

Q2 2012 results

Webcast presentation

14 August 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.

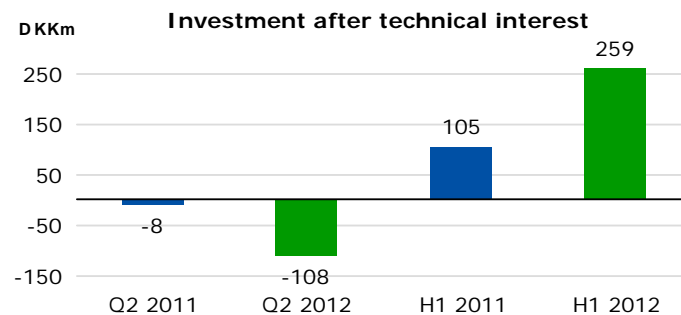
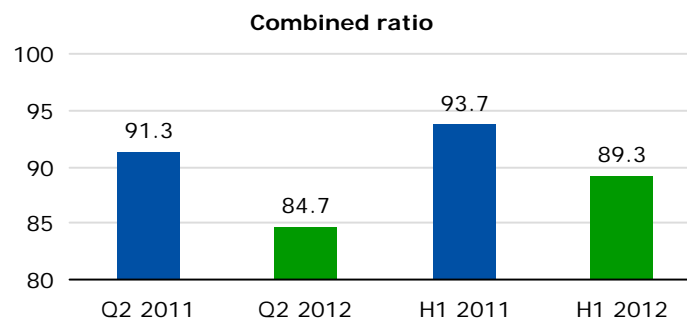
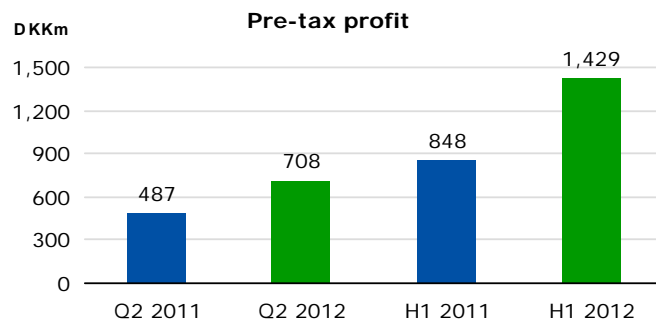
Should one or more of these risks or uncertainties materialise or should any underlying assumptions prove to be incorrect, our actual financial condition or results of operations could materially differ from that described herein as anticipated, believed, estimated or expected.

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 Q2 2012

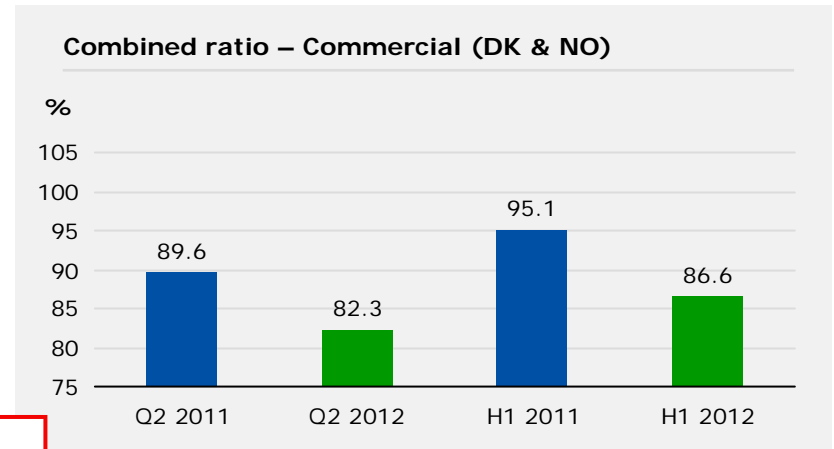
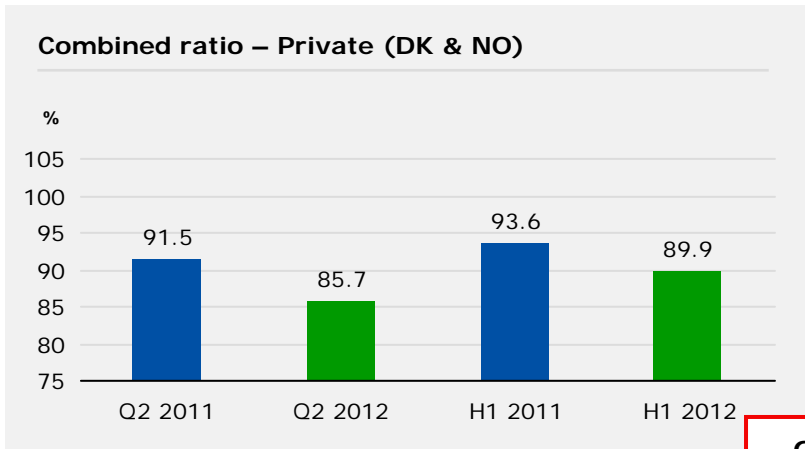
- Pre-tax profit up by 45% and technical result up by 65%

- Pre-tax profit of DKK 708m (DKK 487m).
Technical result of DKK 835m (DKK 507m).
Positive impact from weather and large claims and reinsurance.
- CR improvement of 6.6 pp to 84.7.
- Lower interest rate level affected CR negatively by 1.4 pp.
- Premium growth of 0.3% (1.3% in DKK).
- Return of DKK 41m in match portfolio. Return of 0.8% in the free portfolio.
- Revaluation of own domiciles.
- Return on equity of 21.5% after tax.
- S&P reconfirmed A-/stable rating.

