



FINNISH INSURANCE IN 2013
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FINNISH INSURANCE IN 2013



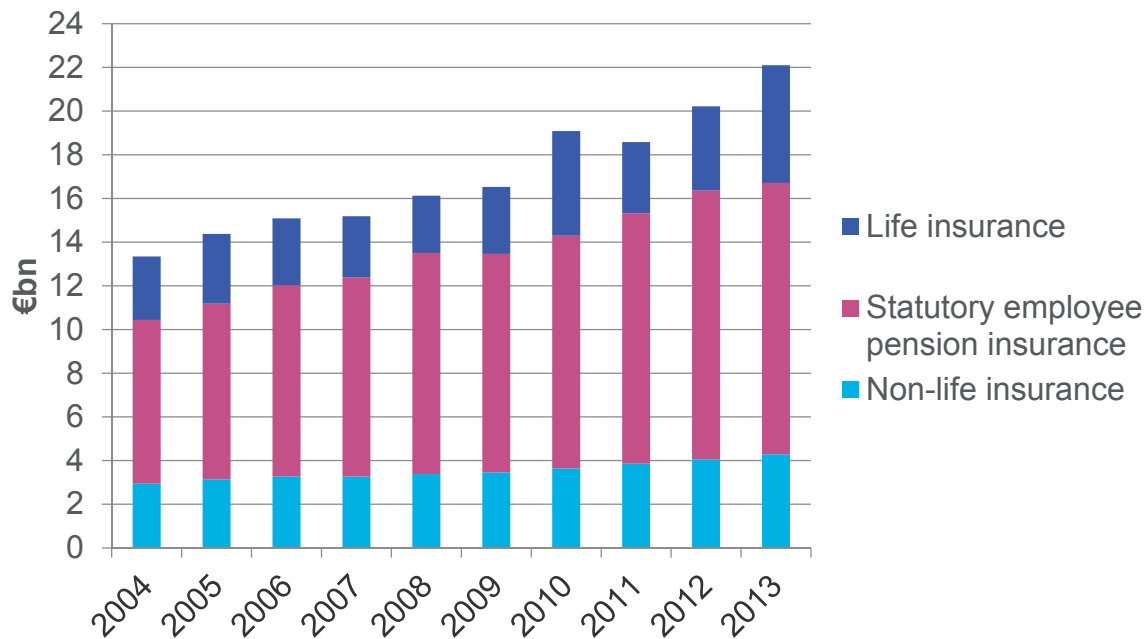
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FINNISH INSURANCE IN 2013

HIGHLIGHTS

- Insurance premiums written in Finland increased 9% to a total of more than €22 billion. Claims paid increased by 5%.
- Life insurers' premium income grew by nearly 40%. Growth was strongest in the class of unit-linked insurances.
- Non-life insurers' combined ratio rose by 3.6 percentage points to 95.6%. Loss ratio was 74.7%, expense ratio 20.9%.
- Investments returned a good 7.1%. Insurance companies maintained a good level of solvency



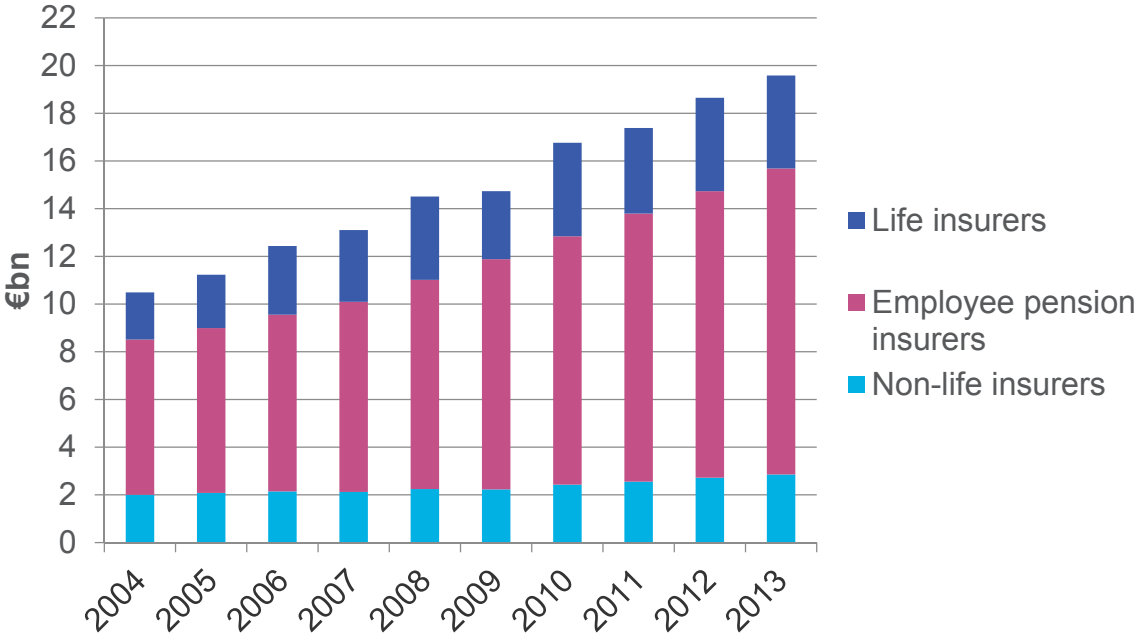
Breakdown of gross premiums written by Finnish insurers

INSURANCE MARKET DEVELOPMENTS

The year 2013 continued in the positive direction set by the end of 2012. Operating profits and total performance were good, and companies maintained good solvency. The investment market also had a year of growth. For insurance companies this manifested as good profits especially from equity investments. All the other investment classes yielded positive profits as well. The level of employment unfortunately fell, which hindered the development of premium income in statutory employee pension insurance.

In 2013, insurance premiums written in Finland increased 9% to a total of more than €22 billion. Life insurers' premium income grew by nearly 40% due to the good sales revenue of unit-linked insurance products. Non-life insurers' premium income grew by 6%. Premiums written in statutory employee pension insurance grew only by 1%. Finnish insurers paid claims and pension benefits in 2013 for a total of €19.6bn, which is 5% more than the year before.

A typical feature in the breakdown of Finnish insurance is that statutory lines generate a major share of premiums written. Last year, 63% of all premiums written came from statutory insurance, i.e. employee pension, workers' compensation and motor liability insurance. Another typical feature of the Finnish insurance market is high concentration. A total of 87% of all premiums were written by the four largest life and non-life insurance companies/groups. Employee pension insurance is also highly concentrated: combined, the four largest companies hold 91%.



