

OP-Pohjola Group's Q1 2011 background material



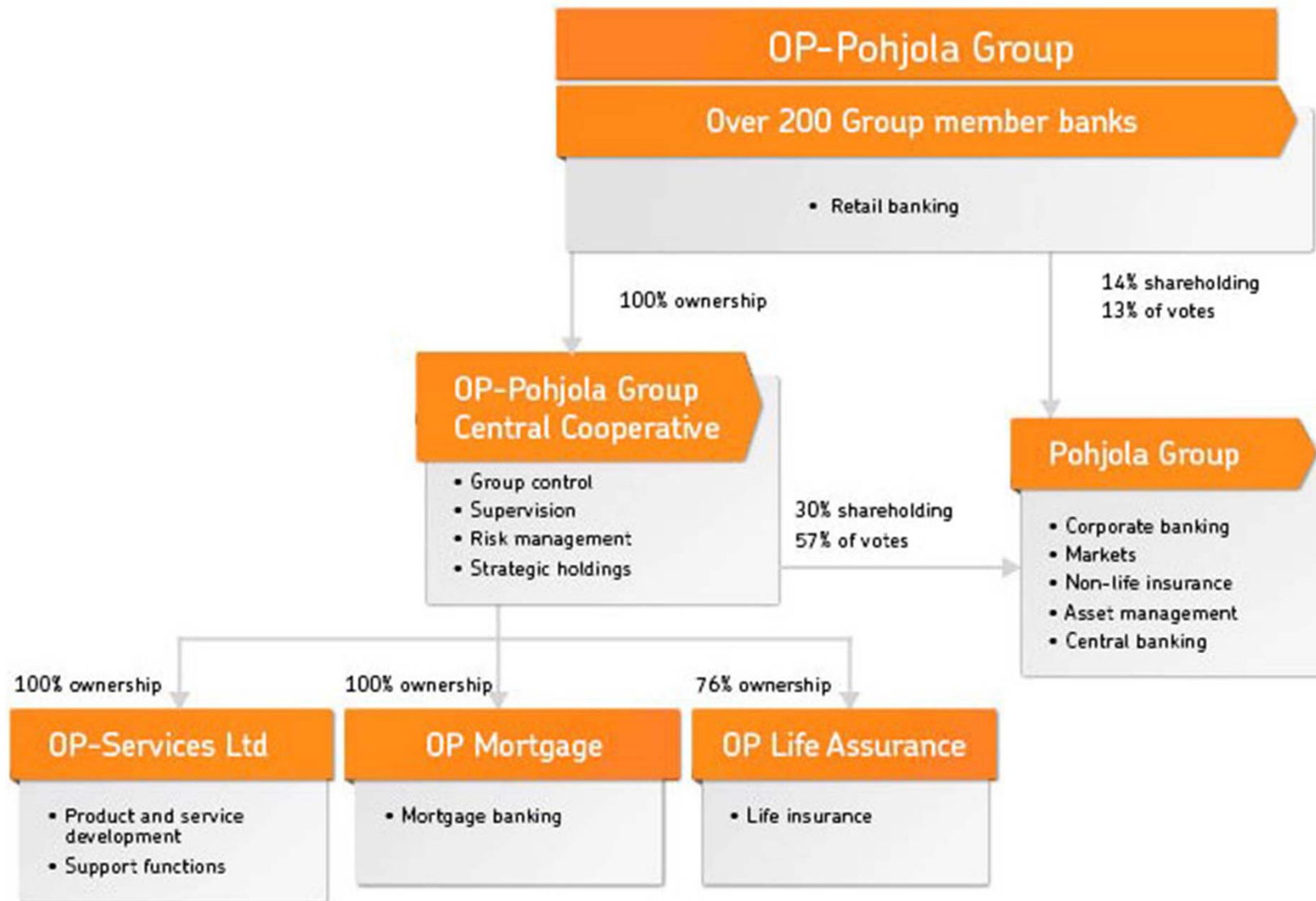
Contents

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



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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.



OP-Pohjola Groups business segments

Banking

- Cooperative banks, Helsinki OP Bank Plc, OP-Kotipankki Oyj, OP Mortgage Bank and OP Fund Management Company Ltd.
- Pohjola Group's Banking and Asset Management segments
- OP Bank Group Mutual Insurance Company

Non-life Insurance

- Pohjola Insurance Ltd, Eurooppalainen Insurance Company Ltd, A-Insurance Ltd and Seesam insurance companies in the Baltic countries

Life Insurance

- OP Life Assurance Company Limited

Other operations

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



OP-Pohjola Group Key indicators

	1-3/2011	1-3/2010	Change, %	1-12/2010
Earnings before tax, €million	208	128	61.9	575
Banking	133	93	43.2	367
Non-life Insurance	19	6		83
Life Insurance	37	1		43
Returns to owner-members and OP-bonus customers, €million	42	39	7.0	163
	31/03/2011	31/03/2010	Change*	31/12/2010
Ratio of capital base to minimum of capital base	1.67	1.62	0.05	1.70
Tier 1 ratio, %	12.7	12.6	0.1	12.8
Non-performing receivables/ loan and guarantee portfolio	0.4	0.5	-0.1	0.3
Market share, %				
Total loans	32.9	32.6	0.3	33.0
Total deposits	31.7	32.8	-1.1	32.5
Capital invested in mutual funds	22.6	23.6	-1.0	23.4
Insurance savings through life and pension insurance	21.3	20.7	0.6	21.3
Non-life insurance premium income				27.8

* Percentage point change, except for the ratio of capital base to minimum of capital base, for which the change is stated as a change in the ratio.

Joint responsibility and joint security

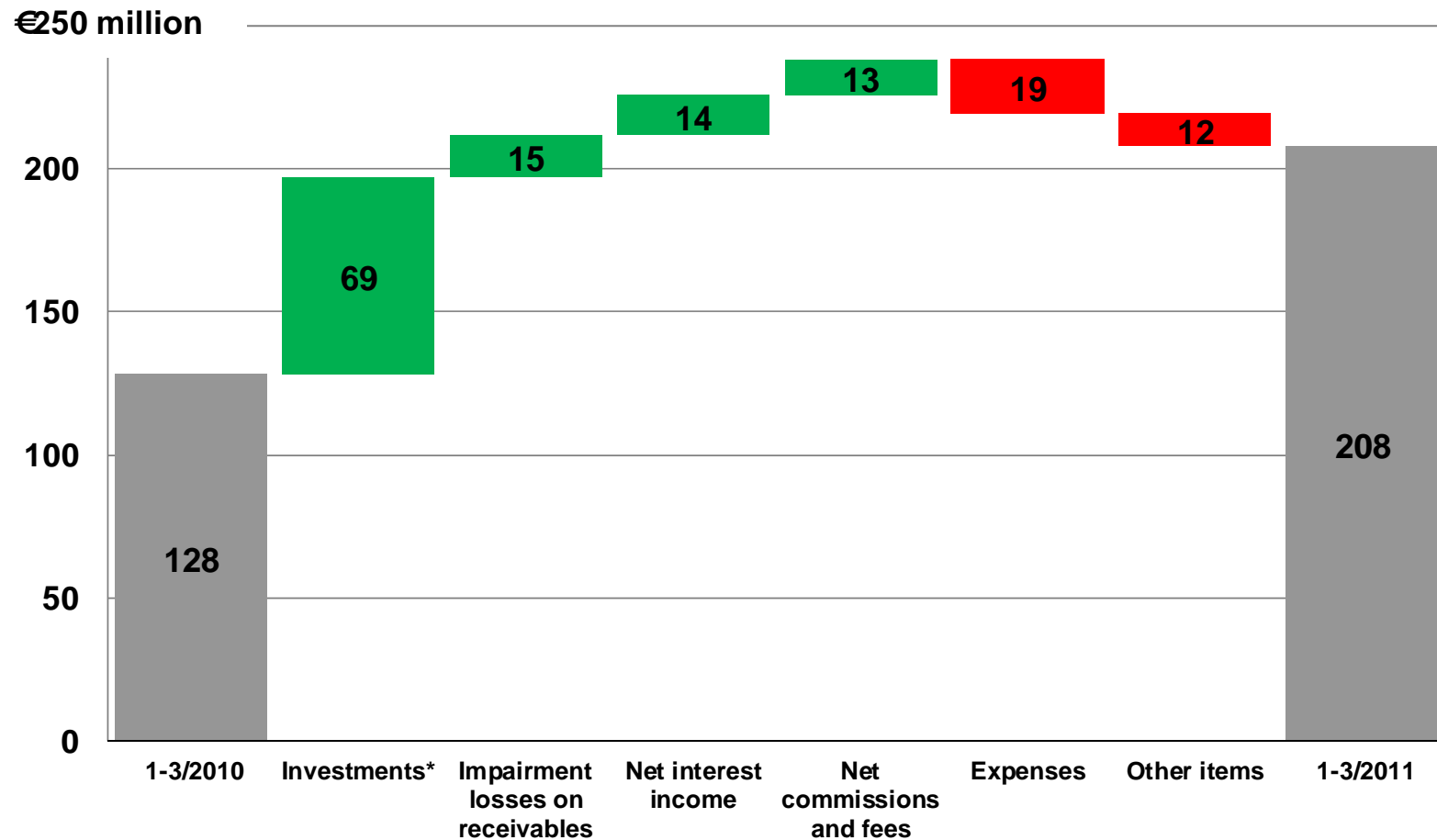
- Under the Act on Cooperative Banks and Other Cooperative Credit Institutions, the amalgamation of the cooperative banks comprises the organisation's central institution (OP-Pohjola Group Central cooperative), the Central Cooperative's member credit institutions and the companies belonging to their consolidation groups. This amalgamation is supervised on a consolidated basis. The central institution and its member banks are ultimately responsible for each other's liabilities and commitments. The central institution's members at the end of the year comprised OP-Pohjola Group's member cooperative banks as well as Pohjola Bank plc, Helsinki OP Bank Plc, OP Mortgage Bank and OP-Kotipankki Oyj.
- OP-Pohjola Group's insurance companies do not fall within the scope of joint responsibility.
- 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 protection. Under legislation governing the Investors' Compensation Fund, OP-Pohjola Group is also considered a single entity for purposes of compensation protection.

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Year-on-year Results



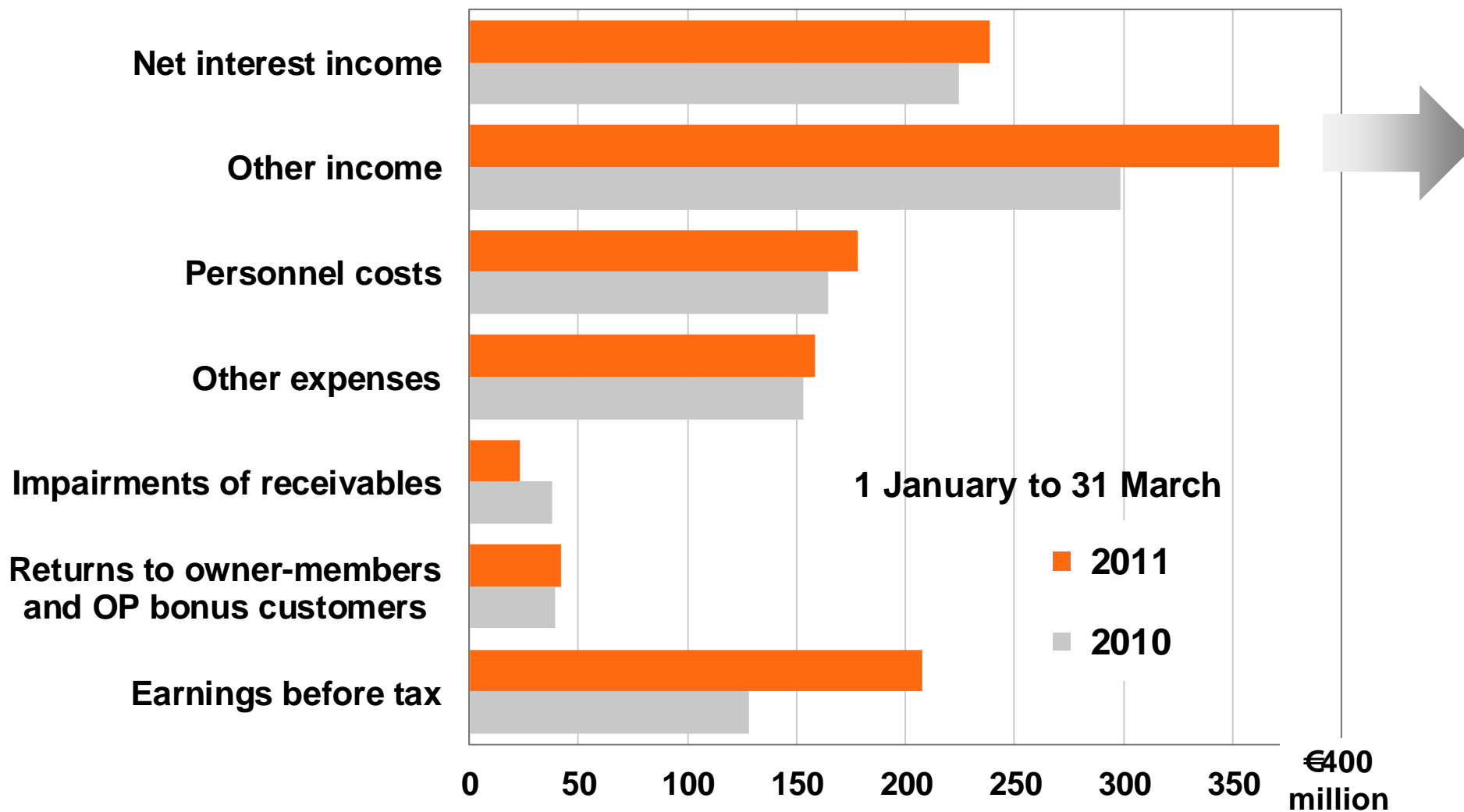
OP-Pohjola Group Earnings before tax

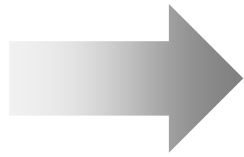


*) Investments = Life and Non-life insurance investment income + Net trading and investment income

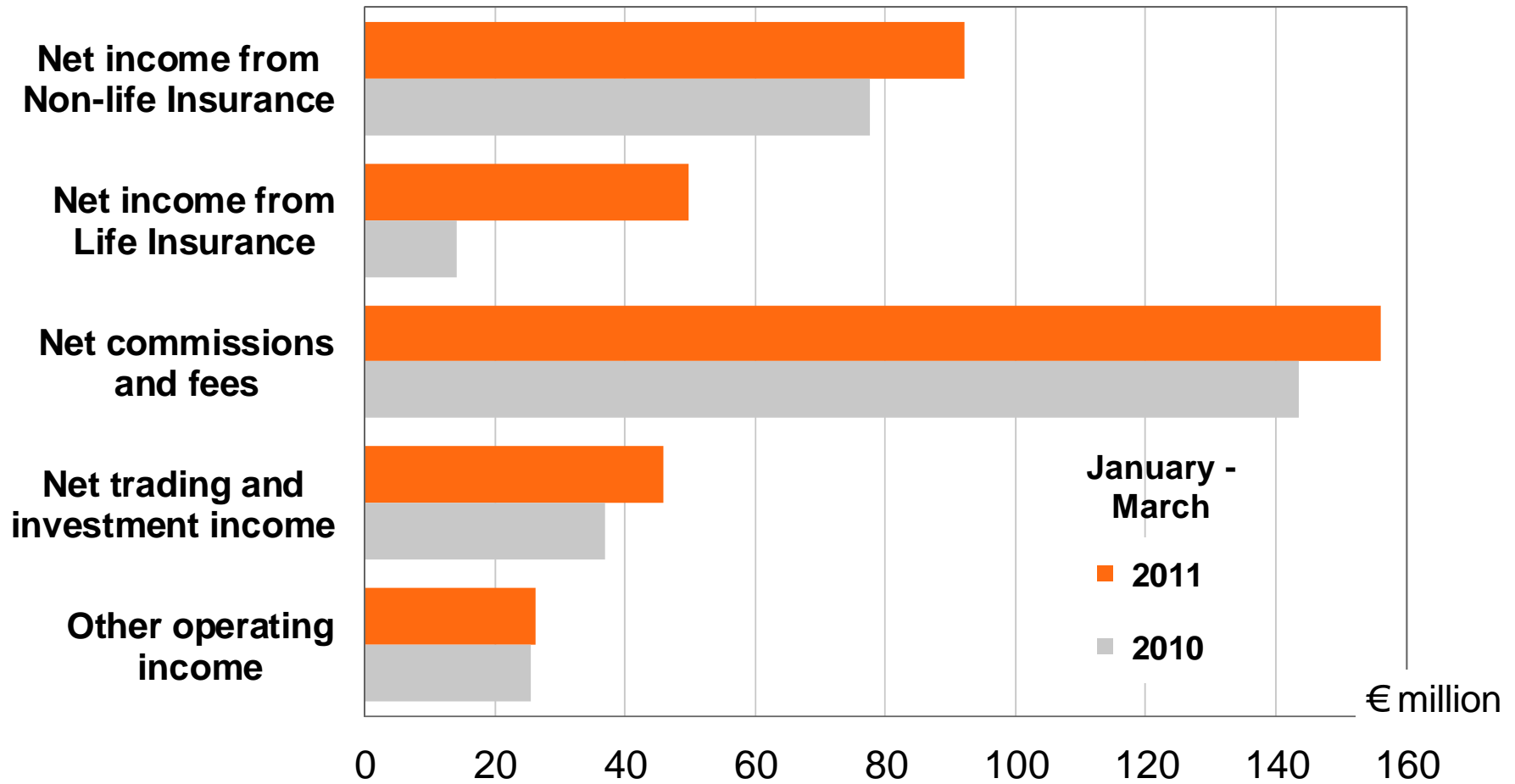


OP-Pohjola Group Income statement





OP-Pohjola Group Other income



OP-Pohjola Group Income Statement

€million			Change	
1 January to 31 March	2011	2010	€million	%
Interest income	697	573	124	21.6
Interest expenses	458	349	109	31.3
Net interest income	238	224	14	6.3
Impairments of receivables	23	38	-15	-38.3
Net interest income after impairment losses	215	186	29	15.4
Net income from Non-life Insurance operations	92	78	15	18.7
Net income from Life Insurance operations	50	14	36	
Net commissions and fees	156	143	13	8.8
Net trading income	19	6	13	
Net investment income	26	31	-4	-13.9
Other operating income	26	26	1	2.5
Personnel costs	178	164	14	8.2
Other administrative expenses	80	75	6	7.4
Other operating expenses	78	78	0	0.0
Returns to owner-members and OP bonus customers	42	39	3	7.0
Share of associates' profits/losses	1	1	0	11.9
Earnings before tax	208	128	79	61.9



OP-Pohjola Group

Income statement by business segment

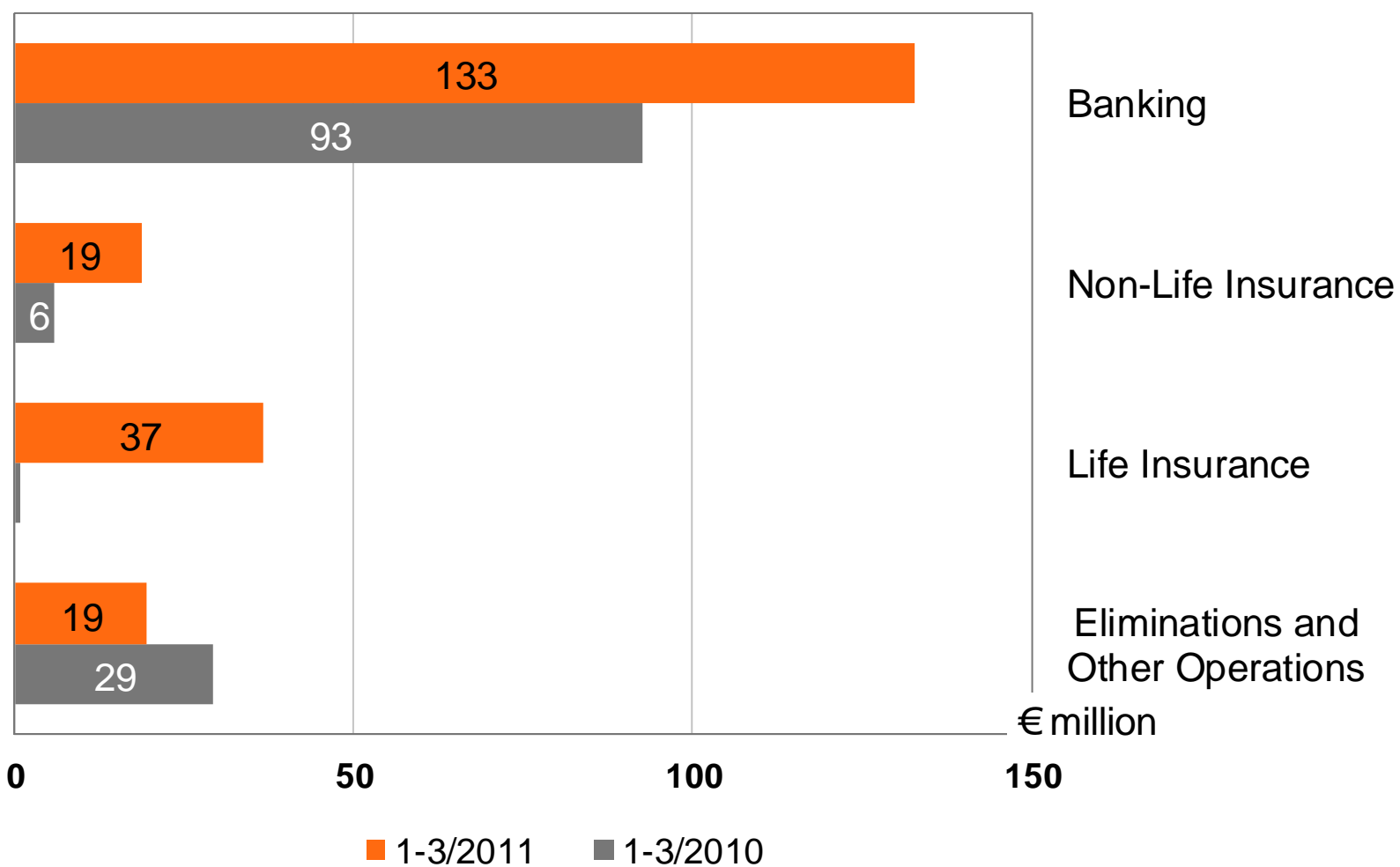
1 January to 31 March 2011

€million	Banking	Non-Life Insurance	Life Insurance	Eliminations and Other Operations	Total
Net interest income	225	0	0	15	239
Net income from non-life insurance	0	95	0	-2	92
Net income from life insurance	0	0	54	-4	50
Other income	214	6	9	0	229
Total income	439	101	63	8	610
Personnel costs	109	32	3	33	178
Other expenses	131	50	23	-45	159
Total expenses	240	82	26	-11	337
Impairment losses on receivables	23	0	0	0	23
Returns to owner-members	42	0	0	0	42
Earnings before tax	133	19	37	19	208
Cost /income ratio, %	55				

