

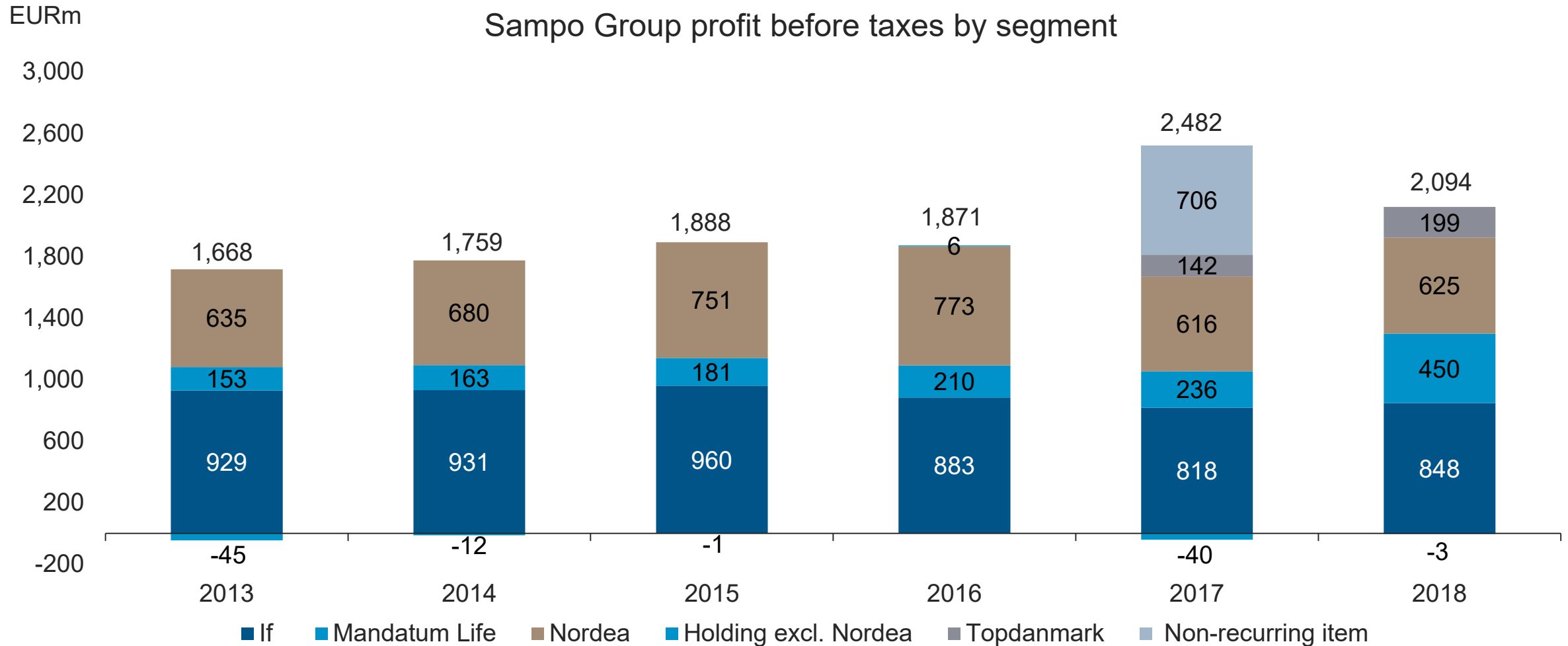
Sampo plc Annual General Meeting 2019

Kari Stadigh
Group CEO and President

Key criteria for Sampo

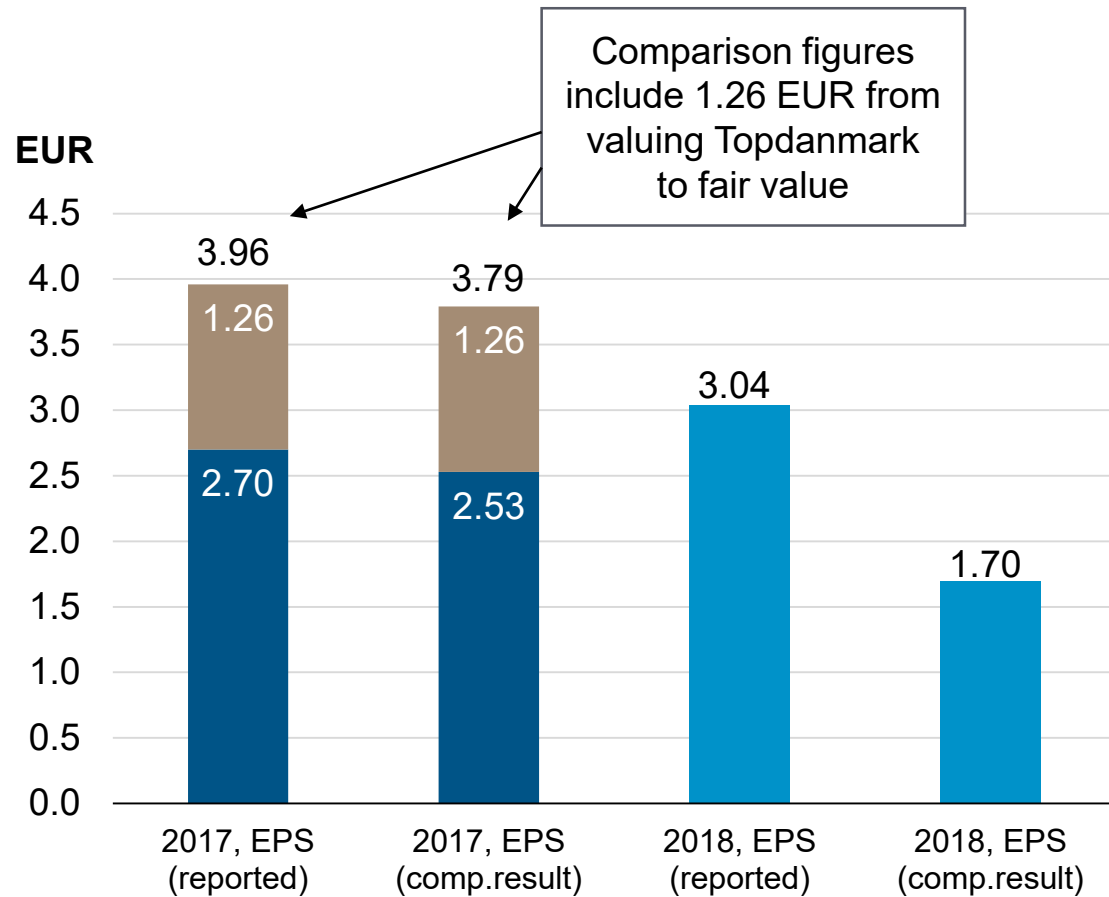
- Nordic Financials
- Market leader and scale benefits
- Retail content
- Buy and build
- High degree on automation
- Exit possibility

