



Investor presentation  
May and June 2008

**TrygVesta** 

Certain statements in this presentation are based on the beliefs of our management as well as assumptions made by and information currently available to the management. Forward-looking statements (other than statements of historical fact) regarding our future results of operations, financial condition, cash flows, business strategy, plans and future objectives can generally be identified by terminology such as “targets”, “believes”, “expects”, “aims”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “continues” or similar expressions.

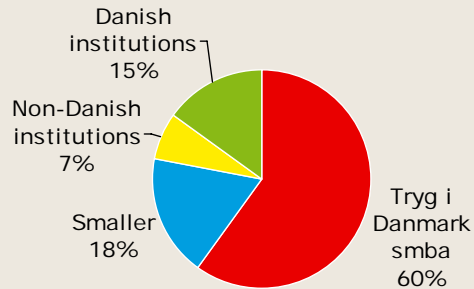
A number of different factors may cause the actual performance to deviate significantly from the forward-looking statements in this presentation including but not limited to general economic developments, changes in the competitive environment, developments in the financial markets, extraordinary events such as natural disasters or terrorist attacks, changes in legislation or case law and reinsurance.

We urge you to read our annual report available on our website at [www.trygvesta.com](http://www.trygvesta.com) for a discussion of some of the factors that could affect our future performance and the industry in which we operate.

Should one or more of these risks or uncertainties materialise or should any underlying assumptions prove to be incorrect, our actual financial condition or results of operations could materially differ from that described herein as anticipated, believed, estimated or expected.

We are not under any duty to update any of the forward-looking statements or to conform such statements to actual results, except as may be required by law.

Shares outstanding 68m  
Market cap DKK 28bn (USD 5.8bn)



- Focused Nordic, non-life insurance company
- Vision: To be perceived as the leading **“peace of mind”** supplier in the Nordic region
- Strong brand and market position
- Attractive growth prospects
- Broad distribution platform

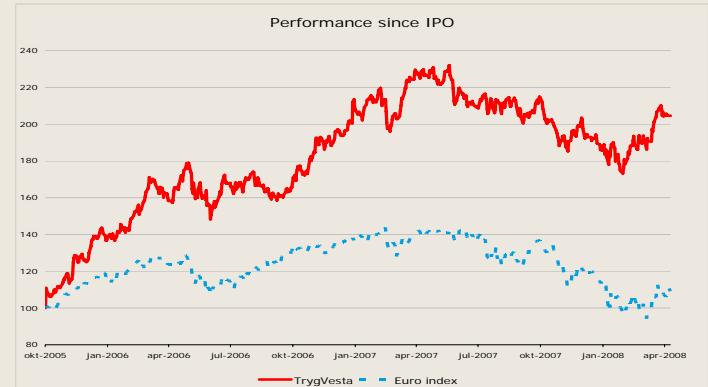
## Outlook 2008:

GEP +5% (in local currency)  
CR ~ 89

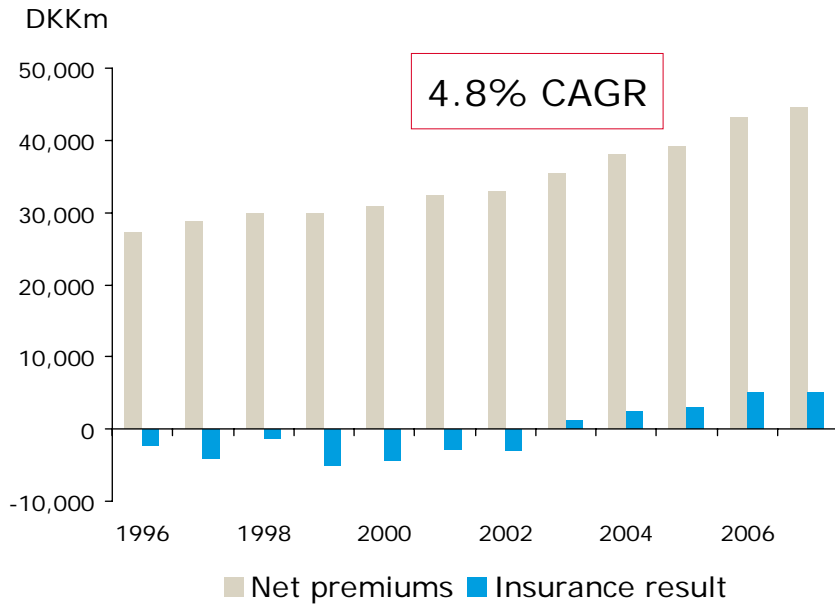
## Dividend policy:

Payout of 50% of result after tax  
Share buy backs for additional surplus capital

