

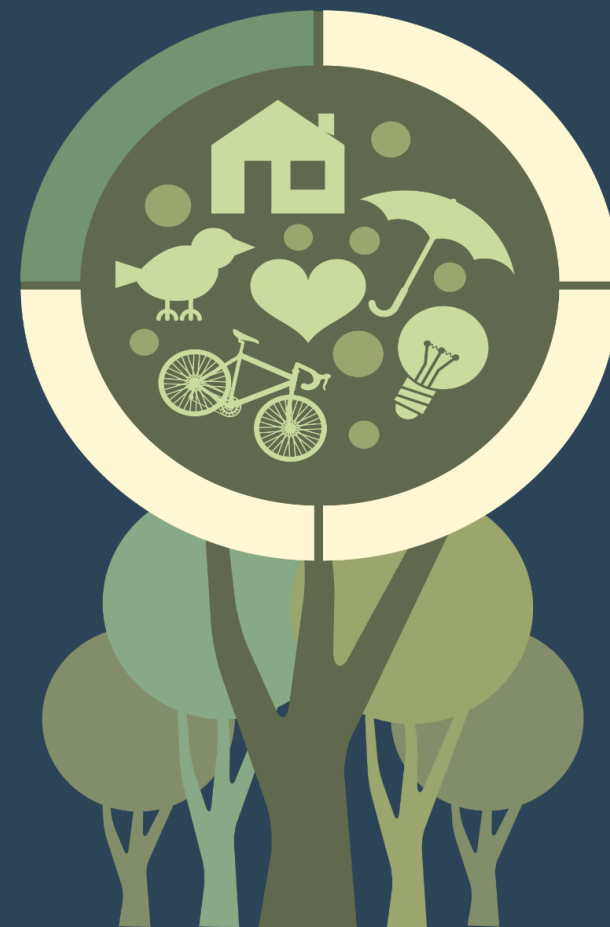


Gjensidige

# Gjensidige Pensjonsforsikring AS

## Company presentation 3<sup>rd</sup> quarter 2019

October 23 - 2019





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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.

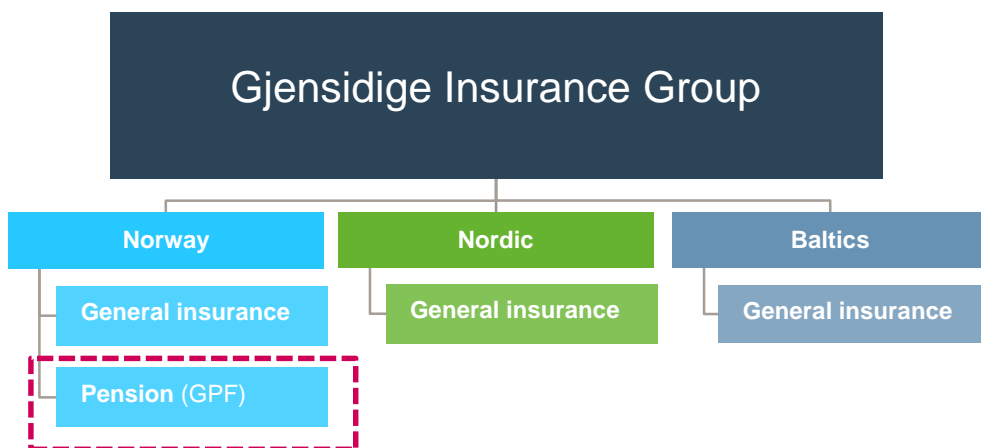


# Key messages

- 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 2018: NOK 24.1bn
- Pre-tax profit 2018: NOK 4.3 bn

