

# Gjensidige Pensjonsforsikring AS

## Company presentation 1<sup>st</sup> quarter 2018

April 25 - 2018





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In addition to the financial statements according to IFRS, Gjensidige uses different alternative performance measures (APM) to present the business in a more relevant way for its different stakeholders. The alternative performance measures have been used consistent over time, and relevant definitions have been disclosed in the quarterly reports. Comparable figures are provided for all alternative performance measures in the quarterly reports.

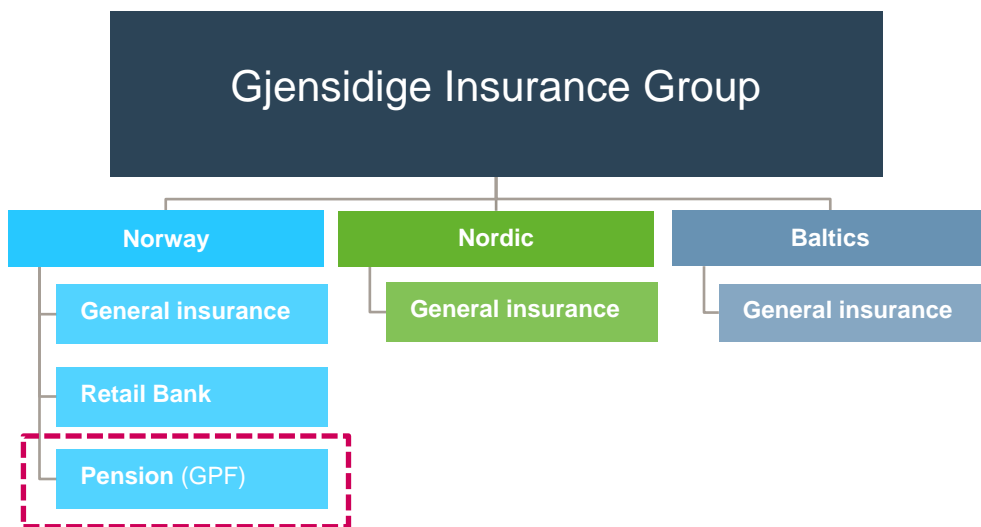


# Key messages

- Leading defined contribution pension specialist
  - Defined contribution and disability pension only
  - Limited share of paid-up policies – managed for stable returns and limited capital requirement
- Competitive business model
  - Cost efficient and scalable
- Positioned for continued growth and increased profitability
- Integrated part of Gjensidige's small and medium enterprise (SME) offering

# GPF strategically important for Gjensidige Insurance Group

## - strengthen position in the Norwegian SME market



### Gjensidige Insurance Group

- Leading Nordic general insurance company with 200 years history
- S&P A rating with strong enterprise risk management
- Earned premiums 2017: NOK 23.4bn
- Pre-tax profit 2017: NOK 5.8bn