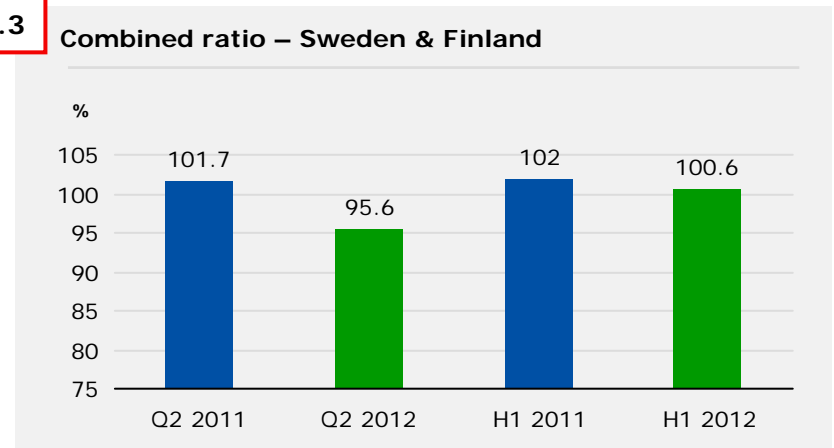
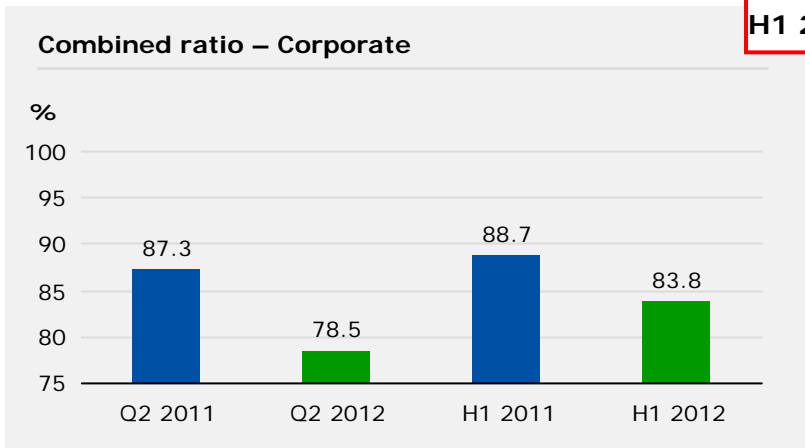


Lowest CR in 5 years

- Positive impact from weather and large claims and reinsurance
- Negative impact from lower interest rate level



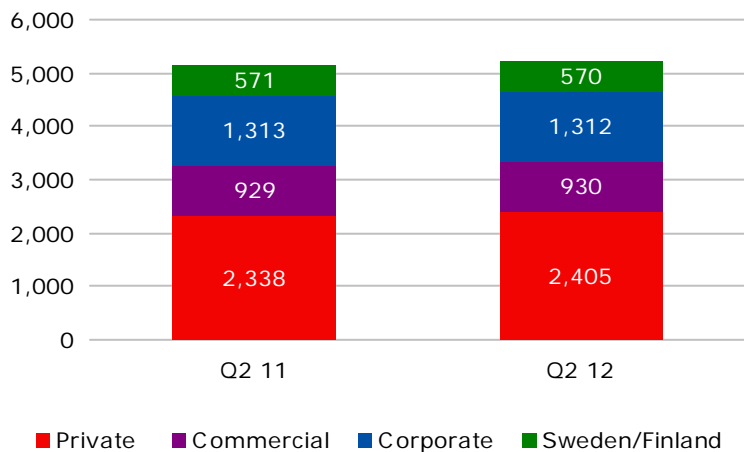
Group CR
Q2 2012: 84.7
H1 2012: 89.3



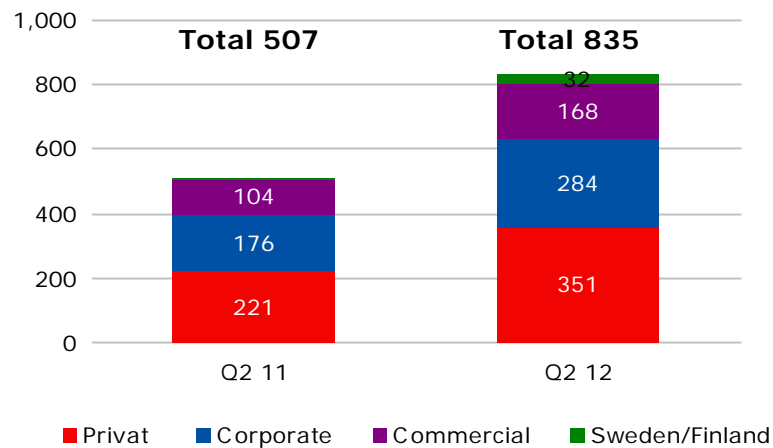
Moderate premium growth – better balanced technical result

