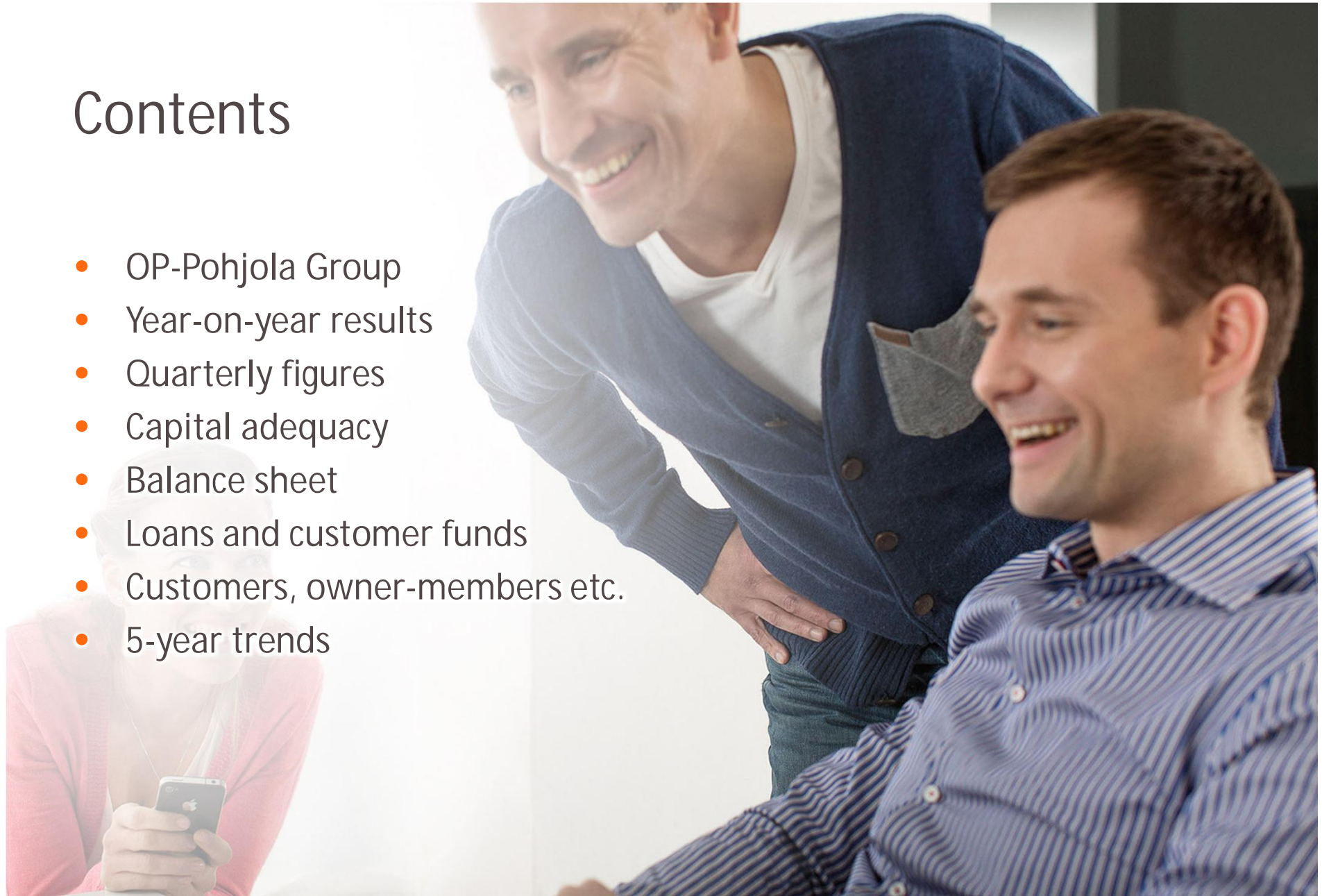




OP-Pohjola Group's
Financial Statements Bulletin
1 January–31 December 2013

Contents

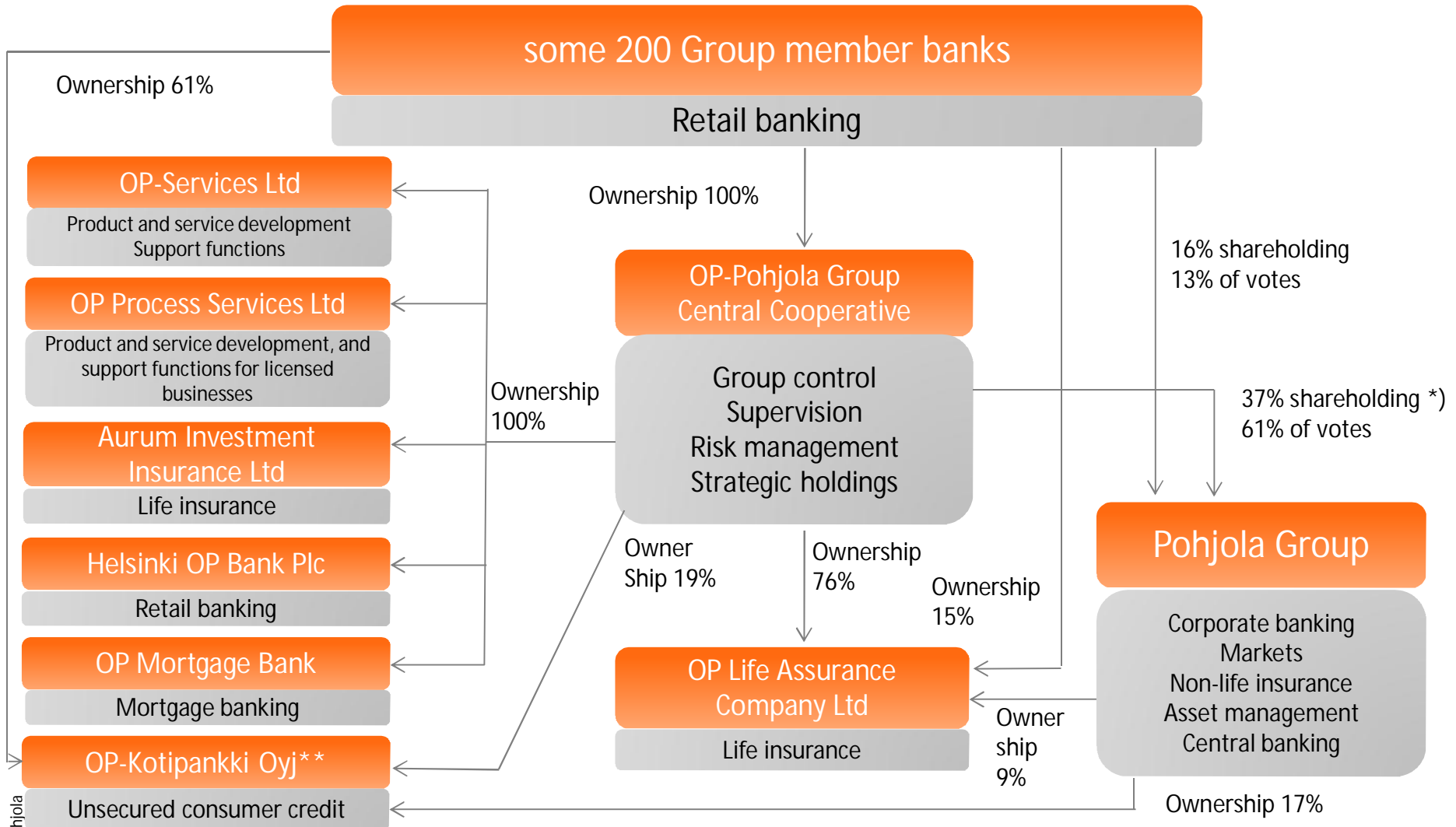
- OP-Pohjola Group
- Year-on-year results
- Quarterly figures
- Capital adequacy
- Balance sheet
- Loans and customer funds
- Customers, owner-members etc.
- 5-year trends





OP-Pohjola Group

Structure, Ownership Base and Division of Responsibilities OP-Pohjola Group



Credit institutions within OP-Pohjola Group are liable for each other's debts and commitments. OP-Pohjola Group is supervised by FSA on a consolidated basis.

*) Includes shareholding of 0.26% by OP-Pohjola Group Central Cooperative's subsidiary, OP Life Assurance Company Ltd

***) OP-Pohjola Group's shareholding 100%, of which OP-Pohjola Group Central Cooperative Consolidated's shareholding 39%.

OP-Pohjola Group Business Segments

Banking

- Cooperative banks, Helsinki OP Bank Plc, OP-Kotipankki Oyj and OP Mortgage Bank.
- Pohjola Group's Banking segment
- OP Bank Group Mutual Insurance Company

Non-life Insurance

- Pohjola Insurance Ltd, Eurooppalainen Insurance Company Ltd, A-Insurance Ltd, Seesam Insurance AS, Omasairaala Oy and Pohjola Health Ltd

Wealth Management

- Pohjola Group's Asset Management segment
- OP Life Assurance Company Ltd, OP Fund Management Company Ltd and Aurum Investment Insurance Ltd

Other operations

- OP-Pohjola Group Central Cooperative, OP-Services Ltd, OP Process Services Ltd and Pohjola's Group functions



OP-Pohjola Group Key Indicators

	Q1-Q4/2013	Q1-Q4/2012	Change, %
Earnings before tax, € million	705	586	20.4
Banking	411	424	-3.1
Non-life Insurance	167	92	81.7
Wealth Management	113	101	12.1
Returns to owner-members and OP-bonus customers, € million	193	192	0.7
	31 Dec 2013	31 Dec 2012	Change, %
Core Tier 1, excl. transition provisions, %	17.3	14.8	2.5 *
Core Tier 1 ratio, %	14.3	14.1	0.2 *
Ratio of capital base to minimum amount of capital base (under the Act on the Supervision of Financial and Insurance Conglomerates)	1.90	1.90	0.00 *
Non-performing receivables/loan and guarantee portfolio	0.42	0.46	-0.04 *
Joint banking and insurance customers (1000)	1,518	1,425	6.6

*Change in ratio

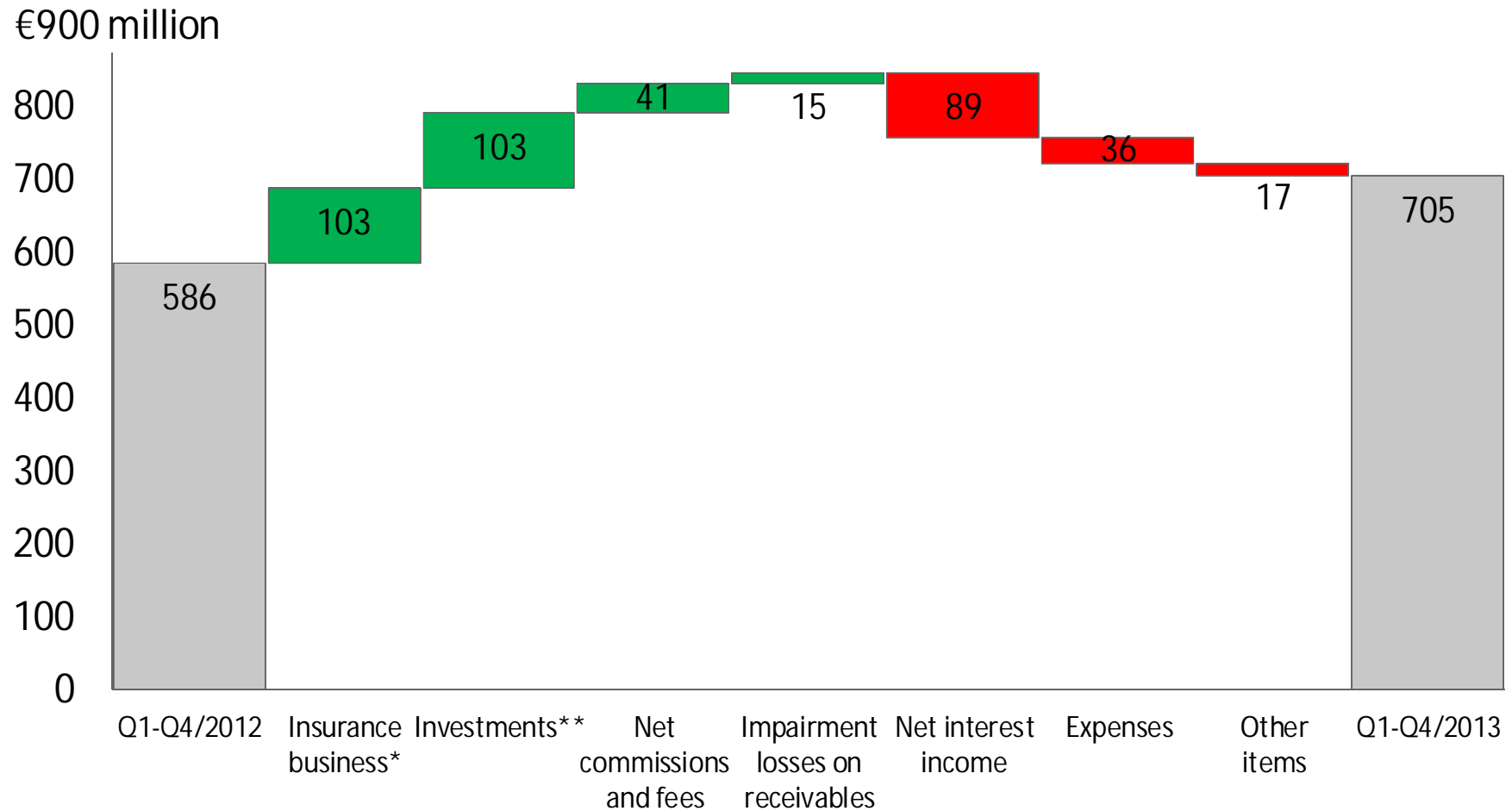
Joint Liability, Deposit Insurance and Investors' Compensation

- Under the Laki talletuspankkien yhteenliittymästä Act (the Act on the Amalgamation of Deposit Banks), the amalgamation of the cooperative banks comprises the organisation's central institution (OP-Pohjola Group Central Cooperative), its member credit institutions and the companies belonging to their consolidation groups as well as credit and financial institutions and service companies in which the above-mentioned entities together hold more than half of the total votes.
- The central institution's members at the end of the report period comprised OP-Pohjola Group's member cooperative banks as well as Pohjola Bank plc, Helsinki OP Bank Plc, OP Mortgage Bank , OP-Kotipankki Oyj and OP Process Services Ltd.
- By virtue of the Act on the Amalgamation of Deposit Banks, the central institution has both the right to control its credit institutions and the obligation to supervise their operations. The amalgamation of deposit banks is supervised on a consolidated basis. As laid down in applicable law, the member credit institutions and OP-Pohjola Group Central Cooperative are ultimately jointly and severally liable for each other's debts and commitments. OP-Pohjola Group's insurance companies, for example, do not therefore fall within the scope of joint liability.
- Deposit banks belonging to OP-Pohjola Group, i.e. its member cooperative banks, Pohjola Bank plc, Helsinki OP Bank Plc and OP-Kotipankki Oyj, are regarded as a single bank with respect to deposit insurance. Under legislation governing the Investors' Compensation Fund, OP-Pohjola Group is also considered a single entity in respect of investors' compensation.



Year-on-year Results

OP-Pohjola Group Earnings before Tax



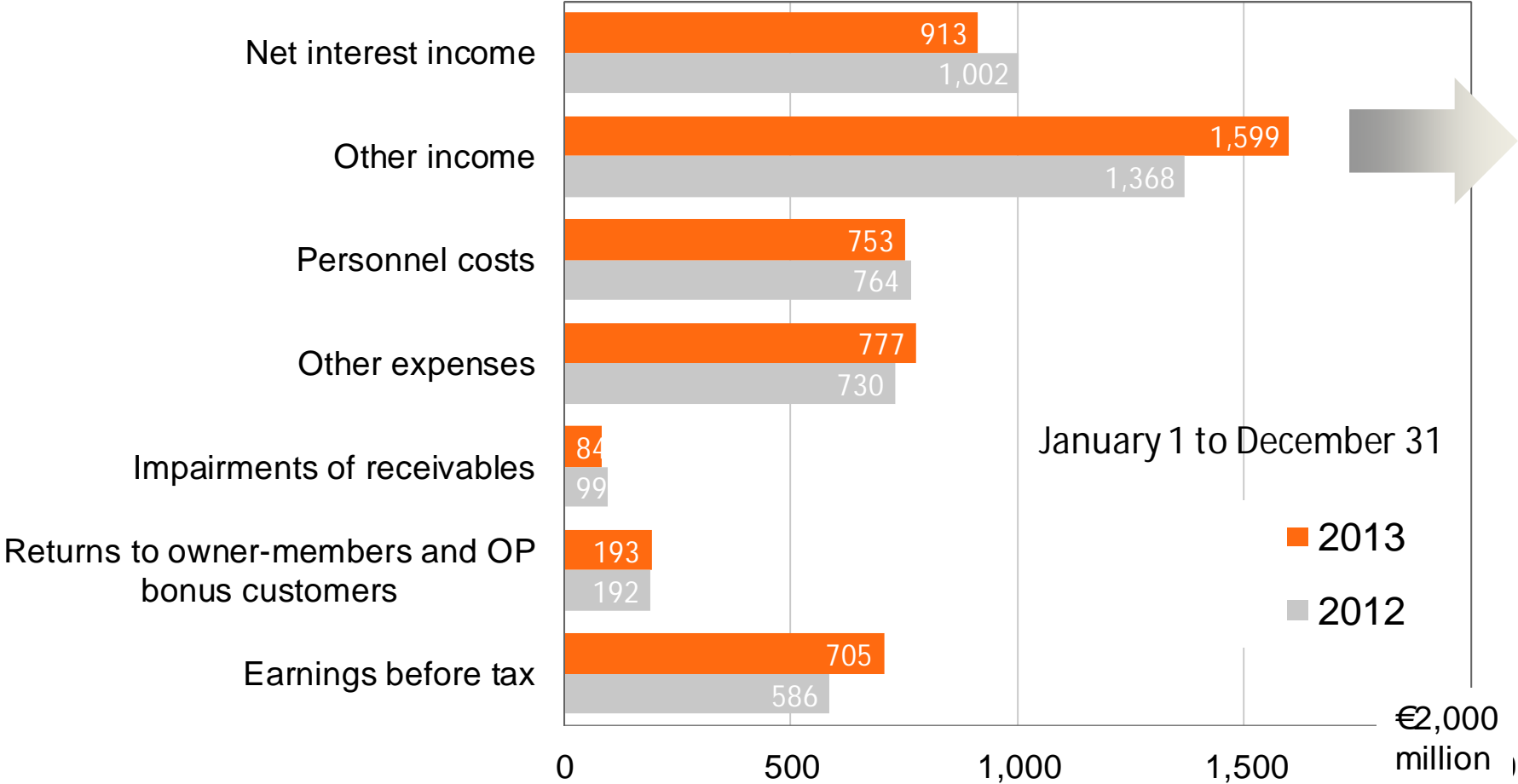
© OP-Pohjola

*) Life and Non-life Insurance **) Investments = Life insurance's investment income ((excl. derivatives hedging technical provisions) and Non-life insurance investment income + Net trading and investment income

