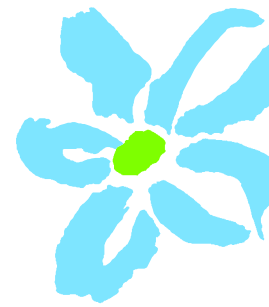


Topdanmark

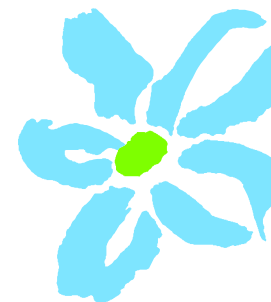
Presentation

June 2000



Topdanmark's goals

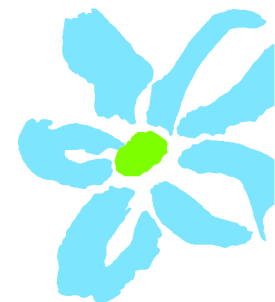
- **To create value for its shareholders**
- **To ensure that the Topdanmark share is both attractive and liquid**
- **To carry out non-life and life insurance in the Danish market**



How Topdanmark intends to create value

Operations

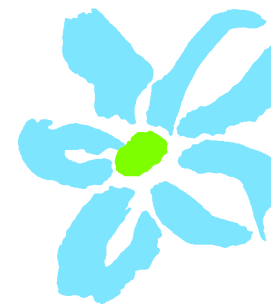
- **An increase in premium income higher than the market**
 - **Multidistribution**
- **A declining expense ratio**
 - **IT**
 - **Integration between Topdanmark Forsikring and Danica / Danske Forsikring**



