

April 24, 2012

#### **EVLI BANK'S INTERIM REPORT 1-3/2012**

- The Group's net revenue for the review period was EUR 12.8 million (1-3/2011: EUR 16.1 million).
- The Group's costs have decreased substantially, approximately 15 percent compared to the previous year.
- The profit was EUR 1.2 million (EUR 1.1 million).
- The Group's assets under management totaled EUR 4.9 billion (EUR 5.3 billion) at the end of March. Taking associated companies into account, the assets under management totaled EUR 6.2 billion (EUR 5.3 billion).
- · Evli Bank's liquidity and capital adequacy are solid.
- · Evli anticipates positive earnings for 2012.

KEYFIGURES	1-3/2012	1-3/2011	1-12/2011
Sales, M€	13,4	16,7	61,5
Net revenue, M€	12,8	16,1	59,0
Operating profit / loss, M€	1,4	1,7	3,6
Profit / Loss for financial year, M€	1,2	1,1	3,8
Operating profit / loss % of net revenue	11,2 %	10,8 %	6,2 %
Personnel in end of period	253	291	276

## **EVLI BANK PLC**

Evli is a bank that helps institutions and private persons increase their wealth. Evli provides wealth management, equity and derivatives brokerage, investment research and corporate finance services.



Evli was established in 1985, and has since then been a pioneer in the rapidly developing capital markets. The operations are based on the strong expertise of the employees and their ability, gained through experience, to seek out solutions that provide added value for their clients. Evli's objective is to build long-term client relationships based on trust.

Evli's principal market is the Baltic Sea region, and it employs around 250 people. The Evli Group's equity capital is EUR 48.4 million and the BIS capital adequacy ratio stood at 13.9% on March 31, 2012.

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### Market performance

There was a sense of relief on the equity markets at the beginning of the year. Equity prices rose on the main markets in January and February. Share price performance was affected by the easing of the euro area crisis resulting in particular from the European Central Bank's measures, improving economic indicators and reasonable corporate profit performance. Investor sentiment also lifted somewhat.

Globally, equity prices rose by 10.6 percent according to the MSCI World Index. The Stoxx index, which measures the European equity markets, rose by 7.7 percent, the OMX Helsinki CAP index, which depicts the Finnish equity market, rose by 13.1 percent, and the OMX Stockholm CAP index, which reflects the Swedish equity market, rose by 10.2 percent.

The three-month Euribor rate fell from 1.35 percent to 0.78 percent. The yield on the German government's 10-year bond remained near rock bottom levels, and yields on peripheral states' government bonds decreased substantially as the crisis eased. The euro strengthened by 3.1 percent against the dollar.

Net subscriptions to funds registered in Finland totaled EUR +785.2 million in January-March.

#### Revenue performance

The Group's net revenue fell 20 percent on the corresponding period of 2011 and was EUR 12.8 million (EUR 16.1 million). Net revenue performance was positively influenced by the interest margin performance, and by the good quarter in Treasury operations and in the Corporate Finance unit. The decrease in revenue is attributable to the especially strong performance a year earlier in both the Markets and Wealth Management units, and to low stock exchange trading due to market uncertainty. The company also revalued its securities held for sale and recognized a EUR 0.7 million write-down, which had a detrimental effect on revenue performance.

The Wealth Management unit's net revenue decreased by 28 percent from the corresponding period of 2011. Reasons for the drop include the strong quarter in 2011 and the lack of real estate fund returns from the revenue for the review period. During the review period, real estate fund returns were included in the item Share of profit or loss of associates.

The Markets unit's net revenue for the review period declined by 41 percent on the comparison period.

The Corporate Finance unit's net revenue rose by 126 percent compared with the corresponding period of 2011. Significant fluctuations in net revenue from one quarter to the next are typical of the Corporate Finance business.



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#### Result and cost structure

The Group's profit before profit sharing with employees and taxes for the review period was EUR 1.8 million (EUR 3.1 million). The profit before appropriations and taxes was EUR 1.4 million (EUR 1.7 million). The Group's income/expense ratio remained at the previous year's level, i.e. 1.1.

The savings measures implemented in 2011 have reduced the Group's costs substantially.

### **Balance sheet and funding**

The Group's equity was EUR 48.8 million at the end of the review period. In the Basel II capital adequacy calculation, Evli applies the standardized approach (capital requirement for credit risk) and the basic indicator approach (capital requirement for operational risk). The Group's capital adequacy ratio of 13.9 percent clearly exceeds the regulator's requirement (8%).

