Erik Penser Bankaktiebolag Annual Report 2015

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ERIK PENSER BANKAKTIEBOLAG AND REVIEW OF THE 2015 FINANCIAL YEAR

BUSINESS CONCEPT

Erik Penser Bankaktiebolag is a privately owned independent bank. The bank provides a wide selection of financial services to retail and institutional investors with focus on creating value for its clients.

Erik Penser Bankaktiebolag has 89 employees and the head office is in Stockholm

The business culture at Erik Penser Bankaktiebolag is founded on the conviction that long-term success for the bank can only be built on the success of its customers and clients.

The business was reorganised in 2015 into two business areas: Corporate Finance and Wealth Management, which includes the former business areas Private Banking, Institutional Sales and Structured Products.

The bank is owned by Erik Penser AB, which is owned by Urdar AB. Urdar AB is, a wholly owned subsidiary of Yggdrasil AB, a company wholly owned by Erik Penser.

MISSION

Erik Penser Bankaktiebolag shall provide financial solutions that create value for retail and professional investors.

OBJECTIVES

Aimed at securing long-term competitiveness, Erik Penser Bankaktiebolag has established a number of objectives, of which the most important are customer satisfaction, low risk exposure and stable income.

STRATEGY

Erik Penser Bankaktiebolag's strategy is oriented towards generating customer value by offering customised financial solutions and personalised service.

SERVICES

Erik Penser Bankaktiebolag provides services for retail and institutional investors, including:

- Advisory services in wealth management
- Institutional and retail sales and research
- Capital management
- Taxes and law
- Structured products
- Corporate finance

2015 IN BRIEF

- Operating income increased to SEK 200 million (183).
- Operating expenses, including provisions to profit sharing, increased to SEK -194 million (-179).
- Operating profit of SEK 5 million (4).
- Group contribution received of SEK 5 million.
- Profit for the year amounted to SEK 11 million (4).
- Shareholder contribution received of SEK 30 million.
- The capital base amounted to SEK 284 million (250) and the Common equity Tier 1 capital ratio was 26.1 percent (22,2).
- Maintained position as the leader in corporate finance among small and medium cap listed companies.
- Operations were reorganised into two business areas: Corporate Finance and Wealth Management.

Key data, SEKm	2015	2014
Income	200	183
Operating profit	5	4
Operating margin, %	2.7	2.2
Equity	2.5	255
Return on equity, %	4.0	1.6
Return on assets, %	0.5	0.2
Common equity Tier 1 capital ratio	0, % 26.1	22.2

PROGRESS AND FOCUS

The bank is reporting profit for the year of SEK 11 million, corresponding to SEK 21 million before provisions to profit sharing. We are pleased with this performance, which shows that the change processes instituted last year have already delivered results in spite of relatively difficult market conditions. Compared with 2014, the earnings improvement amounts to SEK 17 million, excluding provisions to profit sharing.

One of the results of the change process was an increase in recurring revenues of 23 percent to SEK 81 million during the year. The bank has thus become less dependent upon transaction-based income. Further enhancing recurring revenues is a key strategic target for the bank, as this will ensure greater stability in the business and in earnings growth over time.

Aimed at clarifying and expanding the bank's value proposition, we integrated operations into two business areas in the autumn: Wealth Management and Corporate Finance. In so doing, we can take better advantage of synergy gains in the organisation going forward.

During 2015, we solidified our position in Corporate Finance as the leading adviser in the small cap niche through a relatively large number of transactions including four IPOs. In addition, lending to the bank's corporate customers increased significantly during the year. Overall income in Corporate Finance in 2015 was the highest ever.

In Wealth Management, which since autumn includes the former business areas of Private Banking, Capital Management, Institutional Sales and Structured Products, the volatile market led to a moderate decline in customer activity. Capital management services were further developed during the year and the allocation management component was increased. Also in the autumn, we launched a fund solution, Penser Dynamisk Allokering, based on our allocation management. The aim is to make it possible for our customers to follow the bank's management strategy and invest smaller amounts.

The inflow to capital management, in spite of the challenging conditions that characterised the equity market for much of the year, is evidence that our enhanced management offering has been enthusiastically received by our customers. A select number of employees were recruited to the new Wealth Management business area at the end of the year.

