

Q4 2023 Presentation



Marcus Tillberg
Chief Executive Officer



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Chief Financial Officer

Highlights Q4

Highest Profit before tax, both for the period as well as full year.

- Gross written premiums at the same level as LY.
- Net earned premiums decreased by -3 % vs LY.
- Net earned premiums within segments Product and Assistance decreased by -12 % respectively -8 % vs LY.
- Within segment Personal Safety Net earned premiums grew by 10 % vs LY.
- Technical result decreased by -16 % vs LY and amounted to 38,0 MSEK (44,9).
- Strong performance in the investment portfolio during the period, 33,2 MSEK (20,7).
- Profit before tax increased by 6 % vs LY and amounted to 64,4 M (60,6). Profit before tax YTD increased by 58 % vs LY and amounted to 219,8 MSEK (139,2).



Growing underlying business – buy back and dividend

- Increased partnerbase during the period – signed contract with Bike benefits.
- Contract with Amtrust international signed during the period relating to the run-off from the acquired Car protect AS in Norway. Positive GWP impact of 14,5 M.
- Prepared to launch Norion Bank (Collector).
- Buy back program continued during the period until January 5. By year end, a total of 679 874 shares had been acquired of the total mandate of 964 176 shares (71 %). The buy back program will resume after the release of the Q4 report.
- The board intends to propose that the AGM in 2024 decide on a dividend of 4,50 SEK (2,85) per share.



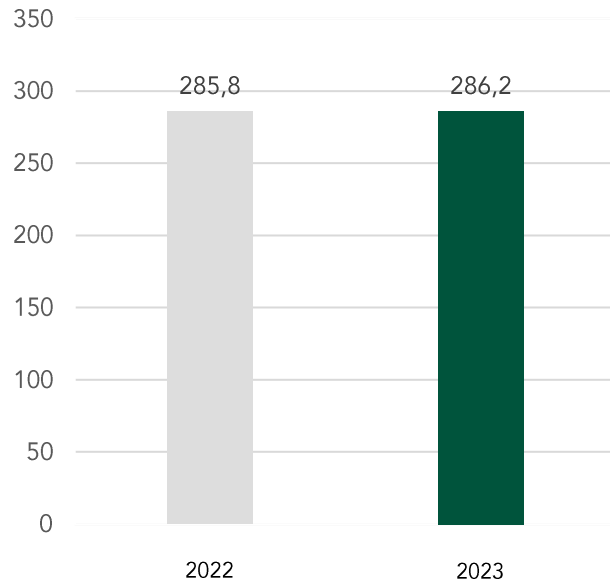
Financial summary Q4

- GWP at the same level as LY.
- NEP decreased by -3 % vs LY.
- Technical result decreased by -16 % vs LY.
- Combined ratio (CoR) 88,8 %.
- Result of asset management amounted to 33,2 MSEK.
- Profit before tax +6 % (64,4 MSEK).



GWP development

GWP (Q4)

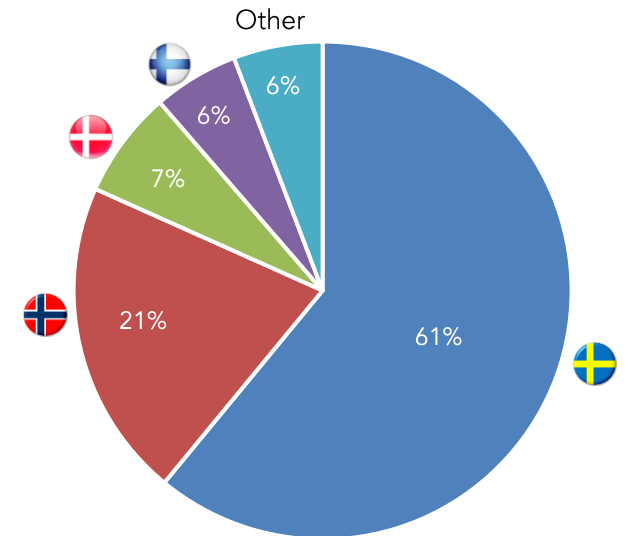


+/- 0%

Segment split GWP (Q4)



Geographical split GWP (Q4)

