

Debt Investor Presentation



OP-Pohjola Group and Issuing entities
Pohjola Bank plc and OP Mortgage Bank

www.pohjola.com

OP-Pohjola Group

Issuing entities are Pohjola Bank plc and OP Mortgage Bank

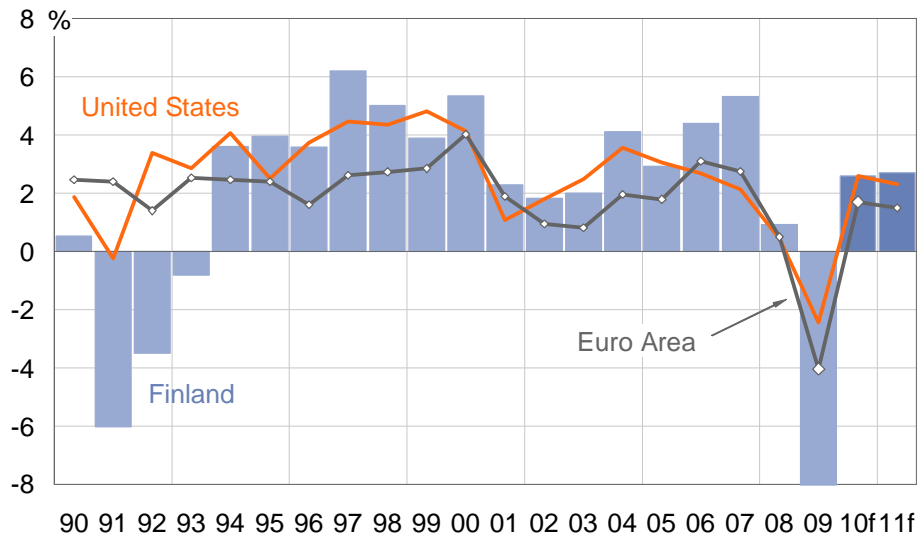
- Leading financial services provider in Finland
- Pohjola Bank is rated double A by all three Rating Agencies
- Strong capital position and deposit funding base
- Liquidity buffer to cover 24 months of maturing wholesale funding
- Finnish risk exposure
- OP-Pohjola Group's stress test results: The group ranks 9th out of the 91 European banks on capital adequacy. Earnings and capital base remain strong even in the adverse scenarios

Finnish Economy



GDP and demand components

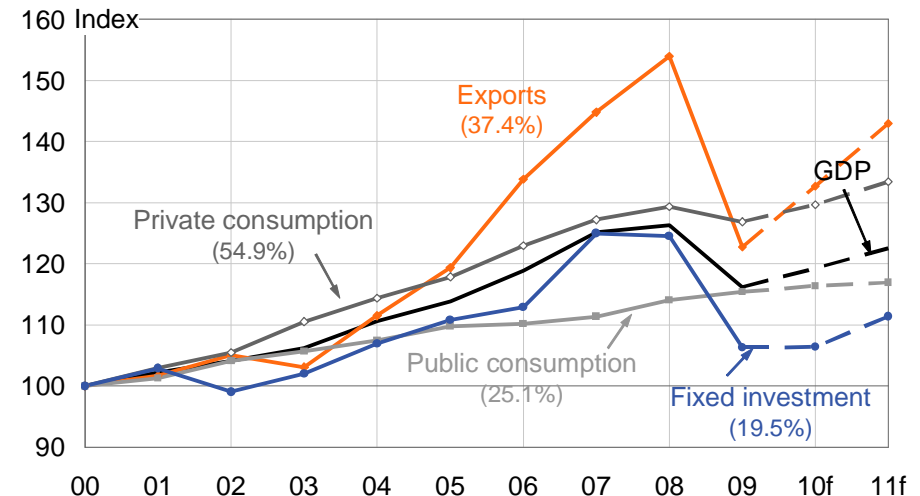
Change in GDP volume



Sources: Reuters EcoWin, forecasts OP-Pohjola Group (August 2010) and IMF (October 2010)

GDP and demand components

GDP shares in 2009 in brackets

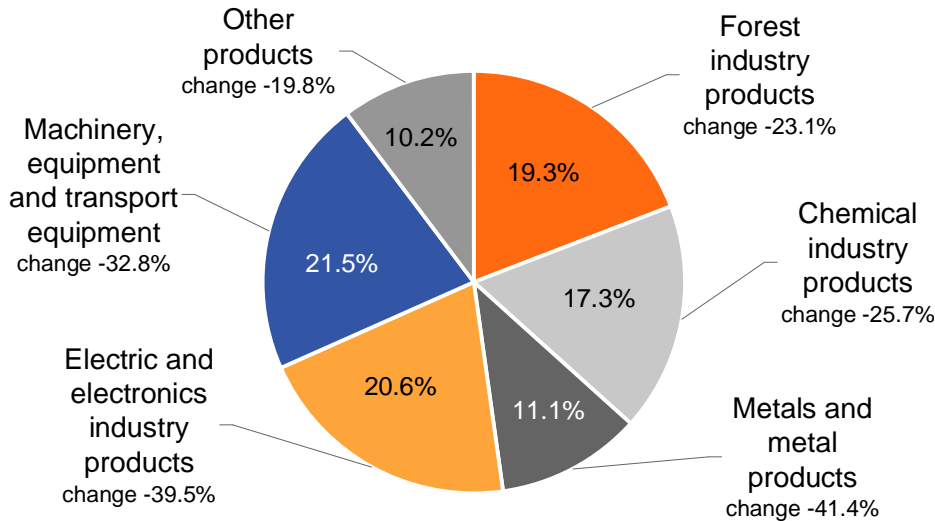


Sources: Statistics Finland, forecasts OP-Pohjola Group, August 2010

Exports by product group and country

Goods exports by product group

Share of total exports and annual change
2009

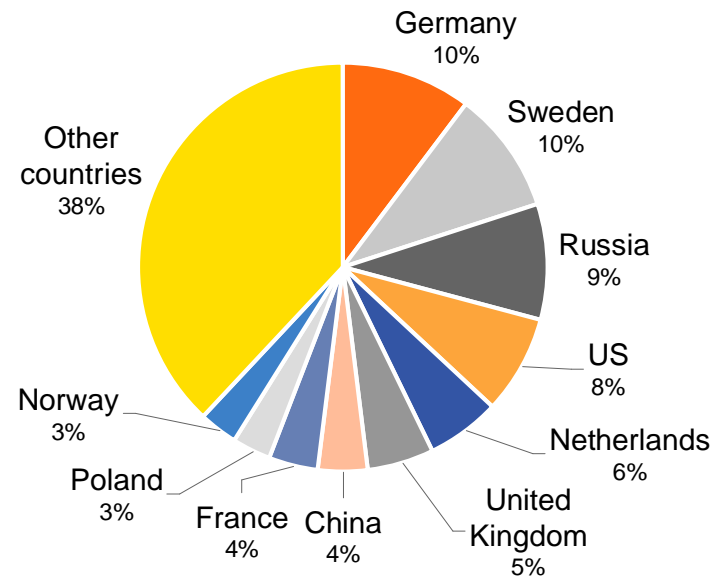


Total exports 44.9 EUR Billion (change, -31.5%)

Source: National Board of Customs

Goods exports by countries

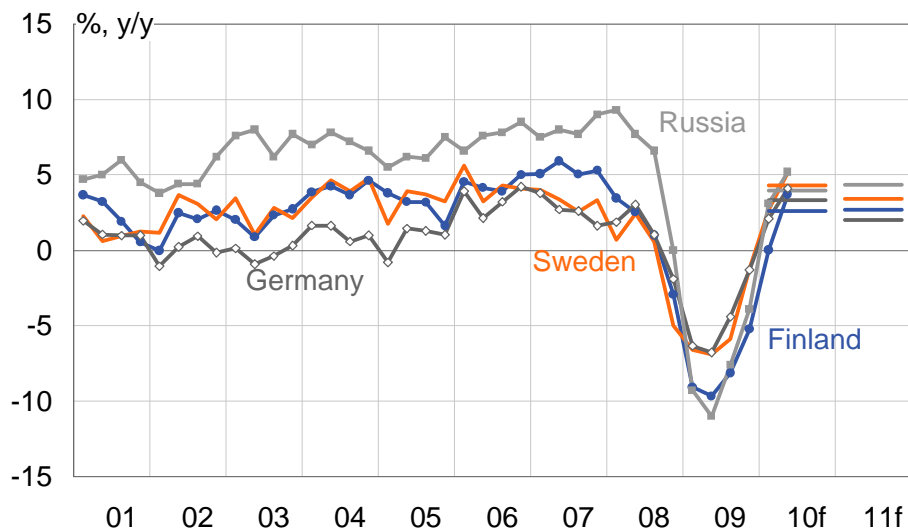
2009



Source: National Board of Customs

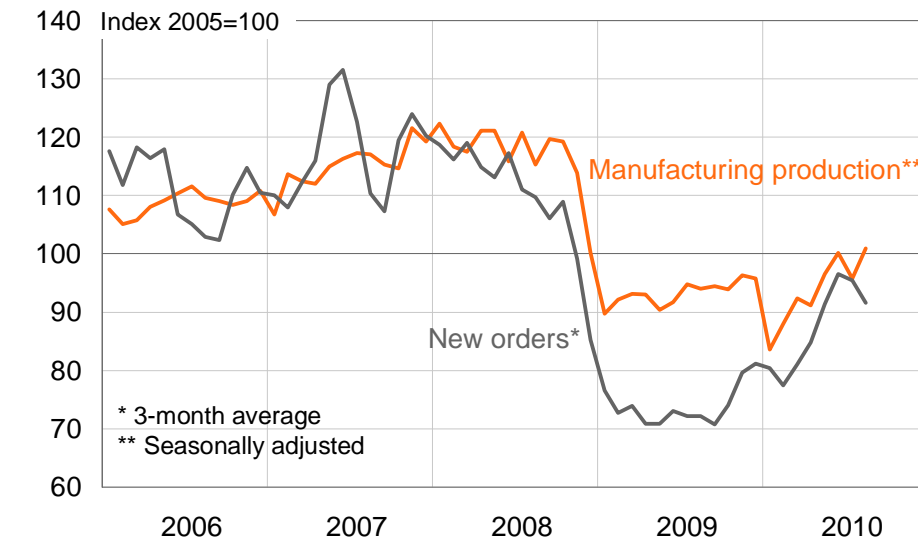
GDP growth, Manufacturing production and orders

GDP growth



Sources: Reuters EcoWin, IMF (WEO , October 2010), OP-Pohjola Group (August 2010), National Institute of Economic Research (Sweden) September 2010

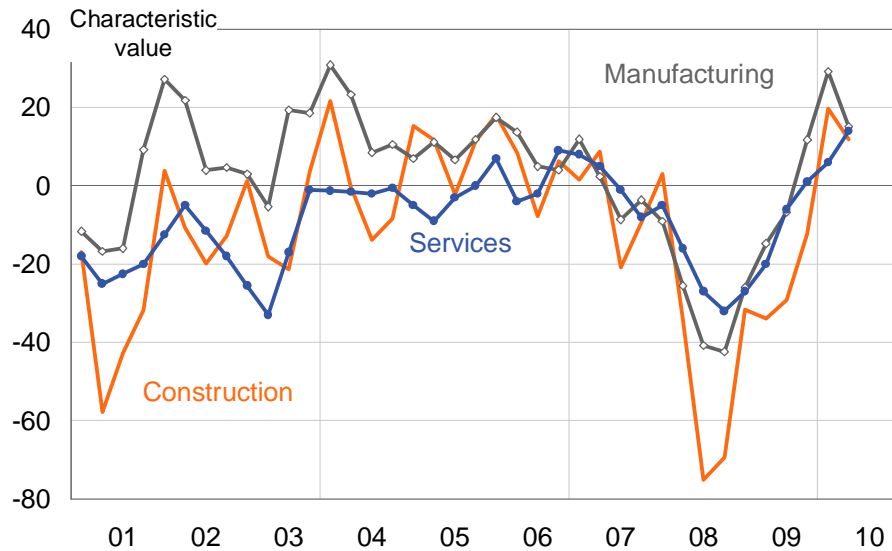
Manufacturing production and new orders



Source: Statistics Finland

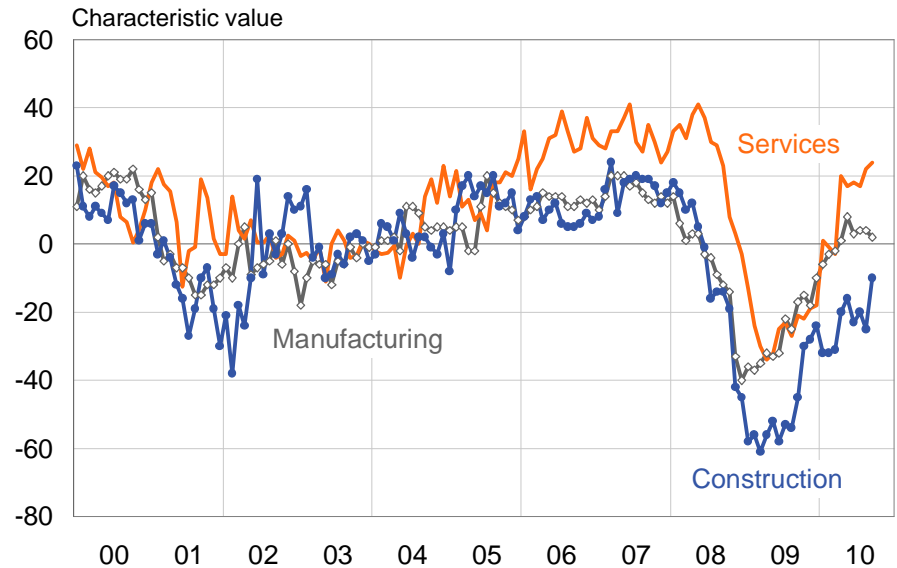
Business outlook and confidence indicators