Total tier 1 capital, M€	31.3.2012	31.3.2011
Share capital	30,2	30,2
Funds total	16,7	18,7
Minority interest	0,6	0,9
Decreases:		
Intangible assets	13,2	13,1
Other decreases	1,1	0,8
Total tier 1 capital	33,2	35,9

Evli Bank has no tier 2 capital.

Minimum requirement of own funds, M€	31.3.2012	31.3.2012
	Min.	Risk-weighted
	requirement	value
Minimun capital adequacy requirement by asset group, standard credit risk method:		
Claims from credit institutions and investment firms	3,6	45,2
Investments in mutual funds	0,1	1,5
Claims secured with property	0,2	3,0
Claims from corporate customers	0,7	8,2
Items with high risk, as defined by the authorities	0,4	4,5
Other items	5,7	71,3
Minimum amount of own funds, market risk, € million	0,5	6,3
Minimum amount of own funds, operational risk, € million	7,8	98,0
Total	19,1	238,1

The Group's funding from the public and credit institutions decreased by 3 percent compared with the previous year. The company's loan portfolio increased by 5 percent on the previous year to approximately EUR 60.7 million. The ratio of loans granted by the Group to Evli Bank Plc's deposits from the public was 19 percent. The Group's liquidity is solid.



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### Personnel and organization

The Group had 253 employees (291) at the end of the review period. The number of employees decreased by 38, down by 13 percent from the comparison period. The personnel reduction measures decided upon last year were completed during the review period.

74 percent of the personnel were employed in Finland and 26 percent abroad.

#### **Business areas**

#### **Group operations**

During the review period, the focus was on developing processes and increasing efficiency. During the period, the Group completed substantial information system projects related to online and banking services. As a result of the projects, Evli integrated professional and client-driven investment services with modern online banking to create a client service channel called My Evli.

### **Wealth Management**

Wealth Management in numbers	1-3/2012	1-3/2011	Change %
Net revenue, M€	6,2	8,6	-28 %
Operating profit / loss, M€	0,8	1,7	-54 %
Personnel, at the end of period	90	93	-3 %
Assets under management (Net), at the end of period, M€	4 940	5 287	-7 %
Market share (Evli Fund Company), %*	5,1	5,0	
Net subscriptions to own funds, M€*	63,3	23,8	
Average rating of Evli funds in MorningStar	3,7	3,6	
source: fund report by Finanssialan Keskusliitto ry			

The Wealth Management unit's revenue declined from the corresponding period in 2011 due to the absence of real estate fund returns and the exceptionally strong comparison period. Wealth management operations performed well compared with the final quarter of 2011. The Wealth Management unit's net assets under management totaled EUR 4.9 billion (EUR 5.3 billion) at the end of March, which is 8.2 percent less than a year earlier. The change compared with the situation in the previous quarter is +8.9 percent.

Net subscriptions to management companies registered in Finland totaled EUR 785.2 million in January-March. Net subscriptions to Evli's funds in Finland during the first quarter totaled EUR 63.3 million (EUR 85.3 million). Evli Fund Management Company's market share remained unchanged at 5.1 percent. The combined capital of the 26 mutual funds managed by the company was EUR 3,049.24 million (EUR 2,812.71 million) and the number of unit holders was 16,907 (15,115).



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Of Evli's funds, Evli Target Return (EUR 152 million) and Evli Greater Russia (EUR 57 million) received the biggest net subscriptions by the end of March. Evli Euro Liquidity (EUR 494 million) and Evli European High Yield (EUR 481 million) had the most capital.

The funds' performance was in line with the general market performance, and the returns for the first quarter were positive in both equity funds and fixed income funds. The best-performing equity fund was Evli Greater Russia (+27.36%), the best-performing balanced fund was Evli Global Multi Manager 75 (+5.75%), and the best-performing fixed income fund was Evli Ruble Debt (+9.76%). Evli Greater Russia outperformed its benchmark index by the widest margin (+7.17%).

In the March fund comparison by the independent Morningstar, the average star rating of Evli's funds registered in Finland was 3.7 (3.55). Of Evli's 26 funds, 20 were included in the comparison. 11 funds in all received the highest or second-highest Morningstar rating.

The combined capital of Evli's funds registered in Sweden was 1,535 million kronor (1,472 million kronor) at the end of March. Net subscriptions to the 7 mutual funds managed by the company totaled -50 million kronor. The fund that achieved the best return was Evli Sverigefond (+10.37%).

