# 25 Liabilities from insurance and investment contracts

## P&C liabilities from insurance contracts

|  |        | 2017        |        |       | 2016        |       |
|--|--------|-------------|--------|-------|-------------|-------|
| EURm   | Gross  | Reinsurance | Net    | Gross | Reinsurance | Net   |
| Provision for unearned premiums                | 2,399  | 51          | 2,348  | 2,042 | 44          | 1,997 |
| Provision for claims outstanding               | 8,882  | 243         | 8,640  | 7,338 | 192         | 7,146 |
| Incurred and reported losses                   | 2,909  | 173         | 2,736  | 1,596 | 114         | 1,482 |
| Incurred but not reported losses (IBNR)        | 3,093  | 70          | 3,023  | 3,327 | 78          | 3,249 |
| Provisions for claims-adjustment costs         | 2,226  | 0           | 2,226  | 267   | -           | 267   |
| Provisions for annuities and sickness benefits | 654    | -           | 654    | 2,148 | -           | 2,148 |
| P&C insurance total                            | 11,281 | 294         | 10,987 | 9,379 | 236         | 9,143 |

As Topdanmark and especially If are exposed to various exchange rates, comparing the balance sheet data from year to year can be misleading.

## Change in P&C insurance liabilities

|                                 |       | 2017  | 2016  |       |       |       |  |
|---------------------------------|-------|-------|-------|-------|-------|-------|--|
| EURm                            | Gross | Ceded | Net   | Gross | Ceded | Net   |  |
| Provision for unearned premiums |       |       |       |       |       |       |  |
| At 1 January                    | 2,042 | 44    | 1,997 | 2,017 | 46    | 1,971 |  |
| Business acquisitions           | 463   | 24    | 487   |       |       | -     |  |
| Exchange differences            | -75   | -2    | -77   | 20    | 1     | 21    |  |
| Change in provision             | -30   | -15   | -45   | 4     | -2    | 2     |  |
| At 31 December                  | 2,399 | 51    | 2,348 | 2,042 | 44    | 1,997 |  |

|                                      |       | 2017  |       | 2016  |       |       |  |
|--------------------------------------|-------|-------|-------|-------|-------|-------|--|
| EURm                                 | Gross | Ceded | Net   | Gross | Ceded | Net   |  |
| Provision for claims outstanding     |       |       |       |       |       |       |  |
| At 1 January                         | 7,338 | 192   | 7,146 | 7,416 | 193   | 7,223 |  |
| Business acquisitions                | 1,809 | 70    | 1,739 | -     | -     | -     |  |
| Acquired/disposed insurance holdings | 33    | -     | 33    | 28    | -     | 28    |  |
| Exchange differences                 | -204  | -11   | -196  | -19   | 1     | -20   |  |
| Change in provision                  | -93   | -8    | -85   | -87   | -2    | -86   |  |
| At 31 December                       | 8,882 | 243   | 8,640 | 7,338 | 192   | 7,146 |  |

The tables below show the cost trend for the claims for different years. The upper part of the tables shows how an estimate of the total claims costs per claims year evolves annually. The lower section shows how large a share of this is presented in the balance sheet. More information on insurance liabilities in the risk management note 39.

lf

Claims cost trend of P&C insurance

### Claims costs before reinsurance

#### **Estimated claims cost**

| EURm                            | < 2007 | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | Total |
|---------------------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| At the close of the claims year | 16,645 | 2,600 | 2,600 | 2,706 | 2,790 | 2,834 | 2,735 | 2,717 | 2,743 | 2,786 | 2,826 |       |
| One year later                  | 16,554 | 2,558 | 2,552 | 2,745 | 2,899 | 2,822 | 2,762 | 2,710 | 2,761 | 2,820 |       |       |
| Two years later                 | 16,529 | 2,504 | 2,526 | 2,692 | 2,895 | 2,837 | 2,763 | 2,718 | 2,749 |       |       |       |

This is a user defined extract from Sampo's Online Annual Report and this kind of extract can in no circumstances be referred to as Sampo's Annual Report or an extract thereof. Sampo's entire Annual Report is available at www.sampo.com/annualreport.