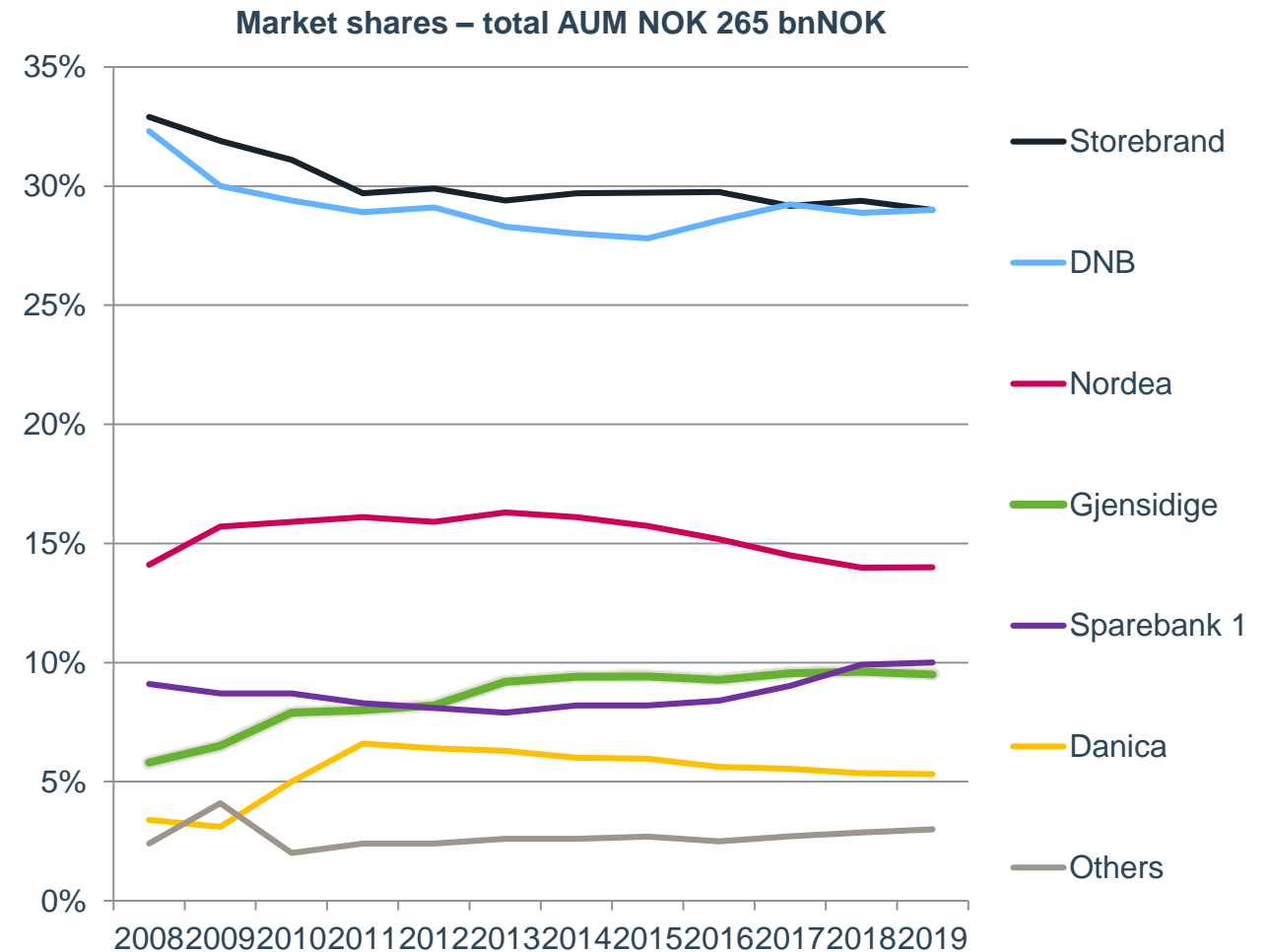
### Gjensidige Pensjonsforsikring AS (GPF)

- Established in 2005
- Fully owned by Gjensidige Forsikring ASA
- Assets under management Q3 2019: NOK 35.4 bn
- Strategic importance to the Gjensidige Group
  - Strong value-proposition in the Norwegian SME-market
  - 68,0 per cent shared customers (SME, direct distribution)



