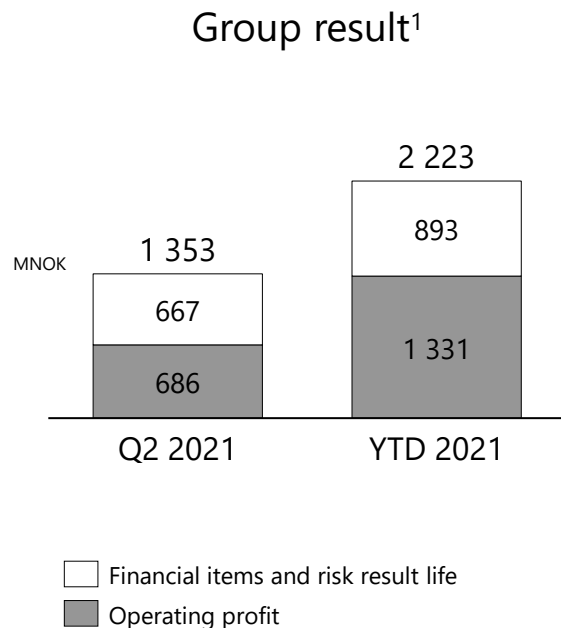


# Storebrand Q2 2021

14 July 2021

Odd Arild Grefstad – CEO  
Lars Aa. Løddesøl – CFO

# Highlights Q2 2021



26% Unit Linked reserve growth<sup>2</sup>



18% AuM growth Asset Management<sup>2</sup>



18% Insurance Portfolio Premium growth<sup>2</sup>



172% Solvency ratio<sup>3</sup>



230 million in Performance Fees earned not booked<sup>4</sup>

# Sustainable Nordic Savings and Insurance Group

## Future Storebrand

Growth focus in capital-light business areas in front book

A

Leading Provider  
Occupational Pensions  
Norway & Sweden

B

Nordic Powerhouse in  
Asset Management

C

Growing Challenger in  
Norwegian Retail Market

Strategic  
differentiators

D

Leadership in Sustainability

E

Digital Frontrunner

## Capital

Management of  
capital and back book  
balance sheet

I

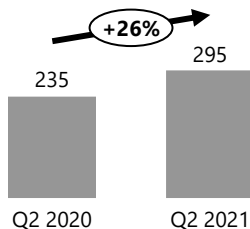
Growing ordinary dividends  
from earnings

II

NOK ~10bn capital release  
from back book by 2030

# Strong growth

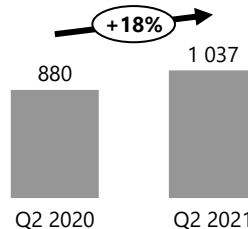
## Unit Linked



UL reserves (BNOK)

- 26% total reserves growth y/y
- 42% retail premium growth y/y

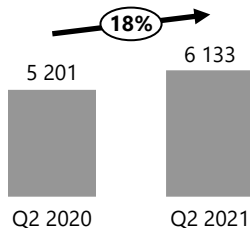
## Asset management



AuM (BNOK)

- NOK 157 bn growth y/y
- NOK 24 bn net inflow in 2021 (14bn in non-captive assets)

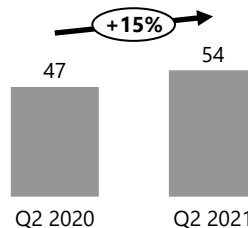
## Insurance



Portfolio Premiums (MNOK)

- 48% growth within P&C and Individual Life y/y

## Retail loans



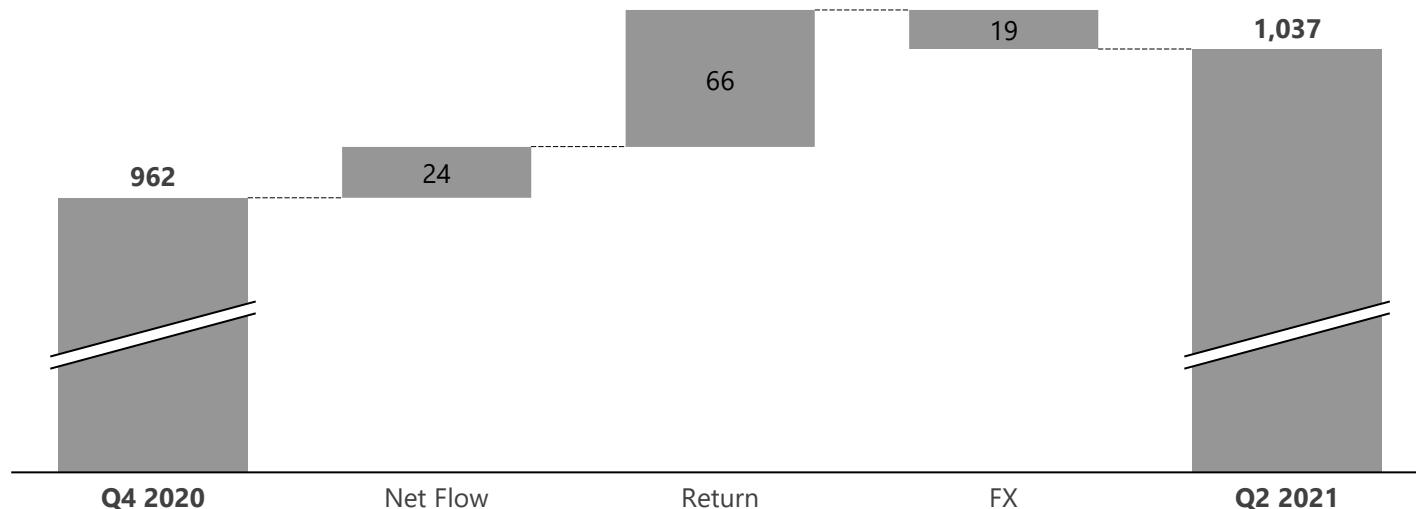
Balance (BNOK)