Solid result within insurance

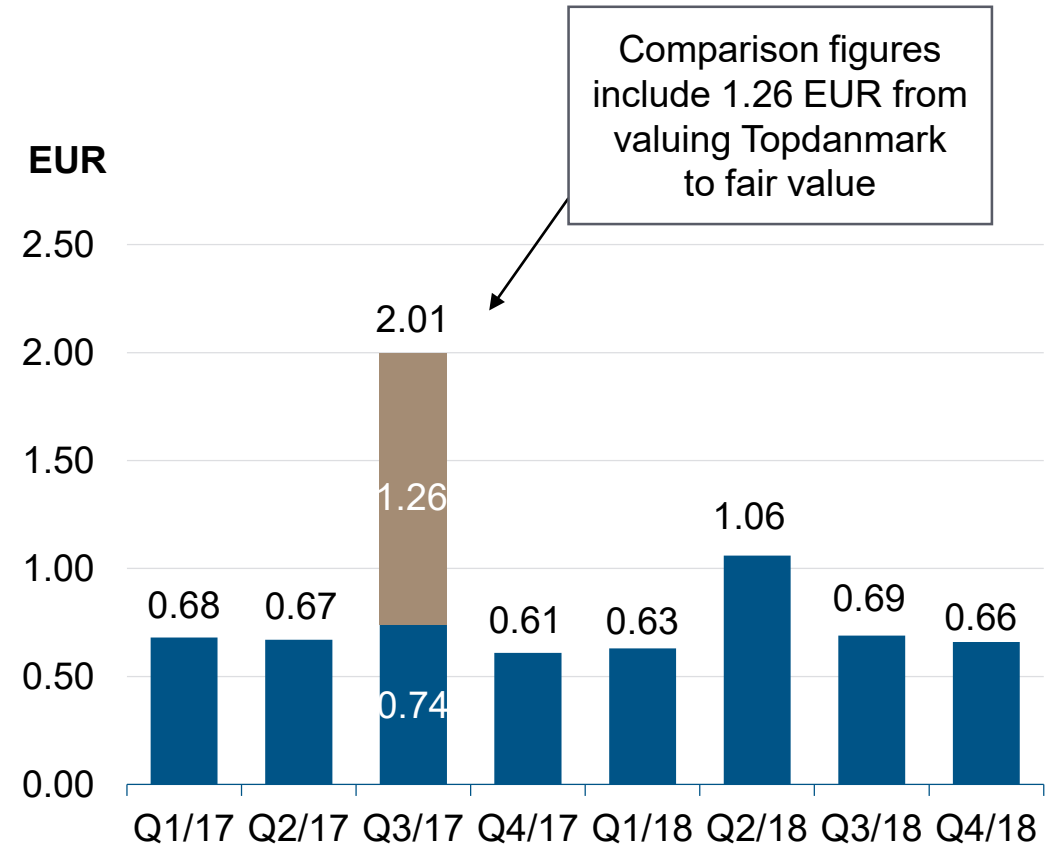


Earnings per share

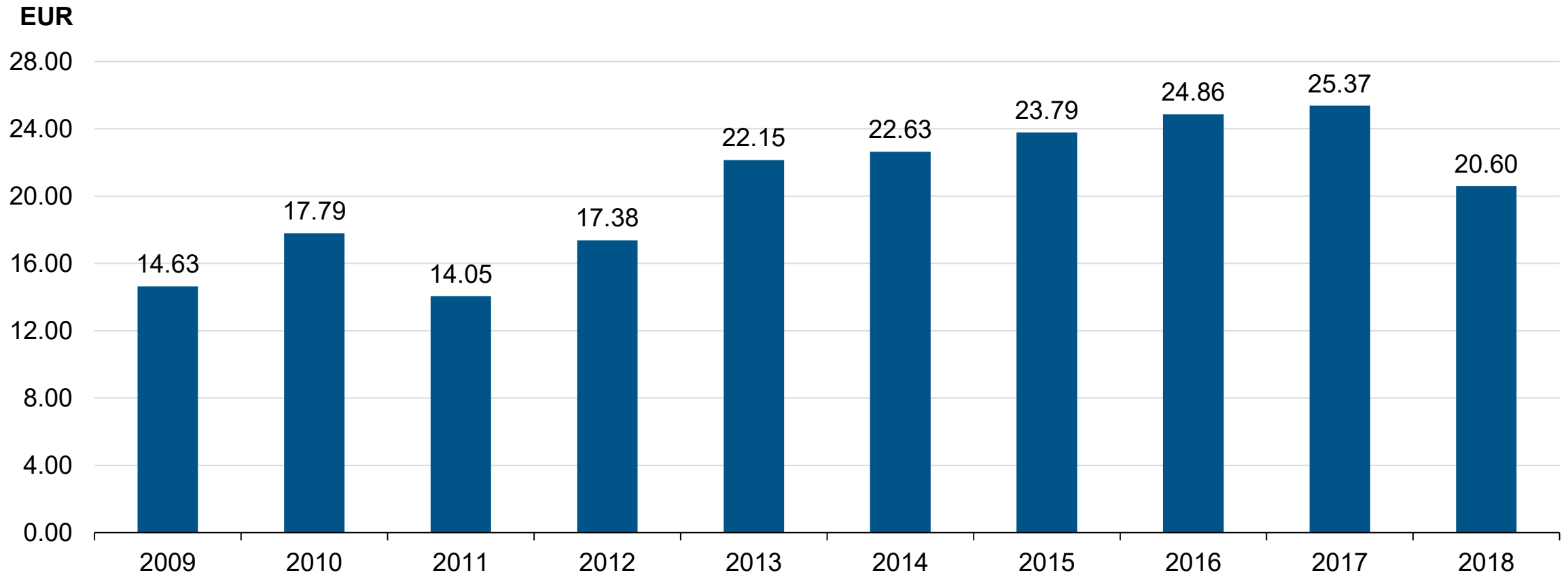
EPS and Comprehensive result EPS



Reported EPS by quarter



Net asset value per share

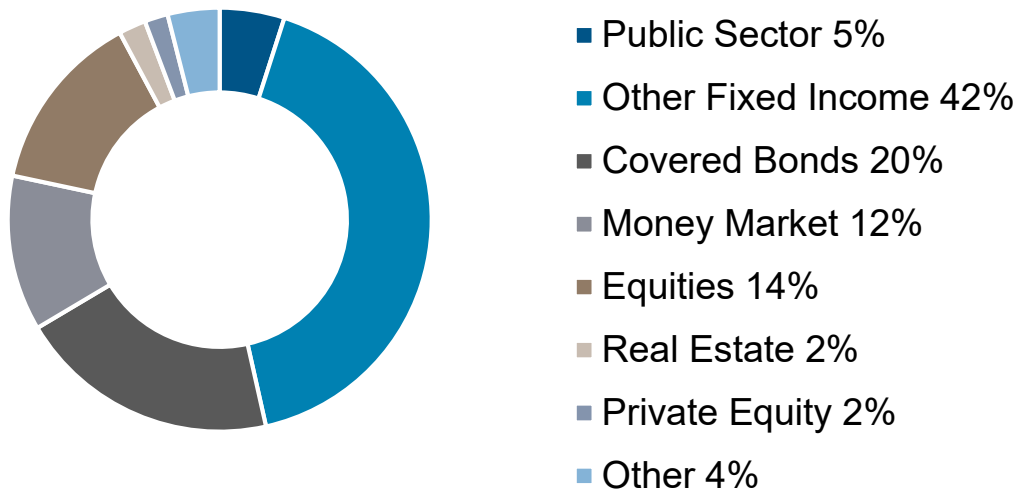


Nordea share price impact on NAV/share was -4.37 euros in 2018, taking the dividend into account the impact was -3.32 euros

