

# Q3

## Investor Presentation

January–September 2025



## Disclaimer

This presentation may contain forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although Sampo believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.

Important factors that may cause such a difference for Sampo include, but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate and (iii) developments in capital markets.

This presentation does not imply that Sampo has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

# Financial highlights

# 1-9/2025: Continued robust performance



Top-line growth supported by continued strong momentum across private and SME lines



Sustained strong development in key growth areas such as personal insurance, SME and in the UK



Solid underwriting margins, driven by positive Nordic underlying trends and favourable weather and large claims outcomes



Operating EPS growth target raised to more than 9 per cent annually on average for 2024-2026



New buyback programme of EUR 150 million, funded with the proceeds from the IPO of NOBA

**€ 8.5 billion**

**+8% year-on-year**  
Gross written premiums

**€ 1.1 billion**

**+17% year-on-year**  
Underwriting result

**€ 0.38**

**+14% year-on-year**  
Operating EPS

**172%**

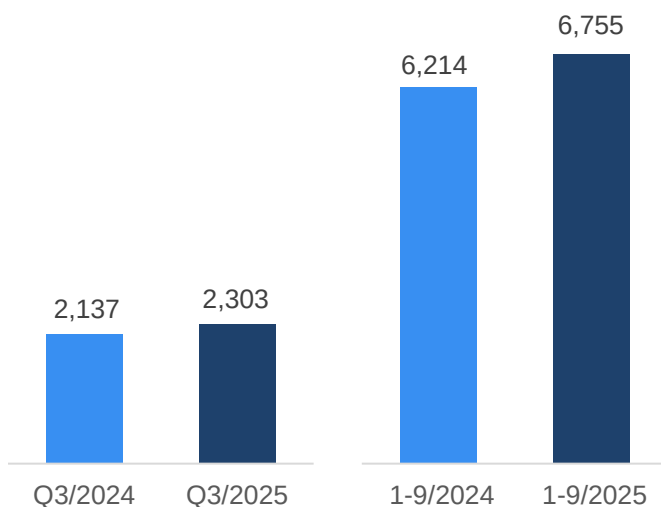
**-2%-p from Q2/2025**  
Solvency II coverage

*GWP and UW result growth on a like-for-like basis.*

# Strong development in key underwriting KPIs

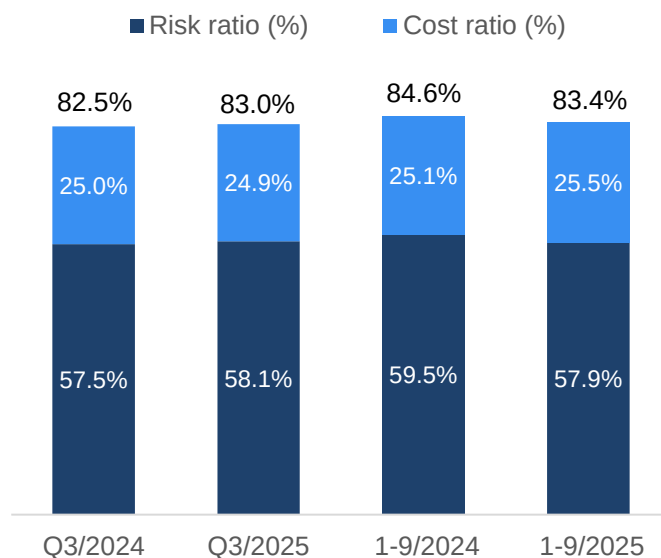
## Insurance revenue

(EURm)



- Like-for-like GWP growth of 7% in Q3 and 8% in 1-9/2025
- Top-line driven by strong momentum across private and SME lines

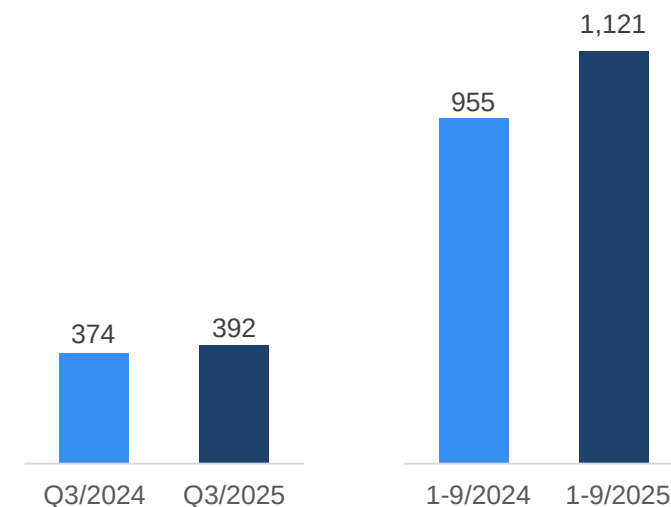
## Combined ratio



- YTD risk ratio improvement supported by favourable claims environment in the Nordics
- Cost ratio affected by increased sales activity, but underlying development remains in line with the target

## Underwriting result

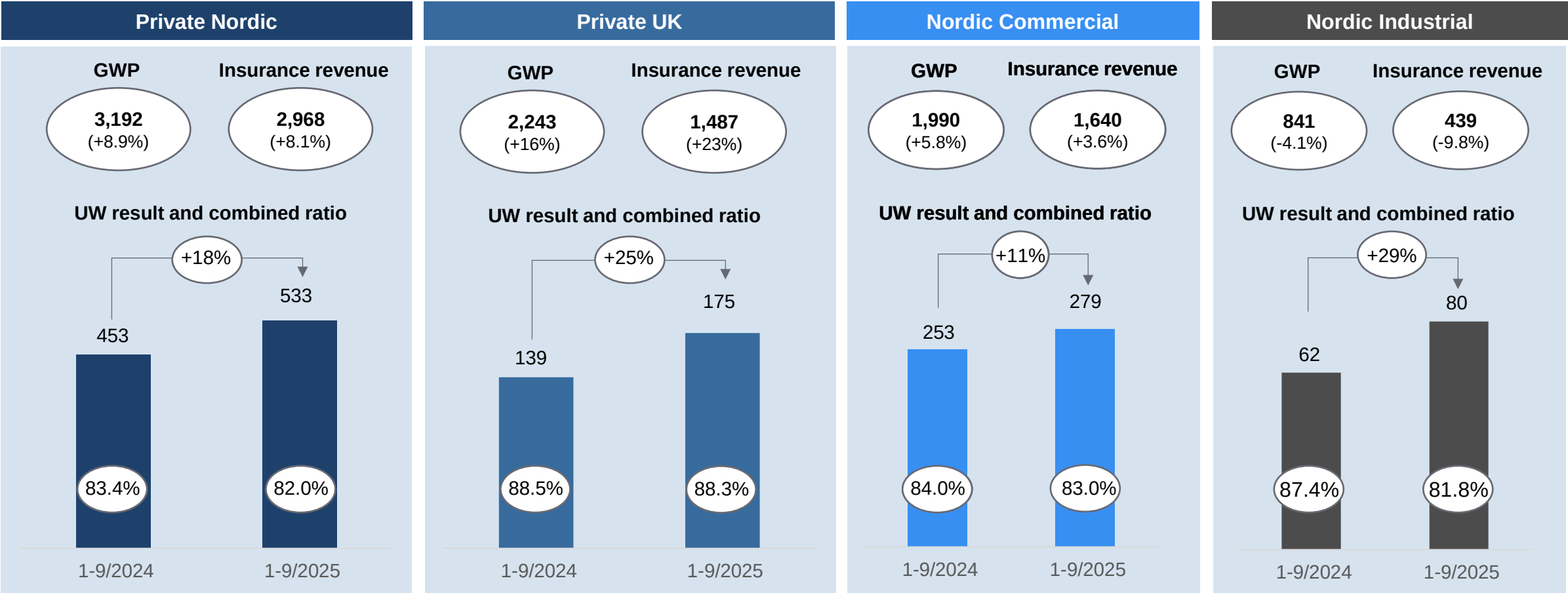
(EURm)



- Currency adjusted growth of 4% in Q3 and 17% in 1-9/2025
- UW result driven by strong top-line growth, favourable claims experience and positive underlying trends



# Excellent result underpinned by solid performance across segments



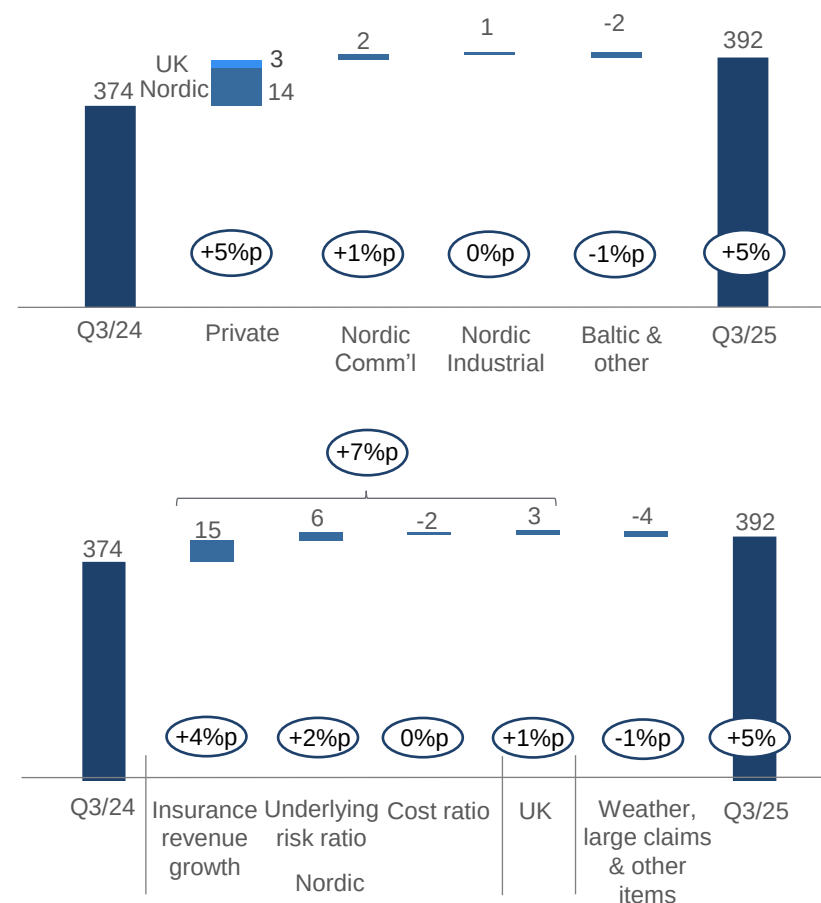
Figures in EUR million. GWP and Insurance revenue include broker revenues. GWP and Insurance revenue growth on like-for-like basis.

# Q3 UW result growth driven by top-line and underlying development

- Underwriting result increased by 5% to EUR 392 million in Q3, primarily driven by strong top-line growth and positive underlying development
- The growth was supported by strong operating trends
  - Robust growth in private and SME lines
  - The Nordic underlying risk ratio improved by 30 bps
  - The Nordic operating cost ratio being on track to meet the target
- The Nordics saw another quarter of favourable weather conditions and a better large claims outcome than budget
- Competition remained rational across Sampo's markets, with continued favourable trends in Norway, but softening pricing environment in the UK
- Claims inflation stood broadly unchanged from Q2, with some variation between countries and portfolios, and continued to be covered by price actions
- Claims frequency continued to develop as expected in the Nordics and in the UK

## Solid growth in underwriting result

Underwriting result (EURm)

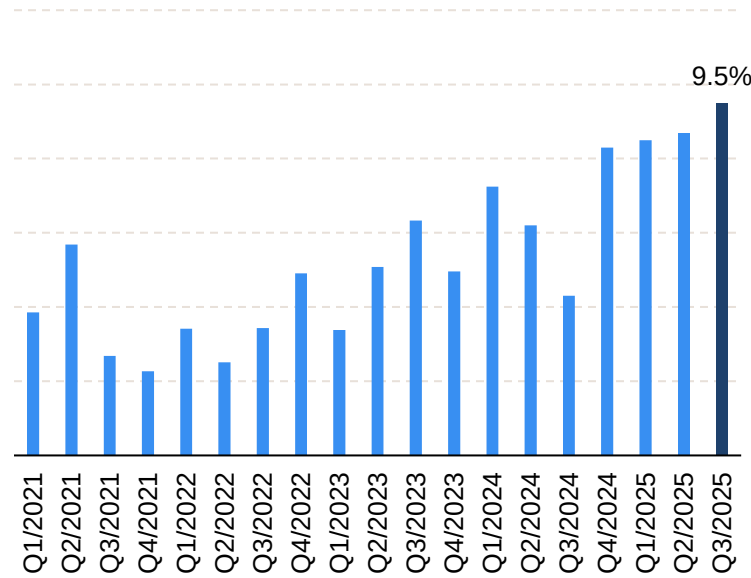




# Private Nordic: Accelerating premium growth

## Fourth consecutive quarter of record GWP growth in Private Nordic

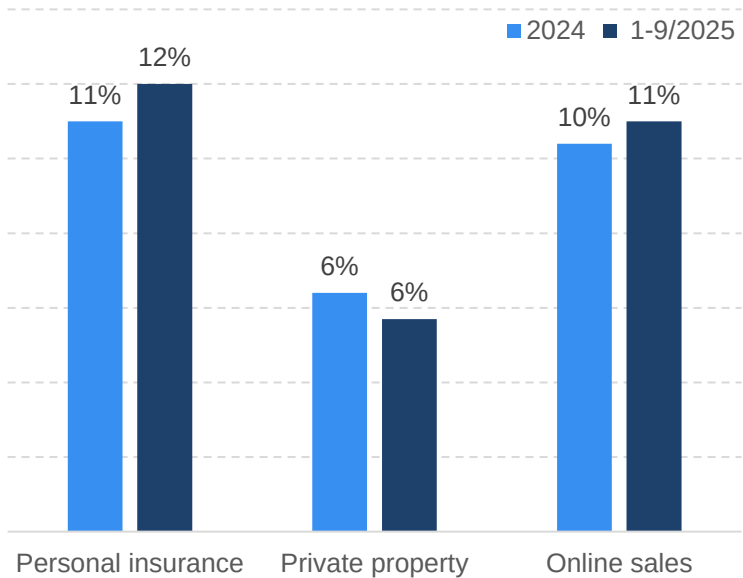
Private Nordic like-for-like GWP growth (%)



- Early recognition of emerging claims trends post-COVID have enabled strong customer positioning
- Strong margins maintained in all market segments and products throughout

## Strong growth momentum driven by good performance in target areas

Private Nordic like-for-like GWP growth (%)



- Growth supported by strong delivery in key operational ambition areas

>89%

Nordic Private retention

- Stable trend vs Q2
- Solid trend across all markets

+13%

Q3 motor GWP growth

- Nordic new car sales +8%
- Double-digit GWP increases in all market except Sweden
- Claims inflation moderating

+90%

Self-service transactions since 2022

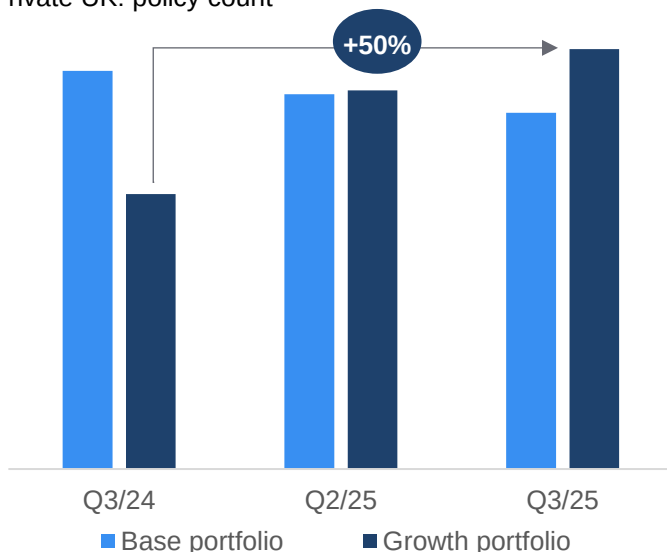
Investments in digital service are driving customer satisfaction and efficiency



# Private UK: Disciplined growth in softening market

## Growth driven by active portfolio management and innovation

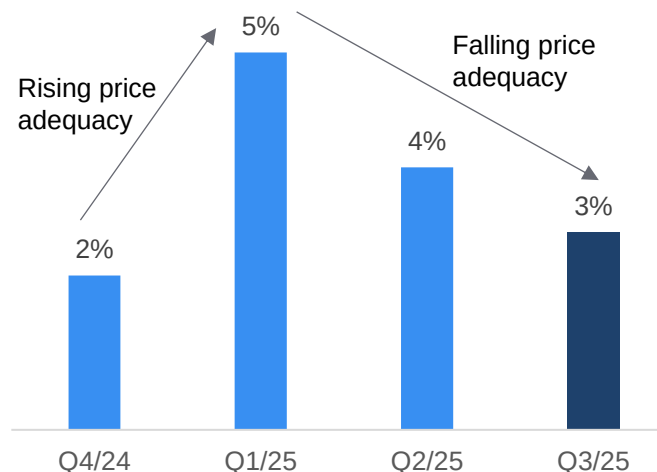
Private UK: policy count



- Growth portfolio: van, bike, home, telematics and other smaller portfolios
- Innovative new telematics product and pricing methods leveraging new data
- Base portfolio mix shifted toward higher premium segments, offsetting impact of lower pricing

