A young child with blonde hair, wearing a floral dress, stands in a golden wheat field, looking up at a blue sky. In the distance, several wind turbines are visible on the horizon. A large, semi-transparent white circle is overlaid on the left side of the image, containing the text.

# Storebrand Q1 2022

4 May 2022

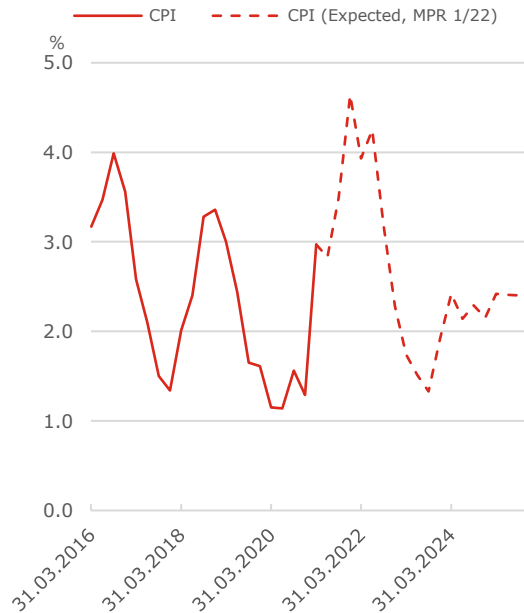
Odd Arild Grefstad – CEO  
Lars Aa. Løddesøl – CFO

# Interest rates on the rise after a decade of low and stable inflation and rates

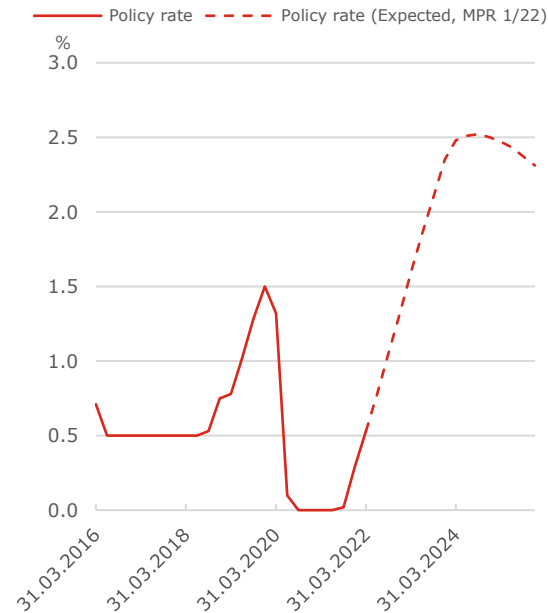
## NOK 10y SWAP



## Consumer Price Index

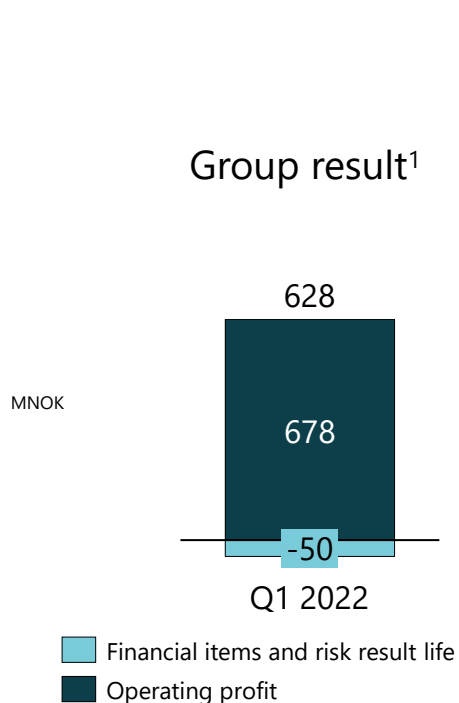


## Norwegian policy rate



# Highlights Q1 2022

Strengthened solvency position and stable operating result in a quarter with volatile financial markets



