

# Storebrand

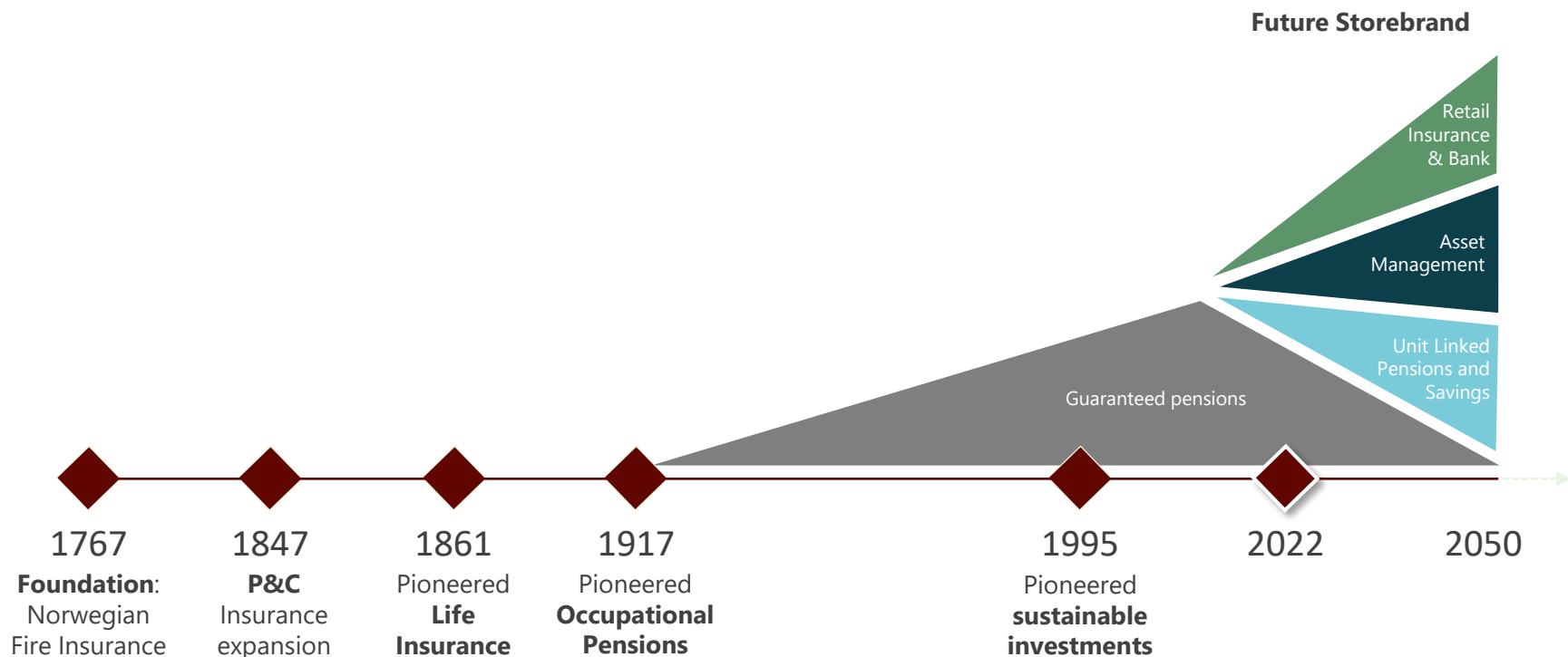
SEB mid quarter update  
Q1 2022

23 March 2022

Lars Aa. Løddesøl – CFO

# 250 years of pioneering in the Nordic financial industry

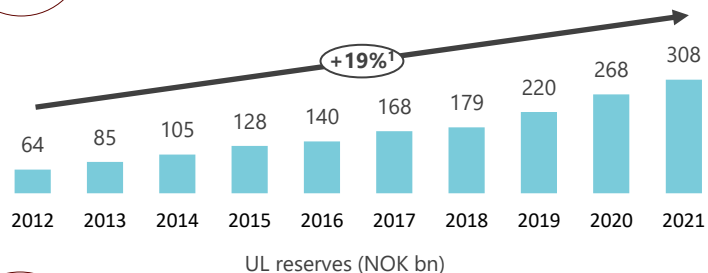
ILLUSTRATIVE



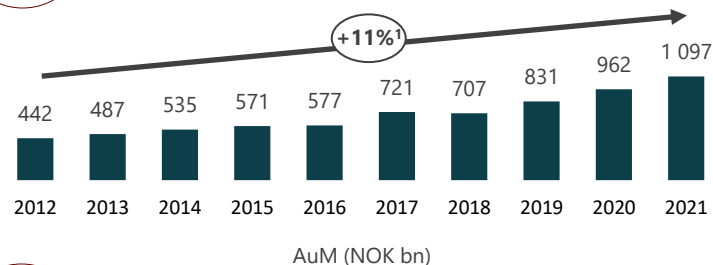
# Delivering strong growth across all of Future Storebrand



