

# Half-year results 2023

## Investor presentation

6 September 2023

# Agenda

 ***Overview***

*Financial results and strategy update*

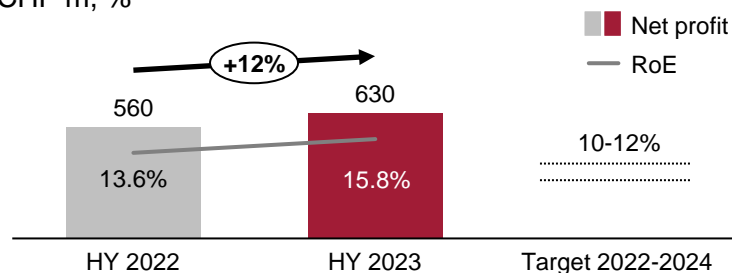
***Patrick Frost, Group CEO***

***Matthias Aellig, Group CFO***

# Swiss Life 2024 very well on track

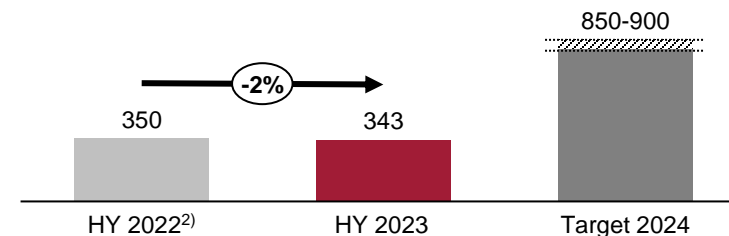
## Net profit<sup>1)</sup>, RoE<sup>1)</sup>

CHF m, %



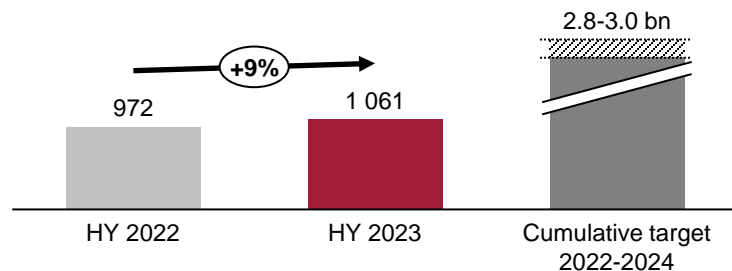
## Fee result

CHF m



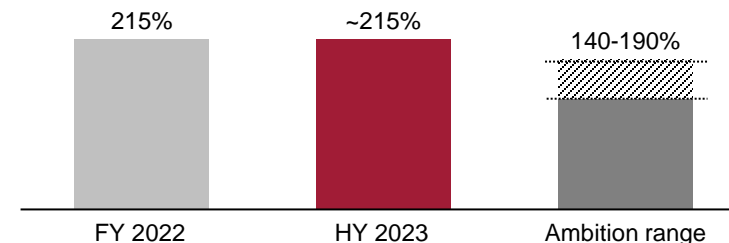
## Cash to Holding

CHF m



## SST ratio

%

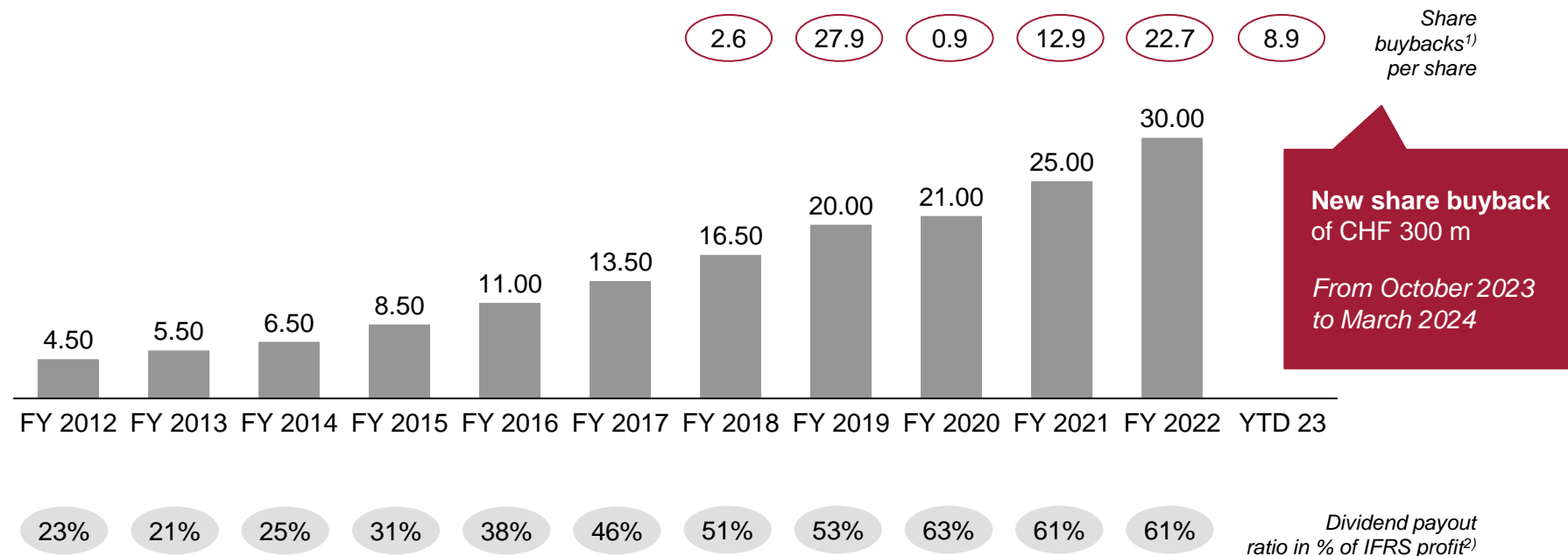


1) IFRS 17 / 9 2) FX adjusted, as outlined on slide 8

# Attractive cash returns to shareholders over past decade; new share buyback of CHF 300 m

## Dividend and share buybacks

CHF, per share




1) Share buybacks: CHF 1 bn from Dec 2018 to Dec 2019; CHF 0.4 bn from March 2020 to May 2021; CHF 1 bn from Dec 2021 to May 2023 2) IFRS 4 / IAS 39

# Agenda

*Overview*

*Patrick Frost, Group CEO*

 ***Financial results and strategy update***

***Matthias Aellig, Group CFO***

# IFRS accounting changes

## *Accounting changes from 1 January 2023*

- **IFRS 17** accounting standard for insurance business applied with restatement of the comparative period
- **IFRS 9** accounting standard for financial assets, applied from 01.01.2023, without restating the comparative period in the consolidated financial statements, which is disclosed under IAS 39
- HY 2022 profit from operations and net profit under IFRS 17 and 9 are provided throughout this document on a comparable basis to allow for a like-for-like comparison

## *What is unaffected*

- IFRS accounting standards in other areas, such as real estate, goodwill, employee benefits, leases and income taxes
- Local statutory accounting, which is the basis for cash remittance

# Selected P&L and other figures

## *Selected P&L figures*

CHF million (IFRS basis)

	<u><b>HY 2022</b></u> IFRS 17 / IAS 39	<u><b>HY 2023</b></u> IFRS 17 / 9	
Insurance revenue	3 721	4 495	
<i>thereof CSM release</i>	614	666	
Insurance service expenses	-3 085	-3 695	
<i>thereof claims and benefits</i>	-2 342	-2 843	
Net investment result	277	70	
<b>Profit from operations</b>	<b>999</b>	<b>836</b>	
Borrowing costs	-56	-65	
Income tax expense	-234	-141	
<b>Net profit</b>	<b>710</b>	<b>630</b>	<b>Tax one-off: CHF 32 m</b>

IFRS 17 / 9:  
**CHF 801 m**

IFRS 17 / 9:  
**CHF 560 m**

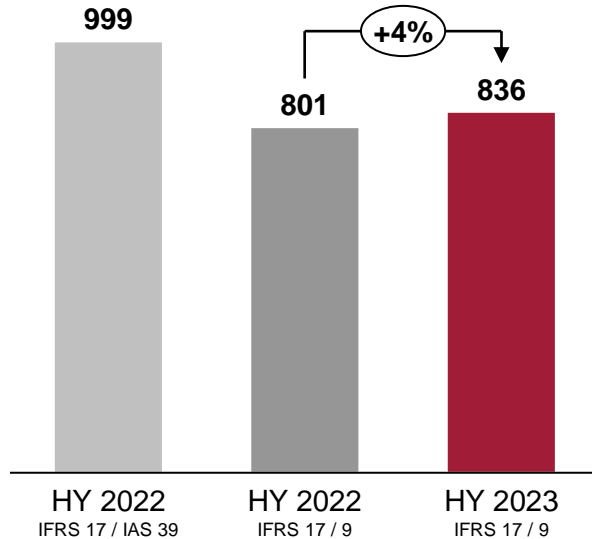
## *Selected other figures<sup>1)</sup>* (CHF million)

Gross written premiums, fees and deposits received	10 801	11 462
Fee and commission income	1 169	1 202
Net investment income	2 711	1 747
Operating expense (excl. variable expense)	927	945

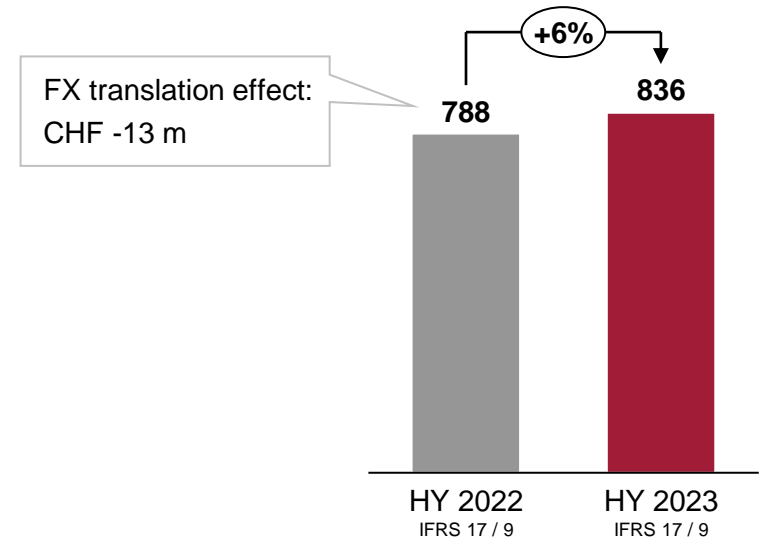
1) In line with prior reporting

# Adjusted profit from operations

*Profit from operations*  
CHF million (IFRS basis)



*Adjusted profit from operations*  
CHF million (IFRS basis)





