Pohjola Group



Pohjola Group

Interim Report Q4/2010
Financial Statements for 2010

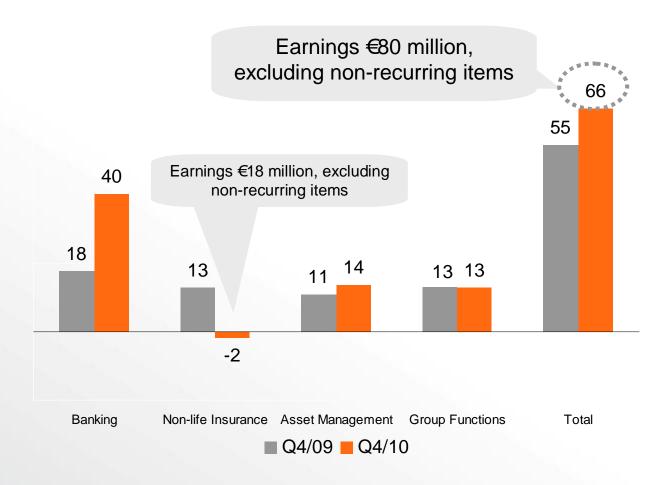


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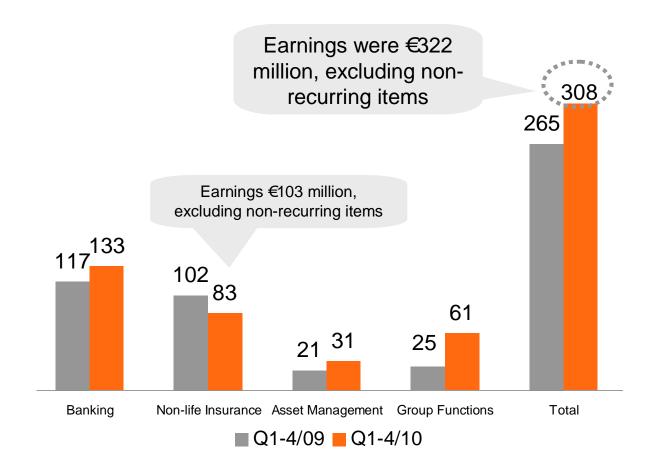
Pohjola Group Q4/2010

Earnings before tax, €mn



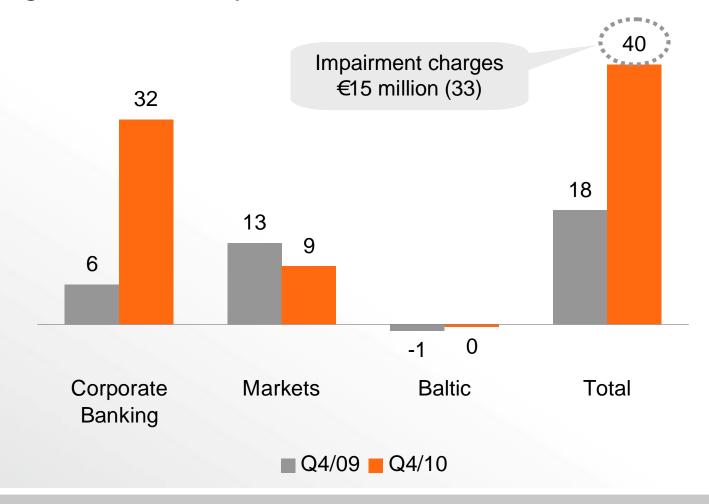
Pohjola Group 2010

Earnings before tax, €mn



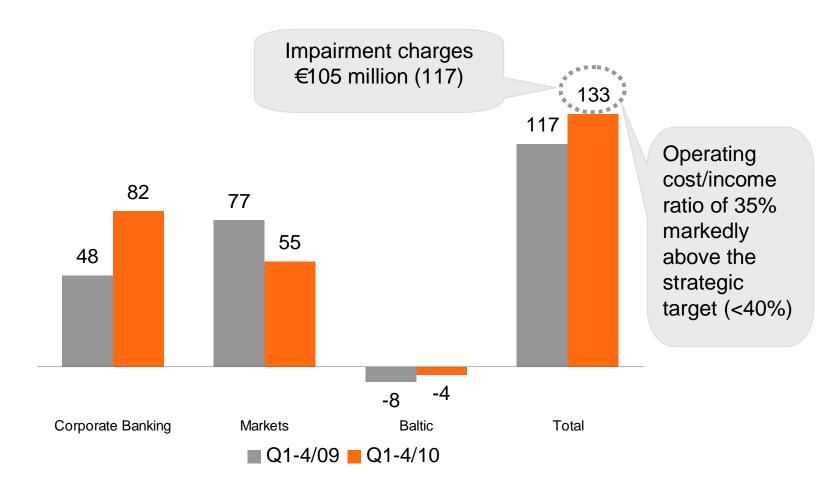
Banking Q4/2010

Earnings before tax by business line, €mn



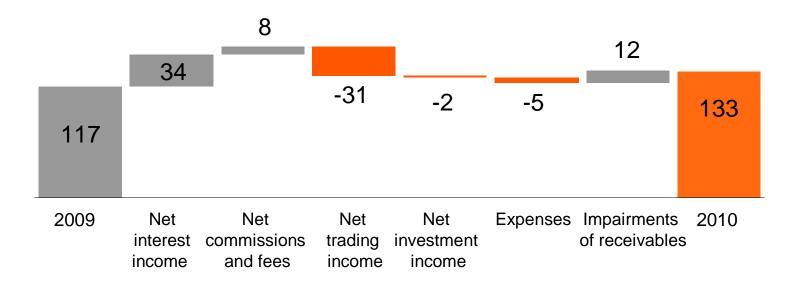
Banking 2010

Earnings before tax by business line, €mn



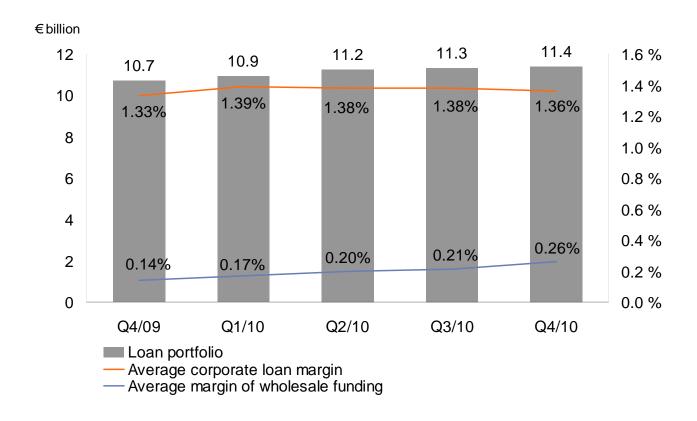
Banking 2010

Earnings before tax, change 2010 vs 2009, €mn



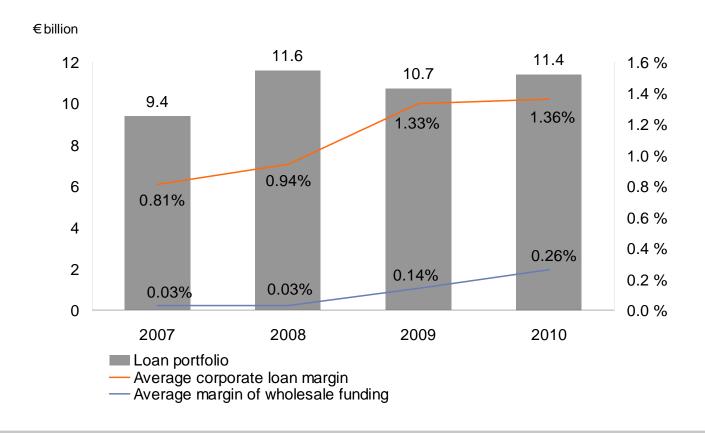
Banking Q4/2010

Loan portfolio, average corporate loan margin and average margin of wholesale funding



