# If P&C Insurance AS

**Interim Report** 

2<sup>nd</sup> Quarter 2016

**Translation from Estonian language** 

#### **Contacts and signatures**

If P&C Insurance AS main field of activity is non-life insurance services.

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Web page: www.if.ee
Beginning of reporting period: 1 January 2016
End of reporting period: 30 June 2016
CEO: Andris Morozovs

Auditor: Ernst & Young Baltic AS

If P&C Insurance AS management board have compiled 2<sup>nd</sup> quarter 2016 interim report which is presented on pages 7 - 20.

Member of the

Management Board Heinar Olak /Signature/ 29.08.2016

Member of the

Management Board Artur Praun /Signature/ 29.08.2016

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#### **EXPLANATORY NOTE**

If P&C Insurance AS (the company or If Insurance) is fully owned by the leading Nordic non-life insurance group If P&C Insurance Holding Ltd, which is owned by Sampo Plc., a Finnish listed company on the Helsinki Stock Exchange. In addition to the non-life insurance operations conducted within If, the Sampo Group also conducts life insurance operations.

The company is registered in Estonia and also operates branches in Latvia and Lithuania. If Insurance provides a complete range of P&C insurance products to corporate and private customers in the Baltics. If works directly via sales points, telephone and internet, as well as through brokers and partners. If has sales and customer service offices in main towns. The current corporate structure contributes to making operations more efficient and improving claims handling processes even further in the Baltic region. The company's business divisions cover all of the Baltic States together, but each country has its own sales and customer service divisions in order to allow the company better adapt to its customers' needs and practices.

This interim report includes the financial indicators of the Estonian unit operated by If P&C Insurance AS and the Latvian and Lithuanian branches.

#### Results for the six months of 2016

In the first six months of 2016, If Insurance collected insurance premiums in the amount of €69.4 million, which is 0.9% more than in the same period in 2015. The volume of insurance premiums increased in Lithuania, but remained on the same level as last year in Latvia and decreased in Estonia due to a decline in the sales via the brokerage channel. The growth stems from first class customer service and claims handling as well as increased efficiency. The insurance volumes grew the most in the areas of personal insurance and vehicle insurance.

The company's net profit in the reporting period amounted to  $\[ \in \]$ 6.6 million ( $\[ \in \]$ 9.3 million in the first six months of 2015), of which profit from insurance activities formed  $\[ \in \]$ 6.1 million euros ( $\[ \in \]$ 8.8 million in the first six months of 2015). The weaker result from insurance activities was due to the cold winter at the beginning of the year and the related increase in the number of vehicle and property insurance claims as well as the fact that the beginning of 2015 was extraordinarily good because of the mild winter.

The combined ratio of If Insurance was 90.7% in the reporting period (85.5% in the first six months of 2015), mainly influenced by a higher claims ratio compared to the previous year. In the first six months of 2016, the loss ratio was 65.3% (58.7% in the first six months of 2015) and the expense ratio was 25.4% (26.8% in the first six months of 2015). The weaker loss ratio compared to the previous year was due to an increase in the cost of claims in vehicle related insurance lines. Operating expenses are kept under control via more cost-efficient marketing, the development of customer services and claim handling processes.

If Insurance is highly capitalised. As at 30 June 2016, the company's own funds exceeded the solvency capital requirement 2.5 times. During the reporting period, the company has fulfilled all the requirements for solvency capital and own funds arising from the Insurance Activities Act of 1 January 2016.

#### **KEY FIGURES**

€000	Q I-II 2016	Q I-II 2015
Premiums written, gross	69,427	68,805
Premiums earned, net of reinsurance	65,236	60,701
Claims incurred, net of reinsurance	42,621	35,660
Operating expenses <sup>1</sup>	16,541	16,268
Result from insurance <sup>2</sup>	6,074	8,772
Net profit	6,672	9,316
Combined ratio <sup>3</sup>	90.7%	85.5%
Expense ratio <sup>4</sup>	25.4%	26.8%
Loss ratio <sup>5</sup>	65.3%	58.7%
Return on investments <sup>6</sup>	1.9%	0.2%