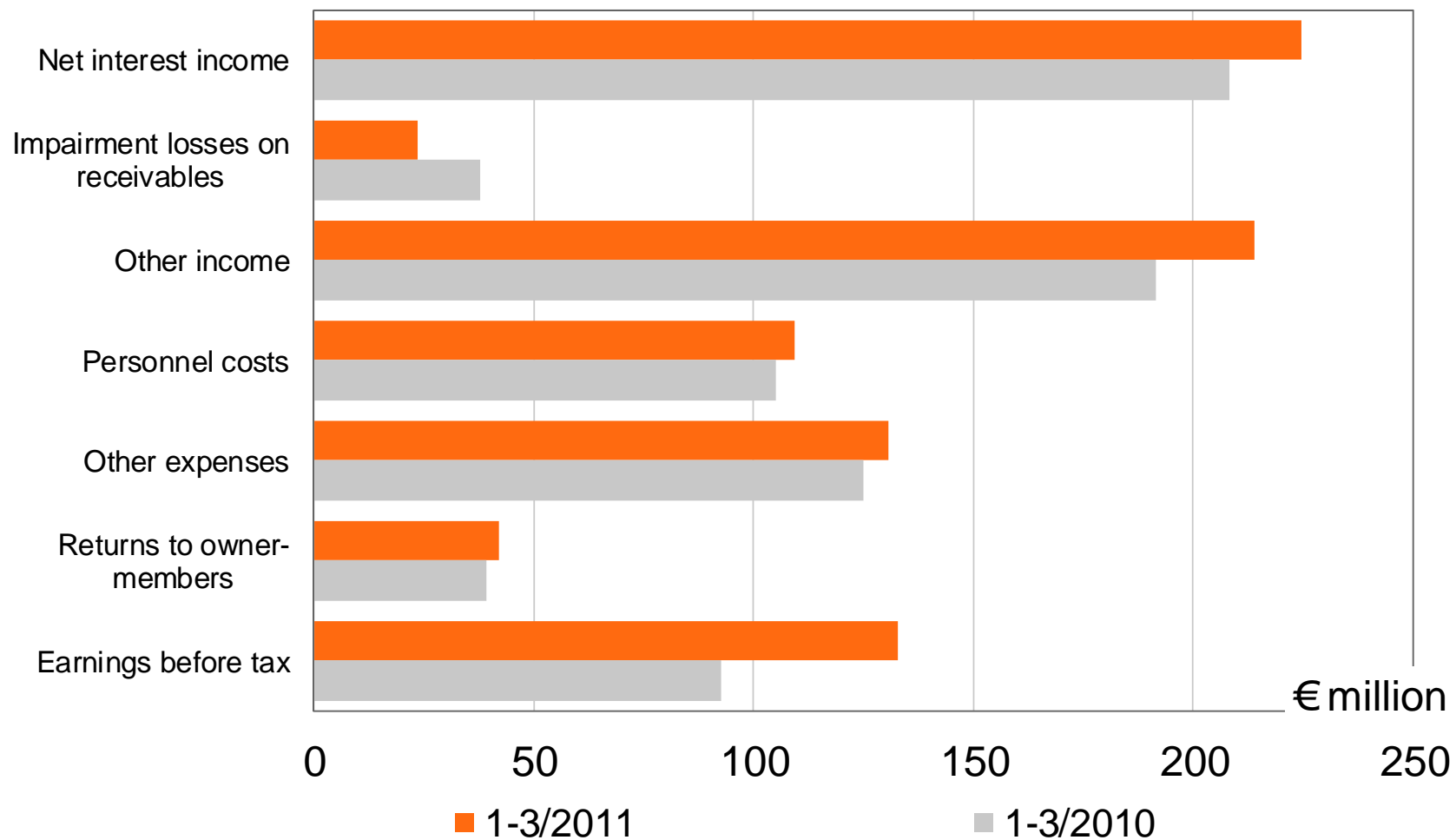


OP-Pohjola Group

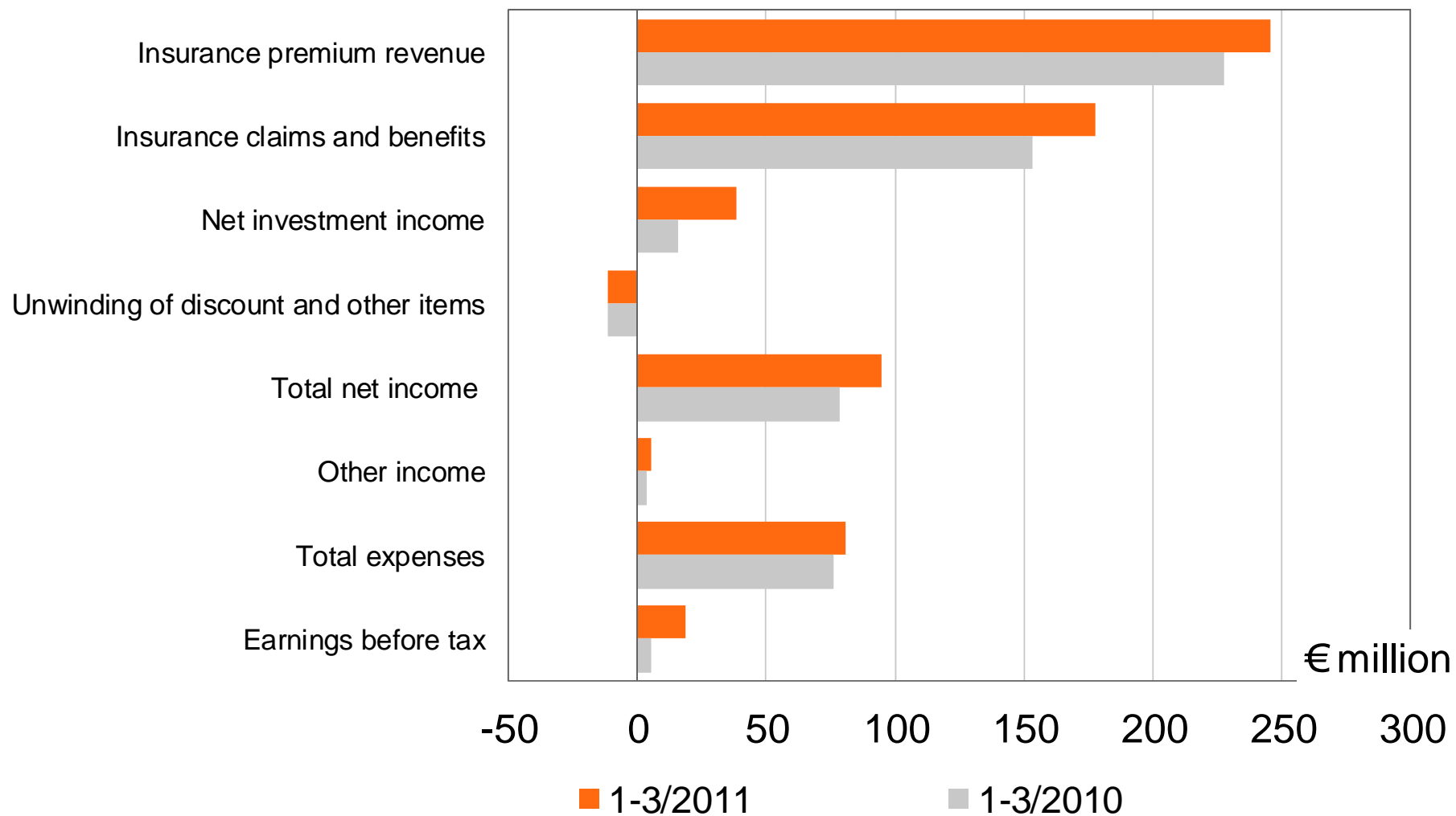
Income statement by business segment



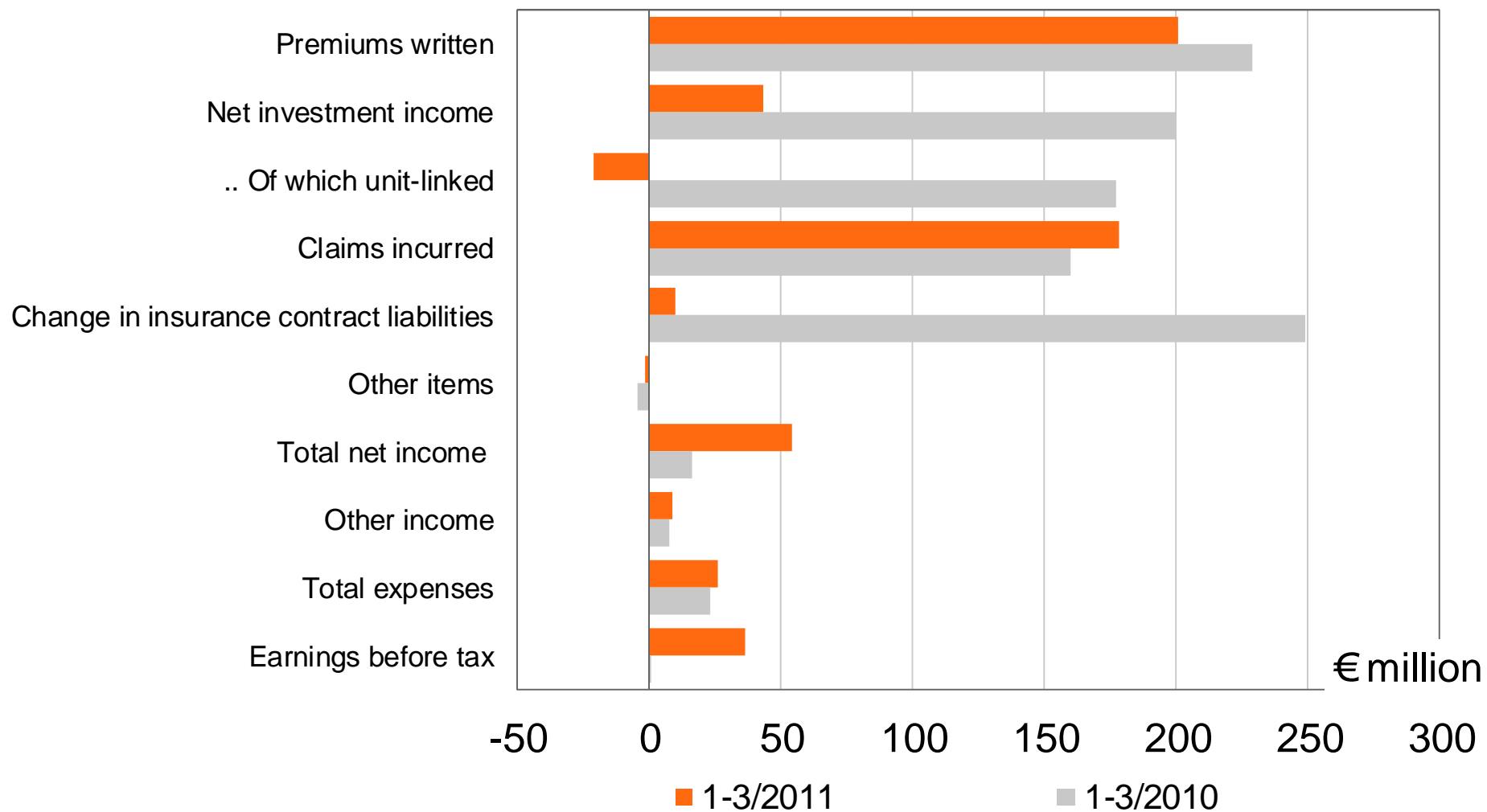
OP-Pohjola Group Banking



OP-Pohjola Group Non-life Insurance



OP-Pohjola Group Life Insurance



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Quarterly figures



OP-Pohjola Group

Quarterly performance

€million	2010				2011			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net interest income	224	228	226	238	238			
Other income	298	316	315	326	371			
Total income	523	545	541	564	609			
Personnel costs	164	171	142	166	178			
Other expenses	153	155	156	179	158			
Total expenses	317	326	298	345	336			
Impairments of receivables	38	40	31	41	23			
Returns to owner-members and OP bonus customers	39	42	41	42	42			
Earnings before tax	128	137	172	137	208			



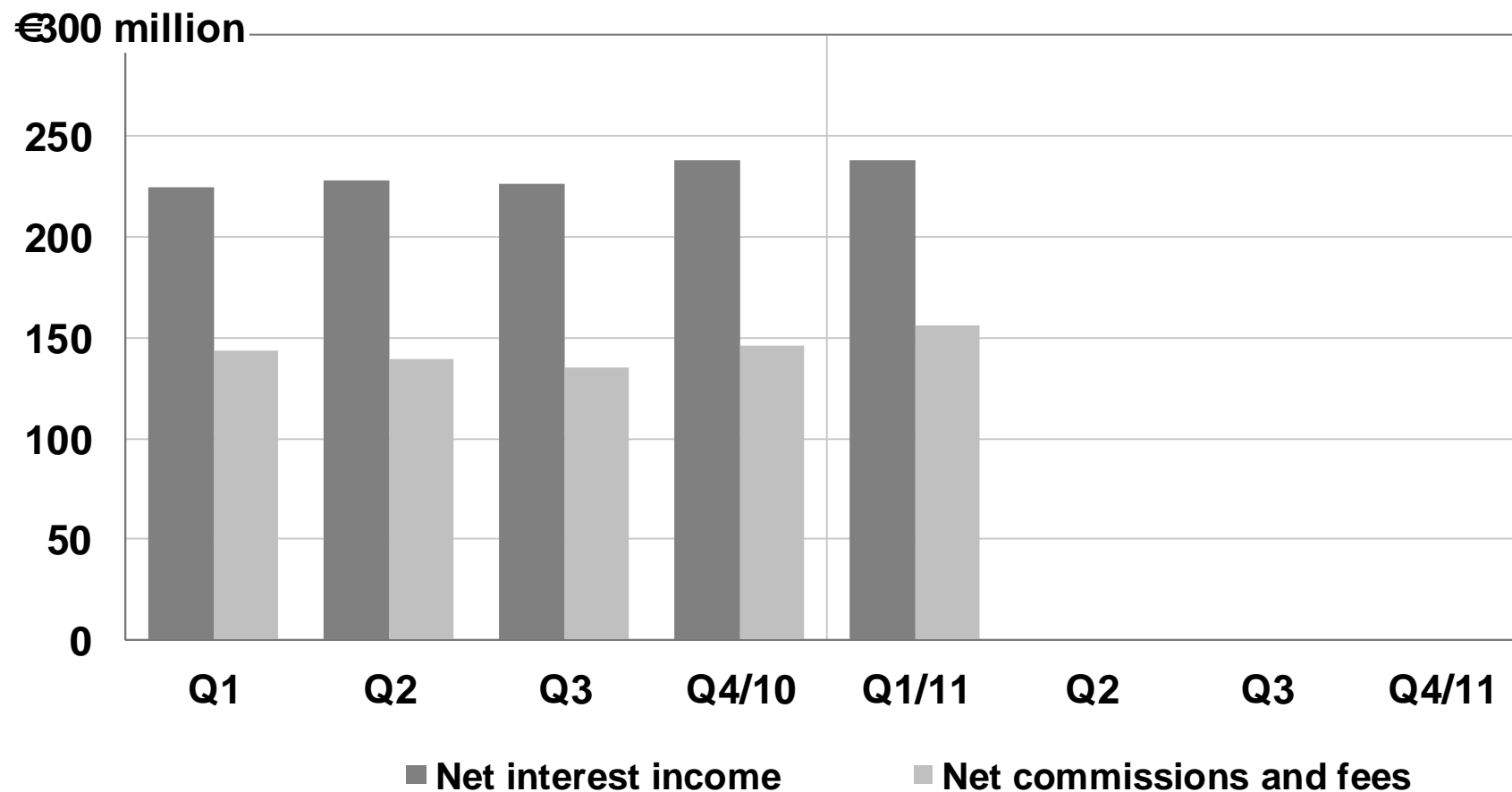
OP-Pohjola Group
Other income by quarter

€million	2010				2011			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net income from non-life insurance	78	113	119	73	92			
Net income from life insurance	14	32	15	39	50			
Net commissions and fees	143	139	135	146	156			
Net income from trading and investments	37	10	26	37	46			
Other income	26	23	20	32	27			
Total	298	316	315	326	371			