Claims paid by Finnish insurers

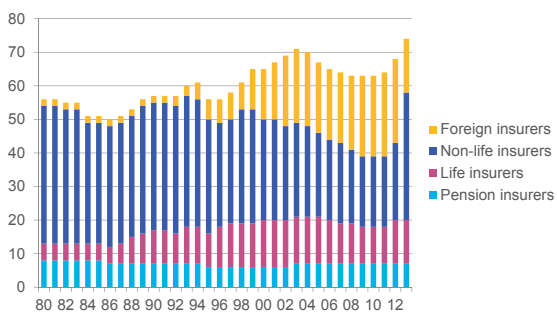
CORPORATE SCENE

At the end of 2013, there were 58 licensed Finnish insurers in Finland, with 38 specialising in non-life business and reinsurance, 13 in life insurance, and 7 in statutory employee pension insurance. After Tapiola's merger with the Local Insurance Group, the number of non-life insurers grew as the new LocalTapiola Group gave rise to 19 new companies.

Insurance companies employed 11,250 persons in total. This is 380 employees more than the year before. The reason for this is that persons who were formerly in the service of local mutual insurance associations are now included under the companies' personnel in the statistics. Without this change, the number of employees would have dropped considerably.

The year's most significant event was the birth of a new authorised pension company. LocalTapiola Mutual Pension Insurance Company and Pension Fennia Mutual Insurance Company merged and formed Elo Mutual Pension Insurance, which began its operations on 1 January 2014. This means that only 6 authorised pension companies now operate in Finland.

At the end of 2013, there were 16 branches operated by non-Finnish insurers in Finland. In addition, 650 foreign companies had notified the FIN-FSA that they provided cross-border insurance services. At the end of 2013, the Insurance Brokers Register (maintained by FIN-FSA) included 71 insurance broker businesses.

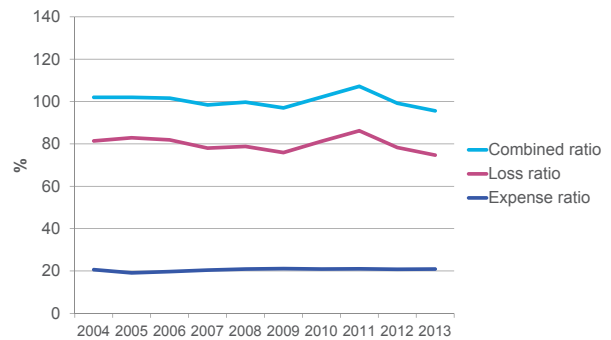


Number of insurers operating in Finland

NON-LIFE INSURANCE

Non-life insurers' total premiums written increased by 6% to €4.3bn. Companies based in Finland paid non-life claims for €2.9bn, which is 5% more than in 2012. Balance on technical account before change in equalisation provision (premiums earned less claims incurred and operating expenses) was €176m.

Non-life insurers' combined ratio, which reflects both loss ratio and expense ratio, rose by 3.6 percentage points to 95.6%. Loss ratio (claims incurred to premiums earned) decreased from 78.3% to 74.7%. Expense ratio (operating expenses to premiums earned) weakened slightly to 20.9%. Loss ratio before unwinding of discount was 72.8% and the corresponding combined ratio before unwinding of discount was 93.7%.



Non-life insurance ratios

The net profits of non-life insurers' investments decreased by half and totalled €534m calculated on current values. Return on investments on capital employed was 3.9% on current values. Companies reported an aggregate operating profit of €932m. When change in valuation gains is added to the operating profit, the total figure stands at €737m.

Gross premiums written* in Finland in 2013 and loss ratio with claims paid

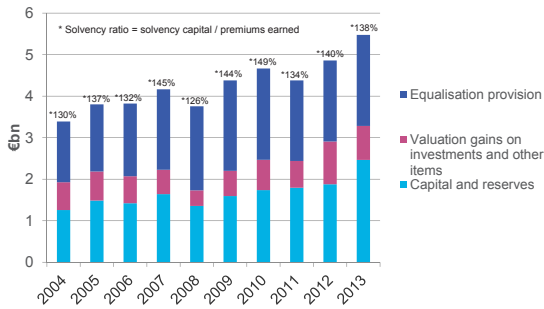
	Premiums		Loss ratio % 1)	Claims	
	written €m	Change %		paid €m 1)	Change %
Pension insurance					
- statutory pension	12,424	1.0		12,833	6.8
Life insurance					
- personal life, unit linked	2,106	53.9			
- capital redemption policies	1,965	84.8			
- other life insurance	319	-7.6			
- employees group life	42	-1.0			
- other group life insurance	132	7.6			
- personal pension, unit linked	390	-8.6			
- other personal pension	149	-8.2			
- group pension, unit linked	88	-8.6			
- other group pension	191	-14.7			
- reinsurance	8	43.4			
Life insurance total	5,389	39.8		3,896	-0.5
Non-life insurance					
- workers' compensation	623	0.5	85.2	485	2.7
- other accident and health	447	11.6	78.1	306	10.9
- motor vehicle	762	5.9	71.5	513	12.0
- marine, aviation and transport	128	3.8	65.5	71	3.8
- fire and other damage to property	960	7.2	75.0	635	3.8
- motor liability	811	2.3	72.0	518	5.6
- general liability	241	18.2	75.4	138	1.4
- credit and suretyship	31	-7.6	39.5	4	-0.1
- legal expenses	83	8.5	65.5	52	24.6
- other direct insurance	63	9.3	61.6	48	19.6
Direct non-life business total	4,149	5.7	74.9	2,772	6.6
- domestic reinsurance	60	-0.5	88.2	42	-32.5
- foreign reinsurance	79	10.2	45.0	41	-26.7
Non-life insurance total	4,288	5.7	74.7	2,854	5.0
TOTAL	22,101	9.3		19,584	5.0

* includes Finnish companies and those foreign insurers

whose figures have been reported to the Federation

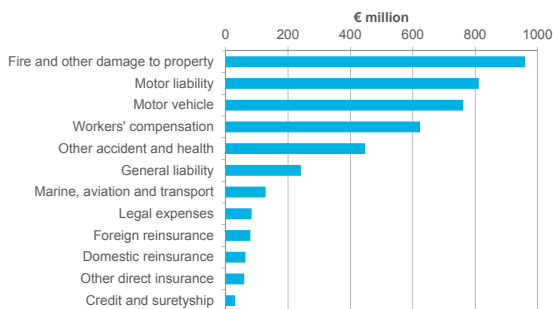
1) Claims incurred / premiums earned and claims paid, only Finnish insurers included

Non-life insurers' solvency capital grew to €5.4bn. Despite the growth of solvency capital, the companies' solvency ratio dropped slightly to 138%. Non-life insurers' solvency margin was 4.2 times the margin required by the Insurance Companies Act.



Non-life insurers' solvency capital

Insurance against fire and other damage to property remained the largest non-life class. This group of insurance classes includes both business and personal property cover. Its premiums written increased by 7% to €960m. Loss ratio decreased to 75% due to good claims experience.



Breakdown of non-life business in 2013

Premiums written in statutory motor liability insurance rose by 2% to €811m. The loss ratio of this class rose only to 72.0% due to a slight decrease in the number of damages. The number of road accidents reported to motor liability insurers was 136,268, which was 2.5% less than the year before. The number of fatal accidents rose slightly. According to data filed with Statistics Finland, road accidents claimed 258 persons (254 in 2012). However, the number of injured persons decreased noticeably and was 6,670 in total (7,075 in 2012).

