Swiss Life Group
Presentation Interim Results
27th September 2000
Agenda for Presentation Interim Results 2000

Highlights Interim 2000
Dr. Manfred Zobl

Financial Results Interim 2000
Dominique P. Morax

Strategic Achievements and Outlook
Dr. Manfred Zobl
Highlights Interim 2000

Dr. Manfred Zobl, CEO
Financial Highlights
Solid underlying performance in 1st Half-Year 2000

- Over 60% increase in net profit to CHF 371.7 Mio. (HY1999: CHF 231.4 Mio.)
- 18% growth in gross written premiums with strong performance in France, UK and Spain
- Continued strong performance by Banca del Gottardo and STG
- Substantial strengthening of technical reserves
- Strong and consistent investment performance while asset under management increased by over 11%
- Increased efficiency in cost structure allows substantial investments in asset management capabilities and e-business
### Key figures - group (1/2)

<table>
<thead>
<tr>
<th></th>
<th>1999HY in CHF Mio.</th>
<th>2000HY in CHF Mio.</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross premiums</td>
<td>9'337.4</td>
<td>11'016.4</td>
<td>+ 18.0</td>
</tr>
<tr>
<td>Revenues from banking</td>
<td>126.7</td>
<td>347.7</td>
<td>+ 174.4</td>
</tr>
<tr>
<td>Claims paid (gross)</td>
<td>5'929.2</td>
<td>7'019.5</td>
<td>+ 18.4</td>
</tr>
<tr>
<td>Change in technical provisions</td>
<td>2'700.8</td>
<td>4'505.6</td>
<td>+ 66.8</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>1'136.5</td>
<td>1'365.2</td>
<td>+ 20.1*</td>
</tr>
<tr>
<td>Net investment income</td>
<td>3'678.8</td>
<td>4'152.0</td>
<td>+ 12.9</td>
</tr>
<tr>
<td>Consolidated annual profit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• before tax, min. interests &amp; amortization</td>
<td>382.1</td>
<td>585.2</td>
<td>+ 53.2</td>
</tr>
<tr>
<td>• after tax &amp; min. interests &amp; amortization</td>
<td>231.4</td>
<td>371.7</td>
<td>+ 60.6</td>
</tr>
<tr>
<td>• per share</td>
<td>CHF 19.7</td>
<td>CHF 31.6</td>
<td>+ 60.6</td>
</tr>
</tbody>
</table>

* 4.8% if adjusted for acquisitions
## Key figures - group (2/2)

### Assets under Management
- Change: + 11.4%

### Technical provisions
- 2000HY: 118’675.0 Mio.
- Change: + 3.8%

### Equity capital
- **Total amount**
  - 1999: 9’440.0 Mio.
  - Change: + 2.8%
- **Per share**
  - 1999: CHF 803.6
  - 2000HY: CHF 825.8
  - Change: + 2.8%
Gross Premiums
18% growth in gross written premiums through acquisitions and organic growth

In CHF Mio.

<table>
<thead>
<tr>
<th>Year</th>
<th>Change in Gross Premiums</th>
<th>1999HY / 2000HY</th>
<th>+ 18%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998HY</td>
<td>+ 1%</td>
<td>10'171</td>
<td>16'759</td>
</tr>
<tr>
<td>1998</td>
<td>- 8%</td>
<td>9'337</td>
<td>17'870</td>
</tr>
<tr>
<td>1999HY</td>
<td>+ 7%</td>
<td>17'870</td>
<td>11'016</td>
</tr>
<tr>
<td>2000HY</td>
<td>+ 18%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Change in Gross Premiums
1999HY / 2000HY + 18%

