# 1 Insurance premiums written

## **P&C** insurance

| EURm                                      | 2013  | 2012  |
|---|-------|-------|
| Premiums from insurance contracts         |       |       |
| Premiums written, direct insurance        | 4,674 | 4,590 |
| Premiums written, assumed reinsurance     | 94    | 109   |
| Premiums written, gross                   | 4,768 | 4,698 |
| Reinsurers' share of premiums written     | -208  | -258  |
| Premiums written, net                     | 4,560 | 4,441 |
| Change in unearned premium provision      | -46   | -79   |
| Reinsurers' share                         | -10   | 1     |
| Change in unearned premium provision, net | -55   | -78   |
|   |       |       |
| Premiums earned, total                    | 4,505 | 4,363 |

## Life insurance

| EURm  | 2013  | 2012  |
|---|-------|-------|
| Premiums from insurance contracts                                 |       |       |
| Premiums written, direct insurance                                | 624   | 591   |
| Premiums written, assumed reinsurance                             | 4     | 2     |
| Insurance contracts total, gross                                  | 628   | 593   |
| Premium revenue ceded to reinsurers on insurance contracts issued | -5    | -5    |
| Insurance contracts total, net                                    | 623   | 588   |
| Investment contracts  | 440   | 389   |
| Premiums written, net 1)  | 1,063 | 977   |
| Elimination items between segments                                | -6    | -5    |
| Group, total  | 5,618 | 5,413 |

<sup>1)</sup> The change in unearned premiums is presented in note 4 " The change in insurance and investment liabilities".

#### Specification of premiums written in Life insurance

| EURm   | 2013 | 2012 |
|--|------|------|
| Premiums from insurance contracts                                |      |      |
| Premiums from contracts with discretionary participation feature | 153  | 168  |
| Premiums from unit-linked contracts                              | 469  | 421  |
| Premiums from other contracts                                    | 1    | 1    |
| Total  | 624  | 591  |
| Assumed reinsurance  | 4    | 2    |
| Premiums from investment contracts                               |      |      |
| Premiums from contracts with discretionary participation feature | 0    | 0    |

| Premiums from unit-linked contracts               | 440   | 389 |
|---|-------|-----|
| Total   | 440   | 389 |
| Insurance and investment contracts, total         | 1,068 | 983 |
| Reinsurers' share                                 | -5    | -5  |
| Premiums written, total                           | 1,063 | 977 |
| Single and regular premiums from direct insurance |       |     |
| Regular premiums, insurance contracts             | 291   | 320 |
| Single premiums, insurance contracts              | 333   | 271 |
| Single premiums, investment contracts             | 440   | 389 |
| Total   | 1,064 | 981 |

# 2 Net income from investments

## **P&C** insurance

| Rm   | 2013 | 20 |
|--|------|----|
| ancial assets  |      |    |
| Derivative financial instruments                         |      |    |
| Gains/losses   | -5   | -  |
| Financial assets designated as at fair value through p/l |      |    |
| Debt securities  |      |    |
| Interest income  | 0    |    |
| Gains/losses   | -0   |    |
| Equity securities  |      |    |
| Gains/losses   | 6    |    |
| Dividend income  | 0    |    |
| Total  | 7    |    |
| Loans and receivables Interest income                    | 22   |    |
| Financial assets available-for-sale                      |      |    |
| Debt securities  |      |    |
| Interest income  | 317  | į  |
| Impairment losses  | -0   |    |
| Gains/losses   | 13   |    |
| Equity securities  |      |    |
| Gains/losses   | 57   |    |
| Impairment losses  | -4   |    |
| Dividend income  | 37   |    |
| Total  | 419  | 4  |
| al from financial assets                                 | 443  | 4  |
| ner assets   |      |    |
| Investment properties                                    |      |    |

| Gains/losses                                | -0  | 1   |
|---|-----|-----|
| Other                                       | -1  | -1  |
| Total from other assets                     | -1  | 0   |
| Expense on other than financial liabilities | -4  | -3  |
| Effect of discounting annuities             | -55 | -57 |
| Fee and commission expenses                 |     |     |
| Asset management                            | -15 | -11 |
| P&C insurance, total                        | 368 | 359 |

Included in gains/losses from financial assets available-for-sale is a net gain of EURm -63 (28) transferred from the fair value reserve.

| Rm   | 2013 | 201 |
|--|------|-----|
| ancial assets  |      |     |
| Derivative financial instruments                         |      |     |
| Gains/losses   | 6    | 4   |
| Financial assets designated as at fair value through p/l |      |     |
| Debt securities  |      |     |
| Interest income  | 1    |     |
| Gains/losses   | 0    | -   |
| Equity securities  |      |     |
| Gains/losses   | 0    |     |
| Dividend income  | 0    |     |
| Total  | 2    |     |
| Investments related to unit-linked contracts             |      |     |
| Debt securities  |      |     |
| Interest income  | 46   | 3   |
| Gains/losses   | -27  | 3   |
| Equity securities  |      |     |
| Gains/losses   | 210  | 23  |
| Dividend income  | 13   | 1   |
| Loans and receivables                                    |      |     |
| Interest income  | -1   |     |
| Other financial assets                                   |      |     |
| Gains/losses   | 29   | -2  |
| Total  | 270  | 29  |
| Loans and receivables                                    |      |     |
| Interest income  | 1    |     |
| Gains/losses   | -5   |     |
| Total  | -4   |     |

| Life insurance, total  | 569 | 574 |
|------------------------|-----|-----|
| Total                  | 11  | 9   |
| Fee income             | 25  | 22  |
| Asset management       | -13 | -13 |
| Net fee income         |     |     |
| Total other assets     | 2   | 2   |
| Other                  | 2   | 4   |
| Impairment losses      | 0   | -2  |
| Gains/losses           | 1   | -0  |
| Investment properties  |     |     |
| Other assets           |     |     |
| Total financial assets | 555 | 563 |
| Total                  | 282 | 224 |
| Dividend income        | 87  | 67  |
| Impairment losses      | -33 | -37 |
| Gains/losses           | 111 | 37  |
| Equity securities      |     |     |
| Gains/losses           | 2   | 13  |
| Interest income        | 115 | 144 |
| Debt securities        |     |     |

Included in gains/losses from financial assets available-for-sale is a net gain of EURm 70 (2) transferred from the fair value reserve.

# Holding

| URm  | 2013 | 2012 |
|--|------|------|
| Financial assets                                     |      |      |
| Derivative financial instruments                     |      |      |
| Gains/losses   | 8    | 23   |
| Loans and receivables                                |      |      |
| Interest income                                      | 1    | (    |
| Gains/losses   | -6   | -(   |
| Total  | -5   | -0   |
| Financial assets available-for-sale  Debt securities |      |      |
| Interest income                                      | 16   | 21   |
| Gains/losses   | -    |      |
| Equity securities                                    |      |      |
| Gains/losses   | 5    | -(   |
| Impairment losses                                    | -0   | -1   |
| Dividend income                                      | 1    | į    |
|  | 22   | 28   |

| 1    | 0                   |
|------|---------------------|
| -0   | -0                  |
| 1    | 0                   |
| -0   | -0                  |
| 26   | 51                  |
|      |                     |
| -22  | -18                 |
| 2013 | 2012                |
| 942  | 967                 |
|      | -0<br>1<br>-0<br>26 |

Other income and expenses comprise rental income, maintenance expenses and depreciation of investment property.

All the income and expenses arising from investments are included in Net income from investments. Gains/losses include realised gains/losses on sales, unrealised and realised changes in fair values and exchange differences. Unrealised fair value changes for financial assets available-for-sale are recorded in other comprehensive income and presented in the fair value reserve in equity.

The changes in the fair value reserve are disclosed in the Statement of changes in equity.

The effect of discounting annuities in P&C insurance is disclosed separately. The provision for annuities is calculated in accordance with actuarial principles taking anticipated inflation and mortality into consideration, and discounted to take the anticipated future return on investments into account. To cover the costs for upward adjustment of annuity provisions required for the gradual reversal of such discounting, an anticipated return on investments is added to annuity results.

#### 3 Claims incurred

#### **P&C** insurance

|   |        | 2013  |        |        | 2012  |        |  |
|---|--------|-------|--------|--------|-------|--------|--|
| EURm  | Gross  | Ceded | Net    | Gross  | Ceded | Net    |  |
| P&C insurance   |        |       |        |        |       |        |  |
| Claims cost attributable to current-year operations                                 |        |       |        |        |       |        |  |
| Claims paid   | -1,718 | 21    | -1,697 | -1,694 | 30    | -1,665 |  |
| Change in provision for claims outstanding (incurred and reported losses)           | -715   | 19    | -696   | -894   | 166   | -727   |  |
| Change in provision for claims outstanding (incurred but not reported losses, IBNR) | -633   | 13    | -620   | -622   | 13    | -609   |  |
| Claims-adjustment costs   | -4     | 0     | -4     | 2      | -     | 2      |  |
| Change in claims provision for annuities  | -7     | 0     | -7     | -9     | -     | -9     |  |
| Total claims cost attributable to current-year operations                           | -3,078 | 53    | -3,025 | -3,218 | 209   | -3,009 |  |
| Claims costs attributable to prior-year operations                                  |        |       |        |        |       |        |  |

| Claims paid   | -1,274 | 165  | -1,108 | -1,426 | 139  | -1,288 |
|---|--------|------|--------|--------|------|--------|
| Annuities paid  | -77    | 0    | -77    | -20    | -0   | -20    |
| Change in provision for claims outstanding (incurred and reported losses)           | 915    | -140 | 775    | 938    | -100 | 837    |
| Change in provision for claims outstanding (incurred but not reported losses, IBNR) | 508    | -18  | 489    | 647    | -44  | 603    |
| Total claims cost attributable to prior-year operations                             | 71     | 7    | 79     | 139    | -6   | 133    |
| Insurance claims paid   |        |      |        |        |      |        |
| Claims paid   | -2,991 | 186  | -2,805 | -3,121 | 168  | -2,952 |
| Annuities paid  | -129   | -    | -129   | -42    | -    | -42    |
| Total claims paid   | -3,120 | 186  | -2,935 | -3,163 | 168  | -2,995 |
| Change in provision for claims outstanding  |        |      |        |        |      |        |
| Change in provision for claims outstanding (incurred and reported losses)           | 199    | -121 | 79     | 44     | 66   | 110    |
| Change in provision for claims outstanding (incurred but not reported losses, IBNR) | -126   | -5   | -131   | 25     | -31  | -6     |
| Change in claims provision for annuities  | 45     | 0    | 45     | 13     | -0   | 13     |
| Claims-adjustment costs   | -4     | -    | -4     | 2      | -    | 2      |
| Total change in provision for claims outstanding                                    | 114    | -126 | -12    | 84     | 35   | 119    |
| insurance, total  | -3,006 | 60   | -2,946 | -3,079 | 203  | -2,876 |

The provision for annuities is valued in accordance with normal actuarial principles taking anticipated inflation and mortality into consideration, and discounted to take the anticipated future investment return into account. To cover costs for the upward adjustment of annuity provisions required for the gradual reversal of such discounting, an anticipated return is added to the annuity results. Provisions for incurred but not reported losses pertaining to annuities in Finland are discounted. The provisions in 2013 amounted to EURm 282 (289). The non-discounted value was EURm 453 (513). The exchange effect on the discounted provisions was an increase of EURm 9. The acquired businesses increased the the provision by some EURm 9. The real decrease EURm 15 is partly explained by the model adjustment for Motor Third Party Liability and Workers' Compensation insurances.

#### Interest rate used in calculating the technical provisions of annuities (%)

|         | 2013  | 2012  |
|---------|-------|-------|
| Sweden  | 1.19% | 0.18% |
| Finland | 2.50% | 3.00% |
| Denmark | 2.00% | 2.00% |

|  | Claim | s paid | Change in for claims of | provision<br>outstanding | Claims | incurred |
|--|-------|--------|-------------------------|--------------------------|--------|----------|
| EURm   | 2013  | 2012   | 2013                    | 2012                     | 2013   | 2012     |
| Insurance contracts                                      |       |        |                         |                          |        |          |
| Life insurance   |       |        |                         |                          |        |          |
| Contracts with discretionary participation feature (DPF) | -50   | -77    | -0                      | -3                       | -50    | -80      |
| Other contracts  | -0    | -0     | -0                      | -1                       | -0     | -1       |
| Unit-linked contracts                                    | -160  | -155   | 0                       | 4                        | -160   | -152     |
| Total  | -211  | -233   | 0                       | 0                        | -210   | -233     |
| Pension insurance  |       |        |                         |                          |        |          |
| Contracts with discretionary participation feature (DPF) | -344  | -346   | 24                      | 51                       | -320   | -296     |

| Helt Pales I continues                                   | 10   | 10   | 1.0 | 10  | 20   | 20   |
|--|------|------|-----|-----|------|------|
| Unit-linked contracts                                    | -12  | -10  | -16 | -10 | -29  | -20  |
| Total  | -357 | -357 | 8   | 41  | -349 | -315 |
| Assumed reinsurance                                      | -1   | -1   | -1  | 0   | -2   | -1   |
| Insurance contracts total, gross                         | -568 | -590 | 7   | 41  | -561 | -548 |
| Reinsurers´ share  | 3    | 4    | -1  | 0   | 2    | 4    |
| Insurance contracts total, net                           | -565 | -586 | 7   | 41  | -559 | -545 |
| Investment contracts                                     |      |      |     |     |      |      |
| Capital redemption policies                              |      |      |     |     |      |      |
| Contracts with discretionary participation feature (DPF) | -1   | -1   | -   | -   | -1   | -1   |
| Unit-linked contracts                                    | -172 | -123 | -   | -   | -172 | -123 |
| Investment contracts, total                              | -173 | -124 | -   | -   | -173 | -124 |
| Life insurance, total                                    | -738 | -710 | 7   | 41  | -731 | -669 |

# Claims paid by type of benefit

|  | 2013                           | 2012                           |
|--|--------------------------------|--------------------------------|
| contracts  |                                |                                |
| insurance  |                                |                                |
| render benefits  | -10                            | -8                             |
| th benefits  | -21                            | -26                            |
| urity benefits   | -9                             | -33                            |
| s adjustment expenses  | -0                             | -0                             |
| er   | -10                            | -10                            |
| al Control of the Con | -50                            | -77                            |
| insurance, unit-linked   |                                |                                |
| render benefits  | -115                           | -89                            |
| th benefits  | -34                            | -27                            |
| urity benefits   | -12                            | -40                            |
| s adjustment expenses  | 0                              | -(                             |
| al   | -160                           | -155                           |
|  |                                |                                |
| sion insurance   |                                |                                |
| sion insurance sion payments   | -319                           | -320                           |
|  | -319<br>-20                    |                                |
| sion payments  |                                | -19                            |
| sion payments<br>render benefits   | -20                            | -19<br>-7                      |
| sion payments<br>render benefits<br>th benefits  | -20<br>-5                      | -320<br>-19<br>-7<br>-0        |
| sion payments render benefits th benefits s adjustment expenses  | -20<br>-5<br>-0                | -19<br>-7<br>-0                |
| render benefits th benefits s adjustment expenses  | -20<br>-5<br>-0                | -19<br>-7<br>-0                |
| sion payments render benefits th benefits s adjustment expenses al   | -20<br>-5<br>-0<br>-344        | -19<br>-7<br>-0<br><b>-346</b> |
| sion payments render benefits th benefits s adjustment expenses al sion insurance, unit-linked render benefits   | -20<br>-5<br>-0<br><b>-344</b> | -19<br>-7<br>-0<br><b>-346</b> |

| Insurance contracts total, gross       | -569   | -590   |
|--|--------|--------|
| Reinsurers´ share                      | 3      | 4      |
| Insurance contracts total, net         | -565   | -586   |
| Investment contracts                   |        |        |
| Capital redemption policy, with-profit |        |        |
| Surrender benefits                     | -0     | -C     |
| Loss adjustment expenses               | -0     | -C     |
| Total                                  | -1     | -1     |
| Investment contracts                   |        |        |
| Capital redemption policy, unit-linked |        |        |
| Surrender benefits                     | -170   | -123   |
| Loss adjustment expenses               | -2     | -(     |
| Total                                  | -172   | -123   |
| Investment contracts total, gross      | -173   | -124   |
| Claims paid total, gross               | -741   | -714   |
| Claims paid total, net                 | -738   | -710   |
| Elimination items between segments     | -      | ۷      |
| EURm                                   | 2013   | 2012   |
| Group, total                           | -3,677 | -3,541 |

# 4 Change in liabilities for insurance and investment contracts

### **P&C** insurance

| EURm                                      | 2013 | 2012 |
|---|------|------|
|   |      |      |
| Change in unearned premium provision      | -46  | -79  |
| Reinsurers' share                         | -10  | 1    |
| Change in unearned premium provision, net | -55  | -78  |

| Rm   | 2013 | 2012 |
|--|------|------|
| surance contracts  |      |      |
| Life-insurance   |      |      |
| Contracts with discretionary participation feature (DPF) | 19   | 47   |
| Other contracts  | C    | 0    |
| Unit-linked contracts                                    | -232 | -214 |
| Total  | -213 | -167 |

| Contracts with discretionary participation feature (DPF)                     | 102  | 83   |
|--|------|------|
| Unit-linked contracts  | -183 | -229 |
| Total  | -80  | -146 |
| Assumed reinsurance  | -3   | 0    |
| Insurance contracts total, gross   | -296 | -313 |
| Reinsurers' share  | 0    | 0    |
| Insurance contracts total, net   | -296 | -313 |
| Investment contracts   |      |      |
| Capital redemption policy  |      |      |
| Contracts with discretionary participation feature (DPF)                     | 2    | 1    |
| Unit-linked contracts  | -353 | -330 |
| Investment contracts, total  | -352 | -329 |
| Change in liabilities for insurance and investment contracts in total, gross | -648 | -642 |
| Change in liabilities for insurance and investment contracts in total, net   | -648 | -642 |
| Elimination items between segments   | 6    | 1    |
| Group, total   | -697 | -719 |

## **5 Staff costs**

## **P&C** insurance

| EURm                              | 2013 | 2012 |
|-----------------------------------|------|------|
| Staff costs                       |      |      |
| Wages and salaries                | -390 | -381 |
| Cash-settled share-based payments | -22  | -16  |
| Pension costs                     |      |      |
| - defined contribution plans      | -51  | -44  |
| - defined benefit plans (Note 31) | -22  | -7   |
| Other social security costs       | -79  | -73  |
| P&C insurance, total              | -564 | -521 |

| EURm                                       | 2013 | 2012 |
|--|------|------|
| Staff costs                                |      |      |
| Wages and salaries                         | -33  | -31  |
| Cash-settled share-based payments          | -5   | -3   |
| Pension costs - defined contribution plans | -5   | -5   |
| Other social security costs                | -3   | -2   |
| Life insurance, total                      | -46  | -42  |

# Holding

| EURm                                       | 2013 | 2012 |
|--|------|------|
| Staff costs                                |      |      |
| Wages and salaries                         | -8   | -8   |
| Cash-settled share-based payments          | -12  | -7   |
| Pension costs - defined contribution plans | -3   | -3   |
| Other social security costs                | -1   | -1   |
| Holding, total                             | -23  | -18  |
| EURm                                       | 2013 | 2012 |
| Group, total                               | -634 | -582 |

More information on share-based payments in note 36 Incentive schemes.