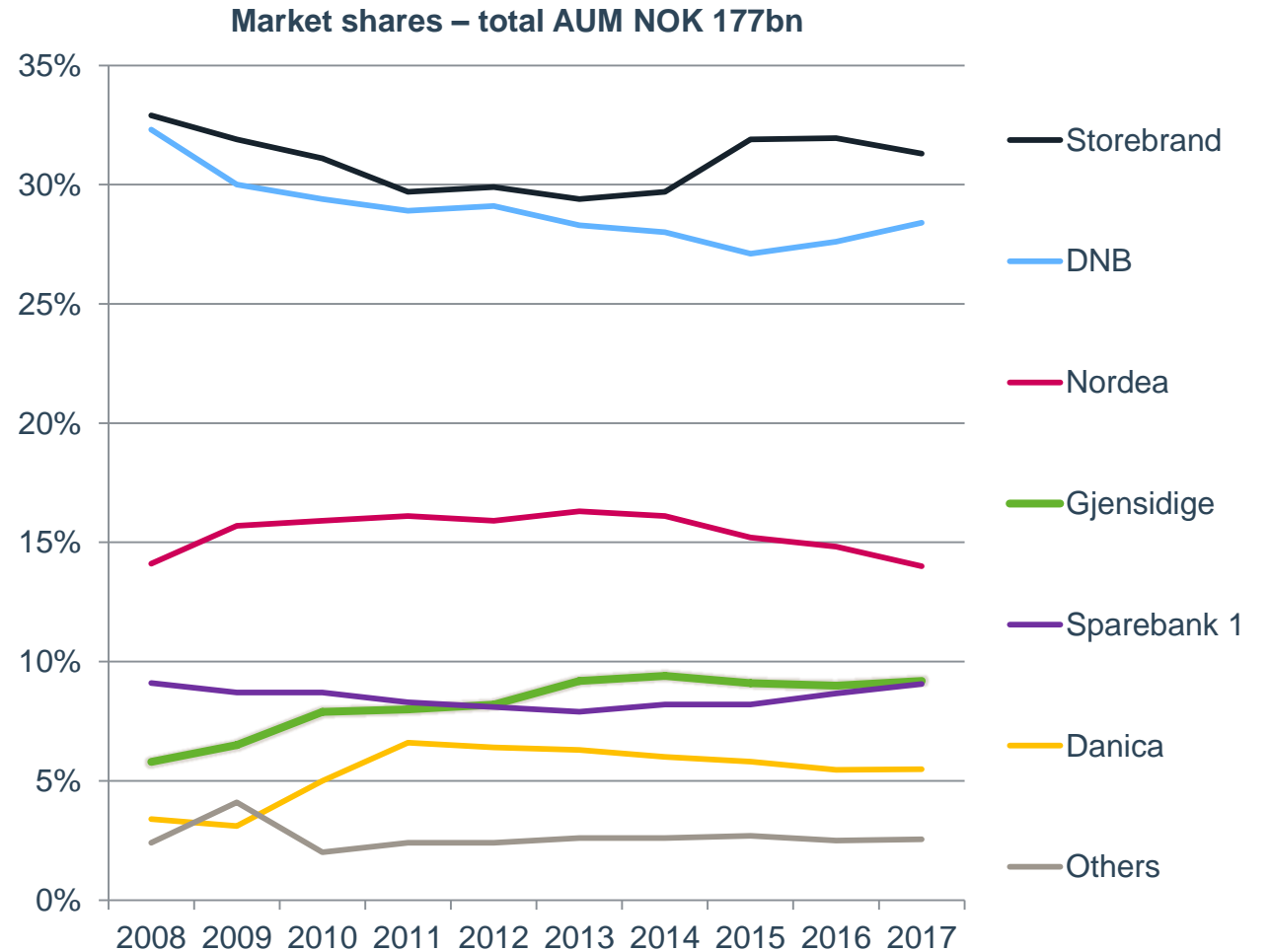
### Gjensidige Pensjonsforsikring AS (GPF)

- Established in 2005
- Fully owned by Gjensidige Forsikring ASA
- Assets under management Q1 2018: NOK 29.0 bn
- Strategic importance to the Gjensidige Group
  - Strong value-proposition in the Norwegian SME-market
  - 69.7 per cent shared customers (SME, direct distribution)



