



Q1 2012 results

Webcast presentation

14 May 2012

Disclaimer

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.

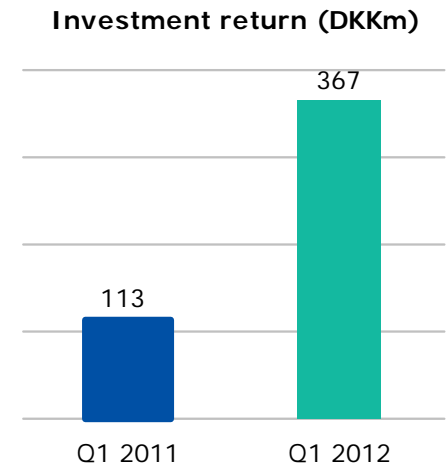
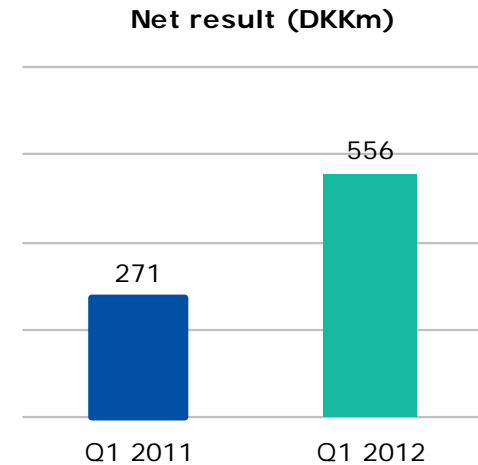
We urge you to read our annual report available on tryg.com for a discussion of some of the factors that could affect our future performance and the industry in which we operate.

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.

Highlights Q1 2012

- Doubling of net result to DKK 556m relative to same period 2011.
- Strong improvement of technical result from DKK 268m to DKK 366m.
- Strong investment result driven by high yield on all assets.
- Strengthening of last years Copenhagen cloudburst needed. Impacted gross claims by 5.8 percentage points, but close to neutral after reinsurance.
- Organisational focus on profitability and cost effectiveness.



Highlights Q1 2012

- Combined ratio improved from 96.1 to 93.9 and was positively impacted by

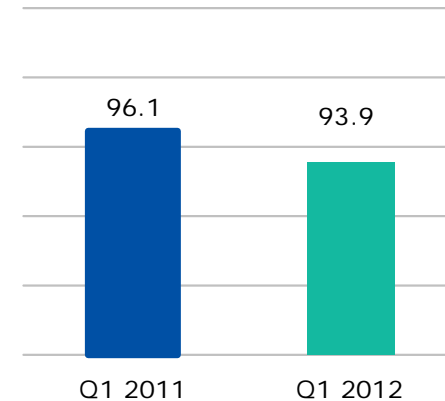
- Price increases and claims initiatives.

but negatively impacted by

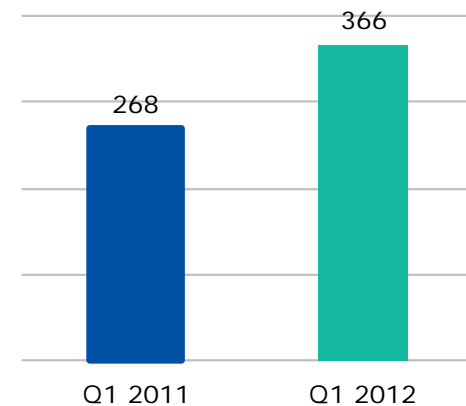
- Lower interest level that increased combined ratio by approx. 1.5 percentage points.

- Gross earned premium grew 1.2% (2.0% in DKK).

Combined ratio



Insurance result (DKKm)

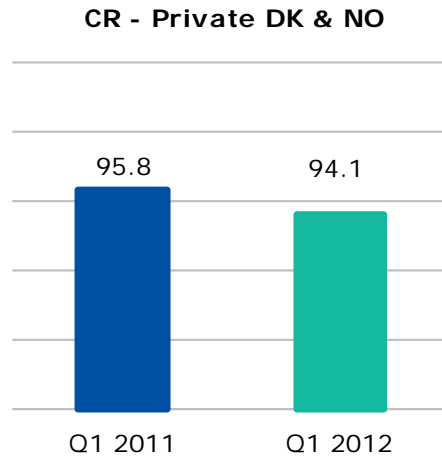


Key figures Q1 11/12

DKKm	Q1 Q1 2011	Q1 Q1 2012	FY 2011
Gross premiums earned	5,038	5,141	20,572
Technical result	268	366	1,546
Return on investment after technical interest	113	367	54
Profit/loss before tax	361	721	1,569
Profit/loss after tax	271	556	1,140
Claims ratio	75.9	79.7	79.2
Business ceded as % of gross premiums	3.6	-2.6	-2.5
Claims ratio, net of ceded business	79.5	77.1	76.7
Expense ratio	16.6	16.8	16.8
Combined ratio	96.1	93.9	93.5
Combined ratio before run-off	99.7	98.5	98.1

