# Protector Forsikring ASA

We will always be

# The Challenger

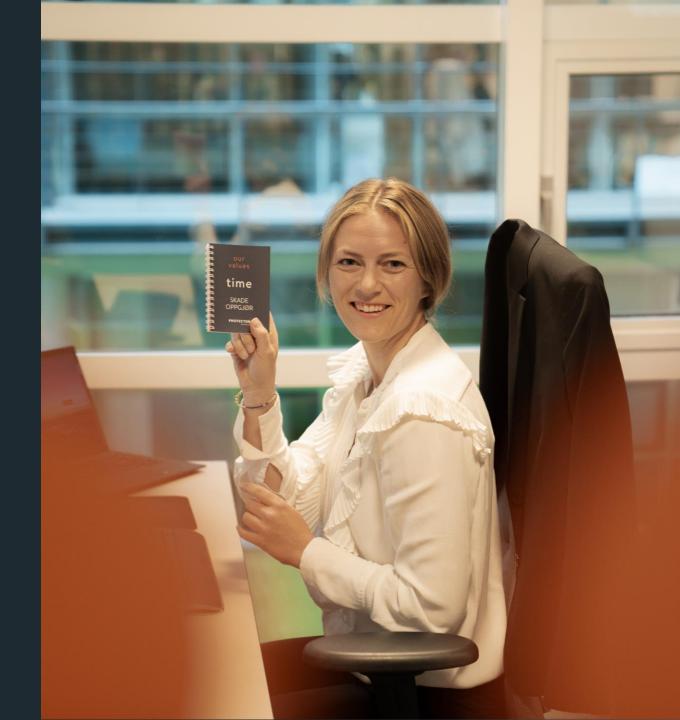
We will deliver through unique relationships, best in class decision-making and cost effective solutions

## Main targets

Cost and quality leadership
Profitable growth
Top 3

### **Values**

Credible
Innovative/Open
Bold
Committed



# A focussed company

Cost and quality leadership lead to profitable growth and a top 3 position

## Our performance culture

We will always be

# The Challenger

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### Main targets

Cost and quality leadership Profitable growth Top 3

#### Values

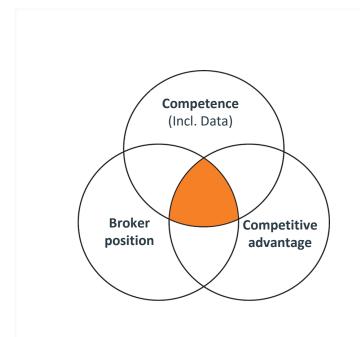
Credible Innovative/Open Bold Committed

**PROTECTOR** 

## Our strategy

- All Property and Casualty products
- Market standard products
- Market segments public sector, commercial and affinity
- · Broker distribution only
- Attractive prices (supported by cost leadership)

## Our risk appetite



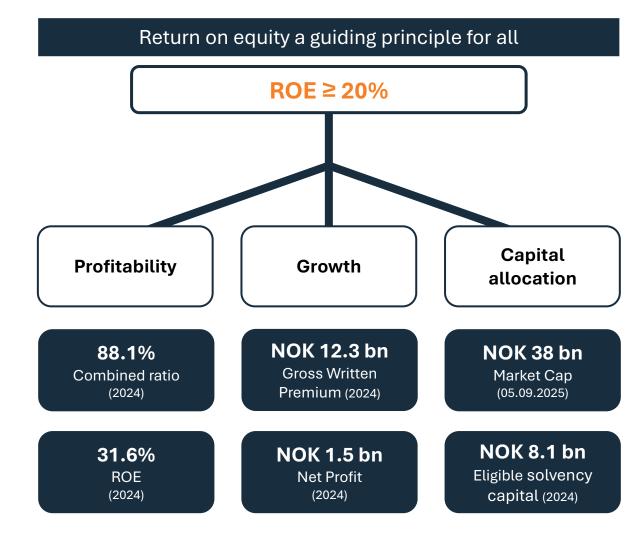


# Protector's success story

20 years of disciplined risk- and capital management

## A focussed company

- Organic profitable growth from 0 to > NOK 12 bn
- Geographically diversification in 6 markets
  - Copying a winning formula into new markets
- Short tail insurance liabilities in product mix
- Profitability over time Long-term target < 91%<sup>(1)</sup>
- Cost leadership in our core markets
- Strong investment return with investment portfolio heavily weighted towards low-risk bonds
- Strong reassurance program protecting the solvency capital
- Strong performance-based culture throughout the organisation
- Leading position among insurance brokers

