

Q4 2022 Presentation



Marcus Tillberg
Chief Executive Officer



Sofia Andersson
Chief Financial Officer

Highlights Q4

- Gross written premiums grew +2 % vs LY
- All operating segments contributed to growth in Net earned premiums
- Technical result grew by +24 % (adjusted for NRI related to the IPO process)
- Best quarter in company history with regards to total operating profit
- Increased partnerbase during the period – signed contract with Collector Bank
- Acquired Car Protect AS – Norwegian broker within car warranties
- Strong capital position – SCR 179 %
- Buy back program launched during the period – acquired 2,3 % of outstanding shares for 26,8 MSEK.
- The board intends to propose that the AGM in 2023 decide on a dividend of 2,85 SEK per share
- **Adjustment (relating to IPO process 2021):**
 - 8,5 MSEK Q4
 - 10,4 MSEK FY 2021



Financial summary Q4

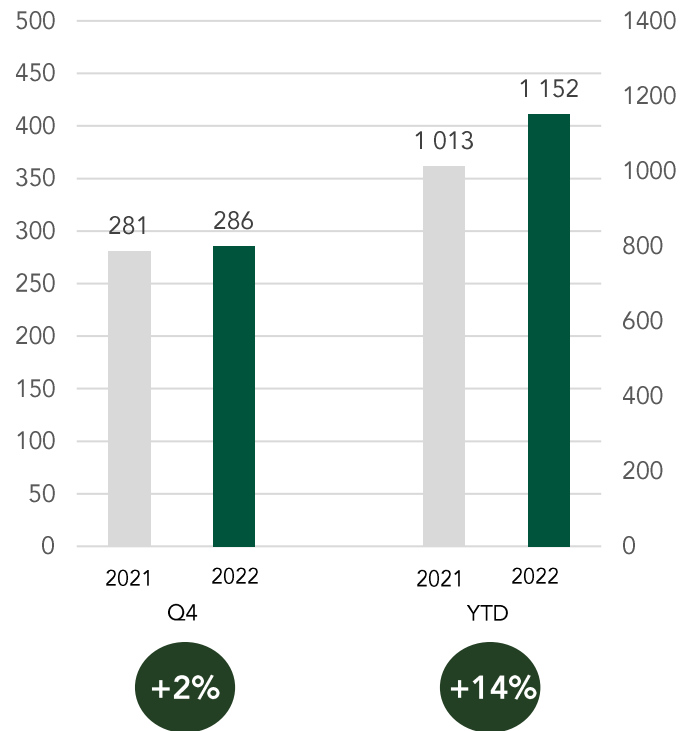
- GWP growth +2 %
- NEP growth +7 %
- Technical result* grew by +24 %
- Combined ratio (CoR) 86,1 %
- Result of asset management amounted to +20,7 MSEK
- Profit before tax* +54 %

* adjusted

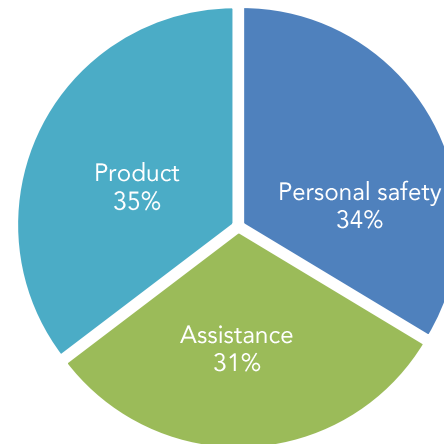


GWP development

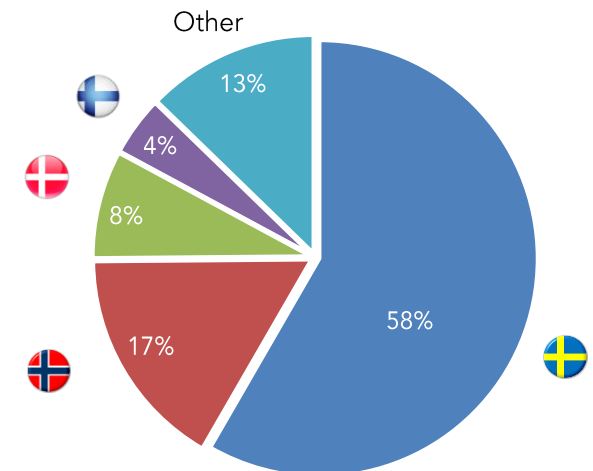
GWP (MSEK)



Segment split GWP (Q4)