Banking 2010

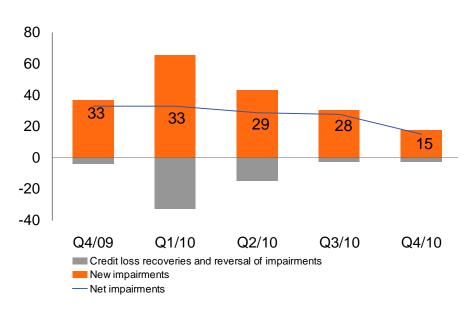
Loan portfolio, average corporate loan margin and average margin of wholesale funding



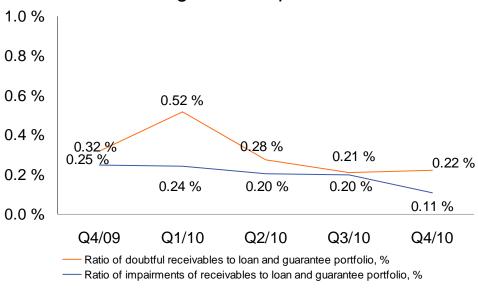
Banking Q4/2010

Impairments and doubtful receivables

Impairment charges for 2010 totalled €105 milion (117)

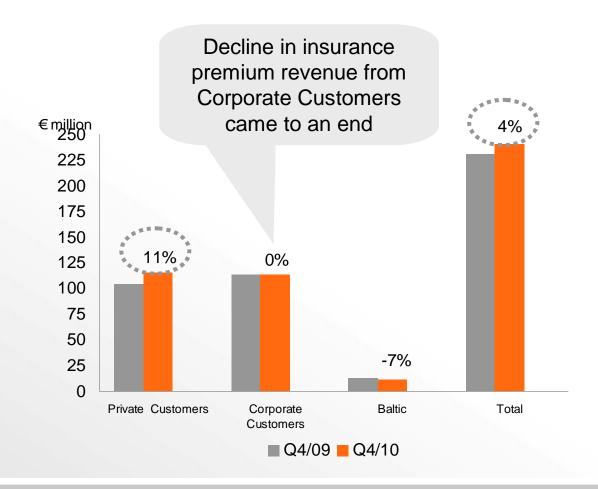


Impairment charges for 2010 totalled for 0.75% (0.87) of the loan and guarantee portfolio

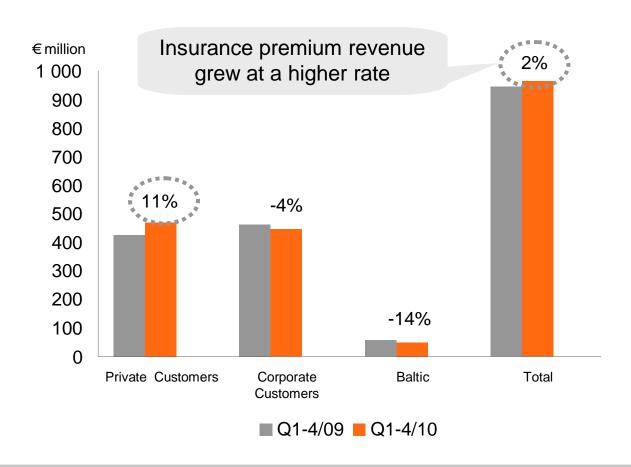


Non-life Insurance Q4/2010

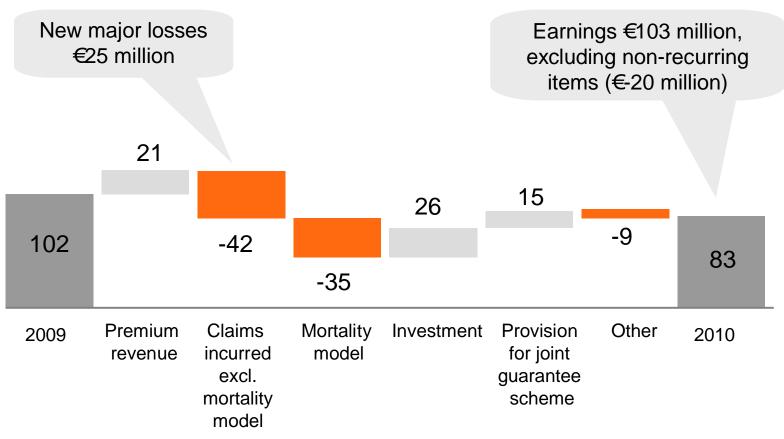
Insurance premium revenue totalled €241 million (231)



Full-year insurance premium revenue totalled €964 (943)

