If P&C Insurance AS

Interim Report

 2^{nd} Quarter 2017

Translation from Estonian language

Contacts and signatures

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

Business name: If P&C Insurance AS

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Web page: www.if.ee
Beginning of reporting period: 1 January 2017
End of reporting period: 30 June 2017
CEO: Andris Morozovs

Auditor: Ernst & Young Baltic AS

If P&C Insurance AS management board have compiled 2nd quarter 2017 interim report which is presented on pages 7 - 20.

Member of the

Management Board Artur Praun /Signature/ 29.08.2017

Member of the

Management Board Heinar Olak /Signature/ 29.08.2017

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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 (publ)", 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. Sampo Group is also the major shareholder in Nordea banking group.

The Baltic market covers both private individuals and corporate customers. If has been offering property and casualty insurance in the Baltic markets since 1992. If has approximately 295,000 policyholders across the Baltic countries and is the market leader in Estonia.

The Company is registered in Estonia and operates via branches in Latvia and Lithuania. 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 2017

Baltic economies continue to develop well in 2017, driven by growth in private consumption, increase in industrial production, investments and growth in export volumes. The economic growth is driving the Property and Casualty insurance market volume growth, but also the relatively strong price increases especially in Motor lines due to poor profitability for the entire insurance industry is adding to the volume growth, price increases became even more noticeable in second quarter 2017.

The Company's gross written premiums increased by €2.2 million to €71.6 million (6M 2016: €69.4 million). The Company written premiums increased fastest in Lithuania, Lithuanian market was the fastest growing non-life insurance market in Baltic's. The Company growth was continued weak in Latvia, as the market, especially in Motor area, is very competitive resulting in poor financial results for the entire insurance industry. The Company continue to focus on risk selection and targeted price adjustments. Gross written premiums volume was stable in Estonia.

In first six months of 2017, the technical result increased by €0.3 million to €6.4 million (6M 2016: €6.1 million). The claims outcome during the first half year was favourable mainly due to a rather mild winter weather in the beginning of the year. Claims cost, including claims handling costs, decreased by €0.6 million to € 42.0 million (6M 2016: €42.6 million).

The operating expenses reduced due to various efficiency measures and due to continued transfer of business volumes from broker distribution to Company internal distribution channels, especially Internet channel continued to grow fast.

The loss ratio, including claims handling costs, stayed nearly at the same level during first six months 2017 and amounted to 65.2% (6M 2016: 65.3%). Claims frequency reduced within the most of the product areas, cost for large claims was on the same level as year before.

The combined ratio improved to 90.0% (6M 2016: 90.7%) due to favourable claims cost development and price increases in Motor lines

The overall net profit after tax stood at €7.2 million (6M 2016: €6.7 million)

KEY FIGURES

Formulas:

€000	Q I-II 2017	Q I-II 2016
	71.614	60.427
Premiums written, gross	71,614	69,427
Premiums earned, net of reinsurance	64,378	65,236
Claims incurred, net of reinsurance	42,012	42,621
Operating expenses ¹	15,941	16,541
Result from insurance ²	6,425	6,074
Net profit	7,163	6,672
Combined ratio ³	90.0%	90.7%
Expense ratio ⁴	24.8%	25.4%
Loss ratio ⁵	65.2%	65.3%
Return on investments ⁶	0.3%	1.9%

I officials.	
¹ Operating expenses	Insurance contract acquisition costs and administrative expenses (+) reinsurance commissions and other income

Premiums earned, net of reinsurance (-) claims incurred, net of reinsurance (-) operating expenses

³ Combined ratio Expense ratio + loss ratio

⁴Expense ratio Operating expenses
Premiums earned, net of reinsurance

⁵Loss ratio 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

Investment result

The value of financial investments stood at €259.0 million as of 30th June 2017 a figure which is €121.5 million higher than the obligated amount stipulated under insurance contracts net of reinsurance.

Applying the full market valuation, profit from asset management decreased to €0.32 million down from €2.29 million in six months 2016 with a return ratio of 0.25% compared to 1.91% previously. Net investment return amounted to €0.87 million as opposed to six months 2016's €0.70 million on the income statement, whilst €-0.55 million was recorded under other comprehensive income down from €1.59 million in 2016. The portfolio running yield increased to 1.0%, and duration rose to 2.3 years as opposed to 1.6 years in 2016.

