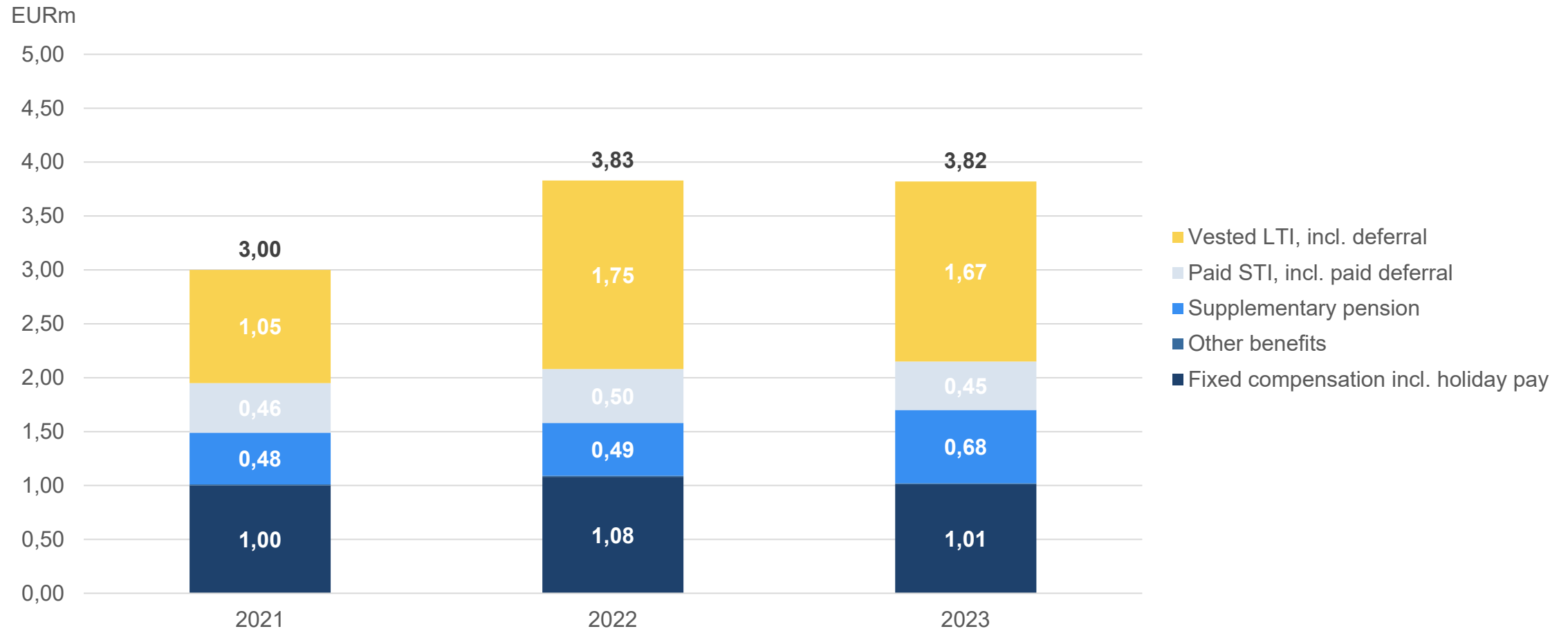


Sampo plc

Annual General Meeting 2024

Antti Mäkinen
Chair of the Board

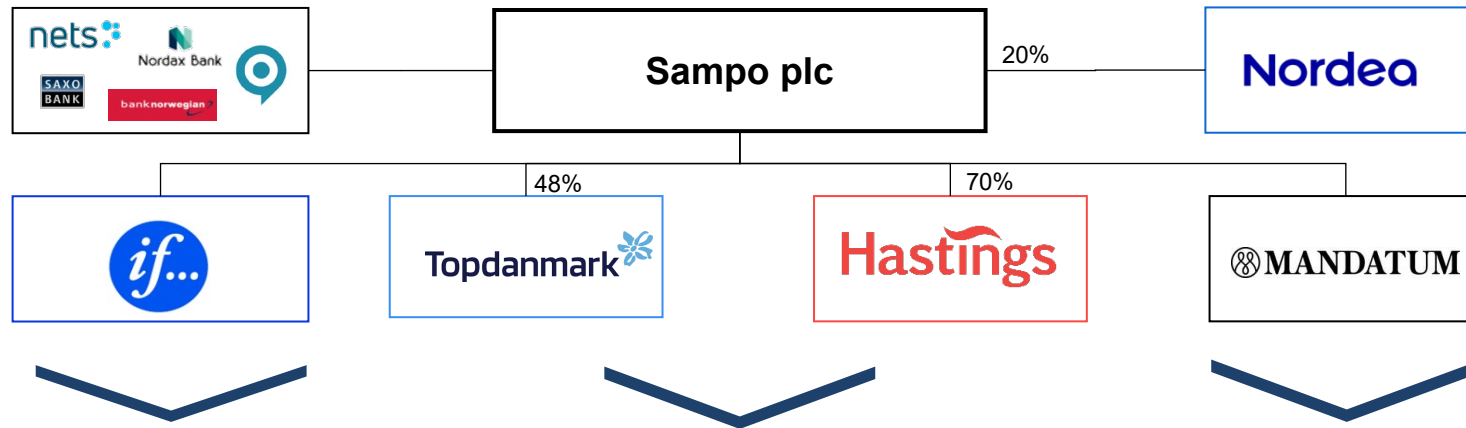
Total remuneration of the Group CEO



Sampo plc Annual General Meeting 2024

Torbjörn Magnusson
Group CEO

Sampo's transformation into pure P&C group has been completed



77%

Nordic share of premiums

Private UK Commercial Industrial

Personal lines

76%

Personal lines & SME share of premiums

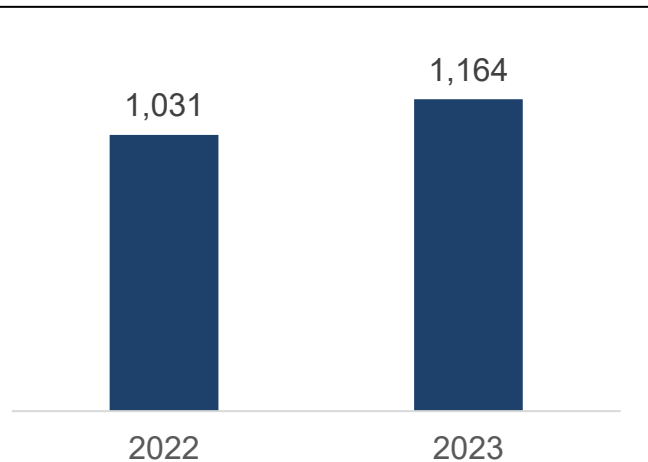