# Number four position in the growing Norwegian defined contribution pension market

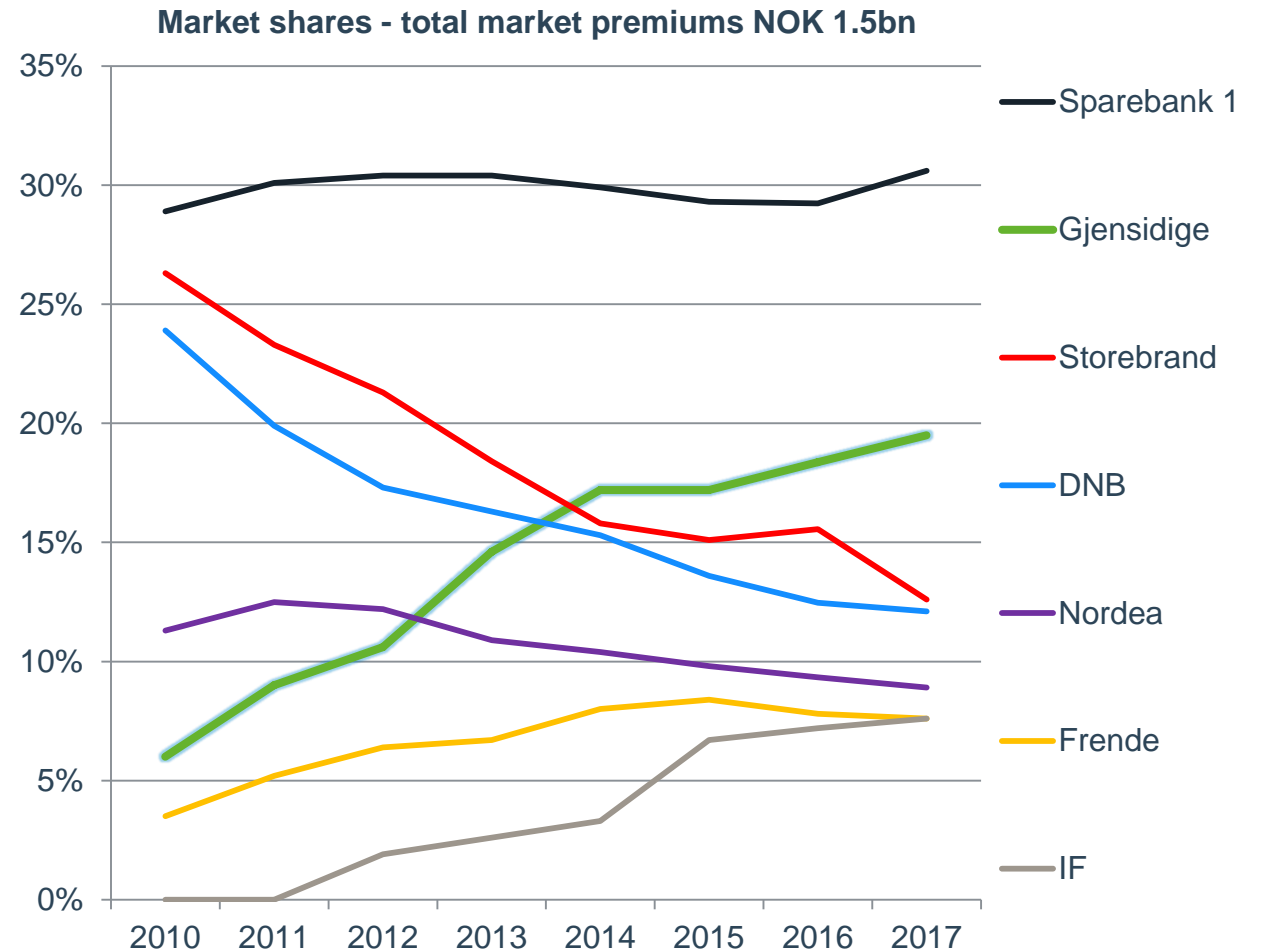
- Well positioned for continued profitable organic growth
- Core focus on SME customers
- Strong profitability
- Multi-channel distribution





# Number two position in the Norwegian individual disability pension market

- A strong contender in a growing market
- Increasingly important to Gjensidige's ambitions within life and health insurance market