- 10% loan balance growth YTD 2021
- Stable interest margin

# Strong net flows in asset management

## Development Asset under Management Q4 2020 to Q2 2021 - Storebrand Asset Management

(NOK billion)

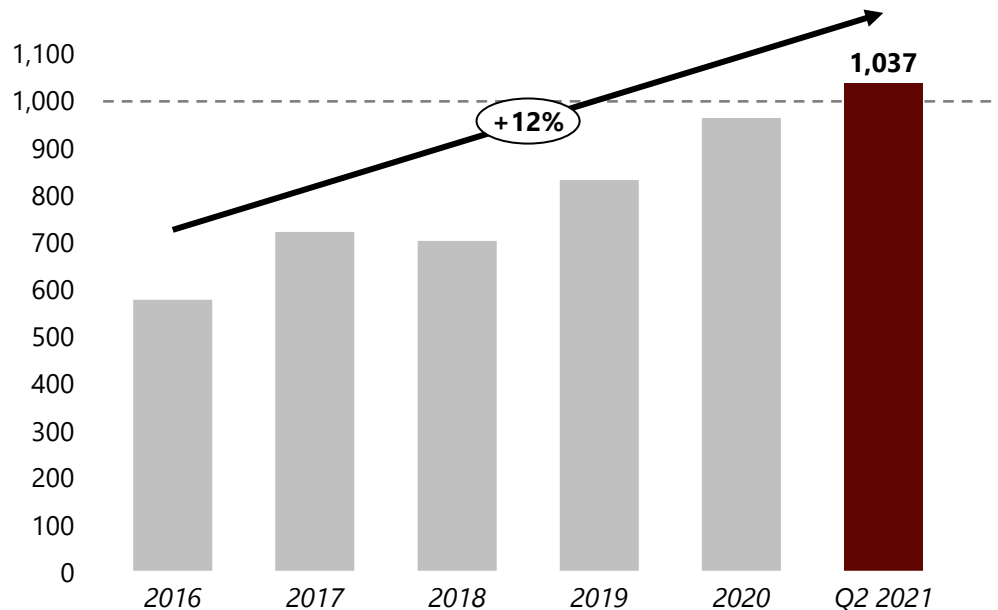


Estimated flow and return numbers Including Group internal pension savings Norway and Sweden, Institutional Clients and Direct retail savings  
Total numbers include company capital of 34bn in Q4 2020, and 38bn in Q2 2021.

## Asset Management

# Exceeded **NOK 1000 Billion** in Assets Under Management in Q2

Savings Asset under Management (NOK billion)

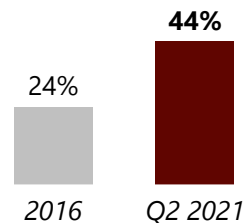


Details

- Barrier is broken through a fast growth journey

5y double digit growth

- An increasing external share of total AuM



- Keeping fee margin

Q2 - 18bps margin

# *Digital Frontrunner – Asset Management*

## **Full Cloud Transformation Completed**



Large-scale transformation project completed in 14 months



Move from traditional infrastructure to fully automated cloud services



Enabler for continued growth and future development of innovative services



### **Achieved results**

---

- ✓ Future proofing
- ✓ Improved quality
- ✓ Increased efficiency
- ✓ Reduced risk
- ✓ Strengthened security
- ✓ Lower costs
- ✓ Engaged employees

# Leadership in Sustainability – Asset Management

## Recognition for Demonstrated Sustainable Impact

### Excellent Prospera Results Sustainability 2021<sup>1</sup>

#1 Institutional Sweden

#1 Institutional Norway

#1 Distributors Norway



**Prospera**

BY KANTAR SIFO

### Key actions undertaken

- Active participation **TNFD**<sup>2</sup>
- STB ESG Plus approved for **AMX**<sup>3</sup>



