

AKTIA SAVINGS BANK P.L.C.
ANNUAL REPORT
1997





INTRODUCTION

Aktia Savings Bank is a bilingual credit institution which adopted its present name in connection with the merger of several coastal savings banks with the Savings Bank of Helsinki in the 1991-1992 period. Founded in 1825, the Bank is the oldest deposit-taking bank in Finland. In 1993, Aktia was converted into a limited liability company. Customers are served through a network of 64 branches, complemented by the 350 service outlets of Aktia's alliances, the savings banks and the local co-operative banks. During 1997, Aktia opened two new offices, one in Tampere and one in Järvenpää. In August this year, the Bank will set up an office in Tuusula.

Aktia's mission is to cater for the needs of Finnish customers. Through the Internet Bank, Telephone Bank and e-mail Aktia is accessible 24 hours a day.

The Bank offers a full array of banking services,

including traditional deposits and loans, and unit trusts and insurance.

Aktia is engaged primarily in the deposit-taking business. It has a comprehensive global correspondent network and operates as an authorized stockbroker. The Bank of Finland has approved Aktia as a money market counterparty. Also, Aktia has access to the Bank of Finland liquidity credit facility and maintains a current account with the central bank. As well, Aktia serves as the central banking institution for the independent savings banks in Finland and will begin to handle the same tasks for the co-operatively owned local banks in Finland as of autumn 1998.

Among the Bank's owners are Finnish savings bank foundations, the Swedish bank Swedbank, Finnish institutions and savings banks, and private individuals.

REPORTING CALENDAR 1998

Mid-May	Interim report January-March
Mid-August	Interim report January-June
Mid-November	Interim report January-September

The reports are published in English, Swedish and Finnish. Copies are available from Aktia Savings Bank p.l.c. Investor Relations, P.O. Box 207, FIN-00101 Helsinki, tel. +358 10 247 5000, fax +358 10 247 6356 and e-mail malou.antell@aktia.fi.

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The "Borstögumman"
figurehead

Annual General Meeting

The annual general meeting of Aktia Savings Bank p.l.c. will be held at the Palace Hotel, Eteläranta 10, Helsinki on April 27, 1998 at 4 pm for the purposes set out in the notice of meeting.

STATEMENT BY THE MANAGING DIRECTOR



Aktia made a great stride forward in 1997. Both business volumes and profitability improved even more than we had planned. Consolidated net operating profit was FIM 67.4 million compared with FIM 52.6 million twelve months earlier. Net income from financial operations was up by 12.5%, an encouraging result considering the fact that average interest margins were shrinking at the same time. Deposit-taking and lending, which started to grow in 1996, continued to expand last year too.

At Group level, deposits were 10.4% ahead, while loans advanced by 18.0%. For the banking industry as a whole, the same figures were 1.0% and 2.4% respectively. In this connection, it is important to note that our credit granting approach was consistent and strict, fully in line with our low risk strategy. A growing number of customers “discovered” that our Funds are an attractive investment alternative. New subscriptions came to FIM 277 million; At year-end we administered funds worth FIM 868 million. Savings and pension insurance products also sold well; it seems as though the market is rapidly maturing to realize that unit trusts and insurance products represent tomorrow’s savings vehicles.

Aktia’s capital adequacy ratio developed favourably, ending the year at 14.2%. This caused the Board of Directors to take the decision that the Bank repay the FIM 90.2 million capital investment made by the Finnish State. The investment, which had become necessary during the crisis of the Finnish banking industry in order to strengthen customers’ confidence in the Bank, was repaid on February 9, 1998. Now the Bank is standing on its own feet in this respect as well.

The reconfiguration of the branch network continued; in June we opened two new offices, one in Tampere and one in Järvenpää. Both had a promising start, with results above the target range. Over the year, two small offices located in Vaasa and Sipoo were integrated into larger nearby branches. Since 1993, we have established nine new outlets. In 1997, these accounted for roughly one-half of the growth in volumes.

The pressure on interest margins clearly showed that competition for customers’ business has become even fiercer. This emphasized the importance of sparing no effort with driving our redefined strategy, The New Aktia, forward. In order to distinguish ourselves in the competition, we must devote unprecedented attention to actively selling highly sophisticated products and spend less time on handling routine and admin-

istrative tasks. At all times, we must support and nurture customer loyalty: No-one must feel that we don't have time for his or her affairs. We are walking a tightrope but must achieve the right balance between efficiency and sensitivity to customers' needs.

Our marketing campaigns produced outstanding results; our share of the market grew and over the year 17,000 new relationships were added to our customer base. Our Telephone Bank was upgraded to include payments over the Internet. The number of self-service transactions conducted by customers doubled. Our new savings products met with increasing customer acceptance. Briefly, New Aktia yielded tangible results and increased confidence: We are going in the right direction!

The savings bank group had a successful year too. Overall, net operating profit advanced by 25.1% to FIM 289 million. The group's share of the retail market grew to 7.4%. The BIS capital adequacy was 15.6%, an excellent ratio.

Aktia's second year as central banking institution for the savings banks progressed well, with co-operation with the other savings banks developing along well-established business principles. Spearheaded by the Finnish Savings Banks Association, the savings bank group adopted an overall strategy which ties in well with Aktia's own policy. Thanks to co-ordinated efforts at the various units of Aktia, the Finnish Savings Banks Association and Samlink, the group's joint EDP company, business development took on standardized forms and collaboration strengthened across the group.

At Samlink, work on the new cash terminal, anticipated to be introduced in 1998, proceeded according to plan. Also, Samlink was working hard on adjusting the group's Information Technology systems for the introduction of the euro and the change to the new millennium. In the year under review, Aktia embarked on an ambitious Treasury EDP project focusing on risk management. This project too will require substantial investment in new software.

In early spring, 44 co-operative banks decided to leave the Okobank group to set up their own association, the local co-operative banks. In April, said banks concluded a central bank agreement with Aktia; the agreement is identical with the one entered into by and between Aktia and the savings banks in 1995. At the same time, the local co-operative banks signed an agreement with the Finnish Savings Banks Association and

Samlink on co-operation in EDP and other matters. The 44 banks account for 2.9% of the Finnish retail banking market. Their capital adequacy ratio is c. 20% and their combined net operating profit in 1997 was FIM 134.8 million. Co-operation with the local co-operative banks began last year, but will not work fully until the end of 1998 when the banks will be integrated into Samlink's data systems. For Aktia, the agreement means a welcome expansion of our client base and for the savings banks group a good opportunity to achieve economies of scale.

The year 1998 represents many challenges for Aktia. Extensive work is required to ensure that we are well prepared for the third stage of EMU. Restructuring of our distribution network in order to enhance service capabilities and sales of the branches is an ongoing process. Also, our ever widening circle of clients expects our staff to be even more knowledgeable and to provide even higher levels of service.

Aktia's focus on growth has paid off. Moving forward, we expect the number of new customers, deposit-taking and lending to grow still further. As well, we expect savings vehicles such as unit trusts and insurance to have particular success. Provided that the favourable market situation prevails, the operating results should improve on 1997.

Finally, a word of thanks to our staff. For me personally, the highlight of the year was our big autumn get-together on Suomenlinna. Close to 500 people, nearly all staff, met on a Saturday to share their knowledge, their experience and their joy in working together. There we created a feeling of belonging together, of pursuing the same goals. This feeling we must cherish and build on. I am proud of belonging to this team.

Helsinki, March 1998



Johan Horelli

INTERNATIONAL ECONOMY

The global economy continued to gain momentum last year, although the pace of expansion varied from continent to continent.

The US economy experienced vigorous growth, fuelled by healthy domestic demand. The unemployment rate was very low, still without inflationary pressures. Over the year, the labour force expanded by 3.2 million people. As a result, consumer spending picked up, even though the rise in wages was modest. Amid bright employment prospects and low interest rates, private consumption has held up well, with no major changes predicted to occur.

In Japan, economic activity began to show some signs of recovery after several years of stagnation. The upturn was mainly led by exports and investments. By contrast, private consumption remained weak. The sharp depreciation of several Asian currencies in the final quarter of 1997 underpins the view that Japan's economy will be slow to recover in the current year. The Southeast Asian crisis, which deepened towards the end of 1997, may be a threat to international economic growth, with a resultant squeeze on Western exports to the region.

In continental Europe, recovery was sluggish, notably in France and Germany where high unemployment put a brake on private consumption. Due to the depreciation of the D-mark, Germany was able to improve its price competitiveness and lift its exports.

It looks evident that the key question in 1998 is going to be: which EU countries will meet the EMU criteria and which countries will first join the third and final stage.

FINNISH ECONOMY

In the year under review, Finland again enjoyed robust economic growth. According to preliminary estimates, GDP posted an increase of over 5%, mainly touched off by buoyant exports. Private consumption also benefited from low interest rates and a more favourable job market.

In the early months of the year, the improvement in employment combined with modest price rises served to keep interest rates at a low. Midway through the year, aggregate output increased and unemployment declined markedly. This led to a rise in consumer prices. To curb the rise, the Bank of Finland decided to raise its tender rate on

September 15.

Throughout the year, private consumption was 3% ahead of last year. The bulk of the increase was driven by big purchases, such as passenger cars, domestic appliances and consumer electronics. Strong consumer confidence in Finland's economic performance suggests that domestic demand will continue to fare well.

On the financial market, interest rates edged up marginally in autumn. Even so, they remained low in an international perspective. Looking ahead, European interest markets may, however, experience some turbulence triggered by EMU. Interest rate curves in Finland and Germany are significantly below those in Spain, Portugal and Italy, for example. With the sluggish nature of the German economic recovery, the Bundesbank is unlikely to raise interest rates. Also, the Asian crisis works against such a move. In Finland, the robustness of the economy, the war on government deficits and the large surplus on the trade account, in particular, have contributed to a growing confidence in the value of the markka, which should appreciate rather than depreciate in the current year.

INTEREST AND EXCHANGE RATES

Short-term market rates remained stable right up to September when the Bank of Finland decided to raise its tender rate by 0.25%, the first hike in eleven months. At the time, the interest rate level in Finland was the lowest in Europe, although economic growth was the brisker in the region. Further rate hikes were expected before Christmas, but the financial crisis sweeping Asia had a dampening effect. It looks evident that the Bank of Finland will leave the rates unchanged unless there is a rise in the rest of Europe.

In the early part of the year, bond yields rose marginally; they then entered a downward path, with the yield on the 7-year Government bond (maturing on March 15, 2004) dipping to 5.2%.

Throughout the year, the markka remained stable against the D-mark. On the other hand, the US dollar appreciated sharply, gaining 75 pennies against the markka to close at FIM 5.4.

TRENDS ON THE HELSINKI STOCK EXCHANGE (HEX LTD.)

The HEX general index continued to climb last year, finishing 32% ahead of 1996 despite a dramatic but temporary fall in the wake of the Asian currency crisis. In October, the turbu-



lence on global markets hit the exchange in Finland. So far in the current year, the all-share index has performed well, exceeding its pre-crisis level.

Last year, European exchanges and the stock market in New York again expanded as a result of the promising economic growth in the Western world, which continued into 1998. In Japan, the stock market had a disappointing year, with the Nikkei index registering negative growth. The entire Japanese economy suffered badly from the upheaval in Southeast Asia.

The benign interest rate environment together with improved business profitability stimulated the stock exchange in Helsinki. This translated into greater profit and dividend expectations which, in turn, found reflection in prices. Foreign investors too showed confidence in Finnish corporations. As a consequence, market liquidity improved. On the balance sheet date, foreign investors accounted for 43.3% of the market capitalization of the Helsinki Stock Exchange.

Over the year, the Stock Exchange got new risk capital amounting to nearly FIM 2 billion. In terms of marka, trading in shares rose by 84% to FIM 189 billion.

“Banks and Finance” was the best performing category (+98%), followed by “Insurance” (+94%). “Forest Industries” gained 14%, below the general average. “Basic Metals” had a poor year, advancing by a mere 5% due to a sharp decline in price levels. The key factor behind the poor performance of the manufacturing industry was the crisis in Asia.

