

Storebrand ASA

Senior unsecured Bond Issue Investor Presentation

11 June 2024



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Executive summary

Storebrand Overview and Strategy

- Sustainable Nordic Savings and Insurance Group
- Pension market leader in Norway and strong contender in Sweden, Nordic powerhouse in Asset Management and growing challenger in Norwegian retail market
- · Active in structurally growing markets with resilient economic development.
- Storebrand has worked systematically with sustainability since 1995; climate neutral operations since 2008 and commitment to transition investment portfolios to net-zero GHG emissions by 2050, with intermediate 2025 targets

Capital and Solvency

- · The Group has transitioned from capital consumptive Guaranteed business to capital light Savings and Insurance business
- High quality assets portfolio
- Strengthened back-book contribution transformed into Financial Asset at higher interest rates
- Resilient, diversified and growing profit generation
- · Solid capital position, moderate leverage

The proposed offering

- New Issue:
- Storebrand ASA NOK bond issue (senior unsecured capital)
- 3 to 5 years to maturity



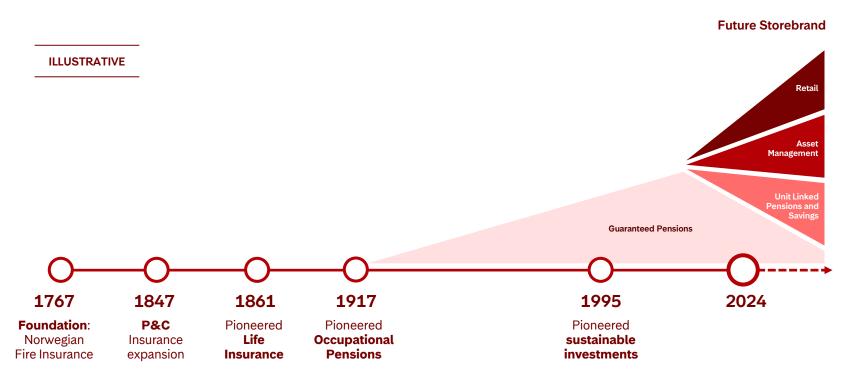
Storebrand Overview and Strategy

- 1. Storebrand Overview and Strategy
- 2. Capital and Solvency
- 3. Group results Q1 2024



257 years of pioneering the Nordic financial industry

Future Storebrand is a capital light business with material group synergies





A Nordic Savings and Insurance group



Pensions & savings

Market leader

NOK 655bn AuM

Asset management

World leader in sustainability

NOK **1,281**bn AuM



Retail banking

Fast growing challenger

NOK **79**bn lending

Insurance

Fast growing challenger

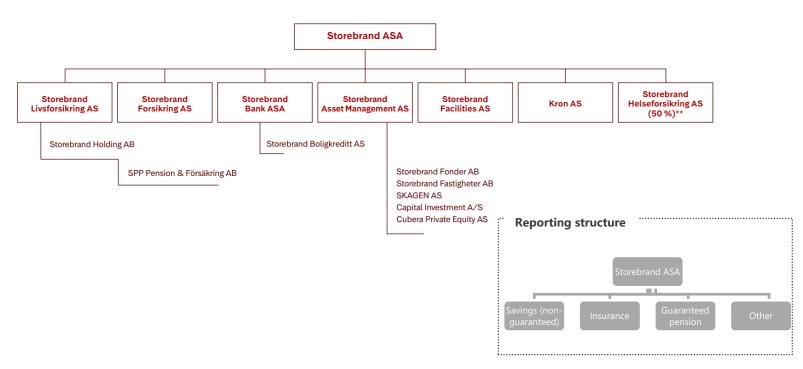
NOK **7.8**bn premiums



Storebrand Group Structure

Diversified cash flow to holding company Storebrand ASA

Legal structure (simplified)







29 years of pioneering sustainable finance



Top 10%

Of global listed companies' work within sustainability



Grade A

Part of CDP's A-list for 2022 & 2023. Leading the way in environmental transparency and performance on climate change





