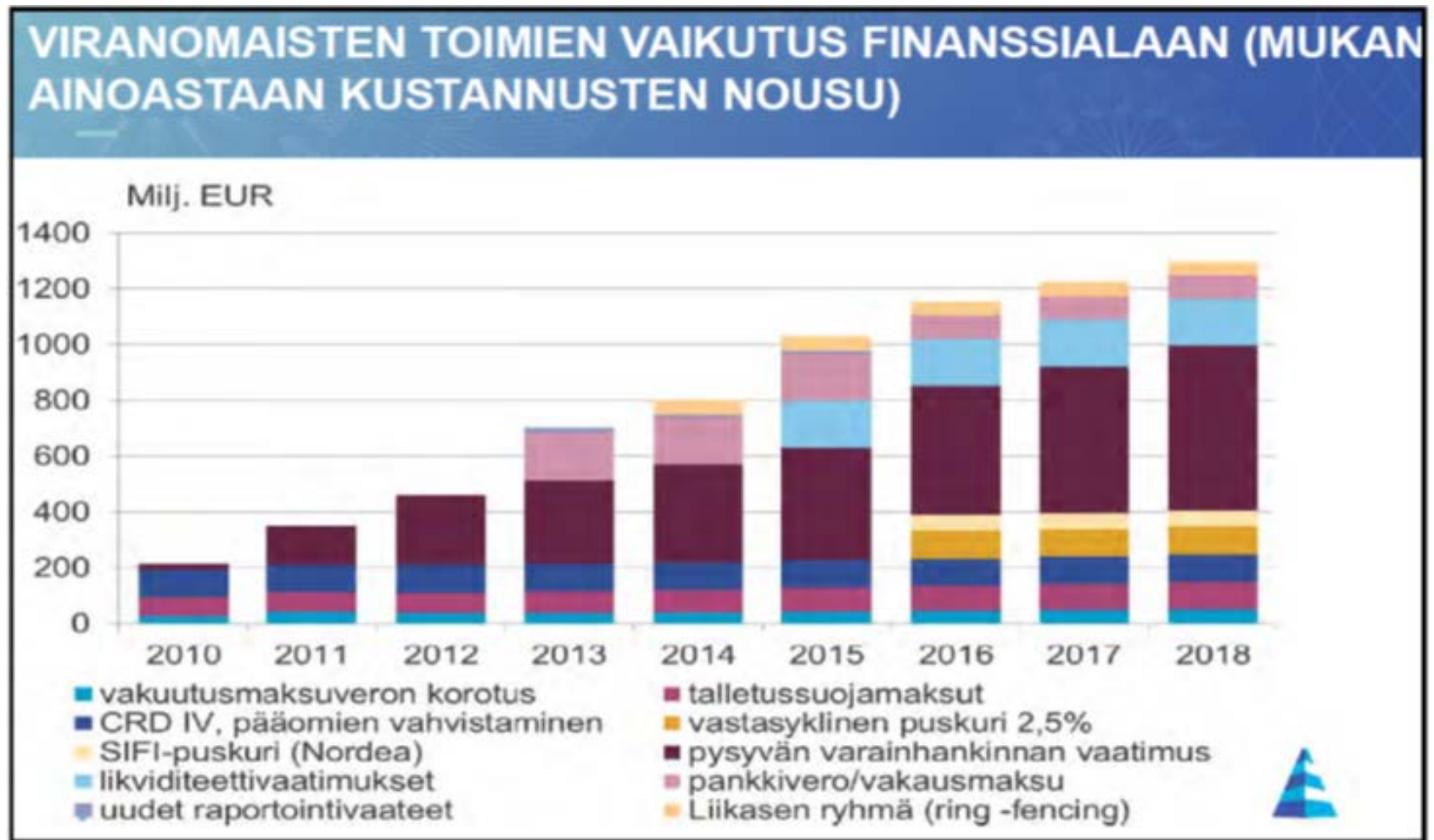
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Regulatory costs

