## Consolidated financial statements, IFRS

## Financial statements

## **Consolidated income statement**

		2014	2013
EUR million	Note		Restated*
Continuing operations			
Net interest income	4	257	230
Impairment of receivables	5	25	37
Net interest income after impairments		231	193
Net income from Non-life Insurance	6	597	528
Net commissions and fees	7	114	111
Net trading income	8	77	93
Net investment income	9	64	46
Other operating income	10	32	36
Total income		1,116	1,008
Personnel costs	11	163	170
ICT costs		94	87
Depreciation/amortisation	12	52	52
Other expenses	13	258	241
Total expenses		567	550
Share of associates' profits/losses			
accounted for using the equity method		0	0
Earnings before tax		548	458
Income tax expense	14	107	43
Results of continuing operations		441	415
Discontinued operations			
Results of discontinued operations	15	29	15
Profit for the period		470	430
Attributable to:			
Attributable to owners of the Parent		461	426
Attributable to non-controlling interest		9	4
Profit for the period		470	430

<sup>\*</sup>Comparative figures have been restated as a result of the adoption of IFRS 10 Consolidated Financial Statements

## Consolidated statement of comprehensive income

	2014	4 2013
EUR million	Note	Restated*
Profit for the period	470	430
Items that will not be reclassified to profit or loss		
Gains/(losses) arising from remeasurement of defined benefit		
plans	-50	0 0
Items that may be reclassified to profit or loss		
Change in fair value reserve		
Measurement at fair value	73	3 1
Cash flow hedge	7	7 -16
Translation differences	(	0 0
Income tax on other comprehensive income		
Items that will not be reclassified to profit or loss		
Gains/(losses) arising from remeasurement of defined benefit plans	10	-2
Items that may be reclassified to profit or loss		
Measurement at fair value	-14	4 9
Cash flow hedge	-1	1 5
Total comprehensive income for the period	493	3 426
Attributable to:		
Total comprehensive income attributable to owners of the Parent	484	421
Total comprehensive income attributable to non-controlling interest	ę	9 6
Total comprehensive income for the period	493	3 426
Comprehensive income attributable to owners of the parent is divided as follows:	ows:	
Continuing operations	455	5 405
Discontinued operations	28	3 15
Total	484	421

<sup>\*</sup>Comparative figures have been restated as a result of the adoption of IFRS 10 Consolidated Financial Statements

## **Consolidated balance sheet**

		31 Dec. 2014	31 Dec. 2013	1 Jan. 2013
EUR million	Note		Restated*	Restated*
Liquid assets	16	3,774	2,046	5,643
Receivables from financial institutions	17	10,257	9,899	8,816
Financial assets at fair value through profit or loss	18			
Financial assets held for trading		360	435	246
Financial assets at fair value through profit or loss at inception		0	9	9
Derivative contracts	19	5,946	3,444	4,462
Receivables from customers	20	15,513	14,510	13,834
Non-life Insurance assets	21	3,854	3,502	3,500
Investment assets	22	8,112	7,574	5,548
Investment accounted for using the equity method	24	2	29	26
Intangible assets	25	786	910	922
Property, plant and equipment (PPE)	26	72	82	67
Other assets	27	1,789	1,369	1,598
Tax assets	28	34	15	37
Total		50,498	43,824	44,710
Assets classified as held for distribution to owners	15	205		
Total assets		50,703	43,824	44,710
		31 Dec.	31 Dec.	1 Jan.
		2014	2013	2013
EUR million	Note		Restated*	Restated*
Liabilities to financial institutions	29	5,241	4,789	5,840
Financial liabilities at fair value through profit or loss	30			
Financial liabilities held for trading		4	4	3
Derivative contracts	31	5,889	3,420	4,557
Liabilities to customers	32	11,442	10,183	10,767
Non-life Insurance liabilities	33	2,972	2,746	2,599
Debt securities issued to the public	34	17,587	16,097	13,769
Provisions and other liabilities	35	2,479	2,076	2,572
Tax liabilities	36	391	378	487
Subordinated liabilities	37	1,084	984	1,275
Total		47,090	40,675	41,869
Liabilities associated with assets classified held as distribution to				
owners	15	205		
Total liabilities		47,295	40,675	41,869
Shareholders' equity	38			
Capital and reserves attributable to owners of the Parent	00			
Share capital		428	428	428
Reserves		1,324	1,261	1,264
Retained earnings		1,564	1,358	1,080
Non-controlling interest		92	1,336	69
Total shareholders' equity		3,408	3,150	2,841
Total liabilities and shareholder's equity		50,703	43,824	44,710
Total habilities and shareholder s equity		50,703	73,024	77,710

