

## THIRD QUARTER 2020

## INSR INSURANCE GROUP ASA

$i \cap S_{r}$

## Q3 2020 Highlights

| 12m Net Earned Premium |  |  |
| :---: | :---: | :---: |
| Growth* |  |  |
| $-1.7 \%$ | -17.4 | Solvency Ratio |
| Gross Loss Ratio* | Net Loss Ratio* (MNOK) | Gross Combined Ratio* |
| $62.8 \%$ | $66.1 \%$ | $96.9 \%$ |

Gross combined ratio shows underlying business profitable Substantial clean-up and winddown-related costs

Subsequent events:
Portfolio sale to Storebrand approved
Portfolio transfer well planned and well underway
Claims handling outsourced to Sedgwick, staff also transferred

Gross Combined Ratio*


Gross Loss Ratio*


Net Earned Prem. (MNOK)*

$\left.{ }^{*}\right)$ The report presents the continued business, segment Norway. Historic figures have been restated.

## Consolidated Key Figures*

| (MNOK except otherwise stated) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross premium earned | 276,881 | 327,8 | 866,4 | 995,9 | $1.317,9$ |
| Gross claims incurred | $(173,896)$ | $(229,7)$ | $(622,5)$ | $(783,7)$ | $(1.027,2)$ |
| Sales costs | $(17,829)$ | $(32,1)$ | $(73,2)$ | $(114,5)$ | $(155,9)$ |
| Insurance-related administration costs | $(76,710)$ | $(40,3)$ | $(173,2)$ | $(132,3)$ | $(185,2)$ |
| Gross underwriting result | 8,446 | $\mathbf{2 5 , 7}$ | $(2,6)$ | $(34,6)$ | $(50,4)$ |
| Reinsurance share of premium | $(87,709)$ | $(135,0)$ | $(304,5)$ | $(418,4)$ | $(545,9)$ |
| Reinsurance share of gross claims incurred | 48,822 | 92,4 | 218,3 | 336,4 | 438,0 |
| Commission received | 19,518 | 27,5 | 61,0 | 86,9 | 114,2 |
| Reinsurance result | $(19,369)$ | $(15,0)$ | $(25,1)$ | 4,9 | 6,4 |
| Net earned premium 1) | 189,172 | 192,8 | 561,9 | 577,5 | 772,0 |
| Net claims incurred | $(125,074)$ | $(137,3)$ | $(404,2)$ | $(447,3)$ | $(589,2)$ |
| Net costs | $(75,021)$ | $(44,9)$ | $(185,5)$ | $(159,9)$ | $(226,9)$ |
| Net underwriting result 2) | $(10,923)$ | 10,6 | $(27,8)$ | $(29,7)$ | $(44,0)$ |
| Investment income | 3,821 | 0,7 | 17,0 | 10,2 | 11,9 |
| Other items 3) | $(0,407)$ | $(3,6)$ | $(240,4)$ | $(10,6)$ | $(15,5)$ |
| Net result from continued operations | $(7,509)$ | 7,7 | $(251,1)$ | $(30,1)$ | $(47,6)$ |
| Result from discontinued op's incl. OCl | $(9,898)$ | $(20,2)$ | $(70,3)$ | $(45,1)$ | $(44,5)$ |
| Net result | $(17,407)$ | $(12,5)$ | $(321,4)$ | $(75,2)$ | $(92,1)$ |
| Gross loss ratio | $62,8 \%$ | $70,1 \%$ | $71,9 \%$ | $78,7 \%$ | $77,9 \%$ |
| Gross sales ratio | $6,4 \%$ | $9,8 \%$ | $8,5 \%$ | $11,5 \%$ | $11,8 \%$ |
| Gross cost ratio | $34,1 \%$ | $22,1 \%$ | $28,5 \%$ | $24,8 \%$ | $25,9 \%$ |
| Gross combined ratio | $96,9 \%$ | $92,2 \%$ | $100,3 \%$ | $103,5 \%$ | $103,8 \%$ |
| Net loss ratio | $66,1 \%$ | $71,2 \%$ | $71,9 \%$ | $77,5 \%$ | $76,3 \%$ |
| Net cost ratio | $39,7 \%$ | $23,3 \%$ | $33,0 \%$ | $27,7 \%$ | $29,4 \%$ |
| Net combined ratio | $105,8 \%$ | $94,5 \%$ | $104,9 \%$ | $105,1 \%$ | $105,7 \%$ |
| Solvency ratio | $100 \%$ | $156 \% *$ | $100 \%$ | $156 \% *$ | $153 \%$ |
| Earnings per (diluted) share | $(0,12)$ | $(0,09)$ | $(2,34)$ | $(0,56)$ | $(0,67)$ |

${ }^{*}$ ) Restated, excluding discontinued business ${ }^{* *}$ ) Proforma including Tier 1 bond issued in October 2019 1) Includes other insurance related income 3) Includes interest paid, currency effects, other income and costs, goodwill write-off, and other comprehensive income (OCI)

Total Net Result
Net Combined Ratio*


Net Loss Ratio*

## Message from the CEO

This is a special and challenging situation in which to take on the role as CEO for Insr. I feel a strong ownership and responsibility for, together with the rest of the team, doing our outmost to take care of customers, employees, and shareholders. I hope that my experience from leading other insurance organisations will help us achieve a successful portfolio transfer to Storebrand and an optimal wind-down of the insurance activity. This will benefit the insurance customers, who will continue receiving excellent insurance coverage and service. A successful transfer of customers to Storebrand will in turn give a higher portfolio sales revenue from Storebrand that will benefit the shareholders.

The constructive cooperation with Storebrand, which was already established when I took over, also allows a significant number of Insr's dedicated and knowledgeable staff to move to and work for Storebrand. In addition, Insr's claims handling team moves to Sedgwick to handle Insr's customer claims from there. I am very happy that about half of Insr's staff already have a new employer and that they are continuing to service Insr's customers. We who continue in Insr now have an important task ahead of us - winding down the insurance business in an orderly manner to the best of all stakeholders.

All approvals required to move forward with the agreement to sell most of the Norwegian insurance portfolio have been received and the transfer is well underway. Storebrand has already issued the first revised policy to an Insr customer. A transfer of the small insurance portfolios not
part of the agreement with Storebrand is being negotiated.

The result this quarter is heavily influenced by two factors - a run-off gain of NOK 24 million and about NOK 21 million higher costs than in the same quarter of 2019, driven by winding down the insurance business. As these two effects approximately balance, the gross combined ratio in the quarter is $96.9 \%$, showing a good quarter for the underlying business. However, the net combined ratio, more affected by the high costs, at $105.8 \%$ gives a net loss of NOK 17.4 million.

The solvency ratio is at 100.2\%. The company has a hybrid loan of NOK 75 million that will support the solvency ratio should results develop adversely going forward.

If the court validates the shareholder's proposal for an independent investigation, which the Extraordinary General Meeting on October $28^{\text {th }}$ passed with just over the required $10 \%$ of the votes, we will work to make that process as smooth as possible, aiming for a cost efficient investigation.

A complicated wind down such as this, involving several transactions and operational steps, naturally carries uncertainty regarding the ultimate outcome. We are strongly committed to completing this in a solvent and effective way.

To end, I would like to thank Espen Husstad for his efforts in Insr with the ambition of fostering competition and innovation in the Norwegian insurance market.


## Third Quarter 2020 Results

## General summary

Net earned premium in the third quarter, including other insurance related income, was NOK 189.2 million (NOK 192.8 million).

Gross and net loss ratios were 62.8\% and 66.1\% respectively, which is a significant improvement over third quarter 2019 ratios ( $70.1 \%$ and $71.2 \%$ ). The quarter's claims ratios reflect gross runoff gains of NOK 24 million, reducing the gross loss ratio by nearly 9 \%-points.

The gross cost ratio was $34.2 \%$ (22.1\%). Sales costs are lower, but administration costs include NOK 21 million extra costs related to the ongoing company processes.

Gross combined ratio was 96.9\% (92.2\%). Net combined ratio was $105.9 \%$ ( $94.5 \%$ ). The net figure is higher than the gross figure due to the gross cost ratio being above the reinsurance commissions received.

The profit ceded to reinsurers is NOK 19.4 million this quarter (NOK 15.0 million).

The net underwriting result for the quarter was a loss of NOK 10.9 million (NOK 10.6 million profit).

Additional legal costs, a steeper write-down of IT assets, and writing down customer and former partner outstanding balances are the main additional costs in the quarter.

