



# **Jahresergebnis 2008**

## **Medienpräsentation**

Zürich, 24. März 2009

# Agenda



**1. Überblick**

**Bruno Pfister**

2. Ergebnisse

Thomas Müller

3. Ausblick

Bruno Pfister

# Wichtigste Punkte

- **Ergebnis aufgrund Verwerfungen an Finanzmärkten unbefriedigend**
  - Bruttoprämieneinnahmen gehen um 4% zurück
  - Wertberichtigungen und Nettokapitalverluste wirken sich massiv auf Reingewinn aus
- **Solide Eigenkapitalausstattung trotz Finanzmarktkrise**
  - Solides IFRS-Eigenkapital und konstante IFRS-Solvabilität von 159%, nach Abzug der vorgeschlagenen Dividende von CHF 5
  - Nennwertrückzahlung und Aktienrückkäufe von über CHF 1,2 Mrd.
  - Risiken im Anlageportfolio deutlich reduziert
- **Swiss Life und Talanx vereinbaren strategische Partnerschaft**
  - Mehrere Bereiche der Zusammenarbeit identifiziert
  - Swiss Life verkauft 8.4% MLP-Aktien an Talanx und beabsichtigt, verbleibenden Anteil auf unter 10% zu reduzieren
- **Ausblick 2009**
  - Markt für finanzielle Vorsorge wächst langfristig, und zunehmendes Bedürfnis nach Beratung und Sicherheit
  - Direkte Anlageerträge übertreffen technische Zinsen deutlich
  - Marktposition durch verstärkte Vertriebskraft ausgebaut

# Kennzahlen 2008

<b>Reingewinn</b>	➔	<b>CHF 345 Mio.</b>	<b>- 75%</b>
<b>Betriebsergebnis<sup>1)</sup></b>	➔	<b>CHF - 842 Mio.</b>	<b>n.a.</b>
<b>Eigenkapital</b> (vor Minderheitsanteilen)	➔	<b>CHF 6,6 Mrd.</b>	<b>- 9%</b>
<b>Gruppensolvabilität</b>	➔	<b>159%</b>	<b>- 3 Ppkt.</b>
<b>Eigenkapitalrendite</b>	➔	<b>5,0%</b>	<b>- 13,1 Ppkt.</b>
<b>Embedded Value</b>	➔	<b>CHF 8,5 Mrd.</b>	<b>- 34.1%</b>
<b>Vorgeschlagene Dividende</b>	➔	<b>CHF 5</b>	<b>- CHF 12</b>

1) Fortgeführtes Geschäft

# Operative Fortschritte 2008 (1/2)

## Schweiz

- Marktführerschaft behauptet
- Effizienz gesteigert, Kosten reduziert
- Kosteneinsparungen von jährlich CHF 90 Mio. identifiziert
- Neue und innovative Produkte eingeführt

## Frankreich

- Fortgesetzt starkes Prämienwachstum (+8%)
- Ausgezeichnete Entwicklung im IFA-Kanal
- Neue fondsgebundene Produkte erfolgreich lanciert

## Deutschland

- Zusammenarbeit mit AWD gut angelaufen
- Attraktive neue Produkte lanciert
- Deutlich ansteigendes Neugeschäft im 4. Quartal

# Operative Fortschritte 2008 (2/2)

## PPLI <sup>1)</sup>

- Krise an Finanzmärkten bremst Geschäft mit vermögenden Kunden
- Neue und angepasste Produkte lanciert
- Weitere Standorte in Singapur und Dubai geschaffen

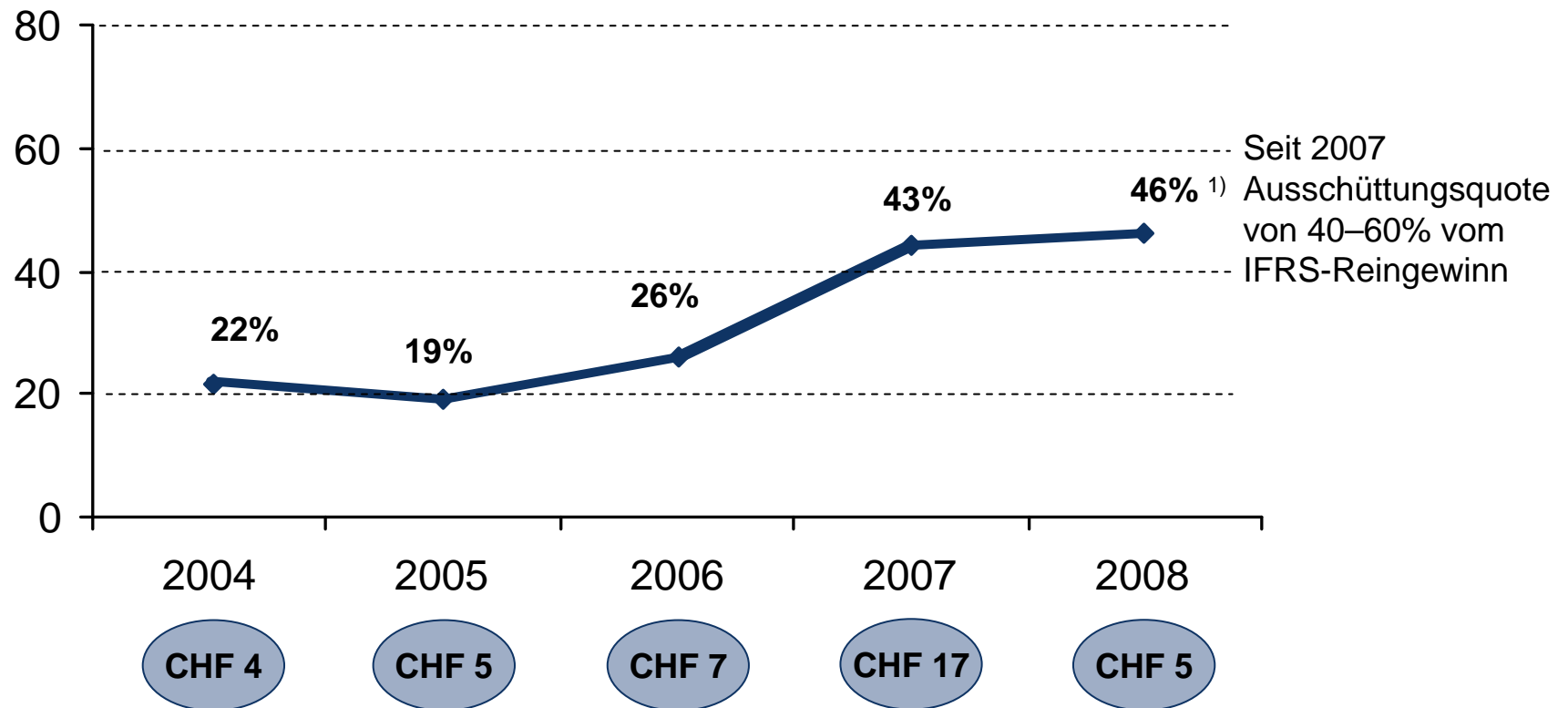
## AWD

- Von AWD vermitteltes Neugeschäft mehr als verdoppelt
- Fokussierung in UK, und Situation in Österreich adressiert
- Angestrebte Führungsstruktur eingeführt

## Investment Management / ALM

- Risiken in der Bilanz in 2. Jahreshälfte deutlich reduziert
- Investment Management mit stabilem Gewinnbeitrag
- Weiterhin positive Zinsmarge realisiert

# Ausschüttungsquote



1) Ausschüttungsquote 2008 ohne Aktien aus der zweiten Handelslinie aus dem Aktienrückkauf

# Agenda



1. Überblick

Bruno Pfister

**2. Ergebnisse**

**Thomas Müller**

3. Ausblick

Bruno Pfister



# Erfolgsrechnung

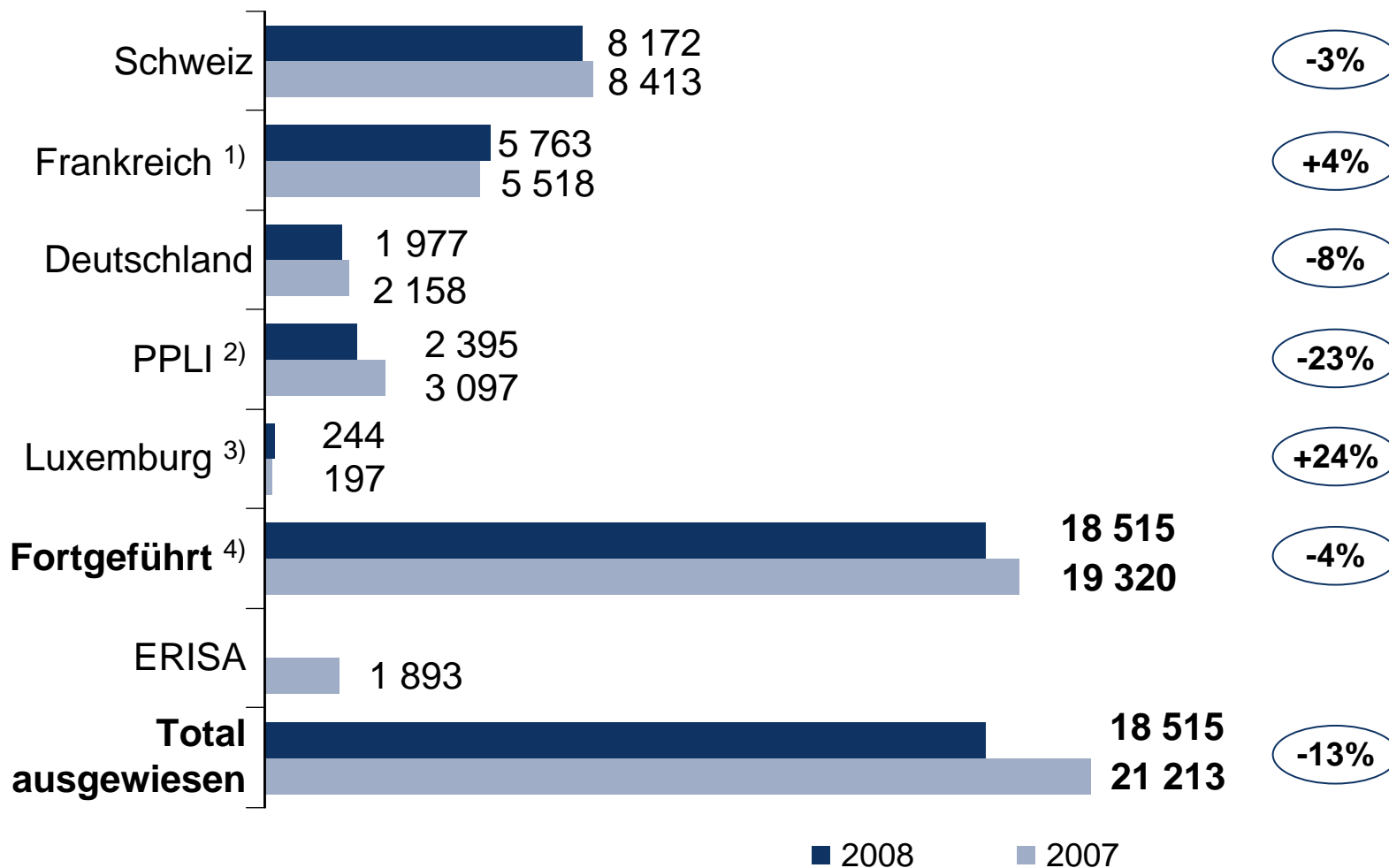
Mio. CHF (Basis: IFRS)

<b>Fortgeführtes Geschäft</b>	<b>2008</b>	<b>2007</b>
Verbuchte Bruttoprämien, Policengebühren und erhaltene Einlagen	18 515	21 213
Ertrag aus Vermögensverwaltung und übriger Kommissionsertrag	950	196
Finanzergebnis (auf Rechnung und Risiko der Swiss Life-Gruppe)	388	4 885
Versicherungsleistungen und Schadenfälle (netto)	-12 915	-13 268
Überschussbeteiligung der Versicherungsnehmer	429	-1 746
Betriebsaufwand	-3 319	-2 489
<b>Betriebsergebnis</b>	<b>-842</b>	<b>1 013</b>
Fremdkapitalkosten	-181	-177
Ergebnisanteile an assoziierten Unternehmen	-149	12
Ertragssteueraufwand	29	-122
<b>Jahresergebnis aus fortgeführtem Geschäft</b>	<b>-1 143</b>	<b>726</b>
Reingewinn aus nicht fortgeführtem Geschäft	1 488	642
<b>Reingewinn</b>	<b>345</b>	<b>1 368</b>
Ergebnis je Aktie aus fortgeführtem Geschäft (in CHF) <sup>1)</sup>	-35,37	20,83
Ergebnis je Aktie (in CHF) <sup>1)</sup>	10,88	39,60

1) Verwässert, auf Basis von 32 169 248 Aktien 2008 und 34 167 673 Aktien 2007

# Prämien

Bruttoprämien und Einlagen von Versicherungsnehmern; Mio. CHF (Basis: IFRS)



1) Ohne ERISA im Jahr 2007

2) Inkl. Liechtenstein, Singapur und PPLI Luxemburg

3) Luxemburg ohne PPLI

4) Inkl. CHF -36 Mio. Eliminationen zwischen den Segmenten 2008 und CHF -63 Mio. 2007

# Betriebsergebnis

Segmentergebnisse; Mio. CHF (Basis: IFRS)

	2008	2007
Fortgeführtes Versicherungsgeschäft	-715	1 047
davon		
- Schweiz	-748	650
- Frankreich	40	324 <sup>1)</sup>
- Deutschland	29	65
- Übrige	-36	8
Investment Management	94	93
AWD	-41	-
Nicht fortgeführtes Versicherungs- und Bankgeschäft	1 694	639
Übrige und Eliminationen	-55	0
Nicht zugeordnete Corporate Costs	-116	-73
<b>Betriebsergebnis</b>	<b>861</b>	<b>1 706</b>
– davon fortgeführtes Geschäft	-842	1 013

1) Inkl. CHF 137 Mio. ERISA-Beitrag

# Kostenentwicklung

Mio. CHF (Basis: IFRS)

<b>Fortgeführtes Geschäft</b>	<b>2008</b>	2007	Veränderung
<b>Total Betriebsaufwand</b>	<b>3 319</b>	<b>2 489</b>	<b>33,3%</b>
Provisionen und Veränderung der aktivierten Abschlusskosten	-966	-936	
Restrukturierungskosten	-54	-32	
AWD	-807		
ERISA/CapitalLeben		-118	
IAS 19	-32	-31	
Währungseffekte		-22	
<b>Operative Kosten</b>	<b>1 460</b>	<b>1 350</b>	<b>8,2%</b>
– davon Schweiz	545	562	-3,0%

# Anlageergebnis

Mio. CHF (Basis: IFRS) – auf eigenes Risiko gehaltene Kapitalanlagen im Versicherungsgeschäft; fortgeführtes Geschäft ohne ERISA

	2008	2007 <sup>1)</sup>
Direkte Erträge aus Kapitalanlagen	4 530	4 622
Direkte Erträge aus Kapitalanlagen in %	4,1%	4,1%
Kosten	-180	-196
Nettokapitalgewinne/-verluste und Wertberichtigungen	-4 071	-219
Nettokapitalerträge	279	4 207
Nettoanlagerendite	0,3%	3,8%
Veränderung der nicht realisierten Gewinne/Verluste auf Kapitalanlagen (netto)	282	-3 053
Total Kapitalerträge	561	1 154
Gesamtperformance	0,5%	1,0%
Durchschnittliche Kapitalanlagen (netto)	110 932	112 006
Gesamte Anlageperformance ( <u>Fair Value</u> ) in %	-0,7%	n.a.

1) Früher ausgewiesene Zahlen inkl. SL Banque, Paris

# Detailangaben zu den Nettokapitalerträgen

Mio. CHF (Basis: IFRS) – auf eigenes Risiko gehaltene Kapitalanlagen im Versicherungsgeschäft; fortgeführtes Geschäft

	Direkte Erträge	Wertberichtigungen	Gewinne/ Verluste (brutto) erfolgswirksam (inkl. Währungs- umrechnung)	Gewinne/ Verluste auf Derivaten	Netto nach Hedging	Netto- kapital- erträge
Obligationen	1 942	-126	-1 464	1 861	397	2 213
Zu Darlehen reklassifizierte Oblig.	690	-44	-223		-223	423
Aktien	195	-1 371	-2 103	936	-1 167	-2 343
Darlehen	637	0	35		35	672
Hypotheken	206	12	0		0	218
Alternative Anlagen	199	-1 316	-468 <sup>1)</sup>	165	-303	-1 420
Liegenschaften	532	0	194		194	726
Flüssige Mittel und Übrige	129	0	-159		-159	-30
<b>Total</b>	<b>4 530</b>	<b>-2 845</b>	<b>-4 188</b>	<b>2 962</b>	<b>-1 226</b>	<b>459</b>
Kosten						-180
<b>Nettokapitalerträge</b>						<b>279</b>
Nettokapitalgewinne/-verluste auf Kapitalanlagen						

**- 4 071**

1) Ökonomische Sicht: Wertberichtigungen von CHF –295 Mio. auf alternativen Anlagen den Gewinnen/Verlusten zugewiesen