#### **Markets**

Markets in numbers	1-3/2012	1-3/2011	Change %
Net revenue, M€	3,4	5,7	-41 %
Operating profit / loss, M€	-0,5	1,1	-146 %
Personnel, at the end of period	46	55	-16 %
Market share (OMX Helsinki), EUR volume, %	1,3	1,5	
Market share (OMX Helsinki), number of trades, %	1,2	1,6	

#### January-December

The Markets unit's net revenue declined by 41 percent compared with the corresponding period of 2011, and was EUR 3.4 million (EUR 5.7 million). The reason for the decline was the exceptionally strong comparison figure and the decrease in stock exchange trading due to the uncertainty caused by the sovereign debt crisis.

Due to adjustment measures carried out at the end of 2011 and the beginning of 2012, the unit's expenses fell by 10 percent during the review period compared with 2011.

During the review period, the significant share transactions executed by the Market unit included the sale of Fortum Corporation shares, 2.3 million shares (value of transaction EUR 39.0 million), and the sale of UPM-Kymmene Corporation shares, 5.6 million shares (EUR 56.7 million).



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### **Corporate Finance**

Corporate Finance in numbers	1-3/2012	1-3/2011	Change %
Net revenue, M€	1,9	0,8	126 %
Operating profit / loss, M€	0,4	-1,2	132 %
Personnel, at the end of period	34	44	-23 %

### January-March

The first quarter of 2012 was an active one for mergers and acquisitions. In Sweden, Evli Corporate Finance advised the private equity firm Litorina in the acquisition of Fiskarhedenvillan, one of Sweden's leading home builders. In Finland, Evli advised Lännen Tehtaat in the acquisition of Caternet Oy, Finland's leading producer of fresh food.

Correspondingly, in Russia Evli advised the owners of IS-Service, Russia's leading escalator supplier, in their sale of the company to Transmashholding, an Alstom Group company. The company also advised Fazer in its acquisition of an industrial plot for a bakery in the Moscow region.

The market environment for advisory and M&A activities is expected to remain active in the second quarter.

During the review period, Evli sold its Baltic Corporate Finance operations. The transaction had no impact on the Group's financial result.

#### Evli's Board of Directors and auditors

The Annual General Meeting held on March 5, 2012 re-elected Henrik Andersin, Robert Ingman, Harri-Pekka Kaukonen, Mikael Lilius, Teuvo Salminen and Thomas Thesleff to Evli Bank Plc's Board of Directors. Henrik Andersin was chosen as Chairman of the Board.

The Annual General Meeting elected KPMG Oy Ab, Authorized Public Accountants, as the company's auditor and Marcus Tötterman, APA, as the principally responsible auditor.

### Changes in Evli's shares, ownership, and group structure

There were no changes in the number of Evli Bank Plc's shares during the review period.

## Evli's share capital and Board authorizations

Pursuant to the authorization to acquire treasury shares issued by the Annual General Meeting (AGM) on March 4, 2011, the company acquired a total of 33,016 Evli shares at the start of 2012. The shares were acquired in accordance with shareholder agreements through changes in ownership.



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The Board of Directors did not use the share issue authorization issued by the General Meeting on March 4, 2011.

Evli Bank Plc's AGM resolved on March 5, 2012 to authorize the Board of Directors to decide on issuing shares and stock options and/or issuing special rights entitling the holder to shares pursuant to chapter 10, section 1, of the Limited Liability Companies Act in one or more lots in such a way that the total number of shares granted on the basis of the authorization would be a maximum of three hundred and seven thousand (307,000) shares. Based on the authorization, the Board of Directors is entitled to decide on issuing shares and stock options and/or issuing special rights entitling the holder to shares pursuant to chapter 10, section 1, of the Limited Liability Companies Act in the same way as a General Meeting could decide on such matters, in every respect. The authorization remains valid until further notice, but will expire no later than eighteen (18) months after the decision of the General Meeting.

The share issue authorization issued by the AGM on March 5, 2012 was not acted on during the review period.

The AGM resolved on March 5, 2012 to authorize the Board of Directors to decide on buying back Evli shares. A maximum of 410,227 shares may be bought back pursuant to the authorization, and they may be bought back in one or more lots, provided that after the purchase the total number of shares in the possession of or held as pledges by the company and its subsidiaries does not exceed ten (10) percent of the company's total shares. The Board of Directors is also authorized to buy back Evli shares other than in proportion to the shareholders' holdings, and to determine the order of buying back the shares. The authorization will expire eighteen (18) months after the decision of the Annual General Meeting.

The Board acted on the AGM's Evli share buy-back authorization of March 5, 2012 by buying back 25,000 Evli shares in the first quarter. The shares were acquired in accordance with shareholder agreements through changes in ownership.

At the end of the review period, the company held a total of 99,216 Evli shares. The total number of shares at the end of the review period was 4,102,274 shares.

There were no changes in the company's share capital during the review period.