- Moderate growth of 0.3% in local currency as expected (1.3% in DKK). Positive impact from price increases - negative impacted from a reduction in Commercial portfolio.
- Private up 1.6% in local currency (2.9% in DKK). Positive impact from price increases and higher retention level in Norway.
- Technical result grew from DKK 507m to DKK 835m; positively impacted by price increases and better balanced contribution from all areas.

Gross earned premiums, DKKm

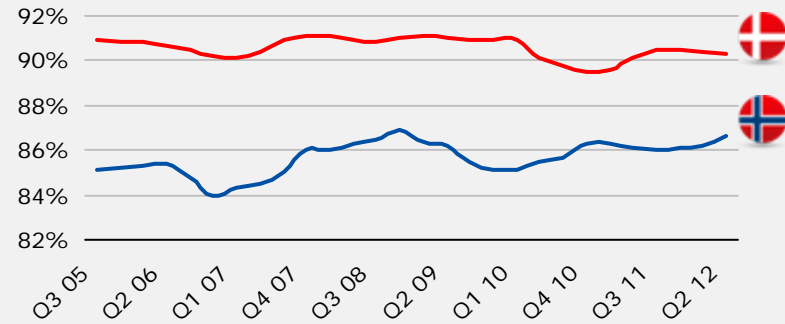


Technical result, DKKm

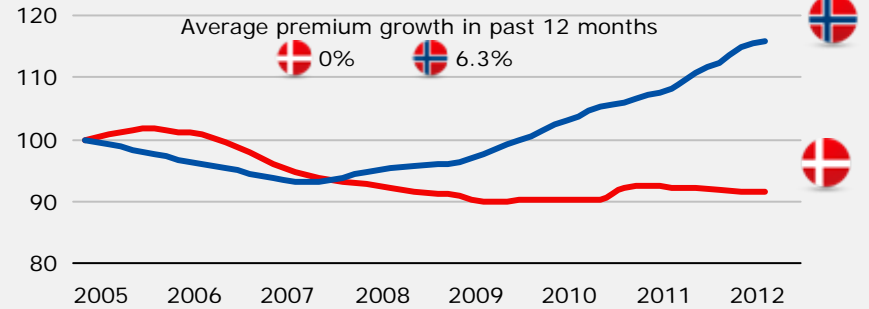


Retention remains high and average premiums going up

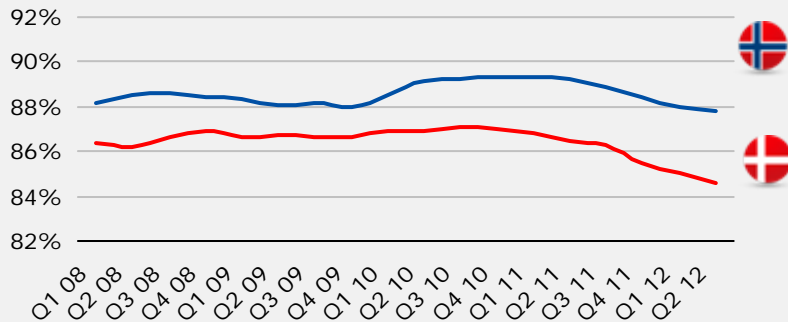
Private - retention rate



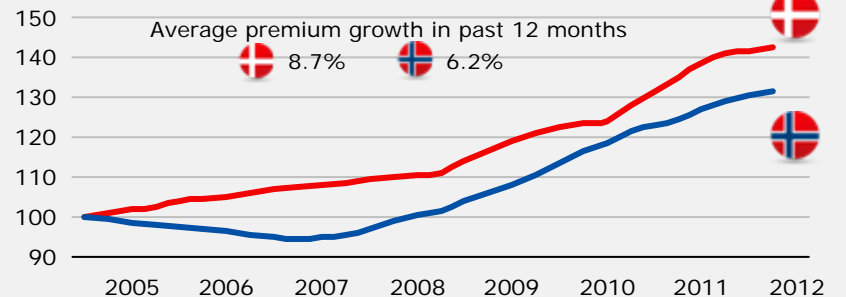
Motor insurance – average premium (index 2005 = 100)