1 040 bn NOK in assets under management



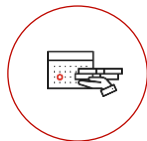
19% growth in insurance<sup>2</sup>



15% growth in retail banking<sup>2</sup>



184% Solvency ratio

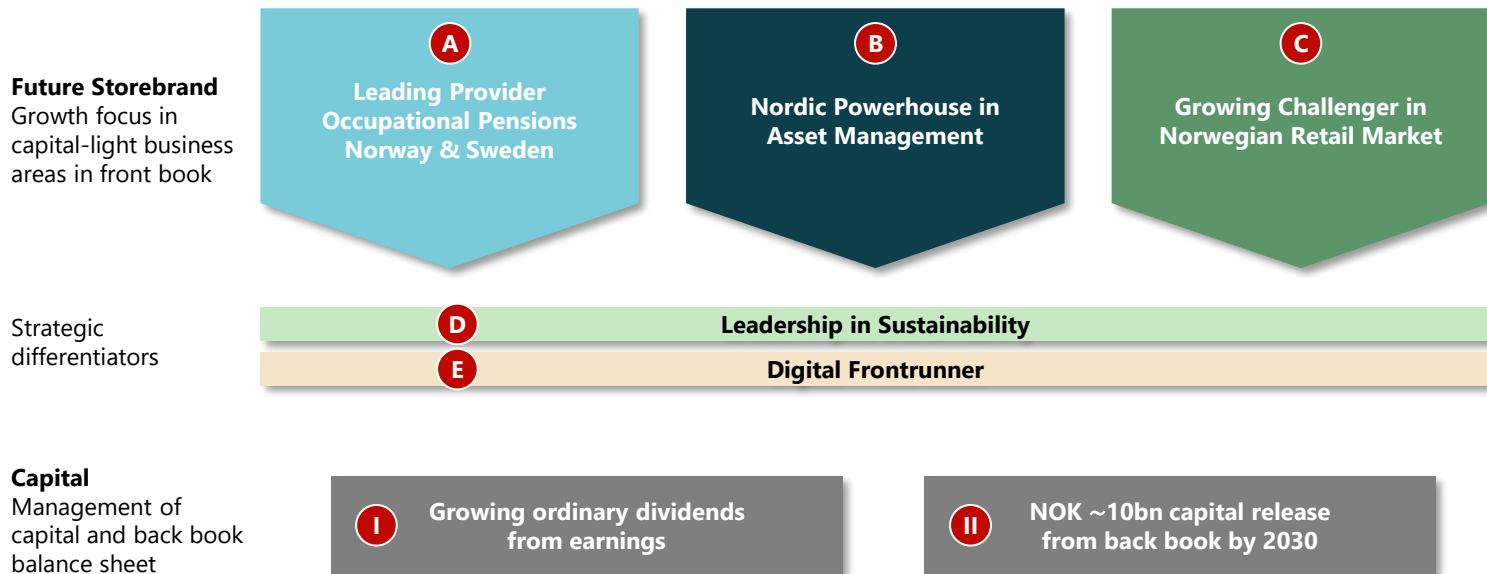


NOK 500m share buyback program to be initiated

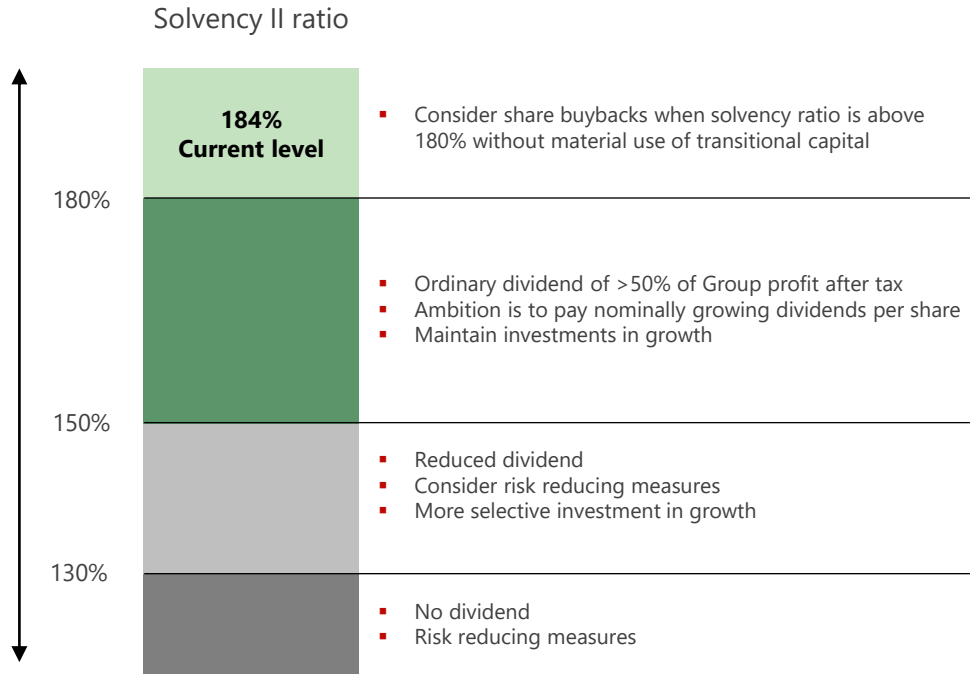
<sup>1</sup> Result before amortisation and tax.

<sup>2</sup> Growth figures are from 2021 to 2022.

# Pursuing our Group Strategy: Leading The Way In Sustainable Value Creation to be a leading Sustainable Nordic Savings and Insurance Group



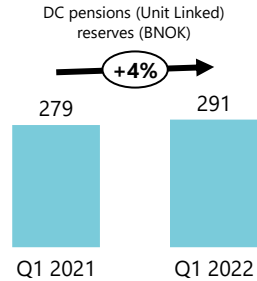
# Share buyback program to be initiated



- The Board has conducted a forward-looking assessment including a consideration of future events and risks.
- Storebrand will continue to generate solvency under normal market conditions as the business transforms into a more capital light model.
- The Board intends to initiate a share buyback program of NOK 500m.
- Buyback program expected to commence during Q3, given regulatory approval.

# Structural growth paused by FX and weak financial markets in Q1 2022

## A Leading Provider Occupational Pensions Norway & Sweden



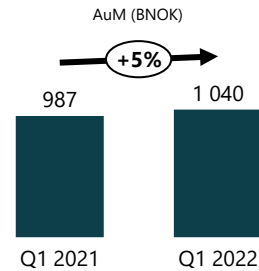
### Unit Linked

- Premiums stable at NOK 5.3bn
- Net inflow
- AUM reduced by 6% from asset returns and FX.
- Stable fee margins.

### Public Occupational Pensions

- NOK 4.2bn of reserves transferred to Storebrand.

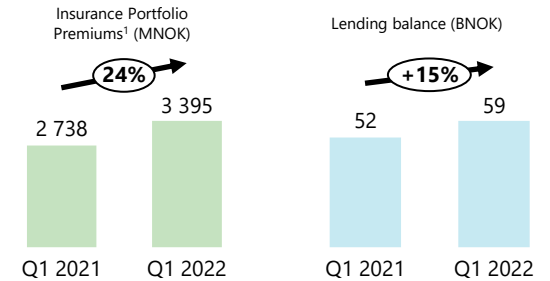
## B Nordic Powerhouse in Asset Management



### Asset management

- Net inflows of NOK 11bn.
- SPP Fonder with positive flow of SEK ca 3bn vs. a total market outflow of ca 35bn.
- Finnish branch established February 2022.
- AUM reduced by 5% from FX and asset returns.

