

# Most people insure their assets, but forget themselves and their families.

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Annual report 2017 Storebrand Livsforsikring AS

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# Report of the board of directors

#### HIGHLIGHTS

Storebrand Livsforsikring has its main business in Norway with its head office located in Lysaker in Bærum municipality. Storebrand Livsforsikring is the largest business in the Storebrand Group.

Storebrand Livsforsikring provides better pensions - simple and sustainable. otal savings and pension are the sum of many minor and major financial decisions and the Group offers products within savings and insurance to private individuals, companies and public sector entities. Storebrand Livsforsikring is divided into the segments Savings, Insurance, Guaranteed Pension and Other. Savings and Insurance are the Group's growth areas, while Guaranteed Pension is in long-term decline.

Storebrand's strategy is to provide profitable growth within growth areas through simple and sustainable solutions, while we also manage our guaranteed portfolios in a capital-efficient manner. Occupational pension is a core product in both Norway and Sweden. In Norway, employees and former employees of companies that have a pension agreement with Storebrand, are also offered attractive retail market solutions. Our vision is simple: We are successful when recommended by our customers. Therefore, the follow-up of feedback from customers is a priority. Storebrand's goal is to create, through our business activities, a future to look forward to. Our sustainable solutions not only contribute to better pensions, but also to a better world in which to retire. For several decades, it has been our ambition to be bold trailblazers within sustainable investments. We take an active position on the companies in which we invest both our own capital and that of our customers. We believe that companies that integrate environmental, social and good corporate governance considerations in their business activities will be part of creating better returns over time, both through reducing risk and creating new opportunities. This focus is further reinforced by more thorough reporting and the integration of sustainability into all parts of the value chain.

The Guaranteed Pensions area is in long-term decline. Companies are requesting products with guaranteed interest rates to a lesser extent, and these products are capital-intensive for the life insurance companies during periods of low interest rates. The customers' accrued pension rights are secured through a solid solvency position and robust systems for risk-taking in the business. During 2017, Storebrand continued to work at being the best provider of pension savings, in combination with further capital efficiency improvements and cost reductions. Continued strong growth within fund-based savings, and competitive and sustainable returns to customers to increased assets under management.

#### **GROWTH IN SAVINGS AND INSURANCE**

Corporate clients and their current and former employees are the Group's main target group. Most defined benefit based pension schemes in the private sector have been discontinued and new earnings mainly occur in the defined contribution based schemes. In the corporate market, Storebrand has maintained its position as the market leader for defined contribution pensions in Norway with a market share of 32%. In Sweden, SPP has a strong challenger role with a market share of 14% within occupational pensions outside the collective agreements. During 2017, Storebrand took important steps in its work on highlighting long-term value creation as part of the continued development of the sustainability work. This involves a broader view of sustainability by linking the financial and non-financial objectives to long-term sustainable value creation. Storebrand and SPP's sustainability work strengthens the Group's competitive position and makes a business model that creates value for shareholders and has positive effects for the society we operate and invest in.

#### **GUARANTEED PENSION**

#### STRENGTHENING OF RESERVES FOR INCREASED LONGEVITY

In the 4th quarter of 2015, Storebrand decided to charge the remaining estimated direct contribution to strengthen reserves for expected increased longevity. At the end of 2016, NOK 0.4 billion of the reserve strengthening remained. The remaining strengthening of reserves is expected to be covered by the surplus return and loss of profit sharing. The strengthening of reserves for increased longevity was concluded in 2017.

#### FINANCIAL TARGETS

In a period of low interest rates and strengthening of reserves for higher projected life expectancy, lower earnings within group pensions are expected. At the same time, the bulk of the business is being shifted from Guaranteed Pension to the Savings and Insurance segments. Storebrand has established a framework for capital management that links dividends to the solvency ratio. The goal is a solvency ratio for The Storebrand Group of over 150%, including transitional rules. The solvency ratio at the end of the fourth quarter was 172%. The solvency ratio without transitional rules at the end of the fourth quarter was 155%. The solvency level shows that the group is robust for the risks the business faces.

#### SUBSIDIARIES AND ASSOCIATED COMPANIES

Storebrand Livsforsikring AS owns 100% of Storebrand Holding AB, which in turn owns 100% of SPP Pension & Försäkring AB, SPP Spar AB, SPP Konsult AB and Storebrand & SPP Business Services AB. SPP is a leading Swedish supplier of life insurance and occupational pensions. SPP supplies unit-linked products, traditional insurance and defined-benefit pension products as well as consultancy services that cover occupational pensions and insurance and administration solutions for municipalities and other organisations. Together, Storebrand and SPP will create the leading life insurance and pension provider in the Nordic region. SPP's head office is located in Stockholm.

Storebrand Livsforsikring AS owns 89.6% of Benco Insurance Holding BV, which in turn owns Nordben Life and Pension Insurance Company Ltd. in Guernsey and Euroben Life and Pension Ltd with its head office in Dublin. The companies offer pension products to multinational companiesThrough its subsidiaries Aktuar Systemer AS and Storebrand Pensjonstjenester AS, Storebrand offers deliveries within actuarial services, system solutions and all types of services associated with the operation of pension funds.

In 2005 Storebrand Livsforsikring AS set up a branch in Sweden. The branch manages pension insurance policies and unit-linked agreements in the Swedish market in accordance with the Norwegian Insurance Act. New sales no longer take place in the branch. In 2008 the branch was integrated with SPP.

Storebrand Finansiell Rådgivning AS was established as a wholly owned subsidiary by Storebrand Livsforsikring AS in order to satisfy legal changes within financial advice (the MiFid directive) which entered into force on 1 November 2007.

Storebrand Eiendom Trygg AS, Storebrand Eiendoms Vekst AS and Storebrand Eiendom Utvikling AS are holding companies for the Norwegian property operations. The companies are 100% owned by Storebrand Livsforsikring AS. In addition, Storebrand Livsforsikring AS owns 20.9% of Storebrand Eiendomsfond Norge KS through ownership in wholly owned daughter Storebrand Eiendom Invest AS.

Foran Real Estate in Latvia is 70% owned by Storebrand Livsforsikring AS and 29% by SPP Pension & Försäkring AB. The company invests in forests in Latvia.

#### PROFIT

Storebrand Livsforsikring AS is a wholly owned subsidiary of the listed Storebrand ASA. For information about the Storebrand Group's result please refer to the Storebrand Group's annual report for 2017.

The official financial statements of the Storebrand Livsforsikring group are prepared in accordance with the International Financial Reporting Standards (IFRS), while the official financial statements of Storebrand Livsforsikring AS are prepared in accordance with the Annual Accounts Regulations for life insurance Companies.

#### STOREBRAND LIVSFORSIKRING GROUP

| (NOK million)                                   | 2017   | 2016   |
|---|--------|--------|
| Fee and administration income                   | 3,101  | 3,038  |
| Insurance result                                | 837    | 689    |
| Operational cost                                | -2,424 | -2,412 |
| Operating profit                                | 1,514  | 1,315  |
| Financial itmens and risk result life & pension | 477    | 779    |
| Profit before amortisation                      | 1,992  | 2,093  |

Storebrand Livsforsikring achieved a group profit before amortisation and strengthening of longevity reserves at 1,992 million in 2017, compared with 2,093 million in 2016. Profit before tax was NOK 1,601 million in 2017, compared with NOK 1,697 million in 2016. Profit after tax was NOK 1,805 million compared to 1,501 previous year.

Fee and administration income increased by 2.1% in 2017. The increase was 3.0% adjusted for currency effects. The underlying income performance is marked by higher income from products without guaranteed interest rates and a decline in income from products with guaranteed interest rates.

Operating costs increased by 0.5% in 2017. The financial tax on salaries has increased the salary costs with NOK 37 million compared with the previous year. Storebrand has introduced an ambitious program to digitalize and streamline operations. Cost rationalisation is achieved through workforce reductions, increased outsourcing and automation.

The Financial result is reduced compared to the previous year mainly because of the strengthening of reserves in Swedish business by approximately NOK 200 million as a result of expected regulatory reduction of the UFR (Ultimate Forward Rate).

The Financial result is reduced compared to the previous year mainly because of the strengthening of reserves in the Swedish business by approximately NOK 200 million as a result of the transition to a new UFR (Ultimate Forward Rate).

Storebrand Livsforsikring group had a tax income of NOK 204 million for 2017. The effective tax rate is influenced by the fact that the Group has operations in countries with tax rates that are different from Norway, and it varies from quarter to quarter depending on each legal entity's contribution to the Group result. The tax rate is estimated at between 19-23% for 2018.

A reduction in the corporate tax rate from 24% to 23%, effective from 1 January 2018, will have an impact on Group companies that are not subject to the 25% financial tax. The Group's investment properties are owned by companies that receive a reduced tax rate from 2018, something that means lower deferred tax on temporary differences relating to the investment properties of NOK 105 million. In addition, sales of properties have resulted in the reversal of associated taxable temporary differences, which gives a reduction in the tax expense for the year of approximately NOK 750 million. Storebrand Livsforsikring AS has received notice of an adjustment to the 2015 tax assessment. Based on the notice, a provision was made in the annual financial statements for 2017 for an uncertain tax position. Storebrand disagrees with the arguments that were put forward and will submit its reply to the tax authorities by the deadline that has been set. For more information about the size of the amount and related uncertainty see Note 27.

#### PROFIT BY BUSINESS AREA

The segments in the reporting are: Savings, Insurance, Guaranteed Pensions and Other.

The presentation of result by area is exclusive internal transactions.

| (NOK million)              | 2017  | 2016  |
|----------------------------|-------|-------|
| Savings                    | 536   | 418   |
| Insurance                  | 462   | 429   |
| Guaranteed pensions        | 766   | 870   |
| Other                      | 228   | 377   |
| Profit before amortisation | 1,992 | 2,093 |

Segment Savings has a growth in fee-and administration incomes of 12% from 2016 to 2017. The result is affected by the costs associated with launching of IPS.

The Insurance segment shows 1.4% growth in premium income. The insurance result shows satisfactory development in risk combined with resolution of reserves.

Fee and administration income in the Guaranteed Pension segment has developed in line with the fact that a large part of the portfolio is mature and in long-term decline. Administration income fell 5.3%. Operating costs are being reduced over time as a result of the area being in long-term decline.

#### **BUSINESS AREAS**

The Savings business and Unit Linked area includes products for retirement savings with no interest rate guarantees. The business area consists of defined contribution pensions in Norway and Sweden.

#### SAVINGS

| Resultat før amortisering                       | 536    | 418   |
|---|--------|-------|
| Profit before amortisation                      |        |       |
| - Risk result life & pensions                   | 7      | 6     |
| Financial itmens and risk result life & pension | 7      | 6     |
| Operating profit                                | 530    | 412   |
| Operational cost                                | -1,013 | -996  |
| Fee and administration income                   | 1,543  | 1,378 |
| (NOK million)                                   | 2017   | 2016  |

The Savings segment reported a profit of 536 million in 2017 compared with 418 million the previous year. The earnings improvement is driven by volume and income growth.

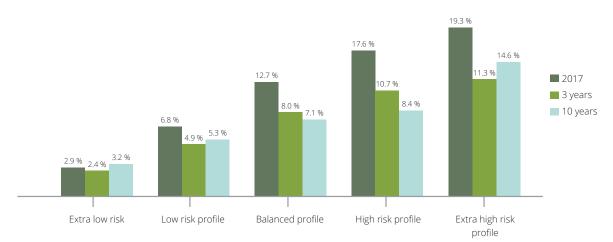
Total fee and administration income increased by 12% from 2016 to 2017

Total fee and administrative income increased by 12% from 2016 to 2017. Income growth is driven by the customers' conversion from definedbenefit to defined-contribution pension schemes in combination with new business and higher savings rates. For the Norwegian Unit Linked products, increased competition contributes to pressure on margins, while there are relatively stable margins in the Swedish business.

The nominal cost level increased in accordance with the volume growth, which is attributed to investments in new products (IPS), higher distribution costs and other volume-related costs.

Defined contribution pensions continue to show strong growth due to most companies now having chosen to convert from defined benefit schemes to defined contribution-based schemes. This increases both the number of members and the current premium payments and assets under management in the defined contribution-based pension schemes in both Norway and Sweden, in addition to growth through the return on premium reserves. Growth in customer assets was 23% in Norway and 17% in Sweden compared with the previous year.

#### RETURN ON DEFINED CONTRIBUTION PENSION STANDARD PORTFOLIOS IN ITP SCHEME



#### BALANCE SHEET AND MARKET TRENDS

Premium income amounted to NOK 15 billion in 2017, which is NOK 0.9 billion higher than in 2016. Total reserves for non-guaranteed life insurance-related savings have grown by 22% to NOK 168 billion since 2016.

In the Norwegian market, Storebrand maintained its position as the market leader for defined contribution schemes, with around 32% of the market. Premium growth for defined contribution occupational pensions was 7% in Norway in 2017. The growth is driven by sales to new customers, conversion from defined benefit pensions and sales of higher savings rates, in addition to growth from wage adjustments. There is strong competition in the market for defined contribution pensions, and Storebrand expects that this will continue.

SPP has a market share of 14% in the Swedish market for other occupational pensions. Premium income was 3% higher than in 2016. The transfer balance and new sales improved on the previous year.

#### **KEY FIGURES SAVINGS**

| (NOK million)        | 2017    | 2016    |
|----------------------|---------|---------|
| Unit Linked Reserves | 167,849 | 139,822 |
| Unit Linked Premiums | 15,017  | 14,143  |

#### INSURANCE

The Insurance business area encompasses personal risk products in the Norwegian and Swedish retail market and employee insurance and pensions-related insurance in the Norwegian and Swedish corporate market.

| (NOK million)                                   | 201   | 7 2016   |
|---|-------|----------|
| Insurance result                                | 83    | 7 689    |
| - Insurance premiums f.o.a.                     | 2,79  | 7 2,759  |
| - Claims f.o.a.                                 | -1,96 | 0 -2,070 |
| Operational cost                                | -47   | -418     |
| Operating profit                                | 36    | 5 271    |
| Financial itmens and risk result life & pension | 9     | 7 158    |
| - Financial result                              | 9     | 7 158    |
| Profit before amortisation                      | 46    | 2 429    |

Profit before amortisation was NOK 462 million compared with NOK 429 million in 2016. The insurance resultat was NOK 837 million for the full year with an overall combined ratio of 93% (89% in 2016). The insurance premiums increased by 1.4% in 2017. The claims ratio shows a satisfactory development in risk combined with dissolution of reserves in employee insurance.

| Combined ratio | 93 % | 89 % |
|----------------|------|------|
| Cost ratio     | 18 % | 17 % |
| Claims ratio   | 75 % | 72 % |
|                | 2017 | 2016 |

The combined risk result gives a claims ratio of 75% (72% in 2016) and the underlying risk development is satisfactory. High financial income and the dissolution of reserves for employee insurance contribute to a good result. Group disability pensions delivered a lower result than the previous year, which was primarily due to the financial result passing to the customer. Personal risk products maintains a good level of profitability with marginal portfolio growth. The result for the Swedish risk products was lower as a result of the drop in premium income.

The cost ratio was 18% (17% in 2016) for the year. As planned, increased volumes and ambitions of growth have resulted in higher allocated costs for the insurance area.

The investment portfolio of Insurance in Norway amounts to NOK 6.4 billion, which is primarily invested in fixed income securities with a short or medium duration. The return was good, but lower than the previous year due to lower booked return.

#### BALANCE SHEET AND MARKET TRENDS

The insurance area offers a broad range of products to the retail market in Norway, as well as the corporate market in both Norway and Sweden. Profitability in the retail market is generally considered to be good, while the margins in the corporate market are consistently low. We see this in connection with both personal insurance and risk cover related to defined contribution pensions in Norway, where the competition is strong and price is an important competition parameter. Total annual premiums at the end of 2017 amounted to NOK 2.7 billion, NOK 0.6 billion of which is from the retail market and NOK 2.1 billion of which is from the corporate market.

Storebrand enjoys a well-established position in the retail market for risk products The growth in personal risk products was stable and in line with general market growth.

The corporate market is generally a more mature market with lower margins and stronger focus on price. The profitability of group disability pension has been weak over an extended period, however recent initiatives have significantly improved profitability. However, tough competition places pressure on the margins for individual customers. Health insurance is a growth market. Measured in terms of premiums written, Storebrand is one of the market leaders in health insurance, which also has a good level of profitability. Storebrand is a relatively small player within employee insurance, but profitability is satisfactory. In Sweden, the disability trend has been downward for a long period of time, which has led to reduced premiums in general.

#### PORTFOLIO PREMIUM (ANNUAL)

| (NOK million)                            | 2017  | 2016  |
|--|-------|-------|
| Individual life *                        | 642   | 632   |
| Group life **                            | 899   | 896   |
| Pension related disability insurance *** | 1,164 | 1,266 |
| Portfolio premium                        | 2,704 | 2,793 |

\* Individual life disability insurance

\*\* Group disability, workers compensation insurance

\*\*\* DC disability risk premium Norway and disability risk Sweden

#### **GUARANTEED PENSION**

The Guaranteed Pension business area includes long-term pension savings products that give customers a guaranteed rate of return. The business area covers defined benefit pensions in Norway and Sweden, paid-up policies and individual capital and pension insurance.

#### RESULTAT

| (NOK million)                                   | 2017  | 2016  |
|---|-------|-------|
| Fee and administration income                   | 1,483 | 1,566 |
| Operational cost                                | -889  | -981  |
| Operating profit                                | 595   | 585   |
| Financial itmens and risk result life & pension | 171   | 284   |
| - Risk result life & pensions                   | 67    | -37   |
| - Net profit sharing                            | 104   | 322   |
| Profit before amortisation                      | 766   | 870   |

The result for Guaranteed Pension before amortisation totalled NOK 766 million in 2017, which was a decrease of NOK 104 million compared with 2016. The fall in earnings was due to reduced profit sharing in SPP as a result of the strengthening of reserves of approximately NOK 200 million in connection with the transition to a new UFR (Ultimate Forward Rate).

During 2017, fee and administration income developed in line with the fact that a large part of the portfolio is mature and in long-term decline. Income was NOK 1,483 million in 2017, compared with NOK 1,566 million in the previous year. In 2017, income fell by 5.3% compared with 2016. New subscriptions for guaranteed pensions have been closed for most products, however, premium payments and the accumulation of returns for existing customers mean that it takes time before the reserves are nominally reduced.

Operating costs were NOK 889 million in 2017, which is NOK 92 million less than in 2016. Operating costs are being reduced over time as a result of the area being in long-term decline.

The risk result was NOK 67 million in 2017, compared with minus NOK 37 million in the previous year. Changes were made to the reserves at the start of 2017 to strengthen the result and this had an impact in 2017. The risk result is largely generated in the Swedish business. The risk result in the Norwegian business was restricted as a result of the business volume decreasing, reserve strengthening due to the introduction of new collective disability pension and general disability developments in the portfolio during this period.

The result from profit sharing and loan losses in the Guaranteed Pension segment consists of profit sharing and financial effects. The result was NOK 104 million in 2017, compared with NOK 322 million in the previous year. The underlying profit-sharing results were satisfactory. However, earnings were reduced by the strengthening of reserves in the Swedish business of approximately NOK 200 million due to the transition to a new UFR (Ultimate Forward Rate).

#### BALANCE SHEET AND MARKET TRENDS

Customer reserves for guaranteed pensions amounted to NOK 264 billion at the end of 2017, which is an increase of NOK 5.6 billion and 2% compared with 2016. Adjusted for the exchange rate the increase is 0.4%. In the Norwegian business, paid-up policies were the only guaranteed pension portfolio experiencing growth and amounted to NOK 128 billion at the end of 2017, representing an increase of NOK 14 billion in 2017, which is the equivalent of 12% during the year. From the end of 2014, the customers were given an offer to convert from traditional paid-up policies to paid-up policies with investment options, and insurance reserves for paid-up policies with investment options amounted to NOK 6.8 billion at the end of 2017 and are included in the Savings segment.

| (NOK million)                                       | 2017    | 2016    |
|---|---------|---------|
| Guaranteed reserves                                 | 264,320 | 258,723 |
| Guaranteed reseves in % of total reserves           | 61.2 %  | 64.9 %  |
| Transfer out of guaranteed reserves                 | 959     | 7,729   |
| Buffer capital in % of customer reserves Storebrand | 7.2 %   | 5.7 %   |
| Buffer capital in % of customer reserves SPP        | 9.0 %   | 6.7 %   |

The premium income for Guaranteed Pension (excluding transfers) was NOK 5.2 billion in 2017. This represents a decline of 16%, compared with 2016. The majority of products are closed for new business and the customers' choices about transferring from guaranteed to non-guaranteed products are in line with the Group's strategy.

#### PREMIUM INCOME (EXCLUSIVE TRANSFERS)

| (NOK million)               | 2017  | 2016  |
|-----------------------------|-------|-------|
| Defined Benefit             | 3,202 | 4,095 |
| Paid-up policies            | 132   | 119   |
| Individual life and pension | 249   | 265   |
| Guaranteed products SPP     | 1,662 | 1,741 |
| Total                       | 5,246 | 6,220 |

#### OTHER

Under Other, the company portfolios and smaller daughter companies with Storebrand Livsforsikring and SPP are reported. In addition, the result associated with the activities at BenCo is included.

| (NOK million)                                   | 2017 | 2016 |
|---|------|------|
| Fee and administration income                   | 75   | 94   |
| Operational cost                                | -50  | -48  |
| Operating profit                                | 25   | 46   |
| Financial itmens and risk result life & pension | 203  | 331  |
| - Risk result life & pensions                   | -4   | 7    |
| - Financial result                              | 207  | 333  |
| - Net profit sharing                            |      | -9   |
| Profit before amortisation                      | 228  | 377  |

The result before amortisation for the Other segment activities was NOK 228 million for 2017, compared with NOK 377 million for 2016.

The Storebrand Livsforsikring is funded by a combination of equity and subordinated loans. With the interest rate levels at the end of 2017, quarterly interest expenses of approximately NOK 80 million are expected.

The financial result includes the return on the company portfolios in Storebrand Livsforsikring and SPP. The financial result decreased as a result of lower returns in company portfolios.

#### CAPITAL SITUATION, RATING AND RISK

#### CAPITAL SITUATION

Storebrand pays particular attention to the levels of equity and loans in the Group, which are continually and systematically optimised. The level is adjusted for the financial risk and capital requirements. The growth and composition of business segments will be important driving forces behind the need for capital. The purpose of capital management is to ensure an efficient capital structure and ensure an appropriate balance between internal goals and regulatory requirements. The Group's target is to achieve a solvency margin ratio in accordance with Solvency II of at least 150%. Storebrand Livsforsikring AS also aims to achieve an A level rating.

At the end of 2017 Storebrand Livsforsikring AS had a rating with a stable outlook BBB+ from Standard & Poor's.

The Solvency II regulations were introduced on 1 January 2016. The Group's target solvency margin in accordance with the Solvency II regulations is a minimum of 150%, including use of the transitional rules. The solvency margin for the Storebrand Group was calculated at 172% at the end of 2017, including the transitional rule. Without transitional rules, the solvency margin was 155%. Storebrand uses the standard model for the calculation of Solvency II. The solvency margin without transitional rules was strengthened due to strong investment results, withheld profits, the issuing of a subordinated loan and certain modifications to the modelling. The changes result in decreased equity that was fully compensation by the transitional provisions and thereby explain the increased value of the transitional amounts.

Storebrand Livsforsikring AS had a solvency margin after transitional rules of 224% per 31.12.17 compared to 201% in 2016 (without transitional rules, the solvency margin is calculated at 203%). The Storebrand Livsforsikring Group is no longer required to report the solvency margin, requirement at consolidated level applies for the Storebrand Group.

| (NOK million)                       | 2013   | 2014   | 2015   | 2016   | 2017   |
|-------------------------------------|--------|--------|--------|--------|--------|
| Equity                              | 19,095 | 20,683 | 22,975 | 23,542 | 25,735 |
| Subordinated loan capital           | 6,632  | 7,117  | 7,333  | 7,196  | 8,426  |
| Risk equalisation fund              | 776    | 829    | 142    | 140    | 143    |
| Market value adjustment reserve     | 3,823  | 5,814  | 4,520  | 2,684  | 3,707  |
| Additional statutory reserves (ASR) | 4,458  | 5,118  | 5,160  | 6,794  | 8,254  |
| Conditional bonus (CB)              | 14,167 | 11,281 | 9,336  | 7,241  | 9,176  |
| Reserves on bonds held to maturity  | 5,160  | 13,364 | 10,581 | 8,785  | 8,531  |
| Total                               | 54,111 | 64,206 | 60,047 | 56,381 | 63,972 |

The solidity capital increased by NOK 7.4 billion in 2017. The market value adjustment reserve increased by NOK 1.0 million and amounted to NOK 3.7 million at the end of the year. Conditional bonus increased by NOK 1.9 million and amounted to NOK 9.2 million. A good booked return has contributed to increasing the additional statutory reserves. The additional statutory reserves totalled NOK 8.3 million at the end of the year, an increase of NOK 1.5 million for the year. The excess value of bonds and loans valued at amortised cost declined due to higher interest rates by NOK 0.3 million for the year and amounted to NOK 8.5 million as at 31 December. The excess value of bonds at amortised cost is not included in the financial statements.



#### CUSTOMER BUFFER STOREBRAND LIVSFORSIKRING

Market value adjustment reserve in % of customer funds with guarantee

Additional reserves in % of customer funds with guarantee



#### CUSTOMER BUFFER SPP PENSION & FÖRSÄKRING

Conditional bonus in % of customer funds with guarantee

#### RISK

Storebrand's business is to assume and manage various risks in a deliberate, controlled and responsible manner, at the expense of both the customers and the owners.

For insurance and pension products, Storebrand receives payment from companies and individuals to assume the risk that various insured events will occur. For pension products, it is necessary to assume financial market risk to create a return on pension assets. In all parts of the business, operational risk arises due to errors that can inflict losses on customers and/or costs on Storebrand.

Storebrand is dependent on large amounts of customer data for managing business operations and creating value. The management of information shall entail that there is a low risk of customer data or other sensitive information being abused or misplaced.

Risk management is about looking at both the positive and negative aspects of risk. Risk-taking should contribute to Storebrand achieving its strategic and commercial targets, including customers receiving a competitive return on their pension assets and that Storebrand receives adequate payment for assuming risk in relation to defined rates of return.

As a business requiring a licence, the Storebrand Group and the individual companies are subject to supervision by the Financial Supervisory Authority of Norway and the Swedish Financial Supervisory Authority. Storebrand must also comply with requirements from other public supervisory authorities, including the Norwegian Consumer Authority and the Norwegian Data Protection Authority. Risk management must satisfy the formal requirements pursuant to legislation and other regulations. The level of risk-taking shall be in accordance with the regulatory requirements and other needs of customers, shareholders, lenders, rating companies, etc. Undesired incidents shall be limited.

The majority of Storebrand's risk is from liabilities related to the products. The Group's result and risk are followed up and reported as four areas with very different result and risk drivers: Savings, Insurance, Guaranteed Pension and Other. The different business areas are described under the section Business Areas.

#### SAVINGS

Savings consists of unit linked insurance in Storebrand Livsforsikring.

For unit linked insurance, the customer bears the financial market risk. The disbursements are generally time limited, and therefore Storebrand bears low risk from increased life expectancy.

For Storebrand, the risk for unit linked insurance is primarily related to future income and cost changes. There is therefore an indirect market risk, because negative investment returns will reduce future income, without a corresponding reduction in costs. Incomes are also reduced if the customer chooses to leave. Market risk, particularly equity price risk and exit risk are therefore the greatest risks to unit linked insurance. There is also a risk that costs may increase.

#### INSURANCE

Insurance consists of risk products. The price can normally be changed on an annual basis if there are any changes in the risk situation.

The greatest risk is the disability risk. Storebrand has the risk of there being more disability cases than expected and/or that fewer disabled persons will be able to work again. The restructuring of disability cover in Norway's National Insurance Scheme from 1 January 2016 has for many given better cover from the National Insurance Scheme for new incidents of disability. All else being equal, this will reduce the scope of Storebrand's disability risk. Storebrand also provides cover with death benefits, but Storebrand's risk from this is very limited.

#### **GUARANTEED PENSION**

Guaranteed Pension comprises savings and pension products with guaranteed interest rates in Norway and Sweden. The greatest risks are financial market risk and life expectancy risk.

A common feature of the products is that Storebrand guarantees a minimum return. In Norway, the return must exceed the guarantee in each year, while in Sweden it is sufficient to achieve the guaranteed return as an average. In Sweden, new premiums generally have a guarantee of 1.25% for 85% of the premium, whereas existing reserves have a guaranteed annual return of up to a 5.2%. In Norway, new premiums are included with a 2.0% guaranteed return and increase in benefits due to a surplus exceeding the interest rate guarantee occurring with a 0.5% guarantee. The existing portfolio primarily has guarantee levels ranging from 3 to 4%. Over time, new premiums and possible upward adjustment will contribute to the average guarantee level falling.

Due to pension customers living longer on average, a new mortality tariff was introduced in Norway for defined benefit pensions and paid-up policies from 2014. For the existing reserves, the Financial Supervisory Authority of Norway has approved a seven-year escalation plan, and customer returns exceeding the guarantee can contribute to reserve strengthening. Storebrand's contribution must be at least 20% of the overall reserve strengthening. Storebrand system of 2017.

To achieve adequate returns from the customer portfolios, it is necessary to take investment risks (market risks). This is primarily done by investing in equities, property and corporate bonds.

Interest rate risk is in a special position because changes in interest rates also affect the value of the insurance liability in the solvency accounts. Since pension disbursements may be many years in the future, the insurance liabilities are particularly sensitive to changes in interest rates, and they should ideally be balanced with the equivalent interest rate sensitivity for the assets. It is not possible to eliminate the interest rate risk in Norway, but accounting at amortised cost reduces the solvency risk without increasing the risk from the annual guarantee. In Sweden, there is good correlation between the interest rate sensitivity of assets and liabilities.

There were goods returns for guaranteed customer portfolios in 2017. Good equity markets and high returns on property have made a positive contribution. In addition, reduced credit spreads have given good returns for bonds. In Norway, the return has been more than adequate to cover the guarantee plus completing the strengthening of reserves for increased longevity. In Sweden, the return on assets has been better than the increase in value of insurance liabilities and has contributed to strengthening the consolidation.

Interest rates at the end of 2017 were at approximately the same level now as at the start of the year in both Norway and Sweden. In Sweden, the money market rate is negative. Low interest rates increase Storebrand's risk, because this reduces the probability of achieving a return higher than the guarantee. In Norway, the effect will be dampened in the coming years by a large proportion of the investments being bonds held at amortised cost that will greatly benefit from securities purchased at interest rate levels higher than the current levels.

Changes in occupational pension schemes in Norway will reduce the risk of low interest rates over time, since defined benefit-based schemes are replaced by defined contribution pensions or hybrid schemes without a guaranteed return over zero per cent. The change has the greatest effect on new premiums, while existing reserves will continue as paid-up policies.

The bulk of guaranteed pension agreements have lifelong disbursements. These give higher disbursements if life span increases more than expected. The risk is reduced by the use of dynamic tariffs that include an increased longevity trend.

#### OTHER

Other comprises the company portfolios and smaller subsidiaries in Storebrand Livsforsikring and SPP. In addition, this segment comprises the activities of BenCo.

The company portfolios are invested at low risk, primarily in short-term interest-bearing securities with a high credit rating. BenCo's business is primarily a long-term discontinued business.

#### **REGULATORY CHANGES**

The regulations that are adopted by the authorities are of great importance to Storebrand. The Board considers the company to be fully in compliance with the applicable regulations and well-prepared for impending changes.

There are several processes taking place that may be of major importance to the occupational pension market in the future. The Ministry has sent draft legislation for a separate pension account for consultation. The AFP scheme was evaluated in 2017, and work is being carried out on a new public service occupational pension scheme.

New EU rules concerning customer information and advisory services enter into force in 2018.

#### EUROPEAN REGULATIONS

#### Solvency II

The standard model that is used for the calculation of capital requirements under Solvency II shall be revised by the end of 2018. In connection with this, the European supervisory authority (EIOPA) has conducted a consultation process as the basis for advice to the Commission. Among the questions raised in the consultation process have been the treatment of the loss-absorbing ability of deferred tax, the risk margin and the risk module for interest rate risk. EIOPA will provide its recommendations to the Commission by the end of February 2018.

#### Information and advisory services

A number of EU regulations linked to customer protection will be introduced in 2018.

PRIIPs (Packaged Retail and Insurance-based Investment Products), MIFID II (Markets in Financial Instruments Directive) and IDD (Insurance Distribution Directive) are EU rules that harmonise requirements for information and advisory services.

PRIIPS sets requirements for customers to receive standardised product information (key information document) when purchasing complex and insurance-based investment products. The requirements for the document are fully harmonised, but the regulation permits national choice concerning the products that should be included. In its proposal for implementation into Norwegian law, the Financial Supervisory Authority of Norway has proposed that the rules should apply to multiple products (paid-up policies with choice of investment, pension capital certificates and individual pension savings) in Norway. This has been sent for consultation, but the Ministry of Finance has yet to submit draft legislation to the Norwegian Parliament.

MIFID II and IDD are directives that stipulate rules for sales and advisory services, requirements for qualifications and further education, product development processes and managing of conflicts of interest for investment services and insurance products. MiFID II entered into force in Norwegian law on 1 January and Swedish law on 3 January 2018. Sweden has also introduced a ban on broker commissions.

The Commission has decided to postpone the introduction of IDD until 1 October 2018.

New rules for privacy and money laundering will also be introduced from 2018.

The General Data Protection Regulation (GDPR) sets stricter requirements for the business when concerning the use and reuse of personal data and grants customers the right to data portability (being able to take their data to another provider) and to object to some types of profiling, when their personal data is used to analyse and predict their behaviour.

The money laundering directive sets new requirements for identifying, understanding and initiating measures to counteract the risk of money laundering and terrorist financing. Among other things, requirements are set for the business to implement control measures for all customers and strengthen customer control measures through increased identified risk of money laundering and terrorist financing.

#### NORWEGIAN REGULATIONS

#### Separate pension account

The Norwegian Ministry of Finance proposal for legislation regarding pension accounts is subject to consultation until 21 February 2018. It is expected that the Ministry will promptly follow this up with proposed legislation to the Norwegian Parliament.

The introduction of a system with a separate pension account in which one is able to combine defined contribution-based pension earnings from current and former employers has been discussed in several rounds since this was raised by the Confederation of Norwegian Enterprise (NHO) in connection with the annual wage settlement in spring 2014.

The Ministry now proposes a scheme for a separate pension account that is based on existing pension accounts in active defined contribution schemes. Defined contribution plan statements issued by previous employers would be transferred into the active scheme based on a principle of "negative acceptance".

The costs should be divided between employer and employee, as they are at present, i.e. that the employer covers the costs associated with the active part, and the employee covers the cost of earnings from previous employment. It is proposed that the employer should pay for administration in its entirety, i.e. both for the active part and for earnings from previous employment.

The employer will continue to be responsible for ensuring that, at a minimum, the company's pension scheme meets the OTP requirements. The risk coverage (waiver and disability pension) is continued as collective coverage.

All employees should be members of the company's scheme, but it should be possible to opt to transfer retirement pension capital to be managed by other providers. An individual right to transfer of this kind that also applies to the active part of the pension account will be administratively demanding, and the ministry is asking as part of its consultation whether the individual right to transfer should only apply to previous earnings until further notice.

The repeal of the requirement for at least 12 months' service prior to gaining pension entitlement has been proposed.

The proposal for a separate pension account aims to ensure easier and more efficient management of the pension schemes. For Storebrand it is expected that the revenues from pension capital certificates will decrease considerably when these are transferred to active schemes in the companies. If introduced, the individual transfer rights for the active part of the pension account will entail greater complexity and costs relating to system solutions required for managing this. The market for occupational pensions will become more individualised. Based on the manner in which the transition to a separate pension account has been proposed, the market position in the corporate market will be decisive for the net transfer balance when the transfer of pension capital certificates based on negative acceptance shall be implemented.

#### Evaluation of AFP

The AFP scheme has been evaluated by the parties in business and industry and a report was submitted on 7 December 2017. The parties are of the view that the scheme contributes to more people working longer, but also made note of weaknesses in the scheme. Among other things, strict qualification requirements make the scheme unpredictable for employees.

The evaluation report does not propose changes to the scheme. It is expected that the parties will discuss this in connection with the wage settlement in spring 2018. Potential changes to the AFP scheme which make this more predictable for employees may influence the companies' assessments when concerning the level of occupational pension coverage.

The financial services industry has noted that a transition to defined contribution based AFP could solve many of the challenges associated with the scheme: There will be greater predictability for employees while the company will also have predictable costs and not run the risk of not recognising the liabilities. Time-limited benefits can provide a better distribution profile. A transition from "pay as you go" with partial funding to a fully funded scheme will be demanding. At the same time, liabilities are currently being postponed and, according to NHO, the scheme will not be sustainable in the long-term.

#### New public service pension

The Ministry of Labour and Social Affairs has reached agreement with all parties to initiate a final process to agree to changes to public sector employee occupational pension schemes. The ministry is aiming to have an agreement in place by 1 March 2018. Legislative work must subsequently be carried out before new legislation can take effect.

Longevity adjustments and lower regulation of pensions being paid out have already been introduced for public service occupational pensions. However, the scheme is still based on the final salary and is not adapted to the new National Insurance all year principle. Public AFP is still an early retirement scheme that cannot be combined with work without reducing the pension.

A report from the Ministry of Labour and Social Affairs has assumed that the new scheme shall be a net scheme such as in the private sector, without coordination with the National Insurance Scheme's retirement pension. A hybrid product has been proposed, but with considerably greater complexity when compared with existing hybrid products in the private sector. This is because there is a desire for gender neutrality for both annual benefits and premiums.

Storebrand exited the market for insured public service occupational pensions in 2012, but has since won important contracts for the administration and management of pension funds for municipalities and other public enterprises. The form in which the new scheme for public service occupational pensions shall take will be of importance in determining whether the market for insured public service occupational pensions will again become an attractive market for Storebrand to compete in. A product solution that is based as much as possible on existing hybrid rules pursuant to the Occupational Pensions Act and is a clear difference between the previous and new scheme, will be important in facilitating this competition.

#### Report on paid-up policies

The Ministry of Finance has provided an interdepartmental working group with participants from the Ministry of Finance, Labour and Social Affairs and the Financial Supervisory Authority of Norway, which is tasked with investigating possible changes in the regulations for guaranteed paid-up policies. Finance Norway has been invited to participate in a reference group together with, among others, the parties in business and industry. The report will be complete in May 2018.

Among other things, the mandate states that: "The working group shall assess whether it is possible to make amendments to the business regulations that are clearly to the customer's benefit. An important part of the report will be whether there are rule changes that give customers significantly increased opportunities for returns within a moderate increase in risk." The Working Group will be assessing the regulations for profit sharing, foreign exchange adjustment funds and additional provisions, as well as the transfer of pension assets. Also under consideration is whether companies ought to have the opportunity to add customer funds from equity as a concession for opting out of the interest rate guarantee.

The ministry is emphasizing that changes in the contracts between customers and companies must be made through increased choices on offer to customers. This is in line with the ministry's earlier stance on changes to these rules. However, it is considered positive that a study is now being initiated that will illuminate possible changes.

#### **Ownership restriction**

The Ministry of Finance has proposed removing the ownership restriction of 15% for companies that manage non-insurance operations. The background to the proposal is the introduction of Solvency II which does not permit national restrictions on companies' investment opportunities. Reference is also made to the rule having restricted the ability of companies to invest in infrastructure. The consultation memorandum emphasises that the companies must exhibit care when investing in non-insurance operations and that risk and that capital requirements associated with such investments are assessed in the ORSA (self-assessment of risk and solvency).

#### Saving and taxes

In 2017, significant changes were made to the tax requirements for private savings.

A new scheme for individual pension savings (IPS) was introduced from 1 November 2017. The scheme permits an income deduction for savings of up to NOK 40,000 annually. Compared with the previous IPS scheme, the most important improvement is that symmetrical taxation has been introduced with the same rates for deductions for contributions and tax on payments (23% for 2018).

#### The limit for pension savings of people who are self-employed has increased from 4 to 6%.

Rules for the equity savings account entered into force on 1 September 2017. The scheme is directed at individuals who can use the equity savings account to invest in listed stocks and equity funds. Profits from the sale of securities in the account shall not be taxed in connection with sale, and will only be taxed when the funds are withdrawn from the account. The transitional period, in which shares and equity funds can be transferred to the equity savings account without realising tax on profits, has been extended to 2018.

The Norwegian Parliament has approved new rules for fund accounts which will be introduced from 2019. Profits will then be taxed in the same manner as for equity funds and equity savings accounts. The favourable tax rules for endowment insurance will be continued for agreements in which, upon the death or disability of the investor, an insurance supplement is paid out that is more than 50% of the savings balance.

#### SWEDISH REGULATIONS

#### The premium pension system

In December 2017 the bipartisan Pension Group presented an agreement with guidelines for the continued work with changes to the premium pension system. The present fund market for premium pensions is, in principle, open. The Pension Group will replace this with a fund market emphasising the principles of freedom of choice, sustainability and controllability. The objective is to remove disreputable operators and ensure a service that is characterised by cost-effective and sustainable funds.

With regard to sustainability, requirements will be set for the funds that are based on international conventions that Sweden is a signatory to. The Pension Group thereby finds that it is not applicable to further address the proposal that individuals must regularly actively confirm their choice of fund, with transfer of the capital to the seventh AP fund for those who do not do so.

#### SUSTAINABILITY

The Storebrand Group has worked systematically and purposefully on sustainability for almost 20 years. The sustainability work originated from the managing of our own assets and sustainability is an important fundamental pillar of Storebrand's investment strategy. The Group has published environmental reports since 1995, and sustainability reports since 1999. The sustainability reporting has been an integrated part of the annual report and certified by an independent party since 2008. Storebrand reports in accordance with the Global Reporting Initiative (GSI) standards and according to the principles of the International Integrated Reporting Council.

In 2017, Storebrand conducted an extensive materiality analysis covering financial, social, and environmental factors, as well as corporate governance, to identify drivers of long-term value creation in all parts of the Group. This will guide the work on creating value for customers and owners while we also work towards a sustainable future. More information regarding this and reporting that applies to sustainability provided by the company's Board can be found in the annual report's chapter pertaining to long-term value creation.

#### ORGANISATION, WORKING ENVIRONMENT AND EXPERTISE

#### Learning and development

A high level of skill is one of Storebrand's most important factors for success, and it forms the foundation for renewed growth. At Storebrand, skills are synonymous with the ability that each individual employee has to perform and manage certain tasks and situations. This ability is based on knowledge and experience, skills, motivation and personality.

At Storebrand, all of the employees should have an opportunity to develop in step with the company's needs. In 2016, the company focused on the fact that the greatest and most important part of skills development takes place through facilitating development as part of the everyday work at the workplace. Skills development should take place be assigning challenging tasks to employees in their positions, and that they are allowed to develop themselves for new requirements and tasks. The professional competence of employees must always be expanded, so that it can in turn contribute to growth, greater adaptability and a greater restructuring capacity for the Group.

The Storebrand Academy is the Group's initiative for custom management development programmes. A new group started in 2017 with 20 capable managers.

In the last three years, Storebrand has had an innovative summer programme known as Sandbox. This is for students who wish to have their creativity and business acumen tested. The students use Storebrand's work methods to arrive at proposed solutions that are ready for the market. The students are able to work with actual customer cases and also attend courses in Lean Startup, presentation techniques and team building. Of the 300 applicants, 10 students are given the opportunity to participate and some eventually become employees.

Storebrand is focussed on "Employer branding". This involves systematic work on building strong relationships with existing and potential employees and thereby ensuring that the Group has the best key employees. Company presentations are held at a number of universities and the Group has established separate career websites via Storebrand.no, LinkedIn and Instagram.

#### Diversity

Storebrand is focussed on the organisation reflecting our customers and the market the Group operates in. Diversity contributes to increased innovation and learning in the organisation. In 2017, Storebrand achieved a score of 85 (83) points out of a possible 100 in the annual employee survey of our diversity work.

The average age at Storebrand is 44, and average seniority is 12 years in Norway and 9 years in Sweden. Storebrand had 1,773 employees in the Group at year end. 35% of the management group at Storebrand Norway and 47% at SPP are women. 45% of the employees in the Norwegian part and 55% of the employees at SPP are women.

Storebrand has for several years worked systematically on identifying future managerial candidates and promoting even gender distribution. There

has been a focused effort on management development in the areas of strategic and operative management, communication and change. The aim is to ensure that future competence requirements are met, to develop Storebrand to meet the changing needs of society and the market.

In 2017, 29% of Storebrand Livsforsikring AS' board members were women. The proportion of women in executive management is 33%. 37% of the members of the executive management's leadership teams are women and the figure is 29% at the next level (3). The company seeks to ensure equal treatment and opportunities for all the internal and external recruitment and development processes.

The head office is adapted for meeting individual requirements. It is a universally designed building that was recertified as a miljøfyrtårn (Eco-Lighthouse) in 2017.

#### Annual employee survey

The 2017 employee survey shows significant progress in all main areas compared with the previous year, and the results for Storebrand are on par or better than the average total for Norway and for the banking and insurance industries.

Storebrand places significant emphasis on employee surveys. The company believes that a focus on, among other things, job satisfaction, can contribute to influencing customer satisfaction, which in turn influences customer loyalty and has a positive effect on the company's bottom line. In addition, job satisfaction has a positive effect on quality, productivity and absence due to illness.

The point score for job satisfaction, which is the sum total of satisfaction and motivation, increased by four points from 2016 to 2017. Another important term that the company quantifies is loyalty. This is the sum total of dependability and dedication/enthusiasm, and this increased by three points from 2016 to 2017. Dependability is measured by the desire of employees to work at Storebrand and them recommending the company as a workplace to others.

With regard to the question of whether employees think that it is valuable that the Storebrand Group desires to have a leading position within sustainability, the point score increased from 87 to 89 and there is also a very high level of knowledge about the Group's sustainability work.

The employee survey also shows progress and good results for questions regarding trust in immediate superiors, cooperation, job content, and learning and development.

#### Absence due to illness

Storebrand's absence due to illness has been at a stable low level for many years. The Group's absence due to illness in 2017 was 3.5%. Absence due to illness in Norway was 3.5% and was 3.4% for the Swedish part of the business. Storebrand has been an "inclusive workplace" (IA) company since 2002, and the Group's managers have over the years built up inclusive routines for following up sick employees. All managers with Norwegian employees must complete a mandatory HSE course, in which part of the training involves following up illnesses.

Storebrand's health clinics at the head office in Norway, as well as good health insurance for all employees, are positive contributors to Storebrand's low rate of absence due to illness. At the end of 2016, Storebrand agreed to offer employees "Raskt tilbake" (Back Quickly). This is a preventive service that provides assistance to employees who are at risk of becoming sick.

Employees at the head office in Norway can work out in a spinning room, weights room and in a separate sports hall. 65% of the employees in Norway are members of Storebrand Sport. All employees in Sweden are members of SPP Leisure, where they have access to subsidised exercise and wellness services. Like in the head office in Norway, employees have access to a training facility with a variety of activities and organised training.

No injuries to people, property damage, or accidents were reported in the Storebrand Group in 2017.

#### Ethics and trust

Trust is the lifeblood of Storebrand, and we work systemically to live up to good ethical standards. The company sets strict requirements concerning high ethical standards for the Group's employees. The Group has a common code of ethics that is available on our intranet in three languages and which is confirmed by the Board of Storebrand ASA once a year. Notification routines, brochures, anonymous postbox, dilemma bank, question and answer summaries and presentations are all available to employees on the intranet, so that awareness of and reflection on the subject can be high on everyone's agenda. Every year all the managers must confirm in writing that they have discussed ethics and ethical dilemmas, information security, financial crime and HSE in departmental meetings.

Employees take the company's e-learning course on ethics. In 2017, 62 employees took the course, and 91 took the anti-corruption course. The Group also has a mandatory ethics course for managers, which includes money laundering and corruption. At these, managers work with dilemmas taken from everyday situations at Storebrand in the past 20 years. Storebrand's management groups receive equivalent training, since it is the company's experience that such discussions of dilemmas are very useful and better enable managers to recognise situations that may arise both in private and in work related settings. Managers also train their staff in the same way. The company's authorised financial advisers complete a specially tailored training programme.

The Group has established systems for both internal and external whistleblowing. The external channel has been established through an external law firm. There are also extensive routines for harassment and improper behaviour.

#### CORPORATE GOVERNANCE

Storebrand Livsforsikring's systems for internal control and risk management of the accounting process comply with Storebrand Group's guidelines Storebrand's Board of Directors review Storebrand's corporate governance policies annually.

Storebrand's executive management and Board of Directors review Storebrand's corporate governance policies annually. Storebrand established principles for corporate governance in 1998. Storebrand reports on the policies and practice for corporate governance in accordance with Section 3-3b of the Norwegian Accounting Act and the Norwegian Code of Practice for Corporate Governance of 30 October 2014. For further information on Storebrand's corporate governance, reference is made to the separate article on corporate governance in the annual report.

Storebrand Livsforsikring Group publishes four interim financial statements, in addition to the ordinary annual financial statements. The financial statements must satisfy legal and regulatory requirements and be prepared in accordance with the adopted accounting policies and published according to the schedule adopted by the Board of Storebrand ASA. Storebrand Livsforsikring's accounts are prepared by the Group Accounts department which is under the Storebrand Group's CFO. Key managers in Group Accounts have a fixed annual remuneration that is not affected by the group's financial results. A series of risk assessment and control measures have been established in connection with the preparation of the financial statements. Internal meetings are held, as well as meetings in which external auditors participate, to identify risk conditions and measures in connection with significant accounting items or other circumstances. Corresponding quarterly meetings are also held with various professional centres in the group that are key to the assessment and valuation of financial instruments, real estate, determination of insurance liabilities as well as other items for assessment. These meetings have a particular focus on any market changes, specific conditions relating to default trends, specific conditions related to the insurance business, operational conditions etc. Assessments relating to significant accounting items and any changes in principles etc. are described in a separate document (assessment item memo). The external auditor participates in board meetings that deal with the quarterly accounts and annual accounts, as well as in meetings of the audit committee of Storebrand ASA. Monthly and quarterly operating reports are prepared in which the results per business area and product area are analysed and assessed against set budgets. The operating reports are reconciled against other financial reporting. Otherwise, continuous reconciliation of specialist systems, etc. takes place against the accounting system.

The work of the Board is regulated by special rules of procedure for the Board. The board of Storebrand ASA has also compiled a management document and specific instruction for the boards in subsidiaries. The Board has established three advisory committees: the Compensation Committee, Audit Committee and Risk Committee.

Storebrand Livsforsikring's articles of association stipulate that the company shall have the same nomination committee as Storebrand ASA, and hence is part of Storebrand Group's process for appointing and replacing Board members.

Storebrand Livsforsikring has no provisions in the articles of associations nor has it issued any authorities that allow the Board to resolve that the company shall repurchase or issue own shares or equity capital certificates.

A total of twelve board meetings were held in 2017, one of them a strategy seminar.

#### Changes in the Board and management

Tove Margrete Storrødvann and Erik Haug Hansen is replaced by Vibeke Hammer Madsen and Sigurd Nilsen Ribu in the Board.

#### OUTLOOK

#### Financial performance

Storebrand is the market leader for the sale of pension solutions to Norwegian businesses. Defined-contribution pension plans are the dominant solution for pension savings in Norway. The market for defined contribution pensions is growing and Storebrand's reserves within Unit Linked increased by 23.4% from the previous year. Storebrand also has a strong challenger role for the sale of pension solutions to Swedish businesses and the growth in Unit Linked reserves at SPP was 17.1% compared with the previous year. Good sales growth for defined-contribution pensions is expected in the future. Work is being carried out to improve profitability within this area.