# Number five 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

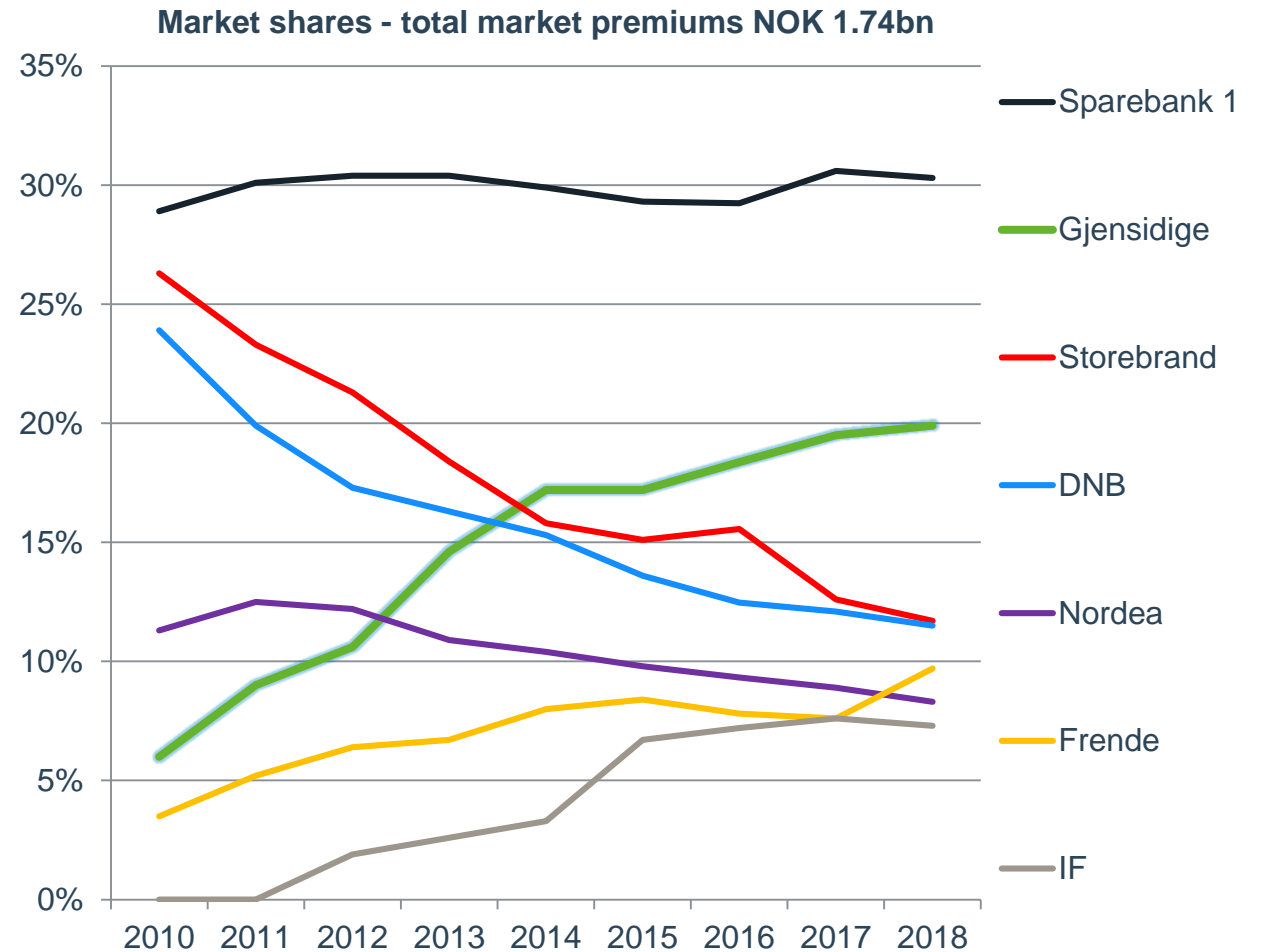


Market shares based on AUM, defined contribution scheme. Source: Finance Norway Q2-2019