Business outlook survey



Source: Confederation of Finnish Industries EK (5 August 2010)

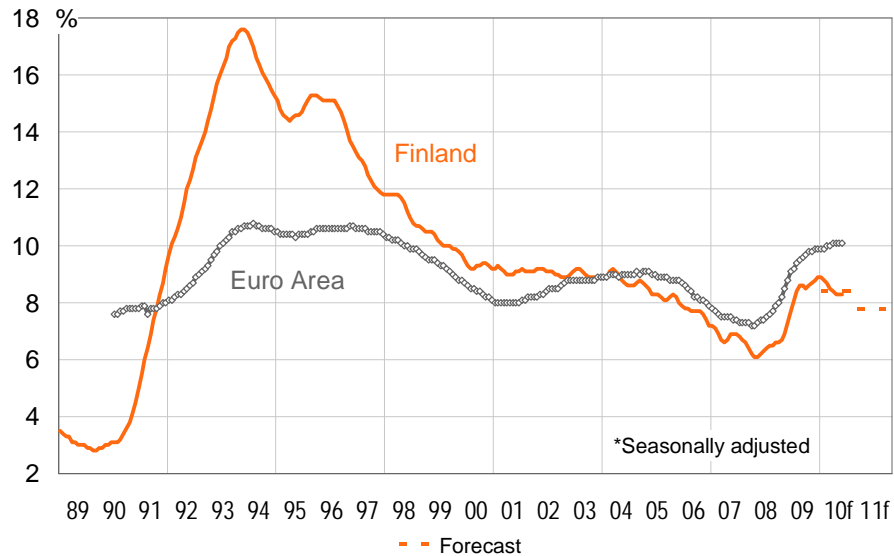
Confidence indicators in Finland



Source: Confederation of Finnish Industries EK

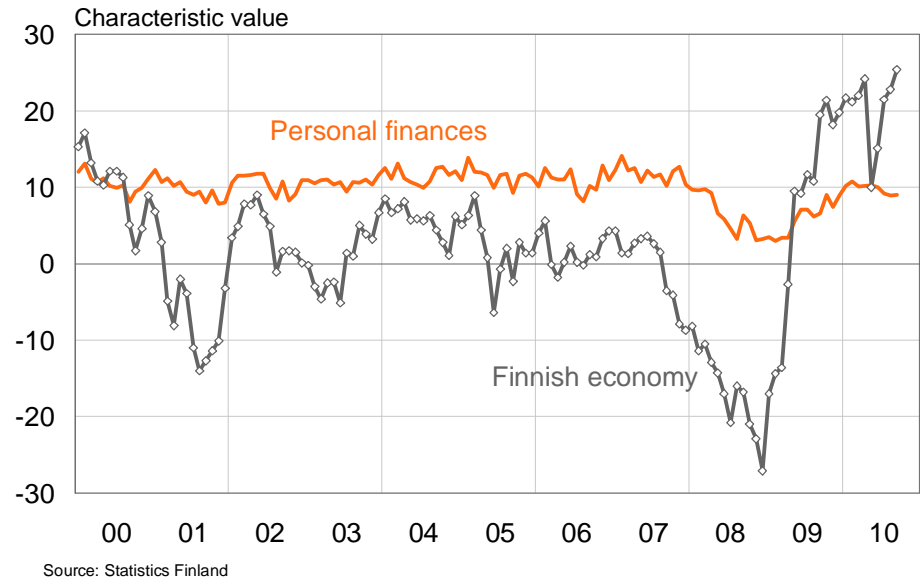
Unemployment rate and consumer confidence

Unemployment rate* in Finland and Euro Area



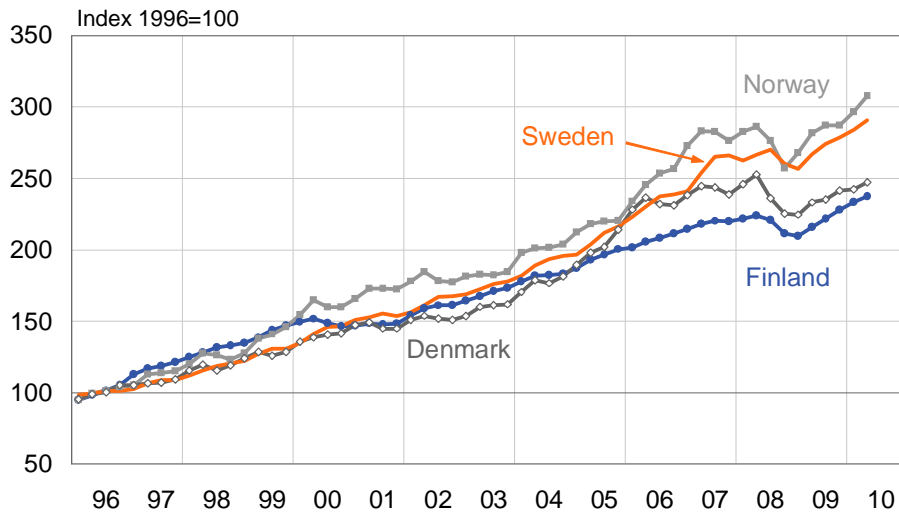
Sources: Statistics Finland, Eurostat, forecasts OP-Pohjola Group, August 2010

Consumer confidence indicator



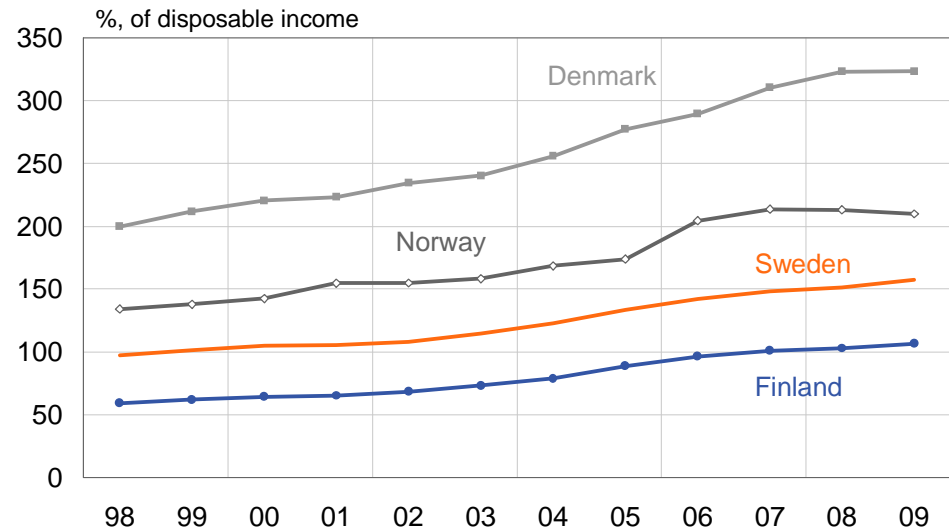
House prices and households' debt ratio

Average house prices



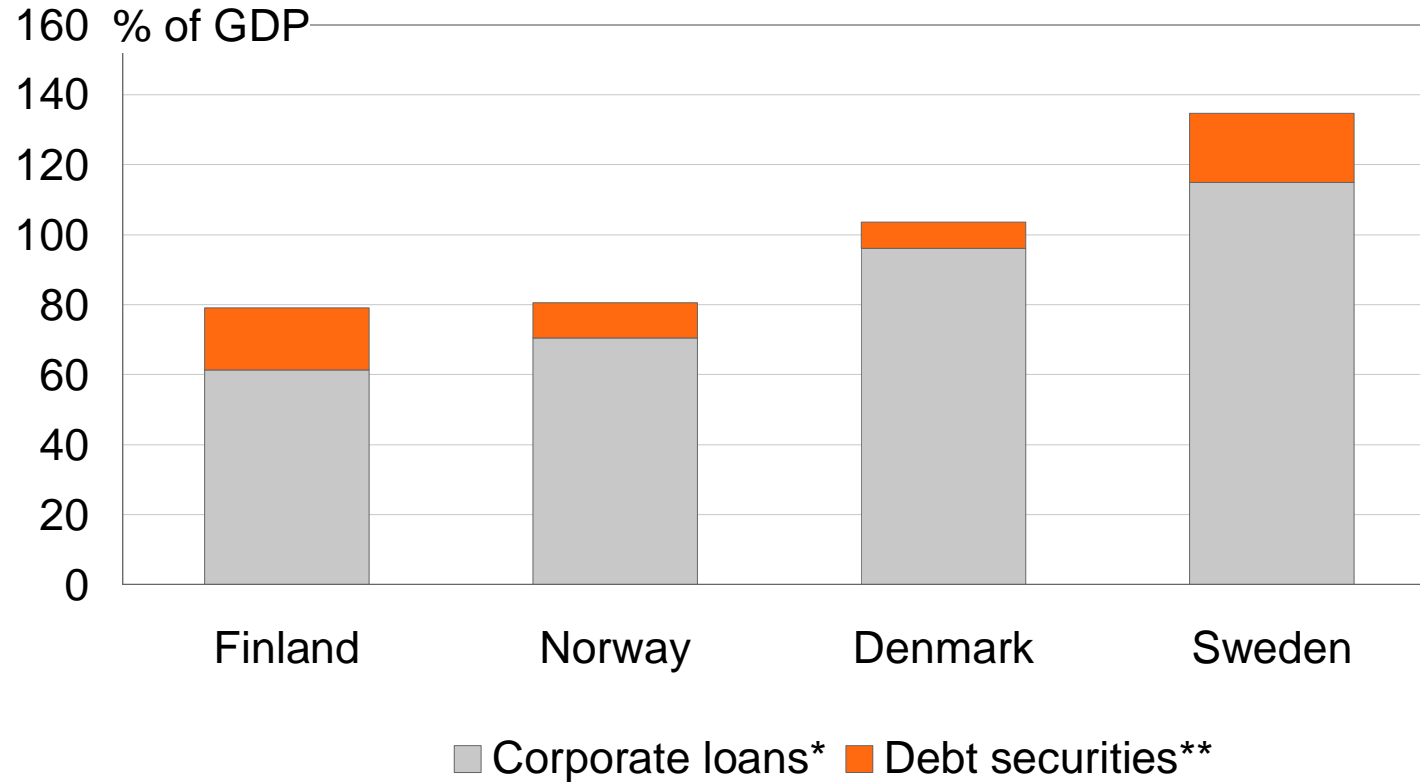
Sources: Reuters EcoWin, Statistics Sweden