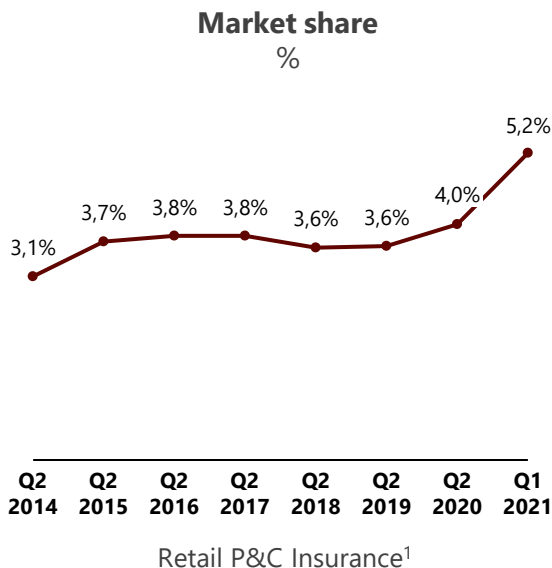
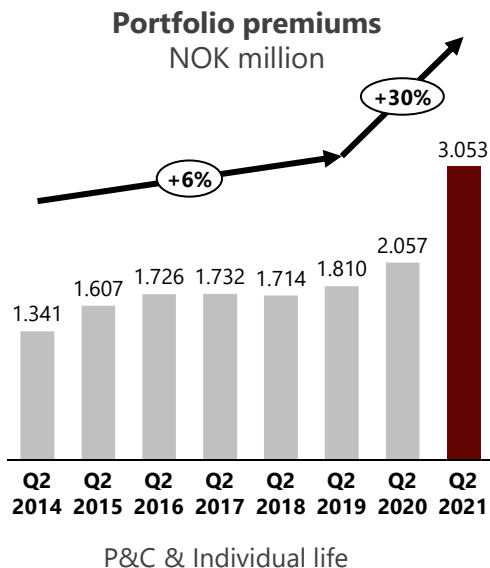
**AMX**

*100% of AuM sustainability screened – above 10% of AuM in green solution companies*



## Continued organic growth and successful transfers from Insr

### Portfolio Premiums and Market share - Retail Insurance



### Details

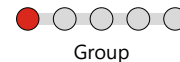
- A strong position in the market and cross-sales with other lines of business proves to be strong base for organic revenue growth

#### High single-digit organic growth

- Growth is accelerated by acquisition of the Insr portfolio, portfolio premiums of NOK 553 million is transferred to Storebrand at end Q2