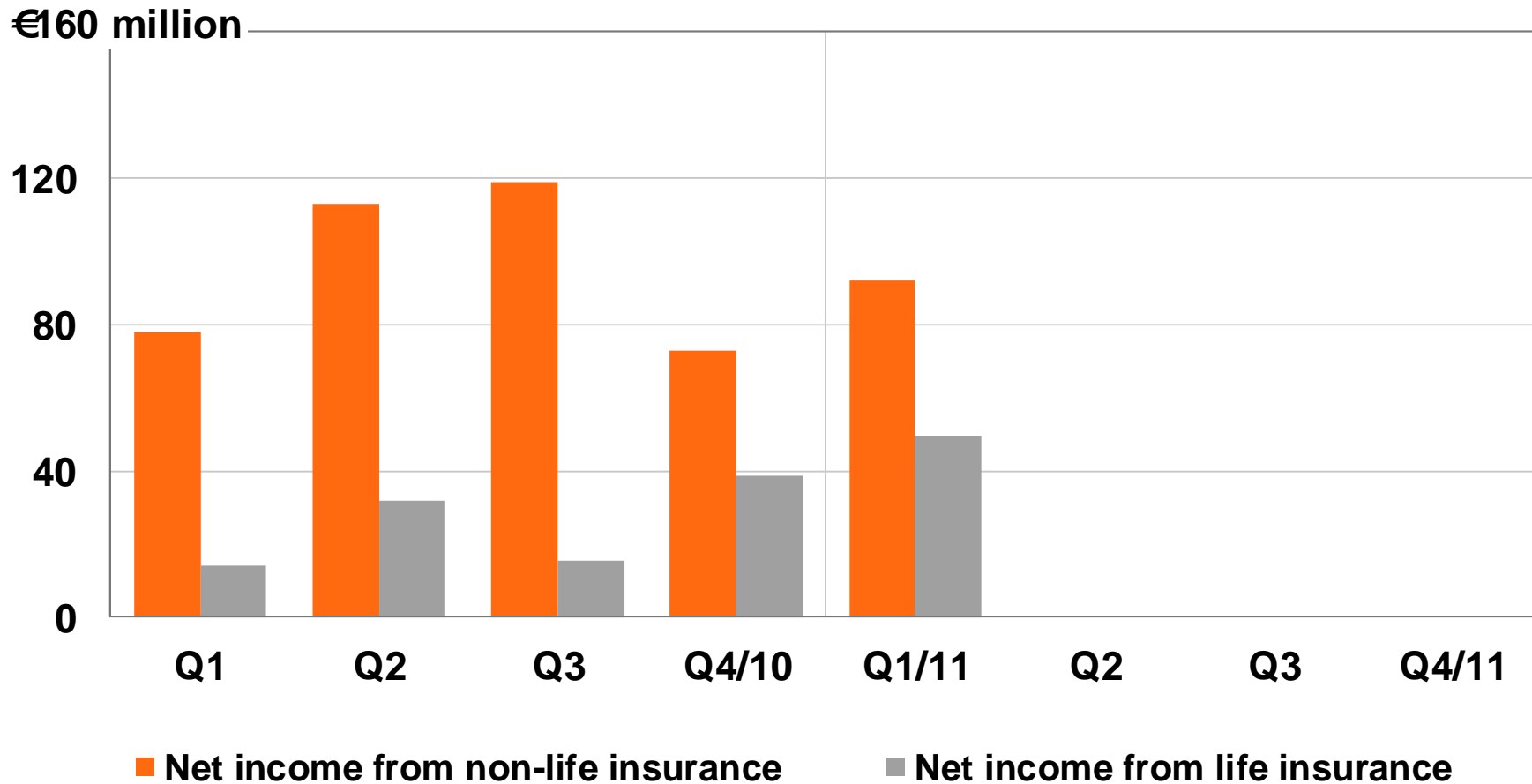


OP-Pohjola Group

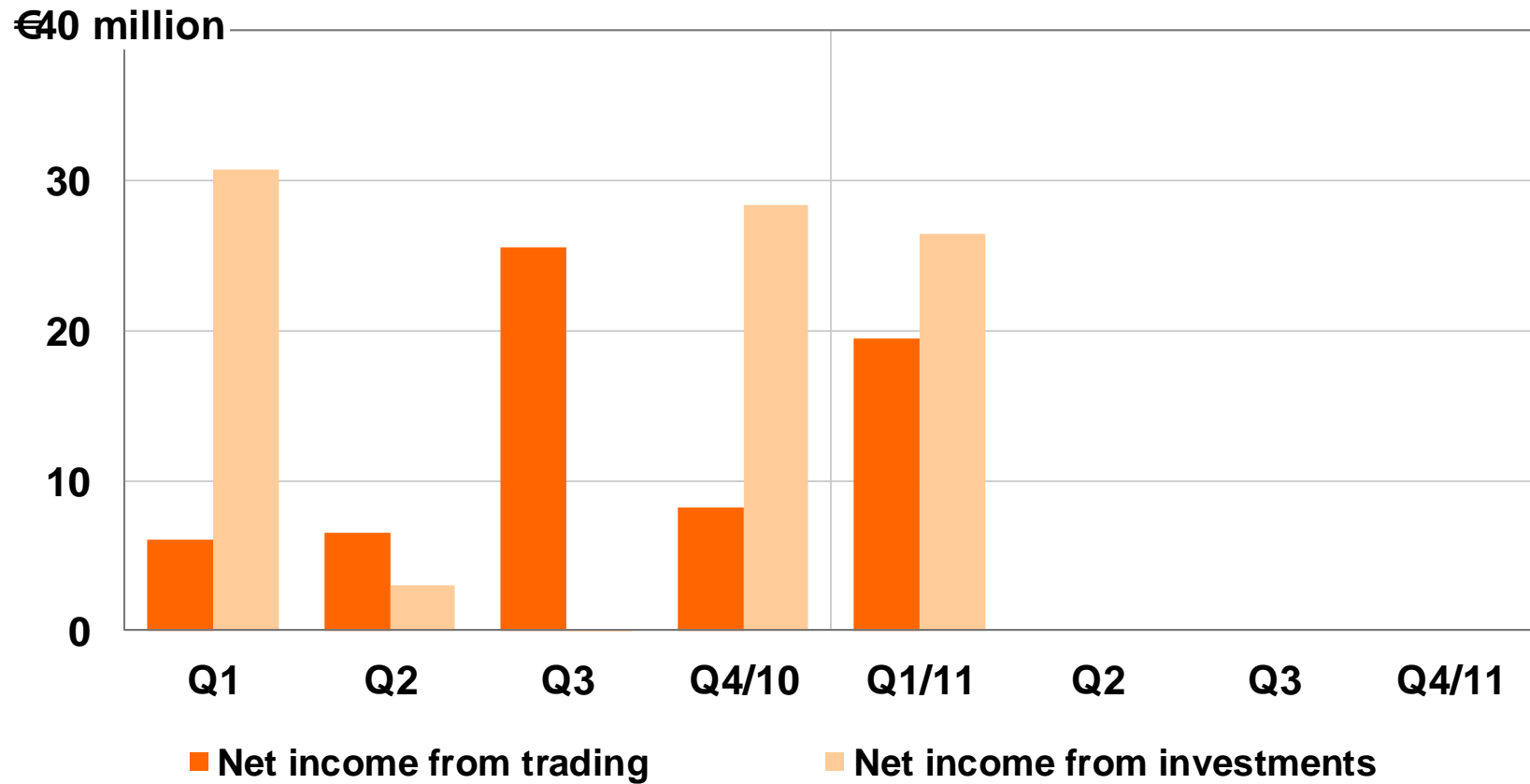
Net interest income and net commissions and fees



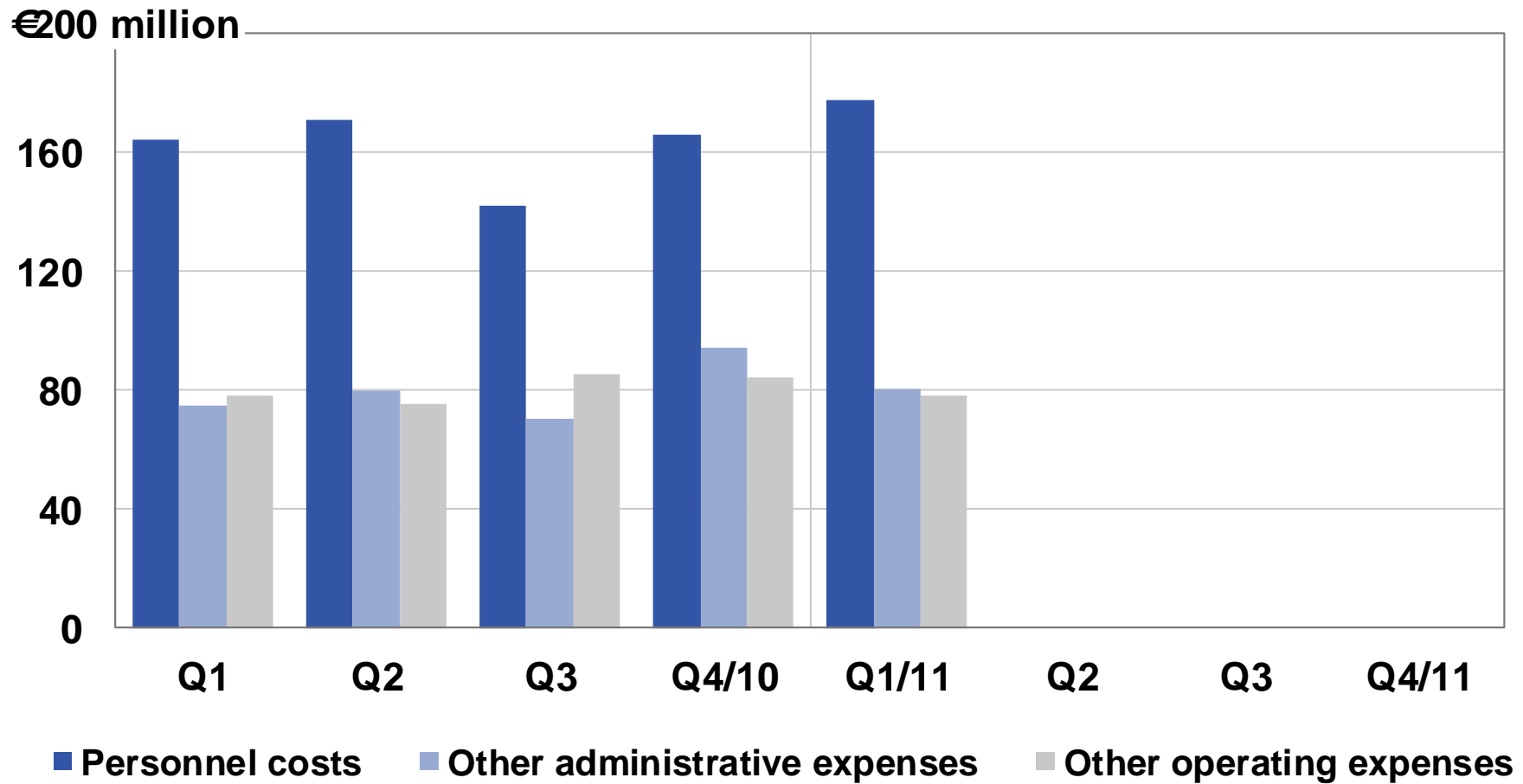
OP-Pohjola Group Net income from non-life and life insurance