HEX GENERAL INDEX 1997



US\$/FIM 1997



DEM/FIM 1997



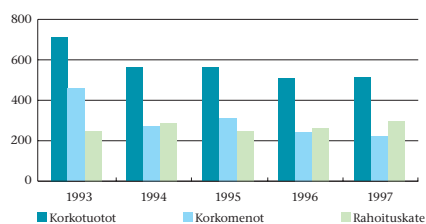
KEY RATIOS AND FINANCIAL RESULTS

FIVE-YEAR SUMMARY

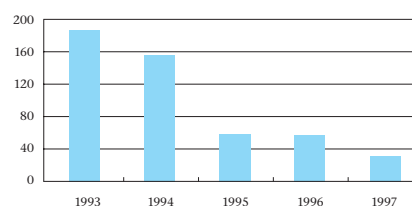
Group (FIM '000)	1993	1994	1995	1996	1997
Turnover	872,479	719,101	729,770	706,104	709,187
Net income from financial operations	247,998	282,625	244,606	260,281	292,699
as a percentage of turnover	28.4	39.3	33.5	36.9	41.3
Other income	170,528	159,946	171,810	194,666	191,791
Expenses and depreciation	-393,566	-332,217	-348,091	-336,734	-378,437
Profit before loan losses	24,960	110,354	68,325	118,213	106,053
Loan losses	187,008	156,699	58,895	57,245	32,295
Net operating profit (loss)	-162,048	-150,825	15,313	52,579	67,376
as a percentage of turnover	-18.6	-21.0	2.1	7.4	9.5
Net operating profit (loss) before appropriations	-165,642	-150,623	17,430	47,631	69,752
as a percentage of turnover	-19.0	-20.9	2.4	6.7	9.8
Profit (loss) for the year	-161,959	-150,502	17,495	44,189	70,190
Earnings (loss)/share, FIM	-9.26	-8.59	0.76	1.94	1.96
Equity/share, FIM ^{*)}	21.24	13.57	14.44	15.25	16.52
Number of shares at year-end	17,500,000	20,074,000	20,193,600	34,394,100	34,394,800
Average number of shares during the year	17,500,000	17,591,000	20,082,033	25,328,947	34,394,274
Balance sheet total	8,330,450	8,348,971	8,652,782	10,297,722	11,226,858
Return on assets (ROA), %	-1.9	-1.8	0.2	0.5	0.6
Equity	461,501	362,184	381,860	614,551	676,867
Return on equity (ROE), % ^{*)}	-29.8	-36.6	5.2	11.6	11.7
Equity ratio, %	5.5	4.3	4.6	6.2	6.2
Capital adequacy ratio, %	11.6	10.3	10.0	12.7	14.2
Income-to-cost ratio	1.06	1.01	1.19	1.34	1.27
Borrowing from the public	6,239,321	6,301,907	6,663,524	7,208,799	7,954,815
Lending to the public	5,138,255	4,924,762	5,053,474	5,708,537	6,733,365

^{*)} Excluding capital certificates held by the Finnish State

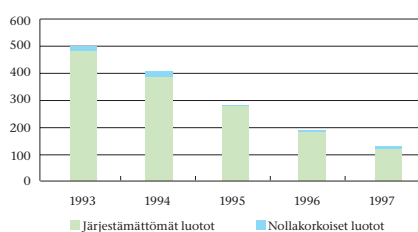
RAHOITUSKATE (MMK)



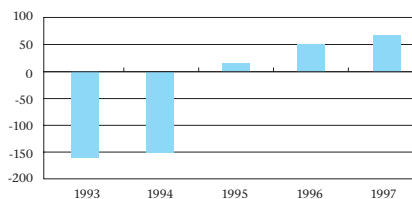
LUOTTOTAPPIOT (MMK)



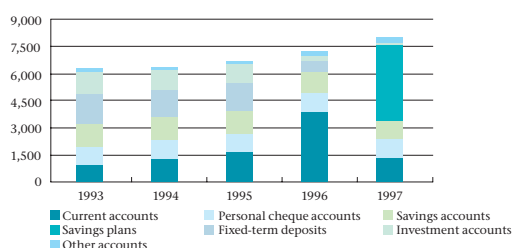
ÖNGELMALUOTTOJEN KEHITYS (MMK)



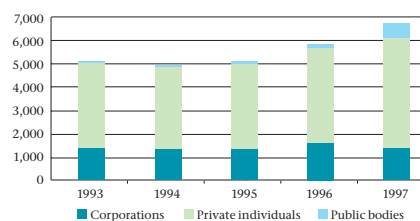
LIIKETOIMINNAN TULOKSEN KEHITYS (MMK)



BORROWING FROM THE PUBLIC (FIMM)



LENDING TO THE PUBLIC (FIMM)



CAPITAL BASE OF AKTIA GROUP (FIMM)

<i>Tier 1</i>	1997	1996
Share capital	413	413
Ordinary reserve	46	46
Capital investments	90	90
Distributable equity capital	58	21
Profit for the year	70	44
Minority interest	18	20
Less intangibles	-10	-15
Less ownership in other credit and financial institutions	-6	-1
Net Tier 1	679	618
<i>Tier 2</i>		
Revaluation reserve	0	1
Debentures	158	90
Net Tier 2	158	91
Net capital base	837	709
Capital ratio, %	14.2	12.7
Capital ratio, % *)	12.6	11.1
Tier 1 ratio, %	11.5	11.1
Tier 1 ratio, % *)	10.0	9.5

*) Excl. FIM 90.2m

CAPITAL ADEQUANCY OF AKTIA GROUP (FIMM)

<i>Risk weights</i>	<i>Assets</i>		<i>Off-balance sheet items</i>		<i>Risk-weighted amount</i>	
	1997	1996	1997	1996	1997	1996
0 %	2,511	3,024	55	48	-	-
20 %	1,393	535	5	7	279	108
50 %	4,010	3,351	120	128	2,047	1,723
100 %	3,313	3,388	460	497	3,586	3,744
Total	11,227	10,298	640	680	5,912	5,575

CONSOLIDATED KEY FIGURE FORMULAS

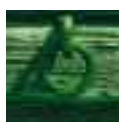
ROE, %	$\frac{\text{Net operating profit less tax}}{\text{equity + minority interest + voluntary provisions and depreciation difference less deferred tax liability (average at beginning and end of year)}} \times 100$
ROA, %	$\frac{\text{Net operating profit less tax}}{\text{average balance sheet total (average at beginning and end of year)}} \times 100$
Equity ratio, %	$\frac{\text{Equity + minority interest + voluntary provisions and depreciation difference less deferred tax liability}}{\text{balance sheet total}} \times 100$
Income-to-cost ratio	$\frac{\text{Net income from financial operations + dividend income + commissions receivable + net income from securities trading and foreign exchange dealing + other operating income}}{\text{commissions payable + administrative expenses and depreciation + other operating expenses}}$
Earnings/share	$\frac{\text{Net operating profit +/- minority interest less tax}}{\text{average number of shares for the year adjusted for share issue}}$
Equity/share	$\frac{\text{Equity, voluntary provisions and depreciation difference less deferred tax liability and minority interest at year-end}}{\text{number of shares on balance sheet date adjusted for share issue}}$



Aktia provides a full spectrum of tailor-made financial services to private individuals, local corporations, municipalities and organizations. Thanks to our knowledge of the local markets, our integration with society and our experienced product experts we are able to deliver efficient, individual products and services.

For customers, raising a loan or making an investment are big decisions.

Our task is to offer our customers expert advice and superior service satisfying their diverse financial needs.



RETAIL BANKING

Private individuals continue to be the largest customer category, accounting for 70% of our business.

“Prime Customers” are our most important customer segment. Each customer whose deposits or overdraft facilities exceed FIM 50,000 is a prime customer. Also, customers who invest FIM 50,000 or more in funds administered by us qualify for prime customer benefits. Customers maintaining long-term loans with a balance of FIM 100,000 or more are also designed “prime customers”.

As the first bank in Finland, we introduced the concept in 1995. Since then the concept has been developed still further. Those eligible for the programme receive substantial discounts on selected services, including money transfers, safe-deposit boxes, custodial services, payment of invoices over the phone or via lines, foreign exchange, etc. In addition, they get their Visa and other bank cards free of charge. We also publish a customer magazine containing up-to-date information on Aktia.

PACKAGE PRODUCTS

In order to deliver better service at lower cost, we have developed package products for our retail customers, grouped around Salaries, Savings and Loans. The three packages are tailor-made to meet each customer's individual needs and expectations. Clients naturally make their own decisions as to which products and service combinations suit them best.

Salary package

This package comprises a flexible salary account to which a fixed overdraft facility and various transaction services can be added according to the customer's wishes and requirements.

Aktia 7

In October new features were added to Aktia 7, our telephone banking facility, when the Internet Bank opened its electronic doors.

The Internet Bank enables customers to pay invoices, transfer funds between accounts, check account and loan balances or invest in unit trusts any hour convenient to them. Our home page on the worldwide web - at www.aktia.fi - is a forum where clients can learn more about our services and products. Once inside, they can do their own calculations as to the yield of funds and investments or request a loan offer. Visitors can also communicate with us by e-mail.

With the Internet Bank in place, we signed an extensive environmental sponsorship agreement with the Seitsemien natural park in Parkano to preserve its marshland. Under the agreement, the Bank donates FIM 7 to the park each time a customer registers to use the Internet Bank and Telephone Banking services.

The Aktia 7 Telephone Bank allows customers to conduct a number of transactions and get personal advice over the phone. Via the Aktia 7 Invoice Paying Machine customers can check balances and pay invoices any time day or night using their own telephone. Between 8 a.m. and 8 p.m. on banking days, customers having signed up for the telephone service may request information and ask questions on funds, insurance plans, and other products and services on offer.

Customers with a modem connected to their PC can access the Aktia Private Line. As well, customers can pay their invoices via automatic teller machines or use our regular or pre-authorized payment services. Naturally those who prefer to pay their invoices over the counter are welcome to do so at any of our offices, but will have to pay a fee for this service.

Card services

Clients can pay for their shopping by a debit card connected to their salary account. The Visa combination card allows holders to withdraw cash at any Visa cash dispenser in Finland and abroad and pay for purchases at points-of-sale. Customers who do not want a charge card can access their accounts through any ATM in Finland using their personal card. "Inside" is a cash card designed expressly for the young. We have also rolled out an innovative "ready money" card allowing customers to draw on a continuous credit up to FIM 50,000 with debit interests being lower than on hire-purchase and credit card purchases.

Savings and investment options

Aktia offers its clients an array of savings and investments tailored to their varying needs and aspirations.

The simplest way to save is to transfer a given amount into a separate account each month. Aktia's Savings Deposit Account is a secure and hassle-free alternative allowing the customer to withdraw the funds invested without notice. In addition, the account earns the maximum allowable tax-exempt interest.

Aktia has a well-balanced mix of unit trusts providing an ideal way for investors to achieve diversification in their portfolios, spread risks and maximize potential returns. The accumulated assets are administered and managed by prudent experts who base their investment decisions on in-dept analyses of economic cycles, corporate performance and currency & interest rate movements. Aktia's fund managers monitor investments on a continuing basis and change the composition of portfolios if necessary. You can become a regular Aktia fund investor by paying in as little as FIM 100 per investment.



Aktia's family of funds

- Aktia Likvida - An alternative to traditional savings vehicles!
- Aktia Interest - Better than bonds!
- Aktia Secura - A portfolio spreading the risk!
- Aktia Global - The world is yours!
- Aktia Capital - Invest in Finland!

Insurance saving provides unique, flexible options and a good coverage for all eventualities. Apart from being secure and high-yielding, assets invested enjoy certain tax benefits. Through our strategic alliance with the Verdandi and Skandia life assurance companies, we offer a wide choice of insurance related investment products.

Aktia's mix of insurance products

- Aktiva Pension and Unit Linked Pension Insurance
 - An account for concentrated savings enjoying tax benefits
- Aktiva Investment and Unit Linked Investment Insurance
 - An interesting long-term investment
- Aktiva Credit Insurance - An ideal life insurance

Our Brokerage provides analysis-based stockbroking intended for both private and institutional clients. On a regular basis, we also issue bonds for subscription by our customers.

Wealth management

We offer sophisticated custom-tailored wealth management services, including tax planning, finance and legal advice to individuals, corporations, charitable foundations and other groups and organizations.

Credit-granting

Aktia is a well-capitalized bank involved in low-risk lending. Loan amounts are based on the client's individual needs, life situation and repayment capabilities, which are reviewed in conjunction with the applicant. We have a flat organizational structure, with few layers of management. As a result, decisions can be made quickly. Being Finland's oldest deposit-taking bank, we are able to draw from our vast experience, knowledge and skills and help customers turn their dreams into reality. Whether they plan to buy a home or consumer durables, we can propose the most appropriate borrowing alternative at the lowest cost to them.



CORPORATE, LOCAL GOVERNMENT AND RURAL SECTOR

Aktia's Corporate Team delivers a competitive combination of services and products tailored to meet the individual needs of this top priority customer segment, a task made easier by our knowledge of the local markets in which our customers operate. We listen to our customers and respond to their needs and wishes, providing the benefit of our experience and insight. We also publish a bulletin containing up-to-date information on important

events and key issues, such as Finland's participation in the third and final stage of the EMU.

As in the case of private individuals, credit-granting criteria are conservative and focus on eliminating risks. Together with the loan applicant, we discuss loan repayment capabilities, cash flows and profitability. Based on these, we then make a swift decision.



JOINT DIVISIONS

Real estate business

Our Real Estate Unit is in charge of the management of the Group's properties and real estate holdings. On the balance sheet date, their value (total capital tied-up) was FIM 1,281 million, with FIM 79 million representing properties and shares in temporary ownership. Profitability developed favourably. Before financial and administrative items, the profit was FIM 61.4 million. Adjusted for these items, the profit was FIM 22.4 million. Net return was 4.8% compared to 4.6% a year earlier. Divided as per the rate of return percentages specified by the Financial Supervision Authority, FIM 976 million of the total real estate holding was in the "3-7%" range; FIM 152 million in the "below 3% range" and FIM 153 million in the "over 7%" range. Further details are given in Note 14. The bulk of the properties, comprising 140,000 m², consisted of centrally located bank buildings and adjacent business and office premises geographically spread out over the markets which are being served by Aktia. At the turn of the year, only 3% of the business and office premises remained vacant. Of the total floor area, about 15% was occupied by Aktia for its own use.

Treasury

It is the responsibility of our Treasury to manage the Bank's liquidity and interest rate risks and to deal in foreign currency, money market instruments and bonds, principally with domestic institutional investors, corporations and savings & co-operative banks. Treasury produced satisfactory dealing results.