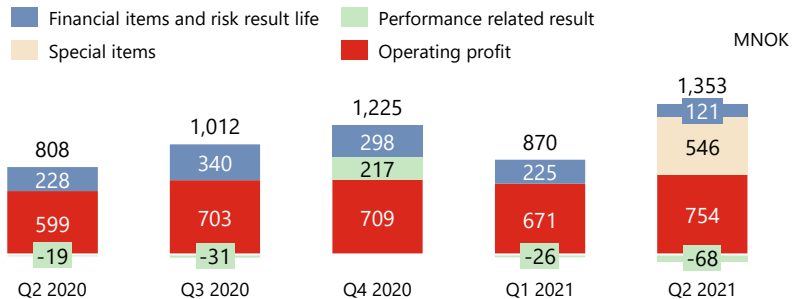
#### Well progressing Insr transfer

# Key Figures

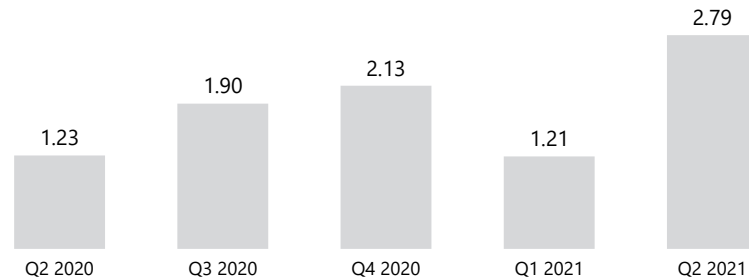


Group

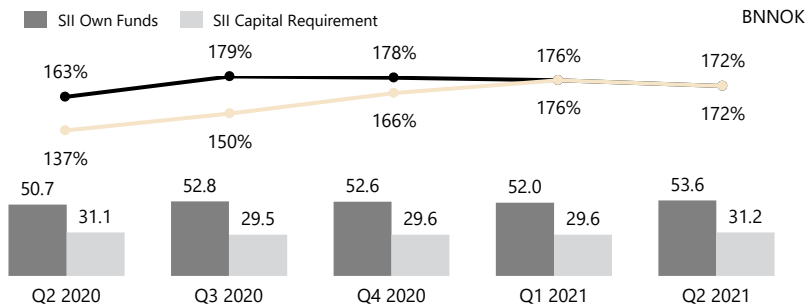
## Result development<sup>1</sup>



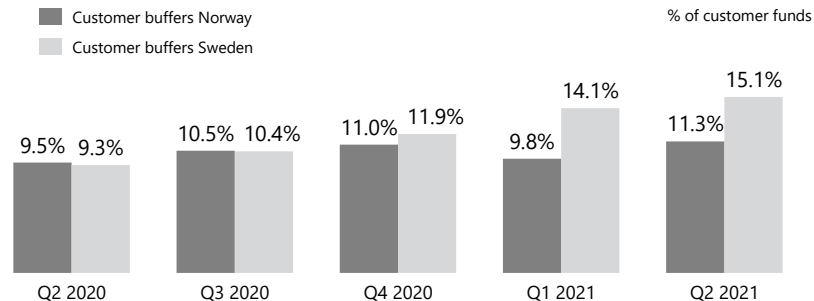
## Earnings per share<sup>2</sup>



## SII Own funds<sup>4</sup> and SCR

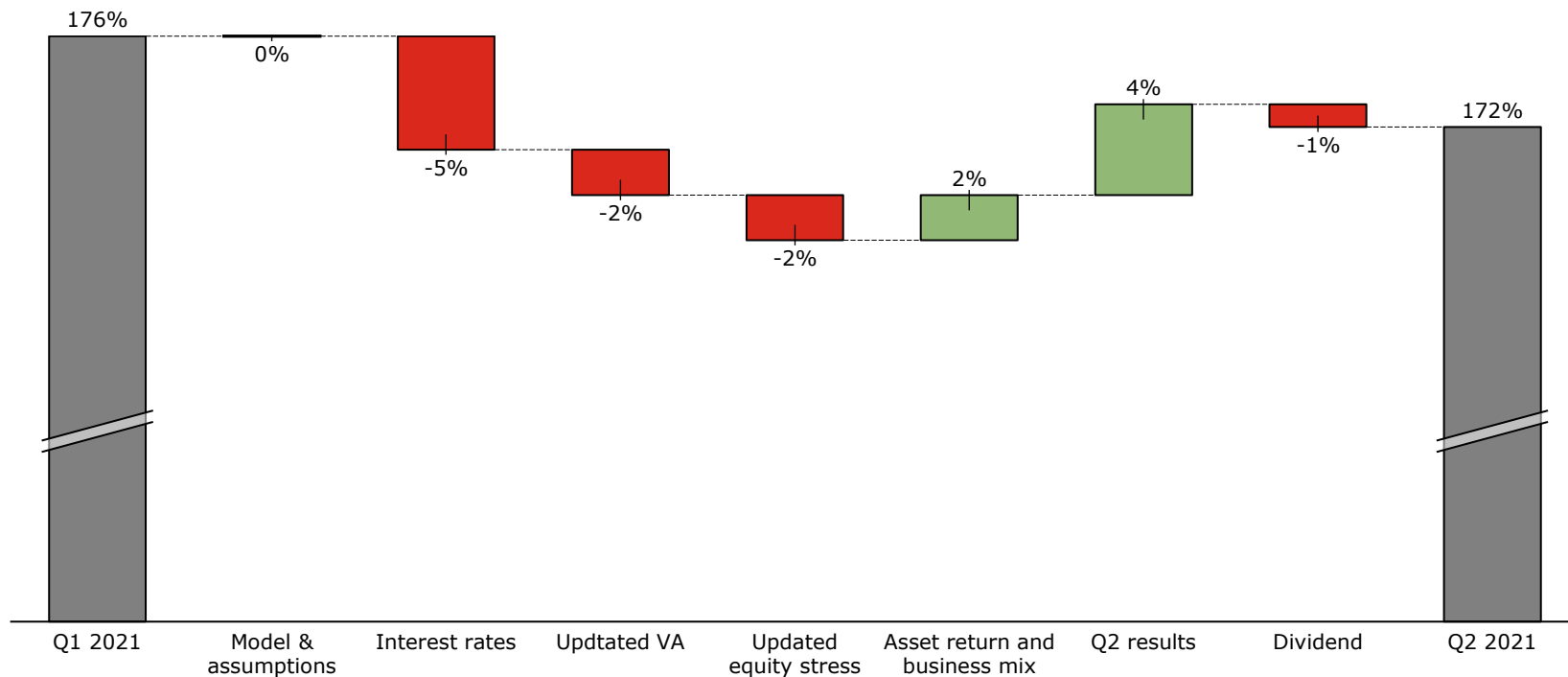


## Customer buffers development<sup>3</sup>



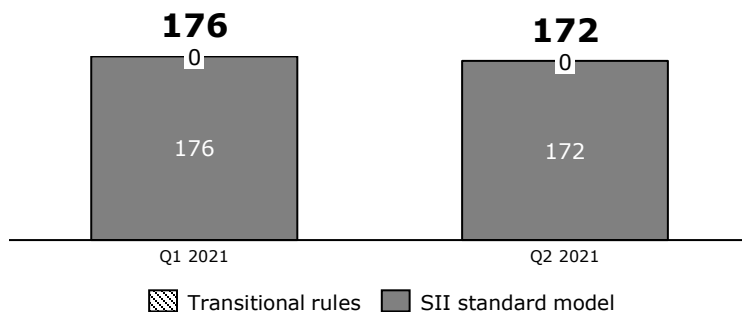
# Solvency movement from Q1 2021 to Q2 2021

