



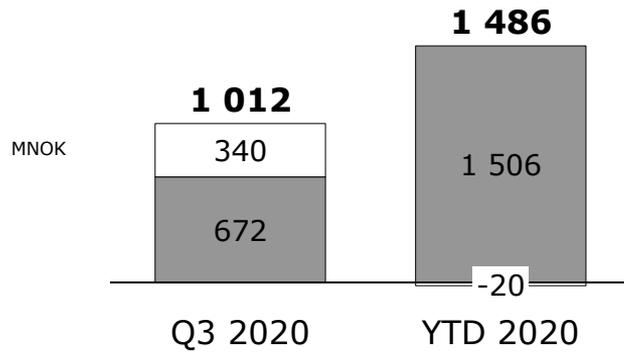
Storebrand Q3 2020

21 October 2020

Odd Arild Grefstad – CEO
Lars Aa. Løddesøl – CFO

Highlights Q3 2020

Group result¹



□ Financial items and risk result life
■ Operating profit



22% Unit Linked reserve growth²



17% AuM growth Asset Management²



15% Insurance Portfolio Premium growth²



179% Solvency margin³

Our strategy: A compelling combination of self-funding growth and capital return from maturing guaranteed back-book

1

Build a world class Savings business - supported by Insurance

A

Leading position Occupational Pension

B

Uniquely positioned in growing retail savings market

C

Asset manager with strong competitive position and clear growth opportunities

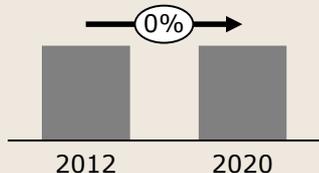
D

Bolt-on M&A

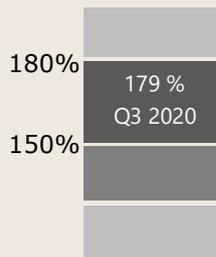
2

Manage balance sheet and capital

A. Cost discipline



B. SII capital management framework



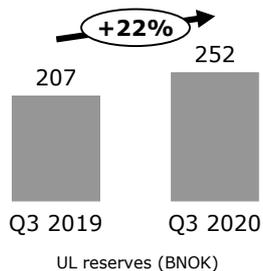
C. Increased return



Manage for capital release and **increasing dividends**

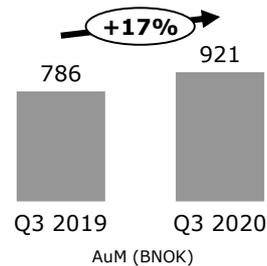
Strong growth

Unit Linked



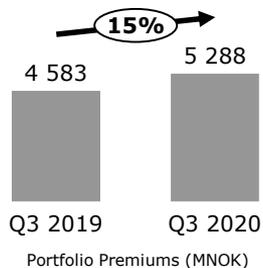
- 15% premium growth
- NOK 15bn premium income YTD
- NOK 6bn net transfers YTD

Asset management



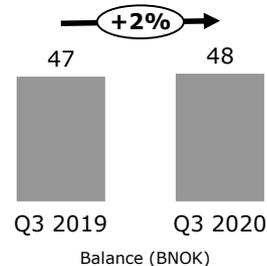
- NOK 35bn net inflow YTD
- New ESG mandates won in the European market

Insurance



- Double digit growth across all product lines
- Combined Ratio 88% in Q3
- Insr portfolios to be gradually transferred to Storebrand from 1 Dec. 2020

Retail loans



- Stable loan balance
- Lower rates lead to lower net interest margin

Strong new sales and bolt-on M&A

Breakthrough in Public Sector Pension



- Storebrand becomes new provider of public service pension for Vestland Fylkeskommune
- 11 000 current and former employees
- NOK 3,7 bn in AuM and NOK 245 m in annual premiums
- Storebrand welcomes new customers 01.01.2021

Insr transaction according to plan



- Storebrand becomes new provider for up to 2% of Norwegian retail P&C market
- Approved by competition authority and NFSA
- Transaction approved by Insr EGM
- Storebrand welcomes new customers 01.12.2020

A leading position in sustainable investments gives results

Strengthened Investment Climate Policy to accelerate green transition



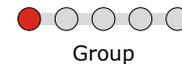
- Make investment decisions in line with scientific consensus
- Increase capital flows towards low-carbon, climate-resilient and transition companies
- Avoid investments that contribute heavily to climate change and lobby against Paris Agreement
- Use ownership position to stimulate ambitious climate practices at portfolio companies

Winning International ESG Mandates



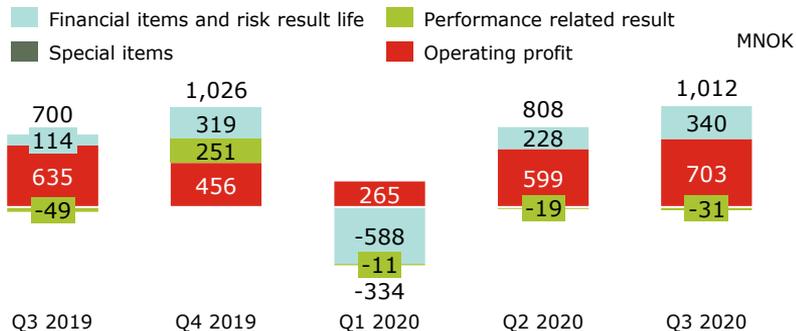
- Broad family of sustainable mutual funds with strong performance
- Measured on overall sustainability and carbon intensity
- Large mandate won in the UK in Q3 2020