# 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



Market shares based on annual premium. Source: Finance Norway



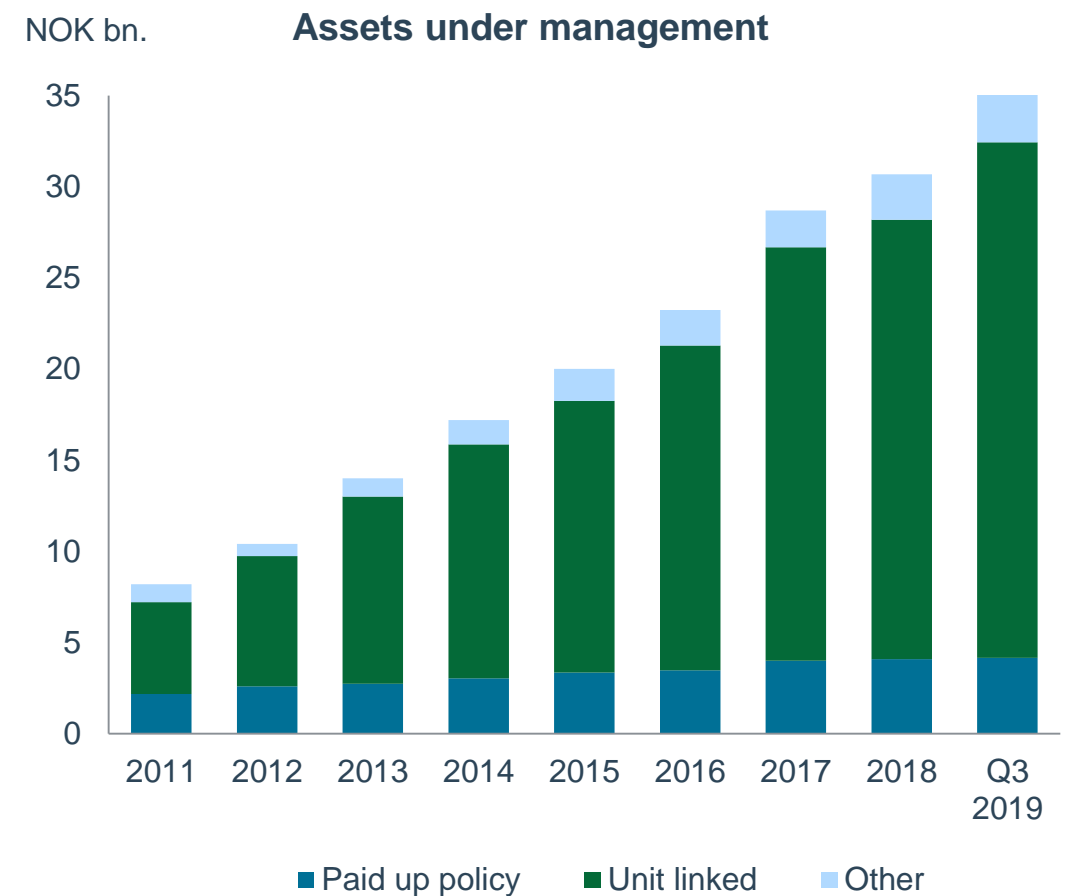
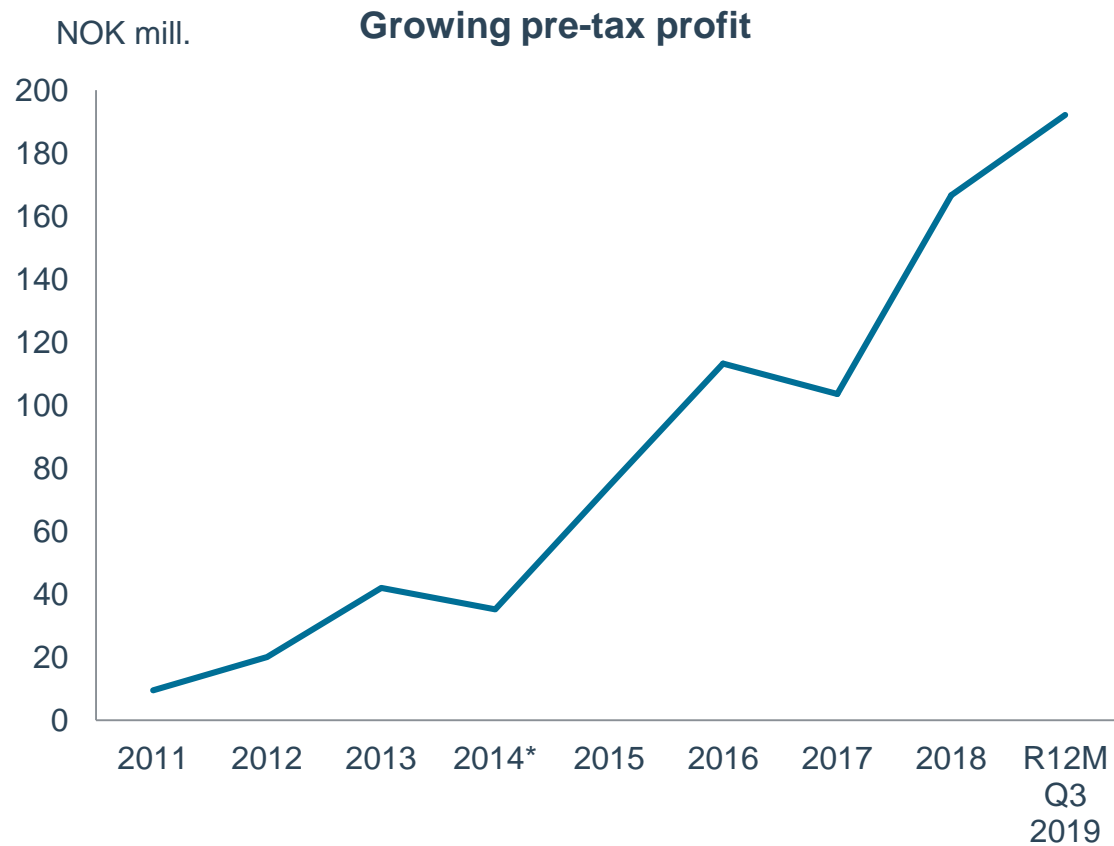
# Achieving good returns for our unit linked customers

Annual return	1 year	3 years	5 years
Aktiv Offensiv	3.80%	7.56%	9.04%
Aktiv Balansert	4.05%	5.82%	6.91%
Aktiv Trygg	5.46%	4.02%	4.61%
Kombinert Offensiv	1.23%	8.57%	9.81%
Kombinert Balansert	3.48%	6.56%	7.49%
Kombinert Trygg	5.62%	4.44%	5.08%