Storebrand Group



# SII position Storebrand Group

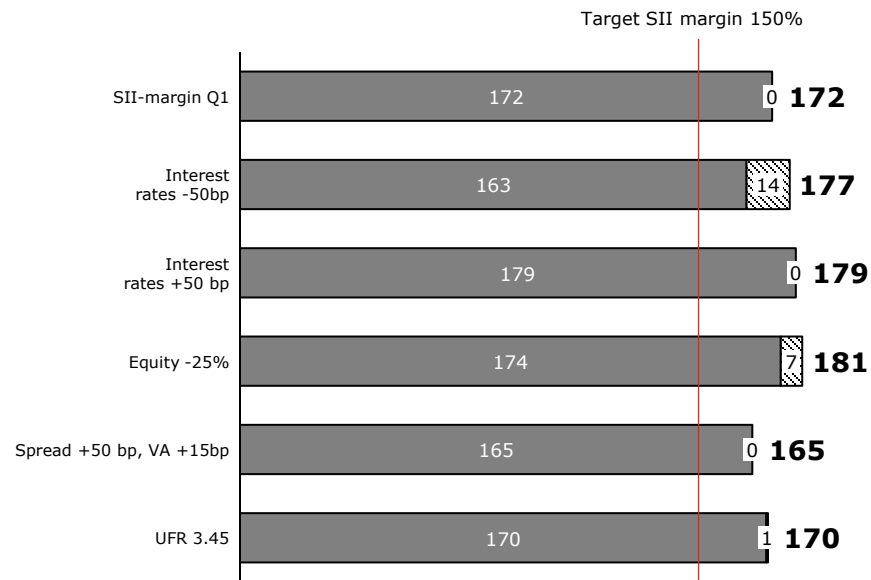
Solvency position(%)<sup>1</sup>



## Key takeaways

- Regulatory assumptions and lower interest rates reduce the Solvency in the quarter
- Strong returns and solid results give a positive contribution to the solvency position
- Sensitivities show a resilient Solvency position

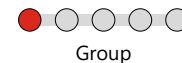
Estimated sensitivities



## Profit<sup>1</sup>

NOK million	Q2		YTD	
	2021	2020	2021	2020
Fee and administration income	1,473	1,301	2,954	2,649
Insurance result	332	255	552	184
Operational cost	-1,119	-975	-2,176	-1,999
<b>Operating profit</b>	<b>686</b>	<b>580</b>	<b>1,331</b>	<b>834</b>
Financial items and risk result life	667	228	893	-360
<b>Profit before amortisation</b>	<b>1,353</b>	<b>808</b>	<b>2,223</b>	<b>474</b>
Amortisation and write-downs of intangible assets	-129	-124	-254	-243
<b>Profit before tax</b>	<b>1,225</b>	<b>684</b>	<b>1,970</b>	<b>231</b>
Tax	-52	-231	-354	486
<b>Profit after tax</b>	<b>1,173</b>	<b>453</b>	<b>1,615</b>	<b>717</b>

# Storebrand Group



## Profit<sup>1</sup>

	Q2		YTD	
NOK million	2021	2020	2021	2020
Fee and administration income	1,473	1,301	2,954	2,649
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## Profit per line of business

	Q2		YTD	
NOK million	2021	2020	2021	2020
Savings - non-guaranteed	435	396	963	672
Insurance	145	124	201	-144
Guaranteed pension	310	27	631	101
Other profit	464	261	428	-155
<b>Profit before amortisation</b>	<b>1,353</b>	<b>808</b>	<b>2,223</b>	<b>474</b>

# Savings (non-guaranteed)

## Profit

NOK million	Q2		YTD	
	2021	2020	2021	2020
Fee and administration income	1,129	974	2,285	2,017
Operational cost	-703	-600	-1,373	-1,269
<b>Operating profit</b>	<b>427</b>	<b>374</b>	<b>911</b>	<b>748</b>
Financial items and risk result life	8	22	51	-76
<b>Profit before amortisation</b>	<b>435</b>	<b>396</b>	<b>963</b>	<b>672</b>