## C Growing Challenger in Norwegian Retail Market



### Insurance (retail)

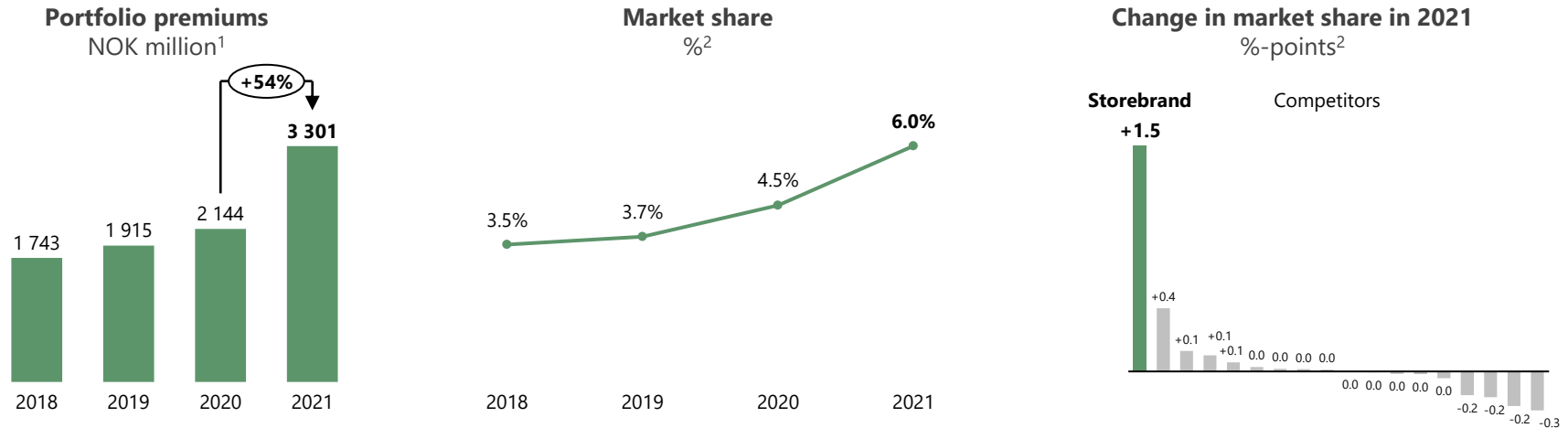
- 24% growth y/y in P&C & Individual Life with 91% combined ratio.

### Bank

- 15% growth in lending volume y/y.
- 19% growth in fee income y/y.
- Improved Net interest income margin to 1.22%.

# P&C insurance growth, fastest growing retail insurer in Norway

## Portfolio Premiums and Market share - Retail Insurance



Attractive customer proposition through trusted brand, strong digital offering coupled with strong capital synergies



# Integrated Sustainability and Annual Report 2021

## About us



Assets under management,  
NOK billion

**1 097**

Founding member of Net Zero  
Asset Owner Alliance

Number of customers

**More than  
2 million**



Dow Jones Sustainability Index

**Top 10%**



Corporate Knights Global 100  
(Insurance sector)

**No. 1**

## Investments



Investments in  
solutions, NOK  
billion (% of AUM)

**123 (11%)**

Real estate investments  
with green certificates

**68%**



Investments in fossil free funds, NOK  
billion (% of AUM)

**483 (44%)**

Assets under management  
screened for sustainability

**100%**

Target to reduce CO2  
emissions from our  
investments by 2025

**32 %**

**318**

Active dialogues  
related to climate and  
environmental risks  
and opportunities

**176**

Companies excluded  
due to serious climate  
and environmental  
damage

**12 (18)**

Carbon footprint in  
equity investments:  
tonnes of CO2  
equivalents per 1  
MNOK in sales revenue  
(index)

## Operations



Purchasing volume from  
environmentally certified  
suppliers

**60%**



Greenhouse gas emissions from  
own operation (total) scope 1-3

**320 tco2e**



Target to have carbon  
neutral suppliers by 2025

**100 %**



Share of insurance  
premiums from electric cars

**22%**

## People



Number of employees in  
Storebrand ASA

**1 914**



Female Board of Directors at  
Storebrand ASA

**50%**



Women at management level 1-4:  
share of women (target)

**39% (50%)**



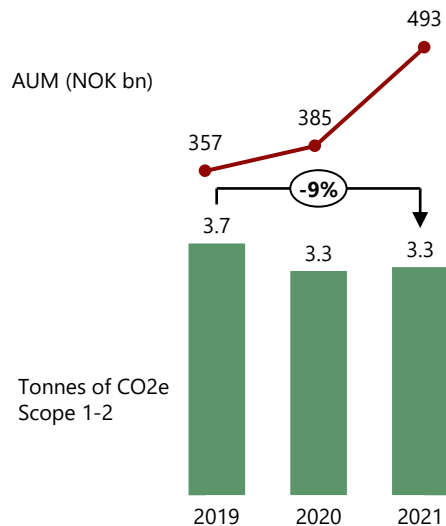
Avg. number of employees that  
have completed e-learning courses  
on ethics, privacy, anti-corruption  
and AML, in 2021.

**85%**

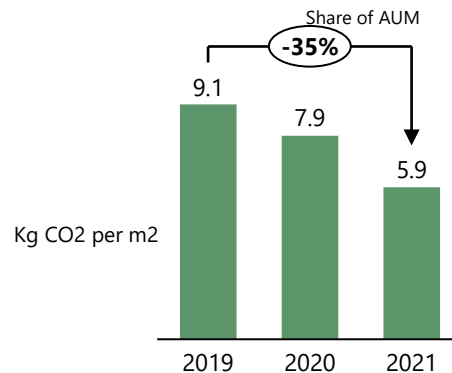


# Strong progress on carbon reduction initiatives and increased investments in solution companies to meet our 2025 targets

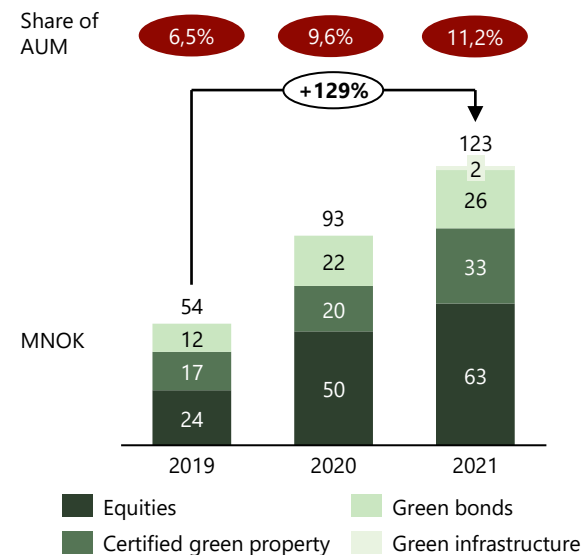
### Carbon footprint equity investments



### Carbon emissions direct real estate<sup>1</sup>



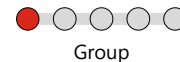
### Investments in solution companies<sup>2</sup>



