

Ilmarinen's financial statements 2009

CEO Harri Sailas

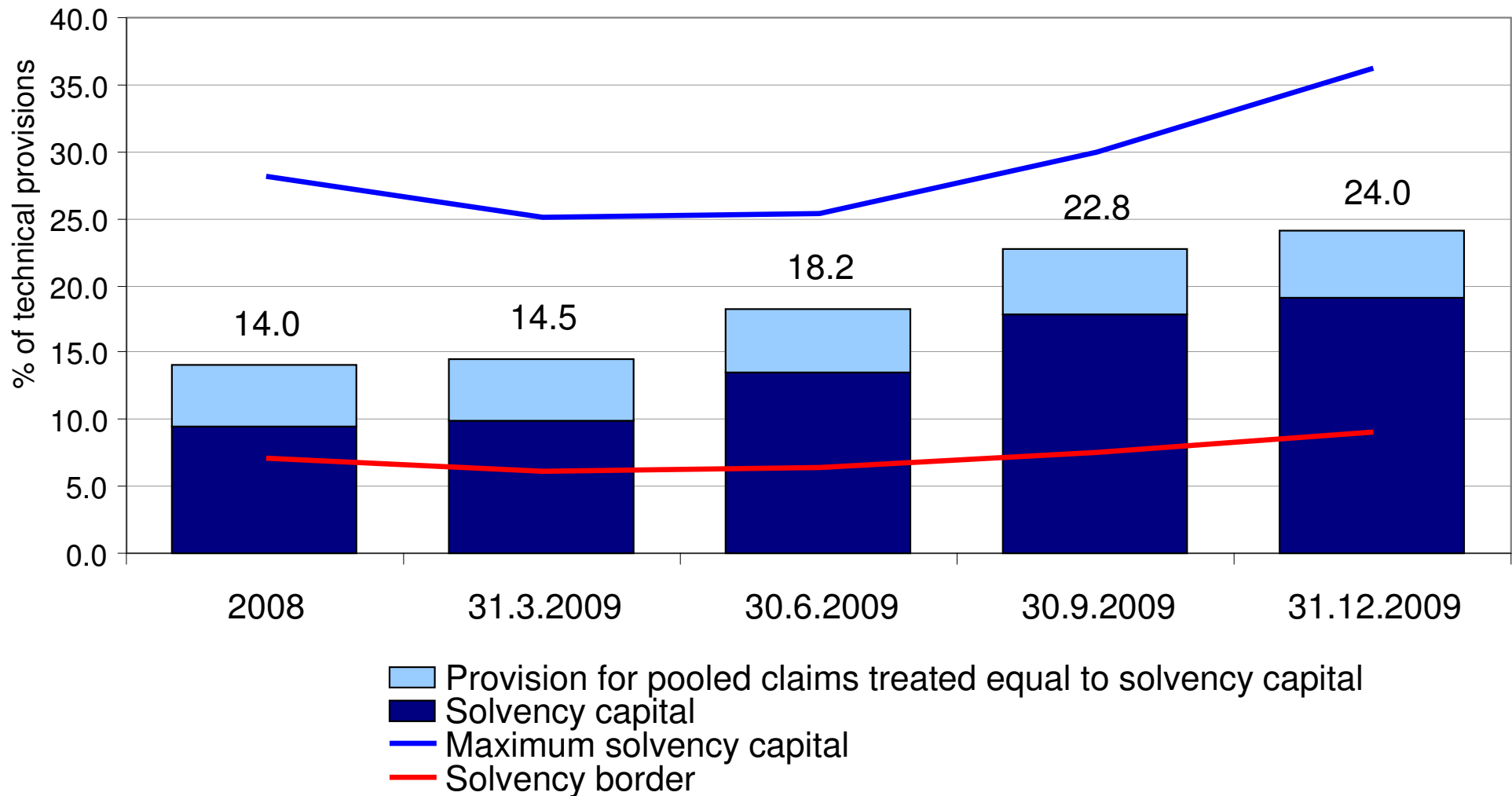
24.2.2010



Especially equities and shares and bonds brought in a good return

| | Market value EUR mill. | Market value % | Return % |
|---------------------------------------------|---------------------------|-------------------|-------------|
| Fixed-income investments | 12,745.1 | 50.6 | 12.6 |
| Loan receivables | 3,211.8 | 12.8 | 4.0 |
| Bonds | 8,954.3 | 35.6 | 17.1 |
| Other money market instruments and deposits | 579.1 | 2.3 | 1.4 |
| Equities and shares | 8,730.8 | 34.7 | 28.3 |
| Listed equities and shares | 7,858.1 | 31.2 | 34.8 |
| Private equity investments | 556.4 | 2.2 | -18.3 |
| Unlisted equities and shares | 316.4 | 1.3 | 1.5 |
| Real estate investments | 2,577.9 | 10.2 | -0.6 |
| Direct real estate investments | 2,236.2 | 8.9 | 5.0 |
| Real estate funds and joint investments | 341.7 | 1.4 | -27.1 |
| Other investments | 1,125.9 | 4.5 | 13.5 |
| Hedge fund investments | 565.1 | 2.2 | 11.8 |
| Commodity investments | 3.2 | 0.0 | - |
| Other investments | 557.6 | 2.2 | - |
| Total investments | 25,179.8 | 100.0 | 15.8 |