# 6 Other operating expenses

### **P&C** insurance

| EURm                                 | 2013 | 2012 |
|--------------------------------------|------|------|
| IT costs                             |      |      |
| Other staff costs                    | -16  | -17  |
| Marketing expenses                   | -44  | -45  |
| Depreciation and amortisation        | -11  | -9   |
| Rental expenses                      | -53  | -53  |
| Change in deferred acquisition costs | 3    | 10   |
| Direct insurance comissions          | -180 | -184 |
| Commissions on reinsurance ceded     | 18   | 19   |
| Other                                | -108 | -144 |
| P&C insurance, total                 | -393 | -422 |

### Life insurance

| EURm                              | 2013 | 2012 |
|-----------------------------------|------|------|
| IT costs                          | -12  | -14  |
| Other staff costs                 | -2   | -2   |
| Marketing expenses                | -3   | -4   |
| Depreciation and amortisation     | -3   | -4   |
| Rental expenses                   | -3   | -3   |
| Direct insurance comissions       | -10  | -8   |
| Comissions of reinsurance assumed | 0    | -1   |
| Commissions on reinsurance ceded  | 2    | 1    |
| Other                             | -23  | -24  |
| Life insurance, total             | -54  | -58  |

Item Other for P&C and Life Insurance includes e.g. expenses related to communication, external services and other administrative expenses.

## Holding

| EURm  | 2013 | 2012 |
|---|------|------|
| IT costs  | -0   | -0   |
| Other staff costs   | -0   | -0   |
| Marketing expenses  | -2   | -1   |
| Depreciation and amortisation   | -0   | -0   |
| Rental expenses   | -1   | -1   |
| Other   | -8   | -9   |
| Holding, total  | -11  | -13  |
| Item Other includes e.g. consultancy fees and rental and other administrative expenses. |      |      |
| Elimination items between segments  | 16   | 16   |
| EURm  | 2013 | 2012 |
| Group, total  | -543 | -576 |

# 7 Result analysis of P&C insurance

| EURm   | 2013   | 2012   |
|--|--------|--------|
|  |        |        |
| Insurance premiums earned  | 4,505  | 4,363  |
| Claims incurred  | -3,215 | -3,142 |
| Operating expenses   | -755   | -738   |
| Other insurance technical income and expense                           | 2      | 3      |
| Allocated investment return transferred from the non-technical account | 65     | 89     |
| Technical result   | 601    | 574    |
| Net investment income  | 405    | 397    |
| Allocated investment return transferred to the technical account       | -120   | -146   |
| Other income and expense   | 43     | 39     |
| Operating result   | 929    | 864    |

# Specification of activity-based operating expenses included in the income statement

| EURm  | 2013   | 2012   |
|---|--------|--------|
| Claims-adjustment expenses (Claims paid)  | -269   | -266   |
| Acquisition expenses (Operating expenses)   | -525   | -528   |
| Joint administrative expenses for insurance business (Operating expenses)             | -245   | -240   |
| Administrative expenses pertaining to other technical operations (Operating expenses) | -26    | -30    |
| Asset management costs (Investment expenses)  | -15    | -11    |
| Total   | -1,081 | -1,075 |

# 8 Performance analysis per class of P&C insurance

| EURm                                   | Accident<br>and<br>health | Motor, third<br>party<br>liability | Motor,<br>other<br>classes | Marine,<br>air and<br>transport | Fire and other damage to property | Third party<br>liability | Credit<br>insurance |
|--|---------------------------|------------------------------------|----------------------------|---------------------------------|-----------------------------------|--------------------------|---------------------|
| Premiums written, gross                |                           |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | 772                       | 689                                | 1,334                      | 148                             | 1,367                             | 216                      | 3                   |
| 2012                                   | 738                       | 693                                | 1,291                      | 150                             | 1,366                             | 203                      | 3                   |
| Premiums earned, gross                 |                           |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | 757                       | 695                                | 1,308                      | 147                             | 1,359                             | 211                      | 2                   |
| 2012                                   | 720                       | 694                                | 1,249                      | 148                             | 1,352                             | 203                      | 2                   |
| Claims incurred, gross 1)              |                           |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | -560                      | -508                               | -918                       | -93                             | -966                              | -105                     | -1                  |
| 2012                                   | -477                      | -499                               | -911                       | -66                             | -1,006                            | -96                      | -1                  |
| Operating expenses, gross 2)           |                           |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | -135                      | -144                               | -195                       | -26                             | -207                              | -31                      | -0                  |
| 2012                                   | -125                      | -144                               | -191                       | -26                             | -208                              | -31                      | -0                  |
| Profit/loss from ceded reinsurance     |                           |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | -2                        | -2                                 | -2                         | -10                             | -81                               | -32                      | 0                   |
| 2012                                   | -18                       | 5                                  | -2                         | -25                             | -70                               | -34                      | -0                  |
| Technical result before investment ret | urn                       |                                    |                            |                                 |                                   |                          |                     |
| 2013                                   | 60                        | 41                                 | 193                        | 18                              | 105                               | 42                       | 1                   |
| 2012                                   | 100                       | 56                                 | 145                        | 31                              | 68                                | 42                       | 1                   |

| EURm                                      | Legal<br>expenses | Other | Total<br>direct<br>insurance | Reinsurance<br>assumed | Elimination | Total  |
|---|-------------------|-------|------------------------------|------------------------|-------------|--------|
| Premiums written, gross                   |                   |       |                              |                        |             |        |
| 2013                                      | 40                | 112   | 4,680                        | 94                     | -6          | 4,768  |
| 2012                                      | 34                | 117   | 4,596                        | 109                    | -6          | 4,698  |
| Premiums earned, gross                    |                   |       |                              |                        |             |        |
| 2013                                      | 39                | 113   | 4,631                        | 97                     | -6          | 4,723  |
| 2012                                      | 34                | 116   | 4,519                        | 106                    | -6          | 4,619  |
| Claims incurred, gross <sup>1)</sup>      |                   |       |                              |                        |             |        |
| 2013                                      | -26               | -48   | -3,226                       | -56                    | 6           | -3,276 |
| 2012                                      | -24               | -170  | -3,250                       | -100                   | 4           | -3,345 |
| Operating expenses, gross <sup>2)</sup>   |                   |       |                              |                        |             |        |
| 2013                                      | -7                | -14   | -760                         | -24                    | 11          | -773   |
| 2012                                      | -6                | -10   | -742                         | -26                    | 13          | -755   |
| Profit/loss from ceded reinsurance        |                   |       |                              |                        |             |        |
| 2013                                      | -0                | -14   | -144                         | -2                     | 6           | -140   |
| 2012                                      | 0                 | 99    | -46                          | 7                      | 6           | -34    |
| Technical result before investment return |                   |       |                              |                        |             | ,      |
| 2013                                      | 6                 | 37    | 501                          | 16                     | 17          | 534    |
| 2012                                      | 3                 | 35    | 481                          | -13                    | 17          | 485    |

<sup>1)</sup> Activity-based operating costs EURm 269 (271) have been allocated to claims incurred.

<sup>2)</sup> Includes other technical income EURm 28 (33) and other technical expenses EURm 26 (30).

## 9 Earnings per share

| EURm  | 2013  | 2012  |
|---|-------|-------|
| Earnings per share  |       |       |
| Profit or loss attributable to the equity holders of the parent company | 1,452 | 1,408 |
| Weighted average number of shares outstanding during the period         | 560   | 560   |
| Earnings per share (EUR per share)                                      | 2.59  | 2.51  |

### 10 Financial assets and liabilities

Financial assets and liabilities have been categorised in accordance with IAS 39.9. In the table are also included interest income and expenses, realised and unrealised gains and losses recognised in P/L, impairment losses and dividend income arising from those assets and liabilities. The financial assets in the table include balance sheet items Financial assets and Cash and cash equivalents.

|  | Carrying           | Interes               | 2013<br>Gains /   | Impairment           | Dividend        |
|--|--------------------|-----------------------|-------------------|----------------------|-----------------|
| EURm   | amount             | inc./exp.t            | losses            | losses               | income          |
| FINANCIAL ASSETS   |                    |                       |                   |                      |                 |
| Financial assets at fair value through p/l               |                    |                       |                   |                      |                 |
| Derivative financial instruments                         | 78                 | 1                     | 37                | -                    | -               |
| Financial assets designated as at fair value through p/l | 50                 | 1                     | 7                 | -                    | 0               |
| Loans and receivables                                    | 1,051              | 23                    | -11               | -                    | -               |
| Financial assets available-for-sale                      | 16,430             | 427                   | 187               | -38                  | 125             |
| Financial assets, group total                            | 17,609             | 453                   | 220               | -38                  | 125             |
| FINANCIAL LIABILITIES                                    |                    |                       |                   |                      |                 |
| Financial liabilities at fair value through p/l          |                    |                       |                   |                      |                 |
| Derivative financial instruments                         | 53                 | -                     | -                 |                      |                 |
| Other financial liabilities                              | 2,140              | -73                   | 16                |                      |                 |
| Financial liabilities, group total                       | 2,193              | -73                   | 16                |                      |                 |
|  |                    |                       | 2012              |                      |                 |
| EURm   | Carrying<br>amount | Interes<br>inc./exp.t | Gains /<br>losses | Impairment<br>losses | Dividend income |
| FINANCIAL ASSETS   |                    |                       |                   |                      |                 |
| Financial assets at fair value through p/I               |                    |                       |                   |                      |                 |
| Derivative financial instruments                         | 168                | 2                     | 32                | -                    | -               |
| Financial assets designated as at fair value through p/l | 70                 | 6                     | 3                 | -                    | 0               |
| Loans and receivables                                    | 1,142              | 19                    | 0                 | -                    |                 |

| Financial assets available-for-sale             | 16,511 | 526 | 75  | -62 | 112 |
|---|--------|-----|-----|-----|-----|
| Financial assets, group total                   | 17,891 | 554 | 111 | -62 | 112 |
| FINANCIAL LIABILITIES                           |        |     |     |     |     |
| Financial liabilities at fair value through p/I |        |     |     |     |     |
| Derivative financial instruments                | 62     | -   | -   |     |     |
| Other financial liabilities                     | 2,316  | -85 | 10  |     |     |
| Financial liabilities, group total              | 2,378  | -85 | 10  |     |     |

# 11 Property, plant and equipment

## **P&C** insurance

| EURm                        | 2013<br>Equipment | 2012<br>Equipment |
|-----------------------------|-------------------|-------------------|
| EORIII                      | Equipment         | Equipment         |
| At 1 Jan.                   |                   |                   |
| Cost                        | 154               | 146               |
| Accumulated depreciation    | -138              | -131              |
| Net carrying amount         | 16                | 16                |
| Opening net carrying amount | 16                | 16                |
| Additions                   | 9                 | 9                 |
| Disposals                   | -1                | -2                |
| Depreciation                | -8                | -8                |
| Exchange differences        | -1                | 0                 |
| Closing net carrying amount | 16                | 16                |
| At 31 Dec.                  |                   |                   |
| Cost                        | 162               | 154               |
| Accumulated depreciation    | -146              | -138              |
| Net carrying amount         | 16                | 16                |

|                             |                    | 2013      |       |                    | 2012      |       |
|-----------------------------|--------------------|-----------|-------|--------------------|-----------|-------|
| EURm                        | Land and buildings | Equipment | Total | Land and buildings | Equipment | Total |
| At 1 Jan.                   |                    |           |       |                    |           |       |
| Cost                        | 4                  | 8         | 12    | 4                  | 7         | 12    |
| Accumulated depreciation    | -1                 | -6        | -6    | -0                 | -5        | -6    |
| Net carrying amount         | 4                  | 2         | 5     | 4                  | 2         | 6     |
| Opening net carrying amount | 4                  | 2         | 5     | 4                  | 2         | 6     |
| Additions                   | -                  | -         | 0     | -                  | 0         | 0     |
| Depreciation                | -                  | -         | 0     | -0                 | -0        | -1    |
| Closing net carrying amount | 4                  | 2         | 5     | 4                  | 2         | 5     |
| At 31 Dec.                  |                    |           |       |                    |           |       |

| Cost                     | 4  | 8  | 12 | 4  | 8  | 12 |
|--------------------------|----|----|----|----|----|----|
| Accumulated depreciation | -1 | -6 | -6 | -1 | -6 | -6 |
| Net carrying amount      | 4  | 2  | 5  | 4  | 2  | 5  |

# Holding

|                             |                    | 2013      |       |                    | 2012      |       |  |  |  |
|-----------------------------|--------------------|-----------|-------|--------------------|-----------|-------|--|--|--|
| EURm                        | Land and buildings | Equipment | Total | Land and buildings | Equipment | Total |  |  |  |
| At 1 Jan.                   |                    |           |       |                    |           |       |  |  |  |
| Cost                        | 2                  | 5         | 7     | 2                  | 5         | 7     |  |  |  |
| Accumulated depreciation    | -1                 | -2        | -3    | -1                 | -2        | -3    |  |  |  |
| Net carrying amount         | 1                  | 3         | 4     | 1                  | 3         | 4     |  |  |  |
| Opening net carrying amount | 1                  | 3         | 4     | 1                  | 3         | 4     |  |  |  |
| Additions                   | 0                  | 0         | 0     | -                  | 0         | 0     |  |  |  |
| Depreciation                | -0                 | -0        | -0    | -0                 | -0        | -0    |  |  |  |
| Closing net carrying amount | 1                  | 3         | 4     | 1                  | 3         | 4     |  |  |  |
| At 31 Dec.                  |                    |           |       |                    |           |       |  |  |  |
| Cost                        | 2                  | 5         | 7     | 2                  | 5         | 7     |  |  |  |
| Accumulated depreciation    | -1                 | -2        | -3    | -1                 | -2        | -3    |  |  |  |
| Net carrying amount         | 1                  | 3         | 4     | 1                  | 3         | 4     |  |  |  |
| EURm                        |                    |           |       |                    | 2013      | 2012  |  |  |  |
| Group, total                |                    |           |       |                    | 25        | 26    |  |  |  |

Equipment in different segments comprise IT equipment and furniture.