## Growth rate reduced as softer market yields less attractive opportunities

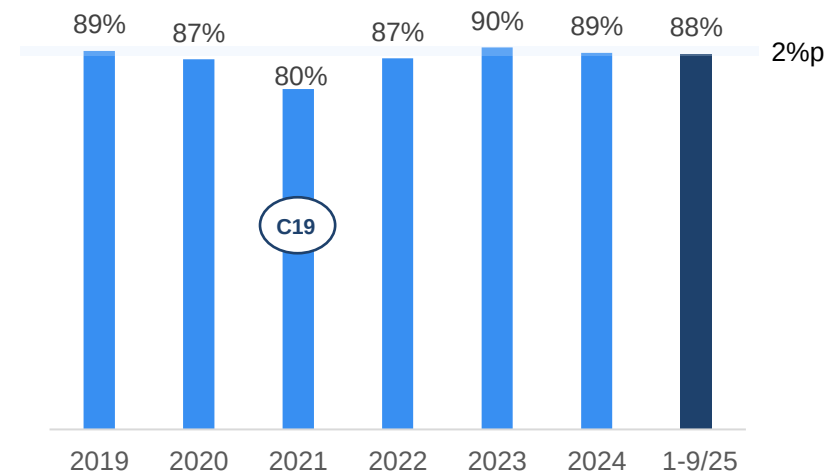
Private UK: QoQ policy count growth (%)



- In a softening market, priority is shifting to protecting portfolio quality and margins
- A high quality portfolio positions Sampo for a faster bounce-back to growth once pricing improves

## Consistent delivery of high and stable margins in all market conditions

Private UK: combined ratio (%)

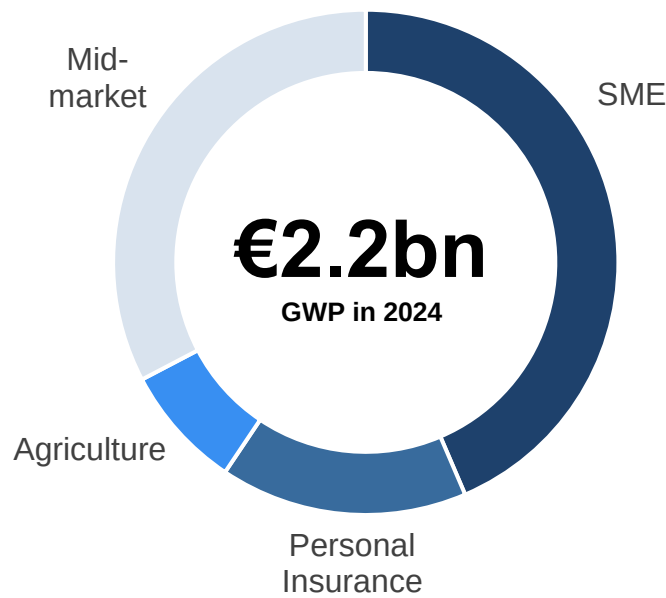


- Private UK has a strong track record of high and stable profitability
- Attractive margins maintained in previous soft markets

# Nordic Commercial: Continued strong growth in SME, PI and online

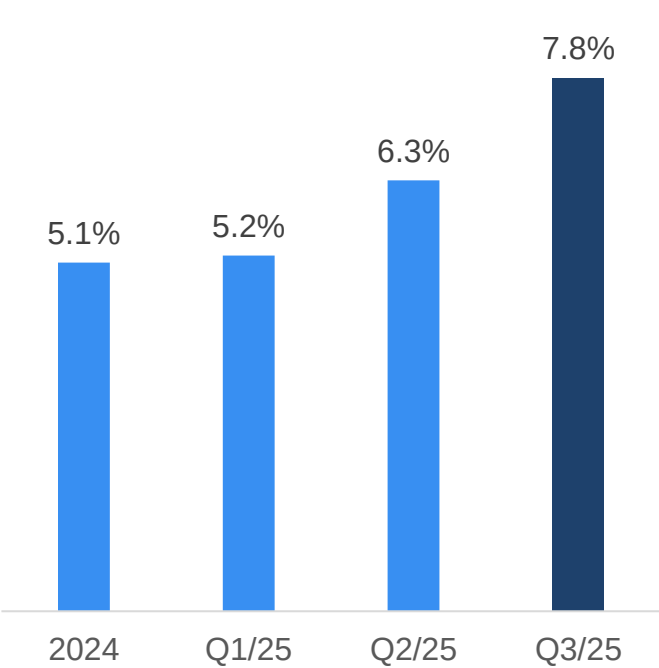
## Commercial portfolio weighted toward SMEs and specialty products

Commercial portfolio premium split, 2024



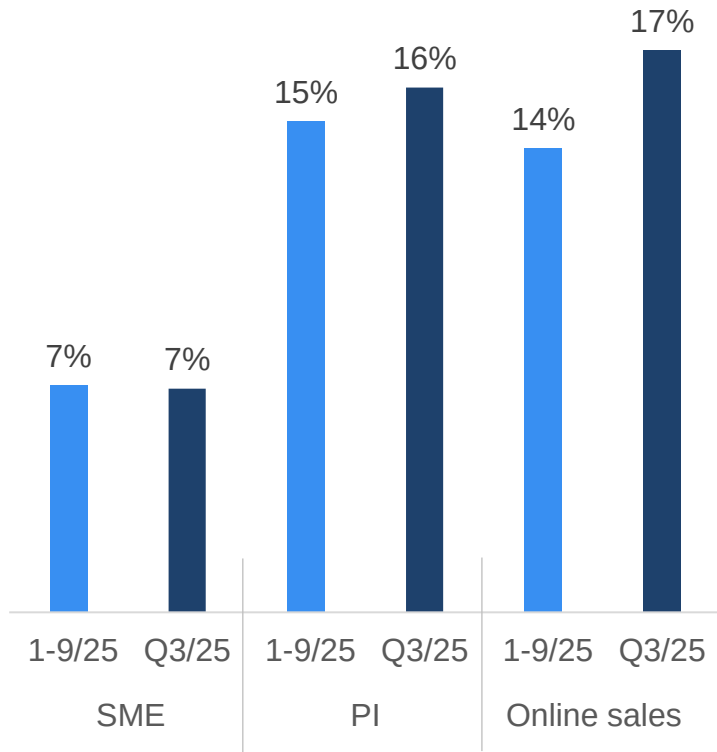
## Commercial growth momentum has improved over 2025

Commercial GWP growth, YoY (% , like-for-like)



## Growth driven by strong performance in target areas

Growth, YoY (%)

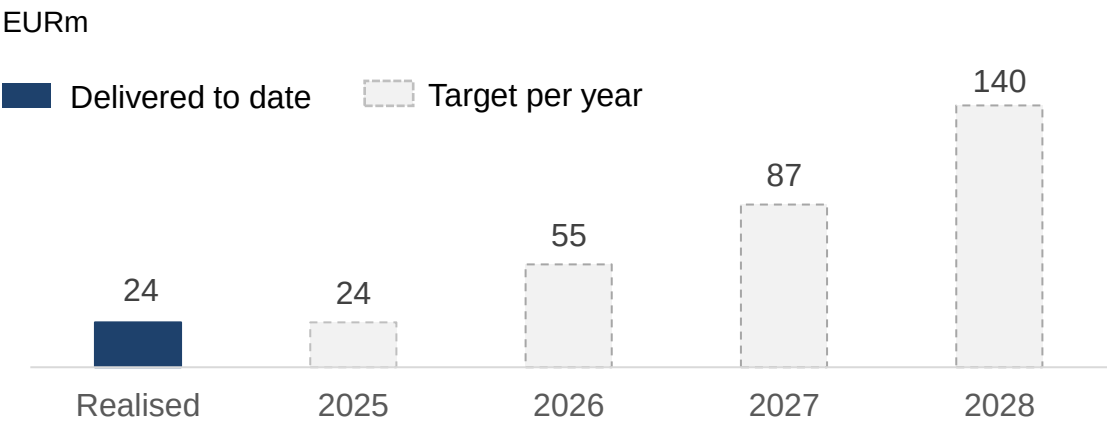


# Topdanmark integration: Surge in synergy realisation in Q3

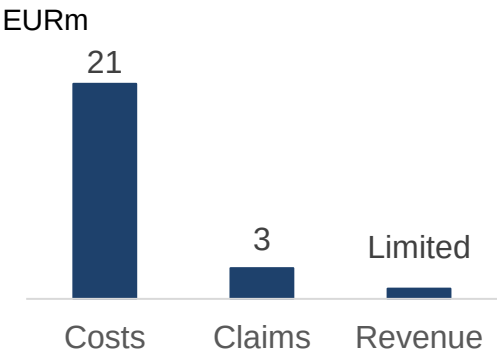
## Commentary

- Strong progress in delivering integration benefits with realised synergies already at 2025 target, but largely due to timing
  - Spike in synergy realisation driven by central unit costs following the legal merger of If and Topdanmark in July 2025
  - Only limited revenue synergies delivered as yet but proactive indications of interest from potential partners already received
  - Sampo remains committed to the EUR 140m target by 2028, with IT transformation being the main source of synergies
- The acquisition of Topdanmark has **fundamentally transformed** Sampo's position in Denmark
  - Delivery of synergies and investment in capabilities will enable **stronger competitive positioning**

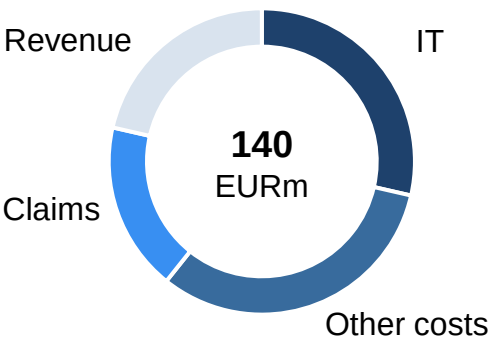
## Synergy run-rate realisation target by year



## Synergies by source (2025)



## Synergies by type (2028)





# Operating EPS growth target raised on strong performance

## Commentary

Strong 9M 2025 operating EPS growth of 14% driven by 17% increase in the underwriting result

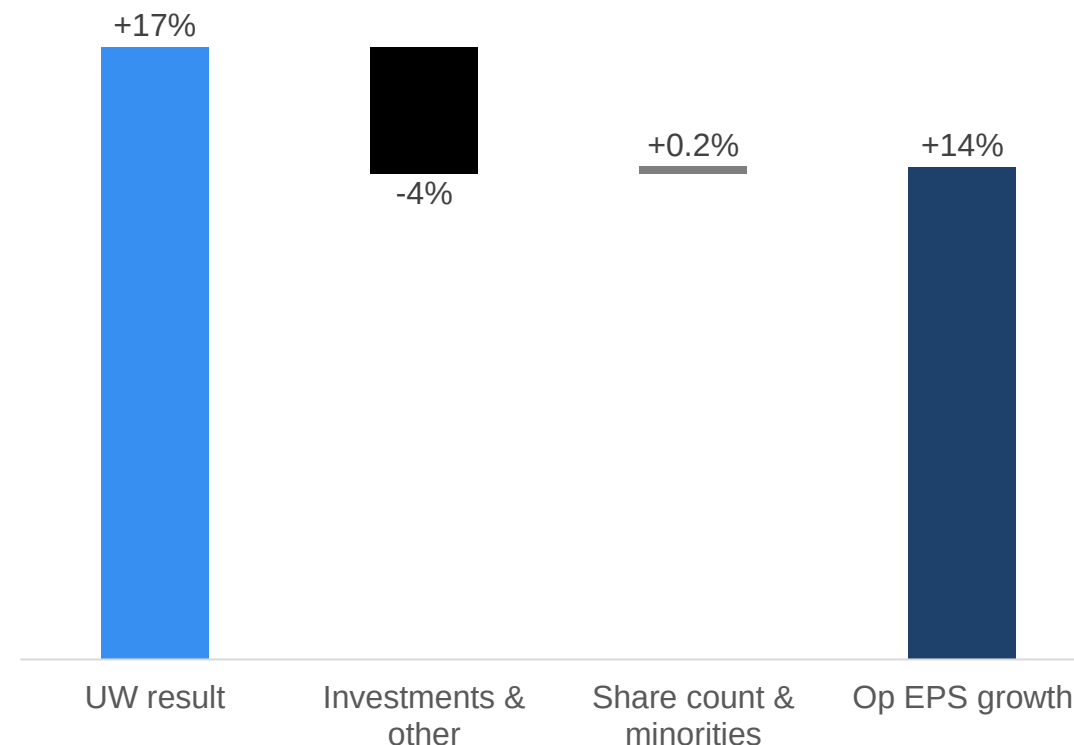
The strong third quarter brings average Op EPS growth in the 2024-2026 period to 13% - well ahead of the original >7% Op EPS growth target

To reflect sustained outperformance, Sampo has decided to increase its 2024-2026 Op EPS growth target to >9% on average

The increase in the target reflects confidence in the Group's strong positioning and a desire to move into 2026 with ambition

## Operating EPS growth drivers

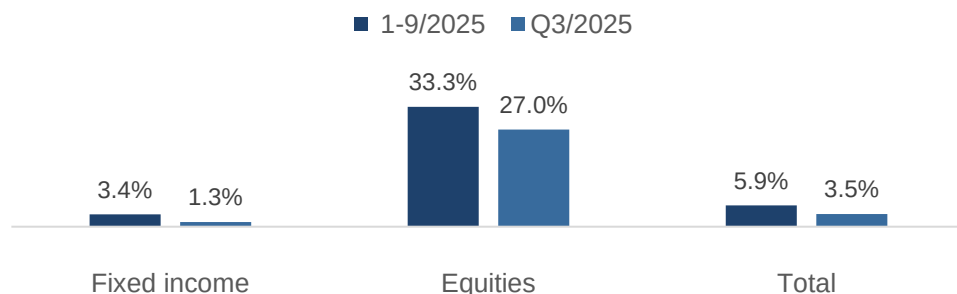
Operating EPS growth, 1-9/2025 (%)



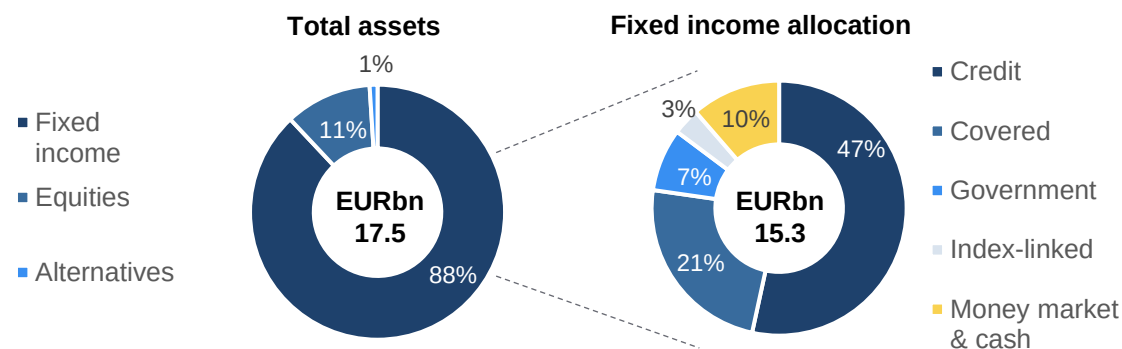
# Investment income boosted by successful IPO of NOBA

- Net investment income rose to EUR 927 million (818), driven by the IPO of NOBA generating net gain of EUR 355 million in Q3
- The interest and dividend income remained stable at EUR 450 million (456)
- Total investment return stood at 5.9% in 1-9/2025 and 3.5% in Q3
- The Group running yield stood broadly stable at 3.8%, while the mark-to-market yield decreased to 3.5%, driven by the inclusion of Topdanmark's assets into the calculation

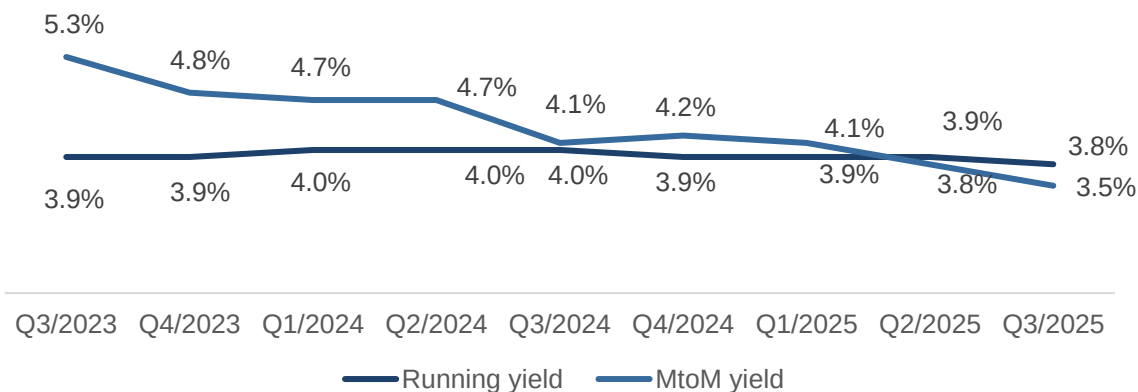
Group investment returns 1-9/2025 and Q3/2025