# SAMPO 🗲 GROUP

| Three years later                           | 16,491 | 2,477 | 2,488 | 2,691 | 2,883 | 2,827 | 2,768 | 2,729 |       |       |       |        |
|---|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Four years later                            | 16,358 | 2,456 | 2,470 | 2,685 | 2,856 | 2,796 | 2,773 |       |       |       |       |        |
| Five years later                            | 16,238 | 2,442 | 2,448 | 2,682 | 2,841 | 2,763 |       |       |       |       |       |        |
| Six years later                             | 16,227 | 2,424 | 2,446 | 2,667 | 2,819 |       |       |       |       |       |       |        |
| Seven years later                           | 16,227 | 2,430 | 2,420 | 2,660 |       |       |       |       |       |       |       |        |
| Eight years later                           | 16,339 | 2,412 | 2,408 |       |       |       |       |       |       |       |       |        |
| Nine years later                            | 16,288 | 2,392 |       |       |       |       |       |       |       |       |       |        |
| Ten years later                             | 16,267 |       |       |       |       |       |       |       |       |       |       |        |
| Current estimate of total claims costs      | 16,267 | 2,392 | 2,408 | 2,660 | 2,819 | 2,763 | 2,773 | 2,729 | 2,749 | 2,820 | 2,826 | 43,207 |
| Total disbursed                             | 13,441 | 2,206 | 2,209 | 2,429 | 2,578 | 2,509 | 2,444 | 2,351 | 2,322 | 2,253 | 1,627 | 36,369 |
| Provision reported in the balance sheet     | 2,826  | 186   | 199   | 231   | 241   | 254   | 329   | 378   | 427   | 567   | 1,199 | 6,838  |
| of which established vested annuities       | 1,580  | 66    | 65    | 79    | 76    | 76    | 83    | 81    | 56    | 31    | 5     | 2,197  |
| Provision for claims-<br>adjustment costs   |        |       |       |       |       |       |       |       |       |       |       | 254    |
| Total provision reported<br>in the BS of If |        |       |       |       |       |       |       |       |       |       |       | 7,092  |

Claims costs after reinsurance

## **Estimated claims cost**

| EURm                                      | < 2007 | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | Total  |
|---|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| At the close of the claims year           | 15,549 | 2,486 | 2,490 | 2,576 | 2,640 | 2,644 | 2,687 | 2,679 | 2,698 | 2,727 | 2,766 |        |
| One year later                            | 15,461 | 2,457 | 2,459 | 2,621 | 2,710 | 2,629 | 2,714 | 2,668 | 2,713 | 2,737 |       |        |
| Two years later                           | 15,407 | 2,405 | 2,431 | 2,580 | 2,698 | 2,645 | 2,717 | 2,660 | 2,697 |       |       |        |
| Three years later                         | 15,386 | 2,380 | 2,405 | 2,573 | 2,692 | 2,645 | 2,723 | 2,671 |       |       |       |        |
| Four years later                          | 15,277 | 2,362 | 2,389 | 2,571 | 2,663 | 2,619 | 2,726 |       |       |       |       |        |
| Five years later                          | 15,174 | 2,350 | 2,367 | 2,569 | 2,652 | 2,586 |       |       |       |       |       |        |
| Six years later                           | 15,169 | 2,332 | 2,365 | 2,553 | 2,629 |       |       |       |       |       |       |        |
| Seven years later                         | 15,180 | 2,339 | 2,342 | 2,544 |       |       |       |       |       |       |       |        |
| Eight years later                         | 15,280 | 2,322 | 2,331 |       |       |       |       |       |       |       |       |        |
| Nine years later                          | 15,225 | 2,302 |       |       |       |       |       |       |       |       |       |        |
| Ten years later                           | 15,210 |       |       |       |       |       |       |       |       |       |       |        |
| Current estimate of total claims costs    | 15,210 | 2,302 | 2,331 | 2,544 | 2,629 | 2,586 | 2,726 | 2,671 | 2,697 | 2,737 | 2,766 | 41,199 |
| Total disbursed                           | 12,417 | 2,118 | 2,134 | 2,318 | 2,393 | 2,338 | 2,406 | 2,304 | 2,288 | 2,212 | 1,611 | 34,541 |
| Provision reported in the balance sheet   | 2,793  | 184   | 196   | 226   | 235   | 249   | 320   | 367   | 410   | 525   | 1,154 | 6,659  |
| of which established vested annuities     | 1,579  | 66    | 65    | 79    | 76    | 76    | 83    | 81    | 56    | 31    | 5     | 2,197  |
| Provision for claims-<br>adjustment costs |        |       |       |       |       |       |       |       |       |       |       | 254    |
| Total provision reported in the BS of If  |        |       |       |       |       |       |       |       |       |       |       | 6,912  |

Topdanmark

# Claims cost trend of P&C insurance

## Claims costs before reinsurance

This is a user defined extract from Sampo's Online Annual Report and this kind of extract can in no circumstances be referred to as Sampo's Annual Report or an extract thereof. Sampo's entire Annual Report is available at www.sampo.com/annualreport.