# 12 Investment property

### **P&C** insurance

| Rm                            | 2013 | 2012 |
|-------------------------------|------|------|
| At 1 Jan.                     |      |      |
| Cost                          | 34   | 34   |
| Accumulated depreciation      | -7   | -6   |
| Accumulated impairment losses | -0   | -2   |
| Net carrying amount           | 27   | 26   |
| Opening net carrying amount   | 27   | 26   |
| Additions                     | -5   | -0   |
| Disposals                     | -1   | -1   |
| Depreciation                  | -1   | -1   |
| Impairment losses             | 1    | 2    |
| Reversal of impairment losses | -1   | 0    |
| Exchange differences          | 2    | 1    |
| Closing net carrying amount   | 22   | 26   |
| At 31 Dec.                    |      |      |

| rental income during the period  - direct operating expenses arising from investment property not                 | -2 | -2 |
|---|----|----|
| Expenses arising from investment property - direct operating expenses arising from investment property generating | -2 | -2 |
| Total   | 2  | 3  |
| - later than five years   | 0  | (  |
| - later than one year and not later than five years   | 1  |    |
| - not later than one year   | 1  | 2  |
| Non-cancellable minimum rental  |    |    |
| perty rented out under operating lease  |    |    |
| Rental income from investment property  | 3  | :  |
| Net carrying amount   | 22 | 2  |
| Accumulated impairment losses   | -0 | -  |
| Accumulated depreciation  | -7 | -7 |
| Cost  | 29 | 34 |

| JRm .   | 2013 | 2012 |
|---|------|------|
| At 1 Jan.   |      |      |
| Cost  | 157  | 150  |
| Accumulated depreciation                            | -45  | -42  |
| Accumulated impairment losses                       | -16  | -16  |
| Net carrying amount                                 | 95   | 92   |
| Opening net carrying amount                         | 95   | 92   |
| Additions   | 17   | 8    |
| Disposals   | -2   | 0    |
| Depreciation  | -3   | -3   |
| Impairment losses                                   | -1   | -2   |
| Closing net carrying amount                         | 107  | 95   |
| At 31 Dec.  |      |      |
| Cost  | 172  | 158  |
| Accumulated depreciation                            | -48  | -45  |
| Accumulated impairment losses                       | -17  | -17  |
| Net carrying amount                                 | 107  | 95   |
| Rental income from investment property              | 13   | 15   |
| pperty rented out under operating lease             |      |      |
| Non-cancellable minimum rental                      |      |      |
| - not later than one year                           | 6    | 6    |
| - later than one year and not later than five years | 14   | 11   |
| - later than five years                             | 2    | 3    |
| Total   | 22   | 20   |

| - direct operating expenses arising from investment property generating rental income during the period     | -7 |  |
|---|----|--|
| - direct operating expenses arising from investment property not generating rental income during the period | -2 |  |
| Total   | -9 |  |

# Holding

| EURm   | 2013 | 2012 |
|--|------|------|
| At 1 Jan.                                    |      |      |
| Cost   | 4    | 4    |
| Accumulated depreciation                     | 0    | -0   |
| Accumulated impairment losses                | 0    | 0    |
| Net carrying amount                          | 4    | 4    |
| Net carrying amount                          | 4    | 4    |
| Disposals                                    | -4   | -0   |
| Closing net carrying amount                  | 0    | 4    |
| At 31 Dec.                                   |      |      |
| Cost   | 0    | 4    |
| Accumulated depreciation                     | 0    | -0   |
| Accumulated impairment losses                | 0    | 0    |
| Net carrying amount                          | 0    | 4    |
| Rental income from investment property       | 0    | 0    |
| Fair value of investment property at 31 Dec. | 0    | 4    |
| Elimination items between segments           | -4   | -4   |
| EURm   | 2013 | 2012 |
| Group, total                                 | 125  | 122  |

Fair values for the Group's investment property are entirely determined by the Group, based on the market evidence. The determination and hierarchy of financial assets and liabilities at fair value are disclosed in note 17. Based on the principles of this determination, the investment property falls under level 2.

The premises in investment property for different segments are leased on market-based, irrevocable contracts. The lengths of the contracts vary from those for the time being to those for several years.

# 13 Intangible assets

### **P&C** insurance

|      |          | 2013       |       |
|------|----------|------------|-------|
|      |          | Other      |       |
| EURm | Goodwill | intangible | Total |

2017

2012

|                             |   | assets |      |
|-----------------------------|---|--------|------|
| At 1 Jan.                   |   |        |      |
| Cost                        | 5 | 85 125 | 710  |
| Accumulated amortisation    |   | 104    | -104 |
| Net carrying amount         | 5 | 85 21  | 606  |
| Opening net carrying amount | 5 | 85 21  | 606  |
| Exchange differences        |   | 0 -2   | -2   |
| Additions                   |   |        |      |
| Acquired separately         |   | - 7    | 7    |
| Disposals                   |   | 0 -    | 0    |
| Amortisation                |   | 3      | -3   |
| Closing net carrying amount | 5 | 85 23  | 608  |
| At 31 Dec.                  |   |        |      |
| Cost                        | 5 | 85 130 | 715  |
| Accumulated amortisation    |   | 107    | -107 |
| Net carrying amount         | 5 | 85 23  | 608  |

| Rm                          | Goodwill | Other intangible assets | Total |
|-----------------------------|----------|-------------------------|-------|
| At 1 Jan.                   |          |                         |       |
| Cost                        | 564      | 119                     | 682   |
| Accumulated amortisation    | -        | -102                    | -102  |
| Net carrying amount         | 564      | 13                      | 580   |
| Opening net carrying amount | 564      | 13                      | 576   |
| Exchange differences        | 22       | 1                       | 22    |
| Additions                   |          |                         |       |
| Acquired separately         | -        | 6                       | 6     |
| Disposals                   | 0        | -1                      | -1    |
| Amortisation                | -        | -2                      | -2    |
| Closing net carrying amount | 585      | 17                      | 602   |
| At 31 Dec.                  |          |                         |       |
| Cost                        | 585      | 125                     | 710   |
| Accumulated amortisation    | -        | -104                    | -104  |
| Net carrying amount         | 585      | 21                      | 606   |

# Life insurance

2013 2012

|                          | Other<br>intangible |        |       | Other<br>intangible |        |       |
|--------------------------|---------------------|--------|-------|---------------------|--------|-------|
| EURm                     | Goodwill            | assets | Total | Goodwill            | assets | Total |
| At 1 Jan.                |                     |        |       |                     |        |       |
| Cost                     | 153                 | 42     | 195   | 153                 | 0      | 153   |
| Accumulated amortisation | -                   | -31    | -31   | -                   | 0      | 0     |

771

770

| Net carrying amount         | 153 | 11  | 164 | 153 | 0    | 153  |
|-----------------------------|-----|-----|-----|-----|------|------|
|                             |     |     |     |     |      |      |
| Opening net carrying amount | 153 | 11  | 164 | 153 | 12   | 165  |
| Additions                   | -   | 1   | 1   | -   | 2    | 2    |
| Amortisation                | -   | -3  | -3  | -   | -3   | -3   |
| Closing net carrying amount | 153 | 9   | 162 | 153 | 11   | 164  |
| At 31 Dec.                  |     |     |     |     |      |      |
| Cost                        | 153 | 43  | 196 | 153 | 42   | 195  |
| Accumulated amortisation    | -   | -34 | -34 | -   | -31  | -31  |
| Net carrying amount         | 153 | 9   | 162 | 153 | 11   | 164  |
|                             |     |     |     |     |      |      |
| n                           |     |     |     |     | 2013 | 2012 |

Other intangible assets in all segments comprise mainly IT software.

Depreciation and impairment losses are included in the income statement item Other operating expenses.

### Testing goodwill for impairment

Group, total

Goodwill is tested for impairment in accordance with IAS 36 Impairment of assets. No impairment losses have been recognised based on these tests.

For the purpose of testing goodwill for impairment, Sampo determines the recoverable amount of its cash-generating units, to which goodwill has been allocated, on the basis of value in use. Sampo has defined these cash-generating units as If Group and Mandatum Life.

The recoverable amounts for If have been determined by using a discounted cash flow model. The model is based on Sampo's management's best estimates of both historical evidence and economic conditions such as volumes, interest rates, margins, capital structure and income and cost development. The value in use model for Mandatum Life is greatly influenced by the long-term development of insurance liabilities, affecting e.g. the required solvency capital and thus the recoverable amount. That is why the forecast period is longer for Mandatum Life, 10 years. The derived cash flows were discounted at the pre-tax rates of the weighted average cost of capital which for If was 9.4 per cent and for Mandatum Life 9.7 per cent. These are somewhat higher than last year due to the increase in Nordic government bonds.

Forecasts for If, approved by the management, cover years 2014 – 2016. The cash flows beyond that have been extrapolated using a 2 per cent growth rate. A 2 per cent growth rate for years beyond 2023 has been used for the for Mandatum Life as well, as it is believed to be close to the anticipated inflation.

In Mandatum Life, the recoverable amount exceeds its carrying amount by some EURm 180. With the calculation method used, e.g. an increase of about 1.4 per cent in the weighted average cost of capital could lead to a situation where the recoverable amount of the entity would equal its carrying amount.

As for the If Group, the management believes that any reasonably possible change in any of these key assumptions would not cause the aggregate carrying amount to exceed the aggregate recoverable amount.

#### 14 Investments in associates

# Associates that have been accounted for by the equity method at 31 Dec. 2013

| EURm | Carrying | Fair    | Interest | Assets/     |         |             |
|------|----------|---------|----------|-------------|---------|-------------|
|      | amount   | value ' | held %   | liabilities | Revenue | Profit/loss |

#### Name

| Nordea Bank Abp                      | 6,906 | 8,413 | 21.25 | 630 434 /<br>601 225 | 9,891 | 3,116 |
|--------------------------------------|-------|-------|-------|----------------------|-------|-------|
| Topdanmark A/S                       | 363   | 603   | 27.98 | 7 980 /<br>7 278     | 1,187 | 167   |
| Autovahinkokeskus Oy                 | 3     |       | 35.50 | 9/1                  | 9     | 0     |
| Consulting AB Lennemark & Andersson  | 1     |       | 22.00 | 11 / 6               | 17    | 1     |
| Urzus Group AS                       | 2     |       | 28.60 | 11 / 10              | 8     | -4    |
| Svithun Assuranse AS (Norway)        | 1     |       | 33.00 | 1/1                  | 2     | 0     |
| Watercircles Skandinavia AS (Norway) | 4     |       | 39.60 | 7 / 10               | 6     | -4    |

# Associates that have been accounted for by the equity method at 31 Dec. 2012

#### **EURm**

| Name                                 | Carrying<br>amount | Fair<br>*)<br>value | Interest<br>held % | Assets/<br>liabilities | Revenue | Profit/loss |
|--------------------------------------|--------------------|---------------------|--------------------|------------------------|---------|-------------|
| Nordea Bank Abp                      | 6,687              | 6,226               | 21.25              | 668 178 /<br>640 173   | 9,998   | 3,126       |
| Topdanmark A/S                       | 352                | 512                 | 25.44              | 8 291 /<br>7 612       | 1,253   | 178         |
| Autovahinkokeskus Oy                 | 3                  |                     | 35.54              | 9/1                    | 8       | 1           |
| Consulting AB Lennemark & Andersson  | 1                  |                     | 21.98              | 16 /1                  | 16      | 1           |
| Urzus Group AS                       | 3                  |                     | 28.57              | 4 / -6                 | 4       | -6          |
| Svithun Assuranse AS (Norway)        | 1                  |                     | 33.00              | 2/0                    | 2       | 0           |
| Watercircles Skandinavia AS (Norway) | 2                  |                     | 27.68              | 3 / -4                 | 3       | -4          |

<sup>\*)</sup> Published price quatation

## Changes in investments in associates

| EURm                                | 2013  | 2012  |
|-------------------------------------|-------|-------|
| At beginning of year                | 7,049 | 6,593 |
| Share of loss/profit                | 686   | 700   |
| Additions                           | 3     | 3     |
| Disposals                           | -293  | -224  |
| Changes in the equity of associates | -128  | -21   |
| Exchange differences                | -36   | -1    |
| At end of year                      | 7,282 | 7,049 |

At 31 Dec. 2013, the carrying amount of investments in associates included goodwill EURm 1,102 (1,100), including goodwill from the Nordea acquisition EURm 978 (978).

### Sampo's holding in Nordea

Nordea is an universal bank with positions within corporate merchant banking as well as retail banking and private banking. With approximately 1,400 branches, call centers in all Nordic countries and an e-bank, Nordea also has a large distribution network for customers in the Nordic and Baltic sea region, including more than 260 branches in five new European markets, Russia, Poland, Lithuania, Latvia and Estonia.

Nordea was first conslidated as an associate company from 31 Dec. 2009 with Sampo's holding of 20.05 per cent. In the financial year 2013, Sampo's holding in Nordea was 21.25 per cent with the goodwill related to the acquisitions of EURm 978.

## Sampo's share of Nordea's profit at 31 Dec. 2013:

#### **EURm**

| Share of the loss/profit of an associate | 635 |
|--|-----|
| Change in deferred tax                   | 8   |
| Amortisation of the customer rlations    | -35 |
| Share of loss/profit of the associate    | 662 |

#### 15 Financial assets

Group's financial assets comprise investments in derivatives, financial assets designated as at fair value through p/l, loans and receivables, available-for-sale financial assets and investments in subsidiaries. The Holding segment includes also investments in subsidiaries.

The Group uses derivative instruments for trading and for hedging purposes. The derivatives used are foreign exchange, interest rate and equity derivatives. In P&C insurance business, fair value hedging has been applied during the financial year. In Life insurance, both fair value and cash flow hedging have been applied.

| EURm   | 2013   | 2012   |
|--|--------|--------|
| P&C insurance  |        |        |
| Derivative financial instruments                         | 5      | 49     |
| Financial assets designated as at fair value through p/l | 2      | 22     |
| Loans and receivables                                    | 246    | 85     |
| Financial assets available-for-sale                      | 11,012 | 11,045 |
| P&C insurance, total                                     | 11,265 | 11,200 |
| Life insurance   |        |        |
| Derivative financial instruments                         | 33     | 60     |
| Financial assets designated as at fair value through p/l | 48     | 48     |
| Loans and receivables                                    | 19     | 23     |
| Financial assets available-for-sale                      | 5,023  | 5,138  |
| Life insurance, total                                    | 5,122  | 5,269  |
| Holding  |        |        |
| Derivative financial instruments                         | 41     | 59     |
| Loans and receivables                                    | 1      | 1      |
| Financial assets available-for-sale                      | 737    | 599    |
| Investments in subsidiaries                              | 2,370  | 2,370  |
| Holding, total   | 3,148  | 3,028  |
| Elimination items between segments                       | -2,712 | -2,641 |
| Group, total   | 16,824 | 16,857 |

## **P&C** insurance

#### **Derivative financial instruments**

|                                    |                    | 20     | 13          |                    | 20     | 12          |
|------------------------------------|--------------------|--------|-------------|--------------------|--------|-------------|
|                                    | Contract/          | Fair   | value       | Contract/          | Fair v | /alue       |
| EURm                               | notional<br>amount | Assets | Liabilities | notional<br>amount | Assets | Liabilities |
| Derivatives held for trading       |                    |        |             |                    |        |             |
| Interest rate derivatives          |                    |        |             |                    |        |             |
| OTC derivatives                    |                    |        |             |                    |        |             |
| Interest rate swaps                | 1,165              | -      | 4           | 50                 | 0      | 1           |
| Exchange traded derivatives        |                    |        |             |                    |        |             |
| Interest rate futures              | 85                 | 1      | 1           | 163                | 2      | -           |
| Total interest rate derivatives    | 1,250              | 1      | 5           | 213                | 2      | 1           |
| Foreign exchange derivatives       |                    |        |             |                    |        |             |
| OTC derivatives                    |                    |        |             |                    |        |             |
| Currency forwards                  | 2,147              | 4      | 20          | 2,173              | 37     | 36          |
| Currency options, bought and sold  | 42                 | 0      | -           | -                  | -      | -           |
| Total foreign exchange derivatives | 2,189              | 4      | 20          | 2,173              | 37     | 36          |
| Equity derivatives                 |                    |        |             |                    |        |             |
| OTC derivatives                    |                    |        |             |                    |        |             |
| Equity and equity index options    | 0                  | 0      | -           | 0                  | 0      | -           |
| Total derivatives held for trading | 3,439              | 5      | 25          | 2,386              | 40     | 37          |
| Derivatives held for hedging       |                    |        |             |                    |        |             |
| Fair value hedges                  |                    |        |             |                    |        |             |
| Currency forwards                  | -                  | -      | -           | 372                | 9      | 1           |
| Total derivatives                  | 3,439              | 5      | 25          | 2,759              | 49     | 38          |

#### Other financial assets

| dm .   | 2013 | 201 |
|--|------|-----|
| ncial assets designated as at fair value through p/l |      |     |
| Debt securities                                      |      |     |
| Issued by public bodies                              | -    |     |
| Certificates of deposit issued by banks              | -    | -   |
| Other debt securities                                | 0    |     |
| Total debt securities                                | 0    | 1   |
| Equity securities                                    |      |     |
| Other than listed                                    | 2    |     |
|  |      |     |
| ıl financial assets designated as at fair value      | 2    |     |

| through p/I   |        |        |
|---|--------|--------|
| Loans and receivables   |        |        |
| Deposits with ceding undertakings   | 1      | 1      |
| Other   | 245    | 83     |
| Total loans and receivables   | 246    | 85     |
| Financial assets available-for-sale   |        |        |
| Debt securities   |        |        |
| Issued by public bodies   | 1,327  | 152    |
| Certificates of deposit issued by banks   | 2,741  | 3,729  |
| Other debt securities   | 5,462  | 5,794  |
| Total debt securities   | 9,531  | 9,675  |
| Equity securities   |        |        |
| Listed  | 1,277  | 1,240  |
| Unlisted  | 205    | 130    |
| Total   | 1,481  | 1,370  |
| Total financial assets available-for-sale   | 11,012 | 11,045 |
| Financial assets available-for-sale for P&C insurance include impairment losses EURm 242 (323). |        |        |
| P&C insurance, total financial assets   | 11,265 | 11,200 |

### Life insurance

#### **Derivative financial instruments**

|                                    |                    | 20     | 2013        |                    |        | 2012        |  |  |
|------------------------------------|--------------------|--------|-------------|--------------------|--------|-------------|--|--|
|                                    | Contract/          | Fair   | value       | Contract/          | Fair   | value       |  |  |
| EURm                               | notional<br>amount | Assets | Liabilities | notional<br>amount | Assets | Liabilities |  |  |
| Derivatives held for trading       |                    |        |             |                    |        |             |  |  |
| Interest rate derivatives          |                    |        |             |                    |        |             |  |  |
| OTC derivatives                    |                    |        |             |                    |        |             |  |  |
| Interest rate swaps                | 5,978              | 25     | 7           | 778                | 19     | 2           |  |  |
| Credit risk swaps                  | 508                | 0      | 2           | 531                | 0      | 2           |  |  |
| Total                              | 6,486              | 25     | 10          | 1,309              | 19     | 3           |  |  |
| Foreign exchange derivatives       |                    |        |             |                    |        |             |  |  |
| OTC derivatives                    |                    |        |             |                    |        |             |  |  |
| Currency forwards                  | 955                | 7      | 1           | 1,149              | 17     | 2           |  |  |
| Currency options, bought and sold  | 0                  | 0      | 0           | 99                 | 1      | 0           |  |  |
| Total foreign exchange derivatives | 955                | 7      | 1           | 1,248              | 17     | 2           |  |  |
| Equity derivatives                 |                    |        |             |                    |        |             |  |  |
| OTC derivatives                    |                    |        |             |                    |        |             |  |  |
| Equity and equity index options    | 1                  | 0      | 0           | -                  | -      | -           |  |  |

| Total derivatives held for trading | 7,441 | 32 | 11 | 2,556 | 37 | 5 |
|------------------------------------|-------|----|----|-------|----|---|
|                                    |       |    |    |       |    |   |
| Derivatives held for hedging       |       |    |    |       |    |   |
| Fair value hedges                  |       |    |    |       |    |   |
| Currency forwards                  | 501   | 1  | 0  | 575   | 23 | - |
| Interest rate swaps                | 0     | 0  | 0  | -     | -  | - |
| Total                              | 501   | 1  | -  | 575   | 23 | C |
| Cash flow hedges                   |       |    |    |       |    |   |
| Interest rate swaps                | 0     | -  | -  | 9     | 0  | - |
|                                    |       |    |    |       |    |   |
| Total derivatives held for hedging | 501   | 1  | -  | 584   | 23 | C |
| Total derivatives                  | 7,943 | 33 | 11 | 3,141 | 60 | 5 |

#### Fair value hedges

Fair value hedging is used to hedge a proportion of foreign exchange and interest risk in available-for-sale financial assets. The interest elements of forward contracts have been excluded from hedging relationships in foreign exchange hedges.

