# Highlights of Annual Report January-December

2017

Handelsbanken

# Highlights of Handelsbanken's Annual Report

JANUARY – DECEMBER 2017

# SUMMARY JANUARY - DECEMBER 2017, COMPARED WITH JANUARY - DECEMBER 2016

- Operating profit rose by 2% to SEK 21,025m (20,633); adjusted for non-recurring items, it rose by 3%.
- The period's profit after tax for total operations decreased by 1% to SEK 16,102m (16,245).
- Earnings per share for total operations decreased to SEK 8.28 (8.43).
- Return on equity for total operations declined to 12.3% (13.1).
- Income increased by 2% to SEK 41,674m (40,763), but after adjustment for non-recurring items, it grew by 5%.
- Net interest income increased by 7% to SEK 29,766m (27,943).
- Net fee and commission income rose by 6% to SEK 9,718m (9,156).
- Continued growth in lending and growth in assets under management in all home markets.
- The C/I ratio rose to 45.5% (45.2).
- The loan loss ratio went down to 0.08% (0.09).
- The common equity tier 1 ratio decreased to 22.7% (25.1) after proposed dividend and the total capital ratio was 28.3% (31.4).
- The Board is proposing an ordinary dividend of SEK 5.50 per share and an extra dividend of SEK 2.00 per share and that the existing mandate to repurchase shares is extended for a further year.

# SUMMARY OF Q4 2017, COMPARED WITH Q3 2017

- Operating profit decreased by 8% to SEK 4,997m (5,424).
- The period's profit after tax for total operations declined by 10% to SEK 3,762m (4,173), and earnings per share fell to SEK 1.93 (2.15).
- Return on equity for total operations was 11.2% (12.9).
- Income rose to SEK 11,152m (10,248).
- Net interest income grew by 3% to SEK 7,777m (7,587).
- The C/I ratio increased to 45.5% (45.0).
- The loan loss ratio increased to 0.22% (0.04), with the increase being wholly attributable to two exposures.

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For definitions and calculation of alternative performance measures, together with specifications of special and non-recurring items, please see the Fact Book which is available at handelsbanken.se/ireng.

# Handelsbanken Group – Overview

| SEK m  | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 |           | Change |
|--|------------|------------|--------|------------|--------|-------------------|-----------|--------|
| Summary income statement   | 2011       | 2011       | onango | 2010       | onango | 2011              | 2010      | onange |
| Net interest income  | 7,777      | 7,587      | 3%     | 7,299      | 7%     | 29,766            | 27,943    | 7%     |
| Net fee and commission income  | 2,501      | 2,355      | 6%     | 2,447      | 2%     | 9,718             | 9,156     | 6%     |
| Net gains/losses on financial transactions                             | 164        | 2,000      | -33%   | 269        | -39%   | 1,271             | 3,066     | -59%   |
| Risk result - insurance  | 34         | 19         | 79%    | 6          | 467%   | 142               | 142       | 0%     |
| Other dividend income  | 576        | 2          | 1070   | 2          | 101 /0 | 591               | 228       | 159%   |
| Share of profit of associates  | 30         | 14         | 114%   | 0          |        | 14                | 25        | -44%   |
| Other income   | 70         | 28         | 150%   | 102        | -31%   | 172               | 203       | -15%   |
| Total income   | 11,152     | 10,248     | 9%     | 10,125     | 10%    | 41,674            | 40,763    | 2%     |
| Staff costs  | -3,178     | -3,134     | 1%     | -2,981     | 7%     | -12,472           | -12,542   | -1%    |
| Other expenses   | -1,712     | -1,337     | 28%    | -1,518     | 13%    | -5,889            | -5,401    | 9%     |
| Depreciation, amortisation and impairment of property,                 | 1,712      | 1,007      | 2070   | 1,010      | 1070   | 0,000             | 0,401     | 070    |
| equipment and intangible assets  | -184       | -140       | 31%    | -114       | 61%    | -619              | -495      | 25%    |
| Total expenses   | -5,074     | -4,611     | 10%    | -4,613     | 10%    | -18,980           | -18,438   | 3%     |
| Profit before loan losses  | 6,078      | 5,637      | 8%     | 5,512      | 10%    | 22,694            | 22,325    | 2%     |
| Net loan losses  | -1,084     | -217       | 400%   | -832       | 30%    | -1,683            | -1,724    | -2%    |
| Gains/losses on disposal of property,                                  |            |            |        |            |        |                   |           |        |
| equipment and intangible assets  | 3          | 4          | -25%   | 18         | -83%   | 14                | 32        | -56%   |
| Operating profit   | 4,997      | 5,424      | -8%    | 4,698      | 6%     | 21,025            | 20,633    | 2%     |
| Taxes  | -1,235     | -1,251     | -1%    | -1,254     | -2%    | -4,923            | -4,401    | 12%    |
| Profit for the period from   |            |            |        |            |        |                   |           |        |
| continuing operations  | 3,762      | 4,173      | -10%   | 3,444      | 9%     | 16,102            | 16,232    | -1%    |
| Profit for the period pertaining to discontinued operations, after tax | -          | -          |        | -          |        | -                 | 13        |        |
| Profit for the period  | 3,762      | 4,173      | -10%   | 3,444      | 9%     | 16,102            | 16,245    | -1%    |
| Summary balance sheet  |            |            |        |            |        |                   |           |        |
| Loans to the public  | 2,065,761  | 2,040,589  | 1%     | 1,963,622  | 5%     | 2,065,761         | 1,963,622 | 5%     |
| of which mortgage loans  | 1,222,436  | 1,202,314  | 2%     | 1,150,594  | 6%     | 1,222,436         | 1,150,594 | 6%     |
| Deposits and borrowing from the public                                 | 941,967    | 1,112,138  | -15%   | 829,336    | 14%    | 941,967           | 829,336   | 14%    |
| of which households  | 444,942    | 442,778    | 0%     | 404,112    | 10%    | 444,942           | 404,112   | 10%    |
| Total equity   | 141,604    | 138,951    | 2%     | 136,381    | 4%     | 141,604           | 136,381   | 4%     |
| Total assets   | 2,766,977  | 2,981,055  | -7%    | 2,627,580  | 5%     | 2,766,977         | 2,627,580 | 5%     |
| Summary of key figures   |            |            |        |            |        |                   |           |        |
| Return on equity, total operations                                     | 11.2%      | 12.9%      |        | 10.6%      |        | 12.3%             | 13.1%     |        |
|  | 11.2%      | 12.9%      |        | 10.6%      |        | 12.3%             | 13.1%     |        |
| Return on equity, continuing operations                                |            |            |        |            |        |                   |           |        |
| C/I ratio, continuing operations                                       | 45.5%      | 45.0%      |        | 45.6%      |        | 45.5%             | 45.2%     |        |
| Earnings per share, total operations, SEK                              | 1.93       | 2.15       |        | 1.77       |        | 8.28              | 8.43      |        |
| - after dilution   | 1.92       | 2.13       |        | 1.76       |        | 8.20              | 8.31      |        |
| Common equity tier 1 ratio, CRR  | 22.7%      | 23.6%      |        | 25.1%      |        | 22.7%             | 25.1%     |        |
| Total capital ratio, CRR   | 28.3%      | 28.5%      |        | 31.4%      |        | 28.3%             | 31.4%     |        |

# Group performance

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

The Group's operating profit grew by 2% to SEK 21,025m (20,633). Adjusted for non-recurring items, operating profit rose by 3%. The period's profit after tax for total operations decreased by 1% to SEK 16,102m (16,245) and earnings per share were SEK 8.28 (8.43). Return on equity for total operations declined to 12.3% (13.1). The C/I ratio rose to 45.5% (45.2).

The common equity tier 1 ratio decreased to 22.7% (25.1). In 2017, new models were introduced for calculation of capital requirements for corporate and sovereign exposures. This has resulted in a decrease in both the Bank's capital ratios and the capital requirements communicated by the Swedish Financial Supervisory Authority.

#### Income

| SEK m                                 | Full year<br>2017 | Full year<br>2016 | Change |
|---------------------------------------|-------------------|-------------------|--------|
| Net interest income                   | 29,766            | 27,943            | 7%     |
| Net fee and commission income         | 9,718             | 9,156             | 6%     |
| Net gains/losses on financial trans.  | 1,271             | 3,066             | -59%   |
| of which capital gains sale of shares |                   | 1,685             |        |
| Other income                          | 919               | 598               | 54%    |
| Total income                          | 41,674            | 40,763            | 2%     |

Income grew by 2% to SEK 41,674m (40,763). Adjusted for capital gains on the sale of shares in the period of comparison, as well as for the receipt of a dividend from VISA Sweden ekonomisk förening (cooperative association) in 2017, the increase was 5%. Exchange rate effects had a negative impact on income of SEK -116m.

Net interest income rose by 7% to SEK 29,766m (27,943).

Starting from 2017, the Bank defines its lending and deposit margins as the customer interest rate minus the internal interest rates which are either debited or credited to branch operations. Higher lending volumes increased net interest income by SEK 1,237m. Lower lending margins in branch operations reduced net interest income by SEK -138m. Deposits had a SEK 237m positive impact on net interest income, due to increasing deposit volumes.

The benchmark effect in Stadshypotek amounted to SEK -1m (-8), while the doubled fee to the Resolution Fund amounted to SEK -1,730m (-976). Including fees for various deposit guarantees, government fees increased by SEK -724m to SEK -2,024m (-1,300). Exchange rate movements negatively affected net interest income by SEK -115m. The remainder of the increase in net interest income was chiefly attributable to lower funding costs.

The average volume of loans to the public grew by just over 4% to SEK 2,023bn (1,937). The effect of exchange rate movements was marginal. Household lending grew by 6% to SEK 1,062bn (1,000), while corporate lending grew by just over 2% to SEK 960bn (937).

The average volume of deposits and borrowing rose by 5% to SEK 1,034bn (983). The effect of exchange rate movements was marginal. The average volume of household deposits went up by 11% to SEK 423bn (381), while deposits from companies increased to SEK 611bn (603).

Net fee and commission income increased by 6% to SEK 9,718m (9,156), mainly due to higher fund management and asset management commissions. Fund management commissions increased by 18% to SEK 3,559m (3,023), and custody and asset management commissions grew by 16% to SEK 722m (623). Lending and deposit commissions rose by 6% to SEK 1,238m (1,172), while net payment commissions decreased to SEK 1,868m (1,896). Net fee and commission income from card operations decreased by 4% to SEK 1,193m, (1,248) mainly due to higher clearing fees. Net gains/losses on financial transactions declined to SEK 1,271m (3,066); this was chiefly because the period of comparison included capital gains totalling SEK 1,685m from the sale of shares classified as instruments available for sale.

Other income increased to SEK 919m (598). The increase was chiefly due to the receipt of a dividend from VISA Sweden ekonomisk förening.

#### Expenses

| SEK m                                   | Full year<br>2017 | Full year<br>2016 | Change |
|---|-------------------|-------------------|--------|
| Staff costs                             | -12,472           | -12,542           | -1%    |
| of which Oktogonen                      | -768              | -                 |        |
| of which Norwegian pension plan         | 239               | -                 |        |
| of which provision for early retirement | -                 | -700              |        |
| Other expenses                          | -5,889            | -5,401            | 9%     |
| Depreciation and amortisation           | -619              | -495              | 25%    |
| Total expenses                          | -18,980           | -18,438           | 3%     |

Total expenses rose by 3% to SEK -18,980m (-18,438). Exchange rate effects reduced expenses by SEK -79m.

Staff costs decreased by 1% to SEK -12,472m

(-12,542). In the first quarter, staff costs decreased by SEK 239m as a result of the transition to a defined contribution pension plan in the Norwegian operations and the period of comparison including a provision of SEK -700m. Adjusted for these items, underlying staff costs rose by 7%, or SEK 869m, mainly because of the resumption of provisions to the profit-sharing foundation Oktogonen, which totalled SEK -768m (-). Variable remuneration, including social security costs and other payroll overheads, decreased to SEK -72m (-102).

The average number of employees grew by 73 to 11,832 (11,759). This rise was due to continuing

expansion, primarily in the UK and the Netherlands, and to the Bank's increasing focus on IT development during the year. The provision that was made in 2016, chiefly to enable early retirements, has been utilised in full. The goal of achieving a cost reduction of SEK 600-700m compared with the 2015 level, all other factors being equal, will be reached in the first half of 2018, mainly as a result of increased efficiency in the Swedish operations.

Other expenses rose by 9% to SEK -5,889m (-5,401), chiefly due to higher costs for purchased services, as well as external IT costs. The Bank's preparations for being able to convert the UK branch into a subsidiary entailed costs of -104m during the year, mainly in the 'purchased services' and 'external IT costs' categories of expenses.

Development costs and other expenses for development relating to Brexit are estimated to total some SEK -300m for 2018. The IT development and other preparatory work that is now being carried out in the UK means that UK operations are expected to have an improved basis for maintaining their strong performance in the long term.

Depreciation, amortisation and impairment losses increased by 25% to SEK -619m (-495), chiefly due to higher IT investments.

#### Loan losses

| SEK m                                 | Full year<br>2017 | Full year<br>2016 | Change |
|---------------------------------------|-------------------|-------------------|--------|
| Net loan losses                       | -1,683            | -1,724            | -41    |
| Loan loss ratio as a % of loans, acc. | 0.08              | 0.09              | -0.01  |
| Impaired loans, net                   | 2,785             | 3,103             | -10%   |
| Proportion of impaired loans, %       | 0.13              | 0.16              | -0.03  |

Loan losses decreased slightly to SEK -1,683m (-1,724) and the loan loss ratio went down to 0.08% (0.09). Net impaired loans decreased slightly to SEK 2,785m (3,103), equivalent to 0.13% (0.16) of lending.

#### Q4 2017 COMPARED WITH Q3 2017

Operating profit went down by 8% to SEK 4,997m (5,424). The period's profit after tax for total operations decreased by 10% to SEK 3,762m (4,173). Earnings per share fell to SEK 1.93 (2.15) and return on equity declined to 11.2% (12.9).

The C/I ratio rose to 45.5% (45.0).

#### Income

|                                      | Q4     | Q3     |        |
|--------------------------------------|--------|--------|--------|
| SEK m                                | 2017   | 2017   | Change |
| Net interest income                  | 7,777  | 7,587  | 3%     |
| Net fee and commission income        | 2,501  | 2,355  | 6%     |
| Net gains/losses on financial trans. | 164    | 243    | -33%   |
| Other income                         | 710    | 63     |        |
| Total income                         | 11,152 | 10,248 | 9%     |

Income increased by 9% to SEK 11,152m (10,248). Adjusted for the dividend received during the quarter, income grew by 3%. Exchange rate movements increased income by SEK 83m.

Net interest income grew by 3%, or SEK 190m, to SEK 7,777m (7,587). Higher lending volumes contributed SEK 108m, while lending margins in the branch operations reduced net interest income by SEK -4m. Increasing deposit volumes had an impact of SEK 10m, while deposit margins made a positive contribution of SEK 14m.

Exchange rate effects had a SEK 65m positive impact on net interest income. Government fees increased to SEK -504m (-477), as a result of lower fees for the Swedish deposit guarantee scheme during the quarter of comparison. The benchmark effect in Stadshypotek was SEK -6m (44). The remainder of the increase in net interest income was attributable to lower funding costs.

The average volume of loans to the public grew by SEK 47bn to SEK 2,066bn (2,019). Exchange rate effects increased average volumes by SEK 13bn. Both household and corporate lending rose by just over 2%, and average volumes in both categories increased in all home markets. The total average volume of deposits and borrowing rose by 2% to SEK 1,078bn (1,059). Just over half of the volume increase was attributable to exchange rate effects. Household deposits rose by 3%, and the average volume of corporate deposits grew by 1%.

Net fee and commission income increased by 6% to SEK 2,501m (2,355). The increase was chiefly attributable to higher fund management commissions, and the fact that brokerage income in the quarter of comparison was seasonally lower. Brokerage income grew to SEK 207m (172). Fund management commissions increased by 9% to SEK 946m (869), while custody and other asset management commissions grew by 6% to SEK 200m (189). Net payment commissions rose to SEK 482m (478), including net commissions from card operations, which decreased to SEK 304m (317), due to higher clearing fees.

Net gains/losses on financial transactions went down to SEK 164m (243), largely as a result of expenses for premature redemption of derivatives in conjunction with a reconstruction agreement. Customer-driven foreign exchange trading showed a stable performance during the quarter.

Other income grew to SEK 710m (63), mainly due to a dividend of SEK 576m that was received from the VISA Sweden ekonomisk förening during the quarter. The Bank's share of the co-operative association is classified as an available-for-sale financial asset. The dividend meant that the value of the share was recognised in the income statement, while reducing Other comprehensive income. The Bank's capitalisation is thus not affected by the dividend.

#### Expenses

|                               | Q4     | Q3     |        |
|-------------------------------|--------|--------|--------|
| SEK m                         | 2017   | 2017   | Change |
| Staff costs                   | -3,178 | -3,134 | 1%     |
| Other expenses                | -1,712 | -1,337 | 28%    |
| Depreciation and amortisation | -184   | -140   | 31%    |
| Total expenses                | -5,074 | -4,611 | 10%    |

Expenses increased by 10% to SEK -5,074m (-4,611). Exchange rate effects increased expenses by SEK 47m. Staff costs grew by 1%, or SEK 44m, to SEK -3,178m (-3,134), of which SEK 30m was attributable to exchange rate movements. The provision to the Oktogonen profit-sharing foundation was SEK -133m (-149). The period's provision for variable remuneration increased to SEK -19m (-7). The average number of employees fell to 11,956 (12,102), which was due to the number of temporary staff during the preceding quarter.

Other expenses increased by 28% to SEK -1,712m (-1,337). The increase was greatest in the 'external IT costs' and 'purchased services' expense categories. In addition to seasonal effects, this was attributable to increased IT development, higher costs for compliance, and the continuing development of UK operations.

#### Loan losses

| SEK m                           | Q4<br>2017 | Q3<br>2017 | Change |
|---------------------------------|------------|------------|--------|
| Net loan losses                 | -1,084     | -217       | 867    |
| Loan loss ratio as a % of loans | 0.22       | 0.04       | 0.18   |
| Impaired loans, net             | 2,785      | 3,028      | -8%    |
| Proportion of impaired loans, % | 0.13       | 0.15       | -0.02  |

Loan losses increased to SEK -1,084m (-217) and the loan loss ratio was 0.22% (0.04). This increase was entirely attributable to two exposures. The underlying credit quality remained stable.

Net impaired loans decreased to SEK 2,785m (3,028), equivalent to 0.13% (0.15) of lending.

#### Taxes

The tax rate in Q4 was 24.7% (23.1).

A normal tax rate for the Group is 22-23%. Starting in 2017, interest expenses on subordinated loans are no longer tax-deductible; during the year, this increased the Bank's corporate tax by SEK 283m. The higher tax rate in the fourth quarter was due to a correction in the previous year's tax.

#### FUNDING AND LIQUIDITY

Handelsbanken's bond issues during the year decreased to SEK 163bn (198), consisting of SEK 138bn (148) in covered bonds and SEK 22bn (50) in senior bonds. The Bank replaced two dated subordinated loans that matured in the fourth quarter with two new dated subordinated loans with a total volume of SEK 3bn.

The Bank has large volumes of liquid funds, mortgage loans and other assets that are not encumbered and therefore represent protection for the Bank's senior lenders. At the end of the period, the ratio of nonencumbered assets to all non-encumbered market funding was 224% (210 at year-end 2016).

The Bank has a strong liquidity position. Cash funds and liquid assets deposited with central banks amounted to SEK 265bn (225), while the volume of liquid bonds and other liquid assets totalled SEK 179bn (157).

According to the current Swedish definition from January 2013, the Handelsbanken Group's liquidity coverage ratio (LCR) at the end of December was 133% (126). In USD, the LCR was 482% (322), and in EUR it was 175% (136). The Group's LCR, calculated according to the European Commission's delegated act, was 139% (142). At year-end, the net stable funding ratio (NSFR) was 102% (102 at the end of 2016).

# MREL

In December, the Swedish National Debt Office announced the Minimum Requirement for Eligible Liabilities, MREL. The combined MREL requirement was set at 6.6% of the consolidated situation's total liabilities and own funds. One part of this requirement means that by 1 January 2022, the Bank is expected to have replaced parts of its senior bond funding with a new form of subordinated senior bond funding that is eligible in a crisis.

The Bank expects issues of such instruments to begin by 2019 at the latest. The issues are expected to take place when parts of the present senior bond funding mature, and will not mean any increase in the Bank's total volume of bonds.

#### CAPITAL

The Bank's goal is that its common equity tier 1 ratio under normal circumstances should exceed the common equity tier 1 capital requirement communicated to the Bank by the Swedish Financial Supervisory Authority by 1-3 percentage points.

The common equity tier 1 ratio at the end of the year was 22.7%. At the same time, the Bank estimates that the Swedish Financial Supervisory Authority's common equity tier 1 capital requirement at the end of the year amounted to 20.2%. The Bank's capitalisation was thus within the target range.

In December, the Basel Committee published proposals for extensive changes to capital requirements regulations. The details of the final implementation of the Basel Committee's proposal within the EU and in Sweden have not yet been established. However, the Bank's overall assessment of the Basel Committee's proposal, as presented in December, is that at the end of the fourth quarter of 2017, the Bank's capitalisation was already on a par with the capital requirements that the proposal would entail.

# Capital situation 31 December 2017 compared with 31 December 2016

|                                    | 31 Dec  | 31 Dec  |        |
|------------------------------------|---------|---------|--------|
| SEK m                              | 2017    | 2016    | Change |
| Common equity tier 1 ratio, CRR    | 22.7%   | 25.1%   | -2.4   |
| Total capital ratio, CRR           | 28.3%   | 31.4%   | -3.1   |
| Risk exposure amount CRR           | 509,032 | 458,787 | 11%    |
| Common equity tier 1 capital       | 115,753 | 115,240 | 0%     |
| Total own funds                    | 144,115 | 144,233 | 0%     |
| Capital requirement, Basel I floor | 102,848 | 98,235  | 5%     |
| Total own funds, Basel I floor     | 146,472 | 145,760 | 0%     |

Own funds amounted to SEK 144bn (144), and the Bank's total capital ratio decreased to 28.3% (31.4).

The common equity tier 1 capital grew to SEK 116bn (115), while the common equity tier 1 ratio fell by 2.4 percentage points to 22.7% (25.1). The implementation of new PD models, as well as IRB models for sovereign exposures, reduced the common equity tier 1 ratio by -2.4 percentage points.

The period's earnings, after a deduction for the dividend, contributed 0.2 percentage points.

Higher lending volumes reduced the common equity tier 1 ratio by -0.6 percentage points. Credit risk migration in the loan portfolio affected the common equity tier 1 ratio by -0.2 percentage points. The net effect of various risk levels on inflows and outflows in the lending portfolio – "volume migration" – caused the common equity tier 1 ratio to decrease by -0.2 percentage points.

The change in net pensions increased the common equity tier 1 ratio by 0.8 percentage points. The impact of higher asset values was greater than the negative effect of reduced discount rates. Exchange rate movements were neutral, as was the net effect of other factors.

# Capital situation 31 December 2017 compared with 30 September 2017

| SEK m                              | 31 Dec<br>2017 | 30 Sep<br>2017 | Change |
|------------------------------------|----------------|----------------|--------|
| Common equity tier 1 ratio, CRR    | 22.7%          | 23.6%          | -0.9   |
| Total capital ratio, CRR           | 28.3%          | 28.5%          | -0.2   |
| Risk exposure amount CRR           | 509,032        | 507,413        | 0%     |
| Common equity tier 1 capital       | 115,753        | 119,511        | -3%    |
| Total own funds                    | 144,115        | 144,569        | 0%     |
| Capital requirement, Basel I floor | 102,848        | 101,996        | 1%     |
| Total own funds, Basel I floor     | 146,472        | 146,815        | 0%     |

Own funds amounted to SEK 144bn (145) and the total capital ratio fell somewhat to 28.3% (28.5). Common equity tier 1 capital amounted to SEK 116bn (120), while the common equity tier 1 ratio according to CRR went down to 22.7% (23.6). The period's earnings, after a deduction for the dividend, reduced the common equity tier 1 ratio by -0.6 percentage points.

Rising lending volumes reduced the common equity tier 1 ratio by -0.1 percentage point. The net effect of

credit risk and volume migration reduced the common equity tier 1 ratio by -0.4 percentage points.

The change in net pensions had a neutral effect, despite the fact that the discount rate for Swedish pension obligations was reduced to 2.2% (2.3).

Exchange rate effects were neutral, and the net effect of other factors increased the common equity tier 1 ratio by 0.2 percentage points.

#### Economic capital and available financial resources

Handelsbanken's internal assessment of the capital requirement is based on the Bank's capital requirement, stress tests, and the Bank's model for economic capital (EC). Economic capital is measured in relation to the Bank's available financial resources (AFR). The Board stipulates that the AFR/EC ratio for the Group must exceed 120%. At the end of the year, Group EC totalled SEK 60.0bn, while AFR was SEK 150.4bn. Thus, the ratio between AFR and EC was 251%.

For the consolidated situation, EC totalled SEK 34.2bn, and AFR was SEK 148.6bn.

### IFRS 9 and IFRS 15

Starting from the 2018 financial year, IFRS 9 Financial Instruments replaces IAS 39 Financial Instruments: Recognition and Measurement. When the transition to the new standard takes place, the Bank's provisions for loan losses will increase by SEK 0.6bn, which is adjusted against equity by SEK -0.5bn after tax. The transition will not have a negative impact on capital ratios.

IFRS 15 Revenue from Contracts with Customers comes into force as of the 2018 financial year. The impact of the transition on the Bank is not of a material nature.

### Rating

During the first quarter, Standard & Poor's changed their outlook for Handelsbanken to stable from negative. Otherwise, Handelsbanken's long-term and short-term ratings with the rating agencies which monitor the Bank were unchanged.

|                   | Long-term | Short-term | Counterparty risk<br>assessment |
|-------------------|-----------|------------|---------------------------------|
| Standard & Poor's | AA-       | A-1+       |                                 |
| Fitch             | AA<br>AA  | F1+        |                                 |
| Moody's           | Aa2       | P-1        | Aa1                             |
| DBRS              | AA (low)  |            |                                 |

### HANDELSBANKEN'S AGM ON 21 MARCH

The Board is proposing a total dividend of SEK 7.50 per share (5.00) to the annual general meeting, comprising an ordinary dividend of SEK 5.50 and an extra dividend SEK 2.00, and that the existing repurchase programme of a maximum of 120 million shares be extended for a further year. In addition, the Board proposes that the annual general meeting authorise the Board to be able to issue convertible debt instruments in the form of AT1 bonds, in order to adapt the Bank's capital structure to capital requirements prevailing at any time.

The Board proposes that the record day for the dividend be 23 March 2018, which means that the

Handelsbanken share will be traded ex-dividend on 22 March 2018, and that the dividend is then expected to be disbursed on 28 March 2018.

# Handelsbanken Group – Business segments

| January - December 2017   |        |        | Home ma | arkets  |        |                  |                    |        |                 |                            |
|---|--------|--------|---------|---------|--------|------------------|--------------------|--------|-----------------|----------------------------|
| SEK m   | Sweden | UK     | Denmark | Finland | Norway | Nether-<br>lands | Capital<br>Markets | Other  | Adj. &<br>elim. | Group<br>Full year<br>2017 |
| Net interest income   | 16,694 | 4,659  | 1,714   | 1,203   | 3,666  | 557              | 472                | 801    |                 | 29,766                     |
| Net fee and commission income   | 4,434  | 602    | 433     | 462     | 410    | 155              | 3,174              | 48     |                 | 9,718                      |
| Net gains/losses on financial transactions                            | 663    | 127    | 95      | 52      | 90     | 20               | 979                | -755   |                 | 1,271                      |
| Risk result - insurance   |        |        |         |         |        |                  | 142                |        |                 | 142                        |
| Share of profit of associates   |        |        |         |         |        | 2                |                    | 12     |                 | 14                         |
| Other income  | 49     | 3      | 15      | 18      | 14     | 1                | 26                 | 637    |                 | 763                        |
| Total income  | 21,840 | 5,391  | 2,257   | 1,735   | 4,180  | 735              | 4,793              | 743    |                 | 41,674                     |
| Staff costs   | -3,465 | -1,828 | -669    | -396    | -570   | -289             | -2,241             | -2,818 | -196            | -12,472                    |
| Other expenses  | -1,180 | -549   | -159    | -180    | -223   | -85              | -922               | -2,591 |                 | -5,889                     |
| Internal purchased and sold services                                  | -3,168 | -595   | -335    | -303    | -424   | -98              | 52                 | 4,871  |                 |                            |
| Depreciation, amortisation and impairments of property, equipment and |        |        |         |         |        |                  |                    |        |                 |                            |
| intangible assets   | -79    | -63    | -13     | -19     | -14    | -13              | -83                | -282   | -53             | -619                       |
| Total expenses  | -7,892 | -3,035 | -1,176  | -898    | -1,231 | -485             | -3,194             | -820   | -249            | -18,980                    |
| Profit before loan losses   | 13,948 | 2,356  | 1,081   | 837     | 2,949  | 250              | 1,599              | -77    | -249            | 22,694                     |
| Net loan losses   | -210   | -739   | -466    | -57     | -157   | 2                | -56                |        |                 | -1,683                     |
| Gains/losses on disposal of property, equipment and intangible assets | 2      | -1     | 13      | 0       | 1      | -                | -1                 | 0      |                 | 14                         |
| Operating profit  | 13,740 | 1,616  | 628     | 780     | 2,793  | 252              | 1,542              | -77    | -249            | 21,025                     |
| Profit allocation   | 1,257  | 35     | 94      | 150     | 90     | 3                | -1,629             | -      |                 |                            |
| Operating profit after profit allocation                              | 14,997 | 1,651  | 722     | 930     | 2,883  | 255              | -87                | -77    | -249            | 21,025                     |
| Internal income*  | 601    | -935   | -237    | -228    | -2,196 | -227             | -2,735             | 5,957  |                 |                            |

| January - December 2016  |        |        | Home ma | arkets  |        |                  |                    |        |              |                            |
|--|--------|--------|---------|---------|--------|------------------|--------------------|--------|--------------|----------------------------|
| SEK m  | Sweden | UK     | Denmark | Finland | Norway | Nether-<br>lands | Capital<br>Markets | Other  | Adj. & elim. | Group<br>Full year<br>2016 |
| Net interest income  | 15,519 | 4,414  | 1,686   | 1,218   | 3,355  | 438              | 557                | 756    |              | 27,943                     |
| Net fee and commission income  | 4,233  | 519    | 379     | 419     | 381    | 75               | 3,081              | 69     |              | 9,156                      |
| Net gains/losses on financial transactions                               | 725    | 219    | 75      | 87      | 114    | 5                | 984                | 857    |              | 3,066                      |
| Risk result - insurance  |        |        |         |         |        |                  | 142                |        |              | 142                        |
| Share of profit of associates  |        |        |         |         |        | 2                |                    | 23     |              | 25                         |
| Other income   | 47     | 3      | 15      | 10      | 81     | 1                | 8                  | 266    |              | 431                        |
| Total income   | 20,524 | 5,155  | 2,155   | 1,734   | 3,931  | 521              | 4,772              | 1,971  |              | 40,763                     |
| Staff costs  | -3,671 | -1,849 | -655    | -380    | -676   | -210             | -2,368             | -2,335 | -398         | -12,542                    |
| Other expenses   | -1,153 | -463   | -194    | -210    | -206   | -60              | -871               | -2,244 |              | -5,401                     |
| Internal purchased and sold services                                     | -2,645 | -545   | -287    | -239    | -379   | -77              | -56                | 4,228  |              |                            |
| Depreciation, amortisation and<br>impairments of property, equipment and |        |        |         |         |        |                  |                    |        |              |                            |
| intangible assets  | -67    | -46    | -14     | -14     | -8     | -7               | -76                | -248   | -15          | -495                       |
| Total expenses   | -7,536 | -2,903 | -1,150  | -843    | -1,269 | -354             | -3,371             | -599   | -413         | -18,438                    |
| Profit before loan losses  | 12,988 | 2,252  | 1,005   | 891     | 2,662  | 167              | 1,401              | 1,372  | -413         | 22,325                     |
| Net loan losses  | -416   | -160   | -716    | -36     | -347   | 0                | -49                |        |              | -1,724                     |
| Gains/losses on disposal of property, equipment and intangible assets    | 0      | 2      | 7       | 0       | 0      | -                | 0                  | 23     |              | 32                         |
| Operating profit   | 12,572 | 2,094  | 296     | 855     | 2,315  | 167              | 1,352              | 1,395  | -413         | 20,633                     |
| Profit allocation  | 997    | 35     | 85      | 131     | 91     | 3                | -1,342             |        |              |                            |
| Operating profit after profit allocation                                 | 13,569 | 2,129  | 381     | 986     | 2,406  | 170              | 10                 | 1,395  | -413         | 20,633                     |
| Internal income*   | 116    | -1,195 | -334    | -262    | -2,463 | -210             | -2,851             | 7,199  |              |                            |

\* Internal income which is included in total income comprises income from transactions between other operating segments and Other. Since interest income and interest expense are reported net as income, this means that internal income includes the net amount of the internal funding cost between segments and Other.

