



**UBS – Nordic Financial Services Conference
10 September 2009 - Christine Bosse, CEO**

The strength of the top line

The search for growth

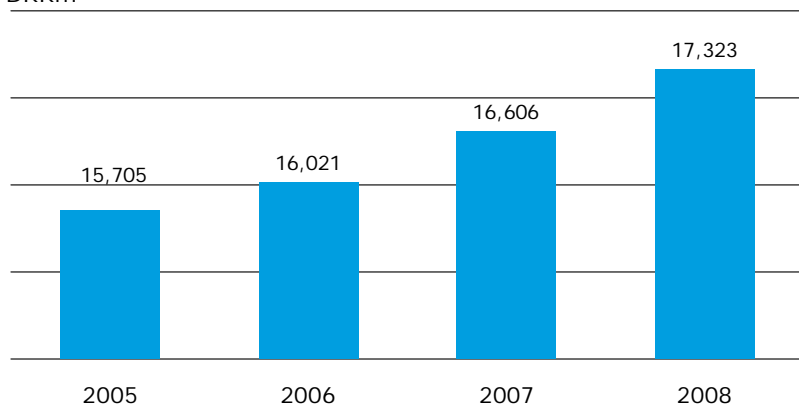
'Normalised' capital needs

Looking to the 'post-crisis' landscape

TrygVesta

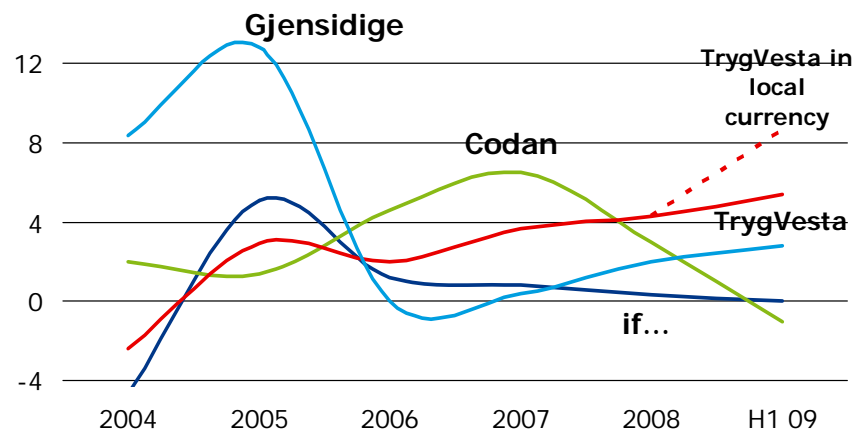
Gross premium income

DKKm

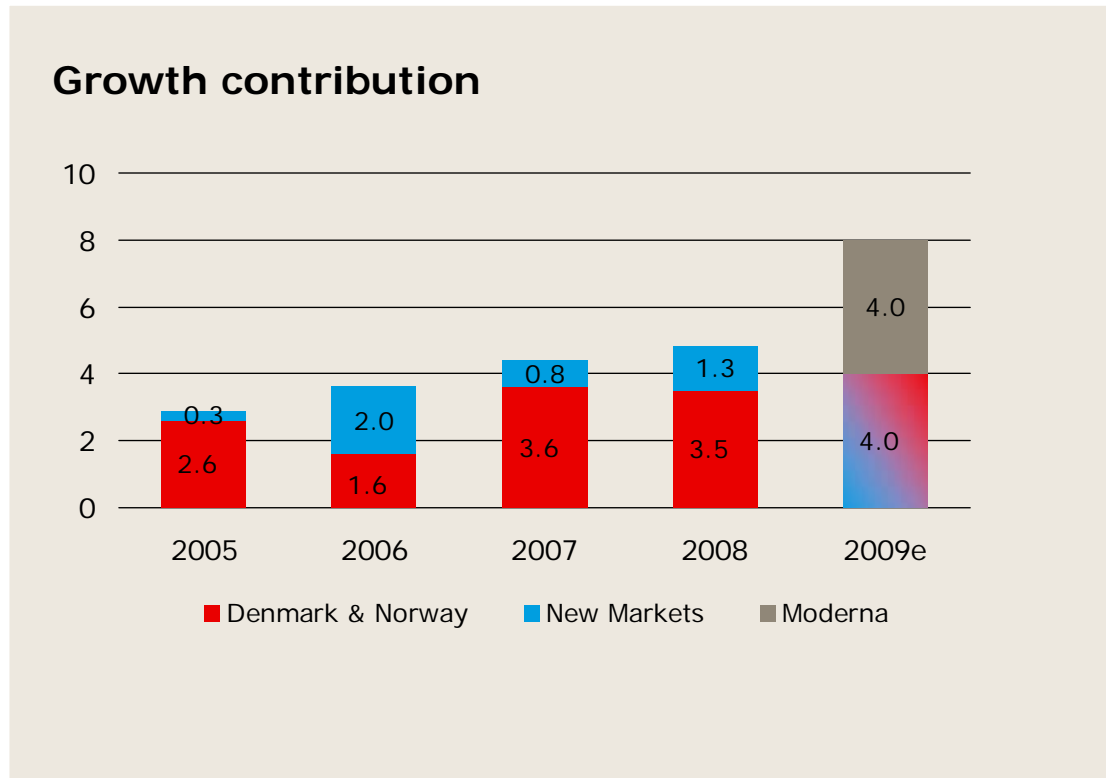


The market

Premium growth in %

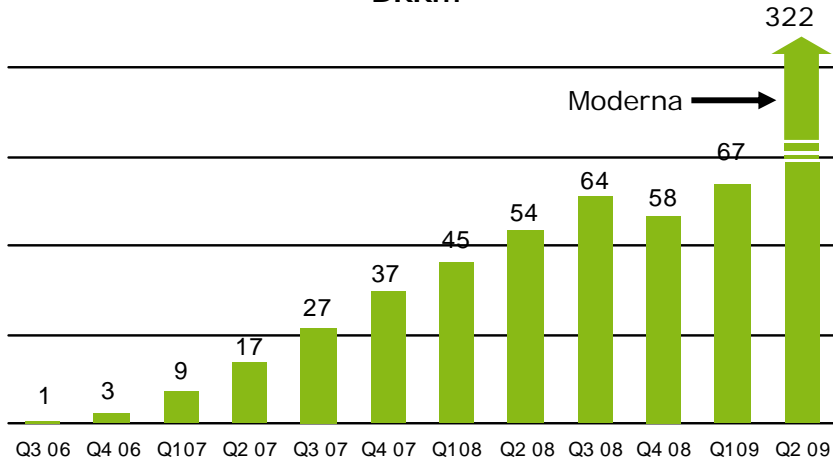


