

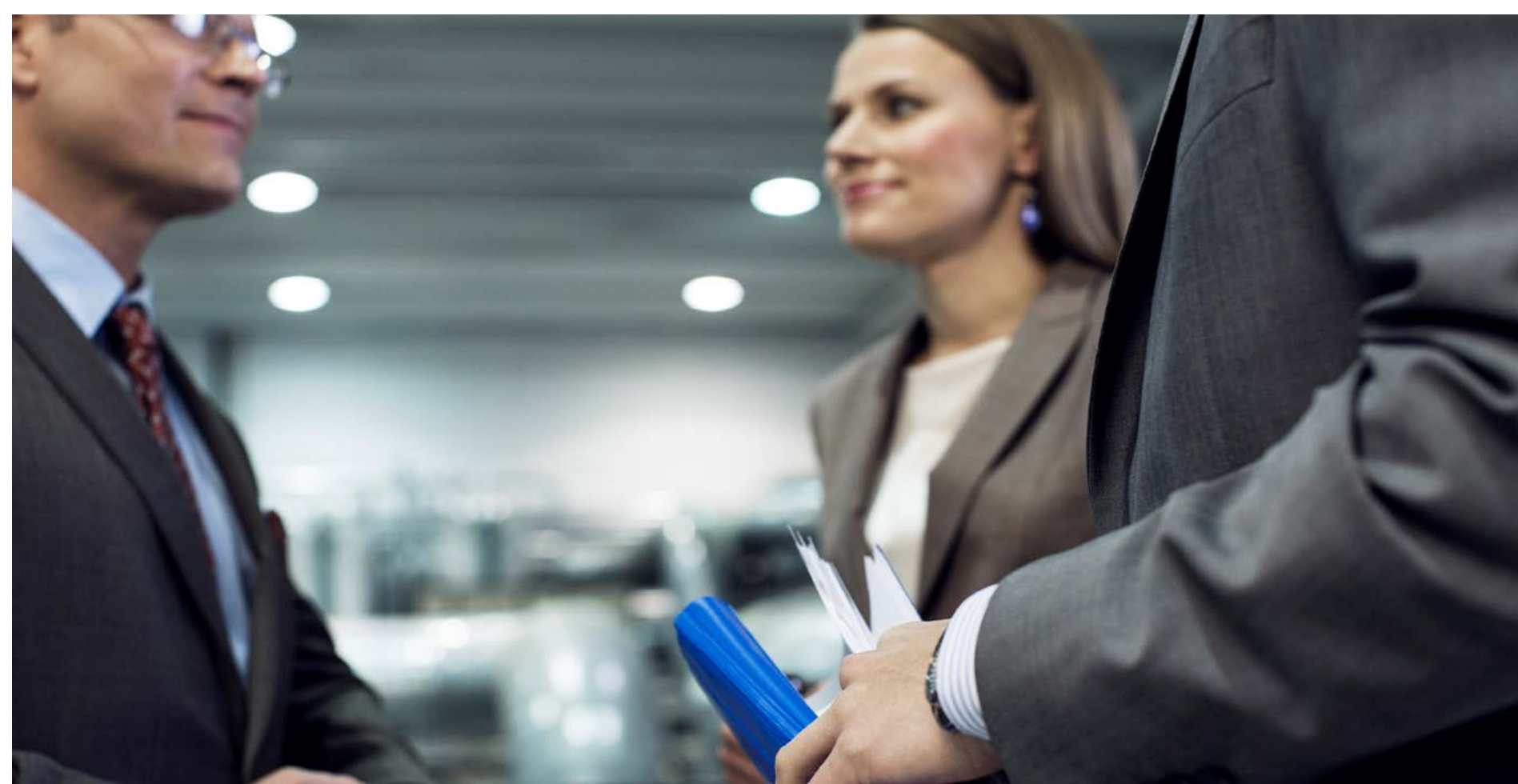
A photograph of three business professionals in an office environment. On the left, a man in a suit and glasses is looking towards the right. In the center, a woman in a blazer is looking towards the right. On the right, the arm and hand of another person in a suit are visible, holding a blue folder. The background is a blurred office space with lights.

OP-Pohjola

Interim Report for 1 January – 31 March 2013

Sisällysluettelo

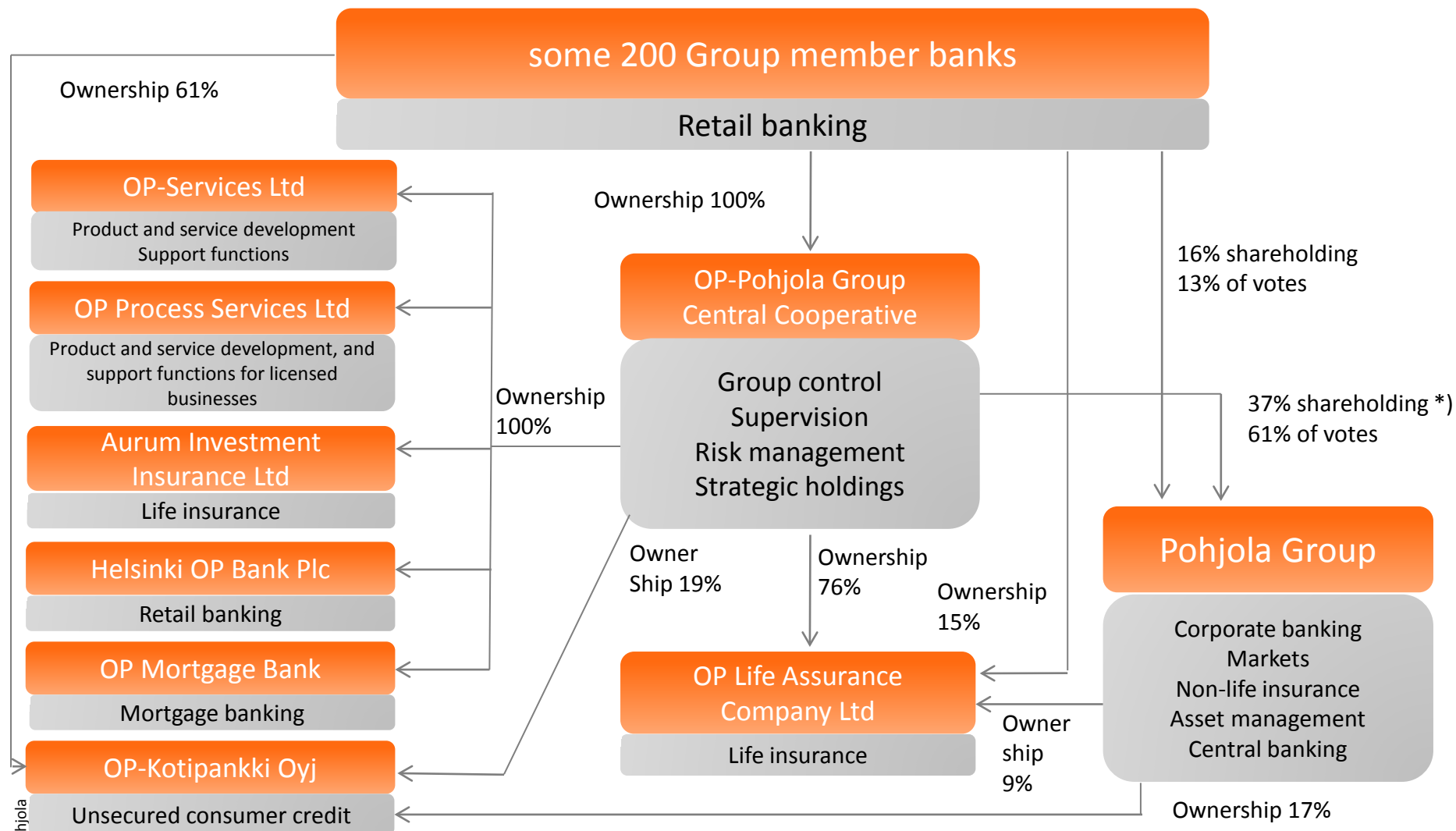
- OP-Pohjola Group
- Year-on-year results
- Quarterly figures
- Capital adequacy
- Balance sheet
- Loans and customer funds
- Customers, owner-members etc.
- 5-year trends



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 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

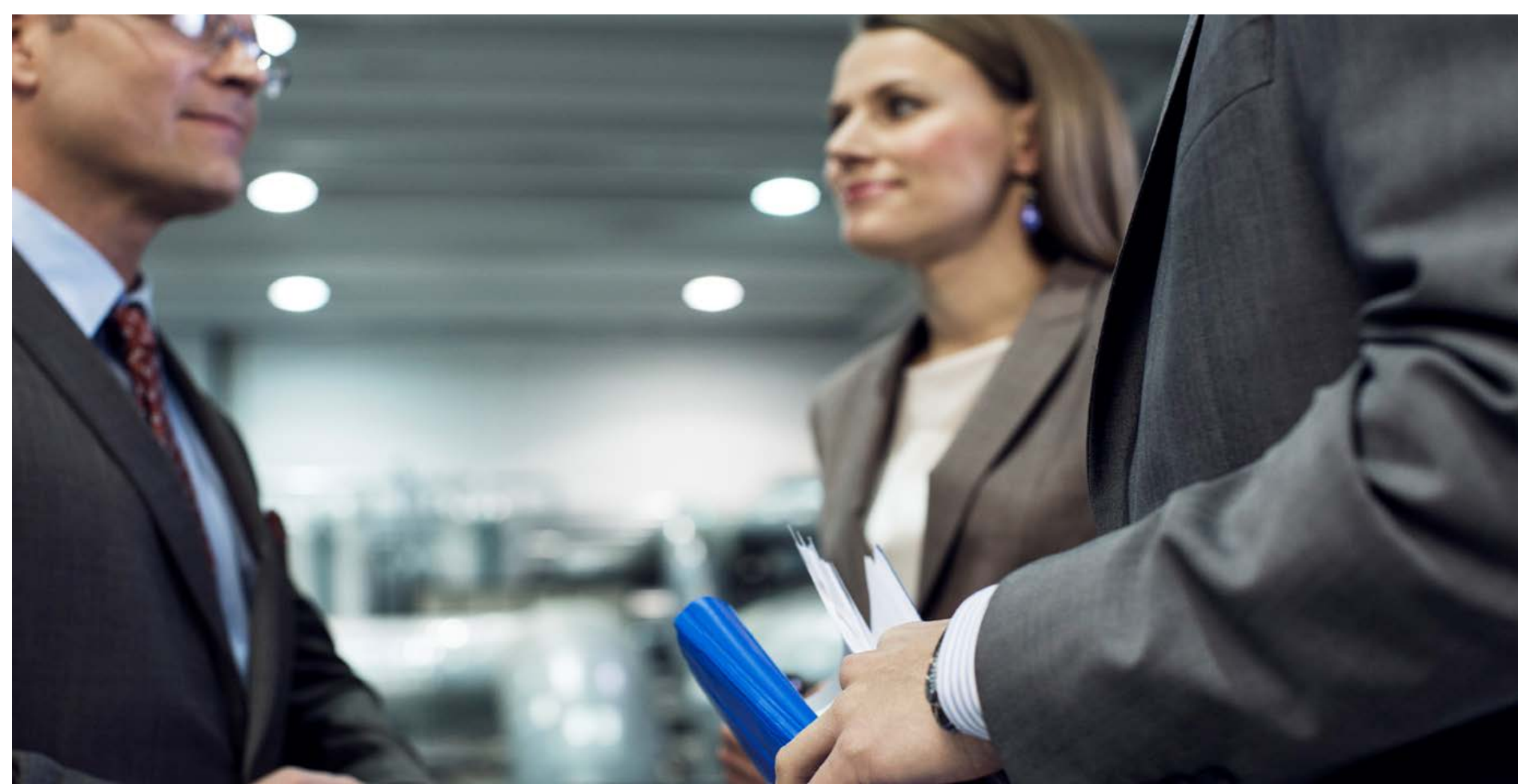
OP-Pohjola Group Key Indicators

| | Q1/2013 | Q1/2012 | Change, % | Q1-Q4/2012 |
|--|---------------|---------------|-----------|--------------|
| Earnings before tax, € million | 234 | 199 | 17.5 | 586 |
| Banking | 99 | 144 | -31.4 | 424 |
| Non-life Insurance | 55 | 15 | | 92 |
| Wealth Management | 57 | 26 | | 101 |
| Returns to owner-members and OP-bonus customers, € million | 48 | 44 | 7.2 | 192 |
| | 31 March 2013 | 31 March 2012 | Change, % | 31 Dec. 2012 |
| Ratio of capital base to minimum of capital base (FiCo) | 1.85 | 2.02 | -0.17 * | 1.90 |
| Core Tier 1 ratio, % | 14.1 | 15.1 | -1.1 * | 14.1 |
| Core Tier 1, excl. transition provisions, % | 14.6 | 15.2 | -0.6 * | 14.8 |
| Non-performing receivables/ loan and guarantee portfolio | 0.51 | 0.53 | -0.02 * | 0.46 |
| Joint banking and insurance customers (1000) | 1,442 | 1,329 | 8.5 | 1,425 |

*Change in ratio

Joint Liability, Deposit Insurance and Investors' Compensation

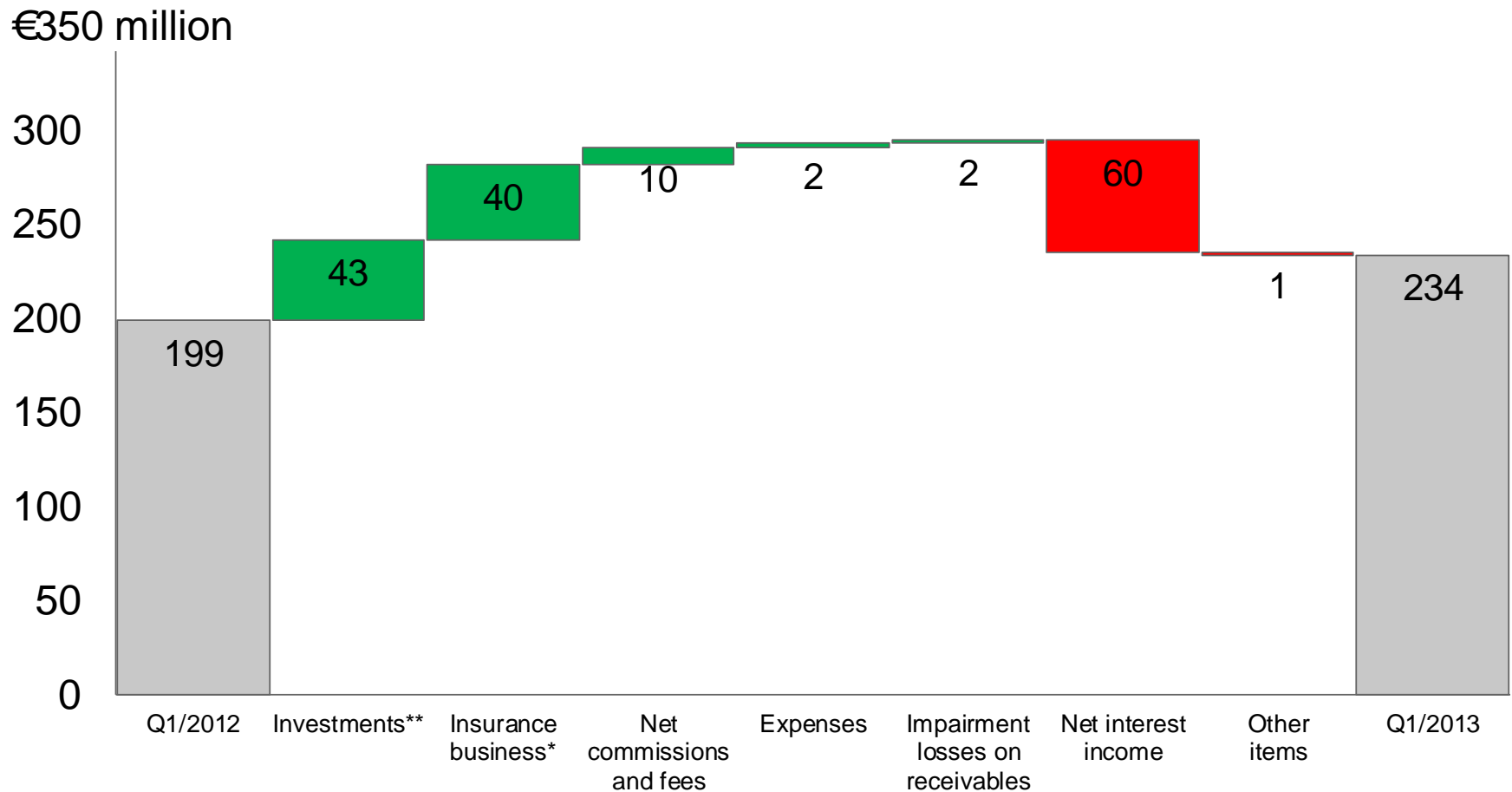
- Under the Laki talletuspankkien yhteenliittymästä Act (the Act on the Amalgamation of Deposit Banks), the amalgamation of the cooperative banks comprises the organisation's central institution (OP-Pohjola Group Central Cooperative), its member credit institutions and the companies belonging to their 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

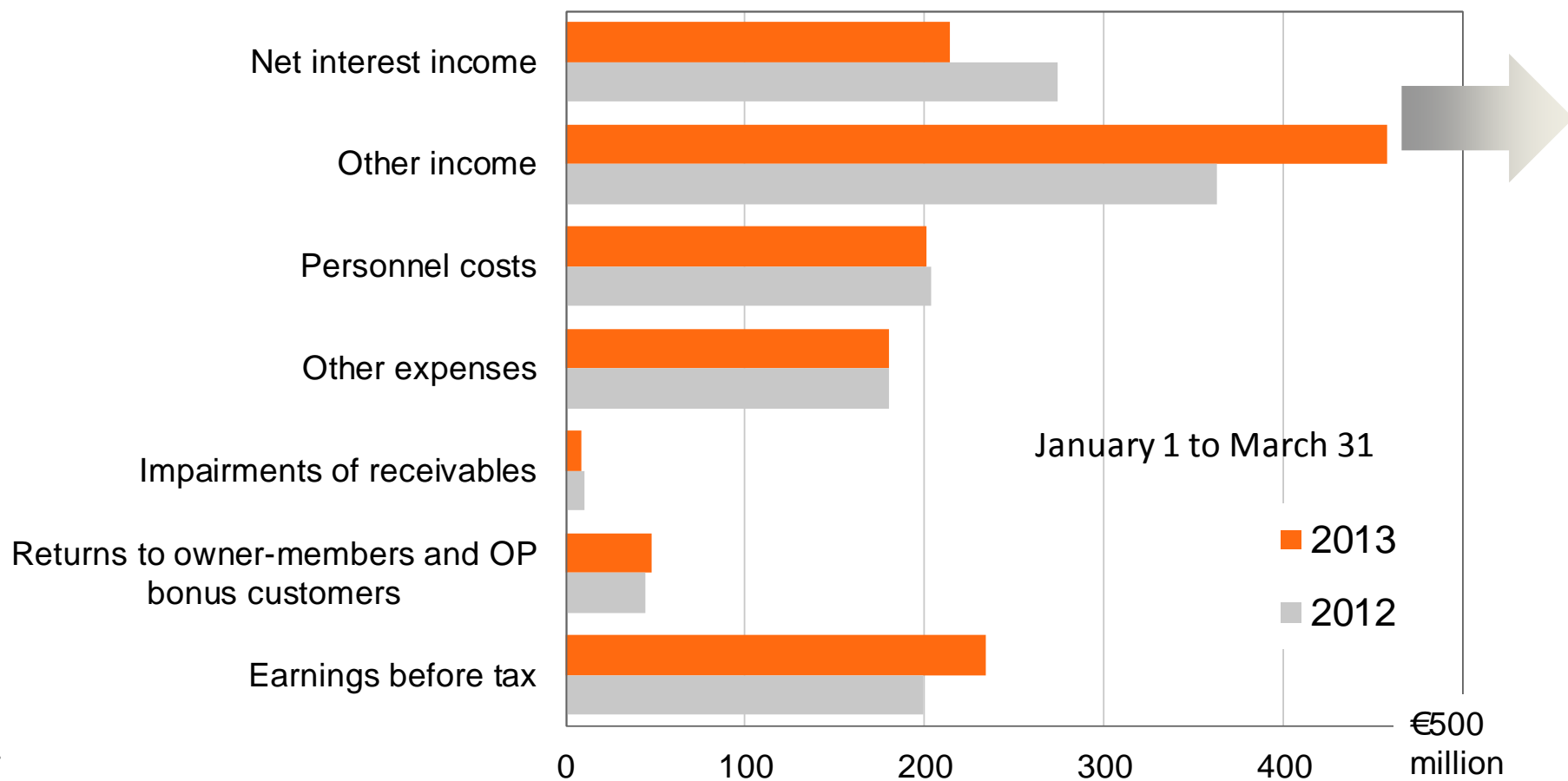
OP-Pohjola Group

Earnings before Tax



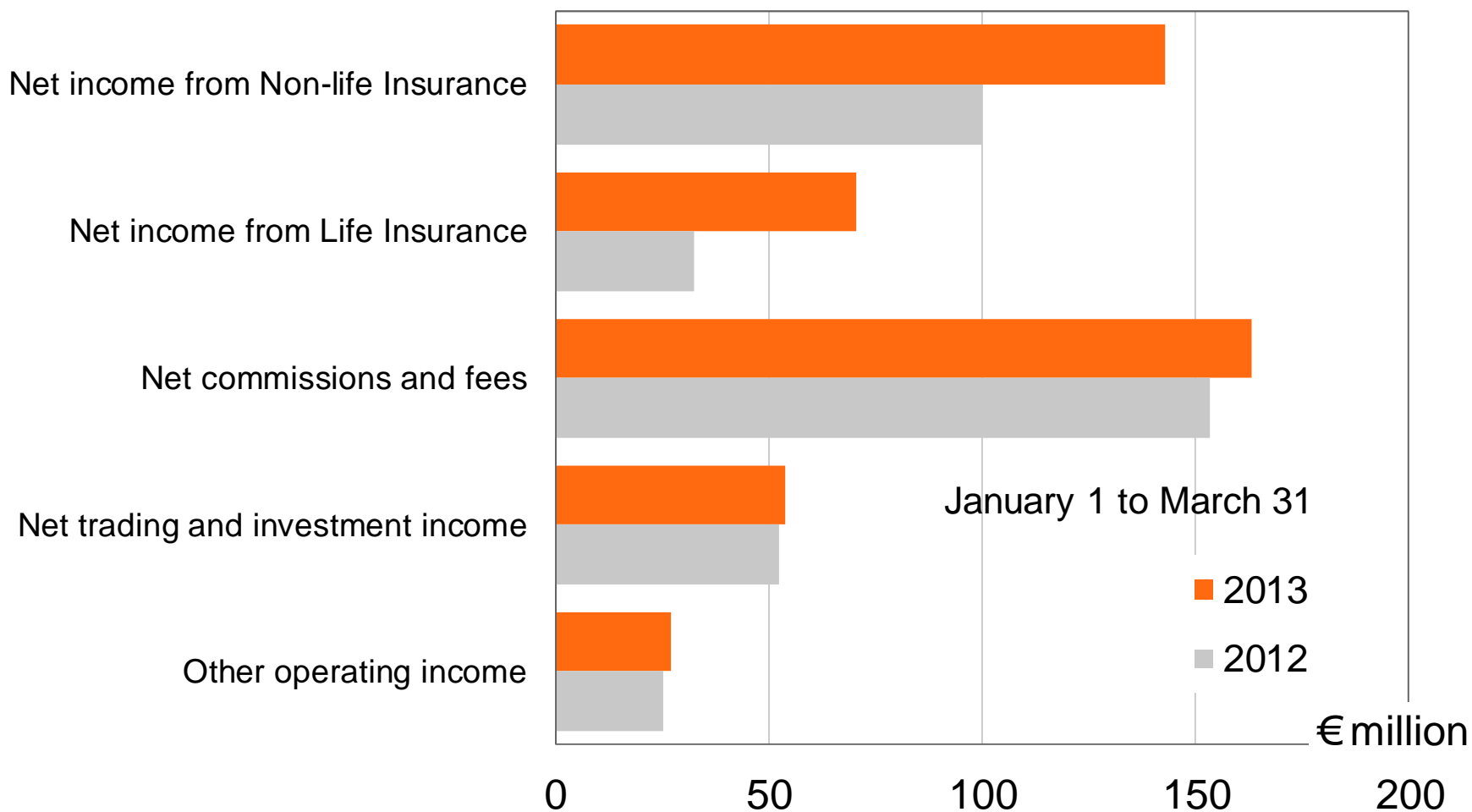
*) Life and Non-life Insurance **) Investments = Life insurance's investment income ((excl. derivatives hedging technical provisions) and Non-life insurance investment income + Net trading and investment income