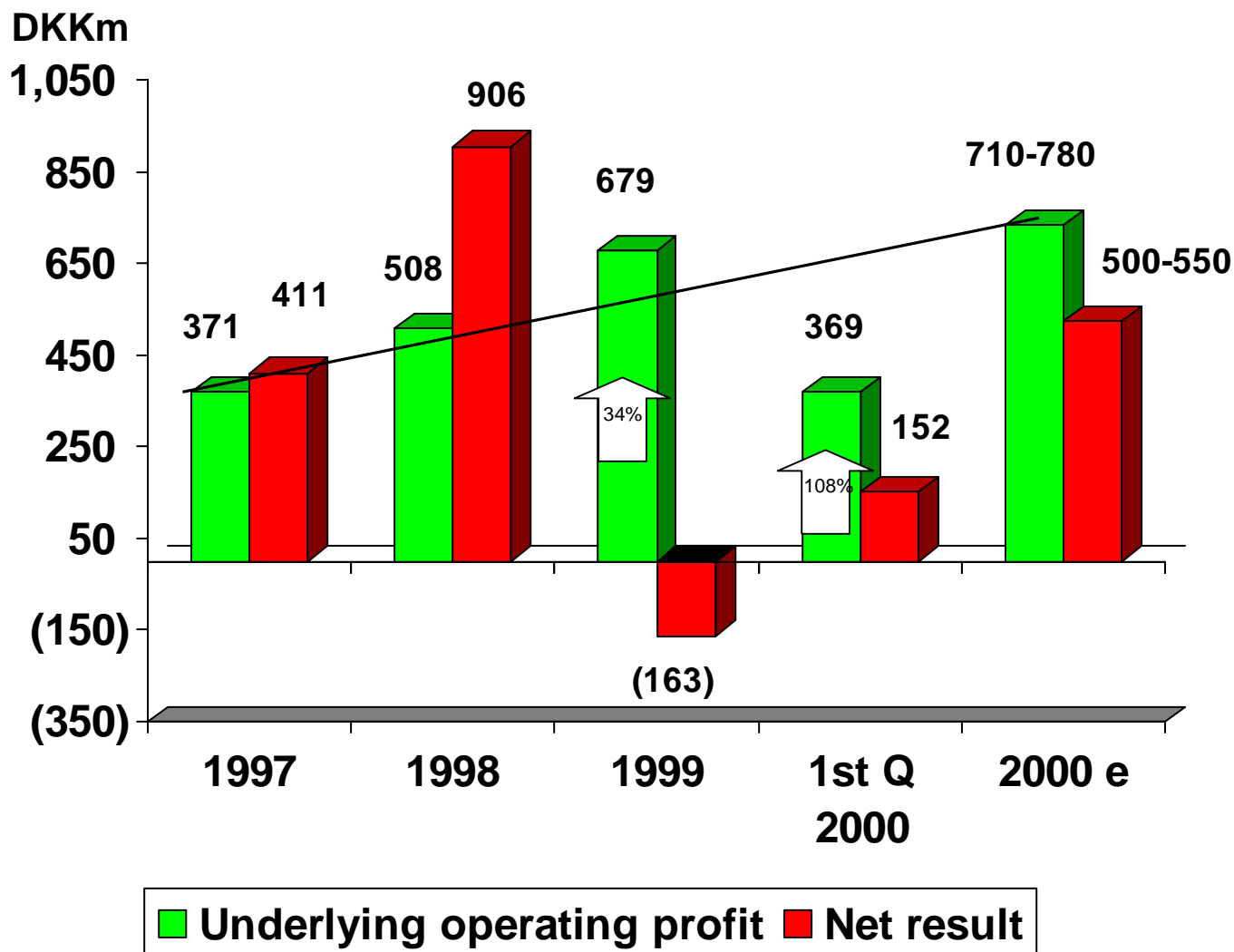
How Topdanmark intends to create value

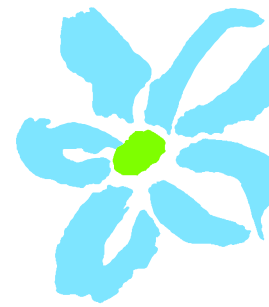
Capital structure

- **Topdanmark is an insurance company - not an investment trust**
 - **Low solvency margin- high gearing**
 - **High exposure to insurance - low exposure to investments**
 - **Share buy-back programme**