OP-Pohjola

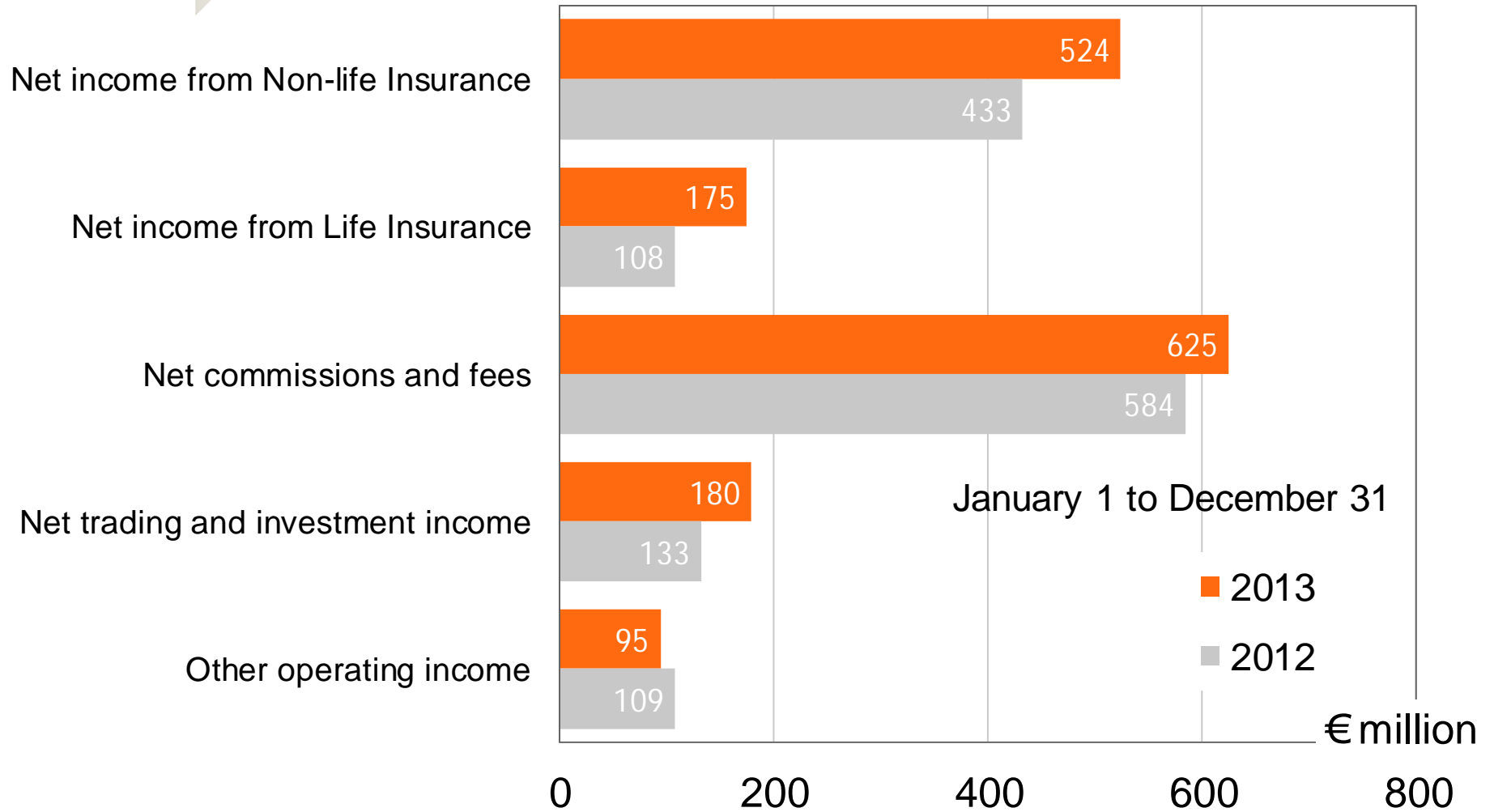


OP-Pohjola Group Income statement





OP-Pohjola Group Other Income



OP-Pohjola Group
Income statement

January 1 to December 31 € million	2013	2012	Change € million	%
Interest income	2,512	3,174	-662	-20.8
Interest expenses	1,599	2,171	-573	-26.4
Net interest income	913	1,002	-89	-8.9
Impairments of receivables	84	99	-15	-15.4
Net interest income after impairment losses	830	903	-74	-8.2
Net income from Non-life Insurance operations	524	433	92	21.1
Net income from Life Insurance operations	175	108	67	61.8
Net commissions and fees	625	584	41	6.9
Net trading income	114	81	33	41.1
Net investment income	66	52	14	26.8
Other operating income	95	109	-13	-12.4
Personnel costs	753	764	-12	-1.5
Other administrative expenses	373	378	-5	-1.4
Other operating expenses	404	352	53	15.0
Returns to owner-members and OP bonus customers	193	192	1	0.7
Share of associates' profits/losses	0	2	-2	
Earnings before tax	705	586	119	20.4

OP-Pohjola Group

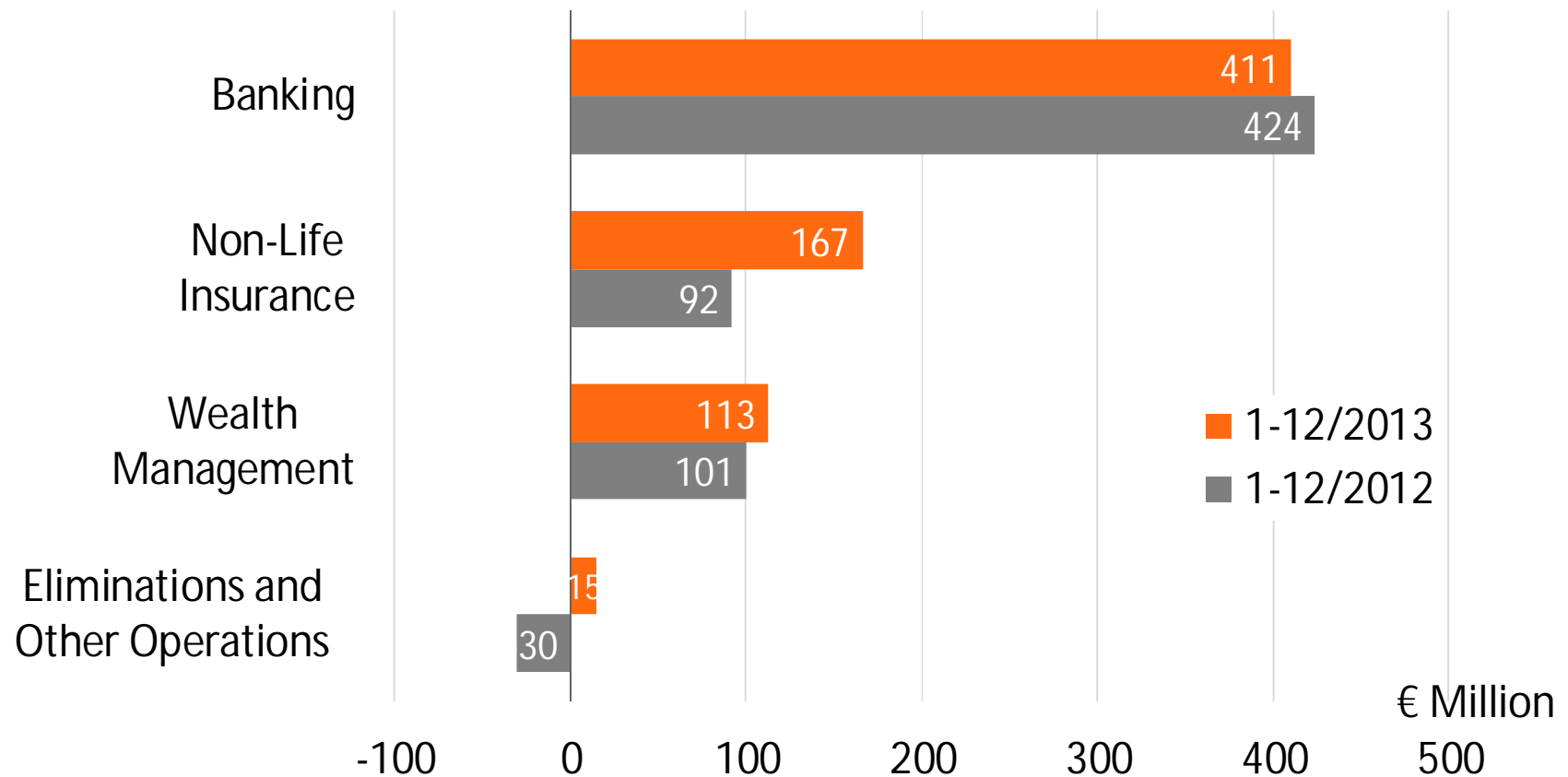
Income Statement by Business Segment

1 January to 30 December 2013

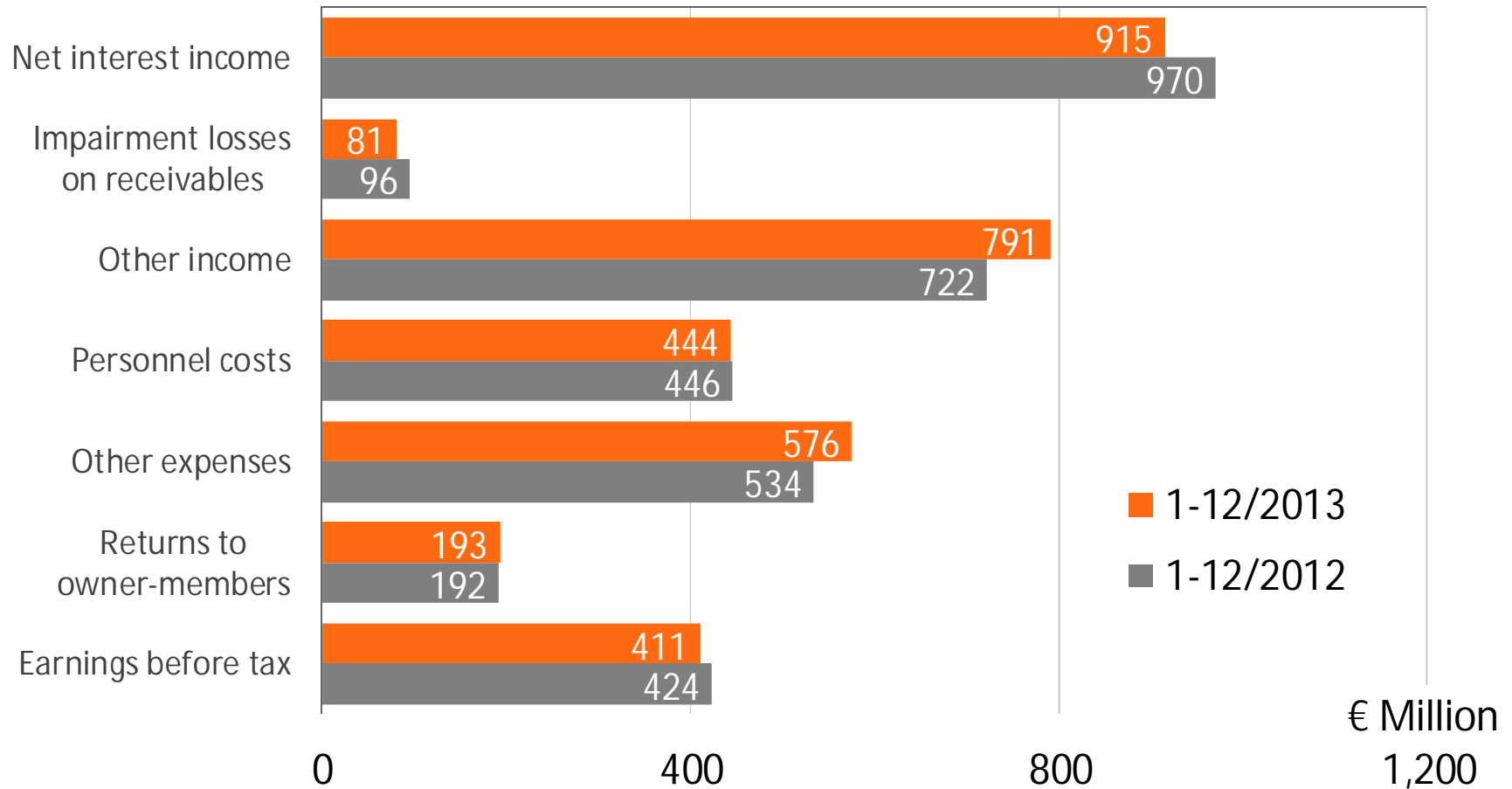
€ million	Banking	Non-Life Insurance	Wealth Management	Eliminations and Other Operations	Total
Net interest income	915	-24	2	21	913
Net income from non-life insurance	0	529	0	-5	524
Net income from life insurance	0	0	50	125	175
Net commissions and fees	600	17	199	-191	625
Other income	791	3	20	53	867
Total income	1,706	533	272	2	2,512
Personnel costs	444	107	24	178	753
Other expenses	576	260	135	-193	777
Total expenses	1,020	366	159	-15	1,530
Impairment losses on receivables	81	0	0	-2	79
Returns to owner-members	193	0	0	0	193
Earnings before tax	411	167	113	15	705
Cost /income ratio, %	60				

OP-Pohjola Group

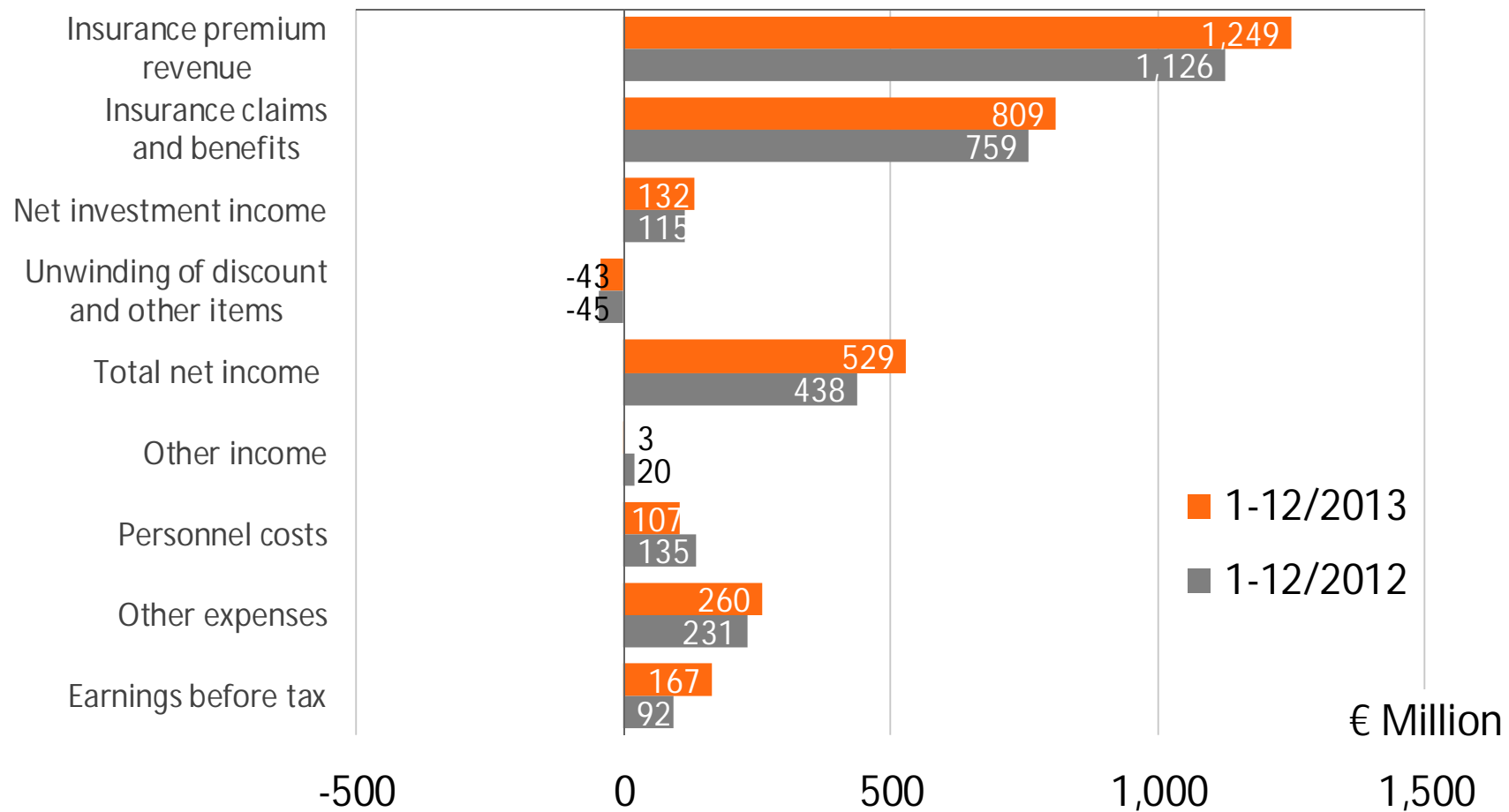
Earnings before tax by Business Segment



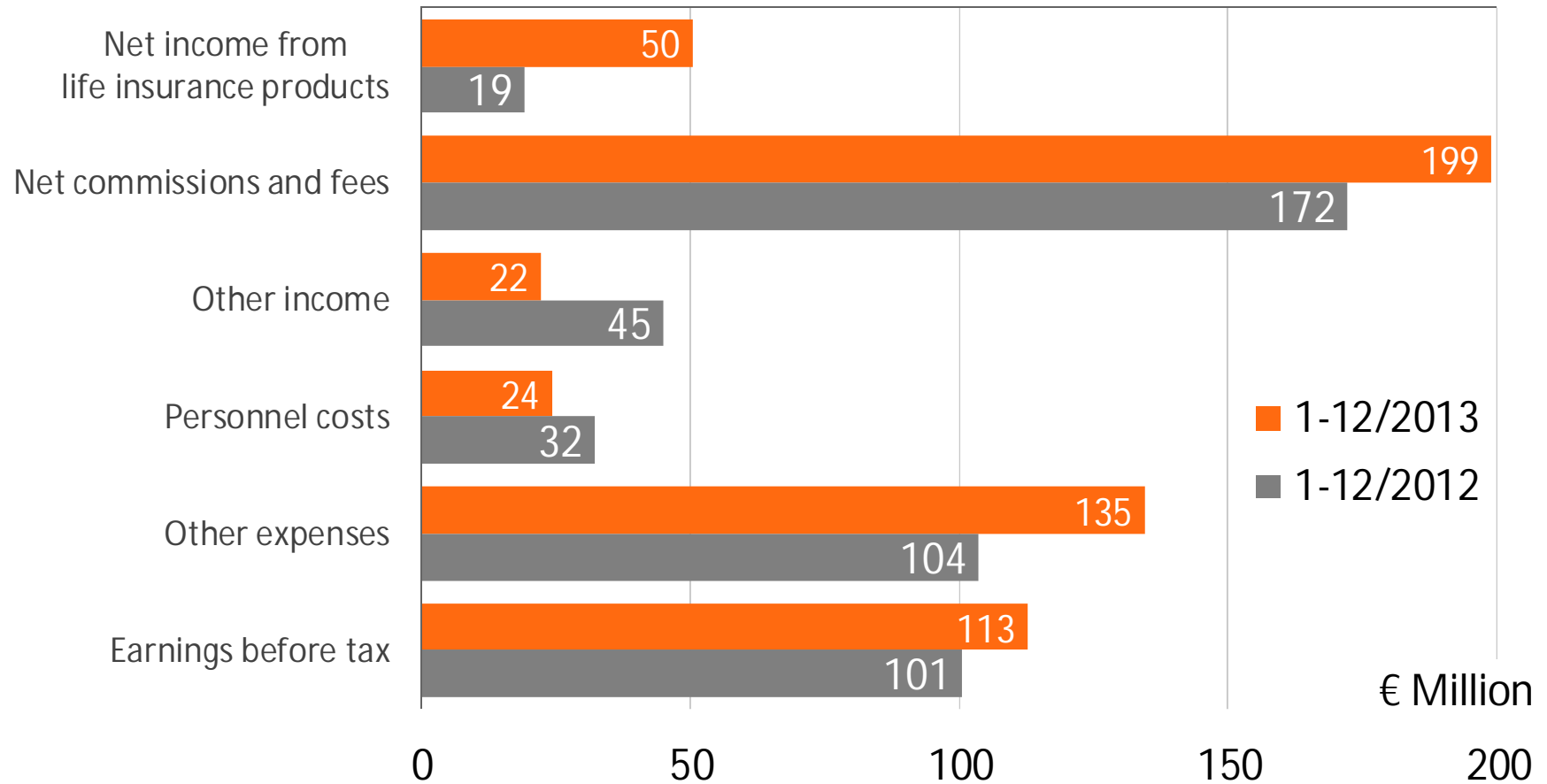
OP-Pohjola Group Banking



OP-Pohjola Group Non-Life Insurance



OP-Pohjola Group Wealth Management





Quarterly Figures

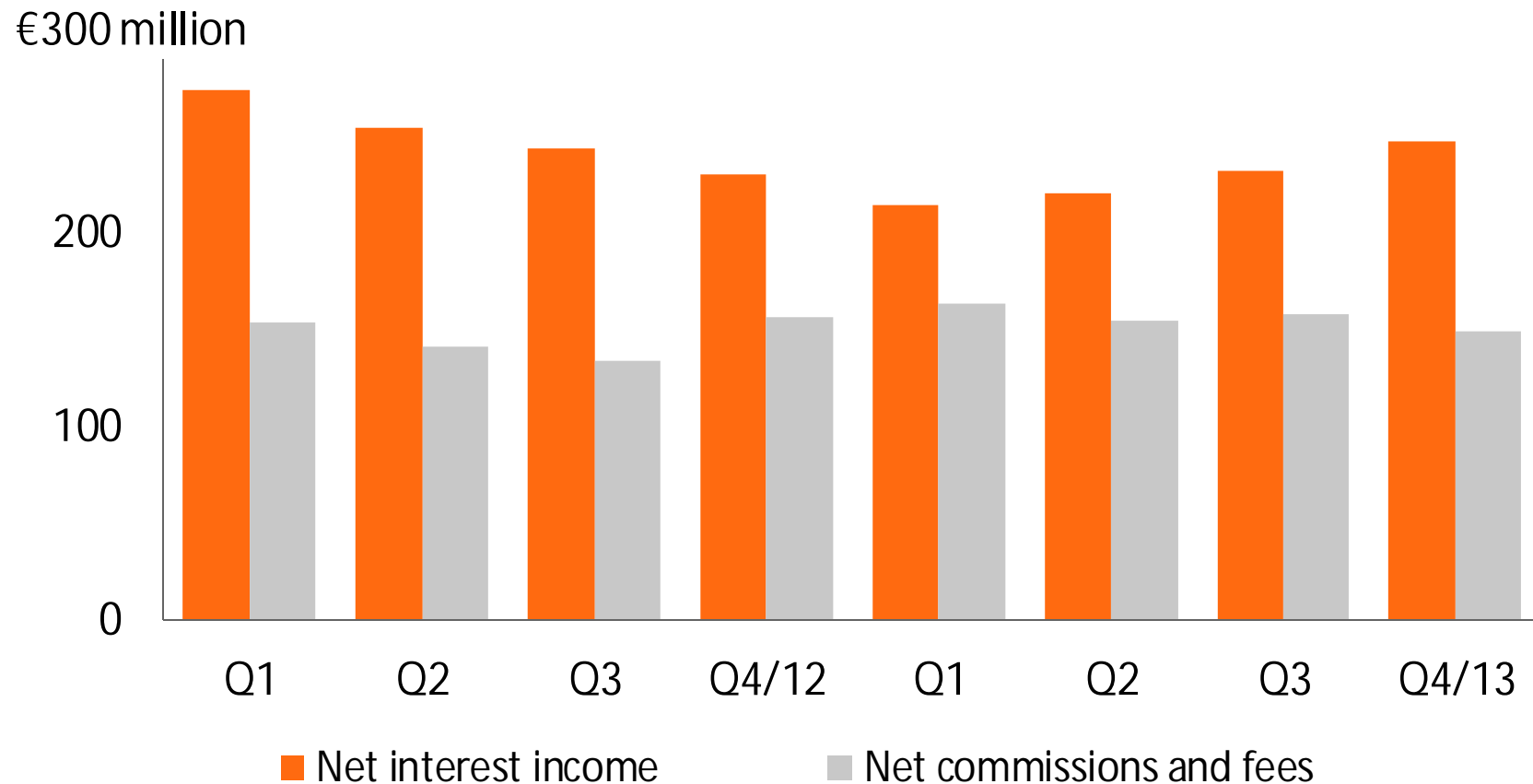
OP-Pohjola Group Quarterly Performance

€ million	2012				2013			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net interest income	274	255	243	230	214	221	232	247
Other income	363	321	326	358	458	399	395	346
Total income	637	576	569	589	672	620	626	593
Personnel costs	203	194	188	180	201	194	166	192
Other expenses	180	183	163	203	181	191	178	227
Total expenses	383	377	351	383	382	384	344	419
Impairments of receivables	11	17	19	51	9	23	17	34
Returns to owner-members and OP bonus customers	44	52	46	50	48	48	49	49
Earnings before tax	199	130	153	104	234	164	216	91