OP-Pohjola Group Income statement





OP-Pohjola-gruppen Other Income



Income statement

| January 1 to March 31 | | | Change | |
|---|------|------|-----------|-------|
| € million | 2013 | 2012 | € million | % |
| Interest income | 615 | 899 | -284 | -31.6 |
| Interest expenses | 401 | 625 | -224 | -35.8 |
| Net interest income | 214 | 274 | -60 | -21.9 |
| Impairments of receivables | 9 | 11 | -2 | -16.5 |
| Net interest income after impairment losses | 205 | 264 | -58 | -22.1 |
| Net income from Non-life Insurance operations | 143 | 100 | 43 | 43.4 |
| Net income from Life Insurance operations | 70 | 32 | 38 | |
| Net commissions and fees | 163 | 153 | 10 | 6.2 |
| Net trading income | 29 | 38 | -8 | -22.5 |
| Net investment income | 25 | 15 | 10 | 65.7 |
| Other operating income | 27 | 25 | 2 | 6.9 |
| Personnel costs | 201 | 203 | -2 | -1.1 |
| Other administrative expenses | 83 | 93 | -10 | -10.5 |
| Other operating expenses | 98 | 87 | 10 | 11.7 |
| Returns to owner-members and OP bonus customers | 48 | 44 | 3 | 7.2 |
| Share of associates' profits/losses | 0 | 0 | 0 | |
| Earnings before tax | 234 | 199 | 35 | 17.5 |

OP-Pohjola Group

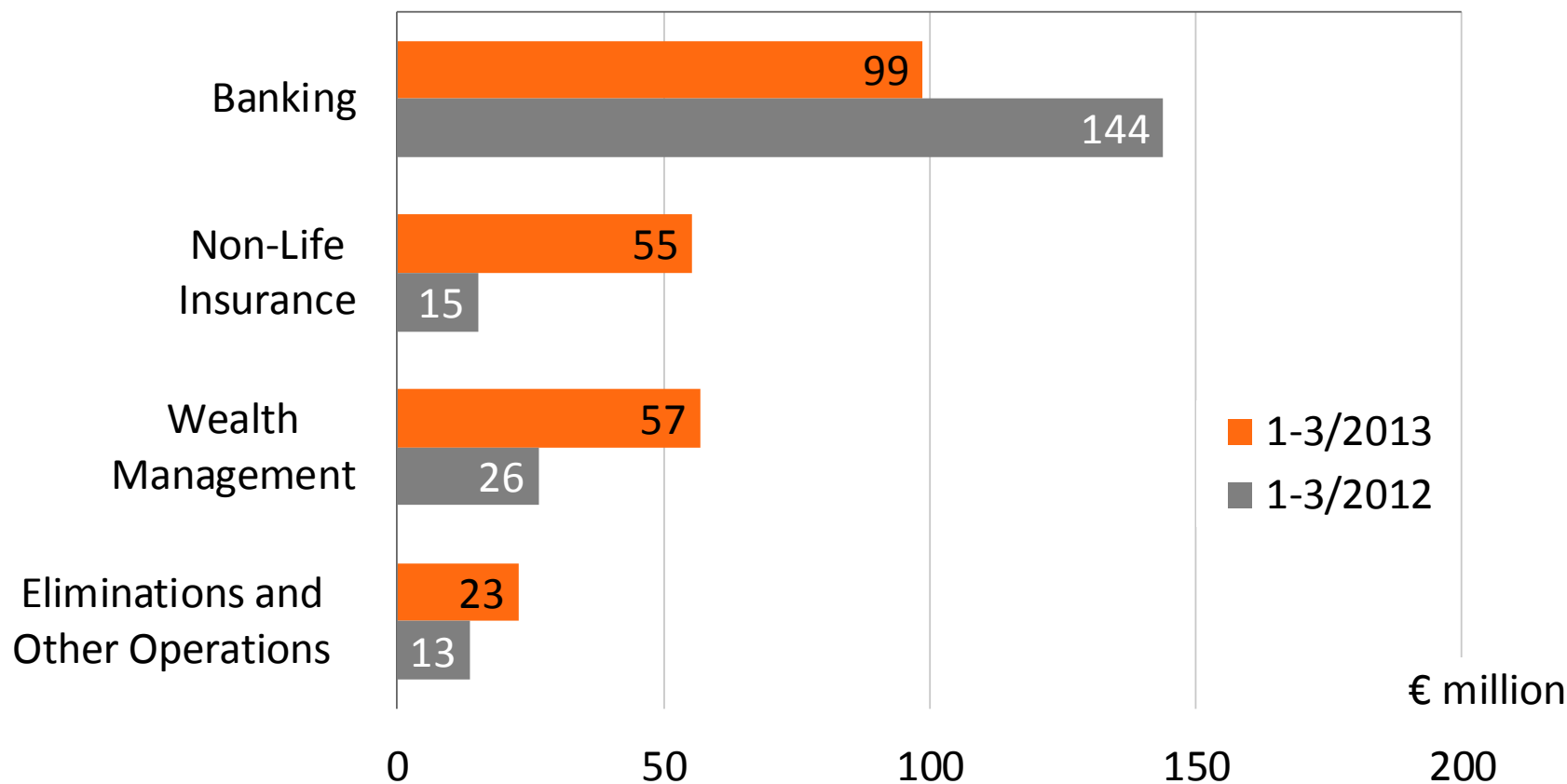
Income Statement by Business Segment

1 January to 31 March 2013

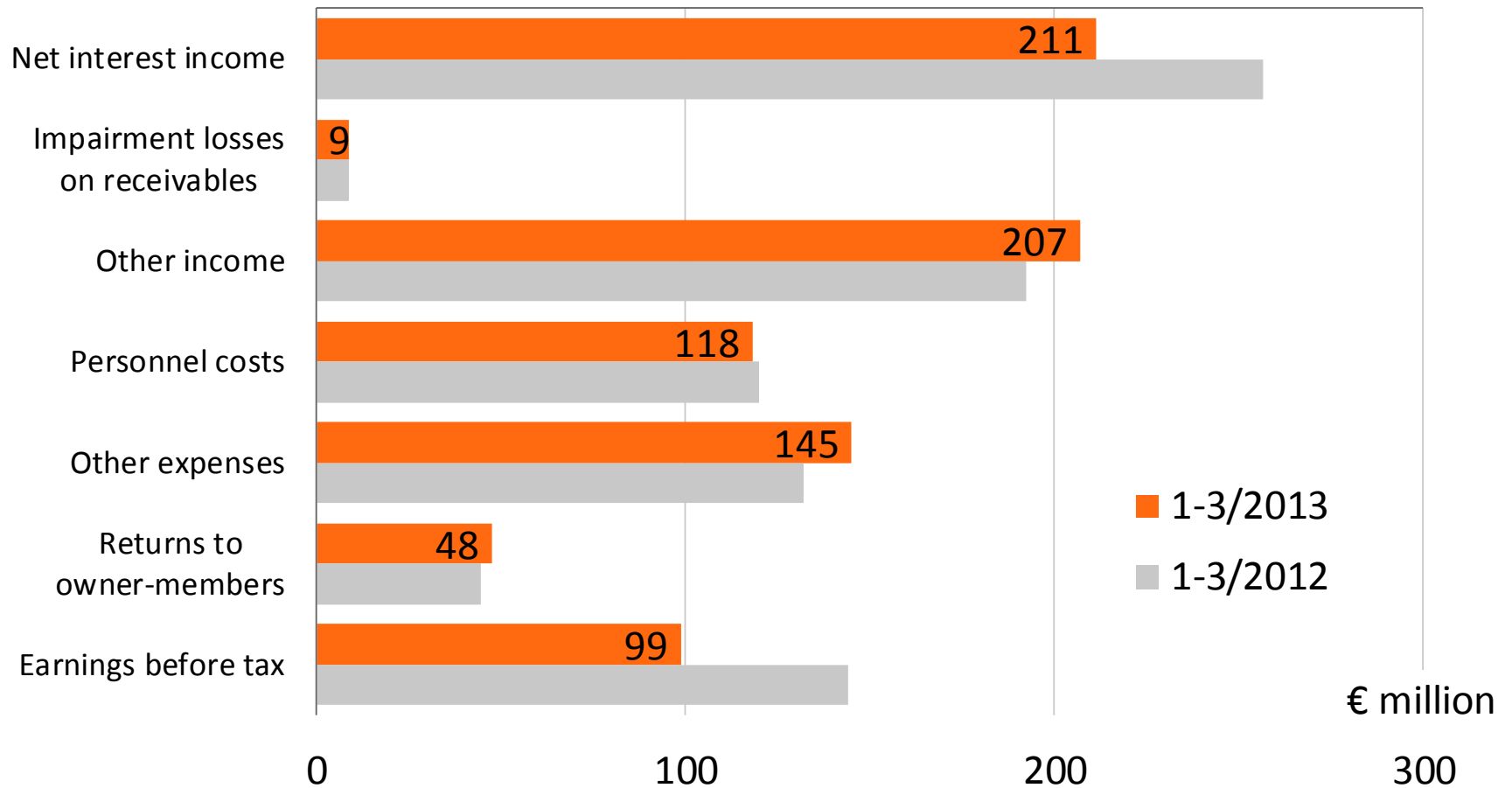
| € million | Banking | Non-Life Insurance | Wealth Management | Eliminations and Other Operations | Total |
|------------------------------------|------------|--------------------|-------------------|-----------------------------------|------------|
| Net interest income | 211 | -5 | 1 | 8 | 214 |
| Net income from non-life insurance | 0 | 143 | 0 | 0 | 143 |
| Net income from life insurance | 0 | 0 | 41 | 30 | 70 |
| Net commissions and fees | 161 | 4 | 48 | -50 | 163 |
| Other income | 207 | 2 | 12 | 20 | 241 |
| Total income | 418 | 145 | 101 | 7 | 672 |
| Personnel costs | 118 | 28 | 7 | 48 | 201 |
| Other expenses | 145 | 62 | 38 | -64 | 181 |
| Total expenses | 263 | 90 | 45 | -16 | 382 |
| Impairment losses on receivables | 9 | 0 | 0 | 0 | 8 |
| Returns to owner-members | 48 | 0 | 0 | 0 | 48 |
| Earnings before tax | 99 | 55 | 57 | 23 | 234 |
| Cost /income ratio, % | 63 | | | | |

OP-Pohjola Group

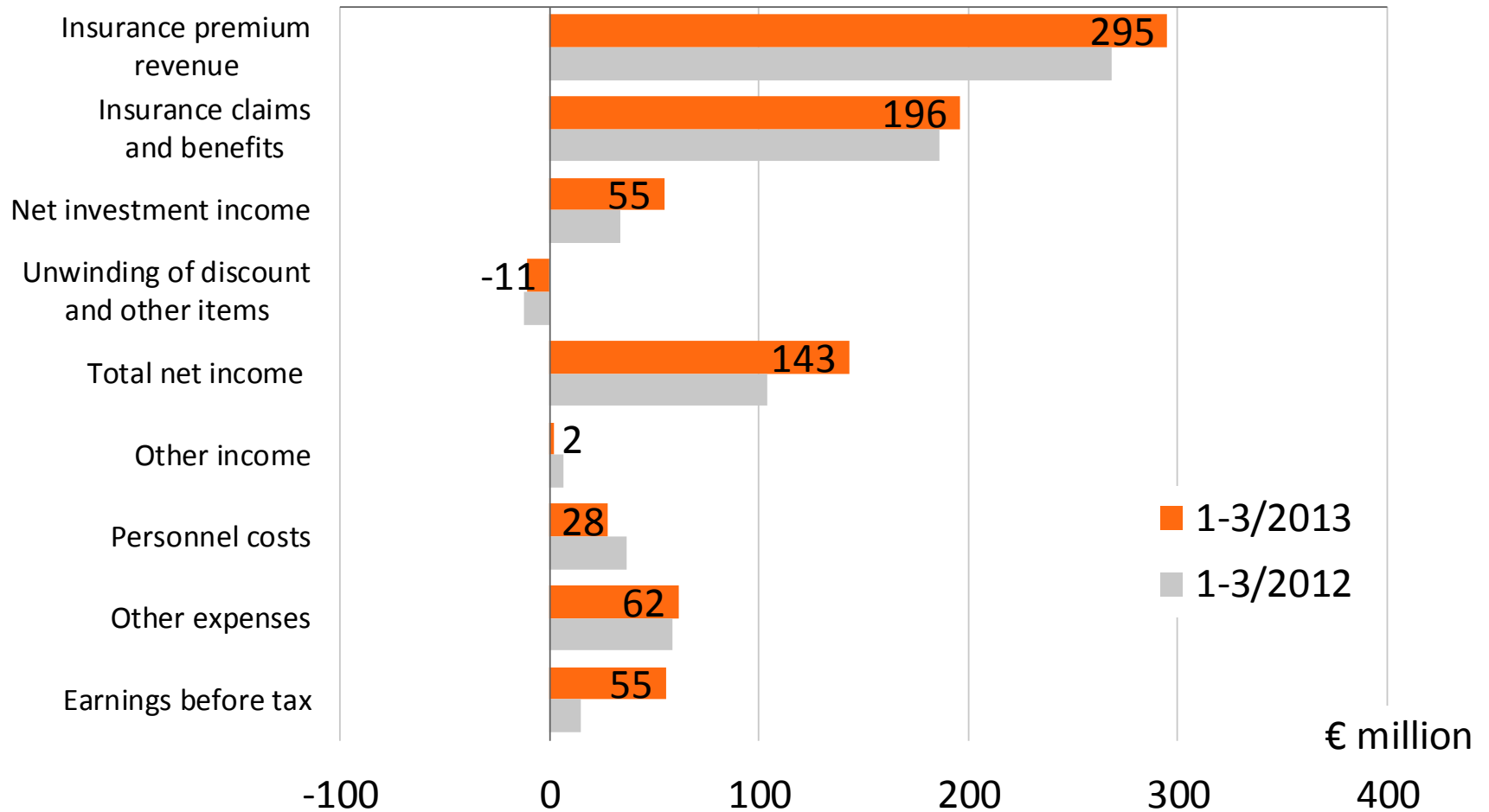
Earnings before tax by Business Segment



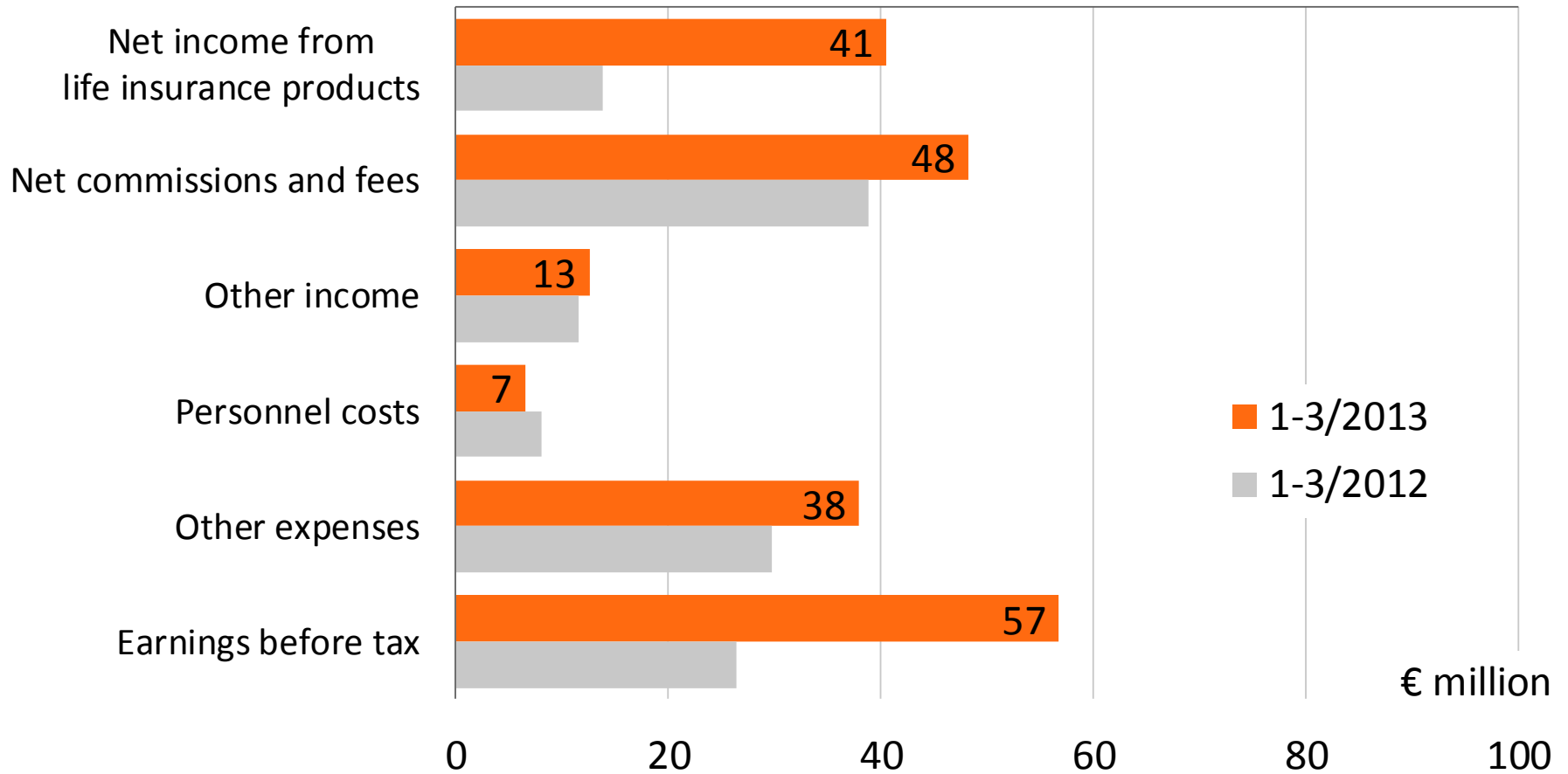
OP-Pohjola Group Banking

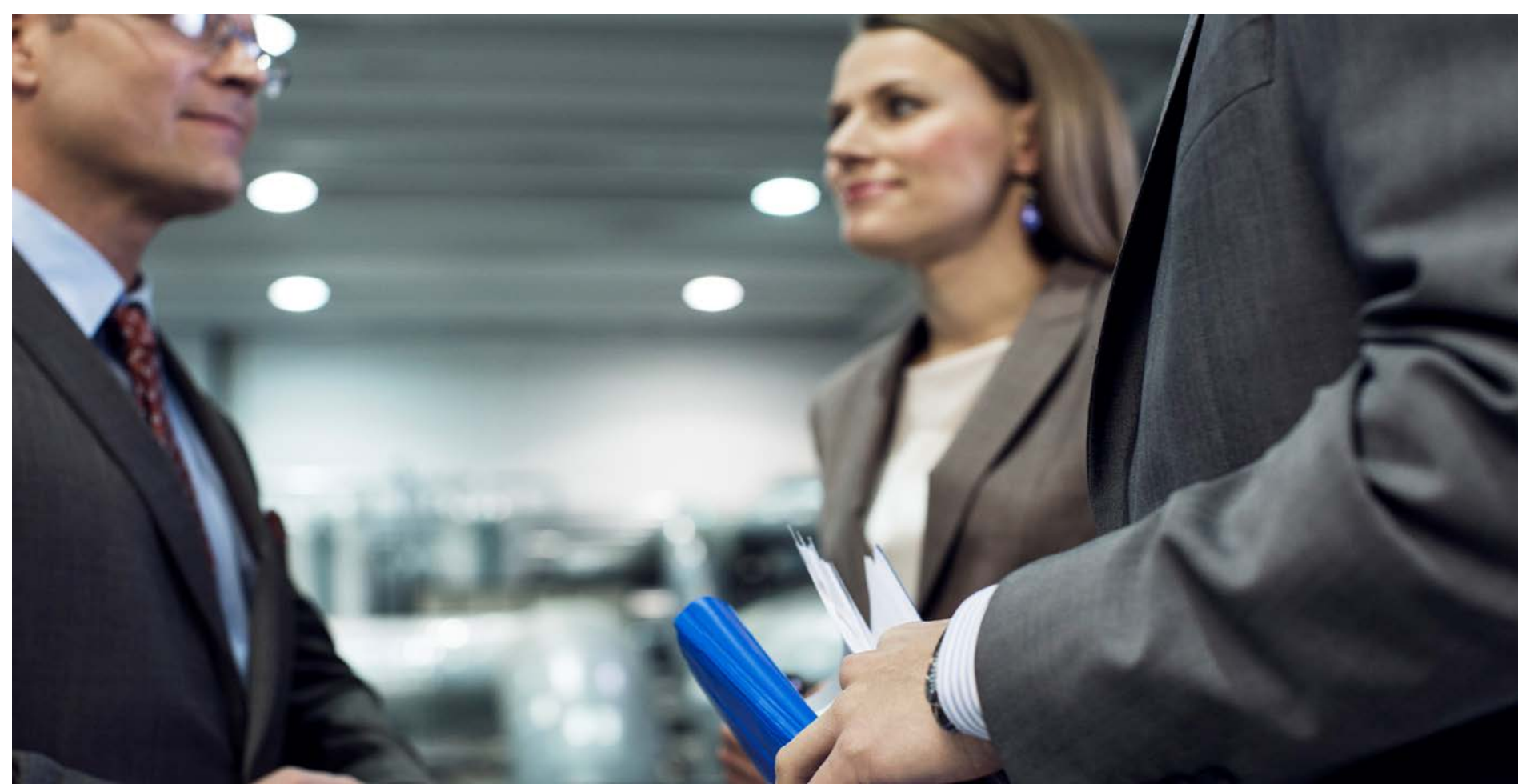


OP-Pohjola Group Non-Life Insurance



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 | 231 | 214 | | | |
| Other income | 363 | 321 | 326 | 358 | 458 | | | |
| Total income | 637 | 576 | 569 | 588 | 672 | | | |
| Personnel costs | 203 | 194 | 188 | 180 | 201 | | | |
| Other expenses | 180 | 183 | 163 | 203 | 181 | | | |
| Total expenses | 383 | 377 | 351 | 383 | 382 | | | |
| Impairments of receivables | 11 | 17 | 19 | 51 | 9 | | | |
| Returns to owner-members and OP bonus customers | 44 | 52 | 46 | 50 | 48 | | | |
| Earnings before tax | 199 | 130 | 153 | 104 | 234 | | | |

