

Debt Investor Presentation



OP-Pohjola Group and Issuing entities
Pohjola Bank plc and OP Mortgage Bank

www.pohjola.com

OP-Pohjola Group

Issuing entities are Pohjola Bank plc and OP Mortgage Bank

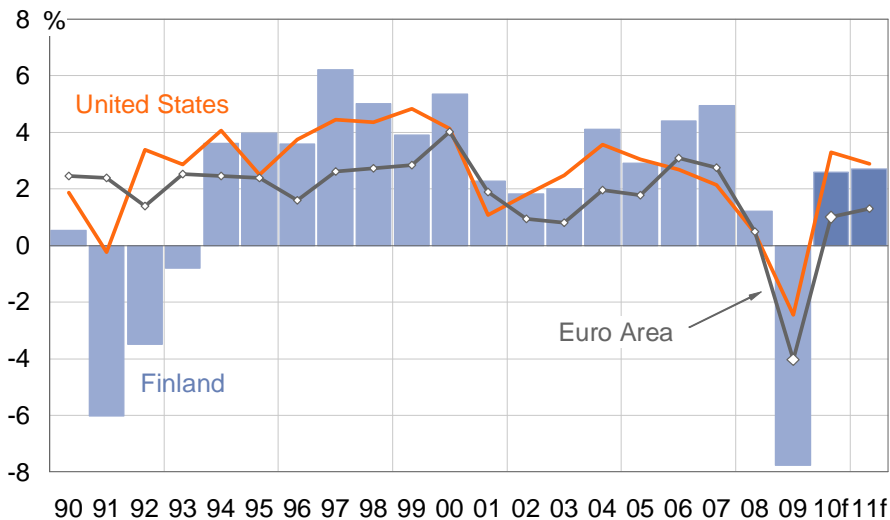
- Leading financial services provider in Finland
- Pohjola Bank is rated double A by all three Rating Agencies
- Strong capital position and deposit funding base
- Liquidity buffer to cover 24 months of maturing wholesale funding
- Finnish risk exposure
- OP-Pohjola Group's stress test results: The group ranks 9th out of the 91 European banks on capital adequacy. Earnings and capital base remain strong even in the adverse scenarios (Tier 1 ratio at lowest 12.3% end 2011).



Finnish Economy

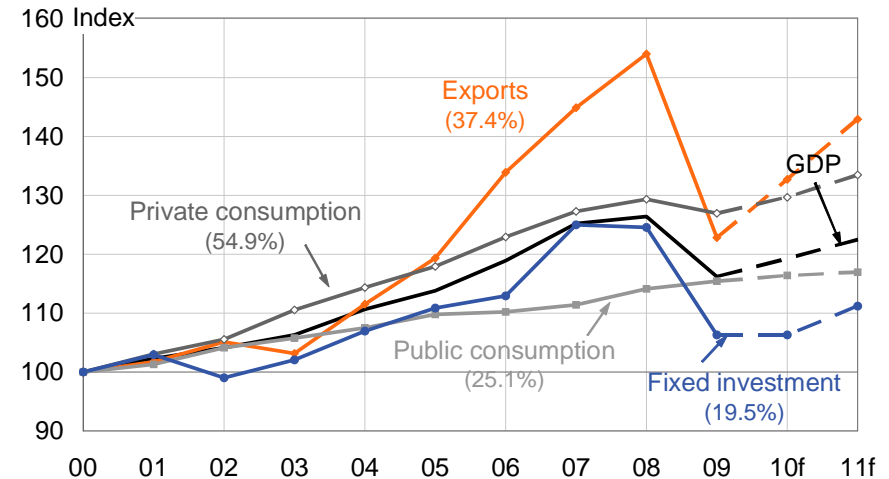
GDP volume, demand components

Change in GDP volume



Sources: Reuters EcoWin, forecasts OP-Pohjola Group (August 2010) and IMF (July 2010)

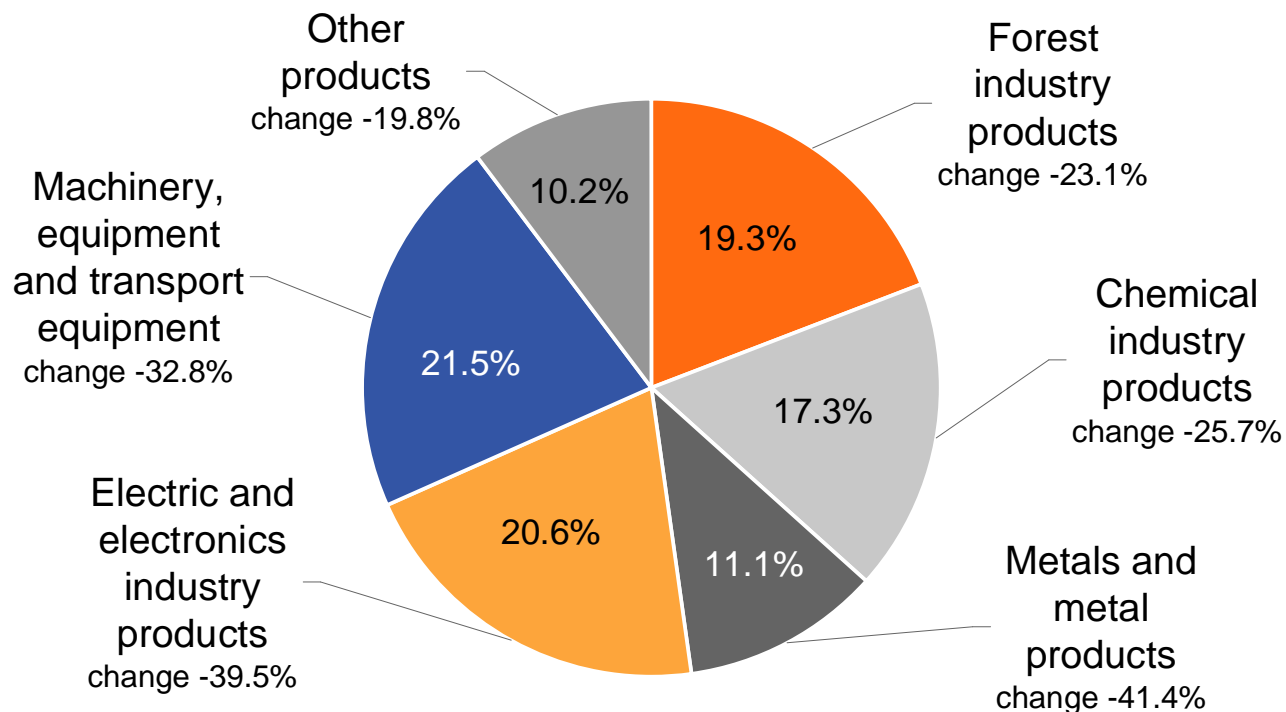
GDP shares in 2009 in brackets



Sources: Statistics Finland, forecasts OP-Pohjola Group, August 2010

Finland's export

Goods exports by product group
Share of total exports and annual change 2009

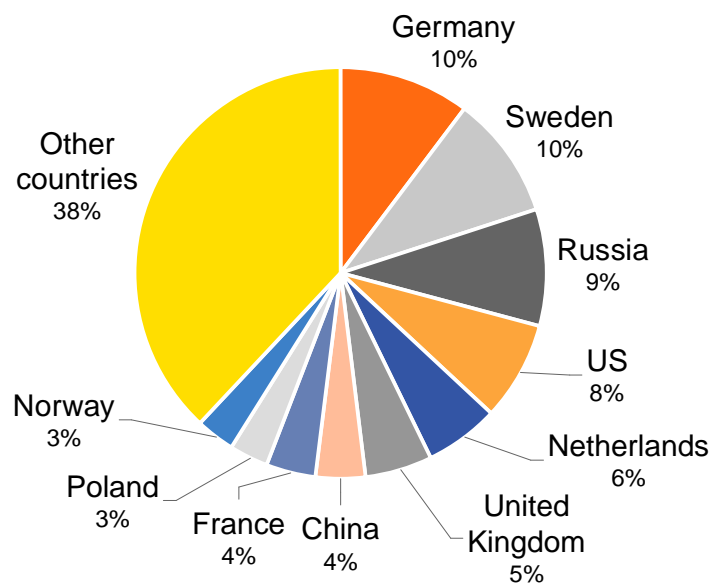


Source: National Board of Customs

Total exports 44.9 EUR Billion (change, -31.5%)

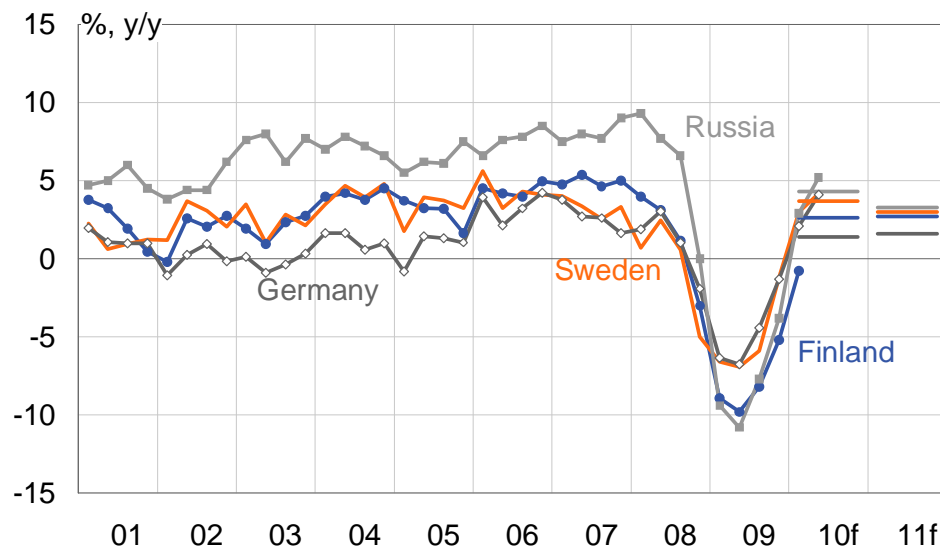
Finland's Main Trading Partners

Goods exports by country 2009



Source: National Board of Customs

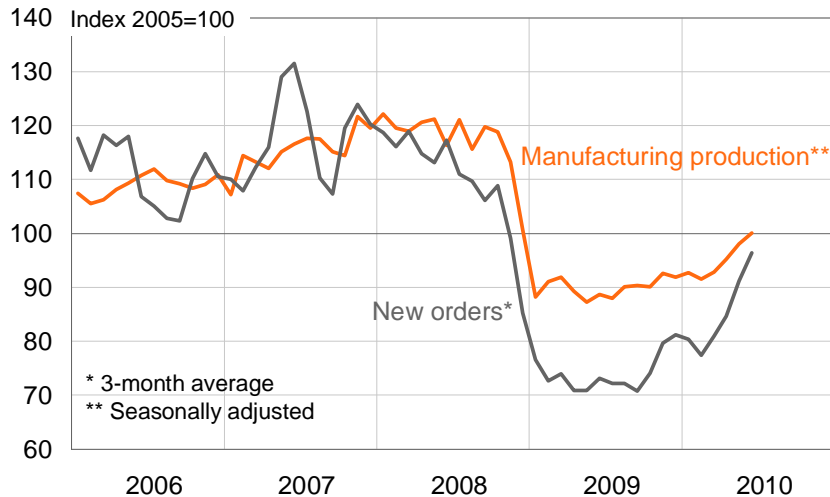
GDP growth



Sources: Reuters EcoWin, IMF (WEO Update, July 2010), OP-Pohjola Group (August 2010), National Institute of Economic Research (Sweden) June 2010

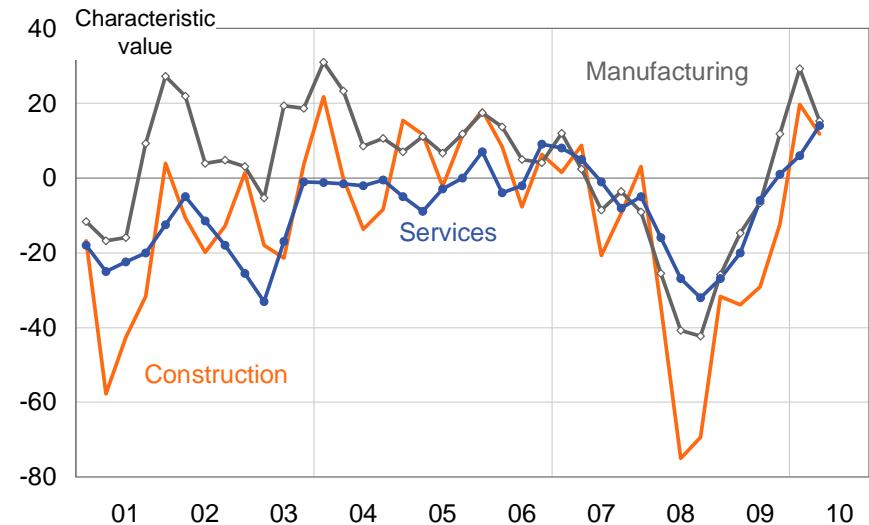
Manufacturing production and Business outlook