OP-Pohjola Group Net income from trading and investments

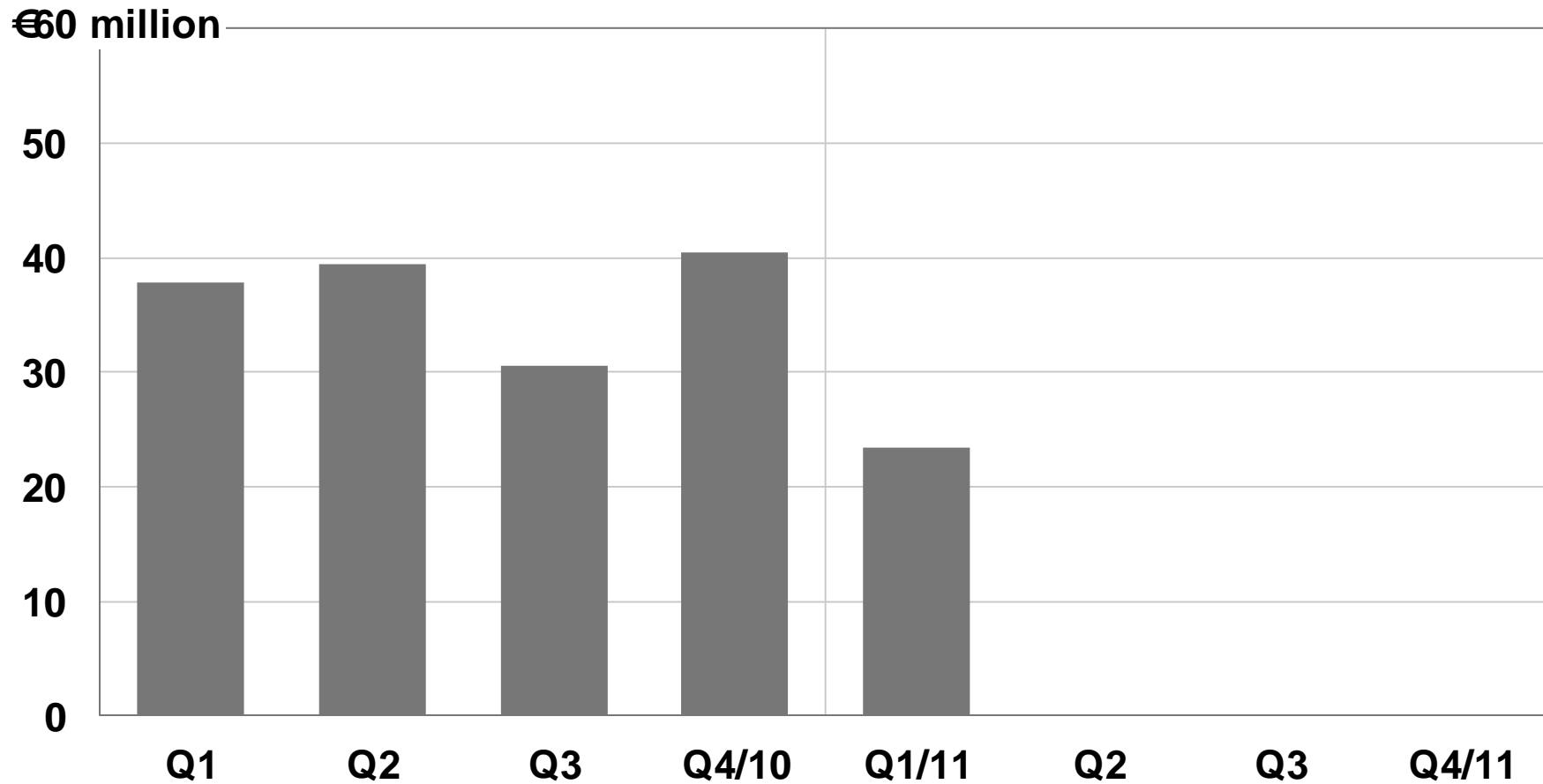


OP-Pohjola Group Expenses

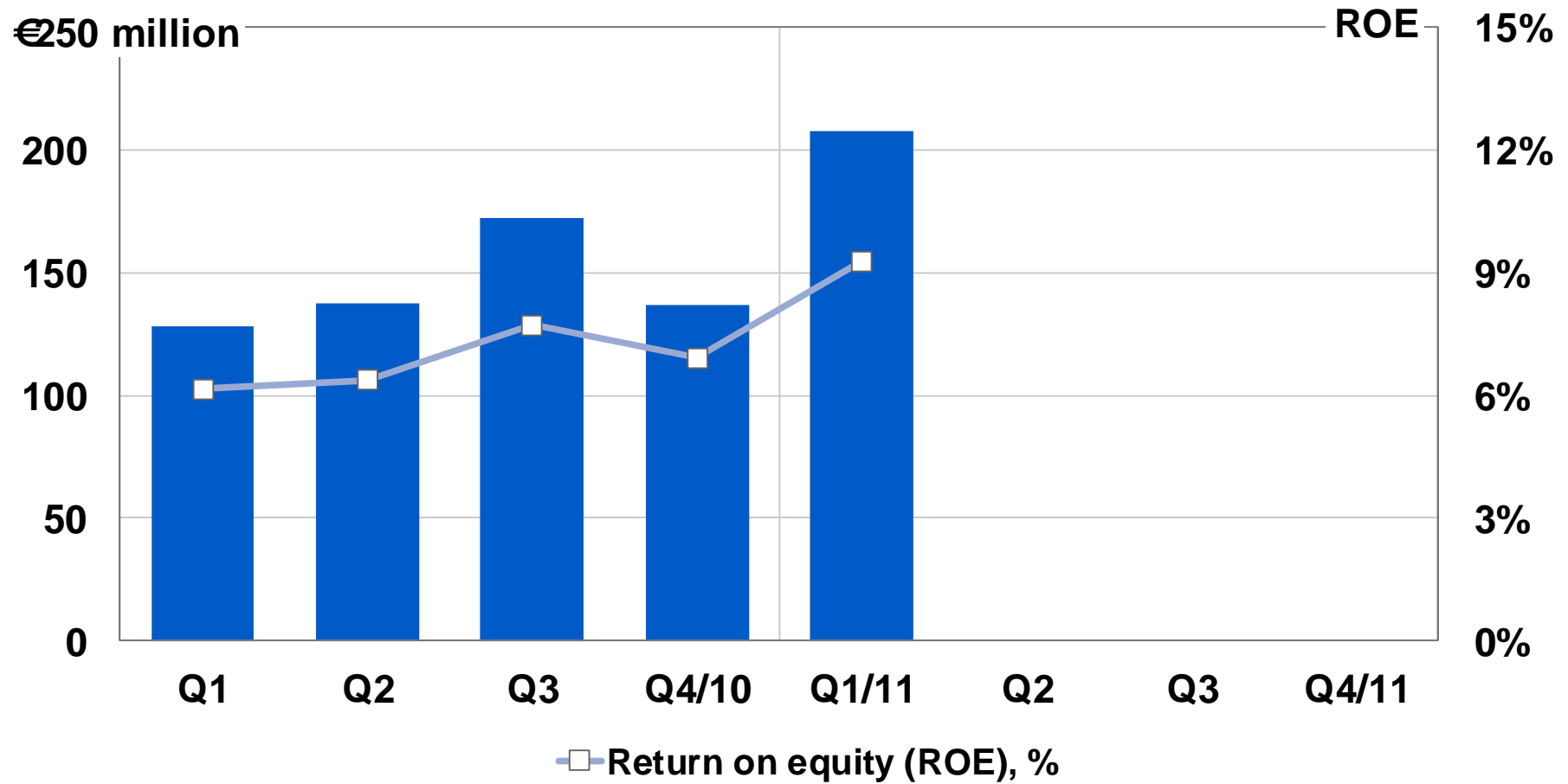


OP-Pohjola Group

Quarterly impairments of receivables

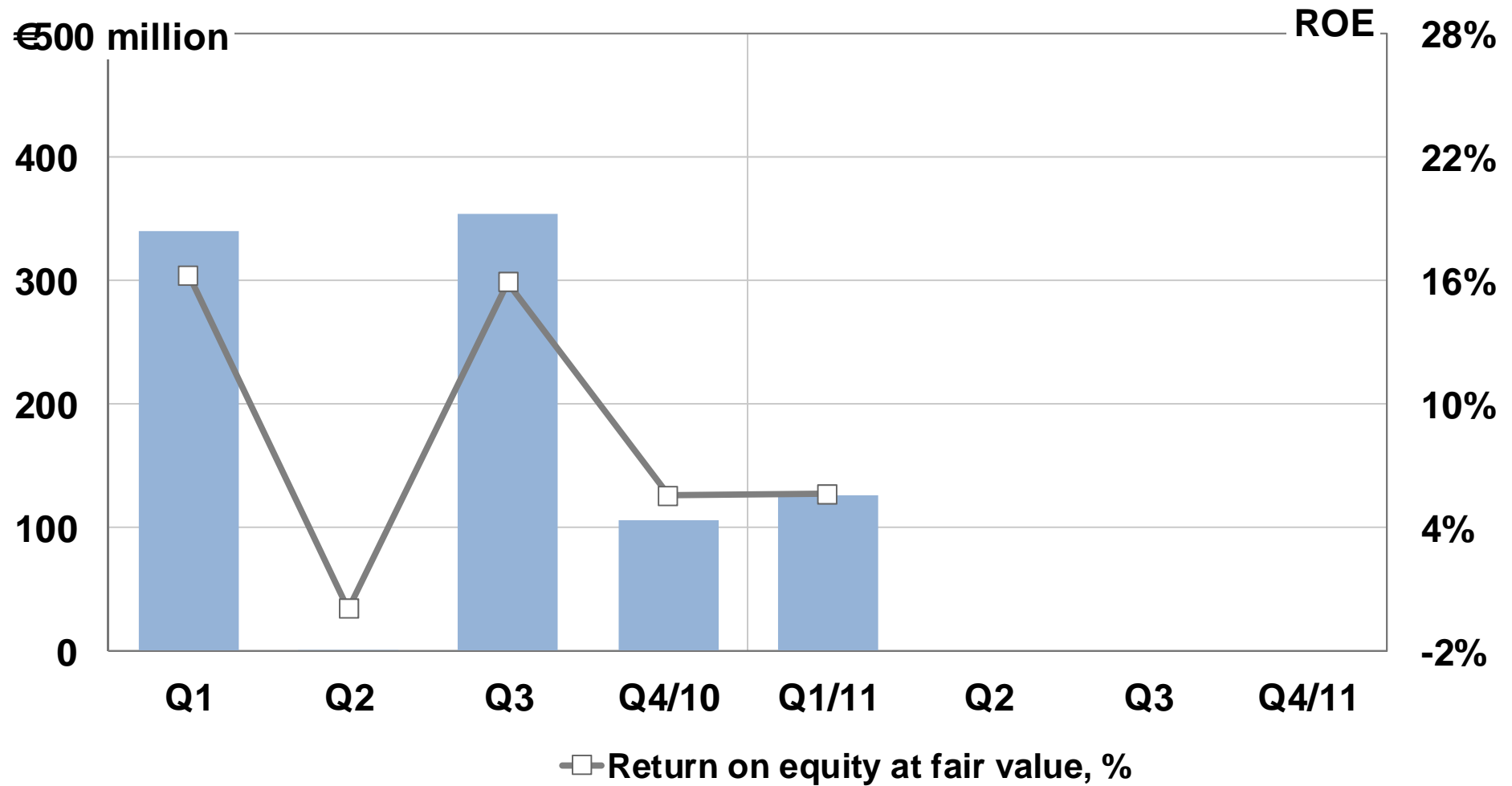


OP-Pohjola Group Earnings before tax

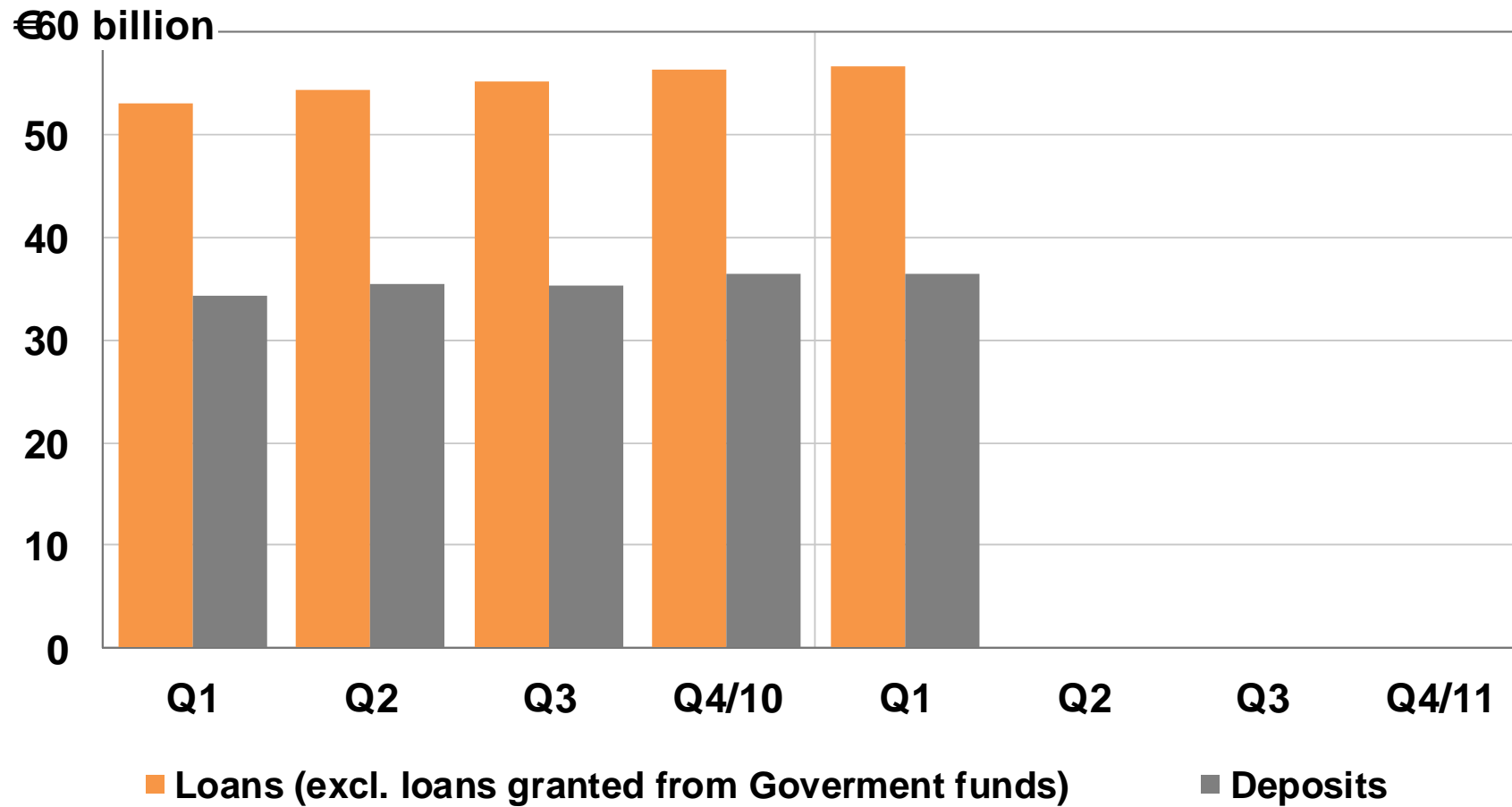


OP-Pohjola Group

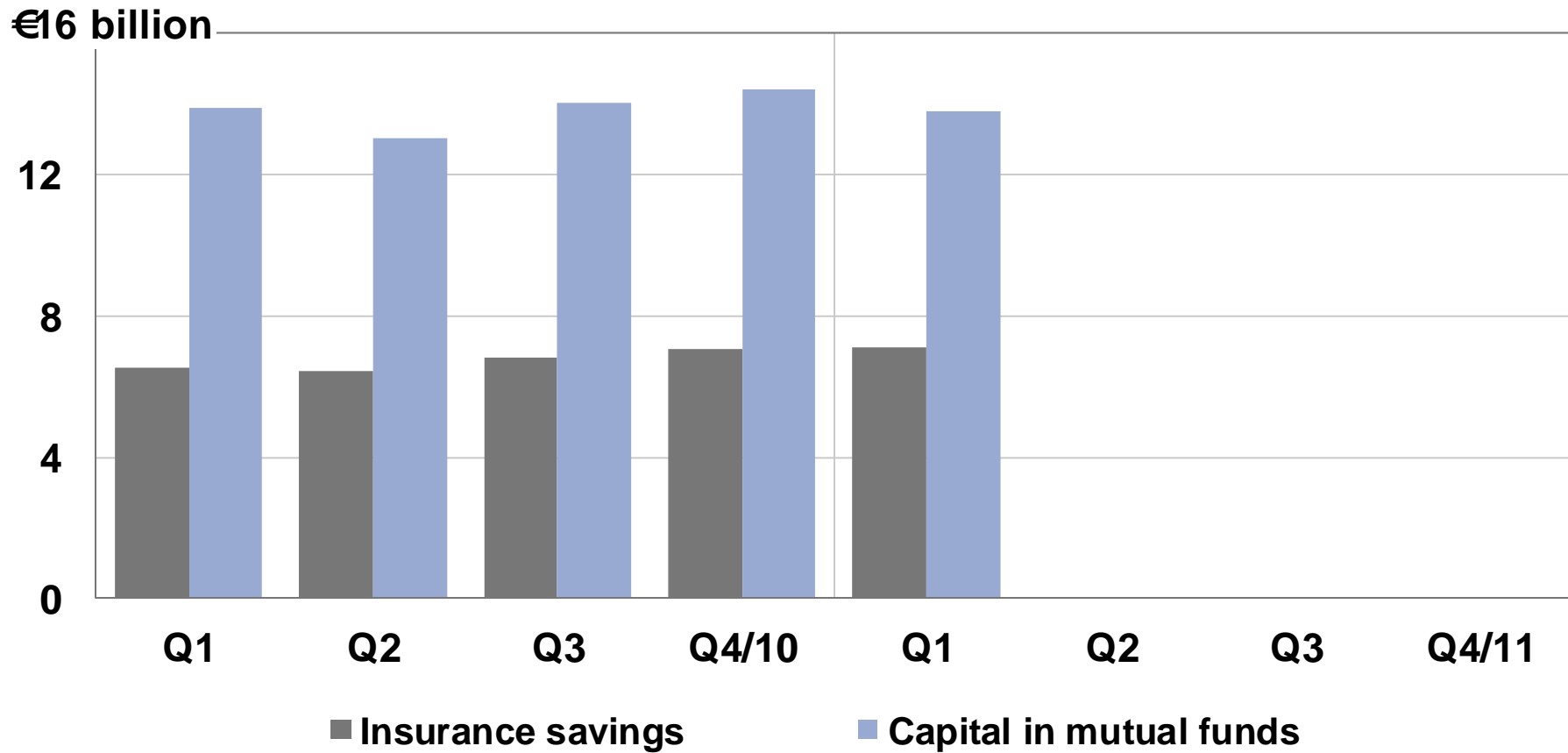
Earnings before tax at fair value



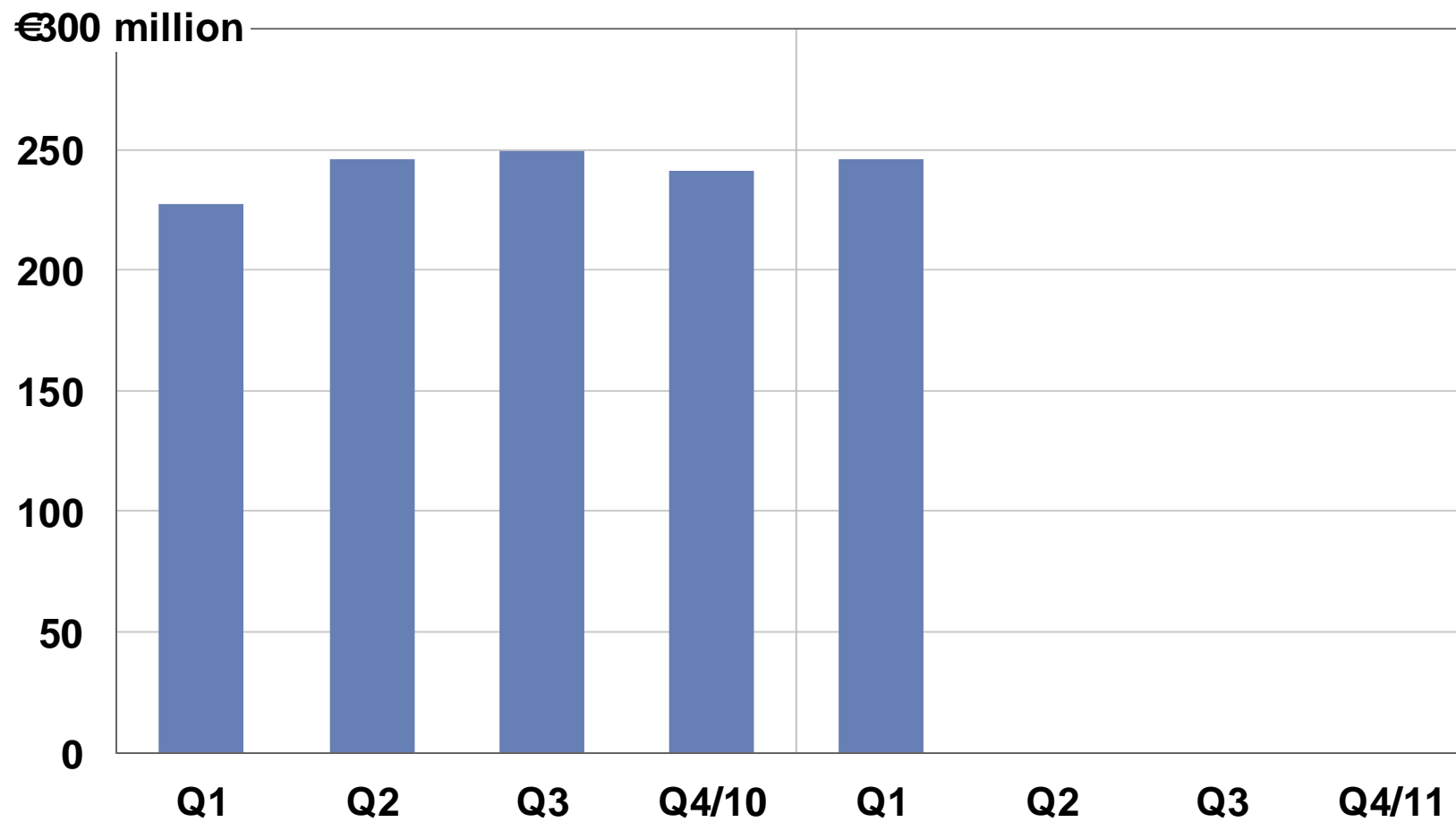
OP-Pohjola Group Loans and deposits



OP-Pohjola Group Life insurance savings and capital in mutual funds



OP-Pohjola Group
Non-life insurance premium revenue
(IFRS)



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Capital adequacy



Two separate 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 that came into effect on 1 July 2010. In the first half of 2010, the Group's operations were still regulated by provisions in the Act on Cooperative Banks and Other Cooperative Institutions.
- 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), the central institutions 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.

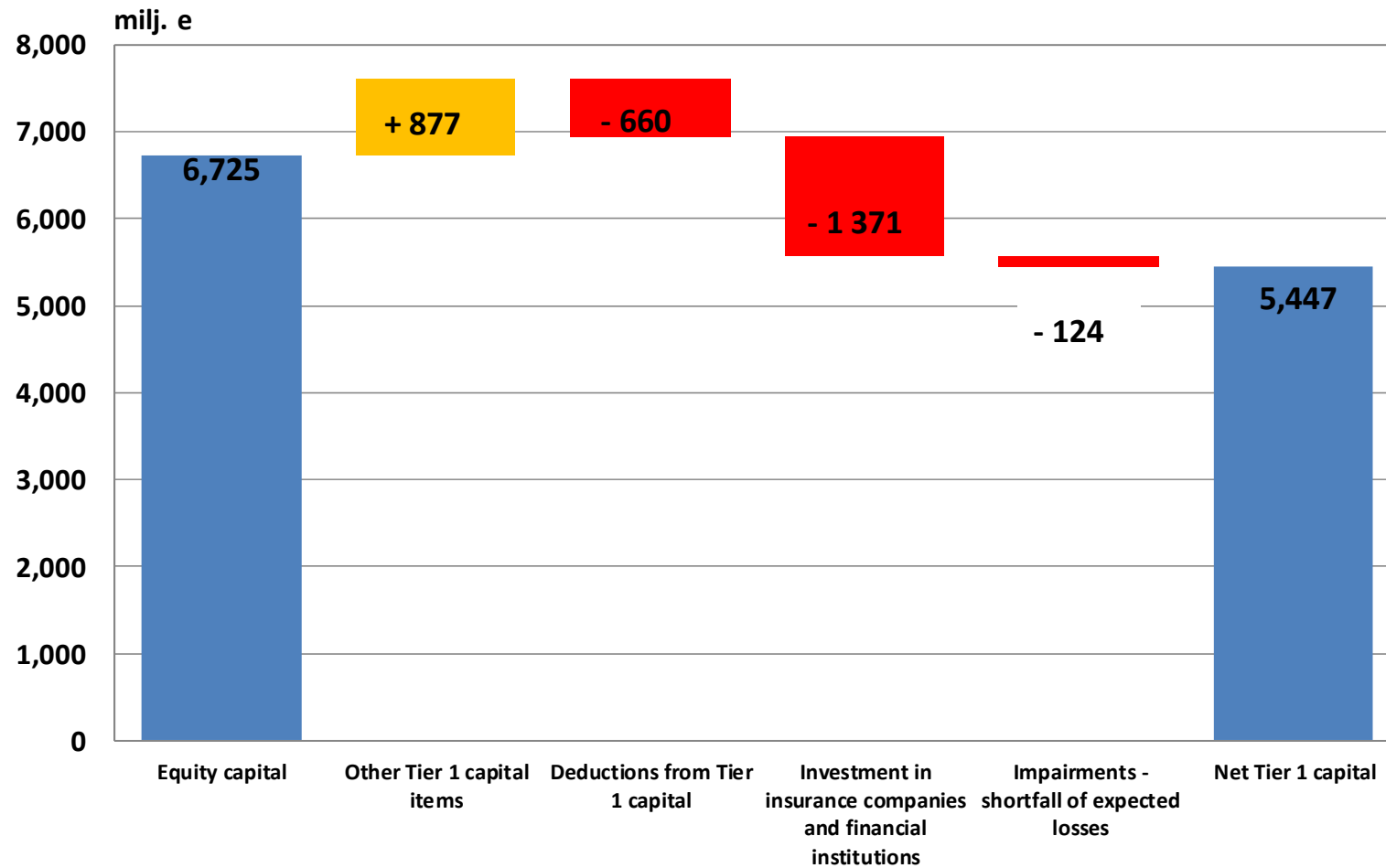
Capital adequacy ratio
(under the Act on the Supervision of
Financial and Insurance Conglomerates)

- OP-Pohjola Group is a financial and insurance 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 and insurance 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.

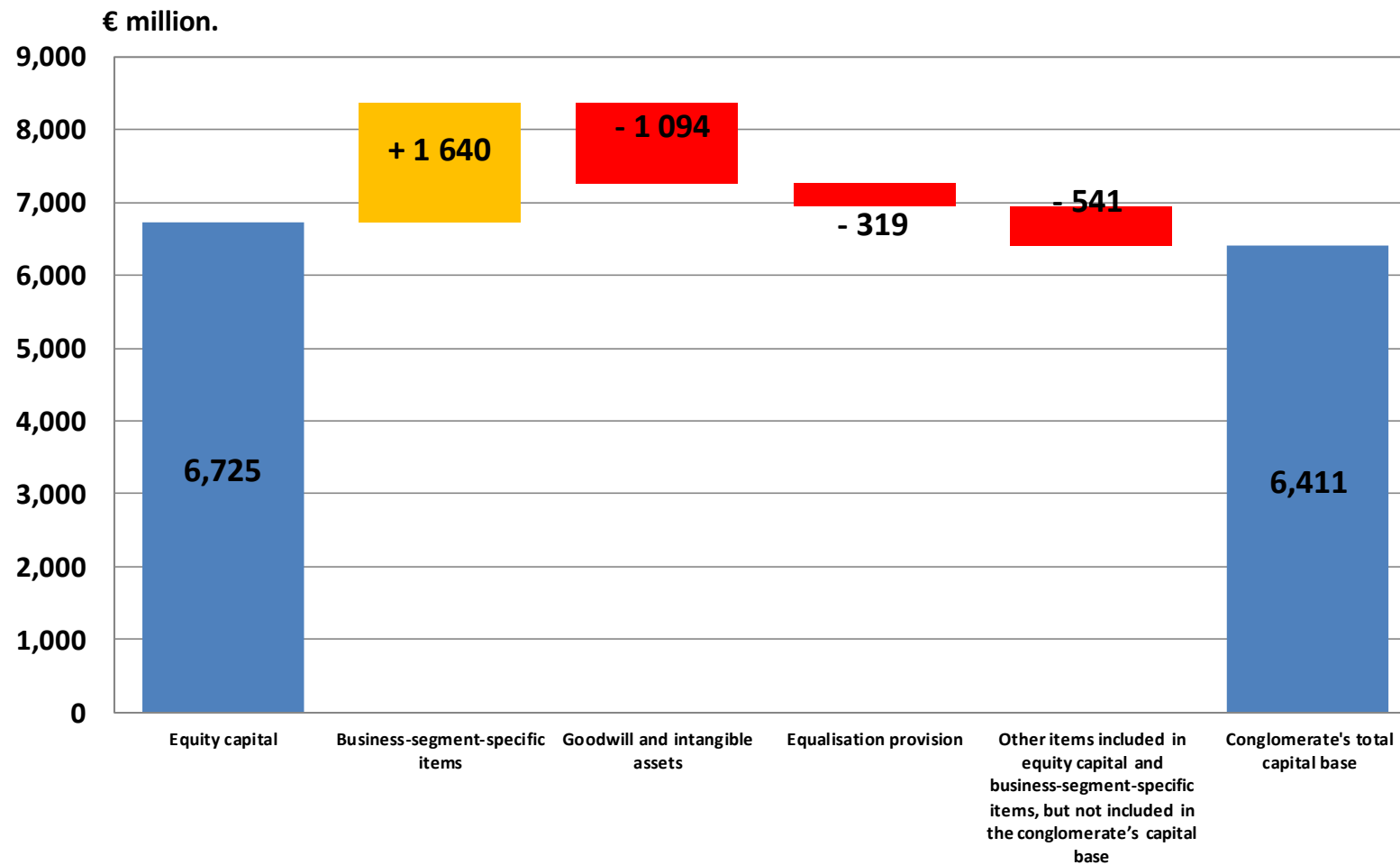
Tier 1 Capital

31 March 2011



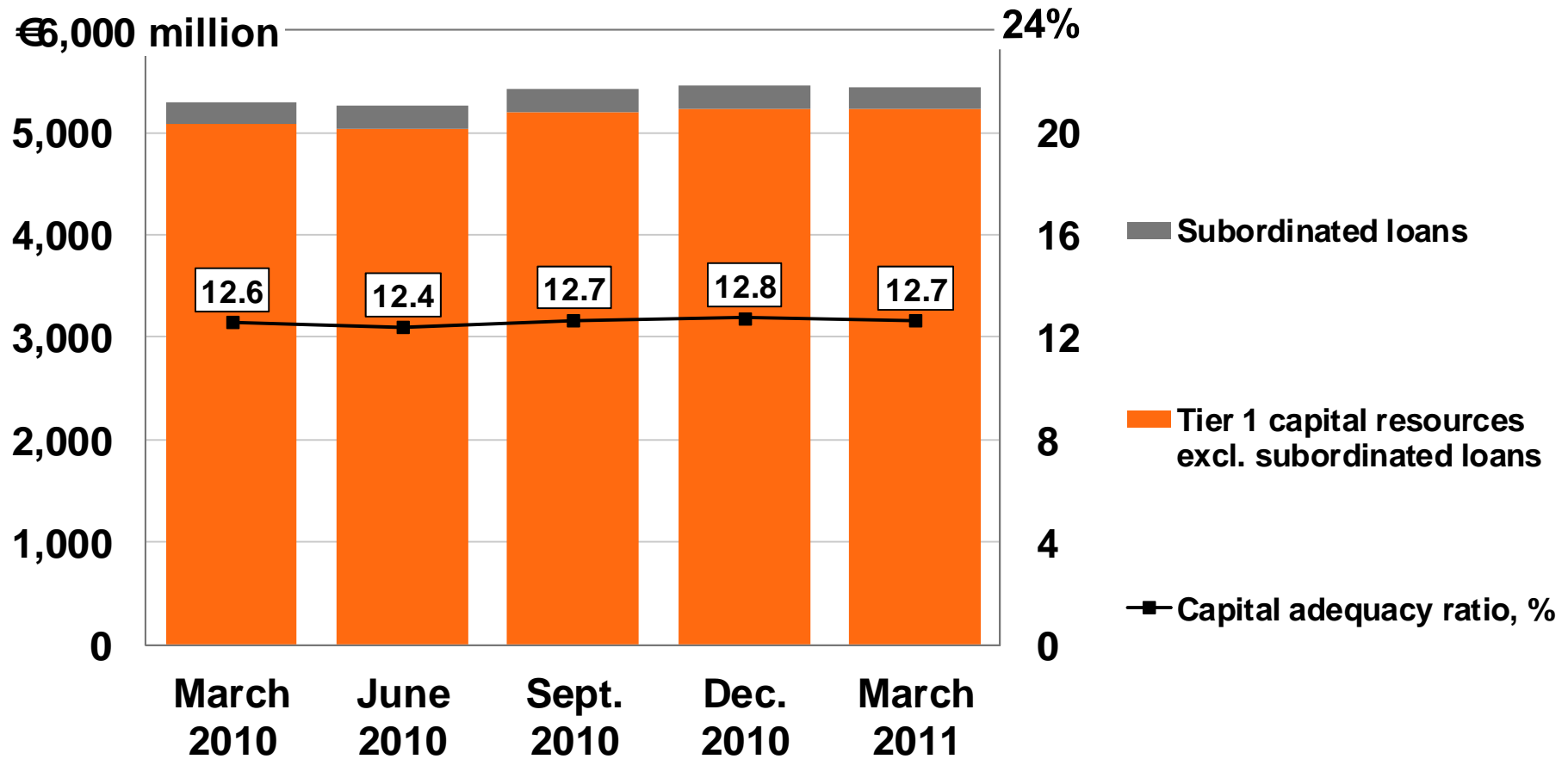
Conglomerate's total capital base

31 March 2011



The amalgamation of the cooperative banks

Capital resources and capital adequacy



Adopting the Internal Ratings Based Approach

- In its calculation of capital requirement for credit risk, OP-Pohjola Group will phase in the Internal Ratings Based Approach (IRBA).
 - The Internal Ratings Based Approach (IRBA) as already used in the capital adequacy measurement of Pohjola Bank plc's corporate and institutional customers' credit risks.
 - The target for adopting IRBA for all other liabilities is September 2011, but until then the capital requirement for credit risk of such items is calculated using the Standardised Approach.
- The capital requirement for credit risk concerning state and central banks will continue to be calculated using the Standardised Approach.
- The same will be done to market risks.
- The use of internal ratings reduces the Group's capital requirement, but makes it more susceptible to market fluctuations.