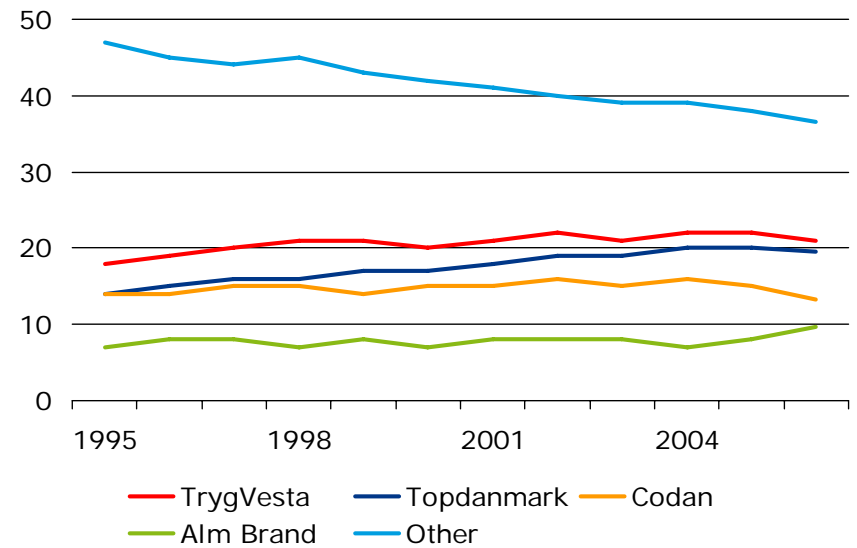
## TrygVesta share



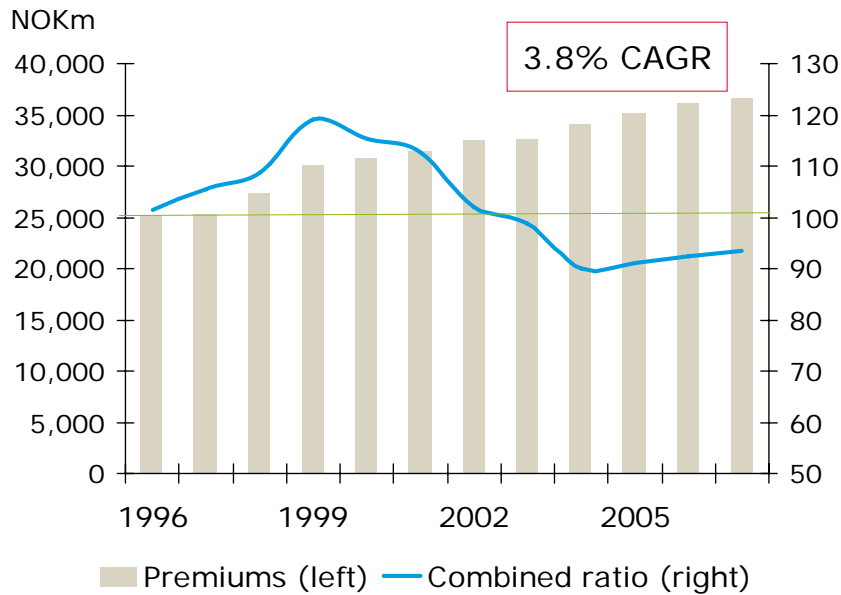
## Market size and profitability



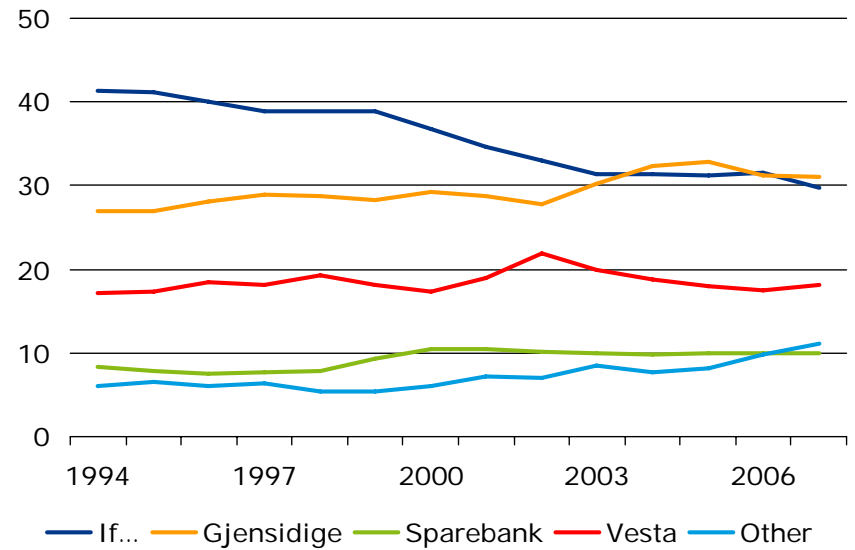
## Market shares



## Market size and profitability



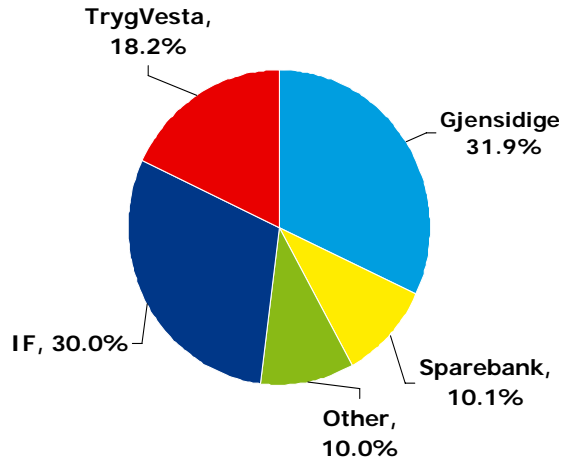
## Market shares



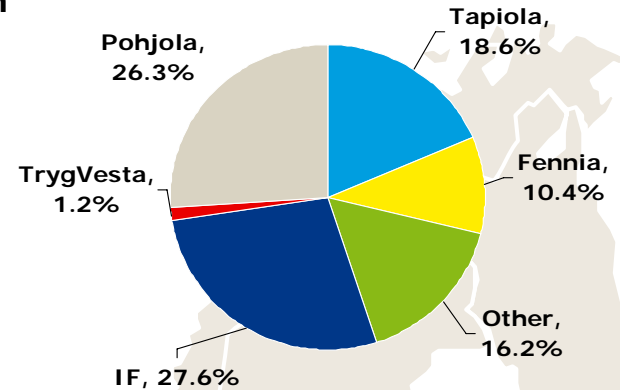
# The Nordic region – structure of the insurance market



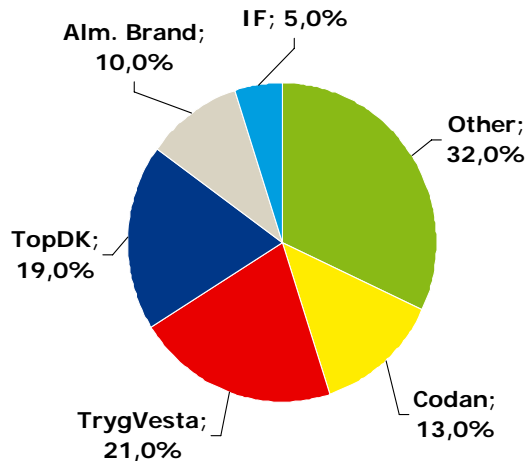
## Norway EUR 4.4bn



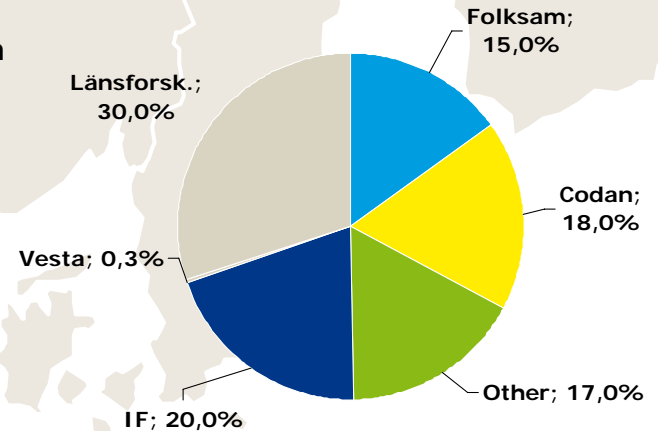
## Finland EUR 3.1bn



## Denmark EUR 5.9bn



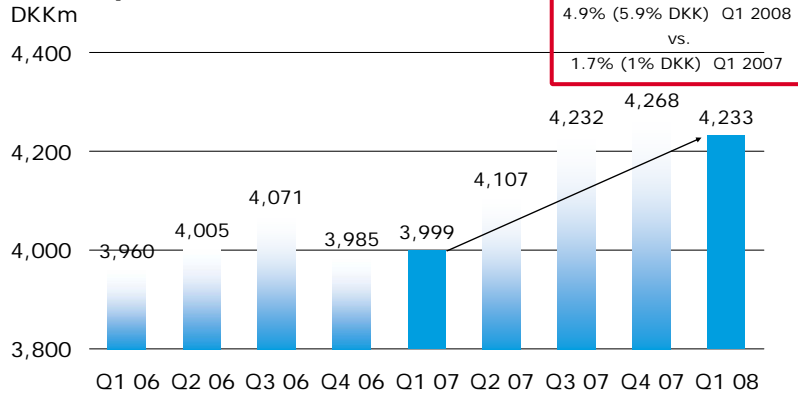
## Sweden EUR 6.1bn



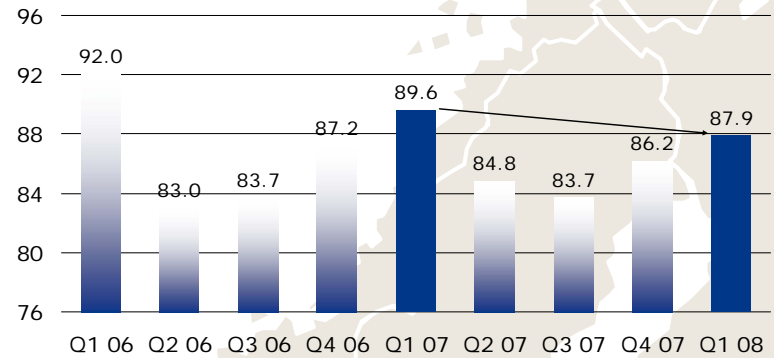
# Overall financial performance of TrygVesta