Continued growth of our business volumes will determine whether the bank is able to attain its long-term objectives. Clarifying the added value that we offer to our customers through high-quality advisory services and capital management is a key component of our strategy. We will also make more extensive use of our banking licence and balance sheet for lending, in a manner that complements and expands our advisory services business.

Focus on customer groups seeking services in both Corporate Finance and Wealth Management will also be sharpened. Our size is also our strength — we are a relatively small organisation with swift decision processes and our success depends on our ability to grow our customers' wealth and their businesses through professional advice.

After an eventful and ground-breaking 2015, my considered opinion is that we have very good prospects in 2016 for continuing to attract new capital to our capital management while further developing and widening our service offering in Corporate Finance.

We are most grateful for the continued trust of our customers.

BOARD OF DIRECTORS' REPORT

The board of directors and chief executive officer of Erik Penser Bankaktiebolag, company registration number 556031-2570, present hereby the annual report for the 2015 financial year.

BUSINESS DESCRIPTION

Erik Penser Bankaktiebolag is a privately owned independent bank. The bank, which was founded in 1994 (then named Erik Penser Fondkommission), provides a wide range of financial services to retail and institutional investors.

Erik Penser Bankaktiebolag operates under the supervision of the Swedish Financial Supervisory Authority (*Finansinspektionen*) and is a member of Nasdaq Stockholm, Bats Chi-X Europe and NGM. The bank is also a member of SwedSec and the Swedish Securities Dealers Association.

The business was reorganised in 2015 into two business areas, Corporate Finance and Wealth Management, which include the former business areas of Private Banking, Institutional Sales and Structured Products.

The head office of Erik Penser Bankaktiebolag is in Stockholm. The bank is a wholly owned subsidiary of Erik Penser AB (reg. no. 556113-9717, registered office in Stockholm). Yggdrasil AB (reg. no. 556097-8701) whose registered office is in Eslöv, is the parent entity of the group.

OPERATIONS IN 2015

The bank increased its recurring revenues and the Corporate Finance business area carried out a large number of assignments and solidified its strong position in the small cap niche, which had positive impact on earnings in the 2015 financial year. Lending to the bank's customers also increased.

The bank's income and expenses both increased during the year compared with 2014..

MARKET

The news flow in 2015 was dominated by continued geopolitical unrest, primarily in the Middle East, worries about economic growth in China and the United States and about a Greek exit from the EMU.

The trend was volatile for the global MSCI AC World Index, which rose by 3.8 percent calculated in SEK, buoyed by a stronger US dollar and a weaker Swedish krona. Impacted by the steep drop in the oil price, emerging markets accounted for the largest downturns. The fixed income market was also characterised by relatively high volatility.

Nasdaq Stockholm's All-Share Index (OMX SPI) rose by 6.4 percent in 2015, a decline from the 12.4 percent upturn in 2014. Certain companies in the engineering sectors, primarily those that benefited from a stronger dollar, accounted for the greatest share price growth. The trend was generally weaker for shares related to commodities and finance. Overall, small and medium cap equities substantially outperformed large cap equities in 2015.

Average daily turnover for equities traded on Nasdaq OMX Stockholm in 2015 was SEK 17,150 million, which was 25.5 percent higher than in 2014.

FINANCIAL PERFORMANCE

Total operating income in 2015 was SEK 200 million (183), a 9 percent increase year-on-year.

Total operating expenses, including provisions to profit sharing, increased during the year by 8 percent to SEK -194 million (-179).

The bank is reporting operating profit before tax for the year of SEK 5 million (4) and profit after group contributions and tax of SEK 11 (4) million.

Net credit provisions in 2015 were SEK 0 (0) million.

BUSINESS AREA PERFORMANCE

Aimed at more clearly reflecting the bank's value proposition to retail and institutional customers, business operations were integrated in September 2015 into two business areas: Wealth Management and Corporate Finance. However, financial reporting for the 2015 financial year is based on the four former business areas, for practical reasons.

Private Banking

Private Banking (*Privatbanken*) was the former name of the high-end and full-coverage level of service that the bank offers to retail investors. Services include advice related to individual securities as well as capital management. Tax management, family law and insurance services are also included in the total service offering, which is represented by internal and external experts.