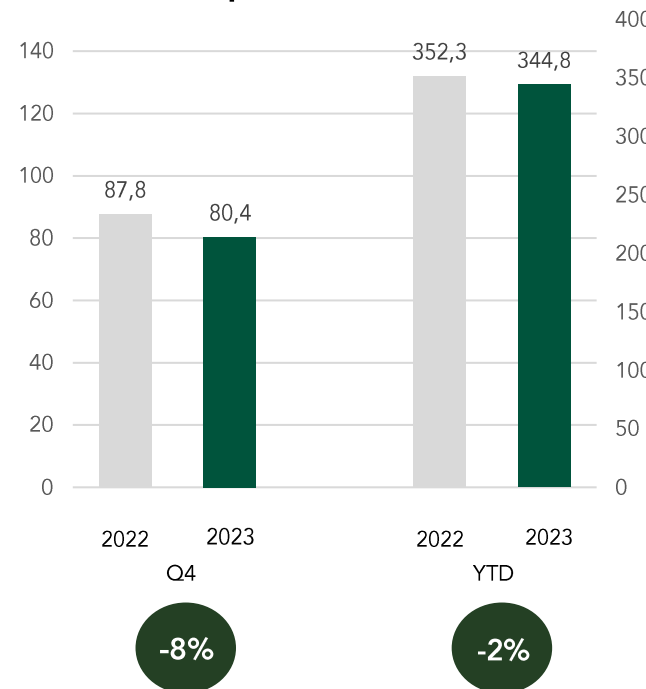


Assistance

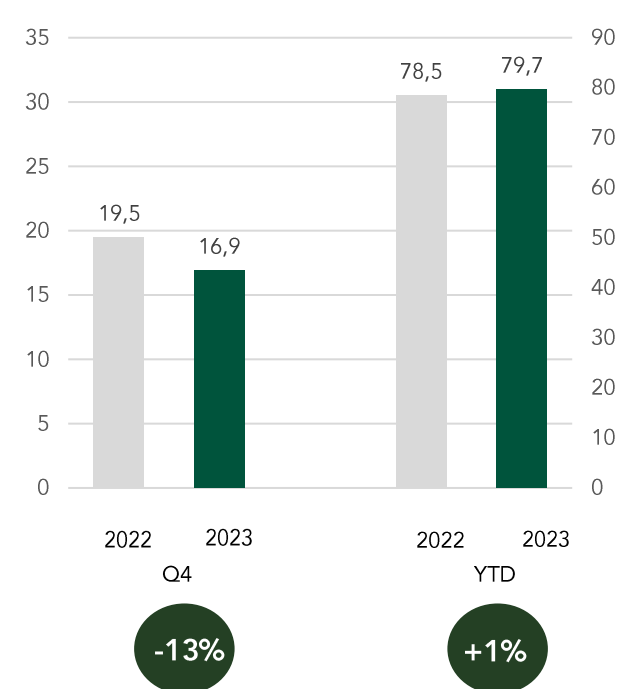
Highlights Q4

- GWP increased by 11% vs LY, driven by a one-time effect regarding the run-off portfolio generated from the acquired Car Protect AS in Norway. Excluding this effect sales decreased by -6 % due to lower sales within travel insurance. Sales within car warranties grew during the period.
- NEP decreased by -8 %, driven by lower sales with regards to insurance products related to the travel industry.
- Gross profit decreased by -13 % vs LY, mainly explained by lower NEP and relatively higher claims cost. As a result from changed partner- and product mix, the aquisition cost was relatively lower vs LY.
- Slightly lower gross margin vs LY driven by lower NEP and relatively higher claims cost.
- Launched IT system relating to car warranties in the Norwegian market.