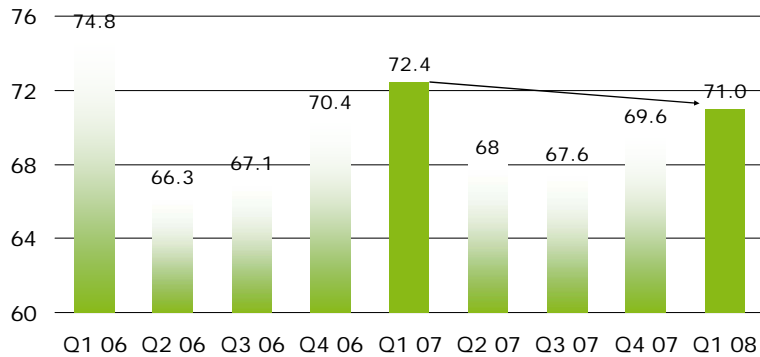
## Gross premium



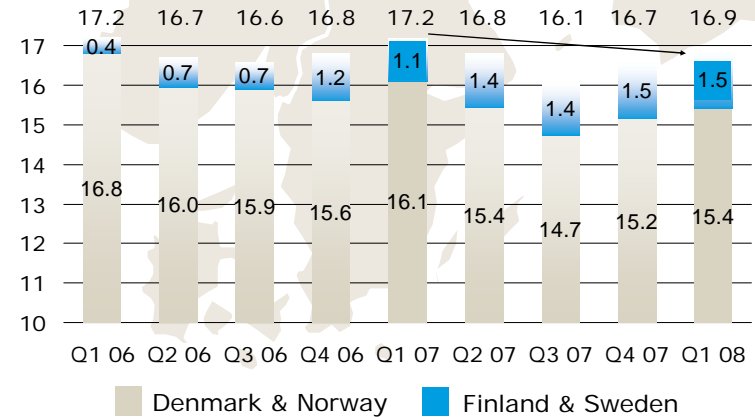
## Combined ratio



## Claims ratio



## Expense ratio

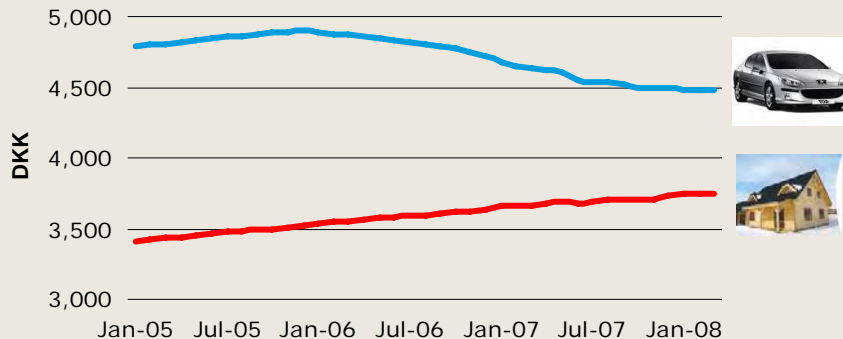




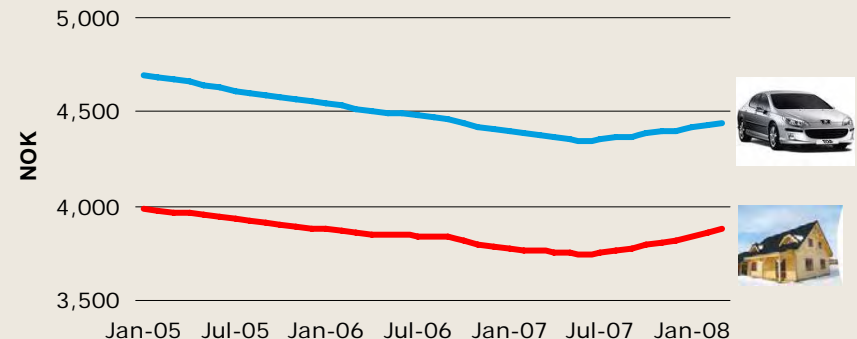
## Average prices for main products are trending upward

- Danish car insurance prices have been impacted by lower prices in 2006 and 2007 due to changed conditions in contracts (mileage)
- New initiatives implemented April 2008 on Danish car insurance having limited negative impact on the average price
- Norwegian prices are trending upward since mid-2007 due to price increases related to claims inflation

### Average prices in Denmark

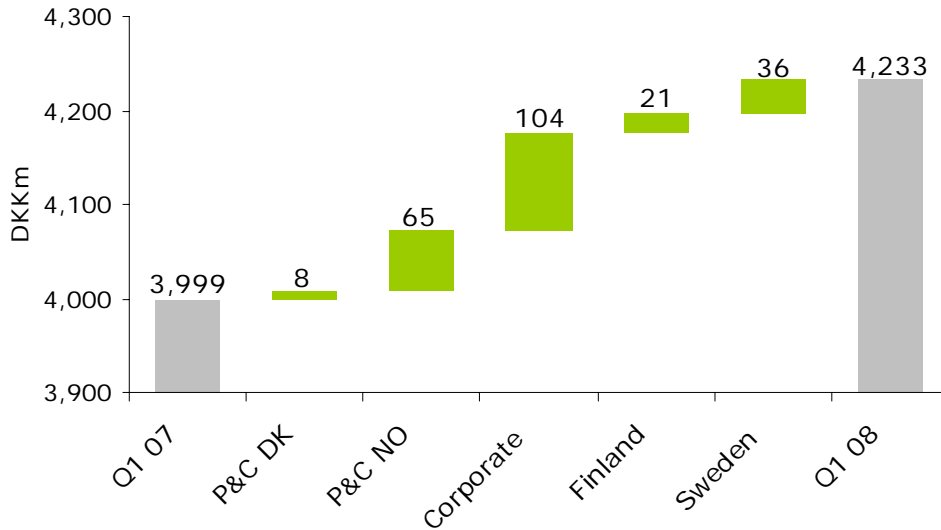


### Average prices in Norway



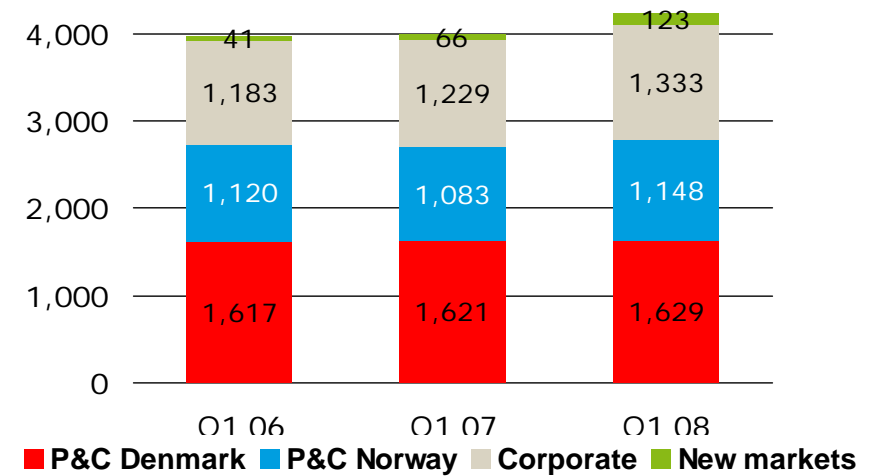
## Gross premiums grew DKK 234m to DKK 4,233m

- Good growth in Corporate and New Markets (Finland & Sweden)
- P&C Norway growth turning positive to 3.6% from 1.4% decline in Q1 2007
- Solid progress in retention rates in Denmark and Norway



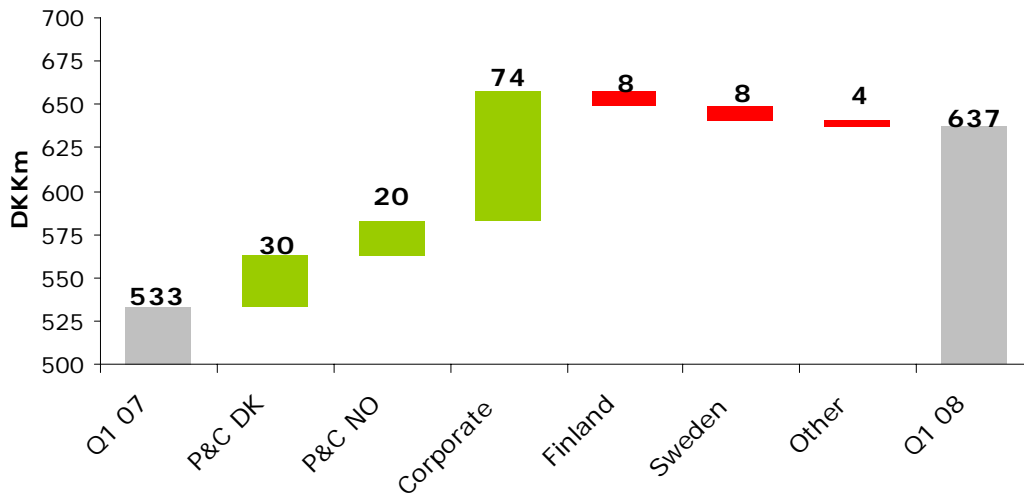
## Gross premium per business area

DKKm



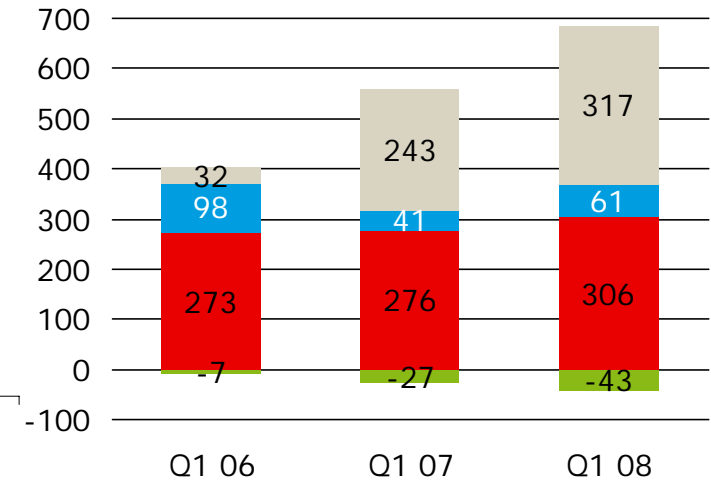
## Technical result grew 20% to DKK 637m

- Q1 2008 favourably impacted by mild winter and positive run-off
- Technical result excluding run-off was DKK 464m, up 58m