<sup>\*</sup>Comparative figures have been restated as a result of the adoption of IFRS 10 Consolidated Financial Statements

## Consolidated statement of changes in equity

#### Attributable to owners of Pohjola Group

	01	Fairmator	041	Detelored		Non-	T-4-1
EUR million	capital	Fair value reserve	Other reserves	Retained earnings	Total	controlling interests	Total equity
Balance at 1 Jan. 2013	428	167	1,093	1,081	2,769		2,769
Effect of the adoption of IFRS			1,000	.,	_,. ••		_,. 00
10 Consolidated Financial							
Statements, less taxes		4	0	-1	2	69	72
Restated shareholders' equity							
1 Jan. 2013	428	171	1,093	1,080	2,771	69	2,841
Total comprehensive income for							
the period		-3		424	421	6	427
Profit for the period				426	426	4	430
Other comprehensive income		-3		-2	-5	1	-3
Profit distribution				-145	-145		-145
EUR 0.46 per Series A share				-116	-116		-116
EUR 0.43 per Series K share				-29	-29		-29
Equity-settled share-based							
transactions				-1	-1		-1
Other			0	0	0	28	28
Balance at							
31 December 2013	428	168	1,093	1,358	3,047	103	3,150

## Attributable to owners of Pohjola Group

EUR million	Share capital	Fair value reserve	Other reserves	Retained earnings	Total	Non- controlling interests	Total equity
Restated shareholders' equity							
1 Jan. 2014	428	168	1,093	1,358	3,047	103	3,150
Total comprehensive income for							
the period		63		421	484	9	493
Profit for the period				461	461	9	470
Other comprehensive income		63		-40	23	0	23
Profit distribution				-212	-212		-212
EUR 0.67 per Series A share				-169	-169		-169
EUR 0.64 per Series K share				-43	-43		-43
Equity-settled share-based							
transactions							
Other			0	-2	-2	-20	-22
Balance at		·	·				
31 December 2014	428	231	1,093	1,564	3,316	92	3,408

# Consolidated cash flow statement incl. discontinued operations

inci. discontinued operations	2014	2013
EUR million	2014	Restated*
Cash flow from operating activities		
Profit for the period	461	426
Adjustments to profit for the period	97	159
Increase (-) or decrease (+) in operating assets	-2,133	-4,135
Receivables from financial institutions	-494	-986
Financial asset at fair value through profit or loss	405	-338
Derivative contracts	63	28
Receivables from customers	-1,008	-736
Non-life Insurance assets	-232	-62
Investment assets	-281	-2,285
Other assets	-584	244
Increase (+) or decrease (-) in operating liabilities	2,323	-2,058
Liabilities to financial institutions	447	-1,031
Financial liabilities at fair value through profit or loss	0	1
Derivative contracts	70	-10
Liabilities to customers	1,259	-584
Non-life Insurance liabilities	149	48
Provisions and other liabilities	396	-482
Income tax paid	-92	-126
Dividends received	63	55
A. Net cash from operating activities	719	-5,680
Cash flow from investing activities		
Increases in held-to-maturity financial assets	-10	
Decreases in held-to-maturity financial assets	69	129
Acquisition of subsidiaries and associates, net of cash acquired	0	-4
Purchase of PPE and intangible assets	-28	-45
Proceeds from sale of PPE and intangible assets	3	3
B. Net cash used in investing activities	34	83
Cash flow from financing activities		
Increases in subordinated liabilities		
Decreases in subordinated liabilities		-271
Increases in debt securities issued to the public	34,709	24,340
Decreases in debt securities issued to the public	-33,616	-21,833
Dividends paid	-212	-145
Other monetary decreases in equity items		0
C. Net cash provided by (used in) financing activities	881	2,092
Net increase/decrease in cash and cash equivalents (A+B+C)	1,634	-3,506
Cash and cash equivalents at year-start	2,672	6,177
Cash and cash equivalents at year-end	4,306	2,672
Interest received	2 000	1 700
	2,000	1,790
Interest paid	-1,722	-1,582

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Adjustments to an office a the Green in Land		
Adjustments to profit for the financial year		
Non-cash items and other adjustments		
Impairment losses on receivables	26	40
Unrealised net earnings in Non-life Insurance	50	108
Change in fair value for trading	160	-199
Unrealised net gains on foreign exchange operations	79	2
Change in fair value for investment assets	2	-3
Planned amortisation/depreciation	55	55
Share of associates' profits	0	1
Other	-275	156
Items presented outside cash flow from operating activities		
Capital gains, share of cash flow from investing activities		-1
Total adjustments	97	159
Cash and cash equivalents		
Liquid assets**	3,815	2,051
Receivables from financial institutions payable on demand	491	621
Total	4,306	2,672

<sup>\*</sup>Comparative figures have been restated as a result of the adoption of IFRS 10 Consolidated Financial Statements

<sup>\*\*</sup> Of which EUR 41 million (11) consists of Non-life Insurance cash and cash equivalents.