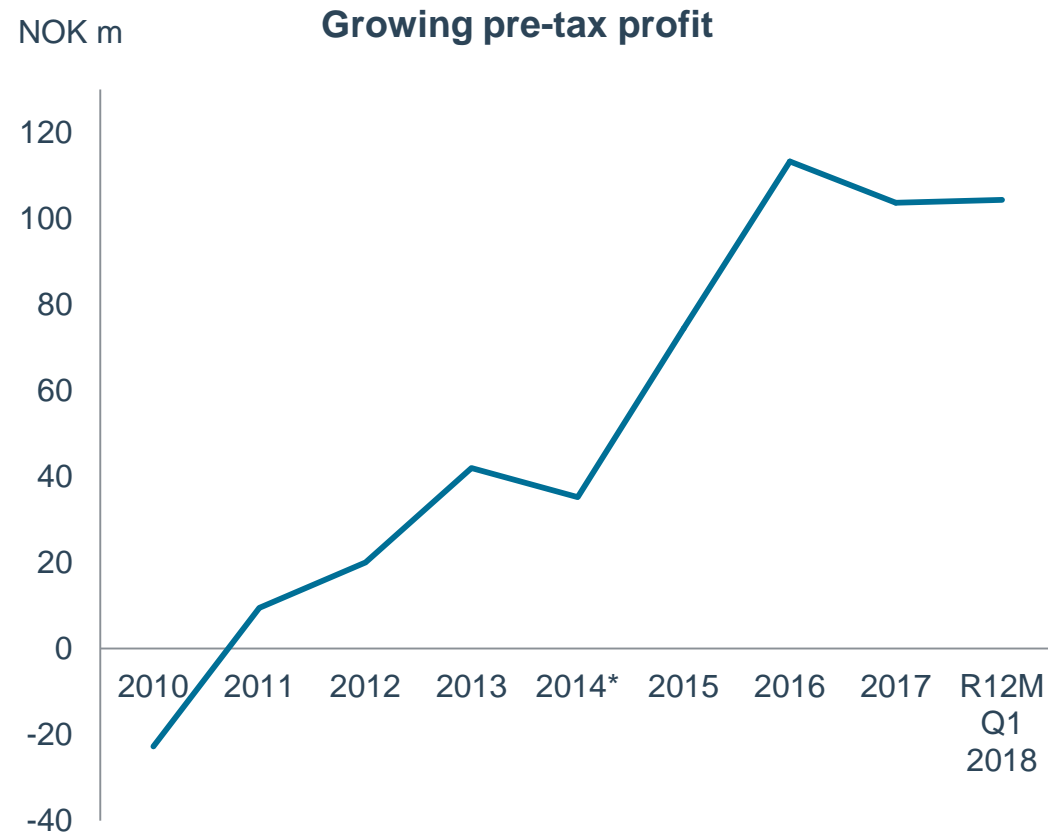


# Achieving good returns for our unit linked customers

Annual return	1 year	3 years	5 years
Aktiv Offensiv	11.10%	7.45%	13.06%
Aktiv Balansert	7.44%	5.51%	9.39%
Aktiv Trygg	3.87%	3.50%	5.61%
Kombinert Offensiv	11.74%	8.54%	14.11%
Kombinert Balansert	7.95%	6.24%	10.02%
Kombinert Trygg	4.14%	3.82%	5.96%



# Strong volume and profit growth in GPF



\*Negative VAT effect of ~NOK 30m



# Historical solid profitability development



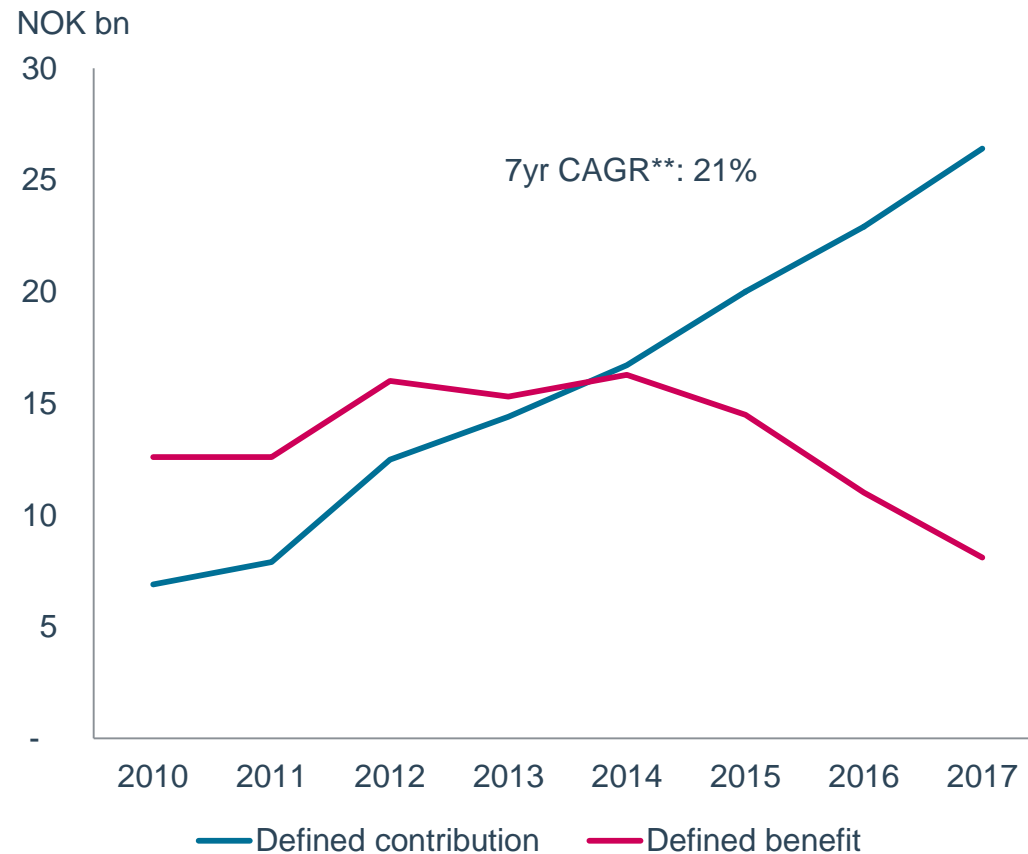
- 2017 a successful year dominated by strong portfolio growth and good underlying operational performance. Strengthening of IBNR reserves and generally low interest rates hampered earnings growth.