# Anlageergebnis

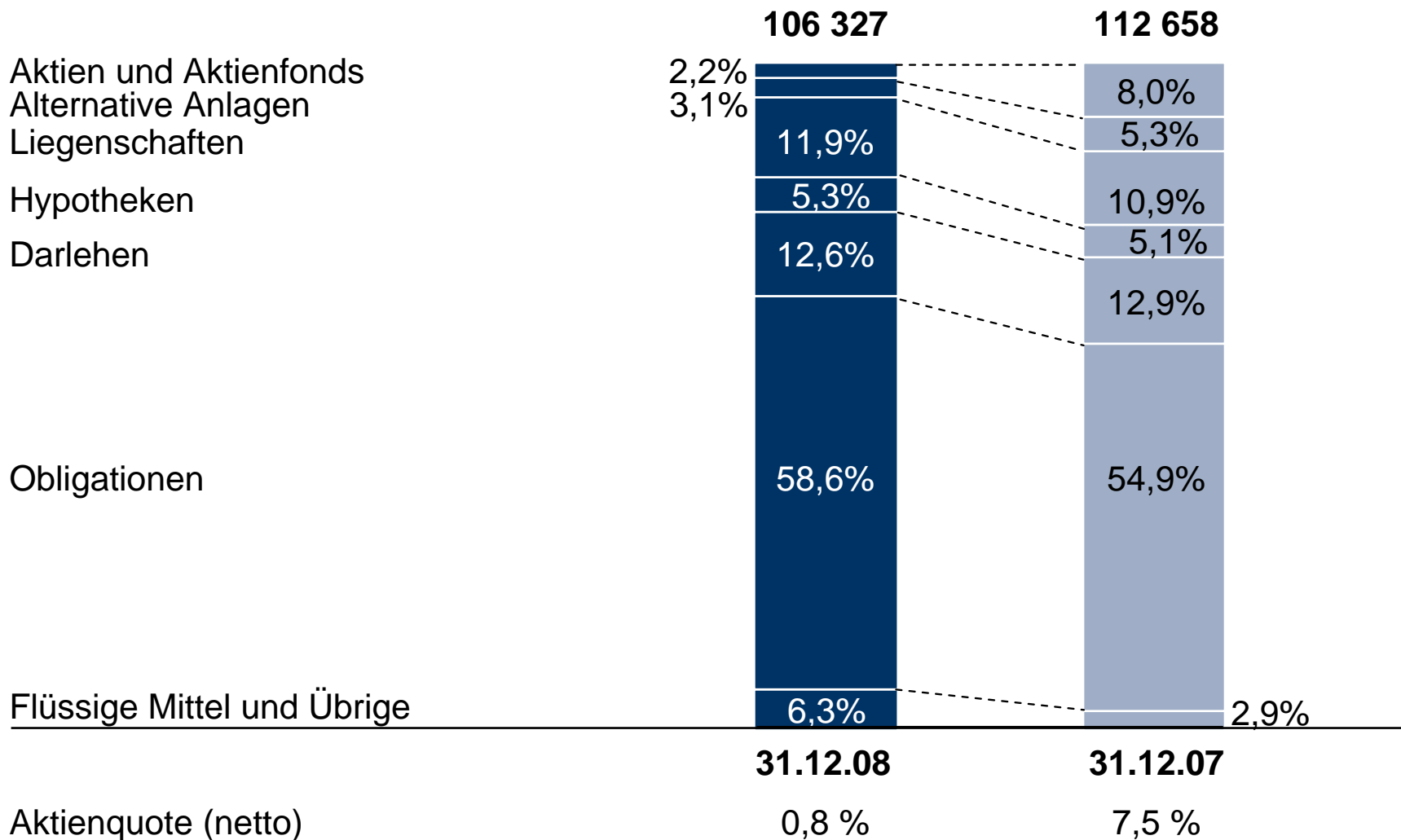
Mio. CHF (Basis: IFRS) – auf eigenes Risiko gehaltene Kapitalanlagen im Versicherungsgeschäft; fortgeführtes Geschäft ohne ERISA

	2008	2007 <sup>1)</sup>
Direkte Erträge aus Kapitalanlagen	4 530	4 622
Direkte Erträge aus Kapitalanlagen in %	4,1%	4,1%
Kosten	-180	-196
Nettokapitalgewinne/-verluste und Wertberichtigungen	-4 071	-219
Nettokapitalerträge	279	4 207
Nettoanlagerendite	0,3%	3,8%
Veränderung der nicht realisierten Gewinne/Verluste auf Kapitalanlagen (netto)	282	-3 053
Total Kapitalerträge	561	1 154
Gesamtperformance	0,5%	1,0%
Durchschnittliche Kapitalanlagen (netto)	110 932	112 006
Gesamte Anlageperformance ( <u>Fair Value</u> ) in %	-0,7%	n.a.

1) Früher ausgewiesene Zahlen inkl. SL Banque, Paris

# Anlageportfolio

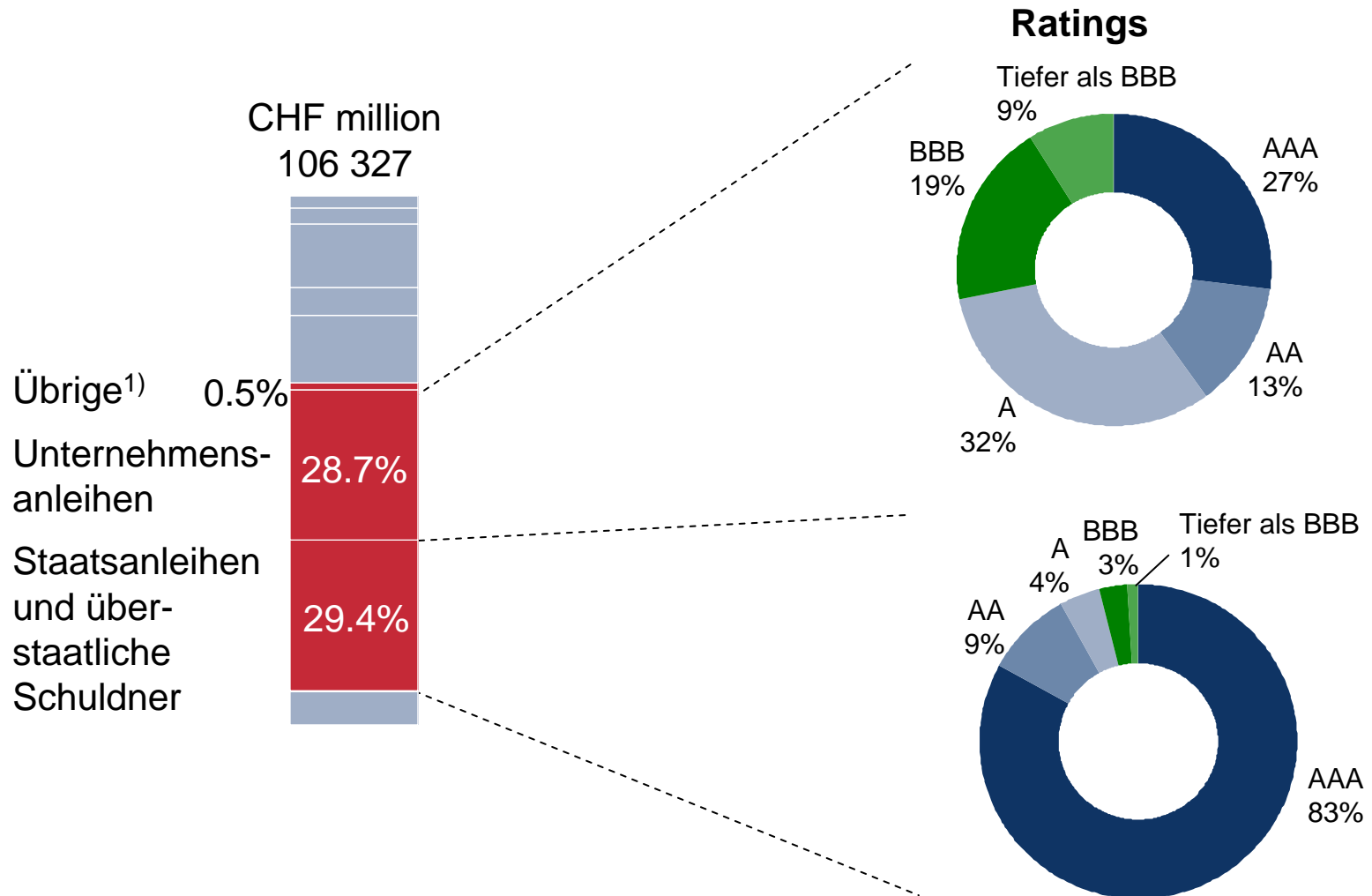
Mio. CHF (Basis: Fair Value) – auf eigenes Risiko gehaltene Kapitalanlagen im Versicherungsgeschäft





# Obligationenportfolio

Kapitalanlagen im Versicherungsgeschäft (Basis: Fair Value)



1) Exposure in CDO/CLO, ABS, MBS usw.

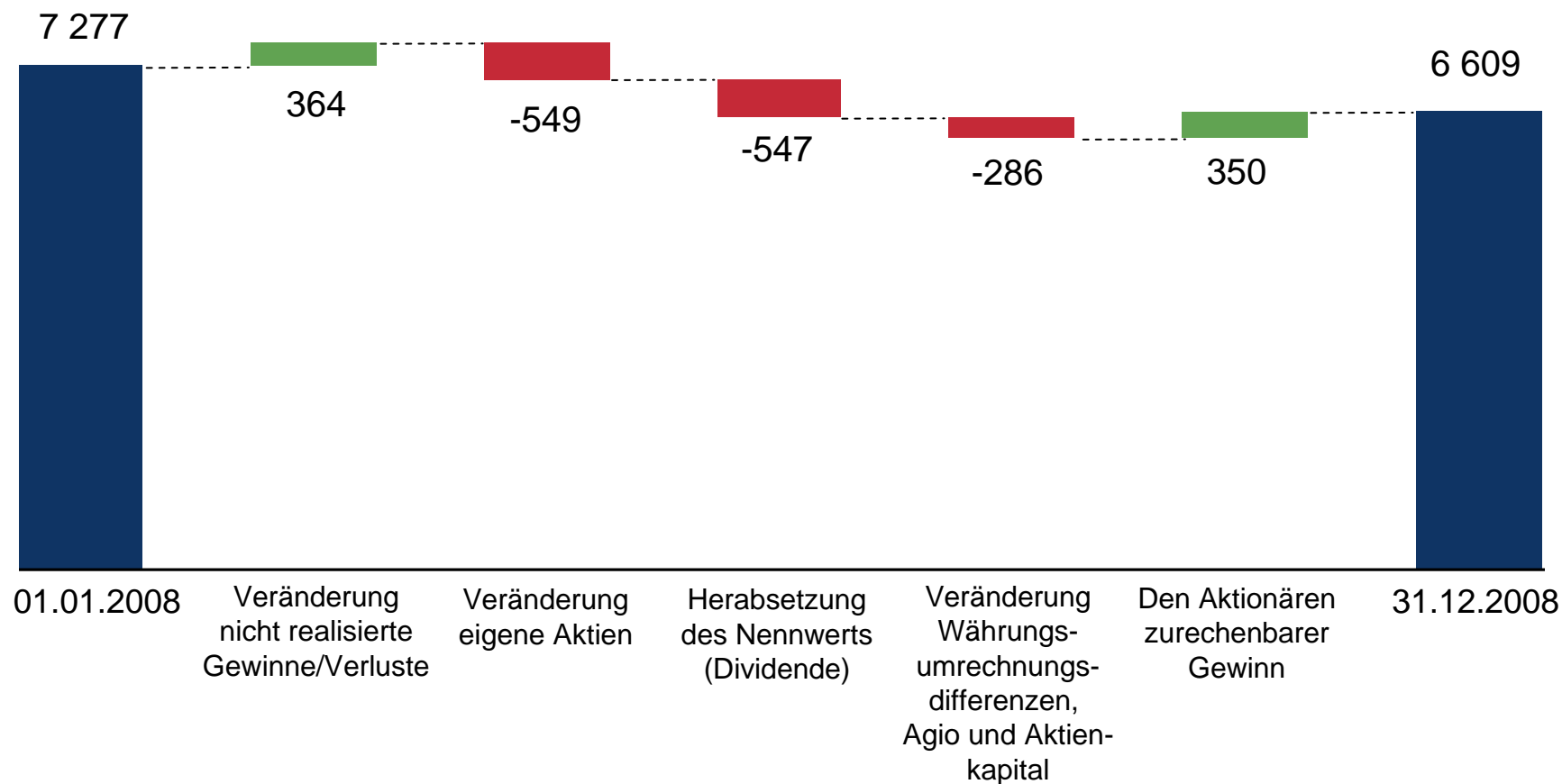
# Rückstellungen und Eigenkapital

Mio. CHF (Basis: IFRS)

	<b>31.12.2008</b>	31.12.2007
<b>Versicherungstechnische Rückstellungen</b>	<b>113 308</b>	<b>121 829</b>
Verbindlichkeiten aus dem Versicherungsgeschäft	91 024	94 492
Kapitalanlageverträge	11 135	12 907
Erfolgswirksam zum Fair Value bewertete finanz. Verbindlichkeiten (fondsgebunden)	9 727	11 042
Verbindlichkeiten aus Überschussbeteiligung der VN	1 422	3 388
<b>Anleihen und Darlehensverpflichtungen</b>	<b>3 123</b>	<b>3 621</b>
<b>Eigenkapital (vor Minderheitsanteilen)</b>	<b>6 609</b>	<b>7 277</b>
<b>Total Passiven</b>	<b>134 791</b>	<b>179 757</b>
<b>Kernkapital</b>	<b>10 007</b>	<b>11 594</b>
Eigenkapital (inkl. Minderheitsanteilen)	6 652	7 334
Hybride Kapitalinstrumente	2 677	2 936
Unter Verbindlichkeiten ausgewiesene Positionen mit Eigenkapitalcharakter	678	1 324

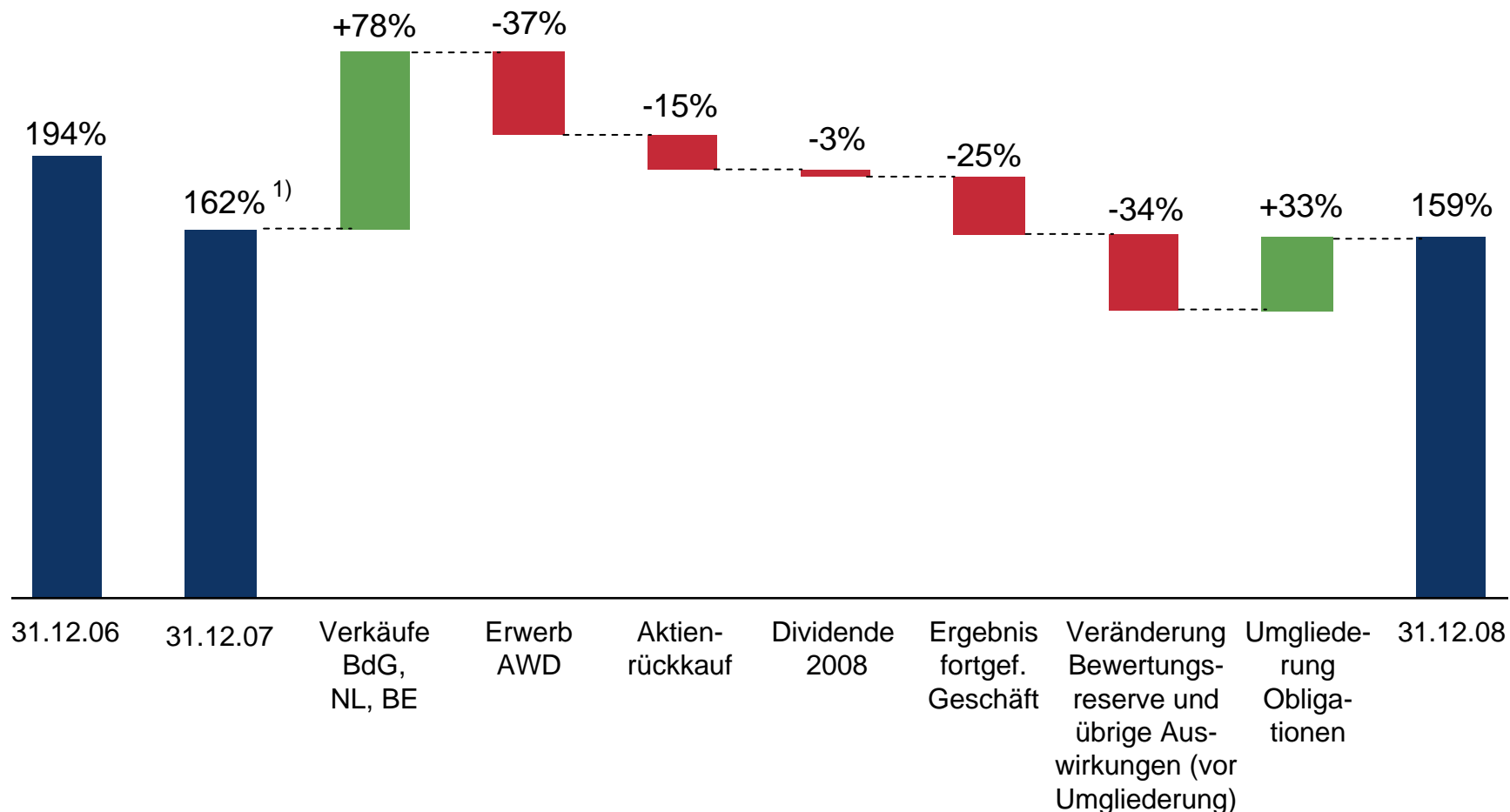
# Entwicklung des Eigenkapitals

Mio. CHF (Basis: IFRS)



# Gruppensolvabilität

Basis: Eigenkapital gemäss IFRS



1) Seit 2007, gemäss neuer Praxis des BPV

# Embedded Value

Mio. CHF (statutarische Basis)

	<b>31.12.2008</b>	31.12.2007	Veränderung	RoEV
Schweiz	2 311	4 847	-52,3%	-47,2%
International	2 577	4 996	-48,4%	-4,1%
ANAV der Swiss Life Holding	3 569	2 994		
<b>Swiss Life-Gruppe</b>	<b>8 457</b>	<b>12 837</b>	<b>-34,1%</b>	<b>-29,5%</b>
davon ANAV	6 088	8 705		
PVFP	3 502	4 880		
Cost of Holding Capital	-1 133	-748		
Embedded Value je Aktie <sup>1)</sup>	241	367		

1) In CHF, auf Basis von 35,0 Millionen Aktien am 31.12.07 und 35,1 Millionen Aktien am 31.12.08

AWD Gruppe, lokaler Abschluss <sup>1)</sup>, Mio. EUR (Basis: IFRS)

	2008	2007	Veränderung
<b>Umsatzerlöse</b>	<b>633,0</b>	<b>717,5</b>	<b>-11,8%</b>
Deutschland	385,6	384,7	
Österreich, Zentral- und Osteuropa	114,5	165,4	
Grossbritannien	63,6	94,2	
Schweiz	69,3	70,4	
<b>EBIT</b>	<b>19,7</b>	<b>83,0</b>	<b>-76,3%</b>
Deutschland	72,3	75,0	
Österreich, Zentral- und Osteuropa	4,2	34,7	
Grossbritannien	-24,9	-4,2	
Schweiz	5,3	9,1	
Holding	-37,2	-30,8	
<b>Jahresergebnis</b> (fortgeführtes Geschäft)	<b>2,1</b>	<b>55,2</b>	<b>-96,2%</b>
Ergebnis nicht fortgeführtes Geschäft	-16,5	2,2	
<b>Jahresergebnis</b>	<b>-14,4</b>	<b>57,4</b>	
<b>Finanzberater</b> <sup>2)</sup>	<b>6 009</b>	<b>6 305</b>	<b>-4,7%</b>
<b>Beratene Kunden</b>	<b>429 100</b>	<b>480 800</b>	<b>-10,8%</b>