Net earned premiums



Gross profit

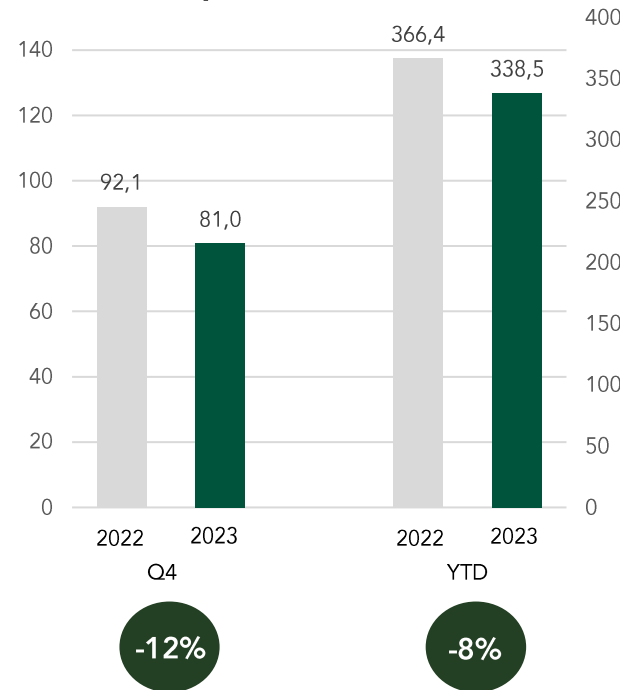


Product

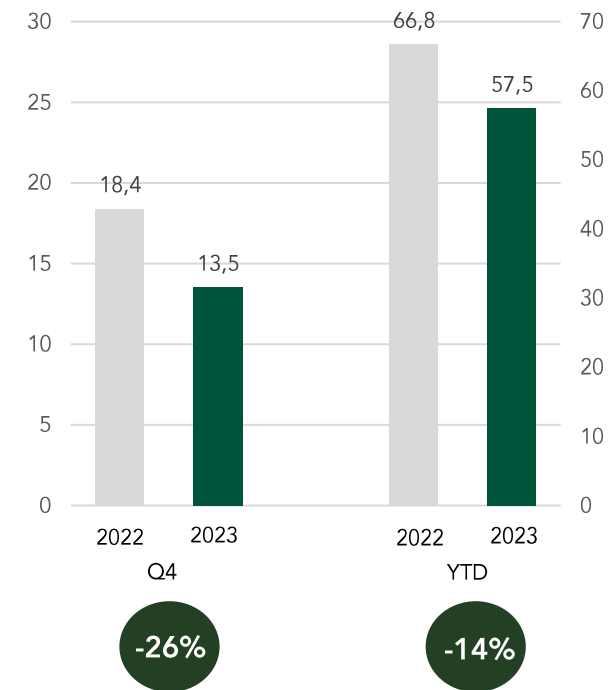
Highlights Q4

- GWP decreased by -10 % vs LY, mainly explained by lower sales volumes within the home electronic market in Sweden, Norway and Denmark.
- NEP decreased by -12 % vs LY, mainly related to home electronic insurances in the Swedish market.
- Gross profit decreased by -26 % vs LY, mainly explained by the negative development in sales volumes and NEP.
- Gross margin decreased vs LY, mainly due to changed partner- and product mix resulting in relatively higher aquisition cost and to relatively higher claims cost.