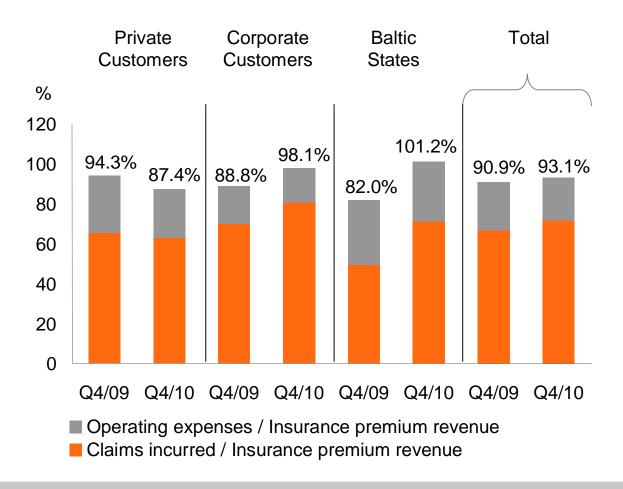


Earnings before tax, change 2010 vs 2009, €mn

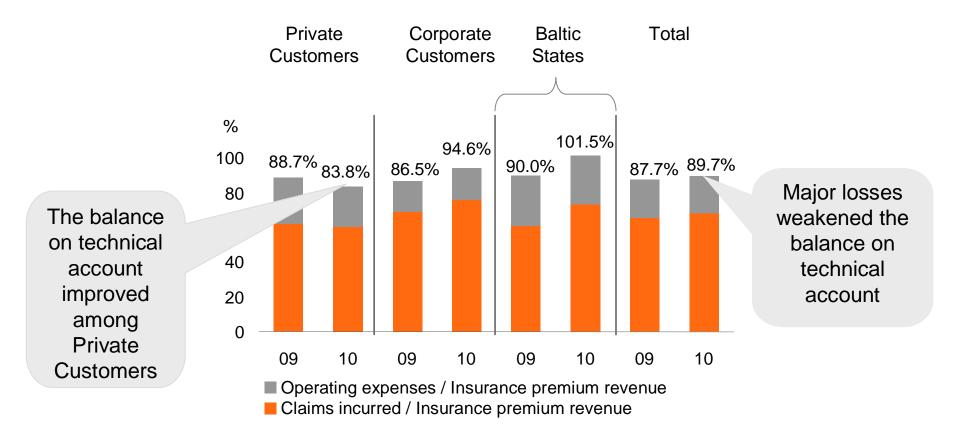


Non-life Insurance Q4/2010

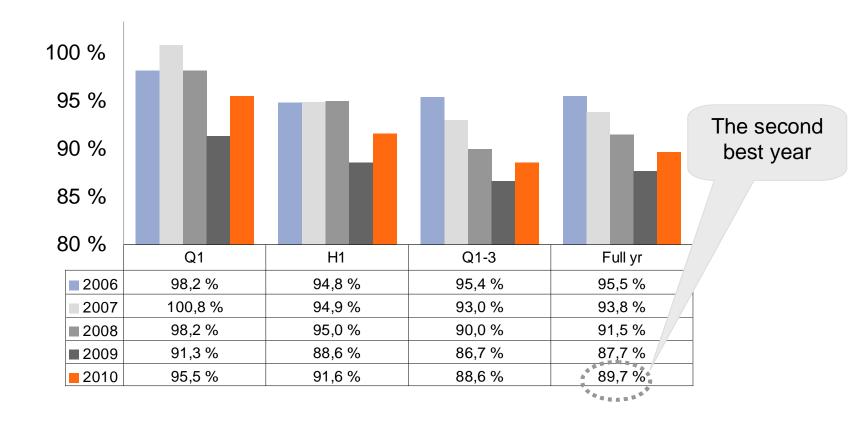
Operating combined ratio 93.1%



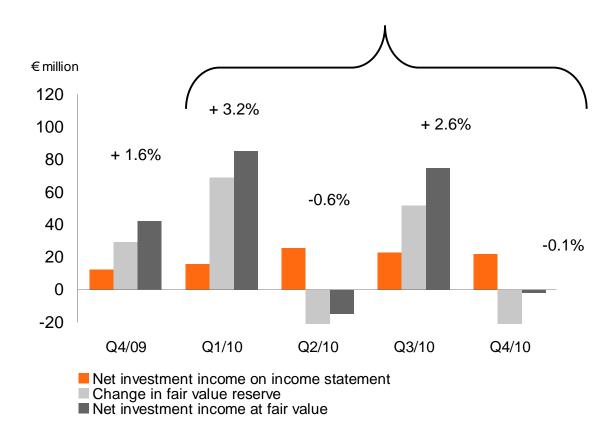
Operating combined ratio 89.7%



Operating combined ratio %, cumulative

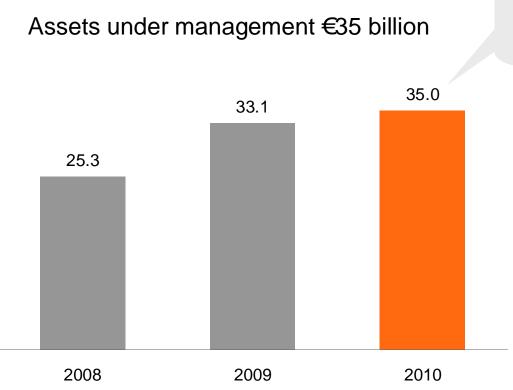


Investment income at fair value 5.1% (10.7%)



Asset Management 2010

Earnings before tax totalled €31 million (21)

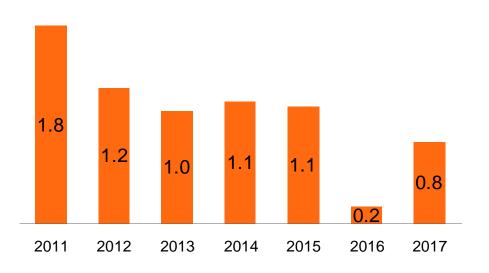


Assets under management up by 6%

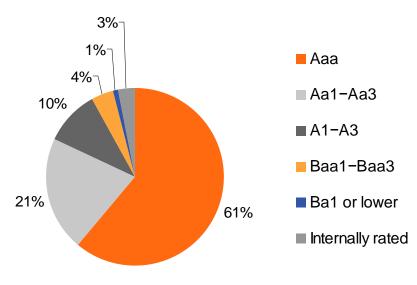
Group Functions 2010

Earnings before tax €61 million (25). Capital gains on notes and bonds improved earnings before tax and impairment charges decreased Earnings before tax at fair value reduced to –€12 million (76).

Maturing long-term funding, € billion

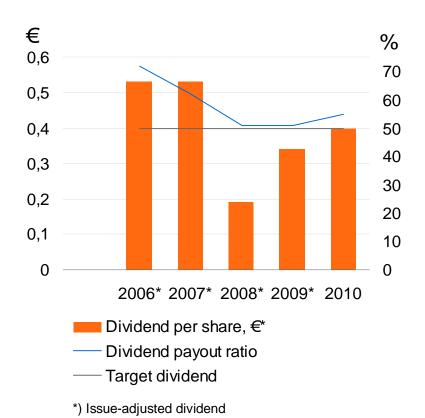


Liquidity portfolio by credit rating €9.5 billion (11.7)



Dividend and Dividend Policy

We aim to distribute a minimum of 50% of earnings per share in dividends, provided that Tier 1 stands at a minimum of 9.5%



Dividends for 2010 proposed by the Board of Directors

- represents 55% of earnings per share
- on one Series A share is €0.40 (0.34)
- on one Series K share is €0.37 (0.31)
- Dividend payout ratio during 2006–10 averaged 58%

Outlook for 2011

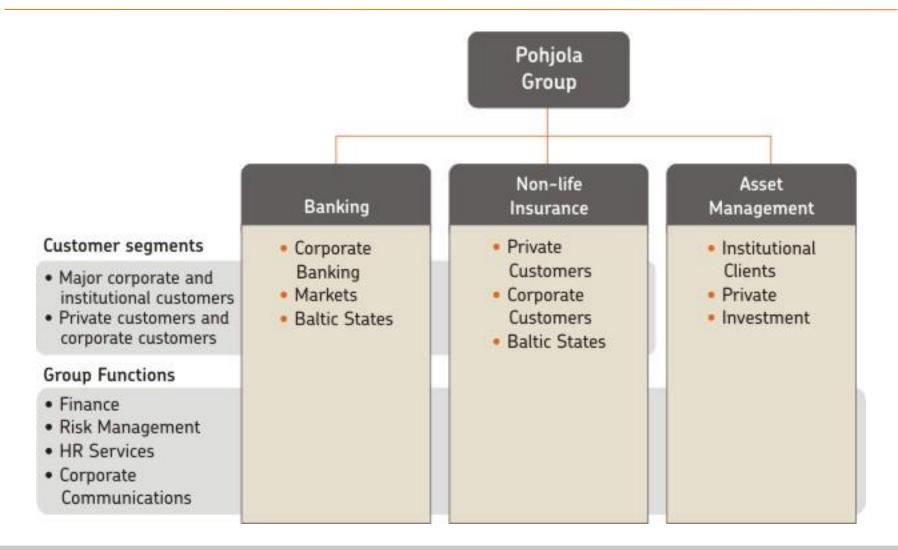
- Consolidated earnings before tax in 2011 are expected to be higher than in 2010.
- Enabled by the economic recovery, the operating environment is expected to improve in the corporate sector and impairment charges to decrease.
- In Non-life Insurance, the operating combined ratio is estimated to vary between 89% and 94% if the number of major losses is not much larger than in 2010.
- Capital gains on notes and bonds are expected to decrease.
- The full version of "Outlook" can be found in the Financial Statements bulletin.

