



*Alm*  
Brand

# **DKK Tier 2 notes** **Fitch rating BBB**

October 2021

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# Sale of Alm. Brand Liv & Pension (“Life”)

*Conditional agreement to sell Life to Nordic I&P*

- ✓ Nordic I&P will take over all shares of Life
- ✓ The transaction is subject to approval by the Danish Financial Supervisory Authority and closing is expected take place shortly hereafter
- ✓ Alm. Brand Forsikring will receive cash payment of an amount of DKK 1,100m equal to 2.0x the book value of Pension’s equity as of 30 June 2021
- ✓ Distribution agreement on pension products through Alm. Brand Forsikring



# Alm. Brand in brief

**Alm. Brand is a Danish financial services group**  
**We carry on business within Non-life Insurance and Life Insurance**

**We take  
care of our  
customers**

## Our identity



### Proper conduct

Proper conduct is the core of Alm. Brand. We behave properly and treat our customers and each other in a fair and proper manner.

### Commitment

At Alm. Brand, we make an effort. We are committed to being there for our customers in their everyday lives and to being focused on their needs.

### Making it simple

We are pragmatic and see things from the customer's perspective. We ensure simplicity and swiftness by being easy to reach and by offering good self-service solutions.

Founded

**1792**

Alm. Brand was founded by Royal Decree on 29 February 1792 – 229 years ago.

Employees at end-2020

**1,400**

We are close to 1,400 employees working at our head office in Copenhagen and in our local offices.

Alm. Brand af 1792 fmba

**45%<sup>1</sup>**

Our largest shareholder is Alm. Brand af 1792 fmba, which holds about 45% of the shares of Alm. Brand A/S.

# Our *business model*

We offer excellent customer service and high-quality products covering our customers' financial needs.

## Benefits for our customers

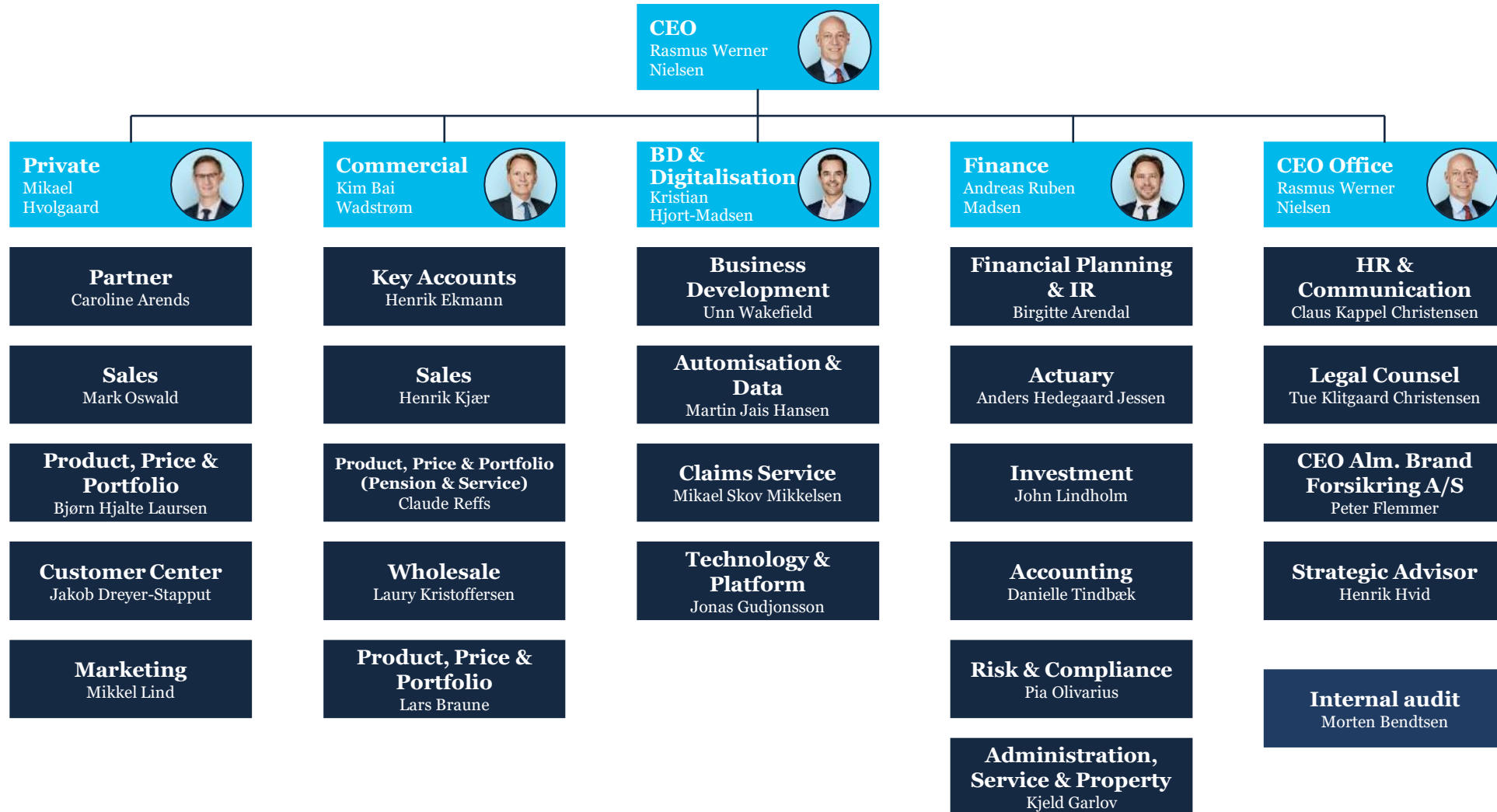
- Financial advisory services tailored to the needs of each individual customer
- Online services
- High quality and customer satisfaction

## Benefits for Alm. Brand

- Many customer contact points
- Synergies in the form of shared functions and knowledge sharing across the organisation
- Long-term customer relations
- In-depth knowledge of our customers' needs, solutions and risks
- Extensive partnership network across Denmark
- Strong brand
- Synergies in the form of shared functions

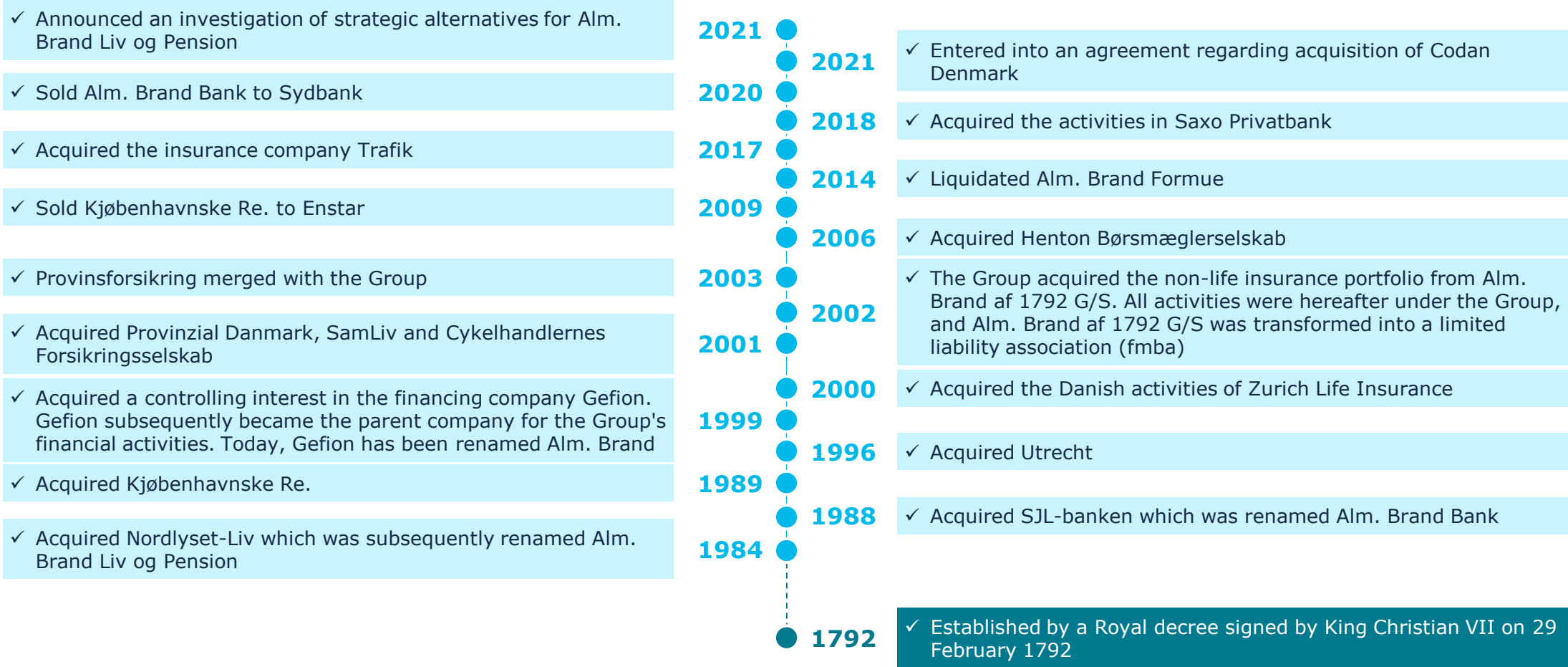


# New organisational structure with enhanced customer focus



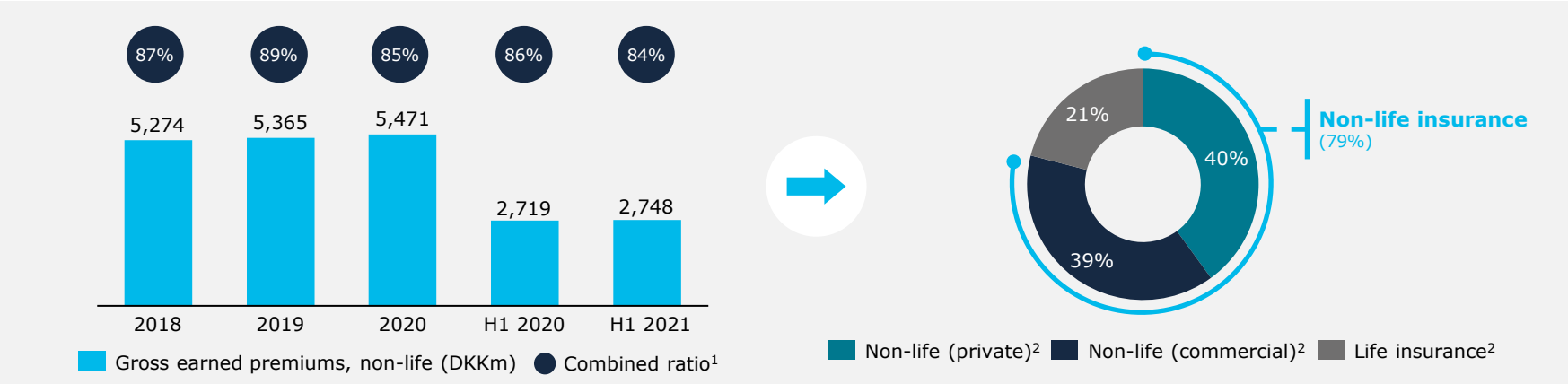
# Corporate milestones achieved

*Alm. Brand has a proven track record of M&A execution and integration through its long history*

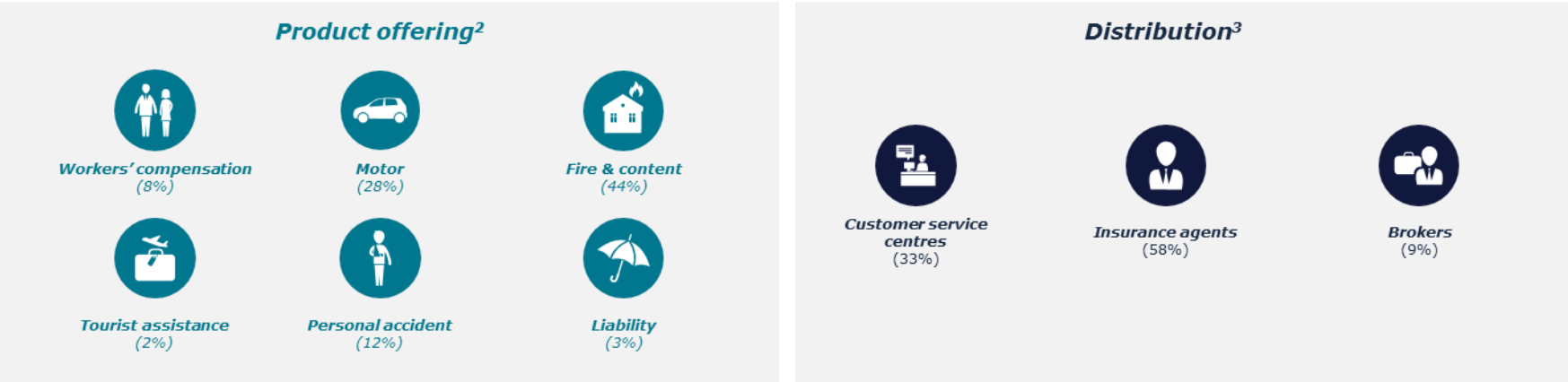


# Alm. Brand today

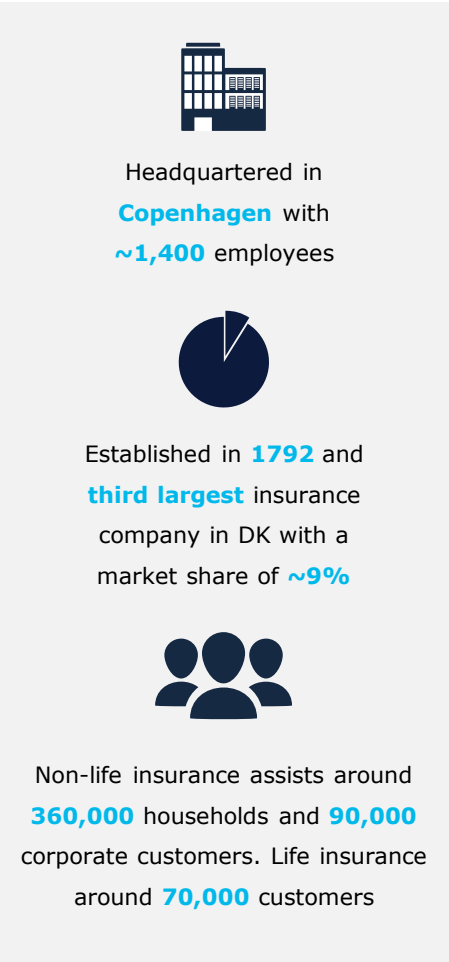
## Provides non-life and life insurance products in Denmark