Key figures

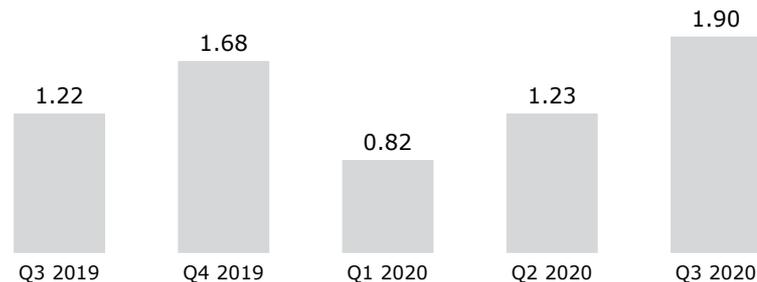


Group

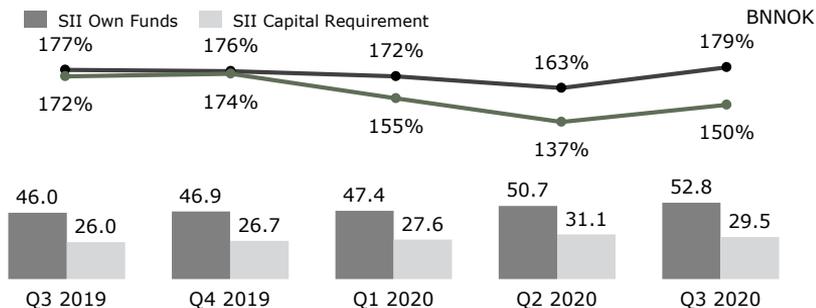
Result development¹



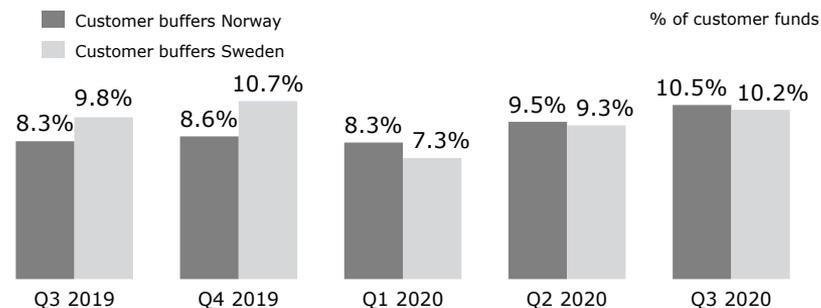
Earnings per share²



SII Own funds⁴ and SCR



Customer buffers development³



¹ Result before amortisation and tax.

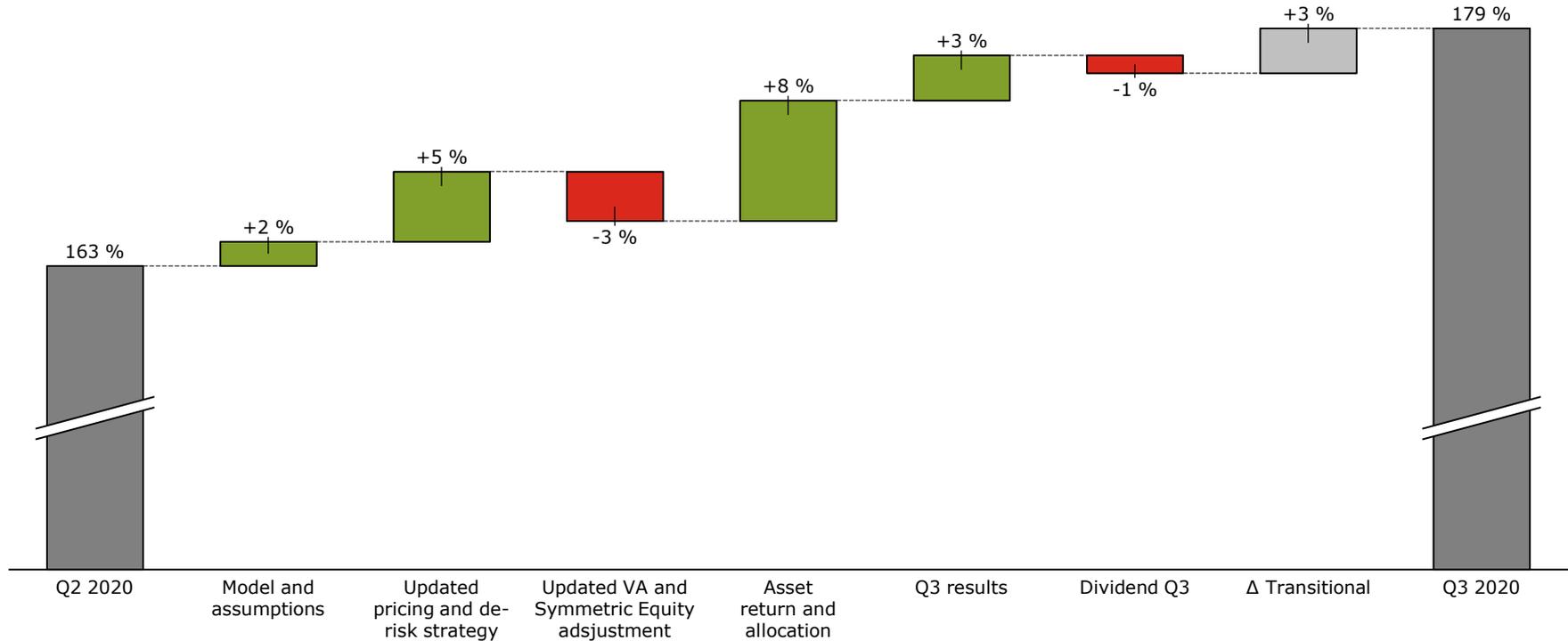
² Earnings per share after tax adjusted for amortisation of intangible assets.

³ Excluding customer buffers Euroben. Surplus values of HTM bonds excluded.

⁴ Own Funds including transitional capital.