Source: Norsk Pensjon as pr. May 2019



# Strong volume and profit growth in GPF







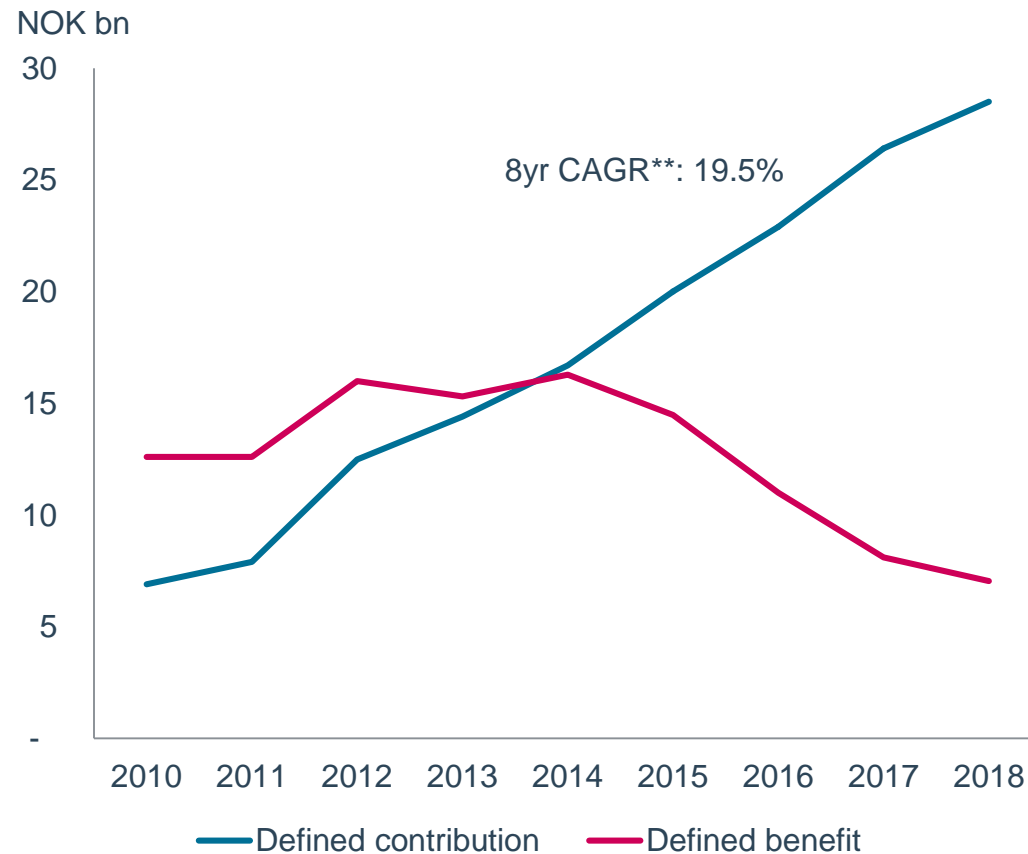
# Key figures Q3

NOK million	Q3-2019	Q3-2018	YTD-2019	YTD-2018
Administration fees	38.2	36.7	113.5	107.2
Insurance revenue	22.9	16.9	65.7	48.6
Management income etc.	43.2	37.5	122.4	110.2
<b>Operating Income</b>	<b>104.4</b>	<b>91.1</b>	<b>301.6</b>	<b>265.9</b>
Operating expenses	66.8	61.9	194.1	181.3
<b>Net operating income</b>	<b>37.6</b>	<b>29.2</b>	<b>107.5</b>	<b>84.6</b>
Net financial income	5.4	11.0	28.3	25.7
<b>Profit/(loss) before tax expense</b>	<b>43.0</b>	<b>40.2</b>	<b>135.8</b>	<b>110.3</b>
<b>Operating margin</b>	36.02 %	32.09 %	35.65 %	31.81 %
<b>Return on equity after tax (12 months - rolling)</b>			17.7 %	13.9 %