The prevailing low interest rate environment is a serious challenge for the investment portfolio. The strong involvement of the European Central Bank in the fixed income markets has resulted in a downward spiral for European short and long term rates, which means that it is increasingly difficult to re-invest maturing instruments at attractive levels. However, our investment focus remains unchanged, i.e. 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 30^{th} June 2017 the number of full time employees in If Insurance was 598 (31.12.2016: 572) and the Company's expenses in the reporting period for personnel totalled \notin 9.9 million (6M 2016: \notin 9.3 million).

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

In April was launched a new bonus program If Plus in Estonia that has received positive feedback from our private customers. It is a new approach on the Estonian insurance market in general, as only If offers bonus program in such form which values customer loyalty. With this bonus program is aimed to give to as many as possible private customers a possibility to get part from If Plus bonuses. For the customer, it means in particular a possibility to obtain more insurance coverages with a favorable price.

During the first quarter of this year, new marketing communication concept "It's easy to help" was launched in Latvia and Lithuania. With our message that it is easy to help, we are encouraging the whole society to be more helpful and strengthen our image as a caring, human insurance company.

If Company pay continuous attention to development of digital solutions. E-bureau functions successfully in Estonia and we make efforts to deploy the same solution in Latvia and Lithuania as well. Customers increasingly want to buy traditional insurance solutions via e-channel, and in this respect If wants to offer the best solution on the market. Additionally, customers prefer to report claims in case of a loss via e-channel and during the first six months in Estonia 82% of claims were reported via the Internet.

In the second quarter new travel insurance solution was launched in Latvia. Although this release is still for limited use and functionality, it is an important milestone on our journey towards modern digital experience for our customers, providing fast and simple user experience. We are looking forward to witness accelerating speed in delivering other online products to our customers in Latvia in Lithuania.

We are happy that If was mentioned among 15 most reputable companies in Lithuania. We believe that the reason of If's good public image, first of all, lies in our excellent customer service, claims handling, and stable business results. In Lithuania, we are continuing our efforts to make the remote channels – internet, telephone and e-mail – the primary channels to serve our private customers. Nearly 95% of private customers are being served remotely – it both saves our customers' time and makes our sales more efficient. Customers also use our new self-service and payment terminals in the regional offices.

STATEMENT OF COMPREHENSIVE INCOME Q II

€000	Note	Q II 2017	Q II 2016
PREMIUMS EARNED, NET OF REINSURANCE		22 220	22 211
Premiums earned		33,338	33,211
Premiums ceded	_	-640	-602
TOTAL	2	32,698	32,609
OTHER INCOME			
Return on investments	3	610	331
Reinsurance commissions and other income		51	55
TOTAL		661	386
TOTAL REVENUE		33,359	32,995
CLAIMS INCURRED, NET OF REINSURANCE			
Claims incurred, gross	4	-21,646	-21,195
Reinsurer's share in claims paid	4	517	293
TOTAL		-21,129	-20,902
EXPENSES			
Insurance contract acquisition costs	5	-5,279	-5,733
Administrative expenses	5	-3,082	-2,880
TOTAL		-8,361	-8,613
TOTAL CLAIMS AND EXPENSES		-29,490	-29,515
NET RESULT BEFORE TAXES		3,869	3,480
INCOME TAX		-74	138
NET PROFIT FOR THE FINANCIAL PERIOD		3,795	3,618
OTHER COMPREHENSIVE INCOME TO BE RECLASSIFIED IN SUBSEQUENT PERIODS:			
Change in the value of available-for-sale assets	_	-522	737
TOTAL		-522	737
TOTAL COMPREHENSIVE INCOME FOR THE			
FINANCIAL PERIOD		3,273	4,355

STATEMENT OF COMPREHENSIVE INCOME

€000	Note	Q I-II 2017	Q I-II 2016
PREMIUMS EARNED, NET OF REINSURANCE			
Premiums earned		65,632	66,404
Premiums ceded		-1,254	-1,168
TOTAL	2	64,378	65,236
OTHER INCOME			
Return on investments	3	870	696
Reinsurance commissions and other income		167	158
TOTAL	_	1,037	854
TOTAL REVENUE		65,415	66,090
CLAIMS INCURRED, NET OF REINSURANCE			
Claims incurred, gross	4	-42,873	-43,131
Reinsurer's share in claims paid	4	861	510
TOTAL		-42,012	-42,621
EXPENSES			
Insurance contract acquisition costs	5	-10,262	-11,217
Administrative expenses	5	-5,846	-5,481
TOTAL		-16,108	-16,698
TOTAL CLAIMS AND EXPENSES		-58,120	-59,319
NET RESULT BEFORE TAXES		7,295	6,771
INCOME TAX		-132	-98
NET PROFIT FOR THE FINANCIAL PERIOD		7,163	6,673
OTHER COMPREHENSIVE INCOME TO BE			
RECLASSIFIED IN SUBSEQUENT PERIODS: Change in the value of available-for-sale assets		-550	1,591
TOTAL		-550 -550	1,591 1,591
TOTAL COMPREHENSIVE INCOME FOR THE			<i>,</i>
FINANCIAL PERIOD		6,613	8,264

