

## Sampo Group's Annual Report 2013

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8 Performance analysis per class of P&C insurance 8 Performance analysis per class of P&C insurance

### 8 Performance analysis per class of P&C insurance

EURm	Accident and health	Motor, third party liability	Motor, other classes	Marine, air and transport	Fire and other damage to property	Third party liability	Credit 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 <sup>1)</sup>							
2013	-560	-508	-918	-93	-966	-105	-1
2012	-477	-499	-911	-66	-1,006	-96	-1
Operating expenses, gross <sup>2)</sup>							
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 return

2013	60	41	193	18	105	42	1
2012	100	56	145	31	68	42	1

EURm	Legal expenses	Other	Total direct insurance	Reinsurance 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

<b>2013</b>	<b>6</b>	<b>37</b>	<b>501</b>	<b>16</b>	<b>17</b>	<b>534</b>
<b>2012</b>	<b>3</b>	<b>35</b>	<b>481</b>	<b>-13</b>	<b>17</b>	<b>485</b>

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

2) Includes other technical income EURm 28 (33) and other technical expenses EURm 26 (30).