

Annual General Meeting 2023

Speech by Group CEO Patrick Frost

(Check against delivery)

Ladies and gentlemen

Dear shareholders

I am very pleased to be able to give you an overview of our performance in the 2022 financial year. And especially because, on behalf of the Corporate Executive Board and the employees of the Swiss Life Group, I am again able to report on a very gratifying year.

2022 continued on seamlessly from the positive development of recent years. I am particularly pleased that we achieved this despite a challenging environment and the renewed appreciation of the Swiss franc and the associated negative currency translation effects.

Net profit rose by 16 percent to over 1.4 billion Swiss francs – the highest annual profit in the history of Swiss Life. The return on equity was 12.8 percent, and thus above our target range of 10 to 12 percent. The fee result rose by 13 percent to over 750 million francs. The cash remittance increased by an impressive 21 percent to just over 1 billion.

The pleasing performance of our Group in recent years is the result of the consistent work of my colleagues on the Corporate Executive Board, who are implementing our strategic priorities in their divisions. I would like to thank them and their management teams most sincerely for their commitment.

Our Group generated an adjusted profit from operations of 2.1 billion francs in 2022. The savings result increased significantly to 1.1 billion francs in an environment of rising interest rates. The risk result, on the other hand, fell by 8 percent to 377 million francs due to the high claims burden in our French operations.

We remain very successful in expanding our fee business, that is, the result from asset management, financial consulting and the brokering of own and third-party insurance products.

The fee result rose to 756 million francs in 2022. The Asset Managers France and International divisions in particular increased their contributions. The fee result thus accounted for over a third of the segment result in the 2022 financial year. The development since 2012 clearly shows how we have increased the fee result in recent years – both in absolute figures and in terms of the share of the result, as already mentioned. This has enabled us to sustainably improve earnings quality.

Another very important key figure for us is the cash remittance to the holding company. This forms the basis for the development of the dividend payout.

With the dividend of 30 francs per share proposed by the Board of Directors, the dividend payout ratio for 2022 stands at 61 percent, and is thus within the target range we have set ourselves for the “Swiss Life 2024” Group-wide programme.

Since 2012, we have thus seen a more than sixfold increase in the dividend per share. In addition, we have completed two share buyback programmes and are close to completing the third share buyback programme of 1 billion francs in May this year.

We are very satisfied with our results for 2022 and were able to confirm the financial targets of “Swiss Life 2024” in our annual results. With regard to the individual targets, we are on track with the fee result, the payout ratio and the share buyback. We are even ahead in terms of return on equity and cash remittances.

After many years at a low level, interest rates rose last year. This is economically advantageous for our customers – and also for us at Swiss Life. A positive effect already materialised in 2022: since 2012 we have built up our reserves in the Swiss insurance business by a total of 9 billion francs due to low interest rates. We have now been able to release some of these reserves – practically exclusively

outside the group life business. This had a positive impact on profit and the cash remittance to the holding company.

We therefore expect our structural cash remittance to be above the targets communicated in autumn 2021. We expect to exceed this target under our “Swiss Life 2024” Group-wide programme.

Ladies and gentlemen

At Swiss Life we enjoy a strong position as a provider of life and pensions and financial solutions in attractive European markets. Thanks to our organisation and distribution network of around 17 000 advisors, we are very close to our customers and able to react quickly to changing needs. Our advisors are able to provide their customers with guidance, especially in uncertain times. I am therefore convinced that we at Swiss Life can and will continue to exploit the opportunities offered by rising interest rates, both in our advisory services and in life insurance.

In addition, we have a strong and very successful asset management business in our Group with Swiss Life Asset Managers, particularly for institutional clients. In recent years we have been able to significantly expand this business. Last year we generated net new assets of 9.8 billion francs despite high market volatility. Among other things, we are very successful in the area of real assets: here we recorded additions of over 5 billion francs. Assets under management in our TPAM business, asset management business for external customers, totalled 105 billion at the end of 2022.

Real estate is a key asset class for Swiss Life. We hold real estate long-term because it generates regular and comparatively predictable rental income in Swiss francs. The share of real estate in our investment portfolio was 28 percent at the end of 2022. Real estate is thus the most important asset class of Swiss Life's insurance assets totalling almost 150 billion francs. Our real estate portfolio generated rental income of around 1 billion francs. This rental income also makes an important contribution to fulfilling our value proposition in respect of our insured persons.

With the rise in interest rates, the real estate business has come a little more into the public focus – and with it the question of earnings sustainability.

I am convinced that real estate is and will remain an attractive asset class. Interest rates on government bonds have risen. But these are nominal returns. The concomitant rise in inflation reduces their real returns. On the other hand, returns for real assets, which include real estate, can be protected: around three quarters of our rental income is linked to inflation or interest rates. As a result, real estate investments continue to generate additional returns. Moreover, the economic fundamentals in Switzerland remain robust.

Let me give you an example; in connection with the pandemic, there has been repeated speculation as to whether many office spaces would become obsolete in view of the increase in working from home. However, we are still seeing high demand: although hybrid working is changing the way offices are organised, and companies are using space differently, overall demand for office space remains high.

Our vacancy rate for the entire portfolio last year was at the previous year's level of 4 percent, and in our home market of Switzerland we were able to reduce it from 3.5 to 3.3 percent.

Dear shareholders

Our employees and advisors obviously play a major role in our success. They work with great commitment on behalf of our customers every day. They make possible what we describe with our purpose: enabling people to lead a self-determined life.

We know from internal surveys of our employees that they are very proud of this work. Especially in turbulent and uncertain times, people can rely on us – and thus focus on their own strengths and competencies.

This value proposition is also a great motivation for me personally and for my colleagues on the Corporate Executive Board. Another motivation is the great trust that you as shareholders place in us.

Thank you for that. I look forward to continuing Swiss Life's pleasing development together with you and our teams.

I would like to thank you for your attention and hand back to you, Rolf.