

If P&C Insurance AS

Interim Report

1st Quarter 2022

Translation from Estonian language

Contacts and signatures

If P&C Insurance AS main field of activity is non-life insurance services.

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Beginning of reporting period: 1 January 2022
End of reporting period: 31 March 2022
Chairman of the Management Board: Andris Morozovs
Auditor: AS Deloitte Audit Eesti

If P&C Insurance AS management board has compiled 1st quarter 2022 interim report which is presented on pages 7-19.

Member of the

Management Board Heinar Olak /Signature/ 30.05.2022

Member of the

Management Board Tiit Kolde /Signature/ 30.05.2022

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EXPLANATORY NOTE

If P&C Insurance AS (the Company, If) is a wholly owned subsidiary of the leading Nordic property and casualty Insurance group If P&C Insurance Holding Ltd (publ), which in turn is owned by the Finnish company Sampo plc. Sampo plc is listed on the Helsinki Stock Exchange and the Sampo Group is made up of the parent company Sampo plc and its subsidiaries If P&C, Mandatum Life, Hastings and Topdanmark.

If has been offering property and casualty insurance to private individuals and corporate customers in the Baltic markets since 1992. Across the Baltic countries, If has approximately 335,000 policyholders and is one of the leading P&C companies in Estonia. If's products include Property, Liability, Motor, Marine & Transport and Accident & Health insurance.

The Company is registered in Estonia and operates in Latvia and Lithuania through branches. The current corporate structure enables efficient operations with some shared business functions across all three Baltic countries.

This interim report includes the financial indicators of the Estonian unit operated by If P&C Insurance AS and the Latvian and Lithuanian branches.

Results for the first 3 months of 2022

The technical result reduced from \leq 5.2 million in 3 months of 2021 to \leq 2.7 million in 2022, combined ratio worsened to 93.6% (85.7%).

Gross premiums written for the first months of 2022 amounted to €55.2 million (€45,2 million in 2021). Premium volume growth (22.1%) is attributable to successful acquisition of new customers and solid renewals of existing customers, both in the large customer segment as well as in Private and Commercial small- and medium customer segments. Premium rates were adjusted substantially during the first 3 months of 2022 due to increasing claims inflation and contributed to the premium volume growth.

Baltic P&C insurance market premium volume increased approximately by 17% during the first 3 months of 2022 compared to year before.

Total claims cost, including claims handling expenses, increased from €22.0 million in the first 3 months of 2021 to €28,7 million in first 3 months of 2022, loss ratio increased to 68.9% (60.6%). In 2021, the result was extraordinary strong due to a positive court decision related to one large prior year claim. Increased claims cost inflation was affecting the claims cost negatively compared to 2021.

Continuous efficiency improvements and tight cost control, supported by digitalization and automation of Customer interaction processes, reduced the Expense ratio for the first 3 months of 2022 to 24.7% (25.1% in 2021). Total expenses, excluding claims handling cost, increased to €10.3 million (€9.1 million in 2021) mainly driven by salary inflation.

The overall net profit before tax reduced to $\in 3.3$ million ($\in 5.8$) in first 3 months of 2022. Income tax cost was 3.3 million ($\in 3.8$) and arised mainly due to the dividend distribution from the profit earned in Estonia which is taxed with corporate income tax in the dividend distribution period.

KEY FIGURES

€000	Q1 2022	Q1 2021
Premiums written, gross	55,236	45,248
Premiums earned, net of reinsurance	41,648	36,230
Claims incurred, net of reinsurance	28,699	21,967
Operating expenses 1	10,288	9,093
Technical result ²	2,662	5,170
Profit before taxes	3,316	5,790
Net profit	53	1,997
Combined ratio ³	93.6%	85,7%
Expense ratio ⁴	24.7%	25,1%
Loss ratio ⁵	68.9%	60,6%
Return on investments ⁶	-10.8%	0,6%

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Insurance contract acquisition costs and administrative ¹ Operating expenses expenses (+) reinsurance commissions and other income Premiums earned, net of reinsurance (-) claims incurred, net ² Technical result of reinsurance (-) operating expenses ³ Combined ratio Expense ratio + loss ratio Operating expenses ⁴Expense ratio Premiums earned, net of reinsurance Claims incurred (incl. Claims handling costs), net of ⁵Loss ratio reinsurance Premiums earned, net of reinsurance Investment income (-) investment expenses (+) changes in ⁶ Return on investments fair value recognised in other comprehensive income (yearly basis) Weighted average volume of financial investments in the period

Investment result

The value of financial investments was €298.9 million at the end of Q1 2022 (€276.2 million at the end of 2021).