✓ **Leading digital sales and service capabilities**

✓ **Strong pricing power in Nordic P&C insurance**

✓ **High growth potential in the UK digital market**

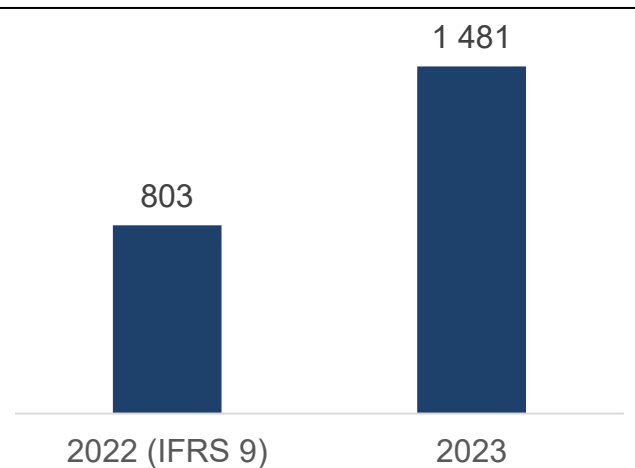
2023: Solid performance in challenging claims environment

Underwriting result, EURm



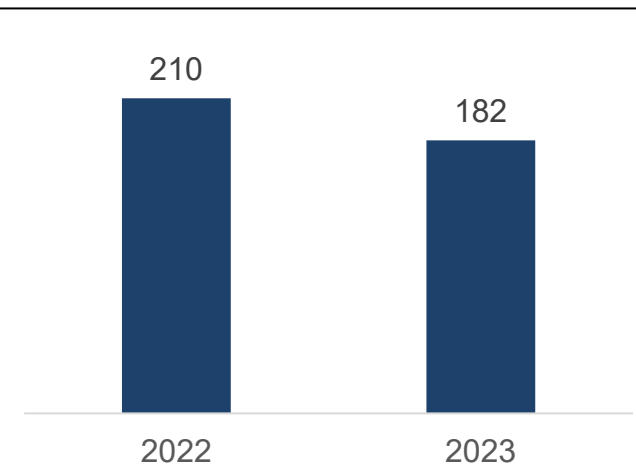
- Underwriting profit growth of 13 per cent, supported by robust growth and solid combined ratio of 84.8 per cent
- Claims environment was challenging due to adverse severe weather and large claims development

