

# Interim report for FöreningsSparbanken (Swedbank) January – June 2002 August 23, 2002

## Operating profit amounted to SEK 3,612 M

## First half year 2002 in summary:

- Operating profit amounted to SEK 3,612 M (4,360)
- The return on equity was 12.5 percent (16.2)
- Earnings per share amounted to SEK 4.34 (5.31)
- Net interest income rose to SEK 7,733 M (7,520)
- Net commission income decreased to SEK 2,956 M (3,068)
- Net profit on financial operations decreased to SEK 70 M (621)
- Expenses were largely unchanged at SEK 6,899 M (6,883)
- The personnel reduction program raised costs by SEK 100 M
- Loan losses amounted to SEK 868 M (645)
- Continued positive trend in household deposits in Sweden, market share for new savings rose to 26.7 percent (12.3)
- Market share for new savings<sup>1)</sup> on the Swedish market, net, rose to 17.1 percent (13.0)
- Spintab's mortgage lending remains strong
- Acquisition of 33.3 percent of First Securities in Norway

## **Group profit**

The Group's operating profit for the first half of 2002 amounted to SEK 3,612 M (4,360). Profit was affected positively by higher deposit and lending volumes as well as commission income from payment operations, while stock market-related income declined due to falling stock prices and lower market volume. Swedbank Markets' income from fixed income trading - and currency trading in particular - declined substantially during the second quarter, due in part to the rapid decline in the U.S. dollar against the Swedish krona. Expenses were largely unchanged. Loan losses rose compared with the first six months of 2001 but for the last three quarters they have remained on the same level.

The return on equity was 12.5 percent (16.2), while earnings per share amounted to SEK 4.34 (5.31). The loan loss level was 0.25 percent (0.20).

## Income

The Group's total income in the first half of 2002 decreased by 4 percent compared with the first half of 2001 and amounted to SEK 11,462 M (11,886). Net interest income rose slightly, while net profit on financial operations declined substantially and net commission income decreased slightly.

Income in the second quarter amounted to SEK 5,591 M compared with 5,871 the first quarter 2002. Net interest income rose, net commission income was unchanged while net profit on financial operations declined substantially due to negative results from Swedbank Markets' fixed income and currency trading.

1) New sales of select savings products: Deposits from household customers, mutual funds and unit-linked insurance regardless of customer category, retail bonds and equity linked bonds.

#### Net interest income

The Group's net interest income amounted to SEK 7,733 M (7,520) during the first half year. Net interest income in FI-Holding and Hansabank rose by SEK 231 M, due primarily to volume growth. Continued strong volume growth for Spintab's mortgage lending raised net interest income by slightly more than SEK 100 M. Increased deposits in the Swedish branch operations also raised net interest income by slightly more than SEK 100 M, while lower deposit margins affected net interest income negatively by slightly more than SEK 200 M.

Net interest income amounted to SEK 3,908 M in the second quarter, compared with SEK 3,825 M in the first quarter of 2002.

#### Dividends received

During the first half year dividends received amounted to SEK 87 M (133). The decrease is due to a lower dividend from OM in 2002, among other things.

#### **Net commission income**

Net commission income for the period January - June 2002 amounted to SEK 2,956 M (3,068). Net commission income from payment services continued to develop strongly, rising by SEK 85 M. Due to lower market volume and declining stock prices, brokerage commissions fell by SEK 99 M and asset management commissions by SEK 127 M.

Net commission income amounted to SEK 1,479 M in the second quarter, compared with SEK 1,477 M in the first quarter of 2002.

## Net profit on financial operations

Net profit on financial operations amounted to SEK 70 M (621). Profit from stock trading declined by SEK 76 M, while profit from trading in fixed income securities and other financial instruments fell SEK 125 M. Income from foreign exchange declined by SEK 351 M.

During the second quarter financial operations produced a net loss of SEK -173 M, compared with a corresponding profit of SEK 243 M during the first quarter of the year. The substantially lower income level was primarily attributable to negative exchange-rate changes.

#### Other income

Other income during the first half year amounted to SEK 616 M (544). The first quarter of 2002 included a capital gain of SEK 85 M on the sale of the branch operations in Gällivare to Sparbanken Nord.

## **Expenses**

Expenses for the first half of 2002 were largely unchanged at SEK 6,899 M (6,883). Expenses in the Swedish operations declined by 1 percent or SEK 76 M, from SEK 5,837 M to SEK 5,761 M. The increase in other parts of the Group is due primarily to the acquisition of Lithuania's LTB, now Hansa LTB, in June 2001.

## Staff costs affected by personnel reduction program

Staff costs amounted to SEK 3,515 M (3,208). The increase is due to contractual wage increases and Hansabank's acquisition of LTB. During the second quarter a personnel reduction program was initiated in the Swedish operations. The program, which will lead to the elimination of approximately 500 employees during the next two-year period, is primarily geared toward early retirement. The cost is estimated at SEK 300 M. The program will lead to a reduction in staff costs of SEK 100 M in 2003 and SEK 200 M annually beginning in 2004, when it is expected to have its full impact. The cost-effect of the personnel reduction program was an increase by SEK 100 M for the second quarter.

#### Change in the number of employees

Number of Group employees in terms of full-time positions.

	June 30	<b>Dec 31</b>	<b>Dec 31</b>
	2002	2001	2000
Total number of employees	15,711	16,068	13,002
Of whom Hansabank	6,083	6,387	3,180

## IT expenses

IT expenses include all development and production expenditures as well as computer equipment service costs and depreciation. IT expenses for the first half year, after deducting IT-related income from partly owned banks and independent savings banks, amounted to SEK 1,119 M (1,258). The corresponding expense in the Swedish operations was SEK 974 M (1,161).

### Other expenses

Other expenses – i.e. other administrative expenses, depreciation of tangible fixed assets and amortization of goodwill – amounted to SEK 3,384 M (3,675) during the period. Computer, consulting and marketing expenses all decreased.

#### Loan losses

The loan loss level was 0.25 percent (0.20) during the first half year. Loan losses amounted to SEK 868 M (645), of which FI-Holding and Hansabank accounted for SEK 42 M (51). Of the loan losses, SEK 567 M (402) related to collective provisions for claims assessed individually, which reflects the Group's conservative provisioning policy. A specification of loan losses and claims is provided in Notes 3 and 4.

## Share of profit/loss of associated companies

The share of profit/loss of associated companies for the first half of 2002 was SEK - 83 M (2). The share of SpareBank 1 Gruppen's loss was SEK - 117 M (-25). The larger loss was due to, among other things, the bearish Norwegian stock market, which led to a significant decline in the value of the assets in the group's insurance operations. The share of Marakanda's loss amounted to

SEK - 60 M (- 69), including amortization of goodwill of SEK 42 M. The share of profit from Aktia was SEK 27 M (37). Aktia's operating profit was 32 percent lower than the corresponding period a year earlier. Net interest income decreased despite volume gains and expenses for staff and new technology rose.

### Tax expense 28 percent

Consolidated profit before tax amounted to SEK 3,574 M (4,304) and the tax expense was SEK 997 M (1,166), or an effective tax rate of 28 percent (27).

## **Interest rate risk**

An increase in market interest rates of one percentage point as of June 30, 2002 would have reduced the value of the Group's interest-bearing assets and liabilities, including derivatives, by SEK 527 M (854). The decrease in value of positions in SEK would have been SEK 349 M (591) and positions in foreign currency SEK 178 M (263). The Group's interest rate risk in foreign currency is primarily in the foreign subsidiaries Hansabank and FI-Holding. An interest rate increase of one percentage point would have reduced the Group's net profit on financial operations by SEK 158 M (242) as of June 30, 2002.

The Group also holds positions in inflation-indexed instruments denominated in SEK, which a one-percent increase in real interest rates would have reduced in value by SEK 3 M (6) as of June 30, 2002, which would affect reported net profit on financial operations.

The comparative figures refer to March 31, 2002.

## **Capital adequacy**

The capital adequacy ratio, which is calculated for the financial companies group, amounted to 10.9 percent (11.3) on June 30, 2002, of which the primary capital ratio was 7.0 percent (7.1). Market risks as a share of the total capital adequacy ratio amounted to 0.6 percentage points (0.7).

The risk-weighted amount for credit risks rose during the first half year to SEK 528 billion (515). The increase is attributable primarily to higher lending by Spintab and Hansabank.

The risk-weighted amount for market risks declined by SEK 4 billion during the first half year to approximately SEK 29 billion. The decrease in the risk-weighted amount for market risks was due mainly to a change in maturity structure and a smaller holding of interest-bearing securities in FI-Holding as well as the lower market value of foreign exchange-related derivatives in Swedbank Markets owing to a stronger Swedish krona.