## Non-life insurance



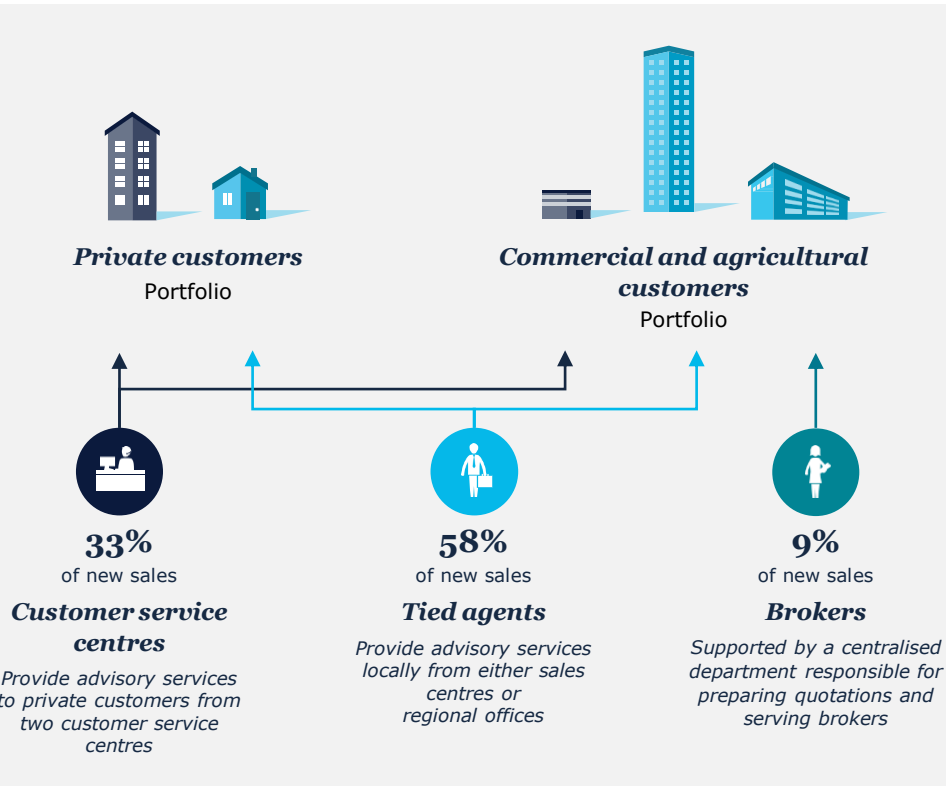
## Alm. Brand at a glance



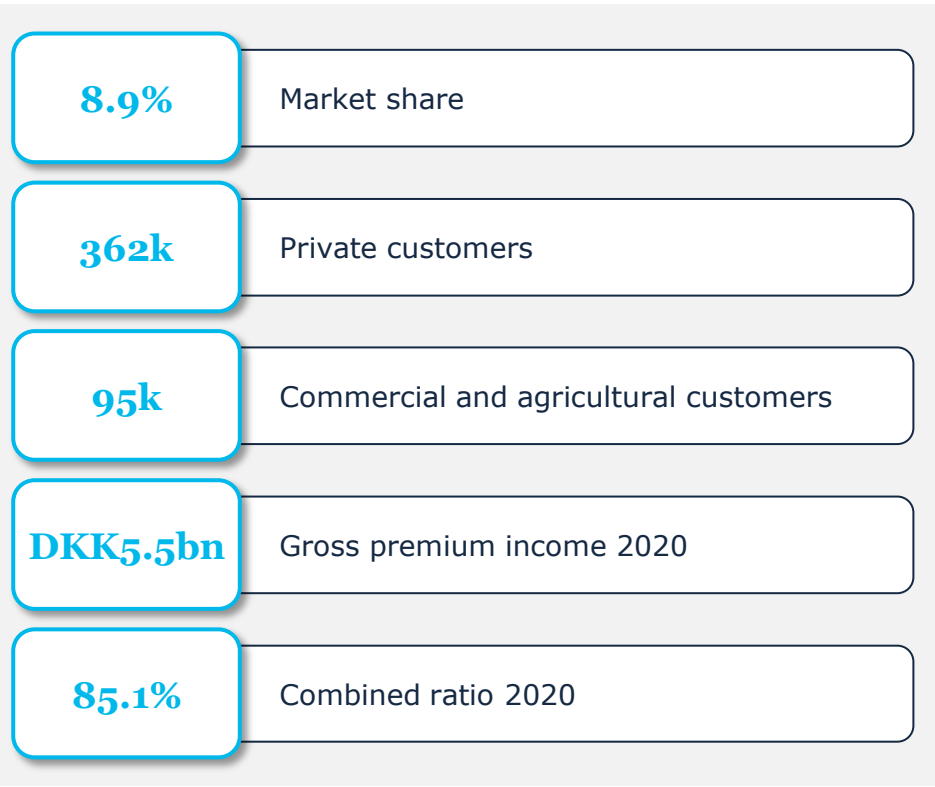
Note: 1) Based on gross earned premiums for non-life; 2) Based on gross earned premiums in 2020; 3) Percent of gross earned premiums in 2020; last 3% comprise of other insurances; 4) Percentage of new sales in 2020

# Alm. Brand *Non-life at a glance*

## Key segment highlights

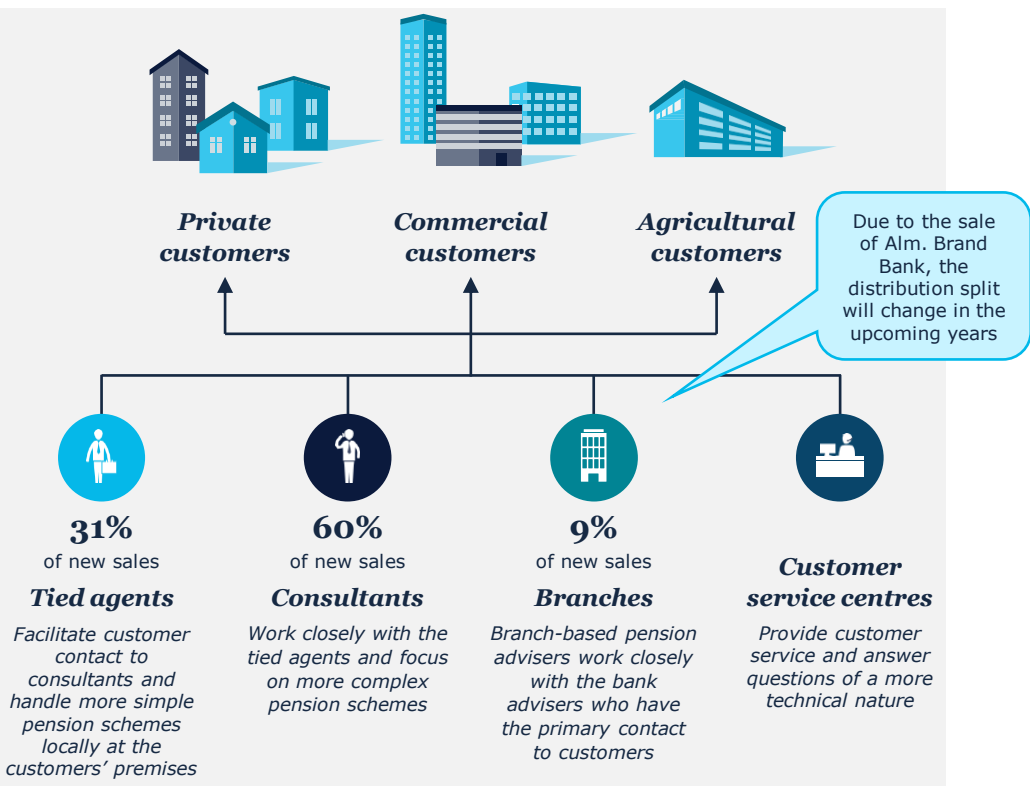


## Compelling performance

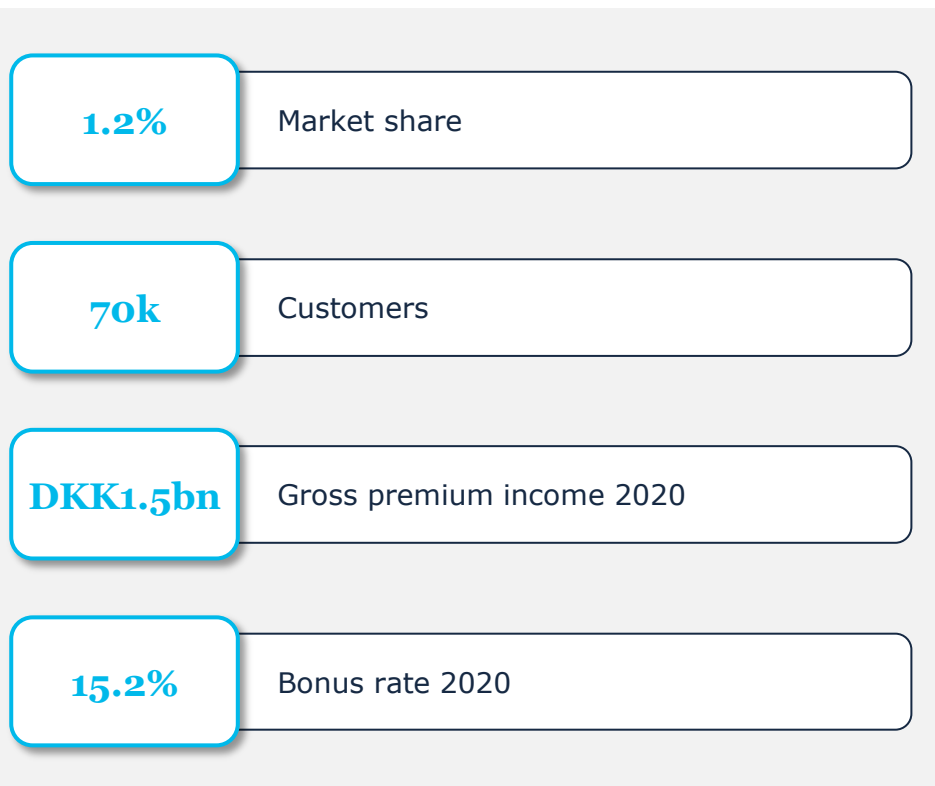


# Alm. Brand *Life at a glance*

## Key segment highlights<sup>1</sup>



## Compelling performance



Note: 1) Distribution split based on 2020 premiums

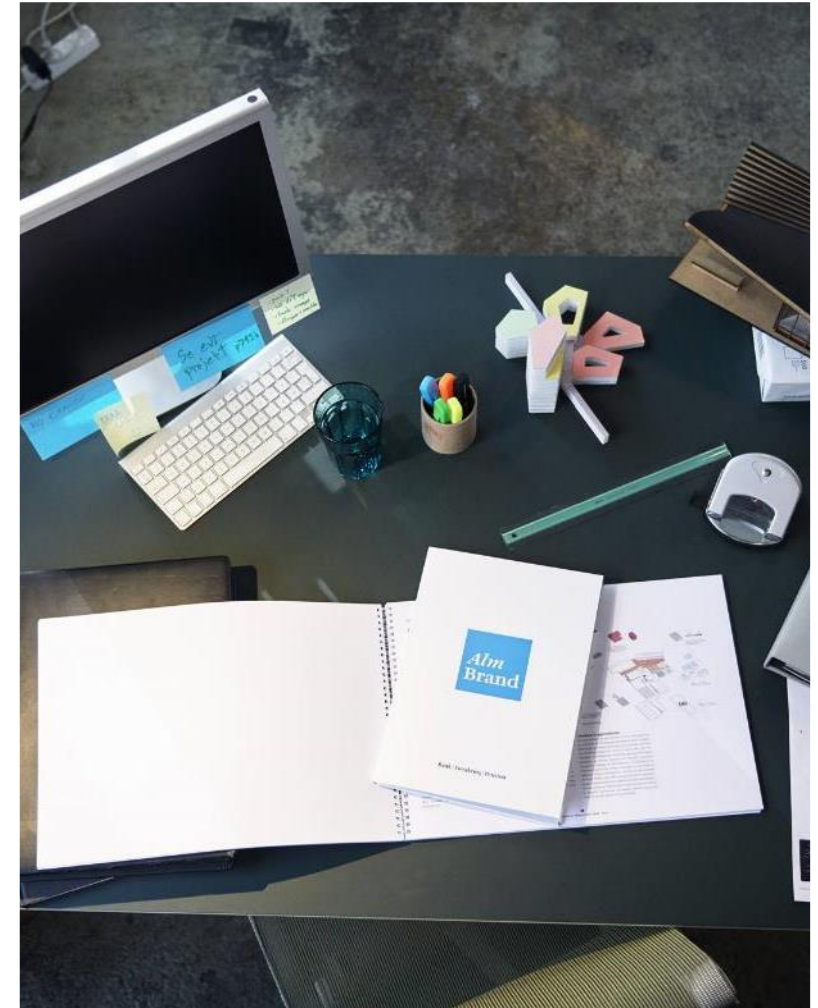
# Ordinary inspection by the Danish FSA

*The Danish FSA initiated a ordinary inspection of Alm. Brand Forsikring in Q1 2021.*

Management expect the Danish FSA to publish the result in the first part of Q4 2021.