In the discontinued business, sales costs are high in the quarter, due to concluding we will not be refunded provision for cancelled Danish policies as well as a clean-up of balances towards a former partner delayed by data disputes.

The net result was a loss of NOK 17.4 million (loss of NOK 12.5).

Premium

| (MNOK except otherwise stated) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross written premium Norway | 188,1 | 246,4 | 743,4 | 907,1 | $1.233,7$ |
| Gross earned premium Norway | 277,2 | 327,1 | 866,3 | 992,5 | $1.311,3$ |
| Net earned premium Norway | 188,5 | 192,1 | 560,8 | 574,2 | 765,4 |
| Gross written premium Own brands | 197,3 | 208,5 | 401,9 | 435,6 | 847,4 |
| Gross earned premium Own brands | 203,8 | 222,9 | 621,4 | 690,5 | 907,4 |
| Net earned premium Own brands | 138,9 | 132,7 | 409,2 | 404,2 | 541,4 |
| Gross written premium External brands | $(9,2)$ | 37,9 | 341,5 | 471,5 | 386,3 |
| Gross earned premium External brands | 73,4 | 104,2 | 244,9 | 302,0 | 403,8 |
| Net earned premium External brands | 49,6 | 59,4 | 151,6 | 170,0 | 223,9 |

Net earned premium in the quarter was NOK 188.5 million (NOK 192.1 million). Gross earned premium was NOK 277.2 million (NOK 327.1 million) and Gross written premium NOK 188.1 million (NOK 246.2 million). The development is in
line with expectations. Low written volumes are partly due to one significant partner not selling insurance or amending policies since the end of July.


[^0]Claims

| (MNOK except otherwise stated) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | :--- | :--- | ---: | ---: | ---: |
| Gross claims | $(173,9)$ | $(229,7)$ | $(622,5)$ | $(783,7)$ | $(1.027,2)$ |
| Ceded claims | 48,8 | 92,4 | 218,3 | 336,4 | 438,0 |
| Net claims | $(125,1)$ | $(137,3)$ | $(404,2)$ | $(447,3)$ | $(589,2)$ |
| Gross loss ratio | $62,8 \%$ | $70,1 \%$ | $71,9 \%$ | $78,7 \%$ | $77,9 \%$ |
| Ceded loss ratio | $55,7 \%$ | $68,5 \%$ | $71,7 \%$ | $80,4 \%$ | $80,2 \%$ |
| Net loss ratio | $66,1 \%$ | $71,2 \%$ | $71,9 \%$ | $77,5 \%$ | $76,3 \%$ |
| Gross claims Own brands | $(97,7)$ | $(140,0)$ | $(381,1)$ | $(472,1)$ | $(617,2)$ |
| Net claims Own brands | $(76,6)$ | $(88,1)$ | $(251,3)$ | $(281,2)$ | $(366,8)$ |
| Gross loss ratio Own brands | $47,9 \%$ | $62,8 \%$ | $61,3 \%$ | $68,4 \%$ | $67,5 \%$ |
| Net loss ratio Own brands | $55,1 \%$ | $66,4 \%$ | $61,4 \%$ | $69,6 \%$ | $67,7 \%$ |
| Gross claims External brands | $(76,2)$ | $(89,7)$ | $(241,4)$ | $(311,6)$ | $(410,0)$ |
| Net claims External brands | $(48,5)$ | $(49,2)$ | $(152,9)$ | $(166,1)$ | $(222,4)$ |
| Gross loss ratio External brands | $88,9 \%$ | $86,1 \%$ | $94,1 \%$ | $103,2 \%$ | $101,5 \%$ |
| Net loss ratio External brands | $84,5 \%$ | $82,8 \%$ | $96,3 \%$ | $97,7 \%$ | $96,4 \%$ |

The gross loss ratio for continued business in the quarter was $62.8 \%$ (70.1\%). The improvement of $7 \%$-points is explained by run-off effects of 8.6 \%-points.

## Sales and Administration Costs

Sales costs of NOK 17.8 million (NOK 32.1 million) give a sales cost ratio of $6.4 \%$ ( $9.8 \%$ ). This reflects lower sales, both due to seasonal effects and pruning of external brands.

Administration costs for Norway were NOK 76.7 million (NOK 40.3 million), giving a gross administration cost ratio of $34.2 \%$ (22.1\%).

There are NOK 21 million extra costs related to the
ongoing processes in the company, amongst others NOK 7 million of legal costs, a balance sheet clean-up of sales commissions and customer outstanding balances of around NOK 8 million, and around NOK 6 million steeper write-down of IT intangibles, which does not impact the solvency capital. The high IT cost level has continued as cost-cutting projects are delayed by prioritising the portfolio transfer.

## Non-Technical result, Investment income and Financial expenses

Net investment return and interest income was NOK 3.8 million in the quarter (NOK 0.6 million). Investment return is assumed to relate to the continued business.

The investment portfolio, including cash in bank, is NOK 832 million (NOK 1036 million).

Interest expense including other financial expenses was only NOK 0.4 million as it includes an interest reversal and since interest payments on the Tier 1 loan have been cancelled (NOK 3.5 million).

Investment Portfolio incl. cash


Solvency Ratio


## Financial position and Liquidity

## Consolidated financial position and solvency capital

As of September $30^{\text {th }}, 2020$, total assets amounted to NOK 1855.2 million (NOK 2696.2 million one year ago). Total equity amounted to NOK 74.7 million (NOK 309.3 million).

The solvency ratio at the end of the quarter was $100.2 \%$, slightly down from $102.8 \%$ at the end of last quarter. The 75 million Tier 1 bond provides a buffer to keep the company solvent.

The Solvency Capital Requirement (SCR) as of September $30^{\text {th }}$ was NOK 285 million, down NOK 10 million from the second quarter (NOK 295 million), due to lower insurance liabilities.

The Eligible Solvency II Capital is NOK 286 million, down from NOK 303 million at the end of second quarter. This is primarily due to the tangible loss of around NOK 7 million in the quarter, i.e. the loss adjusted for write-off of intangible assets. Solvency II treats several balance-sheet items differently to IFRS, such as deducting the reduction of NOK 10 million received but not earned reinsurance commission (RDAC). Other model differences are positive this quarter.

With a Solvency Margin above 100\%, the Tier 1 hybrid capital can only be used up to an amount of 25\% of the Unrestricted Tier 1 capital. When the core Tier 1 capital falls, less Tier 1 hybrid may be included, and this has led to a reduction in eligible capital of NOK 10 million. Tier 2 and Tier 3 capital usage has decreased by NOK 5 million due to the NOK 10 million lower SCR.

| Q2 '20 | 303 |
| :--- | ---: |
| Q3 P\&L | -17 |
| Diff ASA P\&L | -1 |
| RDAC | -10 |
| Intangibles | 11 |
| SII model adj | 7 |
| Misc | 2 |
| T1 Hybrid | -2 |
| SCR=> T2\&3 | -5 |
| Q3 '20 | $\mathbf{2 8 6}$ |

SOLVENCY CAPITAL (MNOK)

| Core Tier 1 | 115 |
| :--- | ---: |
| Tier 1 Hybrid | 29 |
| Tier 2 | 142 |
| Tier 3 | 0 |
| Eligible capital | $\mathbf{2 8 6}$ |

The solvency figures are as reported to the Norwegian FSA (NFSA) for Insr Insurance Group ASA unconsolidated.


## Consolidated cash flow

Cash flow from operations in the third quarter was negative with NOK 111.1 million (positive NOK 61.1 million). The cash flow correlates with premium volume fluctuations. In addition, administration cost outflow is larger this quarter primarily due to fluctuations between quarters on outstanding balances.

IT investments have stopped. NOK 110.1 million of fixed income funds were divested.

The Group recorded cash and cash equivalents of NOK 98.1 million as of September $30^{\text {th }}, 2020$ (NOK 170.0 million.

## Discontinued business

The technical result for discontinued operations was a loss of NOK 9.6 million. The IBNR reserve increase in the second quarter has been partly released, as the development turned more benign, which gave a small claims income in the quarter. (Year to date, there is still a runoff loss.)

Sales costs are NOK 10.7 due to extraordinary
costs from cleaning up balances to one former Danish partner with which there is a difficult cooperation on accounting processes.

The total loss from discontinued operations including other comprehensive income in the third quarter was NOK 9.7 million.

