

30 April 2012

Finnish insurance in 2011

Federation of Finnish Financial Services





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Kimmo Koivisto

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Finnish insurance in 2011

Highlights

Finnish insurers' investments returned a loss of slightly under 2%, calculated on current values. Companies' financial strength remained adequate.

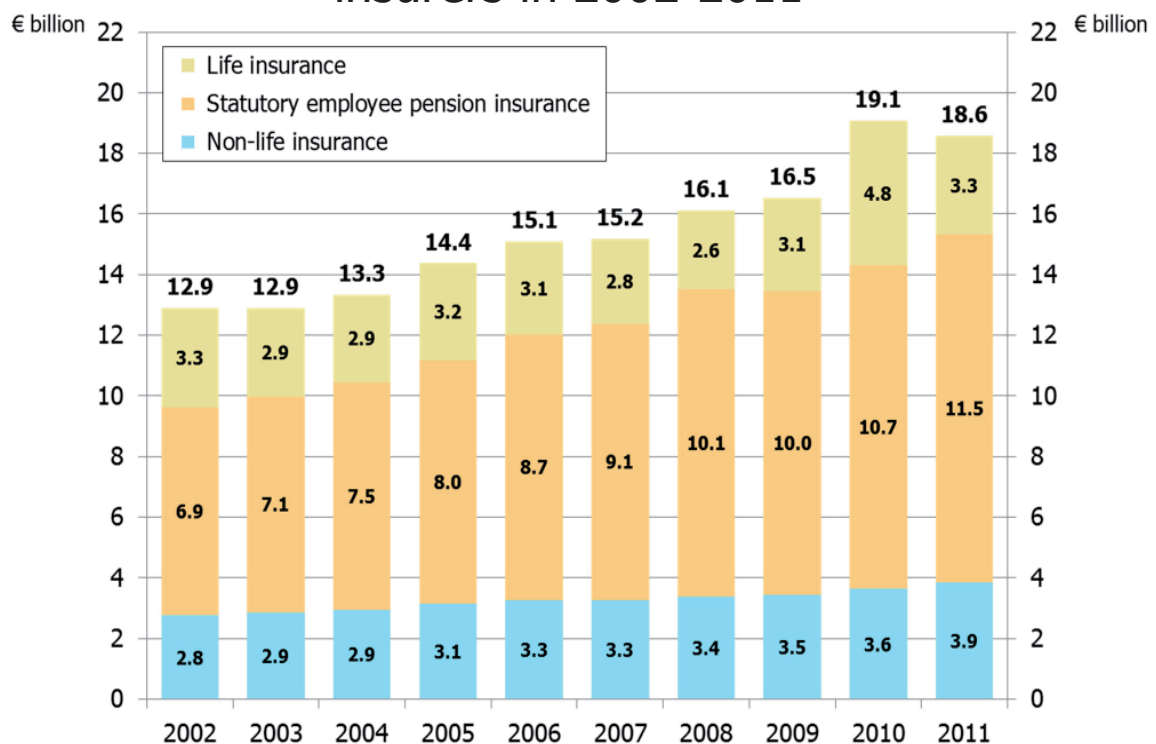
Insurance premiums written in Finland fell by 3% to a total of about €19bn.

Non-life insurers' combined ratio rose to 107.2%.

Loss ratio was 86.2%, expense ratio 21.0%

Life premiums fell 32%. Heaviest decrease in premium income occurred in group pension insurance and capital redemption policies.

Breakdown of gross premiums written by Finnish insurers in 2002-2011





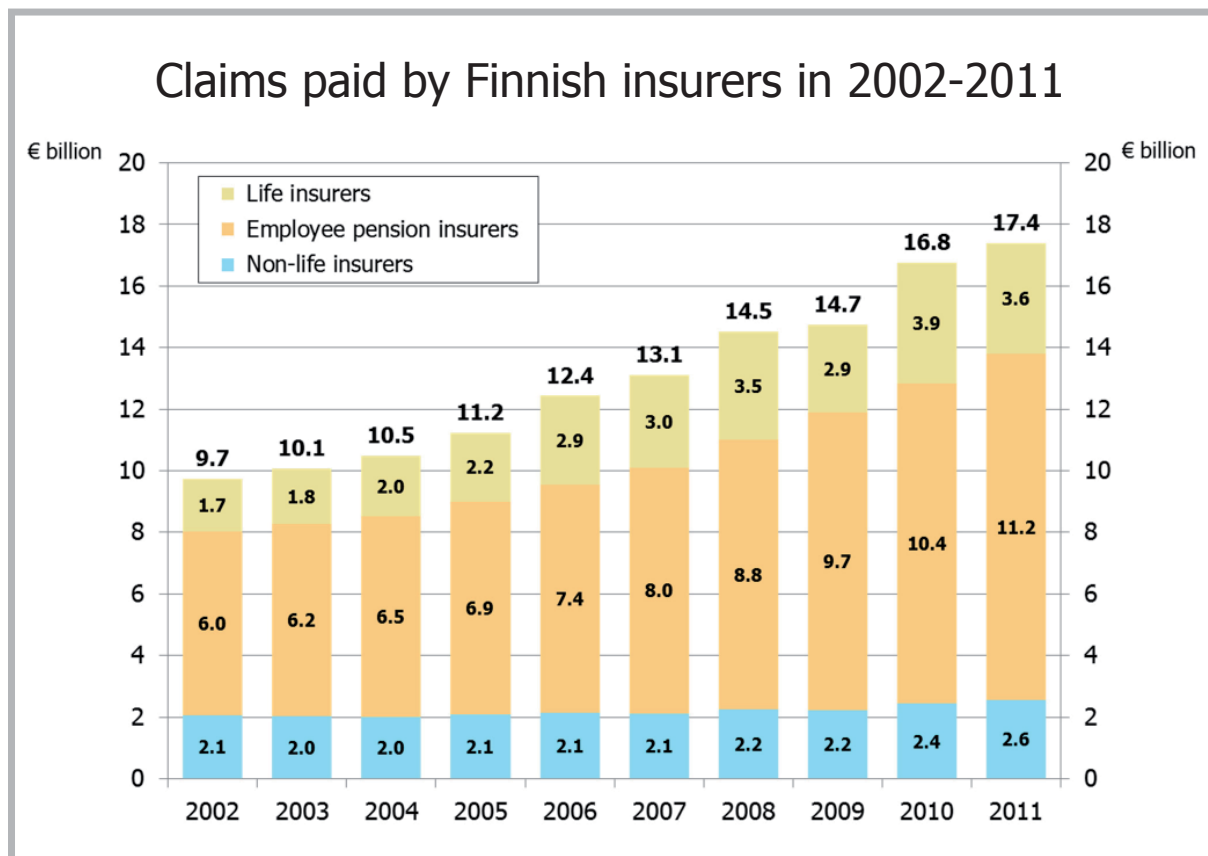
Market developments

2011 was a year of moderate but stable growth in Finland. Uncertainty in the euro area economy nonetheless cast long shadows over investment markets. Insurers consequently suffered losses in their investment returns calculated on current values. On the other hand, the level of employment improved, which had positive effects on premium income.

The gross premiums of Finnish insurers fell by 3% to slightly below €19bn in 2011. Life insurers' premiums shrank a full 32%, while non-life insurers gained 6%. Employee pension premiums also increased by 8%.

Finnish insurers paid claims and pension benefits in 2011 for a total of €17.4bn, which is 4% more than the year before. Non-life insurers raised their provision for claims due to increasing life expectancy, and this clearly weakened their overall performance. The return on investments was also weaker than hoped. Operating profits and overall performance were consequently mostly negative. While the solvency of Finnish insurers weakened, it still remained at least adequate.

A typical feature in the breakdown of Finnish insurance is that statutory lines generate a major share of premiums written. Last year, 69% of all premiums written came from statutory insurance, i.e. employee pension, workers' compensation and motor liability insurance. Another feature typical of the Finnish insurance market is high concentration. Nearly 86% of all premiums were written by the four largest insurer groups.



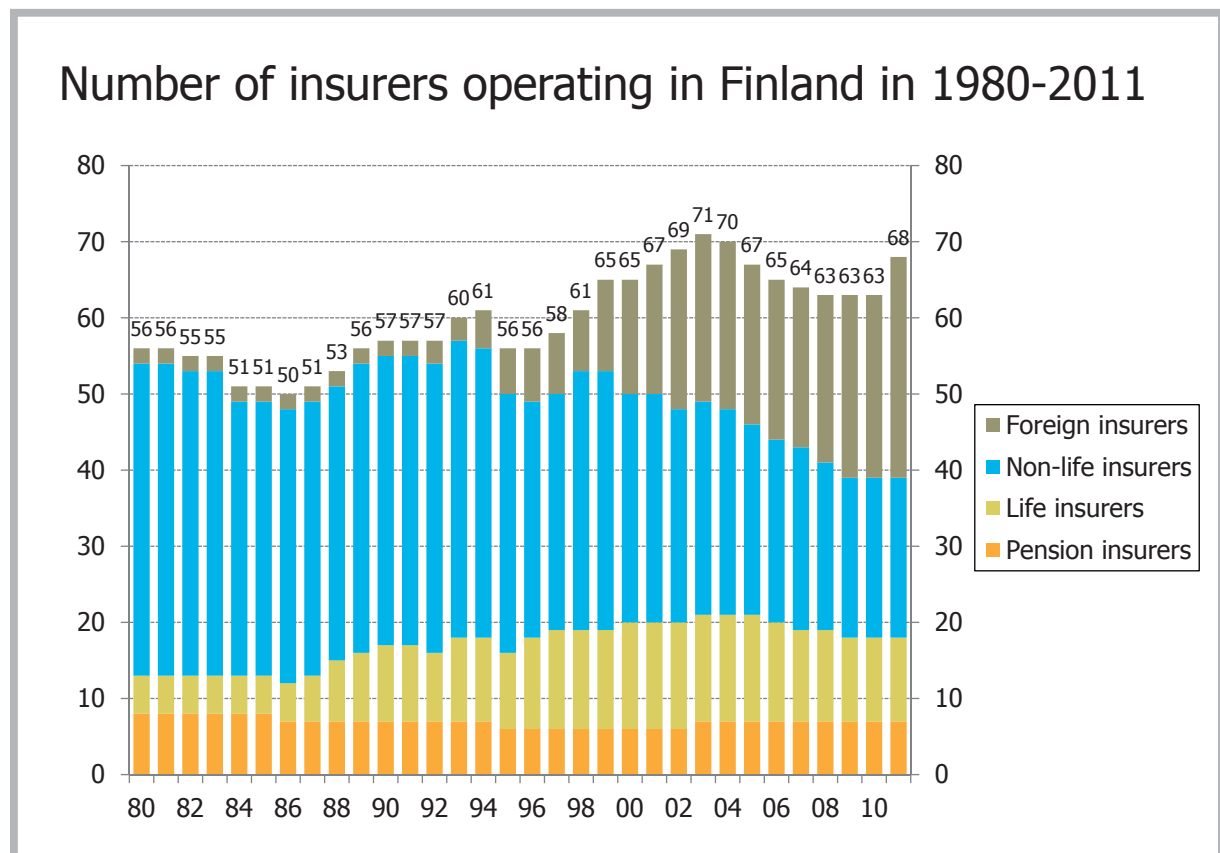


Corporate scene

At the end of 2011, there were 39 licensed Finnish insurers in Finland, with 21 specialising in non-life business and reinsurance, 11 in life insurance and 7 in statutory employee pension insurance. Mutual associations, or local mutuals, totalled 60 at the end of the year. Insurance companies employed about 10,680 persons in total. This is 200 employees more than in 2010.

