

# Company presentation 3rd quarter 2020

**Gjensidig Pensjonsforsikring AS**

20 October 2020



**Gjensidige**

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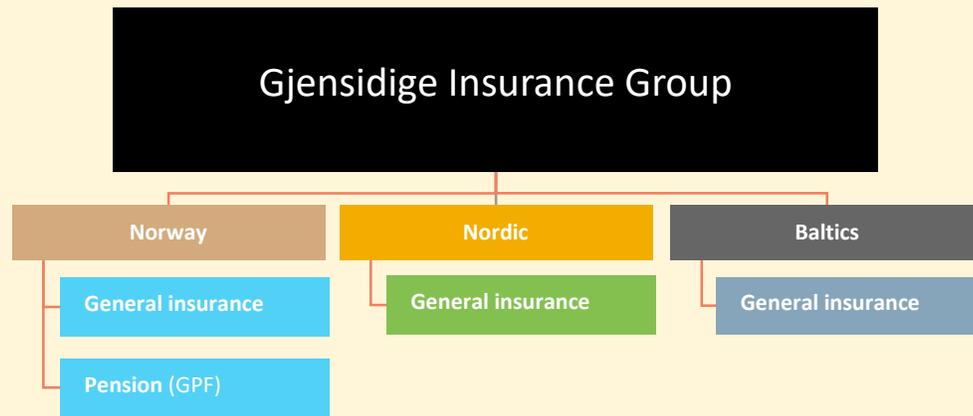
In addition to the financial statements according to IFRS, Gjensidige uses different alternative performance measures (APM) to present the business in a more relevant way for its different stakeholders. The alternative performance measures have been used consistent over time, and relevant definitions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

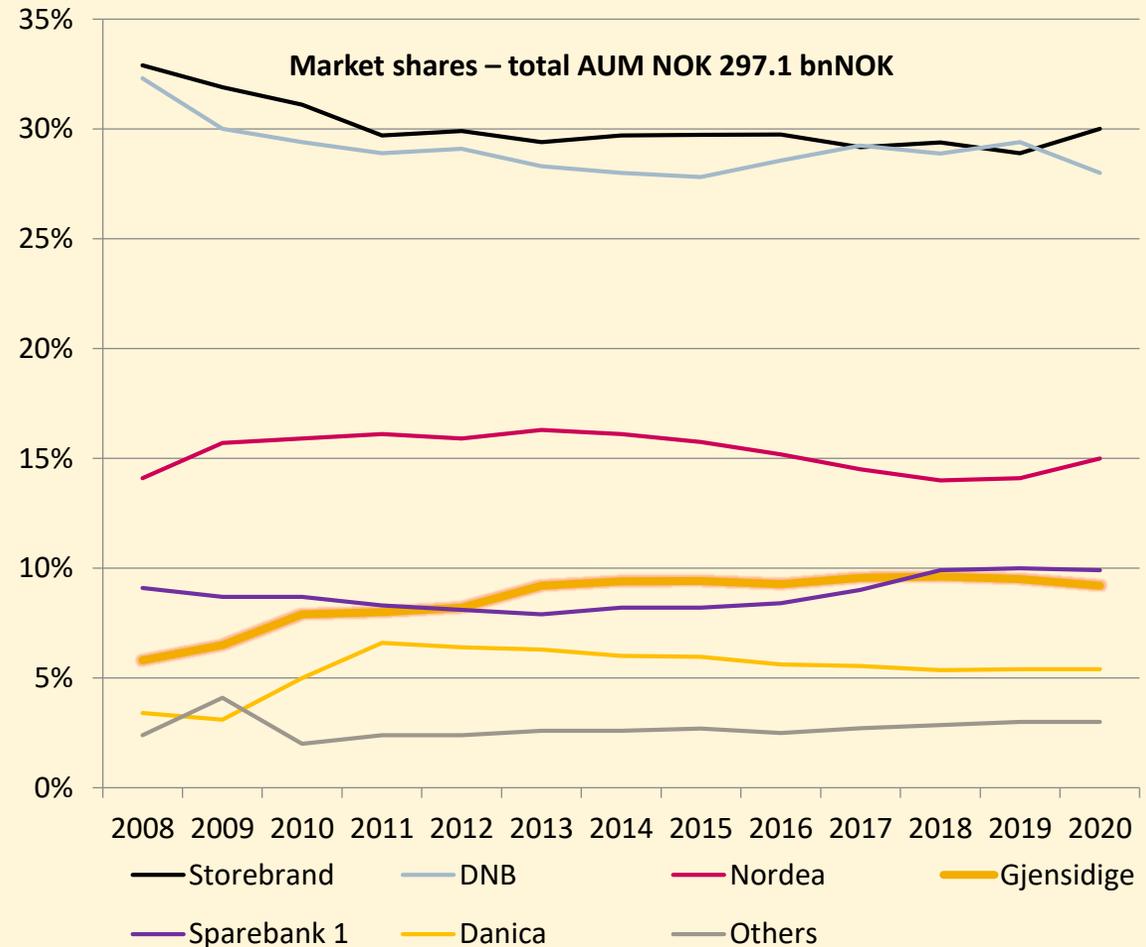
- Leading Nordic general insurance company with 200 years history
- S&P A rating with strong enterprise risk management
- Earned premiums general insurance 2019: NOK 24.7 bn
- Pre-tax profit 2019: NOK 7.8 bn