- Organic Growth: 33%
- Acquisitions: 67%
# Growth focused on life business

<table>
<thead>
<tr>
<th></th>
<th>1999HY in CHF Mio.</th>
<th>2000HY in CHF Mio.</th>
<th>Change in %</th>
<th>in % of gross premiums in 2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Life</strong></td>
<td>8’129.0</td>
<td>9’778.1</td>
<td>+ 20.3</td>
<td>88.7</td>
</tr>
<tr>
<td><strong>Non-life</strong></td>
<td>1’208.4</td>
<td>1’238.3</td>
<td>+ 2.5</td>
<td>11.3</td>
</tr>
<tr>
<td><strong>Total gross written premiums</strong></td>
<td>9’337.4</td>
<td>11’016.4</td>
<td>+ 18.0*</td>
<td>100.0</td>
</tr>
<tr>
<td><strong>Net premium written</strong></td>
<td>7’901.2</td>
<td>9’661.0</td>
<td>+ 22.3</td>
<td></td>
</tr>
</tbody>
</table>

* 19.3% if currencies unchanged
Growth in life premiums driven by unit-linked, single and individual business

**1999HY**
Total: CHF 8‘129.0 million
- Group: 37%
- Individual: 63%

**2000HY**
Total: CHF 9‘778.1 million
- Group: 41%
- Individual: 59%

**Gross life premiums by line of business**
- **Group**: +13.4%
- **Individual**: +35.0%
- **Unit-linked**: +50.9%
- **Periodical**: +6.0%
- **Single**: +38.0%
## Strong growth in France, UK and Spain

In CHF Mio.

<table>
<thead>
<tr>
<th>Country</th>
<th>1999HY</th>
<th>2000HY</th>
<th>Change +/-</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Switzerland</td>
<td>5’326.4</td>
<td>5’539.4</td>
<td>+ 213.0</td>
<td>+ 4.0</td>
</tr>
<tr>
<td>France</td>
<td>574.4</td>
<td>1’795.9</td>
<td>+ 1,221.5</td>
<td>+ 212.7</td>
</tr>
<tr>
<td>Netherlands</td>
<td>745.5</td>
<td>802.1</td>
<td>+ 56.6</td>
<td>+ 7.6</td>
</tr>
<tr>
<td>Germany</td>
<td>818.4</td>
<td>789.2</td>
<td>- 29.2</td>
<td>- 3.6</td>
</tr>
<tr>
<td>UK</td>
<td>320.4</td>
<td>444.3</td>
<td>+ 123.9</td>
<td>+ 38.7</td>
</tr>
<tr>
<td>Belgium</td>
<td>228.3</td>
<td>213.1</td>
<td>- 15.2</td>
<td>- 6.7</td>
</tr>
<tr>
<td>Spain</td>
<td>81.9</td>
<td>152.5</td>
<td>+ 70.6</td>
<td>+ 86.2</td>
</tr>
<tr>
<td>Others (incl. Cons. Adj.)</td>
<td>33.7</td>
<td>41.6</td>
<td>+ 7.9</td>
<td>+ 23.4</td>
</tr>
<tr>
<td>Total Group</td>
<td>8’129.0</td>
<td>9’778.1</td>
<td>+ 1,649.1</td>
<td>+ 20.3</td>
</tr>
</tbody>
</table>
Continued strong life fund inflows in Switzerland

In CHF Mio.

<table>
<thead>
<tr>
<th></th>
<th>1999HY</th>
<th>2000HY</th>
<th>Change +/-</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swiss Life+La Suisse</td>
<td>5’143.7</td>
<td>5’472.8</td>
<td>+ 329.1</td>
<td>+ 6.4</td>
</tr>
<tr>
<td>Swiss Life Direct</td>
<td>182.7</td>
<td>66.6</td>
<td>- 116.1</td>
<td>- 63.5</td>
</tr>
<tr>
<td>Total Switzerland</td>
<td>5’326.4</td>
<td>5’539.4</td>
<td>+ 213.0</td>
<td>+ 4.0</td>
</tr>
<tr>
<td>Mutual Funds (net inflows)*</td>
<td>9.1</td>
<td>304.3</td>
<td>+ 295.2</td>
<td>n/m</td>
</tr>
<tr>
<td>Total Funds Flow</td>
<td>5’335.5</td>
<td>5’843.7</td>
<td>+ 508.2</td>
<td>+ 9.5</td>
</tr>
</tbody>
</table>

*mutual fund sales are not included as part of gross written premium.
## Selective growth strategy in non-life business

In CHF Mio.