The business segments consist of Handelsbanken Sweden, Handelsbanken UK, Handelsbanken Denmark, Handelsbanken Finland, Handelsbanken Norway, Handelsbanken the Netherlands and Handelsbanken Capital Markets. The income statements by segment include internal items such as internal interest, commissions and payment for internal services rendered, primarily according to the cost price principle. The part of Handelsbanken Capital Markets' operating profit that does not involve risk-taking is allocated to branches with customer responsibility..

# Handelsbanken Sweden

Handelsbanken Sweden comprises branch operations in five regional banks, as well as the operations of Handelsbanken Finans, Ecster and Stadshypotek in Sweden. At Handelsbanken, the branches are the base of all operations, with responsibility for all customers of the Bank. The regional banks offer a full range of banking services at 420 branches throughout Sweden. Handelsbanken Finans offers finance company services and works through the Bank's branches.

#### **INCOME STATEMENT**

| SEK m   | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year | Change |
|---|------------|------------|--------|------------|--------|-------------------|-----------|--------|
| Net interest income                                     | 4,371      | 4,301      | 2%     | 4.018      | 9%     | 16.694            | 15,519    | 8%     |
| Net fee and commission income                           | 1,146      | 1,113      | 3%     | 1,102      | 4%     | 4.434             | 4.233     | 5%     |
| Net gains/losses on financial transactions              | 167        | 173        | -3%    | 184        | -9%    | 663               | 725       | -9%    |
| Other income  | 15         | 7          | 114%   | 28         | -46%   | 49                | 47        | 4%     |
| Total income  | 5,699      | 5,594      | 2%     | 5,332      | 7%     | 21,840            | 20,524    | 6%     |
| Staff costs   | -885       | -876       | 1%     | -867       | 2%     | -3,465            | -3,671    | -6%    |
| Other expenses  | -354       | -268       | 32%    | -302       | 17%    | -1,180            | -1,153    | 2%     |
| Internal purchased and sold services                    | -871       | -732       | 19%    | -680       | 28%    | -3,168            | -2,645    | 20%    |
| Depreciation, amortisation and impairments of property, |            |            |        |            |        |                   |           |        |
| equipment and intangible assets                         | -17        | -18        | -6%    | -11        | 55%    | -79               | -67       | 18%    |
| Total expenses  | -2,127     | -1,894     | 12%    | -1,860     | 14%    | -7,892            | -7,536    | 5%     |
| Profit before loan losses                               | 3,572      | 3,700      | -3%    | 3,472      | 3%     | 13,948            | 12,988    | 7%     |
| Net loan losses   | -69        | -42        | 64%    | -180       | -62%   | -210              | -416      | -50%   |
| Gains/losses on disposal of property,                   |            |            |        |            |        |                   |           |        |
| equipment and intangible assets                         | 2          | 0          |        | -1         |        | 2                 | 0         |        |
| Operating profit  | 3,505      | 3,658      | -4%    | 3,291      | 7%     | 13,740            | 12,572    | 9%     |
| Profit allocation                                       | 311        | 322        | -3%    | 300        | 4%     | 1,257             | 997       | 26%    |
| Operating profit after profit allocation                | 3,816      | 3,980      | -4%    | 3,591      | 6%     | 14,997            | 13,569    | 11%    |
| Internal income   | 216        | 219        | -1%    | 35         |        | 601               | 116       | 418%   |
| Cost/income ratio, %                                    | 35.4       | 32.0       |        | 33.0       |        | 34.2              | 35.0      |        |
| Loan loss ratio, %                                      | 0.02       | 0.01       |        | 0.06       |        | 0.02              | 0.03      |        |
| Allocated capital                                       | 79,964     | 78,083     | 2%     | 77,800     | 3%     | 79,964            | 77,800    | 3%     |
| Return on allocated capital, %                          | 14.9       | 15.9       |        | 14.4       |        | 15.3              | 14.7      |        |
| Average number of employees                             | 4,084      | 4,232      | -3%    | 4,109      | -1%    | 4,078             | 4,293     | -5%    |
| Number of branches                                      | 420        | 422        | 0%     | 435        | -3%    | 420               | 435       | -3%    |

#### **BUSINESS VOLUMES**

|  | Q4    | Q3    |        | Q4    |        | Full year | Full year |        |
|--|-------|-------|--------|-------|--------|-----------|-----------|--------|
| Average volumes, SEK bn                | 2017  | 2017  | Change | 2016  | Change | 2017      | 2016      | Change |
| Loans to the public*                   |       |       |        |       |        |           |           |        |
| Household                              | 801   | 788   | 2%     | 757   | 6%     | 782       | 740       | 6%     |
| of which mortgage loans                | 752   | 738   | 2%     | 705   | 7%     | 732       | 687       | 7%     |
| Corporate                              | 497   | 491   | 1%     | 473   | 5%     | 488       | 479       | 2%     |
| of which mortgage loans                | 290   | 285   | 2%     | 269   | 8%     | 283       | 271       | 4%     |
| Total                                  | 1,298 | 1,279 | 1%     | 1,230 | 6%     | 1,270     | 1,219     | 4%     |
| Deposits and borrowing from the public |       |       |        |       |        |           |           |        |
| Household                              | 333   | 325   | 2%     | 306   | 9%     | 321       | 295       | 9%     |
| Corporate                              | 239   | 232   | 3%     | 209   | 14%    | 229       | 201       | 14%    |
| Total                                  | 572   | 557   | 3%     | 515   | 11%    | 550       | 496       | 11%    |

\* Excluding loans to the National Debt Office.

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit increased by 9% to SEK 13,740m (12,572). The period of comparison was charged with a provision of SEK -102m relating primarily to early retirements, and adjusted for this, operating profit rose by 8%.

Net interest income grew by 8% to SEK 16,694m (15,519). Higher lending volumes increased net interest income by SEK 597m, while somewhat lower lending margins had a negative impact of SEK -27m. Deposit operations contributed SEK 127m due to volumes and SEK 18m due to improved margins. The benchmark effect in Stadshypotek had a positive impact on net interest income, increasing it by SEK 7m to SEK -1m (-8). Fees for the Resolution Fund and the deposit guarantee rose by SEK 378m to SEK -1,037m (-659). The remainder of the increase in net interest income was mainly due to lower funding costs.

Net fee and commission income grew by 5% to SEK 4,434m (4,233). The increase was primarily attributable to higher fund management and insurance commissions.

Net gains/losses on financial transactions decreased by 9% to SEK 663m (725), primarily as a consequence of lower early loan repayment charges.

Total expenses rose by 5% to SEK -7,892m (-7,536). Staff costs decreased by 6% to SEK -3,465m (-3,671). Adjusted for the aforementioned provision during the period of comparison, staff costs declined by 3%, while the total increase in expenses was 6%. The average number of employees fell by 5% to 4,078 (4,293).

Expenses for services bought and sold internally rose by 20% to SEK -3,168m (-2,645), mainly due to higher IT development costs and adaptations to regulations.

The C/I ratio improved to 34.2% (35.0).

Loan losses went down to SEK -210m (-416), and the loan loss ratio fell to 0.02% (0.03).

#### **Business development**

Just as in previous years, the major Swedish Quality Index (SKI) survey found that Handelsbanken has more satisfied customers than other major Swedish banks. For private customers, Handelsbanken's index value was 68.9, an increase compared with the previous year. The other major banks recorded scores in the 52.9 - 64.5range. For corporate customers, Handelsbanken's index value was 67.5, as compared with the other major banks, all of which recorded scores in the 53.6 - 62.2 range.

It is Handelsbanken's combination of personal service, local presence and reliable digital services that have been recognised, with such accolades in this year's survey as "Handelsbanken's technical solutions – for both corporate and private customers – have come out on top."

In Finansbarometern's annual survey, Handelsbanken has once again been voted Business Bank of the Year –

for the seventh year running – and Sweden's Small Enterprise Bank – for the sixth year running.

During the year, new savings in the Bank's mutual funds in Sweden amounted to SEK 22.0bn (11.9), corresponding to a market share of 19.5%, making Handelsbanken the largest player for new savings in the Swedish mutual funds market.

The average volume of mortgage loans to private individuals increased by 7% to SEK 732bn (687), while the average volume of lending to companies rose by 2% to SEK 488bn (479). The average volume of deposits from households grew by 9% to SEK 321bn (295).

Handelsbanken had a total of 420 (435) branches in Sweden.

### Q4 2017 COMPARED WITH Q3 2017

Operating profit decreased by 4% to SEK 3,505m (3,658), and return on allocated capital fell to 14.9% (15.9).

Net interest income rose by 2%, or SEK 70m, to SEK 4,371m (4,301). Increasing lending volumes had a positive impact of SEK 55m, while lending margins reduced net interest income by SEK 1m. Net interest income from deposit operations rose by SEK 12m. The benchmark effect in Stadshypotek had a negative impact on net interest income, decreasing it by SEK 50m to SEK -6m (44). Higher government fees in the comparison quarter also had a negative impact of SEK 25m on net interest income, and amounted to SEK -259m (-234). Most of the remainder of the increase in net interest income was attributable to lower funding costs.

The average volume of mortgage loans to private individuals grew by 2% to SEK 752bn (738). The gross margin on the mortgage portfolio – before advisory and administration expenses – was unchanged at 1.06% (1.06).

The average volume of corporate lending rose by 1% to SEK 497bn (491).

Net fee and commission income grew to SEK 1,146m (1,113), due to increased lending and payment commissions, but also to higher brokerage income.

Net gains/losses on financial transactions totalled SEK 167m (173).

Expenses rose by 12% to SEK -2,127m (-1,894), which, in addition to lower seasonal costs in the comparison quarter, was also mainly attributable to higher IT development costs. Staff costs increased by 1% and the average number of employees declined to 4,084 (4,232) as a result of the employment of temporary staff during the summer in the comparison quarter.

Loan losses amounted to SEK -69m (-42), corresponding to a loan loss ratio of 0.02% (0.01).

# Handelsbanken UK

Handelsbanken UK comprises branch operations in five regional banks and the asset management company Heartwood. Handelsbanken Finans's operations in the UK are also included. At Handelsbanken, the branches are the base of all operations, with responsibility for all customers of the Bank. The regional banks offer banking services at 208 branches throughout the UK.

# **INCOME STATEMENT**

| SEK m   | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|---|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Net interest income                                     | 1,245      | 1,157      | 8%     | 1,111      | 12%    | 4,659             | 4,414             | 6%     |
| Net fee and commission income                           | 165        | 147        | 12%    | 147        | 12%    | 602               | 519               | 16%    |
| Net gains/losses on financial transactions              | -13        | 46         |        | 59         |        | 127               | 219               | -42%   |
| Other income  | 2          | 1          | 100%   | 3          | -33%   | 3                 | 3                 | 0%     |
| Total income  | 1,399      | 1,351      | 4%     | 1,320      | 6%     | 5,391             | 5,155             | 5%     |
| Staff costs   | -462       | -452       | 2%     | -470       | -2%    | -1,828            | -1,849            | -1%    |
| Other expenses  | -194       | -117       | 66%    | -143       | 36%    | -549              | -463              | 19%    |
| Internal purchased and sold services                    | -155       | -139       | 12%    | -151       | 3%     | -595              | -545              | 9%     |
| Depreciation, amortisation and impairments of property, |            |            |        |            |        |                   |                   |        |
| equipment and intangible assets                         | -16        | -15        | 7%     | -11        | 45%    | -63               | -46               | 37%    |
| Total expenses  | -827       | -723       | 14%    | -775       | 7%     | -3,035            | -2,903            | 5%     |
| Profit before loan losses                               | 572        | 628        | -9%    | 545        | 5%     | 2,356             | 2,252             | 5%     |
| Net loan losses   | -556       | -148       | 276%   | -73        |        | -739              | -160              | 362%   |
| Gains/losses on disposal of property,                   |            |            |        |            |        |                   |                   |        |
| equipment and intangible assets                         | 0          | 0          | 0%     | 0          |        | -1                | 2                 |        |
| Operating profit  | 16         | 480        | -97%   | 472        | -97%   | 1,616             | 2,094             | -23%   |
| Profit allocation                                       | 11         | 9          | 22%    | 9          | 22%    | 35                | 35                | 0%     |
| Operating profit after profit allocation                | 27         | 489        | -94%   | 481        | -94%   | 1,651             | 2,129             | -22%   |
| Internal income   | -126       | -225       | 44%    | -208       | 39%    | -935              | -1,195            | 22%    |
| Cost/income ratio, %                                    | 58.7       | 53.2       |        | 58.3       |        | 55.9              | 55.9              |        |
| Loan loss ratio, %                                      | 1.13       | 0.30       |        | 0.15       |        | 0.38              | 0.08              |        |
| Allocated capital                                       | 13,106     | 12,519     | 5%     | 11,426     | 15%    | 13,106            | 11,426            | 15%    |
| Return on allocated capital, %                          | 0.6        | 12.2       |        | 13.1       |        | 10.2              | 15.4              |        |
| Average number of employees                             | 2,093      | 2,073      | 1%     | 1,980      | 6%     | 2,045             | 1,959             | 4%     |
| Number of branches                                      | 208        | 207        | 0%     | 207        | 0%     | 208               | 207               | 0%     |

#### **BUSINESS VOLUMES**

| Average volumes, GBP m                 | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Loans to the public                    |            |            |        |            |        |                   |                   |        |
| Household                              | 6,311      | 6,210      | 2%     | 5,754      | 10%    | 6,127             | 5,527             | 11%    |
| Corporate                              | 12,874     | 12,411     | 4%     | 11,418     | 13%    | 12,264            | 11,007            | 11%    |
| Total                                  | 19,185     | 18,621     | 3%     | 17,172     | 12%    | 18,391            | 16,534            | 11%    |
| Deposits and borrowing from the public |            |            |        |            |        |                   |                   |        |
| Household                              | 4,232      | 3,965      | 7%     | 3,039      | 39%    | 3,775             | 2,569             | 47%    |
| Corporate                              | 9,174      | 9,113      | 1%     | 7,550      | 22%    | 8,654             | 7,218             | 20%    |
| Total                                  | 13,406     | 13,078     | 3%     | 10,589     | 27%    | 12,429            | 9,787             | 27%    |

### JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit went down by 23% to SEK 1,616m (2,094). However, exchange rate effects reduced operating profit by SEK -98m; expressed in local currency, operating profit declined by 19%. The return on allocated capital decreased to 10.2% (15.4).

Income rose by 5% but in local currency by 10%. Net interest income rose by SEK 245m, or 6%, to SEK 4,659m (4,414). Exchange rate effects had a negative impact of SEK -212m on net interest income, but in local currency, net interest income grew by 11%. Higher lending volumes contributed SEK 367m, and deposit volumes SEK 120m. Lower lending margins, mainly on household lending, negatively affected net interest income by SEK -110m, and deposit margins declined by SEK -31m. Government fees burdened net interest income by SEK -173m (-90). Lower funding costs had a positive effect on net interest income.

Net fee and commission income rose by 16% to SEK 602m (519). In local currency, the increase was 22%, due mainly to higher lending commissions, but also to higher payment and asset management commissions.

Net gains/losses on financial transactions went down to SEK 127m (219), mainly as a result of expenses for premature redemption of derivatives in conjunction with a reconstruction agreement. The period of comparison also included one-off income related to the sale of Visa Europe.

Expenses rose by 5% to SEK -3,035m (-2,903). In local currency, expenses were up by 10%, as a result of expanding operations and expenses relating to Brexit. For branch operations in the UK, Brexit-related expenses amounted to SEK 86m during the year.

The Bank continues to see good opportunities for expansion and growing business volumes in the UK. The preparations for being able to convert the UK branch structure into a subsidiary are ongoing. The measures and expenses necessitated by such a process mean that operations in the UK will be given greater opportunities for continuing their favourable and longterm business development. The average number of employees grew by 4% to 2,045 (1,959).

Loan losses were SEK -739m (-160), which was chiefly attributable to a single exposure. The loan loss ratio was 0.38% (0.08).

#### Business development

The EPSI annual customer satisfaction survey showed that Handelsbanken once again had the most satisfied customers among banks in United Kingdom. Private customers gave the Bank an index value of 85.2, as compared with the sector average of 72.3. Corporate customers gave the Bank an index value of 83.8, as compared with the sector average of 70.6.

For the fifth time, Handelsbanken was named Best Private Bank in the Financial Times and Investors Chronicle Awards. One of the success factors highlighted by the voting of magazine readers and the jury was the Bank's business model.

For the third successive year, Handelsbanken received top rating in the Government-backed Business Banking Insight (BBI) survey of UK SMEs, further highlighting the strength of Handelsbanken's business model.

Business volumes continued to grow. The average volume of household deposits rose by 47% compared to the corresponding period of 2016, while household lending grew by 11%. Overall, the average lending volume increased by 11% to GBP 18.4bn, while total deposits grew by 27% to GBP 12.4bn. Therefore the loan-to-deposit ratio continued to decrease and was 143% at year-end, compared to 162% at year-end 2016.

Heartwood's assets under management totalled GBP 3.4bn, compared with GBP 2.9bn at year-end 2016. New savings rose sharply, totalling GBP 315m (167) for the year.

During the autumn, a new branch was announced for Liverpool Street in London, thus bringing the number of branches in the UK to 208 (207).

#### Q4 2017 COMPARED WITH Q3 2017

Operating profit fell to SEK 16m (480) as a result of higher loan losses. Profit before loan losses, expressed in local currency, was 12% lower, due to higher expenses, primarily related to Brexit preparations. Return on allocated capital fell to 0.6% (12.2).

Income grew by 4% to SEK 1,399m (1,351), though adjusted for exchange rate movements, income remained largely unchanged. Net interest income rose by 8%, or SEK 88m, to SEK 1,245m (1,157), of which SEK 41m was attributable to exchange rate effects; expressed in local currency, net interest income improved by 4%. Increasing volumes of business made a positive contribution of SEK 29m. Lending margins decreased by SEK -6m on lending to households, though this was offset by an increase in deposit margins of SEK 16m. Net fee and commission income rose by 12% to SEK 165m (147), but expressed in local currency, net fee and commission income increased by 7%. Net gains/losses on financial transactions were negative and amounted to SEK -13m (46), as a result of expenses for premature redemption of derivatives in conjunction with a reconstruction agreement.

Expenses increased by SEK 104m, or 14%, to SEK -827m (-723), of which the strengthening of sterling during the quarter accounted for SEK 26m. Adjusted for exchange rate effects, expenses grew by 10%, which was partly attributable to preparations for Brexit. The average number of employees rose to 2,093 (2,073).

Loan losses were SEK -556m (-148), which was attributable to a single exposure. The loan loss ratio was 1.13% (0.30).

# Handelsbanken Denmark

Handelsbanken Denmark consists of the branch operations in Denmark, which are organised as a regional bank, as well as Stadshypotek's operations in Denmark. At Handelsbanken, the branches are the base of all operations, with responsibility for all customers of the Bank. The regional bank offers a full range of banking services at 57 branches throughout Denmark.

# INCOME STATEMENT

| SEK m   | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|---|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Net interest income   | 439        | 433        | 1%     | 447        | -2%    | 1,714             | 1,686             | 2%     |
| Net fee and commission income   | 115        | 89         | 29%    | 95         | 21%    | 433               | 379               | 14%    |
| Net gains/losses on financial transactions  | 24         | 18         | 33%    | 21         | 14%    | 95                | 75                | 27%    |
| Other income  | 3          | 4          | -25%   | 3          | 0%     | 15                | 15                | 0%     |
| Total income  | 581        | 544        | 7%     | 566        | 3%     | 2,257             | 2,155             | 5%     |
| Staff costs   | -174       | -166       | 5%     | -177       | -2%    | -669              | -655              | 2%     |
| Other expenses  | -51        | -33        | 55%    | -66        | -23%   | -159              | -194              | -18%   |
| Internal purchased and sold services  | -88        | -84        | 5%     | -78        | 13%    | -335              | -287              | 17%    |
| Depreciation, amortisation and impairments of property, equipment and intangible assets | -3         | -3         | 0%     | -4         | -25%   | -13               | -14               | -7%    |
| Total expenses  | -316       | -286       | 10%    | -325       | -3%    | -1,176            | -1,150            | 2%     |
| Profit before loan losses   | 265        | 258        | 3%     | 241        | 10%    | 1,081             | 1,005             | 8%     |
| Net loan losses   | -372       | -24        |        | -478       | -22%   | -466              | -716              | -35%   |
| Gains/losses on disposal of property,   |            |            |        |            |        |                   |                   |        |
| equipment and intangible assets   | 2          | 3          | -33%   | 1          | 100%   | 13                | 7                 | 86%    |
| Operating profit  | -105       | 237        |        | -236       | 56%    | 628               | 296               | 112%   |
| Profit allocation   | 25         | 21         | 19%    | 22         | 14%    | 94                | 85                | 11%    |
| Operating profit after profit allocation  | -80        | 258        |        | -214       | 63%    | 722               | 381               | 90%    |
| Internal income   | 7          | -70        |        | -43        |        | -237              | -334              | 29%    |
| Cost/income ratio, %  | 52.1       | 50.6       |        | 55.3       |        | 50.0              | 51.3              |        |
| Loan loss ratio, %  | 1.53       | 0.10       |        | 2.26       |        | 0.48              | 0.85              |        |
| Allocated capital   | 5,711      | 5,708      | 0%     | 6,221      | -8%    | 5,711             | 6,221             | -8%    |
| Return on allocated capital, %  | -4.3       | 14.0       |        | -10.7      |        | 9.7               | 4.8               |        |
| Average number of employees   | 609        | 608        | 0%     | 617        | -1%    | 608               | 624               | -3%    |
| Number of branches  | 57         | 57         | 0%     | 57         | 0%     | 57                | 57                | 0%     |

#### **BUSINESS VOLUMES**

|  | Q4   | Q3   |        | Q4   |        | Full year | Full year |        |
|--|------|------|--------|------|--------|-----------|-----------|--------|
| Average volumes, DKK bn                | 2017 | 2017 | Change | 2016 | Change | 2017      | 2016      | Change |
| Loans to the public                    |      |      |        |      |        |           |           |        |
| Household                              | 45.1 | 44.3 | 2%     | 42.5 | 6%     | 44.1      | 40.8      | 8%     |
| Corporate                              | 28.7 | 27.6 | 4%     | 29.0 | -1%    | 28.7      | 28.8      | 0%     |
| Total                                  | 73.8 | 71.9 | 3%     | 71.5 | 3%     | 72.8      | 69.6      | 5%     |
| Deposits and borrowing from the public |      |      |        |      |        |           |           |        |
| Household                              | 13.3 | 13.1 | 2%     | 12.4 | 7%     | 12.8      | 11.9      | 8%     |
| Corporate                              | 19.3 | 19.8 | -3%    | 16.2 | 19%    | 19.1      | 15.7      | 22%    |
| Total                                  | 32.6 | 32.9 | -1%    | 28.6 | 14%    | 31.9      | 27.6      | 16%    |

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit rose by 112% to SEK 628m (296), chiefly due to lower loan losses. Profit before loan losses improved by 8% to SEK 1,081m (1,005), partly as a result of greater customer activity. Exchange rate movements had a positive impact on operating profit of SEK 5m, and expressed in local currency, profit before loan losses rose by 6%. The return on allocated capital increased to 9.7% (4.8).

Net interest income rose by 2% to SEK 1,714m (1,686), which was attributable in full to exchange rate movements, and, expressed in local currency, remained largely unchanged year on year. Increased lending volumes contributed SEK 69m, while lower lending margins reduced net interest income by SEK -72m. Improved deposit margins and higher deposit volumes increased net interest income by SEK 8m.

Fees for the Swedish Resolution Fund and the deposit guarantee increased by SEK 31m, burdening net interest income by SEK -74m (-43).

Net fee and commission income rose by 14% to SEK 433m (379). The increase was attributable to greater customer activity in most commission areas, but particularly in the savings business, thus yielding higher brokerage fees and asset management commissions. Exchange rate movements had a positive impact of SEK 7m on net fee and commission income.

Net gains/losses on financial transactions grew to SEK 95m (75), primarily due to an increase in early loan repayment charges, but also a result of improved currency gains.

Expenses rose by 2% to SEK -1,176m (-1,150). Adjusted for the effect of exchange rate movements, expenses remained largely unchanged.

Loan losses went down to SEK -466m (-716), and the loan loss ratio fell to 0.48% (0.85).

#### Business development

The EPSI annual customer satisfaction survey showed that Handelsbanken once again had the most satisfied customers among banks in Denmark. Private customers gave the Bank an index value of 76.8, as compared with the sector average of 71.1. Corporate customers gave the Bank an index value of 72.3, as compared with the sector average of 68.6.

The Bank continued to have a stable inflow of new customers, and business volumes continued to grow. During the year, the average volume of lending to households increased by 8%, and deposits from households increased by 8%. Corporate lending remained largely unchanged, while corporate deposits rose by 22%. Overall the average volume of lending grew by 5% to DKK 72.8bn (69.6), and deposits grew by 16% to DKK 31.9bn (27.6).

New savings in the Bank's mutual funds in Denmark rose sharply, totalling SEK 2.3bn (0.9) for the year.

During the year, the Bank established a branch in Hørsholm. At year-end, Handelsbanken had 57 branch offices in Denmark.

# Q4 2017 COMPARED WITH Q3 2017

Operating profit amounted to SEK -105 (237) as a result of higher loan losses. Profit before loan losses increased by 3% to SEK 265m (258), which was, however, largely attributable to the strengthening of the Danish Krone. Expressed in local currency, profit before loan losses was essentially unchanged.

Net interest income grew by 1% to SEK 439m (433). Adjusted for exchange rate effects, net interest income declined by 1%.

Net fee and commission income rose by 29% to SEK 115m (89), as a result of increased customer activity in most commission areas.

Net gains/losses on financial transactions increased to SEK 24m (18), chiefly as a result of larger currency gains.

Costs were 10% higher than in the comparison quarter, totalling SEK -316m (-286). Adjusted for exchange rate effects, the increase in costs was 8% and it was largely attributable to higher IT expenses. Staff costs were unchanged in local currency terms, due to the average number of employees remaining essentially unchanged.

Loan losses were SEK -372m (-24), due to provisions for a single, previously identified exposure. The loan loss ratio was 1.53% (0.10).

# Handelsbanken Finland

Handelsbanken Finland consists of the branch operations in Finland, which are organised as a regional bank, as well as Handelsbanken Finans's and Stadshypotek's operations in Finland. At Handelsbanken, the branches are the base of all operations, with responsibility for all customers of the Bank. The regional bank offers a full range of banking services at 45 branches throughout Finland. Handelsbanken Finans offers finance company services and works through the Bank's branches.

# INCOME STATEMENT

| SEK m   | Q4<br>2017 | Q3    | Change   | Q4    | Change | Full year<br>2017 | Full year<br>2016 | Change |
|---|------------|-------|----------|-------|--------|-------------------|-------------------|--------|
| Net interest income                                     | 319        | 301   | 6%       | 302   | 6%     | 1.203             | 1.218             | -1%    |
|   |            |       | 0%<br>7% |       | 2%     | 462               | , -               | -1%    |
| Net fee and commission income                           | 118        | 110   |          | 116   |        |                   | 419               |        |
| Net gains/losses on financial transactions              | 18         | 7     | 157%     | 21    | -14%   | 52                | 87                | -40%   |
| Other income  | 4          | 4     | 0%       | 3     | 33%    | 18                | 10                | 80%    |
| Total income  | 459        | 422   | 9%       | 442   | 4%     | 1,735             | 1,734             | 0%     |
| Staff costs   | -107       | -95   | 13%      | -101  | 6%     | -396              | -380              | 4%     |
| Other expenses  | -48        | -46   | 4%       | -53   | -9%    | -180              | -210              | -14%   |
| Internal purchased and sold services                    | -80        | -72   | 11%      | -62   | 29%    | -303              | -239              | 27%    |
| Depreciation, amortisation and impairments of property, |            |       |          |       |        |                   |                   |        |
| equipment and intangible assets                         | -6         | -4    | 50%      | -4    | 50%    | -19               | -14               | 36%    |
| Total expenses  | -241       | -217  | 11%      | -220  | 10%    | -898              | -843              | 7%     |
| Profit before loan losses                               | 218        | 205   | 6%       | 222   | -2%    | 837               | 891               | -6%    |
| Net loan losses   | -51        | 6     |          | 14    |        | -57               | -36               | 58%    |
| Gains/losses on disposal of property,                   |            |       |          |       |        |                   |                   |        |
| equipment and intangible assets                         | 0          | 0     |          | 0     |        | 0                 | 0                 |        |
| Operating profit  | 167        | 211   | -21%     | 236   | -29%   | 780               | 855               | -9%    |
| Profit allocation                                       | 43         | 37    | 16%      | 38    | 13%    | 150               | 131               | 15%    |
| Operating profit after profit allocation                | 210        | 248   | -15%     | 274   | -23%   | 930               | 986               | -6%    |
| Internal income   | 27         | -81   |          | -25   |        | -228              | -262              | 13%    |
| Cost/income ratio, %                                    | 48.0       | 47.3  |          | 45.8  |        | 47.6              | 45.2              |        |
| Loan loss ratio, %                                      | 0.16       | -0.02 |          | -0.05 |        | 0.05              | 0.03              |        |
| Allocated capital                                       | 5,646      | 5,526 | 2%       | 6,252 | -10%   | 5,646             | 6,252             | -10%   |
| Return on allocated capital, %                          | 11.6       | 14.0  |          | 13.7  |        | 12.8              | 13.0              |        |
| Average number of employees                             | 519        | 519   | 0%       | 482   | 8%     | 506               | 491               | 3%     |
| Number of branches                                      | 45         | 45    | 0%       | 45    | 0%     | 45                | 45                | 0%     |

# **BUSINESS VOLUMES**

|  | Q4<br>2017 | Q3     | Change | Q4     | Change | Full year<br>2017 | Full year | Change |
|--|------------|--------|--------|--------|--------|-------------------|-----------|--------|
| Average volumes, EUR m                 | 2017       | 2017   | Change | 2016   | Change | 2017              | 2016      | Change |
| Loans to the public                    |            |        |        |        |        |                   |           |        |
| Household                              | 4,107      | 4,058  | 1%     | 3,997  | 3%     | 4,061             | 3,975     | 2%     |
| Corporate                              | 8,901      | 8,858  | 0%     | 8,822  | 1%     | 8,935             | 8,761     | 2%     |
| Total                                  | 13,008     | 12,916 | 1%     | 12,819 | 1%     | 12,996            | 12,736    | 2%     |
| Deposits and borrowing from the public |            |        |        |        |        |                   |           |        |
| Household                              | 1,569      | 1,547  | 1%     | 1,508  | 4%     | 1,596             | 1,451     | 10%    |
| Corporate                              | 2,698      | 2,658  | 2%     | 2,211  | 22%    | 2,671             | 1,991     | 34%    |
| Total                                  | 4,267      | 4,205  | 1%     | 3,719  | 15%    | 4,267             | 3,442     | 24%    |

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit decreased by 9% to SEK 780m (855). Expressed in local currency, operating profit declined by 10%, due to higher costs. Return on allocated capital was 12.8% (13.0).

