



Q1 2018

# Step Change in Operations

16 May 2018

insure

# Step change in operations

## REVENUE GROWTH



## LEANER OPERATIONS\*



## COMPLIANCE & CONTROL

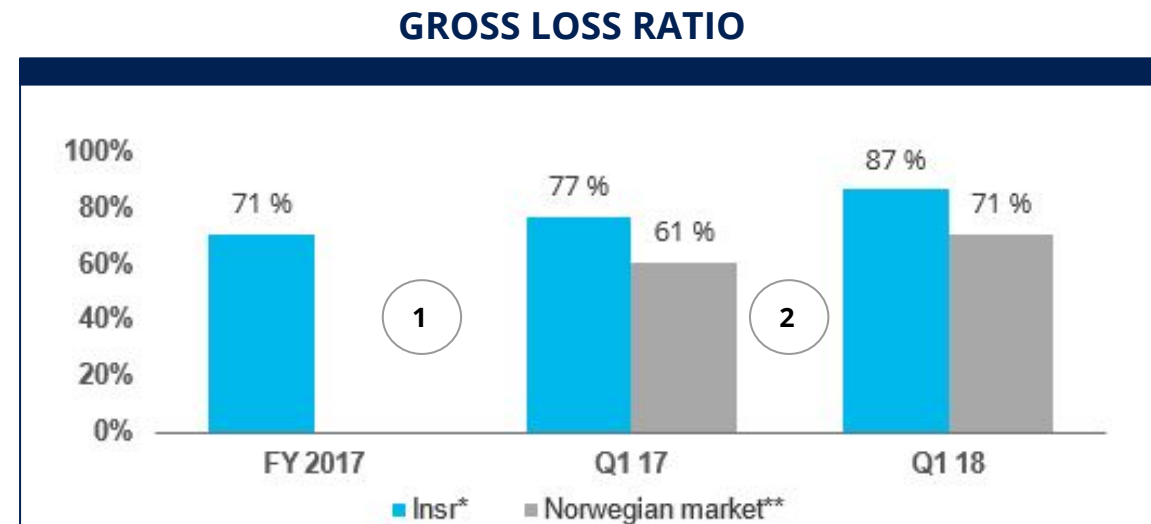
Two icons are shown: a clipboard with a checklist and a checkmark, and two interlocking puzzle pieces, one blue and one green.

*Clean audit opinion 2017*

*Legal merge approved*

\*) Pro forma figures combining Legacy Insr and Nemi at signing of Nemi transaction

# Loss ratio developed in line with market



1

Always winter seasonality in the claims ratio

2

Adverse development in line with the market

- Harsh winter
- Motor claims inflation

\*) Pro forma figures combining Legacy Insr and Nemi for FY '17 and Q1 '17

\*\*) Weighted average of Sparebank 1 Skadeforsikring, Gjensidige Private and Commercial, If Norway (ex. claims handling cost), based on gross earned.



# Q1 Financial review

# Q1 '18 affected by harsh winter

- Loss from operations MNOK 25
- Net combined ratio in line with gross
  - Synergies starting to show in cost ratio
  - Improved reinsurance contracts
- Growth third consecutive quarter
  - On track to low double digit growth
- Loss ratio reflects harsh winter

