



Webcast
Q3 2011 results

9 November 2011

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.

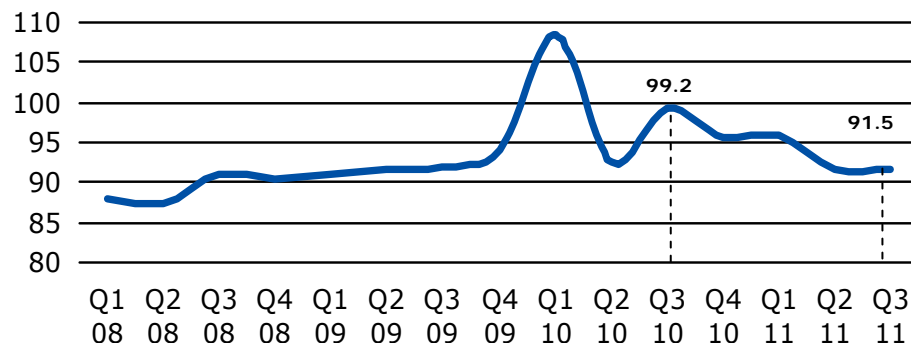
Should one or more of these risks or uncertainties materialise or should any underlying assumptions prove to be incorrect, our actual financial condition or results of operations could materially differ from that described herein as anticipated, believed, estimated or expected.

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.

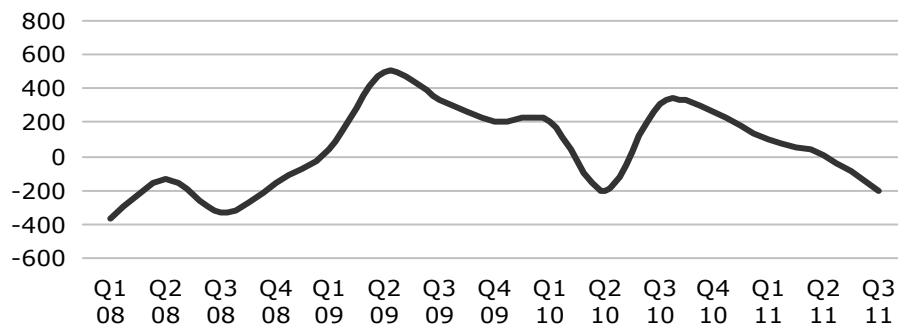
Highlights Q3 2011

- Technical result improved from DKK 74m to DKK 491m despite heavy cloudburst but helped by low level of large/medium claims.
- Combined ratio of 91.5 vs 99.2 in Q3 2010.
- Net investment result of DKK -205m stressed by equity loss of DKK 260m.
- 6.7% premium growth driven especially by Private Nordic with 9.3% growth.
- Claims ratio net of 75.2 compared with 82.9 in Q3 2010.
- Cost ratio stayed at 16.3 in Q3 2011.
- CR < 100 in both Sweden and Finland
- Strong capital position with 10% buffer.