The number of branches operated by non-Finnish insurers in Finland was 29 at the end of the year. In addition, 623 foreign companies notified the Financial Supervisory Authority that they provide cross-border insurance services.

At the end of 2011, the Insurance Brokers Register, maintained by the Financial Supervisory Authority, included 68 insurance broker businesses. The volume of business conducted through brokers was roughly 7% of the total premiums written.





**Gross premiums written* in Finland in 2011
and loss ratio with claims paid**

	Premiums written €m	Change %	Loss ratio % 1)	Claims paid €m 2)	Change %
Pension insurance					
- statutory pension	11,462	7.6		11,238	7.9
Life insurance					
- personal life, unit linked	957	-5.1			
- capital redemption policies	814	-50.6			
- other life insurance	389	-1.4			
- employees group life	40	7.6			
- other group life insurance	110	5.6			
- personal pension, unit linked	447	-7.0			
- other personal pension	177	-13.4			
- group pension, unit linked	73	18.8			
- other group pension	246	-71.1			
- reinsurance	5	13.4			
Life insurance total	3,258	-32.0		3,592	-8.4
Non-life insurance					
- workers' compensation	584	8.5	115.4	456	2.7
- other accident and health	370	9.4	83.3	254	8.9
- motor vehicle	679	4.3	75.7	425	9.6
- marine, aviation and transport	117	5.4	48.8	62	1.9
- fire and other damage to property	847	5.5	86.5	576	8.3
- motor liability	764	3.8	85.6	489	8.2
- general liability	193	10.2	76.2	112	1.4
- credit and suretyship	38	-6.8	25.3	8	17.1
- legal expenses	72	8.0	74.6	39	-2.4
- other direct insurance	59	7.2	79.3	51	45.8
Direct non-life business total	3,723	5.9	86.8	2,472	7.4
- domestic reinsurance	65	3.4	74.1	49	-16.3
- foreign reinsurance	72	15.3	57.6	34	-51.3
Non-life insurance total	3,860	6.0	86.2	2,555	5.2
TOTAL	18,579	-2.6		17,385	3.7

* includes Finnish companies and local mutuals plus those foreign insurers whose figures have been reported to the Federation

1) Claims incurred / premiums earned, only Finnish insurers included

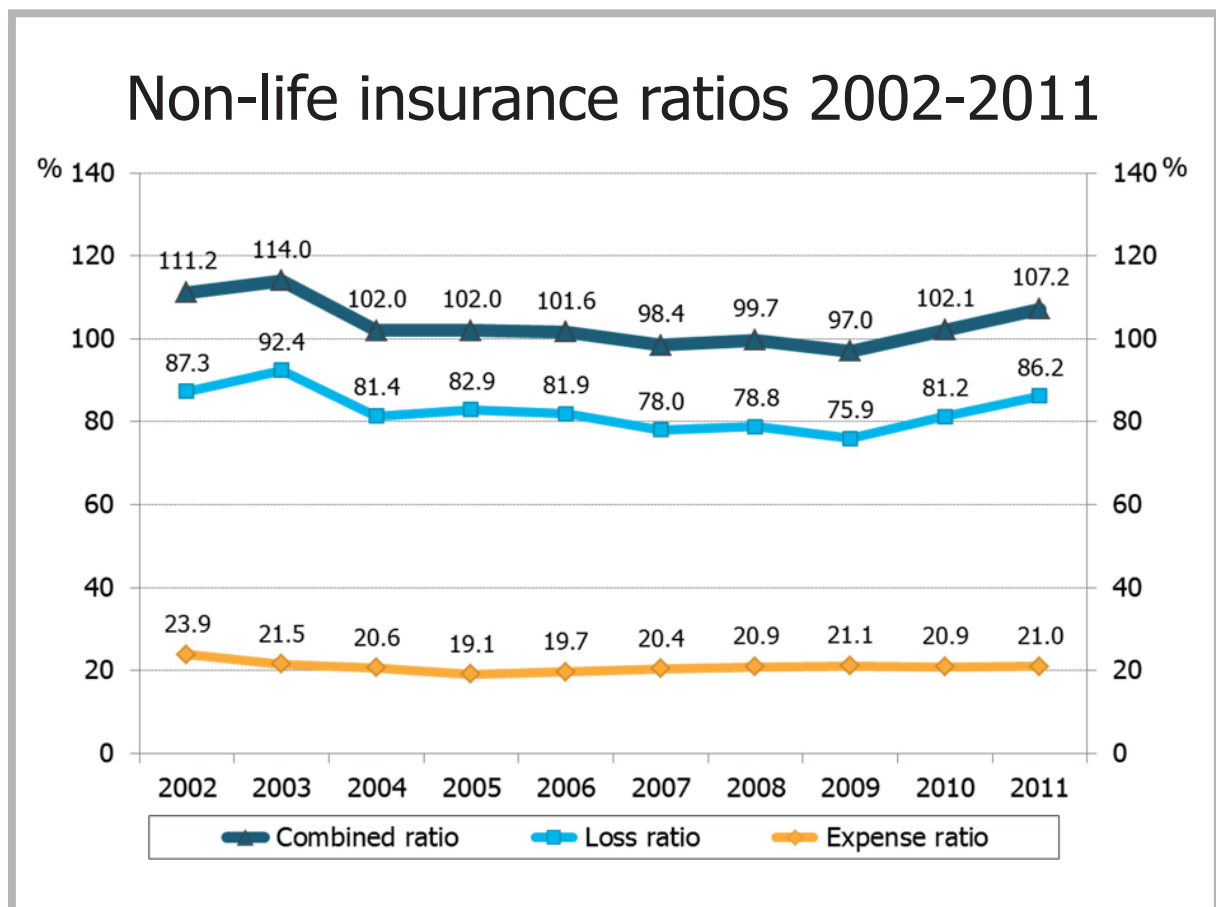
2) Claims paid, only Finnish insurers included



Non-life insurance

Finnish non-life insurers' premium income grew 6% to a total of €3.9bn. Non-life claims were paid for €2.6bn, which is a 5% increase from 2010. Balance on technical account before change in equalisation provision (premiums earned less claims incurred and operating expenses) was €236m in deficit.

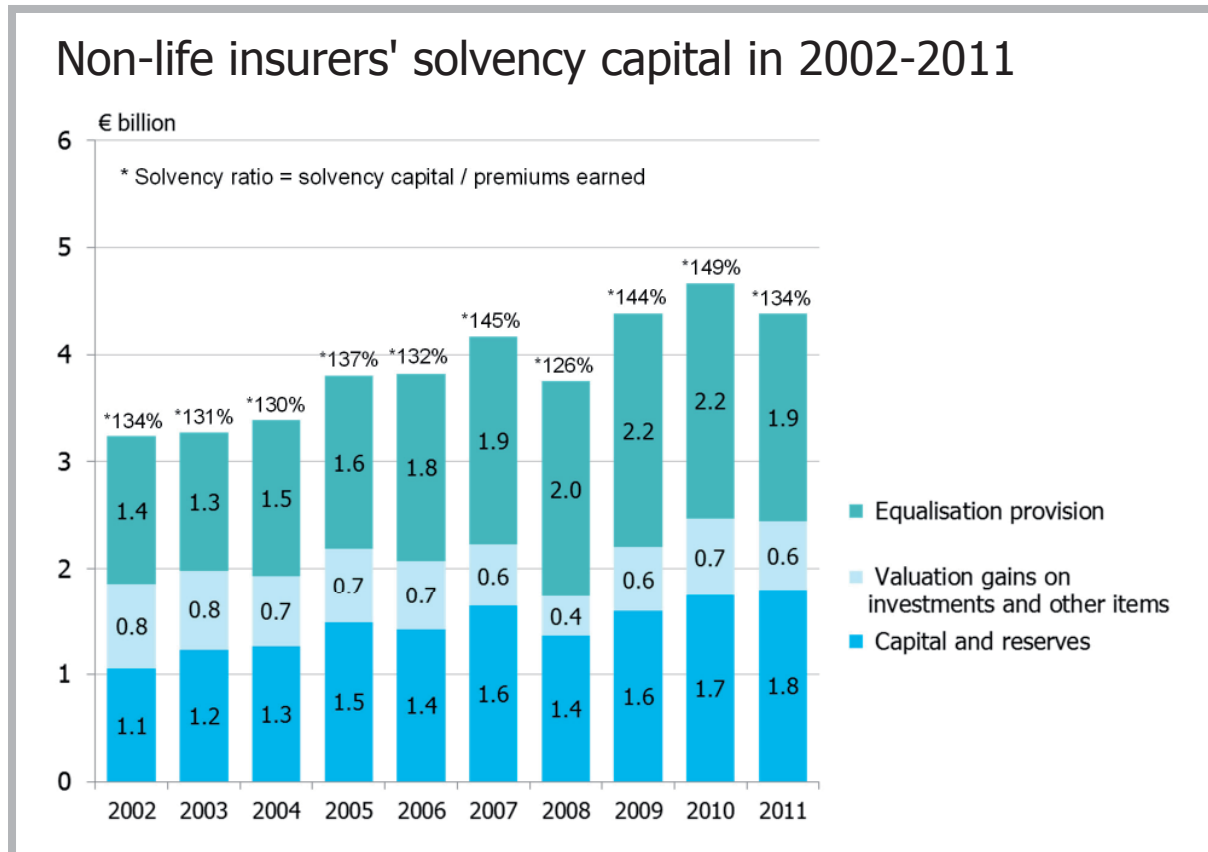
Non-life insurers' combined ratio, which reflects both loss ratio and expense ratio, rose by more than 5 percentage points to 107.2%. Loss ratio (claims incurred to premiums earned) worsened from 81.2% to 86.2%. The main reason for this was the pressure to raise the provision for claims because of increasing life expectancy. Expense ratio also weakened slightly, settling at 21.0%. Loss ratio before unwinding of discount was 82.6%, and the corresponding combined ratio before unwinding of discount was 103.6%.