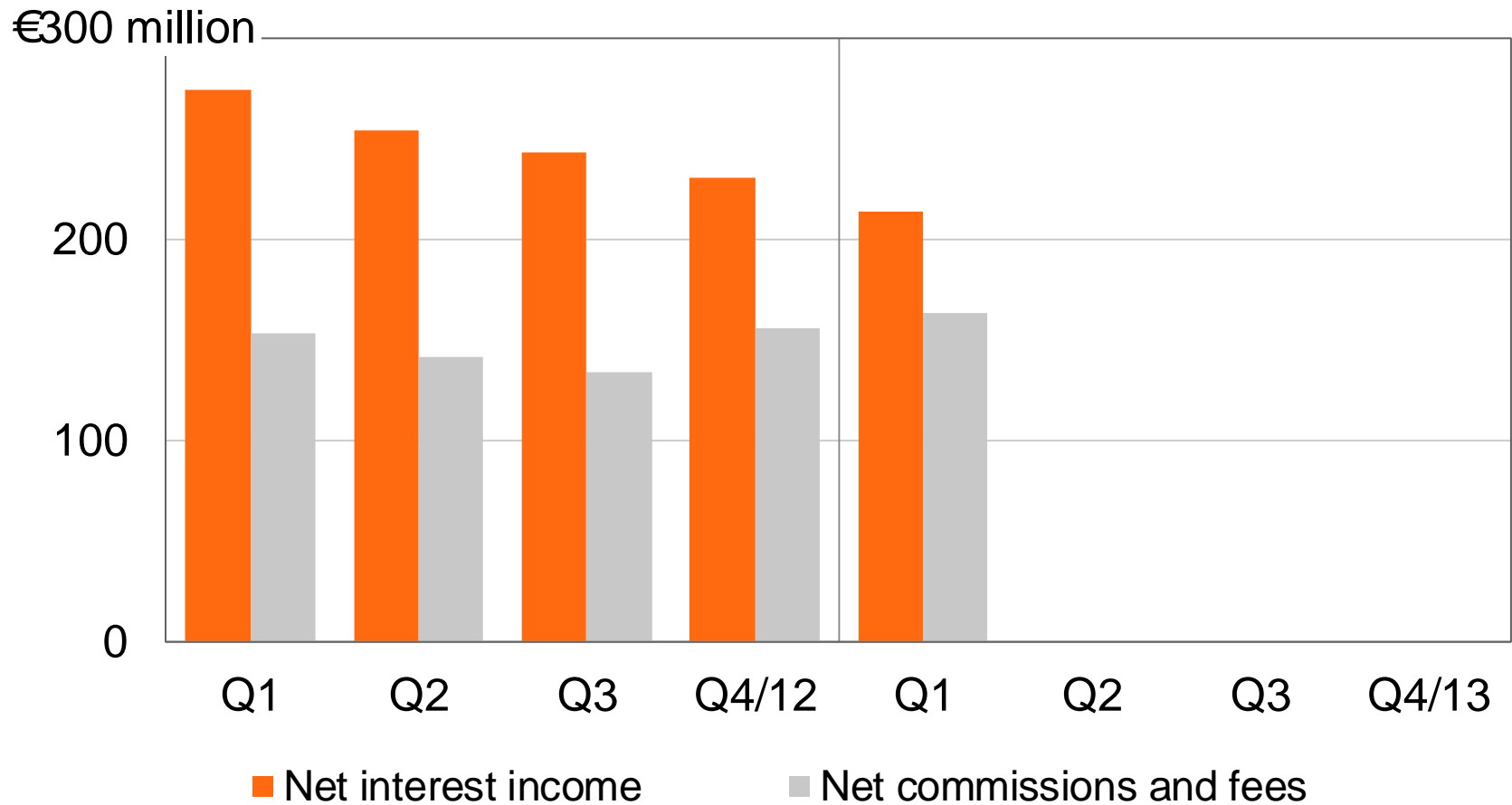
OP-Pohjola Group

Other Income by Quarter

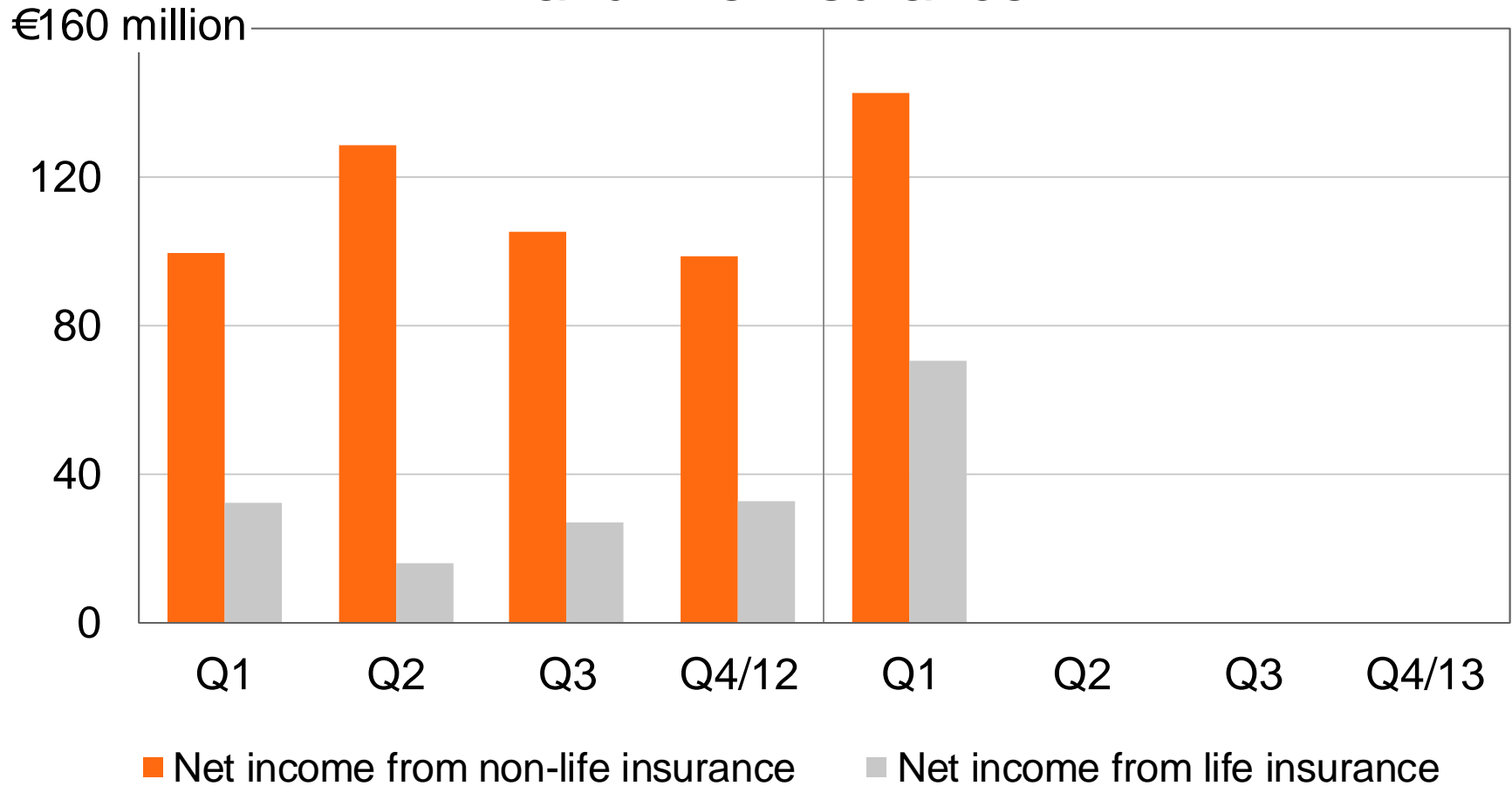
| € million | 2012 | | | | 2013 | | | |
|---|------|-----|-----|-----|------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Net income from non-life insurance | 100 | 129 | 105 | 99 | 143 | | | |
| Net income from life insurance | 32 | 16 | 27 | 33 | 70 | | | |
| Net commissions and fees | 153 | 141 | 134 | 156 | 163 | | | |
| Net income from trading and investments | 52 | 13 | 19 | 47 | 54 | | | |
| Other income | 25 | 22 | 41 | 23 | 27 | | | |
| Total | 363 | 321 | 326 | 358 | 458 | | | |

OP-Pohjola Group

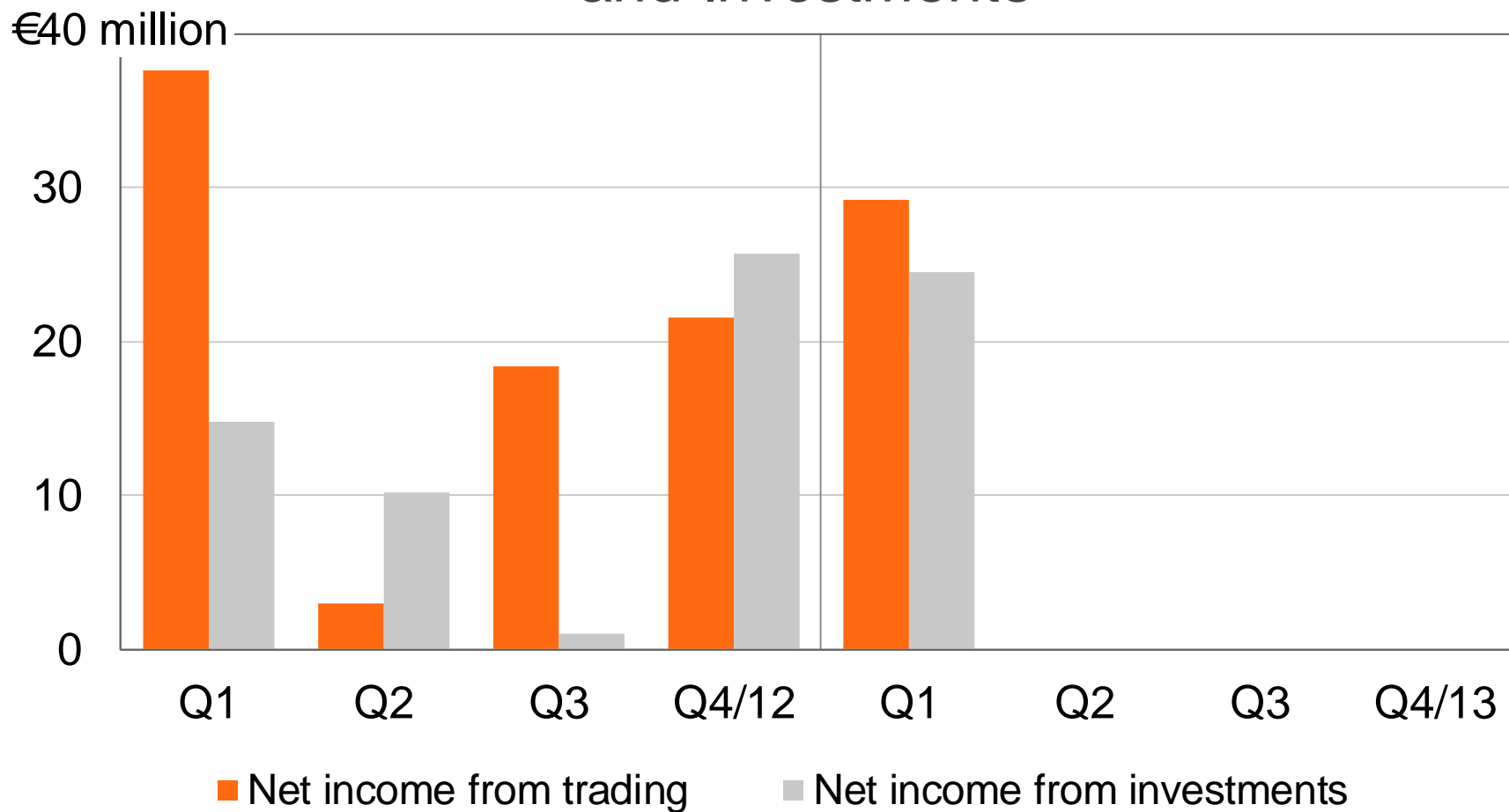
Net Interest Income and Net Commissions and Fees



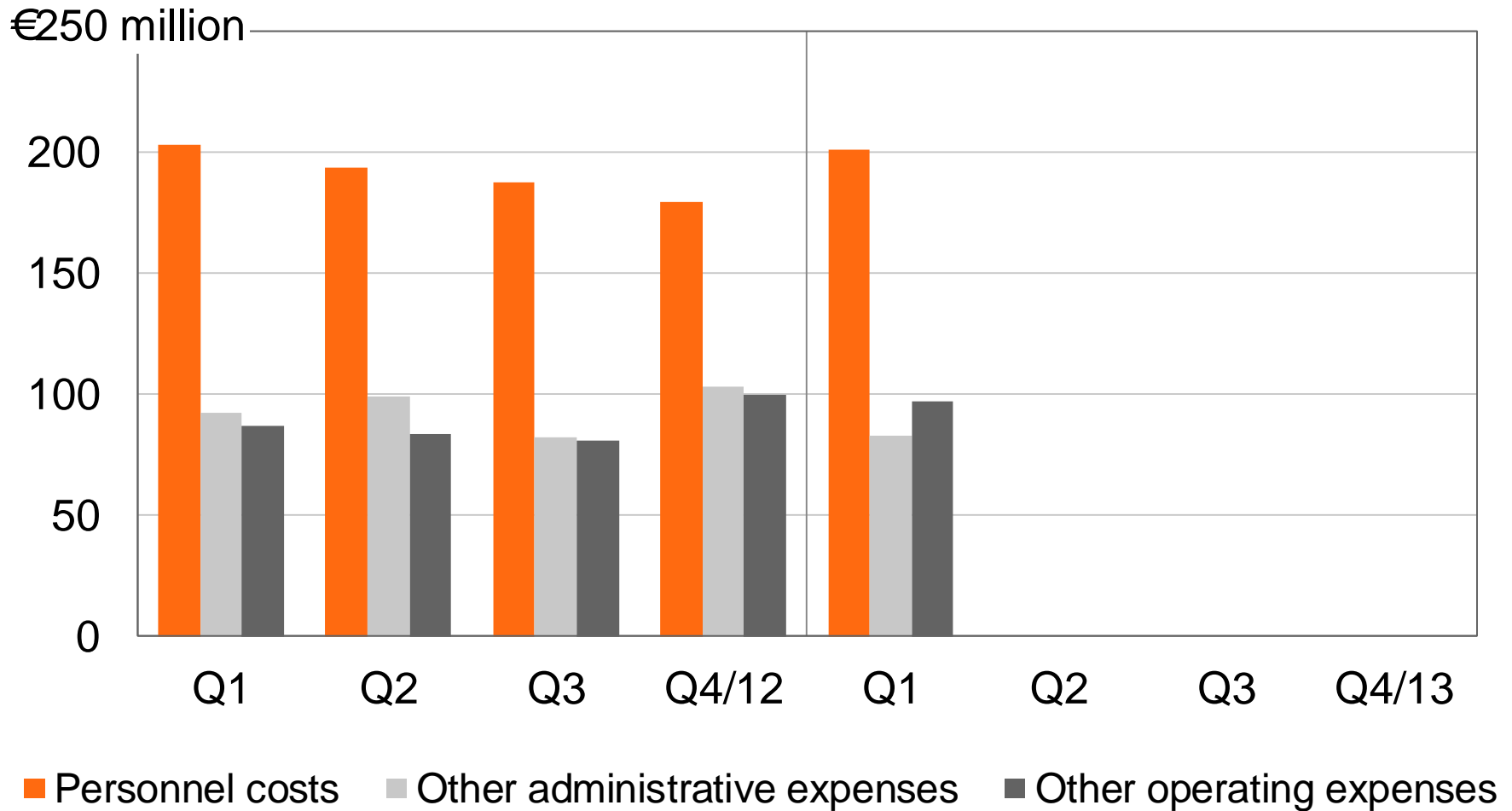
OP-Pohjola Group Net Income from Non-life and Life Insurance