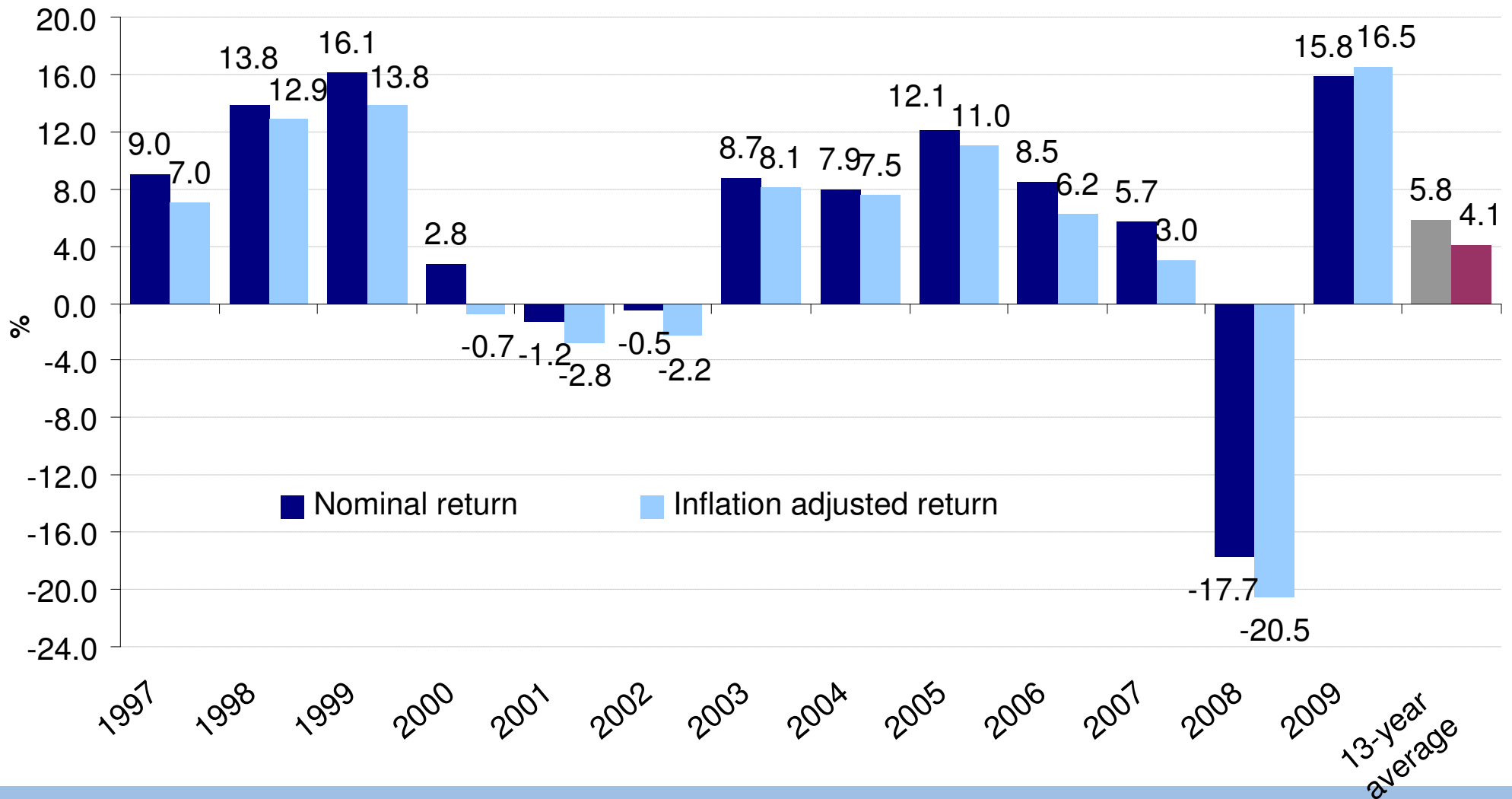
Solvency strengthened considerably



On 31 December 2009 the solvency border was 2.7 times the solvency limit (31.12.2008: 2.0).