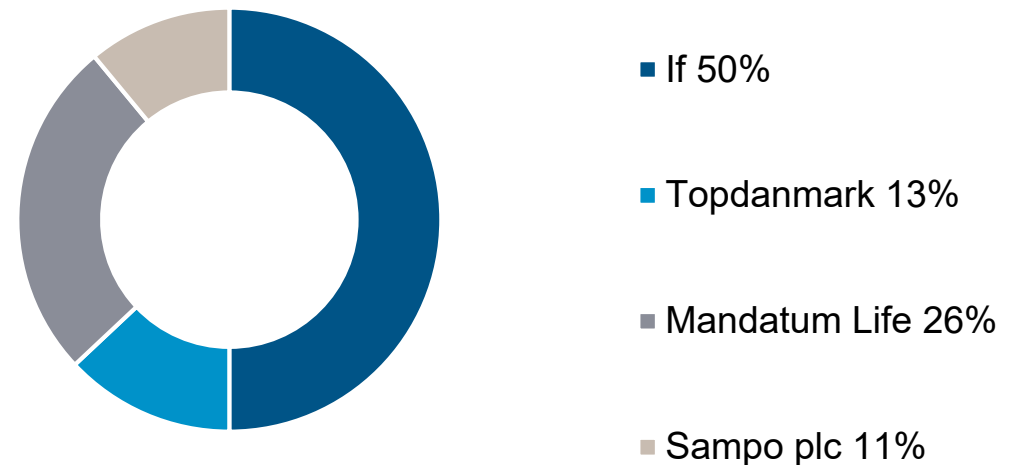
Investment allocation, Sampo Group, 31 December 2018