The loyalty programme for employees with companies that have a pension scheme at Storebrand will be an important area of focus in the future. The sale of banking products and P&C insurance contributes to expected growth within the Savings and Insurance segment. The competition in the market has resulted in pressure on margins within these segments that in turn sets requirements for cost reductions and adaptations in distribution and product solutions to achieve continued profitable growth. In order to realise the ambitions in the retail market, sales must continue to increase.

The Guaranteed Pension segment is in long-term decline and the combined reserves for the Guaranteed business are decreasing. However, there is continued growth in the reserves linked to paid-up policies due to companies choosing to convert existing defined-benefit schemes to defined-contribution schemes. It is expected that the growth in paid-up policies will decline in the future and that there will be flat growth in reserves over several years before the reserves start to fall. The portfolio of free policies does not contribute to the Group's results with the present interest rates. Guaranteed reserves represent an increasingly smaller share of the Group's total reserves and were 61.2% at the end of the quarter. Efficiency and cost control has a high priority, but Storebrand will still make selected investments in growth. The partnership with Cognizant is expected to provide lower costs for the Group in the coming years.

#### Market trends

The Norwegian ten-year interest rate on government bonds was unchanged during the year. The Swedish ten-year interest rate on government bonds also increased by approximately 0.1 percentage points for the year. Swedish interest rates are influenced by very expansive monetary policy. The increase in interest rates has continued in 2018 for Sweden and Norwegian interest rates have also increased.

The short-term interest rate remains low in the Eurozone and this is influenced by the European Central Bank's expansive monetary policy. The first step in the downscaling of the central bank's programme for purchasing fixed income securities has been taken and a gradual reduction in the programme is expected going forward. This is expected to increase the probability of higher market interest rates.

#### Risk

Market risk is the Group's biggest risk. In the Board's ORSA process, developments in interest rates, credit spreads, and equity and property values are considered to be the biggest risks that influence the solvency of the Group. Storebrand has adapted to the low interest rates by building up buffer capital. Over time the level of the annual interest rate guarantee will be reduced. In the long term, continued low interest rates will represent a risk for products with guaranteed high interest rates running at a loss, and it is therefore important to achieve a return that exceeds the interest rate guarantee associated with the products. Storebrand has therefore adjusted its assets by building a robust portfolio with bonds at amortised cost to achieve the guaranteed interest rate. For insurance risk, increased life expectancy and the development in disability are the factors that have greatest influence on solvency. Operational risk is closely monitored and may also have a significant effect on solvency.

#### STOREBRAND LIVSFORSIKRING AS

The profit before tax was NOK 1,460 million (NOK 1,459 million). Results are discussed under each individual segment. The following factors have had an effect on the company accounts, but no effect on the consolidated accounts. There are received dividends and group contributions from subsidiaries of 97 million (97 million) in 2017.

#### APPLICATION OF THE YEAR'S RESULT

The Board confirms that the financial statements were prepared on the basis of a going concern assumption.

The following application of the profit is proposed:

| Total                  | 1,682 million  |
|------------------------|----------------|
| Risk equalisation fund | 3 million      |
| Dividend               | 1,300 millionn |
| Other equity           | 379 million    |

Lysaker, 6 February 2018 The Board of Directors of Storebrand Livsforsikring AS

> Odd Arlid Grefstad - Chairman of the Board -

Ole Peik Norenberg

Vibeke Hammer Madsen

Sigurd Nilsen Ribu

Hans Henrik Klouman

Geir Holmgren - Chief Executive Officer - Bodil Catherine Valvik

Jan Otto Risebrobakken

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# Storebrand Livsforsikring group Statement of Comprehensive income 1 January - 31 Desember

| (NOK million)   | Note  | 2017    | 2016    |
|---|-------|---------|---------|
| TECHNICAL ACCOUNT:  |       |         |         |
| Gross premiums written  |       | 23,173  | 23,433  |
| Reinsurance premiums ceded  |       | -54     | -127    |
| Premium reserves transferred from other companies   |       | 2,457   | 1,454   |
| Premiums for own account  | 13    | 25,577  | 24,760  |
|   |       |         |         |
| Income from investments in subsidiaries, associated companies and joint-controlled companies                    | 31    | 210     | 150     |
| Interest income and dividends etc. from financial assets  | 17    | 7,164   | 8,337   |
| Net operating income from real estate   | 18    | 976     | 897     |
| Changes in investment value   | 17    | 1,775   | 1,179   |
| Realised gains and losses on investments  | 17    | 3,076   | 3,408   |
| Total net income from investments in the collective portfolio   | 13    | 13,200  | 13,972  |
| Income from investments in subsidiaries, associated companies and joint-controlled companies                    | 31    | 22      | 17      |
| Interest income and dividends etc. from financial assets  | 17    | 1,598   | 625     |
| Net operating income from real estate   | 18    | 106     | 83      |
| Changes in investment value   | 17    | 10,698  | 8,552   |
| Realised gains and losses on investments  | 17    | 2,525   | 1,036   |
| Total net income from investments in the investment selection portfolio   | 13    | 14,950  | 10,313  |
|   |       |         |         |
| Other insurance related income  | 13,19 | 1,963   | 2,126   |
| Gross claims paid   |       | -18,802 | -18,031 |
| Claims paid - reinsurance   |       | 35      | 18      |
| Premium reserves etc. transferred to other companies  |       | -5,452  | -6,101  |
| Claims for own account  | 13    | -24,219 | -24,114 |
| To (from) premium reserve, gross  |       | 1,205   | -3,972  |
| To/from additional statutory reserves   |       | -1,376  | -1,490  |
| Change in value adjustment fund   |       | -1,024  | 1,836   |
| Change in premium fund, deposit fund and the pension surplus fund   |       | -23     | -11     |
| To/from technical reserves for non-life insurance business  |       | -23     | -34     |
| Change in conditional bonus   |       | -1,527  | 1,126   |
| Transfer of additional statutory reserves and value adjustment fund from other insurance                        |       | 1,527   | 1,120   |
| companies/pension funds   |       | -16     | 2       |
| Changes in insurance obligations recognised in the Profit and Loss Account -                                    |       |         |         |
| contractual obligations   | 13    | -2,752  | -2,543  |
| Change in premium reserve   |       | -23,673 | -19,352 |
| Changes in insurance obligations recognised in the Profit and Loss Account -<br>investment portfolio separately | 13    | -23,673 | -19,352 |
| Profit on investment result   | 10    | -441    | -501    |
| Risk result allocated to insurance contracts  |       | 4       | 501     |
| Other allocation of profit  |       | -129    | -263    |
|   |       |         | 200     |

| (NOK million)  | Note  | 2017   | 2016   |
|--|-------|--------|--------|
| Management expenses  |       | -221   | -218   |
| Selling expenses   | 21    | -727   | -706   |
| Change in pre-paid direct selling expenses   | 21    | 8      |        |
| Insurance-related administration expenses (incl. commissions for reinsurance received)       |       | -1,507 | -1,510 |
| Insurance-related operating expenses   | 13    | -2,447 | -2,435 |
| Other insurance related expenses   | 13,25 | -254   | -222   |
| Technical insurance profit   |       | 1,778  | 1,740  |
|  |       |        |        |
| NON-TECHNICAL ACCOUNT  |       |        |        |
| Income from investments in subsidiaries, associated companies and joint-controlled companies | 31    | 75     | 24     |
| Interest income and dividends etc. from financial assets                                     | 17    | 329    | 322    |
| Net operating income from real estate  | 18    |        | 1C     |
| Changes in investment value  | 17    | 37     | 287    |
| Realised gains and losses on investments   | 17    | 249    | 105    |
| Net income from investments in company portfolio   |       | 690    | 749    |
| Other income   | 20    | 179    | 283    |
|  |       |        |        |
| Management expenses  |       | -19    | -29    |
| Other costs  | 26    | -1,027 | -1,047 |
| Management expenses and other costs linked to the company portfolio                          |       | -1,046 | -1,075 |
| Profit or loss on non-technical account  |       | -177   | -44    |
| Profit before tax  |       | 1,601  | 1,697  |
| Tax costs  | 27    | 204    | -196   |
| Profit before other comprehensive income   |       | 1,805  | 1,501  |
|  |       | 04     | 70     |
| Change in actuarial assumptions  |       | -91    | -79    |
| Change in value adjustment reserve own buildings   |       | 130    | 205    |
| Adjustment of insurance liabilities  |       | -130   | -205   |
| Tax on other profit elements not to be classified to profit/loss                             |       | -4     | 19     |
| Total other profit elements not to be classified to profit/loss                              |       | -95    | -60    |
| Profit/loss cash flow hedging  |       | 23     | -60    |
| Translation differences  | _     | 379    | -783   |
| Total other profit elements that may be classified to profit /loss                           | _     | 402    | -843   |
| Total other profit elements  |       | 307    | -902   |
| TOTAL COMPREHENSIVE INCOME   |       | 2,112  | 598    |
|  |       |        |        |
| PROFIT IS ATTRIBUTABLE TO:   |       | 1 000  | 4 402  |
| Minority share of profit   |       | 1,800  | 1,482  |
| Majority share of profit   |       | 5      | 19     |
| COMPREHENSIVE INCOME IS ATTRIBUTABLE TO:   |       |        |        |
| Minority share of profit   |       | 2,105  | 586    |
|  |       |        |        |

# Storebrand Livsforsikring Group Statement of financial position 31 Desember

| Reinsurance share of insurance obligations  |                   | 63               | 106                 |
|---|-------------------|------------------|---------------------|
| Total investments in collective portfolio   |                   | 287,446          | 281,515             |
| Lendings at fair value  | 10,12,29          | 4,940            | 2,346               |
| Financial derivatives at fair value   | 12,29,35          | 2,690            | 3,548               |
| Bonds and other fixed-income securities at fair value   | 10,12,29,33       | 101,623          | 113,976             |
| Equities and other units at fair value  | 12,29,33          | 24,556           | 19,329              |
| Lending at amortised cost Deposits at amortised cost  | 10,12,29<br>10,29 | 4,603            | 4,159               |
|   | 10,12,29,33       | 84,071<br>21,425 | 79,378              |
| Bonds held to maturity Bonds at amortised cost  | 10,12,29,32       | 15,128           | 15,644              |
| Loans to and securities issued by subsidiaries, associated companies  | 10 12 20 22       | 39               | 37                  |
| companies   | 31                | 2,513            | 1,718               |
| Equities and units in subsidiaries, associated companies and joint-controlled                                   |                   |                  |                     |
| Real estate for own use   | 30                | 1,408            | 2,702               |
| ASSETS IN CUSTOMER PORTFOLIOS Real estate at fair value   | 30                | 24,450           | 22,050              |
|   |                   | 72,704           | 55,524              |
| Total assets in company portfolio   |                   | 42,704           | 39,524              |
| Other pre-paid costs and income earned and not received Total pre-paid costs and income earned and not received |                   | 124<br>662       | 603                 |
| Deferred acquisition costs<br>Other pre-paid costs and income earned and not received                           |                   | 537              | 502                 |
| Total other assets  |                   | <b>3,988</b>     | <b>4,306</b><br>502 |
| Other assets designated according to type   |                   | 858              | 766                 |
| Tax assets  | 27                | 487              | 312                 |
| Cash, bank<br>-   | 10,29             | 2,139            | 2,769               |
| Tangible fixed assets   | 36                | 504              | 458                 |
| Total receivables   |                   | 3,973            | 2,567               |
| Other receivables   | 37                | 3,270            | 2,016               |
| Receivables with group company  |                   | 81               | 61                  |
| Receivables in connection with reinsurance transactions   |                   | 40               | <u>c</u>            |
| Receivables in connection with direct business transactions   |                   | 581              | 481                 |
| Total investments   |                   | 29,711           | 27,538              |
| Derivatives at fair value   | 12,29,35          | 1,145            | 932                 |
| Bonds and other fixed-income securities at fair value   | 10,12,29,34       | 24,977           | 23,172              |
| Equities and other units at fair value  | 12,29,33          | 26               | 103                 |
| Deposits at amortised cost  | 10,29             | 400              | 146                 |
| Bonds at amortised cost   | 10,12,29,33       | 3,023            | 2,868               |
| Lending at amortised cost   | 10,12,29          | 2                | 1                   |
| Equities and units in subsidiaries, associated companies and joint-controlled companies                         | 31                | 88               | 265                 |
| Real estate at fair value   | 30                | 50               | 51                  |
| Total intangible assets   |                   | 4,370            | 4,510               |
| Other intangible assets   | 28                | 3,573            | 3,753               |
| Goodwill  | 28                | 797              | 757                 |
| ASSETS IN COMPANY PORTFOLIO   |                   |                  |                     |
| ASSETS  |                   |                  |                     |

| (NOK million) Note  | 2017    | 2016    |
|---|---------|---------|
| Real estate at fair value   30  | 2,954   | 2,060   |
| Real estate for own use   30  |         | 161     |
| Equities and units in subsidiaries, associated companies and joint-controlled companies 31                    | 600     | 200     |
|   | 000     | 100     |
| <u> </u>  | 255     |         |
| Deposits at amortised cost     10,29       Equities and other upies at fairuphue     12,20,22                 | 355     | 110.08  |
| Equities and other units at fair value12,29,33Danda and other fund income convirties at fair value10.12.20.24 | 131,514 | 110,08  |
| Bonds and other fixed-income securities at fair value     10,12,29,34   | 33,419  | 27,358  |
| Lendings at fair value  | 165     |         |
| Financial derivatives at fair value 12,29,35  | 33      | 73      |
| Total investments in investment selection portfolio   | 169,040 | 140,25  |
| Total assets in customer portfolio  | 456,485 | 421,770 |
| TOTAL ASSETS  | 499,253 | 461,400 |
| EQUITY AND LIABILITIES  |         |         |
| Share capital   | 3,540   | 3,540   |
| Share premium   | 9,711   | 9,71    |
| Total paid in equity  | 13,251  | 13,25   |
| Risk equalisation fund  | 143     | 14(     |
| Other earned equity   | 12,370  | 10,290  |
| Minority's share of equity  | 114     | 114     |
| Total earned equity   | 12,627  | 10,54   |
| Perpetual subordinated loan capital   | 2,103   | 2,098   |
| Dated subordinated loan capital   | 4,982   | 3,742   |
| Hybrid tier 1 capital   | 1,506   | 1,504   |
| Total subordinated loan capital and hybrid tier 1 capital9,12,29  | 8,591   | 7,344   |
| Premium reserves  | 262,513 | 259,661 |
| Additional statutory reserves   | 8,254   | 6,794   |
| Market value adjustment reserve   | 3,707   | 2,684   |
| Premium fund, deposit fund and the pension surplus fund   | 2,564   | 2,67    |
| Conditional bonus   | 9,176   | 7,24    |
| Other technical reserve   | 631     | 684     |
| Total insurance obligations in life insurance - contractual obligations38,39                                  | 286,845 | 279,734 |
| Premium reserve   | 168,949 | 141,162 |
| Total insurance obligations in life insurance - investment portfolioseparately38,39                           | 168,949 | 141,162 |
| Pension liabilities etc. 22   | 143     | 91      |
| Deferred tax 27   | 96      | 17      |
| Other provisions for liabilities  |         |         |
| Total provisions for liabilities  | 239     | 274     |
| Liabilities in connection with direct insurance   | 1,448   | 1,204   |
| Liabilities in connection with reinsurance  | 30      | 4       |
| Financial derivatives 12,29,35  | 1,876   | 1,98    |
| Liabilities to group companies  | 24      | 6       |
| Other liabilities 40  | 4,908   | 5,25    |
| Total liabilities   | 8,286   | 8,54    |
| Other accrued expenses and received, unearned income  | 464     | 54      |
|   | .01     |         |
| Total accrued expenses and received, unearned income  | 464     | 544     |

Lysaker, 6. February 2018 The Board of Directors of Storebrand Livforsikring AS

Translation - not to be signed

Odd Arlid Grefstad - Chairman of the Board -

Ole Peik Norenberg

Vibeke Hammer Madsen

Bodil Catherine Valvik

Sigurd Nilsen Ribu

Hans Henrik Klouman

Jan Otto Risebrobakken

Geir Holmgren - Chief Executive Officer -

# Statement of change in equity for Storebrand Livsforsikring Group

|                                    |               | Ma      | jority's share of ec | quity        |              |           |        |
|------------------------------------|---------------|---------|----------------------|--------------|--------------|-----------|--------|
|                                    |               |         |                      | Risk         |              |           |        |
|                                    |               | Share   | Total paid           | equalisation |              | Minority  | Total  |
| (NOK million)                      | Share capital | premium | in equity            | fund         | Other equity | interests | equity |
| Equity at 31.12.2015               | 3,540         | 9,711   | 13,251               | 142          | 9,724        | 576       | 23,693 |
| Profit for the period              |               |         |                      | -2           | 1,484        | 19        | 1,501  |
| Total other profit elements        |               |         |                      |              | -896         | -7        | -902   |
| Total comprehensive income for the |               |         |                      |              |              |           |        |
| period                             |               |         |                      | -2           | 588          | 12        | 598    |
| Equity transactions with owner:    |               |         |                      |              |              |           |        |
| Group contributions                |               |         |                      |              | -17          | -14       | -31    |
| Derecognition minority             |               |         |                      |              |              | -459      | -459   |
| Other                              |               |         |                      |              | -5           |           | -5     |
| Equity at 31.12.2016               | 3,540         | 9,711   | 13,251               | 140          | 10,290       | 114       | 23,796 |
| Profit for the period              |               |         |                      | 2            | 1,798        | 5         | 1,805  |
| Total other profit elements        |               |         |                      |              | 305          | 2         | 307    |
| Total comprehensive income for the |               |         |                      |              |              |           |        |
| period                             |               |         |                      | 2            | 2,102        | 7         | 2,112  |
| Equity transactions with owner:    |               |         |                      |              |              |           |        |
| Shareholder contributions          |               |         |                      |              | -102         | 3         | -99    |
| Group contributions/dividend       |               |         |                      |              | 79           | -12       | 68     |
| Other                              |               |         |                      |              |              | 1         | 1      |
| Equity at 31.12.2017               | 3,540         | 9,711   | 13,251               | 143          | 12,370       | 114       | 25,878 |

# Statement of cash flow Storebrand Livsforsikring 1 January - 31 December

|              | forsikring Group                                     |   | Storebrand Livsfor | -       |
|--------------|--|---|--------------------|---------|
| 2016         | 2017   | (NOK million)   | 2017               | 201     |
|              |  | Cash flow from operational activities                             |                    |         |
| 25,411       | 22,990   | Net received - direct insurance                                   | 16,247             | 18,612  |
| -18,150      | -18,488  | Net claims/benefits paid - direct insurance                       | -10,027            | -9,963  |
| -4,647       | -2,995   | Net receipts/payments - policy transfers                          | -2,625             | -3,364  |
| -1,784       | 4,501  | Net change insurance liabilities                                  | -546               | -439    |
| 2,013        | 1,963  | Receipts - interest, commission and fees from customers           | 551                | 454     |
| -451         | -254   | Payments - interest, commission and fees to customers             | -138               | -412    |
| -2,491       | -2,431   | Net receipts/payments operations                                  | -1,402             | -1,363  |
| -294         | -897   | Net receipts/payments - other operational activities              | -1,226             | -335    |
| -394         | 4,389  | Net cash flow from operational activities before financial assets | 834                | 3,189   |
| -12,956      | -7,405   | Net receipts/payments - lendings to customers                     | -4,698             | -10,709 |
| 11,721       | 2,830  | Net receipts/payments - financial assets                          | 3,003              | 7,866   |
| 2,058        | -623   | Net receipts/payments - real estate activities                    |                    |         |
| -323         | -338   | Net change bank deposits insurance customers                      | -514               | -135    |
| 500          | -5,536   | Net cash flow from operational activities from financial assets   | -2,208             | -2,978  |
| 106          | 106 -1,147 Net cash flow from operational activities |   | -1,374             | 210     |
|              |  |   |                    |         |
|              |  | Cash flow from investment activities                              |                    |         |
|              |  | Net payments - sale/purchase of subsidiaries and                  |                    |         |
|              | 245  | associated companies  | 245                |         |
| -23          | -62  | Net receipts/payments - sale/purchase of fixed assets             | -2                 | -1      |
| -23          | 183  | Net cash flow from investment activities                          | 243                | -1      |
|              |  | Cash flow from financing activities                               |                    |         |
| 700          | 976  | Repayment of subordinated loan captial                            | 976                | 700     |
| -356         | -367   | Payments - interest on subordinated loan capital                  | -367               | -356    |
| -14          |  | Payment of dividend   |                    |         |
| 330          | 609  | Net cash flow from financing activities                           | 609                | 344     |
| 413          | -355   | Net cash flow for the period                                      | -522               | 553     |
| -88          | 5,181  | of which net cash flow for the period before financial assets     | 1,686              | 3,531   |
|              |  |   |                    |         |
|              | -355   | Net movement in cash and cash equivalent assets                   | -522               | 553     |
| 413          |  | Cash and cash equivalents at start of the period                  | 1,787              | 1,234   |
| 413<br>2,411 | 2,915  | Cash and cash equivalents at start of the period                  | 1,707              | 1,23    |
|              | 2,915<br>-20   | Currency translation differences                                  | 1,707              | .,      |

# Storebrand Livsforsikring AS Statement of comprehensive income 1 January - 31 December

| (NOK million)  | Note     | 2017          | 2016    |
|--|----------|---------------|---------|
| TECHNICAL ACCOUNT:   |          |               |         |
| Gross premiums written   |          | 16,357        | 16,589  |
| Reinsurance premiums ceded   |          | -31           | -30     |
| Premium reserves transferred from other companies  | 16       | 1,203         | 806     |
| Premiums for own account   | 13,14    | 17,529        | 17,365  |
| Income from investments in subsidiaries, associated companies and joint-controlled companies                 | 31       | 1,819         | 1,948   |
| of which from investment in real estate companies  |          | 1,750         | 1,965   |
| Interest income and dividends etc. from financial assets   | 17       | 5,035         | 5,942   |
| Changes in investment value  | 17       | 637           | -1,597  |
| Realised gains and losses on investments   | 17       | 2,073         | 2,209   |
| Total net income from investments in the collective portfolio  | 13       | 9,565         | 8,502   |
| Income from investments in subsidiaries, associated companies and joint-controlled companies                 | 31       | 271           | 249     |
| of which from investment in real estate companies  |          | 271           | 249     |
| Interest income and dividends etc. from financial assets   | 17       | 1,581         | 615     |
| Changes in investment value  | 17       | 3,827         | 1,999   |
| Realised gains and losses on investments   | 17       | 2,520         | 1,039   |
| Total net income from investments in the investment selection portfolio                                      | 13       | 8,199         | 3,902   |
| Other insurance related income   | 13,19    | 551           | 454     |
| Gross claims paid  |          | -10,268       | -9,962  |
| Claims paid - reinsurance  |          | 13            | 12      |
| Premium reserves etc. transferred to other companies   | 16       | -3,829        | -4,170  |
| Claims for own account   | 13       | -14,084       | -14,119 |
| To (from) premium reserve, gross   | 39       | -832          | -1,739  |
| To/from additional statutory reserves  | 39       | -1,371        | -1,490  |
| Change in value adjustment fund  | 39       | -1,024        | 1,836   |
| Change in premium fund, deposit fund and the pension surplus fund  | 39       | -23           | -11     |
| To/from technical reserves for non-life insurance business   | 39       | 9             | -34     |
| Transfer of additional statutory reserves and value adjustment fund from other insurance compa-              |          |               |         |
| nies/pension funds   | 16       | -16           | 2       |
| Changes in insurance obligations recognised in the Profit and Loss Account - contractual                     |          |               |         |
| obligations  | 13       | -3,257        | -1,437  |
| Change in premium reserve  |          | -15,232       | -11,256 |
| Change in other provisions   |          |               |         |
| Changes in insurance obligations recognised in the Profit and Loss Account - investment portfolio separately | 13,39    | -15,232       | -11,256 |
| Profit on investment result  | 39       | -441          | -11,230 |
| Risk result allocated to insurance contracts   | 39       | 4             | 501     |
| Other allocation of profit   |          | -131          | -259    |
| Funds allocated to insurance contracts   | 13       | -568          | -761    |
| Management expenses  | 15       | -189          | -171    |
| Selling expenses   | 21       | -283          | -278    |
| Insurance-related administration expenses (incl. commissions for reinsurance received)                       | <u> </u> | -937          | -918    |
| Insurance-related operating expenses   | 13       | <b>-1,409</b> | -1,368  |
|  |          |               |         |
| Other insurance related expenses   | 13,25    | -138          | -182    |

| (NOK million)  | Note | 2017  | 2016  |
|--|------|-------|-------|
| NON-TECHNICAL ACCOUNT  |      |       |       |
| Income from investments in subsidiaries, associated companies and joint-controlled companies | 31   | 464   | -536  |
| Interest income and dividends etc. from financial assets                                     | 17   | 345   | 319   |
| Changes in investment value  | 17   | 17    | 203   |
| Realised gains and losses on investments   | 17   | -55   | 736   |
| Net income from investments in company portfolio   |      | 771   | 722   |
| Other income   | 20   | 16    | 24    |
| Management expenses  |      | -17   | -15   |
| Other costs  | 26   | -466  | -373  |
| Total management expenses and other costs linked to the company portfolio                    |      | -468  | -364  |
| Profit or loss on non-technical account  |      | 304   | 359   |
| Profit before tax  |      | 1,460 | 1,459 |
| Tax costs  | 27   | 210   | -205  |
| PROFIT BEFORE OTHER COMPREHENSIVE INCOME   |      | 1,670 | 1,254 |
| Change in actuarial assumptions  |      | -7    | -18   |
| Tax on other profit elements not to be classified to profit/loss                             |      | -4    | 19    |
| Total other profit elements not to be classified to profit/loss                              |      | -11   | 2     |
| Profit/loss cash flow hedging  |      | 23    | -60   |
| Total other profit elements that may be classified to profit /loss                           |      | 23    | -60   |
| otal other profit elements   |      |       | -58   |
|  |      |       |       |
| TOTAL COMPREHENSIVE INCOME   |      | 1,682 | 1,195 |

# Storebrand Livsforsikring AS Statement of financial position 31 December

| (NOK million)   | Note        | 2017                | 2016    |
|---|-------------|---------------------|---------|
| ASSETS  |             |                     |         |
| ASSETS IN COMPANY PORTFOLIO   |             |                     |         |
| Other intangible assets   | 28          | 94                  | 133     |
| Total intangible assets   |             | 94                  | 133     |
| Equities and units in subsidiaries, associated companies and joint-controlled companies | 31          | 13,168              | 13,434  |
| Loans to and securities issued by subsidiaries, associated companies                    | 31          |                     |         |
| Lendings at amortised cost  | 10,12,29    | 1                   | 1       |
| Bonds at amortised cost   | 10,12,29,32 | 3,023               | 2,868   |
| Deposits at amoritsed cost  | 10          | 400                 | 143     |
| Equities and other units at fair value  | 12,29,33    | 17                  | 83      |
| Bonds and other fixed-income securities at fair value                                   | 10,12,29,34 | 15,801              | 13,529  |
| Derivatives at fair value   | 10,12,29,35 | 1,145               | 932     |
| Total investments   |             | 33,555              | 30,989  |
| Receivables in connection with direct business transactions                             |             | 503                 | 419     |
| Receivables in connection with reinsurance transactions                                 |             | 4                   | 9       |
| Receivables with group company  |             | 59                  | 66      |
| Other receivables   | 37          | 782                 | 410     |
| Total receivables   |             | 1,347               | 903     |
| Tangible fixed assets   | 36          | 7                   | 11      |
| Cash, bank  | 10,29       | 865                 | 1,644   |
| Tax assets  | 27          | 381                 | 175     |
| Total other assets  |             | 1,253               | 1,830   |
| Other pre-paid costs and income earned and not received                                 |             | 18                  | 14      |
| Total pre-paid costs and income earned and not received                                 |             | 18                  | 14      |
| Total assets in company portfolio   |             | 36,267              | 33,870  |
| ASSETS IN CUSTOMER PORTFOLIOS   |             |                     |         |
| Equities and units in subsidiaries, associated companies and joint-controlled companies | 31          | 19,532              | 20,884  |
| of which investment in real estate companies  |             | 18,683              | 20,104  |
| Bonds held to maturity  | 10,12,29,32 | 15,128              | 15,644  |
| Bonds at amortised cost   | 10,12,29,32 | 84,071              | 79,378  |
| Lending at amortised cost   | 10,12,29    | 21,425              | 16,628  |
| Deposits at amoritsed cost  | 10,29       | 2,530               | 2,133   |
| Equities and other units at fair value  | 12,29,33    | 14,455              | 10,501  |
| Bonds and other fixed-income securities at fair value                                   | 10,12,29,34 | 30,050              | 38,444  |
| Financial derivatives at fair value   | 10,12,29,35 | 221                 | 128     |
| Total investments in collective portfolio   | 10,12,20,00 | 187,412             | 183,739 |
| Reinsurance share of insurance obligations  |             | 63                  | 100,705 |
| Equities and units in subsidiaries, associated companies and joint-controlled companies | 31          | 3,885               | 2,974   |
| of which investment in real estate companies  | 51          | 3,885               | 2,974   |
| Lending at amortised cost   | 10,12,29    | 5,005               | 100     |
| Deposits at amoritsed cost  | 10,12,29    | 300                 | 183     |
| Equities and other units at fair value  | 12,29,33    | 48,963              | 39,626  |
| Bonds and other fixed-income securities at fair value                                   |             |                     |         |
|   | 10,12,29,34 | 27,550              | 21,807  |
| Financial derivatives at fair value Tetal investments in investment selection portfolio | 10,12,29,35 | 33<br><b>90 721</b> | 73      |
| Total investments in investment selection portfolio Total access in sustamer partfolios |             | 80,731              | 64,763  |
| Total assets in customer portfolios   |             | 268,206             | 248,609 |
| TOTAL ASSETS  |             | 304,473             | 282,478 |

| (NOK million)   | Note        | 2017    | 2016    |
|---|-------------|---------|---------|
| EQUITY AND LIABILITIES  |             |         |         |
| Share capital   |             | 3,540   | 3,540   |
| Share premium   |             | 9,711   | 9,711   |
| Total paid in equity  |             | 13,251  | 13,251  |
| Risk equalisation fund  |             | 143     | 140     |
| Other earned equity   |             | 11,422  | 11,042  |
| Total earned equity   |             | 11,564  | 11,182  |
| Perpetual subordinated loan capital   |             | 2,103   | 2,098   |
| Dated subordinated loan capital   |             | 4,982   | 3,742   |
| Hybrid tier 1 capital   |             | 1,506   | 1,504   |
| Total subordinated loan capital and hybrid tier 1 capital                       | 9,12,29     | 8,591   | 7,344   |
| Premium reserves  |             | 169,843 | 168,884 |
| Additional statutory reserves   |             | 8,254   | 6,794   |
| Market value adjustment reserve   |             | 3,707   | 2,684   |
| Premium fund, deposit fund and the pension surplus fund                         |             | 2,564   | 2,671   |
| Other technical reserve   |             | 631     | 684     |
| Total insurance obligations in life insurance - contractual obligations         | 38,39       | 184,999 | 181,716 |
| Premium reserves  |             | 80,372  | 65,144  |
| Total insurance obligations in life insurance - investment portfolio separately | 38,39       | 80,372  | 65,144  |
| Pension liabilities etc.  | 22          | 42      | 59      |
| Total provisions for liabilities  |             | 42      | 59      |
| Liabilities in connection with direct insurance                                 |             | 1,079   | 898     |
| Liabilities in connection with reinsurance                                      |             | 4       |         |
| Financial derivatives   | 10,12,29,35 | 1,007   | 1,047   |
| Liabilities to group companies  |             | 1,323   | 199     |
| Other liabilities   | 40          | 2,108   | 1,415   |
| Total liabilities   |             | 5,521   | 3,559   |
| Other accrued expenses and received, unearned income                            |             | 133     | 224     |
| Total accrued expenses and received, unearned income                            |             | 133     | 224     |
| TOTAL EQUITY AND LIABILITIES  |             | 304,473 | 282,478 |

Lysaker, 6. February 2018 The Board of Directors of Storebrand Livforsikring AS

Translation - not to be signed

Odd Arlid Grefstad - Chairman of the Board -

Ole Peik Norenberg

Vibeke Hammer Madsen

Bodil Catherine Valvik

Sigurd Nilsen Ribu

Hans Henrik Klouman

Jan Otto Risebrobakken

Geir Holmgren - Chief Executive Officer -

# Statement of change in equity for Storebrand Livsforsikring AS

|   |                             | Share   |            | Risk         |              |        |
|---|-----------------------------|---------|------------|--------------|--------------|--------|
|   |                             | premium | Total paid | equalisation |              | Total  |
| (NOK million)                             | Share capital <sup>1)</sup> | reserve | in equity  | fund         | Other equity | equity |
| Equity at 31.12.2015                      | 3,540                       | 9,711   | 13,251     | 142          | 9,845        | 23,238 |
| Profit for the period                     |                             |         |            | -2           | 1,255        | 1,254  |
| Total other profit elements               |                             |         |            |              | -58          | -58    |
| Total comprehensive income for the period |                             |         |            | -2           | 1,197        | 1,195  |
| F   |                             |         |            |              |              |        |
| Equity transactions with owner:           |                             |         |            |              |              |        |
| Other                                     |                             |         |            |              |              |        |
| Equity at 31.12.2016                      | 3,540                       | 9,711   | 13,251     | 140          | 11,042       | 24,433 |
| Profit for the period                     |                             |         |            | 2            | 1,668        | 1,670  |
| Total other profit elements               |                             |         |            |              | 12           | 12     |
| Total comprehensive income for the period |                             |         |            | 2            | 1,680        | 1,682  |
| Dividend                                  |                             |         |            |              | -1,300       | -1,300 |
| Equity at 31.12.2017                      | 3,540                       | 9,711   | 13,251     | 143          | 11,422       | 24,815 |

1) 35 404 200 shares of NOK 100 par value.

# Notes

# Note 1 - Company information and accounting policies

# **1. COMPANY INFORMATION**

Storebrand Livsforsikring Group offers products within life insurance to private individuals, companies and public sector entities in Norway and Sweden. The Group is divided into the segments Savings, Insurance, Guaranteed Pension and Other.

The Group's head office is located at Professor Kohts vei 9, in Lysaker, Norway.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES FOR MATERIAL ITEMS ON THE STATEMENT OF FINANCIAL POSITION

The asset side of the Group's statement of financial position comprises, for the most part, financial instruments and investment properties.

A large majority of the financial instruments are measured at fair value (the fair value option is used), whilst other financial instruments that are included in the categories Loans and receivables and Held to maturity are measured at amortised cost. Financial instruments measured at amortised cost are largely related to Norwegian pension liabilities with annual interest rate guarantee. In addition, the majority of loans are measured at amortised cost.

Investment properties are measured at fair value.

The statement of financial position also includes capitalised intangible assets, which consist essentially of excess value related to insurance contracts acquired as part of a business combination and are associated with the acquisition of the Swedish group Storebrand Holding (SPP) in 2007. This excess value is measured at historical cost less annual amortisation and write-downs.

The liabilities side of the Group's statement of financial position comprises, for the most part, financial instruments (liabilities) and provisions relating to future pension and insurance payments (technical insurance reserves). With the exception of derivatives and insurance liabilities in Sweden that are measured at fair value, the majority of the financial liabilities are measured at amortised cost.

Technical insurance reserves must be adequate and cover liabilities relating to issued insurance contracts. Various methods and principles are used in the Group when assessing the reserves for different insurance contracts. A considerable part of the insurance liabilities relate to insurance contracts with interest guarantees. The recognised liabilities related to Norwegian insurance contracts with guaranteed interest rates are discounted by the basic interest rate (which corresponds to the guaranteed return / interest rate) for the respective insurance contracts.

The recognised liabilities related to the Swedish insurance contracts with guaranteed interest rates in the subsidiary SPP are discounted by an observable market interest rate and by an estimated market interest rate for terms to maturity when no observable interest rate is available. The yield curve that is used was changed in the fourth quarter of 2015 and now corresponds essentially to the interest rate that is used in the Solvency II calculations.

In the case of unit-linked insurance contracts, reserves for the savings element in the contracts will correspond to the value of related asset portfolios.

Due to the fact that the customers' assets in the life insurance business (guaranteed pension) have historically yielded a return that has exceeded the increased value in guaranteed insurance liabilities, the excess amount has been set aside as customer buffers (liabilities), including in the form of additional reserves, value adjustment reserve and conditional bonus.

Incurred But Not Settled (IBNS) reserves consist of amounts reserved for claims either incurred but not yet reported or reported but not yet settled (Incurred But Not Reported "IBNR" and Reported But Not Settled "RBNS"). IBNS reserves are included in both the premium reserve and claims reserve. The claims reserve must only cover amounts which might have been paid in the accounting year had the claim been settled.

IBNS reserves are measured using mathematical models based on historical information about the portfolio.

# 3. BASIS FOR PREPARATION OF THE FINANCIAL STATEMENTS

The accounting policies applied in the group accounts are described below. The policies are applied consistently to similar transactions and to other events involving similar circumstances. There is no required use of uniform accounting policies for insurance contracts.

The financial statements are prepared in accordance with accounting regulations for life insurance company from the FSA for the parent company and the consolidated financial statements are presented using EU-approved International Financial Reporting Standards (IFRS) and related interpretations, as well as other Norwegian disclosure requirements laid down in legislation and regulations.

#### Use of estimates when preparing the consolidated financial statements

The preparation of the consolidated financial statements in accordance with IFRS requires the management to make judgements, estimates and assumptions that affect assets, liabilities, revenue, expenses, the notes to the financial statements and information on potential liabilities. Actual amounts may differ from these estimates. See Note 2 for further information.

#### 4. CHANGES IN ACCOUNTING POLICIES

Financial reporting regulations of FSA allow a great extent use of international accounting standards - IFRS. New accounting standards that have a significant impact on the consolidated financial statements have not been implemented in 2017. For changes in estimates, see Note 2 for further information.

Changes were made to the classification of certain types of transactions in the income statement, and comparable figures have been restated. This has resulted in some minor changes between lines in the income statement, but has no effect on the Group result or the classification in the segment note. Below are the most important result lines subject to the changes:

- interest income and dividend etc. on financial instruments the collective portfolio
- realised gains and losses on investments the collective portfolio
- other insurance related income
- gross claims paid
- to (from) premium reserve, gross
- management expenses
- insurance-related administration expenses
- realised gains and losses on investments the company portfolio
- other income
- other costs

#### 5. NEW IFRS STANDARDS

No new accounting standards that will have a significant impact on Storebrand Livsforsikring's consolidated financial statements are expected to be implemented in 2018.

#### NEW STANDARDS AND CHANGES IN STANDARDS THAT HAVE NOT COME INTO EFFECT:

# <u>IFRS9</u>

IFRS 9 Financial Instruments will replace the current IAS39. IFRS 9 is applicable from 1 January 2018. For insurance-dominated groups and companies, IFRS 4 allows for either the implementation of IFRS 9 to be deferred (deferral approach) or to enter the differences between IAS39 and IFRS 9 through Other Comprehensive Income (overlay approach) until implementation of IFRS 17 on 1 January 2021. The Storebrand Group qualifies for temporary deferral of IFRS 9 because over 90 per cent of the Group's total liabilities as at 31 December 2015 were linked to the insurance business. For the Storebrand Group, IFRS 9 will be implemented together with IFRS 17, applicable from 1 January 2021.

IFRS 9 deals with recognition, classification and measurement, impairment, derecognition and hedge accounting of financial instruments. IFRS 9 involves rules for classification based on the business model, altered hedge accounting requirements and rules for write-downs of financial assets that result in losses being recorded earlier than under IAS39. Under IAS39, impairment losses will be entered when there are objective criteria for an actual loss having taken place, while under IFRS 9, the probability of loss (expected loss) must be calculated based on the elements relating to the financial instrument and elements relating to more general macroeconomic factors

Under IFRS 9, financial assets are classified into three measurement categories: fair value through profit or loss, fair value through other comprehensive income (OCI) and amortised cost. Instruments that, in principle, shall be measured at amortised cost or at fair value through OCI can be measured at fair value through profit or loss if this eliminates or significantly reduces a recognition inconsistency.

For financial liabilities, the rules are principally the same as for the current IAS39.

IFRS 9 simplifies the requirements for hedge accounting by the hedge effectiveness being more closely linked to the executive management's risk management practices.

Storebrand is working on preparing for the implementation of IFRS9, including assessing the effects implementation of IFRS9 will have for Storebrand's consolidated financial statements.

## <u>IFRS17</u>

A key standard for the Storebrand consolidated financial statements will be IFRS17 Insurance Contracts, which shall replace the current IFRS4. The standard was published by IASB on 18 May 2017 and will apply from 1 January 2021.

In principle, IFRS17 shall be applied using a full retrospective approach. This means that all applicable insurance contracts shall be recalculated according to IFRS 17 as if IFRS 17 had been applicable from the date the contracts were entered into. However, if full retrospective application is close to impossible, the standard permits modification of the requirement and a modified retrospective approach or fair value approach may then be used.

IFRS 17 will entail significant changes to the method used for measuring insurance contracts and how earnings and financial position are presented.

The standard requires that the recognised value of insurance contracts shall consist of the following components:

- · Probability weighted estimate of future contributions and payments related to the contracts.
- The cash flows are discounted by an interest rate that reflects the risk of the cash flows.
- A supplement is added for the risk margin.

When entering into a contract, the expected profit is also set aside as a liability. This is recognised as income over the duration of the contract (provided that the contract is not considered to be a loss contract on the issuing date).

Grouping of contracts will be important for recognition and measurement of insurance contracts. Grouping will take place based on contracts with equal risk and that are managed together creating a portfolio. Portfolios will then be divided into groups according to years, with a maximum of a one year spread for contract duration per group. There should also be a differentiation made between unprofitable, profitable without risk of becoming unprofitable and other contracts.

IFRS17 requires that components that are distinct from the insurance component are separated and recognised according to the rules in the relevant standard. In order to be distinct, the component must be able to be sold separately in the same market, either by a player that issues insurance or by others.

The standard introduces three models for measuring insurance contracts.

- General approach: The expected contractual service margin (CSM) of premiums is recognised as a liability at the entering into of the contract and recognised in the income statement in line with the provision of the insurance services.
- Premium allocation approach: Simplified approach whereby the insurance premium is recognised as income on a straight-line basis over the term of the contract. This can only be used for contracts with a duration of up to 12 months.
- Variable fee approach: Variant of the general approach, but whereby the return is included in the calculation of the expected contractual service margin (CSM).

Storebrand is working on preparing for implementation of IFRS17, including assessing the effects implementation of IFRS 17 will have for Storebrand's consolidated financial statements.

#### IFRS15

The new standard for recognising revenue from contracts with customers enters into force on 1 January 2018. IFRS 15 introduces a five-step model for recognising revenues from contracts with customers. Under IFRS 15, revenues are recognised in an amount that reflects the consideration to which an entity expects to be entitled in exchange for goods or services to a customer. The standard applies for all contracts that are entered into from and including 1 January 2018, and for existing contracts that are not concluded on this date. The purpose of the standard is to remove the inconsistency and weaknesses that exist in current revenue recognition standards and improve the comparability of revenue recognition between business enterprises, industries and geographic regions.

The new revenue recognition standard will replace all revenue recognition requirements in accordance with IFRS.

Revenue recognition in the Storebrand Group will be primarily regulated by IAS39/IFRS9 and IFRS4. Revenue that will be recognised under Other Income is assessed in relation to IFRS 15. The implementation of IFRS15 will not have any significant impact on the Group result in Storebrand's consolidation financial statements.

#### IFRS16

IFRS 16 Leases, replaces the current IAS 17 and is applicable from 1 January 2019. IFRS 16 establishes principles for the recognition, measurement, presentation and disclosure of leases. The new leasing standard will not result in major changes for lessors, but will however significantly change accounting by lessees. IFRS 16 requires that, in principle, lessees recognise all leases in the balance sheet according to a simplified model that resembles the accounting treatment of financial leases in accordance with IAS17.

The present value of the combined lease payments shall be recognised on the balance sheet as debt and an asset that reflects the right of use of the asset during the lease period. The recognised asset is amortised over the lease period and the depreciation expense is recognised as an operating expense on an ongoing basis. The interest expense on the lease commitment is recognised as a financial expense.

Storebrand is working on preparing for the implementation of IFRS 16, including assessing the effects implementation of IFRS 16 will have for Storebrand's consolidated financial statements.

# 6. CONSOLIDATION

For Storebrand Livsforsikring AS (the parent company), subsidiaries that are included in the collective portfolio are recognised according to the equity method, while subsidiaries that are included in the company portfolio are recognised according to the cost method. For subsidiaries that prepare accounts in accordance with principles other than those that apply to the insurance company, the subsidiary's financial statements are restated to comply with the principles under which the insurance company's accounts are prepared.

The consolidated financial statements combine Storebrand Livsforsikring AS and companies where Storebrand Livsforsikring AS has a controlling interest. Minority interests are included in the Group's equity, unless there are options or other conditions that entail that minority interests are measured as liabilities.

Storebrand Livsforsikring AS also owns the Swedish holding company Storebrand Holding AB, which in turn owns SPP Pension & Försäkring AB (publ). In connection with the acquisition of the Swedish business in 2007, the authorities instructed Storebrand to make an application to maintain a group structure by the end of 2009. Storebrand has filed an application to maintain the existing group structure. Investments in associated companies (normally investments of between 20 per cent and 50 per cent of the company's equity) in which the Group exercises significant influence are consolidated in accordance with the equity method. Investments in joint ventures are recognised in accordance with the equity method.

#### CURRENCY AND TRANSLATION OF FOREIGN COMPANIES

The Group's presentation currency is Norwegian kroner. Foreign companies included in the Group which use a different functional currency are translated into Norwegian kroner. The income statement figures are translated using an average exchange rate for the year and the statement of financial position is translated using the exchange rate prevailing at the end of the financial year. As differences will arise between the exchange rates applied when recording items in the statement of financial position and the income statement, any translation differences are recognised in total comprehensive income.

#### ELIMINATION OF INTERNAL TRANSACTIONS

Internal receivables and payables, internal gains and losses, interest, dividends and similar between companies in the Group are eliminated in the consolidated financial statements. Transactions between the customer portfolios and the company portfolio in the life insurance business and between the customer portfolios in the life insurance business and other companies in the Group will not be eliminated in the consolidated accounts. Pursuant to the life insurance regulations, transactions with customer portfolios are carried out a fair value.

# 7. BUSINESS COMBINATIONS

The acquisition method is applied when accounting for *acquisition of businesses*. The consideration is measured at fair value. The direct acquisition expenses are recognised when they arise, with the exception of expenses related to raising debt or equity (new issues).

When making investments, including purchasing investment properties, a decision is made as to whether the purchase constitutes acquisition of a business pursuant to IFRS 3. When such acquisitions are not regarded as an acquisition of a business, the acquisition method pursuant to IFRS 3 Business Combinations is not applied, which in turn means that provisions are not made for deferred tax as would have occurred in a business combination.

# 8. INCOME RECOGNITION

#### PREMIUM INCOME

Net premium income includes the year's premiums written (including savings elements, administration premium, fees for issuing Norwegian interest rate guarantees and profit element risk), premium reserves transferred and ceded reinsurance. Annual premiums are generally accrued on a straight-line basis over the coverage period.

# INCOME FROM PROPERTIES AND FINANCIAL ASSETS

Income from properties and financial assets are described in Sections 11 and 12.

#### OTHER INCOME

Fees are recognised when the income can be measured reliably and is earned. Fixed fees are recognised as income in line with delivery of the service, and performance fees are recognised as income once the success criteria have been met.

#### 9. GOODWILL AND INTANGIBLE ASSETS

Added value when acquiring a business that cannot be directly attributable to assets or liabilities on the date of the acquisition is classified as goodwill on the statement of financial position. Goodwill is measured at acquisition cost on the date of the acquisition. Goodwill arising from the acquisition of subsidiaries is classified as an intangible asset.

Goodwill is not amortised, instead it is tested for impairment. Goodwill is reviewed for impairment if there are indications that its value has become impaired. The review is conducted at least annually and determines the recoverable amount of goodwill.

If the discounted present value of the pertinent future cash flows is less than the carrying value, goodwill will be written down to its fair value. Reversal of an impairment loss for goodwill is prohibited even if information later comes to light showing that there is no longer a need for the write-down or the impairment loss has been reduced. Goodwill is allocated to the relevant cash flow generating units that are expected to benefit from the acquisition so that it can subsequently be tested for impairment.

Goodwill arising from the acquisition of interests in associated companies is included in investments in associated companies, and tested annually for impairment in connection with the assessment of book value.

Intangible assets with limited useful economic lives are measured at acquisition cost less accumulated amortisation and any write downs. The useful life and amortisation method are measured each year. With initial recognition of intangible assets in the statement of financial position, it must be demonstrated that probable future economic benefits attributable to the asset will flow to the Group. The cost of the asset must also be measured reliably. The value of an intangible asset is tested for impairment when there are indications that its value has been impaired. In other respects intangible assets are subject to write-downs and reversals of write-downs in the same manner as described for tangible fixed assets.

### 10. ADEQUACY TEST FOR INSURANCE LIABILITIES AND RELATED EXCESS VALUES

A liability adequacy test must be conducted of the insurance liability pursuant to IFRS 4 each time the financial statements are presented. The test conducted in Storebrand's consolidated financial statements is based on the Group's calculation of capital. The liability adequacy test was carried out prior to the implementation of IFRS. Intangible assets with unlimited useful economic lives are not amortised, but are tested for impairment annually or whenever there are indications that the value has been impaired.

#### **11. INVESTMENT PROPERTIES**

Investment properties are measured at fair value. Fair value is the amount for which an asset could be exchanged between well-informed, willing parties in an arm's length transaction. Income from investment properties consists of both changes in fair value and rental income.

Investment properties primarily consist of centrally located office buildings, shopping centres and logistics buildings. Properties leased to tenants outside the Group are classified as investment properties. In the case of properties partly occupied by the Group for its own use and partly let to tenants, the identifiable tenanted portion is treated as an investment property. All properties that are owned by the customer portfolios are measured at fair value and the changes in value are allocated to the customer portfolios.

# **12. FINANCIAL INSTRUMENTS**

# 12.1 GENERAL POLICIES AND DEFINITIONS

#### Recognition and derecognition

Financial assets and liabilities are included in the statement of financial position from such time Storebrand becomes party to the instrument's contractual terms and conditions. Normal purchases and sales of financial instruments are recorded on the transaction date. When a financial asset or a financial liability is initially recognised in the financial statements, it is valued at fair value. Initial recognition includes transaction costs directly related to the acquisition or issue of the financial asset/liability if it is not a financial asset/liability at fair value through profit or loss.

Financial assets are derecognised when the contractual right to the cash flow from the financial asset expires, or when the company transfers the financial asset to another party in a transaction by which all, or virtually all, the risk and reward associated with ownership of the asset is transferred.

Financial liabilities are derecognised in the statement of financial position when they cease to exist, i.e. once the contractual liability has been fulfilled, cancelled or has expired.

#### Definition of amortised cost

Subsequent to initial recognition, held-to-maturity investments, loans and receivables as well as financial liabilities not at fair value in profit or

loss, are measured at amortised cost using the effective interest method. The calculation of the effective interest rate involves estimating all cash flows and all of the contractual terms of the financial instruments (for example early repayment, call options and equivalent options). The calculation includes all fees and margins paid or received between the parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

#### Definition of fair value

The fair value of financial assets listed on a stock exchange or on another regulated market in which regular trading takes place is determined as the bid price on the last trading day up to and including the reporting date.