Central banking institution

Aktia has been operating as central banking institution for the Finnish savings banks since February of 1996, with the relationship off to a good start. From autumn 1998, Aktia will assume the role as central bank for the local co-operative banks as well. Accordingly, Aktia will look after the banks' domestic and international payments and safeguard their liquidity. In addition, Aktia is offering capital market products to both the savings bank and the co-operative bank group.

Securities unit

This unit is a provider of custodial services and an arranger of issues both for the Bank itself and for customers. During the year under review, the Aktia Group issued two bonds, three debentures and one share index debenture. As well, the Bank was responsible for the floatation of one share issue and took part in the launching of two additional debentures.

Foreign unit

Our Foreign unit concentrates on the Bank's own and the savings bank group's foreign money transfers; documentary payments; bank guarantees; currency-denominated credits and accounts; travellers' cheques; training and advisory service. The unit is also responsible for correspondent banking relationships. In 1997, special emphasis was put on up-grading foreign payment systems and expanding global correspondent networks.

Stockbroking business

Aktia is an intermediary of shares to both private and institutional investors and to savings and co-operative banks. On a continuing basis, our analysts evaluate the performance of 30 Finnish corporations. In co-operation with Swedbank, they also prepare long-term macroeconomic reports from a Nordic and international perspective. Aktia's market share of trading on the Helsinki Stock Exchange averaged 1.2%.

Aktia Rahastoyhtiö Oy and Aktia Fund Management S.A.

These two companies are involved in managing and marketing Aktia's five investment funds. As at December 31, 1997, assets under management totalled FIM 868 million, equivalent to a rise of 67% from 1996.

Aktia Asset Management Oy

This company provides discretionary portfolio management services to institutional investors and also manages Aktia's investment funds. The company was established on November 28, 1997 and will commence business operations in the first half of 1998.

SHARE CAPITAL AND OWNERSHIP BASIS



TRADING AND LISTING

Aktia's share is not listed on the exchange. Our intention is to re-consider an introduction to the Helsinki Stock Exchange now that the capital certificates held by the Finnish State have been repaid in full and a dividend has been paid out to shareholders. The Bank's convertible subordinated bonds issued in 1993 are traded on the HSE.

SHARE CAPITAL

On the last day of the year, Aktia's paid-up share capital entered in the Finnish Trade Register was FIM 412.7 million, divided into 34.4 million shares. Following a conversion of debentures into shares, share capital increased by FIM 8,400; the increase was entered in the Trade Register on February 10, 1998. Each share has a nominal value of FIM 12 and carries one vote. There is only one share category. All shares rank *pari passu* and they are incorporated in the book-entry system. Neither the Supervisory Board nor the Board of Directors holds any valid authorizations to float shares or securities entitling the holder to subscribe for shares in the Bank.

OWNERSHIP BASIS

Aktia has 514 shareholders. The savings bank foundations are the principal shareholders with a compound holding of 50.9%, followed by Swedbank which has an ownership interest of 25.0%. Finnish institutions own 16.0%, while Finnish savings banks own 7.4%. The savings bank foundations were set up in 1993 when Aktia was converted into a limited liability company.

Swedbank, six foundations promoting thrift and twenty savings bank foundations have signed a shareholder agreement under which they will strive to present a united front at annual meetings and foster the Bank's business opportunities. Subject to certain conditions defined in the agreement, a party may redeem shares held by another party.

Also, the savings bank foundations and certain institutional owners have agreed to offer any shares they wish to dispose of to the other signatory parties before offering them to other parties.

CONVERTIBLE BONDS AND DEBENTURES

The outstanding amount of the convertible subordinated bonds issued on October 18, 1993 was FIM 48 million. The bonds, which are exchangeable for shares September 1-October 17, 1998, are listed on the Helsinki Stock Exchange. The outstanding bonds entitle to 2,415,300 shares, raising share capital by c. FIM 29 million.

On December 21, 1994, the Bank floated convertible debentures to the value of FIM 20 million, with the year of maturity being 2004. They are exchangeable for 40,000 shares (raising share capital by FIM 0.5 million) annually between November 1 and December 20.

CAPITAL INVESTMENT BY THE FINNISH GOVERNMENT

In 1992, the Bank accepted an investment of FIM 90.2 million out of the support made available by the State to all Finnish banks to avert a credit crunch. The debt was extinguished in its entirety on February 9, 1998. Under the terms of the investment, the Government had the right to convert the capital certificates evidencing its investment into shares if the Bank proved unable to pay interest for a total of 1,080 days or if its capital adequacy ratio fell below the statutory minimum of 8%. Had the Government chosen to exercise its subscription rights, it would have received 7.5 million shares, equivalent to 17.9% of the increased number of shares and votes.

MANAGEMENT HOLDINGS

Members of the Bank's Supervisory Board and Board of Directors, including the Managing Director and his deputy, had a beneficial interest in 39,280 shares of the Bank, representing 0.11% of total shares and votes. In addition, they held convertible debentures equating 0.29% of the outstanding amount. In 1998, the convertible debentures may be exchanged for 9,800 shares, representing 0.03% of total shares and votes.

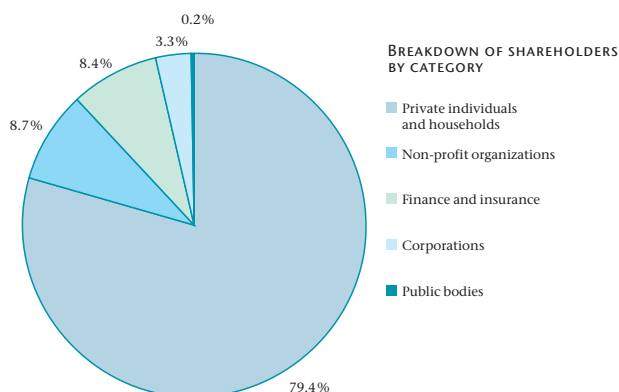
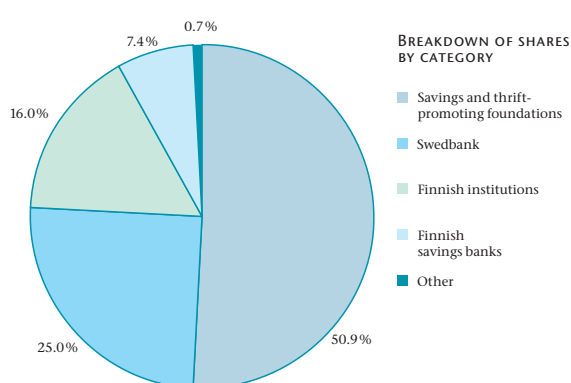
DIVIDEND POLICY

Creating value for shareholders remains one of our driving forces. It is our long-term ambition to distribute 30-40% of after-tax results to shareholders, without, however, jeopardizing expansion.

The Board recommends that a dividend of FIM 0.25 per share be declared.

OWNERSHIP BASIS

Readers are asked to refer to Note 39 for further details on the ownership structure.



SHARE CAPITAL AND ISSUES (FIM)

Year	Event	Change in	Share capital	Dividend share capital	Date after change	
1993	Conversion into limited liability company		350,000,000	350,000,000	1/1 1993	Apr. 21, 1993
1993	Convertible subordinated bonds for subscription by the public FIM 50,000,000					Oct. 18-Dec. 17, 1993
1993	Convertible bonds for subscription by the public FIM 50,000,000					Dec. 13, 1993-Feb. 11, 1994
1994	Conversion of subordinated bonds	1,480,000		351,480,000	1/1 1994	Sep. 1-Oct. 17, 1994
1994	Shares for subscription by Swedbank, corporations and institutions 2,500,000 shares at FIM 20 each	50,000,000		401,480,000	1/1 1995	Dec. 21, 1994
1994	Convertible debentures for subscription by corporations and institutions FIM 20,000,000					Dec. 21, 1994
1995	Warrant bonds for subscription by Swedbank FIM 1,000,000					May 24-31, 1995
1995	Conversion of bonds	2,202,000		403,682,000	1/1 1995	Aug. 1-Dec. 12, 1995
1995	Conversion of subordinated bonds	190,000		403,872,000	1/1 1995	Sep. 1-Oct. 17, 1995
1995	Decrease in share capital	161,548,800		242,323,200		Dec. 29, 1995
1996	Issue targeted at Swedbank	85,200,000		327,523,200	1/1 1997	Aug. 12-28, 1996
1996	Issue targeted at Finnish non-profit organizations, foundations, institutional investors and savings banks	85,200,000		412,723,200	1/1 1997	Aug. 12-28, 1996
1996	Conversion of subordinated bonds	6,000		412,729,200	1/1 1996	Sep. 1-Oct. 17, 1996
1997	Conversion of subordinated bonds	8,400		41,737,600 ¹⁾	1/1 1997	Sep. 1-Oct. 17, 1997

¹⁾ The increase was entered in the trade register on February 10, 1998

REPORT BY THE BOARD OF DIRECTORS

OPERATING RESULTS AND PROFITABILITY

Profits

For the year under review, Aktia Group turned in a profit of FIM 70.2 million, an annualized growth of FIM 26 million. Higher net income from financial operations following larger business volumes was responsible for most of the improvement. Lending experienced an increase of 18.0% compared with an increase of 10.4% in the case of deposit-taking. As a result, the Group's market share of loans was up from 2.2% to 2.5% and that of deposits from 2.5% to 2.7%.

When analysing comparative figures, readers are asked to note that

- Other income in 1997 incorporates gains of FIM 6.2 million realized from the sale of certain real estate properties. On the other hand, results were impaired by an extraordinary depreciation of FIM 25.0 million on a property which will be disposed of as soon as practicable.

- Profits in 1996 were eroded by FIM 8.4 million set aside for the payment of tax. In 1997, FIM 2.2 million of said allocation was credited to Extraordinary income. Net operating profit rose by

FIM 14.8 million to FIM 67.4 million. The profit before loan losses decreased by FIM 12.2 million to FIM 106.1 million. Loan losses reduced by 44%, ending the period at FIM 32.3 million.

Income

Year on year, total income was up by FIM 29.6 million to stand at FIM 484.5 million on the balance sheet date.

Net income from financial operations rose by FIM 32.4 million, largely as a result of the rise in loans and deposits mentioned above.

On a net basis, the item Commissions receivable grew by FIM 1.2 million. Fee income from payments, loans, wealth management, unit trusts and insurance all registered growth. By contrast, bond commissions fell back sharply.

Total other income, comprising trading in debt securities, shares and foreign exchange, dipped by FIM 2.8 million to FIM 191.8 million. Trading in said instruments produced a profit, but value reductions on certain debt securities had an adverse impact on income.

Costs

Compared with 1996, total costs rose by FIM 41.7 million to FIM 378.4 million, partly because of the earlier mentioned special real estate depreciation of FIM 25.0 million, partly because of rising staff and administrative costs. As a result the income-to-cost ratio deteriorated to 1.27. Had the special depreciation not been made, the ratio would have been 1.36.

Staff costs were up by FIM 17.0 million to FIM 152.3 million. The greater part of the rise is attributable to the establishment of the new offices in Tampere and Järvenpää, but also to staff additions in the expanding businesses Insurance; Treasury; Asset Management; and Internet & Telephone Banking. Also, staff costs include FIM 8.5 million set aside for rationalization measures due to be implemented in 1998.

Other administrative expenses increased from FIM 79.2 million to FIM 93.8 million due to the dual impact of the Bank's marketing campaigns, which generated good results, and technology enhancements.

In contrast, other operating expenses reduced by FIM 13.5 million, principally helped by lower real estate costs due to a favourable interest rate level and smaller membership fees payable to the Savings Banks Security Fund.

TOTAL BALANCE SHEET ASSETS

Year on year, the Group's borrowing from the public advanced by FIM 746.0 million, from FIM 7,208.8 million to FIM 7,954.8 million. Lending rose by FIM 1,024.9 million, taking the total to FIM 6,733.4 million. Total balance sheet assets ended the period at FIM 11,226.9 million.

LOAN LOSSES AND DOUBTFUL LOANS

At Group level, credit write-offs were FIM 32.3 million or FIM 24.9 million less than a year earlier. As at December 31, 1997, the FIM 30.0 million general loan loss provision established in 1994 had been applied to its full amount.

On an annualized basis, non-performing loans eased by FIM 66.3 million to FIM 114.8 million. This represents 1.8% of the total loan book including commitments. Non-interest-bearing loans stood at FIM 17.1 million.

CAPITAL BASE

On the last day of the year, the Group had a net capital base of FIM 837.6 million, with FIM 679.4 million consisting of Tier 1 capital and FIM 158.2 million of Tier 2 capital. The BIS capital adequacy ratio was 14.2%, while the Tier 1 capital ratio was 11.5%.

On February 9, 1998, the Bank repaid the FIM 90.2 million capital investment made by the Finnish State in full. Following this, the Group's net capital base is FIM 747.4 million, FIM 589.2 million representing Tier 1 capital and FIM 158.2 representing Tier 2 capital. Based on the situation at December 31, 1997, the BIS capital adequacy ratio is 12.6% and the Tier 1 capital ratio 10.0%.



STAFF

In the accounting period, the number of staff increased by 11.4 on average. The increase stems from the enlargement of the branch network and from the employment of key specialists to expanding businesses. On average, the payroll was 569 (557).

SAVINGS BANKS SECURITY FUND

All savings banks are members of the Savings Banks Security Fund. The purpose of the Fund is to safeguard the activities of the savings banks and the claims of depositors.