The comparative figures refer to December 31, 2001.

## **Specification of capital adequacy**

	June 30	<b>Dec 31</b>	June 30
SEK M	2002	2001	2001
Primary capital	39,224	38,938	37,346
Supplementary capital	25,675	26,813	25,679
Less shares, etc.	- 5,365	- 5,300	- 5,292
Expanded portion of capital base	1,144	1,292	230
Capital base	60,678	61,743	57,963
Risk-weighted amount for credit risks	528,038	514,743	514,206
Risk-weighted amount for market risks	29,052	33,054	32,197
Total risk-weighted amount	557,090	547,797	546,403
Capital adequacy ratio, %	10.9	11.3	10.6
Primary capital ratio, %	7.0	7.1	6.8

As of June 30, 2002 the FöreningsSparbanken financial companies group included the FöreningsSparbanken Group, Eskilstuna Rekarne Sparbank AB, Färs och Frosta Sparbank AB, FöreningsSparbanken Sjuhärad AB, FöreningsSparbanken Söderhamn AB, Bergslagens Sparbank AB, Vimmerby Sparbank AB, Aktia

Sparbank Abp in Finland and Sparebank 1 Gruppen in Norway. The Group's insurance companies are not included.

## Sales and market shares

For 2002 FöreningsSparbanken's goal in the Swedish market is to achieve a market share of 20 percent for new sales of selected savings products: deposits from household customers, mutual funds and unit-linked insurance regardless of customer category, retail bonds and equity linked bonds.

During the first half year the market share rose to 17.1 percent, against 13.0 percent in the first six months of 2001. For household deposits, an area where FöreningsSparbanken has significantly improved its offering in a number of respects, its market share for new savings was 26.7 percent in the first quarter, compared with 12.3 percent in the first half of 2001. Due to a delay in reporting from Statistics Sweden, the corresponding figure for the second quarter is not available. On a cumulative basis for the first half year, new sales in the savings area amounted to SEK 11.9 billion, an increase of SEK 2.3 billion from the previous year.

## **Business area development**

## **Savings**

Customers' total savings in FöreningsSparbanken amounted to SEK 502 billion (526) as of June 30, 2002.

## Deposits have increased by 8 percent since the start of the year

Customers' deposits rose to SEK 247 billion (229). The increase was SEK 18 billion or 8 percent. Deposits in SEK rose by 11 percent to SEK 199 billion (180), while deposits in foreign currency decreased by SEK 1 billion or 2 percent to SEK 48 billion (49).

## Savings and investments, the Group

SEK billion	June 30	Dec 31	June 30
	2002	2001	2001
Deposits from the public			
Households, SEK	123.8	118.4	113.8
Other, SEK	75.6	61.7	69.8
Households, foreign currency	14.1	14.0	13.0
Of which Hansabank	14.0	13.9	12.9
Other, foreign currency	33.7	35.3	33.9
Of which Hansabank	17.2	16.9	15.8
Subtotal	247.2	229.4	230.5
Discretionary asset management	18.5	21.1	19.4
Fund management	226.4	266.0	280.0
Retail bonds, interest-bearing	2.5	2.4	3.1
Retail bonds, equity linked	5.0	4.6	5.4
Unit-linked insurance	40.8	43.3	45.7
Less unit-linked insurance in Robur funds	- 38.2	- 41.2	-43.7
Total	502.2	525.6	540.4

## Lending

The Group's lending amounted to SEK 649 billion (640) on June 30, 2002, an increase of SEK 8.6 billion, of which approximately SEK 9.1 billion pertains to Swedish operations. Lending by Hansabank and FI-Holding amounted to SEK 96 billion (97).

Loans to private individuals amounted to SEK 291 billion (281), an increase of SEK 9.6 billion or 3 percent. The increase is attributable largely to mortgage lending by Spintab, related mainly loans arranged through the Swedish branch office network.

The Group's exposure to companies in the IT and telecommunications industries amounted to SEK 8.0 billion (9.3) as of June 30, 2002. The large part of the exposure relates to commitments to major, well-known Nordic telecommunications companies.

## Lending, the Group

SEK billion	June 30 2002	Dec 31 2001	June 30 2001
Private individuals	290.8	281.2	273.8
Of which Spintab	236.9	228.2	219.6
Real estate management	135.8	135.5	135.0
Retail, hotels, restaurants	25.3	24.9	25.2
Construction	10.3	11.0	10.5
Manufacturing	50.3	51.4	49.4
Transportation	14.0	14.2	13.7
Forestry and agriculture	29.4	28.1	26.5
Other service businesses	14.9	16.7	15.5
Other business lending, incl. credit institutions			
	54.6	54.3	52.6
Municipalities *)	13.6	13.0	13.5
Other	9.6	9.7	10.3
Subtotal	648.6	640.0	626.0
Repurchase agreements (repos)	51.6	43.5	40.1
Total	700.2	683.5	666.1
Of which Hansabank	25.4	23.9	20.0
Of which FI-Holding	70.5	72.6	71.4

<sup>\*)</sup> Not including municipal companies.

## **Payments**

#### **Cards**

As of June 30, 2002 approximately 2.6 million (2.6) FöreningsSparbanken bank cards were in issue in the Swedish market, an increase of slightly over 53,000 cards or 2 percent since the start of the year. The trend toward greater card use is continuing. Compared with the first half of 2001 FöreningsSparbanken customers' card purchases have increased by 20 percent, while the number of card transactions cleared climbed 30 percent.

#### Giro

Customers continue to switch from paper-based giro payments to an electronic, Internet-based giro system through FöreningsSparbanken by Internet. The number of private customers with giro accounts has risen to 2.7 million (2.6), of whom 848,000 (673,000) are Internet-based. The share of Internet-based giro transactions was 36 percent.

### e-billing

With e-billing, bills are sent directly to FöreningsSparbanken by Internet accounts, where customers can safely and conveniently approve payment. During the quarter 3 more companies signed on for the service, bringing the total to 106. Agreements have been signed with another 20 companies that will offer e-billing to their customers. The number of e-bills is rising steadily. During the first half year 209,000 e-bills were sent, compared with approximately 78,000 during the first half of 2001.

## Online banking services

## The Group's Internet banking services

	June 30	<b>Dec 31</b>	June 30
	2002	2001	2001
Number of customers in Sweden	1,230,000	1,091,000	973,000
Of whom private customers	1,076,000	957,000	831,000
Of whom business customers	98,000	88,000	77,000
Of whom telephone bank via the			
Internet	56,000	46,000	65,000
Number of Baltic customers	594,000	430,000	315,000
<b>Total number of customers</b>	1,824,000	1,511,000	1,288,000

#### **More Internet transactions**

The number of Internet payments rose from 24 million during the first half of 2001 to 30 million during the first half of 2002. In addition, 31 percent (20) of mutual fund purchases and redemptions within the Group were made online.

Using FöreningsSparbanken by Internet, customers can order new cards, apply for loans and arrange an individual pension savings plan. Since a new interface was introduced in April 2002 the number of orders has increased significantly.

### Hansabank's goal of 500,000 Internet customers by year-end already met

The popularity of Hansabank's Internet bank is exceeding expectations. The goal for the year of 500,000 online customers was met by May.

## **Other**

## **Acquisition of First Securities**

In June FöreningsSparbanken acquired 33.3 percent of the shares in First Securities for SEK 200 M. Government authorization was received in July. Following this transaction FöreningsSparbanken, SpareBank 1 Gruppen and employees of First Securities each own one third. FöreningsSparbanken also has an option to increase its holding in the company to 51 percent after three years.

First Securities is the leading domestic brokerage in Norway, offering equity trading, equity research, corporate finance and fixed income services.

In 2001 First Securities had a market share of 7.8 percent in terms of the Oslo Stock Exchange's turnover.

## FöreningsSparbanken Privat

The launch of FöreningsSparbanken Privat management services for customers who need professional advice continues to develop well. Nineteen advisory offices have been opened and another eleven are planned for the remainder of the year. Around 5,000 customers have signed up for the service.

## **Accounting change**

The interim report has been prepared in accordance with recommendation RR20 of the Swedish Financial Accounting Standards Council and follows the same accounting principles as the most recent annual report. The recommendations that took effect on January 1, 2002 have been taken into account but have not had a significant impact. Reporting has been adapted, however, to the Financial Supervisory Authority's amended valuation and disclosure rules for claims. The amended rules, which apply as of 2002, have not resulted in a significant change in the loan portfolio's valuation. The new disclosure requirements are indicated in Notes 3 and 4. Comparative figures have been restated.