Net result from exchange derivatives designated as fair value hedges amounted to EURm 18 (12). Net result from hedged risks in fair value hedges of available for sale financial assets amounted to EURm -18 (-11).

#### Cash flow hedges

The interest rate derivatives hedging cash flows fell due during the financial year and no new cash flow hedges were started.

#### Other financial assets

| EURm   | 2013 | 2012 |
|--|------|------|
| Financial assets designated as at fair value through p/I       |      |      |
| Debt securities  |      |      |
| Issued by public bodies  | 11   | 12   |
| Certificates of deposit issued by banks                        | 35   | 35   |
| Total debt securities  | 46   | 47   |
| Listed equity securities                                       | 2    | 1    |
| Total financial assets designated as at fair value through p/I | 48   | 48   |
| Loans and receivables  |      |      |
| Deposits with ceding undertakings                              | 1    | 1    |
| Loans  | 18   | 22   |
| Total loans and receivables                                    | 19   | 23   |
| Financial assets available-for-sale                            |      |      |

| Debt securities  |       |       |
|--|-------|-------|
| Issued by public bodies  | 727   | 12    |
| Issued by banks  | 632   | 1,066 |
| Other debt securities  | 1,548 | 1,708 |
| Total debt securities  | 2,907 | 2,786 |
| Equity securities  |       |       |
| Listed   | 1,379 | 1,561 |
| Unlisted   | 737   | 792   |
| Total  | 2,116 | 2,353 |
| Total financial assets available-for-sale  | 5,023 | 5,138 |
| Financial assets available-for-sale for life insurance include impairment losses EURm 33 (29). |       |       |
| Life insurance, total financial assets   | 5,122 | 5,269 |

Financial assets available for sale / debt securities: Debt securities available for sale include EURm 2,553 (2,381) investments in bonds and EURm 354 (405) investments in money market instruments.

Financial assets available for sale /shares and participations: Listed equity securities include EURm 641 (589) listed equities. Unlisted equity securities include EURm 640 (752) investments in capital trusts.

# Holding

#### **Derivative financial instruments**

|                                 |                        | 20     |             | 2012               |            |             |  |
|---------------------------------|------------------------|--------|-------------|--------------------|------------|-------------|--|
|                                 | Contract/ Fair value 0 |        |             | Contract/          | Fair value |             |  |
| EURm                            | notional<br>amount     | Assets | Liabilities | notional<br>amount | Assets     | Liabilities |  |
| Derivatives held for trading    |                        |        |             |                    |            |             |  |
| Interest derivatives            |                        |        |             |                    |            |             |  |
| OTC-derivatives                 |                        |        |             |                    |            |             |  |
| Interest rate swaps             | 800                    | 26     | -           | 800                | 42         | -           |  |
| Credit risk swaps               | 20                     | 0      | -           | 20                 | 1          | -           |  |
| Total interest derivatives      | 820                    | 26     | 0           | 820                | 43         | -           |  |
| Foreign exchange derivatives    |                        |        |             |                    |            |             |  |
| OTC-derivatives                 |                        |        |             |                    |            |             |  |
| Currency forwards               | 21                     | 0      | 1           | 284                | 0          | 0           |  |
| Equity derivatives              |                        |        |             |                    |            |             |  |
| Exchange traded derivatives     |                        |        |             |                    |            |             |  |
| Equity and euqity index options | 88                     | 14     | 16          | 90                 | 16         | 19          |  |
| Total derivatives               | 930                    | 41     | 18          | 1,194              | 59         | 19          |  |

#### Other financial assets

| EURm   | 2013   | 2012   |
|--|--------|--------|
| Loans and receivables  |        |        |
| Deposits   | 0      | 1      |
|  |        |        |
| Financial assets available-for-sale  |        |        |
| Debt securities  |        |        |
| Certificates of deposit issued by banks  | 350    | 100    |
| Other debt securities  | 360    | 475    |
| Total debt securities  | 709    | 575    |
| Equity securities  |        |        |
| Listed   | 7      | 1      |
| Unlisted   | 21     | 24     |
| Total  | 28     | 24     |
|  |        |        |
| Total financial assets available-for-sale  | 737    | 599    |
| Financial assets available-for-sale for Holding business include impairment losses EURm 0 (0). |        |        |
| Investments in subsidiaries  | 2,370  | 2,370  |
| Holding, total financial assets  | 3,148  | 3,028  |
|  |        |        |
| Elimination items between segments   | -2,712 | -2,641 |
| EURm   | 2013   | 2012   |
| Group, total   | 16,824 | 16,856 |

## 16 Fair values

|  | 201        | 13                 | 2012       |                    |  |
|--|------------|--------------------|------------|--------------------|--|
| EURm   | Fair value | Carrying<br>amount | Fair value | Carrying<br>amount |  |
| Financial assets, group                      |            |                    |            |                    |  |
| Financial assets                             | 16,827     | 16,824             | 16,858     | 16,857             |  |
| Investments related to unit-linked contracts | 4,616      | 4,616              | 3,834      | 3,834              |  |
| Other assets                                 | 17         | 17                 | 9          | 9                  |  |
| Cash and cash equivalents                    | 779        | 785                | 1,029      | 1,034              |  |
| Total  | 22,240     | 22,242             | 21,730     | 21,734             |  |
| Financial liablities, group                  |            |                    |            |                    |  |
| Financial liabilities                        | 2,273      | 2,193              | 2,485      | 2,378              |  |
| Other liabilities                            | 26         | 26                 | 4          | 4                  |  |
| Total  | 2,299      | 2,219              | 2,489      | 2,382              |  |

In the table above are presented fair values and carrying amounts of financial assets and liabilities. The detailed measurement bases of financial assets and liabilities are disclosed in Group Accounting policies.

The fair value of investment securities is assessed using quoted prices in active markets. If published price quotations are not available, the fair value is assessed using discounting method. Values for the discount rates are taken from the market's yield curve.

The fair value of the derivative instruments is assessed using quoted market prices in active markets, discounting method or option pricing models.

The fair value of loans and other financial instruments which have no quoted price in active markets is based on discounted cash flows, using quoted market rates. The market's yield curve is adjusted by other components of the instrument, e.g. by credit risk.

The fair value for short-term non-interest-bearing receivables and payables is their carrying amount.

Disclosed fair values are "clean" fair values, i.e. less interest accruals.

### 17 Determination and hierarchy of fair values

A large majority of Sampo Group's financial assets are valued at fair value. The valuation is based on either published price quatations or valuation techniques based on market observable inputs, where available. For a limited amount of assets the value needs to be determined using other techniques.

The financial instruments measured at fair value have been classified into three hierarchy levels in the notes, depending on e.g. if the market for the instrument is active, or if the inputs used in the valuation technique are observable.

On level 1, the measurement of the instrument is based on quoted prices in active markets for identical assets or liabilities.

On level 2, inputs for the measurement of the instrument include also other than quoted prices observable for the asset or liability, either directly or indirectly by using valuation techniques.

In level 3, the measurement is based on other inputs rather than observable market data.

| EURm   | Level 1 | Level 2 | Level 3 | Total |
|--|---------|---------|---------|-------|
| FINANCIAL ASSETS 31.12.2013                                      |         |         |         |       |
| Derivative financial instruments                                 |         |         |         |       |
| Interest rate swaps  | 1       | 51      | -       | 52    |
| Other interest derivatives                                       | -       | 0       | -       | 0     |
| Foreign exchange derivatives                                     | -       | 12      | -       | 12    |
| Equity derivatives   | -       | 14      | -       | 14    |
|  | 1       | 77      | -       | 78    |
| Financial assets designated at fair value through profit or loss |         |         |         |       |
| Equity securities  | 2       | -       | -       | 2     |
| Debt securities  | -       | 46      | 0       | 46    |
|  | 2       | 46      | 0       | 48    |
| Financial assets related to unit-linked insurance                |         |         |         |       |
| Equity securities  | 324     | 2       | 13      | 339   |
| Debt securities  | 14      | 1,069   | 19      | 1,101 |

| 2,098              | 804   | 64   | 2,966                                      |
|--------------------|---|--|--|
| -                  | 26  | -  | 26   |
| 2,436              | 1,901   | 97   | 4,433                                      |
|                    |   |  |  |
| 1,583              | -   | 243  | 1,826                                      |
| 1,874              | 10,858  | 39   | 12,770                                     |
| 993                | 124   | 720  | 1,830                                      |
| 4,449              | 10,981  | 1,002  | 16,43                                      |
| 6,887              | 13,006  | 1,099  | 20,99                                      |
|                    |   |  |  |
|                    |   |  |  |
| 1                  | 14  | -  | 1  |
| -                  | 22  | -  | 2:   |
| -                  | 16  | -  | 1  |
| -                  | 52  | -  | 5  |
|                    |   |  |  |
| Level 1            | Level 2   | Level 3  | Tota                                       |
|                    |   |  |  |
|                    |   |  |  |
|                    |   |  |  |
| 2                  | 62  | -  | 64   |
| -                  | 2   | -  | :  |
| -                  | 87  | -  | 8  |
| -                  | 16  | -  | 1  |
| 2                  | 166   | -  | 16   |
|                    |   |  |  |
| 3                  | _   | _  |  |
|                    | 66  |  | 6  |
| 3                  | 66  | -  | 7  |
|                    |   |  |  |
| 270                | 67  | 1/1  | 32   |
|                    |   |  | 82   |
|                    |   |  | 2,39                                       |
| -                  | 16  | -  | 2,33                                       |
|                    | 10  |  |  |
| 2,060              | 1,412   | 81   | 3,55                                       |
| 2,060              | 1,412   | 81   | 3,55                                       |
| 2,060              | 1,412   | 81   | 3,55                                       |
| <b>2,060</b> 1,535 | 1,412   | <b>81</b><br>69  |  |
|                    | · · · · · ·   | ·  | 1,603                                      |
| 1,535              | -   | 69   | 1,600<br>12,764                            |
| 1,535<br>253       | 12,439  | 69<br>73   | 1,603<br>12,764<br>2,143<br><b>16,51</b> 3 |
|                    | 2,436  1,583 1,874 993 4,449  6,887  1  1  Level 1  2 2  3 3  1,821 | - 26 2,436 1,901  1,583 - 1,874 10,858 993 124 4,449 10,981  6,887 13,006  1 14 - 22 - 16 - 52  Level 1 Level 2  2 62 - 2 - 87 - 16 2 166  3 - 66 3 66  239 67 - 808 1,821 520 | - 26                                       |

| nterest rate derivatives     | - | 4  | -  | 4  |
|------------------------------|---|----|----|----|
| Foreign exchange derivatives | - | 39 | 0  | 39 |
| quity derivatives            | - | -  | 19 | 19 |

<sup>\*)</sup> During the financial year, debt securities EURm 19 (7) were transferred from level 1 to level to 2. From level 2 to level 1 were transferred EURm 151 (-). Mutual funds EURm 34 were transferred from level 2 to level 1 in the comparsion year.

## Sensitivity analysis of fair values

The sensitivity of financial assets and liabilities to changes in exchange rates is assessed on business area level due to differenct base currencies. In P&C insurance, 10 percentage point depreciation of all other currencies against SEK would result in an increase recognised in profit/loss of EURm 12 (15) and in a decrease recognised directly in equity of EURm 11 (11). In Life insurance, 10 percentage point depreciation of all other currencies against EUR would result in an increase recognised in profit/loss of EURm 14 (52) and in a decrease recognised directly in equity of EURm 68 (64). In Holding, 10 percentage point depreciation of all other currencies against EUR would have no impact in profit/loss, but a decrease recognised in equity of EURm 15 (3).

The sensitivity analysis of the Group's fair values of financial assets and liabilities in differenct market risk scenarios is presented below. The effects represent the instantaneous effects of a one-off change in the underlying market variable on the fair values on 31 Dec. 2013.

The sensitivity analysis includes the effects of derivative positions. All sensitivities are calculated before taxes.

The debt issued by Sampo plc is not included.

|                                      | Interest rate Equity      |                         | Other<br>financial<br>investments |                    |
|--------------------------------------|---------------------------|-------------------------|-----------------------------------|--------------------|
|                                      | 1% parallel<br>shift down | 1% parallel<br>shift up | 20% fall in prices                | 20% fall in prices |
| Effect recognised in profit/loss     | 9                         | -23                     | 0                                 | -4                 |
| Effect recognised directly in equity | 192                       | -186                    | -550                              | -169               |
| Total effect                         | 202                       | -210                    | -550                              | -173               |

#### 18 Movements in level 3 financial instruments measured at fair value

| Financial assets related to unit-linked insurance |         |           |               |           |       |           |       |                  |
|---|---------|-----------|---------------|-----------|-------|-----------|-------|------------------|
| FINANCIAL ASSETS 2013                             |         |           |               |           |       |           |       |                  |
|   |         |           |               |           |       |           |       |                  |
| EURm  | 2013    | statement | income        | Purchases | Sales | and 2     | 2013  | 2013             |
|   | At Jan. | income    | comprehensive |           |       | levels 1  | Dec.  | 31 Dec.          |
|   |         | losses in | other         |           |       | between   | At 31 | assets           |
|   |         | gains/    | recorded in   |           |       | Transfers |       | financial        |
|   |         | Total     | losses        |           |       |           |       | for              |
|   |         |           | Total gains/  |           |       |           |       | in p/l           |
|   |         |           |               |           |       |           |       | included         |
|   |         |           |               |           |       |           |       | Gains/<br>losses |