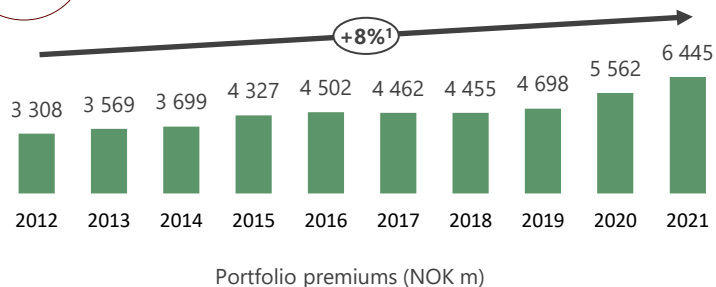
## Unit Linked



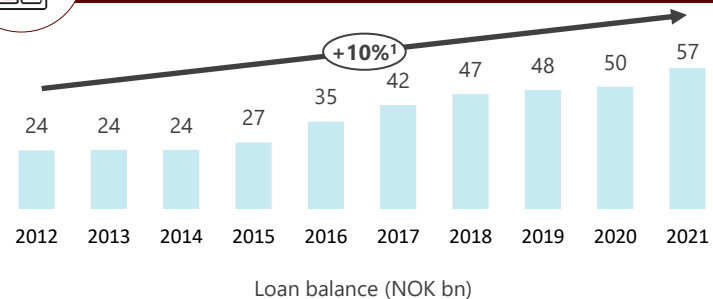
## Asset management



## Insurance

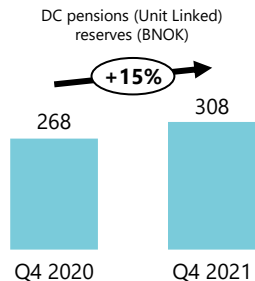


## Retail bank



# Volume growth translated into strong profit growth in 2021 and provides a firm starting point for continued earnings generation

## A Leading Provider Occupational Pensions Norway & Sweden



### Occupational Pensions Norway

NOK 1 035m contribution to the Group Result<sup>1</sup> in 2021.

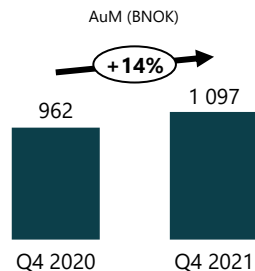
New municipality mandates won. NOK ~5.5bn of reserves to be booked January 2022.

Individual Pension Accounts fully implemented – no more automatic transfers of assets in 2022.

### Occupational Pensions Sweden

NOK 1 286m contribution to the Group Result<sup>1</sup> in 2021.

## B Nordic Powerhouse in Asset Management



### Delivering on CMD 2018 ambitions (2018-2021)

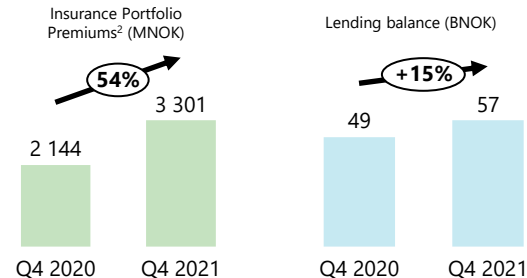
#1 Norwegian asset manager with European footprint

NOK 250m Profit growth<sup>2</sup> 2018-2021 leading to NOK 1 078m contribution to the Group Result<sup>1</sup> in 2021.

### Net inflows

NOK 43bn net inflows in 2021.  
Total of NOK 9bn raised in alternatives in 2021.

## C Growing Challenger in Norwegian Retail Market



### Strong profit development

NOK 824m contribution to Group Result<sup>1</sup> in 2021.

42% profit growth in 2021.

### Exceptional growth in P&C insurance and retail mortgages

NOK ~740m in transfers from Insr completed.

### Strong sales in retail Savings

71% growth in net sales in 2021.