## **Key ratios for the Group**

	Jan-June 2002	Jan-June 2001	Full-year 2001
Return on equity, %	12.5	16.2	14.7
Return on total assets, %	0.73	0.90	0.82
Earnings per share *	4.34	5.31	9.86
Earnings per share after dilution **	4.34	5.30	9.85
Equity per share *, SEK	69.53	66.40	71.02
Equity per share after dilution **, SEK	69.49	66.27	70.92
I/C ratio before loan losses	0.61	0.58	0.60
I/C ratio after loan losses	0.68	0.63	0.66
Capital adequacy ratio, %	10.9	10.6	11.3
Primary capital ratio, %	7.0	6.8	7.1
Loan loss ratio, net, %	0.25	0.20	0.21
Share of doubtful claims, %	0.3	0.3	0.3
Provision ratio for doubtful claims, %***	116	106	103
No. of shares at beginning of period	527,808,843	527,808,843	527,808,843
No. of shares at end of period	527,808,843	527,808,843	527,808,843
Avg. no. of shares during the period	527,808,843	527,808,843	527,808,843
* No. of shares in calculation	527,808,843	527,808,843	527,808,843
** No. of shares after dilution *** See Note 4	528,119,502	528,910,910	528,504,316

# Operational profit and loss account, the Group \*

Jan- June	Jan- June		Q2	Q2		Full-year
2002	2001	<b>%</b>	2002	2001	%	2001
26,591	28,529	-7	13,606	14,732	-8	55,535
- 18,858	- 21,009	-10	- 9,698	- 11,008	-12	- 40,519
7,733	7,520	3	3,908	3,724	5	15,016
87	133	-35	74	63	17	148
3,845	3,863	0	1,942	1,947	0	7,742
- 889	- 795	12	- 463	- 398	16	- 1,670
2,956	3,068	-4	1,479	1,549	-5	6,072
70	621	-89	- 173	397		1,110
616	544	13	303	298	2	1,063
11,462	11,886	-4	5,591	6,031	-7	23,409
- 3,515	- 3,208	10	- 1,763	- 1,611	9	- 6,614
- 2,645	- 3,007	-12	- 1,301	- 1,453	-10	- 5,873
- 383	- 337	14	- 194	- 173	12	- 714
- 356	- 331	8	- 178	- 168	6	- 693
- 6,899	- 6,883	0	- 3,436	- 3,405	1	- 13,894
4,563	5,003	-9	2,155	2,626	-18	9,515
- 868	- 645	35	- 433	- 295	47	- 1,337
000	0.15	55	133	2,5	.,	- 10
						10
- 83	2		- 62	22		- 129
3,612	4,360	-17	1,660	2,353	-29	8,039
- 38	- 56	-32	- 22	- 54	-59	- 87
- 997	- 1,166	-14	- 438	- 661	-34	- 2,123
- 285	- 334	-15	- 145	- 190	-24	- 625
2,292	2,804	-18	1,055	1,448	-27	5,204
	June 2002  26,591 -18,858 7,733 87 3,845 -889 2,956 70 616  11,462  -3,515 -2,645 -383 -356 -6,899 4,563  -868  -83 3,612 -38 -997 -285	June 2002 2001  26,591 28,529 -18,858 -21,009 7,733 7,520 87 133 3,845 3,863 -889 -795 2,956 3,068 70 621 616 544  11,462 11,886  -3,515 -3,208 -2,645 -3,007 -383 -337 -356 -331 -6,899 -6,883 4,563 5,003  -868 -645  -83 2  3,612 4,360 -38 -56 -997 -1,166 -285 -334	June 2002 2001 %  26,591 28,529 -7 -18,858 -21,009 -10 7,733 7,520 3  87 133 -35  3,845 3,863 0 -889 -795 12 2,956 3,068 -4  70 621 -89 616 544 13  11,462 11,886 -4  -3,515 -3,208 10 -2,645 -3,007 -12  -383 -337 14 -356 -331 8  -6,899 -6,883 0  4,563 5,003 -9  -868 -645 35  -83 2  3,612 4,360 -17  -38 -56 -32 -997 -1,166 -14 -285 -334 -15	June 2002         June 2001         %         2002           26,591         28,529         -7         13,606           -18,858         -21,009         -10         -9,698           7,733         7,520         3         3,908           87         133         -35         74           3,845         3,863         0         1,942           -889         -795         12         -463           2,956         3,068         -4         1,479           70         621         -89         -173           616         544         13         303           11,462         11,886         -4         5,591           -3,515         -3,208         10         -1,763           -2,645         -3,007         -12         -1,301           -383         -337         14         -194           -356         -331         8         -178           -6,899         -6,883         0         -3,436           4,563         5,003         -9         2,155           -88         -645         35         -433           -83         2         -62           3,612 </td <td>June         June         2002         2001           26,591         28,529         -7         13,606         14,732           -18,858         -21,009         -10         -9,698         -11,008           7,733         7,520         3         3,908         3,724           87         133         -35         74         63           3,845         3,863         0         1,942         1,947           -889         -795         12         -463         -398           2,956         3,068         -4         1,479         1,549           70         621         -89         -173         397           616         544         13         303         298           11,462         11,886         -4         5,591         6,031           -3,515         -3,208         10         -1,763         -1,611           -2,645         -3,007         -12         -1,301         -1,453           -383         -337         14         -194         -173           -356         -331         8         -178         -168           -6,899         -6,883         0         -3,436         -3,405<!--</td--><td>June 2002         June 2001         2002         2001         %           26,591         28,529         -7         13,606         14,732         -8           -18,858         -21,009         -10         -9,698         -11,008         -12           7,733         7,520         3         3,908         3,724         5           87         133         -35         74         63         17           3,845         3,863         0         1,942         1,947         0           -889         -795         12         -463         -398         16           2,956         3,068         -4         1,479         1,549         -5           70         621         -89         -173         397           616         544         13         303         298         2           11,462         11,886         -4         5,591         6,031         -7           -3,515         -3,208         10         -1,763         -1,611         9           -2,645         -3,007         -12         -1,301         -1,453         -10           -383         -337         14         -194         -173         &lt;</td></td>	June         June         2002         2001           26,591         28,529         -7         13,606         14,732           -18,858         -21,009         -10         -9,698         -11,008           7,733         7,520         3         3,908         3,724           87         133         -35         74         63           3,845         3,863         0         1,942         1,947           -889         -795         12         -463         -398           2,956         3,068         -4         1,479         1,549           70         621         -89         -173         397           616         544         13         303         298           11,462         11,886         -4         5,591         6,031           -3,515         -3,208         10         -1,763         -1,611           -2,645         -3,007         -12         -1,301         -1,453           -383         -337         14         -194         -173           -356         -331         8         -178         -168           -6,899         -6,883         0         -3,436         -3,405 </td <td>June 2002         June 2001         2002         2001         %           26,591         28,529         -7         13,606         14,732         -8           -18,858         -21,009         -10         -9,698         -11,008         -12           7,733         7,520         3         3,908         3,724         5           87         133         -35         74         63         17           3,845         3,863         0         1,942         1,947         0           -889         -795         12         -463         -398         16           2,956         3,068         -4         1,479         1,549         -5           70         621         -89         -173         397           616         544         13         303         298         2           11,462         11,886         -4         5,591         6,031         -7           -3,515         -3,208         10         -1,763         -1,611         9           -2,645         -3,007         -12         -1,301         -1,453         -10           -383         -337         14         -194         -173         &lt;</td>	June 2002         June 2001         2002         2001         %           26,591         28,529         -7         13,606         14,732         -8           -18,858         -21,009         -10         -9,698         -11,008         -12           7,733         7,520         3         3,908         3,724         5           87         133         -35         74         63         17           3,845         3,863         0         1,942         1,947         0           -889         -795         12         -463         -398         16           2,956         3,068         -4         1,479         1,549         -5           70         621         -89         -173         397           616         544         13         303         298         2           11,462         11,886         -4         5,591         6,031         -7           -3,515         -3,208         10         -1,763         -1,611         9           -2,645         -3,007         -12         -1,301         -1,453         -10           -383         -337         14         -194         -173         <

<sup>\*</sup> The operational profit and loss account comprises the same legal entities and follows the same accounting principles as the legal profit and loss account, except that the respective items for insurance operations (consisting in large part of unit-linked insurance operations of Robur Försäkring) are integrated on a line-for-line basis in the income and expenses of the other operations. In the legal profit and loss account, insurance operations results are shown on a separate line. On an operating profit level, the two profit and loss accounts show the same results. The descriptions in the running text and the business area report are based on the operational profit and loss account unless indicated otherwise. The notes refer to the legal profit and loss account on page 20.

