

First quarter results

April 29, 2008

SAMPO BANK IS A SUBSIDIARY OF  
DANSKE BANK.

THE FINANCIAL RESULTS RELATE TO  
THE BANKING ACTIVITIES OF SAMPO  
BANK, WHICH SERVES BOTH RETAIL  
AND CORPORATE CUSTOMERS.

DANSKE BANK GROUP'S BANKING  
ACTIVITIES IN FINLAND HAS SIX  
REGIONS WITH 121 BRANCHES AND 7  
SERVICE POINTS. THIS RESULT DOES  
NOT INCLUDE THE RESULTS OF DANSKE  
MARKETS AND DANSKE CAPITAL IN  
FINLAND.

SAMPO BANK HAS ALMOST 1.2 MIL-  
LION CUSTOMERS AND MORE THAN 3  
100 EMPLOYEES.

THIS PRESS RELEASE COMMENTS ON  
THE RESULTS OF DANSKE BANK  
GROUP'S BANKING ACTIVITIES IN  
FINLAND. SAMPO BANK BECAME PART  
OF DANSKE BANK GROUP ON FEBRU-  
ARY 1, 2007.

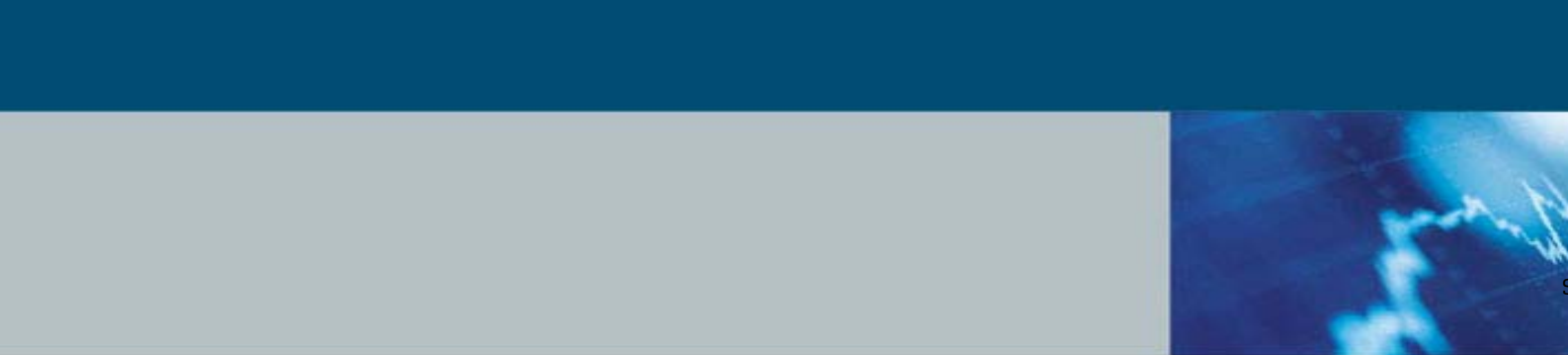
THE DANSKE BANK GROUP IS AMONG  
THE LEADING BANKS IN NORTHERN  
EUROPE WITH FIVE MILLION  
CUSTOMERS AND BANKING ACTIVITIES  
COVERING 15 COUNTRIES.

## Sampo Banks result for the First quarter 2008

**Sampo Bank maintained a good competitiveness in loans, growing total lending 13%, despite challenging migration, hard competition, low lending margins and increasing uncertainty in markets.**

- Profit before tax EUR 29m
- Lending up 13%
- Deposits grew 10%
- Challenging IT migration completed, Sampo Bank on Group's platform
- Strengthened position on the mutual fund market
- Wider choice of products into markets in second half of 2008

BANKING ACTIVITIES FINLAND	Q1	
	Q1 2008	February - March 2007
(€ m)		
Net interest income	106	69
Net fee income	49	31
Net trading income	2	1
Other income	9	6
Total income	166	107
Amortisation of intangible assets	16	17
Integration expenses	23	2
Other operating expenses	102	61
Operating expenses	141	80
Profit before credit loss expenses	25	27
Credit loss expenses	-4	-2
Profit before tax	29	29
Loans and advances, end of period	22.500	20.011
Deposits, end of period	12.513	11.357
Allocated capital (avg.)	1.042	970
Profit before credit loss expenses as % p.a. of allocated capital	9,6	16,7
Pre-tax profit as % p.a. of allocated capital (ROE)	11,1	17,9
Cost/income ratio, %	84,9	74,8
Cost/income ratio, excl. total integration expenses, %	61,4	57,0



The economic climate in Finland remained favourable in the first quarter of 2008.