Rated #1

Within sustainable investments in Norway, Sweden and Denmark 1



Winner of the SHE Index

Recognised for systematic work with diversity and equality



Pursuing our Group Strategy Leading The Way In Sustainable Value Creation to be a leading Sustainable Nordic Savings and Insurance Group

Future Storebrand Growth focus in capital-light business areas in front book Leading Provider
Occupational Pensions
Norway & Sweden

Nordic Powerhouse in Asset Management Growing Challenger in Norwegian Retail Market

Strategic enablers Unlocking growth

D People First

Leadership in Sustainability

Digital Frontrunner

Capital ManagementFor shareholder returns

Growing ordinary dividends from earnings

~1.5bn¹ annual buybacks ~12bn¹ by YE2030 Additional capital generation



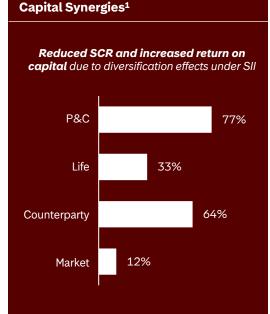
Group strategy underpinned by concrete revenue, cost and capital synergies

GROUP SYNERGIES

Significant group synergies across our operations enable strong growth with competitive margins across all lines of business

Selected group synergies



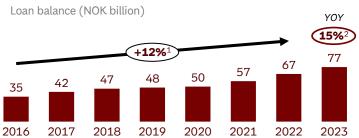




Double digit growth continues across the Group

Unit linked (defined contribution) pensions UL reserves (NOK billion) YOY **20%**² +15% 380 308 315 268 220 140 2016 2017 2018 2019 2020 2021 2022 2023 Insurance ³ Portfolio premiums (NOK billion) YOY **12%**² 8.7 6.4





2016

2018

2020

2021

2022

2023

2019



^{1.} Growth figures expressed as CAGR from FY 2016 to FY 2022

^{2.} Growth figures expressed as year-over-year growth from Q4 2022 to Q4 2023

^{3.} Include all written premiums in Storebrand Helseforsikring AS (divestment pending regulatory approval).



Occupational pensions in Norway

Sticky and growing assets in an immature defined contribution market





^{1.} Paid-up policy is main pension product from Defined Benefit (DB) schemes. However, some receive pensions directly from the DB scheme.

^{14 2.} Storebrand estimates, Defined Benefit based on Q323 figures of NOK 400bn from Finance Norway and pension fund estimate of NOK 250bn. For defined contribution and public sector. Please find further details in the pages describing the concrete growth initiatives.

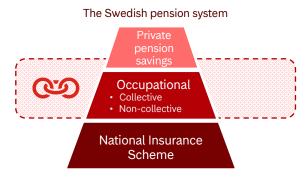


SPP: A digital leader in the Swedish life & pension market

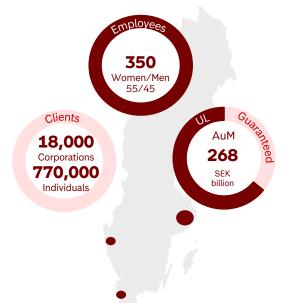
Core market within occupational pensions

Serving clients in Sweden

Value proposition and go-to market



- Occupational pension is not mandatory
- Collective agreement or a customized solution
- SPP's core market is non-collective occupational pensions