# Business review Switzerland

CHF million

	<u>HY 2022</u>	<u>HY 2023</u>	<i>Change</i>	
GWP incl. PHD	5 907	6 044	+2%	<ul style="list-style-type: none"> <li>GL: -1% (market -2%), higher single premiums more than offset by lower periodic premiums; AuM semiautonomous business increased to CHF 6.9 bn (FY 22: CHF 6.2 bn)</li> <li>IL: +26% (market +9%) driven by higher single premiums</li> </ul>
Fee and commission income <sup>1)</sup>	163	156	-4%	<ul style="list-style-type: none"> <li>Primarily due to owned IFA</li> </ul>
<b>Segment result<sup>2)</sup></b>	<b>421</b>	<b>448</b>	<b>+6%</b>	<ul style="list-style-type: none"> <li>Higher operating result from VFA insurance business</li> </ul>
Fee result <sup>3)</sup>	30	27	-10%	<ul style="list-style-type: none"> <li>Fee result declined due to owned IFA; prior year supported by the positive pension plan effect</li> </ul>
Value of new business	116	125	+8%	<ul style="list-style-type: none"> <li>Mainly driven by higher volumes in IL</li> </ul>
Cash remittance <sup>4)</sup>	422	535	+27%	<ul style="list-style-type: none"> <li>Based on higher FY 2022 net profit</li> </ul>

1) Net earned policy fees and commission income (IFRS basis) 2) Based on IFRS 17 / 9; HY 2022 segment result corresponds to CHF 500 m under IFRS 17 / IAS 39

3) Refined approach: UL contribution of IL products now fully shown in fee result 4) Before eliminations

# Business review France

EUR million

	<u>HY 2022</u>	<u>HY 2023</u>	<i>Change</i>	
GWP incl. PHD	3 547	3 417	-4%	<ul style="list-style-type: none"> <li>• Life: -7% (market +6%); UL share of 63% (market 40%)</li> <li>• Health &amp; protection: +8% (market +6%)</li> <li>• P&amp;C: -2%</li> </ul>
Fee and commission income <sup>1)</sup>	210	229	+9%	<ul style="list-style-type: none"> <li>• Strong contribution from banking business; higher UL fee income due to positive market effects and strong net inflows</li> </ul>
<b>Segment result<sup>2)</sup></b>	<b>129</b>	<b>163</b>	<b>+26%</b>	<ul style="list-style-type: none"> <li>• Higher fee result and higher operating result from life and P&amp;C insurance businesses; lower result in health due to negative claims development</li> <li>• Increase of fee result primarily due to banking business</li> </ul>
Fee result	68	80	+18%	
Value of new business	82	85	+3%	<ul style="list-style-type: none"> <li>• Higher volumes in health &amp; protection and higher interest rates partially offset by lower volumes in the life business</li> </ul>
Cash remittance <sup>3)</sup>	128	154	+20%	<ul style="list-style-type: none"> <li>• Based on FY 2022 fee result development</li> </ul>

1) Net earned policy fees and commission income (IFRS basis) 2) Based on IFRS 17 / 9; HY 2022 segment result corresponds to EUR 232 m under IFRS 17 / IAS 39

3) Before eliminations

# Business review Germany

EUR million

	<u>HY 2022</u>	<u>HY 2023</u>	<i>Change</i>	
GWP incl. PHD	695	719	+3%	<ul style="list-style-type: none"> <li>Higher premiums with modern, modern-traditional and disability products (market -8%)</li> </ul>
Fee and commission income <sup>1)</sup>	321	379	+18%	<ul style="list-style-type: none"> <li>Driven by owned IFAs based on higher productivity and higher number of financial advisors (+3%)</li> </ul>
<b>Segment result<sup>2)</sup></b>	<b>102</b>	<b>115</b>	<b>+13%</b>	<ul style="list-style-type: none"> <li>Positive development of fee result more than outweighed a slightly lower operating result from insurance business</li> <li>Fee result driven by top line development</li> </ul>
Fee result	61	76	+24%	
Value of new business	35	37	+7%	<ul style="list-style-type: none"> <li>Higher volumes and continued focus on capital-light business</li> </ul>
Cash remittance <sup>3)</sup>	69	94	+37%	<ul style="list-style-type: none"> <li>Increase driven by insurance business</li> </ul>

1) Net earned policy fees and commission income (IFRS basis) 2) Based on IFRS 17 / 9; HY 2022 segment result corresponds to EUR 102 m under IFRS 17 / IAS 39

3) Before eliminations

# Business review International

EUR million

	<u><i>HY 2022</i></u>	<u><i>HY 2023</i></u>	<i>Change</i>	
GWP incl. PHD	522	1 391	+166%	<ul style="list-style-type: none"> <li>Higher premiums from business with corporate clients, in particular due to acquisition of elipsLife</li> </ul>
Fee and commission income <sup>1)</sup>	166	198	+20%	<ul style="list-style-type: none"> <li>Increase due to corporate business; lower income from owned IFAs and private clients</li> </ul>
<b>Segment result<sup>2)</sup></b>	<b>49</b>	<b>55</b>	<b>+13%</b>	<ul style="list-style-type: none"> <li>Positive contribution from fee result; slightly higher operating result from insurance business</li> </ul>
Fee result	40	44	+12%	<ul style="list-style-type: none"> <li>Fee result: Higher in business with corporate clients; lower from owned IFAs due to rebranding related expenses</li> </ul>
Value of new business	21	33	+59%	<ul style="list-style-type: none"> <li>Higher volumes from business with corporate clients</li> </ul>
Cash remittance <sup>3)</sup>	55	54	-2%	<ul style="list-style-type: none"> <li>Stable despite higher FY 2022 segment result due to acquisition-related effects and slightly higher tax rate</li> </ul>

1) Net earned policy fees and commission income (IFRS basis) 2) Based on IFRS 17 / 9; HY 2022 segment result corresponds to EUR 51 m under IFRS 17 / IAS 39

3) Before eliminations

# Business review Asset Managers (1/2)

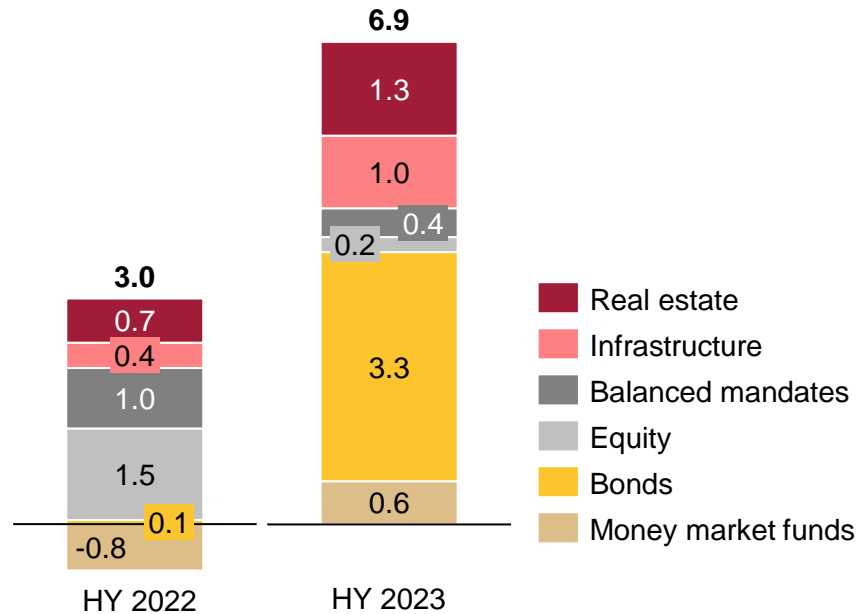
CHF million

	<u><i>HY 2022</i></u>	<u><i>HY 2023</i></u>	<i>Change</i>	
Commission and other net income <sup>1)</sup>	505	441	-13%	<ul style="list-style-type: none"> <li>• PAM: Sale of a subsidiary in 2022, lower average AuM and lower real estate transaction volumes</li> </ul>
PAM	184	154	-16%	<ul style="list-style-type: none"> <li>• TPAM: Driven by non-recurring business and sale of a subsidiary in 2022</li> </ul>
TPAM	322	288	-11%	
<b>Segment result</b>	<b>154</b>	<b>119</b>	<b>-23%</b>	<ul style="list-style-type: none"> <li>• PAM: Decrease mainly due to lower average AuM</li> <li>• TPAM: Decrease driven by lower contribution from non-recurring business</li> </ul>
PAM	94	84	-11%	
TPAM	60	35	-41%	
TPAM cost income ratio <sup>2)</sup>	74%	81%		<ul style="list-style-type: none"> <li>• Lower commission income</li> </ul>
Cash remittance <sup>3)</sup>	274	218	-20%	<ul style="list-style-type: none"> <li>• HY 2023 impacted by a time lag between FY 2022 income recognition and distributable cash remittance related to real estate project development</li> </ul>

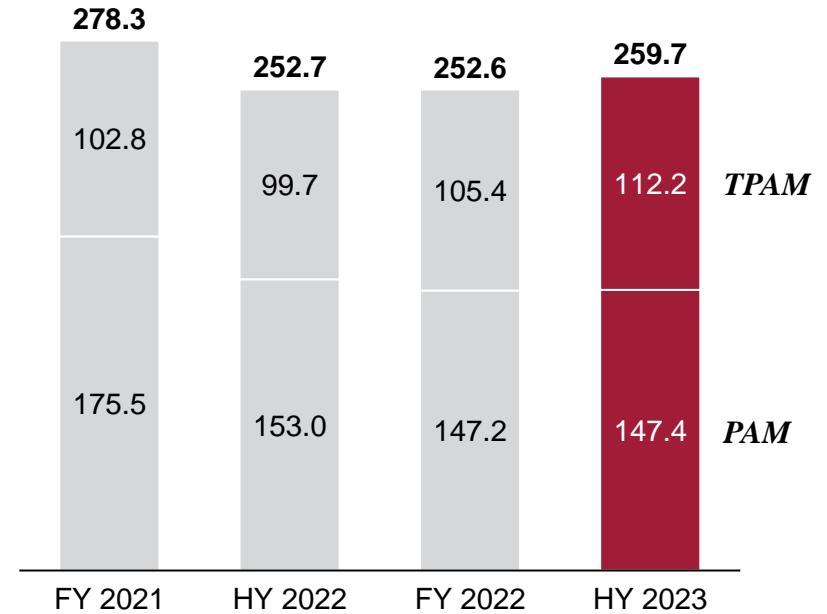
1) Incl. net income from real estate project development    2) Excl. Livit and real estate project development, as shown at Investor Day    3) Before eliminations