Profit before taxes, EURm



- Profit before taxes driven by solid underwriting profit and strong investment returns
- Sampo continued to benefit from higher interest rates

Solvency ratio, %



- Strong balance sheet allowed Sampo to return EUR 1.9 billion of capital to shareholders during 2023
- Listing of Mandatum reduced Sampo's market risk further

Strong performance against key financial targets in 2021-2023

- Sampo delivered solid results in 2023 amid challenging claims environment
- Robust growth and strong margins in the Nordics reflected Sampo’s diversification benefits and underwriting discipline
- Solid performance in the UK, driven by strong growth and resilient margins, as the pricing environment continued to improve
- Excellent investment returns, supported by higher interest rates, added earnings on top of underwriting results

SAMPO GROUP






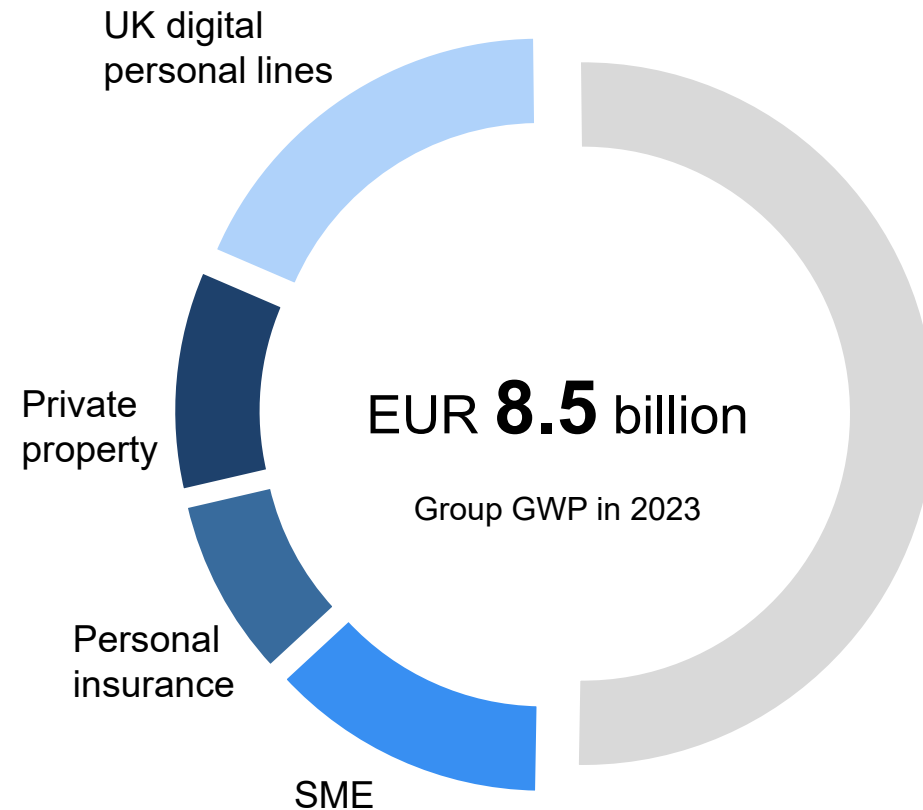
Hastings

Performance against key financial targets for 2021-2023

	2021	2022	2023
Mid-single digit growth in underwriting profit ex COVID effects	19%	13%	13%
Combined ratio < 86%	81.4%	82.1%	84.6%
Mid-single digit growth in underwriting profit ex COVID effects	15%	26%	25%
Combined ratio < 85%	81.3%	80.3%	83.1%
Operating ratio < 88%	80.3%	89.7%	89.8%
	IFRS 4		IFRS 17