Capital management services are customised for companies, institutions, foundations and private individuals. The management objective is to create good and consistent returns over the long term, based on a predetermined level of risk-taking. Allocation management was further developed in 2015 with additional options for asset classes as well as the fund solution, Penser Dynamisk Allokering.

Operating income in Private Banking declined marginally in 2015 compared with 2014.

Corporate Finance

Erik Penser Corporate Finance provides qualified services in relation to initial public offerings, equity capital market transactions, capital acquisition (public and private) and advisory services in relation to business transfers.

Advice is oriented primarily towards the Swedish market, where the bank enjoys a leading position in advisory services to small and mid-cap listed companies.

During 2015, Erik Penser Corporate Finance solidified its strong position in the small cap niche and executed a large number of assignments.

The business area is reporting higher income for the year, primarily due to increased activity among its customers, combined with higher lending.

Institutional Sales

Erik Penser Bankaktiebolag offers qualified brokerage services and research to Swedish and foreign institutions. In cooperation with the Corporate Finance Department, Institutional Sales also handles stock buybacks and block deals. The business area also serves small listed companies by managing share liquidity on their behalf.

The business area is reporting higher income in 2015, which was favourably impacted primarily by greater breadth in commission income.

Structured Products

Structured Products is a collective term covering financial solutions with various return opportunities and levels of risk. The bank's range is continuously adapted to prevailing market conditions, and returns derived from the products are based on a variety of asset classes, such as equities, funds, commodities, credits and foreign currency.

The products are subscribed during fixed subscription periods, usually with maturities of two to five years, but may be traded on a listed secondary market during their lifetime. Erik Penser Bankaktiebolag arranges structured products for distribution primarily via external investment firms and institutions.

2015 was a challenging year as regards both market conditions for creating products and continued structural changes in distribution. Low interest rates limited opportunities to create capital protected products and, consequently, the product range was dominated by autocalls, which normally give the investor an opportunity to receive coupon payments.

The business area delivered a marginal increase in income during 2015.

Business support functions

The business areas require several support functions to enable them to meet rigorous demands for efficiency, quality, control and security. These include the departments of research, administration, accounting, credit, treasury, market, legal affairs, IT and human resources, as well as the compliance and risk management functions. A business development department was established in 2015.

ASSETS UNDER MANAGEMENT

Total assets under management at 31 December 2015 amounted to SEK 26,167 million (21,804), an increase of 20 percent.

FINANCIAL POSITION, INVESTMENTS AND NET INTEREST INCOME

Liquid assets at 31 December 2015 amounted to SEK 612 million (SEK 596 million at 31 December 2014).

Equity was SEK 295 million (SEK 255 million at 31 December 2014). The common equity Tier 1 capital ratio was 26.1 percent (/22.2 percent at 31 December 2014).

Net interest income for the year totalled SEK 44 million (35).

Investments during the period amounted to SEK 3 million (0).

Total deposits from the public were SEK 1,631 million (1,475), corresponding to 164 (178) percent of the company's loans to the public, which amounted to SEK 995 million (827). The majority of loans are collateralised with securities and the bank has comprehensive procedures for managing excessive lending and tracking limits. Surplus liquidity is placed mainly in the Swedish banking system.

Customers of Erik Penser Bankaktiebolag are covered by all protections required by law and by the Swedish deposit guarantee scheme.

INTERNAL CAPITAL AND LIQUIDITY ASSESSMENT

In order to ensure that Erik Penser Bankaktiebolag's capital covers the risks to which the company is exposed, the board of directors must carry out annual assessments of capital and liquidity, which are performed through the Internal Capital Adequacy Assessment Process (ICAAP) and the Internal Liquidity Adequacy Assessment Process (ILAAP). In the ICAAP, the risk-weighted capital requirement is assessed based on quantitative models and any capital requirements related to the earnings risk. See also Note 33.

THE SHARE

Share capital in Erik Penser Bankaktiebolag amounts to SEK 100 million distributed among 2,000,000 shares, corresponding to a quotient value of SEK 50 per share.

The company has only one share class. Each share confers the right to one vote at the annual general meeting and all shares confer equal rights to a share in the company's assets and liabilities.

The company is a wholly owned subsidiary of Erik Penser AB (reg. no. 556113-9717), whose registered office is in Stockholm. Erik Penser AB is owned by Urdar AB (reg. no. 556040-9251), which is in turn owned by Yggdrasil AB (reg. no. 556097-8701), whose registered office is in Eslöv. Yggdrasil AB is the parent entity of the group.