Geographical split GWP (Q4)

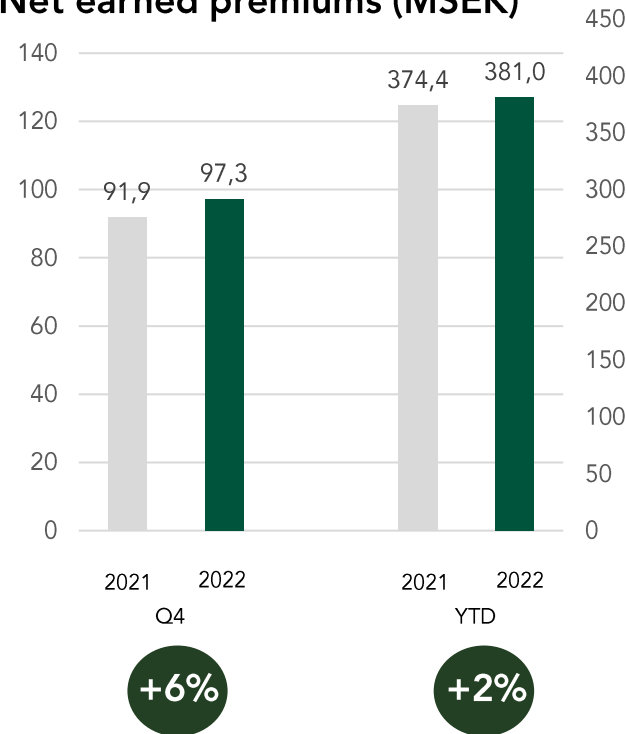


Personal safety

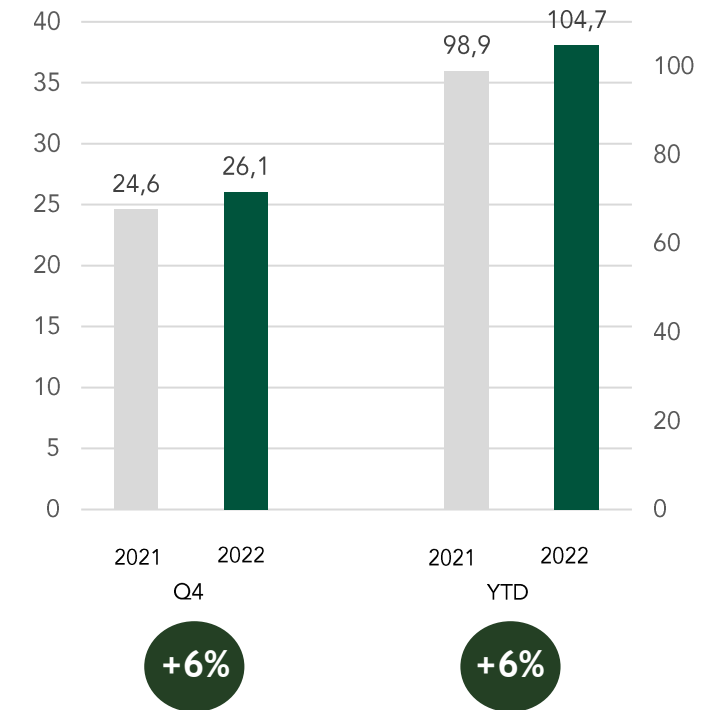
Highlights

- GWP increased by 2 % vs Q4 LY. The increase was primarily driven by the Swedish market
- NEP increased by 6 % vs Q4 LY
- Claims cost remains on pre-pandemic levels
- Gross profit and gross margin increased driven by increased sales volumes and lower claims cost
- New partner during the period – Collector Bank
- Launched Svea Bank beginning of January 2023.

Net earned premiums (MSEK)



Gross profit (MSEK)