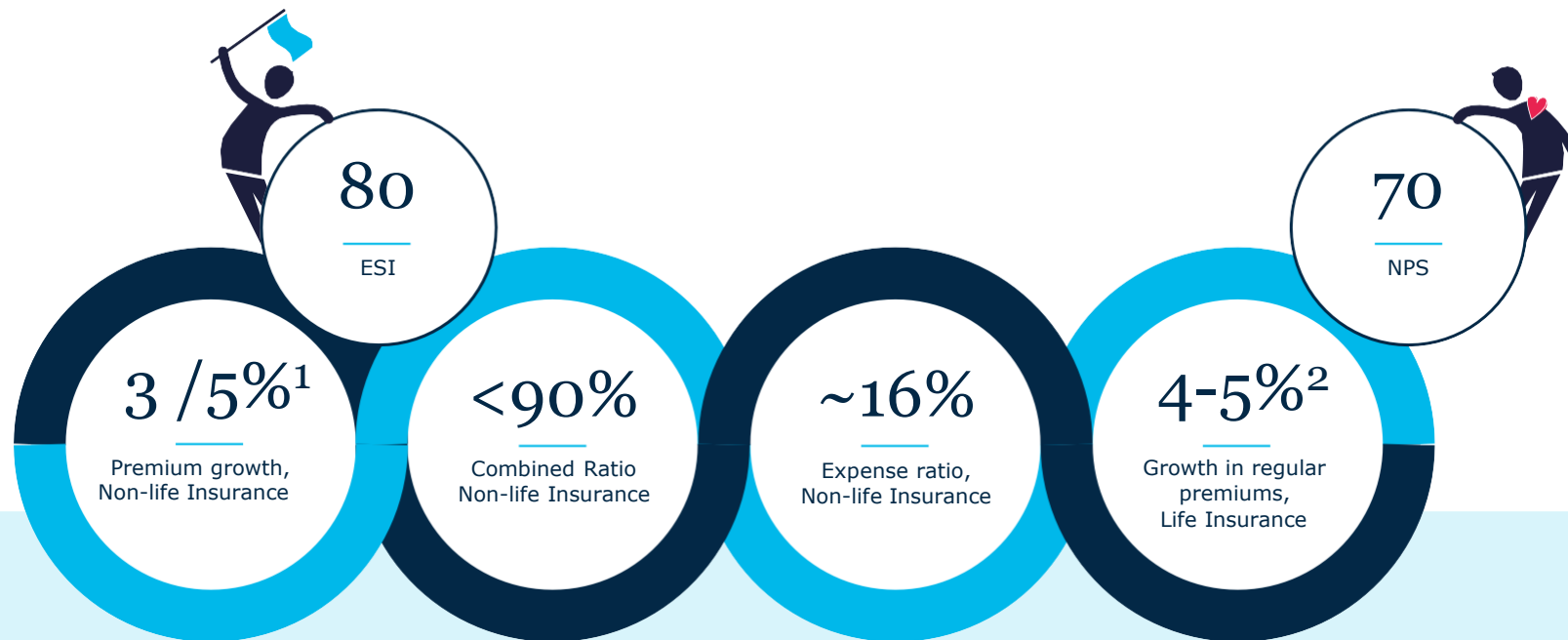
The Management expects some orders relating to among other things the adoption of certain policies and instructions as well as updates to the capital plan to reflect Alm. Brand Forsikring's strategic planning period.

The Management expects that Alm. Brand Forsikring will be able to comply with the orders, if received, within the required timeframe.



# Group *targets* for the period until 2022

*Targets will be updated following the acquisition of Codan Denmark*



Note: 1) Guidance for 2021 Non-life Insurance premium growth of more than 3% was adjusted lower to growth of 1.5-2.0% in June 2021 to keep focus on profitable growth since expectations to profit have increased; 2) Albeit only modest growth in Life premiums in H1 2021 (partly due to Covid-19), target for 2022 remains unchanged

A photograph of a modern, curved glass skyscraper with a grid-like pattern of windows, reflecting the sky and surrounding environment. The building is situated next to a body of water, and its reflection is visible in the calm surface. Other buildings and parked cars are visible in the background.

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# Transaction overview

## Transaction



Agreement to acquire Codan (DK) & Privatsikring ("Codan") from Tryg/Intact

## Consideration



DKK 12.586bn (c. EUR 1.69bn) in cash<sup>1</sup>

## Synergies



Significant run-rate expenses and claims synergies of DKK ~600m per annum to be fully realised by 2025

## Timetable

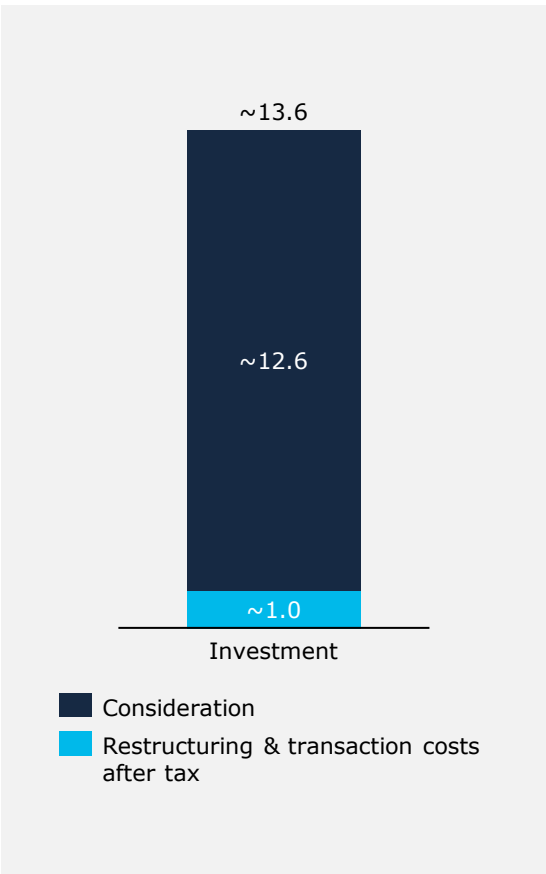


Closing expected in H1 2022

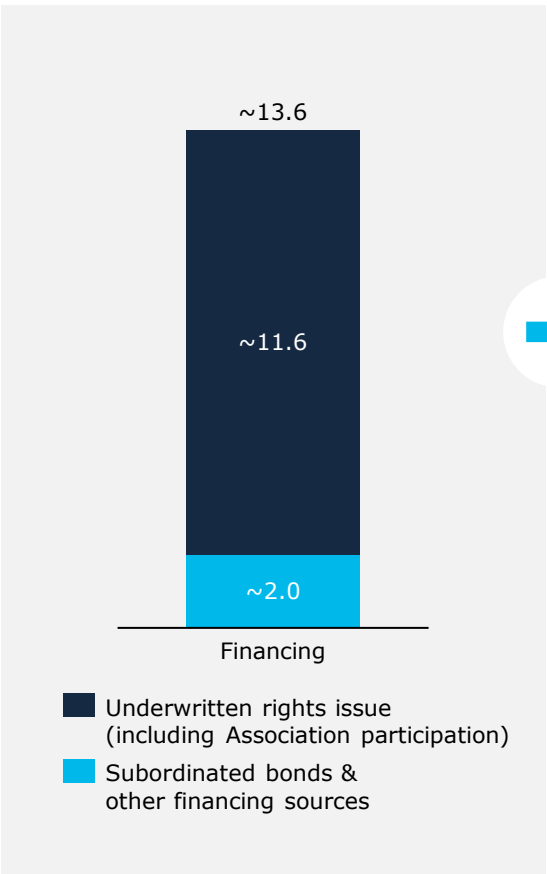
<sup>1</sup> In addition, the consideration will be adjusted on a capital neutral basis in order to account for any changes in Codan's own funds post the de-merger and to account for the earnings generated between the de-merger date and completion

# Financing of the transaction with support from the Association

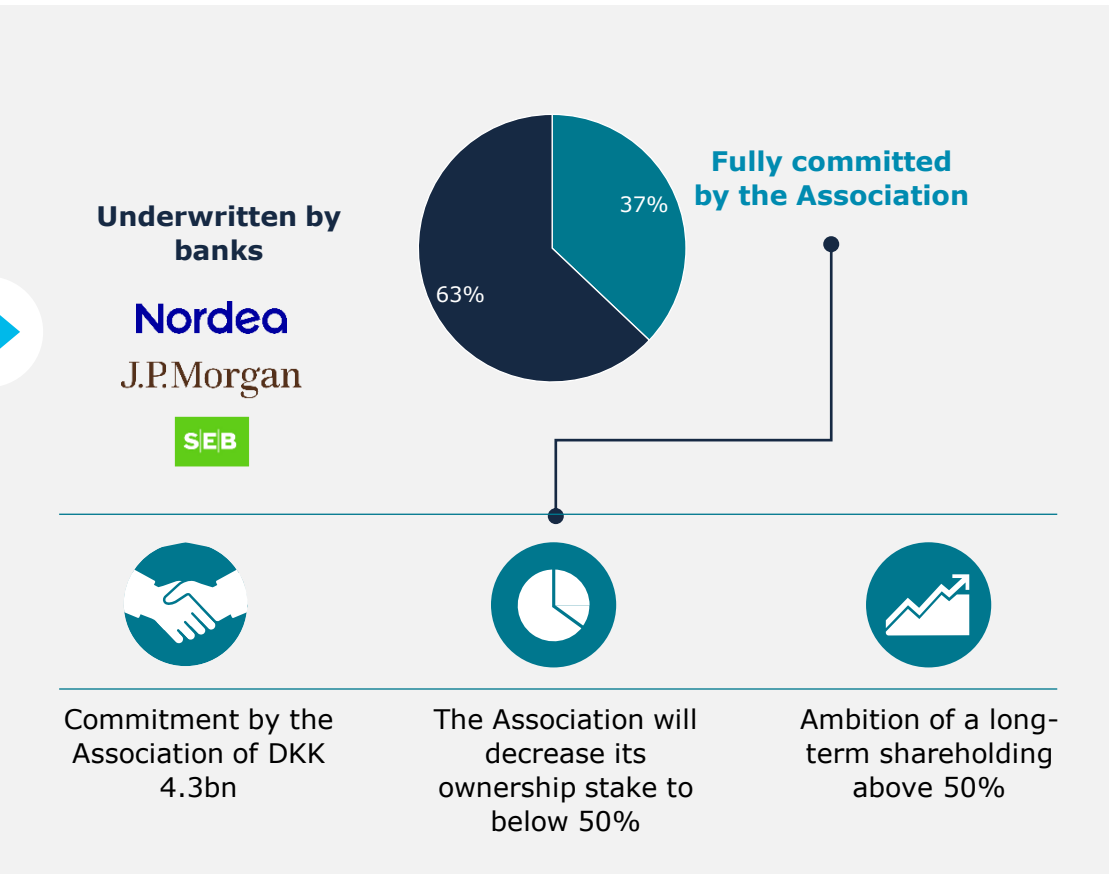
## Total investment (DKKbn)



## Financing of the investment (DKKbn)



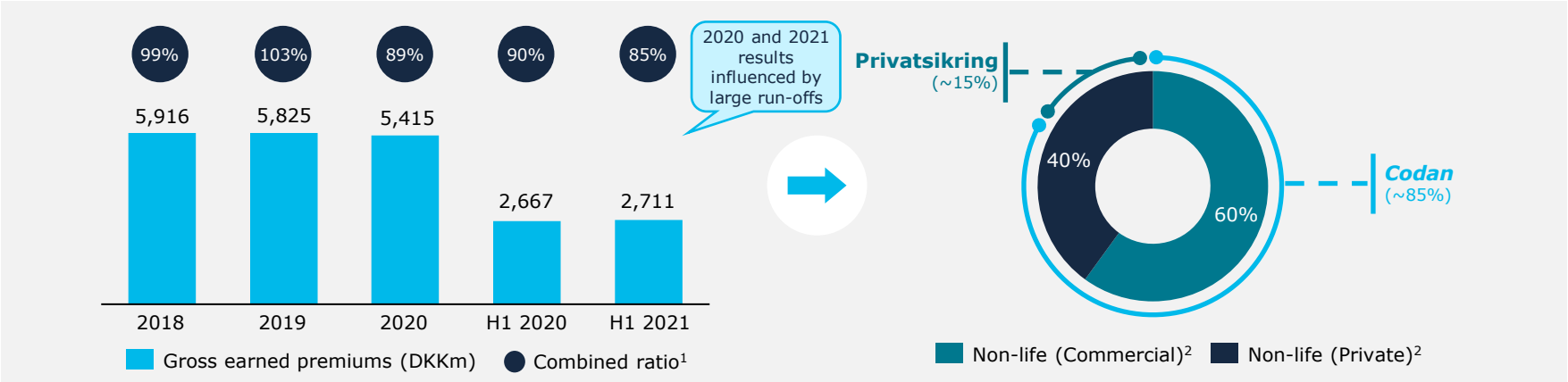
## The Association is highly supportive of the transaction



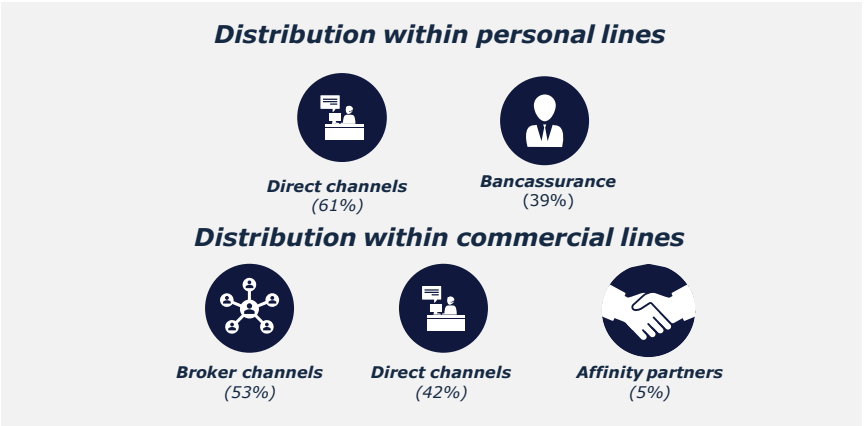
Note: Alm. Brand af 1792 fmba ("The Association")