## **Segment information**

The segment analysis has been prepared in accordance with IFRS 8 Operating Segments. Financial information serves as the basis of this standard, which the executive in charge monitors regularly. Defining segments and presentation are based on management reporting.

Pohjola Group is organised into three business segments – Banking, Non-life Insurance and Asset Management – and the Group Functions which together constitute the Group's operating segments. The Board of Directors is the executive body in charge of deciding on the Group's operations, which allocates resources to the reportable segments and assesses their performance.

Following the realisation of OP Cooperative's public voluntary bid, Pohjola Group is planning structural changes, meaning for example, that the Asset Management segment would be transferred from Pohjola Group to be directly owned by OP Cooperative during 2015. For this reason, the Asset Management segment is reported, according to IFRS 5, as discontinued operations in the income statement and assets and liabilities classified as held for distribution to owners in the balance sheet. Banking, Non-life and the Group Functions segments are reported under continuing operations.

#### Segment accounting policies

Segment reporting conforms to the accounting policies applied to the consolidated financial statements. Income, expenses, assets and liabilities which are considered to relate directly to and be reasonably attributable to the segments are allocated to the segments. Income, expenses, investments and capital which have not been allocated to the business segments are reported under the Group Functions. Inter-segment Group eliminations are reported under the "Eliminations" column. Intra-Group transfer prices are based on market prices. The acquisition costs of intangible and PPE assets are presented as investments. The number of employees in each segment is presented as the number of employees at the end of the period.

Capitalisation of Banking, Asset Management and the Group Functions is based on Pohjola Group's capital adequacy measurement under the Act on Credit Institutions. Capital requirements according to this measurement are allocated among the operating segments. The Group has allocated capital to its operating segments in such a way that the Core Tier 1 ratio stands at 11%.

Non-life Insurance capitalisation is based on the solvency capital requirement (SCR) within the proposed Solvency II framework plus intangible assets and goodwill arising from company acquisition. The SCR for Non-life Insurance has been covered by Core Tier 1 capital and the solvency requirement for intangible assets and goodwill by Tier 2 notes/bonds.

#### **Banking**

Pohjola's Banking provides corporate and institutional customers with solutions for their financing and financial management needs. Banking consists of the following divisions: Corporate Banking, Markets and Baltic Banking.

Corporate Banking provides corporate and institutional customers with financing and cash management services and financing services for foreign trade, and grants loans and guarantees as well as leasing and factoring services. Its income derives mainly from lending margins and commissions and fees resulting from the arrangement of financing and the management of payment transactions.

The Markets division's services range from the arrangement of debt issues, corporate finance services and custody, equity, foreign exchange, money market and derivative products to investment research. The division executes both its clients' and the Bank's orders in international financial markets and is also an active player in international derivatives markets, the government bond market in the euro area and corporate bond markets. Its income derives from net commissions and fees and income from trading. Pohjola Corporate Finance Ltd merged with Pohjola Bank plc on 31 December 2013 and is part of the Markets division.

Baltic Banking provides finance-company products in Estonia, Latvia and Lithuania. Pohjola has established itself in Estonia, Latvia and Lithuania through its own branch offices.

#### Non-life Insurance

The following three Group companies conduct Non-life Insurance business in Finland: Pohjola Insurance Ltd is a general non-life insurance company, A-Insurance Ltd focuses on non-life insurance for commercial transport and Eurooppalainen Insurance Company Ltd specialises in travel insurance. Non-life insurance business in Estonia is conducted by Seesam Insurance AS with a branch in both Latvia and Lithuania. On 30 October 2014, Pohjola Health Ltd merged with Pohjola Insurance Ltd.

The Non-life Insurance segment also includes Omasairaala Oy which started its business in early 2013.

The range of Non-life Insurance products includes non-life policies for corporate and private customers. In addition, the domestic service network provides corporate customers with OP Financial Group's life and pension policies and Ilmarinen Mutual Pension Insurance Company's employment pension policies while being in charge of customer service for Suomi Mutual Life Assurance Company and Ilmarinen. Furthermore, commissions and fees come from managing certain statutory charges and from risk management services.