Solvency movement from Q2 2020 to Q3 2020

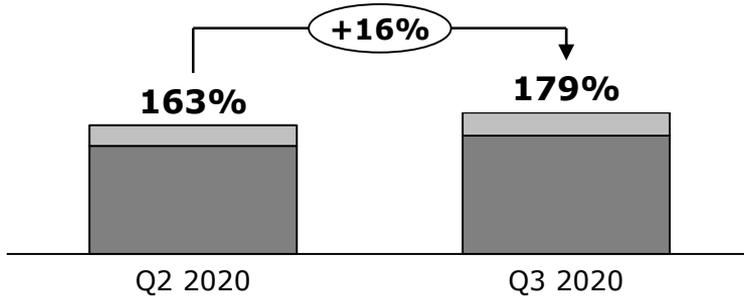
Storebrand Group



SII position Storebrand Group



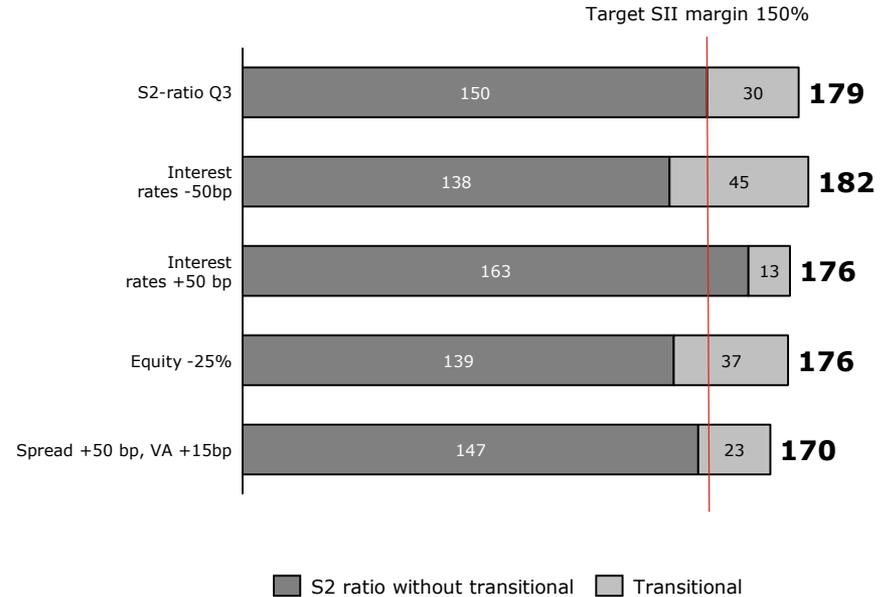
Solvency position(%)



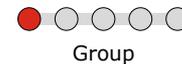
Key takeaways

- Tighter credit spreads and increased equity prices increase the solvency position
- Price increases in Guaranteed business increase the solvency position

Estimated sensitivities



Storebrand Group



Profit¹

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	1 352	1 296	4 001	3 746	5 308
Insurance result	304	268	488	782	1 005
Operational cost	-984	-979	-2 983	-2 938	-4 015
Operating profit	672	586	1 506	1 591	2 298
Financial items and risk result life	340	114	-20	420	739
Profit before amortisation	1 012	700	1 486	2 011	3 037
Amortisation and write-downs of intangible assets	-124	-115	-367	-328	-444
Profit before tax	889	585	1 119	1 683	2 593
Tax	-123	-124	363	-277	-511
Profit after tax	766	461	1 483	1 406	2 082

Storebrand Group



Profit¹

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	1 352	1 296	4 001	3 746	5 308
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Profit per line of business

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Savings - non-guaranteed	394	303	1 066	817	1 364
Insurance	173	128	29	369	439
Guaranteed pension	302	237	388	697	1 029
Other profit	144	32	3	128	205
Profit before amortisation	1 012	700	1 486	2 011	3 037

Savings (non-guaranteed)



Profit

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	1 038	957	3 055	2 764	3 996
Operational cost	-639	-643	-1 908	-1 929	-2 621
Operating profit	400	314	1 148	834	1 375
Financial items and risk result life	-6	-11	-82	-18	-11
Profit before amortisation	394	303	1 066	817	1 364

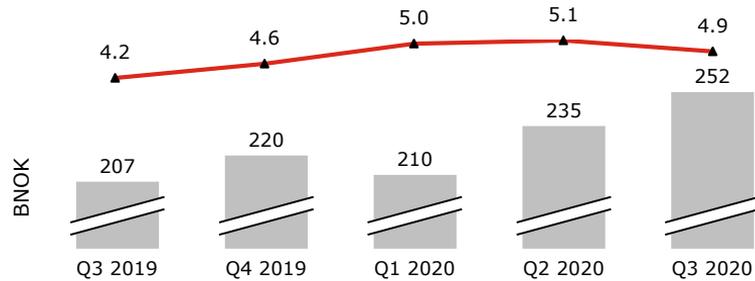
Profit per product line

NOK million	2020	2019	2020	2019	2019
Unit linked Norway	113	72	308	217	275
Unit linked Sweden	102	80	262	202	291
Asset management	139	80	374	197	526
Retail banking	40	70	122	200	272
Profit before amortisation	394	303	1 066	817	1 364

Savings (non-guaranteed)



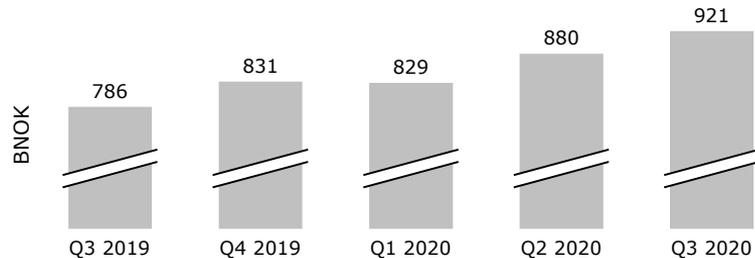
Reserves and premiums Unit Linked



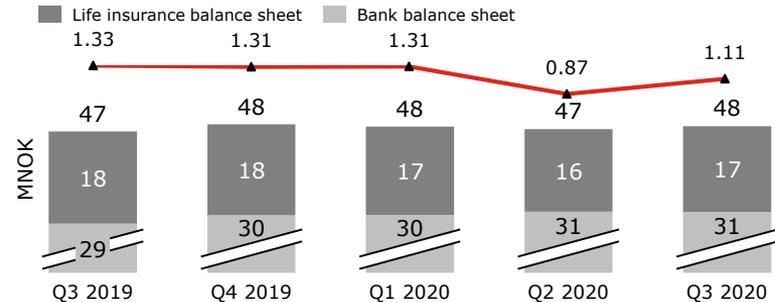
Comments¹

- 15% growth in Unit Linked premiums.
- 22% growth in Unit Linked reserves.
- Net interest margin decline in the Bank due to lower rates.

