SAMPO PLC

STOCK EXCHANGE RELEASE

7 November 2007

### Sampo Group's results for January - September 2007

### Continued stable performance

Sampo Group's profit before taxes in January-September 2007 rose to EUR 3,673 million (1,019). The profit contains the sales gain of EUR 2,830 million from the Sampo Bank transaction closed on 1 February 2007. Earnings per share amounted to EUR 5.99 (1.31) and, including the change in the fair value reserve, to EUR 6.02 per share (1.21). Earnings per share from continuing operations were EUR 1.05 (0.94). Net asset value per share amounted to EUR 13.74 (9.21).

- Combined ratio in P&C insurance was 90.9 per cent (89.9) and profit before taxes amounted to EUR 430 million (503). Annualised RoE amounted to 19.6 per cent (19.2).
- Profit before taxes in life insurance amounted to EUR 298 million (244) and annualised RoE was 18.8 per cent (19.5).
- Profit before taxes for the segment 'Holding' amounted to EUR 83 million (-11).
- Sampo Group's total investment assets at the end of the reporting period amounted to EUR 21 billion, of which 76 per cent was invested in fixed income instruments. Investment income was EUR 899 million (674).

| KEY FIGURES  | 1–9   | 1–9    | Change | Q3   | Q3   | Change |
|--|-------|--------|--------|------|------|--------|
| EURm   | 2007  | 2006   | %      | 2007 | 2006 | %      |
| Profit before taxes *)                               | 3,673 | 1,019  | 260    | 256  | 359  | -29    |
| P&C insurance  | 430   | 503    | -15    | 119  | 317  | -62    |
| Life insurance                                       | 298   | 244    | 22     | 111  | 28   | 296    |
| Holding  | 83    | -11    | -      | 22   | 23   | -4     |
| Profit for the period                                | 3,460 | 751    | 361    | 191  | 255  | -25    |
|  |       |        |        |      |      |        |
| Earnings per share, EUR                              | 5.99  | 1.31   | 357    | 0.33 | 0.60 | -45    |
| EPS (incl. change in FVR) EUR                        | 6.02  | 1.21   | 398    | 0.34 | 0.65 | -48    |
| EPS, continuing operations EUR                       | 1.05  | 0.94   | 12     | 0.33 | 0.45 | -27    |
| EPS, continuing operations (incl. change in FVR) EUR | 1.08  | 0.85   | 27     | 0.34 | 0.52 | -35    |
| NAV per share, EUR ** )                              | 13.74 | 8.28   | 66     | -    | -    | -      |
| Average number of staff (FTE)                        | 6,838 | 11,628 | -41    | -    | -    | -      |
| Group solvency ratio, %                              | 873.5 | 209.7  | 317    | -    | -    | _      |
| RoE, % ***)  | 52.9  | 20.6   | 157    | -    | -    | -      |

<sup>\*)</sup> The sales gain of EUR 2,830 million and Sampo Bank Group's January 2007 profit of EUR 29 million (pre-tax) are reported under 'Discontinued operations'.

The figures in this report are unaudited. Income statement items are compared on a year-on-year basis whereas comparison figures for balance sheet items are from 31 December, 2006 unless otherwise stated.

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<sup>\*\*)</sup> Less full deferred tax.

<sup>\*\*\*) 1-9/2007</sup> figure is not annualised.



### Third quarter 2007 in brief

Sampo Group reported for the third quarter a profit before taxes of EUR 256 million (359). Earnings per share amounted to EUR 0.33 (0.60) and taking the change in the fair value reserve into account to EUR 0.34 (0.65).

Profit before taxes in P&C insurance for the third quarter was EUR 119 million (317). The insurance technical result amounted to 161 million (175) and the combined ratio was 88.8 per cent (86.3). Net investment income decreased to EUR 21 million (198) because of poor equity performance.

Life operations reported a profit before taxes of EUR 111 million (28) due to high realized equity gains. Premiums written were stable at EUR 120 million (119).

The segment 'Holding' reported a profit before taxes of EUR 22 million in the third quarter (23).



#### **Business areas**

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

If is the leading property and casualty insurance company in the Nordic region with operations also encompassing the Baltic countries and Russia. If P&C Insurance Holding Ltd, headquartered in Sweden, is the parent company for property and casualty insurance within the Sampo Group.

| RESULTS                                       | 1–9    | 1–9    | Change | Q3   | Q3   | Change |
|---|--------|--------|--------|------|------|--------|
| EURm  | 2007   | 2006   | %      | 2007 | 2006 | %      |
| Premium income                                | 3,055  | 3,009  | 2      | 767  | 722  | 6      |
| Net income from investments                   | 200    | 251    | -20    | 21   | 198  | -89    |
| Other operating income                        | 19     | 16     | 19     | 6    | 5    | 20     |
| Claims incurred                               | -1,907 | -1,881 | 1      | -635 | -611 | 4      |
| Change in liabilities for insurance contracts | -227   | -197   | 15     | 198  | 223  | -11    |
| Staff costs                                   | -334   | -310   | 8      | -112 | -107 | 5      |
| Other expenses                                | -356   | -360   | -1     | -118 | -104 | 13     |
| Finance costs                                 | -21    | -26    | -20    | -7   | -9   | -22    |
| Profit before taxes                           | 430    | 503    | -15    | 119  | 317  | -62    |
|   |        |        |        |      |      |        |
| Key figures                                   |        |        |        |      |      |        |
|   |        |        |        |      |      |        |
| Combined ratio, %                             | 90.9   | 89.9   | 1      | 88.8 | 86.3 | 3      |
| Risk ratio, %                                 | 67.4   | 66.9   | 1      | 65.9 | 64.7 | 2      |
| Cost ratio, %                                 | 23.5   | 23.0   | 2      | 23.0 | 21.6 | 6      |
| Expense ratio, %                              | 17.1   | 16.7   | 2      | 17.0 | 15.4 | 10     |
| Return on equity, %                           | 19.6   | 19.2   | 2      | -    | -    | -      |
| Average number of staff (FTE)                 | 6,407  | 6,453  | -1     | -    | -    | -      |

Profit before taxes in P&C insurance for the first three quarters of 2007 amounted to EUR 430 million (503). Technical result was EUR 405 million (414). Insurance margin - technical result in relation to net premiums earned – remained on a good level and was 14.3 per cent (14.7). The combined ratio increased 1 per cent to 90.9 per cent (89.9). The annualised RoE exceeded the target of 17.5 per cent and was 19.6 per cent (19.2).

Business area Private accounted for 54 per cent, Commercial for 32 per cent, Industrial for 10 per cent and Baltics and Russia for 3 per cent of the technical result. EUR 65 million was released from technical reserves relating to prior year claims (64).

In business areas Private and Commercial the combined ratios stayed at a good level and were 90.3 per cent (89.5) in Private and 90.5 per cent (89.9) in Commercial. Business area Industrial incurred more large claims than a year earlier and the combined ratio rose to 95.3 per cent (93.5). Technical result in business area Baltics and Russia more than doubled from the earlier year's first nine months, and the combined ratio improved to 90.5 per cent (95.3). The comparison figure was exceptionally high due to a couple of large claims. The Russian operation was included in business area Baltics in the beginning of 2007 and had only a small impact on business area's figures in the first nine months.

In Finland and Sweden the combined ratios improved significantly to 86.3 per cent (93.7) in Finland and 86.4 per cent (91.4) in Sweden. Both risk ratio and cost ratio improved in Finland. In Sweden the improvement is based on significantly lower risk ratio than a year earlier. In Norway the combined ratio



rose to 90.6 per cent (87.2). In Denmark profitability suffered again from adverse large claims development and the combined ratio increased to 125.7 per cent (88.6).

Total costs amounted to EUR 711 million (696) and the cost ratio increased to 23.5 per cent (23.0). During the comparison period costs were exceptionally low due to postponing of a number of projects, campaigns and manning decisions until the last quarter of 2006. Cost ratio for full-year 2007 is expected to fall slightly below last year's level.

Gross premiums written increased by 1 per cent and amounted to EUR 3,279 million (3,228). Strong growth in Baltics and Russia continued as premiums grew by over 22 per cent.

On 30 September 2007 the total investment assets of If amounted to EUR 10.6 billion (10.4), of which 88.6 per cent was invested in fixed income instruments (89), 10.7 per cent in equity (10) and 0.7 per cent in other assets (1). Net investment income for the first nine months of 2007 decreased to EUR 200 million (251), mainly due to a weaker equity result. The return on investments was 2.4 per cent (2.8). At the end of September the duration for interest-bearing assets was 2.0 years (2.7).

If's capital position continued to be strong in the third quarter. Its solvency capital amounted to EUR 2,935 million on 30 September 2007 (2,841). The solvency ratio – solvency capital in relation to net premiums written – was 77 per cent (74). If's reserve ratios increased further and were 170 per cent (159) of net premiums written and 265 per cent of claims paid (254).

If P&C Insurance Company signed a co-operation agreement with SOK, the central organisation of the S Group on 3 October 2007. The S Group is Finland's leading company in the food trade and in the hotel and restaurant business. Under the agreement, If's customers will be eligible, as of June 2008, for the S Group's customer bonus for P&C insurance policies offered to households by If. The agreement is long-term and significant in scope.