Quarterly combined ratio

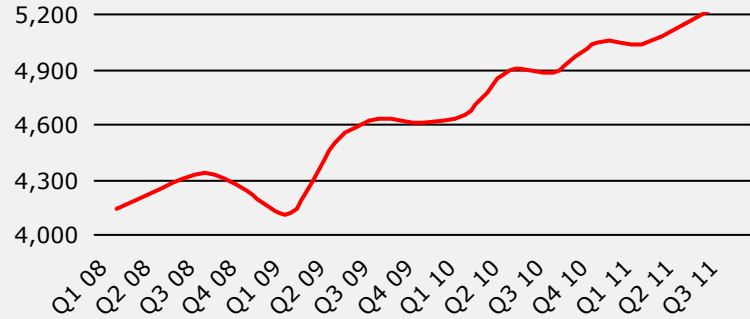


DKKm Investment result

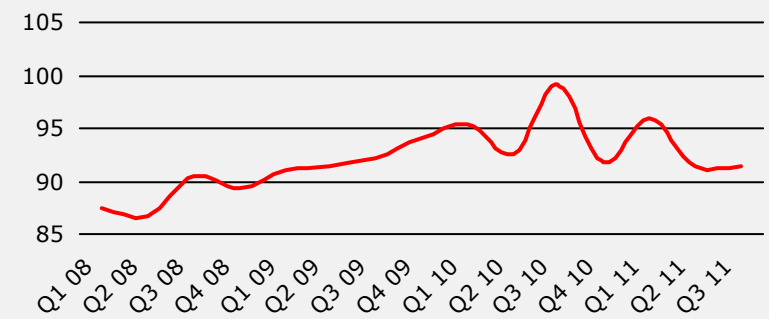


Group

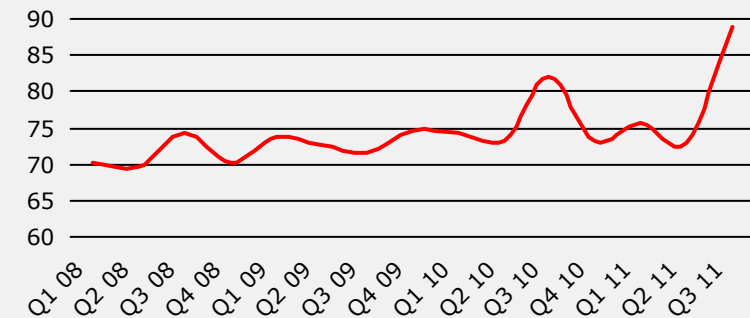
Gross premium, DKKm



Combined ratio (excl. winter 2010)



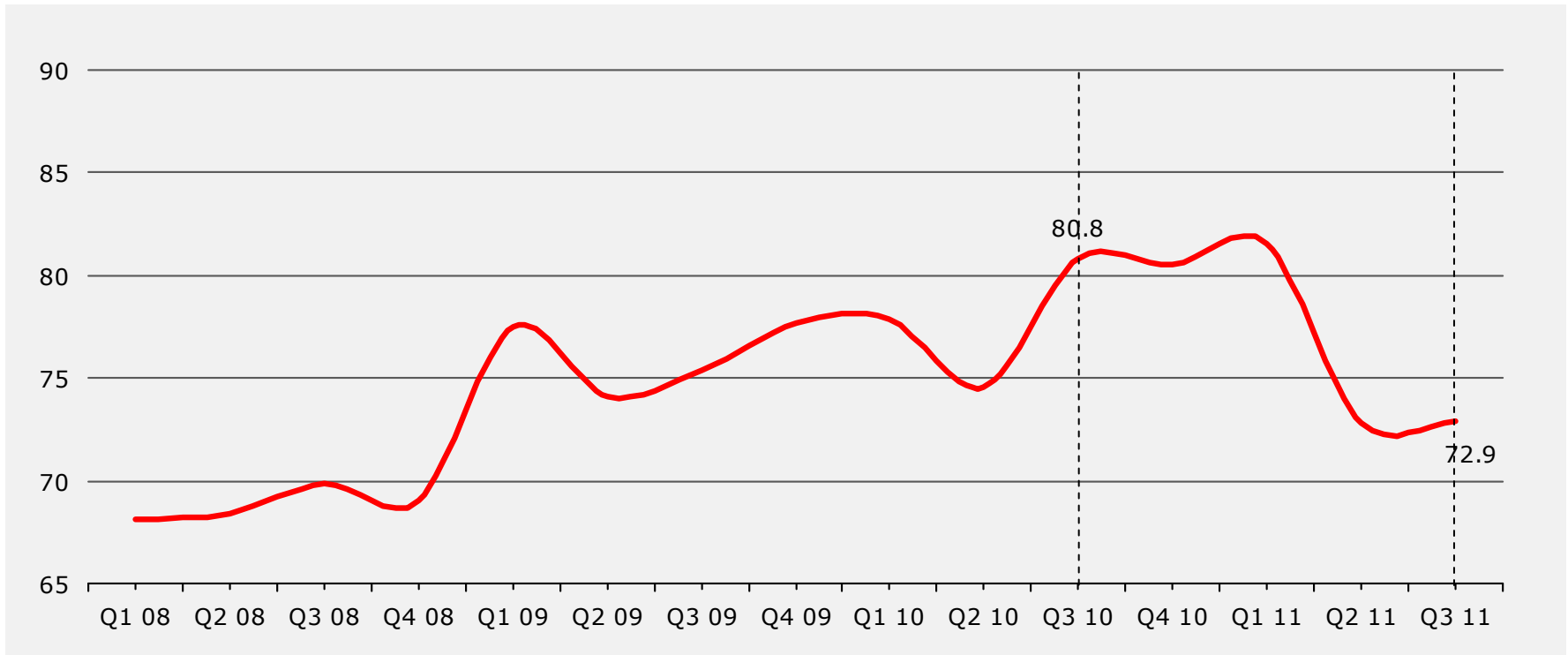
Claims ratio (excl. winter 2010)