Sampo has multiple growth areas

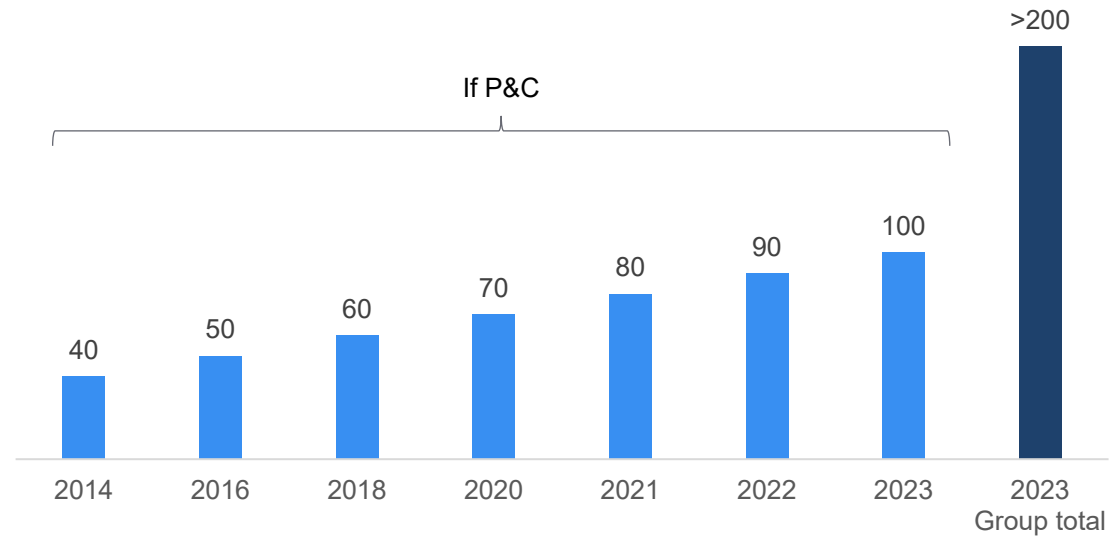
	<p>New technology</p> <ul style="list-style-type: none"> • Increasing online sales and service • Integrating technology with partners
	<p>Societal transformation</p> <ul style="list-style-type: none"> • Receding public service • The green transition
	<p>Emerging risks</p> <ul style="list-style-type: none"> • Potentially more severe weather • Technology adds to claims costs



Sampo has ambitious digital transformation agenda

Long track record of large investments in digital

IT development costs, EURm



Sampo has invested well over EUR 1 billion in IT development over the last decade

Digital excellence

Digital sales channel growth



Digital customer service



Distribution model shift to digital



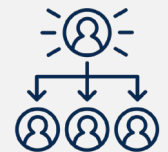
Fully integrated omni-channel distribution