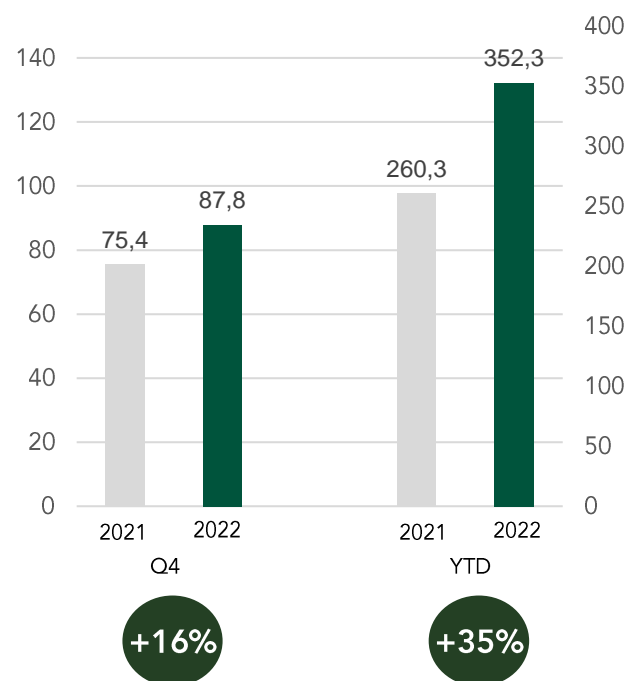


Assistance

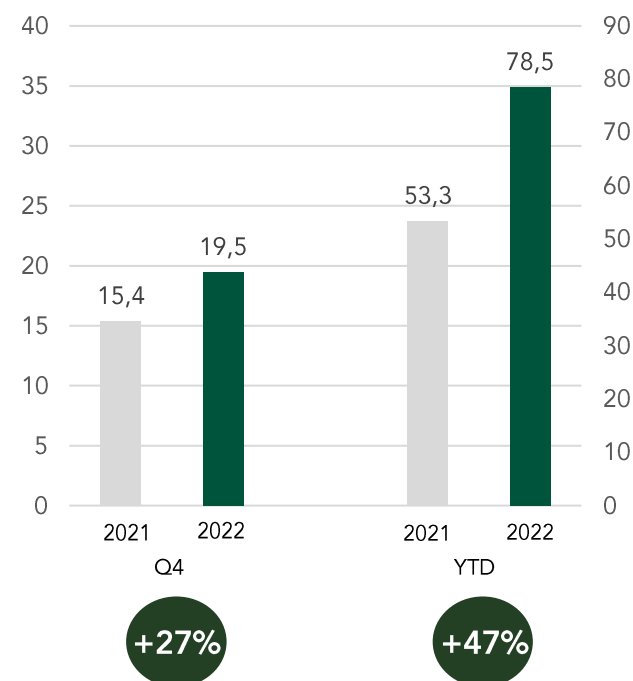
Highlights

- GWP increased by 9 % vs Q4 LY
- NEP growth 16 % vs Q4 LY, primarily driven by insurance products related to the travel industry
- Gross profit increased 27 % vs Q4 LY
- Gross margin improved during the period, mainly due to improved cost ratio
- Acquired Car Protect AS – Norwegian insurance broker of car warranties. Solid has taken over the business from January 1st 2023.

Net earned premiums (MSEK)



Gross profit (MSEK)