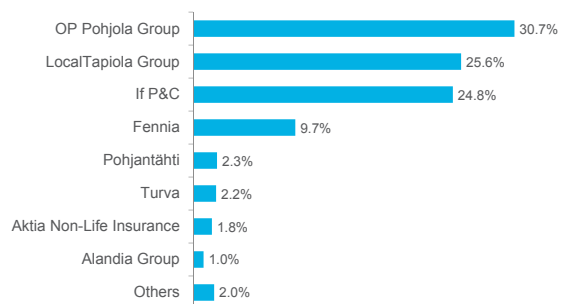
Voluntary motor vehicle insurance grew 6% in terms of premiums written and totalled €762m. Loss ratio improved to 71.5%. The number of cars in service was a bit higher than in 2012. The number of cars damaged in road accidents increased by 10%, with a total of 456,995 claims received by insurers.

Increased unemployment showed in the volume of workers' compensation premiums written, which totalled €623m. This was only less than one percent above the 2012 volume. Loss ratio improved to 85.2%.

Premiums written in other voluntary accident and health insurance increased to €447m. This is a growth of nearly 12% from the previous year. Loss ratio improved to 78.1%.

Premiums written on accepted reinsurance rose 5% to a total of €139m. Foreign reinsurance contributed €79m to the total and domestic reinsurance covered the remaining €60m.

The volume of domestic direct premiums written by non-life insurers rose 6% to €4.1bn. OP-Pohjola Group gained its lead over the second and third largest groups, who lost part of their market shares. The market share of OP-Pohjola Group grew to 30.7%. LocalTapiola was a close second with a market share of 25.6%, and If's market share was only a decimal behind at 25.5%. Fennia's market share climbed to 9.7%. The five largest insurer groups commanded nearly 94% of the market.



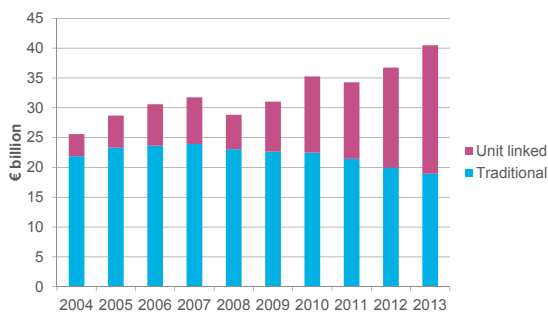
Non-life insurers' market shares in 2013

LIFE INSURANCE

Finnish life insurers' premium income was 40% larger than in 2012, totalling €5.4bn. Premium income from unit-linked life insurance and capital redemption policies grew exceptionally strongly, but premium income from personal pension saving policies decreased. For the past few years, premiums written have focused more and more on unit-linked products, and now they already comprised 84% of the total premium income.

Claims paid under life insurance decreased slightly but nevertheless totalled €3.9bn. Policy surrenders covered €1.8bn, repayments of policy benefits €0.7bn, pensions were paid out for €1.1bn and other benefit and compensation payouts totalled €0.3bn. Pension payouts were 2% smaller than in 2012. Policy benefit repayments decreased with 21%. Policy surrenders increased by 7%.

The volume of assets held under life policies grew 11% to €38.3bn. The structure of savings has gone through a noticeable change. Guaranteed-return policies have formerly had a much larger share, but now savings in unit-linked insurance products already comprise 56% of the total volume. Guaranteed-return savings shrank by 5% to €16.7bn. Savings in unit-linked insurance products grew by 28% to a total of €21.5bn.



Life insurance assets

Premium income from unit-linked life insurance grew by an impressive 54% to a total of €2.1bn. Other life insurance premium income fell by 4% to €451m.

Premium income from capital redemption policies rose 85% to €2.0bn. The amount of new premiums written was 44% larger than in 2012, with a total number of 14,311. Nearly all new capital redemption policies were unit-linked.

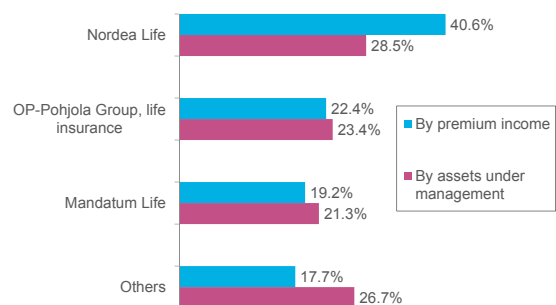
New business in personal pension policies plummeted. Only 841 personal pension policies were bought in 2013, when in 2012 their number had been 13,398. Premiums written generated only €539m, which is 9% less than the year before. Voluntary group pension insurance also shrank slightly in terms of premiums written. Premiums written totalled €278m, out of which €88m was covered by unit-linked business.

Premiums on employees' group life insurance, a cover agreed between social partners, paid €42m, which is about one percent less than the previous year.

Calculated on current values, life insurers' investments gave a return of 4.2%. In total the investments generated €1.0bn. Operating expenses rose 6% to €300m. Life insurers' operating profit was €781m. Valuation gains decreased with €129m, which means a total operating profit of €652m. Bonuses and rebates were paid for a total of €195m.

Life insurers' solvency ratio fell slightly to 23%. The figure means that Finnish life insurers' solvency capital is 23% larger than the amount needed for future payouts to customers. These assets serve as a buffer to tide over years of poor investment performance. Life insurers' aggregate solvency capital shrank 3% to €5.7bn. The solvency margin was 5.3 times the margin required by the Insurance Companies Act.

In life insurance, market share is measured on two variables: premium income and life insurance assets. Calculated either way, the three largest companies/groups commanded the market. In 2013 their order was also the same calculated either way: Nordea Life Assurance, OP-Pohjola Group and Mandatum Life.



Life insurers' market shares in 2013

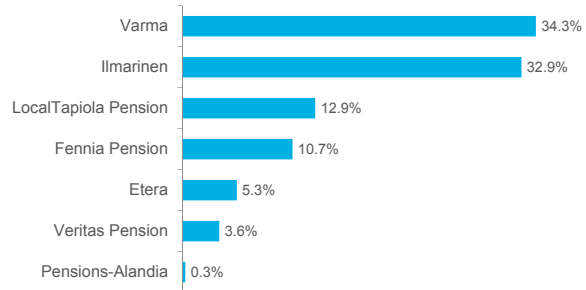
STATUTORY PENSION INSURANCE

The premium income of statutory pension insurance is heavily dependent on the total payroll. Total payrolls grew meagrely throughout the year, so pension insurers' premium income rose only a scant 1% to €12.4bn. The companies paid pensions for a total of €12.8bn. Calculated on current values, the value of pension insurers' investment assets increased 9.2% to a total of €94.5bn.