Manufacturing production and new orders



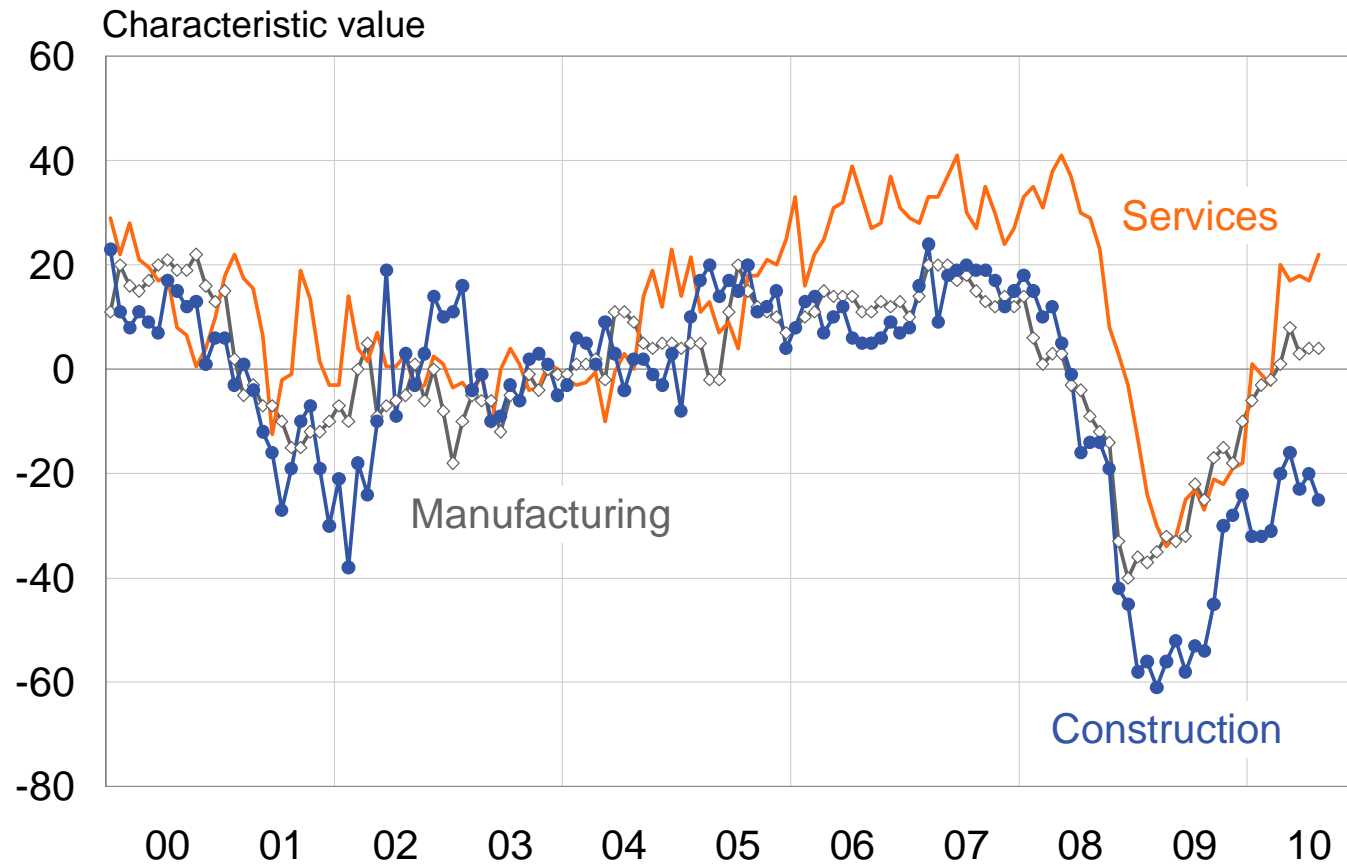
Source: Statistics Finland

Business outlook survey



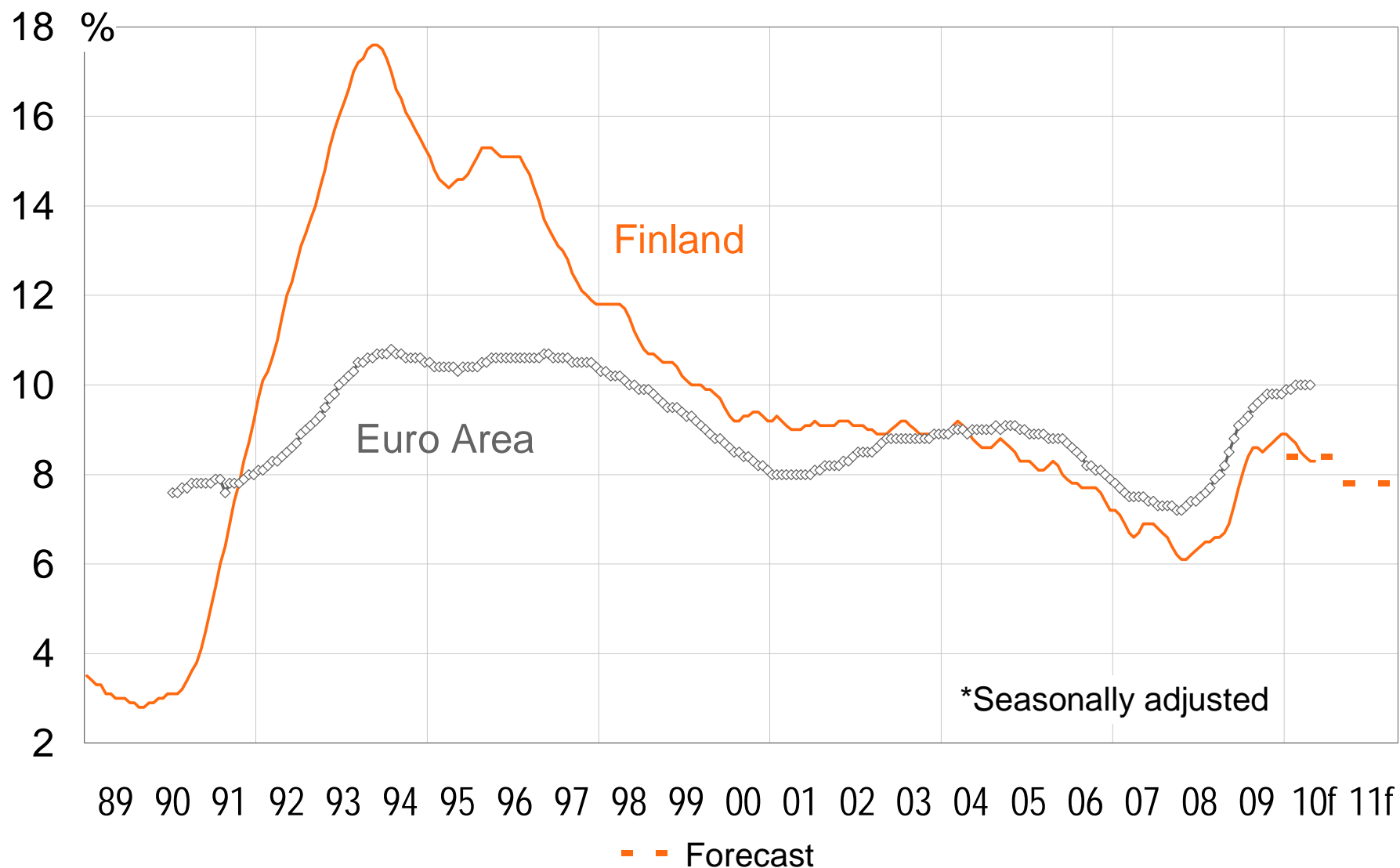
Source: Confederation of Finnish Industries EK (5 August 2010)

Confidence indicators in Finland



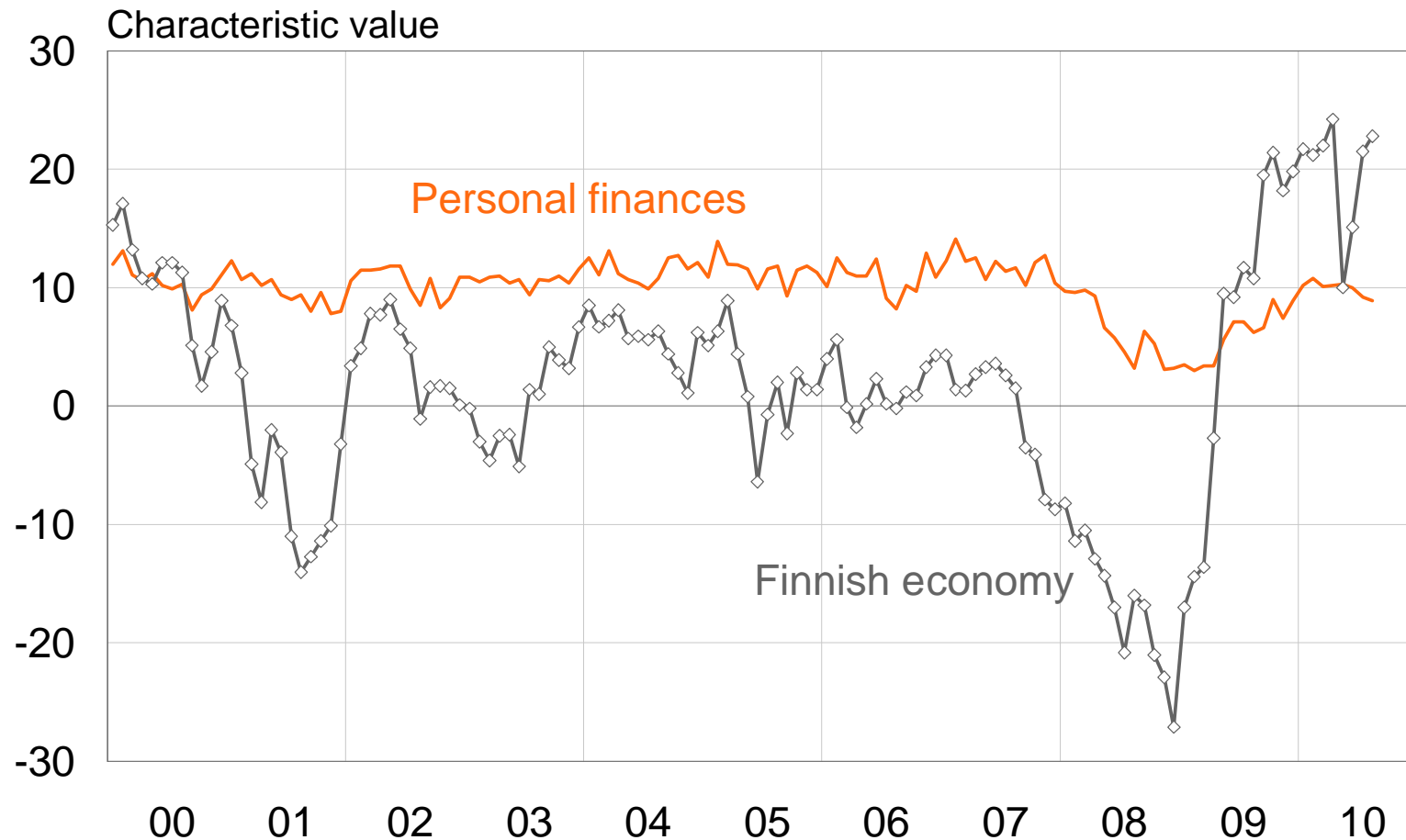
Source: Condeferation of Finnish Industries EK

Unemployment rate* in Finland and Euro Area



Sources: Statistics Finland, Eurostat, forecasts OP-Pohjola Group, August 2010

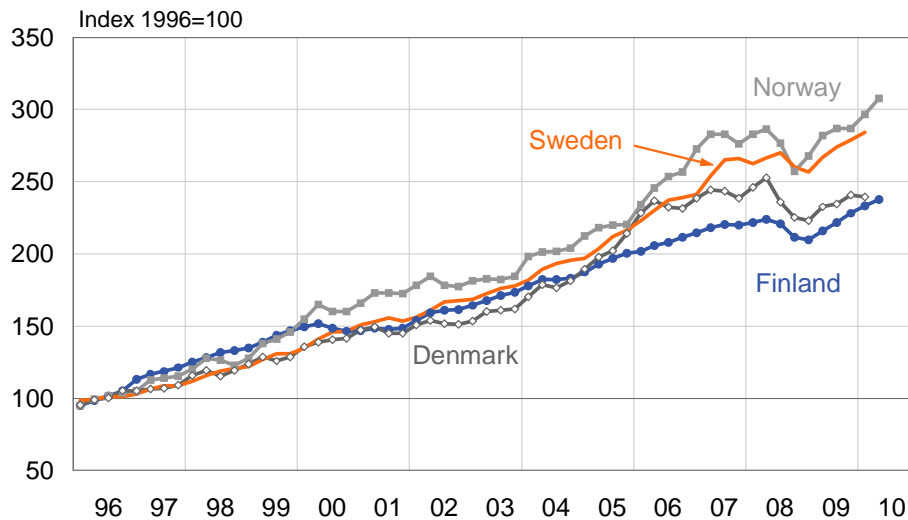
Consumer confidence indicator



Source: Statistics Finland

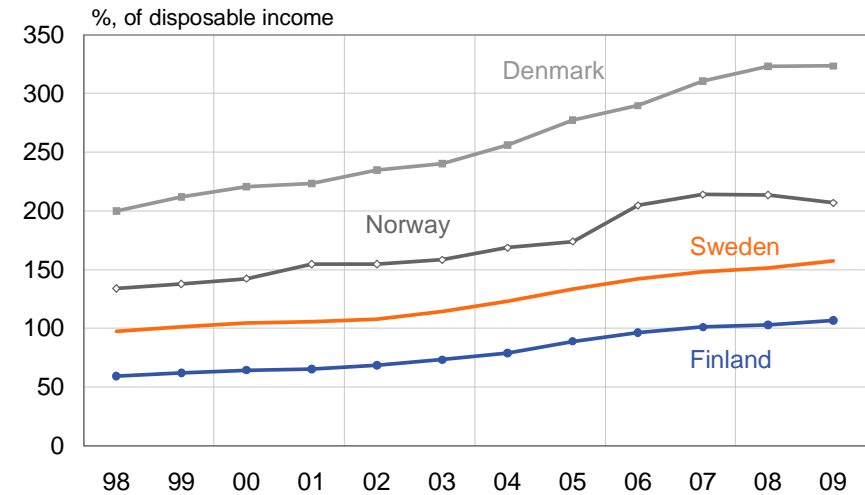
Average house prices and Households' debt ratio