Income remained largely unchanged at SEK 1,735m (1,734), though income declined by 2% expressed in local currency.

Net interest income declined by 1%, or SEK 15m, to SEK 1,203m (1,218). Exchange rate movements increased net interest income by SEK 20m. Government fees to the Swedish Resolution Fund and the deposit guarantee reduced net interest income by SEK -101m (-53). Higher lending volumes had a positive impact of SEK 15m, and higher deposit volumes improved net interest income by SEK 5m. The remaining negative effect was attributable to lower margins.

Net fee and commission income rose by 10% to SEK 462m (419), due to higher payment commissions and rising commissions from savings business.

Net gains/losses on financial transactions decreased to SEK 52m (87), chiefly because the period of comparison included one-off income related to the sale of Visa Europe.

Total expenses rose by 7% to SEK -898m (-843). Adjusted for exchange rate movements, expenses increased by 5%.

Staff costs grew by 4%, although expressed in local currency, the growth was just below 3%. The average number of employees rose by 3% to 506 (491). During the second half-year, the Bank employed new staff to further strengthen its corporate business and its work with regulatory matters.

Loan losses were SEK -57m (-36), and the loan loss ratio was 0.05% (0.03).

#### Business development

According to the annual EPSI customer satisfaction survey, Handelsbanken had customers that were more satisfied than the average for banks in Finland. Private customers gave the Bank an index value of 79.6, as compared with the sector average of 75.9. Corporate customers gave the Bank an index value of 78.7, as compared with the sector average of 77.1.

The average volume of deposits from households was 10% more than in the preceding year, while lending to households grew by 2%.

The average volume of corporate deposits climbed by 34%, while corporate lending grew by 2% compared with the preceding year.

# Q4 2017 COMPARED WITH Q3 2017

Operating profit decreased by 21% to SEK 167m (211) due to higher loan losses. Profit before loan losses increased by 6% to SEK 218m (205).

Net interest income rose by 6% to SEK 319m (301). Expressed in local currency, net interest income improved by 4%.

Net fee and commission income grew by 7% to SEK 118m (110), due to higher payment commissions during the third quarter.

Net gains/losses on financial transactions totalled SEK 18m (7).

Expenses rose by 11% to SEK -241m (-217). Adjusted for exchange rate movements, expenses increased by 8%.

Loan losses totalled SEK -51m (6). The loan loss ratio was 0.16% (-0.02).

# Handelsbanken Norway

Handelsbanken Norway consists of the branch operations in Norway, which are organised as a regional bank, as well as Stadshypotek's operations in Norway. At Handelsbanken, the branches are the base of all operations, with responsibility for all customers of the Bank. The regional bank offers a full range of banking services at 49 branches throughout Norway.

# INCOME STATEMENT

| SEK m   | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|---|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Net interest income   | 953        | 930        | 2%     | 933        | 2%     | 3,666             | 3,355             | 9%     |
| Net fee and commission income   | 104        | 101        | 3%     | 107        | -3%    | 410               | 381               | 8%     |
| Net gains/losses on financial transactions  | 21         | 23         | -9%    | 21         | 0%     | 90                | 114               | -21%   |
| Other income  | 3          | 1          | 200%   | 5          | -40%   | 14                | 81                | -83%   |
| Total income  | 1,081      | 1,055      | 2%     | 1,066      | 1%     | 4,180             | 3,931             | 6%     |
| Staff costs   | -192       | -201       | -4%    | -180       | 7%     | -570              | -676              | -16%   |
| Other expenses  | -62        | -54        | 15%    | -62        | 0%     | -223              | -206              | 8%     |
| Internal purchased and sold services  | -118       | -106       | 11%    | -107       | 10%    | -424              | -379              | 12%    |
| Depreciation, amortisation and impairments of property, equipment and intangible assets | -3         | -4         | -25%   | -6         | -50%   | -14               | -8                | 75%    |
| Total expenses  | -375       | -365       | 3%     | -355       | 6%     | -1,231            | -1,269            | -3%    |
| Profit before loan losses   | 706        | 690        | 2%     | 711        | -1%    | 2,949             | 2,662             | 11%    |
| Net loan losses   | -36        | -19        | 89%    | -107       | -66%   | -157              | -347              | -55%   |
| Gains/losses on disposal of property,   |            |            |        |            |        |                   |                   |        |
| equipment and intangible assets   | 0          | 1          | -100%  | 0          |        | 1                 | 0                 |        |
| Operating profit  | 670        | 672        | 0%     | 604        | 11%    | 2,793             | 2,315             | 21%    |
| Profit allocation   | 26         | 20         | 30%    | 30         | -13%   | 90                | 91                | -1%    |
| Operating profit after profit allocation  | 696        | 692        | 1%     | 634        | 10%    | 2,883             | 2,406             | 20%    |
| Internal income   | -362       | -550       | 34%    | -592       | 39%    | -2,196            | -2,463            | 11%    |
| Cost/income ratio, %  | 33.9       | 34.0       |        | 32.4       |        | 28.8              | 31.6              |        |
| Loan loss ratio, %  | 0.06       | 0.03       |        | 0.20       |        | 0.06              | 0.17              |        |
| Allocated capital   | 15,837     | 15,407     | 3%     | 15,883     | 0%     | 15,837            | 15,883            | 0%     |
| Return on allocated capital, %  | 13.7       | 14.0       |        | 12.4       |        | 14.1              | 13.3              |        |
| Average number of employees   | 673        | 692        | -3%    | 667        | 1%     | 672               | 668               | 1%     |
| Number of branches  | 49         | 49         | 0%     | 50         | -2%    | 49                | 50                | -2%    |

# **BUSINESS VOLUMES**

| Average volumes, NOK bn                | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Loans to the public                    |            |            |        |            |        |                   |                   |        |
| Household                              | 89.7       | 88.8       | 1%     | 87.6       | 2%     | 88.7              | 85.9              | 3%     |
| Corporate                              | 151.9      | 149.7      | 1%     | 146.1      | 4%     | 149.1             | 143.1             | 4%     |
| Total                                  | 241.6      | 238.5      | 1%     | 233.7      | 3%     | 237.8             | 229.0             | 4%     |
| Deposits and borrowing from the public |            |            |        |            |        |                   |                   |        |
| Household                              | 20.1       | 20.3       | -1%    | 19.7       | 2%     | 19.9              | 19.3              | 3%     |
| Corporate                              | 48.3       | 51.4       | -6%    | 54.2       | -11%   | 49.4              | 46.3              | 7%     |
| Total                                  | 68.4       | 71.7       | -5%    | 73.9       | -7%    | 69.3              | 65.6              | 6%     |

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit increased by 21% to SEK 2,793m (2,315). It was affected by a non-recurring item in the first quarter which reduced staff costs by SEK 206m, as a result of the transition to a defined contribution pension plan in the Norwegian operations. Lower loan losses and exchange rate movements also had a positive impact on profit. The period of comparison included non-recurring items resulting from the sale of Visa Europe. Adjusted for the aforementioned items, profit before loan losses improved by 5% expressed in local currency.

Return on allocated capital was 14.1% (13.3).

Income grew by 6%, adjusted for exchange rate effects, it increased by 5%.

Net interest income increased by SEK 311m, or 9%, to SEK 3,666m (3,355), which was primarily the result of growing lending volumes and lower funding costs. Higher lending volumes had a positive impact of SEK 77m, while higher deposit volumes contributed SEK 18m. Exchange rate movements positively affected net interest income by SEK 39m. The fees for the Swedish Resolution Fund and the deposit guarantee reduced net interest income by SEK -192m (-98).

Net fee and commission income increased by 8% to SEK 410m (381). Adjusted for exchange rate movements, net fee and commission income rose by 6%, chiefly due to higher fund management commissions.

Net gains/losses on financial transactions decreased by 21% to SEK 90m (114). The decrease was chiefly attributable to a capital gain in the period of comparison related to the sale of Visa Europe.

Adjusted for the aforementioned non-recurring item that was due to the transition to a defined contribution pension plan, staff costs rose by SEK 100m, or 15%, of which SEK 9m was attributable to exchange rate effects. The new financial sector tax in Norway – a 5% charge payable on employer's contributions – had an impact of SEK -28m on staff costs. Adjusted for these effects, staff costs increased by 8% in local currency, where half of the increase is partly due to organisational changes and partly to higher current pension costs as a result of the transition to a defined contribution pension plan.

Loan losses went down to SEK -157m (-347), and the loan loss ratio fell to 0.06% (0.17).

#### Business development

According to the annual EPSI customer satisfaction survey, Handelsbanken was the bank with the most satisfied corporate customers, and similarly, Handelsbanken's private customers were also found to be more satisfied than the average for banks in Norway. Private customers gave the Bank an index value of 77.5, as compared with the sector average of 70.9. Corporate customers gave the Bank an index value of 72.5, as compared with the sector average of 69.3.

Business volumes continued to grow during the year. The average volume of deposits from households rose by 3% compared with the previous year, while lending to households grew by 3%. The average volume of corporate lending increased by 4%, while corporate deposits were up by 7%.

In total, the average volume of lending rose by 4% to NOK 237.8bn (229.0), while total deposits grew by 6% to NOK 69.3bn (65.6).

New savings in the Bank's mutual funds in Norway rose sharply, totalling SEK 4.3bn (0.7) for the year.

Handelsbanken had 49 branches (50) in Norway at year-end.

#### Q4 2017 COMPARED WITH Q3 2017

Operating profit was essentially unchanged at SEK 670m (672). Profit before loan losses increased by 2% to SEK 706m (690). Exchange rate movements had a slightly adverse affect on profit compared with the previous quarter. Expressed in local currency, profit before loan losses grew by 3%.

Net interest income rose by 2%, or SEK 23m, to SEK 953m (930), which was chiefly attributable to improved lending margins and lower funding costs. Higher lending volumes increased net interest income by SEK 10m, while the volume change in deposits had an impact of SEK -3m on net interest income. Exchange rate movements and higher government fees had negative impacts of SEK -3m and SEK -6m respectively.

Net fee and commission income rose by 3% to SEK 104m (101).

Net gains/losses on financial transactions totalled SEK 21m (23).

Expenses increased by 3% to SEK -375m (-365). Staff costs decreased by 4% and the average number of employees declined by 3% as a result of the employment of temporary staff during the summer holiday months in the comparison quarter.

Loan losses were SEK -36m (-19), and the loan loss ratio was 0.06% (0.03).

# Handelsbanken the Netherlands

Handelsbanken the Netherlands consists of the branch operations in the Netherlands, which are organised as a regional bank, as well as asset management operations in Optimix Vermogensbeheer. The regional bank offers banking services at 28 branches throughout the Netherlands.

### **INCOME STATEMENT**

|   | Q4    | Q3    |        | Q4    |        | Full year | Full year |        |
|---|-------|-------|--------|-------|--------|-----------|-----------|--------|
| SEK m   | 2017  | 2017  | Change | 2016  | Change | 2017      | 2016      | Change |
| Net interest income   | 155   | 142   | 9%     | 126   | 23%    | 557       | 438       | 27%    |
| Net fee and commission income   | 55    | 35    | 57%    | 49    | 12%    | 155       | 75        | 107%   |
| Net gains/losses on financial transactions  | 13    | 2     |        | 2     |        | 20        | 5         | 300%   |
| Share of profit of associates   | 0     | 0     | 0%     | 2     | -100%  | 2         | 2         | 0%     |
| Other income  | 0     | 1     | -100%  | 1     | -100%  | 1         | 1         | 0%     |
| Total income  | 223   | 180   | 24%    | 180   | 24%    | 735       | 521       | 41%    |
| Staff costs   | -76   | -72   | 6%     | -65   | 17%    | -289      | -210      | 38%    |
| Other expenses  | -27   | -20   | 35%    | -16   | 69%    | -85       | -60       | 42%    |
| Internal purchased and sold services  | -29   | -23   | 26%    | -24   | 21%    | -98       | -77       | 27%    |
| Depreciation, amortisation and impairments of property, equipment and intangible assets | -5    | -3    | 67%    | -2    | 150%   | -13       | -7        | 86%    |
| Total expenses  | -137  | -118  | 16%    | -107  | 28%    | -485      | -354      | 37%    |
| Profit before loan losses   | 86    | 62    | 39%    | 73    | 18%    | 250       | 167       | 50%    |
| Net loan losses   | 1     | 1     | 0%     | 0     |        | 2         | 0         |        |
| Gains/losses on disposal of property,   |       |       |        |       |        |           |           |        |
| equipment and intangible assets   | -     | -     |        | -     |        | -         | -         |        |
| Operating profit  | 87    | 63    | 38%    | 73    | 19%    | 252       | 167       | 51%    |
| Profit allocation   | 1     | 0     |        | 1     | 0%     | 3         | 3         | 0%     |
| Operating profit after profit allocation  | 88    | 63    | 40%    | 74    | 19%    | 255       | 170       | 50%    |
| Internal income   | -45   | -60   | 25%    | -47   | 4%     | -227      | -210      | -8%    |
| Cost/income ratio, %  | 61.2  | 65.6  |        | 59.1  |        | 65.7      | 67.6      |        |
| Loan loss ratio, %  | -0.01 | -0.01 |        | 0.00  |        | -0.01     | 0.00      |        |
| Allocated capital   | 1,465 | 1,443 | 2%     | 1,251 | 17%    | 1,465     | 1,251     | 17%    |
| Return on allocated capital, %  | 18.8  | 13.7  |        | 18.6  |        | 14.3      | 12.5      |        |
| Average number of employees   | 283   | 275   | 3%     | 245   | 16%    | 273       | 206       | 33%    |
| Number of branches  | 28    | 27    | 4%     | 25    | 12%    | 28        | 25        | 12%    |

# **BUSINESS VOLUMES**

|  | Q4    | Q3    |        | Q4    |        | Full year | Full year |        |
|--|-------|-------|--------|-------|--------|-----------|-----------|--------|
| Average volumes, EUR m                 | 2017  | 2017  | Change | 2016  | Change | 2017      | 2016      | Change |
| Loans to the public                    |       |       |        |       |        |           |           |        |
| Household                              | 2,136 | 2,027 | 5%     | 1,629 | 31%    | 1,959     | 1,434     | 37%    |
| Corporate                              | 1,803 | 1,697 | 6%     | 1,667 | 8%     | 1,728     | 1,519     | 14%    |
| Total                                  | 3,939 | 3,724 | 6%     | 3,296 | 20%    | 3,687     | 2,953     | 25%    |
| Deposits and borrowing from the public |       |       |        |       |        |           |           |        |
| Household                              | 109   | 92    | 18%    | 73    | 49%    | 91        | 62        | 47%    |
| Corporate                              | 749   | 710   | 5%     | 455   | 65%    | 739       | 420       | 76%    |
| Total                                  | 858   | 802   | 7%     | 528   | 63%    | 830       | 482       | 72%    |

### JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

#### Financial performance

Operating profit increased by 51% to SEK 252m (167), mainly due to continuing growth in business volumes. Income rose by 41%, while expenses increased by 37%. Adjusted for exchange rate movements, operating profit improved by 48% expressed in local currency. Return on allocated capital improved to 14.3% (12.5).

Net interest income rose by 27% to SEK 557m (438). Increased lending volumes contributed SEK 112m, and higher deposit volumes contributed SEK 2m. Exchange rate movements had a positive impact of SEK 7, while higher government fees had an adverse effect on net interest income of SEK -10m.

Net fee and commission income increased to SEK 155m (75), as a result of the asset management company Optimix, which has been a part of Handelsbanken in the Netherlands since 1 September 2016 and which contributed SEK 136m (53). The 2017 full-year figure for performance fees within Optimix came in at the year-end, amounting to SEK 15m (15).

Expenses rose by 37% to SEK -485m (-354), as a result of the continuing expansion, including the acquisition of asset management company Optimix. The C/I ratio improved to 65.7% (67.6), and the average number of employees increased by 33% to 273 (206).

Loan losses consisted of net recoveries and totalled SEK 2m (0). The loan loss ratio was -0.01% (0.00).

### Business development

The EPSI annual customer satisfaction survey showed that Handelsbanken had the most satisfied customers of banks in the Netherlands – on both the private and corporate side. Private customers gave the Bank an index value of 78.0, as compared with the sector average of 68.3. Corporate customers gave the Bank an index value of 72.4, as compared with the sector average of 62.3.

The average volume of lending to households grew by 37% to EUR 1,959m (1,434), while deposits from households increased by 47% to EUR 91m (62). Corporate lending rose by 14% to EUR 1,728m (1,519). The average volume of corporate deposits was up by 76% to EUR 739m (420). Business volumes with small and medium-sized companies continued to grow.

The Bank opened two new branches during the first six months: in Alkmaar and in 's-Hertogenbosch. In December, a meeting place was opened in Amstelveen, thus bringing the number of units in the Netherlands to 28.

The asset management company Optimix was acquired on 1 September 2016. Assets under management totalled EUR 2.3bn (2.0) at the end of the year, including the company's own funds.

### Q4 2017 COMPARED WITH Q3 2017

Operating profit increased by 38% to SEK 87m (63).

Income grew by 24% to SEK 223m (180) and increased by SEK 4m due to the positive changes of exchange rate movements. Net interest income rose by 9% to SEK 155m (142), primarily due to higher lending volumes.

Net fee and commission income increased by 57% to SEK 55m (35), where Optimix's performance fees contributed SEK 15m.

Expenses were up by 16% to SEK -137m (-118) as a result of the continued expansion. Staff costs increased by 6% to SEK -76m (-72) and the average number of employees grew by 3% to 283 (275).

As in the comparison quarter, loan losses consisted of net recoveries and amounted to SEK 1m(1). The loan loss ratio was -0.01% (-0.01).

# Handelsbanken Capital Markets

Handelsbanken Capital Markets consists of Markets & Asset Management, Pension & Life, Handelsbanken International and Business Support. It has employees in 21 countries.

Markets & Asset Management offers a full range of products and services linked to risk management, securities, derivatives, mutual funds, research, debt capital markets and corporate finance, as well as co-ordinating the Bank's offering in the savings area.

Pension & Life comprises the Handelsbanken Liv subsidiary and offers pension solutions and other insurance solutions for private and corporate customers.

Handelsbanken International encompasses the Bank's branches and representative offices in 16 countries outside the Bank's home markets, as well as the units for Financial Institutions (global banking collaborations) and Transaction Banking (cash management, trade finance and export finance).

A large part of the income from Handelsbanken Capital Markets' products, including asset management commissions and income from currency conversions, is booked directly in branch operations at the branch with customer responsibility, and is thus not included in the income statement below.

#### **INCOME STATEMENT**

| SEK m  | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Net interest income  | 116        | 120        | -3%    | 151        | -23%   | 472               | 557               | -15%   |
| Net fee and commission income  | 789        | 744        | 6%     | 815        | -3%    | 3,174             | 3,081             | 3%     |
| Net gains/losses on financial transactions                               | 195        | 157        | 24%    | 162        | 20%    | 979               | 984               | -1%    |
| Risk result - insurance  | 34         | 19         | 79%    | 6          | 467%   | 142               | 142               | 0%     |
| Other income   | 14         | 2          |        | 2          |        | 26                | 8                 | 225%   |
| Total income   | 1,148      | 1,042      | 10%    | 1,136      | 1%     | 4,793             | 4,772             | 0%     |
| Staff costs  | -568       | -541       | 5%     | -581       | -2%    | -2,241            | -2,368            | -5%    |
| Other expenses   | -273       | -201       | 36%    | -239       | 14%    | -922              | -871              | 6%     |
| Internal purchased and sold services                                     | 23         | 6          | 283%   | -17        |        | 52                | -56               |        |
| Depreciation, amortisation and impairments of property,                  |            |            |        |            |        |                   |                   |        |
| equipment and intangible assets  | -22        | -21        | 5%     | -19        | 16%    | -83               | -76               | 9%     |
| Total expenses   | -840       | -757       | 11%    | -856       | -2%    | -3,194            | -3,371            | -5%    |
| Profit before loan losses  | 308        | 285        | 8%     | 280        | 10%    | 1,599             | 1,401             | 14%    |
| Net loan losses  | -1         | 9          |        | -8         | -88%   | -56               | -49               | 14%    |
| Gains/losses on disposal of property,<br>equipment and intangible assets | -1         | 0          |        | 0          |        | -1                | 0                 |        |
| Operating profit   | 306        | 294        | 4%     | 272        | 12%    | 1,542             | 1,352             | 14%    |
| Profit allocation  | -417       | -409       | 2%     | -400       | 4%     | -1,629            | -1,342            | 21%    |
| Operating profit after profit allocation                                 | -111       | -115       | 3%     | -128       | 13%    | -87               | 10                |        |
| Internal income  | -670       | -616       | -9%    | -825       | 19%    | -2,735            | -2,851            | 4%     |
| Cost/income ratio, %   | 114.9      | 119.6      |        | 116.3      |        | 100.9             | 98.3              |        |
| Loan loss ratio, %   | 0.01       | -0.08      |        | 0.07       |        | 0.12              | 0.10              |        |
| Allocated capital  | 4,314      | 4,163      | 4%     | 5,033      | -14%   | 4,314             | 5,033             | -14%   |
| Return on allocated capital, %   | -8.1       | -8.6       |        | -8.0       |        | -1.5              | 0.2               |        |
| Average number of employees  | 1,591      | 1,638      | -3%    | 1,636      | -3%    | 1,625             | 1,678             | -3%    |

For more financial information about the different business areas within Handelsbanken Capital Markets, please see the Fact Book that is available at handelsbanken.se/ireng.

# JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

### Financial performance

Operating profit rose by 14% to SEK 1,542m (1,352), due to lower expenses. Total income was marginally higher at SEK 4,793m (4,772). Net fee and commission income grew by 3% to SEK 3,174m (3,081), driven mainly by higher mutual fund commissions. Net gains/losses on financial transactions were marginally lower, totalling SEK 979m (984).

Total expenses decreased by 5% to SEK -3,194m (-3,371). The decrease was mainly attributable to staff costs falling by 5% to SEK -2,241m (-2,368), partly as a result of a 3% fall in the average number of employees to 1,625 (1,678).

Loan losses amounted to SEK -56m (-49), corresponding to a loan loss ratio of 0.12% (0.10).

#### **Business development**

Asset management operations continued to show a strong performance and net savings in Handelsbanken's mutual funds in Sweden amounted to SEK 22bn in 2017, corresponding to a market share of 19.5%. Handelsbanken was thus the largest player for new savings on the mutual funds market in Sweden.

Net savings in the Bank's mutual funds elsewhere in the Nordic region showed strong growth, amounting to SEK 6.4bn during the year. All of the Nordic home markets reported the highest mutual fund volumes to date, except in Finland, where volumes were on a par with the previous quarter. Total net savings in the Group's funds amounted to SEK 28.2bn.

Xact Kapitalförvaltning remained the largest player as regards Nordic exchange-traded funds.

The total fund volume, including exchange-traded funds, increased by 17% from the beginning of the year to SEK 498bn (425). Total assets under management in the Group rose during the same period by 13% to SEK 612bn (542).

Morningstar, a mutual fund research company, ranked Handelsbanken Fonder highest of the Nordic banks when it evaluated the 30 largest fund managers on the Swedish market.

As of July 2017, all the Bank's global index funds track new, more sustainable indexes. The change of indexes means, among other things, that a number of companies that do not meet the criteria are excluded as investment alternatives for the funds. In September, a broad Nordic index fund with a sustainability profile was also launched. The Pension & Life business area performed well and income increased by 14%, while expenses rose by 7%. The occupational pension area showed a particularly strong performance, with an 18% increase in premiums paid in. The net flow during the year was SEK 4.5bn. Assets under management at Handelsbanken Liv increased by 13% during the year to SEK 139bn (123).

The Bank's business volumes in terms of capital market funding also showed a strong performance. The Bank has continued to take an active part in arranging issues of green bonds and has also launched Green Loans for buildings, with specific environmental and climate-related criteria. In total, the Bank arranged 124 bond issues during the year for a value of EUR 13.6bn.

The Bank's investments in the Transaction Banking area generated higher customer satisfaction, and Global Finance Magazine named Handelsbanken as the "Best Trade Finance Provider 2017 in Sweden."

The average volume of lending in Handelsbanken International, i.e. the operations outside the Bank's home markets, totalled SEK 32.2bn (35.6). During the same period, deposits rose by 32% to SEK 61.5bn (46.6).

#### Q4 2017 COMPARED WITH Q3 2017

Operating profit grew by 4% to SEK 306m (294) due to higher income. Total income rose by 10% to SEK 1,148m (1,042), mainly due to seasonal effects in the comparison quarter.

Net fee and commission income rose by 6% to SEK 789m (744), primarily due to higher brokerage and mutual fund commissions.

Net gains/losses on financial transactions increased by 24% to SEK 195m (157), chiefly as a result of lower customer activity during the comparison quarter.

Overall expenses rose by 11% to SEK -840m (-757), chiefly as a result of seasonally lower expenses during the quarter of comparison. Staff costs were 5% higher during the fourth quarter. The average number of employees decreased to 1,591 (1,638), mainly as a result of the employment of temporary summer staff during the third quarter.

Loan losses were SEK -1m (9), which corresponds to a loan loss ratio of 0.01% (-0.08).

# Other units not reported in the business segments

Below is an account of income and expenses attributable to units not reported in the business segments. The largest of these is the Group's IT department, but this also includes treasury, audit, risk control, and the unit for financial crime prevention, as well as the central staff functions for accounting, information, legal affairs, credit, and HR matters. Provisions for the profit-sharing foundation, Oktogonen, capital gains/losses, dividends, and other income and expenses that are not attributable to any of the segments are also reported here.

# **INCOME STATEMENT**

|   | Q4    | Q3    |        | Q4    |        | Full year | Full year |        |
|---|-------|-------|--------|-------|--------|-----------|-----------|--------|
| SEK m   | 2017  | 2017  | Change | 2016  | Change | 2017      | 2016      | Change |
| Net interest income   | 179   | 203   | -12%   | 211   | -15%   | 801       | 756       | 6%     |
| Net fee and commission income   | 9     | 16    | -44%   | 16    | -44%   | 48        | 69        | -30%   |
| Net gains/losses on financial transactions  | -261  | -183  | -43%   | -201  | -30%   | -755      | 857       |        |
| Share of profit of associates   | 30    | 14    | 114%   | -2    |        | 12        | 23        | -48%   |
| Other income  | 605   | 10    |        | 59    |        | 637       | 266       | 139%   |
| Total income  | 562   | 60    |        | 83    |        | 743       | 1,971     | -62%   |
| Staff costs   | -674  | -683  | -1%    | -323  | 109%   | -2,818    | -2,335    | 21%    |
| Other expenses  | -703  | -598  | 18%    | -637  | 10%    | -2,591    | -2,244    | 15%    |
| Internal purchased and sold services  | 1,318 | 1,150 | 15%    | 1,119 | 18%    | 4,871     | 4,228     | 15%    |
| Depreciation, amortisation and impairments of property, equipment and intangible assets | -98   | -59   | 66%    | -45   | 118%   | -282      | -248      | 14%    |
| Total expenses  | -157  | -190  | -17%   | 114   | 11070  | -820      | -599      | 37%    |
| Profit before loan losses   | 405   | -130  |        | 197   | 106%   | -77       | 1,372     |        |
| Net loan losses   |       |       |        |       |        |           |           |        |
| Gains/losses on disposal of property,   |       |       |        |       |        |           |           |        |
| equipment and intangible assets   | 0     | 0     | 0%     | 18    | -100%  | 0         | 23        |        |
| Operating profit  | 405   | -130  |        | 215   | 88%    | -77       | 1,395     |        |
| Profit allocation   | -     | -     |        | 0     |        | -         | 0         |        |
| Operating profit after profit allocation  | 405   | -130  |        | 215   | 88%    | -77       | 1,395     |        |
| Internal income   | 953   | 1,383 | -31%   | 1,705 | -44%   | 5,957     | 7,199     | -17%   |
| Average number of employees   | 2,103 | 2,065 | 2%     | 1,879 | 12%    | 2,025     | 1,840     | 10%    |

#### JANUARY – DECEMBER 2017 COMPARED WITH JANUARY – DECEMBER 2016

Operating profit in other units not reported in the business segments amounted to SEK -77m (1,395). During the fourth quarter a dividend of SEK 576m was received from VISA Sweden ekonomisk förening. The provision to the Oktogonen profit-sharing foundation was resumed in the first quarter, which amounted to SEK -768m (-). Capital gains from the sale of shares totalling SEK 812m were included in the comparison period. The comparison period was also charged with a provision of SEK -598m relating primarily to early retirements. The average number of employees totalled 2,025 (1,840), of whom 1,542 employees (1,431) were employed by the IT department. The increase in the number of employees was primarily attributable to an increase in IT development activity.

# Q4 2017 COMPARED WITH Q3 2017

Operating profit improved to SEK 405m (-130), as a result of a dividend of SEK 576m that was received from VISA Sweden ekonomisk förening during the quarter. The provision to the Oktogonen profit-sharing foundation was SEK -133m (-149). The average number of employees totalled 2,103 (2,065).