OP-Pohjola Group Net Income from Trading and Investments

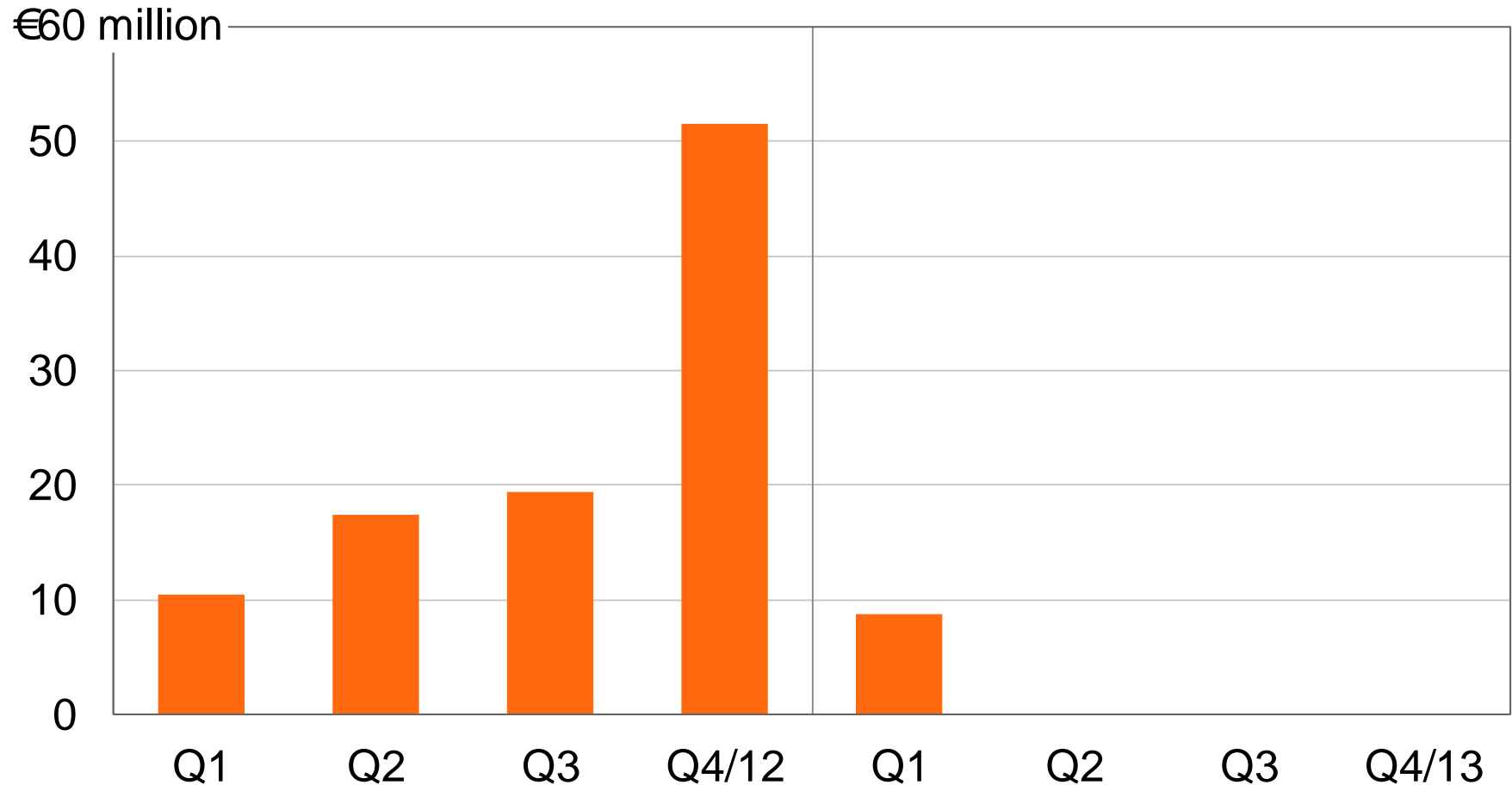


OP-Pohjola Group Expenses

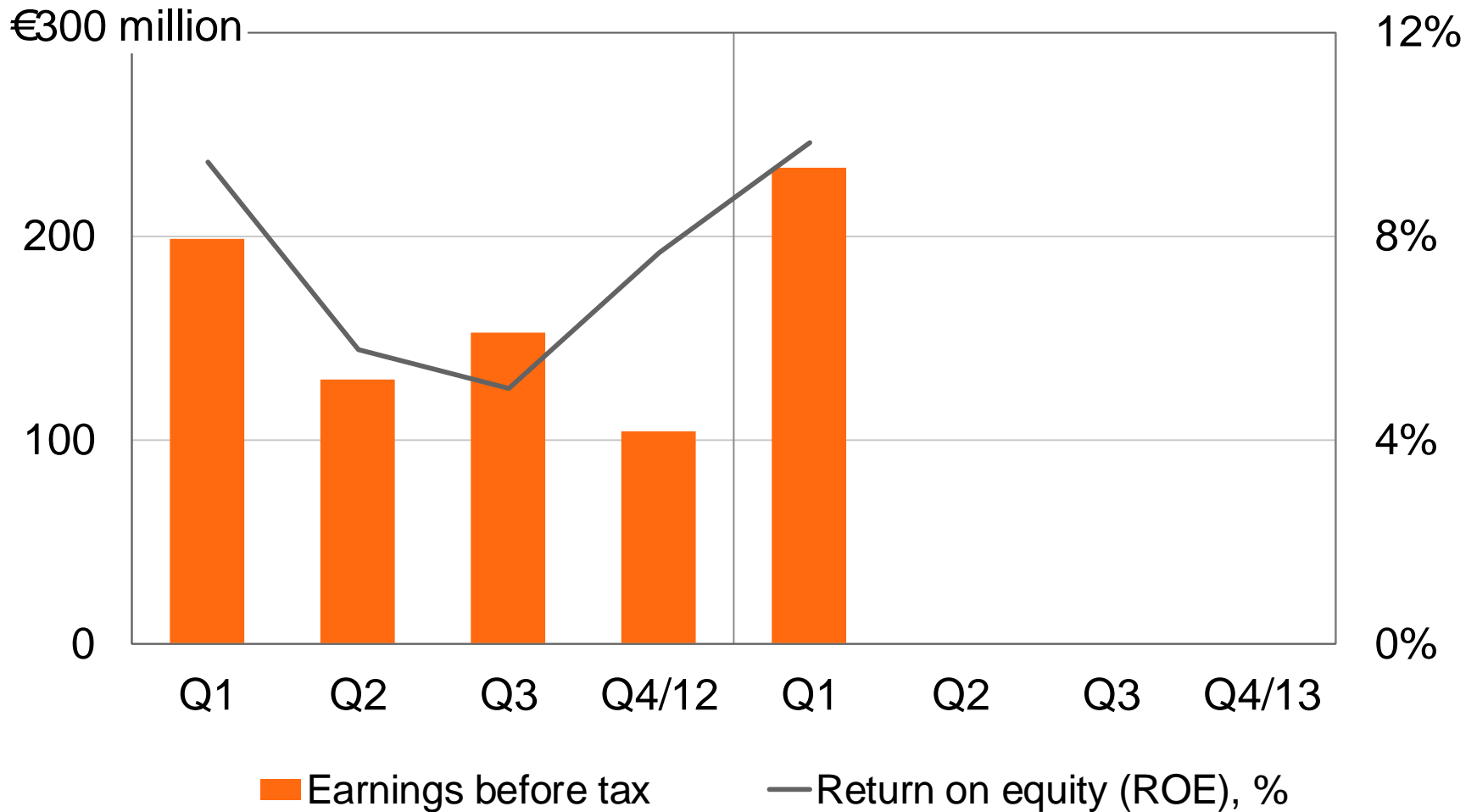


OP-Pohjola Group

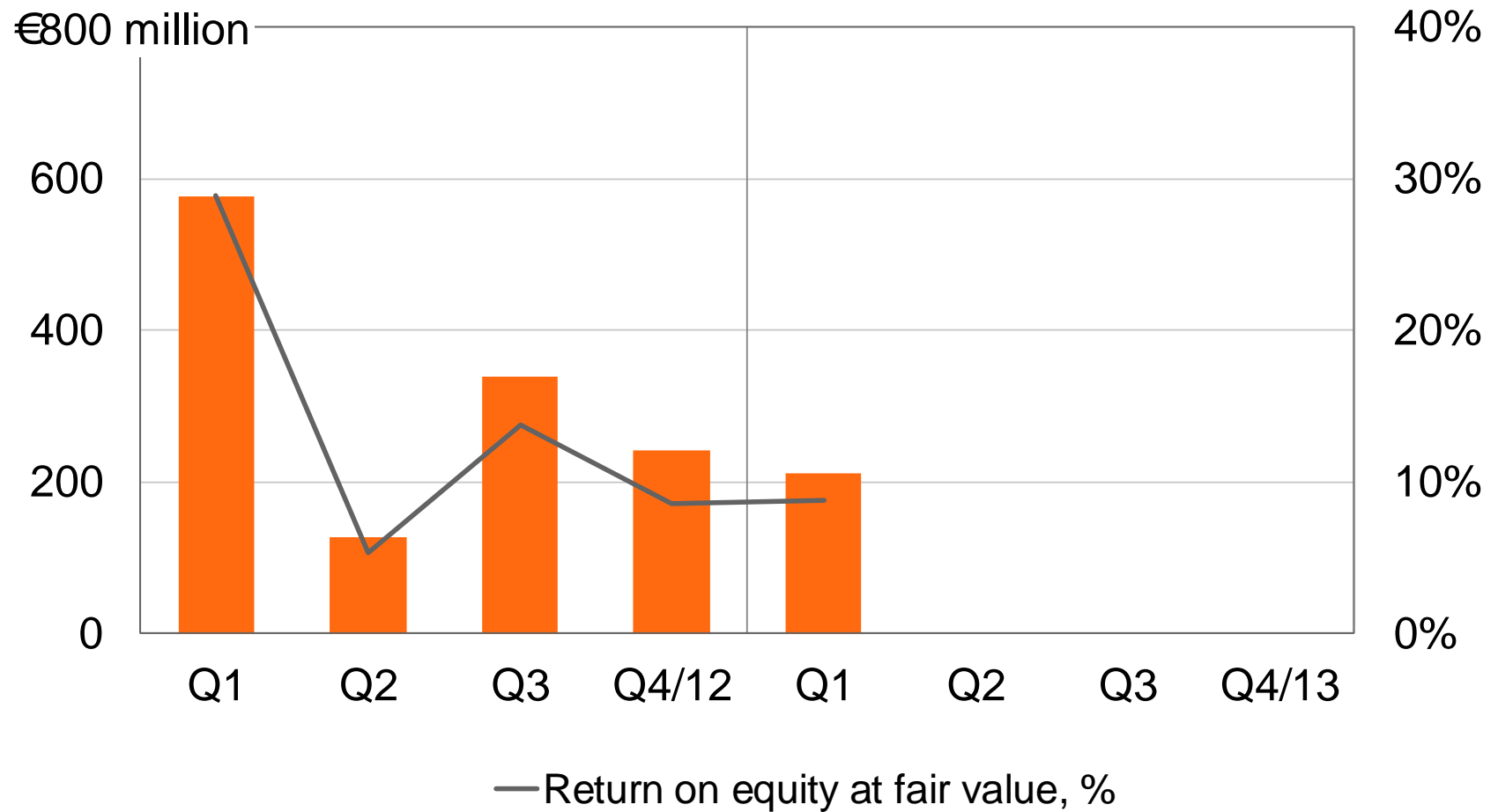
Quarterly Impairments of Receivables



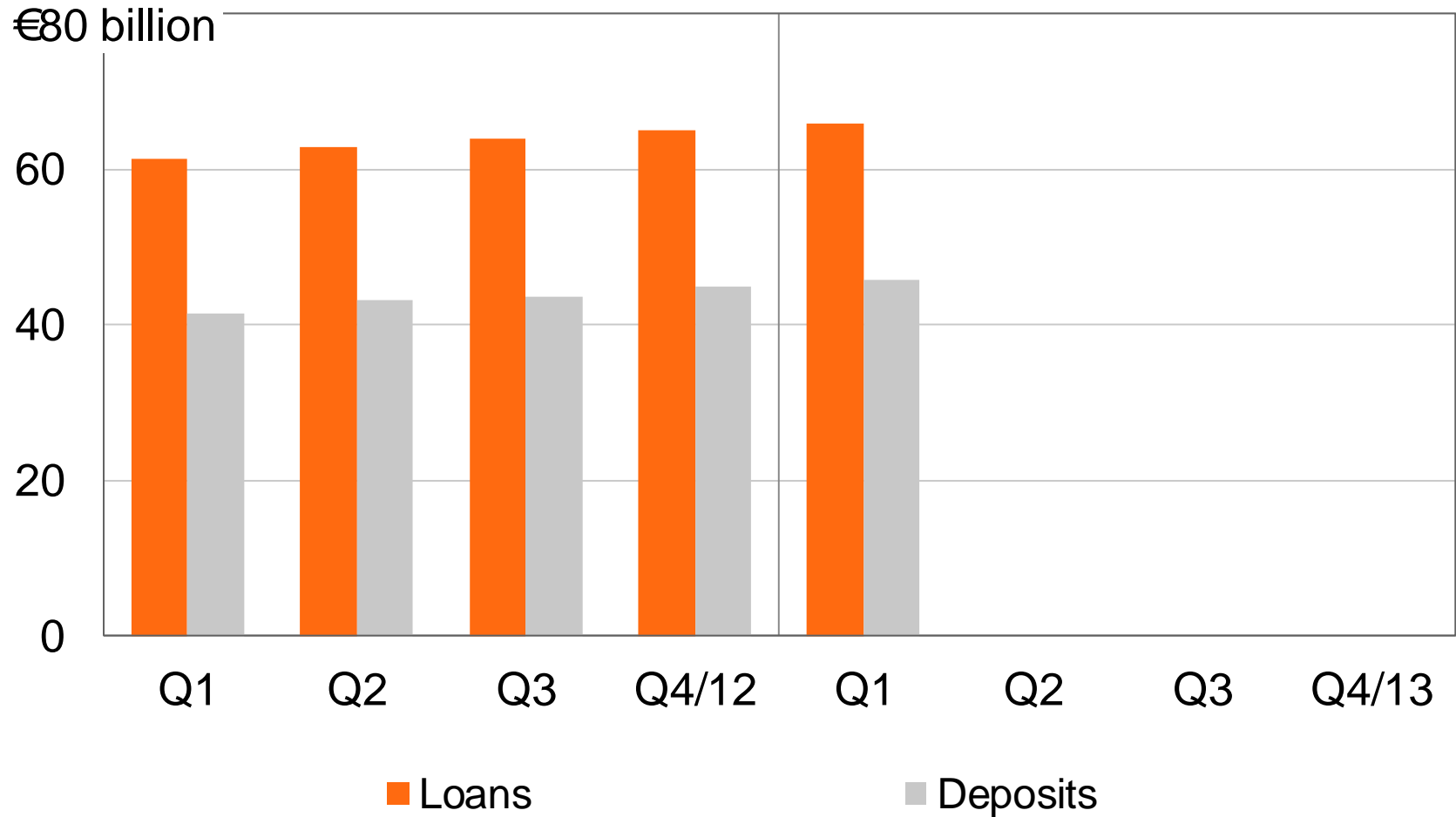
OP-Pohjola Group Earnings before Tax



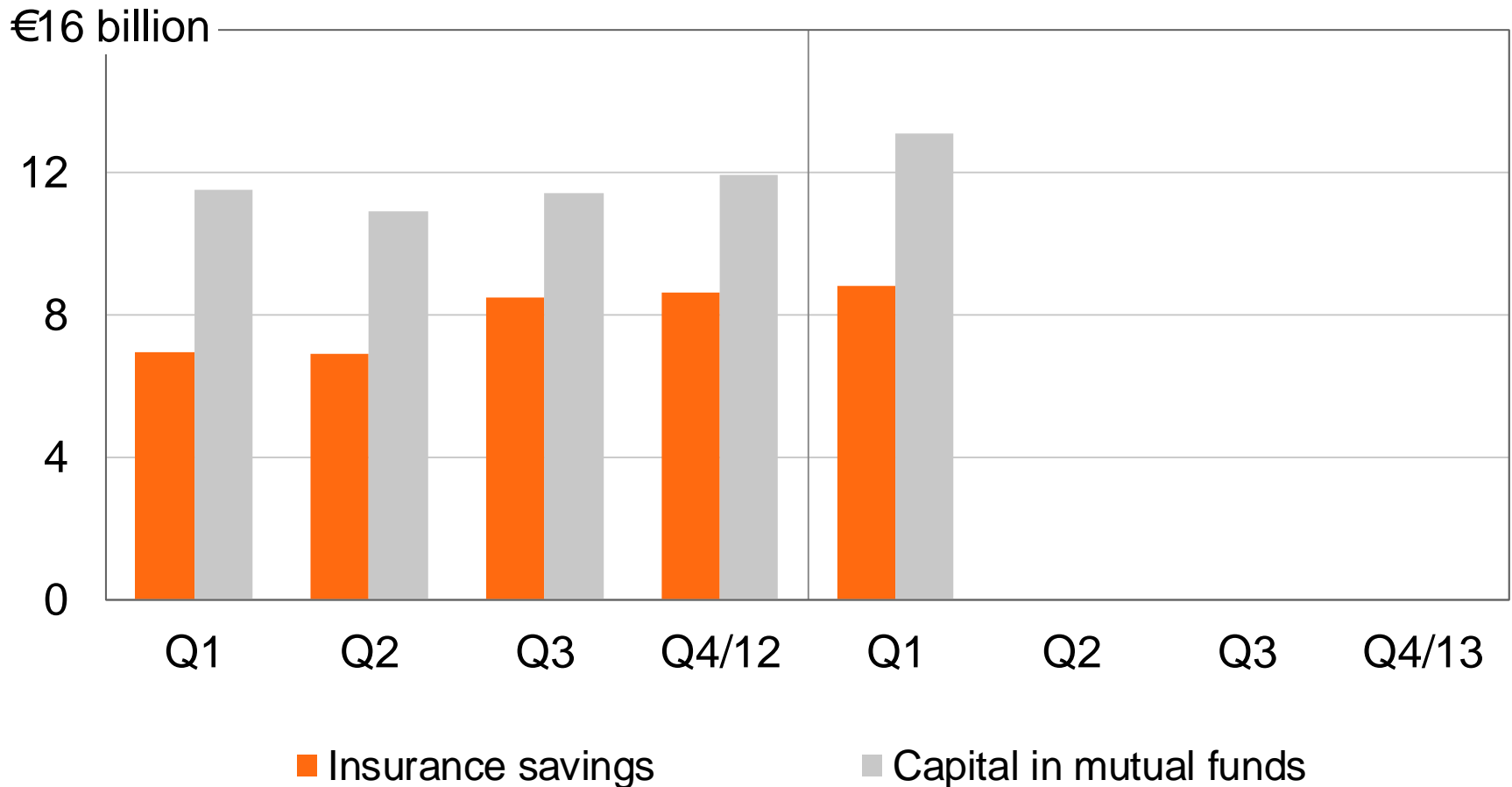
OP-Pohjola Group Earnings before Tax at Fair Value



OP-Pohjola Group Loans and Deposits



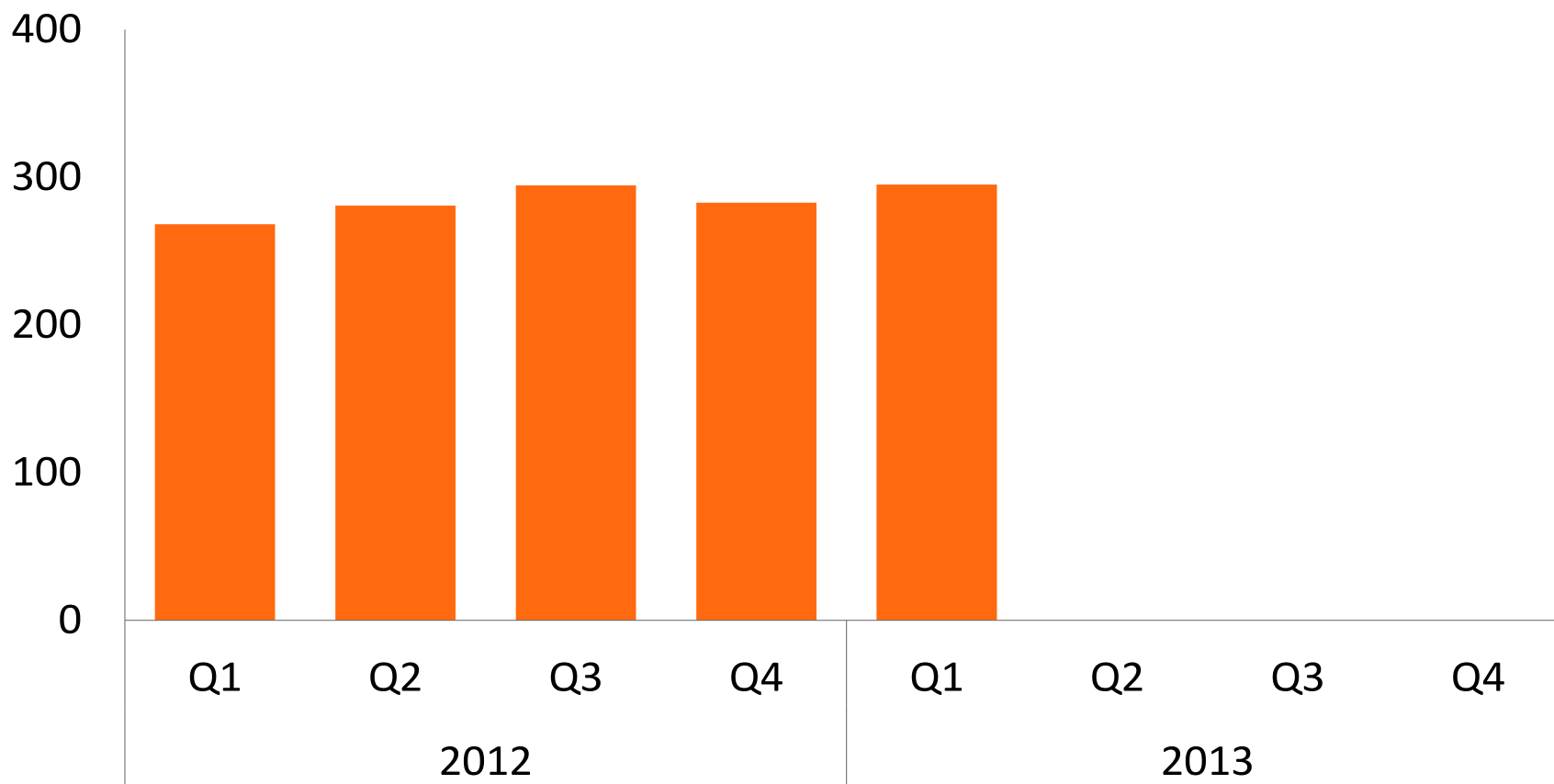
OP-Pohjola Group Life Insurance Savings and Capital in Mutual Funds

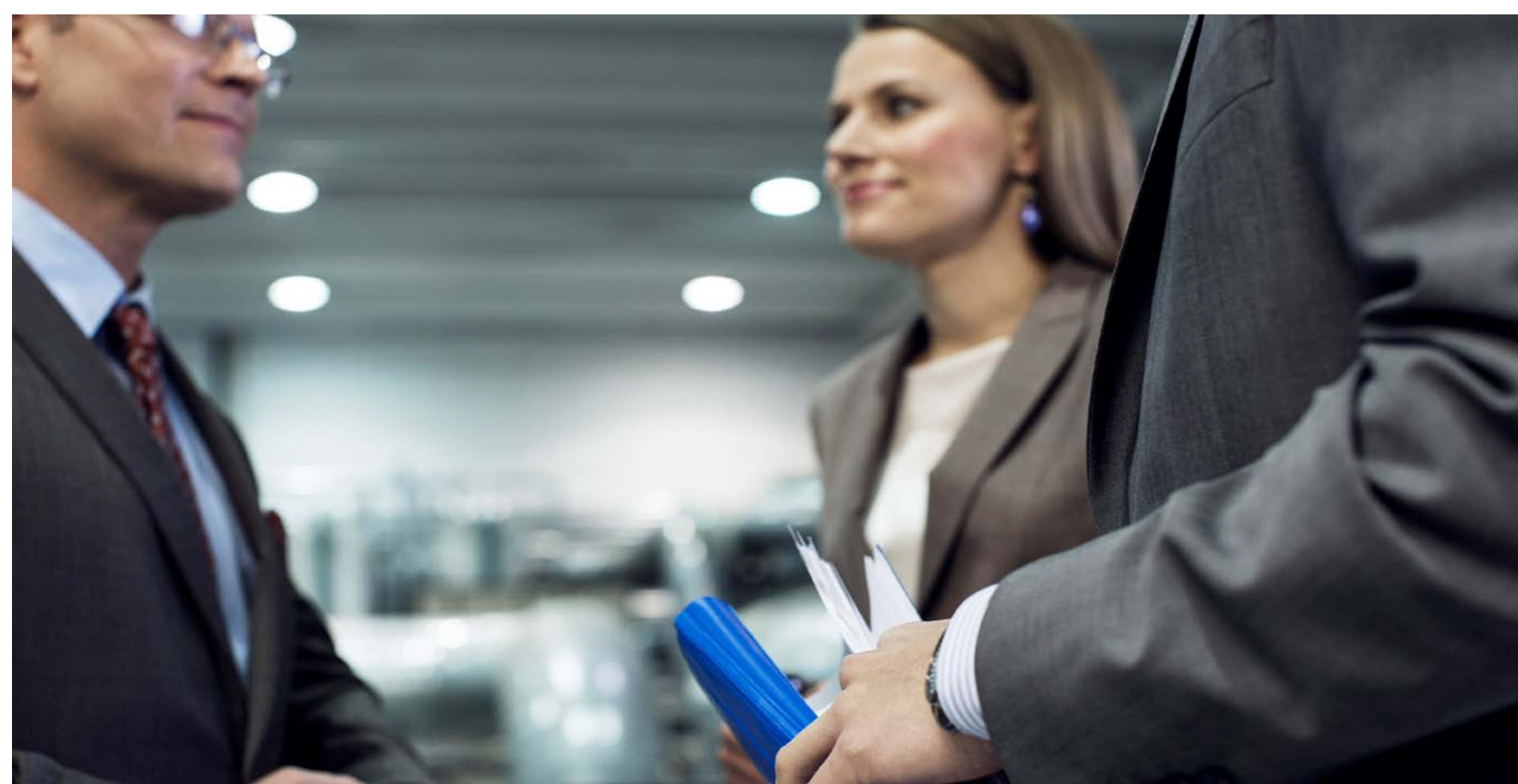


OP-Pohjola Group

Non-life Insurance Premium Revenue (IFRS)

€million





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.

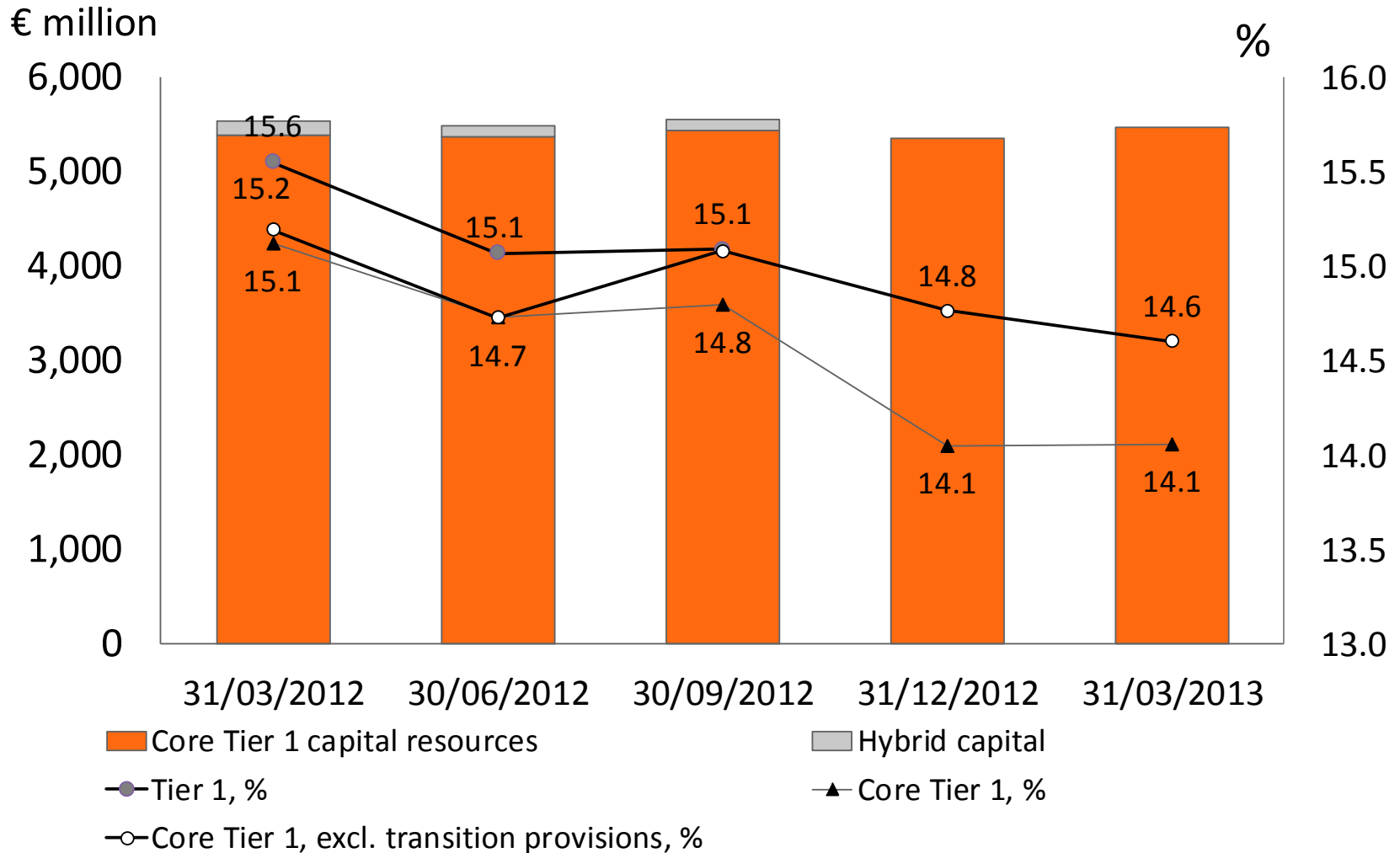
**In view of both capital adequacy requirements,
OP-Pohjola Group's risk-bearing capacity is strong.**

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

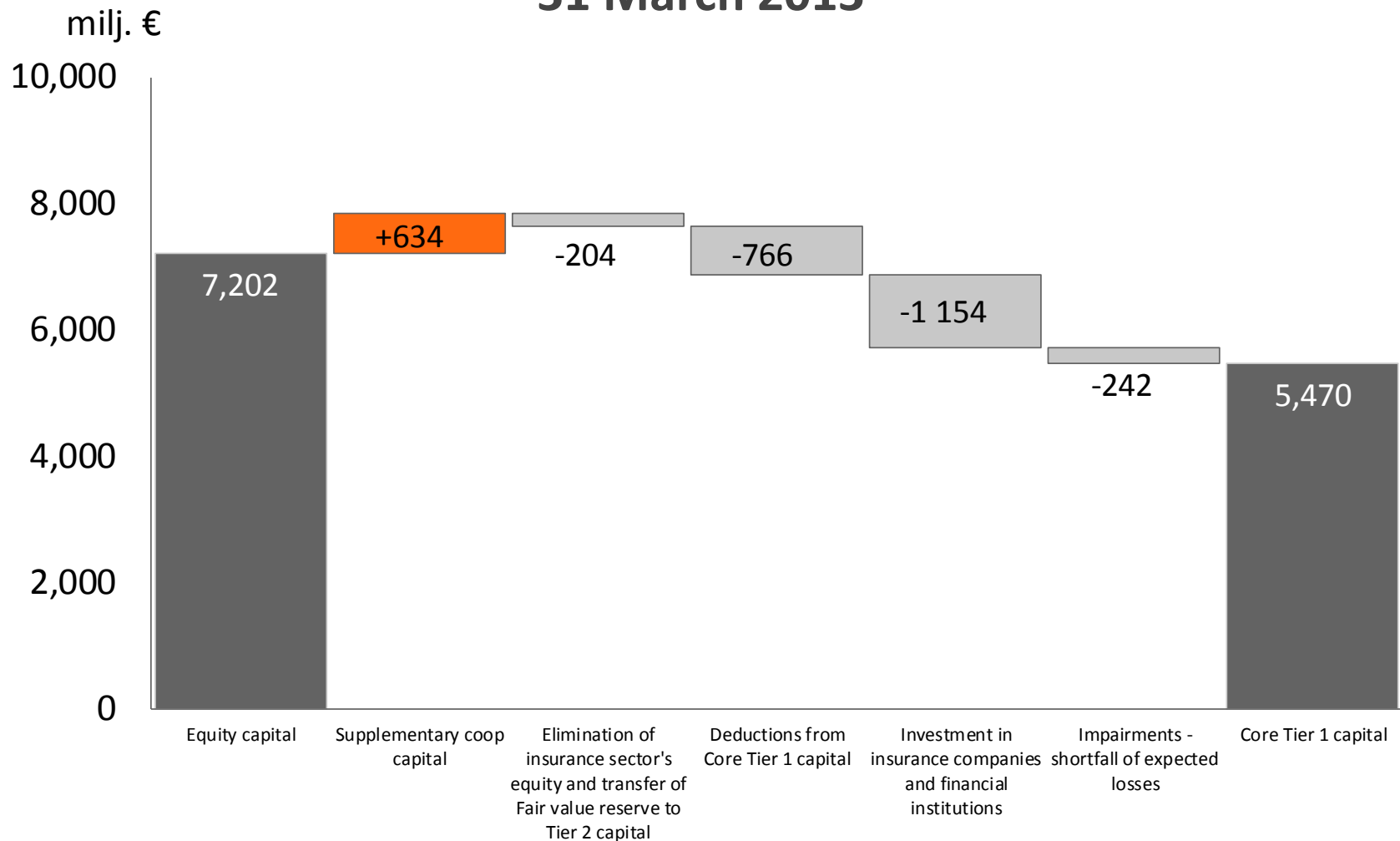
The amalgamation of the cooperative banks