Segments

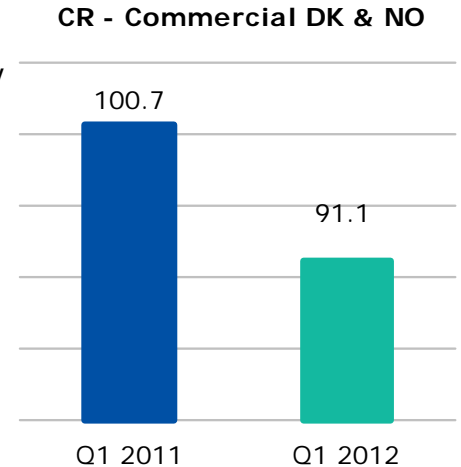
- Effect of profitability initiatives and lower claims level.
- Bonus to affinity groups impacted CR.
- 2.0% premium growth in local currency.



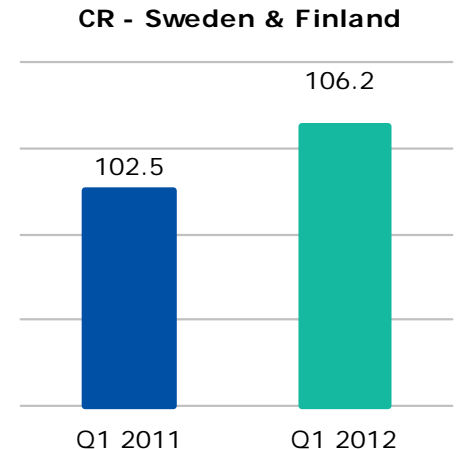
- Premium increases take effect.
- Slightly increasing rates.
- 0.9% premium growth in local currency.



- Effect of profitability initiatives and premium increases.
- -1.3% premium growth in local currency.
- Customer retention decreased.



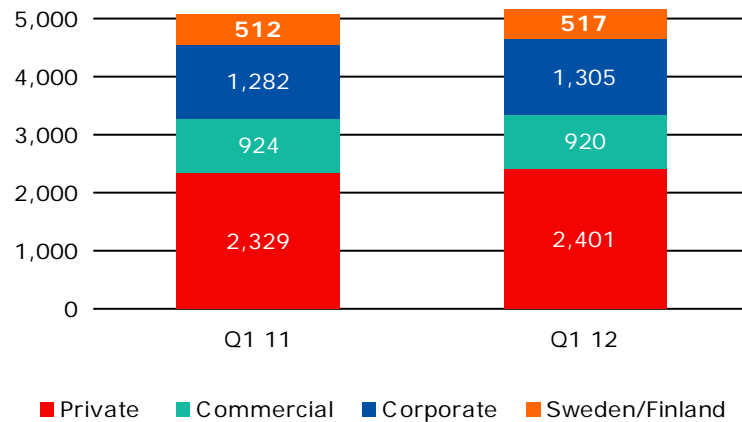
- Focus on cost-effectiveness.
- Lower run-off in Q1 2012.
- 1.2% premium growth in local currency.



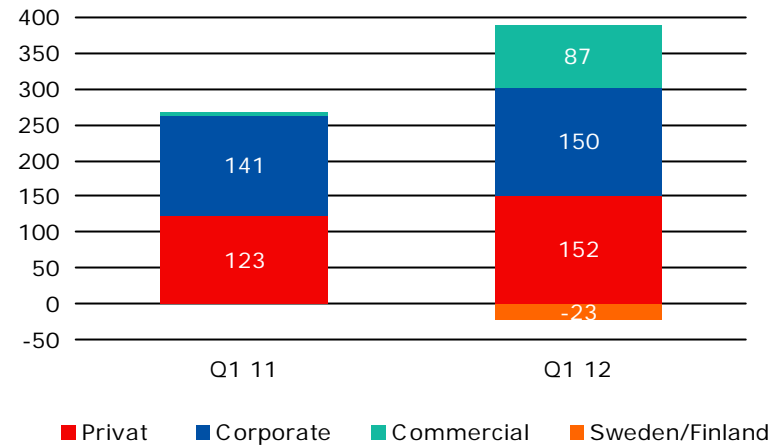
Premiums and technical result Q1 2012

- Moderate growth as expected of 1.2% in local currency (2.0% in DKK). Positive impact from price increases - negative impact by a reduction in Commercial portfolio.
- Private up 2.0% in local currency (3.1% in DKK). Positive impact from price increases - negative from bonuses related to affinity groups with improved profitability.
- Technical result grew from DKK 268m to DKK 366m; positively impacted by price increases.