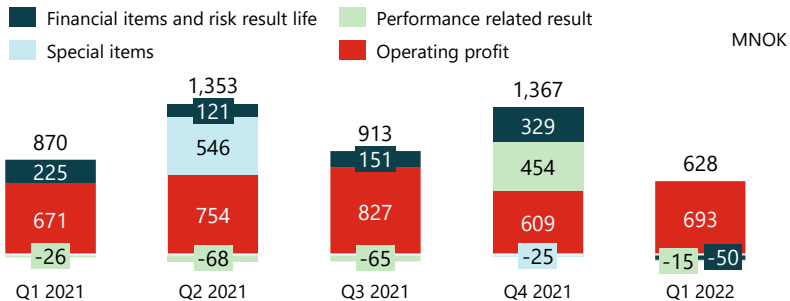
1) Real estate is lower than normally due to the corona effect with low utilization of real estate, and thereby lower electricity usage.  
 2) These are investments in shares in companies that we believe are well positioned to solve challenges related to the UN's Sustainable Development Goals. Investments in solution companies are segmented into four thematic areas; renewable energy and climate solutions, the cities of the future, the circular economy and equal opportunities.

# Key Figures

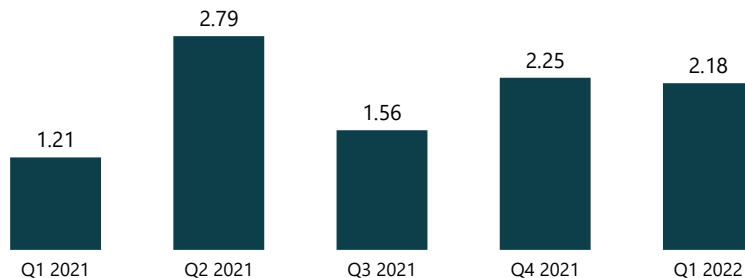
Strengthened solvency position, stable operating result and solid buffer capital levels



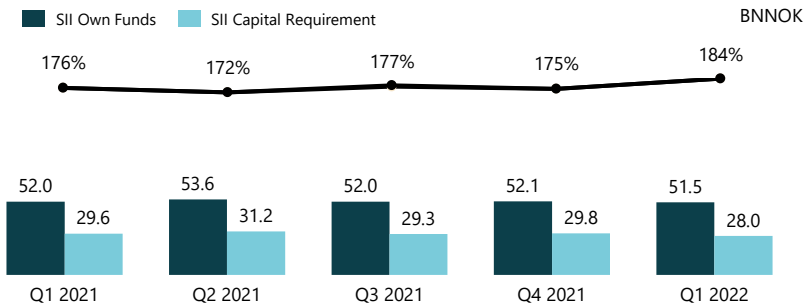
## Result development<sup>1</sup>



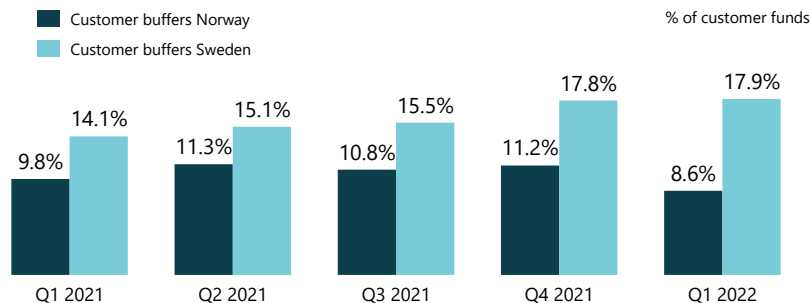
## Earnings per share<sup>2</sup>



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



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



<sup>1</sup> Result before amortisation and tax.

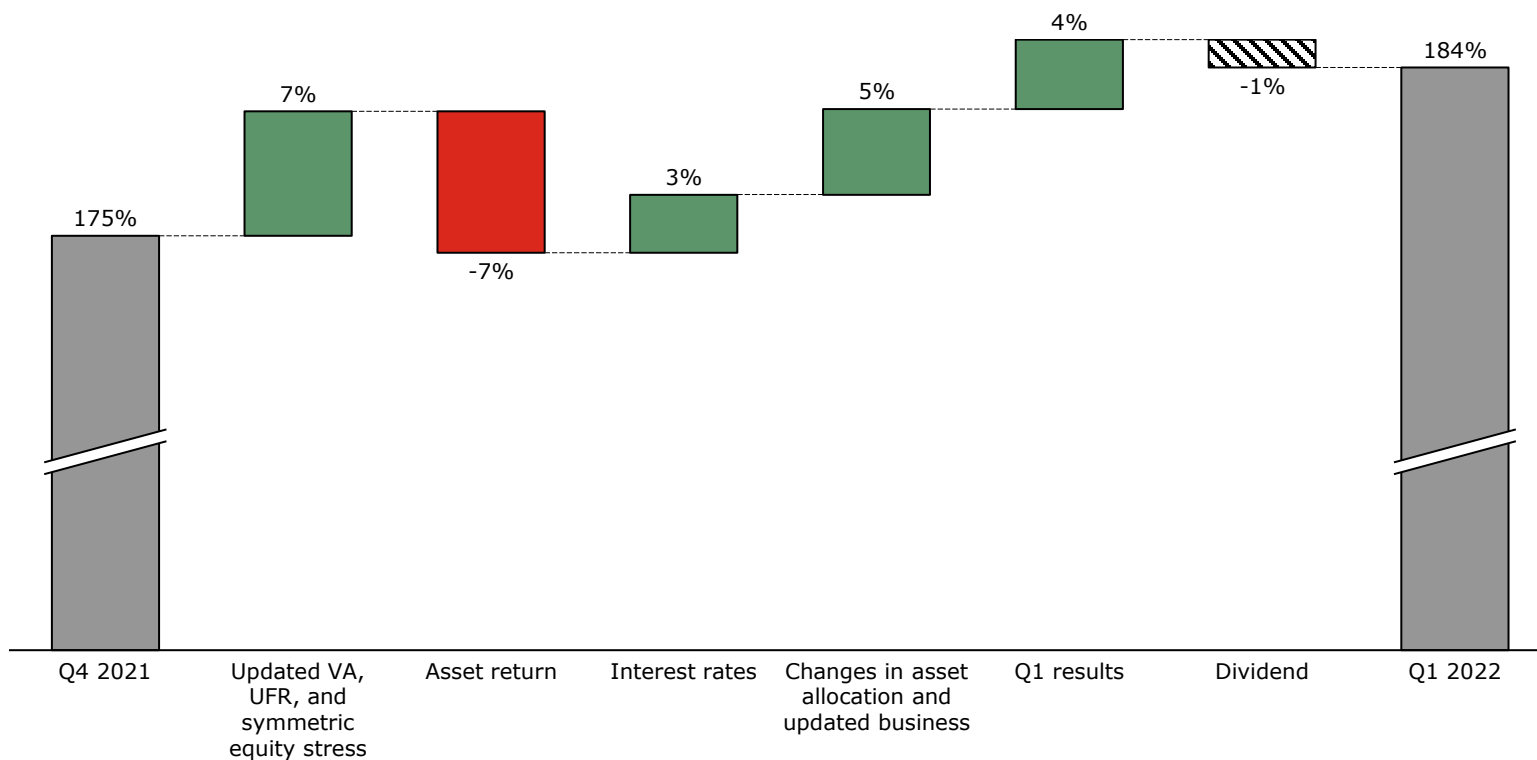
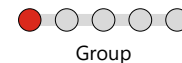
<sup>2</sup> Earnings per share after tax adjusted for amortisation of intangible assets.