#### Life insurance

Sampo Life Group consists of Sampo Life, a wholly-owned subsidiary of Sampo plc operating in Finland, and of its subsidiary Sampo Life Insurance Baltic SE. The latter has the form of a European company headquartered in Estonia. It operates in the other Baltic countries through branches. Sampo Life also has a subsidiary in Sweden to complement the product offering of If P&C.

| RESULTS                       | 1–9   | 1–9   | Change | Q3   | Q3   | Change |
|-------------------------------|-------|-------|--------|------|------|--------|
| EURm                          | 2007  | 2006  | %      | 2007 | 2006 | %      |
|                               |       |       |        |      |      |        |
| Premiums                      | 430   | 422   | 2      | 120  | 119  | 1      |
| Net income from investments   | 567   | 413   | 37     | 160  | 111  | 44     |
| Claims incurred               | -498  | -397  | 25     | -145 | -131 | 11     |
| Change in liabilities for     |       |       |        |      |      |        |
| inv. and ins. contracts       | -141  | -144  | -2     | -4   | -55  | -93    |
| Staff costs                   | -15   | -15   | 0      | -5   | -5   | 0      |
| Other operating expenses      | -37   | -29   | 28     | -12  | -10  | 20     |
| Finance costs                 | -8    | -7    | 14     | -3   | -2   | 50     |
| Profit before taxes           | 298   | 244   | 22     | 111  | 28   | 296    |
|                               |       |       |        |      |      |        |
| Key figures                   |       |       |        |      |      |        |
|                               |       |       |        |      |      |        |
| Expense ratio, %              | 106.5 | 102.6 | 4      | -    | -    | -      |
| Return on equity, %           | 18.8  | 19.5  | -4     | -    | -    | -      |
| Average number of staff (FTE) | 374   | 361   | 4      | -    | -    | -      |

Profit before taxes in life insurance for the first nine months of 2007 amounted to EUR 298 million (244). Net investment income, excluding income on unit-linked contracts, was EUR 469 million (364). Net income from unit-linked investments was EUR 98 million (49). The fair value reserve decreased from the beginning of the year by EUR 95 million (after tax).

Life insurance operations exceeded its RoE target of 17.5 per cent with the annualised RoE reaching 18.8 per cent (19.5).

Sampo Life Group's investment assets, excluding the assets of EUR 2.0 billion (1.8) covering unit-linked liabilities, amounted to EUR 5.8 billion (5.9) at market values on 30 September 2007. Fixed income represented 72 per cent (66), equity 25 per cent (31) and real estate 2 per cent (2) of the total assets. Equity investments include direct equity holdings, equity funds and private equity. The return on investments for the first nine months of 2007 was 5.9 per cent (4.8). The duration of fixed income assets at the end of the reporting period was 2.0 years (2.5).

Sampo Life Group's solvency capital remained strong and amounted to EUR 1,118 million (1,032) on 30 September 2007. Solvency ratio was 21.7 per cent (20.1). Total technical reserves were EUR 6.7 billion (6.4), of which unit-linked reserves accounted for 30.6 per cent (27.2).

Premium income on own account for the first nine months was EUR 430 million (422). Premiums in the focus area, unit-linked insurance, amounted to EUR 288 million (281) and the share of unit-linked premiums was 66.3 per cent of the total premiums (66.0). Development in corporate pension policies was particularly good.

The premium income from the Baltic operations increased by 86 per cent to EUR 43 million (23). Sampo Life's Swedish subsidiary If Liv had premium income of EUR 4 million. If Liv focuses on risk policies in cooperation with If P&C.

In Finland Sampo Life's overall market share measured by premium income was 19.3 per cent (19.3) and its market share in unit-linked premiums was 22.0 per cent (23.7).



#### **Holding**

Sampo plc manages investment assets of approximately EUR 5 billion and, in addition, owns and controls its subsidiaries engaged in P&C and life insurance.

| RESULTS                       | 1–9  | 1–9  | Change | Q3   | Q3   | Change |
|-------------------------------|------|------|--------|------|------|--------|
| EURm                          | 2007 | 2006 | %      | 2007 | 2006 | %      |
|                               |      |      |        |      |      |        |
| Net investment income         | 135  | 24   | 463    | 35   | 7    | 400    |
| Other operating income        | 5    | 79   | -94    | 1    | 49   | -98    |
| Staff costs                   | -12  | -29  | -59    | -3   | -9   | -67    |
| Other operating expenses      | -16  | -44  | -64    | -3   | -13  | -77    |
| Finance costs                 | -29  | -41  | -29    | -8   | -11  | -27    |
| Profit before taxes           | 83   | -11  | -      | 22   | 23   | -4     |
|                               |      |      |        |      |      |        |
| Average number of staff (FTE) | 57   | 434  | -87    | -    | -    | -      |

The segment's profit before taxes amounted to EUR 83 million (-11). The fair value reserve increased from the beginning of the year by EUR 113 million (after tax).

The assets on Sampo plc's balance sheet on 30 September 2007 comprise investment assets of EUR 4.8 billion, of which fixed income instruments covered EUR 2.5 billion and equities EUR 2.3 billion. Sampo plc's largest equity holding is Nordea, the market value of which was EUR 2.3 billion on 30 September 2007. Sampo plc held 185,043,000 Nordea shares and, in addition, Sampo Life held 11,270,000 Nordea shares. Sampo Group's average acquisition price of Nordea share was EUR 11.07 per share. Sampo plc's assets also include holdings in insurance subsidiaries for EUR 2.4 billion (3.2).

Balance sheet liabilities include a subordinated note with face value of EUR 600 million which can be paid back in April 2009 at the earliest.



#### **Developments in the third quarter of 2007**

#### **Shares and share capital**

Based on the authorisation granted by the Annual General Meeting of 12 April 2007, Sampo plc's Board of Directors decided on 22 August 2007 to repurchase Sampo's A shares with distributable capital and reserves. Maximum amount to be repurchased is 28,000,000 A shares, corresponding to approximately 4.8 per cent of the total number of shares. Repurchases shall decrease the distributable capital and reserves. The shares shall be acquired through public trading on the OMX Nordic Stock Exchange at market price prevailing at the time of repurchase.

During the third quarter of 2007 Sampo plc acquired 162,000 Sampo A shares corresponding to 0.03 per cent of all shares and related voting rights. EUR 3.1 million was used to purchase the shares at an average price of EUR 19.37.

On 30 September 2007 Sampo plc's share capital amounted to EUR 98 million (95), and the number of A shares was 577,330,890. The total number of shares of the company, including 1,200,000 B shares, was 578,530,890.

On 25 July 2007 Sampo received a disclosure under chapter 2, section 9 of the Securities Markets Act, regarding Exista hf.'s and its subsidiaries' holding in Sampo shares and voting rights. According to the disclosure Exista held 15.58 per cent of Sampo's shares and 15.45 per cent of the voting rights and had entered into agreements, which enabled the company to acquire an additional 4.35 per cent of shares and 4.32 per cent of the voting rights.

On 9 August 2007 Exista hf. notified Sampo that its holding in Sampo plc had, as a result of agreements concluded on that day, reached 19.98 percent of the total number of shares and 19.82 percent of the voting rights in the Sampo plc. Exista hf. also notified Sampo in accordance with Chapter 2 Section 9 of the Securities Market Act that it had entered into an agreement regarding 100,000 A shares in Sampo plc. The agreement, if consummated through delivery of the shares, would result in Exista holding shares in Sampo plc in excess of 20 percent of the total number of shares.

Morgan Stanley & Co International Limited notified Sampo that its holding in Sampo plc had, as a result of share transaction concluded on 24 July 2007, risen to 5.33 per cent of the total amount of Sampo's shares and 5.29 per cent of the voting rights. According to the disclosure the holding had, as a result of share transaction concluded on 25 July 2007, decreased to 1.55 per cent of the total amount of Sampo's shares and 1.54 per cent of the voting rights.

Complete disclosures are available at www.sampo.com.

#### Staff

Sampo Group's full-time equivalent staff on 30 September 2007 amounted to 6,849 employees compared to 11,763 employees on 31 December 2006. The number of staff in the comparison period includes the staff of Sampo Bank Group, which was divested from Sampo Group on 1 February 2007.

At the end of September approximately 94 per cent of the staff worked in P&C insurance, nearly 6 per cent in life insurance and 1 per cent in the holding company. Geographical division of the staff was the following: 30 per cent worked in Finland, 27 per cent in Sweden, 24 per cent in Norway and 19 per cent in the Baltic and other countries. The average number of employees during the first three quarters of 2007 was 6,838 compared to 11,628 employees during the same period of time in 2006 including Sampo Bank Group.

#### Management long-term incentive schemes

The payout on Sampo Group's long-term management incentive schemes is dependent on Sampo's financial and share price performance. The incentive schemes 2004I – 2006II extend to 2010. The incentive schemes increased staff costs in the third quarter of 2007 by EUR 0.02 million (6) and on 30 September 2007 the total provision for the schemes was EUR 24 million (53). The comparison figure contains EUR 18 million of provisions in the banking and investment services companies. The 'Sampo 2006' share-based incentive increased staff costs by EUR 1 million in the third quarter of 2007.