Expense ratio

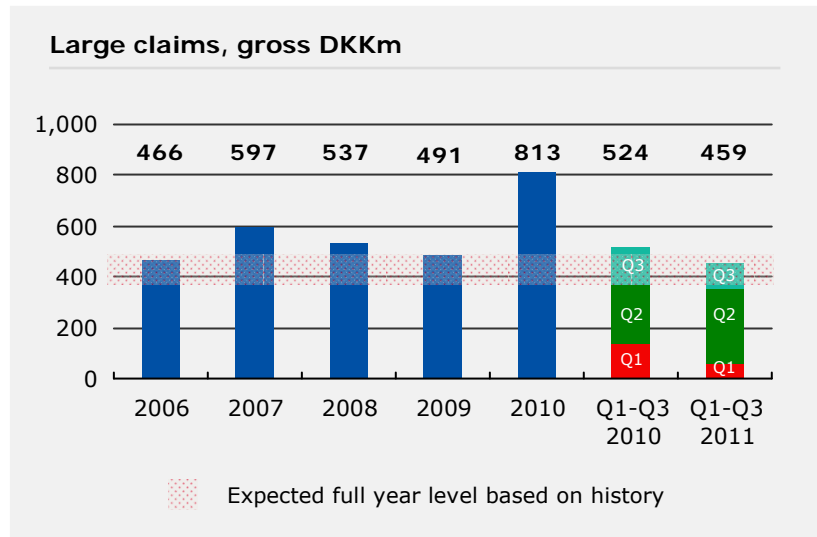


Underlying claims ratio Group

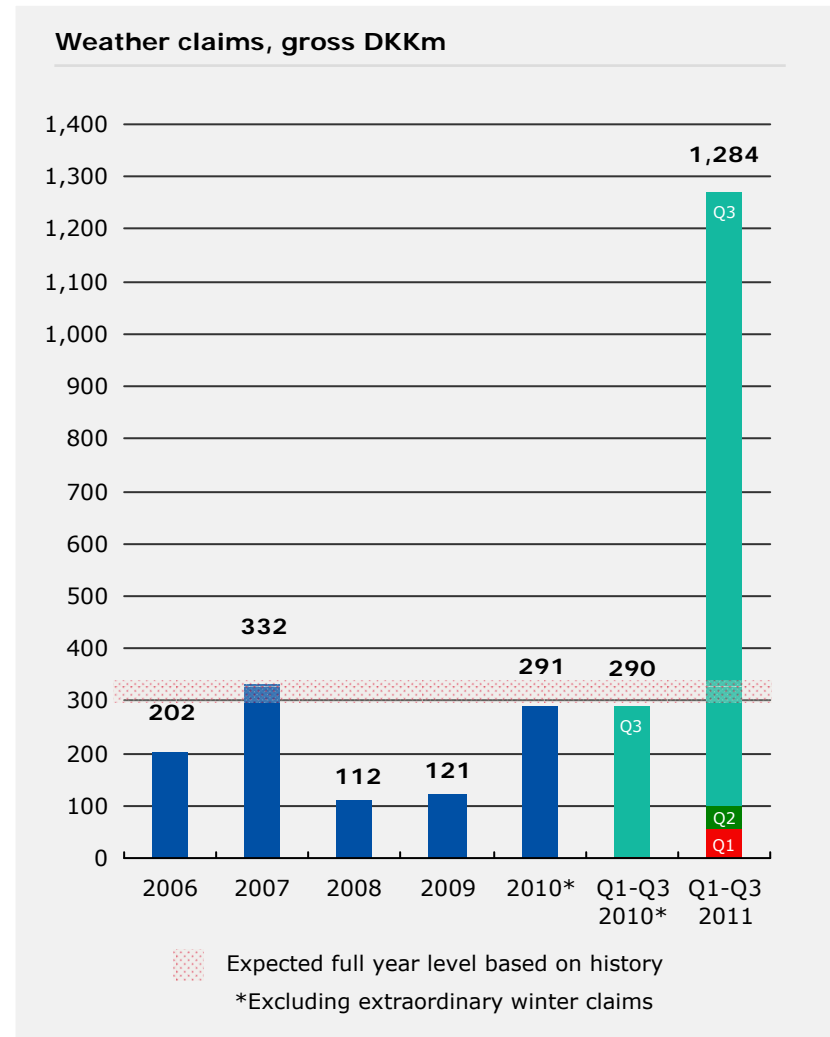


- Claims ratio is adjusted for items that fluctuate and distort quarterly results
 - weather claims, incl. extraordinary winter in Q1 and Q4 as reported in annual report 2010
 - large claims
 - run-off
 - discounting