Market volatility increased during the first quarter of 2022 due to Ukrainian war and as the monetary stimulus is gradually being withdrawn. Net investment return was €0.65 million (€0.62 million in 2021) in the income statement and -€8.42 million (-€0.15 million in 2021) in other comprehensive income. The total investment return was -10.8% (0.0% in 2021) and 7.7m€ (0.47m€ in 2021) in absolute terms.

Performance of the fixed income portfolio got badly hit by the increasing interest rates. Our investment focus remains unchanged, i.e., we seek to find new opportunities in the European investment grade bond markets and plan to re-invest maturing bonds into medium term instruments.

Number of employees

As at 31 March 2022, the number of full-time employees was 556 (31.12.2021 550).

Key activities of If P&C Insurance AS and its branches

If offers a complete range of P&C insurance products to private individuals and corporate customers in the Baltic countries. If is currently the fourth largest P&C insurer in the Baltic region combined.

When the war in Ukraine started in the first quarter of 2022, it also affected insurance in several ways. Due to the restrictions imposed on Russia and Belarus, If Insurance has made changes to its products mainly in terms of travel and transport insurance. If has kept customers updated of various changes.

If strongly condemns the attacks on Ukraine and wants to contribute to helping the victims of the war, both in the short and in the long term. If has decided to double the donations made by each If employee.

Level of customer service is very important for If Insurance. According to Kantar Emor research company NPS survey, customers of If Insurance rate our service experience highly. If has achieved the first place in the insurance sector of Estonia. For the last five years, If Insurance has been among the top three companies of insurance sector every year, having won the title of the best insurance company three times.

If achieved good results in the most prestigious employer brand competition "Dream Employer 2022" in Estonia, reaching the top five finalists of private sector companies in Estonia. This confirms that If Insurance is on the right track, being not only the best in customer service but also very good employer for its employees.

STATEMENT OF COMPREHENSIVE INCOME

€000	Note	Q1 2022	Q1 2021
PREMIUMS EARNED, NET OF REINSURANCE			
Premiums earned, gross		42,721	37,259
Premiums ceded		-1,073	-1,030
TOTAL	2	41,648	36,229
OTHER INCOME			
Investment result	3	653	620
Reinsurance commissions and other income		109	111
TOTAL		762	731
TOTAL REVENUE		42,410	36,960
CLAIMS INCURRED, NET OF REINSURANCE			
Claims incurred, gross		-28,436	-22,280
Reinsurers' share of claims incurred		263	314
TOTAL	4	-28,699	-21,966
EXPENSES			
Insurance contract acquisition costs		-6,299	-5,739
Administrative expenses		-4,096	-3,465
TOTAL	5	-10,395	-9,204
TOTAL CLAIMS AND EXPENSES		-39,094	-31,170
NET RESULT BEFORE TAXES		3,316	5,790
INCOME TAX		-3,263	-3,793
NET PROFIT FOR THE FINANCIAL PERIOD		53	1,997
OTHER COMPREHENSIVE INCOME			
OTHER COMPREHENSIVE INCOME TO BE RECLASSIFIED TO PROFIT AND LOSS IN SUBSEQUENT PERIODS			
Change in the value of available-for-sale assets		-8,419	-153
TOTAL		-8,419	-153
TOTAL COMPREHENSIVE INCOME FOR THE FINANCIAL			
PERIOD		-8,366	1,844

STATEMENT OF FINANCIAL POSITION

€000	Note	31 March 2022	31 December 2021
ASSETS			
Cash and cash equivalents		32,827	78,327
Financial investments	7	298,853	276,198
Receivables related to insurance activities	6	47,039	36,267
Accrued income and prepaid expenses		13,177	4,551
Reinsurance assets	9	7,199	6,260
Investment in subsidiary		88	88
Property, plant and equipment	8	3,357	3,641
TOTAL ASSETS		402,540	405,332
LIABILITIES AND EQUITY			
Liabilities related to insurance activities		9,632	7,705
Lease liabilities		3,199	3,471
Accrued expenses and deferred income		16,569	7,847
Deferred tax liability		31	40
Liabilities arising from insurance contracts	9	221,921	208,616
Total liabilities	_	251,352	227,679
Share capital		6,391	6,391
Share premium		3,679	3,679
Mandatory capital reserve		2,362	2,362
Fair value reserve		-3,708	4,710
Retained earnings		142,411	142,341
Net profit for the year	_	53	18,170
Total equity		151,188	177,653
TOTAL LIABILITIES AND EQUITY		402,540	405,332