### **Estimated claims cost**

| EURm  | <2008 | 2009 | 2010 | 2011 | 2012 | 2013  | 2014 | 2015 | 2016 | 2017 | Total |
|---|-------|------|------|------|------|-------|------|------|------|------|-------|
| At the close of the claims year                     | 881   | 904  | 915  | 968  | 862  | 1,014 | 894  | 886  | 869  | 796  |       |
| One year later                                      | 907   | 877  | 918  | 987  | 865  | 1,042 | 902  | 898  | 866  |      |       |
| Two years later                                     | 909   | 884  | 934  | 978  | 867  | 1,044 | 899  | 885  |      |      |       |
| Three years later                                   | 925   | 884  | 930  | 977  | 860  | 1,040 | 893  |      |      |      |       |
| Four years later                                    | 920   | 875  | 922  | 968  | 849  | 1,027 |      |      |      |      |       |
| Five years later                                    | 905   | 876  | 915  | 962  | 847  |       |      |      |      |      |       |
| Six years later                                     | 908   | 873  | 909  | 956  |      |       |      |      |      |      |       |
| Seven years later                                   | 883   | 867  | 908  |      |      |       |      |      |      |      |       |
| Eight years later                                   | 875   | 868  |      |      |      |       |      |      |      |      |       |
| Nine years later                                    | 875   |      |      |      |      |       |      |      |      |      |       |
| Current estimate of total claims costs              | 875   | 868  | 908  | 956  | 847  | 1,027 | 893  | 885  | 866  | 796  | 8,921 |
| Total disbursed                                     | 812   | 808  | 830  | 870  | 745  | 899   | 739  | 704  | 630  | 411  | 7,449 |
| Discounting   | 0     | 0    | 0    | 0    | 0    | 0     | 0    | 0    | -1   | -1   | -3    |
| Provision reported in the balance sheet             | 62    | 60   | 78   | 86   | 101  | 128   | 153  | 182  | 236  | 385  | 1,470 |
| Discounting of previous<br>years                    |       |      |      |      |      |       |      |      |      |      | 278   |
| Total provision reported<br>in the BS of Topdanmark |       |      |      |      |      |       |      |      |      |      | 1,748 |

#### Claims costs after reinsurance

#### **Estimated claims cost**

| EURm  | <2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Total |
|---|-------|------|------|------|------|------|------|------|------|------|-------|
| At the close of the claims year                     | 836   | 858  | 858  | 828  | 810  | 858  | 841  | 830  | 807  | 771  |       |
| One year later                                      | 864   | 832  | 864  | 842  | 819  | 868  | 846  | 842  | 810  |      |       |
| Two years later                                     | 869   | 844  | 882  | 835  | 821  | 870  | 845  | 831  |      |      |       |
| Three years later                                   | 886   | 846  | 880  | 833  | 815  | 866  | 838  |      |      |      |       |
| Four years later                                    | 881   | 836  | 874  | 826  | 805  | 854  |      |      |      |      |       |
| Five years later                                    | 866   | 838  | 866  | 820  | 802  |      |      |      |      |      |       |
| Six years later                                     | 870   | 836  | 861  | 815  |      |      |      |      |      |      |       |
| Seven years later                                   | 845   | 830  | 860  |      |      |      |      |      |      |      |       |
| Eight years later                                   | 837   | 831  |      |      |      |      |      |      |      |      |       |
| Nine years later                                    | 836   |      |      |      |      |      |      |      |      |      |       |
| Current estimate of total claims costs              | 836   | 831  | 860  | 815  | 802  | 854  | 838  | 831  | 810  | 771  | 8,248 |
| Total disbursed                                     | 775   | 772  | 782  | 729  | 703  | 730  | 690  | 664  | 589  | 403  | 6,838 |
| Discounting   | 0     | 0    | 0    | 0    | 0    | 0    | 0    | 0    | -1   | -1   | -3    |
| Provision reported in the<br>balance sheet          | 61    | 59   | 78   | 86   | 99   | 123  | 148  | 168  | 221  | 368  | 1,407 |
| Discounting of previous<br>years                    |       |      |      |      |      |      |      |      |      |      | 278   |
| Total provision reported<br>in the BS of Topdanmark |       |      |      |      |      |      |      |      |      |      | 1,685 |