Average house prices



Sources: Reuters EcoWin, Statistics Sweden

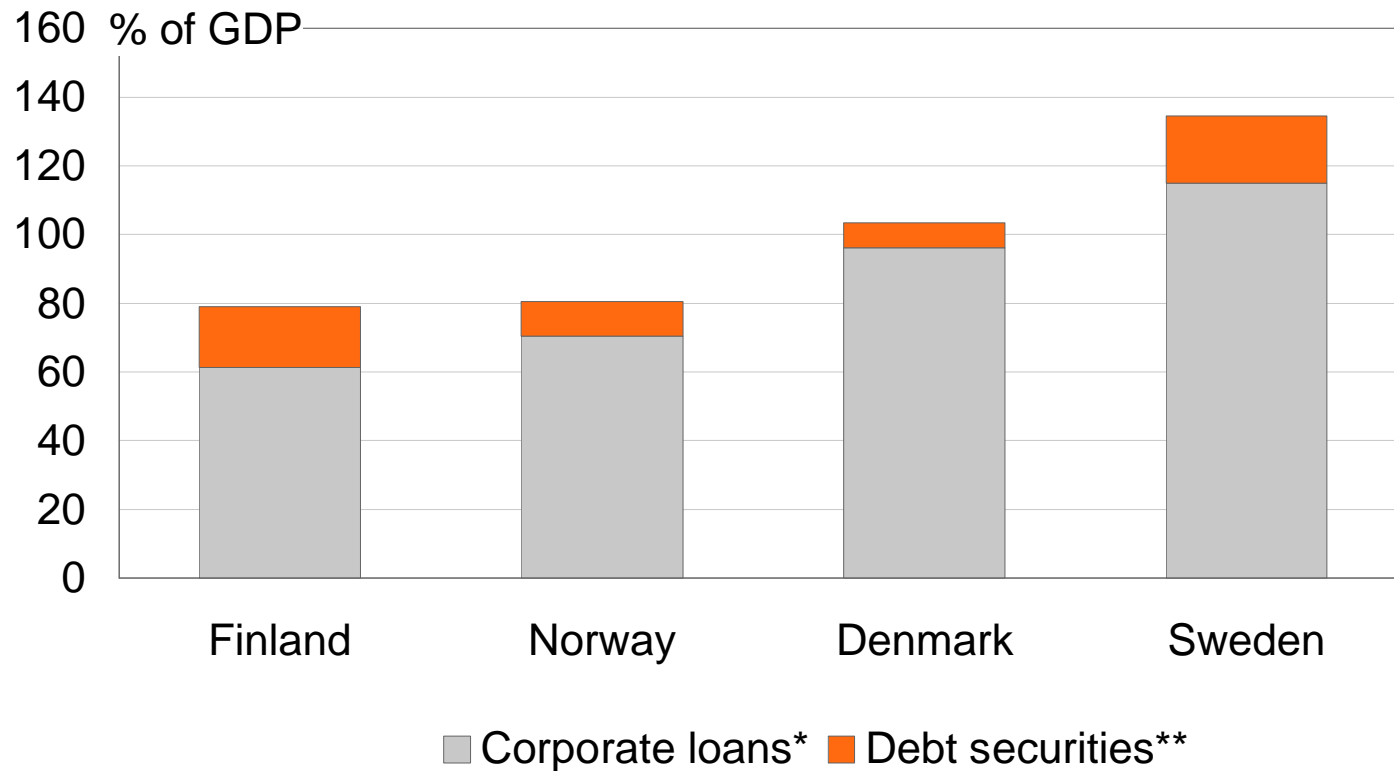
Households' debt ratio



Sources: Central Banks, Statistics Finland

Corporate debt

Year 2009



* Excl. loans between Finnish companies

** Commercial papers, corporate bonds and financial derivatives

Source: Eurostat, Consolidated Financial Accounts, Norway year 2008

Forecast for the Finnish economy

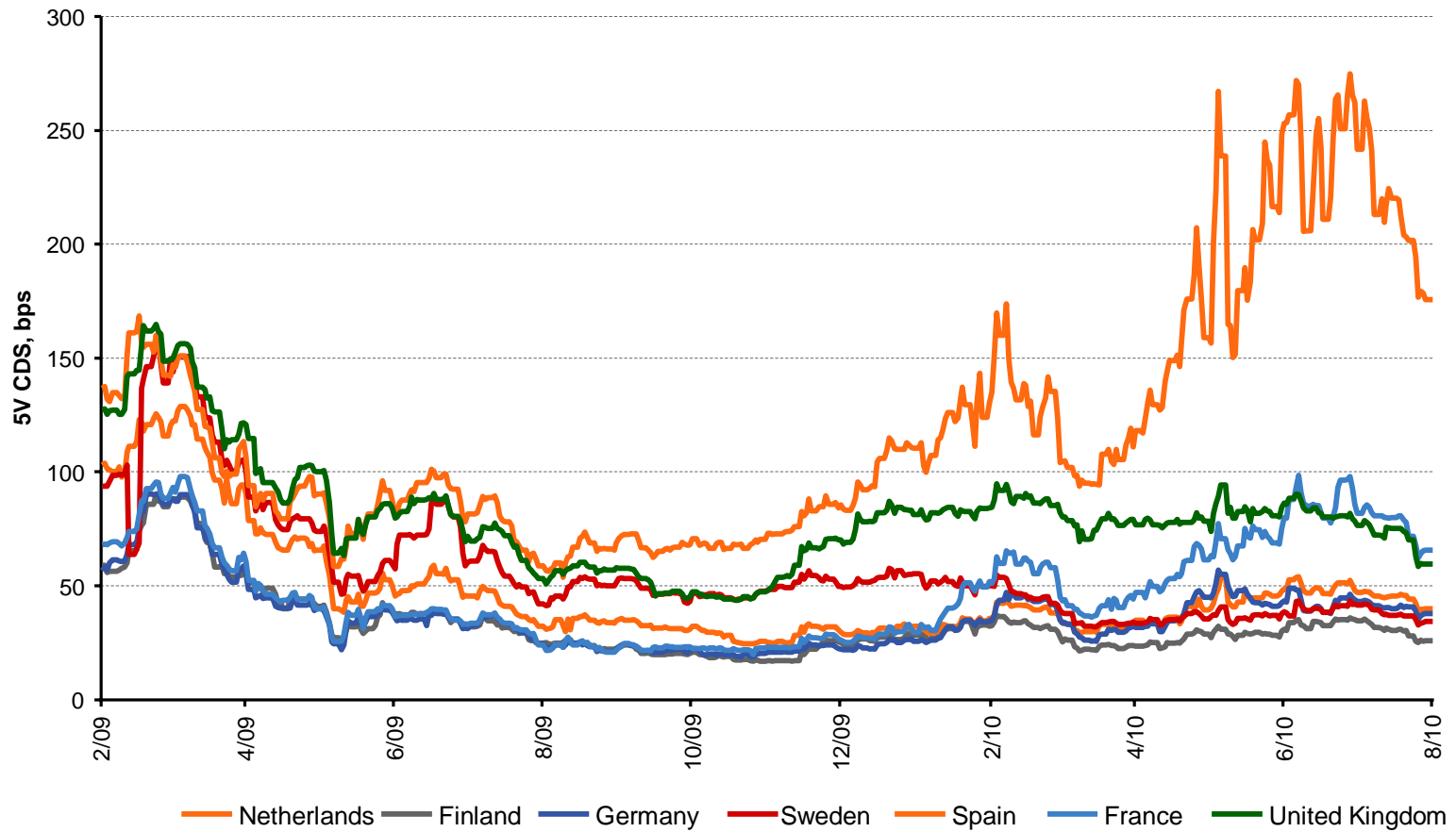
Published on 30 August, 2010

	2009 EUR bn	2009 Volume, % change on previous year	2010f	2011f
GDP	171,3	-8,0	2,6	2,7
Imports	59,8	-18,1	6,6	7,9
Exports	64,0	-20,3	8,1	7,7
Private consumption	94,0	-1,9	2,2	2,9
Public consumption	43,0	1,2	0,8	0,5
Private fixed investment	28,6	-17,4	0,1	5,0
Public fixed investment	4,8	6,1	-0,1	2,5

Other key indicators

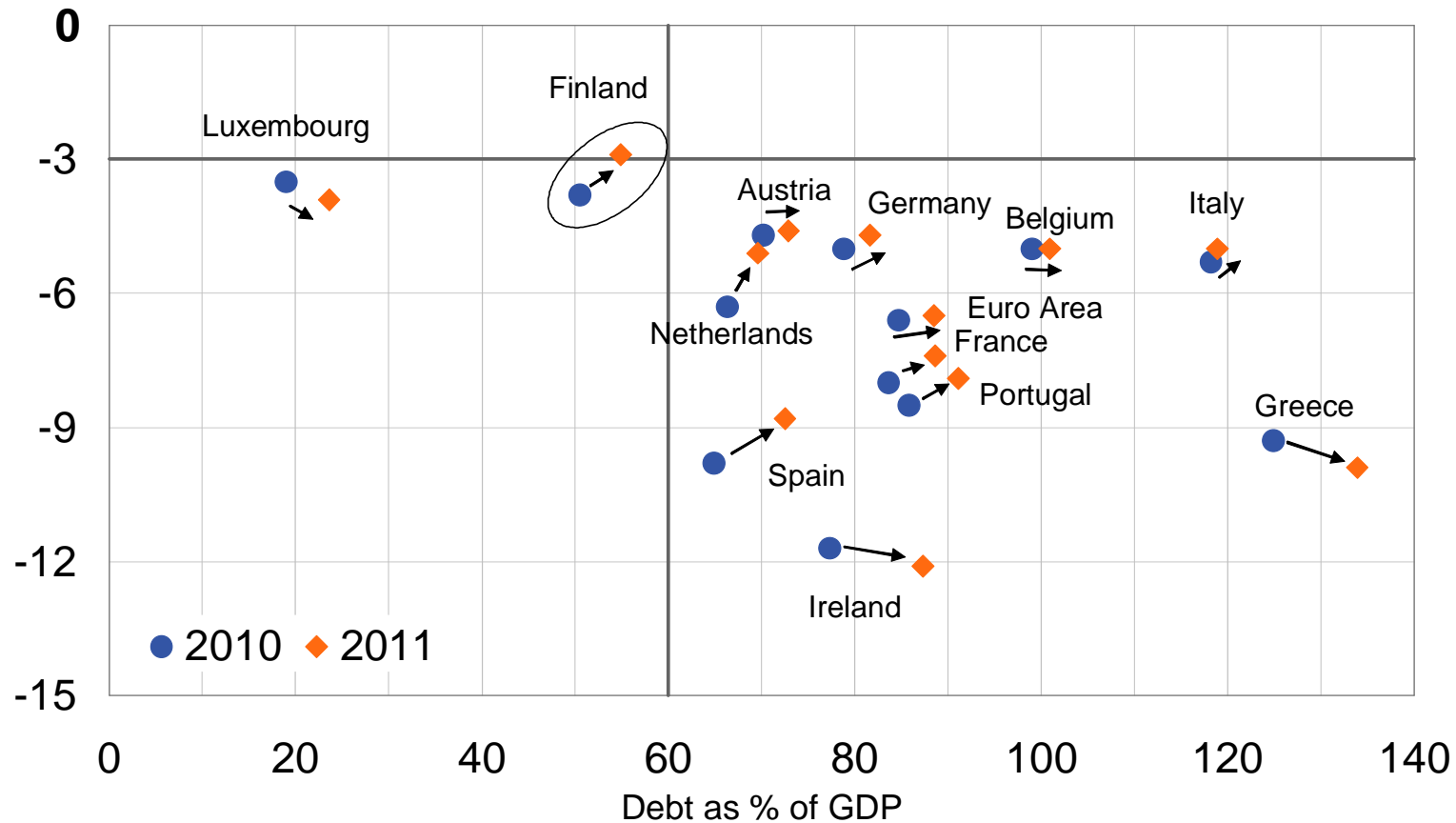
	2009	2010f	2011f
Consumer price index, % change y/y	0,0	1,1	2,1
Wage and salary earnings, % change y/y	3,9	2,7	2,5
Unemployment rate, %	8,2	8,4	7,8
Current account balance, % of GDP	1,3	1,4	1,1
General government debt, % of GDP	44	49,8	52,4
General government net lending, % of GDP	-2,2	-4,3	-2,0

5 year sovereign CDS 02/09-08/10



Fiscal balance and government debt

Fiscal balance as % of GDP



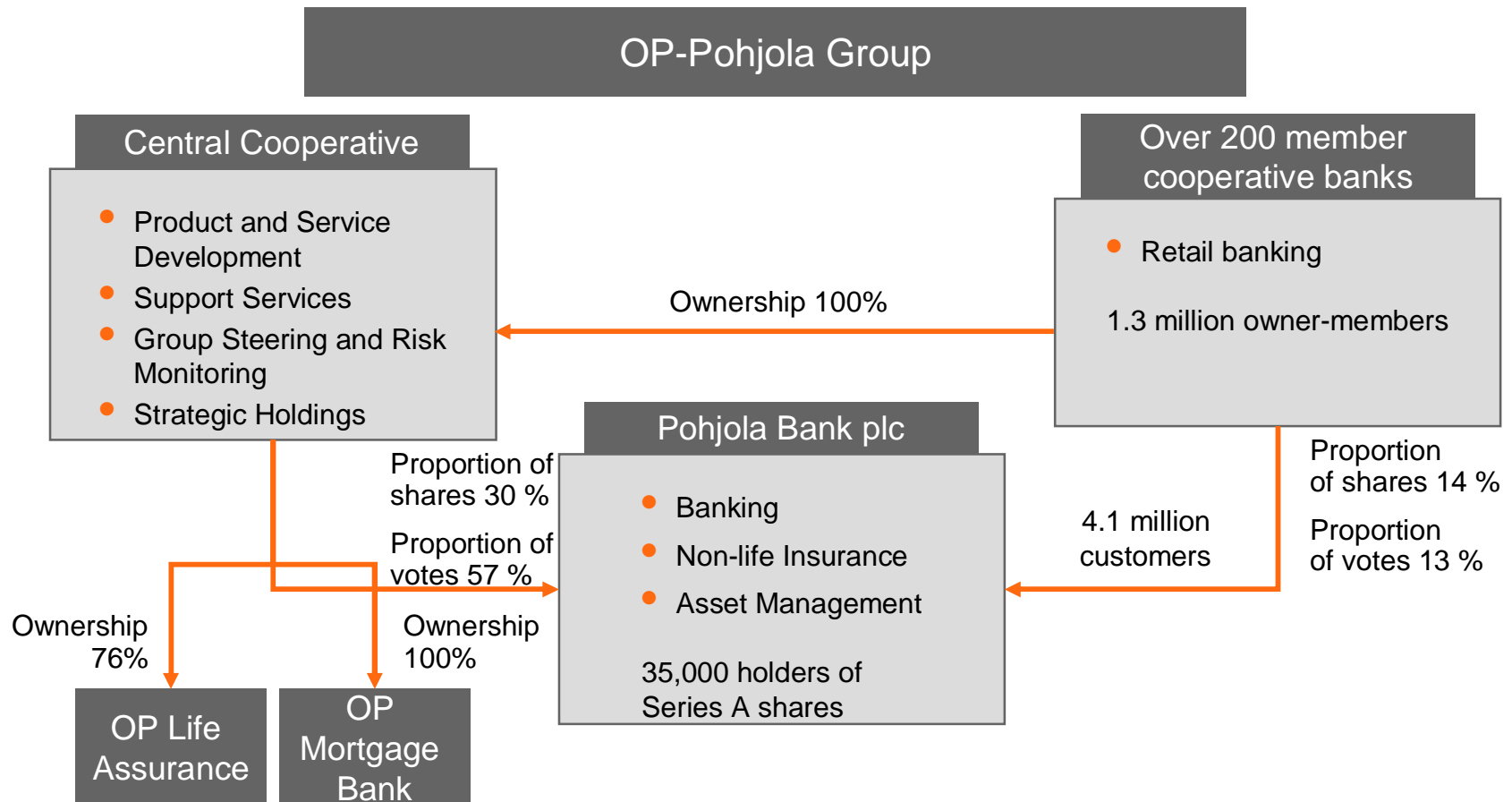
Source: European Commission, May 2010



OP-Pohjola Group

Structure of OP-Pohjola and Roles of Group Entities

The issuing entities are Pohjola Bank and OP Mortgage Bank



The Central Cooperative and the member banks are liable for each other's debts and commitments.