STATEMENT OF CHANGES IN EQUITY

€000

			Mandatory	1		Net profit	
	Share capital	Share premium	capital reserve	Fair value reserve	Retained earnings	for the year	Total equity
At 1 January 2021	6,391	3,679	2,362	7,268	160,541	-	180,241
Dividends paid 1) Other comprehensive	-	-	-	-	-18,200	-	-18,200
income	-	-	-	-2,558	-	-	-2,558
Net profit for the year		_	-		_	18,170	18,170
At 31 December 2021	6,391	3,679	2,362	4,710	142,341	18,170	177,653
At 1 January 2022	6,391	3,679	2,362	4,710	160,511	-	177,653
Dividends paid 1) Other comprehensive	-	-	-	-	-18,100	-	-18,100
income	-	-	-	-8,418	-	-	-8,419
Net profit for the year		-	-	-	-	53	53
At 31 March 2022	6,391	3,679	2,362	-3,708	142,411	53	151,188

¹⁾ In March 2022, the Company distributed 18.1 million euros (2021: 18.2 million euros) in dividends to the sole shareholder. In accordance with the Estonian Income Tax Act, income tax cost in amount of 3.3 million euros on the dividend distributed from the profit earned by the Company in Estonia, is recognized in the period of dividend payment, therefore related income tax expense appeared in the statement of comprehensive income. Dividend distributed from the profit earned by Latvian or Lithuanian branches is taxed in the respective country and is exempt from the corporate income tax in Estonia when distributing further to the sole shareholder of the Company.

STATEMENT OF CASH FLOWS

€000	Note	Q1 2022	Q1 2021
Cash flow from operating activities Cash flow from insurance operations			
Premiums received	2	45,168	38,050
Premiums ceded	2	-1,467	-1,556
Claims paid, incl. claims handling expenses	4, 5	-27,929	-23,471
Cash flow from reinsurance		304	103
Employee-related and service-related expenses		-9,414	-8,532
TOTAL		6,661	4,594
Cash flow from asset management Investments in bonds and other interest-bearing securities		-53,062	-10,533
Proceeds from disposals of bonds and other interest- bearing securities		18,712	13,561
Proceeds from term deposits		-	5,000
Interest received		725	799
Interest paid		-90	-2
TOTAL		-33,715	8,826
Income tax paid		-96	-77
Net cash flow from operating activities		-27,150	13,343
Cash flow from investing activities			
Purchase of property, plant and equipment Net cash flow from investing activities		<u>-</u>	-60 - 60
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Cash flow from financing activities			
Dividends paid		-18,100	-18,200
Repayment of lease liability		-251	-341
Net cash flow from financing activities		-18,351	-18,541
Change in cash flow		-45,500	-5,257
Cash and cash equivalents at beginning of reporting period Cash and cash equivalents at end of reporting		78,327	52,880
period	_	32,827	47,623

NOTES TO THE INTERIM FINANCIAL STATEMENTS

Note 1. Accounting principles and basis of estimations used in the preparation of the financial statements

This interim report has been prepared in conformity with the IAS 34 "Interim Financial Reporting" requirements for condensed interim financial statements.

The If P&C Insurance AS annual report for the financial year ended 31 December 2021 was prepared in conformity with the IFRS and the interpretations issued by IFRIC, which have been approved by the EU. The applied standards and interpretations are described in Company's accounting policies for the financial year 2021. The financial statements are available on Company's website at www.if.ee.

Though the company forms the group together with its subsidiary Support Services AS and is the consolidating entity, the Company has elected in accordance with IFRS 10 paragraph 4 not to present consolidated financial statements and presented only separate financial statements. The Company is a wholly–owned subsidiary of If P&C Insurance Holding Ltd (publ) and the parent produces consolidated financial statements available for public use that comply with International Financial Reporting Standards (IFRS). Consolidated financial statements of the parent are available at websites www.sampo.com under section Figures-Annual report.