Gains/

| Total financial assests measured at fair value | 1,117 | 8   | 27  | 351 | -404 | - | 1,099 | 18 |
|--|-------|-----|-----|-----|------|---|-------|----|
|  | 1,036 | 4   | 27  | 320 | -385 | - | 1,002 | 14 |
| Mutual funds                                   | 894   | -24 | 46  | 139 | -335 | - | 720   | 19 |
| Debt securities                                | 73    | 29  | -21 | 6   | -47  | - | 39    | -1 |
| Equity securities                              | 69    | -1  | 3   | 176 | -4   | - | 243   | -3 |
| Financial assets available-for-sale            |       |     |     |     |      |   |       |    |
|  | 81    | 4   | -   | 31  | -19  | - | 97    | 4  |
| Mutual funds                                   | 50    | 4   | -   | 24  | -13  | - | 64    | 3  |
| Debt securities                                | 17    | 1   | -   | 2   | -1   | - | 19    | 1  |
| Equity securities                              | 14    | -1  | -   | 5   | -4   | - | 14    | -1 |

|  |                   | 2013                                    |       |
|--|-------------------|---|-------|
| EURm   | Realised<br>gains | Fair<br>value<br>gains<br>and<br>losses | Total |
|  |                   |   |       |
| Total gains or losses included in profir or loss for the financial year                            | 8                 | 32                                      | 40    |
| Total gains or losses included in profit and loss for assets held at the end of the financial year | -14               | 32                                      | 18    |

| EURm   | At Jan.<br>2012 | Total<br>gains/<br>losses in<br>income<br>statement | Total gains/<br>losses<br>recorded in<br>other<br>comprehensive<br>income | Purchases | Sales | Transfers<br>between<br>levels 1<br>and 2 | At 31<br>Dec.<br>2012 | losses<br>included<br>in p/l<br>for<br>financial<br>assets<br>31 Dec.<br>2012 |
|--|-----------------|---|---|-----------|-------|---|-----------------------|---|
| RAHOITUSVARAT 2012   |                 |   |   |           |       |   |                       |   |
| Financial assets designated at fair value through profit or loss |                 |   |   |           |       |   |                       |   |
| Debt securities  | 0               | -   | -   | -         | -     | -   | 0                     | -   |
|  | 0               | 0   | -   | -         | 0     | 0   | 0                     | 0   |
| Financial assets related to unit-linked insurance                |                 |   |   |           |       |   |                       |   |
| Equity securities  | 0               | -0  | -   | 19        | -6    | -   | 13                    | -0  |
| Debt securities  | 0               | 1   | -   | 17        | -0    | -   | 17                    | 1   |
| Mutual funds   | 62              | 2   | -   | 31        | -45   | -0  | 50                    | 2   |
|  | 63              | 2   | 0   | 66        | -50   | -0  | 81                    | 3   |
| Financial assets available-for-sale                              |                 |   |   |           |       |   |                       |   |
| Equity securities  | 72              | 0   | 1   | 2         | -6    | -   | 69                    | -1  |
| Debt securities  | 99              | 17  | -16   | 4         | -31   | -   | 73                    | 15  |
| Mutual funds   | 904             | 4   | 13  | 168       | -196  | -   | 894                   | 12  |
| -  | 1,074           | 21  | -2  | 174       | -232  | -   | 1,035                 | 25  |

| Total financial assests measured at fair value   | 1,137 | 23 | -2 | 240 | -282 | -0                | 1,117   | 28    |
|--|-------|----|----|-----|------|-------------------|---|-------|
| EURm   |       |    |    |     |      | Realised<br>gains | 2012<br>Fair<br>value<br>gains<br>and<br>losses | Total |
| Total gains or losses included in profir or loss for the financial year                            |       |    |    |     |      | 23                | 5   | 29    |
| Total gains or losses included in profit and loss for assets held at the end of the financial year |       |    |    |     |      | 23                | 5   | 28    |

# 19 Sensitivity analysis of level 3 financial instruments measured at fair value

|                                     | 20                 | 2013  |                    | 2012  |  |  |
|-------------------------------------|--------------------|---|--------------------|---|--|--|
| EURm                                | Carrying<br>amount | Effect of reasonably possible alternative assumptions (+ / -) | Carrying<br>amount | Effect of reasonably possible alternative assumptions (+ / -) |  |  |
| Financial assets                    |                    |   |                    |   |  |  |
| Financial assets available-for-sale |                    |   |                    |   |  |  |
| Equity securities                   | 243                | -23   | 69                 | -14   |  |  |
| Debt securities                     | 39                 | -2  | 73                 | -3  |  |  |
| Mutual funds                        | 720                | -138  | 894                | -163  |  |  |
| Total                               | 1,002              | -163  | 1,036              | -180  |  |  |

The value of financial assets regarding the debt security instruments has been tested by assuming a rise of 1 per cent unit in interest rate level in all maturities. For other financial assets, the prices were assumed to go down by 20 per cent. The Sampo Group bears no investment risks relatted to unit-linked insurance, so a change in assumptions regarding these assets does not affect profit or loss. On the basis of the these alternative assumptions, a possible change in interest levels would cause descend of EURm 2 (3) for the debt instruments, and EURm 161 (177) valuation loss for other instruments in the Group's other comprehensive income. The reasonably possible effect, proportionate to the Group's equity, would thus be 1.5 per cent (1.8).

#### 20 Investments related to unit-linked insurance contracts

| EURm  | 2013 | 2012 |
|---|------|------|
| Financial assets designated at fair value through p/I |      |      |
| Debt securities                                       |      |      |
| Issued by public bodies                               | 47   | 34   |
| Certificates of deposit issued by banks               | 223  | 207  |

| Other debt securities                                       | 832           | 585        |
|---|---------------|------------|
| Total   | 1,101         | 826        |
| Equity securities   |               |            |
| Listed  | 3,290         | 2,702      |
| Unlisted  | 22            | 9          |
| Total   | 3,312         | 2,711      |
| Total financial assets designated at fair value through p/I | 183           | 281        |
| Other   | 26            | 16         |
| Other Investment related to unit-linked contracts, total    | 4, <b>623</b> |            |
|   |               |            |
| Investment related to unit-linked contracts, total          |               | 3,834<br>0 |

The historical cost of the equity securities related to unit-linked contracts was EURm 2,646 (2,460) and that of the debt securities EURm 1,089 (776).

### 21 Deferred tax assets and liabilities

# Changes in deferred tax during the financial period 2013

| EURm  | 1.1. | Recognised in comprehensive income statement | Recognised in equity | Exchange<br>differences | 31.12. |
|---|------|--|----------------------|-------------------------|--------|
|   | 1.1. | statement                                    | ill equity           | differences             | 31.12. |
| Deferred tax assets                                 |      |  |                      |                         |        |
| Tax losses carried forward                          | 18   | -3   | 0                    | -0                      | 15     |
| Changes in fair values                              | 0    | 0  | 0                    | 0                       | 0      |
| Employee benefits                                   | 65   | -1   | 7                    | -5                      | 65     |
| Other deductible temporary differences              | 0    | -2   | 4                    | -5                      | -2     |
| Total   | 83   | -6   | 11                   | -10                     | 78     |
| Netting of deferred taxes                           |      |  |                      |                         | -10    |
| Deferred tax assets in the balance sheet            |      |  |                      |                         | 68     |
| Deferred tax liabilities                            |      |  |                      |                         |        |
| Depreciation differences and untaxed reserves       | 337  | -26  | -0                   | -17                     | 293    |
| Changes in fair values                              | 197  | -23  | 28                   | -0                      | 202    |
| Other taxable temporary differences                 | 13   | 10   | -1                   | 0                       | 22     |
| Total   | 547  | -40  | 27                   | -17                     | 518    |
| Netting of deferred taxes                           |      |  |                      |                         | -10    |
| Total deferred tax liabilities in the balance sheet |      |  |                      |                         | 508    |

# Changes in deferred tax during the financial period 2012

|  |      | Recognised in comprehensive |                      |                      |        |
|--|------|-----------------------------|----------------------|----------------------|--------|
| EURm   | 1.1. | income<br>statement         | Recognised in equity | Exchange differences | 31.12. |
| Deferred tax assets  |      |                             |                      |                      |        |
| Tax losses carried forward   | 19   | -0                          | 0                    | -0                   | 18     |
| Changes in fair values   | 0    | -0                          | 0                    | 0                    | -0     |
| Employee benefits  | 84   | -10                         | -13                  | 4                    | 65     |
| Other deductible temporary differences                             | 29   | -28                         | 2                    | 2                    | 5      |
| Total  | 132  | -38                         | -11                  | 6                    | 88     |
| Deferred tax assets in the balance sheet  Deferred tax liabilities |      |                             |                      |                      | 78     |
| Depreciation differences and untaxed reserves                      | 356  | -29                         | -0                   | 10                   | 337    |
| Changes in fair values   | 107  | -2                          | 93                   | -1                   | 197    |
| Other taxable temporary differences                                | 28   | -10                         | 0                    | 1                    | 18     |
| Total  | 491  | -41                         | 93                   | 10                   | 552    |
| Netting of deferred taxes  |      |                             |                      |                      | -10    |
| Total deferred tax liabilities in the balance sheet                |      |                             |                      |                      | 542    |

In Sampo plc, EURm 25 of deferred tax asset has not been recognised on unused tax losses. The first losses will expire in 2021.

In life insurance, EURm 4 of deferred tax asset has not been recognised on unused tax losses.

## 22 Taxes

| EURm   | 2013  | 2012  |
|--|-------|-------|
| Profit before tax  | 1,668 | 1,622 |
| Tax calculated at parent company's tax rate                    | -409  | -397  |
| Different tax rates on overseas earnings                       | 19    | -11   |
| Income not subject to tax                                      | 5     | 4     |
| Expenses not allowable for tax purposes                        | -3    | -4    |
| Consolidation procedures and eliminations                      | 159   | 183   |
| Tax losses for which no deferred tax asset has been recognised | -9    | -6    |
| Changes in tax rates   | 22    | 15    |
| Tax from previous years  | -1    | 1     |
| Total  | -216  | -214  |

## 23 Components of other comprehensive income

| Other comprehensive income: |  |
|-----------------------------|--|

| Items reclassifiable to profit or loss                       |      |      |
|--|------|------|
| Exchange differences   | -153 | 46   |
| Available-for-sale financial assets                          |      |      |
| Gains/losses arising during the year                         | 362  | 540  |
| Reclassification adjustments                                 | -129 | -31  |
| Cash flow hedges   |      |      |
| Gains/losses arising during the year                         | -0   | -1   |
| Share of associate's other comprehensive income              | -70  | 9    |
| Taxes  | -22  | -114 |
| Total items reclassifiable to profit or loss, net of tax     | -13  | 449  |
| Items not reclassifiable to profit or loss                   |      |      |
| Actuarial gains and losses from defined pension plans        | -21  | 44   |
| Taxes  | 7    | -13  |
| Total items not reclassifiable to profit or loss, net of tax | -14  | 31   |

# 24 Tax effects relating to components of other comprehensive income

|  |                          | 2013 |                      |                      | 2012 |                      |
|--|--------------------------|------|----------------------|----------------------|------|----------------------|
|  | Before-<br>tax<br>amount | Tax  | Net-of-tax<br>amount | Before-tax<br>amount | Tax  | Net-of-tax<br>amount |
| Items reclassifiable to profit or loss         |                          |      |                      |                      |      |                      |
| Exchange differences                           | -153                     | -    | -153                 | 46                   | -    | 46                   |
| Available-for-sale financial assets            | 233                      | -22  | 211                  | 509                  | -114 | 395                  |
| Cash flow hedges                               | -0                       | 0    | -0                   | -1                   | 0    | -1                   |
| Share of associate's other comprehensiv income | -70                      | -    | -70                  | 9                    | -    | 9                    |
| Total  | 79                       | -22  | -13                  | 554                  | -114 | 449                  |

## 25 Other assets

## **P&C** insurance

| EURm  | 2013  | 2012  |
|---|-------|-------|
| Interests                                       | 102   | 126   |
| Assets arising from direct insurance operations | 1,119 | 1,098 |
| Assets arising from reinsurance operations      | 45    | 79    |
| Settlement receivables                          | 3     | 3     |
| Deferred acquisition costs 1)                   | 159   | 172   |
| Assets related to Patient Insurance Pool        | 69    | 56    |
| Other   | 62    | 57    |
| P&C insurance, total                            | 1,559 | 1,592 |

Other assets include non-current assets EURm 71 (57).

 $Item\ Other\ comprise\ rental\ deposits,\ salary\ and\ travel\ advancements\ and\ assets\ held\ for\ resale.$ 

#### Change in deferred acquisition costs in the period

| EURm                     | 2013 | 2012 |
|--------------------------|------|------|
| At 1 Jan.                | 172  | 157  |
| Net change in the period | -3   | 10   |
| Exchange differences     | -10  | 5    |
| At 31 Dec.               | 159  | 172  |

#### Life insurance

| EURm                                       | 2013 | 2012 |
|--|------|------|
| Interests                                  | 36   | 45   |
| Receivables from policyholders             | 3    | 6    |
| Assets arising from reinsurance operations | 1    | 0    |
| Settlement receivables                     | 8    | 6    |
| Taxes                                      | 0    | 19   |
| Assets pledged for trading in derivatives  | 6    | 6    |
| Other                                      | 27   | 27   |
| Life insurance, total                      | 81   | 109  |

Item Other comprise e.g. pensions paid in advance and receivables from co-operation companies.

# Holding

| 36 | 36 |
|----|----|
|    | 00 |
| 11 | 5  |
| 47 | 41 |
|    |    |

Item Other includes e.g. asset management fee receivables.

| Elimination items between segments | -10   | -13   |
|------------------------------------|-------|-------|
| EURm                               | 2013  | 2012  |
| Group, total                       | 1,676 | 1,729 |

# 26 Cash and cash equivalents

### **P&C** insurance

| EURm                               | 2013 | 2012 |
|------------------------------------|------|------|
| Cash at bank and in hand           | 250  | 145  |
| Short-term deposits (max 3 months) | 33   | 261  |
| P&C insurance, total               | 33   | 261  |

<sup>1)</sup> See table Change in deferred acquisition costs in the period

## Life insurance

| EURm                               | 2013 | 2012 |
|------------------------------------|------|------|
| Cash at bank and in hand           | 179  | 55   |
| Short-term deposits (max 3 months) | 44   | 99   |
| P&C insurance, total               | 222  | 154  |

# **Holding**

| EURm                               | 2013 | 2012 |
|------------------------------------|------|------|
| Cash                               | 280  | 200  |
| Short-term deposits (max 3 months) | -    | 273  |
| Holding, total                     | 280  | 473  |
|                                    |      |      |
| Group, total                       | 535  | 889  |

# 27 Liabilities from insurance and investment contracts

## **P&C** insurance

#### Change in insurance liabilities

|                                 | 2013  |       |       | 2012  |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| EURm                            | Gross | Ceded | Net   | Gross | Ceded | Net   |
| Provision for unearned premiums |       |       |       |       |       |       |
| At 1 Jan.                       | 2,107 | 55    | 2,053 | 1,972 | 53    | 1,919 |
| Acquired insurance holdings     | 38    | -     | 38    | -     | -     | -     |
| Exchange differences            | -127  | -2    | -128  | 56    | 1     | 56    |
| Change in provision             | 46    | -10   | 36    | 79    | 1     | 78    |
| At 31 Dec.                      | 2,065 | 43    | 2,022 | 2,107 | 55    | 2,053 |

|                                  |       | 2013  |       |       | 2012  |       |  |
|----------------------------------|-------|-------|-------|-------|-------|-------|--|
| EURm                             | Gross | Ceded | Net   | Gross | Ceded | Net   |  |
| Provision for claims outstanding |       |       |       |       |       |       |  |
| At 1 Jan.                        | 7,747 | 522   | 7,225 | 7,576 | 476   | 7,100 |  |
| Disposed insurance holdings      | 61    | 0     | 61    | -1    | -0    | -1    |  |
| Exchange differences             | -314  | -20   | -294  | 199   | 12    | 187   |  |
| Change in provision              | -59   | -126  | 66    | -27   | 35    | -62   |  |
| At 31 Dec.                       | 7,435 | 377   | 7,058 | 7,747 | 522   | 7,225 |  |

#### Liabilities from insurance contracts

| EURm                                    | 2013  | 2012  |
|---|-------|-------|
| Provision for unearned premiums         | 2,065 | 2,107 |
| Provision for claims outstanding        | 7,435 | 7,747 |
| Incurred and reported losses            | 1,770 | 2,050 |
| Incurred but not reported losses (IBNR) | 3,538 | 3,573 |
| Provisions for claims-adjustment costs  | 271   | 275   |

| Provisions for annuities and sickness benefits | 1,856 | 1,849 |
|--|-------|-------|
| P&C insurance total                            | 9,500 | 9,854 |
| Reinsurers' share                              |       |       |
| Provision for unearned premiums                | 43    | 55    |
| Provision for claims outstanding               | 376   | 522   |
| Incurred and reported losses                   | 270   | 401   |
| Incurred but not reported losses (IBNR)        | 107   | 121   |
| Total reinsurers' share                        | 420   | 577   |

As the P&C insurance is exposed to various exchange rates, comparing the balance sheet data from year to year can be misleading.

### Claims cost trend of P&C insurance

The tables below show the cost trend for the claims for different years. The upper part of the tables shows how an estimate of the total claims costs per claims year evolves annually. The lower section shows how large a share of this is presented in the balance sheet.

More information on P&C insurance's insurance liabilities in the Risk Management section of the Annual accounts.