Contributions payable to the Fund are determined as a given percentage of a savings bank's total assets on the last day of the preceding year. In 1997, this percentage amounted to 0.06%. This meant that Aktia's contribution was FIM 5.5 million. On the balance sheet date, the Fund's assets came to FIM 138.9 million, with FIM 19.5 million having been injected into certain savings banks as capital contributions.

The Finnish deposit guarantee scheme was revised at the start of 1998. In most cases, the deposit guarantee is now limited to FIM 150,000 per depositor and bank. Depositors' claims are protected by means of a new deposit guarantee fund. Membership in the deposit guarantee fund is mandatory to all Finnish deposit-taking banks, whereas membership in the banks' own security funds is voluntary. Aktia will continue to be a member of the Savings Banks Security Fund.

MAJOR EVENTS IN 1997

- On April 28, Aktia concluded an agreement under which it will assume the role as central banking institution for the 44 independent local co-operative banks, ensuring their liquidity, enabling them to invest their statutory cash reserve, taking care of their domestic & foreign payments and the obligations imposed on the banking industry by the Bank of Finland. Aktia will offer the local co-operative banks the same investment and foreign services as are offered to the savings banks. Officially, the agreement will come into effect in the autumn of 1998, but the parties have already started their co-operation.
- In May, Aktia launched a FIM 46 million share index debenture loan - Aktia Europa - which is quoted on the Helsinki Stock Exchange.
- Consistent with its deliberate strategy to focus on markets offering high growth potential, Aktia set up two new branch offices in June, namely in Tampere and Järvenpää. The offices were extremely well received by clients. In particular, loans were in demand. In August 1998, the Bank is due to open an office in Tuusula.
- In October, the Internet & Telephone Banking facilities were upgraded; apart from being able to make payments on the Internet, clients can now handle transactions, check balances, etc. around the clock. For some

years already, clients have been offered the possibility of performing transactions and getting financial advice over the phone. They can also visit the Bank's home pages to study the array of services on offer or apply for a loan. In the accounting period, the number of subscribers to the dial-up service grew by c. 100%. Concurrently, the use of e-mail has become increasingly popular among customers.

- Aktia issued three debenture loans and one bond loan:

Debenture I, Feb. 13	FIM 20m
Debenture II, Nov. 6	FIM 40m
Debenture III, Dec. 15	FIM 80m
Bond I, Feb. 13	FIM 20m

- Assets under management by Aktia Rahastoyhtiö Oy soared by 67% to FIM 868 million.
- Aktia added 17,000 new relationships to its client base.

BOARD CHANGES

- On April 28, 1997, the AGM appointed Henrik Andberg, Eero Oittila and Leo Wistbacka new members of the Supervisory Board.
- On November 13, 1997, the Supervisory Board appointed Lars Erik Kvist and Håkan Källåker from FöreningsSparbanken (Swedbank) new members of Aktia's Board of Directors. They took up their new positions on January 1, 1998 following the entry into force of new banking legislation allowing officials belonging to the administrative bodies of another bank to sit on the Board of Aktia.
- In August, the Board appointed Caj Holmström a new member of the Executive Committee, while Kenneth Kaarnimo was appointed a new member in September.
- On December 31, 1997, Mikael Ingberg resigned as member of the Executive Committee.

PROSPECTS FOR 1998

In view of the progress and achievements last year, Aktia is well placed to tackle the challenges of the future. Provided that the market remains stable, our operating results should improve on 1997.

Among the Bank's strategies is to gradually dispose of properties which do not serve the Bank's business purposes or which offer a modest return. This may lead to properties being sold at a brisker pace than originally planned. Also, it may result in larger write-downs than hitherto.

CONSOLIDATED PROFIT AND LOSS ACCOUNT

JANUARY 1 - DECEMBER 31

(FIM '000)

	1997	1996	Note
INTEREST INCOME			
Claims on credit institutions and central banks	11,429	15,397	
Claims on the public and public bodies	378,226	374,980	
Debt securities	103,647	99,905	
Other interest income	14,212	13 174	
	507,514	503 456	(34)
INTEREST EXPENSE			
Credit institutions and central banks	- 24,714	- 25,336	
The public and public bodies	- 122,121	- 137,949	
Debt securities in issue	- 23,880	- 32,973	
Subordinated liabilities	- 38,833	- 34,395	
Capital investments	- 3,473	5,195	
Other interest expenses	- 1,794	- 7,327	
	- 214,815	- 243,175	(34)
NET INCOME FROM FINANCIAL OPERATIONS	292,699	260,281	
Dividend income	435	240	(34)
Commissions receivable	121,248	118,210	
Commissions payable	- 9,881	- 7,982	
Net income from securities trading and foreign exchange dealing			
Securities trading			
Debt securities	- 6,190	- 2,208	
Shares and holdings	456	- 702	
Other	- 807	5,331	
	- 6,541	2,421	
Foreign exchange dealing	9,279	8,970	
	2,738	11,391	
Other operating income	77,252	72,807	(23)
Administrative expenses			
Staff costs			
Salaries and wages	- 112,951	- 101,669	(25)
Pension costs	- 20,646	- 17,965	
Social security costs	- 8,874	- 8,262	
Other staff costs	- 9,870	- 7,447	
	- 152,341	- 135,343	
Other administrative expenses	- 93,830	- 79,151	
	- 246,171	- 214,494	
Depreciation	- 55,302	- 31,719	
Other operating expenses	- 76,965	- 90,521	(23)
Loan and guarantee losses	- 32,296	- 57,245	(24)
Write-downs on investment securities	- 7,800	- 12,214	
Share of results in consolidated undertakings, equity method	1,419	3,825	
NET OPERATING PROFIT	67,376	52,579	
Extraordinary income	3,151	1,324	
Extraordinary expenses	- 775	- 6,272	
Profit before appropriations and tax	69,752	47,631	
Change in voluntary provisions and depreciation difference	89	-	
Direct tax	310	- 3,245	
Minority interest	39	- 197	
PROFIT FOR THE YEAR	70,190	44,189	

CONSOLIDATED BALANCE SHEET

AS AT DECEMBER 31

(FIM '000)

	1997	1996	Note
ASSETS			
Liquid assets			
Cash in hand	233,626	207,387	
Claims on central banks payable on demand	121,691	148,386	
	<u>355,317</u>	<u>355,773</u>	
Claims on credit institutions and central banks			
Claims on credit institutions			
Payable on demand	74,599	107,753	
Other	456,054	171,328	
	<u>530,653</u>	<u>279,081</u>	(2)
Claims on the public and public bodies	6,733,365	5,708,537	(2, 4)
Debt securities			
Public bodies	1,169,441	1,962,182	
Other	911,219	282,901	
	<u>2,080,660</u>	<u>2,245,083</u>	(1, 2, 5, 10, 11)
Shares and holdings	60,095	53,956	(10, 12)
Subsidiary and associated undertakings			
Other	12,632	12,421	(13, 36)
Intangible assets			
Goodwill	-	1,031	
Other intangible assets	24,202	23,216	
	<u>24,202</u>	<u>24,247</u>	(13)
Tangible assets			
Land and buildings			
Owner-occupied	197,708	201,179	
Other	552,970	589,711	
	<u>750,678</u>	<u>790,890</u>	(14, 15)
Real estate holdings			
For the Group's own use	68,091	57,403	
Other	390,171	436,490	
	<u>458,262</u>	<u>493,893</u>	(14, 15) (36)
Machinery and equipment	35,437	28,984	
Other tangible assets	6,151	-	
	<u>1,250,528</u>	<u>1,313,767</u>	(13)
Other assets			
Items in the course of transmission	19,666	8,991	
Guarantee receivables	14,428	22,836	
Other	31,308	41,297	
	<u>65,402</u>	<u>73,124</u>	
Prepayments and accrued income			
Interest	94,478	85,965	
Other	19,526	145,768	
	<u>114,004</u>	<u>231,733</u>	
TOTAL ASSETS	11,226,858	10,297,722	

	(FIM '000)		
	1997	1996	Note
LIABILITIES AND EQUITY CAPITAL			
LIABILITIES			
Liabilities to credit institutions and central banks			
Credit institutions			
Payable on demand	577,943	267,304	
Other	569,319	402,927	
	<u>1,147,262</u>	<u>670,231</u>	(2)
Liabilities to the public and public bodies			
Deposits			
Payable on demand	7,572,689	6,108,963	
Other	382,126	1,099,836	
	<u>7,954,815</u>	<u>7,208,799</u>	
Other liabilities	238,972	590,487	
	<u>8,193,787</u>	<u>7,799,286</u>	(2)
Debt securities in issue			
Bonds	120,000	57,495	
Other	378,132	521,338	
	<u>498,132</u>	<u>578,833</u>	(1, 2, 17)
Other liabilities			
Items in the course of transmission	192,487	192,733	
Other	13,702	16,578	
	<u>206,189</u>	<u>209,311</u>	
Accruals and deferred income			
Interest	37,625	41,807	
Other	44,344	38,193	
	<u>81,969</u>	<u>80,000</u>	
Statutory provisions	-	-	
Subordinated liabilities	404,276	325,600	(18, 19)
Deferred tax liability		90	
Minority interest	18,376	19,820	
Total liabilities	<u>10,549,991</u>	<u>9,683,171</u>	
EQUITY CAPITAL			
Restricted equity			
Share capital	412,738	412,729	
Ordinary reserve	46,238	46,231	
Revaluation reserve	-	1,096	
Capital investments	90,200	90,200	(32)
	<u>549,176</u>	<u>550,256</u>	
Distributable equity			
Retained profit	57,501	20,106	
Transfer from voluntary provisions and depreciation difference to equity capital	-	-	
Profit for the year	70,190	44,189	
	<u>127,691</u>	<u>64,295</u>	
Total equity	<u>676,867</u>	<u>614,551</u>	(20)
TOTAL LIABILITIES AND EQUITY CAPITAL	<u>11,226,858</u>	<u>10,297,722</u>	

PARENT COMPANY PROFIT AND LOSS ACCOUNT

JANUARY 1 - DECEMBER 31

(FIM '000)

	1997	1996
INTEREST INCOME		
Claims on credit institutions and central banks	11,385	15,357
Claims on the public and public bodies	382,428	381,808
Debt securities	103,420	99,851
Other interest income	14,195	12,889
	511,428	509,905
INTEREST EXPENSE		
Credit institutions and central banks	- 21,827	- 16,317
The public and public bodies	- 122,207	- 137,984
Debt securities in issue	- 19,227	- 32,973
Subordinated liabilities	- 38,833	- 34,395
Capital investments	- 3,473	- 5,196
Other interest expenses	- 511	- 3,962
	- 206,078	- 230,827
NET INCOME FROM FINANCIAL OPERATIONS	305,350	279,078
Dividend income	4,304	2,870
Commissions receivable	116,310	119,588
Commissions payable	- 9,660	- 7,982
Net income from securities trading and foreign exchange dealing		
Debt securities	- 6,190	- 3,730
Shares and holdings	456	- 1,090
Other	- 807	-
Securities trading	- 6,541	- 4,820
Foreign exchange dealing	9,326	8,970
	2,785	4,150
Other operating income	76,248	72,685
Administrative expenses		
Salaries and wages	- 111,129	- 100,204
Pension costs	- 20,287	- 17,770
Social security costs	- 8,798	- 8,203
Other staff costs	- 9,826	- 7,384
Staff costs, total	- 150,040	- 133,561
Other administrative expenses	- 90,753	- 76,783
Depreciation	- 41,943	- 14,607
Other operating expenses	- 101,209	- 122,406
Loan and guarantee losses	- 32,296	- 57,245
Write-downs on investment securities	- 7,800	- 14,629
NET OPERATING PROFIT	71,296	51,158
Extraordinary income	7,941	3,397
Extraordinary expenses	- 775	- 6,252
Profit before appropriations and tax	78,462	48,303
Change in voluntary provisions and depreciation difference	-	-
Direct tax	- 68	- 2,462
PROFIT FOR THE YEAR	78,394	45,841

PARENT COMPANY BALANCE SHEET

AS AT DECEMBER 31

(FIM '000)

	1997		1996	
ASSETS				
Liquid assets				
Cash in hand	233,626		207,386	
Claims on central banks payable on demand	<u>121,691</u>	355,317	<u>148,386</u>	355,772
Claims on credit institutions and central banks				
Claims on credit institutions				
Payable on demand	74,545		97,293	
Other	<u>456,053</u>	530,598	<u>159,420</u>	256,713
Claims on the public and public bodies		6,819,530		5,816,706
Debt securities				
Public bodies	1,167,738		1,960,479	
Other	<u>902,414</u>	2,070,152	<u>295,207</u>	2,255,686
Shares and holdings		60,089		53,948
Associated Group undertakings				
Other		5,523		5,523
Group undertakings				
Credit institutions	3,500		1,500	
Other	<u>16,929</u>	20,429	<u>66,029</u>	67,529
Intangible assets		23,174		23,095
Tangible assets				
Land and buildings				
Owner-occupied	29,613		27,032	
Other	<u>193,872</u>		<u>189,492</u>	
	<u>223,485</u>		<u>216,524</u>	
Real estate holdings				
For the Group's own use	160,058		142,603	
Other	<u>615,607</u>		<u>620,454</u>	
	<u>775,665</u>		<u>763,057</u>	
Machinery and equipment	28,105		21,457	
Other tangible assets	<u>6,152</u>	1,033,407	<u>-</u>	1,001,038
Other assets				
Items in the course of transmission	19,659		8,991	
Guarantee receivables	14,428		22,836	
Other	<u>31,091</u>	65,178	<u>41,297</u>	73,124
Prepayments and accrued income				
Interest	94,475		85,923	
Other	<u>19,035</u>	113,510	<u>144,537</u>	230,460
TOTAL ASSETS		11,096,907		10,139,594