EMPLOYEES

The number of employees increased during the year to 89 (84) as of 31 December 2015, a net increase of five individuals since year-end 2014. Of these 89, the gender distribution was 29 women (22) and 60 men (62). The average number of employees during the year was 85 (83). The average age of employees was 44 (44) and average length of service was 7.7 years (7.7).

RISKS

The risk management function reports directly to the board of directors and the Audit Committee. Its work is governed by instructions adopted by the board. The function, which is operationally subordinate to the CEO, performs daily tracking of the material risks to which the company is exposed: credit, market and liquidity risks, operational risks and strategic and business risks. Risk management procedures are continuously developed and adjusted. Risk assessment is a high priority issue for the board of directors and management.

The majority of the bank's lending portfolio is secured against various types of collateral including market-listed financial instruments, real estate and accounts receivable (factoring). A very small portion of the bank's lending consists of unsecured loans. The company's market risks can be primarily attributed to its positions in the structured products market. Counterparty risk in structured products is limited to the greatest extent possible, taking into account the cost of selling holdings.

Liquidity risk within Erik Penser Bankaktiebolag must be maintained at a level that gives the bank the capacity, at all times, to meet its obligations towards customers and counterparties.

Operational risks arise regularly as a consequence of Erik Penser Bankaktiebolag's business operations. The bank strives to keep operational risks at an appropriate level in relation to the business conducted and to limit these risks to the extent that is economically justifiable. The work of the bank must be characterised by sound ethics and risk culture as well as clearly defined roles and responsibilities. Procedures exist to differentiate among tasks and to prevent conflicts of interest. In the bank's most essential operating processes, the inherent operational risks are managed through formalised controls that are monitored on an ongoing basis as regards design, effectiveness and compliance. In addition, operational risks are taken into account in all significant business decisions taken within the bank.

Strategic risks within Erik Penser Bankaktiebolag are controlled by the board of directors, which continuously monitors the development of the business and is responsible for all decisions pertaining to business direction. The bank's internal capital and liquidity adequacy assessment processes (ICAAP/ILAAP) are used to continuously assess whether Erik Penser Bankaktiebolag has the capital required to cover all of the institution's risks, based on current and projected risk exposures.

A more detailed description of risk management is provided in Note 33.

SUSTAINABILITY

The trust of customers, authorities and the public in Erik Penser Bankaktiebolag is one of the bank's most important assets. This trust is based on responsible conduct by the bank and upon its high ethical standards.

Ongoing sustainability initiatives are based on Global Reporting Initiative (GRI) guidelines.

The bank's efforts related to ethics are described in this annual report on page 45.

REMUNERATION POLICY AND PROFIT SHARING

Erik Penser Bankaktiebolag does business in a market where competition for qualified staff is fierce.

In order to maintain high-quality provision of financial services over the long term, the bank must have the capacity to recruit and retain highly competent employees.

This in turn requires a competitive, market based incentive system. Although the bank operates mainly in the Swedish market, employee remuneration levels are affected by the remuneration systems applied by international investment banks. Many foreign investment banks are established in Stockholm and

employees thus have access to an alternative international labour market.

Erik Penser Bankaktiebolag applies a remuneration model that is aligned with the bank's long-term strategy and remuneration structure. This is accomplished through a remuneration package comprising fixed pay, variable pay and pension benefits.

The variable component is paid through a profit sharing scheme in which profits are distributed among owners and employees.

The overall objective of the remuneration system is to govern the organisation in a manner that takes risk, returns and customer benefit into account. The remuneration system must foster sound operations and effective risk management while discouraging excessive risk taking.

The remuneration system must also encourage operational longevity and stability. "Risk" refers to both financial risks in operations and risks in the form of legal action, customer complaints and other legal risks.

As the term indicates, the profit sharing system requires positive earnings before any variable remuneration can be paid. The system covers all employees of the bank.

Remuneration, both fixed and variable, of employees in the risk management and compliance function is determined by the board of directors following preparation by the Remuneration Committee.

Funds available for profit sharing are allocated after a discretionary assessment, which is characterised by transparency and clearly stated conditions.