### Claims costs before reinsurance

### Estimated claims cost

| EURm                                    | < 2003 | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | Total  |
|---|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| At the close of the claims year         | 7,715  | 2,468 | 2,629 | 2,639 | 2,703 | 2,847 | 2,853 | 2,968 | 3,051 | 3,085 | 2,979 |        |
| One year later                          | 7,770  | 2,434 | 2,575 | 2,621 | 2,700 | 2,801 | 2,801 | 3,009 | 3,170 | 3,071 |       |        |
| Two years later                         | 7,768  | 2,371 | 2,521 | 2,592 | 2,664 | 2,741 | 2,771 | 2,953 | 3,168 |       |       |        |
| Three years later                       | 7,851  | 2,365 | 2,492 | 2,589 | 2,630 | 2,712 | 2,728 | 2,952 |       |       |       |        |
| Four years later                        | 7,871  | 2,349 | 2,458 | 2,548 | 2,583 | 2,688 | 2,709 |       |       |       |       |        |
| Five years later                        | 7,853  | 2,322 | 2,423 | 2,498 | 2,557 | 2,674 |       |       |       |       |       |        |
| Six years later                         | 7,928  | 2,281 | 2,369 | 2,467 | 2,547 |       |       |       |       |       |       |        |
| Seven years later                       | 8,037  | 2,247 | 2,345 | 2,456 |       |       |       |       |       |       |       |        |
| Eight years later                       | 8,077  | 2,209 | 2,327 |       |       |       |       |       |       |       |       |        |
| Nine years later                        | 8,061  | 2,194 |       |       |       |       |       |       |       |       |       |        |
| Ten years later                         | 8,096  |       |       |       |       |       |       |       |       |       |       |        |
| Current estimate of total claims costs  | 8,096  | 2,194 | 2,327 | 2,456 | 2,547 | 2,674 | 2,709 | 2,952 | 3,168 | 3,071 | 2,979 | 35,174 |
| Total disbursed                         | 5,586  | 1,975 | 2,095 | 2,196 | 2,250 | 2,357 | 2,336 | 2,513 | 2,639 | 2,407 | 1,654 | 28,011 |
| Provision reported in the balance sheet | 2,510  | 219   | 232   | 259   | 297   | 316   | 373   | 440   | 529   | 664   | 1,325 | 7,164  |
| of which established vested annuities   | 1,316  | 53    | 70    | 74    | 70    | 66    | 55    | 63    | 48    | 34    | 7     | 1,856  |
| Provision for claims-adjustment costs   |        |       |       |       |       |       |       |       |       |       |       | 271    |
| Total provision reported in the BS      |        |       |       |       |       |       |       |       |       |       |       | 7,435  |

### Claims cost after reinsurance

Estimated claims cost

| EURm                                    | < 2003 | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | Total  |
|---|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| At the close of the claims year         | 6,994  | 2,398 | 2,482 | 2,530 | 2,602 | 2,723 | 2,733 | 2,821 | 2,884 | 2,880 | 2,927 |        |
| One year later                          | 5,918  | 2,363 | 2,422 | 2,502 | 2,592 | 2,691 | 2,699 | 2,869 | 2,960 | 2,865 |       |        |
| Two years later                         | 7,030  | 2,300 | 2,366 | 2,473 | 2,565 | 2,634 | 2,668 | 2,826 | 2,948 |       |       |        |
| Three years later                       | 7,097  | 2,294 | 2,345 | 2,477 | 2,532 | 2,607 | 2,639 | 2,819 |       |       |       |        |
| Four years later                        | 7,110  | 2,281 | 2,313 | 2,438 | 2,487 | 2,586 | 2,621 |       |       |       |       |        |
| Five years later                        | 7,091  | 2,254 | 2,279 | 2,394 | 2,462 | 2,573 |       |       |       |       |       |        |
| Six years later                         | 7,116  | 2,212 | 2,238 | 2,364 | 2,454 |       |       |       |       |       |       |        |
| Seven years later                       | 7,242  | 2,180 | 2,215 | 2,355 |       |       |       |       |       |       |       |        |
| Eight years later                       | 7,283  | 2,143 | 2,199 |       |       |       |       |       |       |       |       |        |
| Nine years later                        | 7,282  | 2,130 |       |       |       |       |       |       |       |       |       |        |
| Ten years later                         | 7,318  |       |       |       |       |       |       |       |       |       |       |        |
| Current estimate of total claims costs  | 7,318  | 2,130 | 2,199 | 2,355 | 2,454 | 2,573 | 2,621 | 2,819 | 2,948 | 2,865 | 2,911 | 33,194 |
| Total disbursed                         | 4,875  | 1,921 | 1,974 | 2,103 | 2,164 | 2,263 | 2,256 | 2,455 | 2,492 | 2,287 | 1,617 | 26,407 |
| Provision reported in the balance sheet | 2,442  | 210   | 225   | 252   | 291   | 311   | 365   | 365   | 455   | 4,915 | 7,388 | 6,787  |
| of which established vested annuities   | 1,315  | 53    | 70    | 74    | 70    | 66    | 55    | 63    | 48    | 34    | 7     | 1,856  |
| Provision for claims-adjustment costs   |        |       |       |       |       |       |       |       |       |       |       | 271    |
| Total provision reported in the BS      |        |       |       |       |       |       |       |       |       |       |       | 7,058  |

## Life insurance

Change in liabilities arising from other than unit-linked insurance and investment contracts

| At 1 Jan. 2013  Premiums  Claims paid  Expense charge  Guaranteed interest  Bonuses  Other  At 31 Dec. 2013 |       | contracts | Total |
|---|-------|-----------|-------|
| Claims paid  Expense charge  Guaranteed interest  Bonuses  Other  | 4,065 | 6         | 4,071 |
| Expense charge Guaranteed interest Bonuses Other  | 159   | 0         | 159   |
| Guaranteed interest  Bonuses  Other   | -396  | -1        | -396  |
| Bonuses Other   | -37   | -0        | -37   |
| Other   | 139   | 0         | 139   |
|   | 3     | 0         | 3     |
| At 31 Dec. 2013   | -11   | -1        | -12   |
|   | 3,924 | 4         | 3,927 |
| Reinsurers' share   | -3    | 0         | -3    |
| Net liability at 31 Dec. 2013   | 3,921 | 4         | 3,925 |

| EURm           | contracts | contracts | Total |
|----------------|-----------|-----------|-------|
| At 1 Jan. 2012 | 4,242     | 7         | 4,249 |
| Premiums       | 172       | 0         | 172   |
| Claims paid    | -425      | -1        | -426  |

| Expense charge                | -38   | -0 | -38   |
|-------------------------------|-------|----|-------|
| Guaranteed interest           | 148   | 0  | 148   |
| Bonuses                       | 3     | 0  | 3     |
| Other                         | -37   | -1 | -38   |
| At 31 Dec. 2012               | 4,065 | 6  | 4,071 |
| Reinsurers' share             | -3    | 0  | -3    |
| Net liability at 31 Dec. 2012 | 4,062 | 6  | 4,067 |

### Change in liabilities arising from unit-linked insurance and investment contracts

| EURm            | Insurance<br>contracts | Investment contracts | Total |
|-----------------|------------------------|----------------------|-------|
| At 1 Jan. 2013  | 2,665                  | 1,168                | 3,833 |
| Premiums        | 469                    | 440                  | 909   |
| Claims paid     | -173                   | -172                 | -345  |
| Expense charge  | -36                    | -18                  | -54   |
| Other           | 169                    | 104                  | 274   |
| At 31 Dec. 2013 | 3,095                  | 1,522                | 4,617 |
| At 1 Jan. 2012  | 2,216                  | 838                  | 3,054 |
| Premiums        | 421                    | 389                  | 810   |
| Claims paid     | -165                   | -123                 | -289  |
| Expense charge  | -32                    | -14                  | -46   |
| Other           | 225                    | 79                   | 303   |
| At 31 Dec. 2012 | 2,665                  | 1,168                | 3,833 |

The liabilities at 1 Jan. and at 31 Dec. include the future bonus reserves and the effect of the reserve for the decreased discount rate. The calculation is based on items before reinsurers' share. A more detailed specification of changes in insurance liabilities is presented in Group's Risk Management.

| EURm  | 2013  | 2012  |
|---|-------|-------|
| Insurance contracts   |       |       |
| Liabilities for contracts with discretionary participation feature (DPF)    |       |       |
| Provision for unearned premiums   | 1,969 | 2,090 |
| Provision for claims outstanding  | 1,948 | 1,972 |
| Liabilities for contracts without discretionary participation feature (DPF) |       |       |
| Provision for unearned premiums   | 0     | 0     |
| Provision for claims outstanding  | 1     | 1     |
| Total   | 3,918 | 4,063 |
| Assumed reinsurance   |       |       |
| Provision for unearned premiums   | 4     | 1     |
| Provision for claims outstanding  | 2     | 1     |
| Total   | 5     | 2     |
| Insurance contracts total   |       |       |
| Provision for unearned premiums   | 1,973 | 2,091 |
| Provision for claims outstanding  | 1,951 | 1,975 |
| Total   |       |       |

| Investment contracts   |       |       |
|--|-------|-------|
| Liabilities for contracts with discretionary participation feature (DPF) |       |       |
| Provision for unearned premiums  | 4     | 6     |
| Liabilities for insurance and investment contracts total                 |       |       |
| Provision for unearned premiums  | 1,976 | 2,096 |
| Provision for claims outstanding   | 1,951 | 1,975 |
| Life insurance total   | 3,927 | 4,071 |
| Reinsurers' share  |       |       |
| Provision for unearned premiums  | 0     | 0     |
| Provision for claims outstanding   | -3    | -3    |
| Total  | -3    | -3    |

Investment contracts do not include a provision for claims outstanding.

Liability adequacy test does not give rise to supplementary claims.

Exemption allowed in IFRS 4 *Insurance contracts* has been applied to investment contracts with DPF or contracts with a right to trade-off for an investment contract with DPF. These investment contracts have been valued like insurance contracts.

| EURm         | 2013  | 2012  |
|--------------|-------|-------|
| Group, total | 3,927 | 4,071 |

# 28 Liabilities from unit-linked insurance and investment contracts

### Life insurance

| EURm                               | 2013  | 2012  |
|------------------------------------|-------|-------|
| Unit-linked insurance contracts    | 3,095 | 2,665 |
| Unit-linked investment contracts   | 1,522 | 1,168 |
| Total                              | 4,617 | 3,833 |
| Elimination items between segments | -7    | -1    |
| EURm                               | 2013  | 2012  |
| Group, total                       | 4,610 | 3,832 |

## 29 Financial liabilities

The segment financial liabilities include derivatives, debt securities and other financial liabilities.

## **P&C** insurance

EURm 2013 2012

| Subordinated debt securities                          |           |          |     |     |
|---|-----------|----------|-----|-----|
| Subordinated loans                                    |           |          |     |     |
| Euro-denominated Ioans                                | Maturity  | Interest |     |     |
| Preferred capital note, 2002 (nominal value EURm 65)  | 20 years  | 8.98%    | -   | 66  |
| Preferred capital note, 2005 (nominal value EURm 150) | perpetual | 4.94%    | 150 | 149 |
| Preferred capital note, 2011 (nominal value EURm 110) | 30 years  | 6.00%    | 109 | 109 |
| Preferred capital note, 2013 (nominal value EURm 90)  | perpetual | 4.70%    | 90  |     |
| Total subordinated debt securities                    |           |          | 348 | 215 |

The subordinated loan issued in 2002 was repaid in April 2013.

The loans 2005 and 2011 are issued with fixed interest rates for the first ten years, after which they become subject to variable interest rates. The new subordinated loan issued in June 2013 has a fixed interest rate for the first 5.5 years afther which it becomes subject to variable interest rates. At the point of change, there is the possibility of redemption for all the loans. All loans and their terms are approved by supervisory authorities and the loans are utilised for solvency purposes.

The loans issued in 2011 and 2013 are wholly subscribed by Sampo Plc.

The loans issued in 2005 and 2011 are listed on the Luxembourg Exchange.

### Life insurance

| EURm                                       | 2013 | 2012 |
|--|------|------|
| Derivative financial instruments (note 15) | 11   | 5    |
| Subordinated debt securities               |      |      |
| Subordinated loans                         | 100  | 100  |
| Life insurance, total                      | 111  | 105  |

Mandatum Life issued in 2002 EURm 100 Capital Notes. The loan is perpetual and pays floating rate interest. The interest is payable only from distributable capital. The loan is repayable only with the consent of the Insurance Supervisory Authority and at the earliest on 2012 or any interest payment date after that. The loans is wholly subscribed by Sampo Plc.

# **Holding**

| EURm                                       | 2013  | 2012  |
|--|-------|-------|
| Derivative financial instruments (note 15) | 18    | 19    |
| Debt securities in issue                   |       |       |
| Commercial papers *)                       | 308   | 451   |
| Bonds                                      | 1,720 | 1,710 |
| Total                                      | 2,027 | 2,162 |
|  |       |       |
| Holding, total                             | 2,045 | 2,181 |

<sup>\*)</sup> The determination and hierarchy of financial assets and liabilities at fair value are disclosed in note 17. Based on the principles of this determination, the bonds of the Holding Company fall under level 2.

| Elimination items between segments | -336  | -270  |
|------------------------------------|-------|-------|
| EURm                               | 2013  | 2012  |
|                                    |       |       |
| Group, total                       | 2,193 | 2,269 |

### **30 Provisions**

### **P&C** insurance

| EURm                                      | 2013 |
|---|------|
| At 1 Jan. 2013                            | 56   |
| Exchange rate differences                 | -3   |
| Additions                                 | 13   |
| Amounts used during the period            | -7   |
| Unused amounts reversed during the period | -1   |
| At 31 Dec. 2013                           | 58   |
| Current (less than 1 year)                | 52   |
| Non-current (more than 1 year)            | 7    |
| Total                                     | 58   |

EURm 22 of the provision consist of assets reserved for the development of efficient administrative and claims-adjustment processes and structural changes in distribution channels result in organisational changes that affect all business areas. In addition, the item includes a provision of about EURm 33 for law suits and other uncertain liabilities.

## 31 Employee benefits

## **Employee benefits**

Sampo has defined benefit plans in P&C insurance business in Sweden and Norway.

In addition to statutory retirement pension insurance, the Group has certain voluntary defined benefit plans. The voluntary defined benefit plans are intra-Group and included in the insurance liabilities of Mandatum Life. The amount is negligible and they have no material impact on the Group profit or loss or equity.

# **Employee benefit obligations of P&C Insurance 31 Dec.**

| EURm   | 01/2012 | 12/2012 | 12/2013 |
|--|---------|---------|---------|
| Present value of estimated pension obligation, | 612     | 595     | 580     |
| including social costs                         | 347     | 392     | 385     |
| Fair value of plan assets                      | 266     | 203     | 195     |

Since January 1, 2008, the main Swedish pension plan has been closed to new employees born in 1972 or later and the corresponding Norwegian pension plan has been closed to new employees since January 1, 2007 regardless of age. The pension benefits referred to are old-age pension and survivors' pension in Sweden and old-age pension, survivors' pension and disability

pension in Norway. A common feature of all of the pension plans is that the employees and survivors encompassed by the plans are entitled to a guaranteed pension that depends on the employees' service period and pensionable salary at the time of retirement. The dominating benefit is the old-age pension, which refers in part to temporary pension before the anticipated retirement age and in part to a life-long pension after the anticipated retirement age.

The retirement age for receiving premature pension is normally 62 years in Sweden and normally 65 years in Norway. In Sweden, premature old-age pension following a complete service period is payable at a rate of approximately 65 per cent of the pensionable salary and applies to all employees born in 1955 or earlier and who were covered by the insurance sector's collective bargaining agreement of 2006. In Norway, premature old-age pension following a complete service period is payable at a rate of approximately 70 per cent of the pensionable salary and applies to all employees born in 1957 or earlier and who were employed by If in 2013.

The anticipated retirement age in connection with life-long pension is 65 years for Sweden and 67 years for Norway. In Sweden, life-long old-age pension following a complete service period is payable at a rate of approximately 10 per cent of the pensionable salary between 0 and 7.5 income base amounts, 65 per cent of salary between 7.5 and 20 income base amounts and 32.5 per cent between 20 and 30 income base amounts. In Norway, life-long old-age pension following a complete service period is payable at a rate of approximately 70 per cent of the pensionable salary up to 12 Norwegian base amounts, together with the estimated statutory old-age pension. Paid-up policies and pension payments from the Swedish plans are normally indexed upwards in an amount corresponding to the change in the consumer price index. However, there is no agreement guaranteeing the value and future supplements in addition to the contractual pension benefit could either rise of fall. Pension payments from the Norwegian plans are indexed upwards in an amount corresponding to the change in the consumer price index.

The pensions are primarily funded through insurance whereby the insurers establish the premiums and disburse the benefits. If's obligation is primarily fulfilled through payment of the premiums. Should the assets that are attributable to the pension benefits not be sufficient to enable the insurers to cover the guaranteed pension benefits, If could be forced to pay supplementary insurance premiums or secure the pension obligations in some other way. In addition to insured pension plans, there are also unfunded pension benefits in Norway for which If is responsible for ongoing payment.

To cover the insured pension benefits, the related capital is managed as part of the insurers' management portfolios. In such management, the characteristics of the investment assets are analysed in relation to the characteristics of the obligations, in a process known as Asset Liability Management. New and existing asset categories are evaluated continuously in order to diversify the asset portfolios with a view to optimising the anticipated risk-adjusted return. Any surplus that arises from management of the assets normally accrues to If and/or the insured and there is no form of transfer of the asset value to other members of the insurance collective.

The insurers and If are jointly responsible for monitoring the pension plans, including investment decisions and contributions. The pension plans are essentially exposed to similar material risks regarding the final amount of the benefits, the investment risk associated with the plan assets and the fact that the choice of discount interest rate affects their valuation in the financial statements.

When applying IAS 19, the pension obligations are calculated, as is the pension cost attributable to the fiscal period, using actuarial methods. Pension rights are considered to have been vested straight line during the service period. The calculation of pension obligations is based on future anticipated pension payments and includes assumptions regarding mortality, employee turnover and salary growth. The nominally calculated debt is discounted to the present value using an interest rate based on current market interest rates adjusted to take into account the duration of the company's pension obligations. As a basis for determining the discount interest rate for the Swedish obligation, If uses liquid covered mortgage bonds issued by a mortgage institution. Covered mortgage bonds are also used for the Norwegian obligation. After a deduction for the plan assets, a net asset or net liability is recognised in the balance sheet.

The following tables contain a number of material assumptions, specifications of pension costs, assets and liabilities and a sensitivity analysis showing the potential effect on the obligations of reasonable changes in those assumptions as at the end of the fiscal year. The carrying amounts have been stated including special payroll tax in Sweden (24.26 per cent) and a corresponding fee in Norway (14.1 per cent).