If a market for a financial instrument is not active, fair value is determined by using valuation techniques. Such valuation techniques make use of recent arm's length market transactions between independent, unrelated, and well informed parties where available, reference to the current fair value of another instrument that is substantially the same, discounted cash flow analysis, and options pricing models. If a valuation technique is in common use by participants in the market and this method has proved to provide reliable estimates of prices actually achieved in market transactions, this method is used.

#### Impairment of financial assets

For financial assets carried at amortised cost, an assessment is made on each reporting date whether there is any objective evidence that a financial asset or group of financial assets is impaired.

If there is objective evidence that impairment has occurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows (excluding future credit losses that have not occurred) discounted at the financial asset's original effective interest rate (i.e. the effective interest rate calculated at initial recognition). The amount of the loss is recognised in the income statement.

Losses expected as a result of future events, no matter how likely, are not recognised.

# 12.2 CLASSIFICATION AND MEASUREMENT OF FINANCIAL ASSETS AND LIABILITIES

#### Financial assets are classified into one of the following categories:

- Financial assets held for trading
- · Financial assets at fair value through profit or loss in accordance with the fair value option (FVO)
- Financial assets held to maturity
- · Financial assets, loans and receivables

#### Held for trading

A financial asset is held for trading if:

- it has been acquired principally for the purpose of selling or repurchasing it in the near term, is part of a portfolio of identified financial instruments that are managed together and there is evidence of a recent actual pattern of short-term profit-taking, or
- it is a derivative that is not designated and effective as a hedging instrument.

With the exception of derivatives, only a limited proportion of Storebrand's financial assets fall into this category.

Financial assets held for trading are measured at fair value at the reporting date, with all changes in their fair value recognised in profit or loss.

#### At fair value through profit or loss in accordance with the fair value option (FVO)

A significant proportion of Storebrand's financial instruments are classified in the category of fair value through profit or loss because:

- such classification reduces the mismatch in the measurement or recognition that would otherwise arise as a result of the different rules for measuring assets and liabilities, or
- the financial assets form part of a portfolio that is managed and reported on a fair value basis.

The accounting is equivalent to that of the held for trading category (the instruments are measured at fair value and changes in value are recognised in the income statement).

#### Investments held to maturity

Held to maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity and that a company has the intention and ability to hold to maturity, with the exclusion of:

- assets that are designated in initial recognition as assets at fair value through profit or loss, and
- assets that are defined as loans and receivables.

Assets held to maturity are recognised at amortised costs using the effective interest method. The category is used in the Norwegian life insurance business for assets linked to insurance contracts with interest rate guarantees.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, with the exception of assets that the company intends to sell immediately or in the near term that are classified as held for trading and those that the company upon initial recognition designates at fair value through profit or loss.

Loans and receivables are recognised at amortised cost using the effective interest method. The category is used in the Norwegian life insurance business linked to insurance contracts with a guaranteed interest rate.

Loans and receivables that are designated as hedged items are subject to measurement under the hedge accounting requirements.

#### **12.3 DERIVATIVES**

#### Definition of a derivative

A derivative is a financial instrument or other contract within the scope of IAS39, and which has all three of the following characteristics:

- the value of the derivative changes in response to the change in a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index, or other variable (often referred to as the 'underlying'),
- it requires no initial net investment or an initial net investment that is smaller than would be required for other types of contracts that would be expected to have a similar response to changes in market factors,
- it is settled at a future date.

#### Accounting treatment of derivatives that are not hedging

Derivatives that do not meet the criteria for hedge accounting are recognised as financial instruments held for trading. The fair value of such derivatives is classified as either an asset or a liability with changes in fair value through profit or loss.

The majority of the derivatives used routinely for asset management fall into this category.

Some of the Group's insurance contracts contain embedded derivatives such as interest rate guarantees. These insurance contracts do not follow the accounting standard IAS 39 Financial Instruments, but follow the accounting standard IFRS 4 Insurance Contracts, and the embedded derivatives are not continually measured at fair value.

#### **12.4 HEDGE ACCOUNTING**

#### Fair value hedging

Storebrand uses fair value hedging, where the items hedged are financial assets and financial liabilities measured at amortised cost. Derivatives are recognised at fair value through profit or loss or are included in total comprehensive income. Changes in the value of the hedged item that are attributable to the hedged risk adjusts the carrying amount of the hedged item and is recognised through profit or loss.

#### Hedging of net investments

Hedging of net investments in foreign businesses is recognised in the accounts in the same way as cash flow hedging. Gains and losses on the hedging instrument that relate to the effective part of the hedging are recognised through total comprehensive income, while gains and losses that relate to the ineffective part are recognised immediately in the accounts in the profit and loss account. The total loss or gain in equity is recognised in the profit and loss account when the foreign business is sold or wound up.

#### Combined fair value and cash flow hedging

Some borrowing in foreign currency is hedged by means of hedging instruments (derivatives). The cash flows in the hedged item coincide with the cash flows of the hedging instruments. Derivatives are recognised at fair value. Hedge accounting is carried out by dividing the hedge into fair value hedging of the interest and a cash flow hedging of the margin. Net changes in the value of the cash flow hedge are recognised in the Statement of Total Comprehensive Income.

#### **12.5 FINANCIAL LIABILITIES**

Subsequent to initial recognition, all financial liabilities are primarily measured at amortised cost using an effective interest method.

# 13. ACCOUNTING FOR THE INSURANCE BUSINESS

The accounting standard IFRS 4 Insurance Contracts addresses the accounting treatment of insurance contracts. Storebrand's insurance contracts fall within the scope of this standard. IFRS 4 is meant to be a temporary standard and it allows the use of non-uniform principles for the treatment of insurance contracts in consolidated financial statements. In the consolidated financial statements, the technical insurance reserves in the respective subsidiaries are included, as calculated on the basis of the laws of the individual countries. This also applies to insurance contracts acquired via business combinations. In such cases, positive excess values, cf. IFRS 4 no. 31b), are capitalised as assets.

Pursuant to IFRS 4, the technical insurance reserves must be adequate. When assessing the adequacy associated with recognised acquired insurance contracts, reference must also be made to IAS37 Provisions, Contingent Liabilities and Contingent Assets, and Solvency II calculations.

An explanation of the accounting policies for the most important technical insurance reserves can be found below.

# 13.1 GENERAL – LIFE INSURANCE

## Result for policyholders

Guaranteed return of the premium reserve and the premium fund and other returns to customers are recorded under the item guaranteed returns and allocations to policyholders.

#### Claims for own account

Claims for own account comprise claims settlements paid out, less reinsurance received, premium reserves transferred to other companies, reinsurance ceded and changes in claims reserves. Claims not settled or paid out are provided for by allocation to the claims reserve under the item, changes in insurance liabilities.

#### Changes in insurance liabilities

These comprise premium savings that are taken to income under premium income and that are paid under claims. This item also includes guaranteed returns on the premium reserve and the premium fund, as well as returns to customers beyond the guarantees.

#### Insurance liabilities

The premium reserve represents the present value of the company's total insurance liabilities, including future administration costs in accordance with the individual insurance contracts, after deducting the present value of agreed future premiums. In the case of individual account policies with flexible premium payments, the total policy value is included in the premium reserve. The premium reserve is equivalent to 100 per cent of the guaranteed surrender or transfer value of insurance contracts prior to any fees for early surrender or transfer and the policies' share of the market value adjustment reserve.

The premium reserve is calculated using the same assumptions as those used to calculate premiums for the individual insurance contracts, i.e. assumptions about mortality and disability rates, interest rates and costs. In addition, the provisions are increased due to expected increased life expectancy. Premium tariffs are based on the observed level of mortality and disability in the population with the addition of security margins that include expected future developments in this respect.

The premium reserve includes reserve amounts for future administration costs for all lines of insurance including settlement costs (administration reserve). In the case of paid-up contracts, the present value of all future administration costs is allocated in full to the premium reserve. In the case of contracts with future premium payments, a deduction is made for the proportion of future administration costs expected to be financed by future premium receipts.

A substantial proportion of the Norwegian insurance contracts have a one-year interest guarantee, meaning that the guaranteed return must be achieved every year. A substantial proportion of the Swedish insurance contracts have a guaranteed return up to the time of the pension payments.

## Insurance liabilities, special investments portfolio

The insurance reserves allocated to cover liabilities associated with the value of the special investments portfolio must always equal the value of the investments portfolio assigned to the contract. The proportion of profit in the risk result is included. The company is not exposed to investment risk on customer assets, since the customers are not guaranteed a minimum return. The only exception is in the event of death, when the beneficiaries are repaid the amount originally paid in for annuity insurance and for guaranteed account (Garantikonto).

#### **IBNS** reserves

Included in the premium reserve for insurance risk are provisions for claims either occurred but not yet reported or reported but not yet settled. IBNR are reserves for potential future payments when Storebrand has yet to be informed about whether an instance of disability, death or other instance entailing compensation has occurred. Since Storebrand is neither aware of the frequency nor the amount payable, IBNR is estimated using mathematical models based on historical information about the portfolio. Correspondingly, RBNS is a provision for potential future payments when Storebrand has knowledge of the incident, but has not settled the claim. Mathematical models based on historical information are also used to estimate the reserves.

#### Transfers of premium reserves, etc. (transfers)

Transfers of premium reserves resulting from transfers of policies between insurance companies are recorded in the profit and loss account as net premiums for own account in the case of reserves received and claims for own account in the case of reserves paid out. The recognition of costs and income takes place on the date the insured risk is ceded. The premium reserve in the insurance liabilities is reduced / increased on the same date. The premium reserve transferred includes the policy's share of additional statutory reserves, the market value adjustment reserve, conditional bonus and the profit for the year. Transferred additional reserves are not shown as part of premium income, but are reported separately as changes in insurance liabilities. Transferred amounts are classified as current receivables or liabilities until the transfer takes place.

#### Selling costs

Selling costs in the Norwegian life insurance business are expensed, whilst in the Swedish subsidiaries selling costs are recorded in the statement of financial position and amortised over the expected duration of the product.

### 13.2 LIFE INSURANCE – NORWAY

## Additional statutory reserves

The company is allowed to make allocations to the additional statutory reserves to ensure the solvency of its life insurance business. These additional reserves are divided among the contracts and can be used to cover a negative interest result up to the interest rate guarantee. In the event that the company does not achieve a return that equals the basic interest rate in any given year, the allocation can be reversed from the contract to enable the company to meet interest rate guarantee. This will result in a reduction in the additional statutory reserves and a corresponding increase in the premium reserve for the contract. For allocated annuities, the additional statutory reserves are paid in instalments over the disbursement period.

If additional reserves allocated to a contract entail that the total additional statutory reserves exceed 12 per cent of the premium reserve linked to the contract, the excess amount is assigned to the contract as surplus.

#### Premium fund, deposit reserve and pensioners' surplus fund

The premium fund contains premiums prepaid by policyholders as a result of taxation regulations for individual and group pension insurance and allocated profit shares. Credits and withdrawals are not recognised through the profit and loss account but are taken directly to the statement of financial position.

The pensioners' surplus fund comprises surplus assigned to the premium reserve in respect of pensions in group payments. The fund is applied each year as a single premium payment to secure additional benefits for pensioners.

#### Market value adjustment reserve

The current year's net unrealised gains / losses on financial assets at fair value in the group portfolio in Storebrand Livsforsikring AS are allocated to or reversed from the market value adjustment reserve in the statement of financial position assuming the portfolio has a net unrealised excess value. The portion of the current year's net unrealised gains / losses on financial current assets denominated in foreign currencies that can be attributed to fluctuations in exchange rates is not transferred to the market value adjustment reserve. The foreign exchange fluctuations associated with investments denominated in foreign currencies are largely hedged through foreign exchange contracts on a portfolio basis. Similarly, the change in the value of the hedging instrument is not transferred to the market value adjustment reserve, but is charged directly to the profit and loss account. Pursuant to the accounting standard for insurance contracts (IFRS4), the market value adjustment reserve is shown as a liability.

#### Reserves for undetermined insurance events

The reserves for incurred insurance events consist of reserves for disability and retirement pensions, established claims, undetermined claims and claims processing reserves. When assessing the reserves, the basic interest rate is used to determine the provision. In addition, provisions are made for calculated claims that have been incurred but not reported (IBNR).

#### Risk equalisation reserve

Up to 50 per cent of the risk result for group pensions and paid-up policies can be allocated in the risk equalisation fund to cover any future negative risk result. The risk equalisation reserve is not considered to be a liability according to IFRS and is included as part of the equity (undistributable equity). See Note 2 for further information on the use of the risk equalisation reserve to strengthen the longevity reserves.

# 13.3 LIFE INSURANCE SWEDEN

#### Life insurance reserves

The life insurance reserves are estimated as the present value of the expected future guaranteed payments, administrative expenses and taxes, discounted by the current risk-free interest rate (Solvency 2 yield curve). Insurance reserves with guaranteed interest rates in SPP use a modelled discount rate. A nominal risk-free interest rate is used to discount pure endowment insurance and health insurance in defined benefit schemes. For other risk insurance, a risk-free real interest rate, or nominal risk-free interest rate, is used in combination with the assumed inflation.

When calculating the life insurance reserves, the estimated future administrative expenses that may reasonably be expected to arise and can be attributed to the existing insurance contracts are taken into account. The expenses are estimated according to the company's own cost analyses and are based on the actual operating costs during the most recent year. Projection of the expected future costs follow the same principles on which Solvency II is based. Any future cost-rationalisation measures are not taken into account.

#### Reserves for undetermined insurance events

The reserves for incurred insurance events consist of reserves for disability pensions, established claims, unestablished claims and claims processing reserves. When assessing the reserves for disability pensions, a risk-free market interest rate is used, which takes into account future index adjustment of the payments. In addition, provisions are made for calculated claims that have been incurred but not reported (IBNR).

#### Conditional bonus and deferred capital contribution

The conditional bonus arises when the value of customer assets is higher than the present value of the liabilities, and thus covers the portion of the insurance capital that is not guaranteed. In the case of contracts where customer assets are lower than liabilities, the owners' result is charged via deferred capital contribution allocations. The conditional bonus and deferred capital contribution are recognised on the same line in the statement of financial position.

# 13.4. P&C INSURANCE

Costs related to insurance claims are recognised when the claims occur. The following allocations have been made:

*Reserve* for unearned premium for own account concerns on-going policies that are in force at the time the financial statements were closed and is intended to cover the contracts' remaining risk period.

The claims reserve is a reserve for expected claims that have been reported, but not settled. The reserve also covers expected claims for losses that have been incurred, but have not been reported at the expiry of the accounting period. The reserve includes the full amount of claims reported, but not settled. A calculated provision is made in the reserve for claims incurred but not reported (IBNR) and claims reported but not settled (RBNS). In addition, claims reserves shall include a separate provision for future claims on losses that have not been settled.

#### 14. PENSION LIABILITIES FOR OWN EMPLOYEES

Storebrand has country-specific pension schemes for its employees. The schemes are recognised in the accounts in accordance with IAS 19. In Norway, the pension scheme from 1 January 2015 changed from a defined benefit to a defined contribution scheme. The effect of this change was recognised in the accounts as at 31 December 2014. Storebrand is a member of the Norwegian contractual early retirement (AFP) pension scheme. The Norwegian AFP scheme is regarded as a defined-benefit scheme, but there is insufficient quantitative information to be able to estimate reliable accounting obligations and costs.

In Sweden, SPP has agreed, in accordance with the Finance Companies' Service Pension Plan (BTP Plan), to collective, defined-benefit pension plans for its employees. A group defined-benefit pension implies that an employee is guaranteed a certain pension based on the pay scale at the time of retirement on termination of the employment.

#### 14.1 DEFINED-BENEFIT SCHEME

Pension costs and pension obligations for defined-benefit pension schemes are determined using a linear accrual formula and expected final salary as the basis for the entitlements, based on assumptions about the discount rate, future salary increases, pensions and National Insurance benefits, future returns on pension plan assets as well as actuarial estimates of mortality, disability and voluntary early leavers. The net pension cost for the period comprises the total of the accrued future pension entitlements during the period, the interest cost on the calculated pension liability and the expected return on pension plan assets.

Actuarial gains and losses and the effects of changes in assumptions are recognised in total comprehensive income in the income statement for the period in which they occur. The Group has insured and uninsured pension schemes. The insured scheme in Norway is managed by the Group. Employees who resign before reaching retirement age or leave the scheme will be issued ordinary paid-up policies. The paid-up policies that are included in technical insurance reserves are measured in accordance with the accounting standard IFRS 4.

#### 14.2 DEFINED-CONTRIBUTION SCHEME

The defined-contribution pension scheme involves the Group in paying an annual contribution to the employees' collective pension savings. The future pension will depend upon the size of the contribution and the annual return on the pension savings. The Group does not have any further work-related obligations after the annual contribution has been paid. No provisions are made for ongoing pension liabilities for these types of schemes. Defined-contribution pension schemes are recognised directly in the financial statements.

# 15. TANGIBLE FIXED ASSETS AND INTANGIBLE ASSETS

The Group's tangible fixed assets comprise equipment, fixtures and fittings, IT systems and properties used by the Group for its own activities.

Equipment, inventory and IT systems are valued at acquisition cost less accumulated depreciation and any write-downs.

Properties used for the Group's own activities are measured at appreciated value less accumulated depreciation and write-downs. The fair value of these properties is tested annually in the same way as described for investment properties. The increase in value for buildings used by the Group for its own activities is recognised through total comprehensive income. Any write-down of the value of such a property is recognised first in the revaluation reserve for increases in the value of the property in question. If the write-down exceeds the revaluation reserve for the property in question, the excess is expensed over the profit and loss account.

The write-down period and method are reviewed annually to ensure that the method and period being used both correspond to the useful economic life of the asset. The disposal value is similarly reviewed. Properties are split into components if different parts have different useful economic lives. The depreciation period and method of depreciation are measured then separately for each component.

The value of a tangible fixed asset is tested when there are indications that its value has been impaired. Any impairment losses are charged to the income statement as the difference between the carrying value and the recoverable amount. The recoverable amount is the greater of the fair value less costs of sale and the value in use. On each reporting date it is determined as to whether there is the option to reverse previous impairment losses on non-financial assets.

## 16. TAX

The tax expense in the income statement comprises current tax and changes to deferred tax and is based on the accounting standard IAS12 Income Taxes. Tax is recognised in the income statement, except to the extent that it relates to items recognised in total comprehensive income. Deferred tax and deferred tax assets are calculated on the differences between accounting and tax values of assets and liabilities.

Deferred tax is calculated on the basis of the Group's tax loss carryforwards, deductible temporary differences and taxable temporary differences. The Group's tax-increasing temporary differences also include temporary differences linked to the Group's investment properties. These properties are primarily found in the Norwegian life company's customer portfolio and in companies that are owned by holding companies, which in turn is directly owned by Storebrand Livsforsikring AS. Even though these property companies are included in the customer portfolio and can be sold virtually free of tax, the tax-increasing temporary differences linked to the underlying properties which are also included in the Norwegian tax group, are included in the Group's temporary differences where provisions have been made for deferred tax. See also Section 7 above, which concerns business combinations.

Any deferred tax assets shall be recognised if it is considered probable that the tax asset will be recovered. Assets and liabilities associated with deferred tax are recognised as a net amount when there is a legal right to offset assets and liabilities for tax payable and the Group has the ability and intention to settle net tax payable.

Changes in assets and liabilities associated with deferred tax that are due to changes in the tax rate are generally recognised in the income statement.

#### FINANCIAL TAX

In connection with the national budget for 2017, it was agreed to introduce a financial tax consisting of two elements:

- · Financial tax on salaries. This is set at 5 per cent and follows the rules for employer's National Insurance contributions.
- The tax rate on the ordinary income for companies subject to the financial tax will be continued at the 2016 level (25 per cent), while it will
  otherwise be further reduced from 24 per cent to 23 per cent from 1 January 2018.

The financial tax applies from and including the 2017 financial year.

The Storebrand Livsforsikring Group includes companies that are both subject to and not subject to the financial tax. Therefore, when capitalising deferred tax/deferred tax assets in the consolidated financial statements, the company tax rate that applies for the individual companies is used (23 or 25 per cent).

# **17. PROVISION FOR DIVIDENDS**

Pursuant to IAS10, which deals with events after the balance sheet date, proposed dividends and/or group contributions are classified as equity until approved by the general meeting.

#### 18. LEASING

A lease is classified as a finance lease if it mainly transfers the risk and rewards incident to ownership. Other leases are classified as operating leases. Storebrand has no financial lease agreements.

#### **19. STATEMENT OF CASH FLOWS**

The statement of cash flows is prepared using the direct method and shows cash flows grouped by sources and use. Cash is defined as cash, receivables from central banks and receivables from credit institutions with no agreed period of notice. The statement of cash flows is classified according to operating, investing and financing activities.

#### 20. BIOLOGICAL ASSETS

Pursuant to IAS41, investments in forestry are measures as biological assets. Biological assets are measured at fair value, which is defined based on alternative fair value estimates, or the present value of expected net cash flows. Changes in the value of biological assets are recognised in the profit and loss account. Ownership rights to biological assets are recognised at the point in time when the purchase agreement is signed. Annual income and expenses are calculated for forestry and outlying fields.

# Note 2 - Critical accounting estimates and judgements

In preparing the Group's financial statements the management are required to make judgements, estimates and assumptions of uncertain amounts. The estimates and underlying assumptions are reviewed on an ongoing basis and are based on historical experience and expectations of future events and represent the management's best judgement at the time the financial statements were prepared.

A description of the most important elements and assessments in which discretion is used and which may influence recognised amounts or key figures is provided below and in Note 45 for Solvency II.

Actual results may differ from these estimates.

#### LIFE INSURANCE IN GENERAL

Insurance risk is the risk of higher than expected payments and/or unfavourable changes in the value of an insurance liability due to the actual development differing from what was expected when premiums or provisions were calculated.

In the consolidated accounts, insurance liabilities with a guaranteed interest rate are included, but using different principles in the Norwegian and the Swedish activities. An intangible asset (value of business in-force – VIF) linked to the insurance contracts in the Swedish activities is also included. This asset relates to Storebrand's purchase of SPP (acquisition of a business). There are several factors that may have an impact on the size of the insurance liabilities including VIF, such as biometric factors relating to longevity, future returns and invalidity, as well as the development of future costs and legal aspects, such as amendments to legislation and judgments handed down in court cases, etc. In the long term, a low interest rate will represent a challenge for insurance contracts with a guaranteed interest rate and, together with a reduced customer buffer, may have an impact on the amount recorded that is linked to the insurance contracts. The Norwegian insurance liabilities with guaranteed interest rates are discounted at the premium calculation rate (around 3.2 per cent on average). The Swedish insurance liabilities with guaranteed interest rates have been discounted by a yield curve that coincides with the Solvency II yield curve.

In accordance with the accounting standard IFRS 4 Insurance Contracts, liability adequacy test shall be performed. The insurance liabilities are calculated in accordance with rules stipulated by the national supervisory authorities, including the Insurance Activity Act with regulations in Norway and the Insurance Business Act in Sweden. For the life insurance liabilities a test is performed at an overall, total level by conducting an analysis based on the Norwegian premium reserve principles. The established analysis is based on the assumptions that apply correspondingly to the calculation of the Solvency II liability, in which the company uses the best estimates for the future basic elements based on the current experience. The test entails then that the company analyses the current margins between the assumptions used as a basis for reserves and the assumptions based on the Solvency II calculations. This test was also performed for the introduction of IFRS.

Upon the acquisition of the Swedish insurance group SPP, excess values and goodwill related to the value of the SPP Group's insurance contracts were capitalised, while the SPP Group's recognised insurance reserves were maintained in Storebrand's consolidated financial statements. These excess values (Value of business in-force) are tested for their adequacy together with the associated capitalised selling costs and insurance liabilities. The test is satisfied if the recognised liabilities in the financial statements are greater than or equal to the net liabilities valued at an estimated market value, including the expected owner's profit. In this test, the Solvency II calculations and IAS37 are taken into account. A key element of this assessment involves calculating future profit margins using Solvency II calculations. The Solvency II calculations will be affected by, among

other things, volatility in the financial markets, interest rate expectations and the amount of buffer capital. Storebrand satisfies the adequacy tests for 2017, and they have thus no impact on the results in the financial statements for 2017. Reference is made to further information in Note 28.

The IBNR and RBNS reserves for insurance risk are estimated and there is uncertainty associated with the estimates. This uncertainty relates to the frequency and amounts of the claims. Changes in estimates and valuations may entail a reduction or increase in the reserves. Changes will be included as part of the risk result.

In 2015, Storebrand received approval for the plan to strengthen longevity reserves linked to group pensions and paid-up policies from in the Norwegian business. The maximum reserve strengthening period was from 1 January 2014 to 1 January 2021, but during 2017 Storebrand completed reserve strengthening pursuant to K2013. Of the financial and risk profit for group pensions for the year, NOK 710 million has been used to strengthen the longevity reserves. Final settlement of the reserve requirement will occur per contract in connection with account management as of year-end 2017, but that is completed in the first half of 2018. Until then, there will be some uncertainty associated with the final reserve requirement.

In Storebrand's life insurance activities, a change in the estimates related to technical insurance reserves, financial instruments or investment properties allocated to life insurance customers will not necessarily affect the owner's result, but a change in the estimates and valuations may affect the owner's result. A key factor will be whether the assets of the life insurance customers, including the realised return for the year, exceed the guaranteed liabilities.

In the Norwegian business, a significant share of the insurance contracts have annual interest rate guarantees. Changes in estimates and valuations may entail a change in the return on the customer portfolios. Depending on the size of any impairment in value, such impairment may be offset by a reduction in the market value adjustment reserve and additional statutory reserves, so that the effect on the owner's result may be limited. Correspondingly, increases in values could, to a large extent, increase the size of such funds.

In the Swedish business, there are no contracts with an annual interest rate guarantee. However, there are insurance contracts with a terminal value guarantee. These contracts are discounted by a market-based calculated interest rate where parts of the yield curve used are not liquid. Changes in the discount rate may have a significant impact on the size of the insurance liabilities and impact the results. If the associated customer assets have a higher value than the recognised value of these insurance liabilities, then the difference will represent a conditional customer allocated fund – conditional bonus (buffer capital). Changes in the assumptions for future administrative expenses (cost assumptions) may also have a significant impact on the recognised insurance liabilities. Changes in estimates and valuations may entail a change in the return on the customer portfolios. Depending on the size of any impairment in value, such impairment may be offset by a reduction in the conditional bonus, so that the effect on the owner's result may be limited. If the value of the individual insurance contract is higher than the associated customer assets, the owner will have to cover the deficient capital.

The discount rate used for the Swedish business is essentially calculated by the same methods used for calculation of the discount rate under Solvency II:

- For terms to maturity up to 10 years, the discount rate is determined based on the quoted swap interest rates, adjusted for both credit risk (credit adjustment) and illiquidity (volatility adjustment). The credit and volatility adjustment is based on the most recently available values that are published by EIOPA.
- For terms to maturity ranging from 10 to 20 years, interpolated forward interest rates are used to ensure a smooth transition from the most recent liquid market interest rate (at the 10-year point) to the long-term forward interest rate. The interpolation is carried out by means of the so-called Smith-Wilson model.
- For terms to maturity in excess of 20 years, an equilibrium interest rate is determined based on the sum of the long-term expectations for inflation and real growth.

There are also insurance contracts without an interest guarantee in the life insurance activities in which customers bear the return guarantee. Changes in estimates and valuations may entail a change in the return on the associated customer portfolios. The recognition of such value changes does not directly affect the owner's result. However, a change in the estimates related to risk cover (disability and death) will affect the owner's result. This uncertainty relates to the frequency and amounts of the claims. Changes in estimates and valuations may entail a reduction or increase in the reserves.

Further information about insurance liabilities is provided in Notes 7, 38 and 39.

# **INVESTMENT PROPERTIES**

Investment properties are measured at fair value. The commercial real estate market in Norway and Sweden is not particularly liquid, nor is it transparent. Uncertainty will be linked to the valuations, and they require exercise of professional judgement, especially in periods with turbulent finance markets.

Key elements included in valuations that require exercising judgement are:

- Market rent and vacancy trends
- Quality and duration of rental income
- Owners' costs
- · Technical standard and any need for upgrading
- Discount rates for both certain and uncertain cash flows, as well as residual value

External valuations are also obtained for parts of the portfolio every quarter. All properties must have an external valuation during at least a 3 year period.

Reference is also made to Note 12 in which the valuation of investment properties at fair value is described in more detail.

# FINANCIAL INSTRUMENTS AT FAIR VALUE

There will be some uncertainty associated with the pricing of financial instruments, particularly instruments that are not priced in an active market. This is particularly true for the types of securities priced on the basis of non-observable assumptions, and for these investments various valuation techniques are applied in order to fix fair value. These include private equity investments, investments in foreign properties, and other financial instruments where theoretical models are used in pricing. Any changes to the assumptions could affect recognised amounts. The majority of such financial instruments are included in the customer portfolio.

There is uncertainty linked to fixed-rate loans recorded at fair value, due to variation in the interest rate terms offered by banks and since individual borrowers have different credit risk.

Reference is also made to Note 12 in which the valuation of financial instruments at fair value is described in more detail.

# FINANCIAL INSTRUMENTS AT AMORTISED COST

Financial instruments valued at amortised cost are measured on the reporting date to see whether there is any objective evidence that a financial asset or group of financial assets is impaired.

Discretion must be used in assessing whether impairment has occurred and the amount of the impairment loss. Uncertainty grows when there is turmoil in financial markets. The assessments include credit, market and liquidity risk. Changes in assumptions for these factors will affect an assessment of whether impairment is indicated. There will thus be uncertainty concerning the recognised amounts of individual and group write-downs. This will apply to provisions relating to loans in the private and the corporate markets and to bonds that are measured at amortised cost.

#### OTHER INTANGIBLE ASSETS WITH UNDEFINED USEFUL ECONOMIC LIVES

Goodwill and other intangible assets with undefined useful economic lives are tested annually for impairment. Goodwill is allocated to the Group's cash generating units. The test's valuation method involves estimating cash flows arising in the relevant cash flow generating unit, as well as applying the relevant discount rate. Tangible fixed assets and other intangible assets are measured annually to ensure that the method and time period used correspond with economic realities.

# PENSIONS FOR OWN EMPLOYEES

The present value of pension obligations depends upon the financial and demographic assumptions used in the calculation. The assumptions must be realistic, mutually consistent and up to date as they should be based on a cohesive set of estimates about future financial performance. The Group has both insured and uninsured pension schemes (direct pensions). There will be uncertainty associated with these estimates.

# DEFERRED TAX AND UNCERTAIN TAX POSITIONS

The consolidated accounts contain significant temporary differences between the values of assets for accounting purposes and for tax purposes. The current Norwegian tax regulations have been applied when calculating deferred tax in the Norwegian business. This will apply, for example, in particular to investments in foreign companies assessed as partnerships and investments in property. The actual income tax expense will also depend on the form in which the underlying assets will be realised, including whether there will be future input and share transactions. There are also different tax rules between the companies that are part of the Norwegian business, whereby the Norwegian tax exemption method does not apply to customer portfolios in life insurance companies. Calculation of deferred tax assets, deferred tax liabilities and the income tax expense is based on the interpretation of rules and estimates.

The Group's business activities may give rise to dispute etc. related to tax positions with an uncertain outcome. The Group makes provisions for uncertain and disputed tax positions with best estimates of expected amounts, subject to notices or decisions by the tax authorities. The provisions are reversed if the disputed tax position is decided to the benefit of the Group and can no longer be appealed.

Reference is made to further information in Note 27.

# Note 3 - Acquisition

On 24 October 2017 Storebrand Livsforsikring AS entered into an agreement to acquire Silver's insurance portfolios. Silver was put under administration on 17 February 2017. The acquisition also includes the company Silver AS after the company is released from administration The transaction was completed in January 2018. The transaction was completed in two parts, with one part as an acquisition of the portfolio, and the other part as an acquisition of Silver AS with its remaining operations.

Storebrand Livsforsikring AS paid a purchase price of NOK 520 million financed by the company portfolio. The purchase price has been transferred to Silver's customers as a part of the administration solution, and contributes to maintaining good pensions for the customers.

The amount of NOK 520 million has been transferred to Silver's customers, and in the acquisition analysis the excess value of the acquisition will be allocated to the insurance contracts (VIF –value of business in force) and deferred tax asset.

Silver's approximately. 21,000 contracts and approximately. NOK 10 billion in pension assets have been moved to Storebrand. Approximately NOK 8.5 billion of the portfolio consists of pension products with no interest guarantee. The remainder is related to risk cover.

As a part of the administration solution, Silver's portfolio of paid-up policies has been converted to paid-up policies with investment options (FMI) for retirement pension coverage. Risk cover is continued based on a reduced base rate of 2.75%. Storebrand Livsforsikring has taken over FMI and associated risk cover from Silver as a portfolio.

Storebrand Livsforsikring has also taken over the company Silver AS, including the remaining portfolio of pension capital certificates and individual pension contracts with no guarantee. As a part of the administration solution, equity in Silver was written down to zero. Storebrand Livsforsikring has supplied new equity of NOK 40 million.

# Note 4 - Segments - result by business area

#### SEGMENTS

Storebrand's operation includes the segments: Savings, Insurance, Guaranteed Pension and Other.

# SAVINGS

The savings segment includes products for retirement savings with no interest rate guarantees. The segment consists of defined contribution pensions in Norway and Sweden, asset management and retail banking products. In addition, certain other subsidiaries are included in Savings.

### INSURANCE

The insurance segment provides health insurance in the Norwegian and Swedish corporate and retail markets, P&C insurance and personal risk products in the Norwegian retail market and employer's liability insurance and pension-related insurance in the Norwegian and Swedish corporate markets.

# **GUARANTEED PENSION**

The guaranteed Pension segment includes long-term pension savings products that give customers a guaranteed rate of return. The area includes defined benefit pensions in Norway and Sweden, paid-up policies and individual capital and pension insurances.

#### OTHER

Under the segment 'Other', the performance of the company's portfolios in Storebrand Livsforsikring and SPP are reported. It also includes results related to operations in subsidiaries including BenCo, which through Nordben and Euroben offer pension products to multi-national companies.

### RECONCILIATION WITH THE OFFICIAL PROFIT AND LOSS ACCOUNTING

The results in the segments are reconciled against the Group result before amortisation and write-downs of intangible assets. The corporate profit and loss account includes gross income and costs linked to both the insurance customers and owners (shareholders). The alternative statement of the result only includes result elements relating to owners (shareholders) which are the result elements that the Group has performance measures and follow-up for. The result lines that are used in segment reporting will therefore not be identical with the result lines in the corporate profit and loss account. Below is an overall description of the most important differences.

*Fee and administration* income consists of fees and fixed administrative income. In the Group's income statement, the item is classified as premium income, net interest income from bank or other income depending on the type of activity. The Group's income statement also includes savings elements for insurance contracts and possibly transferred reserve.

#### Price of return guarantee and profit risk (fee incomes) – Storebrand Life Insurance AS

The return guarantees in group pension insurance with a return guarantee must be priced upfront. The level of the return guarantee, the size of the buffer capital (additional statutory reserves and unrealised gains), and the investment risk of the portfolio in which the pensions assets are invested determine the price that the customer pays for his or her return guarantee. Return guarantees are priced on the basis of the risk to which the equity is exposed. The insurance company bears all the downside risk and must carry reserves against the policy if the buffer reserves are insufficient or unavailable.

#### The insurance result consists of insurance premiums and claims

*Insurance premiums* consist of premium income relating to risk products (insurance segment) that are classified as premium income in the Group's income statement.

*Claims* consist of paid-out claims and changes in claims incurred but not reported (IBNR) and claims reported but not settled (RBNS) relating to risk products that are classified as claims in the Group's income statement.

Administration costs consist of the Group's operating costs in the Group's income statement minus operating costs allocated to traditional individual products with profit sharing.

*Risk result life and pensions* consists of the difference between risk premium and claims for products relating to defined-contribution pension, unit linked contracts (savings segment) and defined-benefit pension (guaranteed pension segment). Risk premium is classified as premium income in the Group's income statement.

The financial result consists of the return for the company portfolios ofStorebrand Livsforsikring AS and SPP Pension & Försäkring AB (Other segment), while returns for the other company portfolios in the Group are a financial result within the segment which the business is associated with. Returns on company portfolios are classified as net income from financial assets and property for companies in the Group's income statement. The financial result also includes returns on customer assets relating to products within the insurance segment, and in the Group's income statement this item will be entered under net income from financial assets and property for customers. In the alternative income statement, the result before tax of certain unimportant subsidiaries is included in the financial result, while in the Group's income statement, this is shown as other income, operating costs and other costs.

#### Net profit sharing

#### Storebrand Livsforsikring AS

A modified profit-sharing regime was introduced for old and new individual contracts that have left group pension insurance policies (paid-up policies), which allows the company to retain up to 20 per cent of the profit from returns after any allocations to additional statutory reserves. The modified profit-sharing model means that any negative risk result can be deducted from the customers' interest profit before sharing, if it is not covered by the risk equalisation fund.

Individual endowment insurance and pensions written by the Group prior to 1 January 2008 will continue to apply the profit rules effective prior to 2008. New contracts may not be established in this portfolio. The Group can retain up to 35 per cent of the total result after allocations to additional statutory reserves.

Any negative returns on customer portfolios and returns lower than the interest guarantee that cannot be covered by additional statutory reserves must be covered by the company's equity and will be included in the net profit-sharing and losses line.

#### SPP Pension & Försäkring AB

For premiums paid from and including 2016, previous profit sharing is replaced by a guarantee fee. The guarantee fee is annual and is calculated as a percentage of the capital. It goes to the company.

For contributions agreed to prior to 2016, the profit sharing is maintained, i.e. that if the total return on assets in one calendar year for a premium-determined insurance (IF portfolio) exceeds the guaranteed interest, profit sharing will be triggered. When profit sharing is triggered, 90 per cent of the total return on assets passes to the policyholder and 10 per cent to the company. The company's share of the total return on assets is included in the financial result.

In the case of defined-benefit contracts (KF portfolio), the company is entitled to charge an indexing fee if the group profit allows the indexing of the insurance. Indexing is allowed up to a maximum equalling the change in the consumer price index (CPI) between the previous two Septembers. Pensions that are paid out are indexed if the consolidated figures on 30 September exceed 107 per cent, and half of the fee is charged. The whole fee is charged if the consolidated figures on 30 September exceed 120 per cent, in which case paid-up policies can also be included. The total fee equals 0.8 per cent of the insurance capital.

The guaranteed liability is continuously monitored. If the guaranteed liability is higher than the value of the assets, a provision must be made in the form of a deferred capital contribution. If the assets are lower than the guaranteed liability when the insurance payments start, the company supplies capital up to the guaranteed liability in the form of a realised capital contribution. Changes in the deferred capital contribution are included in the financial result.

In the case of defined-benefit contracts (KF portfolio), the company is entitled to charge an indexing fee if the group profit allows the indexing of the insurance.

#### Loan losses:

Loan losses that are on the balance sheet of the Storebrand Livforsikring Group, will not be included on this line in either the alternative income statement or in the Group's income statement, but in the Group's income statement will be included in the item, net income from financial assets and property for customers.

*Strengthening of longevity reserves* consists of the owner's equity contributions in connection with the conversion to a new mortality tariff in 2013, K2013. In the Group's income statement, the item is classified under the item, changes in insurance liabilities.

Amortisation of intangible assets includes depreciation and possible write-downs of intangible assets established through acquisitions of enterprises.

# RESULT BY BUSINESS AREA

|                                | 1.1 - | 31.12 |
|--------------------------------|-------|-------|
| (NOK million)                  | 2017  | 2016  |
| Savings                        | 536   | 418   |
| Insurance                      | 462   | 429   |
| Guaranteed pension             | 766   | 870   |
| Other                          | 228   | 377   |
| Profit before amortisation     | 1,992 | 2,093 |
| Amortisation intangible assets | -391  | -396  |
| Profit before tax              | 1,601 | 1,697 |

### SEGMENT INFORMATION AS AT 31.12

|  | Savi   | ngs   | Insur  | ance   | Guarantee | d pension |
|--|--------|-------|--------|--------|-----------|-----------|
| (NOK million)                                  | 2017   | 2016  | 2017   | 2016   | 2017      | 2016      |
| Fee and administration income                  | 1,543  | 1,378 |        |        | 1,483     | 1,566     |
| Insurance result                               |        |       | 837    | 689    |           |           |
| - Insurance premiums f.o.a.                    |        |       | 2,797  | 2,759  |           |           |
| - Claims f.o.a.                                |        |       | -1,960 | -2,070 |           |           |
| Operational cost                               | -1,013 | -966  | -472   | -418   | -889      | -981      |
| Operating profit                               | 530    | 412   | 365    | 271    | 595       | 585       |
| Financial items and risk result life & pension | 7      | 6     | 97     | 158    | 171       | 284       |
| - Risk result life & pensions                  | 7      | 6     |        |        | 67        | -37       |
| - Financial result                             |        |       | 97     | 158    |           |           |
| - Net profit sharing                           |        |       |        |        | 104       | 322       |
| Profit before amortisation                     | 536    | 418   | 462    | 429    | 766       | 870       |
| Amortisation of intangible assets              |        |       |        |        |           |           |
| Profit before tax                              | 536    | 418   | 462    | 429    | 766       | 870       |

|  | Ot   | her  | Storebrand Livs | forsikring group |
|--|------|------|-----------------|------------------|
| (NOK million)                                  | 2017 | 2016 | 2017            | 2016             |
| Fee and administration income                  | 75   | 94   | 3,101           | 3,038            |
| Insurance result                               |      |      | 837             | 689              |
| - Insurance premiums f.o.a.                    |      |      | 2,797           | 2,759            |
| - Claims f.o.a.                                |      |      | -1,960          | -2,070           |
| Operational cost                               | -50  | -48  | -2,424          | -2,412           |
| Operating profit                               | 25   | 46   | 1,514           | 1,315            |
| Financial items and risk result life & pension | 203  | 331  | 477             | 779              |
| - Risk result life & pensions                  | -4   | 7    | 69              | -24              |
| - Financial result                             | 207  | 333  | 304             | 491              |
| - Net profit sharing                           |      | -9   | 104             | 312              |
| Profit before amortisation                     | 228  | 377  | 1,992           | 2,093            |
| Amortisation of intangible assets              |      |      | -391            | -396             |
| Profit before tax                              | 228  | 377  | 1,601           | 1,697            |

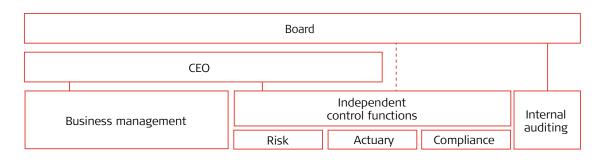
# Note 5 - Risk management and internal control

Storebrand's income and performance are dependent on external factors that are associated with uncertainty. The most important external risk factors are the developments in the financial markets and changes in life expectancy in the Norwegian and Swedish populations. Certain internal operational factors can also result in losses, e.g. errors linked to the management of the customers' assets or payment of pension.

Continuous monitoring and active risk management are core areas of the Group's activities and organisation. The basis for risk management is laid down in the Board's annual review of the strategy and planning process, which sets the appetite for risk, risk targets and overriding risk limits for the operations. At the Storebrand group, responsibility for risk management and internal control is an integral part of management responsibility.

## ORGANISATION OF RISK MANAGEMENT

The Group's organisation of the responsibility for risk management follows a model based on three lines of defence. The objective of the model is to safeguard the responsibility for risk management at both company and Group level.



The boards of directors of both Storebrand ASA and the group companies have the overall responsibility for limiting and following up the risks associated with the activities. The boards set annual limits and guidelines for risk-taking in the company, receive reports on the actual risk levels, and perform a forward-looking assessment of the risk situation.

The Board of Storebrand ASA has established a Risk Committee consisting of 3-4 Board members. The main task of the Risk Committee is to prepare matters to be considered by the Board in the area of risk, with a special focus on the Group's appetite for risk, risk strategy and investment strategy. The Committee should contribute forward-looking decision-making support related to the Board's discussion of risk taking, financial forecasts and the treatment of risk reporting.

Managers at all levels in the company are responsible for risk management within their own area of responsibility. Good risk management requires targeted work on objectives, strategies and action plans, identification and assessment of risks, documentation of processes and routines, prioritisation and implementation of improvement measures, and good communication, information and reporting.

# INDEPENDENT CONTROL FUNCTIONS

Independent control functions have been established for risk management for the business (Risk Management Function / Chief Risk Officer), for compliance with the regulations (Compliance Function), for ensuring the insurance liabilities are calculated correctly (Actuary Function) and for the bank's lending. The functions have been established for both the Storebrand Group (the Group) and all of the companies requiring a licence. The independent control functions are organised directly under the companies' managing director and report to the respective company's board.

In terms of function the independent control functions are affiliated with the Group CRO, who is responsible to the group CEO and reports to the board of Storebrand ASA. The Group CRO shall ensure that all significant risks are identified, measured and appropriately reported. The Group CRO function shall be actively involved in the development of the Group's risk strategy and maintain a holistic view of the company's risk exposure. This includes responsibility for ensuring compliance with the relevant regulations for risk management and the consolidated companies' operations.

The internal audit function is organised directly under the Board and shall provide the boards of the relevant consolidated companies with confirmation concerning the appropriateness and effectiveness of the company's risk management, including how well the various lines of defence are working.

# Note 6 - Operational risk

Operational risk is the risk of loss due to inadequate or failing internal processes or systems, human error or external events. The definition includes compliance risk: Compliance risk is the risk of loss or public sanctions as a result of non-compliance with external or internal rules.

Risk management shall ensure that the risk level at any time is compatible with the appetite for risk and within internal and regulatory frameworks. The Group seeks to reduce operational risk through an effective system for internal control. Risks are followed up through the management's risk reviews, with documentation of risks, measures and the follow-up of incidents. In addition, Internal Audit carries out independent checks through audit projects adopted by the Board.

Contingency plans have been prepared to deal with serious incidents in business-critical processes and recovery plans.

Storebrand's IT systems are vital for operations and reliable financial reporting. Errors and disruptions may have consequences for operations and can impact on the trust the Group has from both customers and shareholders. In the worst case, abnormal situations can result in penalties from the supervisory authorities. Storebrand's IT platform is characterised by complexity and integration between different specialist systems and joint systems. The operation of the IT systems has largely been outsourced to different service providers. A management model has been established with close follow-up of providers and internal control activities in order to reduce the risk associated with the development, administration and operation of the IT systems, as well as information security. The bank platform and insurance platform are based on purchased standard systems that are operated and monitored through outsourcing agreements. There is a greater degree of own development for the life insurance activities, but parts of the operation of this have also been outsourced. The individual portfolio is handled in a purchased standard system.

# Note 7 - Insurance risk

Storebrand offers traditional life and pension insurance as both group and individual contracts. Contracts are also offered in which the customer has the choice of investment.

The insurance risk in Norway is largely standardised between the contracts in the same industry as a result of detailed regulation from the authorities. In Sweden, the framework conditions for insurance contracts entail major differences between the contracts within the same industry. The risk of long life expectancy is the greatest insurance risk in the Group. Other risks include the risk of disability and risk of mortality. The life insurance risks are:

- 1. Long life expectancy The risk of erroneously estimating life expectancy and future pension payments. Historical developments have shown that an increasing number of people attain retirement age and live longer as pensioners than was previously the case. There is a great deal of uncertainty surrounding future mortality development. In the event of longer life expectancy beyond that assumed in the premium tariffs, the owner could risk higher charges on the owner's result in order to cover necessary statutory provisions.
- 2. Disability The risk of erroneous estimation of future illness and disability. There will be uncertainty associated with the future development of disability, including disability pensioners who are returned to the workforce.
- 3. Death The risk of erroneous estimation of mortality or erroneous estimation of payment to surviving relatives. Over the last few years, a decrease in mortality and fewer young surviving relatives have been registered, compared with earlier years.

In the Guaranteed Pensions segment, the Group has a significant insurance risk relating to long life expectancy for group and individual insurance agreements. In addition, there is an insurance risk associated with disability and pensions left to spouses and/or children. The disability coverage in Guaranteed Pensions is primarily sold together with a retirement pension. The risk of mortality is low in Guaranteed Pensions when viewed in relation to other risks. In SPP it is possible to change the future premiums for the IF portfolio, reducing the risk significantly. In Norway it is also possible to change the future premiums of group policies, but only for new accumulation, entailing reduced risk.

Occupational pension agreements (hybrid) are reported in the Guaranteed Pension segment when a customer has an agreement without a choice for investment of the pension assets. This is a small portfolio with limited insurance risk.

In the Savings segment the Group has a low insurance risk. Insurance risk is associated with death

In the Insurance segment, the Group has an insurance risk associated with disability and death. In addition, there are insurance risks associated with occupational injury, critical illness, cancer insurance, child insurance, accident insurance and health insurance. For occupational injury, the risk is first and foremost potential errors in the assessment of the level of provisions, because the number of claim years can be up to 25 years. The risk within critical illness, cancer, accident and health insurance is considered to be limited based on the volume and underlying volatility of the products. Within P&C insurance, the risk of house fire and personal injury for motor vehicle insurance constitute the main risks.

The Other segment includes the insurance risk at BenCo. BenCo offers pension products to multinational companies through Nordben and Euroben. The insurance risk at BenCo primarily relates to group life insurance, early retirement pensions and pensions for expatriate employees. These are defined-benefit pensions that can be time-limited or lifelong. Many of the agreements have short durations, typically five-year early retirement pensions, and the insurance risk is therefore limited.

#### **DESCRIPTION OF PRODUCTS**

#### GROUP CONTRACTS

#### Savings

- 1. Group defined-contribution pensions are pensions where the premium is stated as a percentage of pay, while the payments depend on the actual added return. Customers have the option of choosing a guaranteed annual return.
- 2. Pension capital certificates are individual contracts with accrued rights that are issued upon withdrawal from or termination of group defined-contribution pension agreements.
- 3. A hybrid pension (occupational pension scheme) is where the premium is stated as a percentage of salary, while the payments depend on the contributions and adjustment/return. The insured person selects the investment profile him/herself. The product is only offered in Norway.
- 4. Pension certificates are individual contracts with accrued rights that are issued upon withdrawal from or termination of hybrid pension agreements.

#### **Guaranteed Pension**

- 5. Group defined-benefit pensions are guaranteed pension benefits as a percentage of the final salary from a specified age for as long as the insured person lives. Alternatively, it can be agreed that the pension will end at a specified age. The product is offered within the private sector. Cover options that can be chosen include retirement, disability (including premium/contribution waivers) and survivor pensions. Paid-up policies (Sweden only) remain in the group contract.
- 6. Paid-up policies (Norway only) are individual contracts with accrued rights that are issued upon withdrawal from or termination of group defined-benefit pension agreements. Holders of a paid-up policy can choose to convert their paid-up policy to a paid-up policy with investment options.

- 7. A hybrid pension (occupational pension scheme) is where the premium is stated as a percentage of salary, while the payments depend on the contributions and adjustment/return. The pension assets are managed collectively. The product is only offered in Norway.
- 8. Pension certificates are individual contracts with accrued rights that are issued upon withdrawal from or termination of hybrid pension agreements.

#### Insurance - lump-sum payments (Norway only)

- 9. Group life consists of group contracts with lump-sum payments in the event of death or disability.
- 10. Health and P&C insurance contracts are group contracts with lump-sum payments for occupational injury insurance, critical illness, child insurance or accident insurance.
- 11. Disability and survivor products in the payment phase without accrual of a paid-up policy.

#### INDIVIDUAL CONTRACTS

#### Savings

1. Individual unit-linked insurance is endowment insurance or allocated annuity in which the customer bears the financial risk. Related cover can be linked in the event of death.