### Gjensidige Pensjonsforsikring AS (GPF)

- Established in 2005
- Fully owned by Gjensidige Forsikring ASA
- Assets under management Q3 2020: NOK 39,0 bn
- Strategic importance to the Gjensidige Group
  - Strong value-proposition in the Norwegian SME-market
  - 66,7 per cent shared customers (SME, direct distribution)

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

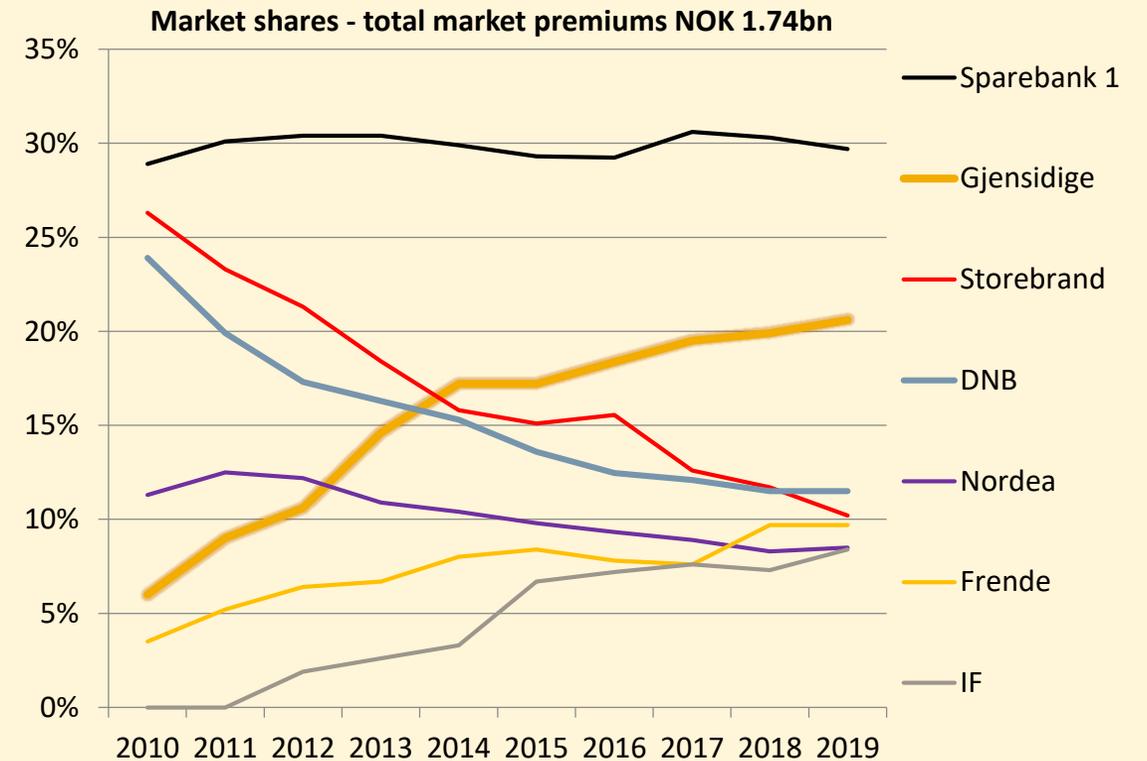
- Well positioned for continued profitable organic growth
- Core focus on SME customers
- Strong profitability
- Multi-channel distribution