Gross earned premiums, DKKm

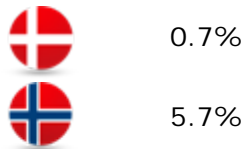


Technical result, DKKm

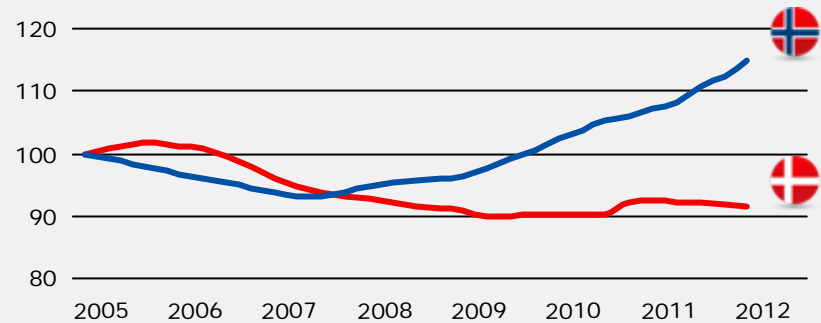


Development in average premiums

Development average premium Motor insurance past 12 months:



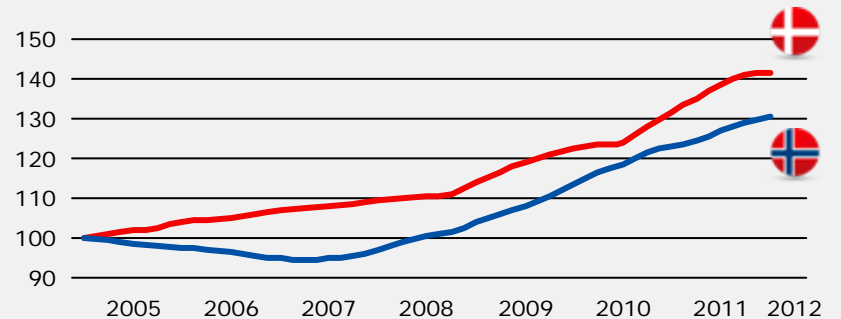
Motor insurance – average premium (index 2005 = 100)



Development average premium House insurance past 12 months:

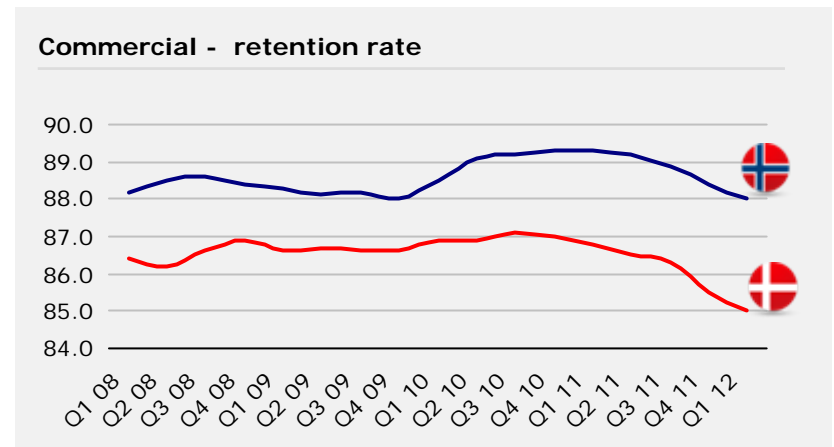
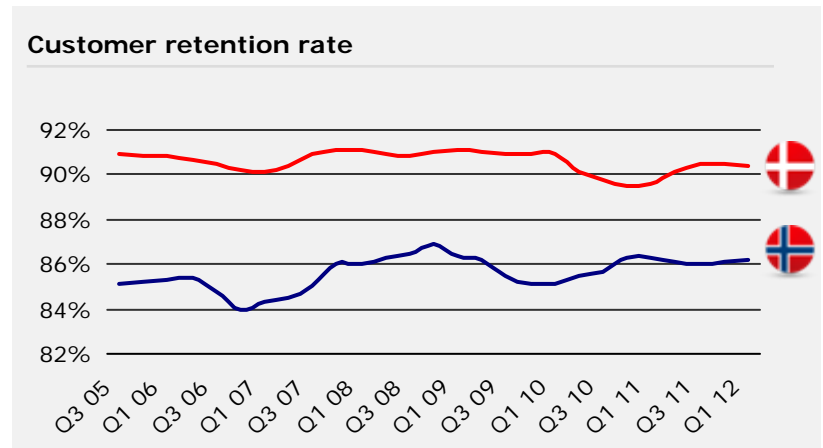