<sup>1</sup> Profit before amortisation and tax

<sup>2</sup> Baseline: 2017 Operating profit for Storebrand Asset Management Group of 767 NOK million.

<sup>3</sup> P&C and Individual life. Includes the new P&C insurance offering to the corporate SME market.

# Profit growth in all lines of business in 2021, and a solid solvency position

## Profit<sup>1</sup>

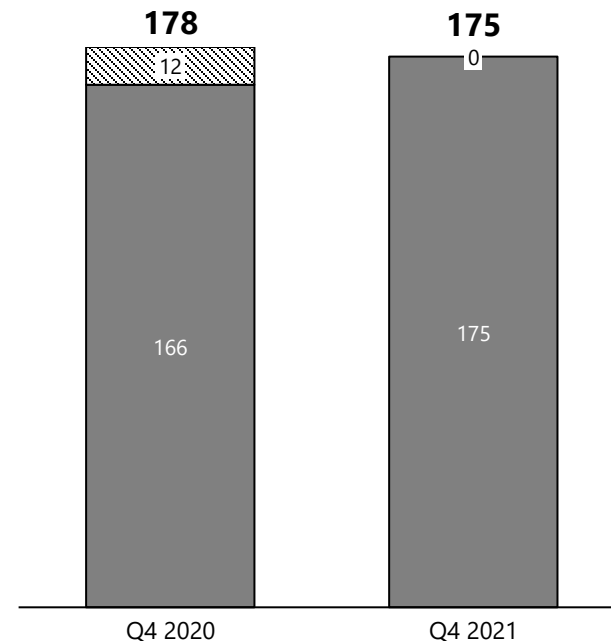
NOK million	FY	
	2021	2020
Fee and administration income	6 607	5 676
Insurance result	1 201	825
Operational cost	-4 678	-4 068
<b>Operating profit</b>	<b>3 130</b>	<b>2 433</b>
Financial items and risk result life	1 372	278
<b>Profit before amortisation</b>	<b>4 503</b>	<b>2 711</b>

## Profit per line of business

NOK million	FY	
	2021	2020
Savings - non-guaranteed	2 355	1 730
Insurance	423	204
Guaranteed pension	1 432	805
Other profit	293	-28
<b>Profit before amortisation</b>	<b>4 503</b>	<b>2 711</b>