B2B2E



Multi channel distribution



Digital leader

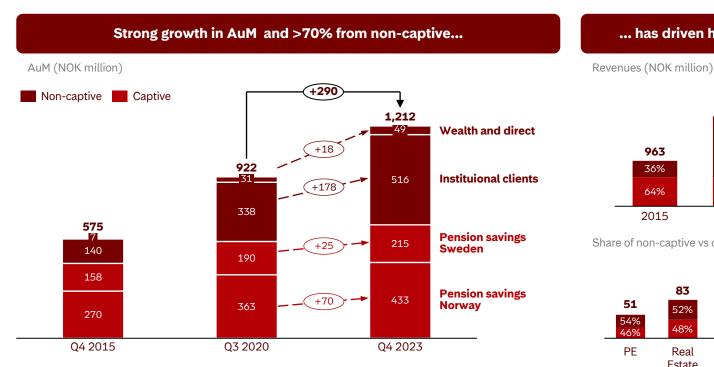


Sustainable pioneer

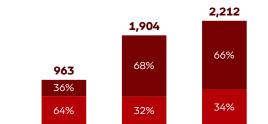




Strong growth in non-captive assets has transformed the revenue composition and boosted revenues from captive

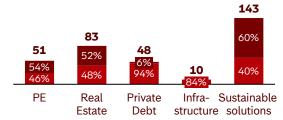


... has driven high revenue growth





2015



2020

2023





Storebrand is a growing challenger in the Norwegian retail market



~ 500 employees



~ 570,000 customers



Efficient go-to market strategy



A challenger in the retail market

Broad product offering...

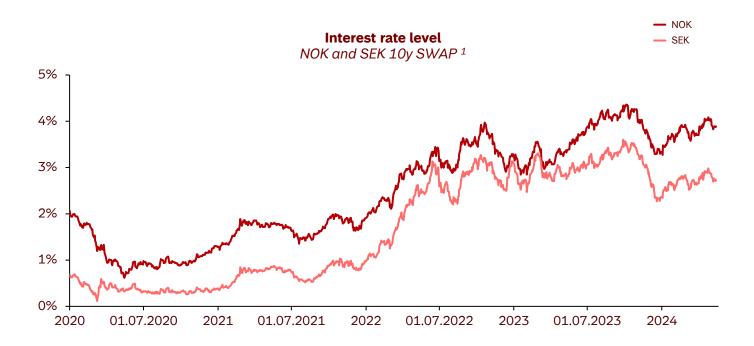


... utilising a profitable business model while capitalising on group synergies

- Leveraging a large customer base through B2B2C
- Cost and capital synergies in mortgages and insurance
- Strong in-house competency and capabilities
- Leading asset manager for attractive offering

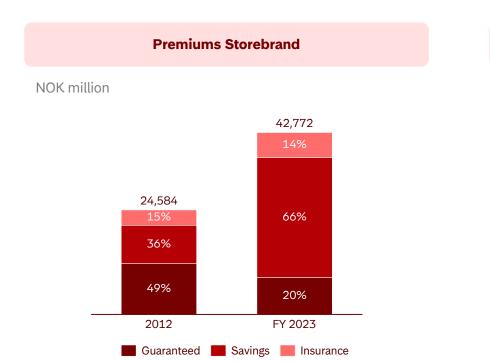


Higher interest rates will improve result contribution from financial results

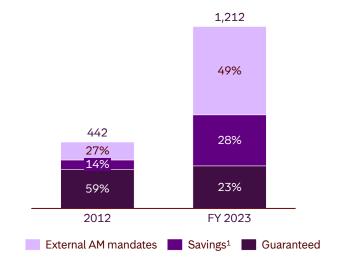




Transitioned from capital consumptive Guaranteed business to capital light Savings and Insurance business



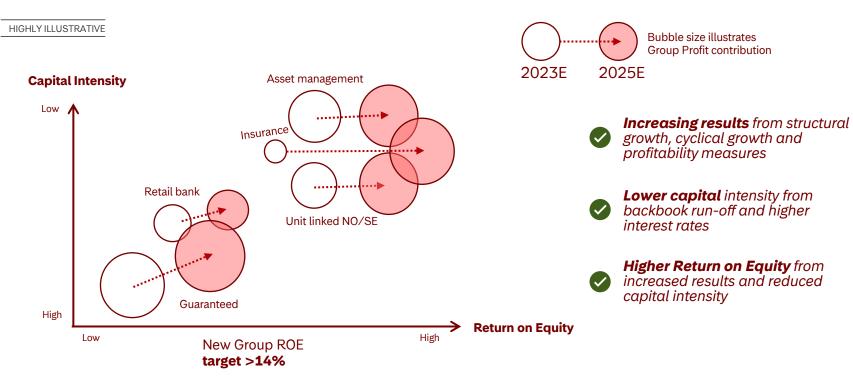
Shift in total Storebrand AuM NOK billion