Non-life Insurance pre-tax earnings consist of the balance on technical account, investment income and other income and expenses. The balance on technical account refers to insurance premium revenue less claims incurred and operating expenses. The most important profitability indicator is the combined ratio showing the proportion of claims incurred and operating expenses to insurance premium revenue. With respect to investment operations, Non-life Insurance is tasked with investing assets covering insurance liabilities and equity in a safe and profitable way conducting a policy of sufficient risk diversification.

#### **Asset Management**

The Asset Management business line comprises Pohjola Asset Management Ltd, Pohjola Asset Management Execution Services Ltd, Pohjola Property Management Ltd and the associated company Access Capital Partners Group SA. Pohjola Asset Management Ltd provides Finnish institutional clients and wealthy private individuals with discretionary and advisory investment management services. Furthermore, the portfolio management of OP Fund Management Company Ltd's mutual funds is mainly centralised within Pohjola Asset Management. In addition to its own portfolio management, Pohjola Asset Management has some 30 international partners boasting a wide range of funds for the needs of both institutional and private clients. Pohjola Property Management Ltd focuses on real property investment in Finland and on the selection of real estate funds in international markets. The division's income comes mainly from management commissions and fees.

#### **Group Functions**

Group Functions supports Pohjola Group's and its business segments financing.

It is responsible for the management of financing and liquidity for OP Financial Group's retail banks and Pohjola Group, as well as for OP Financial Group's wholesale funding. Income, expenses, investments and capital which have not been allocated to the business segments are reported under the Group Functions. Group taxes are allocated to the Group Functions in their entirety.

#### Eliminations

Inter-segment eliminations are presented under the "Eliminations" column.

#### **Segment information**

period, before tax

Discontinued Continuing operations operations Asset Elimi-Group Non-life Manage-Group 2014, EUR million Banking Functions Insurance nations ment total Net interest income Corporate Banking and Baltic Banking 255 255 Markets 28 28 Other operations -3 -26 -26 Total 283 -3 -26 2 257 Net commissions and fees 103 4 15 64 -8 178 Net trading income -8 0 84 0 77 1 Net investment income 5 55 0 4 64 Net income from Non-life Insurance 0 466 From insurance operations 466 From investment operations 171 2 173 From other items -42 -42 595 2 597 Other operating income

Total income 13 11 33 488 56 595 1,206 67 -1 Personnel costs 55 14 0 177 6 102 ICT costs 34 5 53 3 1 97 Amortisation on intangible assets 21 2 related to company acquisitions 24 Other depreciation/amortisation and impairments 14 16 31 Other expenses 269 57 180 160 Total expenses 36 372 31 -1 598 Earnings/loss before impairment of receivables 328 20 223 36 0 608 Impairments of receivables 25 25 Share of associates' profits/losses 0 0 2 Earnings before tax 303 20 223 38 0 584 Change in fair value reserve -1 33 49 0 -1 79 Gains/(losses) arising from remeasurement of defined benefit plans -42 -5 -2 0 -50 Total comprehensive income for the

48

259

270

-1

613

37

		Continuin		Discon- tinued		
		Continuing	goperations	operations Asset		
		Group	Non-life	Manage-	Elimi-	Group
2013, EUR million	Banking	Functions	Insurance	ment	nations	total
Net interest income						
Corporate Banking and Baltic Banking	227					227
Markets	-3					-3
Other operations		27	-24	3	1	6
Total	224	27	-24	3	1	230
Net commissions and fees	100	-1	17	51	-4	162
Net trading income	101	-12	0	0	3	93
Net investment income	0	46		0		46
Net income from Non-life Insurance						
From insurance operations			440			440
From investment operations			131		-1	131
From other items			-43			-43
Total			529		-1	528
Other operating income	17	9	10	1	0	38
Total income	443	69	532	55	-1	1,097
Personnel costs	57	6	107	14		184
ICT costs	31	5	50	3	1	90
Amortisation on intangible assets						
related to company acquisitions			21	2		24
Other depreciation/amortisation						
and impairments	15	1	14	1		31
Other expenses	54	15	174	11	-2	252
Total expenses	157	27	366	32	-1	581
Earnings/loss before						
impairment of receivables	285	41	166	24	0	516
Impairments of receivables	35	2				37
Share of associates' profits/losses			0	0	0	0
Earnings before tax	251	39	166	24	0	479
Change in fair value reserve	9	-6	-17	0	-1	-15
Gains/(losses) arising from remeasurement of						
defined benefit plans	0	0	0	0		
Total comprehensive income for the						
period, before tax	260	33	149	24	-1	465