# Quarterly profit trend for the Group

CONT. N.	2002	2002	2001	2001	2001	2001	2000	2000	2000
SEK M	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Net interest income *	3 908	3 825	3 815	3 681	3 724	3 796	3 460	3 496	3 289
Net commission income	1 479	1 477	1 486	1 518	1 549	1 519	1 773	1 670	1 629
Net profit on financial operations	- 173	243	148	341	397	224	395	451	416
Other income	377	326	319	215	361	316	229	367	1 096
Total income	5,591	5,871	5,768	5,755	6,031	5,855	5,857	5,984	6,430
Staff costs	-1,686	- 1,628	- 1,687	- 1,535	- 1,512	- 1,484	- 1,517	- 1,410	- 1,570
Profit-sharing fund	- 77	- 124	- 58	- 126	- 99	- 113	- 684	- 14	- 9
Surplus insurance refund from Alecta							26		260
Other expenses	- 1,673	- 1,711	- 1,823	- 1,782	- 1,794	- 1,881	- 2,092	- 1,682	- 1,800
Total expenses	- 3,436	- 3,463	- 3,568	- 3,443	- 3,405	- 3,478	- 4,267	- 3,106	- 3,119
Profit before loan losses	2,155	2,408	2,200	2,312	2,626	2,377	1,590	2,878	3,311
Loan losses, incl. change									
in value of property taken over	- 433	- 435	- 459	- 233	- 295	- 350	- 235	- 240	- 290
Writedown of financial fixed assets Share of associated companies'			- 10						
profit/loss	- 62	- 21	- 54	- 77	22	- 20	7	36	93
Operating profit	1,660	1,952	1,677	2,002	2,353	2,007	1,362	2,674	3,114
* Of which deposit guarantee fee	- 21	- 23	- 22	- 23	- 18	- 28	- 138	- 137	- 138

## **Business area report**

SEK M		wedish branch rations		edbank Iarkets	manaş and ins	Asset gement urance	b	ational anking rations	Tr manag	easury gement		Other	Elim	inations
January - June	2002	2001	2002	2001	2002	2001	2002	2001	2002	2001	2002	2001	2002	2001
Net interest income	5,569	5,555	357	457	42	40	1,486	1,163	371	243	-103	54	11	8
Net commission income	1,551	1,655	280	309	654	753	394	293	-13	- 13	117	127	-27	-56
Net profit on financial														
operations	47	82	21	447	1	-10	76	116	-42	17	-31	-22	0	-9
Other income	420	271	26	27	15	14	127	131	25	41	1,367	1,392	-1,277	-1,199
Total income	7,587	7,563	684	1,240	710	797	2,083	1,703	341	288	1,350	1,551	-1,293	-1,256
Staff costs	-1,927	-1,900	-291	-284	-148	-134	-508	-337	-6	- 7	-662	-570	27	24
IT expenses	-657	-695	-117	-143	-25	- 48	-72	- 48	-3	- 1	-340	-540	604	688
Other expenses	-1,715	-1,653	-189	-202	-242	-275	-586	-454	-10	-12	-694	-836	662	544
Total expenses	-4,299	-4,248	-597	-629	-415	-457	-1,166	-839	-19	- 20	-1,696	-1,946	1,293	1,256
Profit before loan losses	3,288	3,315	87	611	295	340	917	864	322	268	-346	-395		
Loan losses	-657	-533	-63				-42	- 51			-106	-61		
Share of associated														
companies' profit/loss	-24	-16	-12				-58	1			11	17		
Operating profit/loss	2,607	2,766	12	611	295	340	817	814	322	268	-441	-439		
Allocated equity Return on allocated	19,076	17,229	3,540	3,682	1,971	2,182	8,523	7,320	1,307	1,313	163	325		
equity, %	19.6	23.1	0.5	23.9	21.5	22.5	9.0	10.9	35.5	29.4				
No. of employees	7,142	7,282	581	592	277	287	6,248	6,107	16	15	1,447	1,508		
C/I ratio, %	57	56	87	51	58	57	56	49	5	7	126	125		

## Business areas' accounting principles

Market-based compensation is applied between business areas. All centrally produced services and centrally incurred expenses in IT, Support and Group Staffs are transferred at full cost-based internal prices to the business areas. Executive Management expenses are not transferred.

The Group's shareholders' equity (the year's opening equity balance excluding the dividend) is allocated to each business area at the beginning of the year. The allocation is made based on capital adequacy rules and estimated capital requirements during the year. Estimated interest on allocated shareholders' equity is calculated based on average Swedish demand loan rates.

Group goodwill, including the effect on profit, financial expense and amortization, is allocated to each respective business area.

The return on equity is calculated based on allocated shareholders' equity for the business areas. The return on equity for the business areas is based on operating profit less calculated tax and minority interests. During the quarter the business area report was further refined and comparative figures were restated.

## **Swedish branch operations**

The Swedish branch operations include the Retail operations, i.e. customer responsibility for private individuals, small and medium-size companies, organizations, municipalities and county councils in Sweden, and the Bank's own distribution channels in the form of branches, ATM's, the Swedish telephone and Internet banks, Lending operations, Payment operations, Bank deposits, E-business (Firstviewbank in Denmark is included in Other 2001, however), partly owned Swedish banks, and the private banking operations in Luxembourg.

The branch network in Sweden is organized in 93 local banks in 7 regions throughout the country. With 540 branches, FöreningsSparbanken has the largest branch network of any Swedish bank. The cooperation with the partly owned and independent savings banks adds another 318 branches. The branch network is complemented by 318 in-store banking locations and the agreement with Posten, the Swedish postal service, which gives customers access to certain teller transactions at an additional 1,300 post offices and through around 2,700 rural mail carriers.

2 million customers have signed up for FöreningsSparbanken by Telephone. Since the start of the year the number of customers using FöreningsSparbanken by Internet has risen by 151,000 to 1.2 million, of whom 1.1 million were private customers, or 21 percent of FöreningsSparbanken's private total customers. 40 percent of business customers in the Swedish operations use FöreningsSparbanken by Internet.

#### **Profit trend**

SEK M	Jan-June 2002	Jan-June 2001	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Net interest income	5,569	5,555	2,849	2,720	2,786	2,782	2,743	2,812
Net commission income	1,551	1,655	779	772	828	813	838	817
Net profit on financial operations	47	82	26	21	21	44	39	43
Other income	420	271	190	230	177	129	159	112
Income	7,587	7,563	3,844	3,743	3,812	3,768	3,779	3,784
Staff costs	-1,927	-1,900	-982	-945	-900	-934	-931	-969
IT expenses	-657	-695	-325	-332	-347	-316	-344	-351
Other expenses	-1,517	-1,462	-802	-715	-880	-698	-744	-718
Depreciation/amortization	-198	-191	-99	-99	-95	-98	-96	-95
Expenses	-4,299	-4,248	-2,208	-2,091	-2,222	-2,046	-2,115	-2,133
Profit before loan losses	3,288	3,315	1,636	1,652	1,590	1,722	1,664	1,651
Loan losses	-657	-533	-300	-357	-292	-225	-274	-259
Share of associated companies'								
profit/loss	-24	-16	-18	-6	-19	4	-7	-9
Operating profit	2,607	2,766	1,318	1,289	1,279	1,501	1,383	1,383
Tax	-730	-775	-369	-361	-358	-420	-387	-388
Minority interests	-3	-3	-2	-1	-1	-1	-1	-2
Profit after tax	1,874	1,988	947	927	920	1,080	995	993
Allocated equity	19,076	17,229	19,076	19,076	17,229	17,229	17,229	17,229
Return on allocated equity, %	19.6	23.1	19.9	19.4	21.4	25.1	23.1	23.1
No. of full-time positions	7,142	7,282	7,142	7,117	7,169	7,191	7,282	7,327
Risk-weighted volume, SEK bn	327	310	327	321	317	314	310	303
Business volumes, SEK bn								
Lending	511	488	511	504	499	494	488	478
Deposits	213	199	213	206	196	201	199	204
Mutual funds & insurance	156	190	156	180	180	163	190	177
Other investment volume	5	7	5	5	5	7	7	7

Income in the second quarter was SEK 186 M or 5 percent higher than in the first quarter, excluding nonrecurring income of SEK 85 M from the sale of the branch operations in Gällivare to Sparbanken Nord during the first quarter. Net interest income improved by 5 percent due to higher margins and volumes for deposits and lending. Net commission income improved marginally despite lower fund, insurance and securities commissions.

Expenses rose by SEK 117 M or 6 percent compared with the first quarter, while loan loss provisions declined by SEK 57 M to SEK 300 M.