### Risk Management

The objective of risk management is to support the uninterrupted implementation of the Group's strategy and income-generating activities. The Board of Evli's parent company confirms the risk management principles, the Group's risk limits and other guidelines according to which risk management and internal control are organized at Evli. The Board has also set up a credit and asset liability committee (Credalco) that briefs it on risk-taking matters. The Group Risk Management Unit oversees daily operations and compliance with the risk limits granted to the business units.

The delta-adjusted price risk of Evli's own investment portfolio and proprietary trading was approximately EUR 8.0 million at the end of March, and a 20 percent negative market movement would have resulted in a scenario loss of approximately EUR 1.2 million. At the end of March, the Treasury unit's interest rate risk was approximately



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EUR +/- 0.5 million, assuming that market rates rise/fall by one percentage point. Evli's liquidity has remained solid.

### **Business environment**

The market uncertainty at the end of 2011 turned to cautious optimism during the first months of 2012. This was reflected in a strengthening of asset values and increasing interest in equity funds. However, stock exchange trading has remained cautious, and the situation is not expected to significantly change during the near future. The M&A market, in particular, performed well in the first quarter. Activeness in carrying out mergers and acquisitions has increased substantially compared with the situation at the end of 2011.

#### Outlook

We still assess to make a positive profit for the whole year. This view is supported by the slight improvement in the market environment and the company's cost structure, which is now substantially lighter.

Helsinki, April 24, 2012

**Board of Directors** 

### **Further information:**

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# **EVLI BANK PLC**

CONSOLIDATED INCOME STATEMENT, M€	1-3/2012	1-3/2011	1-12/2011
Net interest income	1,3	0,8	4,0
Commission income and expense, net	11,6	14,2	51,8
Net income from securities transactions and foreign exchange dealing	-0,1	1,1	-1,2
Other operating income	0,0	0,0	4,5
Administrative expenses			
Personnel expenses	-5,1	-6,6	-28,9
Other administrative expenses	-3,7	-4,7	-18,6
Depreciation, amortisation and write-down	-1,1	-0,9	-4,3
Other operating expenses	-1,2	-0,8	-3,6
NET OPERATING PROFIT / LOSS BEFORE PROFITSHARING	1,8	3,1	3,6
Profitsharing	-0,4	-1,4	0,0
NET OPERATING PROFIT / LOSS	1,4	1,7	3,6
Share of profits (losses) of associates	0,3	0,0	0,0
Income taxes*	-0,5	-0,6	0,1
PROFIT / LOSS FOR FINANCIAL YEAR	1,2	1,1	3,8
Attributable to			
Minority interest	0,2	0,2	0,9
Equity holders of parent company	1,0	1,0	2,8
PROFIT / LOSS FOR FINANCIAL YEAR	1,2	1,1	3,8
INCOME AND EXPENSES RECOGNISED DIRECTLY IN EQUITY:			
Foreign currency translation differencies for foreign operations	0,0	0,0	-0,1
Income and expenses recognised directly in equity	0,0	0,0	-0,1
TOTAL RECOGNISED INCOME AND EXPENSES FOR THE PERIOD	1,1	1,2	3,7
Attributable to			
Minority interest	0,2	0,2	0,9
Equity holders of parent company	1,0	1,0	2,7

<sup>\*</sup> Taxes are proportional to the net profit for the period



CONSOLIDATED INCOME STATEMENT, M€	1-3/2012	10-12/2011	7-9/2011	4-6/2011	1-3/2011
N.C.	4.0	1.0	4.4	0.0	0.0
Net interest income	1,3	1,2	1,1	0,9	0,8
Commission income and expense, net	11,6	11,3	11,9	14,4	14,2
Net income from securities transactions and foreign exchange dealing	-0,1	0,4	-1,5	-1,2	1,1
Other operating income	0,0	-0,1	4,5	0,0	0,0
Administrative expenses					
Personnel expenses	-5,1	-8,0	-7,0	-7,3	-6,6
Other administrative expenses	-3,7	-4,7	-4,4	-4,7	-4,7
Depreciation, amortisation and write-down	-1,1	-1,1	-1,4	-1,0	-0,9
Other operating expenses	-1,2	-1,0	-1,0	-0,8	-0,8
L NET OPERATING PROFIT / LOSS BEFORE PROFITSHARING	1,8	-2,1	2,2	0,4	3,1
Profitsharing	-0,4	0,0	1,0	0,4	-1,4
NET OPERATING PROFIT / LOSS	1,4	-2,1	3,2	0,8	1,7
Share of profits (losses) of associates	0,3	0,0	0,0	0,0	0,0
Income taxes*	-0,5	0,6	0,1	0,0	-0,6
PROFIT / LOSS FOR FINANCIAL YEAR	1,2	-1,5	3,3	0,8	1,1
Attributable to					
Minority interest	0,2	0,0	0,6	0,2	0,2
Equity holders of parent company	1,0	-1,4	2,7	0,5	1,0
PROFIT / LOSS FOR FINANCIAL YEAR	1,2	-1,5	3,3	8,0	1,1
EFINCOME AND EXPENSES RECOGNISED DIRECTLY IN EQUITY:					
Foreign currency translation differencies for foreign operations	0,0	-0,3	0,1	0,1	0,0
Income and expenses recognised directly in equity	0,0	-0,3	0,1	0,1	0,0
TOTAL RECOGNISED INCOME AND EXPENSES FOR THE PERIOD	1,1	-1,7	3,4	0,8	1,2
Attributable to					
Minority interest	0,2	0,0	0,6	0,2	0,2
Equity holders of parent company	1,0	-1,7	2,8	0,6	1,0
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<sup>\*</sup> Taxes are proportional to the net profit for the period