Households' debt ratio



Sources: Central Banks, Statistics Finland

Corporate debt in 2009

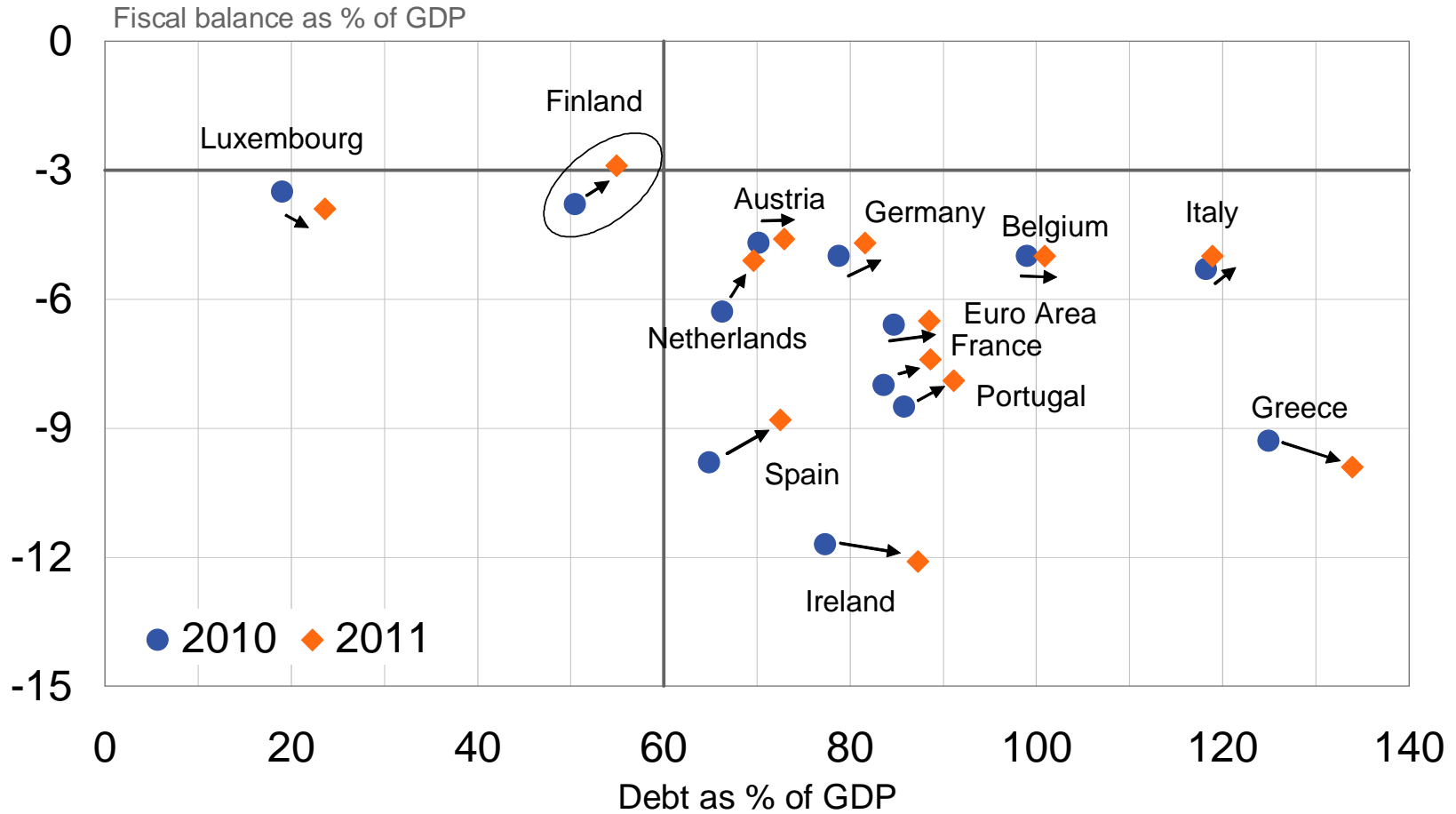


* Excl. loans between Finnish companies

** Commercial papers, corporate bonds and financial derivatives

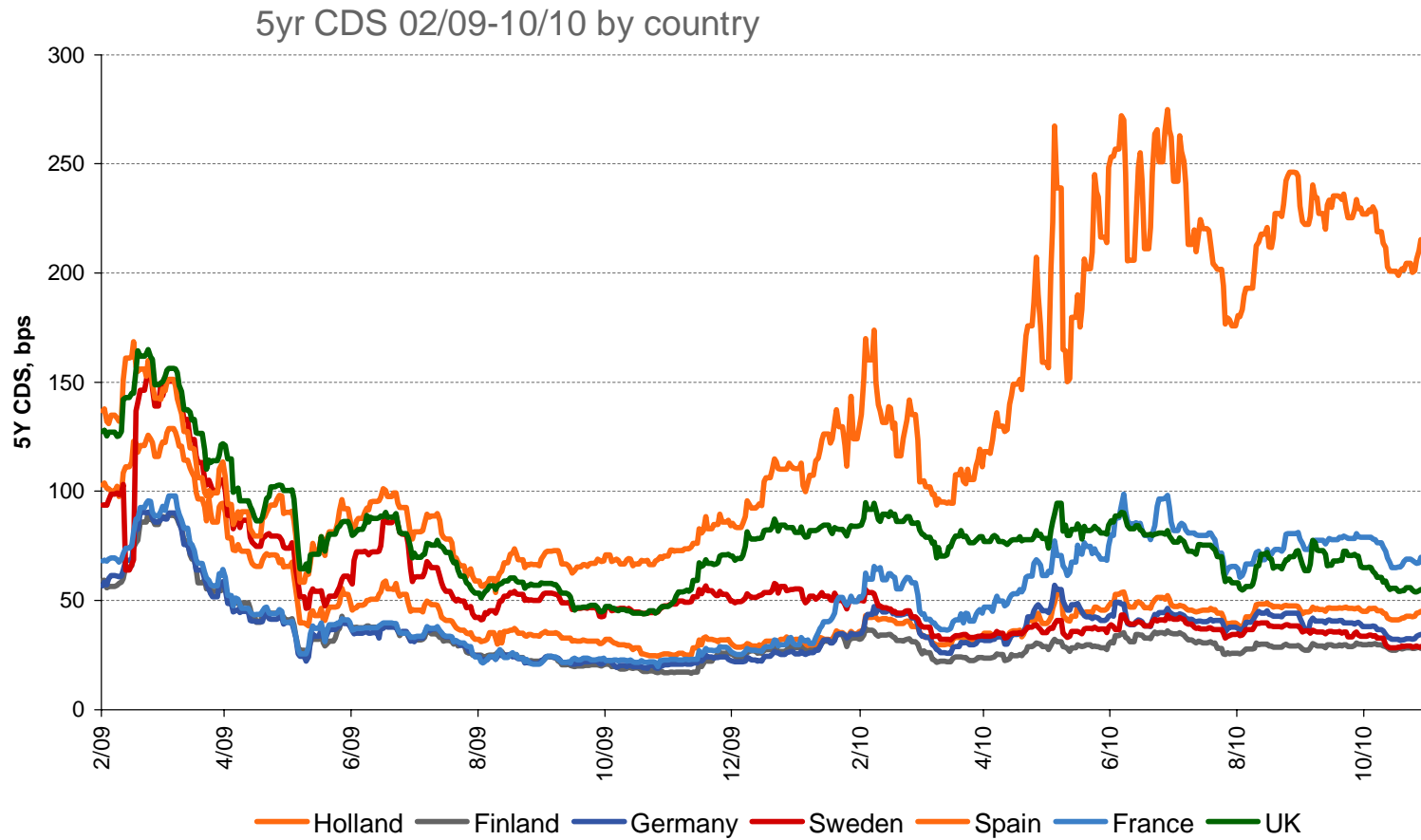
Source: Eurostat, Consolidated Financial Accounts, Norway year 2008

Fiscal balance and government debt



Source: European Commission, May 2010

CDS by country



Forecasts for the Finnish economy

Published on 30 August, 2010

	2009 EUR bn	2009 Volume, % change on previous year	2010f	2011f
GDP	171,3	-8,0	2,6	2,7
Imports	59,8	-18,1	6,6	7,9
Exports	64,0	-20,3	8,1	7,7
Private consumption	94,0	-1,9	2,2	2,9
Public consumption	43,0	1,2	0,8	0,5
Private fixed investment	28,6	-17,4	0,1	5,0
Public fixed investment	4,8	6,1	-0,1	2,5

Other key indicators

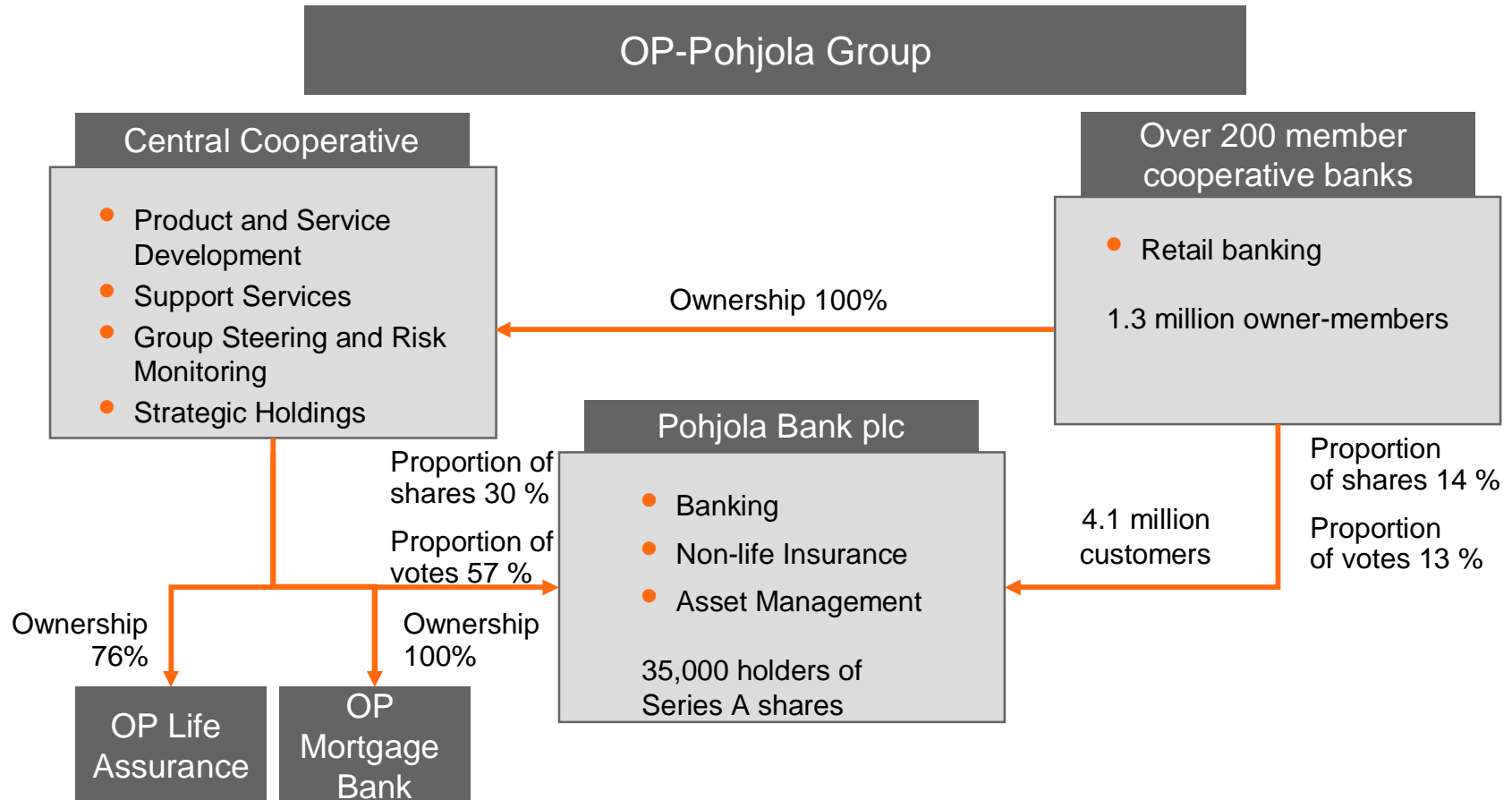
	2009	2010f	2011f
Consumer price index, % change y/y	0,0	1,1	2,1
Wage and salary earnings, % change y/y	3,9	2,7	2,5
Unemployment rate, %	8,2	8,4	7,8
Current account balance, % of GDP	1,3	1,4	1,1
General government debt, % of GDP	44	49,8	52,4
General government net lending, % of GDP	-2,2	-4,3	-2,0

OP-Pohjola Group



Structure of OP-Pohjola and Roles of Group Entities

The issuing entities are Pohjola Bank and OP Mortgage Bank



The Central Cooperative and the member banks are liable for each other's debts and commitments.

OP-Pohjola Group is monitored on a consolidated basis by FSA.

Joint liability

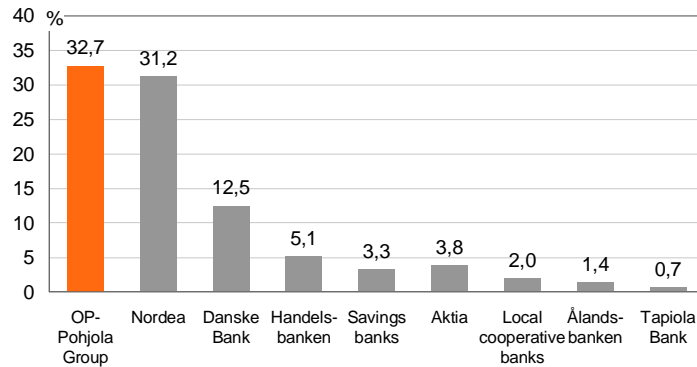
- Under the Act on Amalgamations of Deposit Banks (*Laki talletuspankkien yhteenliittymästä 599/2010*) the member credit Institutions continue to be jointly responsible for each others' liabilities
- If a creditor has not received payment from a member credit institution on a due debt, the creditor may demand payment from the Central Cooperative.
- The member credit institutions are the Central Cooperative, Pohjola Bank, Helsinki OP Bank plc, OP-Kotipankki Oyj, OP Mortgage Bank and the Member Cooperative Banks
- The insurance companies of the group are not participants in the joint responsibility

* Further information on the joint liability is available on the EMTN Base Prospectus of Pohjola Bank

OP-Pohjola

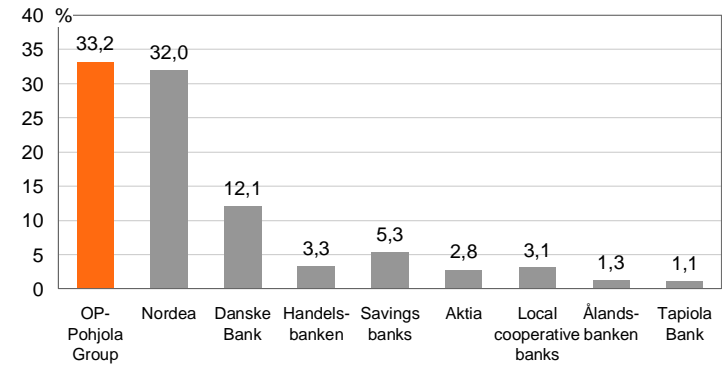
The leading financial services provider in Finland