#### **Ratings**

All the main ratings for Sampo Group companies remained unchanged in the third quarter of 2007.

| Rated company                  | Moody's |          | Standard and Poor's |         |
|--------------------------------|---------|----------|---------------------|---------|
|                                | Rating  | Outlook  | Rating              | Outlook |
| Sampo plc                      | Baa1    | Positive | Not rated           | -       |
| If P&C Insurance (Sweden)      | A2      | Positive | Α                   | Stable  |
| If P&C Insurance Co. (Finland) | A2      | Positive | Α                   | Stable  |

#### **Group solvency**

As a result of the disposal of Sampo Bank plc and other banking and investment service companies, the Group solvency for 2007 is based on adjusted solvency calculations for insurance groups according to the Decree of the Ministry of Social Affairs and Health (1106/2000), Chapter 7.1 §. The adjusted solvency is determined on the basis of the Group financial statements as permitted by the Insurance Supervisory Authority. In the comparative period, the Group solvency is calculated according to the consolidation method defined in Chapter 3 of the Act on the Supervision of Financial and Insurance Conglomerates, entered into force on 1 January 2005.

The Group's solvency ratio (own funds in relation to minimum requirements for own funds) on 30 September 2007 was 873.5 per cent (202.7).

| SAMPO GROUP SOLVENCY                      | 30.9.2007 | 31.12.2006 |
|---|-----------|------------|
| EURm                                      |           |            |
| Group capital                             | 7,932     | 5,190      |
| Sectoral items                            | 918       | 3,134      |
| Intangibles and sectoral deductibles      | -1,061    | -3,503     |
| Group's own funds, total                  | 7,790     | 4,821      |
|   |           |            |
| Minimum requirements for own funds, total | 892       | 2,378      |
|   |           |            |
| Group solvency                            | 6,898     | 2,443      |
|   |           |            |
| Group solvency ratio                      |           |            |
| (Own funds % of minimum requirements)     | 873.5     | 202.7      |

In Sampo Group, and in its insurance subsidiaries, risks are measured and aggregated internally using an economic capital framework, which quantifies the amount of capital required to protect the economic solvency over a one year time horizon at a confidence level equalling the historic bond defaults of AArated issuers. The economic capital tied up in the Group's operations on 30 September 2007 was EUR 3,316 million compared to pro forma EUR 2,695 million at 31 December 2006 excluding Sampo Bank Group.



#### Outlook for the rest of 2007

Sampo Group's result for 2007 is expected to remain good as operating profitability of the Group's insurance operations remains strong.

The favourable insurance technical development in P&C insurance is expected to continue in the last quarter of 2007. Although the fourth quarter is usually seasonally weaker than the second and third quarters, If P&C is expected to reach a combined ratio of 90-92 per cent for the full year 2007. If is also foreseen to achieve its RoE target of 17.5 per cent with prevailing investment market conditions. If reports its investments at market value through the income statement, whereby changes in share prices or interest rates are directly reflected in its result.

Sampo Life Group has reported exceptionally strong results for the first three quarters of 2007. The full-year 2007 result is expected to be good with an expected pre-tax profit of 20-30 million euros for the last quarter of 2007. The reported profit does not reflect the changes in the market values of investment assets. The RoE target of 17.5 per cent is foreseen to be achieved unless equity market performance significantly weakens. The focus of operations continues to be on unit-linked insurance and risk policies in Finland and the Baltics.

Sampo plc continued to purchase Nordea shares in the third quarter of 2007. This reduced the amount of fixed income investments in Sampo plc's balance sheet and therefore has a slightly negative effect on reported profits as the segment does not report changes in market values of assets through the profit and loss account. A more detailed plan on the use of Sampo plc's excess capital will be presented in connection with full-year 2007 result release.

The biggest risk for the outlook is a severe weakening of equity markets. However, in life insurance and Sampo plc, equity losses would in all likelihood be absorbed by the fair value reserve and would not affect reported profits. If, again, has a fairly limited equity exposure. A sudden rise in interest rates would in the short term cause losses by lowering the value of bond portfolios, but in the longer run it would enhance fixed income yields.

SAMPO PLC Board of Directors

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Sampo will arrange an English-language telephone conference for investors and analysts on the third quarter results at 4 pm. (2 pm UK-time). Please call +44 20 7162 0125 (UK/Europe) or +1 334 323 6203 (North America). Password: SAMPO.

The telephone conference can also be followed from a direct transmission on the Internet at www.sampo.com/ir. A recorded version will later be available at the same address.

In addition, a webcast of Group CEO and President Björn Wahlroos review of third quarter developments is available at <a href="https://www.sampo.com/ir">www.sampo.com/ir</a>.

Sampo will publish the full-year 2007 result release on 12 February 2008.

DISTRIBUTION: The Helsinki Stock Exchange The principal media www.sampo.com Financial Supervisory Authority Insurance Supervisory Authority



## **Tables**



### **Group financial review**

| FINANCIAL HIGHLIGHTS                              |        | 1-9/2007     | 1-9/2006     |
|---|--------|--------------|--------------|
| GROUP 1)  |        |              |              |
| Profit before taxes                               | EURm   | 3,673        | 1019         |
| Return on equity (at fair value)                  | %      | 52.9         | 20.6         |
| Return on assets (at fair value)                  | %      | 11.2         | 3.5          |
| Equity/assets ratio                               | %      | 30.0         | 10.0         |
| Group solvency 2)                                 | EURm   | 6,898        | 2,533        |
| Group solvency ratio                              | %      | 873.5        | 209.7        |
| Average number of staff 4)                        | 70     | 6,838        | 11,628       |
| Average number of staff 4)                        |        | 0,030        | 11,020       |
| PROPERTY & CASUALTY INSURANCE                     |        |              |              |
| Premiums written before reinsurers' share         | EURm   | 3,279        | 3,228        |
| Premiums earned                                   | EURm   | 2,828        | 2,813        |
| Profit before taxes                               | EURm   | 430          | 503          |
| Return on equity (at current value)               | %      | 19.6         | 19.2         |
| Risk ratio <sup>3</sup> )                         | %      | 67.4         | 66.9         |
| Cost ratio <sup>3</sup> )                         | %      | 23.5         | 23.0         |
| Loss ratio before unwinding of discount 3)        | %<br>% | 75.3<br>73.8 | 74.7<br>73.2 |
| Loss ratio before unwinding of discount 3)        | %<br>% | 73.6<br>17.1 | 73.2<br>16.7 |
| Expense ratio 3)                                  |        |              | _            |
| Combined ratio                                    | %      | 92.4         | 91.3         |
| Combined ratio before unwinding of discount       | %      | 90.9         | 89.9         |
| Average number of staff                           |        | 6,407        | 6,453        |
| LIFE INSURANCE                                    |        |              |              |
| Premiums written before reinsurers' share         | EURm   | 436          | 428          |
|   | EURM   |              | 244          |
| Profit before taxes                               | _      | 298          |              |
| Return on equity (at current value)               | %      | 18.8         | 19.5         |
| Expense ratio                                     | %      | 106.5        | 102.6        |
| Average number of staff                           |        | 374          | 361          |
| HOLDING   |        |              |              |
| Profit before taxes 1)                            | EURm   | 83           | -11          |
| Average number of staff 4)                        | Lorun  | 57           | 434          |
| 7. Vorago Hambor of Staff 1)                      |        | 07           | 101          |
| PER SHARE KEY FIGURES                             |        |              |              |
| Earnings per share                                | EUR    | 5.99         | 1.31         |
| Earnings per share, continuing operations         | EUR    | 1.05         | 0.94         |
| Earnings per share, incl. change in fair value    | 2011   | 1.00         | 0.01         |
| reserve   | EUR    | 6.02         | 1.21         |
| Earnings per share, incl. change in fair value    | LOIX   | 0.02         | 1.21         |
|   | EUR    | 1.08         | 0.85         |
| reserve, continuing operations                    | EUR    | 1.00         |              |
| Diluted earnings per share                        |        | -            | 1.28         |
| Diluted earnings per share, continuing operations | EUR    | 40.70        | 0.92         |
| Capital and reserves per share                    | EUR    | 13.72        | 8.26         |
| Net asset value per share                         | EUR    | 13.74        | 8.28         |
| Adjusted share price, high                        | EUR    | 24.38        | 17.99        |
| Adjusted share price, low                         | EUR    | 19.33        | 13.58        |
| Market capitalisation                             | EURm   | 12,383       | 9,221        |
|   |        |              |              |



- ") Sampo plc's sales gain (EURm 2,830) arising from the disposal of the share stock of Sampo Bank plc to Danske Bank A/S is included in the Group key figures. Due to the one-off nature of the sales gain, the key figures return on equity and return on assets have not been annualised.
- <sup>2</sup>) As a result of the disposal of Sampo Bank plc and other banking and investment service companies, the Group solvency for 2007 is based on adjusted solvency calculations for insurance groups according to the Decree of the Ministry of Social Affairs and Health (1106/2000), Chapter 7.1 §. The adjusted solvency is determined on the basis of the Group financial statements as permitted by the Insurance Supervisory Authority. In the comparative period, the Group solvency is calculated according to the consolidation method defined in Chapter 3 of the Act on the Supervision of Financial and Insurance Conglomerates, entered into force on 1 Jan. 2005.
- <sup>3</sup>) The key figures for P&C Insurance are based on activity based costs and cannot, therefore, be calculated directly from the consolidated income statement. The result analysis of P&C insurance is presented in note 13.
- 4) The comparative Group number includes the number for banking and investment services (4,380). The comparative parent number includes staff for Primasoft Oy (347), fully consolidated in the financial statements for the year 2006.