The net profits of non-life insurers' investments fell by 73%, calculated on current values, and totalled €166m. Return on investments on capital employed was 1.4% on current values. The companies reported an aggregate operating loss of €11m. When valuation gains/losses on investments are added to the operating loss, the total figure stands at €74m in deficit.



Non-life insurers' solvency capital, which is made up of solvency margin and equalisation provision, shrank to €4.4bn. The main reason for this change was the fact that the equalisation provision was used to cover changes in the bases for technical provisions in statutory accident insurance and motor liability insurance. The decrease also influenced solvency ratio, which fell to 134%. Non-life insurers' solvency margin was 3.7 times the margin required by the Insurance Companies Act.



Insurance against fire and other damage to property continued as the largest group of non-life classes. This group of insurance classes covers both business and personal property cover. Its premiums written grew by 5% to €847m. Although the volume of compensations paid was 8% higher than in 2010, the loss ratio shrank slightly to 86.5%. Reinsurance covered a significant part of the compensations paid for last winter's storm damages. Reinsurers' share of the total amount of claims incurred in 2011 rose to €106m.

Premiums written in statutory motor liability insurance rose 4% to €764m. The loss ratio of this class rose to 85.6%, mostly because of the raising of provision for claims due to increasing life expectancy. The number of road accidents reported to motor liability insurers was 139,492, up 3.5% from 2010. Fatal accidents increased in number from the year before. According to data filed with Statistics Finland, road accidents claimed 292 persons. The number of injured also increased to a total of 7,919 persons.

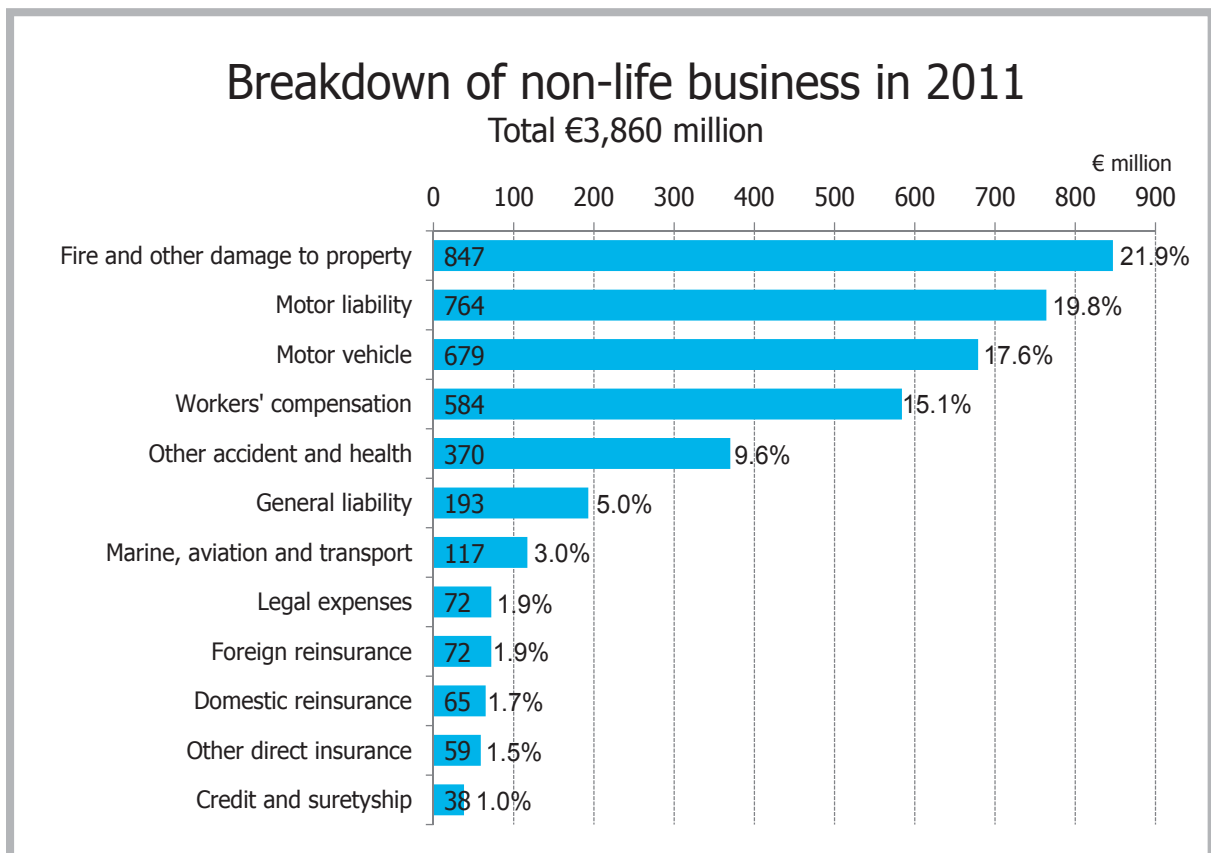


The volume of workers' compensation premiums written showed apparent reaction to the recovering economy, totalling at €584m. This is nearly 9% more than in 2010. The amount of compensation paid was only slightly larger than a year earlier, but due to the increasing life expectancy, provision for claims was raised and the loss ratio grew noticeably weaker, settling at 115.4%.

Voluntary motor vehicle insurance grew 4% in terms of premiums written, which amounted to €679m. Loss ratio weakened to 75.7%. The number of cars rose 3.7% from 2010, and the number of cars damaged in road accidents increased by as much as 9%, with a total of 386,399 claims received by insurers.

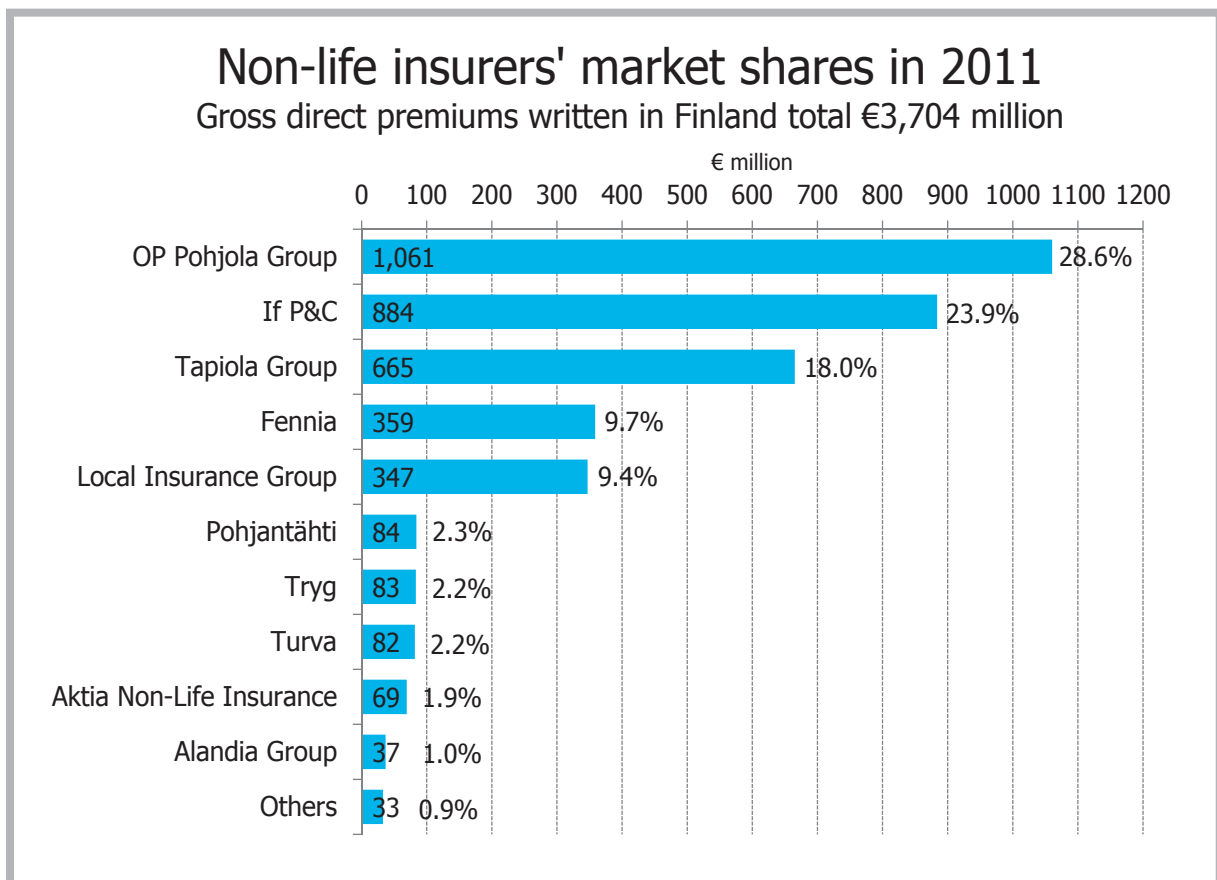
Other voluntary accident and health insurance premiums grew to €370m. This is an increase of a generous 9% from the year before. Loss ratio weakened to 83.3%.

Premiums written on accepted reinsurance grew by 9% to a total of €137m. Foreign reinsurance contributed €70m to the total and domestic reinsurance covered the remaining €67m.





The volume of domestic direct premiums written by non-life insurers rose 6% to €3.7bn. The data now included premiums also from Tryg's Finnish branch. As a result, other companies' market shares decreased, but overall changes in market shares nonetheless remained relatively small. OP-Pohjola Group kept its number one position by raising its market share to 28.6%. If P&C Insurance Company Ltd lost market share and claimed 23.9% of the total. Tapiola, too, lost market share and ended with 18.0%. The Local Insurance Group, which comprises most of local mutuals operating in Finland, lost market share down to 9.4%, while Fennia kept its 9.7%. The five largest insurer groups commanded nearly 90% of the non-life market in 2010.