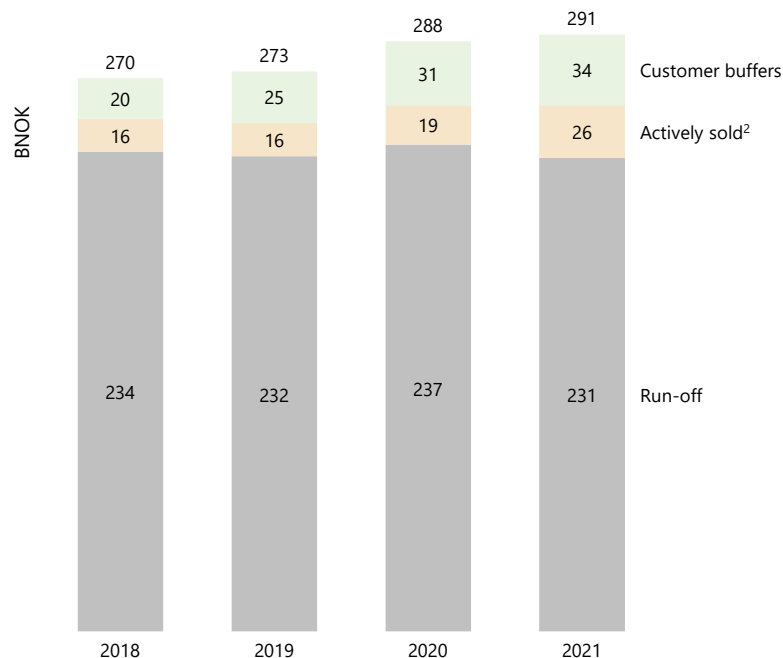
## Solvency position

Transitional rules
  SII standard model

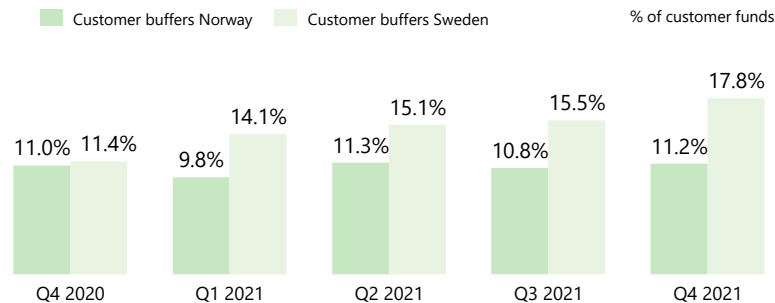


# Solid buffer capital levels in Guaranteed products available to absorb market fluctuations

## Reserves development guaranteed products



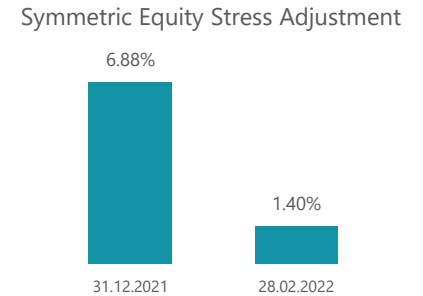
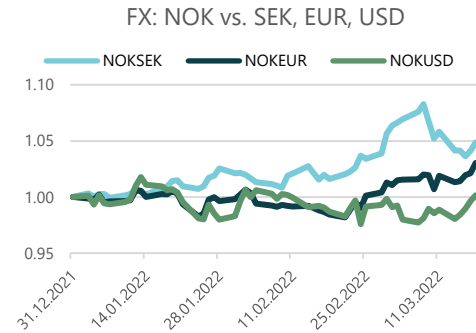
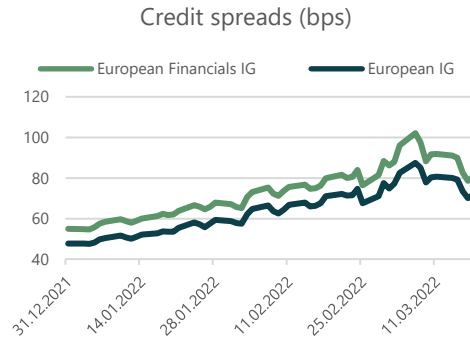
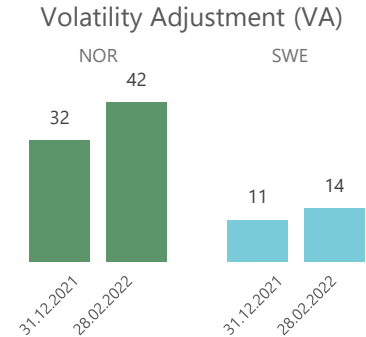
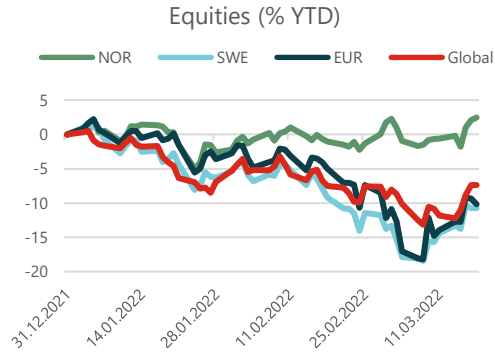
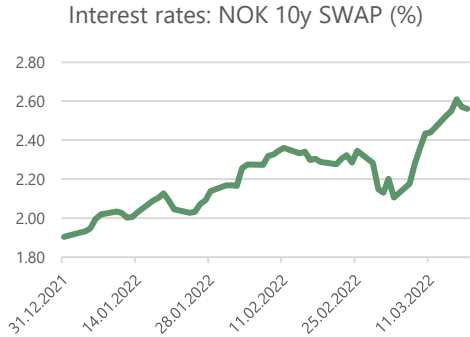
## Customer buffers development<sup>1</sup>



## Buffer capital

NOK million	Q4 2021
Market value adjustment reserve	6 309
Excess value of bonds at amortised cost	3 363
Additional statutory reserve	13 602
Conditional bonuses Sweden	13 781
<b>Total</b>	<b>37 056</b>