In calculating the per share key figures, the number of shares used at the balance sheet date was 578,368,890 and the average number of shares during the period 577,876,763. The 162,000 treasury shares acquired by Sampo plc in the reporting period have been deducted from both numbers of shares. In the average number of shares, the 4,827,500 treasury shares cancelled at 13 Feb. 2007 have also been taken into account.

In calculating the key figures, the tax corresponding to the result for the accounting period has been taken into account. The valuation differences of investment property and held-to-maturity debt securities have been taken into account in return on assets, return on equity, equity/assets ratio and net asset value per share. Additionally, the change in fair value reserve has been taken into account in return on assets and return on equity. A deferred tax liability has been deducted from the valuation differences.

The key figures for the insurance business have been calculated according to the decree of the Ministry of Finance and the specifying instruction 11/002/2006 of the Insurance Supervisory Authority.



### **Calculation of key figures**

| Return on equity (fair values), %   |           |
|---|-----------|
| + profit before taxes   |           |
| <u>+</u> change in fair value reserve   |           |
| <u>+</u> change in valuation differences on investments                               |           |
| - tax (incl. change in deferred tax relating to valuation differences on investments) | x 100 %   |
| + total equity  |           |
| <u>+</u> valuation differences on investments after deduction of deferred tax         |           |
| (average of values 1 Jan. and the end of reporting period)                            |           |
| Return on assets (at fair values), %  |           |
| + operating profit  |           |
| + interest and other financial charges  |           |
| + calculated interest on technical provisions   |           |
| <u>+</u> change in fair value reserve   |           |
| <u>+</u> change in valuation differences on investments                               | _ x 100 % |
| + balance sheet total   |           |
| - technical provisions relating to unit-linked insurance                              |           |
| <u>+</u> valuation differences on investments   |           |
| (average of values on 1 Jan. and the end of the reporting period)                     |           |
| Equity/assets ratio (at fair values), %   |           |
| + total equity  |           |
| ± valuation differences on investments after deduction of deferred tax                | x 100 %   |
| + balance sheet total   | _         |
| + valuation differences on investments  |           |
| Risk ratio for P&C Insurance, %   |           |
| + claims incurred   |           |
| - claims settlement expenses  | x 100 %   |
| insurance premiums earned   | _         |
|   |           |
| Cost ratio for P&C Insurance, %   |           |
| + operating expenses  |           |
| + claims settlement expenses  |           |
| insurance premiums earned   |           |
| Loss ratio for P&C Insurance, %   |           |
| claims incurred   | _ x 100 % |
| insurance premiums earned   |           |
| Expense ratio for P&C Insurance, %  |           |
| operating expenses  | x 100 %   |
| insurance premiums earned   | _         |
|   |           |



#### Combined ratio for P&C Insurance, %

Loss ratio + expense ratio

#### Expense ratio for life insurance, %

- + operating expenses before change in deferred acquisition costs
- + claims settlement expenses

x 100 %

expense charges

#### Per share key figures

#### Earnings per share

Profit for the financial period attributable to the parent company's equity holders

adjusted average number of shares

#### **Equity per share**

Profit for the financial period attributable to the parent company's equity holders

adjusted number of shares at the balance sheet date

#### Net asset value per share

- + equity attributable to the parent company's equity holders
- $\underline{\textbf{+}}$  valuation differences after the deduction of deferred taxes

adjusted number of shares at balance sheet date

#### **Market capitalisation**

number of shares at the balance sheet date x closing share price at the balance sheet date



### **Group quarterly income statement**

| EURm  | 7-9/2007 | 4-6/2007 | 1-3/2007 10-12/2006 |       | 7-9/2006 |
|---|----------|----------|---------------------|-------|----------|
| Continuing operations                                   |          |          |                     |       |          |
| Insurance premiums written                              | 887      | 1,046    | 1,552               | 1,001 | 841      |
| Net income from investments                             | 217      | 360      | 322                 | 335   | 298      |
| Other operating income                                  | 6        | 6        | 5                   | 10    | 41       |
| Claims incurred Change in liabilities for insurance and | -781     | -769     | -855                | -752  | -742     |
| investment contracts                                    | 193      | -84      | -477                | -12   | 168      |
| Staff costs   | -120     | -116     | -126                | -133  | -120     |
| Other operating expenses                                | -132     | -139     | -132                | -175  | -107     |
| Finance costs   | -16      | -16      | -19                 | -17   | -21      |
| Share of associates' profit/loss                        | 1        | 1        | 1                   | 0     | 0        |
| Profit from continuing operations before                |          |          |                     |       |          |
| taxes   | 256      | 289      | 270                 | 258   | 359      |
| Taxes   | -65      | -75      | -68                 | -75   | -104     |
| Profit from continuing operations                       | 191      | 214      | 202                 | 183   | 255      |
| <u>Discontinued operations</u>                          |          |          |                     |       |          |
| Profit from discontinued operations                     | 0        | 0        | 2,853               | 57    | 82       |
| Profit for the period                                   | 191      | 214      | 3,055               | 241   | 337      |
| Attributable to   |          |          |                     |       |          |
| Equity holders of parent company                        | 191      | 214      | 3,054               | 239   | 335      |
| Minority interest                                       | 0        | 0        | 0                   | 2     | 2        |



### **Consolidated income statement**

| EURm   | Note | 1-9/2007     | 1-9/2006     |
|--|------|--------------|--------------|
| Continuing operations  |      |              |              |
| Insurance premiums written   | 1    | 3,485<br>899 | 3,431<br>674 |
| Net income from investments Other operating income                 | 2    | 17           | 54           |
| Claims incurred Change in liabilities for insurance and investment | 3    | -2,405       | -2,278       |
| contracts  |      | -368         | -341         |
| Staff costs  | 4    | -361         | -350         |
| Other operating expenses   |      | -403         | -397         |
| Finance costs  |      | -51          | -68          |
| Share of associates' profit/loss                                   |      | 2            | 1            |
| Profit from continuing operations before taxes                     |      | 814          | 727          |
| Taxes  |      | -208         | -207         |
| Profit from continuing operations                                  |      | 607          | 520          |
| Discontinued operations  |      |              |              |
| Profit from discontinued operations                                |      | 2,853        | 231          |
| Profit for the period  |      | 3,460        | 751          |
| Attributable to  |      |              |              |
| Equity holders of parent company                                   |      | 3,459        | 738          |
| Minority interest  |      | 0            | 13           |
| Earning per share (eur)  |      |              |              |
| Basic, continuing operations                                       |      | 1.05         | 0.94         |
| Basic, discontinued operations                                     |      | 4.94         | 0.37         |
| Total  |      | 5.99         | 1.31         |
| Diluted, continuing operations                                     |      | -            | 0.92         |
| Diluted, discontinued operations                                   |      | -            | 0.36         |
| Total  |      | -            | 1.28         |



### **Consolidated balance sheet**

| EURm  | Note   | 9/2007 | 12/2006 |
|---|--------|--------|---------|
| Assets  |        |        |         |
| Property, plant and equipment   |        | 39     | 51      |
| Investment property   |        | 154    | 170     |
| Intangible assets   | 5      | 742    | 782     |
| Investments in associates   |        | 8      | 5       |
| Financial assets  | 6, 7   | 20,141 | 15,921  |
| Investments related to unit-linked insurance  | 8      | 2,048  | 1,753   |
| Tax assets  |        | 102    | 149     |
| Reinsurers' share of insurance liabilities  |        | 540    | 525     |
| Other assets  |        | 1,449  | 1,638   |
| Cash and cash equivalents   |        | 1,133  | 41      |
| Non-current assets classified as held for sale                                      |        | -      | 26,585  |
| Total assets  |        | 26,355 | 47,620  |
|   |        |        |         |
| Liabilities   |        |        |         |
| Liabilities for insurance and investment contracts                                  | 9      | 13,493 | 12,942  |
| Liabilities for unit-linked insurance and investment                                |        |        |         |
| contracts   | 10     | 2,041  | 1,752   |
| Financial liabilities   | 11, 12 | 1,150  | 1,395   |
| Tax liabilities   |        | 653    | 607     |
| Provisions  |        | 36     | 42      |
| Employee benefits   |        | 123    | 109     |
| Other liabilities   |        | 928    | 1,065   |
| Liabilities directly associated with non-current assets classified as held for sale |        | _      | 24,520  |
| Total liabilities   |        | 18,423 | 42,431  |
| Total habilities  |        | 10,420 | 42,401  |
| Equity  |        |        |         |
| Share capital   |        | 98     | 95      |
| Reserves  |        | 2,036  | 2,012   |
| Retained earnings   |        | 5,798  | 3,061   |
| Equity attributable to parent company's   |        | ,      | ,       |
| equityholders   |        | 7,932  | 5,168   |
| Minority interest   |        | 0      | 21      |
| Total equity  |        | 7,932  | 5,189   |
| Total equity and liabilities  |        | 26,355 | 47,620  |