Market shares based on AUM, defined contribution scheme. Source: Finance Norway Q2-2020

# 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

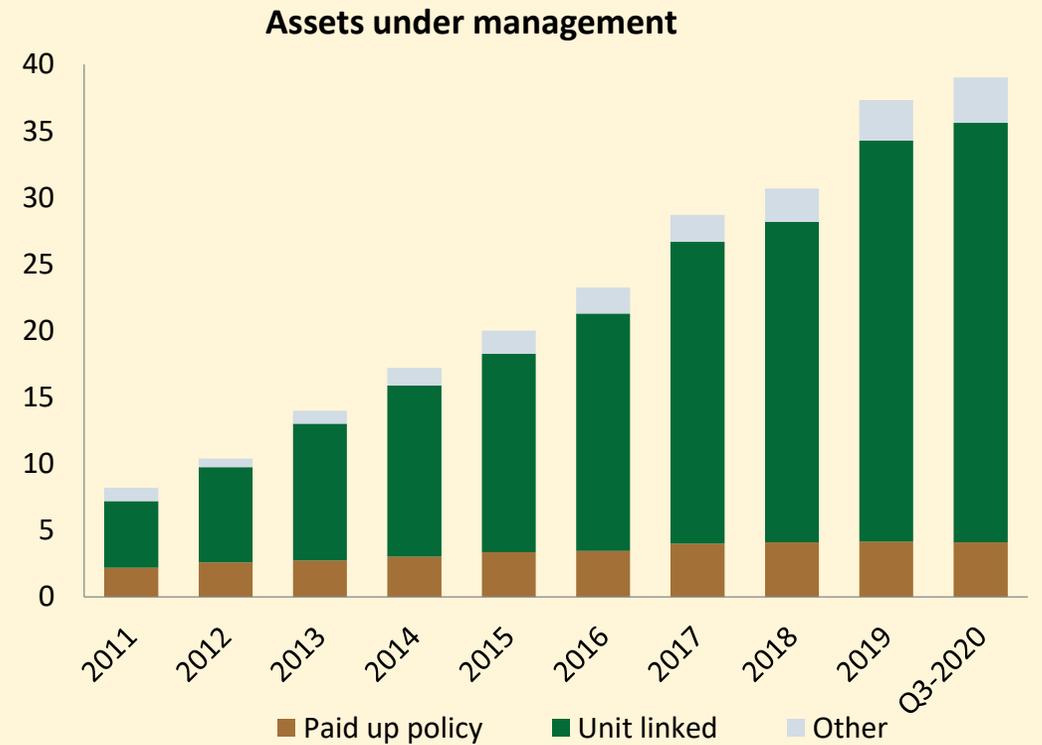


Market shares based on annual premium. Source: Finance Norway 2020

## Achieving good returns for our unit linked customers

Annual return	1 year	3 years	5 years
Aktiv Offensiv	7.57%	6.81%	6.97%
Aktiv Balansert	6.71%	5.77%	5.87%
Aktiv Trygg	5.33%	4.53%	4.59%
Kombinert Offensiv	7.92%	6.87%	7.63%
Kombinert Balansert	7.02%	5.97%	6.37%
Kombinert Trygg	5.72%	4.85%	4.91%