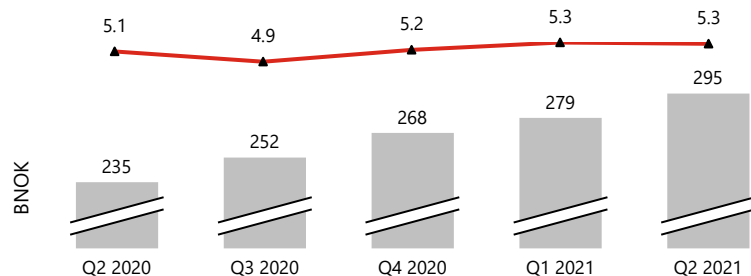
## Profit per product line

NOK million	Q2		YTD	
	2021	2020	2021	2020
Unit linked Norway	129	126	274	195
Unit linked Sweden	121	81	281	160
Asset management	132	133	282	235
Retail banking	53	55	126	82
<b>Profit before amortisation</b>	<b>435</b>	<b>396</b>	<b>963</b>	<b>672</b>

# Savings (non-guaranteed)



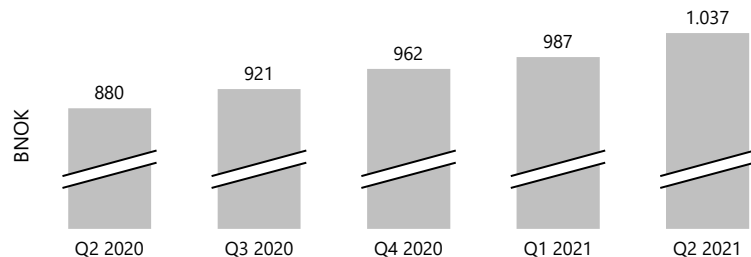
## Reserves and premiums Unit Linked



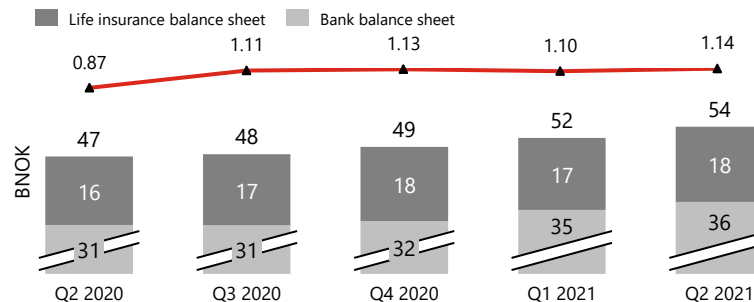
## Comments<sup>1</sup>

- 4% growth y/y in Unit Linked premiums
- 26% growth y/y in Unit Linked reserves
- 18% growth y/y in overall AuM in Asset Management
- 15% lending growth y/y in the Bank

## Assets under management



## Retail bank balance and net interest margin (%)





# Insurance

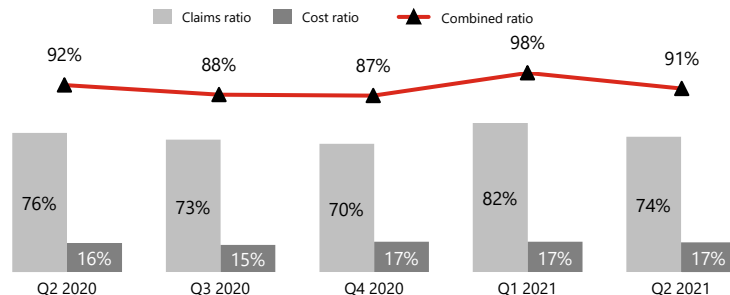
## Profit

	Q2		YTD	
NOK million	2021	2020	2021	2020
Insurance premiums f.o.a.	1,279	1,070	2,473	2,090
Claims f.o.a.	-946	-816	-1,920	-1,906
Operational cost	-214	-175	-416	-350
<b>Operating profit</b>	<b>119</b>	<b>80</b>	<b>137</b>	<b>-166</b>
Financial result	27	44	64	22
<b>Profit before amortisation</b>	<b>145</b>	<b>124</b>	<b>201</b>	<b>-144</b>

## Profit per product line

	Q2		YTD	
NOK million	2021	2020	2021	2020
P&C & Individual life	110	58	172	59
Health & Group life	-7	31	4	-232
Pension related disability insurance Nordic	42	35	26	29
<b>Profit before amortisation</b>	<b>145</b>	<b>124</b>	<b>201</b>	<b>-144</b>

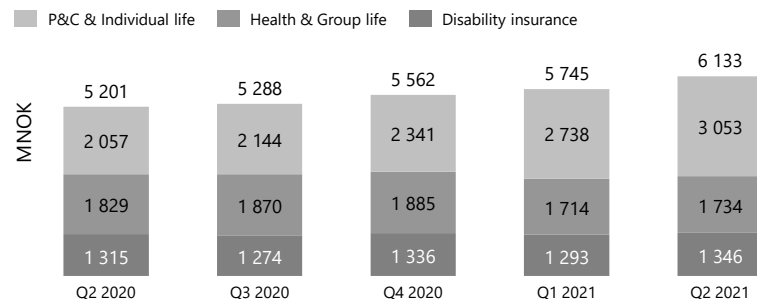
## Combined ratio



## Comments Combined ratio and results

- 91% combined ratio, within target range (90-92%).
- Generally solid claims development, but still weak in Group life
- Strong cost control maintained with stable cost ratio at 17%