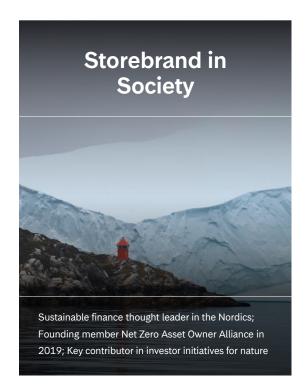
Storebrand's strategic direction towards 2025

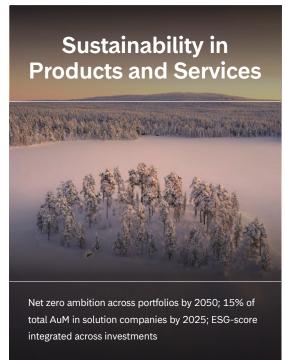
Capturing both structural and market driven growth to transform into a high Return on Equity business in line with long-term Group strategy

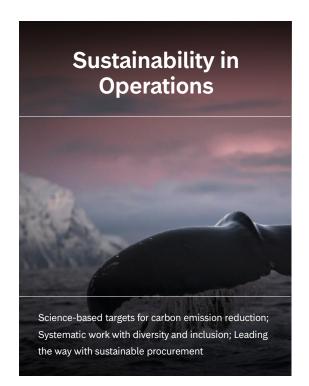




Maintaining sustainability leadership through product, service and operations focus









Increasing ambitions for both the financial and sustainability side of the business

Group **financial** ambitions

5 NOK billion

Group profit 2025

Increasing every year

Dividends per share

>14%

Return on Equity

1.5 NOK billion per year

Share buybacks

Group **sustainability** ambitions

Net-zero investments

Group-level by 2050

Workforce participation

Reduce disability

50/50

Gender balance

Science-based targets

Commitment for STB and suppliers

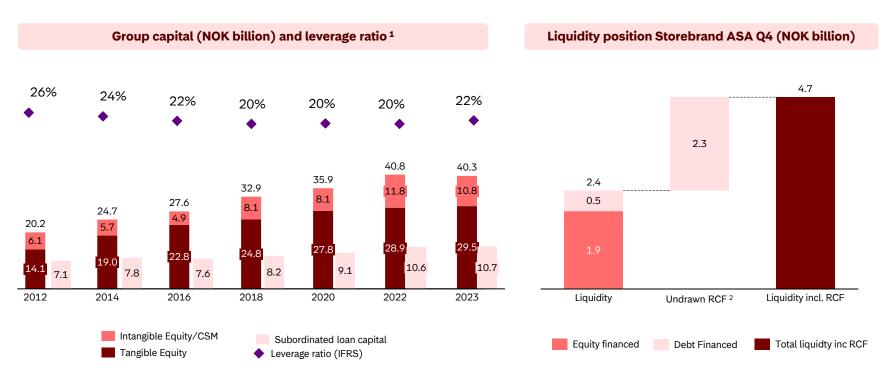




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Solid capital position with low leverage and strong liquidity gives financial flexibility

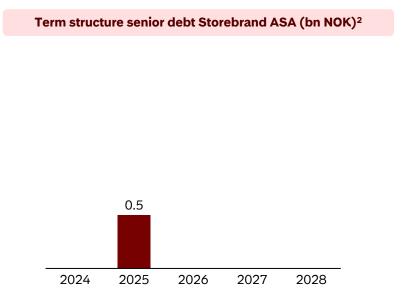




Intangible equity before 2022 and CSM with new accounting rules

Term structure debt (to ordinary call date)