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STATEMENT OF FINANCIAL POSITION

€000	Note	30.06.2017	31.12.2016
ASSETS			
Cash and cash equivalents		7,074	12,178
Financial investments	6	259,045	244,971
Receivables related to insurance activities		14,769	11,097
Accrued income and prepaid expenses		4,120	3,734
Reinsurance assets	8	4,140	2,717
Deferred tax asset		113	128
Investment in subsidiary		88	88
Property, plant and equipment	7	522	595
TOTAL ASSETS		289,871	275,508
LIABILITIES AND OWNER'S EQUITY			
Liabilities related to insurance activities		5,336	4,878
Accrued expenses and prepaid revenues		4,519	4,490
Liabilities arising from insurance contracts	8	141,675	130,612
Total liabilities		151,530	139,980
Share capital		6,391	6,391
Share premium		3,679	3,679
Mandatory reserve		2,362	2,362
Revaluation reserve		2,953	3,503
Retained earnings		115,793	106,004
Net profit for the year		7,163	13,589
Total owner's equity		138,341	135,528
TOTAL LIABILITIES AND OWNER'S			
EQUITY		289,871	275,508

STATEMENT OF CHANGES IN EQUITY

€000

€000	Share capital	Share premium	Mandatory reserve	Fair value reserve	Retained earnings	Net profit for the year	Total equity
Equity at beginning of 2016	6,391	3,679	2,362	1,421	112,904	-	126,757
Paid dividends ¹⁾	-	-	-	-	-6,900	-	-6,900
Other comprehensive income	-	-	-	2,082	-	-	2,082
Profit for the year	-	-	-	-	-	13,589	13,589
Equity at end of 2016	6,391	3,679	2,362	3,503	106,004	13,589	135,528
Equity at beginning of 2017	6,391	3,679	2,362	3,503	119,593	-	135,528
Paid dividends ¹⁾	-	-	-	-	-3,800	-	-3,800
Other comprehensive income	-	-	-	-550	-	-	-550
Profit for the year	-	-	-	-	-	7,163	7,163
Equity as at 30.06.2017	6,391	3,679	2,362	2,953	115,793	7,163	138,341

In March 2017, the Company distributed 3.8 million euros (2016: 6.9 million 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 2017	Q I-II 2016
Cash flow from operating activities			
Premiums received	2	68,657	66,869
Premiums ceded	2	-1,646	-1,780
Claims paid, incl. claims handling expenses	4, 5	-38,012	-38,812
Cash flow from reinsurance	,	170	119
Employee-related and service-related expenses		-16,764	-17,036
Investments in bonds and other interest-bearing			
securities		-66,925	-37,363
Proceeds from disposals of bonds and other interest-		40.656	16,000
bearing securities		40,656	16,909
Proceeds from term deposits		11,000	13,000
Interest received		1,836	1,548
Income tax paid	_	-194	<u>-731</u>
Cash flow operating activities, total		1,222	2,723
Cash flow from investing activities			
Purchase of property, plant and equipment Proceeds from disposal of property, plant and	7	-85	-49
equipment	=	3	1
Cash flow from investing activities, total		-82	-48
Cash flow from financing activities			
Paid dividends	_	-3,800	-6,900
Cash flow from financing activities		-3,800	-6,900
Change in cash flow		5,104	4,225
Cash and cash equivalents at the beginning of the year		12,178	10,115
Cash and cash equivalents at the end of the year	_	7,074	5,890

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 2016 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 first six months of 2017 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 www.sampo.com under section *Figures-Annual report*.