1) Ohne Proventus; 2) Inkl. 333 Berater von Proventus

# Agenda



1. Überblick

Bruno Pfister

2. Ergebnisse

Thomas Müller

**3. Ausblick**

**Bruno Pfister**

- 1 Langfristige Aussichten im Vorsorgemarkt weiterhin gut**
- 2 Solides Geschäftsportefeuille mit erweiterter Produktpalette**
- 3 Diversifizierter Vertrieb mit Wachstumspotential**
- 4 Kostenreduktionen zum Ausbau der Wettbewerbsposition eingeleitet**
- 5 Risiken im Anlageportfolio weitgehend reduziert und solide Kapitalbasis**





SwissLife

**Anhang (nur in Englisch)**

# Supplementary information



## 1. Profit and loss

2. AWD

3. Balance sheet

4. Investments

5. Embedded value

6. Contact details and financial calendar

# Adjusted premium growth

CHF million (IFRS basis)



	2008	2007	Change
<b>GWP &amp; PHD</b>	<b>19 439</b>	<b>24 170</b>	<b>-20%</b>
Less discontinued	-924	-2 957	
Less ERISA		-1 893	
<b>Continuing operations excl. ERISA</b>	<b>18 515</b>	<b>19 320</b>	<b>-4%</b>
Currency effects		-278	
<b>GWP &amp; PHD adjusted</b>	<b>18 515</b>	<b>19 042</b>	<b>-3%</b>

# Switzerland: Life insurance premiums



CHF million (IFRS basis)

	FY 2008	FY 2007	Change
<b>Total life GWP incl. PHD</b>	<b>8 172</b>	<b>8 413</b>	<b>-2.9%</b>
Single premiums	4 342	4 276	+1.5%
Periodic premiums	3 763	4 069	-7.5%
Reinsurance premiums assumed	67	68	-1.0%
<b>Group life</b>	<b>6 409</b>	<b>6 630</b>	<b>-3.3%</b>
Single premiums	3 690	3 636	1.5%
Periodic premiums	2 719	2 994	-9.2%
<b>Individual life</b>	<b>1 696</b>	<b>1 715</b>	<b>-1.1%</b>
Single premiums	652	640	1.8%
Periodic premiums	1 044	1 075	-2.9%

# Switzerland: statutory distribution ratio in BVG business

CHF million (statutory basis)



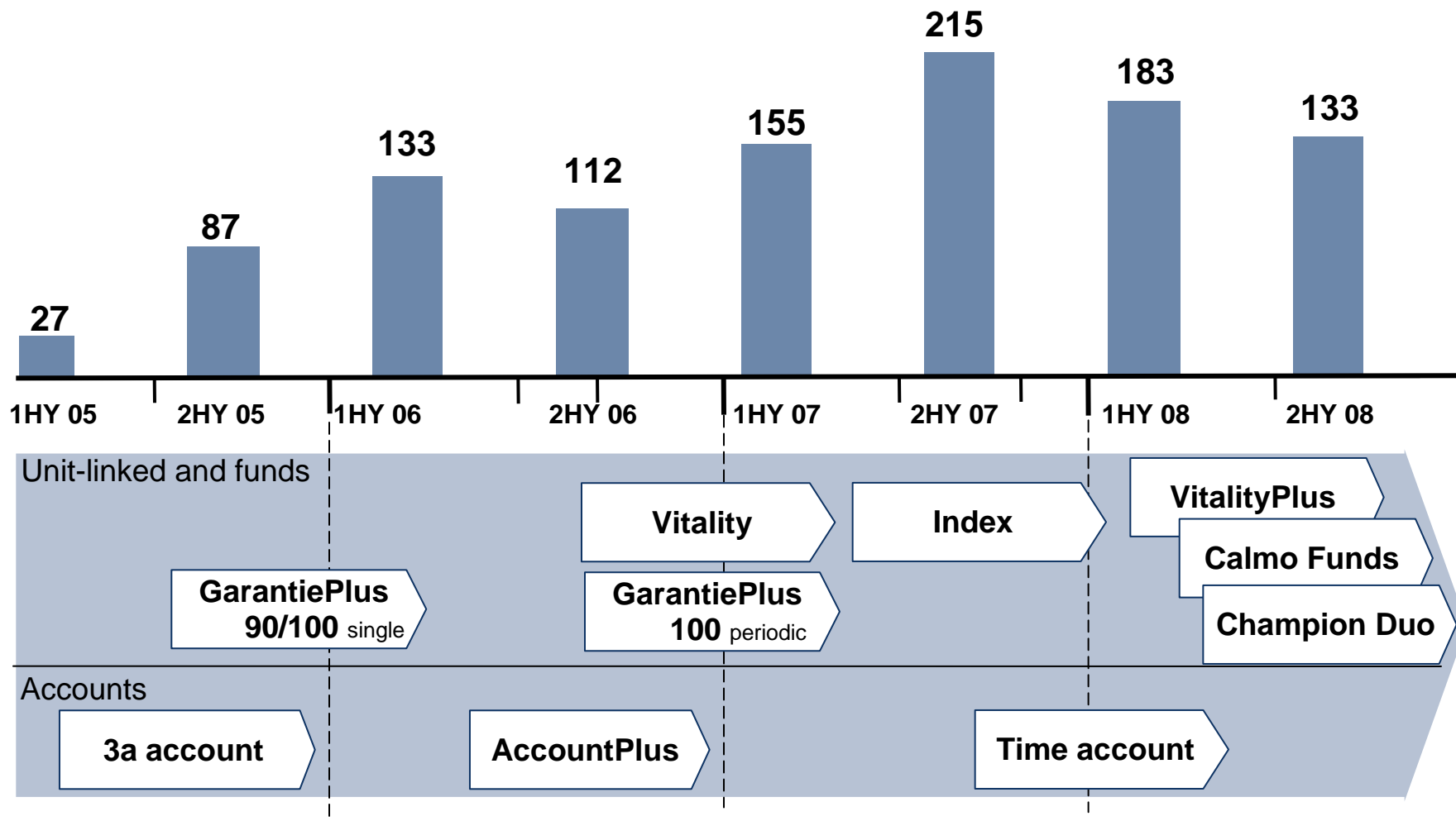
	FY 2005	FY 2006	FY 2007	FY 2008
Gross revenue	2 199 100%	2 086 100%	2 065 100%	505 100%
Total insurance benefits paid (incl. bonuses)	2 060 <b>93.7%</b>	1 919 <b>92.0%</b>	1 890 <b>91.5%</b>	1 442 <b>&gt;100%</b>
Operating income BVG business	139	167	175	- 937
Operating income other group business	6	25	37	- 146
Operating income total group business	145	192	212	- 1083

# Switzerland: Performance-oriented products



SwissLife

New business gross volume  
(unit-linked, funds and account solutions); CHF million



# Supplementary information



1. Profit and loss

**2. AWD**

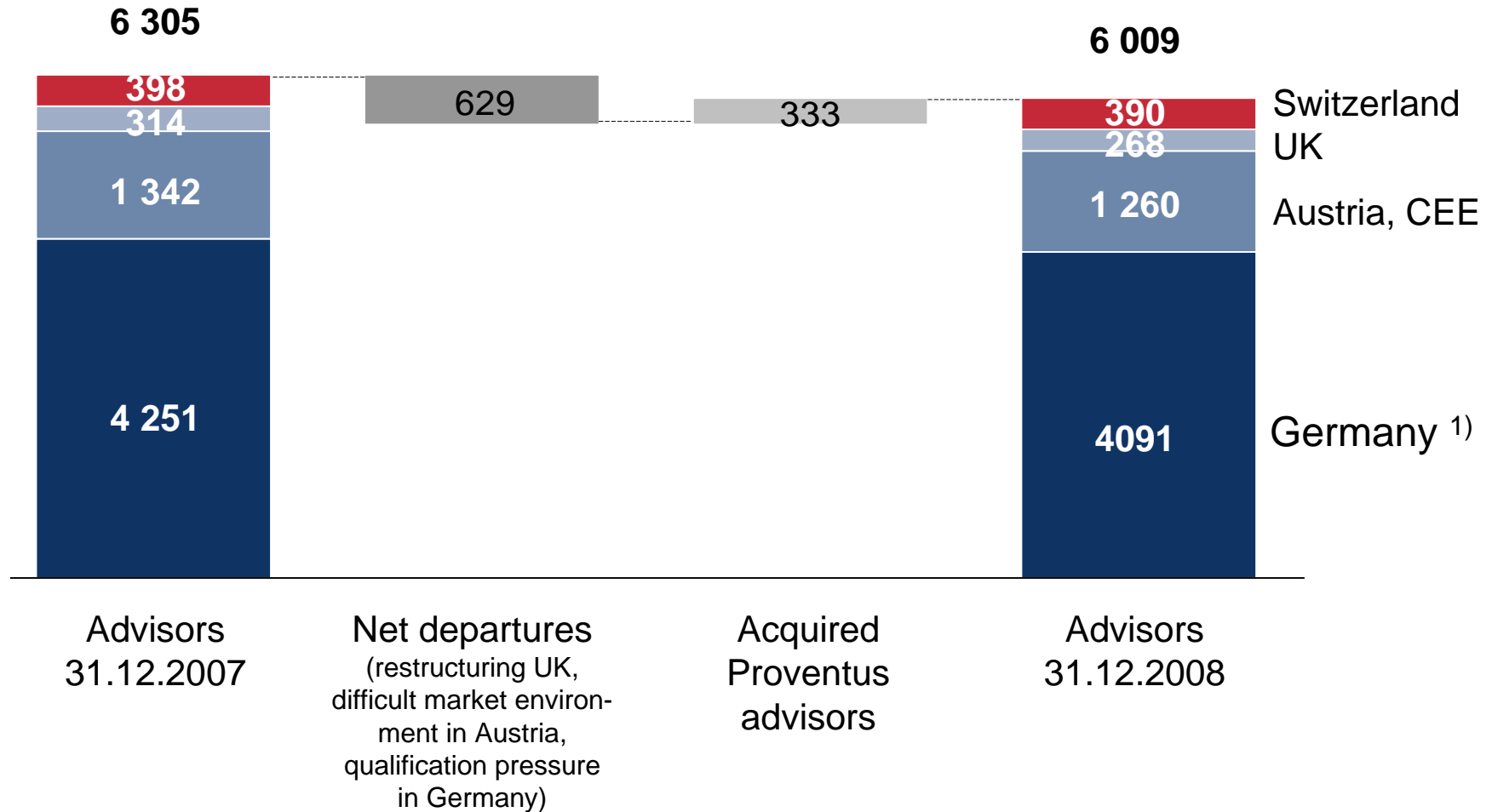
3. Balance sheet

4. Investments

5. Embedded value

6. Contact details and financial calendar

# AWD advisor development



1) Germany incl. 333 Proventus advisors; 211 tied agents of Proventus not included