New and old markets contribution to premium growth 2005 - 2009

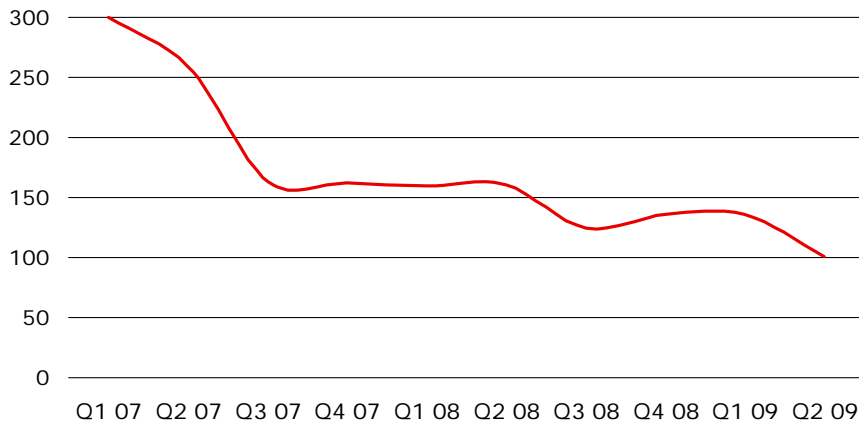


Moderna adds growth and creates break-even

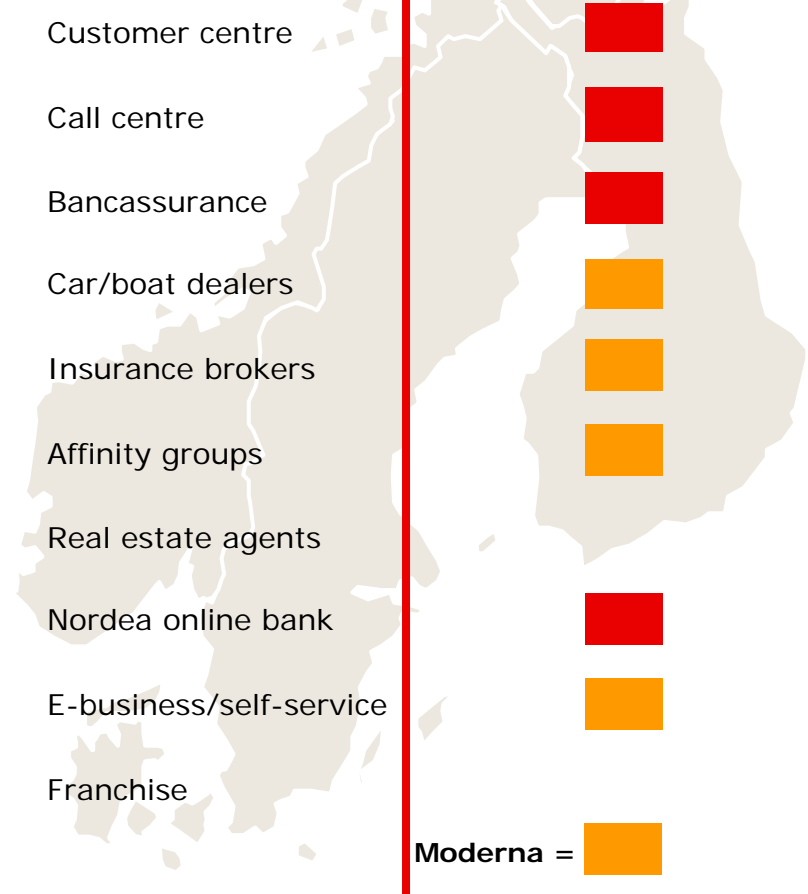
Gross premiums (incl. Moderna)
DKKm



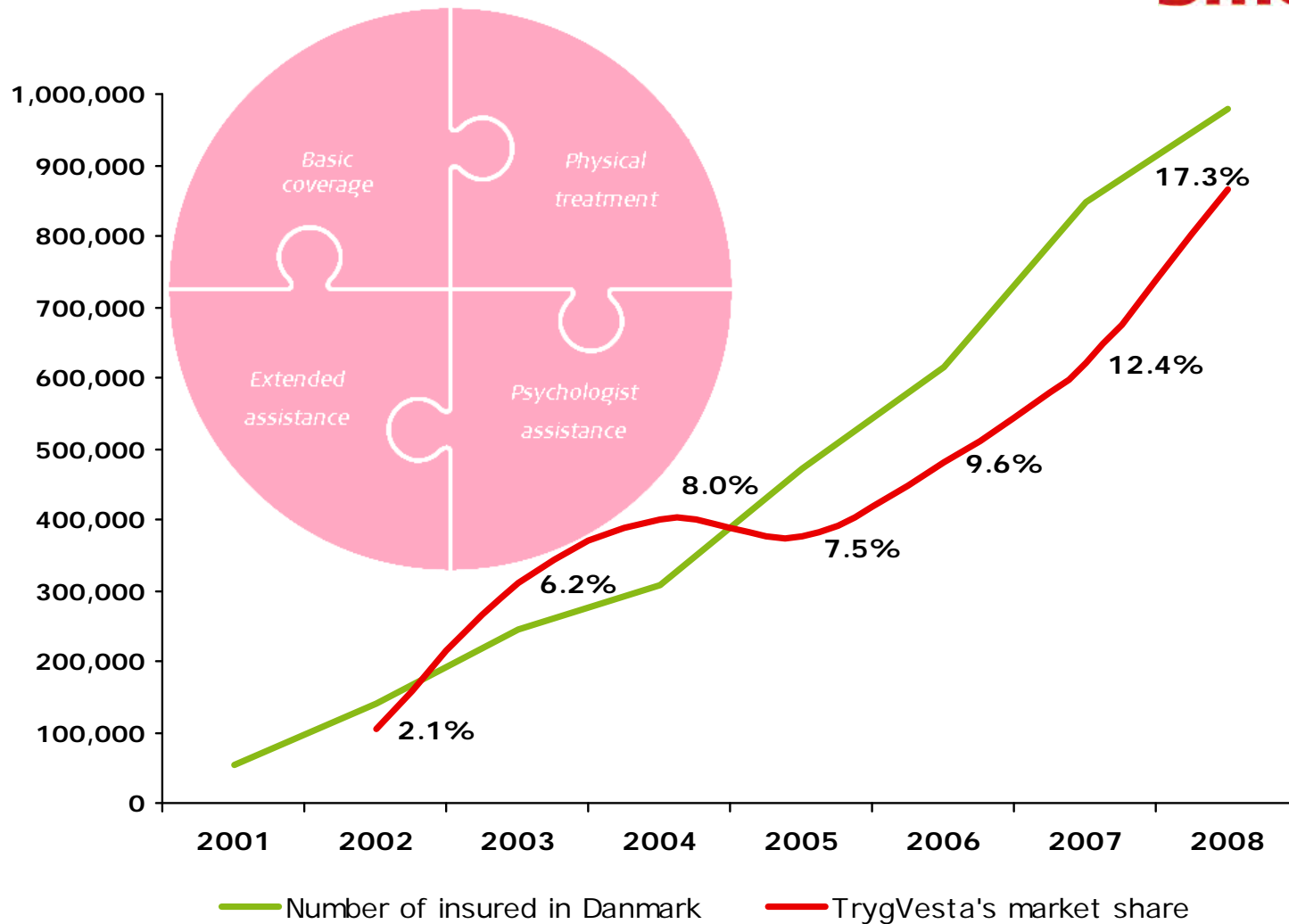
Combined ratio
Sweden (incl. Moderna in Q2 09)



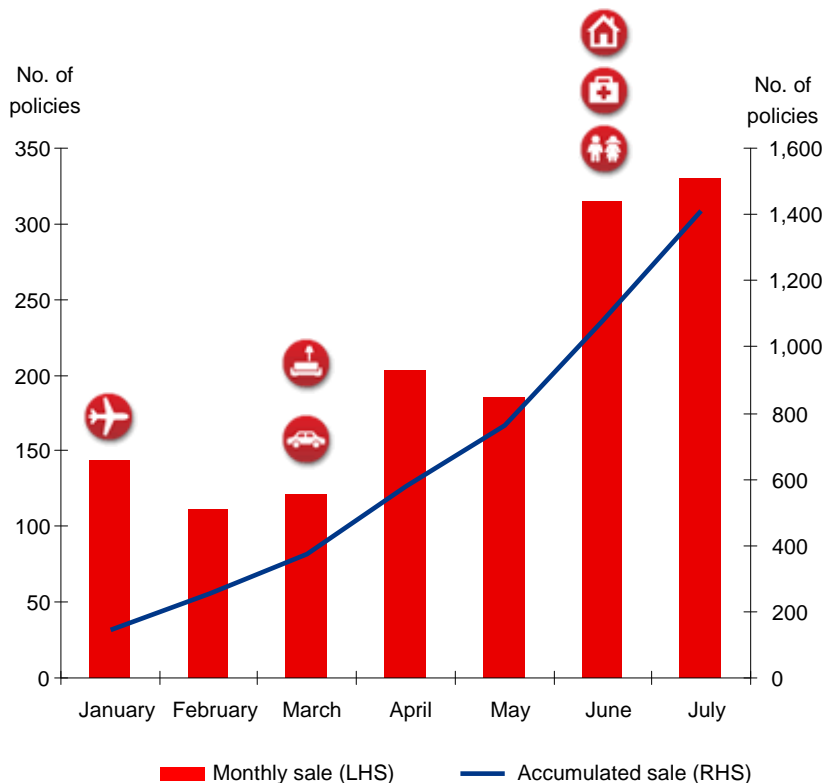
Distribution channel



Development in number of health care insured in Denmark



Self-service – adds growth



- Target to sell 10,000 policies in Denmark in 2009
- 1.7m visitors to home page January to July
- 142,000 visitors to "My-Page" in January to July. Increased by over 150% this year
- Branding campaign not launched yet
- 180,000 signed up for electronic communication (DK+NO)
- Web solution ("Bedrifts-net") launched for commercial and corporate customers. 25% penetration target by end 2009