Large and weather claims development



- Large claims gross amounted to DKK 107m in Q3 2011 against DKK 150m in Q3 2010.
- Large claims net amounted to DKK 111m in Q3 2011 against DKK 150m in Q3 2010.
- Heavy rain in Copenhagen on 2 July resulted in gross claims of DKK 1.1bn. Net impact of DKK 190m.



Status on Q3 cloudbursts

Facts:

- 22,500 claims reported in Q3 of which 19,200 related to 2 July.
- ~ 50% of claims are settled - especially Private.
- Gross claims 2 July expected to be DKK 1.1bn.
- Net claims DKK 100m + reinstatement premium of DKK 90m.

Initiatives:

- Requirement to introduce claims preventing measures
- Changed coverage and increased self retention in basements.
- Price increases on property 2011/2012.
- New contents insurance to be launched in 2012.

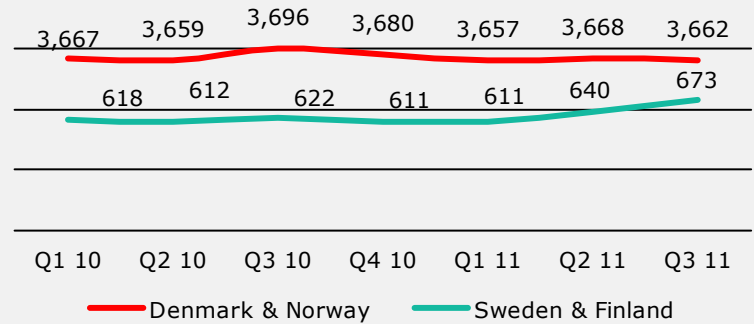


Expenses

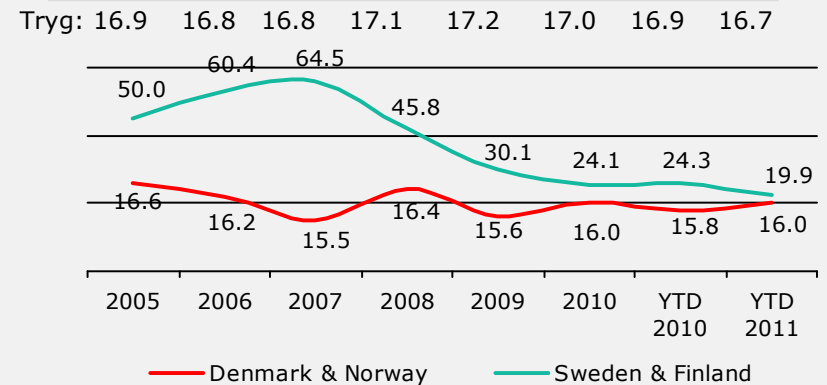
- Expense ratio unchanged 16.3 in Q3 2011
- Continued focus on cost reduction through:
 - Optimising distribution
 - Paperless processes
 - Internal recruitment