## Subsequent events

Insr held an Extraordinary General Meeting on October 5th. The agreement for the sale of the substantial part of the insurance portfolio to Storebrand Forsikring AS was approved with 73\% of the votes. The portfolio transfer is well planned and well underway, and around 30 employees moved from Insr to Storebrand on November $1^{\text {st }}$.

Due to an unfortunate error in proxy registration by Insr's share account operator, a second Extraordinary General Meeting was held on October $28^{\text {th }}$, where a shareholder proposal for an independent investigation of Insr's administration was passed with $11.7 \%$ of the votes.

Niclas Ward (49) was appointed CEO from October $26^{\text {th }}$. He has about twenty years of insurance experience from high-level positions at If P\&C, and more recently as CEO for Trygg-Hansa. As a
member of Insr's Board since May 2020, he has gained in-depth knowledge of the company.

Insr has made an agreement with claims handling company Sedgwick Norway AS. The claims handling team of Insr was employed by Sedgwick on November $1^{\text {st }}$ and Insr's claims handling has from the same date been outsourced to Sedgwick.

As part of transferring the main insurance portfolio to Storebrand, Insr in October reached agreement with most of Insr's Norwegian agents and partners, which will entail a cost of around NOK 10 million in the next quarter.

Niclas Ward has stepped down from the Board as a consequence of becoming CEO.

## Outlook

The current company situation was not planned for or wanted. However, winding down the insurance activity is progressing well. All necessary approvals have been received, thus Norwegian standard insurance policies will from December $1^{\text {st }}$ be renewed or amended in Storebrand. Remaining company value is linked to the wind down of the current balance sheet and income under the Storebrand agreement.

In the fourth quarter of this year, the Storebrand transaction is executed and additional reinsurance structures should be in force. This quarter will be transformational, as the company in practice stops taking insurance risk. The investment portfolio is a consequence of the cash flow in casualty insurance, and most of it will disappear with the insurance risk.

During 2021, the remaining organization will continue working on a secure customer transfer and support customers not yet moved. There will be revenues from Storebrand, reinsurance commissions and administrative costs, but no net earned premium or net claims costs should be expected. Claims handling cost may be absorbed by run-off and reinsurance arrangements.

Insr plans to gradually close the insurance operation during the remainder of 2020 and 2021, and no longer have any insurance contracts or insurance risk at the end of 2021.

The Board aim to maximise shareholder value and seek the best solution for the company and its shareholders. The company can have value as foundation for renewed activity, most likely
outside regulated insurance business. Which activity will be determined in the ongoing Strategic review. The Board's immediate priority is to ensure an orderly wind-down of the insurance activity. A plan for the future activity is expected to be completed before the end of the second quarter of 2021. In this plan, the possibility of winding down the company and distribute the proceeds to shareholders will also be assessed.

In the strategic review during summer, no bids were received for the company. The risks to a potential acquirer are significantly reduced when the insurance risk has been transferred and most of the staff is with Storebrand or Sedgwick. A bid for the entire company is still possible.

The Board will also evaluate leveraging the existing setup with new internal activities. There is still substantial expertise and knowledge in the company. There is also an investment management setup that could be built upon. Any fundamental strategic changes will have to be decided by the shareholders and be in line with guidelines and input given by the Norwegian FSA.

The solvency ratio is at $100.2 \%$. There is uncertainty in accounting balances related to and controlled by Insr's distribution partners, and risk related to keeping sufficient qualified staff through the winddown. The company has a hybrid loan of NOK 75 million that will support the solvency ratio should results develop adversely going forward, and the Board aim for Insr to stay solvent during the remainder of 2020 and 2021. The solvency capital requirement will be gradually reduced with the reduction in insurance risk.

Oslo, November 9th, 2020
The Board of Directors
Insr Insurance Group ASA

## Group Financial Statements

| Condensed Consolidated Income Statement (NOK 1,000) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Note | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| Premium income |  |  |  |  |  |  |
| Gross premium earned | 2,3 | 276.580 | 327.129 | 865.700 | 992.514 | 1.311 .256 |
| Reinsurance share of premium |  | (87.709) | (134.982) | (304.468) | (418.352) | (545.884) |
| Premium earned for own account |  | 188.872 | 192.147 | 561.232 | 574.162 | 765.372 |
| Other insurance-related income |  | 301 | 669 | 651 | 3.368 | 6.659 |
| Net premium incl. other insurance related income |  | 189.172 | 192.816 | 561.883 | 577.530 | 772.031 |
| Claims |  |  |  |  |  |  |
| Gross claims incurred | 2, 3 | (173.896) | (229.737) | (622.489) | (783.698) | (1.027.211) |
| Reinsurance share of gross claims incurred |  | 48.822 | 92.442 | 218.307 | 336.362 | 438.048 |
| Claims incurred for own account |  | (125.074) | (137.295) | (404.182) | (447.336) | (589.164) |
| Operating expenses |  |  |  |  |  |  |
| Sales costs |  | (17.829) | (32.121) | (73.240) | (114.485) | (155.942) |
| Insurance-related administration costs |  | (76.710) | (40.265) | (173.242) | (132.292) | (185.169) |
| Commission received |  | 19.518 | 27.500 | 61.011 | 86.874 | 114.243 |
| Total operating expenses for own account |  | (75.021) | (44.886) | (185.470) | (159.903) | (226.868) |
| Technical result | 2,3 | (10.923) | 10.635 | (27.769) | (29.709) | (44.001) |
| Non-technical result |  |  |  |  |  |  |
| Investment income |  | 3.333 | 108 | 15.698 | 8.575 | 9.469 |
| Interest income and other income | 7 | 488 | 556 | 1.328 | 1.656 | 2.450 |
| Interest expense and other expenses | 7 | (407) | (3.558) | (8.462) | (10.634) | (15.526) |
| Write-down of intangible assets | 4 | 0 | 0 | (231.933) | 0 | 0 |
| Non-technical result |  | 3.413 | (2.894) | (223.368) | (403) | (3.607) |
| Result before tax |  | (7.509) | 7.741 | (251.138) | (30.112) | (47.608) |
| Tax |  | 0 | 0 | 0 | 0 | 0 |
| Net result from continued operations before | OCl | (7.509) | 7.741 | (251.138) | (30.112) | (47.608) |
| Profit/Loss from discontinued operations | 3 | (9.696) | (19.762) | (69.525) | (44.647) | (44.549) |
| Net result from total operations before OCI |  | (17.205) | (12.021) | (320.663) | (74.760) | (92.157) |
| Currency translation effects |  | (202) | (432) | (731) | (446) | 65 |
| Total other comprehensive income (loss) |  | (202) | (432) | (731) | (446) | 65 |
| Total comprehensive income (loss) |  | (17.407) | (12.453) | (321.394) | (75.206) | (92.092) |
| Diluted weighted average number of shares | 5 | 148.167 | 134.699 | 137.060 | 137.060 | 137.060 |
| Diluted earnings (loss) per share | 5 | $(0,12)$ | $(0,09)$ | $(2,34)$ | $(0,55)$ | $(0,67)$ |


| Condensed Consolidated Statement of Financial Position <br> (NOK 1,000) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| ASSETS | Note | $\mathbf{3 0 . 0 9 . 2 0 2 0}$ | $\mathbf{3 0 . 0 9 . 2 0 1 9}$ | $\mathbf{3 1 . 1 2 . 2 0 1 9}$ |  |
| Intangible assets | 4 |  |  |  |  |
| Goodwill | 4 | 43.387 | 54.171 | 57.404 |  |
| Other intangible assets |  | 43.387 | $\mathbf{2 7 3 . 5 4 3}$ | $\mathbf{2 7 6 . 7 5 5}$ |  |
| Total intangible assets |  |  |  |  |  |


| Investments |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Investments in shares and parts | 7 | 243 | 451 | 391 |
| Bonds and other fixed-income securities | 6,7 | 734.152 | 866.096 | 867.491 |
| Total investments |  | 734.395 | 866.547 | 867.882 |


| Reinsurance share of gross technical provisions |  |  |  |
| :--- | :--- | :--- | :--- |
| Reinsurance share of gross premium provisions | 142.834 | 293.449 | 269.061 |
| Reinsurance share of gross claims provisions | 322.998 | 400.111 | 389.956 |
| Total reinsurance share of gross technical provisions | 465.832 | $\mathbf{6 9 3 . 5 6 0}$ | $\mathbf{6 5 9 . 0 1 7}$ |