Total financial sector

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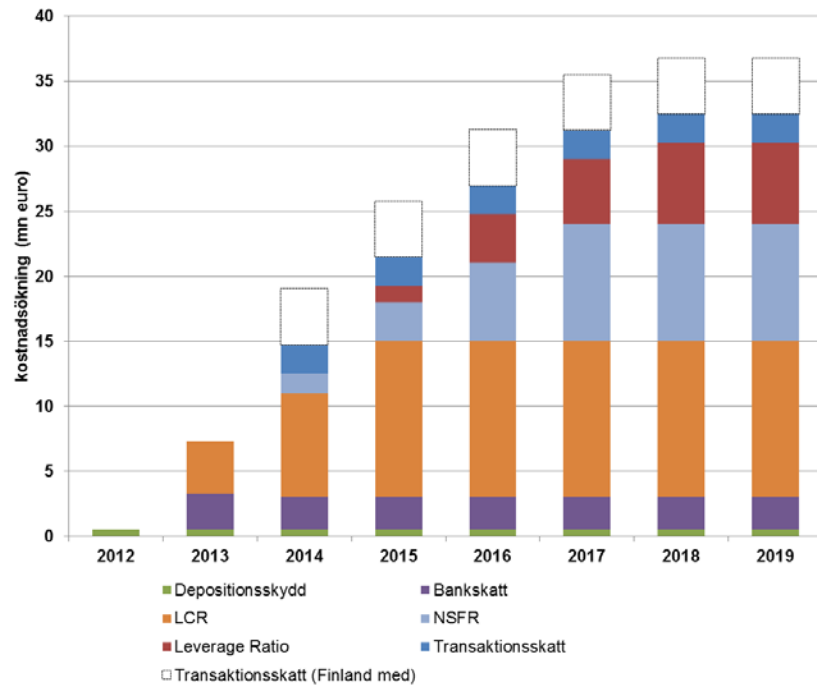
Consequences of the new Basel III regulation



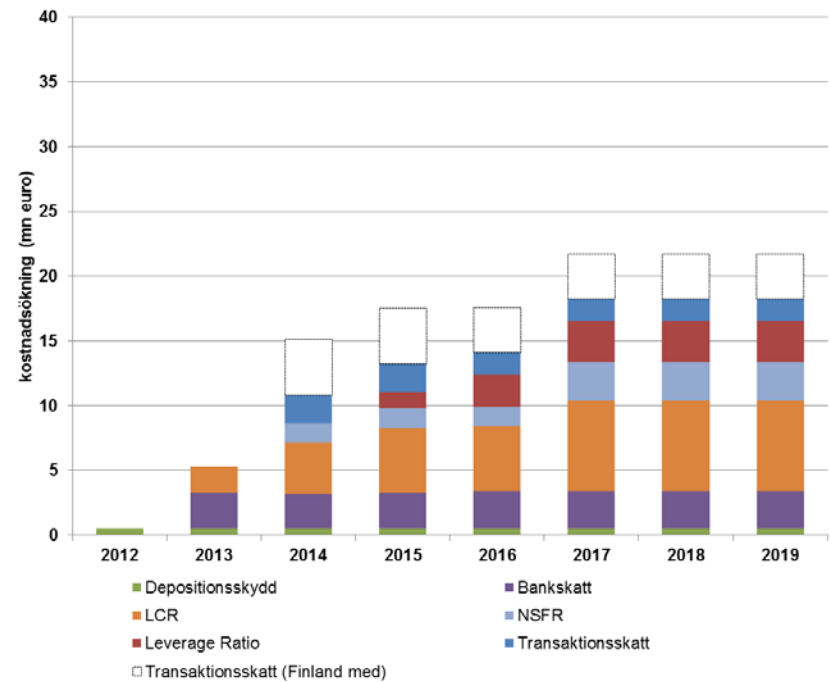
Regulatory costs

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Aktia's current model of operations



Aktia according to objectives





AKTIA 2013

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We see a person in every customer

Action plan 2015

Resources focused on core operations

- Use credit capacity for our own customers instead of binding it up in cooperation with local banks