Number of employees

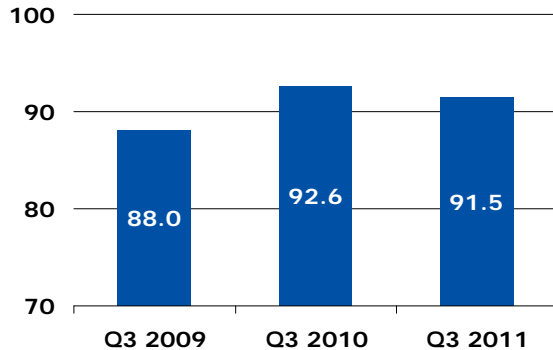


Expense ratio



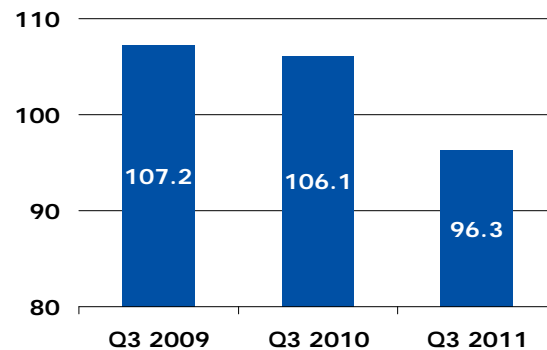
Segment performance in Q3 2011

Private Nordic - CR



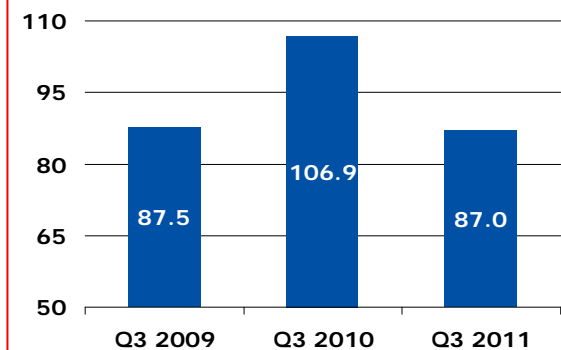
- 9.3% premium growth in local currency (11.1% in DKK).
- Customer retention increased from 89.8 at H1 2011 to 90.5.
- Average premium per customer increased 7% in Denmark and 3% in Norway.
- Claims ratio net improved from 77.4 to 76.0 despite negative impact from cloudburst.

Commercial Nordic - CR



- 1.3% premium growth in local currency (2.2% in DKK).
- Initiatives progresses as planned but customer retention impacted in both DK and NO.
- Tough macro and market conditions in Denmark for SME customers impact new sales.
- Claims ratio net improved from 81.6 to 72.4 despite impact from cloudburst (4 percentage points).
- Fewer medium size claims in Q3 2011

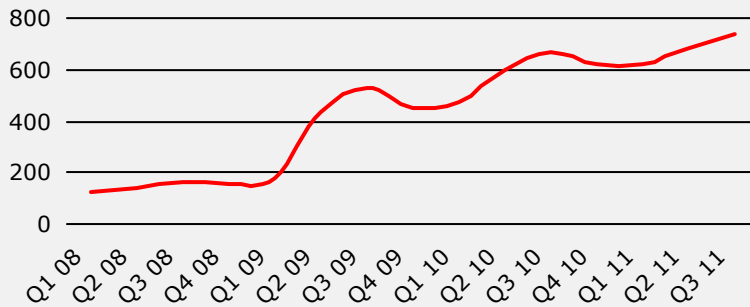
Corporate Nordic - CR



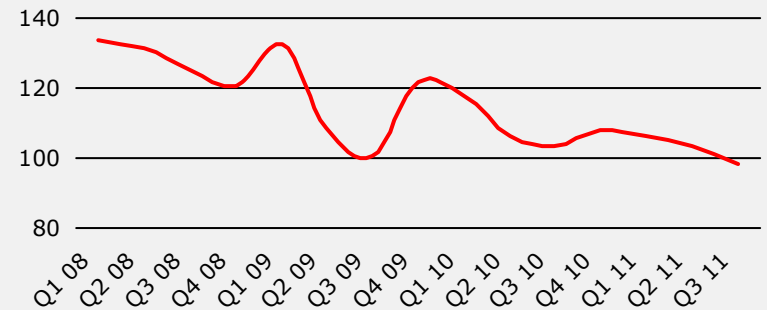
- Strong improvement in CR helped by lower level of large claims whereas cloudburst had a negative impact.
- Still tough market conditions in all countries.
- Claims ratio net improved from 95.4 in Q3 2010 to 75.7.
- Underlying claims development improved.