Net earned premiums



Gross profit

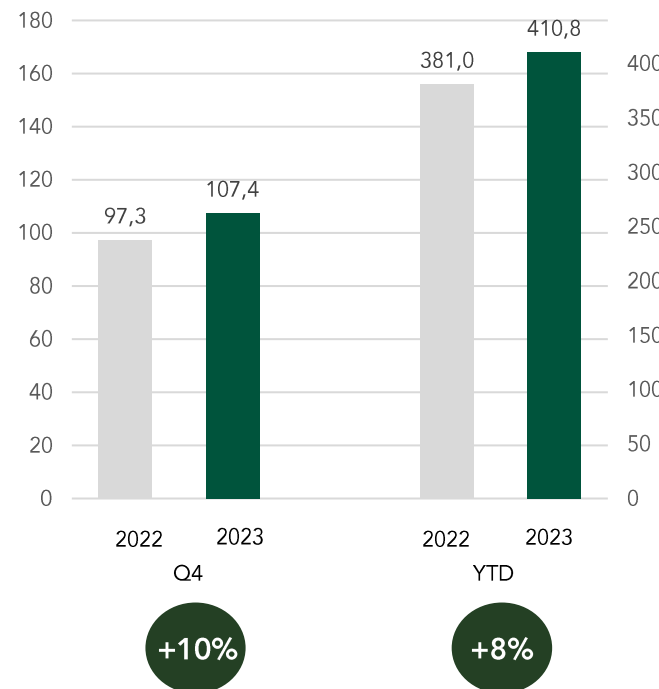


Personal safety

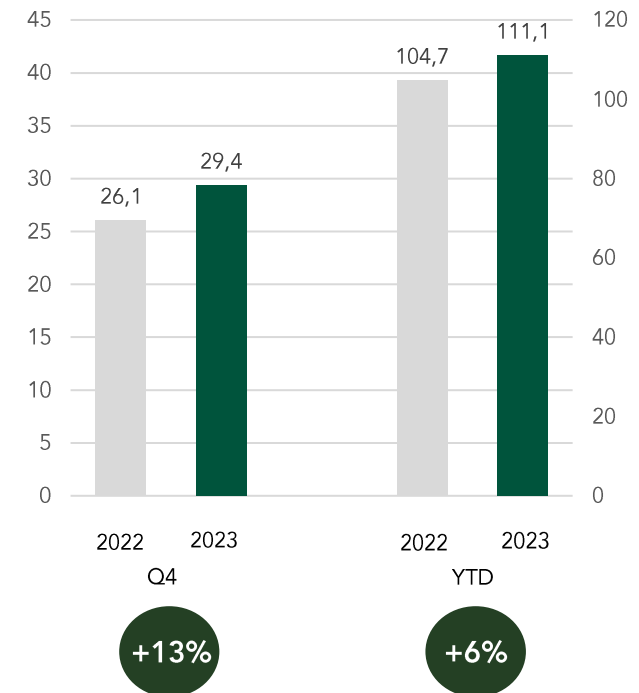
Highlights Q4

- GWP increased by +2 % vs LY, driven by the Swedish, Finnish and Danish market. Sales volumes in Norway decreased during the period due to our largest partner adapting to regulatory requirements.
- NEP increased by +10 % vs LY.
- Sligh increase in claims cost during the period, which was related to higher claims cost in the Swedish and Danish market.
- Gross profit increased by +13 % vs LY and gross margin improved, mainly driven by increased NEP.
- Preparing to launch Collector Bank Q1 2024.