No commissions or compensation in the sales process

No expenses in back-office and mailing

From the customers' point of view

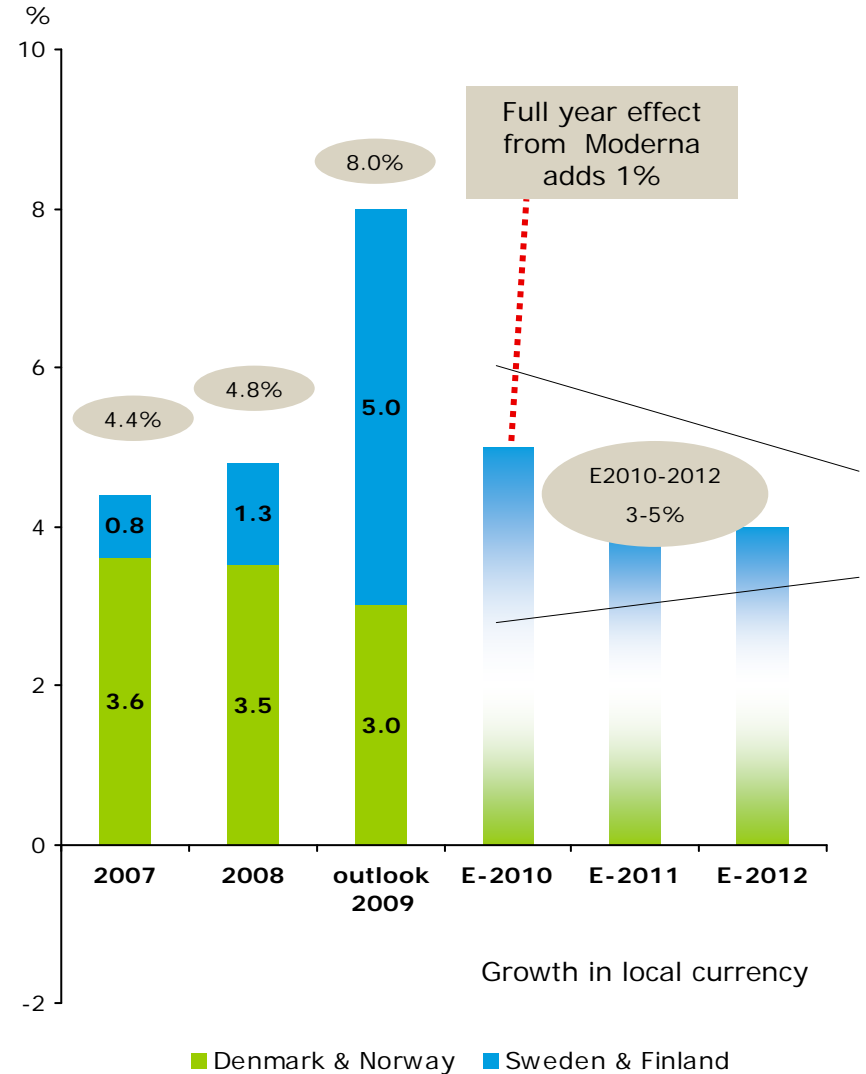
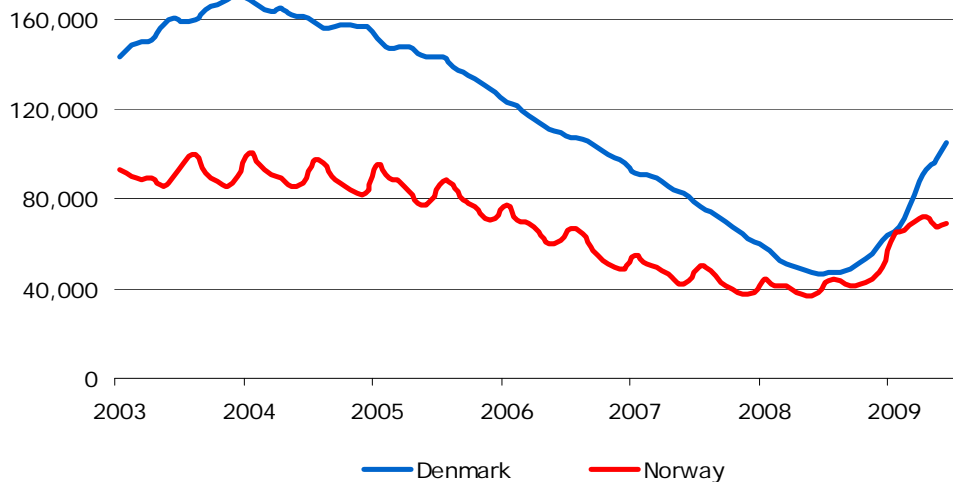
From the employees' point of view



Macro uncertainty will reduce growth outlook

- volume decline within workers' compensation due to unemployment
- fewer new cars sold, retention increase
- fewer new houses

Number of unemployed in Denmark and Norway



Recently implemented price increases add growth



Norway

	<u>Jul 07</u>	<u>Jan 08</u>	<u>Jul 08</u>	<u>Jan 09</u>
House building	2%	6%	1.8%	7.4%
Motor	4.8%	1.6%	1%	5.0%

Finland Apr 09

Motor	9%
House content	11%
Accident	11%
Holiday house	10%
Travel	10%
Motorcycle	13%

TrygVesta
Total effect of price increases*
2009 2010
 DKK 245m DKK 360m

Denmark

	<u>Jan 09</u>	<u>Apr 09</u>	<u>Jul 09</u>
House building	New product		
Health Care	15%		10%
Accident		15%	
Travel		20%	
Agriculture			10%

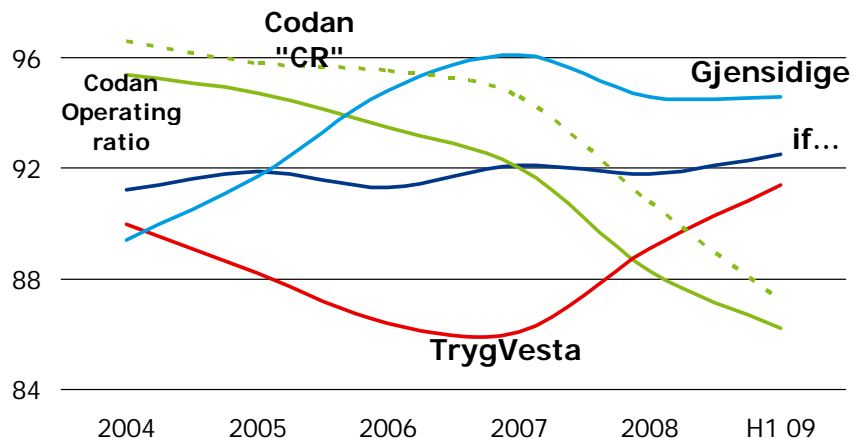
Sweden

	<u>Apr 09</u>	<u>Jun 09</u>
Motor	15%	
House building		8%
House content		5%
Accident		5%