Operating profit for the second quarter was SEK 1,318 M, an increase of SEK 29 M or 2 percent from the first quarter. The return in allocated equity rose to 19.9 percent in the second quarter.

## **Swedbank Markets**

Swedbank Markets is responsible for the Bank's Investment and Merchant Banking operations. It is also responsible for large companies and financial institutions. In addition to the operations in Sweden, the business area includes the international branches in Oslo, London and New York.

Swedbank Markets offers trading in securities and derivatives in the equity, fixed income and currency markets as well as financing solutions and professional analysis and advice. The research unit issues a steady stream of analyses on around 150 Nordic companies. For individual investors, Swedbank Markets offers stock trading and broad-market products, such as equity linked bonds, through the Group's Swedish branch network, independent savings banks, partly owned banks, FöreningsSparbanken by Internet and FöreningsSparbanken by Telephone

#### **Profit trend**

SEK M	Jan-June 2002	Jan-June 2001	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Net interest income	357	457	223	134	227	173	215	242
Net commission income	280	309	148	132	168	136	165	144
Net profit on financial operations	21	447	-169	190	73	108	272	175
Other income	26	27	15	11	-3	4	-4	31
Income	684	1,240	217	467	465	421	648	592
Staff costs	-291	-284	-144	-147	-147	-137	-149	-135
IT expenses	-117	-143	-63	-54	-57	-57	-73	-70
Other expenses	-178	-192	-91	-87	-103	-85	-81	-111
Depreciation/amortization	-11	-10	-6	-5	-5	-5	-6	-4
Expenses	-597	-629	-304	-293	-312	-284	-309	-320
Profit before loan losses	87	611	-87	174	153	137	339	272
Loan losses Share of associated companies'	-63		-63		-2			
profit/loss	-12		-5	-7	-5			
Operating profit	12	611	-155	167	146	137	339	272
Tax	-3	-171	44	-47	-41	-38	-95	-76
Profit after tax	9	440	-111	120	105	99	244	196
Allocated equity	3,540	3,682	3,540	3,540	3,682	3,682	3,682	3,682
Return on allocated equity, %	0.5	23.9	-12.5	13.6	11.4	10.8	26.5	21.3
No. of full-time positions	581	592	581	583	589	595	592	559
Risk-weighted volume, SEK bn	72	87	72	74	76	85	87	91
Business volumes, SEK bn								
Lending	36	41	36	40	40	40	41	44
Deposits	2	2	2	2	2	2	2	3
Mutual funds & insurance	1	1	1	1	1	1	1	0

Swedbank Markets reported an operating loss of SEK -155 M for the second quarter. The quarter's weak results was primarily attributable to negative changes in exchange rates. Moreover, equity and corporate finance operations continue to face difficulties due to significantly poorer market conditions, among other things.

During the second quarter Swedbank Markets allocated a specific loan loss provision of SEK 63 M for commitments in Argentina. In connection with the decision, a reversal was made of a general, country risk-related loan loss provision for Argentina by the same amount. The provision was charged to FöreningsSparbanken's closing accounts for 2001 and was reported at the time in the business area Other.

Operating profit for the first half year amounted to SEK 12 M, which was SEK 599 M or 98 percent lower than in 2001. The return on allocated equity fell to 0.5 percent (23.9) in the first half year.

## Asset management and insurance

**Business volumes, SEK bn**Mutual funds & insurance

Other investment volume

Asset management and insurance comprises Savings operations, excluding bank deposits in the Swedish branch operations. This includes the Robur Group and its operations in fund management, institutional asset management, discretionary asset management, insurance and individual pension savings.

Profit trend								
SEK M	Jan-June 2002	Jan-June 2001	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Net interest income	42	40	20	22	21	19	19	21
Net commission income	654	753	312	342	327	332	366	387
Net profit on financial operations	-1	-10	0	-1	12	1	-13	3
Other income	15	14	8	7	7	5	7	7
Income	710	797	340	370	367	357	379	418
Staff costs	-148	-134	-75	-73	-64	-73	-72	-62
IT expenses	-25	-48	-12	-13	-19	-21	-18	-30
Other expenses	-118	-151	-59	-59	-66	-59	-86	-65
Depreciation/amortization	-124	-124	-62	-62	-64	-59	-63	-61
Expenses	-415	-457	-208	-207	-213	-212	-239	-218
Profit before loan losses	295	340	132	163	154	145	140	200
Operating profit	295	340	132	163	154	145	140	200
Tax	-83	-95	-37	-46	-43	-41	-39	-56
Profit after tax	212	245	95	117	111	104	101	144
Allocated equity	1 971	2 182	1 971	1 971	2 182	2 182	2 182	2 182
Return on allocated equity, %	21.5	22.5	19.3	23.7	20.3	19.1	18.5	26.4
No. of full-time positions	277	287	277	283	284	287	287	282

Income in the second quarter was SEK 30 M or 8 percent lower than the first quarter, due primarily to a decrease in assets under management caused by the downturn in stock prices.

Expenses were largely unchanged compared with the first quarter. Operating profit amounted to SEK 132 M, a decrease of SEK 31 M or 19 percent from the first quarter. The return on allocated equity fell to 19.3 percent in the second quarter.

#### Fund volumes and flows

Net contributions to Robur's mutual funds totaled SEK 7.4 billion during the first half year, against SEK 8.2 billion during the first half of 2001. Of the net contributions, SEK 2.8 billion (2.6) was from premium pension investments and SEK 3.0 billion (3.3) from unit-linked insurance in Robur Försäkring.

Robur's assets under management amounted to SEK 226 billion (266) on June 30, 2002. The institutional asset management operations managed assets of SEK 33 billion (36), of which SEK 14 billion (15) was invested in Robur funds.

Robur's share of net contributions in the Swedish mutual fund market was 16.8 percent (20.0). Its share of assets under management in the fund market was 29 percent (30) on June 30, 2002.

Fund management, Robur	June 30 2002	Dec 31 2001	June 30 2001					
Assets under management (SEK bn)	226	266	280					
Of which:								
Swedish equities, %	28.9	29.4	34.0					
Foreign equities, %	39.6	43.6	43.6					
Interest-bearing securities, %	31.5	27.0	22.4					
Number of customers (thousands)	2,739	2,719	2 690					
Unit-linked insurance, Robur Försäkring								
Assets under management (SEK bn)	35.5	41.7	44,1					
Of which in Robur funds	- 35.0	- 41.2	- 43.1					
Number of policies (thousands)	628	602	599					
Discretionary asset management, FöreningsSparbanken Kapitalförvaltning								
Assets under management (SEK bn)	33	36	34					
Of which in Robur funds	14	15	14					

#### **Unit-linked insurance**

Sales (premiums paid) of unit-linked insurance amounted to SEK 3.8 billion (4.9) during the first half year. Net contributions during the same period amounted to SEK 2.8 billion (3.9). As of June 30, 2002 assets under management by Robur Försäkring amounted to SEK 35.5 billion (41.7).

The market share for new unit-linked insurance at the end of June 2002 was 18.3 percent. Robur Försäkring had approximately 620,000 (602,000) policies as of March 31, in addition to around 1 million group life insurance policies.

### **Asset management results**

At the beginning of the year Robur had assets under management of SEK 265.9 billion. During the first half year that figure decreased by SEK 44.4 billion through index changes and by SEK 2.5 billion through the performance of Robur's funds relative to their comparative indexes. Net fund contributions contributed positively by SEK 7.4 billion, leaving total assets under management of SEK 226.4 billion at the close of the period. During the second quarter fund performance improved, surpassing the indexes and adding SEK

500 M to assets under management. In the first quarter the corresponding decline was approximately SEK 3 billion.

## **International banking operations**

The International banking operations business area includes the operations of the subsidiaries Hansabank in the Baltic states and FI-Holding in Denmark and FöreningsSparbanken's interests in the associated companies SpareBank 1 Gruppen of Norway and Aktia of Finland.