# Business review Asset Managers (2/2)

**TPAM net new assets, NNA**  
CHF billion (fair value basis)

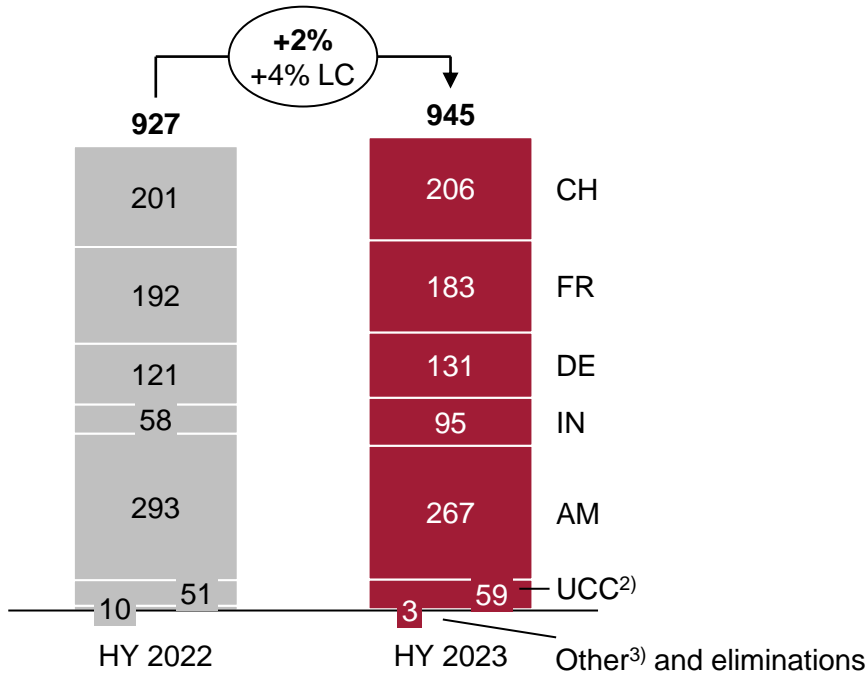


**PAM and TPAM assets under management, AuM**  
CHF billion (fair value basis)



# Operating expense

*Operating expense<sup>1)</sup> (excl. variable expense)*  
CHF million (IFRS basis)



- CH driven by business growth and investments
- FR declined mainly due to sale of small broker
- DE driven by business growth and investments
- IN increased primarily due to elipsLife
- AM decreased mainly due to sale of subsidiary
- Higher UCC in context of implementation of IFRS 17 / 9

1) Operating expense refers to non-variable expense 2) Unallocated corporate costs 3) Other refers to segment Other

# Investment income

## *Insurance portfolio for own risk*

CHF million, yields not annualised (IFRS basis)

	<u><b>HY 2022</b></u> IFRS 17 / IAS 39	<u><b>HY 2023</b></u> IFRS 17 / 9
<b>Direct investment income</b>	<b>1 980</b>	<b>2 052</b>
<i>Direct investment yield</i>	1.2%	1.4%
Expense	-214	-208
Net capital gains and losses <sup>1)</sup>	946	-96
<b>Net investment income</b>	<b>2 711</b>	<b>1 747</b>
<i>Net investment yield</i>	1.7%	1.2%
Changes in unrealised gains / losses on investments	-19 414	2 110
<b>Total investment income</b>	<b>-16 703</b>	<b>3 857</b>
<i>Total investment yield</i>	-10.4%	2.7%
<b>Average net investments</b>	<b>160 042</b>	<b>144 720</b>

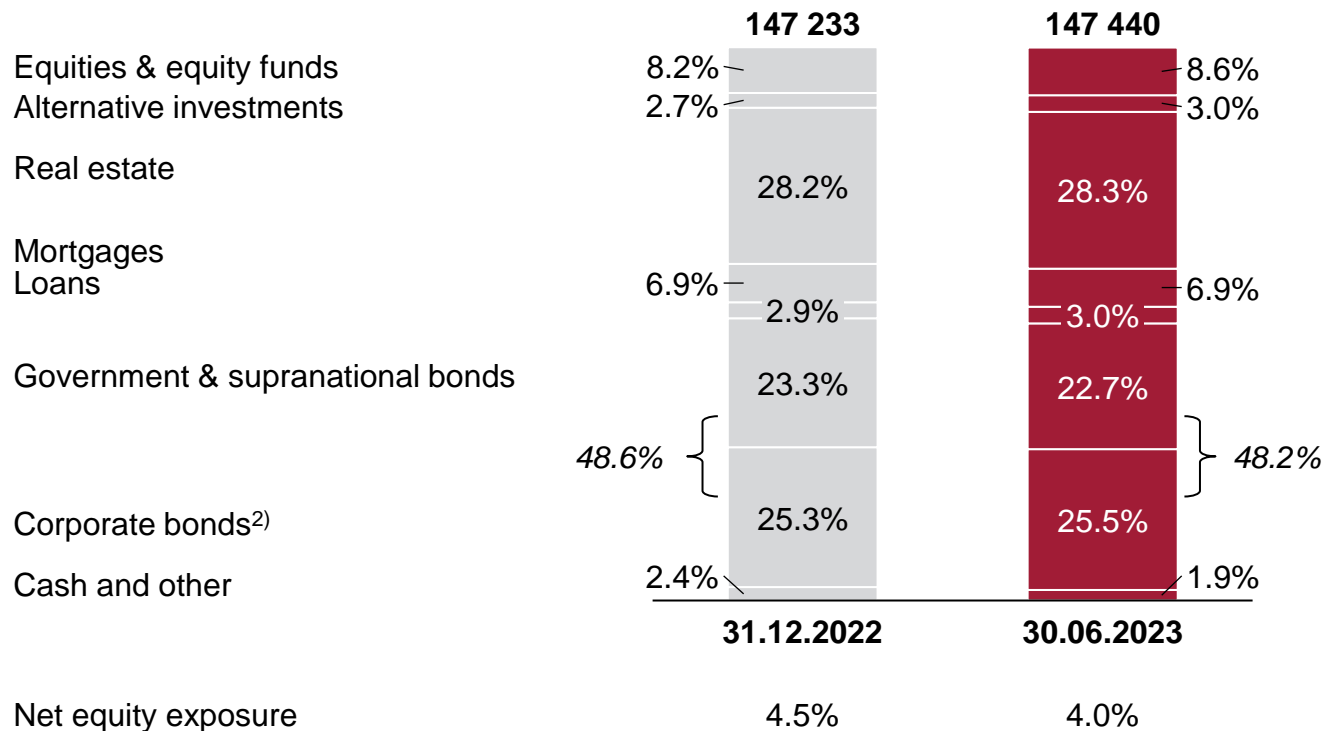
1) Details on slide 35; incl. FX gains and losses on hybrid debt issued by Swiss Life Ltd of CHF 17 m in HY 2023 and CHF 66 m in HY 2022



# Investment portfolio

## *Insurance portfolio for own risk<sup>1)</sup>*

CHF million (fair value basis)

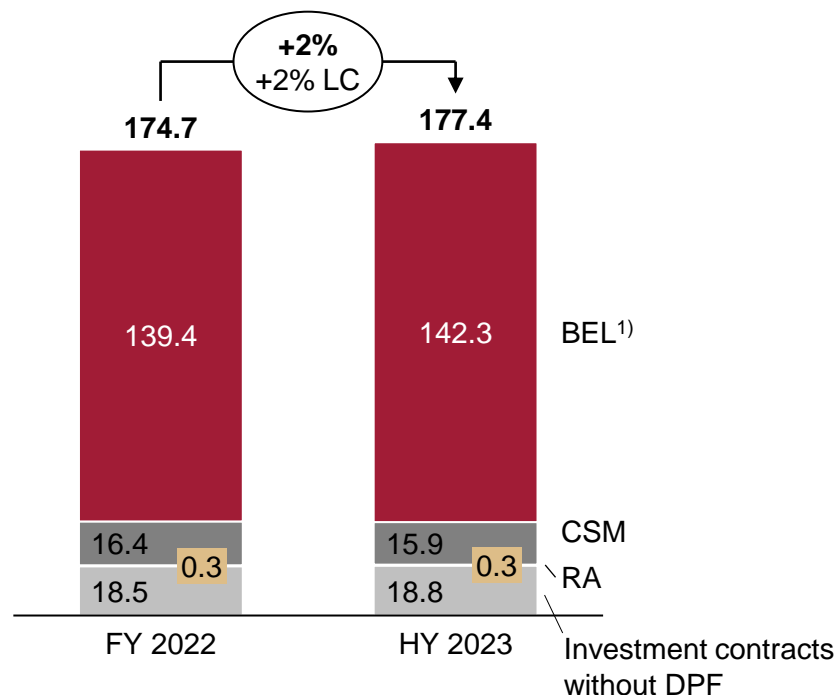


1) Excl. repo positions of CHF -4 189 m in HY 2023 and CHF -2 737 m in FY 2022 2) Incl. senior secured loan funds

# Insurance reserves per component and division

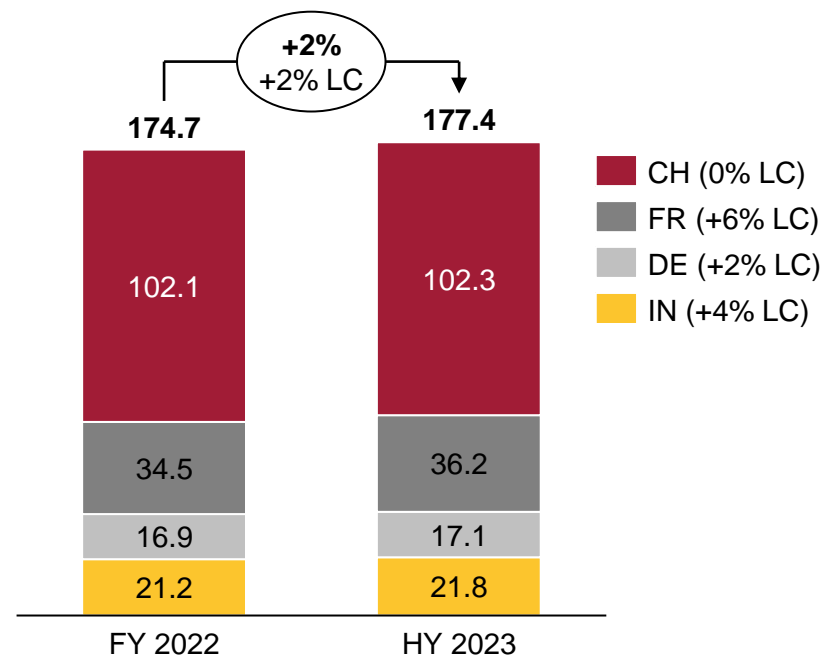
## Insurance reserves per component

CHF billion (IFRS basis)