House insurance – average premium (index 2005 = 100)



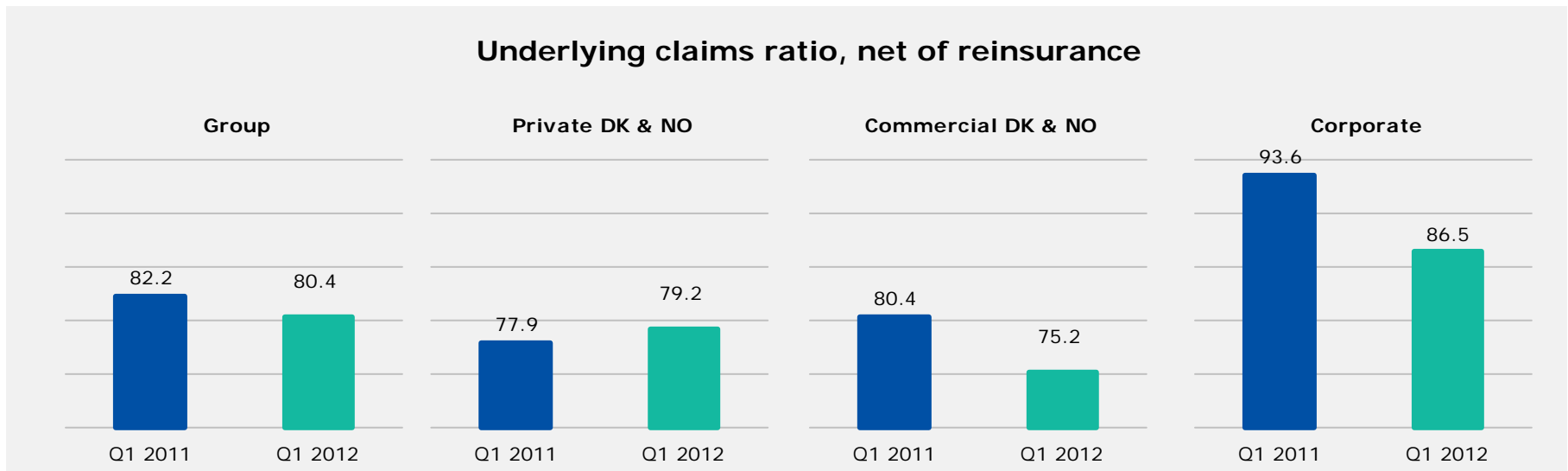
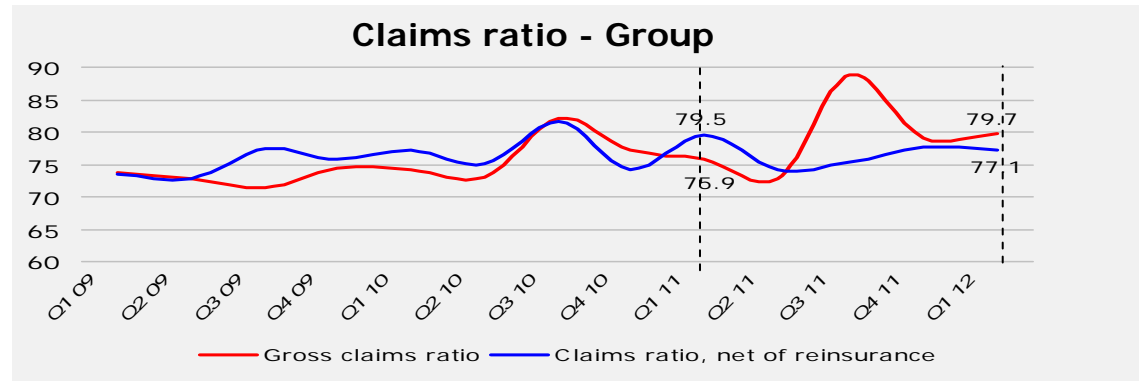
Customer retention – Private and Commercial

- Customer retention stable within private customers in both Norway and Denmark.
- The retention rate for Commercial dropped as expected in both DK and NO.



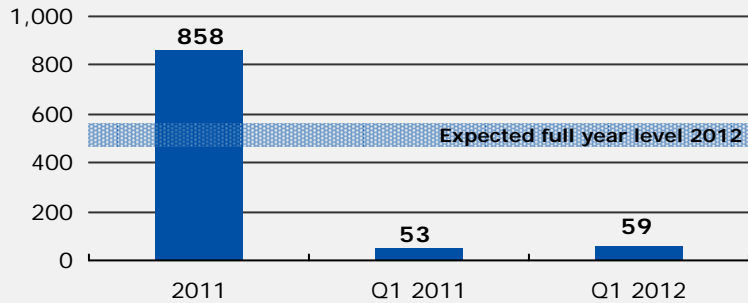
Claims ratio

- Gross claims ratio impacted 5.8 percentage points in Q1 2012 related to reserve strengthening on Copenhagen cloudburst in 2011.
- Lower interest levels increased claims ratio by approx. 1.5 percentage point.