OP-Pohjola Group
Other Income by Quarter

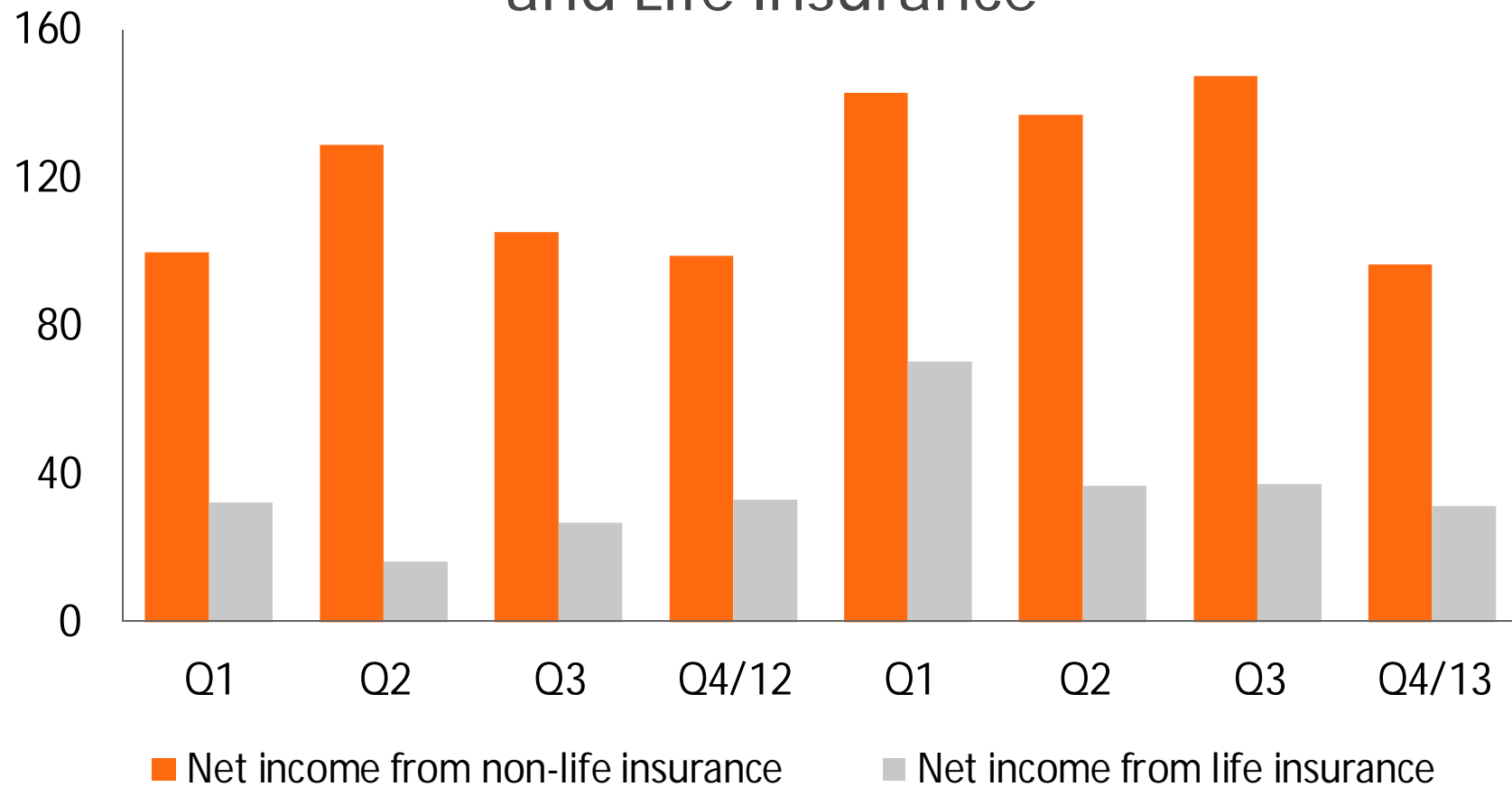
€ million	2012				2013			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net income from non-life insurance	100	129	105	99	143	137	148	97
Net income from life insurance	32	16	27	33	70	37	37	31
Net commissions and fees	153	141	134	156	163	154	158	149
Net income from trading and investments	52	13	19	48	53	48	34	44
Other income	25	22	41	23	28	24	18	25
Total	363	321	326	358	458	399	395	346

OP-Pohjola Group Net Interest Income and Net Commissions and Fees

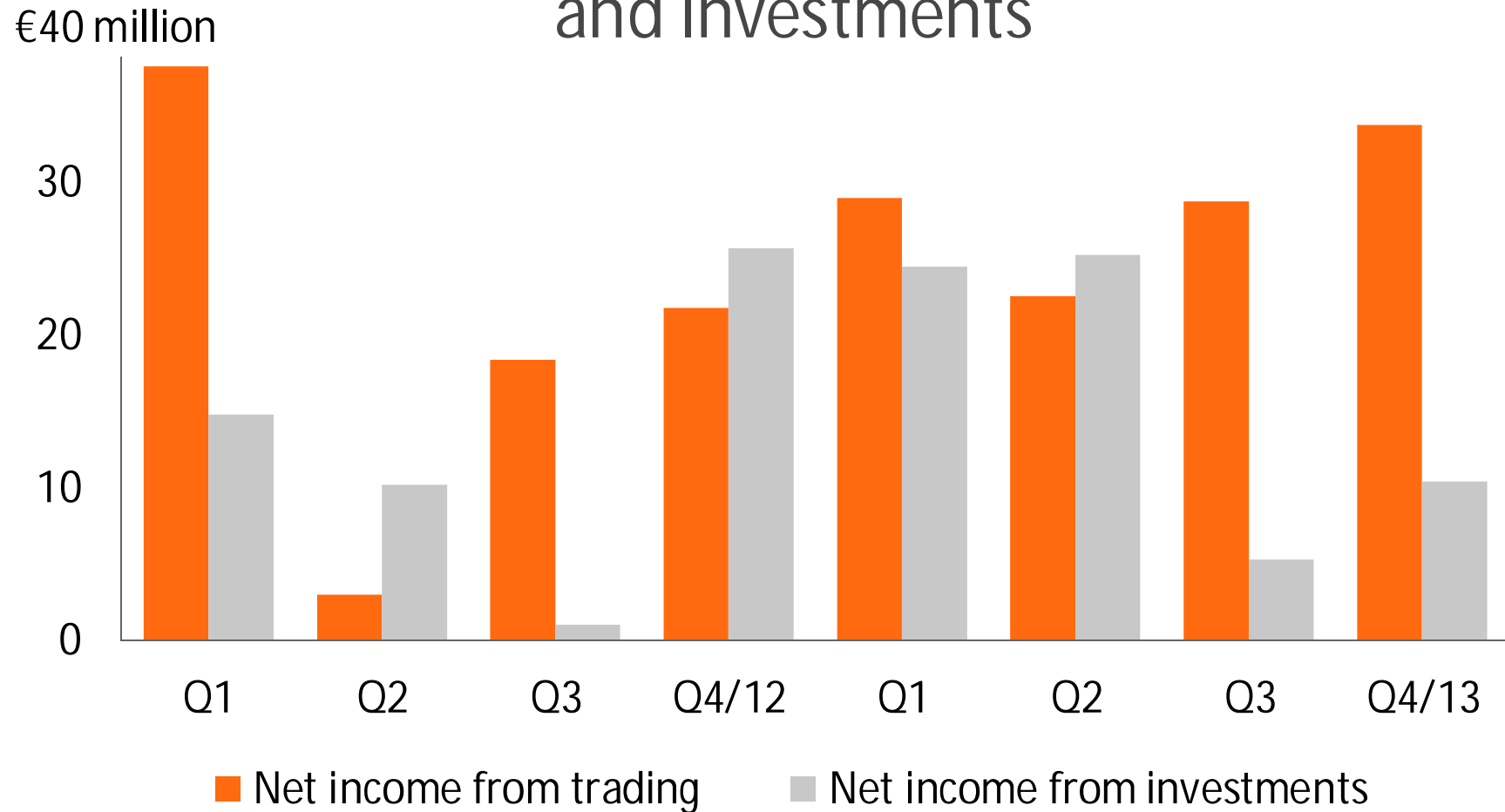


OP-Pohjola Group Net Income from Non-life and Life Insurance

€ million

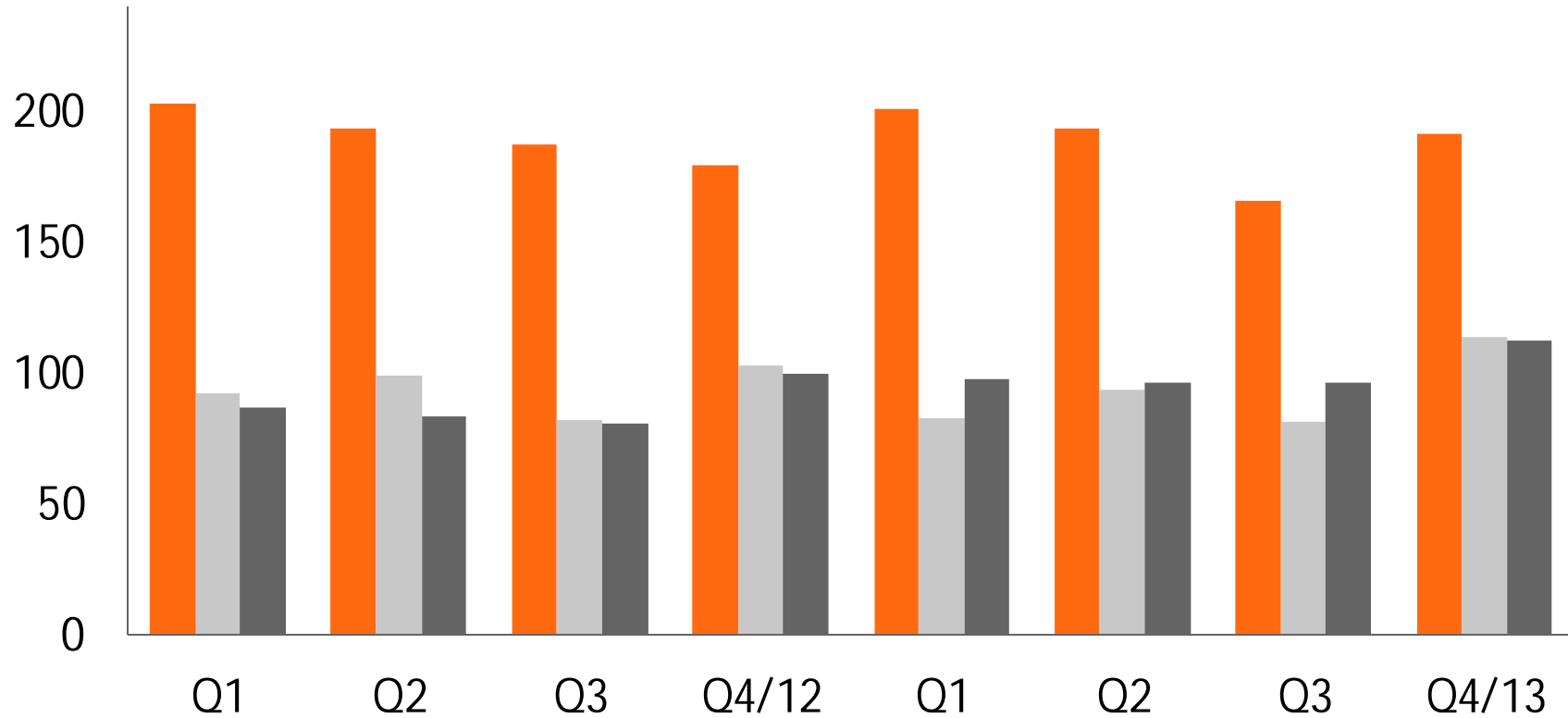


OP-Pohjola Group Net Income from Trading and Investments



OP-Pohjola Group Expenses

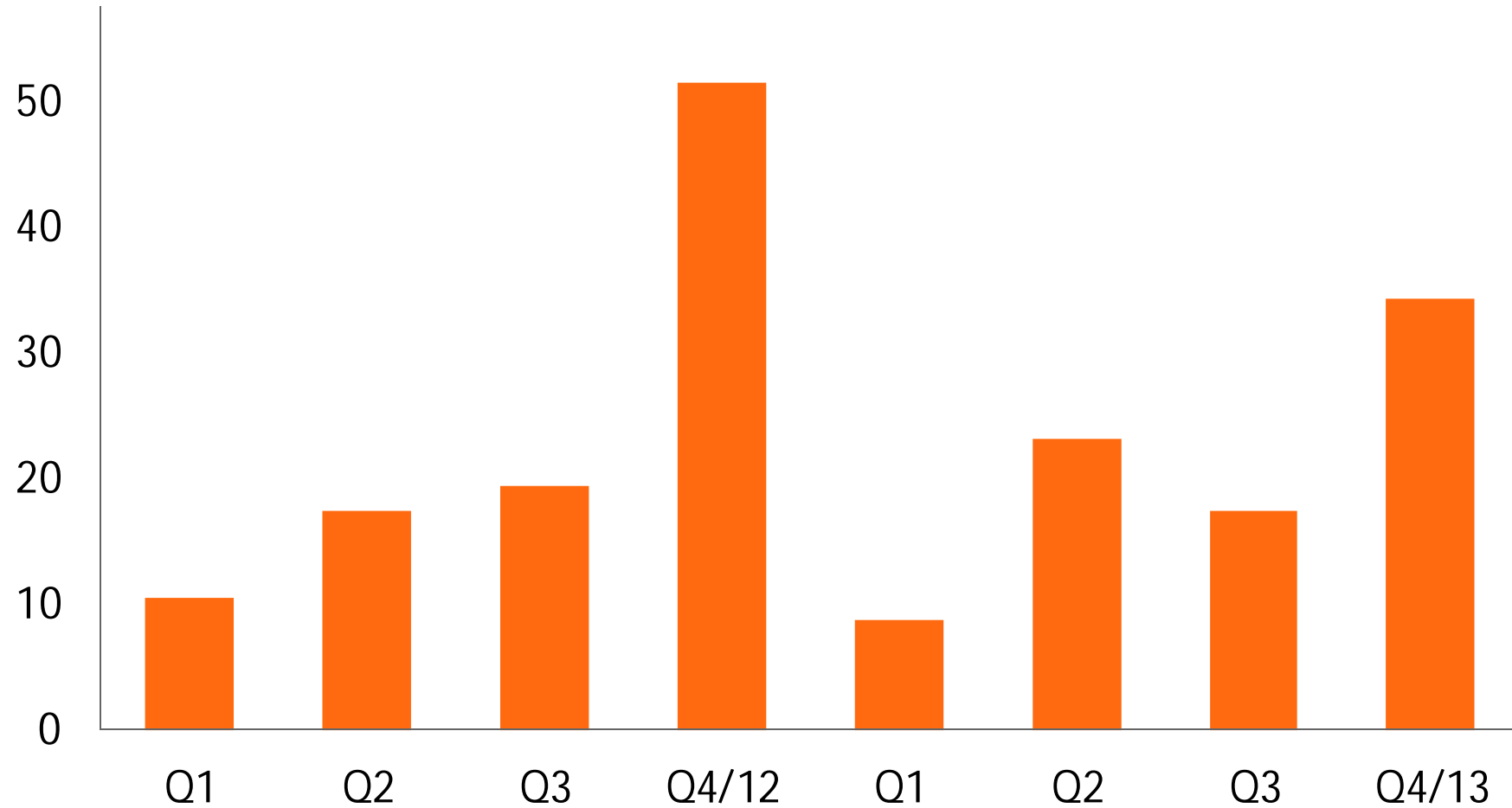
€250 million



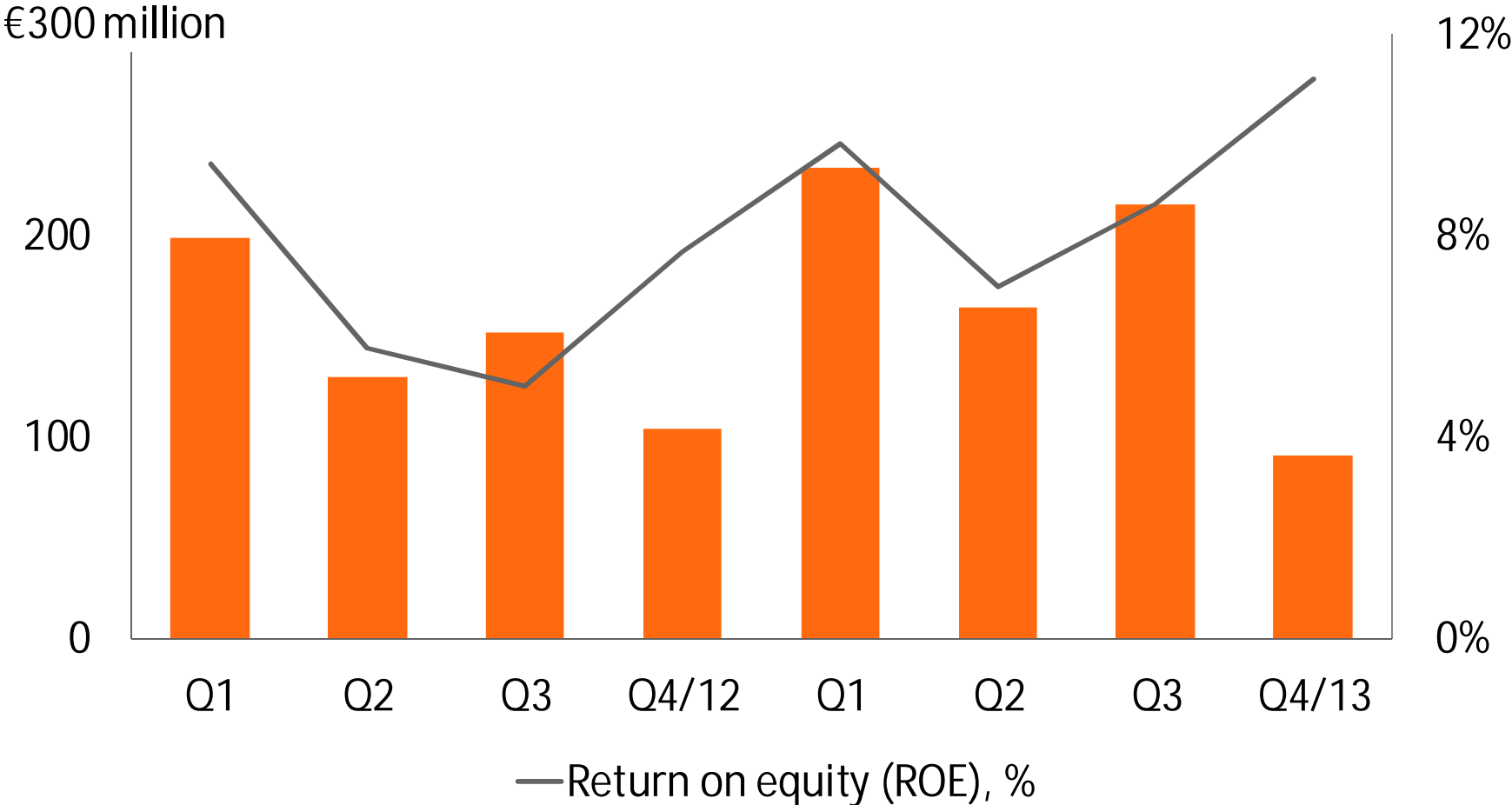
■ Personnel costs ■ Other administrative expenses ■ Other operating expenses