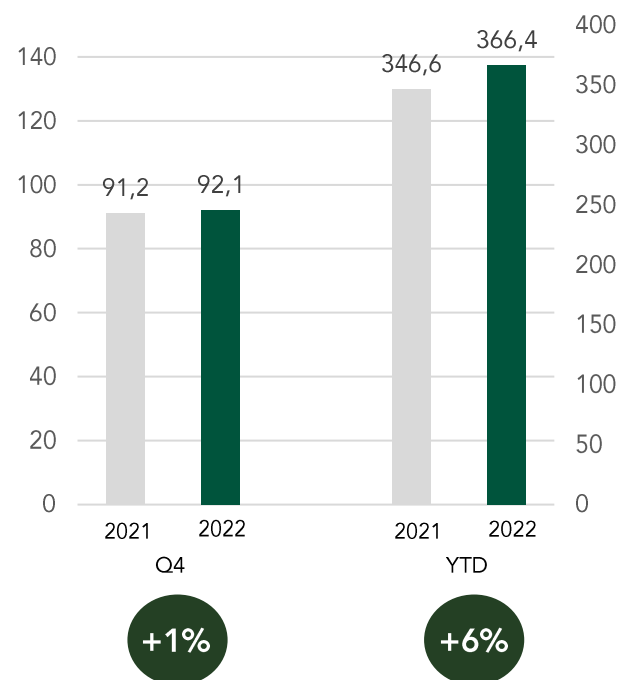


Product

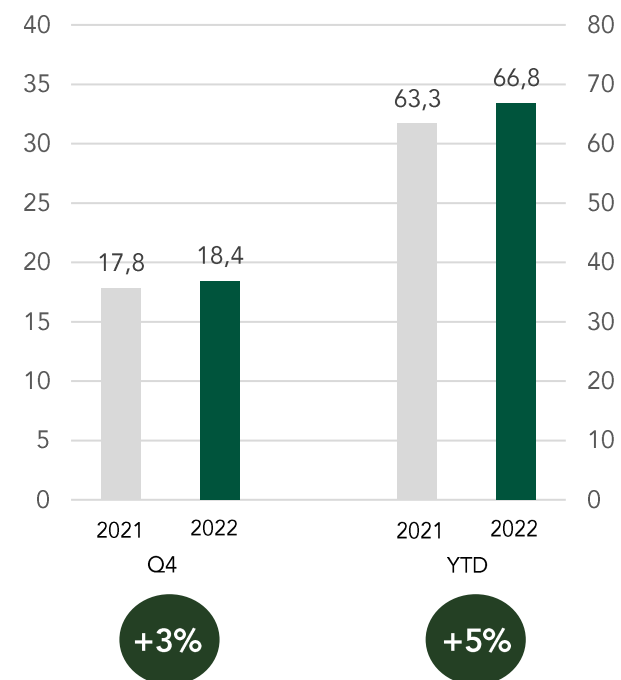
Highlights

- GWP decreased by 4 % in comparison with Q4 LY, mainly explained by lower sales volumes related to the homeelectronics and bicycle market in Sweden.
- NEP growth 1 % mainly related to home electronic insurances in the Danish market.
- Gross margin improved vs Q4 LY, mainly due to improved loss ratio

Net earned premiums (MSEK)



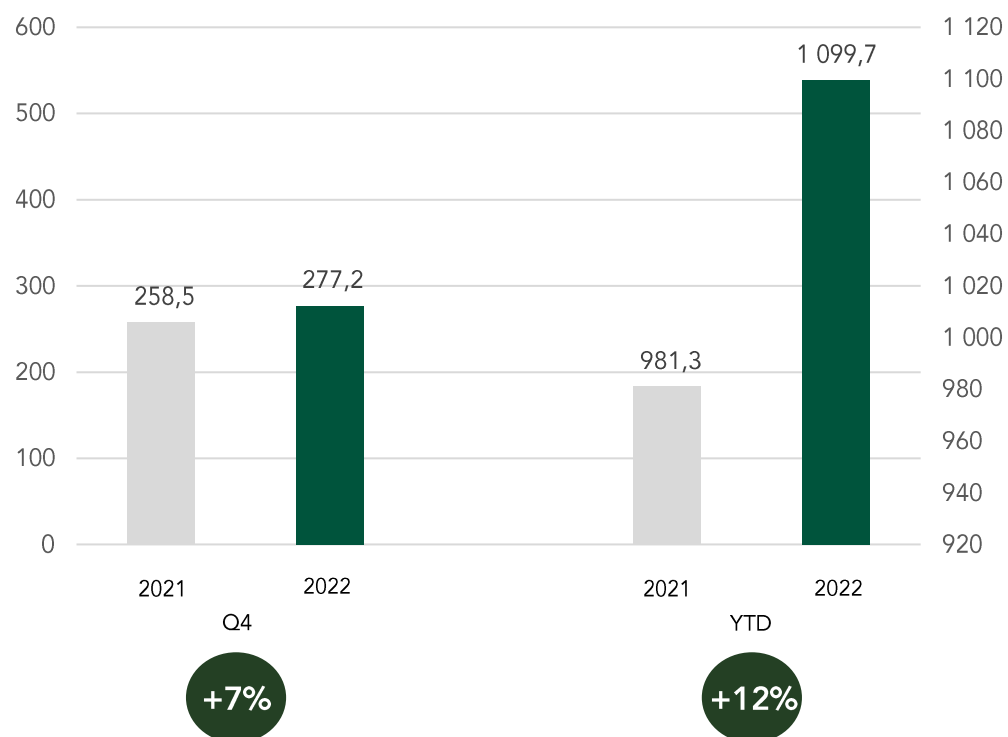
Gross profit (MSEK)



Q4 in figures

NEP development

Net earned premiums (MSEK)