## Insurance reserves per division

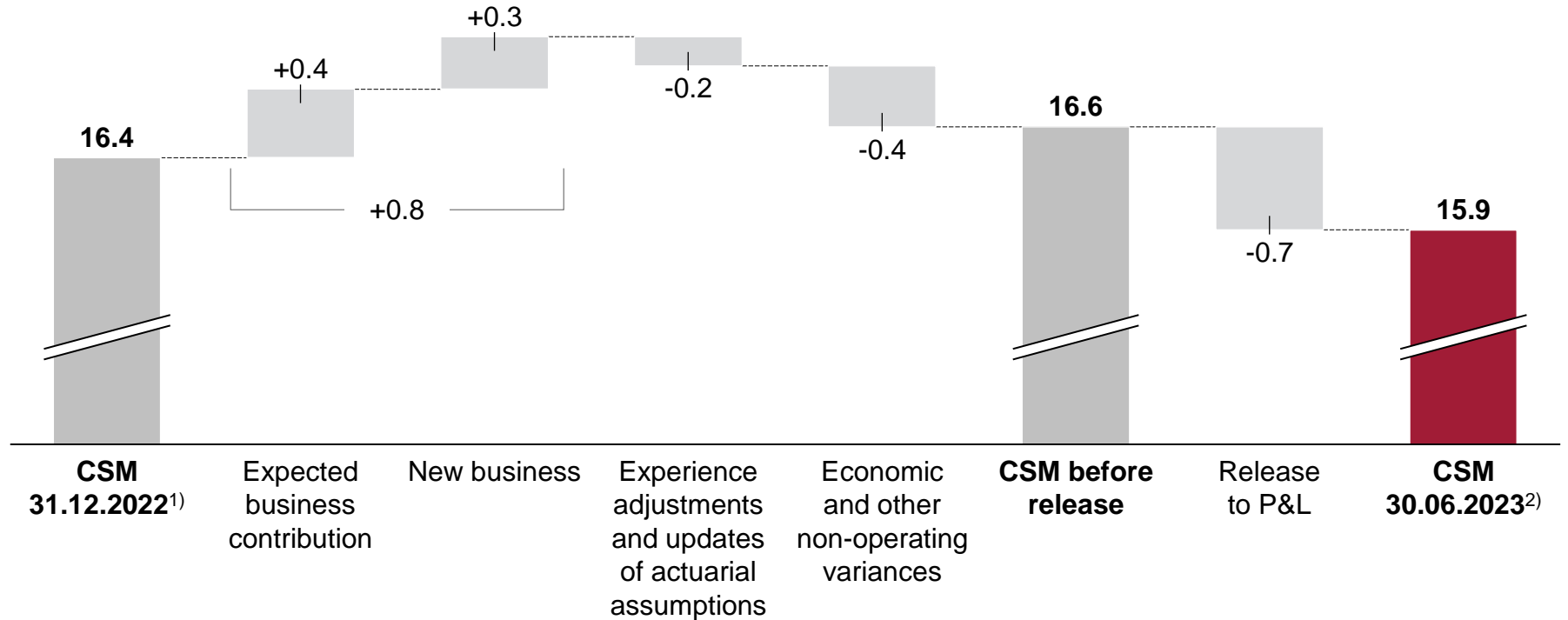
CHF billion (IFRS basis)



1) Share of non-guaranteed BEL almost unchanged and within the range of 15-20%

# CSM development

*CSM development (pre-tax, gross)*  
CHF billion (IFRS basis)

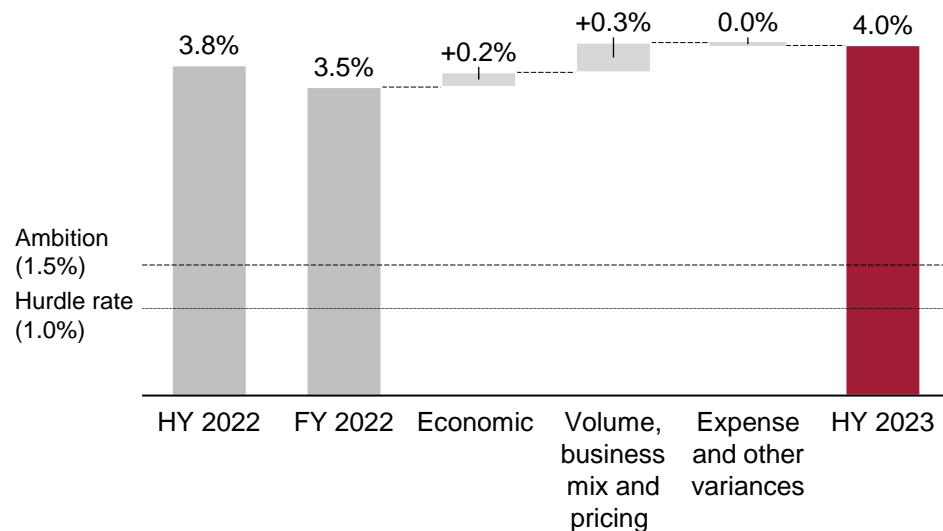


1) CSM net of reinsurance as of 31.12.2022: CHF 16.3 bn 2) CSM net of reinsurance as of 30.06.2023: CHF 15.8 bn

# New business margin development

## *New business margin (NBM)*

(VNB in % PVNBP)



<b>254</b>	<b>497</b>	<b>VNB</b>	<b>277</b>
6 696	14 034	PVNBP	6 887
719	1 506	APE	829
35.3%	33.0%	New business margin (% APE)	33.5%

### *Economic variances*

- Positive development due to interest rates

### *Volume, business mix and pricing variances*

- CH: Higher volumes with improved business mix in IL; GL with higher share of full-insurance business
- FR: Stable margin in life, lower margin in health
- DE: Increased share of modern-traditional products with lower average guarantees
- IN: Improved contribution of group risk business, including elipsLife

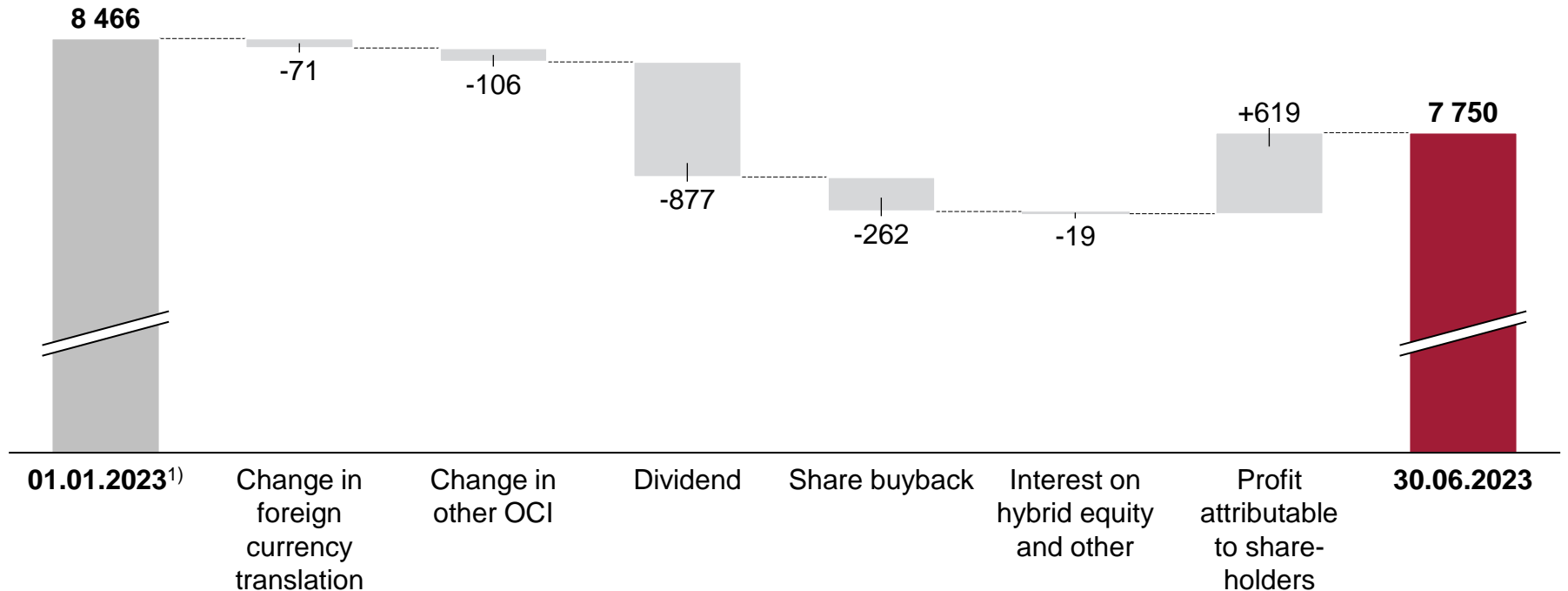
### *Expense & other variances*

- Update of cost and actuarial parameters

# Shareholders' equity

## *Shareholders' equity*

CHF million (IFRS basis)

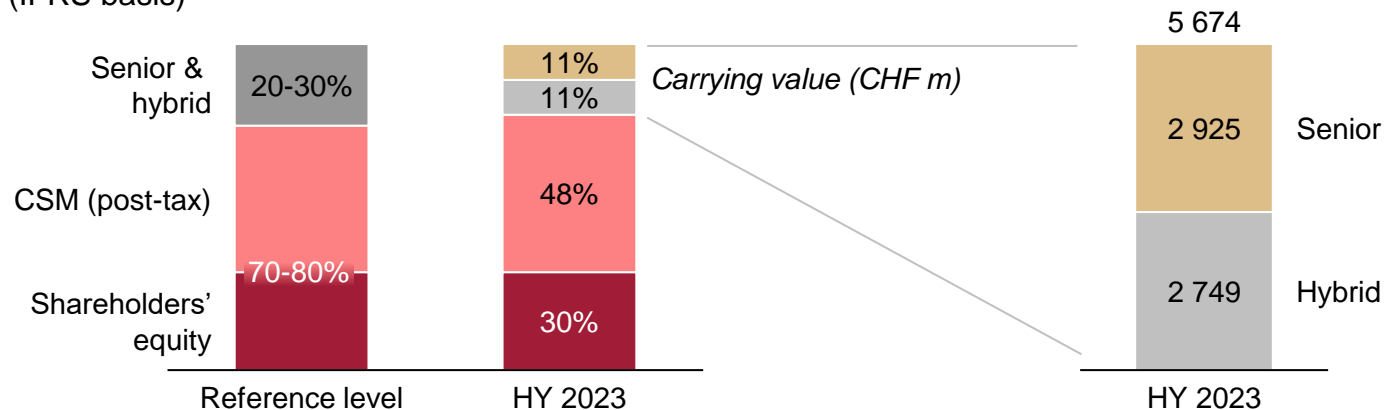


1) Includes IFRS 9 restatement effect of CHF +52 m

# Capital structure

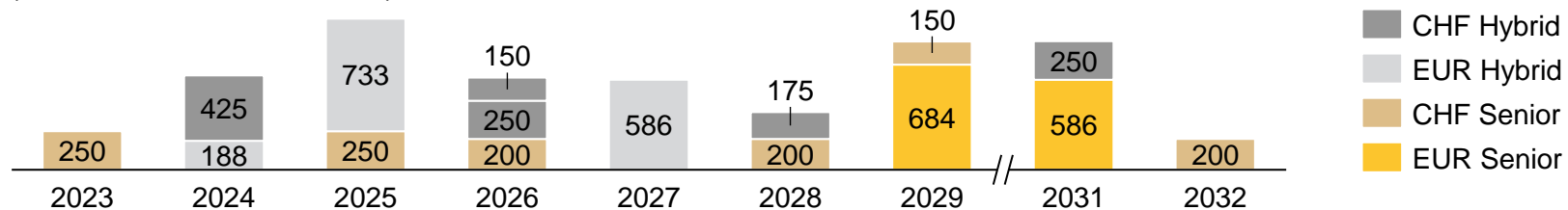
## Capital structure<sup>1)</sup>

(IFRS basis)