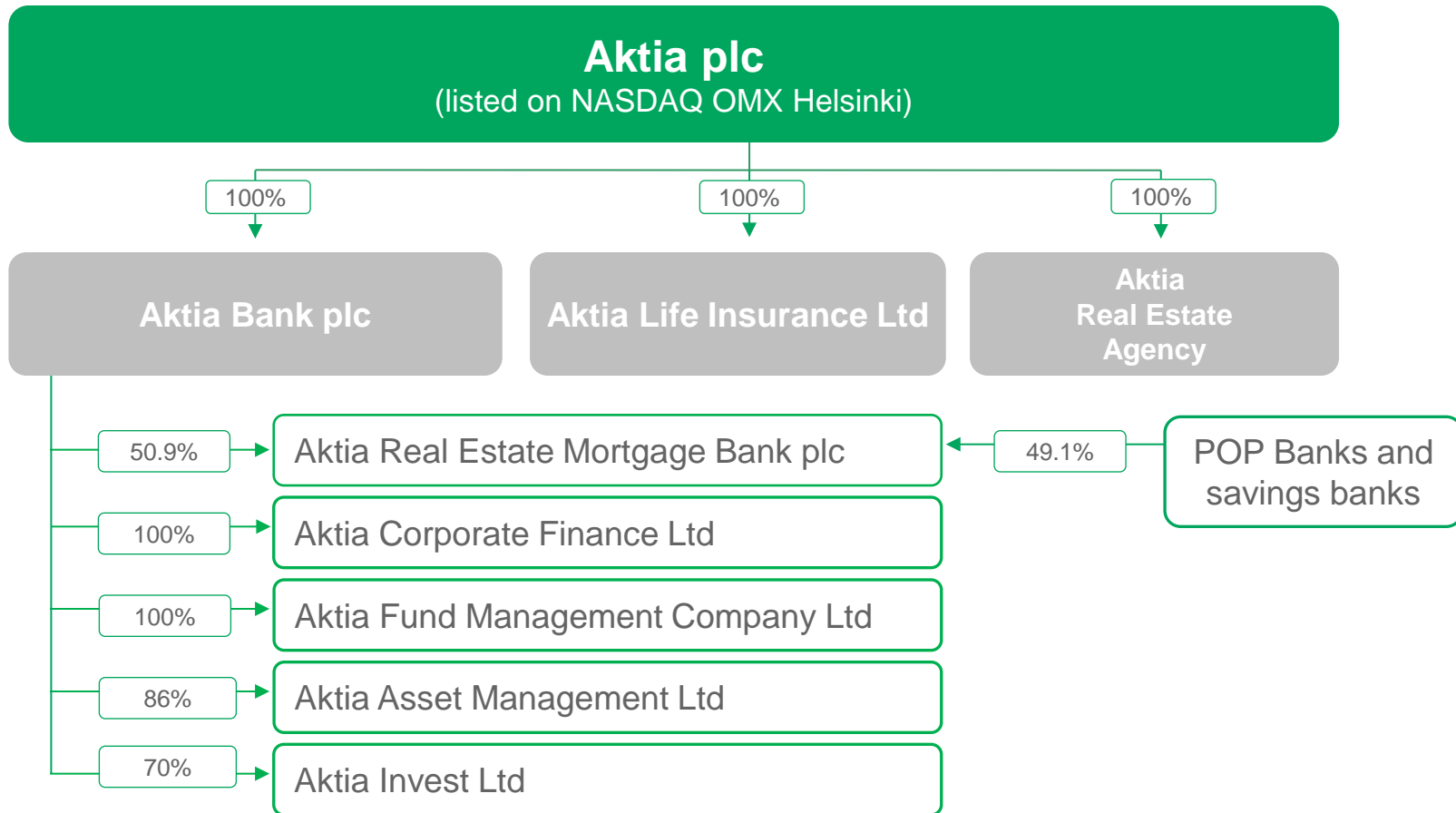
Simplified group structure and modernised IT systems to enable lower costs