OP-Pohjola Group Quarterly Impairments of Receivables

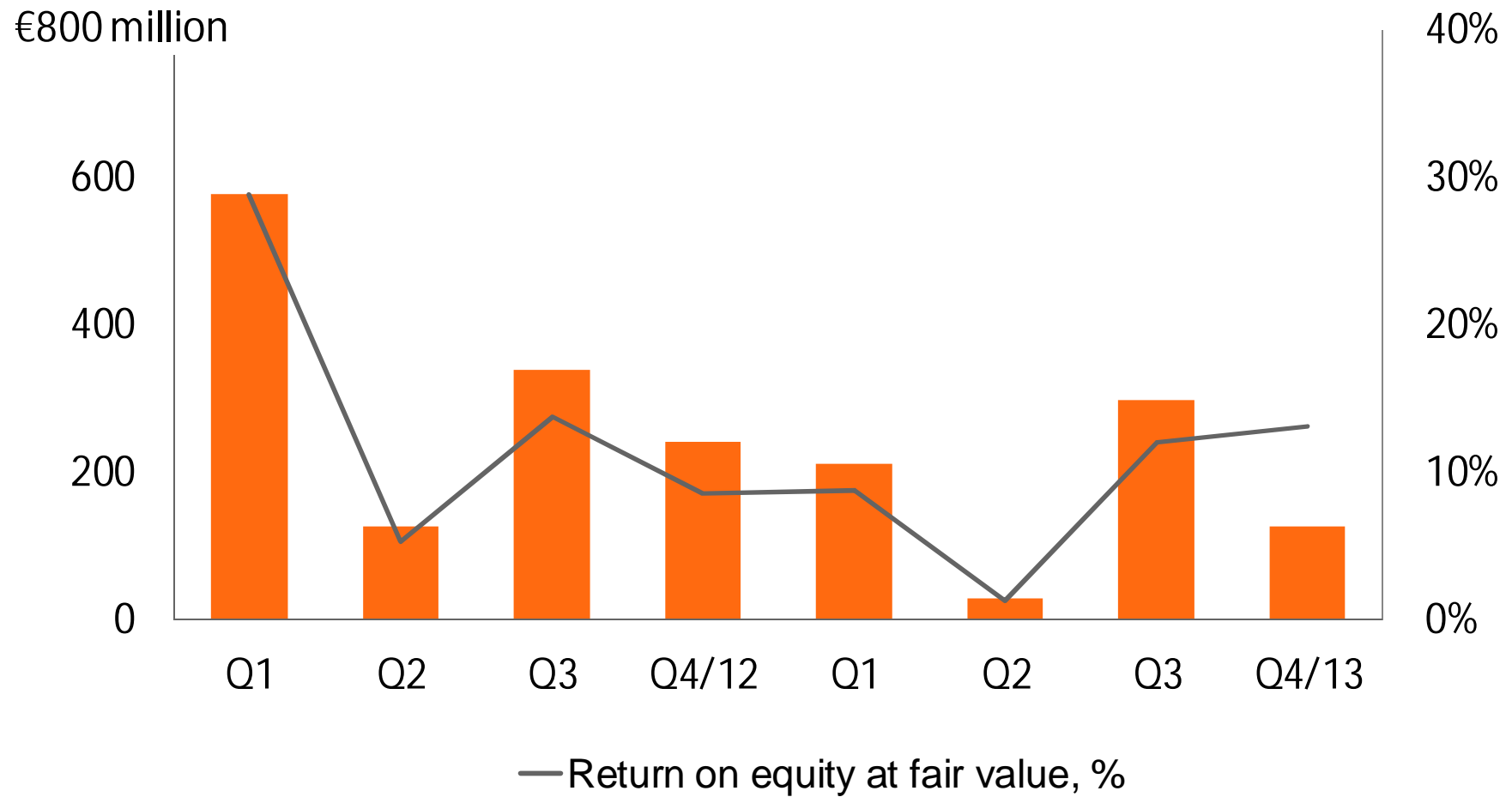
€60 million



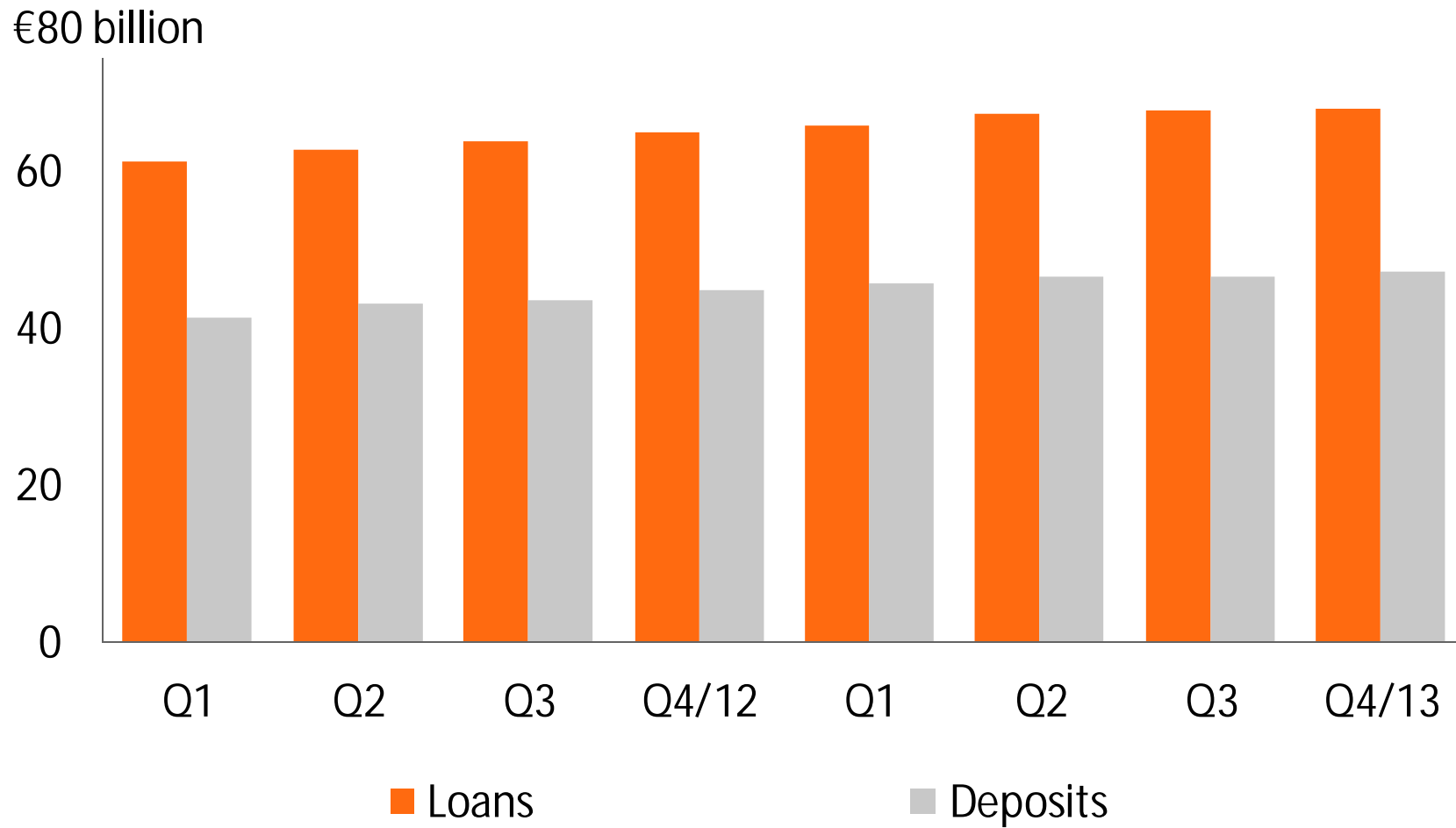
OP-Pohjola Group Earnings before Tax



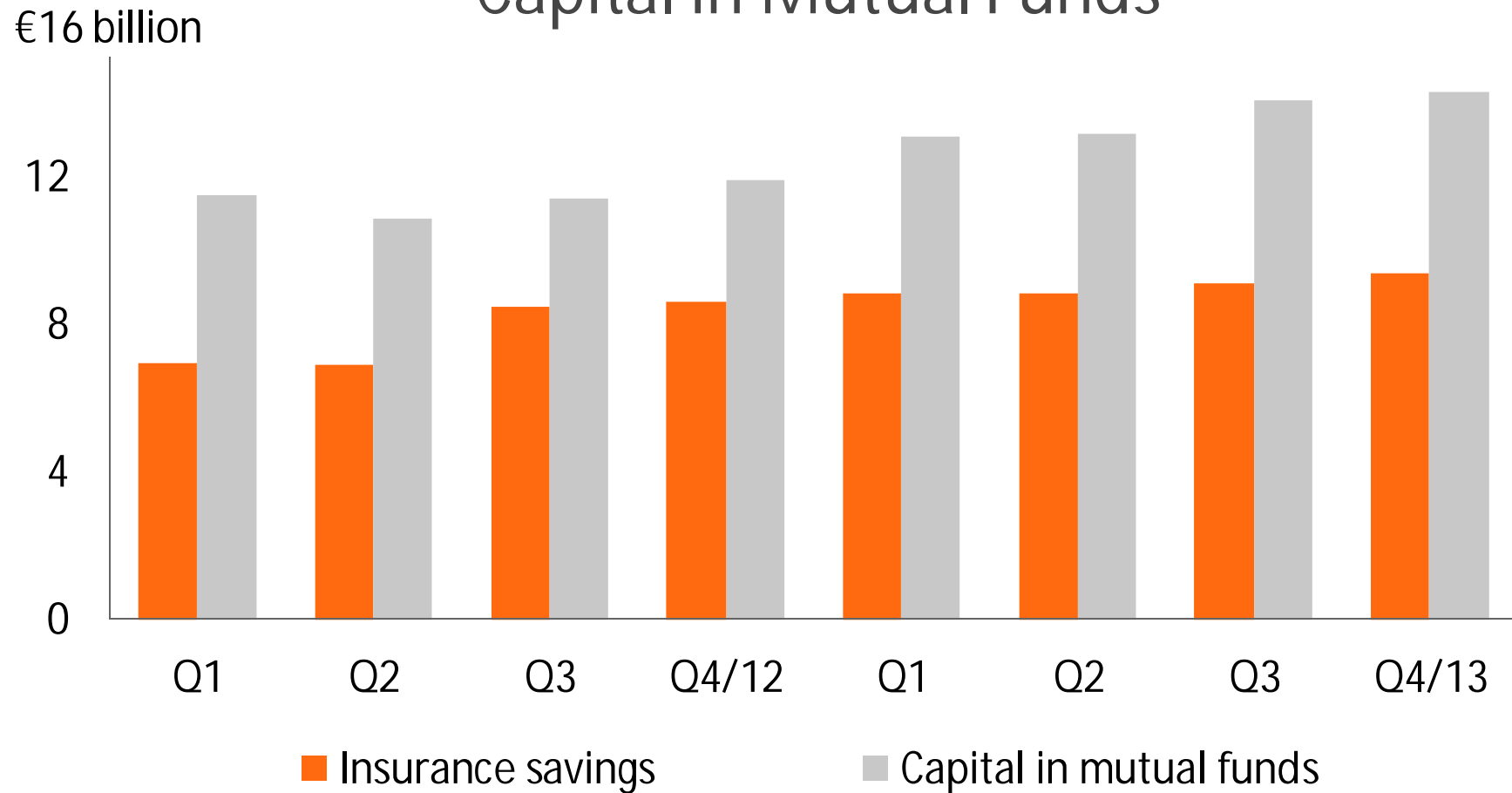
OP-Pohjola Group Earnings before Tax at Fair Value



OP-Pohjola Group Loans and Deposits



OP-Pohjola Group Life Insurance Savings and Capital in Mutual Funds



OP-Pohjola Group Non-life Insurance Premium Revenue (IFRS)





Capital Adequacy

Two Capital Adequacy Ratios

Consolidated capital adequacy = capital adequacy of the amalgamation of cooperative banks

- The Group's operations are based on the Act on the Amalgamation of Deposit Banks
- The Act on the Amalgamation of Deposit Banks prescribes a minimum capital requirement for an amalgamation of cooperative banks. This is calculated using the provisions in the Act on Credit Institutions.
- The amalgamation of cooperative banks consists of the amalgamation's central institution (OP-Pohjola Group Central Cooperative), its member credit institutions and the companies belonging to their consolidation groups. Although OP-Pohjola Group's insurance companies do not belong to the amalgamation of the cooperative banks, investments made in them have a major impact on capital adequacy calculated in accordance with the capital adequacy regulations for credit institutions.

Capital adequacy ratio (under the Act on the Supervision of Financial and Insurance Conglomerates) = OP-Pohjola Group's capital adequacy

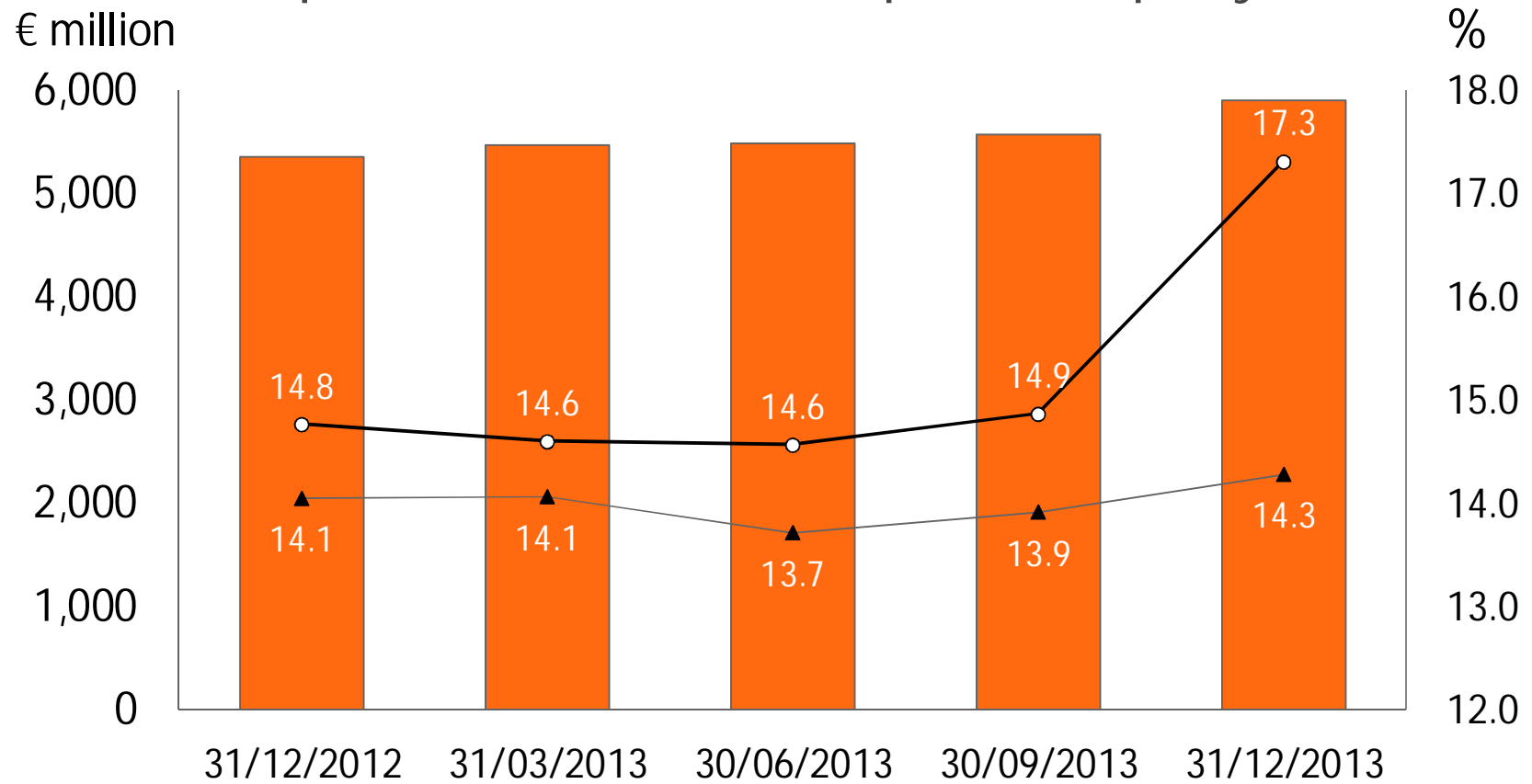
- OP-Pohjola Group is a financial conglomerate, pursuant to the Act on the Supervision of Financial and Insurance Conglomerates. The conglomerate is governed by specific provisions of the capital adequacy requirement.
- OP-Pohjola Group's capital adequacy pursuant to the Act on the Supervision of Financial and Insurance Conglomerates is calculated using the consolidation method, whereby assets included in capital resources but not included in equity capital, under the regulations for the banking or insurance industry, are added to the equity capital in the conglomerate's balance sheet.
 - Capital resources may not include items not available for covering the losses of other companies belonging to the conglomerate.
- The financial conglomerate's minimum capital requirement consists of the credit institutions' consolidated minimum capital requirement and the insurance companies' joint minimum operating capital.

In view of both capital adequacy requirements,
OP-Pohjola Group's risk-bearing capacity is strong.

The credit risk of the capital adequacy of the Amalgamation of the Cooperative Banks is calculated using the Internal Ratings Based Approach (IRBA)

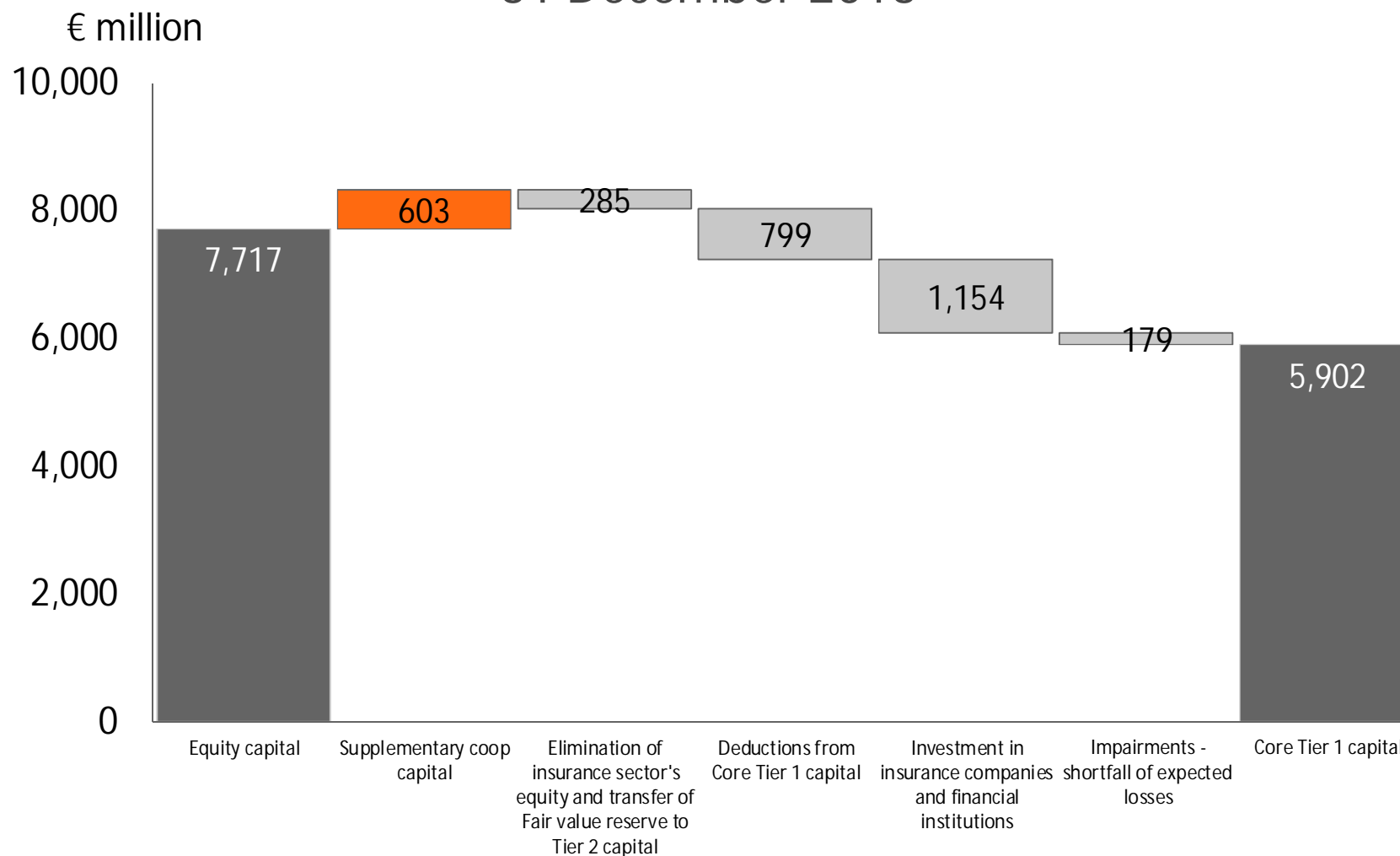
- The Internal Ratings Based Approach (IRBA) is applied to the following types of exposure
 - Retail exposure
 - Corporate exposure (FIRB)
 - Credit institution exposure (FIRB)
- The Standardised Approach (SA) is applied to government exposure
- A simple and PD/LGD method are applied to equity investments