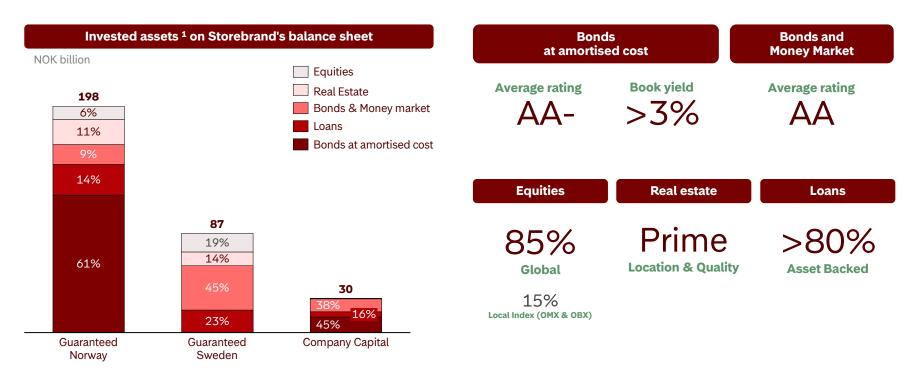


Total EUR 300 million, SEK 3,200 million and NOK 3,750 million.

The undrawn revolving credit facility (RCF) matures in December 2025

[.] End of par call

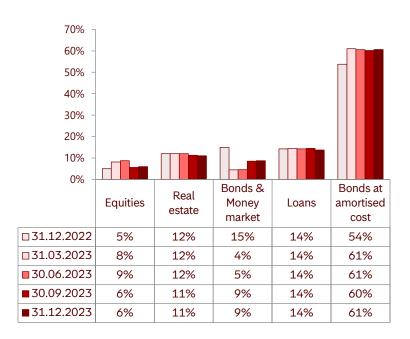
High quality assets, with fixed income as the backbone, provide secure returns for guaranteed pensions and company capital



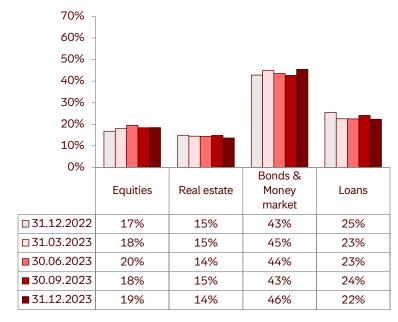


Asset allocation - Guaranteed products

Storebrand Livsforsikring AS (Norway)



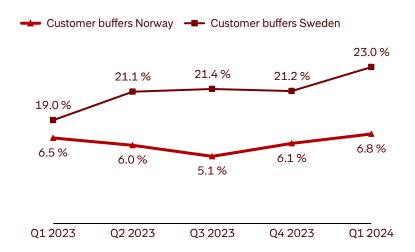
SPP (Sweden)



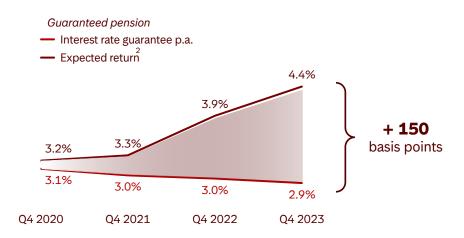


Healthy buffer capital position, shields shareholders from potential investment shortfall