## **Profit trend**

1 Tolk trend								
SEK M	Jan-June	Jan-June	<b>Q2</b>	Q1	Q4	Q3	Q2	Q1
	2002	2001	2002	2002	2001	2001	2001	2001
Net interest income	1,486	1,163	760	726	783	692	624	539
Net commission income	394	293	206	188	197	206	157	136
Net profit on financial operations	76	116	14	62	18	133	106	10
Other income	127	131	90	37	37	42	67	64
Income	2,083	1,703	1,070	1,013	1,035	1,073	954	749
Staff costs	-508	-337	-253	-255	-275	-231	-191	-146
IT expenses	-72	-48	-38	-34	-41	-25	-26	-22
Other expenses	-271	-193	-138	-133	-157	-136	-104	-89
Depreciation/amortization	-315	-261	-161	-154	-164	-160	-135	-126
Expenses	-1,166	-839	-590	-576	-637	-552	-456	-383
Profit before loan losses	917	864	480	437	398	521	498	366
Profit before foan fosses	917	804	480	437	398	521	498	300
Loan losses	-42	-51	-11	-31	-69	-26	2	-53
Share of associated companies'								
profit/loss	-58	1	-45	-13	-30	-83	21	-20
Operating profit	817	814	424	393	299	412	521	293
Tax	-149	-114	-88	-61	-36	-58	-81	-33
Minority interests	-284		-147	-137	-130	-177	-176	-124
•								
Profit after tax	384	400	189	195	133	177	264	136
Allocated equity	8,523	7,320	8,523	8,523	7,320	7,320	7,320	7,320
Return on allocated equity, %	9.0		8.9	9.2	7.3	9.7	14.4	7.4
No. of full-time positions	6,248	6,107	6,248	6,322	6,541	6,251	6,107	3,392
Risk-weighted volume, SEK bn	148		148	146	141	139	134	123
Business volumes, SEK bn								
Lending	96	91	96	94	96	97	91	87
Deposit	31	29	31	31	31	30	29	18
. r			01			2.5		

Income rose by SEK 57 M or 6 percent during the second quarter compared with the first quarter. Of the increase, the Baltic states accounted for SEK 24 M and dividend income from Norway for SEK 33 M.

Expenses rose by SEK 14 M or 2 percent. Loan loss provisions declined by SEK 20 M or 65 percent compared with the first quarter.

The share of associated companies' aggregate loss increased by SEK -32 M, resulting in a charge of SEK -45 M during the second quarter, of which SEK -85 M was from SpareBank 1 Gruppen.

Operating profit amounted to SEK 424 M in the second quarter, an increase of SEK 31 M or 8 percent from the first quarter. The increase was attributable almost entirely to the Baltic states.

Profit after tax and minority interests amounted to SEK 189 M in the second quarter, a decrease of SEK 6 M or 3 percent from the previous quarter.

The return on allocated equity was 8.9 percent in the second quarter. The return for the Baltic states was 18.3 percent and for Denmark 9.9 percent.

## **Treasury management**

The business area includes Treasury management in Sweden (the parent company, FöreningsSparbanken AB, and the subsidiary Spintab). Treasury management in Sweden is responsible for long-term funding, including funding for mortgage operations, the strategic short- and long-term portfolios and certain shareholdings that do not fall into a specific business area, e.g. the holdings in Erste Bank, OM Gruppen and HSB Bank. The market value of these holdings exceeded their book value by approximately SEK 200 M at the end of June 2002.

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Profi	t tr	'n	П

SEK M	Jan-June 2002	Jan-June 2001	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Net interest income	371	243	211	160	74	70	177	66
Net commission income	-13	-13	-8	-5	-5	-7	-7	-6
Net profit on financial operations	-42	17	-23	-19	30	85	-12	29
Other income	25	41	29	-4	1	3	-5	46
Income	341	288	209	132	100	151	153	135
Staff costs	-6	-7	-3	-3	-4	-3	-4	-3
IT expenses	-3	-1	-3	0	0	0	-1	0
Other expenses	-10	-12	-4	-6	-7	-7	-6	-6
Depreciation/amortization	0	0	0	0	0	0	0	0
Expenses	-19	-20	-10	-9	-11	-10	-11	-9
Profit before loan losses	322	268	199	123	89	141	142	126
Operating profit	322	268	199	123	89	141	142	126
Tax	-90	-75	-56	-34	-25	-39	-40	-35
Profit after tax	232	193	143	89	64	102	102	91
Allocated equity	1,307	1,313	1,307	1,307	1,313	1,313	1,313	1,313
Return on allocated equity, %	35.5	29.4	43.8	27.2	19.5	31.1	31.1	27.7
No. of full-time positions	16	15	16	16	18	14	15	15
Risk-weighted volume, SEK bn	12	8	12	6	7	9	8	8
Business volumes, SEK bn								
Lending	1	1	1	0	1	1	1	0
Other investment volume	7	8	7	7	7	8	8	9

Treasury management's operating profit amounted to SEK 199 M during the second quarter, an improvement of SEK 76 M or 62 percent from the first quarter.

Dividends of SEK 17 M from Erste Bank are included in the second quarter. The return on allocated equity was 43.8 percent during the second quarter.

## Other

Other comprises income and expenses that do not fall under any of the business areas. This includes IT and computer services for independent savings banks and partly owned banks, Group Staffs, support and FöreningsSparbanken Fastighetsbyrå (real estate brokerage). 2001 also includes merger costs for the cancelled merger with SEB and the Internet bank Firstviewbank in Denmark.

## **Profit trend**

SEK M		Jan-June	<b>Q2</b>	Q1	Q4	Q3	Q2	Q1
	2002	2001	2002	2002	2001	2001	2001	2001
Net interest income	-103	54	-160	57	-80	-63	-56	110
Net commission income	117	127	71	46	-1	53	77	50
Net profit on financial operations	-31	-22	-21	-10	10	0	1	-23
Other income	1,367	1,392	659	708	750	568	735	657
Income	1,350	1,551	549	801	679	558	757	794
Staff costs	-662	-570	-320	-342	-353	-306	-268	-302
IT expenses	-340	-540	-155	-185	-176	-187	-225	-315
Other expenses	-603	-754	-235	-368	-290	-374	-380	-374
Depreciation/amortization	-91	-82	-44	-47	-44	-45	-41	-41
Expenses	-1,696	-1,946	-754	-942	-863	-912	-914	-1,032
Profit before loan losses	-346	-395	-205	-141	-184	-354	-157	-238
Loan losses	-106	-61	-59	-47	-96	18	-23	-38
Share of associated companies'								
profit/loss	11	17	6	5	-10	2	8	9
Operating profit	-441	-439	-258	-183	-290	-334	-172	-267
Appropriations	-38	-56	-22	-16	-54	23	-54	-2
Tax	58	64	68	-10	98	44	-19	83
Minority interests	2	-31	4	-2	49	-31	-13	-18
Profit after tax	-419	-462	-208	-211	-197	-298	-258	-204
Allocated equity	163	325	163	163	325	325	325	325
Risk-weighted volume, SEK bn	-3	6	-3	-1	7	6	6	7
No. of full-time positions	1,447	1,508	1,447	1,465	1,467	1,471	1,508	1,476
Business volumes, SEK bn								
Lending	5	5	5	4	4	5	5	5

The operating loss amounted to SEK -258 M in the second quarter, SEK 75 M higher than the first quarter.

The cost-effect of the personnel reduction program was an increase by SEK 100 M for the second quarter.

# **Eliminations**

SEK M	Jan-June 2002	Jan-June 2001	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Net interest income	11	8	5	6	4	8	2	6
Net commission income	-27	-56	-29	2	-28	-15	-47	-9
Net profit on financial operations	0	-9	0	0	-16	-30	4	-13
Other income	-1,277	-1,199	-614	-663	-650	-536	-598	-601
Income	-1,293	-1,256	-638	-655	-690	-573	-639	-617
Staff costs	27	24	14	13	-2	23	4	20
IT expenses	604	688	306	298	322	290	334	354
Other expenses	662	544	318	344	370	260	301	243
Expenses	1,293	1,256	638	655	690	573	639	617
Business volumes, SEK bn								
Mutual funds & insurance	-157	-191	-157	-181	-181	-164	-191	-177
Other investment volume	-5	-6	-5	-5	-5	-6	-6	-7