Insurance contract acquisition costs and administrative expenses (+) reinsurance commissions (+) other income
Premiums earned, net of reinsurance (-) claims incurred, net of reinsurance (-) operating expenses
Expense ratio + loss ratio
Operating expenses Premiums earned, net of reinsurance
Claims incurred (incl. Claims handling costs), net of reinsurance  Premiums earned, net of reinsurance
Investment income (-) investment expenses (+) changes in fair value recognized in other comprehensive income  Weighted average volume of financial investments in the period

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#### **Investment result**

The total assets increased from €265.1 million at the beginning of the year to €272.9 million as of 30 June 2016. Financial assets (€244.1 million as at 30 June 2016) are €109.6 million higher than the obligations under insurance contracts net of reinsurance, resulting in a strong solvency position.

During the reporting period continued reallocation of money market instruments into credit bonds as planned. Accordingly, the weight of money market has dropped from 18% (end of December 2015) down to 7.7%. The weight of credit bonds has increased from 82% up to 92.3%. Fixed income portfolio running yield has stayed on the same level 0.9% (31.12.2015: 0.9%) reflecting ultra-low yield investment environment. Fixed income portfolio's duration as at the end of June has moved up to 1.7 years (31.12.2015: 1.2 years).

The prevailing low interest rate environment is a serious challenge for the portfolio. The recent developments in the markets (Brexit, ECB bond buying program, Fed decision to postpone rate hikes etc.) has resulted in a downward spiral for European short and long term rates, which means that it will be increasingly difficult to re-invest maturing instruments at attractive levels.

In short terms of outlook, we seek to find new opportunities in the European investment grade bond markets and plan to re-invest maturing bonds into medium term instruments.

#### Number of employees and workforce expenses

On 30th June 2016 the number of full time employees in If Insurance was 557 (31.12.2015: 545) and the company's expenses in the reporting period for personnel totalled  $\in$  9.3 million (in the first six months of 2015:  $\in$  9.2 million).

#### Key activities of If P&C Insurance AS and its branches

This year, If Insurance celebrates 150 years of insurance experience in Estonia – the roots of the predecessors of If Insurance reach back to 1866 when *Tallinna Alevite Vastastikuse Tulekinnituse Selts* (Mutual Fire Insurance Society of Tallinn Suburbs) was founded. Since the second quarter, the communication and marketing activities of If Insurance have been carrying the message of the jubilee year. We are a highly reliable financial enterprise with a long history and experience, having offered a sense of assurance to Estonians throughout five generations. We have gained our customers' preference largely thanks to excellent claims handling and a better sense of security. Research confirms that If Insurance is the most widely known insurance company with the highest customer satisfaction level and If Insurance will continue working with these quality indicators also in the future.

The entry into force of the new Insurance Activities Act can be considered an important event in 2016, bringing the national regulation into accordance with the requirements of the EU Solvency II Directive. In line with the above, If Insurance has supplemented its management system by creating an independent risk management, actuary and conformity control function, thereby increasing the efficiency of the company's risk management and internal control. Development activities to ensure conformity with the new Solvency II requirements have largely been successfully completed at If Insurance. Among other things, this ensures the capability to analyse the company's risk profile, minimum capital and solvency capital requirement pursuant to the new requirements, and to take into account both internal and external risks in managing If Insurance and ensuring long-term solvency.

## STATEMENT OF COMPREHENSIVE INCOME Q II

€000	Note	Q II 2016	Q II 2015
REVENUE			_
PREMIUMS EARNED, NET OF REINSURANCE			
Premiums earned		33,211	31,827
Premiums ceded		-602	-704
TOTAL	2	32,609	31,123
OTHER INCOME			
Reinsurance commissions		43	46
Return on investments	3	331	131
Other income		12	13
TOTAL		386	190
TOTAL REVENUE		32,995	31,313
EXPENSES			
CLAIMS INCURRED, NET OF REINSURANCE			
Claims incurred, gross	4	-21,195	-18,801
Reinsurer's share in claims paid	4	293	150
TOTAL		-20,902	-18,651
EXPENSES			
Insurance contract acquisition costs	5	-5,733	-5,508
Administrative expenses	5	-2,880	-2,895
TOTAL		-8,613	-8,403
TOTAL EXPENSES		-29,515	-27,054
NET RESULT BEFORE TAXES		3,480	4,259
INCOME TAX		138	-118
NET PROFIT FOR THE FINANCIAL PERIOD		3,618	4,141
OTHER COMPREHENSIVE INCOME TO BE RECLASSIFIED IN SUBSEQUENT PERIODS:			
Change in the value of available-for-sale assets		737	-788
TOTAL		737	-788
TOTAL COMPREHENSIVE INCOME FOR THE FINANCIAL PERIOD	_	4,355	3,353