#### **KEY FIGURES – GROUP**

|   | Q4<br>2017 | Q3<br>2017 | Q4<br>2016 | Full year<br>2017 | Full year<br>2016 |
|---|------------|------------|------------|-------------------|-------------------|
| Return on equity, total operations                        | 11.2%      | 12.9%      | 10.6%      | 12.3%             | 13.1%             |
| Return on equity, continuing operations                   | 11.2%      | 12.9%      | 10.6%      | 12.3%             | 13.1%             |
| C/I ratio, continuing operations                          | 45.5%      | 45.0%      | 45.6%      | 45.5%             | 45.2%             |
| C/I ratio, continuing operations, incl. loan losses       | 55.2%      | 47.1%      | 53.8%      | 49.6%             | 49.5%             |
| Earnings per share, total operations, SEK                 | 1.93       | 2.15       | 1.77       | 8.28              | 8.43              |
| - after dilution  | 1.92       | 2.13       | 1.76       | 8.20              | 8.31              |
| Ordinary dividend, SEK                                    |            |            |            | 5.50              | 5.00              |
| Total dividend  |            |            |            | 7.50              | 5.00              |
| Adjusted equity per share, SEK                            | 72.90      | 71.12      | 69.28      | 72.90             | 69.28             |
| Common equity tier 1 ratio, CRR                           | 22.7%      | 23.6%      | 25.1%      | 22.7%             | 25.1%             |
| Total capital ratio, CRR                                  | 28.3%      | 28.5%      | 31.4%      | 28.3%             | 31.4%             |
| Own funds in relation to capital requirement according to |            |            |            |                   |                   |
| Basel I floor   | 142%       | 144%       | 148%       | 142%              | 148%              |
| Average number of employees, continuing operations        | 11,956     | 12,102     | 11,615     | 11,832            | 11,759            |
| Number of branches, Sweden                                | 420        | 422        | 435        | 420               | 435               |
| Number of branches outside Sweden                         | 399        | 398        | 397        | 399               | 397               |

In addition to financial definitions according to IFRS, alternative performance measures are used to describe the performance of the underlying operations and to increase comparability between periods. For definitions and calculation of these performance measures, please see the Fact Book which is available at handelsbanken.se/ireng.

#### THE HANDELSBANKEN SHARE

|   | Q4<br>2017    | Q3<br>2017    |               |               | ,             |
|---|---------------|---------------|---------------|---------------|---------------|
| Number of converted shares  | -             | -             | 3,294,729     | 22,151        | 37,105,318    |
| Number of repurchased shares  | -             | -             | -             | -             | -             |
| Holding of own shares in trading book, end of period  | -             | -             | -             | -             | -             |
| Number of outstanding shares after repurchases and<br>deduction for trading book, end of period | 1,944,173,551 | 1,944,173,551 | 1,944,151,400 | 1,944,173,551 | 1,944,151,400 |
| Number of outstanding shares after dilution, end of period                                      | 1,974,525,521 | 1,974,776,264 | 1,974,290,244 | 1,974,525,521 | 1,974,290,244 |
| Average number of shares converted during the period  | 22,151        | 22,151        | 36,343,029    | 21,058        | 20,009,587    |
| Average holdings of own shares (repurchased and holdings in trading book)                       | -             | -             | -             | -             | -             |
| Average number of outstanding shares  | 1,944,173,551 | 1,944,173,551 | 1,943,389,111 | 1,944,172,458 | 1,927,055,669 |
| - after dilution  | 1,974,776,264 | 1,975,025,212 | 1,974,528,804 | 1,974,290,244 | 1,972,745,117 |
| Share price SHB class A, end of period, SEK   | 112.20        | 122.90        | 126.60        | 112.20        | 126.60        |
| Share price SHB class B, end of period, SEK   | 113.00        | 122.80        | 123.40        | 113.00        | 123.40        |
| Market capitalisation, end of period, SEK bn  | 218           | 239           | 246           | 218           | 246           |

# Condensed set of financial statements - Group

# **INCOME STATEMENT – GROUP**

| SEK m  |        | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|--------|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Interest income  |        | 10,853     | 10,631     | 2%     | 10,220     | 6%     | 42,092            | 39,950            | 5%     |
| Interest expense   |        | -3,076     | -3,044     | 1%     | -2,921     | 5%     | -12,326           | -12,007           | 3%     |
| Net interest income  | Note 2 | 7,777      | 7,587      | 3%     | 7,299      | 7%     | 29,766            | 27,943            | 7%     |
| Net fee and commission income  | Note 3 | 2,501      | 2,355      | 6%     | 2,447      | 2%     | 9,718             | 9,156             | 6%     |
| Net gains/losses on financial transactions   | Note 4 | 164        | 243        | -33%   | 269        | -39%   | 1,271             | 3,066             | -59%   |
| Risk result - insurance  |        | 34         | 19         | 79%    | 6          | 467%   | 142               | 142               | 0%     |
| Other dividend income  |        | 576        | 2          |        | 2          |        | 591               | 228               | 159%   |
| Share of profit of associates  |        | 30         | 14         | 114%   | 0          |        | 14                | 25                | -44%   |
| Other income   |        | 70         | 28         | 150%   | 102        | -31%   | 172               | 203               | -15%   |
| Total income   |        | 11,152     | 10,248     | 9%     | 10,125     | 10%    | 41,674            | 40,763            | 2%     |
| Staff costs  |        | -3,178     | -3,134     | 1%     | -2,981     | 7%     | -12,472           | -12,542           | -1%    |
| Other expenses   | Note 5 | -1,712     | -1,337     | 28%    | -1,518     | 13%    | -5,889            | -5,401            | 9%     |
| Depreciation, amortisation and impairment of property, equipment and intangible assets |        | -184       | -140       | 31%    | -114       | 61%    | -619              | -495              | 25%    |
| Total expenses   |        | -5,074     | -4,611     | 10%    | -4,613     | 10%    | -18,980           | -18,438           | 3%     |
| Profit before loan losses  |        | 6,078      | 5,637      | 8%     | 5,512      | 10%    | 22,694            | 22,325            | 2%     |
| Net loan losses<br>Gains/losses on disposal of property,                               | Note 6 | -1,084     | -217       | 400%   | -832       | 30%    | -1,683            | -1,724            | -2%    |
| equipment and intangible assets  |        | 3          | 4          | -25%   | 18         | -83%   | 14                | 32                | -56%   |
| Operating profit   |        | 4,997      | 5,424      | -8%    | 4,698      | 6%     | 21,025            | 20,633            | 2%     |
| Taxes  |        | -1,235     | -1,251     | -1%    | -1,254     | -2%    | -4,923            | -4,401            | 12%    |
| Profit for the period from<br>continuing operations                                    |        | 3,762      | 4,173      | -10%   | 3,444      | 9%     | 16,102            | 16,232            | -1%    |
| Profit for the period pertaining to discontinued operations, after tax                 | Note 7 | -          | -          |        | -          |        | -                 | 13                |        |
| Profit for the period  |        | 3,762      | 4,173      | -10%   | 3,444      | 9%     | 16,102            | 16,245            | -1%    |
| Attributable to  |        |            |            |        |            |        |                   |                   |        |
| Shareholders in Svenska Handelsbanken AB   |        | 3,760      | 4,172      | -10%   | 3,444      | 9%     | 16,099            | 16,244            | -1%    |
| Minority interest  |        | 2          | 1          |        | 0          |        | 3                 | 1                 |        |

### EARNINGS PER SHARE - GROUP

|   | Q4<br>2017   | Q3<br>2017   | Change       | Q4<br>2016   | Change   | Full year<br>2017 | Full year<br>2016 | Change     |
|---|--------------|--------------|--------------|--------------|----------|-------------------|-------------------|------------|
| Profit for the year, attributable to shareholders in Svenska Handelsbanken AB                         | 3,760        | 4,172        | -10%         | 3,444        | 9%       | 16,099            | 16,244            | -1%        |
| - of which interest expense on<br>convertible subordinated loan after tax                             | -25          | -25          | 0%           | -25          | 0%       | -99               | -139              | -29%       |
| Average number of outstanding shares, million<br>Average number of outstanding shares after dilution, | 1,944.2      | 1,944.2      |              | 1,943.4      |          | 1,944.2           | 1,927.1           |            |
| million   | 1,974.8      | 1,975.0      |              | 1,974.5      |          | 1,974.3           | 1,972.7           |            |
| Earnings per share, continuing operations, SEK<br>- after dilution                                    | 1.93<br>1.92 | 2.15<br>2.13 | -10%<br>-10% | 1.77<br>1.76 | 9%<br>9% | 8.28<br>8.20      | 8.42<br>8.30      | -2%<br>-1% |
| Earnings per share, discontinued operations, SEK - after dilution                                     | -            | -            |              | -            |          | -                 | 0.01<br>0.01      |            |
| Earnings per share, total operations, SEK<br>- after dilution   | 1.93<br>1.92 | 2.15<br>2.13 | -10%<br>-10% | 1.77<br>1.76 | 9%<br>9% | 8.28<br>8.20      | 8.43<br>8.31      | -2%<br>-1% |

Earnings per share after dilution are calculated by taking into account the effects of a conversion of outstanding convertible debt instruments. This means that the average number of shares is adjusted by potential shares and that the period's earnings are adjusted by the period's interest expense on the outstanding convertible debt instruments after tax.

### STATEMENT OF COMPREHENSIVE INCOME - GROUP

|   | 0      |       |        |        |        |           |           |        |
|---|--------|-------|--------|--------|--------|-----------|-----------|--------|
|   | Q4     | Q3    |        | Q4     |        | Full year | Full year |        |
| SEK m   | 2017   | 2017  | Change | 2016   | Change | 2017      | 2016      | Change |
| Profit for the period   | 3,762  | 4,173 | -10%   | 3,444  | 9%     | 16,102    | 16,245    | -1%    |
| Other comprehensive income  |        |       |        |        |        |           |           |        |
| Items that may not subsequently be reclassified to<br>profit or loss    |        |       |        |        |        |           |           |        |
| Defined benefit plans   | 216    | 372   | -42%   | 4,998  | -96%   | 3,919     | 3,993     | -2%    |
| Taxes on items that cannot be reclassified into profit or<br>loss       | -48    | -82   | 41%    | -1,096 | 96%    | -864      | -876      | 1%     |
| Total items that may not subsequently be reclassified to profit or loss | 168    | 290   | -42%   | 3,902  | -96%   | 3,055     | 3,117     | -2%    |
| Items that can be reclassified into profit or loss                      |        |       |        |        |        |           |           |        |
| Cash flow hedges  | -1,038 | -578  | -80%   | -6,875 | 85%    | -2,350    | -3,145    | 25%    |
| Available-for-sale instruments  | -552   | 24    |        | -23    |        | -470      | -1,160    | 59%    |
| Translation differences for the period                                  | 14     | -76   |        | 168    | -92%   | -2,241    | 1,183     |        |
| of which hedging net investment in foreign operations                   | -386   | -304  | -27%   | 255    |        | -1,509    | -142      |        |
| Taxes on items that can be reclassified into profit or loss             | 299    | 216   | 38%    | 1,457  | -79%   | 844       | 833       | 1%     |
| of which cash flow hedges   | 228    | 135   | 69%    | 1,512  | -85%   | 517       | 692       | -25%   |
| of which available-for-sale instruments                                 | -14    | 13    |        | 1      |        | -5        | 110       |        |
| of which hedging net investment in foreign operations                   | 85     | 68    | 25%    | -56    |        | 332       | 31        |        |
| Total items that can be reclassified into profit or loss                | -1,277 | -414  | -208%  | -5,273 | 76%    | -4,217    | -2,289    | -84%   |
| Total other comprehensive income for the period                         | -1,109 | -124  |        | -1,371 | 19%    | -1,162    | 828       |        |
| Total comprehensive income for the period                               | 2,653  | 4,049 | -34%   | 2,073  | 28%    | 14,940    | 17,073    | -12%   |
| Attributable to   |        |       |        |        |        |           |           |        |
| Shareholders in Svenska Handelsbanken AB                                | 2,653  | 4,049 | -34%   | 2,073  | 28%    | 14,940    | 17,072    | -12%   |
| Minority interest   | 0      | 0     | 0%     | 0      | 0%     | 0         | 1         | -100%  |

For January to December 2017, other comprehensive income totalled SEK -1,162m (828) after tax. In individual periods, the results of all items within other comprehensive income may fluctuate due to changes in the discount rate, exchange rates and inflation.

At year-end 2016, net pensions, net of pension obligations and plan assets, were a liability. At year-end 2017, net pensions were an asset. During the January–December period, other comprehensive income increased by SEK 3,055m (3,117) after tax, related to defined benefit pension plans. The main reason for the change during the period is that the plan assets have increased significantly since 31 December 2016. This has been offset to a certain extent by the pension obligations increasing as a result of a decrease in the discount rate for the Swedish pension obligations, to 2.2% from 2.4% since 31 December 2016.

Most of the Group's long-term funding is hedged using derivatives, where all cash flows are matched until maturity. Cash flow hedging manages the risk of variations in the cash flows related to changes in variable interest rates and currencies on lending and funding. The underlying funding and the asset which is being funded are measured at amortised cost, while the derivatives which are hedging these items are measured at market value. The impact on profit/loss of the market valuation is reported under Cash flow hedges. Over time, these values become zero at maturity for each individual hedge, but lead to volatility in other comprehensive income during their term. Changes in the value of hedge derivatives in cash flow hedges had an effect on other comprehensive income of SEK -1,833m (-2,453) after tax. The value changes derived partly from exchange rate movements, but above all from increasing discount rates in foreign currency. During the period, SEK -22m (5) was reclassified to the income statement as a result of ineffectiveness.

Unrealised changes in the value of financial assets classified as available for sale had an effect on other comprehensive income of SEK -475m (-1,050) after tax during the year. The preceding year's negative result was mainly due to gains from selling shares having been recognised in the income statement.

Unrealised exchange rate effects related to the restatement of foreign branches and subsidiaries to the Group's presentation currency and the effect of hedging of net investments in foreign operations have affected other comprehensive income by SEK 1,909m (1,214) after tax during the year.

# QUARTERLY PERFORMANCE - GROUP

| SEK m   | Q4<br>2017   | Q3<br>2017   | Q2<br>2017   | Q1<br>2017   | Q4<br>2016   |
|---|--------------|--------------|--------------|--------------|--------------|
| Interest income   | 10,853       | 10,631       | 10,398       | 10,210       | 10,220       |
| Interest expense  | -3,076       | -3,044       | -3,077       | -3,129       | -2,921       |
| Net interest income   | 7,777        | 7,587        | 7,321        | 7,081        | 7,299        |
| Net fee and commission income   | 2,501        | 2,355        | 2,508        | 2,354        | 2,447        |
| Net gains/losses on financial transactions  | 164          | 243          | 317          | 547          | 269          |
| Risk result - insurance   | 34           | 19           | 53           | 36           | 6            |
| Other dividend income   | 576          | 2            | 11           | 2            | 2            |
| Share of profit of associates   | 30           | 14           | -3           | -27          | 0            |
| Other income  | 70           | 28           | 31           | 43           | 102          |
| Total income  | 11,152       | 10,248       | 10,238       | 10,036       | 10,125       |
| Staff costs   | -3,178       | -3,134       | -3,242       | -2,918       | -2,981       |
| Other expenses  | -1,712       | -1,337       | -1,410       | -1,430       | -1,518       |
| Depreciation, amortisation and impairment of property, equipment and<br>intangible assets | -184         | -140         | -145         | -150         | -114         |
| Total expenses  | -5,074       | -4,611       | -4,797       | -4,498       | -4,613       |
| Profit before loan losses   | 6,078        | 5,637        | 5,441        | 5,538        | 5,512        |
| Net loan losses   | -1,084       | -217         | -186         | -196         | -832         |
| Gains/losses on disposal of property,<br>equipment and intangible assets                  | 3            | 4            | 2            | 5            | 18           |
| Operating profit  | 4,997        | 5,424        | 5,257        | 5,347        | 4,698        |
| Taxes   | -1,235       | -1,251       | -1,201       | -1,236       | -1,254       |
| Profit for the period from  |              |              |              |              |              |
| continuing operations   | 3,762        | 4,173        | 4,056        | 4,111        | 3,444        |
| Profit for the period pertaining to discontinued operations, after tax                    | -            | -            | -            | -            | -            |
| Profit for the period   | 3,762        | 4,173        | 4,056        | 4,111        | 3,444        |
| Earnings per share, continuing operations, SEK - after dilution                           | 1.93<br>1.92 | 2.15<br>2.13 | 2.09<br>2.06 | 2.11<br>2.10 | 1.77<br>1.76 |
| Earnings per share, discontinued operations, SEK<br>- after dilution                      | -            | -            | -            | -            | -            |
| Earnings per share, total operations, SEK<br>- after dilution                             | 1.93<br>1.92 | 2.15<br>2.13 | 2.09<br>2.06 | 2.11<br>2.10 | 1.77<br>1.76 |

# BALANCE SHEET – GROUP

| Value change of interest-hedge<br>Bonds and other interest-beam<br>Shares<br>Investments in associates<br>Assets where the customer beam<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from the<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Deferred tax liabilities<br>Deferred tax liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities<br>Minority interest<br>Share capital<br>Share premium<br>Reserves<br>Retained earnings<br>Profit for the period, attributable<br>in Svenska Handelsbanken AE<br>Total equity |  |           | 11<br>3,013<br>5,629<br>8,106<br>108,746<br>16,099<br>141,604 | 2,842,104<br>9<br>3,013<br>5,629<br>9,215<br>108,746<br>12,339<br>138,951 | 2,320,134<br>6<br>3,013<br>5,629<br>9,339<br>108,746<br>8,167<br>134,900 | 6<br>3,013<br>5,629<br>10,237<br>108,745<br>4,111<br><b>131,741</b> | 6<br>3,013<br>5,628<br>9,268<br>102,222<br>16,244<br><b>136,38</b> 1 |
|---|--|-----------|---|---|--|---|--|
| Bonds and other interest-bearing<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Deferred tax liabilities<br>Other liabilities<br>Accrued expenses and deferre<br><u>Subordinated liabilities</u><br><b>Total liabilities</b><br><b>Minority interest</b><br>Share capital<br>Share premium<br>Reserves<br>Retained earnings<br>Profit for the period, attributable   |  |           | 11<br>3,013<br>5,629<br>8,106<br>108,746                      | 9<br>3,013<br>5,629<br>9,215<br>108,746                                   | 6<br>3,013<br>5,629<br>9,339<br>108,746                                  | 6<br>3,013<br>5,629<br>10,237<br>108,745                            | 3,013<br>5,628<br>9,268<br>102,222                                   |
| Bonds and other interest-bearing<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities<br>Minority interest<br>Share capital<br>Share premium<br>Reserves<br>Retained earnings  | ible to shareholders                     |           | 11<br>3,013<br>5,629<br>8,106                                 | 9<br>3,013<br>5,629<br>9,215  | 6<br>3,013<br>5,629<br>9,339   | 6<br>3,013<br>5,629<br>10,237                                       | 3,013<br>5,628<br>9,268  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br><u>Subordinated liabilities</u><br><b>Total liabilities</b><br>Minority interest<br>Share capital<br>Share premium<br>Reserves   |  |           | 11<br>3,013<br>5,629<br>8,106                                 | 9<br>3,013<br>5,629<br>9,215  | 6<br>3,013<br>5,629<br>9,339   | 6<br>3,013<br>5,629<br>10,237                                       | 3,013<br>5,628<br>9,268  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities<br>Minority interest<br>Share capital<br>Share premium   |  |           | 11<br>3,013<br>5,629  | 9<br>3,013<br>5,629   | 6<br>3,013<br>5,629  | 6<br>3,013<br>5,629   | 3,013<br>5,628   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities<br>Minority interest<br>Share capital  |  |           | 11<br>3,013   | 9<br>3,013  | 6<br>3,013   | 6<br>3,013  | 3,013  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities  |  |           | 11  | 9   | 6  | 6   |  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities<br>Total liabilities  |  |           |   |   |  |   |  |
| Bonds and other interest-bearing<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre<br>Subordinated liabilities   |  |           | 2.023.3/3   | 2 0 4 2 4 0 4   |  | 2./91.100   | 2,491,199  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities<br>Accrued expenses and deferre  |  |           | 32,896<br><b>2,625,373</b>                                    | 32,560  | 32,782<br>2,826,194  | 33,199<br>2,791,188   | 33,400   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from the<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Deferred tax liabilities<br>Provisions<br>Net pension liabilities<br>Other liabilities  | rea income                               |           | 12,718  | 13,665  | 13,436   | 15,399  | 14,580   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Provisions<br>Net pension liabilities   | rrad in some                             |           | 15,863  | 15,828  | 13,851   | 21,684  | 9,427  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities<br>Provisions   |  |           | -   | -   | -  | -   | 2,16   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from the<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Deferred tax liabilities   |  |           | 153   | 298   | 426  | 615   | 73   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer to<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities<br>Current tax liabilities   |  |           | 6,853   | 7,560   | 7,749  | 7,842   | 7,87   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities<br>Derivative instruments<br>Short positions<br>Insurance liabilities   |  |           | 394   | 2,147   | 1,388  | 809   | 514  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities<br>Derivative instruments<br>Short positions  |  |           | 549   | 554   | 562  | 599   | 574  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities<br>Derivative instruments   |  |           | 2,072   | 10,081  | 7,876  | 11,753  | 1,572  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I<br>Issued securities   |  | Note 9,10 | 24,876  | 30,147  | 31,654   | 24,297  | 31,738   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity<br>Due to credit institutions<br>Deposits and borrowing from th<br>Liabilities where the customer I  |  | Note 13   | 1,276,595   | 1,279,283   | 1,264,536  | 1,295,668   | 1,261,76   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br><b>Liabilities and equity</b><br>Due to credit institutions<br>Deposits and borrowing from the   | er bears the value change risk           |           | 135,617   | 132,488   | 128,962  | 123,653   | 118,745  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br><b>Total assets</b><br>Liabilities and equity<br>Due to credit institutions   |  | Note 12   | 941,967   | 1,112,138   | 1,120,291  | 1,049,699   | 829,336  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued<br>Total assets<br>Liabilities and equity  |  | Note 12   | 174,820   | 205,355   | 202,681  | 205,971   | 178,78   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued  |  |           |   | 00  |  |   |  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets<br>Prepaid expenses and accrued  |  |           |   | , ,   |  |   |  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale<br>Other assets  |  |           | 2,766,977   | 2,981,055   | 2,961,094  | 2,922,929   | 2,627,58   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets<br>Assets held for sale  | led income                               |           | 6,345   | 6,253   | 5,864  | 29,034<br>5,266   | 6,222  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets<br>Net pension assets  |  |           | -<br>10,715   | 13,565  | 12,302   | 29,034  | 5,61   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets<br>Deferred tax assets  |  |           | 1,208   | 1,015   | 1,308  | 379   |  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment<br>Current tax assets   |  |           | 399<br>1,239  | 394<br>1,615  | 436<br>1,368   | 534<br>379  | 962  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets<br>Property and equipment   |  |           | 242<br>399  | 2,217   | 1,379  |   | 38   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets<br>Intangible assets   |  |           | 2,238   | 2,404   | 2,353  | 2,363<br>518  | 2,38   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments<br>Reinsurance assets  |  | Note 11   | 9,861   | 9,670   | 9,579  | 9,460   | 9,39   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bear<br>Derivative instruments  |  | Note 44   | 14  | 9   | 9  | 9   | 0.20   |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates<br>Assets where the customer bea   |  | Note 9,10 | 56,070  | 56,913  | 61,940   | 73,111  | 82,63  |
| Bonds and other interest-bearin<br>Shares<br>Investments in associates  | Sears the value change risk              |           | 135,617   | 132,381   | 128,870  | 123,595   | 118,646  |
| Bonds and other interest-bearin<br>Shares   |  |           | 297   | 217   | 212  | 218   | 25   |
| Bonds and other interest-bearing  |  |           | 14,052  | 20,885  | 21,353   | 23,397  | 20,41  |
|   | aring securities                         |           | 49,601  | 61,996  | 61,243   | 65,436  | 63,909   |
|   |  |           | 36  | 36  | 33   | 31  | 3  |
| Loans to the public   |  | Note 8    | 2,065,761   | 2,040,589   | 2,011,455  | 1,991,434   | 1,963,62   |
| Loans to other credit institution   | ons                                      | Note 8    | 20,250  | 30,742  | 33,526   | 34,542  | 31,34  |
|   | ligible as collateral with central banks |           | 129,006   | 112,339   | 119,603  | 97,262  | 97,20  |
| Other loans to central banks  |  | Note 8    | 38,920  | 111,008   | 52,718   | 79,245  | 25,52  |
| Cash and balances with centra   | tral banks                               |           | 226,314   | 377,821   | 436,848  | 387,092   | 199,36   |
| Assets  |  |           |   |   |  |   |  |
| SEK m   |  |           | 2017  | 2017  | 2017   | 2017  | 201  |
|   |  |           | 31 Dec  | 30 Sep  | 30 Jun   | 31 Mar  | 31 De  |

# STATEMENT OF CHANGES IN EQUITY - GROUP

|   |         |         | Defined |         | Fair    |             |          |          |         |
|---|---------|---------|---------|---------|---------|-------------|----------|----------|---------|
| January - December 2017                   | Share   | Share   | benefit | Hedge   | value   | Translation | Retained |          |         |
| SEK m                                     | capital | premium | plans   | reserve | reserve | reserve     | earnings | Minority | Total   |
| Opening equity                            | 3,013   | 5,628   | 1,656   | 2,487   | 974     | 4,151       | 118,466  | 6        | 136,381 |
| Profit for the period                     |         |         |         |         |         |             | 16,099   | 3        | 16,102  |
| Other comprehensive income                |         |         | 3,055   | -1,833  | -475    | -1,909      |          | 0        | -1,162  |
| Total comprehensive income for the period |         |         | 3,055   | -1,833  | -475    | -1,909      | 16,099   | 3        | 14,940  |
| Dividend                                  |         |         |         |         |         |             | -9,721   |          | -9,721  |
| Effects of convertible subordinated loans | 0       | 1       |         |         |         |             |          |          | 1       |
| Change of minority interests              |         |         |         |         |         |             | 1        | 2        | 3       |
| Closing equity                            | 3,013   | 5,629   | 4,711   | 654     | 499     | 2,242       | 124,845  | 11       | 141,604 |

| Closing equity                               | 3,013         | 5,628         | 1,656                       | 2,487            | 974                      | 4,151               | 118,466           | 6        | 136,381 |
|--|---------------|---------------|-----------------------------|------------------|--------------------------|---------------------|-------------------|----------|---------|
| Change of minority interests                 |               |               |                             |                  |                          |                     | 0                 | 1        | 1       |
| Effects of convertible subordinated loans    | 57            | 2,424         |                             |                  |                          |                     |                   |          | 2,481   |
| Dividend                                     |               |               |                             |                  |                          |                     | -11,442           |          | -11,442 |
| Total comprehensive income<br>for the period |               |               | 3,117                       | -2,453           | -1,050                   | 1,214               | 16,244            | 1        | 17,073  |
| Other comprehensive income                   |               |               | 3,117                       | -2,453           | -1,050                   | 1,214               |                   | 0        | 828     |
| Profit for the period                        |               |               |                             |                  |                          |                     | 16,244            | 1        | 16,245  |
| Opening equity                               | 2,956         | 3,204         | -1,461                      | 4,940            | 2,024                    | 2,937               | 113,664           | 4        | 128,268 |
| January - December 2016<br>SEK m             | Share capital | Share premium | Defined<br>benefit<br>plans | Hedge<br>reserve | Fair<br>value<br>reserve | Translation reserve | Retained earnings | Minority | Total   |

During the January to December 2017 period, convertibles for a nominal value of SEK 1m (2,513) relating to subordinated convertible bonds were converted into 22,151 class A shares (37,105,318). At the end of the period, the number of Handelsbanken shares in the trading book was 0 (0).

### CASH FLOW STATEMENT, CONDENSED - GROUP

|   | Full year | Full year |
|---|-----------|-----------|
| SEK m   | 2017      | 2016      |
| Operating profit, total operations                            | 21,025    | 20,674    |
| Adjustment for non-cash items in profit/loss                  | 3,398     | 89        |
| Paid income tax   | -5,723    | -5,544    |
| Changes in the assets and liabilities of operating activities | 21,191    | -11,167   |
| Cash flow from operating activities                           | 39,891    | 4,052     |
| Aquisition / disposal of subsidiaries                         | -         | -408      |
| Change in shares  | -62       | 5,462     |
| Change in interest-bearing securities                         | -         | 1,003     |
| Change in property and equipment                              | -451      | 385       |
| Change in intangible assets                                   | -701      | -546      |
| Cash flow from investing activities                           | -1,214    | 5,896     |
| Repayment of subordinated loans                               | -         | -2,512    |
| Issued subordinated loans                                     | -         | -         |
| Dividend paid   | -9,721    | -11,442   |
| Cash flow from financing activities                           | -9,721    | -13,954   |
| Liquid funds at beginning of the period                       | 199,362   | 202,630   |
| Cash flow for the period                                      | 28,956    | -4,006    |
| Exchange rate difference on liquid funds                      | -2,004    | 738       |
| Liquid funds at end of the period*                            | 226,314   | 199,362   |

\* Liquid funds are defined as Cash and balances with central banks.

#### NOTES

#### Note 1 Accounting policies

#### Accounting policies

This report has been prepared in accordance with IAS 34 Interim Financial Reporting. The consolidated accounts have been prepared in accordance with international financial reporting standards (IFRS) and interpretations of these standards as adopted by the EU. The accounting policies also follow the Swedish Annual Accounts Act for Credit Institutions and Securities Companies (1995:1559), and the regulations and general guidelines issued by the Swedish Financial Supervisory Authority, FFFS 2008:25 Annual reports in credit institutions and securities companies. RFR 1 Supplementary accounting rules for groups as well as statements from the Swedish Financial Reporting Board are also applied in the consolidated accounts.

The report for the parent company has been prepared in accordance with the Swedish Annual Accounts Act for Credit Institutions and Securities Companies, and the regulations and general guidelines issued by the Swedish Financial Supervisory Authority, FFFS 2008:25 Annual reports in credit institutions and securities companies. The parent company also applies RFR 2 Accounting for legal entities, as well as statements issued by the Swedish Financial Reporting Board.

The report of the Group and the parent company has been prepared in accordance with the same accounting policies and calculation methods that were applied in the annual report for 2016.

#### Future regulatory changes

#### IFRS 9 Financial instruments

IFRS 9 Financial Instruments, which is to replace IAS 39 Financial Instruments: Recognition and Measurement, has been adopted for application by the EU. The standard encompasses three areas: classification and measurement, impairment, and general hedge accounting. The standard must be applied as of the 2018 financial year. Handelsbanken does not intend to apply the standard ahead of the stipulated date. Nor does Handelsbanken intend to recalculate the comparison figures for 2017 in the 2018 annual report as a result of IFRS 9. Adjustments of the carried values of financial assets and liabilities at the date of transition on 1 January 2018 will be reported in retained earnings. Handelsbanken intends to continue to apply the hedge accounting rules in IAS 39 in accordance with the transitional rules in IFRS 9.