OP-Pohjola Group is monitored on a consolidated basis by FSA.

Joint Responsibility

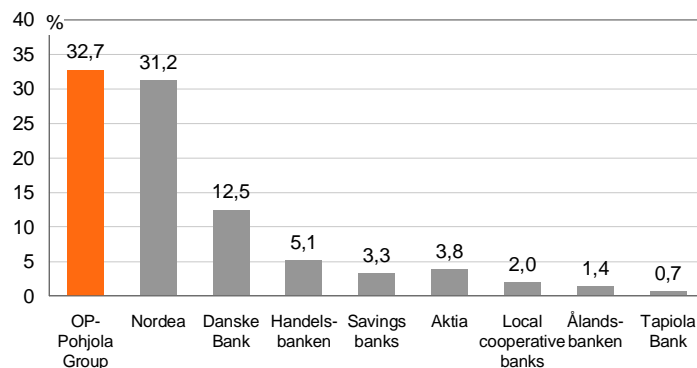
- Under the Act on Amalgamations of Deposit Banks (*Laki talletuspankkien yhteenliittymästä 599/2010*) the member credit Institutions continue to be jointly responsible for each others' liabilities
- If a creditor has not received payment from a member credit institution on a due debt, the creditor may demand payment from the Central Cooperative.
- The member credit institutions are the Central Cooperative, Pohjola Bank, Helsinki OP Bank plc, OP-Kotipankki Oyj, OP Mortgage Bank and the Member Cooperative Banks
- The insurance companies of the group are not participants in the joint responsibility

* Further information on the joint responsibility is available on the EMTN Base Prospectus of Pohjola Bank

OP-Pohjola

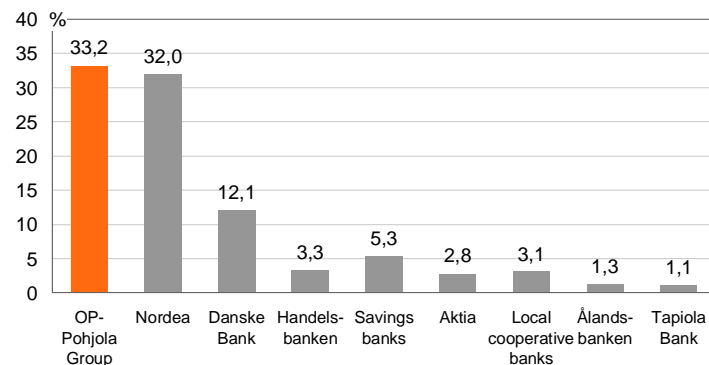
The leading financial services provider in Finland

Market Share in Loans
31 December 2009



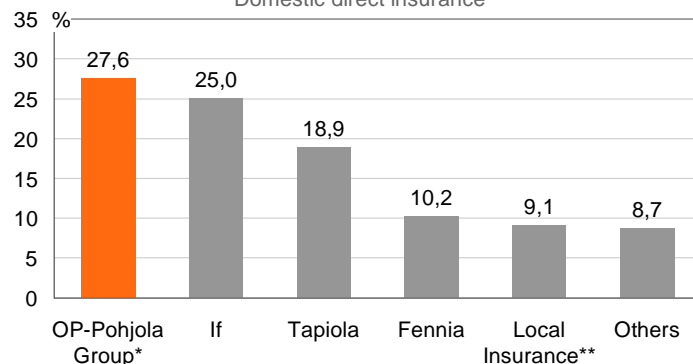
Source: Federation of Finnish Financial Services

Market Share in Deposits
31 December 2009



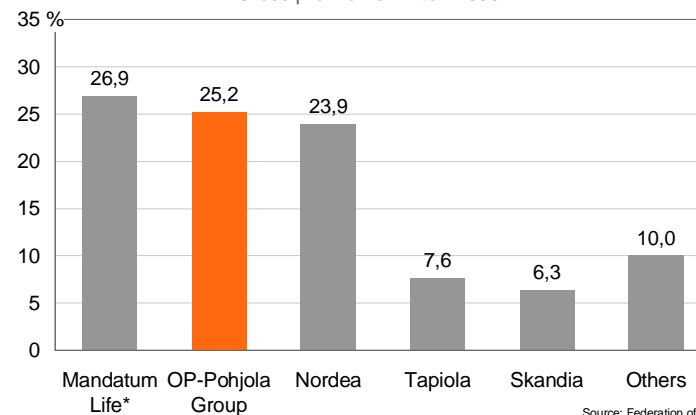
Source: Federation of Finnish Financial Services

Market share in non-life insurance
premiums written 2009
Domestic direct insurance



Source: Federation of Finnish Financial Services
*Pohjola Non-Life, A-Insurance, Eurooppalainen
**incl. Palonvara

Market shares in life insurance
Gross premiums written 2009



* Mandatum Life and Kaleva

Source: Federation of Finnish Financial Services

OP-Pohjola Group and Pohjola

Key figures

	OP-Pohjola Group H1/10	Pohjola Bank H1/10	OP-Pohjola Group 2009	Pohjola Bank 2009
Total assets, € million	84 524	38 609	80 430	35 510
Receivables from customers, € million	54 882	11 680	52 992	11 323
Deposits, € million	35 398	4 932	34 617	4 133
Equity capital, € million	6 370	2 239	6 187	2 267
Tier 1, %	12.4	12.0	12.6	11.8
Doubtful receivables, € million	251	39	223	44
Doubtful receivables and zero-interest bearing receivables of loans and guarantees, %	0.4	0.28	0.4	0.32
Loan and guarantee portfolio, € bn	57.6	13.9	55,6	13.3
Impairments of receivables, € million	77	62	179	129
Impairments of receivables / loan and guarantee portfolio, %	0.13	0.43	0.32	0.94
Personnel	12 468	2 999	12 504	2 966

OP-Pohjola Group and Pohjola

Income Statement, € million

	OP-Pohjola Group H1/10	Pohjola Bank H1/10	OP-Pohjola Group 2009	Pohjola Bank 2009
Net interest income	452	127	1 070	241
Net income from Non-Life insurance	190	193	396	402
Net income from Life Insurance	46		-120	
Net commissions and fees	283	81	496	143
Other income	96	52	208	108
Total income	990	453	1 872	895
Total expenses	643	253	1 248	501
Earnings before impairments of receivables	343	200	643	394
Impairments of receivables	77	62	179	129
Returns to owner-members and OP-bonus customers	81		160	
Earnings before tax	266	139	464	265
Change in fair value reserve	75	-31	677	243
Earnings/loss before tax at fair value	341	108	1 140	508

OP-Pohjola Group and Pohjola

Key ratios

	OP-Pohjola Group H1/10	Pohjola Bank H1/10	OP-Pohjola Group 2009	Pohjola Bank 2009
Net interest margin, %	1.1*	1.38**	1.4*	1.33**
Cost / Income ratio, %	59	35***	53	35***
Return on equity (ROE) at fair value, %	8.1	7.1	14.7	19.2
Return on assets, (ROA) at fair value, %	0.6		1.1	
Non-Life Insurance, Solvency ratio, %	91	91	88	88
Life Insurance, Solvency ratio, %****	15.1		13.3	
Operating Combined ratio, %		91.6		87.7

* Net interest income as a percentage of average total assets

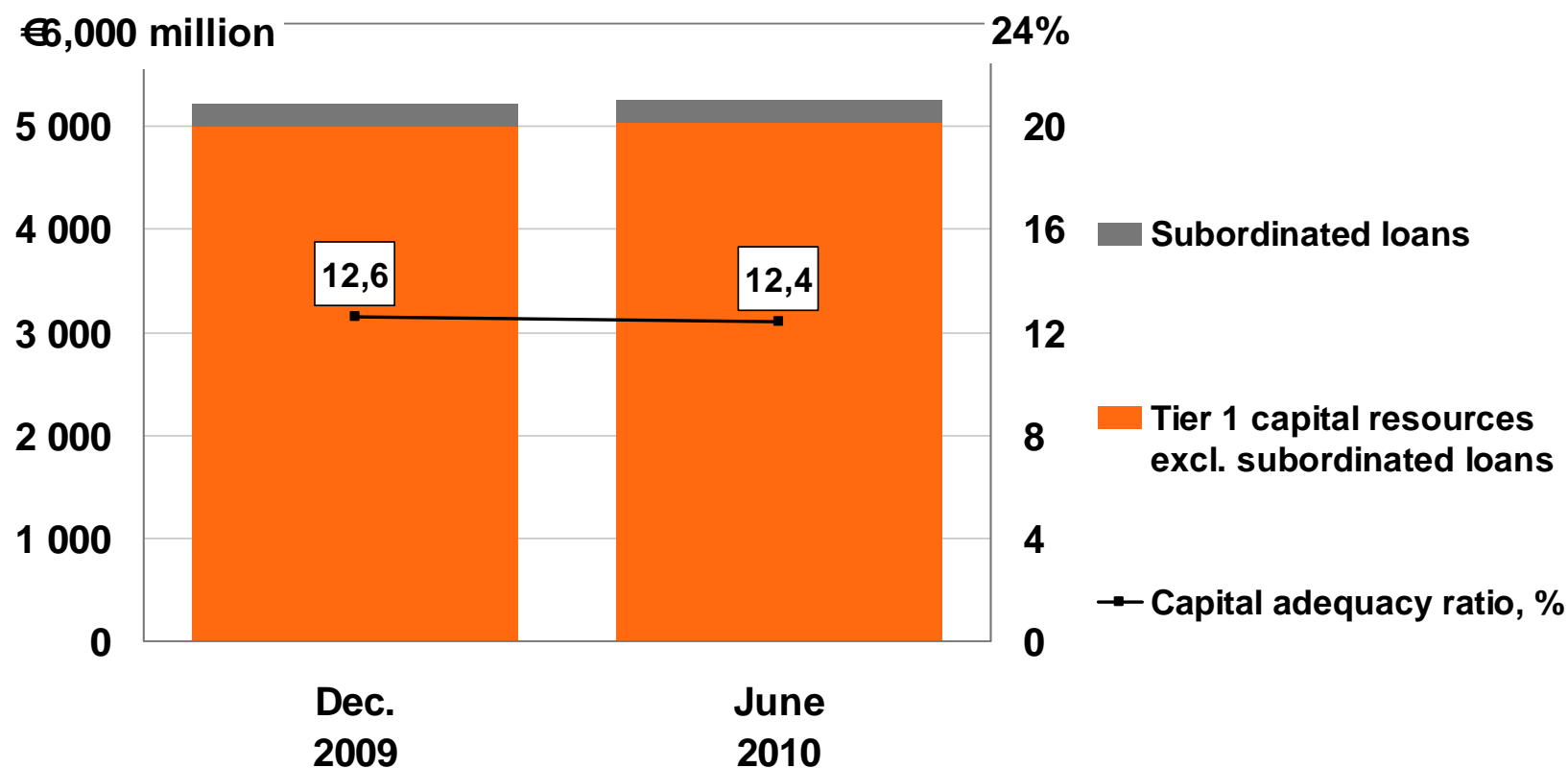
** Average margin for corporate lending

*** Cost / Income ratio in Banking

**** Solvency capital / (net technical provisions at own liability - equalization provision - 0,75 * technical provisions on unit-linked insurances) * 100

