ALANDIA

ALANDIA FACTS

- Founded: 1938
- Experts: 130
- Registered in Aland Islands, Mariehamn.
- Offices: Mariehamn (headquarters), Helsinki, Oslo and Stockholm
- Products: Hull & Machinery, P&I, Cargo, Boat, Energy
- Total written premiums: 84,8 MEUR
- Nordic marine insurer → International niche specialist
- Member of the Nordic Association of Marine Insurers and Sweboat
- Signatory of UN Principles for Sustainable Insurance
- Alandia is a privately owned limited insurance company, backed by a strong ownership base in the Åland Islands.

STANDARD
&POOR'S
A-
Stable outlook

ALANDIA

TIMELINE

1938
Redarnas Ömsesidiga Försäkringsbolag (RÖF)

1961
Försäkringsaktiebolaget Liv-Alandia

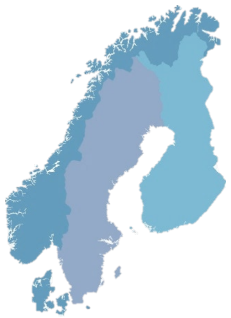
1994 - 1996
Cross-border operations are launched in Sweden, Norway and Denmark.

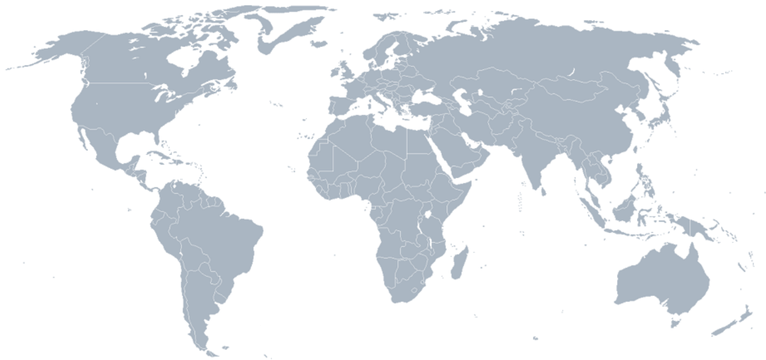
2012-2015
Alandia Insurance merges with the parent company RÖF.
RÖF is converted into a limited company and renamed Försäkringsaktiebolaget Alandia.

2016-2022
Alandia Insurance focuses on marine insurance and starts writing non-nordic marine.
Divestment of locally distributed classes (Life, Pension, Personal Accident and Statutory Accident)

2026 -
Alandia's journey towards becoming an international niche specialist.

MGA and Energy as new business areas.