CONSOLIDATED BALANCE SHEET, M€	31.3.2012	31.3.2011	31.12.2011
ASSETS			
Liquid assets	117,8	43,3	205,1
Debt securities eligible for refinancing with central banks	107,2	251,5	130,6
Claims on credit institutions	5,9	15,2	6,3
Claims on the public and public sector entities	60,6	57,9	59,8
Debt securities	97,0	28,4	22,5
Shares and participations	49,7	98,7	41,2
Participating interests	5,2	0,1	5,0
Derivative contracts	12,7	12,8	17,4
Intangible assets	13,9	14,8	14,4
Property, plant and equipment	3,2	1,7	3,4
Other assets	179,7	259,4	69,2
Accrued income and prepayments	4,3	7,7	5,3
Deferred tax assets	1,5	1,5	1,9
TOTAL ASSETS	658,8	793,0	581,9
LIABILITIES			
Liabilities to credit institutions and central banks	3,2	29,7	12,0
Liabilities to the public and public sector entities	321,4	308,6	347,4
Debt securities issued to the public	67,2	66,2	68,7
Derivative contracts and other trading liabilities	18,4	34,8	21,3
Other liabilities	188,5	280,9	68,5
Accrued expenses and deferred income	11,0	21,4	12,8
Deferred tax liabilities	0,7	0,6	0,8
	610,4	742,2	531,3
Equity to holders of parent company	47,8	49,9	50,0
Minority interest in capital	0,6	0,9	0,6
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	658,8	793,0	581,9



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# EQUITY CAPITAL, M€

		Share capital	Share premium fund	Reserve for invested unrestricted equity	Other reserves	Translation difference	Retained earnings	Total	Minority interests Tot	al Equity
Equity capital	31.12.2010	30,2	1,8	10,5	0,1	-0,1	12,8	55,3	1,5	56,8
Translation differ	ence					-0,1		-0,1		-0,1
Profit/loss for the	period						2,8	2,8	0,9	3,8
Dividends							-5,2	-5,2	-0,7	-5,9
Share issue				0,3			0,4	0,7		0,7
Acquisition of ow	n shares						-2,0	-2,0		-2,0
Other changes							-1,6	-1,6	-1,1	-2,7
Equity capital	31.12.2011	30,2	1,8	10,8	0,1	-0,2	7,2	50,0	0,6	50,6
Translation differ	ence					0,2		0,2		0,2
Profit/loss for the	period						1,0	1,0	0,2	1,2
Dividends							-2,7	-2,7	-0,2	-2,9
Share options ex	xercised							0,0		0,0
Acquisition of ow	n shares						-0,6	-0,6		-0,6
Other changes							0,0	0,0	0,0	0,0
Equity capital	31.3.2012	30,2	1,8	10,8	0,1	0,0	4,9	47,8	0,6	48,4