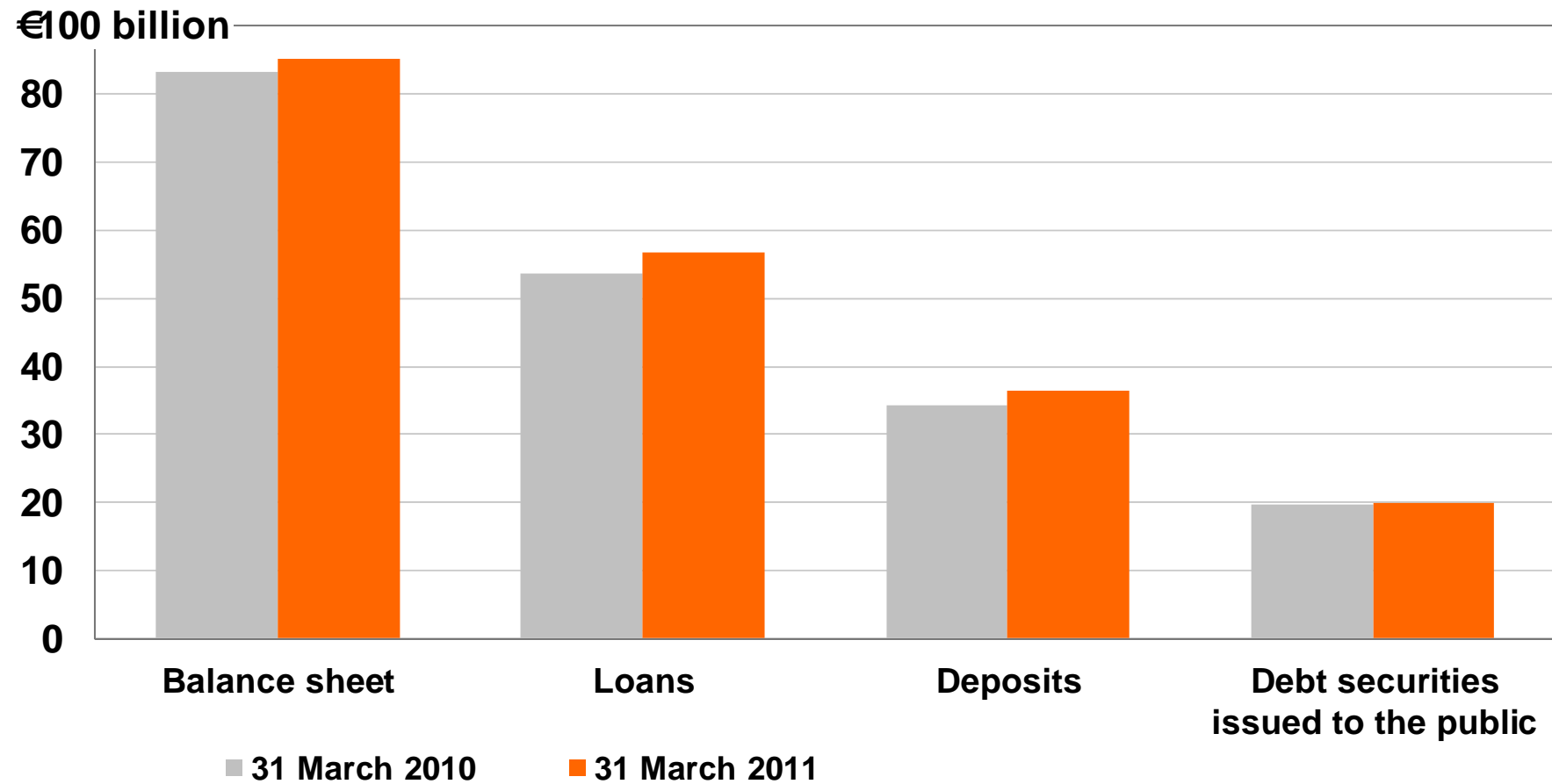


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Balance sheet



OP-Pohjola Group Key balance sheet items



OP-Pohjola Group

Balance sheet

€million	31 March	31 March	Change	
	2011	2010	€million	%
Receivables from credit institutions	1,639	1,483	156	10.5
Financial assets at fair value through profit or loss	438	1,306	-868	-66.4
Receivables from customers	57,131	53,679	3,452	6.4
Non-life Insurance assets	3,415	3,412	3	0.1
Life Insurance assets	7,594	6,889	705	10.2
Investment assets	7,990	7,089	902	12.7
Other items	7,042	9,353	-2,311	-24.7
Total assets	85,250	83,211	2,038	2.4
Liabilities to credit institutions	1,879	2,261	-382	-16.9
Liabilities to customers	38,743	38,425	318	0.8
Non-life Insurance liabilities	2,782	2,656	126	4.7
Life Insurance liabilities	7,275	6,683	592	8.9
Debt securities issued to the public	19,844	19,708	136	0.7
Other liabilities	8,001	7,101	900	12.7
Equity capital	6,725	6,376	348	5.5
Total liabilities and equity capital	85,250	83,211	2,038	2.4

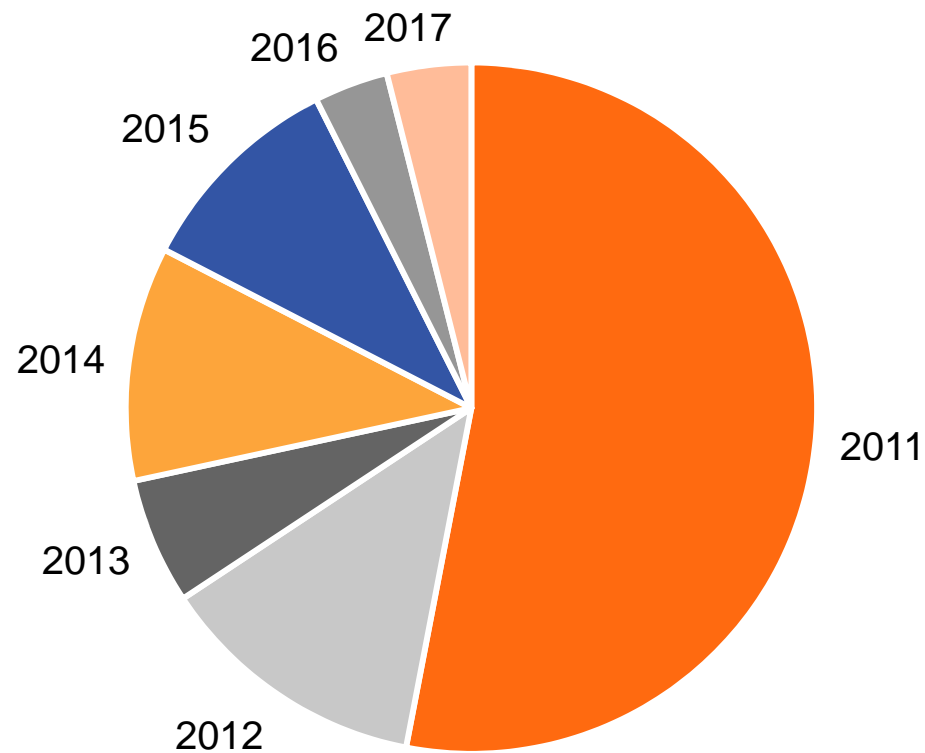


OP-Pohjola Group
Equity capital and cooperative capital

€ million	31 March 2011	31 March 2010	Change € million	%
Share of OP-Pohjola Group's owners				
Share capital	234	228	6	2.7
Cooperative capital	130	129	1	0.9
Fair value reserve	52	102	-50	-49.3
Other reserves	2,684	2,640	44	1.7
Retained earnings	3,625	3,278	347	10.6
Minority interest	0	0	0	-49.0
Total equity capital	6,725	6,376	348	5.5
Cooperative capital not included in equity capital	655	644	11	1.7



OP-Pohjola Group
Maturing of debt securities issued to the public
31.3.2011
total of 19.8 mrd. e

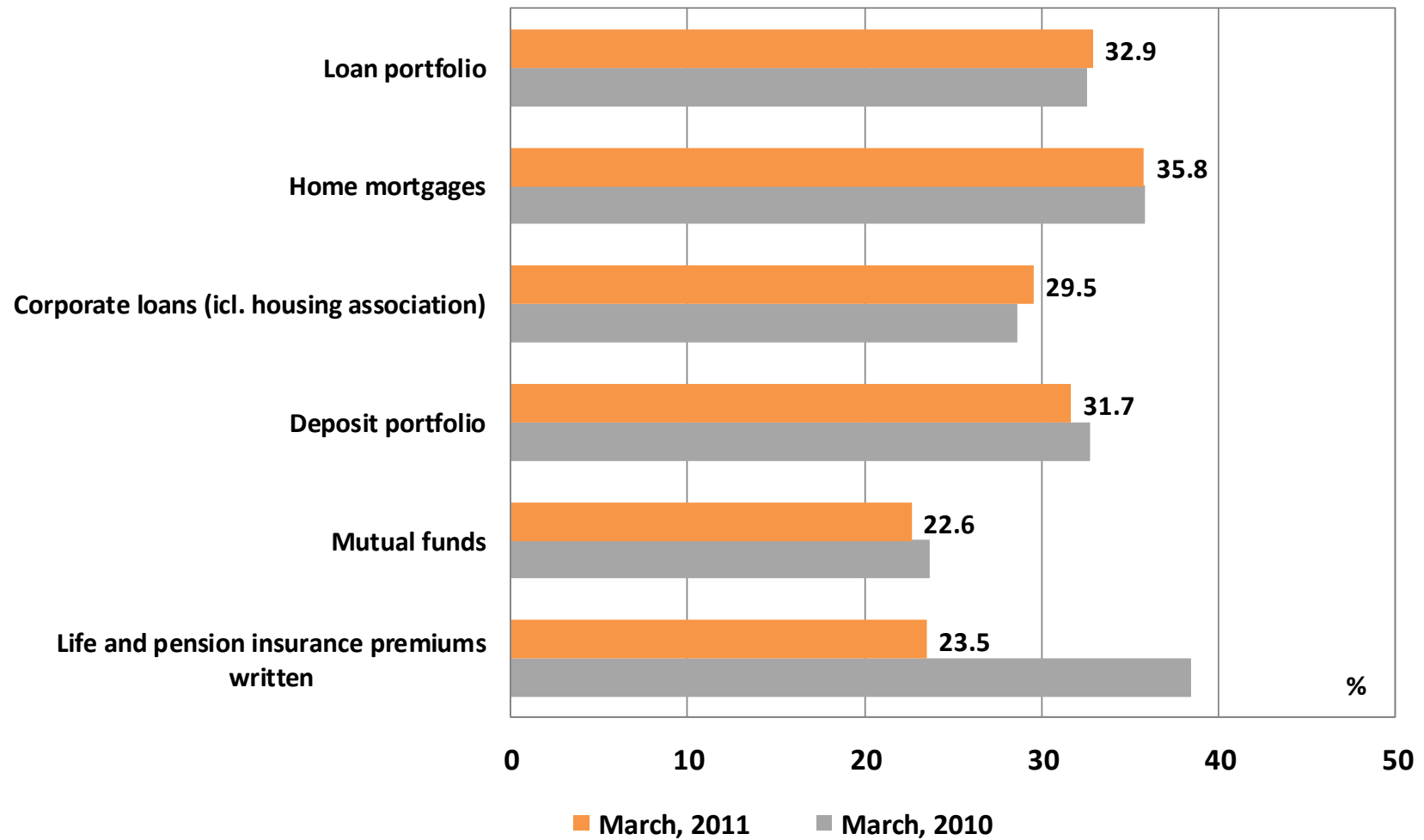


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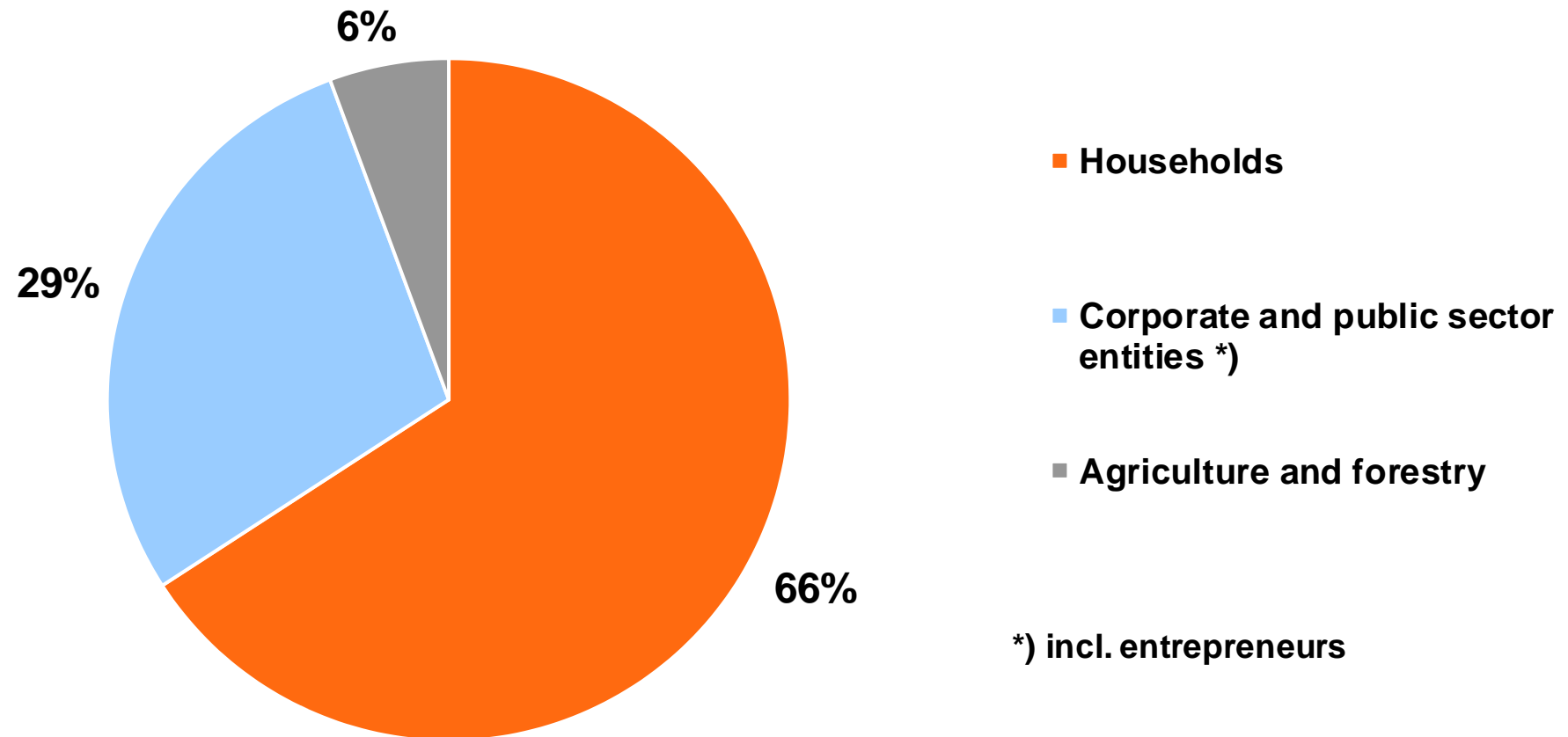
Loans and customer funds