Customer buffers development *

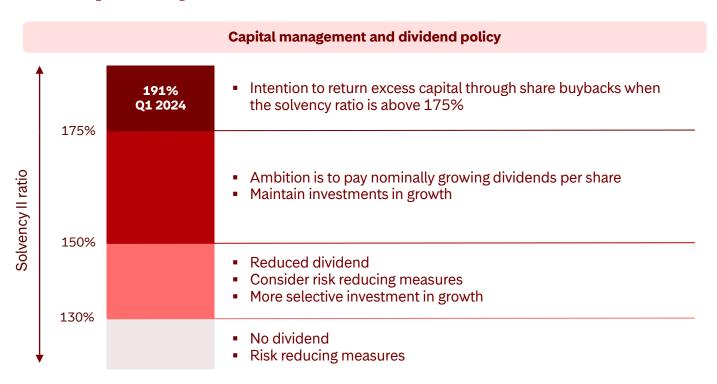


Expected return above guaranteed interest rate, Norway ¹





Consistent group capital management and dividend policy



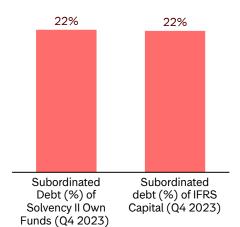


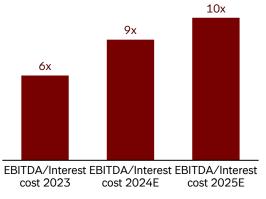
Moderate leverage and strong debt servicing capacity in a combination with increasing Solvency

Moderate leverage¹

Strong debt servicing capacity¹

Strong Solvency II development over the last decade (%)









BBB rating for Storebrand ASA and A rating for Storebrand Livsforsikring AS from S&P Global

...reflecting business and capital improvement during the past years

Rating and underlying rationale

Storebrand Livsforsikring AS (stable outlook) Rating Storebrand ASA Issuer Credit Rating BBB+ (stable outlook)

Comments

- S&P Global has assigned an "A" rating with a stable outlook to Storebrand Livsforsikring AS reflecting:
 - · Improved and sustainable capital adequacy.
 - Solid results and improved earnings generation capacity, benefitting from a diversified business and earnings mix.
 - Proven progress in shifting to capital-light products.
 - Storebrand can absorb financial market turbulence, such as that caused by the COVID-19 pandemic.
- Storebrand ASA, the holding company, is rated BBB+; two notches below the main operating company Storebrand Liv reflecting S&P's view of structural subordination of creditors versus the policyholders of insurance subsidiaries.

"The stable outlook reflects our expectation that over the next two years Storebrand will maintain capital adequacy

of at least the 'AA' level and strong reserve buffers for its insurance book. We also anticipate that the group will

continue to deliver on profitable and diversified growth and maintain its strong market position.^{1"}



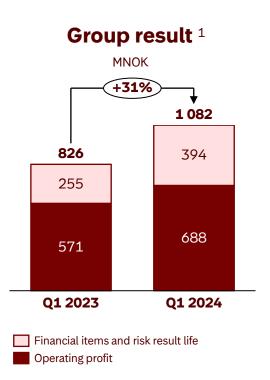


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Highlights Q1 2024

Strong improvement in operating and financial result





Record high AuM of NOK 1 281bn



19% growth in unit linked reserves²



14% growth in insurance premiums²

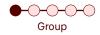


191% Solvency ratio



Initiating additional share buybacks of NOK 1.1bn





Key Figures

Strong improvement in operating and financial result, solid solvency position



^{1.} Cash result before amortisation and tax.



^{4.} Average of Defined benefit, Paid up and Individual in Norway

Earnings per share after tax adjusted for amortisation of intangible assets.
 Own Funds including transitional capital.

^{5.} Expected return is calculated based on current asset allocation using normal risk premiums for the next 12 months

^{6.} Numbers for 2023 not adjusted for changed periodisation for performance-based income

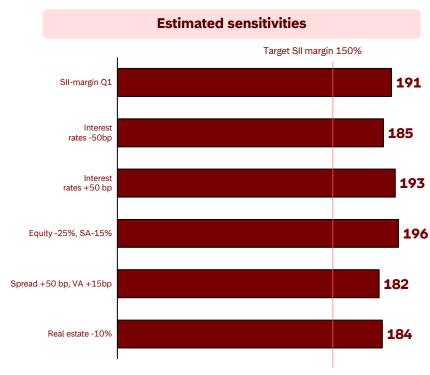


Solvency position and sensitivities Q1 2024

Storebrand Group



- A strong post tax result, together with increasing interest rates and strong equity markets contributed positively
- Regulatory assumptions had a negative impact
- New buyback program and Storebrand Helse divestment not reflected in the reported solvency ratio