Mutual associations

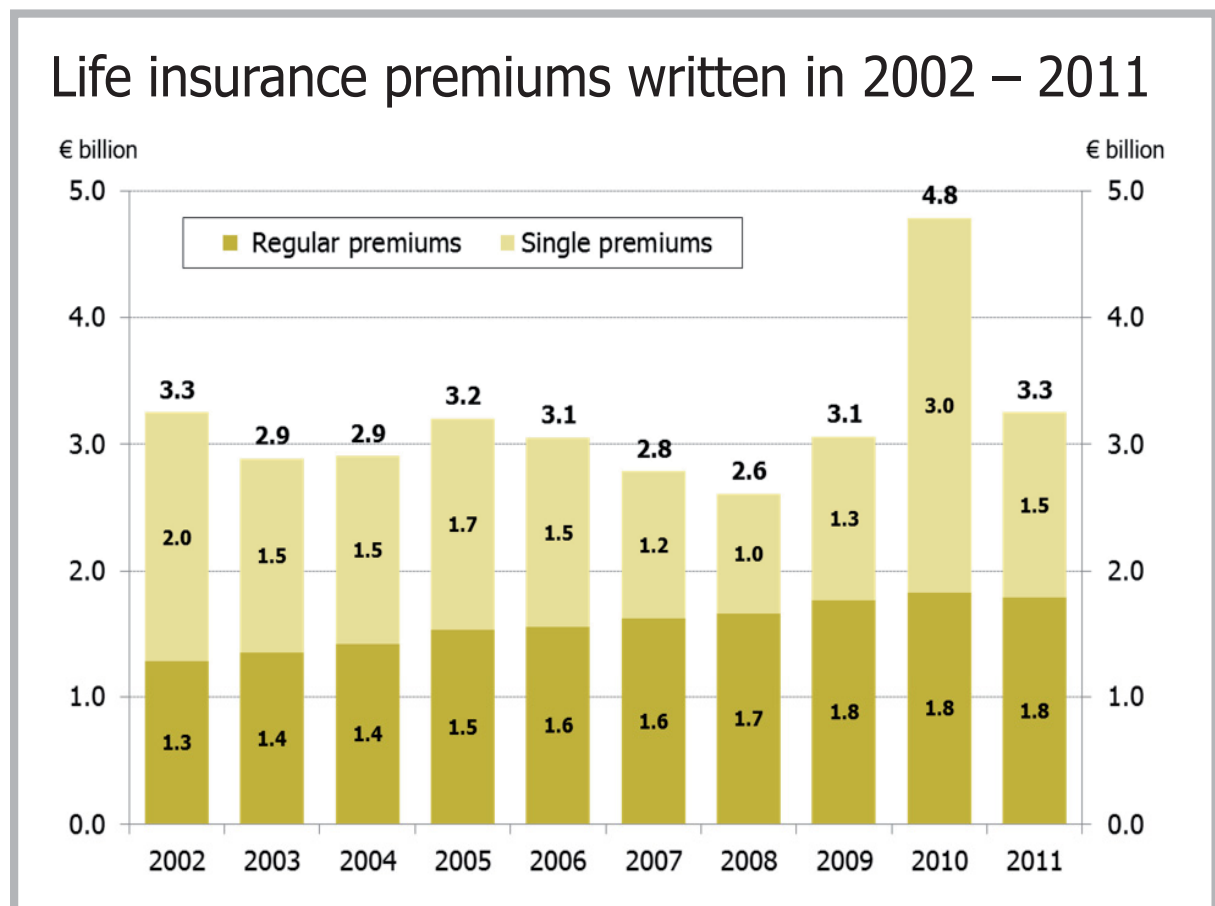
For several years now, the number of local mutual insurance associations has been on the decline in Finland. In 2011, they numbered 60. Most of the local mutuals are members of the Local Insurance Group.

Direct premiums written by Finnish mutual associations totalled €207m in 2011, up 7% on 2010. The market share of local mutuals was slightly less than 6% of all direct business at the year-end. The average loss ratio of the local mutuals was 73%. The figure is not directly comparable to insurance companies' loss ratios, because mutual associations do not provide statutory insurances, which usually have higher loss ratio than voluntary lines of insurance. The associations totalled an operating loss of €3m.



Life insurance

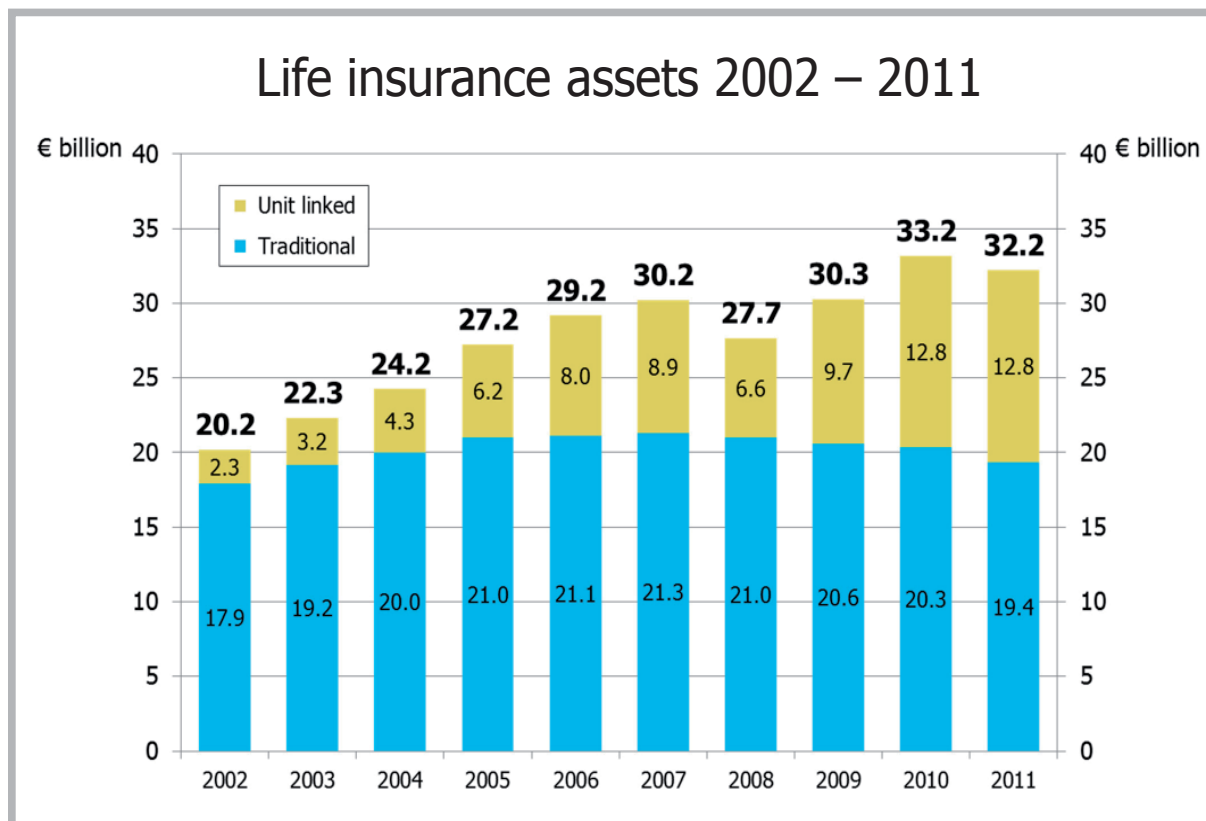
Finnish life insurers' 2011 premium income was nearly 32% smaller than the 2010 volume. The figure below illustrates the reason behind such negative development. Furthermore, comparison with 2010 is unfavourable due to the notable spike in single premiums (which tend to fluctuate heavily even under normal conditions). The majority of the single premiums written in 2010 were for group pension insurance and capital redemption policies, and these consequently showed the heaviest decrease in 2011. Premiums written in Finland totalled €3.3bn. New business weakened in nearly all products, and the total number of new policies was on the decline at all points.



Claims paid under life insurance fell 8% to €3.6bn. Policy benefits covered €1.4bn, policy surrenders amounted to €0.9bn, pensions were paid out for €1.0bn and other benefit and compensation payouts totalled €0.3bn. Pension payouts amounted to 9% more than in 2010, while 15% less of policy benefits were paid out. Policy surrenders also fell 14% in the course of the year.



The volume of assets held under life policies shrank 2.9% to €32.2bn. Guaranteed-return savings shrank by 4.7% to €19.4bn, whereas unit-linked insurance products maintained their volume of €12.8bn.



Premium income from capital redemption policies dropped by 50%, down to €814m. The amount of new premiums written was 21% smaller than the year before, with a total number of 6,174. Nearly all new capital redemption policies were written as unit-linked contracts.

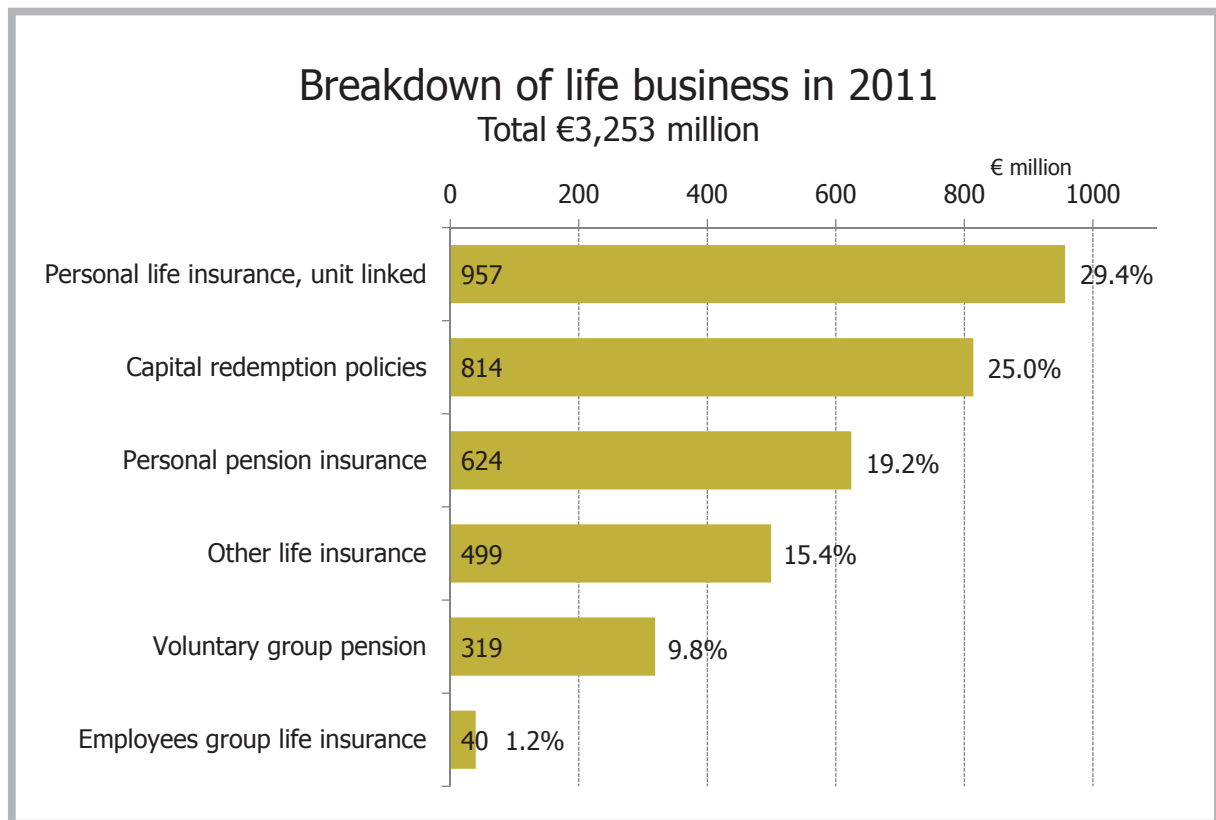
Premiums written in unit-linked life insurance decreased by 5% and amounted to €957m. Pure risk policies rose 3% to €310m in terms of premiums written, and the premiums of voluntary group pension policies totalled €110m, 6% more than in 2010. Other guaranteed-return life policies fared less well and fell down 15% to €79m.