Net earned premiums

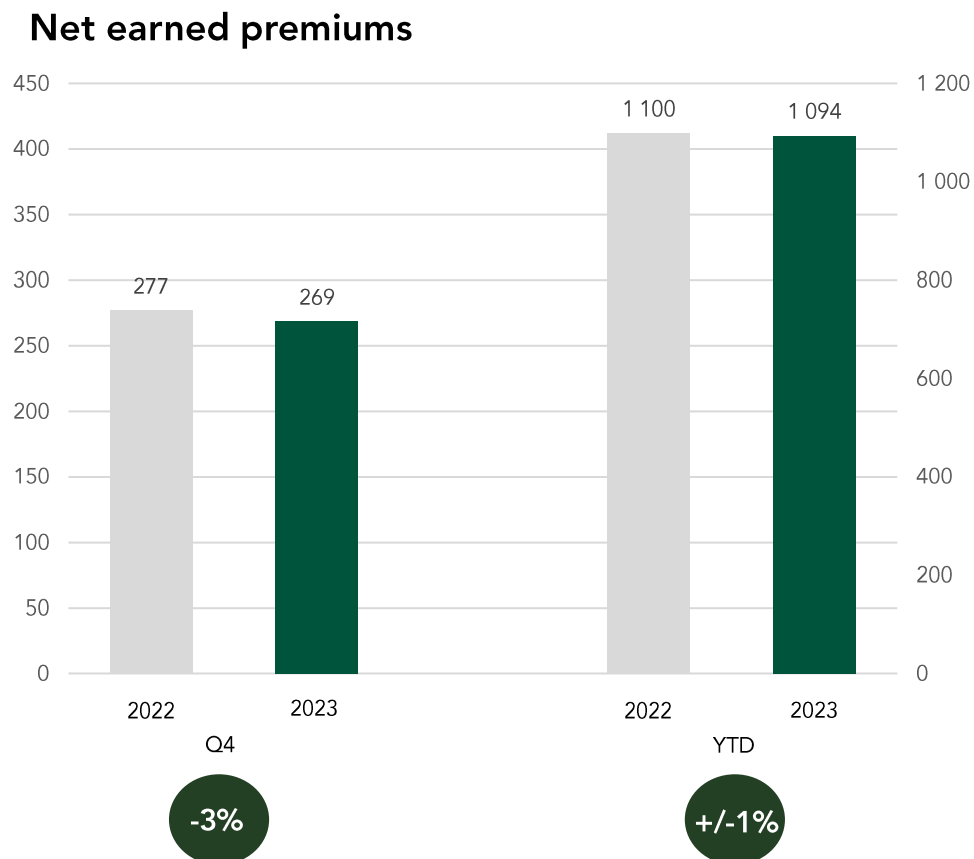


Gross profit



Q3 in figures

NEP development

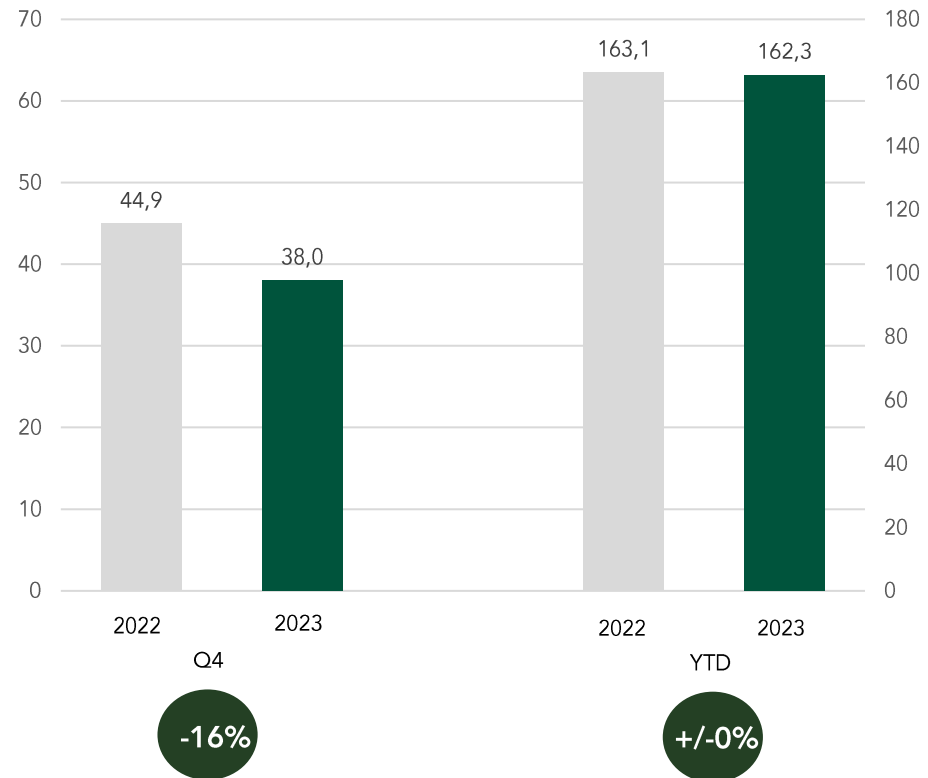


Comments

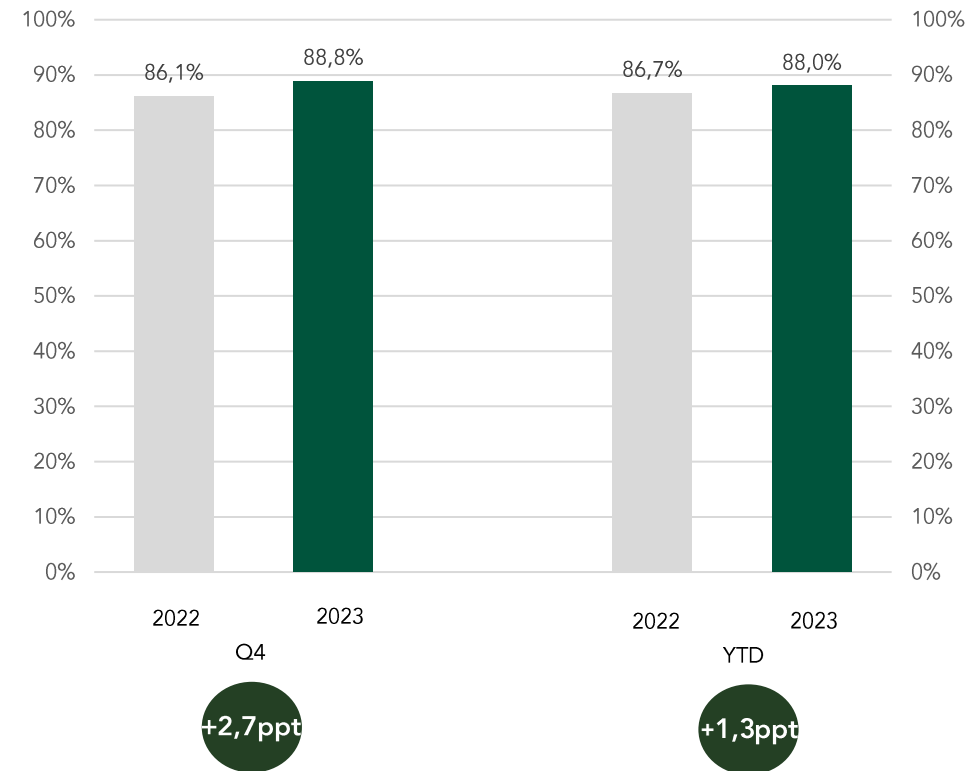
- NEP decreased by -3 % vs LY, mainly related to segments Product and Assistance. NEP within Personal Safety grew vs LY driven by the Swedish, Finnish and Danish markets.
- Insurance concepts related to car warranties grew vs LY both in Sweden and Norway.
- NEP YTD was in line with LY and amounted to 1 094 MSEK.
- NEP YTD in Product decreased by -8 % vs LY, mainly related to insurance concepts for home electronics, optics and bicycles.
- NEP YTD in Personal Safety increased by +8 % vs LY, primarily related to PPI in the Swedish and Finnish market.
- NEP YTD in Assistance decreased by -2 % vs LY. The decrease was related to travel insurance concepts whereas insurance concepts related to car warranties increased vs LY, in Norway as a result of the acquisition of Car Protect AS in the beginning of 2023.