# Introduction to Codan

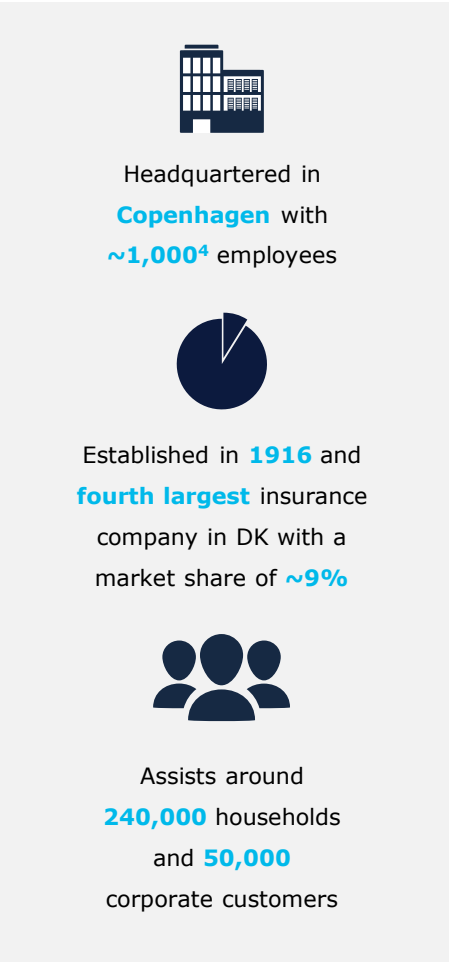
Codan is a traditional non-life insurer operating under two brands (Codan and Privatsikring)



## Non-life insurance



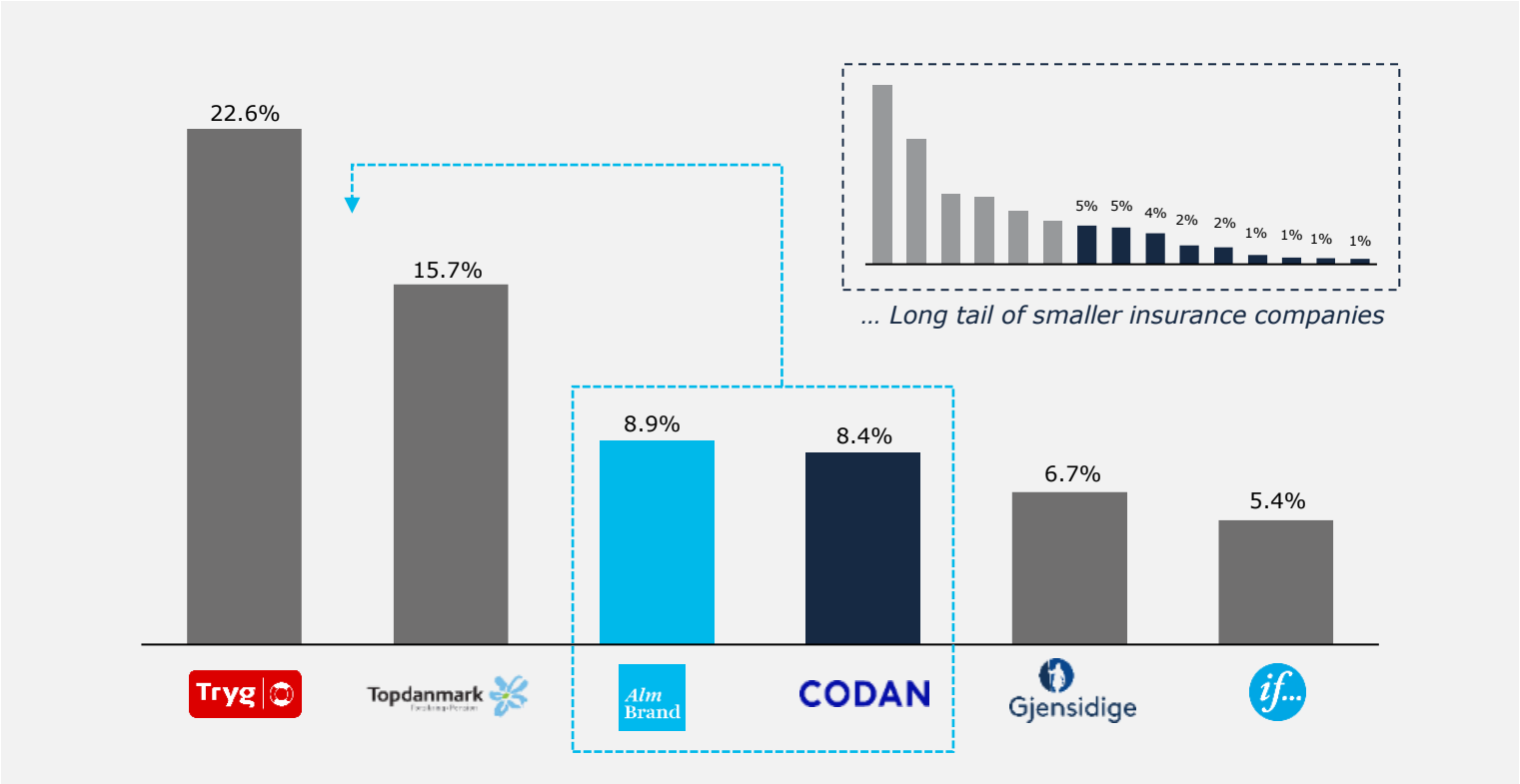
## Codan at a glance



Note: 1) Based on gross earned premiums; 2) Based on gross earned premiums in 2020; 3) Percent of gross earned premiums in 2020; last 4% comprise of other insurances and rounding; 4) Hereof ~750 in Denmark and ~250 employed on DK contracts with shared salary allocated between DK, NO and SE at YE 2020

# Danish non-life insurance market overview

## Overview of the competitive landscape in Danish non-life insurance market<sup>1</sup>



## Key statistics

**DKK 61.5bn<sup>2</sup>**

Market size 2020<sup>3</sup>

**3.9%**

Market size CAGR  
2016-2020<sup>3</sup>

**~85%<sup>2</sup>**

Market combined  
ratio 2020

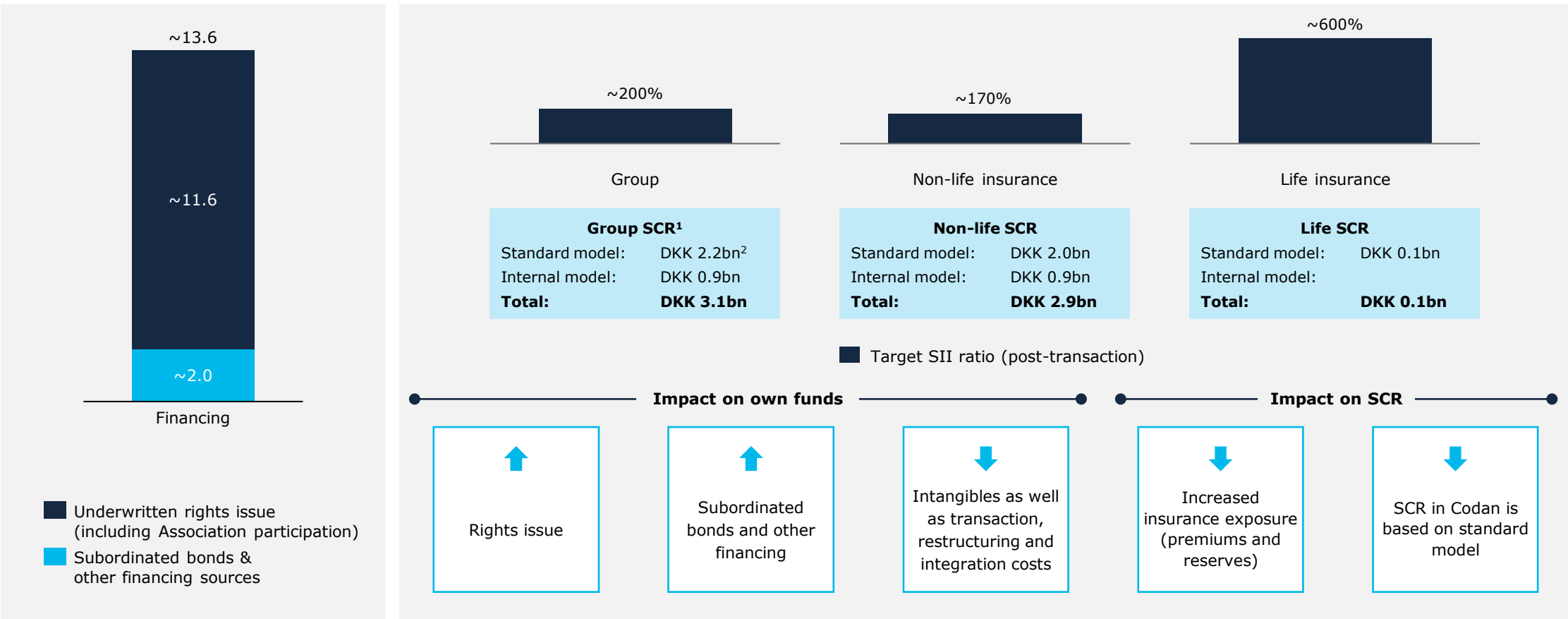
Note: 1) Based on Q2 2020; 2) Estimate; 3) Based on gross premium income  
Source: Forsikring & Pension; Danish FSA; S&P

# In-market transaction with a great strategic fit

|                        | Alm. Brand                                                                             | Codan                                                                                    | NewCo                                                                                    | Supportive similarities                                                                                                                              |
|------------------------|----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| HQ                     | Copenhagen                                                                             | Copenhagen                                                                               | Copenhagen                                                                               |                                                                                                                                                      |
| Home market            | 100%  | 100%  | 100%  | <br><b>In-market</b> nature of the transaction                    |
| Direct sales           |       |       |       |                                                                                                                                                      |
| Partnerships           |       |       |       |                                                                   |
| Broker                 |       |       |       | <b>Strong complementarity</b> across distribution channels and commercial segments                                                                   |
| Private                |       |       |       |                                                                                                                                                      |
| SME                    |       |       |       |                                                                                                                                                      |
| Agriculture            |     |     |     | <br><b>Similar IT platforms</b> enable a less complex integration |
| Large corp. & spec.    |     |     |     |                                                                                                                                                      |
| IT platform            | TIA Technology                                                                         | TIA Technology (ongoing)                                                                 | TIA Technology                                                                           | <br><b>Similar culture</b> and <b>no language barriers</b>      |
| Strategic partnerships | ✓ High priority                                                                        | ✓ High priority                                                                          | ✓ High priority                                                                          |                                                                                                                                                      |

# Robust solvency position maintained post transaction

Financing of the investment (DKKbn)      Solvency II ratio overview based on Alm. Brand internal model (estimated pro-forma)

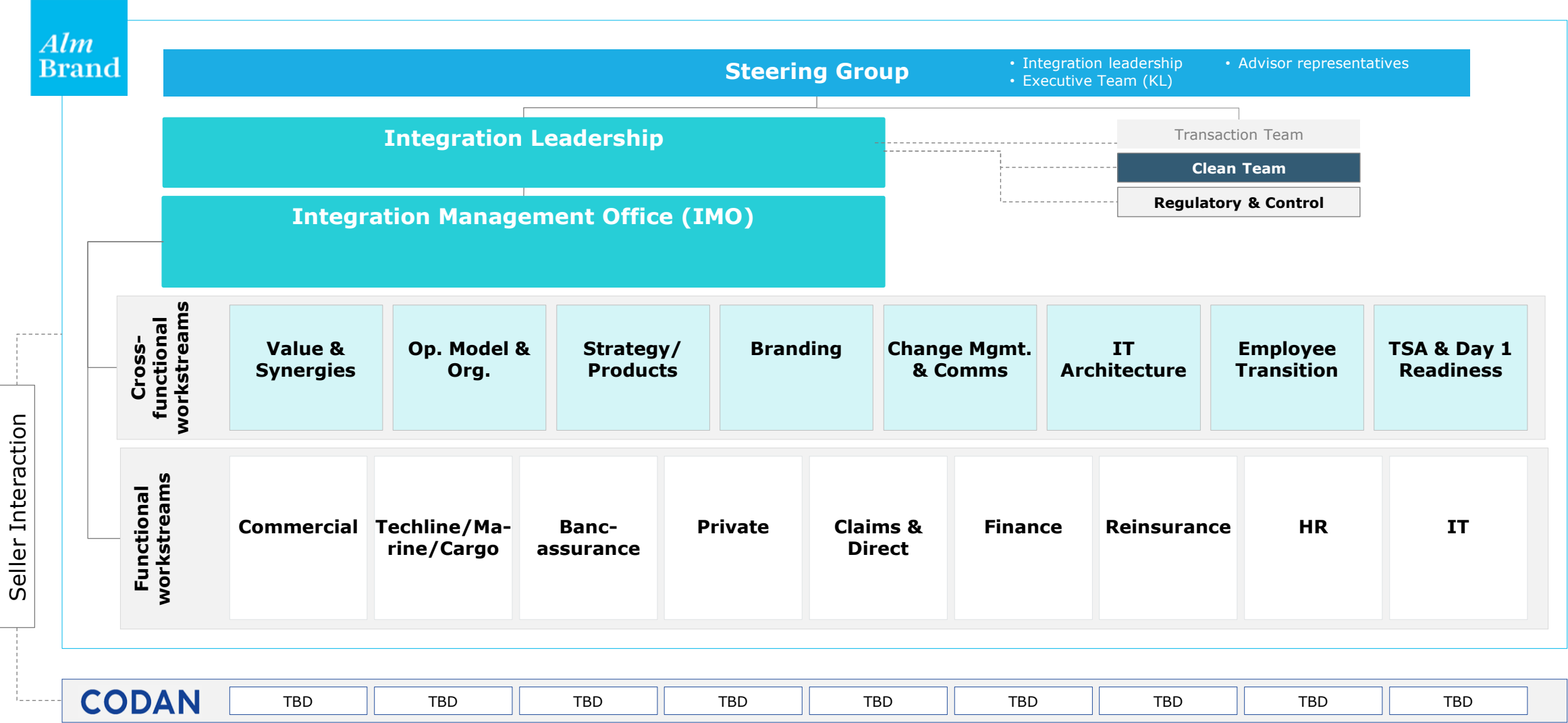


Note: 1) Group SCR is based on method 2 which the Group expects to obtain approval for by the Danish FSA; 2) The deviation of DKK ~0.1bn is from AB PIA and AB A/S mother