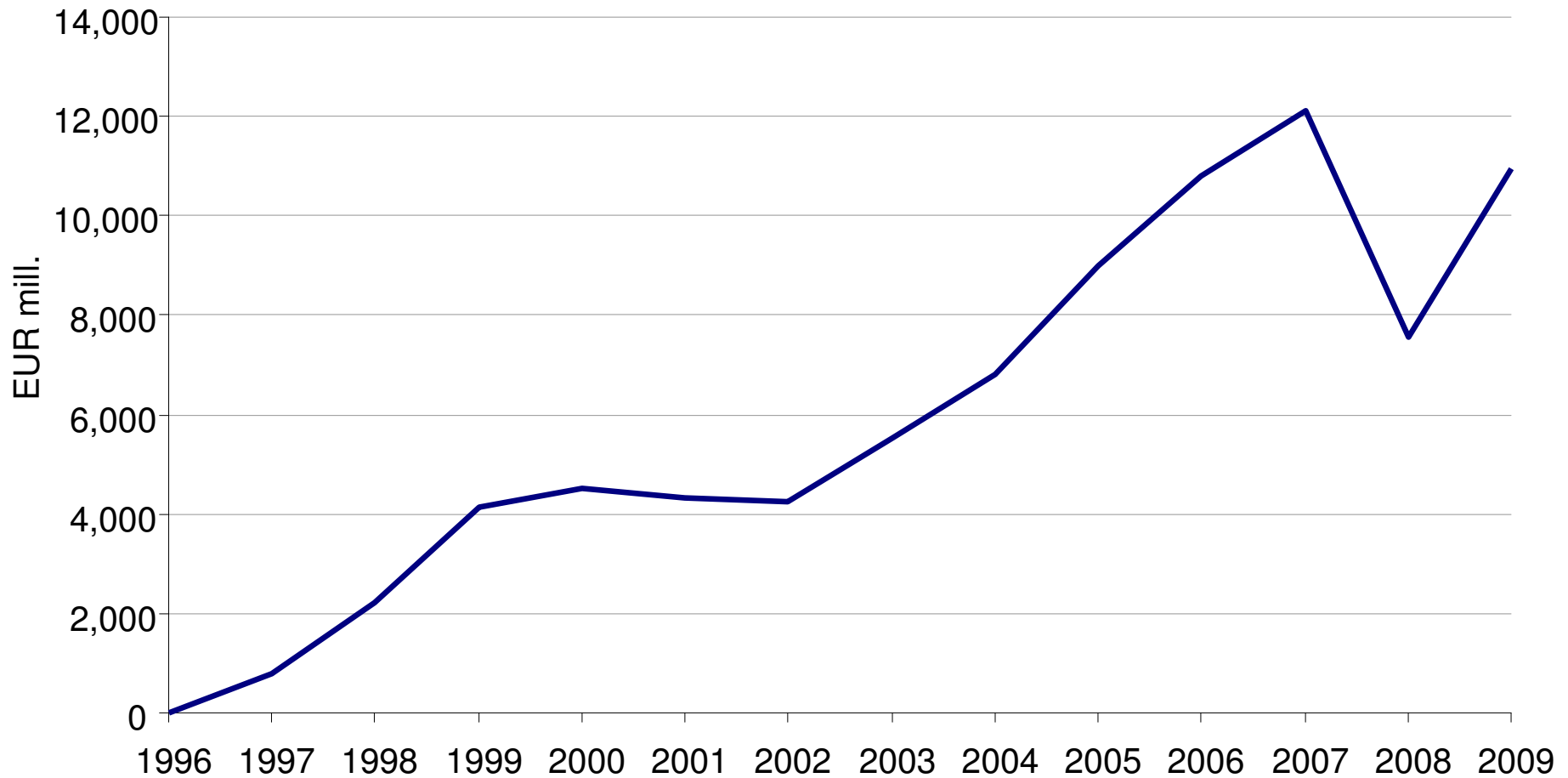
Real return at all-time high in 2009

Average return on investments %/year

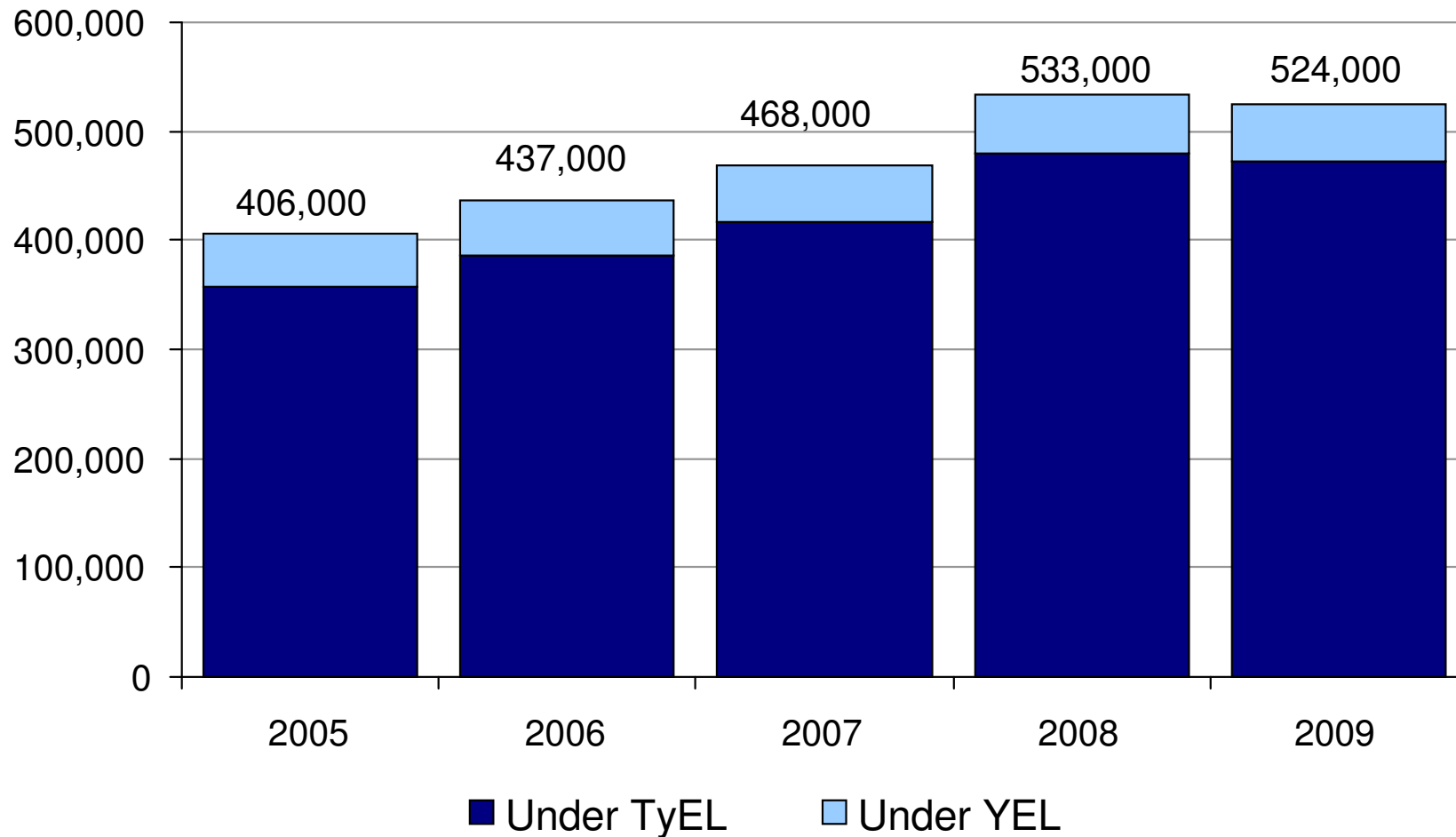