Technical result & Combined ratio

Technical result



Combined ratio

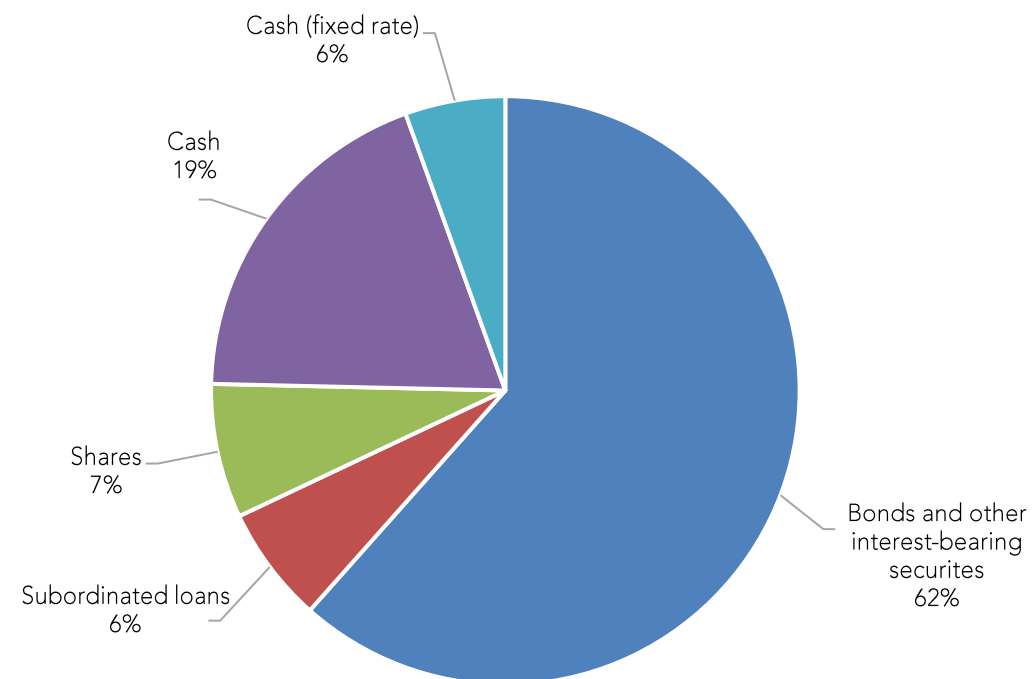


Asset management

Investment portfolio MSEK

	2022-12-31	2023-09-30	2023-12-31
Bonds and other interest-bearing securities	719	871	883
Subordinated loans	20	42	92
Shares	91	90	106
Cash	297	316	274
Cash (fixed rate)	307	84	79
Total investment assets	1 434	1 403	1 434