Comments

Q4 2022 vs Q4 2021

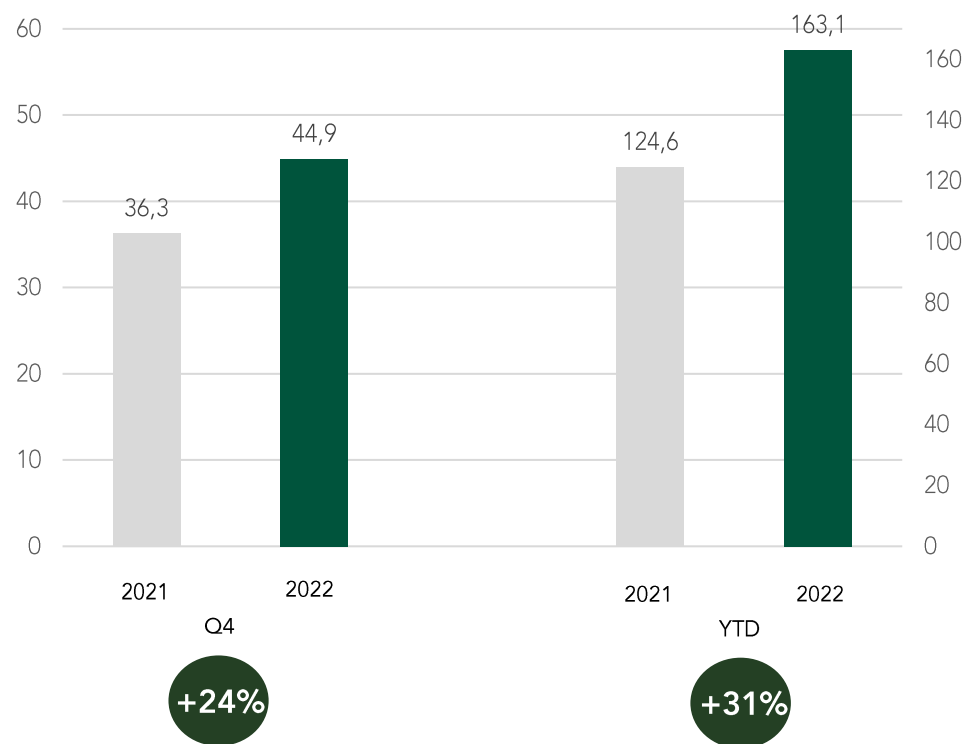
- NEP grew by 7 %. Growth was driven by all segments, mainly Assistance.
- Insurance products relating to travel continued to show strong growth.
- Growth in insurance concepts related to car warranties slowed down in Q4 vs previous quarters.
- Personal Safety grew by 6 % in Q4 driven by the Swedish market.
- Product grew by 1 % in Q4 driven by insurance products relating to the homeelectronics market in Denmark.

FY 2022 vs FY 2021

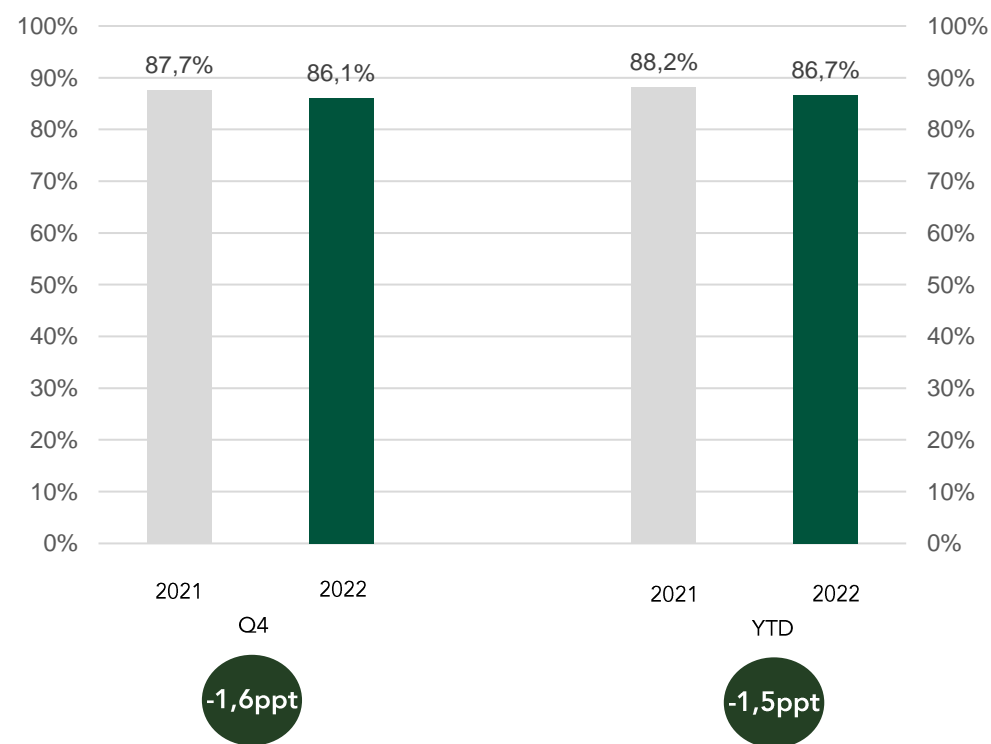
- NEP growth amounted to 12 %
- All segments increased vs LY but growth was mainly driven by the very strong development within Assistance, 35 %, (travel insurance concepts and car warranties).
- Growth in Product was primarily driven by insurance products relating to the homeelectronics market in Denmark and to insurance concepts relating to the optics industry.
- Growth in Personal Safety was mainly related to PPI in the Swedish market.