### Statements of changes in equity, IFRS

|  | Share capital | Share premium account | Legal<br>reserve | Fair<br>value<br>reserve | Retained earnings |                 | Minority interest | Total           |
|--|---------------|-----------------------|------------------|--------------------------|-------------------|-----------------|-------------------|-----------------|
| Equity at 1 Jan 2006   | 96            | 1,048                 | 370              | 396                      | 2,412             | 4,322           | 26                | 4,348           |
| Cash flow hedges: - recognised in equity during the financial year - recognised in p/l |               |                       |                  | 0<br>-1                  |                   | 0<br>-1         |                   | 0<br>-1         |
| Financial assets available-for-sale - change in fair value - recognised in p/l         |               |                       |                  | 92<br>-146               |                   | 92<br>-146      |                   | 92<br>-146      |
| Exchange rate translation difference Profit for the period                             |               |                       |                  |                          | 15<br>738         | 15<br>738       | 13                | 15<br>751       |
| Total income and expenses recognised for the period Subscription for shares with       |               |                       |                  | -55                      | 754               | 698             | 13                | 711             |
| options Acquisition of treasury shares   | 0             | 3                     |                  |                          | -64               | 4<br>-64        |                   | 4<br>-64        |
| Cancellation of treasury shares Recognition of undrawn dividends Dividends             | -1            | 1                     |                  |                          | 13<br>-339        | 0<br>13<br>-339 | -20               | 0<br>13<br>-359 |
| Equity at 30 Sep 2006  | 95            | 1,052                 | 370              | 341                      | 2,776             | 4,634           | 19                | 4,653           |
| Equity at 1 Jan 2007   | 95            | 1,157                 | 370              | 486                      | 3,061             | 5,168           | 21                | 5,189           |
| Items of equity of disposed operations Financial assets available-for-sale             |               | 0                     | 0                | 3                        | -3                | -1              | -21               | -22             |
| - change in fair value - recognised in p/l Exchange rate translation                   |               |                       |                  | 188<br>-174              |                   | 188<br>-174     |                   | 188<br>-174     |
| difference<br>Profit for period  | 0             | 0                     | 0                |                          | -23<br>3,459      | -23<br>3,459    | 0                 | -23<br>3,459    |
| Total income and expenses recognised for the period Subscription for shares with       | 0             | 0                     | 0                | 17                       | 3,433             | 3,450           | -21               | 3,428           |
| options Share-based payments   | 3             | 4                     |                  |                          | -1                | 6<br>-1         |                   | 6<br>-1         |
| Acquisition of treasury shares Recognition of undrawn dividends Dividends              |               |                       |                  |                          | -3<br>6<br>-693   | -3<br>6<br>-693 |                   | -3<br>6<br>-693 |
| Equity at 30 Sep 2007  | 98            | 1,160                 | 370              | 503                      | 5,801             | 7,932           | 0                 | 7,932           |



#### Statement of cash flows

|   | 1-9/2007 | 1-9/2006 |
|---|----------|----------|
| Cash and cash equivalent at the beginning of the period | 2,016    | 1,787    |
| Cash flows from/used in operating activities            | -748     | -1,243   |
| Cash flows from/used in investing activities            | 1,201    | -34      |
| Cash flows from/used in financing activities            | -1,338   | 1,520    |
| Paid dividends  | -693     | -401     |
| Subscription for shares with options                    | 6        | 4        |
| Acquisition of own shares                               | -3       | -64      |
| Increase of liabilities                                 | 742      | 9,034    |
| Decrease of liabilities                                 | -1,390   | -7,052   |
| Cash and cash equivalent at the end of the period       | 1,131    | 2,029    |
| The net cash flows of discontinued operations           | 1-9/2007 | 1-9/2006 |
| Cash flows used in operating activities                 | -712     | -1,848   |
| Cash flows from/used in investing activities            | 3,224    | -50      |
| Cash flows from/used in financing activities            | -299     | 2,217    |
| Net cash flows total                                    | 2,214    | 319      |

In the statements, the net cash derived from the disposal of Banking and investment services, is included in the cash flows from investing activities.

The cash flow statement reports cash flows during the period classified by operating, investing and financing activities. Cash flows are reported by using the indirect method. Cash flows from operating activities derive primarily from the principal revenue-producing activities. Cash flows from investments in subsidiaries and associated undertakings and those from investments in intangible assets and property, plant and equipment are presented in investing activities. Financing activities include cash flows resulting from changes in equity and borrowings in order to conduct the business. Cash and cash equivalents consist of cash at bank and in hand and short-term deposits (under 3 months).



#### **NOTES**

#### **Accounting policies**

Sampo Group's consolidated financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS) adopted by the EU. The interim financial statements are presented in accordance with IAS 34 Interim Financial Reporting.

In preparing the interim financial statements, the same accounting policies and methods of computation are applied as in the financial statements for 2006. Sampo has in 2007 adopted the following interpretations: IFRIC 8 Scope of IFRS 2, IFRIC 9 Reassesment of embedded derivatives, IFRIC 10 Interim Financial Reporting and impairment, and IFRIC 11 IFRS 2 - Group and treasury share transactions. The adoption of interpretations has not had an effect on the Group consolidated financial statements, per share key figures or accounting policies.

The financial statements for 2006 are available on Sampo's website at the address www.sampo.com/ir.

## Consolidated income statement by segment for nine months ended 30 September 2007

| EURm  | P&C insurance | Life<br>insurance | Holding | Elimi-<br>nation | Group      |
|---|---------------|-------------------|---------|------------------|------------|
| Insurance premius written                             | 3,055         | 430               | -       | -                | 3,485      |
| Net income from investments                           | 200           | 567               | 135     | -3               | 899        |
| Other operating income                                | 19            | 0                 | 5       | -7               | 17         |
| Claims incurred Change in liabilities for insurance   | -1,907        | -498              | -       | -                | -2,405     |
| and investment contracts                              | -227          | -141              | -       | -                | -368       |
| Staff costs   | -334          | -15               | -12     | -                | -361       |
| Other operating expenses                              | -356          | -37               | -16     | 6                | -403       |
| Finance costs   | -21           | -8                | -29     | 7                | -51        |
| Share of associates' profit/loss                      | 0             | 1                 | 1       | 0                | 2          |
| Profit from continuing operations before taxes        | 430           | 298               | 83      | 3                | 814        |
| Taxes   |               |                   |         |                  | -208       |
| Profit from continuing operations                     |               |                   |         |                  | 607        |
| Profit from discontinued operations                   |               |                   |         |                  | 2,853      |
| Profit for the period                                 |               |                   |         |                  | 3,460      |
| Attributable to                                       |               |                   |         |                  |            |
| Equity holders of parent company<br>Minority interest |               |                   |         |                  | 3,459<br>0 |



# Consolidated income statement by segment for nine months ended 30 September 2006

| EURm  | P&C<br>insurance | Life<br>insurance | Holding | Elimi-<br>nation | Group  |
|---|------------------|-------------------|---------|------------------|--------|
| Insurance premius written   | 3,009            | 422               | -       | _                | 3,431  |
| Net income from investments   | 251              | 413               | 24      | -14              | 674    |
| Other operating income  | 16               | 0                 | 79      | -41              | 54     |
| Claims incurred<br>Change in liabilities for insurance                  | -1,881           | -397              | -       | -                | -2,278 |
| and investment contracts  | -197             | -144              | -       | -                | -341   |
| Staff costs   | -310             | -15               | -29     | 4                | -350   |
| Other operating expenses  | -360             | -29               | -44     | 37               | -397   |
| Finance costs   | -26              | -7                | -41     | 6                | -68    |
| Share of associates' profit/loss  | 0                | 1                 | 0       | -                | 1      |
| Profit from continuing operations before taxes                          | 503              | 244               | -11     | -9               | 727    |
| Taxes   |                  |                   |         |                  | -207   |
| Profit from continuing operations                                       |                  |                   |         |                  | 520    |
| Profit from discontinued operations                                     |                  |                   |         |                  | 218    |
| Intra-segment elimination items attributable to discontinued operations |                  |                   |         |                  | 14     |
| Profit for the period   |                  |                   |         |                  | 751    |
| Attributable to   |                  |                   |         |                  |        |
| Equity holders of parent company  |                  |                   |         |                  | 738    |
| Minority interest   |                  |                   |         |                  | 13     |