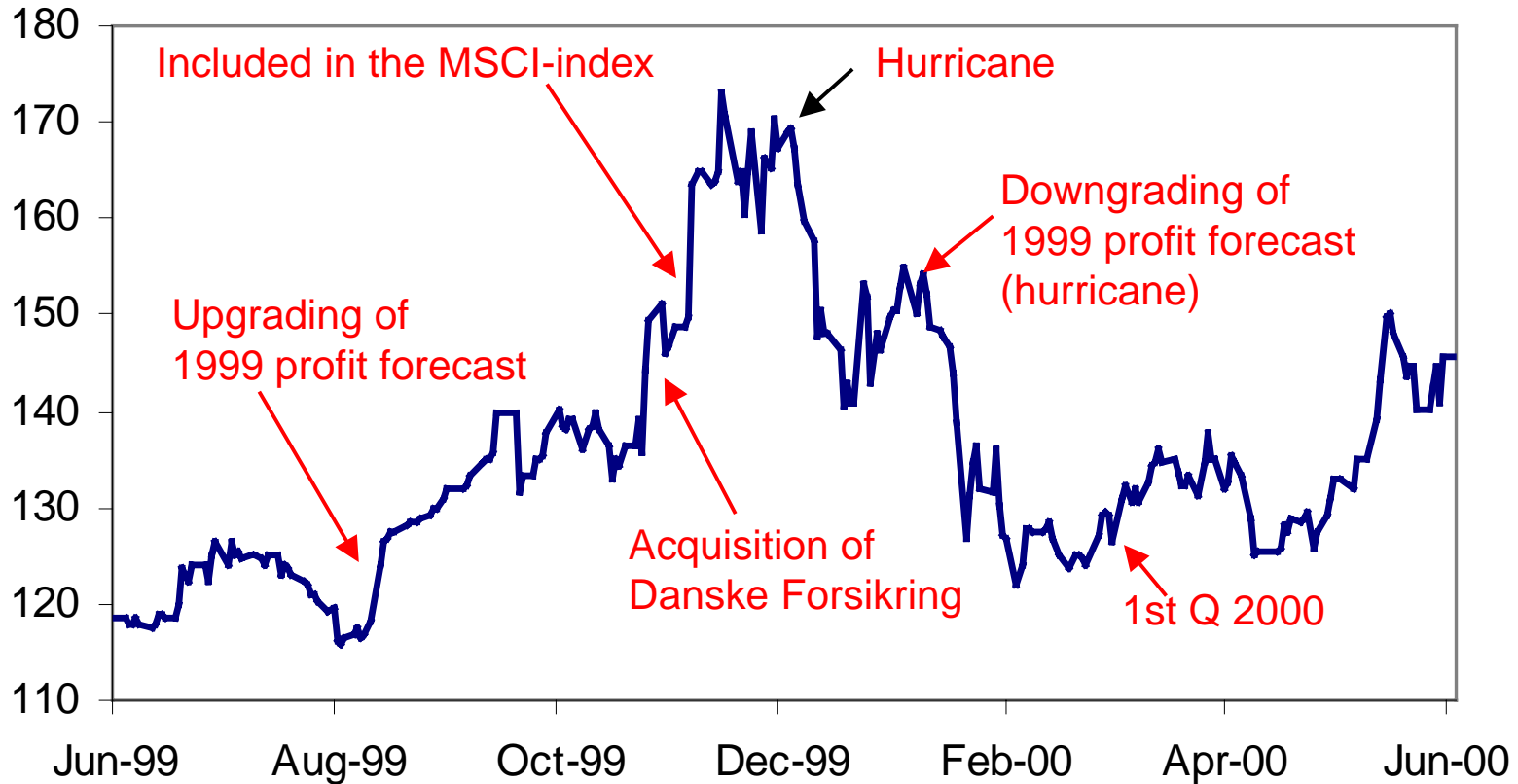


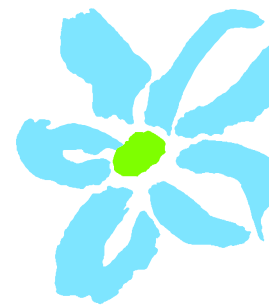
Trend in results





The Topdanmark share

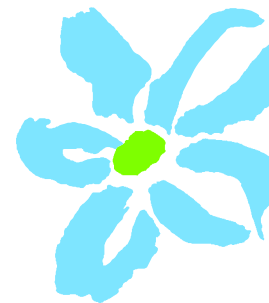




Non-life insurance