Background Material

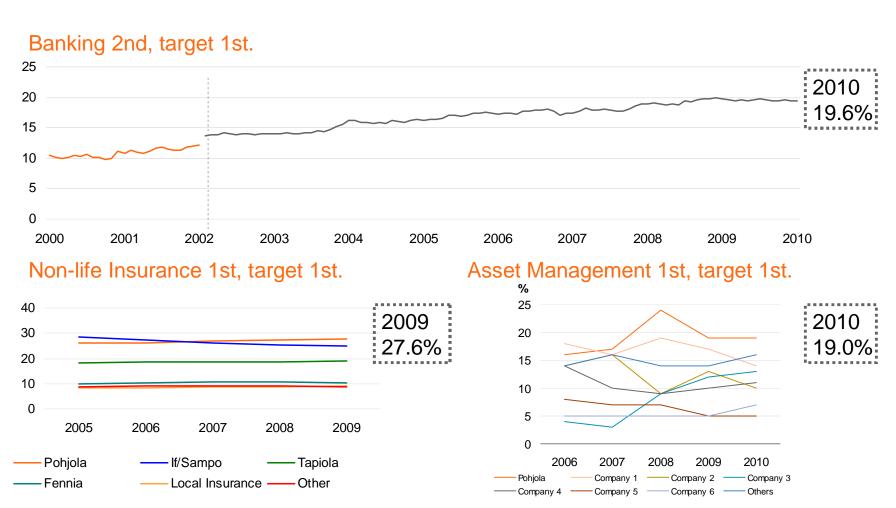
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Business Structure



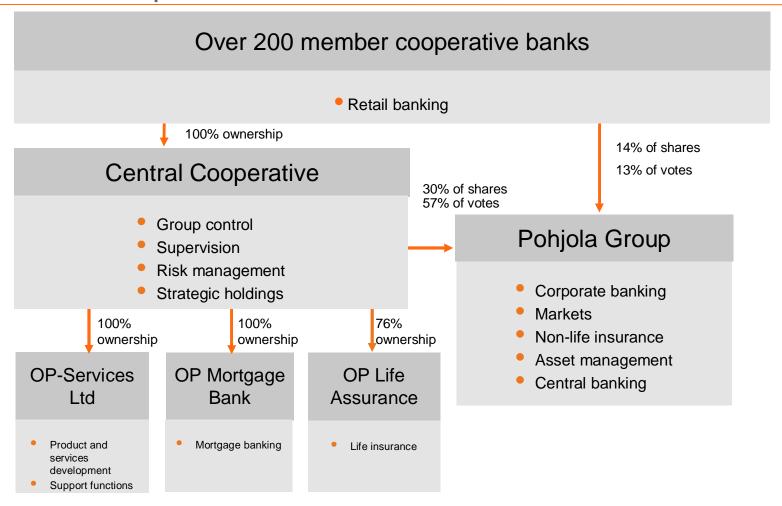
Market Position and Targets



Source: Federation of Finnish Insurance Companies, SFR. Based on interviews and answers by institutional investors with disclosed investment size



OP-Pohjola Group structure, ownership base and division of responsibilities

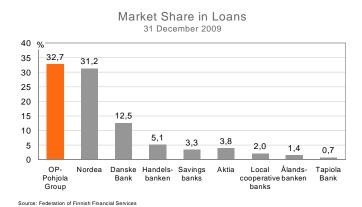


The Central Cooperative and the member banks are liable for each other's debts and commitments. OP-Pohjola Group is monitored on a consolidated basis by FSA.



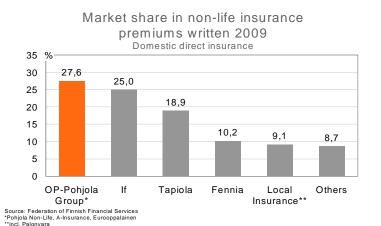
OP-Pohjola-Group market position

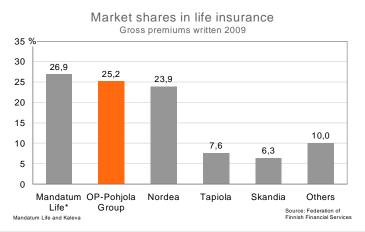
Leading market position in Finland



Market Share in Deposits 31 December 2009 40 33,2 35 32.0 30 25 20 15 12.1 10 5,3 3.3 3,1 2,8 5 1,1 OP-Nordea Danske Handels-Savings Aktia Local Ålands-Tapiola Pohjola Bank banken banks cooperative banken Group banks

Source: Federation of Finnish Financial Services





Credit rating

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

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

^{*)} The credit rating outlook is negative

^{**)} Covered bond rating

Joint liability

- Joint liability within OP-Pohjola Group is based on the Act of Amalgamations of Deposit Banks (the Amalgamations Act).
- OP-Pohjola Group Central Cooperative and its member credit institutions are liable for each other's debts and commitments in accordance with the Act.
 - The Central Cooperative is responsible for the payments of any debts of a Member Credit Institution that cannot be paid using such Member Credit Institution's own funds.
 - A Member Credit Institution must pay to the Central Cooperative a proportionate share of the amount which the Central Cooperative has paid either to another Member Credit Institution as part of the support action described above, or to a creditor of such Member Credit Institution as payment of a due debt for which the creditor has not received payment from his debtor.
 - Each Member Credit Institution's liability, for the amount which the Central Cooperative has paid on behalf of one Member Credit Institution to its creditors, is divided between the Member Credit Institutions in proportion to their last confirmed balance sheet totals.
- OP-Pohjola Group's insurance companies do not fall within the scope of joint liability.

Strategy and competitive advantages

Value through integration



Strategic Initiatives

- 1. Upgrading business for corporate and institutional customers
- 2. Intensifying integration between Banking and Non-life Insurance
- 3. Improving international service capabilities
- 4. Enhancing the Group's intellectual capital

Implementation of strategic initiatives in 2010

Non-life Insurance Banking Asset Management CRM models for mid-size corporate customers Upgrading business completed, roles and responsibilities between Pohjola and OP-Pohiola Group member banks agreed. for corporate and operations started institutional customers CRM organisations shared by Banking and Non-life Intensifying business Insurance adopted in order to ensure solutions in integration between support of customer needs banking and Shared customer data exploited systematically in non-life insurance decision-making Campaigns launched to increase awareness of our international products and services Our own branch International partner · International sales and Improving international network built in the network developed private equity fund buservice Baltic countries further siness strengthened capabilities International International partner cooperation network network developed further expanded Strategy-based job requirements defined, Personal competence surveys and development plans performed by area of responsibility on the basis of the Group's competence map. Enhancing the Group key employee programme (Talent programme) launched. the Group's intellectual Job motivation and employee wellbeing at good levels based on the results of the capital personnel survey. Action plans made to enhance job motivation and employee wellbeing. Incentive schemes developed further and related communication increased.

Financial Targets

over the economic cycle

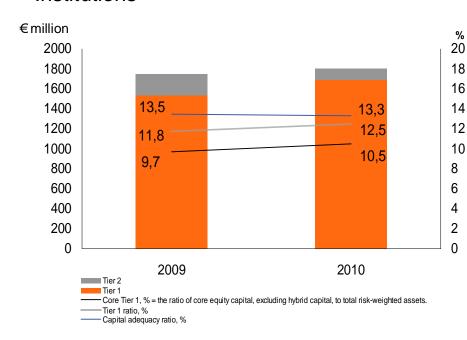
	Target	2010	2009
Group			
Return on equity at fair value, %	13	9.3	19.2
Tier 1 ratio, %	> 9.5	12.5	11.8
Banking			
Operating cost/income ratio, %	< 40	35	35
Non-life Insurance			
Operating combined ratio, %	92	89.7	87.7
Operating expense ratio, %	< 20	21.3	22.2
Solvency ratio, %	70	86	88
Asset Management			
Operating cost/income ratio, %	< 50	53*	53

^{*} Excl. items related to corporate transaction

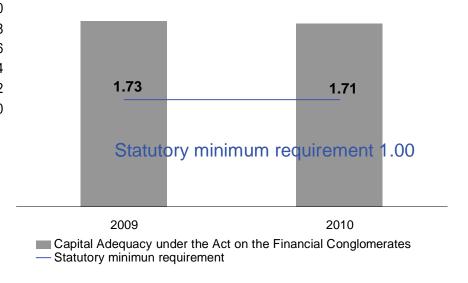


Strong Capital Base

Tier 1 ratio under the Act on Credit Institutions



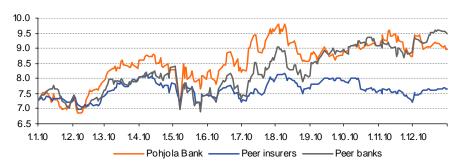
Capital adequacy under the Act on the Supevision of Financial and Insurance Conglomerates