Cumulative return on investments

EUR mill. 1997–2009

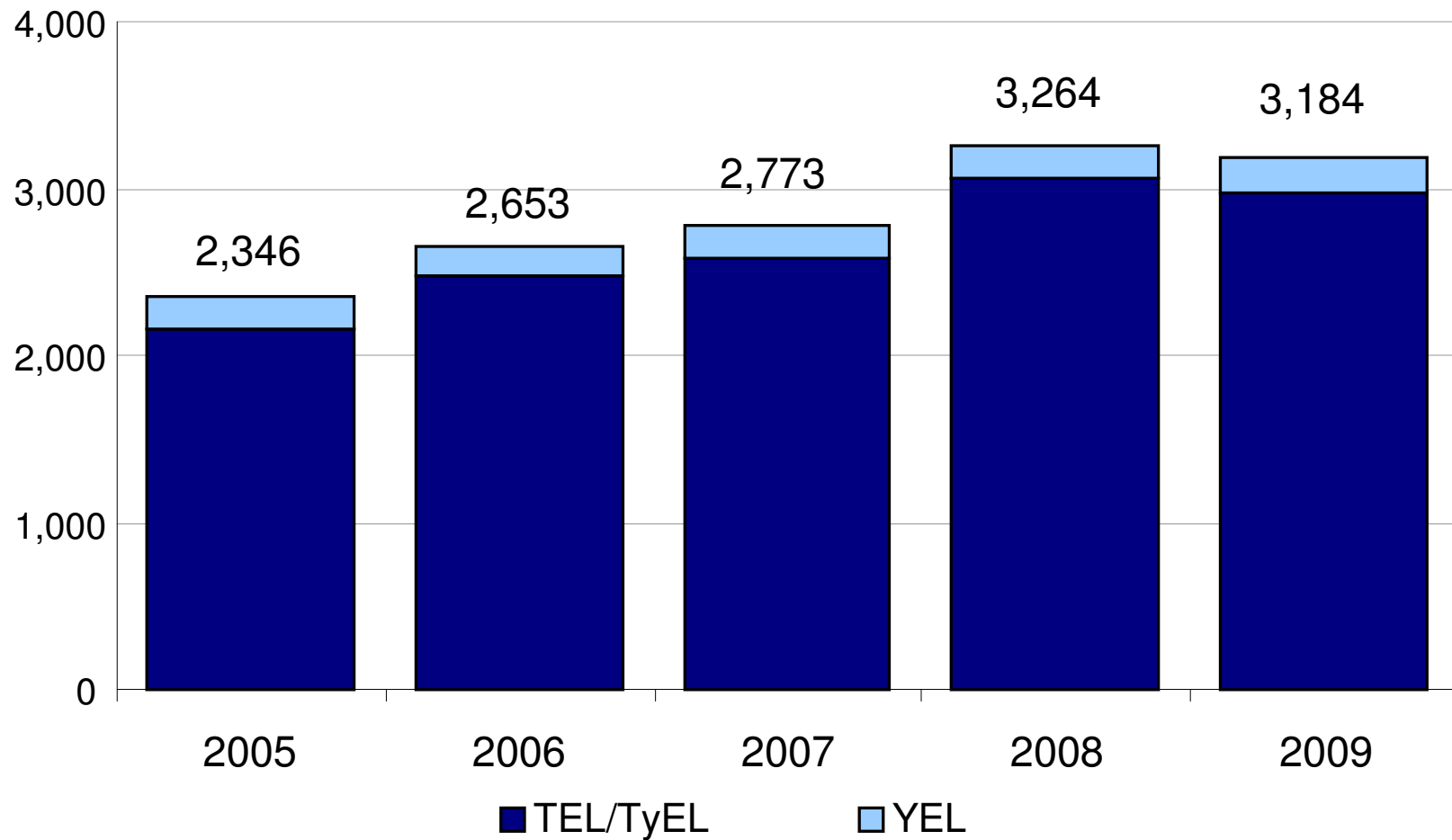


Unemployment slightly reduced number of insured