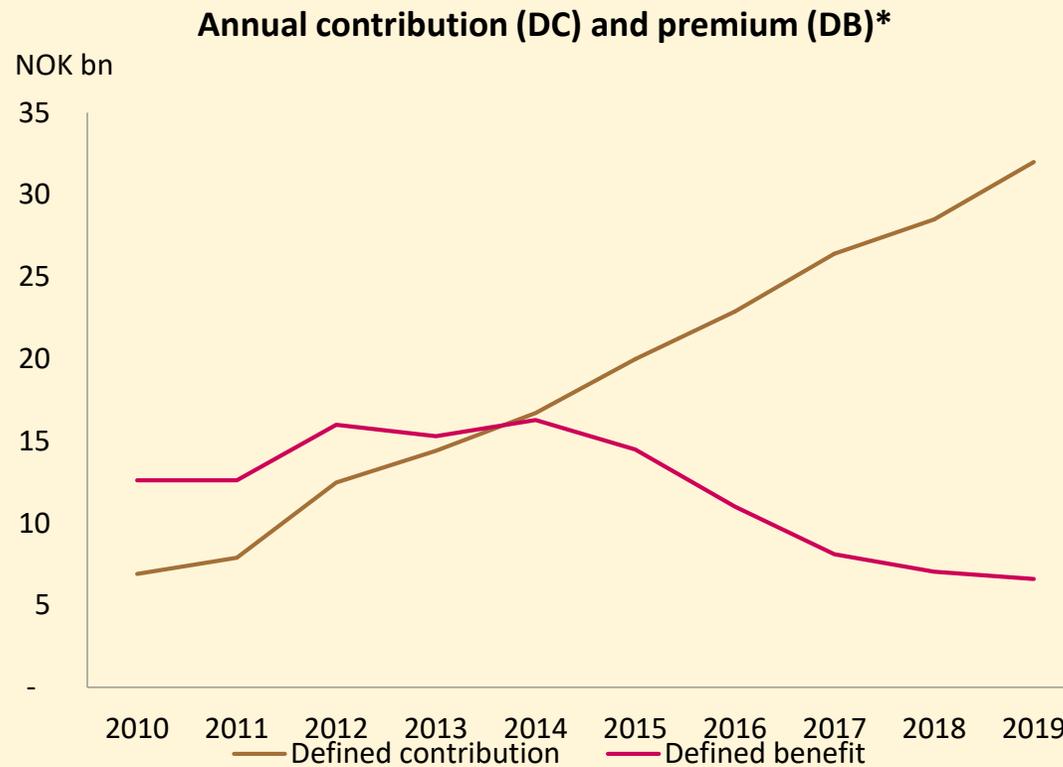
# Strong volume and profit growth in GPF



## Key figures Q3-20

<b>NOK million</b>	<b>Q3-2020</b>	<b>Q3-2019</b>	<b>YTD-2020</b>	<b>YTD-2019</b>
Administration fees	39.7	38.3	117.4	113.5
Insurance revenue	20.0	22.9	63.1	65.6
Management income etc.	46.6	43.2	133.0	122.4
<b>Operating Income</b>	<b>106.3</b>	<b>104.4</b>	<b>313.6</b>	<b>301.6</b>
Operating expenses	72.0	66.8	222.9	194.1
<b>Net operating income</b>	<b>34.3</b>	<b>37.6</b>	<b>90.7</b>	<b>107.5</b>
Net financial income	7.0	5.4	19.9	28.3
<b>Profit/(loss) before tax expense</b>	<b>41.3</b>	<b>43.0</b>	<b>110.6</b>	<b>135.8</b>
<b>Operating margin</b>	32.3 %	36.0 %	28.9 %	35.7 %
<b>Return on equity after tax (12 months - rolling)</b>			14.5 %	17.7 %