Note 2. Premiums earned, net of reinsurance

€000	Q I-II 2017	Q I-II 2016
Premiums written, gross	71,614	69,427
Change in the provision for unearned premiums	-5,982	-3,023
Premiums earned, gross of reinsurance	65,632	66,404
D.:	1.020	1.750
Reinsurance premiums	-1,830	-1,750
Change in the provision for unearned premiums	576	582
Premiums earned, ceded	-1,254	-1,168
TOTAL	64,378	65,236

€000	Q I-II 2017	Q I-II 2016
Interest income/expense		
Financial assets at fair value through profit and loss Classified as held for trading		
From bonds and other interest-bearing securities	386	647
Available-for-sale financial assets		
From bonds and other interest-bearing securities	837	733
Loans and receivables From deposits From cash and cash equivalents	5	12
TOTAL	1,229	1,393
Profit from disposals		
Available-for-sale financial assets		
From bonds and other interest-bearing securities	319	13
TOTAL	319	13
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	-337	-39
TOTAL	-337	-39
Investment expenses	-341	-31
TOTAL RETURN ON INVESTMENTS	870	69
Reconciliation of fair value reserve of available-for-sale		
financial assets	Q I-II 2017	Q I-II 201
Opening balance, available-for-sale financial assets	3,504	1,42
Unrealized result, available-for-sale financial assets, recognized	221	1.70
in comprehensive income Realized result, recognized in income statement	-231 -319	1,60 -1
Closing balance, available-for-sale financial assets	2,954	3,01
Total result in fair value available-for-sale financial assets	550	1.50
during the year	-550	1,59

Note 4. Claims incurred, net of reinsurance

€000	Q I-II 2017	Q I-II 2016
Gross		
Claims paid during the year related to that year	-23,076	-27,943
Claims paid related to previous years	-16,809	-14,156
Amounts recovered from salvage and recourses	4,090	4,910
Change in the provision for claims outstanding	-5,081	-4,077
Claims handling costs	-1,997	-1,865
TOTAL	-42,873	-43,131
Reinsurer's share		
Claims paid during the year related to that year	2	-
Claims paid related to previous years	11	19
Change in the provision for claims outstanding	848	491
TOTAL	861	510
Net		
Claims paid during the year related to that year	-23,074	-27,943
Claims paid related to previous years	-16,798	-14,137
Amounts recovered from salvage and regresses	4,090	4,910
Change in the provision for claims outstanding	-4,233	-3,586
Claims handling costs	-1,997	-1,865
TOTAL	-42,012	-42,621

Note 5. 1	Expenses
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€000	Q I-II 2017	Q I-II 2016
Personnel expenses	-9,861	-9,317
Commissions to intermediaries	-4,518	-4,956
Data processing	-920	-973
Expenses on premises	-1,038	-1,013
Office expenses (incl. communication expenses)	-435	-499
Other operating expenses	-1,333	-1,805
TOTAL =	-18,105	-18,563
Division of costs on the basis of functions:		
Insurance contract acquisition costs	-10 262	-11,217
Administrative expenses	-5 846	-5,481
Claims handling expenses	-1 997	-1,865
TOTAL	-18 105	-18,563
Note 6. Financial investments		
€000	30.06.2017	31.12.2016
Financial assets measured at fair value through profit and loss		
Classified as held for trading		
Bonds and other interest-bearing securities - listed, with a fixed interest rate (3.375%-5.5%;		
31.12.2016: 2.375%-5.5%)	13,957	35,722
Available-for-sale financial assets		
From bonds and other interest-bearing securities		
- listed	225,334	180,499
- unlisted	8,750	6,748
incl. with a floating interest rate incl. with a fixed interest rate (0.00%-3.75%;	92,688	93,405
31.12.2016: 0.04%-3.75%)	141,396	93,842
TOTAL	234,084	187,247
Loans and receivables		
Term deposits	11,004	22,002
FINANCIAL INVESTMENTS TOTAL	259,045	244,971

Term deposits earn an annual interest 0.05% (as of 31.12.2016: 0.05%).

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Division of bonds and other fixed income securiti by issuers	ies		
€000	30.06.2017	31.12.2016	
Issued by Estonian companies	4,322	4,314	
Issued by foreign governments	2,467	2,505	
Issued by foreign financial institutions	99,481	107,192	
Issued by foreign companies	141,771	108,957	
TOTAL	248,041	222,968	

Ratings of bond issuers (S&P)	Percentage of fair value	
	30.06.2017	31.12.2016
AAA	2.0%	4.6%
AA+ until AA-	24.1%	29.7%
A+ until A-	29.5%	31.5%
BBB+ until BBB-	27.4%	27.1%
BB	0.9%	0.5%
Non rated	16.1%	6.6%
TOTAL	100%	100%