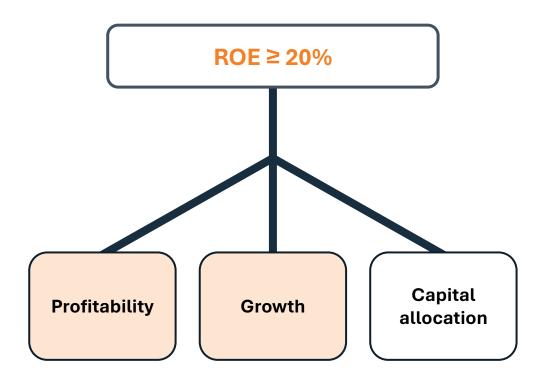


# Protector's success story

20 year of disciplined risk and capital management

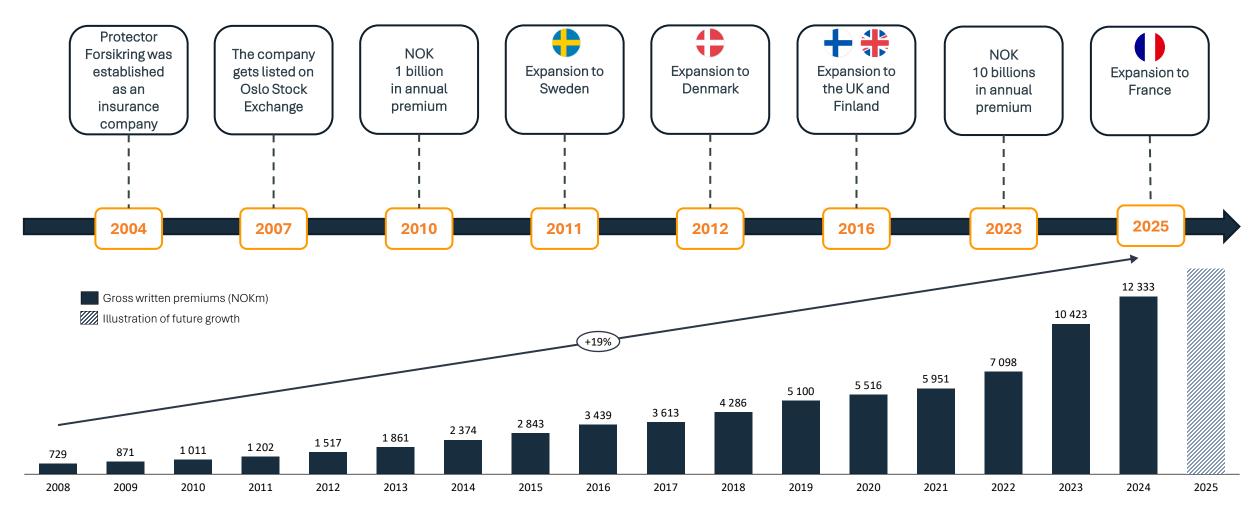
Organic profitable growth from 0 to > NOK 12bn

Return on equity a guiding principle for all



# Growing organically from 0 to > NOK 12bn since 2004

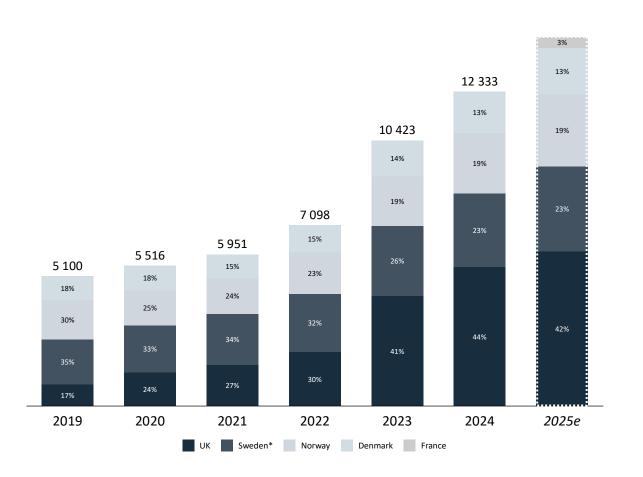
Operations in Norway, Sweden, Denmark, Finland, the UK and France