Funds are allocated at the individual level following decisions at various stages and levels, based on known criteria. In the considered opinion of the board of directors, the link between the employee and individual incentives that could encourage abnormal risk taking has been broken through the structure of differentiated organisational decision levels and qualitative assessments.

Examples of criteria considered in the assessment of funds allocated to each department and allocation at the individual level include:

- Performance and profitability based on the job description and personal objectives
- Level of risk and capital requirement
- Growth in sticky revenues
- Customer benefit
- Contributions to the business of other units
- Quality and efficiency in support units

- Risk-based criteria, e.g., risk management and inappropriate risk behaviour
- Compliance, e.g., regulatory violations
- Customer complaints

It is a key principle of the profit sharing system that no individual manager, at any level, is able to independently allocate variable pay. Allocation is carried out according to the "Grandfather Principle", meaning that decisions are made at several levels.

Based on the CEO's recommendation, the board of directors allocates funds among departments. Thereafter, each head of department proposes individual allocation of these funds, which must be approved by the CEO. The board Remuneration Committee (see page 45) determines variable pay distributed to managers based on the CEO's recommendation. The Remuneration Committee met five times during 2015.

The multi-level decision process is designed to generate confidence that allocations are made on the basis of the bank's stated objectives and on the most objective grounds possible.

Erik Penser Bankaktiebolag applies
Finansinspektionen's Regulations (FFFS 2011:1)
regarding remuneration systems in credit institutions,
investment firms and fund management companies.
Among else, these regulations requires payment of at
least 40 percent of variable remuneration to be
deferred for at least three years for employees defined
as specially regulated staff whose activities can have
material impact on the firm's risk level.

The remuneration policy is publicised on Erik Penser Bankaktiebolag's website, www.penser.se.

CORPORATE GOVERNANCE

As a non-listed company, Erik Penser Bankaktiebolag is not required by law or agreement to comply with the Swedish Code of Corporate Governance.

Erik Penser Bankaktiebolag is under the supervision of Finansinspektionen and complies with the laws and regulations proceeding from the licences issued by the authority.

WORK OF THE BOARD OF DIRECTORS

The board of directors of Erik Penser Bankaktiebolag held ten board meetings during the financial year. The work of the board of directors is carried out according to a board charter adopted by the board, which is re-examined annually. The standing items on the board's annual agenda include review of the company's strategy, adoption of interim reports and annual reports, adoption of the budget, and internal capital and liquidity assessment, ICAAP/ILAAP. The board has also taken decisions in a number of lending matters. Aimed at reinforcing and streamlining its work, the board has established a Remuneration Committee and an Audit Committee, which prepare matters on behalf of the board. Further information is provided in the Corporate Governance section on page 45...

EVENTS AFTER 31 DECEMBER

No events of material importance to the bank have occurred since the reporting date.

OUTLOOK

Erik Penser Bankaktiebolag operates in a market that is dependent upon market developments and where it is difficult to make any statements about future developments. However, the bank's express objectives are to increase income in both business units and to increase growth in assets under management while maintaining rigorous cost control. To successfully accomplish these objectives, the bank is dependent upon factors including prevailing market conditions, market developments and the capacity to retain and recruit skilled employees.

PROPOSED ALLOCATION OF PROFIT

The following profits are at the disposal of the annual general meeting:

Retained earnings	SEK 184,716,285
Profit for the year	SEK 10,605,936
Total	SEK 195,322,221

The board of directors and chief executive officer propose the following allocation of profits:

Retained SEK 195,322,221

FINANCIAL STATEMENTS

INCOME STATEMENT (SEKm)

INCOME STATEMENT (SERM)		2015	2014
		2015	2014
Interest income	Note 3	48	47
Interest expenses	Note 4	-4	-12
Net interest income		44	35
Commission income	Note 5	154	143
Commission expenses	Note 6	-15	-20
Net profit from financial transactions	Note 7	17	20
Other operating income	Note 8	1	<u>5</u>
Total operating income		200	183
General administrative expenses	Notes 9, 10	-189	- 174
Depreciation, amortisation and impairments of assets	Note 11	-3	-3
Other operating expenses		-2	<u>-2</u>
Total operating expenses		-194	-179
Profit before credit provisions			6
	4		
Net credit provisions	Note 12	0	0
Operating profit		5	4
Group contribution received		5	
Appropriations		5	-
Tax	Note 13	_	
Profit for the year		11	4
STATEMENT OF COMPREHENSIVE INCOME (SEA	Km) 2015	2014	
Profit for the year		11	4
Other comprehensive income:			
Items that may subsequently be reclassified to profit and loss Assets available for sale		_	
		_	
Income tax related to other comprehensive income		-	
Total other comprehensive income, net after tax			
Total comprehensive income		11	4