According to the new classification and measurement rules, financial assets must be classified at fair value through profit or loss, at amortised cost or at fair value through other comprehensive income. The starting point for classification of debt instruments (loans and interest-bearing securities) is the company's business model for managing the financial assets and whether the instrument's contractual cash flows only contain payments of interest and principal amounts. Equity instruments are to be classified at fair value through profit or loss unless the company at the time of initial recognition opted to present these instruments at fair value through other comprehensive income. This option means that only dividends from these holdings are recognised in the income statement. Other gains and losses due to changes in fair value are not permitted to be reclassified from other comprehensive income to the income statement. The rules for classification of financial liabilities are largely unchanged compared to IAS 39. Handelsbanken's assessment is that the classification and measurement rules will not have any material impact on its financial reports. No significant reclassifications

between fair value and amortised cost are expected for the first application period.

As a result of the new regulations on impairment, a model is being introduced which is based on expected loan losses and not on incurred loan losses as in the existing model in IAS 39, IERS 9 states that financial assets recognised at amortised cost and debt instruments recognised at fair value through other comprehensive income, as well as financial guarantees and credit commitments, are subject to the new model for reporting expected loan losses. The model comprises three different stages for reporting loan losses. Stage 1 comprises assets where there has been no significant increase in the credit risk since initial recognition. Stage 2 comprises assets where there has been a significant increase in the credit risk since initial recognition, but which are not credit-impaired financial assets. Stage 3 comprises assets which are credit-impaired and where an individual assessment of the expected loan loss must be made. In stage 1, provisions are to be recognised corresponding to the loss which is expected to occur in the case of default within 12 months. In stages 2 and 3, provisions are to be recognised corresponding to the loss which is expected to occur in the case of default at some time during the whole of the remaining maturity of the asset. Forward-looking factors must be taken into account in conjunction with the calculation of these provisions.

The model for calculating the provisions for stage 1 and stage 2 is based on historical risk data in the same way as for the internal models used for capital requirement calculations. This means that the reporting and capital requirement calculations are based on the same basic loan loss history. The expected loan loss in a future period is obtained by multiplying the present value of the exposure at default (EAD) by the probability of default (PD) and by the loss given default (LGD). Unlike the estimate in the Capital Requirements Regulation, the loan loss estimate must be based on forward-looking current assessments of EAD, PD, and LGD, given weights assigned to various possible forecasts of macroeconomic trends.

The Bank has initially decided to use three macroeconomic scenarios (base, upturn, and downturn) to take into account the non-linear aspects of expected loan losses. The model takes into account the following material macro factors, broken down by country:

- unemployment
- key/central bank rates
- GDP
  inflation
- property prices.

The various scenarios will be used to adjust the current parameters for calculating the expected loan losses, and a probability-weighted average of the expected losses in the respective scenario will be recognised as a provision. This is unlike the current IAS 39 rules, where the provision is based on the best estimate.

The Bank's definition of a significant increase of credit risk is based on three factors:

- Quantitative criteria An increase of 250% in the probability of default during the remaining expected lifetime of the financial instrument.
- Qualitative assessment of events that have not been captured by either the quantitative criteria or "backstops", such as the reason a customer is "risk reported".
- "Backstop" Forborne exposures and Loans that are overdue by more than 30 days.

Overall, the transition to IFRS 9 leads to an increase in loan loss provisions of SEK 0.6bn, which is adjusted against equity by SEK -0.5bn after tax. Handelsbanken will not apply the transitional regulations which have been decided regarding capital adequacy. Instead, it will allow IFRS 9 to have full impact on its capital adequacy. The relevant capital ratios will not be negatively impacted by the transition. The reason for this is that the Capital Requirements Regulation allows loan loss provisions in the accounts to be set off against expected losses according to the Regulation. These latter expected losses are adjusted for a downturn, while IFRS 9 is based on current forward-looking assessments of the credit risk in the current credit portfolio.

The new IFRS 9 general rules for hedge accounting allow the company's own risk management to be better reflected in the financial reports and also introduce less detailed rules for how the effectiveness of the hedges is to be assessed. Handelsbanken intends to utilise the opportunity to continue using the IAS 39 hedge accounting requirements, even after IFRS 9 has come into force.

#### IFRS 15 Revenue from Contracts with Customers

IFRS 15 Revenue from Contracts with Customers has been adopted for application in the EU. The standard will be applied as of the 2018 financial year. IFRS 15 introduces a five-stage model to establish how and when revenue must be recognised. However, the standard does not apply to financial instruments, insurance contracts or leases. IFRS 15 also contains increased disclosure requirements relating to revenue. Handelsbanken's assessment is that the new standard will not have any material impact on Handelsbanken's financial reports, capital adequacy or large exposures.

#### IFRS 16 Leases

IFRS 16 Leases has been published by the IASB and adopted by the EU. Assuming that the date of implementation proposed by the IASB is not changed, this standard will be applied as of the 2019 financial year. The main change due to the new standard is that all lease contracts (with the exception of short-term contracts and contracts of minor value) must be recognised as an asset (right-of-use asset) and as a liability in the lessee's balance sheet. In the income statement, the straight-line expense for the operating lease is replaced by a charge for depreciation on the leased asset and an interest expense attributable to the liability. There are also increased disclosure requirements. For lessors, the requirements are largely unchanged. Handelsbanken does not intend to apply the standard ahead of the stipulated date. The main impact on the Bank's accounts is expected to come from accounting for rental contracts. The Bank is currently analysing the financial effects of the new standard.

#### IFRS 17 Insurance contracts

IFRS 17 Insurance contracts has been published by the IASB. Assuming that IFRS 17 is adopted by the EU, and the date of implementation proposed by the IASB is not changed, this standard will be applied as of the 2021 financial year. IFRS 17 entails a change in how insurance contracts are reported, presented and measured, and leads to increased disclosure. The Bank is currently analysing the financial effects of the new standard.

#### Others changes in IFRS

None of the other changes in the accounting regulations issued for application are assessed to have a material impact on Handelsbanken's financial reports, capital adequacy, large exposures or other circumstances according to the applicable regulatory requirements.

#### Note 2 Net interest income

| SEK m  | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Interest income  | -          | -          | 0-     |            | J-     | -                 |                   | 5-     |
| Loans to credit institutions and central banks                                   | 635        | 636        | 0%     | 228        | 179%   | 2,140             | 1,422             | 50%    |
| Loans to the public  | 9,820      | 9,654      | 2%     | 9,962      | -1%    | 38,919            | 39,333            | -1%    |
| Interest-bearing securities eligible as collateral with central                  |            |            |        |            |        |                   |                   |        |
| banks  | 44         | 44         | 0%     | -99        |        | 188               | 229               | -18%   |
| Interest-bearing securities  | 186        | 150        | 24%    | 191        | -3%    | 676               | 783               | -14%   |
| Derivative instruments   | -120       | -123       | 2%     | -331       | 64%    | -949              | -2,629            | 64%    |
| Other interest income  | 342        | 321        | 7%     | 346        | -1%    | 1,342             | 1,317             | 2%     |
| Total interest income  | 10,907     | 10,682     | 2%     | 10,297     | 6%     | 42,316            | 40,455            | 5%     |
| Of which interest income reported in Net gains/losses on financial transactions  | 54         | 51         | 6%     | 77         | -30%   | 224               | 505               | -56%   |
| Interest income according to income statement                                    | 10,853     | 10,631     | 2%     | 10,220     | 6%     | 42,092            | 39,950            | 5%     |
| Interest expense   |            |            |        |            |        |                   |                   |        |
| Due to credit institutions and central banks                                     | -335       | -338       | -1%    | -293       | 14%    | -1,281            | -1,086            | 18%    |
| Deposits and borrowing from the general public                                   | -414       | -439       | -6%    | -288       | 44%    | -1,545            | -1,423            | 9%     |
| Issued securities  | -3,826     | -3,726     | 3%     | -4,361     | -12%   | -15,732           | -17,740           | -11%   |
| Derivative instruments   | 2,294      | 2,198      | 4%     | 2,651      | -13%   | 9,378             | 10,771            | -13%   |
| Subordinated liabilities   | -344       | -351       | -2%    | -388       | -11%   | -1,411            | -1,534            | -8%    |
| State fees   | -504       | -477       | 6%     | -320       | 57%    | -2,024            | -1,300            | 56%    |
| Other interest expense   | -59        | -          |        | -26        | 127%   | -106              | -279              | -62%   |
| Total interest expense   | -3,188     | -3,133     | 2%     | -3,025     | 5%     | -12,721           | -12,591           | 1%     |
| Of which interest expense reported in Net gains/losses on financial transactions | -112       | -89        | 26%    | -104       | 8%     | -395              | -584              | -32%   |
| Interest expense according to income statement                                   | -3,076     | -3,044     | 1%     | -2,921     | 5%     | -12,326           | -12,007           | 3%     |
| Net interest income  | 7,777      | 7,587      | 3%     | 7.299      | 7%     | 29,766            | 27,943            | 7%     |

The derivative instrument rows include net interest income related to hedged assets and liabilities. These may have both a positive and a negative impact on interest income and interest expense.

#### Note 3 Net fee and commission income

|  | Q4    | Q3    |        | Q4    |        | Full year | Full year |        |
|--|-------|-------|--------|-------|--------|-----------|-----------|--------|
| SEK m                                      | 2017  | 2017  | Change | 2016  | Change | 2017      | 2016      | Change |
| Brokerage and other securities commissions | 207   | 172   | 20%    | 256   | -19%   | 886       | 916       | -3%    |
| Mutual funds                               | 946   | 869   | 9%     | 835   | 13%    | 3,559     | 3,023     | 18%    |
| Custody and other asset management fees    | 200   | 189   | 6%     | 183   | 9%     | 722       | 623       | 16%    |
| Advisory services                          | 36    | 37    | -3%    | 59    | -39%   | 234       | 317       | -26%   |
| Insurance                                  | 169   | 167   | 1%     | 163   | 4%     | 664       | 634       | 5%     |
| Payments                                   | 895   | 857   | 4%     | 857   | 4%     | 3,359     | 3,185     | 5%     |
| Loans and deposits                         | 328   | 301   | 9%     | 309   | 6%     | 1,238     | 1,172     | 6%     |
| Guarantees                                 | 92    | 93    | -1%    | 107   | -14%   | 381       | 422       | -10%   |
| Other                                      | 125   | 122   | 2%     | 126   | -1%    | 496       | 488       | 2%     |
| Total fee and commission income            | 2,998 | 2,807 | 7%     | 2,895 | 4%     | 11,539    | 10,780    | 7%     |
| Securities                                 | -65   | -57   | 14%    | -74   | -12%   | -264      | -260      | 2%     |
| Payments                                   | -413  | -379  | 9%     | -355  | 16%    | -1,491    | -1,289    | 16%    |
| Other                                      | -19   | -16   | 19%    | -19   | 0%     | -66       | -75       | -12%   |
| Total fee and commission expense           | -497  | -452  | 10%    | -448  | 11%    | -1,821    | -1,624    | 12%    |
| Net fee and commission income              | 2,501 | 2,355 | 6%     | 2,447 | 2%     | 9,718     | 9,156     | 6%     |

# Note 4 Net gains/losses on financial transactions

|  | Q4   | Q3   |        | Q4   |        | Full year | Full year |        |
|--|------|------|--------|------|--------|-----------|-----------|--------|
| SEK m  | 2017 | 2017 | Change | 2016 | Change | 2017      | 2016      | Change |
| Trading, derivatives, FX effect etc                      | 347  | 322  | 8%     | 940  | -63%   | 1,814     | 832       | 118%   |
| Other financial instruments at fair value in profit/loss | -184 | -98  | -88%   | -641 | 71%    | -553      | 466       |        |
| of which interest-bearing securities                     | -182 | -90  | -102%  | -627 | 71%    | -524      | 502       |        |
| of which loans   | -2   | -8   | 75%    | -14  | 86%    | -29       | -36       | 19%    |
| Financial instruments at amortised cost                  | 53   | 58   | -9%    | 29   | 83%    | 156       | 182       | -14%   |
| of which loans   | 111  | 91   | 22%    | 114  | -3%    | 372       | 446       | -17%   |
| of which liabilities                                     | -58  | -33  | -76%   | -85  | 32%    | -216      | -264      | 18%    |
| Financial instruments available for sale                 | 2    | -    |        | 4    | -50%   | 8         | 1,689     | -100%  |
| Hedge accounting   | -14  | -8   | -75%   | -14  | 0%     | -29       | -3        |        |
| of which net gains/losses on fair value hedges           | -8   | 1    |        | 1    |        | -7        | -8        | 13%    |
| of which cash flow hedge ineffectiveness                 | -6   | -9   | 33%    | -15  | 60%    | -22       | 5         |        |
| Gains/losses on unbundled insurance contracts            | -40  | -31  | -29%   | -49  | 18%    | -125      | -100      | -25%   |
| Total  | 164  | 243  | -33%   | 269  | -39%   | 1,271     | 3,066     | -59%   |

# Note 5 Other expenses

|                               | Q4     | Q3     |        | Q4     |        | Full year | Full year |        |
|-------------------------------|--------|--------|--------|--------|--------|-----------|-----------|--------|
| SEK m                         | 2017   | 2017   | Change | 2016   | Change | 2017      | 2016      | Change |
| Property and premises         | -333   | -294   | 13%    | -319   | 4%     | -1,235    | -1,234    | 0%     |
| External IT costs             | -514   | -454   | 13%    | -476   | 8%     | -1,935    | -1,698    | 14%    |
| Communication                 | -79    | -71    | 11%    | -79    | 0%     | -309      | -317      | -3%    |
| Travel and marketing          | -102   | -59    | 73%    | -96    | 6%     | -317      | -306      | 4%     |
| Purchased services            | -471   | -300   | 57%    | -338   | 39%    | -1,406    | -1,159    | 21%    |
| Supplies                      | -52    | -40    | 30%    | -43    | 21%    | -178      | -173      | 3%     |
| Other administrative expenses | -161   | -119   | 35%    | -167   | -4%    | -509      | -514      | -1%    |
| Other expenses                | -1,712 | -1,337 | 28%    | -1,518 | 13%    | -5,889    | -5,401    | 9%     |

# Note 6 Loan losses and impaired loans

#### Loan losses

|   | Q4     | Q3   | -      | Q4   | -      | Full year | Full year | -      |
|---|--------|------|--------|------|--------|-----------|-----------|--------|
| SEK m   | 2017   | 2017 | Change | 2016 | Change | 2017      | 2016      | Change |
| Specific provision for individually assessed loans              |        |      |        |      |        |           |           |        |
| Provision for the period  | -1,061 | -284 | 274%   | -826 | 28%    | -1,811    | -1,899    | -5%    |
| Reversal of previous provisions                                 | 41     | 59   | -31%   | 202  | -80%   | 225       | 377       | -40%   |
| Total   | -1,020 | -225 | 353%   | -624 | 63%    | -1,586    | -1,522    | 4%     |
| Collective provisions   |        |      |        |      |        |           |           |        |
| Net provision for the period for<br>individually assessed loans | -51    | -8   |        | -24  | 113%   | -120      | -62       | 94%    |
| Net provision for the period for<br>homogeneous loans           | -4     | -4   | 0%     | 0    |        | -10       | -10       | 0%     |
| Total   | -55    | -12  | 358%   | -24  | 129%   | -130      | -72       | 81%    |
| Off-balance-sheet items   |        |      |        |      |        |           |           |        |
| Losses on off-balance-sheet items                               | -3     | 0    |        | -12  | -75%   | -4        | -16       | -75%   |
| Reversal of previous losses on off-balance-sheet items          | 0      | 0    | 0%     | 0    | 0%     | 10        | 2         | 400%   |
| Change in collective provision for off-balance-sheet items      | -32    | 2    |        | -23  | 39%    | -27       | -26       | 4%     |
| Total   | -35    | 2    |        | -35  | 0%     | -21       | -40       | -48%   |
| Write-offs  |        |      |        |      |        |           |           |        |
| Actual loan losses for the period                               | -484   | -106 | 357%   | -628 | -23%   | -1,253    | -2,183    | -43%   |
| Utilised share of previous provisions                           | 422    | 89   | 374%   | 427  | -1%    | 1,102     | 1,863     | -41%   |
| Recoveries  | 88     | 35   | 151%   | 52   | 69%    | 205       | 230       | -11%   |
| Total   | 26     | 18   | 44%    | -149 |        | 54        | -90       |        |
| Net loan losses   | -1,084 | -217 | 400%   | -832 | 30%    | -1,683    | -1,724    | -2%    |

### Impaired loans

Impaired loans includes all loans in respect of which all contracted cash flows will probably not be fulfilled. The full amount of all loans which give rise to a specific provision is included in impaired loans, including amounts which are covered by collateral. This means that the impaired loans reserve ratio is stated without taking into account collateral received. Thus, this key figure may vary substantially between the quarters, even though the provisioning policies are unchanged.

| 05/  | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
|--|--------|--------|--------|--------|--------|
| SEK m  | 2017   | 2017   | 2017   | 2017   | 2016   |
| Impaired loans   | 7,944  | 7,497  | 7,303  | 7,594  | 7,746  |
| Specific provision for individually assessed loans                                 | -4,578 | -3,942 | -3,840 | -3,985 | -4,188 |
| Provision for collectively assessed homogeneous groups of loans with limited value | -118   | -112   | -108   | -105   | -107   |
| Collective provisions for individually assessed loans                              | -463   | -415   | -403   | -340   | -348   |
| Impaired loans, net  | 2,785  | 3,028  | 2,952  | 3,164  | 3,103  |
| Total impaired loans reserve ratio   | 64.9%  | 59.6%  | 59.6%  | 58.3%  | 59.9%  |
| Proportion of impaired loans   | 0.13%  | 0.15%  | 0.15%  | 0.16%  | 0.16%  |
| Impaired loans reserve ratio excl. collective provisions                           | 59.1%  | 54.1%  | 54.1%  | 53.9%  | 55.4%  |
| Loan loss ratio as a % of loans, acc.  | 0.08%  | 0.04%  | 0.04%  | 0.04%  | 0.09%  |
| Loans past due > 60 days   | 5,371  | 5,518  | 4,067  | 3,925  | 4,123  |
| Loans past due > 60 days, which are not impaired                                   | 968    | 1,060  | 1,116  | 946    | 1,061  |

For definitions and calculation of key figures, please see the Fact Book which is available at handelsbanken.se/ireng.

#### Impaired loans and loans which are past due by more than 60 days, by sector

| 31 December 2017  |       |            |       |                               |  |
|---|-------|------------|-------|-------------------------------|--|
| SEK m   | Gross | Provisions | Net*  | Of which past<br>due >60 days | Loans past due > 60<br>days, which are not<br>impaired |
| Private individuals                                     | 1,388 | -710       | 678   | 430                           | 562  |
| Housing co-operative associations                       | 39    | -18        | 21    | 4                             | 27   |
| Property management                                     | 2,014 | -523       | 1,491 | 387                           | 217  |
| Manufacturing   | 659   | -471       | 188   | 37                            | 38   |
| Retail  | 271   | -201       | 70    | 38                            | 52   |
| Hotel and restaurant                                    | 57    | -35        | 22    | 18                            | 4  |
| Passenger and goods transport by sea                    | 1,500 | -1,325     | 175   | 162                           | 3  |
| Other transport and communication                       | 34    | -25        | 9     | 6                             | 6  |
| Construction  | 766   | -697       | 69    | 38                            | -  |
| Electricity, gas and water                              | 200   | -128       | 72    | 10                            | -  |
| Agriculture, hunting and forestry                       | 82    | -46        | 36    | 10                            | 4  |
| Other services  | 298   | -215       | 83    | 31                            | 53   |
| Holding, investment and insurance companies, funds etc. | 527   | -249       | 278   | 13                            | 2  |
| Other corporate lending                                 | 109   | -53        | 56    | 17                            | -  |
| Credit institutions                                     | -     | -          | -     | -                             | -  |
| Total   | 7,944 | -4,696     | 3,248 | 1,201                         | 968  |

\* Book value after deduction of specific provisions.

| 31 December 2016  |       |            |       |                               |  |
|---|-------|------------|-------|-------------------------------|--|
| SEK m   | Gross | Provisions | Net*  | Of which past<br>due >60 days | Loans past due > 60<br>days, which are not<br>impaired |
| Private individuals                                     | 1,405 | -745       | 660   | 435                           | 721  |
| Housing co-operative associations                       | 41    | -20        | 21    | 5                             | -  |
| Property management                                     | 1,793 | -691       | 1,102 | 263                           | 240  |
| Manufacturing   | 719   | -522       | 197   | 26                            | 18   |
| Retail  | 457   | -270       | 187   | 45                            | 0  |
| Hotel and restaurant                                    | 96    | -32        | 64    | 64                            | 6  |
| Passenger and goods transport by sea                    | 1,849 | -1,244     | 605   | 0                             | -  |
| Other transport and communication                       | 52    | -36        | 16    | 7                             | 5  |
| Construction  | 269   | -161       | 108   | 46                            | 13   |
| Electricity, gas and water                              | 68    | -39        | 29    | 4                             | 9  |
| Agriculture, hunting and forestry                       | 53    | -31        | 22    | 11                            | 2  |
| Other services  | 214   | -113       | 101   | 94                            | 18   |
| Holding, investment and insurance companies, funds etc. | 601   | -316       | 285   | 30                            | 6  |
| Other corporate lending                                 | 129   | -75        | 54    | 14                            | 23   |
| Credit institutions                                     | -     | -          | -     | -                             | -  |
| Total   | 7,746 | -4,295     | 3,451 | 1,044                         | 1,061  |

\* Book value after deduction of specific provisions.

#### Note 7 Discontinued operations

Discontinued operations refer to the results from the Plastal Industri AB subsidiary for the time before the divestment, as well as the profits from the divestment of the company. The Bank divested its ownership of Plastal Industri AB during the second quarter of 2016, and since then the Bank has not had any discontinued operations.

#### Note 8 Loans and credit exposure

| SEK m                              | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Loans to the public                | 2,065,761      | 2,040,589      | 2,011,455      | 1,991,434      | 1,963,622      |
| of which reverse repos             | 6,607          | 7,126          | 8,322          | 11,182         | 7,493          |
| Loans to other credit institutions | 20,250         | 30,742         | 33,526         | 34,542         | 31,347         |
| of which reverse repos             | 1,338          | 5,738          | 11,175         | 10,805         | 4,088          |
| Other loans to central banks       | 38,920         | 111,008        | 52,718         | 79,245         | 25,527         |
| of which reverse repos             | -              | -              | -              | 1,003          | -              |

#### Loans to the public, by sector

| SEK m  | 31             | December 2017 | ,            | 31 December 2016 |            |              |
|--|----------------|---------------|--------------|------------------|------------|--------------|
|  | Loans<br>gross | Provisions    | Loans<br>net | Loans<br>gross   | Provisions | Loans<br>net |
| Private individuals                          | 1,040,638      | -710          | 1,039,928    | 982,640          | -745       | 981,895      |
| of which mortgage loans                      | 850,962        | -39           | 850,923      | 800,092          | -33        | 800,059      |
| of which other loans with property mortgages | 128,728        | -133          | 128,595      | 120,121          | -146       | 119,975      |
| of which other loans to private individuals  | 60,948         | -538          | 60,410       | 62,427           | -566       | 61,861       |
| Housing co-operative associations            | 205,984        | -18           | 205,966      | 187,016          | -20        | 186,996      |
| of which mortgage loans                      | 172,264        | -11           | 172,253      | 156,835          | -12        | 156,823      |
| Property management                          | 565,190        | -523          | 564,667      | 540,194          | -691       | 539,503      |
| Manufacturing                                | 27,393         | -471          | 26,922       | 27,633           | -522       | 27,111       |
| Retail                                       | 21,282         | -201          | 21,081       | 21,947           | -270       | 21,677       |
| Hotels and restaurants                       | 8,369          | -35           | 8,334        | 8,516            | -32        | 8,484        |
| Passenger and goods transport by sea         | 8,499          | -1,325        | 7,174        | 9,375            | -1,244     | 8,131        |
| Other transport and communication            | 16,088         | -25           | 16,063       | 14,614           | -36        | 14,578       |
| Construction                                 | 20,216         | -697          | 19,519       | 18,103           | -161       | 17,942       |
| Electricity, gas, water                      | 22,040         | -128          | 21,912       | 25,224           | -39        | 25,185       |
| Agriculture, hunting and forestry            | 13,064         | -46           | 13,018       | 11,727           | -31        | 11,696       |
| Other services                               | 22,208         | -215          | 21,993       | 19,608           | -113       | 19,495       |
| Holding, investment, insurance, funds, etc.  | 67,805         | -249          | 67,556       | 66,730           | -316       | 66,414       |
| Government and municipalities                | 13,611         | -             | 13,611       | 15,891           | -          | 15,891       |
| Other corporate lending                      | 18,533         | -53           | 18,480       | 19,047           | -75        | 18,972       |
| Total loans to the public, before            |                |               |              |                  |            |              |
| collective provisions                        | 2,070,920      | -4,696        | 2,066,224    | 1,968,265        | -4,295     | 1,963,970    |
| Collective provisions                        |                |               | -463         |                  |            | -348         |
| Total loans to the public                    |                |               | 2,065,761    |                  |            | 1,963,622    |

#### Specification of Loans to the public - Property management

|                                    | 31             | December 2017 |              | 31 December 2016 |            |              |
|------------------------------------|----------------|---------------|--------------|------------------|------------|--------------|
| SEK m                              | Loans<br>gross | Provisions    | Loans<br>net | Loans<br>gross   | Provisions | Loans<br>net |
| Loans in Sweden                    |                |               |              |                  |            |              |
| State-owned property companies     | 4,329          | -             | 4,329        | 3,228            | -          | 3,228        |
| Municipal-owned property companies | 8,874          | -             | 8,874        | 9,771            | -          | 9,771        |
| Residential property companies     | 106,014        | -20           | 105,994      | 99,598           | -26        | 99,572       |
| of which mortgage loans            | 92,260         | -             | 92,260       | 85,134           | -1         | 85,133       |
| Other property management          | 125,224        | -126          | 125,098      | 127,578          | -130       | 127,448      |
| of which mortgage loans            | 52,932         | -2            | 52,930       | 52,925           | -2         | 52,923       |
| Total loans in Sweden              | 244,441        | -146          | 244,295      | 240,175          | -156       | 240,019      |
| Loans outside Sweden               |                |               |              |                  |            |              |
| Denmark                            | 20,367         | -70           | 20,297       | 19,755           | -118       | 19,637       |
| Finland                            | 37,302         | -4            | 37,298       | 33,891           | -4         | 33,887       |
| Norway                             | 104,319        | -100          | 104,219      | 103,767          | -108       | 103,659      |
| UK                                 | 125,701        | -197          | 125,504      | 111,800          | -289       | 111,511      |
| The Netherlands                    | 27,628         | -             | 27,628       | 23,194           | -          | 23,194       |
| Other countries                    | 5,432          | -6            | 5,426        | 7,612            | -16        | 7,596        |
| Total loans outside Sweden         | 320,749        | -377          | 320,372      | 300,019          | -535       | 299,484      |
| Total loans - Property management  | 565,190        | -523          | 564,667      | 540,194          | -691       | 539,503      |

#### Credit risk exposure

| SEK m   | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| Loans to the public   | 2,065,761      | 2,040,589      | 2,011,455      | 1,991,434      | 1,963,622      |
| of which reverse repos  | 6,607          | 7,126          | 8,322          | 11,182         | 7,493          |
| Loans to other credit institutions                                    | 20,250         | 30,742         | 33,526         | 34,542         | 31,347         |
| of which reverse repos  | 1,338          | 5,738          | 11,175         | 10,805         | 4,088          |
| Interest-bearing securities eligible as collateral with central banks | 129,006        | 112,339        | 119,603        | 97,262         | 97,205         |
| Bonds and other interest-bearing securities                           | 49,601         | 61,996         | 61,243         | 65,436         | 63,909         |
| Derivative instruments*   | 56,070         | 56,913         | 61,940         | 73,111         | 82,633         |
| Contingent liabilities  | 75,666         | 75,666         | 75,293         | 80,481         | 78,530         |
| of which guarantees, credits  | 10,177         | 9,936          | 10,088         | 9,839          | 9,643          |
| of which guarantees, other  | 57,878         | 59,119         | 58,620         | 64,512         | 63,108         |
| of which letters of credit  | 7,611          | 6,611          | 6,585          | 6,130          | 5,779          |
| Other commitments   | 443,383        | 439,836        | 441,532        | 427,927        | 425,267        |
| of which unutilised part of granted overdraft facilities              | 131,121        | 130,647        | 131,721        | 132,366        | 128,967        |
| of which loan commitments   | 290,643        | 286,953        | 290,250        | 273,876        | 272,729        |
| of which other  | 21,619         | 22,236         | 19,561         | 21,685         | 23,571         |
| Total   | 2,839,737      | 2,818,081      | 2,804,592      | 2,770,193      | 2,742,513      |
| Cash and balances with central banks                                  | 226,314        | 377,821        | 436,848        | 387,092        | 199,362        |
| Other loans to central banks  | 38,920         | 111,008        | 52,718         | 79,245         | 25,527         |
| Total   | 3,104,971      | 3,306,910      | 3,294,158      | 3,236,530      | 2,967,402      |

\* Refers to the total of positive market values.

#### Note 9 Derivatives

|                        | 31 Dec     | 30 Sep     | 30 Jun     | 31 Mar     | 31 Dec     |
|------------------------|------------|------------|------------|------------|------------|
| SEK m                  | 2017       | 2017       | 2017       | 2017       | 2016       |
| Positive market values |            |            |            |            |            |
| Trading                | 31,242     | 33,701     | 35,432     | 37,290     | 44,703     |
| Fair value hedges      | 65         | 91         | 133        | 96         | 79         |
| Cash flow hedges       | 45,585     | 44,399     | 48,394     | 60,151     | 64,905     |
| Amounts set off        | -20,822    | -21,278    | -22,019    | -24,426    | -27,054    |
| Total                  | 56,070     | 56,913     | 61,940     | 73,111     | 82,633     |
| Negative market values |            |            |            |            |            |
| Trading                | 33,576     | 35,471     | 37,676     | 40,050     | 47,824     |
| Fair value hedges      | 125        | 105        | 78         | 91         | 82         |
| Cash flow hedges       | 11,086     | 14,840     | 15,651     | 8,512      | 9,689      |
| Amounts set off        | -19,911    | -20,269    | -21,751    | -24,356    | -25,857    |
| Total                  | 24,876     | 30,147     | 31,654     | 24,297     | 31,738     |
| Nominal value          |            |            |            |            |            |
| Trading                | 4,054,918  | 3,925,126  | 3,610,265  | 3,665,721  | 3,167,735  |
| Fair value hedges      | 79,318     | 69,628     | 59,903     | 53,248     | 42,228     |
| Cash flow hedges       | 1,060,565  | 1,078,987  | 1,080,938  | 1,092,773  | 1,058,071  |
| Amounts set off        | -2,071,229 | -1,977,466 | -1,621,005 | -1,967,179 | -1,747,179 |
| Total                  | 3,123,572  | 3,096,275  | 3,130,101  | 2,844,563  | 2,520,855  |

Derivative contracts are presented gross in the table. Amounts set off on the balance sheet consist of the set-off market value of contracts for which the Bank has the legal right and intention to settle contractual cash flows net (including cleared contracts). These contracts are presented on a net basis on the balance sheet per counterparty and currency.