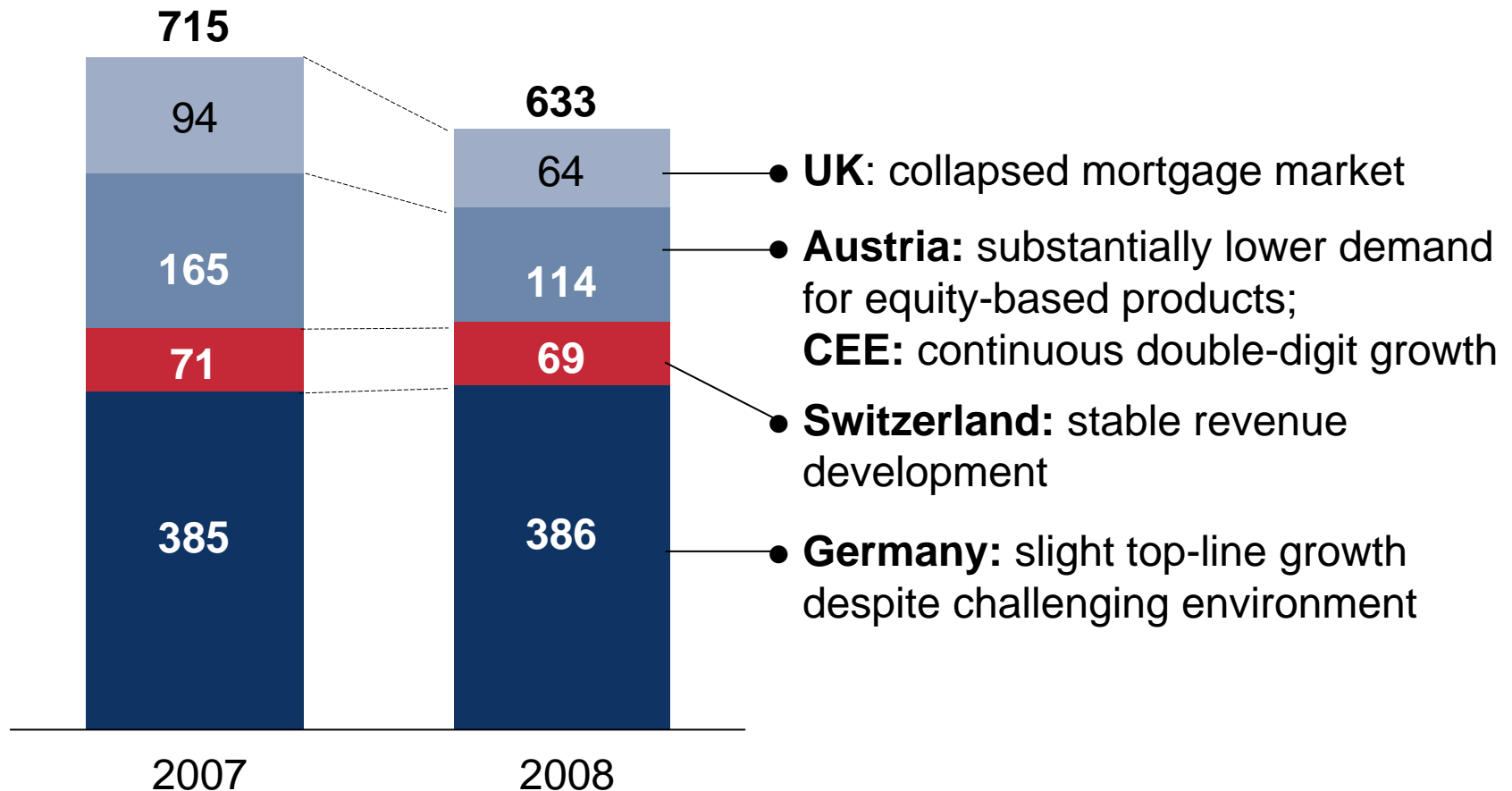


# AWD revenues

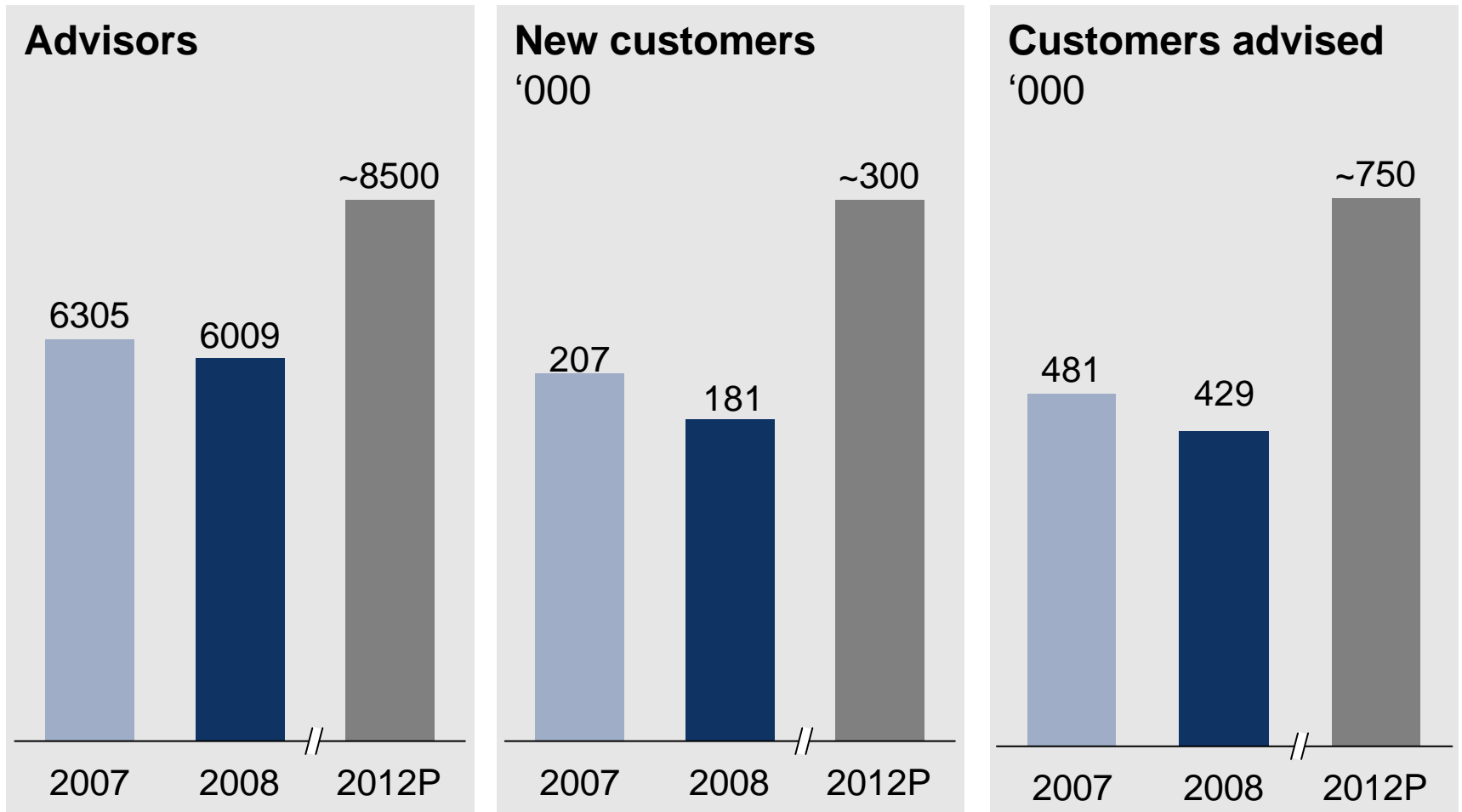


SwissLife

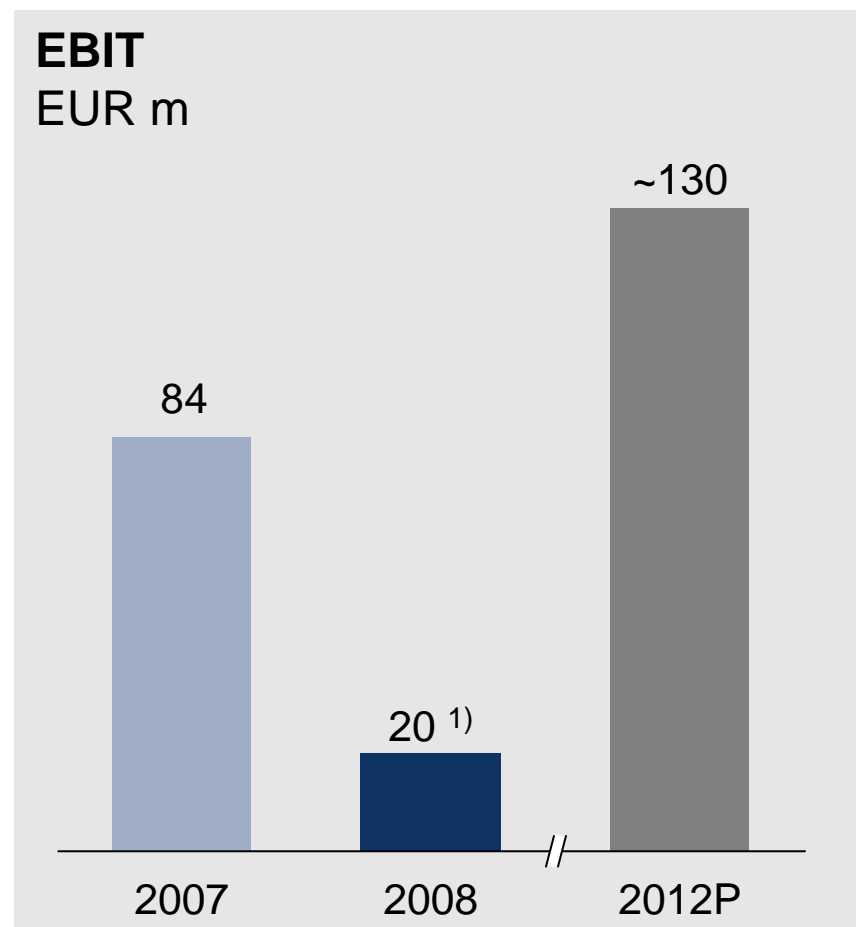
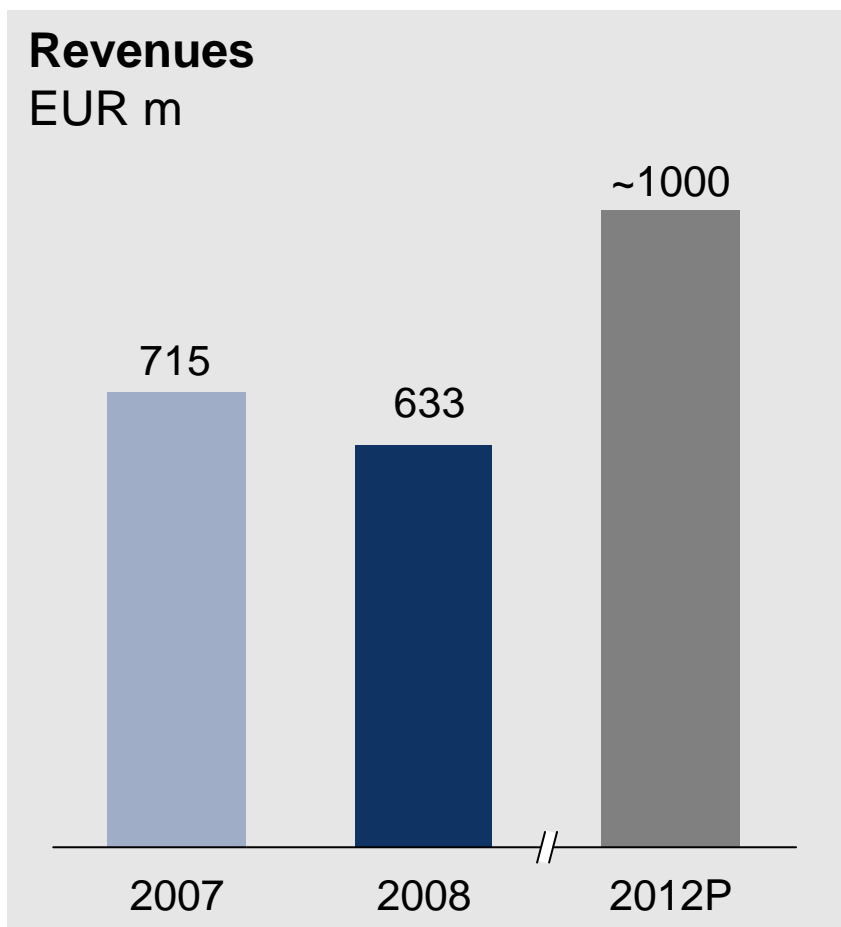
AWD Group revenues (continuing operations), EUR m



# AWD operational targets up to 2012



# AWD financial targets up to 2012



1) FY 2008 Continued operations excluding losses and restructuring from discontinued operations of AWD UK

# Reconciliation AWD segment result to AWD EBIT



SwissLife

CHF million (IFRS basis), AWD stand-alone

---

## AWD segment result FY 2008

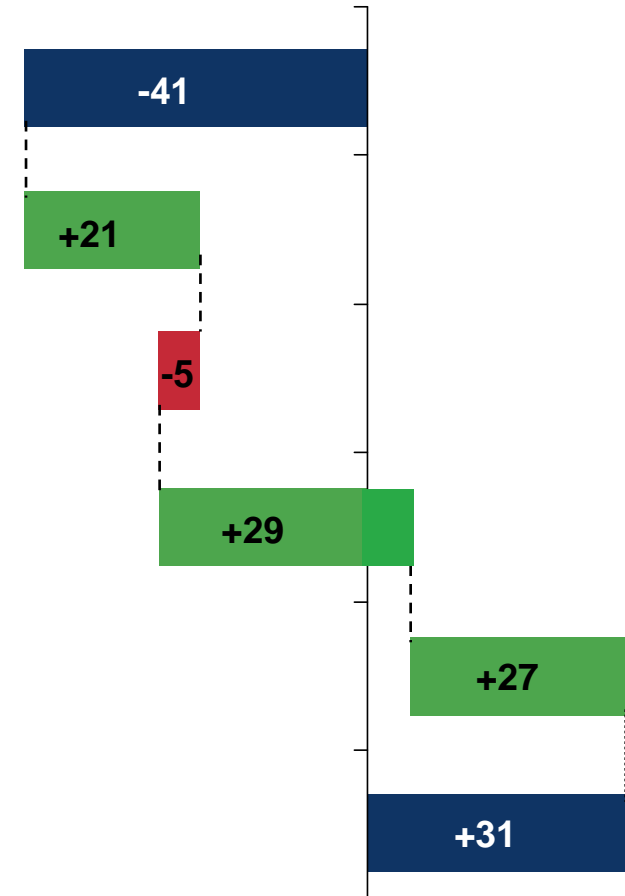
---

- + Amortisation customer relationship asset
- Financial result AWD 2008
- + EBT AWD Q1 2008
- + EBT discontinued operations AWD UK

---

## EBIT AWD FY 2008 <sup>1)</sup>

---



1) EBIT AWD FY 2008: EUR 19.7 million / FY 2007: EUR 84.5 million

# Supplementary information



1. Profit and loss

2. AWD

**3. Balance sheet**

4. Investments

5. Embedded value

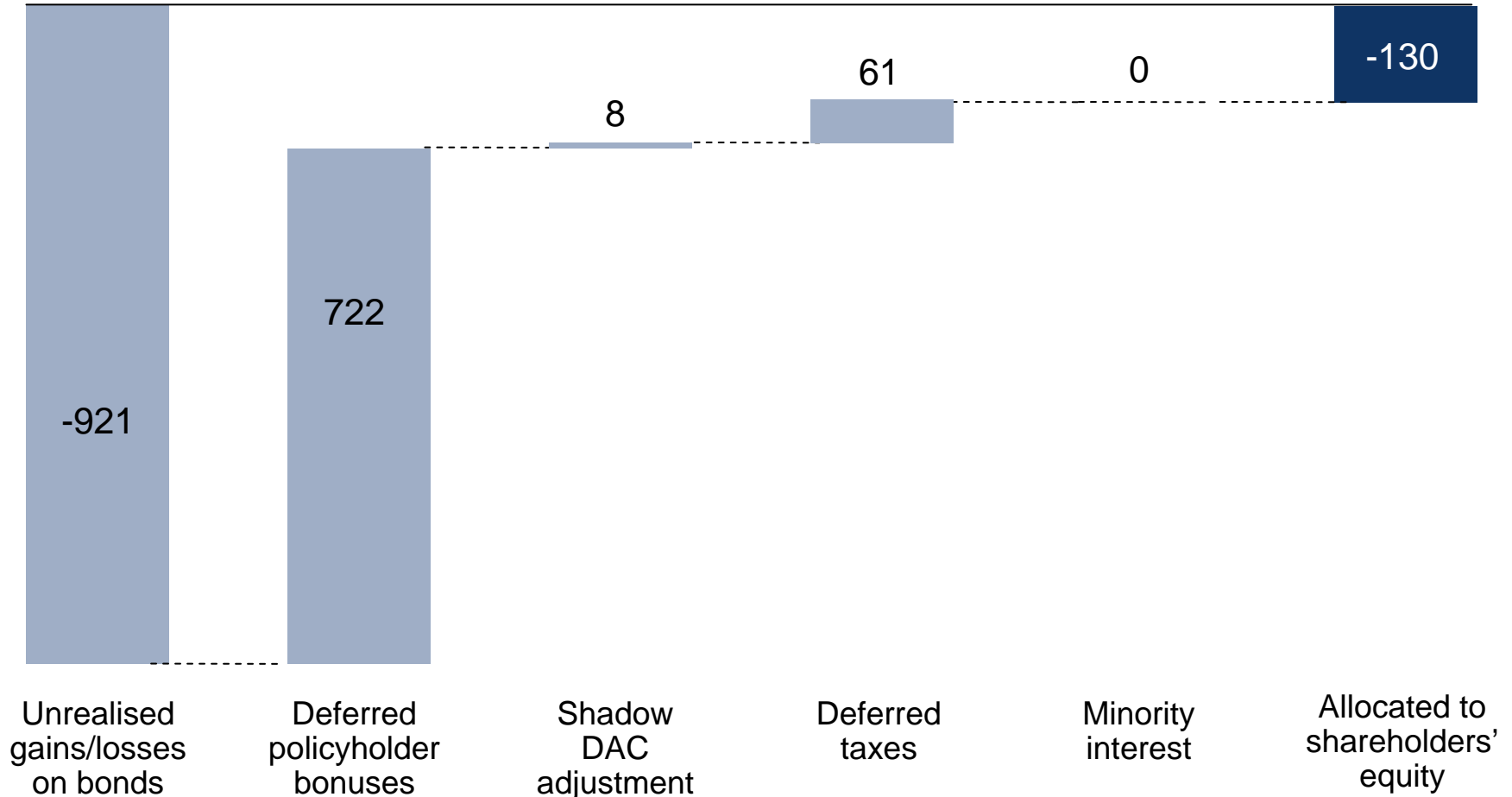
6. Contact details and financial calendar

# Allocation of unrealised gains/losses on bonds



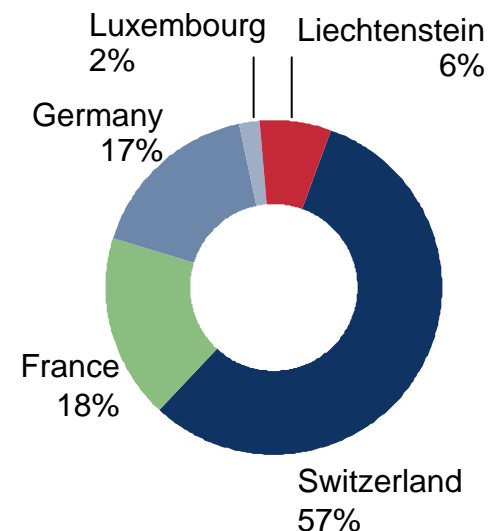
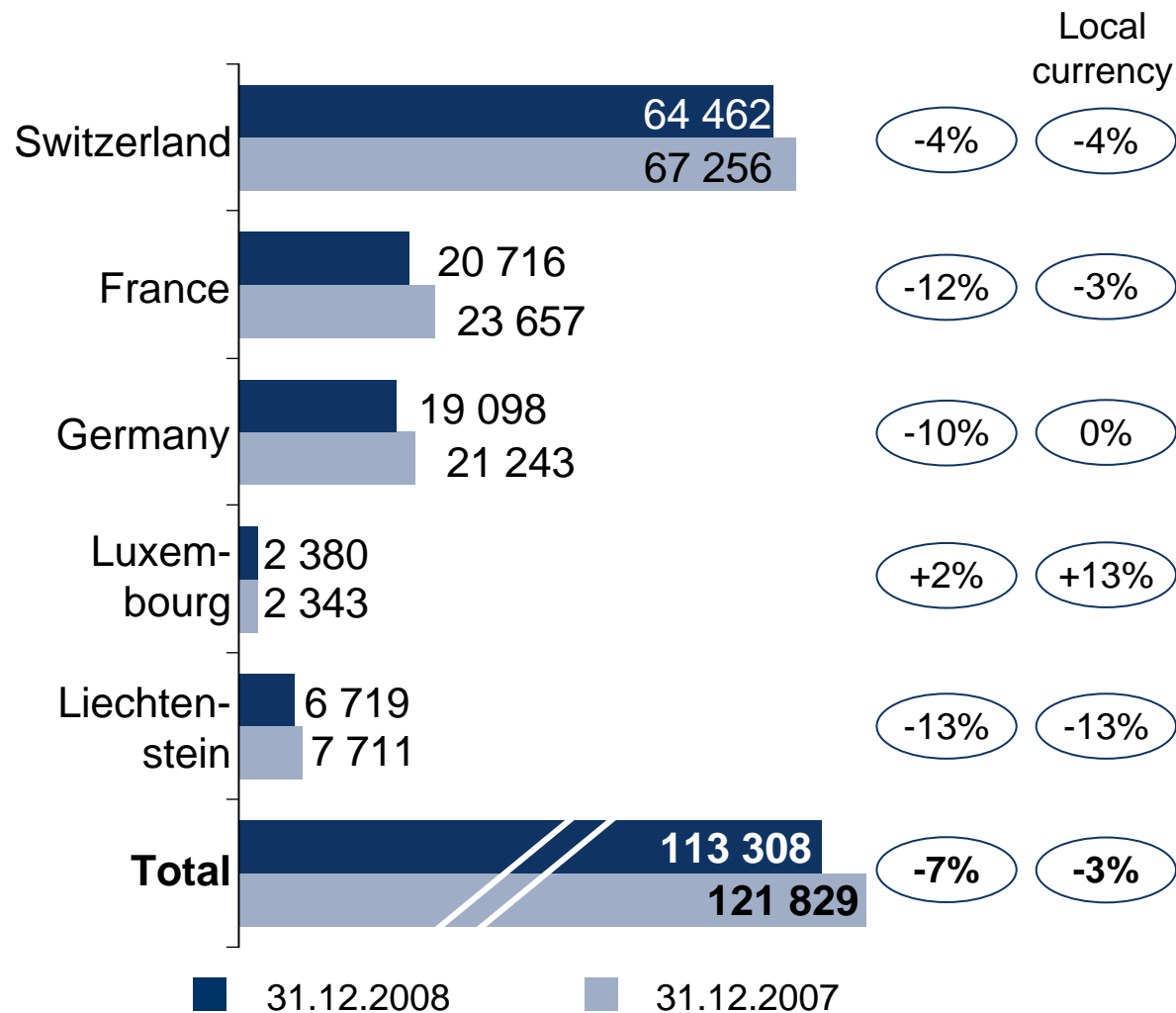
SwissLife

CHF million (IFRS basis)



# Insurance reserves by country

CHF million (IFRS basis) - comparable basis <sup>1)</sup>



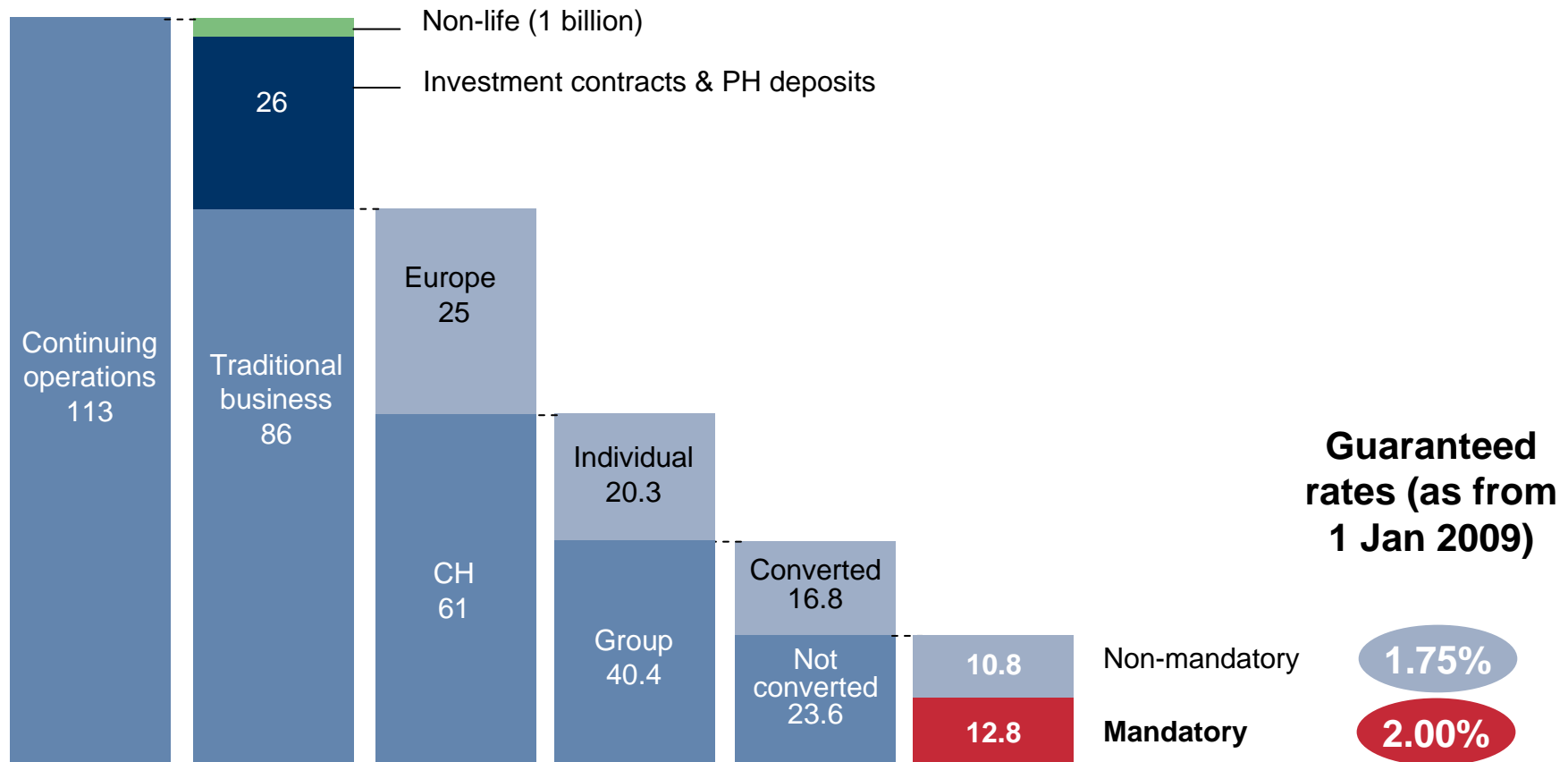
1) Includes inter-segment eliminations of CHF 67 million in 2008 and CHF 381 million in 2007