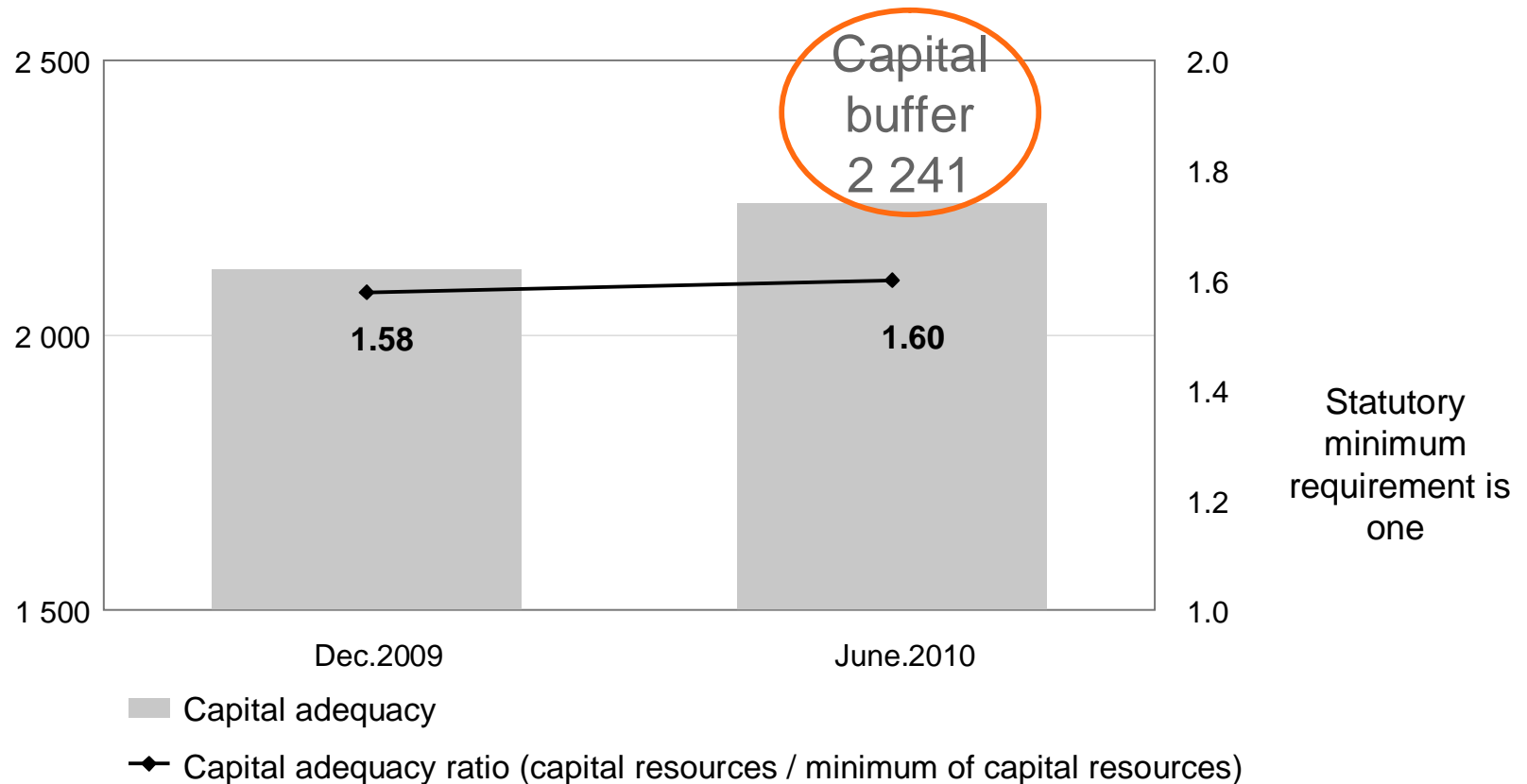
OP-Pohjola Group

Capital resources and capital adequacy

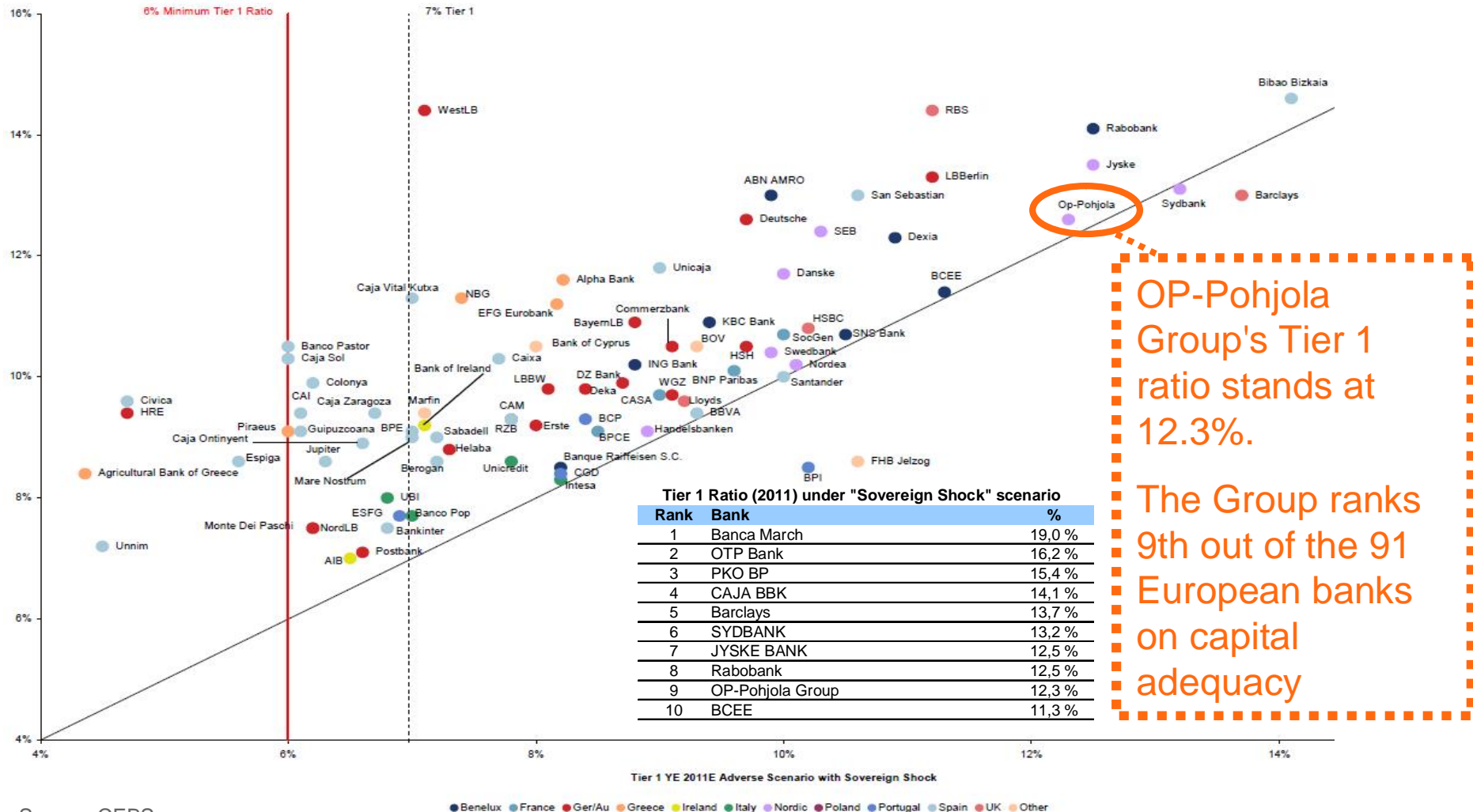


OP-Pohjola Group

Capital adequacy under the Act on the Supervision of Financial and Insurance Conglomerates



EU stress tests proved OP-Pohjola Group's Strong Capitalisation



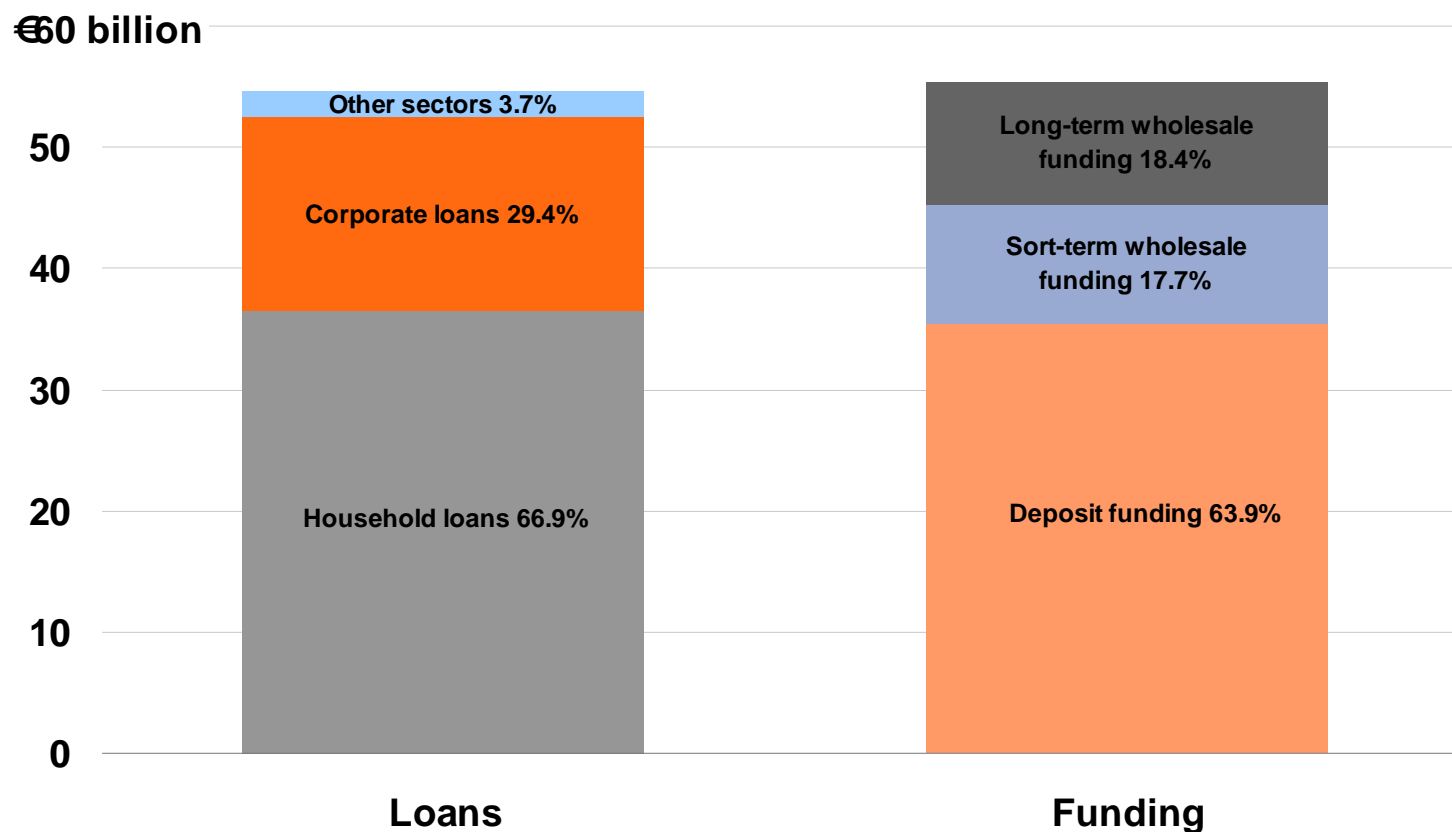
OP-Pohjola Group's Tier 1 ratio stands at 12.3%.

The Group ranks 9th out of the 91 European banks on capital adequacy

Source: CEBS

OP-Pohjola Group

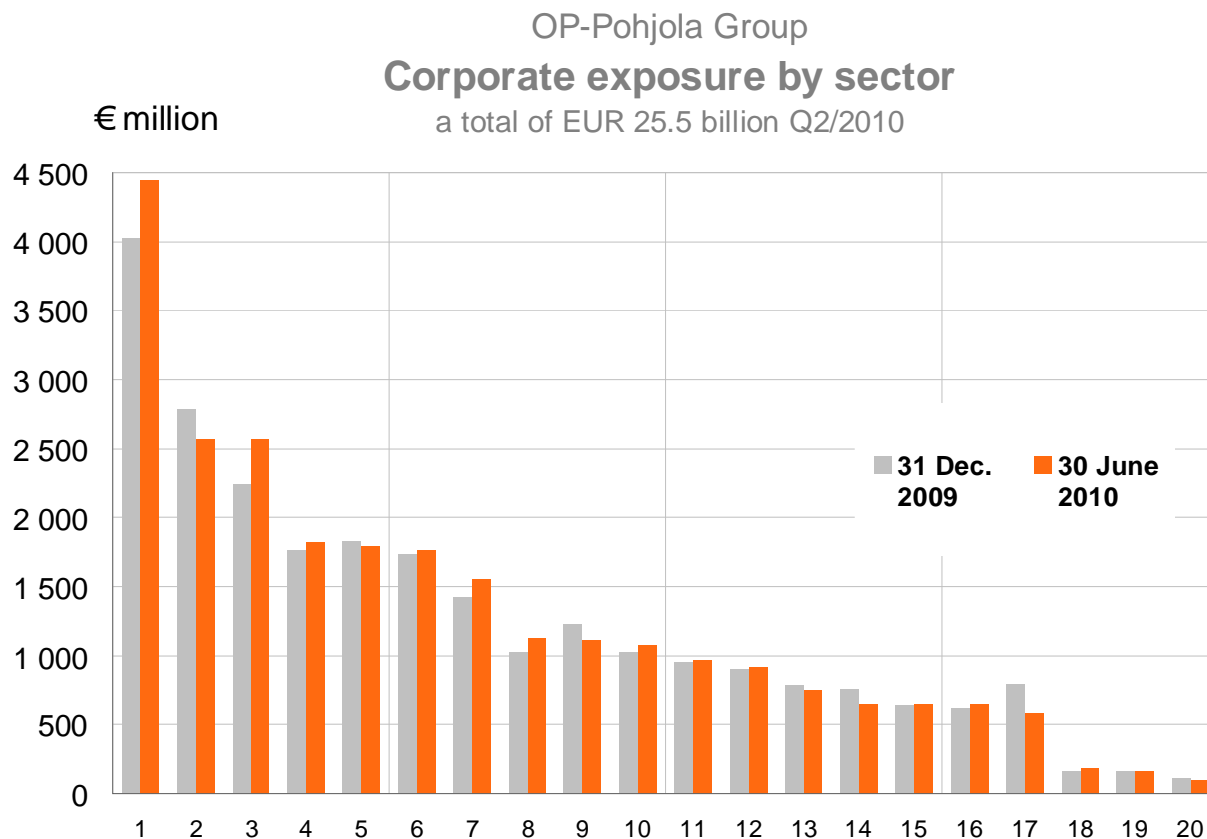
Loans and funding structure (30 June 2010)



OP-Pohjola Group

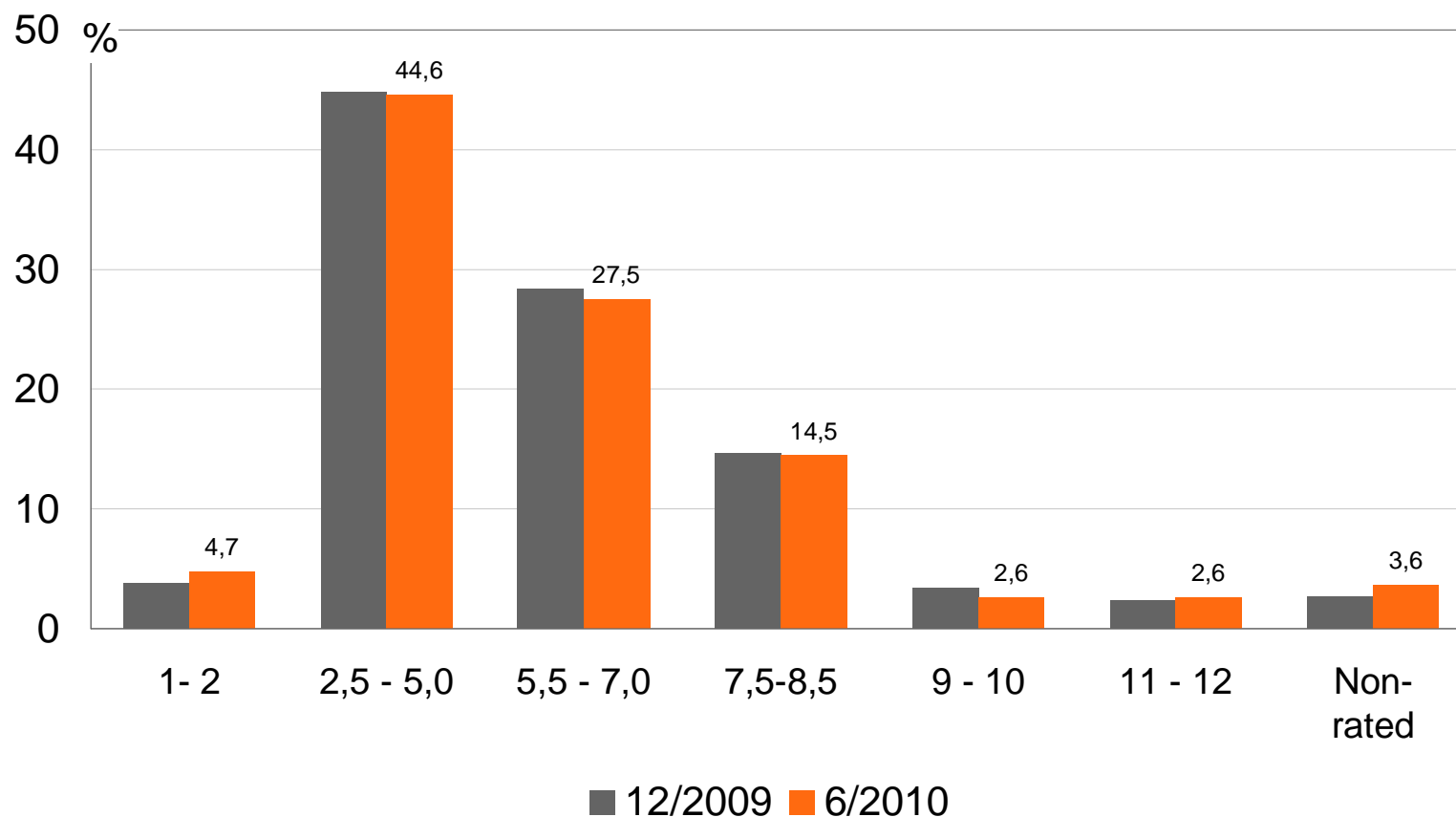
Corporate exposure by sector Q2/2010

1 Renting and operating of residential real estate	17,4 %
2 Wholesale and retail trade	10,1 %
3 Renting and operating of other real estate	10,1 %
4 Services	7,1 %
5 Construction	7,0 %
6 Manufacture of machinery and equipment (incl. services)	6,9 %
7 Transportation and storage	6,1 %
8 Metal Industry	4,4 %
9 Forest Industry	4,4 %
10 Buying and selling of own real estate	4,2 %
11 Chemical Industry	3,8 %
12 Energy	3,6 %
13 Food Industry	3,0 %
14 Other manufacturing	2,6 %
15 Agriculture, forestry and fishing	2,6 %
16 Information and communication	2,5 %
17 Financial and insurance activities	2,3 %
18 Water supply, sewerage and waste management	0,7 %
19 Mining and quarrying	0,7 %
20 Other industries	0,4 %
	100,0 %