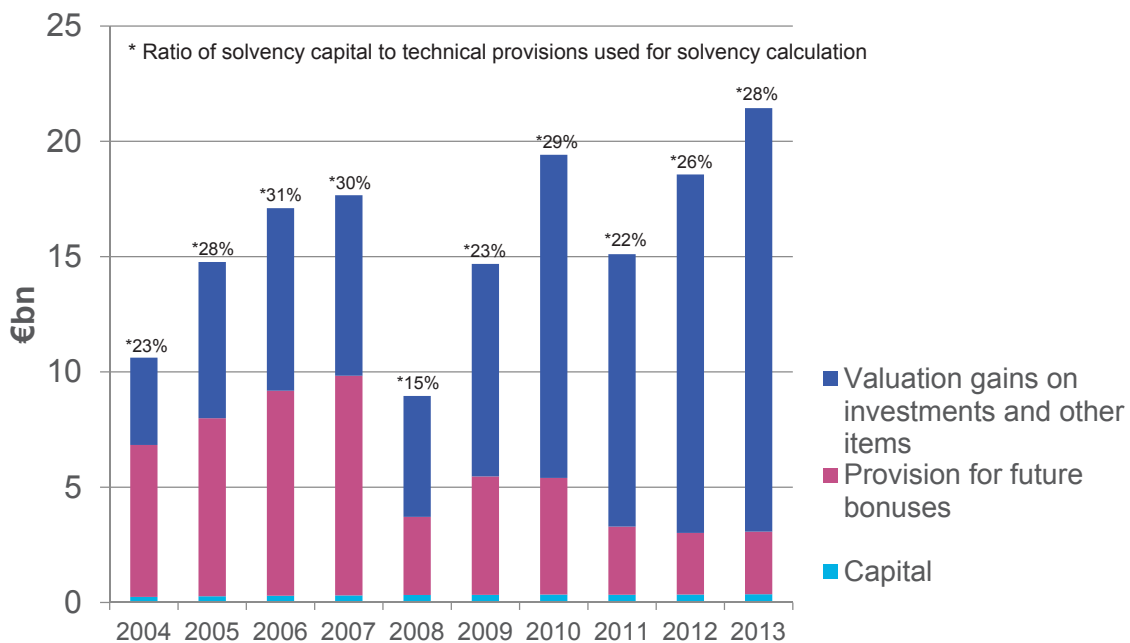
Pension insurers derive much of their income from investments. The overall performance of pension insurers' investments was 8.3%, and their net investment income €3.2bn, calculated on current values. Underwriting loss was €2m, and loading profit was €86m. These formed a total profit of €3.3bn. The profit was used to strengthen the solvency margin, which in total grew by €3.0bn, after €257m was used on bonuses and rebates.

Pension insurers' solvency strengthened and accounted for 28% of technical provisions eligible for calculation of solvency limit. Solvency capital grew to €21.4bn.

Employee pension insurers' market shares underwent only slight changes which had no effect on the companies' relative positions.



Employee pension insurers' market shares in 2013



Pension insurers' solvency capital

INSURERS' NEW INVESTMENTS IN 2013

The market value of investments is affected by two factors. Firstly, new investments are continuously made and old ones discontinued, which creates new flow of investments. The volume of this flow can be measured by net investments, i.e. the difference between the amounts of entirely new investments and discontinuing investments. Secondly, value changes can be brought about by the market. This value development applies especially to equities and fund units, but not for example to direct lending.

Investors seem to have regained their confidence in the debt securities market. Debt securities, most of which consist of bonds, were the largest net investment class with a €2.3bn volume of new investments. The total volume of new investments was over €26bn. A small-scale transition from Finland to other euro area destinations was observed in the debt securities class.

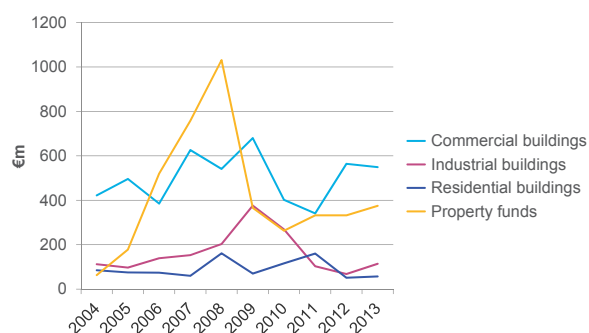
Fund investments were the second largest class of net investments in 2013. New fund units were purchased with €10.7bn and old fund units sold with €10.0bn. This makes for €0.7bn in net investments. Fund investments were heavily focused on foreign funds.

Insurers' new investments in 2013, € bn

	New	Difference/	
		Sales	Net
Debt securities	26.1	23.8	2.3
Equity holdings	13.4	13.0	0.4
Fund units	10.7	10.0	0.7
Property holdings	0.8	0.7	0.1
Loans	1.3	2.5	-1.2
Total	52.3	50.0	2.3

The equity market has also picked up, and net investments in equities were once again positive. Equities were purchased for €13.4bn and sold for €13.0bn. Direct equity investments were also clearly focused on foreign objects. The net investments of Finnish equities decreased by €460m, as the net investments of foreign equities increased by €870m.

New direct real estate investments were made with about €780m, and investments to real estate funds with about €380m. Direct real estate investments (actual properties bought) were all located in Finland, whereas many real estate fund investments were also made abroad. As before, new property investments are mainly focused on business and office buildings, which were invested in for €549m. Residential property investments were made for €57m, and industrial premises were invested in for €114m.

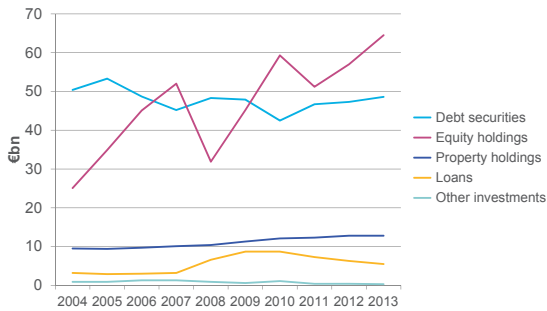


Insurers' purchases of properties

New lending totalled €1.3bn. New premium loans were granted for €0.2bn and other loans for €1.1bn. Loan repayments totalled €2.5bn, resulting in a net decrease of €1.2bn in the loan portfolio. The average rate of interest applied to new loans remained at 3.6%.

INSURERS' INVESTMENTS ON 31 DECEMBER 2013

The aggregate market value of insurers' investments totalled €124bn. Investments increased by 6% compared to year-end 2012. Employee pension providers held the largest portfolio worth €94bn. Life insurers' investments totalled €25bn and non-life insurers held €13bn.