# 11% of Swiss Life Group reserves subject to BVG minimum interest rates



SwissLife

Breakdown of insurance reserves (incl. unit-linked) as per 31.12.2008; CHF billion (IFRS basis)





# Average technical interest rate of 2.66%



SwissLife

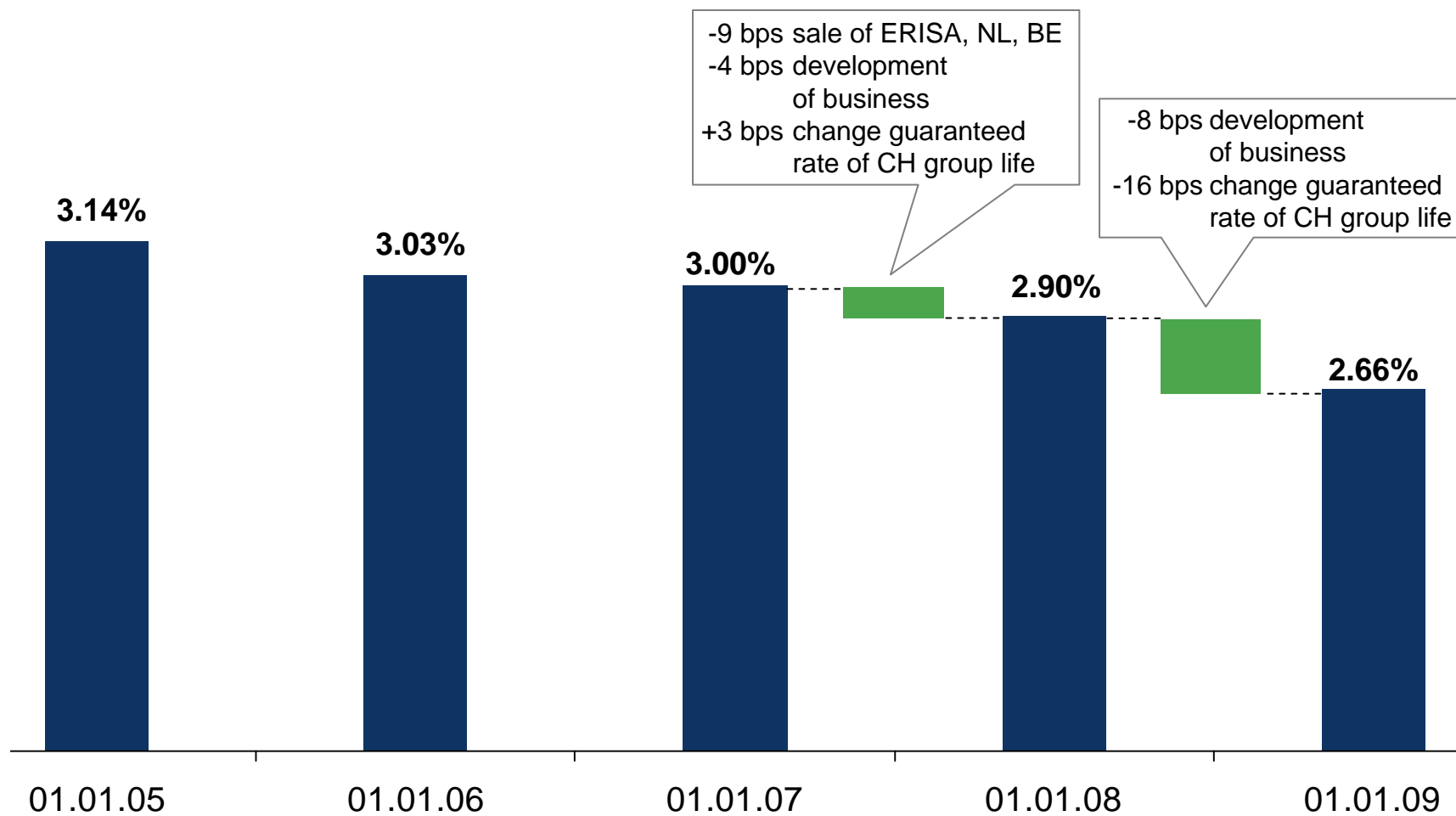
CHF / EUR / USD / GBP million (statutory basis)

	CHF	EUR	USD	GBP
Total reserves	62 591	22 455	97	8
Average technical interest rate	2.51% <sup>1)</sup>	2.94%	4.15%	3.62%

Overall: **2.66%**

1) Already taking into account the guaranteed interest rate for mandatory group life business as from 2009

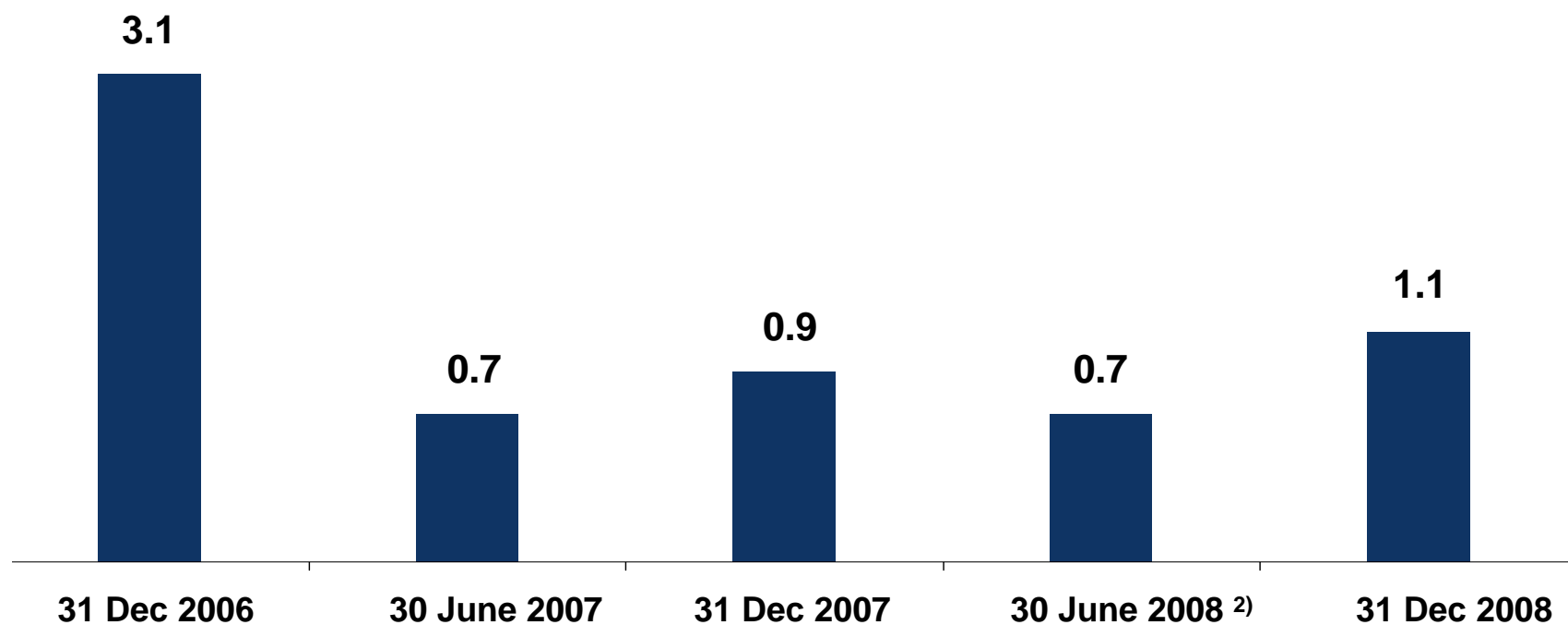
# Development of average technical interest rate



# Duration gap



Total weighted duration gap <sup>1)</sup> in %



1) Explains the relative change in economic net worth due to a parallel shift of the underlying interest rate curve

2) Restatement due to bi-annual full liability projection

# Capitalisation models, methods and scope



	Required capital	Available capital	
		Shareholders' equity includes:	Additional elements included <sup>1)</sup> :
<b>Solvency I Swiss Life Group (IFRS)</b>	Factor Based <sup>2)</sup>	Shareholder part of revaluation reserves	+ Minority interest - DAC non-life
<b>Solvency I Parent company (statutory)</b>	Factor based <sup>2)</sup>	No revaluation reserves on assets	+ Revaluation reserves on assets (excl. bonds) + Fund for future appropriation + Additional Zillmerisation
<b>S&amp;P capital adequacy Swiss Life Group (IFRS)</b>	Factor based <sup>3)</sup>	Shareholder part of revaluation reserves	+ 50% present value of future profits - Unrealised gains on bonds + Unrealised losses on bonds
<b>SST Parent company and Swiss Life Group (market consistent)</b>	Stochastic <sup>3)</sup>	Revaluation reserves on all assets and liabilities	+ Fund for future appropriation

1) All metrics include: + Eligible part of hybrid capital, + free part of PH dividend reserve, - intangible assets & dividend

2) Only liability risks considered

3) Asset and liability risks considered

# Group solvency

CHF million (IFRS basis)



	2008	2007
<b>Available solvency margin</b>		
IFRS equity (incl. minority interests)	6 652	7 334
Eligible part of hybrid capital <sup>1)</sup>	2 323	2 770
Goodwill and other intangible assets	-2 205	-934
DAC non-life	-55	-54
Dividends and nominal value reduction	-152	-558
Unattributed surplus	811	1209
<b>Total available solvency margin</b>	<b>7 374</b>	<b>9 767</b>
<b>Total required solvency margin</b>	<b>4 646 <sup>2)</sup></b>	<b>6 033</b>
<b>Solvency ratio</b>	<b>159%</b>	<b>162%</b>

1) Limited to 50% of the required solvency margin

2) Decrease of CHF 1380 m due to selling of SL Netherlands, SL Belgium and BdG

# Statutory solvency

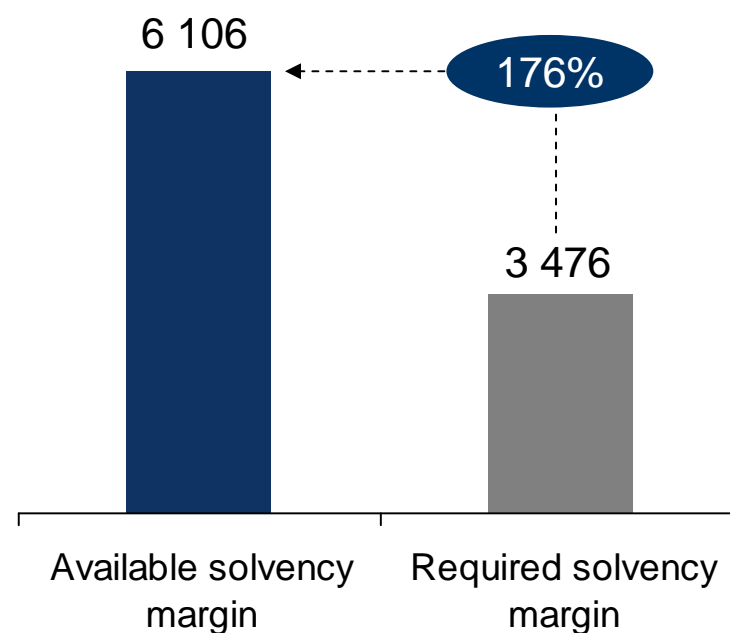
CHF million (statutory basis)



## Available solvency margin

Parent company statutory equity	1 727
<hr/>	
Intangibles	-5
Hybrid capital <sup>1)</sup>	1 738
Fund for future appropriation	168
Additional Zillmerisation	476
Unrealised capital gains	1 516
Unattributed surplus	486
<hr/>	
<b>Available solvency margin</b>	<b>6 106</b>

## Statutory solvency



1) Limited to 50% of the required solvency margin

# Supplementary information



1. Profit and loss

2. AWD

3. Balance sheet

**4. Investments**

5. Embedded value

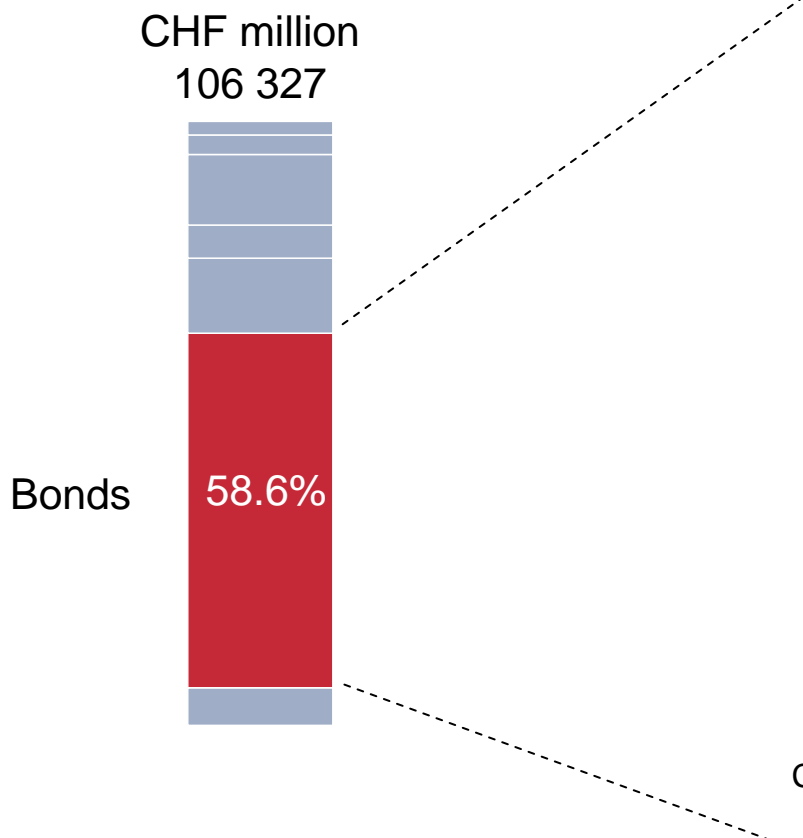
6. Contact details and financial calendar

# Bond portfolio: Ratings and classification

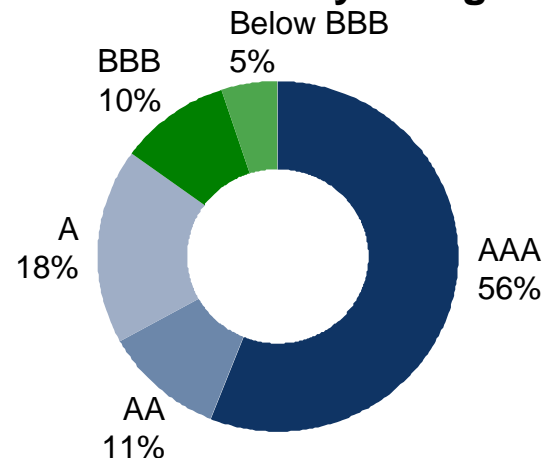


SwissLife

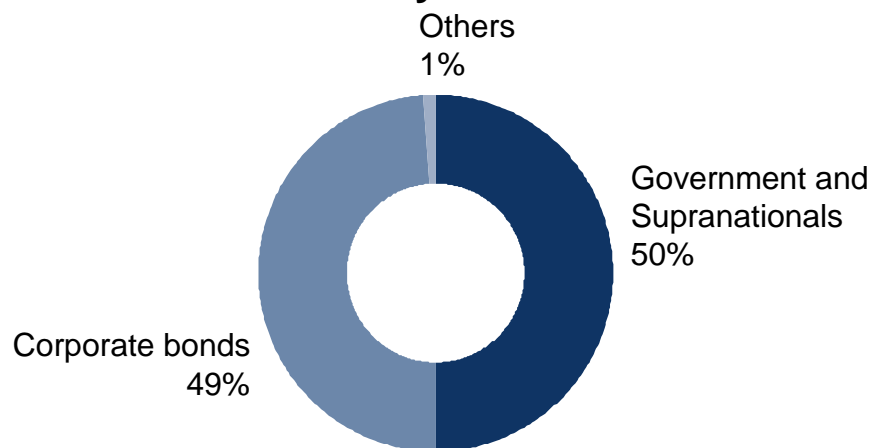
Insurance portfolio (fair value basis)



## Breakdown by rating



## Breakdown by classification





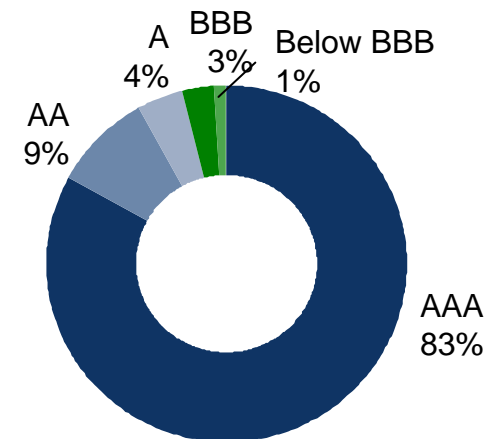
# Government and supranational bond portfolio: Ratings and currency