OP-Pohjola Group

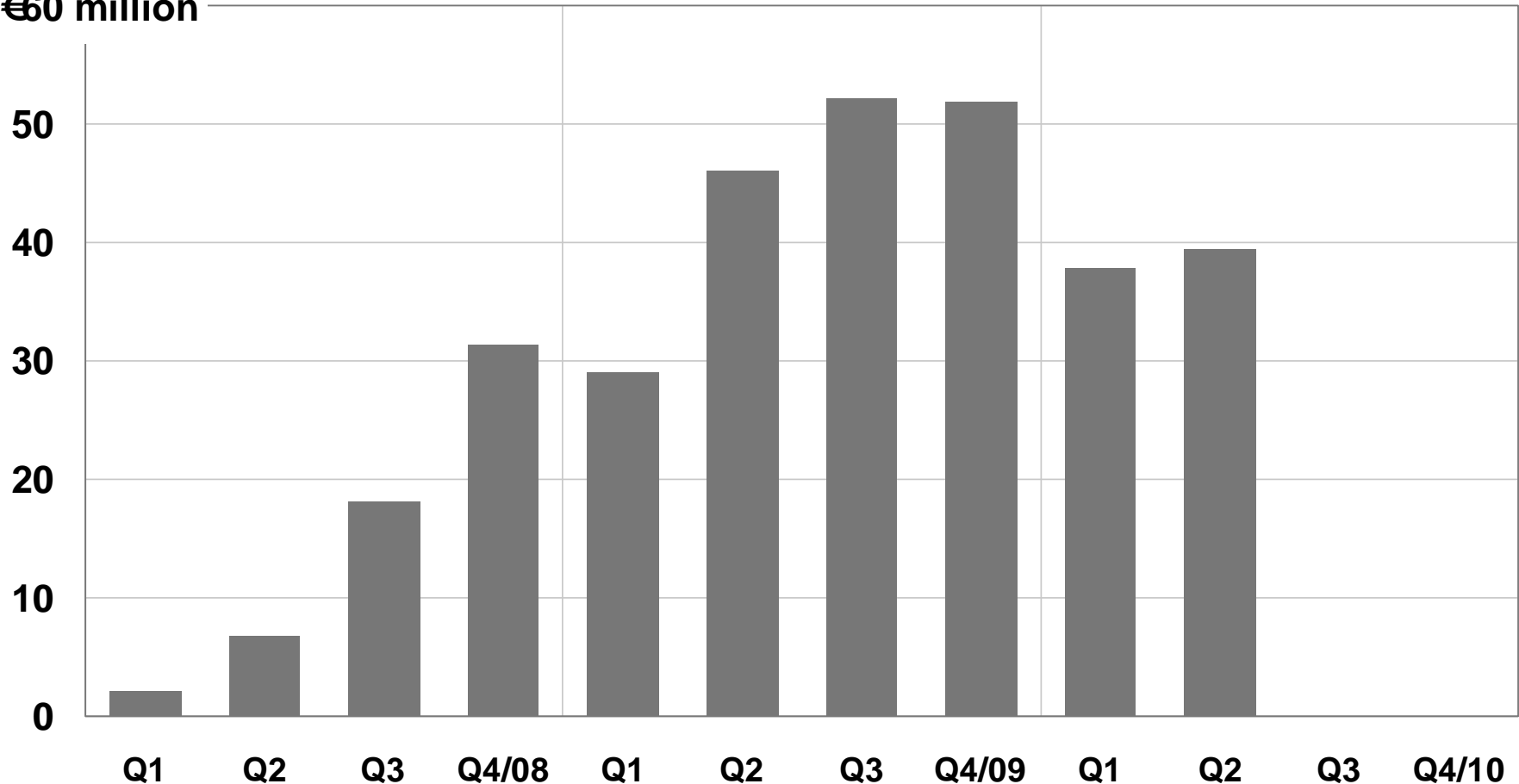
Corporate exposure by credit rating category



OP-Pohjola Group

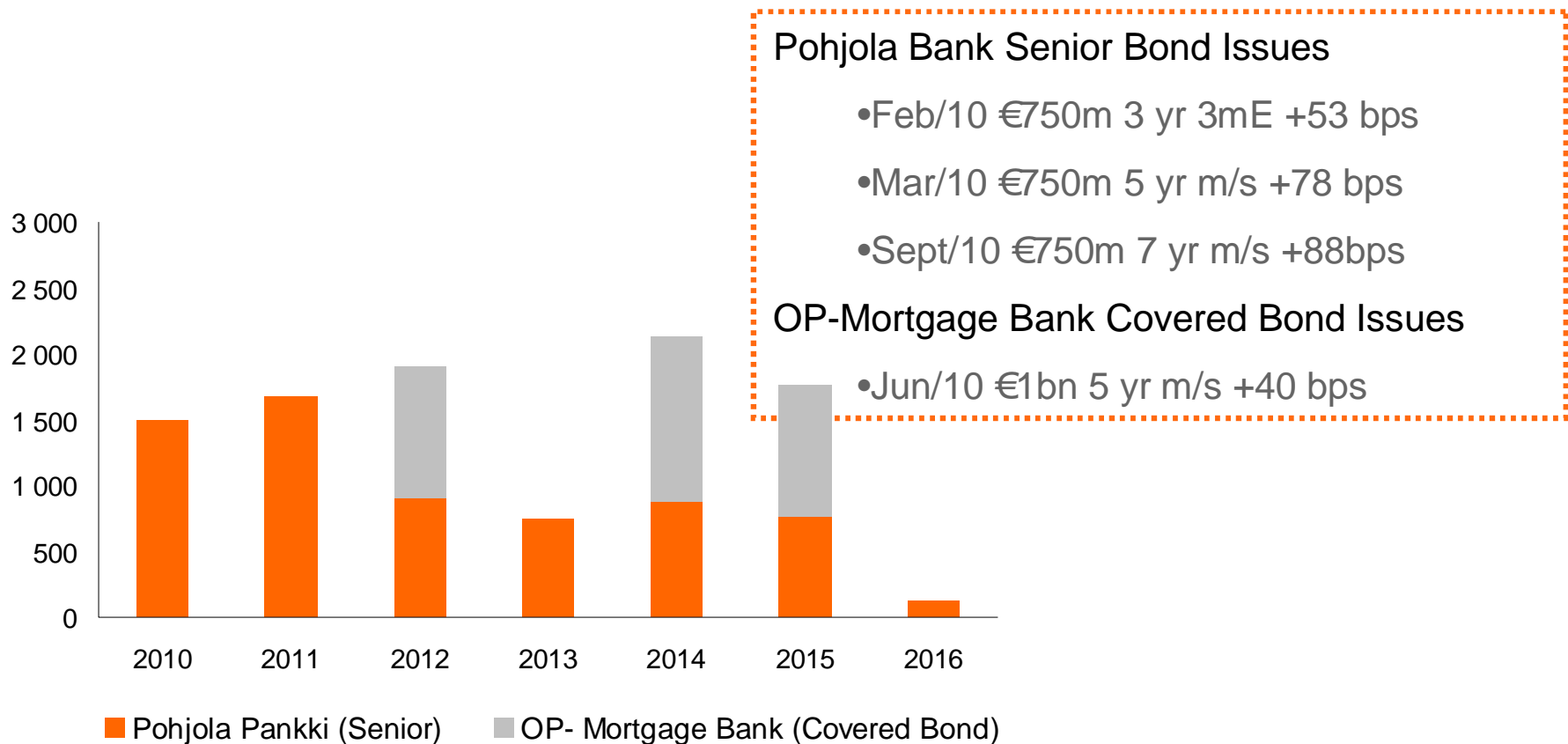
Quarterly impairments of receivables

€60 million



OP-Pohjola Group

Issued Senior Debt and Covered Bonds by Maturity



OP-Pohjola Group

The liquidity portfolio totalled €12.5 billion (9.6)

Liquidity portfolio by maturity and credit rating as of 30 June 2010

Year	0 - 1	1 - 3	3 - 5	5 - 7	7 - 10	10 -	Total	%
Aaa	4 380	955	1 929	955	615	33	8 868	71
Aa1 – Aa3	191	1 091	607	93	110	103	2 194	18
A1 – A3	128	587	205	19	2		942	8
Baa1 – Baa3	0	76	31	5			111	1
Ba1 or lower	0	20	44	33	12		110	1
Internally rated	89	70	85	26			270	2
Total €million	4 789	2 800	2 900	1 131	739	135	12 494	100

The residual term to maturity averages 3.7 years

Credit rating

Rating target: AA rating issued by at least two credit rating agencies

	Moody's*	S & P*	Fitch*
Pohjola Bank	Aa2**	AA-	AA-**
Handelsbanken	Aa2	AA-	AA-
Nordea	Aa2	AA-	AA-
DnB NOR	Aa3	A+	A+
Danske Bank	Aa3	A**	A+
SEB	A1**	A	A+
Swedbank	A2**	A	-
OP-Mortgage Bank***	Aaa	AAA	-
Pohjola Insurance Ltd	A2**	A+	-
If	A2	A	-
Finnish government	Aaa	AAA	AAA

*) Long-term debt

**) The credit rating outlook is negative

***) Covered bond rating



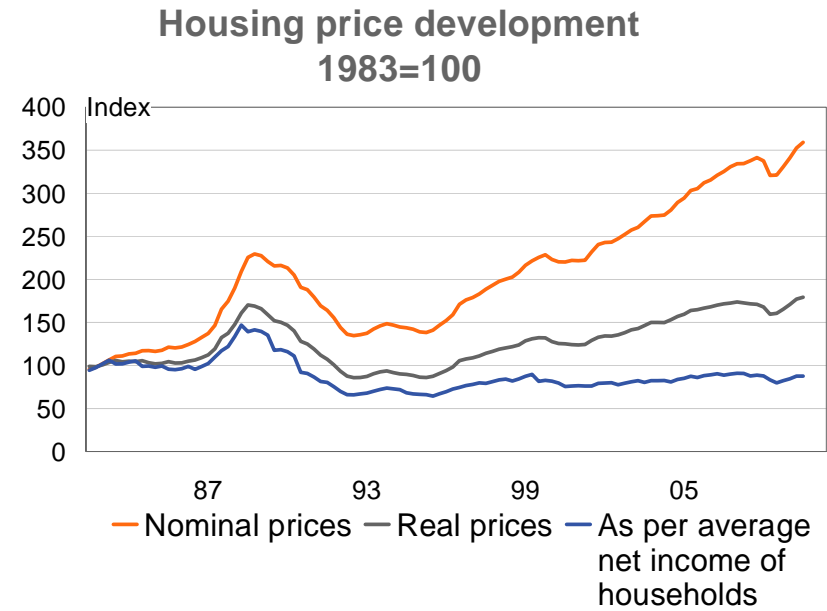
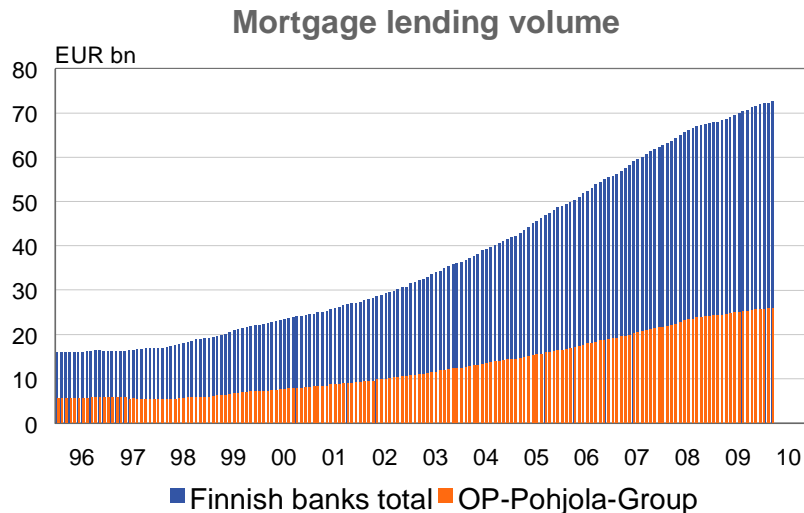
OP Mortgage Bank in Brief