	(FIM '000)			
LIABILITIES AND EQUITY CAPITAL	1997		1996	
LIABILITIES				
Liabilities to credit institutions and central banks				
Credit institutions				
Payable on demand	581,150		268,670	
Other	<u>551,716</u>	1,132,866	<u>378,680</u>	647,350
Liabilities to the public and public bodies				
Deposits				
Payable on demand	7,583,116		6,115,148	
Other	<u>382,125</u>		<u>1,102,133</u>	
	7,965,241		7,217,281	
Other liabilities	<u>235,934</u>	8,201,175	<u>551,370</u>	7,768,651
Debt securities in issue				
Bonds	20,000		-	
Other	<u>380,097</u>	400,097	<u>521,338</u>	521,338
Other liabilities				
Items in the course of transmission	186,928		192,733	
Other	<u>13,217</u>	200,145	<u>1,578</u>	194,311
Accruals and deferred income				
Interest	37,409		41,807	
Other	<u>39,570</u>	76,979	<u>29,683</u>	71,490
Statutory provisions				
		-		-
Voluntary provisions and depreciation difference				
		-		-
Subordinated liabilities				
		<u>404,276</u>		<u>325,600</u>
Total liabilities		10,415,538		9,528,740
EQUITY CAPITAL				
Restricted equity				
Share capital	412,738		412,729	
Ordinary reserve	47,963		47,957	
Revaluation reserve	-		1,096	
Capital investments	<u>90,200</u>	550,901	<u>90,200</u>	551,982
Distributable equity				
Retained profit	52,074		13,031	
Profit for the year	78,394	130,468	45,841	58,872
Total equity		681,369		610,854
TOTAL LIABILITIES AND EQUITY CAPITAL		11,096,907		10,139,594

ACCOUNTING POLICIES

BASIS OF PREPARATION AND PRESENTATION

The accounts of the parent company and the Group have been drawn up in compliance with the relevant sections of the Accounting Act, the Act on Credit Institutions and the regulations of the Financial Supervision Authority (FSA). There has been no change in Group structure compared with 1996. Details of consolidated companies are given in Note 36.

The Group accounts include the accounts of Aktia Savings Bank p.l.c. (the parent company) and its directly owned subsidiary and associated undertakings. To comply with the regulations of the FSA, the consolidated accounts exclude real estate companies whose compound balance sheet total is below FIM 60 million or whose share of the Group's total assets is less than 5%. Also, they exclude foreclosed properties.

CONSOLIDATION

The accounts are consolidated on the acquisition method. Subsidiaries are fully consolidated, whereas associated undertakings are consolidated on the equity method. A company is defined as a subsidiary if the parent company's interest is more than 50%. Holdings in associated undertakings range from 20 to 50%.

DEBT SECURITIES AND SHARES

Securities are divided into two main categories: trading securities (purchased for re-sale) and investment securities (purchased with the intention of holding them to maturity).

Securities held for trading purposes are carried at cost. Where the estimated realizable value of an instrument on the closing date is lower than cost, the difference is included with costs. Values are determined using the latest available closing price on the balance sheet date.

Securities held for use on a continuing basis in the Group's activities comprise shares and holdings in subsidiary and associated undertakings and such holdings as allow the parent company to obtain the services it requires. This category also includes debt securities purchased with the intention of holding them to maturity. Investment securities are carried at cost. Where the estimated realizable value of such an instrument is permanently lower than cost, the difference is included with costs. The difference between a debt security's acquisition and nominal value is accrued under Interest income.

ASSETS AND LIABILITIES

Assets and liabilities are carried at amounts received or paid as they arose. Where the amount differs from the nominal value, the difference is accrued as interest over the period of the item. If the estimated realizable value of an asset at balance sheet date is permanently lower than cost, then the asset is marked to market.

TANGIBLE AND INTANGIBLE ASSETS

Buildings and real estate holdings are treated as set out in Note 14. Depreciation policies are consistent throughout the Group. Depreciation of tangibles and intangibles is calculated on the basis of the estimated useful lives of the assets concerned. Buildings are depreciated on the straight-line method over 40 years. Other tangible

and intangible assets are depreciated by equal annual instalments over 5-10 years. In the balance sheet, they are carried at cost less depreciation according to plan.

FOREIGN CURRENCIES

The accounts of the Bank's foreign subsidiary were translated into Finnish markka at the official average rate of exchange ruling on the balance sheet date. On consolidation they were re-allocated to comply with the principles applicable to the parent company accounts.

LOAN AND GUARANTEE LOSSES

When a loan is written off the underlying collateral is valued at its estimated realizable amount at the time the Bank becomes aware that full recovery is unlikely. Where a subsequent review of claims in the process of collection shows that said amount is lower, then the value is reduced accordingly. In the case of loans secured by real estate under long-term lease agreements, the assessment is made on the basis of the return securing the present value of the outstanding claim.

In the balance sheet, losses and value reductions with respect to assets taken over for the protection of claims are recorded under "Loan losses".

Where a loan in default has been granted against a personal security, the loan loss provision is reduced by the estimated proceeds from the realization of the item concerned.

Recoveries of loans written off in previous years are applied as a reduction of loan losses.

NON-PERFORMING LOANS

Loans are classified as non-performing when payment of principal and/or interest is past due 90 days. Claims on corporations in bankruptcy are transferred to non-performing status immediately when the Bank becomes aware that the company has been declared bankrupt. Claims arising from payments under bank guarantees are designed as non-performing the day payment was made.

Accrued but unpaid interest is reversed and charged to Interest income.

EXTRAORDINARY ITEMS

Extraordinary items include substantial gains and losses realized from the sale of shares and holdings for use on a continuing basis; properties previously occupied by the Bank for its own use; and machinery & equipment and other tangibles and intangibles.

DERIVATIVE CONTRACTS

Income and expenses associated with interest-related derivative contracts entered into for hedging purposes are accounted for under Interest income or Interest expense, as applicable.

Income and expenses related to trading contracts entered into for non-hedging purposes are reflected under Net income from securities trading.

Income and expenses pertaining to currency-related derivatives are reported under Net income from foreign exchange dealing, with the exception of the difference between spot and forward rates, which is taken to Interest income or Interest expense, as applicable.

NOTES TO THE ACCOUNTS (FIM '000)

1 DEBT SECURITIES UNDER ASSETS AND LIABILITIES BY TYPE OF INSTRUMENT

Assets	Group		Parent company	
	1997	1996	1997	1996
Bank of Finland CDs	-	19,944	-	19,944
Other CDs	882,521	221,074	873,717	221,074
Treasury bills	380,260	1,252,118	380,260	1,252,118
Other bonds	817,879	740,000	816,175	750,602
Other	-	11,947	-	11,947
Total	2,080,660	2,245,083	2,070,152	2,255,685
Liabilities				
CDs	378,132	521,338	380,097	521,338
Bonds	120,000	57,495	20,000	-
Total	498,132	578,833	400,097	521,338

2 CLAIMS AND LIABILITIES BY MATURITY

Group Assets	Within 3 mths	3-12 mths	1 - 5 yrs	Over 5 yrs	Total
Claims on credit institutions and central banks	510,320	20,332	-	-	530,653
Claims on customers					
Payable on demand	188,861	-	-	-	188,861
Other	395,818	824,127	2,830,664	2,493,895	6,544,504
Debt securities	498,329	784,178	721,373	76,780	2,080,660
Total	1,593,328	1,628,637	3,552,037	2,570,675	9,344,678
Liabilities					
Liabilities to credit institutions and central banks	1,040,362	106,900	-	-	1,147,262
Liabilities to customers	8,017,224	153,929	22,634	-	8,193,787
Debt securities in issue	166,513	301,619	30,000	-	498,132
Total	9,224,099	562,448	52,634	-	9,839,181
Parent company Assets					
Claims on credit institutions and central banks	510,266	20,332	-	-	530,599
Claims on customers					
Payable on demand	188,861	-	-	-	188,861
Other	396,287	825,534	2,904,541	2,504,308	6,630,669
Debt securities	497,370	776,332	719,670	76,780	2,070,152
Total	1,592,784	1,622,198	3,624,211	2,581,088	9,420,281
Liabilities					
Liabilities to credit institutions and central banks	1,025,966	106,900	-	-	1,132,866
Liabilities to customers	8,027,650	152,851	20,674	-	8,201,175
Debt securities in issue	158,478	241,619	-	-	400,097
Total	9,212,094	501,370	20,674	-	9,734,138

Deposits without fixed periods have been reported in the column "Within 3 mths".

3 MARKKA AND FOREIGN CURRENCY ASSETS AND LIABILITIES

	Group 1997		Parent company 1997	
	FIM	For. curr.	FIM	For. curr.
Claims on credit institutions and central banks	434,185	96,468	434,131	96,468
Claims on customers	6,708,671	24,693	6,794,837	24,693
Debt securities	2,076,914	3,746	2,066,406	3,746
Other assets	1,525,382	1,481	1,320,079	1,231
Total	10,745,152	126,388	10,615,453	126,138
Liabilities to credit institutions and central banks	1,092,738	54,524	1,078,342	54,524
Liabilities to customers	8,016,799	176,988	8,024,187	176,988
Debt securities in issue	498,132	-	400,097	-
Subordinated liabilities	404,276	-	404,276	-
Other liabilities	287,909	249	277,122	2
Total	10,299,854	231,761	10,184,024	231,514

	Group 1996		Parent company 1996	
	FIM	For. curr.	FIM	For. curr.
Claims on credit institutions and central banks	179,327	99,754	156,959	99,754
Claims on customers	5,674,600	33,937	5,782,769	33,937
Debt securities	2,233,136	11,947	2,243,738	11,947
Other assets	1,707,630	1,618	1,453,345	1,372
Total	9,794,693	147,256	9,636,811	147,010
Liabilities to credit institutions and central banks	664,890	5,342	642,008	5,342
Liabilities to customers	7,612,708	186,578	7,582,073	186,578
Debt securities in issue	578,833	-	521,338	-
Subordinated liabilities	325,600	-	325,600	-
Other liabilities	289,182	128	265,796	4
Total	9,471,213	192,048	9,336,815	191,924

4 LENDING BY RECIPIENT AND SPECIFIC PROVISIONS

	Group		Parent company	
	1997	1996	1997	1996
Corporations	1,366,739	1,171,639	1,452,904	1,279,808
Financial institutions	404	337	404	337
Public bodies	152,467	80,291	152,467	80,291
Non-profit organizations	429,070	411,525	429,070	411,525
Households	4,784,685	4,044,035	4,784,685	4,044,035
Foreign recipients	-	710	-	710
Total	6,733,365	5,708,537	6,819,530	5,816,706

	Group		Parent company	
	1997	1996	1997	1996
Specific provisions Jan. 1	9,833	20,498	9,833	20,498
New provisions (+)	-	-	-	-
Released provisions (-)	362	-	362	-
Actual losses against which specific provisions had been made previously (-)	9,471	10,665	9,471	10,665
Specific provisions Dec. 31	0	9,833	0	9,833

5 DIFFERENCE BETWEEN NOMINAL AND BOOKVALUE OF DEBT SECURITIES HELD TO MATURITY AND OTHER CLAIMS

Group and Parent company	1997		1996	
	Difference between nominal and book value	Difference between book and nominal value	Difference between nominal and book value	Difference between book and nominal value
Debt securities, other	10,731	85,267	-	59,063
Claims on credit institutions and central banks	-	-	-	-

6 NON-PERFORMING AND OTHER NON-INTEREST-BEARING ASSETS

Group and Parent company	1997		1996	
	Non-performing	Other non-interest-bearing	Non-performing	Other non-interest-bearing
Corporations	62,018	6,487	95,690	4,166
Finance and insurance	-	404	-	-
Non-profit organizations	4,294	456	5,068	-
Households	48,469	9,756	80,300	8,167
Total	114,781	17,103	181,058	12,333

7 SUBORDINATED CLAIMS

There were no claims falling under the above category.

8 LOANS AND GUARANTEES TO MEMBERS OF ADMINISTRATIVE AND SUPERVISORY BODIES

	Group		Parent company	
	1997	1996	1997	1996
Supervisory Board	2,973	2,258	2,973	2,258
Board of Directors, Managing Director and his Deputy	717	-	717	-
Auditors and auditing firm	264	-	264	-
Total	3,954	2,258	3,954	2,258

9 LEASED ASSETS

Aktia has no leased assets.

10 BOOK VALUES OF SECURITIES BY CATEGORY AND STOCK LENDING

	Group		Parent company	
	1997	1996	1997	1996
Debt securities				
Held for trading	1,101,937	1,751,575	1,091,429	1,762,177
Other	978,723	493,508	978,723	493,508
Total	2,080,660	2,245,083	2,070,152	2,255,685
Shares and holdings				
Held for trading	54,720	48,220	54,715	48,212
Listed	1,532	-	1,532	-
Other	53,189	48,220	53,183	48,212
Held on a continuing basis	5,374	5,736	5,374	5,736
Listed	-	-	-	-
Other	5,374	5,736	5,374	5,736
Total	60,095	53,956	60,089	53,948

The section Accounting policies contains details on the classification of securities.