# Legal profit and loss account, the Group

SEK M	Jan-June 2002	Jan-June 2001	%	Q2 2002	Q2 2001	%	Full-year 2001
Interest receivable Interest payable Net interest income	26,559 - 18,899 7,660	28,482 - 21,029 7,453	-7 -10 3	13,589 - 9,717 3,872	14,704 - 11,029 3,675	-8 -12 5	55,451 - 40,574 14,877
Dividends received	86	130	-34	73	61	20	143
Commissions receivable Commissions payable Net commission income (Note 1)	3,604 - 829 2,775	3,589 - 738 2,851	0 12 -3	1,822 - 433 1,389	1,907 - 371 1,536	-4 17 -10	7,217 - 1,552 5,665
Net profit on financial operations (Note 2)	100	654	-85	-152	412		1,129
Other operating income	600	560	7	297	316	-6	1,032
Total income	11,221	11,648	-4	5,479	6,000	-9	22,846
General administrative expenses - Staff costs - Other Depreciation and writedown of tangible fixed assets Amortization of goodwill	- 3,475 - 2,600 - 380 - 356	- 3,186 - 2,993 - 334 - 331	9 -13 14 8	- 1,743 - 1,282 - 193 - 178	- 1,607 - 1,475 - 172 - 168	8 -13 12 6	- 6,528 - 5,799 - 705 - 692
<b>Total expenses</b>	- 6,811	- 6,844	0	- 3,396	- 3,422	-1	- 13,724
Profit before loan losses	4,410	4,804	-8	2,083	2,578	-19	9,122
Loan losses, net (Note 3) Change in value of property taken over Writedown of financial fixed assets Share of profit/loss of associated companies	- 868 0 - 83	- 630 - 15	38	- 433 0 - 62	- 280 - 15	55	- 1,313 - 24 - 10 - 129
Operating profit in banking operations	3,459	4,161	-17	1,588	2,305	-31	7,646
Operating profit in insurance operations	153	199	-23	72	48	50	393
Profit before appropriations and tax	3,612	4,360	-17	1,660	2,353	-29	8,039
Settlement of pensions Tax Minority interest	- 38 - 997 - 285	- 56 - 1,166 - 334		- 22 - 438 - 145	- 54 - 661 - 190		- 87 - 2,123 - 625
Profit for the period	2,292	2,804	-18	1,055	1,448	-27	5,204
Earnings per share, SEK * Earnings per share after dilution,	4.34	5.31	-18	2.00	2.74	-27	9.86
SEK *	4.34	5.30	-18	2.00	2.74	-27	9.85

<sup>\*</sup> Se page 8 "Key ratios, the Group" for number of shares.

# **Profit and loss account, the Bank**

	Jan-June	Jan-June		Q2	Q2		Full-year
SEK M	2002	2001	<b>%</b>	2002	2001	<b>%</b>	2001
Interest receivable	11,430	12,098	-6	5,888	5,895	0	22,986
Interest payable	- 7,923	- 8,431	-6	- 4,137	- 4,112	1	-15,830
Net interest income	3,507	3,667	-4	1,751	1,783	-2	7,156
Dividends received	251	249	1	239	180	33	4,553
Commissions receivable	2,439	2,507	-3	1,240	1,268	-2	4,980
Commissions payable	- 469	- 454	3	- 251	-226	11	- 918
Net commission income (Note 1)	1,970	2,053	-4	989	1,042	-5	4,062
Net profit on financial operations							
(Note 2)	- 35	526		- 195	299		844
Other operating income	581	431	35	268	254	6	908
Total income	6,274	6,926	-9	3,052	3,558	-14	17,523
General administrative expenses							
- Staff costs	- 2,735	- 2,595	5	- 1,373	- 1,364	1	- 5,223
- Other	- 2,048	- 2,490	-18	- 1,000	- 1,209	-17	- 4,756
Depreciation and writedown of							
tangible fixed assets	- 233		7	- 117	- 111	5	- 446
Amortization of goodwill	- 50	- 50		- 25	- 25		- 101
Total expenses	- 5,066	- 5,353	-5	- 2,515	- 2,709	-7	- 10,526
Profit before loan losses	1,208	1,573	-23	537	849	-37	6,997
Loan losses, net (Note 3)	- 796	- 522	52	- 416	- 249	67	- 1,061
Change in value of property taken over	r						- 2
Writedown of financial fixed assets	-32	- 120	-73	- 15	- 120	-88	- 294
Profit before appropriations and tax	380	931	-59	106	480	-78	5,640
Appropriations	- 38	- 56	-32	- 22	- 54	-59	- 1,244
Tax	- 60	- 240	-75	21	- 121		- 1,249
Profit for the period	282	635	-56	105	305	-66	3,147

<b>Balance sheet</b>	T	he Group		The Bank			
SEK M	June 30 2002	Dec 31 2001	June 30 2001	June 30 2002	Dec 31 2001	June 30 2001	
Loans to the public	678,218	662,236	656,826	214,511	211,473	221,001	
Loans to credit institutions	125,507	131,580	143,527	150,683	155,458	153,844	
Interest-bearing securities	72,030	64,746	66,308	73,260	63,930	60,396	
- Financial fixed assets	2,875	4,191	4,151	255	1,290	1,373	
- Financial current assets	69,155	60,555	62,157	73,005	62,640	59,023	
Assets in insurance operations	36,348	42,614	46,036				
Other assets	74,352	58,456	71,501	75,290	62,701	69,747	
Total assets	986,455	959,632	984,198	513,744	493,562	504,988	
Deposits and borrowings from the public	264,449	247,190	252,842	230,362	214,297	221,629	
Amounts owed to credit institutions	113,711	122,599	119,327	111,539	116,924	112,566	
Debt securities in issue	424,056	420,362	428,149	60,675	72,911	70,591	
Liabilities in the insurance operations	36,858	43,198	45,685				
Other liabilities	81,966	57,196	72,578	68,666	41,945	56,022	
Subordinated liabilities	28,715	31,604	30,569	20,548	22,910	21,925	
Shareholders' equity (Note 5)	36,700	37,483	35,048	21,954	24,575	22,255	
Total liabilities, provisions							
and shareholders' equity	986,455	959,632	984,198	513,744	493,562	504,988	
Assets pledged for own liabilities	66,420	73,446	82,838	30,391	73,328	37,219	
Other assets pledged	58,141	54,314	62,589	57,887	12,014	62,535	
Contingent liabilities	20,008	18,817	18,788	18,807	17,848	18,002	
Commitments	2,723,157	3,113,269	3,069,804	2,432,855	2,847,704	2,845,003	

# Note 1. Specification of net commission income

SEK M	The	Group	Th	e Bank
January – June	2002	2001	2002	2001
Payment processing commissions	1,329	1,195	1,044	974
Brokerage	152	251	120	207
Asset management	1,157	1,253	679	708
Other securities commissions	83	83	84	85
Other commissions receivable	883	807	512	533
Total commissions receivable	3,604	3,589	2,439	2,507
Payment processing commissions	- 470	- 421	- 400	- 369
Securities commissions	- 74	- 93	- 53	- 69
Other commissions payable	- 285	- 224	- 16	- 16
Total commissions payable	- 829	- 738	- 469	- 454
Total commissions, net	2,775	2,851	1,970	2,053

Note 2. Specification of net profit on financial operations

SEK M	The	Group	The	The Bank		
January – June	2002	2001	2002	2001		
Capital gains/losses						
Shares/participating interests	37	- 87	39	- 104		
Interest-bearing securities	26	138	32	131		
Other financial instruments	29	15	0	1		
Total	92	66	71	28		
Unrealized changes in value						
Shares/participating interests	- 26	163	6	169		
Interest-bearing securities	- 122	- 82	- 115	- 47		
Other financial instruments	- 9	- 8	1	1		
Total	- 157	73	- 108	123		
Change in exchange rates	165	515	2	375		
Total	100	654	- 35	526		

Note 3. Specification of loan losses, net, and change in the value of property taken over

SEK M	The	Group	Th	The Bank		
January – June	2002	2001	2002	2001		
Specific provisions for claims assessed individuall	y					
The period's write-off for established loan	•					
losses	- 707	- 590	- 415	- 288		
Reversal of previous provisions for anticipated						
loan losses reported in the period's accounts as						
established	413	270	210	111		
The period's provisions for anticipated loan	40-	220	101			
losses	- 435	- 330	- 184	- 71		
Recoveries from previous years' established	202	202	0.5	00		
loan losses	292 200	283 178	85 67	89 85		
Recovered provisions for anticipated loan losses  The period's net expense	- <b>237</b>	- <b>189</b>	- <b>237</b>	- <b>74</b>		
The period's net expense	- 231	- 109	- 231	- /-		
Collective provisions for claims assessed individua	ally					
Allocations to collective provisions	- 567	- 402	- 515	- 413		
Collectively valued homogenous groups of claims						
with limited value and similar credit risk						
The period's write-off for established loan						
losses	- 60	- 36	- 38	- 34		
Recoveries from previous years' established						
loan losses	15	8	7	6		
Allocations/withdrawals from loan loss reserve	- 15	- 1	- 15	- 2		
The period's net expense for claims assessed		• •				
collectively	- 60	- 29	- 46	- 30		
Contingent liabilities						
The period's net expense for discharged						
guarantees and other contingent liabilities	- 4	- 10	2	- 5		
The period's net loan loss expense	- 868	- 630	- 796	- 522		
Change in the value of property taken over	0	- 15	0	0		
Total loan losses, net, and change in value of property taken over	- 868	- 645	- 796	- 522		

## Note 4. Claims

(Loans to credit institutions and loans to the public)