# **Consolidated balance sheet by segment at 30 September 2007**

| EURm   | P&C<br>insurance | Life<br>insurance | Holding | Elimi-<br>nation | Group  |
|--|------------------|-------------------|---------|------------------|--------|
| Assets   |                  |                   |         |                  |        |
| Property, plant and equipment                                  | 27               | 5                 | 7       | -                | 39     |
| Investment property  | 38               | 105               | 12      | -                | 154    |
| Intangible assets  | 580              | 162               | 0       | -                | 742    |
| Investments in associates                                      | 4                | 1                 | 2       | -                | 8      |
| Financial assets   | 10,097           | 5,357             | 7,187   | -2,499           | 20,141 |
| Investments related to unit-linked insurance                   |                  | 2.049             |         |                  | 2.049  |
|  | -<br>0E          | 2,048             | -       | -                | 2,048  |
| Tax assets Reinsurers' share of insurance                      | 95               | 1                 | 6       | 1                | 102    |
| liabilities  | 535              | 5                 | -       | -                | 540    |
| Other assets   | 1,345            | 72                | 57      | -25              | 1,449  |
| Cash and cash equivalents                                      | 681              | 334               | 119     | -                | 1,133  |
| Total assets   | 13,401           | 8,089             | 7,389   | -2,523           | 26,355 |
| Liabilities  |                  |                   |         |                  |        |
| Liabilities for insurance and investment contracts             | 8,856            | 4,637             | -       | -                | 13,493 |
| Liabilities for unit-linked insurance and investment contracts | -                | 2,041             | -       | -                | 2,041  |
| Financial liabilities  | 574              | 102               | 598     | -125             | 1,150  |
| Tax liabilities  | 409              | 193               | 51      | -                | 653    |
| Provisions   | 36               | -                 | -       | -                | 36     |
| Employee benefits  | 123              | -                 | -       | -                | 123    |
| Other liabilities  | 772              | 93                | 89      | -25              | 928    |
| Total liabilities  | 10,768           | 7,066             | 738     | -150             | 18,423 |
| Equity   |                  |                   |         |                  |        |
| Share capital  |                  |                   |         |                  | 98     |
| Reserves   |                  |                   |         |                  | 2,036  |
| Retained earnings Equity attributable to parent                |                  |                   |         |                  | 5,798  |
| company's equityholders  |                  |                   |         |                  | 7,932  |
| Minority interest  |                  |                   |         |                  | 0      |
| Total equity   |                  |                   |         |                  | 7,932  |
| Total equity and liabilities                                   |                  |                   |         |                  | 26,355 |



# **Consolidated balance sheet by segment at 31 December 2006**

| EURm   | P&C<br>insurance                             | Life<br>insurance      | Holding                   | Elimi-<br>nation                     | Group   |
|--|--|------------------------|---------------------------|--------------------------------------|---|
| Assets   |  |                        |                           |                                      |   |
| Property, plant and equipment  | 28   | 5                      | 18                        | -                                    | 51  |
| Investment property  | 41   | 110                    | 19                        | -                                    | 170   |
| Intangible assets  | 599  | 159                    | 23                        | -                                    | 782   |
| Investments in associates  | 4  | 1                      | 0                         | -                                    | 5   |
| Financial assets   | 9,821  | 5,657                  | 4,043                     | -3,598                               | 15,921  |
| Investments related to unit-linked insurance   | -  | 1,753                  | -                         | -                                    | 1,753   |
| Tax assets   | 113  | 13                     | 22                        | 1                                    | 149   |
| Reinsurers' share of insurance   | 504  |                        |                           |                                      | 505   |
| liabilities  | 521  | 4                      | -                         | -                                    | 525   |
| Other assets   | 1,475  | 121                    | 78                        | -36                                  | 1,638   |
| Cash and cash equivalents  Non-current assets classified as held for sale  | 230  | 58                     | 336                       | -582                                 | 41<br>26,585  |
| Total assets   | -<br>12,831                                  | 7,882                  | 4,538                     | -4,216                               | 47,620  |
| Liabilities Liabilities for insurance and investment contracts Liabilities for unit-linked insurance and investment contracts Financial liabilities Tax liabilities Provisions Employee benefits Other liabilities Liabilities directly associated with non-current assets classified as held for sale Total liabilities | 8,247<br>-<br>499<br>407<br>42<br>109<br>961 | 4,695 1,752 112 189 39 | 930<br>11<br>-<br>-<br>98 | -<br>-146<br>-<br>-<br>-<br>-32<br>- | 12,942<br>1,752<br>1,395<br>607<br>42<br>109<br>1,065<br>24,520<br>42,431 |
| Equity Share capital Reserves Retained earnings Equity attributable to parent company's equityholders Minority interest  |  |                        |                           |                                      | 95<br>2,012<br>3,061<br>5,168   |
| Minority interest  Total equity  |  |                        |                           |                                      | 21<br>5,189   |
| i otai equity  |  |                        |                           |                                      | 5,169   |
| Total equity and liabilities   |  |                        |                           |                                      | 47,620  |



### **OTHER NOTES**

### 1 Insurance premiums

| P&C insurance  | 1-9/2007 | 1-9/2006 |
|--|----------|----------|
| Premiums from insurance contracts                                |          |          |
| Premiums written, direct insurance                               | 3,204    | 3,157    |
| Premiums written, assumed reinsurance                            | 75       | 71       |
| Premiums written, gross  | 3,279    | 3,228    |
| Ceded reinsurance premiums written                               | -224     | -218     |
| Premiums written, net  | 3,055    | 3,009    |
| Change in unearned premium provision                             | -263     | -235     |
| Reinsurers' share  | 36       | 38       |
| Insurance premiums earned, net                                   | 2,828    | 2,813    |
| Life insurance   | 1-9/2007 | 1-9/2006 |
| Premiums from insurance contracts                                |          |          |
| Premiums from contracts with discretionary participation feature | 140      | 138      |
| Premiums from unit-linked contracts                              | 274      | 252      |
| Premiums from other contracts                                    | 5        | 3        |
| Insurance contracts, total                                       | 419      | 394      |
| Assumed reinsurance  | 3        | 3        |
| Premiums from investment contracts                               |          |          |
| Premiums from contracts with discretionary participation feature | 1        | 3        |
| Premiums from unit-linked contracts                              | 13       | 29       |
| Investment contracts, total                                      | 14       | 32       |
| Reinsurers' shares   | -6       | -7       |
| Premiums written, total  | 430      | 422      |
| Single and regular premiums from direct insurance                |          |          |
| Regular premiums, insurance contracts                            | 268      | 231      |
| Single premiums, insurance contracts                             | 151      | 163      |
| Single premiums, investment contracts                            | 14       | 32       |
| Total  | 433      | 426      |
| Group, total   | 3,485    | 3,431    |



### 2 Net income from investments

| P&C Insurance  | 1-9/2007 | 1-9/2006 |
|--|----------|----------|
| Financial assets   |          |          |
| Derivative financial instruments                         | 40       | 6        |
| Financial assets designated as at fair value through p/l |          |          |
| Debt securities  | 177      | 157      |
| Equity securities  | 14       | 124      |
| Total  | 191      | 281      |
| Loans and receivables                                    | 18       | 8        |
| Total financial assets                                   | 249      | 295      |
| Income from other assets                                 | 1        | 1        |
| Fee and commission expense                               | -6       | -3       |
| Expense on other than financial liabilities              | -1       | -1       |
| Effect of discounting annuities                          | -42      | -40      |
| P&C insurance, total                                     | 200      | 251      |

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| Life insurance   | 1-9/2007 | 1-9/2006 |
|--|----------|----------|
| Financial assets Derivative financial instruments        | 27       | 13       |
|  |          |          |
| Financial assets designated as at fair value through p/l |          |          |
| Debt securities  | 0        | 3        |
| Investments related to unit-linked contracts             |          |          |
| Debt securities  | -4       | 0        |
| Equity securities  | 102      | 49       |
| Total  | 98       | 49       |
| Loans and receivables                                    | 3        | 2        |
| Financial asset available-for-sale                       |          |          |
| Debt securities  | 81       | 67       |
| Equity securities  | 344      | 261      |
| Total  | 425      | 328      |
| Total income from financial assets                       | 554      | 395      |
| Other assets   | 4        | 12       |
| Fee and commission income, net                           | 9        | 7        |
| Life insurance, total                                    | 567      | 413      |

## SAMPO 🗲 GROUP

| Holding                                    | 1-9/2007 | 1-9/2006 |
|--|----------|----------|
| Financial assets                           |          |          |
| Loans and other receivables                | -1       | 9        |
|  |          |          |
| Financial assets available-for-sale        | 00       | 0        |
| Debt securities                            | 96       | 6        |
| Equity securities                          | 41       | 3        |
| Total                                      | 137      | 9        |
| Other assets                               | -2       | 6        |
| Holding, total                             | 135      | 24       |
| Elimination items between segments         | -3       | -14      |
| Group, total                               | 899      | 674      |
|  |          |          |
| 3 Claims                                   |          |          |
|  |          |          |
| P&C insurance                              | 1-9/2007 | 1-9/2006 |
| Claims paid                                | -1,709   | -1,672   |
| Reinsurers' share                          | 99       | 100      |
| Claims paid, net                           | -1,610   | -1,572   |
| Change in provision for claims outstanding | -284     | -295     |
| Reinsurers' share                          | -12      | -13      |
| Claims incurred, net                       | -1,907   | -1,881   |
|  |          |          |
| Life insurance                             | 1-9/2007 | 1-9/2006 |
| Claims paid                                | -413     | -308     |
| Reinsurers' share                          | 5        | 5        |
| Claims paid, net                           | -408     | -304     |
| Change in provision for claims outstanding | -90      | -94      |
| Reinsurers' share                          | 0        | 0        |
| Claims incurred, net                       | -498     | -397     |
| Group, total                               | -2,405   | -2,278   |