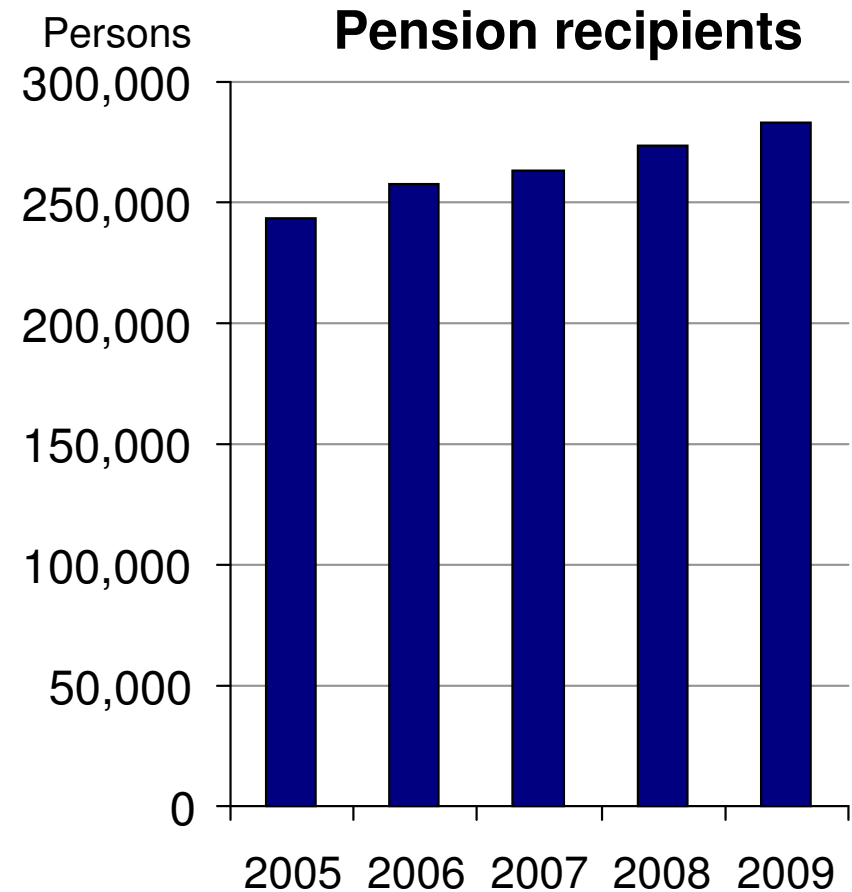
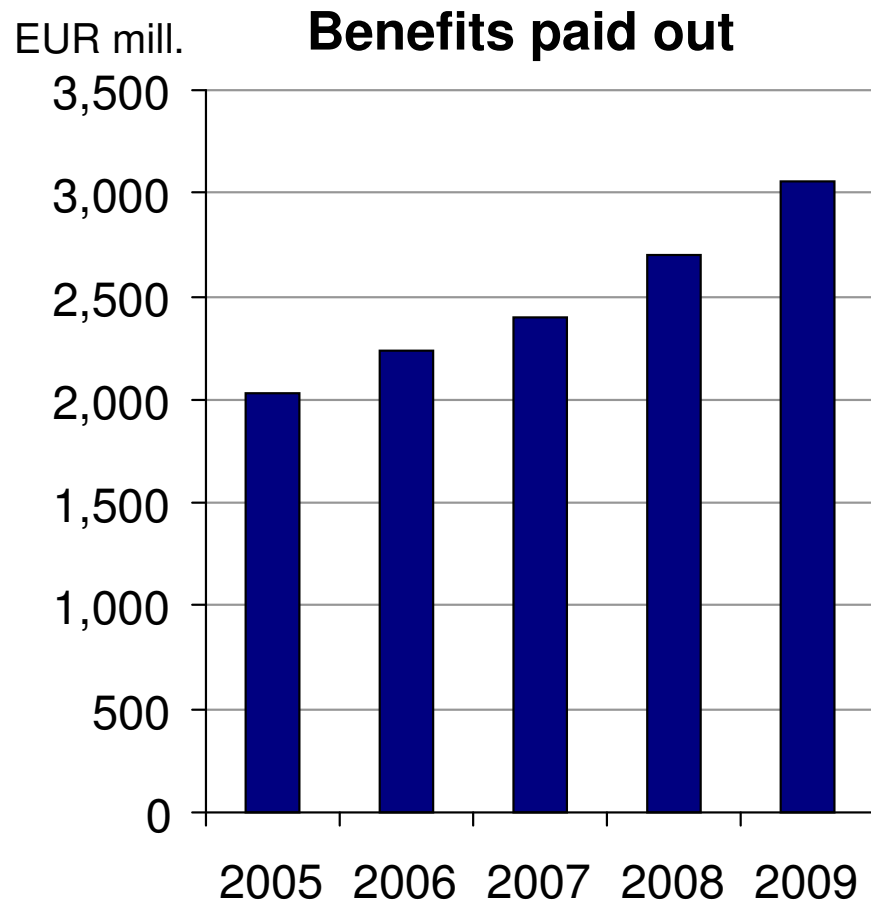


Premiums written remained good

EUR mill.