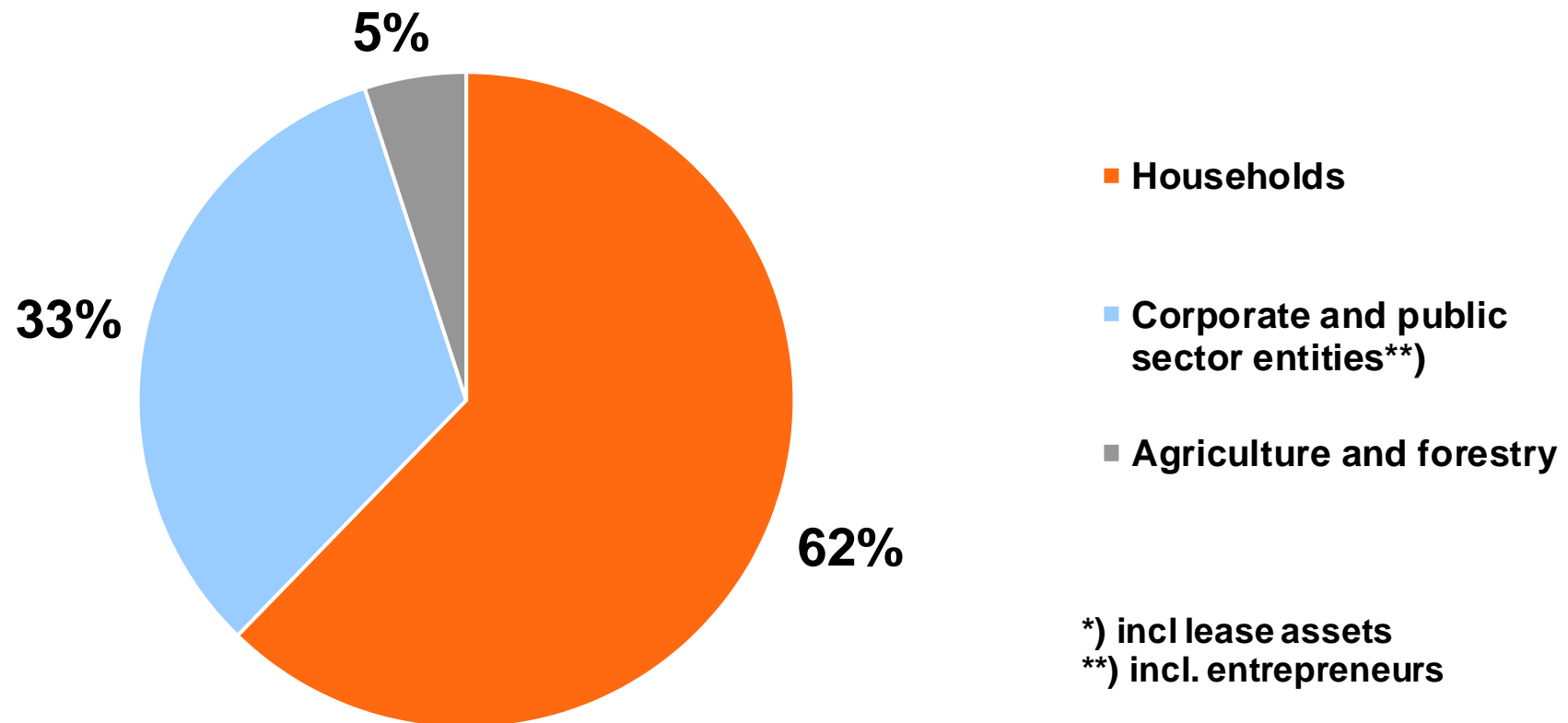
OP-Pohjola Group Market shares



OP-Pohjola Group
Deposits by customer sector
31 March 2011



OP-Pohjola Group
Loans* by customer sector
31 March 2011

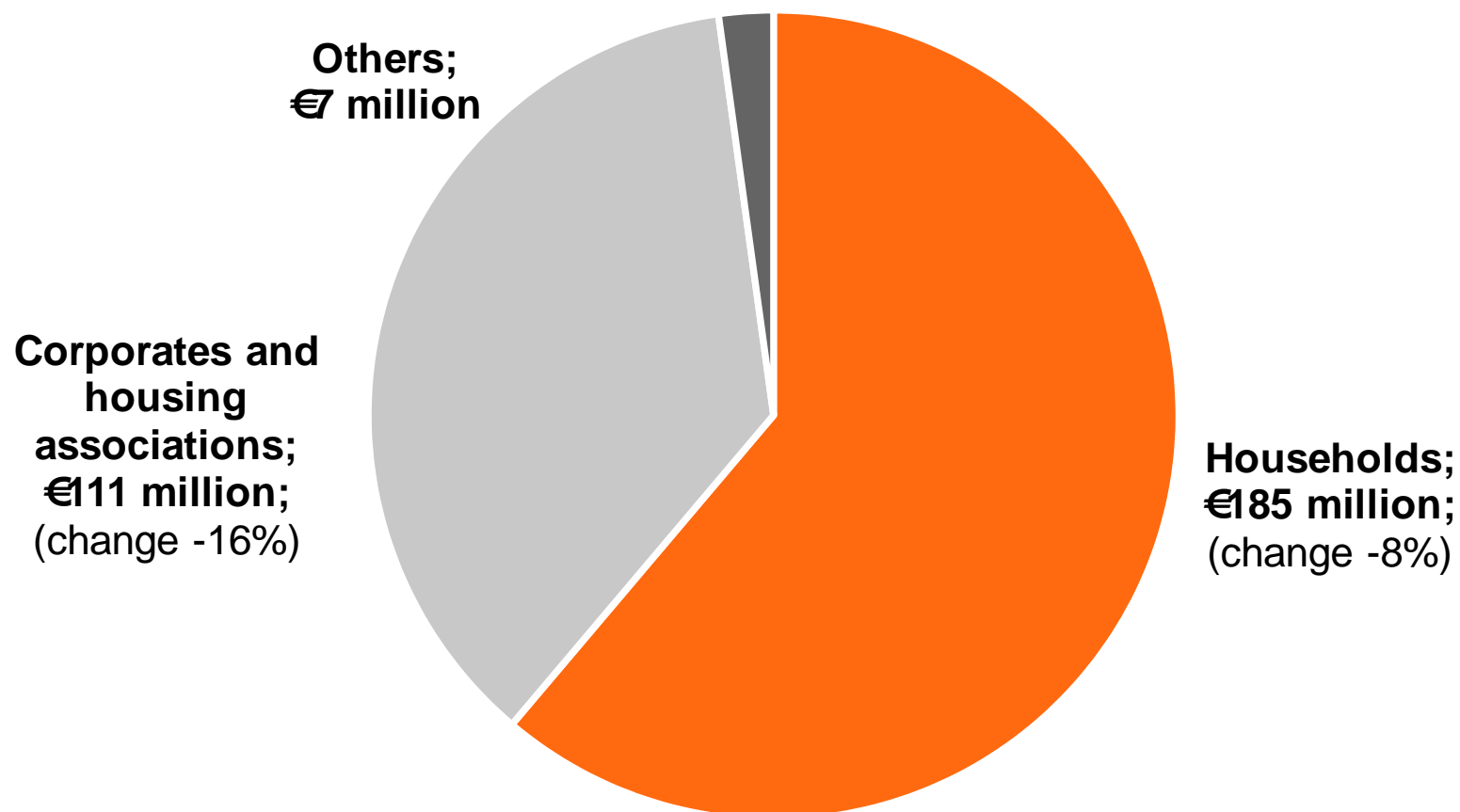


OP-Pohjola Group

Loan and guarantee portfolio by sector

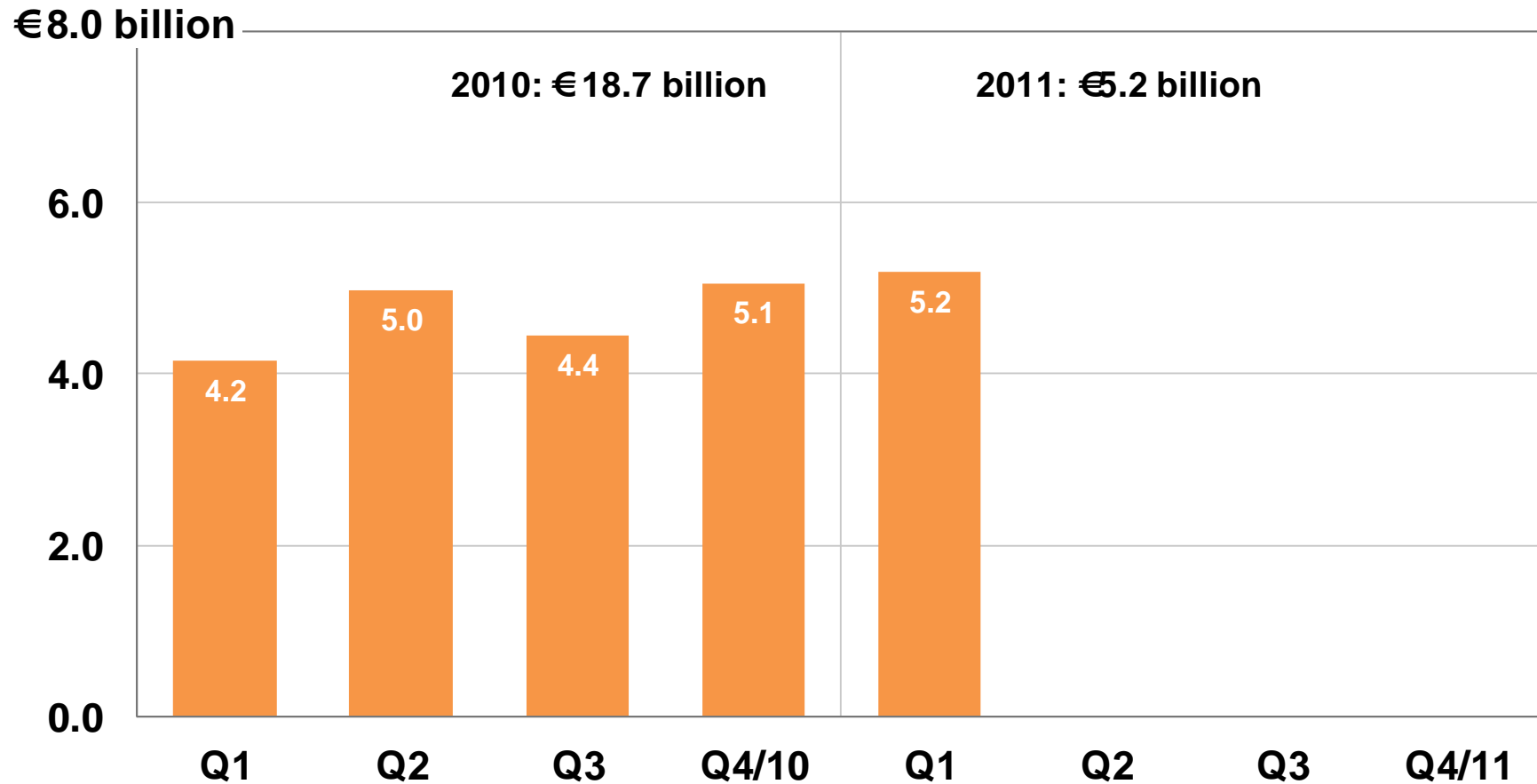
€million	31 March 2011	31 March 2010	€million	Change, %	Non-performing and zero-interest loans	
					€million	% of loan and guarantee portfolio
Enterprises and housing associations	20,495	19,254	1,240	6.4	111	0.5 %
Renting and operation of residential real estate						
incl. housing associations	3,913	3,566	346	9.7	4	0.1 %
Other renting and operating of real estate	2,591	2,131	460	21.6	7	0.3 %
Wholesale and retail trade	2,185	2,022	164	8.1	12	0.6 %
Services	1,530	1,493	37	2.5	12	0.8 %
Construction	1,505	1,508	-4	-0.3	24	1.6 %
Transportation and storage	1,361	1,233	128	10.4	7	0.5 %
Manufacture of machinery and and equipment (incl. services)	1,137	1,079	58	5.4	7	0.6 %
Buying and selling of own real estate	883	881	1	0.1	1	0.1 %
Forest Industry	734	822	-89	-10.8	16	2.2 %
Financial and insurance services	661	486	175	36.1	5	0.7 %
Agriculture, forestry and fishing	653	587	66	11.2	5	0.7 %
Metal Industry	644	660	-16	-2.4	3	0.4 %
Food Industry	623	574	49	8.5	2	0.4 %
Chemical Industry	517	586	-70	-11.9	0	0.1 %
Energy	474	537	-63	-11.8	0	0.0 %
Other manufacturing	448	456	-8	-1.7	3	0.6 %
Other industries	637	632	5	0.8	2	0.4 %
Public corporations and non-profit organisations	1,054	990	64	6.4	4	0.4 %
Households	38,054	36,047	2,007	5.6	185	0.5 %
Adjustments	11	9	2	20.5	-42	
Total	59,613	56,300	3,313	5.9	258	0.4 %

OP-Pohjola Group
Non-performing and zero-interest receivables
March 31 2011
€258 million (12-month change -12.8%)



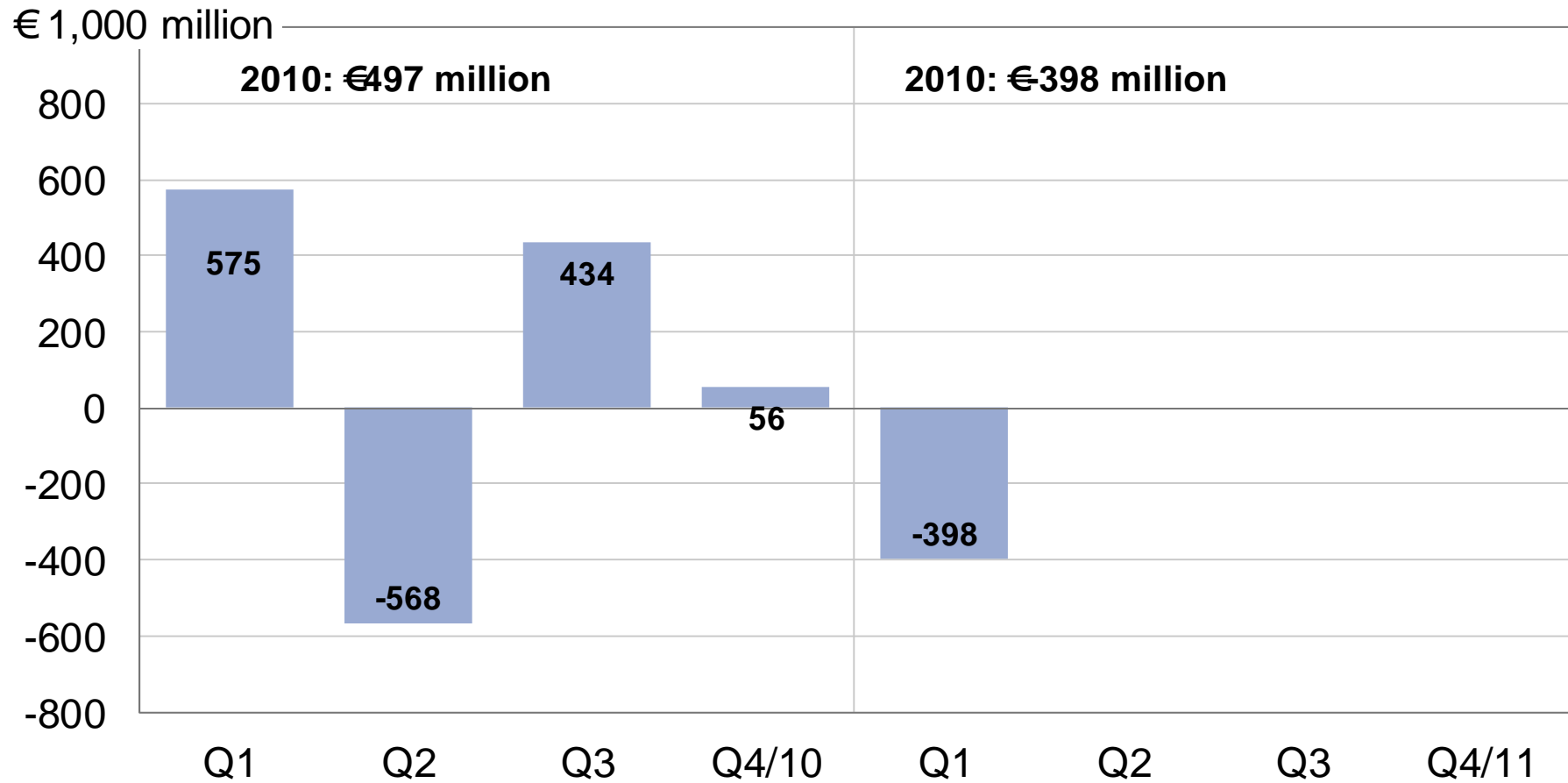
Impairment losses on groups of receivables are not included in the graph (€-45 million)

OP-Pohjola Group New loans by quarter

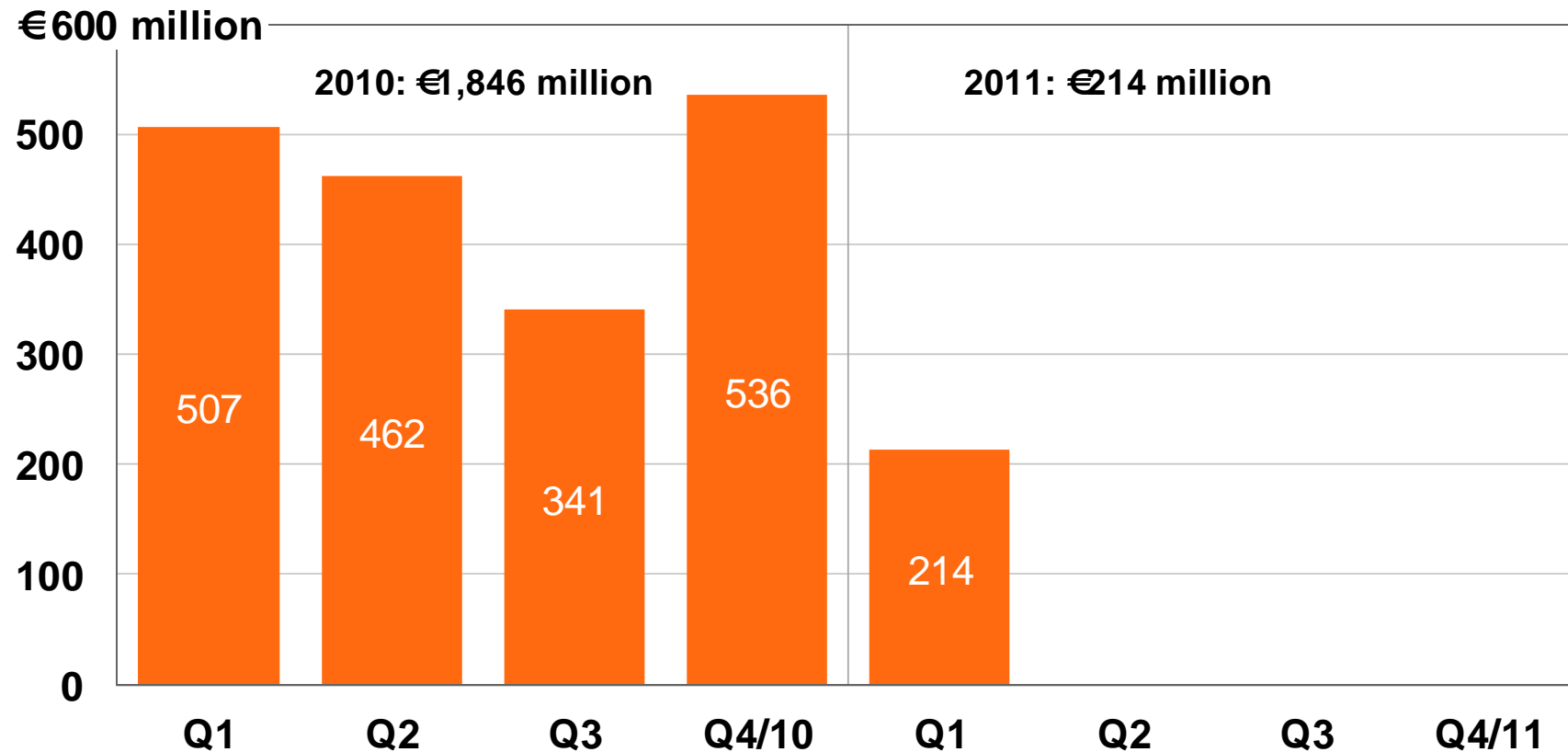


OP-Pohjola Group

Net sales of mutual funds by quarter



OP-Pohjola Group Life and pension insurance premiums written by quarter



Employees group life insurance
included only at 31 Dec.

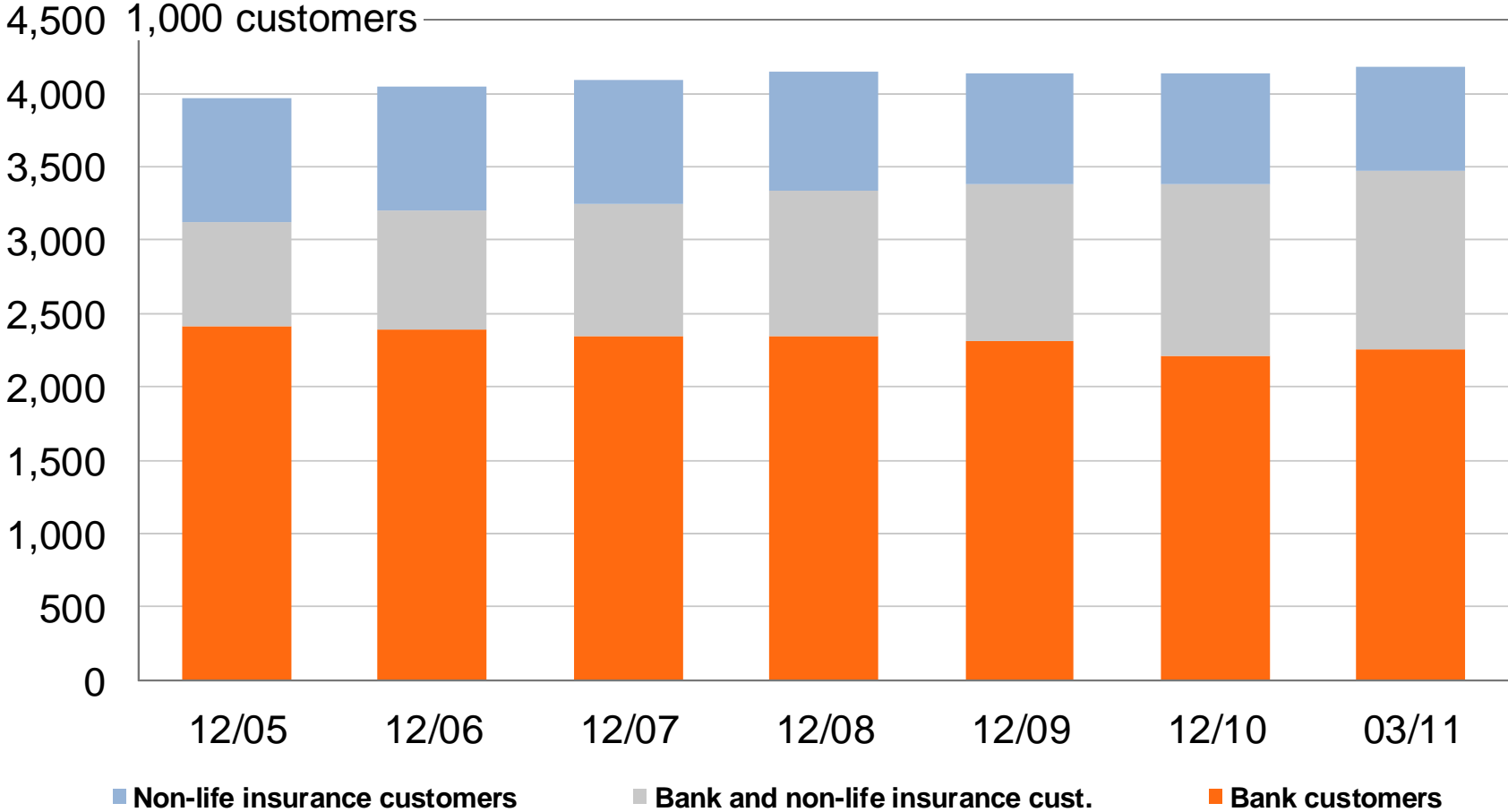


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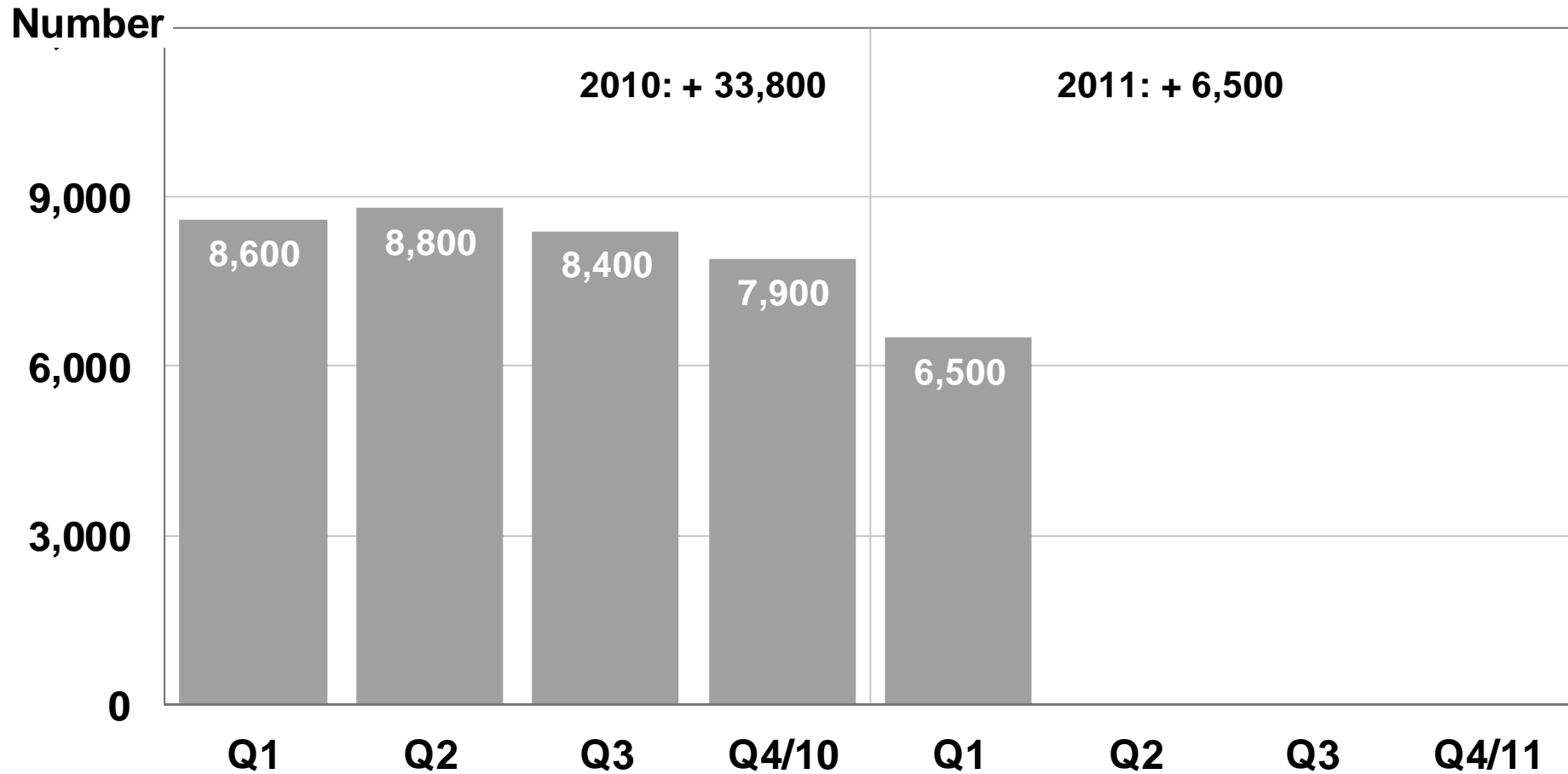
Customers owner-members et c.