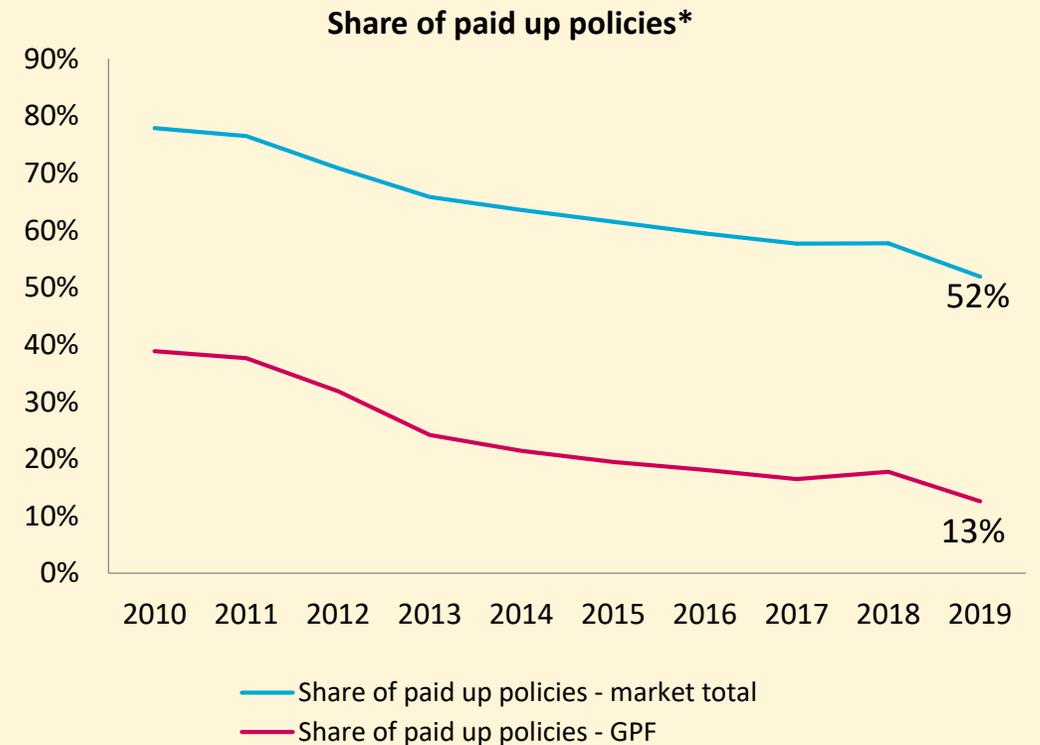
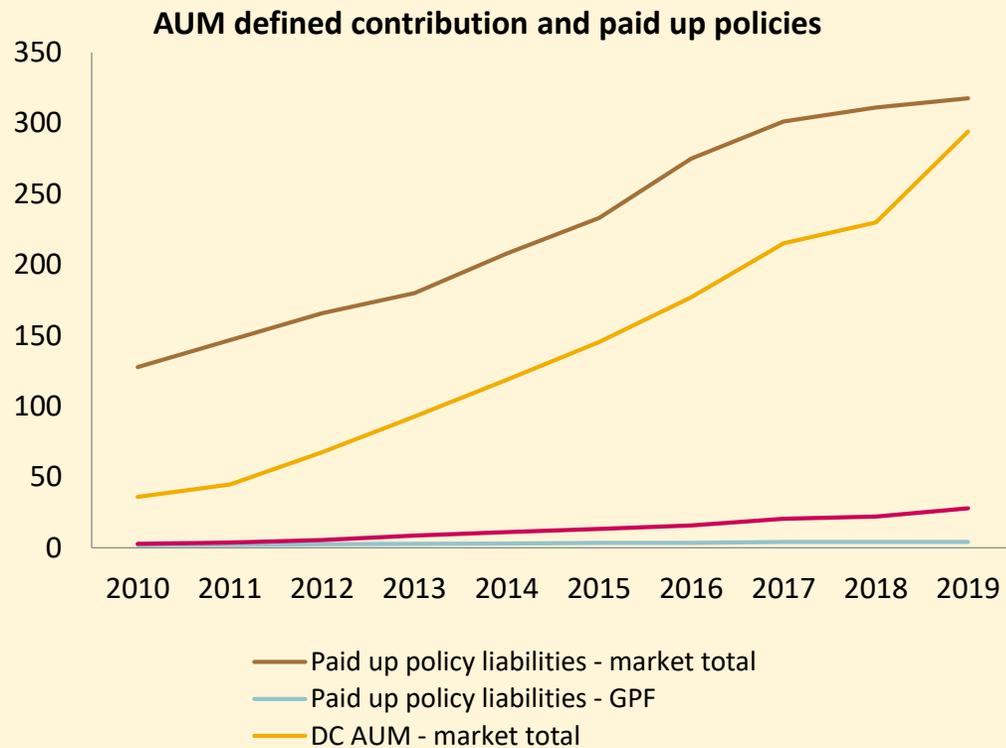
# Well positioned for long-term growth in the Norwegian defined contribution pension market