CASH FLOW STATEMENT, M€	1-3/ 2012	1-3/ 2011	1-12/ 2011
Cash flows from operating activities			
Interest and commission received	22,2	12,5	34,5
Interest and commissions paid	-3,2	-3,1	-8,1
Cash payments to employees and suppliers	-10,7	-7,0	-59,1
Increase(-) or decrease(+) in operating assets:			
Net change in trading book assets and liabilities	-78,4	32,4	69,0
Deposits held for regulatory or monetary control purposes	-0,7	0,0	-0,5
Funds advanced to customers	-12,1	-1,0	138,1
Issue of loan capital	-1,5	3,3	5,9
Net cash from operating activities before income taxes	-84,4	37,1	179,8
Income taxes	-0,2	-0,3	-1,5
Net cash used in operating activities	-84,6	36,8	178,3
Cash flows from investing activities			
Proceeds from sales of subsidiaries and associates Acquisition of property, plant and equipment and intangible	0,0	-1,2	-2,2
assets	-0,5	-1,3	-5,0
Net cash used in investing activities	-0,4	-2,5	-7,2
Cash flows from financing activities			
Proceeds from issue of shares capital	0,0	0,0	0,7
Purchase of own shares	-0,6	-0,3	-2,0
Payment of finance lease liabilities	-0,1	0,0	-0,2
Dividends paid	-2,8	-5,3	-5,3
Net cash from financing activities	-3,5	-5,6	-6,7
Net increase / decrease in cash and cash equivalents	-88,4	28,7	164,4
Cash and cash equivalents at beginning of period	209,7	45,3	45,3
Effects of exchange rate changes on cash and cash equivalents	0,0	0,2	0,0
Cash and cash equivalents at end of period	121,3	74,3	209,7