#### **Guaranteed Pension**

- 2. Individual allocated annuity or pension insurance provides guaranteed payments for as long as the insured person lives. Alternatively, it can be agreed that the pension will end at a specified age. Premiums or payments may be waived in the event of disability. The product can be linked to disability pensions.
- 3. Individual endowment insurance provides lump sum payments in the event of attaining a specified age, death or disability.

#### Insurance

- 4. Individual P&C insurance contracts are individual contracts with lump-sum payments in the event of critical illness, child insurance or accident insurance.
- 5. Disability and survivor products without savings

#### **RISK PREMIUMS AND TARIFFS**

#### **GUARANTEED PENSION**

There was a need to strengthen the premium reserves as they relate to long life expectancy for Norwegian group defined-benefit pensions, including paid-up policies. The need for reserves applies in general to products that involve a guaranteed benefit, but the impact varies depending on the product composition and characteristics, as well as amendments to regulations, as a result of the pension reform, for example.

A new mortality tariff for group insurance (K2013) was developed in 2014. The tariff is based on three elements: Initial mortality, safety margin and future increase in life expectancy. Initial mortality is determined on the basis of actual mortality in the insurance portfolio in the period 2005–2009. The safety margin will take into account the difference in mortality based on income, random variation in mortality and the company's margins. The future increase in life expectancy entails that the projected life expectancy is also dependent on the year of birth. Today's 50-yearolds are not expected to live as long as 50-year-olds in 20 years' time. This factor is referred to as dynamic improvement in life expectancy. K2013 is thus a dynamic tariff.

Starting from 2014 group pension insurance schemes in Norway follow the premiums for traditional retirement and survivor coverage in the industry tariff K2013. The premiums for disability pensions are based on the company's own experience. Expense premiums are determined annually with a view to securing full cover for the next year's expected costs.

For individual insurance, the premiums for death risk and long life expectancy risk are based on tariffs produced by insurance companies on the basis of their shared experience. This applies to both endowment and pension insurance. Disability premiums are based on the company's own experience.

The risk premium for group insurance in Sweden is calculated as an equalised premium within the insurance group, based on the group distribution of age and gender, as well as the requirement for coverage of next of kin. The risk premium for individual insurance is determined individually and is based on age and gender.

In 2016, SPP revised the mortality assumptions it uses to calculate insurance technical reserves. The company's assumptions are based on the general mortality tariff DUS 14, adjusted for the company's own observations.

#### INSURANCE

Tariffs for group life insurance and certain risk insurances within group pensions also depend on the industry or occupation, in addition to age and gender. Group life insurance also applies tariffs based on claims experience. The company's standard tariff for group life insurance, both for life and disability cover, is based on the company's own experience.

From December 2014, Storebrand has priced new individual endowment policies without taking gender into account. In other words, gender will not be considered when calculating the premium.

For P&C insurance (occupational injury) the tariffs are based on the company's own experiences.

#### MANAGEMENT OF INSURANCE RISK

Insurance risk is monitored separately for every line of insurance in the current insurance portfolio. The development of the risk results is followed throughout the year. For each type of risk, the ordinary risk result for a period represents the difference between the risk premiums the company has collected for the period and the sum of provisions and payments that must be made for insured events that occur in the period. The risk result takes into account insured events that have not yet been reported, but which the company, on the basis of experience, assumes have occurred.

When writing individual risk cover in Norway, the customer is subject to a health check. The result of the health check is reflected in the level of premium quoted. When arranging group policies with risk cover, all employees of small companies are subject to a health check, while for companies with many employees a declaration of fitness for work is required. In the assessment of risk (underwriting), the company's industrial category, sector and sickness record are also taken into account.

Large claims or special events constitute a major risk for all products. The largest claims will typically be in the group life, occupational injury and personal injury segments. The company manages its insurance risk through a variety of reinsurance programs. Through catastrophe reinsurance (excess of loss), the company covers losses (single claims and reserves provisions) where a single event causes more than two deaths or disability cases. This cover is also subject to an upper limit. A reinsurance agreement for life policies covers death and disability risk that exceeds the maximum risk amount for own account the company practises. The company's maximum risk amount for own account is relatively high, and the risk reinsured is therefore relatively modest.

The company also manages its insurance risk through international pooling. This implies that multinational corporate customers can equalise the results between the various units internationally. Pooling is offered for group life and risk cover within group defined-benefit and defined-contribution pensions.

#### **RISK RESULT**

The risk result consists of premiums the company charges to cover insurance risks less the actual costs in the form of insurance reserves and payments for insured events such as death, pensions, disability and accidents.

The table below specifies the risk result for the largest entities in the Group and also states the effect of reinsurance and pooling on the result.

#### Specification of risk result

|                   | Storebrand | Livsforsikring | SPP Pension & | Försäkring AB |
|-------------------|------------|----------------|---------------|---------------|
| (NOK million)     | 2017       | 2016           | 2017          | 2016          |
| Survival          | -52        | -8             | 67            | -53           |
| Death             | 440        | 310            | 21            | 55            |
| Disability        | 218        | 185            | 84            | 88            |
| Reinsurance       | -18        | -17            | -3            | -3            |
| Pooling           | 19         | -59            | -1            |               |
| Other             | -3         | -25            | -8            | -15           |
| Total risk result | 603        | 386            | 161           | 72            |

The risk result for Storebrand Livsforsikring AS in the table above shows the total risk result before distribution to customers and the owner (the insurance company).

#### Storebrand Livsforsikring AS

In the case of group defined-benefit pensions and paid-up policies, any positive risk result passes to the customers, while any deficit in the risk result must, in principle, be covered by the insurance company. However, up to half of any risk profit on a particular line of insurance may be

retained in a risk equalisation fund. A deficit due to risk elements can be covered by the risk equalisation fund. The risk equalisation fund can, as a maximum, amount to 150 per cent of the total annual risk premium. The risk equalisation fund is classified as equity in the balance sheet.

#### SPP Pension & Försäkring AB

The risk result is paid to the owners in its entirety for all insurance products

# Note 8 - Financial market risk

Market risk means changes in the value of assets as a result of unexpected volatility or changes in prices on the financial markets. It also refers to the risk that the value of the insurance liability develops differently to that of the assets.

The most significant market risks for Storebrand are equity market risk, credit risk, property price risk, interest rate risk and exchange rate risk.

For the life insurance companies, the financial assets are invested in a variety of sub-portfolios. Market risk affects Storebrand's income and profit differently in the different portfolios. There are three main types of sub-portfolio: company portfolios, customer portfolios without a guarantee (unit linked insurance) and customer portfolios with a guarantee.

The market risk in the company portfolios has a direct impact on the profit.

The market risk in unit linked insurance is at the customers' risk and expense, meaning Storebrand is not directly affected by changes in value. Nevertheless, changes in value do affect Storebrand's profit indirectly. Income is based largely on the size of the reserves, while the costs tend to be fixed. Lower returns on the financial market than expected will therefore have a negative effect on Storebrand's future income and profit.

For customer portfolios with a guarantee, the net risk for Storebrand will be lower than the gross market risk. The measures to reduce risk depends on several factors, the most important being the size and flexibility of the customer buffers and level and duration of the return guarantee. If the investment return is not sufficient to meet the guaranteed interest rate, the shortfall may be met by using customer buffers built up from previous years' surpluses. Customer buffers primarily consist of unrealised gains and additional statutory reserves in Norway (one year's interest rate guarantee) and conditional bonus in Sweden. Storebrand must cover any deviations between return and interest rate guarantee if the return is lower than the interest rate guarantee and the difference cannot be covered by customer buffers or the return will be negative.

For guaranteed customer portfolios, the risk is affected by changes in the interest rate level. Falling interest rates are positive for the investment return in the short term due to price appreciation for bonds, but negative in the long term because it reduces the probability of achieving a return higher than the guarantee. Interest rates at the end of 2017 were at approximately the same level now as at the start of the year in both Norway and Sweden. In Sweden, the money market rate is negative. Sveriges Riksbank (Swedish National Bank) and Norges Bank have indicated that interest rates will be kept low for several years to come. Paid-up policies have a particularly high risk in a low interest rate scenario, because there are very limited opportunities for changing the price or terms. In Norway, the effect of low interest rates will be dampened in the coming years by a large proportion of amortised cost portfolios that will greatly benefit from securities purchased at interest rate levels higher than the current levels.

The composition of the financial assets within each sub-portfolio is determined by the company's investment strategy. The investment strategy also establishes guidelines and limits for the company's risk management, credit exposure, counterparty exposure, currency risk, use of derivatives and requirements regarding liquidity.

# ASSET ALLOCATION

| (NOK million)             | Customer portfolios<br>with guarantee | Customer portfolios<br>without guarantee | Company portfolios |
|---------------------------|---------------------------------------|--|--------------------|
| Real estate at fair value | 11%                                   | 2%                                       | 0%                 |
| Bonds at amortised cost   | 36%                                   | 0%                                       | 10%                |
| Money market              | 3%                                    | 5%                                       | 36%                |
| Bonds at fair value       | 31%                                   | 14%                                      | 53%                |
| Equities at fair value    | 7%                                    | 79%                                      | 0%                 |
| Lending at amortised cost | 11%                                   | 0%                                       | 0%                 |
| Other                     | 1%                                    | 0%                                       | 0%                 |
| Total                     | 100%                                  | 100%                                     | 100%               |

Storebrand aims to take low financial risk for the company portfolios, and most of the funds were invested in short and medium-term fixed income securities with low credit risk.

The financial risk related to customer portfolios without a guarantee is borne by the insured person, and the insured person can choose the risk profile. Storebrand's role is to offer a good, broad range of funds, to assemble profiles adapted to different risk profiles, and to offer systematic reduction of risk towards retirement age. The most significant market risks are share market risk and exchange rate risk.

The most significant market risks facing guaranteed customer portfolios are linked to equity risk, interest rate risk, credit risk and property price risk. There were no major changes in the investment allocation during 2017. In Norway most of the credit risk is linked to securities, which are carried at amortised cost. This reduces the risk to the company's profit significantly.

The market risk is managed by segmenting the portfolios in relation to risk-bearing capacity. For customers who have large customer buffers, investments are made with higher market risk that give increased expected returns. Equity risk is also managed by means of dynamic risk management, the objectives of which are to maintain good risk-bearing capacity and to adjust the financial risk to the buffer situation and the company's financial strength. By exercising this type of risk management, Storebrand expects to create good returns both for individual years and over time.

For company portfolios and guaranteed customer portfolios, most of the assets that are in currencies other than the domestic currency are hedged. This limits the currency risk from the investment portfolios. Foreign exchange risk primarily arises as a result of investments in international securities, including as a result of ownership in companies in different countries. Hedging is performed by means of forward foreign exchange contracts at the portfolio level, and the currency positions are monitored continuously against a total limit. Negative currency positions are closed out no later than the day after they arose. In addition, separate limits have been defined so that active currency positions can be taken. Storebrand employs a currency hedging principle called block hedging, which makes the execution of currency hedging more efficient.

In the consolidated financial statements, the value of assets and results from the Swedish operations are affected by changes in the value of the Swedish krona. Storebrand Livsforsikring AS has hedged parts of the value of SPP through forward foreign exchange contracts and borrowings in Swedish kroner.

### FINANCIAL ASSETS AND LIABILITIES IN FOREIGN CURRENCIES

|  | Sto  | orebrand Livsfo      | rsikring Group |          | Storebrand Livsforsikring AS                             |           |             |        |
|--|--|----------------------|----------------|----------|--|-----------|-------------|--------|
|  | Balance sheet items<br>excluding currency<br>derivatives | Forward<br>contracts | Net pos        | ition    | Balance sheet items<br>excluding currency<br>derivatives | Forward   | Net pos     | sition |
| (NOK million)                                | Net balance sheet  | Net sales            | in currency    | in NOK   | Net balance sheet  | Net sales | in currency | in NOK |
| AUD  | 76   | -121                 | -45            | -289     | 68   | -110      | -42         | -268   |
| CAD  | 107  | -243                 | -136           | -891     | 99   | -223      | -124        | -809   |
| CHF  | 91   | -101                 | -10            | -87      | 70   | -92       | -23         | -189   |
| DKK  | 1,522  | -167                 | 1,355          | 1,808    | 100  | -167      | -67         | -89    |
| EUR  | 1,220  | -1,429               | -209           | -2,046   | 1,016  | -1,263    | -247        | -2,423 |
| GBP  | 134  | -183                 | -49            | -536     | 107  | -163      | -56         | -620   |
| HKD  | 192  | -512                 | -321           | -359     | 170  | -276      | -106        | -111   |
| JPY  | 23,649   | -38,087              | -14,437        | -1,054   | 21,102   | -35,677   | -14,575     | -1,058 |
| SEK  | 183,953  | 1,660                | 185,613        | 185,429  | 20,284   | -5,405    | 14,879      | 14,865 |
| USD  | 3,252  | -4,299               | -1,047         | -8,510   | 2,708  | -3,861    | -1,153      | -9,429 |
| NOK <sup>1)</sup>                            | 26,369   | -558                 | 25,810         | 25,772   | 20,018   |           | 20,018      | 20,018 |
| Other currencies                             |  |                      |                | -43      |  |           |             | -54    |
| Insurance liabilities in<br>foreign currency | -190,177   |                      | -190,177       | -189,989 | -520   |           | -520        | -520   |
| Total net currency position 2017             |  |                      |                | 9,205    |  |           |             | 19,312 |
| Total net currency position 2016             |  |                      |                | 5,227    |  |           |             | 15,765 |

1) Equity and bond funds denominated in NOK with foreign currency exposure in i.a. EUR and USD NOK 20 billion.

### Guaranteed customer portfolios in more detail

#### Storebrand Livsforsikring:

The annual guaranteed return to the customers follows the interest rate guarantee. In 2017, new premiums were taken in with a interest rate guarantee of 2.0 per cent, and pensions were adjusted upwards with a interest rate guarantee of 0.5 per cent.

The percentage distribution of the insurance reserves by the various basic annual interest rates as at 31 December is as follows:

| Interest rate | 2017   | 2016   |
|---------------|--------|--------|
| 6 %           | 0.3 %  | 0.3 %  |
| 5 %           | 0.3 %  | 0.4 %  |
| 4 %           | 47.8 % | 49.3 % |
| 3.4 %         | 0.4 %  | 0.4 %  |
| 3 %           | 30.1 % | 30.6 % |
| 2.75 %        | 1.1 %  | 1.1 %  |
| 2.50 %        | 11.3 % | 11.4 % |
| 2 %           | 7.6 %  | 5.7 %  |
| 0.5 %         | 7.0 %  | 0.3 %  |
| 0 %           | 0.4 %  | 0.5 %  |

The table includes premium reserve excluding IBNS

| Average interest rate guarantee in per cent | 2017  | 2016  |
|---|-------|-------|
| Individual endowment insurance              | 2.7 % | 2.7 % |
| Individual pension insurance                | 3.8 % | 3.8 % |
| Group pension insurance                     | 2.7 % | 2.8 % |
| Paid-up policy                              | 3.4 % | 3.4 % |
| Group life insurance                        | 0.1 % | 0.1 % |
| Total                                       | 3.2 % | 3.3 % |

The table includes premium reserve excluding IBNS

There is a 0 per cent interest rate guarantee for premium funds, defined-contribution funds, pensioners' surplus funds and additional statutory reserves.

The interest rate guarantee must be fulfilled on an annual basis. If the company's investment return in any given year is lower than the guaranteed interest rate, the equivalent of up to one year's guaranteed return for the individual policy can be covered by transfers from the policy's additional statutory reserves.

A new mortality tariff (K2013) has been introduced for group pensions and paid-up policies from 2014. For the existing reserves, the Financial Supervisory Authority of Norway has approved a seven-year escalation plan, and customer returns exceeding the guarantee can contribute to reserve strengthening. At least 20 per cent of the individual customer's increase in reserves must be covered by Storebrand. The strengthening of reserves was completed during 2017.

To achieve adequate returns, it is necessary to take an investment risk. This is primarily done by investing in equities, property and corporate bonds. It is possible to reduce market risk in the short term, but then the probability of achieving the necessary level of return is reduced. Risk management shall balance out these considerations.

Interest rate risk is in a special position, because changes in interest rates also affect the value of the insurance liability (even if the book value of the Norwegian liabilities with guaranteed interest rates is not recognised at market value). Since pension disbursements may be many years in the future, the insurance liability is particularly sensitive to changes in interest rates. In the Norwegian business, greater interest rate sensitivity from the investments will entail increased risk that the return is below the guaranteed level. The risk management must therefore balance the risk of the profit for the year (interest rate increase) with the reinvestment risk if interest rates fall below the guarantee in the future. Bonds at amortised cost are an important risk management tool.

### SPP PENSION & INSURANCE

The guaranteed interest rate is determined by the insurance company and is used when calculating the premium and the guaranteed benefit. The guaranteed interest rate does not entail that there is an annual minimum guarantee for the return as is the case in Norway.

New premiums in individual defined-contribution pensions (IF) have a guarantee of 1.25% for 85% of the premium. Group defined-benefit pension (KF) is closed to new members.

SPP bears the risk of achieving a return equal to the guaranteed interest on the policyholders' assets over time and that the level of the contracts' assets is greater than the present value of the insurance liabilities. For IF, profit sharing becomes relevant in SPP if the return exceeds the guaranteed yield. The contracts' buffer capital must be intact in order for profit sharing to represent a net income for SPP. In the case of KF, a certain degree of consolidation, i.e. that the assets are greater than the present value of the liabilities by a certain percentage, is required in order for the owner to receive profit-sharing income (indexing fee).

If the assets in an insurance contract in the company are smaller than the market value of the liability, an equity contribution is allocated that reflects this shortfall. This is termed a deferred capital contribution (DCC), and changes in DCC are recognised in the profit and loss account as they occur. When the contracts' assets exceed the present value of the liabilities, a buffer, which is termed the conditional bonus, is established. Changes in this customer buffer are not recognised in the profit and loss account.

## Customer portfolio divided on annual guaranteed return

| Interest rate | 2017   | 2016   |
|---------------|--------|--------|
| 5.20 %        | 13.4 % | 14.2 % |
| 4.5%-5.2%     | 0.4 %  | 0.5 %  |
| 4.00 %        | 1.5 %  | 1.6 %  |
| 3.00 %        | 49.4 % | 49.9 % |
| 2.75%-4.0%    | 7.1 %  | 7.1 %  |
| 2.70 %        | 0.1 %  | 0.1 %  |
| 2.50 %        | 7.2 %  | 7.3 %  |
| 1.60 %        | 0.1 %  | 0.2 %  |
| 1.50 %        | 4.0 %  | 4.0 %  |
| 1.25 %        | 4.9 %  | 5.0 %  |
| 1.25% *       | 2.8 %  | 1.2 %  |
| 0.5%-2.5%     | 4.6 %  | 4.7 %  |
| 0%            | 4.3 %  | 4.3 %  |

\* 1,25 per cent on 85 per cent of the premium

| Average interest rate guarantee in per cent | 2017   | 2016   |
|---|--------|--------|
| Individual pension insurance                | 3.4 %  | 3.4 %  |
| Group pension insurance                     | 2.6 %  | 2.6 %  |
| Individual occupational pension insurance   | 3.2 %  | 3.0 %  |
| Total                                       | 2.90 % | 2.90 % |

In the Swedish operations management of interest rate risk is based on the principle that the interest rate risk from assets shall approximately correspond to the interest rate risk from the insurance liabilities.

#### SENSITIVITY ANALYSES

The tables show the fall in value for Storebrand Life Insurance and SPP's investment portfolios as a result of immediate value changes related to financial market risk. The calculation is model-based and the result is dependent on the choice of stress level for each asset class and assumptions for diversification. The stresses have been applied to the company portfolio and guaranteed customer portfolios as at 31 December 2017. The effect of each stress changes the return in each profile.

Unit linked insurance without a guaranteed annual return is not included in the analysis. For these products, the customers bear the market risk and the effect of a falling market will not directly affect the result or buffer capital

The amount of stress is the same that is used for the company's risk management. The stresses include a 12 per cent fall in equities, 7 per cent fall in property, and an increase in credit spreads of 60 basis points. For interest rates, the stresses include both an increase and fall of 50 basis points, where the most negative is used. The increase in interest rates is negative for the result, while the solvency position is negatively affected by a fall in interest rates. The stresses are applied individually, but the overall market risk is less than the sum of the individual stresses, because diversification is assumed. The correlation between the stresses is the same that is used for Solvency II.

Because it is the immediate market changes that are calculated, dynamic risk management will not affect the outcome. If it is assumed that the market changes occur over a period of time, then dynamic risk management would reduce the effect of the negative outcomes and reinforce the positive to some extent.

|                     | Storebrand L | ivsforsikring      | SPP Pension | & Försäkring       |
|---------------------|--------------|--------------------|-------------|--------------------|
| Resultrisk          | NOK million  | Share of portfolio | SEK million | Share of portfolio |
| Interest rate risk  | 1,907        | 1.0,%              | 372         | 0.4,%              |
| Equity price risk   | 1,657        | 0.9,%              | 852         | 1.0,%              |
| Property price risk | 1,347        | 0.7,%              | 582         | 0.7,%              |
| Credit risk         | 726          | 0.4,%              | 750         | 0.8,%              |
| Diversification     | -764         | -0.4,%             | -384        | -0.4,%             |
| Result              | 4,873        | 2.5,%              | 2,172       | 2.4,%              |

As a result of customer buffers, the effect of the stresses on the result will be lower than the combined change in value in the table. As at 31 December 2017, the customer buffers are of such a size that the effects on the result are significantly lower.

#### STOREBRAND LIVSFORSIKRING

Based on the stress test, Storebrand Life Insurance has an overall market risk of NOK 4.9 billion, which is equivalent to 2.5 per cent of the investment portfolio.

If the stress causes the return to fall below the guarantee, it will have a negative impact on the result if the customer buffer is not adequate. Other negative effects on the result are a lower return from the company portfolio and that there is no profit sharing from paid-up policies and individual contracts.

#### SPP PENSION & INSURANCE

Based on the stress test, SPP has an overall market risk of SEK 2.2 billion, which is equivalent to 2.4 per cent of the investment portfolio.

The buffer situation for the individual contracts will determine if all or portions of the fall in value will affect the financial result. Only the portion of the fall in value that cannot be settled against the customer buffer will be charged to the result. In addition, the reduced profit sharing or loss of the indexing fees may affect the financial result.

# OTHER OPERATIONS

The other companies in the Storebrand Group are not included in the sensitivity analysis, as there is little market risk in these areas. The equity of these companies is invested with little or no allocation to high-risk assets, and the products do not entail a direct risk for the company as a result of price fluctuations in the financial market.

# Note 9 - Liquidity Risk

Liquidity risk is the risk that the company is unable to fulfil its obligations without incurring substantial additional expenses in the form of reduced prices for assets that must be realised, or in the form of especially expensive financing.

For the insurance companies, the life insurance companies in particular, the insurance liabilities are long-term and the cash flows are generally known long before they fall due. In addition, liquidity is required to handle payments related to operations, and there are liquidity needs related to derivative contracts. The liquidity risk is handled by liquidity forecasts and the fact that portions of the investments are in very liquid securities, such as government bonds. The liquidity risk is considered low based on these measures.

Separate liquidity strategies have also been drawn up for other subsidiaries in accordance with the statutory requirements. These strategies specify limits and measures for ensuring good liquidity and a minimum allocation to assets that can be sold at short notice. The strategies define limits for allocations to various asset types and mean the companies have money market investments, bonds, equities and other liquid investments that can be disposed of as required.

In addition to clear strategies and the risk management of liquidity reserves in each subsidiary, the Group's holding company has established a liquidity buffer. The development of the liquid holdings is continuously monitored at the Group level in relation to internal limits. A particular risk is the fact that during certain periods the financial markets can be closed for new borrowing. Measures for minimising the liquidity risk are to maintain a regular maturity structure for the loans, low costs, an adequate liquidity buffer and credit agreements with banks which the company can draw on if necessary.

#### STOREBRAND LIVSFORSIKRING GROUP

## UNDISCOUNTED CASH FLOWS FOR FINANCIAL LIABILITIES

| (NOK million)  | 0-6 months | 6-12 months | 1-3 years | 3-5 years | Over 5 years | Total  | Book value |
|--|------------|-------------|-----------|-----------|--------------|--------|------------|
| Subordinated loan capital                              | 1,795      | 57          | 1,604     | 2,283     | 4,298        | 10,038 | 8,591      |
| Other current liabilities                              | 6,874      |             |           |           |              | 6,874  | 6,874      |
| Uncalled residual liabilities Limited part-<br>nership | 5,451      |             |           |           |              | 5,451  |            |
| Total financial liabilities 2017                       | 14,120     | 57          | 1,604     | 2,283     | 4,298        | 22,363 | 15,464     |
| Derivatives related to funding 2017                    | -125       | 78          | -91       | -93       | -125         | 361    |            |
| Total financial liabilities 2016                       | 10,356     | 92          | 2,124     | 2,261     | 4,295        | 19,129 | 14,451     |

The agreed remaining term provides limited information about the company's liquidity risk since the vast majority of investment assets can be realised more quickly in the secondary market than the agreed remaining term. The cash flow from perpetual subordinated loans is calculated up to the first call.

## SPECIFICATION OF SUBORDINATED LOAN CAPITAL AND HYBRID TIER 1 CAPITAL

| (NOK million)   | Nominal value | Currency | Interest rate | Call date | Book value |
|---|---------------|----------|---------------|-----------|------------|
| Issuer  |               |          |               |           |            |
| Hybrid tier 1 capital                                       |               |          |               |           |            |
| Storebrand Livsforsikring AS                                | 1,500         | NOK      | Variable      | 2018      | 1,506      |
|   |               |          |               |           |            |
| Perpetual subordinated loan capital                         |               |          |               |           |            |
| Storebrand Livsforsikring AS                                | 1,000         | NOK      | Variable      | 2020      | 1,000      |
| Storebrand Livsforsikring AS                                | 1,100         | NOK      | Variable      | 2024      | 1,103      |
|   |               |          |               |           |            |
| Dated subordinated loan capital                             |               |          |               |           |            |
| Storebrand Livsforsikring AS                                | 300           | EUR      | Fixed         | 2023      | 3,227      |
| Storebrand Livsforsikring AS                                | 1,000         | SEK      | Variable      | 2022      | 998        |
| Storebrand Livsforsikring AS                                | 750           | SEK      | Variable      | 2021      | 757        |
| Total subordinated loan capital and hybrid tier 1 capital 2 | 017           |          |               |           | 8,591      |
| Total subordinated loan capital and hybrid tier 1 capital 2 | 016           |          |               |           | 7,344      |

## STOREBRAND LIVSFORSIKRING AS

#### UNDISCOUNTED CASH FLOWS FOR FINANCIAL LIABILITIES

| (NOK million)  | 0-6 months | 6-12 months | 1-3 years | 3-5 years | Over 5 years | Total  | Book value |
|--|------------|-------------|-----------|-----------|--------------|--------|------------|
| Subordinated loan capital                              | 1,795      | 57          | 1,604     | 2,283     | 4,298        | 10,038 | 8,591      |
| Other current liabilities                              | 4,643      |             |           |           |              | 4,643  | 4,643      |
| Uncalled residual liabilities Limited part-<br>nership | 4,647      |             |           |           |              | 4,647  |            |
| Total financial liabilities 2017                       | 11,085     | 57          | 1,604     | 2,283     | 4,298        | 19,327 | 13,233     |
| Derivatives related to funding 2017                    | -125       | 78          | -91       | -93       | -125         | -355   |            |
| Total financial liabilities 2016                       | 5,264      | 92          | 2,124     | 2,261     | 4,295        | 14,036 | 10,080     |

The agreed remaining term provides limited information about the company's liquidity risk since the vast majority of investment assets can be realised more quickly in the secondary market than the agreed remaining term. The cash flow from perpetual subordinated loans is calculated up to the first call.

# Note 10 - Credit risk

Storebrand is exposed to risk of losses as a result of counterparties not fulfilling their debt obligations. This risk also includes losses on lending and losses related to the failure of counterparties to fulfil their financial derivative contracts.

The maximum limits for credit exposure to individual counterparties and for overall credit exposure to rating categories are set by the boards of the individual companies in the Group. Particular attention is paid to ensuring diversification of credit exposure in order to avoid concentrating credit exposure on any particular debtors or sectors. Changes in the credit standing of debtors are monitored and followed up. Thus far, the Group has used published credit ratings wherever possible, supplemented by the company's own credit evaluation.

Underlying investments in funds managed by Storebrand are included in the tables.

#### STOREBRAND LIVSFORSIKRING GROUP

#### CREDIT RISK BY COUNTERPARTY

| Bonds and other fixed-income securities at fair value |            |            |        |            |            |       |            |
|---|------------|------------|--------|------------|------------|-------|------------|
| Category by issuer or guarantor                       |            |            | A      |            |            | NIG   |            |
|   | AAA        | AA         | Fair   | BBB        | Other Fair | Fair  | Total fair |
| (NOK million)   | Fair value | Fair value | value  | Fair value | value      | value | value      |
| Government bonds                                      | 19,117     | 7,006      | 10,540 | 5,164      |            | 985   | 42,811     |
| Corporate bonds                                       | 17,502     | 13,270     | 19,530 | 23,815     | 734        | 722   | 75,573     |
| Structured notes                                      |            |            |        | 81         |            |       | 81         |
| Collateralised securities                             | 28,292     | 55         |        | 122        | 5          |       | 28,474     |
|   |            |            |        |            |            |       |            |
| Total interest bearing securities stated by rating    | 64,911     | 20,331     | 30,070 | 29,182     | 739        | 1,708 | 146,940    |
| Bond funds not managed by Storebrand                  |            |            |        |            |            |       | 8,770      |
| Non-interest bearing securities managed by Storebrand |            |            |        |            |            |       | 4,310      |
| Total 2017  | 64,911     | 20,331     | 30,070 | 29,182     | 739        | 1,708 | 160,019    |
| Total 2016  | 64,991     | 25,727     | 31,898 | 30,417     | 0          | 1,141 | 164,506    |

# Interest bearing securities at amortised cost

| Category of issuer or guarantor |            |            | А      |            |            | NIG   |            |
|---------------------------------|------------|------------|--------|------------|------------|-------|------------|
|                                 | AAA        | AA         | Fair   | BBB        | Other Fair | Fair  | Total fair |
| (NOK million)                   | Fair value | Fair value | value  | Fair value | value      | value | value      |
| Government bonds                | 13,755     | 6,111      | 7,187  | 4,068      |            | 2,369 | 33,491     |
| Corporate bonds                 | 13,355     | 12,465     | 11,164 | 6,304      |            | 5,710 | 48,998     |
| Structured notes                |            | 945        |        |            | 925        |       | 1,869      |
| Collateralised securities       | 13,252     | 4,990      | 7,081  | 1,043      |            |       | 26,366     |
| Total 2017                      | 40,363     | 24,511     | 25,432 | 11,415     | 925        | 8,079 | 110,725    |
| Total 2016                      | 40,241     | 22,646     | 25,678 | 11,400     | 0          | 6,716 | 106,681    |

# COUNTERPARTIES

|   |            | AA    | А     |            |            |            |            |
|---|------------|-------|-------|------------|------------|------------|------------|
|   | AAA        | Fair  | Fair  | BBB        | Other Fair | NIG        | Total fair |
| (NOK million)   | Fair value | value | value | Fair value | value      | Fair value | value      |
| Derivatives   |            | 3,189 | 731   | 24         |            | 75         | 4,018      |
| Of which derivatives in bond funds, managed by Storebrand   |            | 126   | 22    |            |            | 2          | 150        |
| Total derivatives excluding derivatives in bond funds 2017  |            | 3,063 | 709   | 24         |            | 73         | 3,868      |
| Total derivatives excluding derivatives in bond funds 2016  |            | 1,766 | 2,151 | 130        |            | 506        | 4,553      |
| Bank deposits   |            | 6,802 | 699   | 11         |            | 35         | 7,547      |
| Of which bank deposits in bond funds, managed by Storebrand |            | 50    |       |            |            |            | 50         |
| Total bank deposits excluding bank deposits in bond funds   |            |       |       |            |            |            |            |
| 2017  |            | 6,753 | 699   | 11         |            | 35         | 7,498      |
| Total bank deposits excluding bank deposits in bond funds   |            |       |       |            |            |            |            |
| 2016  |            | 5,663 | 1,602 | 15         |            | 10         | 7,290      |

Rating classes based on Standard & Poor's. NIG = Non-investment grade.

# STOREBRAND LIVSFORSIKRING AS

# CREDIT RISK BY COUNTERPARTY

| Bonds and other fixed-income securities at fair value<br>Category by issuer or guarantor |            |            | A      |            |            | NIG   |            |
|--|------------|------------|--------|------------|------------|-------|------------|
|  | AAA        | AA         | Fair   | BBB        | Other Fair | Fair  | Total fair |
| (NOK million)  | Fair value | Fair value | value  | Fair value | value      | value | value      |
| Government bonds   | 14,421     | 1,743      | 83     |            |            |       | 16,247     |
| Corporate bonds  | 74         | 1,140      | 18,705 | 23,367     | 694        | 643   | 44,625     |
| Structured notes   |            |            |        |            |            |       |            |
| Collateralised securities  | 9,111      | 55         |        | 122        | 5          |       | 9,294      |
| Total interest bearing securities stated by rating                                       | 23,606     | 2,939      | 18,788 | 23,489     | 699        | 643   | 70,165     |
| Bond funds not managed by Storebrand   |            |            |        |            |            |       | 2,061      |
| Non-interest bearing securities managed by Storebrand                                    |            |            |        |            |            |       | 1,175      |
| Total 2017   | 23,606     | 2,939      | 18,788 | 23,489     | 699        | 643   | 73,401     |
| Total 2016   | 20,825     | 6,319      | 19,254 | 23,741     | 0          | 60    | 73,780     |

# Interest bearing securities at amortised cost

| Category of issuer or guarantor |            |            | A      |            |            | NIG   |            |
|---------------------------------|------------|------------|--------|------------|------------|-------|------------|
|                                 | AAA        | AA         | Fair   | BBB        | Other Fair | Fair  | Total fair |
| (NOK million)                   | Fair value | Fair value | value  | Fair value | value      | value | value      |
| Government bonds                | 13,755     | 6,111      | 7,187  | 4,068      |            | 2,369 | 33,491     |
| Corporate bonds                 | 13,355     | 12,465     | 11,164 | 6,304      |            | 5,710 | 48,998     |
| Structured notes                |            | 945        |        |            | 925        |       | 1,869      |
| Collateralised securities       | 13,252     | 4,990      | 7,081  | 1,043      |            |       | 26,366     |
| Total 2017                      | 40,363     | 24,511     | 25,432 | 11,415     | 925        | 8,079 | 110,725    |
| Total 2016                      | 40,241     | 22,646     | 25,678 | 11,400     | 0          | 6,716 | 106,681    |

# COUNTERPARTIES

|   |            | AA    | А     |            |            |            |            |
|---|------------|-------|-------|------------|------------|------------|------------|
|   | AAA        | Fair  | Fair  | BBB        | Other Fair | NIG        | Total fair |
| (NOK million)   | Fair value | value | value | Fair value | value      | Fair value | value      |
| Derivatives   |            | 1,358 | 163   | 24         |            |            | 1,545      |
| Of which derivatives in bond funds, managed by Storebrand   |            | 126   | 20    |            |            |            | 146        |
| Total derivatives excluding derivatives in bond funds 2017  |            | 1,232 | 143   | 24         |            |            | 1,399      |
| Total derivatives excluding derivatives in bond funds 2016  |            | 982   | 12    | 24         |            | 115        | 1,133      |
| Bank deposits   |            | 4,109 |       |            |            | 35         | 4,144      |
| Of which bank deposits in bond funds, managed by Storebrand |            | 50    |       |            |            | 0          | 50         |
| Total bank deposits excluding bank deposits in bond funds   |            |       |       |            |            |            |            |
| 2017  |            | 4,060 |       |            |            | 35         | 4,095      |
| Total bank deposits excluding bank deposits in bond funds   |            |       |       |            |            |            |            |
| 2016  |            | 4,093 |       |            |            | 10         | 4,103      |

Rating classes based on Standard & Poor's. NIG = Non-investment grade.

# **COUNTERPARTY RISK - DERIVATIVES**

The Group has entered into framework agreements with all its counterparties to reduce the risk inherent in outstanding derivative transactions. These regulate how collateral is to be pledged against changes in market values that are calculated on a daily basis, among other things.

# STOREBRAND LIVSFORSIKRING GROUP

#### INVESTMENTS SUBJECTED TO NETTING AGREEMENTS/CSA

|                                    |              |                  |                    | Collate    | eral             |              |
|------------------------------------|--------------|------------------|--------------------|------------|------------------|--------------|
|                                    | Booked value | Booked value     | Net booked fin.    |            |                  |              |
| (NOK million)                      | fin. assets  | fin. liabilities | assets/liabilities | Cash (+/-) | Securities (+/-) | Net exposure |
| Investments subject to netting     |              |                  |                    |            |                  |              |
| agreements                         | 3,868        | 1,876            | 1,991              |            | -928             | 2,919        |
| Investments not subject to netting |              |                  |                    |            |                  |              |
| agreements                         |              |                  |                    |            |                  |              |
| Total counterparts 2017            | 3,868        | 1,876            | 1,991              |            |                  |              |
| Total counterparts 2016            | 4,553        | 1,985            | 2,568              | 2,875      | -238             | 59           |

# STOREBRAND LIVSFORSIKRING AS

# Investments subjected to netting agreements/CSA

|                         |              |                  |                    | Collatera | I          |              |
|-------------------------|--------------|------------------|--------------------|-----------|------------|--------------|
|                         | Booked value | Booked value     | Net booked fin.    | Cash      | Securities |              |
| (NOK million)           | fin. assets  | fin. liabilities | assets/liabilities | (+/-)     | (+/-)      | Net exposure |
| Total counterparts 2017 | 1,399        | 1,007            | 392                |           | -875       | 1,267        |
| Total counterparts 2016 | 1,133        | 1,047            | 86                 | 763       | -1,102     | 425          |

# THE LOAN PORTFOLIO

The loan portfolio consists of income-generating real estate and development real estate with few customers and few defaults, and there is comprehensive and complex risk assessment of debtors. The Corporate Market portfolio is generally secured on commercial property.

In the retail market, most of the loans are secured by means of home mortgages. Customers are evaluated according to their capacity and intent to repay the loan. In addition to their capacity to service debt, customers are checked regarding policy regulations, and customers are scored using a scoring model.

The weighted average loan-to-value ratio for retail market loans is approximately 55 per cent on home loans. Over 90 per cent of home loans have a loan to value ratio within 70 per cent and approximately 99 per cent are within a 80 per cent loan to value ratio. About 58 per cent of the home loans are within a 60 per cent LVR. The portfolio is considered to have low to moderate credit risk.

# STOREBRAND LIVSFORSIKRING GROUP

#### LOANS

#### Commitments by customer groups

|  | Loans to and     |              |             |
|--|------------------|--------------|-------------|
|  | receivables from | Unused       | Total       |
| (NOK million)  | customers        | creditlimits | commitments |
| Sale and operation of real estate                    | 9,019            |              | 9,019       |
| Other service providers                              |                  |              | 0           |
| Wage-earners and others                              | 15,158           | 99           | 15,257      |
| Others   | 2,365            |              | 2,365       |
| Total  | 26,542           | 100          | 26,642      |
| - Individual write-downs                             | -11              |              | -11         |
| Total lending to and receivables from customers 2017 | 26,531           | 100          | 26,631      |
| Total lending to and receivables from customers 2016 | 19,074           | 105          | 19,180      |

#### STOREBRAND LIVSFORSIKRING AS

# LOANS

# Commitments by customer groups

| Total lending to and receivables from customers 2016 | 16,728           | 105          | 16,834      |
|--|------------------|--------------|-------------|
| Total lending to and receivables from customers 2017 | 21,426           | 100          | 21,527      |
| - Individual write-downs                             | -11              |              | -11         |
| Total  | 21,437           | 100          | 21,537      |
| Others   | 1,179            |              | 1,179       |
| Wage-earners and others                              | 15,158           | 99           | 15,258      |
| Other service providers                              |                  |              | 0           |
| Sale and operation of real estate                    | 5,100            |              | 5,100       |
| (NOK million)  | customers        | creditlimits | commitments |
|  | receivables from | Unused       | Total       |
|  | Loans to and     |              |             |

# Note 11 - Concentrations of risk

Most of the risk for the Storebrand Group relates to the guaranteed pension products in the life insurance companies. These risks are consolidated in the Storebrand Life Insurance Group, which includes the Storebrand Livsforsikring AS, SPP Livförsäkring AB and the business in Ireland and Guernsey (BenCo).

For the life insurance businesses, the greatest risks are largely the same in Norway and Sweden. The financial market risk will depend significantly on global circumstances that influence the investment portfolios in all businesses. The insurance risk may be different for the various companies, and longevity risk in particular can be influenced by universal trends.

The financial market and investment risks are largely related to the customer portfolios in the life insurance business. The risk associated with a negative outcome in the financial market is described and quantified in Note 8, financial market risk.

In the short term, an interest rate increase will negatively impact on the returns for the life insurance companies.

# Note 12 - Valuation of financial instruments and properties

The Group conducts a comprehensive process to ensure that financial instruments are valued as closely as possible to their market value. Publicly listed financial instruments are valued on the basis of the official closing price on stock exchanges, supplied by Reuters and Bloomberg. Fund units are generally valued at the updated official NAV prices when such prices exist. Bonds are generally valued based on prices obtained from Reuters and Bloomberg. Bonds that are not regularly quoted will normally be valued using recognised theoretical models. The latter is particularly applicable to bonds denominated in Norwegian kroner. Discount rates composed of the swap rates plus a credit premium are used as a basis for these types of valuations. The credit premium will often be specific to the issuer, and will normally be based on a consensus of credit spreads quoted by a selected brokerage firm.

Unlisted derivatives, including primarily interest rate and foreign exchange instruments, are also valued theoretically. Money market rates, swap rates, exchange rates and volatilities that form the basis for valuations are supplied by Reuters and Bloomberg.

The Group carries out continual checks to safeguard the quality of market data that has been collected from external sources. This involves controlling and assessing the likelihood of unusual changes.

The Group categorises financial instruments valued at fair value on three different levels, which are described in more detail below. The levels express the differing degrees of liquidity and different measurement methods used. The company has established valuation models to gather information from a wide range of well-informed sources with a view to minimising the uncertainty of valuations.

### LEVEL 1: FINANCIAL INSTRUMENTS VALUED ON THE BASIS OF QUOTED PRICES FOR IDENTICAL ASSETS IN ACTIVE MARKETS

This category encompasses listed equities that over the previous three months have experienced average daily trading equivalent to approximately NOK 20 million or more. Based on this, the equities are regarded as sufficiently liquid to be included at this level. Bonds, certificates or equivalent instruments issued by national governments are generally classified as level 1. When it comes to derivatives, standardised stock index futures and interest rate futures will also be included at this level.

# LEVEL 2: FINANCIAL INSTRUMENTS VALUED ON THE BASIS OF OBSERVABLE MARKET INFORMATION NOT COVERED BY LEVEL 1

This category encompasses financial instruments that are valued on the basis of market information that can be directly observable or indirectly observable. Market information that is indirectly observable means that the prices can be derived from observable related markets. Level 2 includes shares or equivalent equity instruments for which market prices are available, but where the volume of transactions is too limited to fulfil the criteria in level 1. Shares in this level will normally have been traded during the last month. Bonds and equivalent instruments are generally classified in this level. Moreover, interest rate and foreign exchange swaps, as well as non-standardised interest rate and foreign exchange derivatives are classified as level 2. Fund investments, with the exception of private equity funds, are generally classified as level 2, and encompass equity, interest rate, and hedge funds.

# LEVEL 3: FINANCIAL INSTRUMENTS VALUED ON THE BASIS OF INFORMATION THAT IS NOT OBSERVABLE IN ACCORDANCE WITH LEVEL 2

Equities classified as level 3 encompass investments in primarily unlisted/private companies. These include investments in forestry, real estate, microfinance and infrastructure. Private equity is generally classified as level 3 through direct investments or investments in funds.

The types of mutual funds classified as level 3 are discussed in more detail below with a reference to the type of mutual fund and the valuation method. Storebrand is of the opinion that the valuation method used represents a best estimate of the mutual fund's market value.

## EQUITIES

Forestry represents a large portion of the shares at level 3. External valuations were carried out as at 31 December which form the basis for the valuation of the company's investments. These valuations are based on models that include non-observable assumptions.

Alternative investments organised as limited liability companies (such as microfinance, property and infrastructure) are equity investments that are valued based on the value-adjusted equity reported by external sources when available.

In the case of direct private equity investments, the valuation is normally based on either the most recent transaction or a model in which a company that is in continuous operation is assessed by comparing the key figures with equivalent listed companies or groups of equivalent listed companies. In some instances, the value is reduced by a liquidity discount.

## FUND UNITS

Of the fund units, it is primarily private equity investments and property funds that represent the majority at level 3. Moreover, there are also some other types of funds, such as infrastructure funds and microfinance funds here. The majority of Storebrand's private equity investments are investments in private equity funds. These fund investments are valued based on the value reported by the funds. Most of the funds report on a quarterly basis, while a few report less often. Reporting typically takes place with a few months' delay. The most recently received valuations are used as a basis, adjusted for cash flows and possible market effects in the period from the most recent valuation until the reporting date. For private equity, the market effect is calculated based on the development in value in the relevant index, multiplied by the estimated beta in relation to the relevant index.

Indirect real estate investments are primarily investments in funds with underlying real estate investments where Storebrand's intention is to own the investments throughout the fund's lifetime. The valuation of the property funds is carried out based on information received from each fund manager, adjusted for cash flows in the period from the most recent valuation until the reporting date. Estimated values prepared by the fund companies will be used if these are available.

# LOANS TO CUSTOMERS

For loans where the interest rate, also credit margin, can change at short notice valued the loans at par as interest on the loan is equal to relevant discount rate. The fair value of loans where credit margin is fixed based on the pricing of the banks that have been manager of the loans. Price assessment through cash flow models with discount rates consisting of swap rates for the relevant maturity plus a credit premium. The credit premium is issuing specific and based on the credit margin of the banks that have been manager of the loans. The credit margin will remain fixed between each reporting date, but swap rates will follow market regularly.

## CORPORATE BONDS

Among the bonds at level 3, we find microfinance investments structured as loans. In addition, there are a small number of private equity investments organised as loans that are valued at the most recent reported value. In addition, non-performing loans will be left for estimated expected payment.

## INVESTMENT PROPERTIES

The investment properties primarily consist of office buildings located in Oslo and Stockholm and shopping centres in Southern Norway.

## Office properties and shopping centres in Norway:

When calculating fair value, Storebrand uses an internal cash flow model. Net cash flows for the individual property are discounted by an individual required rate of return. A future income and expense picture for the first 10 years has been estimated for the office properties and a final value has been calculated for the end of the 10th year based on market rent and normal operating costs for the property. In the net income stream, consideration has been made to existing and future loss of income due to vacancy, necessary investments and an assessment of the future development in the market rent. The majority of contracts have a duration of five or ten years. The cash flows from these lease agreements (contractual rent) are included in the valuations. To estimate the long-term, future non-contractual rental incomes, a forecasting model has been developed. The model is based on historical observations in Dagens Næringsliv's property index (adjusted by CPI) and market estimates. A long-term, time-weighted average of the annual observations is calculated in which the oldest observations are weighted with the lowest importance. For non-contractual rent in the short-term, the current rental prices and market situation are used.

An individual required rate of return is determined for each property. The required rate of return is viewed in connection with the related cash flow for the property. The knowledge available about the market's required rate of return, including transactions and appraisals, is used when determining the cash flow.

The required rate of return is divided into the following elements:

- Risk-free interest
- Risk premium, adjusted for:
  - Type of property
  - Location
  - Structural standard
  - Environmental standard
  - Duration of contract
  - Quality of tenant
  - Other factors such as transactions and perception in the market, vacancy and general knowledge about the market and the individual property.

### External valuation:

For properties in Norwegian activities, a methodical approach is taken to a selection of properties that are to be externally valued each quarter such that all properties have had an external valuation at least every three years. In 2017, external valuations were obtained for properties worth NOK 14 billion (72 per cent of the portfolio's value as at 31 December 2017).

External valuations are obtained for properties in the Swedish business. Shopping centres and commercial premises are valued annually, while other wholly-owned property investments are valued on a quarterly basis.

# STOREBRAND LIVSFORSIKRING GROUP

|  |               | Observable  | Non-observable | Total fair |            |
|--|---------------|-------------|----------------|------------|------------|
|  | Quoted prices | assumptions | assumptions    | value      | Fair value |
| (NOK million)                                      | (level 1)     | (level 2)   | (level 3)      | 2017       | 2016       |
| Assets   |               |             |                |            |            |
| Equities and units                                 |               |             |                |            |            |
| - Equities   | 22,135        | 430         | 750            | 23,316     | 21,935     |
| - Units  | 135           | 124,966     | 7,679          | 132,780    | 107,584    |
| Total equities and units 2017                      | 22,271        | 125,396     | 8,429          | 156,096    |            |
| Total equities and units 2016                      | 20,614        | 99,803      | 9,101          |            | 129,518    |
| Total lending to customers <sup>1)</sup>           |               |             | 5,104          | 5,104      | 2,346      |
| Bonds and other fixed income securities            |               |             |                |            |            |
| - Government bonds                                 | 23,617        | 23,844      |                | 47,460     | 46,095     |
| - Corporate bonds                                  | 165           | 47,550      | 108            | 47,823     | 31,632     |
| - Structured notes                                 |               | 81          |                | 81         | 29         |
| - Collateralised securities                        |               | 25,632      |                | 25,632     | 29,145     |
| - Bond funds                                       | 9             | 39,013      |                | 39,023     | 57,604     |
| Total bonds and other fixed income securities 2017 | 23,792        | 136,119     | 108            | 160,019    |            |
| Total bonds and other fixed income securities 2016 | 22,952        | 141,305     | 249            |            | 164,506    |
| Derivatives:                                       |               |             |                |            |            |
| - Equity derivatives                               |               |             |                |            |            |
| - Interest derivatives                             |               | 2,742       |                | 2,742      | 3,225      |
| - Currency derivatives                             |               | -751        |                | -751       | -657       |
| - Credit derivatives                               |               |             |                |            |            |
| Total derivatives 2017                             |               | 1,991       |                | 1,991      | 2,568      |
| - derivatives with a positive market value         |               | 3,868       |                | 3,868      | 4,553      |
| - derivatives with a negative market value         |               | -1,876      |                | -1,876     | -1,985     |
| Total derivatives 2016                             |               | 2,568       |                |            | 2,568      |
| Real estate:                                       |               |             |                |            |            |
| - real estate at fair value                        |               |             | 27,453         | 27,453     | 24,161     |
| - real estate for own use                          |               |             | 1,408          | 1,408      | 2,863      |
| Total real estate 2017                             |               |             | 28,861         | 28,861     |            |
| Total real estate 2016                             |               |             | 27,024         |            | 27,024     |

# Movements between quoted prices and observable assumptions

|                    | From quoted prices to  | From observable              |
|--------------------|------------------------|------------------------------|
| (NOK million)      | observable assumptions | assumptions to quoted prices |
| Equities and units | 6                      | 18                           |

Movements from level 1 to level 2 reflect reduced sales value in the relevant equities in the last measuring period.

On the other hand, movements from level 2 to level 1 indicate increased sales value in the relevant equities in the last measuring period.