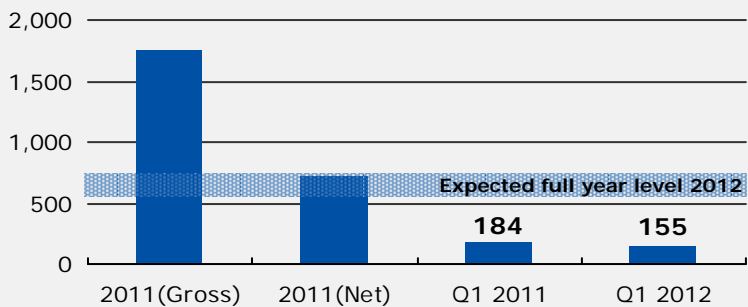
Large and weather claims

Large claims, gross DKKm



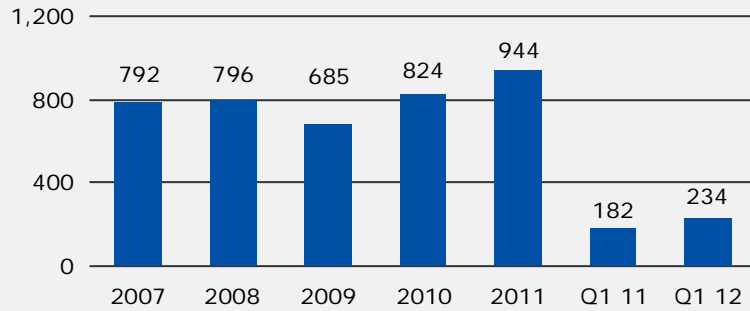
- Large claims gross amounted to DKK 59m in Q1 2012 against DKK 53m in Q1 2011.
- Weather claims incl. winter amounted to DKK 155m in Q1 2012 against DKK 184m in Q1 2011.