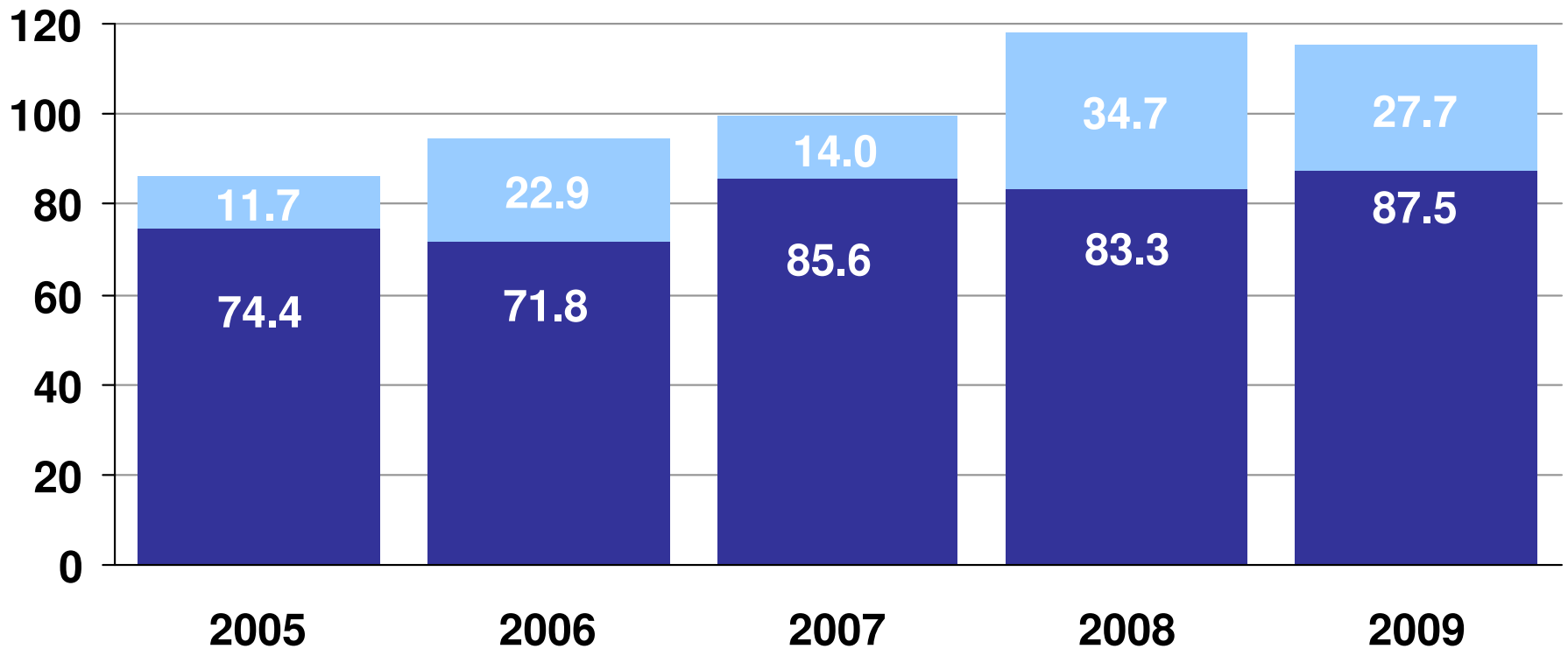


Paid pensions on the rise



Operational efficiency remained good

EUR mill.