#### Note 10 Offsetting of financial instruments

| Net amount   | 5,064       | -                        | 5,064   |
|--|-------------|--------------------------|---------|
| Total amounts not set off on the balance sheet   | -19,812     | -126                     | -19,938 |
| Financial assets pledged as collateral   | -2,974      | -126                     | -3,100  |
| Financial instruments, netting arrangements  | -16,838     | -                        | -16,838 |
| Related amounts not set off on the balance sheet   |             |                          |         |
| Carrying amount on the balance sheet   | 24,876      | 126                      | 25,002  |
| Amounts set off  | -19,911     | -9,309                   | -29,220 |
| Gross amount   | 44,787      | 9,435                    | 54,222  |
| Financial liabilities subject to offsetting, enforceable master netting<br>arrangements and similar agreements |             |                          |         |
| Net amount   | 9,209       | -                        | 9,209   |
| Total amounts not set off on the balance sheet   | -46,861     | -9,296                   | -56,157 |
| Financial assets received as collateral  | -30,023     | -9,296                   | -39,319 |
| Financial instruments, netting arrangements  | -16,838     | -                        | -16,838 |
| Related amounts not set off on the balance sheet   |             |                          |         |
| Carrying amount on the balance sheet   | 56,070      | 9,296                    | 65,366  |
| Amounts set off  | -20,822     | -9,309                   | -30,131 |
| arrangements and similar agreements<br>Gross amount  | 76,892      | 18,605                   | 95,497  |
| Financial assets subject to offsetting, enforceable master netting   |             |                          |         |
| SEK m  | Derivatives | similar agreements       | Total   |
| 31 December 2017   |             | securities borrowing and |         |
|  |             | Repurchase agreements,   |         |

| 31 December 2016  |             | Repurchase agreements, securities borrowing and |         |
|---|-------------|---|---------|
| SEK m   | Derivatives | similar agreements                              | Total   |
| Financial assets subject to offsetting, enforceable master netting      |             |   |         |
| arrangements and similar agreements                                     |             |   |         |
| Gross amount  | 109,687     | 13,427  | 123,114 |
| Amounts set off   | -27,054     | -1,030  | -28,084 |
| Carrying amount on the balance sheet                                    | 82,633      | 12,397  | 95,030  |
| Related amounts not set off on the balance sheet                        |             |   |         |
| Financial instruments, netting arrangements                             | -20,643     | -   | -20,643 |
| Financial assets received as collateral                                 | -42,238     | -12,397   | -54,635 |
| Total amounts not set off on the balance sheet                          | -62,881     | -12,397   | -75,278 |
| Net amount  | 19,752      | -   | 19,752  |
| Financial liabilities subject to offsetting, enforceable master netting |             |   |         |
| arrangements and similar agreements                                     |             |   |         |
| Gross amount  | 57,595      | 1,032   | 58,627  |
| Amounts set off   | -25,857     | -1,030  | -26,887 |
| Carrying amount on the balance sheet                                    | 31,738      | 2   | 31,740  |
| Related amounts not set off on the balance sheet                        |             |   |         |
| Financial instruments, netting arrangements                             | -20,643     | -   | -20,643 |
| Financial assets pledged as collateral                                  | -3,807      | -2  | -3,809  |
| Total amounts not set off on the balance sheet                          | -24,450     | -2  | -24,452 |
| Net amount  | 7,288       | -   | 7,288   |

Derivative instruments are set off on the balance sheet when the settlement of two or more derivatives reflects the Bank's anticipated cash flows. Repurchase agreements and reverse repurchase agreements with central counterparty clearing houses are set off on the balance sheet when this reflects the Bank's anticipated cash flows in the settlement of two or more agreements. This occurs when the Bank has both a contractual right and intention to settle the agreed cash flows with a net amount. The remaining counterparty risk in derivatives is reduced through netting agreements if payments are suspended, i.e. netting positive values against negative values in all derivative transactions with the same counterparty in a bankruptcy situation. Handelsbanken's policy is to sign netting agreements with all bank counterparties. Netting agreements are suspended with agreements for issuing collateral for the net exposure. The collateral used is mainly cash, but government securities are also used. Collateral for repurchase agreements and borrowing and lending of securities is normally in the form of cash or other securities.

The amount set off for derivative assets include set-off cash collateral of SEK 3,342m (3,565) derived from the balance sheet item Deposits and borrowing from the public. The amount set off for derivative liabilities includes set-off cash collateral of SEK 2,431m (2,367), derived from the balance sheet item Loans to the public.

#### Note 11 Goodwill and other intangible assets

| Goodwill                     |           | Other intangible assets |           | Total     |           |           |
|------------------------------|-----------|-------------------------|-----------|-----------|-----------|-----------|
|                              | Full year | Full year               | Full year | Full year | Full year | Full year |
| SEK m                        | 2017      | 2016                    | 2017      | 2016      | 2017      | 2016      |
| Opening residual value       | 6,761     | 6,460                   | 2,632     | 1,794     | 9,393     | 8,254     |
| Additional during the period | 7         | 147                     | 694       | 1,070     | 701       | 1,217     |
| The period's amortisation    | -         | -                       | -266      | -198      | -266      | -198      |
| The period's impairments     | -         | -                       | -9        | -1        | -9        | -1        |
| Foreign exchange effect      | 30        | 154                     | 12        | -33       | 42        | 121       |
| Closing residual value       | 6,798     | 6,761                   | 3,063     | 2,632     | 9,861     | 9,393     |

#### Note 12 Due to credit institutions, deposits and borrowing from the public

|  | 31 Dec  | 30 Sep    | 30 Jun    | 31 Mar    | 31 Dec  |
|--|---------|-----------|-----------|-----------|---------|
| SEK m                                  | 2017    | 2017      | 2017      | 2017      | 2016    |
| Due to credit institutions             | 174,820 | 205,355   | 202,681   | 205,971   | 178,781 |
| of which repos                         | 126     | -         | -         | 1,003     |         |
| Deposits and borrowing from the public | 941,967 | 1,112,138 | 1,120,291 | 1,049,699 | 829,336 |
| of which repos                         | -       | 286       | 332       | 4,861     | 2       |

#### Note 13 Issued securities

| SEK m                                  | Full year<br>2017 | Full year<br>2016 |
|--|-------------------|-------------------|
| Issued securities at beginning of year | 1,261,765         | 1,245,367         |
| Issued                                 | 1,207,398         | 1,250,093         |
| Repurchased                            | -55,656           | -52,372           |
| Matured                                | -1,098,438        | -1,205,320        |
| Foreign exchange effect etc.           | -38,474           | 23,997            |
| Issued securities at end of period     | 1,276,595         | 1,261,765         |

#### Note 14 Pledged assets, contingent liabilities and other commitments

| SEK m                       | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|
| Assets pledged for own debt | 856,772        | 830,488        | 812,294        | 852,739        | 839,982        |
| Other pledged assets        | 34,165         | 36,179         | 31,755         | 53,558         | 33,375         |
| Contingent liabilities      | 75,666         | 75,666         | 75,293         | 80,481         | 78,530         |
| Other commitments           | 443,383        | 439,836        | 441,532        | 427,927        | 425,267        |

#### Note 15 Classification of financial assets and liabilities

The tables show valuation categories for financial instruments in accordance with IAS 39.

| 31 December 2017   | At fair value i<br>statement div |         |  |                                   |  |                                   |                             |            |
|--|----------------------------------|---------|--|-----------------------------------|--|-----------------------------------|-----------------------------|------------|
| SEK m  | Trading                          | Other   | Derivatives<br>identified as<br>hedge<br>instruments | Loans<br>and other<br>receivables | Financial<br>assets<br>available<br>for sale | Other<br>financial<br>liabilities | Total<br>carrying<br>amount | Fair value |
| Assets   | 0                                |         |  |                                   |  |                                   |                             |            |
| Cash and balances with central banks                       |                                  |         |  | 226,314                           |  |                                   | 226,314                     | 226,314    |
| Other loans to central banks                               |                                  |         |  | 38.920                            |  |                                   | 38,920                      | 38.920     |
| Interest-bearing securities eligible as                    |                                  |         |  | 00,020                            |  |                                   | 00,020                      | 00,020     |
| collateral with central banks                              | 7,349                            | 120,683 |  |                                   | 974  |                                   | 129,006                     | 129,006    |
| Loans to other credit institutions                         |                                  |         |  | 20,250                            |  |                                   | 20,250                      | 20,081     |
| Loans to the public  |                                  | 377     |  | 2,065,384                         |  |                                   | 2,065,761                   | 2,073,536  |
| Value change of interest-hedged item in<br>portfolio hedge |                                  |         |  | 36                                |  |                                   | 36                          |            |
| Bonds and other interest-bearing securities                | 13,261                           | 30,948  |  |                                   | 5,392  |                                   | 49,601                      | 49,601     |
| Shares   | 11,914                           | 964     |  |                                   | 1,174  |                                   | 14,052                      | 14,052     |
| Assets where the customer bears the value                  | ,                                |         |  |                                   | .,   |                                   | ,                           | ,          |
| change risk  |                                  | 135,563 |  | 54                                |  |                                   | 135,617                     | 135,617    |
| Derivative instruments                                     | 12,572                           |         | 43,498   |                                   |  |                                   | 56,070                      | 56,070     |
| Other assets   | 16                               |         |  | 10,699                            |  |                                   | 10,715                      | 10,715     |
| Prepaid expenses and accrued income                        | 102                              | 490     |  | 5,749                             | 4  |                                   | 6,345                       | 6,345      |
| Total financial assets                                     | 45,214                           | 289,025 | 43,498   | 2,367,406                         | 7,544  |                                   | 2,752,687                   | 2,760,257  |
| Investments in associates                                  |                                  |         |  |                                   |  |                                   | 297                         |            |
| Other non-financial assets                                 |                                  |         |  |                                   |  |                                   | 13,993                      |            |
| Total assets   |                                  |         |  |                                   |  |                                   | 2,766,977                   |            |
| Liabilities  |                                  |         |  |                                   |  |                                   |                             |            |
| Due to credit institutions                                 |                                  |         |  |                                   |  | 174,820                           | 174,820                     | 176,611    |
| Deposits and borrowing from the public                     |                                  |         |  |                                   |  | 941,967                           | 941,967                     | 941,975    |
| Liabilities where the customer bears the                   |                                  |         |  |                                   |  |                                   |                             |            |
| value change risk  |                                  | 135,556 |  |                                   |  | 61                                | 135,617                     | 135,617    |
| Issued securities  | 4,625                            |         |  |                                   |  | 1,271,970                         | 1,276,595                   | 1,289,925  |
| Derivative instruments                                     | 15,204                           |         | 9,672  |                                   |  |                                   | 24,876                      | 24,876     |
| Short positions  | 2,072                            |         |  |                                   |  |                                   | 2,072                       | 2,072      |
| Other liabilities  | 12                               |         |  |                                   |  | 15,851                            | 15,863                      | 15,863     |
| Accrued expenses and deferred income                       | 13                               |         |  |                                   |  | 12,705                            | 12,718                      | 12,718     |
| Subordinated liabilities                                   |                                  |         |  |                                   |  | 32,896                            | 32,896                      | 33,889     |
| Total financial liabilities                                | 21,926                           | 135,556 | 9,672  |                                   |  | 2,450,270                         | 2,617,424                   | 2,633,546  |
| Other non-financial liabilities                            |                                  |         |  |                                   |  |                                   | 7,949                       |            |
| Total liabilities  |                                  |         |  |                                   |  |                                   | 2,625,373                   |            |

| 31 December 2016   | At fair value i<br>statement div |         |  |                                   |  |                                   |                             |            |
|--|----------------------------------|---------|--|-----------------------------------|--|-----------------------------------|-----------------------------|------------|
| SEK m  | Trading                          | Other   | Derivatives<br>identified as<br>hedge<br>instruments | Loans<br>and other<br>receivables | Financial<br>assets<br>available<br>for sale | Other<br>financial<br>liabilities | Total<br>carrying<br>amount | Fair value |
| Assets   |                                  |         |  |                                   |  |                                   |                             |            |
| Cash and balances with central banks                       |                                  |         |  | 199,362                           |  |                                   | 199,362                     | 199,362    |
| Other loans to central banks                               |                                  |         |  | 25,527                            |  |                                   | 25,527                      | 25,527     |
| Interest-bearing securities eligible as                    |                                  |         |  |                                   |  |                                   |                             |            |
| collateral with central banks                              | 13,000                           | 83,458  |  |                                   | 747  |                                   | 97,205                      | 97,205     |
| Loans to other credit institutions                         |                                  |         |  | 31,347                            |  |                                   | 31,347                      | 31,148     |
| Loans to the public  |                                  | 926     |  | 1,962,696                         |  |                                   | 1,963,622                   | 1,978,834  |
| Value change of interest-hedged item in<br>portfolio hedge |                                  |         |  | 35                                |  |                                   | 35                          |            |
| Bonds and other interest-bearing securities                | 22,328                           | 36,117  |  |                                   | 5,464  |                                   | 63,909                      | 63,909     |
| Shares   | 17,727                           | 1,067   |  |                                   | 1,618  |                                   | 20,412                      | 20,412     |
| Assets where the customer bears the value                  | ,                                | ,       |  |                                   | ,  |                                   | - ,                         | - ,        |
| change risk  |                                  | 118,588 |  | 58                                |  |                                   | 118,646                     | 118,646    |
| Derivative instruments                                     | 19,742                           |         | 62,891   |                                   |  |                                   | 82,633                      | 82,633     |
| Other assets   | 32                               |         |  | 5,584                             |  |                                   | 5,616                       | 5,616      |
| Prepaid expenses and accrued income                        | 170                              | 520     |  | 5,528                             | 4  |                                   | 6,222                       | 6,222      |
| Total financial assets                                     | 72,999                           | 240,676 | 62,891   | 2,230,137                         | 7,833  |                                   | 2,614,536                   | 2,629,514  |
| Investments in associates                                  |                                  |         |  |                                   |  |                                   | 255                         |            |
| Other non-financial assets                                 |                                  |         |  |                                   |  |                                   | 12,789                      |            |
| Total assets   |                                  |         |  |                                   |  |                                   | 2,627,580                   |            |
| Liabilities  |                                  |         |  |                                   |  |                                   |                             |            |
| Due to credit institutions                                 |                                  |         |  |                                   |  | 178,781                           | 178,781                     | 180,648    |
| Deposits and borrowing from the public                     |                                  |         |  |                                   |  | 829,336                           | 829,336                     | 829,303    |
| Liabilities where the customer bears the                   |                                  |         |  |                                   |  |                                   |                             |            |
| value change risk  |                                  | 118,687 |  |                                   |  | 58                                | 118,745                     | 118,745    |
| Issued securities  | 5,763                            |         |  |                                   |  | 1,256,002                         | 1,261,765                   | 1,280,523  |
| Derivative instruments                                     | 23,272                           |         | 8,466  |                                   |  |                                   | 31,738                      | 31,738     |
| Short positions  | 1,572                            |         |  |                                   |  |                                   | 1,572                       | 1,572      |
| Other liabilities  | 21                               |         |  |                                   |  | 9,407                             | 9,428                       | 9,428      |
| Accrued expenses and deferred income                       | 2                                |         |  |                                   |  | 14,578                            | 14,580                      | 14,580     |
| Subordinated liabilities                                   |                                  |         |  |                                   |  | 33,400                            | 33,400                      | 35,330     |
| Total financial liabilities                                | 30,630                           | 118,687 | 8,466  |                                   |  | 2,321,562                         | 2,479,345                   | 2,501,867  |
| Other non-financial liabilities                            |                                  |         |  |                                   |  |                                   | 11,854                      |            |
| Total liabilities  |                                  |         |  |                                   |  |                                   | 2,491,199                   |            |

#### Note 16 Fair value measurement of financial instruments

| 31 December 2017  |         |         |         |         |
|---|---------|---------|---------|---------|
| SEK m   | Level 1 | Level 2 | Level 3 | Total   |
| Assets  |         |         |         |         |
| Interest-bearing securities eligible as collateral with central banks | 126,996 | 2,010   | -       | 129,006 |
| Loans to the public   | -       | 364     | 13      | 377     |
| Bonds and other interest-bearing securities                           | 47,111  | 2,490   | -       | 49,601  |
| Shares  | 8,798   | 4,008   | 1,246   | 14,052  |
| Assets where the customer bears the value change risk                 | 135,099 | -       | 464     | 135,563 |
| Derivative instruments  | 364     | 55,619  | 87      | 56,070  |
| Total financial assets at fair value                                  | 318,368 | 64,491  | 1,810   | 384,669 |
| Liabilities   |         |         |         |         |
| Liabilities where the customer bears the value change risk            | 135,092 | -       | 464     | 135,556 |
| Issued securities   | -       | 4,625   | -       | 4,625   |
| Derivative instruments  | 377     | 24,411  | 88      | 24,876  |
| Short positions   | 2,013   | 59      | -       | 2,072   |
| Total financial liabilities at fair value                             | 137,482 | 29,095  | 552     | 167,129 |

| 31 December 2016  |         |         |         |         |
|---|---------|---------|---------|---------|
| SEK m   | Level 1 | Level 2 | Level 3 | Total   |
| Assets  |         |         |         |         |
| Interest-bearing securities eligible as collateral with central banks | 95,511  | 1,694   | -       | 97,205  |
| Loans to the public   | -       | 909     | 17      | 926     |
| Bonds and other interest-bearing securities                           | 61,514  | 2,395   | -       | 63,909  |
| Shares  | 11,528  | 7,047   | 1,837   | 20,412  |
| Assets where the customer bears the value change risk                 | 117,826 | -       | 762     | 118,588 |
| Derivative instruments  | 408     | 82,225  | -       | 82,633  |
| Total financial assets at fair value                                  | 286,787 | 94,270  | 2,616   | 383,673 |
| Liabilities   |         |         |         |         |
| Liabilities where the customer bears the value change risk            | 117,925 | -       | 762     | 118,687 |
| Issued securities   | -       | 5,763   | -       | 5,763   |
| Derivative instruments  | 443     | 31,295  | -       | 31,738  |
| Short positions   | 1,097   | 475     | -       | 1,572   |
| Total financial liabilities at fair value                             | 119,465 | 37,533  | 762     | 157,760 |

#### Valuation process

The risk control function checks that the Group's financial instruments are correctly valued. As far as is possible, the valuations are based on externally generated data.

Financial instruments for which price information is easily available, and which are representative of real and frequently occurring transactions, are valued at their current market price. The current bid price is used for financial assets and the current ask price is used for financial liabilities. For groups of financial instruments which are managed on the basis of the Bank's net exposure to market risk, the current market price is presumed to be the same as the price which would be received or paid if the net position were divested.

For financial instruments where there is no reliable information about market prices, fair value is established using valuation models. These models can, for example, be based on price comparisons, present value calculations or option valuation theory depending on the nature of the instrument.

#### Valuation hierarchy

In the tables, financial instruments at fair value have been categorised in terms of how the valuations have been carried out and the degree of transparency regarding market data used in the

valuation. The categorisation is shown as levels 1-3 in the tables. Financial instruments which are valued at a direct and liquid market price are categorised as level 1. These financial instruments mainly comprise government instruments and other interest-bearing securities that are traded actively, listed shares and short-term positions in corresponding assets. Level 1 also includes the majority of shares in mutual funds and other assets which are related to unitlinked insurance contracts and similar agreements and the corresponding liabilities. Financial instruments which are valued using valuation models which substantially are based on market data are categorised as level 2. Level 2 mainly includes interest-bearing securities and interest- and currency-related derivatives. Financial instruments whose value to a material extent is affected by input data that cannot be verified using external market information are categorised as level 3. Level 3 includes unlisted shares, certain holdings of private equity funds and certain derivatives.

The categorisation is based on the valuation method used on the balance sheet date. If the category for a specific instrument has changed since the previous balance sheet date (31 December 2016), the instrument has been moved between the levels in the table. During the 2017 financial year, some of the volumes have been moved between level 1 and level 2, as a result of a new assessment

of market activity. On the assets side, interest-bearing securities worth SEK 212m and shares worth SEK 88m were transferred from level 1 to level 2. Interest-bearing securities worth SEK 556m and shares worth SEK 16m were transferred from level 2 to level 1. On the liabilities side, derivatives worth SEK 9m were transferred from level 1 to level 2, and derivatives worth SEK 7m were moved from level 2 to level 1. The change in level 3 holdings during the year is shown in a separate table.

The holdings in level 3 mainly comprise unlisted shares. The Group's holdings of unlisted shares consist mainly of the Bank's participating interests in various types of jointly owned operations which are related to the Bank's business. For example, these may be participating interests in clearing organisations and infrastructure collaboration on Handelsbanken's home markets. Such holdings are valued at the Bank's share of the company's net asset value, or alternatively at the price of the last completed transaction. In all material respects, unlisted shares are classified as available for sale. Value changes for these holdings are thus reported in other comprehensive income.

In addition to unlisted shares, certain holdings of private equity funds are categorised in level 3. These are valued using valuation models mainly based on a relative valuation of comparable listed companies in the same sector. The performance measurements used in the comparison are adjusted for factors which distort the comparison between the investment and the company used for comparison. Subsequently, the valuation is based on earnings multiples, such as P/E ratios. Most of these holdings represent investment assets in the Group's insurance operations. Value changes on the investment assets are included in the basis for calculating the yield split in the insurance operations and are therefore not reported directly in the income statement.

In 2017, the derivatives component in some of the Bank's issued structured bonds and the related hedging derivatives was moved from level 2 to level 3. The transfer of these derivatives to level 3 is

Reconciliation of financial instruments in level 3

due to the fact that the internal assumptions which have a material impact on calculation of the fair value have been revised. Hedging derivatives in level 3 are traded under CSA agreements where the market values are checked and verified with the Bank's counterparties on a daily basis.

#### Differences between the transaction price and the value produced using a valuation model

The models use input data in the form of market prices and other variables that are deemed to affect pricing. The models and input data which form the basis of the valuations are regularly validated to ensure that they are consistent with market practice and established financial theory. In cases where there are material positive differences between the value calculated with the help of a valuation model at initial recognition and the transaction price (day 1 gain/loss). the difference is distributed over the maturity period of the financial instrument. Such differences occur when the applied valuation model does not fully capture all the components which affect the value of the instrument.

As a consequence of the application of this principle an accrual effect, SEK 144m (143), was recognised in Net gains/losses on financial transactions during the 2017 financial year. At the end of the period, non-recognised day 1 gains/losses amounted to SEK 638m: at year-end 2016, the corresponding figure was SEK 585m.

The Bank regularly conducts separate valuations of the total credit risk component (own credit risk as well as counterparty risk) in outstanding model-valued derivatives. Changes in fair value due to changed credit risk are recognised in profit/loss to the extent that the overall effect exceeds non-recognised day 1 gains/losses.

| Carrying amount at end of period                      | 1,246  | 87           | -88          | 13           | 464         | -464        |
|---|--------|--------------|--------------|--------------|-------------|-------------|
| Transfer to level 1 or 2                              | -      | -            | -            | -            | -           | -           |
| Transfer from level 1 or 2                            | -      | 87           | -88          | 1            | -           | -           |
| Unrealised value change in other comprehensive income | -477   | -            | -            | -            | -           | -           |
| Unrealised value change in income statement           | -77    | -            | -            | -            | 20          | -20         |
| Matured during the period                             | -      | -            | -            | -5           | -           | -           |
| Repurchases/sales                                     | -62    | -            | -            | -            | -318        | 318         |
| Acquisitions/issues                                   | 25     | -            | -            | -            | -           | -           |
| Carrying amount at beginning of year                  | 1,837  | -            | -            | 17           | 762         | -762        |
| SEK m   | Shares | assets       | liabilities  | public       | change risk | change risk |
| January – December 2017                               |        | Derivatives- | Derivatives- | Loans to the | value       | value       |
|   |        |              |              |              | bears the   | bears the   |
|   |        |              |              |              | customer    | customer    |
|   |        |              |              |              | where the   | where the   |
|   |        |              |              |              | Assets      | Liat        |

|   |        |              |              |              | Assets      | Liabilities |
|---|--------|--------------|--------------|--------------|-------------|-------------|
|   |        |              |              |              | where the   | where the   |
|   |        |              |              |              | customer    | customer    |
|   |        |              |              |              | bears the   | bears the   |
| January – December 2016                               |        | Derivatives- | Derivatives- | Loans to the | value       | value       |
| SEK m   | Shares | assets       | liabilities  | public       | change risk | change risk |
| Carrying amount at beginning of year                  | 1,283  | -            | -            | 10           | 732         | -732        |
| Acquisitions/issues                                   | 14     | -            | -            | -            | -           | -           |
| Repurchases/sales                                     | -90    | -            | -            | -            | -           | -           |
| Matured during the period                             | -      | -            | -            | -2           | -           | -           |
| Unrealised value change in income statement           | -55    | -            | -            | 0            | 30          | -30         |
| Unrealised value change in other comprehensive income | 685    | -            | -            | 1            | -           | -           |
| Transfer from level 1 or 2                            | -      | -            | -            | 8            | -           | -           |
| Transfer to level 1 or 2                              | -      | -            | -            | -            | -           | -           |
| Carrying amount at end of period                      | 1,837  | -            | -            | 17           | 762         | -762        |

Handelsbanken

#### Note 17 Assets and liabilities by currency

| 31 December 2017 |  |
|------------------|--|
| 31 December 2017 |  |

|  |           |         |          |         |         |         | Other      |           |
|--|-----------|---------|----------|---------|---------|---------|------------|-----------|
| SEK m  | SEK       | EUR     | NOK      | DKK     | GBP     | USD o   | currencies | Total     |
| Assets   |           |         |          |         |         |         |            |           |
| Cash and balances with central banks                       | 83        | 85,625  | 3,916    | 2,139   | 84,768  | 48,079  | 1,704      | 226,314   |
| Other loans to central banks                               | 6,683     | -       | 7,170    | 24,198  | 492     | -       | 377        | 38,920    |
| Loans to other credit institutions                         | 2,059     | 5,700   | 566      | 45      | 811     | 9,711   | 1,358      | 20,250    |
| Loans to the public  | 1,287,467 | 200,448 | 235,215  | 94,108  | 213,208 | 28,186  | 7,129      | 2,065,761 |
| of which corporates  | 481,250   | 133,080 | 145,245  | 33,661  | 143,347 | 27,955  | 6,324      | 970,862   |
| of which households  | 806,217   | 67,368  | 89,970   | 60,447  | 69,861  | 231     | 805        | 1,094,899 |
| Interest-bearing securities eligible as collateral with    |           |         |          |         |         |         |            |           |
| central banks  | 100,576   | 6,853   | -        | 12      | -       | 20,804  | 761        | 129,006   |
| Bonds and other interest-bearing securities                | 36,964    | 2,383   | 1,090    | -       | 1,378   | 7,786   | -          | 49,601    |
| Other items not broken down by currency                    | 237,125   |         |          |         |         |         |            | 237,125   |
| Total assets   | 1,670,957 | 301,009 | 247,957  | 120,502 | 300,657 | 114,566 | 11,329     | 2,766,977 |
| Liabilities  |           |         |          |         |         |         |            |           |
| Due to credit institutions                                 | 62,784    | 61,572  | 13,866   | 7,860   | 3,373   | 18,915  | 6,450      | 174,820   |
| Deposits and borrowing from the public                     | 559,212   | 104,453 | 57,429   | 39,416  | 146,293 | 29,973  | 5,191      | 941,967   |
| of which corporates  | 221,345   | 86,046  | 36,994   | 22,164  | 98,176  | 27,633  | 4,666      | 497,024   |
| of which households  | 337,867   | 18,407  | 20,435   | 17,252  | 48,117  | 2,340   | 525        | 444,943   |
| Issued securities  | 468,766   | 282,725 | 24,175   | 556     | 93,884  | 376,959 | 29,530     | 1,276,595 |
| Subordinated liabilities                                   | 8,349     | 14,751  | -        | -       | -       | 9,796   | -          | 32,896    |
| Other items not broken down by currency, incl. equity      | 340,699   |         |          |         |         |         |            | 340,699   |
| Total liabilities and equity                               | 1,439,810 | 463,501 | 95,470   | 47,832  | 243,550 | 435,643 | 41,171     | 2,766,977 |
| Other assets and liabilities broken down by currency (net) |           | 162,627 | -152,299 | -72,590 | -56,970 | 321,072 | 29,891     |           |
| Net foreign currency position                              |           | 135     | 188      | 80      | 137     | -5      | 49         | 584       |

#### 31 December 2016

|   |           |         |          |         |         |         | Other      |           |
|---|-----------|---------|----------|---------|---------|---------|------------|-----------|
| SEK m   | SEK       | EUR     | NOK      | DKK     | GBP     | USD o   | currencies | Total     |
| Assets  |           |         |          |         |         |         |            |           |
| Cash and balances with central banks                                  | 140       | 99,547  | 6,199    | 102     | 61,774  | 30,463  | 1,137      | 199,362   |
| Other loans to central banks  | 4,820     | -       |          | 20,269  | 394     | -       | 44         | 25,527    |
| Loans to other credit institutions                                    | 7,630     | 6,983   | 360      | 5       | 976     | 14,127  | 1,266      | 31,347    |
| Loans to the public   | 1,220,175 | 187,649 | 232,704  | 92,299  | 192,953 | 28,636  | 9,206      | 1,963,622 |
| of which corporates   | 460,084   | 128,416 | 139,985  | 36,741  | 128,371 | 28,413  | 8,287      | 930,297   |
| of which households   | 760,091   | 59,233  | 92,719   | 55,558  | 64,582  | 223     | 919        | 1,033,325 |
| Interest-bearing securities eligible as collateral with central banks | 72,683    | 6,431   | -        | 11      | -       | 17,344  | 736        | 97,205    |
| Bonds and other interest-bearing securities                           | 43,464    | 2,181   | 1,329    | -       | 1,701   | 15,234  | -          | 63,909    |
| Other items not broken down by currency                               | 246,608   |         |          |         |         |         |            | 246,608   |
| Total assets  | 1,595,520 | 302,791 | 240,592  | 112,686 | 257,798 | 105,804 | 12,389     | 2,627,580 |
| Liabilities   |           |         |          |         |         |         |            |           |
| Due to credit institutions  | 36,630    | 73,200  | 4,454    | 17,700  | 4,775   | 27,768  | 14,254     | 178,781   |
| Deposits and borrowing from the public                                | 503,890   | 78,736  | 59,761   | 34,733  | 122,374 | 23,181  | 6,661      | 829,336   |
| of which corporates   | 192,720   | 61,542  | 38,662   | 19,051  | 86,076  | 21,003  | 6,170      | 425,224   |
| of which households   | 311,170   | 17,194  | 21,099   | 15,682  | 36,298  | 2,178   | 491        | 404,112   |
| Issued securities   | 463,704   | 240,231 | 30,826   | 324     | 84,338  | 405,286 | 37,056     | 1,261,765 |
| Subordinated liabilities  | 8,230     | 14,355  | -        | -       | -       | 10,815  | -          | 33,400    |
| Other items not broken down by currency, incl. equity                 | 324,298   |         |          |         |         |         |            | 324,298   |
| Total liabilities and equity  | 1,336,752 | 406,522 | 95,041   | 52,757  | 211,487 | 467,050 | 57,971     | 2,627,580 |
| Other assets and liabilities broken down by currency (net)            |           | 103,917 | -145,364 | -59,815 | -46,342 | 361,349 | 45,650     |           |
| Net foreign currency position   |           | 186     | 187      | 114     | -31     | 103     | 68         | 627       |

#### Note 18 Own funds and capital requirements in the consolidated situation

The requirements for the calculation of own funds and capital requirements are regulated in Regulation (EU) No 575/2013 (CRR) and Directive 2013/36/EU, which comprise the EU's implementation of the international Basel III regulations. All references to CRR in this interim report refer to these regulations in their entirety, regardless of legislative form (regulation, directive, executive decree or national implementation). Figures reported in this section refer to the minimum capital requirements under Pillar 1 and meet the requirements for publication of information relating to capital adequacy in CRR Part Eight, as well as in the Swedish Financial Supervisory Authority's regulation FFFS 2014:12.