Commercial - retention rate

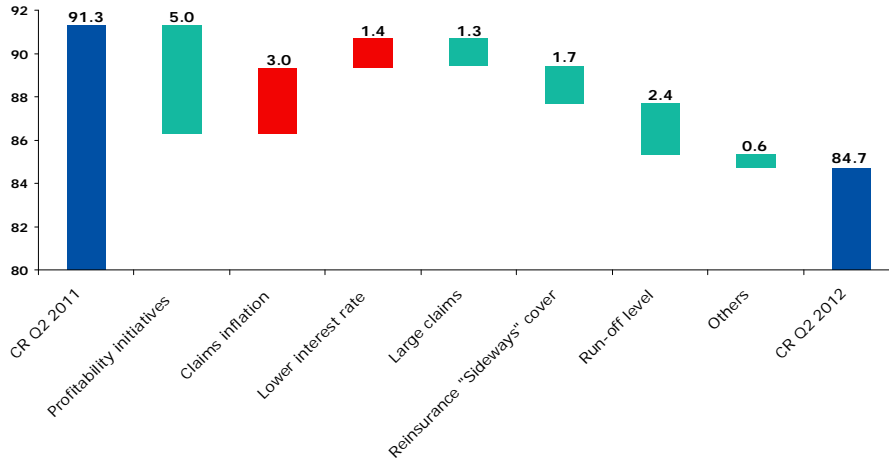


House insurance – average premium (index 2005 = 100)