OP-Pohjola Group Breakdown of Customer Base



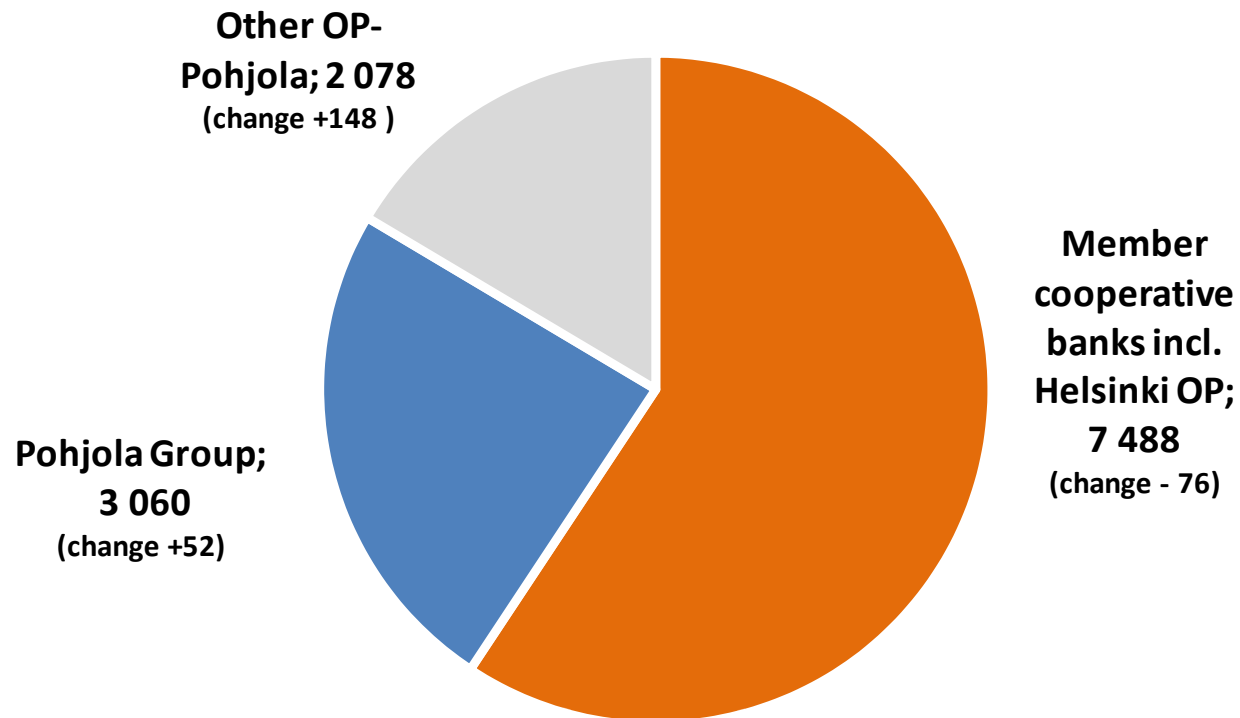
OP-Pohjola Group Net increase in members by quarter



OP-Pohjola Group's personnel

31 March 2011

total of 12 626 persons (+ 124 in a year)



OP-Pohjola Group Service network

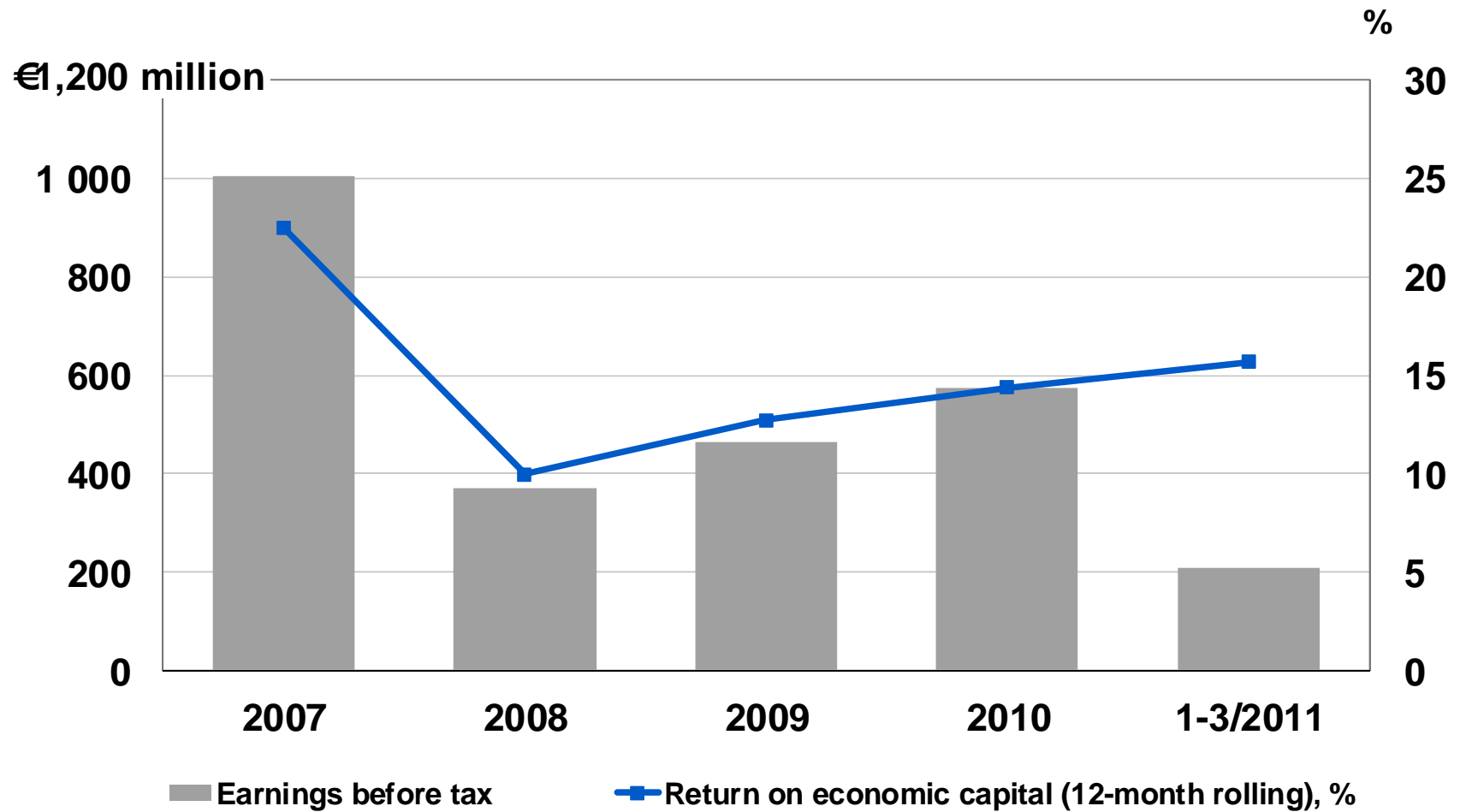
	31 March 2011	12-month change
eServices Agreements	1,510,000	100,000
Locations	547	-31
providing both banking and insurance services	325	15
Private banking locations	34	5
OP-Kiinteistökeskus estate agents	167	-5
Online customer terminals	543	-5
Payment ATMs	1	-425



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5-year trend

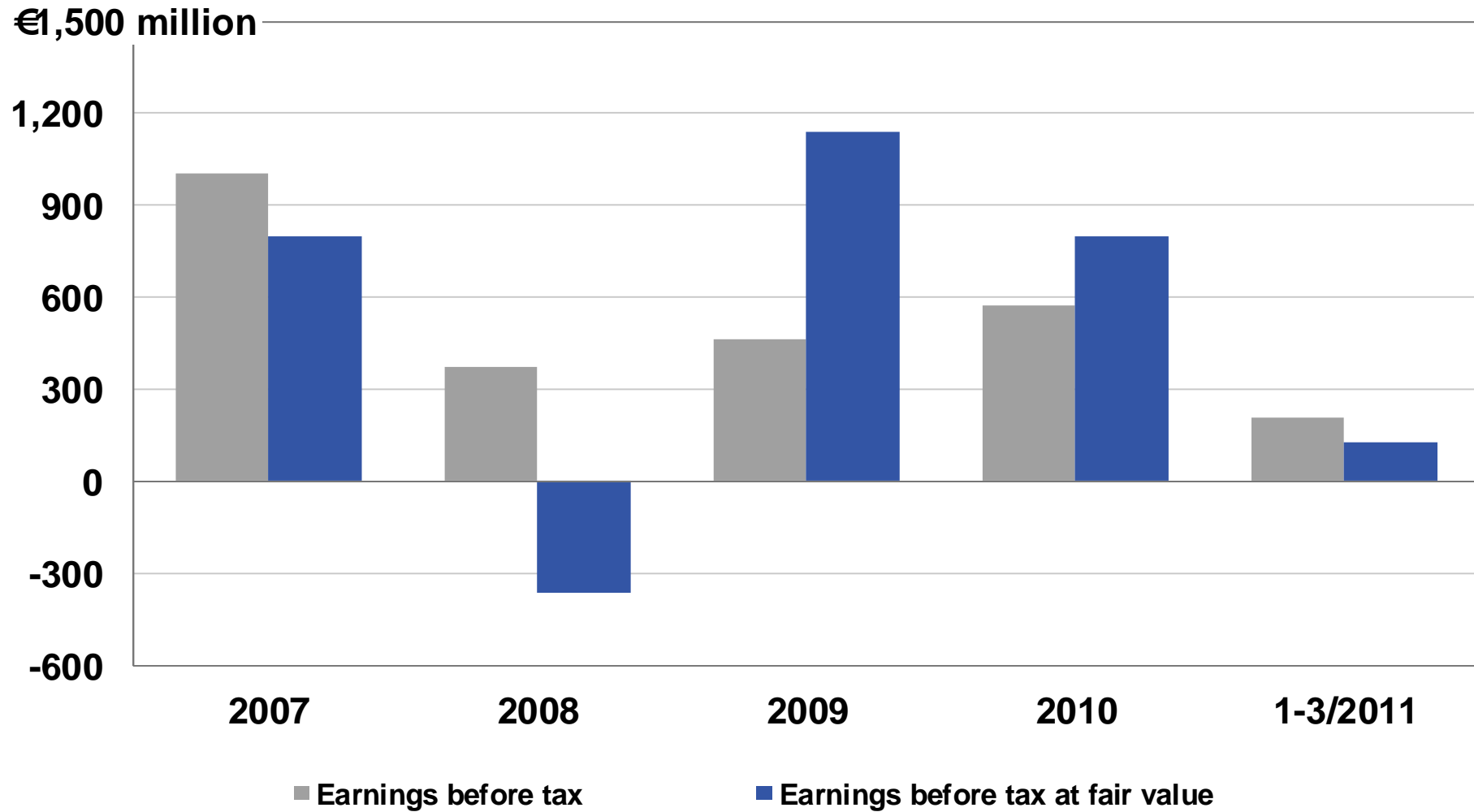
OP-Pohjola Group Earnings before tax and return on economic capital



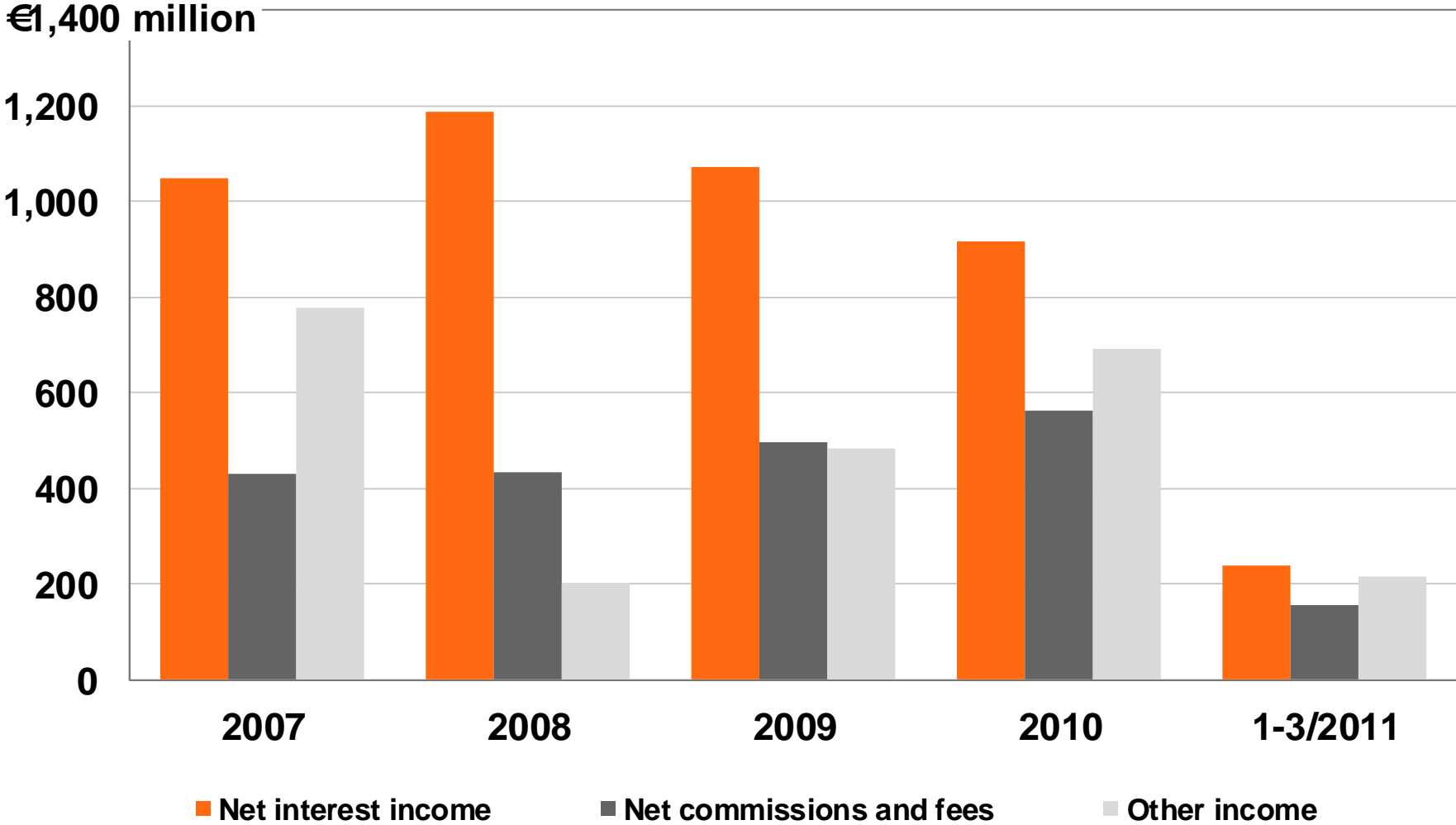
calculation principles of economic capital have been changed between 2007 and 2008