Pohjola Share

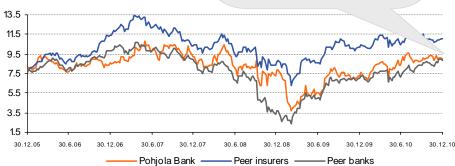
Total Shareholder Return

1 Jan-31 Dec 2010



2006-2010

MCAP of Pohjola (A and K shares) €3 bn



Pohjola + 24%

Peer banks + 31%

Peer insurers + 5%

Pohjola + 17%

Peer banks + 16%

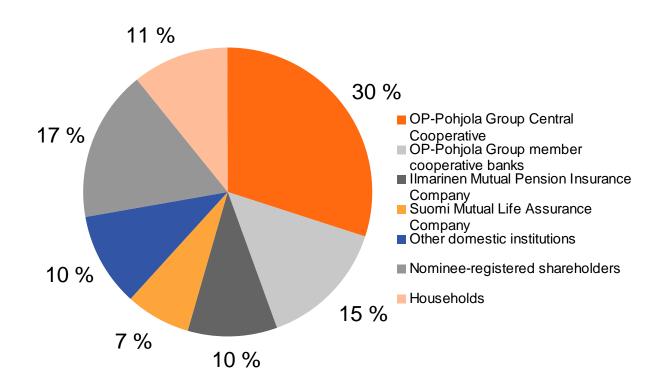
Peer insurers + 44%

Peer banks: Danske, DnB NOR, Nordea, SEB, SHB, Swedbank

Peer insurers: AlmBrand, Sampo/If, TopDanmark, Tryg

Shareholdings by owner

Shareholdings of Series A and K shares as of 31 Dec 2010



Key Value Drivers

Pohjola Group

Banking

- Growth in the loan and guarantee portfolio
- Quality of the portfolio and impairment charges
- Level of margins and commissions/fees
- Capital market activity and trading volumes
- Cost-efficiency

Non-life Insurance

- Premium growth
- Risk selection and pricing
- Promptness, quality and efficiency of claims settlement
- Net investment income
- Cost-efficiency

Asset Management

- Assets under management
- Asset allocation
- The level of commissions and fees
- Investment performance
- Cost-efficiency

Group Functions

- Return on the liquidity portfolio
- Credit spread development
- The amount of loans/deposits to/from OP-Pohjola member banks
- Pohjola's credit rating and funding costs
- Cost-efficiency



Background Material on Business Lines

• Banking 39

Exposures by rating and industry

Non-life Insurance
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Insurance lines

Cross-selling potential

Bonuses

Sales to Private Customers

Loyal customers

Investment portfolio

Asset Management 48

 Assets under management by client group and asset class

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Maturing long-term funding

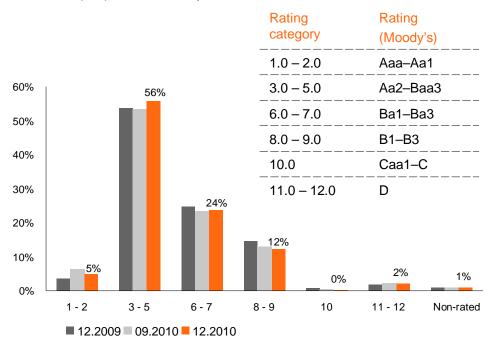
 Pohjola's net receivables from OP-Pohjola Group retail banks

Liquidity portfolio

Banking

Exposures* by rating and industry

Investment-grade (ratings 1–5) exposure accounts for 61% (57) of total exposure



^{*} Exposures = companies and housing associations, €16.6 billion

Industry	12/2010	%
Renting and operating of residential real estate	1897	11.5%
Manufacture of machinery and equipment (incl. services)	1573	9.5%
Wholesale and retail trade	1526	9.2%
Renting and operating of other real estate	1416	8.5%
Construction	1233	7.4%
Transportation and storage	1165	7.0%
Buying and selling of own real estate	1018	6.1%
Forest industry	960	5.8%
Chemical industry	931	5.6%
Services	825	5.0%
Metal industry	787	4.7%
Food industry	632	3.8%
Energy	611	3.7%
Information and communication	521	3.1%
Other manufacturing	419	2.5%
Financial and insurance activities	384	2.3%
Agriculture, forestry and fishing	321	1.9%
Mining and quarrying	190	1.1%
Water supply, sewerage and waste management	122	0.7%
Other industries	37	0.2%
Total	16,567	100.0%

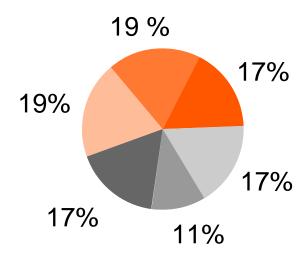
^{**)} In 2010, 49% of exposures, or €937 million, within the Renting and Operating of Residential Real Estate were guaranteed by general government.

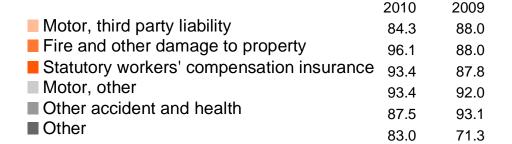


Insurance lines

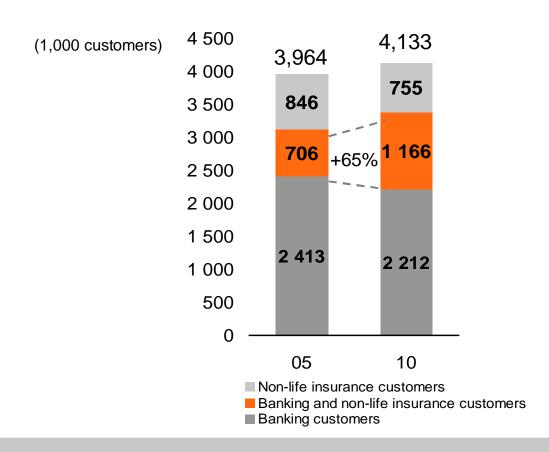
Insurance premium revenue by insurance line in 2010 (€964 million)

Operating combined ratio, %



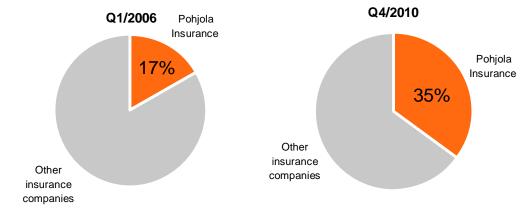


OP-Pohjola Group's customer potential as source of growth

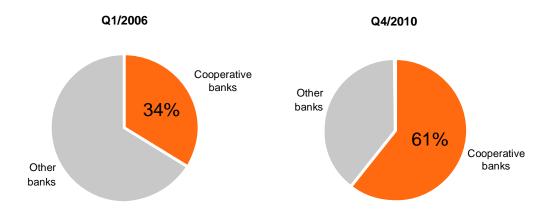


Cross-selling works well

OP-Pohjola Group member bank customers and their main insurer



Pohjola Insurance customers and their main bank

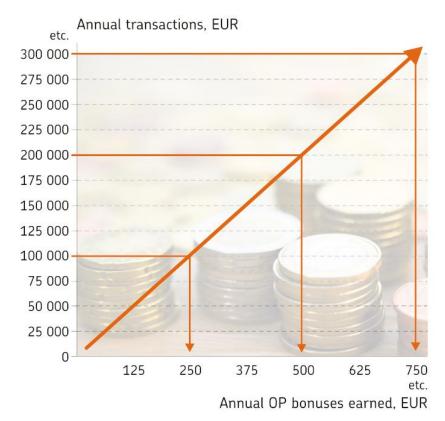


Source: Consumer survey on bank and insurance company switch by TNS Gallup; main customer relationship