Sweden and Finland

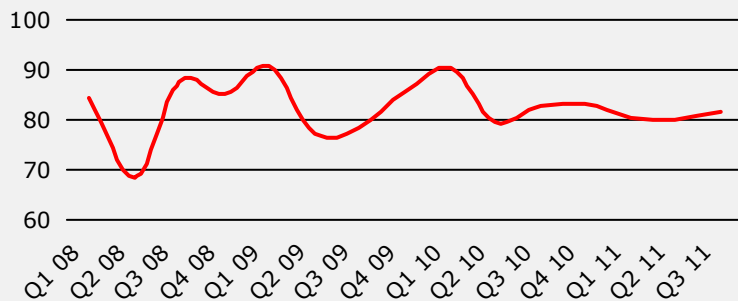
Gross premium, DKKm



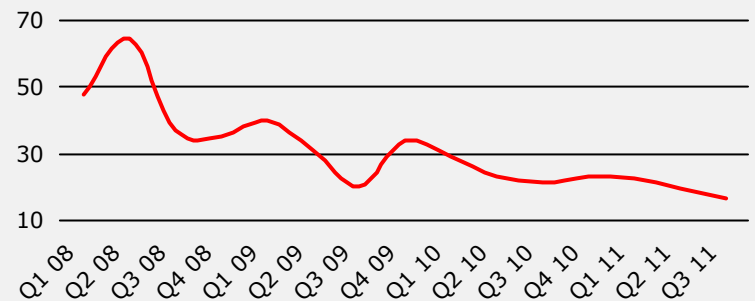
Combined ratio



Claims ratio



Expense ratio



Investment result Q3

Assets

DKK
32.8bn

DKK
9.4bn

Return Q3 2011

Gross investment return
(DKKm)

Bonds 997

Equities -260

Real Estate 54

Total 791



Match
Mismatch **DKK 123m**
~ 0.4%

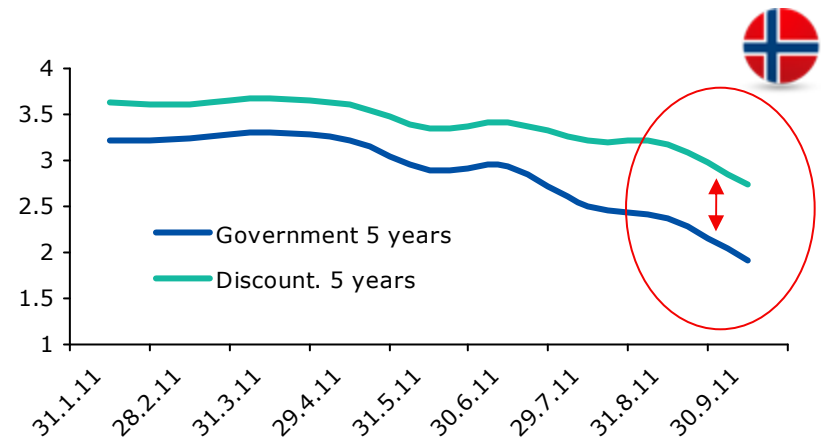
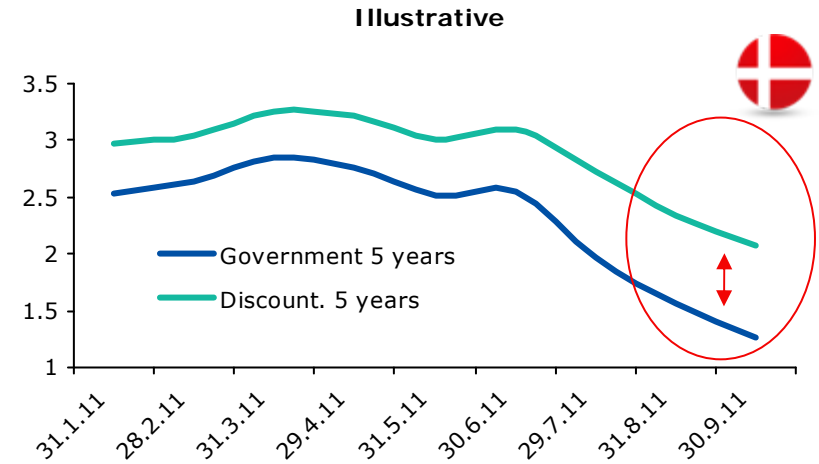
Free investment

Result **DKK -237m**
Return **-2.1%**
(≈ -8.4% p.a.)



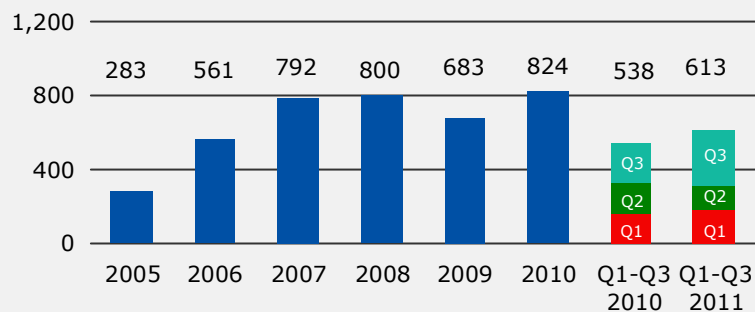
Investment result Q3

- The discounting is defined using Euro zone interest rates but due to costs, the matching is to a large extent done in the Nordic markets.
- When the developments in the EURO zone and the Nordic countries are aligned, this does not impact the matching.
- Financial situation in Europe moved funds to the Nordic markets thereby bringing the two zones out of sync.
- The widening of the spread between Nordic bonds and the discounting rate resulted in positive impact on the match portfolio.