Improved automation and service

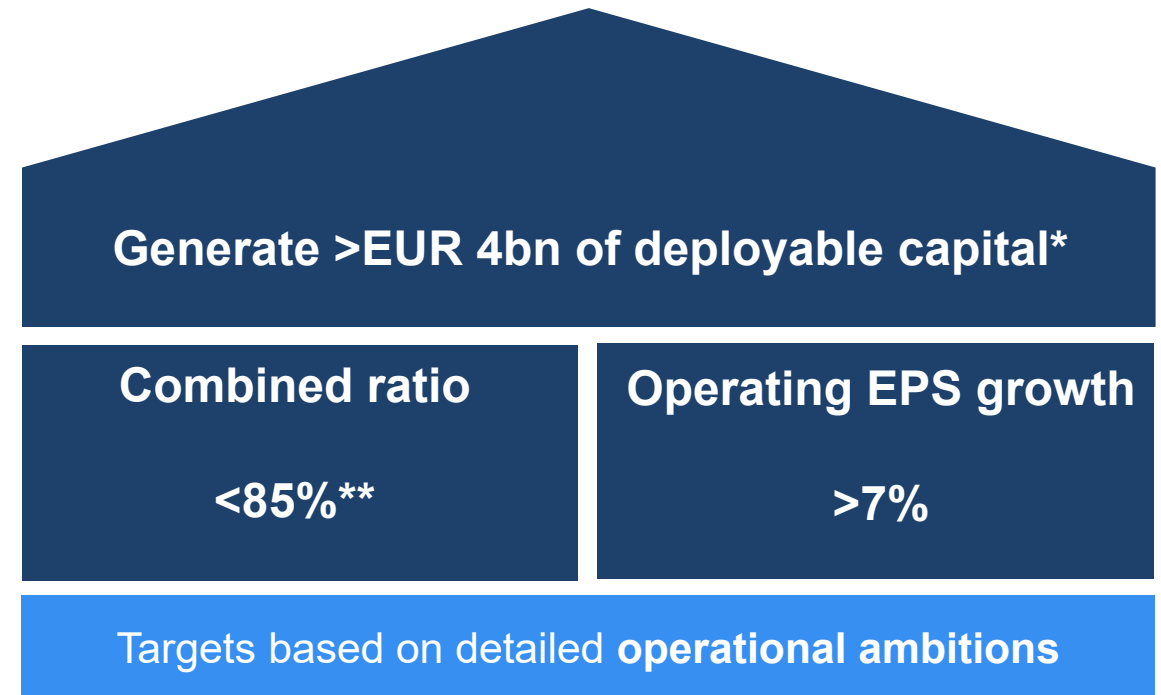
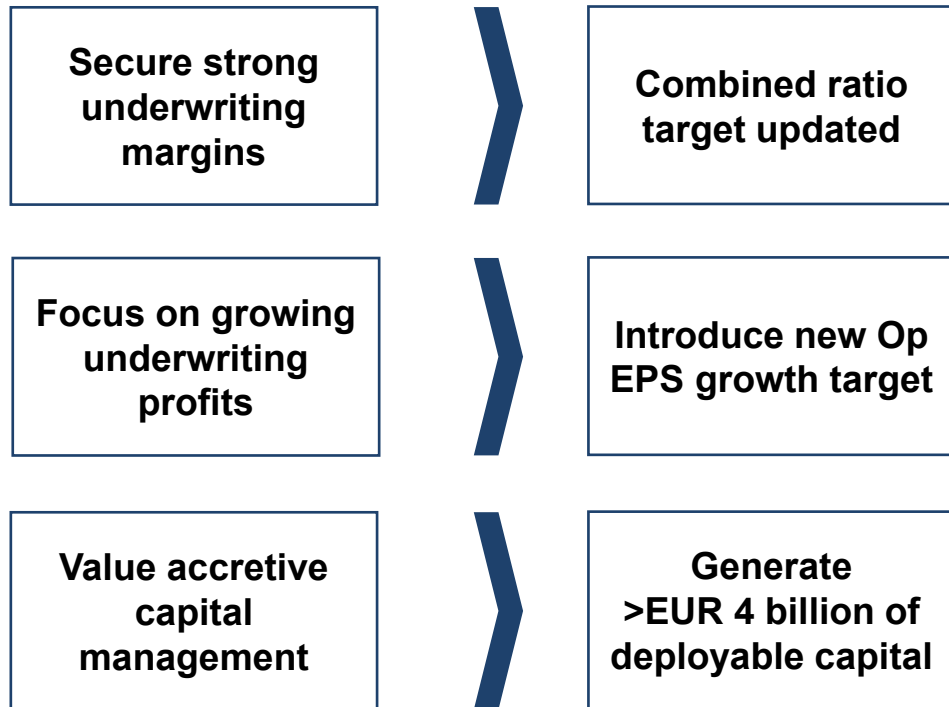


Scale leadership



Accelerate digitalisation and automation based on best-in-class IT platform with high scalability