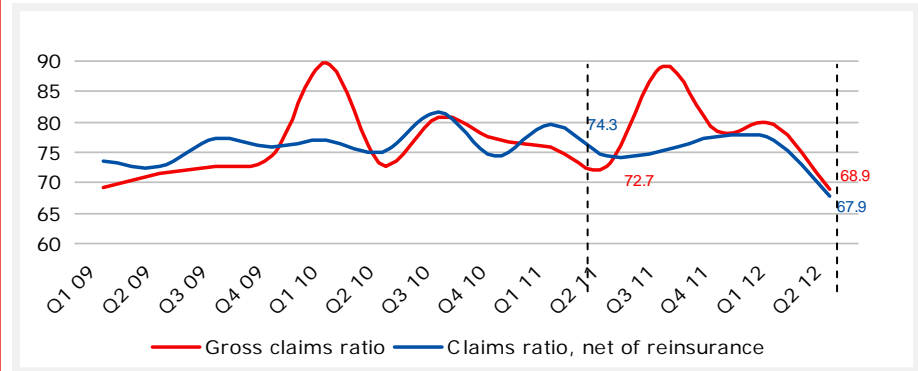


Combined ratio and claims ratios

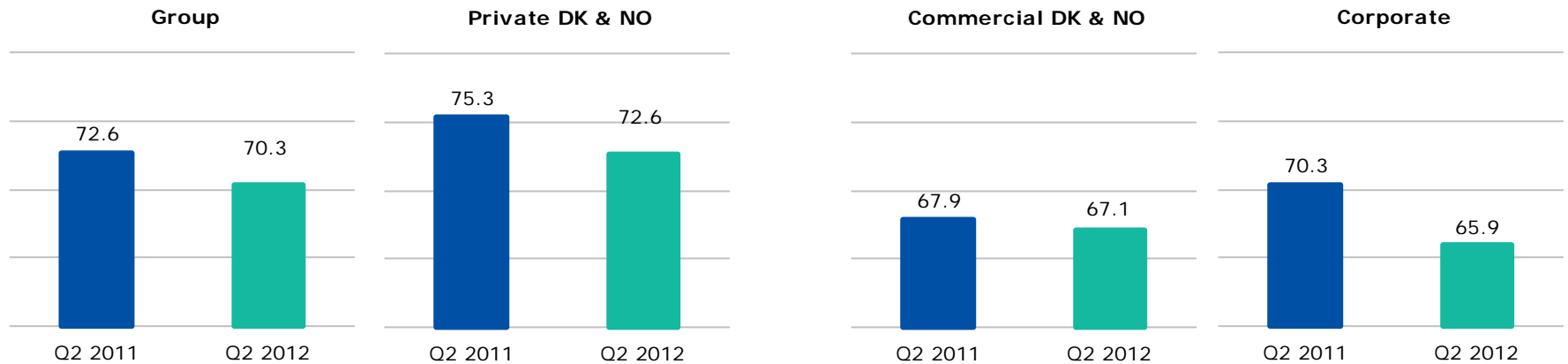
Combined ratio development - Group



Claims ratio development - Group



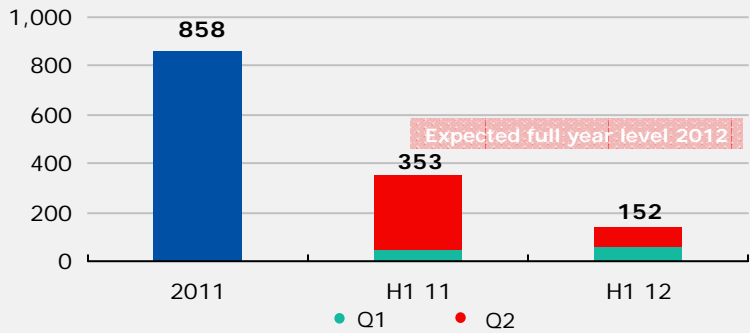
Underlying claims ratios



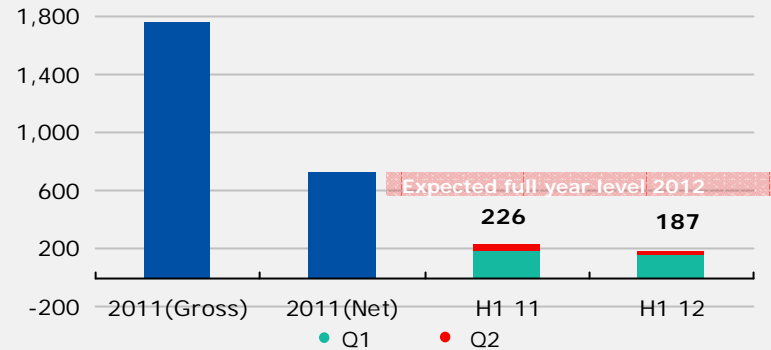
Large claims, weather claims and run-off

- run-off impacted by extraordinary reinsurance recovery

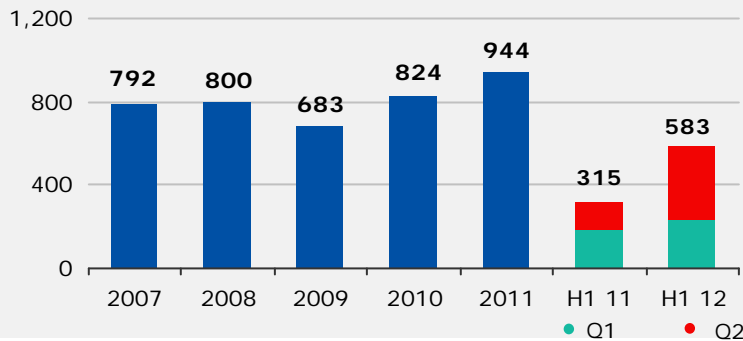
Large claims, gross DKKm



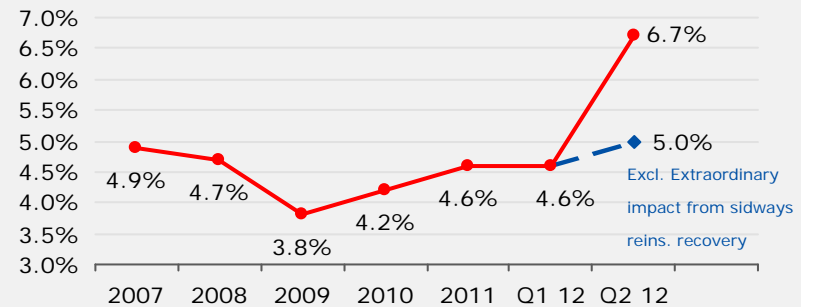
Weather claims, DKKm



Run-off net, DKKm



Run-off net, effect on combined ratio



Investment result Q2 2012

Assets

DKK 35bn

DKK 9bn

Return Q2 2012

Gross investment return

	Return	DKKm
Bonds	(1.3%)	507
Equities	(-5.0%)	-99
Real estate	(3.3%)	70
Total	(1.1%)	478