■ Activity-based operating expenses

■ Loading profit

Operational efficiency

Operating expenses as a percentage of loading profit

86%

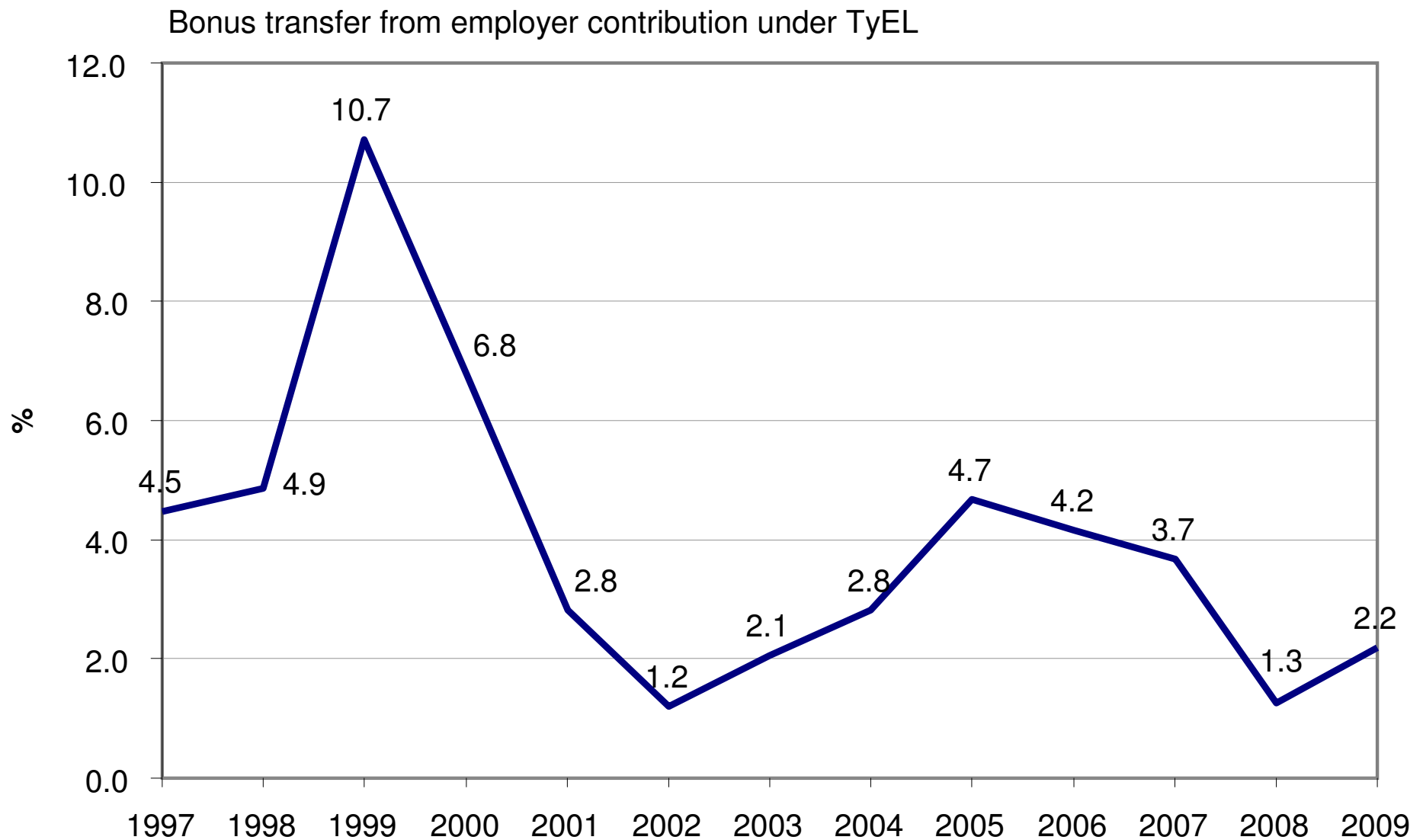
76%

86%

71%

76%

Client bonuses returned to earlier level



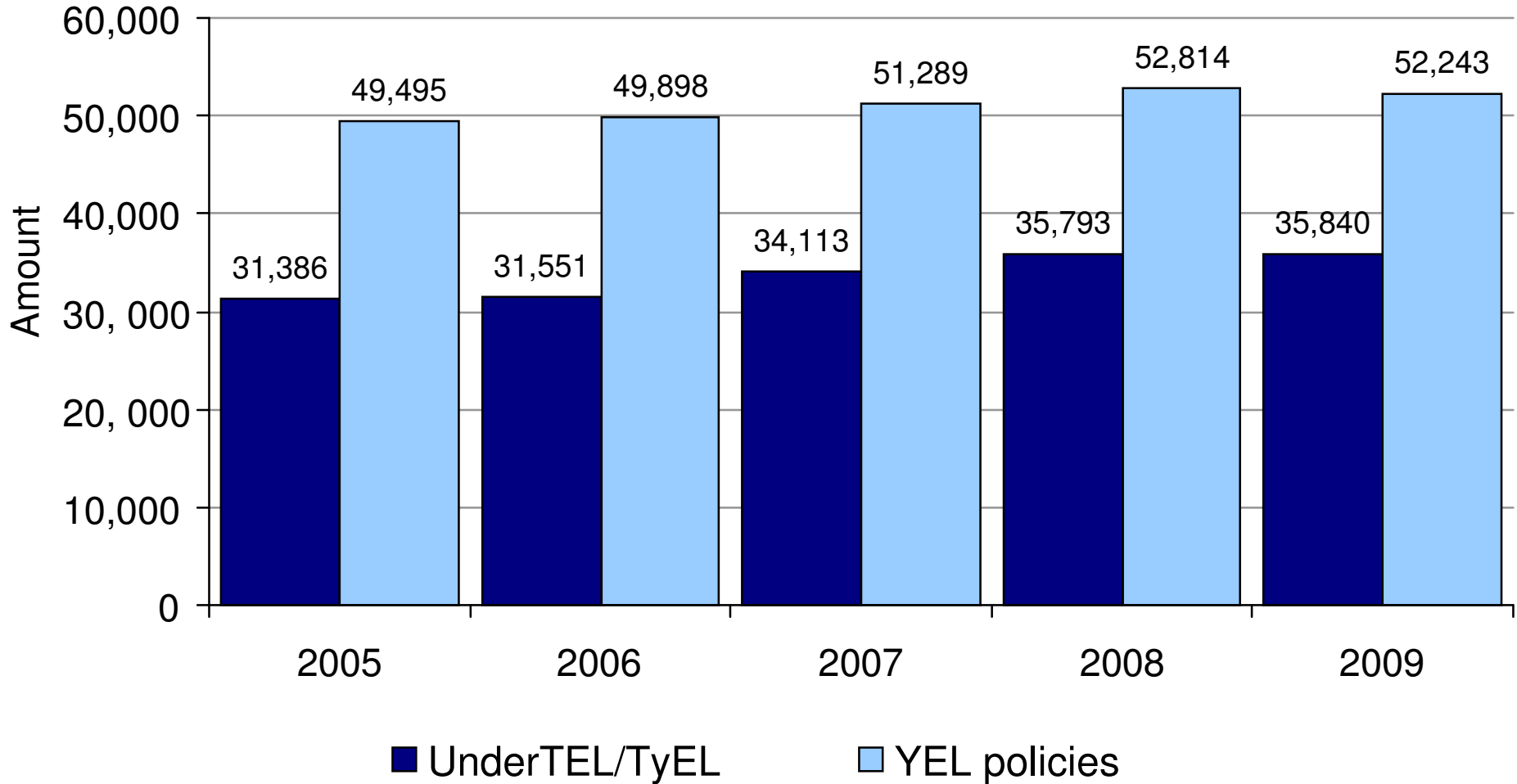
Key figures

| | 2009 | 2008 | 2007 |
|-------------------------------------------|---------|---------|---------|
| Premiums written, EUR mill. | 3,184 | 3,264 | 2,773 |
| Employees insured under TyEL | 472,000 | 480,000 | 417,000 |
| YEL policies | 52,243 | 52,814 | 51,289 |
| Pension recipients | 282,982 | 273,605 | 262,971 |
| Pensions paid out, EUR mill. | 3,057 | 2,701 | 2,396 |
| TyEL payroll, EUR mill. | 14,041 | 14,623 | 12,426 |
| YEL payroll, EUR mill. | 1,088 | 1,049 | 989 |
| Technical provisions, EUR mill. | 22,610 | 20,613 | 22,661 |
| Balance sheet at current value, EUR mill. | 28,026 | 22,841 | 25,964 |

Return on investments, solvency and client bonuses

| | 2009 | 2008 | 2007 |
|-------------------------------------------------------------------------|-------|---------|-------|
| Return on investments at current value, EUR mill. | 3,410 | - 4,572 | 1,325 |
| ROCE, % | 15.8 | -17.7 | 5.7 |
| Solvency capital, EUR mill. | 4,877 | 2,673 | 6,069 |
| Solvency capital/technical provisions, % | 24.0 | 14.0 | 32.5 |
| Solvency capital/solvency border | 2.7 | 2.0 | 2.0 |
| Equalisation provision, EUR mill. | 971 | 994 | 918 |
| Transfer to client bonuses, EUR mill. | 52 | 31 | 74 |
| Transfer to client bonuses of TyEL payroll, % | 0.4 | 0.2 | 0.6 |
| Transfer to client bonuses per continuous TyEL employment contract, EUR | 110 | 65 | 177 |

Number of insured



Pension decisions

| | 2009 | 2008 | Change % |
|------------------------------|--------|--------|----------|
| New pension decisions | | | |
| • Old-age pensions | 8,446 | 6,842 | 23.4 |
| • Early old-age pensions | 693 | 534 | 29.8 |
| • Part-time pensions | 1,673 | 1,258 | 33.0 |
| • Disability pensions | 6,086 | 5,985 | 1.7 |
| • Unemployment pensions | 2,582 | 2,857 | -9.6 |
| • Survivors' pensions | 3,015 | 2,907 | 3.7 |
| New pension decisions, total | 22,495 | 20,383 | 10.4 |
| Total pension decisions | 37,993 | 35,183 | 8.0 |

Performance analysis

| EUR mill. | 2009 | 2008 | 2007 | 2006 | 2005 |