Gross non-life premiums by country

<table>
<thead>
<tr>
<th></th>
<th>1999HY</th>
<th>2000HY</th>
<th>Change</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>+/-</td>
<td>in %</td>
</tr>
<tr>
<td>La Suisse</td>
<td>118.9</td>
<td>126.2</td>
<td>+ 7.3</td>
<td>+ 6.1</td>
</tr>
<tr>
<td>Swiss Life</td>
<td>102.0</td>
<td>98.1</td>
<td>- 3.9</td>
<td>- 3.8</td>
</tr>
<tr>
<td>Total Switzerland</td>
<td>220.9</td>
<td>224.3</td>
<td>+ 3.4</td>
<td>+ 1.5</td>
</tr>
<tr>
<td>France</td>
<td>932.2</td>
<td>961.5</td>
<td>+ 29.3</td>
<td>+ 3.1</td>
</tr>
<tr>
<td>Others (incl. Cons. Adj.)</td>
<td>55.3</td>
<td>52.5</td>
<td>- 2.8</td>
<td>- 5.1</td>
</tr>
<tr>
<td>Total Group</td>
<td>1’208.4</td>
<td>1’238.3</td>
<td>+ 29.9</td>
<td>+ 2.5</td>
</tr>
</tbody>
</table>
## Continued improvement of operating performance

<table>
<thead>
<tr>
<th></th>
<th>1999HY</th>
<th>2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Life</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost ratio (in % of earned premiums)</td>
<td>10.8%</td>
<td>9.5%</td>
</tr>
<tr>
<td>Claims ratio (in % of earned premiums)</td>
<td>71.3%</td>
<td>69.9%</td>
</tr>
<tr>
<td>Expense ratio (in % of earned premiums)</td>
<td>33.3%</td>
<td>33.5%</td>
</tr>
<tr>
<td>Combined ratio</td>
<td>104.6%</td>
<td>103.4%</td>
</tr>
<tr>
<td><strong>Non-Life</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Banking</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost income ratio (Banca del Gottardo)</td>
<td>45.3%</td>
<td>46.1%</td>
</tr>
</tbody>
</table>
Financial Results Interim 2000

Dominique P. Morax, CFO
Investment Management
Continuous growth of asset under management

- **Off balance sheet**
- **On balance sheet (excl. unit-linked & sep. acc)**
- **Unit-linked & separate accounts**

<table>
<thead>
<tr>
<th>Year</th>
<th>Off Balance Sheet</th>
<th>On Balance Sheet (excl. unit-linked &amp; sep. acc)</th>
<th>Unit-linked &amp; Separate Accounts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>13.1</td>
<td>103.0</td>
<td>13.1</td>
</tr>
<tr>
<td>1999</td>
<td>19.1</td>
<td>136.5</td>
<td>14.1</td>
</tr>
<tr>
<td>2000HY</td>
<td>35.2</td>
<td>138.1</td>
<td>15.2</td>
</tr>
</tbody>
</table>

**Change from 1998 to 1999:**
- CHF 116.1 bn to CHF 192.2 bn
- +11.4%

**Change from 1999 to 2000HY:**
- CHF 192.2 bn to CHF 214.0 bn
- +28.4%

**2000HY Split:**
- Off balance sheet: CHF 15.2 bn (7.1% of total)
- On balance sheet (excl. unit-linked & sep. acc): CHF 138.1 bn (64.5% of total)
- Unit-linked & separate accounts: CHF 60.7 bn (28.4% of total)
### Strong growth of off-balance sheet AuM