## Technical result per business area

DKKm



■ P&C Denmark ■ P&C Norway ■ Corporate ■ New markets

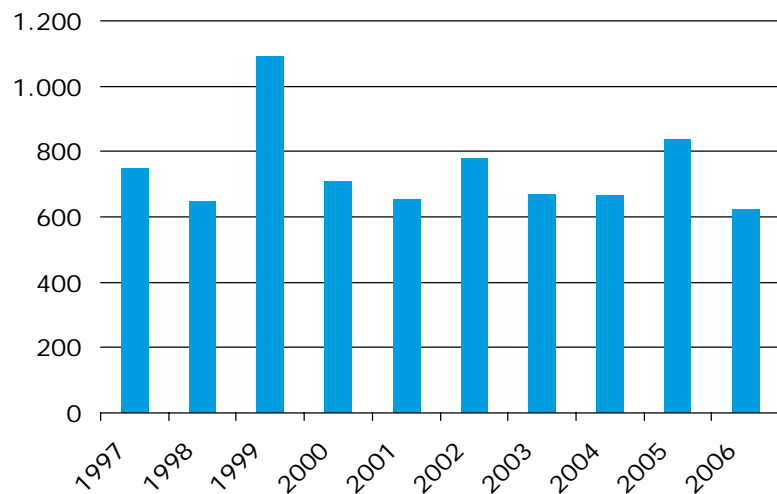
# Claims



## Total number of property and content and auto claims

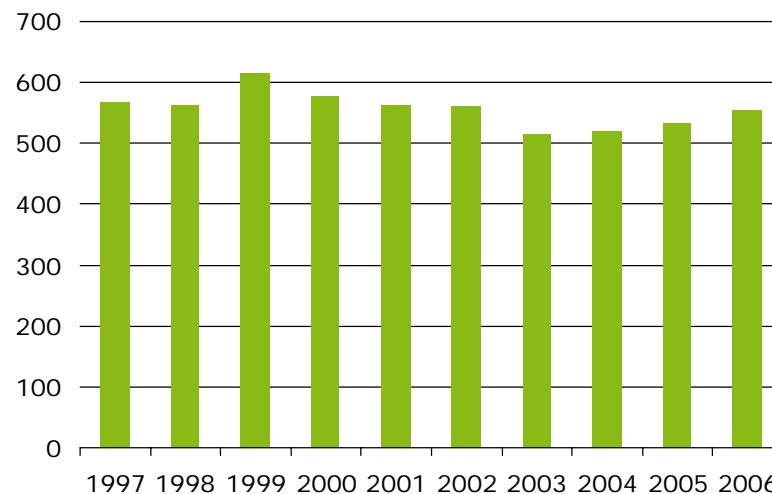
### Property and content claims

In thousands



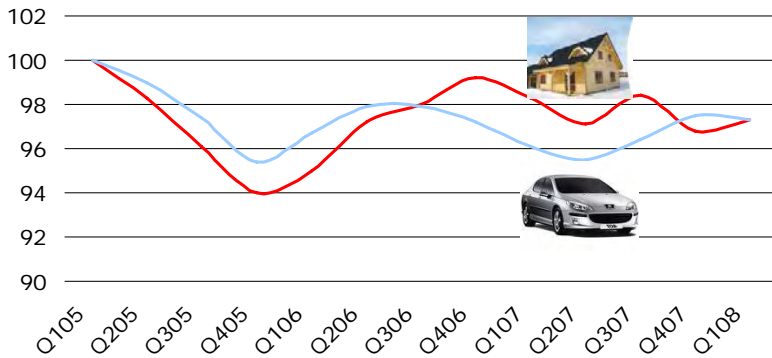
### Motor claims

In thousands

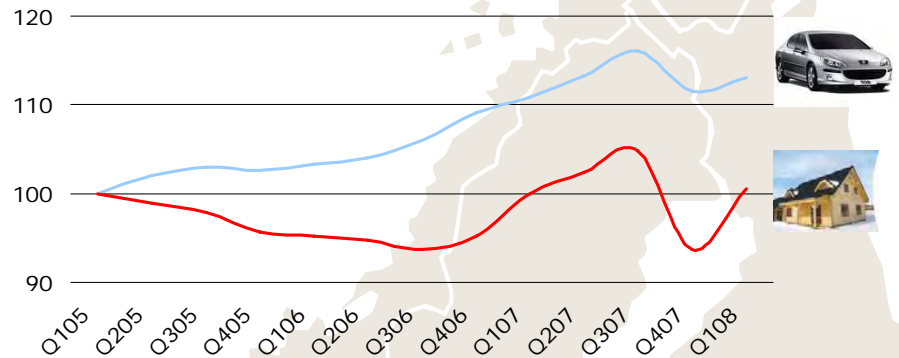


Source: Forsikringsoplysningen, national statistics

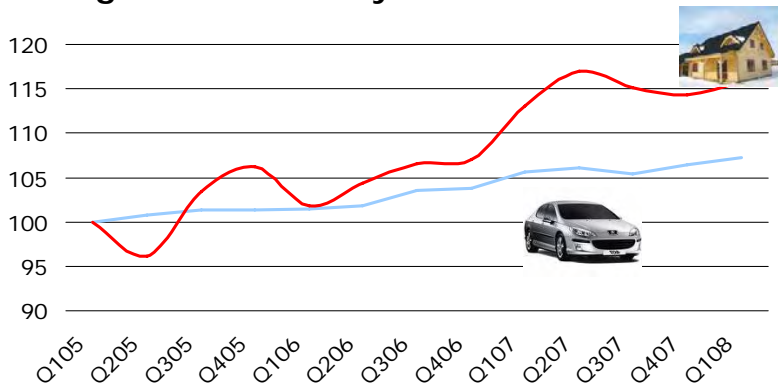
## Frequency Norway



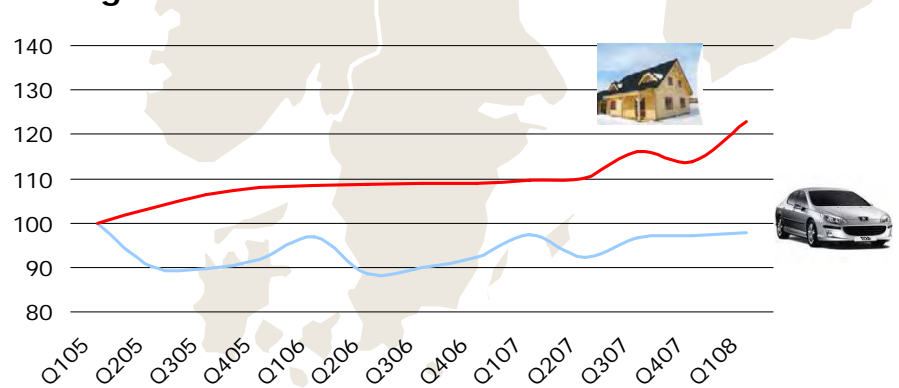
## Frequency Denmark



## Average claims Norway

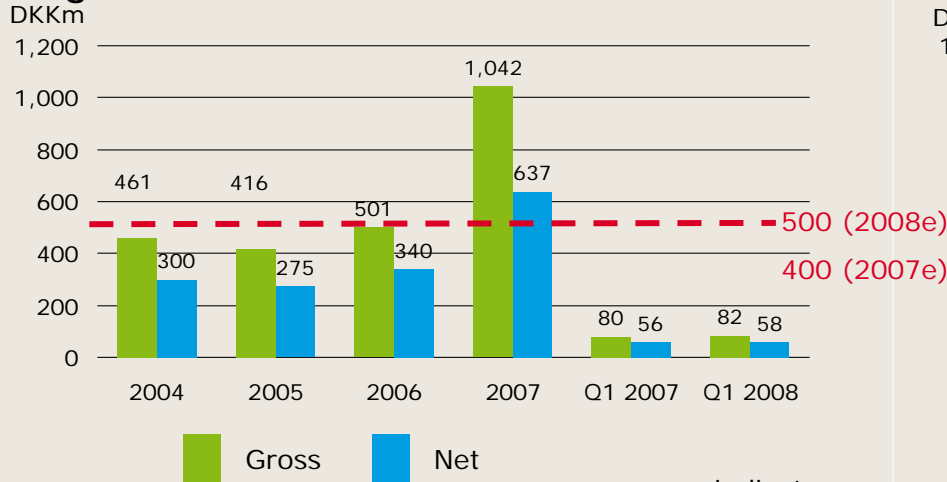


## Average claims Denmark

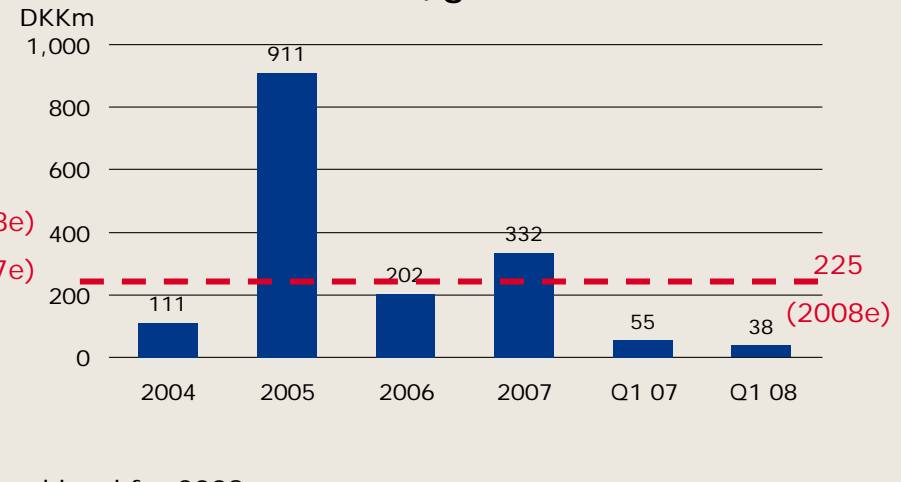


2008 has started out on a lower level than 2007 for large claims and weather related claims