#### Own funds

| SEK m   | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| TIER 1 CAPITAL  |                |                |                |                |                |
| Equity, Group   | 141,604        | 138,951        | 134,900        | 131,741        | 136,381        |
| Accrued unpaid dividend last year                                       | -              | -              | -              | -              | -              |
| Accrued dividend current year   | -14,581        | -7,759         | -5,127         | -2,595         | -9,721         |
| Adjustment of Group result  | -820           | -629           | -429           | -195           | 3,829          |
| Adjustment of Group equity  | 3,337          | 3,311          | 3,289          | 3,267          | -593           |
| Minority interests  | -11            | -9             | -6             | -6             | -6             |
| Equity (consolidated entities)  | 129,529        | 133,865        | 132,627        | 132,212        | 129,890        |
| Deducted items  |                |                |                |                |                |
| Goodwill and other intangible assets                                    | -9,787         | -9,599         | -9,513         | -9,409         | -9,355         |
| Value adjustments (fair value)  | -409           | -426           | -477           | -633           | -645           |
| Special deduction for IRB institutions                                  | -2,357         | -2,246         | -2,272         | -2,270         | -1,527         |
| Positions in securitisation   | -              | -              | -              | -              | -              |
| Net pension assets  | -              | -              | -              | -              | -              |
| Own shares  | -569           | -619           | -607           | -622           | -636           |
| Adjustments in accordance with stability filter                         |                |                |                |                |                |
| Cash flow hedges  | -654           | -1,464         | -1,907         | -2,749         | -2,487         |
| Unrealised accumulated gains, shares                                    | -              | -              | -              | -              | -              |
| Common equity tier 1 capital, gross                                     | 115,753        | 119,511        | 117,851        | 116,529        | 115,240        |
| Threshold deductions  |                |                |                |                |                |
| Capital contributions to unconsolidated<br>financial entities >10% CET1 | -              | -              | -              | -              | -              |
| Deferred tax assets >10% CET1   | -              | -              | -              | -              | -              |
| Amount of capital contributions and deferred<br>tax assets >15%         | -              | -              | -              | -              | -              |
| Common equity tier 1 capital  | 115,753        | 119,511        | 117,851        | 116,529        | 115,240        |
| Additional tier 1 instruments   | 11,746         | 11,718         | 12,011         | 12,598         | 12,768         |
| Total tier 1 capital  | 127,499        | 131,229        | 129,862        | 129,127        | 128,008        |
| TIER 2 CAPITAL  |                |                |                |                |                |
| Subordinated loans  | 17,745         | 14,469         | 17,431         | 17,293         | 17,354         |
| Deducted items  |                |                |                |                |                |
| Tier 2 contribution in unconsolidated financial entities                | -1,129         | -1,129         | -1,129         | -1,129         | -1,129         |
| Total tier 2 capital  | 16,616         | 13,340         | 16,302         | 16,164         | 16,225         |
| Total own funds   | 144,115        | 144,569        | 146,164        | 145,291        | 144,233        |
|   |                |                |                |                |                |

#### Capital ratios and buffers

|   | 31 Dec  | 30 Sep  | 30 Jun  | 31 Mar  | 31 Dec  |
|---|---------|---------|---------|---------|---------|
|   | 2017    | 2017    | 2017    | 2017    | 2016    |
| Common equity tier 1 ratio, CRR   | 22.7%   | 23.6%   | 23.4%   | 23.8%   | 25.1%   |
| Tier 1 ratio, CRR   | 25.0%   | 25.9%   | 25.8%   | 26.4%   | 27.9%   |
| Total capital ratio, CRR  | 28.3%   | 28.5%   | 29.0%   | 29.7%   | 31.4%   |
| Risk exposure amount CRR  | 509,032 | 507,413 | 504,199 | 489,456 | 458,787 |
| Own funds in relation to capital requirement according to Basel I floor | 142%    | 144%    | 148%    | 149%    | 148%    |
| Institution-specific buffer requirements*                               | 6.7%    | 6.7%    | 6.6%    | 6.6%    | 6.4%    |
| of which capital conservation buffer requirement                        | 2.5%    | 2.5%    | 2.5%    | 2.5%    | 2.5%    |
| of which countercyclical capital buffer requirement                     | 1.2%    | 1.2%    | 1.1%    | 1.1%    | 0.9%    |
| of which systemic risk buffer requirement                               | 3.0%    | 3.0%    | 3.0%    | 3.0%    | 3.0%    |
| Common equity tier 1 capital available for use as a buffer              | 18.2%   | 19.1%   | 18.9%   | 19.3%   | 20.6%   |

\* Information is only provided regarding the buffer requirements which have come into force.

#### Capital requirement

| 31 Dec  | 30 Sep  | 30 Jun   | 31 Mar  | 31 Dec  |
|---------|---|--|---|---|
| 2017    | 2017  | 2017   | 2017  | 2016  |
| 6,707   | 6,579   | 6,609  | 6,330   | 6,472   |
| 27,871  | 27,630  | 27,560   | 26,334  | 23,950  |
| 825     | 995   | 800  | 936   | 873   |
| 391     | 460   | 438  | 627   | 594   |
| 4,929   | 4,929   | 4,929  | 4,929   | 4,815   |
| 40,723  | 40,593  | 40,336   | 39,156  | 36,704  |
| 62,125  | 61,403  | 60,239   | 59,790  | 61,531  |
| 102,848 | 101,996   | 100,575  | 98,946  | 98,235  |
| 146,472 | 146,815   | 148,436  | 147,561   | 145,760   |
|         | 2017<br>6,707<br>27,871<br>825<br>391<br>4,929<br>40,723<br>62,125<br>102,848 | 2017      2017        6,707      6,579        27,871      27,630        825      995        391      460        4,929      4,929        40,723      40,593        62,125      61,403        102,848      101,996 | 2017      2017      2017        6,707      6,579      6,609        27,871      27,630      27,560        825      995      800        391      460      438        4,929      4,929      4,929        40,723      40,593      40,336        62,125      61,403      60,239        102,848      101,996      100,575 | 2017      2017      2017      2017        6,707      6,579      6,609      6,330        27,871      27,630      27,560      26,334        825      995      800      936        391      460      438      627        4,929      4,929      4,929      4,929        40,723      40,593      40,336      39,156        62,125      61,403      60,239      59,790        102,848      101,996      100,575      98,946 |

#### Risk exposure amount

| SEK m  | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| Credit risk according to standardised approach | 83,833         | 82,243         | 82,608         | 79,126         | 80,896         |
| Credit risk according to IRB Approach          | 348,386        | 345,377        | 344,497        | 329,180        | 299,370        |
| Market risk                                    | 10,310         | 12,437         | 10,004         | 11,705         | 10,910         |
| Credit valuation adjustment risk (CVA)         | 4,890          | 5,743          | 5,477          | 7,832          | 7,429          |
| Operational risk                               | 61,613         | 61,613         | 61,613         | 61,613         | 60,182         |
| Total risk exposure amount                     | 509,032        | 507,413        | 504,199        | 489,456        | 458,787        |

### Capital requirement credit risks, standardised approach\*\*

|                                    |            |         | Risk-we  | ighted |              |         |              |           |
|------------------------------------|------------|---------|----------|--------|--------------|---------|--------------|-----------|
|                                    | Exposure a | mount   | exposure | amount | Capital requ | irement | Average risk | weight, % |
|                                    | 31 Dec     | 31 Dec  | 31 Dec   | 31 Dec | 31 Dec       | 31 Dec  | 31 Dec       | 31 Dec    |
| SEK m                              | 2017       | 2016    | 2017     | 2016   | 2017         | 2016    | 2017         | 2016      |
| Sovereign and central banks        | 236        | 255,748 | -        | 77     | -            | 6       | 0.0          | 0.0       |
| Municipalities                     | -          | 54,908  | -        | 22     | -            | 2       | 0.0          | 0.0       |
| Multilateral development banks     | 568        | 636     | -        | 0      | -            | 0       | 0.0          | 0.0       |
| International organisations        | 35         | 49      | -        | 0      | -            | 0       | 0.0          | 0.0       |
| Institutions                       | 7,290      | 4,215   | 506      | 343    | 40           | 27      | 6.9          | 8.1       |
| Corporates                         | 9,407      | 10,640  | 9,312    | 10,017 | 745          | 801     | 99.0         | 94.1      |
| Households                         | 16,824     | 17,042  | 12,580   | 12,737 | 1,006        | 1,019   | 74.8         | 74.7      |
| Collateral in real estate          | 106,316    | 92,087  | 38,158   | 33,316 | 3,053        | 2,665   | 35.9         | 36.2      |
| Past due items                     | 654        | 199     | 748      | 258    | 60           | 21      | 114.4        | 129.6     |
| Collective investment undertakings | 86         | 0       | 86       | 0      | 7            | 0       | 100.0        | 0.0       |
| Equities                           | 6,813      | 6,796   | 16,143   | 16,126 | 1,291        | 1,290   | 236.9        | 237.3     |
| Other items                        | 6,780      | 8,571   | 6,300    | 8,000  | 505          | 641     | 92.9         | 93.4      |
| Total                              | 155,009    | 450,891 | 83,833   | 80,896 | 6,707        | 6,472   | 54.1         | 17.9      |

 $^{\star\star}$  Information about capital requirements for the exposure classes where there are exposures.

#### Credit risks IRB

|   | _              |                | Risk-we        | •              |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | Exposure       |                | exposure       |                | Capital requ   |                | Average risk   | •              |
| SEK m   | 31 Dec<br>2017 | 31 Dec<br>2016 |
| Sovereign and central banks                     | 357,719        |                | 7,474          |                | 598            |                | 2.1            |                |
| Corporate                                       | 852,845        | 821,000        | 237,107        | 194,650        | 18,969         | 15,572         | 27.8           | 23.7           |
| Corporate lending                               | 835,665        | 798,330        | 233,707        | 190,709        | 18,697         | 15,257         | 28.0           | 23.9           |
| of which other loans foundation approach $^{*}$ | 109,608        | 116,048        | 32,467         | 35,946         | 2,598          | 2,876          | 29.6           | 31.0           |
| of which other loans advanced approach *        | 726,057        | 682,282        | 201,240        | 154,763        | 16,099         | 12,381         | 27.7           | 22.7           |
| of which large companies                        | 152,189        | 126,774        | 58,176         | 57,176         | 4,654          | 4,574          | 38.2           | 45.1           |
| of which medium-sized companies                 | 80,590         | 81,640         | 37,839         | 32,486         | 3,027          | 2,599          | 47.0           | 39.8           |
| of which property companies                     | 493,278        | 473,868        | 105,225        | 65,101         | 8,418          | 5,208          | 21.3           | 13.7           |
| Counterparty risk                               | 17,180         | 22,670         | 3,400          | 3,941          | 272            | 315            | 19.8           | 17.4           |
| Housing co-operative associations               | 195,265        | 187,897        | 9,974          | 7,555          | 798            | 604            | 5.1            | 4.0            |
| Retail  | 1,026,668      | 982,270        | 72,574         | 72,398         | 5,806          | 5,792          | 7.1            | 7.4            |
| Private individuals                             | 1,001,733      | 955,346        | 65,742         | 65,258         | 5,259          | 5,221          | 6.6            | 6.8            |
| of which property loans                         | 925,491        | 874,253        | 51,092         | 48,178         | 4,087          | 3,854          | 5.5            | 5.5            |
| of which other loans                            | 76,242         | 81,093         | 14,650         | 17,080         | 1,172          | 1,367          | 19.2           | 21.1           |
| Small companies                                 | 24,935         | 26,924         | 6,832          | 7,140          | 547            | 571            | 27.4           | 26.5           |
| of which property loans                         | 6,929          | 7,650          | 1,707          | 1,706          | 137            | 137            | 24.6           | 22.3           |
| of which other loans                            | 18,006         | 19,274         | 5,125          | 5,434          | 410            | 434            | 28.5           | 28.2           |
| Institutions                                    | 72,223         | 105,185        | 13,929         | 17,397         | 1,114          | 1,392          | 19.3           | 16.5           |
| Lending to institutions                         | 16,332         | 20,066         | 5,232          | 6,175          | 418            | 494            | 32.0           | 30.8           |
| Counterparty risk                               | 55,891         | 85,119         | 8,697          | 11,222         | 696            | 898            | 15.6           | 13.2           |
| of which repos and securities loans             | 7,667          | 14,070         | 173            | 631            | 14             | 50             | 2.3            | 4.5            |
| of which derivatives                            | 48,224         | 71,049         | 8,524          | 10,591         | 682            | 848            | 17.7           | 14.9           |
| Equity exposures                                | 1,512          | 1,340          | 5,068          | 4,959          | 405            | 397            | 335.1          | 370.0          |
| of which listed shares                          | 661            | -              | 1,916          | -              | 153            | -              | 290.0          | -              |
| of which other shares                           | 851            | 1,340          | 3,152          | 4,959          | 252            | 397            | 370.0          | 370.0          |
| Non credit-obligation assets                    | 2,238          | 2,387          | 2,238          | 2,387          | 179            | 191            | 100.0          | 100.0          |
| Securitisation positions                        | 20             | 22             | 22             | 24             | 2              | 2              | 106.0          | 105.9          |
| of which Traditional securitisation             | 20             | 22             | 22             | 24             | 2              | 2              | 106.0          | 105.9          |
| of which Synthetic securitisation               | -              |                |                | -              | -              | -              | -              | -              |
| Total IRB Approach                              | 2,508,490      | 2,100,101      | 348,386        | 299,370        | 27,871         | 23,950         | 13.9           | 14.3           |

\* The foundation approach means the IRB approach without own estimates of LGD and CCF. The advanced approach means the IRB Approach with own estimates of LGD and CCF.

The capital requirement for credit risk is calculated according to the standardised approach and the IRB Approach in accordance with CRR. There are two different IRB Approaches: the IRB Approach without own estimates of LGD and CCF, and the IRB Approach with own estimates of LGD and CCF.

In the IRB Approach without own estimates of LGD and CCF, the Bank uses its own method to determine the probability of the customer defaulting within one year (PD), while the other parameters are set out in the CRR regulations. In the IRB Approach with own estimates of LGD and CCF, the Bank uses its own methods to calculate the loss given default (LGD) and the exposure amount.

Handelsbanken uses the IRB Approach without own estimates of LGD and CCF for exposures to institutions, for certain product and collateral types for corporate exposures and, starting from Q2 2017, for sovereign exposures in the whole of the regional banking operations and in the following subsidiaries: Stadshypotek AB, Handelsbanken Finans AB, Ecster AB, Handelsbanken Finans (Shanghai) Financial Leasing Co. Ltd and Rahoitus Oy.

The IRB Approach with own estimates of LGD and CCF is applied to the majority of exposures to large corporates, medium-sized companies, property companies and housing co-operative associations in branch operations (excluding the Netherlands), Handelsbanken Capital Markets, Stadshypotek AB and Handelsbanken Finans AB, Ecster AB, and retail exposures in Sweden, Norway, Finland and Denmark, as well as in the subsidiaries Stadshypotek AB, Handelsbanken Finans AB, Ecster AB, and Rahoitus Oy.

At the end of the quarter, the IRB Approach was applied to 81% of the total risk-weighted exposure amount for credit risk. For the remaining credit risk exposures, the capital requirement is calculated using the standardised approach.

Repos and securities loans for institutions are reported separately in the Credit risk exposures approved for the IRB Approach table, since they give rise to very low capital requirements, while the volumes vary considerably over time. The low capital requirement is due to the exposure being reported gross and being secured.

The total average risk weight for exposures approved for the IRB Approach increased during the quarter and amounted to 13.9% (12.7).

Credit quality is good. Of Handelsbanken's corporate exposures, 97% were customers with a repayment capacity assessed as normal or better than normal, i.e. with a rating grade between 1 and 5 on the Bank's nine-point risk rating scale. The IRB Approach is based on historical losses from both the financial crisis of recent years and the Swedish banking crisis in the early 1990s. These risk weights reflect

the fact that Handelsbanken has reported low loan losses over a long period. The risk measurements applied contain margins of conservatism to ensure that the risk is not underestimated.

The level of the risk weight in the corporate exposures reflects the portfolio composition and how various loans are classified into different exposure classes.

The capital requirement for equity exposures in the IRB Approach is calculated according to a simplified risk weight method.

#### Capital requirement market risks

| 0514                                       | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
|--|--------|--------|--------|--------|--------|
| SEK m                                      | 2017   | 2017   | 2017   | 2017   | 2016   |
| Outright products                          |        |        |        |        |        |
| Interest rate risk                         | 808    | 973    | 784    | 916    | 854    |
| of which general risk                      | 572    | 649    | 497    | 616    | 598    |
| of which specific risk                     | 236    | 324    | 287    | 300    | 256    |
| Equity price risk                          | 9      | 6      | 6      | 6      | 4      |
| of which general risk                      | 3      | 1      | 1      | 2      | 1      |
| of which specific risk                     | 6      | 5      | 4      | 4      | 3      |
| of which mutual funds                      | 0      | 0      | 1      | 0      | 0      |
| Exchange rate risk                         | -      | -      | -      | -      | -      |
| Commodities risk                           | 5      | 10     | 7      | 8      | 9      |
| Options                                    |        |        |        |        |        |
| Scenario approach                          | 3      | 6      | 3      | 6      | 6      |
| of which interest rate risk                | 0      | 1      | 0      | 1      | 1      |
| of which equity risk                       | 3      | 5      | 3      | 5      | 5      |
| of which foreign exchange risk             | -      | -      | -      | -      | -      |
| of which commodity risk                    | 0      | 0      | 0      | 0      | 0      |
| Securitisation (specific risk)             | -      | -      | -      | -      | -      |
| Settlement risk                            | 0      | -      | 0      | -      | 0      |
| Total capital requirement for market risks | 825    | 995    | 800    | 936    | 873    |

The capital requirement for market risks is calculated for the Bank's consolidated situation. The capital requirement for interest rate risks and equity price risks is, however, only calculated for positions in the trading book. When calculating the capital requirement for market risks, the standardised approach is applied.

#### Capital requirement operational risk

Handelsbanken uses the standardised approach, to calculate the capital requirement for operational risk. According to the standardised approach, the capital requirement is calculated by multiplying a factor specified in the regulations by the average operating income during the last three years of operation. Different factors are applied in different business segments.

#### Leverage ratio

The provisions of CRR include a reporting requirement regarding a non-risk-based leverage ratio. The measurement is to undergo evaluation and no decision to make it mandatory has yet been taken.

|   | 31 Dec    | 30 Sep    | 30 Jun    | 31 Mar    | 31 Dec    |
|---|-----------|-----------|-----------|-----------|-----------|
| SEK m   | 2017      | 2017      | 2017      | 2017      | 2016      |
| Balance sheet according to accounting regulations   | 2,766,977 | 2,981,055 | 2,961,094 | 2,922,929 | 2,627,580 |
| Deduction for assets not included in the banking group  | -131,176  | -128,302  | -123,620  | -120,443  | -114,858  |
| Adjustment for differences between carrying amount and leverage ratio exposure – derivatives                | -17,115   | -17,943   | -21,485   | -26,092   | -20,341   |
| Adjustment for differences between carrying amount and leverage ratio exposure – repos and securities loans | 2,176     | 4,104     | 3,342     | 3,860     | 4,436     |
| Assets reported off the balance sheet, gross (before adjustment for<br>conversion factor)                   | 501,292   | 498,940   | 500,667   | 485,559   | 492,788   |
| Deduction from assets off the balance sheet after application of<br>conversion factor                       | -320,747  | -319,972  | -321,387  | -312,461  | -314,413  |
| Assets reported off the balance sheet, net  | 180,545   | 178,968   | 179,280   | 173,098   | 178,375   |
| Additional adjustment   | -13,775   | -14,354   | -14,775   | -15,683   | -14,650   |
| Assets on which the leverage ratio is calculated  | 2,787,632 | 3,003,528 | 2,983,836 | 2,937,669 | 2,660,542 |
| Capital on which the leverage ratio can be calculated   |           |           |           |           |           |
| Tier 1 capital  | 127,499   | 131,229   | 129,862   | 129,127   | 128,008   |
| Leverage ratio  |           |           |           |           |           |
| Leverage ratio calculated on tier 1 capital   | 4.6%      | 4.4%      | 4.4%      | 4.4%      | 4.8%      |

Information in this section relates to Handelsbanken's material risks and capital requirements at the time that this report is published. A full description of the Bank's risks and capital management can be found in Handelsbanken's Annual Report and in Handelsbanken's Risk and Capital Management – Information according to Pillar 3.

#### Note 19 Risk and liquidity

Figures reported in this section meet the requirements for publication of information relating to risk and capital management in CRR Part Eight.

#### Risk and uncertainty factors

Handelsbanken provides credit through its branch operations, exercising a low risk tolerance. The credit process is based on the conviction that a decentralised organisation with local presence ensures high quality in credit decisions. In recent months, house prices have shown a weaker trend, which has affected companies focused on housing development. The Bank's credit process and risk tolerance mean that the Bank avoids granting credits to high-risk companies that are focused on housing development. Handelsbanken's exposure to market risks is also low. Essentially, market risks in the banking operations are only taken as part of meeting customers' investment and risk management needs. The situation with regard to regulatory developments continues to evolve rapidly. The UK's decision to leave the EU means there is uncertainty regarding the regulations that will apply to the Bank's UK operations. The Bank is preparing for the implementation of Brexit in close consultation with public authorities in both Sweden and the UK. The Bank's low tolerance of risk, sound capitalisation and strong liquidity situation mean that Handelsbanken is also well-equipped to operate under substantially more difficult market conditions than those experienced during the past few years. The Bank's liquidity position is described in more detail below under the heading Liquidity and funding.

#### Liquidity and funding

Handelsbanken has a strong liquidity position. For many years, the Bank has actively worked with liquidity measures and has adopted a conservative approach. Part of this work has involved centralising liquidity management with the purpose of strengthening control of the liquidity risks and of guaranteeing and optimising the Bank's funding in all scenarios. For many years, the Bank has worked on extending the maturities of its funding by increasing bond issues and ensuring that liquidity risks are included in internal pricing. Handelsbanken's funding programme covers the maturities in all currencies that the Bank needs to fund its lending and enables the Bank to issue in all currencies of relevance to the Bank.

#### Funding programmes/limits as at 31 December 2017 - Group

|   |           |                |                 | Countervalue |
|---|-----------|----------------|-----------------|--------------|
| Programme (in millions)                     | Currency  | Programme size | Utilised amount | SEK m        |
| ECP*  | EUR       | 15,000         | 6,984           | 68,728       |
| ECP (Stadshypotek)*                         | EUR       | 4,000          | -               | -            |
| French Commercial Paper                     | EUR       | 7,500          | 4,051           | 39,860       |
| Swedish Commercial Paper                    | SEK       | 25,000         | -               | -            |
| Swedish Commercial Paper (Stadshypotek)     | SEK       | 90,000         | -               | -            |
| USCP  | USD       | 15,000         | 3,497           | 28,697       |
| AMTN  | AUD       | 5,000          | 1,275           | 8,175        |
| AMTCN (Stadshypotek)                        | AUD       | 5,000          | -               | -            |
| EMTN*                                       | USD       | 50,000         | 17,432          | 143,032      |
| EMTCN (Stadshypotek)*                       | EUR       | 20,000         | 11,252          | 110,729      |
| US 144A/3(a)(2)                             | USD       | 20,000         | 12,150          | 99,692       |
| Stadshypotek US 144A                        | USD       | 15,000         | 5,000           | 41,026       |
| Samurai                                     | JPY       | 400,000        | 147,800         | 10,779       |
| MTN*  | SEK       | 100,000        | 10,000          | 10,000       |
| General funding >1 Y*                       | USD       | 15,000         | 3,206           | 26,306       |
| Extendible Notes                            | USD       | 15,000         | -               | -            |
| Total                                       |           |                |                 | 587,024      |
| Total programme (or limited) amounts, SEK m | 1,832,544 |                |                 |              |
| Unutilised amount, SEK m                    | 1,245,520 |                |                 |              |
| Available amount                            | 68%       |                |                 |              |

\* Under these programmes it is possible to issue in other currencies than the original programme currency. Currency conversion takes place at the time of issue.

Balances with central banks and banks, as well as securities that are eligible as collateral with central banks, totalled SEK 444bn as at 31 December 2017 (see table below). In addition, there was an

unutilised issue amount for covered bonds and other liquidity-creating measures.

#### Balances with central banks and banks, and securities holdings in the liquidity reserve

Market value

Total

|   | 31 Dec  | 30 Sep   | 30 Jun  | 31 Mar  | 31 Dec  |
|---|---------|----------|---------|---------|---------|
| SEK m   | 2017    | 2017     | 2017    | 2017    | 2016    |
| Cash and balances with and other lending to central banks         | 265,234 | 488,559  | 489,210 | 465,038 | 224,533 |
| Balances with banks and the National Debt Office, overnight       | 2,041   | 2,086    | 1,555   | 2,301   | 7,712   |
| Securities issued by governments and public entities              | 132,385 | 114,761  | 123,699 | 99,652  | 96,217  |
| Covered bonds   | 44,249  | 46,387   | 48,011  | 53,093  | 53,647  |
| Securities issued by non-financial companies                      | 141     | 262      | 934     | 287     | 27      |
| Securities issued by financial companies                          | 275     | 277      | 106     | 301     | 124     |
| Total   | 444,325 | 652,332  | 663,515 | 620,672 | 382,260 |
| of which in SEK   | 142,452 | 197,104  | 135,228 | 151,277 | 126,241 |
| of which in EUR   | 94,685  | 107,857  | 122,095 | 123,353 | 108,380 |
| of which in USD   | 74,168  | 196,348  | 246,228 | 195,289 | 47,449  |
| of which in other currencies                                      | 133,020 | 151,023  | 159,964 | 150,753 | 100,190 |
| 31 December 2017  |         |          |         |         |         |
| Market value, SEK m   | SE      | K EUR    | USD     | Other   | Total   |
| Cash and balances with and other lending to central banks         | 6,76    | 6 85,624 | 48,079  | 124,765 | 265,234 |
| Balances with other banks and the National Debt Office, overnight | 1,83    | 1 13     | 19      | 178     | 2,041   |
| Securities issued by governments                                  | 92,91   | 6 6,916  | 22,173  | -       | 122,005 |
| Securities issued by municipalities and other public entities     | 6,43    | 3 -      | 3,897   | 50      | 10,380  |
| Covered bonds, external issuers                                   | 31,91   | 1 1,973  | -       | 6,625   | 40,509  |
| Own covered bonds   | 2,33    | 8 -      | -       | 1,402   | 3,740   |
| Securities issued by non-financial companies                      | 12      | 6 15     | -       | -       | 141     |
| Securities issued by financial companies                          | 13      | 1 144    | -       | -       | 275     |

142,452

94,685

74,168

133,020

444,325

#### Maturities for financial assets and liabilities

| 31 December 2017<br>SEK m   | Up to 30<br>days | 31 days - 6<br>mths 6 | 6 - 12 mths | 1 - 2 yrs | 2 - 5 yrs | 5 yrs -   | Unspec.<br>maturity | Total     |
|---|------------------|-----------------------|-------------|-----------|-----------|-----------|---------------------|-----------|
| Assets  |                  |                       |             |           |           |           |                     |           |
| Cash and balances with central banks  | 265,234          | -                     | -           | -         | -         | -         | -                   | 265,234   |
| Interest-bearing securities eligible as collateral with                                     |                  |                       |             |           |           |           |                     |           |
| central banks   | 129,006          | -                     | -           | -         | -         | -         | -                   | 129,006   |
| Bonds and other interest-bearing securities   | 49,601           | -                     | -           | -         | -         | -         | -                   | 49,601    |
| Loans to credit institutions  | 13,654           | 1,349                 | 782         | 270       | 1,479     | 2,615     | 101                 | 20,250    |
| -of which reverse repos   | 1,338            | -                     | -           | -         | -         | -         | -                   | 1,338     |
| Loans to the public   | 54,445           | 241,057               | 173,900     | 174,446   | 394,647   | 1,027,266 | -                   | 2,065,761 |
| -of which reverse repos   | 6,607            | -                     | -           | -         | -         | -         | -                   | 6,607     |
| Other   | 20,858           | -                     | -           | -         | -         | -         | 216,267             | 237,125   |
| -of which shares and participating interests  | 14,052           | -                     | -           | -         | -         | -         | -                   | 14,052    |
| -of which claims on investment banking settlements  | 6,806            | -                     | -           | -         | -         | -         | -                   | 6,806     |
| Total   | 532,798          | 242,406               | 174,682     | 174,716   | 396,126   | 1,029,881 | 216,368             | 2,766,977 |
| Liabilities   |                  |                       |             |           |           |           |                     |           |
| Due to credit institutions  | 90,298           | 48,732                | 3,532       | 4,191     | 485       | 4,623     | 22,959              | 174,820   |
| -of which repos   | 126              | -                     | -           | -         | -         | -         | -                   | 126       |
| -of which deposits from central banks   | 34,268           | 26,293                | 546         | -         | -         | -         | 1,496               | 62,603    |
| Deposits and borrowing from the public  | 9,398            | 29,494                | 4,846       | 671       | 2,272     | 5,635     | 889,651             | 941,967   |
| -of which repos   | 0                | -                     | -           | -         | -         | -         | -                   | 0         |
| Issued securities   | 61,473           | 361,749               | 183,550     | 191,460   | 420,836   | 57,527    | -                   | 1,276,595 |
| -of which covered bonds   | 4,528            | 91.078                | 79,757      | 117,232   | 276,370   | 52,993    | -                   | 621,958   |
| -of which certificates and other securities with  | ,                | ,                     | ,           | ,         | *         | ,         |                     | ,         |
| original maturity of less than one year   | 55,467           | 240,266               | 66,229      | -         | -         | -         | -                   | 361,962   |
| -of which senior bonds and other securities with<br>original maturity of more than one year | 1,478            | 30,405                | 37,564      | 74,228    | 144,466   | 4,534     | -                   | 292,675   |
| Subordinated liabilities  | -                | -                     | -           | 20,100    | 12,796    | -         | -                   | 32,896    |
| Other   | 8,661            | -                     | -           | -         | -         | -         | 332,038             | 340,699   |
| -of which short positions   | 2,072            | -                     | -           | -         | -         | -         | -                   | 2,072     |
| -of which investment banking settlement debts   | 6,589            | -                     | -           | -         | -         | -         | -                   | 6,589     |
| Total   | 169,830          | 439,975               | 191,928     | 216,422   | 436,389   | 67,785    | 1,244,648           | 2,766,977 |

The table shows holdings of bonds and other interest-bearing securities in the time intervals in which they can be converted to liquidity if they are pledged as collateral or sold. This means that the table does not reflect the actual maturities for the securities included.