Technical result & Combined ratio (adjusted)

Technical result (MSEK)



Combined ratio

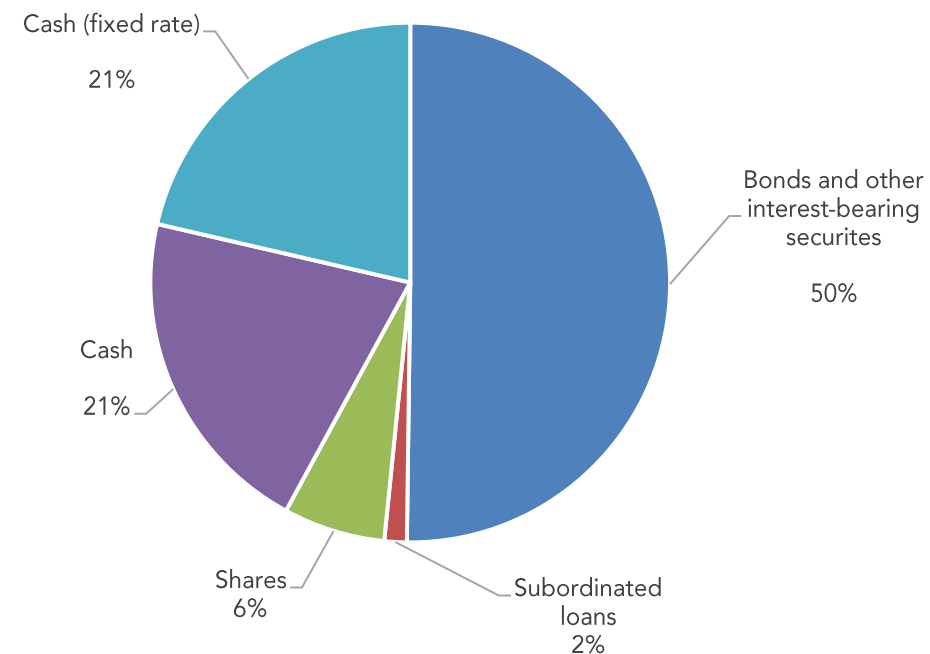


Asset management

Investment portfolio MSEK

	2021-12-31	2022-12-31
Bonds and other interest-bearing securites	576	721
Subordinated loans	29	20
Shares	79	91
Cash	613	297
Cash (fixed rate)	0	307
Total investment assets	1 297	1 436