Group investment mix



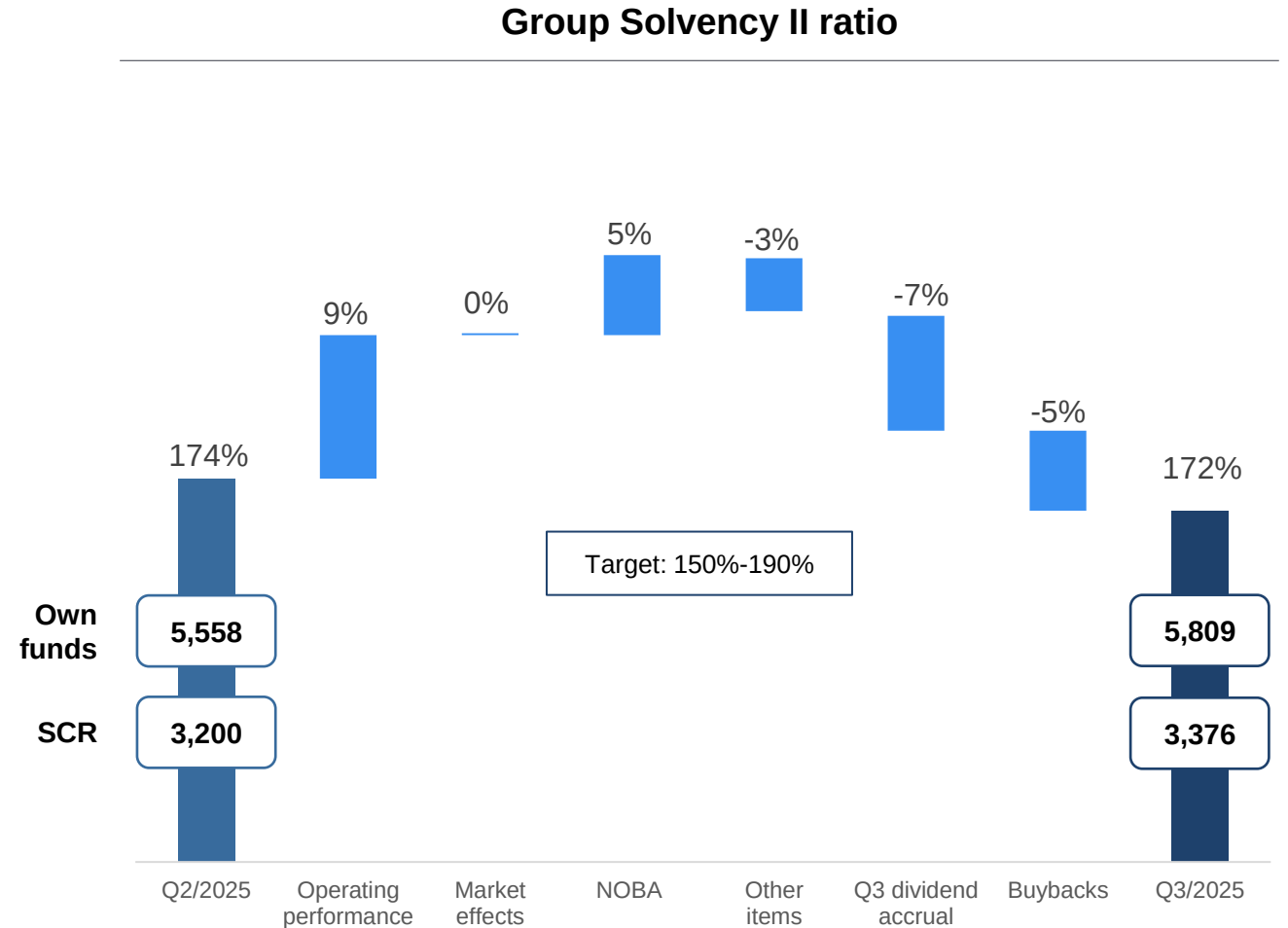
Group running yield and mark-to-market yield



Mark-to-market yield excluding Topdanmark until 30 June 2025.

# Solvency II coverage supported by strong results

- Operating performance had a solid contribution, albeit affected by some underwriting seasonality
- The NOBA IPO, followed by its value gain, had a 5%-p positive effect, net of increased FX risk
- After Q3, Sampo began to partly hedge the FX risk related to the remaining NOBA stake, translating to around 3%-p positive effect to emerge in Q4
- Other items included a temporary negative effect from Topdanmark's risk margin being moved from PIM to standard model before including Topdanmark into the Group PIM in late 2025 / early 2026
- Deduction of the EUR 150 million buyback programme from own funds had an effect of -5%-p
- Financial leverage stood at 24.5%, down from 26.1% at the end of Q2





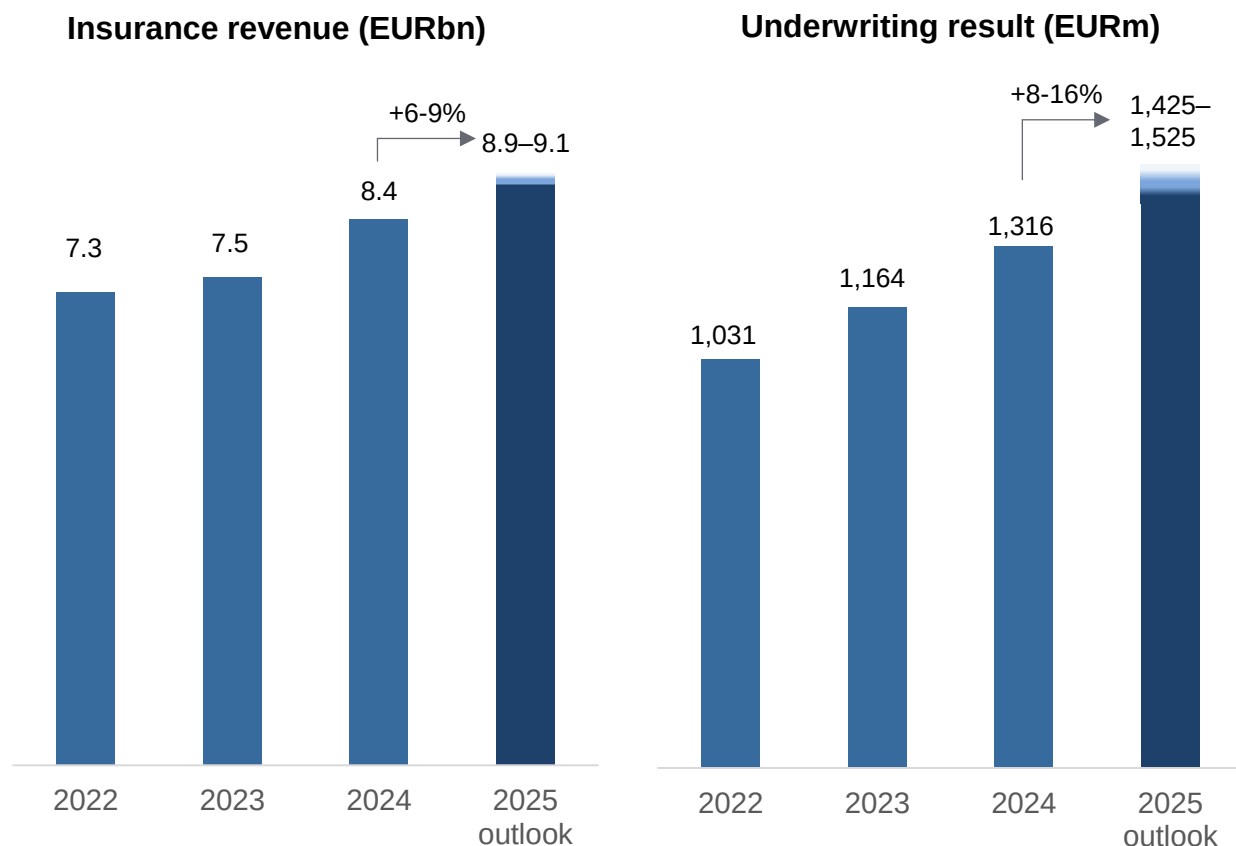
# Outlook for 2025 remains unchanged

- The third quarter saw strong underlying growth and margins development, while the benefit of benign weather and large claims was offset by low prior year development.
- The Nordic region was hit by Storm Amy at the beginning of October and the Group remains exposed to potential further weather losses as the fourth quarter is very much a winter quarter. Hence, the outlook for 2025 remains unchanged.

## Outlook for 2025

- Group insurance revenue: EUR 8.9-9.1 billion, representing 6-9% growth
- Group underwriting result: EUR 1,425-1,525 million, representing 8-16% growth

## Sampo is in a strong position to continue to drive higher underwriting profits through organic growth



# Performance by segment

## Private Nordic: accelerated high quality growth

- GWP growth was driven by rate increases, high and stable retention and positive customer development
- Geographically, strongest growth was observed in Norway (+17%), but also Finland stood out with growth accelerating to 11% in Q3
- Retention remained high and stable at >89% despite rate increases to mitigate claims inflation
- Digital sales grew by 11% in 1-9/2025 and remains on track to reach operational ambition levels
- Margins benefited from favourable weather conditions, a positive underlying risk ratio trend and an improved cost ratio
- Claims frequencies in first nine months have trended below previous years, partly due to benign weather

**€ 3,192 million**

**+8.9% year-on-year**  
Gross written premiums

**€ 533 million**

**+18% year-on-year**  
Underwriting result

**82.0%**

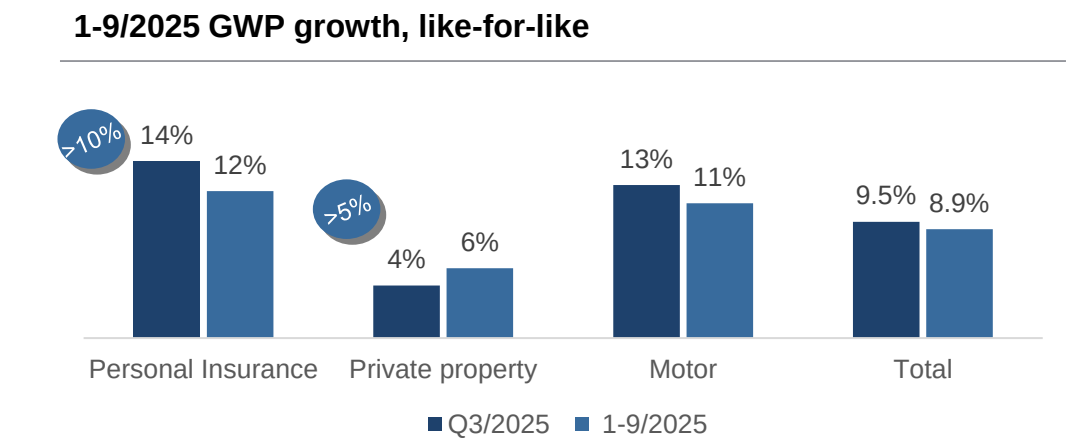
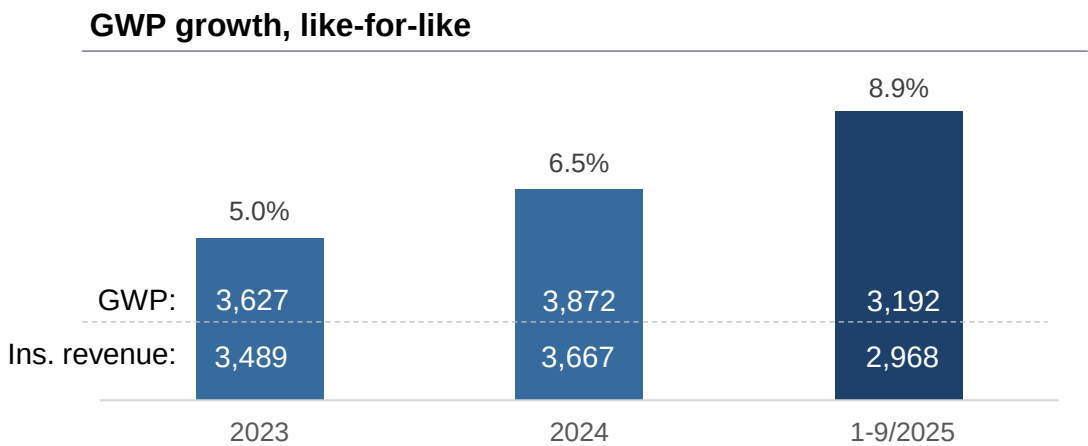
**-1.4%-p year-on-year**  
Combined ratio

**>89%**

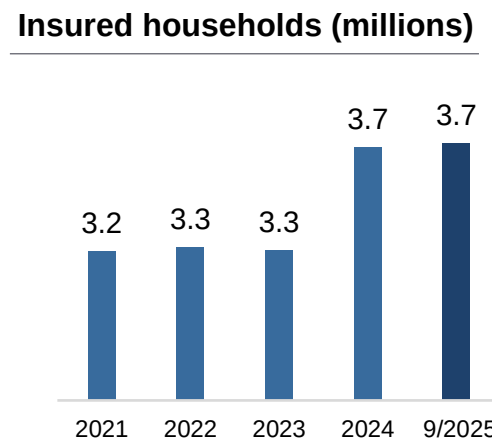
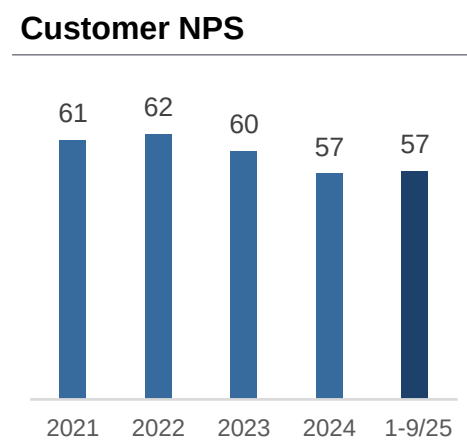
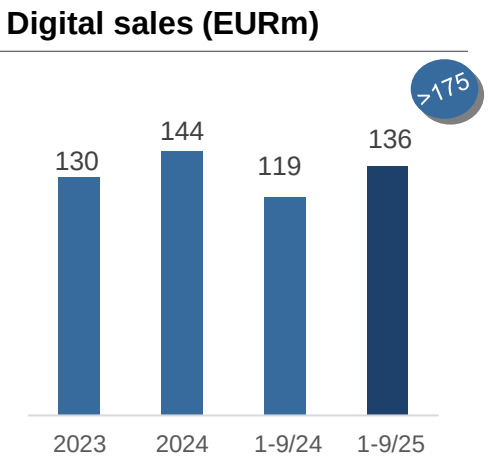
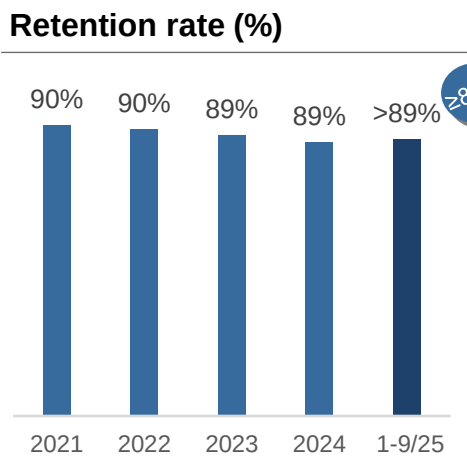
**improved year-on-year**  
Retention rate

*GWP growth on like-for-like basis.*

# Private Nordic: Key growth drivers



Growth rates for 2023 and 2024 excluding Topdanmark.  
Personal insurance operational ambition refers to the total Nordic portfolio, not only Private Nordic  
5 November 2025



Retention, Digital sales and NPS 2021-2024, and insured households 2021-2023 excluding Topdanmark.

Operational ambition for 2024-2026

## Private UK: Selective growth with solid margins

- GWP growth driven by higher policy count, increased average premiums and rising retention
- Targeted growth in motor and continued growth in home drove an increase in live customer policies of 3% in the quarter
- The pricing environment continued to soften during Q3, leaving limited room for further market price reductions in target margins
- Risk ratio remained stable, supported by previous rate action and disciplined underwriting
- Claims inflation stood broadly stable in Q3, while claims frequencies were in line with expectations
- Operating expenses increased due to higher growth volumes and sustained investments in digital and customer service