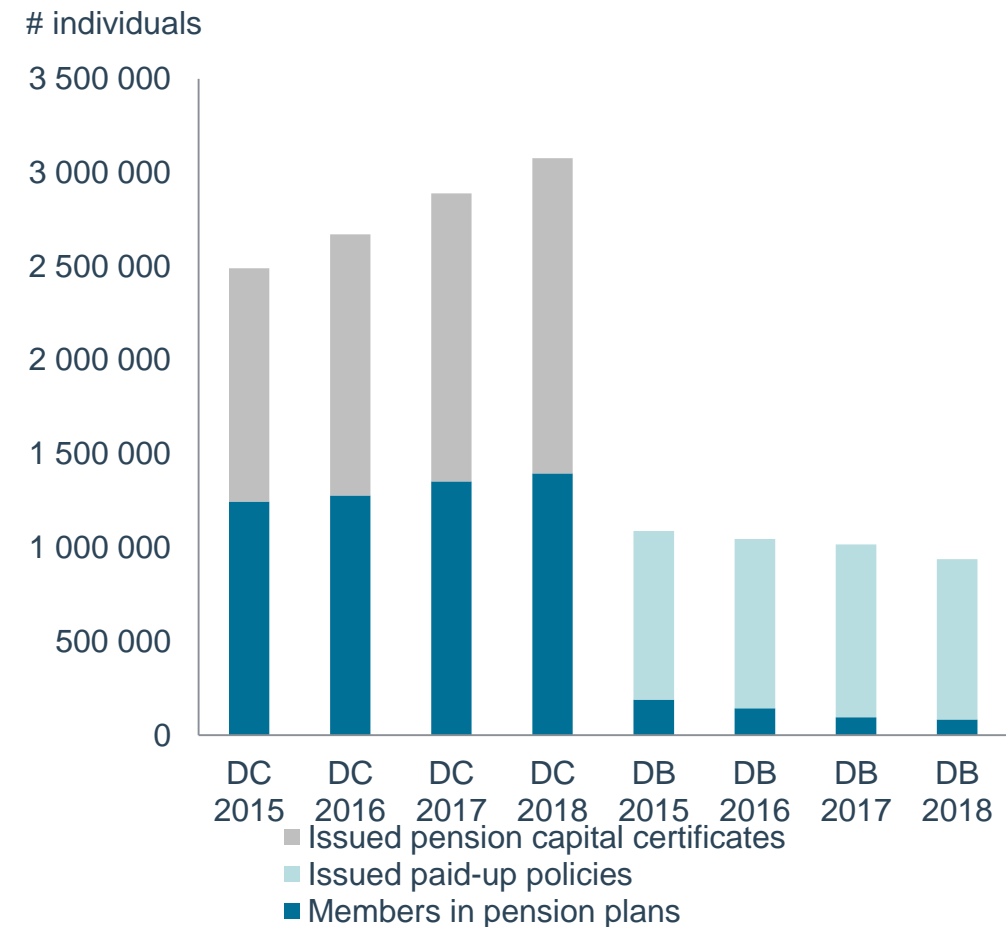


# Well positioned for long-term growth in the Norwegian defined contribution pension market

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



Pension plans\*

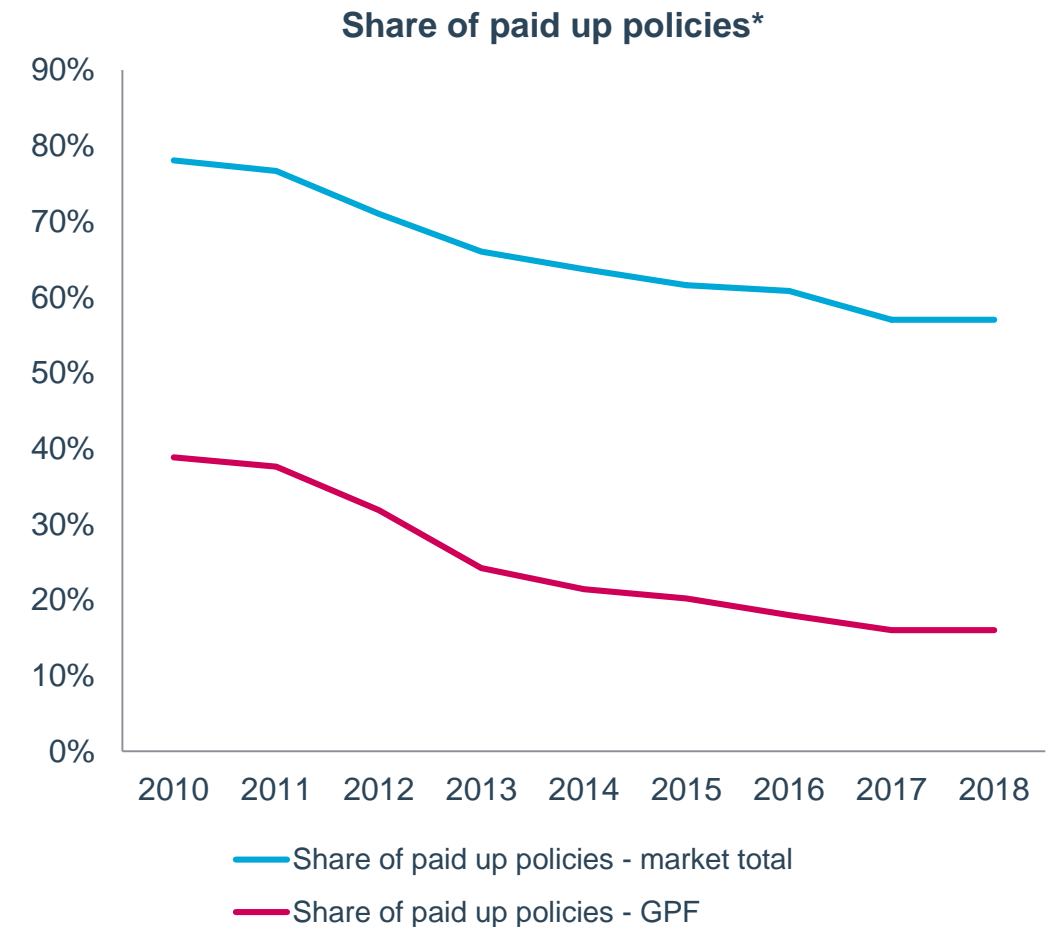
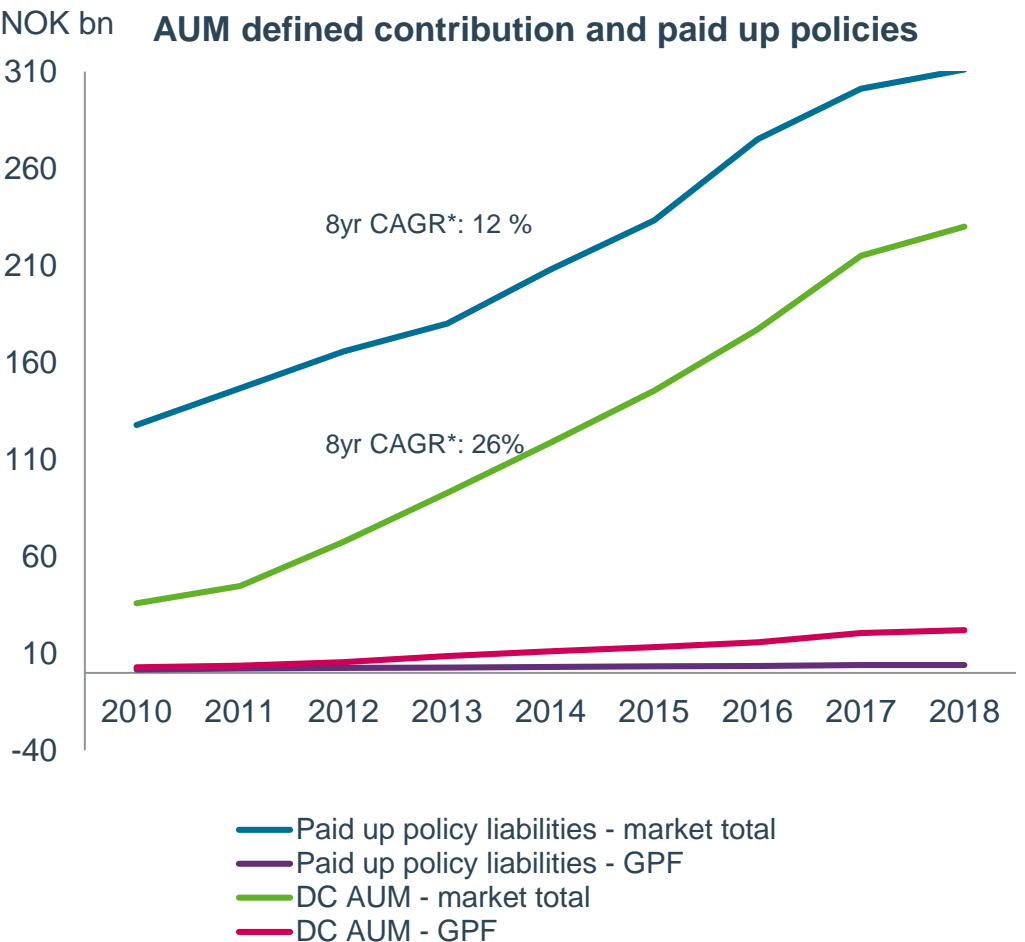