Assets under management



Retail bank balance and net interest margin (%)



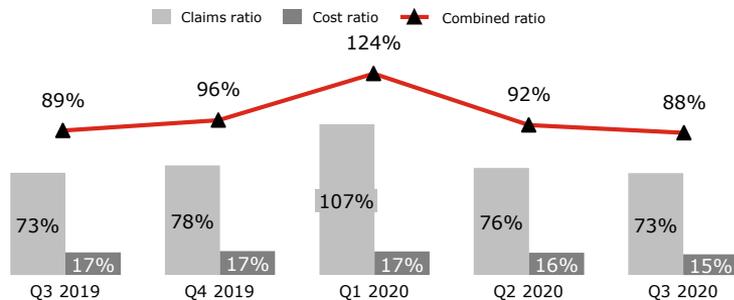
Profit

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Insurance premiums f.o.a.	1 105	981	3 195	2 895	3 909
Claims f.o.a.	-801	-713	-2 707	-2 112	-2 904
Operational cost	-168	-162	-518	-471	-648
Operating profit	135	106	-30	311	357
Financial result	37	21	59	58	83
Profit before amortisation	173	128	29	369	439

Profit per product line

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
P&C & Individual life	95	55	154	248	335
Health & Group life	37	22	-194	-7	-41
Pension related disability insurance Nordic	40	51	69	129	145
Profit before amortisation	173	128	29	369	439

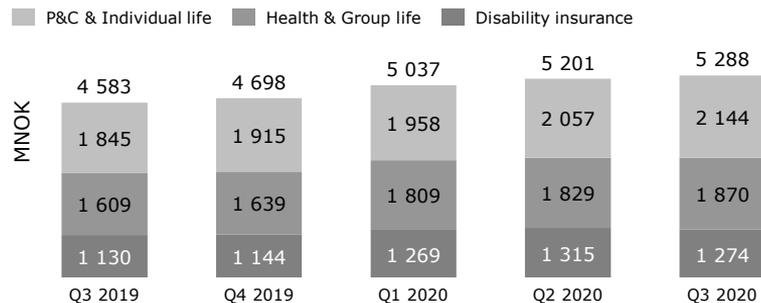
Combined ratio



Comments Combined ratio and results

- 88% combined ratio, better than target (90-92%).
- Continued strong cost control.
- Reserve strengthening in H1 2020 is satisfactory.

Portfolio premiums



Comments premiums and growth¹

- 16% growth in P&C & Individual life portfolio premium.
- 16% growth in Health & Group life portfolio premium.
- 13% growth in Disability insurance portfolio premium.
- Growth is attributed to both underlying volume growth and price increases.
- Insr. portfolios to be gradually transferred to Storebrand.

Guaranteed pension



Profit

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	370	384	1 080	1 108	1 475
Operational cost	-212	-199	-628	-594	-819
Operating profit	159	185	453	514	657
Risk result life & pensions	-21	30	3	144	215
Net profit sharing	164	22	-67	39	157
Profit before amortisation	302	237	388	697	1 029

Profit per product line

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Defined benefit (fee based)	-24	91	-6	223	287
Paid-up policies, Norway	109	104	272	318	409
Individual life and pension, Norway	15	1	20	10	21
Guaranteed products, Sweden	202	40	103	146	312
Profit before amortisation	302	237	388	697	1 029

Guaranteed pension



AuM guaranteed products



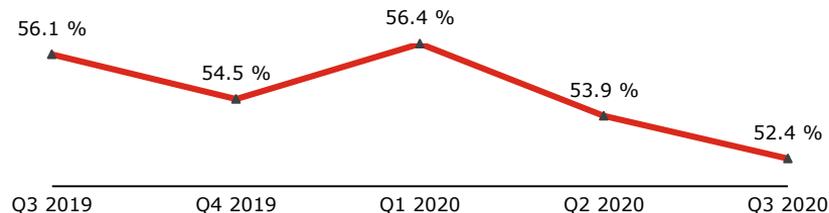
Buffer capital

NOK million	Q3 2020	Q2 2020	Change
Market value adjustment reserve	8 092	7 403	+ 689
Excess value of bonds at amortised cost	10 476	9 414	+ 1 062
Additional statutory reserve	9 689	8 653	+ 1 036
Conditional bonuses Sweden	8 431	7 614	+ 817
Total	36 689	33 084	+ 3 605

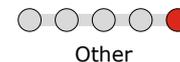
Comments

- Indexation fee in Sweden
- Asset returns increase overall level of AuM in the quarter and the level of buffer capital.
- Guaranteed reserves as a share of total reserves continue to decline.
- Mandates won for Public Occupational Pensions to be booked as Defined Benefit NO