Capital Resources and Capital Adequacy

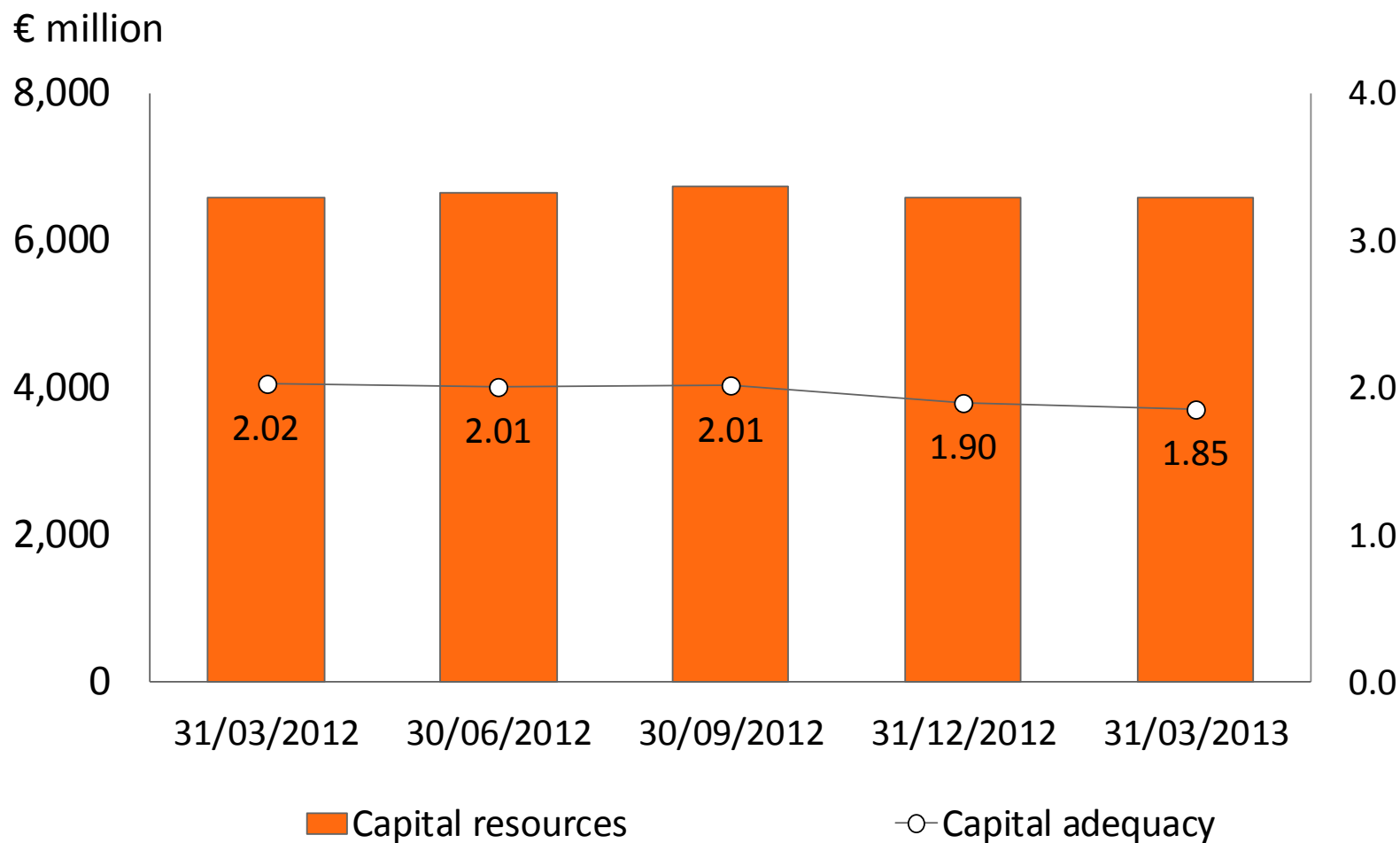


Tier 1 Capital under the Act on Credit Institutions

31 March 2013

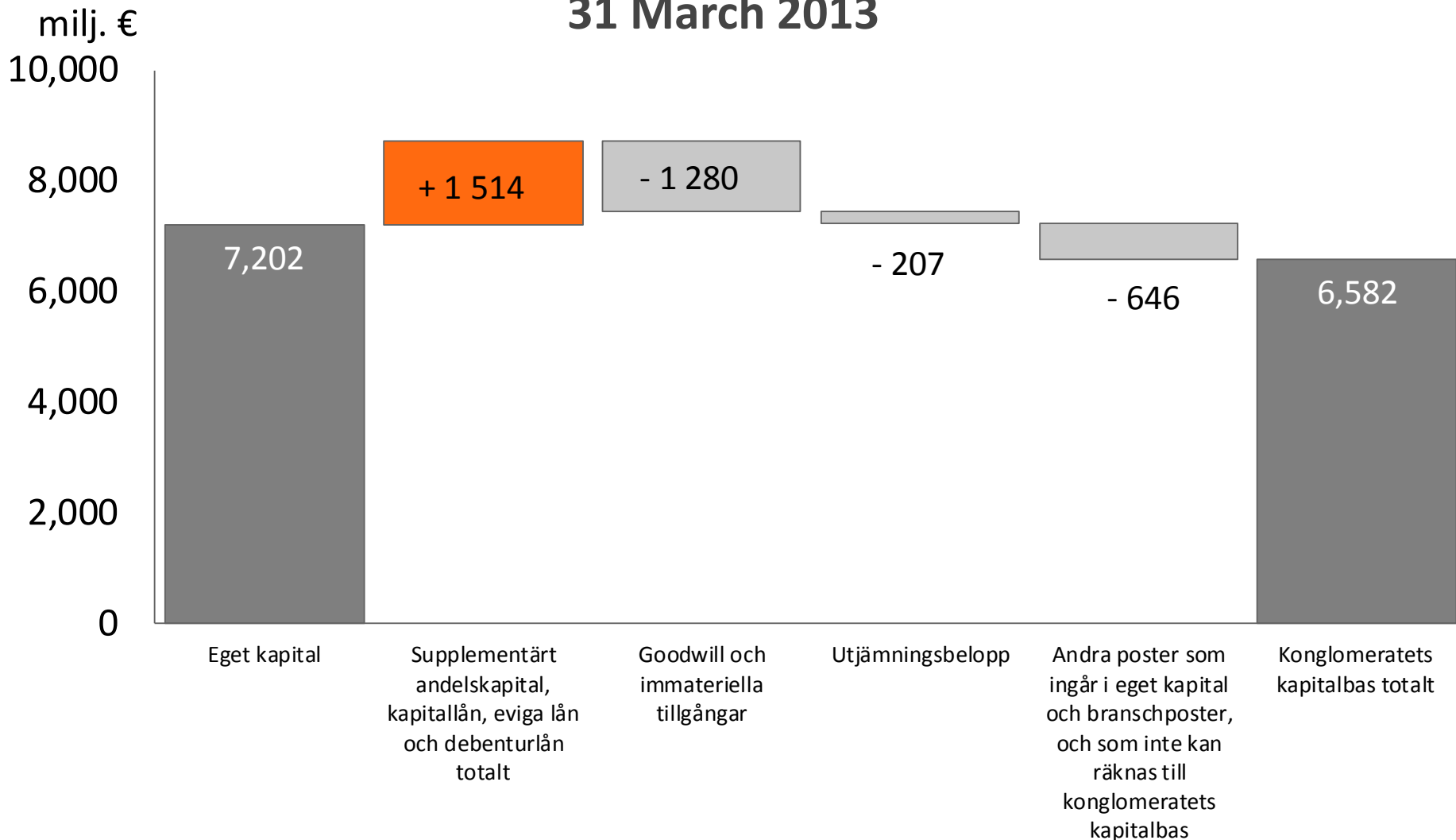


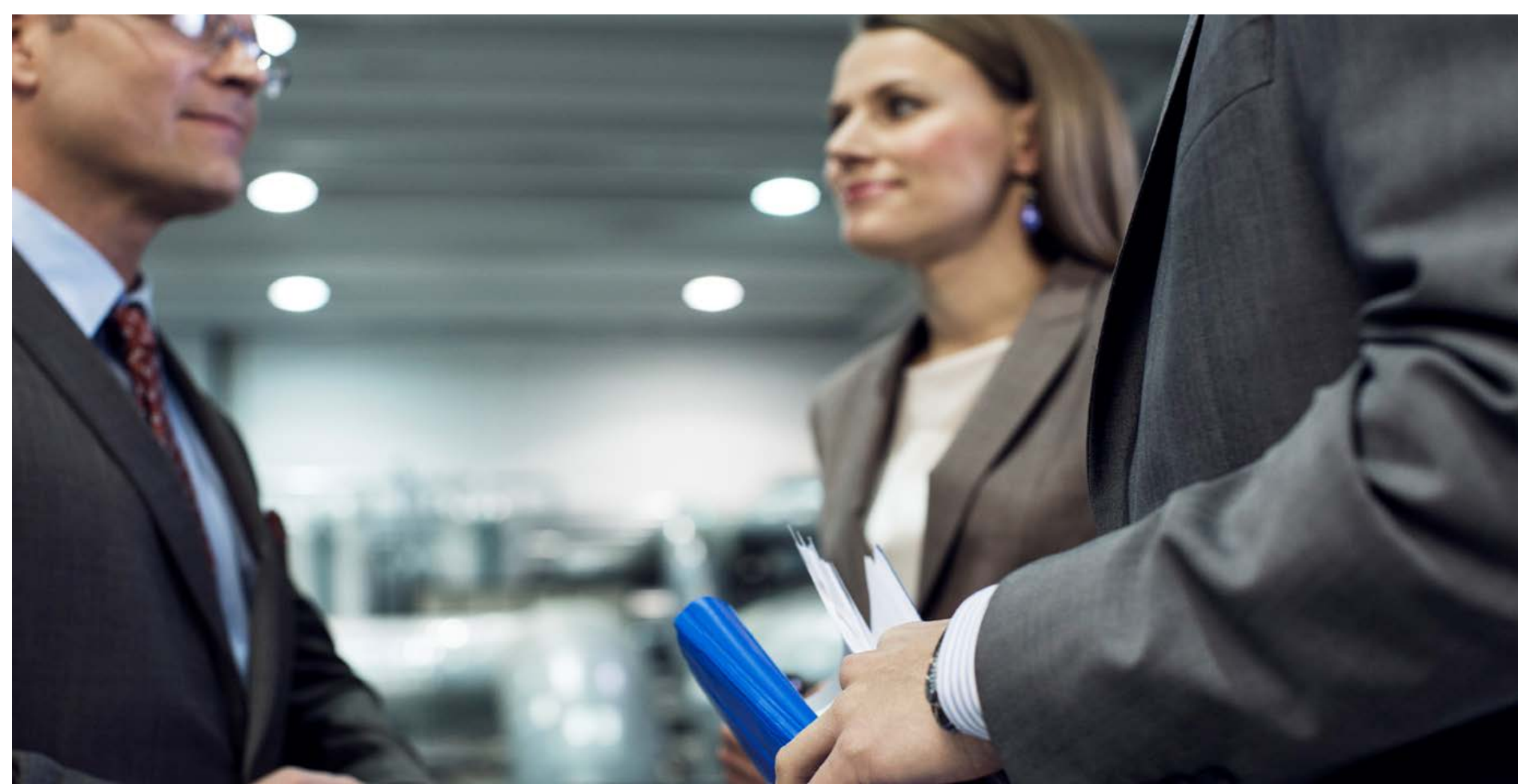
OP-Pohjola Group Conglomerate's Capital Adequacy



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

31 March 2013

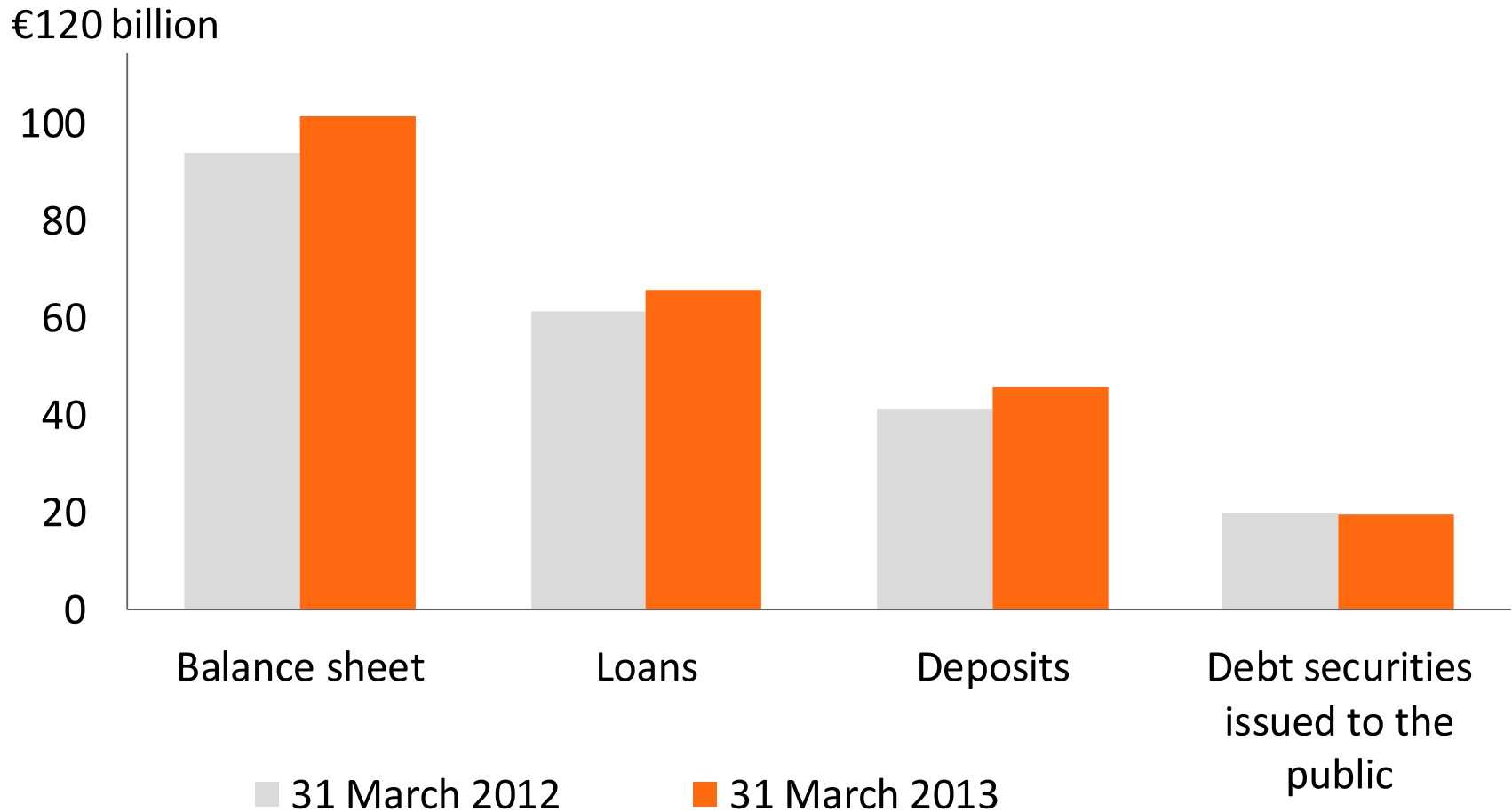




Balance Sheet

OP-Pohjola Group

Key Balance Sheet Items



OP-Pohjola Group

Balance sheet

| € million | | | Change | |
|---|------------------|------------------|-----------|-------|
| | 31 March 2013 | 31 March 2012 | € million | % |
| Receivables from credit institutions | 1,031 | 971 | 61 | 6.2 |
| Financial assets at fair value through profit or loss | 429 | 585 | -156 | -26.7 |
| Receivables from customers | 66,089 | 61,646 | 4,443 | 7.2 |
| Non-life Insurance assets | 3,719 | 3,628 | 91 | 2.5 |
| Life Insurance assets | 9,499 | 7,227 | 2,272 | 31.4 |
| Investment assets | 6,597 | 8,688 | -2,091 | -24.1 |
| Other items | 14,395 | 11,317 | 3,078 | 27.2 |
| Total assets | 101,760 | 94,063 | 7,697 | 8.2 |
| | | | | |
| Liabilities to credit institutions | 2,129 | 2,039 | 90 | 4.4 |
| Liabilities to customers | 50,633 | 45,845 | 4,789 | 10.4 |
| Non-life Insurance liabilities | 3,047 | 2,940 | 107 | 3.6 |
| Life Insurance liabilities | 9,352 | 7,243 | 2,110 | 29.1 |
| Debt securities issued to the public | 19,737 | 20,125 | -388 | -1.9 |
| Other liabilities | 9,659 | 9,230 | 429 | 4.6 |
| Equity capital | 7,202 | 6,642 | 560 | 8.4 |
| Total liabilities and equity capital | 101,760 | 94,063 | 7,697 | 8.2 |

OP-Pohjola Group

Equity Capital and Cooperative Capital

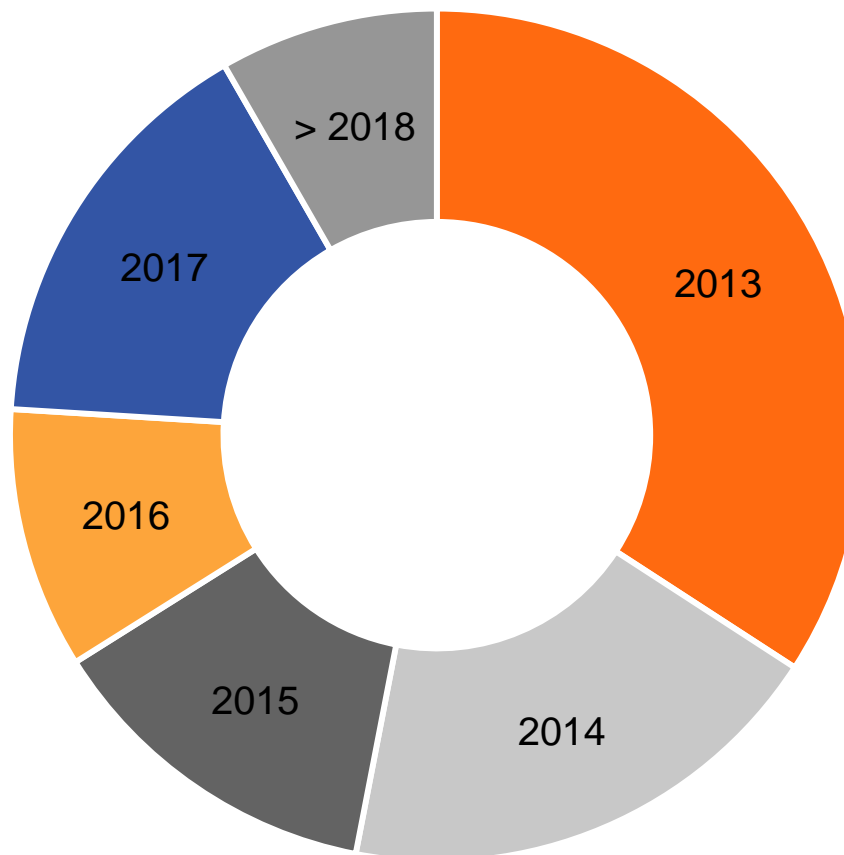
| € million | 31 March 2013 | 31 March 2012 | Change € million | % |
|---|------------------|------------------|---------------------|-------|
| Share of OP-Pohjola Group's owners | | | | |
| Share capital | 199 | 200 | -2 | -0.8 |
| Cooperative capital | 137 | 133 | 4 | 3.3 |
| Fair value reserve | 321 | 98 | 223 | 228.8 |
| Other reserves | 2,704 | 2,652 | 52 | 1.9 |
| Retained earnings | 3,816 | 3,557 | 259 | 7.3 |
| Minority interest | 25 | 2 | 23 | |
| Total equity capital | 7,202 | 6,642 | 560 | 8.4 |
| Cooperative capital not included in equity capital | 634 | 666 | -32 | -4.8 |