\*Total Norwegian market. Source: Finance Norway

\*\*Compound annual growth rate



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



Source: Finance Norway

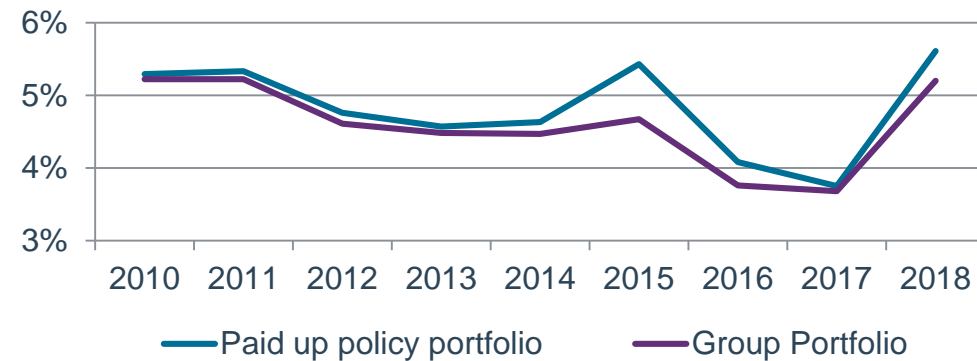
\*Compound annual growth rate 2010 - 2016\*\* Paid up policies / (AUM in defined contribution + paid up policy liabilities)