#### Movement level 3

|                          |          |        | Loans to custo- | Corporate | Investment  | Real estate for |
|--------------------------|----------|--------|-----------------|-----------|-------------|-----------------|
| (NOK million)            | Equities | Units  | mers            | bonds     | real estate | own use         |
| Book value 01.01         | 1,052    | 8,050  | 2,346           | 249       | 24,284      | 2,895           |
| Net profit/loss          | -31      | 749    | -65             | -36       | 376         | 69              |
| Supply/disposal          |          | 725    | 3,047           |           | 4,056       | 168             |
| Sales/overdue/settlement | -295     | -1,974 | -350            | -115      | -1,856      | -2,239          |
| Translation differences  | 23       | 129    | 128             | 11        |             |                 |
| Other                    |          |        |                 |           | 593         | 514             |
| Book value 31.12.17      | 750      | 7,679  | 5,104           | 108       | 27,453      | 1,408           |

As of 31.12.17, Storebrand Livsforsikring had NOK 3 069 million invested in Storebrand Eiendomsfond Norge KS and Ruseløkkveien 26, Oslo The investment is classified as "Investment in Associated Companies" in the Consolidated Financial Statements.

#### STOREBRAND LIVSFORSIKRING AS

|  | Quoted    | Observable  | Non-observable |            |            |
|--|-----------|-------------|----------------|------------|------------|
|  | prices    | assumptions | assumptions    | Total fair | Fair value |
| (NOK million)                                      | (level 1) | (level 2)   | (level 3)      | value 2017 | 2016       |
| Assets   |           |             |                |            |            |
| Equities and units                                 |           |             |                |            |            |
| - Equities   | 18,512    | 179         | 488            | 19,179     | 17,879     |
| - Fund units                                       |           | 38,956      | 5,300          | 44,256     | 32,330     |
| Total equities and units 2017                      | 18,512    | 39,135      | 5,788          | 63,436     |            |
| Total equities and units 2016                      | 17,121    | 26,784      | 6,305          |            | 50,210     |
| Bonds and other fixed income securities            |           |             |                |            |            |
| - Government bonds                                 | 12,569    | 9           |                | 12,578     | 11,512     |
| - Corporate bonds                                  |           | 25,096      | 42             | 25,138     | 10,457     |
| - Collateralised securities                        |           | 7,792       |                | 7,792      | 5,907      |
| - Bond funds                                       |           | 27,893      |                | 27,893     | 45,905     |
| Total bonds and other fixed income securities 2017 | 12,569    | 60,790      | 42             | 73,401     |            |
| Total bonds and other fixed income securities 2016 | 11,512    | 62,217      | 51             |            | 73,780     |
| Derivatives:                                       |           |             |                |            |            |
| - Interest derivatives                             |           | 1,122       |                | 1,122      | 803        |
| - Currency derivatives                             |           | -730        |                | -730       | -716       |
| Total derivatives 2017                             |           | 392         |                | 392        |            |
| - derivatives with a positive market value         |           | 1,399       |                | 1,399      |            |
| - derivatives with a negative market value         |           | -1,007      |                | -1,007     |            |
| Total derivatives 2016                             |           | 86          |                |            | 86         |

#### Movements between quoted prices and observable assumptions

|                    | From quoted          | From observable as- |
|--------------------|----------------------|---------------------|
|                    | prices to observable | sumptions           |
| (NOK million)      | assumptions          | to quoted prices    |
| Equities and units | 6                    | 17                  |

Movements from level 1 to level 2 reflect reduced sales value in the relevant equities in the last measuring period.

On the other hand, movements from level 2 to level 1 indicate increased sales value in the relevant equities in the last measuring period.

#### Movement level 3

| Book value 31.12.17      | 488      | 5,300 | 42              |
|--------------------------|----------|-------|-----------------|
| Sales/overdue/settlement |          |       |                 |
| Supply/disposal          | -102     | -949  | -7              |
| Net profit/loss          | -31      | 565   | -2              |
| Book value 01.01         | 621      | 5,683 | 51              |
| (NOK million)            | Equities | Units | Corporate bonds |

|   |           |             | Non-        |            |            |            |            |
|---|-----------|-------------|-------------|------------|------------|------------|------------|
|   | Quoted    | Observable  | observable  |            |            |            |            |
|   | prices    | assumptions | assumptions | Total fair | Fair value | Book value | Book value |
| (NOK million)                             | (level 1) | (level 2)   | (level 3)   | value 2017 | 2016       | 2017       | 2016       |
| Financial assets                          |           |             |             |            |            |            |            |
| Loans to customers - corporate            |           | 1           | 6,201       | 6,202      | 6,997      | 6,210      | 7,004      |
| Loans to customers - retail               |           |             | 15,217      | 15,217     | 9,724      | 15,217     | 9,724      |
| Bonds held to maturity                    |           | 16,933      |             | 16,933     | 17,537     | 15,128     | 15,644     |
| Bonds classified as loans and receivables |           | 93,837      |             | 93,837     | 89,144     | 87,094     | 82,246     |
| Total fair value 2017                     |           | 110,771     | 21,418      | 132,189    |            | 123,649    |            |
| Total fair value 2016                     |           | 106,681     |             |            | 123,402    |            | 114,618    |
| Financial liabilities                     |           |             |             |            |            |            |            |
| Subordinated loan capital                 |           | 8,711       |             | 8,711      | 7,443      | 8,591      | 7,344      |
| Total fair value 2017                     |           | 8,711       |             | 8,711      |            | 8,591      |            |
| Total fair value 2016                     |           | 7,443       |             |            | 7,443      |            | 7,344      |

#### SENSITIVITY OF FINANCIAL INSTRUMENTS AND PROPERTY AT FAIR VALUE

#### EQUITIES

It is primarily investments in forestry that are classified as equities at level 3. Forestry investments are characterised by, among other things, very long cash flow periods. There can be some uncertainty associated with future cash flows due to future income and costs growth, even though these assumptions are based on recognised sources. Nonetheless, valuations of forestry investments will be particularly sensitive to the discount rate used in the estimate. The company bases its valuation on external valuations. These utilise an estimated market-related required rate of return. As a reasonable alternative assumption with regard to the required rate of return used, a change in the discount rate of 0.25 per cent would result in an estimated change of around 5.7 per cent in value, depending on the maturity of the forest and other factors.

|                                     | Storebrand Livsfor      | rsikring Group       | Storebrand Livsforsikring AS               |                  |  |
|-------------------------------------|-------------------------|----------------------|--|------------------|--|
|                                     | Change in value at char | nge in discount rate | Change in value at change in discount rate |                  |  |
| (NOK million)                       | Increase + 25 bp        | Decrease - 25 bp     | Increase + 25 bp                           | Decrease - 25 bp |  |
| Change in fair value as at 31.12.17 | 45                      | -43                  | -18  | 20               |  |
| Change in fair value as at 31.12.16 | 44                      | -42                  | -20  | 22               |  |

#### FUND UNITS

Large portions of the portfolio are priced using comparable listed companies, while smaller portions of the portfolio are listed. The valuation of the private equity portfolio will thus be sensitive to fluctuations in global equity markets. The private equity portfolio has an estimated beta relative to MSCI World (Net – currency hedged to NOK) of around 0.5.

|                                     | Storebrand Livsfors | sikring Group  | Storebrand Livsforsikring AS |                |  |
|-------------------------------------|---------------------|----------------|------------------------------|----------------|--|
|                                     | Change MSC          | l World        | Change M                     | SCI World      |  |
| (NOK million)                       | Increase +10%       | Decrease - 10% | Increase +10%                | Decrease - 10% |  |
| Change in fair value as at 31.12.17 | 323                 | -323           | 245                          | -245           |  |
| Change in fair value as at 31.12.16 | 349                 | -349           | 263                          | -263           |  |

The valuation of indirect property investments will be sensitive to a change in the required rate of return and the expected future cash flow. The indirect property investments are leveraged structures. The portfolio is leveraged 1 per cent on average.

|                                     | Storebrand Livsf     | orsikring Group    | Storebrand Livsforsikring AS Change in indirect property investment |        |  |
|-------------------------------------|----------------------|--------------------|---|--------|--|
| (NOK million)                       | Change in indirect p | roperty investment |   |        |  |
|                                     | + 10 %               | - 10 %             | + 10 %  | - 10 % |  |
| Change in fair value as at 31.12.17 | 19                   | -19                | 19  | -19    |  |
| Change in fair value as at 31.12.16 | 35                   | -35                | 35  | -35    |  |

#### LOANS TO CUSTOMERS

Loans are measured at fair value. The value of these is determined by future cash flows are discounted with the corresponding swap curve adjusted for a customer-specific credit spread.

|                                     | Storebrand Livsfor | sikring Group    | Storebrand Livsforsikring AS |                  |  |
|-------------------------------------|--------------------|------------------|------------------------------|------------------|--|
| Change in marketspread              |                    |                  | Change in m                  | arketspread      |  |
| (NOK million)                       | Increase +10 bp    | Decrease - 10 bp | Increase +10 bp              | Decrease - 10 bp |  |
| Change in fair value as at 31.12.17 | -17                | 17               |                              |                  |  |
| Change in fair value as at 31.12.16 | -11                | 11               |                              |                  |  |

#### CREDIT BONDS

Securities registered as corporate bonds at level 3 are typical microfinance funds, private equity debt funds and convertible bonds. They are not priced by a discount rate as bonds normally are, and therefore these investments are included in the same sensitivity test as private equity.

|                                     | Storebrand Livsforsikring Group |                |                   | sforsikring AS |  |
|-------------------------------------|---------------------------------|----------------|-------------------|----------------|--|
|                                     | Change MSCI                     | l World        | Change MSCI World |                |  |
| (NOK million)                       | Increase +10%                   | Decrease - 10% | Increase +10%     | Decrease - 10% |  |
| Change in fair value as at 31.12.17 | 6                               | -6             | 2                 | -2             |  |
| Change in fair value as at 31.12.16 | 12                              | -12            | 3                 | -3             |  |

#### REAL ESTATE

The sensitivity assessment for real estate includes both investments real estate and owner occupied real estate. The valuation of property is particularly sensitive to a change in the required rate of return and the expected future cash flow. A change of 0.25 per cent in the required rate of return when everything else remains unchanged will result in a change in the value of Storebrand's real estate portfolio of approximately 4.8 per cent.

|                                     | Storebrand Livsforsikrin | Storebrand Livsforsikring AS<br>Change in required rate of return |        |        |
|-------------------------------------|--------------------------|---|--------|--------|
|                                     | Change in required rate  |   |        |        |
| (NOK million)                       | 0.25%                    | -0.25%  | 0.25%  | -0.25% |
| Change in fair value as at 31.12.17 | -1,317                   | 1,459   | -956   | 1,061  |
| Change in fair value as at 31.12.16 | -1,231                   | 1,344   | -1,002 | 1,108  |

# Note 13 - Profit and Loss account by class of business

|   | Group pen-   |                  |            |           |                 |           |
|---|--------------|------------------|------------|-----------|-----------------|-----------|
|   | sion private | Group pension    | Group life | Endowment | Annuity/ pensi- | Non-life  |
| (NOK million)   | insurance    | public insurance | insurance  | insurance | on insurance    | insurance |
| Premium income  | 13,562       | 181              | 737        | 2,256     | 482             | 311       |
| Net income from financial assets – collective portfolio | 8,643        | 150              | 86         | 175       | 487             | 23        |
| Net income from financial assets with investment        |              |                  |            |           |                 |           |
| choice  | 7,229        |                  |            | 555       | 415             |           |
| Other insurance related income                          | 454          | 1                | 1          | 55        | 41              |           |
| Claims  | -10,502      | -297             | -514       | -1,194    | -1,420          | -157      |
| - Of which agreements terminated/withdrawals from       |              |                  |            |           |                 |           |
| endowment policies                                      | -136         | -24              |            | -699      | -22             |           |
| Changes in insurance obligations recognised in the      |              |                  |            |           |                 |           |
| Profit and Loss account                                 |              |                  |            |           |                 |           |
| contractual obligations                                 | -4,087       | 45               | -85        | 158       | 699             | 12        |
| Changes in insurance obligations recognised in the      |              |                  |            |           |                 |           |
| Profit and Loss account with investment choice          | -13,218      |                  |            | -1,497    | -518            |           |
| Funds allocated to insurance contracts                  |              |                  |            |           |                 |           |
| contractual obligations                                 | -407         | -27              |            | -104      | -31             |           |
| Insurance related operating costs                       | -891         | -37              | -87        | -191      | -119            | -84       |
| Other insurance related costs                           | -137         | -1               | 3          | -3        |                 | -1        |
| Technical result 2017                                   | 647          | 15               | 141        | 211       | 37              | 105       |
| Technical result 2016                                   | 665          | -45              | 54         | 244       | 90              | 91        |

|   | Storebrand        |        |        | Storebrand           |
|---|-------------------|--------|--------|----------------------|
| (NOK million)   | Livsforsikring AS | BenCo  | SPP    | Livsforsikring group |
| Premium income  | 17,529            | 182    | 7,865  | 25,577               |
| Net income from financial assets – collective portfolio | 9,564,6           | 710    | 2,972  | 13,200               |
| Net income from financial assets with investment        |                   |        |        |                      |
| choice  | 8,199             | -73    | 6,824  | 14,950               |
| Other insurance related income                          | 551               | 55     | 1,357  | 1,963                |
| Claims  | -14,084           | -1,277 | -8,858 | -24,219              |
| - Of which agreements terminated/withdrawals from       |                   |        |        |                      |
| endowment policies                                      | -882              |        | 90     | -792                 |
| Changes in insurance obligations recognised in the      |                   |        |        |                      |
| Profit and Loss account                                 |                   |        |        |                      |
| contractual obligations                                 | -3,257            | -3     | 456    | -2,752               |
| Changes in insurance obligations recognised in the      |                   |        |        |                      |
| Profit and Loss account with investment choice          | -15,232           | 539    | -8,980 | -23,673              |
| Funds allocated to insurance contracts                  |                   |        |        |                      |
| contractual obligations                                 | -568              | 2      |        | -566                 |
| Insurance related operating costs                       | -1,409            | -50    | -936   | -2,447               |
| Other insurance related costs                           | -138              | -58    | -58    | -254                 |
| Technical result 2017                                   | 1,156             | 26     | 642    | 1,778                |
| Technical result 2016                                   | 1,100             | 49     | 579    | 1,740                |

#### ENDOWMENT INSURANCE

|  | Profit alloca- | Not eligible for  | Investment |        |        |
|--|----------------|-------------------|------------|--------|--------|
| (NOK million)  | tion           | profit allocation | choice     | 2017   | 2016   |
| Premium income   | 235            | 444               | 1,576      | 2,256  | 2,345  |
| Net income from financial assets - collective portfolio                    | 113            | 63                |            | 175    | 177    |
| Net income from financial assets with investment choice                    |                |                   | 555        | 555    | 195    |
| Other insurance related income   | 1              |                   | 54         | 55     | 40     |
| Claims   | -407           | -157              | -630       | -1,194 | -1,243 |
| Changes in insurance obligations recognised in the Profit and Loss account |                |                   |            |        |        |
| contractual obligations  | 276            | -115              | -2         | 158    | 185    |
| Changes in insurance obligations recognised in the                         |                |                   |            |        |        |
| Profit and Loss account with investment choice                             |                |                   | -1,497     | -1,497 | -1,140 |
| Funds allocated to insurance contracts                                     |                |                   |            |        |        |
| contractual obligations  | -104           |                   |            | -104   | -140   |
| Insurance related operating costs  | -57            | -99               | -35        | -191   | -168   |
| Other insurance related costs  | -1             | -2                |            | -3     | -5     |
| Technical result   | 56             | 134               | 21         | 211    | 244    |

#### ANNUITY/PENSION INSURANCE

| (NOK million)  | Profit allocation | Investment choice | 2017   | 2016   |
|--|-------------------|-------------------|--------|--------|
| Premium income   | 23                | 459               | 482    | 203    |
| Net income from financial assets – collective portfolio                    | 487               |                   | 487    | 539    |
| Net income from financial assets with investment choice                    |                   | 415               | 415    | 167    |
| Other insurance related income   | 2                 | 38                | 41     | 37     |
| Claims   | -1,092            | -328              | -1,420 | -1,426 |
| Changes in insurance obligations recognised in the Profit and Loss account |                   |                   |        |        |
| contractual obligations  | 700               | -1                | 699    | 802    |
| Changes in insurance obligations recognised in the                         |                   |                   |        |        |
| Profit and Loss account with investment choice                             |                   | -518              | -518   | -8     |
| Funds allocated to insurance contracts                                     |                   |                   |        |        |
| contractual obligations  | -31               |                   | -31    | -119   |
| Insurance related operating costs  | -67               | -52               | -119   | -104   |
| Other insurance related costs  |                   |                   |        | -1     |
| Technical result   | 23                | 14                | 37     | 90     |

## GROUP PENSION PRIVATE INSURANCE

|   |              | Paid-up    |             |               | Occupational |              |              |
|---|--------------|------------|-------------|---------------|--------------|--------------|--------------|
|   | Company pen- | policies   | Paid-up po- | Company       | pension      | Occupational | Occupational |
|   | sion without | without    | licies with | pension       | without      | pension with | pension      |
|   | investment   | investment | investment  | without       | investment   | investment   | without pro- |
| (NOK million)   | choice       | choice     | choice      | profitsharing | choice       | choice       | fitsharing   |
| Premium income  | 2,884        | -342       | 485         |               | 73           | 127          | 1,021        |
| Net income from financial assets – collective<br>portfolio                    | 1,861        | 6,488      |             |               | 135          |              | 147          |
|   | 1,001        | 0,400      |             |               | 155          |              | 147          |
| Net income from financial assets with invest-<br>ment choice                  |              |            | 792         |               |              | 20           |              |
| Other insurance related income  | 11           | 27         | 58          |               |              | 1            | 3            |
|   |              |            |             |               | 404          |              |              |
| Claims  | -1,280       | -4,968     | -15         |               | -481         | -1           | -30          |
| Changes in insurance obligations recognised<br>in the Profit and Loss account |              |            |             |               |              |              |              |
| contractual obligations   | -2,617       | -749       |             |               | 307          |              | -1,006       |
| Changes in insurance obligations recognised in the                            |              |            |             |               |              |              |              |
| Profit and Loss account with investment                                       |              |            |             |               |              |              |              |
| choice  |              |            | -1,267      |               |              | -146         |              |
| Funds allocated to insurance contracts  |              |            |             |               |              |              |              |
| contractual obligations   | -280         | -75        | 5           |               | -14          |              | -41          |
| Insurance related operating costs   | -208         | -260       | -43         |               | -19          |              | -111         |
| Other insurance related costs   | -89          |            |             |               | -2           |              | 15           |
| Technical result  | 282          | 122        | 15          | 0             | -0           | 1            | -3           |

|   | Defined contri- |                     |                   |         |         |
|---|-----------------|---------------------|-------------------|---------|---------|
|   | bution pension  | Pension capital     | Pension capital   |         |         |
|   | with investment | certificate without | certificate with  |         |         |
| (NOK million)   | choice          | investment choice   | investment choice | 2017    | 2016    |
| Premium income  | 8,865           | 70                  | 380               | 13,562  | 13,521  |
| Net income from financial assets - collective portfolio                       |                 | 11                  |                   | 8,643   | 7,567   |
| Net income from financial assets with investment choice                       | 4,117           |                     | 2,300             | 7,229   | 3,540   |
| Other insurance related income  | 191             |                     | 164               | 454     | 375     |
| Claims  | -2,872          | -54                 | -800              | -10,502 | -8,798  |
| Changes in insurance obligations recognised in the<br>Profit and Loss account |                 |                     |                   |         |         |
| contractual obligations   |                 | -23                 |                   | -4087   | -3,718  |
| Changes in insurance obligations recognised in the                            |                 |                     |                   |         |         |
| Profit and Loss account with investment choice                                | -10,061         |                     | -1,744            | -13,218 | -10,108 |
| Funds allocated to insurance contracts  |                 |                     |                   |         |         |
| contractual obligations   |                 | -2                  |                   | -407    | -494    |
| Insurance related operating costs   | -179            |                     | -72               | -891    | -881    |
| Other insurance related costs   | -60             |                     |                   | -137    | -339    |
| Technical result  | 1               | 2                   | 228               | 647     | 665     |

## Group pension public insurance

| Technical result  | 15                      | 15   | -45    |
|---|-------------------------|------|--------|
| Other insurance related costs   | -1                      | -1   | -13    |
| Insurance related operating costs   | -37                     | -37  | -74    |
| Contractual obligations   | -27                     | -27  | -8     |
| Funds allocated to insurance contracts  |                         |      |        |
| Contractual obligations   | 45                      | 45   | 1,642  |
| Changes in insurance obligations recognised in the<br>Profit and Loss account |                         |      |        |
| Claims  | -297                    | -297 | -1,947 |
| Other insurance related income  | 1                       | 1    | 1      |
| Net income from financial assets - collective portfolio                       | 150                     | 150  | 129    |
| Premium income  | 181                     | 181  | 224    |
| (NOK million)   | investment choice       | 2017 | 2016   |
|   | Defined benefit without |      |        |

|  | Group                           | Group                    |                         |                        |                                  |                       | Storel<br>Livsforsi |        | BenCo | SPP    | Storeb<br>Livsforsikri |         |
|--|---------------------------------|--------------------------|-------------------------|------------------------|----------------------------------|-----------------------|---------------------|--------|-------|--------|------------------------|---------|
| (NOK million)  | pension<br>private<br>insurance | public<br>insu-<br>rance | Group life<br>insurance | Endowment<br>insurance | Annuity/<br>pension<br>insurance | Non-life<br>insurance | 2017                | 2016   | 2017  | 2017   | 2017                   | 2016    |
| Financial income 1)  | 14,789                          | 137                      | 101                     | 744                    | 942                              | 27                    | 16,740              | 14,240 | 510   | 2,990  | 20,193                 | 17,081  |
| Guaranteed yield   | -12,350                         | -66                      | -26                     | -711                   | -816                             | -12                   | -13,981             | -9,887 | -528  | -2,921 | -17,430                | -12,627 |
| - of which transfer-<br>red to premium fund                    | -23                             |                          |                         |                        |                                  |                       | -23                 | -11    | -76   | -2,216 | -2,315                 | -2,396  |
| Investment result<br>before drawing on<br>buffer capital       | 2,439                           | 70                       | 75                      | 33                     | 126                              | 15                    | 2,759               | 4,354  | -18   | 69     | 2,763                  | 4,285   |
| To/from additional<br>statutory reserves<br>and buffer capital |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        | 169     |
| Investment result<br>after drawing on<br>additional statuto-   |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        |         |
| ry reserves  | 2,439                           | 70                       | 75                      | 33                     | 126                              | 15                    | 2,759               | 4,354  | -18   | 69     | 2,763                  | 4,454   |
| Risk premium   | 360                             | -4                       | 679                     | 588                    | -91                              | 273                   | 1,805               | 1,925  |       | 323    | 2,128                  | 2,287   |
| Risk addition 1)   | -363                            | 4                        | -590                    | -251                   | 140                              | -143                  | -1,203              | -1,462 | 4     | -165   | -1,364                 | -1,758  |
| Net reinsurance etc. 1)  | 12                              |                          | -5                      | -1                     |                                  | -6                    | 1                   | -76    |       | -2     | -1                     | -79     |
| Risk result  | 10                              | 1                        | 85                      | 336                    | 48                               | 124                   | 604                 | 386    | 3     | 156    | 763                    | 450     |
|  |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        |         |
| Administration premium <sup>1)</sup>                           | 1,196                           | 32                       | 69                      | 166                    | 118                              | 50                    | 1,630               | 1,554  | 88    | 1,352  | 3,070                  | 3,106   |
| Operating expenses   | -891                            | -37                      | -87                     | -191                   | -119                             | -84                   | -1,409              | -1,368 | -48   | -935   | -2,392                 | -2,445  |
| Administration result  | 305                             | -5                       | -18                     | -25                    | -1                               | -34                   | 222                 | 186    | 39    | 417    | 678                    | 660     |
| Other results  | -3                              |                          |                         |                        |                                  |                       | -3                  | -68    |       |        | -2                     | -65     |
| Premium for guaran-<br>teed interest                           | 265                             | 14                       |                         |                        |                                  |                       | 279                 | 342    |       |        | 279                    | 342     |
| Risk profit  | 60                              | 5                        |                         |                        |                                  |                       | 65                  | 106    |       |        | 65                     | 106     |
| Gross result for sector  | 3,075                           | 86                       | 141                     | 345                    | 173                              | 105                   | 3,925               | 5,306  | 25    | 642    | 4,547                  | 5,947   |
| Investment result  |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        |         |
| and risk result to<br>policyholders                            | -2,402                          | -71                      |                         | -134                   | -136                             |                       | -2,742              | -4,122 |       |        | -2,742                 | -4,122  |
| Owners contribution<br>to strengthen the<br>longevity reserve  | -26                             |                          |                         |                        |                                  |                       | -26                 | -85    | 2     |        | -26                    | -85     |
| Covered by the risk equalisation fund                          |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        |         |
| Profit for the year  | 647                             | 15                       | 141                     | 211                    | 37                               | 105                   | 1,156               | 1,100  | 26    | 642    | 1,778                  | 1,741   |
|  |                                 |                          |                         |                        |                                  |                       |                     |        |       |        |                        |         |

1) The items other insurance-related income ( in note 19) and other insurance-related costs (in note 25) are allocated in accordance with their purpose.

#### ENDOWMENT INSURANCE

|  |                   | Not eligib | Not eligible for |        | Investment |       |         |       |         |       |
|--|-------------------|------------|------------------|--------|------------|-------|---------|-------|---------|-------|
|  | Profit allocation |            | profit allo      | cation | cho        | ice   | 2017    |       | 2016    |       |
|  | Policy-           | Ow-        | Policy-          |        | Policy-    |       | Policy- |       | Policy- |       |
| (NOK million)  | holders           | ner        | holders          | Owner  | holders    | Owner | holders | Owner | holders | Owner |
| Administration result                                    | -2                |            |                  | -44    |            | 21    | -2      | -23   | 1       | -16   |
| Investment result  | 26                |            |                  | 7      |            |       | 26      | 7     | 64      | 30    |
| Risk result  | 165               |            |                  | 171    |            |       | 165     | 171   | 172     | 154   |
| Profit allocation  | -56               | 56         |                  |        |            |       | -56     | 56    | -76     | 76    |
| To/from additional statutory reserves and buffer capital |                   |            |                  |        |            |       |         |       |         |       |
| Other  |                   |            |                  |        |            |       |         |       | -5      |       |
| Technical result   | 134               | 56         | 0                | 134    | 0          | 21    | 134     | 211   | 156     | 244   |

### ANNUITY/PENSION INSURANCE

|  | Profit a | allocation | Investment choice |       | 2017    |       | 2016    |       |
|--|----------|------------|-------------------|-------|---------|-------|---------|-------|
|  | Policy-  |            | Policy-           |       | Policy- |       | Policy- |       |
| (NOK million)  | holders  | Owner      | holders           | Owner | holders | Owner | holders | Owner |
| Administration result                                    | -16      |            |                   | 14    | -16     | 14    | -9      | 21    |
| Investment result  | 126      |            |                   |       | 126     |       | 341     |       |
| Risk result  | 48       |            |                   |       | 48      |       | 54      |       |
| Profit allocation  | -23      | 23         |                   |       | -23     | 23    | -70     | 70    |
| To/from additional statutory reserves and buffer capital |          |            |                   |       |         |       |         |       |
| Other  |          |            |                   |       |         |       | -1      |       |
| Technical result   | 136      | 23         | 0                 | 14    | 136     | 37    | 315     | 90    |

## GROUP PENSION PRIVATE INSURANCE

|  | Company<br>without in<br>cho | ivestment | without i          | Paid-up policies<br>without invest-<br>ment choice |                    | Paid-up policies<br>with investment<br>choice |                    | Company<br>pension without<br>profitsharing |                    | Occupational pension<br>without investment<br>choice |                    | tional<br>1 with<br>t choice |
|--|------------------------------|-----------|--------------------|--|--------------------|---|--------------------|---|--------------------|--|--------------------|------------------------------|
| (NOK million)  | Policy-<br>hol-<br>ders      | Owner     | Policy-<br>holders | Ow-<br>ner   | Policy-<br>holders | Owner   | Policy-<br>holders | Owner                                       | Policy-<br>holders | Owner  | Policy-<br>holders | Owner                        |
| Administration result  |                              | -25       |                    | 120  |                    | 15  |                    |   |                    | -9   |                    | 1                            |
| Investment result  | 822                          | 2         | 1 549              | -11  |                    |   |                    |   | 31                 |  |                    |                              |
| Risk result  |                              |           |                    |  | -5                 |   |                    |   |                    |  |                    |                              |
| Premium for guaranteed interest and risk profit                  |                              | 305       |                    |  |                    |   |                    |   |                    | 8  |                    |                              |
| Profit allocation  |                              |           | -12                | 12   |                    |   |                    |   |                    |  |                    |                              |
| To/from additional statu-<br>tory reserves and buffer<br>capital |                              |           |                    |  |                    |   |                    |   |                    |  |                    |                              |
| Other  |                              |           | -3                 |  |                    |   |                    |   |                    |  |                    |                              |
| Technical result   | 822                          | 282       | 1 534              | 122  | -5                 | 15  | 0                  | 0   | 32                 | 0  | 0                  | 1                            |

## GROUP PENSION PRIVATE INSURANCE

|          |   | Defined                                | l contri-   |  |   |  |   |  |   |   |  |
|----------|---|--|---|--|---|--|---|--|---|---|--|
| Occupa   | ational                                   | bution                                 | pension   | Pensior  | n capital   | Pension  | capital   |  |   |   |  |
| pension  | without                                   | with inv                               | estment   | certificate  | certificate without   |  | certificate with  |  |   |   |  |
| profitsł | haring                                    | cho                                    | pice  | investme   | nt choice   | investmer  | nt choice   | 201  | 7   | 201   | 6  |
| Policy-  |   | Policy-                                |   | Policy-  |   | Policy-  |   | Policy-  |   | Policy-   |  |
| holders  | Owner                                     | holders                                | Owner   | holders  | Owner   | holders  | Owner   | holders  | Owner   | holders   | Owner  |
|          | -28                                       |  | 1   |  | 2   |  | 228   |  | 305   |   | 255  |
| 44       |   |  |   | 2  |   |  |   | 2,448  | -9  | 3,650   | 120  |
|          | 13  |  |   |  |   |  |   | -4   | 14  | 1   | -74  |
|          |   |  |   |  |   |  |   |  |   |   |  |
|          | 12  |  |   |  |   |  |   |  | 325   |   | 427  |
|          |   |  |   |  |   |  |   | -12  | 12  | -29   | 29   |
|          |   |  |   |  |   |  |   |  |   |   |  |
|          |   |  |   |  |   |  |   | -3   |   | 40  | -92  |
| 44       | -3  | ٥                                      | 1   | 2  | 2   | 0  | 228   | 2 428  | 647   | 3 662   | 665  |
|          | pension<br>profitsl<br>Policy-<br>holders | holders Owner<br>-28<br>44<br>13<br>12 | Occupational     bution profitsharing       Policy-     Policy-       holders     Owner       44     13       12     12 | pension without profitsharing choice<br>Policy- Policy-<br>holders Owner holders Owner<br>-28 11<br>44<br>13<br>12<br>12 | Occupational<br>pension without     bution pension<br>with investment     Pension<br>certificate<br>investment       Policy-<br>holders     Policy-<br>holders     Policy-<br>holders     Policy-<br>holders       -28     1       44     2       13     12 | Occupational pension without     bution pension without     Pension capital certificate without investment choice       Policy-     Policy-     Policy-       holders     Owner     holders     Owner       -28     1     2       44     2       13     12     1 | Occupational<br>pension without     bution pension<br>with investment<br>choice     Pension capital<br>certificate without<br>investment<br>certificate<br>investment<br>policy-<br>holders     Pension<br>certificate<br>investment<br>holders     Pension<br>certificate<br>investment<br>holders       Policy-<br>holders     Policy-<br>holders     Policy-<br>holders     Policy-<br>holders     Policy-<br>holders       -28     1     2       44     2       13     12 | Occupational pension without     bution pension without     Pension capital certificate without     Pension capital certificate without       profitsharing     Policy-     Policy-     Policy-     Policy-       Policy-     Policy-     Policy-     Policy-     Policy-       -28     1     2     228       44     2     13     2     14 | $ \begin{array}{c c c c c c c c } \hline \but on pension \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \$ | $ \begin{array}{c c c c c c } \hline \begin{titudy}{ c c c c c } \hline \begin{titudy}{ c c c c } \hline \begin{titudy}{ c c c c c } \hline \begin{titudy}{ c c c c c } \hline \begin{titudy}{ c c c c c c c } \hline \begin{titudy}{ c c c c c c c } \hline \begin{titudy}{ c c c c c c c c } \hline \begin{titudy}{ c c c c c c c c c c c c c c c c c c c$ | Occupational pension without profitsharing         button pension certificate without certificate with investment choice         Pension capital certificate with investment choice         2017         201           Policy-         holders         Owner         holders |

## GROUP PENSION PUBLIC INSURANCEW

| Resultat av teknisk regnskap                             | 71            | 15         | 71      | 15    | 73      | -45   |
|--|---------------|------------|---------|-------|---------|-------|
| Technical result   |               |            |         |       | -11     |       |
| Other  |               |            |         |       |         |       |
| To/from additional statutory reserves and buffer capital |               |            |         |       |         |       |
| Profit allocation  |               | 20         |         | 20    |         | 22    |
| Premium for guaranteed interest and risk profit          |               |            |         |       |         |       |
| Investment result  | 70            |            | 70      |       | 84      |       |
| Administration result                                    |               | -5         |         | -5    |         | -66   |
| (NOK million)  | holders       | Owner      | holders | Owner | holders | Owner |
|  | Policy-       |            | Policy- |       | Policy- |       |
|  | investment    | choice     | 2017    |       | 2016    |       |
|  | Defined benef | ît without |         |       |         |       |

## Note 15 - Sales of insurance (new business)

|               |                   |            |           |                  |           | Storebrand      |                   |
|---------------|-------------------|------------|-----------|------------------|-----------|-----------------|-------------------|
|               | Group pension     | Group life | Endowment | Annuity/ pension | Non-life  | Livs-forsikring | Storebrand        |
| (NOK million) | private insurance | insurance  | insurance | insurance        | insurance | Group           | Livsforsikring AS |
| 2017          | 148               |            | 3         | 1,407            | 283       | 7               | 1,848             |
| 2016          | 260               |            | 2         | 1,227            | 3         | 10              | 1,502             |

Sales consist of new and additional sales, with deductions for policies where the first premium has not been paid. Premium reserves transferred to the company (note 16) are not included in these figures.

## Note 16 - Transfers of insurance reserves

|                                   |                   |                      |           |           | Storebrand Live | sforsikring AS |
|-----------------------------------|-------------------|----------------------|-----------|-----------|-----------------|----------------|
|                                   |                   |                      |           | Annuity/  |                 |                |
|                                   | Group pension     | Group pension public | Endowment | pension   |                 |                |
| (NOK million)                     | private insurance | insurance            | insurance | insurance | 2017            | 2016           |
| Funds received                    |                   |                      |           |           |                 |                |
| Premium reserve                   | 1,063             |                      | 6         | 134       | 1,203           | 806            |
| Additional statutory reserves     | -15               |                      |           |           | -15             | 2              |
| Transfers of premium reserve etc. | 1,048             | 0                    | 6         | 134       | 1,188           | 807            |
| Premium funds                     |                   |                      |           |           | 0               | 0              |
| Number of policies/customers      | 6,593             | 0                    | 69        | 397       | 7,059           | 5,151          |
| Funds transferred out             |                   |                      |           |           |                 |                |
| Premium reserve                   | -3,574            | -165                 | -33       | -21       | -3,793          | -4,030         |
| Additional statutory reserves     | -18               | -11                  | -1        |           | -30             | -118           |
| Value adjustment fund             | -5                |                      |           |           | -6              | -21            |
| Transfers of premium reserve etc. | -3,597            | -175                 | -34       | -22       | -3,829          | -4,170         |
| Premium funds                     | -62               | -58                  |           |           | -120            | -120           |
|                                   |                   |                      |           |           |                 |                |
| Number of policies/customers      | -9,557            | -48                  | -158      | -307      | -10,070         | 6,650          |

## Note 17 - Net financial income

|  | Storebrand Livsforsikring Group |        | Storebrand Livsforsikring AS |       |
|--|---------------------------------|--------|------------------------------|-------|
| (NOK million)  | 2017                            | 2016   | 2017                         | 2016  |
| Interest lending   | 568                             | 306    | 468                          | 290   |
| Interest bank  | 24                              | 41     | 12                           | 20    |
| Interest bonds and other fixed-income securities at fair value   | 3,082                           | 3,265  | 2,203                        | 2,362 |
| Interest bonds amortised cost                                    | 4,056                           | 4,035  | 4,056                        | 4,035 |
| Interest derivatives   | 1,322                           | 898    | 149                          | 60    |
| Interest income other  | -454                            | -250   | -355                         | -261  |
| Equity dividends   | 495                             | 990    | 428                          | 370   |
| Total interest income and equity dividends etc. financial assets | 9,091                           | 9,284  | 6,961                        | 6,876 |
| Revaluation of real estate                                       | 1,474                           | 1,314  |                              |       |
| Revaluation of equities  | 13,735                          | 7,944  | 6,209                        | 1,493 |
| Revaluation bonds and other fixed-income securities              | -2,010                          | -269   | -1,791                       | -611  |
| Revaluation derivatives  | -678                            | 1,027  | 64                           | -277  |
| Revaluation loans  | -12                             | 2      |                              |       |
| Total revaluation on investments                                 | 12,510                          | 10,018 | 4,482                        | 605   |
| Profit on equities   | 2,687                           | 2,467  | 2,353                        | 1,936 |
| Profit on bonds and other fixed-income securities at fair value  | 2,349                           | 1,715  | 1,561                        | 910   |
| Profits on derivatives   | 397                             | 509    | 5                            | 943   |
| Profit on bonds at amortised cost                                | 319                             | 331    | 319                          | 331   |
| Profit on other investments                                      | 124                             | -8     | 96                           | -1    |
| Currency gains, equities   | -49                             | 221    | 148                          |       |
| Currency gains, bonds and other fixed-income securities          | 89                              | -805   | 59                           | -999  |
| Currency gains, derivatives                                      | -95                             | 214    | -31                          | 845   |
| Currency gains, bonds at amortised cost                          | 17                              | -57    | 17                           | -57   |
| Currency gains, other  | 10                              | -37    | 9                            | 76    |
| Total gains and losses on financial assets                       | 5,850                           | 4,550  | 4,538                        | 3,984 |
| Interest costs subordinated loans                                | -452                            | -390   | -437                         | -373  |
| Total interest costs   | -452                            | -390   | -437                         | -373  |

## Note 18 - Net income from real estate

|  | Storebrand Livsfo | orsikring Group |
|--|-------------------|-----------------|
| (NOK million)  | 2017              | 2016            |
| Rent income from real estate <sup>1)</sup>   | 1,376             | 1,282           |
| Operating costs (including maintenance and repairs) relating to real estate that have provided rent income |                   |                 |
| during the period <sup>2)</sup>  | -294              | -292            |
| Total  | 1,082             | 990             |
| Change in fair value   | 1,474             | 1,314           |
| Total income real estate   | 2,556             | 2,304           |
| 1) Of which real estate for own use  | 184               | 181             |
| 2) Of which real estate for own use  | -40               | -42             |

## Note 19 - Other insurance related income

|                                      | Storebrand Livsforsikring Group |       | Storebrand Livsforsikring AS |      |  |
|--------------------------------------|---------------------------------|-------|------------------------------|------|--|
| (NOK million)                        | 2017                            | 2016  | 2017                         | 2016 |  |
| Interest income insurance            | 2                               | 8     | 2                            | 4    |  |
| Management fee                       | 925                             | 913   |                              |      |  |
| Other insurance relates fees         | 27                              | 125   |                              |      |  |
| Indexing fees                        | 7                               | 3     |                              |      |  |
| Return commissions                   | 847                             | 706   | 531                          | 437  |  |
| Other income                         | 156                             | 370   | 18                           | 13   |  |
| Total other insurance related income | 1,963                           | 2,126 | 551                          | 454  |  |

## Note 20 - Other income

|   | Storebrand Livsforsikring Group |      | Storebrand Livsforsikring AS |      |
|---|---------------------------------|------|------------------------------|------|
| (NOK million)                               | 2017                            | 2016 | 2017                         | 2016 |
| Interest income on management bank deposits | 7                               | 14   | 6                            | 14   |
| Revenue from companies other than insurance | 134                             | 241  |                              |      |
| Other income                                | 39                              | 29   | 10                           | 11   |
| Total other income                          | 179                             | 284  | 16                           | 24   |

## Note 21 - Sales cost

|  | Storebrand Live | forsikring Group | Storebr | rand Livsforsikring AS |
|--|-----------------|------------------|---------|------------------------|
| (NOK million)                                    | 2017            | 2016             | 2017    | 2016                   |
| Salaries and personnel costs own sales resources | -325            | -362             | -190    | -220                   |
| Other sales costs own resources                  | -232            | -189             | -79     | -46                    |
| Commissions to external distributors             | -169            | -155             | -14     | -12                    |
| Total sales costs                                | -726            | -706             | -283    | -278                   |
| Change in deferred acquisition costs             | -8              | 1                |         |                        |

## Note 22 - Pension costs and pension liabilities

#### STOREBRAND LIVSFORSIKRING GROUP

Storebrand Group has country-specific pension schemes.

Storebrand's employees in Norway have a defined-contribution pension scheme. In a defined-contribution scheme, the company allocates an agreed contribution to a pension account. The future pension depends upon the amount of the contributions and the return on the pension account. When the contributions have been paid, the company has no further payment obligations relating to the defined-contribution pension and the payment to the pension account is charged as an expense on an ongoing basis. For regulatory reasons, there can be no savings in the defined-contribution pension for salaries that exceed 12G (G = National Insurance Scheme basic amount). Storebrand has pension savings in the savings product Extra Pension for employees with salaries exceeding 12G.

The premiums and content of the defined-contribution pension scheme are as follows:

- Saving starts from the first krone of salary.
- Savings rate of 7 per cent of salary from 0 to 12 G (the National Insurance basic amount "G" was NOK 93,634 at 31 December 2017)

- In addition, 13 per cent of salary between 7.1 and 12 G is saved.

- Savings rate for salary over 12 G is 20 per cent

Employees and former employees who had salaries in excess of 12G until 31 December 2014 were offered a cash redemption option for their accrued rights with payment at the start of 2015. For employees who were a part of the executive management team, these payments were distributed over 5 years.

The Norwegian companies participate in the Joint Scheme for Collective Agreement Pensions (AFP). The private AFP scheme provides a lifelong supplement to an ordinary pension and is a multi-employer pension scheme, but there is no reliable information available for inclusion of this liability on the statement of financial position. The scheme is financed by means of an annual premium that is defined as a percentage of salaries from 1 G to 7.1 G, and the premium rate was 2.5 % in 2017. Storebrand employees in Norway who were born before 1 January 1956 can choose between drawing an AFP scheme pension or retiring at the age of 65 and receiving a direct pension from the company until they reach the age of 67. Employees can choose to receive benefits from the AFP scheme from the age of 62 and still continue to work.

Employees who were on sick leave and partiality disabled during the transition to the defined-contribution pension, remain in the defined-benefit pension scheme. There are also pension liabilities for the defined-benefit scheme related to direct pensions for certain former employees and former board members.

The pension plan for employees at SPP in Sweden follows the plan for bank employees in Sweden (BTP).

SPP has a defined-contribution occupational pension known as BTP1. All new employees were enrolled in this pension agreement from and including 1 January 2014. In BTP1, the employer pays a premium for pension savings that is calculated based on pensionable salary up to 30 times the "basic income amount" (inkomstbasbelopp). The insurance includes retirement pension with or without mortality inheritance, disability pension and children's pension. The premium is calculated independently of age and is calculated primarily based on the monthly salary. The premium is paid monthly in two parts, a fixed part that is 2.5 per cent of the pensionable salary up to and including 7.5 times the "basic income amount" and 30 per cent of salary up to and including 7.5 times the "basic income amount" and 30 per cent of salary between 7.5 and 30 times the "basic income amount".

The pension in the BTP2 agreement (defined-benefit occupational pension that is a closed scheme) amounts to 10 per cent of the annual salary up to 7.5 times the "basic income amount" (which was SEK 61,500 in 2016 7nd will be SEK 62.500 in 2018), 65 per cent of salary in the interval from 7.5 to 20, and 32.5 per cent in the interval from 20 to 30. No retirement pension is paid for the portion of salary in excess of 30 times the "basic income amount". Full pension entitlement is reached after 30 years of membership in the pension scheme. In addition to the defined-benefit part, the BTP plan has a smaller defined-contribution component. Here the employees can decide themselves how assets are to be invested (traditional insurance or unit-linked insurance). The defined-contribution part is 2 per cent of the annual salary.

The ordinary retirement age is 65 in accordance with the pension agreement between the Employer's Association of the Swedish Banking Institutions (BAO) and the trade unions that are part of BTP.

The retirement age for SPP's CEO is 65 years. The CEO is covered by BTP1. In addition, the CEO has a defined-contribution based additional pension with SPP. The premium for this insurance is 20 per cent of salary that exceeds 30 times the "basic income amount".

The pension for the employees at Nordben Life and Pension Insurance Company LTD and Euroben Life and Pension LTD is covered by a defined-contribution scheme. In addition, the employees of Nordben are covered by a lump sum upon death during their period of service.

#### RECONCILIATION OF PENSION ASSETS AND LIABILITIES IN THE STATEMENT OF FINANCIAL POSITION

| (NOK million)   | 2017 | 2016 |
|---|------|------|
| Present value of insured pension liabilities                          | 953  | 893  |
| Fair value of pension assets  | -879 | -867 |
| Net pension liabilities/assets insured scheme                         | 75   | 26   |
| Present value of unsecured liabilities                                | 66   | 70   |
| Net pension liabilities recognised in statement of financial position | 140  | 96   |

A pension asset of NOK 3 million is classified as other assets.

Includes employer contributions on net under-financed liabilities in the gross liabilities.

#### BOOKED IN STATEMENT OF FINANCIAL POSITION:

| (NOK million)       | 2017 | 2016 |
|---------------------|------|------|
| Pension assets      | 3    | 2    |
| Pension liabilities | 143  | 98   |

## CHANGES IN THE NET DEFINED BENEFIT PENSION LIABILITIES IN THE PERIOD

| Net pension liabilities 31.12                                    | 1,019 | 963   |
|--|-------|-------|
| Payroll tax of employer contribution, assets                     |       | -4    |
| Pension liabilities additions/disposals and currency adjustments | 43    | -73   |
| Changes to pension scheme  |       | -45   |
| Pensions paid  | -60   | -56   |
| Gain/loss on insurance reductions                                |       | -121  |
| Estimate deviations  | 32    | 63    |
| Pension cost recognised in period                                | 26    | 32    |
| Pensions earned in the period                                    | 16    | 27    |
| Net pension liabilities 01.01                                    | 962   | 1,140 |
| (NOK million)  | 2017  | 2016  |

## CHANGES IN THE FAIR VALUE OF PENSION ASSETS

| (NOK million)  | 2017 | 2016 |
|--|------|------|
| Pension assets at fair value 01.01                               | 867  | 923  |
| Expected return  | 25   | 28   |
| Estimate deviation   | -61  | -18  |
| Gain/loss on insurance reductions                                |      |      |
| Premiums paid  | 29   | 70   |
| Pensions paid  | -31  | -28  |
| Changes to pension scheme  |      | -43  |
| Pension liabilities additions/disposals and currency adjustments | 51   | -61  |
| Payroll tax of employer contribution, assets                     |      | -4   |
| Net pension assets 31.12   | 879  | 867  |

| Expected premium payments (pension assets) in 2018           | 26  |
|--|-----|
| Expected premium payments (contributions) in 2018            | 129 |
| Expected AFP early retirement scheme payments in 2018        | 11  |
| Expected payments from operations (uninsured scheme) in 2018 | 46  |

### PENSION ASSETS ARE BASED ON THE FINANCIAL ASSETS HELD BY STOREBRAND LIFE INSURANCE/SPP COMPOSED AT 31.12:

|                                   | Storebrand Livsforsikring AS |       | SPP Pension & Försäkring AB |       |
|-----------------------------------|------------------------------|-------|-----------------------------|-------|
| (NOK million)                     | 2017                         | 2016  | 2017                        | 2016  |
| Real estate at fair value         | 12 %                         | 15 %  | 11 %                        | 8 %   |
| Bonds at amortised cost           | 32 %                         | 40 %  |                             |       |
| Loans at amortised cost           | 12 %                         | 6 %   |                             |       |
| Equities and units at fair value  | 15 %                         | 12 %  | 8 %                         | 6 %   |
| Bonds at fair value               | 27 %                         | 27 %  | 81 %                        | 86 %  |
| Other short-term financial assets | 0 %                          | 0 %   |                             |       |
| Total                             | 100 %                        | 100 % | 100 %                       | 100 % |
| Realised return on assets         | 4.9 %                        | 6.4 % | 3.7 %                       | 5.4 % |

The table shows the percentage asset allocation of pension assets at year-end managed by Storebrand Livsforsikring and SPP Pension & Försäkring AB. Financial instruments are measured at three different levels. Allocation of the different classes of financial instruments at levels are shown in note 12.

#### NET PENSION COST BOOKED TO PROFIT AND LOSS ACCOUNT, SPECIFIED AS FOLLOWS:

| (NOK million)  | 2017 | 2016 |
|--|------|------|
| Current service cost   | 16   | 26   |
| Net interest cost/expected return                                    | 2    | 4    |
| Changes to pension scheme  |      | -123 |
| Total for defined benefit schemes                                    | 17   | -92  |
| The period's payment to contribution scheme                          | 103  | 125  |
| The period's payment to contractual pension                          | 10   | 12   |
| Net pension cost recognised in profit and loss account in the period | 130  | 44   |

#### OTHER COMPREHENSIVE INCOME (OCI) IN THE PERIOD

| (NOK million)   | 2017 | 2016 |
|---|------|------|
| Actuarial loss (gain) - change in discount rate               | 95   | 100  |
| Actuarial loss (gain) - change in other financial assumptions | -10  | -2   |
| Actuarial loss (gain) - experience DBO                        | -53  | -34  |
| Loss (gain) - experience Assets                               | 61   | 16   |
| Investment management cost                                    |      | 2    |
| Remeasurements loss (gain) in the period                      | 94   | 82   |

#### MAIN ASSUMPTIONS USED WHEN CALCULATING NET PENSION LIAILITY 31.12:

|  | Storebrand Liv | sforsikring AS | SPP Pension & Försäkring AB |       |
|--|----------------|----------------|-----------------------------|-------|
| (NOK million)  | 2017           | 2016           | 2017                        | 2016  |
| Discount rate  | 2.6 %          | 2.3 %          | 2.3 %                       | 2.8 % |
| Expected earnings growth                             | 2.25 %         | 2.00 %         | 3.5 %                       | 3.5 % |
| Expected annual increase in social security pensions | 2.25 %         | 2.00 %         | 3.0 %                       | 3.0 % |
| Expected annual increase in pensions payment         | 0.00 %         | 0.00 %         | 2.0 %                       | 2.0 % |
| Disability table                                     | KU             | KU             |                             |       |
| Mortality table                                      | K2013BE        | K2013BE        | DUS14                       | DUS14 |

#### FINANCIAL ASSUMPTIONS:

The financial assumptions have been determined on the basis of the regulations in IAS 19. Long-term assumptions such as future inflation, real interest rates, real wage growth and adjustment of the basic amount are subject to a particularly high degree of uncertainty.

In Norway, a discount rate based on covered bonds is used. Based on the market and volume trends observed, the Norwegian covered bond market must be perceived as a deep market.

Specific company conditions including expected direct wage growth are taken into account when determining the financial assumptions.