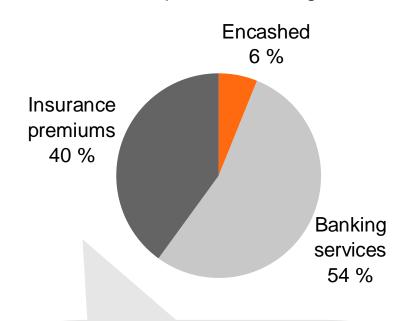


Bonuses

Bonuses accrue from banking and insurance services



Bonuses were used to pay
1.1 million insurance premium bills,
with 200,000 bills paid in full using bonuses

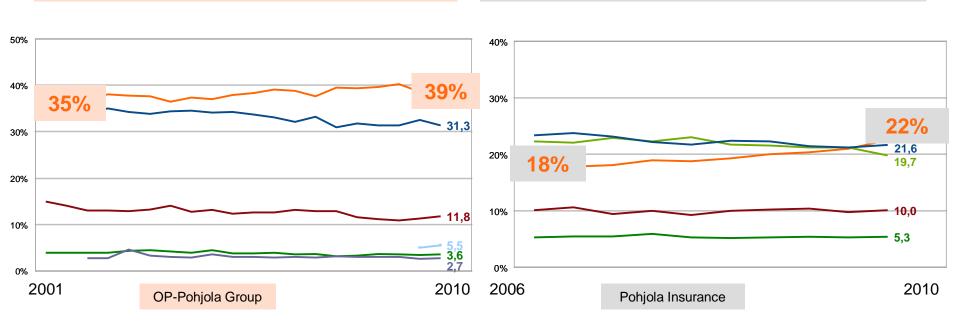


Bonuses worth €56 million were used to pay insurance premiums

Pohjola has also become the largest non-life insurer among private customers

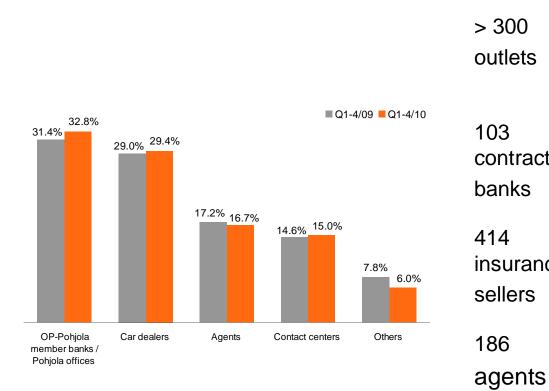
Market share by bank
Main bank

Market share by insurer Main insurer



Source: Survey on bank and insurance company switch 2010 by TNS Gallup Oy

Sales to private customers by channel

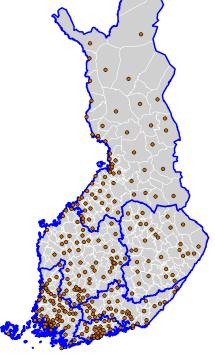


> 300
outlets

103
contracting
banks

414
insurance
sellers

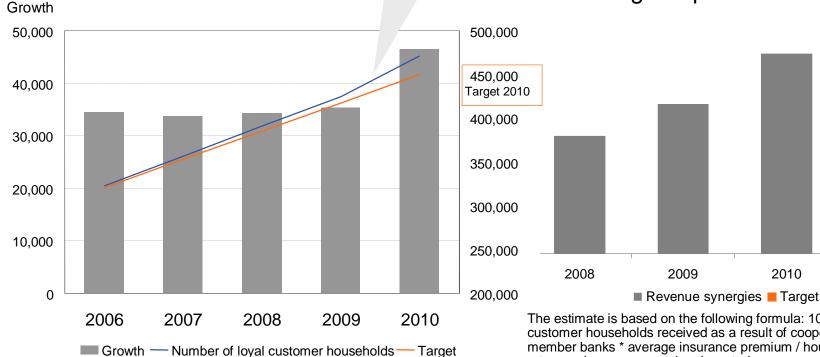
186



Loyal customers

471,199 loyal customers above the target of 450,000 Record number of 46,000 new loyal customers

Since Pohjola met this target, it will no longer report in this respect



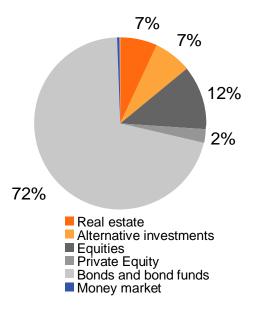
The estimate is based on the following formula: 10%* (new loyal customer households received as a result of cooperation with Group member banks * average insurance premium / household) + a 5.4% return on insurance premium invested

17

2010

Investment portfolio €2.9 billion

Investment allocation



The percentages do not add up to 100% due to rounding off differences

Portfolio by maturity and credit rating

- Investments under the "investment grade" accounted for 91% of the portfolio.
- 77% of investments at least A--rated

Year	0 - 1	1 - 3	3 - 5	5 - 7	7 - 10	10 -	Total	%
Aaa	31	108	195	59	50	71	514	24%
Aa1-Aa3	87	112	120	38	23	32	413	19%
A1-A3	79	211	205	90	68	79	732	34%
Baa1-Baa3	42	93	85	35	36	0	290	14%
Ba1 or lower	50	58	31	19	5	17	180	8%
Internally rated	5	1	5		1	3	16	1%
Total, €mn	295	583	641	241	184	203	2 145	100%

The average residual term to maturity is 5.3 years and the duration 4.1 years

Asset Management

Assets under management by client

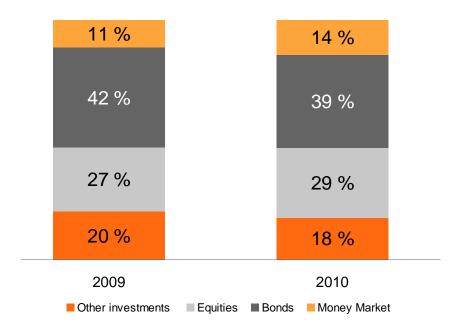
35 % 8 % 10 % 58 %

■ Pohjola Private

2010

■ OP-Mutual funds

Assets under management by asset class

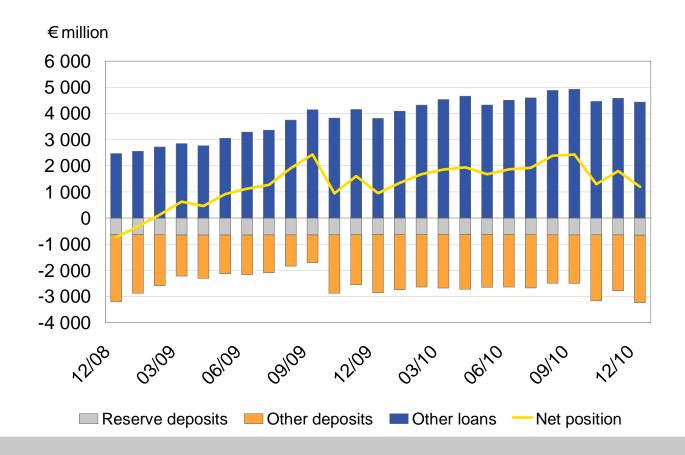


2009

■ Institutional clients

Group Functions

Pohjola's net receivables from OP-Pohjola Group retail banks €3.4 billion



Earnings Analyses

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Pohjola Group

Earnings Analyses

Larringo / triary 5005			change		
€million	Q4/10	Q4/09	change %	1-12/10	1-12/09
Net Interest Income	69	63	8	258	241
Corporate Banking*	45	37	20	172	138
Markets	14	4	278	27	27
Other operations	10	23	-54	59	75
Net Commissions and fees	46	41	12	164	143
Net trading income	2	11	-86	35	71
Net investment income	10	-5		31	-13
Net income from Non-life Insurance	75	96	-22	388	402
Insurance operations	47	92	-49	327	382
Investment operations	24	15	57	92	64
Other items	4	-11	-133	-30	-44
Other operating income	18	17	4	50	50
Net income	218	224	-3	926	895
Total expenses	137	135	1	514	501
Earnings before impairments of receivables	81	89	-8	412	394
Impairments of receivables	16	34	-54	104	129
Earnings before tax	66	55	20	308	265
Change in fair value reserve	-47	30		-17	243
Earnings/loss before tax at fair value	18	84	-78	291	508
Earnings per share, €	0.16	0.12		0.72	0.66