## Life insurance liabilities from insurance and investment contracts

|   |       | 2017        |       |       | 2016        |       |
|---|-------|-------------|-------|-------|-------------|-------|
| EURm  | Gross | Reinsurance | Net   | Gross | Reinsurance | Net   |
| Provision for unearned premiums                                     |       |             |       |       |             |       |
| Insurance contracts   | 5,467 | 0           | 5,467 | 2,426 | 3           | 2,423 |
| Investment contracts  | 2,324 | -           | 2,324 | 28    | -           | 28    |
| Provision for claims outstanding                                    | 26    | -           | 26    | 2,368 | -           | 2,368 |
| Total   | 7,817 | 0           | 7,817 | 4,821 | 3           | 4,818 |
| Mandatum's liabilities related to assets held for sale              | -198  |             |       | -210  |             | -210  |
|   |       |             |       |       |             |       |
| Group liabilities from insurance and investment<br>contracts, total | 7,618 | 0           | 7,618 | 4,611 | 3           | 4,608 |

#### Change in liabilities from insurance contracts

|   | Gross   | Reinsurance  |       |
|---|---|--|-------|
| EURm  | Contracts with<br>discretionary participation<br>features | Contracts with discretionary<br>participation features | Net   |
| At 1 January 2017   | 4,794   | -  | 4,794 |
| Business acquisitions   | 3,258   | -  | 3,258 |
| Premiums  | 159   | -  | 159   |
| Claims paid   | -515  | -  | -515  |
| Expense charge  | -39   | -  | -39   |
| Guaranteed interest   | 153   | -  | 153   |
| Bonuses   | 1   | -  | 1     |
| Other   | -19   | -  | -19   |
| Total at 31 December 2017                                     | 7,791   | -  | 7,791 |
| Mandatum's liabilities related to assets held for sale        |   |  | -198  |
| Life insurance liabilities from<br>insurance contracts, total |   |  | 7,592 |

|   | Gross   | Reinsurance  |       |
|---|---|--|-------|
| EURm  | Contracts with<br>discretionary participation<br>features | Contracts with discretionary<br>participation features | Net   |
| At 1 January 2016   | 4,979   | 0  | 4,979 |
| Premiums  | 149   | -  | 149   |
| Claims paid   | -470  | -  | -470  |
| Expense charge  | -37   | -  | -37   |
| Guaranteed interest   | 138   | -  | 138   |
| Bonuses   | 5   | -  | 5     |
| Other   | 29  | -3   | 26    |
| Total at 31 December 2016                                     | 4,794   | -3   | 4,791 |
| Mandatum's liabilities related to assets held for sale        |   |  | -210  |
| Life insurance liabilities from<br>insurance contracts, total |   |  | 4,581 |

| EURm   | 2017 | 2016 |
|--|------|------|
| Investment contracts with<br>discretionary participation feature | 26   | 28   |

The change between financial years is mainly due to the claims paid.

# Change in liabilities from life insurance investment contracts

| EURm  | Contracts with<br>discretionary<br>participation features |
|---|---|
| At 1 January 2017   | 28  |
| Claims paid   | -2  |
| Other   | 1   |
| Life insurance liabilities from<br>investment contracts at 31 December<br>2017, total | 26  |
| EURm  | Contracts with<br>discretionary<br>participation features |
| At 1 January 2016   | 36  |
| Other (includes i.e. conversions<br>between different insurance classes)              | -8  |
| Life insurance liabilities from<br>investment contracts at 31 December<br>2016, total | 28  |

The liabilities at 1 January and at 31 December include the future bonus reserves and the effect of the reserve for the decreased discount rate. The calculation is based on items before reinsurers' share. More details on the insurance liabilities are presented in the risk management note 39.

Investment contracts do not include a provision for claims outstanding.

Liability adequacy test does not give rise to supplementary claims.

Exemption allowed in IFRS 4 Insurance contracts has been applied to investment contracts with DPF or contracts with a right to trade-off for an investment contract with DPF. These investment contracts have been valued like insurance contracts.

#### Reconciliation to the consolidated insurance and investment contracts

| EURm   | 2017   |
|--|--------|
| P&C insurance  | 11,281 |
| Life insurance   | 7,618  |
| Consolidated insurance and investment contracts, total | 18,900 |