Note 2. Premiums earned, net of reinsurance

€000	Q1 2022	Q1 2021
Premiums written, gross	55,236	45,248
Change in the provision for unearned premiums	-12,515	-7,989
Premiums earned, gross	42,721	37,259
Reinsurance premiums	-2,467	-2,164
Change in the provision for unearned premiums	1,394	1,134
Premiums ceded	-1,073	-1,030
TOTAL	41,648	36,229

Note 3	Inves	tment	result
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€000	Q1 2022	Q1 2021
Interest income/expense on:		
Available-for-sale financial assets Bonds and other interest-bearing securities	771	754
Loans and receivables Cash and cash equivalents	-	1
Lease liabilities	-1	-3
TOTAL	770	752
Gain from the disposal of: Available-for-sale financial assets Bonds and other interest-bearing securities TOTAL	64 64	142 142
Gain/loss from the change in the value of:		
Exchange rate changes	-20	-19
TOTAL	-20	-19
Investment expenses	-161	-255
TOTAL INVESTMENT RESULT	653	620
Reconciliation of the fair value reserve of available-for- sale financial assets	Q1 2022	Q1 2021
Opening balance, available-for-sale financial assets	4,710	7,268
Changes in fair value during the year, recognised in other comprehensive income Realised gain recognised in profit or loss	-8,482 64	-11 -142
Closing balance, available-for-sale financial assets	-3,708	7,115
Change in the fair value reserve of available-for-sale financial assets during the year	-8 418	-153

Note 4. Claims incurred, net of reinsurance

€000	Q1 2022	Q1 2021
Gross		
Claims paid related to the reporting period	-12,260	-11,325
Claims paid related to previous periods	-17,036	-13,348
Amounts recovered from salvage and subrogation	2,885	2,676
Change in the provision for claims outstanding	-790	805
Claims handling expenses	-1,235	-1,088
TOTAL	-28,436	-22,280
Reinsurers' share		
Claims paid related to the reporting period	-	1
Claims paid related to previous periods	193	-15
Change in the provision for claims outstanding	-456	328
TOTAL	-263	314
Net		
Claims paid related to the reporting period	-12,260	-11,324
Claims paid related to previous periods	-16,843	-13,363
Amounts recovered from salvage and subrogation	2,885	2,676
Change in the provision for claims outstanding	-1,246	1,133
Claims handling expenses	-1,235	-1,088
TOTAL	-28,699	-21,966

Note 5. Expenses

€000	Q1 2022	Q1 2021
Salaries and remuneration	-5,489	-4,603
Social security costs	-1,171	-970
Other personnel expenses	-409	-362
Total personnel expenses	-7,069	-5,935
Commissions to intermediaries	-2,577	-2,505
Data processing	-435	-601
Expenses on premises	-501	-520
Office expenses (incl. communication expenses)	-182	-149
Other operating expenses	-867	-582
TOTAL	-11,631	-10,292
Division of costs on the basis of functions:		
Insurance contract acquisition costs	-6,299	-5,739
Administrative expenses	-4,096	-3,465
Claims handling expenses	-1,236	-1,088
TOTAL	-11,631	-10,292

Note 6. Receivables related to insurance activities

€000	31 Mar 2022	31 Dec 2021
Receivables related to direct insurance activities,		
incl.	45,790	35,849
- policyholders	40,136	30,658
- intermediaries	2,987	2,776
- subrogation with significant recoverability	1,880	1,680
- salvages	416	331
- other	371	404
Receivables related to reinsurance	272	291
- incl. from related parties	-	29
Other receivables	977	127
TOTAL	47,039	36,267

Nota	7 Fina	ncial in	vestment	-6
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€000	31 Mar 2022	31 Dec 2021
Available-for-sale financial assets		
Bonds and other interest-bearing securities		
- listed	290,355	267,599
- unlisted	8,498	8,599
Incl. with a floating interest rate Incl. with a fixed interest rate (0.125 -3.0%;	8,221	8,224
31.12.2020: 0.125%-3.0%)	290,632	267,974
TOTAL	298,853	276,198
TOTAL FINANCIAL INVESTMENTS	298,853	276,198

Bonds and other interest-bearing securities by issuers

€000	31 Mar 2022	31 Dec 2021
Issued by Estonian financial institutions	3,790	3,850
Issued by Estonian companies	1,518	1,522
Issued by foreign governments	2,475	2,571
Issued by foreign financial institutions	138,244	113,150
Issued by foreign companies	152,826	155,105
TOTAL	298,853	276,198

Ratings of bond issuers (S&P)	Percentage of	Percentage of fair value		
	31 Mar 2022	31 Dec 2021		
AAA	2.0%	2.2%		
AA+ until AA-	5.2%	8.7%		
A+ until A-	18.1%	15.4%		
BBB+ until BBB-	52.7%	50.4%		
BB	1.3%	1.8%		
Non rated	20.7%	21.5%		
TOTAL	100%	100%		

Bonds and other interest-bearing securities by maturity terms

€000	31 Mar 2022	31 Dec 2021
Up to 1 year	24,176	20,184
1-2 years	54,012	62,109
2-5 years	188,071	160,957
5-10 years	32,594	32,948
TOTAL	298,853	276,198