### 4 Staff costs

| P&C insurance                        | 1-9/2007 | 1-9/2006 |
|--------------------------------------|----------|----------|
| Wages and salaries                   | -228     | -217     |
| Granted equity-settled share options | -1       | 0        |
| Granted cash-settled share options   | -5       | -5       |
| Pension costs                        | -53      | -47      |
| Other social security costs          | -47      | -41      |
| P&C insurance, total                 | -334     | -310     |
| Life insurance                       | 1-9/2007 | 1-9/2006 |
| Wages and salaries                   | -12      | -11      |
| Granted equity-settled share options | 0        | 0        |
| Granted cash-settled share options   | 0        | -1       |
| Pension costs                        | -2       | -2       |
| Other social security costs          | -1       | -1       |
| Life insurance, total                | -15      | -15      |
| Holding                              | 1-9/2007 | 1-9/2006 |
| Wages and salaries                   | -8       | -22      |
| Granted equity-settled share options | -1       | -1       |
| Granted cash-settled share options   | 0        | -2       |
| Pension costs                        | -2       | -4       |
| Other social security costs          | 0        | -1       |
| Holding, total                       | -12      | -29      |
| Elimination items between segments   | -        | 4        |
| Group, total                         | -361     | -350     |



### 5 Intangible assets

| P&C insurance               | 9/2007    | 12/2006   |
|-----------------------------|-----------|-----------|
| Goodwill Customer relations | 545<br>23 | 557<br>29 |
| Other intangible assets     | 12        | 13        |
| Total                       | 580       | 599       |
|                             |           |           |
| Life insurance              | 9/2007    | 12/2006   |
| Goodwill                    | 153       | 153       |
| Other intangible assets     | 9         | 6         |
| Total                       | 162       | 159       |
|                             |           |           |
| Holding                     | 9/2007    | 12/2006   |
| Other intangible assets     | 0         | 23        |
| Group, total                | 742       | 782       |



### **6 Financial assets**

| P&C insurance  | 9/2007 | 12/2006 |
|--|--------|---------|
| Derivative financial instruments (Note 7)                                | 260    | 87      |
| Financial assets designated as at fair value through p/l Debt securities | 8,751  | 8,690   |
| Equity securities  | 1,084  | 1,041   |
| Total  | 9,835  | 9,732   |
| Loans and receivables  | 0,000  | 5,. 52  |
| Deposits with ceding undertakings  | 2      | 2       |
| P&C insurance, total   | 10,097 | 9,821   |
| ,  | ·      | ·       |
| Life insurance   | 9/2007 | 12/2006 |
| Derivative financial instruments (Note 7)                                | 11     | 16      |
| Financial assets designated as at fair value through p/l                 |        |         |
| Debt securities  | 35     | 70      |
| Equity securities  | 5      | 5       |
| Total  | 40     | 75      |
| Investments held-to-maturity   |        |         |
| Debt securities  | 8      | 10      |
| Loans and receivables  |        |         |
| Deposits   | 2      | 4       |
| Deposits with ceding undertakings  | 2      | 2       |
| Total  | 3      | 6       |
| Financial assets available-for-sale                                      |        |         |
| Debt securities  | 3,562  | 3,440   |
| Equity securities  | 1,731  | 2,110   |
| Total  | 5,294  | 5,550   |
| Life insurance, total  | 5,357  | 5,657   |
| Holding  | 9/2007 | 12/2006 |
| <u>noung</u>   | 3/2007 | 12/2000 |
| Loans and receivables  |        |         |
| Deposits   | 0      | 291     |
| Financial assets available-for-sale                                      |        |         |
| Debt securities  | 2,521  | 140     |
| Equity securities  | 2,296  | 454     |
| Total  | 4,817  | 595     |
| Investments in subsidiaries  | 2,370  | 3,157   |
| Holding, total   | 7,187  | 4,043   |
| Elimination items between segments                                       | -2,499 | -3,598  |
| Group, total   | 20,141 | 15,921  |



### 7 Derivative financial instruments

| P&C insurance                         |                       | 9/2007      |             |                       | 12/2006     |             |
|---------------------------------------|-----------------------|-------------|-------------|-----------------------|-------------|-------------|
| F&C IIISUI dilCe                      |                       | Fair value  | Fair value  |                       | Fair value  | Fair value  |
|                                       | Contract/             | i ali value | i ali value | Contract/             | i ali value | i ali value |
|                                       | notional              |             |             | notional              |             |             |
|                                       | amount                | Assets      | Liabilities | amount                | Assets      | Liabilities |
| Derivatives held for trading          |                       |             | _           |                       |             |             |
| Interest rate derivatives             | 5,784                 | 19          | 5           | 1,668                 | 4           | 2           |
| Foreign exchange derivatives          | 6,726                 | 241         | 128         | 4,548                 | 73          | 55          |
| Equity derivatives  Total derivative  | 94                    | 0           | 0           | 15                    | 10          | 0           |
| assets/(liabilities)                  |                       |             |             |                       |             |             |
| held for trading                      | 12,605                | 260         | 133         | 6,232                 | 87          | 57          |
|                                       |                       |             |             |                       |             |             |
|                                       |                       |             |             |                       |             |             |
| Life insurance                        |                       | 9/2007      |             |                       | 12/2006     |             |
|                                       | C                     | Fair value  | Fair value  | Cambra at/            | Fair value  | Fair value  |
|                                       | Contract/<br>notional |             |             | Contract/<br>notional |             |             |
|                                       | amount                | Assets      | Liabilities | amount                | Assets      | Liabilities |
| Derivatives held for trading          |                       |             |             |                       |             |             |
| Interest rate derivatives             | 1,548                 | 2           | 2           | 754                   | 8           | 9           |
| Foreign exchange derivatives          | 581                   | 9           | 1           | 676                   | 7           | 3           |
| Equity derivatives                    | 9                     | 0           | 0           | 0                     | 0           | 0           |
| Commodity derivatives                 | 0                     | 0           | 0           | 76                    | 1           | 1           |
| Total derivative assets/(liabilities) | 2,137                 | 11          | 2           | 1,506                 | 16          | 12          |
| assets/(liabilities)                  | 2,137                 |             | 2           | 1,500                 | 10          | 12          |
|                                       |                       |             |             |                       |             |             |
| Holding                               |                       | 9/2007      |             |                       | 12/2006     |             |
|                                       |                       | Fair value  | Fair value  |                       | Fair value  | Fair value  |
|                                       | Contract/             |             |             | Contract/             |             |             |
|                                       | notional              | Assets      | Liabilities | notional<br>amount    | Assets      | Liabilities |
| Derivatives held for hedging          | amount                | ASSEIS      | Liabilities | amount                | ASSEIS      | LIADIIILIES |
| Derivatives designated as fair        |                       |             |             |                       |             |             |
| value hedges                          | -                     | -           | -           | 628                   | -           | 12          |
|                                       |                       |             |             |                       |             |             |
| Total derivative                      |                       |             |             | 202                   |             | 46          |
| assets/(liabilities)                  | -                     | -           | -           | 628                   | -           | 12          |



### 8 Investments related to unit-linked insurance

| Life insurance                                      | 9/2007 | 12/2006 |
|---|--------|---------|
| Financial assets as at fair value through p/l       |        |         |
| Debt securities                                     | 70     | 58      |
| Equity securities                                   | 1,977  | 1,695   |
| Financial assets as at fair value through p/l total | 2,048  | 1,753   |
| Other   | 0      | 0       |
| Life insurance, total                               | 2,048  | 1,753   |

### 9 Liabilities for insurance and investment contracts

| P&C insurance                                 | 9/2007 | 12/2006 |
|---|--------|---------|
| Insurance contracts                           |        |         |
| Provision for unearned premiums               | 1,947  | 1,640   |
| Provision for claims outstanding              | 6,909  | 6,606   |
| Total insurance liabilities for P&C insurance | 8,856  | 8,247   |
| Reinsurers' share                             |        |         |
| Provision for unearned premiums               | 92     | 56      |
| Provision for claims outstanding              | 443    | 465     |
| Total reinsurers' share                       | 535    | 521     |
|   |        |         |
| Life insurance                                | 9/2007 | 12/2006 |
| Insurance contracts                           |        |         |
| Liabilities for contracts with DPF            |        |         |
| Provision for unearned premiums               | 2,860  | 2,979   |
| Provision for claims outstanding              | 1,655  | 1,565   |
| Total   | 4,516  | 4,544   |
| Liabilities for contracts without DPF         |        |         |
| Provision for unearned premiums               | 6      | 6       |
| Provision for claims outstanding              | 0      | 0       |
| Total   | 7      | 6       |
| Total   | 4,522  | 4,550   |
|   |        |         |



| Assumed reinsurance                                       |       |       |
|---|-------|-------|
| Provision for unearned premiums                           | 4     | 4     |
| Provision for claims outstanding                          | 2     | 3     |
| Total   | 6     | 7     |
| Insurance contracts, total                                |       |       |
| Provision for unearned premiums                           | 2,871 | 2,989 |
| Provision for claims outstanding                          | 1,658 | 1,568 |
|   | 4,528 | 4,557 |
| Investment contracts                                      |       |       |
| Liabilities for contracts with DPF                        |       |       |
| Provision for unearned premiums                           | 109   | 138   |
| Investment contracts, total                               | 109   | 138   |
| Liabilities for insurance and investment contracts, total |       |       |
| Provision for unearned premiums                           | 2,979 | 3,127 |
| Provision for claims outstanding                          | 1,658 | 1,568 |
| Life insurance, total                                     | 4,637 | 4,695 |
| Recoverable from reinsurers                               |       |       |
| Provision for unearned premiums                           | 1     | 0     |
| Provision for claims outstanding                          | 4     | 4     |
| Total   | 5     | 4     |

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.