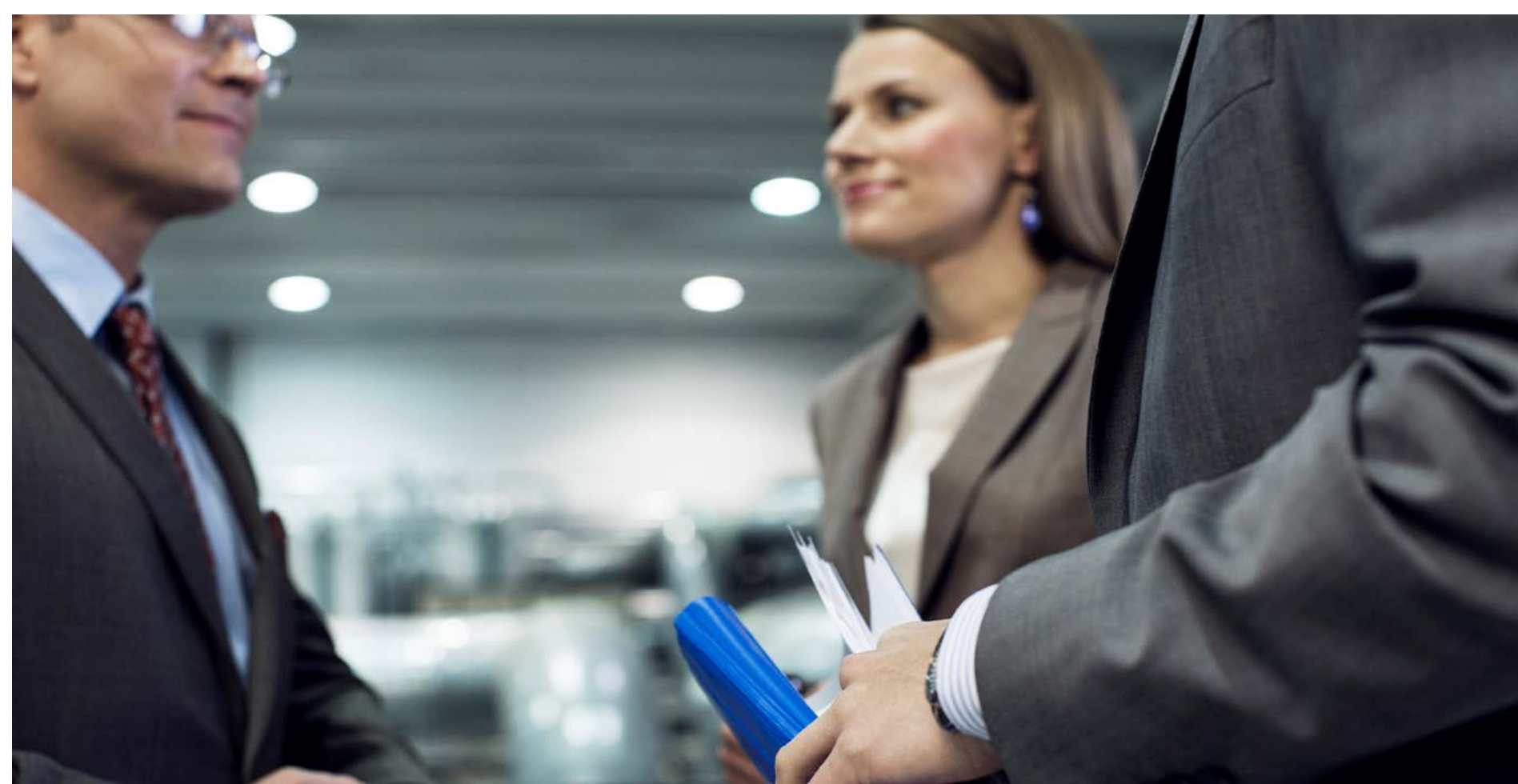
OP-Pohjola Group

Debt Securities Issued to the Public

Maturity 31 March 2013

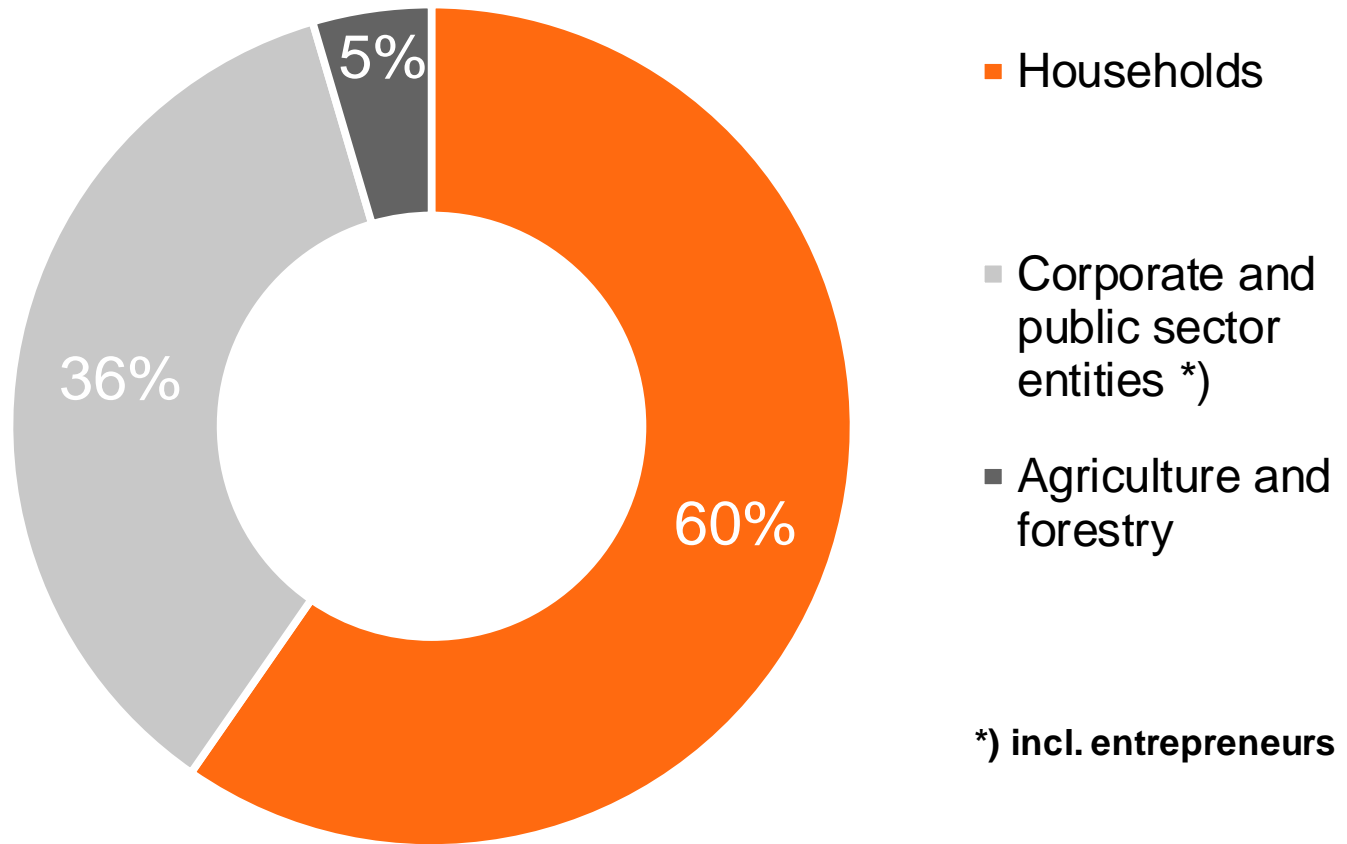
total of €19.7 billion



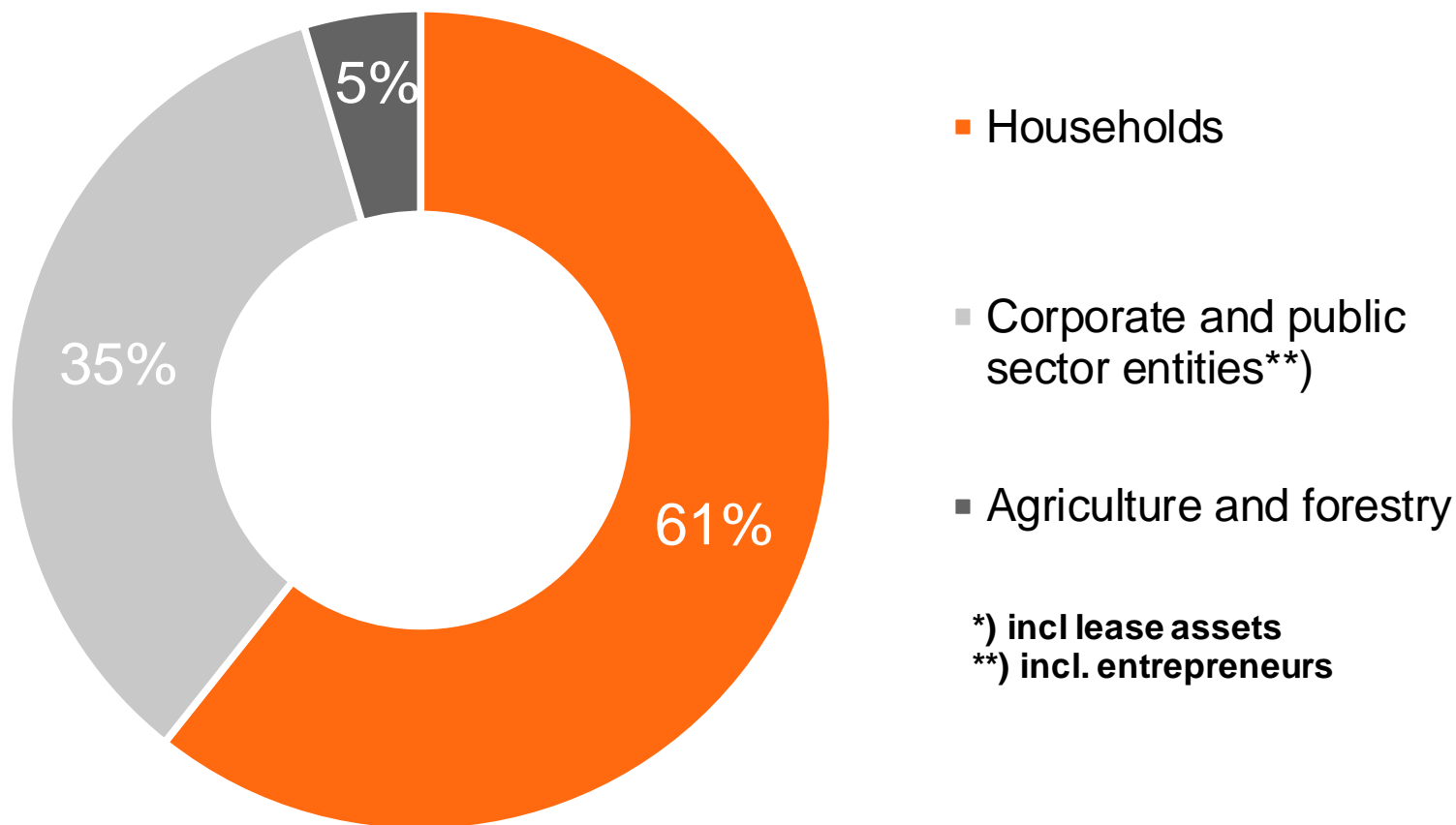


Loans and Customer Funds

OP-Pohjola Group Deposits by Customer Sector 31 March 2013



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

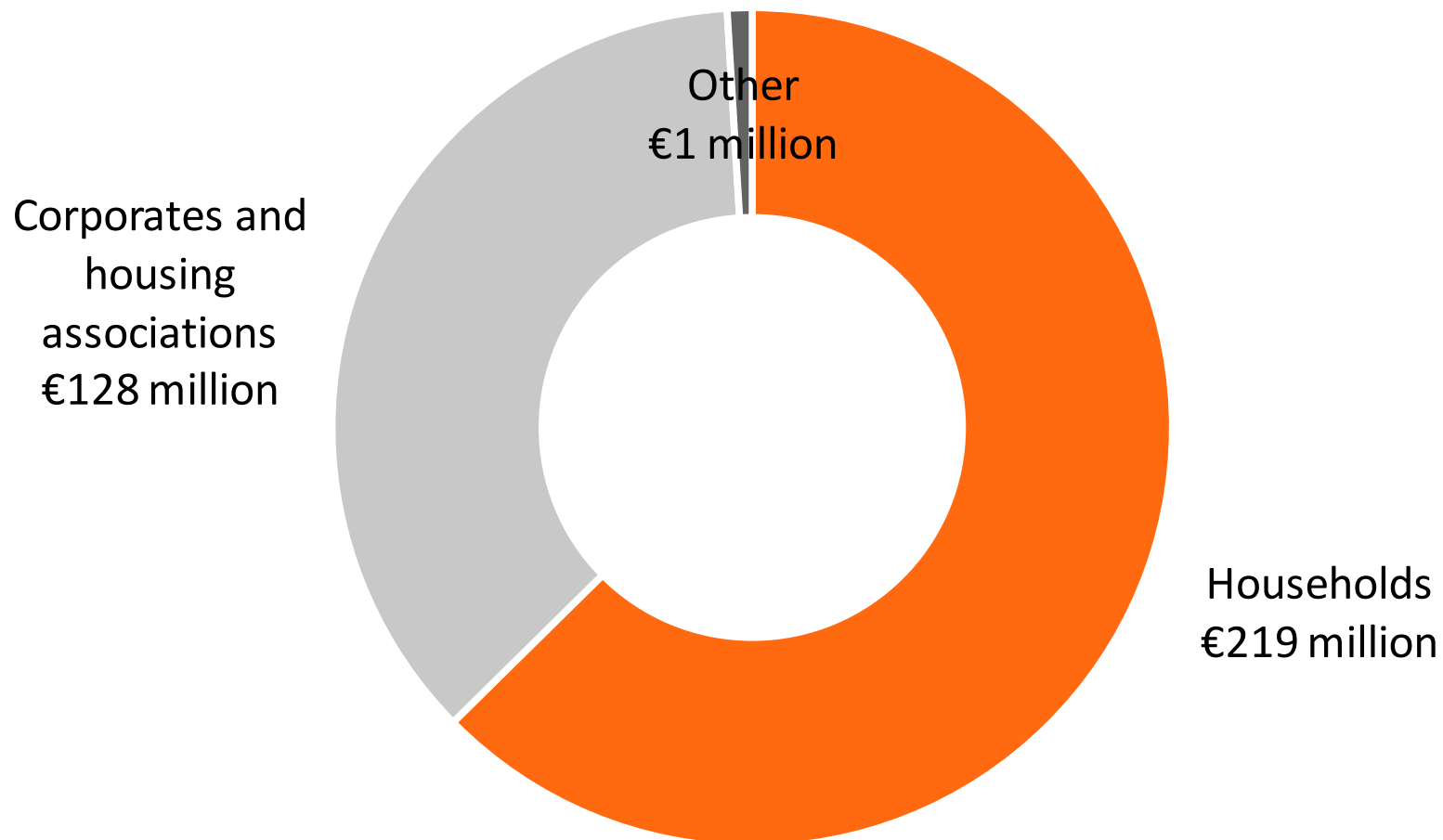


OP-Pohjola Group

Loan and Guarantee Portfolio by Sector

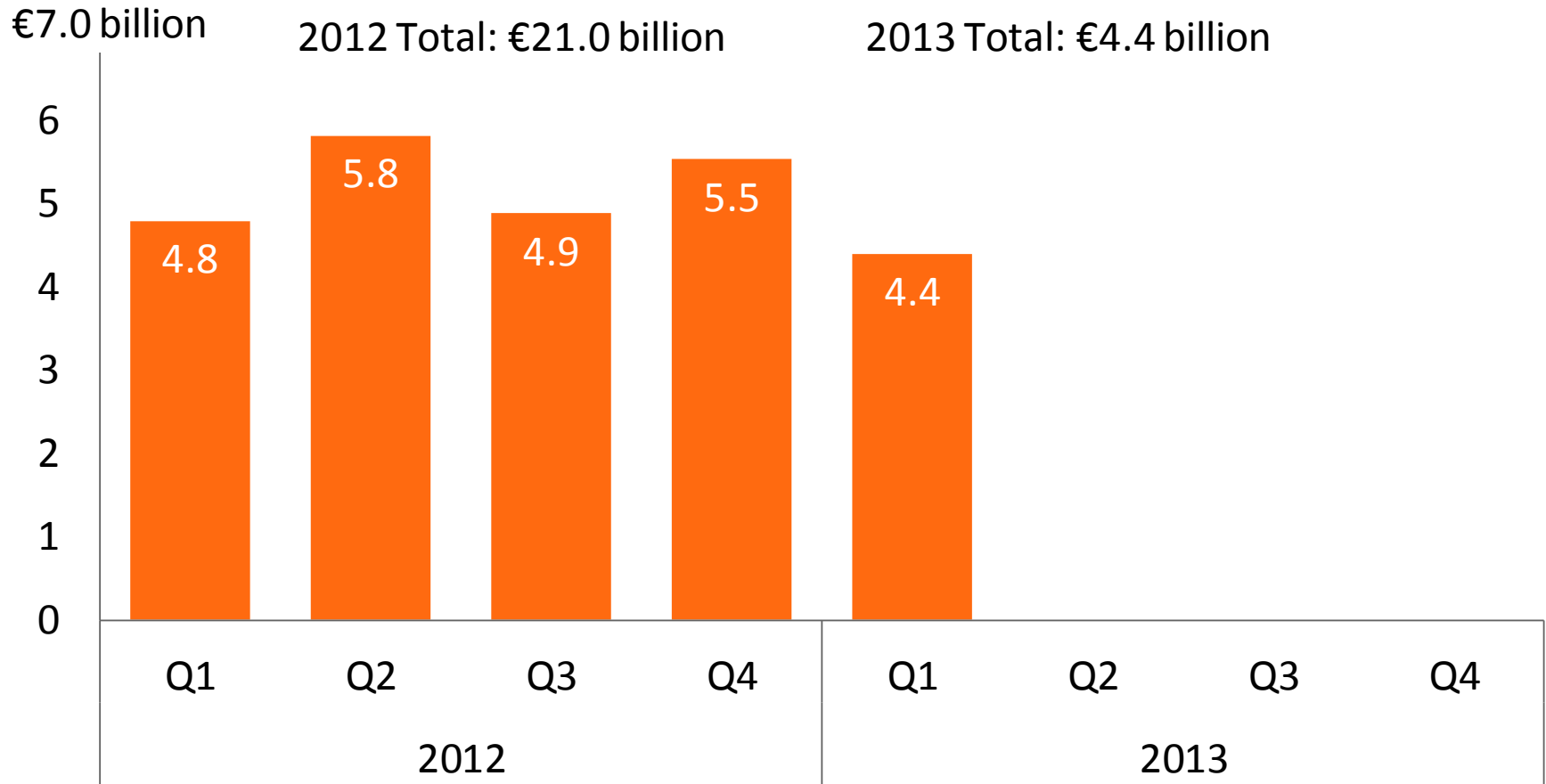
| € million | 31 March 2013 | 31 March 2012 | € million | Change, % |
|--|---------------|---------------|--------------|------------|
| Enterprises and housing associations | 24,411 | 22,480 | 1,931 | 8.6 |
| Renting and operation of residential real estate incl. housing associations | 5,010 | 4,413 | 597 | 13.5 |
| Other renting and operating of real estate | 3,091 | 2,828 | 264 | 9.3 |
| Wholesale and retail trade | 2,788 | 2,377 | 411 | 17.3 |
| Services | 1,751 | 1,607 | 143 | 8.9 |
| Construction | 1,706 | 1,666 | 40 | 2.4 |
| Transportation and storage | 1,544 | 1,445 | 99 | 6.8 |
| Manufacture of machinery and equipment (incl. services) | 1,240 | 1,285 | -45 | -3.5 |
| Financial and insurance services | 1,092 | 892 | 200 | 22.4 |
| Buying and selling of own real estate | 1,024 | 1,046 | -22 | -2.1 |
| Agriculture, forestry and fishing | 840 | 794 | 46 | 5.8 |
| Energy | 812 | 501 | 311 | 62.1 |
| Forest Industry | 682 | 756 | -74 | -9.8 |
| Metal Industry | 617 | 680 | -62 | -9.2 |
| Food Industry | 597 | 672 | -74 | -11.1 |
| Other manufacturing | 385 | 404 | -18 | -4.6 |
| Chemical Industry | 341 | 424 | -82 | -19.4 |
| Other industries | 890 | 691 | 198 | 28.6 |
| Public corporations and non-profit organisations | 1,247 | 1,158 | 89 | 7.7 |
| Households | 43,072 | 40,489 | 2,583 | 6.4 |
| Adjustments | -2 | 32 | -35 | 0.0 |
| Total | 68,728 | 64,160 | 4,568 | 7.1 |

OP-Pohjola Group
Non-performing and Zero-interest Receivables
31 March 2013
€350 million



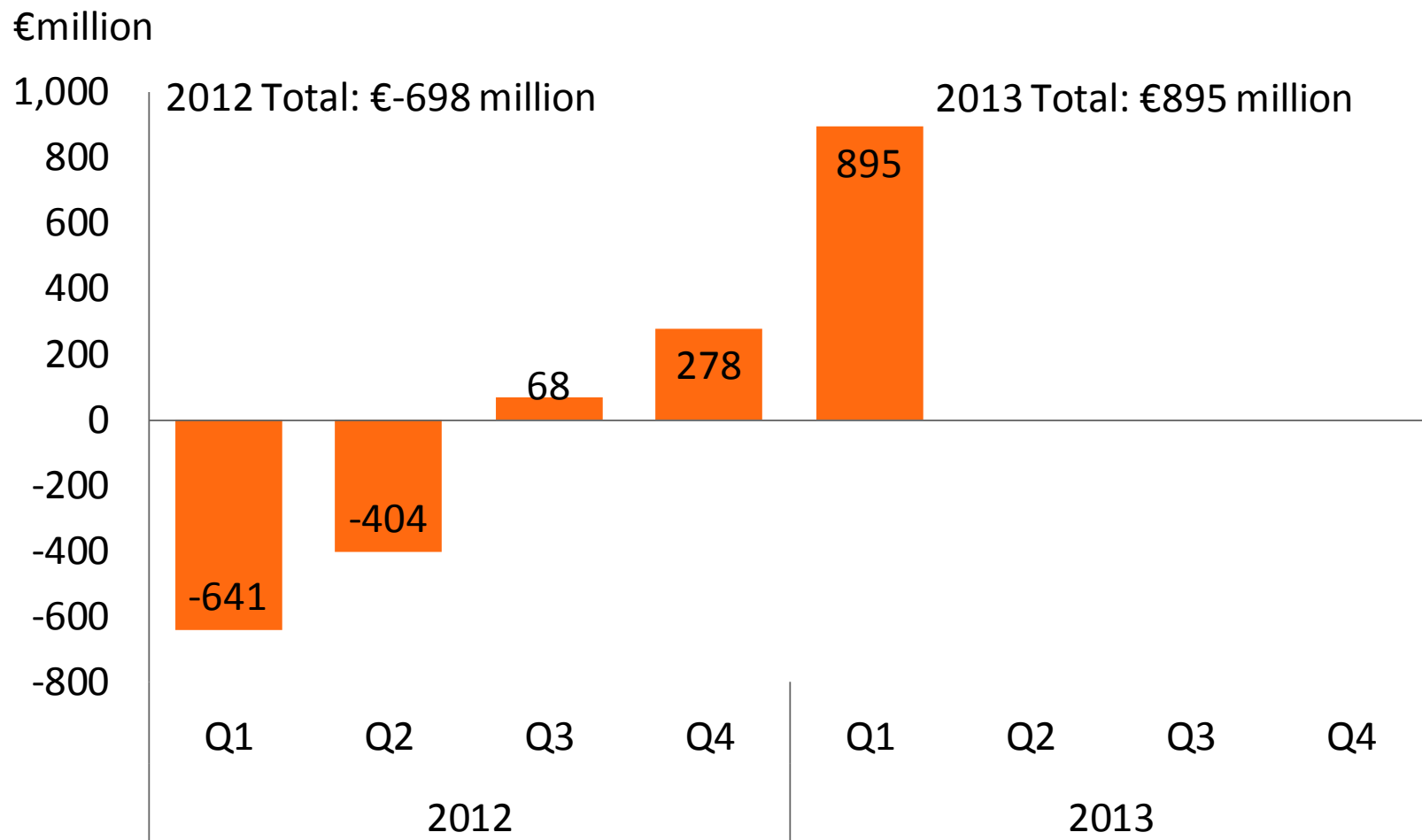
OP-Pohjola Group

New Loans by Quarter



OP-Pohjola Group

Net Sales Inflow of Mutual Funds by Quarter

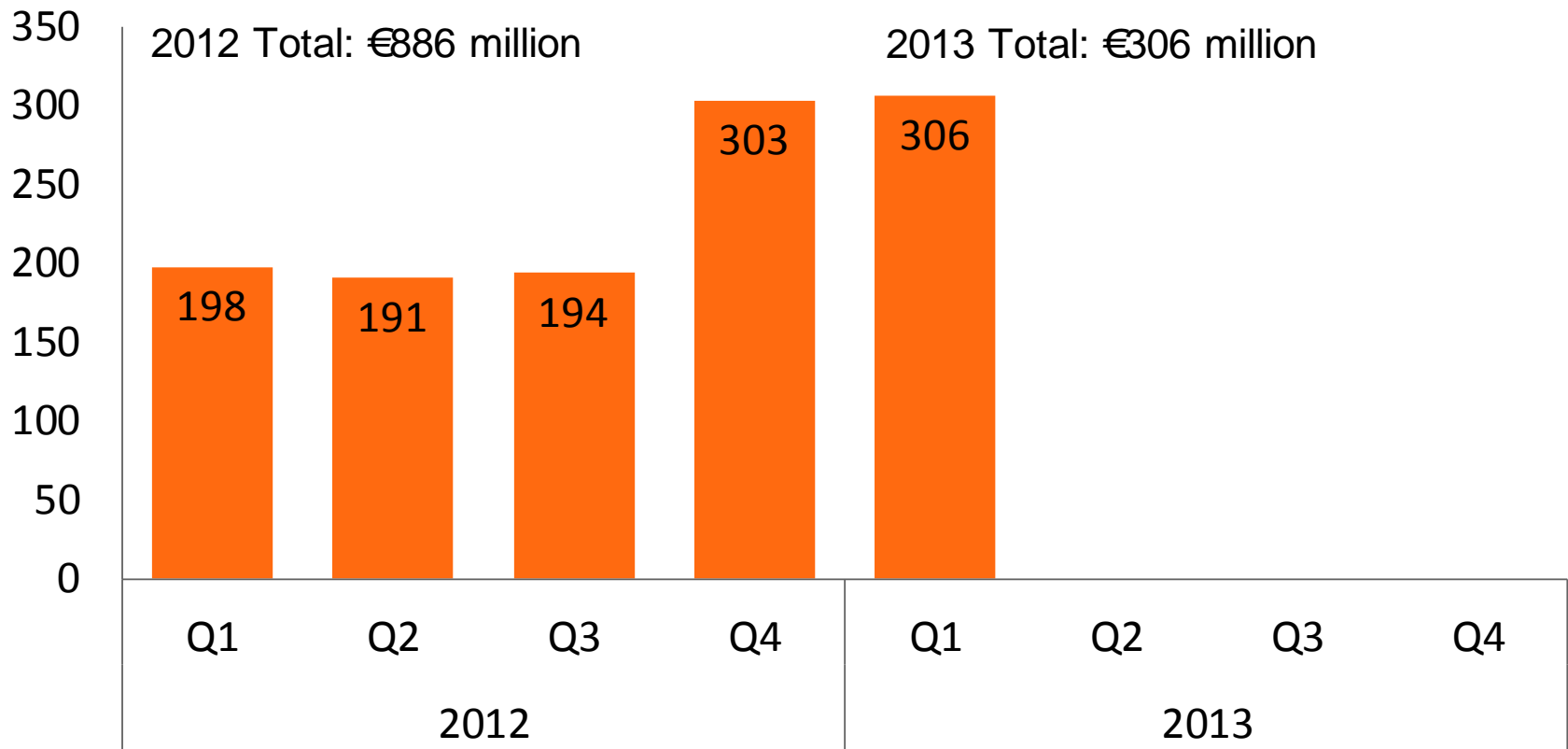


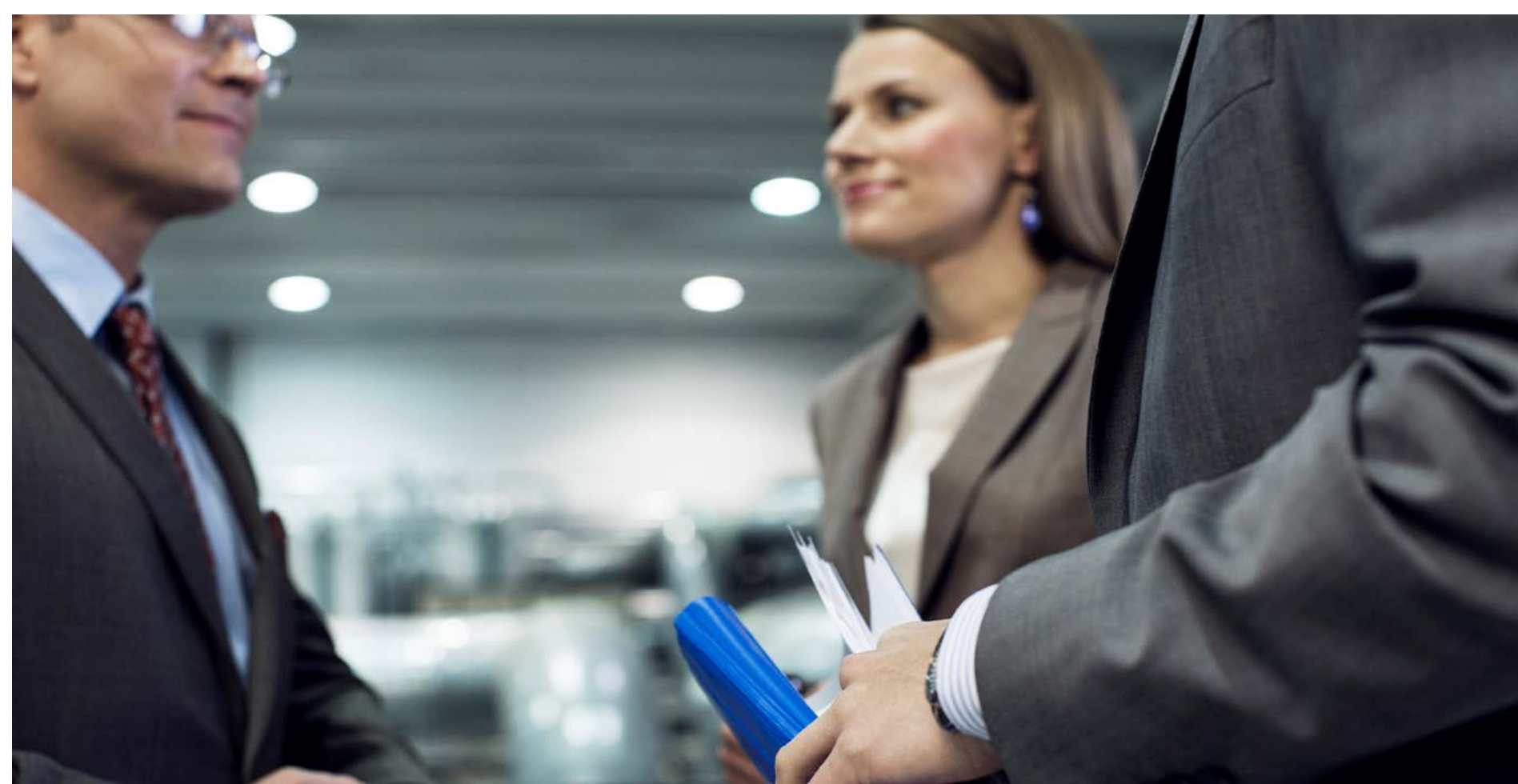
OP-Pohjola Group

Life and Pension Insurance Premiums

Written by Quarter

€million



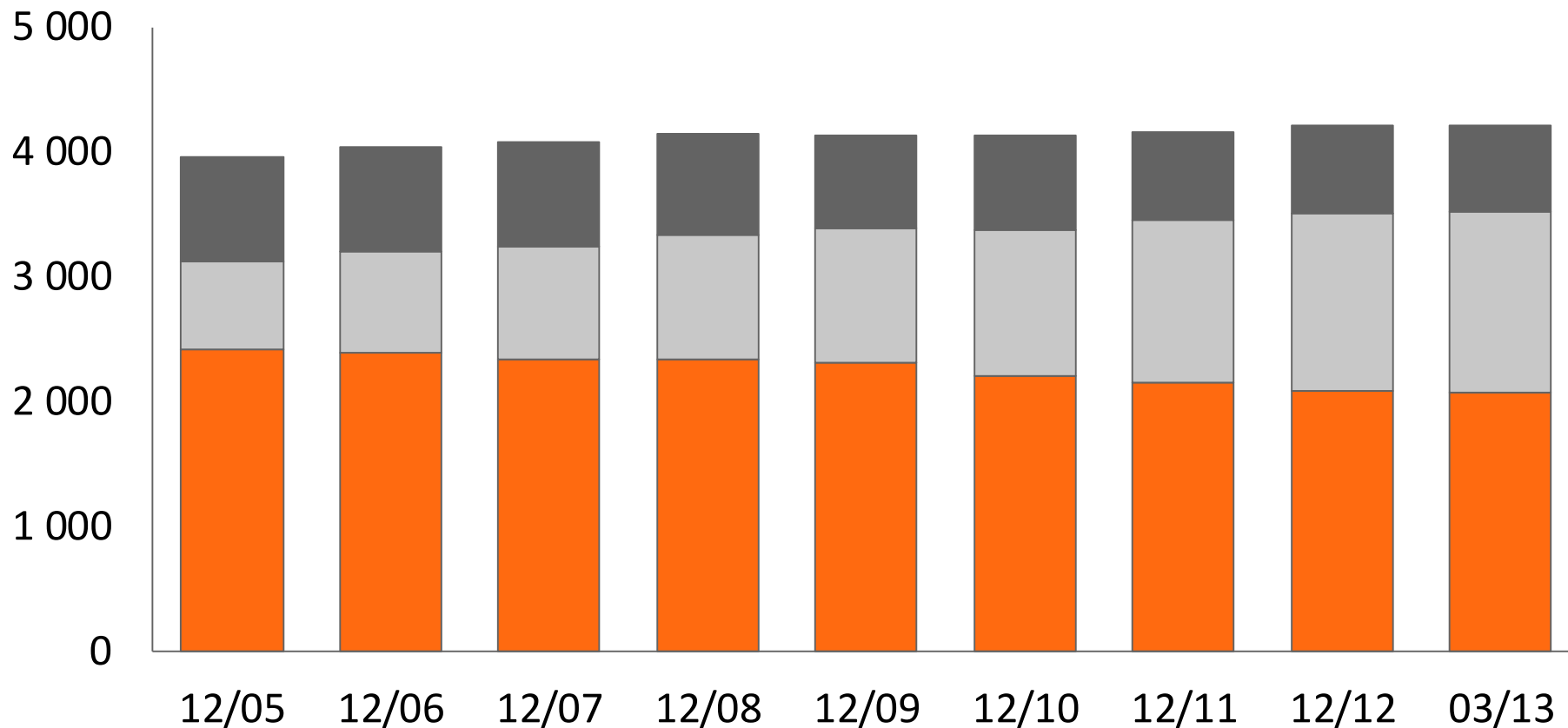


Customers, Owner-members, etc.