## STATEMENT OF COMPREHENSIVE INCOME

€000	Note	Q I-II 2016	Q I-II 2015
REVENUE			
PREMIUMS EARNED, NET OF REINSURANCE			
Premiums earned		66,404	62,050
Premiums ceded		-1,168	-1,350
TOTAL	2	65,236	60,700
OTHER INCOME			
Reinsurance commissions		133	141
Return on investments	3	696	871
Other income		25	32
TOTAL		854	1,044
TOTAL REVENUE		66,090	61,744
EXPENSES			
CLAIMS INCURRED, NET OF REINSURANCE			
Claims incurred, gross	4	-43,131	-35,395
Reinsurer's share in claims paid	4	510	-265
TOTAL		-42,621	-35,660
EXPENSES			
Insurance contract acquisition costs	5	-11,217	-10,791
Administrative expenses	5	-5,481	-5,651
TOTAL		-16,698	-16,442
TOTAL EXPENSES		-59,319	-52,102
NET RESULT BEFORE TAXES		6,771	9,642
INCOME TAX		-98	-327
NET PROFIT FOR THE FINANCIAL PERIOD		6,673	9,315
OTHER COMPREHENSIVE INCOME TO BE RECLASSIFIED IN SUBSEQUENT PERIODS:			
Change in the value of available-for-sale assets		1,591	-614
TOTAL		1,591	-614
TOTAL COMPREHENSIVE INCOME FOR THE		0.47	0 =0:
FINANCIAL PERIOD	_	8,264	8,701

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## STATEMENT OF FINANCIAL POSITION

€000	Note	30.06.2016	31.12.2015
ASSETS			
Cash and cash equivalents		5,890	10,115
Financial investments	6	244,082	235,574
Receivables related to insurance activities		14,002	12,195
Accrued income and prepaid expenses		4,561	3,947
Reinsurance assets	8	3,381	2,308
Deferred tax asset		258	152
Shares in subsidiary		88	88
Property, plant and equipment	7	662	765
TOTAL ASSETS		272,924	265,144
LIABILITIES AND OWNER'S EQUITY			
Liabilities related to insurance activities		5,060	5,553
Accrued expenses and prepaid revenues		4,326	4,517
Liabilities arising from insurance contracts	8	135,417	128,317
Total liabilities		144,803	138,387
Share capital		6,391	6,391
Share premium		3,679	3,679
Mandatory reserve		2,362	2,362
Revaluation reserve		3,012	1,421
Retained earnings		106,004	92,979
Net profit for the year		6,673	19,925
Total owner's equity		128,121	126,757
TOTAL LIABILITIES AND OWNER'S			
EQUITY		272,924	265,144

## STATEMENT OF CHANGES IN EQUITY

€000

	Share capital	Share premium	Mandatory reserve	Revaluation reserve Available-for - sale-financial assets	Retained earnings	Net profit for the	Total
Equity at beginning	Capitai	premum	reserve	assets	earnings	year	equity
of 2015	6,391	3,679	2,362	2,387	98,779	-	113,598
Paid dividends <sup>1)</sup>	-	-	-	-	-5,800	-	-5,800
Other comprehensive income	-	-	-	-966	-	-	-966
Profit for the year	-	-	-		-	19,925	19,925
Equity at end of 2015	6,391	3,679	2,362	1,421	92,979	19,925	126,757
Equity at beginning of 2016	6,391	3,679	2,362	1,421	112,904	-	126,757
Paid dividends <sup>1)</sup>	_	-	-	_	-6,900	-	-6,900
Other comprehensive income	-	-	-	1,591	-	-	1,591
Profit for the year	-	-	-	-	-	6,673	6,673
Equity at end of June 2016	6,391	3,679	2,362	3,012	106,004	6,673	128,121

In March 2016, the Company distributed 6,900,000 euros (2015: 5,800,000 euros) in dividends to the sole shareholder. The company pays dividends from the profits made by its Latvian and Lithuanian branches. In accordance with the Estonian Income Tax Act, dividends paid from profit earned through an Estonian company's permanent establishment located in an EEA state or Switzerland and taxed there are exempt from income tax.