11 DIFFERENCE BETWEEN MARKET AND BOOK VALUE OF SECURITIES

	Group		Parent company	
	1997	1996	1997	1996
Held for trading				
Debt securities	13,150	17,488	13,150	17,480
Listed shares and holdings	-	-	-	-
Other listed shares and holdings held on a continuing basis	-	-	-	-

12 SHARES AND HOLDINGS HELD ON A CONTINUING BASIS

Name of company, domicile and class of business	No. of shares	% of shares	Nominal value	Book value
Luottokunta, Helsinki, credit institution	2,000	3.2 %	1,000	1,000

The total number of other companies was 29. The aggregate book value of shares and holdings was FIM 4,380,000.

13 CHANGES IN SHARES HELD FOR INVESTMENT AND TANGIBLES AND INTANGIBLES

	Group		Parent company	
	1997	1996	1997	1996
Shares and holdings, excluding real estate holdings				
Book value Jan. 1	12,421	14,949	73,052	75,679
+ Increase in acquisition cost	211	-	35,500	500
- Decrease in acquisition cost	-	- 2,528	- 82,600	- 3,127
Book value Dec. 31	12,632	12,421	25,952	73,052
- out of which revaluations	0	0	0	0
Land, buildings and real estate holdings in internal use				
Book value Jan. 1	258,582	257,079	169,635	164,436
+ Increase in acquisition cost	25,733	6,816	31,546	6,816
- Decrease in acquisition cost	- 11,772	- 125	- 8,438	- 125
- Depreciation	- 4,818	- 4,604	- 1,147	- 908
- Reversed revaluations	- 2,890	- 584	- 2,890	- 584
+ / - Transfer between those in internal/external use	964	-	964	-
Book value Dec. 31	265,799	258,582	189,670	169,635
- out of which revaluations	19,267	21,702	19,267	21,702
Land, buildings and real estate holdings in external use				
Book value Jan. 1	1,026,201	878,026	809,947	657,437
+ Increase in acquisition cost	7,974	176,532	73,995	176,532
- Decrease in acquisition cost	- 20,788	- 17,885	- 11,806	- 17,885
- Depreciation	- 67,309	- 8,683	- 59,720	- 4,349
- Reversed revaluations	- 1,973	- 1,789	- 1,973	- 1,788
+ / - Transfer between those in internal/external use	- 964	-	- 964	-
Book value Dec. 31	943,141	1,026,201	809,479	809,947
- out of which revaluations	181,764	184,191	181,764	184,191
	Group	Parent company	1997	1996
Machinery, equipment and other tangibles and intangibles				
Book value Jan. 1	53,231	56,610	44,552	45,991
+ Increase in acquisition cost	29,028	11,655	27,240	11,554
- Decrease in acquisition cost	- 362	- 302	- 354	- 302
- Depreciation	- 16,107	- 14,732	- 14,007	- 12,691
- Reversed revaluations	-	-	-	-
- Book value Dec. 31	65,791	53,231	57,431	44,552

14 A REAL ESTATE HOLDINGS AND PROPERTIES IN EXTERNAL USE

Some properties are carried at cost less depreciation. The book value of certain properties includes revaluations made principally in the 1980s plus intra-group divestments duly approved by the authorities. This valuation principle is deemed to be in conformity with the Bank's long-term investment strategy. What is said above applies to all properties except those which are for sale. The latter have been appraised using a predetermined rate of return method (7-10% depending on the property's use and geographical location) causing an extra FIM 34m write-down expensed through the 1997 profit and loss account.

Group (book value 1997)	Properties	Real estate holdings	Unproductive properties	
			FIM '000	%
Domestic properties				
Flats and residential buildings	158	55,472	2,726	4.9
Business and office premises	538,927	271,467	13,841	1.7
Industrial premises	-	-	-	-
Farms and woodlands	1,983	9,100	9,598	86.6
Other domestic properties	-	7,160	-	-
Total	541,068	343,199	26,165	3.0
Credits and guarantees to real estate companies				
Subsidiaries		53,919		
Associated undertakings		7,115		
Debt associated with shares and real estate holdings				
		56,584		

14 B REAL ESTATE HOLDINGS OF THE GROUP

Return as a percentage	Within 3%	3-7%	Over 7%	Total
Tied-up capital, FIMm	152	976	153	1,281

In the case of premises in the Group's own use, the rent is based on the current rate prevailing in the geographical location in question. Capital tied-up and returns within the various categories are specified on an individual basis. Tied-up capital consists of the acquisition cost less depreciation adjusted for the share of related loans. The rate of return is equal to the annualized net income in relation to the capital tied up. Net income represents rental receipts less normal maintenance costs.

15 COLLATERAL SECURING DEFAULTED LOANS AND ASSETS OBTAINED IN CONNECTION WITH CORPORATE RESTRUCTURING OF CLIENTS

Assets taken over for the protection of claims	Group		Parent company	
	1997	1996	1997	1996
Properties and real estate holdings	58,875	82,268	58,875	82,268
Other shares and holdings	-	-	-	-
Other assets	-	-	-	-
Total	58,875	82,268	58,875	82,268

The Bank held no shares and holdings obtained in connection with corporate restructuring.

16 ASSETS PLEDGED AS SECURITY FOR DEBTS AND COMMITMENTS OF THE PARENT COMPANY, THE GROUP AND OTHERS

Group

Lien or mortgage securing repayment of the Bank's or a third party's debt

	Book value	Debt on balance sheet	Third party commitment
Debt securities, public bodies	1,169,441	-	589,000
Debt securities, others	911,219	-	-
Real estate holdings	458,262	-	-

Parent company

Lien or mortgage securing repayment of the Bank's or a third party's debt

	Book value	Debt on balance sheet	Third party commitment
Debt securities, public bodies	1,167,738	-	589,000
Debt securities, others	902,414	-	-
Real estate holdings	775,665	-	-

17 DIFFERENCE BETWEEN NOMINAL AND BOOK VALUE OF DEBTS

Group and Parent company	1997		1996	
	Difference between nominal and book value	Difference between book and nominal value	Difference between nominal and book value	Difference between book and nominal value
Liabilities to credit institutions and central banks	-	-	-	-
Liabilities to customers	-	-	-	-
Debt securities in issue	11,237	-	17,120	-
Subordinated liabilities	-	-	-	-

18 WARRANT AND CONVERTIBLE BONDS

Group and Parent company	Amount outstanding	Period of conversion	No. of bonds	Type of share/ Exercisable into
Aktia convertible subordinated bond I/1993	48,306	Sep.1-Oct.17 1994-1998	48,306	Aktia Sb p.l.c. 2,415,300 shares
Aktia subordinated debenture I/1994	20,000	Nov.1-Dec.20 1995-2004	20,000	Aktia Sb p.l.c. 40,000 shares

There were no valid authorizations granted by the General Meeting to float new issues, write options or launch convertibles.

19 A SUBORDINATED LIABILITIES THE BOOK VALUE OF WHICH IS > 10% OF THE TOTAL

Group and Parent company	Amount	Currency	Interest %	Maturity
Aktia convertible subordinated bond 1/1993	1) 48,306	FIM	7.25	Oct.18,'98 bullet
Aktia subordinated bond VI/1993	2) 40,500	FIM	6.75	Dec.27,'98 bullet
Aktia share index debenture "Aktia Europa" 1/1997	3) 45,920	FIM	Tied to index	May 30, '02 bullet

Premature repayment terms:

1),2),3). The Parent company or the Group may not redeem the debentures prior to maturity without a relevant permission from the Financial Supervision Authority. Creditors are not entitled to demand early repayment.

Priority and conversion into shares:

1) In the event of the Bank's liquidation, the debt ranks *pari passu* with the Bank's other debentures, but is subordinated to the Bank's other commitments. For details on conversion, see Note 18.

2),3) In the event of the Bank's liquidation, the debt ranks *pari passu* with the Bank's other debentures, but is subordinated to the Bank's other commitments.

19 B OTHER SUBORDINATED LIABILITIES

Group and Parent company	Perpetual loans	Total liabilities
Total liabilities	-	269,550

Premature repayment terms: Creditors may not demand early repayment.

20 CHANGES IN EQUITY

Group	Jan.1	Increase	Decrease	Dec. 31
Share capital	412,729	9	-	412,738 1)
Ordinary reserve	46,231	6	-	46,238 2)
Revaluation reserve	1,096	-	1,096	- 3)
Capital investment	90,200	-	-	90,200
Restricted equity	550,256	15	1,096	549,176
Retained profit (loss)	20,106	44,192	6,796	57,501 4) 5)
Profit (loss) for the year	44,189	70,190	44,189	70,190
Distributable equity	64,295	114,382	50,985	127,691
Total	614,551	114,397	52,081	676,867
Parent company	Jan.1	Increase	Decrease	Dec. 31
Share capital	412,729	9	-	412,738 1)
Ordinary reserve	47,958	5	-	47,963 2)
Revaluation reserve	1,096	-	1,096	- 3)
Capital investment	90,200	-	-	90,200
Restricted equity	551,982	14	1,096	550,901
Retained profit (loss)	13,031	45,841	6,797	52,075 4) 5)
Profit (loss) for the year	45,841	78,394	45,841	78,394
Distributable equity	58,872	124,235	52,638	130,469
Total	610,854	124,249	53,734	681,370

- Pursuant to the conversion terms of the subordinated convertible bond issued by the Bank on October 18,1993, altogether 700 shares at FIM 12 each were subscribed for in 1997.
- The conversion price as per the terms of the subordinated convertible bond is FIM 20; as a consequence, a premium of FIM 8/share arose. The premium has been reported as an increase in the ordinary reserve. At Group level, the increase also includes a translation difference of FIM 900 relating to the Bank's foreign subsidiary.
- In connection with the divestment of Ingå Kåglan and Hangö Långgatan, the related revaluations were written back to the extent allowed by the revaluation reserve.
- The increase relates to the transfer of 1996's profit to retained earnings, and to a translation difference of FIM 2,903 relating to the Bank's foreign subsidiary.
- The decrease is attributable to the reversal of the FIM 877,500 revaluation of the shares in Hangö Långgatan, the FIM 2,890,000 reversal of the revaluation of Karis Köpmangatan 10, and the dividend of FIM 0.15 per share (FIM 3,029,115) declared by the Board.

21 INCOME BY CLASS OF BUSINESS AND GEOGRAPHICAL MARKET

Class of business	Group		Parent company
	Finland	Luxembourg	
Banking	458,275	-	504,998
Fund management	4,266	2,963	-
Securities business	5	-	-
Real estate business	28,865	-	-
Total	491,411	2,963	504,998

Income includes net income from financial operations; dividend income; commissions receivable; net income from securities trading and foreign exchange dealing; and other operating income.

22 NET LEASING INCOME

There was no leasing income.

23 OTHER OPERATING INCOME AND EXPENSES

	Group		Parent company	
	1997	1996	1997	1996
Operating income				
Real estate rental income	68,282	67,823	67,279	67,701
Realization gains on real estate holdings and properties	6,194	3,141	6,194	3,141
Other income	2,776	1,843	2,776	1,843
Total	77,252	72,807	76,249	72,685
Operating expenses				
Rental expenses	16,763	18,122	16,763	18,122
Real estate expenses	37,983	41,154	62,380	73,039
Realization losses on real holdings and properties	573	95	420	95
Other expenses	21,646	31,150	21,646	31,150
Total	76,965	90,521	101,209	122,406

24 LOAN AND GUARANTEE LOSSES AND WRITE-DOWNS OF SECURITIES HELD ON A CONTINUING BASIS

	Group		Parent company	
	1997	1996	1997	1996
Balance sheet items				
Claims on customers	19,763	50,796	19,763	50,796
Loan recoveries	- 14,074	- 6,680	- 14,074	- 6,680
Guarantees and off-balance sheet items	3,075	7,224	3,075	7,224
Guarantee recoveries	- 2,920	- 2,384	- 2,920	- 2,384
Other; assets held on a temporary basis	26,452	8,289	26,452	8,289
Decrease	-	-	-	-
Total	32,296	57,245	32,296	57,245
Write-downs of securities held on a continuing basis	7,800	12,214	7,800	10,929
Loan and guarantee losses				
+ Actual loan losses	49,277	66,331	49,277	66,331
- Actual loan losses against which a prior year specific provision has been made	- 9,471	- 10,665	- 9,471	- 10,665
- Recoveries of items previously written off	- 16,982	- 9,086	- 16,982	- 9,086
+ Specific provisions	9,834	10,665	9,834	10,665
- Released provisions	- 362	-	- 362	-
Loan and guarantee losses taken to the accounts	32,296	57,245	32,296	57,245

The section Accounting policies contains information on valuation principles applicable to collateral.

25 SALARIES AND EMOLUMENTS TO MEMBERS OF ADMINISTRATIVE AND SUPERVISORY BOARDS, AND PENSION COMMITMENTS

	Group	Parent company
Supervisory Board	320	320
Board of Directors, including Managing Director and his deputy	1,876	1,431
Total	2,196	1,751

The persons mentioned above received FIM 133,000 in emoluments and cash bonuses linked to the Bank's financial results.

26 OFF-BALANCE SHEET ITEMS

	Group		Parent company	
	1997	1996	1997	1996
Guarantees and pledges	245,062	344,283	266,104	344,283
Irrevocable commitments	277,256	243,901	281,856	243,901
Commitments to extend credit	97,745	47,725	97,745	47,725

Off-balance sheet items the amount of which is > 10% of the total; however not below FIM 1m

Group and Parent company	For hedging purposes		Other	
	1997	1996	1997	1996
Interest rate derivatives				
- Futures and forwards	-	-	-	1,020,000
Foreign exchange derivatives				
- Futures and forwards	-	54,000	60,042	-
- Interest rate and currency swaps	-	-	72,146	-

27 COMMITMENTS UNDER LEASES

There were no leasing commitments.