Total EUR 21.7 billion

By sector



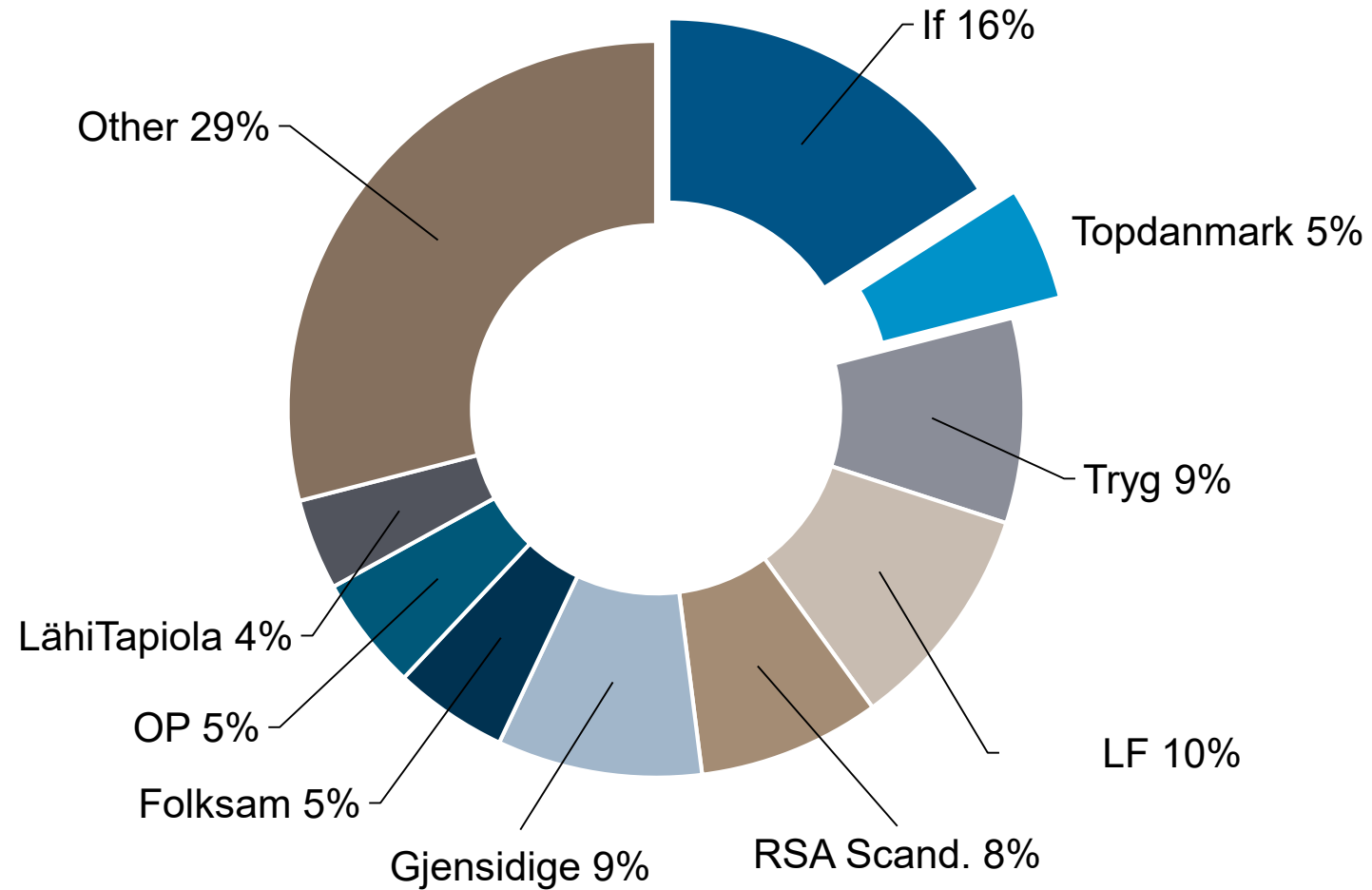
By company



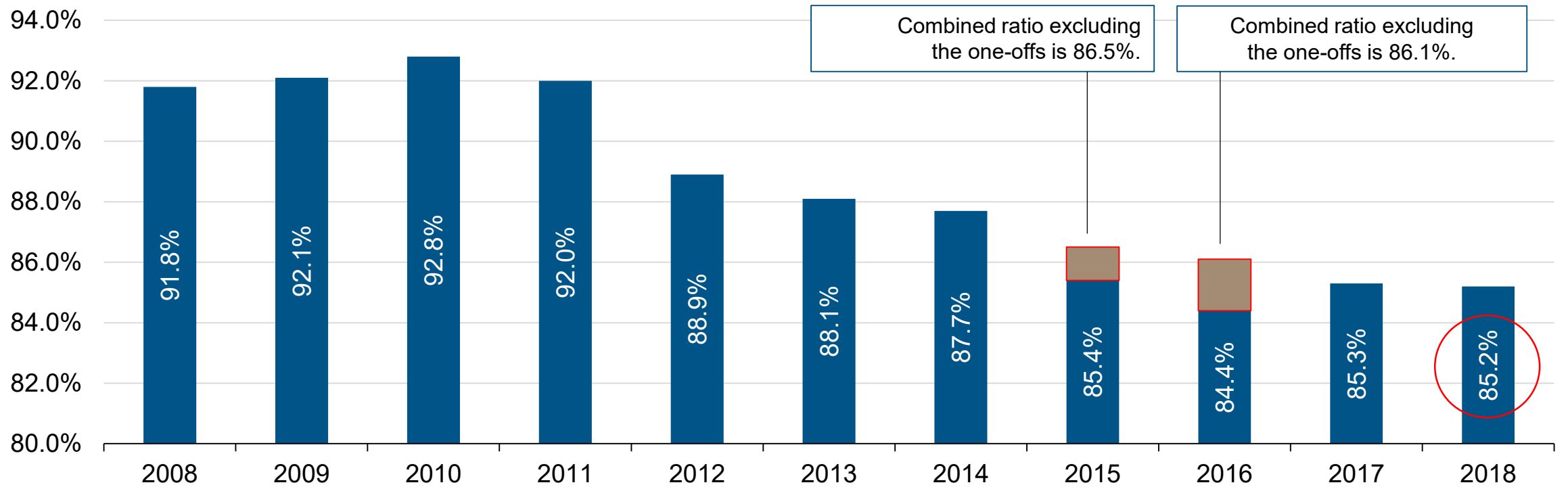
Investments of If, Topdanmark (excluding life insurance), Mandatum Life and Sampo plc



Nordic P&C insurance market shares

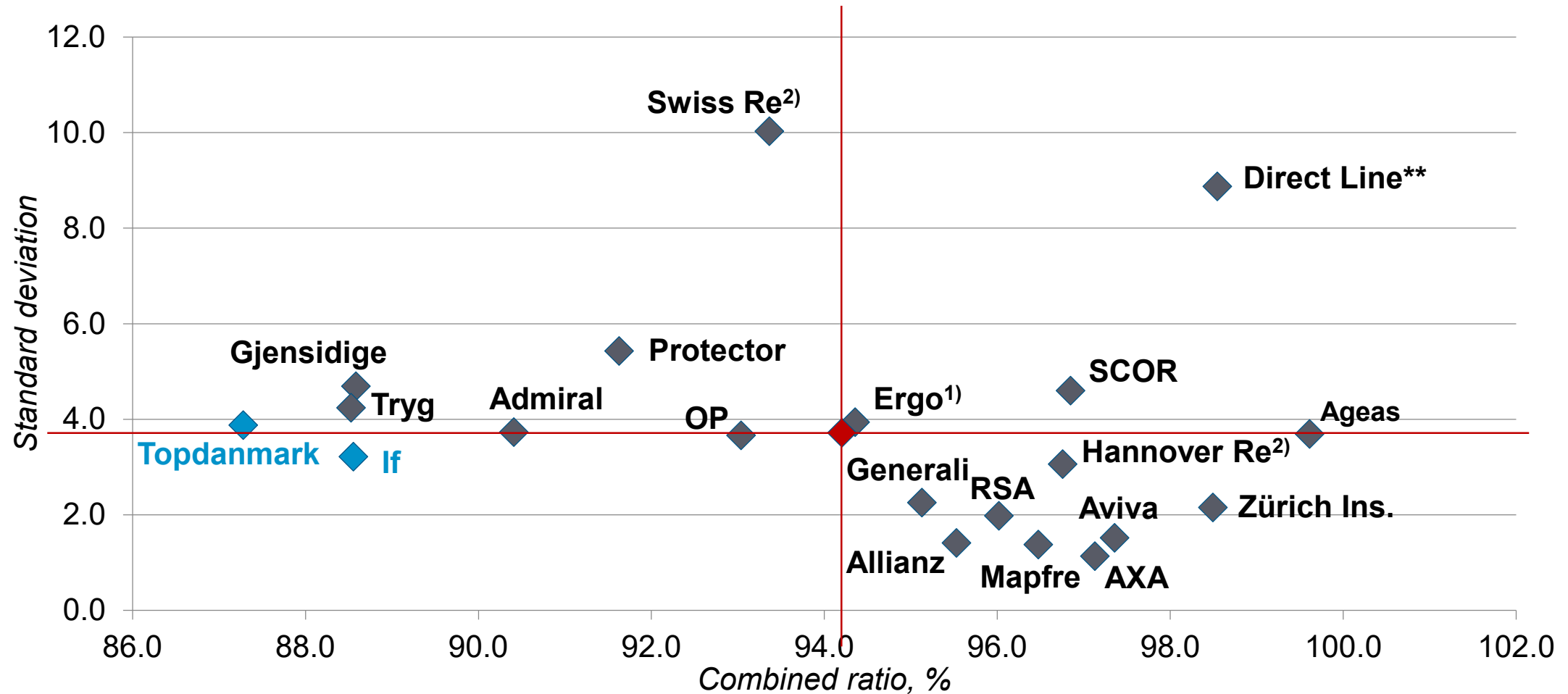


If - best-ever combined ratio



European insurance groups

Average Combined ratio % 2008-2018 vs. volatility*



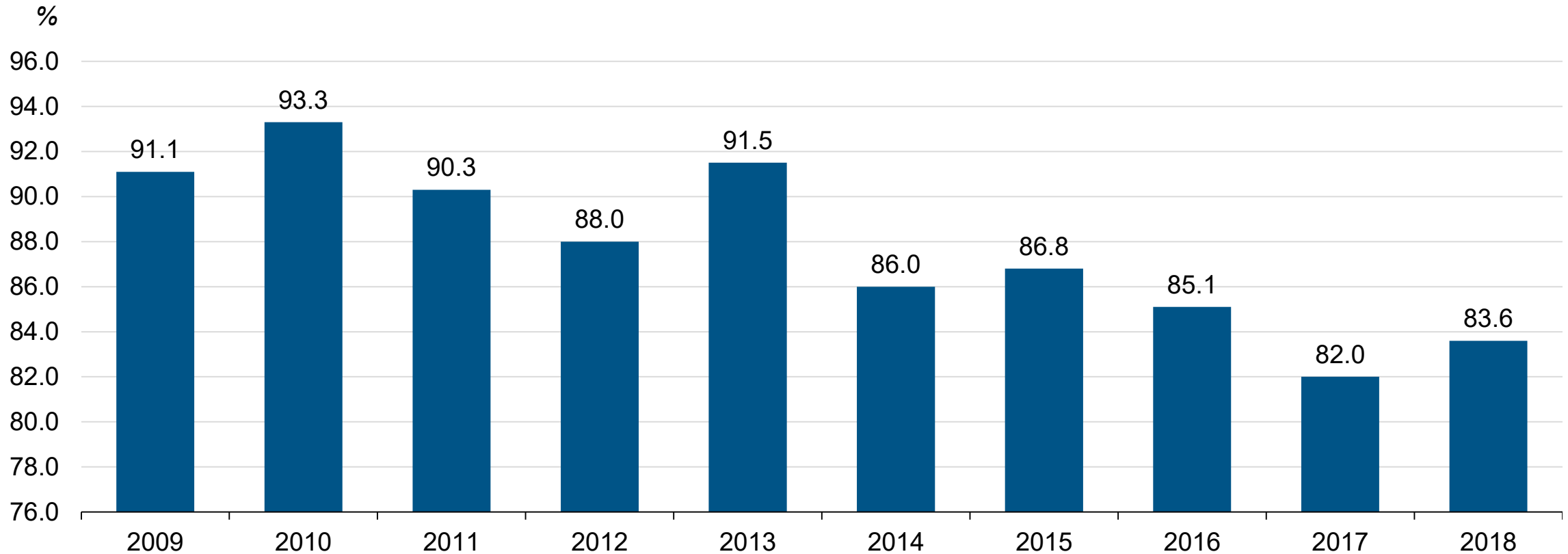
* Average

Source: Company reports, figures at group level, 1) Germany, 2) P&C reinsurance; ** 2010-2018