## Large claims



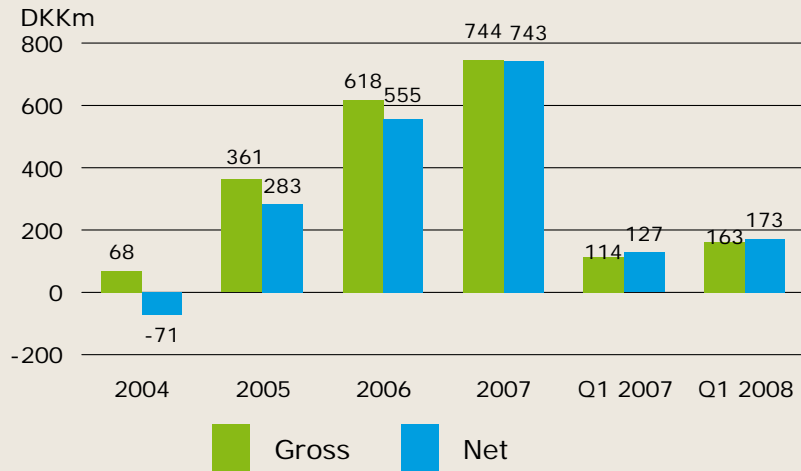
## Weather related claims, gross



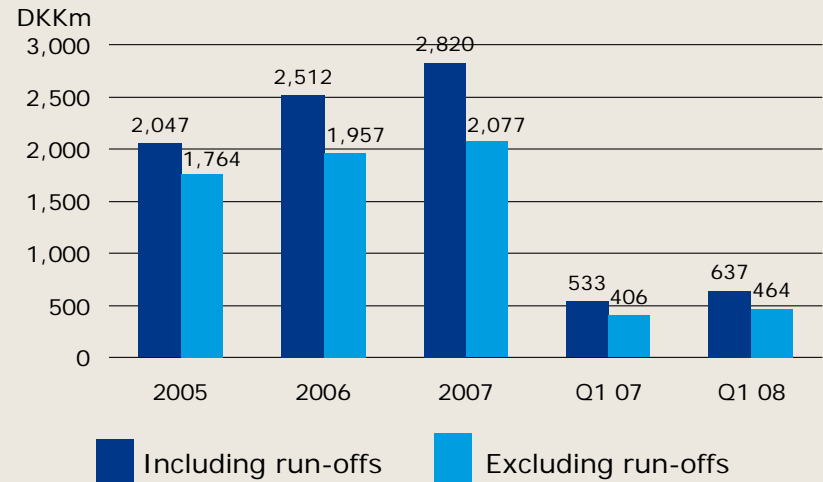
## Run-off in Q1 2008 of DKK 163m gross and DKK 173m net

- Impact on combined ratio of 4.1% in Q1 2008 versus 3.2% in Q1 2007

### Run-off



### Technical result



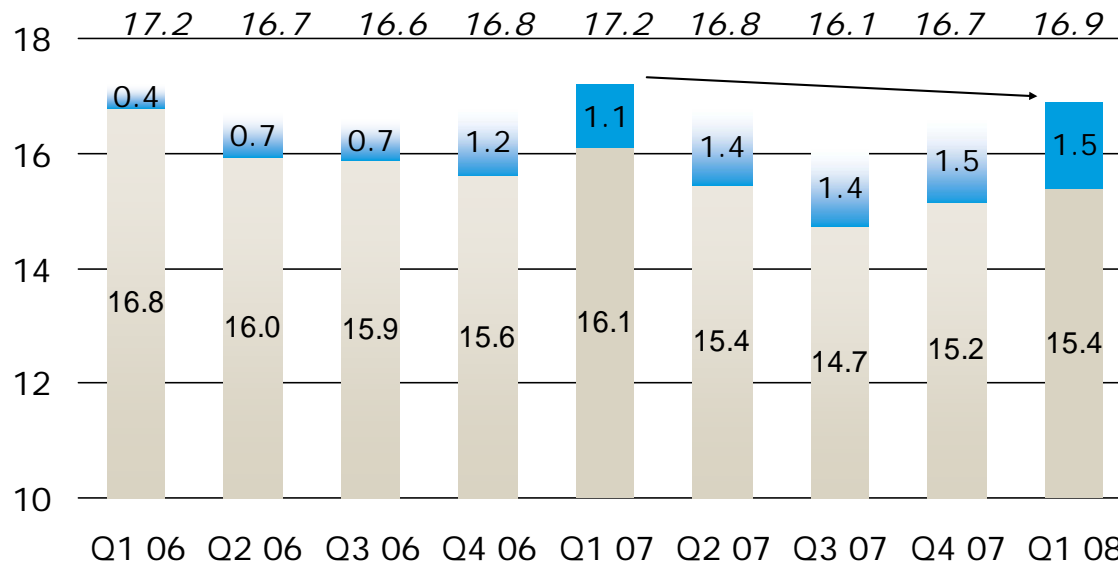


# Expenses



Gradual decline in cost ratio due to a combination of improved efficiency in Denmark and Norway and counter balanced by expansion in Finland and Sweden

## Cost ratio



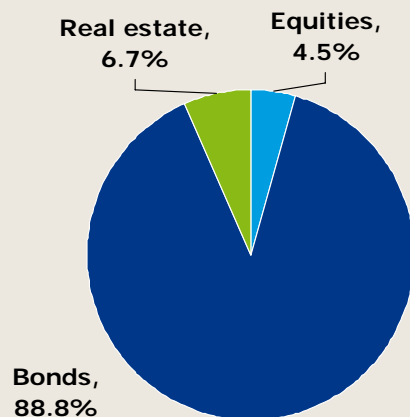
# Investments



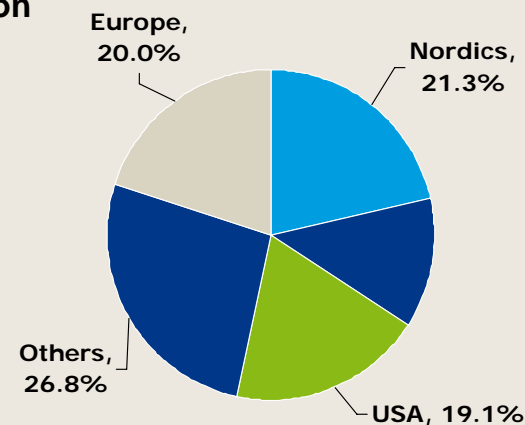
Net investment result of minus DKK 365m compared with DKK 152m in Q1 2007.