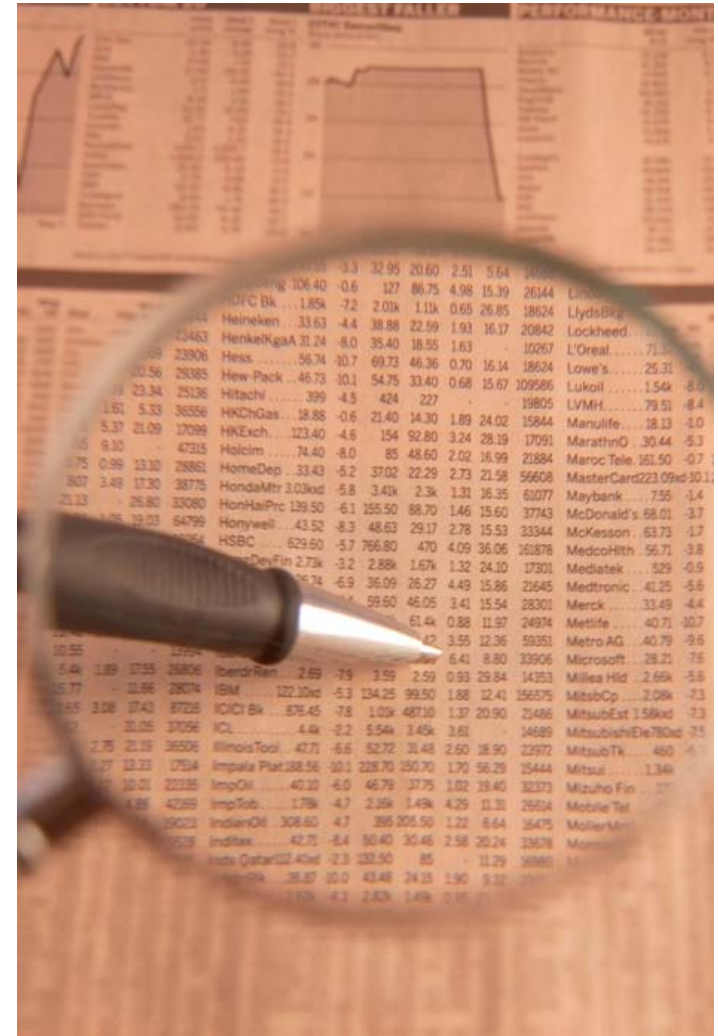


Match

Mismatch Q2 DKK +41m

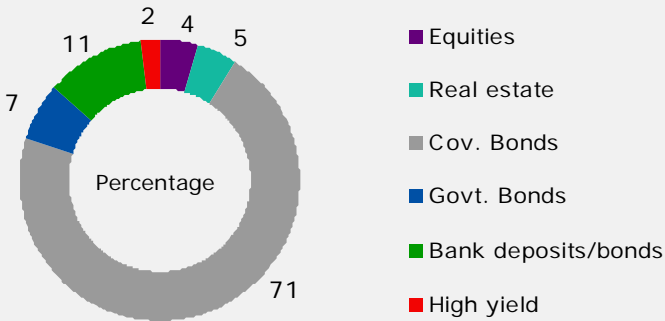
Free investment

Result DKK 53m
Return 0.8%

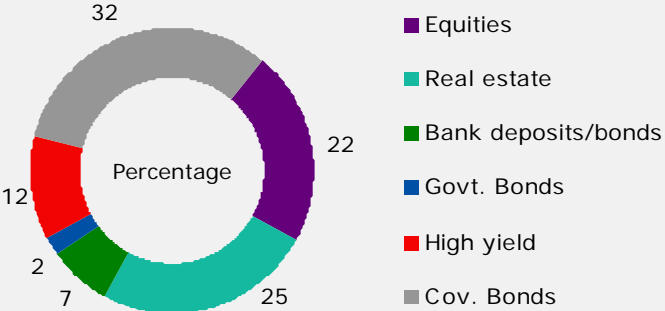


Assets allocation

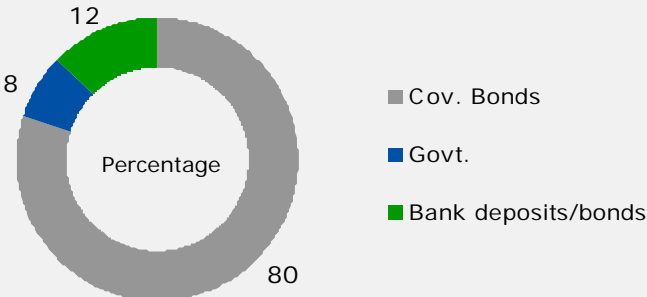
Total assets – Q2 2012



Free portfolio – Q2 2012

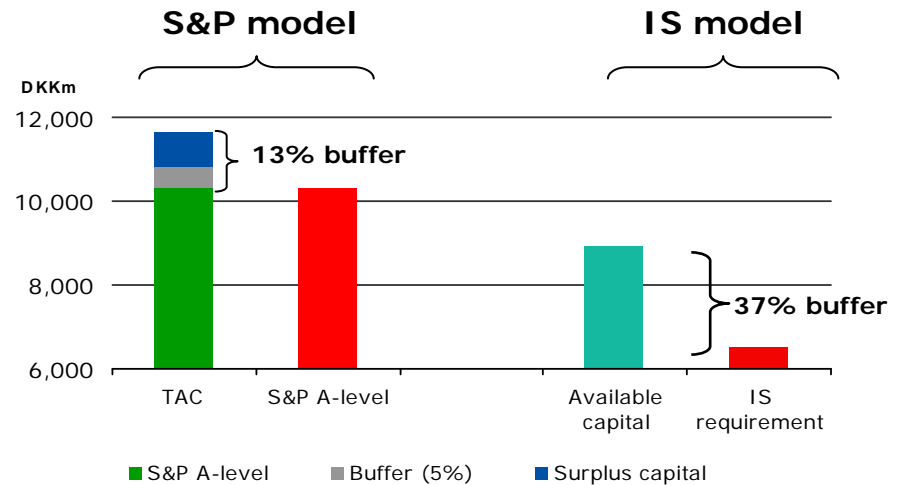


Match portfolio – Q2 2012

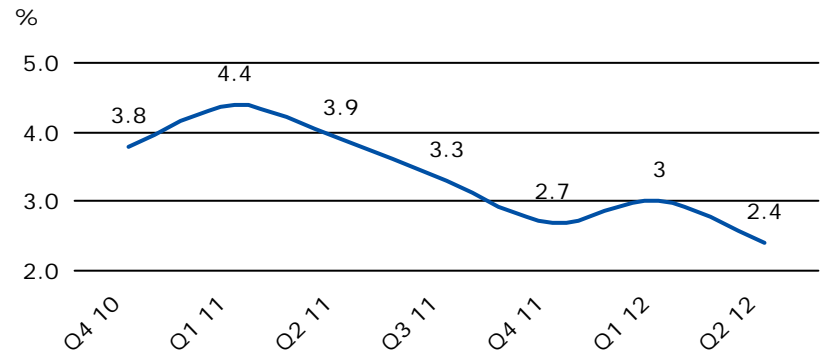


Capitalisation

- Capital buffer based on S&P's capital model increased to 13% (Q1: 9%) and impacted by:
 - Strong Q2 2012 result
 - Strengthening of pension obligation in Norway of DKK 143m post tax.
 - Lower capital requirement related reallocation of bond portfolio to better rating classes.
- Capital buffer based on the Individual Solvency (IS) model increased to 37% (Q1: 26%).