Topdanmark combined ratio development

(as reported by Topdanmark stand-alone)



Topdanmark part of the Sampo Group since Q4/2017

Topdanmark

Second largest non-life insurance company and a major life insurance company in Denmark

- Approximately 620,000 non-life insurance customers and 140,000 life insurance customers
- Sampo held 48.7 per cent of the votes in Topdanmark at the end of 2018
- Sampo representatives in the Board: Ricard Wennerklint (Chairman), Morten Thorsrud and Petri Niemisvirta
- Market value of Sampo's holding: EUR 1,704 million at December 2018. Acquisition value approximately EUR 600 million.

Solid performance for 2018

- Premium growth: 1.7 per cent in non-life insurance and 18.6 per cent in life insurance
- Profit before taxes: EUR 199 million
- Combined ratio: 82.3 per cent
- Dividend per share: DKK 15

Nordea

Nordea in brief

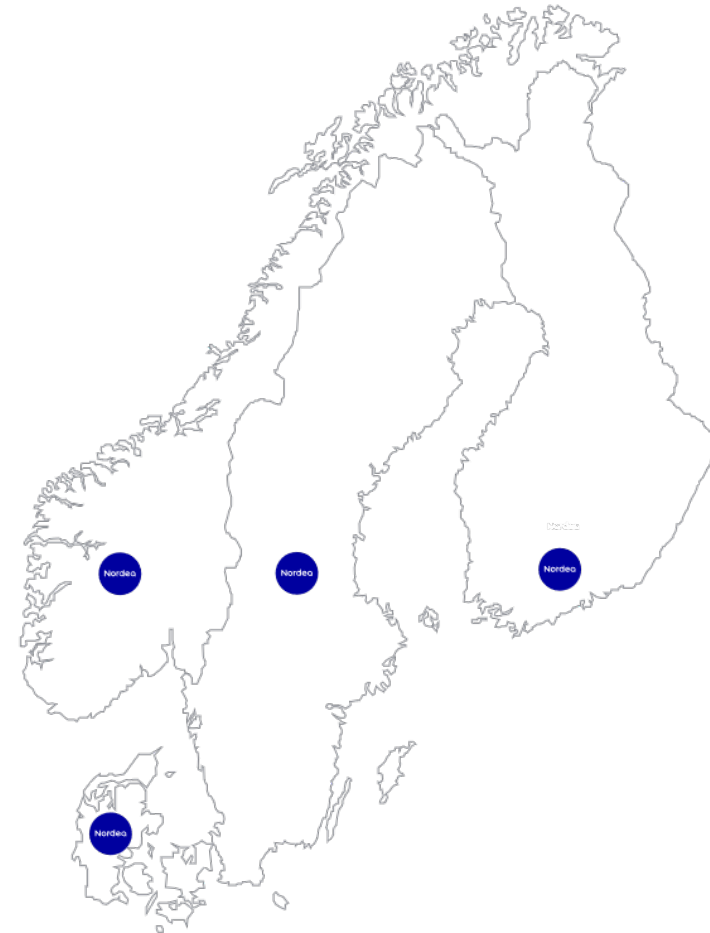
- ✓ **10 million customers**
 - 9.5 million personal customers
 - 570,000 corporate customers

- ✓ **Distribution power**
 - Approximately 360 office locations

- ✓ **Financial strength**
 - EUR 9.0 bn total income in full year (2018)
 - EUR 551 bn of assets
 - EUR 32,9 bn in equity capital
 - AA credit rating
 - Common Equity Tier 1 capital ratio of 15.5%

- ✓ **Market cap ~ 29.4 EUR bn at the end of the year 2018**
 - One of the largest Nordic corporations
 - A top 10 European retail bank

Nordea's home markets



Summary of Nordea's year 2018

- Year 2018 was characterized by key deliveries in Nordea's transformation
- Challenging year in terms of revenues – the results are not where we want them to be
- Costs and cash spending are reduced according to plan
- Strong credit quality
- Solid CET1 ratio at 15.5% in line with expectation
- Nordea distributed a dividend per share of EUR 0.69
- Key priorities for 2019 is to increase business momentum and drive structural cost efficiency

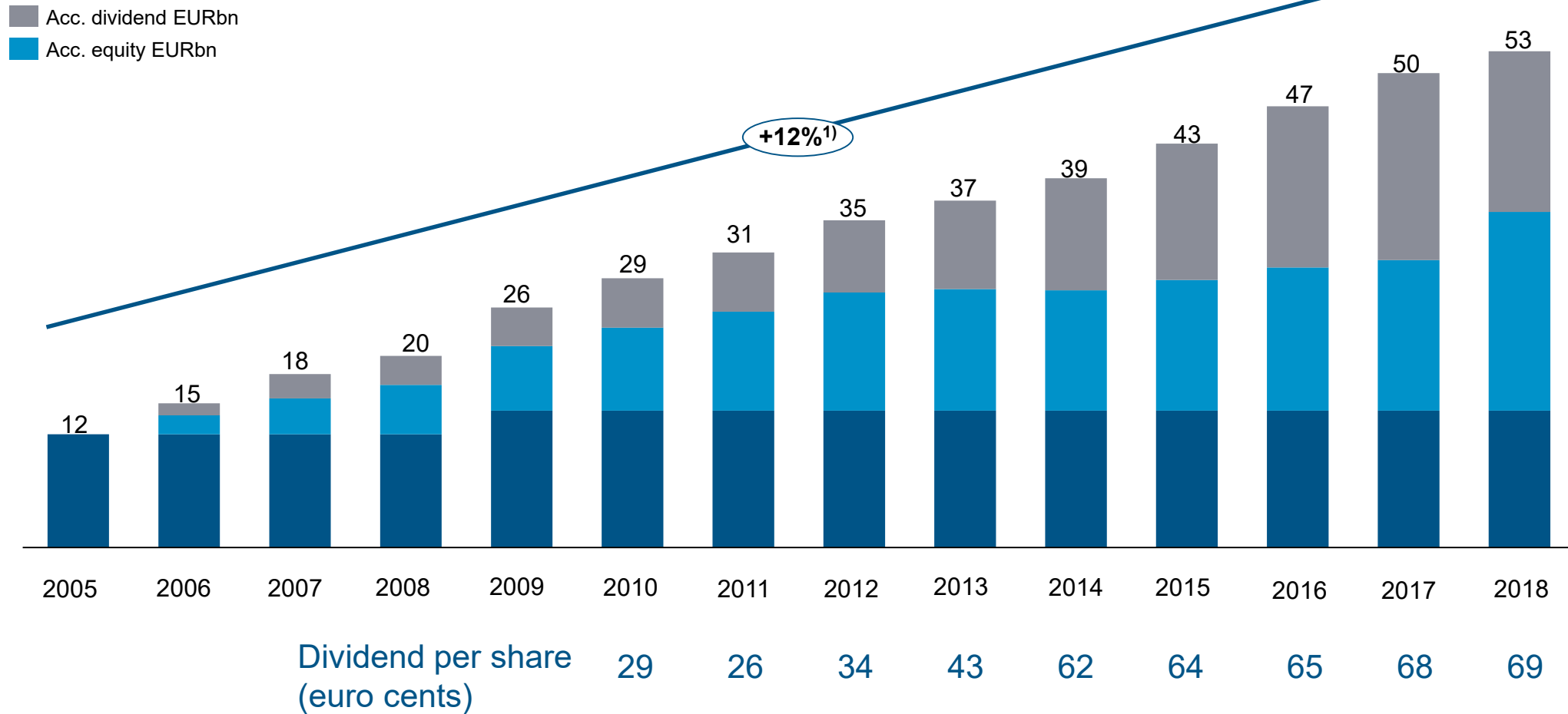
Significant changes over the past three years