# Specification of employee benefit obligations by country

|   |        | 2013   |       |        | 2012   |       |
|---|--------|--------|-------|--------|--------|-------|
|   | Sweden | Norway | Total | Sweden | Norway | Total |
| Recognised in income statement and other comprehensive income |        |        |       |        |        |       |
| Current service cost  | -6     | -10    | -16   | -5     | -16    | -21   |
| Past service cost   | -0     | -      | -0    | -2     | 24     | 22    |

| Interest expense on net pension liability                            | -2         | -5         | -7         | -2         | -6         | -8         |
|--|------------|------------|------------|------------|------------|------------|
| Total in income statement  | -7         | -15        | -22        | -9         | 1          | -7         |
| Remeasurement of the net pension liability                           | 19         | -40        | -21        | -18        | 63         | 45         |
| Total in comprehensive income statement                              | 12         | -55        | -44        | -27        | 64         | 38         |
| Recognised in balance sheet  |            |            |            |            |            |            |
|  |            |            |            |            |            |            |
| Present value of estimated pension liability, including social costs | 154        | 426        | 580        | 174        | 420        | 595        |
|  | 154<br>124 | 426<br>261 | 580<br>385 | 174<br>119 | 420<br>273 | 595<br>392 |

|                             | 201    | 3      | 201    | 2      |  |
|-----------------------------|--------|--------|--------|--------|--|
| istribution by asset class  | Sweden | Norway | Sweden | Norway |  |
| Debt instruments, level 1   | 34%    | 49%    | } 40%  | } 53%  |  |
| Debt instruments, level 2   | 3%     | 12%    | } 40%  | } 55%  |  |
| Equity instruments, level 1 | 31%    | 8%     | } 29%  | } 18%  |  |
| Equity instruments, level 3 | 0%     | 3%     | } 29%  | } 10%  |  |
| Property, level 3           | 10%    | 11%    | 10%    | 15%    |  |
| Other, level 1              | 11%    | 13%    |        |        |  |
| Other, level 2              | 0%     | 1%     | } 21%  | } 14%  |  |
| Other, level 3              | 11%    | 3%     |        |        |  |

The following actuarial assumptions have been used for the calculation of defined benefit pension plans in Norway and Sweden:

|   | 31.12.2013                 |          | 31.12.2012      |          |
|---|----------------------------|----------|-----------------|----------|
|   | Sweden                     | Norway   | Sweden          | Norway   |
| Discount rate   | 4,00%                      | 3,50%    | 4,00%           | 4,00%    |
| Future salary increases   | 3,00%                      | 3,00%    | 3,75%           | 3,75%    |
| Price inflation   | 2,00%                      | 2,00%    | 2,25%           | 2,25%    |
| Mortality table   | FFFS<br>2007:31<br>+1 year | K2013    | FFFS<br>2007:31 | K2005    |
| Average duration of pension liabilities                         | 20 years                   | 16 years | 20 years        | 15 years |
| Expected contributions to the defined benefit plans during 2014 | 9                          | 15       |                 |          |

| Sensitivity analysis of effect of reasonably possible changes | Sweden | Norway | Total |
|---|--------|--------|-------|
| Discount rate, +0,50%   | -17    | -34    | -51   |
| Discount rate, -0,50%   | 20     | 38     | 58    |
| Future salary increases, +0,25%                               | 6      | 7      | 13    |
| Future salary increases, -0,25%                               | -5     | -7     | -12   |
| Expected longevity, +1 year                                   | 5      | 13     | 18    |

|  |              | 2013           |       |                 | 2012           |       |
|--|--------------|----------------|-------|-----------------|----------------|-------|
| EURm   | Funded plans | Unfunded plans | Total | Funded<br>plans | Unfunded plans | Total |
| Analysis of the employee benefit obligation                          |              |                |       |                 |                |       |
| Present value of estimated pension liability, including social costs | 532          | 490            | 1,022 | 538             | 57             | 595   |
| Fair value of plan assets  | 385          | -              | 385   | 392             | -              | 392   |

# Analysis of the change in net liability recognised in the balance sheet

| EURm  | 2012 | 2013 |
|---|------|------|
| Pension liabilities:  |      |      |
| At the beginning of the year                                    | 612  | 595  |
| Earned during the financial year                                | 21   | 16   |
| Costs pertaining to prior-year service                          | -21  | 0    |
| Interest cost   | 19   | 21   |
| Actuarial gains (-)/losses (+) on financial assumptions         | -74  | -22  |
| Actuarial gains (-)/losses (+) on demographic assumptions       | -    | 67   |
| Actuarial gains (-)/losses (+), experience adjustments          | 33   | -15  |
| Exchange differences on foreign plans                           | 31   | -57  |
| Benefits paid   | -26  | -26  |
| Defined benefit plans at 31 Dec.                                | 595  | 580  |
| Reconciliation of plan assets:                                  |      |      |
| At the beginning of the year                                    | 347  | 392  |
| Interest income   | 11   | 15   |
| Difference between actual return and calculated interest income | 2    | 8    |
| Contributions paid  | 28   | 24   |
| Exchange differences on foreign plans                           | 18   | -38  |
| Benefits paid   | -15  | -16  |
| Plan assets at 31 Dec.  | 392  | 385  |

# Other short-term employee benefits

There are other short-term staff incentive programmes in the Group, the terms of which vary according to country, business area or company. Benefits are recognised in the profit or loss for the year they arise from. An estimated amount of these short-term incentives, social security costs included, for 2013 is EURm 80.

## 32 Other liabilities

# **P&C** insurance

| EURm   | 2013 | 2012 |
|--|------|------|
| Liabilities arising out of direct insurance operations | 148  | 149  |
| Liabilities arising out of reinsurance operations      | 49   | 103  |
| Liabilities related to Patient Insurance Pool          | 68   | 55   |
| Tax liabilities  | 113  | 176  |
| Prepayments and accrued income                         | 197  | 199  |
| Other  | 119  | 125  |
| P&C insurance, total                                   | 694  | 807  |

The non-current share of other liabilities is EURm 57 (45).

Item Other includes e.g. witholding taxes, social expenses related to Workers Compensation insurance policies and employee

benefits, unpaid premium taxes and other accruals.

# Life insurance

| EURm   | 2013 | 2012 |
|--|------|------|
| Interests  | 7    | 9    |
| Tax liabilities  | 18   | 0    |
| Liabilities arising out of direct insurance operations | 6    | 6    |
| Liabilities arising out of reinsurance operations      | 5    | 5    |
| Settlement liabilities                                 | 26   | 4    |
| Guarantees received                                    | 31   | 122  |
| Other liabilities                                      | 37   | 32   |
| Life insurance, total                                  | 129  | 177  |

Item Guarantees received comprise assets accepted as guarantees required in derivative trading and securities lending. Item Other includes e.g. liabilities arising from withholding taxes and social security costs, liabilities to creditors and insurance premium advances.

# **Holding**

| EURm   | 2013 | 2012  |
|--|------|-------|
| Interests  | 34   | 34    |
| Guarantees for trading in derivatives  | 47   | 78    |
| Liability for dividend distribution  | 26   | 24    |
| Other  | 21   | 16    |
| Holding, total   | 129  | 152   |
| Item Other includes e.g. reservations for share-based incentive programmes and other incentive salaries. |      |       |
| Elimination items between segments   | -11  | -13   |
| EURm   | 2013 | 2012  |
| Group, total   | 941  | 1,123 |
|  |      |       |

# 33 Contingent liabilities and commitments

## **P&C** insurance

| EURm                          | 2013 | 2012 |
|-------------------------------|------|------|
| Off-balance sheet items       |      |      |
| Guarantees                    | 28   | 37   |
| Other irrevocable commitments | 14   | 6    |
| Total                         | 42   | 43   |

### Assets pledged as collateral for liabilities or contingent liabilities

|      | 2013   | 2013         |        | 2012         |  |
|------|--------|--------------|--------|--------------|--|
| EURm | Assets | Liabilities/ | Assets | Liabilities/ |  |

|   | pledged | commitments | pledged | commitments |
|---|---------|-------------|---------|-------------|
| Assets pledged as collateral  |         |             |         |             |
| Cash at balances at central banks                                   | 1       | 1           | 6       | 4           |
| Investments   |         |             |         |             |
| - Investment securities   | 270     | 131         | 285     | 153         |
| Total   | 271     | 132         | 290     | 157         |
| Rm  |         |             | 12/2013 | 12/2012     |
| Assets pledged as security for derivative contracts, carrying value |         |             |         |             |
| Investment securities   |         |             | 39      | 40          |

The pledged assets are included in the balance sheet item Other assets.

| EURm   | 2013 | 2012 |
|--|------|------|
| Commitments for non-cancellable operating leases                   |      |      |
| Minimum lease payments   |      |      |
| not later than one year  | 32   | 37   |
| later than one year and not later than five years                  | 99   | 110  |
| later than five years  | 78   | 101  |
| Total  | 209  | 248  |
| Lease and sublease payments recognised as an expense in the period |      |      |
| - minimum lease payments   | 25   | -45  |
| - sublease payments  | 11   | -    |
| Total  | 36   | -45  |

The subsidiaries If P&C Insurance Ltd and If P&C Insurance Company Ltd provide insurance with mutual undertakings within the Nordic Nuclear Insurance Pool and If P&C Insurance Ltd within the Norwegian Natural Perils' Pool and the Dutch Terror Pool.

In connection with the transfer of property and casualty insurance business from the Skandia Group to the If Group as of March 1, 1999, If P&C Holding Ltd and If P&C Insurance Ltd issued a guarantee for the benefit of Försäkringsaktiebolaget Skandia (publ.) whereby the aforementioned companies in the If Group mutually guarantee that companies in the Skandia Group will be indemnified against any claims or actions due to guarantees or similar commitments made by companies in the Skandia Group within the property and casualty insurance business transferred to the If Group.

If P&C Insurance Holding Ltd and If P&C Insurance Ltd have separately entered into contracts with Försäkringsaktiebolaget Skandia (publ.) and Tryg-Baltica Forsikrings AS whereby Skandia and Tryg-Baltica will be indemnified against any claims attributable to guarantees issued by Försäkringsaktiebolaget Skandia (publ.) and Vesta Forsikring AS, on behalf of Skandia Marine Insurance Company (U.K.) Ltd. (now Marlon Insurance Company Ltd.) in favor of the Institute of London Underwriters. Marlon Insurance Company Ltd. was disposed during 2007, and the purchaser issued a guarantee in favour of If for the full amount that If may be required to pay under these guarantees.

Normal seller's guarantees have been given in connection the disposal of the subsidiary IPSC Region.

If P&C Insurance Company Ltd has outstanding commitments to private equity funds totalling EURm 6, which is the maximum amount that the company has committed to invest in the funds. Capital will be called to these funds over several years as the funds make investments.

With respect to certain IT systems If and Sampo use jointly, If P&C Insurance Holding Ltd has undertaken to indemnify Sampo for any costs caused by It that Sampo may incur in relation to the owners of the systems.

### Life insurance

4

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| EURm   | 2013    | 2012    |
|--|---------|---------|
| Off-balance sheet items  |         |         |
| Investment commitments   | 391     | 367     |
| Acquisition of IT-software   | 3       | 1       |
| Total  | 394     | 368     |
| EURm   | 12/2013 | 12/2012 |
| Assets pledged as security for derivative contracts, carrying value        |         |         |
| Cash and cash equivalents  | 6       | 6       |
| The pledged assets are included in the balance sheet item<br>Other assets. |         |         |
| Lended securities  |         |         |
| Domestic shares  |         |         |
| Remaining acquisition cost   | 14      | 67      |

Security lendings can be interrupted at any time and they are secured.

| EURm   | 2013 | 2012 |
|--|------|------|
| Commitments for non-cancellable operating leases   |      |      |
| Minimum lease payments   |      |      |
| not later than one year  | 2    | 2    |
| later than one year and not later than five years  | 8    | 3    |
| later than five years  | 9    | -    |
| Total  | 19   | 5    |
| Total of sublease payments expected to be received under non-cancellable operating sub-leases at 31 Dec. | 1    | 1    |
| Lease and sublease payments recognised as an expense in the period                                       |      |      |
| - minimum lease payments   | -3   | -3   |
| - sublease payments  | 0    | 0    |
| Total  | -3   | -3   |

# Holding

Fair value

| EURm  | 2013 | 2012 |
|---|------|------|
| Off-balance sheet items                           |      |      |
| Investment commitments                            | 1    | 1    |
| EURm  | 2013 | 2012 |
| Commitments for non-cancellable operating leases  |      |      |
| Minimum lease payments                            |      |      |
| not later than one year                           | 1    | 1    |
| later than one year and not later than five years | 2    | 3    |
| Total   | 3    | 4    |

The Group had at the end of 2013 premises a total of 178,877 m2 (178,971) taken as a lessee. The contracts have been made mainly for 3 to 10 years.

# 34 Equity and reserves

## **Equity**

The number of Sampo plc's shares at 31 Dec. 2013 was 560,000,000, of which 558,000,000 were A-shares and 1,200,000 B-shares. There was no change in the company's share capital of EURm 98 during the financial year.

At the end of the financial year 2013, the mother company or other Group companies held no shares in the parent company.

# Reserves and retained earnings

### Legal reserve

The legal reserve comprises the amounts to be transferred from the distributable equity according to the articles of association or on the basis of the decision of the AGM.

### Invested unrestricted equity

The reserve includes other investments of equity nature, as well as issue price of shares to an extent it is not recorded in share capital by an express decision.

### Other components of equity

Other components of equity include fair value changes of financial assets available for sale and derivatives used in cash flow hedges, and exchange differences.

Changes in the reserves and retained earnings are presented in the Group's statement of changes in equity.

# 35 Related party disclosures

### Key management personnel

The key management personnel in Sampo Group consists of the members of the Board of Directors of Sampo plc and Sampo Group's Executive Committee, and the entities over which the members of the key management personnel have a control.

### Key management compensation

| EURm                         | 2013 | 2012 |
|------------------------------|------|------|
| Short-term employee benefits | 7    | 6    |
| Post employment benefits     | 3    | 3    |
| Other long-term benefits     | 10   | 6    |
| Total                        | 19   | 16   |

Short-term employee benefits comprise salaries and other short-terms benefits, including profit-sharing bonuses accounted for for the year, and social security costs.

Post employment benefits include pension benefits under the Employees' Pensions Act (TEL) in Finland and voluntary supplementary pension benefits.

Other long-term benefits consist of the benefits under long-term incentive schemes accounted for for the year (see Note 36).

### Related party transactions of the key management

The related party transactions of the key management are not material nor does the key management have any loans from the Group companies.

### **Associates**

#### Outstanding balances with related parties/Associate Nordea

| EURm        | 2013  | 2012  |
|-------------|-------|-------|
| Assets      | 1,152 | 1,074 |
| Liabilities | 111   | 122   |

The Group's receivables from Nordea coprise mainly long-term investments in bonds and deposits. In addition, the Group has several on-going derivative contracts related to the Group's risk management of investments and liabilities.

### 36 Incentive schemes

### Long-term incentive schemes 2009 I - 2011 I

The Board of Directors of Sampo plc has decided on the long-term incentive schemes 2009 I - 2011 I for the management and key employees of Sampo Group. The Board has authorised the CEO to decide who will be included in the scheme, as well as the number of calculated incentive units granted for each individual used in determining the amount of the incentive reward. In the schemes, the number of calculated incentive units granted for the members of the Group Executive Committee is decided by the Board of Directors. Over 110 persons were included in the schemes at the end of year 2013.

The amount of the performance-related bonus is based on the value performance of Sampo's A share and on the insurance margin (IM) and, regarding the 2011 I scheme, also on Sampo's return on the risk adjusted capital (RORAC). The value of one calculated incentive unit is the trade-weighted average price of Sampo's A-share at the time period specified in the terms of the scheme, and reduced by the starting price adjusted with the dividends per share distributed up to the payment date. The predividend starting prices vary between eur 16.49 - 24.07. The maximum value of one incentive unit varies between eur 28.49 - 39.07, reduced by the dividend-adjusted starting price. In the 2011 I scheme, the incentive reward depends on two benchmarks. The payout is 70 per cent, if the IM is 6 per cent or more, and 35 per cent, if the IM is between 4 - 5.99 per cent. No IM-related reward will be paid out, if the IM stays below these. In addition, the return on the risk adjusted capital is taken into account so that an incentive reward of 30 per cent is paid out, if the return is at least risk free return + 4 per cent. If the return is risk free return + 2 per cent, but less than risk free return + 4 per cent, the payout is 15 per cent. If the return stays below these benchmarks, no RORAC-based reward will be paid out.

Each plan has three performance periods and incentive rewards are settled in cash in three installments. In the scheme 2009 I when the reward is paid, the employee shall buy Sampo's A-shares at the first possible opportunity, taking into account the provisions on insiders, with 30 per cent of the amount of the reward after taxes and other comparable charges, and to keep the shares in his/her possession for 2 years. In the 2011 I scheme, the employee shall buy Sampo A shares with 60 per cent of the net amount of reward received. The shares are subject to transfer restrictions for three years from the day of payout. A premature payment of the reward may occur in the event of changes in the group structure or in the case of employment termination on specifically determined bases. The fair value of the incentive schemes is estimated by using the Black-Scholes princing model.