|------------------------------------------------|----------------|------------------|--------------|----------------|--------------|
| Underwriting result | -22.5 | 76.4 | 9.0 | 19.9 | 51.2 |
| Investment at current value | 2,175.2 | - 4,449.2 | 321.6 | 807,6 | 1,452.0 |
| + Net investment income at current value | 3,410.4 | -4,571.5 | 1,325.0 | 1,803.0 | 2,174.1 |
| - Yield requirement on technical provisions | -1,35.3 | 122.3 | -1,003.4 | -995.5 | -722.1 |
| Loading profit | 27.7 | 34.7 | 14.0 | 22.9 | 11.7 |
| Total result | 2,180.4 | - 4,338.1 | 344,6 | 850.3 | 1,514.9 |
| To increase/decrease in solvency | 2,128.4 | - 4,369.1 | 769.3 | 1 ,436.9 | 653.5 |
| To increase/decrease in equalisation provision | -22.5 | 76.0 | 16.3 | 50.8 | 28.2 |
| To increase/decrease in solvency capital | 2,150.9 | - 4,445.1 | 753.0 | 1,386.1 | 625.3 |
| Transfer to client bonuses | 52.0 | 31.0 | 81.0 | 78.0 | 45.0 |
| To the provision for current bonuses | | | | | |
| Total | 2,180.4 | - 4,338.1 | 850.3 | 1,514.9 | 698.5 |

On 31 Dec 2009, EUR 3.0 million of the transfer to augment the provision for current bonuses made in 2002 was unamortised.

Profit at current value 2009

| | Underwriting business | Other business | Investment | Loading profit | Total |
|---------------------------------------------------------------------------|-----------------------|----------------|----------------|----------------|----------------|
| Premiums written | 548.1 | 2,519.8 | 1.8 | 114.4 | 3,184.1 |
| Net investment income at current value | | | 3,430.7 | | 3,430.7 |
| Claims paid | -645.2 | -2,411.5 | | | -3,056.7 |
| Change in technical provisions | 94.4 | -108.4 | -1,240.6 | | -1,254.5 |
| Total operating expenses | -19.8 | | -14.1 | -87.5 | -121.4 |
| Other income and expenses | | | | 0.7 | 0.7 |
| Taxes | | | -2.7 | | -2.7 |
| Profit at current value | -22.5 | 0.0 | 2,175.2 | 27.7 | 2,180.4 |
| Change in equalisation provision | | | | | 22.5 |
| Change in provision for future bonuses | | | | | -685.0 |
| Change in difference between current and book values | | | | | -1,462.5 |
| Change in accelerated depreciation | | | | | 0.5 |
| Transfer to client bonuses | | | | | -52.0 |
| Net income for the financial year in the official profit and loss account | | | | | 3.9 |