1. De-risking of the bank with a clear focus on universal banking in the Nordic region
2. Simplification of corporate structure
3. Re-domiciliation to ensure level playing field over time under ECB supervision
4. Fundamentally changed technological and digital capabilities
5. Replacing core banking platform
6. Considerable investment in risk & compliance, conduct and culture

Measures to position Nordea for a more challenging economic cycle and competitive environment

Nordea delivers strong capital generation year after year

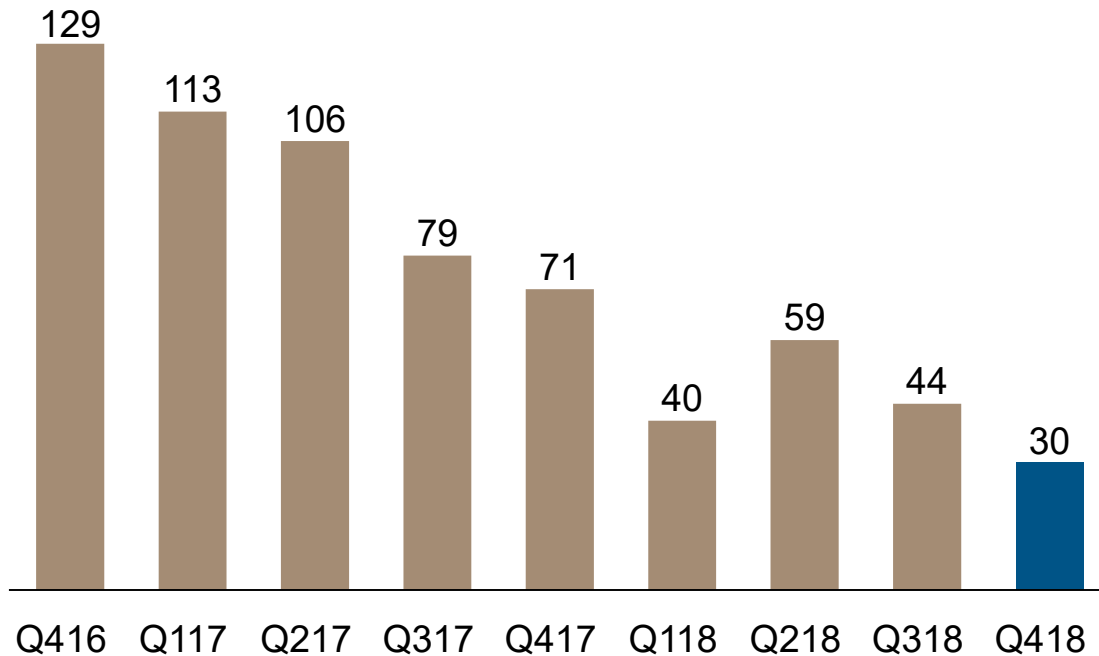
Capital generation and dividend growth



1) CAGR 2005–2018, adjusted for EUR 2.5bn rights issue in 2009. Equity columns represent end-of-period equity less dividends for the year. No assumption on reinvestment rate for paid out dividends.

Strong asset quality

Total net loan losses* EURm



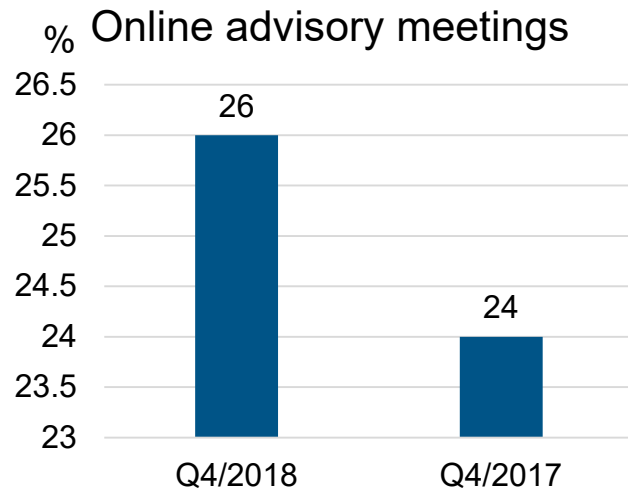
Comments

- Trend with low loan losses continued in Q4
- Loan loss level of 5 bps
- Gross impairment rate (Stage 3) down 6 bps from previous quarter to 182 bps
- Our expectation for the coming quarters is that net losses will remain low and around the average level for 2018

* Total net loan losses: includes Baltics up until Q317

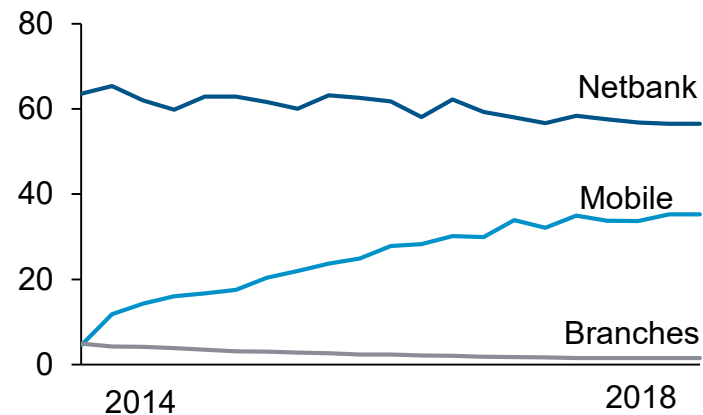
Focus on digitalization

Personal Banking



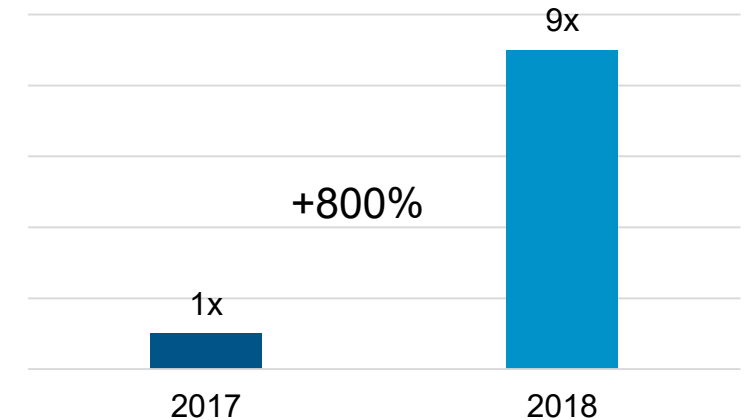
Online meetings' share of total meetings excl. corporate customers