## STATEMENT OF CASH FLOWS

€000	Note	Q I-II 2016	Q I-II 2015
Cash flow from operating activities			
•	2	(( )(0	(( 040
Premiums received Premiums ceded	2 2	66,869	66,040 -1,710
Claims paid, incl. claims handling expenses	4, 5	-1,780 -38,812	-1,710
Cash flow from reinsurance	4, 3	119	176
Employee-related and service-related expenses		-17,767	-18,271
Investments in bonds and other interest-bearing		17,707	10,271
securities		-37,363	-85,476
Proceeds from disposals of bonds and other interest-			
bearing securities		16,909	79,904
Investments in term deposits		_	-11,500
Proceeds from term deposits		13,000	11,500
Interest received		1,548	1,704
Cash flow operating activities, total	<del>-</del>	2,723	7,884
Cash flow from investing activities			
Purchase of property, plant and equipment Proceeds from disposal of property, plant and	7	-49	-145
equipment	_	1	3
Cash flow from investing activities, total		-48	-142
Cash flow from financing activities			
Paid dividends		-6,900	-5,800
Cash flow from financing activities		-6,900	-5,800
Change in cash flow		4,225	1,942
Cash and cash equivalents at the beginning of the year		10,115	3,353
Cash and cash equivalents at the end of the year	=	5,890	5,295

#### NOTES TO THE INTERIM FINANCIAL STATEMENTS

## Note 1. Accounting principles and basis of estimations used in the preparation of the financial statements

This interim report has been prepared in conformity with the IAS 34 "Interim Financial Reporting" requirements for condensed interim financial statements.

The If P&C Insurance AS annual report for the financial year ended 31 December 2015 was prepared in conformity with the IFRS and the interpretations issued by IFRIC, which have been approved by the EU. The same accounting policies were applied in preparing the second quarter of 2016 interim report.

Though the company forms the group together with its subsidiary Support Services AS and is the consolidating entity, the Company has elected in accordance with IFRS 10 paragraph 4 not to present consolidated financial statements and presented only separate financial statements. The Company is a wholly –owned subsidiary of If P&C Holding Ltd (Sweden) and the parent produces consolidated financial statements available for public use that comply with International Financial Reporting Standards (IFRS). Consolidated financial statements of the parent are available at websites <a href="https://www.sampo.com">www.sampo.com</a> under section *Figures-Annual report*.

Note 2. Premiums earned, net of reinsurance

€000	Q I-II 2016	Q I-II 2015
Premiums written, gross	69,427	68,804
Change in the provision for unearned premiums	-3,023	-6,754
Premiums earned, gross of reinsurance	66,404	62,050
Reinsurance premiums	-1,750	-2,076
Change in the provision for unearned premiums	582	726
Premiums earned, ceded	-1,168	-1,350
TOTAL	65,236	60,700

Note 3. Return on investments €000	Q I-II 2016	Q I-II 2015
Cooo	Q 1-11 2010	Q 1-11 2013
<u>Interest income/expense</u>		
Financial assets at fair value through profit and loss Classified as held for trading		
From bonds and other interest-bearing securities	647	648
Available-for-sale financial assets		
From bonds and other interest-bearing securities	733	671
Loans and receivables From deposits From cash and cash equivalents	12 1	14 1
TOTAL	1, 393	1,334
Profit from disposals		
Financial assets at fair value through profit or loss		
Classified as held for trading From bonds and other fixed income securities	-	215
Available-for-sale financial assets		
From bonds and other interest-bearing securities	13	153
TOTAL	13	368
Loss from disposals		
Available-for-sale financial assets		
From bonds and other interest-bearing securities		- 1
TOTAL	-	- 1
Profit/loss from change in fair value		
Financial assets at fair value through profit or loss  Classified as held for trading		
From bonds and other fixed income securities	-394	-531
TOTAL	-394	-531
Investment expenses	-316	-299
TOTAL RETURN ON INVESTMENTS	696	871