^{*}incl. Baltics



Pohjola Group

Earnings Analyses by quarter

€million	10-12/10	7-9/10	4-6/10	1-3/10	10-12/09
Net Interest Income	69	62	67	60	63
Corporate Banking*	45	43	44	40	37
Markets	14	3	4	6	4
Other operations	10	16	19	14	23
Net Commissions and fees	46	37	41	40	41
Net trading income	2	18	8	7	11
Net investment income	10	6	-3	18	-5
Net income from Non-life Insurance	75	120	114	79	96
Insurance operations	47	106	99	74	92
Investment operations	24	26	26	17	15
Other items	4	-11	-11	-11	-11
Other operating income	18	11	10	11	17
Net income	218	255	239	215	224
Total expenses	137	125	130	123	135
Earnings before impairments of receivables	81	130	109	92	89
Impairments of receivables	16	27	29	33	34
Earnings before tax	66	103	80	59	55
Change in fair value reserve	-47	62	-92	61	30
Earnings/loss before tax at fair value	18	165	-11	119	84
Earnings per share, €	0.16	0.24	0.19	0.14	0.12

*incl. Baltics



Banking

Earnings Analyses

€million	Q4/10	Q4/09	change %	1-12/10	1-12/09
Net interest income	58	41	43	199	165
Corporate Banking*	45	37	20	172	138
Markets	14	4	278	27	27
Net Commissions and fees	24	20	21	93	85
Net trading income	2	14	-87	47	78
Other operating income	6	7	-11	29	30
Total income	91	82	11	368	358
Operating expenses	35	31	14	130	125
Earnings before impairments of receivables	56	51	9	238	234
Impairments of receivables	15	33	-54	105	117
Earnings before tax	40	18	128	133	117
Operating cost/income ratio, %	39	37		35	35

^{*}incl. Baltics



Banking

Earnings Analyses by quarter

€million	10-12/10	7-9/10	4-6/10	1-3/10	10-12/09
Net interest income	58	46	48	46	41
Corporate Banking*	45	43	44	40	37
Markets	14	3	4	6	4
Net Commissions and fees	24	21	23	24	20
Net trading income	2	21	12	13	14
Other operating income	6	8	7	7	7
Total income	91	97	90	90	82
Operating expenses	35	31	32	31	31
Earnings before impairments of receivables	56	65	58	59	51
Impairments of receivables	15	28	29	33	33
Earnings before tax	40	38	29	26	18
Operating cost/income ratio, %	39	33	36	35	37
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*incl. Baltics

Earnings Analyses by quarter

Lamings Analyses by quarter								
€million	Q4/10	Q4/09	change %	1-12/10	1-12/09			
Insurance premium revenue	241	231	4	964	943			
Claims incurred	-208	-154	35	-694	-617			
Operating expenses	-51	-55	-7	-205	-210			
Balance on technical account before amortisation	17	21	-19	99	116			
Amortisation/adjustment on intangible assets*	-6	-9	-31	-31	-28			
Balance on technical account	-25	12	-308	33	88			
Net investment income	22	13	76	87	61			
Other income and expenses	1	-11	-108	-37	-46			
Earnings/loss before tax	-2	13	-113	83	102			
Earnings/loss before tax at fair value	-26	42	-160	139	290			
Operating claims ratio, %	71.8	66.9		68.4	65.5			
Operating expense ratio, %	21.3	24.0		21.3	22.2			
Operating combined ratio, %	93.1	90.9		89.7	87.7			
Return on investment, %	-0.1	1.6		5.1	10.7			

 $[\]ensuremath{^{\star}}$ Due to amortisation on intangible assets arising from company acquisition

Earnings Analyses

€million	10-12/10	7-9/10	4-6/10	1-3/10	10-12/09
Insurance premium revenue	241	250	246	227	231
Claims incurred	-208	-157	-162	-168	-154
Operating expenses	-51	-50	-55	-50	-55
Balance on technical account before amortisation	17	43	30	10	21
Amortisation/adjustment on intangible assets*	-6	-12	-6	-6	-9
Balance on technical account	-25	30	23	4	12
Net investment income	22	23	26	16	13
Other income and expenses	1	-11	-12	-14	-11
Earnings/loss before tax	-2	42	37	6	13
Earnings/loss before tax at fair value	-26	94	-4	75	42
Operating claims ratio, %	71.8	62.8	65.8	73.7	66.9
Operating expense ratio, %	21.3	20.0	22.2	21.8	24.0
Operating combined ratio, %	93.1	82.8	88.0	95.5	90.9
Return on investment, %	-0.1	2.6	-0.6	3.2	1.6

 $[\]ensuremath{^{\star}}$ Due to amortisation on intangible assets arising from company acquisition



Asset Management

Earnings Analyses

€million	Q4/10	Q4/09	change %	1-12/10	1-12/09
Net commissions and fees	18	20	-9	58	50
Other income	7	0		9	2
Total net income	26	20	27	67	52
Total expenses	12	9	27	35	30
Earnings before tax	14	11	27	31	21
Operating cost/income ratio, %	55	43		53*	53

^{*} Excl. items related to corporate transaction

Asset Management

Earnings by quarter

€million	10-12/10	7-9/10	4-6/10	1-3/10	10-12/09
Net commissions and fees	18	12	14	13	20
Other income	7	1	1	1	0
Total net income	26	13	15	14	20
Total expenses	12	7	8	8	9
Earnings before tax	14	6	6	6	11
Operating cost/income ratio, %	55	51	52	54	43

Group Functions

Earnings Analyses

€million	Q4/10	Q4/09	change %	1-12/10	1-12/09
Net interest income	12	24	-47	64	75
Net trading income	1	-3		-9	-7
Net investment income	10	-5		31	-13
Other income	3	7	-52	12	17
Total income	26	23	16	98	72
Operating expenses	13	9	50	38	36
Impairments of receivables	0	1		-1	12
Earnings before tax	13	13	-1	61	25
Earnings/loss before tax at fair value	-11	10		-12	76

Group Functions

Earnings Analyses by quarter

€million	10-12/10	7-9/10	4-6/10	1-3/10	10-12/09
Net interest income	12	17	20	14	24
Net trading income	1	0	-3	-6	-3
Net investment income	10	6	-3	18	-5
Other income	3	2	4	4	7
Total income	26	25	17	30	23
Operating expenses	13	8	9	8	9
Impairments of receivables	0	-1	0	0	1
Earnings before tax	13	18	8	22	13
Earnings/loss before tax at fair value	-11	28	-43	14	10

OP-Pohjola Group

Key figures

	OP-Pohjola Group 2010	Pohjola 2010	OP-Pohjola Group 2009	Pohjola 2009
Total assets, € million	83 969	36 184	80 430	35 510
Receivables from customers, € million	56 834	12 433	52 992	11 323
Deposits, € million	36 443	4 231	34 617	4 133
Equity capital, € million	6 726	2 377	6 187	2 267
Tier 1 ratio, %	12.8	12.5	12.6	11.8
Doubtful receivables, € million	204	31	223	44
Doubtful receivables and zero-interest bearing receivables of loans and guarantees, %	0.3	0.22	0.4	0.32
Loan and guarantee portfolio, €billion	59.4	14.0	55.6	13.4
Impairments of receivables, € million	149	104	179	129
Impairments of receivables / loan and guarantee portfolio, %	0.25	0.73	0.32	0.94
Personnel	12 504	3 005	12 504	2 966