Market Share in Loans
31 December 2009



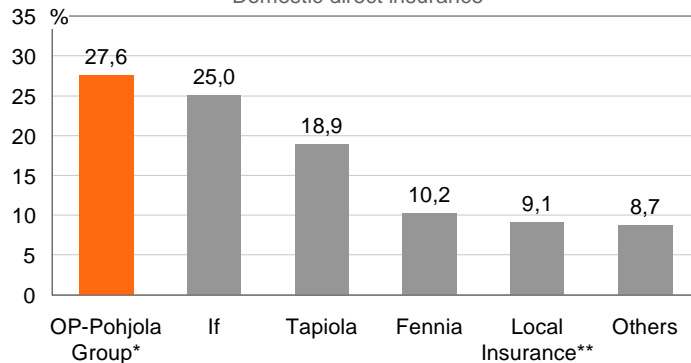
Source: Federation of Finnish Financial Services

Market Share in Deposits
31 December 2009



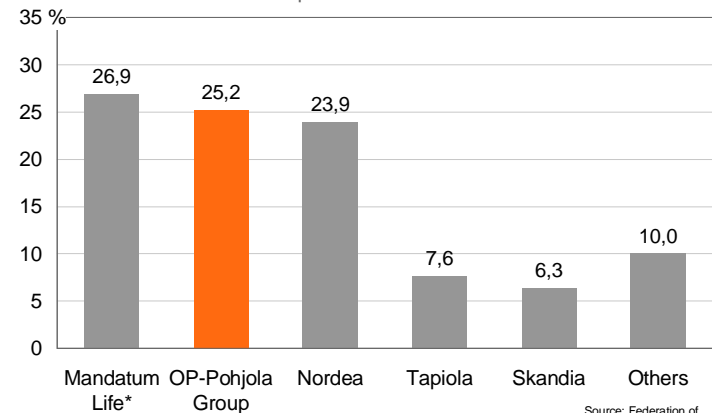
Source: Federation of Finnish Financial Services

Market share in non-life insurance
premiums written 2009
Domestic direct insurance



Source: Federation of Finnish Financial Services
*Pohjola Non-Life, A-Insurance, Eurooppalainen
**incl. Palonvara

Market shares in life insurance
Gross premiums written 2009



* Mandatum Life and Kaleva

Source: Federation of Finnish Financial Services

OP-Pohjola Group and Pohjola

Key figures

	OP-Pohjola Group 1-9/10	Pohjola 1-9/10	OP-Pohjola Group 2009	Pohjola 2009
Total assets, € million	82 974	35 910	80 430	35 510
Receivables from customers, € million	55 705	11 771	52 992	11 323
Deposits, € million	35 388	4 430	34 617	4 133
Equity capital, € million	6 632	2 361	6 187	2 267
Tier 1, %	12.7	12.3	12.6	11.8
Doubtful receivables, € million	259	29	223	44
Doubtful receivables and zero-interest bearing receivables of loans and guarantees, %	0.4	0.21	0.4	0.32
Loan and guarantee portfolio, € bn	58.3	14.0	55.6	13.3
Impairments of receivables, € million	108	88	179	129
Impairments of receivables / loan and guarantee portfolio, %	0.19	0.63	0.32	0.94
Personnel	12 310	2 996	12 504	2 966

OP-Pohjola Group and Pohjola

Income statement, € million

	OP-Pohjola Group 1-9/10	Pohjola 1-9/10	OP-Pohjola Group 2009	Pohjola 2009
Net interest income	679	189	1 070	241
Net income from Non-Life insurance	309	314	396	402
Net income from Life Insurance	62		-120	
Net commissions and fees	417	118	496	143
Other income	141	87	208	109
Total income	1 608	708	2 051	895
Total expenses	941	378	1 248	501
Earnings before impairments of receivables	546	330	643	394
Impairments of receivables	108	88	179	129
Returns to owner-members and OP-bonus customers	122		160	
Earnings before tax	438	242	464	265
Change in fair value reserve	256	31	677	243
Earnings/loss before tax at fair value	694	273	1 140	508

OP-Pohjola Group and Pohjola

Key ratios

	OP-Pohjola Group 1-9/10	Pohjola 1-9/10	OP-Pohjola Group 2009	Pohjola 2009
Net interest margin, %	1.1*	1.38**	1.4*	1.33**
Cost / Income ratio, %	58	34***	53	35***
Return on equity (ROE) at fair value, %	10.7	11.7	14.7	19.2
Return on assets, (ROA) at fair value, %	0.8		1.1	
Non-Life Insurance, Solvency ratio, %		99		88
Life Insurance, Solvency ratio, %****	16.8		13.3	
Operating Combined ratio, %		88.6		87.7

* Net interest income as a percentage of average total assets

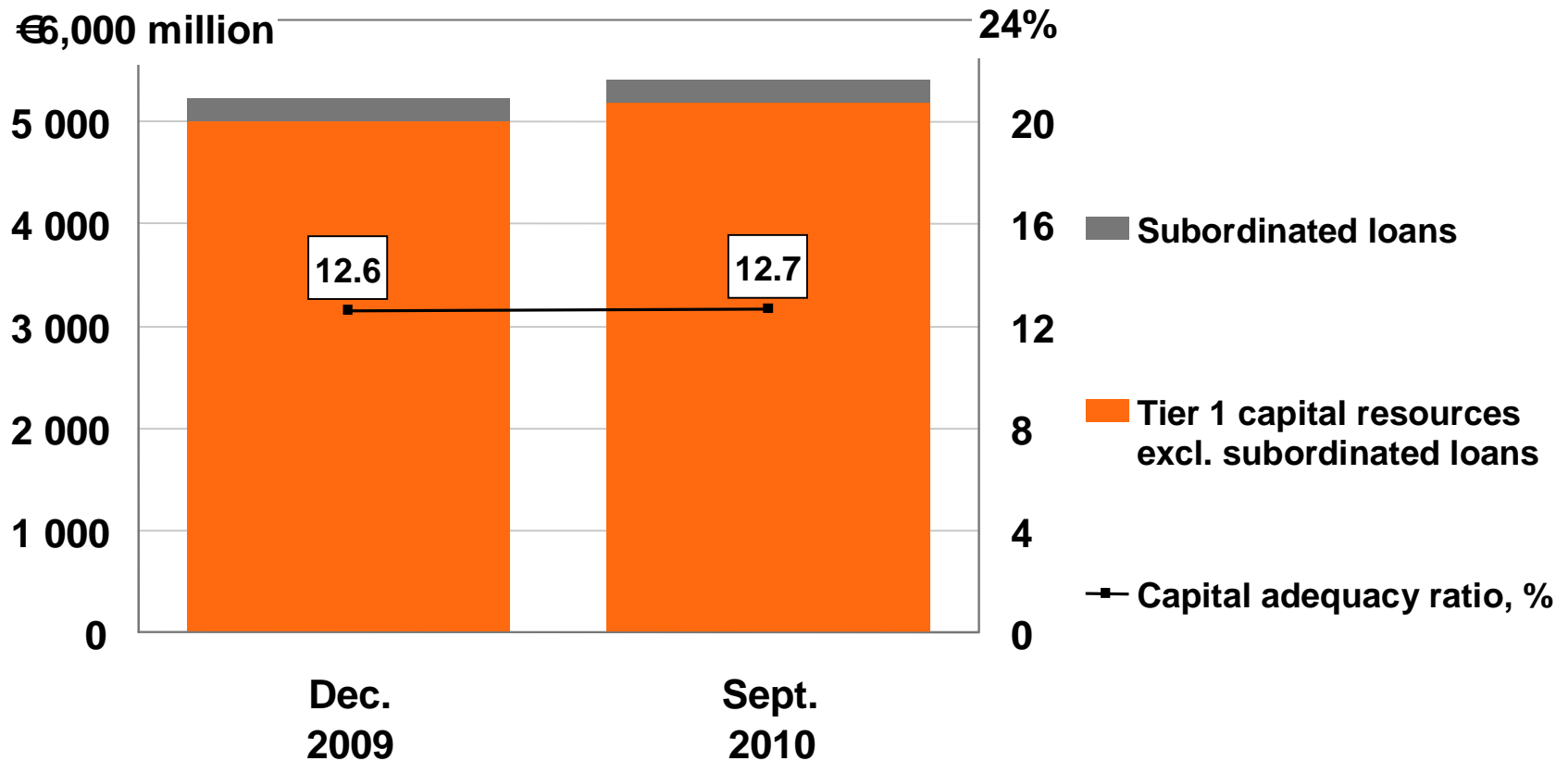
** Average margin for corporate lending

*** Cost / Income ratio in Banking

**** Solvency capital / (net technical provisions at own liability - equalization provision - 0,75 * technical provisions on unit-linked insurances) * 100