| Receivables |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Receivables in connection with direct insurance and <br> reinsurance <br> Receivables in connection with associates <br> Other receivables | 7 | 422.174 | 574.830 | 337.627 |
| Total receivables | 6,7 | 0 | 0 | 229.570 |


| Other assets |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Cash and cash equivalents | 7 | 98.104 | 169.982 | 204.475 |
| Plant and equipment |  | 9.713 | 14.711 | 13.138 |
| Total other assets |  | 107.817 | 184.693 | $\mathbf{2 1 7 . 6 1 3}$ |
|  | 7 |  |  |  |
| Prepaid expenses and earned income not received | 22.478 | 12.733 | 22.009 |  |
| Prepaid costs and earned income not received | $\mathbf{2 2 . 4 7 8}$ | $\mathbf{1 2 . 7 3 3}$ | $\mathbf{2 2 . 0 0 9}$ |  |
| Total prepaid expenses and earned income not received |  |  |  |  |
|  | $\mathbf{1 . 8 5 5 . 1 5 6}$ | $\mathbf{2 . 6 2 9 . 2 3 6}$ | $\mathbf{2 . 6 4 0 . 2 3 7}$ |  |


| Condensed Consolidated Statement of Financial Position <br> (NOK 1,000) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| EQUITY AND LIABILITIES | Note | $\mathbf{3 0 . 0 9 . 2 0 2 0}$ | $\mathbf{3 0 . 0 9 . 2 0 1 9}$ | $\mathbf{3 1 . 1 2 . 2 0 1 9}$ |
| Paid-in equity |  |  |  |  |
| Share capital | 118.534 | 107.759 | 118.534 |  |
| Share premium | 1.542 .267 | 1.449 .333 | 1.542 .267 |  |
| Total paid-in equity | 1.660 .801 | 1.557 .091 | $\mathbf{1 . 6 6 0 . 8 0 1}$ |  |
|  |  |  |  |  |
| Other equity | $(1.692 .075)$ | $(1.353 .218)$ | $(1.372 .053)$ |  |
| Other reserves | 11.310 | 14.087 | 9.076 |  |
| Provision for Natural Perils Fund | 37.314 | 32.212 | 38.686 |  |
| Provision for Guarantee scheme | 57.363 | 59.147 | 57.363 |  |
| Total equity | 74.713 | $\mathbf{3 0 9 . 3 1 9}$ | $\mathbf{3 9 3 . 8 7 3}$ |  |
|  |  |  |  |  |
| Subordinated loans | $\mathbf{1 5 0 . 7 8 7}$ | $\mathbf{1 5 1 . 1 5 6}$ | $\mathbf{1 5 1 . 3 2 3}$ |  |


| Technical provisions |  |  |  |
| :--- | ---: | ---: | ---: |
| Gross premium reserve | 507.105 | 724.286 | 675.779 |
| Gross claims reserve | 779.613 | 848.772 | 846.548 |
| Total technical provisions | $\mathbf{1 . 2 8 6 . 7 1 8}$ | $\mathbf{1 . 5 7 3 . 0 5 8}$ | $\mathbf{1 . 5 2 2 . 3 2 7}$ |


| Premium deposits from reinsurance companies | 0 | 9.074 | 0 |
| :--- | :--- | :--- | :--- |

Accrued liabilities

| Pension liabilities | 3.018 | 3.115 | 3.013 |
| :--- | :--- | :--- | :--- |
| Total Accrued liabilities | 3.018 | 3.115 | 3.013 |


| Financial liabilities |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: |
| Liabilities in connection with direct insurance and <br> reinsurance <br> Other liabilities | 7 | 141.989 | 315.129 | 261.880 |
| Total financial liabilities | 7 | 114.460 | 148.524 | 169.436 |
|  |  | 256.450 | 463.653 | 431.316 |
| Accrued costs and received unearned income | 7 | 83.469 | 119.861 | 138.385 |
|  |  |  |  |  |
| Total liabilities | 1.780 .443 | 2.319 .917 | $\mathbf{2 . 2 4 6 . 3 6 4}$ |  |
| Total equity and liabilities | 1.855 .157 | 2.629 .236 | $\mathbf{2 . 6 4 0 . 2 3 7}$ |  |

Condensed Consolidated Statement of Changes in Equity
(NOK 1,000)


Condensed Consolidated Statement of Cash Flow
(NOK 1,000)
Q3 2020 Q3 2019 YTD 2020 YTD 2019 FY 2019

Cash flow from operations

| Paid in premiums | 235.900 | 378.627 | 889.779 | 1.190 .713 | 1.538 .617 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Paid claims | $(205.221)$ | $(234.351)$ | $(782.606)$ | $(873.594)$ | $(1.182 .954)$ |
| Received from (Paid to) reinsurers | 863 | 14.119 | $(14.596)$ | $(8.354)$ | $(54.063)$ |
| Paid operating expenses | $(130.254)$ | $(79.620)$ | $(306.660)$ | $(220.876)$ | $(238.244)$ |
| Interest income/-expense | $(1.163)$ | 0 | $(6.312)$ | 0 | $(8.155)$ |
| Other including traffic insurance tax | $(11.189)$ | $(17.720)$ | $(23.497)$ | 23.539 | 10.281 |
| Net cash flow from operations | $(111.064)$ | 61.054 | $(243.893)$ | 111.428 | 65.482 |

Cash flow from investment activities

| Investments in assets | 0 | $(1.557)$ | $(19.507)$ | 5.875 | $(2.283)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Investments in fixed income funds | 110.100 | $(82.691)$ | 160.100 | $(83.325)$ | $(95.782)$ |
| Net cash flow from investment activities | $\mathbf{1 1 0 . 1 0 0}$ | $\mathbf{( 8 4 . 2 4 8 )}$ | $\mathbf{1 4 0 . 5 9 3}$ | $\mathbf{( 7 7 . 4 5 0 )}$ | $\mathbf{( 9 8 . 0 6 5 )}$ |

Cash flow from financial activities

| Proceeds from issued capital | 0 | 0 | 0 | 0 | 101.381 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Repayment of lease liabilities | $(2.010)$ | $(1.891)$ | $(5.535)$ | $(5.629)$ | $(9.098)$ |
| Receipts of repayment on lease receivables | 879 | 863 | 3.084 | 2.515 | 5.304 |
| Net cash flow from financing activities | $(1.131)$ | $(1.029)$ | $(2.451)$ | $(3.114)$ | 97.587 |


| Exchange rate differences on cash and cash <br> equivalents | $(770)$ | 0 | $(620)$ | 0 | 353 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net cash flow for the period | $(2.865)$ | $(24.222)$ | $(106.371)$ | 30.864 | 65.357 |
|  | 100.969 | 194.205 | 204.475 | 139.118 | 139.118 |
| Cash and cash equivalents at the beginning of the <br> period <br> Cash and cash equivalents at the end of the <br> period | 98.104 | 169.982 | 98.104 | 169.982 | 204.475 |
| Net cash flow for the period | $\mathbf{( 2 . 8 6 5 )}$ | $\mathbf{( 2 4 . 2 2 2 )}$ | $\mathbf{( 1 0 6 . 3 7 1 )}$ | $\mathbf{3 0 . 8 6 4}$ | $\mathbf{6 5 . 3 5 7}$ |

## Specification of cash and cash equivalents

| Cash in bank | 86.413 | 146.219 | 86.413 | 146.219 | 192.436 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Restricted cash | 11.690 | 23.763 | 11.690 | 23.763 | 12.039 |
| Total cash and cash equivalents | 98.104 | 169.982 | 98.104 | 169.982 | 204.475 |

## Notes to the Financial Statements

## NOTE 1 Accounting principles

These interim accounts have been prepared according to IFRS and IAS 34 Interim Financial Reporting and are in line with the principles described in the annual report for 2019. For further information, please see the annual report.

There are no significant effects from adoption of new standards effective as of 1 January 2020. The Group has not early adopted any other standard that has been issued but is not yet effective.

## NOTE 2 Segment information

From 01.01.2020 Insr reports the Norwegian business as two segments, Own brands and External brands. Own brands consist primarily of Nemi but also includes results in legacy Vardia business and other old brands in Norway, whilst External brands is composed of the portfolios of partner customers.