In CHF bn

<table>
<thead>
<tr>
<th>Date</th>
<th>Off-Balance-Sheet + 45.9%</th>
<th>On-Balance-Sheet +1.8%*</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.1999</td>
<td>41.6</td>
<td>150.5</td>
</tr>
<tr>
<td>30.6.2000</td>
<td>6.5</td>
<td>153.3</td>
</tr>
<tr>
<td>STG</td>
<td>6.6</td>
<td></td>
</tr>
<tr>
<td>others</td>
<td>6.0</td>
<td></td>
</tr>
</tbody>
</table>

*inc. unit-linked business
Investment income is mainly driven by strong direct investment income

In CHF Mio.

<table>
<thead>
<tr>
<th></th>
<th>1999HY</th>
<th>2000HY</th>
<th>Contribution 2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Realised profits/losses (net)</td>
<td>714.4</td>
<td>680.2</td>
<td>384.8</td>
</tr>
<tr>
<td>Appreciations/depreciations (net)</td>
<td>463.7</td>
<td>336.1</td>
<td>384.8</td>
</tr>
<tr>
<td>Investment income unit-linked contracts</td>
<td>177.4</td>
<td>60.1</td>
<td>384.8</td>
</tr>
<tr>
<td>Direct investment income</td>
<td>2'507.8</td>
<td>2'955.8</td>
<td>336.1</td>
</tr>
<tr>
<td>Investment income</td>
<td>3'863.3</td>
<td>4'356.9</td>
<td>463.7</td>
</tr>
</tbody>
</table>

*investment income before investment charges
(investment charges 1999HY CHF 184.5 Mio, 2000HY CHF 204.9 Mio)
Asset allocation of Swiss Life own-portfolio

- Deposits & other investments: 7% (3%) 4%
- Units in unit-trust (non-equity): 8% (7%) 9%
- Real Estate: 19% (22%)
- Mortgages: 52% (51%)
- Shares / Equity funds: 1% (4%)
- Bonds and loans: 30.6.1998

CHF 98.4 bn vs CHF 124.6 bn
Development of financial markets in 2000HY

- **Interest rates (10yrs-CHF-Gvt.)**
  - Dec 99 to Dec 00
  - Values: 3.4, 3.6, 3.8, 4, 4.2

- **SMI-Index (Swiss Equity)**
  - Dec 99 to Dec 00
  - Values: 1300, 1350, 1400, 1450

- **Global Equity Market (MSCI-USD)**
  - Dec 99 to Dec 00
  - Values: 1.5, 1.55, 1.6, 1.65, 1.7

- **Exchange Rate CHF/USD**
  - Dec 99 to Dec 00
  - Values: 1.5, 1.55, 1.6, 1.65, 1.7

- **Performance**
  - 2000HY: + 2.5%
  - 2000HY: - 3.0%
Strong performance on Swiss Life own-portfolio

(before deferred taxes)

<table>
<thead>
<tr>
<th></th>
<th>1999HY</th>
<th>2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct investment income</td>
<td>2'508</td>
<td>2'956</td>
</tr>
<tr>
<td>Yield 1</td>
<td>4.91%*</td>
<td>4.95%*</td>
</tr>
<tr>
<td>+ Realised gains (net)</td>
<td>+ 714</td>
<td>+ 680</td>
</tr>
<tr>
<td>Yield 2</td>
<td>6.30%*</td>
<td>6.09%*</td>
</tr>
<tr>
<td>+ Change in revaluation reserve (gross)</td>
<td>+ 470</td>
<td>+ 417</td>
</tr>
<tr>
<td>Yield 3</td>
<td>7.22%*</td>
<td>6.79%*</td>
</tr>
<tr>
<td>+ Unrealised gains (net)</td>
<td>+ 177</td>
<td>+ 385</td>
</tr>
<tr>
<td>Yield 4</td>
<td>7.57%*</td>
<td>7.43%*</td>
</tr>
<tr>
<td>- Investment &amp; admin. expenses**</td>
<td>- 114</td>
<td>-130</td>
</tr>
<tr>
<td>Yield 5</td>
<td>7.34%*</td>
<td>7.21%*</td>
</tr>
<tr>
<td>Average investments</td>
<td>102'248</td>
<td>119'425</td>
</tr>
</tbody>
</table>