The Group The Bank							
SEK M	June 30 2002	Dec 31 2001	June 30 2001	June 30 2002	Dec 31 2001	June 30 2001	
Accrued acquisition value (before accounting for provisions)	808,423	798,196	804,252	367,732	369,039	376,527	
Specific provisions for claims assessed individually Provisions for collectively valued homogenous	- 1,350	- 1,569	- 1,273	- 772	- 871	- 639	
groups of claims with limited value and similar credit risk	- 202	- 184	- 186	- 106	- 92	- 93	
Collective provisions for claims assessed individually	- 3,146	- 2,627	- 2,440	- 1,660	- 1,145	- 950	
Total provisions	- 4,698	- 4,380	- 3,899	- 2,538	- 2,108	- 1,682	
D 1 1	902 525	702.017	900 252	265 104	266.021	254.045	
Book value	803,725	793,816	800,353	365,194	366,931	374,845	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in	2,504	2,500	2,220	1,425	1,201	965	
Book value of doubtful claims (unsettled)	,	,	ŕ	,	ŕ	,	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land	2,504 637	2,500 638 21	2,220 933 28	1,425 209 2	1,201 231 2	965 485 3	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land - Shares and participating interests	2,504 637 12 15	2,500 638 21 15	2,220 933 28 18	1,425 209 2 7	1,201 231 2 7	965 485 3 7	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land - Shares and participating interests - Other	2,504 637 12 15 4	2,500 638 21 15 10	2,220 933 28 18 6	1,425 209 2 7 1	1,201 231 2 7 1	965 485 3 7 1	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land - Shares and participating interests - Other Total	2,504 637 12 15 4 31	2,500 638 21 15 10 46	2,220 933 28 18 6 52	1,425 209 2 7 1 10	1,201 231 2 7 1 10	965 485 3 7 1 11	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land - Shares and participating interests - Other Total  Doubtful claims as % of total lending	2,504 637 12 15 4 31 0.3%	2,500 638 21 15 10 <b>46</b> 0.3%	2,220 933 28 18 6 52 0.3%	1,425 209 2 7 1 10 0.4%	1,201 231 2 7 1 10 0.3%	965 485 3 7 1 11 0.3%	
Book value of doubtful claims (unsettled) Book value of unsettled claims not included in doubtful claims and for which accrued interest has been entered as income  Property taken over to protect claims: - Buildings and land - Shares and participating interests - Other Total	2,504 637 12 15 4 31	2,500 638 21 15 10 46	2,220 933 28 18 6 52	1,425 209 2 7 1 10	1,201 231 2 7 1 10	965 485 3 7 1 11	

<sup>\*</sup> Total provision, i.e. including collective provision for claims assessed individually, in relation to book value before provision for individually identified doubtful claims.

## Note 5. Change in shareholders' equity

	The	e Group	The Bank		
	Jan-June Full year		Jan-June Full year		
SEK M	2002	2001	2002	2001	
Shareholders' equity at beginning of period	37,483	34,954	24,575	24,523	
Dividend	- 2,903	- 2,903	- 2,903	- 2,903	
Group contribution paid				-267	
Tax reduction due to Group contribution paid				75	
Translation differences	- 172	228			
Profit for the period	2,292	5,204	282	3,147	
Shareholders' equity at end of period	36,700	37,483	21,954	24,575	

## Warrant program

In the spring of 2000 employees of FöreningsSparbanken and wholly owned Group companies in Sweden and members of local bank boards were offered the opportunity to buy warrants in FöreningsSparbanken. The 8,008,100 warrants outstanding carry the right to subscribe for an equal number of shares during a

specific period in 2005, as described in detail in the warrant terms and conditions. The warrant premium was SEK 15 and the subscription price is SEK 187. On June 30, 2002 FöreningsSparbanken's share price was SEK 116.

## **Derivatives**

The Group uses derivatives in the normal course of business and for the purpose of hedging certain positions with regard to the value of equities, interest rates and currencies. The following table is prepared in accordance with the directives of the Financial Supervisory Authority and includes all derivatives in the Group. Generally, derivatives are reported at fair value. Exceptions are made for derivatives that are accounted for as hedges. The deviations between book and fair value reported below correspond to opposing deviations for other positions included in the portion of the Group's operations covered by hedge accounting.

## Specification of Group derivatives as of June 30, 2002

#### Derivatives with positive fair values or nil value

	Interest-	related	Currency-related Equity-related		elated	Other		
SEK M	Fair value	Book value	Fair value	Book value	Fair value	Book value	Fair value	Book value
Derivatives reported entirely or partly on the balance sheet	7,516	6,290	25,211	23,607	1,078	1,506	0	- 1
Derivatives not reported on the balance sheet	27		4					

#### Derivatives with negative fair values

	Interest-	Interest-related Curren		y-related Equi		elated	Other	
SEK M	Fair value	Book value	Fair value	Book value	Fair value	Book value	Fair value	Book value
Derivatives reported entirely or partly on the balance sheet	8,518	7,685	38,088	34,157	617	996		
Derivatives not reported on the balance sheet	67		4,090					

# **Statement of cash flows**

SEK M	The Group		The Bank		
January – June	2002	2001	2002	2001	
Liquid assets at beginning of period *	94,153	72,647	72,828	62,890	
Operating activities					
Operating profit	3,612	4,360	380	931	
Adjustments for non-cash items	2,217	486	7,191	4,126	
Taxes	- 524	- 1,507	- 176	- 1,335	
Decrease/increase in receivables from credit institutions	9,096	- 6,518	7,515	- 1,636	
Increase in loans to the public	- 22,207	- 22,046	- 4,952	- 2,244	
Decrease/increase in holdings of securities classified					
as current assets	- 2,031	- 2,943	2,527	- 46	
Increase in deposits and borrowings from the public,					
including retail bonds	12,238	17,202	9,764	13,316	
Decrease/increase in amounts owned to credit	- 7,664	9,507	- 6,053	13,382	
institutions	,	,	,	,	
Change in other assets and liabilities, net	- 4,351	- 1,726	938	- 178	
Cash flow from operating activities	- 9,614	- 3,185	17,134	26,316	
. 8	,	,	,	,	
Investing activities					
Purchase of fixed assets	- 840	- 1,573	- 548	- 786	
Sale of fixed assets	802	983	58	389	
Branch sales		50		50	
Cash flow from investing activities	- 38	- 540	- 490	- 347	
G					
Financing activities					
Issuance of interest-bearing securities	73,737	91,949	839	3,715	
Redemption of interest-bearing securities	- 67,776	- 74,474	- 8,411	- 1,172	
Increase/decrease in other funding	12,632	7,043	7,488	- 8,221	
Dividend paid	- 2,903	- 2,903	- 2,903	- 2,903	
Cash flow from financing activities	15,690	21,615	- 2,987	- 8,581	
Cash flow for the period	6,038	17,890	13,657	17,388	
Exchange rate differences in liquid assets	- 491	367			
Acquired liquid assets	1,71	4,313			
required inquite dissets		1,515			
Liquid assets at end of period *	99,700	95,217	86,485	80,278	
* of which securities pledged for OM, etc.					
at beginning of period	4,400	8,981	8,981	8,981	
at end of period	3,058	8,079	3,058	8,079	
at the of police	3,030	0,017	5,050	0,017	

## Ratings, June 2002

S&P Moody's			R/I				
Short	Long	Short	Long	BFSR	Short	Long	Long
Förenin A-1	ngsSparba A	nken P-1	Aa3	В	F1	A+	AA-
Spintab A-1	-	P-1	Aa3	-	F1+	AA-	-
Hansab -	ank -	P-2	Baa1	C	F2	A-	-
<b>FIH</b> -	-	P-1	A1	_	_	_	-

Stockholm, August 23, 2002 FöreningsSparbanken AB (publ)

Birgitta Johansson-Hedberg
President and Chief Executive Officer

#### **Auditors' review**

We have reviewed this interim report in accordance with the recommendation issued by the Swedish Institute of Authorized Public Accountants. A review is considerably limited in scope compared with an audit. Nothing has come to our attention that causes us to believe that the interim report does not comply with the requirements of the Securities and Clearing Operations Act and the Annual Accounts Act for Credit Institutions and Securities Companies.

Ulf Egenäs	Torbjörn Hanson	Peter Markborn
Authorized Public	Authorized Public Accountant	Authorized Public Accountant appointed
Accountant		by the Swedish
		Financial Supervisory Authority

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#### **Financial information 2002**

The Group's financial reports can be obtained or ordered on FöreningsSparbanken's home page at <a href="http://www.foreningssparbanken.se/ir">http://www.foreningssparbanken.se/ir</a> or at the nearest branch of FöreningsSparbanken.

FöreningsSparbanken will publish its interim report for January – September 2002 on October 25.