Weather claims, DKKm

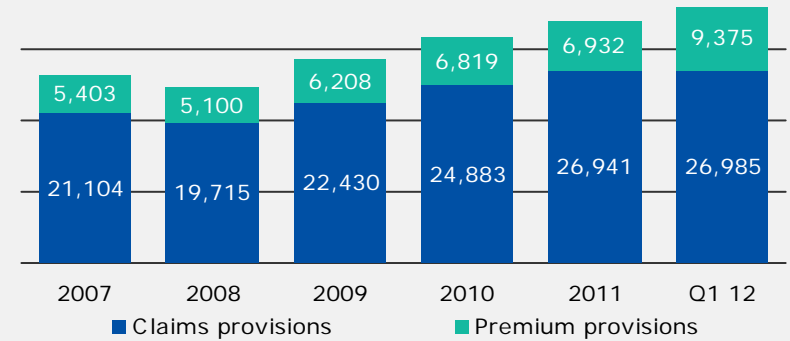


Provisions and run-off

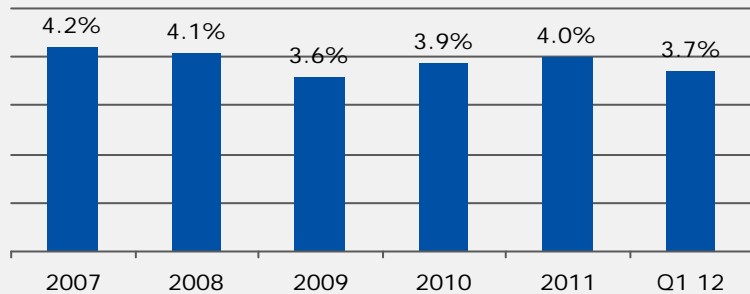
Run-off net, DKKm



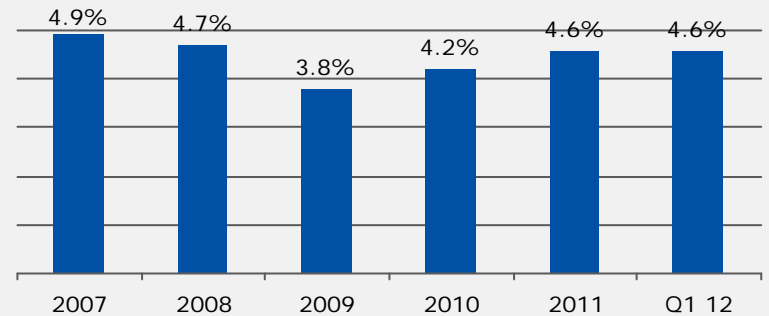
Insurance provision, DKKm



Relative run-off



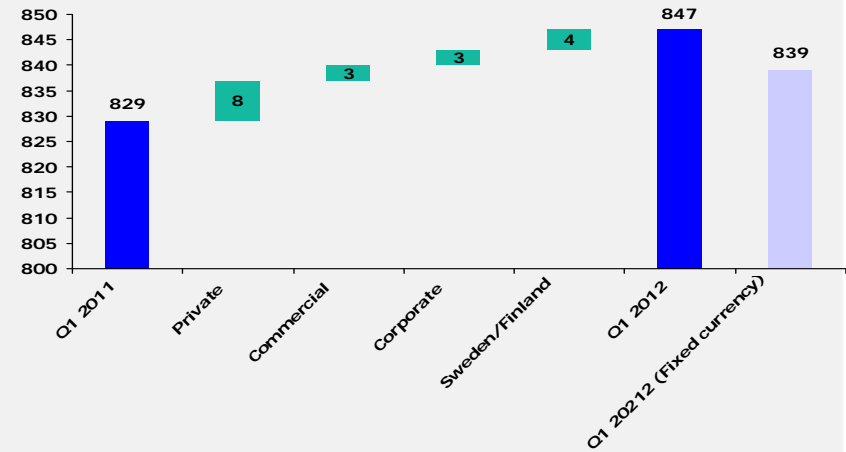
Run-off effect on Combined Ratio



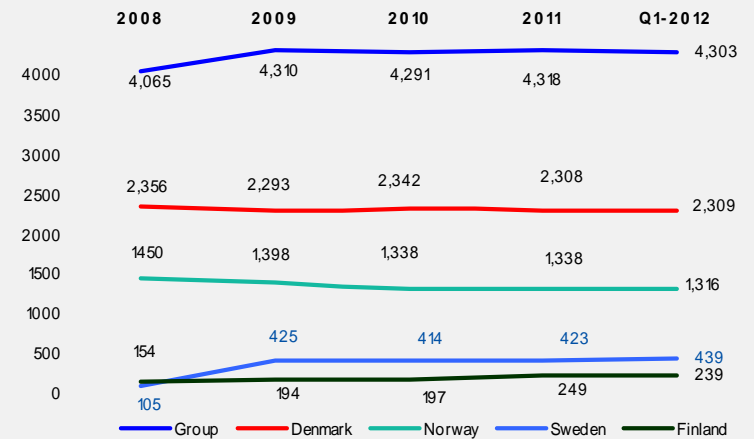
Expenses

- Stable expense level reflecting lower premium growth.
- Programme for reducing expenses and claims to be communicated later this year.
- Programme will also include initiatives for reductions in claims.