## Maturities (senior) and next optional call dates (hybrid)

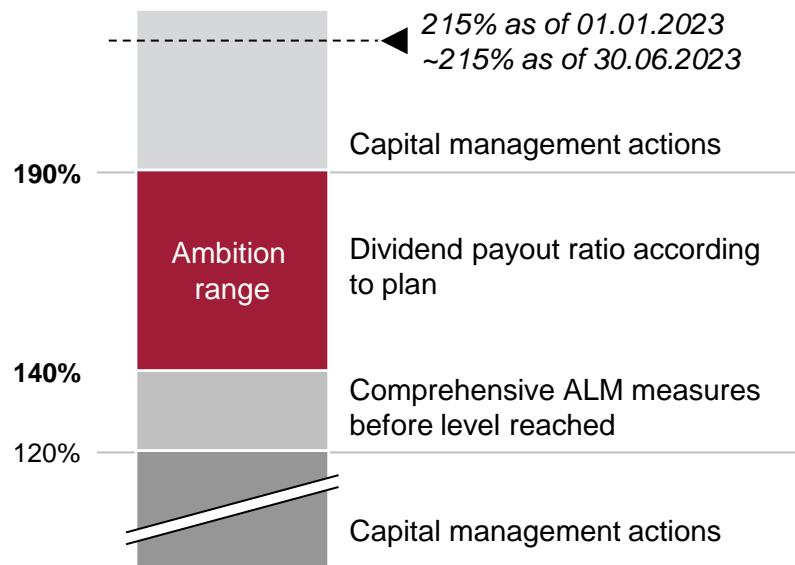
(nominal value, CHF million)



1) Financing debt incl. equity hybrids of CHF 675 m

# Group SST ratio as of 30 June 2023 estimated to be around 215%

## Swiss Life Group SST standard model



## Swiss Life Group SST sensitivities (as of 30.06.2023)

<b>Real estate -10%</b>	-23 pts
<b>Credit spreads<sup>1)</sup> +100 bps</b>	-10 pts
<b>Interest rates -50 bps</b>	-7 pts
<b>Equities -30%</b>	-12 pts
<b>Insurance 1-in-10-year event</b>	-10 pts

1) Corporate bonds and lower rated government bonds (BBB and lower); excluding covered / guaranteed bonds

# Swiss Life 2024 financial targets

*Swiss Life 2024 financial ambitions and targets, as disclosed at Investor Day in November 2021*

## *Quality of earnings and earnings growth*

- **Fee result**  
FY 2024 **CHF 850-900 m**
- **RoE<sup>1) 2)</sup>**  
2022-2024 **10-12%**

## *Capital, cash and payout*

- **Cash to Holding**  
Cumulative 2022-2024 **CHF 2.8-3.0 bn**
- **Dividend payout ratio<sup>2)</sup>**  
2022-2024 **> 60%**
- **Share buyback**  
Dec 2021 – May 2023 **CHF 1 bn**

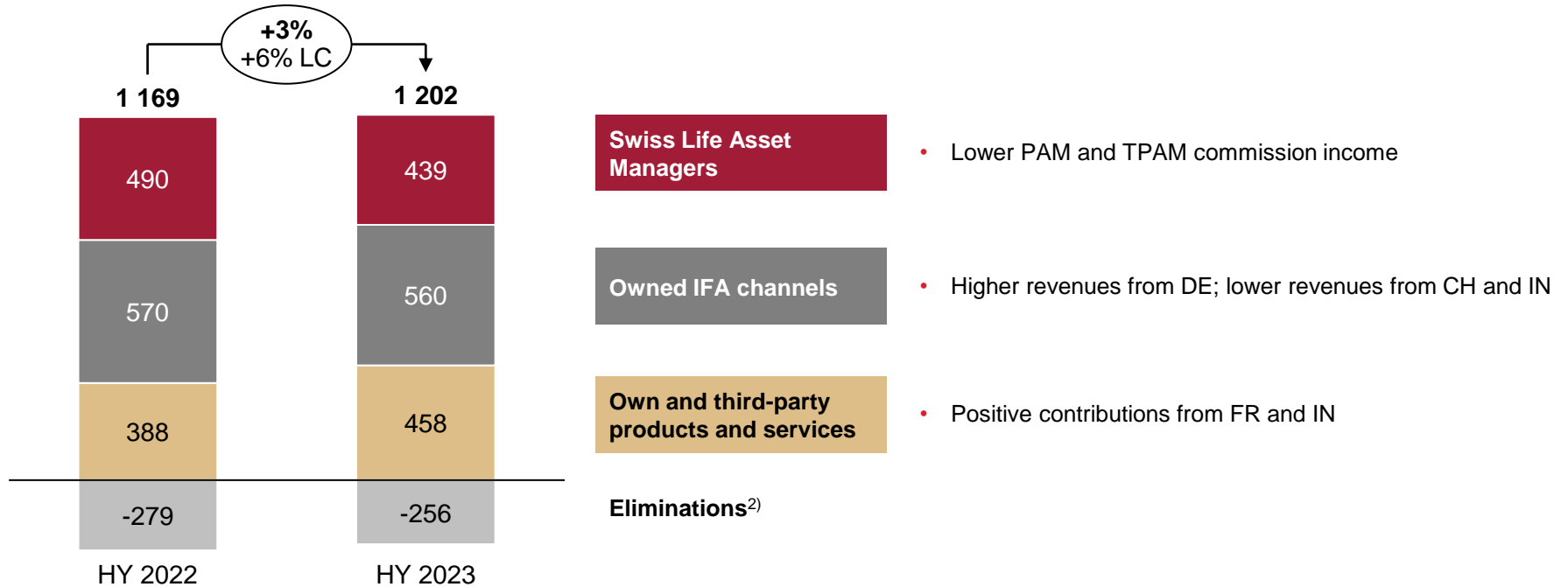
1) Shareholders' equity excl. unrealised gains / losses 2) Targets based on IFRS 4 / IAS 39 accounting standards



# Growing fee and commission income

Quality of earnings  
and earnings growth

**Fee and commission income<sup>1)</sup>**  
CHF million (IFRS basis)

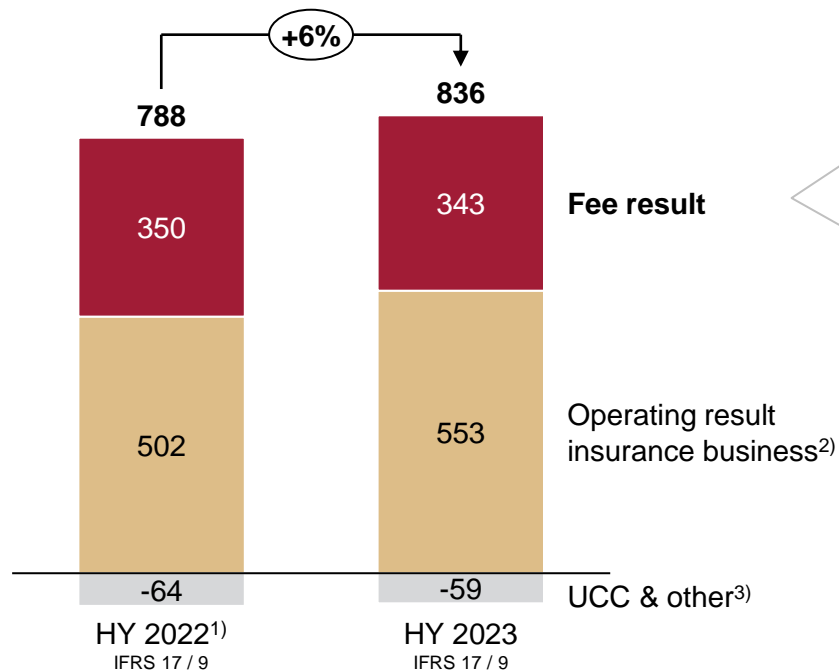


1) Net earned policy fees and commission income 2) Eliminations attributable to Swiss Life Asset Managers' PAM and owned IFAs

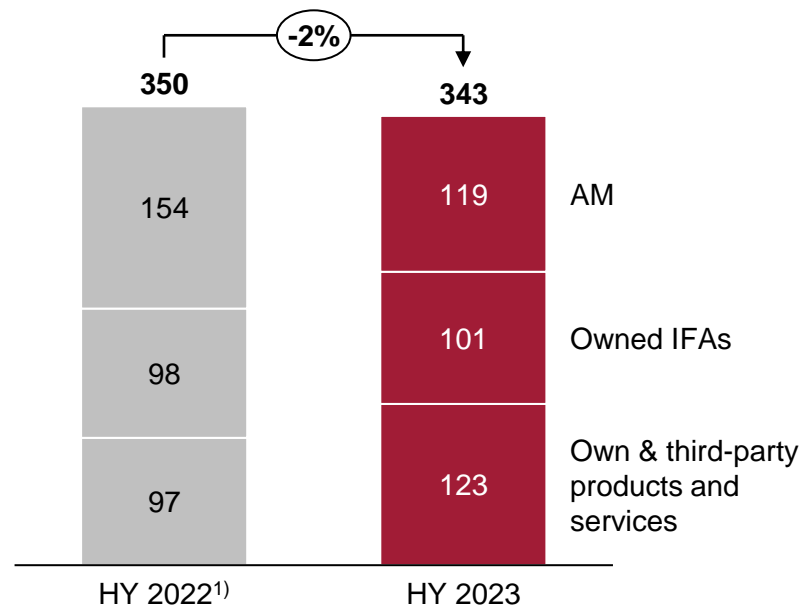
# Profit from operations and fee result

Quality of earnings  
and earnings growth

*Adjusted profit from operations*  
CHF million (IFRS basis)



*Components of fee result*  
CHF million (IFRS basis)