Guaranteed AuM in % of total pension AuM



Other¹

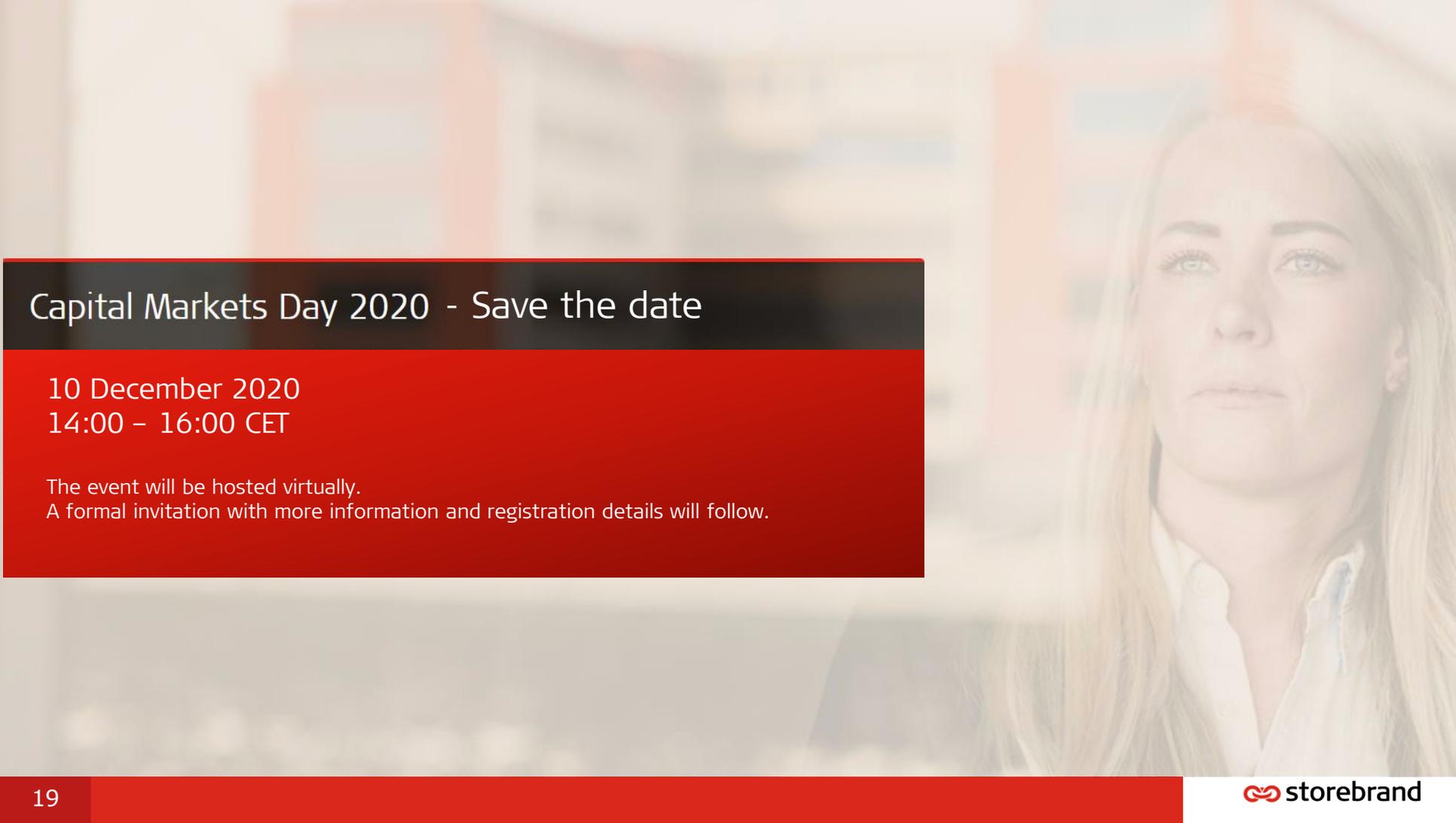


Profit

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	9	10	42	38	51
Operational cost	-31	-29	-105	-107	-143
Operating profit	-21	-19	-64	-69	-91
Financial items and risk result life	165	51	66	197	296
Profit before amortisation	144	32	3	128	205

Profit per product line

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Euroben	6	10	21	7	33
Holding company costs and net financial results in company portfolios	137	22	-18	121	173
Profit before amortisation	144	32	3	128	205



Capital Markets Day 2020 - Save the date

10 December 2020
14:00 – 16:00 CET

The event will be hosted virtually.
A formal invitation with more information and registration details will follow.

Q&A

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



Group CEO
Odd Arild Grefstad



Group CFO
Lars Aa. Løddesøl



Head of Strategy & Finance
Kjetil R. Krøkje

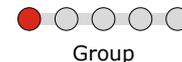


Head of IR
Daniel Sundahl

Appendix

Results

Storebrand Group



Profit¹

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	1 352	1 296	4 001	3 746	5 308
Insurance result	304	268	488	782	1 005
Operational cost	-984	-979	-2 983	-2 938	-4 015
Operating profit	672	586	1 506	1 591	2 298

Operating profit adjusted for performance related income and costs²

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Booked performance related OPEX	-31	-49	-62	-111	-
Adjusted operating profit	703	635	1 568	1 702	-

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
<i>Performance income earned not booked</i>	49	99	137	266	-
<i>Operating profit including income earned not booked</i>	721	685	1 643	1 856	-

¹ The result includes special items. Please see storebrand.com/ir for a complete overview.

² Performance related costs refer to performance bonuses and kick-backs in funds with performance fees that are booked on a quarterly basis. The corresponding income is not booked until the end of the year. The numbers will vary with performance development through the year.

Savings (non-guaranteed)

Profit

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Fee and administration income	1 038	957	3 055	2 764	3 996
Operational cost	-639	-643	-1 908	-1 929	-2 621
Operating profit	400	314	1 148	834	1 375

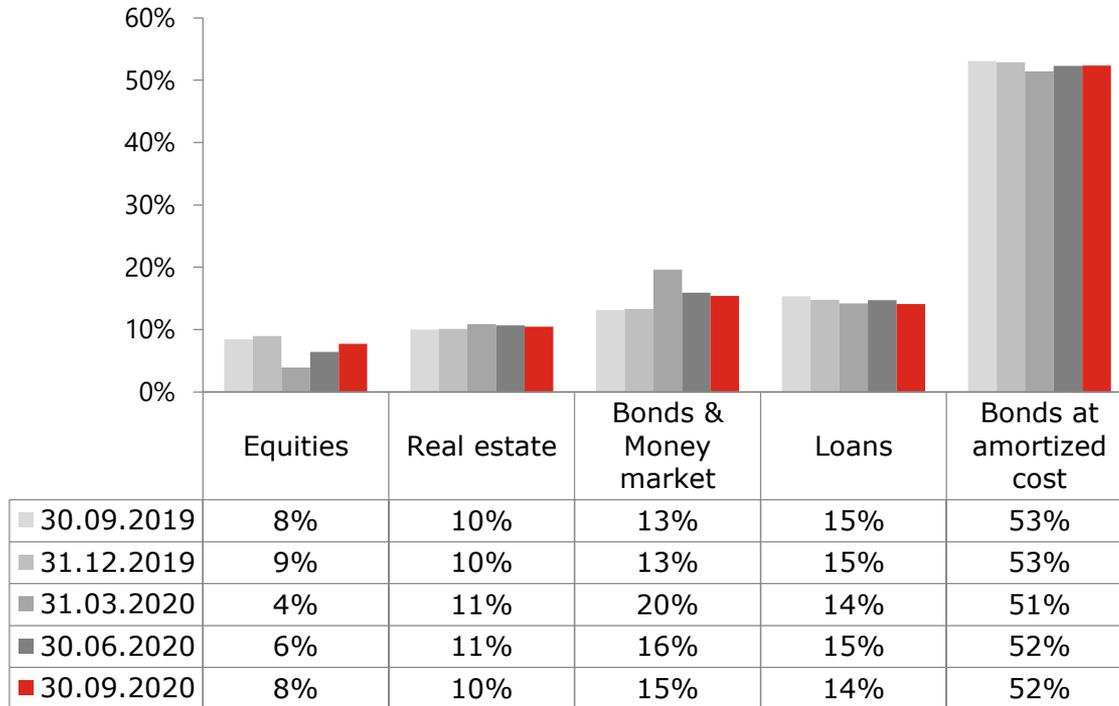
Operating profit adjusted for performance related income and costs¹