From 30.09.2020, Insr only reports the premium and claims split for the segments. Due to the ongoing processes, most costs are not attributable to a specific segment. Current segment profitability has also become irrelevant as an indication of future profitability.

| Own brands (NOK 1,000) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Premium income |  |  |  |  |  |
| Gross premium earned | 203.798 | 222.948 | 621.418 | 690.512 | 907.425 |
| Reinsurance share of premium | $(65.244)$ | $(90.204)$ | $(212.868)$ | $(286.303)$ | $(372.654)$ |
| Premium earned for own account | 138.553 | 132.743 | 408.549 | 404.209 | 534.770 |
| Other insurance-related income | 300 |  | 651 |  | 6.659 |
| Net premium incl. other insurance related <br> income | 138.853 | 132.743 | 409.200 | 404.209 | 541.429 |

Claims

| Gross claims incurred | (97.701) | $(139.997)$ | $(381.119)$ | $(472.053)$ | (617.163) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Reinsurance share of gross claims incurred | 21.148 | 51.895 | 129.862 | 190.810 | 250.362 |
| Claims incurred for own account | $\mathbf{( 7 6 . 5 5 3 )}$ | $\mathbf{( 8 8 . 1 0 3 )}$ | $\mathbf{( 2 5 1 . 2 5 7 )}$ | $\mathbf{( 2 8 1 . 2 4 3 )}$ | $\mathbf{( 3 6 6 . 8 0 1 )}$ |
| Gross loss ratio | $47,9 \%$ | $62,8 \%$ | $61,3 \%$ | $68,4 \%$ | $67,5 \%$ |
| Net loss ratio | $55,1 \%$ | $66,4 \%$ | $61,4 \%$ | $69,6 \%$ | $67,7 \%$ |


| External brands (NOK 1,000) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| Premium income |  |  |  |  |  |
| Gross premium earned | 73.421 | 104.182 | 244.920 | 302.002 | 403.832 |
| Reinsurance share of premium | (23.521) | (44.777) | (92.656) | (132.049) | (173.230) |
| Premium earned for own account | 49.899 | 59.404 | 152.265 | 169.953 | 230.602 |
| Other insurance-related income | 0 |  | 0 |  |  |
| Net premium incl. other insurance related income | 49.899 | 59.404 | 152.265 | 169.953 | 230.602 |

## Claims

| Gross claims incurred | $(65.286)$ | $(89.740)$ | $(230.463)$ | $(311.646)$ | (410.049) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Reinsurance share of gross claims incurred | 23.123 | 40.548 | 83.896 | 145.553 | 187.685 |
| Claims incurred for own account | $\mathbf{( 4 2 . 1 6 3 )}$ | $\mathbf{( 4 9 . 1 9 2 )}$ | $\mathbf{( 1 4 6 . 5 6 8 )}$ | $\mathbf{( 1 6 6 . 0 9 3 )}$ | $\mathbf{( 2 2 2 . 3 6 3 )}$ |
| Gross loss ratio | $88,9 \%$ | $86,1 \%$ | $94,1 \%$ | $103,2 \%$ | $101,5 \%$ |
| Net loss ratio | $84,5 \%$ | $82,8 \%$ | $96,3 \%$ | $97,7 \%$ | $96,4 \%$ |


| Total (NOK 1,000) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Premium income |  |  |  |  |  |
| Gross premium earned 277.218 327.129 866.338 992.514 | 1.311 .256 |  |  |  |  |
| Reinsurance share of premium | $(88.766)$ | $(134.982)$ | $(305.524)$ | $(418.352)$ | $(545.884)$ |
| Premium earned for own account | 188.453 | 192.148 | 560.814 | 574.162 | 765.372 |
| Other insurance-related income | 300 | 0 | 651 | 0 | 6.659 |
| Net premium incl. other insurance related <br> income | 188.753 | 192.148 | 561.464 | 574.162 | $\mathbf{7 7 2 . 0 3 1}$ |


| Claims |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross claims incurred | $(162.987)$ | $(229.738)$ | $(611.582)$ | $(783.698)$ | $(1.027 .211)$ |
| Reinsurance share of gross claims incurred | 44.272 | 92.443 | 213.758 | 336.362 | 438.048 |
| Claims incurred for own account | $\mathbf{( 1 1 8 . 7 1 6 )}$ | $\mathbf{( 1 3 7 . 2 9 5 )}$ | $\mathbf{( 3 9 7 . 8 2 4 )}$ | $\mathbf{( 4 4 7 . 3 3 6 )}$ | $\mathbf{( 5 8 9 . 1 6 4 )}$ |
| Gross claims ratio | $58,7 \%$ | $70,2 \%$ | $70,5 \%$ | $79,0 \%$ | $77,9 \%$ |
| Net loss ratio | $62,8 \%$ | $71,5 \%$ | $70,9 \%$ | $77,9 \%$ | $76,3 \%$ |

## NOTE 3 Discontinued operations

On September $18^{\text {th }}, 2019$, Insr announced that the company is no longer writing insurance in Denmark with immediate effect. The office in Denmark would be closed. The business redefined as discontinued operations represents the geographic area Denmark, defined earlier as an operating segment. Sweden was discontinued in 2016.

The results of these two foreign operations are presented as "discontinued operations" according to IFRS 5. Historic figures have been restated to present comparable figures for both continued and discontinued operations.

In the third quarter 2019, head office administration costs related to Denmark were allocated to discontinued operations. The same adjustments were made to segment figures for the first half of 2019 and 2018.

| Condensed Consolidated Income Statement (NOK 1,000) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2020 | $\begin{array}{r} \hline \text { NO Q3 } \\ 2020 \end{array}$ | $\begin{array}{r} \text { DK/SE Q3 } \\ 7070 \end{array}$ | Total Q3 2020 | $\begin{array}{r} \text { NO Q3 YTD } \\ 2020 \end{array}$ | DK/SE Q3 <br> YTD 2020 | Total YTD 2020 |
| Premium income |  |  |  |  |  |  |
| Gross premium earned | 276.580 | 4.088 | 280.668 | 865.700 | 43.728 | 909.429 |
| Reinsurance share of premium | (87.709) | (2.352) | (90.060) | (304.468) | (19.632) | (324.099) |
| Premium earned for own account | 188.872 | 1.736 | 190.608 | 561.232 | 24.097 | 585.329 |
| Other insurance-related income | 301 | 0 | 301 | 651 | 0 | 651 |
| Net premium incl. other insurance related income | 189.172 | 1.736 | 190.908 | 561.883 | 24.097 | 585.980 |
| Claims |  |  |  |  |  |  |
| Gross claims incurred | (173.896) | 147 | (173.749) | (622.489) | (62.684) | (685.173) |
| Reinsurance share of gross claims incurred | 48.822 | 1.197 | 50.018 | 218.307 | 25.712 | 244.020 |
| Claims incurred for own account | (125.074) | 1.343 | (123.731) | (404.182) | (36.971) | (441.153) |
| Operating expenses |  |  |  |  |  |  |
| Sales costs | (17.829) | (10.720) | (28.549) | (73.240) | (5.890) | (79.129) |
| Insurance-related administration costs | (76.710) | (2.305) | (79.015) | (173.242) | (16.679) | (189.921) |
| Commission received | 19.518 | 343 | 19.861 | 61.011 | 4.244 | 65.255 |
| Total operating expenses for own account | (75.021) | (12.683) | (87.703) | (185.470) | (18.325) | (203.795) |
| Unexpired risk | 0 | 0 | 0 | 0 | 0 | 0 |
| Technical result | (10.923) | (9.603) | (20.526) | (27.769) | (31.199) | (58.969) |
| Non-technical result |  |  |  |  |  |  |
| Investment income | 3.333 | 0 | 3.333 | 15.698 | 0 | 15.698 |
| Interest income and other income | 488 | (4) | 484 | 1.328 | (3) | 1.325 |
| Interest expense and other expenses | 231.526 | (89) | 231.437 | (8.462) | (38.323) | (46.785) |
| Write-down of intangible assets | (231.933) | 0 | (231.933) | (231.933) | 0 | (231.933) |
| Non-technical result | 3.413 | (92) | 3.321 | (223.368) | (38.326) | (261.694) |
| Result before tax | (7.509) | (9.696) | (17.205) | (251.138) | (69.525) | (320.663) |
| Tax | 0 | 0 | 0 | 0 | 0 | 0 |
| Net result from total operations before OCI | (7.509) | (9.696) | (17.205) | (251.138) | (69.525) | (320.663) |
| Currency translation effects | 0 | (202) | (202) | 0 | (731) | (731) |
| Total other comprehensive income (loss) | 0 | (202) | (202) | 0 | (731) | (731) |
| Total comprehensive income (loss) | (7.509) | (9.898) | (17.407) | (251.138) | (70.256) | (321.394) |
| Diluted weighted average number of shares | 148.167 | 148.167 | 148.167 | 137.060 | 137.060 | 137.060 |
| Diluted earnings (loss) per share | $(0,05)$ | $(0,07)$ | $(0,12)$ | $(1,83)$ | $(0,51)$ | $(2,34)$ |
| Gross claims ratio | 62,8\% | -3,6\% | 61,8\% | 71,9\% | 143,3\% | 75,3\% |
| Gross cost ratio | 34,1\% | 318,7\% | 38,3\% | 28,5\% | 51,6\% | 29,6\% |
| Net loss ratio | 66,1\% | -77,4\% | 64,8\% | 71,9\% | 153,4\% | 75,3\% |
| Net cost ratio | 39,6\% | 730,7\% | 45,9\% | 33,0\% | 76,0\% | 34,7\% |