As per 2023-12-31

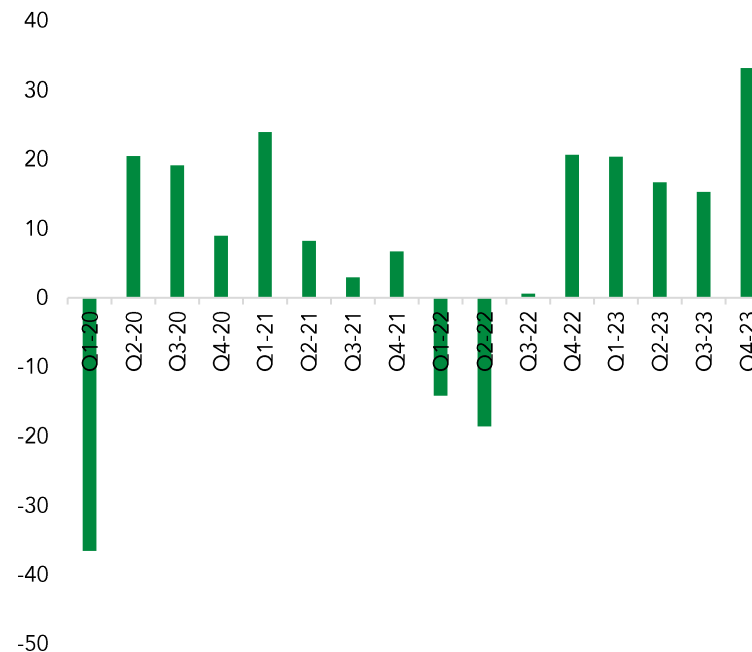


Asset management

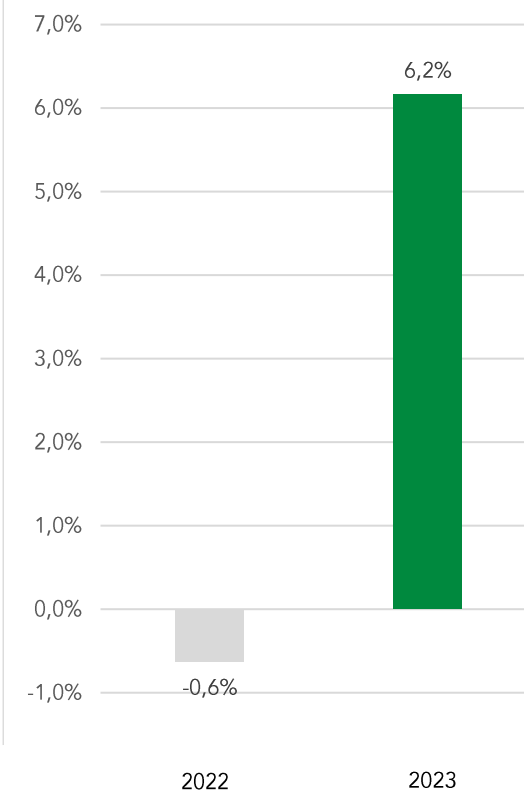
Result of asset management (MSEK)

	Q4 2022	Q4 2023
Total investment income	9,6	21,8
Investment charges	-0,6	-0,7
Unrealised gains/losses on investment assets recognised through profit or loss		
Shares and participating interest	10,9	6,5
Bonds and other bearing securities	0,8	5,5
Total unrealised gains/losses on investment assets	11,7	12,0
Result of asset management	20,7	33,2