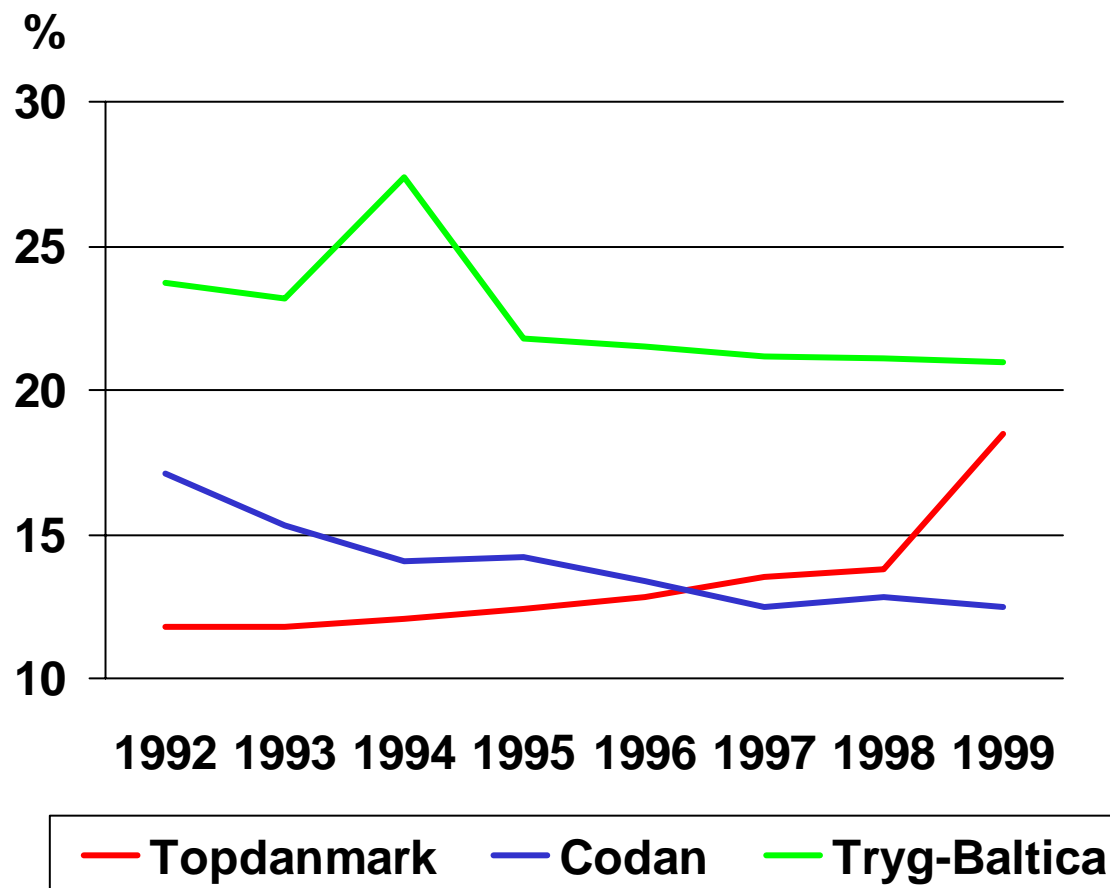
- **Goals**
 - To improve Topdanmark's position in the Danish market
- **Means**
 - Own sales channels
 - Sales through alliance partners
 - Acquisitions