Transactions, million (Q4/2013 – Q4/2018)



Commercial & Business Banking

Mobile Payments

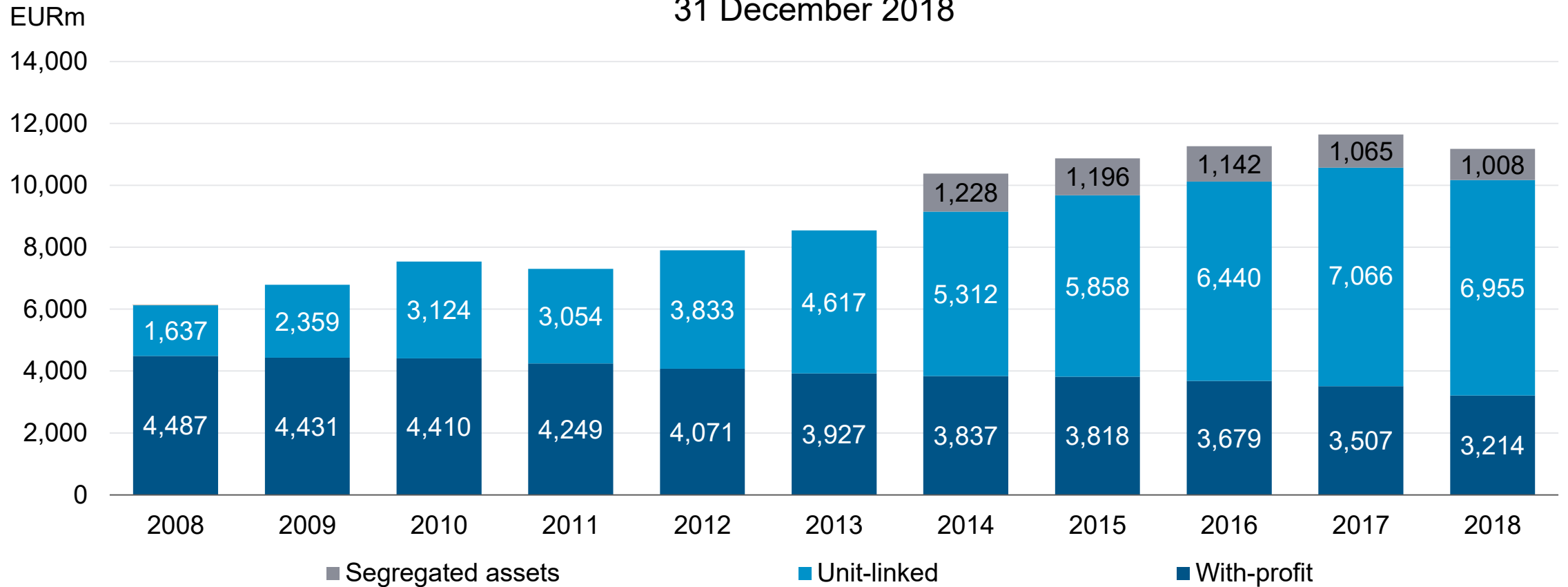


Mobile payments through Apple Pay, Google pay and other mobile payments platforms

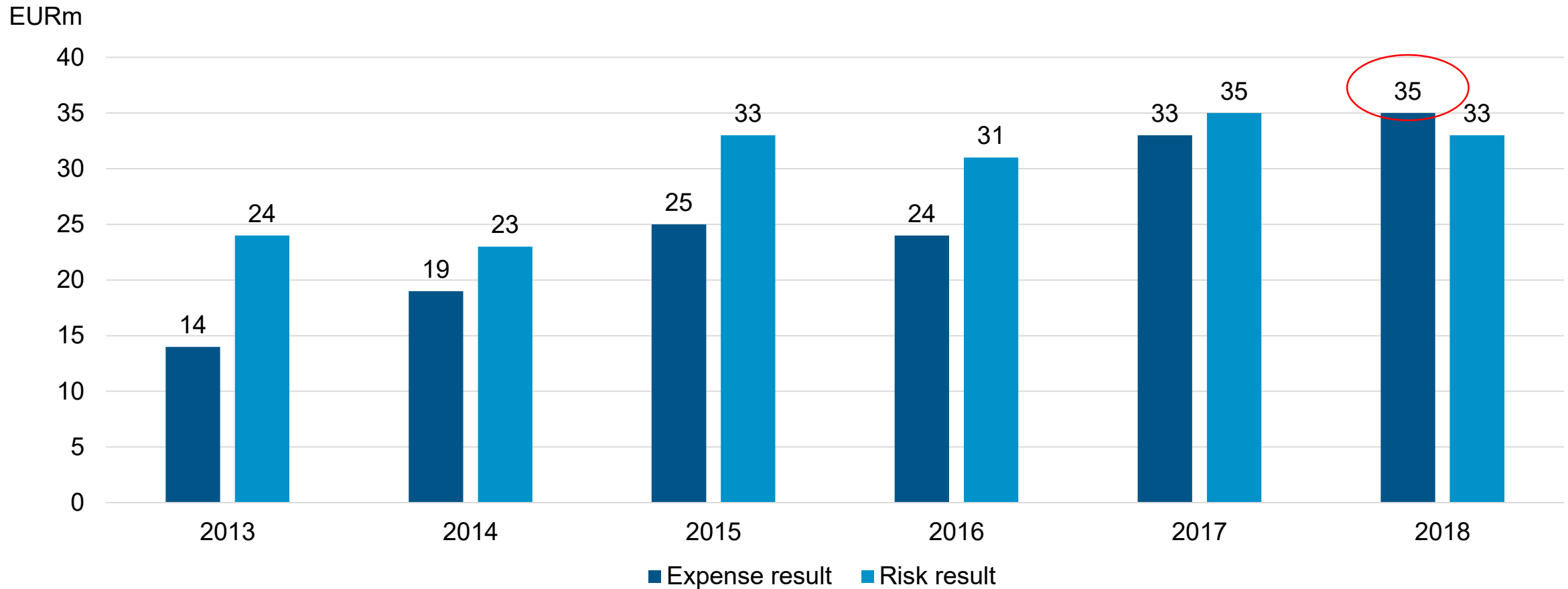


Technical reserves totalled EUR 11.2 billion

With-profit and unit-linked technical reserves of Mandatum Life
31 December 2018



Expense result rose to a new record



Sampo plc

Sampo plc's direct investments worth EUR 1 billion



Nordax Bank

- Swedish consumer credit online bank
- Sampo's investment: EUR 240 million
- Co-investor Nordic Capital (Sampo's share 36.25%)