The amalgamation of the cooperative banks Capital Resources and Capital Adequacy

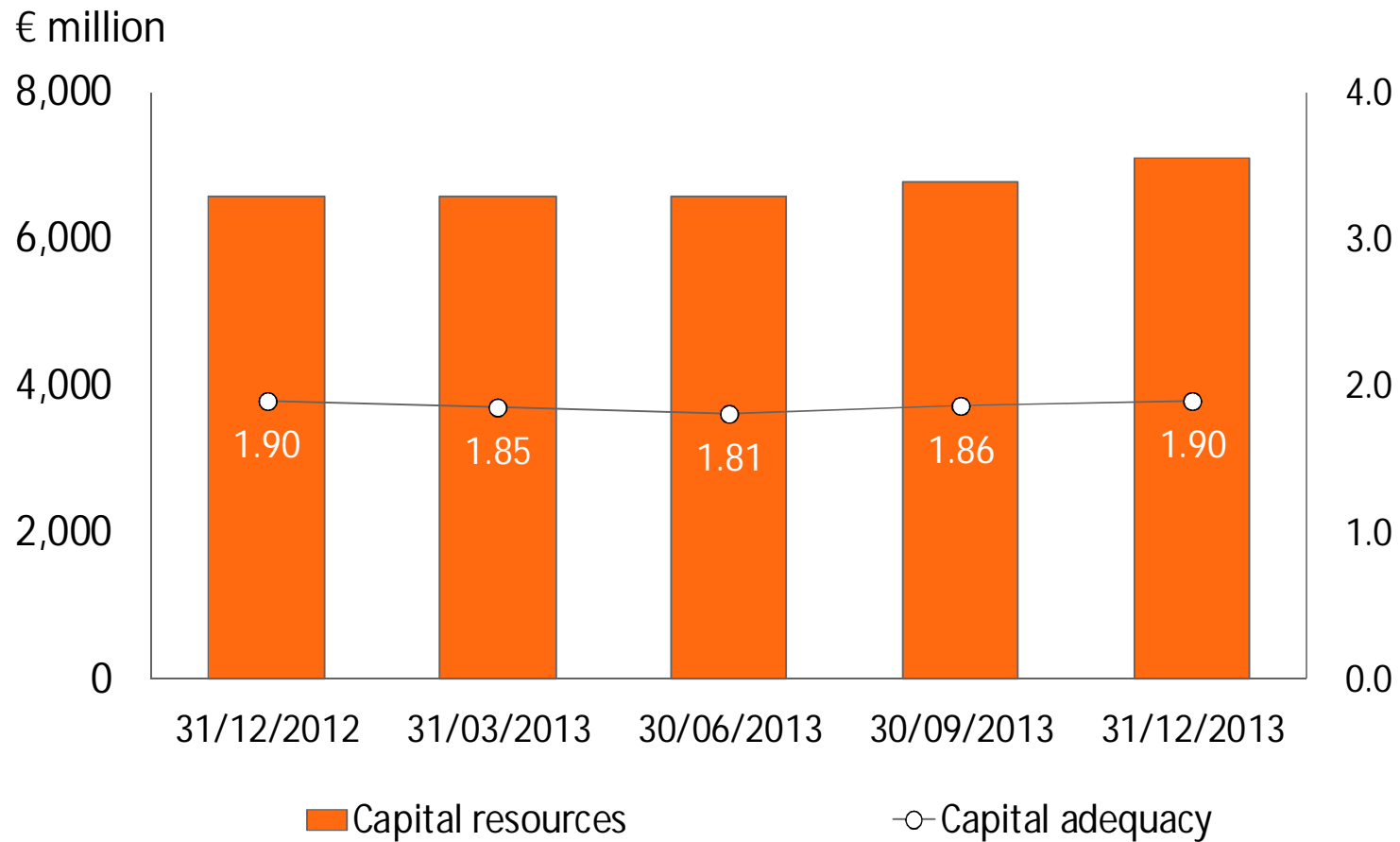


■ Core Tier 1 capital resources
 ▲ Core Tier 1, %
 ○ Core Tier 1 before the transition provisions, %

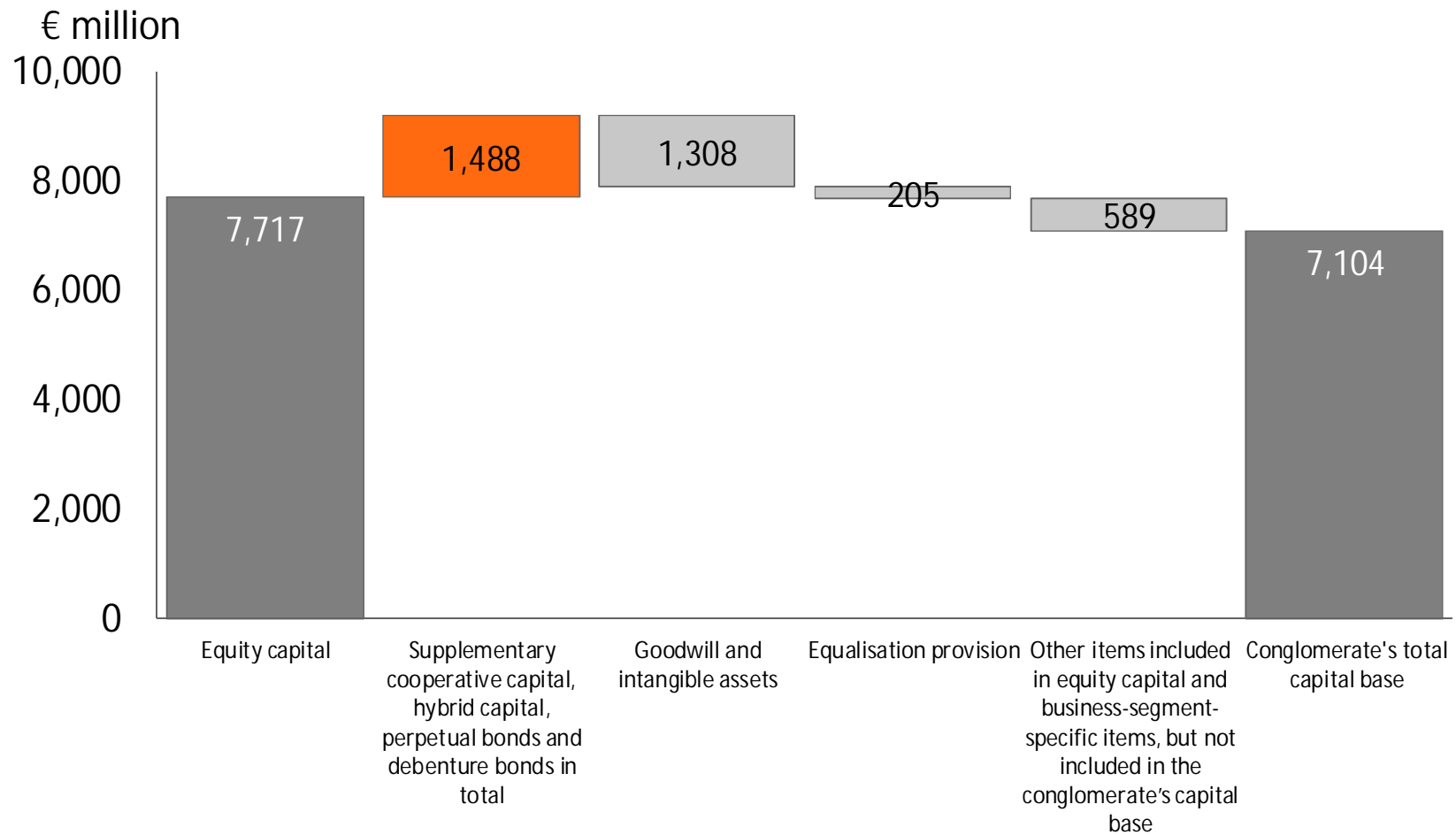
Tier 1 Capital under the Act on Credit Institutions 31 December 2013



OP-Pohjola Group Conglomerate's Capital Adequacy



Total Capital Base under the Act on the Supervision of Financial and Insurance Conglomerates 31 December 2013

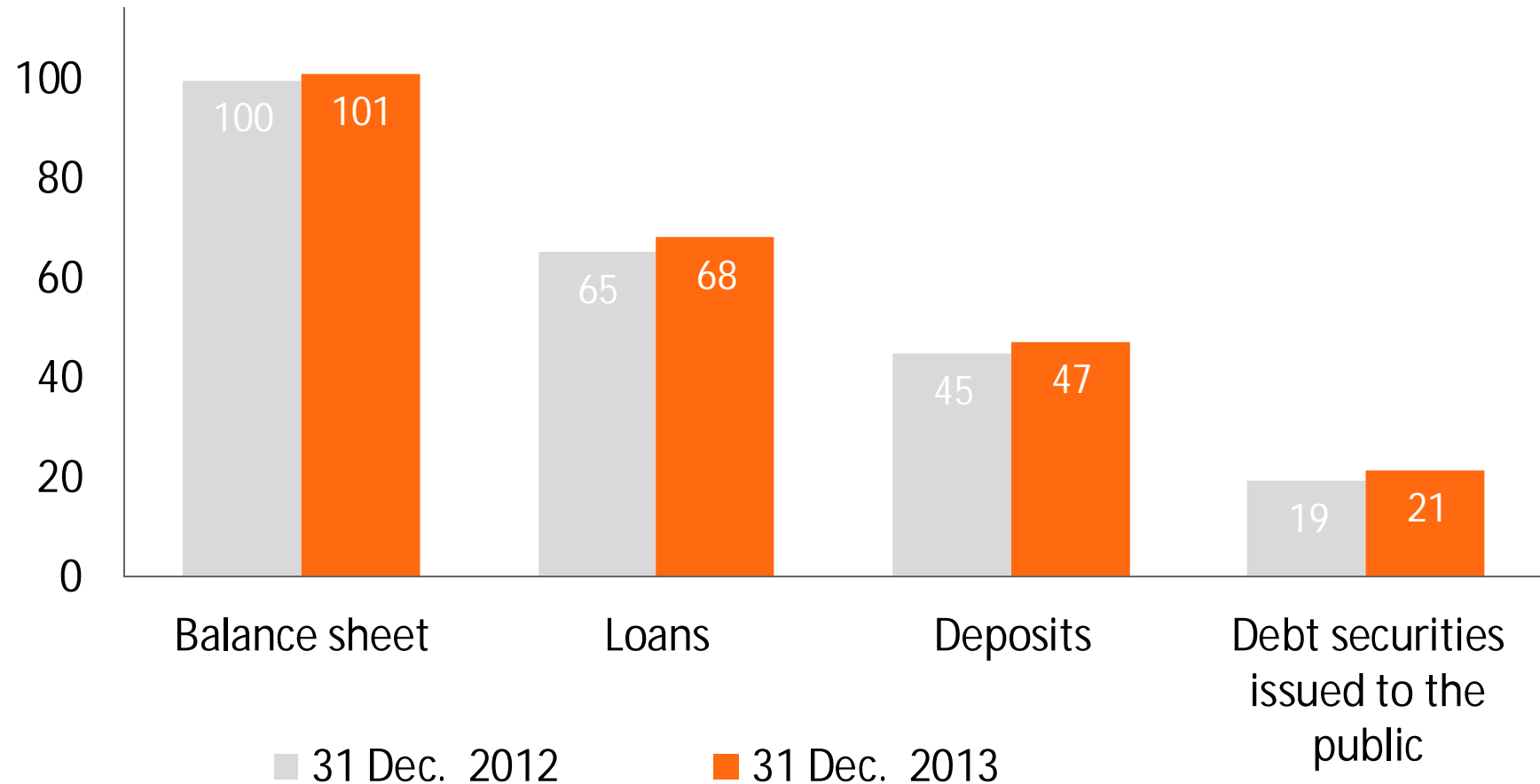




Balance Sheet

OP-Pohjola Group Key Balance Sheet Items

€120 billion



OP-Pohjola Group Balance sheet

€ million	31 Dec. 2013	31 Dec. 2012	Change	
			€ million	%
Receivables from credit institutions	848	840	8	1.0
Financial assets at fair value through profit or loss	537	358	179	50.0
Receivables from customers	68,255	65,161	3,094	4.7
Non-life Insurance assets	3,497	3,492	5	0.2
Life Insurance assets	9,880	9,173	707	7.7
Investment assets	8,613	6,596	2,016	30.6
Other items	9,352	14,150	-4,797	-33.9
Total assets	100,981	99,769	1,212	1.2
Liabilities to credit institutions	1,032	1,965	-933	-47.5
Liabilities to customers	50,175	49,650	525	1.1
Non-life Insurance liabilities	2,746	2,592	154	5.9
Life Insurance liabilities	9,771	8,970	800	8.9
Debt securities issued to the public	21,428	19,270	2,159	11.2
Other liabilities	8,113	10,188	-2,075	-20.4
Equity capital	7,717	7,134	582	8.2
Total liabilities and equity capital	100,981	99,769	1,212	1.2

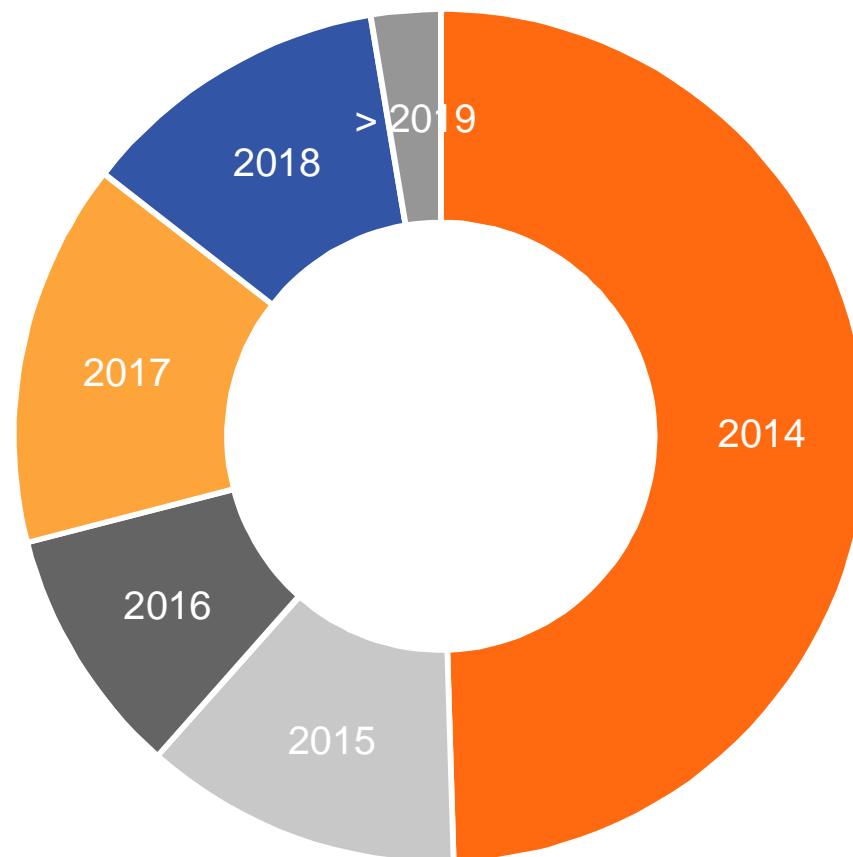


OP-Pohjola Group

Equity Capital and Cooperative Capital

€ million	31 Dec 2013	31 Dec 2012	Change € million	%
Share of OP-Pohjola Group's owners				
Share capital	199	200	-1	-0.4
Cooperative capital	140	136	4	2.9
Fair value reserve	325	339	-14	-4.2
Other reserves	2,739	2,683	57	2.1
Retained earnings	4,277	3,752	525	14.0
Minority interest	36	24	11	
Total equity capital	7,717	7,134	582	8.2
Cooperative capital not included in equity capital	606	666	-61	-9.1

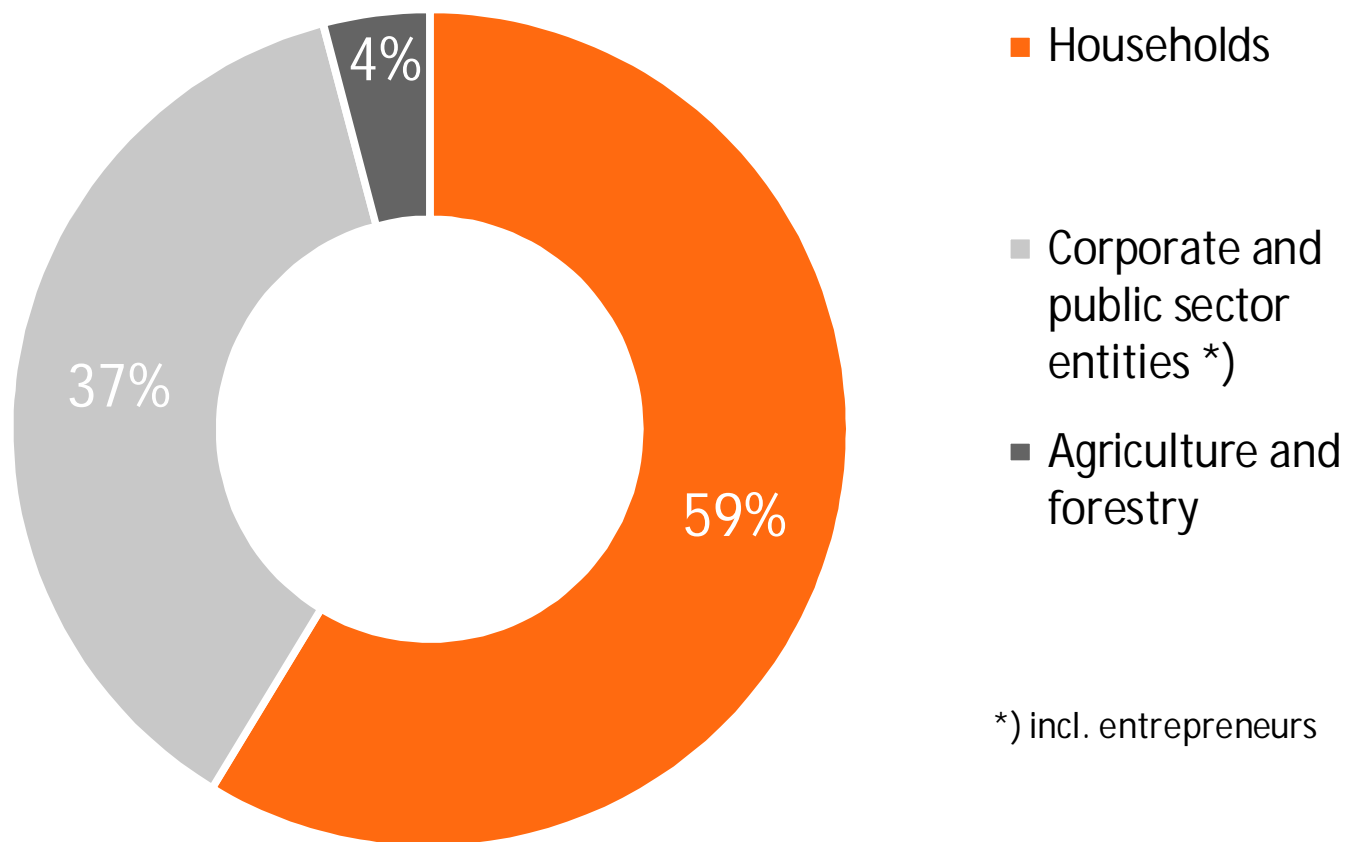
OP-Pohjola Group
Debt Securities Issued to the Public
Maturity 31 December 2013
total of €21.4 billion





Loans and Customer Funds

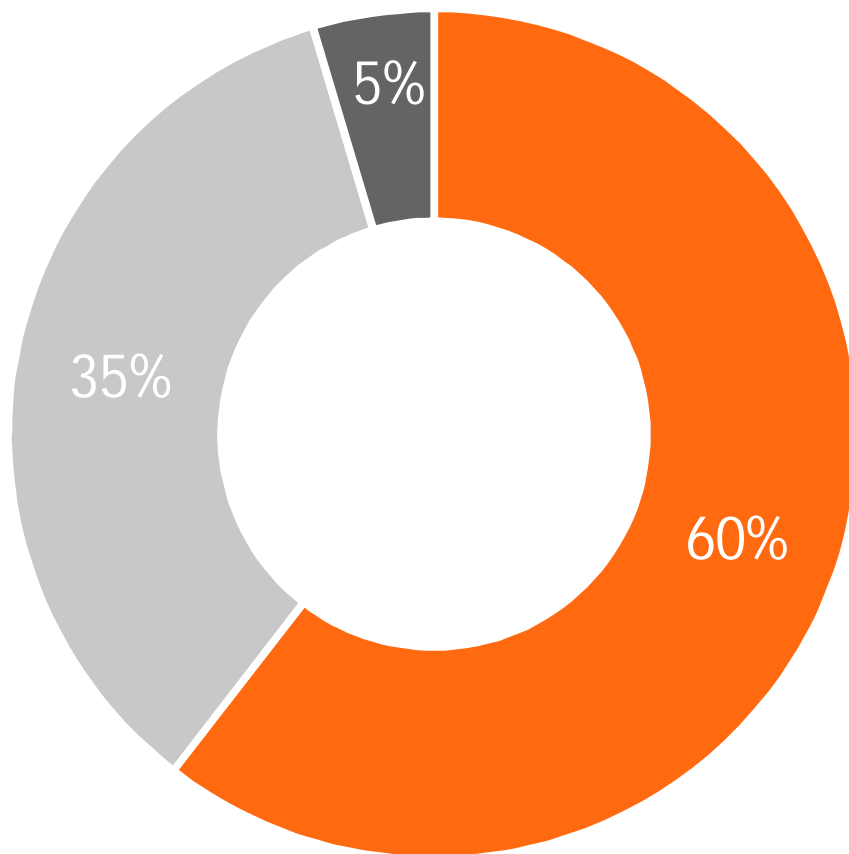
OP-Pohjola Group Deposits by Customer Sector 31 December 2013