STATEMENT OF FINANCIAL POSITION (SEKm)

	31	Dec 2015	31 Dec 2014
Assets			
Negotiable government securities, etc.	Note 14	-	0
Loans to credit institutions	Note 15	612	596
Loans to the public	Note 16	995	827
Bonds and other interest-bearing securities	Notes 12, 17	150	91
Shares and participating interests	Note 17	26	9
Intangible assets	Note 18	1	0
Tangible assets	Note 19	3	3
Other assets	Notes 17, 20	264	411
Prepaid expenses and accrued income	Note 21	16	14
Total assets		2,067	1,951
Liabilities			
Loans to credit institutions	Note 22	1	3
Deposits from the public	Note 23	1,631	1,475
Other liabilities	Notes 17, 24	108	191
Accrued expenses and prepaid income	Note 25	32	27
Total liabilities		1,772	1,696
Provisions			
Provisions	Note 26	-	1
Total		-	1
Equity			
Restricted equity			
Share capital		100	100
Total restricted equity		100	100
Non-restricted equity			
Retained earnings		185	151
Profit for the year		11	4
Total non-restricted equity		195	155
Total equity		295	255
Total liabilities and equity		2,067	1,951
Memorandum items			
Collateral pledged for own debt	Note 28	66	22
Contingent liabilities	Note 28	6	

STATEMENT OF CHANGES IN EQUITY (SEKm)

$_$ Sh	are capital	Retained earnings Profi	t for the year	Total
Balance at 1 January 2014	100	136	30	266
Allocation of profits		30	-30	0
Dividend paid		-15		-15
Total profit for the year			4	4
Total excluding transactions with				
owners of the company	100	150	4	255
Balance at 31 December 2014	100	150	4	255
Allocation of profits		4	-4	0
Shareholder contribution		30		30
Total profit for the year			11	11
Total excluding transactions with				
owners of the company	100	184	11	295
Balance at 31 December 2015	100	184	11	295

Share capital consists of 2,000,000 shares with a quotient value of SEK 50.

Distributable funds amount to SEK 165 million (114). "Distributable funds" refers to the capita base of SEK 284 million (250) (see Note 32) less SEK 119 million (136), which is the higher of the Internal Capital Adequacy Assessment (see Note 33) and the legal capital requirement (see Note 33).

CASH FLOW STATEMENT (SEKm)

Operating activities	2015	2014
operating activities	2010	2011
Operating profit	5	4
Adjustments for non-cash items		
Depreciation and amortisation	2	3
Impairments of financial assets		_
Change in provisions		-1
Change in provisions		
	1	2
Cash flow from operating activities before changes in operating assets	and liabilities 6	7
Change in operating assets:		
Negotiable government securities		
Loans to the public		
<u>Financial assets</u>	<u>-76</u>	
Other assets	145	392
Change in operating liabilities		
Deposits from the public	156	31
Other liabilities		- 417
Cash flow from operating activities	-16	-138
Investing activities		
Acquisitions/sales of assets	-3	0
Cash flow from investing activities		
Financing activities		
Dividends paid	_	-15
Shareholder contribution	30	<u>-</u>
Group contribution	5	<u>-</u>
Cash flow from financing activities	35	-15
Cash flow for the year	16	-153
Cash and cash equivalents at 1 January	596	749
Cash and cash equivalents at 31 December	612	596
Dividends and interest:		
Dividends received	0	0
Interest received	48	47
Interest paid	- 4	-12
Liquid assets		
The following components are included liquid assets:		
Loans to credit institutions	612	596
Of the above leaves to modify institutions		
Of the above loans to credit institutions: Loans to credit institutions, of which pledged	72	22
Louis to create institutions, or winer preugeu	1.4	

COMMENTS ON THE STATEMENT OF CASH FLOW

The statement of cash flow is reported according to the indirect method and is divided into inflows and outflows of economic resources from operating activities, investing activities and financing activities.