28 PENSION ARRANGEMENTS

Statutory and voluntary staff pension schemes are covered by insurance.

29 TRUST SERVICES

The Bank offers its clientele portfolio management services to the extent permitted under the Finnish Act on Credit Institutions and the regulations issued by the Banking Supervision Authority. Matters taken care of generally relate to inheritance, family law, estate distribution and court petitions. The Bank does not handle criminal or civil cases.

30 STAFF NUMBERS

On average	Group		Parent company	
	1997	1996	1997	1996
Full timers	543	532	534	524
Part timers	35	34	35	33
Total payroll	578	566	569	557
By class of business	1997	1996	1997	1996
Banking	561	549	561	549
Fund management	7	6	-	-
Securities business	-	-	-	-
Real estate business	10	11	8	8
Total	578	566	569	557

31 SHARE CATEGORIES AND THE GROUP'S OWN SHARES AND HOLDINGS

None.

32 CAPITAL INVESTMENTS

	Group		Parent company	
	1997	1996	1997	1996
Capital certificates held by the Finnish state.	90,200	90,200	90,200	90,200

Restricted equity includes FIM 90.2 million in preferred capital certificates subscribed for by the central government. Provided that there are distributable funds, the Bank is required to pay interest on these certificates between 1992 and 1997 at a rate which is 0.5% over one-year Finnish Government Treasury Bills. Accrued interest taken to the 1997 profit and loss account was FIM 3.5 million (3.85%). If the Bank is unable to pay interest the day after the accounts were approved by the Annual General Meeting, the central government shall have the right to convert its investment into shares in the Bank. The Bank may repay the principal only with the approval of the Financial Supervision Authority. A condition for approval is that the Bank's or the Group's solvency ratio does not fall below the minimum prescribed in law as a result of the repayment. The bearer of the certificates is not entitled to demand repayment of the investment.

33 PRINCIPAL SHAREHOLDERS AND MANAGEMENT HOLDINGS

Ten largest shareholders	No. of shares	% of shares and votes
Swedbank	8,600,000	25.0
Sparbanksstiftelsen i Helsingfors	2,035,000	5.9
Sparbanksstiftelsen i Vanda	1,452,500	4.2
Sparbanksstiftelsen i Esbo-Grankulla	1,215,000	3.5
Sparbanksstiftelsen i Borgå	1,175,000	3.4
Sparfrämjande stiftelsen Hfors Södra	999,000	2.9
Sparfrämjande stiftelsen Hfors Östra	999,000	2.9
Sparfrämjande stiftelsen Hfors Norra	999,000	2.9
Sparfrämjande stiftelsen Hfors Västra	999,000	2.9
Sparfrämjande stiftelsen Hfors Torkel	999,000	2.9

Pursuant to §16 of the Commercial Bank Act (23.10.1992/31), voting rights are restricted; at general meetings no one may exercise voting rights in excess of one-twentieth of the total votes carried by the shares represented at the meeting unless, for a specific reason, dispensation is granted by the Council of State.

Management holdings

Members of the Bank's Supervisory Board and Board of Directors, including the Managing Director and his deputy, had a beneficial interest in 39,280 shares of the Bank, representing 0.11% of total shares and votes. In addition, they held convertible debentures equating 0.29% of the outstanding amount. In 1998, the convertible debentures may be exchanged for 9,800 shares, representing 0.03% of total shares and votes.

Breakdown of shareholders by category	Shareholders		Shares	
	No. of shareholders	% of shares	No. of shares	% of shares
Corporations	16	3.11	1,482,611	4.31
Finance and insurance	42	8.17	4,011,360	11.66
Public bodies	1	0.19	50,000	0.15
Non-profit organizations	45	8.75	19,933,990	57.95
Households and individuals	408	79.39	316,539	0.92
Foreign investors	2	0.39	8,600,300	25.01
Total	514	100.00	34,394,800	100.00

Breakdown of shares Number of shares held	Shareholders		Shares	
	Number	%	Number	%
1-100	198	38.52	12,150	0.04
101-1,000	178	34.63	90,160	0.26
1,001-10,000	42	8.17	100,890	0.29
10,001-100,000	50	9.73	2,087,096	6.07
100,001-	46	8.95	32,104,504	93.34
Total	514	100.00	34,394,800	100.00

34 FINANCIAL INCOME AND EXPENSES IN RESPECT OF GROUP AND ASSOCIATED UNDERTAKINGS

	Group undertakings		Associated undertakings	
	1997	1996	1997	1996
Interest income	4,395	6,976	726	957
Interest expense	33	74	389	402
Dividend income	3,839	1,937	1,534	1,232

35 CLAIMS, LIABILITIES AND GUARANTEES IN RESPECT OF GROUP AND ASSOCIATED UNDERTAKINGS

Claims	Group undertakings		Associated undertakings	
	1997	1996	1997	1996
Claims on customers	86,165	71,062	15,400	15,400
Debt securities	-	12,305	-	-
Total	86,165	83,367	15,400	15,400
Liabilities	Group undertakings		Associated undertakings	
	1997	1996	1997	1996
Liabilities to credit institutions	3,121	1,154	-	-
Liabilities to the public	12,965	9,851	-	2,281
Debt securities in issue	1,965	-	-	-
Total	18,051	11,005	-	2,281

36 HOLDINGS IN SUBSIDIARY AND ASSOCIATED UNDERTAKINGS

Consolidated companies (interest > 50%)

	No. of shares	% of shares/votes	Nominal value	Book value	Profit/loss
Credit institution					
Hsp-Rahoitus Oy, Helsinki	3,500	100	3,500	3,500	- 40
Fund Management Companies					
Aktia Rahastoyhtiö Oy, Helsinki	1,038	94	10,380	14,197	- 318
Aktia Fund Management S.A., Luxembourg	4,999	100	662	662	1,554
Asset Management Company					
Aktia Asset Management Oy, Helsinki	200	100	2,000	2,000	3
Real Estate Companies					
Sparkvarteret i Borgå Kiint. Oy, Porvoo	8,895	97	1,379	68,306	- 12
Blåbackavägen 14 Kiint. Oy, Espoo	42,000	100	42	48,544	- 924
Fredriksgatan 47 Kiint. Oy, Helsinki	3,400	100	3,400	41,819	- 134
Klåvusvägen 4 As. Oy, Helsinki	1,654	50	2,111	10,167	- 10
Mannerheimvägen 14 Kiint. Oy, Helsinki	14,800	100	92,500	112,500	- 76
Robur Invest Ab, Helsinki	100	100	50	50	0
Tikkurilan Raha-asema Kiint. Oy, Vantaa	1,014	60	1,521	12,192	- 16
Vasa Ekgården Kiint. Oy, Vaasa	9,163	92	10,996	33,105	- 109
Vasp Invest Oy, Vaasa	100	100	20	20	-
Total			128,560	347,062	- 83

Excluded companies (interest >50%)

The consolidated accounts exclude 22 real estate companies whose aggregate book value at December 31, 1997 was FIM 87,421,000.

Holdings in associated undertakings (interest 20-50%)

	No. of shares	% of shares/votes	Nominal value	Book value	Profit/loss
Data processing					
Samlink Ltd, Espoo	27,615	20.1	2,762	5,523	6,552
Real Estate Companies					
Alexandersgatan 7 Kiint. Oy, Helsinki	1,433	27.0	1,433	25,000	
Silvertärnan Kiint. Oy, Helsinki	6,438	50.0	6,438	161,649	24
12 other real estate companies				34,417	
Total				226,589	

Subsidiaries established, merged or divested in 1997

Name of company	Domicile	Class of business	Profit	Net assets
Aktia Asset Management Oy, founded Nov. 28, 1997	Helsinki	Asset management	3	2,003
HSB Fond Ab, divested Feb. 28, 1997	Helsinki	Fund management	2	1,102
Torkkelin V-Kiinteistöt Oy integrated into parent company Dec. 15, 1997	Helsinki	Property investment	1,311	86,789

37 CHANGE IN ACCOUNTING POLICIES

There were no changes in the 1997 accounting policies compared with those applied in 1996.

38 CHANGE IN GROUP STRUCTURE

The ownership interest in Klávusväven 4 As. Oy has been reduced from 63.2% to 49.5%. Further details on major changes are given in Note 36. Dividends paid by Group companies in 1997 and 1996 are comparable.

39 EXEMPTIONS GRANTED BY THE FINANCIAL SUPERVISION AUTHORITY

With the permission of the FSA, dormant companies were excluded on consolidation.

40 UNCONSOLIDATED SUBSIDIARY AND ASSOCIATED UNDERTAKINGS

The consolidated accounts exclude those real estate companies whose impact on the Group's operating results and financial position is marginal. Their net assets and results are minimal. Rents received have been accounted for in the item Real estate income and maintenance and capital costs have been included in real estate expenses. There were 22 such companies; their combined book value as at December 31, 1997 was FIM 87.4 million.

41 CONSOLIDATION OF SUBSIDIARY AND ASSOCIATED UNDERTAKINGS NOT OPERATING AS FINANCIAL INSTITUTIONS OR ANCILLARY SERVICES UNDERTAKINGS

The accounts have been consolidated on the acquisition method. Subsidiaries (>50%) are fully consolidated. Associated undertakings (interest 20-50%) have been consolidated on the equity method.

42 INTERCOMPANY ITEMS

The consolidated accounts exclude intercompany items of undertakings not operating as credit institutions, financial institutions or service undertakings. Subsidiaries are administered and managed by the parent company.

43 TRANSLATION OF THE ANNUAL ACCOUNTS OF FOREIGN SUBSIDIARIES

The accounting treatment of foreign subsidiaries is set out in the section Accounting policies. The translation difference arising on elimination, amounting to FIM 2,903, is accounted for in retained earnings.

44 GOODWILL

The difference between the purchase price and fair value of Aktia Rahasto Oy (Sp-Rahasto) known as goodwill will be written off on the straight-line method over 5 years. Amortization at December 31, 1997 = FIM 1.0m. On the balance sheet date, the residual value was nil. The excess value of properties is divided between land (FIM 26.3m) and buildings (FIM 25.8m). Depreciation principles are consistent throughout the Group.

45 SHARES HELD BY GROUP COMPANIES

There were no shares falling under the above category.

PROPOSED DISTRIBUTION OF PROFITS

We propose to the Annual General Meeting that the FIM 78,393,580.69 profit for the accounting period be disposed of as follows:

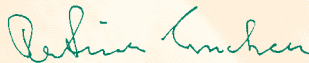
* A dividend of FIM 0.25 per share be distributed to the shareholders FIM 8,598,700.00

* To be transferred to distributable equity FIM 69,794,880.69

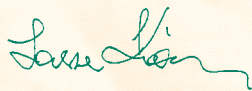
This would take parent company distributable equity to FIM 121,869,800.47 and Group distributable equity to FIM 119,092,919.77.

Helsinki, March 3, 1998

Board of Directors



Patrick Enckell
Chairman of the Board



Lasse Koivu
Vice-Chairman



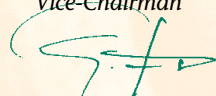
Sven-Erik Kjellman



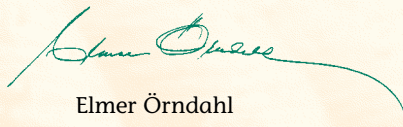
Lars Erik Kvist



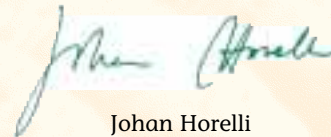
Håkan Källåker



Caj-Gunnar Lindström



Elmer Örndahl



Johan Horelli
Managing Director

STATEMENT BY THE SUPERVISORY BOARD

The annual accounts of the parent company and the Group have been drawn up in accordance with prevailing standards. We endorse them for submission to the General Meeting and concur with the proposal of the Board of Directors for the disposal of the profit for the accounting period.

Helsinki, March 11, 1998

CARL-OLAF HOMÉN
Chairman

BO GÖRAN ERIKSSON
Vice-Chairman

KURT FORSMAN
Vice-Chairman

FRITZ KUULA
Vice-Chairman

HENRIK SUNDBÄCK
Vice-Chairman

HENRIK ANDBERG

CHRISTOFFER GRÖNHOLM

JOHAN KORKMAN

GÖRAN LAGERMAN

TOR-ERIK LANDGÅRDS

PER LINDGÅRD

YNGVE MORELIUS

EERO OITILA

MARGARETA PIETIKÄINEN

JORMA J. PITKÄMÄKI

GUJE SEVÓN

PETER SIMBERG

STIG TAMMELIN

HEIKKI TUOMINEN

LORENZ UTHARDT

GUNNAR WECKSTRÖM

JOHAN WENNSTRÖM

BORIS WESTERLUND

CARL JOHAN WESTMAN

MÄRTEN WEURLANDER

HENRY WIKLUND

BO-GUSTAV WILSON

LEO WISTBACKA

The Supervisory Board is responsible for the Bank's strategic direction, and for ensuring that the Bank is managed with competence and care in compliance with relevant laws and the Bank's Articles of Association. The Supervisory Board also appoints the Board of Directors, the Managing Director and his deputy and the Boards of the district business centres.

The Supervisory Board shall comprise a minimum of seven and a maximum of thirty members as, from time to time, determined by the General Meeting. The term of members shall be not more than three years at a time.