It appears that the effects of the new act on long-term savings are permanent. The sales of new pension policies continued to drop. Only 7,700 new personal pension policies were bought in 2011, while two years earlier in 2009 their number had been as high as 50,000. The average amount of regular contributions paid to new pension plans was €201 a month. Premiums written generated €624m, which is 9% less than the year before.



Voluntary group pension insurance shrank 65% in terms of premiums written. Premiums totalled €319m, out of which €73m was covered by unit-linked business. The drop in portfolio transfers from wound up pension funds was the main cause for the plummeting premiums. In 2011, portfolio transfers were made only for €66m, when the year before their amount had been €623m.

Premiums on employees' group life insurance, a cover agreed between social partners, paid €40m, which is an increase of 8%.

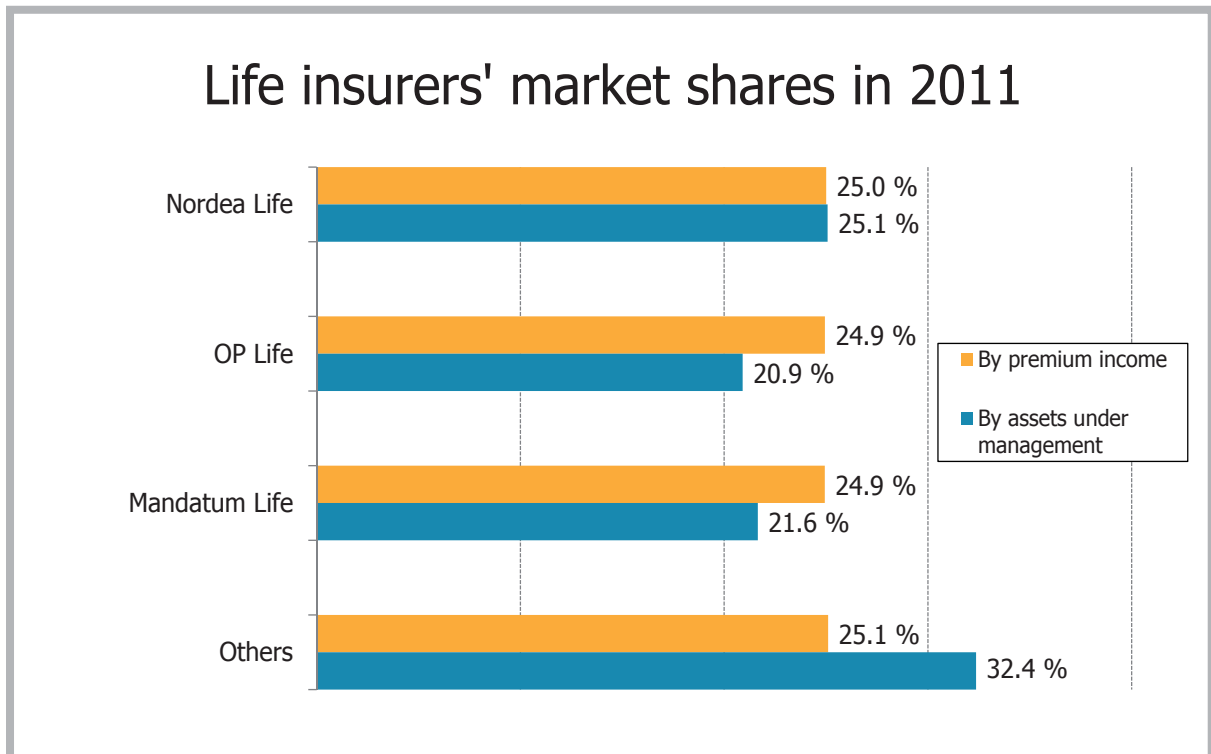


Calculated on current values, life insurers' investments gave a return of 0.8%. In total the investments generated €200m. Operating expenses rose 8% to €275m. Life insurers' operating profit was €142m. Valuation gains/losses decreased by €584m, which left a total operating loss of €442m. Bonuses and rebates were paid for a total of €221m.

Life insurers' solvency ratio fell to 18%. The figure means that Finnish life insurers' solvency capital was 18% larger than the amount needed for future benefit payouts to customers. These assets serve as a buffer to tide over years of poor investment performance. Life insurers' aggregate solvency capital decreased 15% to €4.5bn. Life insurers' solvency margin shrank but was still 4.0 times the margin required by the Insurance Companies Act.



In terms of premiums written, Nordea Life Assurance rose into the market leader position with a market share of 25%. OP Life Assurance Company (24.9%) and Mandatum Life (24.9%) yet were not far behind. The top three had a clear lead also in terms of life insurance assets. Nordea Life Assurance was the largest (25.1%), followed by Mandatum Life (21.6%) and OP Life Assurance Company (20.9%).



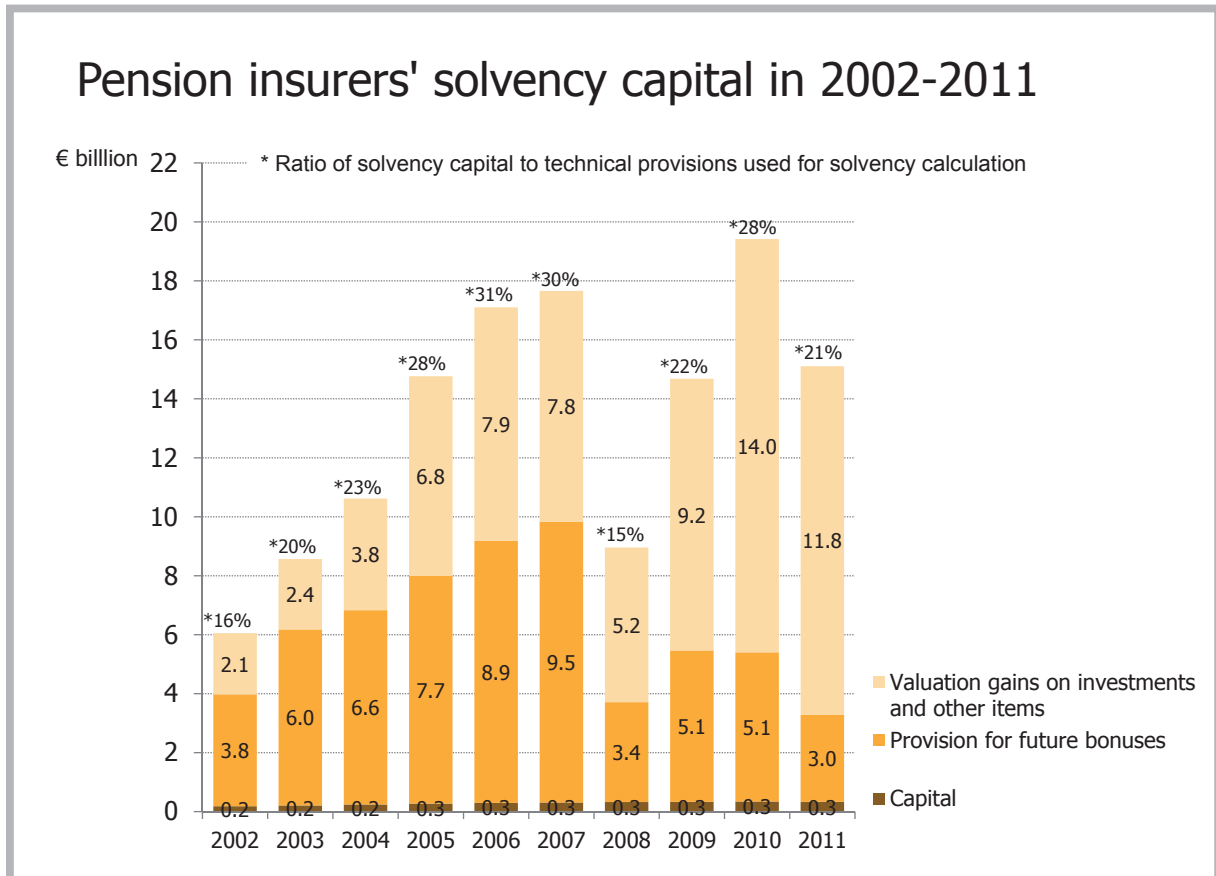
Statutory pension insurance

The premium income of statutory pension insurance is heavily dependent on the total payroll. Total payrolls maintained strong growth throughout the year. Pension insurers' premium income rose 7.6% to €11.5bn. The companies paid pensions for a total of €11.2bn. Calculated on current values, the value of assets held in cover of pension liabilities fell by 4% to €81bn.

Pension insurers derive much of their income from investments. Equity investments formed the major part of the companies' portfolio, and due to the exceptionally weak development during the third quarter, their value development was negative. The overall performance of pension insurers' investments was -2.9% calculated on current values. Net income of the investments was €4.3bn negative, calculated on current values. Underwriting loss amounted to €213m, and loading profit was €99m. These formed a total figure of €4.4bn in deficit. The loss was covered from the solvency margin, which in total shrank by €4.6bn, after €177m was used on customer compensations.