Finnish insurers' investments at current values

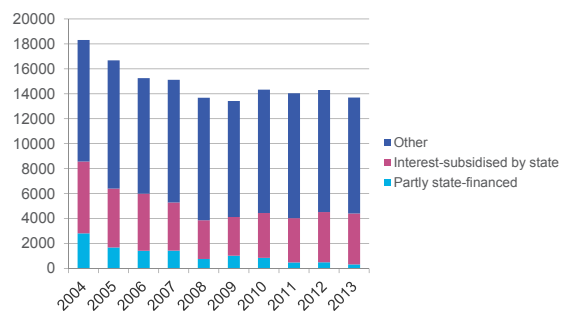
Of all investments, 60% were made abroad. Foreign investments consisted of bonds (€37bn), fund units (€24bn) and equities (€18bn). Other investments totalled about €5bn.

Equities and units were the largest investment class in the insurers' portfolio, and gained even more weight due to value increase. Compared to the previous year, their market value grew 13% and totalled €65bn. The rise in market value is largely explained by value change. Fund units had almost the same proportion in the portfolio as direct equity investments. The combined volume of fund units was about €31bn. Calculated on current values, equities returned a profit of 19.1%.

Debt securities were the second largest investment class. Their amount grew by 3% to €49m, but their proportion in the portfolio fell to 37%. The majority of debt securities consist of bonds, which totalled €45bn. They are the most international investment class: 82% of debt security investments were made abroad, mainly to bonds issued by countries and monetary institutions. Money-market instruments, which include commercial papers and certificates of deposits, totalled €5.2bn. Majority of these short-term investments were made in domestic banks' certificates of deposit and domestic companies' commercial papers. Return on investments in debt securities was 1.2%.

Real estate investments totalled slightly less than €13bn. Their volume fell, but their proportion in the portfolio stayed at 10%. Nearly all real estate investments are domestic. The total amount also includes loans that the insurers had granted to their own real estate companies. Real estate funds held €3.2bn in investments at the end of 2013. Return on real property was 5.5%.

At the end of 2013, insurers held direct ownership of 13,699 housing units, which is 605 more than in 2012. The average size of these housing units was 58 square metres. For some years now, insurers have moved from direct to indirect ownership, which means that they own housing units and other real property through real estate investment companies and real estate funds. The estimated number of indirectly owned housing units is about 56,000. Commercial and industrial properties were directly owned for a total of 5.2 million square metres at the end of 2013. In addition, insurers indirectly owned 5.3 million square metres of commercial and industrial property.



Insurers' residential properties

Finnish insurers' lending decreased. It amounted to a bit under €6bn, out of which a fair €2bn consisted of premium loans. The total amount does not include loans that the insurers had granted within their own groups. The proportion of lending shrank by one percentage point to 4%. Return on the loan portfolio was 3.6%.

Finnish insurers' investment portfolio on 31 December 2013 (at current values)

	Pension		Life		Non-life		Total	
	€bn	%	€bn	%	€bn	%	€bn	%
Equities	51.3	54.3	9.0	37.5	4.2	31.9	64.5	47.1
Debt securities	28.2	29.8	12.9	54.0	7.5	56.6	48.6	39.9
Properties	10.0	10.6	1.7	6.9	1.1	8.1	12.8	9.1
Loans	4.8	2.7	0.2	1.0	0.4	3.1	5.5	2.1
Other	0.2	0.2	0.1	0.5	0.0	0.3	0.3	0.3
Total	94.5	100.0	24.0	100.0	13.3	100.0	131.7	100.0
- of which domestic		37.9		45.9		47.2		40.5

PERFORMANCE OF INSURERS' INVESTMENTS IN 2013

Net investment income is calculated from the difference of profits and expenses by adding unrealised gains and subtracting value adjustments from the amount. The net investment income totalled €8.3bn. When it is calculated on current values, the change in valuation gains and losses is also taken into account. Last year valuation gains increased by €2.6bn. The return on unit-linked insurance investments is also subtracted from the total; in 2013 its effect was -€1.8bn. These corrections make up a total income of €9.2bn on current values. Last year this income was €10.3bn.

The changes that took place in net investment income were very similar as in 2012. The amount of realised losses decreased by more than 40% to €5.2bn. On the other hand, realised gains also decreased by nearly 20%. Change in valuation gains and losses also shrank to half. Net investment income fell by 11% largely as the combined result of these factors.

Calculated on current values, the net performance of investments – i.e. the proportion of investment income to capital employed – was 7.1%. Best return came from equities and units, which yielded 19.1%. Return on debt securities was 1.4% and return on property holdings was 5.5%. Lending yielded a return of 3.6%, and other investments 3.9%.

Insurers' net performance of investments 2013

	Capital employed €m	Net income €m	Return %
Bonds	49,098	712	1.4
Equities	38,317	7,334	19.1
Properties	15,876	872	5.5
Other debt securities and deposits	9,662	10	0.1
Loans	5,701	207	3.6
Other investments	10,839	423	3.9
Total	129,531	9,152	7.1



Net income on investments at current value 2004-2013, % of capital employed*

Specification of 2013 net investment income, € million

	Pension	Life	Non-life	Total 2013	Total 2012	Change %
Investment income						
Income on investments in group undertakings	12	10	13	35	28	24.6
Income on participating interests	24	7	1	32	35	-9.2
Income on properties	847	176	104	1,128	1,111	1.5
Income on other assets	4,661	1,200	362	6,223	5,753	8.2
Total	5,544	1,393	480	7,417	6,927	7.1
Dividend income total	910	254	94	1,258	1,283	-2.0
Interest income total	1,320	480	231	2,031	2,004	1.3
Other income total	3,314	659	155	4,128	3,640	13.4
Total	5,544	1,393	480	7,417	6,927	7.1
Reversals of unrealised losses	631	135	46	812	1,374	-40.9
Realised gains	7,842	999	558	9,399	11,357	-17.2
Total	14,017	2,527	1,084	17,628	19,658	-10.3
Investment expenses						
Property investment expenses	463	103	75	641	652	-1.6
Other investment expenses	2,146	280	45	2,471	2,570	-3.9
Interest and other expenses on borrowings	107	77	10	194	157	23.8
Total	2,716	460	130	3,306	3,379	-2.2
Unrealised losses	1,809	357	106	2,272	1,712	32.7
Rakennusten suunnitelmapoistot	33	3	6	42	43	-3.0
Scheduled depreciation on buildings	1,842	360	112	2,314	1,755	31.9
Realised losses	4,881	256	88	5,226	8,782	-40.5
Total	9,439	1,076	330	10,846	13,916	-22.1
Net income before valuation gains and adjustments	4,577	1,451	754	6,782	5,742	18.1
Unrealised gains	0	1,591	0	1,591	1,285	23.8
Reversals of earlier unrealised gains	0	-80	0	-81	-32	
Net investment income on profit and loss account	4,577	2,962	754	8,293	6,995	18.5
Income on unit-linked assets		-1,750		-1,750	-1,658	5.6
Change in valuation gains/losses	3,005	-175	-220	2,610	4,969	-47.5
Net investment income at current values	7,582	1,036	534	9,152	10,307	-11.2
Capital employed	91,158	24,904	13,468	129,531	120,335	7.6
Net investment income on capital employed, %	8.3	4.2	4.0	7.1	8.6	