#### ACTUARIAL ASSUMPTIONS:

In Norway standardised assumptions on rates of mortality and disability as well as other demographic factors are prepared by Finance Norway. With effect from 2014 a new mortality basis, K2013, has been introduced for group pension insurance in life insurance companies and pension funds. Storebrand has used the mortality table K2013BE (best estimate) in the actuarial calculations at 31 December 2017.

The actuarial assumptions in Sweden follow the industry's mutual mortality table DUS06 adjusted for corporate differences. The average employee turnover rate is estimated to be 4 per cent p.a.

#### SENSITIVITY ANALYSIS PENSION CALCULATIONS

Storebrand's risk associated with the pension scheme relates to the changes in the financial and actuarial assumptions that must be used in the calculations and the actual return on the pension funds. The pension liabilities are particularly sensitive to changes in the discount rate. A reduction of the discount rate will in isolation entail an increase in pension liabilities. For the Norwegian companies that have converted to defined contribution pensions as of 1 January 2015, the sensitivity has not been calculated, and the figures below illustrate the sensitivity for the Swedish companies.

The following estimates are based on facts and circumstances as of 31 December 2017, and are calculated for each individual when all other assumptions are kept constant.

|                                |          |        |            |         | Expected annual  |               |            |
|--------------------------------|----------|--------|------------|---------|------------------|---------------|------------|
|                                |          |        | Expected e | arnings | increase in      | Mortality -   | change in  |
| Sweden                         | Discount | rate   | grow       | th      | pensions payment | expected life | expectancy |
|                                | 1.0 %    | -1.0 % | 1.0 %      | -1.0 %  | 1.0 %            | +1 YEAR       | -1 YEAR    |
| Percentage change in pension:  |          |        |            |         |                  |               |            |
| Pension liabilities            | -16 %    | 25 %   | 1 %        | -5 %    | 15 %             | 4 %           | -4 %       |
| The period's net pension costs | -26 %    | 25 %   | 4 %        | -14 %   | 10 %             | -2 %          | -9 %       |

#### STOREBRAND LIVSFORSIKRING AS

Storebrand Group has country-specific pension schemes.

Storebrand's employees in Norway have a defined-contribution pension scheme. In a defined-contribution scheme, the company allocates an agreed contribution to a pension account. The future pension depends upon the amount of the contributions and the return on the pension account. When the contributions have been paid, the company has no further payment obligations relating to the defined-contribution pension and the payment to the pension account is charged as an expense on an ongoing basis. For regulatory reasons, there can be no savings in the defined-contribution pension for salaries that exceed 12G (G = National Insurance Scheme basic amount). Storebrand has pension savings in the savings product Extra Pension for employees with salaries exceeding 12G.

The premiums and content of the defined-contribution pension scheme are as follows:

- Saving starts from the first krone of salary.
- Savings rate of 7 per cent of salary from 0 to 12 G (the National Insurance basic amount "G" was NOK 93,634 at 31 December 2017)
- In addition, 13 per cent of salary between 7.1 and 12 G is saved.
- Savings rate for salary over 12 G is 20 per cent.

Employees and former employees who had salaries in excess of 12G until 31 December 2014 were offered a cash redemption option for their accrued rights with payment at the start of 2015. For employees who were a part of the executive management team, these payments were distributed over 5 years.

The Norwegian companies participate in the Joint Scheme for Collective Agreement Pensions (AFP). The private AFP scheme provides a lifelong supplement to an ordinary pension and is a multi-employer pension scheme, but there is no reliable information available for inclusion of this liability on the statement of financial position. The scheme is financed by means of an annual premium that is defined as a percentage of salaries from 1 G to 7.1 G, and the premium rate was 2.5 % in 2017. Storebrand employees in Norway who were born before 1 January 1956 can choose between drawing an AFP scheme pension or retiring at the age of 65 and receiving a direct pension from the company until they reach the age of 67. Employees can choose to receive benefits from the AFP scheme from the age of 62 and still continue to work.

Employees who were on sick leave and partiality disabled during the transition to the defined-contribution pension, remain in the defined-benefit pension scheme. There are also pension liabilities for the defined-benefit scheme related to direct pensions for certain former employees and former board members.

#### RECONCILIATION OF PENSION ASSETS AND LIABILITIES IN THE STATEMENT OF FINANCIAL POSITION

| (NOK million)   | 2017 | 2016 |
|---|------|------|
| Present value of insured pension liabilities                          | 27   | 93   |
| Fair value of pension assets  | -48  | -101 |
| Net pension liabilities/assets insured scheme                         | -21  | -8   |
| Present value of unsecured liabilities                                | 63   | 67   |
| Net pension liabilities recognised in statement of financial position | 42   | 59   |

Includes employer contributions on net under-financed liabilities in the gross liabilities.

#### BOOKED IN STATEMENT OF FINANCIAL POSITION

| (NOK million)       | 2017 | 2016 |
|---------------------|------|------|
| Pension liabilities | 42   | 59   |

#### CHANGES IN THE NET DEFINED BENEFIT PENSION LIABILITIES IN THE PERIOD

| (NOK million)                                | 2017 | 2016 |
|--|------|------|
| Net pension liabilities 01.01                | 160  | 354  |
| Pensions earned in the period                | 2    | 13   |
| Pension cost recognised in period            | 3    | 7    |
| Estimate deviations                          | -45  | -35  |
| Gain/loss on insurance reductions            |      | -116 |
| Pensions paid                                | -30  | -29  |
| Changes to pension scheme                    |      | -31  |
| Payroll tax of employer contribution, assets |      | -4   |
| Net pension liabilities 31.12                | 90   | 160  |

#### CHANGES IN THE FAIR VALUE OF PENSION ASSETS

| (NOK million)  | 2017 | 2016 |
|--|------|------|
| Pension assets at fair value 01.01                           | 101  | 158  |
| Expected return  | 2    | 3    |
| Estimate deviation   | -53  | -52  |
| Premiums paid  |      | 31   |
| Pensions paid  | -3   | -4   |
| Changes to pension scheme                                    |      | -31  |
| Payroll tax of employer contribution, assets                 |      | -4   |
| Net pension assets 31.12                                     | 48   | 101  |
| Expected premium payments (pension assets) in 2018           | 1.0  |      |
| Expected premium payments (contributions) in 2018            | 54.2 |      |
| Expected AFP early retirement scheme payments in 2018        | 9.2  |      |
| Expected payments from operations (uninsured scheme) in 2018 | 19.3 |      |

#### PENSION ASSETS ARE BASED ON THE FINANCIAL ASSETS HELD BY STOREBRAND LIFE INSURANCE COMPOSED AT 31.12:

|                                   | Storebrand Liv | sforsikring AS |
|-----------------------------------|----------------|----------------|
|                                   | 2017           | 2016           |
| Real estate at fair value         | 12 %           | 15 %           |
| Bonds at amortised cost           | 32 %           | 40 %           |
| Loans at amortised cost           | 12 %           | 6 %            |
| Equities and units at fair value  | 15 %           | 12 %           |
| Bonds at fair value               | 27 %           | 27 %           |
| Other short-term financial assets | 0 %            | 0 %            |
| Total                             | 100 %          | 100 %          |
| Realised return on assets         | 4,9 %          | 6,4 %          |

The table shows the percentage asset allocation of pension assets at year-end managed by Storebrand Livsforsikring.

Financial instruments are measured at three different levels. Allocation of the different classes of financial instruments at levels are shown in note 12.

#### NET PENSION COST BOOKED TO PROFIT AND LOSS ACCOUNT, SPECIFIED AS FOLLOWS:

| (NOK million)  | 2017 | 2016 |
|--|------|------|
| Current service cost   | 2    | 13   |
| Net interest cost/expected return                                    | 1    | 4    |
| Changes to pension scheme  |      | -116 |
| Total for defined benefit schemes                                    | 3    | -99  |
| The period's payment to contribution scheme                          | 68   | 57   |
| The period's payment to contractual pension                          | 10   | 11   |
| Net pension cost recognised in profit and loss account in the period | 81   | -32  |

#### AOTHER COMPREHENSIVE INCOME (OCI) IN THE PERIOD

| (NOK million)                            | 2017 | 2016 |
|--|------|------|
| Actuarial loss (gain) - experience DBO   | -45  | -35  |
| Loss (gain) - experience Assets          | 53   | 50   |
| Investment management cost               |      | 2    |
| Remeasurements loss (gain) in the period | 7    | 18   |

#### MAIN ASSUMPTION USED WHEN CALCULATING NET PENSION LIABILITY 31.12:

| (NOK million)  | 2017    | 2016    |
|--|---------|---------|
| Discount rate  | 2.6 %   | 2.3 %   |
| Expected earnings growth                             | 2.25 %  | 2.00 %  |
| Expected annual increase in social security pensions | 2.25 %  | 2.00 %  |
| Disability table                                     | KU      | KU      |
| Mortality table                                      | K2013BE | K2013BE |

#### FINANCIAL ASSUMPTIONS:

The financial assumptions have been determined on the basis of the regulations in IAS 19. Long-term assumptions such as future inflation, real interest rates, real wage growth and adjustment of the basic amount are subject to a particularly high degree of uncertainty.

In Norway, a discount rate based on covered bonds is used. Based on the market and volume trends observed, the Norwegian covered bond market must be perceived as a deep market.

Specific company conditions including expected direct wage growth are taken into account when determining the financial assumptions.

#### ACTUARIAL ASSUMPTIONS:

In Norway standardised assumptions on rates of mortality and disability as well as other demographic factors are prepared by Finance Norway. With effect from 2014 a new mortality basis, K2013, has been introduced for group pension insurance in life insurance companies and pension funds. Storebrand has used the mortality table K2013BE (best estimate) in the actuarial calculations at 31 December 2017.

#### SENSITIVITY ANALYSIS PENSION CALCULATIONS

Storebrand's risk associated with the pension scheme relates to the changes in the financial and actuarial assumptions that must be used in the calculations and the actual return on the pension funds. The pension liabilities are particularly sensitive to changes in the discount rate. A reduction of the discount rate will in isolation entail an increase in pension liabilities.

For the Norwegian companies that have converted to defined contribution pensions as of 1 January 2015, the sensitivity has not been calculated.

## Note 23 - Remuneration of senior employees and elected officers of company

Geir Holmgren is CEO of Storebrand Livsforsikring AS. He has a guaranteed salary for 12 months after the ordinary period of notice. All work-related income including consulting assignments will be deducted. He has an agreement on a performance-related bonus which is linked to the Group's value-based management system (see item 1 below).

The company has no obligations towards the Chairman of the Board in the event of resignation or change of succession. The company pays management liability insurance for its board members.

Storebrand has set up a bonus scheme for employees. The bonus scheme is linked to the company's value creation as well as individual performances.

|                      |                               |                        | Total        |                 |                  |         |               |
|----------------------|-------------------------------|------------------------|--------------|-----------------|------------------|---------|---------------|
|                      |                               |                        | remuneration | Pension accrued | Post termination |         | No. of shares |
| NOK thousand         | Ordinary salary <sup>1)</sup> | Other benefits $^{2)}$ | for the year | for the year    | salary (months)  | Loan 3) | owned 4)      |
| Geir Holmgren        | 4,335                         | 215                    | 4,550        | 692             | 12               | 6,774   | 39,283        |
| Lars Aa. Løddesøl    | 4,819                         | 214                    | 5,033        | 863             | 18               | 8,997   | 70,144        |
| Heidi Skaaret        | 4,391                         | 198                    | 4,589        | 688             | 12               | 3,481   | 38,014        |
| Jostein Chr. Dalland | 2,757                         | 148                    | 2,904        | 483             | 12               |         | 9,959         |
| Wenche Annie         |                               |                        |              |                 |                  |         |               |
| Martinussen          | 2,751                         | 169                    | 2,920        | 386             | 12               | 7,850   | 7,227         |
| Staffan Hansèn       | 4,762                         | 17                     | 4,780        | 1,066           | 12               |         | 37,788        |
| Jan Erik Saugestad   | 4,901                         | 164                    | 5,065        | 878             | 12               | 1,200   | 32,882        |
| Total 2017           | 28,716                        | 1,125                  | 29,841       | 5,056           |                  | 28,302  | 235,297       |
| Total 2016           | 31,081                        | 1,271                  | 32,352       | 6,187           |                  | 23,353  | 246,814       |

1) A proportion of the executive management's fixed salary will be linked to the purchase of physical STB shares with a lock-in period of three years. The purchase of shares will take place once a year.

2) Comprises company car, telephone, insurance, concessionary interest rate, other taxable benefits.

3) Employees can borrow up to NOK 3,5 million with subsidised rates while excess loanamount hold market rate. From 2018 the amount has increased to NOK 7 million.

4) The summary shows the number of shares owned by the individual, as well as his or her close family and companies where the individual exercises significant influence, cf. the Accounting Act, Section 7-26.

|                           |              | No. of shares |         |
|---------------------------|--------------|---------------|---------|
| NOK thousand              | Remuneration | owned 1)      | Loan 2) |
| Board of Directors        |              |               |         |
| Odd Arild Grefstad        |              | 114,486       | 3,508   |
| Bodil Catherine Valvik    | 157          | 500           | 3,045   |
| Jan Otto Risebrobakken    |              | 6,802         | 6,091   |
| Tove Margrete Storrødvann | 86           |               |         |
| Peik Norenberg            | 210          |               |         |
| Erik Haug Hansen          | 53           | 6,917         | 1,500   |
| Hans Henrik Klouman       | 210          |               |         |
| Sigurd Nilsen Ribu        | 104          | 500           | 4,002   |
| Vibeke Hammer Madsen      | 124          |               |         |
| Total 2017                | 944          | 129,205       | 18,146  |
| Total 2016                | 935          | 105,321       | 14,934  |

1) The summary shows the number of shares owned by the individual, as well as his or her close family and companies where the individual exercises significant influence, cf. the Accounting Act, Section 7-26.

2) Loan up to NOK 3.5 million hold ordinary employee terms while excess loan amount hold market rate. From 2018 the amount has increased to NOK 7 million.

Loans to Storebrand Livsforsikring group employees totalled NOK 1 187 million.

# Note 24 - Remuneration paid to auditors

The remuneration paid to Deloitte AS and coadjutant companies amounts to:

|                                | Storebrand | Livsforsikring Group | Storebran | Storebrand Livsforsikring AS |  |  |
|--------------------------------|------------|----------------------|-----------|------------------------------|--|--|
| (NOK million)                  | 2017       | 2016                 | 2017      | 2016                         |  |  |
| Statutory audit                | -7.4       | -9.3                 | -2.1      | -3.0                         |  |  |
| Other reporting duties         | -0.2       | -0.9                 |           |                              |  |  |
| Tax advice                     | -0.4       | -1.2                 | -0.3      | -0.6                         |  |  |
| Other non-audit services       | -0.2       | -0.4                 | -0.1      |                              |  |  |
| Total remuneration to auditors | -8.2       | -11.8                | -2.6      | -3.7                         |  |  |

The amounts are excluding VAT.

# Note 25 - Other insurance related expenses

|  | Storebrand Livs | forsikring Group | Storebrand Livsforsikring AS |      |  |
|--|-----------------|------------------|------------------------------|------|--|
| (NOK million)                          | 2017            | 2016             | 2017                         | 2016 |  |
| Pooling                                | 6               | -60              | 19                           | -59  |  |
| Interest cost for insurance            | -38             | -37              | -38                          | -37  |  |
| Management fee discount                |                 | -46              |                              | -46  |  |
| Yield tax                              | -3              | -5               |                              | -1   |  |
| Losses on policyholders                | -119            | -38              | -119                         | -38  |  |
| Other expenses                         | -100            | -36              |                              | -2   |  |
| Total other insurance related expenses | -254            | -222             | -138                         | -182 |  |

## Note 26 - Other costs

|                                   | Storebrand Livs | forsikring Group | Storebrand Liv | vsforsikring AS |
|-----------------------------------|-----------------|------------------|----------------|-----------------|
| (NOK million)                     | 2017            | 2016             | 2017           | 2016            |
| Borrowing costs                   | -452            | -390             | -437           | -373            |
| Amortisation of intangible assets | -391            | -396             |                |                 |
| Other costs                       | -83             |                  | -29            | -15             |
| Operational costs - non insurance | -101            | -260             |                |                 |
| Total other costs                 | -1 027          | -1047            | -466           | -388            |

## Note 27 - Tax

|                  | Storebrand Livs | forsikring Group | Storebrand Liv | Storebrand Livsforsikring AS |  |
|------------------|-----------------|------------------|----------------|------------------------------|--|
| (NOK million)    | 2017            | 2016             | 2017           | 2016                         |  |
| Tax payable      | 19              | -1               |                |                              |  |
| Deferred tax     | 184             | -195             | 210            | -205                         |  |
| Total tax charge | 204             | -196             | 210            | -205                         |  |

#### RECONCILIATION OF EXPECTED AND ACTUAL TAX COST

|                                      | Storebrand Livsforsikring Group |       | Storebrand Liv | vsforsikring AS |
|--------------------------------------|---------------------------------|-------|----------------|-----------------|
| (NOK million)                        | 2017                            | 2016  | 2017           | 2016            |
| Ordinary pre-tax profit              | 1,601                           | 1,692 | 1,460          | 1,459           |
| Expected income tax at nominal rate  | -400                            | -423  | -365           | -365            |
| Tax effect of                        |                                 |       |                |                 |
| realised/unrealised shares           | 109                             | -108  | 4              | -651            |
| share dividends received             | 142                             | -45   | 120            | 565             |
| associated companies                 | 3                               | 4     |                |                 |
| permanent differences                | 437                             | 309   | 545            | 179             |
| recognition/write-down of tax assets |                                 |       |                |                 |
| change in tax rate                   | 104                             | 111   | 97             | 111             |
| Changes from previous years          | -190                            | -44   | -190           | -44             |
| Total tax charge                     | 204                             | -196  | 210            | -205            |
| Effective tax rate 1)                | -13 %                           | 12 %  | -14 %          | 14 %            |

#### CALCULATION OF DEFERRED TAX ASSETS AND DEFERRED TAX ON TEMPORARY DIFFERENCES AND LOSSES CARRIED FORWARD

|  | Storebrand Livs | forsikring Group | Storebrand Livsforsikring AS |         |
|--|-----------------|------------------|------------------------------|---------|
| (NOK million)  | 2017            | 2016             | 2017                         | 2016    |
| Tax-increasing temporary differences                               |                 |                  |                              |         |
| Securities   | 15,160          | 9,769            | 15,160                       | 9,769   |
| Real estate <sup>2)</sup>  | 10,452          | 11,062           | 10,452                       | 11,062  |
| Fixed assets   | 8               | 153              |                              |         |
| Other  | 593             | 980              | 157                          | 157     |
| Total tax-increasing temporary differences                         | 26,212          | 21,964           | 25,769                       | 20,988  |
| Tax-reducing temporary differences                                 |                 |                  |                              |         |
| Operating assets   | -15             | -14              | -13                          | -12     |
| Provisions   | -10,657         | -6,860           | -10,650                      | -6,835  |
| Accrued pension liabilities  | -43             | -60              | -42                          | -59     |
| Gain-/loss account   | -6              | -7               | -5                           | -7      |
| Other  | -69             |                  | -69                          |         |
| Total tax-reducing temporary differences                           | -10,790         | -6,941           | -10,778                      | -6,913  |
| Carry forward losses   | -16,142         | -14,932          | -15,685                      | -14,333 |
| Total tax loss and assets carried forward                          | -16,142         | -14,932          | -15,685                      | -14,333 |
| Basis for net deferred tax and tax assets                          | -720            | 91               | -694                         | -257    |
| Net deferred tax assets/liabilities in balance sheet <sup>3)</sup> | -391            | -137             | -381                         | -175    |
| Recognised in balance sheet  |                 |                  |                              |         |
| Deferred tax assets  | 486             | 312              | 381                          | 175     |
| Deferred tax   | 95              | 175              |                              |         |

1) During the year, property shares were sold (covered by the exemption method) which resulted in a reduction in tax-increasing temporary differences and related allocations for deferred tax being reversed.

The equity includes a risk equalisation reserve, and tax deductions related to the build-up of this reserve are treated as a permanent difference between the financial and tax accounts (see further information on this under "Reconciliation of the Group's equity"). Use of the fund will, in isolation, entail a higher effective tax rate.

The effective tax rate is also affected by the fact that the Group has operations in countries with tax rates that are different from Norway (25 per cent). In addition, the income tax expense is also influenced by tax effects relating to previous years.

2) The Group's tax-increasing temporary differences also include temporary differences linked to the Group's investment properties. These properties are primarily found in the Norwegian life insurance company's customer portfolio and in companies that are owned by holding companies, which in turn are owned by Storebrand Livsforsikring AS. If these limited companies that own the properties were to be sold, they could be disposed of practically tax-free. The tax-increasing temporary differences related to the difference between the fair value and taxable value of investment properties that have arisen during the period of ownership (around NOK 10.5 billion), are included in the Group's temporary differences, on which deferred tax is calculated at a nominal tax rate of 23 per cent. In accordance with IAS 12, no provisions have been set aside for deferred tax related to temporary differences that existed when companies were acquired and the transaction was not defined as a business transfer (basis of around NOK 0.8 billion).

3) In December 2017, the Norwegian Parliament (Storting) agreed to reduce the company tax rate from 24 to 23 per cent with effect from 1 January 2018. It was also agreed to keep the rate at 25 per cent for companies subject to the financial tax.

The Storebrand Group includes companies that are both subject to and not subject to the financial tax. Therefore, when capitalising deferred tax/deferred tax assets in the consolidated financial statements, the company tax rate that applies for the individual companies is used (23 or 25 per cent).

#### UNCERTAIN TAX POSITIONS

I In 2015, Storebrand Livsforsikring AS discontinued a wholly-owned Norwegian subsidiary, Storebrand Eiendom Holding AS, with a tax loss of approximately NOK 6.5 billion and with a corresponding increase in the loss carryforward. In January 2018, Storebrand Livsforsikring received notice of an adjustment to the tax assessment for 2015 (dated 21 December 2017) which claimed that the calculated loss was excessive, but provided no further quantification. Storebrand Livsforsikring AS disagrees with the arguments that were put forward and will submit its reply to the tax authorities by the deadline that has been set.

The notice is unclear. Based on the notice, a provision was made for an uncertain tax position in the annual financial statements for 2017. The best estimate of the reduction in the loss, where Storebrand's interpretation of the Norwegian Tax Administration's notice is used as a basis, is approximately NOK 1.6 billion (appears as a reduction in the loss carryforward and, in isolation, gives an associated increased tax expense for 2017 of approximately NOK 400 million).

# Note 28 - Intangible assets and excess value om purchased insurance contracts

### STOREBRAND LIVSFORSIKRING GROUP

|   | I           | ntangible assets |            |          |        |        |
|---|-------------|------------------|------------|----------|--------|--------|
|   |             | Value of         | Other      |          |        |        |
|   |             | business in      | intangible |          |        |        |
| (NOK million)                                   | IT- systems | force            | assets     | Goodwill | 2017   | 2016   |
| Acquisition cost 01.01                          | 405         | 9,380            | 641        | 757      | 11,183 | 12,351 |
| Additions in the period:                        | 78          |                  |            |          |        |        |
| Developed in-house                              | 10          |                  |            |          | 10     | 44     |
| Purchased separately                            | 68          |                  |            |          | 68     | 27     |
| Disposals in the period                         |             |                  |            |          |        | -73    |
| Currency differences                            | 3           | 510              | 35         | 40       | 588    | -1,165 |
| Other changes                                   |             |                  |            |          |        |        |
| Acquisition cost 31.12                          | 486         | 9,890            | 675        | 797      | 11,849 | 11,183 |
|   |             |                  |            |          |        |        |
| Accumulated depreciation & write-downs 01.01    | -217        | -5,880           | -577       |          | -6,673 | -6,912 |
| Amortisation in the period                      | -51         | -325             | -65        |          | -442   | -457   |
| Disposals in the period                         |             |                  |            |          |        | 25     |
| Translation differences from converting foreign |             |                  |            |          |        |        |
| units   |             | -330             | -33        |          | -363   | 671    |
| Other changes                                   |             |                  |            |          |        |        |
| Accumulated depreciation & write-downs          |             |                  |            |          |        |        |
| 31.12   | -268        | -6,535           | -675       | 0        | -7,478 | -6,673 |
| Book value 31.12                                | 218         | 3,355            | 0          | 797      | 4,370  | 4,510  |

### SPECIFICATION OF INTANGIBLE ASSETS

|                               | Useful econo- | Depreciation | Depreciation  | Book value |
|-------------------------------|---------------|--------------|---------------|------------|
| (NOK million)                 | mic life      | rate         | method        | 2017       |
| IT- systems                   | 5/10 years    | 20%/10%      | Straight line | 218        |
| Value of business inforce SPP | 20 years      | 5 %          | Straight line | 3,355      |
| Other intangible assets       | 5 years       | 20 %         | Straight line | 0          |

## GOODWILL DISTRIBUTED BY BUSINESS ACQUISITION

|                                 | Acquisition cost | Book value | Additions/ | Translation | Book value |
|---------------------------------|------------------|------------|------------|-------------|------------|
| (NOK million)                   | 01.01            | 01.01      | disposals  | differences | 31.12      |
| Goodwill on acquisitions of SPP | 757              | 757        |            | 40          | 797        |
| Total                           | 757              | 757        |            | 40          | 797        |

Goodwill is not amortised but rested annualy for impairment.

#### STOREBRAND LIVSFORSIKRING AS

| (NOK million)   | IT-systems | 2017 | 2016 |
|---|------------|------|------|
| Acquisition cost 01.01                                | 345        | 345  | 382  |
| Additions in the period:                              | 6          | 6    |      |
| Developed in-house                                    | 6          | 6    | 36   |
| Translation differences from converting foreign units |            |      | -73  |
| Other changes   |            |      |      |
| Acquisition cost 31.12                                | 350        | 350  | 345  |
|   |            |      |      |
| Accumulated depreciation & write-downs 01.01          | -211       | -211 | -181 |
| Amortisation in the period                            | -45        | -45  | -55  |
| Disposals in the period                               |            |      | 25   |
| Other changes   |            |      | 8    |
| Accumulated depreciation & write-downs 31.12          | -256       | -256 | -211 |
| Book value 31.12.                                     | 94         | 94   | 133  |

|               | Useful        | Depreciation | Depreciation  | Book value |
|---------------|---------------|--------------|---------------|------------|
| (NOK million) | economic life | rate         | method        | 2017       |
| IT - systems  | 5 years       | 20 %         | Straight line | 94         |

#### Intangible assets linked to acquisition of SPP

Storebrand Livsforsikring AS acquired SPP Livförsäkring AB and its subsidiaries in 2007. The majority of the intangible assets associated with SPP comprise the value of in-force business (VIF), for which a separate liability adequacy test has been performed in accordance with the requirements of IFRS 4. In order to determine whether goodwill and other intangible assets associated with SPP have suffered an impairment in value, estimates are made of the recoverable amount for the relevant cash-flow generating units. Recoverable amounts are established by calculating the enterprise's utility value. SPP is regarded as a single cash flow generating unit, and the development of future administration results, risk results and financial results for SPP will affect its utility value.

In calculating the utility value, the management have made use of budgets and forecasts approved by the Board for the next three years (2018 to 2020). The management has made assessments for the period from 2021 to 2027, and the annual growth for each element in the income statement has been estimated. The primary drivers of improved long-term results will be the return on total assets, underlying inflation and wage growth in the market (which drive premium growth). The utility value is calculated using a required rate of return after tax of 5.8 per cent. The required rate of return is calculated based on the risk-free interest rate and added to a premium that reflects the risk of the business.

Calculations related to the future will be uncertain. The value will be affected by various growth parameters, expected return and what required rate of return is assumed, etc. It is pointed out that the aim of the calculations is to ensure adequate reliability that the utility value, cf. IAS 36, is not lower than the recognised value in the accounts. Simulation with reasonable, as well as conservative, assumptions indicates a value for the investment that justifies the book value.

# Note 29 - Classification of financial assets and liabilities

## STOREBRAND LIVSFORSIKRING GROUP

|  |             | Investments, |                  |             |                |         |
|--|-------------|--------------|------------------|-------------|----------------|---------|
|  | Loans and   | held to      | Fair value,      | Fair value, | Liabilities at |         |
| (NOK million)                            | receivables | maturity     | held for trading | FVO         | amortised cost | Total   |
| Financial assets                         |             |              |                  |             |                |         |
| Bank deposits                            | 7,498       |              |                  |             |                | 7,498   |
| Shares and units                         |             |              |                  | 156,096     |                | 156,096 |
| Bonds and other fixed-income securities  | 87,094      | 15,128       |                  | 160,019     |                | 262,241 |
| Loans to customers                       | 21,427      |              |                  | 5,104       |                | 26,531  |
| Accounts receivable and other short-term |             |              |                  |             |                |         |
| receivables                              | 4,635       |              |                  |             |                | 4,635   |
| Derivatives                              |             |              | 3,868            |             |                | 3,868   |
| Total financial assets 2017              | 120,653     | 15,128       | 3,868            | 321,220     |                | 460,868 |
| Total financial assets 2016              | 109,435     | 15,644       | 4,553            | 296,370     |                | 426,002 |
| Financial liabilities                    |             |              |                  |             |                |         |
| Subordinated loan capital                |             |              |                  |             | 8,591          | 8,591   |
| Derivatives                              |             |              | 1,876            |             |                | 1,876   |
| Other current liabilities                |             |              |                  |             | 6,874          | 6,874   |
| Total financial liabilities 2017         |             |              | 1,876            |             | 15,464         | 17,341  |
| Total financial liabilities 2016         |             |              | 1,985            |             | 14,451         | 16,436  |

#### STOREBRAND LIVSFORSIKRING AS

|  |             | Investments, | Fair value, |             | Liabilities at |         |
|--|-------------|--------------|-------------|-------------|----------------|---------|
|  | Loans and   | held to      | held for    | Fair value, | amortised      |         |
| (NOK million)                            | receivables | maturity     | trading     | FVO         | cost           | Total   |
| Financial assets                         |             |              |             |             |                |         |
| Bank deposits                            | 4,095       |              |             |             |                | 4,095   |
| Shares and units                         |             |              |             | 63,436      |                | 63,436  |
| Bonds and other fixed-income securities  | 87,094      | 15,128       |             | 73,401      |                | 175,623 |
| Loans to customers                       | 21,426      |              |             |             |                | 21,426  |
| Accounts receivable and other short-term |             |              |             |             |                |         |
| receivables                              | 1,365       |              |             |             |                | 1,365   |
| Derivatives                              |             |              | 1,399       |             |                | 1,399   |
| Total financial assets 2017              | 113,980     | 15,128       | 1,399       | 136,836     |                | 267,343 |
| Total financial assets 2016              | 103,995     | 15,644       | 1,133       | 123,990     |                | 244,761 |
| Financial liabilities                    |             |              |             |             |                |         |
| Subordinated loan capital                |             |              |             |             | 8,591          | 8,591   |
| Derivatives                              |             |              | 1,007       |             |                | 1,007   |
| Other current liabilities                |             |              |             |             | 4,647          | 4,647   |
| Total financial liabilities 2017         |             |              | 1,007       |             | 13,237         | 14,244  |
| Total financial liabilities 2016         |             |              | 1,047       |             | 10,079         | 11,126  |

## Note 30 - Real estate

#### TYPE OF REAL ESTATE

|   |        | -      |  | 2017  |         |
|---|--------|--------|--|---|---------|
| (NOK million)                                     | 2017   | 2016   | Required rate of<br>return % <sup>1)</sup> | Average duration of lease (years) <sup>3)</sup> | m2      |
| Office buildings (including parking and storage): | 2017   | 2010   | recarrino                                  | on lease (years)                                | 1112    |
| Oslo-Vika/Filipstad Brygge                        | 6,838  | 8,186  | 4,00-4,35                                  | 5,4   | 93,952  |
| Rest of Greater Oslo                              | 3,935  | 3,583  | 4,95-5,75                                  | 5,3   | 85,515  |
| Office buildings in Sweden                        | 1,259  | 1,106  | 4,5  | 5,5   | 29,559  |
| Shopping centres (including parking and storage)  |        |        |  |   |         |
| Rest of Greater Oslo                              | 611    | 591    | 6,9  | 3,0   | 38,820  |
| Rest of Norway                                    | 6,151  | 6,008  | 4,35-7,05                                  | 3,5   | 161,259 |
| Trading Sweden <sup>2)</sup>                      | 1,909  | 458    | 5,7  | 5,1   | 75,002  |
| Car parks   |        |        |  |   |         |
| Multi-storey car parks in Oslo                    | 933    | 918    | 4,2  | 4,0   | 27,393  |
| Multi-storey car parks in Sweden                  | 62     | 72     | 5,0  | 13,7  | 4,967   |
| Other real estate:                                |        |        |  |   |         |
| Cultural/conference centres in Sweden             | 264    | 275    | 6,8  | 13,3  | 18,757  |
| Housing Sweden <sup>2)</sup>                      | 1,236  | 488    | 3,9  | 0,3   | 7,000   |
| Hotel Sweden <sup>2)</sup>                        | 2,391  | 1,190  | 4,5  | 12,2  | 35,386  |
| Service real estate Sweden <sup>2)</sup>          | 1,814  | 1,237  | 5,1  | 12,1  | 62,157  |
| Real estate Norway                                | 50     | 51     |  |   | 0       |
| Total investment real estate                      | 27,453 | 24,161 |  |   | 639,766 |
| Real estate for own use                           | 1,408  | 2,863  | 4,1  | 4,0   | 16,853  |
| Total real estate                                 | 28,861 | 27,024 |  |   | 656,619 |

1) The real estate are valued on the basis of the following effective required rate of return (including 2.5 per cent inflation):

2) All of the properties in Sweden are appraised externally. This appraisal is based on the required rates of return in the market (including 2 per cent inflation).3) The average duration of the leases has been calculated proportionately based on the value of the individual properties.

As of 31.12.17, Storebrand Livsforsikring had NOK 3 069 million invested in Storebrand Eiendomsfond Norge KS and Ruseløkkveien 26. The investment is classified as "Investment in Associated Companies" in the Consolidated Financial Statements. Storebrand Eiendomsfond Norge KS and Ruseløkkveien 26 invests exclusively in real estate at fair value.

### VACANCY

#### Norway

At the end of 2017, a total of 4.1 % (6.7 %) of the floor space in the lettable properties was vacant. Of the total vacancy, 9.3 % (9.2 %) is related to space that is unavailable for leasing due to ongoing development projects. At the end of 2017, a total of 13.3 % (15.9 %) of the floor space in the investment properties was vacant.

#### Sweden

At the end of 2017, there was practically no vacancy in the investment properties.

#### TRANSACTIONS:

**Purchases**: No further property acquisitions has been agreed on in Storebrand Livsforsikring AS that is not included in the financial statements as of 31 December 2017. Further SEK 1,144 millions in property acquisitions in SPP and Euroben have been agreed on in 4 quarter 2017 in addiition to the figures that has been finalised and included in the finacial statements as of 31 December 2017 **Sale**: No further property sales has been agreed on in addiition to the figures that has been finalised and included in the finacial statements

Sale: No further property sales has been agreed on in addiition to the figures that has been finalised and included in the finacial statements as of 31 December 2017

2017

## TANGIBLE FIXED ASSETS AND PROPERTIES FOR OWN USE

| (NOK million)  | 2017          | 2016  |
|--|---------------|-------|
| Book value 01.01   | 2,863         | 2,887 |
| Additions  | 120           | 20    |
| Disposals  | -2,225        |       |
| Revaluation booked in balance sheet                          | 69            | 52    |
| Depreciation   | -65           | -66   |
| Write-ups due to write-downs in the period                   | 64            | 64    |
| Currency differences from converting foreign units           | 69            | -133  |
| Other change   | 514           | 39    |
| Book value 31.12   | 1,408         | 2,863 |
| Acquisition cost opening balance                             | 2,644         | 2,623 |
| Acquisition cost closing balance                             | 538           | 2,644 |
| Accumulated depreciation and write-downs opening balance     | -586          | -520  |
| Accumulated depreciation and write-downs closing balance     | -651          | -586  |
| Properties for own use - company                             |               |       |
| Properties for own use - customers                           | 1,408         | 2,863 |
| Total  | 1,408         | 2,863 |
| Depreciation method:   | Straight line |       |
| Depreciation plan and financial lifetime real estate Norway: | 50 year       |       |
| Depreciation plan and financial lifetime real estate Sweden: | 100 year      |       |
|  |               |       |

# Note 31 - Investments in subsidiaries and associated companies

## SPECIFICATION OF SUBSIDIARIES WITH SUBSTANTIAL MINORITY (100% FIGURES)

|   | 2017   |          | 2016   |          |
|---|--------|----------|--------|----------|
|   |        | Værdals- |        | Værdals- |
| (NOK million)   | BenCo  | bruket   | BenCo  | bruket   |
| Assets  | 17,350 | 218      | 17,238 | 247      |
| Liabilities   | 16,851 | 4        | 16,767 | 5        |
| Equity - majority   | 449    | 160      | 423    | 182      |
| Equity - minority   | 50     | 54       | 47     | 61       |
| Ownership interest - minority                               | 10     | 25       | 10     | 25       |
| Voting rights as a percentage of the total number of shares | 10     | 25       | 10     | 25       |
|   |        |          |        |          |
| Income  | 891    | 17       | 1,366  | 36       |
| Result after tax  | 20     | 10       | 43     | 20       |
| Total comprehensive income                                  | 20     | 10       | 43     | 20       |
| Dividend paid to minority                                   | -2     | -10      | -14    |          |

### OWNERSHIP INTERESTS IN ASSOCIATED COMPANIES STOREBRAND LIVSFORSIKRING GROUP

|  | Business  | Ownership | Book value |
|--|-----------|-----------|------------|
| (NOK million)  | location  | interest  | 31.12      |
| Norsk Pensjon AS                                     | Oslo      | 25 %      | 1          |
| Inntre Holding AS                                    | Steinkjer | 34 %      | 84         |
| Storebrand Eiendomsfond Invest AS                    | Oslo      | 21.2 %    | 3,069      |
| Handelsbodarna i Sverige Fastighets AB               | Stockholm | 50.0 %    | 44         |
| Försäkringsgirot AB                                  | Stockholm | 25.0 %    | 3          |
| Associated companies Storebrand Livsforsikring group |           |           | 3,201      |

#### RECEIVABLES FOR ASSOCIATED COMPANIES

| (NOK million)                       | 2017 | 2016 |
|-------------------------------------|------|------|
| Handelsboden Örebro Rävgräva 4:4 AB | 39   | 37   |
| Total                               | 39   | 37   |

#### INCOME FROM ASSOCIATED COMPANIES

| (NOK million)              | 2017 | 2016 |
|----------------------------|------|------|
| Proportion of the result   | 201  | 189  |
| Interest income            |      | 1    |
| Realised change in value   | 88   |      |
| Unrealised change in value | 17   | 1    |
| Total                      | 306  | 191  |

All transactions with associates are made on normal commercial terms.

#### OWNERSHIP INTERESTS IN SUBSIDIARIES AND ASSOCIATED COMPANIES STOREBRAND LIVSFORSIKRING AS

| (NOK million)   | Interest | Voting<br>interest | Book value | 2 31.12 |
|---|----------|--------------------|------------|---------|
| Selskap   | in %     | in %               | 2017       | 2016    |
| Aktuar Systemer AS, Professor Kohts vei 9, 1327 Lysaker                       | 100.0    | 100.0              | 6          | 6       |
| Storebrand Pensjonstjenester AS, Professor Kohts vei 9, 1327 Lysaker          | 100.0    | 100.0              | 12         | 9       |
| AS Værdalsbruket, 7660 Vuku   | 74.9     | 74.9               | 54         | 54      |
| Storebrand Holding AB, Stockholm  | 100.0    | 100.0              | 12,505     | 12,644  |
| Storebrand Finansiell Rådgivning AS, Professor Kohts vei 9, 1327 Lysaker      | 100.0    | 100.0              | 97         | 97      |
| Storebrand Eiendom Trygg AS, Professor Kohts vei 9, 1327 Lysaker              | 100.0    | 100.0              | 12,386     | 11,957  |
| Storebrand Eiendom Vekst AS, Professor Kohts vei 9, 1327 Lysaker              | 100.0    | 100.0              | 4,985      | 6,407   |
| Storebrand Eiendom Utvikling AS, Professor Kohts vei 9, 1327 Lysaker          | 100.0    | 100.0              | 3,076      | 2,787   |
| Benco Insurance Holding BV, Nederland   | 90.0     | 90.0               | 493        | 493     |
| Foran Real Estate, Latvia <sup>1)</sup>                                       | 70.1     | 70.1               | 849        | 780     |
| Subsidiaries  |          |                    | 34,463     | 35,234  |
| Storebrand Eiendomsfond Invest AS, Professor Kohts vei 9, 1327 Lysaker        | 21.2     | 21.2               | 2,121      | 1,928   |
| Norsk Pensjon AS, Hansteensgate 2, 0253 Oslo                                  | 25.0     | 25.0               | 1          | 4       |
| Formuesforvaltning AS, Henrik Ibsens gate 53, 0255 Oslo                       |          |                    |            | 126     |
| Associated companies Storebrand Livsforsikring AS                             |          |                    | 2,122      | 2,058   |
| Total investment in subsidiaries and associated companies                     |          |                    | 36,585     | 37,292  |
| Subsidiaries classified as equities at fair value in the collective portfolio |          |                    |            |         |
| SBL Direct Investments 2006-2008 Ltd - Class B-1                              |          |                    |            |         |
| SBL Vintage 1999 Ltd - Class B-1  |          |                    |            | 2       |
| SBL Vintage 2001 Ltd - Class B-1  |          |                    |            |         |

1) SPP Pension & försäkring AB owns 29.3 percent of the shares in Foran Real Estate. Storebrand Livsforsikring Group owns a total of 99.4 percent in Foran Real Estate

2) The Shares in Formueforvaltningen AS is sold during the year.

#### INCOME FROM SUBSIDIARIES AND ASSOCIATED COMPANIES STOREBRAND LIVSFORSIKRING AS

| (NOK million)                             | 2017  | 2016  |
|---|-------|-------|
| Proportion of the result                  | 2,026 | 2,240 |
| Interest income                           |       |       |
| Received group contribution and dividends | 65    | 97    |
| Realised change in value                  | 118   |       |
| Unrealised change in value                |       |       |
| Unrealised currency gain/loss             | 345   | -676  |
| Total                                     | 2,554 | 1,661 |

All transactions with subsidiaries and associated companies are on market terms.

## Note 32 - Bonds at amortised cost

## LENDING AND RECEIVABLES

|                               | 2017       |            | 2016       |            |
|-------------------------------|------------|------------|------------|------------|
| (NOK million)                 | Book value | Fair value | Book value | Fair value |
| Government bonds              | 28,017     | 31,138     | 26,345     | 29,807     |
| Corporate bonds               | 40,798     | 42,419     | 38,356     | 39,592     |
| Structured notes              | 1,020      | 1,034      | 594        | 580        |
| Collateralised securities     | 17,259     | 19,247     | 16,952     | 19,164     |
| Total bonds at amortised cost | 87,094     | 93,837     | 82,246     | 89,144     |
| Modified duration             |            | 7.0        |            | 6.7        |
| Average effective yield       | 1 %        | 1 %        | 4 %        | 3 %        |

### BONDS HELD TO MATURITY

|                               | 2017       |            | 2016       |            |
|-------------------------------|------------|------------|------------|------------|
| (NOK million)                 | Book value | Fair value | Book value | Fair value |
| Government bonds              |            |            | 363        | 412        |
| Corporate bonds               | 5,828      | 6,490      | 5,829      | 6,456      |
| Collateralised securities     | 9,300      | 10,443     | 9,452      | 10,669     |
| Total bonds at amortised cost | 15,128     | 16,933     | 15,644     | 17,537     |
| Modified duration             |            | 4.91       |            | 5.49       |
| Average effective yield       | 2.2 %      | 1.2 %      | 4.50 %     | 2.36 %     |

A yield is calculated for each bond, based on both the paper's book value and the observed market price (fair value). For fixed income securities with no observed market prices the effective interest rate is calculated on the basis of of the fixed interest rate period and classification of the individual security with respect to liquidity and credit risk. Calculated effective yields are weighted to give an average effective yield on the basis of each security's share of the total interest rate sensitivity.