OP-Pohjola Group

Income statement, € million

	OP-Pohjola Group 2010	Pohjola 2010	OP-Pohjola Group 2009	Pohjola 2009
Net interest income	917	258	1 070	241
Net income from Non-Life insurance	382	388	396	402
Net income from Life Insurance	100		-120	
Net commissions and fees	563	164	496	143
Other income	210	116	208	108
Total income	2 172	926	2 051	895
Total expenses	1 286	514	1 248	501
Earnings before impairments of receivables	723	412	643	394
Impairments of receivables	149	104	179	129
Returns to owner-members and OP-bonus customers	163		160	
Earnings before tax	575	308	464	265
Change in fair value reserve	225	-17	677	243
Earnings/loss before tax at fair value	800	291	1 140	508

OP-Pohjola Group

Key ratios

	OP-Pohjola Group 2010	Pohjola 2010	OP-Pohjola Group 2009	Pohjola 2009
Net interest margin, %	1.1*	1.36**	1.4*	1.33**
Cost / Income ratio, %	57***	35***	53	35***
Return on equity (ROE) at fair value, %	9.4	9.3	14.7	19.2
Return on assets, (ROA) at fair value, %	0.7		1.1	
Non-Life Insurance, Solvency ratio, %		86		88
Life Insurance, Solvency ratio, %****	15.9		13.3	
Operating Combined ratio, %		89.7		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

Finnish Economy



Forecasts for the Finnish economy

Published on 1 February, 2011

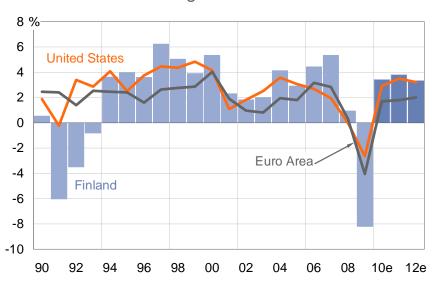
	2009 EUR bn	2009 Volu	2010f me, % change o	2011f n previous year	2012f
GDP	171.2	-8.2	3.4	3.8	3.3
Imports	60.2	-17.6	4.8	8.9	5.9
Exports	64.2	-20.1	6.2	10.7	7.1
Consumption	137.1	-1.2	2.1	2.0	1.9
Private consumption	93.9	-2.1	2.8	2.7	2.5
Public consumption	43.3	1.0	0.5	0.5	0.5
Fixed investment	33.5	-14.6	2.0	7.1	5.9

Other key indicators

	2009	2010f	2011f	2012f
Consumer price index, % change y/y	0.0	1.2	3.0	2.8
Unemployment rate, %	8.2	8.4	7.3	6.8
Current account balance, % of GDP	2.7	2.5	2.7	2.9
General government debt, % of GDP	43.8	49.0	49.7	50.0
General government net lending, % of GDP	-2.5	-2.7	-1.0	0.0

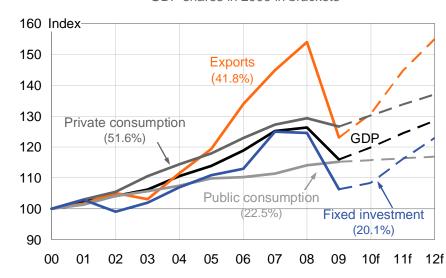
GDP and demand components

Change in GDP volume



Sources: Reuters EcoWin, forecasts OP-Pohjola Group (February 2011)

GDP and demand components GDP shares in 2009 in brackets

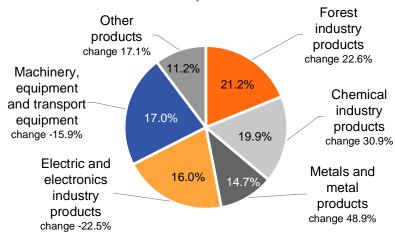


Sources: Statistics Finland, forecasts OP-Pohjola Group, February 2011

Exports by product group and country

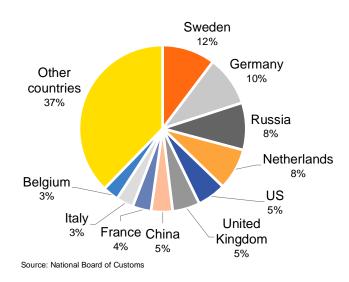
Goods exports by product group

Share of total exports and annual change January-June 2010



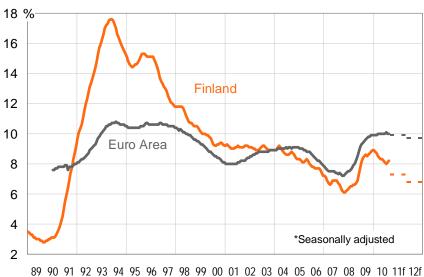
Source: National Board of Customs Total exports 23.9 EUR Billion (change, 7.8%)

Goods exports by countries January-June 2010



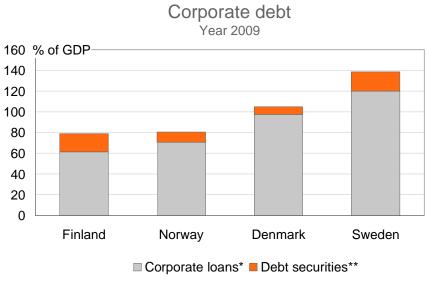
Unemployment rate and corporate debt

Unemployment rate* in Finland and Euro Area



07 70 71 72 70 71 70 70 77 70 77 00 01 02 00 01 00 07 00 07 10

Sources: Statistics Finland, Eurostat, forecasts OP-Pohjola Group, February 2011

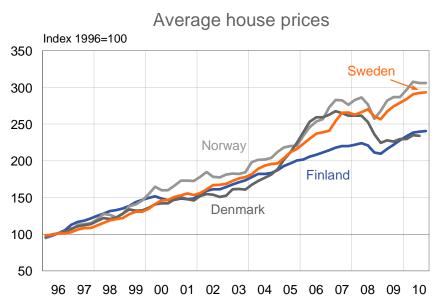


* Excl. loans between Finnish companies

** Commercial papers, corporate bonds and financial derivatives

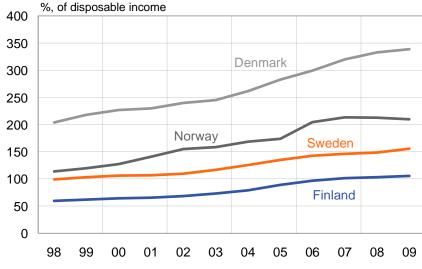
Source: Eurostat, Consolidated Financial Accounts, Norway year 2008

House prices and households' debt ratio



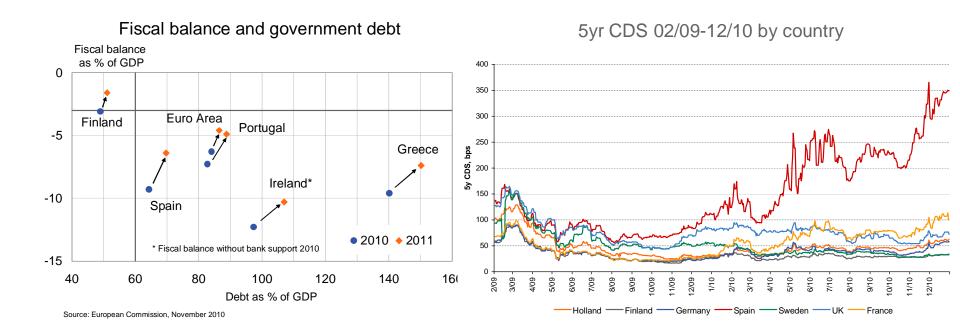
Sources: Reuters EcoWin, Statistics Sweden

Households' debt ratio



Sources: Central Banks, Statistics Finland

Fiscal balance and 5yr CDS by country



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