The longe-term incentive scheme 2009 I ended in September 2013, when the last reward was paid out.

|  |       | 2009 I   | 2011 I   | 2011 I/2 |
|--|-------|----------|----------|----------|
| Terms approved *)  |       | 08/27/09 | 09/14/11 | 09/14/11 |
| Granted (1,000) 31 Dec. 2010                                   |       | 4,369    | -        | -        |
| Granted (1,000) 31 Dec. 2011                                   |       | 3,002    | 4,359    | -        |
| Granted (1,000) 31 Dec. 2012                                   |       | 1,444    | 4,199    | 130      |
| Granted (1,000) 31 Dec. 2013                                   |       | -        | 4,134    | 100      |
| End of performance period I 30%                                |       | Q2-2011  | Q2-2014  | Q2-2015  |
| End of performance period II 35%                               |       | Q2-2012  | Q2-2015  | Q2-2016  |
| End of performance period III 35%                              |       | Q2-2013  | Q2-2016  | Q2-2017  |
| Payment I 30%  |       | 9-2011   | 9-2014   | 9-2015   |
| Payment II 35%   |       | 9-2012   | 9-2015   | 9-2016   |
| Payment III 35%  |       | 9-2013   | 9-2016   | 9-2017   |
| Price of Sampo A at terms approval date *)                     |       | 16.74    | 18.10    | 18.10    |
| Starting price **)   |       | 16.49    | 18.37    | 24.07    |
| Dividend-adjusted starting price at 31 Dec. 2013               |       | 13.14    | 15.82    | 22.72    |
| Sampo A - closing price 31 Dec. 2012                           | 35.72 |          |          |          |
| Total intrinsic value, EURm                                    |       | -        | 37       | 0        |
| Total debt   | 38    |          |          |          |
| Total cost for the financial period, meur (incl. social costs) | 42    |          |          |          |

<sup>\*)</sup> Grant dates vary

## 37 Auditors' fees

| EURm          | 2013 | 2012 |
|---------------|------|------|
| Auditing fees | -2   | -2   |
| Other fees    | -0   | -1   |
| Total         | -3   | -3   |

# 38 Legal proceedings

There are a number of legal proceedings against the Group companies outstanding on 31 Dec. 2013, arising in the ordinary course of business. The companies estimate it unlikely that any significant loss will arise from these proceedings.

## 39 Investments in subsidiaries

| Name                         | Group holding % | Carrying amount |  |  |
|------------------------------|-----------------|-----------------|--|--|
|                              |                 |                 |  |  |
| P&C insurance                |                 |                 |  |  |
| If P&C Insurance Holding Ltd | 100             | 1,886           |  |  |

<sup>\*\*)</sup> Trade-weighted average for ten trading days from the approval of terms

| If P&C Insurance Ltd                | 100 | 1,364 |
|-------------------------------------|-----|-------|
|                                     |     |       |
| If P&C Insurance Company Ltd        | 100 | 501   |
| If P&C Insurance AS                 | 100 | 50    |
| AS If Kinnisvarahaldus              | 100 | 0     |
| CJSC If Insurance                   | 100 | 10    |
| If Livförsäkring Ab                 | 100 | 8     |
| Life insurance                      |     |       |
| Mandatum Life Insurance Company Ltd | 100 | 484   |
| Mandatum Life Insurance Baltic SE   | 100 | 11    |
| Other business                      |     |       |
| If IT Services A/S                  | 100 | 0     |
| Sampo Capital Oy                    | 100 | 1     |

The table excludes property and housing companies accounted for in the consolidated accounts.

# 40 Investments in shares and participations other than subsidiaries and associates

## **P&C** insurance

|                            | Country     | No. of shares | Holding % | Carrying<br>amount /<br>Fair value |
|----------------------------|-------------|---------------|-----------|------------------------------------|
|                            |             |               |           |                                    |
| Listed companies           |             |               |           |                                    |
| A P Moller - Maersk        | Denmark     | 1,125         | 0.03%     | 9                                  |
| ABB                        | Switzerland | 3,162,541     | 0.14%     | 61                                 |
| Atlas Copco A+B            | Sweden      | 1,918,293     | 0.16%     | 35                                 |
| BB Tools                   | Sweden      | 254,500       | 0.89%     | 3                                  |
| Be Group                   | Sweden      | 3,740,083     | 7.48%     | 5                                  |
| Clas Ohlson                | Sweden      | 3,114,337     | 4.75%     | 42                                 |
| CTT Systems                | Sweden      | 511,200       | 4.49%     | 2                                  |
| Eitzen Maritime            | Norway      | 8,231,616     | 30.16%    | 3                                  |
| Beijer Ab Gl               | Sweden      | 188,774       | 0.44%     | 3                                  |
| Gunnebo AB                 | Sweden      | 8,849,114     | 11.67%    | 40                                 |
| Hennes Mauritz B           | Sweden      | 2,180,192     | 0.13%     | 73                                 |
| Husqvarna AB               | Sweden      | 5,833,987     | 1.01%     | 25                                 |
| Husqvarna                  | Sweden      | 2,249,321     | 0.39%     | 10                                 |
| Investor                   | Sweden      | 970,000       | 0.13%     | 24                                 |
| Lindab Intl                | Sweden      | 3,890,055     | 4.94%     | 28                                 |
| Nederman Holding AB        | Sweden      | 1,160,400     | 9.90%     | 25                                 |
| Nobia AB                   | Sweden      | 21,075,000    | 12.02%    | 130                                |
| Nolato AB                  | Sweden      | 243,131       | 0.92%     | 4                                  |
| Reservoir Exploration Tech | Norway      | 5,438,761     | 6.11%     | 0                                  |
| Sandvik AB                 | Sweden      | 3,945,780     | 0.31%     | 40                                 |
| Scania AB                  | Sweden      | 3,044,397     | 0.38%     | 43                                 |
| Sectra AB                  | Sweden      | 4,322,927     | 11.65%    | 37                                 |

| SSAB                       | Sweden        | 663,760    | 0.20%  | 4   |
|----------------------------|---------------|------------|--------|-----|
| SSAB                       | Sweden        | 1,360,353  | 0.42%  | 6   |
| Statoil ASA                | Norway        | 1,783,700  | 0.06%  | 31  |
| Svedbergs i Dalstrop       | Sweden        | 2,427,790  | 11.45% | 6   |
| Teliasonera AB             | Sweden        | 14,400,000 | 0.33%  | 87  |
| VBG Group AB               | Sweden        | 540,211    | 3.94%  | 8   |
| Veidekke ASA               | Norway        | 12,111,648 | 9.06%  | 71  |
| Volvo AB                   | Sweden        | 1,287,600  | 0.06%  | 12  |
| Volvo AB                   | Sweden        | 4,409,972  | 0.21%  | 42  |
| Yara Intl ASA              | Norway        | 596,861    | 0.21%  | 19  |
| Noreco                     | Norway        | 5,277,700  | 0.09%  | 4   |
| Marine Harvest ASA         | Norway        | 9,495,173  | 2.31%  | 8   |
| Total listed companies     |               |            |        | 942 |
| Other                      |               |            |        | 185 |
| Unit trusts                |               |            |        |     |
| Aberdeen AM                | Luxemburg     | 940,169    |        | 48  |
| Danske Invest              | Finland       | 32,303,302 |        | 66  |
| Danske Invest              | Finland       | 22,375,015 |        | 40  |
| DB Platinum Advisors       | Luxemburg     | 160,000    |        | 15  |
| PEQ Eqt III                | Guernsey      | 4,720,364  |        | 2   |
| PEQ Eqt IV                 | Guernsey      | 6,257,655  |        | 5   |
| Henderson Global           | Great Britain | 883,774    |        | 13  |
| Investec Asset Mgmt        | Great Britain | 2,036,689  |        | 32  |
| Barclays Global Investment | Ireland       | 752,200    |        | 23  |
| Blackrock Inc              | United States | 595,000    |        | 80  |
| Lyxor Int AM               | France        | 220,000    |        | 7   |
| PEQ Mandatum I             | Finland       | 4,874,032  |        | 5   |
| PEQ Mandatum II            | Finland       | 1,436,768  |        | 2   |
| PEQ Mandatum II            | Finland       | 3,383,184  |        | 4   |
| PEQ Private Egy mkt        | Finland       | 2,851,007  |        | 3   |
| Handelsbanken Fonder       | Sweden        | 406,261    |        | 11  |
| PEQ Eqt Mid Market         | Great Britain | 2,164,951  |        | 2   |
|                            |               |            |        | 356 |

# Life insurance

|                        | Country | No. of shares | Holding % | Carrying<br>amount /<br>Fair value |
|------------------------|---------|---------------|-----------|------------------------------------|
| Listed companies       | Country | Sildies       | Holding % | Tull Value                         |
| Amer Sports OYJ        | Finland | 4,000,000     | 3.38%     | 60                                 |
| Comptel OYJ            | Finland | 20,532,625    | 19.18%    | 10                                 |
| Elecster OYJ A         | Finland | 117,000       | 6.43%     | 1                                  |
| eQ Oyj                 | Finland | 2,053,296     | 5.63%     | 5                                  |
| Fortum OYJ             | Finland | 4,954,834     | 0.56%     | 82                                 |
| F-Secure OYJ           | Finland | 6,674,081     | 4.20%     | 12                                 |
| Kemira OYJ             | Finland | 1,279,880     | 0.82%     | 16                                 |
| Lassila & Tikanoja OYJ | Finland | 2,181,238     | 5.62%     | 33                                 |

| Metso OYJ                                   | Finland       | 1,487,381  | 0.99%  | 35  |
|---|---------------|------------|--------|-----|
| Nokia OYJ                                   | Finland       | 1,500,000  | 0.04%  | 9   |
| Nokian Renkaat OYJ                          | Finland       | 1,099,757  | 0.83%  | 38  |
| Norvestia OYJ B                             | Finland       | 1,789,538  | 12.41% | 13  |
| Oriola-KD OYJ B                             | Finland       | 3,000,000  | 2.88%  | 8   |
| Poyry OYJ                                   | Finland       | 2,075,287  | 3.47%  | 8   |
| Suominen OYJ                                | Finland       | 20,759,500 | 8.37%  | 10  |
| Teleste OYJ                                 | Finland       | 1,679,200  | 8.92%  | 7   |
| Tikkurila Oyj                               | Finland       | 1,577,079  | 3.58%  | 31  |
| UPM-Kymmene OYJ                             | Finland       | 9,531,219  | 1.80%  | 117 |
| Vaisala Oyj A                               | Finland       | 629,250    | 4.24%  | 15  |
| Valmet Corp                                 | Finland       | 1,487,381  | 0.99%  | 11  |
| Wartsila OYJ                                | Finland       | 1,018,119  | 0.52%  | 36  |
| YIT OYJ                                     | Finland       | 4,370,951  | 3.44%  | 44  |
| Total                                       |               |            |        | 602 |
| Other listed companies                      | Finland       | 20,312,267 |        | 12  |
| Listed companies in total                   |               |            |        | 614 |
| Unit trusts                                 |               |            |        |     |
| Danske Invest Emerging Asia Fund G          | Finland       | 765,617    |        | 22  |
| Fourton Odysseus                            | Finland       | 161,675    |        | 39  |
| KJK Fund SICAV-SIF Baltic States B1 C       | Finland       | 4,990      |        | 9   |
| Total                                       |               | ,          |        | 70  |
|   |               |            |        |     |
| Capital trusts                              |               |            |        |     |
| Amanda III Eastern Private Equity L.P.      | Finland       | 13,455,462 |        | 16  |
| Amanda IV West L.P.                         | Finland       | 19,305,862 |        | 19  |
| Capman Real Estate I Ky                     | Finland       | 10,257,479 |        | 12  |
| Capman Real Estate II Ky                    | Finland       | 6,612,696  |        | 8   |
| Mandatum Private Equity Fund I L.P.         | Finland       | 8,042,153  |        | 8   |
| Sponsor Fund III Ky                         | Finland       | 4,778,688  |        | 5   |
| Total                                       |               |            |        | 68  |
| Other shares and participations             |               |            |        | 34  |
| Domestic shares and participations in total |               |            |        | 786 |
| Domestic states and participations in total |               |            |        | 700 |
| Other companies                             |               |            |        |     |
| BenCo Insurance Holding B.V.                | Netherlands   | 389,329    | 6.49%  | 6   |
| EQT IV ISS Co-investment L.P.               | Guernsey      | 872,610    | 12.52% | 12  |
| Pension Corporation Group Limited           | Guernsey      | 8,706,965  | 1.39%  | 8   |
| Apple Inc                                   | United States | 21,120     | 0.00%  | 9   |
| Foreign unit trusts                         |               |            |        |     |
| Prosperity Russia Domestic Fund             | Guernsey      |            |        | 54  |
| Prosperity Cub Fund                         | Guernsey      |            |        | 53  |
| DJ STOXX 600 OPT Healthcare                 | Ireland       |            |        | 23  |
| Aberdeen Global Asia Pacific Equity Fund    | Luxemburg     |            |        | 70  |
| Danske Invest Europe High Dividend I        | Luxemburg     |            |        | 48  |
| DB X-Trackers DAX                           | Luxemburg     |            |        | 31  |
| MFS MER-Europe SM COS-I1EUR                 | Luxemburg     |            |        | 13  |
|   |               |            |        |     |

| MFS European Value Fund Z                                   | Luxemburg      | 41    |
|---|----------------|-------|
| Allianz RCM Europe Equity Growth W                          | Luxemburg      | 57    |
| Comgest Panda   | Luxemburg      | 37    |
| Brummer & Partners Nektar Fund                              | Sweden         | 16    |
| Unideutschland XS   | Germany        | 19    |
| Henderson Gartmore Latin America R                          | Great Britain  | 48    |
| Investec GSF-Asia Pacific-I                                 | Great Britain  | 58    |
| Ishares Core S&P 500 Index Fund                             | United States  | 127   |
| Technology Select Sect SPDR                                 | United States  | 25    |
| Foreign unit trusts   |                |       |
| Fortress Credit Opportunities Fund II (C) L.P.              | Cayman islands | 55    |
| Fortress Credit Opportunities Fund III (C) L.P.             | Cayman islands | 20    |
| Victory Park Capital Fund II (Cayman), L.P.                 | Cayman islands | 15    |
| Avenue Special Situations Fund VI (C-Feeder), L.P.          | Cayman islands | 25    |
| Financial Credit Investment I, L.P.                         | Cayman islands | 10    |
| Fortress Life Settlement Fund (C) L.P.                      | Cayman islands | 20    |
| Goldman Sachs Loan Partners I Offshore B, L.P.              | Cayman islands | 14    |
| Goldman Sachs Loan Partners I Offshore Investment Fund L.P. | Cayman islands | 32    |
| Highbridge Liquid Loan Opportunities Fund, L.P              | Cayman islands | 42    |
| Highbridge Principal Strategies - Senior Loan Fund II L.P.  | Cayman islands | 6     |
| Highbridge Specialty Fund III                               | Cayman islands | 18    |
| Lunar Capital Partners III L.P.                             | Cayman islands | 6     |
| Mount Kellet Capital Partners (Cayman), L.P.                | Cayman islands | 30    |
| Mount Kellett Capital Partners (Cayman) II, L.P.            | Cayman islands | 23    |
| Petershill Offshore LP                                      | Cayman islands | 17    |
| Russia Partners II, L.P.                                    | Cayman islands | 9     |
| Capman Buyout IX Fund A L.P.                                | Guernsey       | 10    |
| Capman Buyout VIII Fund A L.P.                              | Guernsey       | 6     |
| EQT Credit (No.1) L.P.                                      | Guernsey       | 47    |
| EQT Credit (No.2) L.P.                                      | Guernsey       | 17    |
| EQT V (No.1) L.P.   | Guernsey       | 6     |
| EQT VI (No.1) L.P.  | Guernsey       | 10    |
| Gilde Buy-Out Fund III                                      | Guernsey       | 9     |
| Permira IV L.P. 2   | Guernsey       | 7     |
| Activa Capital Fund II FCPR                                 | France         | 9     |
| Verdane Capital VII K/S                                     | Denmark        | 10    |
| Gresham IV Fund L.P.  | Great Britain  | 7     |
| M&G Debt Opportunities Fund                                 | Great Britain  | 16    |
| Other share and participations                              |                | 82    |
| Foreign shares and participations in total                  |                | 1,332 |
| Shares and participations in total                          |                | 2,117 |
| Process Process and Section 1997                            |                | _,,   |

# Holding

|         |        |           | Carrying   |
|---------|--------|-----------|------------|
|         | No. of |           | amount /   |
| Country | shares | Holding % | Fair value |

### Domestic other than listed companies

| Varma Mutual Pension Insurance Company   | Finland | 57 | 80,28% | 14 |
|--|---------|----|--------|----|
| Other                                    | Finland |    |        | 10 |
| Total domestic shares and participations |         |    |        | 24 |
| Foreign unit trusts                      |         |    |        | 4  |
| Total shares and participations          |         |    |        | 28 |

Holdings exceeding EURm 5 and holdings in listed companies exceeding five per cent specified.

The table does not include investments related to unit-linked insurance contracts.

### 41 Events after the balance sheet date

In the meeting of 12 Feb. 2014, the Board of Directors decided to propose at the Annual General Meeting on 24 April 2014 a dividend distribution of EUR 1.65 per share, or total EUR 924,000,000, for 2013. The dividends to be paid will be accounted for in the equity in 2014 as a deduction of retained earnings.