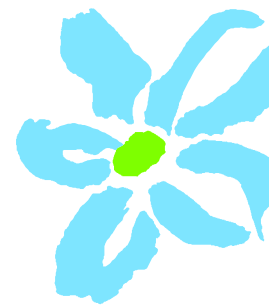
} Multidistribution
- **Prospects**
 - Premium increases
 - Increase in reinsurance ceiling
 - Increased use of new technology
 - Internet
 - Growth in critical illness and health insurance
 - Stock exchange listing of if....?



Non-life insurance

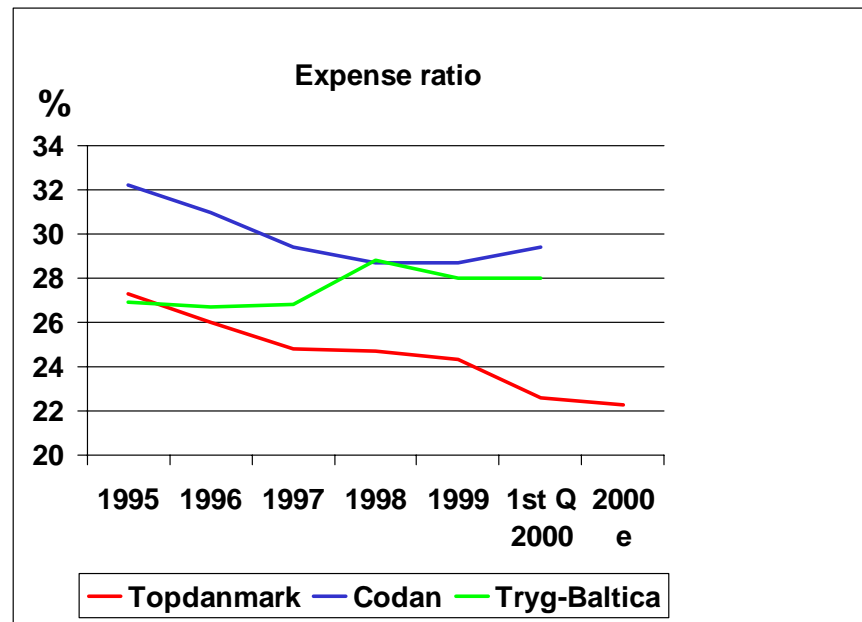
Trend in market shares

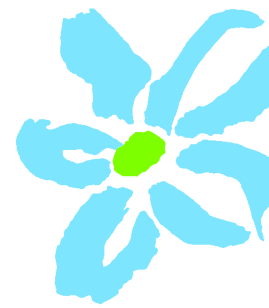




Non-life insurance

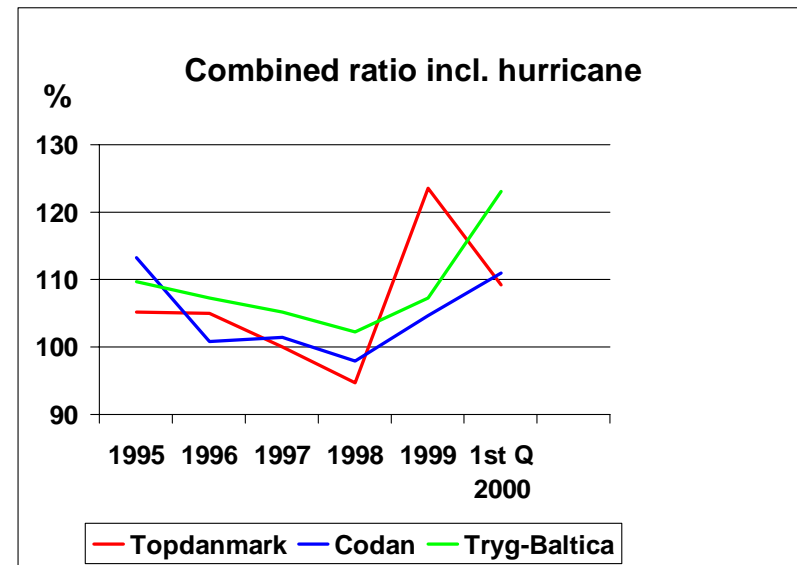
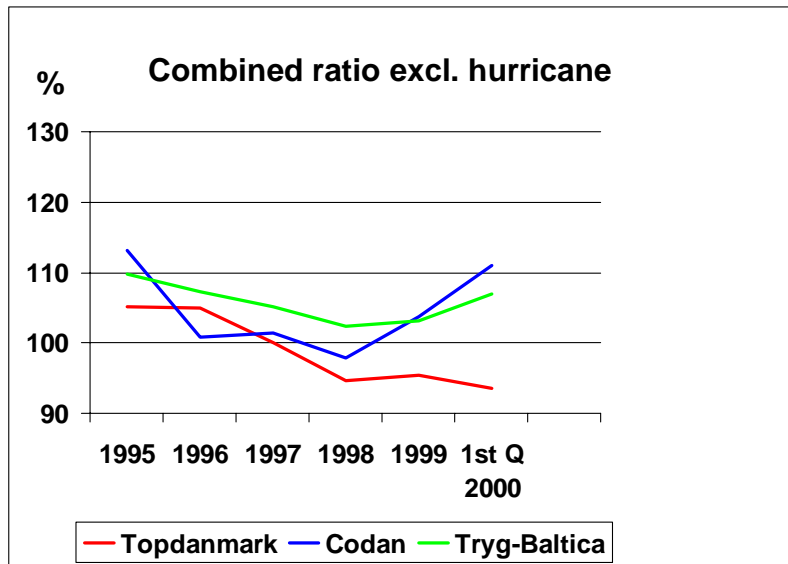
- **Topdanmark has the lowest expense ratio in the sector**
- **Expected to decrease from 24.3% in 1999 to 22.0-22.5% in 2000**

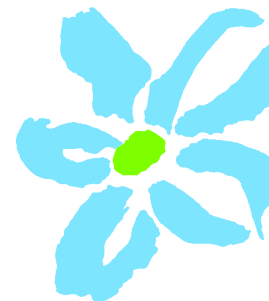




Non-life insurance

- **Low combined ratio because of low expense ratio and low risk portfolio**
- **1999 and 1st Q 2000 an exception because of the hurricane**

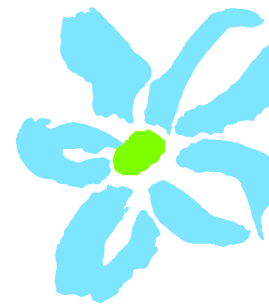




Non-life insurance

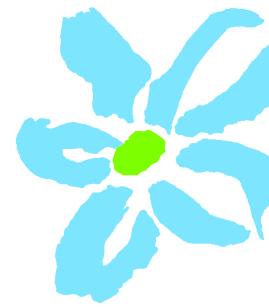
Purchase of Danske Bank's non-life insurance activities as at 31 December 1999

- **Take-over of non-life insurance portfolio of DKK 1.3bn**
- **Five-year distribution agreement with Danske Bank**
 - **Danske Bank's branches**
 - **Danica's certified insurance sales representatives**
- **DKK 722m payment for goodwill**
- **Expected NPV: About DKK 750m after payment of goodwill**