Storebrand Group | Profit

Strong improvement in operating and financial result

Profit ¹	Q1		Full year	
NOK million	2024	2023	2023	
Fee and administration income	1 818	1 605	6 782	
Insurance result	367	357	1 122	
Operational cost	-1 498	-1 391	-5 787	
Cash equivalent earnings from operations	688	571	2 117	
Financial items and risk result life	394	255	1 362	
Cash equivalent earnings before amortisation	1 082	826	3 480	
Amortisation and write-downs of intangible assets	-73	-62	-379	
Cash equivalent earnings before tax	1 009	763	3 101	
Tax	-147	70	116	
Cash equivalent earnings after tax	862	833	3 217	





Storebrand Group | Profit

Profit by line of business

Profit ¹	C	Full year	
NOK million	2024	2023	2023
Fee and administration income	1 818	1 605	6 782
Insurance result	367	357	1 122
Operational cost	-1 498	-1 391	-5 787
Cash equivalent earnings from operations	688	571	2 117
Financial items and risk result life	394	255	1 362
Cash equivalent earnings before amortisation	1 082	826	3 480

Profit per line of business	Q	Q1	
NOK million	2024	2023	2023
Savings - non-guaranteed	567	414	1 862
Insurance	108	56	27
Guaranteed pension	289	285	1 326
Other profit	119	71	265
Cash equivalent earnings before amortisation	1 082	826	3 480





Savings (non-guaranteed)

Continued growth and positive result development

Profit	Q	Q1		
NOK million	2024	2023	2023	
Fee and administration income	1 494	1 287	5 443	
Operational cost	-947	-861	-3 582	
Cash equivalent earnings from operations	547	426	1 861	
Financial result	20	-12	1	
Cash equivalent earnings before amortisation	567	414	1 862	

Profit per product line		Q1		
NOK million	2024	2023	2023	
Unit linked Norway	162	137	499	
Unit linked Sweden	84	64	232	
Asset management	212	141	717	
Retail banking	148	96	500	
Kron*	-39	-23	-85	
Cash equivalent earnings before amortisation	567	414	1 862	

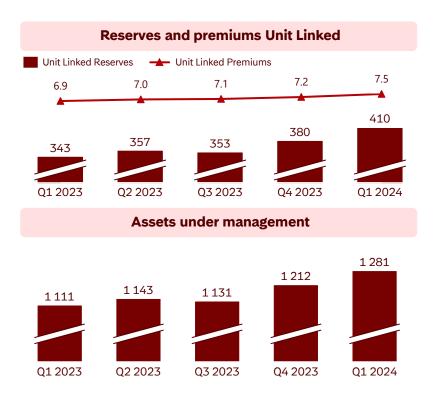
^{*} The stand-alone result from Kron will be reported separately in the integration period

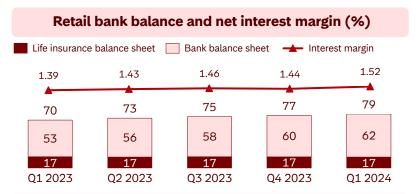




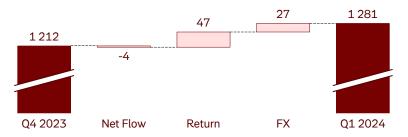
Savings (non-guaranteed)

Key figures













Insurance

Moderate insurance results due to challenging weather in P&C

Profit		Q1		
NOK million	2024	2023	2023	
Insurance premiums f.o.a.	1 875	1 672	6 908	
Claims f.o.a.	-1 508	-1 315	-5 787	
Operational cost	-327	-310	-1 251	
Cash equivalent earnings from operations	40	47	-129	
Financial result	68	9	155	
Cash equivalent earnings before amortisation	108	56	27	