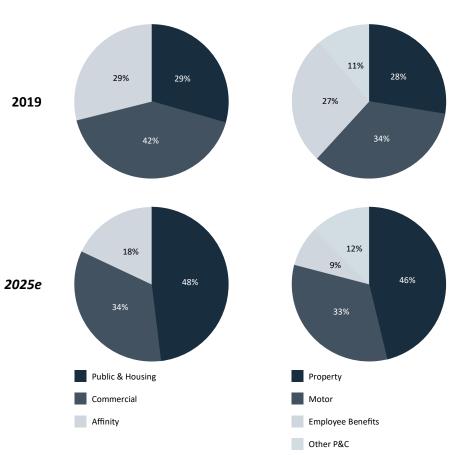
# Premium growth and composition

Disciplined underwriting and risk management

## Gross written premium (GWP) development in MNOK



# Segment distribution Product distribution





# Copying the winning formula

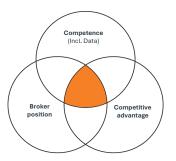
Local implementation of our DNA for global growth

Focused approach until critical mass is reached:

- Public Sector including Housing
- Commercial Motor

Criteria for prioritising markets are:

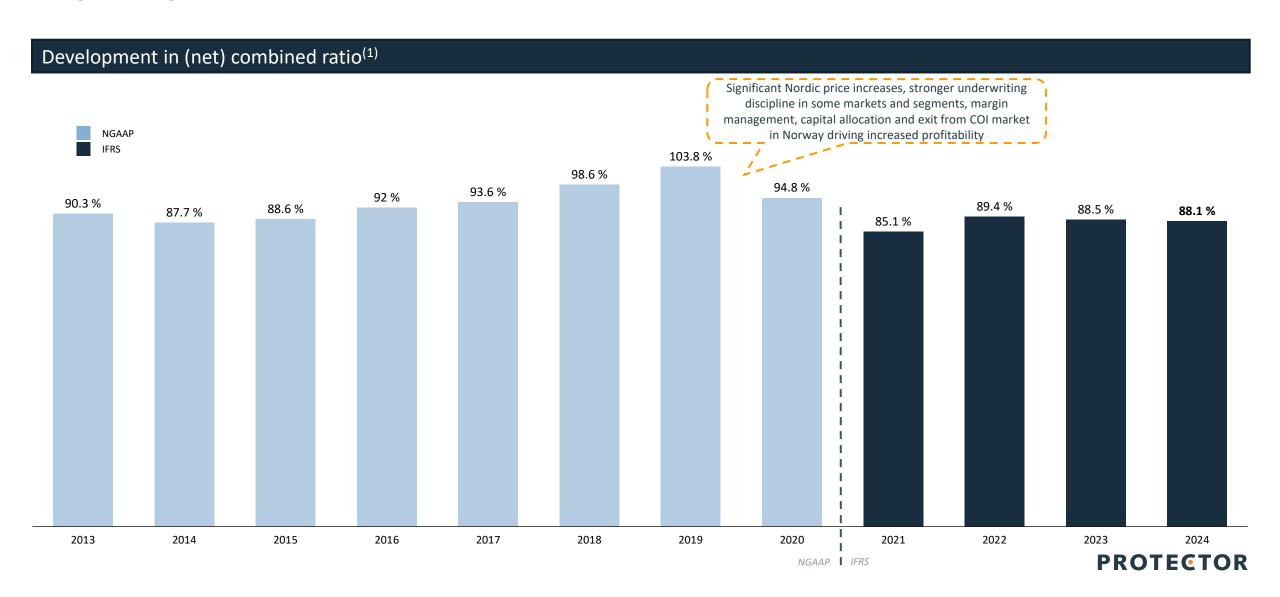
- Market size
- Data availability
- Broking dynamics
- Market situation