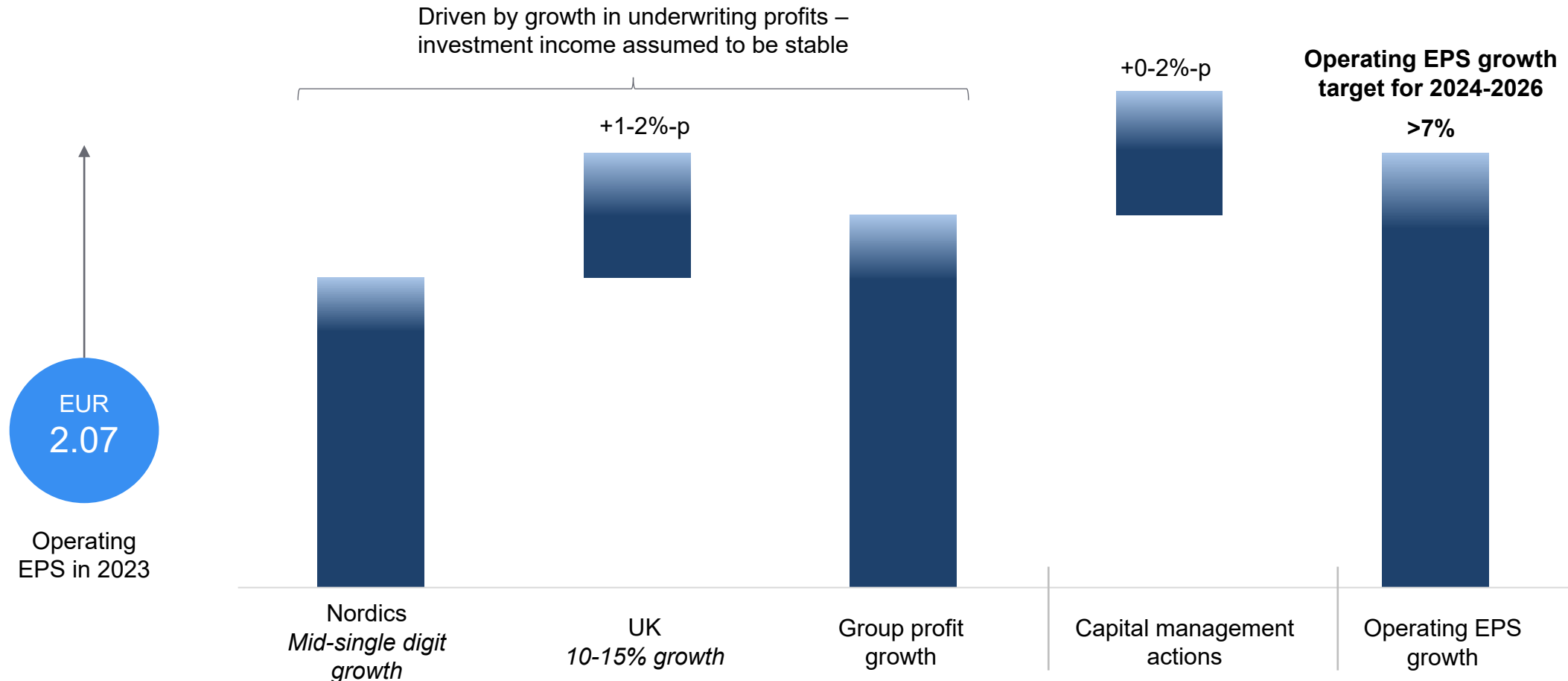
Sampo Group financial targets for 2024–2026



*) Defined as the sum of the cumulative operating results and own funds released through capital optimisation action in the period.

***) Assumes a discount rate effect of 2%p (vs 3%p for FY 2023).

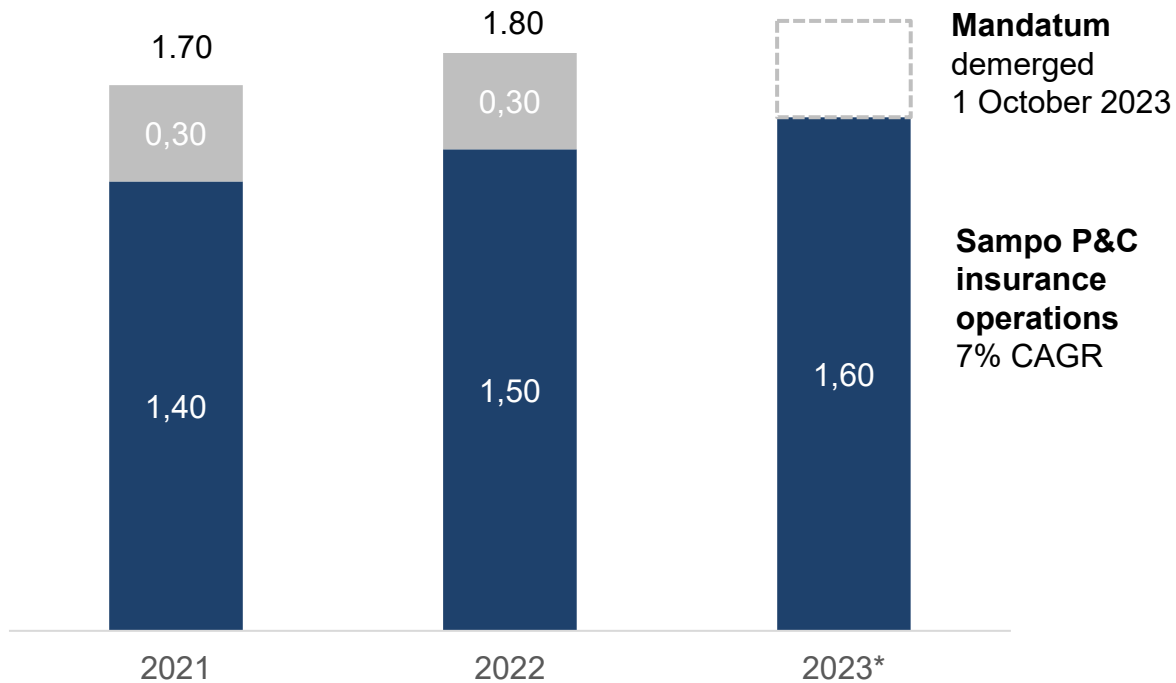
Operating EPS growth to be driven by higher underwriting results