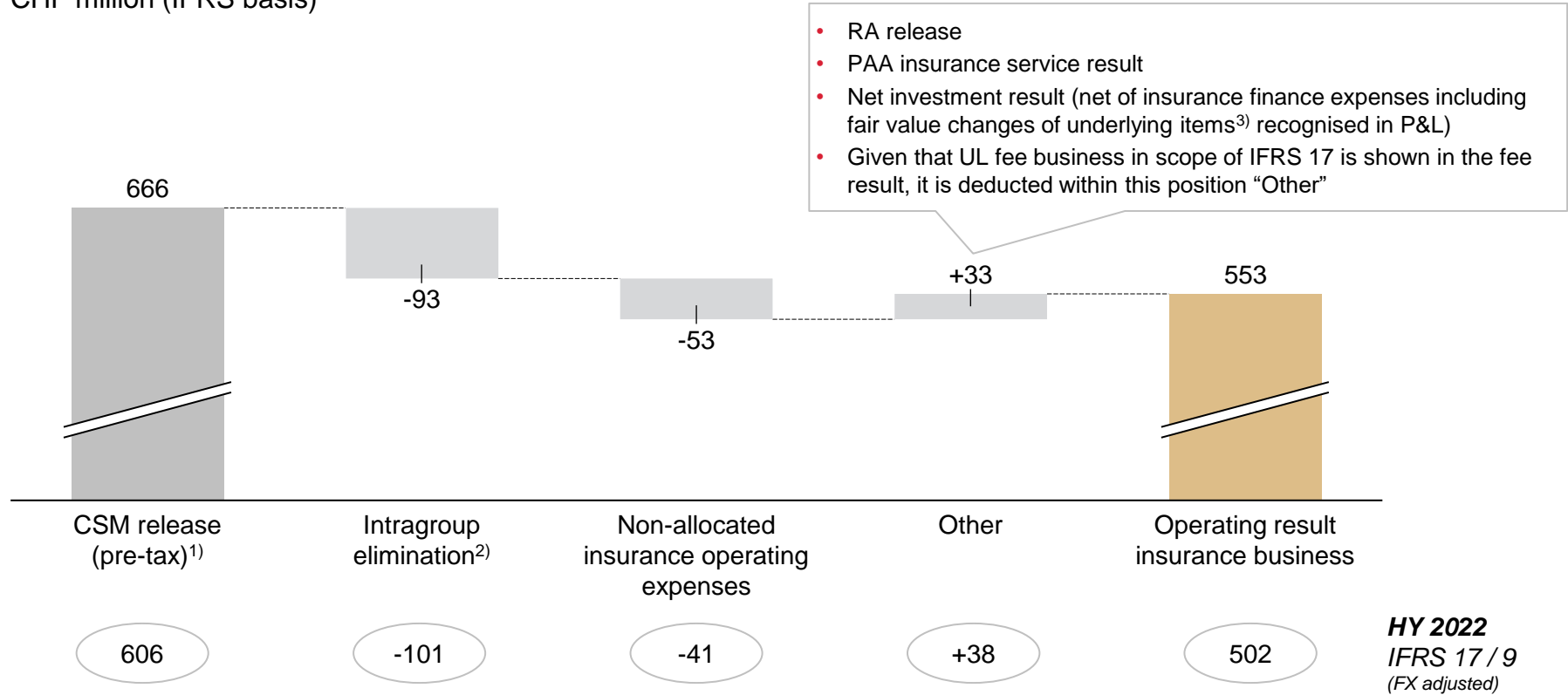


1) FX adjusted, as outlined on slide 8 2) Excl. UL fee business 3) Other refers to segment Other

# Operating result insurance business

*Quality of earnings  
and earnings growth*

**Components of HY 2023 operating result insurance business**  
CHF million (IFRS basis)

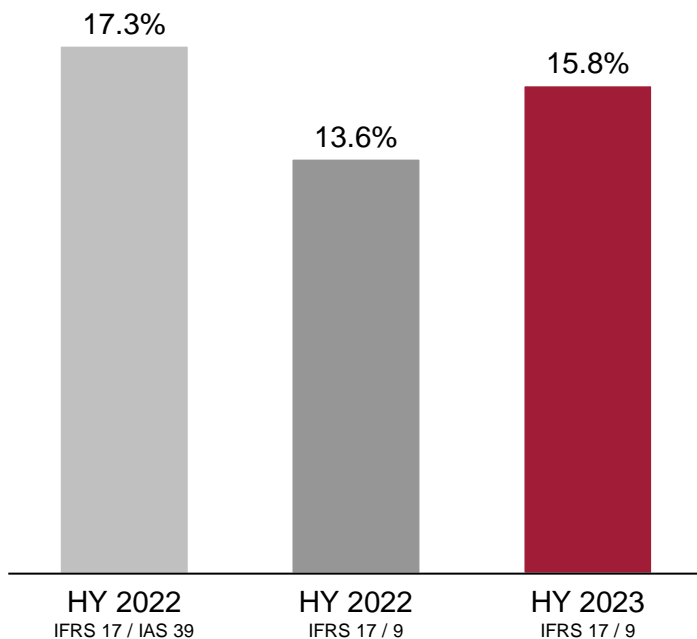


**HY 2022**  
**IFRS 17 / 9**  
*(FX adjusted)*

1) Incl. UL fee business in scope of IFRS 17    2) Elimination of release of intragroup margin from insurance asset management services    3) VFA experience adjustments

# Return on equity

## *Return on equity, annualised* % (IFRS basis)



## *HY 2023 calculation* IFRS 17 / 9

### *Shareholders' equity*

- 01.01.2023: CHF 8.5 bn
- 30.06.2023: CHF 7.8 bn

### *Net profit*

- HY 2023: CHF 619 m  
(profit attributable to shareholders, excl. minorities)

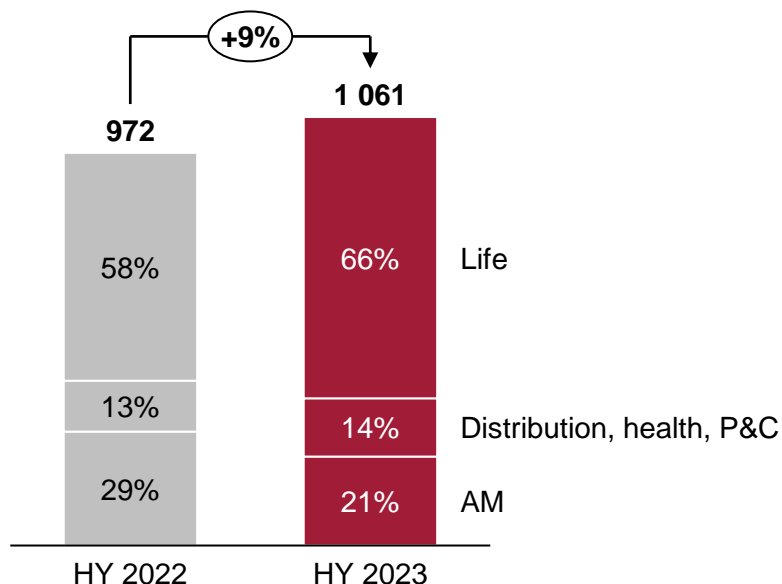
### *RoE*

- HY 2023: 15.8%  
(based on average shareholders' equity without making any adjustments)

# Increased cash remittance to Holding; new share buyback of CHF 300 m

## Cash remittance to Holding

CHF million



## Share buyback programmes

(additional details)

### Completed

- Amount: CHF 1 bn
- Timing: Dec 2021 – May 2023

### New

- Amount: **CHF 300 m**
- Timing: Oct 2023 – March 2024
- Purpose: Cancellation of repurchased shares
- Execution: Delegated to partner bank; purchases on 2<sup>nd</sup> trading line

### Shares issued

- Shares issued of 29 517 887<sup>1)</sup>, thereof 120 976 treasury shares

1) 288 287 of shares repurchased, but not yet cancelled, under the completed CHF 1 bn share buyback programme will be cancelled after the AGM in 2024

# Swiss Life 2024 very well on track

## Swiss Life 2024 financial ambitions and targets

### Quality of earnings and earnings growth

- **Fee result**  
FY 2024

CHF 850-900 m

*On track*

- **RoE<sup>1) 2)</sup>**  
2022-2024

10-12%

*Ahead<sup>3)</sup>*

### Capital, cash and payout

- **Cash to Holding**  
Cumulative 2022-2024

CHF 2.8-3.0 bn

*Ahead*

- **Dividend payout ratio<sup>2)</sup>**  
2022-2024

> 60%

*On track*  
*Ambition to increase DPS*

- **Share buyback**  
Dec 2021 – May 2023

CHF 1 bn

*Completed*

1) Shareholders' equity excl. unrealised gains / losses 2) Targets based on IFRS 4 / IAS 39 accounting standards 3) Even allowing for mechanical uplift

Half-year results 2023

Investor presentation

Supplementary information

# Supplementary information



***Profit & loss and balance sheet***

*Investments*

*Value of new business*

*Sustainability*

*Abbreviations and disclaimer*

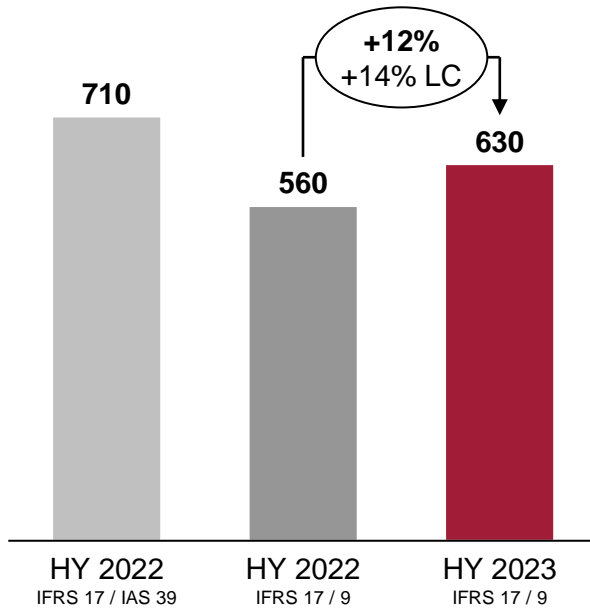
*Contact details and financial calendar*



# Adjusted net profit

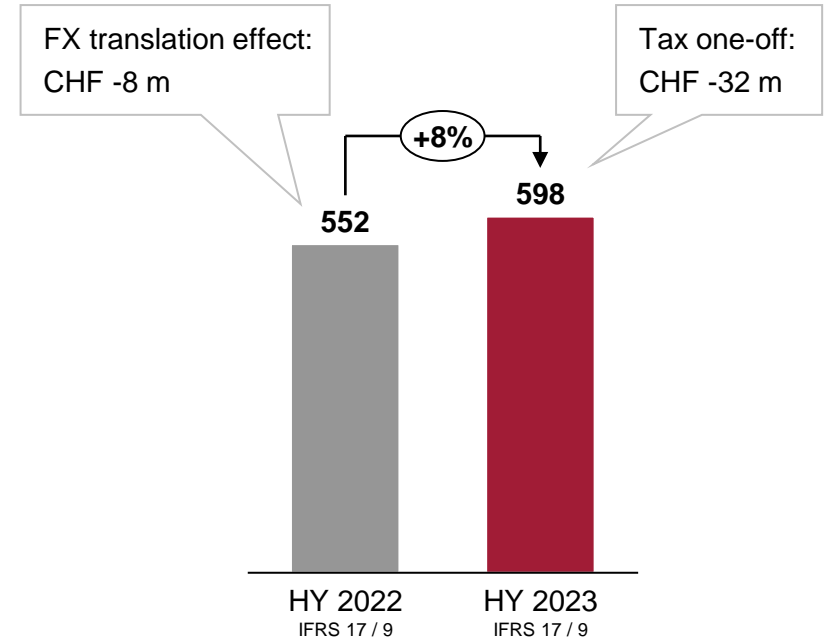
## Net profit

CHF million (IFRS basis)