**€ 2,243 million**

**+16% year-on-year**  
Gross written premiums

**€ 175 million**

**+25% year-on-year**  
Underwriting result

**88.3%**

**-0.2%-p year-on-year**  
Combined ratio

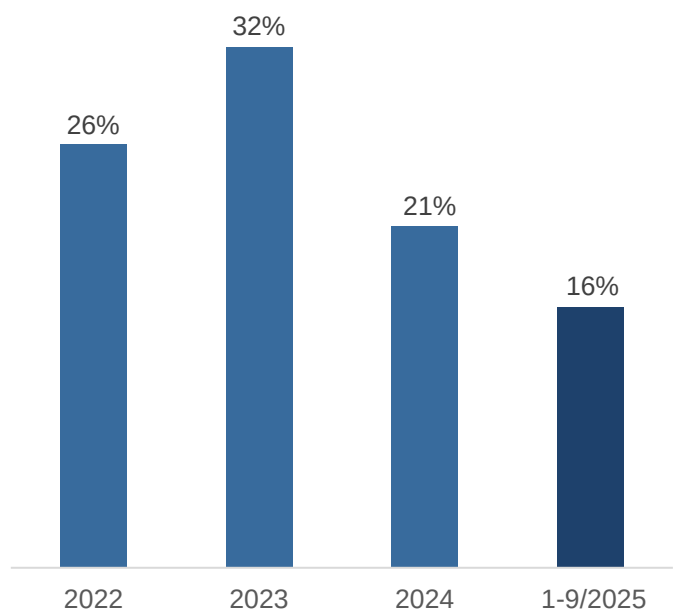
**4.4 million**

**+3% from Q2/2025**  
Live customer policies

*GWP includes broker revenues, growth rate on like-for-like basis.*

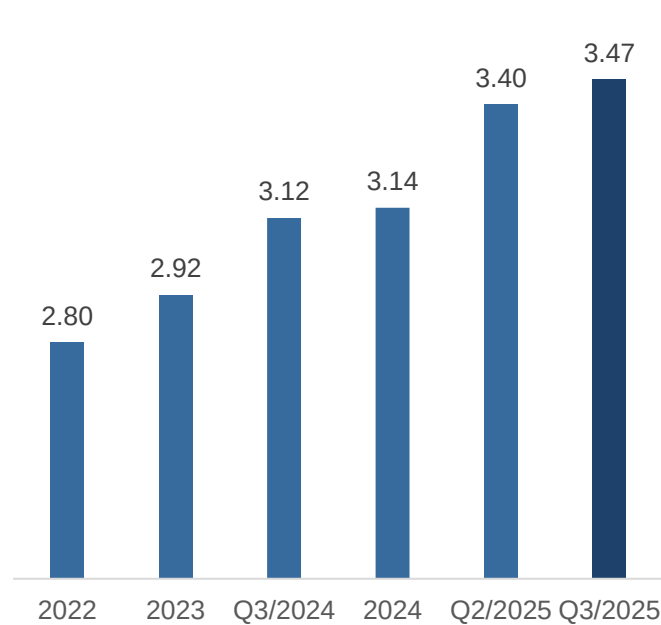
# Private UK: Key growth drivers

UK: GWP growth, like-for-like

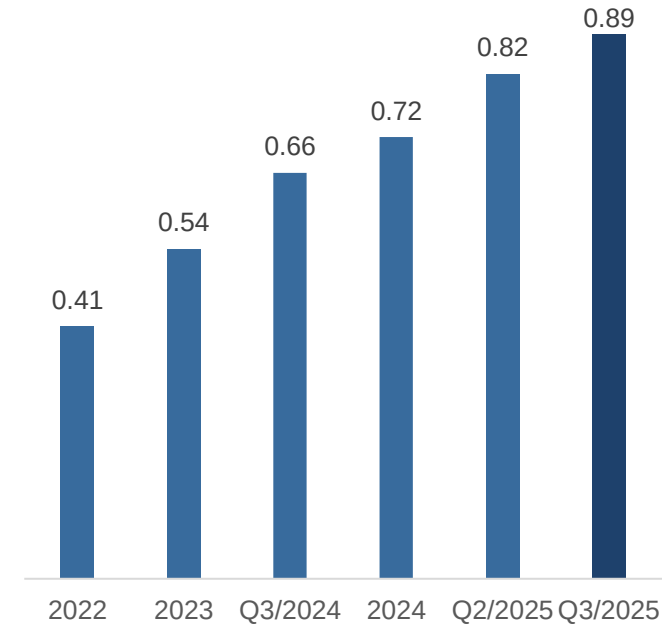


Including broker revenues

UK: motor policies in force, millions



UK: home policies in force, millions



# Nordic Commercial: Robust growth and solid profitability

- GWP driven by good 1/1 renewals with rate increases to mitigate claims inflation, and robust growth in SME
- Growth in SME stood at 7%, which is in line with operational ambition levels
- SME continued to benefit from customers moving online, with digital sales up 14% in 1-9/2025 and 17% in Q3
- De-risking of large property exposures had some impact on growth in larger accounts
- Personal insurance within Commercial saw accelerated growth of 15% year-on-year
- Underwriting performance was supported by favourable large claims outcome and benign frequency claims development, while maintaining prudent approach to reserving

**€ 1,990 million**

**+5.8% year-on-year**  
Gross written premiums

**€ 279 million**

**+11% year-on-year**  
Underwriting result

**83.0%**

**-1.1%-p year-on-year**  
Combined ratio

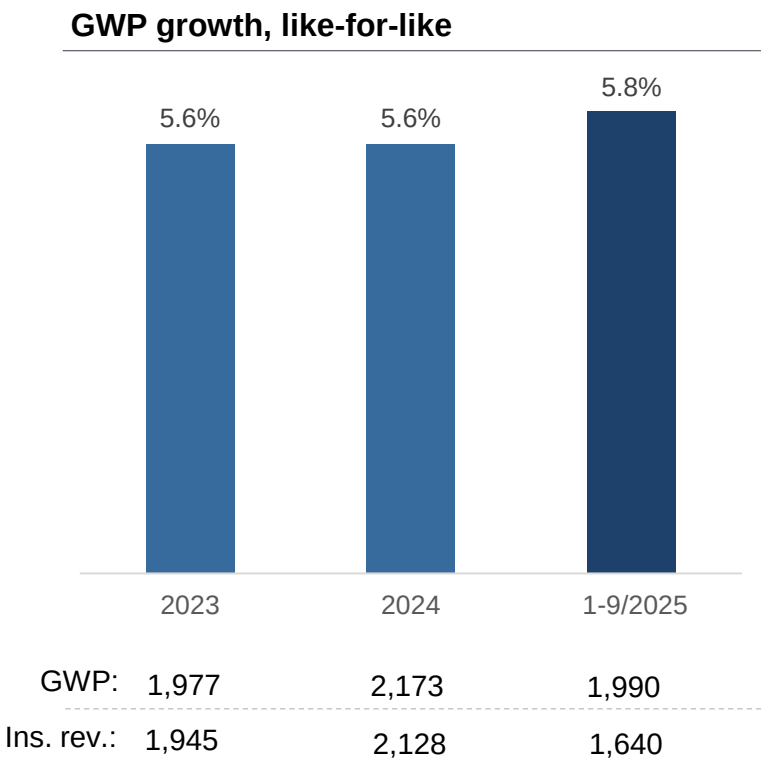
**+7%**

SME GWP growth

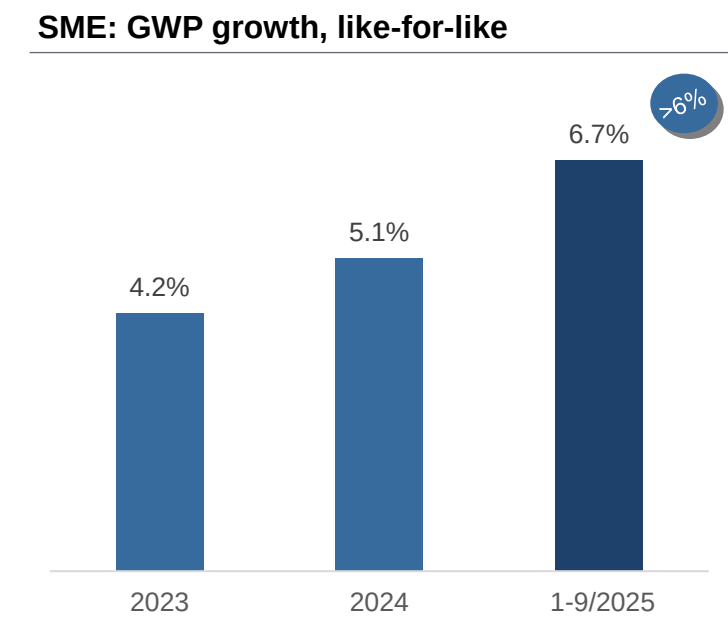
*GWP growth on like-for-like-basis.*



# Nordic Commercial: Key growth drivers

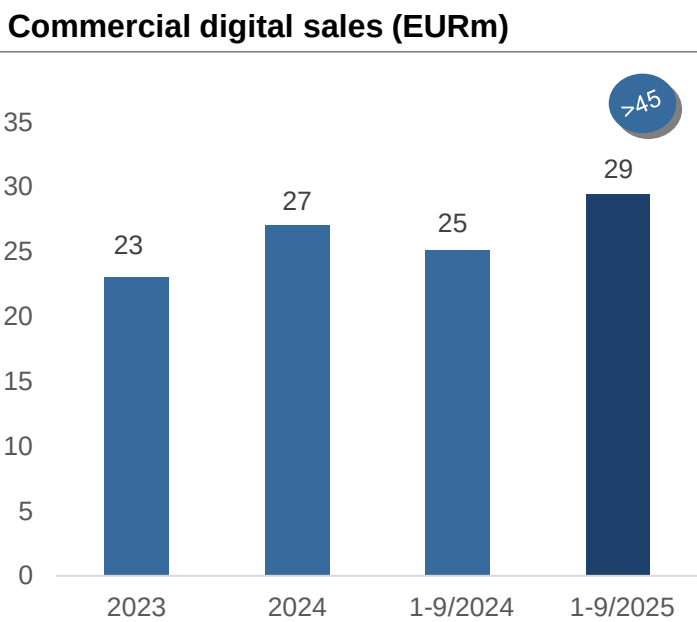


Growth rates for 2023 and 2024 excluding Topdanmark.



Growth rates for 2023 and 2024 excluding Topdanmark.

 Operational ambition for 2024-2026



Digital sales for 2023-2024 and 1-9/2024 excluding Topdanmark.

## Nordic Industrial: Strong margins in a softening market environment

- Successful 1/1 renewals with rate increases have been offset by intentional de-risking and lower new sales and fewer projects in a more competitive market environment
- Lost volume in Q3 mainly related to a couple of larger property clients in Sweden and Denmark, while Norway and Finland saw positive top-line development
- De-risking actions are now largely implemented, but the impact on volumes is expected to continue throughout 2025 and slightly in 2026 as well
- Underwriting performance was supported by disciplined underwriting, de-risking actions and favourable claims environment
- Favourable claims outcome in Q3 and 1-9/2025
- The cost ratio increased due to lower premium volumes, but underlying costs developed in line with expectations

**€ 841 million**

**-4.1% year-on-year**  
Gross written premiums

**€ 439 million**

**-11% year-on-year**  
Insurance revenue

**€ 80 million**

**+29% year-on-year**  
Underwriting result

**81.8%**

**-5.6%-p year-on-year**  
Combined ratio

*GWP growth on like-for-like basis.*

# Financial supplement

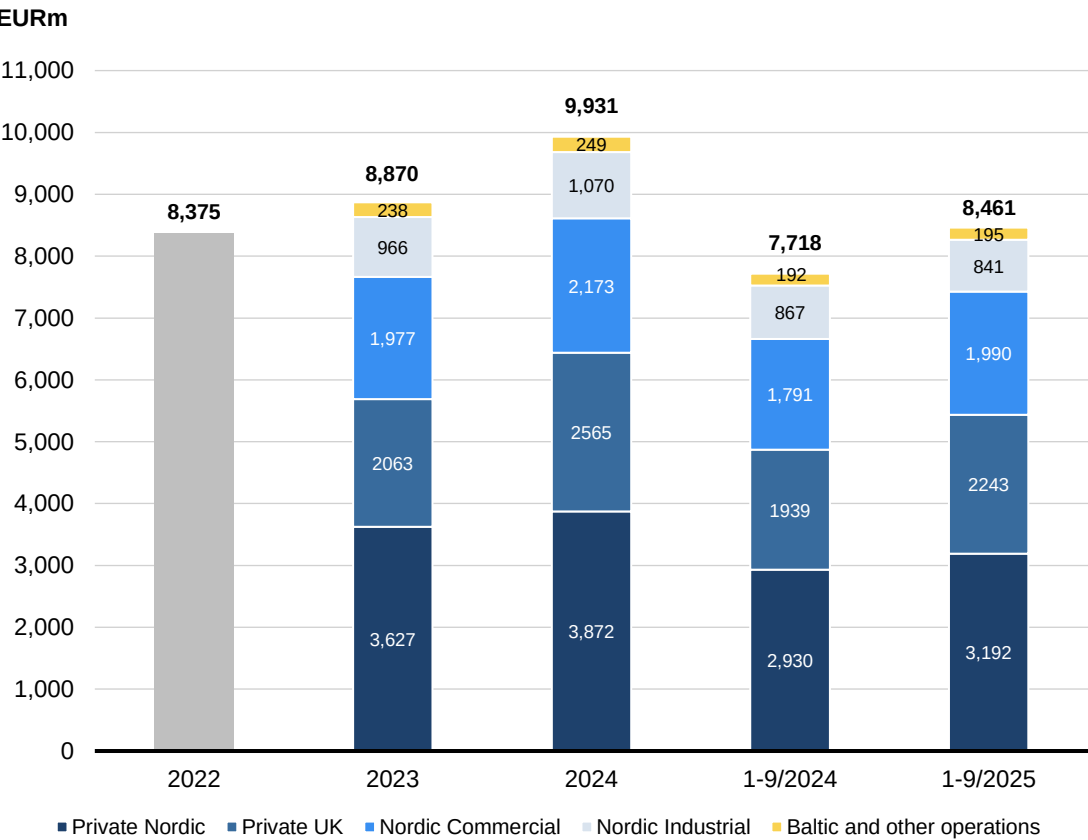
# Profit & loss detail

# Key result movements Q3/2025

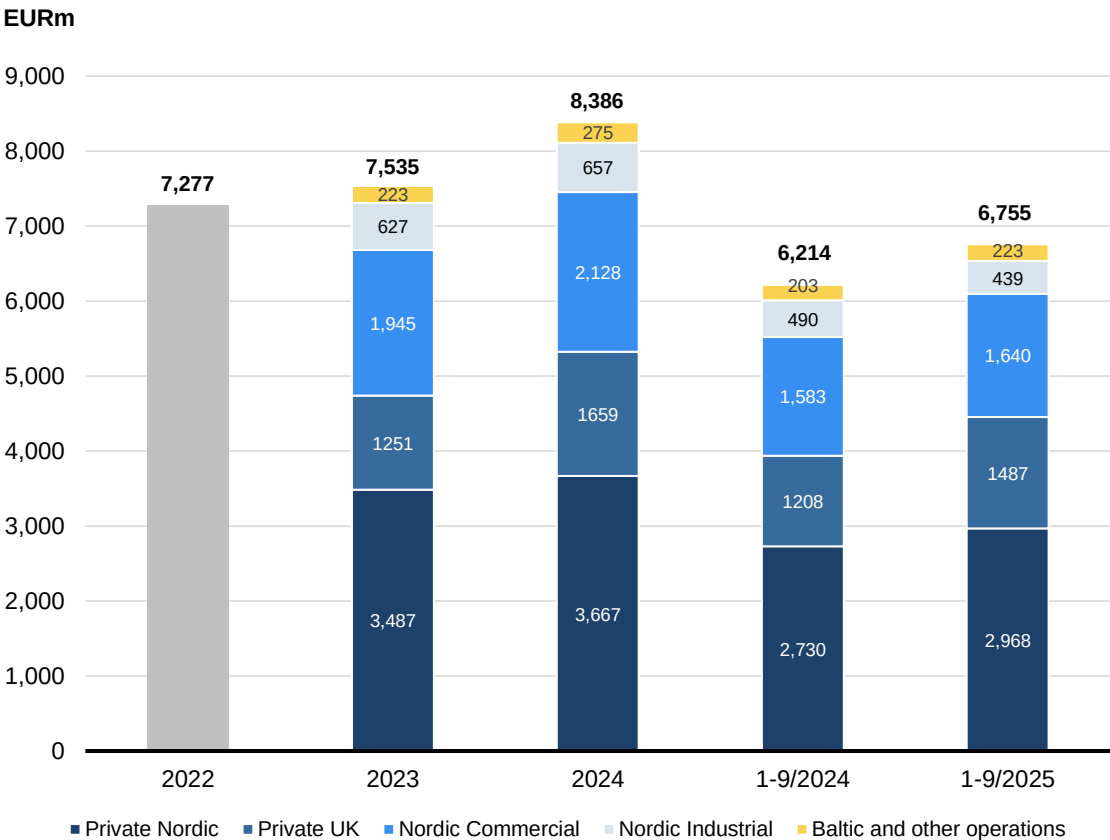
| EURm                            | Q3/2025 | Q3/2024 | Comments                                                                                                                              |
|---------------------------------|---------|---------|---------------------------------------------------------------------------------------------------------------------------------------|
| Gross written premiums          | 2,218   | 2,088   | - Like-for-like growth of 7% driven by robust performance in Private and SME lines, partly offset by development in Nordic Industrial |
| Insurance revenue, net          | 2,303   | 2,137   | - Growth supported by solid performance, particularly in the Private businesses                                                       |
| Underwriting result             | 392     | 374     | - UW result growth of 4% on a currency adjusted basis driven by top-line growth and favourable claims environment                     |
| - Private Nordic                | 196     | 181     | - UW result growth of 8% supported by continued strong top-line growth and solid margins                                              |
| - Private UK                    | 63      | 59      | - UW result growth 6% driven by increase in LCP and solid margins amid softening pricing environment                                  |
| - Nordic Commercial             | 95      | 93      | - UW result growth of 2% growth driven by solid top-line growth and margins                                                           |
| - Nordic Industrial             | 20      | 19      | - UW result growth of 3% backed by strong margins offsetting declined top-line                                                        |
| - Baltic and other operations   | 19      | 22      | - Stable underwriting development in the Baltics despite competitive market conditions                                                |
| Combined ratio, %               | 83.0    | 82.5    | - Solid margin development driven by favourable claims environment and underlying Nordic trends, offset by lower PYD                  |
| Nordic underlying risk ratio, % | 62.8    | 63.1    | - Solid 0.3%-p improvement driven by disciplined underwriting and stable claims inflation                                             |
| Net financial result            | 549     | 128     | - Net financial result boosted by the successful IPO of NOBA generating net gain of EUR 355 million                                   |
| Profit before taxes             | 866     | 432     | - Improvement driven by higher net financial result and solid underwriting result growth                                              |
| Operating EPS, EUR              | 0.14    | 0.12    | - Growth of 16% driven by higher investment returns and solid underwriting result growth                                              |