## Portfolio premiums



## Comments premiums and growth<sup>1</sup>

- 18% growth in annual portfolio premiums
- 48% growth in P&C & Individual life portfolio premiums.
- Insr customer portfolio transfers of NOK 553m completed

# Guaranteed pension

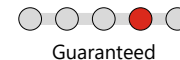
## Profit

NOK million	Q2		YTD	
	2021	2020	2021	2020
Fee and administration income	407	379	790	742
Operational cost	-227	-218	-424	-426
<b>Operating profit</b>	<b>180</b>	<b>160</b>	<b>366</b>	<b>316</b>
Risk result life & pensions	21	53	54	27
Net profit sharing	108	-187	212	-242
<b>Profit before amortisation</b>	<b>310</b>	<b>27</b>	<b>631</b>	<b>101</b>

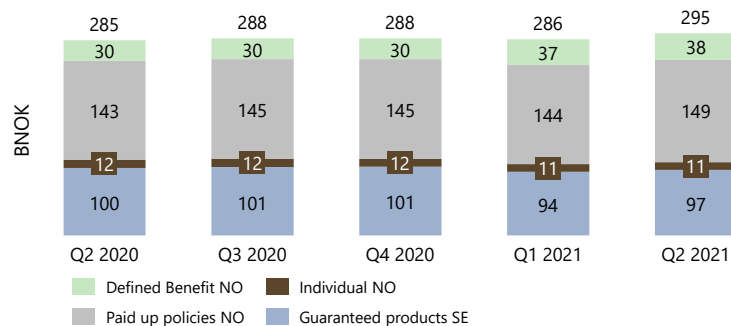
## Profit per product line

NOK million	Q2		YTD	
	2021	2020	2021	2020
Defined benefit (fee based)	36	26	34	17
Paid-up policies, Norway	122	81	215	163
Individual life and pension, Norway	11	8	20	5
Guaranteed products, Sweden	142	-88	362	-85
<b>Profit before amortisation</b>	<b>310</b>	<b>27</b>	<b>631</b>	<b>101</b>

# Guaranteed pension



## Reserves guaranteed products



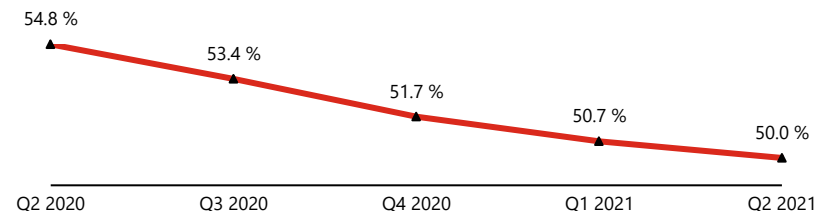
## Comments

- Defined Benefit NO reserves include new Public Occupational Pension mandates
- Guaranteed products SE now include Euroben reserves (previously under "Other")

## Buffer capital

NOK million	Q2 2021	Q1 2021	Change
Market value adjustment reserve	6,820	5,549	+ 1,271
Excess value of bonds at amortised cost	6,418	5,851	+ 566
Additional statutory reserve	13,333	11,718	+ 1,615
Conditional bonuses Sweden	12,680	11,590	+ 1,090
<b>Total</b>	<b>39,251</b>	<b>34,708</b>	<b>+ 4,543</b>

## Guaranteed reserves in % of total reserves



## Profit

NOK million	Q2		YTD	
	2021	2020	2021	2020
Fee and administration income	4	0	7	0
Operational cost	-43	-35	-90	-65
<b>Operating profit</b>	<b>-39</b>	<b>-34</b>	<b>-83</b>	<b>-64</b>
Financial items and risk result life	503	296	511	-91
<b>Profit before amortisation</b>	<b>464</b>	<b>261</b>	<b>428</b>	<b>-155</b>

# Q&A

*Please follow the operator's instructions to ask questions in the conference call*