Non-life insurers' gross premiums written in 2013 broken down by lines, €m

	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	26.4	1,091	1,149	168	120	190	17	269	205	79	2	23	24	0	52
If P & C Insurance Company Ltd	24.5	1,011	1,027	143	114	196	27	226	194	65	3	25	18	0	16
LocalTapiola General Mutual Insurance Company	20.3	839	904	149	102	125	8	173	220	34	3	12	12	56	8
Fennia Mutual Insurance Company	9.7	403	403	93	36	66	11	82	75	27	1	8	5	0	0
LocalTapiola Regionals	5.3	217	217	0	0	69	4	125	0	9	0	7	2	0	0
A-Insurance Ltd	2.6	106	106	30	0	36	0	3	31	5	0	1	0	0	0
Pohjantähti Mutual Insurance Company	2.3	94	94	11	14	18	1	22	21	4	0	2	1	0	0
Turva Mutual Insurance Company	2.2	90	91	4	11	22	1	23	26	3	0	2	0	0	0
Folksam Non-Life Insurance Company Ltd	1.8	74	74	12	4	15	2	18	15	4	0	2	1	0	0
Eurooppalainen Insurance Company Ltd	1.3	55	55	0	41	0	14	0	0	0	0	0	1	0	0
Försäkringsaktiebolaget Alandia	0.8	31	39	0	2	0	36	0	0	1	0	0	0	0	0
Aaland Mutual Insurance Company	0.5	20	26	3	0	4	0	10	4	3	0	1	0	0	2
Finnish P&C Insurance Ltd.	0.4	16	16	0	0	5	0	1	10	0	0	0	0	0	0
Osuuspankkien Keskinäinen Vakuutusyhtiö	0.3	14	14	0	0	0	0	0	0	1	13	0	0	0	0
Garantia Insurance Company Ltd.	0.3	11	11	0	0	0	0	0	0	0	11	0	0	0	0
Redarnas Ömsesidiga Försäkringsbolag	0.2	10	13	3	0	0	7	0	0	0	0	0	0	3	0
Ins. Co. for Pharmaceutical Injury Indemnities	0.1	5	5	0	0	0	0	0	0	5	0	0	0	0	0
Valion Keskinäinen Vakuutusyhtiö	0.0	1	1	1	0	0	0	0	0	0	0	0	0	0	0
Companies total 2013	99.0	4,087	4,245	618	444	746	128	953	800	241	31	83	63	60	79
Companies total 2012	92.2	3,602	3,751	615	391	623	118	755	768	194	33	67	56	60	72
Change, %		13.5	13.2	0.5	13.5	19.9	8.3	26.3	4.1	24.4	-7.6	22.7	13.9	-0.5	10.2
Tryg Forsikring A/S, branch in Finland	0.8	31	31	5	3	7	1	7	7	0	0	1	0	0	0
If P&C Insurance Ltd (publ), branch in Finland	0.3	12	12	0	0	8	0	0	4	0	0	0	0	0	0
Total premiums 2013	100.0	4,130	4,288	623	447	762	128	960	811	241	31	83	63	60	79
Total premiums 2012	100.0	3,907	4,056	620	400	719	124	896	793	204	33	77	58	60	72
Change, %		5.7	5.7	0.5	11.6	5.9	3.8	7.2	2.3	18.2	-7.6	8.5	9.3	-0.5	10.2

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Non-life insurers' financial ratios for 2013

	Turn-over €m	Loss ratio %	Expense ratio %	Combined ratio %	Operating profit €m	Operating margin %	Solvency capital €m	Solvency ratio %	Net income on investments at current value %
If P & C Insurance Company Ltd	1,407.3	78.0	16.0	94.0	426.9	30.3	761.9	75.6	4.3
Pohjola Insurance Ltd	1,241.5	76.2	17.3	93.5	178.5	14.4	804.2	76.1	3.6
LocalTapiola General Mutual Insurance Company	1,096.8	65.2	26.9	92.2	234.1	21.3	1,646.2	192.0	4.0
Fennia Mutual Insurance Company	450.5	83.7	24.3	108.0	24.0	5.3	490.6	125.9	5.2
LocalTapiola Regionals	247.5	71.1	26.9	98.0	14.6	5.9	735.3	372.3	4.0
A-Insurance Ltd	115.9	88.0	16.2	104.2	4.8	4.2	84.3	80.1	2.5
Turva Mutual Insurance Company	93.6	74.3	23.0	97.3	6.8	7.3	63.5	125.4	3.4
Pohjantähti Mutual Insurance Company	91.0	75.2	23.1	98.3	1.2	1.3	44.5	52.5	1.2
Folksam Non-Life Insurance Company Ltd	78.2	80.2	25.6	105.7	1.8	2.3	59.8	85.8	-1.3
Eurooppalainen Insurance Company Ltd	53.5	50.5	18.4	68.9	17.0	31.8	28.1	53.2	-0.1
Försäkringsaktiebolaget Alandia	40.8	67.6	22.3	89.8	3.9	9.6	57.8	273.6	2.2
Aaland Mutual Insurance Company	31.8	84.0	20.5	104.5	5.2	16.4	101.2	527.5	8.1
Osuuspankkien Keskinäinen Vakuutusyhtiö	22.7	74.7	32.1	106.8	7.8	34.3	383.6	2749.4	2.4
Garantia Insurance Company Ltd.	18.9	22.2	36.3	58.6	10.7	56.5	97.9	904.1	5.8
Redarnas Ömsesidiga Försäkringsbolag	16.5	135.9	28.1	163.9	0.9	5.3	87.1	2218.0	3.5
Finnish P&C Insurance Ltd.	7.0	107.2	138.3	245.5	-8.7	-124.7	5.5	91.9	0.7
Ins. Co. for Pharmaceutical Injury Indemnities	4.9	30.3	17.6	47.9	2.0	40.4	10.4	285.4	2.8
Valion Keskinäinen Vakuutusyhtiö	2.5	93.8	50.5	144.3	1.0	39.5	15.9	1543.0	8.5
Finnish total/average	5,020.7	74.6	20.9	95.6	932.4	18.6	5,477.6	138.6	4.0

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Non-life insurers' profit and loss account for 2013, €m