# Top-line development

Gross written premiums

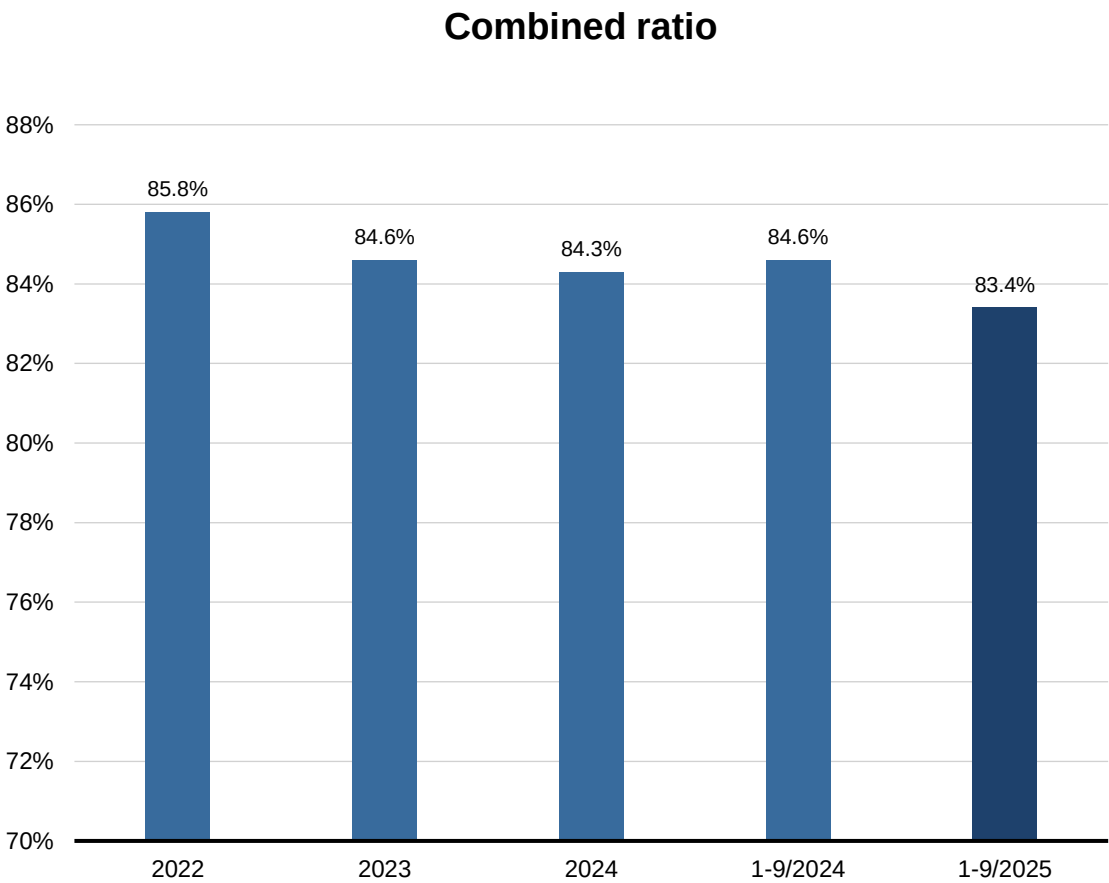
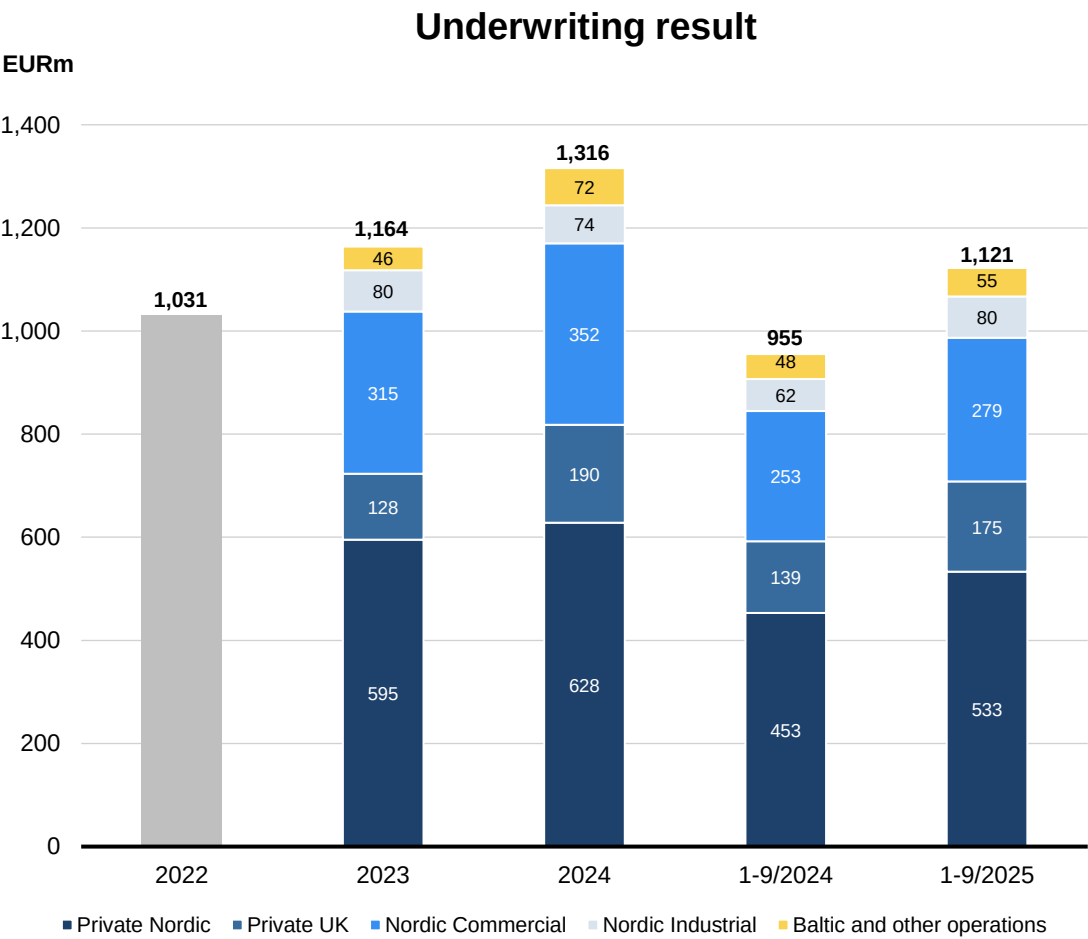


Insurance revenue, net



GWP and insurance revenue include broker revenues.

# Underwriting result and combined ratio development



# Group: results and key figures

| EURm                                            | 1-9/2025     | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024     | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024      | FY 2023      |
|-------------------------------------------------|--------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|--------------|--------------|
| Gross written premiums                          | 8,461        | 2,218       | 2,542       | 3,701       | 2,212       | 7,718        | 2,088       | 2,333       | 3,297       | 9,931        | 8,870        |
| Insurance revenue, net                          | 6,755        | 2,303       | 2,264       | 2,188       | 2,172       | 6,214        | 2,137       | 2,057       | 2,020       | 8,386        | 7,535        |
| Claims incurred, net                            | -3,913       | -1,338      | -1,286      | -1,289      | -1,248      | -3,700       | -1,228      | -1,211      | -1,261      | -4,948       | -4,482       |
| Operating expense (incl. claims handling costs) | -1,721       | -573        | -585        | -563        | -563        | -1,559       | -535        | -526        | -499        | -2,122       | -1,890       |
| <b>Underwriting result</b>                      | <b>1,121</b> | <b>392</b>  | <b>393</b>  | <b>336</b>  | <b>361</b>  | <b>955</b>   | <b>374</b>  | <b>321</b>  | <b>260</b>  | <b>1,316</b> | <b>1,164</b> |
| Net investment income                           | 927          | 554         | 292         | 80          | 70          | 818          | 340         | 183         | 295         | 888          | 1,006        |
| Insurance finance income or expense             | -91          | -5          | -107        | 21          | -7          | -245         | -212        | -3          | -30         | -252         | -446         |
| <b>Net financial result</b>                     | <b>836</b>   | <b>549</b>  | <b>185</b>  | <b>101</b>  | <b>62</b>   | <b>573</b>   | <b>128</b>  | <b>180</b>  | <b>265</b>  | <b>636</b>   | <b>560</b>   |
| Other income or expense                         | -28          | -18         | -3          | -7          | -155        | -74          | -27         | -13         | -16         | -210         | -81          |
| Non-operational amortisations                   | -103         | -51         | -26         | -26         | -23         | -37          | -19         | -19         | -18         | -79          | -68          |
| Finance expenses                                | -58          | -6          | -24         | -28         | -26         | -76          | -25         | -25         | -26         | -103         | -93          |
| <b>Profit before taxes</b>                      | <b>1,769</b> | <b>866</b>  | <b>526</b>  | <b>377</b>  | <b>219</b>  | <b>1,340</b> | <b>432</b>  | <b>444</b>  | <b>465</b>  | <b>1,559</b> | <b>1,481</b> |
| Net profit for the equity holders               | 1,460        | 757         | 417         | 285         | 180         | 973          | 320         | 310         | 343         | 1,154        | 1,323        |
| - of which from life operations                 | -            | -           | -           | -           | -           | -            | -           | -26         | -           | -26          | 251          |
| Earnings per share, EUR                         | 0.54         | 0.28        | 0.16        | 0.11        | 0.06        | 0.39         | 0.13        | 0.12        | 0.14        | 0.45         | 0.52         |
| Operating EPS, EUR                              | 0.38         | 0.14        | 0.14        | 0.11        | 0.13        | 0.34         | 0.12        | 0.12        | 0.10        | 0.47         | 0.41         |
|                                                 |              |             |             |             |             |              |             |             |             |              |              |
| Risk ratio, %                                   | 57.9         | 58.1        | 56.8        | 58.9        | 57.5        | 59.5         | 57.5        | 58.9        | 62.4        | 59.0         | 59.5         |
| Cost ratio, %                                   | 25.5         | 24.9        | 25.9        | 25.7        | 25.9        | 25.1         | 25.0        | 25.6        | 24.7        | 25.3         | 25.1         |
| <b>Combined ratio, %</b>                        | <b>83.4</b>  | <b>83.0</b> | <b>82.6</b> | <b>84.6</b> | <b>83.4</b> | <b>84.6</b>  | <b>82.5</b> | <b>84.4</b> | <b>87.1</b> | <b>84.3</b>  | <b>84.6</b>  |

Gross written premiums and insurance revenue include broker revenues.



# Group: operating result

| EURm                                                 | 1-9/2025     | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024     | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024      | FY 2023      |
|------------------------------------------------------|--------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|--------------|--------------|
| Underwriting result                                  | 1,121        | 392         | 393         | 336         | 361         | 955          | 374         | 321         | 260         | 1,316        | 1,164        |
| Interest and dividend income                         | 450          | 144         | 164         | 142         | 155         | 455          | 143         | 155         | 157         | 609          | 593          |
| Realised gains or losses                             | 27           | 30          | 7           | -11         | 9           | 37           | -17         | 23          | 31          | 46           | 86           |
| Unwind of discounting                                | -176         | -59         | -59         | -57         | -54         | -183         | -63         | -62         | -59         | -238         | -248         |
| Other income or expense (excl. one-offs)             | -39          | -18         | -14         | -7          | -5          | -41          | -12         | -13         | -16         | -46          | -81          |
| Finance expense                                      | -78          | -26         | -24         | -28         | -26         | -76          | -25         | -25         | -26         | -103         | -93          |
| <b>Operating result before taxes</b>                 | <b>1,305</b> | <b>463</b>  | <b>466</b>  | <b>375</b>  | <b>439</b>  | <b>1,146</b> | <b>399</b>  | <b>399</b>  | <b>348</b>  | <b>1,585</b> | <b>1,420</b> |
| Taxes on operating result                            | -274         | -97         | -98         | -79         | -92         | -241         | -84         | -84         | -73         | -333         | -298         |
| Non-controlling interest                             | -            | -           | -           | -           | -           | -59          | -18         | -19         | -22         | -59          | -76          |
| <b>Operating result</b>                              | <b>1,031</b> | <b>366</b>  | <b>368</b>  | <b>297</b>  | <b>347</b>  | <b>846</b>   | <b>297</b>  | <b>296</b>  | <b>253</b>  | <b>1,193</b> | <b>1,046</b> |
| Average share count (YTD, split adjusted), mn shares | 2,687        | -           | -           | -           | -           | 2,514        | -           | -           | -           | 2,561        | 2,530        |
| <b>Operating EPS, EUR</b>                            | <b>0.38</b>  | <b>0.14</b> | <b>0.14</b> | <b>0.11</b> | <b>0.13</b> | <b>0.34</b>  | <b>0.12</b> | <b>0.12</b> | <b>0.10</b> | <b>0.47</b>  | <b>0.41</b>  |
| Growth, %                                            | 14           | 16          | 16          | 9           | 55          | 2            | 2           | 5           | -2          | 13           | -            |

In the third quarter of 2025, the reporting method was changed so that interest income on bank accounts and assets at amortised cost have been moved from realised gains or losses to interest and dividend income, in line with the change in the net financial result table. The figures for 2023-2024 has been restated as well.

# Private Nordic: results and key figures

| EURm                                            | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross written premiums                          | 3,192       | 1,011       | 1,100       | 1,081       | 942         | 2,930       | 917         | 1,009       | 1,004       | 3,872       | 3,627       |
| Insurance revenue, net                          | 2,968       | 1,014       | 995         | 958         | 937         | 2,730       | 925         | 908         | 897         | 3,667       | 3,489       |
| Claims incurred, net                            | -1,802      | -610        | -598        | -594        | -548        | -1,677      | -542        | -537        | -598        | -2,226      | -2,125      |
| Operating expense (incl. claims handling costs) | -633        | -209        | -215        | -209        | -214        | -600        | -202        | -204        | -195        | -814        | -769        |
| <b>Underwriting result</b>                      | <b>533</b>  | <b>196</b>  | <b>182</b>  | <b>155</b>  | <b>175</b>  | <b>453</b>  | <b>181</b>  | <b>168</b>  | <b>104</b>  | <b>628</b>  | <b>595</b>  |
| GWP growth, like-for-like, %                    | 8.9         | 9.5         | 8.7         | 8.5         | -           | -           | -           | -           | -           | -           | -           |
| Insurance revenue growth, like-for-like, %      | 8.1         | 8.8         | 8.2         | 7.4         | -           | -           | -           | -           | -           | -           | -           |
| Risk ratio, %                                   | 60.7        | 60.1        | 60.1        | 61.9        | 58.5        | 61.4        | 58.6        | 59.2        | 66.7        | 60.7        | 60.9        |
| Cost ratio, %                                   | 21.3        | 20.6        | 21.6        | 21.8        | 22.8        | 22.0        | 21.8        | 22.4        | 21.7        | 22.2        | 22.0        |
| <b>Combined ratio, %</b>                        | <b>82.0</b> | <b>80.7</b> | <b>81.7</b> | <b>83.8</b> | <b>81.4</b> | <b>83.4</b> | <b>80.4</b> | <b>81.6</b> | <b>88.4</b> | <b>82.9</b> | <b>83.0</b> |

# Private UK: results and key figures

| EURm                                            | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross written premiums                          | 2,243       | 764         | 757         | 722         | 627         | 1,939       | 716         | 662         | 560         | 2,565       | 2,063       |
| Insurance revenue, net                          | 1,487       | 518         | 499         | 470         | 452         | 1,208       | 440         | 399         | 369         | 1,659       | 1,251       |
| Claims incurred, net                            | -770        | -272        | -253        | -245        | -245        | -624        | -216        | -204        | -204        | -868        | -658        |
| Operating expense (incl. claims handling costs) | -542        | -183        | -187        | -172        | -156        | -445        | -165        | -147        | -133        | -601        | -465        |
| <b>Underwriting result</b>                      | <b>175</b>  | <b>63</b>   | <b>59</b>   | <b>53</b>   | <b>51</b>   | <b>139</b>  | <b>59</b>   | <b>48</b>   | <b>32</b>   | <b>190</b>  | <b>128</b>  |
| GWP growth, like-for-like, %                    | 16          | 7           | 13          | 26          | -           | -           | -           | -           | -           | -           | -           |
| Insurance revenue growth, like-for-like, %      | 23          | 21          | 24          | 24          | -           | -           | -           | -           | -           | -           | -           |
| Live customer policies, mn                      | 4.4         | 4.4         | 4.2         | 4.1         | 3.9         | 3.8         | 3.8         | 3.6         | 3.5         | 3.9         | 3.5         |
| Risk ratio, %                                   | 51.8        | 52.5        | 50.7        | 52.2        | 54.2        | 51.6        | 49.0        | 51.1        | 55.3        | 52.3        | 52.6        |
| Cost ratio, %                                   | 36.5        | 35.4        | 37.6        | 36.5        | 34.5        | 36.8        | 37.5        | 36.8        | 36.1        | 36.2        | 37.2        |
| <b>Combined ratio, %</b>                        | <b>88.3</b> | <b>87.9</b> | <b>88.2</b> | <b>88.7</b> | <b>88.7</b> | <b>88.5</b> | <b>86.5</b> | <b>87.9</b> | <b>91.4</b> | <b>88.5</b> | <b>89.8</b> |

Gross written premiums and insurance revenue include broker revenues.