** excl. interest charges

* annualized
Enterpreneurial set-up of investment management businesses creates added value for all constituencies

Swiss Life shareholders
- additional income
- transparency

Clients
- visibility
- clearly identifiable contact person
- performance

Policyholders
- enlarged range of investment products
- performance

Employees
- attractive work-place
- clear responsibilities
Capitalization
Swiss Life group equity capital (narrow definition)

In CHF Mio.

<table>
<thead>
<tr>
<th>Year</th>
<th>Equity capital (excl. reval. res.)</th>
<th>Revaluation reserves</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1996</td>
<td>2,436</td>
<td>590</td>
<td>3,026</td>
</tr>
<tr>
<td>1997</td>
<td>4,490</td>
<td>1,611</td>
<td>6,101</td>
</tr>
<tr>
<td>1998</td>
<td>2,653</td>
<td>4,491</td>
<td>7,144</td>
</tr>
<tr>
<td>1999</td>
<td>2,980</td>
<td>6,460</td>
<td>9,440</td>
</tr>
<tr>
<td>2000 HY</td>
<td>3,194</td>
<td>6,507</td>
<td>9,701</td>
</tr>
</tbody>
</table>

- **Equity capital (excl. reval. res.)**
  - 1999: 2,980 Mio.
- **Revaluation reserves**
  - 1997: 1,611 Mio.

**Percentage Change**
- 1997: +309%
- 1998: +10%
- 1999: +12%
- 2000 HY: +7%
Swiss Life group equity capital (broad definition)

In CHF Mio.

- Unrealised gains on bonds
- Deferred taxes
- Revaluation reserves
- Hybrid capital + sub. Debt
- Equity capital (excl. reval. res.)

1997 | 1998 | 1999 | 2000HY
---|---|---|---
11'607 | 13'446 | 15'322 | 15'434
2'767 | 4'138 | 1'259 | 1'027
1'939 | 2'164 | 3'145 | 3'310
4'490 | 4'491 | 6'460 | 6'507
2'411 | 2'653 | 2'980 | 3'194
Continued strengthening of disclosed group equity capital (narrow definition)

In CHF Mio.

<table>
<thead>
<tr>
<th>Date</th>
<th>Dividends paid out</th>
<th>Change in revaluation reserve (gross)</th>
<th>Change in deferred taxes</th>
<th>Foreign exchange translation difference</th>
<th>Net income 2000HY</th>
<th>30.6.2000</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.1999</td>
<td>125.3</td>
<td>417.2</td>
<td>165.0</td>
<td>237.3</td>
<td>371.7</td>
<td>9'701.3</td>
</tr>
</tbody>
</table>

+ 2.8%
S&P revised Swiss Life‘s rating outlook to stable and affirmed AA- rating

The ratings are based on

• the group‘s very strong business position

• increasing diversification (both geographically and by line of business)

• continuously improving operating performance - mainly driven by the group‘s expanding fund management and banking operations

based on Standard & Poors press release (Sept 14, 2000)
Profitability
Over 60% increase in net profit

In CHF Mio.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit</td>
<td>75.4</td>
<td>174.0</td>
<td>231.4</td>
<td>371.7</td>
<td>152.5</td>
<td>273.4</td>
<td>387.1</td>
</tr>
</tbody>
</table>