# “How is Storebrand affected by the latest development in the Ukraine – Russia war?” – market movements



# Market turbulence largely expected to be absorbed by buffer capital in P&L, and by stabilisers in solvency calculation

## P&L

Fee and administration income



Insurance result

Operational cost

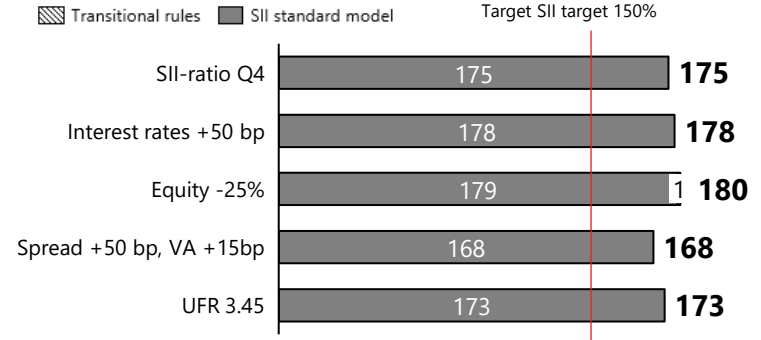
**Operating profit**

Financial items and risk result life



**Profit before amortisation**

## Solvency



- Ca. 45% equities in NOK 1,097bn AUM. Mostly exposed to MSCI world, but some overweight in NOR & SWE. -> Lower fee income
- Wider credit spreads give lower mark-to-market valuation on investments in company portfolios, but higher yields going forward. -> Lower financial result
- Weaker SEK vs. NOK gives lower results from SPP in NOK accounting.

### Positive

- Higher rates
- Lower equity stress
- Higher VA

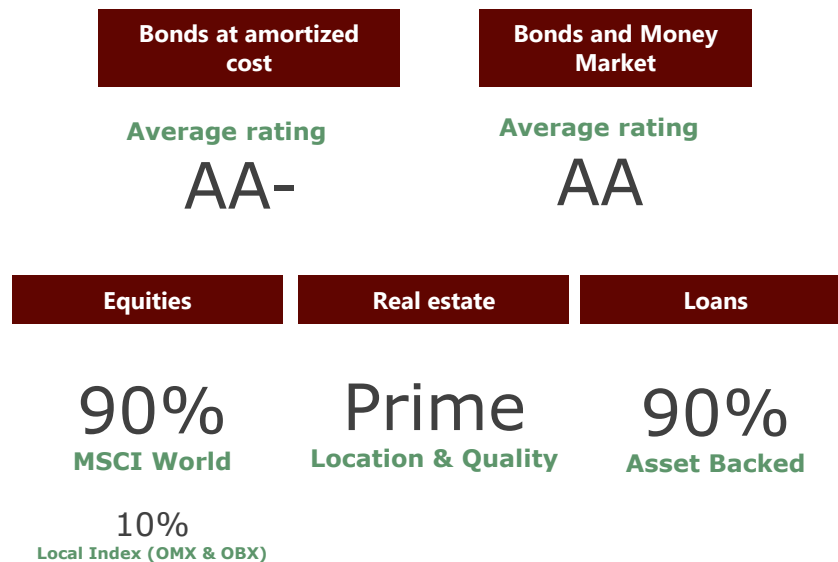
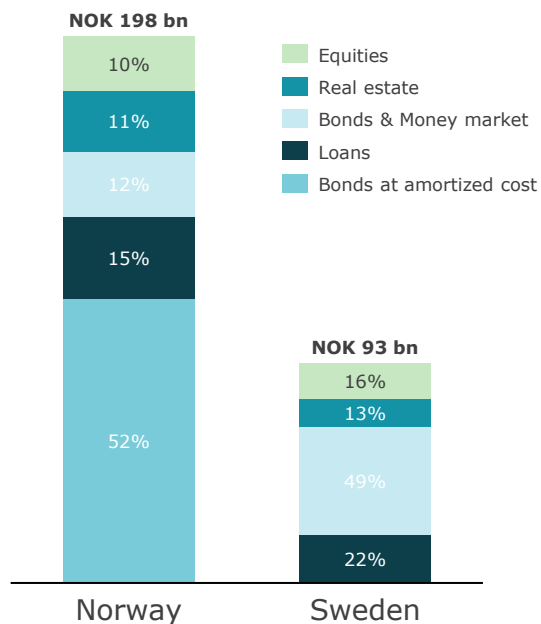
### Negative

- Falling equities
- Increased spreads
- Lower UFR



# Appendix: Asset Allocation Q4 2021

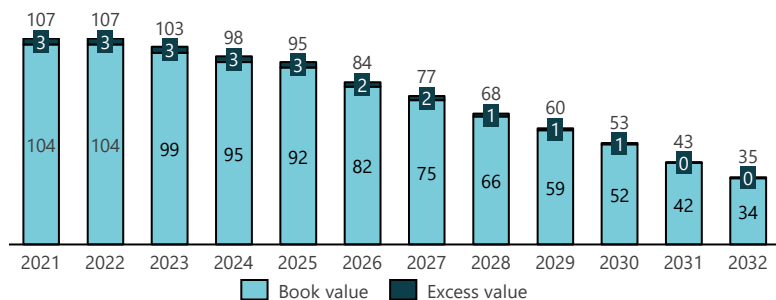
# High quality assets with fixed income as the backbone provide secure returns for guaranteed pensions