## Adjusted net profit

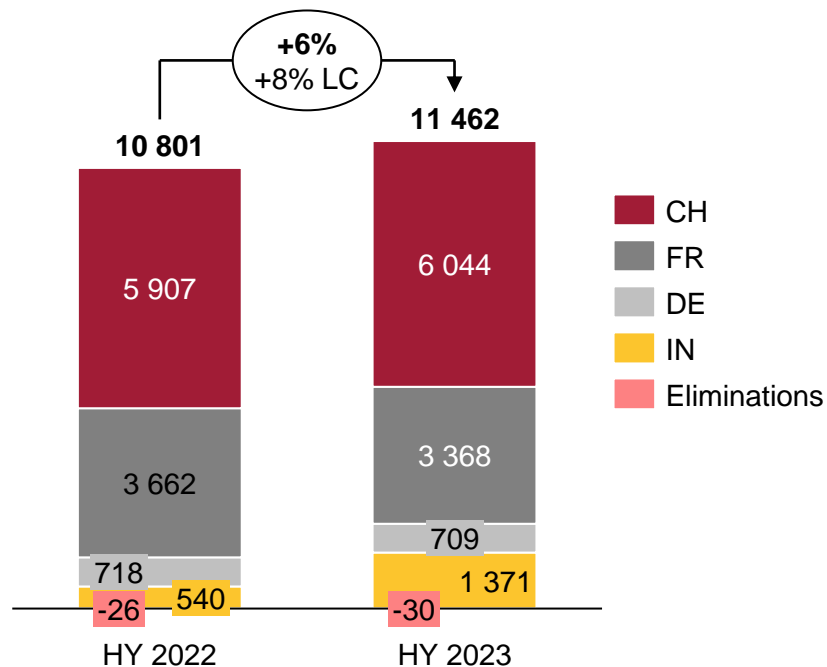
CHF million (IFRS basis)



# Premiums and fee and commission income

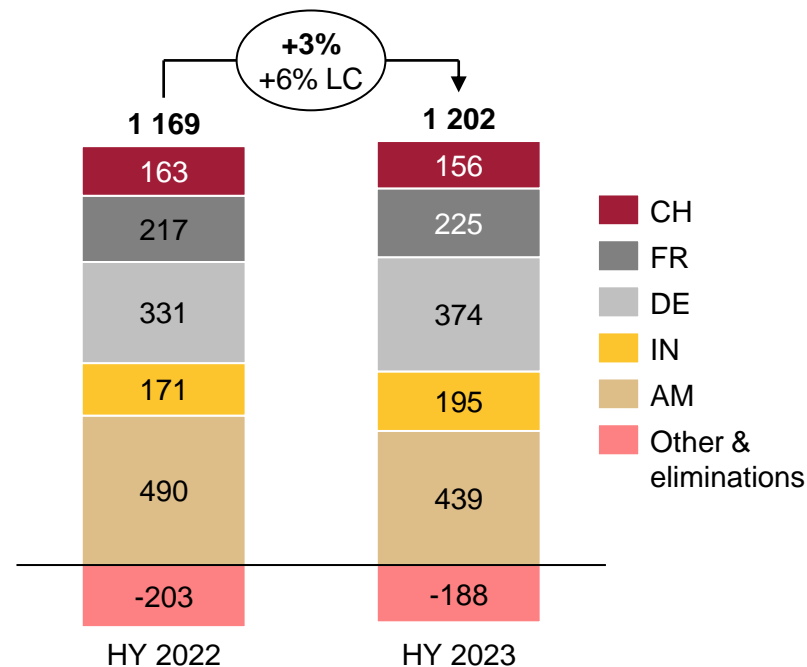
## GWP incl. PHD

CHF million



## Fee and commission income<sup>1)</sup>

CHF million (IFRS basis)



1) Net earned policy fees and commission income

# Details of net investment income

## *HY 2023 insurance portfolio for own risk*

CHF million (IFRS basis)

	Direct investment income	Impairments incl. change in ECL	Gains and losses through income statement			Net investment income
			On underlying	On derivatives	Total	
Bonds	1 135	79	-9	5	-4	1 210
Equities	195		912	-284	628	823
Loans	68	1	27	-1	26	94
Mortgages	76	0	-1		-1	75
Alternative investments	102		39		39	141
Real estate	529		-426		-426	103
Cash & other	-52		0		0	-52
<b>Total before FX</b>	<b>2 052</b>	<b>80</b>	<b>542</b>	<b>-280</b>	<b>262</b>	<b>2 393</b>
FX hedging costs and gains / losses			-630	192	-438 <sup>1)</sup>	-438
<b>Total after FX</b>	<b>2 052</b>	<b>80</b>	<b>-88</b>	<b>-88</b>	<b>-176</b>	<b>1 955</b>
Expense						-208
<b>Net investment income</b>						<b>1 747</b>

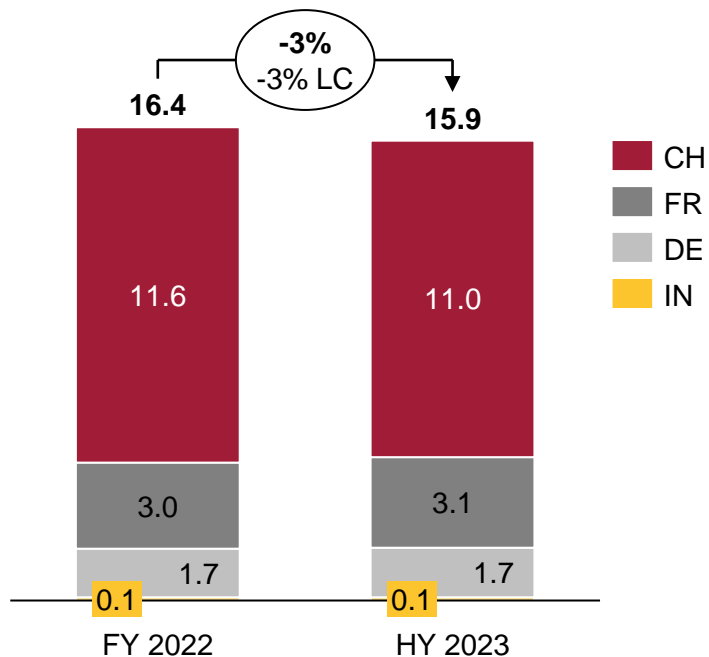
Net capital gains and losses of **-96**

1) Incl. FX hedging costs of CHF -490 m (CHF -194 m in HY 2022)

# CSM per business division and component

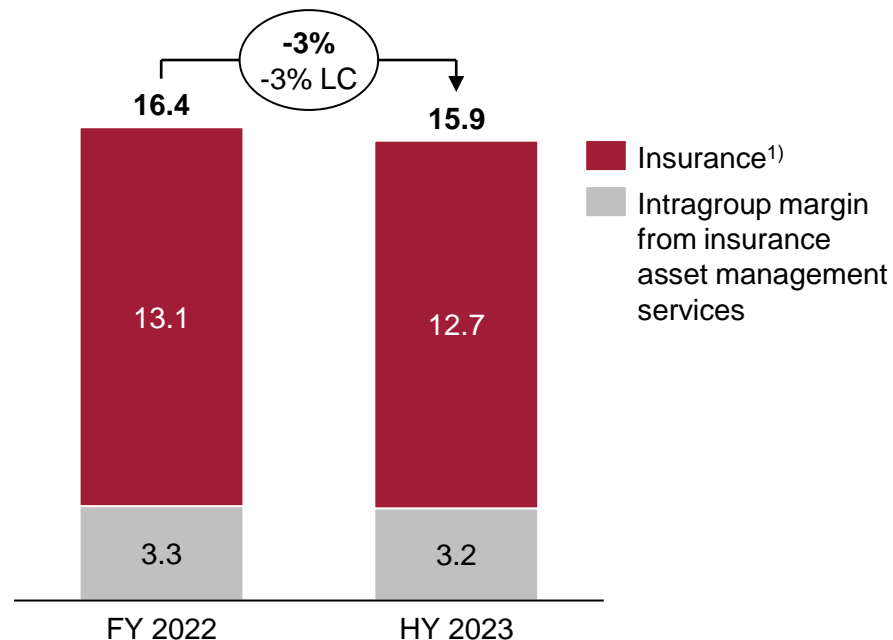
## CSM per business division

CHF billion (IFRS basis)



## CSM per component

CHF billion (IFRS basis)

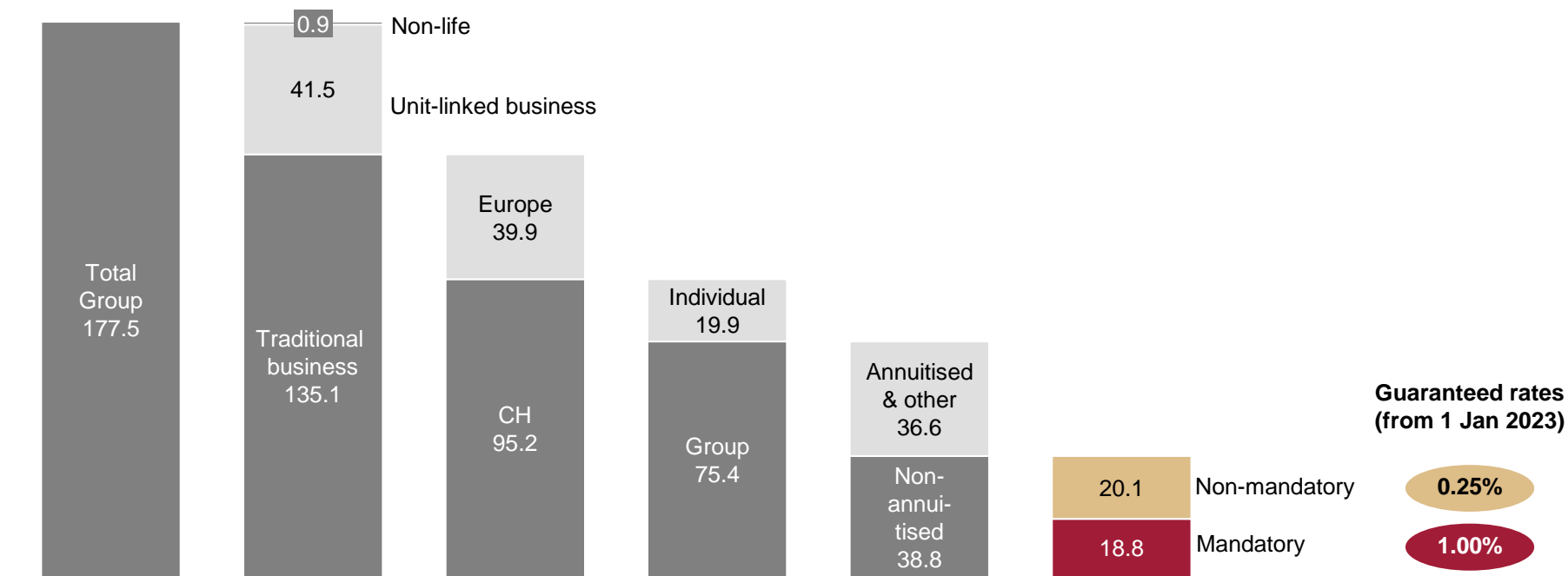


1) Incl. CHF 1.4 bn of non-allocated insurance operating expenses in HY 2023 and CHF 1.3 bn in FY 2022