In "Other", assets and liabilities are reported as maturing in the time intervals that correspond to the contractual maturity dates, taking into account contractual amortisation plans.

Sight deposits are reported under "Unspecified maturity". "Other" includes market values in derivative transactions.

For maturity tables in SEK, EUR and USD, please see the Fact Book which is available at handelsbanken.se/ireng.

#### Liquidity coverage ratio (LCR)

| Total*                            | 133            | 126            | 120            | 148            | 126            |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| USD                               | 482            | 225            | 177            | 236            | 322            |
| EUR                               | 175            | 139            | 132            | 178            | 136            |
| Liquidity coverage ratio (LCR), % | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |

\* In accordance with the Swedish Financial Supervisory Authority's directive FFFS 2012:6.

|  | 31 Dec  | 30 Sep  | 30 Jun  | 31 Mar  | 31 Dec  |
|--|---------|---------|---------|---------|---------|
| Liquidity coverage ratio (LCR) - decomposition, SEK m    | 2017    | 2017    | 2017    | 2017    | 2016    |
| Liquid assets  | 431,037 | 642,891 | 650,117 | 606,507 | 290,058 |
| Liquid assets level 1                                    | 396,615 | 606,023 | 613,808 | 565,626 | 251,189 |
| Liquid assets level 2                                    | 34,422  | 36,868  | 36,309  | 40,881  | 38,869  |
| Cash outflows  | 366,396 | 556,910 | 593,185 | 489,050 | 359,659 |
| Deposits from customers                                  | 213,769 | 246,569 | 242,608 | 220,330 | 173,496 |
| Market funding   | 107,727 | 256,752 | 308,352 | 228,791 | 151,735 |
| Other cash flows   | 44,900  | 53,589  | 42,225  | 39,929  | 34,428  |
| Cash inflows   | 43,467  | 48,652  | 50,132  | 79,554  | 129,176 |
| Inflows from maturing lending to non-financial customers | 23,508  | 20,285  | 14,486  | 22,186  | 21,146  |
| Other cash inflows                                       | 19,959  | 28,367  | 35,646  | 57,368  | 108,030 |

The components are defined in accordance with the Swedish Financial Supervisory Authority's regulations and requirements for the liquidity coverage ratio and reporting of liquid assets and cash flows (FFFS 2012:6). Liquid assets level 1 corresponds to Chapter 3, Section 6. Liquid assets level 2 corresponds to Chapter 3, Section 7. Deposits from customers corresponds to Chapter 4, Sections 4-9. Market funding corresponds to Chapter 4, Sections 10-13. Other cash flows corresponds to Chapter 4, Sections 14-25. Loans to non-financial customers corresponds to Chapter 5, Section 4. Other cash inflows corresponds to Chapter 5, Sections 6-12.

Since 2013, the liquidity coverage ratio (LCR) has been a binding requirement for Swedish banks, and Handelsbanken has reported it according to the Swedish Financial Supervisory Authority's definition. The figure states the ratio between the Bank's liquidity buffer and net cash flows in a very stressed scenario during a 30-day period. The ratio must exceed 100%. The requirement has applied to LCR at the aggregate level and separately for US dollars and euros. As of 1 October 2015, the European Commission's delegated act contains a minimum European requirement for LCR. This minimum requirement, which applies at the aggregate level, was 80% in 2017, but is 100% as of 1 January 2018, when the delegated act became fully implemented. In conjunction with this, the Swedish Financial Supervisory Authority's directives and requirements for the LCR were repealed. The Authority has announced that, in the future, they intend to exercise supervision of LCR in individual currencies within the framework of the supervisory review and evaluation process in Pillar 2. Minimum requirements for the net stable funding ratio (NSFR) the structural liquidity measure that is the ratio between available stable funding and the stable funding required - is expected to be introduced in the EU in 2019 at the earliest.

At year-end, the Group's aggregated LCR according to the Swedish Financial Supervisory Authority's definition was 133% and the Bank's LCR according to the European Commission's delegated act was 139%, which shows that the Bank has substantial resistance to shortterm disruptions in the funding markets. This also applies in US dollars and euros. During 2016, the LCR, as an average of daily observations according to the Supervisory Authority's regulation, was 135%.

#### Stress test with liquidity-creating measures

The Bank's liquidity position is regularly subjected to stress tests. In these tests, the Bank's cash flows are stressed, based on certain defined assumptions. For example, in the stress test aimed at demonstrating resistance to more long-term market disruptions, it is assumed that the Bank is unable to obtain funding in the financial markets at the same time as it experiences a gradual disappearance of 10% of deposits from households and companies over the first month. It is further assumed that the Bank continues to conduct its core activities, i.e. loans to households and companies, and that committed loan offers and other credit facilities are partly utilised by customers. Account is also taken of the fact that holdings with central banks are utilised and that the Group Treasury liquidity portfolio can provide immediate additional liquidity. In addition, liquidity-creating measures - for example, unutilised facilities to issue covered bonds are used in order to gradually provide liquidity for the Bank. The result of the stress test shows that the liquidity reserves, even in a stressed scenario, cover the Bank's liquidity requirement for over three years, even if access to new funding in the markets were to disappear.

#### Non-encumbered assets, NEA

| 31 | Decemb  | ٦Or | 2017 |
|----|---------|-----|------|
| 51 | Decenii | JEI | 2017 |

| SEK bn  | NEA   | Accumulated coverage ratio in %<br>of unsecured funding* |
|---|-------|--|
| Holdings with central banks and securities in the liquidity portfolio | 444   | 53%  |
| Mortgage loans  | 549   | 118%   |
| Other household lending   | 190   | 141%   |
| Property company lending lowest risk class (1-3)                      | 276   | 174%   |
| Other corporate lending lowest risk class (1-3)                       | 141   | 191%   |
| Loans to credit institutions lowest risk class (1-3)                  | 19    | 193%   |
| Other corporate lending   | 248   | 223%   |
| Other assets  | 9     | 224%   |
| Total non-encumbered assets (NEA)                                     | 1,876 | 224%   |
| Encumbered assets without underlying liabilities**                    | 61    |  |
| Encumbered assets with underlying liabilities                         | 830   |  |
| Total assets, Group   | 2,767 |  |

#### 31 December 2016

| SEK bn  | NEA   | Accumulated coverage ratio in %<br>of unsecured funding* |
|---|-------|--|
| Holdings with central banks and securities in the liquidity portfolio | 382   | 46%  |
| Mortgage loans  | 470   | 102%   |
| Other household lending   | 182   | 124%   |
| Property company lending lowest risk class (1-3)                      | 260   | 155%   |
| Other corporate lending lowest risk class (1-3)                       | 144   | 172%   |
| Loans to credit institutions lowest risk class (1-3)                  | 32    | 176%   |
| Other corporate lending   | 241   | 205%   |
| Other assets  | 44    | 210%   |
| Total non-encumbered assets (NEA)                                     | 1,755 | 210%   |
| Encumbered assets without underlying liabilities**                    | 61    |  |
| Encumbered assets with underlying liabilities                         | 812   |  |
| Total assets, Group   | 2,628 |  |

\* Issued short and long non-secured funding and liabilities to credit institutions.

\*\* Over-collateralisation in cover pool (OC).

Information in this section relates to Handelsbanken's material risks and risk management at the time that this report is published. A full description of the Bank's risk and capital management can be found in Handelsbanken's Annual Report and in Handelsbanken's Risk and Capital Management – Information according to Pillar 3.

#### Note 20 Related-party transactions

There have been no business transactions of material importance with related parties during the period.

#### Note 21 Segment reporting

Information about the Bank's segment reporting is provided on pages 10-24.

#### Note 22 Events after the balance sheet date

No significant events occurred after the balance sheet date.

## Condensed set of financial statements - Parent company

#### **INCOME STATEMENT – PARENT COMPANY**

| SEK m  | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Net interest income  | 4,125      | 4,225      | -2%    | 4,000      | 3%     | 16,326            | 15,011            | 9%     |
| Dividends received   | 12,631     | 34         |        | 12,252     | 3%     | 13,705            | 17,045            | -20%   |
| Net fee and commission income  | 1,655      | 1,586      | 4%     | 1,710      | -3%    | 6,592             | 6,509             | 1%     |
| Net gains/losses on financial transactions   | 239        | 235        | 2%     | 285        | -16%   | 1,339             | 3,076             | -56%   |
| Other operating income   | 465        | 412        | 13%    | 498        | -7%    | 1,690             | 1,647             | 3%     |
| Total income   | 19,115     | 6,492      | 194%   | 18,745     | 2%     | 39,652            | 43,288            | -8%    |
| Staff costs  | -2,353     | -2,832     | -17%   | -2,141     | 10%    | -10,938           | -10,427           | 5%     |
| Other administrative expenses  | -1,650     | -1,301     | 27%    | -1,461     | 13%    | -5,702            | -5,224            | 9%     |
| Depreciation, amortisation and impairment of property, equipment and intangible assets | -306       | -257       | 19%    | -184       | 66%    | -1,094            | -591              | 85%    |
| Total expenses before loan losses  | -4,309     | -4,390     | -2%    | -3,786     | 14%    | -17,734           | -16,242           | 9%     |
| Profit before loan losses  | 14,806     | 2,102      |        | 14,959     | -1%    | 21,918            | 27,046            | -19%   |
| Net loan losses  | -1,083     | -220       | 392%   | -831       | 30%    | -1,685            | -1,730            | -3%    |
| Impairment of financial assets   | -          | -          |        | -20        |        | -                 | -20               |        |
| Operating profit   | 13,723     | 1,882      |        | 14,108     | -3%    | 20,233            | 25,296            | -20%   |
| Appropriations   | 29         | 29         | 0%     | -261       |        | 115               | -193              |        |
| Profit before tax  | 13,752     | 1,911      |        | 13,847     | -1%    | 20,348            | 25,103            | -19%   |
| Taxes  | -3,181     | -507       |        | -3,287     | -3%    | -4,662            | -4,503            | 4%     |
| Profit for the period  | 10,571     | 1,404      |        | 10,560     | 0%     | 15,686            | 20,600            | -24%   |

#### STATEMENT OF COMPREHENSIVE INCOME - PARENT COMPANY

| SEK m  | Q4<br>2017 | Q3<br>2017 | Change | Q4<br>2016 | Change | Full year<br>2017 | Full year<br>2016 | Change |
|--|------------|------------|--------|------------|--------|-------------------|-------------------|--------|
| Profit for the period  | 10,571     | 1,404      | onungo | 10,560     | 0%     | 15,686            | 20,600            | -24%   |
| Other comprehensive income   |            |            |        |            |        |                   |                   |        |
| Items that may subsequently be reclassified to profit<br>or loss       |            |            |        |            |        |                   |                   |        |
| Cash flow hedges   | -424       | -259       | -64%   | -4,054     | 90%    | 41                | -1,882            |        |
| Available-for-sale instruments   | -552       | 24         |        | -23        |        | -470              | -1,152            | 59%    |
| Translation differences for the period                                 | -44        | -180       | 76%    | 300        |        | -2,261            | 387               |        |
| of which hedging net investment in foreign operations                  | -353       | -303       | -17%   | 253        |        | -1,476            | -65               |        |
| Tax related to other comprehensive income                              | 158        | 144        | 10%    | 837        | -81%   | 311               | 538               | -42%   |
| of which cash flow hedges  | 93         | 65         | 43%    | 892        | -90%   | -9                | 414               |        |
| of which available-for-sale instruments                                | -13        | 12         |        | 1          |        | -5                | 110               |        |
| of which hedging net investment in foreign operations                  | 78         | 67         | 16%    | -56        |        | 325               | 14                |        |
| Total items that may subsequently be reclassified to<br>profit or loss | -862       | -271       | -218%  | -2,940     | 71%    | -2,379            | -2,109            | -13%   |
| Total other comprehensive income for the period                        | -862       | -271       | -218%  | -2,940     | 71%    | -2,379            | -2,109            | -13%   |
| Total comprehensive income for the period                              | 9,709      | 1,133      | 2.070  | 7,620      | 27%    | 13,307            | 18,491            | -28%   |

#### Comment on results for parent company, January – December 2017 compared with January – December 2016

The parent company's accounts cover parts of the operations that, in organisational terms, are included in branch operations within and outside Sweden, Capital Markets, and central departments and staff functions. Although most of Handelsbanken's business comes from the local branches and is co-ordinated by them, in legal terms a sizeable part of business volumes are outside the parent company in wholly-owned subsidiaries – particularly in the Stadshypotek AB mortgage institution. Thus, the performance of the parent company is not equivalent to the performance of business operations in the Group as a whole.

The parent company's operating profit decreased by 20% to SEK 20,233m (25,296), chiefly owing to reduced dividends, as well as lower net gains/losses on financial transactions. Profit for the year went down by 24% to SEK 15,686m (20,600). Net interest income rose by 9% to SEK 16,326m (15,011), and net fee and commission income increased by 1% to SEK 6,592m (6,509). Since the start of the year, the parent company's equity has grown to SEK 120,200m (116,642).

#### BALANCE SHEET - PARENT COMPANY

| SEK m   | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| Assets  |                |                |                |                |                |
| Cash and balances with central banks                                  | 226,314        | 377,821        | 436,848        | 387,092        | 199,362        |
| Interest-bearing securities eligible as collateral with central banks | 125,887        | 109,219        | 116,399        | 94,096         | 94,236         |
| Loans to credit institutions  | 664,018        | 751,645        | 692,429        | 670,211        | 593,125        |
| Loans to the public   | 795,691        | 788,996        | 779,600        | 778,918        | 763,567        |
| Bonds and other interest-bearing securities                           | 46,220         | 58,614         | 57,779         | 61,788         | 60,311         |
| Shares  | 13,073         | 19,865         | 20,400         | 22,363         | 19,339         |
| Shares in subsidiaries and investments<br>in associates               | 47,302         | 47,207         | 47,205         | 46,358         | 46,363         |
| Assets where the customer bears the value change risk                 | 5,005          | 4,285          | 4,079          | 3,969          | 4,172          |
| Derivative instruments  | 59,767         | 61,914         | 66,804         | 77,322         | 87,061         |
| Intangible assets   | 2,610          | 2,477          | 2,428          | 2,336          | 2,268          |
| Property, equipment and leasing assets                                | 2,822          | 2,982          | 2,911          | 2,914          | 2,970          |
| Current tax assets  | 191            | 2,076          | 1,313          | 448            | -              |
| Deferred tax assets   | 283            | 269            | 310            | 365            | 425            |
| Other assets  | 18,807         | 10,647         | 8,968          | 12,727         | 16,713         |
| Prepaid expenses and accrued income                                   | 4,886          | 4,587          | 4,139          | 3,761          | 4,792          |
| Total assets  | 2,012,876      | 2,242,604      | 2,241,612      | 2,164,668      | 1,894,704      |
| Liabilities and equity  |                |                |                |                |                |
| Due to credit institutions  | 193,822        | 220,467        | 212,715        | 209,637        | 189,176        |
| Deposits and borrowing from the public                                | 941,401        | 1,110,978      | 1,118,658      | 1,048,659      | 827,753        |
| Liabilities where the customer bears the value change risk            | 5,005          | 4,385          | 4,166          | 4,027          | 4,271          |
| Issued securities   | 654,637        | 681,674        | 684,792        | 674,987        | 648,977        |
| Derivative instruments  | 41,771         | 47,144         | 48,645         | 44,266         | 54,491         |
| Short positions   | 2,072          | 10,081         | 7,876          | 11,753         | 1,572          |
| Current tax liabilities   | -              | -              | -              | -              | 184            |
| Deferred tax liabilities  | 582            | 759            | 932            | 1,066          | 1,066          |
| Provisions  | 146            | 235            | 328            | 307            | 429            |
| Other liabilities   | 12,746         | 15,446         | 12,909         | 20,939         | 8,786          |
| Accrued expenses and deferred income                                  | 6,915          | 7,676          | 7,717          | 6,841          | 7,164          |
| Subordinated liabilities  | 32,896         | 32,560         | 32,782         | 33,199         | 33,400         |
| Total liabilities   | 1,891,993      | 2,131,405      | 2,131,520      | 2,055,681      | 1,777,269      |
| Untaxed reserves  | 683            | 708            | 734            | 762            | 793            |
| Share capital   | 3,013          | 3,013          | 3,013          | 3,013          | 3,013          |
| Share premium   | 5,629          | 5,629          | 5,629          | 5,629          | 5,628          |
| Other funds   | 7,320          | 8,025          | 8,218          | 9,156          | 9,242          |
| Retained earnings   | 88,552         | 88,709         | 88,787         | 88,936         | 78,159         |
| Profit for the period   | 15,686         | 5,115          | 3,711          | 1,491          | 20,600         |
| Total equity  | 120,200        | 110,491        | 109,358        | 108,225        | 116,642        |
| Total liabilities and equity  | 2,012,876      | 2,242,604      | 2,241,612      | 2,164,668      | 1,894,704      |

#### CHANGE IN SHAREHOLDER'S EQUITY - PARENT COMPANY

|   |         | Restricted equ | ity                 |         | ι         | Jnrestricted e | quity       |          |         |
|---|---------|----------------|---------------------|---------|-----------|----------------|-------------|----------|---------|
| -   |         |                | Fund for internally |         |           |                | <u> </u>    |          |         |
|   | Share   | Statutory      | developed           | Share   | Hedge     | Fair value     | Translation | Retained |         |
| January – December 2017 SEK m             | capital | reserve        | software            | premium | reserve * | reserve *      | reserve *   | earnings | Total   |
| Opening equity                            | 3,013   | 2,682          | 1,766               | 5,628   | -119      | 974            | 3,939       | 98,759   | 116,642 |
| Profit for the period                     |         |                |                     |         |           |                |             | 15,686   | 15,686  |
| Other comprehensive income                |         |                |                     |         | 32        | -475           | -1,936      |          | -2,379  |
| Total comprehensive income for the period |         |                |                     |         | 32        | -475           | -1,936      | 15,686   | 13,307  |
| Dividend                                  |         |                |                     |         |           |                |             | -9,721   | -9,721  |
| Group contributions provided              |         |                |                     |         |           |                |             | -37      | -37     |
| Tax effect on Group contribution          |         |                |                     |         |           |                |             | 8        | 8       |
| Effects of convertible subordinated loans | 0       |                |                     | 1       |           |                |             |          | 1       |
| Fund for internally developed software    |         |                | 457                 |         |           |                |             | -457     |         |
| Closing equity                            | 3,013   | 2,682          | 2,223               | 5,629   | -87       | 499            | 2,003       | 104,238  | 120,200 |

|   | l                | Restricted equ    | ity   |                  | Unrestricted equity |                         |                          |                      |         |
|---|------------------|-------------------|---|------------------|---------------------|-------------------------|--------------------------|----------------------|---------|
| -<br>January – December 2016 SEK m        | Share<br>capital | Statutory reserve | Fund for<br>internally<br>developed<br>software | Share<br>premium | Hedge<br>reserve *  | Fair value<br>reserve * | Translation<br>reserve * | Retained<br>earnings | Total   |
| Opening equity                            | 2,956            | 2,682             |   | 3,204            | 1,349               | 2,016                   | 3,538                    | 91,367               | 107,112 |
| Profit for the period                     |                  |                   |   |                  |                     |                         |                          | 20,600               | 20,600  |
| Other comprehensive income                |                  |                   |   |                  | -1,468              | -1,042                  | 401                      |                      | -2,109  |
| Total comprehensive income for the period |                  |                   |   |                  | -1,468              | -1,042                  | 401                      | 20,600               | 18,491  |
| Dividend                                  |                  |                   |   |                  |                     |                         |                          | -11,442              | -11,442 |
| Effects of convertible subordinated loans | 57               |                   |   | 2,424            |                     |                         |                          |                      | 2,481   |
| Fund for internally developed software    |                  |                   | 1,766   |                  |                     |                         |                          | -1,766               |         |
| Closing equity                            | 3,013            | 2,682             | 1,766   | 5,628            | -119                | 974                     | 3,939                    | 98,759               | 116,642 |

\* Included in fair value fund.

During the January to December 2017 period, convertibles for a nominal value of SEK 1m (2,513) relating to subordinated convertible bonds were converted into 22,151 class A shares (37,105,318). At the end of the period, the number of Handelsbanken shares in the trading book was 0 (0).

#### CASH FLOW STATEMENT, CONDENSED – PARENT COMPANY

|   | Full year | Full year |
|---|-----------|-----------|
| SEK m   | 2017      | 2016      |
| Operating profit  | 20,233    | 25,296    |
| Adjustment for non-cash items in profit/loss                  | -8,032    | -12,351   |
| Paid income tax   | -5,064    | -5,281    |
| Changes in the assets and liabilities of operating activities | 21,738    | -11,861   |
| Cash flow from operating activities                           | 28,875    | -4,197    |
| Acquisition / divestment of subsidiaries                      | -         | -408      |
| Change in shares  | -924      | 5,437     |
| Change in interest-bearing securities                         | -         | 1,000     |
| Change in property and equipment                              | -886      | -2,257    |
| Change in intangible assets                                   | -645      | -598      |
| Cash flow from investing activities                           | -2,455    | 3,174     |
| Repayment of subordinated loans                               | -         | -2,512    |
| Issued subordinated loans                                     | -         | -         |
| Dividend paid   | -9,721    | -11,442   |
| Received group contributions                                  | 12,257    | 10,971    |
| Cash flow from financing activities                           | 2,536     | -2,983    |
| Liquid funds at beginning of the year                         | 199,362   | 202,630   |
| Cash flow for the period                                      | 28,956    | -4,006    |
| Exchange rate difference on liquid funds                      | -2,004    | 738       |
| Liquid funds at end of year                                   | 226,314   | 199,362   |

#### OWN FUNDS AND CAPITAL REQUIREMENT - PARENT COMPANY

#### Own funds and capital ratios - Parent company

| SEK m  | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| Common equity tier 1 capital   | 100,782        | 101,971        | 101,639        | 101,698        | 102,883        |
| Total tier 1 capital   | 112,528        | 113,689        | 113,650        | 114,296        | 115,651        |
| Total tier 2 capital   | 16,616         | 13,340         | 16,302         | 16,164         | 16,225         |
| Total own funds  | 129,144        | 127,029        | 129,952        | 130,460        | 131,876        |
| Capital ratios and buffers   |                |                |                |                |                |
| Common equity tier 1 ratio, CRR  | 21.4%          | 21.7%          | 21.8%          | 22.3%          | 23.4%          |
| Tier 1 ratio, CRR  | 23.9%          | 24.2%          | 24.4%          | 25.0%          | 26.3%          |
| Total capital ratio, CRR   | 27.5%          | 27.0%          | 27.9%          | 28.5%          | 30.0%          |
| Risk exposure amount, CRR  | 470,353        | 469,808        | 466,443        | 456,975        | 439,657        |
| Own funds in relation to capital requirement according to transitional rules | 249%           | 246%           | 255%           | 258%           | 260%           |
| Institution-specific buffer requirements                                     | 3.7%           | 3.7%           | 3.7%           | 3.6%           | 3.4%           |
| of which capital conservation buffer requirement                             | 2.5%           | 2.5%           | 2.5%           | 2.5%           | 2.5%           |
| of which countercyclical capital buffer requirement                          | 1.2%           | 1.2%           | 1.2%           | 1.1%           | 0.9%           |
| of which systemic risk buffer requirement                                    | -              | -              | -              | -              | -              |
| Common equity tier 1 capital available for use as a buffer                   | 16.9%          | 17.2%          | 17.3%          | 17.8%          | 18.9%          |

#### Capital requirement - Parent company

|  | 31 Dec  | 30 Sep  | 30 Jun  | 31 Mar  | 31 Dec  |
|--|---------|---------|---------|---------|---------|
| SEK m  | 2017    | 2017    | 2017    | 2017    | 2016    |
| Credit risk according to standardised approach | 11,496  | 11,354  | 11,367  | 11,136  | 11,258  |
| Credit risk according to IRB Approach          | 21,524  | 21,383  | 21,317  | 20,466  | 19,043  |
| Market risk                                    | 825     | 995     | 800     | 936     | 873     |
| Credit valuation adjustment risk (CVA)         | 390     | 460     | 438     | 627     | 594     |
| Operational risk                               | 3,393   | 3,393   | 3,393   | 3,393   | 3,405   |
| Total capital requirement                      | 37,628  | 37,585  | 37,315  | 36,558  | 35,173  |
| Adjustment according to Basel I floor          | 14,886  | 14,839  | 14,421  | 14,686  | 16,010  |
| Capital requirement, Basel I floor             | 52,514  | 52,424  | 51,736  | 51,244  | 51,183  |
| Total own funds, Basel I floor                 | 130,967 | 128,839 | 131,739 | 132,262 | 133,016 |

#### Capital requirement credit risks, standardised approach \* - Parent company

| SEK m                          | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|
| Sovereign and central banks    | -              | -              | 0              | 14             | 6              |
| Municipalities                 | -              | -              | 0              | 2              | 2              |
| Multilateral development banks | -              | -              | 0              | 0              | 0              |
| International organisations    | -              | -              | 0              | 0              | 0              |
| Institutions                   | 75             | 72             | 65             | 61             | 64             |
| Corporates                     | 740            | 766            | 903            | 771            | 783            |
| Households                     | 997            | 981            | 995            | 992            | 1,011          |
| Collateral in real estate      | 3,053          | 2,920          | 2,808          | 2,762          | 2,665          |
| Past due items                 | 34             | 35             | 27             | 26             | 21             |
| Equities                       | 6,121          | 6,116          | 6,115          | 6,111          | 6,111          |
| Other items                    | 476            | 465            | 455            | 397            | 595            |
| Total                          | 11,496         | 11,355         | 11,367         | 11,136         | 11,258         |

\* Information about capital requirements for the exposure classes where there are exposures.

#### Capital requirement credit risks IRB - Parent company

|                              | 31 Dec | 30 Sep | 30 Jun | 31 Mar | 31 Dec |
|------------------------------|--------|--------|--------|--------|--------|
| SEK m                        | 2017   | 2017   | 2017   | 2017   | 2016   |
| Sovereign and central banks  | 428    | 606    | 587    |        |        |
| Corporates                   | 17,061 | 16,468 | 16,429 | 15,875 | 14,512 |
| Households                   | 1,949  | 1,996  | 2,050  | 2,261  | 2,265  |
| Private individuals          | 1,493  | 1,538  | 1,575  | 1,779  | 1,788  |
| of which property loans      | 795    | 812    | 845    | 821    | 812    |
| of which other loans         | 698    | 726    | 730    | 958    | 976    |
| Small companies              | 456    | 458    | 475    | 482    | 477    |
| Institutions                 | 1,114  | 1,177  | 1,121  | 1,443  | 1,392  |
| Equity exposures             | 891    | 1,041  | 1,038  | 794    | 780    |
| of which listed shares       | 1      | -      | -      | -      | -      |
| of which other shares        | 890    | 1,041  | 1,038  | 794    | 780    |
| Non credit-obligation assets | 79     | 93     | 90     | 91     | 92     |
| Securitisation positions     | 2      | 2      | 2      | 2      | 2      |
| Total IRB                    | 21,524 | 21,383 | 21,317 | 20,466 | 19,043 |

#### Capital requirement market risks - Parent company

| SEK m  | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| Position risk in the trading book                | 820            | 985            | 793            | 928            | 864            |
| Interest rate risk                               | 808            | 974            | 784            | 917            | 855            |
| of which positions in securitisation instruments | -              | -              | -              | -              | -              |
| Equity price risk                                | 12             | 11             | 9              | 11             | 9              |
| Exchange rate risk                               | -              | -              | -              | -              | -              |
| Commodities risk                                 | 5              | 10             | 7              | 8              | 9              |
| Settlement risk                                  | 0              | -              | 0              | -              | 0              |
| Total capital requirement for market risks       | 825            | 995            | 800            | 936            | 873            |

#### Leverage ratio - Parent company

| SEK m   | 31 Dec<br>2017 | 30 Sep<br>2017 | 30 Jun<br>2017 | 31 Mar<br>2017 | 31 Dec<br>2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| Balance sheet according to accounting regulations   | 2,012,876      | 2,242,604      | 2,241,612      | 2,164,668      | 1,894,704      |
| Adjustment for differences between carrying amount and leverage ratio exposure - derivatives                | -17,888        | -20,230        | -23,522        | -24,891        | -12,825        |
| Adjustment for differences between carrying amount and leverage ratio exposure - repos and securities loans | 2,199          | 4,106          | 3,342          | 3,856          | 4,440          |
| Assets reported off the balance sheet, gross (before adjustment for<br>conversion factor)                   | 542,726        | 540,406        | 541,924        | 530,052        | 539,468        |
| Deduction from assets off the balance sheet after application of<br>conversion factor                       | -351,822       | -351,177       | -352,673       | -345,307       | -348,431       |
| Assets reported off the balance sheet, net  | 190,904        | 189,229        | 189,251        | 184,745        | 191,037        |
| Additional adjustment   | -631,185       | -623,472       | -619,930       | -574,506       | -572,136       |
| Assets on which the leverage ratio is calculated  | 1,556,906      | 1,792,237      | 1,790,753      | 1,753,872      | 1,505,220      |
| Capital on which the leverage ratio can be calculated   |                |                |                |                |                |
| Tier 1 capital  | 112,528        | 113,689        | 113,650        | 114,296        | 115,651        |
| Leverage ratio  |                |                |                |                |                |
| Leverage ratio calculated on tier 1 capital   | 7.2%           | 6.3%           | 6.3%           | 6.5%           | 7.7%           |

#### PRESS AND TELEPHONE CONFERENCE

A press and analyst conference is being arranged at the Bank's head office on 7 February at 9 a.m. (CET).

A phone conference will be held on 7 February at 11 a.m. (CET).

Press releases, presentations, a fact book and a recording of the telephone conference are available at handelsbanken.se/ireng.

The Annual Report for 2017 will be published during the week starting 12 February and will then be available at handelsbanken.se/ireng.

The Bank's 2018 annual general meeting will be held at the Grand Hotel's Winter Garden, Royal Entrance, Stallgatan 4, Stockholm, at 10 a.m. (CET) on 21 March.

The interim report for January - March 2018 will be published on 25 April 2018.

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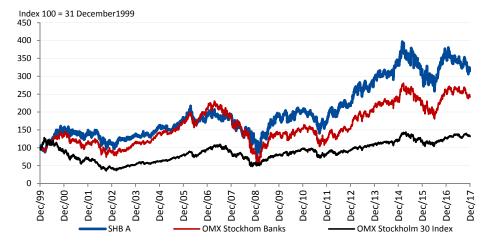
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### Share price performance and other information

The Swedish stock market grew by 4% during the year. The Stockholm stock exchange's bank index, however, fell by 5%. Handelsbanken's class A shares closed at SEK 112.20, a decline of 11%, but including the dividend paid amounting to SEK 5.00, the total return was -7%. Since 1 January 2000, Handelsbanken's share price has increased by 215%, excluding dividends, while the Stockholm stock exchange has risen by 32%.

#### SHARE PRICE PERFORMANCE SINCE 31 DEC 1999



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