- Investment portfolio of DKK 38.5bn
- Performance in 2007 and 2008 impacted by decline in equities
- Weight of equities actively reduced to approximately 4% in January 2008 from 15% since mid 2007
- Real estate weight to increase as corporate headquarters have been bought for DKK 1.1bn

### Portfolio structure

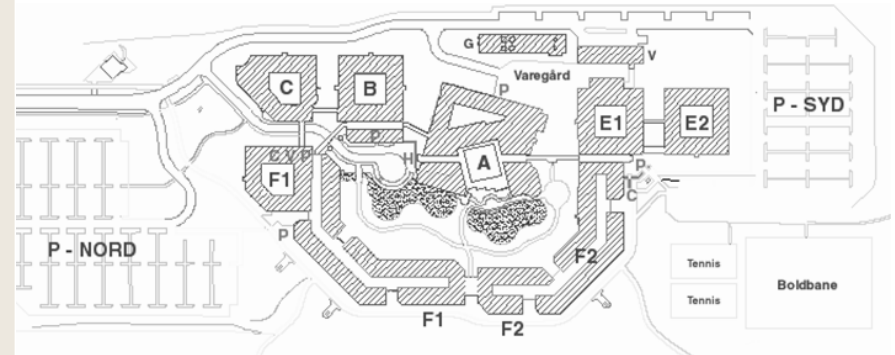
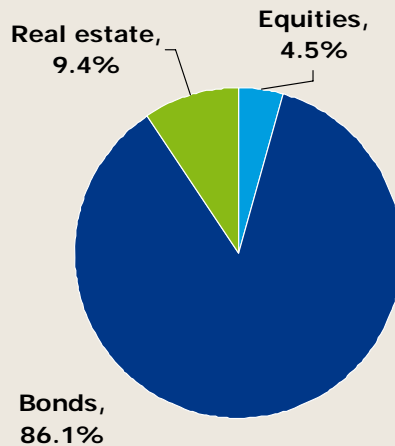


### Equity concentration

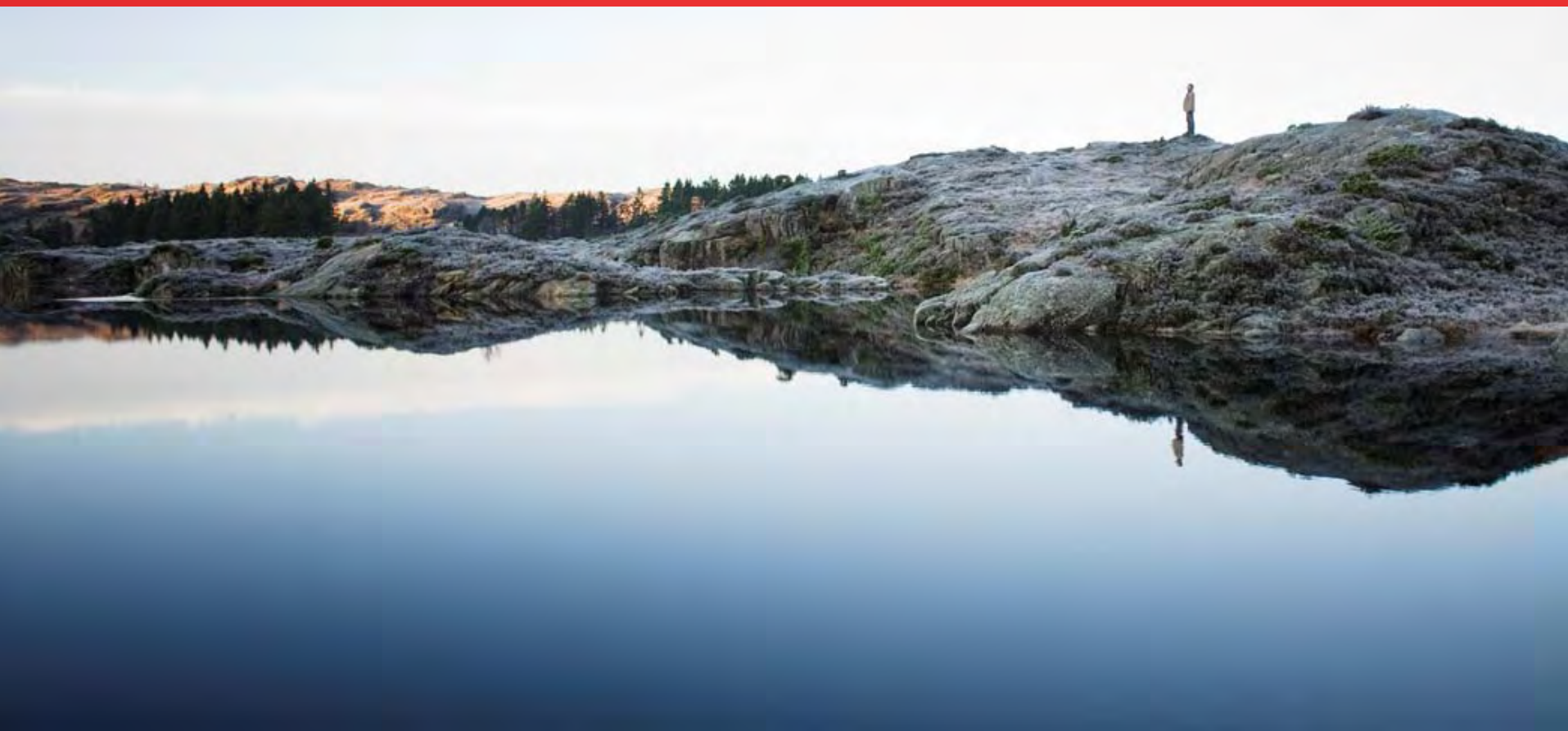


- Change in portfolio structure - Real estate increases to 9.4%
- Financed primarily through bond sales
- Acquisition will facilitate internal project "The Living House"

**Portfolio structure after acquisition of own domicile**



# Capital and Outlook



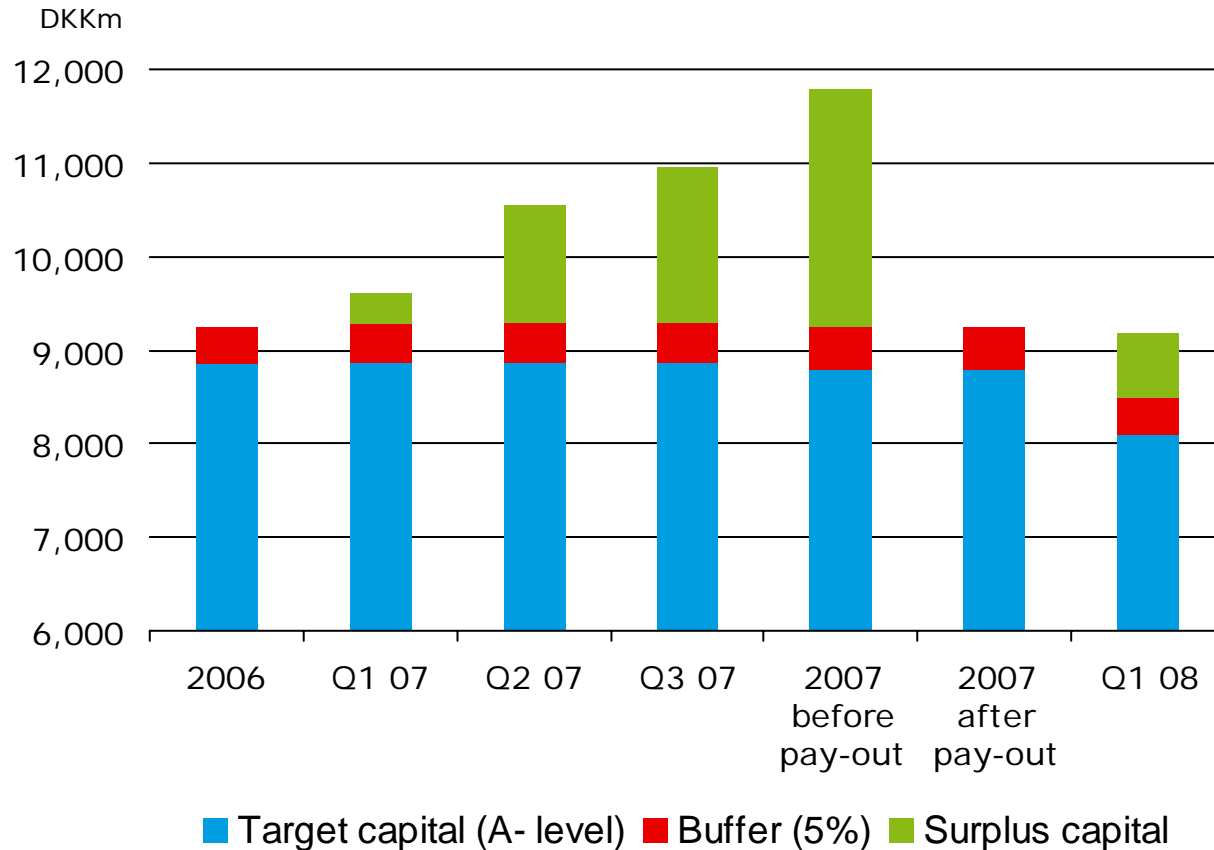
DKKm	2007	2008 - February	<b>2008 – May*</b>	Negative scenario	Positive scenario
Premium growth in local currency	4%	5%	<b>5%</b>		
Technical result before run-off	2,077	2,200	<b>2,200</b>	2,050	2,350
Technical result after run-off	2,820	2,200	<b>2,400</b>	2,250	2,550
Investment result, net	340	400	<b>0</b>		
Pre-tax result	3,109	2,500	<b>2,300</b>	2,150	2,450
Net income	2,266	1,900	<b>1,600</b>	1,500	1,700
Combined ratio	86.1	90	<b>89</b>	90	88

\*Guidance for 2008 assumes zero run-off for the remainder of the year.