Deposits by maturity terms

Up to 6 months	-	-
6-12 months		<u>-</u>
TOTAL	_	<u>-</u>

Note 8. Property, plant and equipment

€000	Right-of-use: Buildings	Other PPE	TOTAL
Net book value as at 31 December 2019	2,768	392	3,160
Acquisition	1,936	60	1,996
Disposal	-	-365	-365
Sales	-	-12	-12
Acquisition cost as at 31 December 2021	7,325	1,262	8,587
-incl. fully depreciated	-	947	947
Depreciation charge for the year	-1,227	-152	-1,379
Depreciation charge of sales and disposals	-	240	240
Accumulated depreciation as at 31 December 2021	-3,848	-1,098	-4,946
Net book value as at 31 December 2021	3,477	164	3,641
Acquisition	23	-	23
Reclassification	-45	-	-45
Write-off	-	-	-
Sales	-	-	-
Acquisition cost as at 31 March 2022	7,303	1,262	8,565
-incl. fully depreciated	-	961	961
Depreciation charge for the year	-248	-14	-262
Accumulated depreciation as at 31 March 2022	-4,095	-1,112	-5,208
Net book value as at 31 March 2022	3,207	150	3,357

Note 9. Liabilities arising from insurance contracts and reinsurance assets

€000	31 Mar 2022	31 Dec 2021
Gross		
Provision for incurred and reported claims and		
claims handling expenses	108,581	107,640
Provision for incurred but not reported claims	27,939	28,089
Provision for unearned premiums	85,401	72,887
TOTAL	221,921	208,616
Reinsurer's share		
Provision for incurred and reported claims and		
claims handling expenses	4,457	4,889
7Provision for incurred but not reported claims	247	270
Provision for unearned premiums	2,495	1,101
TOTAL	7,199	6,260
Net		
Provision for incurred and reported claims and		
claims handling expenses	104,124	102,751
Provision for incurred but not reported claims	27,692	27,819
Provision for unearned premiums	82,906	71,786
TOTAL	214,722	202,356

Note 10. Related party transactions

Related parties

The company's shareholders, enterprises under the joint control of or enterprises controlled by the company, the company's staff, Management Board and Supervisory Board members, their close relatives and other individuals over whom the above persons have significant influence, are considered related parties.

<u>Transactions with members of the Management Board and members of the Supervisory Board</u>

The Management Board members received a total of €466 thousand in remuneration, including social tax (Q1 2021: €382 thousand). During the reporting period, no severance fee was paid to Management Board members (Q1 2021: €0). No remuneration was paid to members of the Supervisory Board.

Insurance contracts with total premiums of €3 thousand were concluded with the management individuals in the financial period (Q1 2021: €1 thousand).

Reinsurance transactions with group companies

The company has concluded reinsurance contracts with If P&C Insurance Ltd (publ).

	Calculated re	insurance	Indemnificat	ions and
	premiu	ms	commissions	received
€000	Q1 2022	Q1 2021	Q1 2022	Q1 2021
If P&C Insurance Ltd (publ)	1,901	1,472	6	4

Receivables and payables related to the above transactions as at:

€000	31 Mar 2022	31 Dec 2021
Receivables		
If P&C Insurance Ltd (publ)	-	29
€000	21 Man 2022	04.5
	31 Mar 2022	31 Dec 2021
Payables	31 Mar 2022	31 Dec 2021

<u>Other related party transactions, transactions with other group companies</u>

	Services purchased		Services rendered	
€000	Q1 2022	Q1 2021	Q1 2022	Q1 2021
Mandatum Life Insurance Baltic SE	-	-	1	6
Nordea Group companies	23	21	-	-
If P&C Insurance Ltd (publ)	61	3	57	63
Sampo plc	-	166	-	-
If IT Services A/S	147	131	-	-
Total	230	321	58	69

There are no receivables but following payables related to the above transactions as at:

€000	31 Mar 2022	31 Dec 2021
Payables		
Mandatum Life Insurance Baltic SE	-	-
Sampo plc	-	-
If P&C Insurance Ltd (publ)	60	68
If IT Services A/S	73	57
Total	133	125

If Insurance has acquired financial assets and has earned investment income from the following group companies:

€000	31 Mar 2022	31 Dec 2021
Financial assets		
Nordea Group companies	5,079	5,100
€000 Investment income/expense	Q1 2022	Q1 2021
Nordea Group companies	17	11