*Including effect of price increases from 2008

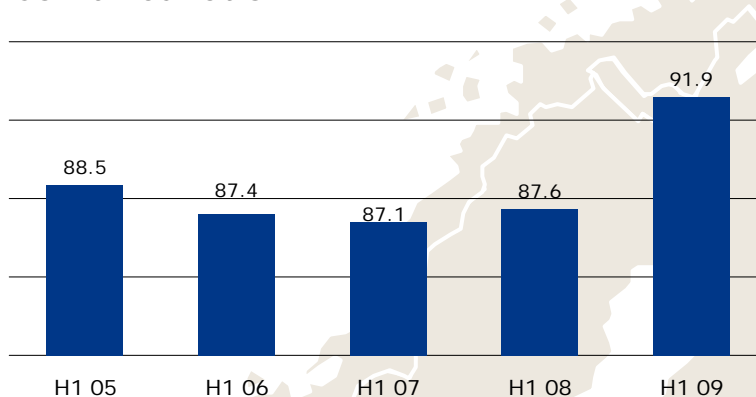
The market

Combined ratio

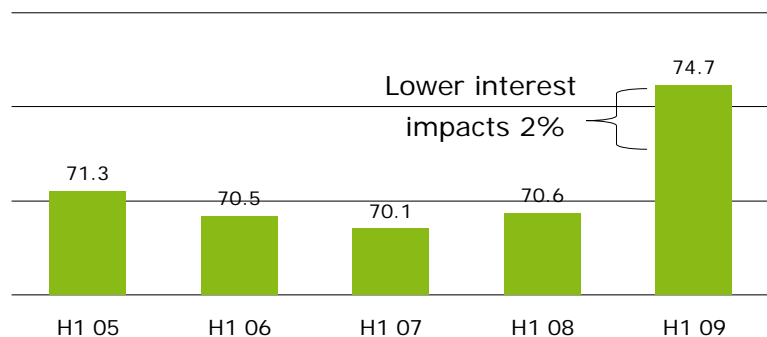


TrygVesta

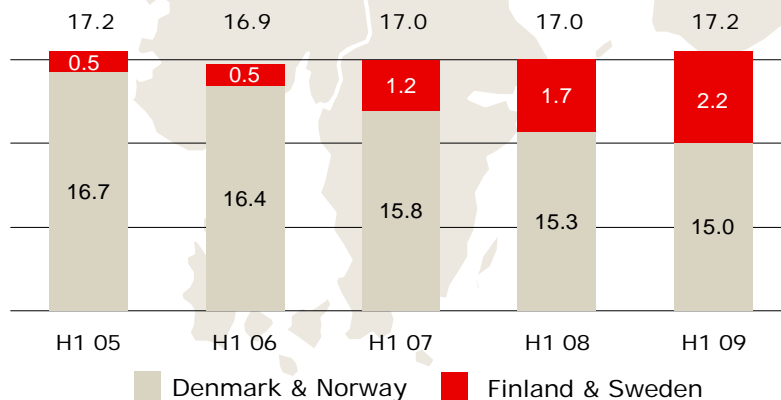
Combined ratio



Claims ratio TrygVesta



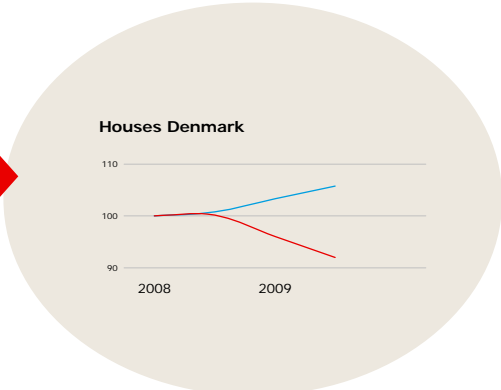
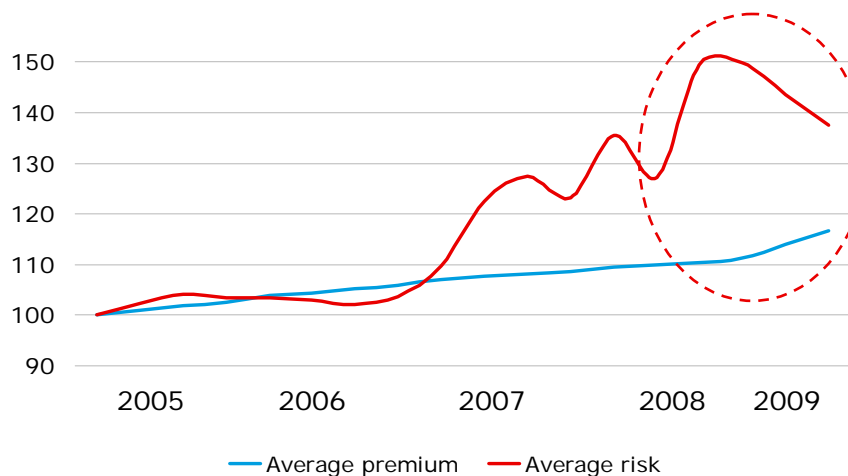
Expense ratio TrygVesta



Behind the curve but catching up

Development since 2005..... and more recently

Houses Denmark

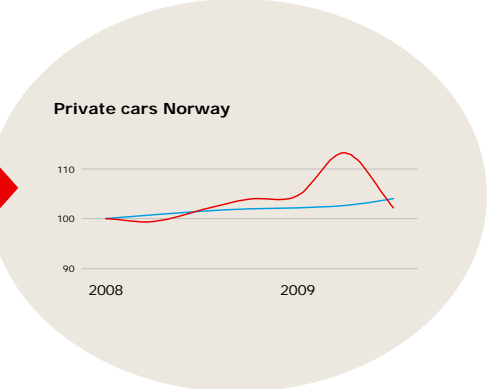
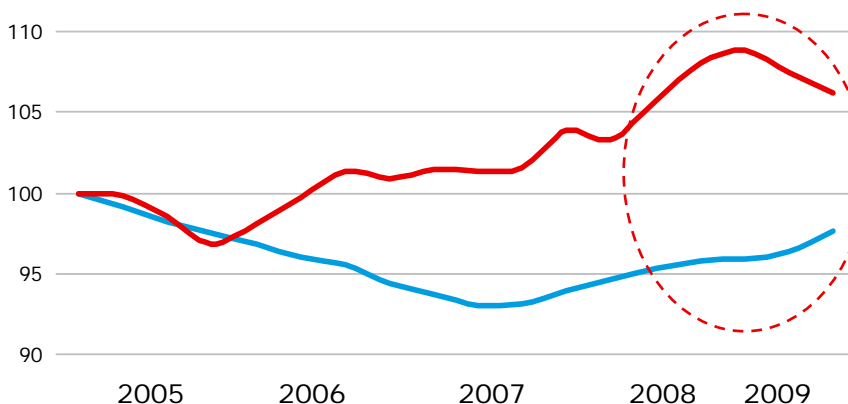