NOK million	Q1 2018	Q1 2017
Administration fees	35.0	32.7
Insurance revenue	15.2	15.7
Management income etc.	34.5	28.7
<b>Total Income</b>	<b>84.7</b>	<b>77.1</b>
Operating expenses	59,8	56.4
<b>Net operating income</b>	<b>24.9</b>	<b>20.8</b>
Net financial income	7.0	10.4
<b>Profit/(loss) before tax expense</b>	<b>31.8</b>	<b>31.1</b>
Operating margin	29,37%	26.91%
Return on equity after tax (annualised YTD)	12.9%	14.1%

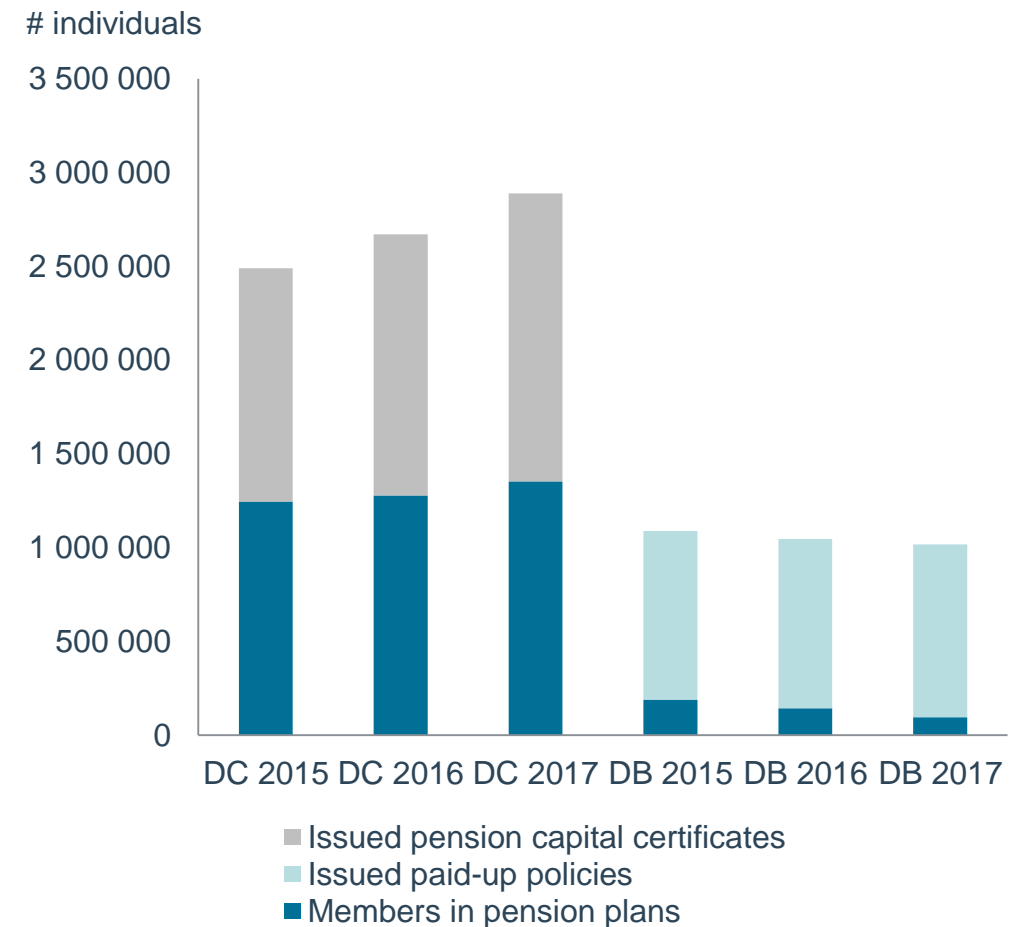


# Well positioned for long-term growth in the Norwegian defined contribution pension market

Annual contribution (DC) and premium (DB)\*



Pension plans\*

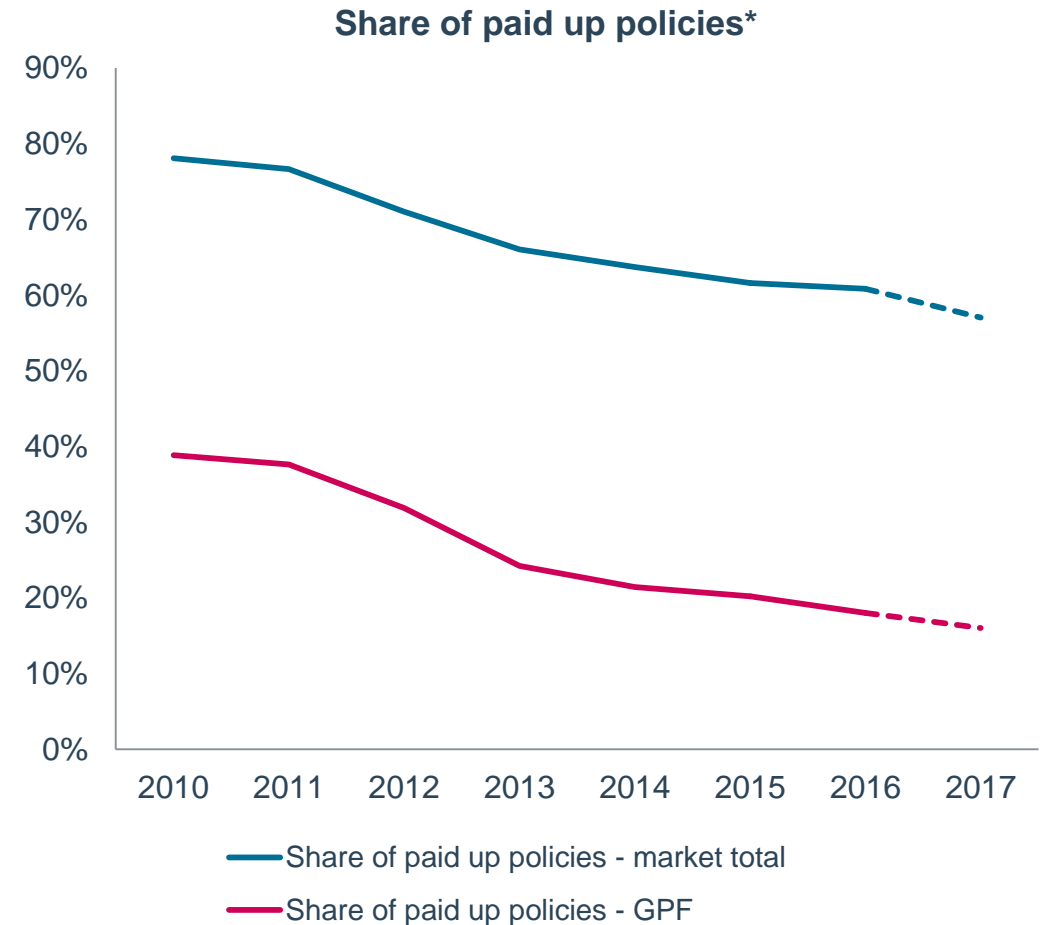
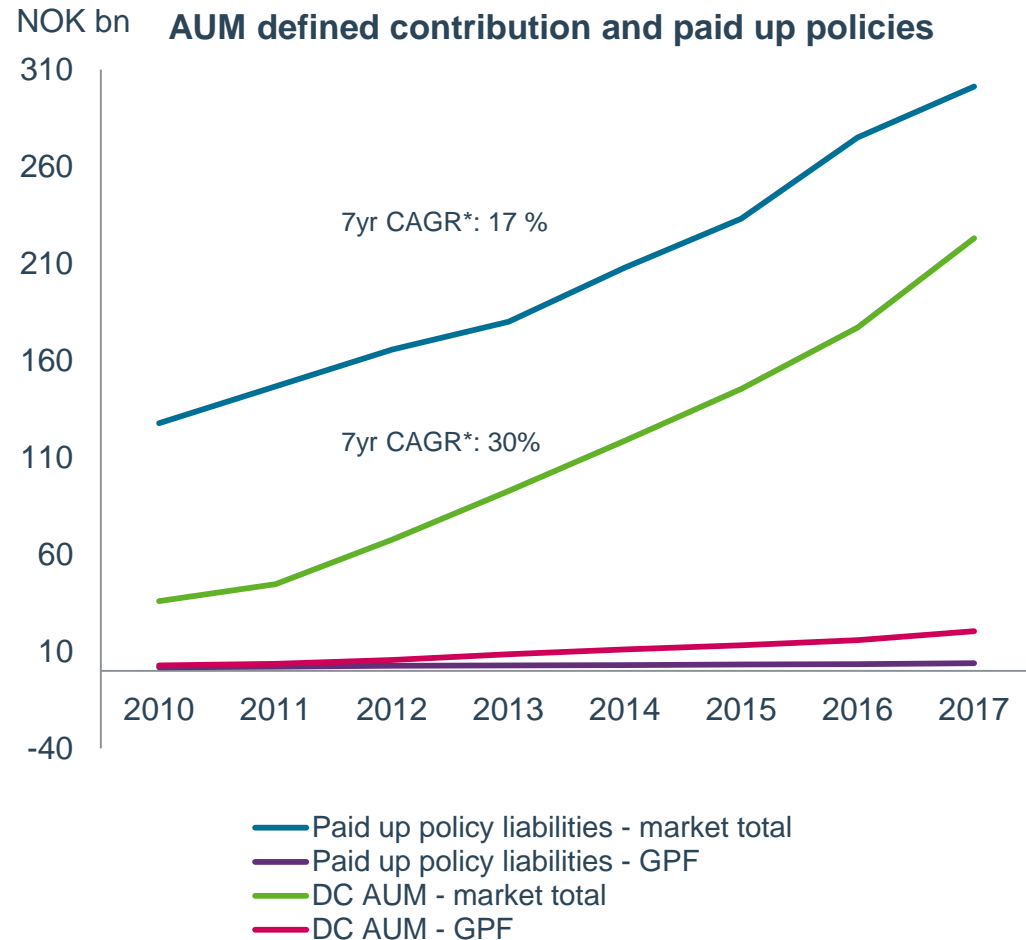