Insurance portfolio (fair value basis)

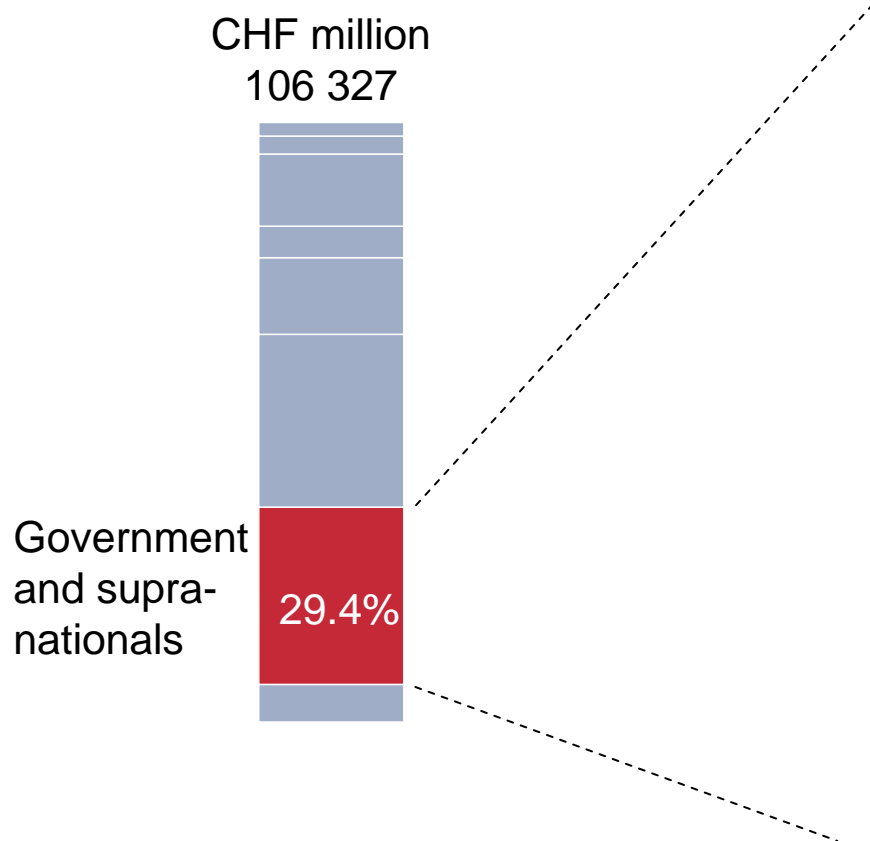
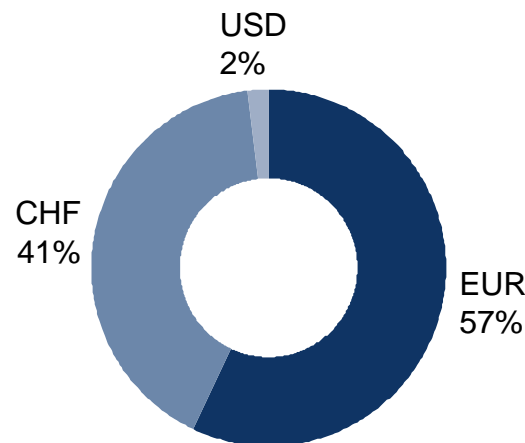


SwissLife

### Breakdown by rating



### Breakdown by currency

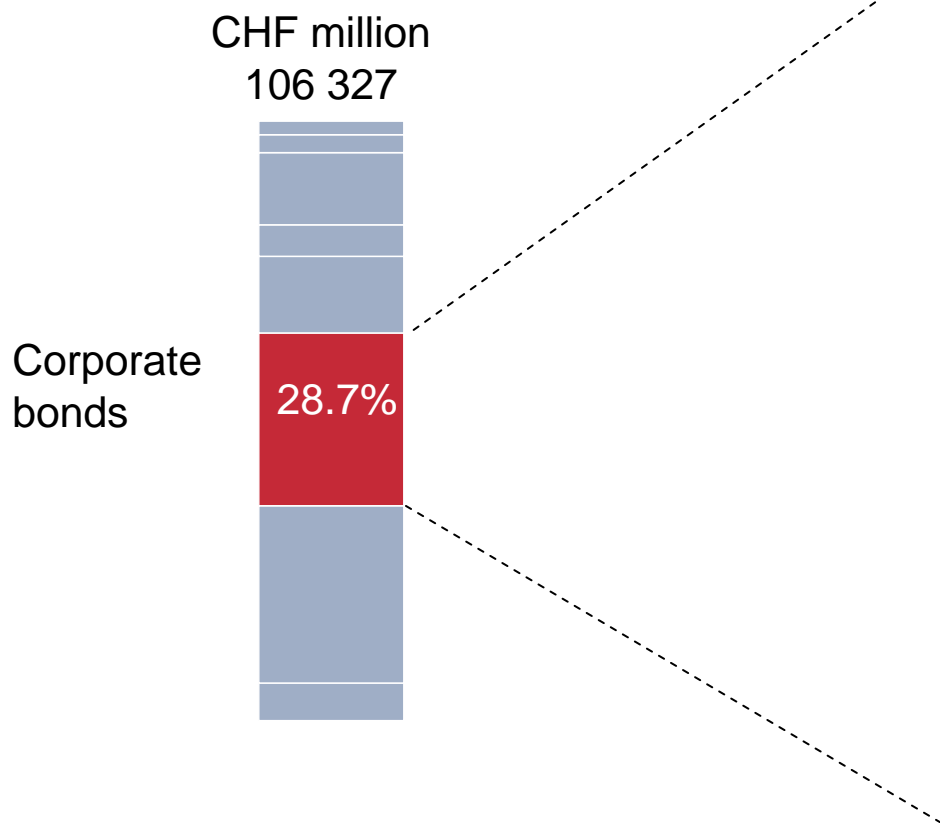


# Corporate bond portfolio: Ratings and currency

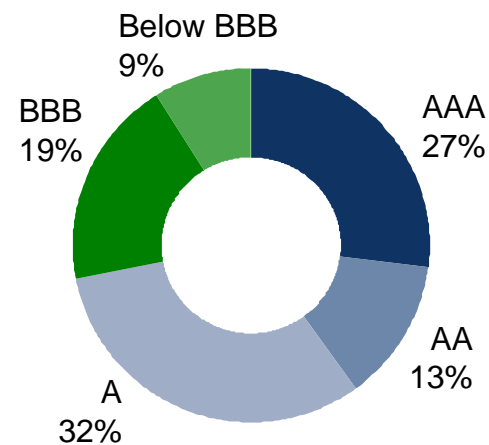


SwissLife

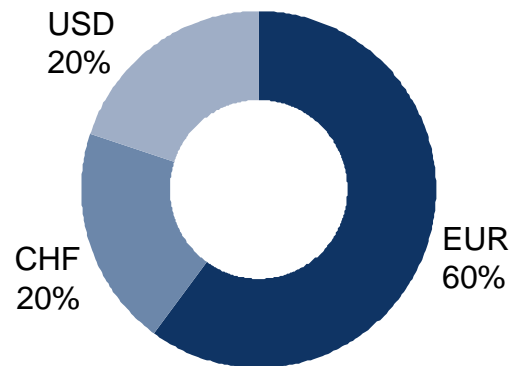
Insurance portfolio (fair value basis)



## Breakdown by rating



## Breakdown by currency



# Corporate bond portfolio: Characteristics



SwissLife

31 December 2008

## Loans (Duration: 5.8)

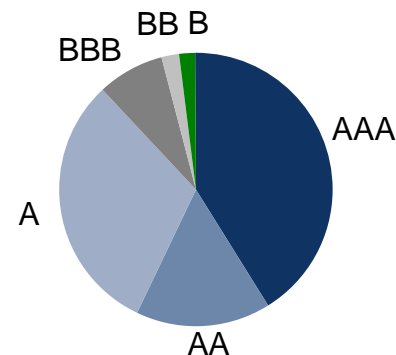
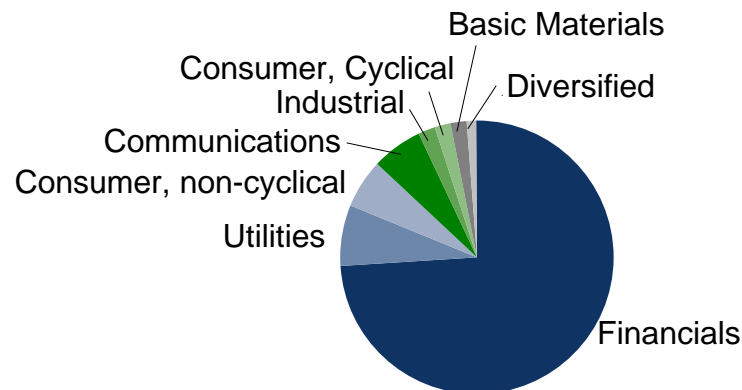
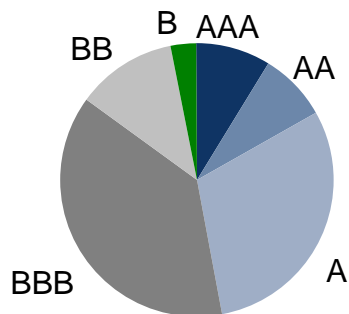
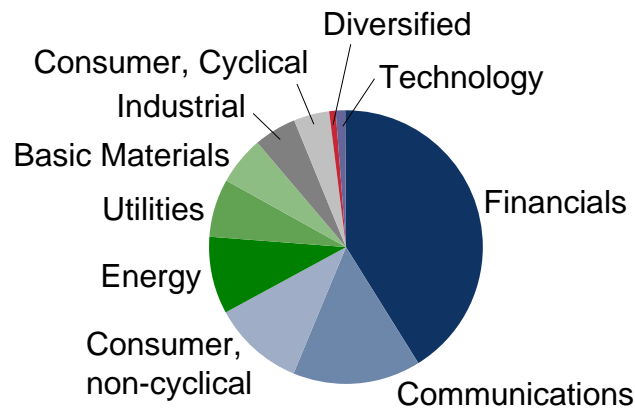
IFRS Book Value: CHF 16 251 million

Fair Value: CHF 13 981 million  
of which Tier 1-Bank Bonds: CHF 732 million (5.2%)

## Available for sale (Duration: 5.6)

IFRS Book Value: CHF 15 567 million

Fair Value: CHF 15 567 million  
of which Tier 1-Bank Bonds: CHF 193 million (1.2%)



# Exposure to CDO/CLO, ABS, MBS, etc.



SwissLife

Insurance portfolio (fair value basis), CHF million, as of 31.12.2008

Category	Fair value CHF m	Ratings					Year of maturity, percent		
		AAA	AA	A	BBB	Below BBB or unrated	2009	2010– 2012	After 2012
CDO/CLO <sup>1)</sup>	<b>140</b>	79%	0%	0%	0%	21%	67%	20%	13%
• <i>With ABS collateral</i>	<b>34</b>	48%	0%	0%	0%	52%	0%	48%	52%
• <i>Corporates</i>	<b>106</b>	89%	0%	0%	0%	11%	89%	11%	0%
ABS	<b>324</b>	57%	0%	6%	35%	2%	18%	28%	54%
• <i>Credit Cards</i>	<b>186</b>	100%	0%	0%	0%	0%	32%	45%	23%
• <i>Others</i>	<b>138</b>	0%	0%	13%	82%	5%	0%	5%	95%
RMBS	<b>75</b>	100%	0%	0%	0%	0%	0%	0%	100%
<b>Total</b>	<b>538</b>	<b>69%</b>	<b>0%</b>	<b>3%</b>	<b>21%</b>	<b>7%</b>	<b>29%</b>	<b>22%</b>	<b>49%</b>

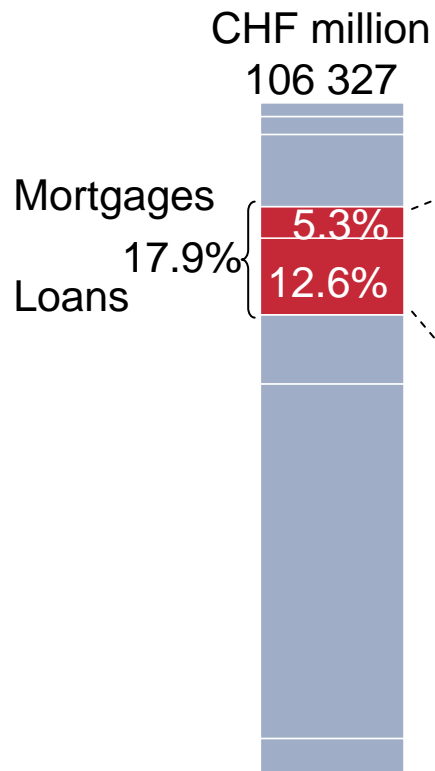
1) CDO, CLO, ABS, MBS: note volume with US subprime and Alt-A components less than CHF 10 m

# Loan and mortgage portfolio

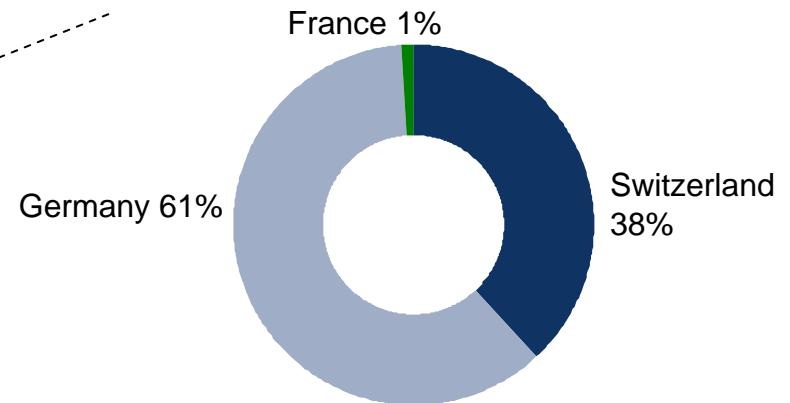


SwissLife

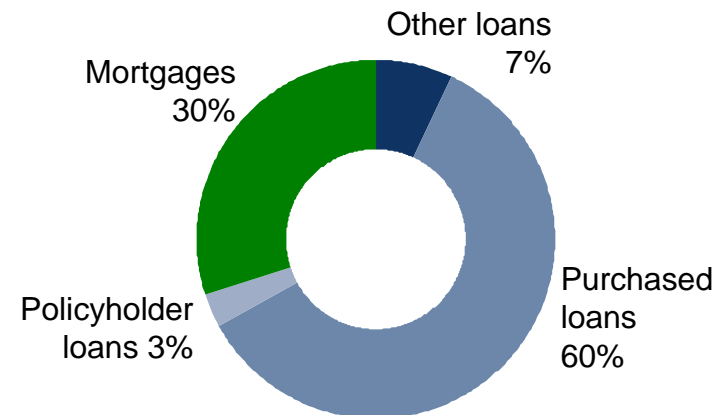
Insurance portfolio (fair value basis)



## Breakdown by country



## Breakdown by type

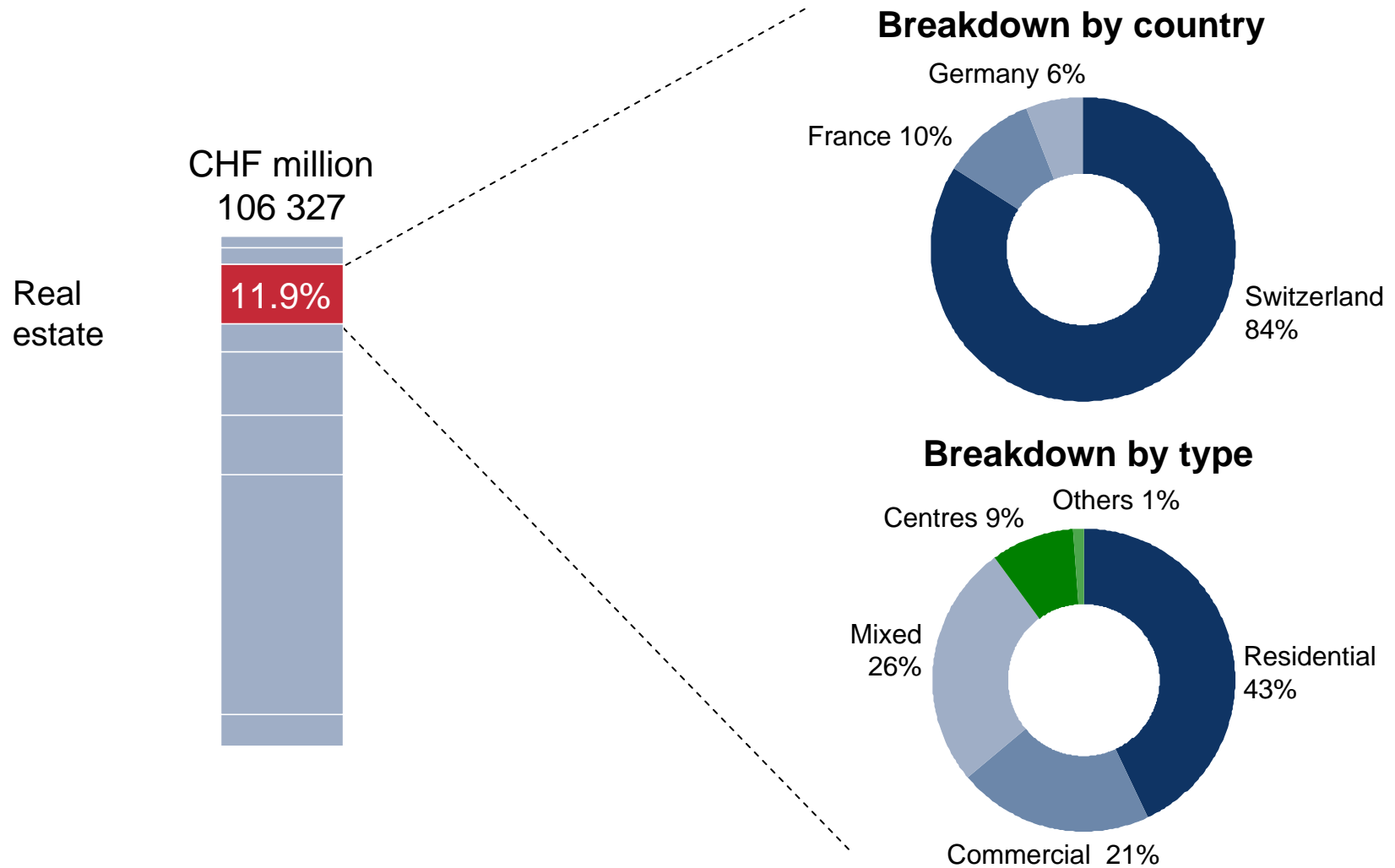


# Real estate portfolio

Insurance portfolio (fair value basis)