# Nordic Commercial: results and key figures

| EURm                                            | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross written premiums                          | 1,990       | 282         | 360         | 1,348       | 383         | 1,791       | 275         | 328         | 1,188       | 2,173       | 1,977       |
| Insurance revenue, net                          | 1,640       | 554         | 549         | 537         | 544         | 1,583       | 537         | 524         | 522         | 2,128       | 1,945       |
| Claims incurred, net                            | -961        | -326        | -309        | -325        | -304        | -950        | -317        | -322        | -310        | -1,254      | -1,153      |
| Operating expense (incl. claims handling costs) | -399        | -133        | -133        | -134        | -141        | -381        | -127        | -128        | -126        | -522        | -477        |
| <b>Underwriting result</b>                      | <b>279</b>  | <b>95</b>   | <b>107</b>  | <b>78</b>   | <b>99</b>   | <b>253</b>  | <b>93</b>   | <b>74</b>   | <b>86</b>   | <b>352</b>  | <b>315</b>  |
| GWP growth, like-for-like, %                    | 5.8         | 7.8         | 6.3         | 5.2         | -           | -           | -           | -           | -           | -           | -           |
| Insurance revenue growth, like-for-like, %      | 3.6         | 3.0         | 4.4         | 3.5         | -           | -           | -           | -           | -           | -           | -           |
| Risk ratio, %                                   | 58.6        | 58.9        | 56.3        | 60.6        | 55.9        | 60.0        | 59.1        | 61.4        | 59.4        | 58.9        | 59.2        |
| Cost ratio, %                                   | 24.3        | 23.9        | 24.2        | 24.9        | 26.0        | 24.1        | 23.6        | 24.5        | 24.1        | 24.5        | 24.5        |
| <b>Combined ratio, %</b>                        | <b>83.0</b> | <b>82.9</b> | <b>80.5</b> | <b>85.5</b> | <b>81.8</b> | <b>84.0</b> | <b>82.7</b> | <b>85.9</b> | <b>83.5</b> | <b>83.5</b> | <b>83.8</b> |

# Nordic Industrial: results and key figures

| EURm                                            | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross written premiums                          | 841         | 104         | 256         | 481         | 203         | 867         | 122         | 269         | 477         | 1,070       | 966         |
| Insurance revenue, net                          | 439         | 141         | 147         | 150         | 167         | 490         | 165         | 160         | 165         | 657         | 627         |
| Claims incurred, net                            | -259        | -88         | -84         | -87         | -120        | -334        | -115        | -113        | -107        | -455        | -428        |
| Operating expense (incl. claims handling costs) | -100        | -33         | -34         | -33         | -34         | -94         | -31         | -32         | -31         | -128        | -118        |
| <b>Underwriting result</b>                      | <b>80</b>   | <b>20</b>   | <b>29</b>   | <b>31</b>   | <b>12</b>   | <b>62</b>   | <b>19</b>   | <b>15</b>   | <b>27</b>   | <b>74</b>   | <b>80</b>   |
| GWP growth, like-for-like, %                    | -4.1        | -15.2       | -6.6        | 0.3         | -           | -           | -           | -           | -           | -           | -           |
| Insurance revenue growth, like-for-like, %      | -9.8        | -13.1       | -7.1        | -9.0        | -           | -           | -           | -           | -           | -           | -           |
| Risk ratio, %                                   | 59.1        | 62.5        | 57.1        | 57.8        | 72.1        | 68.2        | 69.5        | 70.4        | 64.8        | 69.2        | 68.3        |
| Cost ratio, %                                   | 22.7        | 23.5        | 22.8        | 21.8        | 20.5        | 19.2        | 19.0        | 19.9        | 18.7        | 19.5        | 18.9        |
| <b>Combined ratio, %</b>                        | <b>81.8</b> | <b>86.1</b> | <b>80.0</b> | <b>79.6</b> | <b>92.6</b> | <b>87.4</b> | <b>88.5</b> | <b>90.3</b> | <b>83.5</b> | <b>88.7</b> | <b>87.3</b> |

# Baltic & other operations: results and key figures

| EURm                                            | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|-------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Gross written premiums                          | 195         | 57          | 69          | 69          | 58          | 192         | 57          | 65          | 69          | 249         | 238         |
| Insurance revenue, net                          | 223         | 76          | 75          | 72          | 72          | 203         | 70          | 65          | 67          | 275         | 223         |
| Claims incurred, net                            | -131        | -45         | -42         | -38         | -31         | -121        | -40         | -35         | -42         | -146        | -118        |
| Operating expense (incl. claims handling costs) | -37         | -12         | -16         | -15         | -18         | -33         | -9          | -15         | -14         | -57         | -60         |
| <b>Underwriting result</b>                      | <b>55</b>   | <b>19</b>   | <b>16</b>   | <b>19</b>   | <b>24</b>   | <b>48</b>   | <b>22</b>   | <b>15</b>   | <b>11</b>   | <b>72</b>   | <b>46</b>   |
| Risk ratio, %                                   | 54.2        | 54.3        | 55.7        | 52.6        | 42.5        | 76.2        | 54.6        | 53.4        | 62.4        | 53.0        | 52.6        |
| Cost ratio, %                                   | 21.2        | 20.0        | 22.3        | 21.3        | 24.2        | 19.4        | 14.5        | 23.2        | 20.8        | 20.7        | 26.8        |
| <b>Combined ratio, %</b>                        | <b>75.4</b> | <b>74.3</b> | <b>78.0</b> | <b>73.9</b> | <b>66.8</b> | <b>56.8</b> | <b>69.1</b> | <b>76.6</b> | <b>83.2</b> | <b>73.7</b> | <b>79.4</b> |

# Nordic underlying risk ratio development

|                                        | 1-9/2025    | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | 1-9/2024    | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|----------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Risk ratio, %</b>                   | <b>59.9</b> | <b>59.9</b> | <b>58.6</b> | <b>61.1</b> | <b>58.9</b> | <b>61.7</b> | <b>59.9</b> | <b>61.1</b> | <b>64.3</b> | <b>61.0</b> | <b>61.1</b> |
| Large claims, %                        | -1.0        | -0.3        | -1.6        | -1.0        | 0.8         | 1.4         | 3.7         | 3.2         | -2.7        | 1.2         | 1.3         |
| Severe weather, %                      | -0.3        | 0.0         | -0.3        | -0.5        | 1.4         | 2.4         | 0.2         | 0.4         | 6.9         | 2.2         | 3.3         |
| PYD, RA and other technical effects, % | 0.4         | 0.5         | 1.0         | -0.2        | -4.0        | -3.3        | -4.7        | -2.4        | -2.7        | -3.5        | -3.7        |
| Discounting effect, current year, %    | -2.9        | -3.0        | -2.9        | -2.8        | -2.8        | -2.7        | -2.4        | -2.9        | -2.9        | -2.8        | -3.3        |
| <b>Underlying risk ratio, %</b>        | <b>63.6</b> | <b>62.8</b> | <b>62.5</b> | <b>65.5</b> | <b>63.5</b> | <b>63.9</b> | <b>63.1</b> | <b>62.9</b> | <b>65.7</b> | <b>63.8</b> | <b>63.6</b> |
| <b>Change, year-on-year, %</b>         | <b>-0.3</b> | <b>-0.3</b> | <b>-0.4</b> | <b>-0.2</b> | <b>-</b>    | <b>-</b>    | <b>-</b>    | <b>-</b>    | <b>-</b>    | <b>-0.2</b> | <b>-</b>    |

All the key figures in the table above are calculated on a net basis. Ratios are also based on SEK figures, which may cause small quarterly differences compared to ratios based on reported EUR figures. Large claims measured against budget but severe weather claims are reported in full. Negative figures indicate a positive outcome.

# Group net financial result

| EURm                                       | 1-9/2025   | Q3/2025    | Q2/2025     | Q1/2025    | Q4/2024    | 1-9/2024    | Q3/2024     | Q2/2024    | Q1/2024    | FY 2024     | FY 2023      |
|--------------------------------------------|------------|------------|-------------|------------|------------|-------------|-------------|------------|------------|-------------|--------------|
| Fixed income                               | 405        | 139        | 132         | 134        | 143        | 416         | 136         | 141        | 139        | 559         | 520          |
| Equities                                   | 25         | 2          | 19          | 4          | 8          | 29          | 3           | 10         | 16         | 37          | 59           |
| Funds                                      | 20         | 4          | 12          | 5          | 4          | 11          | 4           | 4          | 3          | 16          | 16           |
| <b>Interest and dividend income</b>        | <b>450</b> | <b>144</b> | <b>164</b>  | <b>142</b> | <b>155</b> | <b>456</b>  | <b>143</b>  | <b>155</b> | <b>158</b> | <b>612</b>  | <b>595</b>   |
| Fixed income                               | 57         | -15        | 86          | -13        | -48        | 196         | 201         | 14         | -19        | 147         | 364          |
| Equities                                   | 415        | 428        | 11          | -24        | -25        | 106         | -18         | 2          | 122        | 81          | 64           |
| Funds                                      | 65         | 19         | 34          | 12         | -3         | 72          | 25          | 12         | 35         | 70          | 60           |
| <b>Net gains or losses</b>                 | <b>538</b> | <b>432</b> | <b>131</b>  | <b>-25</b> | <b>-76</b> | <b>374</b>  | <b>208</b>  | <b>28</b>  | <b>138</b> | <b>298</b>  | <b>488</b>   |
| Other items                                | -61        | -22        | -2          | -37        | -10        | -13         | -11         | 0          | -2         | -22         | -77          |
| <b>Net investment income</b>               | <b>927</b> | <b>554</b> | <b>292</b>  | <b>80</b>  | <b>70</b>  | <b>818</b>  | <b>340</b>  | <b>183</b> | <b>295</b> | <b>888</b>  | <b>1,006</b> |
| Unwind of discounting                      | -176       | -59        | -59         | -57        | -54        | -183        | -63         | -62        | -59        | -238        | -248         |
| Changes in discount rates                  | 114        | 65         | -42         | 91         | 43         | -68         | -156        | 54         | 34         | -25         | -160         |
| Indexation of annuities                    | -29        | -11        | -5          | -12        | 4          | 7           | 7           | 5          | -5         | 11          | -38          |
| <b>Insurance finance income or expense</b> | <b>-91</b> | <b>-5</b>  | <b>-107</b> | <b>21</b>  | <b>-7</b>  | <b>-245</b> | <b>-212</b> | <b>-3</b>  | <b>-30</b> | <b>-252</b> | <b>-446</b>  |
| <b>Net financial result</b>                | <b>836</b> | <b>549</b> | <b>185</b>  | <b>101</b> | <b>62</b>  | <b>-245</b> | <b>128</b>  | <b>180</b> | <b>265</b> | <b>636</b>  | <b>560</b>   |

In the third quarter of 2025, the reporting method regarding investment income in the table above was changed so that interest income on bank accounts and assets at amortised cost have been moved from Other items to Fixed income under Interest and dividend income. The figures for 2023-2024 has been restated as well.



# Investments & balance sheet

# Group balance sheet

|                                     | Q3/2025       | Q2/2025       | Q1/2025       | Q4/2024       | Q3/2024       | Q2/2024       | Q1/2024       | FY 2024       | FY 2023       |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Property, plant and equipment       | 276           | 288           | 296           | 284           | 285           | 299           | 308           | 284           | 318           |
| Intangible assets                   | 3,510         | 3,556         | 3,629         | 3,637         | 3,639         | 3,637         | 3,623         | 3,637         | 3,637         |
| Investments in associates           | 4             | 4             | 4             | 4             | 14            | 13            | 13            | 4             | 12            |
| Financial assets                    | 16,640        | 16,143        | 16,749        | 16,090        | 16,165        | 15,882        | 16,684        | 16,090        | 15,757        |
| Deferred income tax                 | 1             | 6             | 8             | 2             | 2             | 1             | 3             | 2             | 3             |
| Reinsurance contract assets         | 2,446         | 2,511         | 2,408         | 2,618         | 2,770         | 2,511         | 2,303         | 2,618         | 2,282         |
| Other assets                        | 1,161         | 978           | 1,080         | 880           | 891           | 907           | 844           | 880           | 800           |
| Cash and cash equivalents           | 1,492         | 1,321         | 1,819         | 962           | 1,494         | 1,487         | 1,481         | 962           | 1,415         |
| <b>Total assets</b>                 | <b>25,531</b> | <b>24,808</b> | <b>25,994</b> | <b>24,478</b> | <b>25,260</b> | <b>24,739</b> | <b>25,259</b> | <b>24,478</b> | <b>24,225</b> |
| Insurance contract liabilities      | 12,960        | 12,963        | 13,009        | 12,286        | 12,836        | 12,418        | 12,331        | 12,286        | 11,716        |
| Subordinated debts                  | 1,314         | 1,626         | 1,650         | 1,642         | 1,643         | 1,642         | 1,640         | 1,642         | 1,645         |
| Other financial liabilities         | 1,384         | 1,288         | 1,467         | 1,395         | 1,382         | 1,303         | 1,265         | 1,395         | 1,269         |
| Deferred income tax                 | 566           | 528           | 555           | 535           | 581           | 570           | 571           | 535           | 567           |
| Other liabilities                   | 1,646         | 1,563         | 1,833         | 1,562         | 1,716         | 1,457         | 1,481         | 1,562         | 1,342         |
| <b>Total liabilities</b>            | <b>17,860</b> | <b>17,968</b> | <b>18,514</b> | <b>17,419</b> | <b>18,158</b> | <b>17,390</b> | <b>17,288</b> | <b>17,419</b> | <b>16,538</b> |
| Share capital                       | 98            | 98            | 98            | 98            | 98            | 98            | 98            | 98            | 98            |
| Reserves                            | 3,828         | 3,531         | 3,531         | 3,531         | 3,531         | 1,530         | 1,530         | 3,531         | 1,530         |
| Retained earnings                   | 4,533         | 3,971         | 4,473         | 4,176         | 4,150         | 6,099         | 6,726         | 4,176         | 6,378         |
| Other components of equity          | -788          | -760          | -622          | -746          | -737          | -760          | -830          | -746          | -743          |
| Non-controlling interests           | -             | -             | -             | -             | 60            | 382           | 447           | -             | 424           |
| <b>Total equity</b>                 | <b>7,671</b>  | <b>6,840</b>  | <b>7,480</b>  | <b>7,059</b>  | <b>7,101</b>  | <b>7,349</b>  | <b>7,971</b>  | <b>7,059</b>  | <b>7,687</b>  |
| <b>Total equity and liabilities</b> | <b>25,531</b> | <b>24,808</b> | <b>25,994</b> | <b>24,478</b> | <b>25,260</b> | <b>24,739</b> | <b>25,259</b> | <b>24,478</b> | <b>24,225</b> |

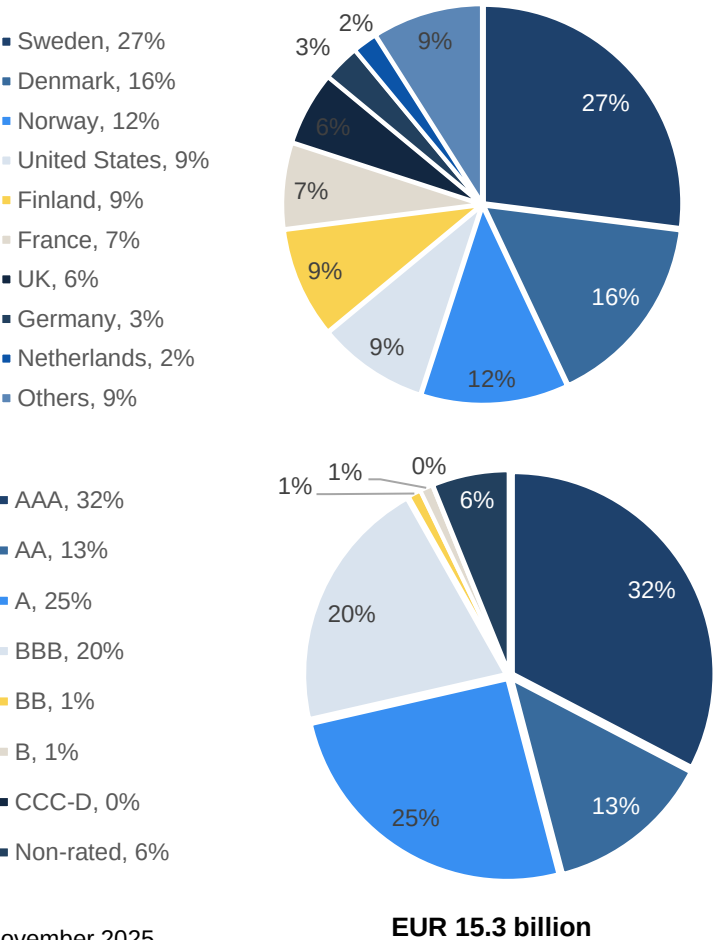
# Group investment mix and returns

|                                      | Q3/2025     | Q2/2025     | Q1/2025     | Q4/2024     | Q3/2024     | Q2/2024     | Q1/2024     | FY 2024     | FY 2023     |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Credit bonds, funds and loans        | 47%         | 47%         | 43%         | 49%         | 46%         | 45%         | 44%         | 49%         | 44%         |
| Covered bonds                        | 21%         | 24%         | 25%         | 24%         | 23%         | 22%         | 23%         | 24%         | 23%         |
| Government bonds                     | 7%          | 7%          | 7%          | 6%          | 5%          | 5%          | 4%          | 6%          | 4%          |
| Index-linked bonds                   | 3%          | 3%          | 3%          | 3%          | 3%          | 3%          | 3%          | 3%          | 3%          |
| Money market and cash                | 10%         | 8%          | 11%         | 6%          | 11%         | 12%         | 12%         | 6%          | 12%         |
| <b>Total fixed income</b>            | <b>88%</b>  | <b>89%</b>  | <b>89%</b>  | <b>88%</b>  | <b>88%</b>  | <b>87%</b>  | <b>86%</b>  | <b>88%</b>  | <b>86%</b>  |
| Equities and equity funds            | 11%         | 8%          | 8%          | 8%          | 8%          | 9%          | 8%          | 8%          | 8%          |
| Alternatives                         | 1%          | 4%          | 3%          | 4%          | 4%          | 4%          | 6%          | 4%          | 6%          |
| <b>Total, EURbn</b>                  | <b>17.5</b> | <b>16.9</b> | <b>17.9</b> | <b>16.5</b> | <b>17.3</b> | <b>17.1</b> | <b>17.8</b> | <b>16.5</b> | <b>17.1</b> |
| Fixed income return                  | 1.3%        | 1.5%        | 0.8%        | 0.7%        | 2.3%        | 1.0%        | 0.8%        | 5.0%        | 5.3%        |
| Equities return                      | 27.0%       | 6.0%        | -0.7%       | -2.0%       | 1.0%        | 3.9%        | 10.9%       | 14.6%       | 8.0%        |
| <b>Total investment return</b>       | <b>3.5%</b> | <b>1.8%</b> | <b>0.5%</b> | <b>0.4%</b> | <b>2.0%</b> | <b>1.1%</b> | <b>1.6%</b> | <b>5.5%</b> | <b>5.7%</b> |
| Fixed income duration, years         | 2.3         | 2.5         | 2.3         | 2.3         | 2.3         | 2.4         | 2.3         | 2.3         | 2.3         |
| Fixed income average maturity, years | 3.4         | 3.7         | 3.4         | 3.7         | 3.5         | 3.6         | 3.5         | 3.7         | 3.3         |
| Fixed income running yield           | 3.8%        | 3.9%        | 3.9%        | 3.9%        | 4.0%        | 4.0%        | 4.0%        | 3.9%        | 3.9%        |
| Fixed income mark-to-market yield*   | 3.5%        | 3.8%        | 4.1%        | 4.2%        | 4.1%        | 4.7%        | 4.7%        | 4.2%        | 4.8%        |

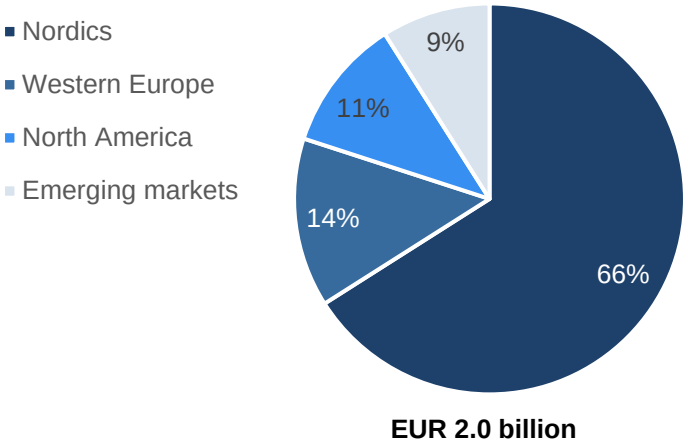
\*) Mark-to-market yield excluding Topdanmark until 30 June 2025.