Condensed Consolidated Income Statement
Continued

| 2019 | $\begin{array}{r} \text { NO Q3 } \\ 2019 \end{array}$ | $\begin{array}{r} \text { DK/SE } \\ \text { Q3 } 2019 \end{array}$ | Total Q3 <br> 2019 | $\begin{array}{r} \text { NO Q3 } \\ \text { YTD } 2019 \end{array}$ | DK/SE Q3 <br> YTD 2019 | Total YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premium income |  |  |  |  |  |  |
| Gross premium earned | 327.129 | 72.148 | 399.277 | 992.514 | 203.934 | 1.196 .448 |
| Reinsurance share of premium | (134.982) | (27.709) | (162.691) | (418.352) | (79.679) | (498.031) |
| Premium earned for own account | 192.147 | 44.439 | 236.586 | 574.162 | 124.255 | 698.417 |
| Other insurance-related income | 669 | 0 | 669 | 3.368 | 0 | 3.368 |
| Net premium incl. other insurance related income | 192.816 | 44.439 | 237.255 | 577.530 | 124.255 | 701.785 |


| Claims |  |  |  | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross claims incurred | (229.737) | (64.169) | (293.906) | (783.698) | (162.698) | (946.396) |
| Reinsurance share of gross claims incurred | 92.442 | 27.486 | 119.928 | 336.362 | 65.343 | 401.705 |
| Claims incurred for own account | (137.295) | (36.683) | (173.978) | (447.337) | (97.356) | (544.691) |
| Operating expenses |  |  |  | 0 | 0 | 0 |
| Sales costs | (32.121) | (8.202) | (40.323) | (114.485) | (44.843) | (159.328) |
| Insurance-related administration costs | (40.265) | (16.176) | (56.441) | (132.292) | (29.582) | (161.874) |
| Commission received | 27.500 | 8.390 | 35.890 | 86.874 | 14.408 | 101.282 |
| Total operating expenses for own account | (44.886) | (15.988) | (60.874) | (159.902) | (60.016) | (219.920) |
| Unexpired risk | 0 | 0 | 0 | 0 | 0 | 0 |
| Technical result | 10.635 | (8.232) | 2.403 | (29.709) | (33.117) | (62.825) |
| Non-technical result |  |  |  | 0 | 0 | 0 |
| Investment income | 108 | 0 | 108 | 8.575 | 0 | 8.575 |
| Interest income and other income | 556 | (402) | 154 | 1.656 | 0 | 1.656 |
| Interest expense and other expenses | (3.558) | (11.128) | (14.686) | (10.634) | (11.530) | (22.164) |
| Non-technical result | (2.894) | (11.530) | (14.424) | 0 | 0 | 0 |
| Result before tax | 7.741 | (19.762) | (12.021) | (30.112) | (44.647) | (74.758) |
| Tax | 0 | 0 | 0 | 0 | 0 | 0 |
| Net result from total operations before OCl | 7.741 | (19.762) | (12.021) | (30.112) | (44.647) | (74.758) |
| Currency translation effects | 0 | (432) | (432) | 0 | (446) | (446) |
| Total other comprehensive income (loss) | 0 | (432) | (432) | 0 | (446) | (446) |
| Total comprehensive income (loss) | 7.741 | (20.194) | (12.453) | (30.112) | (45.093) | (75.204) |
| Diluted weighted average number of shares | 134.699 | 134.699 | 134.699 | 134.699 | 134.699 | 134.699 |
| Diluted earnings (loss) per share | 0,06 | $(0,15)$ | $(0,09)$ | $(0,22)$ | $(0,33)$ | $(0,56)$ |
| Gross claims ratio | 70,1\% | 88,9\% | 73,5\% | 78,69\% | 79,78\% | 78,88\% |
| Gross cost ratio | 22,1\% | 33,8\% | 24,2\% | 24,78\% | 36,49\% | 26,77\% |
| Net loss ratio | 71,2\% | 82,5\% | 73,3\% | 77,46\% | 78,35\% | 77,62\% |
| Net cost ratio | 23,2\% | 36,0\% | 25,6\% | 27,53\% | 48,30\% | 31,19\% |


| Condensed Consolidated Income Statement Continued <br> (NOK 1,000) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 9}$ | NO FY 2019 | DK/SE FY 2019 | Total FY 2019 |
| Premium income |  |  |  |
| Gross premium earned | 1.311 .256 | 272.507 | 1.583 .763 |
| Reinsurance share of premium | $(545.884)$ | $(105.616)$ | $(651.500)$ |
| Premium earned for own account | 765.372 | $\mathbf{1 6 6 . 8 9 1}$ | $\mathbf{9 3 2 . 2 6 2}$ |
| Other insurance-related income | 6.659 | 0 | 6.659 |
| Net premium incl. other insurance related income | $\mathbf{7 7 2 . 0 3 1}$ | $\mathbf{1 6 6 . 8 9 1}$ | $\mathbf{9 3 8 . 9 2 1}$ |

## Claims

| Gross claims incurred | $(1.027 .211)$ | $(217.436)$ | $(1.244 .647)$ |
| :--- | ---: | ---: | ---: |
| Reinsurance share of gross claims incurred | 438.048 | 89.418 | 527.466 |
| Claims incurred for own account | $\mathbf{( 5 8 9 . 1 6 4 )}$ | $\mathbf{( 1 2 8 . 0 1 9 )}$ | $\mathbf{( 7 1 7 . 1 8 2 )}$ |
| Operating expenses |  |  |  |
| Sales costs | $(155.942)$ | $(47.032)$ | $(202.974)$ |
| Insurance-related administration costs | $(185.169)$ | $(38.072)$ | $(223.241)$ |
| Commission received | 114.243 | 20.618 | 134.861 |
| Total operating expenses for own account | $\mathbf{( 2 2 6 . 8 6 7 )}$ | $\mathbf{( 6 4 . 4 8 5 )}$ | $\mathbf{( 2 9 1 . 3 5 4 )}$ |
| Unexpired risk | $\mathbf{0}$ | $\mathbf{0}$ | $\mathbf{0}$ |
| Technical result | $\mathbf{( 4 4 . 0 0 0 )}$ | $\mathbf{( 2 5 . 6 1 3 )}$ | $\mathbf{( 6 9 . 6 1 5 )}$ |

Non-technical result

| Investment income | 9.469 | 0 | 9.469 |
| :--- | ---: | ---: | ---: |
| Interest income and other income | 2.450 | 0 | 2.450 |
| Interest expense and other expenses | $(15.526)$ | $(18.937)$ | $(34.463)$ |
| Non-technical result | $(\mathbf{3 . 6 0 7 )}$ | $\mathbf{( 1 8 . 9 3 7 )}$ | $\mathbf{( 2 2 . 5 4 4 )}$ |
| Result before tax | $\mathbf{( 4 7 . 6 0 7 )}$ | $\mathbf{( 4 4 . 5 5 0 )}$ | $\mathbf{( 9 2 . 1 5 9 )}$ |
| Tax | 0 | 0 | 0 |
| Net result from total operations before OCI | $\mathbf{( 4 7 . 6 0 7 )}$ | $\mathbf{( 4 4 . 5 5 0 )}$ | $\mathbf{( 9 2 . 1 5 9 )}$ |
| Currency translation effects | 0 | 65 | 65 |
| Total other comprehensive income (loss) | $\mathbf{0}$ | $\mathbf{6 5}$ | $\mathbf{6 5}$ |
| Total comprehensive income (loss) | $\mathbf{( 4 7 . 6 0 7 )}$ | $\mathbf{( 4 4 . 4 8 5 )}$ | $\mathbf{( 9 2 . 0 9 4 )}$ |
| Diluted weighted average number of shares | 137.060 | 137.060 | 137.060 |
| Diluted earnings (loss) per share | $\mathbf{( 0 , 3 5 )}$ | $\mathbf{( 0 , 3 2 )}$ | $\mathbf{( 0 , 6 7 )}$ |
|  |  |  |  |
| Gross claims ratio | $77,9 \%$ | $79,8 \%$ | $78,3 \%$ |
| Gross cost ratio | $25,9 \%$ | $31,2 \%$ | $26,8 \%$ |
| Net loss ratio | $76,3 \%$ | $76,7 \%$ | $76,4 \%$ |
| Net cost ratio | $29,1 \%$ | $38,6 \%$ | $30,8 \%$ |

## NOTE 4 Intangible assets

The goodwill of NOK 219.4 million related to the purchase of Vardia Norge and Nemi was written down to 0 as of 30.06.2020 following an impairment test after the agreement with Storebrand.