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
Booked performance related OPEX	-31	-49	-62	-111	-
Adjusted operating profit	431	363	1 210	945	-

NOK million	Q3		01.01 - 30.09		Full year
	2020	2019	2020	2019	2019
<i>Performance income earned not booked</i>	49	99	137	266	-
<i>Operating profit including income earned not booked</i>	449	413	1 284	1 100	-

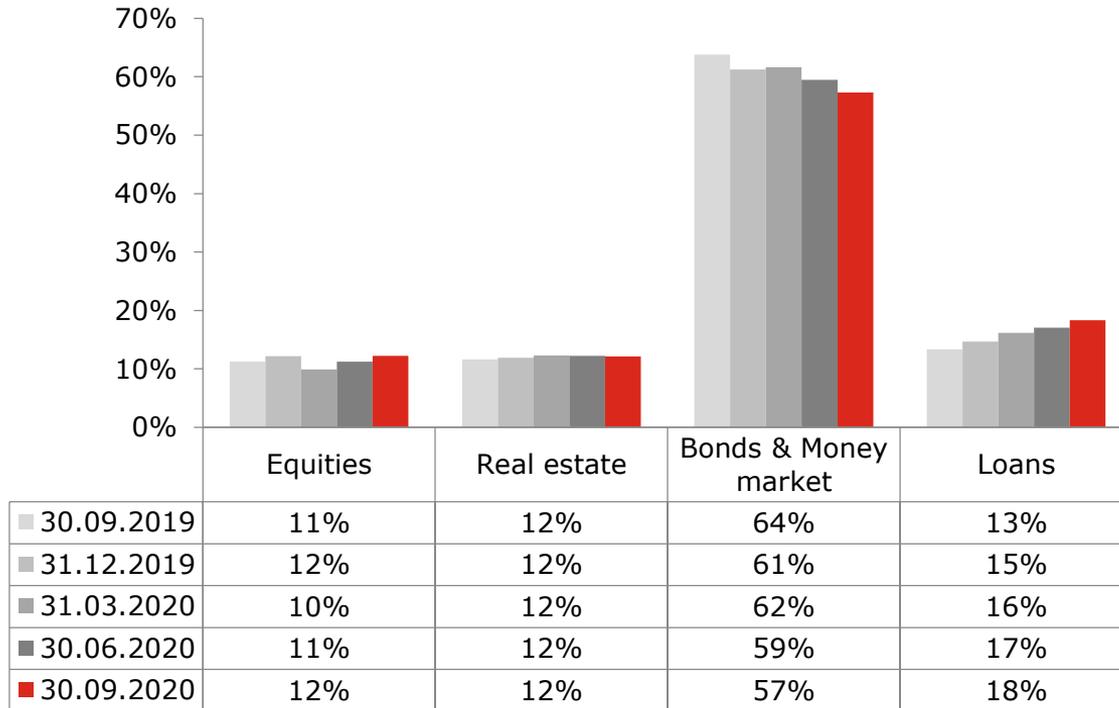
Asset allocation

Storebrand Life Insurance asset allocation



Note: The graph shows the asset allocation for all products with an interest rate guarantee in Storebrand Life Insurance Norwegian operations. Loans include loans booked at amortized cost.

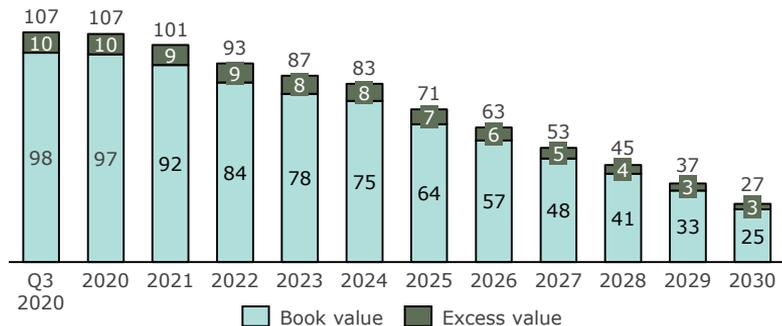
SPP asset allocation



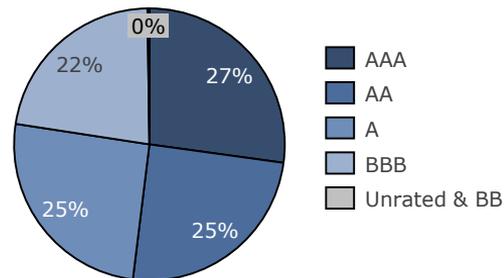
Note: The graph shows the asset allocation for all products with an interest rate guarantee in SPP.

High Quality Fixed Income I - Characteristics of Bonds at Amortised Cost¹

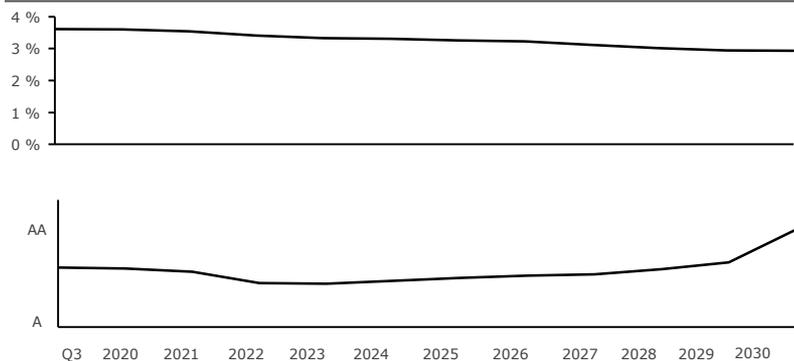
Market & book value – no reinvestment (NOKbn)



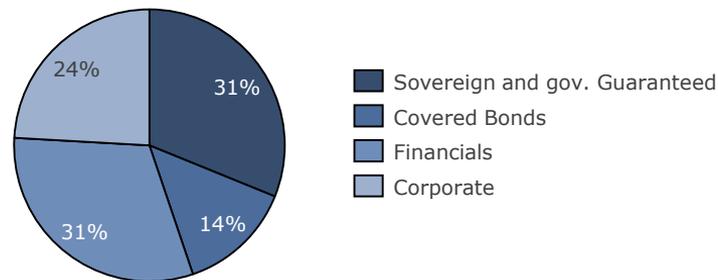
Rating distribution (%)