Division of bonds and other fixed income securities by maturity terms

€000	30.06.2017	31.12.2016
up to 1 year	8,620	38,170
1-2 years	36,560	6,818
2-5 years	153,516	164,089
5-10 years	49,345	13,892
TOTAL	248,041	222,969

Deposits by maturity terms

€000	30.06.2017	31.12.2016
up to 6 months	-	-
6-12 months	11,004	22,002
TOTAL	11,004	22,002

Note 7. Property, plant and equipment

€000	Other PPE
Net book value 31.12.2015	765
Acquisition	206
Write-off	-1,343
Disposal	-88
Acquisition cost 31.12.2016	1,681
-incl. fully depreciated	514
Depreciation charge for the year	-335
Depreciation charge of sales and disposals	1,390
Accumulated depreciation 31.12.2016	-1,086
Net book value 31.12.2016	595
Acquisition	85
Disposal	-19
Acquisition cost 30.06.2017	1,747
-incl. fully depreciated	514
Depreciation charge for the year	-156
Depreciation charge of sales and disposals	17
Accumulated depreciation 30.06.2017	-1,225
Net book value 30.06.2017	522

Note 8. Liabilities related to insurance contracts and reinsurance assets

€000	30.06.2017	31.12.2016
Gross		
Provision for incurred and reported claims and		
claims handling expenses	63,849	62,165
Provision for incurred but not reported claims	30,619	27,222
Provision for unearned premiums	47,207	41,225
TOTAL	141,675	130,612
Reinsurer's share		
Provision for incurred and reported claims and	0.611	1.700
claims handling expenses	2,611	1,780
Provision for incurred but not reported claims	252	235
Provision for unearned premiums	1,277	702
TOTAL	4,140	2,717
Net		
Provision for incurred and reported claims and claims handling expenses	61,238	60,385
Provision for incurred but not reported claims	30,367	26,987
Provision for unearned premiums	45,930	40,523
TOTAL	137,535	127,895

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.

Transactions with members of the Management Board and members of the Supervisory Board

The Management Board members received a total of €426 thousand in remuneration, including social tax (2016 QI-II: €550 thousand). No termination benefits were paid to members of the Management Board during the reporting period (2016: €0). No remuneration was paid to members of the Supervisory Board in 2017 and 2016.

Insurance contracts with total premiums of €4 thousand were concluded with the management individuals in the financial period (2016 QI-II: €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 r		Indemnifica commission	
€000	Q I-II 2017	Q I-II 2016	Q I-II 2017	Q I-II 2016
If P&C Insurance Ltd (Sweden)	1,154	1,013	8	4
If P&C Insurance Company Ltd (Finland)	-6	48	_	4
	1,148	1,061	8	8

Receivables and payables related to the above transactions as of 30.06.2017 and 31.12.2016:

€000	30.06.2017	31.12.2016
Receivables		
If P&C Insurance Ltd (Sweden)	2	-
Payables		
If P&C Insurance Ltd (Sweden)	712	498
If P&C Insurance Company Ltd (Finland)	10	38
Total	722	536

Other related party transactions, transactions with other group companies

	Services purchased Services rendered		endered	
€000	Q I-II 2017	Q I-II 2016	Q I-II 2017	Q I-II 2016
Mandatum Life Insurance Baltic SE	-	-	14	15
Nordea Group companies	135	270	290	274
If P&C Insurance Ltd (Sweden)	40	-	68	64
If P&C Insurance Company Ltd				
(Finland)	-	-	154	-
Sampo Plc	256	243	-	-
If IT Services A/S	309	-	-	1
Support Services AS		-	50	25
Total	740	513	576	379

Receivables and payables related to the above transactions as of 30.06.2017 and 31.12.2016:

€000	30.06.2017	31.12.2016
Receivables		
Mandatum Life Insurance Baltic SE	3	-
Nordea Group companies	80	65
If P&C Insurance Ltd (Sweden)	15	13
Support Services AS	1	1
Total	99	79

	30.06.2017	31.12.2016
Payables		
Mandatum Life Insurance Baltic SE	-	2
Nordea Group companies	20	20
Sampo Plc	129	126
If P&C Insurance Ltd (Sweden)	46	7
Total	195	155

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

€000	30.06.2017	31.12.2016
Financial assets		
Nordea Group companies	11,004	22,002
€000	Q I-II 2017	Q I-II 2016
Investment income/expense		
Nordea Group companies	5	11