\*Total Norwegian market. Source: Finance Norway

\*\*Compound annual growth rate

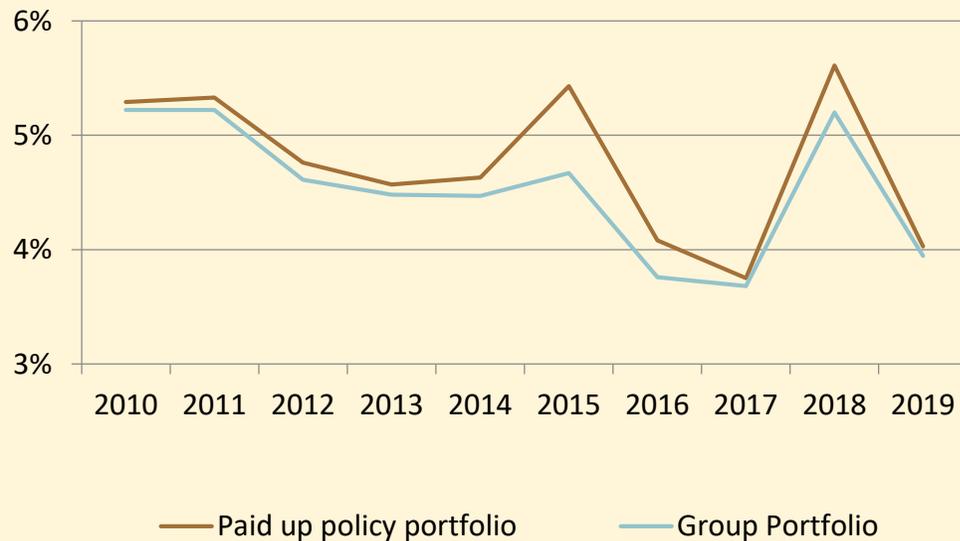
# Paid up policies a small part of GPF's liabilities



Source: Finance Norway

# Balanced group policy portfolio - flexible, yet conservative investment strategy

## Booked return



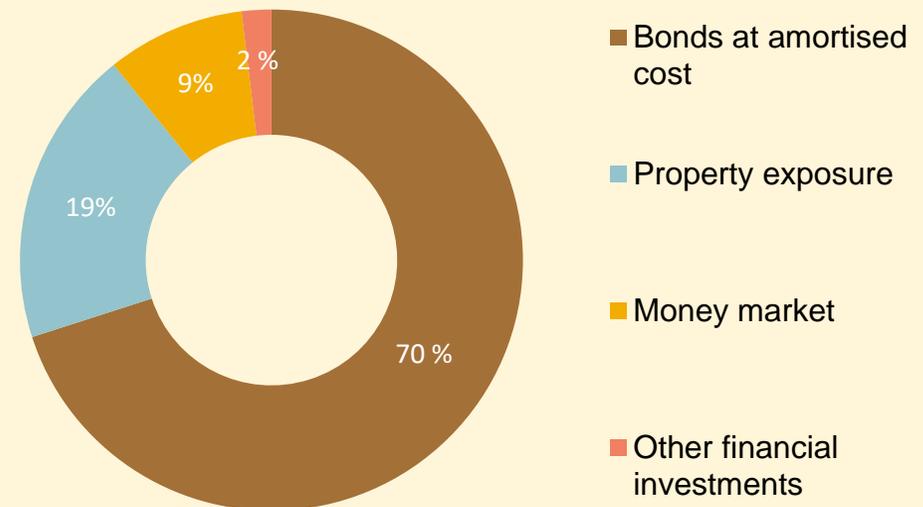
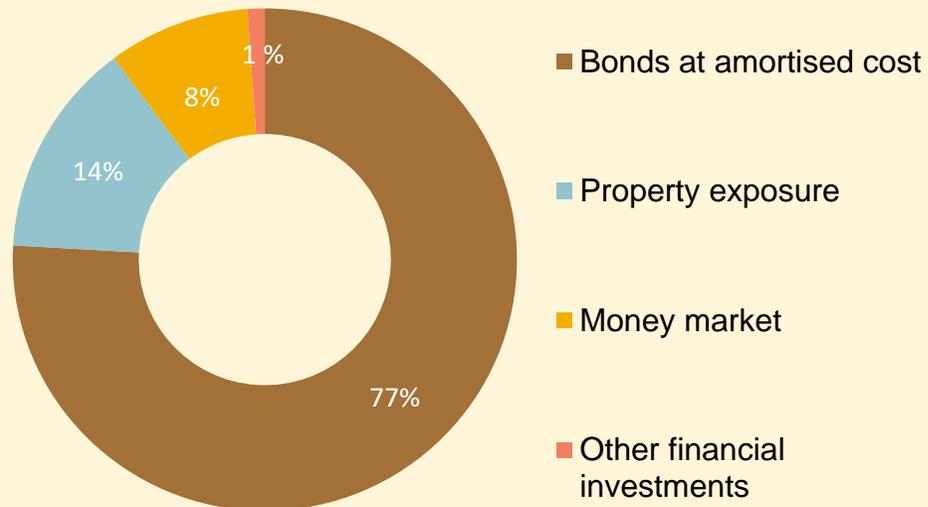
## Paid-up policy portfolios

