

# Topdanmark – Profitable Insurance Business in Denmark

Topdanmark is the second largest non-life insurance company and the sixth largest life insurance company in Denmark.

In non-life insurance, Topdanmark holds a 17 per cent market share in Denmark. Topdanmark focuses on the private, agricultural and SME market, market segments with high frequency but low average claims. Topdanmark has

approximately 600,000 non-life insurance customers and the company offers a full range of insurance services.

In life insurance, Topdanmark has a 9 per cent market share in Denmark. Topdanmark serves around 130,000 Danish corporate and private customers. The majority are company pension customers with compulsory pension schemes for the employees.

## Topdanmark’s Vision Is to Be Denmark’s Best-run Insurance Company

In order to fulfil the vision of being Denmark’s best-run insurance company, Topdanmark aims continuously to

combine new technology, digitalization and automation with competent experience in insurance and risk assessment.

### Denmark’s Best-Run Insurance Company



#### In Topdanmark’s Opinion

- More value is created by utilizing the economies of scale shared between life and non-life insurance business in Denmark, rather than operating abroad

- The success criteria for an insurance company are: declining expense ratio, good risk management and strong sales power
- Digitalization, innovation and utilization of new technology are important means for achieving targets

## Topdanmark's Operational Targets

- A combined ratio of 91 per cent excluding run-off result
  - The goal for combined ratio is adjusted on the basis of a 10 per cent profit ratio
- Growth in gross premiums earned is in line with the market level