Premium increases:

Houses Denmark:

New product Q4 2008 up 11%

Private cars Norway

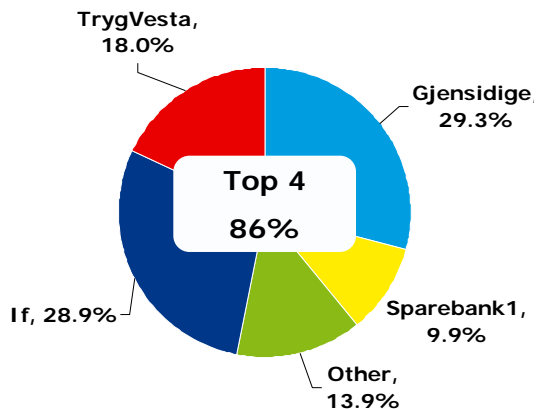


Private cars Norway:

- 1 Jul 07: 4.8%*
- 1 Jan 08: 1.6%*
- 1 Jul 08: 1.0%*
- 1 Jan 09: 5.0%*
- 1 Jul 09: 6.6%*

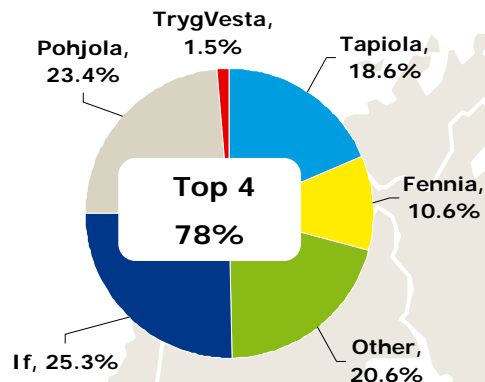
Search for growth in the Nordic region

Norway EUR 4.4bn



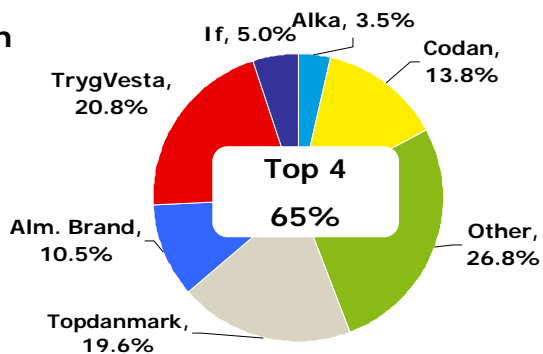
Source: FNH.no

Finland EUR 3.4bn



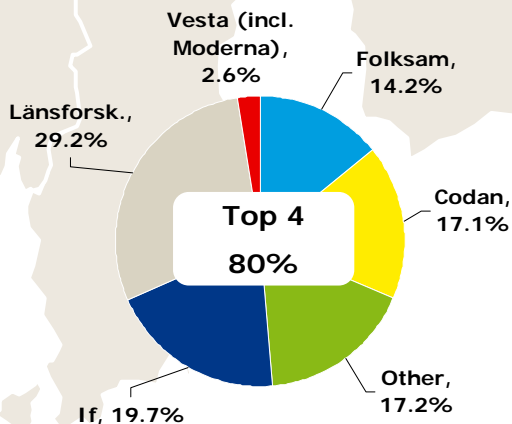
Source: FKL.fi

Denmark EUR 6.1bn



Source: F&P and company figures

Sweden EUR 5.5bn



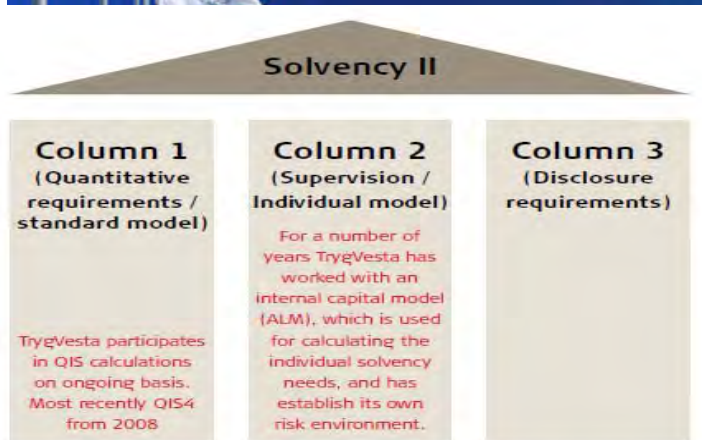