\*Total Norwegian market. Source: Finance Norway

\*\*Compound annual growth rate



# Paid up policies a small part of GPF's liabilities



Source: Finance Norway

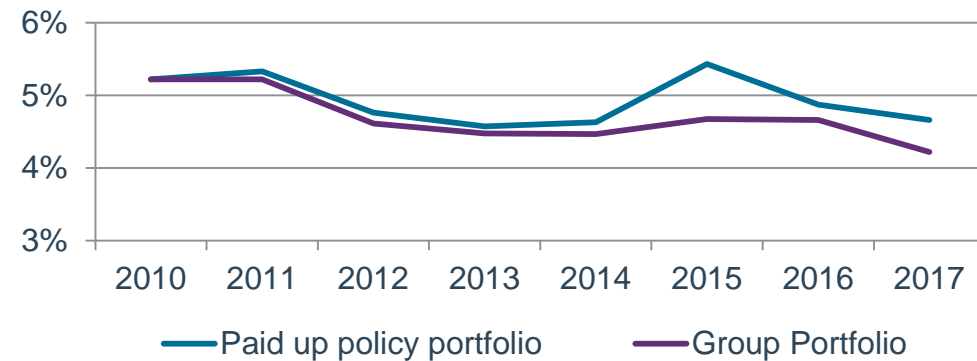
\*Compound annual growth rate 2010 - 2016\*\* Paid up policies / (AUM in defined contribution + paid up policy liabilities)