Sampo has returned EUR 7 billion to shareholders in 2021-2023

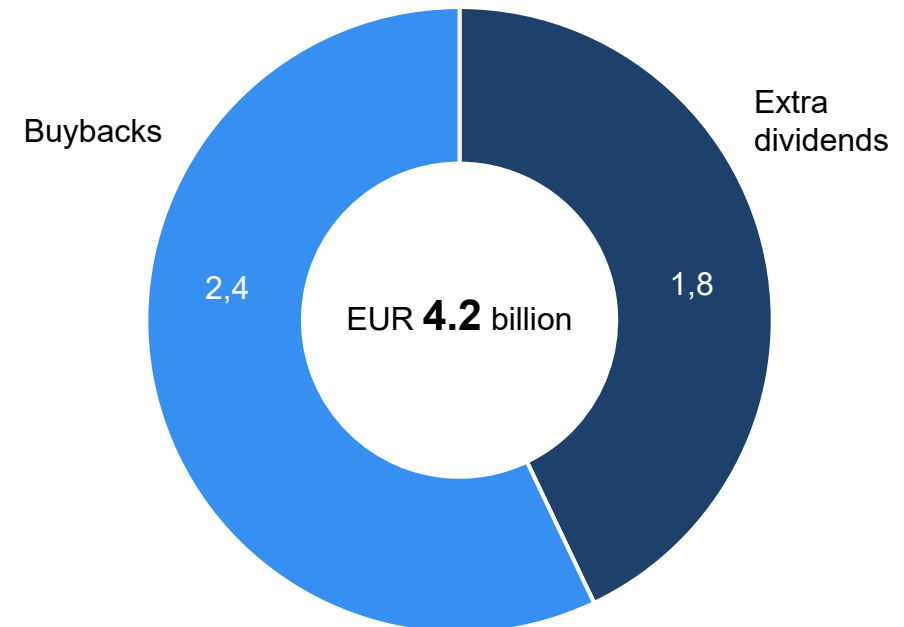
The regular dividend has grown with P&C earnings