	Premiums earned	Claims incurred	Operating expenses	Change in equalisation provision	Net investment income	Other income and expenses	Indirect taxes	Profit/Loss for the year
Pohjola Insurance Ltd	1,056	-804	-183	21	109	-3	-47	150
If P & C Insurance Company Ltd	1,008	-786	-161	14	366	0	-49	392
LocalTapiola General Mutual Insurance Company	858	-560	-231	-158	169	0	-24	54
Fennia Mutual Insurance Company	390	-326	-95	-17	54	0	0	7
LocalTapiola Regionals	198	-140	-53	3	7	4	-4	14
A-Insurance Ltd	105	-93	-17	9	9	0	-3	10
Pohjantähti Mutual Insurance Company	85	-64	-20	2	0	0	0	2
Folksam Non-Life Insurance Company Ltd	70	-56	-18	-3	6	0	0	-1
Eurooppalainen Insurance Company Ltd	53	-27	-10	-5	1	0	-3	9
Turva Mutual Insurance Company	51	-38	-12	-5	5	0	0	1
Försäkringsaktiebolaget Alandia	21	-14	-5	-4	1	0	0	0
Aaland Mutual Insurance Company	19	-16	-4	-3	6	0	0	2
Osuuspankkien Keskinäinen Vakuutusyhtiö	14	-10	-4	3	9	0	-3	8
Garantia Insurance Company Ltd.	11	-2	-4	-4	6	0	-2	5
Finnish P&C Insurance Ltd.	6	-6	-8	0	0	0	0	-9
Redarnas Ömsesidiga Försäkringsbolag	4	-5	-1	-2	3	0	0	-1
Ins. Co. for Pharmaceutical Injury Indemnities	4	-1	-1	-2	0	0	0	0
Valion Keskinäinen Vakuutusyhtiö	1	-1	-1	-1	1	0	0	0
Total non-life	3,952	-2,950	-826	-152	754	2	-136	644

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Finnish non-life insurers' balance sheet for 2013, €m

	ASSETS					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	Total liabilities
If P & C Insurance Company Ltd	0	3,157	267	82	103	3,609	448	3	90	2,957	41	70	3,609
LocalTapiola General Mutual Insurance Company	23	3,055	194	137	37	3,446	870	3	0	2,371	175	26	3,446
Pohjola Insurance Ltd	60	2,574	375	156	40	3,205	392	8	50	2,499	212	43	3,205
Fennia Mutual Insurance Company	58	1,208	140	17	13	1,436	213	2	0	1,173	22	27	1,436
LocalTapiola Regionals	14	816	207	48	7	1,092	263	0	3	776	33	17	1,092
Osuuspankkien Keskinäinen Vakuutusyhtiö	1	355	5	33	7	402	90	0	0	309	0	1	402
A-Insurance Ltd	0	267	63	1	3	334	63	1	0	253	16	2	334
Folksam Non-Life Insurance Company Ltd	7	149	13	14	3	185	17	0	0	160	6	2	185
Turva Mutual Insurance Company	4	144	24	5	1	179	33	0	0	138	6	2	179
Pohjantähti Mutual Insurance Company	2	128	24	6	2	164	30	0	0	123	8	3	164
Aaland Mutual Insurance Company	0	125	8	6	1	141	48	0	0	90	1	2	141
Garantia Insurance Company Ltd.	1	104	2	2	2	110	29	0	0	79	1	1	110
Redarnas Ömsesidiga Försäkringsbolag	0	87	4	7	1	99	39	0	0	55	2	3	99
Försäkringsaktiebolaget Alandia	0	53	11	17	2	83	8	0	0	66	6	3	83
Eurooppalainen Insurance Company Ltd	0	56	13	0	1	71	21	0	0	50	1	0	71
Finnish P&C Insurance Ltd.	9	10	10	2	0	32	14	1	0	11	5	2	32
Valion Keskinäinen Vakuutusyhtiö	0	20	0	0	0	20	4	0	0	16	1	0	20
Ins. Co. for Pharmaceutical Injury Indemnities	0	10	0	0	0	10	5	0	0	5	0	0	10
Total non-life	181	12,317	1,362	534	222	14,617	2,586	20	142	11,129	535	206	14,617

Life insurers' gross premiums written in Finland in 2013, €m

	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	589	1,399	24	0	43	93	26	7	4	2,184	0	2,184	40.6
OP Life Assurance Company Ltd	760	56	95	12	2	79	38	13	60	1,115	0	1,115	20.7
Mandatum Life Insurance Company Limited	311	431	47	12	8	81	21	57	64	1,032	5	1,037	19.2
LocalTapiola Mutual Life Insurance Company	179	45	52	10	38	37	28	6	29	423	0	423	7.9
Aktia Life Insurance Ltd.	96	0	12	1	11	8	8	2	3	141	0	141	2.6
Fennia Life Insurance Company Ltd	35	11	7	6	7	6	9	3	11	94	0	94	1.8
Aurum Investment Insurance Ltd	15	0	0	0	0	75	0	0	0	90	0	90	1.7
Duo Life Insurance Company Ltd	46	1	28	0	0	6	1	1	0	83	0	83	1.5
Kaleva Mutual Insurance Company	0	0	36	0	23	0	0	0	0	60	0	60	1.1
Suomi Mutual Life Assurance Company	0	0	14	0	0	0	18	0	18	50	0	50	0.9
Försäkringsaktiebolaget Liv-Alandia	0	0	5	0	0	1	1	0	1	8	0	8	0.2
Retro Life Assurance Company Ltd.	0	0	0	0	0	0	0	0	0	0	2	2	0.0
Finnish total 2013	2,032	1,943	319	42	132	386	149	88	190	5,281	8	5,288	98.1
Finnish total 2012	1,320	1,064	345	43	123	359	162	96	223	3,734	5	3,739	
Growth, %	53.9	82.7	-7.6	-1.0	7.6	7.7	-8.2	-8.6	-14.9	41.4	43.4	41.4	
SHB Liv Forsikringsaktieselskab, fiF	74	22	0	0	0	4	0	0	1	101	0	101	1.9
Grand total 2013	2,106	1,965	319	42	132	390	149	88	191	5,382	8	5,389	100.0
Grand total 2012	1,368	1,064	345	43	123	427	162	96	224	3,851	5	3,856	

Finnish life insurers' financial ratios for 2013

	Turn-over €m	Return on assets %	Solvency capital €m	Solvency ratio %	Net income on investments at current value %	Expense ratio % of total expense loadings %
Nordea Life Assurance Finland Ltd	251.4	7.2	1,047.9	20.1	4.8	48.3
Mandatum Life Insurance Company Limited	230.3	7.5	1,396.9	27.7	7.1	101.9
OP Life Assurance Company Ltd	97.8	4.0	649.5	14.5	1.3	106.8
LocalTapiola Mutual Life Insurance Company	37.0	3.3	578.0	23.7	4.6	138.3
Suomi Mutual Life Assurance Company	46.5	1.7	1,184.7	24.6	1.7	99.9
Aurum Investment Insurance Ltd	19.9	40.8	22.4	6.5	0.0	56.8
Aktia Life Insurance Ltd.	9.6	1.8	108.4	17.5	1.0	88.3
Fennia Life Insurance Company Ltd	7.9	5.6	136.8	21.0	5.2	117.3
Kaleva Mutual Insurance Company	71.8	10.0	535.7	55.3	9.4	69.6
Duo Life Insurance Company Ltd	6.4	7.1	48.0	26.0	7.3	116.1
Försäkringsaktiebolaget Liv-Alandia	0.6	-	27.2	31.3	3.7	100.0
Retro Life Assurance Company Ltd.	1.4	-	7.2	42.0	4.9	-
Total life sector	780.7		5,742.8	23.1	4.2	