The Finnish Housing Market – an Overview

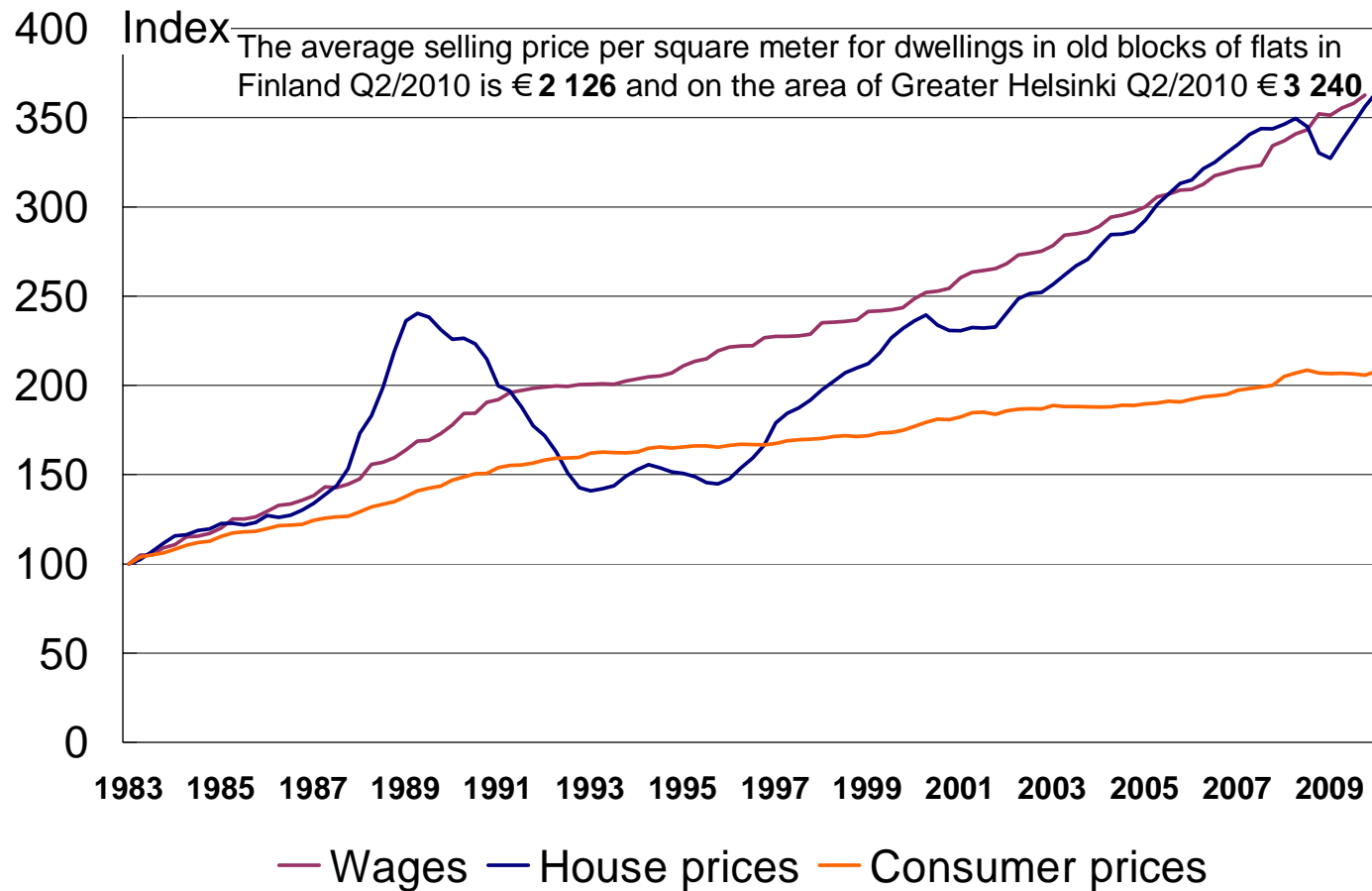
- Ownership ratio of households around 66%.
- Average size of dwellings 79 m².
- Floor space per occupant 38,6m²
- Typical maturity in new loans 20 years.
- Variable interest rates: over 95% of all loans.
- Average annual housing starts around 25,000.
- 28 % interest relief in taxation (limited).
- Capital gains exempt after 2 years.

Mortgage Market and House Price Growth

- The lending volume in the Finnish mortgage market has increased a lot over the past years, which has driven up the nominal house prices.
- In real terms, house price development has been more muted and as per the average net income the increase in house prices have been very stable over a long period of time.



Changes in House prices, Wages and Consumer prices



Highlights of the Act on Mortgage Credit Bank Operations ³⁷

- Segregation of assets in Covered Register.
- Tight LTV restrictions on eligible assets (70% LTV on housing loans).
- Overcollateralisation requirement of 2%.
- Continuity of Cover Pool and Covered Bonds in the event of liquidation and bankruptcy of the issuer.
- Regulated by Finnish FSA.

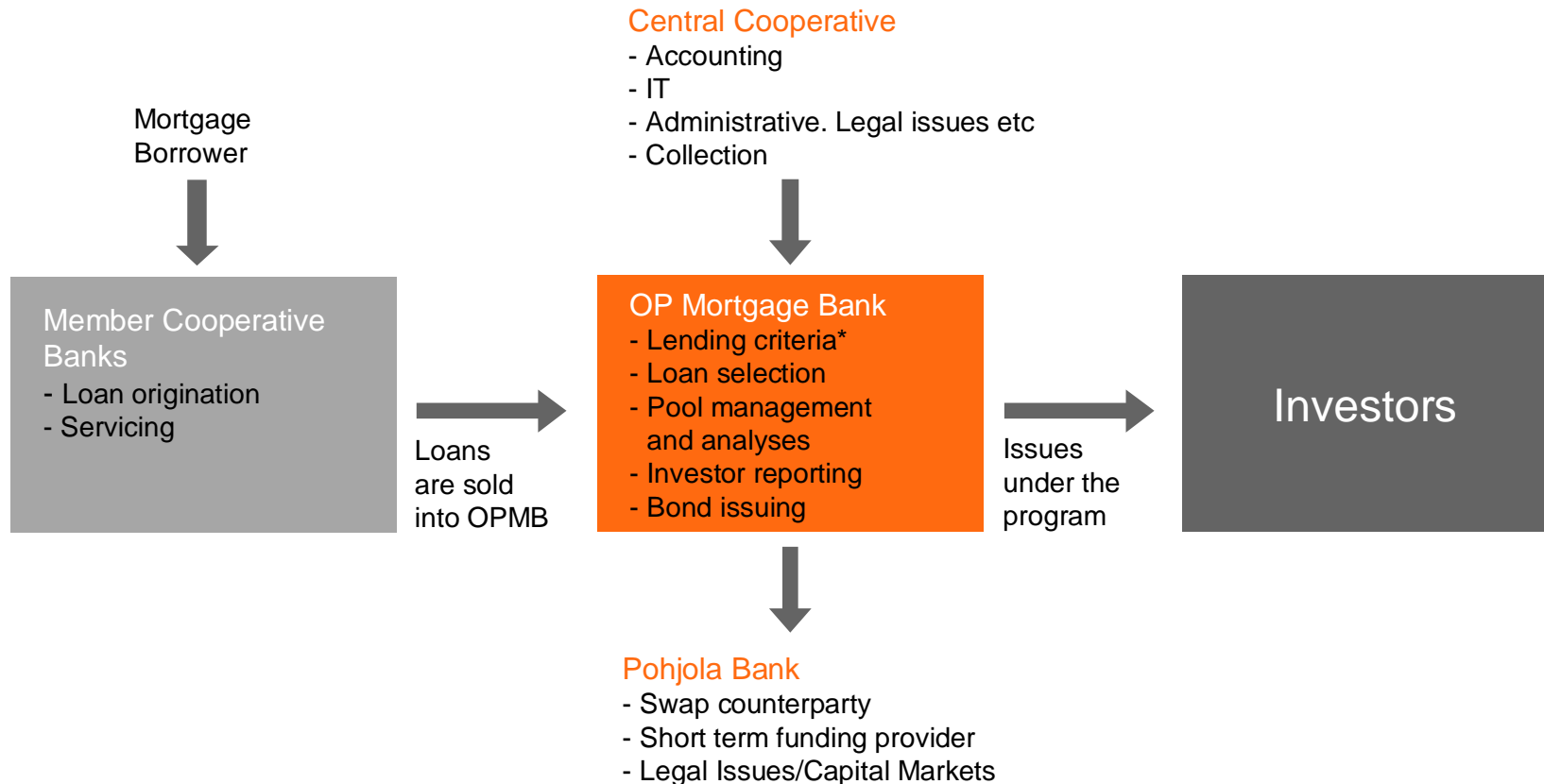
OP Mortgage Bank in Brief

- OP Mortgage Bank is a special purpose bank operating under the Act on Mortgage Credit Bank Operations.
- The sole purpose of the bank is to raise funds for the member banks of the OP-Pohjola Group by issuing covered bonds with mortgage collateral.
- The outstanding covered bonds of OP Mortgage Bank are rated AAA by S&P and Aaa by Moody's.
- OP Mortgage Bank is a 100% owned subsidiary of the OP-Pohjola Group Central Cooperative.
- OP Mortgage Bank fully benefits from the joint responsibility based on the Act on Amalgamations of Deposit Banks. However since assets in its Cover Asset Pool are ring-fenced the noteholders have a right to receive what is due to them before all other debtors.

OPMB Operational Model

- OPMB is a funding vehicle for the Member Banks:
 - Subject to strict eligibility criteria:
 - Existing loans may be transferred from member banks into OPMB.
 - Origination can be done directly into OPMB where the Member Cooperative Bank will act as a broker agent.
- OPMB utilises the current structure of the cooperative and outsource inter alias:
 - Origination and servicing of assets to the Member Cooperative Banks.
 - Risk management, IT-services, accounting etc. to Central Cooperative.
 - Interest rate risk management to Pohjola Bank.

Operational Model and Roles



*Basic lending criteria for the group are set by Central Cooperative. OP Mortgage Bank can set additional limits



OPMB Asset Pool Characteristics

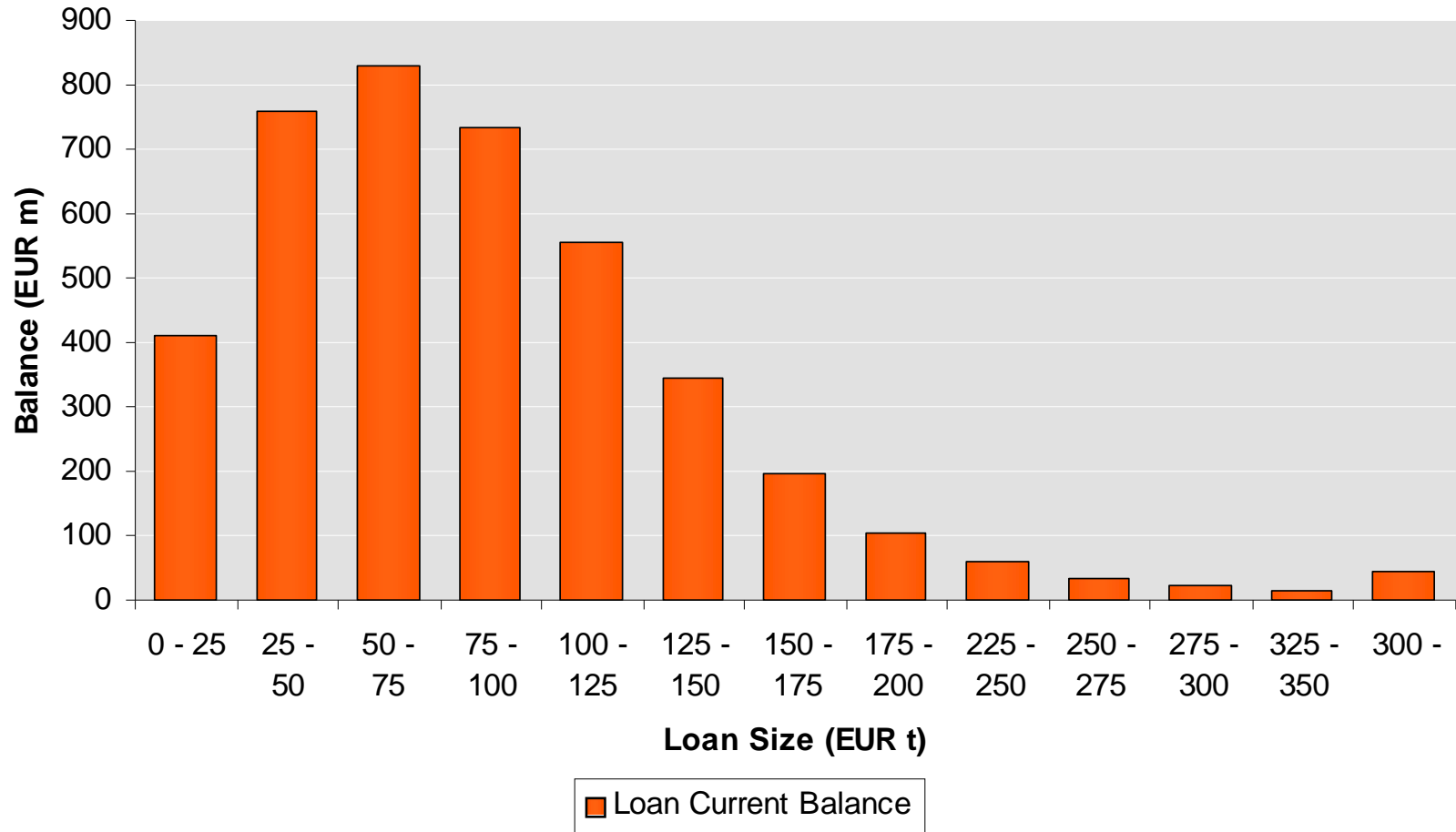
Main Features of OP Mortgage Bank cover asset pool as of June 2010

- Collateralized by first ranking Finnish mortgages.
- Current balance EUR 4,1 billion.
- Weighted Average unindexed LTV of 47 %
- Average loan size of approximately EUR 48.000
- No loans over 90 days in arrears ongoing
- Variable interest rates: over 95 % of all loans
- Hedging agreements in place in order to mitigate interest rate risk.
- Total amount of Covered Bonds issued EUR 3.25 billion.