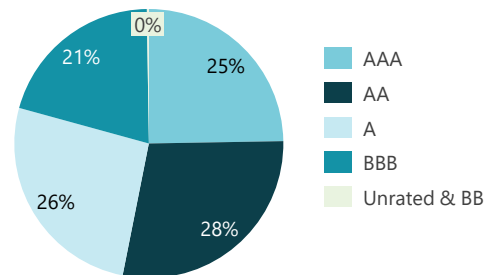
# High Quality Fixed Income

## - Characteristics of Bonds at Amortised Cost<sup>1</sup>

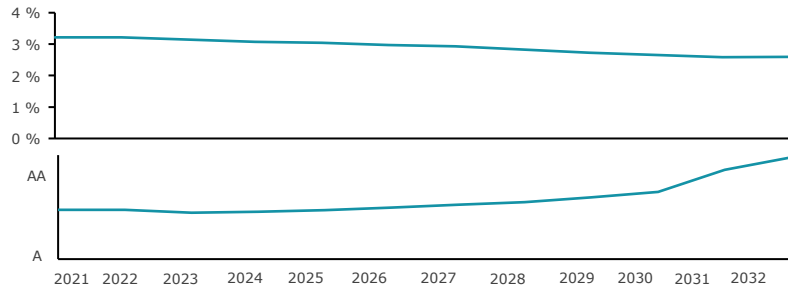
Market & book value – no reinvestment (NOK bn)



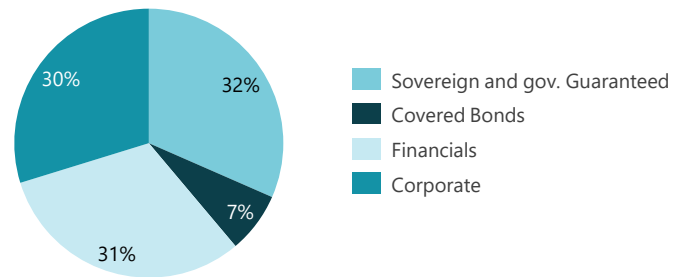
Rating distribution (%)



Yield and rating development – no reinvestment



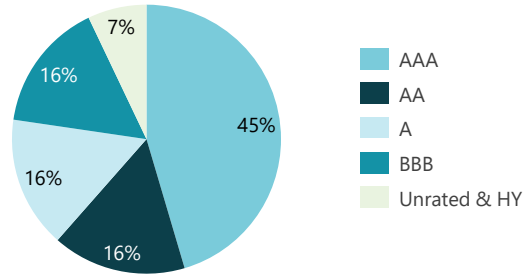
Sector distribution (%)



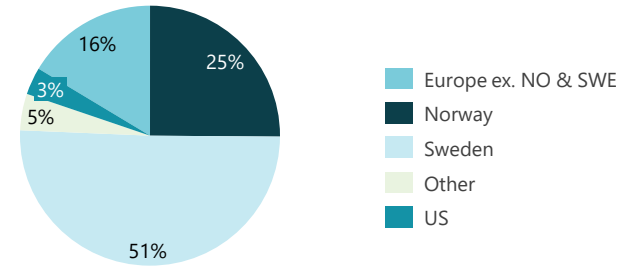
# High Quality Fixed Income

- Characteristics of Mark to Market Fixed Income<sup>1</sup>

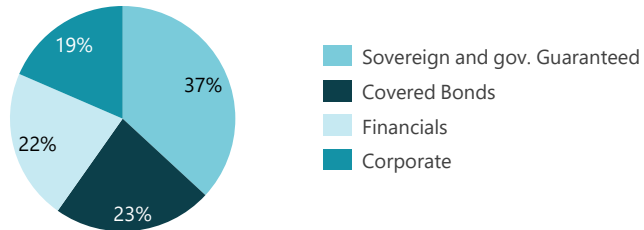
Rating distribution (%)



Geographical distribution (%)



Sector distribution (%)





*Leading the way in  
sustainable value creation*

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IR & Rating

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