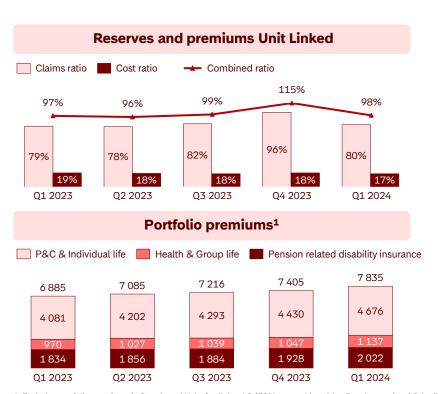
Profit per business line	iness line Q1		Full year
NOK million	2024	2023	2023
P&C & Individual life	41	72	182
Health & Group life	10	-24	-238
Pension related disability insurance Nordic	57	8	82
Cash equivalent earnings before amortisation	108	56	27





Insurance

Key figures



Key takeaways combined ratio and results

- 98% overall combined ratio in the quarter. Weak results in P&C and Group life segments, and strong in Pension related disability
- The result in P&C was weakened by high claims frequency due to challenging weather conditions early in the quarter
- Measures implemented are expected to bring profitability gradually back to the 90-92% targeted combined ratio by 2025

Key takeaways premiums and growth

- 14% overall growth in premiums f.o.a. compared to the corresponding period last year
- 6.7% market share in Norwegian retail P&C compared to 6.5% in the same guarter last year ²





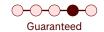
Guaranteed pension

Continued stable result development

Profit	C	Full year	
NOK million	2024	2023	2023
Fee and administration income	391	378	1 600
Operational cost	-215	-192	-822
Cash equivalent earnings from operations	175	186	778
Risk result life & pensions	44	81	296
Net profit sharing	70	18	252
Cash equivalent earnings before amortisation	289	285	1 326

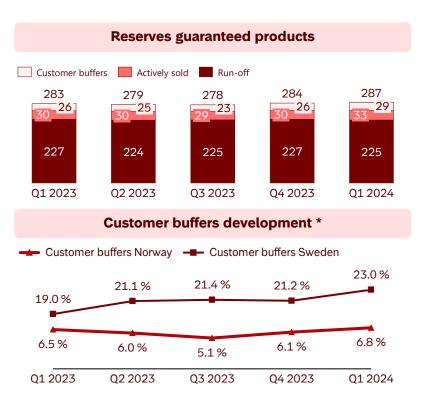
Profit per product line	Q	Q1		
NOK million	2024	2023	2023	
Defined benefit (private & public sector), Norway	62	59	283	
Paid-up policies, Norway	100	119	453	
Individual life and pension, Norway	6	5	33	
Guaranteed products, Sweden	120	102	557	
Cash equivalent earnings before amortisation	289	285	1 326	





Guaranteed pension

Key figures



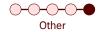
Key Takeaways

- Stable result development from operations
- Declining risk result, still at solid levels
- Solid profit-sharing result in Swedish business
- New public sector customers representing 3.1bn in volume were won in 2023 and transferred during the 1st quarter

Guaranteed reserves in % of total reserves







Other ¹ Strong financial result driven by tighter credit spreads in the quarter and continued high interest rate levels

Profit	Q	Q1	
NOK million	2024	2023	2023
Fee and administration income	6	6	18
Operational cost	-81	-94	-411
Cash equivalent earnings from operations	-74	-88	-393
Financial result	193	159	658
Cash equivalent earnings before amortisation	119	71	265





For further information



Contact us

Lars Aa Løddesøl Group CFO lars.loddesol@storebrand.no +47 9348 0151

Kjetil R. KrøkjeGroup Head of
Finance & Strategy

kjetil.r.krokje@storebrand.no

+47 9341 2155

Nikola Heitmann Head of Capital nikola.heitmann@storebrand.no +47 4169 7236

Management