Normally, the Supervisory Board meets at least four times per year.

AUDITORS' REPORT

TO THE SHAREHOLDERS OF AKTIA SAVINGS BANK PLC

We have audited the accounting records, the financial statements and the corporate governance of Aktia Savings Bank PLC for the period 1.1. - 31.12.1997. The financial statements, which include the report of the Board of Directors, consolidated and parent company income statements, balance sheets and notes to the financial statements, have been prepared by the Board of Directors and the Managing Director. Based on our audit we express an opinion on these financial statements and on the corporate governance.

We have conducted the audit in accordance with Finnish Standards on Auditing. Those standards require that we perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by the management as well as evaluating the overall financial statement presentation. The purpose of our audit of the corporate governance is to examine that the members of the Supervisory Board, the Board of Directors, the

Managing Director and others concerned have legally complied with the rules of the Companies Act, the Savings Bank Act and the Credit Institution Act.

In our opinion the financial statements have been prepared in accordance with the Accounting Act and other rules and regulations governing the preparation of financial statements. The financial statements give a true and fair view, as defined in the Accounting Act, of both the consolidated and parent company's result of operations as well as of the financial position. The financial statements including the consolidated financial statements can be adopted and the members of the Supervisory Board, the Board of Directors, the Managing Director of the parent company and others concerned can be discharged from liability for the period audited by us. The proposal by the Board of Directors regarding the distribution of retained earnings is in compliance with the Companies Act.

We have reviewed the interim reports published during the financial year. The interim reports have been prepared in accordance with applicable regulations.

Helsinki, March 12, 1998

OY JOE SUNDHOLM & CO AB
Authorised Public Accountants

Joe Sundholm
Authorised Public Accountant

Rolf Nyberg
Approved Accountant

Sune Back
Authorised Public Accountant



BOARD OF DIRECTORS

The Directors represent the Bank and manage its business in accordance with applicable laws, the Bank's Articles of Association and any guidelines issued by the Supervisory Board. To the extent deemed appropriate, powers and authorities may, however, be delegated to the Managing Director and the Executive Committee. The Board meets at least eight times per year.

PATRICK ENCKELL (born in 1937)
Lic.Sc.(Eng.)
(Chairman of the Board)

LASSE KOIVU (born in 1943)
B.Sc.(Econ.)
Managing Director, *Konstsamfundet*
(Vice-Chairman of the Board)

SVEN-ERIK KJELLMAN (born in 1938)
Managing Director, *Kvevlax Sparbank*

CAJ-GUNNAR LINDSTRÖM (born in 1942)
PhD (Econ.)
Treasurer, *Åbo Akademi Foundation*

ELMER ÖRND AHL (born in 1933)
M.Sc. (Econ.)



SEATED (LEFT TO RIGHT)

LASSE KOIVU; PATRICK ENCKELL;

STANDING (LEFT TO RIGHT)

SVEN-ERIK KJELLMAN; CAJ-GUNNAR LINDSTRÖM;
ELMER ÖRND AHL

EXECUTIVE COMMITTEE



SEATED (LEFT TO RIGHT)

JOHAN HORELLI; CHRISTINA WIIK;

STANDING (LEFT TO RIGHT)

CAJ HOLMSTRÖM; KENNETH KAARNIMO;
JARL SVED; YNGVE LINDBERG; ASKO RINTALA

JOHAN HORELLI (born in 1939)
Managing Director
M.Sc.(Eng.)

Asset Management; Internal Audit; Communication; Brokerage; Human Resources. Private Banking.
Joined the Bank in 1994.

YNGVE LINDBERG (born in 1940)
Deputy Managing Director

Properties; Internal Services; Savings Bank Relations.
Porvoo; Sipoo and Loviisa.
Joined the Bank in 1964.

CAJ HOLMSTRÖM (born in 1950)
General Manager
B.Sc. (Econ.)

Market Support; Insurance Sales.
Greater Helsinki.
Joined the Bank in 1994.

KENNETH KAARNIMO (born in 1963)
General Manager
M.Sc.(Econ.)

Accounting.
Joined the Bank in 1991.

ASKO RINTALA (born in 1953)
General Manager
B.Sc.(Econ.)

Business Development; Payment Services; Internet Bank & Telephone Bank; Information Technology; Unit Trusts.
Helsinki Corporate Banking Unit; Turku; Tampere; Central Uusimaa.
Joined the Bank in 1995.

JARL SVED (born in 1954)
General Manager
LL.B.

Back Office; Custody; Legal Affairs; Credit Risk Management; Group Finance; Financial Markets.
Bromarf, Inkoo, Karjaa-Pohja, Kirkkonummi, Siuntio, Hanko, Tenhola, Pietarsaari, Kokkola, Mustasaari, Maalahti and Vaasa.
Joined the Bank in 1980.

CHRISTINA WIIK (born in 1943)
Investment Adviser
Staff Representative
Joined the Bank in 1961.

STAFF AND DEVELOPMENT OF PROFESSIONAL SKILLS

At year-end, the Bank had a staff of 592, an increase of 14 people mainly reflecting the expansion of business and branch networks.

We continued to devote much time to developing a new corporate culture and management philosophy. Employees are encouraged to deploy the opportunities offered by new technology and adopt new working routines. Special emphasis is being placed on active and consistent management of customer relationships, including face-to-face communication. Members of our staff are expected to show initiative in matters relating to the enhancement of their own competence in an environment marked by teamwork, accountability and openness. The vast majority of senior executives are applying the management and teamwork development programme, the final goals of which is to provide the groundwork for a new way of operating and ensure a continuous improvement in quality. We are also working hard on improving key support functions and processes.

Over the year, we embarked on an ambitious programme aimed at increasing the sale of our savings options on offer. Our efforts to improve know-how in

preparation for the installation of PC-based work stations proceeded as planned. The great majority of our staff graduated after having participated in a PC training programme.

As already discussed in the Statement by the Managing Director, nearly all staff took part in a special event on Suomenlinna, including a Fair presenting the Bank's principal business & support units and activities, and a Gala Dinner. The main purpose of the day was to create a family feeling and a tightly-knit team.

In a survey, our staff was asked for an opinion about the Bank's corporate climate. It is encouraging to note that employees are highly motivated and proud of working for Aktia. The results of the survey will be put to good use throughout the organization. The intention is to poll staff at regular intervals.

In autumn 1997, the planning of an extensive trainee programme, which will start this spring, was brought to conclusion.

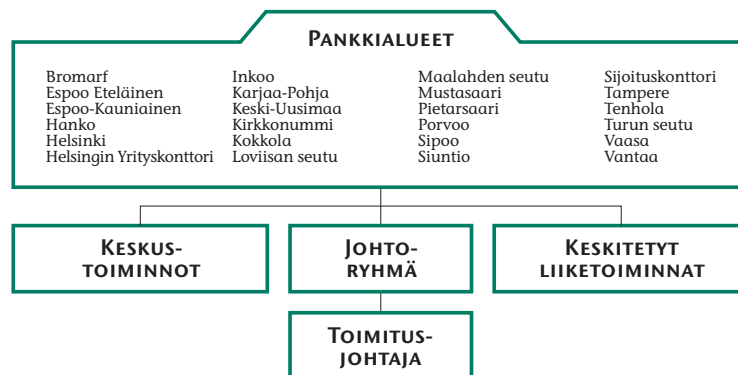
At the end of the year, a special one-time bonus of FIM 2,000 was given to all full-time employees as a nest egg in any fund administered by Aktia.

STAFF LEVELS AT DECEMBER 31

	1997	1996	Change
Full timers	516	498	+ 18
Part timers	55	57	- 2
Temporary staff	21	23	- 2
Clerical staff	592	578	+ 14
Other staff	31	31	+/- 0
On long-term leave	22	12	+ 10
<i>Total payroll</i>	<i>645</i>	<i>621</i>	<i>+ 24</i>
On full-time equivalent terms	569	557	

ORGANIZATION

Administratively, the Bank is organized into 24 district business centres comprising 64 offices. The centres are headed by Regional Managers who are responsible for promoting community relations and developing business in the geographic area being served. Due to their in-depth knowledge of the local markets, the centres are able to offer a range of flexible, specialized, tailor-made services to businesses and individuals. Local customers have access to Group-wide products and expertise.



BRANCH NETWORK

GREATER HELSINKI	<i>Helsinki Munkkivuori</i> Raumantie 1 00350 Helsinki Tel. +358-10 247 6730 Fax +358-10 247 6739	<i>Pernaja Koskenkylä</i> Suurpellontie 1 07700 Koskenkylän saha Tel. +358-10 247 5640 Fax +358-10 247 5649	<i>Inkoo Kirkonkylä</i> P.O.BOX 2 10211 Inkoo Tel. +358-10 247 5460 Fax +358-10 247 5469	<i>Mustasaari</i> <i>Mobile Bank</i> + 358-50 516 6304	<i>Vaasa Palosaari</i> Palosaarentie 21 65200 Vaasa Tel. +358-10 247 5180 Fax +358-10 247 5189
<i>Espoo Keskusta</i> Espoonkatu 4 02770 Espoo Tel. +358-10 247 6060 Fax +358-10 247 6069	<i>Helsinki Sijoituskonttori</i> Mannerheimintie 14, II krs 00100 Helsinki Tel. +358-10 247 6800 Fax +358-10 247 6809	<i>Pornainen</i> Makasiinikuja 1 07171 Pornainen Tel. +358-10 247 5630 Fax +358-10 247 5639	<i>Karjaa Keskusta</i> Kauppiaankatu 10 10300 Karjaa Tel. +358-10 247 5500 Fax +358-10 247 5509	<i>Mustasaari Sepänkylä</i> Markkinatie 1 65610 Mustasaari Tel. +358-10 247 5200 Fax +358-10 247 5209	<i>Vaasa Torikonttori</i> Vaasanpuistikko 16 65100 Vaasa Tel. +358-10 247 5100 Fax +358-10 247 5109
<i>Espoo Leppävaara</i> Tinurinkuja 4 02600 Espoo Tel. +358-10 247 6080 Fax +358-10 247 6089	<i>Helsinki Töölöntori</i> Sandelsinkatu 6 00260 Helsinki Tel. +358-10 247 6640 Fax +358-10 247 6649	<i>Porvoo Keskusta</i> Mannerheimin- katu 9-11 06100 Porvoo Tel. +358-10 247 5700 Fax +358-10 247 5709	<i>Karjaa Mustio</i> Askersintie 62 10360 Mustio Tel. +358-10 247 5530 Fax +358-10 247 5539	<i>Mustasaari Sulva</i> Sulvantie 213 65450 Sulva Tel. +358-10 247 5210 Fax +358-10 247 5219	<i>Vaasa Vetokannas</i> Kustaalantie 3 65230 Vaasa Tel. +358-10 247 5160 Fax +358-10 247 5169
<i>Espoo Tapiola</i> Länsituulenkuja 3 02100 Espoo Tel. +358-10 247 6030 Fax +358-10 247 6039	<i>Helsinki Yrityskonttori</i> Mannerheimintie 14 II krs 00100 Helsinki Tel. +358-10 247 6700 Fax +358-10 247 6709	<i>Porvoo Kevätkumpu</i> Sammontie 1 06150 Porvoo Tel. +358-10 247 5750 Fax +358-10 247 5759	<i>Kirkkonummi Keskusta</i> Kirkkotori 02400 Kirkkonummi Tel. +358-10 247 5400 Fax +358-10 247 5409	<i>Oravainen Kirkonkylä</i> Öurintie 6 66800 Oravainen Tel. +358-10 247 5220 Fax +358-10 247 5229	<i>Vaasa Yrityskonttori</i> Vaasanpuistikko 16 65100 Vaasa Tel. +358-10 247 5150 Fax +358-10 247 5159
<i>Helsinki Eira</i> Vuorimiehenkatu 00140 Helsinki Tel. +358-10 247 6660 Fax +358-10 247 6669	<i>Kauniainen</i> Thurmanin- puistotie 8 02700 Kauniainen Tel. +358-10 247 6010 Fax +358-10 247 6019	<i>Sipoo Nikkilä</i> Isokyläntie 20 04130 Sipoo Tel. +358-10 247 5660 Fax +358-10 247 5669	<i>Kirkkonummi Lapinkylä</i> 02520 Lapinkylä Tel. +358-10 247 5430 Fax +358-10 247 5439	<i>Oravainen Komossa</i> Komossantie 253 66820 Komossa Tel. +358-10 247 5230	<i>Vallgrund</i> Sommarösundint. 75 65920 Norra Vallgrund Tel. +358-10 247 5280 Fax +358-10 247 5289
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<i>Helsinki Hakaniemi</i> Toinen linja 5 00530 Helsinki Tel. +358-10 247 6710 Fax +358-10 247 6719	<i>Vantaa Myyrmäki</i> Kilterinraitti 6 01600 Vantaa Tel. +358-10 247 6130 Fax +358-10 247 6139	<i>Järvenpää</i> Sibeliuksenkatu 14 04400 Järvenpää Tel. +358-10 247 6150 Fax +358-10 247 6159	<i>Suuntio</i> Suuntiontie 504 02580 Suuntio Tel. +358-10 247 5440 Fax +358-10 247 5449	<i>Petolahti</i> 66240 Petolahti Tel. +358-10 247 5260 Fax +358-10 247 5269	<i>Övermalax</i> P.O.BOX 29 66141 Övermalax Tel. +358-10 247 5270 Fax +358-10 247 5279
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