Intangible assets of NOK 43.4 million are mainly intangible assets added to the Group when purchasing Nemi, such as databases and customer relationships. As a consequence of ongoing transactions, the write-down has been accelerated.

| Goodwill 2020 (NOK 1,000) |  |  |  |
| :---: | :---: | :---: | :---: |
| Book value as at 1 January |  |  | 219.352 |
| Write down ${ }^{1)}$ |  |  | (219.352) |
| Book value as at 30.09.20 |  |  | 0 |
| Cost |  |  | 270.459 |
| Acc. Write downs |  |  | (270.459) |
| Book value as at 30.09.20 |  |  | 0 |
| Goodwill 2019 (NOK 1,000) |  |  |  |
| Book value as at 1 January |  |  | 219.372 |
| Other changes |  |  | (20) |
| As at 31.12.19 |  |  | 219.352 |
| Cost |  |  | 270.459 |
| Acc. Write downs |  |  | (51.107) |
| As at 31.12.19 |  |  | 219.352 |
| Other intangible assets 2020 (NOK 1,000) | Customer relationsships | IT-systems | Total |
| Book value as at 1 January | 30.000 | 27.404 | 57.404 |
| Additions | 0 | 19.507 | 19.507 |
| Disposals | 0 | 0 | 0 |
| Depreciations | (7.500) | (13.443) | (20.943) |
| Write-down ${ }^{1)}$ | 0 | (12.581) | (12.581) |
| Book value as at 30.09.20 | 22.500 | 20.887 | 43.387 |
| As at 30.09.20: |  |  |  |
| Cost | 50.000 | 116.872 | 166.872 |
| Accumulated depreciation/write down | (27.500) | (95.985) | (123.485) |
| Book value as at 30.09.20 | 22.500 | 20.887 | 43.387 |
| Useful life ${ }^{1)}$ | 5 years | 0-2 years |  |

${ }^{1)}$ Useful life for the intangible assets will continuously be evaluated.

## NOTE 5 Earnings (loss) per share

## Earnings (loss) per share

Earnings (loss) per share is calculated by dividing the result from operations on a weighted average of outstanding ordinary shares through the quarter, own shares deducted.

The Group has one category of potential shares that can cause dilution, stock options. Antidilutive potential shares are disregarded in the calculation of diluted earnings (loss) per share. As the group reported a loss in the three- and nine-months' periods ending September $30^{\text {th }}, 2020$, as well as for the same periods in 2019, there is no difference between basic and diluted numbers of shares.

A total of 7452500 options have been awarded to key personnel. None of these were in the money as of 30.09.2020.

| (NOK 1,000) | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net result incl. comprehensive <br> income | $(17.407)$ | $(12.453)$ | $(321.394)$ | $(75.206)$ | $(92.092)$ |
| Basic earnings (loss) per share and <br> diluted | $\mathbf{( 0 , 1 2 )}$ | $\mathbf{( 0 , 0 9 )}$ | $\mathbf{( 2 , 3 4 )}$ | $\mathbf{( 0 , 5 6 )}$ | $\mathbf{( 0 , 6 7 )}$ |

## NOTE 6 Bonds and other fixed-income securities

The value of the investment portfolio as of September $30^{\text {th }}, 2020$ was NOK 734 million, the majority (approximately $3 / 4$ ) invested in Norwegian money market funds and a smaller portion (approximately 1/4) in Nordic investment grade bond funds. The funds are managed externally.

Note 7 Financial assets and liabilities

| Financial assets | Fair value level | $\begin{array}{r} \text { Book } \\ \text { value } \end{array}$ | $\begin{array}{r} \text { Market } \\ \text { value } \end{array}$ | $\begin{array}{r} \text { Book } \\ \text { value } \end{array}$ | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { 31.12.2019 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Investments in shares and parts | 2 | 243 | 243 | 391 | 391 |
| Bonds and other fixed-income securities | 1 | 734.152 | 734.152 | 867.491 | 867.491 |
| Other financial assets | 2 | 0 | 0 | 0 | 0 |
| Receivables in connection with direct insurance and reinsurance | 2 | 422.174 | 422.174 | 337.627 | 337.627 |
| Other receivables | 2 | 59.074 | 59.074 | 29.763 | 29.763 |
| Prepaid costs and earned income not received | 2 | 22.478 | 22.478 | 22.009 | 22.009 |
| Cash and cash equivalents | 1 | 98.104 | 98.104 | 204.475 | 204.475 |
| Total financial assets |  | 1.336.225 | 1.336.225 | 1.461.756 | 1.461.756 |


| Financial liabilities | Fair value level | $\begin{array}{r} \text { Book } \\ \text { value } \\ 30.09 .2020 \end{array}$ | $\begin{array}{r} \text { Market } \\ \text { value } \\ 30.09 .2020 \end{array}$ | $\begin{array}{r} \text { Book } \\ \text { value } \\ \text { 31.12.2019 } \end{array}$ | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { 31.12.2019 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Subordinated loans | 2 | 150.787 | 150.787 | 151.323 | 151.323 |
| Other liabilities | 2 | 114.460 | 114.460 | 169.436 | 169.436 |
| Premium deposits from reinsurance companies | 2 | - | - | 0 |  |
| Liabilities in connection with direct insurance and reinsurance | 2 | 141.989 | 141.989 | 261.880 | 261.880 |
| Accrued costs and received unearned income | 2 | 83.469 | 83.469 | 138.385 | 138.385 |
| Total financial liabilities |  | 490.706 | 490.706 | 721.024 | 721.024 |

Investments in exchange traded funds (ETF) are valued based on quoted prices in active markets, classified as Level 1 in the valuation hierarchy. Other financial assets and liabilities are valued based on observable market data, classified as Level 2 in the valuation hierarchy. The Group has no financial assets or liabilities classified as Level 3 valuations, i.e. valued based on un-observable market data.

## Additional Financial Data

## Insr ASA Unconsolidated ${ }^{2}$

| Insr ASA Condensed Income Statement (NOK 1,000) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 2020 | Q3 2019 | YTD 2020 | YTD 2019 | FY 2019 |
| Premium income |  |  |  |  |  |
| Gross premium earned | 280.668 | 403.042 | 909.429 | 797.171 | 1.583.763 |
| Reinsurance share of premium | (90.060) | (170.432) | (324.099) | (335.340) | (651.500) |
| Premium earned for own account | 190.608 | 232.611 | 585.329 | 461.831 | 932.263 |
| Other insurance-related income | 301 | 1.958 | 651 | 3.368 | 4.561 |
| Net premium incl. other insurance related income | 190.908 | 234.569 | 585.980 | 465.199 | 936.824 |
| Claims |  |  |  |  |  |
| Gross claims incurred | (173.749) | (282.961) | (685.173) | (652.490) | (1.244.647) |
| Reinsurance share of gross claims incurred | 50.018 | 117.959 | 244.020 | 281.777 | 527.466 |
| Claims incurred for own account | (123.731) | (165.002) | (441.153) | (370.713) | (717.182) |
| Operating expenses |  |  |  |  |  |
| Sales costs | (27.993) | (61.952) | (94.319) | (123.688) | (218.104) |
| Insurance-related administration costs | (76.064) | (41.233) | (180.933) | (99.297) | (199.805) |
| Commission received | 19.861 | 39.107 | 65.255 | 65.392 | 134.861 |
| Total operating expenses for own account | (84.196) | (64.078) | (209.996) | (157.593) | (283.048) |
| Unexpired risk | 0 | 0 | 0 | 0 | 0 |
| Technical result | (17.019) | 5.489 | (65.170) | (63.107) | (63.406) |
| Non-technical result |  |  |  |  |  |
| Investment income | (4.207) | 3.709 | 8.158 | 8.467 | 9.469 |
| Interest income and other income | 1.117 | 1.777 | 3.277 | 19.476 | 4.839 |
| Interest expense and other expenses | 1.579 | (3.921) | (44.710) | (23.503) | (42.418) |
| Write-down of intangible assets | 0 | 0 | (218.290) | 0 | 0 |
| Non-technical result | (1.511) | 1.565 | (251.565) | 4.440 | (28.109) |
| Result before tax | (18.530) | 7.054 | (316.735) | (58.667) | (91.515) |
| Tax | 0 | 0 | 0 | 0 | 0 |
| Net result | (18.530) | 7.054 | (316.735) | (58.667) | (91.515) |