# Transaction team with huge insight of Codan minimising integration and execution risk

|                                                                                     | Name                           | Current role in Alm. Brand                                                            | Role in Codan                      | Left Codan | Years in Codan | Capabilities                                                                                                                                                                                                                                                                                                                                                                     |
|-------------------------------------------------------------------------------------|--------------------------------|---------------------------------------------------------------------------------------|------------------------------------|------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | <b>Henrik Hvid</b>             | Strategic Advisor - M&A                                                               | CFO / CRO, RSA Scandinavia         | Q3 2020    | 14             | <ul style="list-style-type: none"> <li>6 years in Senior Executive team in RSA Scandinavia (incl. Codan Denmark)</li> <li>Strategy Execution – RSA Scandinavia Transformation 2015-2020</li> <li>Finance / Capital /Investment / Payment services</li> <li>Risk &amp; Compliance – 2nd line</li> <li>Fit &amp; Proper (CFO / CRO)</li> <li>Top 50 Executive RSA Group</li> </ul> |
|    | <b>Mikael Hvolgaard</b>        | Executive VP, Private                                                                 | UW Director and Interim MD DK      | Q1 2020    | 3              | <ul style="list-style-type: none"> <li>3 years in Codan Denmark Management Team</li> <li>UW and Portfolio Management – Private and Commercial</li> <li>Remediation of Commercial and Techline Portfolios</li> </ul>                                                                                                                                                              |
|    | <b>Bjørn Hjalte Laursen</b>    | Director, PPP Private                                                                 | Head of Portfolio Management       | Q1 2021    | 16             | <ul style="list-style-type: none"> <li>16 years in Codan Denmark / RSA</li> <li>Positions: Risk Analyst, Actuarial Analyst, Head of Pricing P&amp;P, Head of Technical Pricing &amp; Data and latest Portfolio &amp; Product Director</li> </ul>                                                                                                                                 |
|    | <b>Pia Olivarius</b>           | Director, Risk & Compliance                                                           | Head of Enterprise Risk Management | Q2 2021    | 12             | <ul style="list-style-type: none"> <li>12 years in Codan Denmark</li> <li>Positions: Risk and Control Consultant, Capital and Financial Risk Manager, Head of Enterprise Management</li> <li>Financial Control Framework (UW, Claims, Re-insurance, Pricing etc.)</li> <li>Operational risk and assurance</li> <li>Financial management</li> </ul>                               |
|    | <b>John Lindholm</b>           | Director, Group Investment                                                            | Head of Nordic Investment          | Q2 2020    | 4              | <ul style="list-style-type: none"> <li>4 years in Codan Denmark</li> <li>Positions: Head of Investment Management</li> <li>Responsible for all treasury and investment activities in the Nordic group</li> </ul>                                                                                                                                                                 |
|  | <b>Unn Wakefield</b>           | Director, Business Development                                                        | Director, Personal Lines           | 2018       | 4              | <ul style="list-style-type: none"> <li>4 years in RSA</li> <li>Positions: Product Director (personal insurance), Director Personal Lines (acting)</li> <li>Profit &amp; Loss responsibility for all Private Products, Customer segmentation model</li> </ul>                                                                                                                     |
|  | <b>Birgitte Arendal</b>        | Director for Finance Partners and IR, Project Manager for the acquisition of Codan DK | Pricing Analyst                    | 2006       | 3              | <ul style="list-style-type: none"> <li>3 years in Codan Denmark and 3 years in RSA (until 2008)</li> <li>Positions: Actuarial pricing and analysis</li> </ul>                                                                                                                                                                                                                    |
|  | <b>Troels Sander Danielsen</b> | Business Development                                                                  | Senior Development Manager         | 2018       | 4              | <ul style="list-style-type: none"> <li>4 years in Codan Denmark</li> <li>Positions: Senior Development Manager</li> </ul>                                                                                                                                                                                                                                                        |

# A proven programme setup



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# Overview of 2020 and H1 2021 results

## Income by business area in 2020

NON-LIFE INSURANCE

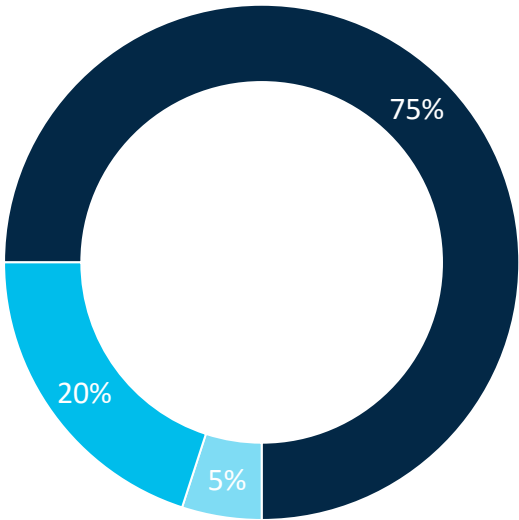
5,471 ▲2.0%  
DKKm

LIFE INSURANCE

1,504 ▼18.7%  
DKKm

INVESTMENTS ETC.

377 ▼17.0%  
DKKm



TOTAL INCOME

7,352  
DKKm

PROFIT BEFORE TAX

833  
DKKm

RETURN ON EQUITY

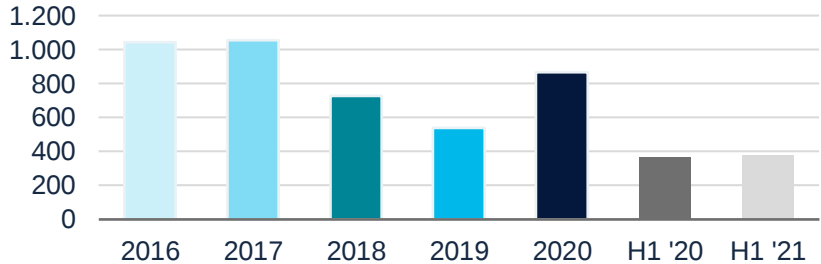
17.1%  
before tax

EARNINGS PER SHARE

4.00  
DKK

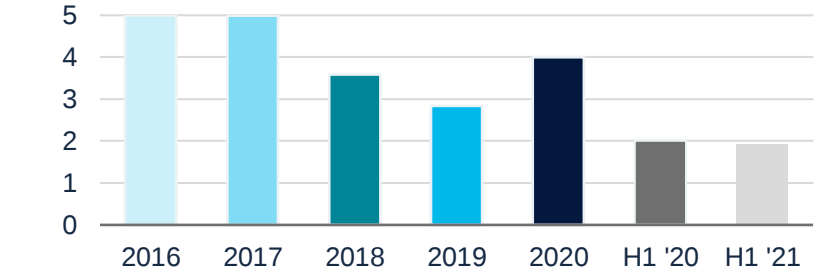
## Profit before tax

DKKm



## Earnings per share

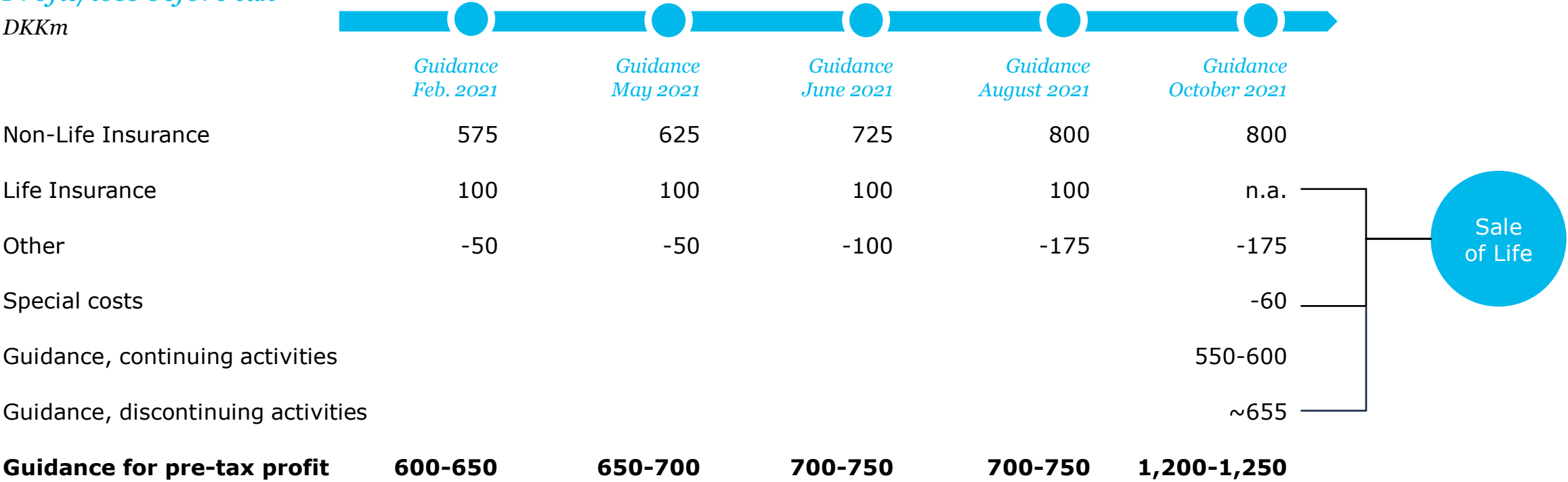
DKK



# Updated profit guidance for 2021

## Profit/loss before tax

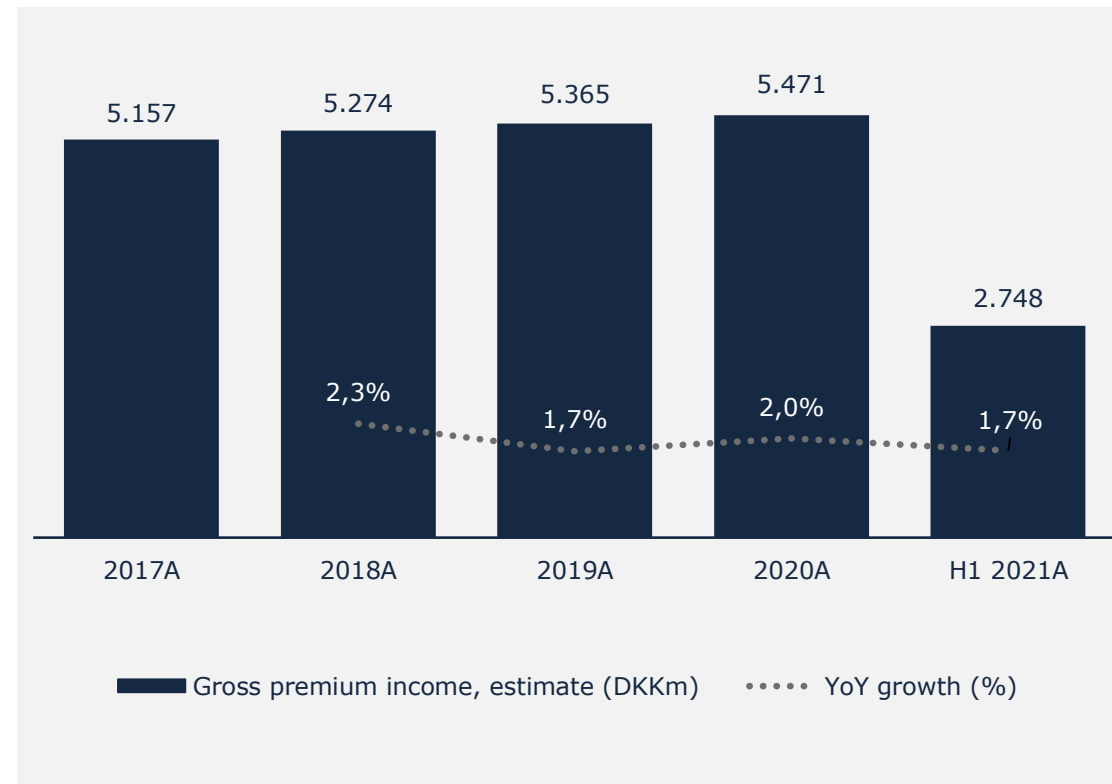
DKKm



# Non-life gross premium income development

## Non-life gross premium income

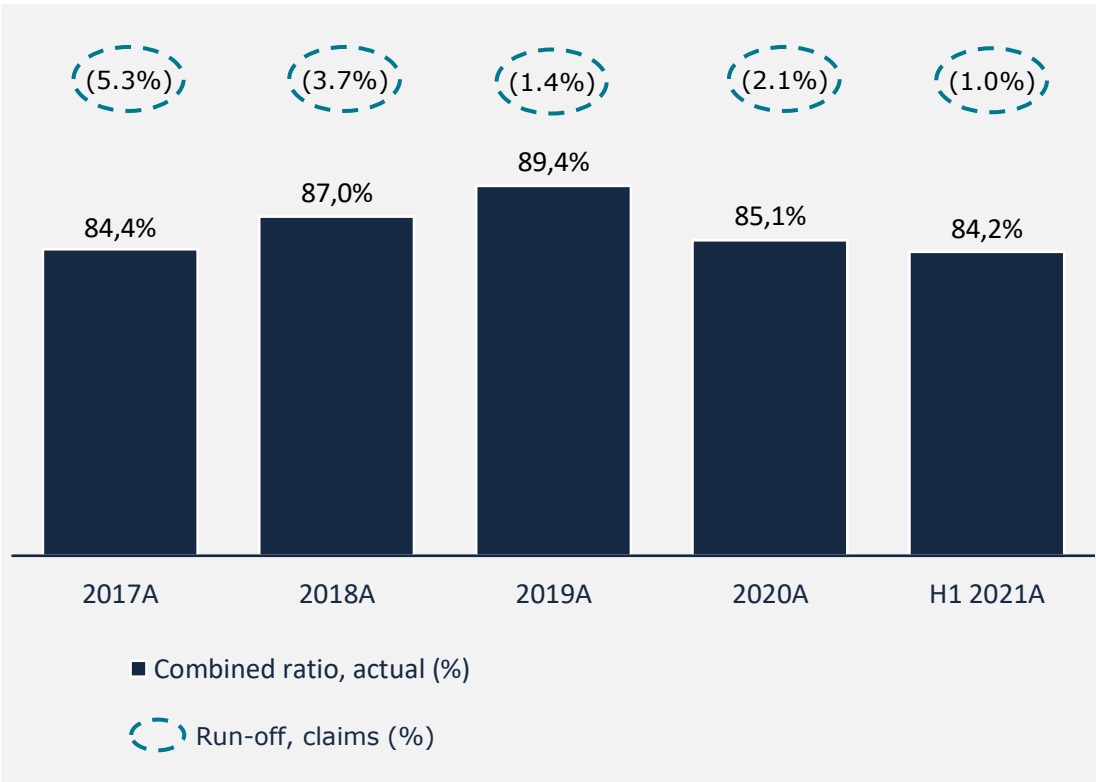
- Stable growth in premiums over the last years reflecting robust development slightly below market trend growth
- The focus on strategic partnerships, cross-selling and online sales is showing promising potential to drive future growth across the business
- Low customer churn is key to secure the growth expectations and a strong customer focus is driving customer churn to an even lower level