Group, total 13,493 12,942

## 10 Liabilities from unit-linked insurance and investment contracts

| Life insurance                   | 9/2007 | 12/2006 |
|----------------------------------|--------|---------|
| Unit-linked insurance contracts  | 1,974  | 1,690   |
| Unit-linked investment contracts | 67     | 62      |
| Total                            | 2,041  | 1,752   |



### 11 Financial liabilities

| P&C insurance  | 9/2007             | 12/2006                 |
|--|--------------------|-------------------------|
| Derivative financial instruments (Note 7)                              | 133                | 57                      |
| Subordinated debt securities Subordinated loans                        | 440                | 441                     |
| P&C insurance, total   | 574                | 499                     |
| <u>Life insurance</u>  | 9/2007             | 12/2006                 |
| Derivative financial instruments (Note 7)                              | 2                  | 12                      |
| Subordinated debt securities Subordinated loans                        | 100                | 100                     |
| Life insurance, total  | 102                | 112                     |
| Holding  | 9/2007             | 12/2006                 |
| Derivative financial instruments (Note 7)                              | -                  | 12                      |
| Debt securities in issue Certificates of deposit Bonds and notes Total | 5<br>-<br><b>5</b> | 50<br>191<br><b>241</b> |
| Subordinated debt securities Debentures                                | 587                | 586                     |
| Other Pension loan Other   | -<br>6             | 85<br>6                 |
| Holding, total   | 598                | 930                     |
| Elimination items between segments                                     | -125               | -146                    |
| Group, total   | 1,150              | 1,395                   |



### 12 Contingent liabilities and commitments

| P&C insurance   |                         | 9/2007                             |                         | 12/2006                             |
|---|-------------------------|------------------------------------|-------------------------|-------------------------------------|
| Off-balance sheet items   |                         |                                    |                         |                                     |
| Guarantees  |                         | 41                                 |                         | 48                                  |
| Other irrevocable commitments   |                         | 17                                 |                         | 19                                  |
| Total   |                         | 58                                 |                         | 67                                  |
| Other Assets covered by policyholders' beneficiary rights   |                         | 342                                |                         | 326                                 |
| Assets pledged as collateral for liabilities or con   | tingent liabili         | ities                              |                         |                                     |
|   | 9/2007                  | 9/2007                             | 12/2006                 | 12/2006                             |
|   |                         | Liabilities/                       |                         | Liabilities/                        |
|   | A                       | i+                                 | A                       |                                     |
| Assets pledged as collateral  | Assets<br>pledged       | commit-<br>ments                   | Assets<br>pledaed       | commit-<br>ments                    |
| Assets pledged as collateral Cash at balances at central banks  | Assets<br>pledged<br>11 |                                    | Assets<br>pledged<br>18 |                                     |
|   | pledged                 | ments                              | pledged                 | ments                               |
| Cash at balances at central banks   | pledged                 | ments                              | pledged                 | ments                               |
| Cash at balances at central banks Investments   | pledged<br>11           | ments<br>8                         | <b>pledged</b><br>18    | ments<br>9                          |
| Cash at balances at central banks Investments - Investment securities   | pledged<br>11<br>289    | ments<br>8<br>106                  | pledged<br>18<br>250    | <b>ments</b><br>9                   |
| Cash at balances at central banks Investments - Investment securities   | pledged<br>11<br>289    | ments<br>8<br>106                  | pledged<br>18<br>250    | <b>ments</b><br>9                   |
| Cash at balances at central banks Investments - Investment securities Total  Non-cancellable operating leases Minimum lease payments under non-cancellable  | pledged<br>11<br>289    | ments<br>8<br>106<br>114           | pledged<br>18<br>250    | ments<br>9<br>114<br>123            |
| Cash at balances at central banks Investments - Investment securities Total  Non-cancellable operating leases   | pledged<br>11<br>289    | ments<br>8<br>106<br>114           | pledged<br>18<br>250    | ments<br>9<br>114<br>123            |
| Cash at balances at central banks Investments - Investment securities Total  Non-cancellable operating leases Minimum lease payments under non-cancellable operating leases   | pledged<br>11<br>289    | ments<br>8<br>106<br>114<br>9/2007 | pledged<br>18<br>250    | ments<br>9<br>114<br>123<br>12/2006 |
| Cash at balances at central banks Investments - Investment securities Total  Non-cancellable operating leases Minimum lease payments under non-cancellable operating leases not later than one year   | pledged<br>11<br>289    | ments<br>8<br>106<br>114<br>9/2007 | pledged<br>18<br>250    | ments 9 114 123 12/2006             |
| Cash at balances at central banks Investments - Investment securities Total  Non-cancellable operating leases Minimum lease payments under non-cancellable operating leases not later than one year later than one year and not later than five years | pledged<br>11<br>289    | ments<br>8<br>106<br>114<br>9/2007 | pledged<br>18<br>250    | ments 9 114 123 12/2006             |



| Life insurance  |               | 9/2007                  |         | 12/2006                 |
|---|---------------|-------------------------|---------|-------------------------|
| Off-balance sheet items   |               |                         |         |                         |
| Fund commitments  |               | 235                     |         | 178                     |
| Assets pledged as collateral for liabilities or conti   | ingent liabil | ities                   |         |                         |
| 7.000to picagou do conatoral for nabilitios of cont   | 9/2007        | 9/2007                  | 12/2006 | 12/2006                 |
| Accete wheelend on colleteral   | Assets        | Liabilities/<br>commit- | Assets  | Liabilities/<br>commit- |
| Assets pledged as collateral Investments  | pledged       | ments                   | pledged | ments                   |
| - Investment securities   | 2             | 0                       | 4       | 0                       |
|   |               | - /                     |         |                         |
| Other commitments   |               | 9/2007                  |         | 12/2006                 |
| Acquisition of IT-software  |               | 2                       |         | 1                       |
| Non-cancellable operating leases  Minimum lease payments under non-cancellable operating leases |               | 9/2007                  |         | 12/2006                 |
| not later than one year   |               | 2                       |         | 2                       |
| later than one year and not later than five years   |               | 6                       |         | 6                       |
| later than five years   |               | 4                       |         | 5                       |
| Total   |               | 12                      |         | 13                      |

### 13 Result analysis of P&C insurance business

|  | 1-9/2007 | 1-9/2006 |
|--|----------|----------|
| Premiums earned  | 2,828    | 2,813    |
| Claims incurred  | -2,088   | -2,060   |
| Operating expenses   | -484     | -468     |
| Other technical income and expenses                                    | 1        | 0        |
| Allocated investment return transferred from the non-technical account | 148      | 130      |
| Technical result   | 405      | 414      |
| Investment result  | 222      | 266      |
| Allocated investment return transferred to the technical account       | -190     | -170     |
| Other income and expenses  | -6       | -6       |
| Operating result   | 430      | 503      |



### 14 Sampo Plc's income statement and balance sheet (FAS)

| INCOME STATEMENT                              | 1-9/2007 | 1-9/2006 |
|---|----------|----------|
| Other operating income                        | 9        | 45       |
| Staff expenses                                | -13      | -14      |
| Depreciation and impairment                   | -2       | -6       |
| Other operating expenses                      | -20      | -19      |
| Operating profit                              | -27      | 6        |
| Finance income and expenses                   | 3,781    | 915      |
| Profit before appropriations and income taxes | 3,755    | 922      |
| Income taxes                                  | -21      | 1        |
| Profit for the financial period               | 3,733    | 923      |
| BALANCE SHEET                                 | 9/2007   | 12/2006  |
| ASSETS  |          |          |
| Non-current assets                            |          |          |
| Intangible assets                             | 1        | 23       |
| Property, plant and equipment                 | 6        | 5        |
| Investments                                   |          |          |
| Shares and participations in Group companies  | 2,370    | 3,157    |
| Other shares and participations               | 2,297    | 456      |
| Other receivables and investments             | 2,528    | 158      |
| Receivables                                   | 60       | 94       |
| Cash and cash equivalents                     | 118      | 623      |
| TOTAL ASSETS                                  | 7,381    | 4,516    |
| LIABILITIES                                   |          |          |
| Equity  |          |          |
| Share capital                                 | 98       | 95       |
| Share premium account                         | 1,160    | 1,157    |
| Legal reserve                                 | 366      | 366      |
| Fair value reserve                            | 132      | 20       |
| Other reserves                                | 273      | 273      |
| Retained earnings                             | 892      | 188      |
| Profit for the year                           | 3,730    | 1,391    |
| Total equity                                  | 6,651    | 3,490    |
| Liabilities                                   |          |          |
| Long-term                                     | 587      | 671      |
| Short-term                                    | 142      | 355      |
| Total liabilities                             | 729      | 1,026    |
| TOTAL LIABILITIES                             | 7,381    | 4,516    |