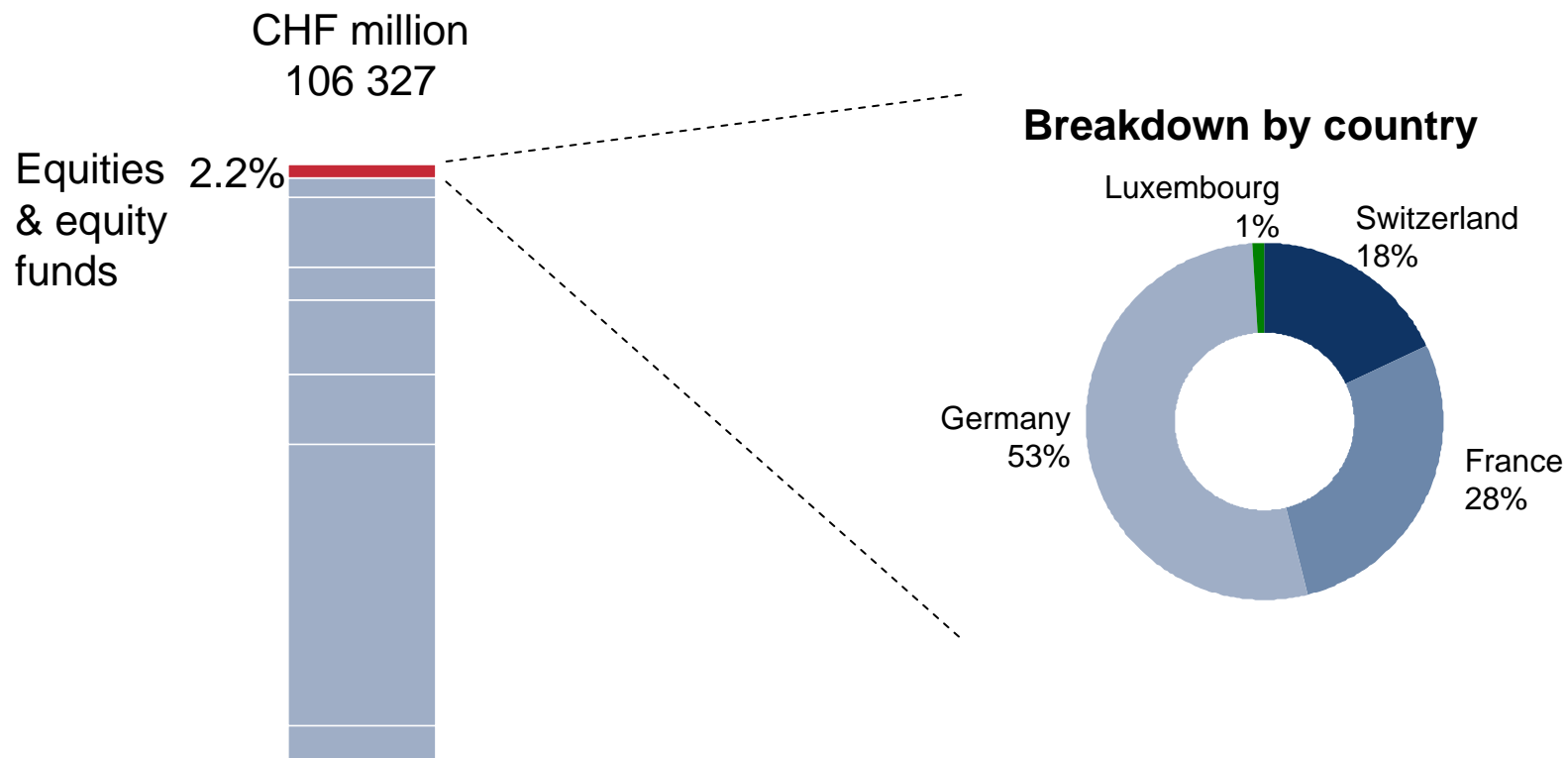


SwissLife



# Equity portfolio (gross)

Insurance portfolio (fair value basis)

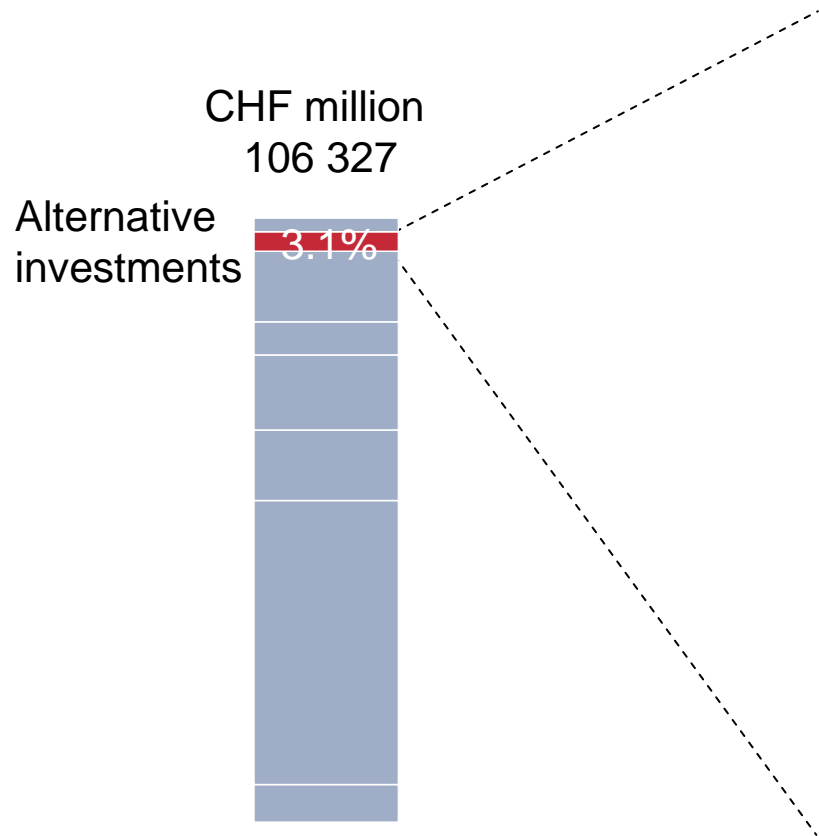


# Alternative investment portfolio (gross)

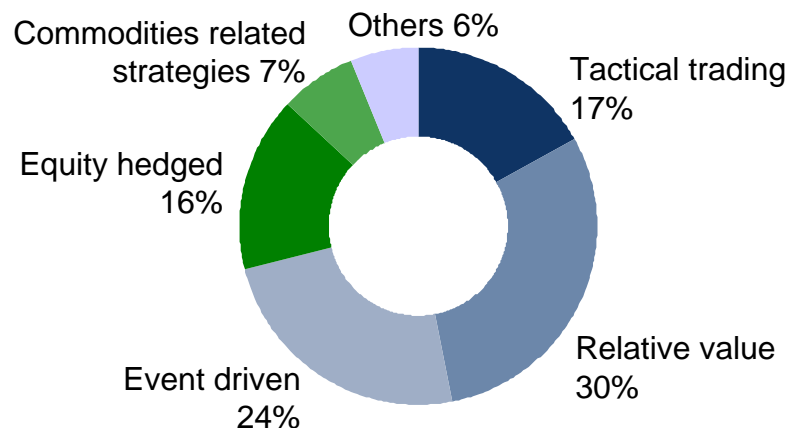


SwissLife

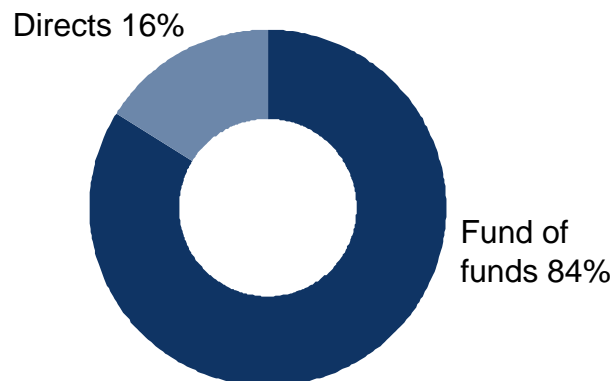
Insurance portfolio (fair value basis)



## Hedge funds: CHF 3.0 billion



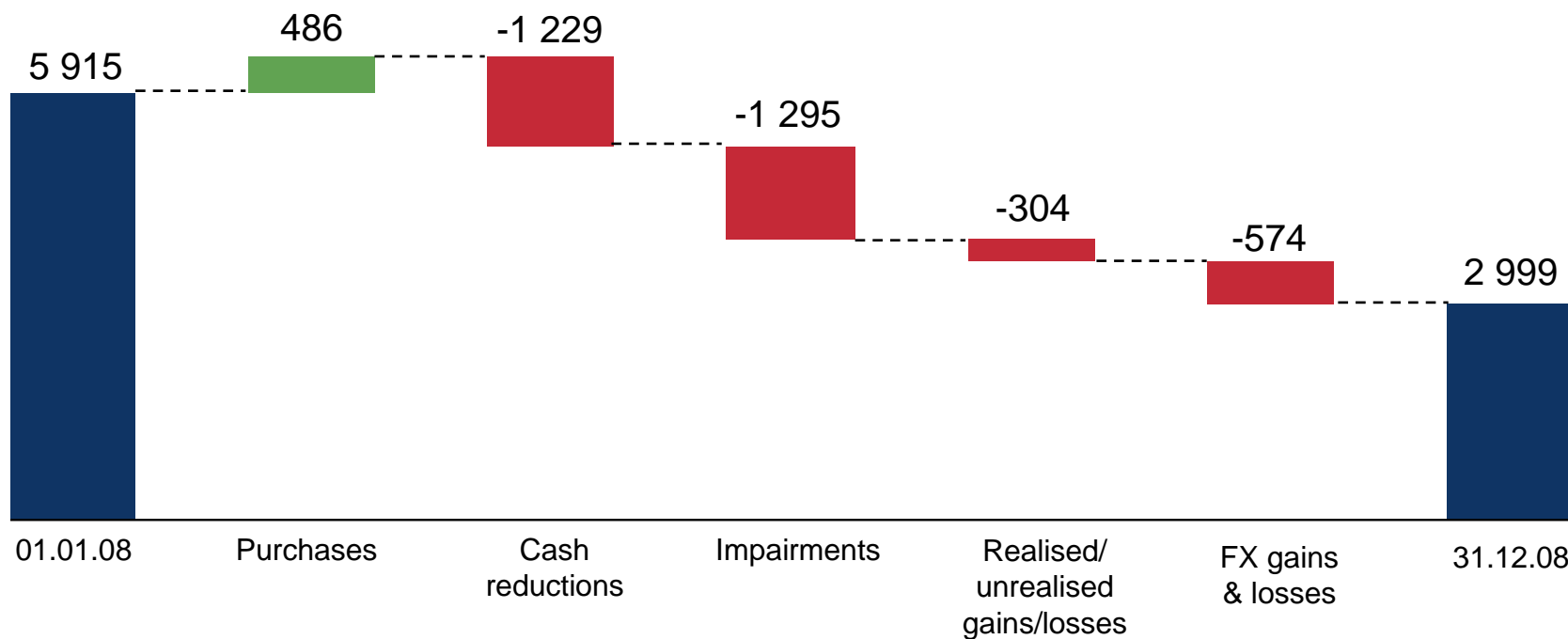
## Private equity: CHF 234 million





# Hedge funds movements

CHF million (IFRS basis)

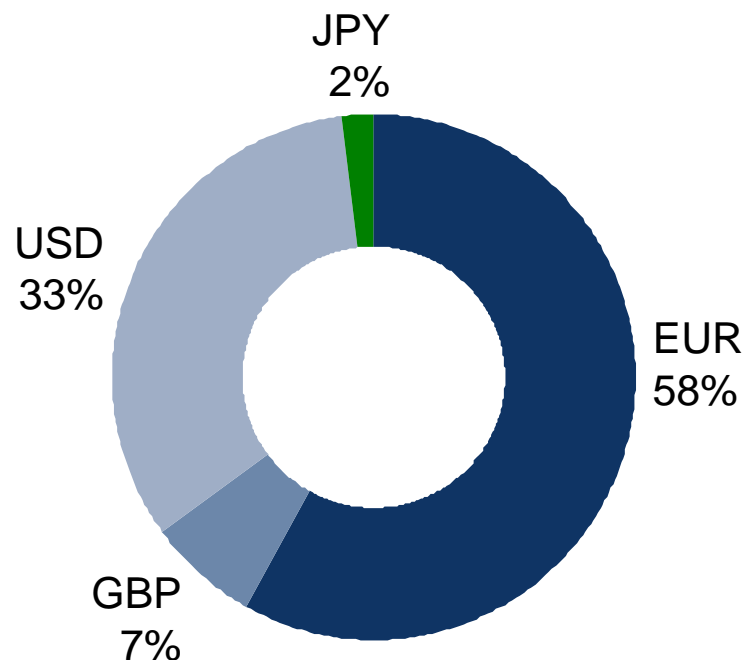


# Currency exposure



Insurance portfolio (fair value basis)

## Net 0.8% of insurance portfolio



Gross currency exposure

CHF 29 193 million

Hedged currency exposure

CHF 28 344 million

Net currency exposure

CHF 849 million

# Forex and interest rates



SwissLife

## Foreign currency exchange rates

	<b>31.12.08</b>	30.06.08	31.12.07	<b>1.1.-31.12.08</b>	1.1.-31.12.07
EUR	<b>1.4915</b>	1.6054	1.6552	<b>1.5874</b>	1.6432
GBP	<b>1.5413</b>	2.0265	2.2561	<b>2.0006</b>	2.4016
USD	<b>1.0608</b>	1.0156	1.1249	<b>1.0831</b>	1.2004

## Interest rates <sup>1)</sup>

	<b>31.12.08</b>	30.06.08	31.12.07
CHF	<b>2.095</b>	3.288	3.048
EUR	<b>2.951</b>	4.621	4.331
USD	<b>2.212</b>	3.969	4.023
GBP	<b>3.020</b>	5.130	4.508

1) 10-year government bond

# Supplementary information



1. Profit and loss

2. AWD

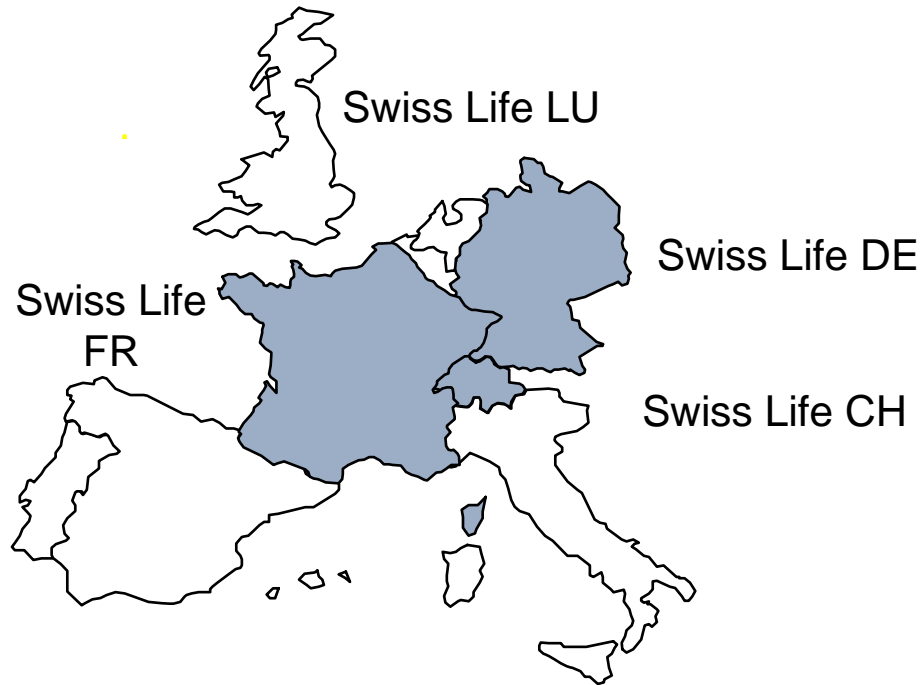
3. Balance sheet

4. Investments

**5. Embedded value**

6. Contact details and financial calendar

# Implementation of embedded value at Swiss Life

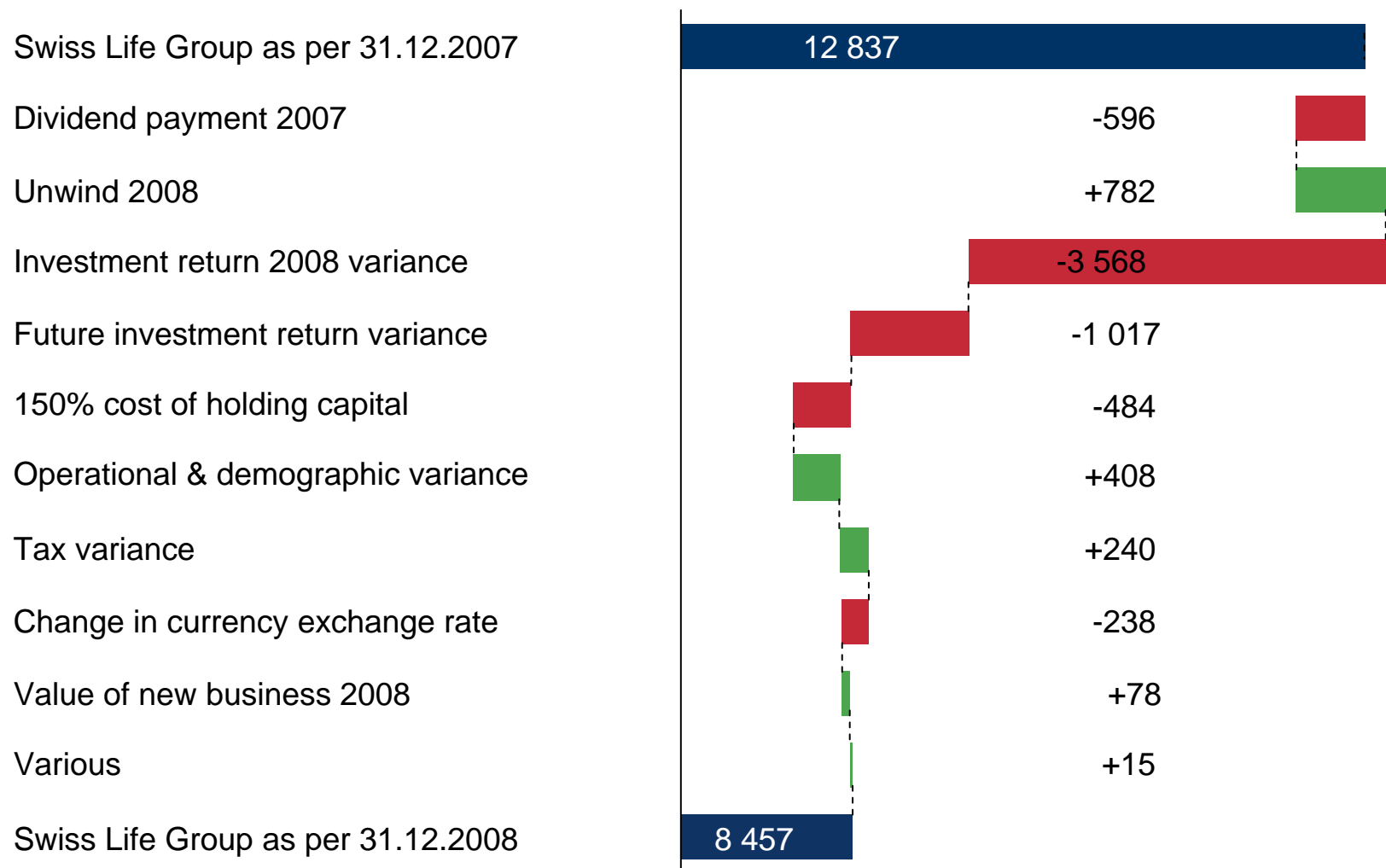


- ANAV and PVFP have been calculated for more than 90% of the mathematical reserves
- For other life insurance entities only the statutory book value has been included
- All other entities have also been included at book value
- PwC has audited the embedded value calculations