<sup>3</sup> Excluding Excess values of HTM bonds.

<sup>4</sup> Own Funds including transitional capital.

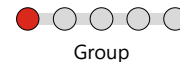
# Solvency movement from Q4 2021 to Q1 2022

Storebrand Group

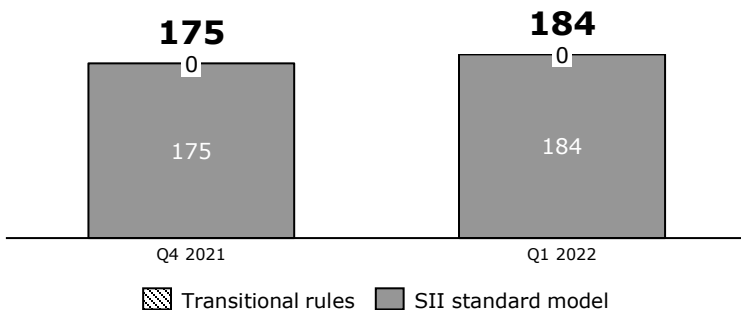


# Estimated solvency sensitivities

Storebrand Group



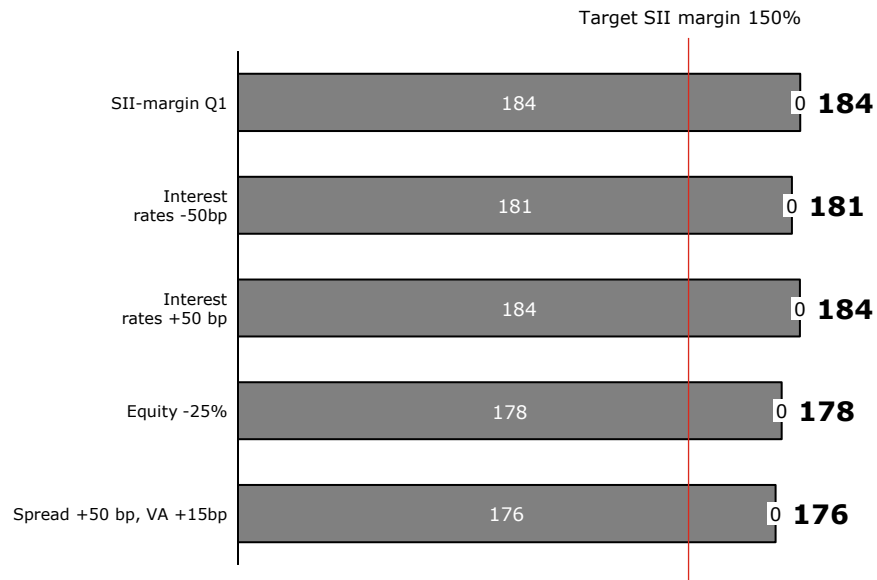
## Solvency position(%)<sup>1</sup>



## Key takeaways

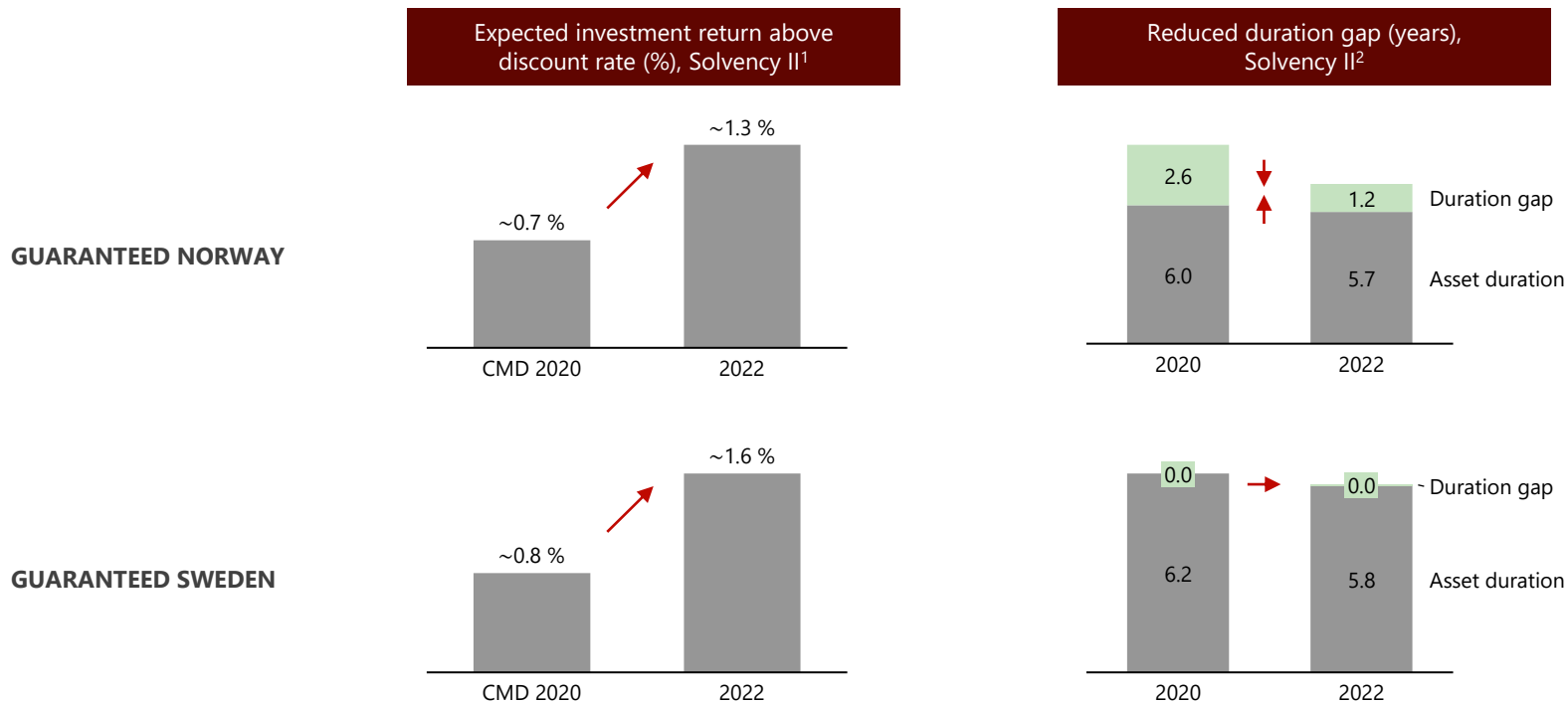
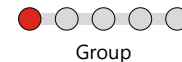
- Higher interest rates, allocation changes and profit generation improve solvency
- Market developments reduce the solvency position, but are offset by countercyclical factors including VA and symmetric equity stress

## Estimated sensitivities



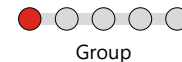
<sup>1</sup> The Solvency position of Storebrand Group is calculated using the current Storebrand implementation of the Solvency II Standard model. Output is sensitive to changes in financial markets, development of reserves, changes in assumptions and improvements of the calculation framework in the economic capital model as well as changes in the Solvency II legislation and national interpretations.

# More robust capital position with increased spreads above discount rate and reduced duration mismatch



# Storebrand Group

Stable operating profit and positive tax effect



Profit<sup>1</sup>

NOK million	Q1		Full year
	2022	2021	2021
Fee and administration income	1 457	1 482	6 607
Insurance result	365	220	1 201
Operational cost	-1 145	-1 057	-4 678
<b>Operating profit</b>	<b>678</b>	<b>645</b>	<b>3 130</b>
Financial items and risk result life	-50	225	1 372
<b>Profit before amortisation</b>	<b>628</b>	<b>870</b>	<b>4 503</b>