Pension insurers' solvency weakened and accounted for 23% of technical provisions eligible for calculation of solvency limit. Solvency margin decreased 22% to €15.1bn. Solvency remained on a satisfactory level, however. The temporary act which relaxes pension insurers' solvency requirements continues in force until the end of 2012. While 2011 was a difficult year for investments, this made the companies' operations easier.



Employee pension insurers' market shares underwent only slight changes which had no effect on the companies' relative positions. Varma's hold on the leader position weakened slightly, to a 34.7% market share. The second largest, Ilmarinen, saw its market share rise to 32.5%. Tapiola Pension's market share dropped to 13.0%. Fennia Pension also fell to 10.5% of the market, while Etera managed to slightly raise its market share, to 5.4%. Veritas Pension increased its market share to 3.7%, and the smallest company, Alandia Pension, had a share of 0.3%.

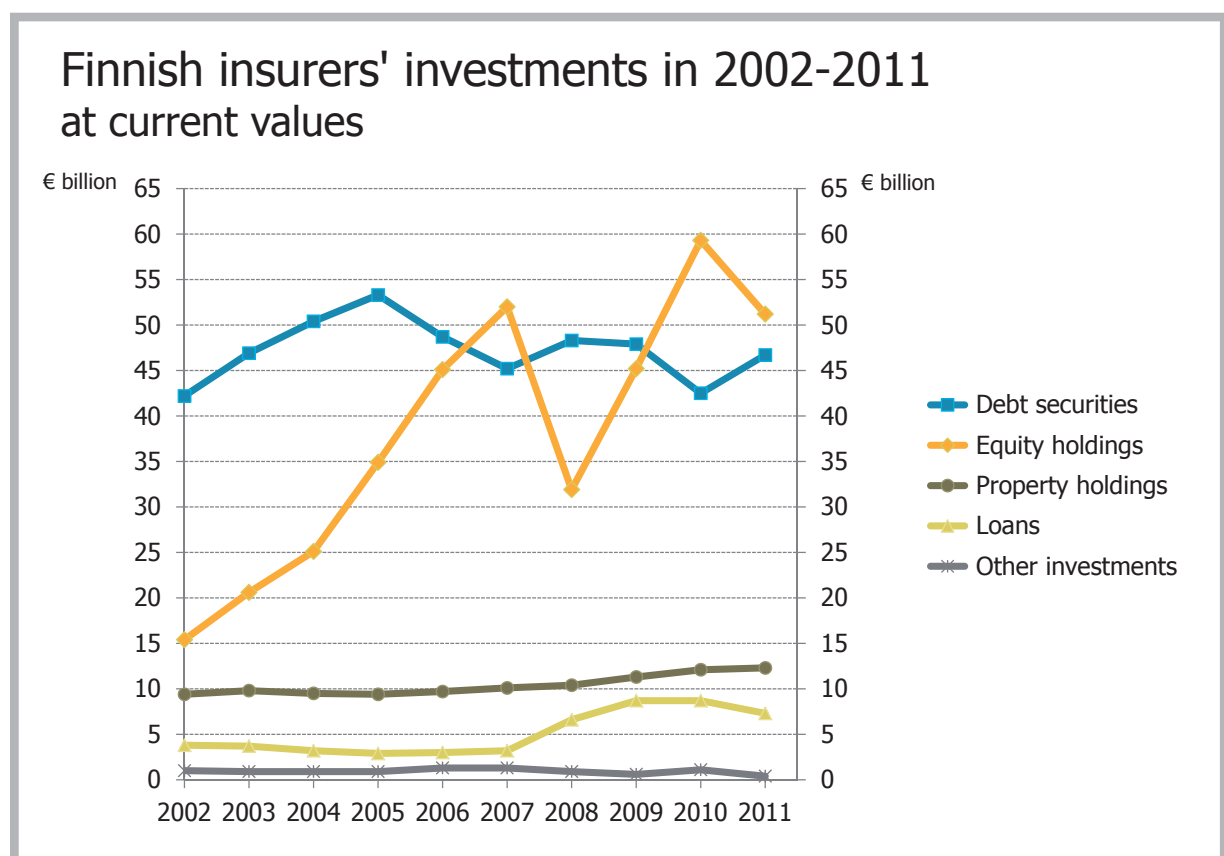
Insurers' investments

The investment environment was clearly two-fold in 2011. During the first half of the year, economic development was still headed in a positive direction, but when the European debt crisis worsened in late summer, it caused growing uncertainty in the market. The market value of equities took a dive, and while other investments continued to make a profit, this was enough for the total performance of investments to remain negative.



Calculated on current values, the value of investments shrank 5%, settling at €118bn. Employee pension providers held the largest portfolio, worth €81bn. Life insurers' investments totalled €25bn and non-life insurers held investments worth €12bn.

The breakdown of investments changed slightly when equities fell in value. Equities nonetheless remained the largest investment in the portfolio. Compared to the previous year, the market value of equities fell 14%, and totalled €51bn. Their proportion in the portfolio decreased to 43%, whereas a year earlier it had been 48%. Calculated on current values, equities returned a loss of 10.3%.



The total volume of debt securities, which comprise mostly bonds, was €47bn at the end of 2011. Their amount grew by 10% and their proportion in the portfolio rose to 40%. Return on debt securities was 2.5%.

The weight of properties in Finnish insurers' aggregate portfolio remained at 10%, and the value of properties rose by 1% to a bit over €12bn. Return on properties was 6.8%.

Insurers' lending decreased. In 2011, Finnish insurers' lending amounted to a generous €7bn, out of which roughly €4bn was covered by premium loans. The proportion of lending shrank by one percentage point to 6%. Return on the loan portfolio was 3.5%.

Non-life insurers' gross premiums written in 2011 broken down by lines, € '000

	Market share %	Direct domestic insurance	Gross premiums written	Workers' compensation	Other accident and health	Motor vehicle	Marine, aviation and transport	Fire and other damage to property	Motor liability	General liability	Credit and suretyship	Legal expenses	Other direct insurance	Domestic reinsurance	International reinsurance
Pohjola Insurance Ltd	24.3	901,572	949,182	147,319	89,023	149,773	13,866	223,108	175,247	62,716	2,411	19,658	24,078	187	41,795
If P & C Insurance Company Ltd	23.6	873,317	890,480	138,468	89,898	167,972	23,989	188,170	173,335	51,746	2,624	20,141	16,973	1,207	15,956
Tapiola General Mutual Insurance Company	18.0	665,328	712,349	121,043	67,042	119,378	9,546	159,359	139,174	27,185	2,646	10,281	9,674	35,648	11,373
Fennia Mutual Insurance Company	9.7	358,659	359,102	83,810	29,262	59,807	9,421	71,071	72,052	21,987	540	6,431	4,279	52	390
Local Insurance Mutual Company	3.8	140,402	161,002	25,576	25,290	76	133	203	87,011	1,154	0	523	437	20,572	27
A-Insurance Ltd	2.6	94,722	94,722	24,930	0	33,388	38	2,613	28,133	4,745	0	747	127	0	0
Pohjantähti Mutual Insurance Company	2.3	84,220	84,266	10,633	11,168	16,424	543	20,287	19,693	3,091	8	1,792	581	3	42
Turva Mutual Insurance Company	2.2	81,820	81,948	4,891	9,521	18,870	610	19,693	24,483	2,141	0	1,538	74	107	21
Aktia Non-Life Insurance Company Ltd	1.9	69,305	69,451	12,808	2,896	14,003	2,334	17,509	14,847	3,321	0	999	589	2	143
Eurooppalainen Insurance Company Ltd	1.3	46,438	46,438	0	34,078	0	12,361	0	0	0	0	0	0	0	0
Försäkringsaktiebolaget Alandia	0.7	26,992	35,479	0	1,593	0	32,243	0	0	1,629	0	0	0	0	14
Osuuspankkien Keskinäinen Vakuutusyhtiö	0.5	17,835	17,835	0	83	0	0	114	0	1,248	16,390	0	0	0	0
Aaland Mutual Insurance Company	0.5	17,534	23,798	2,860	0	3,225	33	9,163	3,950	2,000	0	784	0	1,763	20
Garantia Insurance Company Ltd.	0.4	13,455	13,508	0	0	0	0	0	0	0	13,455	0	0	53	0
Redarnas Ömsesidiga Försäkringsbolag	0.3	9,953	12,355	3,715	0	0	6,238	0	0	0	0	0	0	2,384	19
Valion Keskinäinen Vakuutusyhtiö	0.0	1,804	1,804	1,696	0	0	0	108	0	0	0	0	0	0	0
Keskinäinen Vakuutusyhtiö Palonvara	0.0	79	844	0	79	0	0	0	0	0	0	0	0	765	0
IngoNord Insurance Company Ltd.	0.0	54	82	0	4	0	21	21	-2	6	0	0	4	0	28
Spruce Insurance Ltd.	0.0	41	41	0	0	0	0	25	0	0	0	0	16	0	0
Alma Insurance Company Ltd	0.0	0	13	0	0	0	0	0	0	0	0	0	0	0	13
Companies total 2011	91.9	3,403,530	3,554,700	577,750	359,937	582,917	111,375	711,444	737,923	182,968	38,074	62,894	56,833	62,742	69,842
Companies total 2010	94.1	3,216,184	3,355,358	532,239	328,986	561,661	105,971	676,295	709,213	166,129	40,916	58,042	52,926	60,918	62,062
Change, %		5.8	5.9	8.6	9.4	3.8	5.1	5.2	4.0	10.1	-6.9	8.4	7.4	3.0	12.5
Local mutual insurance associations	5.6	206,509	210,532	0	0	67,931	3,948	117,114	0	8,333	0	7,047	2,136	4,023	0
Tryg Forsikring A/S, branch in Finland	2.2	83,321	83,321	6,580	9,651	21,054	1,515	18,158	22,816	1,480	0	1,867	200	0	0
If P&C Insurance Ltd (publ), branch in Finland	0.3	10,615	10,615	0	0	7,445	0	0	3,171	0	0	0	0	0	0
Total premiums 2011	100.0	3,703,975	3,859,168	584,330	369,588	679,347	116,838	846,716	763,910	192,781	38,074	71,808	59,169	66,765	69,842
Total premiums 2010	100.0	3,498,509	3,639,656	538,358	337,682	651,070	110,870	802,763	736,141	175,232	40,916	66,461	55,209	62,890	62,062
Change, %		5.9	6.0	8.5	9.4	4.3	5.4	5.5	3.8	10.0	-6.9	8.0	7.2	6.2	12.5