# Q1 '18 consolidated statement

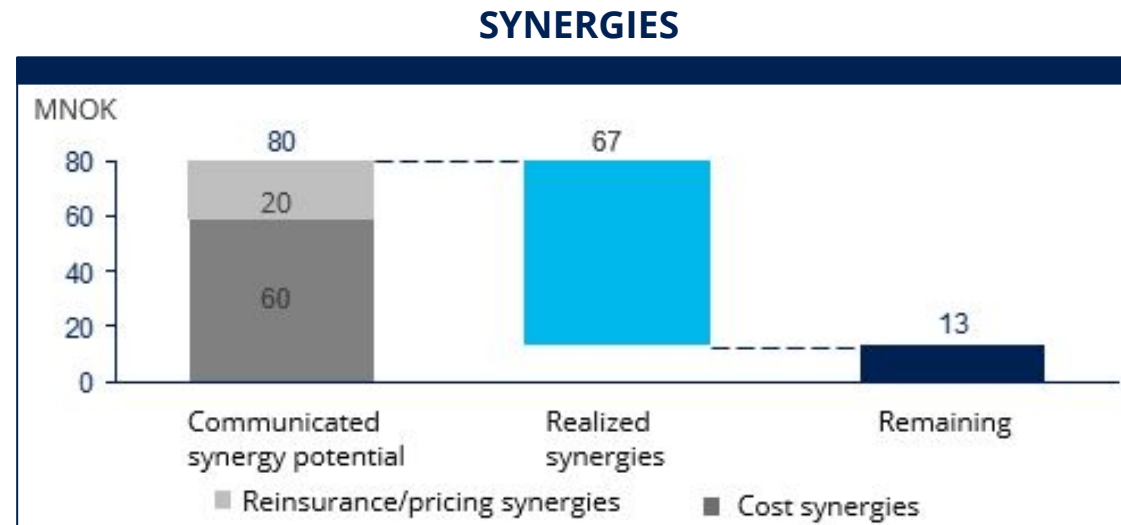
(MNOK)	Q1 2018	Q1 2017	Pro forma Q1 2017 <sup>3</sup>	FY 2017	Pro forma FY 2017 <sup>3</sup>
Gross premium earned <sup>1</sup>	340.6	165.3	337.1	716.4	1 341.0
Gross claims incurred	(295.4)	(129.1)	(259.0)	(499.6)	(946.7)
Sales costs	(40.4)	(19.1)	(35.2)	(136.0)	(194.3)
Administration costs	(51.6)	(31.2)	(62.9)	(230.8)	(353.7)
<b>Gross underwriting result</b>	<b>(46.8)</b>	<b>(14.2)</b>	<b>(20.0)</b>	<b>(149.9)</b>	<b>(153.6)</b>
<i>Gross to net adjustment</i>					
Reinsurance share of premium	(190.1)	(126.4)	(254.8)	(461.0)	(922.6)
Reinsurance share of claims	169.6	95.8	187.4	315.4	618.2
Commissions received	41.6	25.7	58.9	87.0	212.4
<b>Reinsurers' result</b>	<b>(21.1)</b>	<b>4.9</b>	<b>8.5</b>	<b>58.6</b>	<b>92.0</b>
<b>Net underwriting result</b>	<b>(25.6)</b>	<b>(19.0)</b>	<b>(28.5)</b>	<b>(208.5)</b>	<b>(245.6)</b>
Investment return	1.8	0.9	1.8	3.2	5.0
Other items <sup>2</sup>	(1.0)	(3.4)	(3.4)	(0.5)	(36.8)
<b>Net result</b>	<b>(24.8)</b>	<b>(21.6)</b>	<b>(30.2)</b>	<b>(205.8)</b>	<b>(277.4)</b>
<b>Solvency ratio</b>	<b>162%</b>	239%			

1) Includes other insurance related income

2) Includes interest paid, currency effects, unexpired risk, other income and costs

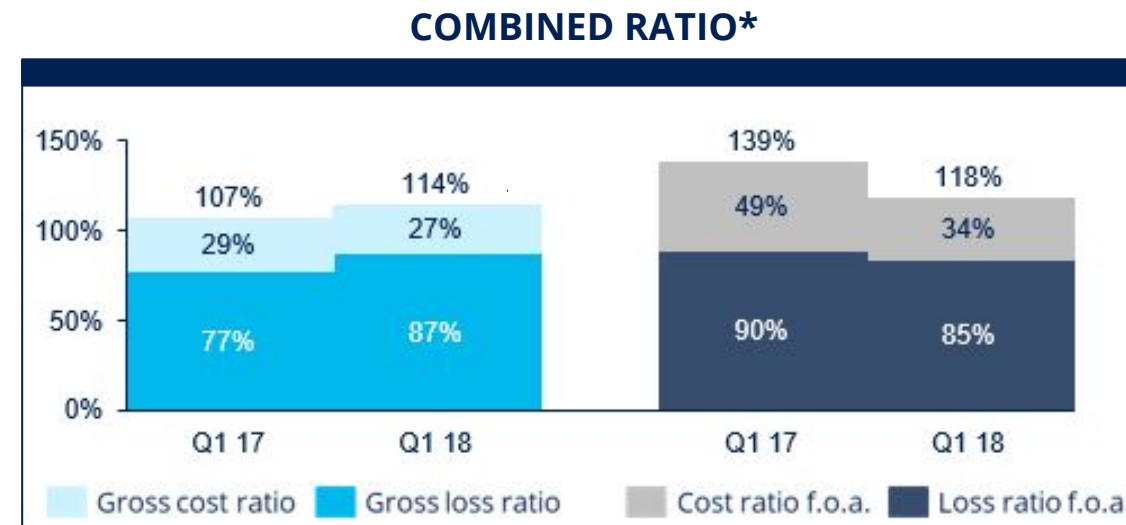
3) See note in Q1 Report on calculation of pro forma figures