Amortisation and write-downs of intangible assets	-138	-125	-527
<b>Profit before tax</b>	<b>489</b>	<b>745</b>	<b>3 976</b>
Tax	398	-302	-846
<b>Profit after tax</b>	<b>887</b>	<b>443</b>	<b>3 130</b>

# Storebrand Group

## Stable operating profit



Group

### Profit<sup>1</sup>

NOK million	Q1		Full year
	2022	2021	2021
Fee and administration income	1 457	1 482	6 607
Insurance result	365	220	1 201
Operational cost	-1 145	-1 057	-4 678
<b>Operating profit</b>	<b>678</b>	<b>645</b>	<b>3 130</b>
Financial items and risk result life	-50	225	1 372
<b>Profit before amortisation</b>	<b>628</b>	<b>870</b>	<b>4 503</b>

### Profit per line of business

NOK million	Q1		Full year
	2022	2021	2021
Savings - non-guaranteed	404	528	2 355
Insurance	109	55	423
Guaranteed pension	232	322	1 432
Other profit	-116	-35	293
<b>Profit before amortisation</b>	<b>628</b>	<b>870</b>	<b>4 503</b>



# Savings (non-guaranteed)

Growth paused by FX and volatile financial markets



Savings

## Profit

NOK million	Q1		Full year
	2022	2021	2021
Fee and administration income	1 136	1 156	5 215
Operational cost	-702	-671	-2 927
<b>Operating profit</b>	<b>434</b>	<b>485</b>	<b>2 288</b>
Financial items and risk result life	-30	43	67
<b>Profit before amortisation</b>	<b>404</b>	<b>528</b>	<b>2 355</b>

## Profit per product line

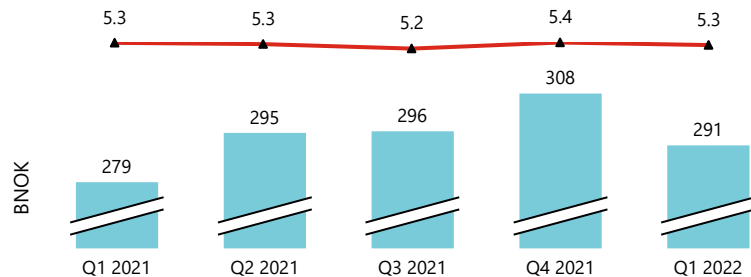
NOK million	Q1		Full year
	2022	2021	2021
Unit linked Norway	118	145	483
Unit linked Sweden	93	159	518
Asset management	148	150	1 078
Retail banking	45	73	275
<b>Profit before amortisation</b>	<b>404</b>	<b>528</b>	<b>2 355</b>

# Savings (non-guaranteed)

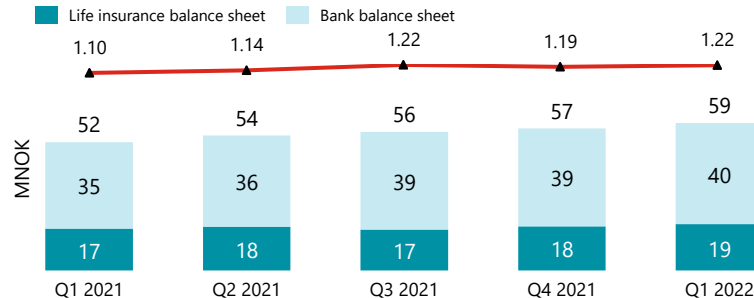
Growth paused by FX and volatile financial markets