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Non-life insurers' financial ratios for 2011

	Turn-over € '000	Loss ratio %	Expense ratio %	Combined ratio %	Operating profit € '000	Operating margin %
If P & C Insurance Company Ltd	969,898	83.0	16.1	99.1	84,817	8.7
Pohjola Insurance Ltd	892,263	79.5	20.9	100.4	-36,896	-4.1
Tapiola General Mutual Insurance Company	835,972	96.6	25.8	122.4	-45,717	-5.5
Fennia Mutual Insurance Company	381,633	103.1	24.8	127.9	-69,254	-18.1
Local Insurance Mutual Company	153,235	82.7	18.8	101.5	327	0.2
A-Insurance Ltd	94,406	86.6	15.8	102.5	-4,270	-4.5
Pohjantähti Mutual Insurance Company	88,477	75.6	22.3	97.9	5,874	6.6
Turva Mutual Insurance Company	87,163	80.2	24.2	104.4	4,651	5.3
Aktia Non-Life Insurance Company Ltd	77,192	84.5	25.4	109.9	2,139	2.8
Eurooppalainen Insurance Company Ltd	44,880	61.3	20.0	81.3	9,063	20.2
Försäkringsaktiebolaget Alandia	37,494	72.5	22.2	94.7	4,326	11.5
Osuuspankkien Keskinäinen Vakuutusyhtiö	33,670	19.5	27.7	47.2	25,260	75.0
Aaland Mutual Insurance Company	28,764	93.8	18.1	111.8	1,984	6.9
Redarnas Ömsesidiga Försäkringsbolag	16,074	111.8	17.1	128.9	2,710	16.9
Garantia Insurance Company Ltd.	14,238	50.9	27.9	78.7	3,979	27.9
Valion Keskinäinen Vakuutusyhtiö	1,776	124.7	25.9	150.6	-942	-53.0
Spruce Insurance Ltd.	965	-84.2	150.0	65.8	292	30.3
Keskinäinen Vakuutusyhtiö Palonvara	954	48.6	10.8	59.4	236	24.7
Alma Insurance Company Ltd	180	-	-	-	-114	-63.3
Finnish total/average	3,759,234	86.2	21.0	107.2	-11,535	-0.3
Local mutual insurance associations	201,577	73.3	27.0	100.3	-2,959	-1.5
If P&C Insurance Ltd (publ), branch in Finland		77.4	14.8	92.2		
Total/average	3,960,811	85.5	21.3	106.8	-14,494	-0.4

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Non-life insurers' profit and loss account for 2011, €'000

	Premiums earned	Claims incurred	Operating expenses	Change in equalisation provision	Net investment income	Other income and expenses	Indirect taxes	Change in accelerated depreciation and optional provisions	Profit/Loss for the year
If P & C Insurance Company Ltd	856,459	-710,667	-137,952	60,944	76,386	591	-38,231	0	107,530
Pohjola Insurance Ltd	854,359	-678,826	-178,619	67,726	-32,498	-1,312	-7,094	-894	22,842
Tapiola General Mutual Insurance Company	667,266	-644,715	-171,836	75,544	103,085	483	-4,739	51	25,139
Fennia Mutual Insurance Company	348,766	-359,598	-86,486	60,323	27,874	190	145	209	-8,577
Local Insurance Mutual Company	145,084	-119,970	-27,317	2,647	2,530	0	-580	0	2,394
A-Insurance Ltd	93,340	-80,871	-14,772	5,173	-1,152	-815	-353	534	1,084
Pohjantähti Mutual Insurance Company	76,808	-58,051	-17,108	2,252	4,225	0	-1,928	-122	6,076
Aktia Non-Life Insurance Company Ltd	63,973	-54,080	-16,249	-1,005	8,495	0	7	12	1,153
Turva Mutual Insurance Company	46,483	-37,291	-11,232	-33	6,531	160	-1,214	3	3,407
Eurooppalainen Insurance Company Ltd	43,840	-26,878	-8,753	-1,786	850	4	-1,892	0	5,385
Försäkringsaktiebolaget Alandia	19,178	-13,901	-4,252	-4,598	3,142	159	179	10	-83
Aaland Mutual Insurance Company	18,479	-17,325	-3,343	-2,232	4,173	0	-1	0	-249
Osuuspankkien Keskinäinen Vakuutusyhtiö	17,835	-3,474	-4,936	-5,758	15,835	0	-5,030	18	14,490
Garantia Insurance Company Ltd.	10,975	-5,581	-3,057	-2,338	1,642	0	-420	0	1,221
Redarnas Ömsesidiga Försäkringsbolag	3,904	-4,365	-669	-3,420	3,762	78	11	301	-398
Valion Keskinäinen Vakuutusyhtiö	1,807	-2,253	-468	907	-28	0	-2	0	-37
Keskinäinen Vakuutusyhtiö Palonvara	905	-440	-98	0	-131	0	-57	0	179
Spruce Insurance Ltd.	114	96	-171	-219	253	0	-19	0	54
Alma Insurance Company Ltd	13	-162	-127	0	118	44	0	0	-114
Total non-life	3,269,588	-2,818,352	-687,445	254,127	225,092	-418	-61,218	122	181,496

Federation of Finnish Financial Services

Finnish non-life insurers' balance sheet for 2011, € '000

	ASSETS					LIABILITIES							Total liabilities
	Intangible assets	Investments	Total debtors	Other assets	Prepayments and accrued income	Total assets	Capital and reserves	Untaxed reserves	Subordinated debt	Technical provisions	Total creditors	Accruals and deferred income	
If P & C Insurance Company Ltd	1,140	2,882,647	241,085	33,015	95,812	3,253,699	278,885	2,035	65,000	2,780,219	42,564	84,996	3,253,699
Tapiola General Mutual Insurance Company	36,557	2,559,984	179,023	58,681	37,949	2,872,194	634,693	5,667	0	2,160,820	36,705	34,309	2,872,194
Pohjola Insurance Ltd	42,899	2,404,970	315,057	47,836	35,820	2,846,582	255,964	4,453	50,000	2,354,136	138,538	43,491	2,846,582
Fennia Mutual Insurance Company	34,110	1,140,848	128,130	18,550	16,464	1,338,102	186,242	1,941	0	1,076,560	54,011	19,348	1,338,102
Local Insurance Mutual Company	3,052	580,480	44,506	10,242	6,633	644,913	119,315	0	0	509,701	12,669	3,228	644,913
Osuuspankkien Keskinäinen Vakuutusyhtiö	1,044	355,631	313	16,795	7,918	381,701	80,722	313	0	298,523	286	1,857	381,701
A-Insurance Ltd	3	252,165	30,742	3,602	6,709	293,221	41,239	1,325	0	242,465	8,000	192	293,221
Turva Mutual Insurance Company	5,305	128,226	21,460	3,343	1,801	160,135	30,407	264	0	122,767	4,970	1,727	160,135
Aktia Non-Life Insurance Company Ltd	2,838	131,162	11,879	11,479	2,638	159,996	8,650	1,875	0	142,276	4,441	2,754	159,996
Pohjantähti Mutual Insurance Company	2,701	125,088	19,980	3,309	1,014	152,092	26,651	137	0	115,000	6,839	3,465	152,092
Aaland Mutual Insurance Company	21	110,784	10,856	5,086	1,151	127,898	45,744	0	0	79,218	742	2,194	127,898
Garantia Insurance Company Ltd.	1,112	91,472	1,775	1,488	2,544	98,391	24,977	0	0	71,562	1,228	624	98,391
Redarnas Ömsesidiga Försäkringsbolag	119	73,956	3,395	16,394	1,903	95,767	40,598	339	0	48,775	3,052	3,003	95,767
Försäkringsaktiebolaget Alandia	8	39,610	8,777	18,452	3,095	69,942	9,983	321	0	53,873	3,563	2,202	69,942
Eurooppalainen Insurance Company Ltd	0	40,451	8,608	10	1,040	50,109	13,910	0	0	35,255	842	102	50,109
Valion Keskinäinen Vakuutusyhtiö	4	17,210	695	310	249	18,468	3,099	7	0	14,882	353	127	18,468
Alma Insurance Company Ltd	0	8,664	167	81	1	8,913	3,805	0	0	3,347	1,718	43	8,913
Spruce Insurance Ltd.	0	8,781	0	50	18	8,849	5,345	0	0	3,504	0	0	8,849
Keskinäinen Vakuutusyhtiö Palonvara	19	3,860	454	313	47	4,693	3,382	0	700	360	214	37	4,693
Total non-life	130,932	10,955,989	1,026,902	249,036	222,806	12,585,665	1,813,611	18,677	115,700	10,113,243	320,735	203,699	12,585,665

Life insurers' gross premiums written in Finland in 2011, € '000

	Personal life unit linked	Capital redemption policies	Other life	Employees' group life	Other group life	Personal pension unit linked	Other personal pension	Group pension unit linked	Other group pension	Total direct business	Reinsurance	Total premiums written	Market share, direct business %
Nordea Life Assurance Finland Ltd	143,611	414,058	73,152	0	38,823	97,929	34,120	6,659	5,133	813,485	0	813,485	25.0
OP Life Assurance Company Ltd	401,160	75,395	110,627	9,384	1,946	85,029	45,241	8,600	74,063	811,445	149	811,594	24.9
Mandatum Life Insurance Company Limited	183,270	293,154	46,750	13,819	5,850	88,215	24,368	47,785	108,039	811,250	2,363	813,613	24.9
Tapiola Mutual Life Assurance Company	73,534	23,105	48,333	8,118	29,354	38,930	29,572	4,950	26,923	282,819	36	282,855	8.7
Aktia Life Insurance Ltd.	53,307	76	14,172	1,081	9,912	9,515	10,742	1,273	3,451	103,529	41	103,570	3.2
Fennia Life Insurance Company Ltd	23,703	6,051	10,203	5,358	3,678	5,973	9,340	3,392	11,746	79,444	17	79,461	2.4
Duo Life Insurance Company Ltd	13,318	1,227	34,041	1,016	0	6,631	992	78	136	57,439	0	57,439	1.8
Kaleva Mutual Insurance Company	0	0	36,989	545	19,394	0	0	0	0	56,928	99	57,027	1.8
Suomi Mutual Life Assurance Company	0	0	14,757	0	0	0	22,570	0	15,667	52,994	41	53,035	1.6
Försäkringsaktiebolaget Liv-Alandia	116	913	421	321	903	336	540	0	499	4,049	0	4,049	0.1
Retro Life Assurance Company Ltd.	0	0	0	0	0	0	7	0	0	7	2,243	2,250	0.0
Finnish total 2011	892,019	813,979	389,445	39,642	109,860	332,558	177,492	72,737	245,657	3,073,389	4,989	3,078,378	94.5
Finnish total 2010	921,525	1,646,303	394,990	36,829	104,015	349,971	204,998	61,236	849,903	4,569,770	4,399	4,574,169	
Growth, %	-3.2	-50.6	-1.4	7.6	5.6	-5.0	-13.4	18.8	-71.1	-32.7	13.4	-32.7	
Skandia Life Assurance Co Ltd, Fb	35,243	0	0	0	0	109,683	0	0	0	144,926	0	144,926	4.5
SHB Liv Forsikringsaktieselskab, fiF	29,662	0	0	0	0	4,365	0	0	398	34,426	0	34,426	1.1
Grand total 2011	956,924	813,979	389,445	39,642	109,860	446,606	177,492	72,737	246,055	3,252,741	4,989	3,257,730	100.0
Grand total 2010	1,008,539	1,646,303	394,990	36,829	104,015	480,067	204,998	61,236	850,010	4,786,987	4,399	4,791,386	
Growth, %	-5.1	-50.6	-1.4	7.6	5.6	-7.0	-13.4	18.8	-71.1	-32.1	13.4	-32.0	