*) incl. entrepreneurs



OP-Pohjola Group Loans* by Customer Sector 31 December 2013



■ Households

■ Corporate and public sector entities**

■ Agriculture and forestry

*) incl lease assets

***) incl. entrepreneurs

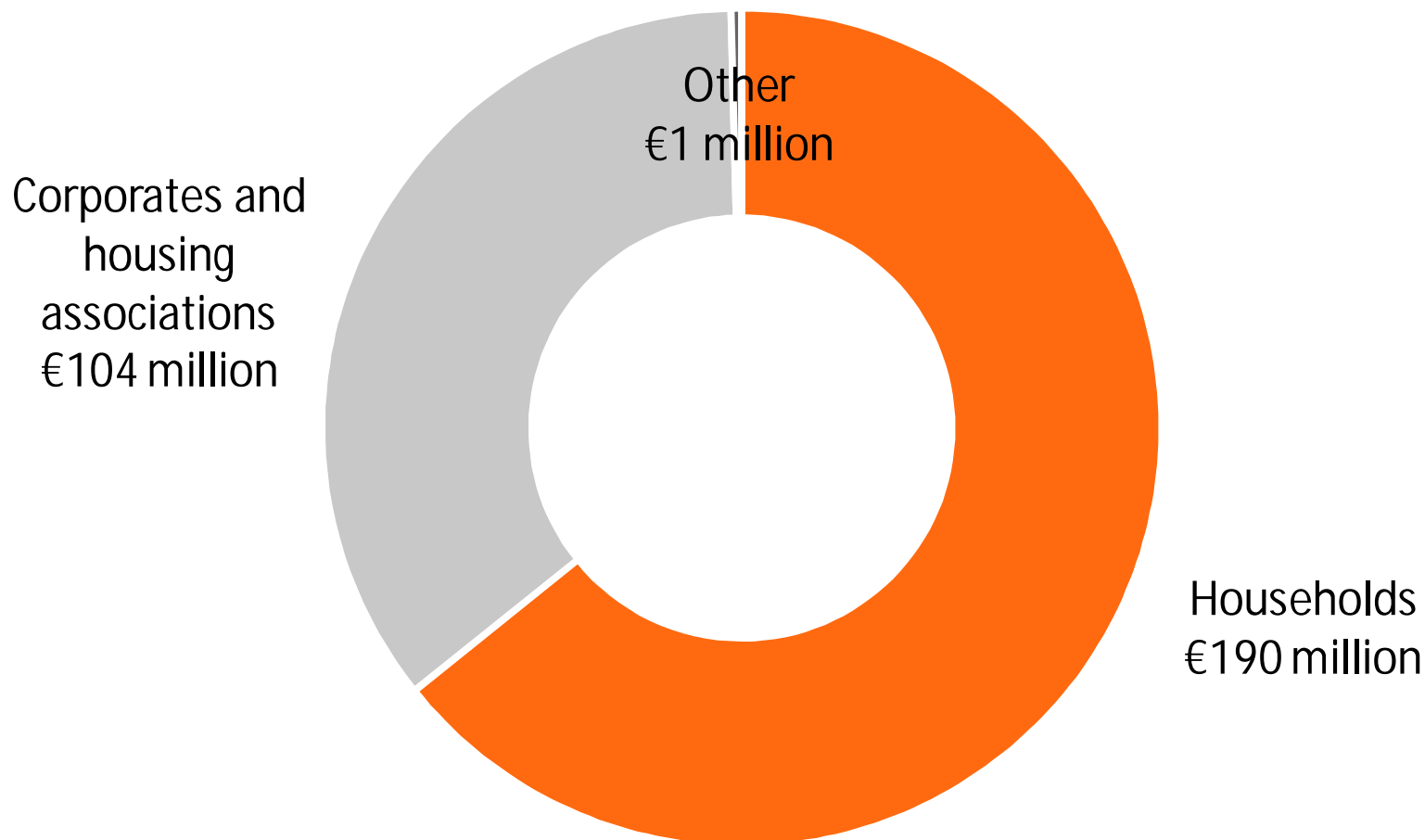


OP-Pohjola Group

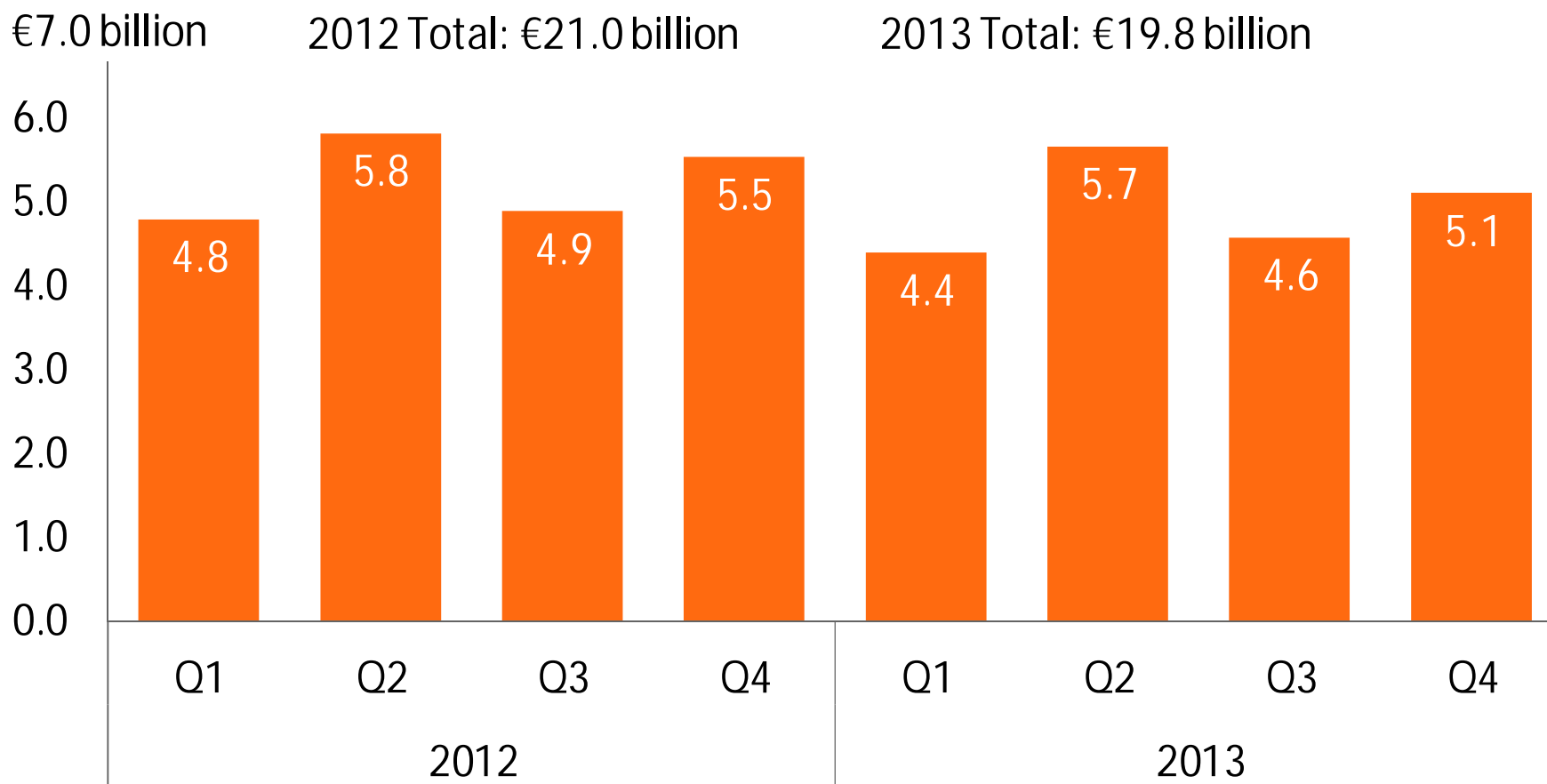
Loan and Guarantee Portfolio by Sector

€ million	31 Dec 2013	31 Dec 2012	€ million	Change, %
Enterprises and housing associations	25,448	23,725	1,722	7.3
Renting and operating of residential real estate	5,535	4,831	703	14.6
Renting and operating of other real estate	3,262	3,021	242	8.0
Wholesale and retail trade	2,669	2,607	61	2.4
Construction	1,752	1,648	104	6.3
Services	1,689	1,697	-8	-0.5
Transportation and storage	1,488	1,550	-62	-4.0
Manufacture of machinery and equipment (incl. services)	1,428	1,264	164	12.9
Energy	1,174	617	557	90.4
Financial and insurance services	1,086	1,095	-10	-0.9
Real estate investments	909	1,064	-155	-14.6
Agriculture, forestry and fishing	806	823	-17	-2.1
Forest Industry	696	657	39	6.0
Metal Industry	615	647	-32	-5.0
Food Industry	578	581	-3	-0.6
Chemical Industry	333	345	-12	-3.6
Other manufacturing	265	336	-70	-20.9
Other industries	1,164	942	222	23.5
Public corporations and non-profit organisations	1,294	1,262	32	2.5
Households	44,385	42,689	1,696	4.0
Adjustments	-26	49	-75	0.0
Total	71,101	67,726	3,375	5.0

OP-Pohjola Group
Non-performing and Zero-interest Receivables
31 December 2013
€295 million

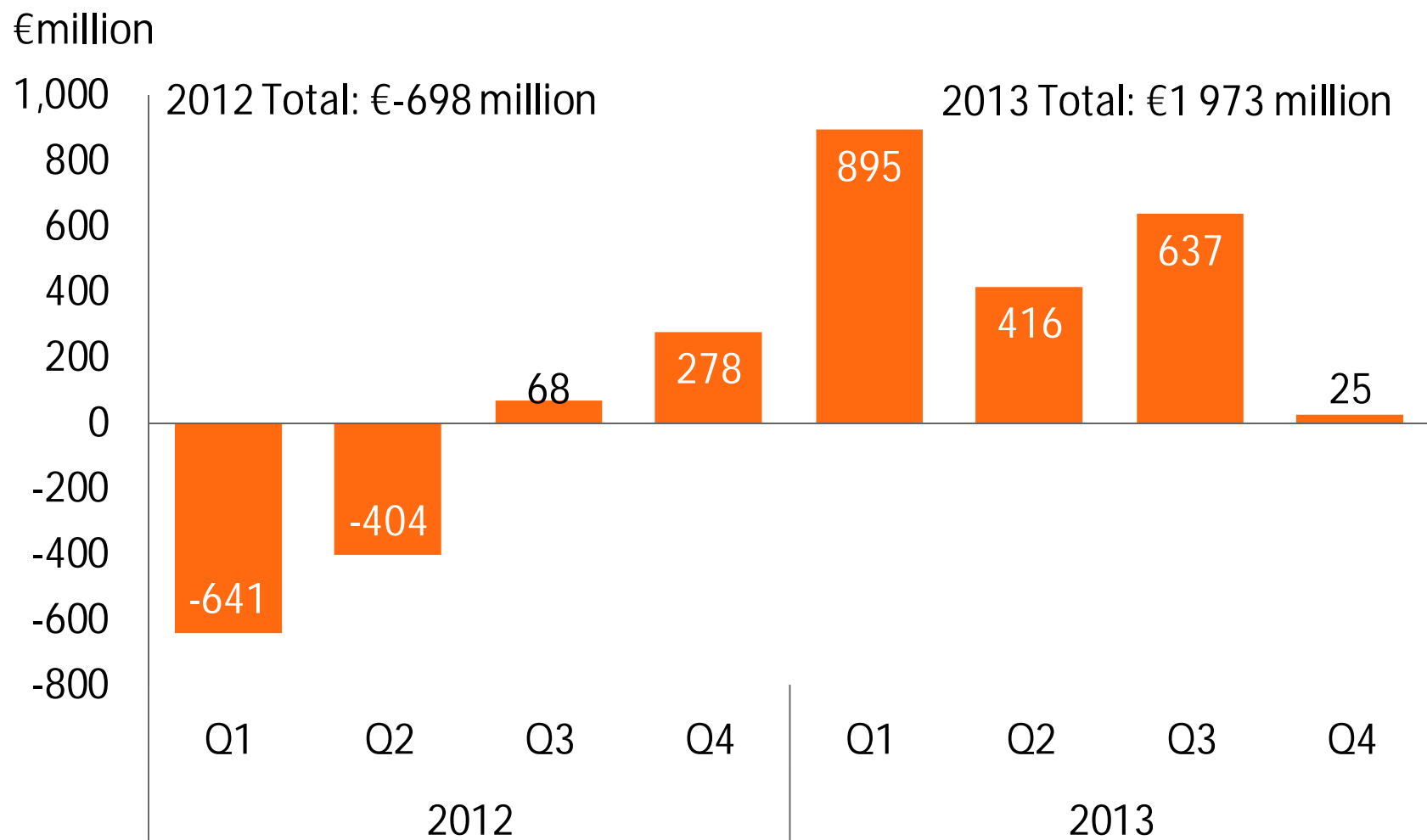


OP-Pohjola Group New Loans by Quarter



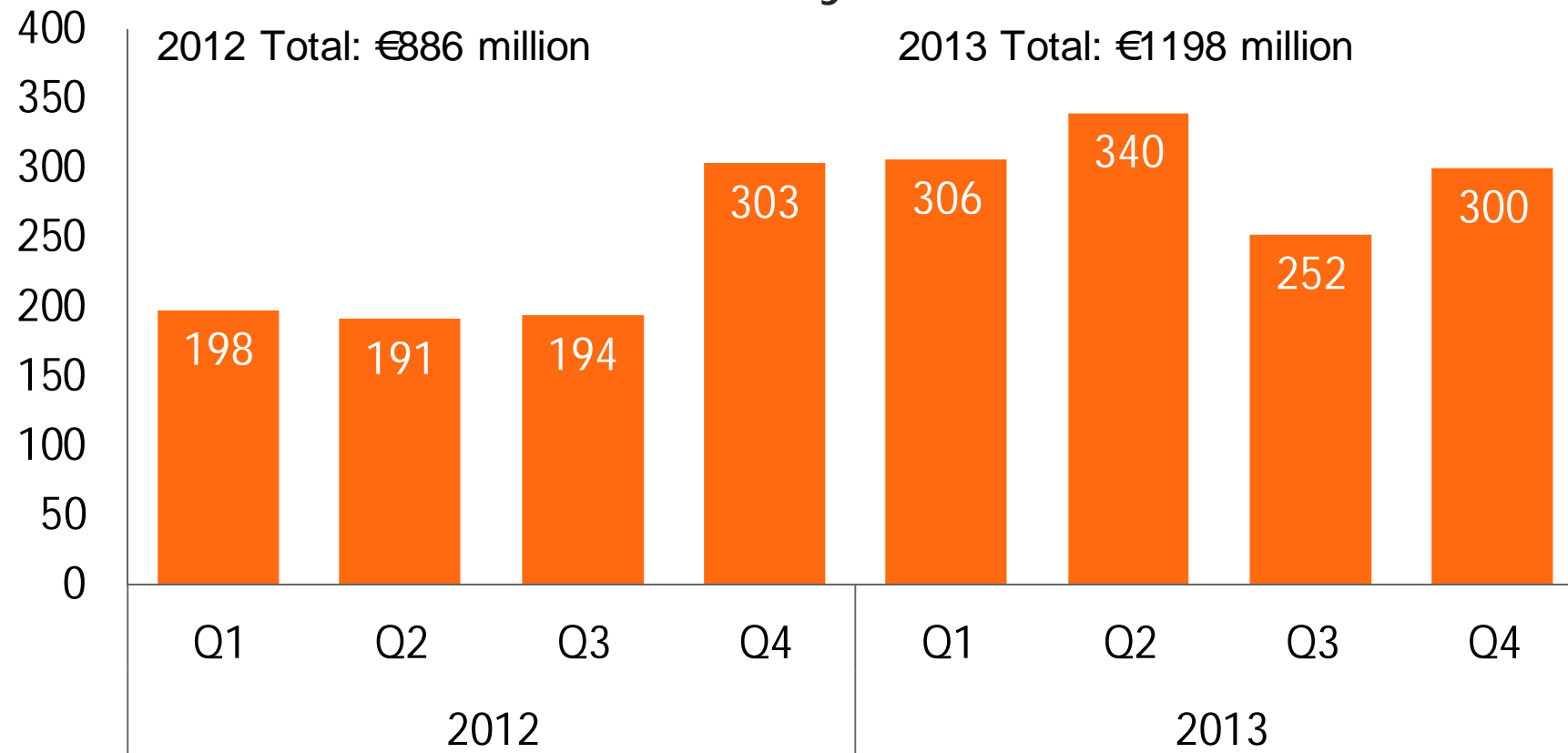
OP-Pohjola Group

Net Sales Inflow of Mutual Funds by Quarter



OP-Pohjola Group Life and Pension Insurance Premiums Written by Quarter

€million





Customers, Owner-members, etc.