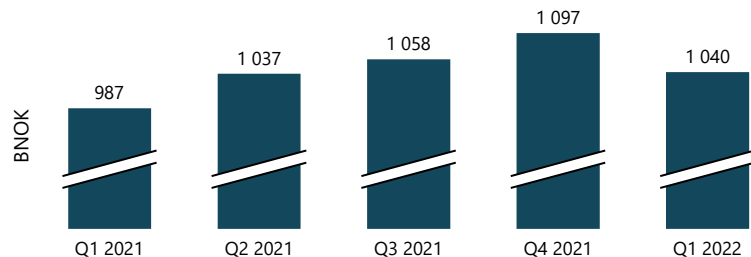
## Reserves and premiums Unit Linked



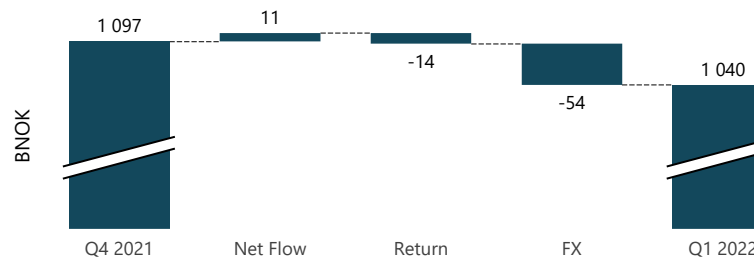
## Retail bank balance and net interest margin (%)



## Assets under management



## Movement in asset under management YTD<sup>1</sup>



# Insurance

Continued growth and improved results



Insurance

## Profit

NOK million	Q1		Full year
	2022	2021	2021
Insurance premiums f.o.a.	1 397	1 194	5 175
Claims f.o.a.	-1 032	-974	-3 974
Operational cost	-251	-202	-875
<b>Operating profit</b>	<b>114</b>	<b>18</b>	<b>326</b>
Financial result	-5	37	97
<b>Profit before amortisation</b>	<b>109</b>	<b>55</b>	<b>423</b>

## Profit per product line

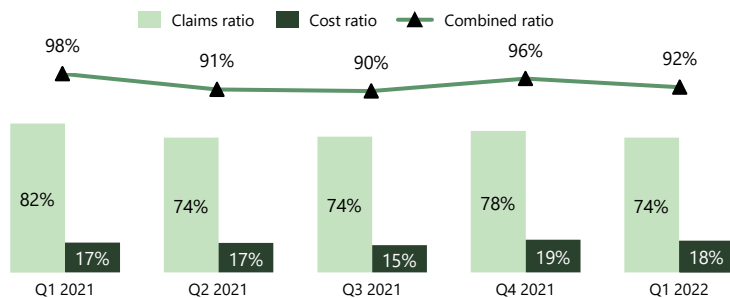
NOK million	Q1		Full year
	2022	2021	2021
P&C & Individual life	70	62	393
Health & Group life	-6	10	-26
Pension related disability insurance Nordic	44	-17	56
<b>Profit before amortisation</b>	<b>109</b>	<b>55</b>	<b>423</b>

# Insurance

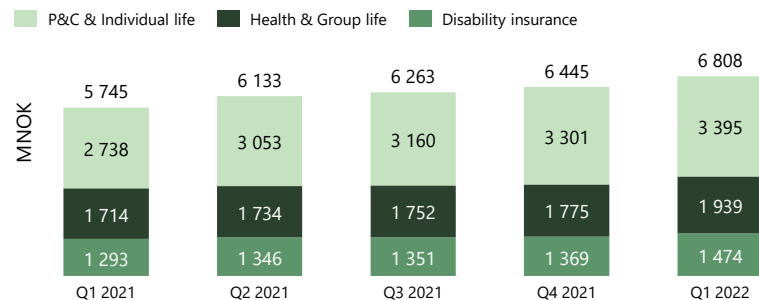
Continued growth and improved results



## Combined ratio



## Portfolio premiums



## Key Takeaways Combined Ratio and Results

- 92% overall combined ratio (target 90-92%), 91% in P&C & Individual life
- Improved claims ratio

## Key Takeaways Premiums and Growth<sup>1</sup>

- Premium growth across all product segments
- 19% overall portfolio premium growth
- 24% growth in P&C & Individual Life
- Retail P&C market share increased from 4.5% to 6.0% in 2021

# Guaranteed pension

Stable operating profit and strong risk result



## Profit

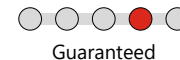
NOK million	Q1		Full year
	2022	2021	2021
Fee and administration income	391	383	1 631
Operational cost	-202	-197	-890
<b>Operating profit</b>	<b>189</b>	<b>186</b>	<b>741</b>
Risk result life & pensions	82	32	187
Net profit sharing	-39	104	504
<b>Profit before amortisation</b>	<b>232</b>	<b>322</b>	<b>1 432</b>

## Profit per product line

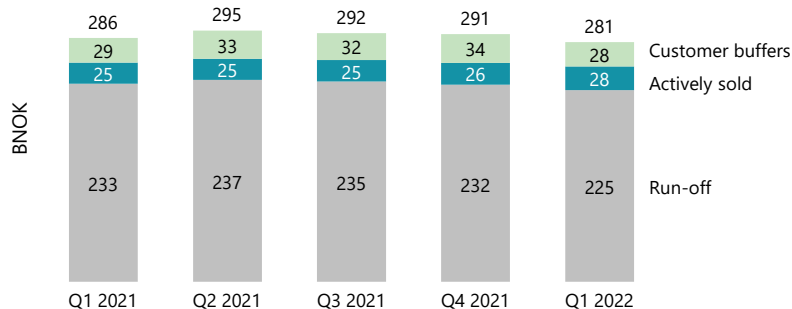
NOK million	Q1		Full year
	2022	2021	2021
Defined benefit (private & public sector), Norway	68	-1	130
Paid-up policies, Norway	122	94	556
Individual life and pension, Norway	3	9	55
Guaranteed products, Sweden	38	221	691
<b>Profit before amortisation</b>	<b>232</b>	<b>322</b>	<b>1 432</b>