Reconciliation of fair value reserve of available-for-sale financial assets	Q I-II 2016	Q I-II 2015
Opening balance, available-for-sale financial assets	1,421	2,387
Unrealized result, available-for-sale financial assets, recognized in comprehensive income	1,605	-463
Realized result, recognized in income statement	-13	-151
Closing balance, available-for-sale financial assets	3,013	1,773
Total result in fair value available-for-sale financial assets during the year	1,592	-614

### **Note 4.** Claims incurred, net of reinsurance

€000	Q I-II 2016	Q I-II 2015
Gross		
Claims paid during the year related to that year	-27,943	-22,149
Claims paid related to previous years	-14,156	-13,726
Amounts recovered from salvage and recourses	4,910	3,808
Change in the provision for claims outstanding	-4,077	-1,432
Claims handling costs	-1,865	-1,896
TOTAL	-43,131	-35,395
Reinsurer's share		
Claims paid related to previous years	19	109
Change in the provision for claims outstanding	491	-374
TOTAL	510	-265
Net		
Claims paid during the year related to that year	-23,033	-18,341
Claims paid related to previous years	-14,137	-13,617
Claims handling costs	-1,865	-1,896
Change in the provision for claims outstanding	-3,586	-1,806
TOTAL	-42,621	-35,660

Note 5. Operat	ting expenses
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€000	Q I-II 2016	Q I-II 2015
Personnel expenses	-9,317	-9,177
Commissions to intermediaries	-4,956	-5,332
Data processing	-973	-1,102
Expenses on premises	-1,013	-1,023
Office expenses (incl. communication expenses)	-499	-527
Other operating expenses	-1,805	-1,177
TOTAL	-18,563	-18,338
Division of costs on the basis of functions:		
Insurance contract acquisition costs	-11,217	-10,791
Administrative expenses	-5,481	-5,651
Claims handling expenses	-1,865	-1,896
TOTAL	-18,563	-18,338

### **Note 6. Financial investments**

€000	30.06.2016	
Financial assets measured at fair value through profit and loss		
Classified as held for trading		
Bonds and other interest-bearing securities		
- listed	40,959	41,621
incl. with a fixed interest rate (2.375%-5.5%;		
31.12.2015: 2,375% -5,5%)	40,959	41,621
TOTAL	40,959	41,621
Available-for-sale financial assets		
From bonds and other interest-bearing securities		
- listed	179,456	150,438
- unlisted	12,156	19,000
incl. with a floating interest rate incl. with a fixed interest rate (0.03%-3.75%;	97,900	106,638
31.12.2015: 0.03%-3.75%)	93,712	62,800
TOTAL	191,612	169,438

€000	30.06.2016	31.12.2015
Loans and receivables		
Term deposits	11,511	24,515
TOTAL	11,511	24,515
FINANCIAL INVESTMENTS TOTAL	244,082	235,574

Term deposits earn an annual interest 0.18% (as of 31.12.2015: 0.18-0.25%).

## Division of bonds and other fixed income securities by issuers

€000	30.06.2016	31.12.2015
Issued by Estonian companies	4,442	4,406
Issued by foreign governments	2,528	-
Issued by foreign financial institutions	126,313	124,276
Issued by foreign companies	99,288	82,377
TOTAL	232,571	211,059

#### Ratings of bond issuers (S&P) Percentage of fair value 30.06.2016 31.12.2015 AAA 6.6% 7.4% AA+ until AA-29.3% 33.2% A+ until A-33.7% 29.8%BBB+ until BBB-24.0%22.7% BB0.5% 0.5% Non rated 5.9% 6.4% **TOTAL** 100%100%

### Division of bonds and other fixed income securities by maturity terms

€000	30.06.2016	31.12.2015
up to 1 year	50,180	32,546
1-2 years	11,231	43,843
2-5 years	153,096	122,602
5-10 years	18,064	12,068
TOTAL	232,571	211,059