OP-Pohjola Group

Breakdown of Customer Base

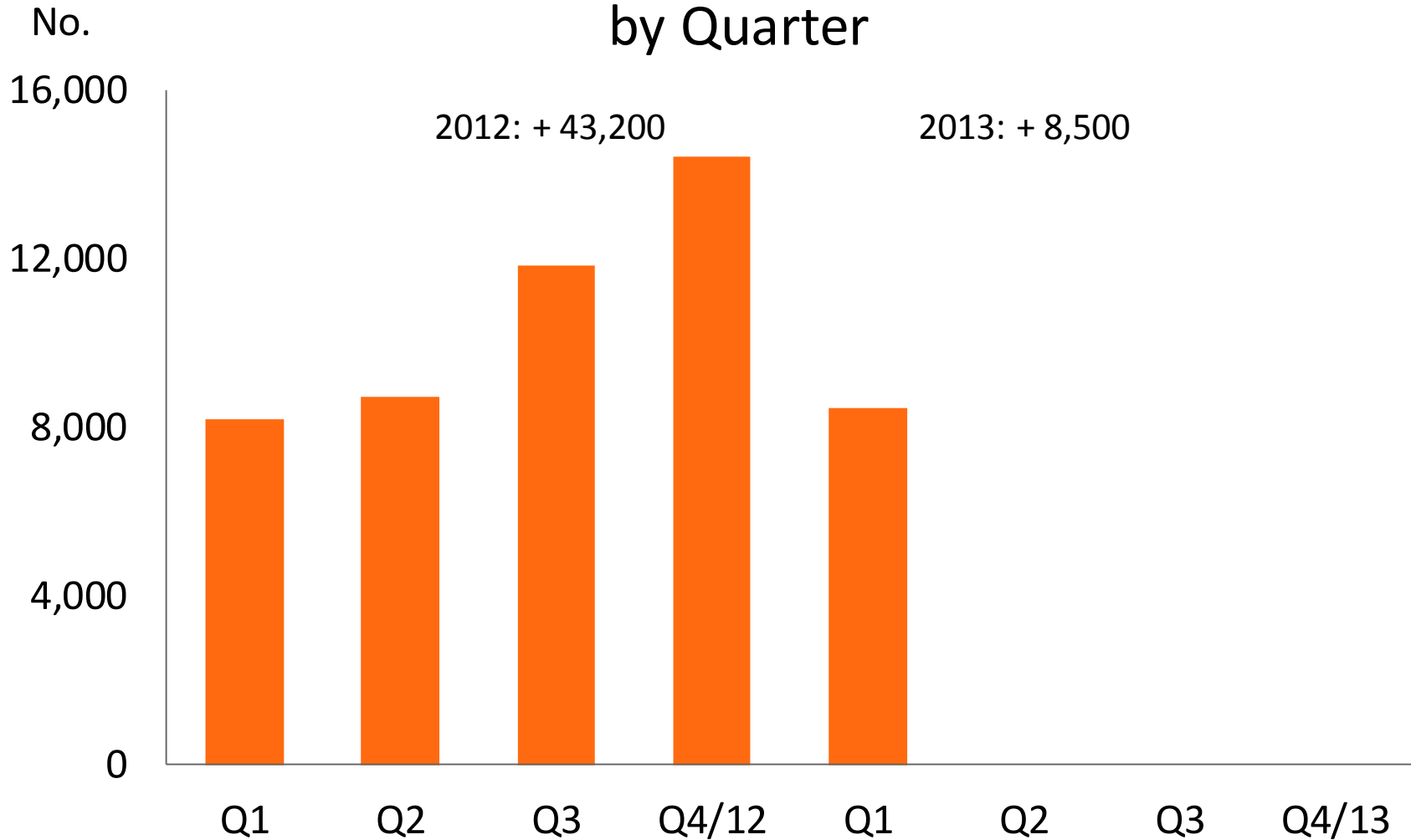
1,000 customers



Bank customers Bank and non-life insurance cust. Non-life insurance customers

OP-Pohjola Group

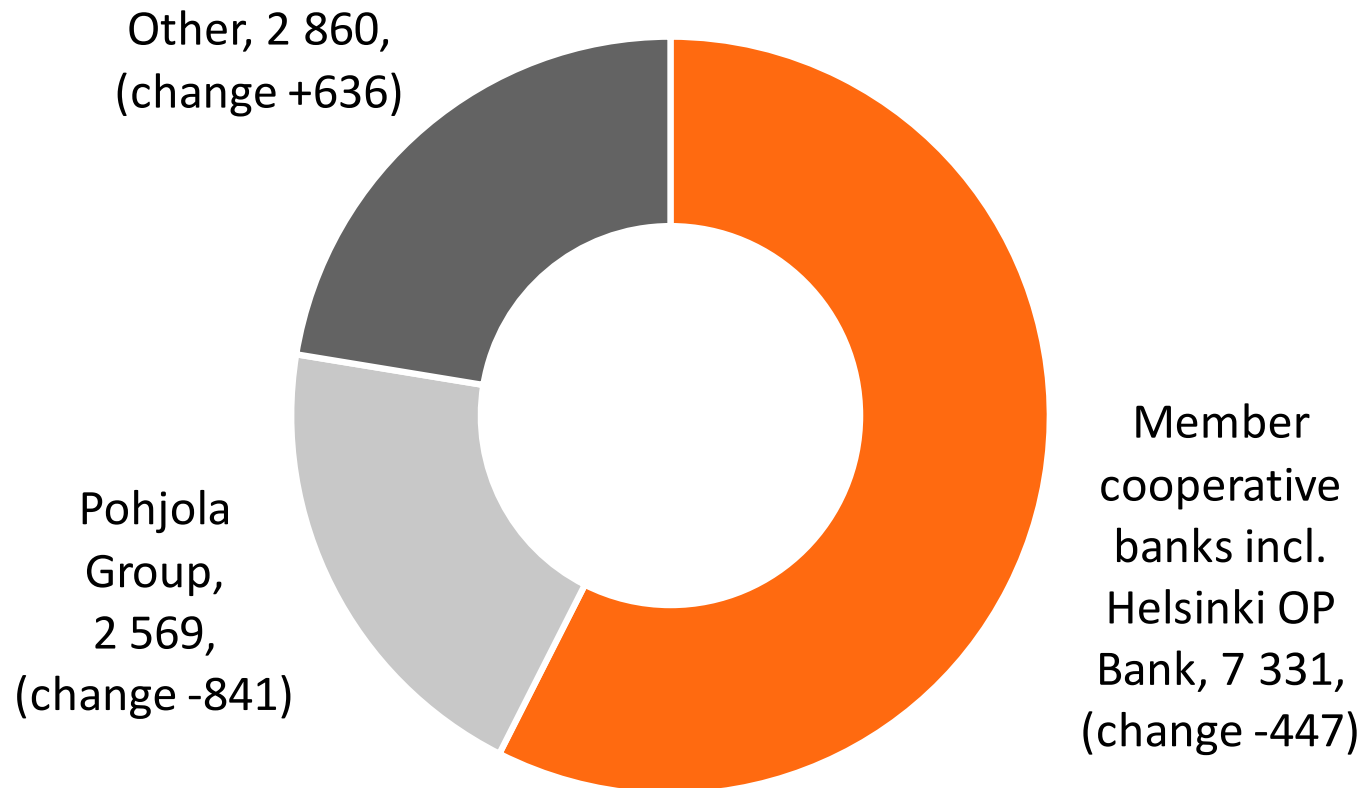
Net Increase in Owner-members by Quarter



OP-Pohjola Group's Personnel

31 March 2013

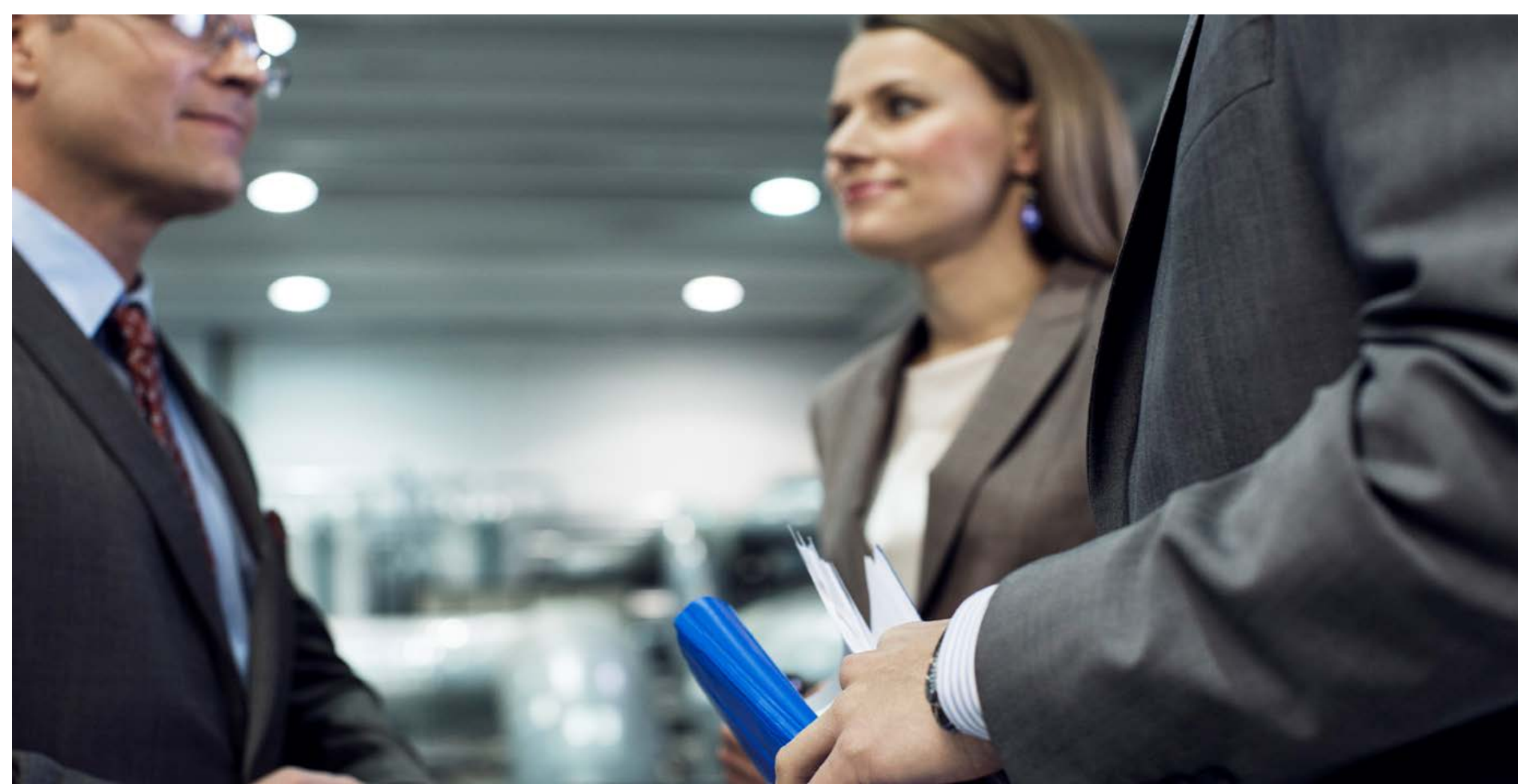
12,760 (-652 within 12 months)



OP-Pohjola Group

Service Network

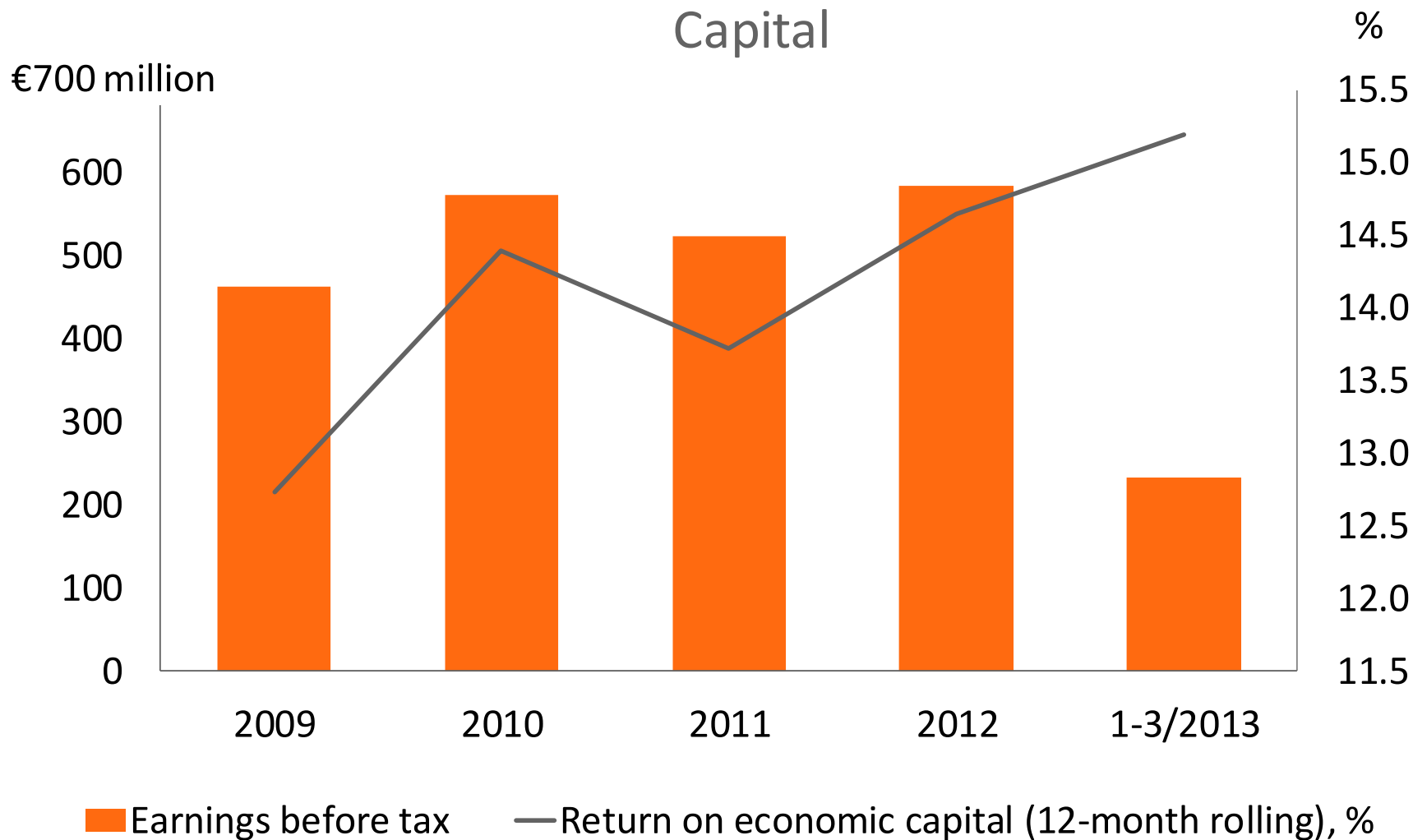
| | 31 March 2013 | Change from year- end | 12-month change |
|--|------------------|-----------------------------|--------------------|
| eServices Agreements | 1,619,000 | 8,000 | 46,000 |
| Locations | 502 | -17 | -30 |
| providing both banking and insurance services | 354 | 4 | 9 |
| Private banking locations | 38 | 1 | 2 |
| Online customer terminals | 520 | -10 | -27 |



5-year Trends

OP-Pohjola Group

Earnings before Tax and Return on Economic Capital



OP-Pohjola Group

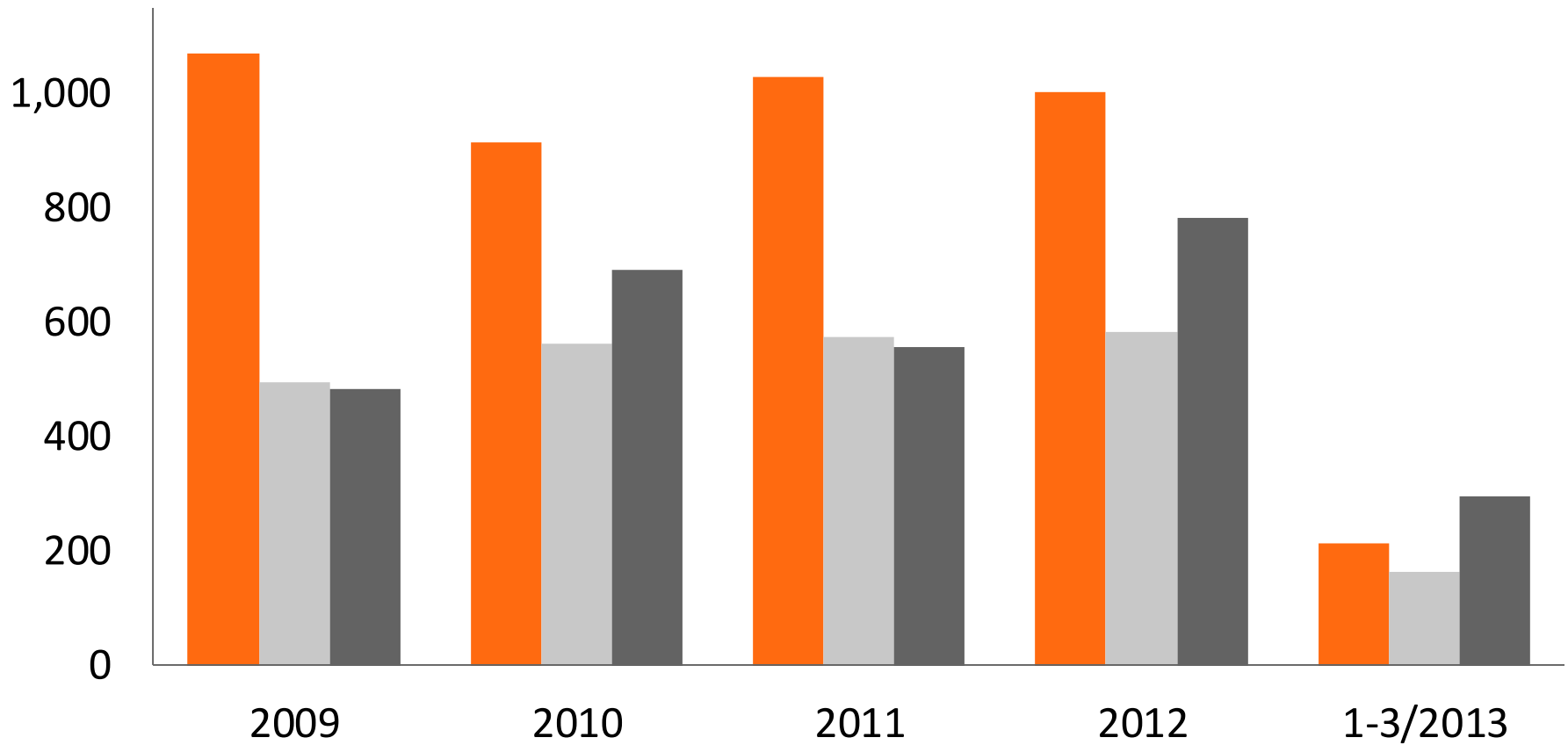
Earnings before Tax

€1,500 million



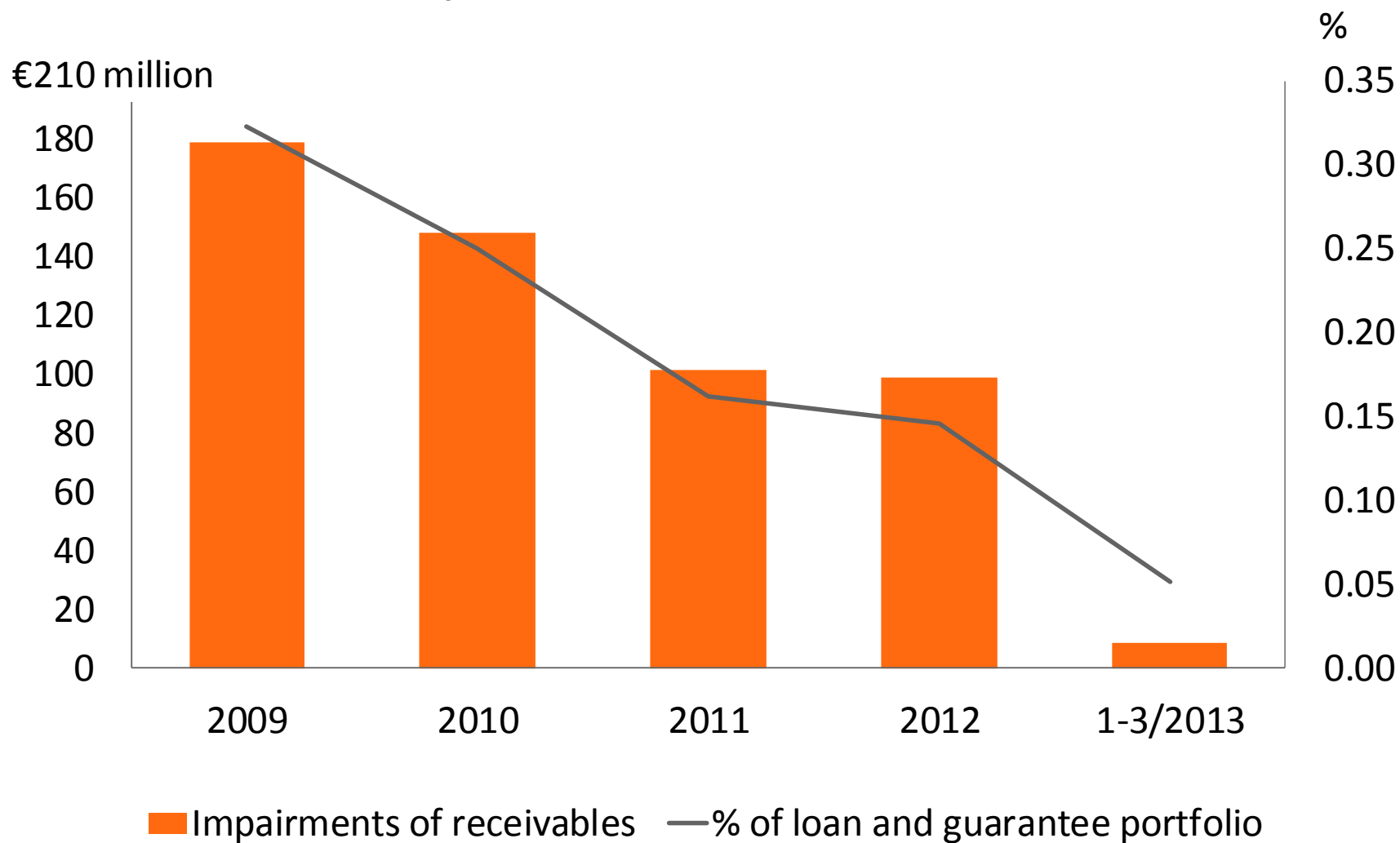
OP-Pohjola Group Income

€1,200 million



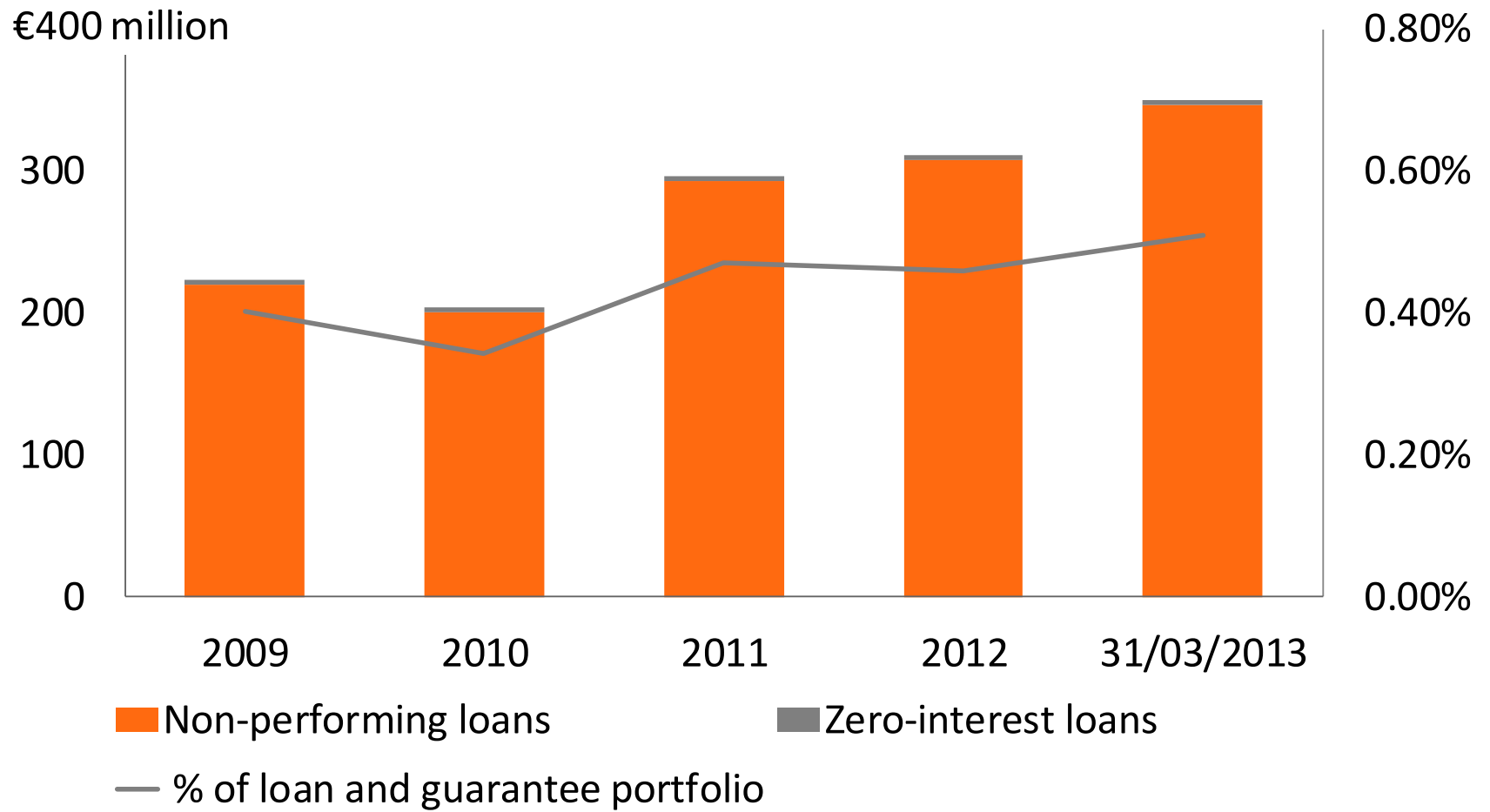
Net interest income Net commissions and fees Other income