OPMB Asset pool characteristics

- loans by size

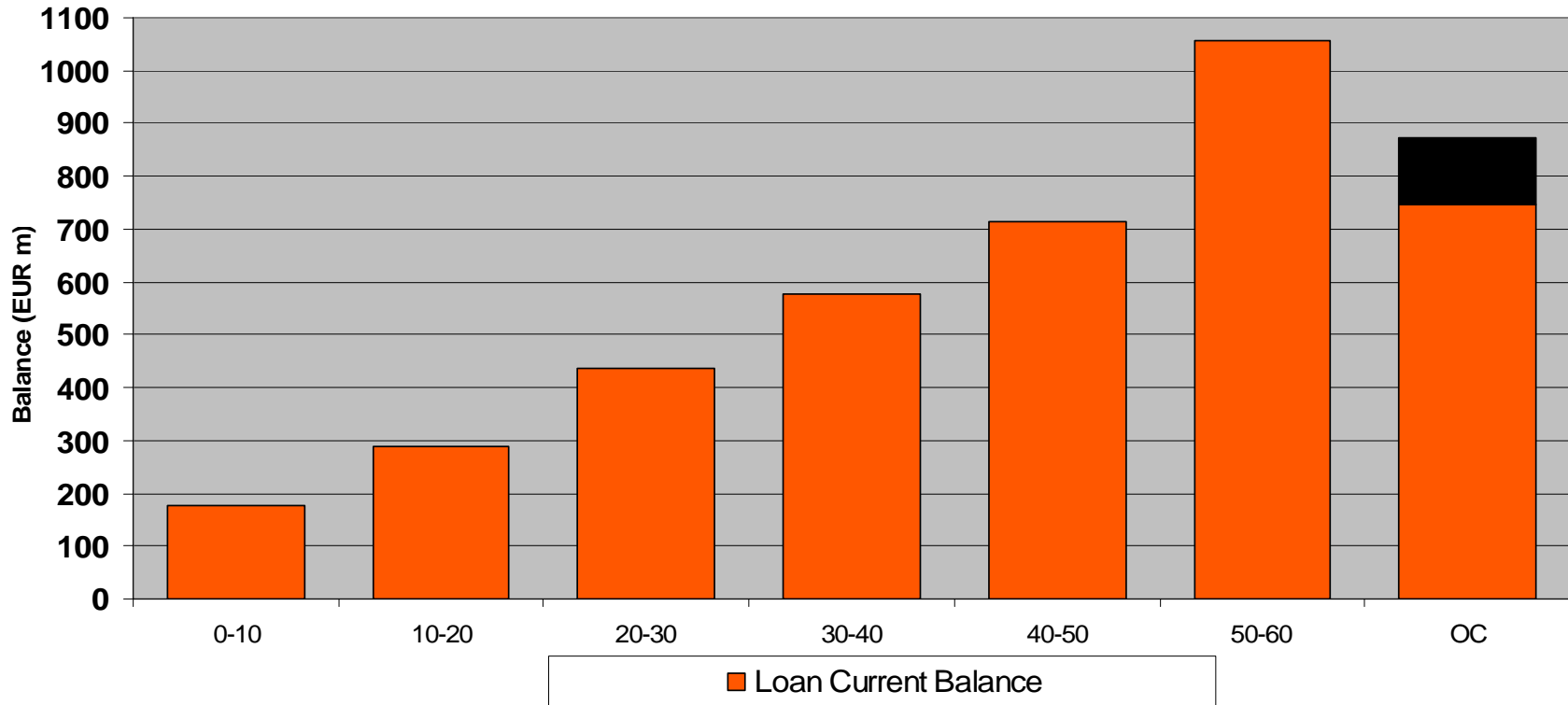
Loan Current Balance



OPMB Asset pool characteristics

- loans by LTV

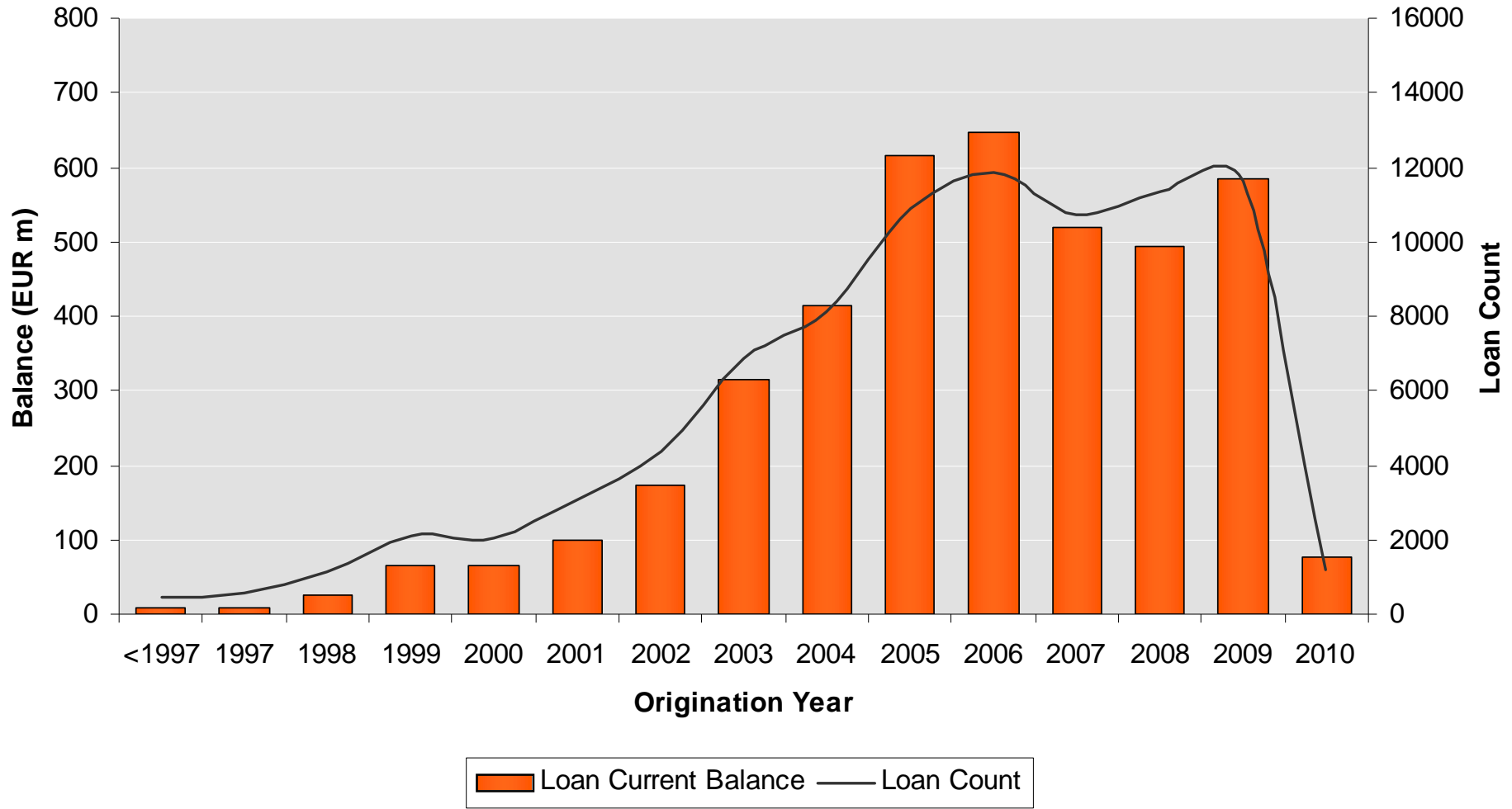
EFFECTIVE LTV



*) the black portion of the OC presents the parts of loans in the LTV range of 60-85

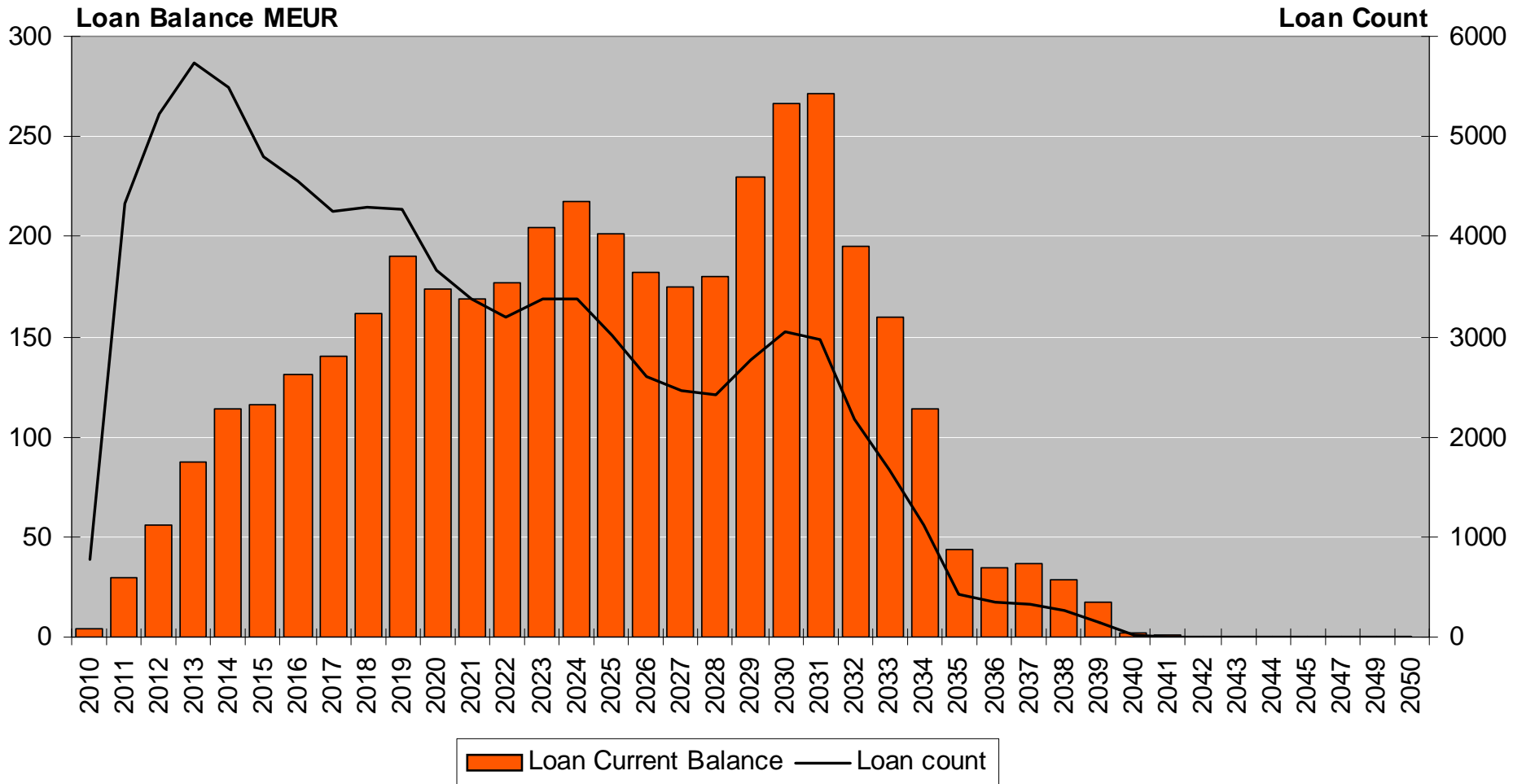
OPMB Asset pool characteristics

- loans by origination year



OPMB Asset pool characteristics

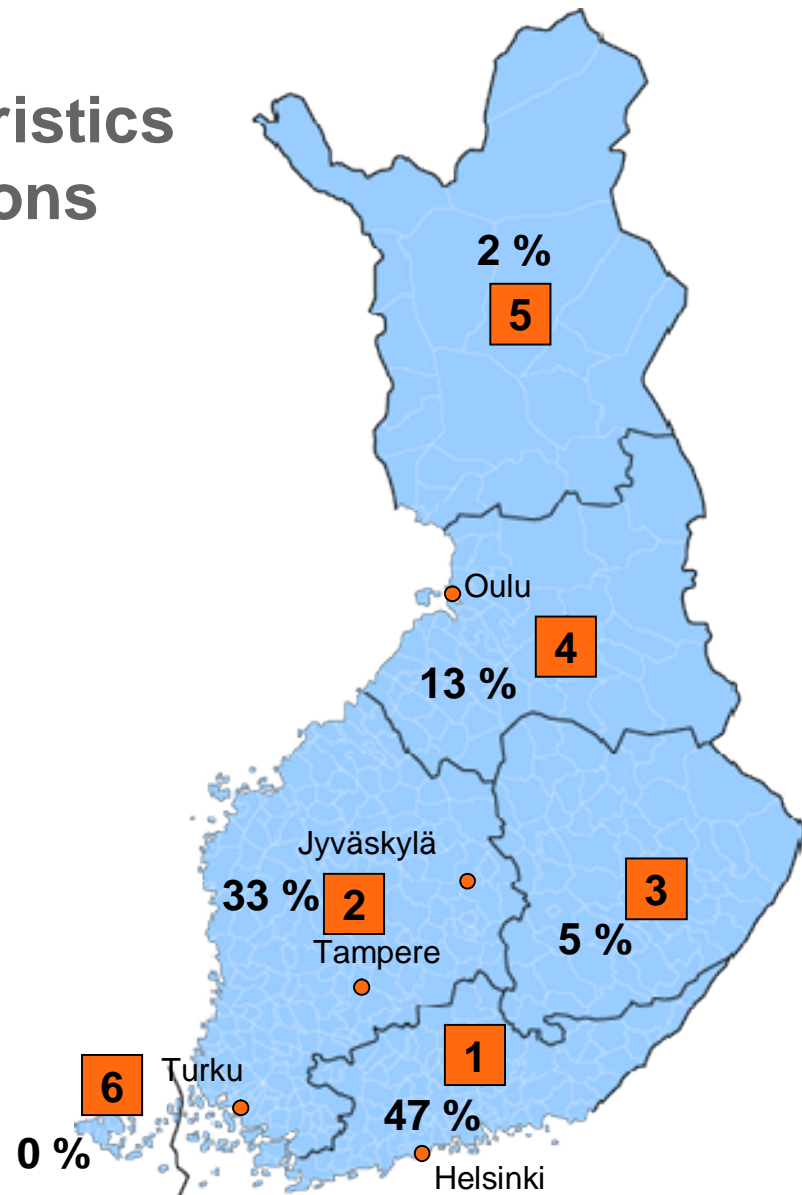
- loans by maturity



OPMB Asset pool characteristics

-Geographical distributions

1	Southern Finland
2	Western Finland
3	Eastern Finland
4	Oulu region
5	Lapland
6	Åland



Investor Relations Contacts

CFO

Mr Jouko Pölönen

Tel. +358 10 252 3405

jouko.polonen@pohjola.com



SVP, Investor Relations

Ms Tarja Ollilainen

Tel. +358 10 252 4494

tarja.ollilainen@pohjola.com



Head of Group Treasury

Mr Hanno Hirvinen

Tel. +358 10 252 2221

hanno.hirvinen@pohjola.com



Head of Group Funding

Mr Lauri Iloniemi

Tel. +358 10 252 3541

lauri.iloniemi@pohjola.com





OP-Pohjola Group

Thank you for your attention