## Note 7. Property, plant and equipment

€000	Other PPE
Net book value 31.12.2014	788
Acquisition	347
Write-off	-411
Disposal	-75
Acquisition cost 31.12.2015	2,906
-incl. fully depreciated	1,639
Depreciation charge for the year	-340
Depreciation charge of sales and disposals	455
Accumulated depreciation 31.12.2015	-2,141
Net book value 31.12.2015	765
Acquisition	69
Disposal	-45
Acquisition cost 30.06.2016	2,931
-incl. fully depreciated	1,711
Depreciation charge for the year	-172
Depreciation charge of sales and disposals	45
Accumulated depreciation 30.06.2016	-2,269
Net book value 30.06.2016	662

Note 8. Liabilities related to insurance contracts and reinsurance assets

€000	30.06.2016	31.12.2015
Gross		
Provision for incurred and reported claims and claims handling expenses	62,788	58,488
Provision for incurred but not reported claims	25,865	26,087
Provision for unearned premiums	46,764	43,742
TOTAL	135,417	128,317
Reinsurer's share		
Provision for incurred and reported claims and claims handling expenses	1,922	1,448
Provision for incurred but not reported claims	291	274
Provision for unearned premiums	1,168	586
TOTAL	3,381	2,308
Net Provision for incurred and reported claims and claims handling expenses	60,866	57,040
Provision for incurred but not reported claims	25,574	25,813
Provision for unearned premiums	45,596	43,156
TOTAL	132,036	126,009

#### **Note 9. Related party transactions**

#### Related parties

The company's shareholders, enterprises under the joint control of or enterprises controlled by the company, the company's staff, Management Board and Supervisory Board members, their close relatives and other individuals over whom the above persons have significant influence, are considered related parties.

#### <u>Transactions with members of the Management Board and members of the Supervisory Board</u>

The Management Board members received a total of  $\in$ 550 thousand in remuneration, including social tax (2015 6 months:  $\in$ 439 thousand). No termination benefits were paid to members of the Management Board during the reporting period (2015 6 months:  $\in$ 0). No remuneration was paid to members of the Supervisory Board in 2016 and 2015.

Insurance contracts with total premiums of  $\[mathbb{e}\]4$  thousand were concluded with the management individuals in the financial period (2015 6 months:  $\[mathbb{e}\]4$  thousand).

#### Reinsurance transactions with group companies

The company has concluded reinsurance contracts with If P&C Insurance Ltd (Sweden) and If P&C Insurance Company Ltd (Finland), insurance companies incorporated under the parent company If P&C Insurance Holding Ltd.

	Calculated reinsurance premiums		Indemnifications and commissions received	
€000	Q I-II 2016	Q I-II 2015	Q I-II 2016	Q I-II 2015
If P&C Insurance Ltd (Sweden)	1,013	1,325	4	114
If P&C Insurance Company Ltd (Finland)	48	36	4	3

Receivables and payables related to the above transactions as of 30.06.2016 and 31.12.2015:

€000	30.06.2016	31.12.2015
Receivables		
If P&C Insurance Ltd (Sweden)	2	1
Payables		
If P&C Insurance Ltd (Sweden)	559	682
If P&C Insurance Company Ltd (Finland)	15	-

#### Other related party transactions, transactions with other group companies

Services purchased		Services rendered		
€000	Q I-II 2016	Q I-II 2015	Q I-II 2016	Q I-II 2015
Mandatum Life Insurance Baltic SE	-	-	15	11
Nordea Group companies	270	248	274	268
If P&C Insurance Ltd (Sweden)	-	-	64	49
Sampo Plc	243	226	-	-
If IT Services	-	-	1	9
Support Services AS	-	1	25	18

Receivables and payables related to the above transactions as of 30.06.2016 and 31.12.2015:

€000	30.06.2016	31.12.2015
Receivables		
Mandatum Life Insurance Baltic SE	3	-
Nordea Group companies	68	48
If P&C Insurance Ltd (Sweden)	-	36
Support Services AS	-	1

	30.06.2016	31.12.2015
Payables		
Nordea Group companies	22	21
Sampo Plc	122	120

If Insurance has acquired financial assets and has earned investment income from the following group companies:

€000	30.06.2016	31.12.2015
Financial assets		
Nordea Group companies	21,518	34,532
€000 Investment income/expense	Q I-II 2016	Q I-II 2015
-	11	9
Nordea Group companies	11	8