- Danish fintech company specialising in online trading
- Sampo's investment: EUR 265 million
- Sampo's share 19.9% (Geely 51.5%, Kim Fournais 25.7%)



- Danish pioneer in digital payments and leading payment services provider
- Sampo's investment: EUR 230 million
- Co-investor with Hellman & Friedman

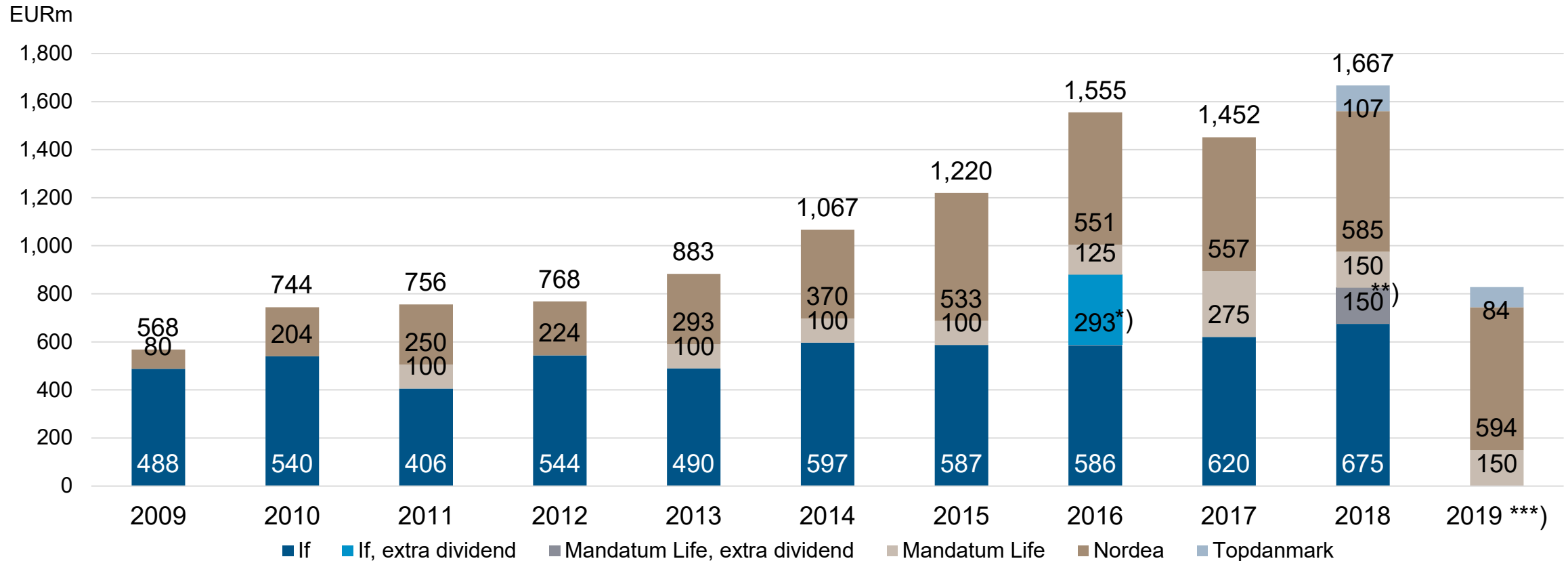


- Swedish credit management services company
- Sampo's investment: EUR 150 million
- Sampo's share 5.2%



- Finnish corporate and credit data services provider
- Sampo's investment: EUR 62 million
- Sampo's share 12.2%

Internal dividends received by Sampo plc

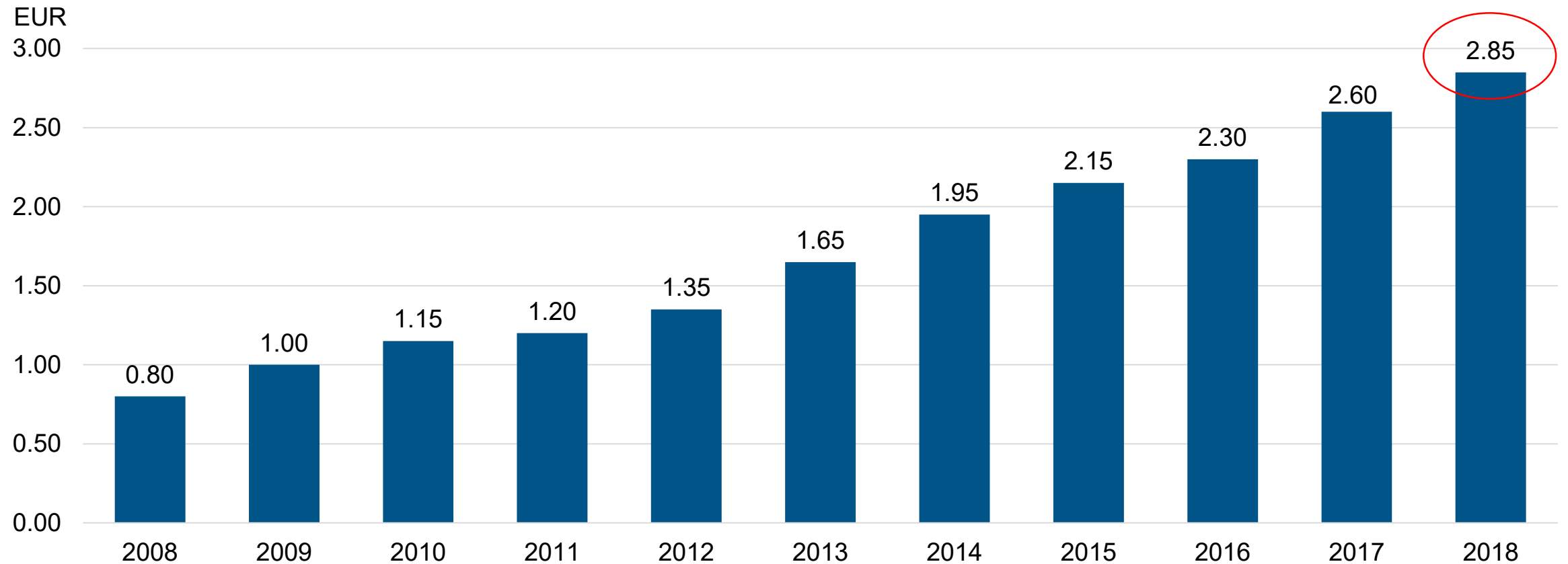


^{*)} If made a sales gain in connection to the mandatory offer on Topdanmark shares and paid an extra SEK 2.8 billion (EUR 293 million) dividend to Sampo plc on 22 September 2016.

^{**)} Mandatum Life paid an extra EUR 150 million dividend to Sampo plc in September 2018.

^{***)} If normally pays its dividend towards the end of the calendar year.

10 consecutive years of growth in Sampo dividends



People

Sampo plc Annual General Meeting 2019

Kari Stadigh
Group CEO and President