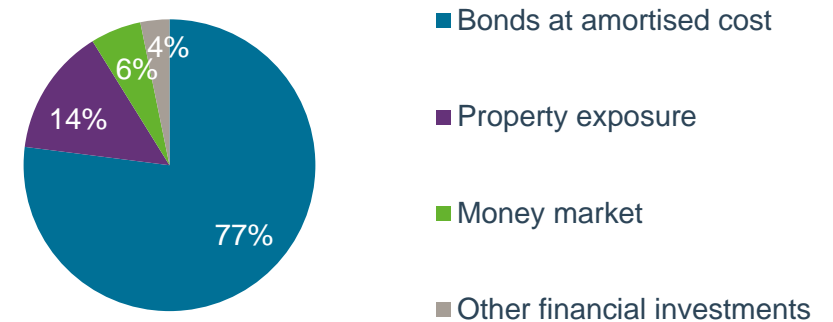
# Balanced group policy portfolio

## - flexible, yet conservative investment strategy

### Booked return



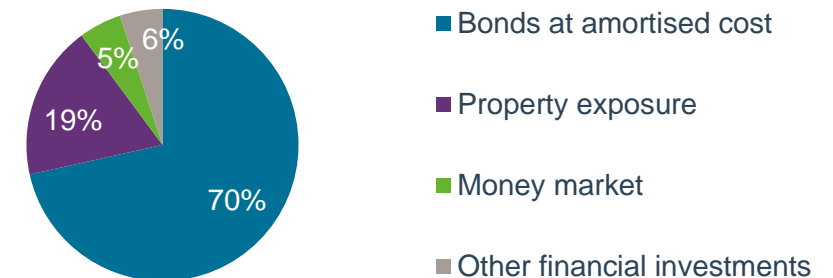
### Group policy portfolio NOK 6.7bn \*)



### Paid-up policy portfolios

AUM	Guaranteed	Value adjusted return YTD	Booked return YTD
NOK 3.3bn	3.6 %	3.57 %	3.06 %
NOK 0.2bn	3.2 %	3.05 %	2.73 %
NOK 0.4bn	2.5 %	2.32 %	2.26 %
NOK 0.2bn	2.0 %	2,40 %	2.15 %

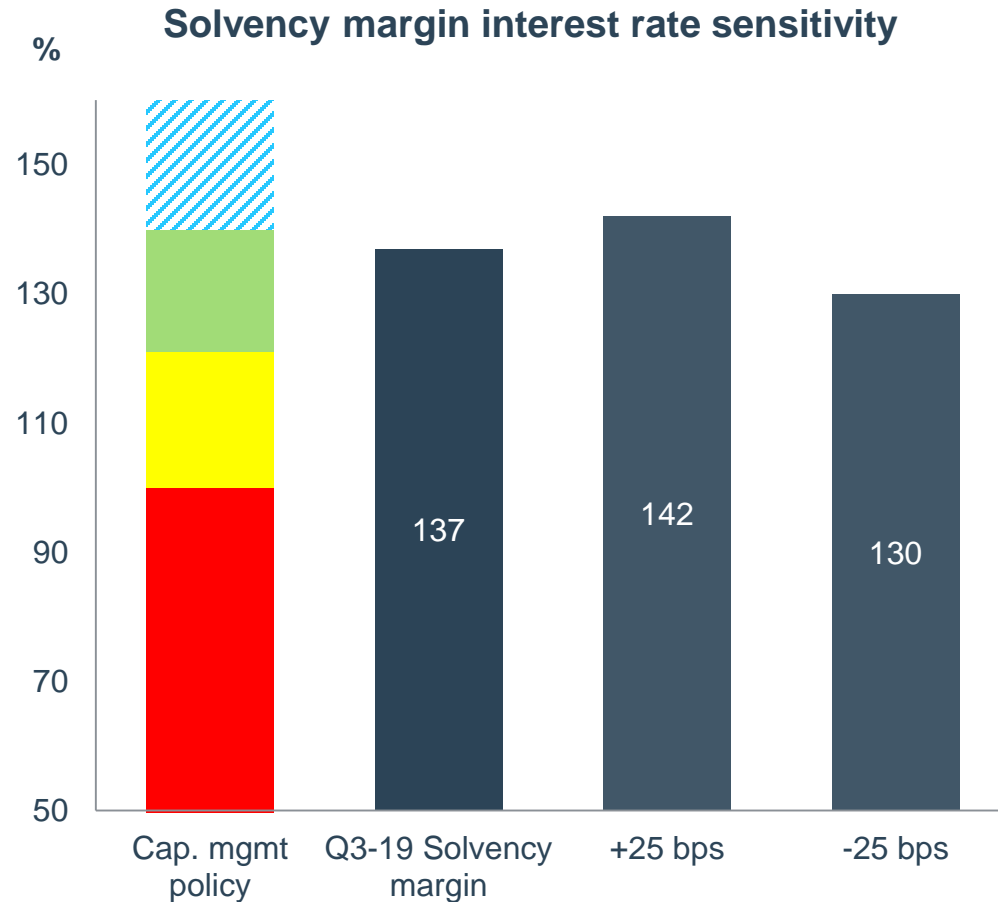
### ...of which paid-up policy portfolio NOK 4.2bn






As of 30.09.2019  
) ex. reinsurance



# Solvency II margin 136.7 per cent in Q3 2019



- 10 year swap (NOK) 1.69 percent in Q3 2019
- Stable development in solvency margin from Q2
- 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

The Solvency II regulation is principle based. Calculations are based on Gjensidige's understanding of the Solvency II regulation and how it is implemented in Norway. Interest rate sensitivities are estimates.



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