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Finnish life insurers' profit and loss account for 2013, €m

	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	2,346	331	797	-1,377	-1,722	-34	-116	0	-55	0	169
OP Life Assurance Company Ltd	1,090	385	261	-646	-766	-76	-150	2	-25	0	74
Mandatum Life Insurance Company Limited	1,056	770	190	-728	-649	-86	-327	0	-54	1	174
LocalTapiola Mutual Life Insurance Company	422	190	79	-302	-263	-43	-64	-8	-3	0	7
Aktia Life Insurance Ltd.	140	34	27	-82	-90	-11	-12	0	-2	0	6
Fennia Life Insurance Company Ltd	94	83	41	-89	-74	-11	-37	0	-2	0	5
Aurum Investment Insurance Ltd	90	83	104	-164	-38	-8	-48	0	-5	0	15
Duo Life Insurance Company Ltd	83	25	0	-24	-68	-9	-3	0	0	0	5
Kaleva Mutual Insurance Company	60	128	0	-92	-84	-8	-46	0	0	0	-42
Suomi Mutual Life Assurance Company	50	476	59	-386	82	-12	-265	0	0	0	4
Försäkringsaktiebolaget Liv-Alandia	8	8	2	-6	-7	-1	-3	0	0	0	0
Retro Life Assurance Company Ltd.	2	2	0	-2	1	-1	-1	1	0	0	1
Total life sector	5,440	2,515	1,560	-3,897	-3,678	-300	-1,073	-5	-146	1	418

Finnish life insurers' balance sheet for 2013, €m

	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	0	3,127	10,096	29	229	25	13,506	596	0	70	2,725	10,069	19	27	13,506
Mandatum Life Insurance Company Limited	6	4,628	4,558	39	178	39	9,449	732	3	100	3,919	4,549	101	44	9,449
OP Life Assurance Company Ltd	36	3,440	4,931	128	273	43	8,850	478	0	91	3,248	4,913	107	14	8,850
Suomi Mutual Life Assurance Company	2	5,434	0	46	135	25	5,641	723	1	0	4,826	0	48	45	5,641
LocalTapiola Mutual Life Insurance Company	14	2,363	1,161	7	67	28	3,640	173	3	55	2,250	1,137	14	8	3,640
Aurum Investment Insurance Ltd	4	0	1,369	8	43	0	1,425	42	0	0	0	1,375	5	3	1,425
Kaleva Mutual Insurance Company	0	1,180	0	5	52	10	1,247	226	2	0	985	0	31	3	1,247
Aktia Life Insurance Ltd.	2	584	466	1	15	13	1,080	98	0	0	513	462	3	4	1,080
Fennia Life Insurance Company Ltd	5	635	397	2	5	5	1,049	82	0	0	560	399	5	3	1,049
Duo Life Insurance Company Ltd	2	173	171	0	1	2	349	29	0	0	144	171	0	4	349
Försäkringsaktiebolaget Liv-Alandia	0	87	13	0	6	1	107	9	0	0	85	12	0	0	107
Retro Life Assurance Company Ltd.	0	19	0	3	3	0	25	6	0	0	17	0	1	0	25
Total life sector	71	21,669	23,163	269	1,007	191	46,370	3,194	9	316	19,273	23,088	334	156	46,370

Pension insurers' gross premiums written and financial ratios in 2013, €m

	Employee pension	Self-employed persons' pension	Total premiums written	Market share 2013 %	Total profit €m	Solvency capital €m	Solvency ratio %	Net income on investments at current value %
Varma Mutual Pension Insurance Company	4,071	187	4,258	34.3	1,559	9,140	31.6	9.0
Ilmarinen Mutual Pension Insurance Company	3,785	302	4,087	32.9	1,489	7,123	28.0	9.8
LocalTapiola Mutual Pension Insurance Company	1,381	222	1,603	12.9	70	2,123	25.1	5.4
Mutual Insurance Company Pension-Fennia	1,143	183	1,326	10.7	331	1,667	25.1	9.4
Etera Mutual Pension Insurance Company	635	24	659	5.3	-253	765	15.4	0.2
Veritas Pension Insurance Company Ltd	395	58	453	3.6	52	541	27.6	7.4
Försäkringsaktiebolaget Pensions-Alandia	34	4	38	0.3	3	81	43.7	5.0
Total pension premiums	11,444	980	12,424	100.0	3,251	21,440	28.0	8.3
Pension premiums 2012	11,348	956	12,304		3,479	18,564	25.5	8.2
Growth, %	0.8	2.5	1.0		-6.6	15.5		

Pension insurers' profit and loss account for 2013, €m

	Premiums written	Investment income	Claims incurred	Change in provision for unearned premiums	Operating expenses	Investment expenses	Other income and expenses	Indirect taxes	Profit/Loss for the year
Varma Mutual Pension Insurance Company	4,258	3,816	-5,345	-778	-76	-1,865	0	-6	4,300
Ilmarinen Mutual Pension Insurance Company	4,087	7,197	-4,960	-824	-85	-5,403	0	-7	3,019
LocalTapiola Mutual Pension Insurance Company	1,603	1,313	-1,829	-175	-43	-862	0	-3	2,103
Mutual Insurance Company Pension-Fennia	1,326	599	-1,495	-178	-37	-213	2	-1	1,285
Etera Mutual Pension Insurance Company	659	899	-822	300	-39	-992	0	-1	1,642
Veritas Pension Insurance Company Ltd	453	176	-488	-27	-14	-99	0	0	965
Försäkringsaktiebolaget Pensions-Alandia	38	18	-43	-6	-1	-6	0	0	41
Total pension	12,424	14,017	-14,983	-1,688	-296	-9,440	1	-19	13,355

Pension insurers' balance sheet for 2013, €m

	ASSETS				Prepayments and accrued income	LIABILITIES					Total liabilities	
	Intangible assets	Investments	Total debtors	Other assets		Total assets	Capital and reserves	Untaxed reserves	Technical provisions	Accruals and deferred income		Total creditors
Varma Mutual Pension Insurance Company	22	30,468	576	624	161	31,851	102	0	31,399	331	19	31,851
Ilmarinen Mutual Pension Insurance Company	29	27,445	2,526	371	303	30,673	90	3	27,189	2,751	641	30,673
LocalTapiola Mutual Pension Insurance Company	14	8,902	68	195	192	9,370	62	0	9,236	60	12	9,370
Mutual Insurance Company Pension-Fennia	2	6,535	244	222	55	7,058	37	0	6,967	43	11	7,058
Etera Mutual Pension Insurance Company	10	4,845	319	197	20	5,390	49	0	5,145	142	54	5,390
Veritas Pension Insurance Company Ltd	4	2,011	43	84	37	2,178	18	2	2,138	9	11	2,178
Försäkringsaktiebolaget Pensions-Alandia	0	204	7	21	4	236	1	0	232	1	2	236
Total pension	81	80,410	3,783	1,713	771	86,758	359	5	82,306	3,337	750	86,758




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