2012	Markets	Corporate Finance	Wealth Management	Group Operations	Unallocated	Group
SEGMENT INCOME STATEMENT, M€	1-3/ 2012	1-3/ 2012	1-3/ 2012	1-3/ 2012		1-3/ 2012
REVENUE						
External sales	3,5	1,9	6,2	1,2	0,0	12,8
Inter-segment sales	-0,1	0,0	0,0	0,2	0,0	0,0
Total revenue	3,4	1,9	6,2	1,4	0,0	12,8
RESULT						
Segment operating expenses	-3,3	-1,3	-4,5	-2,4	0,3	-11,1
C orporate expenses	-0,5	-0,2	-0,9	1,7	0,0	0,0
Operating profit	-0,5	0,4	0,8	0,7	0,3	1,7
Income taxes					-0,5	-0,5
Segment profit/loss after taxes	-0,5	0,4	0,8	0,7	-0,2	1,2
SEGMENT BALANCE SHEET	31.3.2012	31.3.2012	31.3.2012	31.3.2012		31.3.2012
Segment assets	235,4	1,8	21,1	434,0		
Unallocated corporate assets		.,-	,.		-33,5	
Consolidated total assets					00/0	658,8
Segment liabilites	174,7	0,6	9,2	443,2		000,0
Unallocated corporate liabilities	,,	0,0	7,2	. 10,2	-17,3	
Consolidated total liabilities					,0	610,4
		Cornorata		0		
		Corporate	Wealth	Group		Groun
011	Markets	Finance	Wealth Management	Operations	Unallocated	Group
0011 SEGMENT INCOME STATEMENT, M€	Markets 1-3/ 2011				Unallocated	Group 1-3/ 2011
SEGMENT INCOME STATEMENT, M€		Finance	Management	Operations	Unallocated	
SEGMENT INCOME STATEMENT, M€		Finance	Management	Operations	Unallocated 0,0	
EGMENT INCOME STATEMENT, M€	1-3/ 2011	Finance 1-3/ 2011	<b>Management</b> 1-3/ 2011	<b>Operations</b> 1-3/ 2011		1-3/ 2011
EGMENT INCOME STATEMENT, M€  EVENUE  External sales  Inter-segment sales	1-3/ 2011 5,9	1-3/ 2011 0,8	1-3/ 2011 8,6	Operations 1-3/ 2011 0,7	0,0	1-3/ 2011
EGMENT INCOME STATEMENT, M€  EVENUE  External sales  Inter-segment sales otal revenue	1-3/ 2011 5,9 -0,2	1-3/ 2011 0,8 0,0	1-3/ 2011 8,6 0,0	Operations 1-3/ 2011 0,7 0,2	0,0 0,0	1-3/ 2011 16,1 0,0
REVENUE  External sales Inter-segment sales Total revenue	1-3/ 2011 5,9 -0,2	1-3/ 2011 0,8 0,0	1-3/ 2011 8,6 0,0	Operations 1-3/ 2011 0,7 0,2	0,0 0,0	1-3/ 2011 16,1 0,0
EEVENUE  External sales Inter-segment sales otal revenue  EESULT  Segment operating expenses	1-3/ 2011 5,9 -0,2 5,7	Finance  1-3/ 2011  0,8 0,0 0,8  -1,7	1-3/ 2011 8,6 0,0 8,6	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0	0,0 0,0 0,0 0,0	1-3/ 2011 16,1 0,0 16,1
ECHENT INCOME STATEMENT, M€  EEVENUE  External sales Inter-segment sales otal revenue  EESULT  Segment operating expenses Unallocated corporate expenses	1-3/ 2011 5,9 -0,2 5,7	1-3/ 2011 0,8 0,0 0,8	1-3/ 2011 8,6 0,0 8,6	Operations  1-3/ 2011  0,7 0,2 0,9	0,0 0,0 0,0	1-3/ 2011 16,1 0,0 16,1
REVENUE  External sales Inter-segment sales Total revenue  RESULT  Segment operating expenses Unallocated corporate expenses Operating profit	1-3/ 2011 5,9 -0,2 5,7 -3,9 -0,8	7-3/ 2011 0,8 0,0 0,8 -1,7 -0,3	1-3/ 2011 8,6 0,0 8,6 -5,7 -1,3	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4	0,0 0,0 0,0 0,0 0,0 0,0	1-3/ 2011 16,1 0,0 16,1 -14,4 0,0 1,7
EXECUTE  External sales Inter-segment sales Total revenue  RESULT  Segment operating expenses Unallocated corporate expenses Operating profit	1-3/ 2011 5,9 -0,2 5,7 -3,9 -0,8 1,1	0,8 0,0 0,8 -1,7 -0,3 -1,2	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011 16,1 0,0 16,1 -14,4 0,0 1,7
EEGMENT INCOME STATEMENT, M€  EEVENUE  External sales Inter-segment sales otal revenue  EESULT  Segment operating expenses Unallocated corporate expenses Operating profit  Income taxes egment profit/loss after taxes	1-3/ 2011 5,9 -0,2 5,7 -3,9 -0,8 1,1	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2	8,6 0,0 8,6 -5,7 -1,3 1,7	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3	0,0 0,0 0,0 0,0 0,0 0,0	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1
EVENUE  External sales Inter-segment sales otal revenue  RESULT  Segment operating expenses Unallocated corporate expenses Operating profit  Income taxes Gegment profit/loss after taxes	1-3/ 2011 5,9 -0,2 5,7 -3,9 -0,8 1,1	0,8 0,0 0,8 -1,7 -0,3 -1,2	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011 16,1 0,0 16,1 -14,4 0,0 1,7
EVENUE  External sales Inter-segment sales otal revenue  RESULT  Segment operating expenses Unallocated corporate expenses Operating profit  Income taxes Gegment profit/loss after taxes	1-3/ 2011 5,9 -0,2 5,7 -3,9 -0,8 1,1	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2	8,6 0,0 8,6 -5,7 -1,3 1,7	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1
EVENUE  External sales Inter-segment sales otal revenue  ESULT  Segment operating expenses Unallocated corporate expenses operating profit  Income taxes egment profit/loss after taxes  EGMENT BALANCE SHEET	1-3/ 2011  5,9 -0,2 5,7  -3,9 -0,8 1,1  1,1  31.3.2011	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2  -1,2  31.3.2011	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7  1,7  31.3.2011	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3  31.3.2011	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1
EEGMENT INCOME STATEMENT, M€  EEVENUE  External sales Inter-segment sales otal revenue  EESULT  Segment operating expenses Unallocated corporate expenses Operating profit  Income taxes regment profit/loss after taxes  EGMENT BALANCE SHEET  Segment assets Unallocated corporate assets	1-3/ 2011  5,9 -0,2 5,7  -3,9 -0,8 1,1  1,1  31.3.2011	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2  -1,2  31.3.2011	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7  1,7  31.3.2011	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3  31.3.2011	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1
EEGMENT INCOME STATEMENT, M€  REVENUE  External sales Inter-segment sales rotal revenue  RESULT  Segment operating expenses Unallocated corporate expenses  Operating profit  Income taxes regment profit/loss after taxes  REGMENT BALANCE SHEET  Segment assets Unallocated corporate assets	1-3/ 2011  5,9 -0,2 5,7  -3,9 -0,8 1,1  1,1  31.3.2011	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2  -1,2  31.3.2011	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7  1,7  31.3.2011	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3  31.3.2011	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1  31.3.2011
EXEVENUE  External sales Inter-segment sales Total revenue  RESULT  Segment operating expenses Unallocated corporate expenses Departing profit  Income taxes Segment profit/loss after taxes  SEGMENT BALANCE SHEET  Segment assets Unallocated corporate assets Consolidated total assets	1-3/ 2011  5,9 -0,2 5,7  -3,9 -0,8 1,1  1,1  31.3.2011  233,3	1-3/ 2011  0,8 0,0 0,8  -1,7 -0,3 -1,2  -1,2  31.3.2011 1,8	1-3/ 2011  8,6 0,0 8,6  -5,7 -1,3 1,7  1,7  31.3.2011 21,0	Operations  1-3/ 2011  0,7 0,2 0,9  -3,0 2,4 0,3  0,3  31.3.2011  430,0	0,0 0,0 0,0 0,0 0,0 0,0 -0,6	1-3/ 2011  16,1 0,0 16,1  -14,4 0,0 1,7  -0,6 1,1  31.3.2011