The trend in net interest income was positive in the first quarter of 2008 which reflects growth in lending and higher interest rates, which more than compensated for the pressure on lending margins. Net interest income rose to EUR 106m.

From March 2007 to March 2008 total lending grew 13%.

“Mortgage loans were one of the main growth drivers for Sampo Bank, growing a total 12%. Our home loan growth continued to be strong, despite fierce competition and continuous turmoil in financial markets”, says Ilkka Hallavo, CEO of Sampo Bank.

Total deposits grew 10%.

At March 31, 2008, the market share of lending and deposits of Banking Activities Finland was 15.4% and 13.6%.

Sampo Bank’s result in the first quarter was impacted by high integration expenses as expected. Sampo Bank migrated onto Danske Bank Group’s IT platform during Easter.

The increase in operating expenses was attributable to total integration expenses, which were EUR 23m.

### **Migration completed after unexpected challenges**

After the migration completed at Easter, Sampo Bank now operates on the basis of the Group’s shared and scalable IT-platform.

One of the largest IT-projects ever seen in Northern Europe started in February 2007, after the acquisition of Sampo Bank was completed. During the process data was converted from 250 Sampo Bank systems, for instance 3.4 million accounts and 800,000 eBanking agreements.

Unfortunately migration led to unexpected problems and consequences and affected customer service.

“In Group we did carry out about 70,000 tests but, as we experienced, that was not enough. We regret the harm and inconvenience we caused to our customers”, says Hallavo.



SAMPO BANK IS DIVIDED INTO SIX REGIONAL AREAS AND FINANCE CENTRES.

SIX AREAS ARE: HELSINKI, UUSIMAA, WESTERN FINLAND, CENTRAL FINLAND, EASTERN FINLAND AND NORTHERN FINLAND.

IN THE NEW ORGANISATION SAMPO BANK PRIVATE BANK OPERATES AS A PART OF SAMPO BANK UNDER THE FINANCE CENTRES.

“The task of migrating Sampo Bank’s IT-systems has been enormous. Thousands of people have worked very hard, both before and after Easter, and we have been able to solve most of the issues”.

Hallavo says that as a part of the international Danske Bank Group Sampo Bank will have better resources and tools to compete at very demanding banking markets in Finland.

“We are very confident that the wider choice of products and services, strong financial foundation and shared IT-platform will bring many advantages to our customers”, he assures.

### **Sampo Bank succeeded on fluctuating mutual fund markets**

The year 2008 in the mutual fund market started as 2007 ended. The global markets suffered from high volatility and declining valuations, and consequently assets were redeemed more than usually from both bond and equity funds. Sampo Bank, however, performed better than its larger competitors, strengthening its market position in mutual funds.

The market share of Sampo Fund Management grew during first quarter of 2008 with almost 0.5 percentage points to 18.6 % (17.7 %). The value for 2007 does not include the assets of the nine funds administered by Danske Capital Fund Management Company as these funds were not merged to Sampo Fund Management until September 2007.

Despite the strengthening of the market position, the mutual fund assets administered by Sampo Fund Management declined with around EUR 1 bn. during the first quarter of 2008. The assets administered by Sampo Fund Management were in the end of March EUR 10.9 bn. (EUR 11.4 bn.).

### **Outlook 2008**

Integration expenses are expected to remain high for the rest of 2008. As previously announced, Banking Activities Finland expects to realise further synergies of about EUR54m in 2008, with full accounting effect from 2009.

Although technical problems in the IT-systems after Easter, Sampo Bank is determined to return the high level of customer service as soon as possible.

“We have set a clear strategy for future. Sampo Bank’s goal is to be a real challenger in Finnish banking markets and achieve our most important mission: to be the best local financial partner for Finns”, states CEO Ilkka Hallavo.

The full Danske Bank Group report can be viewed at [www.danskebank.com/reports](http://www.danskebank.com/reports)

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