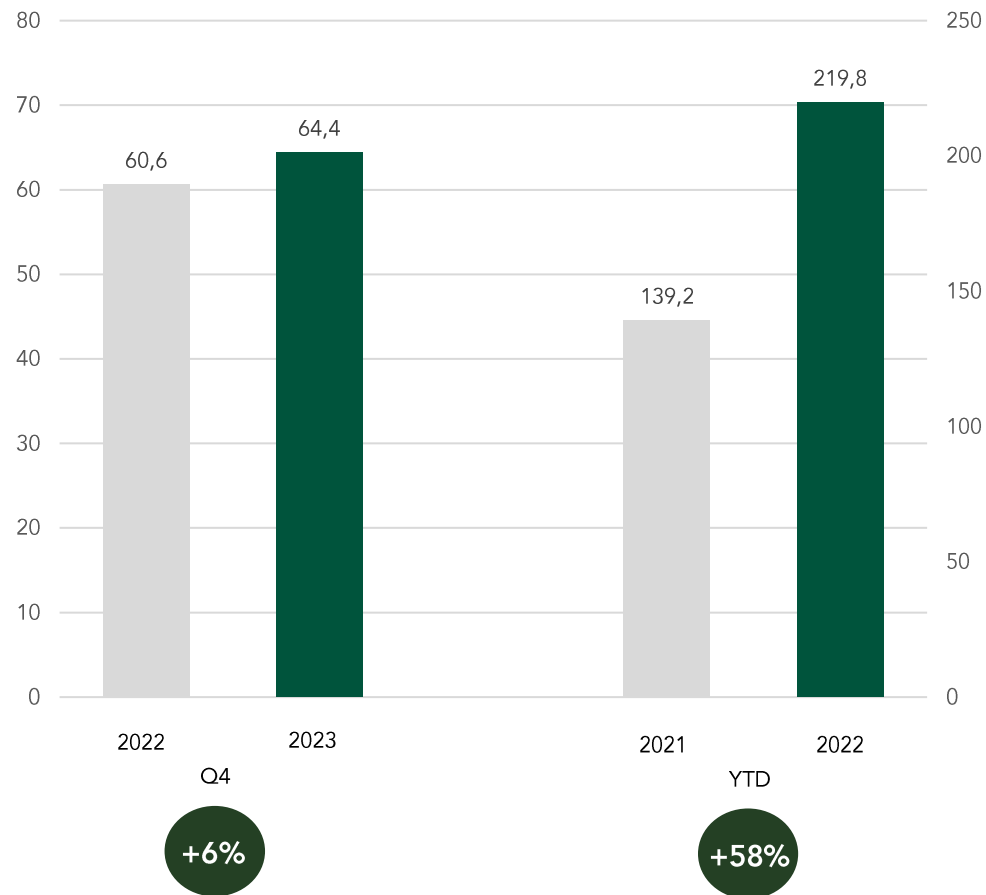
Result of asset management



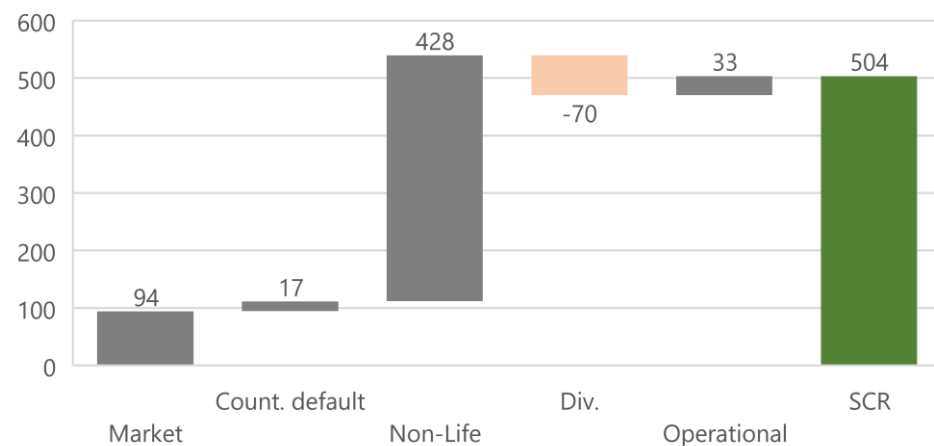
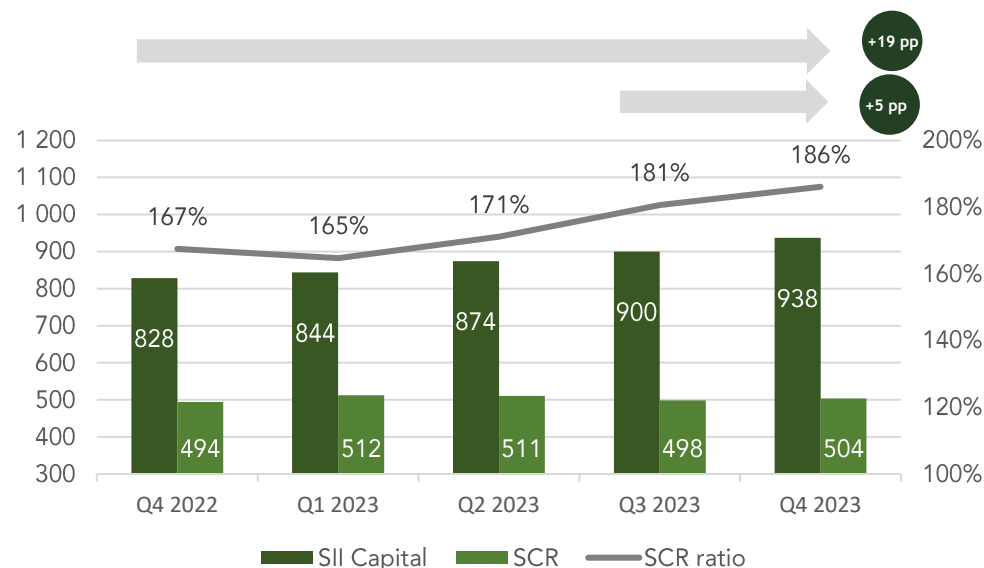
Total return



Profit before tax



Solvency capital requirement (SCR)



Comments

- +19 pp** - Q4 2022 are adjusted for foreseeable dividends while Q4 2023 are not.
- +5 pp** - SCR ratio Q4 2023: 186 % shows an increase of 5 pp compared to Q3 2023.
- Favourable growth of the SII Capital due to positive profit in period reduced by buyback of own shares.
- SCR increase mainly driven by higher exposure to market risks.

Going forward - outlook

Our environment

- Interest rates have stabilized and we do not expect further increases.
- Challenging times for the consumer.

Impact on Solid

- The current market climate impacts the retail industry and travel 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 have a positive effect on our investment portfolio.



Summary Q4

- Profit before tax grew 6 %.
- Strong quarter in the investment portfolio.
- Net earned premiums decreased by -3 %.
- Increased partnerbase during the period.
- Strong capital position – SCR 186 %.
- Buy back program continued during the quarter and will resume after the release of the Q4 report.
- Highest Profit before tax, both for the period as well as full year.
- Proposed dividend of 4,50 SEK per share – an increase of 58 % compared to LY (2,85).



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 large white letters on the left side of the image.

Thank you!