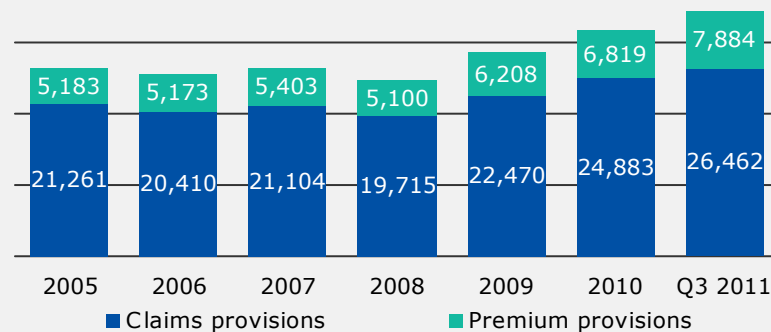


Provisions and run-off

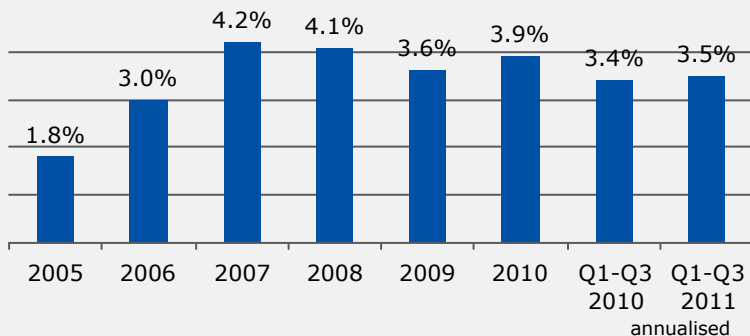
Run-off net, DKKm



Insurance provision, DKKm

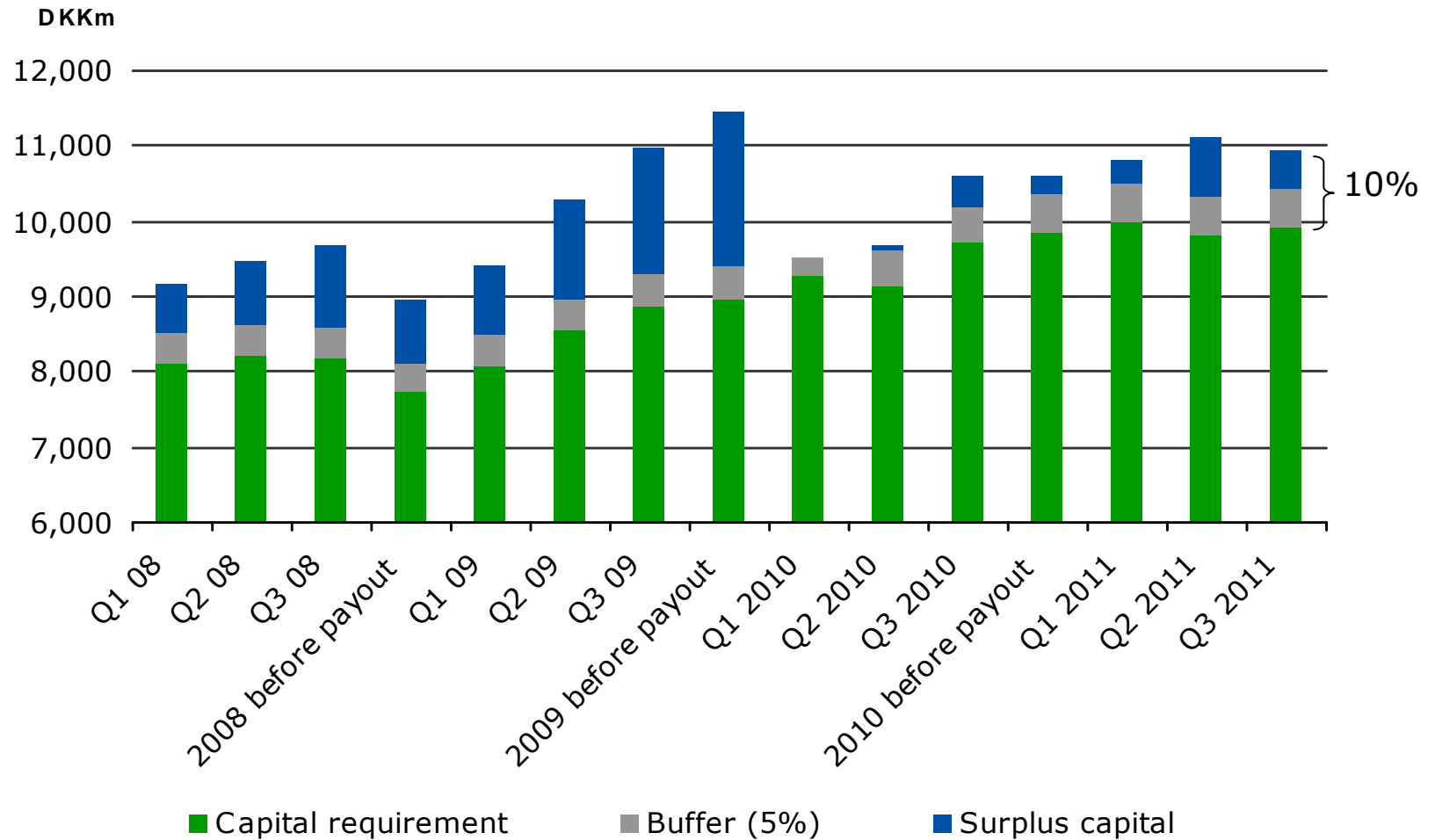


Relative run-off



- Run-off in Q3 2011 of DKK 298m vs. DKK 211m in Q3 2010
- Relative run-off 5.6% in Q3 2011 vs. 4.3 in Q3 2010

Capitalisation



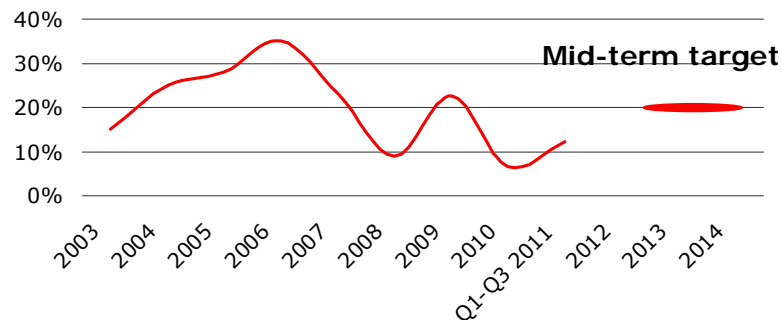
Outlook

Mid-term

- Mid-term target is return on equity of 20% after tax.
- This implies a combined ratio in the level of 90% including potential run-off and at current interest rate level.

- Q3 result as expected according to mid-term target.
- Extra focus on claims prevention and claims initiatives in continuation of July's cloudburst.
- Increasing interest rates will support a lower combined ratio.

ROE after tax



Annual impact from price increases

	2011	2012
Before	DKK 1bn	DKK 0.6bn
New	DKK 1bn	DKK 1.0bn

Upcoming roadshows

Date	Place	Participants from Tryg	Arranged by
10 November 2011	Oslo, Norway	Morten Hübbe, CEO Tor Magne Lønnum, CFO Ulrik Andersson, IR Director	DnBNOR
11 November 2011	Copenhagen	Morten Hübbe, CEO Tor Magne Lønnum, CFO Lars Bonde, Group EVP Investor Relations	Danske Markets
14 November 2011	Zurich	Tor Magne Lønnum, CFO Lars Bonde, Group EVP Ulrik Andersson, IR Director	Danske Markets
14 November 2011	Philadelphia	Lars Møller, IR Manager	Carnegie
15 November 2011	Boston	Tor Magne Lønnum, CFO Lars Møller, IR Manger	Carnegie
16-17 November 2011	New York	Tor Magne Lønnum, CFO Lars Møller, IR Manger	Carnegie
23-24 November 2011	London	Morten Hübbe, CEO Peter Brondt, IR Manager	Carnegie
23 November 2011	Vienna	Ulrik Andersson, IR Director	ABG
29 November 2011	London	Morten Hübbe, CEO Ulrik Andersson, IR Director	Berenberg European Conference

For further information, please visit tryg.com/investor