# Note 33 - Equities and other units

|   |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|---|---------------------|------------------------------------|---------------------------------|
| (NOK million)                                   | Organisation number | Fair value                         | Fair value                      |
| Eguities in Norwegian companies                 |                     |                                    |                                 |
| Finance industry                                |                     |                                    |                                 |
| DnB   | 981276957           | 209                                | 208                             |
| Gjensidige Forsikring ASA                       | 995568217           | 36                                 | 36                              |
| Sparebank 1 SR-Bank G                           | 937895321           | 10                                 | 10                              |
| Sparebanken Midt-Norge G                        | 937901003           | 9                                  |                                 |
| Total finance industry Norwegian                |                     | 264                                | 263                             |
| , ,   |                     |                                    |                                 |
| Other equities                                  |                     |                                    |                                 |
| Aker BP ASA                                     | 989795848           | 30                                 | 30                              |
| Marine Harvest                                  | 964118191           | 63                                 | 63                              |
| NMI Frontier Fund KS                            | 993147044           | 34                                 | 34                              |
| NMI Global Fund KS                              | 993147044           | 41                                 | 41                              |
| Norsk Hydro                                     | 914778271           | 119                                | 119                             |
| Orkla   | 910747711           | 76                                 | 75                              |
| Phonect AS                                      | 987100648           | 27                                 | 27                              |
| Schibsted B                                     | 933739384           | 33                                 | 33                              |
| Statoil ASA                                     | 923609016           | 284                                | 283                             |
| Telenor   | 982463718           | 182                                | 181                             |
| Yara International                              | 986228608           | 89                                 | 89                              |
| Other equities                                  |                     | 284                                | 265                             |
| Totalt other Norwegian equities                 |                     | 1,261                              | 1,239                           |
| Equities in foreing companies                   |                     |                                    |                                 |
| Finance industry                                |                     |                                    |                                 |
| 3I Group  |                     | 1                                  | 1                               |
| Aegon NV  |                     | 13                                 | 12                              |
| Aflac Inc.                                      |                     | 23                                 | 22                              |
| Allianz SE                                      |                     | 52                                 | 46                              |
| Allstate Corp                                   |                     | 27                                 | 25                              |
| American Express                                |                     | 29                                 | 27                              |
| American International Group                    |                     | 8                                  | 5                               |
| American International Group (warrants 01/2021) |                     | 1                                  | 1                               |
| Ameriprise Financial                            |                     | 3                                  | 2                               |
| Amp Ltd.  |                     | 4                                  | 4                               |
| Assicurazioni General                           |                     | 5                                  | 4                               |
| ASX Ltd   |                     | 1                                  |                                 |
| Aust & Nz Bank Group                            |                     | 42                                 | 39                              |
| AvalonBay Communities Inc (REIT)                |                     | 24                                 | 23                              |
| Aviva PLC                                       |                     | 28                                 | 26                              |
| Axa   |                     | 32                                 | 30                              |
| Banco Bilbao Vizcaya Argentaria S.A.            |                     | 24                                 | 22                              |
| Banco Comercial Portugues                       |                     |                                    |                                 |

|                                    |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|------------------------------------|---------------------|------------------------------------|---------------------------------|
| (NOK million)                      | Organisation number | Fair value                         | Fair value                      |
| Banco de Sabadell                  |                     | 1                                  | 1                               |
| Banco Santander                    |                     | 27                                 | 22                              |
| Bank of America Corp               |                     | 175                                | 164                             |
| Bank of Montreal                   |                     | 49                                 | 47                              |
| Bank of New York Mellon            |                     | 44                                 | 42                              |
| Bank of Nova Scotia                |                     | 49                                 | 46                              |
| Barclays Bank                      |                     | 21                                 | 19                              |
| Barratt Developments Plc           |                     | 21                                 | 21                              |
| BNP Paribas                        |                     | 49                                 | 45                              |
| BOC Hong Kong Holdings             |                     | 12                                 | 11                              |
| Boston Properties Inc (REIT)       |                     | 28                                 | 27                              |
| British Land Co PLC (REIT)         |                     | 8                                  | 7                               |
| Brookfield Asset Management        |                     | 2                                  |                                 |
| Canadian Imperial Bank of Commerce |                     | 26                                 | 25                              |
| Canadian Utilities Ltd A           |                     | 20                                 | 1                               |
| Capitaland                         |                     | 17                                 | 16                              |
| Charles Schwab Corp                |                     | 6                                  | 4                               |
| Chiba Bank                         |                     | 2                                  |                                 |
| Chubb Ltd                          |                     | 12                                 | 10                              |
| Citigroup                          |                     | 134                                | 127                             |
| City Developments                  |                     | 27                                 | 26                              |
| CK Hutchison Holdings Ltd          |                     | 5                                  | 3                               |
| Comerica Inc                       |                     | 18                                 | 17                              |
| Commerzbank AG                     |                     | 12                                 | 11                              |
| Commonwealth Bank of Australia     |                     | 83                                 | 77                              |
| Credit Agricole                    |                     | 19                                 | 18                              |
| Credit Suisse Group RG             |                     | 14                                 | 12                              |
| Danske Bank A/S                    |                     | 24                                 | 23                              |
| DBS Group Holdings Limited         |                     | 5                                  | 4                               |
| Deutsche Boerse                    |                     | 11                                 | 10                              |
| Discover Financial Services        |                     | 15                                 | 10                              |
| Equity Residential (REIT)          |                     | 3                                  | 1                               |
| Fairfax Financial Holdings Inc     |                     | 1                                  | 1                               |
| Fifth Third Bancorp                |                     | 2                                  | 1                               |
| Franklin                           |                     | 1                                  | 1                               |
| Gecina SA (REIT)                   |                     | 29                                 | 29                              |
| Goldman Sachs                      |                     | 74                                 | 70                              |
| GPT Group (REIT)                   |                     | 15                                 | 14                              |
| Groupe Bruxelles Lambert           |                     | 1                                  | 14                              |
| H&R Block                          |                     | 2                                  | 2                               |
| Hammerson PLC (REIT)               |                     | 8                                  | 8                               |
| Hang Lung Properties               |                     | 5                                  | 6                               |
| Hang Seng Bank                     |                     | 10                                 | 9                               |
| Hartford Financial Services        |                     | 16                                 | 14                              |
| Henderson Land                     |                     | 4                                  | 3                               |
|                                    |                     |                                    |                                 |
| Hong Kong Exchanges & Clearing     |                     | 31                                 | 29                              |

| pNM miller)Organisation numberFait waterFait waterFISEC Findings (GP)1150.00Hysan Development130.10Hysan Development130.10Industrivaerden A130.10Industrivaerden C70.00Ing. Groop464.20Industrivaerden C70.00Ing. Groop460.00Interas San/hado190.10Interas San/hado190.10Interas San/hado220.00Interas San/hado230.00Interas Ram330.00Interas Ram33 <th></th> <th></th> <th>Storebrand<br/>Livsforsikring Group</th> <th>Storebrand<br/>Livsforsikring AS</th>  |                                  |                        | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|---|----------------------------------|------------------------|------------------------------------|---------------------------------|
| BBC Holdings (GBP)         Inspace           Hukudsaden A         6           Hukudsaden A         6           Hukudsaden A         13           IGM Financial Inc         13           IIGM Financial Inc         13           Industrikaer den A         13           Industrikaer den A         13           Industrikaer den C         7           Ing Groep         46         42           Inselas Sanpaolo SPA         2         2           Intrustrikaer den K         16         11           Inselas Sanpaolo SPA         2         2           Intrustrikaer den K         16         11           Investror AB-B         33         3           Investror AB-B         3         3           Investror AB-B         3         3           Investror AB-B         3         3   | (NOK million)                    | Organisation number    |                                    | -                               |
| Hyan Devlopment         6           Hyan Devlopment         5         5           Industrivaerden A         13         13           Industrivaerden A         13         13           Industrivaerden C         7         16           Ing-Groep         46         43           Insuarre Australis Group         3         2           Inteas Sanhabo         19         11           Inteas Sanhabo         3         22           Inteas Sanhabo         3         22           Inteas Sanhabo         3         22           Inteas Sanhabo         3         3           Inteas Sanhabo         22         205           Jin Agen Chase and Co         22         205           Jin Agen Chase and Co         3         3           Inteas Sanhabo         3         3           Inteas Sanhabo         3         3           Induerden Marchase and Co<  |                                  | er Serinserten Herneet |                                    | 105                             |
| Hyan Development55IGM Financial Inc1313industrivated n C7Industrivated n C7Insurance Australia Group643insurance Australia Group32Intrises SanPalos PA22Intrises SanPalos PA61Intrises SanPalos PA22Intrises SanPalos PA22Intrises SanPalos PA22Intrises TanPalo33Intrises  |                                  |                        |                                    |                                 |
| Mid Rinancial Inc         13         12           Industrivaerden A         13         12           Industrivaerden C         7         13         12           Inge-Groep         46         43         13         12           Insurance Australia Group         3         3         2         13         12           Interas Sangalo SrA         2         2         13         13         12         13         13         13         13         13         13         13         13         13         13         13         13         13         14         1  |                                  |                        |                                    | 5                               |
| Industrivaerden A13industrivaerden C7ing-Groep46ing-Groep46insurance Australia Group19inteas SanPaolo19inteas SanPaolo SPA2investment AB Kinnevik (B)16investment AB Kinnevik (B)16investment AB Kinnevik (B)22jM AB3KPC GROEP NV22KPC GROEP NV22KPC GROEP NV22Kery Group PicA1Kery Group PicA1Leundbergforetagen AB - B3Legal & General Group19Land Securities Group PicC (KEIT)5Legal & General Group15Land Securities Group PicC (KEIT)16Lendbergforetagen AB - B3Lundbergforetagen AB - B3Lundsecurities Group PicC (KEIT)5Legal & General Group15Lundbergforetagen AB - B3Lundbergforetagen AB - B3Lundbergforetagen AB - B3Lundbergforetagen AB - B10Lundbergforetagen AB - B   |                                  |                        |                                    | 12                              |
| Industrivaerden C7ing-Groep4644insurance Australia Group32inses Sanbaolo910inses Sanbaolo SPA22inrium justihia51investor AP-B32JP. Morgan Chase and Co222200JM AB32KC GROEP NV22201Keppel Corp11Kery Group Re-A11Kengsleden21Lead Second Group PLC (REIT)51Lead Second Group PLC (REIT)514Loders Group PLC2202Loders Group PLC (REIT)514Loders Group PLC (REIT)514Loders Group PLC2202Lows Corp11Manulfe Financial62Manulfe Financial735Manulfe Financial62Manulfe Financial62Manulfe Financial735Manulfe Financial62Manulfe Financial62Manulfe Financial62Manulfe Financial62Manulfe Financial73Manulfe Financial62Manulfe Financial73Manulfe Financial73Manulfe Financial73Manulfe Financial63Manulfe Financial73Manuffe Financial73<   |                                  |                        |                                    |                                 |
| Insurance Australia Group32Interas SanPaolo1917Interas SanPaolo SPA22Interses Sanpaolo SPA31Investment AB Kännevik (R)1611Investment AB Kännevik (R)22205JM AB32IP Morgan Chase and Co22205JM AB31KEC GROEP NV2221Kery Group PIC-A11Kery Group PIC-A11Kungsleden21L E Lundbergforetagen AB - B31Led Securities Group PLC (REIT)51Led Securities Group PLC (REIT)11Led Securities Group PLC (REIT)11Luncin National Corp111Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD222Misubi Hubi Hubi Ing Group PLC222Misubi Hubi Financial Group121Macquarie CPLTD11Misubi Hubi Financial Group21Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group <t< td=""><td>Industrivaerden C</td><td></td><td></td><td></td></t<>  | Industrivaerden C                |                        |                                    |                                 |
| Insurance Australia Group32Interas SanPaolo1917Interas SanPaolo SPA22Interses Sanpaolo SPA31Investment AB Kännevik (R)1611Investment AB Kännevik (R)22205JM AB32IP Morgan Chase and Co22205JM AB31KEC GROEP NV2221Kery Group PIC-A11Kery Group PIC-A11Kungsleden21L E Lundbergforetagen AB - B31Led Securities Group PLC (REIT)51Led Securities Group PLC (REIT)11Led Securities Group PLC (REIT)11Luncin National Corp111Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD11Macquarie CPLTD222Misubi Hubi Hubi Ing Group PLC222Misubi Hubi Financial Group121Macquarie CPLTD11Misubi Hubi Financial Group21Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group22Misubi Hubi Financial Group <t< td=""><td>Ing-Groep</td><td></td><td>46</td><td>43</td></t<>  | Ing-Groep                        |                        | 46                                 | 43                              |
| Intesa Sanpaolo1917Intesa Sanpaolo SPA22Intrium Justitia51Investmert AB Kinnevk (B)1611Investor AB-B332JP Morgan Chase and Co222200JM AB32KEC GNOEP NV22201Kery Group PIC-A11Kery Group PIC-A11Kery Group PIC-A11Le Lundbergforetagen AB - B71Lega & General Group1512Lega & General Group1514Lincoln National Corp1514Lincoln National Corp1514Lincoln National Corp1514Lincoln National Corp163Mastre Group PIC175Lews Corp115Mastre Group PIC163Mastre Group Group Group163Mitsubishi Etate83Mitsubi Fundcial Group222Moody's22Moody's22Moody's Corp344Miscoln Fundcial Group163Miscoln Fundcial Group173Miscoln Fundcial Group22Moody's22Moody's22Miscoln Fundcial Group33Miscoln Fundcial Group33Miscoln Fundcial Group33Miscoln Fundcial Group33Miscoln   |                                  |                        | 3                                  | 2                               |
| Intrium justità5Investor AB & Kinnevik (B)161Investor AB & Composition (B)22200JM AB32KBC GNOEP NV2221Kerpol Corp2221Kerpol Corp2221Kurgsleden2221Kurgsleden221Le Lundbergforetagen AB - 871Le Lundbergforetagen AB - 871Le Lundbergforetagen AG - 871Legal & General Group PLC (REIT)51Legal & General Group PLC (REIT)1514Legal & General Group PLC (REIT)1514Leyds Backing Group PLC1922Levds Corp Corp Cl (REIT)1614Marsh & Melman Cos1115Marsh & Melman Cos1115Marsh & Melman Cos1115Mirsd Group PLC2322Metrife Inancial63Marsh & Melman Cos1115Mirsd King Group MLC2322Mirsd King Group MLC2424Mirsd Staffer Group1214Mirsd Staffer Group1214Mirsd Staffer Group1433Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group2524Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group <td< td=""><td></td><td></td><td>19</td><td>17</td></td<>   |                                  |                        | 19                                 | 17                              |
| Intrium justità5Investor AB & Kinnevik (B)161Investor AB & Composition (B)22200JM AB32KBC GNOEP NV2221Kerpol Corp2221Kerpol Corp2221Kurgsleden2221Kurgsleden221Le Lundbergforetagen AB - 871Le Lundbergforetagen AB - 871Le Lundbergforetagen AG - 871Legal & General Group PLC (REIT)51Legal & General Group PLC (REIT)1514Legal & General Group PLC (REIT)1514Leyds Backing Group PLC1922Levds Corp Corp Cl (REIT)1614Marsh & Melman Cos1115Marsh & Melman Cos1115Marsh & Melman Cos1115Mirsd Group PLC2322Metrife Inancial63Marsh & Melman Cos1115Mirsd King Group MLC2322Mirsd King Group MLC2424Mirsd Staffer Group1214Mirsd Staffer Group1214Mirsd Staffer Group1433Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group2524Mirsd Staffer Group2424Mirsd Staffer Group2424Mirsd Staffer Group <td< td=""><td>Intesa Sanpaolo SPA</td><td></td><td>2</td><td>2</td></td<>  | Intesa Sanpaolo SPA              |                        | 2                                  | 2                               |
| Investor AB-B33JP Morgan Chase and Co222205JM AB33KBC GROLP NV2221Keppel Corp11Kerry Group PLCA11Kungsleden21LE Lundbergforetagen AB - B71Legal & General Group13112Legand3738Lendt Securities Group PLC (REIT)514Lincoln National Corp1514Lincoln National Corp1616Manulfe Financial632Marsh & Mcleman Cos116Mitsubishi UFJ Holdings Group226Mitsubishi UFJ Holdings Group132Mitsubishi UFJ Holdings Group332Mitsubishi UFJ Holdings Group4133Mitsubishi UFJ Holdings Group220Mitsubishi UFJ Holdings Group4133Mitsubishi UFJ Holdings340Mitsubishi UFJ Holdings141Mitsubishi UFJ Holdings141Mitsubishi UFJ Holdings342Mitsubishi UFJ Holdings141 <t< td=""><td></td><td></td><td>5</td><td></td></t<>  |                                  |                        | 5                                  |                                 |
| JP Morgan Chase and Co2222005JM AB3   | Investment AB Kinnevik (B)       |                        | 16                                 | 1                               |
| MAB         3           KBC GROEP NV         22         21           Kepporp         1         1           Kery Group PIC-A         1         1           Kungsleden         2         1           Le Lundbergforetagen AB - B         7         1           Legarad         3         12           Legrand         7         3         12           Legrand         7         3         14           Lincoln National Corp         15         14         14           Lincoln National Corp         15         14         14           Lows Corp         15         14         14         14         14         14         15         14         14         15         14         14         15         14         16 <td>Investor AB-B</td> <td></td> <td>33</td> <td></td>                                       | Investor AB-B                    |                        | 33                                 |                                 |
| MAB3KBC GROEP NV2221Kepporp11Kery Group PLCA11Kungsleden21Le Lundbergforetagen AB - B71Legarad312Legarad312Legrand1514Lind Scuritles Group PLC (REIT)514Lind Scuritles Group PLC (REIT)514Lind Scuritles Group PLC (REIT)514Lind Scuritles Group PLC1514Lind National Corp1514Linds Ker Group PLC2926Lows Corp11Macquarie GP LTD11Matterfan Incial63Marsh & Mclennan Cos119Mitsubishi LUFJ Holdings Group220Mitsubishi LUFJ Holdings Group21Mitsubishi LUFJ Holdings Group33Mitsubishi Luf J Holdings Group220Morgan Stanley34Mitsuf Shushi Bistafi34Mitsubishi Luf J Holdings Group34Mitsubishi Luf J Holdings Group34Mitsubishi Luf J Holdings Group34Mitsubishi Luf J Holdings34Mitsubishi Luf J Hold   | J.P Morgan Chase and Co          |                        | 222                                | 209                             |
| Keppel Corp11Kerry Group PIC-A1Kungsleden2Kungsleden2Le Lundbergforetagen AB - B7Land Securities Group PLC (REIT)5Legal & General Group13Legrand37Zegrand15Lundlasse Group15Lundlasse Group16Lincoln National Corp17Luoyds Banking Group PLC29Levers Corp1Macquarie GP LTD1Marsh & Mclennan Cos11Marsh & Mclennan Cos11Mitsubishi Estate8Mitsubishi UFJ Holdings Group2Moody's2Moody's1Muenchener Rueckversicherungs RG26National Nardial Rank3Mitsulan Bank26Mational Marking RG2Moody's2Mitsulan Bank of Canada1Mational Holdings1Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings1Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings1Mitsulan Holdings1Mitsulan Holdings1Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3Mitsulan Holdings3 </td <td>JM AB</td> <td></td> <td></td> <td></td>  | JM AB                            |                        |                                    |                                 |
| Kery Group PIc-A1Keycorp21Kungsleden21Le Lundbergforetagen AB - B71Land Securities Group PLC (REIT)51Legal & General Group1312Legrand3728LendLease Group1514Lincoln National Corp1514Lincoln National Corp1514Lows Corp1015Macquarie GP LTD1616Manulife Financial63Mastercard Inc7266Mitsubishi Estate877Mitsubishi UFJ Holdings Group1137Mitsubi Urgon23222Mody's220Mody's220Mody's220Mody's137Mutenner Ruedversicherungs RG224National Jackalian Bank5352National Jac   | KBC GROEP NV                     |                        | 22                                 | 21                              |
| Keycorp         2         1           Kungsleden         2         2           L E Lundbergforetagen AB - B         7         5         5           Land Securities Group PLC (REIT)         5         5         5           Legal & General Group         13         12         12           Legrand         37         35         14           LendLease Group         15         14         15         14           Llocoln National Corp         15         14         16<   | Keppel Corp                      |                        | 1                                  | 1                               |
| Kungsleden         2           L E Lundbergforetagen AB - B         7           Land Securities Group PLC (REIT)         5           Legal & General Group         13           Legrand         37           Legrand         37           LendLease Group         15           LendLease Group         15           Lincoln National Corp         15           Lloyds Banking Group PLC         29           Lows Corp         1           Macquarie GP LTD         1           Manulife Financial         6           Marsh & Mclennan Cos         11           Mirva Group (REIT)         2           Mirva Group (REIT)         23           Mitsubishi Estate         2           Mitsubishi UFJ Holdings Group         41           Mitsubishi UFJ Holdings Group         43           Mitsubishi UFJ Holdings Group         2           Moody's         2           Moody's         2           Mitsubishi UFJ Holdings Group Holdings         43           Mitsubishi UFJ Holdings Group Holdings         43           Mitsubishi UFJ Holdings Group Holdings         43           Moody's         2         41           Mitsubi Financi  | Kerry Group Plc-A                |                        | 1                                  |                                 |
| L E Lundbergforetagen AB - B         7           Land Securities Group PLC (REIT)         5         5           Legal & General Group         13         12           Legrand         37         38           LendLease Group         15         14           Lincol National Corp         15         14           Loyds Banking Group PLC         29         26           Loews Corp         1         1           Macquarie GP LTD         1         1           Maultife Financial         6         3           Marsh & Mclennan Cos         11         9           Mattre Group (REIT)         23         222           Mitsubishi Estate         8         7           Mitsubishi Fudosan         2         1           Morgan Stanley         1         37           Mitsub Financial Group         2         1           Morgan Stanley         43         44           MS&D Insurance Group Holdings         1         1           Muenchener Rueckversicherungs RG         2         2         1           Muenchener Rueckversicherungs RG         5         3         55           National Jabahk of Canada         1         1 <t< td=""><td>Keycorp</td><td></td><td>2</td><td>1</td></t<> | Keycorp                          |                        | 2                                  | 1                               |
| Land Securities Group PLC (REIT)55Legal & General Group1312Legrand3733LendLease Group1514Lincoln National Corp1514Lloyds Banking Group PLC2926Loews Corp11Macquarie GP LTD11Manulie Financial63Marsh & Mclennan Cos119Mastercard Inc63Mitsubishi Estate87Mitsubishi Edate63Mitsubishi UJP Holdings Group1137Mitsubishi UJP Scoup2220Moody's23Mitsubishi Estate335Moody's23Morgan Stanley4137Mitsubanan Cos141Morgan Stanley335Mordal Australian Bank5355National Bank of Canada111Nomura Holdings3025   |                                  |                        | 2                                  |                                 |
| Legal & General Group1313Legrand3738LendLease Group1514Lincoln National Corp1514Lloyds Banking Group PLC2926Lews Corp11Macquarie GP LTD11Manulife Financial63Marsh & Mclennan Cos119Matercard Inc63Mirvac Group (REIT)2322Mitsubishi Estate837Mitsubishi UFJ Holdings Group137Mitsubishi UFJ Holdings Group226Modys21Morgan Stanley4340MisAbarley5350National Australian Bank5350National Holdings11Nonura Holdings11Nonura Holdings3025  | L E Lundbergforetagen AB - B     |                        | 7                                  |                                 |
| Legrand         37         35           LendLease Group         15         14           Lincoln National Corp         15         14           Lloyds Banking Group PLC         29         26           Loews Corp         1         1           Macquarie GP LTD         1         1           Manulife Financial         6         33           Mash & Mclennan Cos         11         9           Matercard Inc         72         66           Mitrag Group (REIT)         23         222           Mitsubishi Estate         8         7           Mitsubishi UFJ Holdings Group         41         37           Mitsubishi UFJ Holdings Group         21         21           Modys         23         22           Mitsubishi UFJ Holdings Group         41         37           Mitsubishi UFJ Holdings Group         21         37           Mitsub Financial Group         22         26           Modys         23         32           Mitsub Financial Group         21         37           Mitsub Financial Group         22         26           Modys         2         37           Modys         2  | Land Securities Group PLC (REIT) |                        | 5                                  | 5                               |
| LendLease Group1514Lincoln National Corp1514Lloyds Banking Group PLC2926Lews Corp11Macquarie GP LTD11Manulife Financial633Marsh & Mclennan Cos1195Matercard Inc7266Mirvac Group (REIT)23222Mitsubishi Estate877Mitsubishi Estate877Mitsubishi UFJ Holdings Group4137Mitsubishi Group2220Moody's211Morgan Stanley43440Mitsahal Matercand Bank5355National Australian Bank5355National Holdings111Nomura Holdings111Nomura Holdings3025   | Legal & General Group            |                        | 13                                 | 12                              |
| Lincoln National Corp1514Lloyds Banking Group PLC2926Lews Corp11Macquarie GP LTD11Manulife Financial63Marsh & Mclennan Cos119Mastercard Inc7266Mirvac Group (REIT)23222Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group2220Moody's21Morgan Stanley4344Mitsahanley350National Australian Bank5350National bank of Canada11Nomura Holdings11Mational Holdings11National Holdings350National Holdings350  | Legrand                          |                        | 37                                 | 35                              |
| Lloyds Banking Group PLC2926Leews Corp11Macquarie GP LTD11Manulife Financial63Marsh & Mclennan Cos119Mastercard Inc7266Metlife63Mirsu Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group220Mody's21Morgan Stanley4340Mitsubance Group Holdings11Mutonehner Rueckversicherungs RG5355National Australian Bank5355National bank of Canada11Nomura Holdings325  | LendLease Group                  |                        | 15                                 | 14                              |
| Leews Corp1Macquarie GP LTD6Manulife Financial6Marsh & Mclennan Cos11Mastercard Inc72Mettife6Mirvac Group (REIT)23Mitsubishi Estate8Mitsubishi UFJ Holdings Group41Mitsubishi UFJ Holdings Group22Mody's2Morgan Stanley43Musenchener Rueckversicherungs RG26National Australian Bank53Nomura Holdings1Nomura Holdings302829   | Lincoln National Corp            |                        | 15                                 | 14                              |
| Macquare GP LTD1Manulife Financial63Marsh & Mclennan Cos119Mastercard Inc7266Metlife63Mirvac Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group2120Mody's21Morgan Stanley141Muenchener Rueckversicherungs RG5350National Australian Bank3025Norura Holdings11Norura Holdings11Norura Holdings3025  | Lloyds Banking Group PLC         |                        | 29                                 | 26                              |
| Manulife Financial63Marsh & Mclennan Cos119Mastercard Inc7266Metlife63Mitrac Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group220Mody's21Morgan Stanley4344Mitonal Australian Bank5350National Bank of Canada11Nomura Holdings3025  | Loews Corp                       |                        | 1                                  |                                 |
| Marsh & Mclennan Cos119Mastercard Inc7266Metlife63Mirvac Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group21Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3025  | Macquarie GP LTD                 |                        | 1                                  |                                 |
| Mastercard Inc7266Metlife63Mitrac Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group220Mitsubishi UFJ Holdings Group220Mitsubishi UFJ Holdings Group220Mitsubishi UFJ Holdings Group220Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3025  | Manulife Financial               |                        | 6                                  | 3                               |
| Metlife63Mirvac Group (REIT)2322Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings Group220Mitsubishi Group2220Moody's21Morgan Stanley4340Muenchener Rueckversicherungs RG11National Australian Bank5350National bank of Canada11Nomura Holdings3029  | Marsh & Mclennan Cos             |                        | 11                                 | 9                               |
| Mirvac Group (REIT)2323Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsubishi Group220Mitsub Financial Group2220Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029  | Mastercard Inc                   |                        | 72                                 | 66                              |
| Mitsubishi Estate87Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsui Fudosan21Mizuho Financial Group2220Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029  | Metlife                          |                        | 6                                  | 3                               |
| Mitsubishi UFJ Holdings Group4137Mitsubishi UFJ Holdings Group21Mitsubishi UFJ Holdings21Mitsubishi UFJ Holdings21Mitsubishi UFJ Holdings4340Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3025  | Mirvac Group (REIT)              |                        | 23                                 | 22                              |
| Mitsui Fudosan21Mizuho Financial Group2220Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029   |                                  |                        | 8                                  | 7                               |
| Mizuho Financial Group2220Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029   | Mitsubishi UFJ Holdings Group    |                        |                                    | 37                              |
| Moody's21Morgan Stanley4340MS&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029   |                                  |                        | 2                                  | 1                               |
| Morgan Stanley4340Ms&AD Insurance Group Holdings11Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029  |                                  |                        | 22                                 | 20                              |
| MS&AD Insurance Group Holdings1Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029   |                                  |                        |                                    | 1                               |
| Muenchener Rueckversicherungs RG2624National Australian Bank5350National bank of Canada11Nomura Holdings3029  |                                  |                        |                                    | 40                              |
| National Australian Bank5350National bank of Canada11Nomura Holdings3029  |                                  |                        |                                    |                                 |
| National bank of Canada11Nomura Holdings3029  | -                                |                        |                                    | 24                              |
| Nomura Holdings 30 29   |                                  |                        |                                    | 50                              |
|   |                                  |                        |                                    | 1                               |
| Nordea Bank AB (SEK) 78 5   |                                  |                        |                                    | 29                              |
|   | Nordea Bank AB (SEK)             |                        | 78                                 | 5                               |

|  |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|--|---------------------|------------------------------------|---------------------------------|
| (NOK million)                              | Organisation number | Fair value                         | Fair value                      |
| Northern Trust Corporation                 |                     | 25                                 | 24                              |
| Orix                                       |                     | 22                                 | 21                              |
| Overseas-Chinese Bank                      |                     | 2                                  |                                 |
| PNC Financial Services                     |                     | 30                                 | 28                              |
| Power Corp. of Canada                      |                     | 1                                  |                                 |
| Progressive Corp                           |                     | 18                                 | 16                              |
| Prudential                                 |                     | 34                                 | 30                              |
| Prudential Financial Inc                   |                     | 29                                 | 27                              |
| QBE Insurance Group                        |                     | 1                                  |                                 |
| Regions Financial                          |                     | 2                                  | 1                               |
| Resona Holdings                            |                     | 4                                  | 3                               |
| RioCan Real Estate Investment Trust (REIT) |                     | 1                                  |                                 |
| Royal Bank of Canada                       |                     | 74                                 | 70                              |
| Royal Bank of Scotland                     |                     | 1                                  | 1                               |
| Royal Sun & Alliance Insurance             |                     | 1                                  |                                 |
| Sampo Oyj                                  |                     | 1                                  |                                 |
| Scentre Group (REIT)                       |                     | 1                                  |                                 |
| Schroders                                  |                     | 1                                  |                                 |
| Shizuoka Bank                              |                     | 1                                  |                                 |
| Simon Property Group Inc (REIT)            |                     | 3                                  | 1                               |
| Singapore Exchange                         |                     | 10                                 | 10                              |
| Skandinaviska Enskilda Banken A            |                     | 66                                 | 33                              |
| Societe Generale                           |                     | 21                                 | 19                              |
| Standard Chartered                         |                     | 11                                 | 19                              |
| State Street                               |                     | 31                                 | 30                              |
| Stockland (REIT)                           |                     | 3                                  | 2                               |
| Sumitomo Mitsui Financial Group            |                     | 6                                  | 3                               |
| Sumitomo Realty & Dev                      |                     | 1                                  |                                 |
| Sun Life Financial Inc                     |                     | 8                                  | 7                               |
| Suncorp Group Holding                      |                     | 1                                  | /                               |
| Suntrust Banks                             |                     | 2                                  |                                 |
| Svenska Handelsbanken A                    |                     | 51                                 | 14                              |
| Svedbank AB (A shs)                        |                     | 51                                 | 8                               |
| Swiedbank AB (A Sins)<br>Swire Pacific     |                     |                                    |                                 |
|  |                     | 8                                  | 8                               |
| Swire Properties Ltd<br>Swiss Life RG      |                     | 12                                 | 11                              |
|  |                     | 1                                  | 10                              |
| Swiss Re Ltd                               |                     | 14                                 | 12                              |
| Taylor Wimpey                              |                     | 7                                  | 7                               |
| The Travelers Companies, Inc.              |                     | 4                                  | 3                               |
| Tokio Marine Holdings, Inc.                |                     | 20                                 | 19                              |
| UBS Group AG                               |                     | 42                                 | 39                              |
| Unibail-Rodamco SE (REIT)                  |                     | 22                                 | 21                              |
| UniCredit SPA                              |                     | 9                                  | 7                               |
| United Overseas Bank                       |                     | 2                                  |                                 |
| Unum Group                                 |                     | 1                                  |                                 |
| US Bancorp                                 |                     | 46                                 | 43                              |

|                                |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|--------------------------------|---------------------|------------------------------------|---------------------------------|
| (NOK million)                  | Organisation number | Fair value                         | Fair value                      |
| Visa Inc - Class A shares      |                     | 89                                 | 81                              |
| Vornado Realty Trust (REIT)    |                     | 3                                  | 3                               |
| Wells Fargo                    |                     | 131                                | 121                             |
| Westfield Corp (REIT)          |                     | 1                                  |                                 |
| Westpac Banking Corp           |                     | 46                                 | 42                              |
| Wharf                          |                     | 1                                  |                                 |
| XL Group Plc                   |                     | 1                                  |                                 |
| Zions Bancorporation           |                     | 10                                 | 10                              |
| Zurich Financial Services AG   |                     | 5                                  | 3                               |
| Total finance industry foreign |                     | 3,511                              | 2,958                           |

#### Other equities

| ЗМ СО                           | 86       | 81  |
|---------------------------------|----------|-----|
| ABB (CHF)                       | 52       | 49  |
| Abb (Chr)<br>Abbvie             | 52<br>80 |     |
|                                 |          | 75  |
| Accenture PLC                   | 51       | 47  |
| Adobe Systems                   | 62       | 59  |
| AIA Group Ltd                   | 35       | 30  |
| Alphabet Inc Class A            | 117      | 106 |
| Alphabet Inc Class C            | 202      | 189 |
| Amazon Com                      | 222      | 205 |
| Amcor                           | 30       | 29  |
| American Financial Group Inc/OH | 28       | 28  |
| American Water Works Co Inc     | 78       | 76  |
| Amgen                           | 55       | 50  |
| Anglo American Plc              | 42       | 38  |
| Anthem Inc                      | 41       | 39  |
| Apple Inc                       | 415      | 383 |
| Applied Materials               | 37       | 34  |
| ASML Holding NV                 | 31       | 28  |
| Astellas PharmaR                | 33       | 31  |
| Astrazeneca (GBP)               | 55       | 50  |
| AT&T Inc                        | 123      | 114 |
| Atos SE                         | 29       | 28  |
| Avery Dennison Corp             | 32       | 31  |
| Bakkafrost P/F                  | 28       | 28  |
| Ball Corp                       | 36       | 35  |
| BASF SE                         | 48       | 43  |
| BCE Inc.                        | 47       | 46  |
| Becton Dickinson & Co           | 58       | 55  |
| Berkshire Hathaway B            | 37       | 29  |
| Biogen Inc                      | 52       | 50  |
| Boston Scientific               | 31       | 29  |
| BP Plc                          | 77       | 70  |
| Bristol-Myers Squibb            | 67       | 63  |

|                                      |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|--------------------------------------|---------------------|------------------------------------|---------------------------------|
| (NOK million)                        | Organisation number | Fair value                         | Fair value                      |
| Canon                                |                     | 33                                 | 31                              |
| Celgene Corp                         |                     | 34                                 | 30                              |
| Chevron Corp                         |                     | 99                                 | 90                              |
| Cigna Corp                           |                     | 55                                 | 52                              |
| Cisco Systems                        |                     | 128                                | 121                             |
| CNP Assurances                       |                     | 37                                 | 37                              |
| Coca-Cola                            |                     | 70                                 | 63                              |
| Colgate Palmolive                    |                     | 66                                 | 63                              |
| Comcast Corp A                       |                     | 112                                | 105                             |
| Conocophilips                        |                     | 38                                 | 36                              |
| Consolidated Edison                  |                     | 56                                 | 53                              |
| Costco Wholesale                     |                     | 30                                 | 27                              |
| Cummins                              |                     | 28                                 | 26                              |
| CVS Health                           |                     | 38                                 | 35                              |
| Daimler                              |                     | 44                                 | 40                              |
| Daiwa House Industry                 |                     | 33                                 | 32                              |
| Deutsche Telecom                     |                     | 54                                 | 50                              |
| Diageo                               |                     | 74                                 | 68                              |
| DowDuPont Inc                        |                     | 84                                 | 78                              |
| Eaton Corp PLC                       |                     | 47                                 | 46                              |
| Ecolab                               |                     | 39                                 | 37                              |
| Eli Lilly & Co                       |                     | 65                                 | 62                              |
| Enel                                 |                     | 33                                 | 31                              |
| Essilor International                |                     | 28                                 | 27                              |
| Exelon                               |                     | 40                                 | 38                              |
| Exxon Mobil                          |                     | 159                                | 146                             |
| Facebook Inc.                        |                     | 200                                | 186                             |
| Ford Motor Co                        |                     | 41                                 | 39                              |
| Geberit AG Reg                       |                     | 43                                 | 42                              |
| General Electric Co                  |                     | 52                                 | 47                              |
| General Mills                        |                     | 31                                 | 29                              |
| Gilead Sciences Inc                  |                     | 49                                 | 45                              |
| GlaxoSmithkline                      |                     | 52                                 | 47                              |
| Hancock Timberland VIII Inc          |                     | 355                                | 355                             |
| Hershey Foods Common                 |                     | 29                                 | 28                              |
| Home Depot                           |                     | 136                                | 128                             |
| Honda Motor                          |                     | 36                                 | 34                              |
| HP Inc                               |                     | 30                                 | 29                              |
| Humana Inc                           |                     | 28                                 | 26                              |
| Iberdrola                            |                     | 55                                 | 53                              |
| Inpex Holdings Inc                   |                     | 27                                 | 26                              |
| Intel                                |                     | 134                                | 127                             |
| International Business Machines Corp |                     | 82                                 | 77                              |
| Kao Corp                             |                     | 35                                 | 33                              |
| Kellogg Co                           |                     | 32                                 | 31                              |
| KERING                               |                     | 37                                 | 36                              |

|   |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|---|---------------------|------------------------------------|---------------------------------|
| (NOK million)                                   | Organisation number | Fair value                         | Fair value                      |
| Kimberly-Clark                                  | Organisation number | 49                                 | 48                              |
| Koninklijke DSM NV                              |                     | 29                                 | 29                              |
| L'Oreal SA                                      |                     | 34                                 | 31                              |
| Lowe's Cos Inc                                  |                     | 31                                 | 28                              |
| Man SE  |                     | 26                                 | 26                              |
| Manpower Group                                  |                     | 20                                 | 29                              |
| McDonald's Corp                                 |                     | 66                                 | 61                              |
| Medtronic PLC                                   |                     | 85                                 | 80                              |
| Merck   |                     | 31                                 | 30                              |
| Merck & Co                                      |                     | 61                                 | 56                              |
| Microsoft                                       |                     | 349                                | 326                             |
| Mondelez International Inc                      |                     | 47                                 | 44                              |
|   |                     |                                    |                                 |
| National Grid Plc<br>Nestle                     |                     | 32                                 | 29<br>151                       |
| NIKE Inc - B                                    |                     | 49                                 | 46                              |
|   |                     |                                    |                                 |
| Nissan Motor                                    |                     | 30                                 | 29<br>94                        |
| Novartis  |                     | 103                                |                                 |
| Novo-Nordisk B                                  |                     | 53                                 | 48                              |
| NVIDIA  |                     | 65                                 | 60                              |
| Oracle Corporation                              |                     | 90                                 | 85                              |
| Osaka Gas                                       |                     | 32                                 | 31                              |
| Panasonic Corp                                  |                     | 136                                | 129                             |
| Pepsico Inc                                     |                     |                                    |                                 |
| Pfizer<br>Praxair                               |                     | 81                                 | 80                              |
| Procter & Gamble                                |                     | 142                                | 133                             |
|   |                     | 36                                 |                                 |
| Prologis Inc (REIT) Qualcomm                    |                     | 56                                 | 34<br>52                        |
|   |                     | 40                                 |                                 |
| Reckitt Benckiser                               |                     |                                    | 36                              |
| Regency Centers Corp (REIT)                     |                     | 28                                 | 28                              |
| Roche Holding Genuss<br>Rockwell Automation Inc |                     | 87<br>36                           | 78                              |
|   |                     |                                    |                                 |
| Royal Dutch Shell A (GBP)                       |                     | 82                                 | 75                              |
| Royal Dutch Shell B (GBP)<br>S&P Global Inc     |                     | 71                                 | 65                              |
|   |                     | 29                                 | 27                              |
| Sanofi  |                     | 63                                 | 58                              |
| Sap SE  |                     | 62                                 | 57                              |
| Schlumberger                                    |                     | 37                                 | 34                              |
| Schneider Electric                              |                     | 47                                 | 44                              |
| Sekisui Chemical                                |                     | 34                                 | 34                              |
| Sempra Energy                                   |                     | 67                                 | 65                              |
| Siemens Siemens                                 |                     | 47                                 | 41                              |
| Sony Corp                                       |                     | 39                                 | 37                              |
| Starbucks Corp                                  |                     | 57                                 | 54                              |
| Subsea 7 S A                                    |                     | 49                                 | 48                              |
| Telus Corp                                      |                     | 47                                 | 47                              |

|                               |                     | Storebrand           | Storebrand        |
|-------------------------------|---------------------|----------------------|-------------------|
|                               |                     | Livsforsikring Group | Livsforsikring AS |
| (NOK million)                 | Organisation number | Fair value           | Fair value        |
| Texas Instruments             |                     | 81                   | 78                |
| Time Warner                   |                     | 48                   | 45                |
| Toronto - Dominion Bank (CAD) |                     | 67                   | 63                |
| Total SA                      |                     | 54                   | 50                |
| Toyota Motor                  |                     | 103                  | 95                |
| Unilever GB                   |                     | 71                   | 66                |
| Unilever NL                   |                     | 40                   | 36                |
| Union Pacific Corp            |                     | 52                   | 47                |
| United Health Group           |                     | 149                  | 141               |
| United Parcel Services        |                     | 60                   | 58                |
| United Technologies           |                     | 57                   | 53                |
| Upm-Kymmene                   |                     | 29                   | 28                |
| Verizon Communications        |                     | 99                   | 91                |
| VF Corp                       |                     | 31                   | 29                |
| Vodafone Group                |                     | 33                   | 29                |
| Walt Disney                   |                     | 108                  | 102               |
| Waste Mangement               |                     | 30                   | 29                |
| Weyerhaeuser Co (REIT)        |                     | 51                   | 50                |
| WW Grainger Inc               |                     | 28                   | 27                |
| Xylem Inc                     |                     | 32                   | 31                |
| Other equities                |                     | 8,772                | 5,661             |
| Total other equities foreign  |                     | 18,410               | 14 701            |
| Total equities                |                     | 23,427               | 19,164            |
| Of which listed equities      |                     | 19,820               | 17,258            |

#### Units

| Allianz Europe Small Cap Equity EUR |           | 94  |     |
|-------------------------------------|-----------|-----|-----|
| AXA European Retail Income Venture  |           | 33  | 33  |
| BlackRock Global Allocation USD     |           | 88  |     |
| BlackRock World Gold USD            |           | 77  |     |
| Carnegie Sverigefond                |           | 329 |     |
| Cicero World 0-100                  |           | 385 |     |
| Contrarian 65                       |           | 79  |     |
| CS Infra SICAR                      |           | 488 |     |
| Delphi Europe                       | 980440028 | 166 | 166 |
| Delphi Europe NOK                   |           | 62  |     |
| Delphi Global                       | 989747746 | 306 | 306 |
| Delphi Global NOK                   |           | 102 |     |
| Delphi Global Valutasikret          | 917820848 | 58  | 58  |
| Delphi Kombinasjon                  | 979328060 | 117 | 117 |
| Delphi Nordic                       | 960058658 | 575 | 575 |
| Delphi Nordic NOK                   |           | 323 |     |
| Delphi Norge                        | 976242556 | 335 | 335 |
| East Capital Russian Fund           |           | 28  | 28  |
| East Capital Rysslandsfonden        |           | 90  |     |
|                                     |           |     |     |

|   |                     | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|---|---------------------|------------------------------------|---------------------------------|
| (NOK million)                                     | Organisation number | Fair value                         | Fair value                      |
| East Capital Östeuropafonden                      | Organisation number | 144                                |                                 |
| Eastspring Investments - Japan Dynamic Fund       |                     | 32                                 | 32                              |
| Enter Sverige                                     |                     | 735                                | 52                              |
| Fidelity Asian Special Sits. USD                  |                     | 676                                |                                 |
| First State China Growth Fund Class I USD         |                     | 129                                |                                 |
| First State Global Umbrella PLC-China Growth Fund |                     | 53                                 | 53                              |
| Fondsfinans Norge                                 | 884494362           | 53                                 | 53                              |
| Franklin India Fund                               | 001101002           | 60                                 | 60                              |
| Franklin India USD                                |                     | 337                                |                                 |
| Handelsbanken Amerika Tema                        |                     | 137                                |                                 |
| Handelsbanken Europa Selektiv                     |                     | 89                                 |                                 |
| Handelsbanken Latinamerikafond                    |                     | 222                                | 23                              |
| Handelsbanken Nordiska Småbolag                   |                     | 567                                |                                 |
| IKC 0-100   |                     | 209                                |                                 |
| IKC Global Brand                                  |                     | 67                                 |                                 |
| Janus Henderson Global Technology USD             |                     | 305                                |                                 |
| JPMorgan Emerging Markets Small USD               |                     | 171                                |                                 |
| JPMorgan Global Focus EUR                         |                     | 444                                |                                 |
| Lannebo Mixfond                                   |                     | 417                                |                                 |
| Lannebo Småbolag                                  |                     | 1,027                              |                                 |
| Lynx Dynamic                                      |                     | 100                                |                                 |
| Mobilis Mix                                       |                     | 85                                 |                                 |
| Monyx Strategi Balanserad AC                      |                     | 171                                |                                 |
| Monyx Strategi Sverige-Världen AC                 |                     | 205                                |                                 |
| Monyx Strategi Världen AC                         |                     | 177                                |                                 |
| Naventi Balanserad Flex                           |                     | 148                                |                                 |
| Naventi Offensiv Flex                             |                     | 147                                |                                 |
| Navigera Aktie 1                                  |                     | 952                                |                                 |
| Navigera Balans 1                                 |                     | 787                                |                                 |
| Navigera Dynamica 90 Global                       |                     | 438                                |                                 |
| Navigera Tillväxt 1                               |                     | 655                                |                                 |
| Norron Target                                     |                     | 474                                |                                 |
| Parvest Global Environment EUR                    |                     | 71                                 |                                 |
| Proaktiv 75                                       |                     | 3,850                              |                                 |
| Proaktiv 80                                       |                     | 2,796                              |                                 |
| Proaktiv 85                                       |                     | 913                                |                                 |
| Proaktiv 90                                       |                     | 415                                |                                 |
| Skagen Global Fund                                | 979876106           | 358                                | 358                             |
| SKAGEN Global NOK                                 |                     | 549                                |                                 |
| Skagen Kon-Tiki                                   | 984305141           | 444                                | 444                             |
| SKAGEN Kon-Tiki NOK                               |                     | 395                                |                                 |
| SPP Aktiefond Europa                              |                     | 2,063                              | 1                               |
| SPP Aktiefond Global                              |                     | 4,588                              | 2                               |
| SPP Aktiefond Japan                               |                     | 499                                | 1                               |
| SPP Aktiefond Stabil                              |                     | 116                                |                                 |
| SPP Aktiefond Stabil - class A                    |                     | 465                                | 465                             |

|   |                        | Storebrand<br>Livsforsikring Group | Storebrand<br>Livsforsikring AS |
|---|------------------------|------------------------------------|---------------------------------|
| (NOK million)   | Organisation number    | Fair value                         | Fair value                      |
| SPP Aktiefond Sverige   | 0                      | 4,622                              | 7                               |
| SPP Aktiefond USA   |                        | 2,857                              | 3                               |
| SPP Emerging Markets SRI  |                        | 481                                |                                 |
| SPP Emerging Markets SRI  |                        | 2,351                              | 1,462                           |
| SPP Generation 40-tal   |                        | 2,145                              | 1,102                           |
| SPP Generation 50-tal   |                        | 11,766                             |                                 |
| SPP Generation 60-tal   |                        | 15,745                             |                                 |
| SPP Generation 70-tal   |                        | 6,759                              |                                 |
| SPP Generation 80-tal   |                        | 823                                |                                 |
| SPP Global Plus - class A   |                        | 998                                |                                 |
| SPP Global Topp 100   |                        | 459                                |                                 |
| SPP Global Topp 100   |                        | 491                                |                                 |
| SPP Mix 100   |                        | 576                                |                                 |
| SPP Mix 20  |                        | 922                                |                                 |
| SPP Mix 50  |                        | 638                                |                                 |
| SPP Mix 80  |                        | 3,626                              |                                 |
| SPP Sverige Plus - class A  |                        | 647                                |                                 |
| SPP Tillväxtmarknad Plus  |                        | 100                                |                                 |
| SPP Tillväxtmarknad Plus - class A  |                        | 4,583                              | 3,619                           |
| Statoil Aksjer Europa   | 816876672              | 127                                | 127                             |
| Statoli Aksjer Norge  | 916877323              | 605                                | 605                             |
| Statoli Aksjer Pacific  | 916876718              | 81                                 | 81                              |
| Statoli Aksjer USA  | 916876610              | 380                                | 380                             |
| Storebrand Emerging Private Equity Markets 2007 B3  | 990743606              | 168                                | 168                             |
| Storebrand Emerging Private Equity Markets B3   | 989974971              | 230                                | 230                             |
| Storebrand Global ESG   | 919080000              | 1 102                              | 1,102                           |
| Storebrand Global ESG Plus  | 918660186              | 2 319                              | 2,319                           |
| Storebrand Global Indeks  | 989133241              | 648                                | 648                             |
| Storebrand Global Indeks Valutasikret   | 917820961              | 71                                 | 71                              |
| Storebrand Global Multifactor   | 990632758              | 10,911                             | 10,911                          |
| Storebrand Global Multifactor NOK   | 330032738              | 266                                | 10,911                          |
| Storebrand Global Multifactor Valutasikret  | 917821208              | 152                                | 152                             |
| Storebrand Global Multiactor valuasiciet  | 998718120              | 2,056                              | 2,056                           |
| Storebrand Global Value   | 979364768              | 408                                | 408                             |
| Storebrand Indeks Alle Markeder   | 996923002              | 1,305                              | 1,305                           |
| Storebrand Indeks-Norge   | 913222679              | 4,317                              | 4,317                           |
| Storebrand Indeks Nye Markeder  | 996922987              | 221                                | 221                             |
| Storebrand Int. Private Eq. 15 Ltd - Class B-2  | 986313737              | 69                                 | 221                             |
|   |                        |                                    | 222                             |
| Storebrand Int. Private Eq. 15 Ltd - Class B-4  | 986313737<br>916788223 | 333                                | 333                             |
| Storebrand Int. Private Eq. 16 Ltd - Class B-6  | 988210684              | 95                                 |                                 |
| Storebrand Int. Private Eq. 17 Ltd - Class B-6  |                        |                                    | 95                              |
| Storebrand International Private Equity 13 - B-3  | 911917831              | 118                                | 200                             |
| Storebrand International Private Equity 13 - B-4  | 911917831              | 393                                | 360                             |
| Storebrand International Private Equity 14 - B-2  | 994281151              | 121                                | FOO                             |
| Storebrand International Private Equity 14 - B-4<br>Storebrand International Private Equity IV - B2 | 994281151<br>987414057 | 588                                | 588                             |

|  |                     | Storebrand           | Storebrand        |
|--|---------------------|----------------------|-------------------|
|  |                     | Livsforsikring Group | Livsforsikring AS |
| (NOK million)                                      | Organisation number | Fair value           | Fair value        |
| Storebrand International Private Equity IX - B3    | 994065742           | 230                  | 33                |
| Storebrand International Private Equity V Ltd - B3 | 988210277           | 293                  | 281               |
| Storebrand International Private Equity VI Ltd -B3 | 989573128           | 235                  | 227               |
| Storebrand International Private Equity VII Ltd-B3 | 890743862           | 356                  | 341               |
| Storebrand International Private Equity VIII LtdB3 | 992696931           | 598                  | 301               |
| Storebrand International Private Equity X - B-3    | 995551438           | 431                  | 287               |
| Storebrand International Private Equity XI - B-3   | 996700828           | 1,040                | 808               |
| Storebrand International Private Equity XII - B-3  | 998333679           | 169                  |                   |
| Storebrand International Private Equity XII - B-4  | 998333679           | 604                  | 604               |
| Storebrand Nordic Private Equity III Ltd.          | 996096939           | 58                   | 48                |
| Storebrand Norge Fossilfri                         | 918660313           | 890                  | 890               |
| Storebrand Norge I                                 | 981672747           | 4,491                | 4,491             |
| Storebrand Norwegian Private Equity 2006 Ltd B3    | 989974874           | 104                  | 104               |
| Storebrand Norwegian Private Equity 2007 Ltd B3    | 991186433           | 78                   | 78                |
| Storebrand Special Opportunities Ltd C3            | 989871862           | 58                   | 58                |
| Storebrand Vekst                                   | 964847878           | 70                   | 70                |
| Storebrand Verdi                                   | 979474059           | 200                  | 200               |
| Svenska Bostadsfonden Institution 1 AB             |                     | 64                   |                   |
| T.Rowe Price Asian ex-Japan Equity Fund            |                     | 66                   | 66                |
| T.Rowe Price Emering Markets Equity                |                     | 306                  |                   |
| T.Rowe Price U.S. Large-Cap Value Equity A         |                     | 50                   | 50                |
| T.Rowe Price US Smaller Comp. USD                  |                     | 113                  |                   |
| Wellington Global Health Care Equity Portfolio     |                     | 135                  | 135               |
| Wellington Global Health Care USD                  |                     | 329                  |                   |
| Öhman Sweden Micro Cap                             |                     | 347                  |                   |
| Other units  |                     | 1,965                | 281               |
| Total units  |                     | 132,669              | 44,272            |
| Total equities and other units                     |                     | 156,096              | 63,436            |

## Note 34 Bonds and other fixed-income securities

#### STOREBRAND LIVSFORSIKRING GROUP

|   | 2017       | 2016       |
|---|------------|------------|
| (NOK million)                                 | Fair value | Fair value |
| Government bonds                              | 47,460     | 46,095     |
| Corporate bonds                               | 47,823     | 31,632     |
| Structured notes                              | 81         | 29         |
| Collateralised securities                     | 25,632     | 29,145     |
| Bond funds                                    | 39,023     | 57,604     |
| Total bonds and other fixed-income securities | 160,019    | 164,506    |

|                         | Storebrand        | SPP Pension & | Euroben Life and |
|-------------------------|-------------------|---------------|------------------|
|                         | Livsforsikring AS | Försäkring AB | Pension ltd.     |
| Modified duration       | 6.51              | 1.45          | 4.91             |
| Average effective yield | 1.8 %             | -0.1 %        | 0.4 %            |

The effective yield for each security is calculated using the observed market price. Calculated effective yields are weighted to give an average effective yield on the basis of each security's share of the total interest rate sensitivity. Interest rate derivatives are included in the calculation of modified duration and average efficient interest.

#### STOREBRAND LIVSFORSIKRING AS

|   | 2017       | 2016       |
|---|------------|------------|
| (NOK million)                                 | Fair value | Fair value |
| Government bonds                              | 12,578     | 11,512     |
| Corporate bonds                               | 25,138     | 10,457     |
| Structured notes                              |            |            |
| Collateralised securities                     | 7,792      | 5,907      |
| Bond funds                                    | 27,893     | 45,905     |
| Total bonds and other fixed-income securities | 73,401     | 73,780     |

#### Note 35 - Derivates

Storebrand Livsforsikring makes active use of financial derivatives. Derivative contracts are used in particular to make effective use of exposure to investment risk in order to create the potential for a sound long-term risk-adjusted investment return. Derivatives often provide a quicker, simpler and cheaper way to increase or reduce exposure to specific risks, and can also be used to protect the investment portfolio against adverse developments. The individual share and bond portfolios use financial derivatives to manage the overall risk exposure within the limits applied. Definitions of the various derivatives contracts used can be found in the "Terms and expressions" section.

#### NOMINAL VOLUM

Financial derivatives are related to underlying amounts which are not recognised in the statement of financial position. In order to quantify the scope of the derivatives, reference is made to amounts described as the underlying nominal principal, nominal volume, etc. Nominal volume is arrived at differently for different classes of derivatives, and provides some indication of the size of the position and risk the derivative presents.

Gross nominal volume principally indicates the size of the exposure, whilst net nominal volume provides some indication of the risk exposure. However, nominal volume is not a measure which necessarily provides a comparison of the risk represented by different types of derivatives. Unlike gross nominal volume, the calculation of net nominal volume also takes into account which direction of market risk exposure the instrument represents by differentiating between long (asset) positions and short (liability) positions.

A long position in an equity derivative produces a gain in value if the share price increases. For interest rate derivatives, a long position produces a gain if interest rates fall, as is the case for bonds. For currency derivatives, a long position results in a positive change in value if the relevant exchange rate strengthens against the NOK. Average gross nominal volume are based on daily calculations of gross nominal volume.

#### STOREBRAND LIVSFORSIKRING GROUP

|                        |           |              |              |             | Amounts th      | iat can,    |            |
|------------------------|-----------|--------------|--------------|-------------|-----------------|-------------|------------|
|                        |           | Gross        | Gross        | Net booked  | but are not pre | sented net  |            |
|                        | Gross     | booked value | booked value | financial.  | in the balance  | te sheet    |            |
|                        | nominal   | financial    | financial    | assets/     | Financial       | Financial.  |            |
| (NOK million)          | volume 1) | assets       | liabilities  | liabilities | assets          | liabilities | Net amount |
| Interest derivatives   | 75,823    | 3,676        | 934          |             | 1,198           | 76          | 2,742      |
| Currency derivatives   | 70,666    | 192          | 942          |             | 81              | 730         | -750       |
| Total derivatives 2017 | 146,488   | 3,868        | 1,877        |             | 1,280           | 806         | 1,991      |
| Total derivatives 2016 | 112,519   | 4,553        | 1,985        |             | 1,065           | 864         | 2,568      |

1) Values 31.12.

#### STOREBRAND LIVSFORSIKRING AS

|                        |           |              |              |             | Amounts th      | nat can,    |            |
|------------------------|-----------|--------------|--------------|-------------|-----------------|-------------|------------|
|                        |           | Gross        | Gross        | Net booked  | but are not pre | esented net |            |
|                        | Gross     | booked value | booked value | financial.  | in the balan    | ce sheet    |            |
|                        | nominal   | financial    | financial    | assets/     | Financial       | Financial.  |            |
| (NOK million)          | volume 1) | assets       | liabilities  | liabilities | assets          | liabilities | Net amount |
| Interest derivatives   | 37,075    | 1,295        | 173          |             | 1,198           | 76          | 1,122      |
| Currency derivatives   | 61,190    | 104          | 834          |             | 0               | 730         | -730       |
| Total derivatives 2017 | 98,265    | 1,399        | 1,007        |             | 1,199           | 806         | 392        |
| Total derivatives 2016 | 57,551    | 1,133        | 1,047        |             | 950             | 864         | 86         |

1) Values 31.12.