Group CFO

Lars Aa. Løddesøl



Group CEO

Odd Arild Grefstad

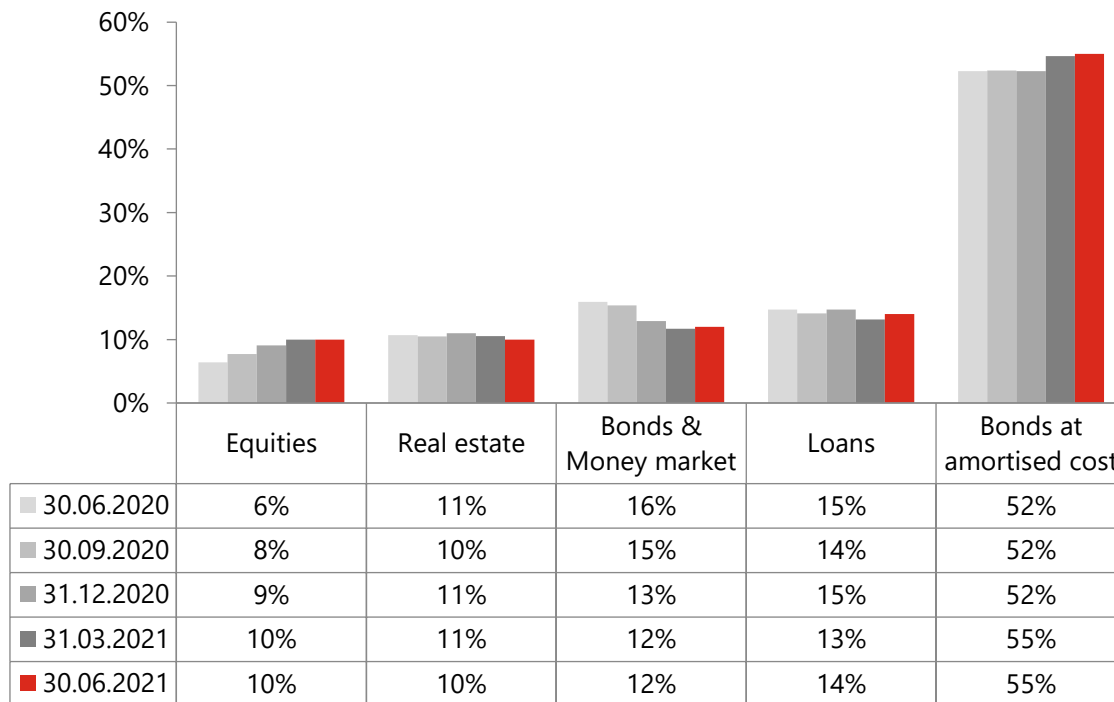


Group Head of  
Strategy & Finance

Kjetil R. Krøkje

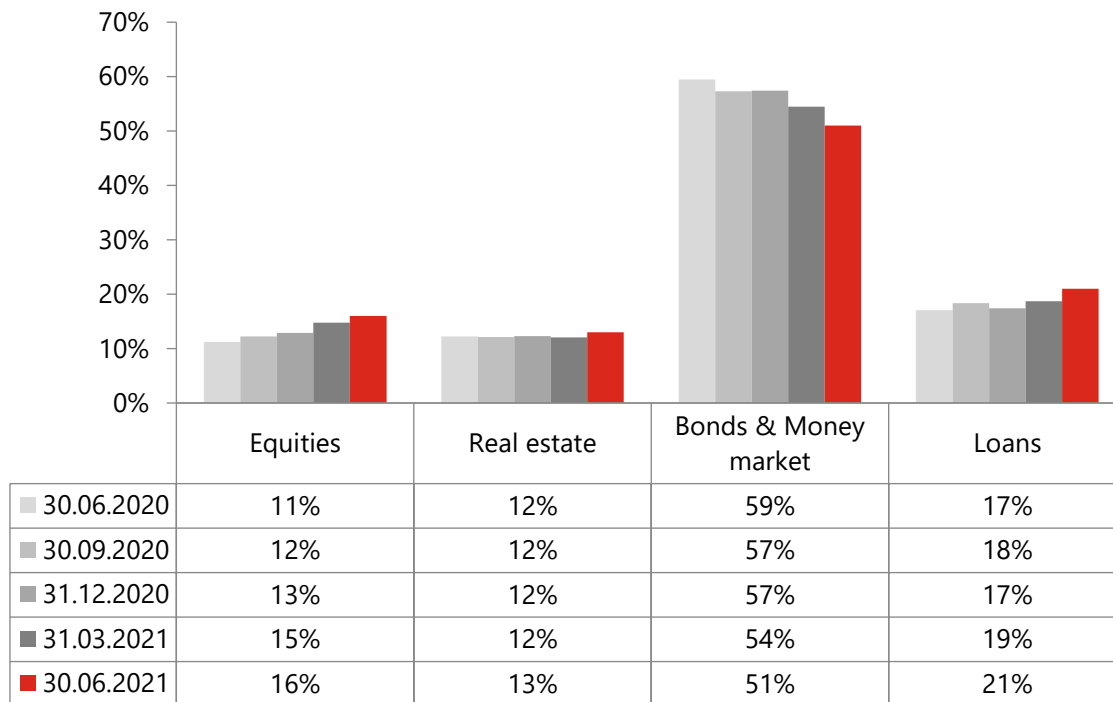
# Appendix

# Storebrand Life Insurance asset allocation





# SPP asset allocation





*Leading the way in  
sustainable value creation*

### Investor Relations contacts

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IR & Rating

This document contains Alternative Performance Measures as defined by the European Securities and Market Authority (ESMA). An overview of APMs used in financial reporting is available on [storebrand.com/ir](https://storebrand.com/ir).