# Non-life combined ratio development

## Non-life combined ratio

- Steady development in combined ratio expected following roll-out of earnings enhancing and claims costs saving initiatives
- Development reflecting both tailwinds on claims ratio as well as recurring improvement of underlying business
- Stable profitability expectations are driven by a strong focus on profitable underlying business and stable expense expectations
- Expenses relating to investments in strategic partnerships are included in the expectations
- Normalized course of underlying incurred claims, weather and large losses expected in Jun-Dec 2021



# Non-life insurance *Combined ratio*

## Non-life insurance – combined ratio development

| %                                                      | H1<br>2021  | H1<br>2020  | 2020        | 2019        | 2018        | 2017        | 2016        |
|--------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross claims ratio <sup>1</sup>                        | 62.5        | 64.5        | 64.6        | 67.4        | 65.2        | 63.3        | 60.4        |
| Net reinsurance ratio                                  | 4.3         | 4.5         | 3.6         | 4.6         | 4.6         | 3.6         | 4.9         |
| <b>Claims experience<sup>1</sup></b>                   | <b>66.8</b> | <b>69.0</b> | <b>68.2</b> | <b>72.0</b> | <b>69.8</b> | <b>66.9</b> | <b>65.3</b> |
| Gross expense ratio                                    | 17.4        | 17.5        | 16.9        | 17.4        | 17.2        | 17.5        | 16.9        |
| <b>Combined ratio<sup>1</sup></b>                      | <b>84.2</b> | <b>86.5</b> | <b>85.1</b> | <b>89.4</b> | <b>87.0</b> | <b>84.4</b> | <b>82.2</b> |
| Combined ratio, underlying business <sup>1</sup>       | 81.4        | 82.6        | 81.3        | 82.6        | 82.4        | 81.3        | 80.4        |
| COVID-19 effect, estimated                             | (1.8)       | (1.1)       | (2.2)       | -           | -           | -           | -           |
| Combined ratio, underlying business <sup>1</sup>       | 79.6        | 81.5        | 79.1        | 82.6        | 82.4        | 81.3        | 80.4        |
| Weather-related claims, net of reinsurance             | 0.8         | 2.2         | 1.5         | 2.6         | 1.2         | 1.5         | 2.2         |
| Major claims, net of reinsurance                       | 7.0         | 4.8         | 6.2         | 5.7         | 7.3         | 6.6         | 7.4         |
| Reinstatement premium                                  | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | (0.1)       |
| Run-off result, claims                                 | (1.0)       | (2.3)       | (2.1)       | (1.4)       | (3.7)       | (5.3)       | (7.9)       |
| Change in risk margin, run-off result and current year | (2.2)       | 0.3         | 0.4         | (0.1)       | (0.2)       | 0.3         | 0.2         |
| <b>Combined ratio<sup>1</sup></b>                      | <b>84.2</b> | <b>86.5</b> | <b>85.1</b> | <b>89.4</b> | <b>87.0</b> | <b>84.4</b> | <b>82.2</b> |

- Strong and stable underwriting result
- Stable major claims not exceeding 8% in any recent year
- Weather-related claims typically at 1.0-2.5%
- Overall combined ratio very healthy and well below management's target of 90%

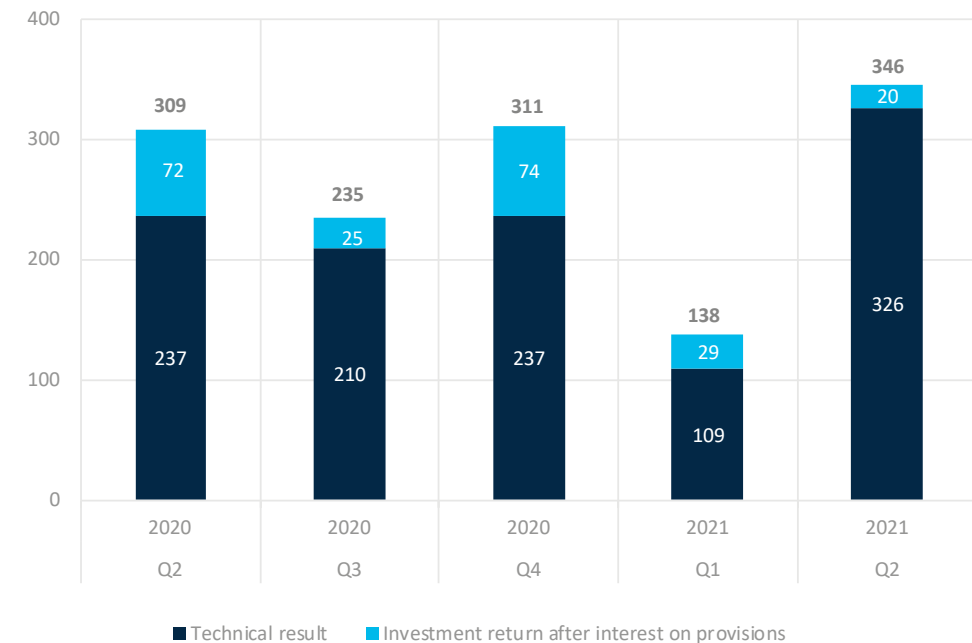
Note: 1) FY 2019 is net of special costs in a total amount of DKK 44 million, equivalent to an impact of 0.8 of a percentage point on the combined ratio

# Highlights of Q2 non-life insurance results

- ✓ Strong Q2 financial results supported by favourable trend in the underlying business, but also by a positive one-off effect from the expansion of the partial internal model
- ✓ Reopening of society leading to pick up in growth as well as normalisation of claims reported
- ✓ Run-off result of around 2%
- ✓ Investment result driven by favourable financial market developments

## Profit/loss before tax

DKKm

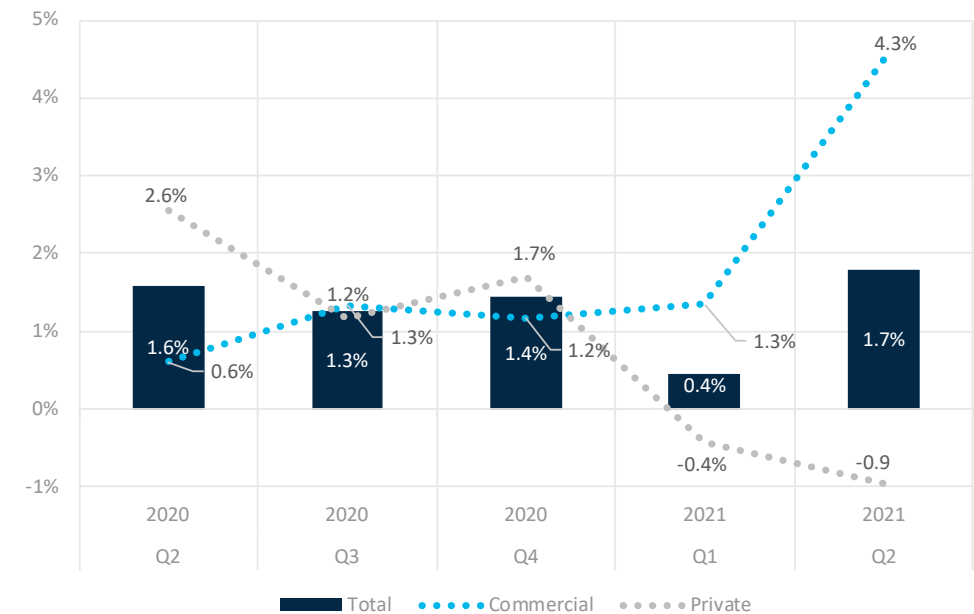


# Highlights of Q2 non-life insurance results – gross premium income

- ✓ After the reopening of society, we were able to begin holding face-to-face customer meetings again at the end of the quarter
- ✓ Targeted efforts were made to provide advice on changes in commercial customers' insurance requirements as a result of COVID-19
- ✓ Initiatives directed at private customers comprise e.g. campaigns and pricing initiatives in motor insurance lines
- ✓ Continued focus on profitable growth

## Growth in gross premium income

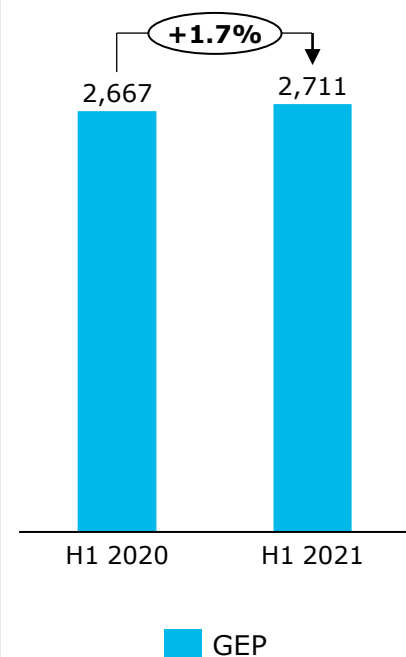
Per cent, y/y



# Positive H1 2021 development in Codan Denmark

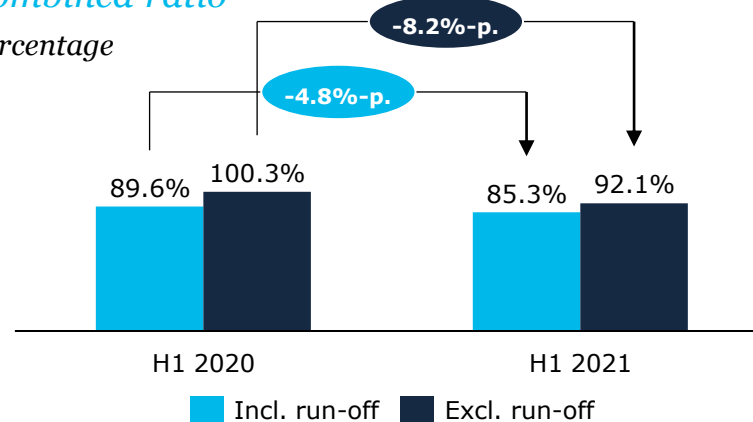
## Gross earned premiums

DKKm



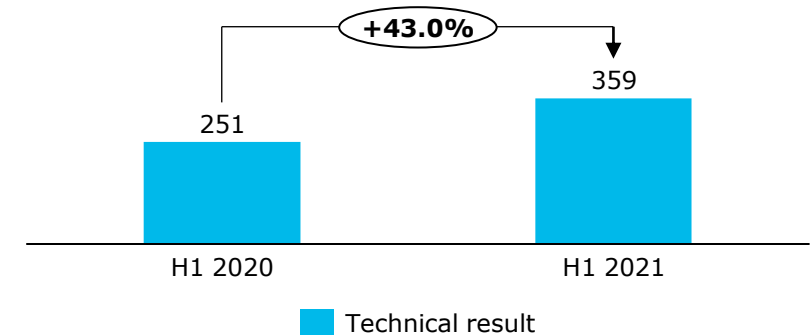
## Combined ratio

Percentage



## Technical result

DKKm



- Positive growth in gross earned premiums
- Positive development in the technical result driven by a series of performance-enhancing initiatives especially in commercial lines
- Large claims decreased by 4.8%-points compared to H1 2020
- Combined ratio including and excluding run-off gains has improved compared to the same period last year
- Overall satisfying development