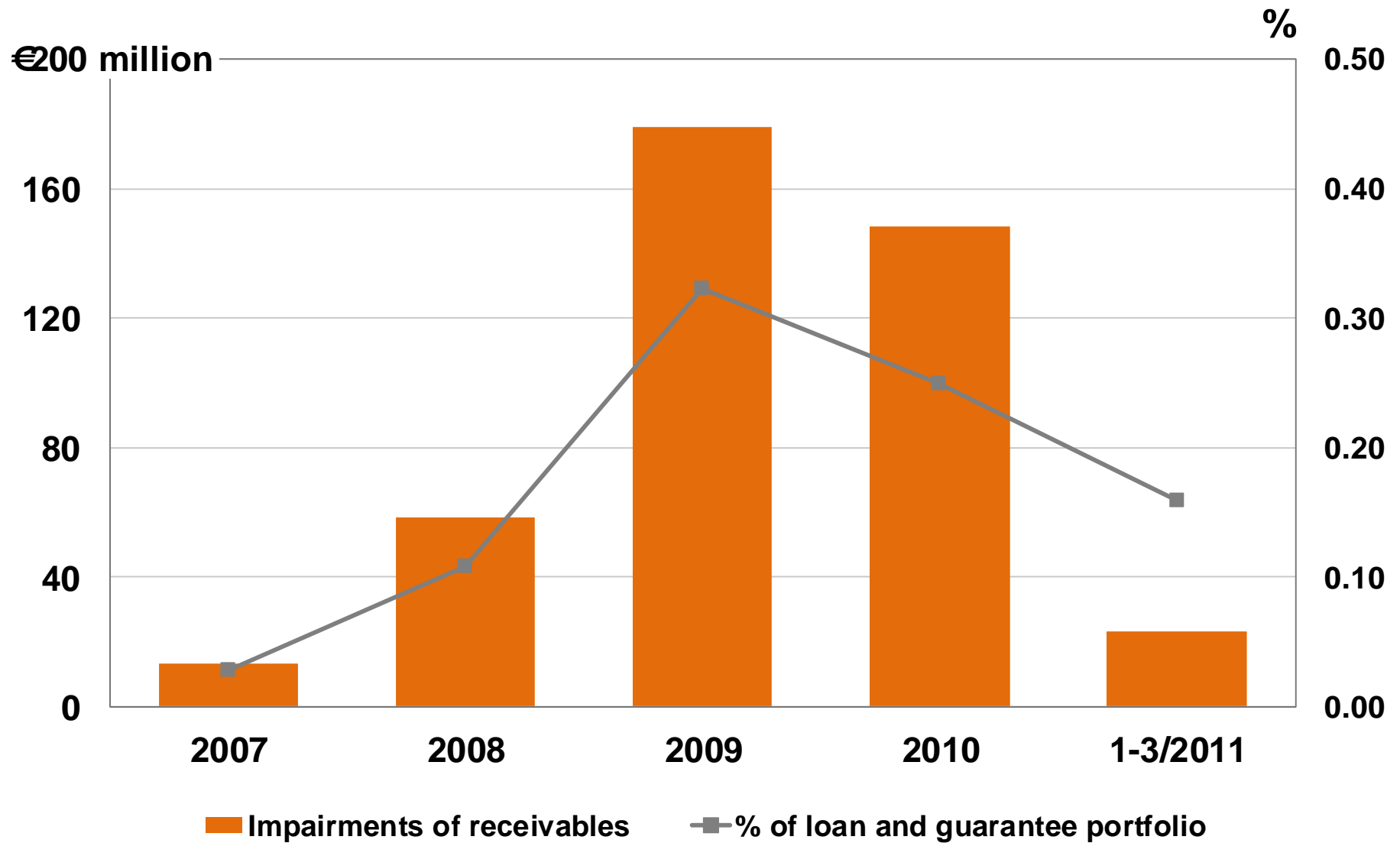
OP-Pohjola Group Earnings before tax



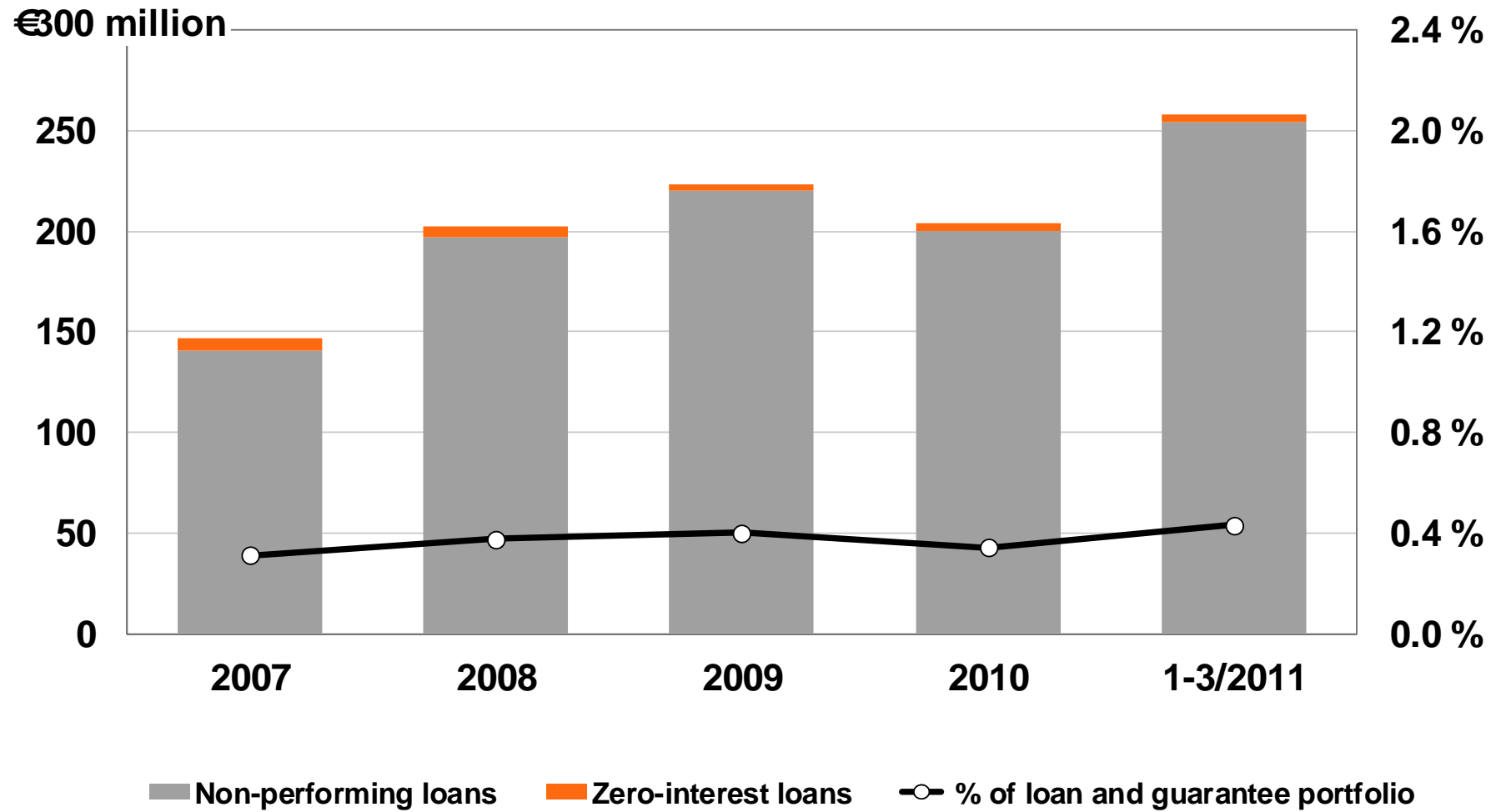
OP-Pohjola Group Income



OP-Pohjola Group Impairments of receivables

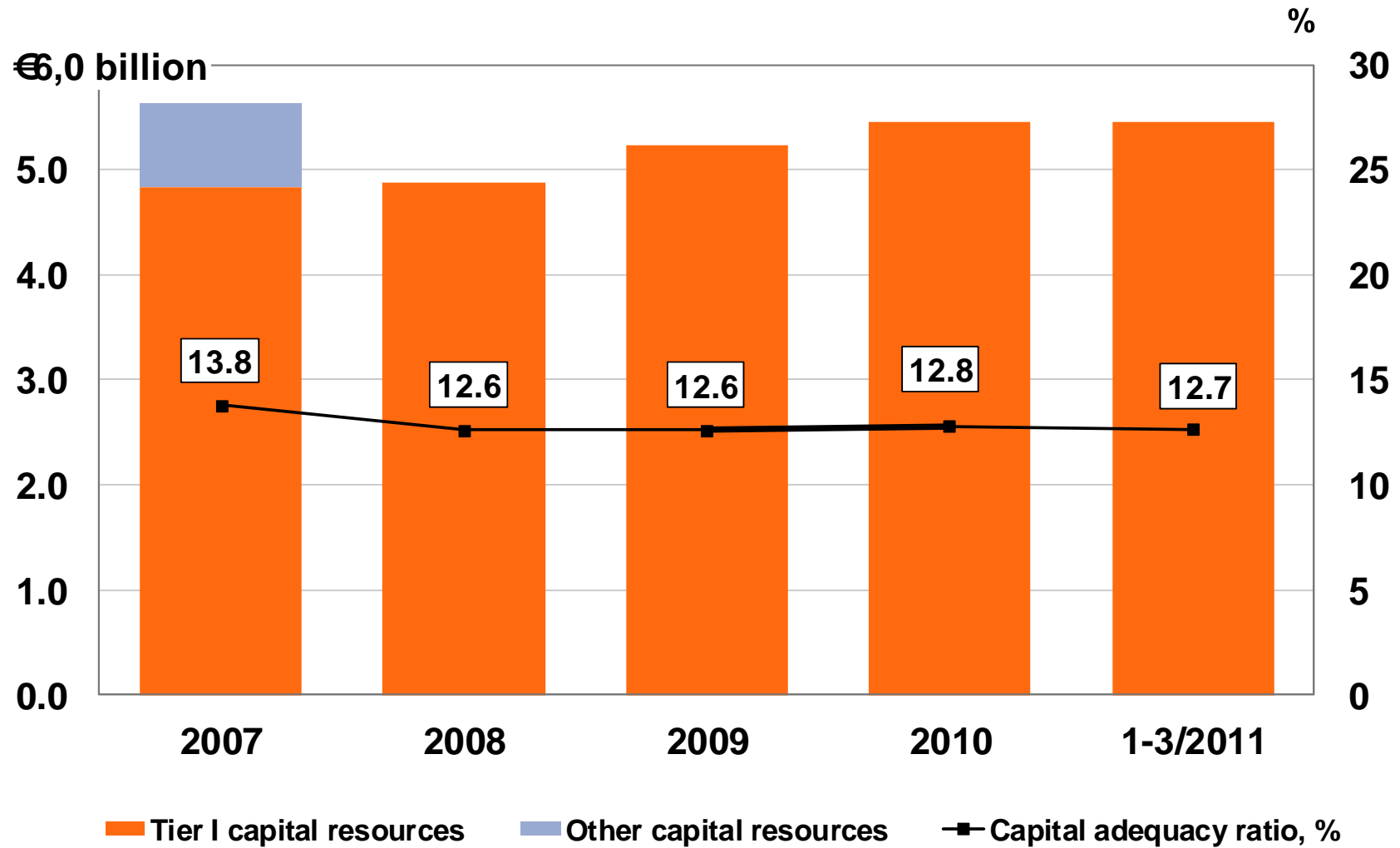


OP-Pohjola Group Non-performing loans

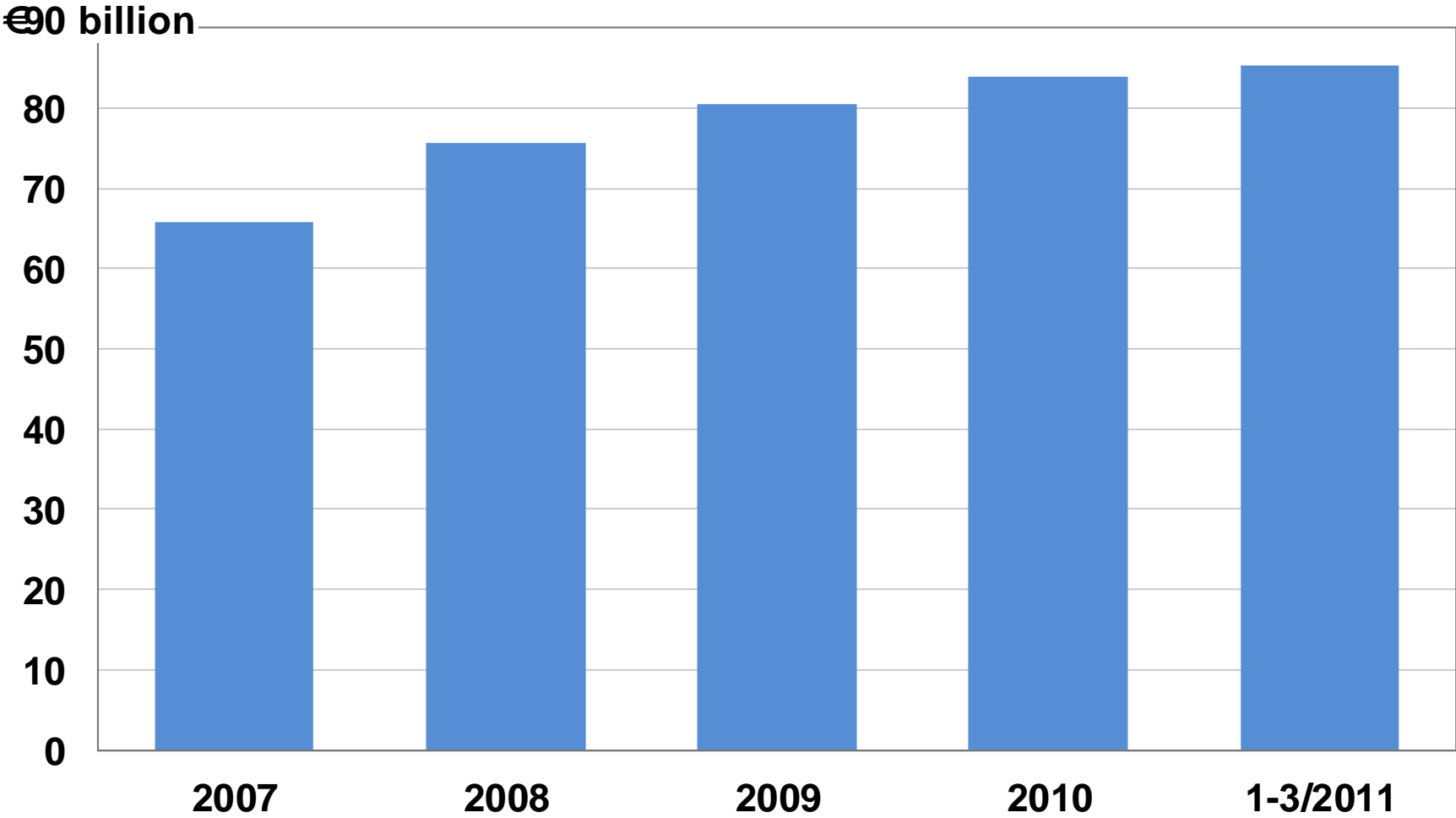


The amalgamation of the cooperative banks

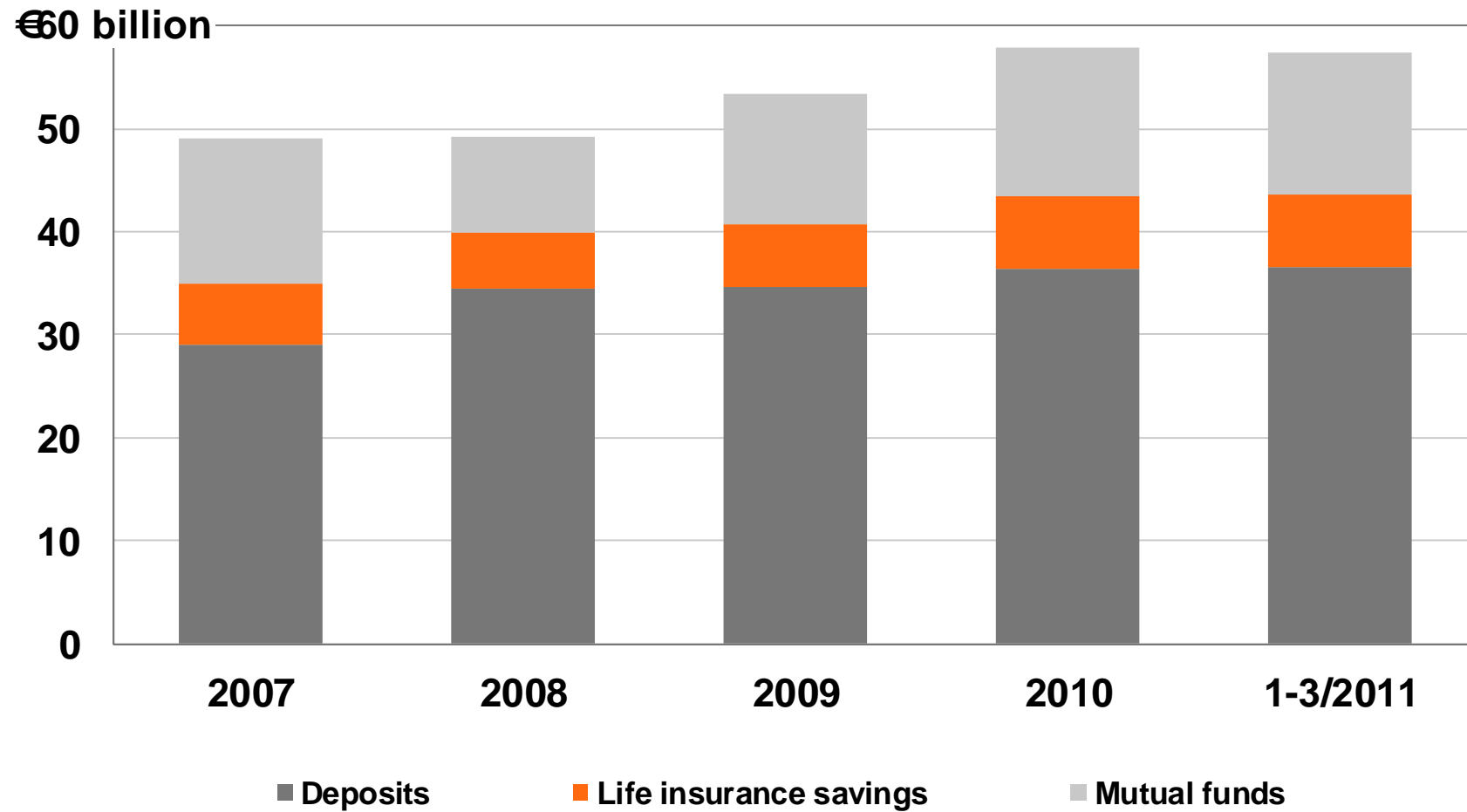
Capital resources and capital adequacy ratio



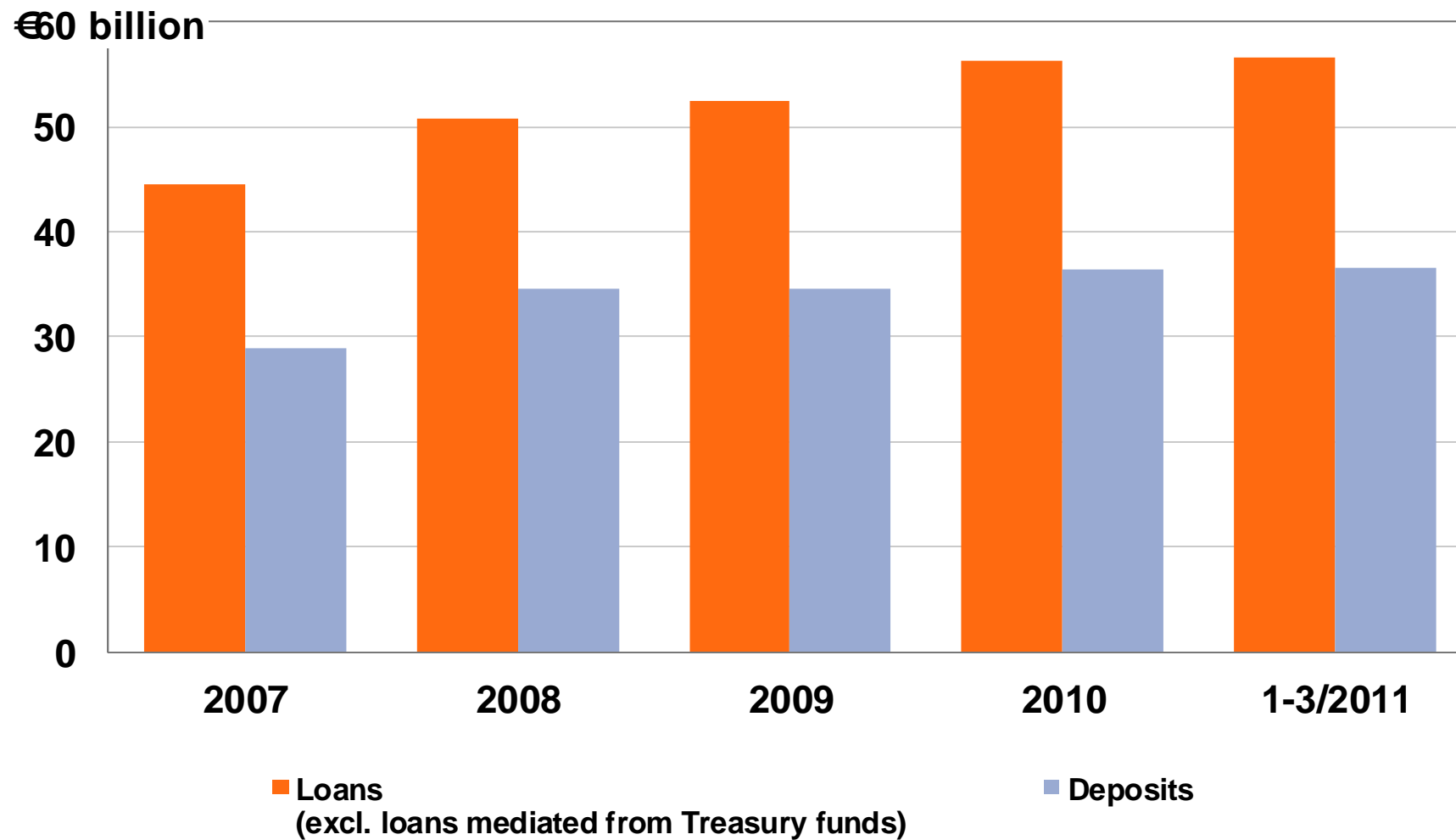
OP-Pohjola Group Balance sheet



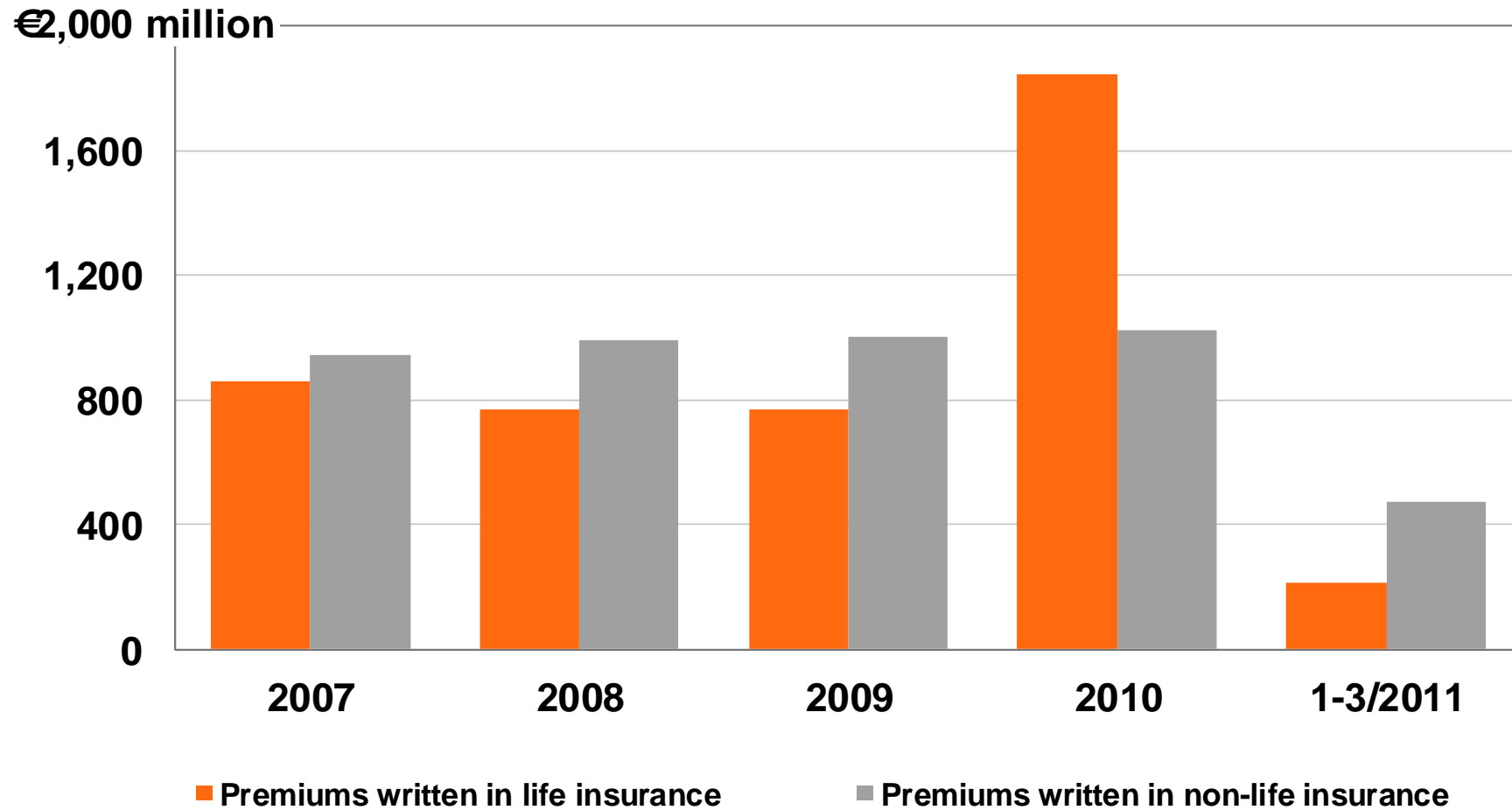
OP-Pohjola Group Customer funds



OP-Pohjola Group Loans and deposits



OP-Pohjola Group Premiums written in life and non-life insurance



Thank You