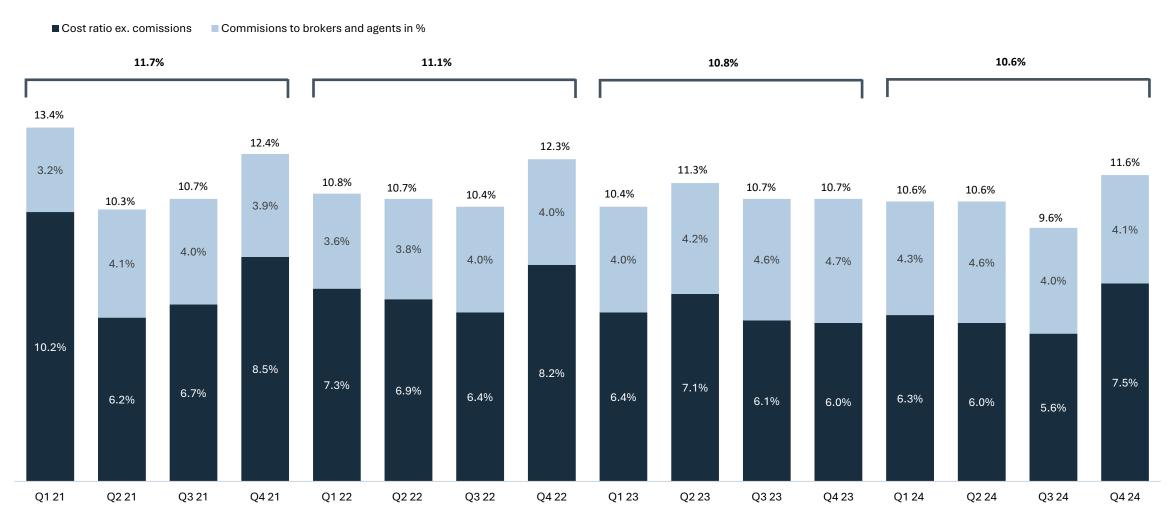
# Profitability over time

Long-term target at < 91 %



# Low cost drives high profitability

Cost ratio improvement driven by volume growth





# Top 3 in any segment we enter

Brokered Insurance Nordics & Public Sector UK

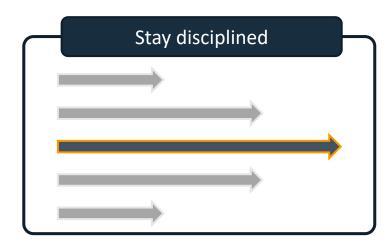








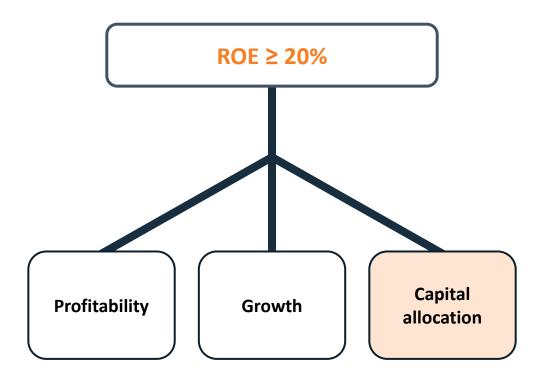




# Protector's success story

20 year of disciplined risk- and capital management

Return on equity a guiding principle for all



## Allocation towards profitable growth is preferred

Main capital allocation alternatives:



- 1 Allocation towards profitable growth is preferred; stay disciplined
- 2 Challenging to allocate capital in times of low credit spreads and all-time-high stock markets
- (3) How much capital should be kept for unknown events (opportunities and threats)?
- 4 Capital base discipline; flexible distribution of excess capital if allocation cannot be made elsewhere



## Risk and capital management process

Controlling all company risks and historical investment stress

## Main objectives

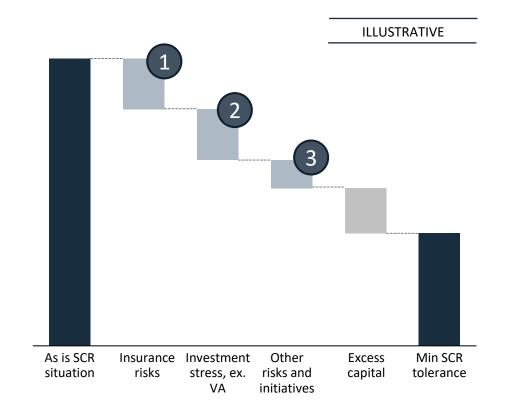
Identify all risks to Protectors solvency position