As per 2022-12-31

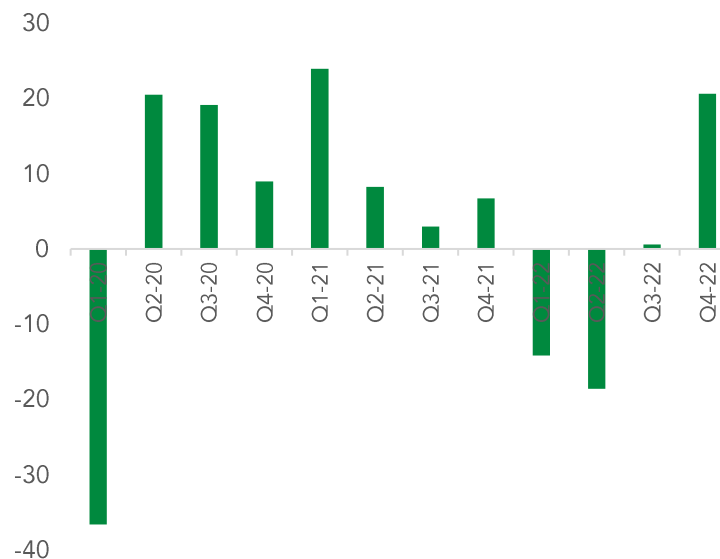


Asset management

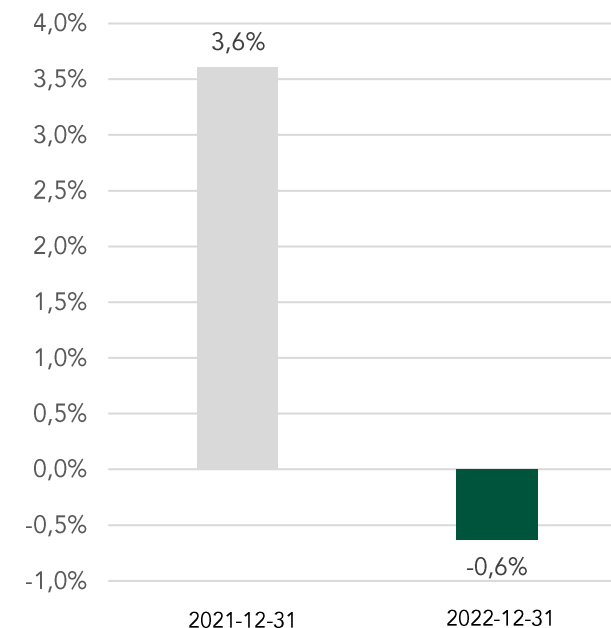
Result of asset management (MSEK)

	Q4 2021	FY 2021	Q4 2022	FY2022
Total investment income	4,6	25,1	9,3	29,8
Investment charges	-0,6	-2,2	-0,6	-2,9
Unrealised gains/losses on investment assets recognised through profit or loss				
Shares and participating interest	5,9	20,1	10,9	-14,2
Bonds and other bearing securities	-3,2	-1,0	0,8	-24,2
Total unrealised gains/losses on investment assets	2,8	19,0	11,7	-38,5
Result of asset management	6,7	41,9	20,7	-11,5