Source: forsakringsforbundet.com



'Normalised' capital needs
Looking to the 'post-crisis' landscape



Future
2012-14



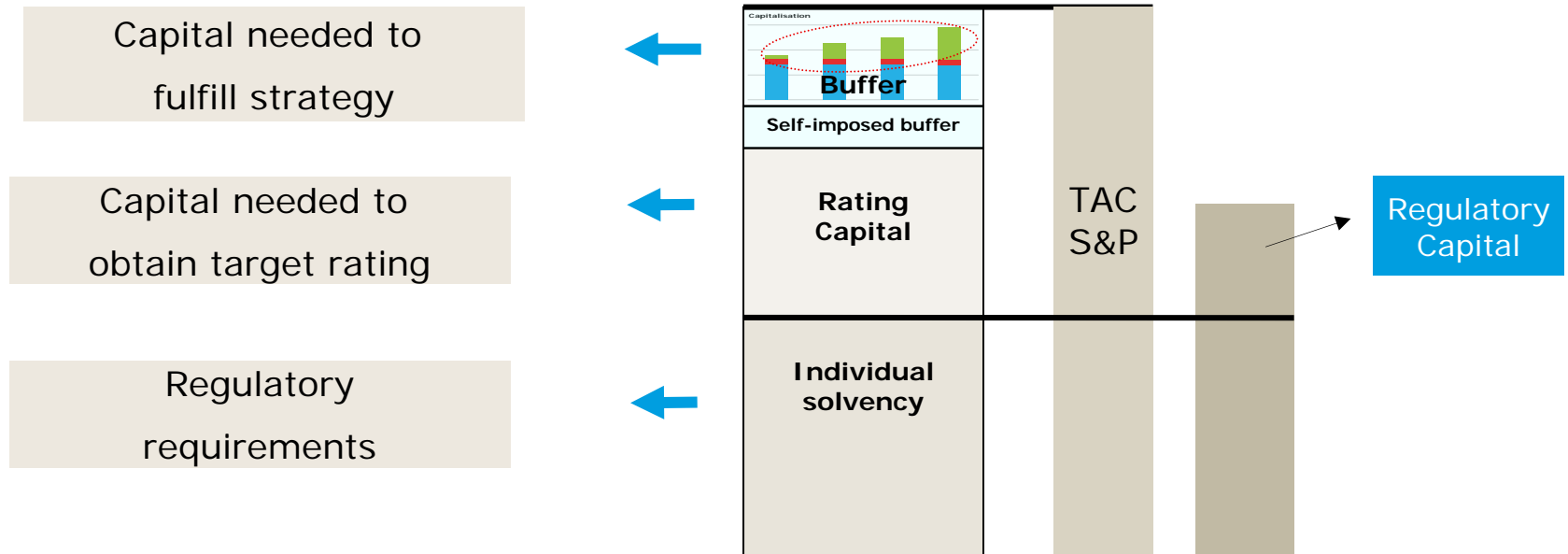
Political changes

QIS is a term for quantitative studies about the effect from new EU solvency requirements.

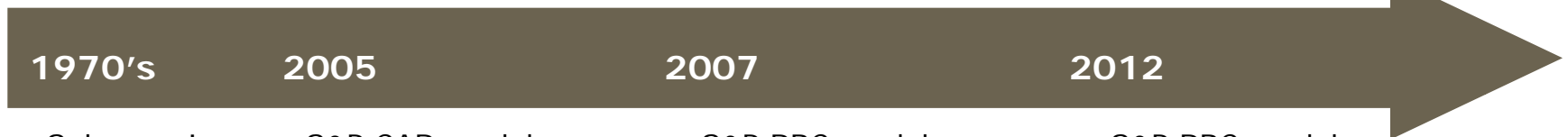
Capital strategy Considerations

Dividend policy:

- 50% of net earnings
- share buy backs in addition



Capital planning instruments



1970's

- Solvency I

2005

- S&P CAR model

2007

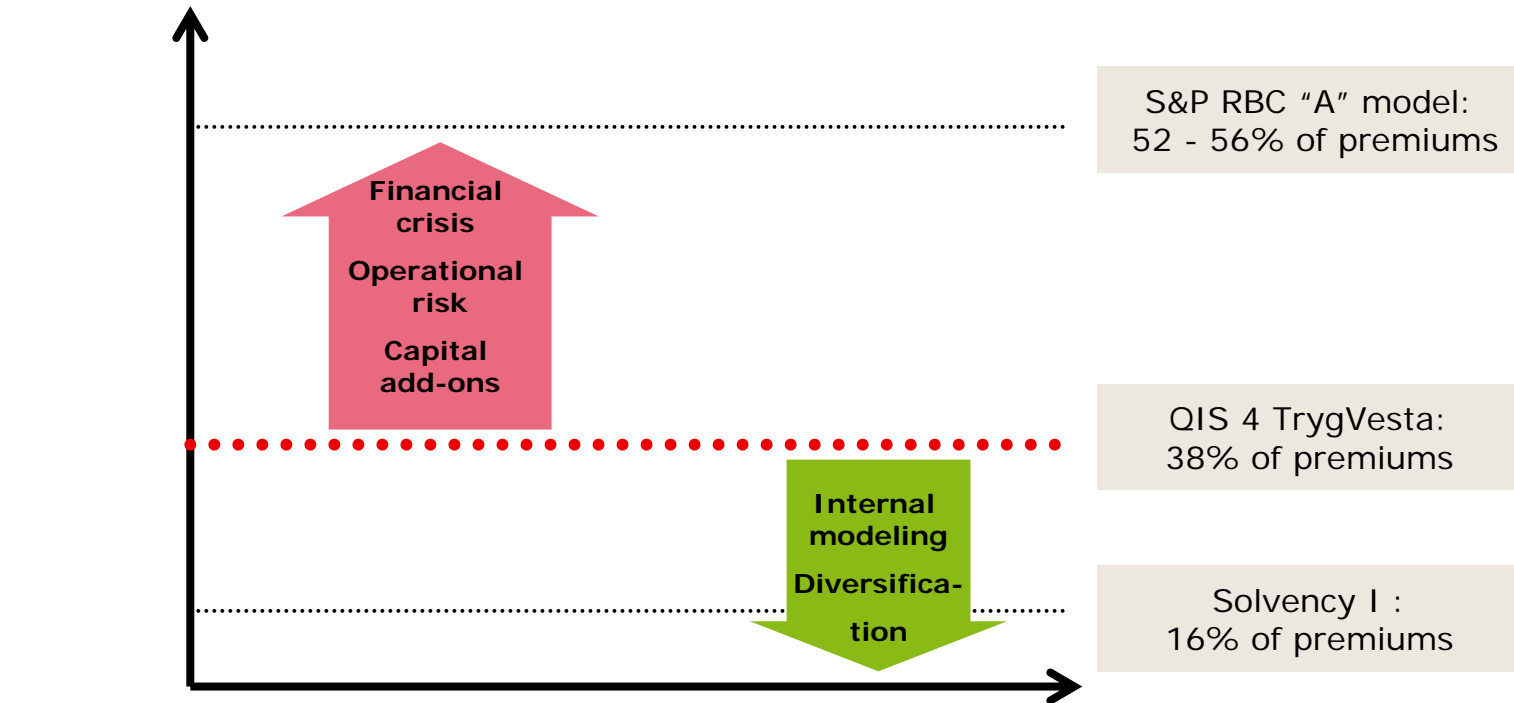
- S&P RBC model
- Individual capital assessment
- QIS models