Yield and rating development – no reinvestment



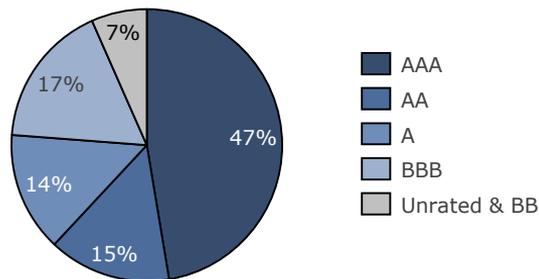
Sector distribution (%)



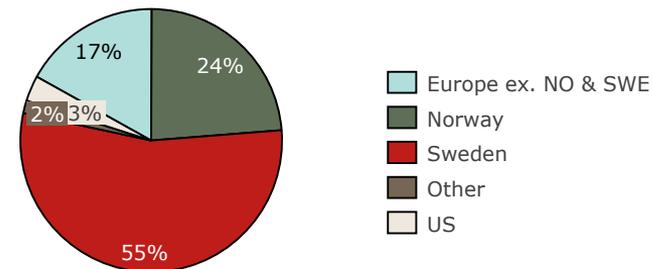
High Quality Fixed Income II

- Characteristics of Mark to Market Fixed Income¹

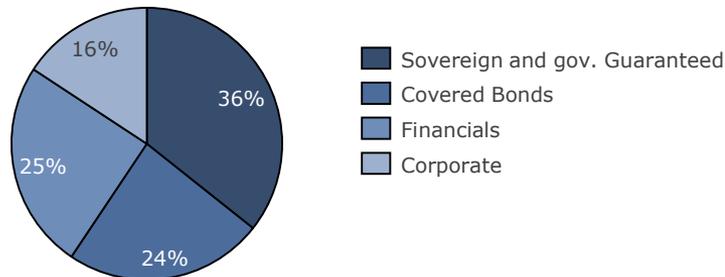
Rating distribution (%)



Geographical distribution (%)



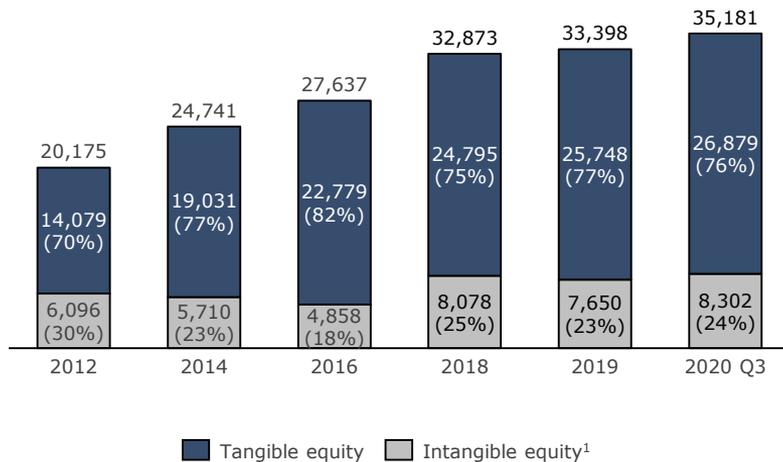
Sector distribution (%)



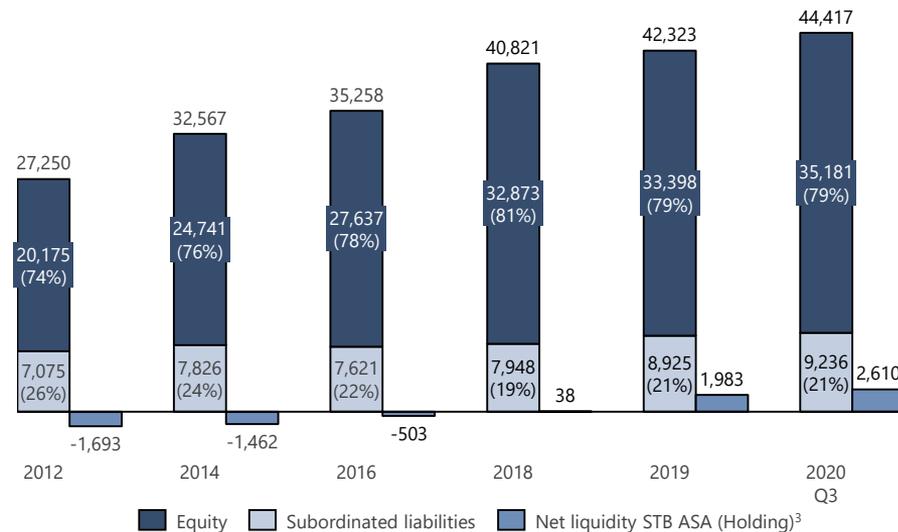
Capital and liquidity

Strong Group IFRS equity and capital structure – reduced financial leverage

Group equity (NOK bn)



Group capital structure²



¹ Intangible equity: Brand names, IT systems, customer lists and Value of business-in-force (VIF), and goodwill. VIF and goodwill mainly from acquisition of SPP.

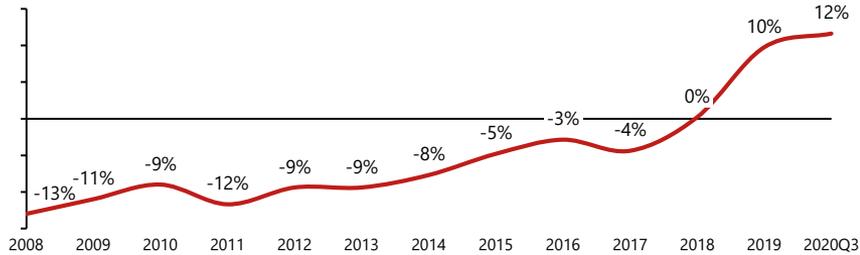
² Specification of subordinated liabilities:

- Hybrid tier 1 capital, Storebrand Bank ASA and Storebrand Livsforsikring AS
- Perpetual subordinated loan capital, Storebrand Livsforsikring AS
- Dated subordinated loan capital, Storebrand Bank ASA and Storebrand Livsforsikring AS

³ (Senior debt – liquidity portfolio) in holding company shown in separate column as it is not part of group capital.