Includes assumption of large claims of DKK 500m and weather related claims of DKK 225m

**Return assumptions p.a.**

Equity	7.0%
Bonds	5.0%
Real estate	5.9%

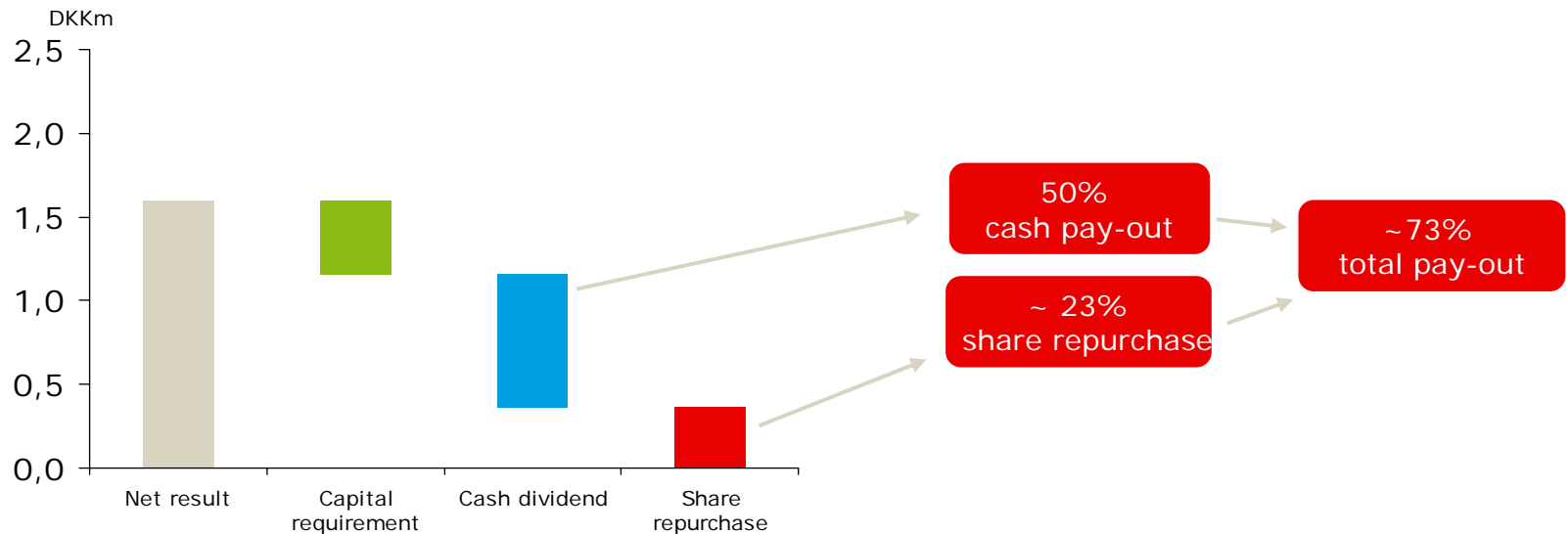


A- corresponds to a capital (equity + hybrid and after dividend pay-out) to net premiums of 52 to 56%



## Policy for shareholder repatriation

- 50% of annual net result to be paid out as cash dividend
- Surplus capital to be repatriated via share repurchase
  
- Share repurchase programme from 2007 results is DKK 1.4bn being executed in 2008/09
  
- Based on Outlook 2008 the repatriation for 2008 will be:



Guidance  
since IPO

Combined ratio of 90-92  
ROE after tax of 19-21%

Growth & competition

Efficiencies & cost

Claims

Capital



New guidance

Combined ratio of 89-91  
ROE after tax of 21-23%

Assumptions a.o.

8-10% equity weight in investment portfolio

Run-off at zero

## Business line performance

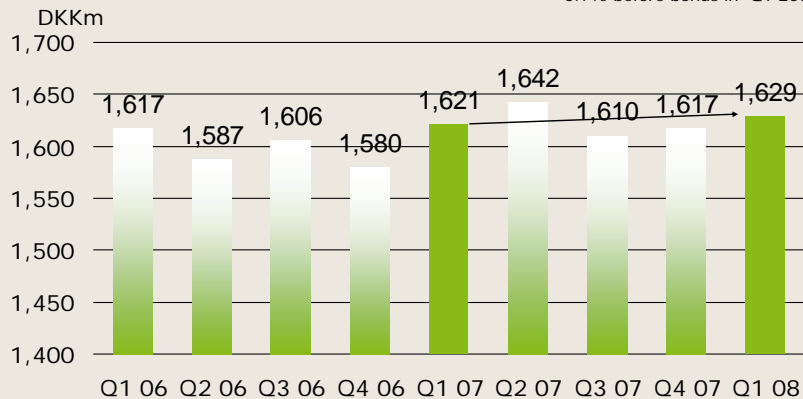


## Gradual improvement in premium growth whilst maintaining solid profitability

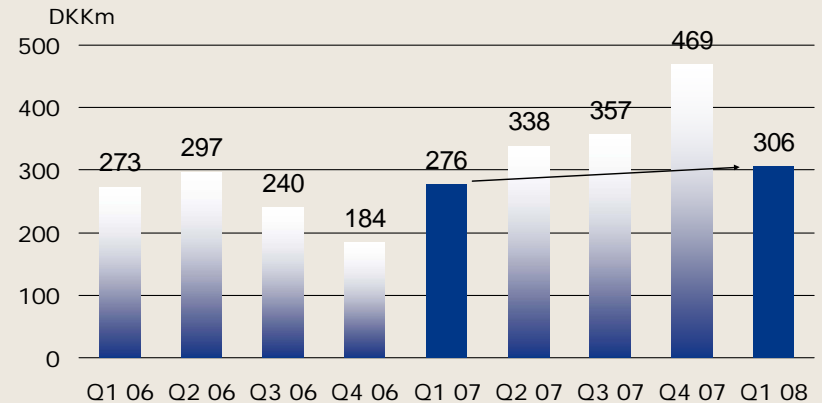
- Premium growth pre-bonus of 1.5% in Q1 2008 versus 0.7% in Q1 2007
- Combined ratio of 83.8 versus 85.4 in Q1 2007
- Retention increased 0.5% to 90.9%
- Introduction of Tryg road assistance and refinement of mileage system