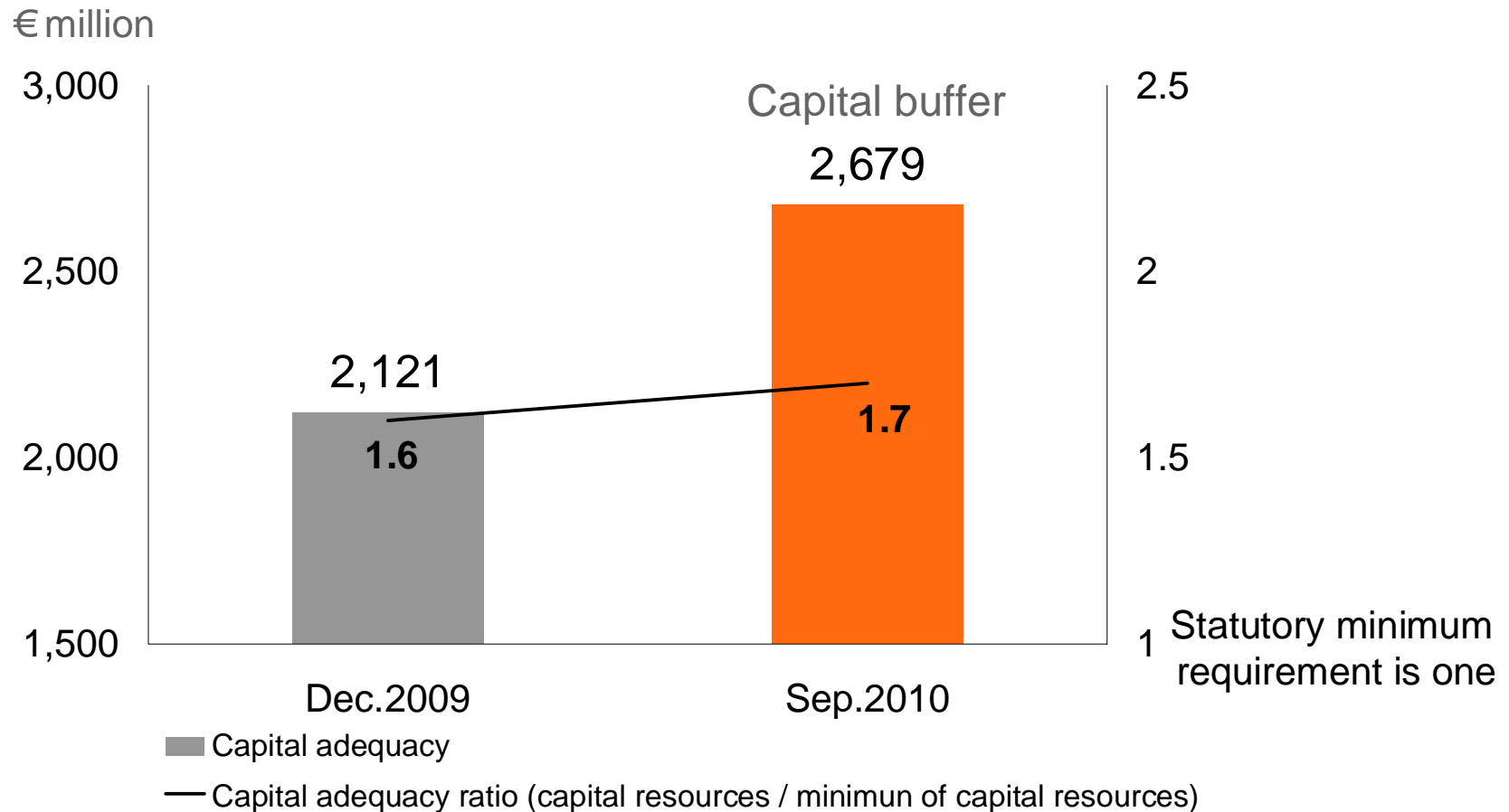
OP-Pohjola Group

Capital resources and capital adequacy



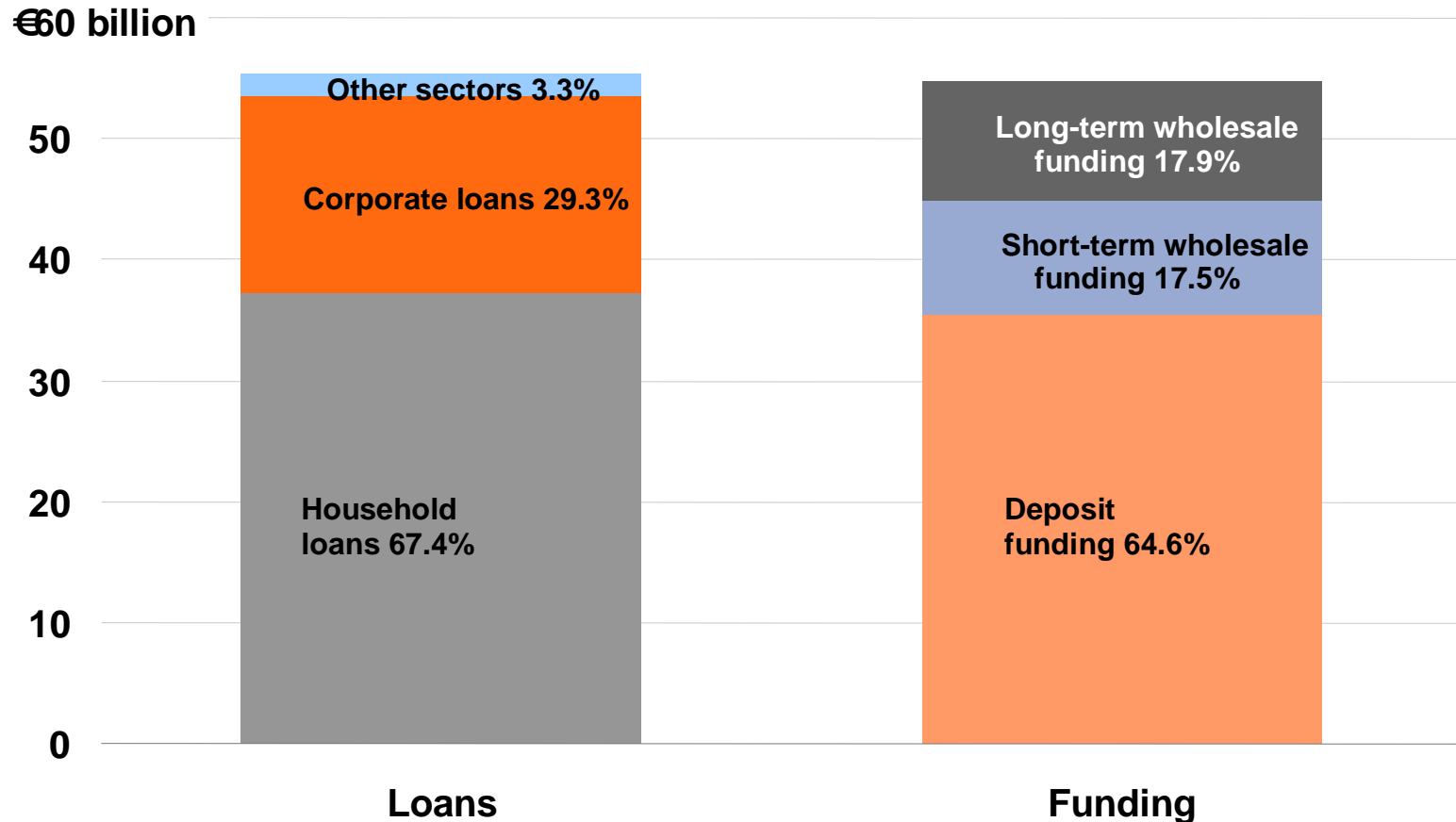
OP-Pohjola Group

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



OP-Pohjola Group

Loans and funding structure (30 September 2010)



OP-Pohjola Group

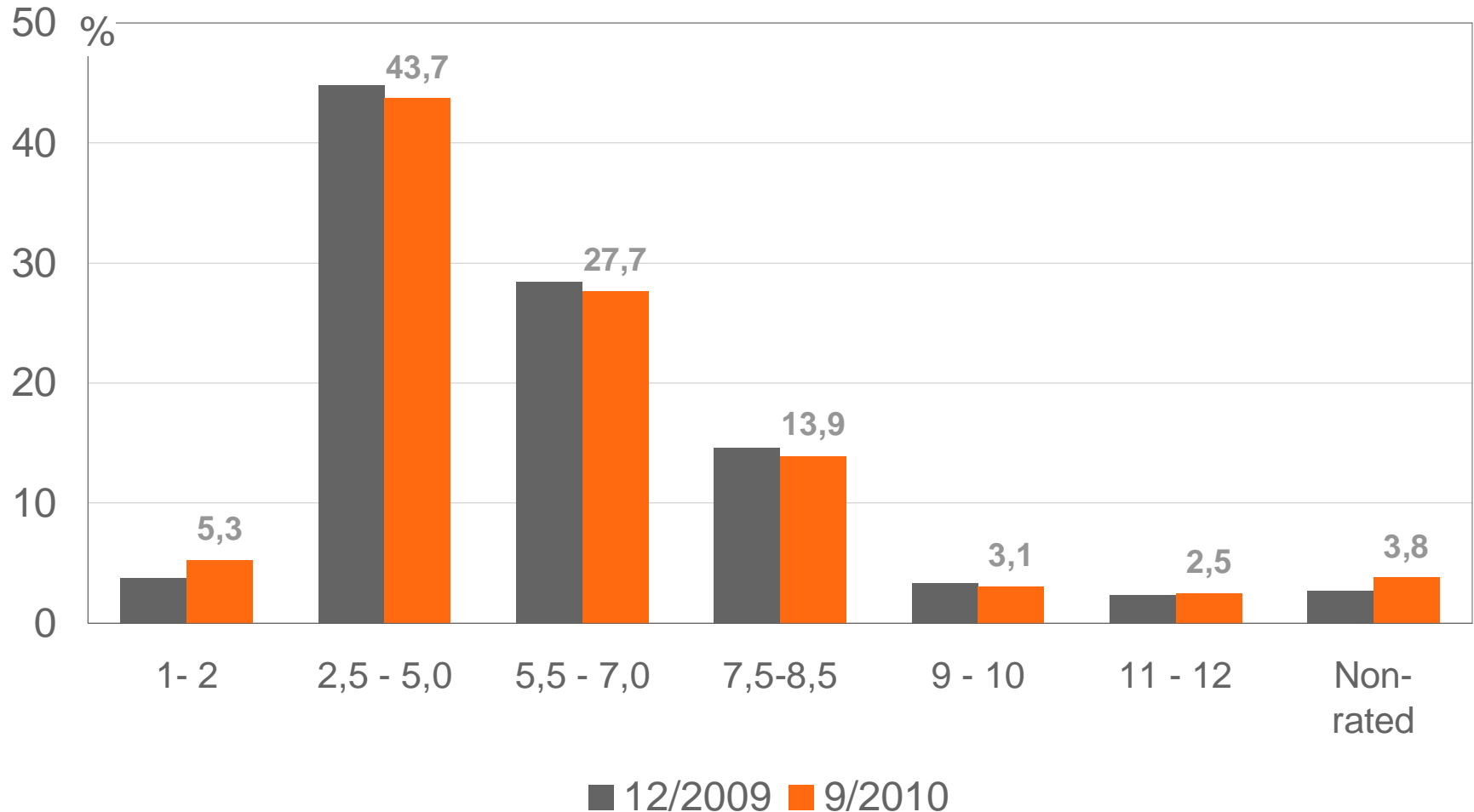
Corporate exposure by sector Q3/2010

1 Renting and operating of residential real estate	17,9 %
2 Wholesale and retail trade	10,8 %
3 Renting and operating of other real estate	10,2 %
4 Services	7,1 %
5 Construction	7,0 %
6 Manufacture of machinery and equipment (incl. services)	6,4 %
7 Transportation and storage	6,2 %
8 Metal Industry	4,3 %
9 Buying and selling of own real estate	4,1 %
10 Forest Industry	3,9 %
11 Chemical Industry	3,4 %
12 Energy	3,4 %
13 Food Industry	3,2 %
14 Financial and insurance activities	2,8 %
15 Agriculture, forestry and fishing	2,6 %
16 Other manufacturing	2,5 %
17 Information and communication	2,4 %
18 Water supply, sewerage and waste management	0,8 %
19 Mining and quarrying	0,7 %
20 Other industries	0,3 %