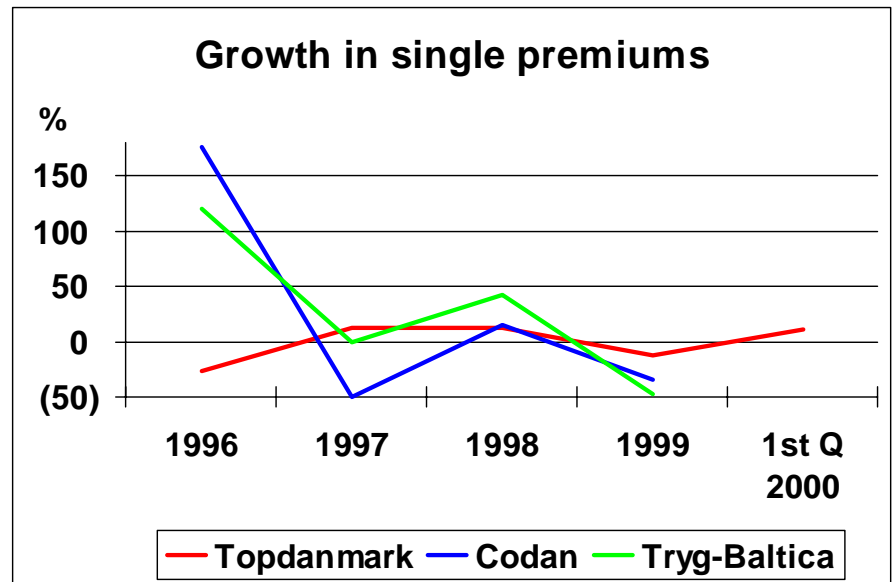
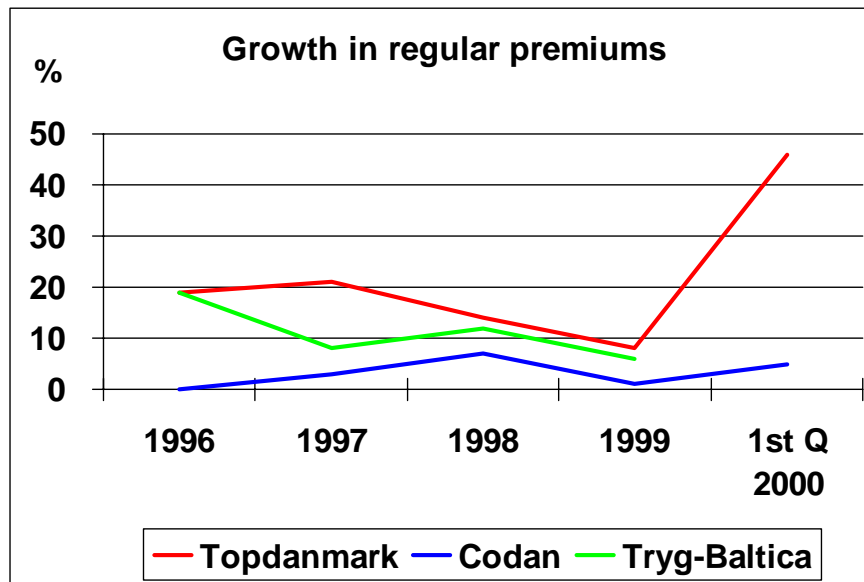
Life assurance

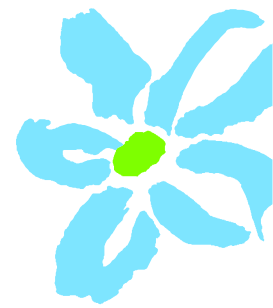
- **Goals**
 - To improve Topdanmark's position in the Danish market
 - **Means**
 - Own sales channels
 - Sales through alliance partners
 - Acquisitions
 - **Prospects**
 - Unbundling / Focus on risk part
 - Unit link
 - Internet
- Multidistribution**



Life assurance

- 1998 and 1999 premiums hurt by tax return
- A more normal growth in premiums expected in 2000
- Topdanmark had above average growth in regular premiums in 1999 and 1st Q 2000





Profit forecast for 2000

- **Subject to an annual 7% return on equities and stable exchange and interest rates unchanged from the level as at 16 May 2000, Topdanmark expects a post-tax profit of DKK 500-550m**