ALANDIA

ALANDIA ORGANISATION

BOARD

CEO
Tony Karlström

CEO & Management Assistant

BOAT

Heikki Karlsson
Director, Boat

SALES
BOAT CLAIMS
MARKETING
CX
PRODUCT, PRICE & PROCESS

COMMERCIAL

Mathias Brunnsberg
Director, Commercial

UNDERWRITING
MGA
COMMERCIAL CLAIMS
OUTWARDS REINSURANCE
DEVELOPMENT & OPERATIONS

Thomas Karlsson
Manager MGA Business

OPERATIONS

Peder Hansen
Chief Operating Officer

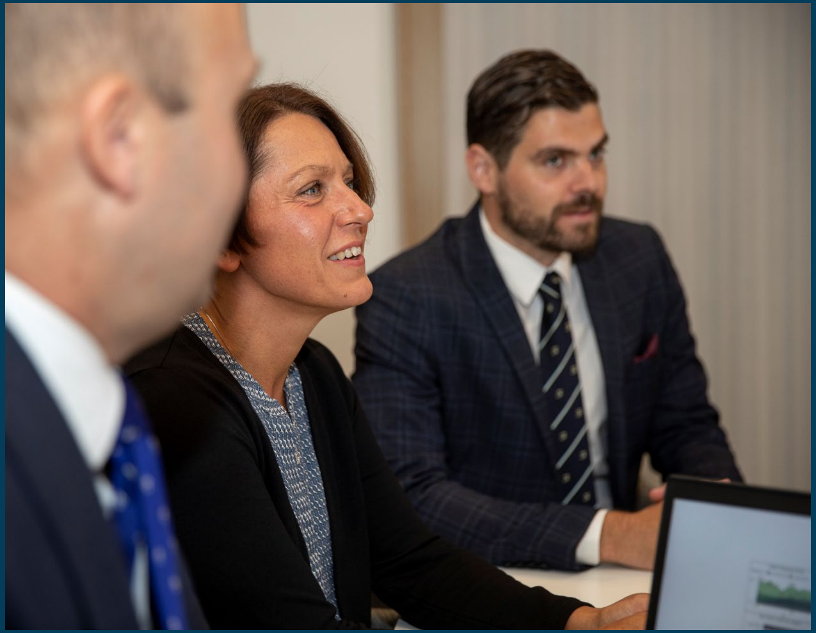
HR
DIGITAL SERVICE
BUSINESS SERVICE
LEGAL

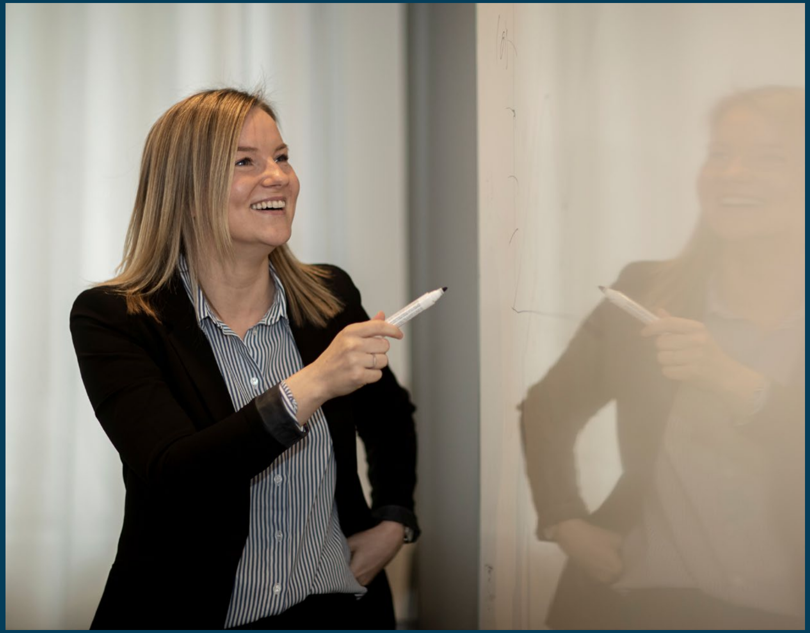
RISK AND FINANCE

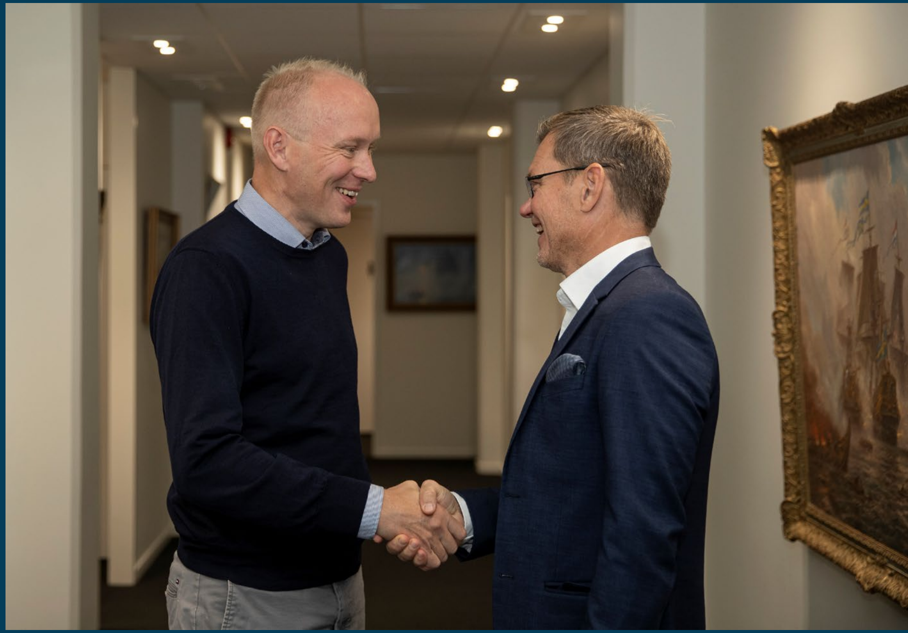
Niclas Lundberg
Chief Financial Officer

INVESTMENTS
REAL ESTATE
FINANCE
ANALYTICS
CORPORATE LEGAL & GOVERNANCE

ALANDIA MGA PROPOSITION







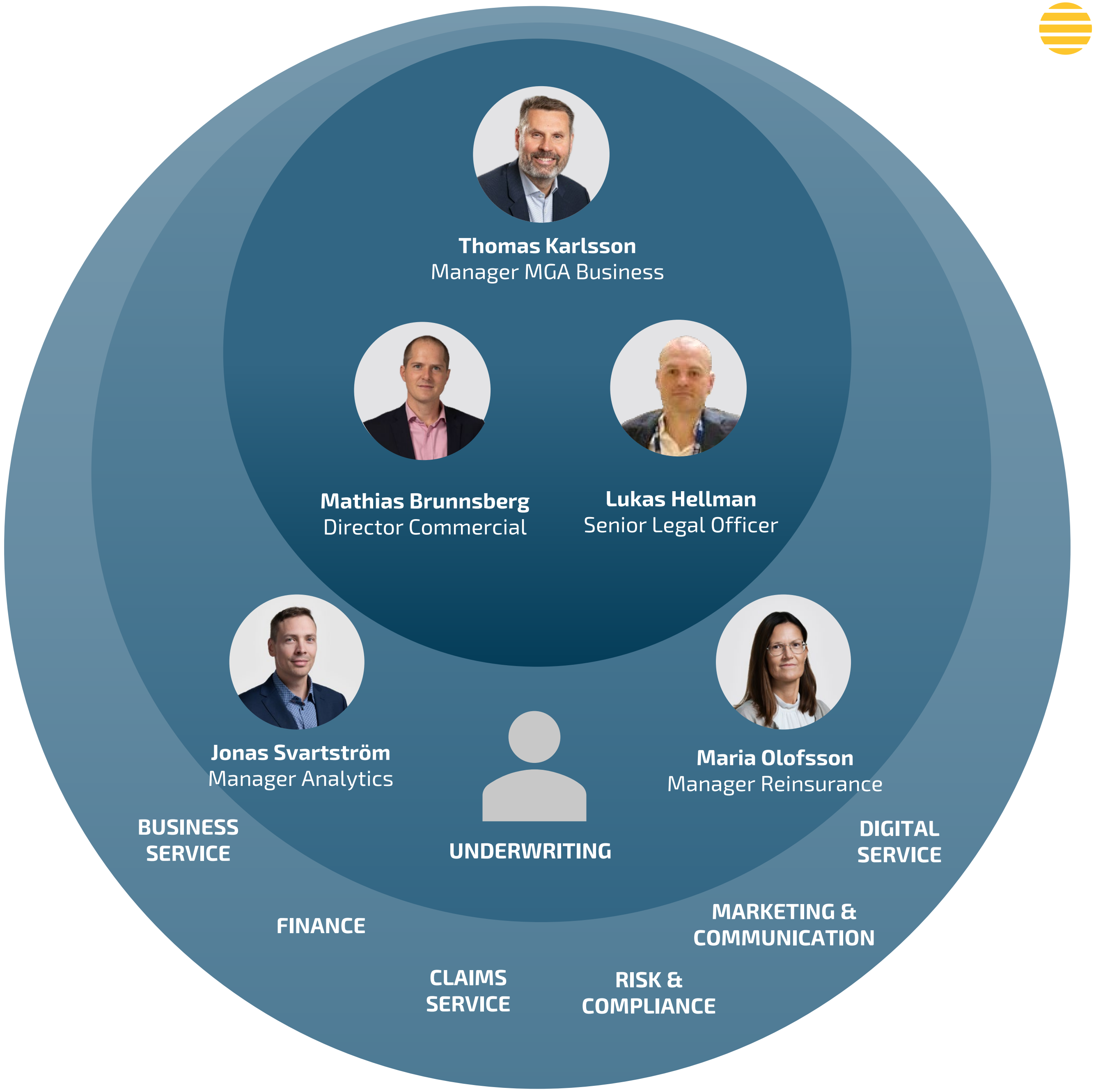
ALANDIA

ALANDIA

OUR PROPOSITION TO THE MGA MARKET

- Limited portfolio overlap and low risk for clash of interest
- Long-term commitment