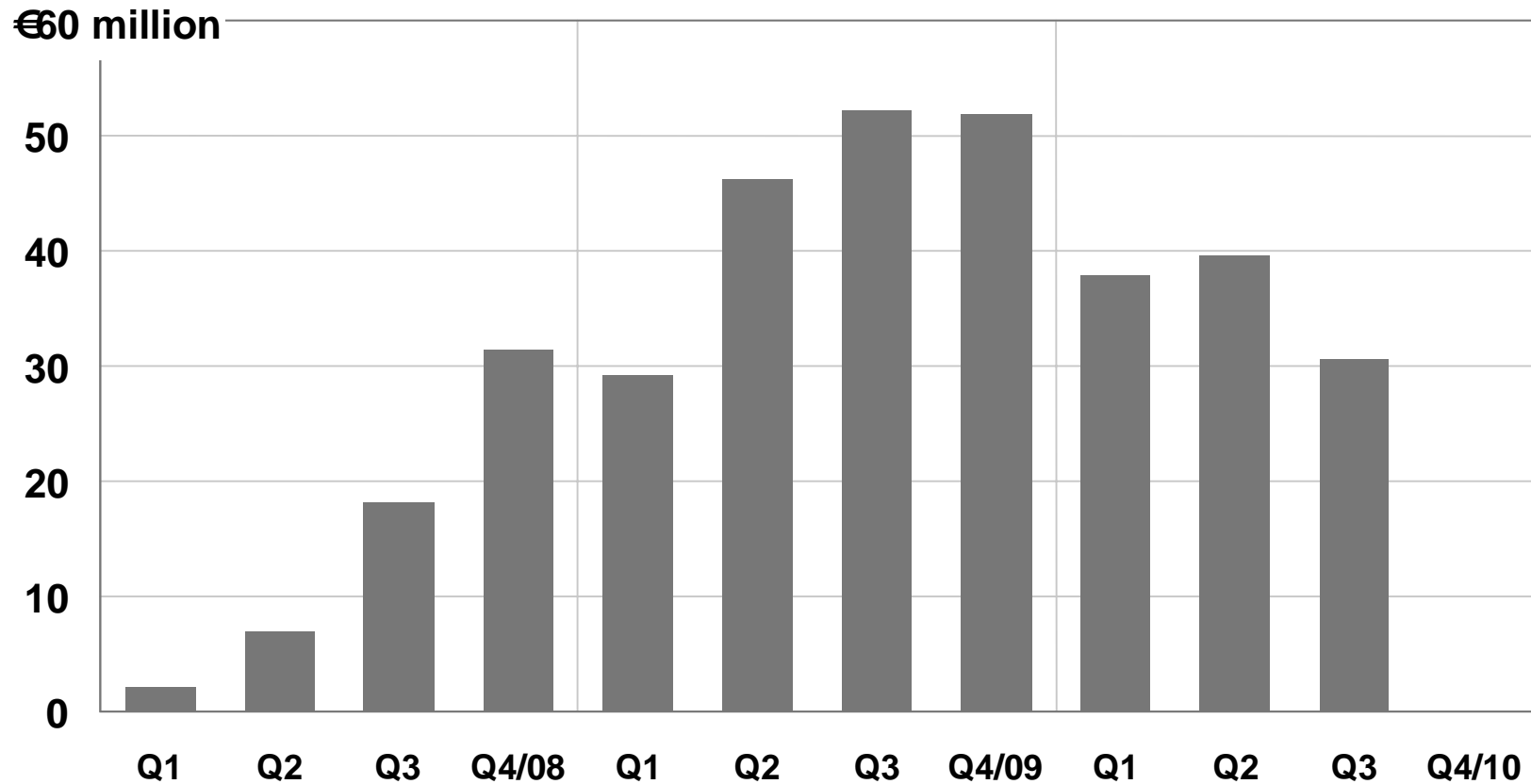
OP-Pohjola Group

Corporate exposure by credit rating category



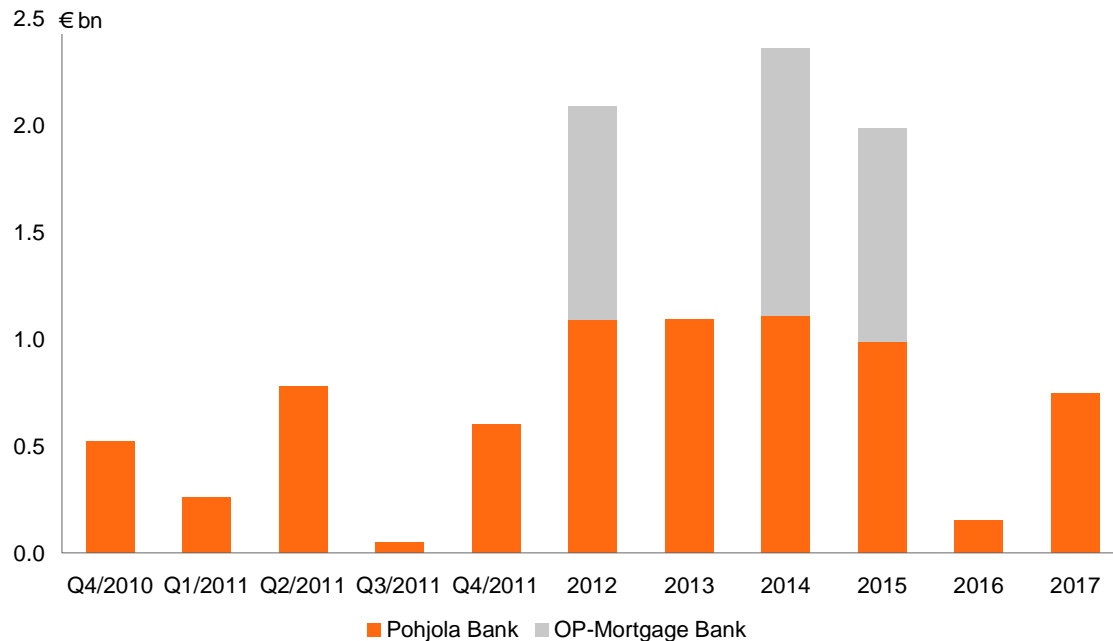
OP-Pohjola Group

Quarterly impairments of receivables



OP-Pohjola Group

Issued Senior Debt and Covered Bonds by Maturity



Pohjola Bank Senior Bond Issues

Feb/10 €750m 3 yr 3mE +53 bps

Mar/10 €750m 5 yr m/s +78 bps

Sept/10 €750m 7 yr m/s +88 bps

OP-Mortgage Bank Covered Bond Issue

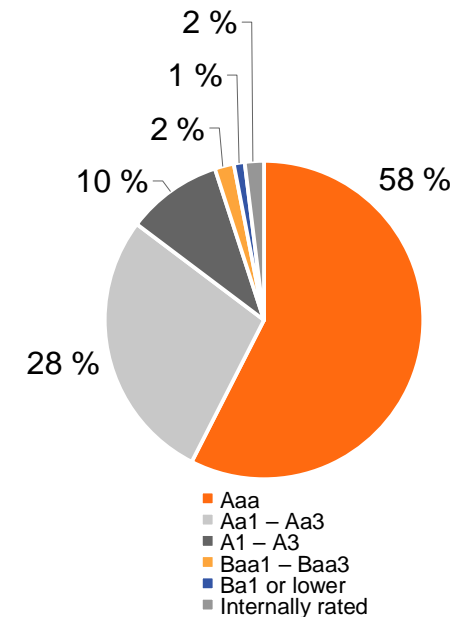
Jun/10 €1bn 5 yr m/s +40 bps

OP-Pohjola Group

Liquidity portfolio €9.7 bn

Liquidity portfolio by maturity and credit rating as of 30 September 2010

Year	0 - 1	1 - 3	3 - 5	5 - 7	7 - 10	10 -	Total	%
Aaa	1 162	948	1 973	853	663	11	5 609	58 %
Aa1 – Aa3	635	1 094	599	132	124	105	2 689	28 %
A1 – A3	100	650	222	18	2	0	991	10 %
Baa1 – Baa3	55	61	48	5	4	0	171	2 %
Ba1 or lower	0	20	27	27	5	0	80	1 %
Internally rated	88	51	42	26	0	0	208	2 %
Total, €mn	2 039	2 824	2 911	1 060	798	116	9 748	100 %



The residual term to maturity averages 3.7 years

Credit rating

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

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

*) Long-term debt

**) The credit rating outlook is negative

***) Covered bond rating

****) Financial Strength

OP Mortgage Bank in Brief

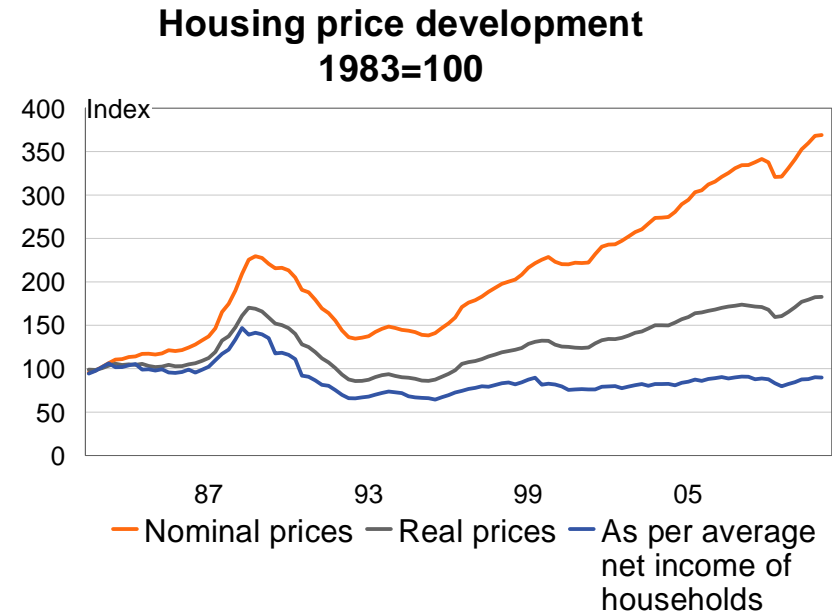
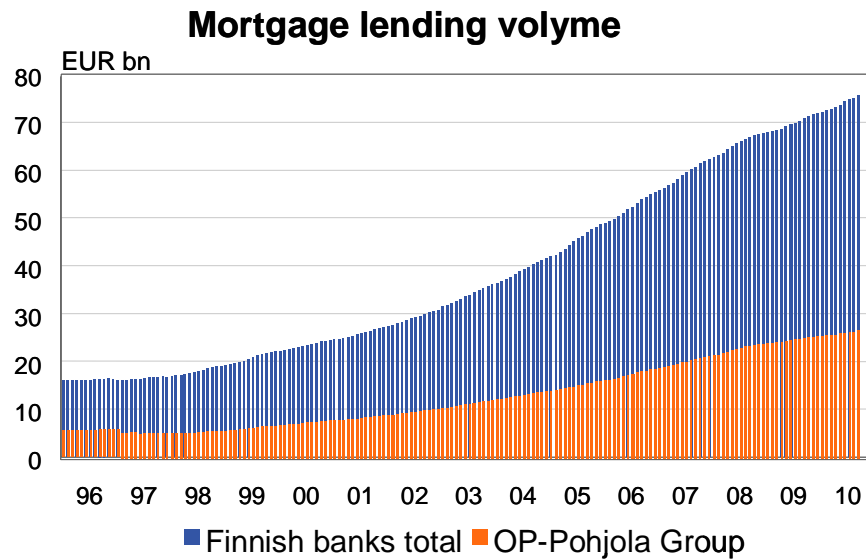


The Finnish Housing Market – an Overview

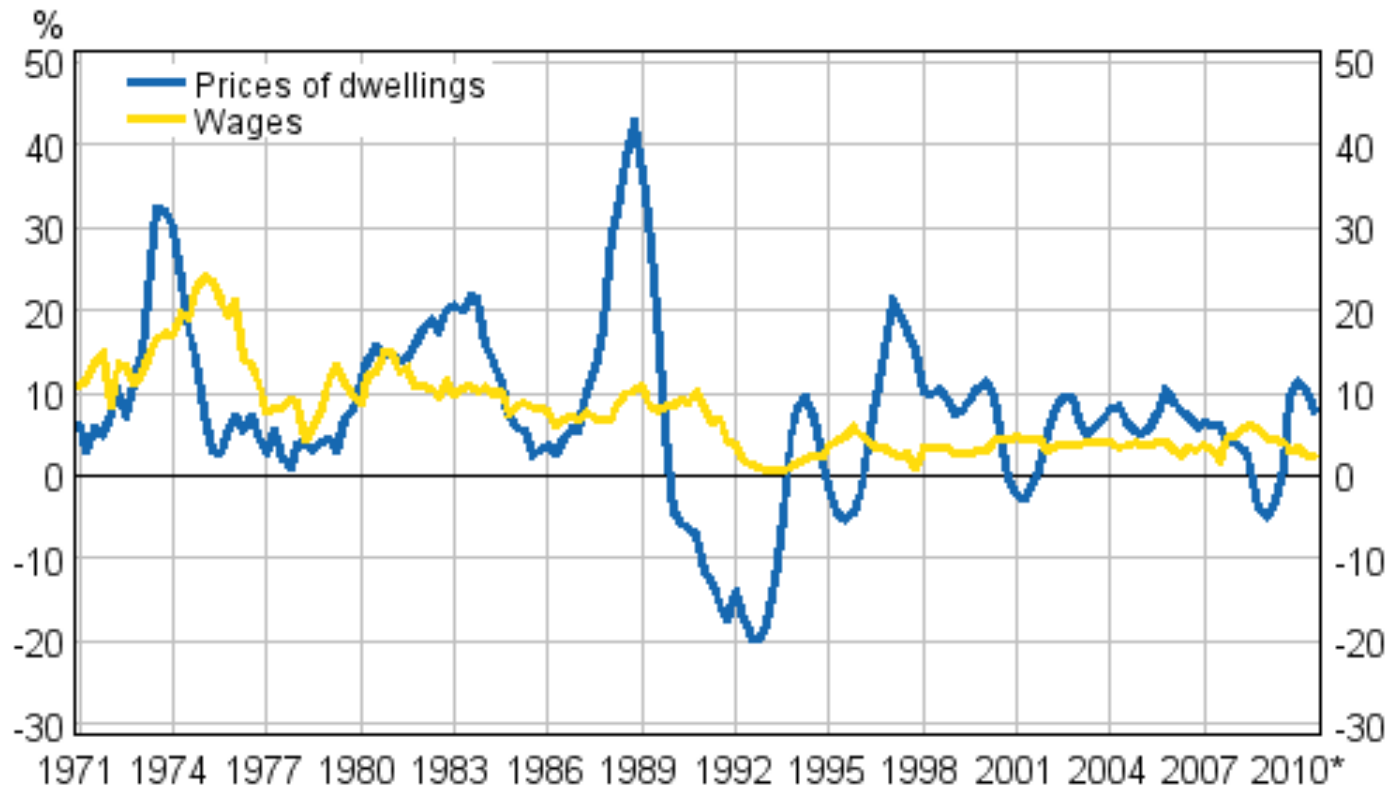
- Ownership ratio of households around 66%
- Average size of dwellings 79 m²
- Floor space per occupant 38,6m²
- Typical maturity in new loans 20 years
- Variable interest rates: over 95% of all loans
- Average annual housing starts around 33,000
- 28 % interest relief in taxation (limited)
- Capital gains exempt after 2 years

Mortgage Market and House Price Growth

- The lending volume in the Finnish mortgage market has increased a lot over the past years, which has driven up the nominal house prices.
- In real terms, house price development has been more muted and as per the average net income the increase in house prices have been very stable over a long period of time.

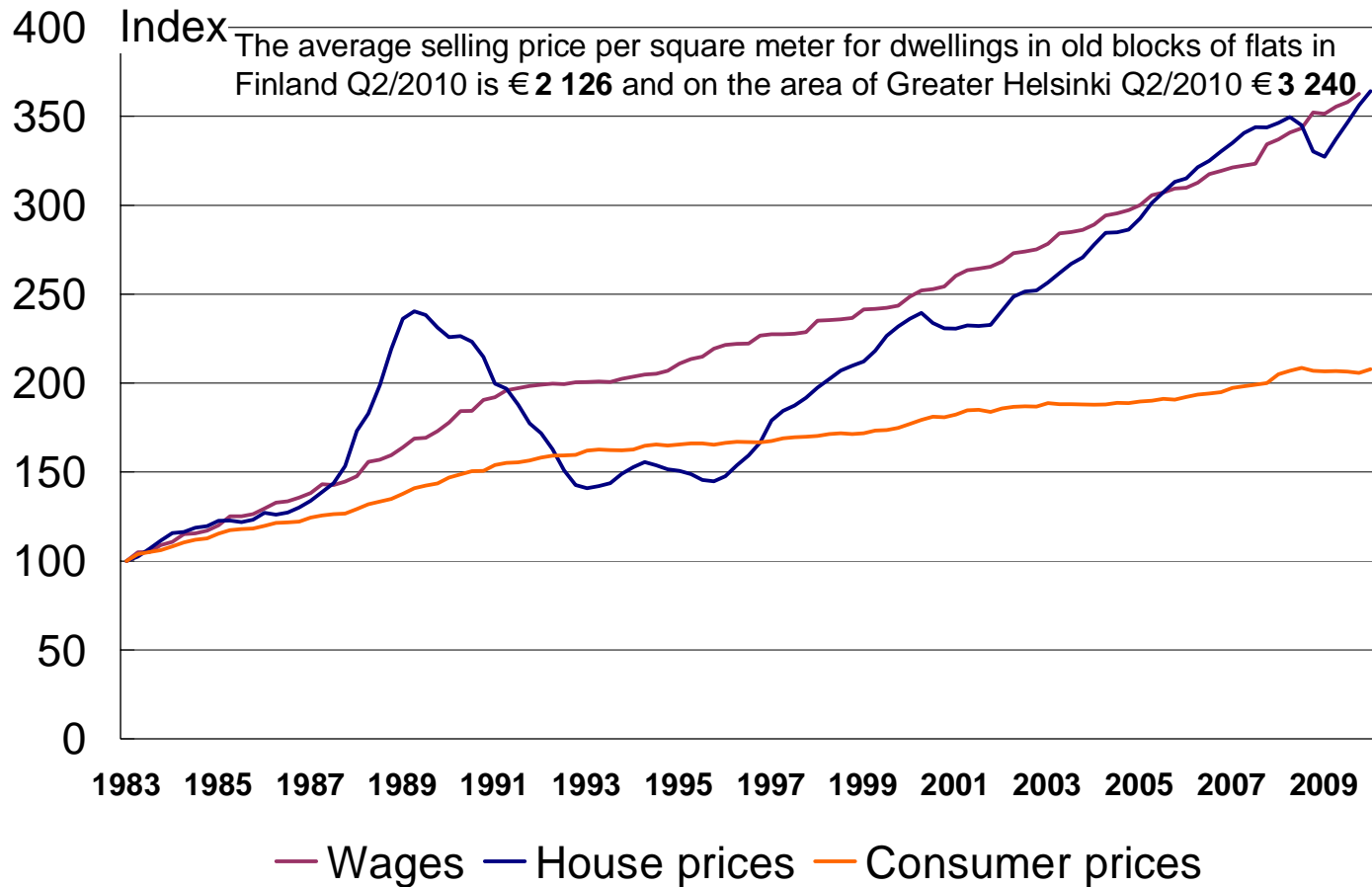


Year-on-year changes in prices of dwellings and in wages and salaries



*Preliminary data for year 2010

Changes in House prices, Wages and Consumer prices



Highlights of the Act on Mortgage Credit Bank Operations

- Segregation of assets in Covered Register
- Tight LTV restrictions on eligible assets (70% LTV on housing loans)
- Overcollateralisation requirement of 2%
- Continuity of Cover Pool and Covered Bonds in the event of liquidation and bankruptcy of the issuer
- Regulated by Finnish FSA