## Note 36 - Tangible fixed assets

#### STOREBRAND LIVSFORSIKRING GROUP

|  |           |          | Fixtures & | Real   |      |      |
|--|-----------|----------|------------|--------|------|------|
| (NOK million)                                      | Equipment | Vehicles | fittings   | estate | 2017 | 2016 |
| Book value 01.01                                   | 5         | 1        | 21         | 431    | 458  | 462  |
| Additions  | 3         | 1        | 2          | 5      | 11   | 27   |
| Disposals  |           | -1       |            | -7     | -9   | -13  |
| Revaluation booked in balance sheet                |           | 1        |            | 22     | 24   | 13   |
| Depreciation                                       | -3        |          | -12        |        | -16  | -15  |
| Currency differences from converting foreign units |           |          |            | 35     | 35   | -25  |
| Other changes                                      |           |          |            |        | 1    | 9    |
| Book value 31.12                                   | 6         | 1        | 11         | 487    | 504  | 458  |

#### DEPRECIATION PLAN AND FINANCIAL LIFETIME:

|                     | Straight line |
|---------------------|---------------|
| Deprecation plan:   | 3-10 year     |
| Equipment           | 3-5 year      |
| Fixtures & fittings | 50 year       |

#### STOREBRAND LIVSFORSIKRING AS

|                  |           | Fixtures & |      |      |
|------------------|-----------|------------|------|------|
| (NOK million)    | Equipment | fittings   | 2017 | 2016 |
| Book value 01.01 | 5         | 6          | 11   | 14   |
| Additions        | 3         |            | 4    | 4    |
| Depreciation     | -3        | -5         | -8   | -8   |
| Book value 31.12 | 5         | 1          | 7    | 11   |

#### DEPRECIATION PLAN AND FINANCIAL LIFETIME:

| Deprecation plan:   | Straight line |
|---------------------|---------------|
| Equipment           | 3-5 years     |
| Fixtures & fittings | 5 years       |

## Note 37 - Other receivables

|   | Storebrand Livs | forsikring Group | Storebrand Liv | vsforsikring AS |
|---|-----------------|------------------|----------------|-----------------|
| (NOK million)                               | 2017            | 2016             | 2017           | 2016            |
| Accounts receivable - not insurance related | 139             | 75               |                |                 |
| Receivables from brokers                    | 659             | 419              | 428            | 372             |
| Collateral received                         | 427             |                  | 310            |                 |
| Receivables yield tax                       | 1,827           | 1,241            |                |                 |
| Other current receivables                   | 218             | 281              | 44             | 38              |
| Total other receivables                     | 3,270           | 2,015            | 782            | 410             |

### Note 38 - Insurance liabilities by class of business

|                                       | Group pension | Group pension |            |           |                |                | Storebrand | Livsforsikring AS |
|---------------------------------------|---------------|---------------|------------|-----------|----------------|----------------|------------|-------------------|
|                                       | private insu- | public insu-  | Group life | Endowment | Annuity/pensi- | Non-life insu- |            |                   |
| (NOK million)                         | rance         | rance         | insurance  | insurance | on insurance   | rance          | 2017       | 2016              |
| Premium reserve                       | 221,616       | 2,404         | 1,425      | 10,392    | 14,379         |                | 250,215    | 234,028           |
| - of which IBNS                       | 1,713         | 173           | 1,228      | 1,143     | 26             |                | 4,282      | 1,837             |
| - of which premium income received in |               |               |            |           |                |                |            |                   |
| advance                               | 1,497         | 12            | 134        |           |                |                | 1,643      | 1,806             |
| Additional statutory reserves         | 6,933         | 199           |            | 227       | 896            |                | 8,254      | 6,794             |
| Market value adjust-<br>ment reserve  | 3,477         | 89            | 25         | 29        | 77             | 10             | 3,707      | 2,684             |
| Premium fund                          | 1,849         | 141           |            |           |                |                | 1,990      | 2,106             |
| Deposit fund                          | 567           |               |            |           |                |                | 567        | 553               |
| Pensioners' surplus<br>fund           | 6             |               |            |           |                |                | 6          | 12                |
| Conditional bonus                     |               |               |            |           |                |                | 0          | 0                 |
| Other technical reserves              |               |               |            |           |                | 631            | 631        | 684               |
| - of which IBNS                       |               |               |            |           |                | 573            | 573        | 646               |
| Total insurance                       |               |               |            |           |                |                |            |                   |
| liabilities                           | 234,448       | 2,833         | 1,450      | 10,649    | 15,351         | 641            | 265,372    | 246,860           |

|   | Ber    | nCo    | SPP Pension & Försäkring |         | Storebrand Livsforsikring group |         |
|---|--------|--------|--------------------------|---------|---------------------------------|---------|
| (NOK million)                                 | 2017   | 2016   | 2017                     | 2016    | 2017                            | 2016    |
| Premium reserve                               | 14,264 | 14,888 | 166,982                  | 151,907 | 431,462                         | 400,823 |
| - of which IBNS                               | 66     | 53     | 796                      | 740     | 5,145                           | 2,630   |
| - of which premium income received in advance |        |        |                          |         | 1,643                           | 1,806   |
| Additional statutory reserves                 |        |        |                          |         | 8,254                           | 6,794   |
| Market value adjustment reserve               |        |        |                          |         | 3,707                           | 2,684   |
| Premium fund                                  |        |        |                          |         | 1,990                           | 2,106   |
| Deposit fund                                  |        |        |                          |         | 567                             | 553     |
| Pensioners' surplus fund                      |        |        |                          |         | 6                               | 12      |
| Conditional bonus                             | 2,134  | 1,579  | 7,042                    | 5,663   | 9,176                           | 7,241   |
| Other technical reserves                      |        |        |                          |         | 631                             | 684     |
| - of which IBNS                               |        |        |                          |         | 573                             | 127     |
| Total insurance liabilities                   | 16,398 | 16,467 | 174,025                  | 157,570 | 455,794                         | 420,897 |

#### ENDOWMENT INSURANCE

|                                 | Profit     | Not eligible for  | Investment |        |       |
|---------------------------------|------------|-------------------|------------|--------|-------|
| (NOK million)                   | allocation | profit allocation | choice     | 2017   | 2016  |
| Premium reserve                 | 2,357      | 1,554             | 6,482      | 10,392 | 8,943 |
| Additional statutory reserves   | 227        |                   |            | 227    | 214   |
| Market value adjustment reserve | 20         | 10                |            | 29     | 41    |
| Total insurance liabilities     | 2,603      | 1,564             | 6,482      | 10,649 | 9,198 |

#### ANNUITY/PENSION INSURANCE

| Market value adjustment reserve Total insurance liabilities | 77<br>11,252 | 4.100      | 77<br><b>15,351</b> | 118<br><b>15,501</b> |
|---|--------------|------------|---------------------|----------------------|
| Additional statutory reserves                               | 896          |            | 896                 | 857                  |
| Premium reserve   | 10,279       | 4,100      | 14,379              | 14,526               |
| (NOK million)   | allocation   | choice     | 2017                | 2016                 |
|   | Profit       | Investment |                     |                      |

#### GROUP PENSION PRIVATE INSURANCE

|                                 | Company pen- | Paid-up poli- | Paid-up       | Company       | Occupatio-      | Occupational | Pension certi- |
|---------------------------------|--------------|---------------|---------------|---------------|-----------------|--------------|----------------|
|                                 | sion without | cies without  | policies with | pension       | nal pension     | pension with | ficate without |
|                                 | investment   | investment    | investment    | without       | without invest- | investment   | investment     |
| (NOK million)                   | choice       | choice        | choice        | profitsharing | ment choice     | choice       | choice         |
| Premium reserve                 | 27,014       | 121,636       | 6,749         |               | 1,042           | 231          | 13             |
| Additional statutory reserves   | 2,055        | 4,775         |               |               | 103             |              |                |
| Market value adjustment reserve | 1,328        | 2,026         |               |               | 84              |              |                |
| Premium fund                    | 1,002        | 12            |               |               | 26              |              |                |
| Deposit fund                    | 567          |               |               |               |                 |              |                |
| Pensioners' surplus fund        | 6            |               |               |               |                 |              |                |
| Total insurance liabilities     | 31,972       | 128,449       | 6,749         | 0             | 1,256           | 231          | 13             |

|                                 |                  |                  | Defined      |                  |                  |         |         |
|---------------------------------|------------------|------------------|--------------|------------------|------------------|---------|---------|
|                                 | Pension          | Occupatio-       | contribution | Pension capital  | Pension capital  |         |         |
|                                 | certificate with | nal pension      | pension with | certificate wit- | certificate with |         |         |
|                                 | investment       | without profits- | investment   | hout investment  | investment       |         |         |
| (NOK million)                   | choice           | haring           | choice       | choice           | choice           | 2017    | 2016    |
| Premium reserve                 |                  | 1,939            | 41,137       | 177              | 21,676           | 221,616 | 206,754 |
| Additional statutory reserves   |                  |                  |              |                  |                  | 6 933   | 5,550   |
| Market value adjustment reserve |                  | 29               |              | 10               |                  | 3 477   | 2,438   |
| Premium fund                    |                  | 809              |              |                  |                  | 1 849   | 1,999   |
| Deposit fund                    |                  |                  |              |                  |                  | 567     | 553     |
| Pensioners' surplus fund        |                  |                  |              |                  |                  | 6       | 12      |
| Total insurance liabilities     | 0                | 2,777            | 41,137       | 187              | 21,676           | 234,448 | 217,306 |

#### GROUP PENSION PUBLIC INSURANCE

|                                 | Defined benefit without |       |       |
|---------------------------------|-------------------------|-------|-------|
| (NOK million)                   | investment choice       | 2017  | 2016  |
| Premium reserve                 | 2,404                   | 2,404 | 2,480 |
| Additional statutory reserves   | 199                     | 199   | 173   |
| Market value adjustment reserve | 89                      | 89    | 64    |
| Premium fund                    | 141                     | 141   | 108   |
| Total insurance liabilities     | 2,833                   | 2,833 | 2,824 |

The table below shows the anticipated compensation payments (excl. repurchase and payment).

#### TREND IN CLAIMS AND BENEFITS DISBURSED

| (NOK mrd.)        | Storebrand Livsforsikring AS | BenCo | SPP |
|-------------------|------------------------------|-------|-----|
| 0-1 year          | 16                           | 7     | 2   |
| 1-3 years         | 34                           | 13    | 3   |
| More than 3 years | 204                          | 147   | 10  |
| Total             | 253                          | 167   | 14  |

#### NON-LIFE INSURANCE

|   | Storebrand Livsforsikring AS |      |  |
|---|------------------------------|------|--|
| (NOK million)                                     | 2017                         | 2016 |  |
| Reinsurance share of technical insurance reserves | 63                           | 106  |  |
| Total assets                                      | 63                           | 129  |  |
| Premium reserve                                   | 59                           | 37   |  |
| IBNS  | 573                          | 646  |  |
| Total assets                                      | 631                          | 684  |  |
| Market value adjustment reserve                   | 10                           | 6    |  |
| Total insurance liabilities                       | 641                          | 690  |  |

#### MARKET VALUE ADJUSTMENT RESERVE

| (NOK million)                          | 2017  | 2016  | Change 2017 |
|--|-------|-------|-------------|
| Equities and units                     | 3,037 | 1,266 | 1,770       |
| Bond and other fixed income securities | 670   | 1,417 | -747        |
| Total                                  | 3,707 | 2,684 | 1,024       |

#### Note 39 - Change in insurance liabilities in life insurance

#### INSURANCE OBLIGATIONS IN LIFE INSURANCE - CONTRACTUAL OBLIGATIONS

|  |          | Additional | Market value | Premium-, depo-   |
|--|----------|------------|--------------|-------------------|
|  | Premium- | statutory  | adjustment   | sit-, and pension |
| (NOK million)  | reserve  | reserves   | reserve      | surplus fund      |
| Book value 01.01   | 168,884  | 6,794      | 2,684        | 2,671             |
| Changes in insurance obligations recognised in the Profit and Loss account |          |            |              |                   |
| 2.1 Net realised reserves  | 832      | 1,371      | 1,024        | 23                |
| 2.2 Profit on the return   | 121      |            |              | 320               |
| 2.3 The risk profit allocated to the insurance agreements                  | -5       |            |              | 1                 |
| 2.4 Other allocation of profit   | 131      |            |              |                   |
| 2.5 Changes in insurance obligations from comprehensive income             |          |            |              |                   |
| Total changes in insurance obligations recognised in the Profit and        |          |            |              |                   |
| Loss account   | 1,079    | 1,371      | 1,024        | 344               |
| Non-realised changes in insurance liabilities                              |          |            |              |                   |
| 3.1 Transfers between funds  | -144     | 87         |              | 57                |
| 3.2 Transfers to/from the company  |          |            |              | -509              |
| Currency differences   | 23       | 2          |              |                   |
| Total non-realised changes in insurance liabilities                        | -120     | 89         |              | -452              |
| Book value 31.12   | 169,843  | 8,254      | 3,707        | 2,564             |

| Book value 31.12   | 631               | 184,999                | 181,716                |
|--|-------------------|------------------------|------------------------|
| Total non-realised changes in insurance liabilities                        | -43               | -527                   | -260                   |
| Currency differences   |                   | 26                     | -50                    |
| 3.2 Transfers to/from the company  | -43               | -552                   | -210                   |
| 3.1 Transfers between funds  |                   |                        |                        |
| Non-realised changes in insurance liabilities                              |                   |                        |                        |
| and Loss account   | -9                | 3,810                  | 1,970                  |
| Total changes in insurance obligations recognised in the Profit            |                   |                        |                        |
| 2.5 Changes in insurance obligations from comprehensive income             |                   |                        |                        |
| 2.4 Other allocation of profit   |                   | 131                    | 259                    |
| 2.3 The risk profit allocated to the insurance agreements                  |                   | -4                     |                        |
| 2.2 Profit on the return   |                   | 441                    | 501                    |
| 2.1 Net realised reserves  | -9                | 3,241                  | 1,209                  |
| Changes in insurance obligations recognised in the Profit and Loss account |                   |                        |                        |
| Book value 01.01   | 684               | 181,716                | 180,006                |
| (NOK million)  | insurance         | Livsforsikring AS 2017 | Livsforsikring AS 2016 |
|  | reserves non-life | Sum Storebrand         | Sum Storebrand         |
|  | Other technical   |                        |                        |

#### INSURANCE OBLIGATIONS IN LIFE INSURANCE - INVESTMENT CHOICE PORTFOLIO SEPARATELY

|   | Premie- | Sum Storebrand         | Sum Storebrand         |
|---|---------|------------------------|------------------------|
| (NOK million)   | reserve | Livsforsikring AS 2017 | Livsforsikring AS 2016 |
| Book value 01.01  | 65,144  | 65,144                 | 53,894                 |
| Changes in insurance obligations recognised in the Profit and Loss account          |         |                        |                        |
| 2.1 Net realised reserves   | 15,232  | 15,232                 | 11,256                 |
| Total changes in insurance obligations recognised in the Profit<br>and Loss account | 15,232  | 15,232                 | 11,256                 |
| Non-realised changes in insurance liabilities                                       |         |                        |                        |
| 3.1 Transfers between funds   |         |                        |                        |
| Currency differences  | -3      | -3                     | -6                     |
| Total non-realised changes in insurance liabilities                                 | -3      | -3                     | -6                     |
| Book value 31.12  | 80,372  | 80,372                 | 65,144                 |

### Note 40 - Other liabilities

|   | Storebrand Livs | forsikring Group | Storebrand Livsforsikring AS |       |  |
|---|-----------------|------------------|------------------------------|-------|--|
| (NOK million)   | 2017            | 2016             | 2017                         | 2016  |  |
| Accounts payable  | 175             | 132              | 49                           | 43    |  |
| Governmental fees and tax withholding                       | 312             | 301              | 83                           | 76    |  |
| Received collateral in cash                                 | 2,037           | 2,953            | 21                           | 763   |  |
| Debt broker   | 919             | 458              | 911                          | 458   |  |
| Subordinated Ioan SPP Pension & Försäkring AB <sup>1)</sup> |                 | 663              |                              |       |  |
| External financing of properties                            | 841             |                  |                              |       |  |
| Other current liabilities                                   | 625             | 745              | 1,044                        | 76    |  |
| Total other current liabilities                             | 4,908           | 5,252            | 2,108                        | 1,415 |  |

1) Subordinated loan in SPP Pension & Försäkring AB of SEK 700 million MSEK that is reclassified to current liabilities. The loan is repaid in January 2017.

#### Note 41 - Hedge accounting

#### STOREBRAND LIVSFORSIKRING GROUP

#### FAIR VALUE HEDGING OF THE INTEREST RATE RISK AND CASH FLOW HEDGING OF THE CREDIT MARGIN

Storebrand uses fair value hedging for interest risk. The hedged items are financial assets and financial liabilities measured at amortised cost. Derivatives are recognised at fair value over profit or loss. Changes in the value of the hedged item that can be attributed to the hedged risk are adjusted in the book value of the hedged item and recognised in the income statement.

Storebrand utilises cash flow hedging of its credit margin. The hedged items are liabilities that are measured at amortised cost. Derivatives are recognised at fair value in the accounts. The proportion of the gain or loss on the hedging instrument that is deemed to be effective hedging is recognised in total comprehensive income. The proportion is subsequently reclassified to profit or loss in step with the hedged item's effect on earnings

#### Hedging instrument/hedged item

|                     | 2017        |        |             |        | 2016          |          |        |             |        |               |
|---------------------|-------------|--------|-------------|--------|---------------|----------|--------|-------------|--------|---------------|
|                     |             | Book v | alue 1)     |        | Recognised in | Con-     | Book v | alue 1)     |        | Recognised in |
|                     | Contract/ — |        |             |        | compre-       | tract/ - |        |             |        | compre-       |
|                     | nominal     |        |             |        | hensive       | nominal  |        |             |        | hensive       |
| (NOK million)       | value       | Assets | Liabilities | Booked | income        | value    | Assets | Liabilities | Booked | income        |
| Interest rate swaps | 2,273       | 1,133  |             |        | 188           | 2,273    | 932    |             |        | -197          |
| Subordinated loans  | -2,238      |        | 3,227       | -22    | -154          | -2,238   |        | 3,027       | -13    | 137           |

1) Book values as at 31.12.

#### CURRENCY HEDGING OF NET INVESTMENT IN SPP

In 2017, Storebrand utilised cash flow hedging for the currency risk linked to Storebrand's net investment in SPP. 3 month rolling currency derivatives were used in which the spot element in these is used as the hedging instrument. In 2016 and 2017, a time-limited subordinated loan total of SEK 1 750 million was taken up. The loan was used as a hedging instrument relating to the hedging of the net investment in SPP. The effective share of hedging instruments is recognised in total profit. The net investment in SPP is partly hedged and therefore the expectation is that future hedge effectiveness will be around 100 per cent.

#### Hedging instrument/hedged item

|  | 2017          |               |             |               | 2016     |             |
|--|---------------|---------------|-------------|---------------|----------|-------------|
|  |               | Book value 1) |             |               | Book val | ue 1)       |
|  | Contract/     |               |             | Contract/     |          |             |
| (NOK million)                            | nominal value | Assets        | Liabilities | nominal value | Assets   | Liabilities |
| Currency derivatives                     | -4,200        |               | 69          | -4,700        |          | 51          |
| Subordinated loans as a hedge instrument | -1,750        |               | 1,797       | -750          |          | 722         |
| Underlying items                         |               | 5,862         |             |               | 5,560    |             |

1) Book values at 31.12.

#### STOREBRAND LIVSFORSIKRING AS

#### FAIR VALUE HEDGING OF THE INTEREST RATE RISK AND CASH FLOW HEDGING OF THE CREDIT MARGIN

Storebrand uses fair value hedging for interest risk. The hedged items are financial assets and financial liabilities measured at amortised cost. Derivatives are recognised at fair value over profit or loss. Changes in the value of the hedged item that can be attributed to the hedged risk are adjusted in the book value of the hedged item and recognised in the income statement.

Storebrand utilises cash flow hedging of its credit margin. The hedged items are liabilities that are measured at amortised cost. Derivatives are recognised at fair value in the accounts. The proportion of the gain or loss on the hedging instrument that is deemed to be effective hedging is recognised in total comprehensive income. The proportion is subsequently reclassified to profit or loss in step with the hedged item's effect on earnings.

#### Hedging instrument/hedged item

|                     | 2017        |        |             |        |               |             |        | 2016        |        |               |
|---------------------|-------------|--------|-------------|--------|---------------|-------------|--------|-------------|--------|---------------|
|                     |             | Book v | alue 1)     |        | Recognised in |             | Book v | alue 1)     |        | Recognised in |
|                     | Contract/ - |        |             |        | compre-       | Contract/ - |        |             |        | compre-       |
|                     | nominal     |        |             |        | hensive       | nominal     |        |             |        | hensive       |
| (NOK million)       | value       | Assets | Liabilities | Booked | income        | value       | Assets | Liabilities | Booked | income        |
| Interest rate swaps | 2,273       | 1,133  |             |        | 188           | 2,273       | 932    |             |        | -197          |
| Subordinated loans  | -2,238      |        | 3,227       | -22    | -154          | -2,238      |        | 3,027       | -13    | 137           |

1) Book values as at 31.12.

#### Note 42 - Collateral

|  | Storebrand Livs | forsikring Group | Storebrand Livsforsikring AS |       |
|--|-----------------|------------------|------------------------------|-------|
| (NOK million)  | 2017            | 2016             | 2017                         | 2016  |
| Collateral for Derivatives trading                         | 2,249           | 2,179            | 1,185                        | 1,102 |
| Collateral received in connection with Derivatives trading | -21             | -3,087           | -21                          | -763  |
| Total received and pledged collateral                      | 2,228           | -908             | 1,164                        | 339   |

Collateral pledged in connection with futures and options are regulated on a daily basis in the daily margin clearing on each contracts. Collateral is received and paid in the form of cash and securities.

#### Note 43 - Contingent liabilities

|   | Storebrand Livsforsikring Group |       | Storebrand Livsforsikring AS |       |
|---|---------------------------------|-------|------------------------------|-------|
| (NOK million)   | 2017                            | 2016  | 2017                         | 2016  |
| Uncalled residual liabilities re limited partnership                    | 5,451                           | 2,971 | 4,647                        | 2,249 |
| Debt note to Silver Pensjonsforsikring in conjunction with acquisitions | 520                             |       | 520                          |       |
| Total contingent liabilities  | 5,971                           | 2,971 | 5,167                        | 2,249 |

The debt note is conditioned by Silver Pensjonsforsikring no longer being under public administration

Storebrand Livsforsikring AS has unsued credit limits on loans and receivables to customers, see note 10 credit risk.

The Storebrand Group companies are engaged in extensive activities in Norway and abroad, and are subject for client complaints and may become part in legal disputes.

#### Note 44 - Transactions with related parties

Companies in the Storebrand Livsforsikring Group have transactions with other companies in the Storebrand Group, senior employees and shareholders in Storebrand ASA. These are transactions that are a part of the products and services offered by the companies in the group to their customers. The transactions are entered into on commercial terms and include occupational pensions, private pensions savings, leasing of premises, and lending.

During 2017 Storebrand Livsforsikring AS has bought morgages from sistercompany Storebrand Bank ASA. The transactions are entered into in commercial terms. Total value of the portfolio is NOK 9.4 billions.

Internal transactions between group companies are eliminated in the consolidated financial statements, with the exception of transactions between the customer portfolio in Storebrand Livsforsikring AS and other units in the group. See further description in Note 1 Accounting Principles.

Also see note 23 Remuneration of senior employees and elected officers and note 31 Parent company's holding of equities in subsidiaries and associated companies.

|                                | 2017          |              | 2016          | 16           |  |
|--------------------------------|---------------|--------------|---------------|--------------|--|
|                                | Sale/purchase | Receivables/ | Sale/purchase | Receivables/ |  |
| (NOK million)                  | of services   | liabilities  | of services   | liabilities  |  |
| Group companies:               |               |              |               |              |  |
| Storebrand ASA                 | 29            |              | 26            | 1            |  |
| Storebrand Bank ASA            | 52            | 5            | 44            | -10          |  |
| Storebrand Asset Management AS | 107           | 25           | 93            | -2           |  |
| Storebrand Forsikring AS       | 148           | 28           | 108           | 13           |  |

#### Note 45 - Solvency II

Storebrand Livsforsikring is an insurance company with capital requirements in accordance with Solvency II.

The calculations below are for Storebrand Livsforsikring AS when Storebrand Livsforsikring Group no longer entitled to report solvency. The requirement on consolidated level only applies to Storebrand Group.

The solvency capital requirement and minimum capital requirement are calculated in accordance with Section 8 and 22 of the Solvency II Regulations using the standard method and include the effect of the transitional arrangement for shares pursuant to Section 58 of the Solvency II Regulations.

The models used as a basis for the calculation of capital requirements and solvency capital are based on a number of requirements and assumptions that are partly specified in the regulations and partly interpreted by Storebrand based on the regulations. The most important assumptions and estimates in the calculation relate to the risk-reducing capacity of deferred tax, future margins and reserve developments, as well as the value of the customers guarantees and options. The assumptions and estimates are reviewed on an ongoing basis and are based on historical experience and expectations of future events and represent the management's best judgment at the time the financial statement were prepared. Changes to the regulations, methods and interpretations may be made that could affect the Solvency II margin in the future.

The solvency capital largely appears as net assets in the Solvency II balance sheet with the addition of eligible subordinated loans and deducted for own shares and ineligible minority interests. The solvency capital is therefore significantly different to book equity in the financial statements. Technical insurance reserves are calculated in accordance with the standard method and include the effect of the transitional arrangement pursuant to Section 56 (1) - (6) of the Solvency II Regulations. The transitional arrangement entails that the increase in the value of the technical insurance reserves is phased in gradually over a period of 16 years. The composition of solvency capital appears in the table below.

The solvency capital is divided into three capital groups in accordance with Section 6 of the Solvency II Regulations. Group 1 capital consists of paid-in capital and reconciliation reserve. It also includes perpetual subordinated loans (perpetual hybrid Tier 1 capital) with up to 20 per cent of Group 1 capital.

Other subordinated loans (time limited) and risk equalisation reserve are categorised as Group 2 capital. Group 2 capital can cover up to 50 per cent of the solvency capital requirement and up to 20 per cent of the minimum capital requirement. Eligible minority interests and deferred tax assets are categorised as Group 3 capital. Group 3 capital can cover up to 15 per cent of the solvency capital requirement. Group 3 capital can cover up to 15 per cent of the solvency capital requirement. Group 3 capital can cover up to 15 per cent of the solvency capital requirement.

Subordinated loans issued prior to 17 January 2015 are covered by a transitional arrangement that will continue until 2026 and during this period these loans will qualify as Group 1 capital despite them not fully satisfying the requirements for viable capital in the Solvency II regulations.

Profit earned that is included as equity in the financial statements must be replaced by the reconciliation reserve in the solvency balance. The reconciliation reserve also includes profit earned, but based on the valuation of assets and liabilities in the solvency balance. The reconciliation reserve will also include the present value of future profits. The value of future profits is implicitly included as a consequence of the valuation of the insurance liability.

#### SOLVENCY CAPITAL

|   |        |           | 31.12.216 |        |        |        |
|---|--------|-----------|-----------|--------|--------|--------|
|   |        | Tier 1    | Tier 1    |        |        |        |
| (NOK million)   | Total  | unlimited | limited   | Tier 2 | Total  | Total  |
| Share capital   | 3,540  | 3,540     |           |        | 3,540  | 3,540  |
| Share premium   | 9,711  | 9,711     |           |        | 9,711  | 9,711  |
| Reconciliation reserve                                | 22,088 | 22,088    |           |        | 18,373 | 18,373 |
| Including the effect of the transitional arrangement  | 4,513  | 4,513     |           |        | 3,073  |        |
| Subordinated loans                                    | 8,547  |           | 2,642     | 5,905  | 7,198  | 140    |
| Risk equalisation reserve                             | 143    |           |           | 143    | 140    |        |
| Expected dividend                                     | -1,300 | -1,300    |           |        |        |        |
| Total solvency capital                                | 42,728 | 34,039    | 2,642     | 6,048  | 38,962 | 38,962 |
| Total solvency capital available to cover the minimum |        |           |           |        |        |        |
| capital requirement                                   | 37,928 | 34,039    | 2,642     | 1,248  | 35,529 | 35,529 |

The capital requirement in Solvency II appears as the total of changes in solvency capital calculated under different types of stress, less diversification. The largest part of the capital requirement appears from financial market stress and particularly relates to changes in interest rates and falls in the equity markets, as well as increased credit spreads. There is also the insurance risk, for which the most important capital requirement comes from stress relating to the transfer of existing customers within defined contribution pensions. The solvency capital requirement appears in the table below.

#### SOLVENCY CAPTIAL REQUIREMENT AND -MARGIN

| (NOK million)               | 31.12.17 | 31.12.16 |
|-----------------------------|----------|----------|
| Market                      | 20,336   | 21,791   |
| Counterparty                | 449      | 423      |
| Life                        | 6,434    | 5,180    |
| Health                      | 540      | 524      |
| Operational                 | 990      | 953      |
| Diversification             | -4,646   | -4,012   |
| Loss-absorbing tax effect   | -5,015   | -5,401   |
| Total solvency requirement  | 19,088   | 19,457   |
| Solvency margin             | 223.8 %  | 200.2 %  |
| Minimum capital requirement | 6 240    | 6 651    |
| Minimum margin              | 607.8 %  | 534.2 %  |

## Note 46 - Return on capital

#### STOREBRAND LIVSFORSIKRING AS

|                                | 201              | 7                | 201    | 6                | 201              | 15               | 201              | 4                | 201    | 3                | 201    | 2                |
|--------------------------------|------------------|------------------|--------|------------------|------------------|------------------|------------------|------------------|--------|------------------|--------|------------------|
| (NOK million)                  | Booked<br>return | Market<br>return | Booked | Market<br>return | Booked<br>return | Market<br>return | Booked<br>return | Market<br>return | Booked | Market<br>return | Booked | Market<br>return |
| Contractual obligations        | Tetum            | return           | Tetum  | retuin           | return           | return           | Tetum            | return           | return | Tetum            | return |                  |
| total                          | 4.8 %            | 5.3 %            | 6.0 %  | 4.8 %            | 5.2 %            | 4.3 %            | 5.2 %            | 6.3 %            | 3.0 %  | 4.6 %            | 5.6 %  | 6.2 %            |
| As portfolio:                  |                  |                  |        |                  |                  |                  |                  |                  |        |                  |        |                  |
| Group defined benefit public   |                  |                  |        |                  | 3.2 %            | 2.2 %            | 4.3 %            | 4.2 %            |        |                  |        |                  |
| Group defined benefit private  | 4.9 %            | 5.5 %            | 6.4 %  | 5.0 %            | 5.4 %            | 3.9 %            | 5.4 %            | 6.6 %            |        |                  |        |                  |
| Group defined benefit low      |                  |                  |        |                  |                  |                  |                  |                  | 3.8 %  | 4.2 %            | 5.9 %  | 6.1 %            |
| Group defined benefit standard |                  |                  |        |                  |                  |                  |                  |                  | 3.3 %  | 5.3 %            | 5.8 %  | 6.8 %            |
| Group defined benefit<br>high  |                  |                  |        |                  |                  |                  |                  |                  |        |                  | 5.7 %  | 7.1 %            |
| Swedish branch                 | 6.1 %            | 5.7 %            | 4.2 %  | 3.3 %            | 5.5 %            | 4.5 %            | 6.5 %            | 6.9 %            | 3.7 %  | 5.1 %            | 4.9 %  | 5.6 %            |
| Paid-up policies               | 4.8 %            | 5.5 %            | 5.9 %  | 4.8 %            | 5.4 %            | 4.8 %            | 5.4 %            | 6.4 %            | 2.2 %  | 4.0 %            | 5.4 %  | 5.7 %            |
| Individual                     | 4.5 %            | 4.2 %            | 6.4 %  | 4.3 %            | 4.9 %            | 4.4 %            | 4.1 %            | 5.8 %            | 4.9 %  | 5.4 %            | 5.7 %  | 6.0 %            |

|                                     | 2017  | 2016  | 2015  | 2014  | 2013  | 2012  |
|-------------------------------------|-------|-------|-------|-------|-------|-------|
| Return on capital company portfolio | 4.6 % | 4.7 % | 3.0 % | 5.0 % | 4.2 % | 5.4 % |

#### Note 47 - Number of employees

|  | Storebrand Liv | sforsikring Group | Storebrand Livsforsikring AS |      |  |
|--|----------------|-------------------|------------------------------|------|--|
| (NOK million)                          | 2017           | 2016              | 2017                         | 2016 |  |
| Number of employees 31.12              | 1,294          | 1,383             | 731                          | 786  |  |
| Average number of employees            | 1,324          | 1,448             | 752                          | 807  |  |
| Fulltime equivalent positions 31.12    | 1,281          | 1,365             | 723                          | 774  |  |
| Average number of fulltime equivalents | 1,309          | 1,426             | 742                          | 794  |  |

# Declaration by the Members of the Board and the CEO

#### STOREBRAND LIVSFORSIKRING AS AND STOREBRAND LIVSFORSIKRING GROUP

On this date, the Board and CEO have discussed and approved the annual report and annual financial statements for Storebrand Livsforsikring AS and Storebrand Livsforsikring Group for the 2017 financial year and as per 31 December 2017.

The financial statements are prepared in accordance with the "Regulation on the annual accounts etc. of insurance companies" for the parent company and the consolidated financial statements are presented using EU-approved International Financial Reporting Standards (IFRS) and the additional requirements of the Securities Trading Act.

In the best judgment of the Board and CEO the annual financial statements and consolidated financial statements for 2016 have been prepared in accordance with applicable accounting standards, and the information in the financial statements provides a fair and true picture of the assets, liabilities, financial standing and results as a whole of the parent company and the group as per 31 December 2017. In the best judgment of the Board and CEO the annual report provides a fair and true overview of important events during the accounting period and their effects on the annual financial statements and consolidated financial statements. In the best judgment of the Board and CEO the descriptions of the most important risk and uncertainty factors the group faces in the next accounting period, as well as the descriptions of related parties' significant transactions, also provide a fair and true overview.

> Lysaker, 6 February 2018 The Board of Directors of Storebrand Livsforsikring AS

> > Translation – not to be signed

Odd Arlid Grefstad - Chairman of the Board -

Ole Peik Norenberg

Vibeke Hammer Madsen

Bodil Catherine Valvik

Sigurd Nilsen Ribu

Hans Henrik Klouman

Jan Otto Risebrobakken

Geir Holmgren - Chief Executive Officer -

# Revisjonsberetning

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Translation from the original Norwegian version

To the General Meeting of Storebrand Livsforsikring AS

INDEPENDENT AUDITOR'S REPORT

#### **Report on the Audit of the Financial Statements**

#### Opinion

We have audited the financial statements of Storebrand Livsforsikring AS. The financial statements comprise:

- The financial statements of the parent company, which comprise the balance sheet as at 31 December 2017, and the statement of comprehensive income, statement of changes in equity, cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and
- The financial statements of the group, which comprise the balance sheet as at 31 December 2017, and the statement of comprehensive income, statement of changes in equity, cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion:

- The financial statements are prepared in accordance with the law and regulations.
- The accompanying financial statements give a true and fair view of the financial position of the
  parent company as at 31 December 2017, and its financial performance and its cash flows for the
  year then ended in accordance with the Norwegian Accounting Act and accounting standards and
  practices generally accepted in Norway.
- The accompanying financial statements present fairly, in all material respects, the financial position
  of the group as at 31 December 2017, and its financial performance and its cash flows for the year
  then ended in accordance with International Financial Reporting Standards as adopted by the EU.

#### Basis for Opinion

We conducted our audit in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company and the Group as required by laws and regulations, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

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# **Deloitte.**

IT-systems and control activities relevant to financial reporting

| Key audit matter  | How the matter was addressed in the audit  |
|---|--|
| The group Storebrand Livsforsikring AS<br>(Storebrand Livsforsikring) has an<br>extensive IT environment which includes<br>several IT systems. The IT systems are<br>both internally developed and standardized<br>systems with varying degree of | Storebrand Livsforsikring has established an overall<br>governance model and control activities related to its<br>IT- systems. We have gained an understanding of<br>Storebrand Livsforsikring's overall governance model<br>for the IT-systems relevant to financial reporting. |
| customizations and modifications.   | We assessed and tested the design of selected control activities relevant to financial reporting related to IT-  |
| The operation of the IT systems is largely outsourced to various service providers.   | operations, change management and information<br>security. For a sample of these control activities, we<br>tested if they operated effectively in the reporting  |
| Storebrand Livsforsikring's IT systems are essential for the accounting and reporting   | period.  |
| of completed transactions, in order to<br>provide the basis for important estimates<br>and calculations, and to provide relevant<br>notes.<br>We refer to note 6 for a more detailed  | We assessed and tested the design of selected<br>automated control activities within the IT- systems.<br>For a sample of these control activities, we tested if<br>they operated effectively in the reporting period.  |
| description of management and operation of IT systems in Storebrand Livsforsikring.   | We assessed third-party confirmations (ISAE 3402<br>reports) from two of Storebrand Livsforsikring's<br>service providers to assess whether these service  |
| Effective internal controls related to IT systems both at Storebrand and at the service providers is vital to ensure  | providers had adequate internal controls in areas that are important for Storebrand's financial reporting.   |
| accurate, complete and reliable financial<br>reporting and is therefore a key audit<br>matter.  | We used our own IT specialists to understand the overall governance model for IT and in the assessment and testing of the control activities related to IT.  |
|   |  |

| Key audit matter  | How the matter was addressed in the audit   |
|---|---|
| Measurement of the Group's insurance<br>liabilities is based on various methods and<br>models and on complex calculations and<br>many assumptions related to future<br>development and estimates which are<br>uncertain.  | Storebrand Livsforsikring has established various control<br>activities related to the measurement of IBNS reserves<br>for risk products in life insurance ("IBNS reserves"), and<br>for insurance liabilities related to insurance contracts<br>with guaranteed interest in the Swedish operations.  |
| Note 1 includes a description of the relevant<br>accounting policies, note 2 describes<br>important accounting estimates and<br>judgement, note 7 describes insurance risk<br>and note 38 specifies the insurance   | For IBNS reserves we assessed and tested the design of<br>selected control activities related to parts of the input<br>data and some calculations. For a sample of these<br>control activities, we tested if they operated effectively<br>in the reporting period.  |
| liabilities.<br>The calculation models, assumptions and<br>estimates will be of particular significance<br>for the measurement of the IBNS reserves<br>related to risk products in life insurance. The<br>calculation models and assumptions used to<br>estimate future expected payments | For the measurement of the insurance liabilities related<br>to insurance contracts with guaranteed interest in the<br>Swedish operations, we assessed and tested the design<br>of selected control activities related to determination of<br>the yield curve used in the discounting. For a sample of<br>these control activities, we tested if they operated<br>effectively in the reporting period. |

#### Measurement of insurance liabilities

# **Deloitte.**

Measurement of insurance liabilities, cont.

| Key audit matter  | How the matter was addressed in the audit   |
|---|---|
| and to determine the yield curve used in<br>the discounting, will be of particular<br>significance for the measurement of the<br>insurance liabilities related to insurance<br>contracts with guaranteed interest in the<br>Swedish operations. The calculation models, | We challenged the choice of models and assumptions<br>used in measuring the IBNS reserves by performing our<br>own simplified calculations of selected parts of the IBNS<br>reserves. We used Storebrand's input data for the<br>calculations.  |
| assumptions and estimates are crucial for<br>the measurement of these insurance<br>liabilities and therefore they are a key audit<br>matter.  | For the insurance liabilities related to insurance<br>contracts with guaranteed interest in the Swedish<br>operations we assessed selected assumptions. We also<br>compared selected models used by Storebrand<br>Livsforsikring to determine the yield curve used in the<br>discounting to the requirements in the Swedish<br>regulations. |
|   | We assessed whether the notes for the IBNS reserves<br>and insurance liabilities related to insurance contracts<br>with guaranteed interest in the Swedish operations<br>were adequate.   |
|   | We have used our own actuaries to assess the selection of models and assumptions, as well as when performing our own simplified calculations of selected parts of the IBNS reserves.  |

| Valuation of fin | nancial instruments | and investment | property | (level 3 | 3) |
|------------------|---------------------|----------------|----------|----------|----|
|------------------|---------------------|----------------|----------|----------|----|

| Key audit matter  | How the matter was addressed in the audit  |
|---|--|
| The value of financial instruments and<br>investment property classified as level 3<br>investments according to IFRS<br>(«investments») amount to | Storebrand Livsforsikring has established various<br>control activities related to the valuation of investments<br>classified as Level 3 in IFRS.  |
| NOK mill 42.502 as of 31 December 2017,<br>of which NOK mill 28.861 in investment<br>property.  | We assessed and tested the design of selected control<br>activities related to the determination of fair value of<br>investment properties. For a sample of investment<br>properties, we tested if these control activities operated |
| Note 2 and 12 describes important   | effectively in the reporting period.   |
| accounting estimates and judgement related to valuation of level 3 investments.   | We assessed whether the valuation methods applied for investment properties and financial instruments were in  |
| The valuation of investments not traded in active markets, level 3 investments, are uncertain and the valuations are based on                     | accordance with industry valuation standards and practice.   |
| several assumptions and estimates.  | For a sample of investment properties and financial instruments, we compared the reported fair value to  |
| The assumptions and estimates are crucial to the valuation, and the valuation of level  | the valuations.  |

| Key audit matter                                | How the matter was addressed in the audit  |
|---|--|
| 3 investments are therefore a key audit matter. | For a sample of investment properties we assessed the changes in fair value throughout the year. We obtained and assessed Storebrand Livsforsikring's reasoning for the changes. |
|   | We also assessed whether the notes related to the financial instruments and investment properties classified as Level 3 investments were adequate.                               |

Valuation of financial instruments and investment property (level 3), cont.

#### Other information

Management is responsible for the other information. The other information comprises the Annual Report for 2017, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

#### Responsibilities of the Board of Directors and the Managing Director for the Financial Statements

The Board of Directors and the Managing Director (management) are responsible for the preparation and fair presentation of the financial statements of the parent company in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway, and for the preparation and fair presentation of the financial statements of the group in accordance with International Financial Reporting Standards as adopted by the EU, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's and the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern. The financial statements of the parent company use the going concern basis of accounting insofar as it is not likely that the enterprise will cease operations. The financial statements of the group use the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

# Deloitte.

As part of an audit in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- identify and assess the risks of material misstatement of the financial statements, whether due to
  fraud or error. We design and perform audit procedures responsive to those risks, and obtain audit
  evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not
  detecting a material misstatement resulting from fraud is higher than for one resulting from error,
  as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override
  of internal control.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- conclude on the appropriateness of management's use of the going concern basis of accounting
  and, based on the audit evidence obtained, whether a material uncertainty exists related to events
  or conditions that may cast significant doubt on the Company's ability to continue as a going
  concern. If we conclude that a material uncertainty exists, we are required to draw attention in our
  auditor's report to the related disclosures in the financial statements or, if such disclosures are
  inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to
  the date of our auditor's report. However, future events or conditions may cause the Company to
  cease to continue as a going concern.
- evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

#### **Report on Other Legal and Regulatory Requirements**

#### Opinion on the Board of Directors' report

Based on our audit of the financial statements as described above, it is our opinion that the information presented in the Board of Directors' report and in the statements on Corporate Governance and Corporate Social Responsibility concerning the financial statements, the going concern assumption, and the proposal for the allocation of the profit is consistent with the financial statements and complies with the law and regulations.



#### **Opinion on Registration and Documentation**

Based on our audit of the financial statements as described above, and control procedures we have considered necessary in accordance with the International Standard on Assurance Engagements (ISAE) 3000, Assurance Engagements Other than Audits or Reviews of Historical Financial Information, it is our opinion that management has fulfilled its duty to produce a proper and clearly set out registration and documentation of the Company's accounting information in accordance with the law and bookkeeping standards and practices generally accepted in Norway.

Oslo, 6 February 2018 Deloitte AS

#### **Henrik Woxholt**

State Authorised Public Accountant (Norway)

Note: This translation from Norwegian has been prepared for information purposes only.

# Terms and expressions

#### GENERAL

#### Subordinated loan capital

Subordinated loan capital is loan capital that ranks after all other debt. Subordinated loan capital forms part of the tier 2 capital for solvency capital calculations.

#### Duration

Average remaining term to maturity of the cash flow from interest-bearing securities. The modified duration is calculated based on the duration and expresses the sensitivity to the underlying interest rate changes.

#### Equity

Equity consists of paid-in capital, retained earnings and minority interests. Paid-in capital includes share capital, share premium reserve and other paid-in capital. Retained earnings include other equity and reserves.

#### Solvency II

Solvency II is a common set of European regulatory requirements for the insurance industry. Under Solvency II, the size of the capital requirement will be determined by the amount of risk the company is exposed to.

#### **INSURANCE**

#### Reinsurance (Reassurance)

The transfer of part of the risk to another insurance company.

# IBNR reserves (incurred but not reported)

Reserves for the compensation of insured events that have occurred, but not yet been reported to the insurance company.

# RBNS reserves (reported but not settled)

Reserves for the compensation of reported, but not yet settled claims.

#### LIFE INSURANCE

#### RETURN ON CAPITAL

The booked return on capital shows net realised income from financial assets and changes in the value of real estate and exchange rate changes for financial assets, expressed as a percentage of the year's average capital in customer funds with guarantees and in the company portfolio, respectively. The market return shows the total income realised from financial assets, changes in the value of real estate and the year's change in unrealised gains or losses, expressed as a percentage of the year's average total capital in customer funds with guarantees and in the company portfolio, respectively, at market value.

#### GROUP CONTRACTS Group defined benefit pensions (DB)

Guaranteed pension payments from a specified age for as long as the insured person lives. Alternatively, it can be agreed that the pension will end at a specified age. The product is offered in both the private and public sectors. The cover includes retirement, disability and survivor pensions.

#### Group defined contribution pensions (defined contribution – DC)

In group defined contribution pensions the premium is stated as a percentage of pay, while the payments are unknown. The customer bears all the financial risk during the saving period.

#### Group one-year risk cover

These products involve guaranteed payments upon death or disability, and a waiver of premiums in the event of disability.

#### Paid-up policies (benefit) and pension capital certificate (contribution)

These are contracts with earned rights that are issued upon withdrawal from or the termination of pension contracts.

#### RESULT

Group life insurance

Group life insurance in which an

insured sum is payable on the

death of a member of the group.

Such insurance can be extended

Life insurance offering an invest-

ment choice, whereby the custo-

mer can influence the level of risk

and return by selecting in which

funds assets are to be invested.

Applies to both individual policies

and group defined contribution

INDIVIDUAL CONTRACTS

or pension insurance

end at a specified age.

Individual endowment

Individual Unit Linked

bears the financial risk.

**Contractual liabilities** 

insurance

insurance

Individual allocated annuity

Contracts with guaranteed pay-

ments for as long as the insured person lives. Alternatively, it can

be agreed that the pension will

Contracts involving a single pay-

ment in the event of attaining a

specified age, death or disability.

Endowment insurance or allocated

annuity in which the customer

Allocations to premium reserves

for contractual liabilities shall, as

a minimum, equal the difference

between the capital value of the

company's future liabilities and

the capital value of future net pre-

miums (prospective calculation

method). Additional benefits due

to an added surplus are included.

to cover disability insurance.

Unit Linked

pensions.

#### Administration result

The administration result is the difference between the premiums paid by customers pursuant to the tariff and the company's actual operating costs. The income consists of fees based on the size of customer assets, premium volumes or numbers in the form of unit prices. Operating costs consist of, among other things, personnel costs, marketing, commissions and IT costs.

#### **Financial result**

The financial result consists of the net financial income from financial assets for the group portfolio (group and individual products without any investment choice) less the guaranteed return.

#### Risk result

The risk result consists of premiums the company charges to cover insurance risks less the actual costs in the form of insurance reserves and payments for insured events such as death, pensions, disability and accidents.

#### **Profit sharing and profit allocated to owner** See note 4.

See note 4.

#### **OTHER TERMS**

# Insurance reserves – life insurance

For a more detailed description of the technical insurance reserves and accrual accounting for premiums and compensation, see note 1 – accounting policies.

#### Solidity capital

The term solidity capital includes equity, subordinated loan capital, market value adjustment reserve, additional statutory reserves, conditional bonuses, surplus/deficit related to bonds at amortised cost and retained earnings. The solvency capital is also calculated as a percentage of total customer funds, excluding additional statutory reserves and conditional bonuses.

#### FINANCIAL DERIVATIVES

The term "financial derivatives" embraces a wide range of financial instruments for which the current value and future price movements are determined by equities, bonds, foreign currencies or other traditional financial instruments. Derivatives require less capital than is the case for traditional financial instruments, such as equities and bonds, and are used as a flexible and cost-effective supplement to traditional instruments in portfolio management. Financial derivatives can be used to hedge against unwanted financial risks, or to create a desired risk exposure in place of using traditional financial instruments.

#### Share options

The purchase of share options confers a right (but not an obligation) to buy or sell shares at a pre-determined price. Share options may be related to stock market indices as well as to specific individual stocks. The sale of share options implies the equivalent one-sided obligation. In general, exchange traded and cleared options are used.

# Stock futures (stock index futures)

Stock futures contracts can be related to individual shares, but are normally related to stock market indices. Stock futures contracts are standardised futures contracts, which are exchange traded, and are subject to established clearing arrangements. Profits and losses on futures contracts are recognised daily, and are settled on the following day.

#### Cross currency swaps

A cross currency swap is an agreement to exchange principal and interest rate terms in different currencies. At the maturity of the contract, the principal and interest rate terms are exchanged back to the original currency. Cross currency swaps are used, for example, to hedge returns in a specific currency or to hedge foreign currency exposure.

# Forward Rate Agreements (FRA)

FRAs are agreements to pay or receive the difference between an agreed fixed rate of interest and the actual rate for a fixed amount and period of time. This difference is settled at the start of the future interest period. FRA contracts are particularly appropriate for the management of short-term interest rate exposure.

#### **Credit derivatives**

Credit derivatives are financial contracts that transfer all or part of the credit risk associated with loans, bonds and similar instruments from the purchaser of the protection (seller of the risk) to the seller of the protection (purchaser of the risk). Credit derivatives are transferable instruments that make it possible to transfer the credit risk associated with particular assets to a third party without selling the assets.

#### Interest rate futures

Interest rate futures contracts are related to government bond rates or short-term benchmark interest rates. Interest rate futures are standardised contracts which are exchange traded and are subject to established clearing arrangements. Profits and losses on futures contracts are recognised daily and settled on the following day.

# Interest rate swaps/asset swaps

Interest rate swaps/asset swaps are agreements between two-parties to exchange interest rate terms for a specified period. This is normally an agreement to exchange fixed rate payments for floating rate payments. This instrument is used to manage or change the interest rate risk.

#### Interest rate options

Interest rate options can be related to either bond yields or money market rates. The purchase of interest rate options related to bonds (also known as bond options) confers a right (but not an obligation) to buy or sell bonds at a pre-determined price. Interest rate options can be used as a flexible instrument for the management of both long and short-term interest rate exposure.

# Forward foreign exchange contracts/swaps

Forward foreign exchange contracts/swaps relate to the purchase or sale of a currency for an agreed price at a future date. These contracts are principally used to hedge the currency exposure arising from securities, bank deposits, subordinated loans and insurance reserves. These contracts also include spot foreign exchange transactions.

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