Expense ratio

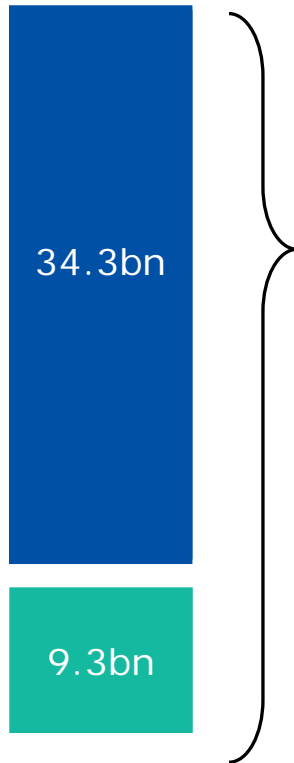


Number of employees



Investment result Q1 2012

Assets

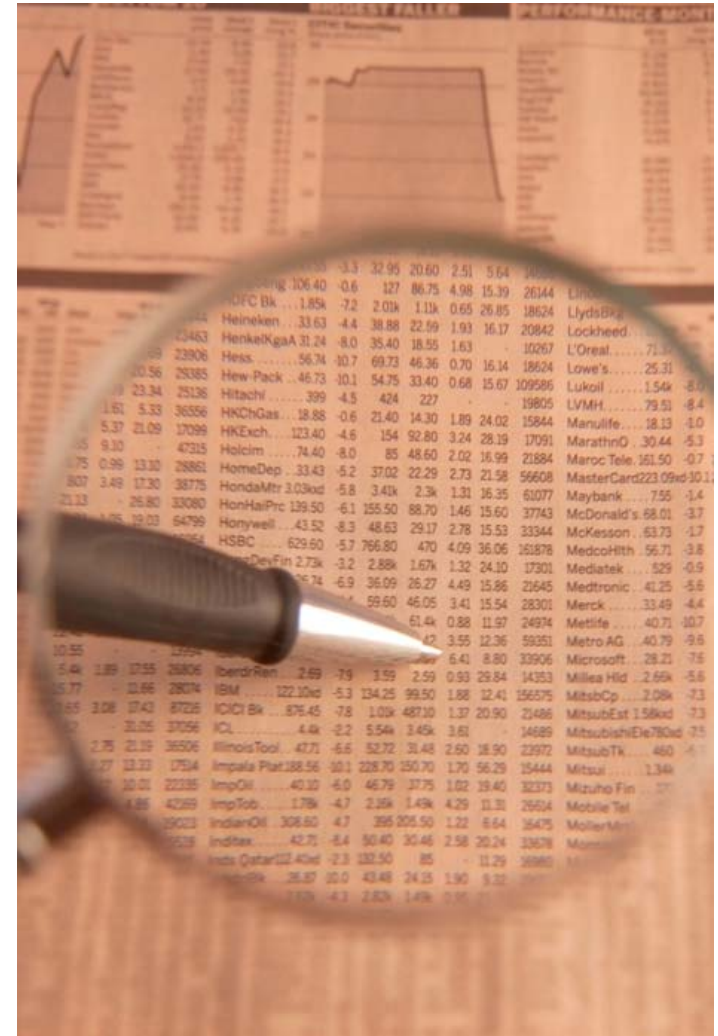


Return Q1 2012

Gross investment return		
	Return	DKKm
Bonds	(0.9%)	343
Equities	(8.5%)	157
Real Estate	(2.8%)	61
Total	(1.3%)	561

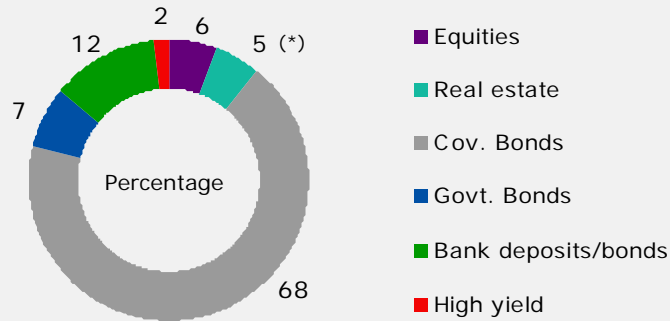


Match	
Mismatch Q1	+DKK 7m
Free investment	
Result	DKK 450m
Return	5.3%

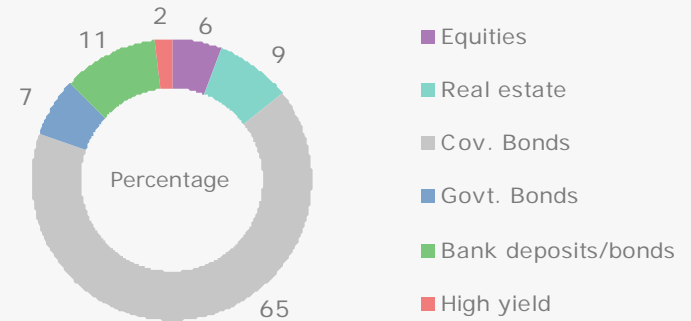


Assets allocation

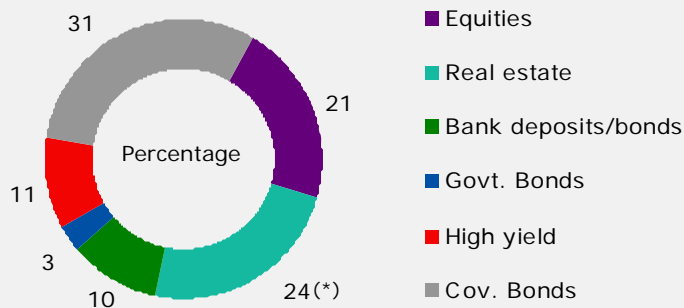
Total assets – Q1 2012



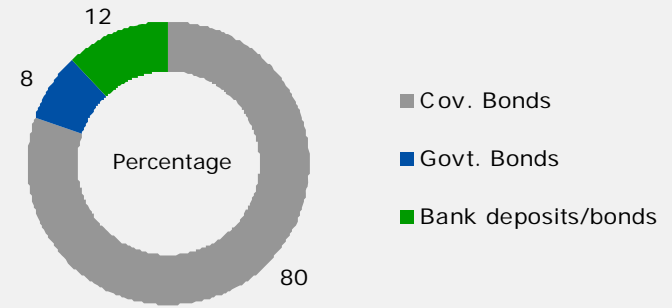
Total assets Q1 2012– incl. own domicile