OP-Pohjola Group Breakdown of Customer Base

1,000 customers

5,000

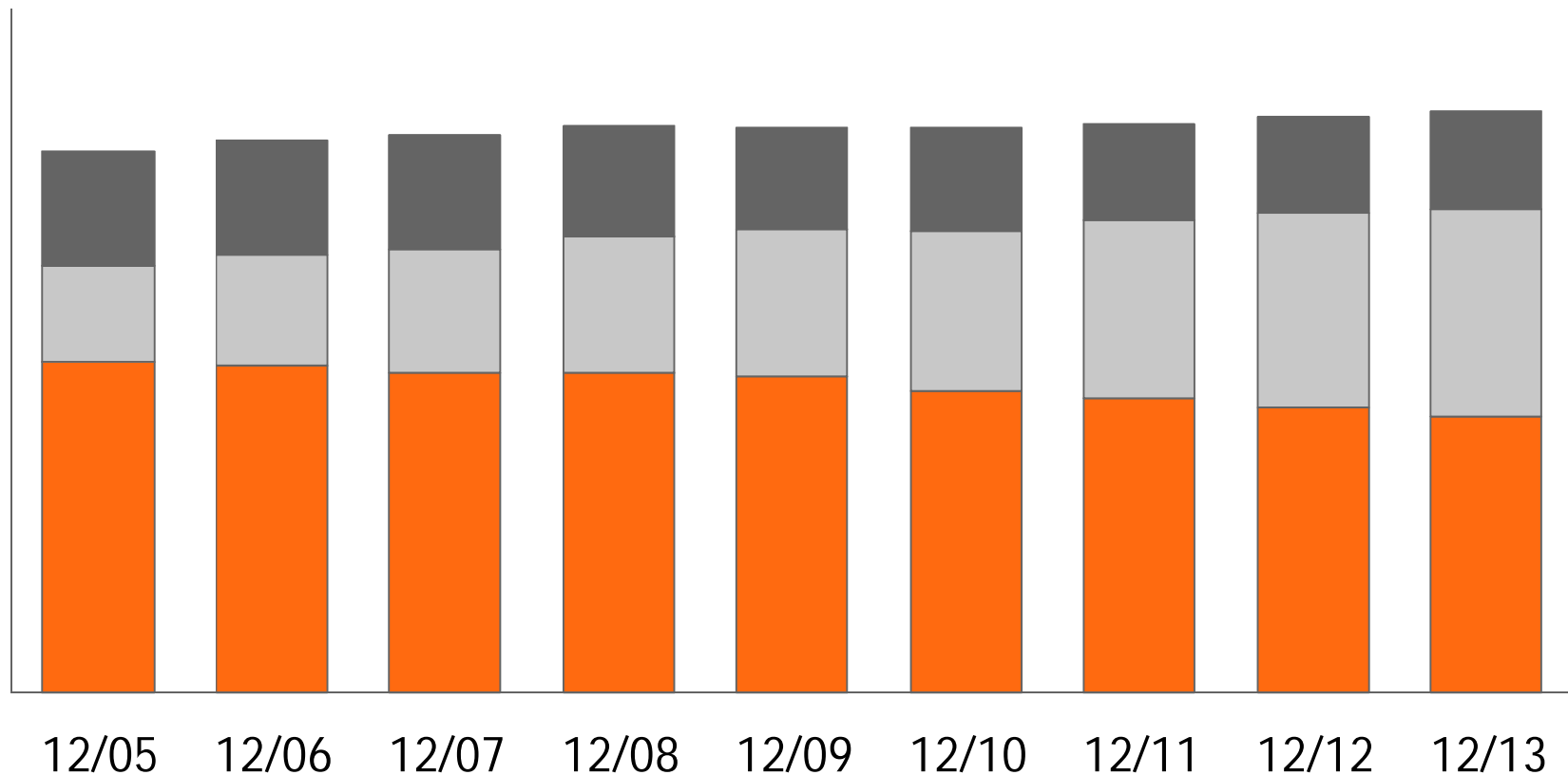
4,000

3,000

2,000

1,000

0



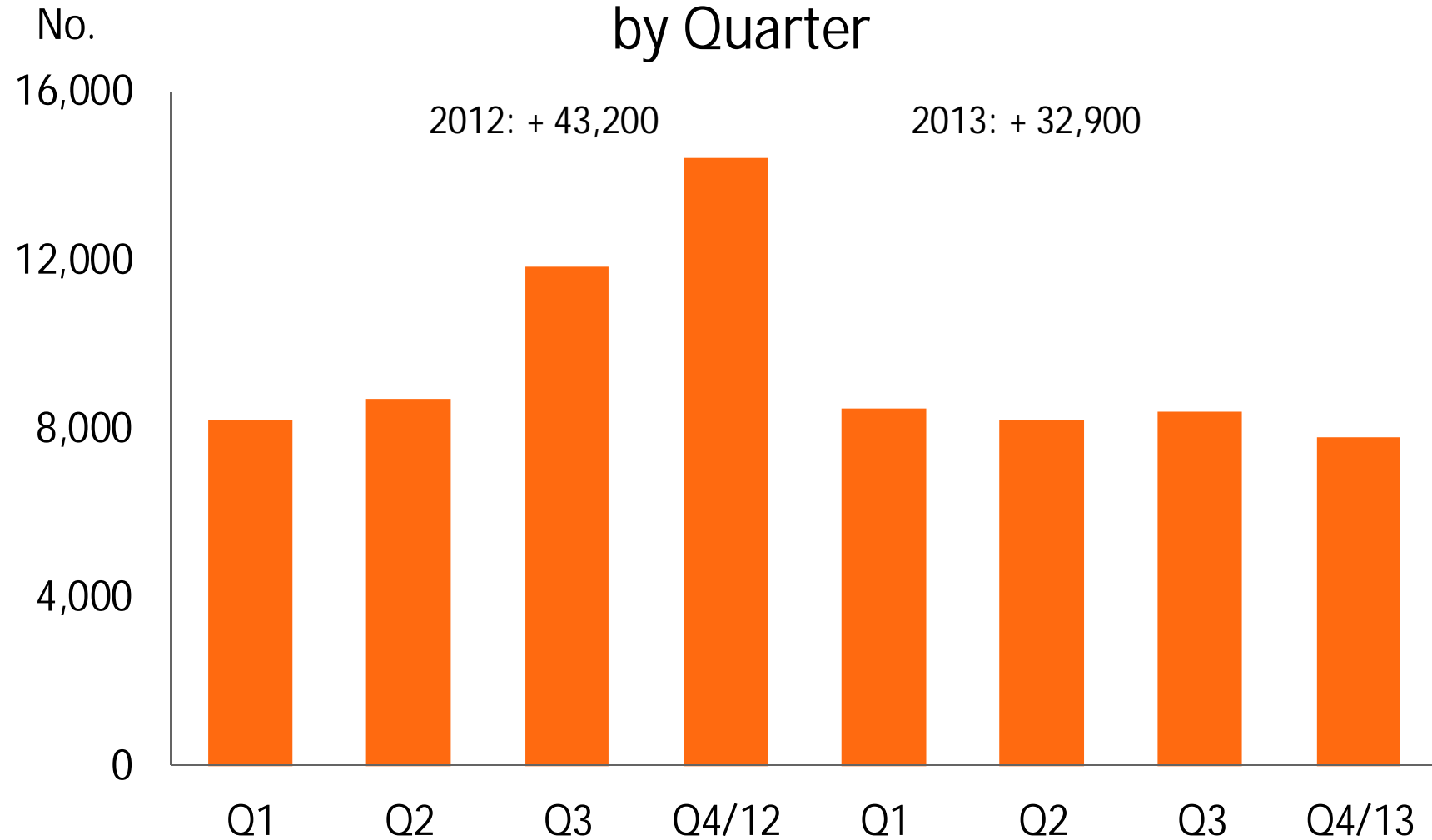
Bank customers

Bank and non-life insurance cust.

Non-life insurance customers



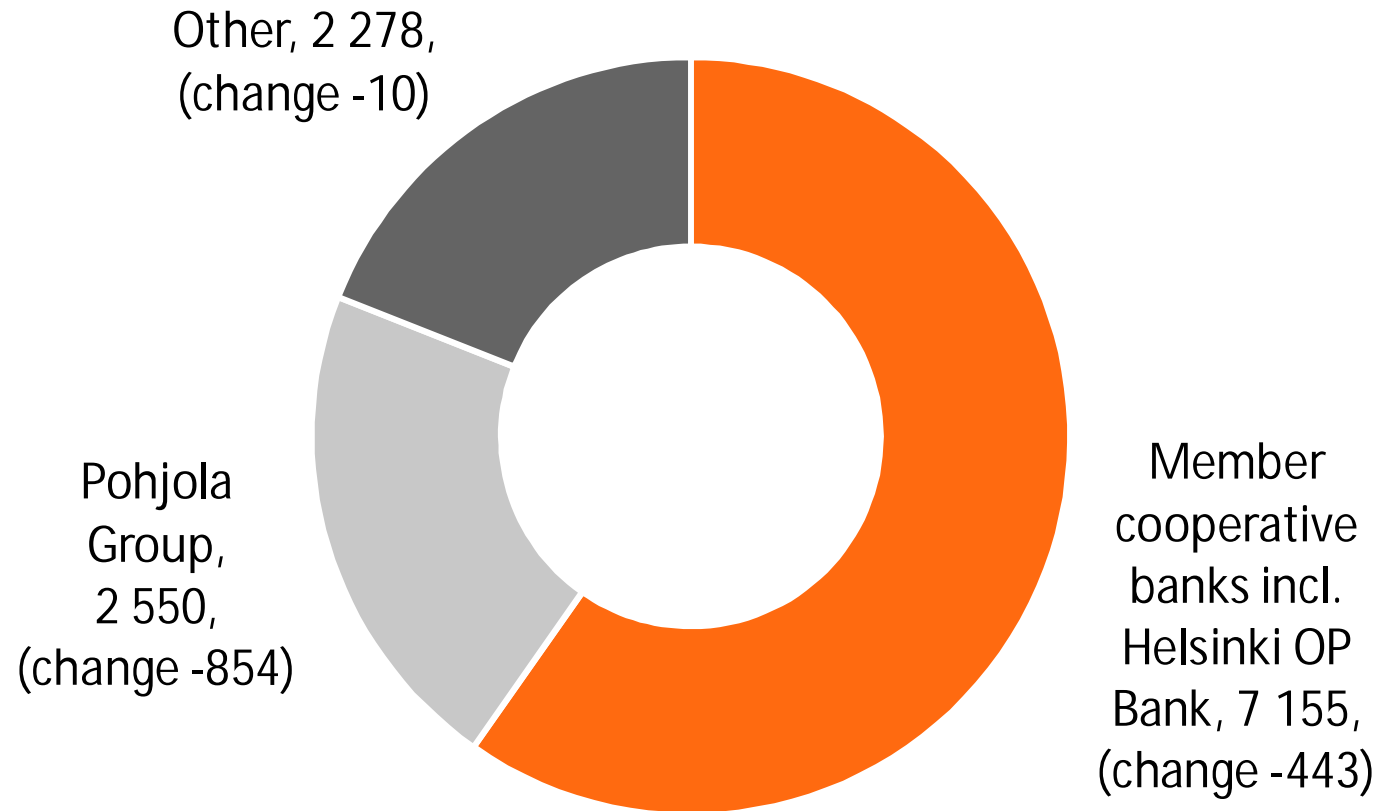
OP-Pohjola Group Net Increase in Owner-members by Quarter



OP-Pohjola Group's Personnel

31 December 2013

11,983 (-1,307 within 12 months)



OP-Pohjola Group's service network

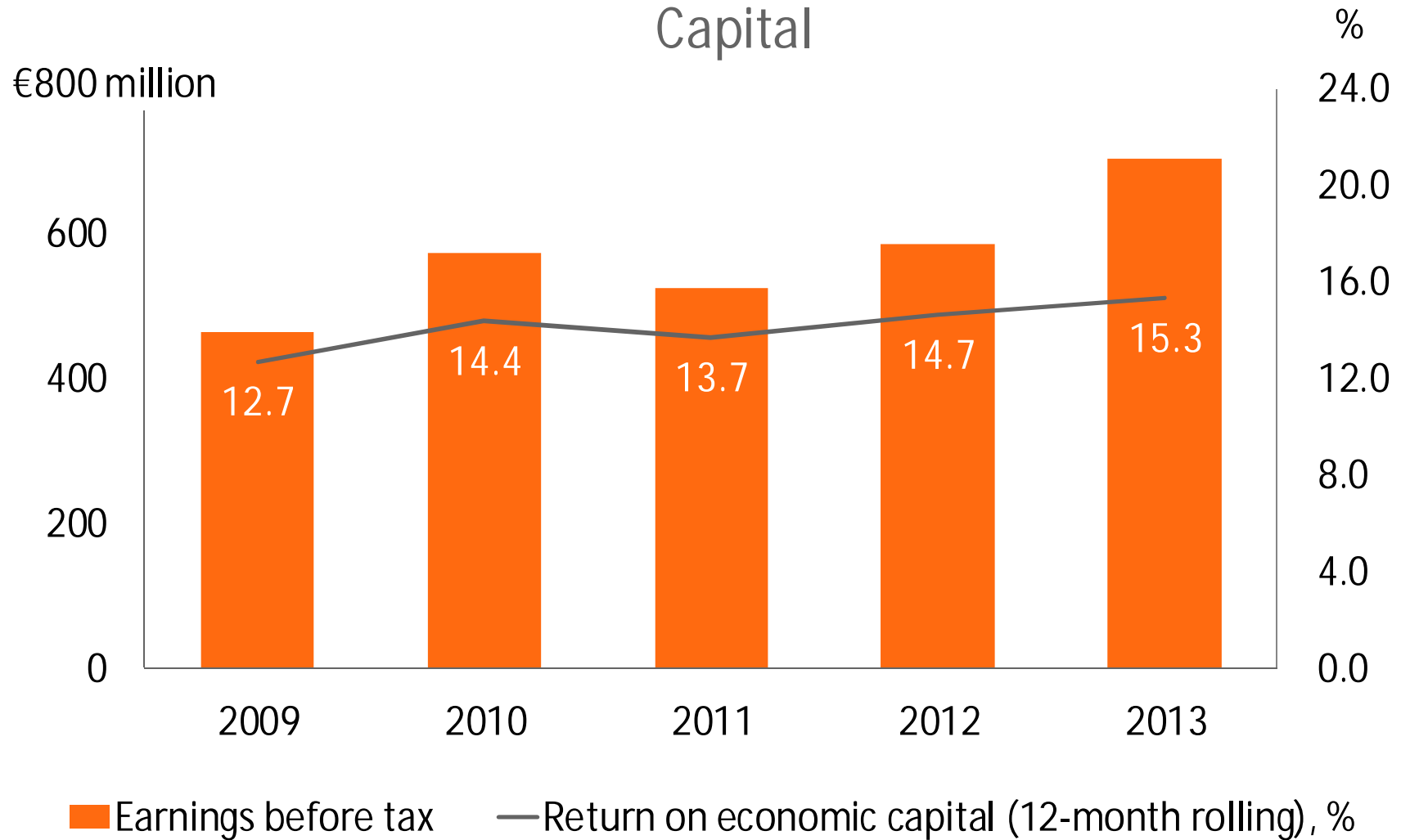
55

	December 2013	12-month change
Visits to op.fi	11,009,347	2%
Visits to OP-mobile	2,896,120	382%
Visits to Pivo application	759,169	n/a
eServices Agreements	1,612,130	50,324
Bank branches	485	-34
Providing both non-life insurance and banking services	353	-2
Private Banking branches	38	1
OP-Kiinteistökeskus real estate agencies	170	-
Online customer terminals	498	-32
Followers of Facebook (OP-Pohjola Group and OP-Pohjola Group cooperative banks)	105,369	+97,795
Followers on Twitter	1,804	+1,099
Followers on LinkedIn (OP-Pohjola Group and Pohjola in total)	4,172	+1,816
And calls to the Telephone Service in 2013	2.5 million	