Federation of Finnish Financial Services

Finnish life insurers' profit and loss account for 2011, € '000

	Premiums written	Investment income	Unrealised gains/ losses	Claims incurred	Change in provision for unearned premiums	Operating expenses	Investment expenses	Other income and expenses	Indirect taxes	Change in accelerated depreciation and optional provisions	Profit/Loss for the year
Nordea Life Assurance Finland Ltd	1,426,942	337,257	-201,960	-1,025,824	53,180	-39,337	-498,836	0	-905	0	50,517
Mandatum Life Insurance Company Limited	841,581	789,304	-242,818	-918,839	332,271	-78,664	-606,132	0	-27,909	-1,220	87,574
OP Life Assurance Company Ltd	784,139	524,516	11,041	-742,003	324,973	-68,114	-927,164	2,769	20,597	-425	-69,671
Tapiola Mutual Life Assurance Company	282,055	188,359	-45,842	-293,649	13,573	-38,210	-103,749	1,989	468	192	5,186
Aktia Life Insurance Ltd.	103,090	39,135	-25,752	-100,102	21,737	-10,817	-14,675	0	-2,984	0	9,632
Fennia Life Insurance Company Ltd	78,701	50,333	-17,283	-68,064	30,655	-9,978	-60,204	0	-1,290	11	2,881
Duo Life Insurance Company Ltd	57,307	8,307	-9,376	-16,487	-26,654	-8,247	-11,612	6	-3	-14	-6,773
Kaleva Mutual Insurance Company	56,856	126,558	0	-122,412	36,347	-7,538	-73,833	-2	-89	-19	15,868
Suomi Mutual Life Assurance Company	52,870	725,750	0	-436,307	91,904	-13,034	-586,918	-599	-452	8	-166,778
Försäkringsaktiebolaget Liv-Alandia	3,998	6,874	6	-1,899	-3,525	-490	-4,719	14	-21	30	268
Retro Life Assurance Company Ltd.	1,555	3,718	0	-3,131	1,393	-570	-1,776	586	-330	0	1,445
Total life sector	3,689,094	2,800,111	-531,984	-3,728,717	875,854	-274,999	-2,889,618	4,763	-12,918	-1,437	-69,851

Finnish life insurers' balance sheet for 2011, € '000

	ASSETS						LIABILITIES								
	Intangible assets	Investments	Covering unit-linked business	Total debtors	Other assets	Prepayments and accrued income	Total assets	Capital and reserves	Untaxed reserves	Subordinated debt	Technical provisions	Technical provisions for unit-linked business	Total creditors	Accruals and deferred income	Total liabilities
Nordea Life Assurance Finland Ltd	115	4,546,356	6,183,147	13,379	78,247	53,941	10,875,185	292,385	0	70,000	4,282,132	6,157,190	14,762	58,716	10,875,185
Mandatum Life Insurance Company Limited	9,388	4,866,775	2,984,513	90,488	93,711	59,365	8,104,240	553,467	4,607	100,000	4,236,573	2,985,902	180,724	42,967	8,104,240
OP Life Assurance Company Ltd	29,941	3,785,225	3,261,883	152,677	104,381	20,911	7,355,018	409,142	443	90,830	3,539,083	3,259,217	49,937	6,366	7,355,018
Suomi Mutual Life Assurance Company	512	5,435,861	0	40,265	244,724	38,724	5,760,086	635,988	231	0	4,940,619	0	118,880	64,368	5,760,086
Tapiola Mutual Life Assurance Company	14,938	2,369,987	676,919	3,204	28,454	36,633	3,130,135	154,659	3,085	55,000	2,238,239	657,510	14,236	7,406	3,130,135
Kaleva Mutual Insurance Company	239	1,118,006	0	2,883	9,471	12,238	1,142,837	203,935	1,938	0	903,415	0	32,054	1,495	1,142,837
Aktia Life Insurance Ltd.	2,164	600,299	286,742	640	13,143	14,510	917,498	83,048	0	0	541,038	285,371	2,161	5,880	917,498
Fennia Life Insurance Company Ltd	4,296	601,646	270,305	3,211	6,689	6,850	892,997	75,686	79	0	539,545	271,955	3,976	1,756	892,997
Duo Life Insurance Company Ltd	1,071	127,441	85,013	0	978	852	215,355	18,182	24	0	110,052	84,917	37	2,143	215,355
Försäkringsaktiebolaget Liv-Alandia	4	80,164	7,992	651	5,231	1,056	95,098	7,626	112	0	79,019	8,067	20	254	95,098
Retro Life Assurance Company Ltd.	0	24,257	0	2,567	3,483	253	30,560	5,862	0	0	23,105	0	1,144	449	30,560
Total life sector	62,668	23,556,017	13,756,514	309,965	588,512	245,333	38,519,009	2,439,980	10,519	315,830	21,432,820	13,710,129	417,931	191,800	38,519,009

Pension insurers' gross premiums written in 2011, €'000

	Self-employed		Total direct business	Reinsurance	Total premiums written	Market share 2010 %
	Employee pension	persons' pension				
Varma Mutual Pension Insurance Company	3,801,800	174,900	3,976,700	0	3,976,700	34.7
Ilmarinen Mutual Pension Insurance Company	3,468,247	257,223	3,725,470	20	3,725,490	32.5
Tapiola Mutual Pension Insurance Company	1,295,579	194,908	1,490,487	0	1,490,487	13.0
Mutual Insurance Company Pension-Fennia	1,036,130	162,116	1,198,246	0	1,198,246	10.5
Etera Mutual Pension Insurance Company	597,711	16,101	613,812	0	613,812	5.4
Veritas Pension Insurance Company Ltd	370,716	52,867	423,583	0	423,583	3.7
Försäkringsaktiebolaget Pensions-Alandia	30,077	3,457	33,534	0	33,534	0.3
Total pension premiums	10,600,260	861,572	11,461,832	20	11,461,852	100.0
Pension premiums 2010	9,896,320	756,382	10,652,702	24	10,652,726	
Growth, %	7.1	13.9	7.6	-16.7	7.6	

Pension insurers' profit and loss account for 2011, €'000

	Premiums written	Investment income	Claims incurred	Change in provision for unearned premiums	Operating expenses	Investment expenses	Other income and expenses	Indirect taxes	Change in accelerated depreciation and optional provisions	Profit/Loss for the year
Ilmarinen Mutual Pension Insurance Company	3,725,490	10,864,743	-4,538,426	1,441,198	-81,961	-11,397,961	-422	-6,790	-85	5,786
Tapiola Mutual Pension Insurance Company	1,490,487	1,056,190	-1,703,263	23,254	-42,839	-820,165	-9	-1,087	0	2,568
Mutual Insurance Company Pension-Fennia	1,198,246	559,885	-1,363,372	170,664	-32,656	-531,091	3	0	-111	1,568
Etera Mutual Pension Insurance Company	613,812	1,361,892	-764,306	113,660	-27,338	-1,294,003	0	-1,400	-312	2,005
Veritas Pension Insurance Company Ltd	423,583	173,413	-448,852	42,363	-13,232	-176,000	0	-267	154	1,162
Försäkringsaktiebolaget Pensions-Alandia	33,534	20,353	-36,261	-5,100	-1,274	-11,128	0	0	-77	47
Total pension	11,461,752	18,112,776	-13,901,880	2,989,439	-271,400	-18,356,948	-428	-14,744	-431	18,136

Pension insurers' balance sheet for 2011, €'000

	ASSETS					LIABILITIES						
	Intangible assets	Investments	Total debtors	Other assets	Prepayments and accrued income	Total assets	Capital and reserves	Untaxed reserves	Technical provisions	Total creditors	Accruals and deferred income	Total liabilities
Varma Mutual Pension Insurance Company	41,400	27,922,000	530,700	615,700	171,700	29,281,500	93,800	0	28,965,600	152,600	69,500	29,281,500
Ilmarinen Mutual Pension Insurance Company	13,401	24,701,732	2,132,198	250,035	259,997	27,357,363	83,269	2,490	24,205,462	2,635,260	430,882	27,357,363
Tapiola Mutual Pension Insurance Company	10,426	8,230,962	72,287	48,846	249,135	8,611,656	58,072	9	8,471,056	54,755	27,764	8,611,656
Mutual Insurance Company Pension-Fennia	141	6,123,555	208,949	20,496	49,463	6,402,604	35,447	265	6,257,268	47,685	61,939	6,402,604
Etera Mutual Pension Insurance Company	6,084	4,578,776	268,100	438,722	26,496	5,318,178	45,318	362	5,109,621	117,641	45,236	5,318,178
Veritas Pension Insurance Company Ltd	637	1,851,299	68,897	7,304	33,242	1,961,379	20,863	1,702	1,914,416	14,531	9,867	1,961,379
Försäkringsaktiebolaget Pensions-Alandia	4	189,066	5,609	16,863	4,013	215,555	881	0	210,517	2,881	1,276	215,555
Total pension	72,093	73,597,390	3,286,740	1,397,966	794,046	79,148,235	337,650	4,828	75,133,940	3,025,353	646,464	79,148,235



Federation of Finnish Financial Services
Bulevardi 28, FI-00120 Helsinki, Finland

Fax +358 20 7934 202
firstname.lastname@fkl.fi
<http://www.fkl.fi>