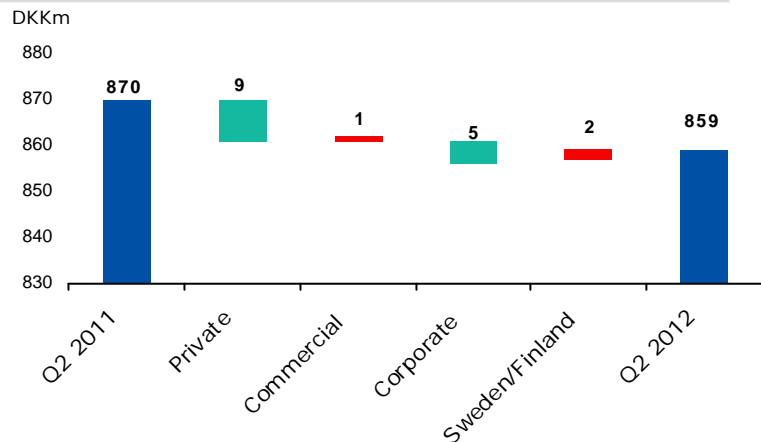


Pension scheme Norway - discounting rate

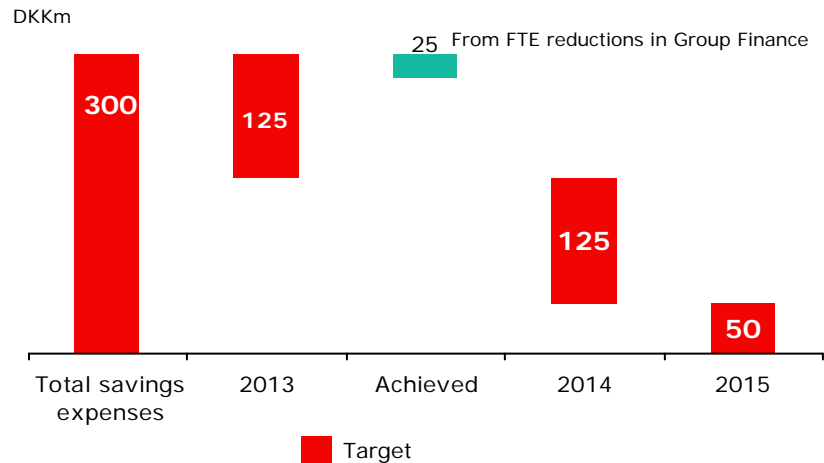


Expenses, employees and follow up on cost reduction programme - Q2 2012

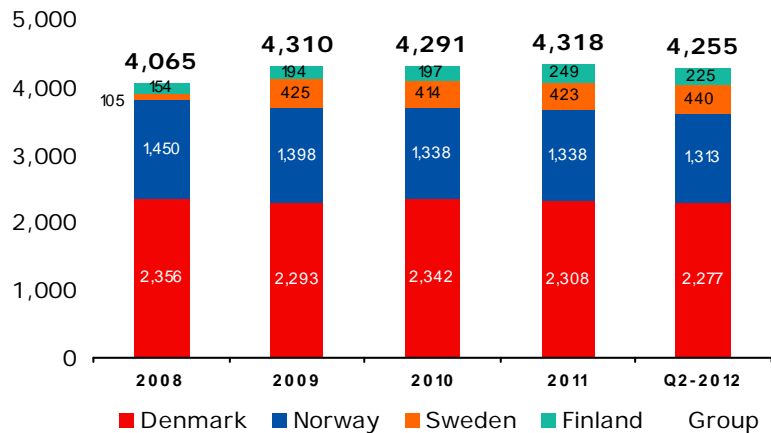
Expenses



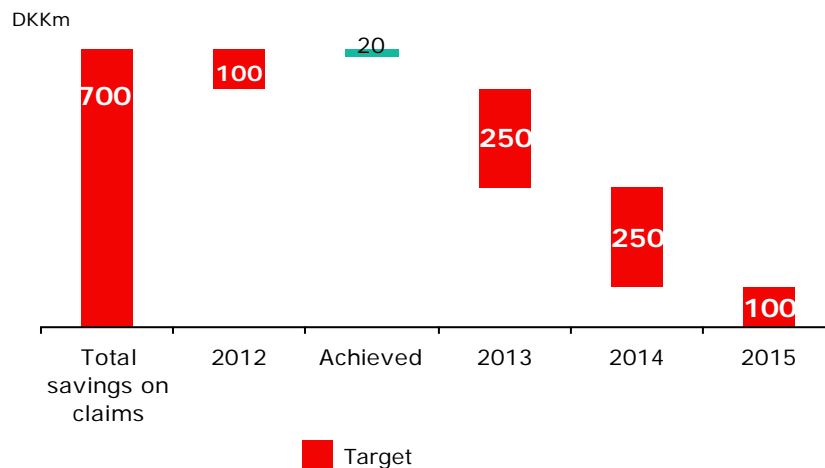
Targeted and achieved savings in expenses