# Guaranteed pension

Stable operating profit and strong risk result



## Reserves guaranteed products



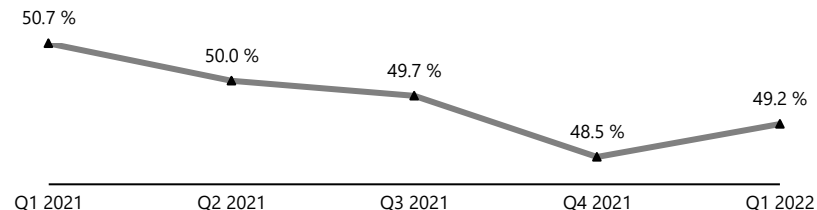
## Key Takeaways

- Continued run-off of guaranteed reserves.
- Growth in public occupational pensions contribute NOK 4.2bn to reserve growth.
- Customers buffers reduced due to rising interest rates and market turbulence.

## Buffer capital\*

NOK million	Q1 2022	Q4 2021	Change
Market value adjustment reserve**	3 938	6 309	- 2 372
Excess value of bonds at amortised cost	-4 781	3 363	- 8 144
Additional statutory reserve	11 745	13 602	- 1 857
Conditional bonuses SPP	12 804	13 781	- 977
<b>Total</b>	<b>23 706</b>	<b>37 056</b>	<b>- 13 350</b>

## Guaranteed reserves in % of total reserves

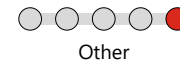


\* The term Buffer capital in this table is not consistent with the definition of buffer capital made in the IFRS accounting.

\*\* Includes Public Occupational Pensions buffer fund.

# Other<sup>1</sup>

Market turbulence gives negative financial result in the quarter, but higher yields going forward



## Profit

NOK million	Q1		Full year
	2022	2021	2021
Fee and administration income	6	4	21
Operational cost	-64	-47	-246
<b>Operating profit</b>	<b>-59</b>	<b>-44</b>	<b>-225</b>
Financial items and risk result life	-57	9	518
<b>Profit before amortisation</b>	<b>-116</b>	<b>-35</b>	<b>293</b>



# Q&A

*Please join the MS Teams Webinar to participate in the Q&A session.*



Group CFO

Lars Aa. Løddesøl



Group CEO

Odd Arild Grefstad



Group Head of  
Strategy & Finance

Kjetil R. Krøkje



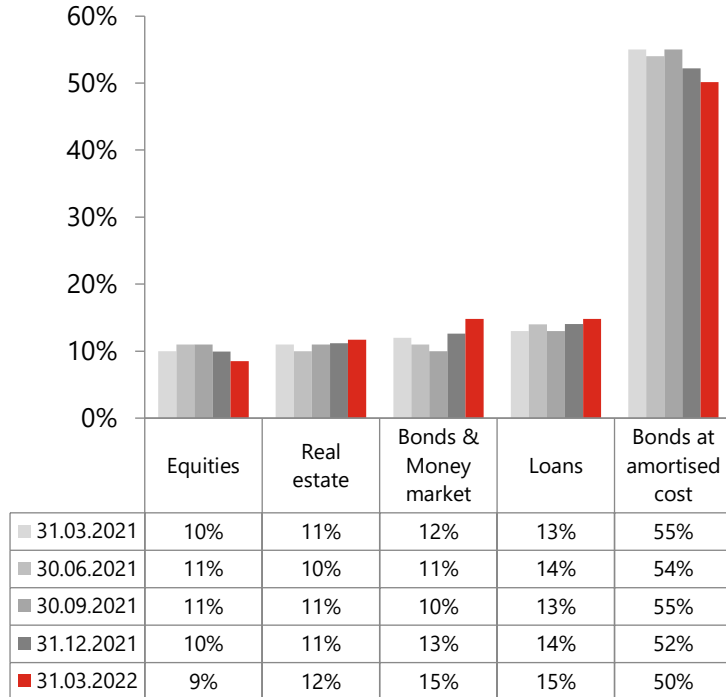
Head of  
Investor Relations & Rating

Daniel Sundahl

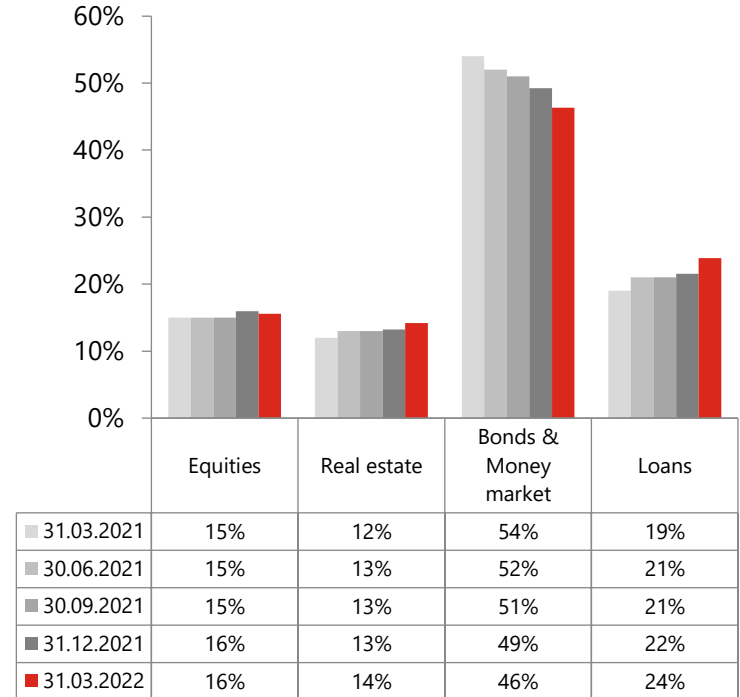
# Appendix

# Asset allocation – Guaranteed products

Storebrand Livsforsikring AS (Norway)



SPP (Sweden)





*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://www.storebrand.com/ir).