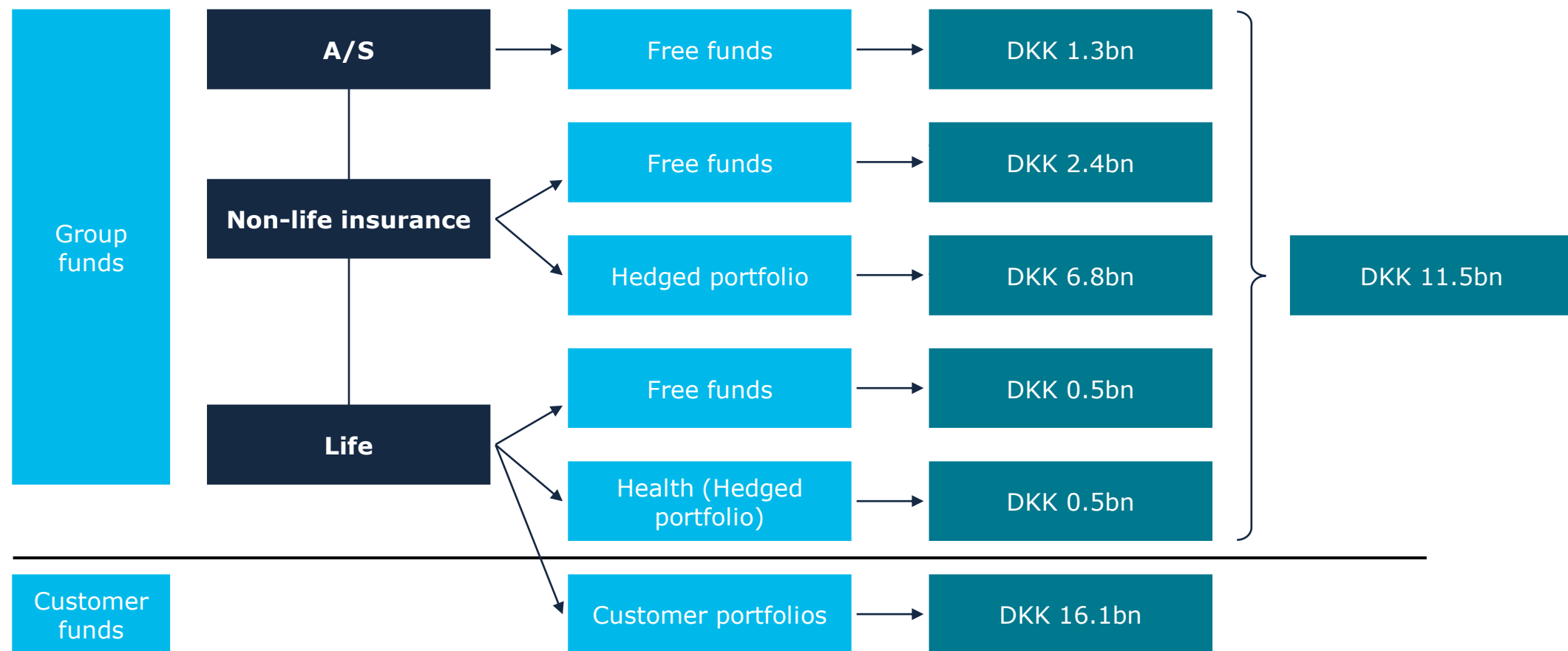
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# Investment portfolio overview H1 2021

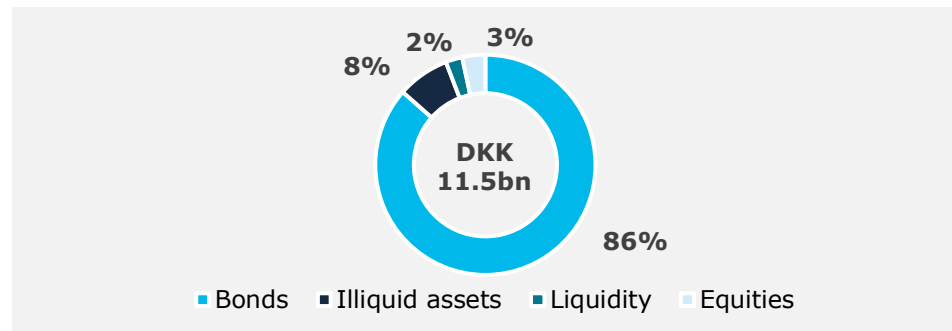
The hedged portfolios have very small financial limits, which means the risks are within the free funds



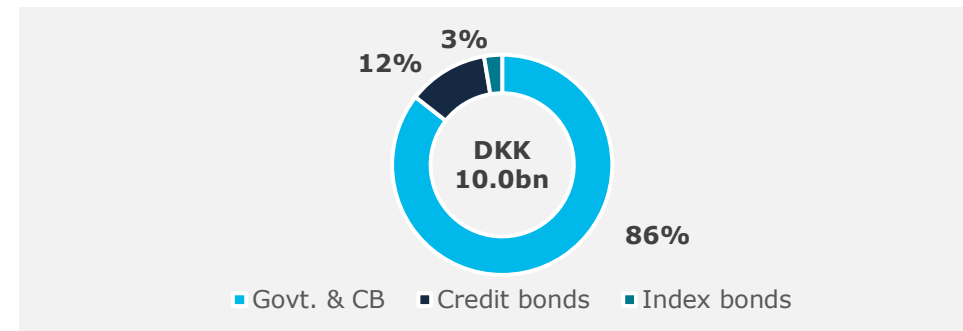
# Low risk in the investment portfolio

## High liquid government and covered bonds in DKK characterise the investment portfolio

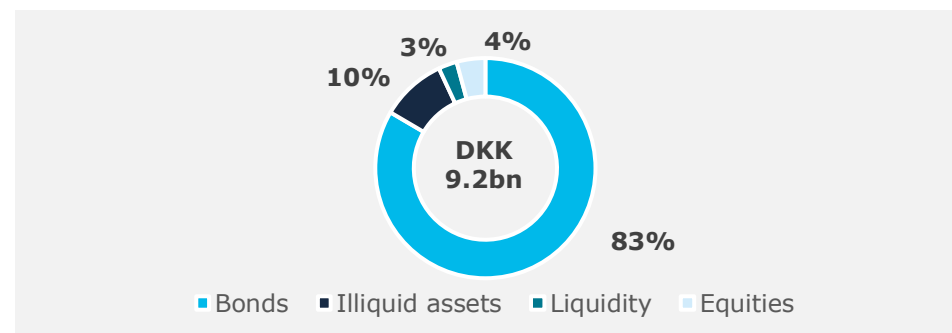
Asset allocation – own funds, H1 2021



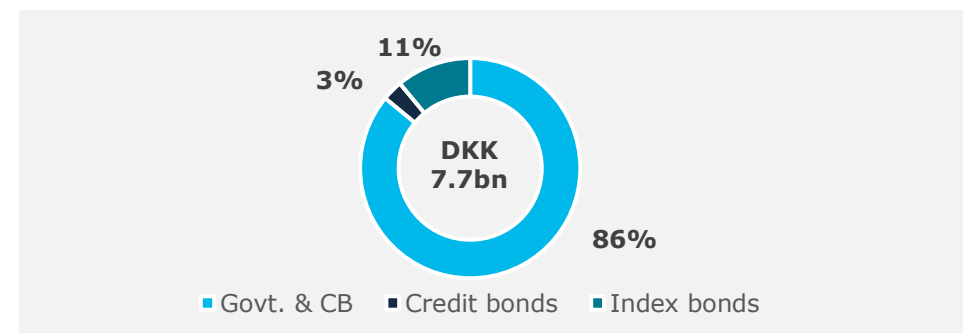
Bond allocation – own funds, H1 2021



Asset allocation – non-life portfolio, H1 2021

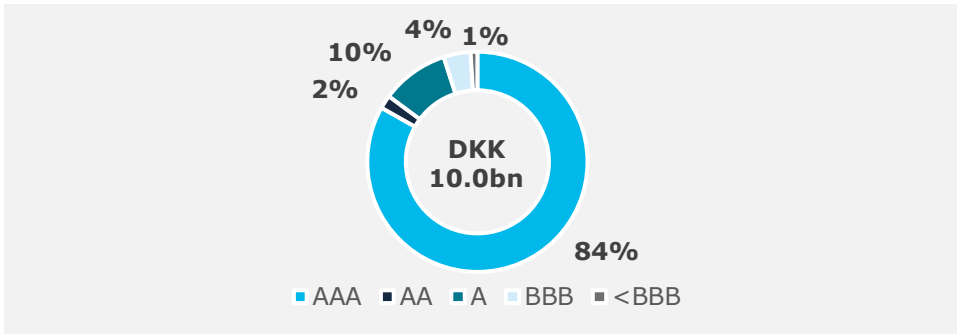


Bond allocation – non-life portfolio, H1 2021

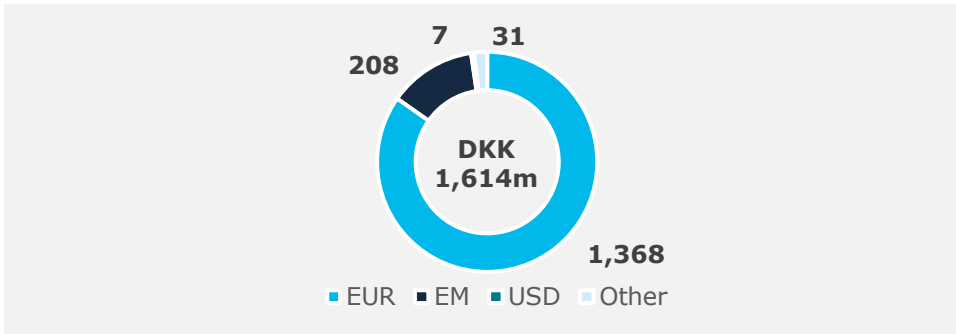


# Mainly AAA rated bonds and low currency risk

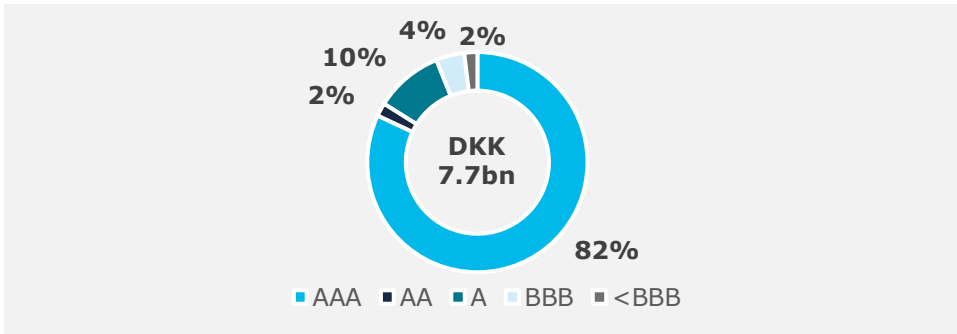
Rating distribution – own funds, H1 2021



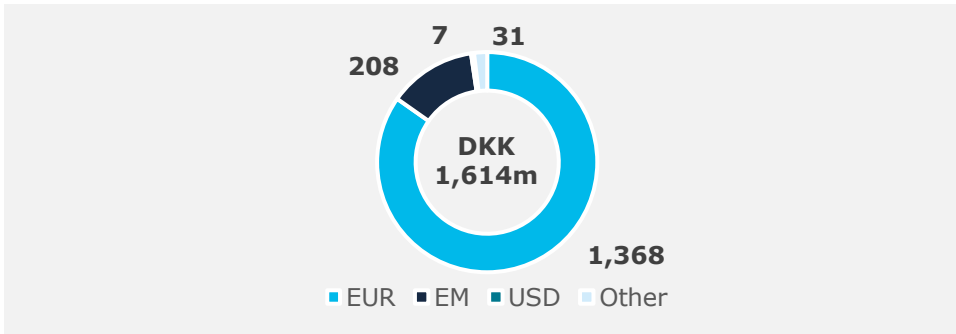
Currency positions (DKKm) – own funds, H1 2021



Rating distribution – non-life portfolio, H1 2021



Currency positions (DKKm) – non-life portfolio, H1 2021



# ESG initiatives

## ESG at Alm. Brand

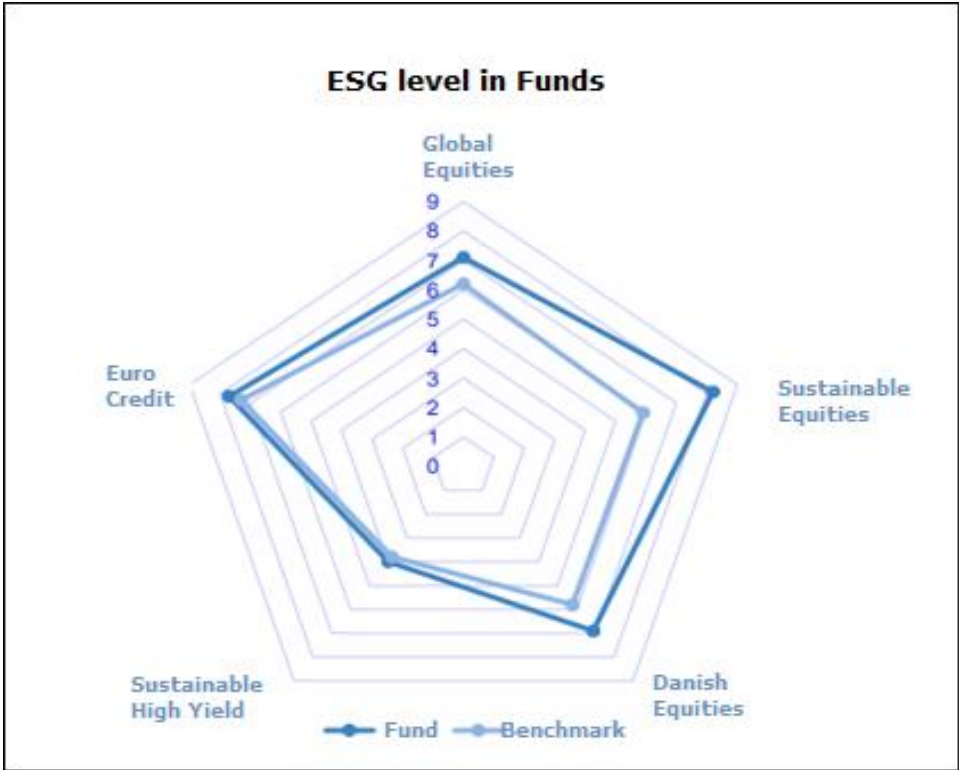
|                                        | Environment and climate                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Social conditions and employee relations                                                                                                                                                                                                                                                                                                                                                                            | Business ethics                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Human rights                                                                                                                                               | Responsible investments                                                                                                                                                                                                                                                                                                                                                                                                                |
|----------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>UN Global Compact</b>               | <ul style="list-style-type: none"> <li>Principles 7 to 9</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <ul style="list-style-type: none"> <li>Principles 3 to 6</li> </ul>                                                                                                                                                                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>Principle 10</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>Principles 1 and 2</li> </ul>                                                                                       | <ul style="list-style-type: none"> <li>Principles 1 to 10</li> </ul>                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Initiatives and results in 2020</b> | <ul style="list-style-type: none"> <li>Total energy consumption per employee decreased by 16% relative to 2019 primarily as a result of COVID-19, which reduced both driving and energy consumption in offices</li> <li>Continued focus on energy management and replacement of energy sources</li> <li>Ongoing upgrade of the Group's car fleet and leasing cars with the purpose of reducing CO<sub>2</sub></li> <li>Discount on electric and hybrid cars – albeit not the only player in the market servicing this segment, Alm. Brand is doing significant discounting on these rates</li> </ul> | <ul style="list-style-type: none"> <li>Continued efforts with injury prevention gives positive results</li> <li>Efforts to support management and ensure well-being and health after COVID-19 shutdowns and effective handling changed circumstances for customer contact and advice</li> <li>Continued high job satisfaction despite a lot of work from home and challenges in continuation of COVID-19</li> </ul> | <ul style="list-style-type: none"> <li>Supplier policy and business procedures maintained for prevention of irregularities</li> <li>Focus on solving insurance fraud clarifies again this year for record amount</li> <li>Continued efforts and initiatives for money laundering prevention</li> <li>Alm. Brand's travel insurance, how the company accommodated customers' needs and ensured a safe holiday throughout the summer made Alm. Brand basically the company with the best COVID-19 coverage not affecting price levels</li> </ul> | <ul style="list-style-type: none"> <li>Continued preparedness for prevention of human rights violations</li> <li>No reported violations in 2020</li> </ul> | <ul style="list-style-type: none"> <li>Transfer of management of the Group's investments to external manager</li> <li>Management is done in compliance with the standards of the UN Global Compact, ESG options and active ownership. In addition, there is specific opting out of i.a. weapons and tobacco</li> <li>Support for the Paris Agreement and exclusion of companies with particularly climate-damaging business</li> </ul> |
| <b>Policies and guidelines</b>         | <ul style="list-style-type: none"> <li>Environmental and climate policy</li> <li>Car policy</li> <li>Purchasing policy</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <ul style="list-style-type: none"> <li>Policy for social conditions and employee relations</li> <li>Policy for diversity</li> <li>Health policy</li> <li>Senior policy</li> <li>Sponsorship policy</li> </ul>                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>Anti-corruption policy and bribery</li> <li>Supplier policy</li> <li>Gift policy</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                             | <ul style="list-style-type: none"> <li>Human rights policy</li> </ul>                                                                                      | <ul style="list-style-type: none"> <li>Policy for responsible investments</li> </ul>                                                                                                                                                                                                                                                                                                                                                   |
| <b>Management and systems</b>          | <ul style="list-style-type: none"> <li>Energy and climate reporting</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>Employee satisfaction survey</li> <li>Diversity reporting</li> </ul>                                                                                                                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>Screening and reporting</li> <li>Preparedness against money laundering and terrorist financing</li> <li>Claims inspection</li> </ul>                                                                                                                                                                                                                                                                                                                                                                    | <ul style="list-style-type: none"> <li>Screening and reporting through external manager</li> </ul>                                                         | <ul style="list-style-type: none"> <li>Screening and reporting through external manager</li> </ul>                                                                                                                                                                                                                                                                                                                                     |
| <b>Organization and anchoring</b>      | <ul style="list-style-type: none"> <li>Properties</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>HR</li> <li>Marketing</li> </ul>                                                                                                                                                                                                                                                                                                                                             | <ul style="list-style-type: none"> <li>Law</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <ul style="list-style-type: none"> <li>Asset liability management</li> </ul>                                                                               | <ul style="list-style-type: none"> <li>Asset liability management</li> </ul>                                                                                                                                                                                                                                                                                                                                                           |