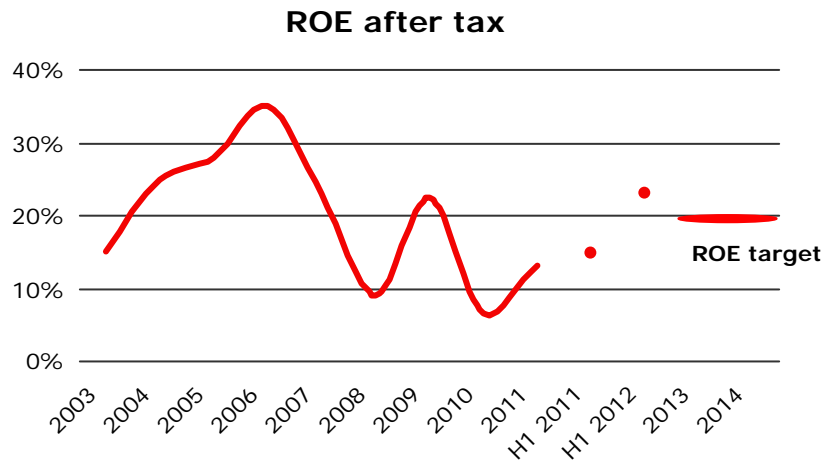
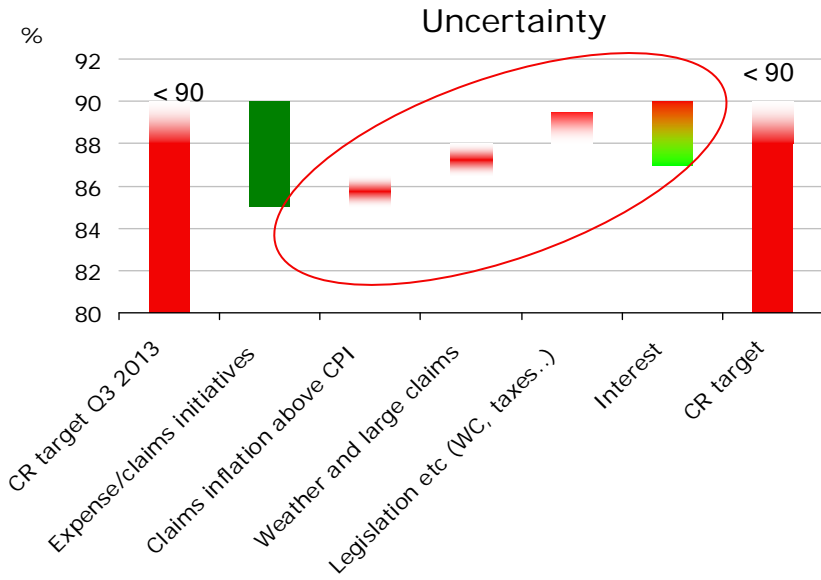
Number of employees



Targeted and achieved savings on claims



Combined ratio target



CR at 90 or below from Q3 2013

ROE 20%

Upcoming roadshows

Date	Place	Participants from Tryg	Arranged by
15 August 2012	Copenhagen	Morten Hübbe, CEO Tor Magne Lønnum, CFO Lars Bonde, Group EVP Investor Relations	Carnegie
17 August 2012	Oslo, Norway	Tor Magne Lønnum, CFO Lars Møller, IR Director	Nordea
20-21 August 2012	London	Morten Hübbe, CEO Lars Møller, IR Director	ABG
21 August 2012	Toronto	Tor Magne Lønnum, CFO Peter Brondt, IR Manager	Macquiere
22 August 2012	Boston	Tor Magne Lønnum, CFO Peter Brondt, IR Manager	Macquiere
23 August 2012	Zürich/ Geneve	Lars Møller, IR Director	Carnegie
23-24 August 2012	New York	Tor Magne Lønnum, CFO Peter Brondt, IR Manager	Macquiere
5 September 2012	Paris	Tor Magne Lønnum, CFO Lars Bonde, Group EVP Peter Brondt, IR Manager	Morgan Stanley
5 September 2012	Stockholm	Lars Møller, IR Director	Carnegie Nordic Small/ Midcap Seminar
10 September 2012	Vienna	Lars Møller, IR Director	Berenberg
10 October 2012	Copenhagen	Morten Hübbe, CEO Lars Møller, IR Director	Handelsbanken Nordic Insurance Seminar