2012

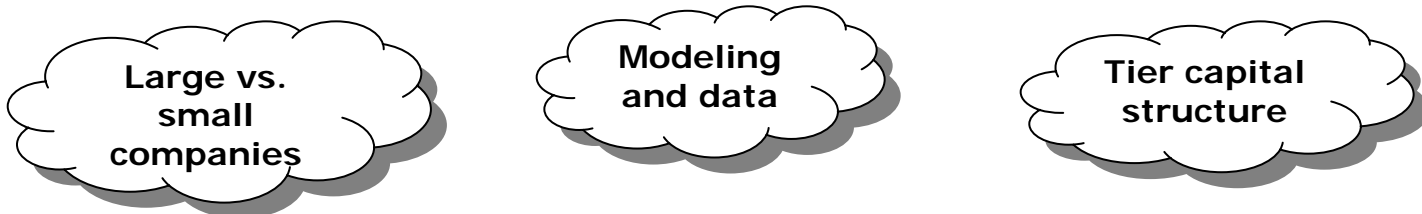
- S&P RBC model
- Internal model (ALM)
- Solvency II standardised model

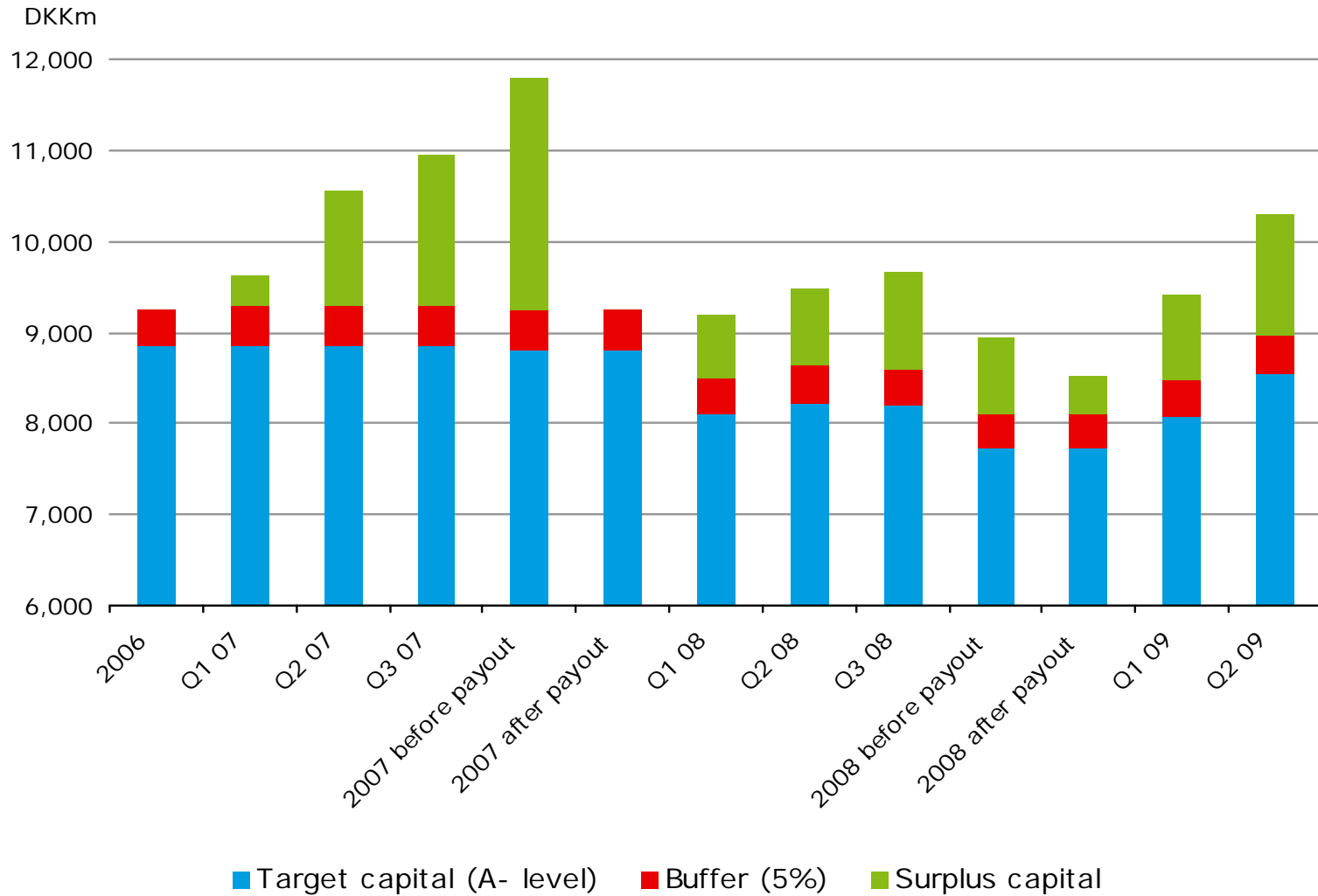
Quantitative impact

Solvency II impact



Solvency II issues





Underwriting discipline

Fewer players



Try to stay at the cutting edge...

Increased capital requirements

Strong growth outlook for the coming years

Strong take on improving profitability in all markets

Solid capital position and prepared for the future

Peace of mind for investors

Questions please