### Gross premiums

1.5% before bonus in Q1 2008  
vs.  
0.7% before bonus in Q1 2007



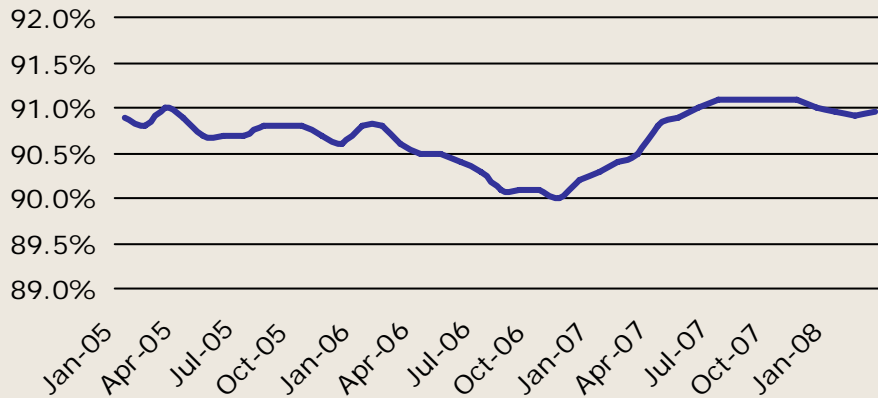
### Technical result



90.9% retention rate in Q1 2008, up 0.5%-point

- Solid customer loyalty and satisfaction underlines competitive strength

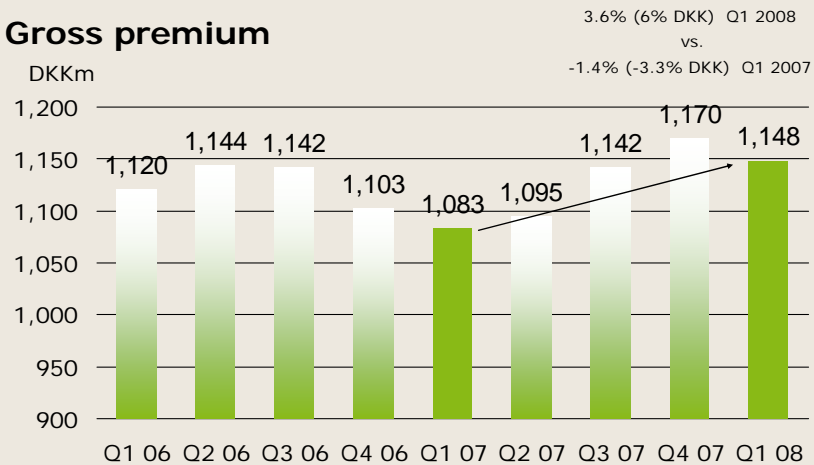
Retention since 2005



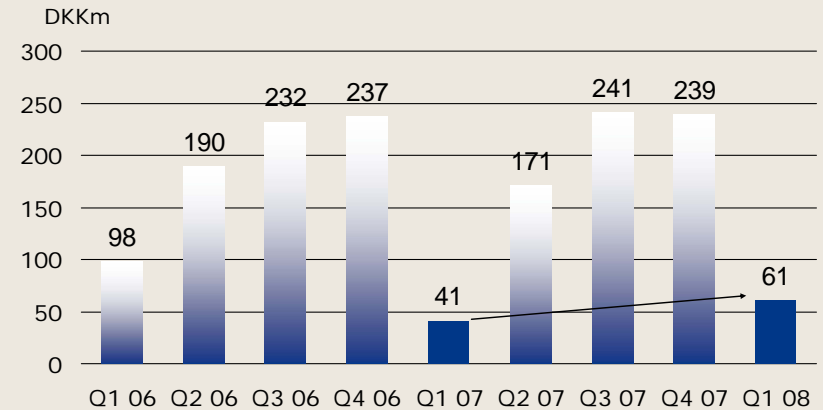
## Sales and market initiatives accelerate premium growth

- Premium growth of 3.6% i NOK (6.0% in DKK) driven by improved customer loyalty, better sales and price increases
- Combined ratio of 97.3 versus 99.6 in Q1 2007
- Renewal rates increasing 0.6% to 86.1%. Oslo region seeing solid progress
- New franchise offices opened in Oslo and new customer system provides for further growth

### Gross premium



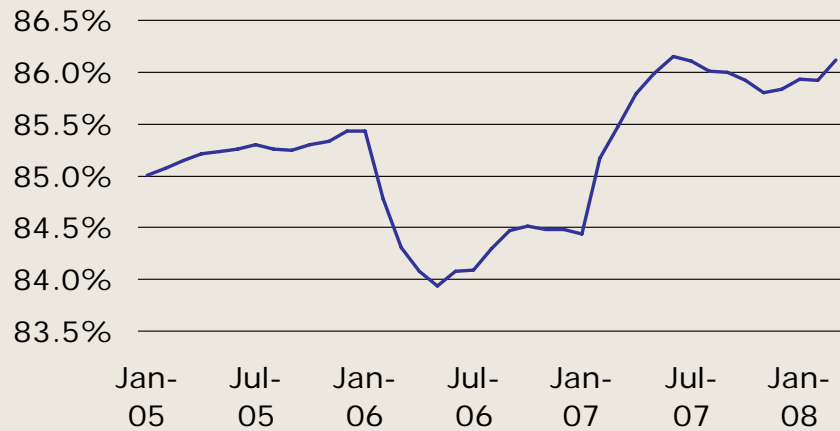
### Technical result



Retention rate 2008 of 86.1%, up 0.6%

Market share of 18.1%, up 0.6% since end 2006

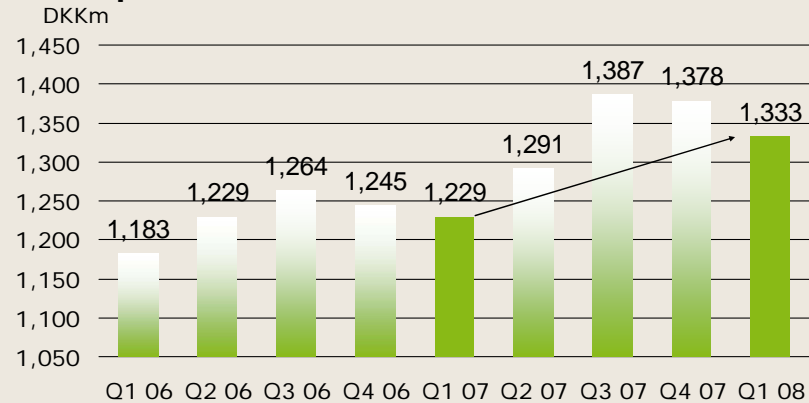
## Retention rate



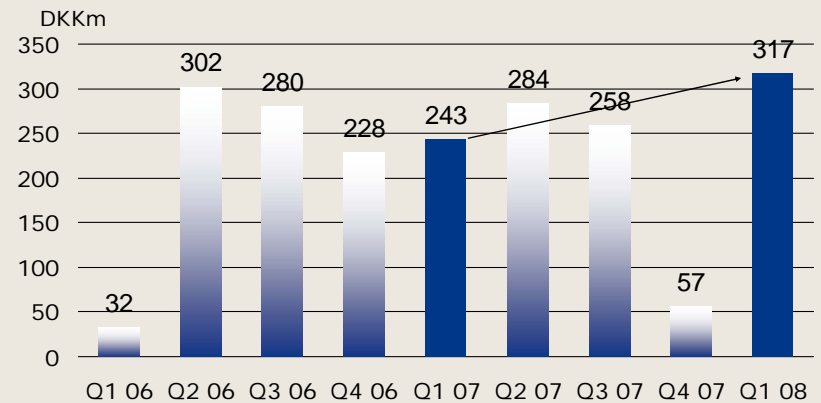
## Corporate showing solid growth and good profitability

- Premium growth of 8.5% in Q1 2008 primarily due to intake of new customers
- Combined ratio of 80.0 and impacted by lower claims ratio
- Focus on profitable growth
- Price increase in the Marine business after sub-par results

### Gross premium



### Technical result

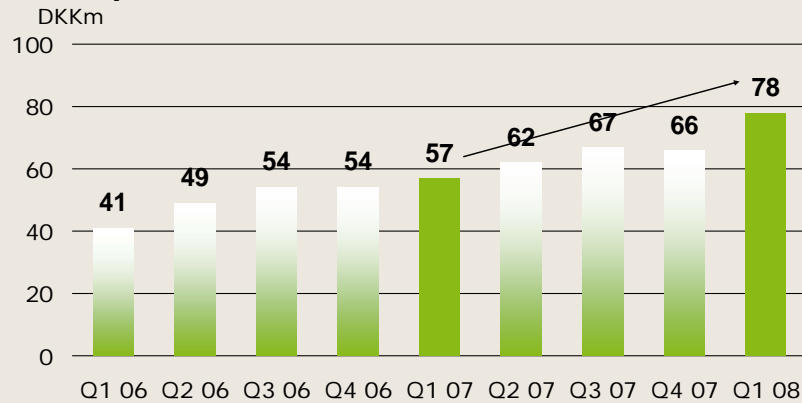




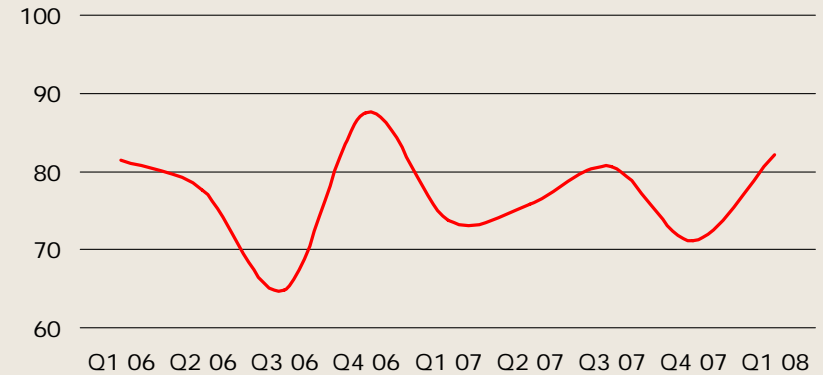
## Accelerating sales and solid risk selection

- Broader sales platform implemented
- 26,000 insurances sold in Q1 2008 – 1/3 of the full year sales target
- Sales growth of 37% to DKK 78m in Q1 2008 and portfolio is now DKK 330m
- Target 8% share of the private market in 2008

### Gross premium



### Claims ratio



## Focused sales effort fueled by expanding organisation

Gross premium of DKK 45m and 21,000 insurances sold in Q1 2008

- Record in best selling week – 3,000 insurances
- Claims ratio of 93.3% compared with 100.0% is satisfactory for a new portfolio
- Target 8% share of private market in 2012