# ESG in Investments

- The investments are outsourced to external managers. In accordance with the management agreements, the managers must ensure compliance with the standards in the UN Global Compact, which Alm. Brand also co-signs.
- The agreements specifically include the opt-out of controversies such as weapons, tobacco, alcohol, gambling and pornography, as well as violations of international norms.
- In addition, a number of options are included in accordance with ESG and active ownership, where analyzes of companies' ESG performance are within the selection process and risk monitoring.

## Green / ESG assets (DKKm) – Life + Non-life, H1 2021

|                               |     |        |
|-------------------------------|-----|--------|
| Green / ESG Bonds             | 371 |        |
| Green / ESG Stocks            | 399 |        |
| Climate friendly real estate  | 175 |        |
| Green / ESG investments total |     | 945    |
| Government / covered bonds    |     | 22.397 |
| Other                         |     | 4.254  |
| Total                         |     | 27.596 |



# Current solvency position

## Solvency ratios

| H1 2021<br>(DKKm) | Forsikring | Forsikring<br>excluding<br>Pension | Pension | Alm. Brand<br>A/S |
|-------------------|------------|------------------------------------|---------|-------------------|
| Own funds         | 2,205      | 1,667                              | 813     | 3,707             |
| SCR               | 915        | 915                                | 138     | 1,476             |
| Difference        | 1,290      | 752                                | 675     | 2,231             |
| Solvency ratio    | 241%       | 182%                               | 589%    | 251%              |

## Alm. Brand Forsikring's SCR at a glance

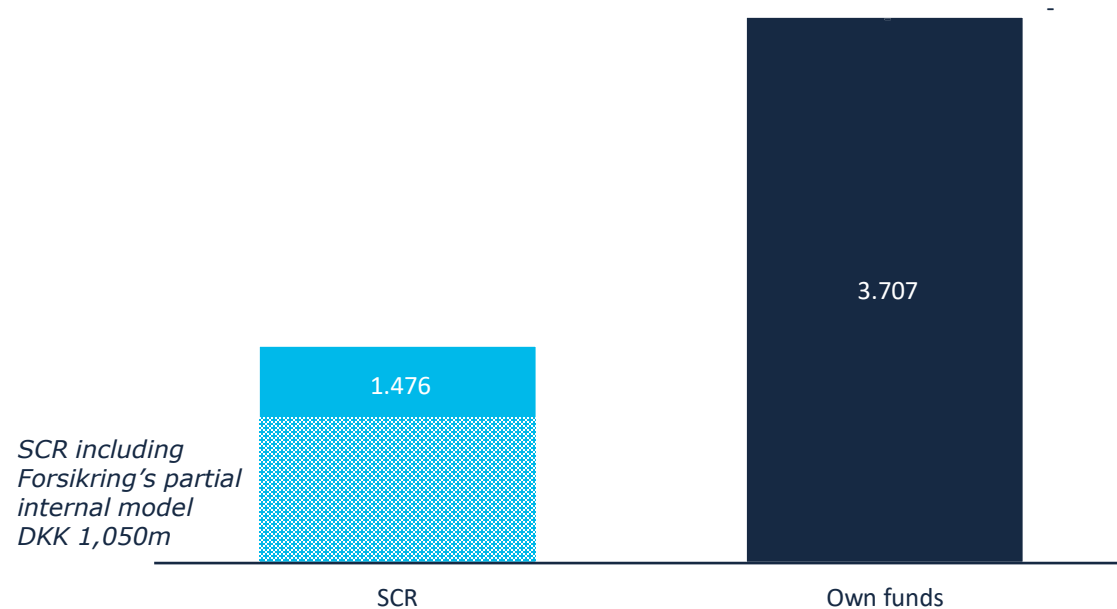
| H1 2021<br>(DKKm)       | Standard model | Standard + partial<br>internal model |
|-------------------------|----------------|--------------------------------------|
| Market risk             | 430            | 430                                  |
| Non-life insurance      | 1,084          | 660                                  |
| Health insurance        | 732            | 303                                  |
| Counterparty risk       | 77             | 77                                   |
| Diversification         | (767)          | (486)                                |
| <b>Sub-total (BSCR)</b> | <b>1,556</b>   | <b>1,002</b>                         |
| Operational risk        | 171            | 171                                  |
| Loss absorbing effect   | (328)          | (258)                                |
| <b>SCR</b>              | <b>1,399</b>   | <b>915</b>                           |

- Alm. Brand Forsikring A/S applies the Partial Internal Model / in combination with the standard formula provided in the Solvency II legislation for the calculation of the company's capital requirement
- Solvency ratio is 241% at end of June 2021
- Total capital of DKK 2,205m against a solvency capital requirement (SCR) of DKK 915m
- The expansion of the partial internal model has been approved by the Danish FSA in June. The isolated effect of this is a fall in SCR of DKK 192m

# Current solvency position

## Current SCR and own funds – Alm. Brand A/S Group

■ Tier 1 unrestricted ■ Tier 1 restricted ■ Tier 2 ■ Tier 3



## Current own funds – Alm. Brand A/S Group

| Tier                | Limit                   | DKKm         | % of SCR    | % of own funds | PF % of own funds <sup>1</sup> |
|---------------------|-------------------------|--------------|-------------|----------------|--------------------------------|
| ΣT3+T2              | ≤ 50% of SCR            | 0            | 0%          | 0%             | -                              |
| Tier 3              | ≤ 15% of SCR            | 0            | 0%          | 0%             | -                              |
| Tier 2              | ≤ 50% of SCR            | 0            | 0%          | 0%             | ~20%                           |
| Tier 1 restricted   | ≤ 20% of T1             | 0            | 0%          | 0%             | ~5%                            |
| Tier 1 unrestricted | ≥ 50% of SCR<br>Σall T1 | 3,707        | 251%        | 100%           | ~75%                           |
| <b>Total</b>        |                         | <b>3,707</b> | <b>251%</b> | <b>100%</b>    | <b>100%</b>                    |

- An extraordinary dividend of DKK 1,015m has been paid to Alm. Brand A/S in June and Life has paid a dividend of DKK 250m to Alm. Brand A/S in order to finance part of the acquisition of Codan
- The Group is able to tailor the capital structure in the most efficient way since at present all tier 2 capital has been repaid and there are no other loans in the capital structure

Note: 1) Based on YE 2022; assuming dividend according to the payout ratio target of 70% for both 2021 and 2022

# Financial policy for payout, solvency and leverage

## Target payout ratio, solvency ratio and leverage

### Payout

- Target is a minimum payout ratio of 70%
- In the evaluation hereof will be if there is an expected increased need of capital in the coming years due to planned activities, certain risks or lack of revenue

### Solvency

- Alm. Brand Forsikring A/S has a solvency target of 170% (partial internal model)
- Alm. Brand Liv og Pension does not operate with a solvency target but 5% of life provisions (excluding FDB) plus health and accidents provisions
- Alm. Brand A/S has a capital target as the sum of Non-life and Life plus an addition for other risks (p.t. DKK 150m)
- No formal target for Codan Denmark yet but expecting a solvency target of around 160% (standard model)

### Leverage

- No formal target for leverage
- Codan acquisition funding aiming at Tier 2 of around 40% of SCR in AB Forsikring and Codan, non in Life, and Restricted Tier 1 of around 10% of Tier 1 in AB Forsikring and Codan, non in Life

A photograph of a modern, curved glass skyscraper with a grid-like window pattern, reflecting the sky and surrounding environment. The building is situated next to a body of water, with other urban buildings visible in the background.

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# Transaction Summary – Indicative Key Terms

| Tier 2 Indicative Key Terms |                                                                                                                                                                         |
|-----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Issuer                      | Alm. Brand A/S                                                                                                                                                          |
| Issuer rating (Fitch):      | Stable Outlook                                                                                                                                                          |
| Issue Rating (Fitch):       | BBB                                                                                                                                                                     |
| Type of Issue:              | Floating Rate Callable Subordinated Tier 2 Notes                                                                                                                        |
| Status of Notes:            | Subordinated Tier 2 Capital, will, on issue, be eligible to constitute Tier 2 Basic Own Funds of the Issuer under the Solvency II requirements                          |
| Tenor/Call date             | [•] October 2031                                                                                                                                                        |
| Optional Redemption Dates:  | After five years on [•] October 2026 (“First Call Date”) and every interest payment date thereafter, subject to the Danish-FSA approval                                 |
| Amount & Currency:          | DKK benchmark                                                                                                                                                           |
| Coupon:                     | 3mC + Margin, quarterly, act/360                                                                                                                                        |
| Mandatory Deferral:         | Cash cumulative and non-compounding if a Regulatory Deficiency Interest Deferral Event has occurred and is continuing or would occur if payment of interest were made   |
| Additional Early Redemption | Callable on a Rating Agency Event, Tax Event or a Capital Event at the outstanding principal amount together with interest accrued, subject to the Danish-FSA approval. |
| Documentation               | Stand alone                                                                                                                                                             |
| Substitution and Variation  | Applicable (see Terms & Conditions)                                                                                                                                     |
| Denoms / Law / List.        | DKK 1m/Danish/Nasdaq Copenhagen                                                                                                                                         |
| Use of Proceeds             | General corporate purposes                                                                                                                                              |

# Selling Restrictions

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# Selling Restrictions (continued)

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The Securities will not be offered, sold or delivered directly or indirectly in Denmark by way of a public offering, unless in compliance with, as applicable, the Prospectus Regulation, the Danish Capital Markets Act and Executive Orders issued thereunder, and in compliance with Executive Order No. 2092 of 14 December 2020 on Investor Protection in connection with Securities Trading, as amended, supplemented or replaced from time to time, issued pursuant to the Danish Financial Business Act.

## **THE KINGDOM OF SWEDEN**

The Securities will not be offered or marketed in Sweden in circumstances that are deemed to be an offer to the public in Sweden which would require that a prospectus is approved by the Swedish Financial Supervisory Authority (in Swedish: *Finansinspektionen*). For the purposes of this paragraph, the expression "an offer to the public" includes the communication in any form and by any means of sufficient information on the terms of the offer and the Securities to be offered so as to enable an investor to decide to purchase or subscribe for the Securities.

## **PROHIBITION OF SALES TO RETAIL INVESTORS IN THE EUROPEAN ECONOMIC AREA**

The Securities will not be offered, sold or otherwise made available to any retail investor (meaning a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU of 15 May 2014 on markets in financial instruments and amending Directive 2002/92/EC and Directive 2011/61/EU as amended ("**MiFID II**"); or (ii) a customer within the meaning of Directive (EU) 2016/97, where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II; or (iii) not a qualified investor as defined in the Prospectus Regulation (Regulation (EU) 2017/1129)) in the European Economic Area. For the purposes of this paragraph, the expression "an offer" includes the communication in any form and by any means of sufficient information on the terms of the offer and the Securities to be offered so as to enable an investor to decide to purchase or subscribe for the Securities.

# Processing of personal data

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# Risk Factors and Term & Conditions

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**Below please find links to Risk Factors and Term & Conditions**

- [investorrelations.almbrand.dk/Tier-2](https://investorrelations.almbrand.dk/Tier-2)