Sampo regular dividend per share, EUR



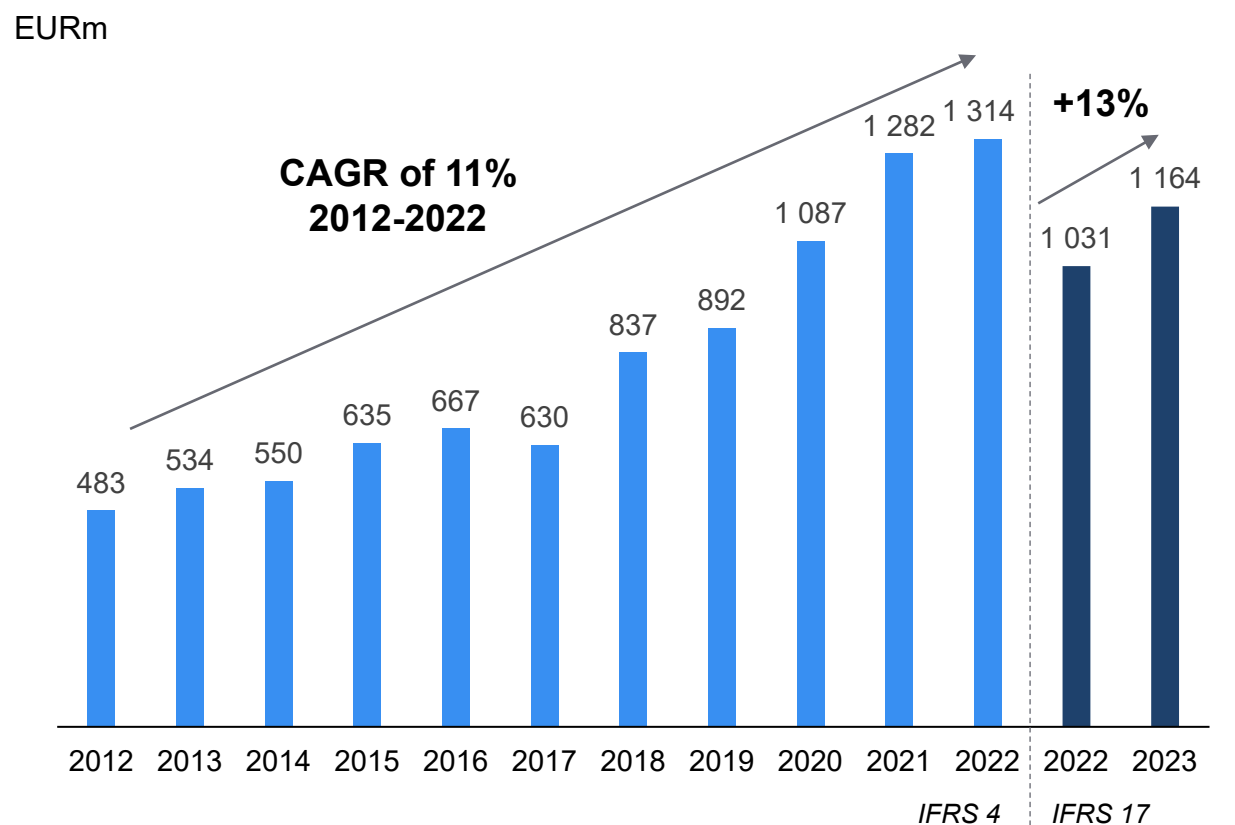
Excess capital returns skewed toward buybacks

Sampo excess capital returns 2021-2023*, EUR billion

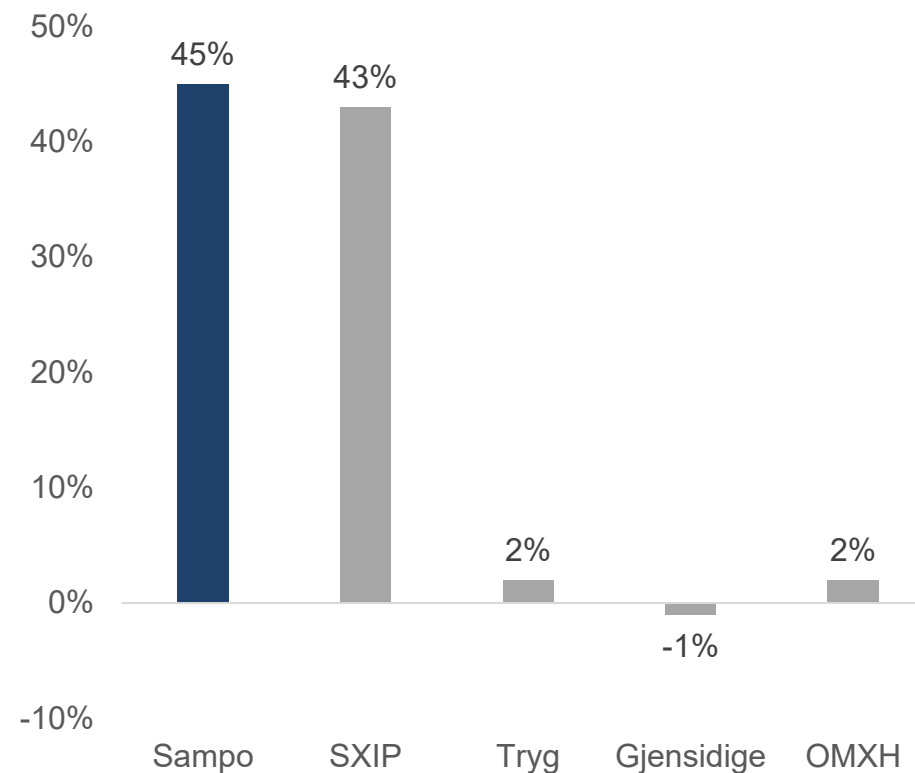


Strong results and shareholder returns under the P&C focused strategy

Underwriting profit



Total shareholder return since CMD 2021



Total shareholder returns 23 February 2021 – 19 April 2024; Sampo total shareholder return adjusted for the demerger; SXIP = Stoxx Europe 600 Insurance.