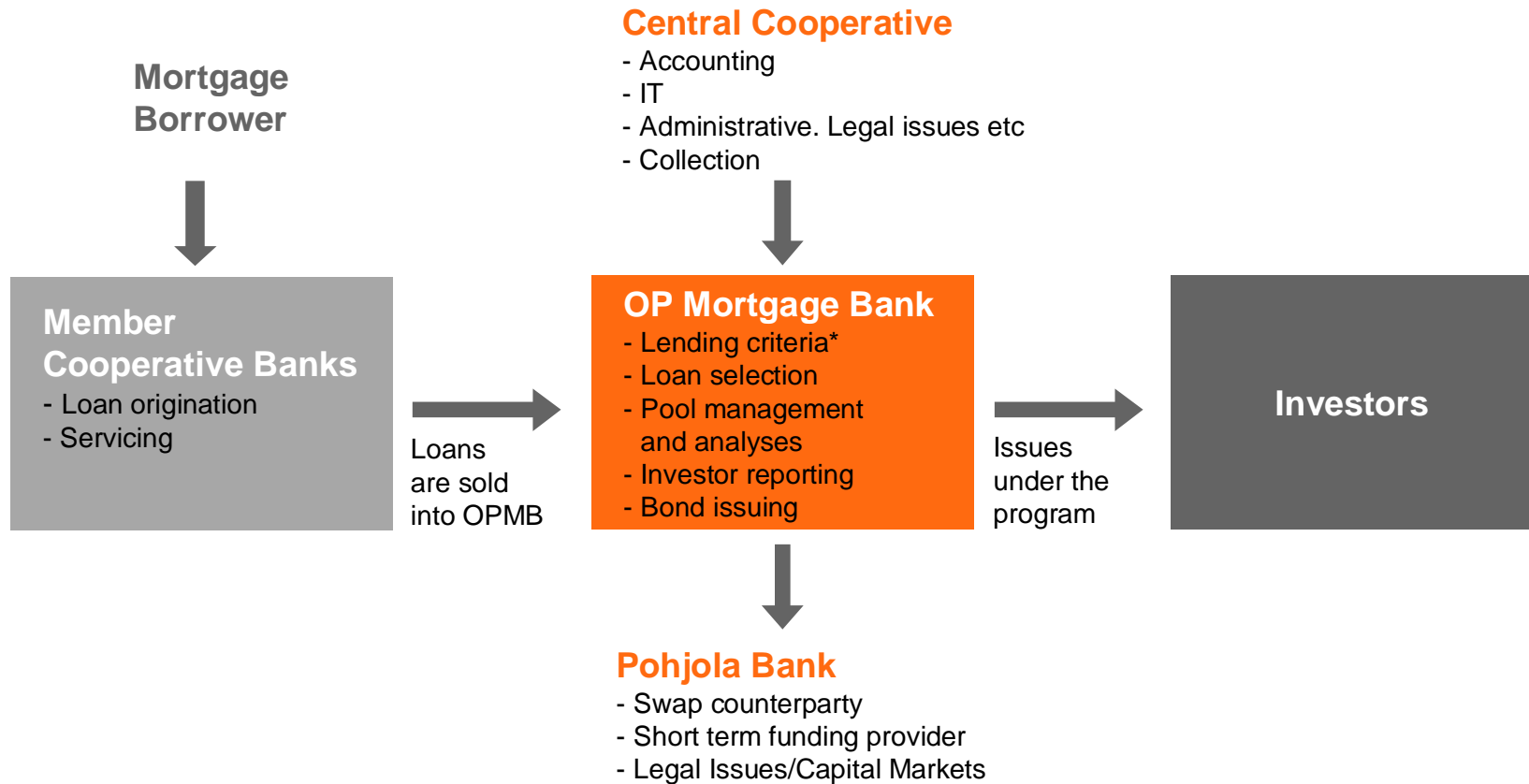
OP Mortgage Bank in Brief

- OP Mortgage Bank is a special purpose bank operating under the Act on Mortgage Credit Bank Operations.
- The sole purpose of the bank is to raise funds for the member banks of the OP-Pohjola Group by issuing covered bonds with mortgage collateral.
- The outstanding covered bonds of OP Mortgage Bank are rated AAA by S&P and Aaa by Moody's.
- OP Mortgage Bank is a 100% owned subsidiary of the OP-Pohjola Group Central Cooperative.
- OP Mortgage Bank fully benefits from the joint responsibility based on the Act on Amalgamations of Deposit Banks. However since assets in its Cover Asset Pool are ring-fenced the noteholders have a right to receive what is due to them before all other debtors.

OPMB Operational Model

- OPMB is a funding vehicle for the Member Banks:
 - Subject to strict eligibility criteria:
 - Existing loans may be transferred from member banks into OPMB.
 - Origination can be done directly into OPMB where the Member Cooperative Bank will act as a broker agent.
- OPMB utilises the current structure of the cooperative and outsource inter alias:
 - Origination and servicing of assets to the Member Cooperative Banks
 - Risk management, IT-services, accounting etc. to Central Cooperative
 - Interest rate risk management to Pohjola Bank

Operational Model and Roles



*Basic lending criteria for the group are set by Central Cooperative. OP Mortgage Bank can set additional limits

OPMB Asset Pool Characteristics

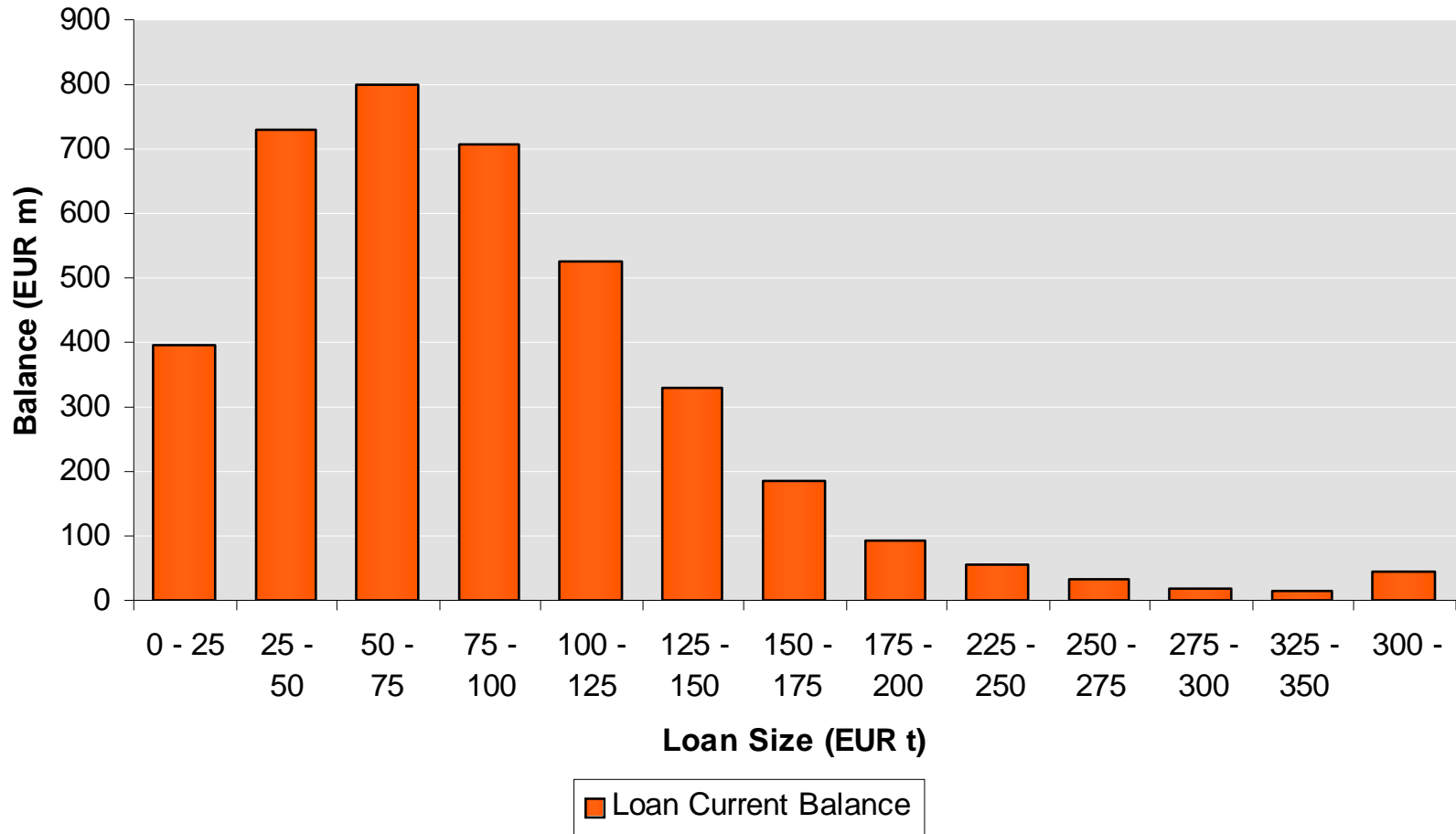


Main Features of OP Mortgage Bank cover asset pool as of September 2010

- Collateralized by first ranking Finnish mortgages.
- Current balance EUR 3,9 billion.
- Weighted Average unindexed LTV of 45 %
- Average loan size of approximately EUR 47.000
- No loans over 90 days in arrears ongoing
- Variable interest rates: over 95 % of all loans
- Hedging agreements in place in order to mitigate interest rate risk.
- Total amount of Covered Bonds issued EUR 3.25 billion.