Aktia terminates services as central credit institution

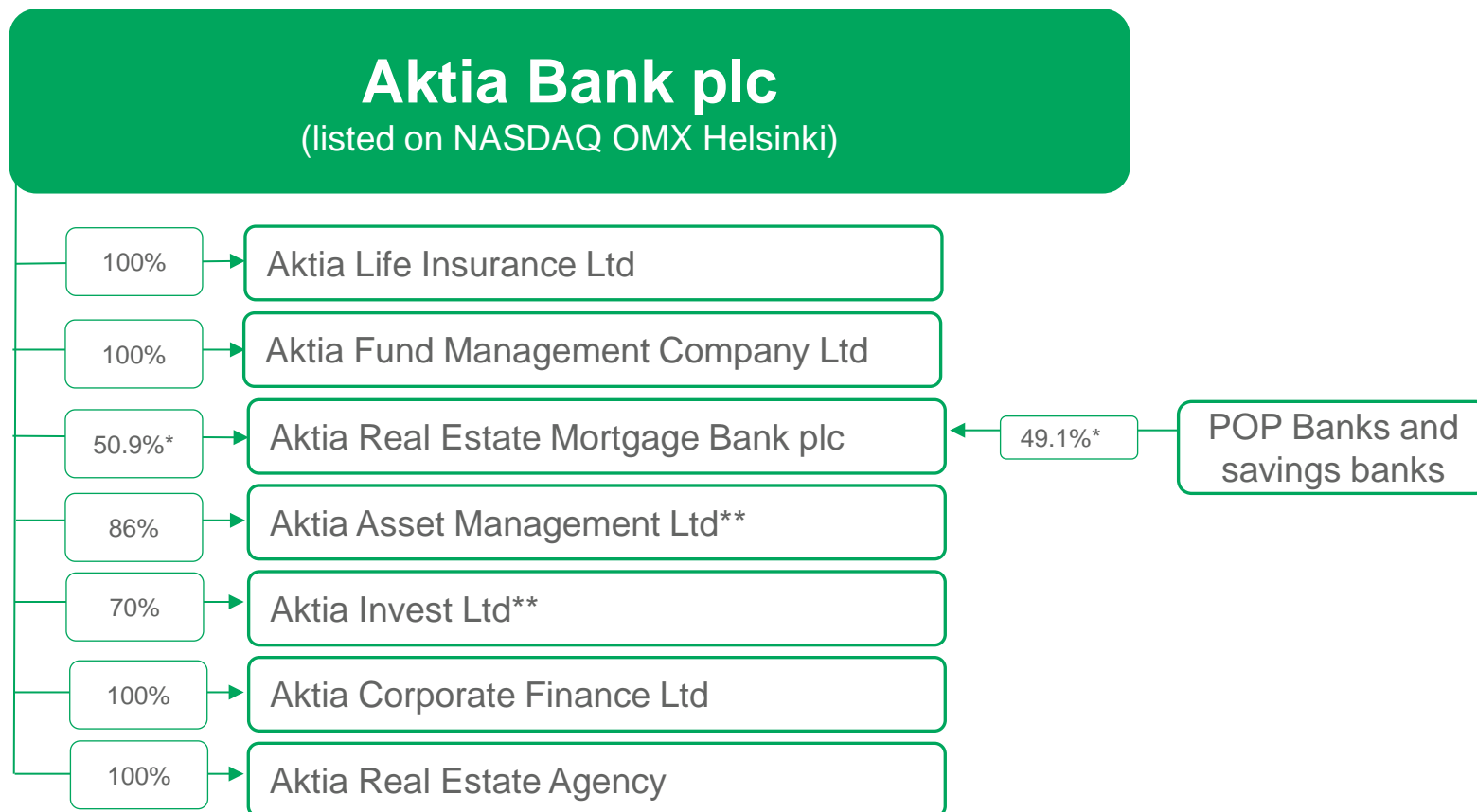
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- **Future Basel III regulation would have increased costs for cooperation with local banks by more than EUR 10 million p.a.**
 - Somewhat negative impact on Aktia's rating (due to Aktia's smaller role in Finnish banking system)
 - Current earnings from cooperation with local banks approx. EUR 2–3 million p.a.