[^1]Insr ASA Condensed Statement of Financial Position (NOK 1,000)

## ASSETS

30.09.2020
31.12.2019

Intangible assets

| Goodwill | 0 | 205.709 |
| :--- | ---: | ---: |
| Other intangible assets | 43.387 | 57.404 |
| Total intangible assets | $\mathbf{4 3 . 3 8 7}$ | $\mathbf{2 6 3 . 1 1 3}$ |


| Investments |  |  |
| :--- | ---: | ---: |
| Investments in associates and joint ventures | 5.500 | 5.500 |
| Investments in shares and parts | 243 | 235 |
| Bonds and other fixed-income securities | 734.152 | 867.491 |
| Total investments | 739.895 | 873.226 |
| Reinsurance share of gross technical provisions | 142.834 | 269.061 |
| Reinsurance share of gross premium provisions | 322.998 | 389.956 |
| Reinsurance share of gross claims provisions | 465.832 | 659.017 |
| Total reinsurance share of gross technical provisions |  |  |

## Receivables

| Receivables in connection with direct insurance and reinsurance | 422.174 | 567.197 |
| :--- | ---: | ---: |
| Receivables in connection with associates | $\mathbf{7 4 . 0 0 9}$ | 75.049 |
| Other receivables | 59.353 | 30.557 |
| Total receivables | $\mathbf{5 5 5 . 5 3 5}$ | $\mathbf{6 7 2 . 8 0 2}$ |


| Cash and cash equivalents | 93.349 | 202.628 |
| :--- | ---: | ---: |
| Plant and equipment | 9.713 | 13.098 |
| Total other assets | $\mathbf{1 0 3 . 0 6 2}$ | $\mathbf{2 1 5 . 7 2 6}$ |


| Prepaid expenses and earned income not received | 22.478 | 22.009 |
| :--- | :--- | :--- |
| Prepaid costs and earned income not received | $\mathbf{2 2 . 4 7 8}$ | $\mathbf{2 2 . 0 0 9}$ |
| Total prepaid expenses and earned income not received |  |  |


|  |  |  |
| :--- | ---: | ---: | ---: |
| Total assets | 1.930 .189 | 2.705 .893 |

Insr ASA Condensed Statement of Financial Position
EQUITY AND LIABILITIES
30.09.2020
31.12.2019

Paid-in equity

| Share capital | 118.534 | 118.534 |
| :--- | ---: | ---: |
| Share premium | 1.542 .267 | 1.542 .267 |
| Total paid-in equity | $\mathbf{1 . 6 6 0 . 8 0 1}$ | $\mathbf{1 . 6 6 0 . 8 0 1}$ |


| Other equity | $(1.617 .850)$ | $(1.302 .488)$ |
| :--- | ---: | ---: |
| Other reserves | 11.310 | 9.076 |
| Provision for Natural Perils Fund | 37.314 | 38.686 |
| Provision for Guarantee scheme | 57.363 | 57.363 |
| Total equity | 148.938 | 463.439 |
|  |  |  |
| Subordinated loans | 150.787 | 151.323 |
| Technical provisions | 507.105 | 675.779 |
| Gross premium reserve | $\mathbf{7 7 9 . 6 1 3}$ | 846.548 |
| Gross claims reserve | $\mathbf{1 . 2 8 6 . 7 1 8}$ | $\mathbf{1 . 5 2 2 . 3 2 7}$ |
| Total technical provisions |  |  |


| Accrued liabilities |  |  |
| :--- | :--- | :--- | :--- |
| Pension liabilities | 3.018 | 3.013 |
| Total Accrued liabilities | $\mathbf{3 . 0 1 8}$ | $\mathbf{3 . 0 1 3}$ |

Financial liabilities

| Liabilities in connection with direct insurance and reinsurance | 141.989 | 261.880 |  |
| :--- | :--- | :--- | :--- |
| Other liabilities | 115.269 | 163.551 |  |
| Total financial liabilities | $\mathbf{2 5 7 . 2 5 8}$ | $\mathbf{4 2 5 . 4 3 1}$ |  |
|  |  |  |  |
| Accrued costs and received unearned income | $\mathbf{1 . 7 8 1 . 2 5 1}$ | $\mathbf{2 . 2 4 6 9}$ | 140.360 |
|  | $\mathbf{1 . 9 3 0 . 1 8 9}$ | $\mathbf{2 . 7 0 5 . 8 9 3}$ |  |
| Total liabilities |  |  |  |
|  |  |  |  |
| Total equity and liabilities |  |  |  |

## Glossary

This report contains Alternative Performance Measures (APMs). A description of these, with reconciliation to the accounts, is published on the company web page www.insr.io/investor-relations.

Available capital: Capital available for solvency purposes, determined under regulatory rules

Solvency capital requirement (SCR): The amount of capital the company is required to hold to fulfil regulatory requirements under Solvency II. The Standard formula is used to calculate SCR.

Solvency ratio: Available capital / Solvency capital requirement

Vintages: Policies written in prior underwriting years.

Underwriting year: The year commencing with the effective date of a policy or with the renewal date of that policy.

Portfolio: Sum of annualised premium for all insured as of given date
Written premium: Total premium on policies issued during a specific period

Earned premium: premium recorded during a specific period based on the ratio of the time passed on the policies to their coverage period

Net / For own account (f.o.a.): Net of reinsurance

Net earned premium: premium for own account, i.e. after deducting premium shared with reinsurers

Technical result: Result before return on investment, other income, other costs and taxes

Gross underwriting result: (1-Gross combined ratio) * Gross premium earned

Net underwriting result: (1-Net combined ratio) * Earned premium f.o.a.
Gross loss ratio: Gross claims incurred / Gross premium earned

Gross cost ratio: Sales and administration costs / Gross premium earned

Gross combined ratio: Gross loss ratio + Gross cost ratio

Net Loss ratio / Loss ratio f.o.a.: Claims incurred f.o.a. / Earned premium f.o.a.

Net Cost ratio / Cost ratio f.o.a.: Administration costs f.o.a. / Earned premium f.o.a.
Net Combined ratio / Combined ratio f.o.a.: Loss ratio f.o.a. + Cost ratio f.o.a.
Unexpired risk (previously termed non-adjusted risk): The excess risk, if expected claims and claims handling costs for future claims related to insurance contracts effective at the reporting date exceed the unearned premium reserves.

Disclaimer
This report may contain forward-looking statements, which are based on our current expectations and projections about future events. The terms "anticipates", "assumes", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "should", "projects", "will", "would" or, in each case, their negative, or other variations or comparable terminology are used to identify forward-looking statements. All statements other than statements of historical facts included in this report, including statements regarding our future financial position, risks and uncertainties related to our business, strategy and our plans and objectives for future operations, may be deemed to be forward-looking statements. By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guaranteeing future performance. You should not place undue reliance on these forwardlooking statements. In addition, any forward-looking statements are made only as of the date of this report, and we do not intend and do not assume any obligation to update any statements set forth in this report.

## Financial Calendar

## Investor Contact

Anne B. Knudtzon<br>SVP Business Controlling \& Investor Relations

T: +47 92610606

E: InvestorRelations@insr.io


[^0]:    ${ }^{1}$ Passenger car premium in Norway, both private and commercial customers, as reported to FNO, indexed to Q4 '17.
    *) Restated, excluding discontinued business in Denmark

[^1]:    ${ }^{2}$ These unconsolidated figures include both continued and discontinued operations.