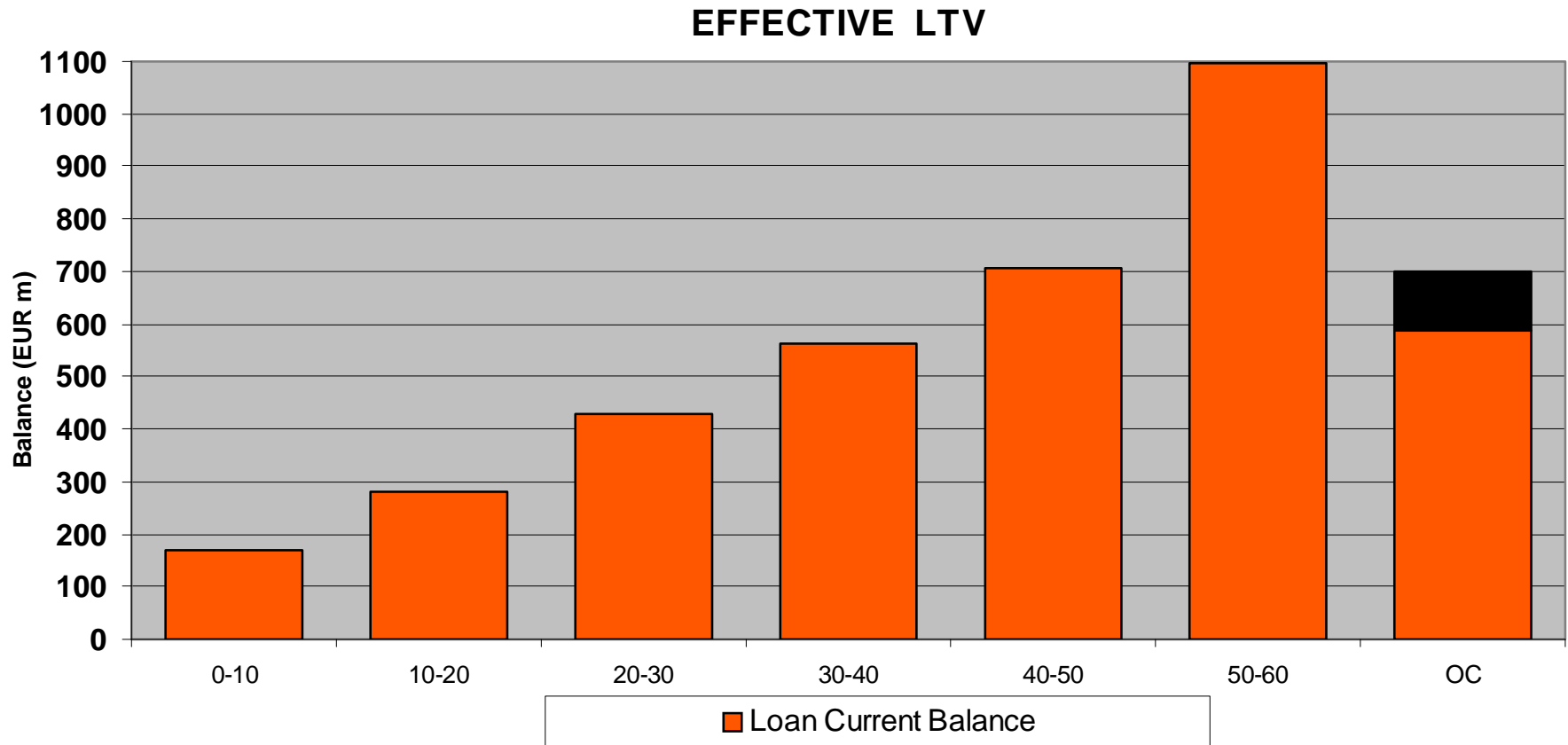
OPMB Asset pool characteristics - loans by size

Loan Current Balance



OPMB Asset pool characteristics

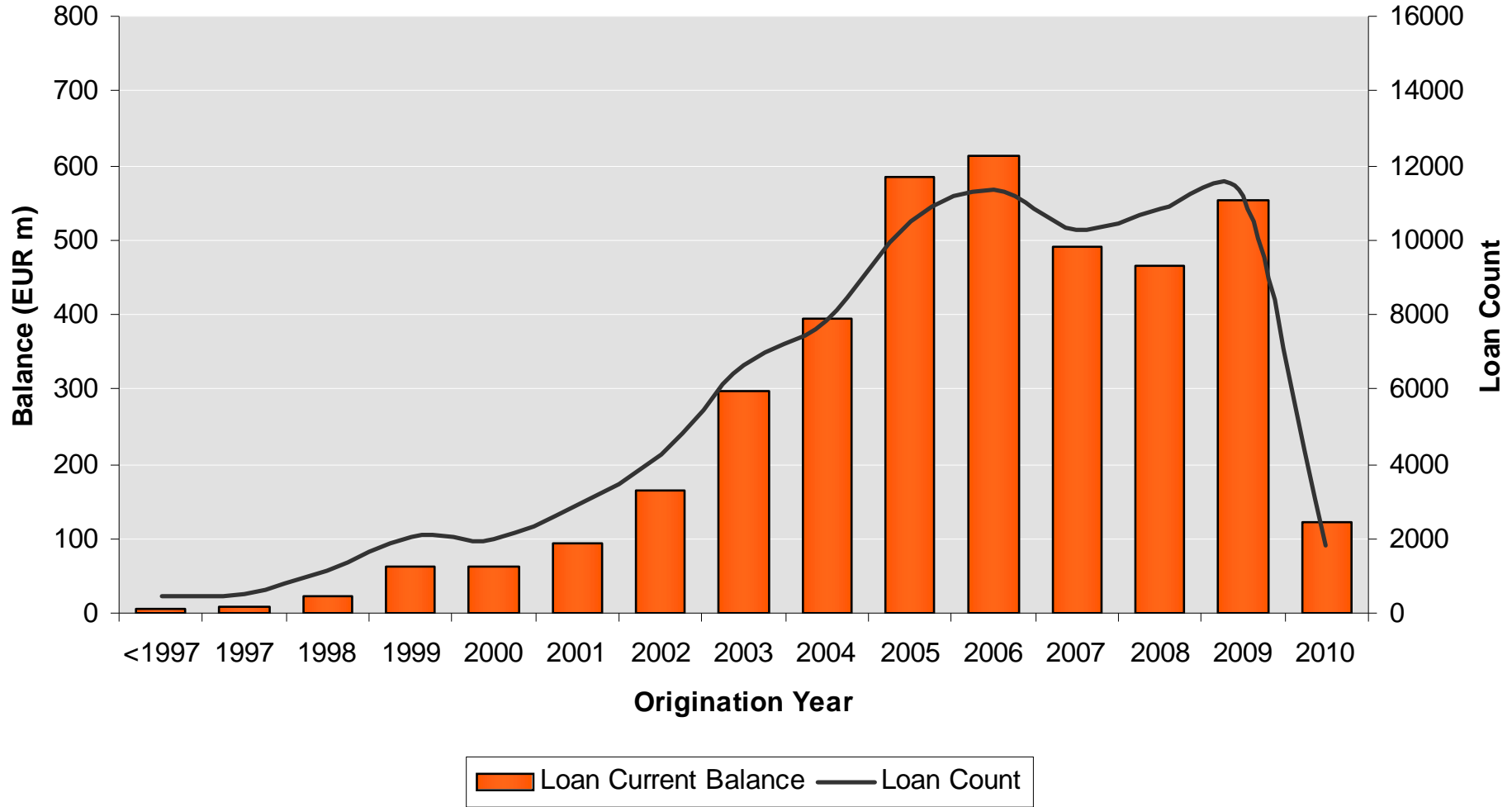
- loans by LTV



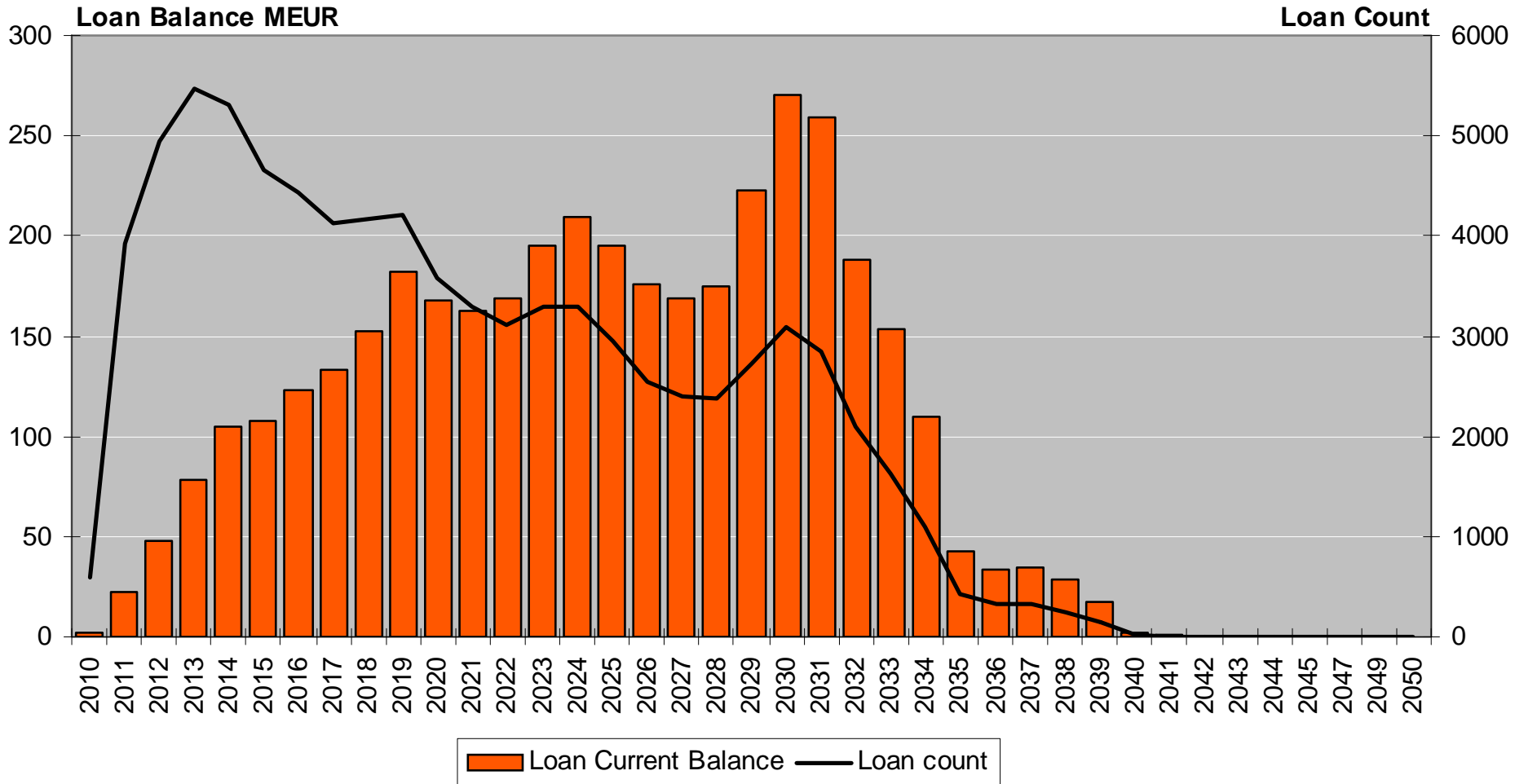
*) the black portion of the OC presents the parts of loans in the LTV range of 60-85

OPMB Asset pool characteristics

- loans by origination year



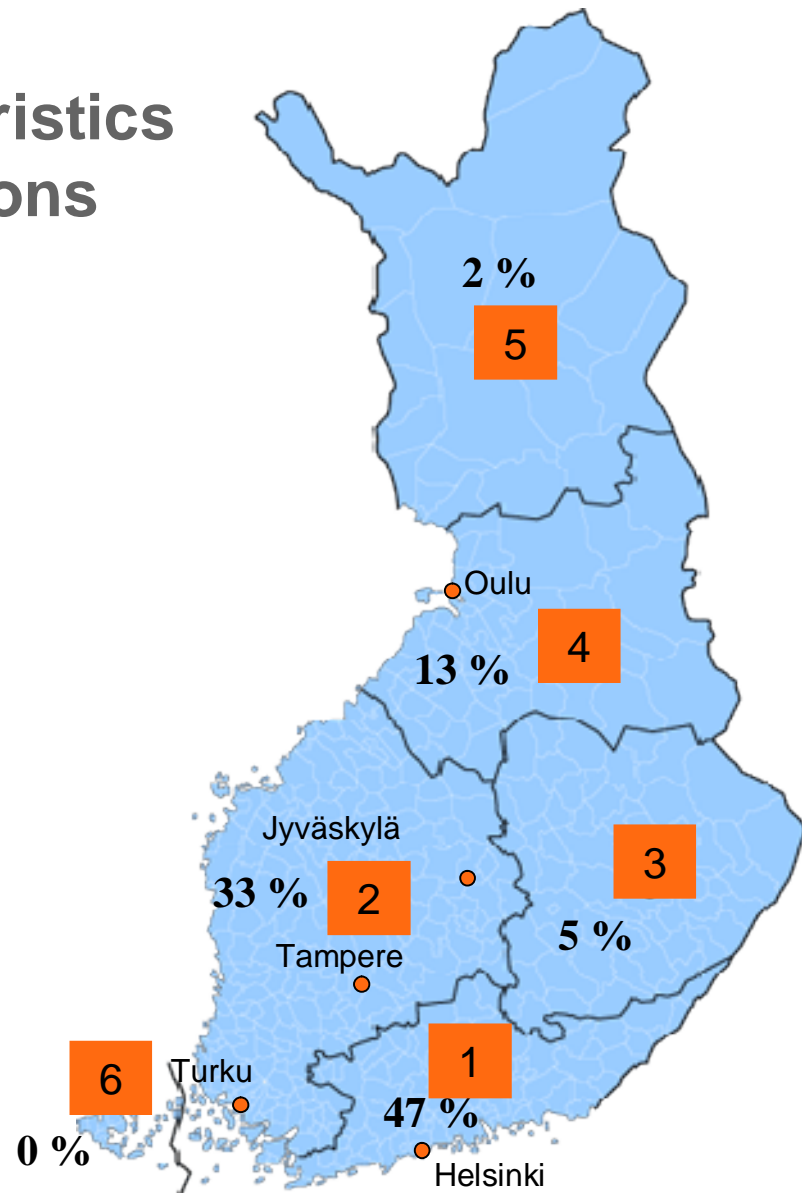
OPMB Asset pool characteristics - loans by maturity



OPMB Asset pool characteristics

-Geographical distributions

1	Southern Finland
2	Western Finland
3	Eastern Finland
4	Oulu region
5	Lapland
6	Åland



Investor Relations Contacts

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OP-Pohjola Group



Thank you for your attention