AUM	Guaranteed	Value adjusted return YTD	Booked return YTD
NOK 3.4bn	3.6 %	0.78 %	1.38 %
NOK 0.2bn	3.2 %	1.66 %	1.39 %
NOK 0.4bn	2.5 %	2.31 %	2.28 %
NOK 0.2bn	2.0 %	0.74 %	0.65 %

# Balanced group policy portfolio - flexible, yet conservative investment strategy

Group policy portfolio NOK 7.0bn

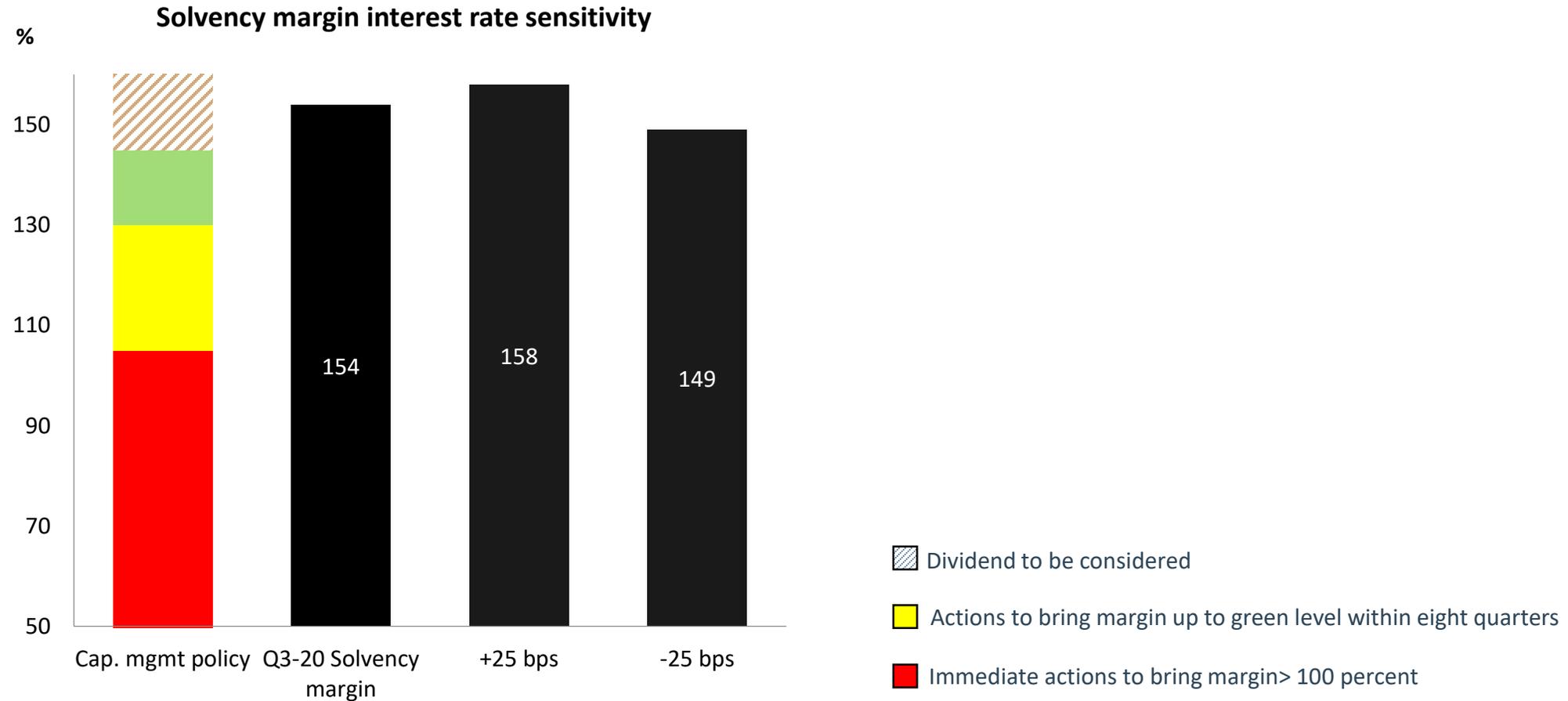
...of which paid-up policy portfolio NOK 4.2bn



As of 30.09.2020



# Solvency II margin 154 per cent in Q3 2020



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.



# Investor relations

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