# Group fixed income and equities mix Q3/2025

Fixed income



Listed equities



Top 10 direct equity investments

|                    | Value, EURm |
|--------------------|-------------|
| NOBA               | 636         |
| Volvo              | 132         |
| ABB                | 83          |
| Autoliv            | 64          |
| Veidekke           | 62          |
| Telia              | 52          |
| Nederman Holding   | 51          |
| Yara International | 37          |
| Husqvarna          | 36          |
| VBG Group          | 31          |
| Total Top 10       | 1,184       |

Hold Co alternative investments

|      | Value, EURm |
|------|-------------|
| Nexi | 131         |

The investment in Nexi is reported with a delay of one quarter in Sampo's accounts.

# Net insurance liabilities

|                                       | Q3/2025       | Q2/2025       | Q1/2025       | Q4/2024      | Q3/2024       | Q2/2024      | Q1/2024       | FY 2024      | FY 2023      |
|---------------------------------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|
| Liability for remaining coverage, net | 1,924         | 2,167         | 2,516         | 1,620        | 1,961         | 2,057        | 2,270         | 1,620        | 1,469        |
| Liability for incurred claims, net    | 8,603         | 8,301         | 8,100         | 8,067        | 8,118         | 7,860        | 7,766         | 8,067        | 7,983        |
| - of which from risk adjustment       | 351           | 353           | 315           | 305          | 335           | 291          | 260           | 305          | 239          |
| Acquisition cash flow asset           | -12           | -16           | -16           | -20          | -12           | -10          | -8            | -20          | -18          |
| <b>Net insurance liability</b>        | <b>10,514</b> | <b>10,452</b> | <b>10,601</b> | <b>9,668</b> | <b>10,067</b> | <b>9,907</b> | <b>10,028</b> | <b>9,668</b> | <b>9,434</b> |

## LIC per country and durations 2024 year-end

|              | LIC, %     | Duration, years |
|--------------|------------|-----------------|
| Sweden       | 20         | 6.0             |
| Norway       | 13         | 2.8             |
| Finland      | 24         | 8.9             |
| Denmark      | 28         | 4.6             |
| Baltics      | 2          | 3.0             |
| UK           | 13         | 2.1             |
| <b>Total</b> | <b>100</b> | <b>5.3</b>      |

### End of Q3/2025 discount rates

EUR 9 years: 2.85%      DKK 5 years: 2.65%  
 SEK 6 years: 2.80%      GBP 2 years: 4.10%  
 NOK 3 years: 4.34%

# Key sensitivities

## Quarterly P&L effects, Q3/2025

EURm

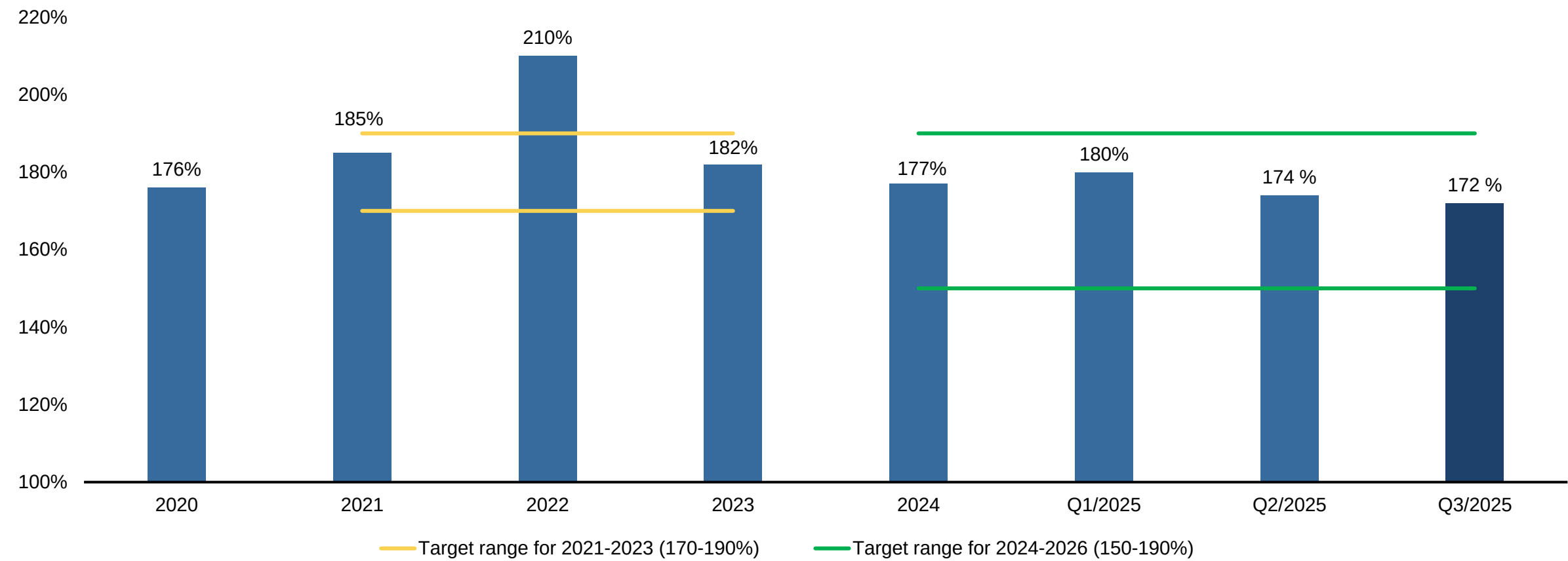
| Effect on quarterly Combined ratio *)              | Discount rate $\pm 100$ bps   | $\pm 65$ bps |
|----------------------------------------------------|-------------------------------|--------------|
| <b>Insurance finance income &amp; expense, net</b> | <b>Discount rate +100 bps</b> | <b>320</b>   |
| Non-annuities                                      | Discount rate +100 bps        | 105          |
| Annuities                                          | Discount rate +100 bps        | 215          |
| <b>Insurance finance income &amp; expense, net</b> | <b>Discount rate -100 bps</b> | <b>-370</b>  |
| Non-annuities                                      | Discount rate -100 bps        | -115         |
| Annuities                                          | Discount rate -100 bps        | -255         |
| Net investment income                              | Interest rates +100 bps       | -340         |
| Net investment income                              | Interest rates -100 bps       | 355          |
| Net investment income                              | Spreads +100 bps              | -335         |
| Net investment income                              | Equities -10%                 | -220         |

\*) Effect from current year Liability for incurred claims, net. CR improvement from increase in rate, CR deterioration from decrease in rate

- Loss and combined ratio sensitive to changes in discount rates
- Net investment income sensitive to mark-to-market returns on assets
- IFIE sensitive to changes in discount rates
- Sampo Group discount rate sensitivity driven by long-tailed annuity reserves in EUR and SEK (duration ~ 12 years)
- Sensitivities change over time and vary somewhat by quarter

The unwind of discounting is expected to be around EUR 60 million in Q4/2025.

# Solvency II ratio development



# Solvency II SCR and own funds

| EURm                                                      | Q3/2025      | Q2/2025      | Q1/2025      | Q4/2024      | Q3/2024      | Q2/2024      | Q1/2024      | FY 2024      | FY 2023      |
|-----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Market risk                                               | 2,201        | 2,067        | 2,033        | 1,974        | 2,059        | 1,994        | 2,057        | 1,974        | 1,920        |
| Insurance risk                                            | 1,847        | 1,827        | 1,823        | 1,734        | 1,655        | 1,617        | 2,055        | 1,734        | 2,027        |
| Counterparty risk                                         | 185          | 206          | 211          | 139          | 127          | 131          | 218          | 139          | 200          |
| Operational risk                                          | 297          | 296          | 297          | 284          | 295          | 288          | 287          | 284          | 272          |
| Diversification                                           | -832         | -814         | -810         | -714         | -696         | -673         | -859         | -714         | -816         |
| LAC of DT                                                 | -354         | -413         | -406         | -403         | -425         | -421         | -441         | -403         | -404         |
| Related undertakings / other                              | 33           | 31           | 27           | 25           | 29           | 25           | 22           | 25           | 18           |
| <b>Solvency capital requirement</b>                       | <b>3,376</b> | <b>3,200</b> | <b>3,175</b> | <b>3,040</b> | <b>3,043</b> | <b>2,962</b> | <b>3,338</b> | <b>3,040</b> | <b>3,217</b> |
| Tier-1 unrestricted (incl. dividend accrual and buybacks) | 4,235        | 4,009        | 4,162        | 3,839        | 3,838        | 3,792        | 4,429        | 3,839        | 4,324        |
| Tier-1 restricted                                         | 300          | 0            | 21           | 21           | 21           | 22           | 22           | 21           | 21           |
| Tier-2                                                    | 1,188        | 1,466        | 1,458        | 1,448        | 1,441        | 1,360        | 1,429        | 1,448        | 1,448        |
| Tier-3                                                    | 86           | 83           | 60           | 61           | 80           | 121          | 121          | 61           | 63           |
| <b>Own funds</b>                                          | <b>5,809</b> | <b>5,558</b> | <b>5,701</b> | <b>5,368</b> | <b>5,380</b> | <b>5,295</b> | <b>6,000</b> | <b>5,368</b> | <b>5,856</b> |
| Solvency II ratio, %                                      | 172          | 174          | 180          | 177          | 177          | 179          | 180          | 177          | 182          |

As of 2025, the reported regulatory Solvency II ratio includes dividend accrual based on the latest regular dividend. For full-year, the actual proposed dividend has been deducted. Buybacks are being deducted from own funds in full when announced.



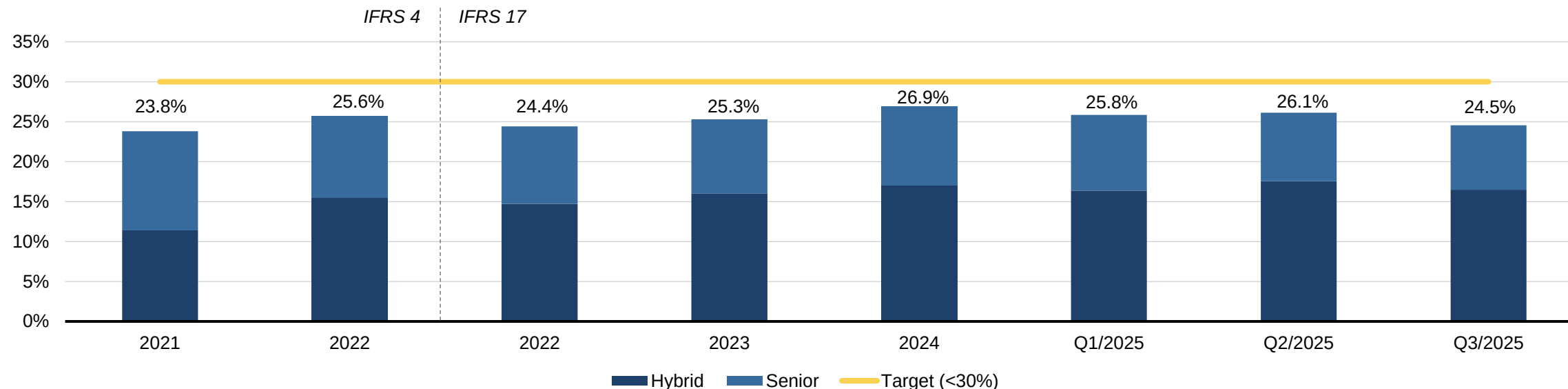
# Estimated Solvency II ratio sensitivities on market risk factors

|                      | Q3/2025 | Q2/2025 | Q1/2025 | Q4/2024 | Q3/2024 | Q2/2024 | Q1/2024 | FY 2024 | FY 2023 |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Solvency II ratio    | 172%    | 174%    | 180%    | 177%    | 198%    | 192%    | 186%    | 177%    | 182%    |
| Rates -100bps        | -5%-p   | -5%-p   | -5%-p   | -5%-p   | -5%-p   | -4%-p   | -4%-p   | -5%-p   | -5%-p   |
| Rates +100bps        | +4%-p   | +4%-p   | +4%-p   | +3%-p   | +5%-p   | +4%-p   | +3%-p   | +3%-p   | +5%-p   |
| Spreads +100bps      | -7%-p   | -8%-p   | -8%-p   | -9%-p   | -8%-p   | -7%-p   | -7%-p   | -9%-p   | -6%-p   |
| Equity prices -10%   | +1%-p   | 0%-p    | 0%-p    | -1%-p   | 0%-p    | 0%-p    | +1%-p   | -1%-p   | +1%-p   |
| Equity prices -20%   | +2%-p   | -2%-p   | -1%-p   | -4%-p   | -1%-p   | -1%-p   | +1%-p   | -4%-p   | 0%-p    |
| Equity prices -30%   | 0%-p    | -5%-p   | -4%-p   | -8%-p   | -5%-p   | -5%-p   | -1%-p   | -8%-p   | -3%-p   |
| Symmetric adjustment | 6.92%   | 6.23%   | 5.32%   | 2.86%   | 4.34%   | 4.03%   | 5.25%   | 2.86%   | 1.46%   |

At the end of Q3/2025, the symmetric adjustment is assumed to have the following values in the equity market scenarios:

| Scenario           | Symmetric adjustment |
|--------------------|----------------------|
| Equity prices -10% | 0.84%                |
| Equity prices -20% | -5.25%               |
| Equity prices -30% | -10.00%              |

# Financial leverage development



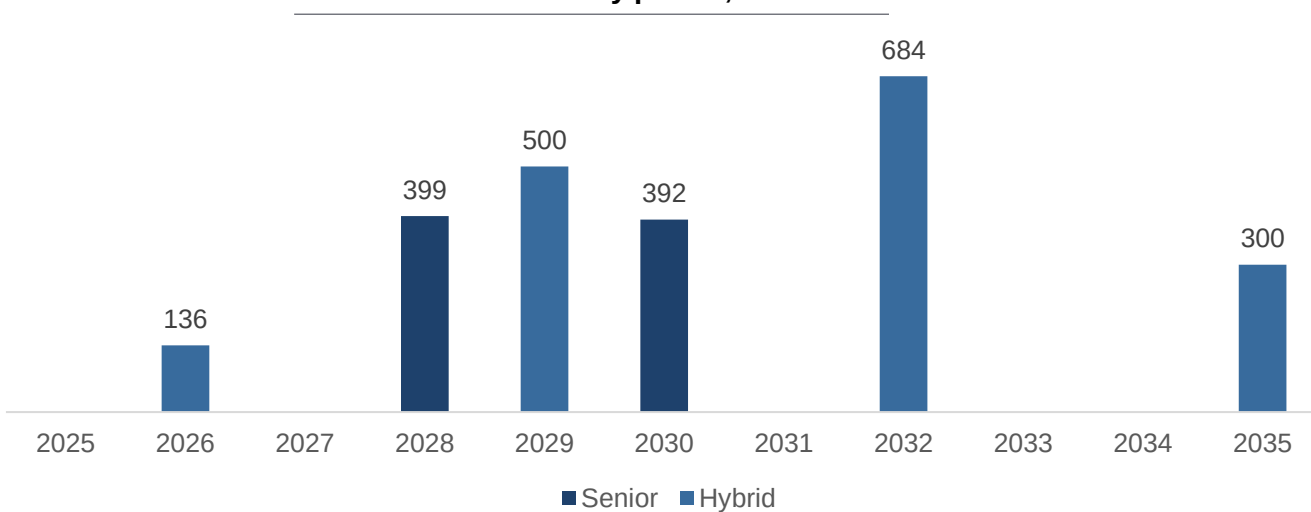
| EURm              | 2021         | 2022 (IFRS 4) | 2022 (IFRS 17) | 2023         | 2024         | Q1/2025      | Q2/2025      | Q3/2025      |
|-------------------|--------------|---------------|----------------|--------------|--------------|--------------|--------------|--------------|
| Hybrid debt       | 2,015        | 1,983         | 1,983          | 1,645        | 1,642        | 1,650        | 1,626        | 1,611        |
| Senior debt       | 2,195        | 1,306         | 1,306          | 959          | 954          | 957          | 792          | 788          |
| <b>Total debt</b> | <b>4,210</b> | <b>3,288</b>  | <b>3,288</b>   | <b>2,604</b> | <b>2,596</b> | <b>2,606</b> | <b>2,418</b> | <b>2,399</b> |
| IFRS equity*      | 13,464       | 9,543         | 10,178         | 7,687        | 7,059        | 7,480        | 6,840        | 7,373        |