# Embedded value – analysis of change

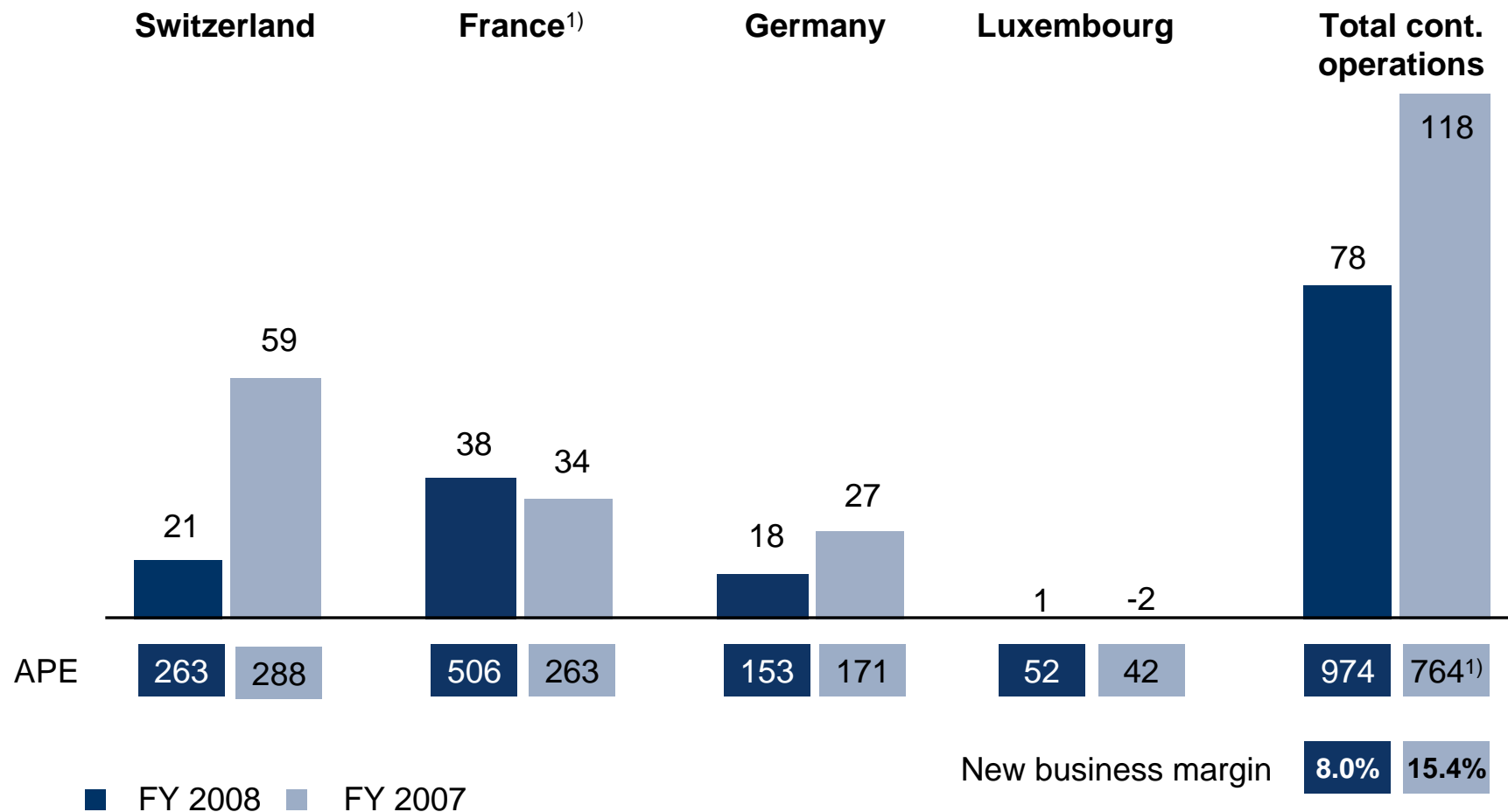


CHF million (statutory basis)



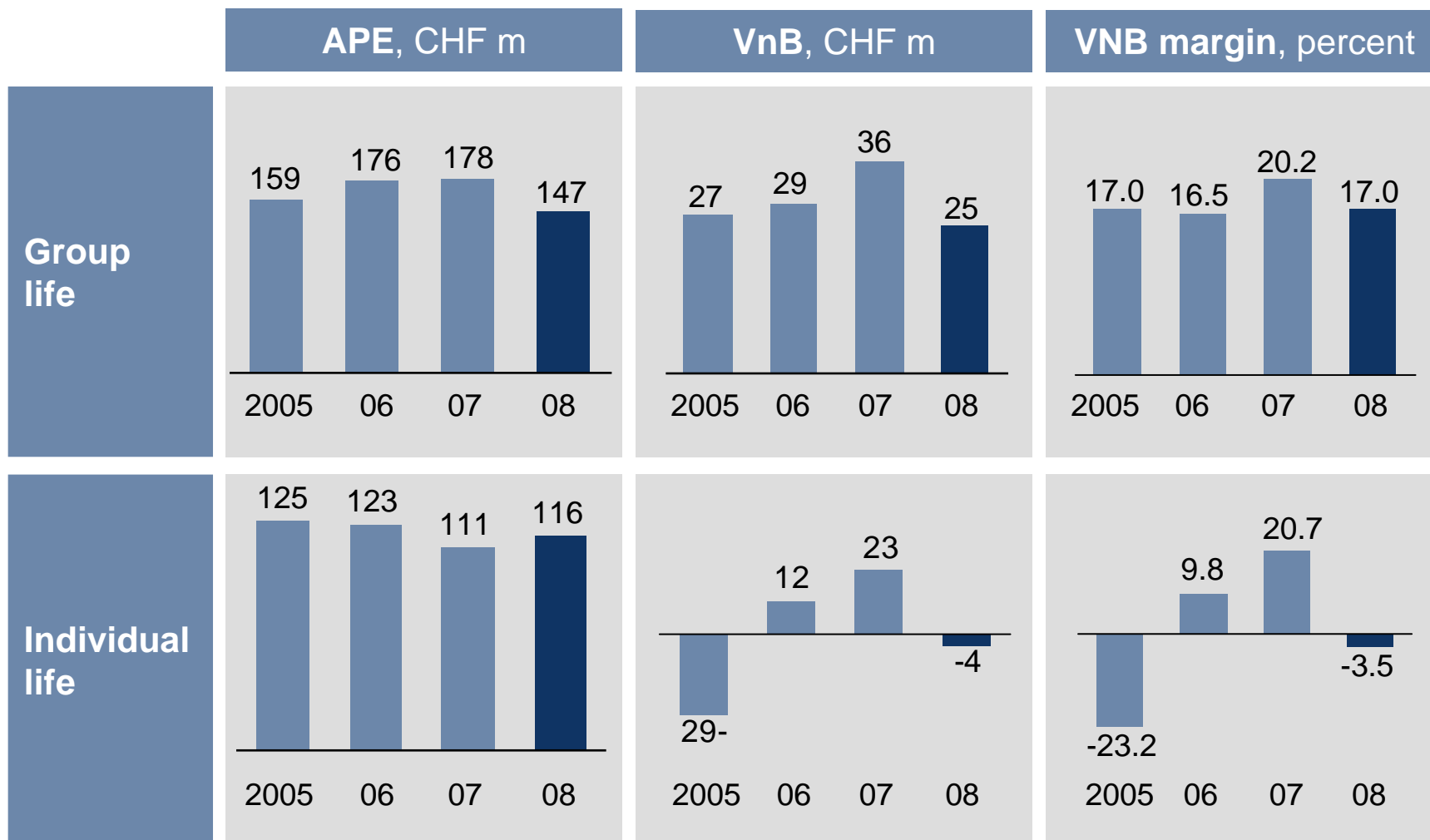
# Value of new business

CHF million (statutory basis)



1) In the new structure of Swiss Life France, the 2007 values for VnB and APE would have been 90 and 560 respectively

# Value of new business in Switzerland





# Key assumptions for embedded value calculation



	31.12.2008		31.12.2007	
	CH	EU	CH	EU
Risk discount rate	7.0%	8.0%	7.0%	8.0%
Equity return	6.5%	7.5%	6.5%	7.5%
Bond return	2.4%	3.5%	3.3%	4.7%
Real estate return	4.8%	5.1%	4.5%	5.4%
Alternatives return	6.5%	7.5%	6.5%	7.0%
Weighted new money rate	2.7%	3.9%	4.0%	4.9%

- Weighted new money return based on asset allocation
- Weighted returns are higher due to increase in assumed future investment returns
- Long-term bond return from 2013 onwards
 

CH	3.3%
EU	4.7%
- Long-term weighted new money rate from 2013 onwards
 

CH	3.5%
EU	4.8%
- No uplift for foreign currency bonds assumed

10-year government bond:	31.12.2008	31.12.2007
Switzerland (CHF)	2.1%	3.1%
Europe (EUR)	3.3%	4.4%

# Asset allocation assumptions by region



	31.12.2008		31.12.2007	
	CH	EU	CH	EU
Cash and cash equivalents	2%	4%	2%	1%
Bonds and loans	75%	81%	62%	75%
Mortgages	6%	3%	7%	4%
Real estate	17%	7%	13%	7%
Equities	0%	3%	8%	9%
Participations	0%	0%	0%	0%
Alternative investments	0%	2%	8%	4%

# Sensitivities of embedded value



CHF million (statutory basis)

	Switzerland	International	Total
<b>EmbV FY 2008 (base case)</b>	<b>2 311</b>	<b>2 577</b>	<b>8 457 <sup>1)</sup></b>
Δ Bond returns +100 bps	+41	+207	+248
Δ Bond returns -100 bps	-216	-197	-413
Δ Property & equity returns -100 bps	-267	-67	-334
Δ Investment returns +100 bps	+421	+313	+734
Δ Investment returns -100 bps	-618	-303	-921
Δ Risk discount rate -100 bps	+272	+199	+471
Δ Cost of holding capital at 100% <sup>2)</sup>	+314	+343	+657

1) Includes ANAV of Swiss Life Holding and overhead of CHF 3 569 million

2) Currently 150% cost of capital

# Sensitivities of value of new business



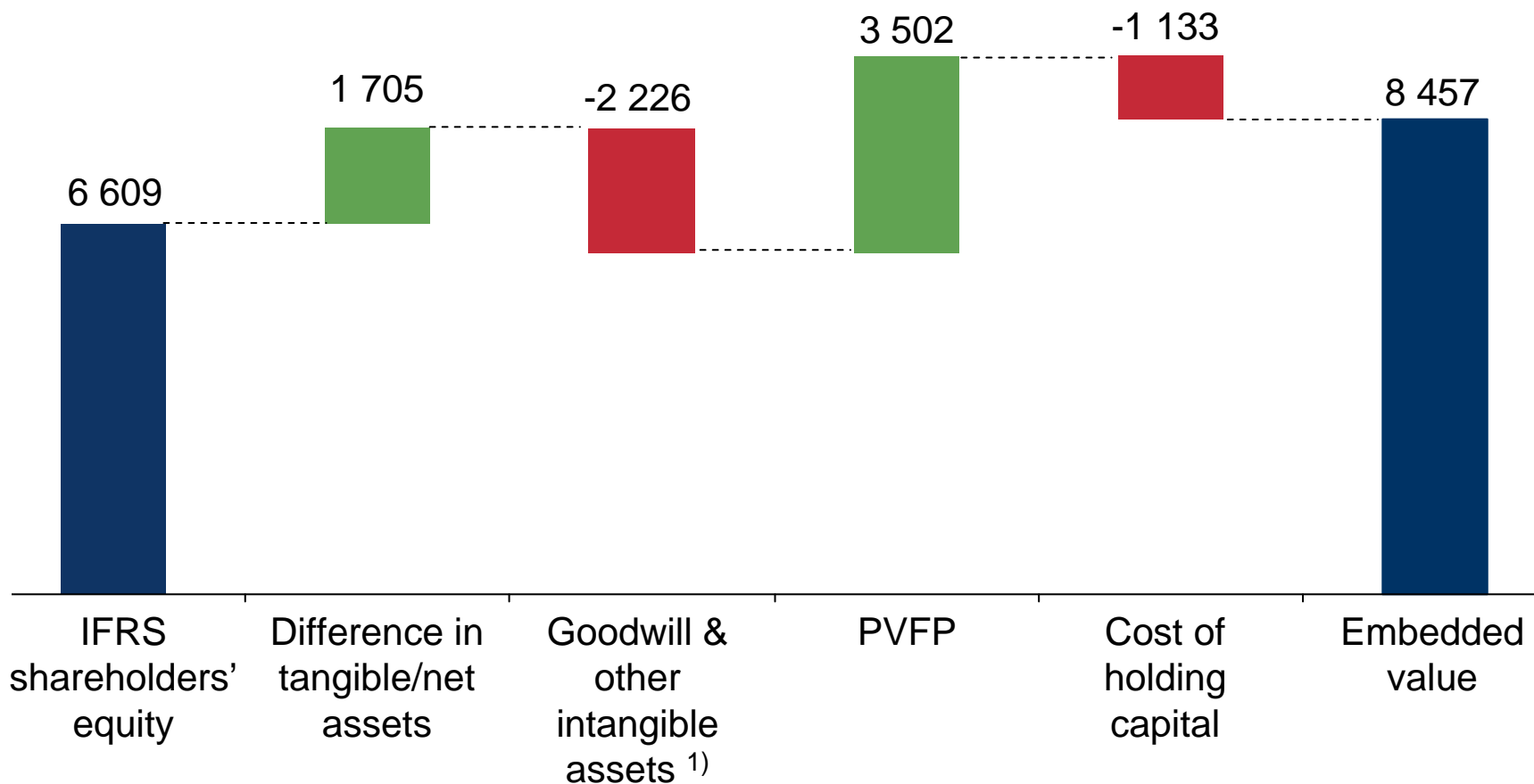
CHF million (statutory basis)

	<b>Total</b>
<b>VnB FY 2008 (base case)</b>	<b>78</b>
Δ Bond return +100 bps	+29
Δ Investment returns +100 bps	+49
Δ Risk discount rate -100 bps	+34
Δ Administration costs -10 %	+22
Δ Acquisition costs -10 %	+24
Δ Cost of holding capital at 100% <sup>1)</sup>	+38

1) Currently 150% cost of capital

# IFRS equity to embedded value bridge

CHF million



1) Including goodwill CHF 1 727 million, customer relationship asset CHF 339 million and other intangible assets CHF 160 million

# Cautionary statement



Although all reasonable effort has been made to ensure that the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of Swiss Life. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by Swiss Life as being accurate. Neither Swiss Life nor any of its directors, officers, employees or advisors nor any other person connected or otherwise associated with Swiss Life shall have any liability whatsoever for loss howsoever arising, directly or indirectly, from any use of this information. The facts and information contained herein are as up to date as is reasonably possible and may be subject to revision in the future. This presentation may contain projections or other forward-looking statements related to Swiss Life that are subject to known and unknown risks, uncertainties and other important factors which may result in a substantial divergence between the actual results, financial situation, development, performance or expectations of Swiss Life and those explicitly or implicitly presumed in these statements. Against the background of these uncertainties, readers are cautioned that these statements are only projections and that no undue reliance should be placed on such forward-looking statements. Neither Swiss Life nor any of its directors, officers, employees or advisors nor any other person connected or otherwise associated with Swiss Life makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this presentation. Neither Swiss Life nor any of its directors, officers, employees and advisors nor any other person connected or otherwise associated with Swiss Life shall have any liability whatsoever for loss howsoever arising, directly or indirectly, from any use of this presentation. All forward-looking statements are based on information available to Swiss Life on the date of its posting. Unless otherwise required by applicable law, Swiss Life assumes no responsibility to publicly update or alter its forward-looking statements or to adapt them, whether as a result of new information, future events or developments or any other reason. This presentation is made by Swiss Life and may not be copied, altered, offered, sold or otherwise distributed to any other person by any recipient without the consent of Swiss Life. This presentation does not constitute an offer or invitation to subscribe for, or purchase, any shares of Swiss Life.

# Supplementary information



1. Profit and loss

2. AWD

3. Balance sheet

4. Investments

5. Embedded value

**6. Contact details and financial calendar**

# Kontakt details und Finanzkalender



## Kontakt

Media Relations Hotline

Tel. +41 (43) 284 77 77

E-mail: [media.relations@swisslife.ch](mailto:media.relations@swisslife.ch)

## Finanzkalender

Zwischenmitteilung Q1

5. Mai 2009

Generalversammlung 2009

7. Mai 2009

Halbjahres-Resultate 2009

26. August 2009

**Für aktuelle Informationen besuchen Sie unsere Webseite  
[www.swisslife.com](http://www.swisslife.com)**





SwissLife

Bereit für die Zukunft.