Free portfolio – Q1 2012



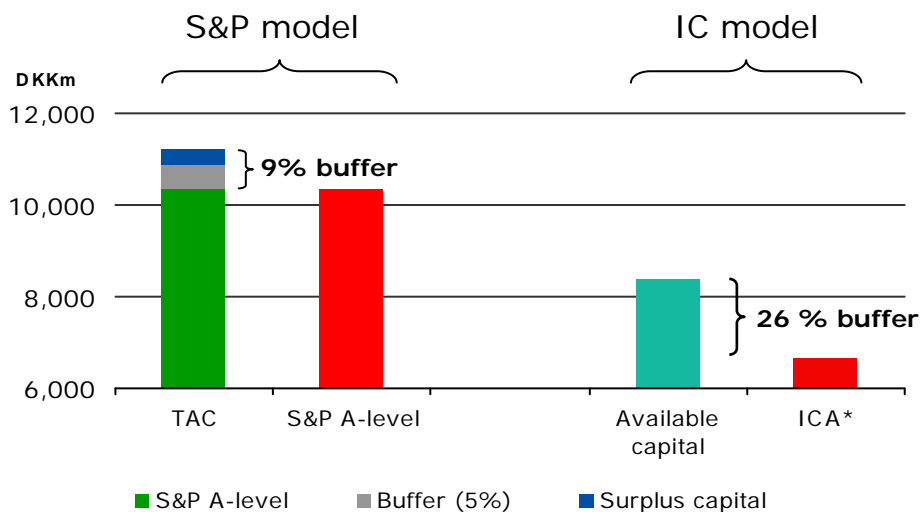
Match portfolio – Q1 2012



(*) Own domicile excluded from real estate as from Q1 2012. (40% of free portfolio end 2011). Trygs ownership unchanged.

Capitalisation

- Capital buffer based on Standard & Poor's capital model increased to 9% end Q1 2012 and totalled DKK 887m of which the 5% self imposed buffer was DKK 517m.
- Capital buffer based on the Internal Capital (IC) model increased to 26% end Q1 2012.
- S&P capital position end Q1 2012 impacted by:
 - Higher capital requirement related to higher market value of investment assets.
 - Strong Q1 2012 result.



* ICA = Individual Capital Assessment

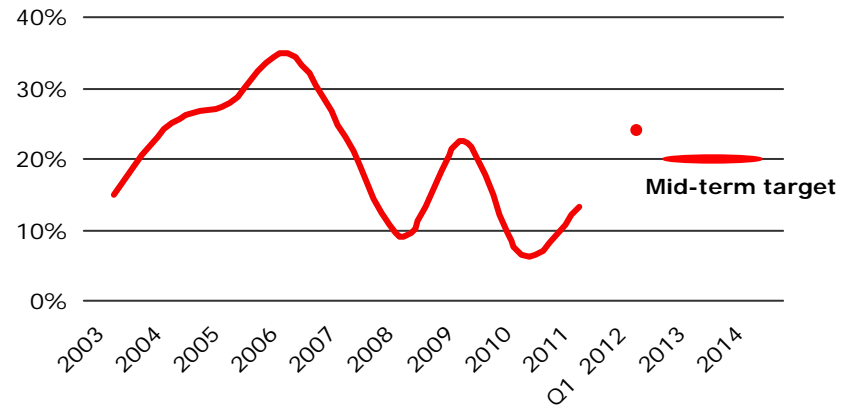
Outlook

Mid-term target:

Return on equity
20%

CR 90

ROE after tax



Mid-term

- Mid-term target is return on equity of 20% after tax and a combined ratio in the level of 90% including potential run-off.
- Effect of price initiatives is the main driver for reaching target.
- Expected reduction in expense level.
- Although interest rates are at a very low level, Tryg maintains mid-term targets.

Upcoming roadshows

Date	Place	Participants from Tryg	Arranged by
15 May 2012	Copenhagen	Morten Hübbe, CEO Tor Magne Lønnum, CFO Investor Relations	Nordea Markets
16 May 2012	Oslo, Norway	Tor Magne Lønnum, CFO Peter Brondt, IR Manager	SEB Enskilda
21 May 2012	London	Tor Magne Lønnum, CFO Peter Brondt, IR Manager	Cheuvreux Conference
23 May 2012	London	Morten Hübbe, CEO Peter Brondt, IR Manager	Autonomous Conference
23 May 2012	Stockholm	Tor Magne Lønnum, CFO Lars Møller, IR Director	SEB Enskilda
24 May 2012	London	Morten Hübbe, CEO Peter Brondt, IR Manager	Danske Markets
25 May 2012	Edinburgh	Morten Hübbe, CEO Peter Brondt, IR Manager	Danske Markets
4-6 June 2012	USA	Lars Møller, IR Director	Handelsbanken
13 June 2012	Brussels	Tor Magne Lønnum, CFO Lars Møller, IR Director	Goldman Sachs Conference
19 June 2012	London	Executive Management Investor Relations	Tryg's Capital Markets Day 2012