Simplifying legal structure



Group structure as of 1.7.2013

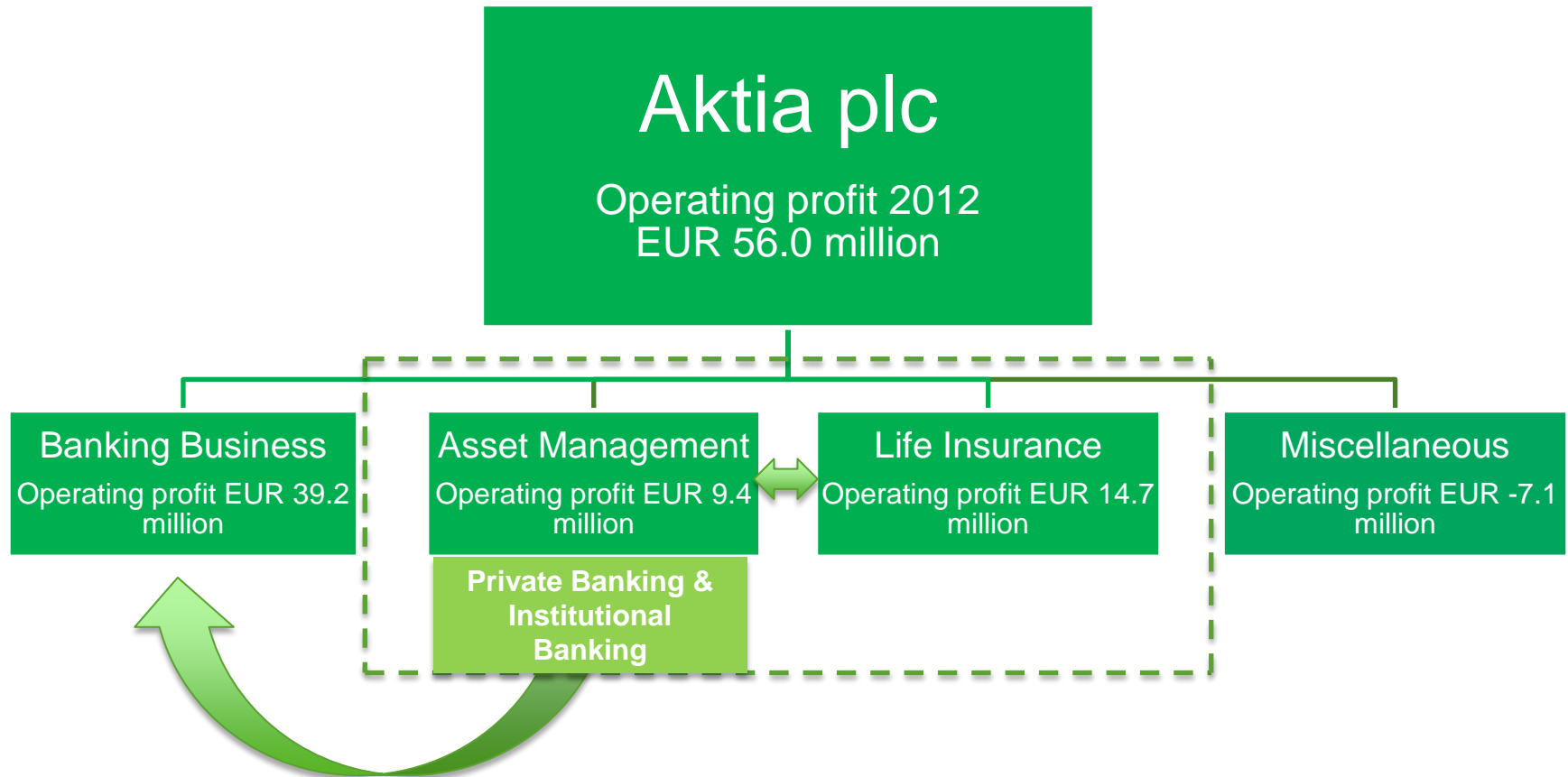


* of share capital Aktia Bank holds 70% of votes.

**minority shares used as incentives for key personnel

The segments Asset Management and Life Insurance are combined

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Investments in IT

New core banking system

- **Large on-off investment of EUR 25 million**
- **Cuts annual IT costs as of 2015 by approx. EUR 5 million, and enables savings in processes of the same size**

Continued development of online bank

Objectives for 2013–2015

Growth

Increase the cross-selling index by 20%
Increase commission income by 5% p.a.

Profitability

Expenses -5 % p.a.

Capital adequacy

Tier 1 capital ratio at least 13 % over an economic cycle

Dividend pay-out

Dividend pay-out 40–60% of profit after taxes

Best customer service in Finland

Increased customer closeness and further improved customer service

Summary

- Aktia increases sales
- Cost-cuts to be accelerated in 2013
- Despite the low interest rate level and one-off costs from implementing the 2015 plan of action, the Group's operating profit from continuing operations for 2013 is expected to reach approximately the 2012 level.



Aktia

We see a person in every customer