- Trusted and financially strong capacity provider
- Management team with extensive market relationships and a clear commitment to expanding the MGA partnership business
- Accountable, experienced and service-minded insurance professionals
- Agile organisation with fast decisions and quick turnaround times

MGA TEAMS AND FUNCTIONS



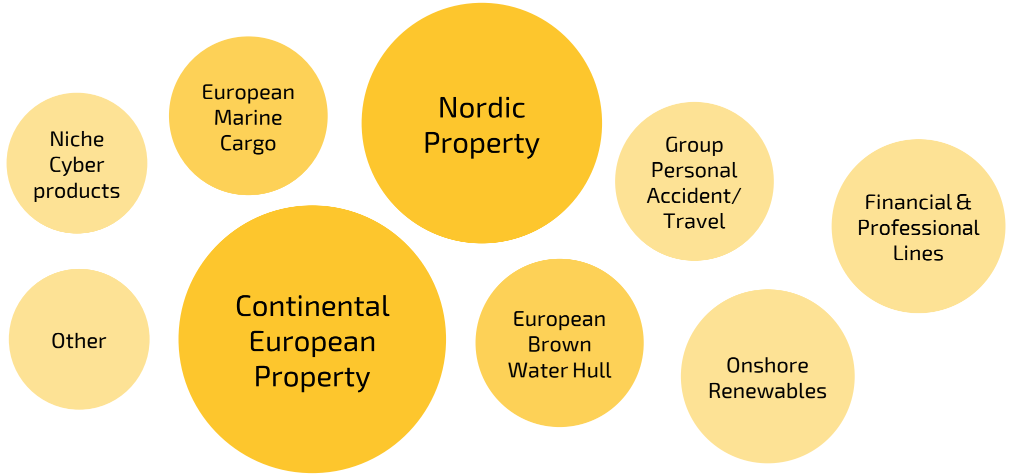
ALANDIA MGA PARTNERSHIP FRAMEWORK

RISK APPETITE

- Short-tail business preferred
- B2B business only
- Low-volatility portfolios & limited CAT exposure
- Established MGAs with proven track record
- European MGA partners, EEA policyholders preferred
- Complementary to Alandia's marine portfolio
- Max Gross Capacity: EUR 10m per policy

Alandia is licensed for all Solvency II non-life insurance classes (except Class 4), with underwriting authority across the EEA and internationally, including non-admitted business where permitted.

HIGH LEVEL TARGET PORTFOLIO



CURRENT ALANDIA MARINE PORTFOLIO

CLASS	TERRITORY
Blue Water Hull	Global
Coastal Hull	Nordics, Baltics
Cargo	Nordics, Baltics, Eastern Europe
P&I	Europe
Offshore Renewables	Europe & Asia

ONBOARDING PROCESS

ASSESSMENT
(≈ 1,5 month)

- UW analyses & technical pricing
- Binder terms
- Pre-due diligence of MGA governance

APPROVAL
(after assessment)

- Board approval for business case

SETUP
(≈ 1,5 month)

- Binder wording
- UW guidelines
- Claims handling agreement
- Policy conditions
- Due diligence

LAUNCH
(≈ 0,5 month)

- Final board approval
- Notify FSA

Typical onboarding timeline: approximately 4 months

CONTACT DETAILS

Thomas Karlsson
Manager MGA Business

STOCKHOLM

+46 72 348 05 16

thomas.karlsson@alandia.com

Lukas Hellman
Senior Legal Officer

MARIEHAMN

+358 40 098 59 58

lukas.hellman@alandia.com

Mathias Brunnsberg
Director Commercial

MARIEHAMN

+358 40 847 34 44

mathias.brunnsberg@alandia.com

ALANDIA