For distribution to owners **Asset** 

		Group	Non-life	Manage-	Elimi-	Group
31 Dec 2014, EUR million	Banking	Functions	Insurance	ment	nations	total
Receivables from customers	15,222	537			-246	15,513
Receivables from credit institutions	483	13,566	5	7	-24	14,037
Financial assets at fair value						
through profit or loss	373	-13				360
Non-life Insurance assets			4,150		-297	3,854
Investment assets	553	7,581	16	9	-9	8,151
Investments in associates			2	27		29
Other assets	6,335	1,721	732	136	-165	8,759
Total assets	22,968	23,392	4,905	180	-741	50,703
Liabilities to customers	8,434	3,233			-226	11,442
Liabilities to credit institutions	609	4,878			-246	5,241
Non-life Insurance liabilities			3,116		-144	2,972
Debt securities issued to the public	1,672	16,157			-46	17,782
Subordinated liabilities	-20	1,054	50			1,084
Other liabilities	7,043	1,685	79	10	-44	8,773
Total liabilities	17,738	27,007	3,245	10	-705	47,295
Shareholders' equity						3,408
Average personnel	616	33	1,766	88		2503
Capital expenditure, EUR million	10	2	14	2		28

		_		Asset		_
		Group	Non-life	Manage-	Elimi-	Group
31 Dec 2013, EUR million	Banking	Functions	Insurance	ment	nations	total
Receivables from customers	14,432	291			-213	14,510
Receivables from credit institutions	659	11,300	4	3	-21	11,945
Financial assets at fair value						
through profit or loss	487	-42				444
Non-life Insurance assets			3,750		-248	3,502
Investment assets	524	7,025	16	22	-14	7,574
Investments in associates			2	27		29
Other assets	3,792	1,242	780	114	-109	5,819
Total assets	19,894	19,816	4,552	166	-604	43,824
Liabilities to customers	7,035	3,309			-160	10,183
Liabilities to credit institutions	614	4,387			-213	4,789
Non-life Insurance liabilities			2,844		-98	2,746
Debt securities issued to the public		16,159			-62	16,097
Subordinated liabilities		934	50			984
Other liabilities	4,381	1,463	56	9	-33	5,877
Total liabilities	12,029	26,252	2,950	9	-566	40,675
Shareholders' equity						3,150
Average personnel	634	26	1,872	88		2,620
Capital expenditure, EUR million	15	1	27	2		45



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This document is an English translation of the Finnish auditor's report. Only the Finnish version of the report is legally binding.

#### **AUDITOR'S REPORT**

## To the Annual General Meeting of Pohjola Bank plc

We have audited the accounting records, the financial statements, the report of the Board of Directors, and the administration of Pohjola Bank plc for the year ended 31 December 2014. The financial statements comprise the consolidated balance sheet, income statement, statement of comprehensive income, statement of changes in equity, cash flow statement, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

Responsibility of the Board of Directors and the President and CEO

The Board of Directors and the President and CEO are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, as well as for the preparation of financial statements and the report of the Board of Directors that give a true and fair view in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The Board of Directors is responsible for the appropriate arrangement of the control of the company's accounts and finances, and the President and CEO shall see to it that the accounts of the company are in compliance with the law and that its financial affairs have been arranged in a reliable manner.

#### Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements, on the consolidated financial statements and on the report of the Board of Directors based on our audit. The Auditing Act requires that we comply with the requirements of professional ethics. We conducted our audit in accordance with good auditing practice in Finland. Good auditing practice requires that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and the report of the Board of Directors are free from material misstatement, and whether the members of the Board of Directors of the parent company or the President and CEO are guilty of an act or negligence which may result in liability in damages towards the company or have violated the Limited Liability Companies Act, Act on Credit Institutions or the articles of association of the company.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



#### Opinion on the consolidated financial statements

In our opinion, the consolidated financial statements give a true and fair view of the financial position, financial performance, and cash flows of the group in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

Opinion on the company's financial statements and the report of the Board of Directors

In our opinion, the financial statements and the report of the Board of Directors give a true and fair view of both the consolidated and the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The information in the report of the Board of Directors is consistent with the information in the financial statements.

Helsinki, 10 February 2015

KPMG OY AB

[signed]
Raija-Leena Hankonen
Authorized Public Accountant in Finland