# Nemi integration on track



- Legal merge March 21<sup>st</sup>
- Nemi customers successfully transferred to Insr
- Core system migration in H2 '18

# Significantly improved combined ratio for own account



- Combined f.o.a. ratio in line with gross
  - Synergies starting to reduce costs
  - Improved reinsurance contracts

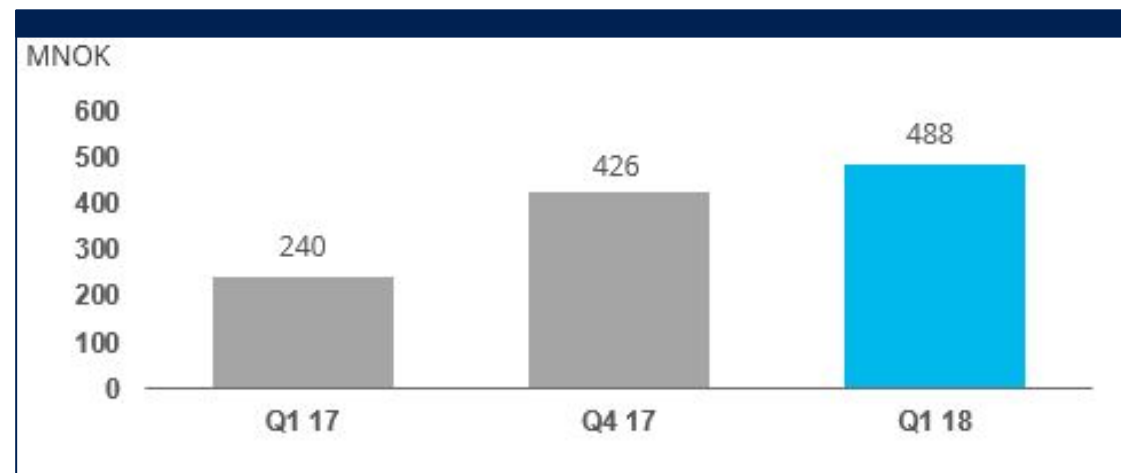
*\*) Pro forma figures combining Legacy Insr and Nemi for Q1 '17*