KEY FIGURES DESCRIBING TH	E FINANCIAL PERFORMANCE OF THE GROUP	1-3/2012	1-3/2011	1-12/2011
Net revenue, M€		12,8	16,1	59,0
Operating profit / loss, M€		1,4	1,7	3,6
% of net revenue		11,2	10,8	6,2
Profit / Loss for financial year, M€		1,2	1,1	3,8
% of net revenue		9,1	7,1	6,4
Return on equity % (ROE) *		7,3	8,6	7,0
Return on assets % (ROA) *		0,6	0,6	0,6
Equity/total assets ratio %		7,3	6,4	8,7
Expense ratio (earnings to operation	ng costs)	1,1	1,1	1,1
Personnel in end of period		253	291	276
*annualised				
Evli Group's capital adecuacy		31.3.2012	31.3.2011	31.12.2011
Own assets, M€ *		33,2	35,9	33,1
Own assets, M€ * Risk-weighted items total, M€		33,2 140,1	35,9 162,4	33,1 130,5
				130,5
Risk-weighted items total, M€		140,1	162,4	130,5 14,5
Risk-weighted items total, M€  Capital adequacyratio, %  Evli Bank Plc:s adequacyratio, %		140,1 13,9	162,4 13,4	130,5 14,5 19,3
Risk-weighted items total, M€ Capital adequacyratio, %	um capital requirement	140,1 13,9 18,7	162,4 13,4 16,2	130,5 14,5 19,3 14,8
Risk-weighted items total, M€ Capital adequacyratio, % Evli Bank Plc:s adequacyratio, % Own funds surplus M€	um capital requirement	140,1 13,9 18,7 14,1	162,4 13,4 16,2 14,4	
Risk-weighted items total, M€ Capital adequacyratio, % Evli Bank Plc:s adequacyratio, % Own funds surplus M€ Own funds in relation to the minim	um capital requirement	140,1 13,9 18,7 14,1	162,4 13,4 16,2 14,4	130,5 14,5 19,3 14,8
Risk-weighted items total, M€ Capital adequacyratio, % Evli Bank Plc:s adequacyratio, % Own funds surplus M€ Own funds in relation to the minim * includes only prime own assets	um capital requirement  From Income Statement. Includes gross returns, de	140,1 13,9 18,7 14,1 1,7	162,4 13,4 16,2 14,4 1,7	130,5 14,5 19,3 14,8 1,8

Netrevenue	From Income Statement. Includes gross returns, deducted by interest and commission expenses.	
Operating profit	From Income Statement	
Profit for the financial year	From Income Statement	
Return on equity (ROE), % =	Operating profit/loss - taxes  Equity capital and minority interest (average of the figures for the beginning and at the end of the year)	x 100
Return on assets (ROA), %	Operating profit/loss - taxes  Average total assets (average of the figures for the beginning and at the end of the year)	x 100
Equity / Total assets ratio, % =	Equity capital + Appropriations  Total assets	x 100
Expense ratio as earnings to operating costs	Net interest income + net commission income + net income from securities transactions and foreign exchange dealing + other operating income  Administrative expenses + depreciation and impairment charges+ other operating expenses	( 100



April 24, 2012

### **ACCOUNTING POLICIES**

The Interim Report complies with IAS 34, Interim Reports, as approved by the EU. The accounting policies applied to the financial statements and the segment reporting policies are detailed in the financial statements for 2011.

NOTES TO BALANCE SHEET, M€	31.3.2012	31.3.2011	31.12.2011
Equity and debt securities			
Equity securities are presented in the Statement of Changes in Equity			
Debt securities issued to the public			
Certificates of Deposits and commercial papers	1,0	7,9	2,0
Bonds	66,2	58,2	66,7
Debt securities issued to the public	67,2	66,2	68,7
	less than 3		
Breakdown by maturity	months	3-12 months	1-5 years
Debt securities issued to the public	3,8	0,8	62,6
Changes in bonds issued to the public	31.3.2012	31.3.2011	31.12.2011
Issues	0,0	4,4	21,0
Repurchases	0,0	1,9	7,0
Off-balance sheet commitments			
Commitments given to a third party on behalf of a customer	1,9	6,4	3,0
Irrevocable commitments given in favour of a customer	1,0	1,4	1,1
Guarantees on behalf of others	0,7	0,5	0,9
Unused credit facilities	1,8	3,6	3,5
Transactions with related parties	1-3/2012		

Transactions with related parties

There were no major changes in transactions with related parties in the review period.

The figures are unaudited.