В

Continously monitor risk development

Quarterly management assessment of capital posision versus capital need

## Three main risk categories



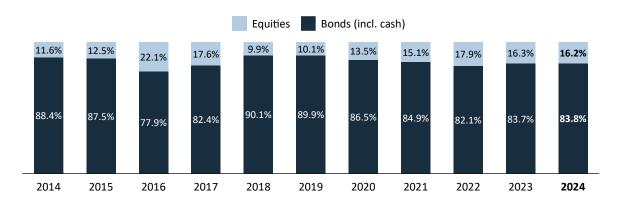


## Investment portfolio heavily weighted towards low-risk bonds

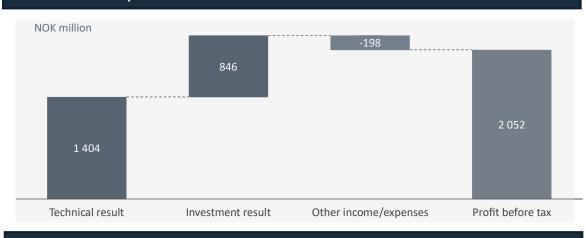
Prudent financial underwriting, ~0.0% cost of risk HTD



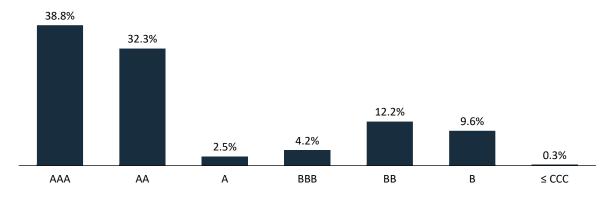
## Investment portfolio split



## Profit build-up 2024

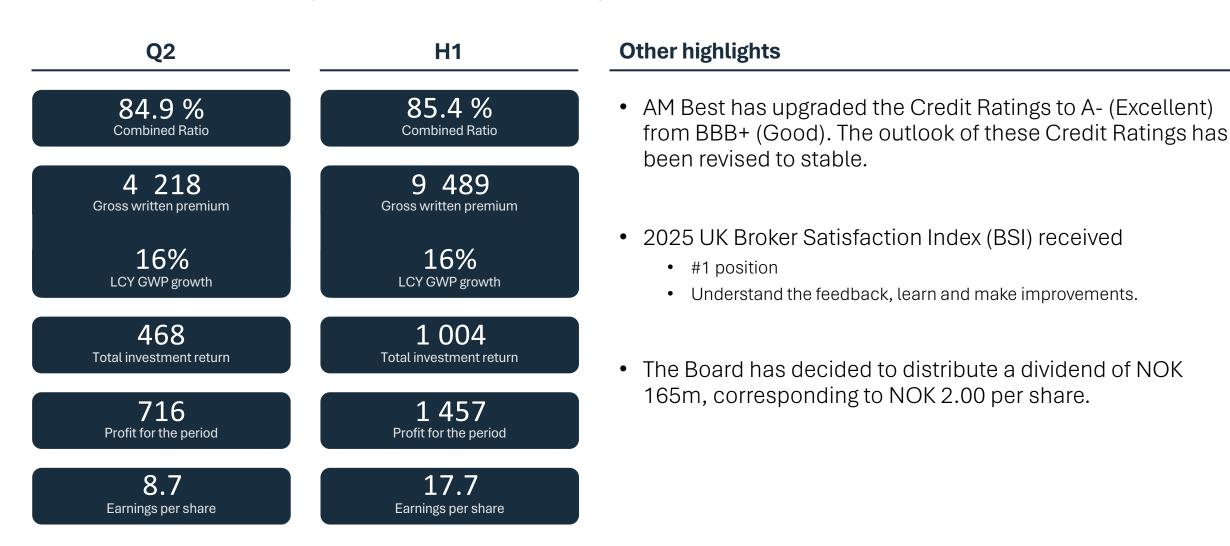


## Bond portfolio rating composition Dec. 31st 2024<sup>(1)</sup>



# Summary Q2 & H1 2025

Q2: Combined ratio at 84.9% | Total investment return of 468 | EPS at 8.7





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