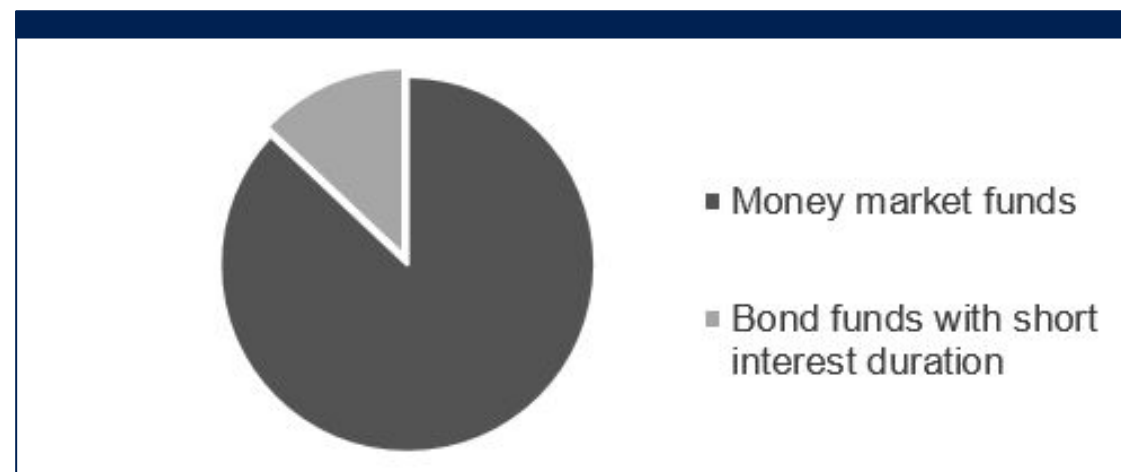
# Investment portfolio growing

Q1 return  
1.8 MNOK,  
annualised  
1.7%

## INVESTMENT ASSETS



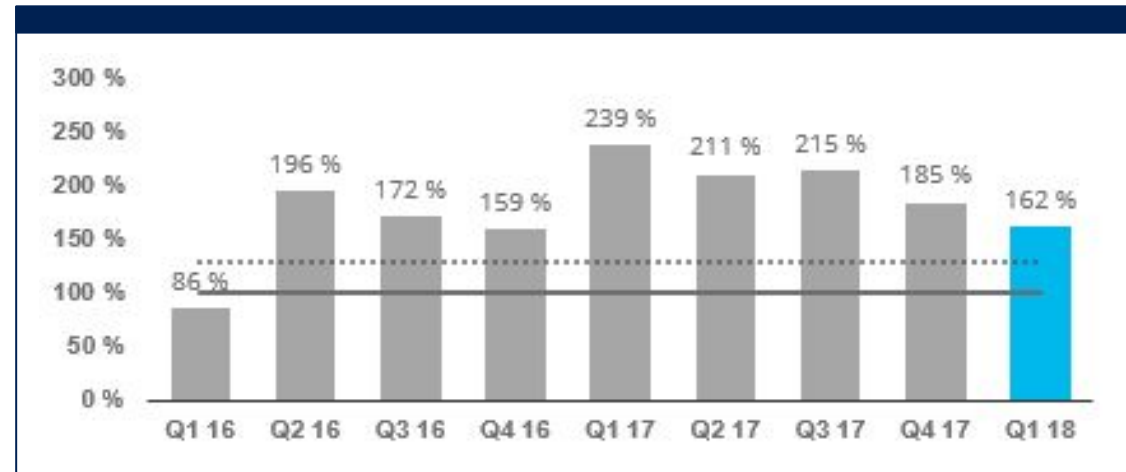
## INVESTMENT PORTFOLIO MIX



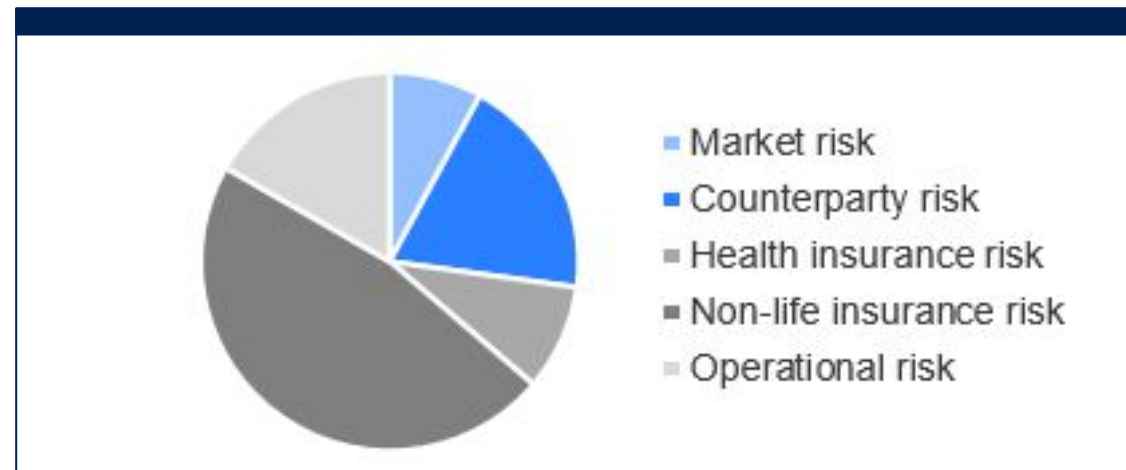
# Solvency ratio

Surplus capital above SCR of MNOK 144

SOLVENCY RATIO\*



SOLVENCY CAPITAL REQUIREMENT



\*) The solvency ratios are the solvency ratios reported to the Norwegian FSA. These are for Insr Insurance Group ASA with the exception of Q4 '17, when Group solvency was reported.



# Concluding remarks

# Making good progress

Medium term targets	
Portfolio growth	Low double digit
Gross combined ratio	90 - 92%
Solvency ratio	Above 130%

- Step change in operations delivered
- Result reflects harsh winter and underlying claims inflation
- Signs of price increases in the market
- Integration year 2018

## Disclaimer

This presentation may contain forward-looking statements which are based on our current expectations and projections about future events. The terms “anticipates”, “assumes”, “believes”, “can”, “could”, “estimates”, “expects”, “forecasts”, “intends”, “may”, “might”, “plans”, “should”, “projects”, “will”, “would” or, in each case, their negative, or other variations or comparable terminology are used to identify forward-looking statements. All statements other than statements of historical facts included in this presentation, including statements regarding our future financial position, risks and uncertainties related to our business, strategy and our plans and objectives for future operations, may be deemed to be forward-looking statements. By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance. You should not place undue reliance on these forward-looking statements. In addition any forward-looking statements are made only as of the date of this presentation, and we do not intend and do not assume any obligation to update any statements set forth in this presentation.

Established player in an industry with high entry barriers and attractive dynamics

Flexible and agile business model supporting challenger position

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Management with proven track record and extensive insurance expertise

Financially and operationally restructured; ready for disciplined growth