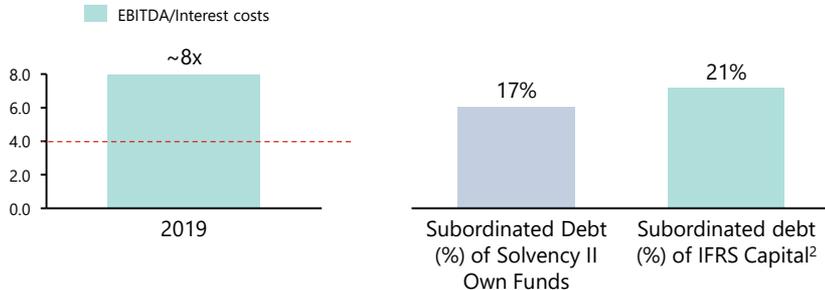
Strong liquidity and low leverage

Net liquidity ratio Storebrand ASA (holding)

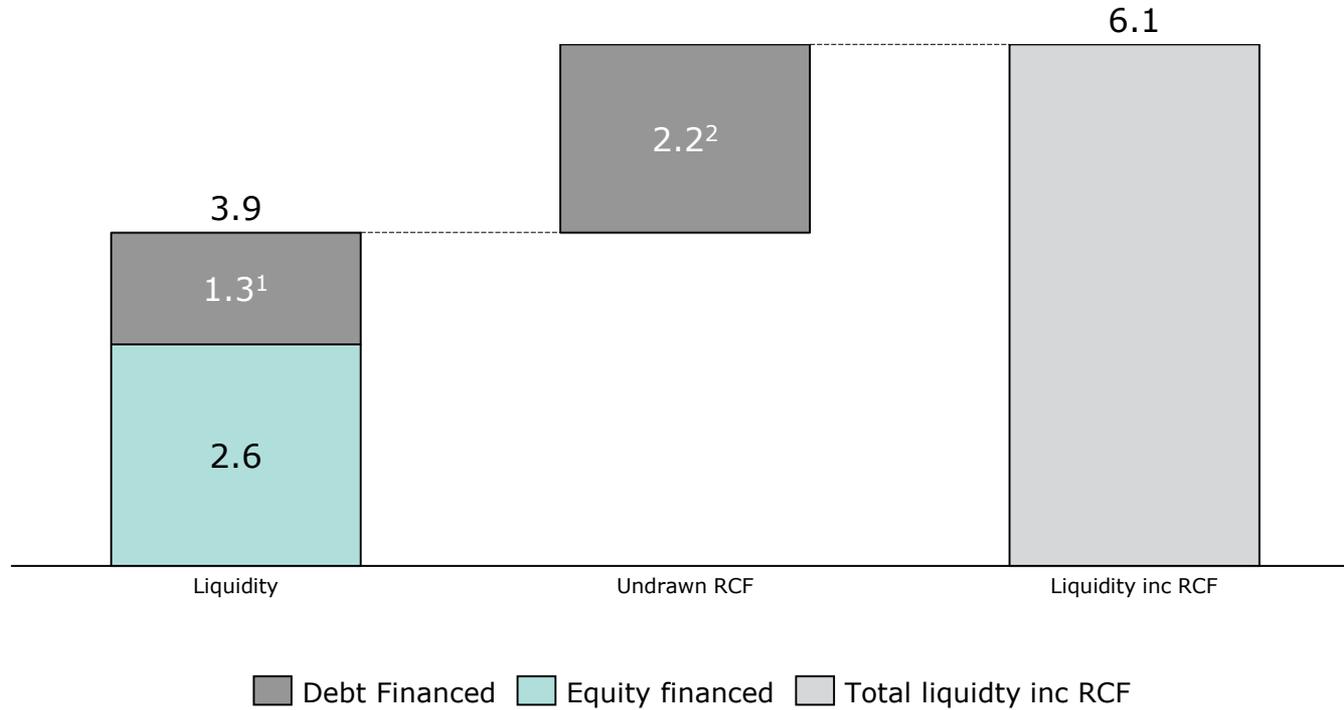


- Proceeds from subsidiaries have been used to pay dividends, reduce debt in the holding company and increase the liquidity buffer
- Holding company net liquidity ratio of 12% (net debt ratio of -12%)
- Fixed charge coverage ratio ~ 8x

Interest charge coverage¹ and debt ratio Storebrand group

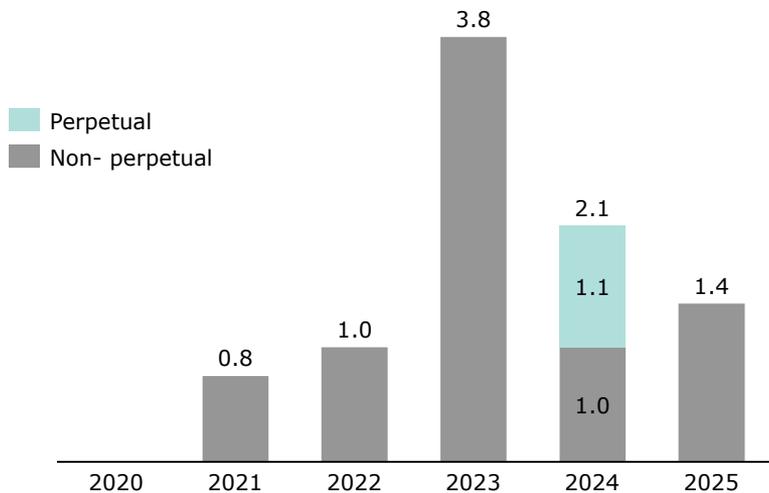


Group Liquidity NOK bn

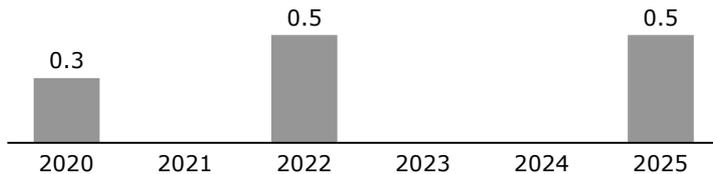


Term structure debt

Term structure sub-debt Storebrand Livsforsikring¹ (bn NOK)



Term structure senior debt Storebrand ASA (bn NOK)





Investor Relations contacts

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