\*) Excluding Tier 1 debt

# Outstanding debt instruments

|                       | Issue date | Currency | Issued, million | Outstanding, million | Coupon            | Maturity date | First call date |
|-----------------------|------------|----------|-----------------|----------------------|-------------------|---------------|-----------------|
| Sampo plc senior bond | Feb 2018   | EUR      | 500             | 313                  | 1.625%            | 21 Feb 2028   | 21 Nov 2027     |
| Sampo plc senior bond | Aug 2018   | NOK      | 1,000 (EUR 85)  | 1,000 (EUR 85)       | 3.100%            | 7 Sep 2028    | -               |
| Sampo plc Tier 2      | May 2019   | EUR      | 500             | 500                  | 3.375%            | 23 May 2049   | 23 May 2029     |
| Sampo plc senior bond | Sep 2018   | EUR      | 500             | 392                  | 2.250%            | 27 Sep 2030   | 27 Jun 2030     |
| Sampo Tier 2          | Aug 2020   | EUR      | 1,000           | 684                  | 2.500%            | 3 Sep 2052    | 3 Sep 2032      |
| Sampo RT 1            | Sep 2025   | EUR      | 300             | 300                  | 5.25%             | Perpetual     | 24 Sep 2035     |
| If Tier 2             | Mar 2018   | SEK      | 1,500 (EUR 136) | 1,500 (EUR 136)      | Stibor 3m + 1.30% | 17 Jun 2051   | 17 Mar 2026     |

Debt maturity profile, EURm



Credit Ratings

|                                                            | Moody's |         | Standard & Poor's |         |
|------------------------------------------------------------|---------|---------|-------------------|---------|
|                                                            | Rating  | Outlook | Rating            | Outlook |
| Sampo plc – Issuer Credit Rating                           | A2      | Stable  | A                 | Stable  |
| If P&C Insurance Ltd – Insurance Financial Strength Rating | Aa3     | Stable  | AA-               | Stable  |
| If P&C Insurance Holding Ltd (publ) – Issuer Credit Rating | -       | -       | A                 | Stable  |

# Hold Co (Sampo plc) balance sheet

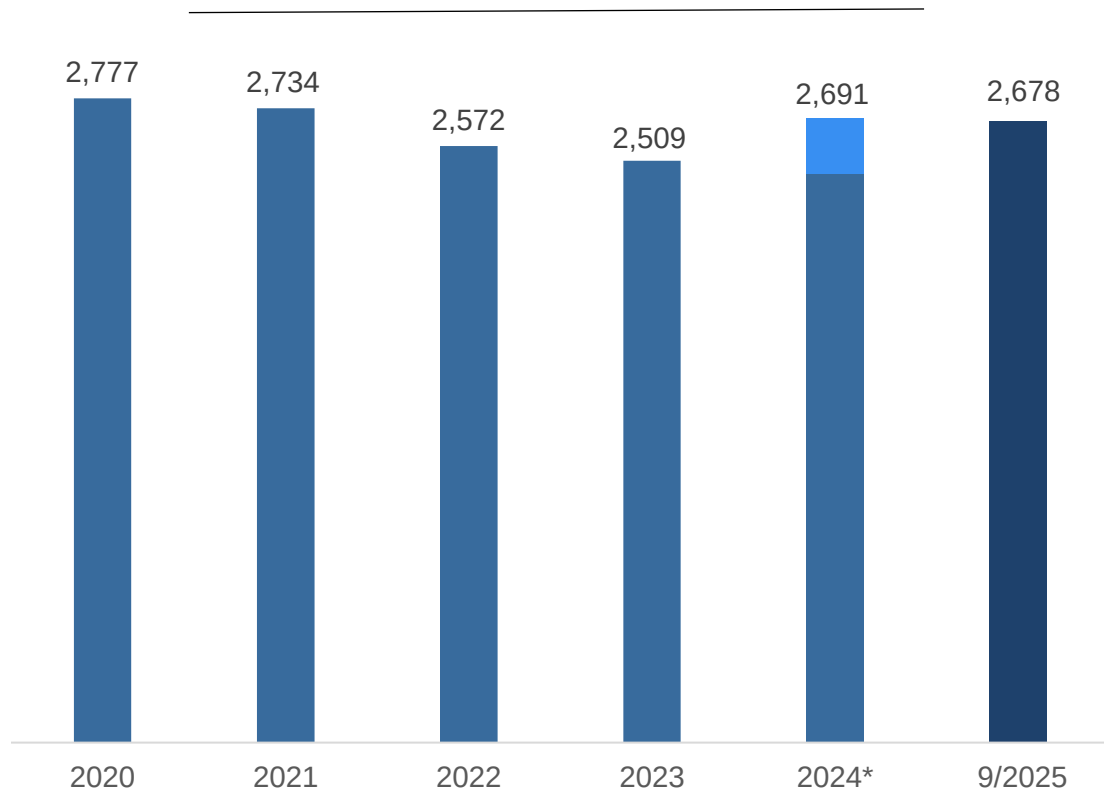
| EURm                           | Q3/2025       | Q2/2025       | Q1/2025       | Q4/2024       | Q3/2024      | Q2/2024      | Q1/2024      | FY 2024       | FY 2023      |
|--------------------------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|--------------|
| Liquidity                      | 862           | 593           | 608           | 626           | 1,169        | 1,477        | 1,342        | 626           | 1,352        |
| Investment assets              | 2,584         | 2,380         | 2,406         | 2,408         | 676          | 695          | 979          | 2,408         | 979          |
| Tangible assets                | 4             | 2             | 3             | 3             | 3            | 2            | 2            | 3             | 2            |
| Fixed income                   | 1,814         | 1,814         | 1,825         | 1,826         | 101          | 100          | 101          | 1,826         | 101          |
| Equity and private equity      | 767           | 563           | 578           | 580           | 572          | 592          | 876          | 580           | 876          |
| Equity holdings (subsidiaries) | 7,431         | 7,431         | 7,431         | 7,431         | 7,618        | 5,635        | 5,635        | 7,431         | 5,635        |
| Other assets                   | 90            | 57            | 113           | 44            | 28           | 28           | 28           | 44            | 24           |
| <b>Total assets</b>            | <b>10,967</b> | <b>10,460</b> | <b>10,557</b> | <b>10,508</b> | <b>9,491</b> | <b>7,834</b> | <b>7,985</b> | <b>10,508</b> | <b>7,990</b> |
| Long-term senior debt          | 788           | 792           | 957           | 954           | 954          | 956          | 954          | 954           | 959          |
| Private placements             | 0             | 0             | 0             | 0             | 0            | 0            | 0            | 0             | 2            |
| Bonds issued                   | 788           | 792           | 957           | 954           | 954          | 956          | 954          | 954           | 957          |
| Subordinated debt              | 1,178         | 1,492         | 1,491         | 1,491         | 1,491        | 1,490        | 1,490        | 1,491         | 1,490        |
| Capital                        | 8,816         | 8,083         | 7,952         | 7,989         | 6,964        | 5,291        | 5,446        | 7,989         | 5,465        |
| Undistributable capital        | 98            | 98            | 98            | 98            | 98           | 98           | 98           | 98            | 98           |
| Distributable capital          | 8,718         | 7,985         | 7,853         | 7,891         | 6,866        | 5,193        | 5,348        | 7,891         | 5,367        |
| Other Liabilities              | 185           | 94            | 157           | 75            | 82           | 96           | 95           | 75            | 76           |
| <b>Total Liabilities</b>       | <b>10,967</b> | <b>10,460</b> | <b>10,557</b> | <b>10,508</b> | <b>9,491</b> | <b>7,834</b> | <b>7,985</b> | <b>10,508</b> | <b>7,990</b> |

Fixed income from Q4/2024 onwards includes the loan agreement of EUR 1,724 million between Sampo plc and If in connection with the sale of Topdanmark shares to If in November 2024.

# Additional information

# Share count development

Total share count, million



Shares held by the company have been deducted from the total share count and the average number of shares.

\*) 241 million new shares issued for Topdanmark shareholders in 2024.

Average number of shares

|           |               |
|-----------|---------------|
| 1-12/2020 | 2,776,759,250 |
| 1-12/2021 | 2,771,584,090 |
| 1-12/2022 | 2,651,481,010 |
| 1-12/2023 | 2,529,695,320 |
| 1-3/2024  | 2,508,983,760 |
| 1-6/2024  | 2,508,804,685 |
| 1-9/2024  | 2,514,477,515 |
| 1-12/2024 | 2,560,572,410 |
| 1-3/2025  | 2,691,238,860 |
| 1-6/2025  | 2,691,238,860 |
| 1-9/2025  | 2,687,302,193 |

Quarterly EPS figures are calculated by deducting the previous quarters' result from the YTD result.

# Share buybacks development

## Buyback programmes

|              | Launch      | Start        | End         | Announced,<br>EURm | Executed,<br>EURm |
|--------------|-------------|--------------|-------------|--------------------|-------------------|
| 1. programme | 1 Oct 2021  | 4 Oct 2021   | 25 Mar 2022 | 750                | 750               |
| 2. programme | 30 Mar 2022 | 31 Mar 2022  | 17 May 2022 | 250                | 228               |
| 3. programme | 9 Jun 2022  | 10 Jun 2022  | 8 Feb 2023  | 1,000              | 1,000             |
| 4. programme | 29 Mar 2023 | 3 April 2023 | 1 Aug 2023  | 400                | 400               |
| 5. programme | 17 Jun 2024 | 18 Jun 2024  | 29 Nov 2024 | 475                | 475               |
| 6. programme | 6 Aug 2025  | 7 Aug 2025   | 30 Oct 2025 | 200                | 200               |
| 7. Programme | 5 Nov 2025  | 6 Nov 2025   | -           | 150                | -                 |

## Buybacks by quarter

|                         | Shares repurchased | EURm         |
|-------------------------|--------------------|--------------|
| <b>Total 2021</b>       | <b>42,699,780</b>  | <b>380</b>   |
| <b>Total 2022</b>       | <b>162,212,895</b> | <b>1,443</b> |
| <b>Total 2023</b>       | <b>62,862,815</b>  | <b>555</b>   |
| <b>Total 2024</b>       | <b>58,738,450</b>  | <b>475</b>   |
| Q1/2025                 | -                  | -            |
| Q2/2025                 | -                  | -            |
| Q3/2025                 | 13,239,620         | 129          |
| Q4/2025*                | 7,245,213          | 71           |
| <b>Total since 2021</b> | <b>346,998,773</b> | <b>3,053</b> |

\*) By 31 October 2025

# Geographical mix 1-9/2025

| EURm                       | Sweden      | Norway      | Denmark     | Finland     | UK          | Baltic & other | Group total  |
|----------------------------|-------------|-------------|-------------|-------------|-------------|----------------|--------------|
| Gross written premiums     | 1,523       | 1,614       | 1,807       | 1,079       | 2,243       | 195            | 8,461        |
| Insurance revenue, net     | 1,297       | 1,364       | 1,530       | 855         | 1,487       | 223            | 6,755        |
| <b>Underwriting result</b> | <b>256</b>  | <b>231</b>  | <b>229</b>  | <b>176</b>  | <b>175</b>  | <b>55</b>      | <b>1,121</b> |
| Risk ratio, %              | 59.1        | 64.1        | 58.4        | 57.0        | 51.8        | 54.2           | 25.5         |
| Cost ratio, %              | 21.1        | 18.9        | 26.7        | 22.4        | 36.5        | 21.2           | 57.9         |
| <b>Combined ratio, %</b>   | <b>80.3</b> | <b>83.1</b> | <b>85.0</b> | <b>79.4</b> | <b>88.3</b> | <b>75.4</b>    | <b>83.4</b>  |

*Gross written premiums and insurance revenue include broker revenues.*



# Geographical mix Q3/2025

| EURm                       | Sweden      | Norway      | Denmark     | Finland     | UK          | Baltic & other | Group total |
|----------------------------|-------------|-------------|-------------|-------------|-------------|----------------|-------------|
| Gross written premiums     | 393         | 384         | 400         | 220         | 764         | 57             | 2,218       |
| Insurance revenue, net     | 434         | 472         | 513         | 290         | 518         | 76             | 2,303       |
| <b>Underwriting result</b> | <b>103</b>  | <b>93</b>   | <b>66</b>   | <b>48</b>   | <b>63</b>   | <b>19</b>      | <b>392</b>  |
| Risk ratio, %              | 54.8        | 62.3        | 61.6        | 60.9        | 52.5        | 54.3           | 58.1        |
| Cost ratio, %              | 21.5        | 18.0        | 25.6        | 22.5        | 35.4        | 20.0           | 24.9        |
| <b>Combined ratio, %</b>   | <b>76.3</b> | <b>80.3</b> | <b>87.2</b> | <b>83.4</b> | <b>87.9</b> | <b>74.3</b>    | <b>83.0</b> |

*Gross written premiums and insurance revenue include broker revenues.*

# Geographical mix by segment 2024

| Private Nordic         | Sweden | Norway | Denmark | Finland | UK | Total        |
|------------------------|--------|--------|---------|---------|----|--------------|
| Gross written premiums | 1,213  | 992    | 1,018   | 649     | -  | <b>3,872</b> |
| Insurance revenue, net | 1,180  | 925    | 932     | 631     | -  | <b>3,667</b> |

| Nordic Commercial      | Sweden | Norway | Denmark | Finland | UK | Total        |
|------------------------|--------|--------|---------|---------|----|--------------|
| Gross written premiums | 277    | 618    | 916     | 362     | -  | <b>2,173</b> |
| Insurance revenue, net | 269    | 593    | 904     | 362     | -  | <b>2,128</b> |

Baltic and other operations reported a GWP of EUR 249 million and an insurance revenue of EUR 275 million in 2024.

*Gross written premiums and insurance revenue include broker revenues.*

| Private UK             | Sweden | Norway | Denmark | Finland | UK    | Total        |
|------------------------|--------|--------|---------|---------|-------|--------------|
| Gross written premiums | -      | -      | -       | -       | 2,565 | <b>2,565</b> |
| Insurance revenue, net | -      | -      | -       | -       | 1,659 | <b>1,659</b> |

| Nordic Industrial      | Sweden | Norway | Denmark | Finland | UK | Total        |
|------------------------|--------|--------|---------|---------|----|--------------|
| Gross written premiums | 466    | 214    | 208     | 182     | -  | <b>1,070</b> |
| Insurance revenue, net | 248    | 148    | 129     | 132     | -  | <b>657</b>   |

# Nordic new car sales

| Number of cars sold (1,000) | Q3/2025 | Q2/2025 | Q1/2025 | Q4/2024 | Q3/2024 | Q2/2024 | Q1/2024 | FY 2024 | FY 2023 | FY 2022 | FY 2021 | FY 2020 |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Sweden                      | 63.1    | 77.5    | 63.4    | 76.1    | 61.1    | 72.5    | 59.8    | 269.5   | 289.7   | 288.0   | 301.0   | 292.0   |
| Norway                      | 37.8    | 43.9    | 31.6    | 36.9    | 30.5    | 39.0    | 22.3    | 128.7   | 127.0   | 174.3   | 176.3   | 141.4   |
| Denmark                     | 44.5    | 52.1    | 37.4    | 46.8    | 39.9    | 49.4    | 36.9    | 173.1   | 172.8   | 148.3   | 185.3   | 198.2   |
| Finland                     | 16.7    | 20.6    | 16.7    | 18.6    | 16.3    | 20.7    | 18.5    | 74.1    | 87.5    | 81.7    | 98.5    | 96.4    |
| Nordic total                | 162.1   | 194.1   | 149.2   | 178.4   | 147.9   | 181.6   | 137.4   | 645.3   | 676.9   | 692.3   | 761.1   | 728.0   |

| Growth (year-on-year) | Q3/2025 | Q2/2025 | Q1/2025 | Q4/2024 | Q3/2024 | Q2/2024 | Q1/2024 | FY 2024 | FY 2023 | FY 2022 | FY 2021 | FY 2020 |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Sweden                | 3.2%    | 7.0%    | 6.1%    | -4.5%   | -11.8%  | -6.3%   | -5.5%   | -7.0%   | 0.6%    | -4.3%   | 3.1%    | -18.0%  |
| Norway                | 23.8%   | 12.6%   | 42.0%   | 17.3%   | 5.5%    | 3.0%    | -22.4%  | 1.4%    | -27.2%  | -1.1%   | 24.7%   | -0.7%   |
| Denmark               | 11.5%   | 5.5%    | 1.4%    | -4.0%   | 0.6%    | 11.4%   | -7.6%   | 0.2%    | 16.5%   | -20.0%  | -6.5%   | -12.2%  |
| Finland               | 2.1%    | -0.7%   | -9.5%   | -1.9%   | -24.7%  | -20.1%  | -12.0%  | -15.4%  | 7.1%    | -17.1%  | 2.2%    | -15.6%  |
| Nordic total          | 9.6%    | 6.9%    | 8.5%    | -0.3%   | -7.3%   | -2.1%   | -10.1%  | -4.7%   | -2.2%   | -9.0%   | 4.5%    | -13.2%  |

# Q3

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