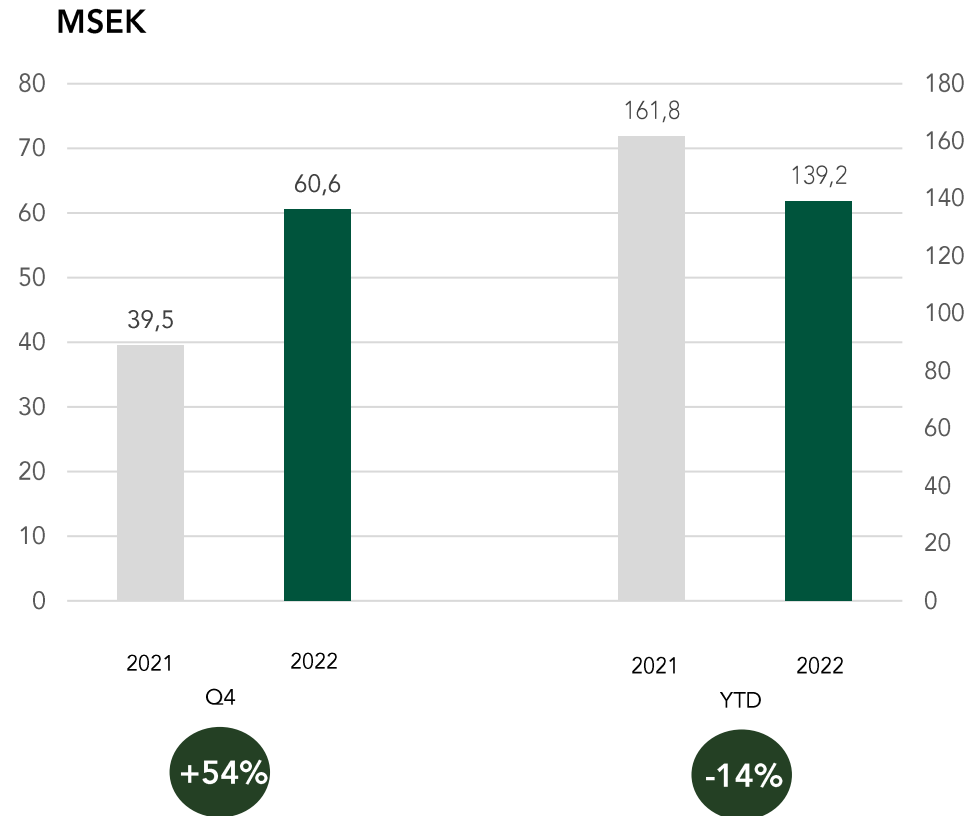
Result of asset management



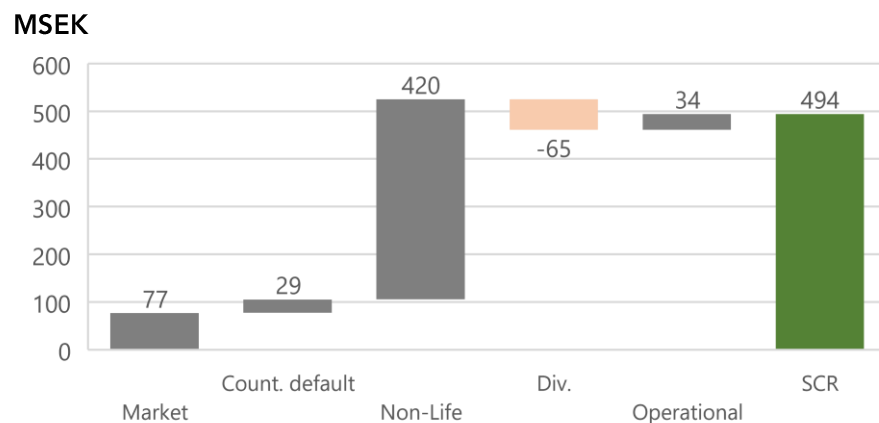
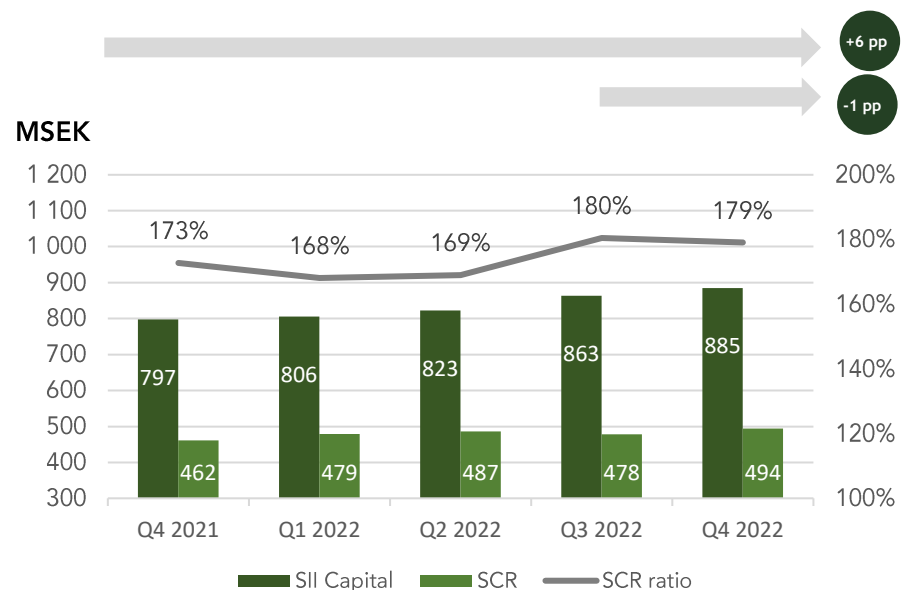
Total return



Profit before tax (adjusted)



Solvency capital requirement (SCR)



Comments

- SCR 2022-12-31: 179 % implying a decrease of 1 pp in comparison with Q3 2022
- Favourable growth of the SII Capital due to positive profits in period reduced by buy-back of own shares
- Increase in SCR mainly from growth in Non-Life insurance risk due to updated view on future exposure

Going forward - outlook

Our environment

- Challenging market climate
- Heading into recession
- Further interest rate increases to be expected
- Challenging times for the consumer – disposable income has decreased due to rising costs

Impact on Solid

- The current market climate is impacting the retail industry and the used car market
- Historic impact on Solid in downturns has been limited – however, it is still difficult to assess the impact from current dynamics in market
- Increased interest rates has a positive effect on our investment portfolio



Summary Q4

- Best quarter in company history with regards to total operating profit
- Net earned premiums grew by 7%
- Technical profit grew by +24%
- Increased partnerbase during the period – signed contract with Collector Bank
- Strong capital position – SCR 179 %
- Buy back program – will resume after Q4 report
- The board intends to propose that the AGM in 2023 decide on a dividend of 2,85 SEK per share



A man in a green t-shirt and dark shorts stands with his back to the camera, leaning against a large tree trunk. A black mountain bike with purple accents is leaning against the same tree. The scene is set on a rocky shore next to a calm lake, with a forested shoreline visible in the distance. The text "Thank you!" is overlaid in white on the left side of the image.

Thank you!