+ 60.6%
### Consolidated semi-annual profit and capitalisation

**Earnings and equity capital developed positively**

**Total amount in CHF millions**

<table>
<thead>
<tr>
<th></th>
<th>1998HY</th>
<th>1999HY</th>
<th>2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated</strong>&lt;sup&gt;net profit**</td>
<td>174.0</td>
<td>231.4</td>
<td>371.7</td>
</tr>
<tr>
<td><strong>Equity capital</strong></td>
<td>9,440</td>
<td>7,144</td>
<td>608.2</td>
</tr>
</tbody>
</table>

**in CHF per share**<sup>*</sup>

<table>
<thead>
<tr>
<th></th>
<th>1998HY</th>
<th>1999HY</th>
<th>2000HY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated net profit</strong></td>
<td>14.8</td>
<td>19.7</td>
<td>31.6</td>
</tr>
<tr>
<td><strong>Equity capital</strong></td>
<td>608.2</td>
<td>803.6</td>
<td>825.8</td>
</tr>
</tbody>
</table>

<sup>*</sup>calculation based on shares issued (11,747,000)
Further strengthening of ROE on a high level

Excluding revaluation reserves

Including revaluation reserves (smoothed)

*annualized
Strategic Achievements and Outlook

Dr. Manfred Zobl, CEO
Key Strategic Achievements

- Private Banking and Investment Management becoming major profit contributor
- Continued increase of international premiums contribution
- First milestones achieved in implementation of Project Avanti
- Promising take-off of e-business
- Establishment of independent investment management businesses
Acquisitions strengthened our core competencies in asset gathering and asset management

Swiss Life business model

Product development

Distribution / Asset Gathering

Administration

Asset Management

- Banca del Gottardo
- STG
- Swiss Life Direct
- Lloyd Continental
- ERISA / CCF

Co-operations:
- ZKB / Swissca

- Banca del Gottardo
- STG
- Lloyd Continental
- Livit / UTO Albris

Co-operations:
- RMF
- LGT
Higher impact of Private Banking and Investment Management as profit contributors

Total Segment Results*:

1999HY

- CHF 382.1 million
  - 83% Insurance
  - 17% Private Banking and Investment Mgmt

2000HY

- CHF 585.2 million
  - 75% Insurance
  - 25% Private Banking and Investment Mgmt

* consolidated annual profit before tax, minority interests and goodwill amortisation
Continued increase of international premium contribution

**1998HY**
- Total: CHF 10’171 million
- CH: 70%
- DE: 7%
- CH: 7%
- FR: 3%
- NL: 3%
- BE: 1%
- UK: 2%
- Others: 1%

**1999HY**
- Total: CHF 9’337 million
- CH: 60%
- DE: 8%
- CH: 7%
- FR: 3%
- NL: 3%
- BE: 4%
- UK: 2%
- Others: 2%

**2000HY**
- Total: CHF 11’016 million
- CH: 52%
- DE: 7%
- CH: 7%
- FR: 3%
- NL: 4%
- BE: 3%
- UK: 2%
- Others: 2%
First milestones achieved in implementation of Project Avanti

- Fine-tuning of the positioning of individual group companies
- Development of new products
- Broaden multi-channel distribution
- Process optimization
- Head count reduction
Promising take-off of e-business

- Integrated Financial Portal becomes reality on the internet
  - EBK approved first internet-only bank in Switzerland
  - Swiss launch in 4th quarter 2000

- Comprehensive offering for expatriates’ needs
  - UK launch in 4th quarter 2000
Summary and Outlook
Swiss Life is well positioned in an attractive industry

Our Opportunity …
Secular growth in servicing the financial needs of Europe’s aging population

“Best in class” in risk protection and asset management

Our Strengths …
Powerful domestic franchise
Strong base for European growth
Unique worldwide Swiss Life network

Our Challenges …
Leverage our expertise and financial strength to grow in core markets
Continued integration of group businesses
Outlook 2000: Swiss Life is on track for another great year

- Profit and premium growth continuing unabated
- On-going diversification by geography and business segments
- Continued growth of assets under management with excellent investment performance
- Acquisitions continue yielding results above expectations
- Operating performance is continuously improving