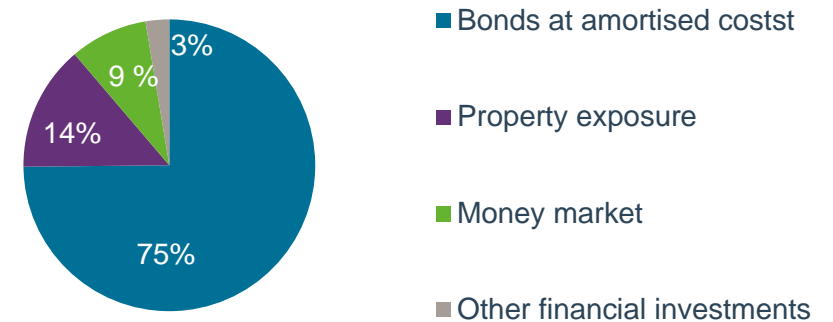
# Balanced group policy portfolio

## - flexible, yet conservative investment strategy

### Stable investment return



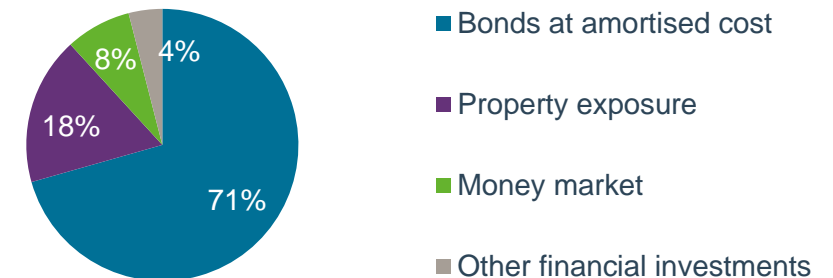
### Group policy portfolio NOK 6.2bn



### Paid-up policy portfolios

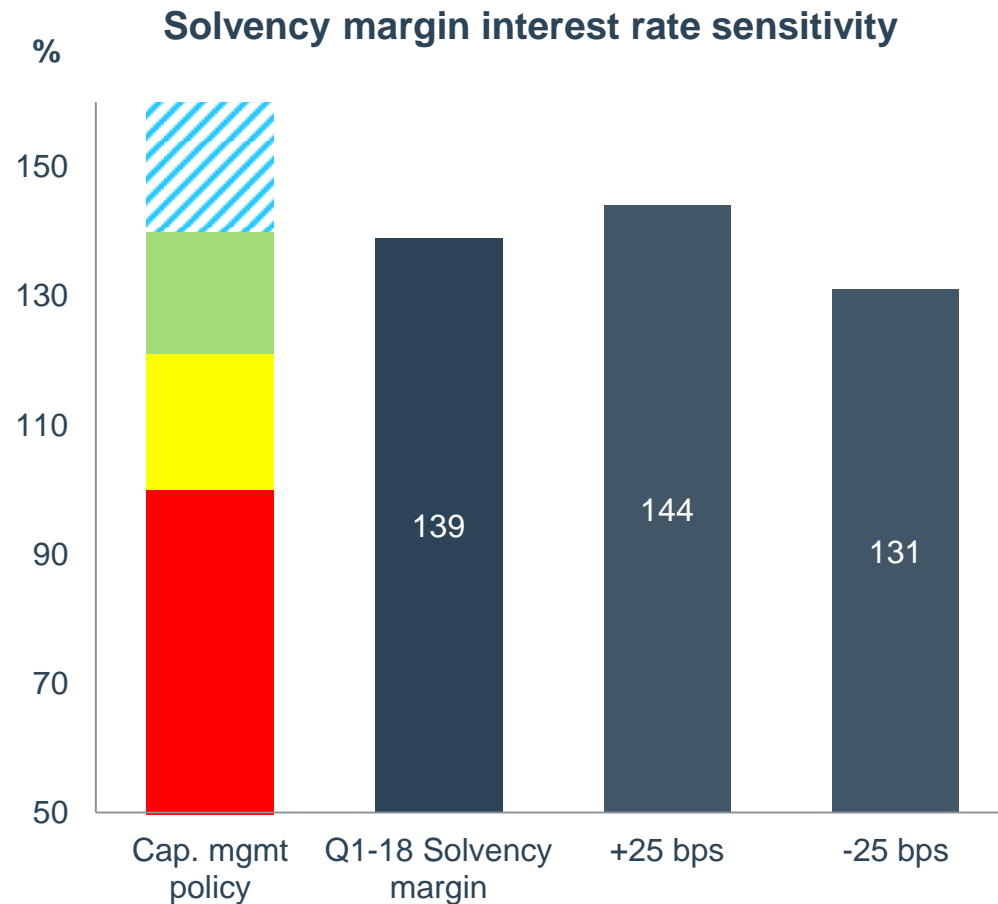
AUM	Guaranteed	Value adjusted return YTD	Booked return YTD
NOK 3.2bn	3.6 %	1.10%	2.52 %
NOK 0.2bn	3.1 %	0.95 %	1.73 %
NOK 0.44bn	2.5 %	0.74 %	0.74 %
NOK 0.2bn	2.1 %	0.54 %	0.54 %

### ...of which paid-up policy portfolio NOK 4.0bn






# Solvency II margin 139.0 per cent in Q1 2018



- 10 year swap (NOK) 2.24 percent in Q417
- No change in solvency capital requirement. Increase in available capital due to increased interest rates
- Expected annual increase in margin
  - driven by expected growth and profit in unit linked portfolio, and reduced proportion of guaranteed products

 Dividend to be considered

 Actions to bring margin up to green level within eight quarters

 Immediate actions to bring margin > 100 percent



# Investor relations

Janne Flessum

Head of Investor relations, M&A and Capital management

[janne.flessum@gjensidige.no](mailto:janne.flessum@gjensidige.no)

Mobile: +47 91 51 47 39

Anette Bolstad

Investor relations officer

[anette.bolstad@gjensidige.no](mailto:anette.bolstad@gjensidige.no)

Mobile: +47 41 67 77 22

Address: Schweigaards gate 21, PO Box 700 Sentrum, 0106 Oslo, Norway

[www.gjensidige.no/ir](http://www.gjensidige.no/ir)