5-year Trends

OP-Pohjola Group Earnings before Tax and Return on Economic Capital

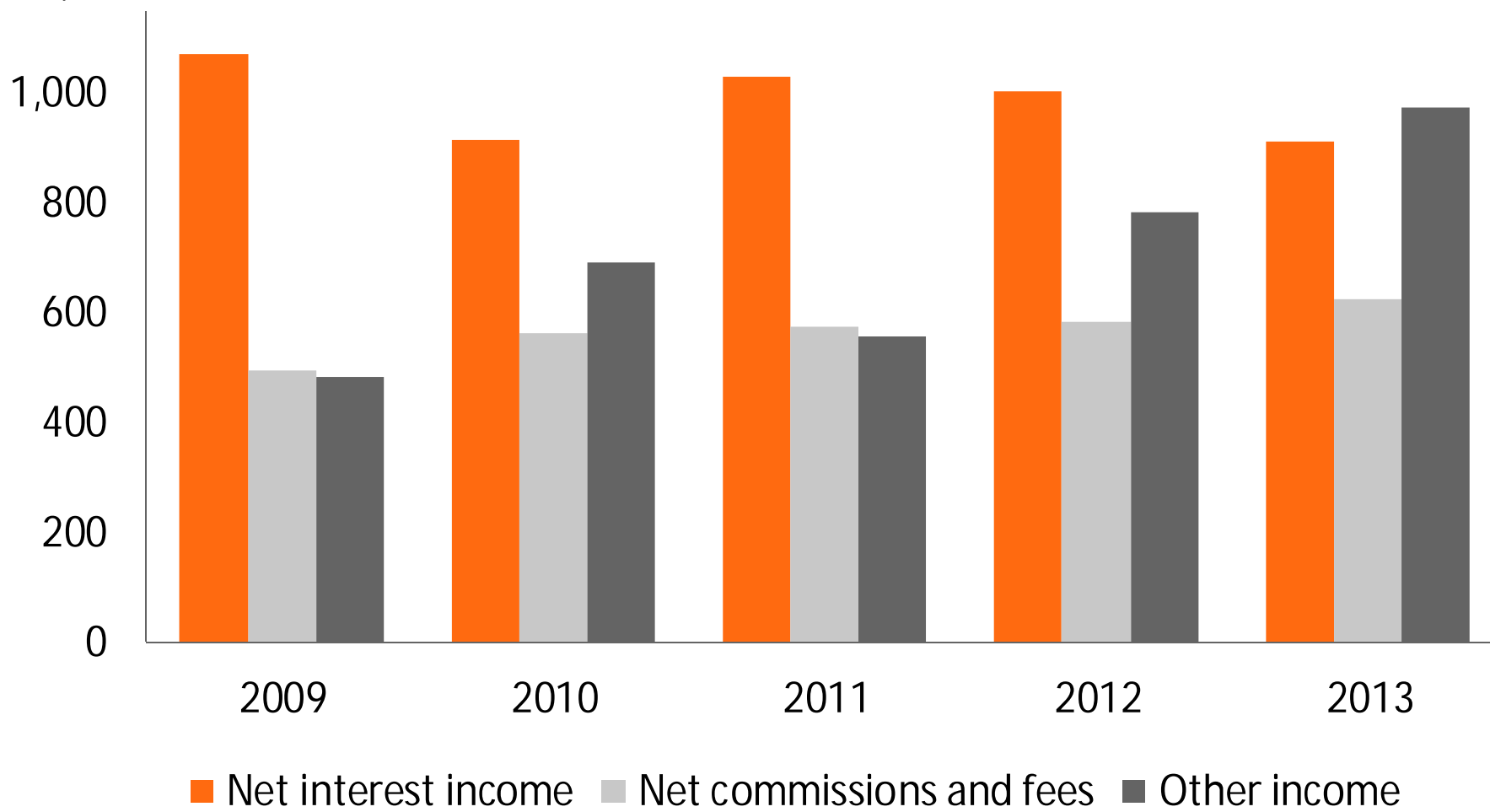


OP-Pohjola Group Earnings before Tax



OP-Pohjola Group Income

€1,200 million

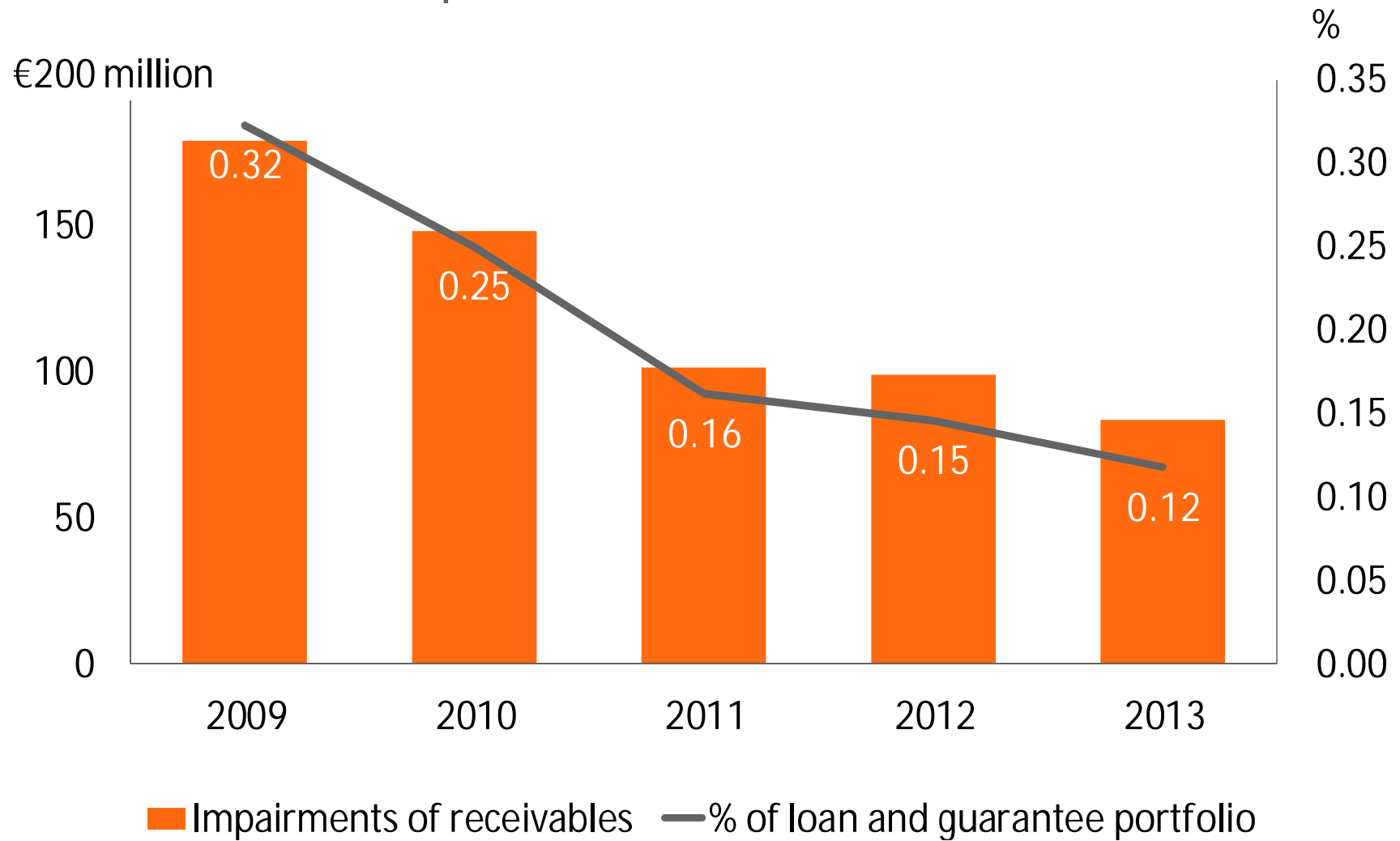


© OP-Pohjola

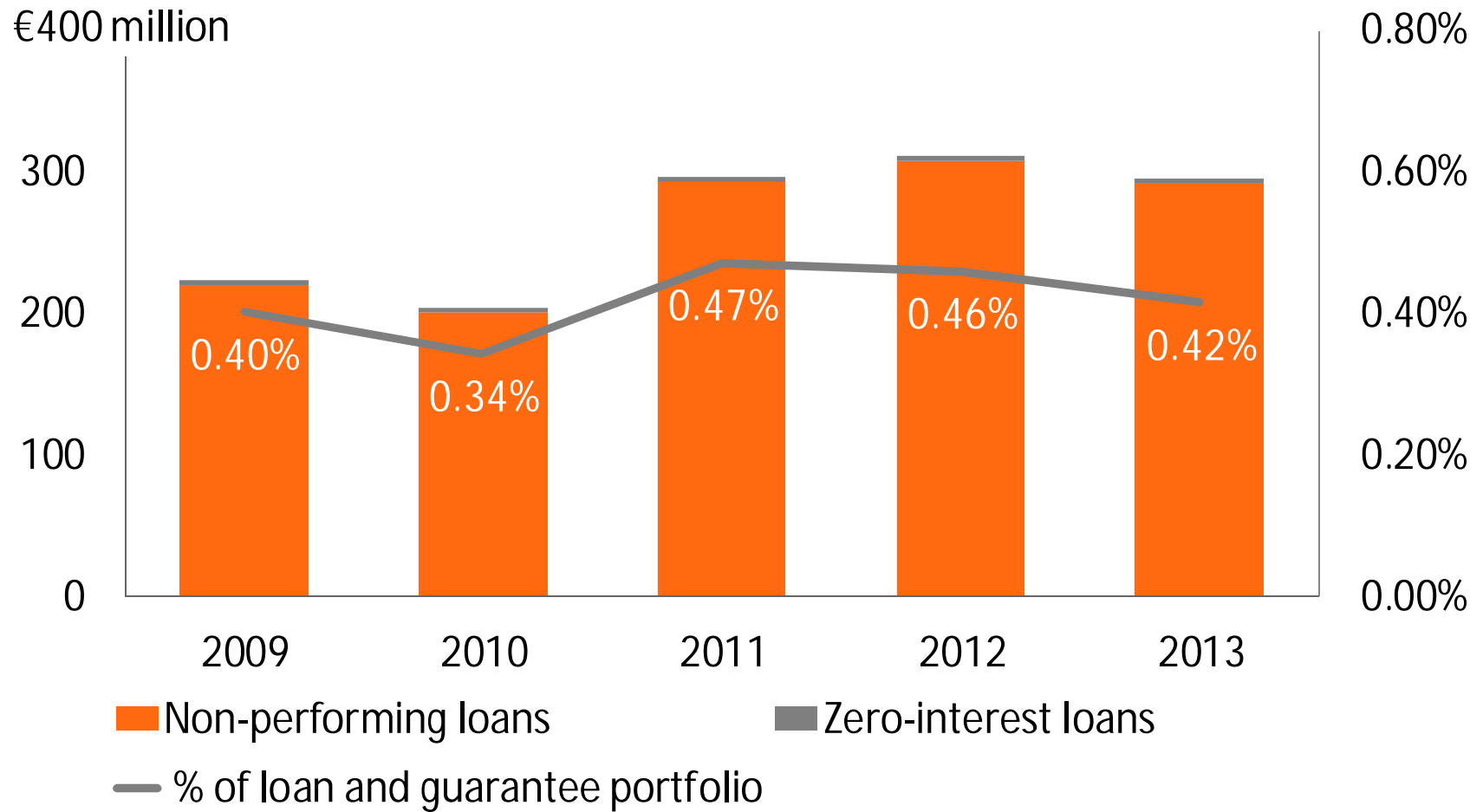
OP-Pohjola



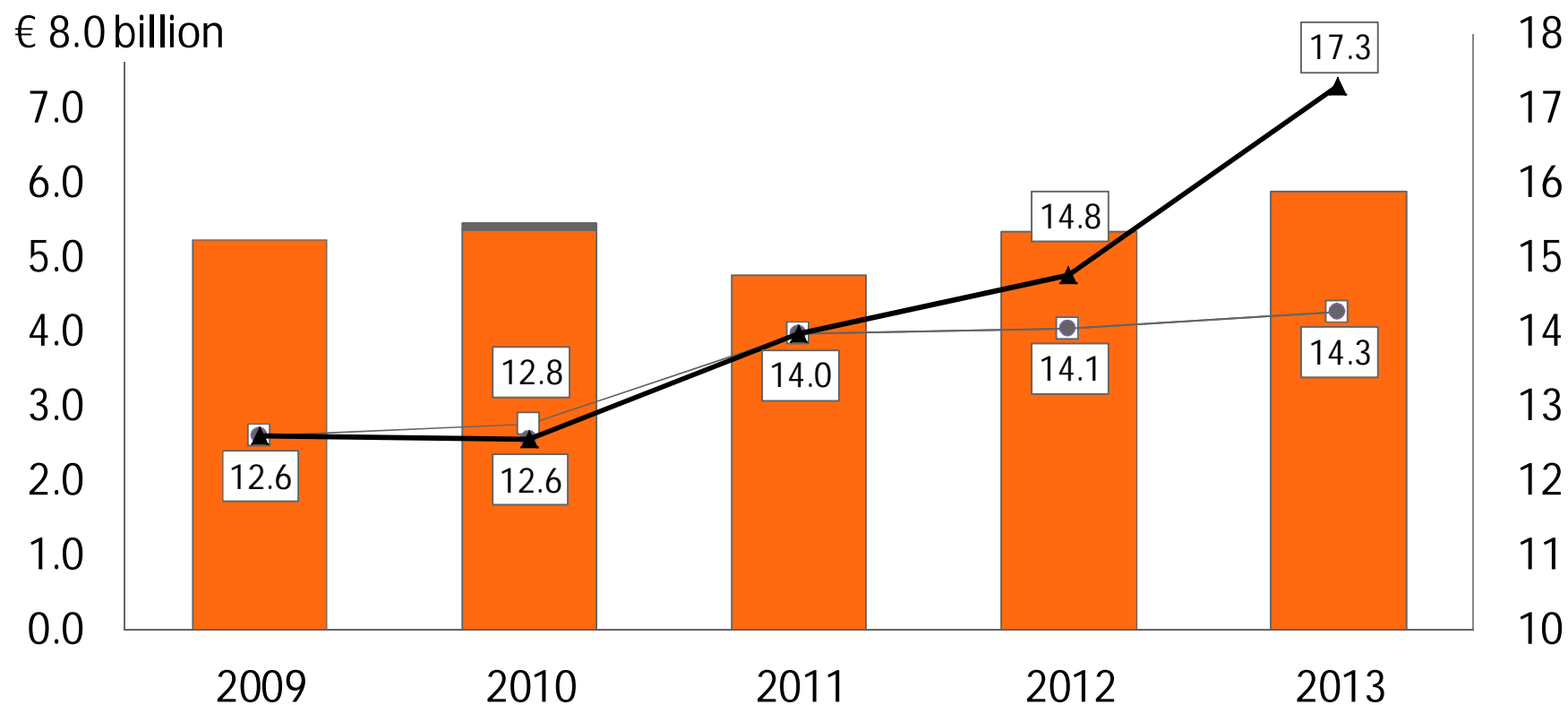
OP-Pohjola Group Impairments of Receivables



OP-Pohjola Group Non-performing loans



The amalgamation of the cooperative banks Capital Base and Capital Adequacy Ratio



Core Tier 1 Capital Resources

Tier 1 ratio, %

Core Tier 1 ratio before the transition provisions, %

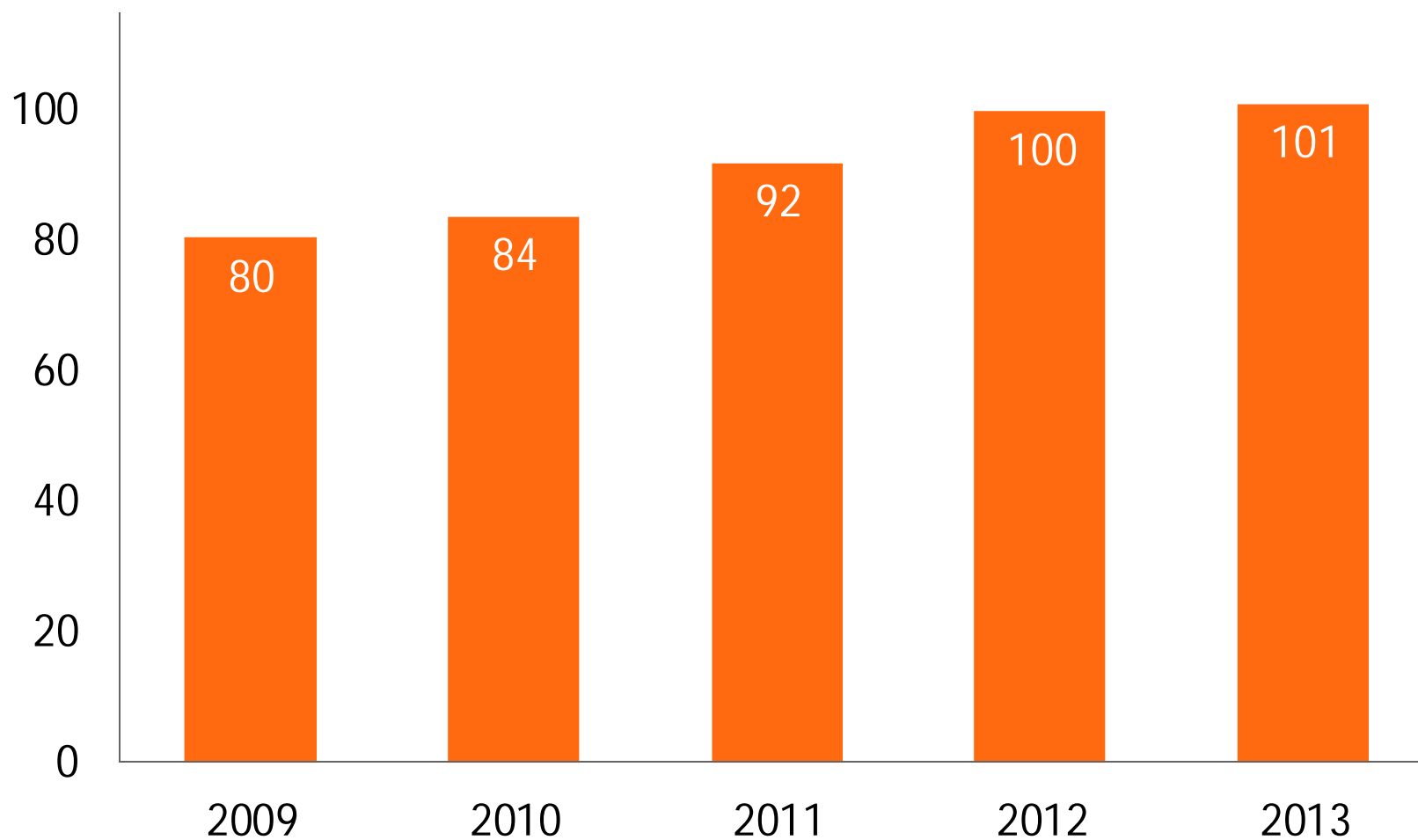
Hybrid capital

Core Tier 1, %



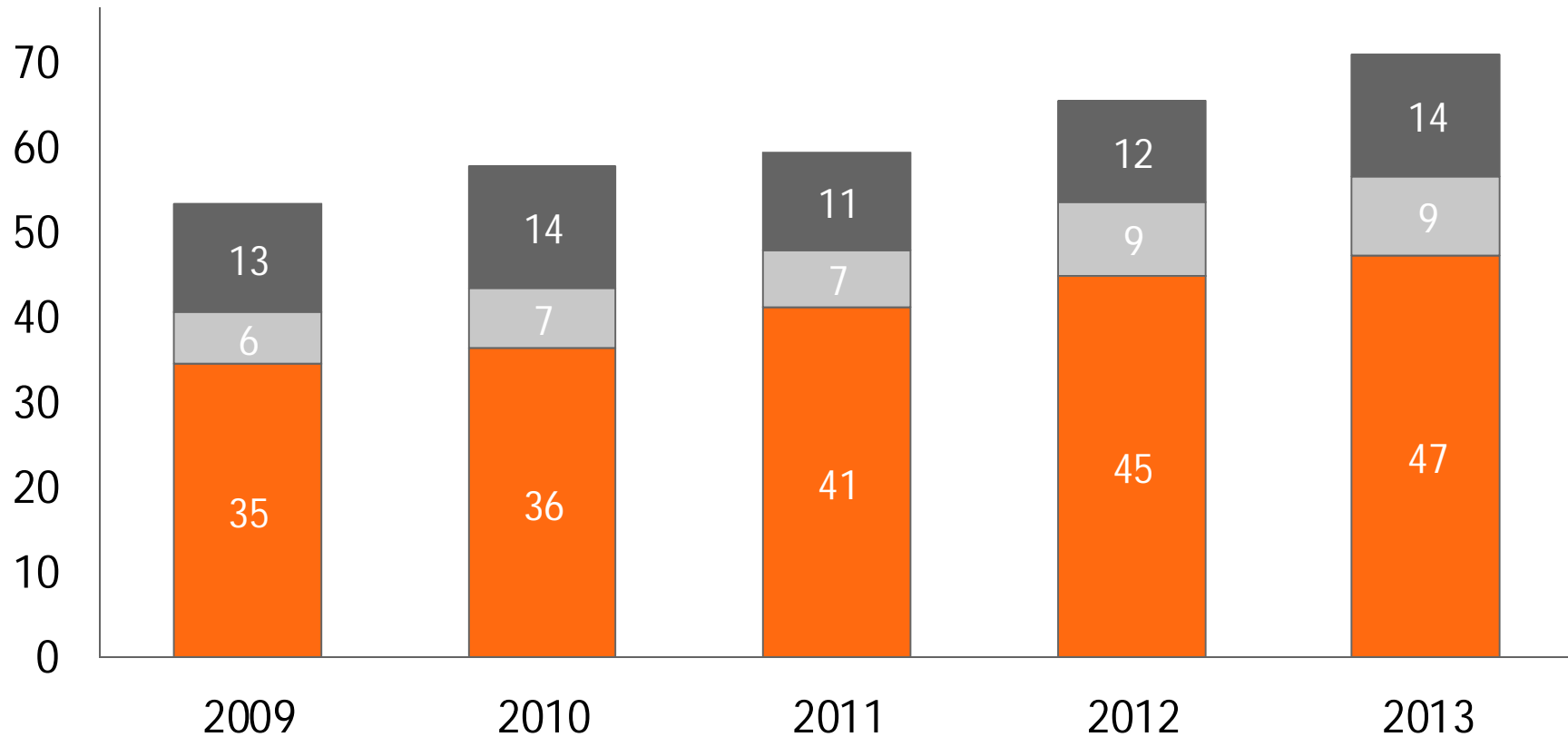
OP-Pohjola Group Balance Sheet

€120 billion



OP-Pohjola Group Customer Funds

€80 billion



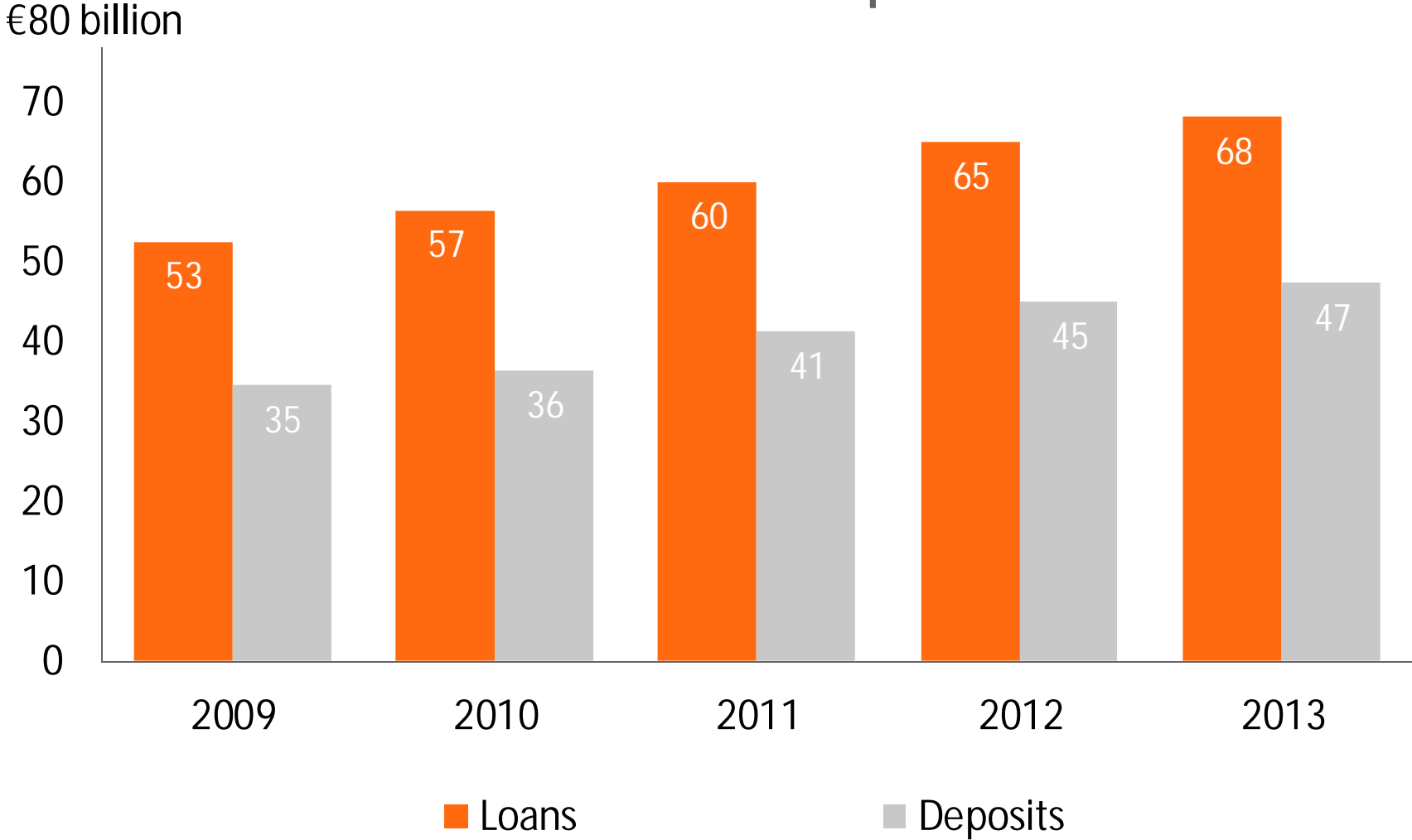
■ Deposits

■ Life insurance savings

■ Mutual funds

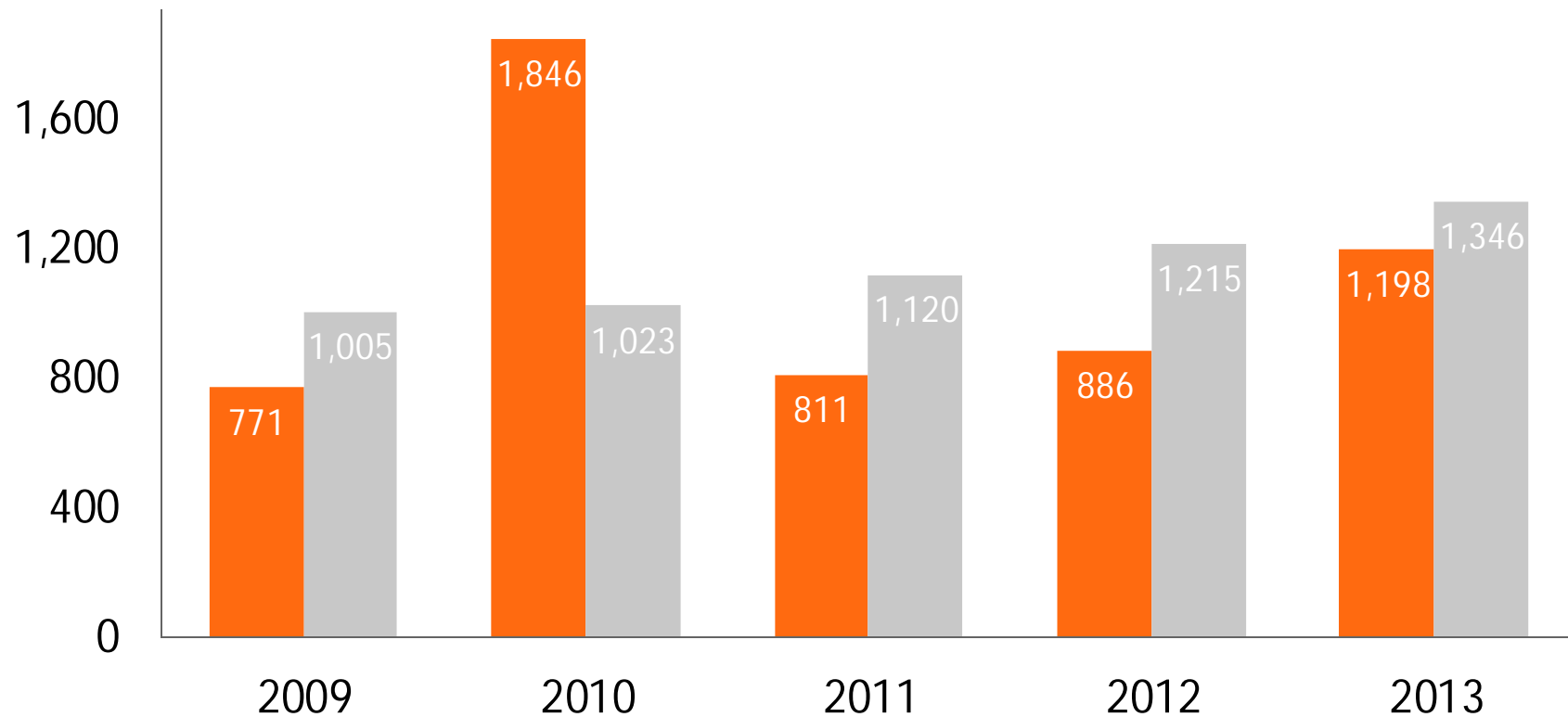


OP-Pohjola Group Loans and Deposits



OP-Pohjola Group Premiums Written in Life and Non-life Insurance

€2,000 million



■ Premiums written in life insurance

■ Premiums written in non-life insurance





Thank you