OP-Pohjola Group Impairments of Receivables



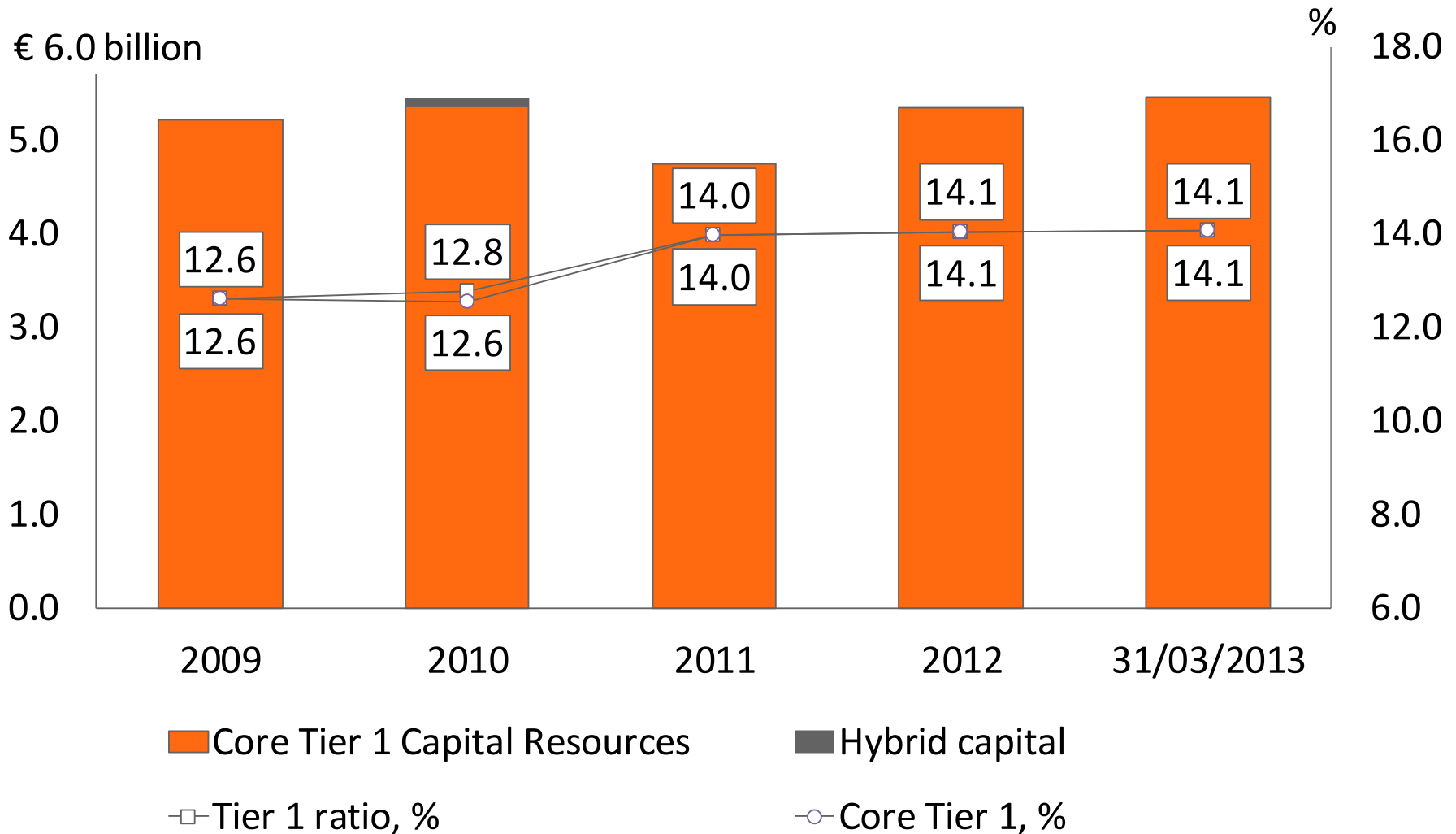
OP-Pohjola Group

Non-performing loans

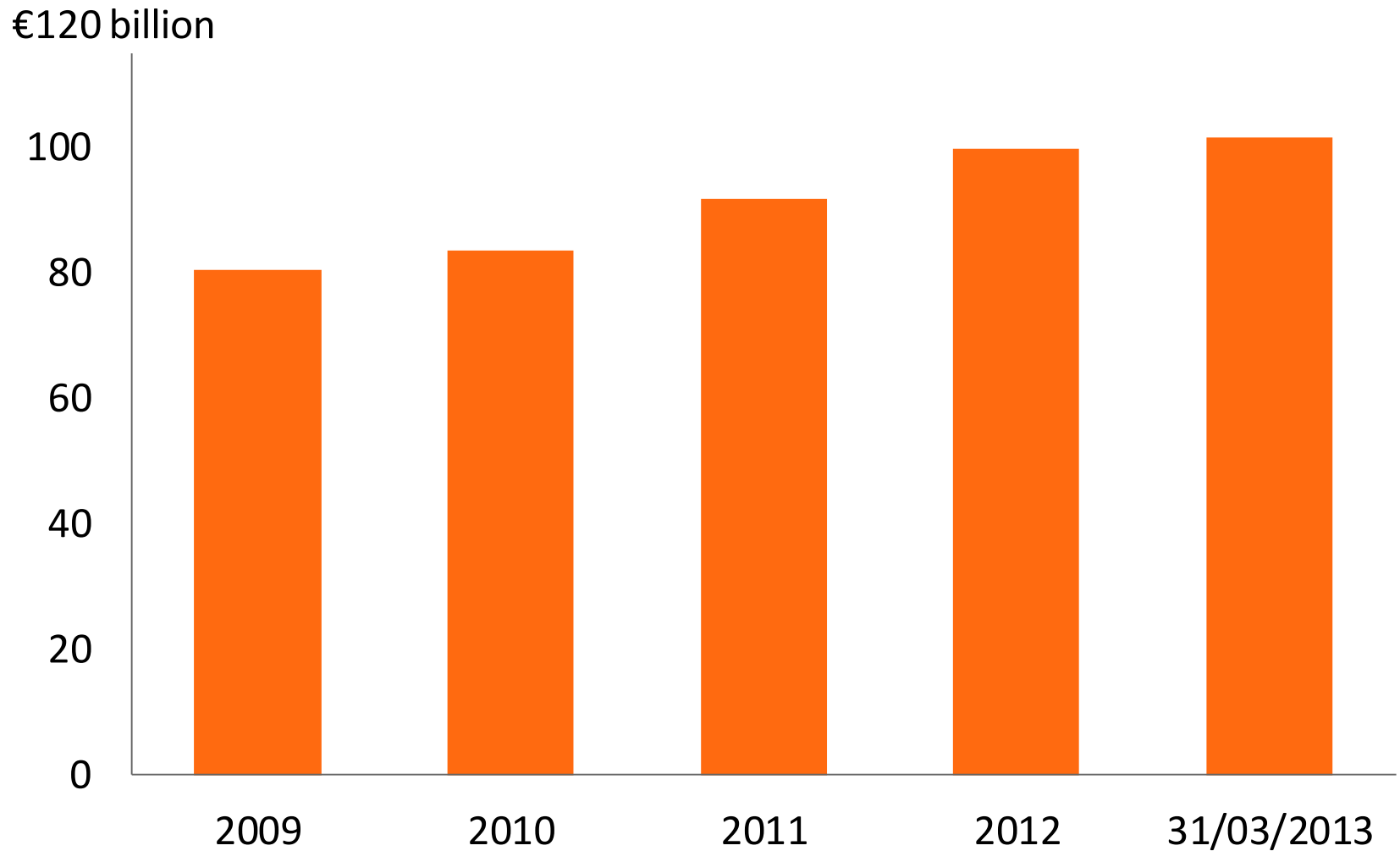


The amalgamation of the cooperative banks

Capital Base and Capital Adequacy Ratio

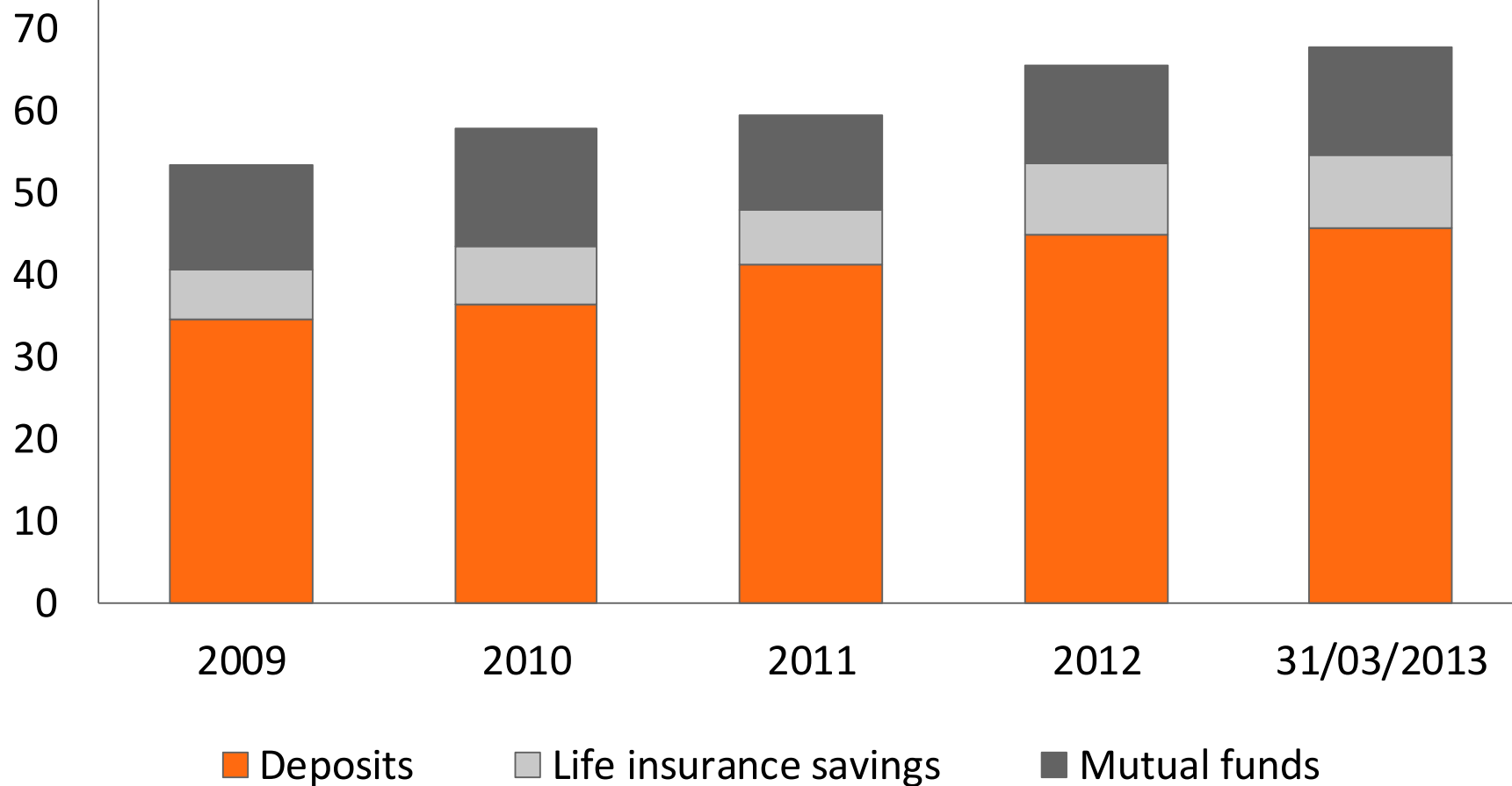


OP-Pohjola Group Balance Sheet



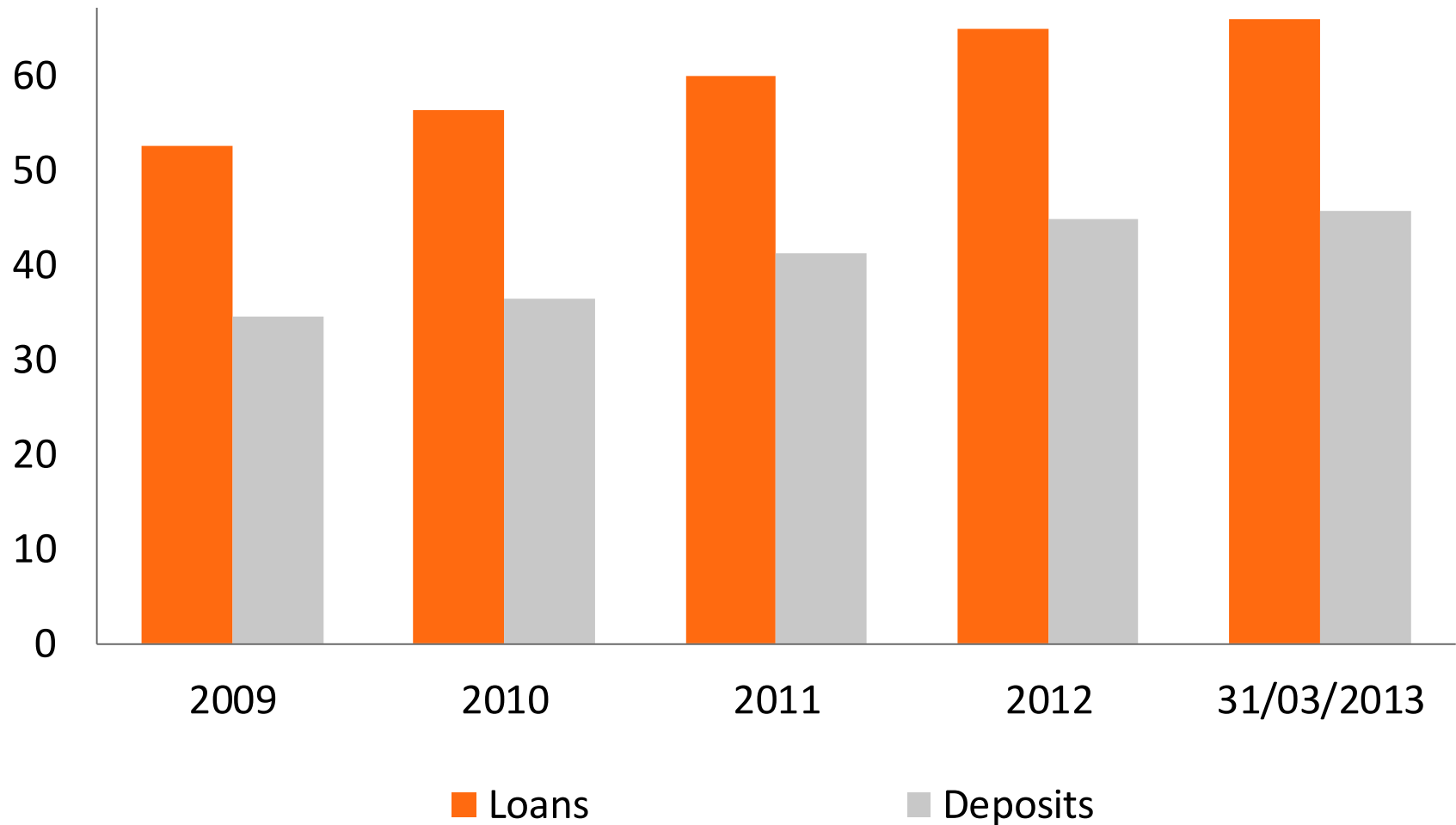
OP-Pohjola Group Customer Funds

€80 billion



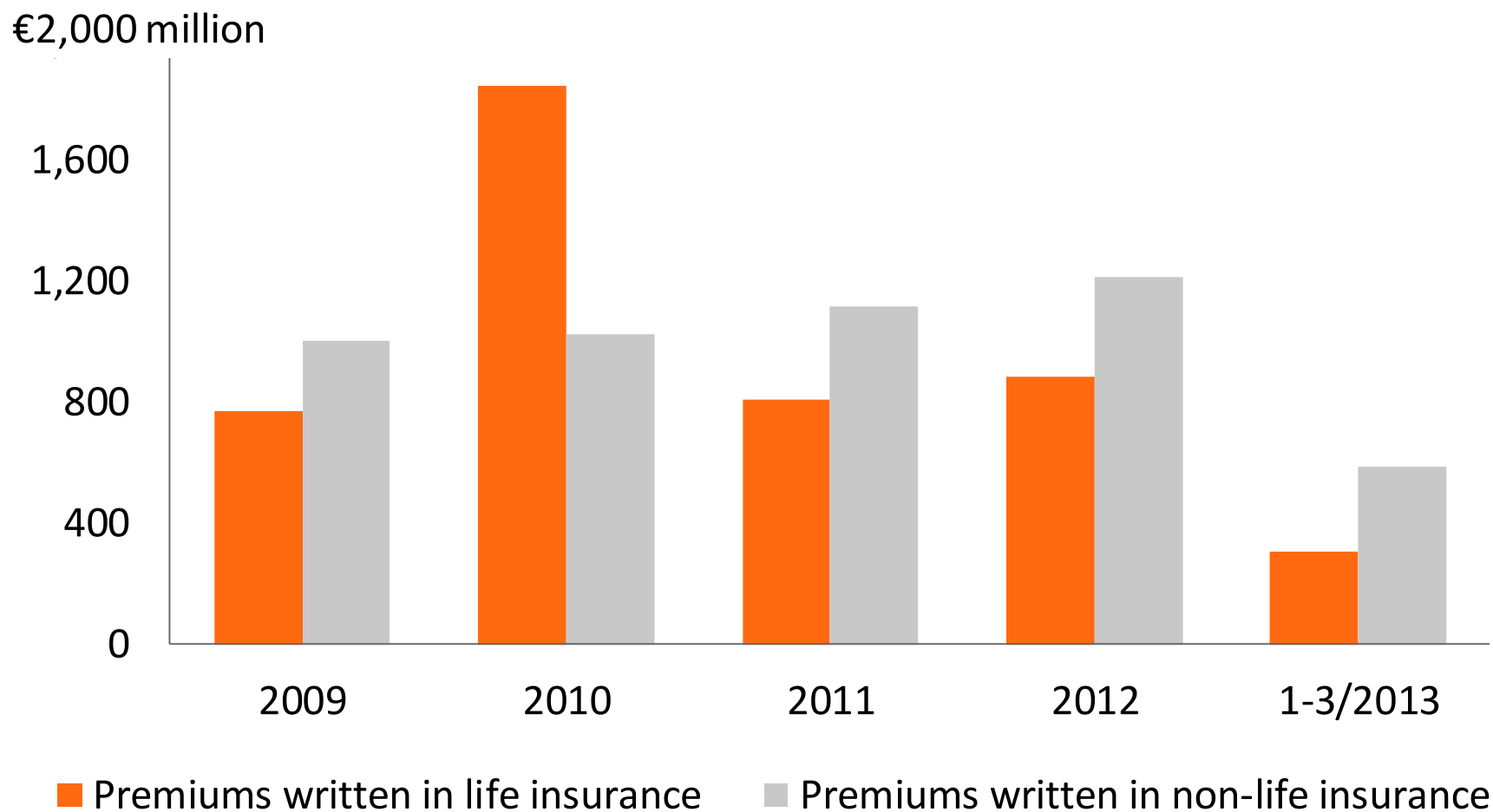
OP-Pohjola Group Loans and Deposits

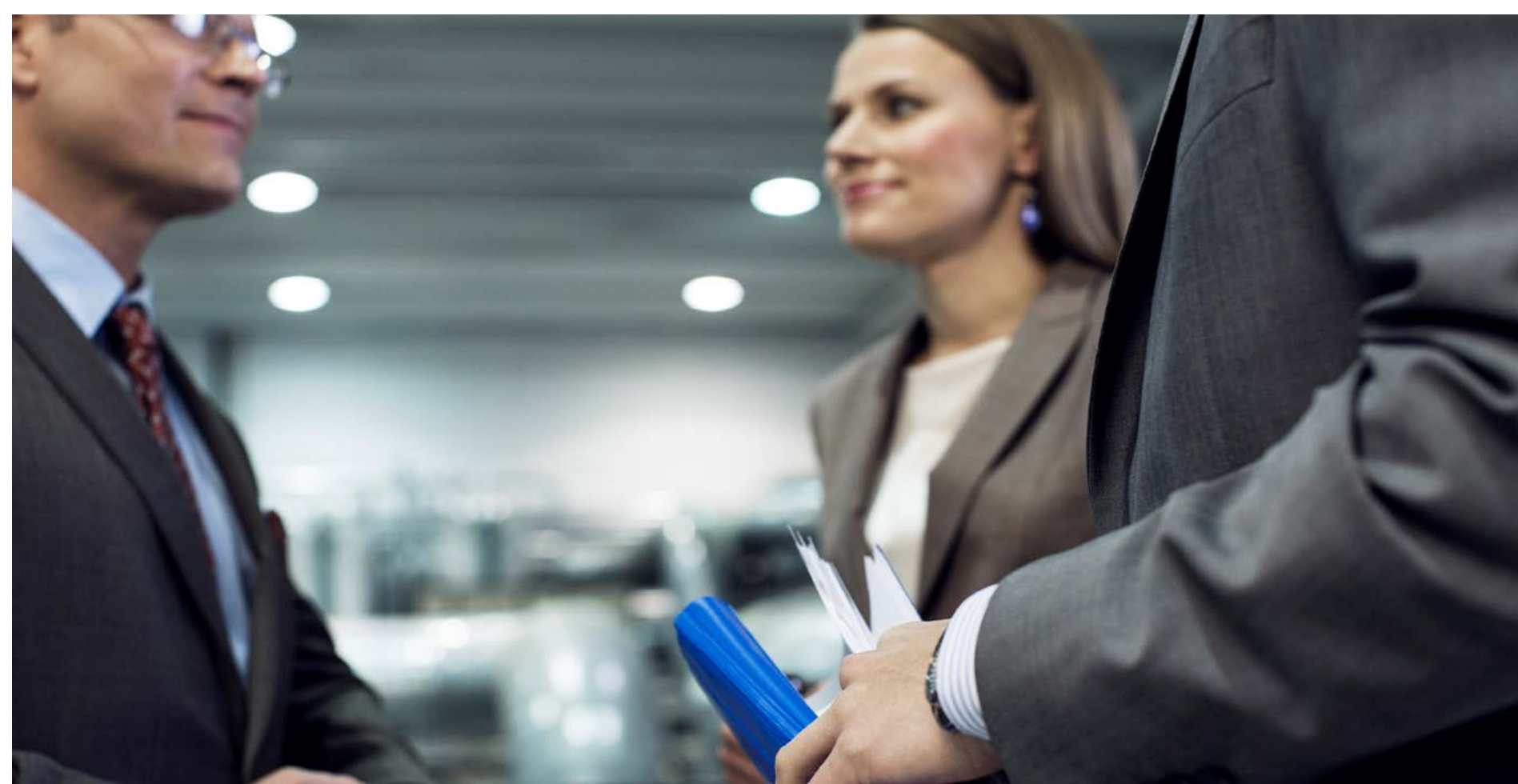
€70 billion



OP-Pohjola Group

Premiums Written in Life and Non-life Insurance





Thank you