# Swiss Life Group reserves subject to BVG minimum interest rates

## *Breakdown of insurance reserves (incl. unit-linked)*

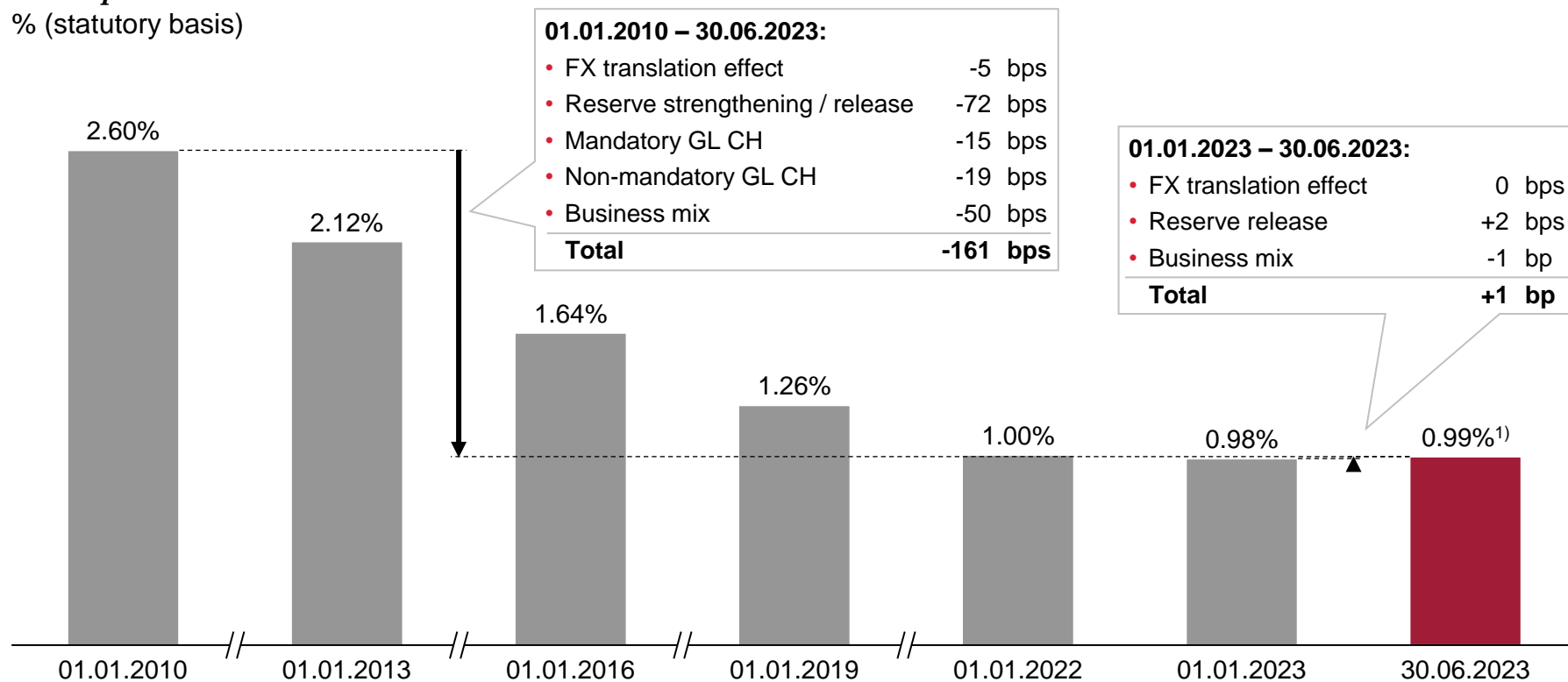
CHF billion (statutory basis), as of 30.06.2023



# Average technical interest rate

## Development since 2010

% (statutory basis)

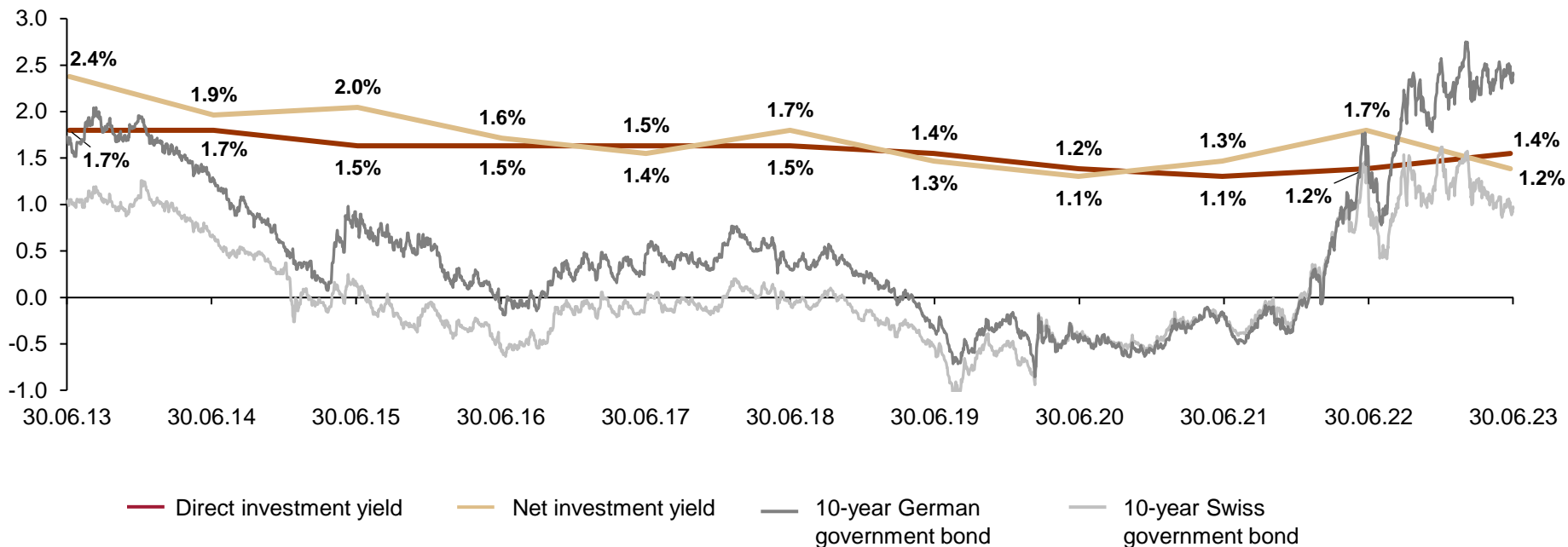


1) Average technical interest rate of 0.72% in CHF and 1.68% in EUR

# Yield development

## *Direct and net investment yield*

%, yields not annualised (IFRS basis)



# Profit from operations

## *Segment result (reported vs. adjusted)*

CHF million (IFRS basis)

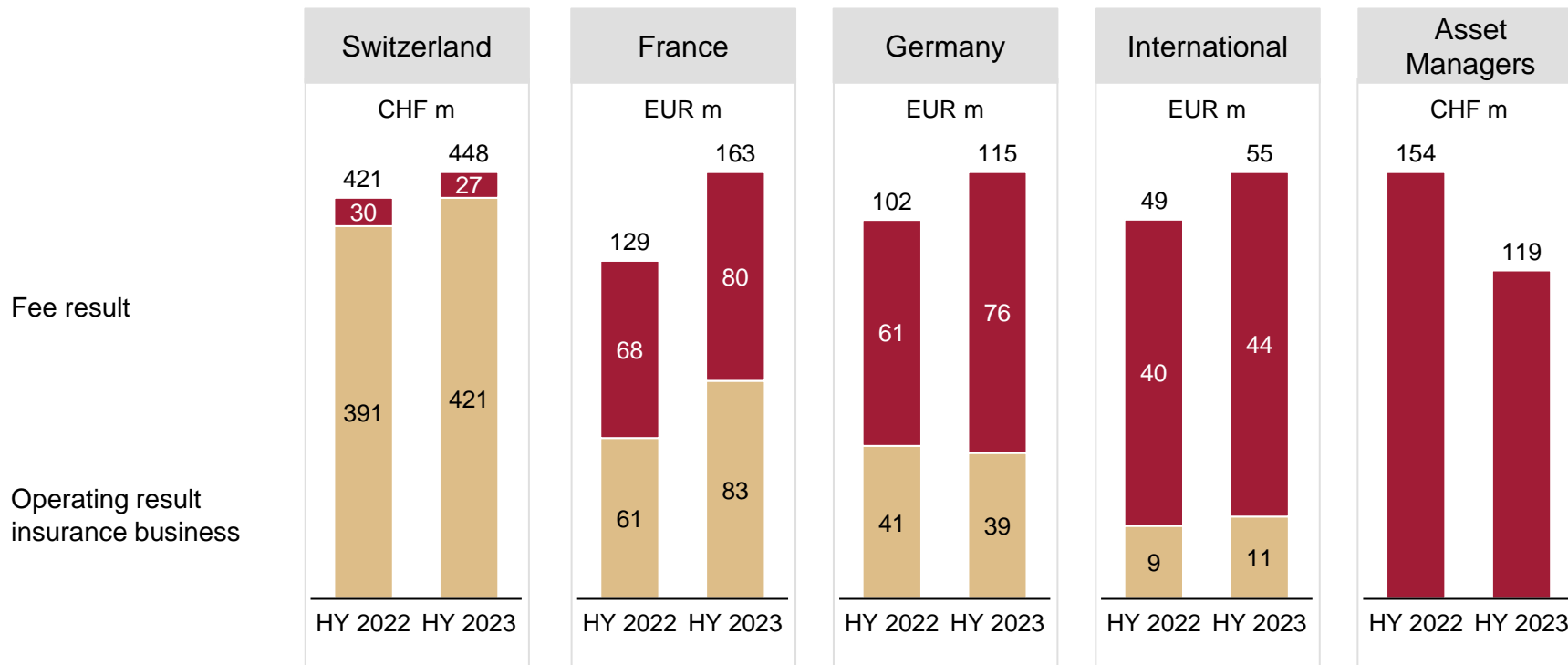
<i>Segments</i>	<u><i><b>HY 2022</b></i></u> <i>IFRS 17 / IAS 39</i>	<u><i><b>HY 2022</b></i></u> <i>IFRS 17 / 9</i>		<u><i><b>HY 2023</b></i></u> <i>IFRS 17 / 9</i>	<u><i><b>Change</b></i></u> <i>IFRS 17 / 9</i>	
	<i>reported</i>	<i>reported</i>	<i>adjusted<sup>1)</sup></i>	<i>reported</i>	<i>reported</i>	<i>adjusted</i>
Switzerland	500	421	421	448	+6%	+6%
France	240	133	127	160	+20%	+26%
Germany	106	106	101	114	+8%	+13%
International	53	51	48	54	+7%	+13%
Asset Managers	154	154	154	119	-23%	-23%
Other	-2	-13	-13	0	n.m.	n.m.
Unallocated corporate costs	-51	-51	-51	-59	+16%	+16%
<b>Profit from operations</b>	<b>999</b>	<b>801</b>	<b>788</b>	<b>836</b>	<b>+4%</b>	<b>+6%</b>

1) FX adjusted, as outlined on slide 8



# Composition of segment results

*HY 2023, based on segment results*  
(IFRS<sup>1</sup>) basis)



1) IFRS 17 / 9

# Supplementary information

*Profit & loss and balance sheet*



***Investments***

*Value of new business*

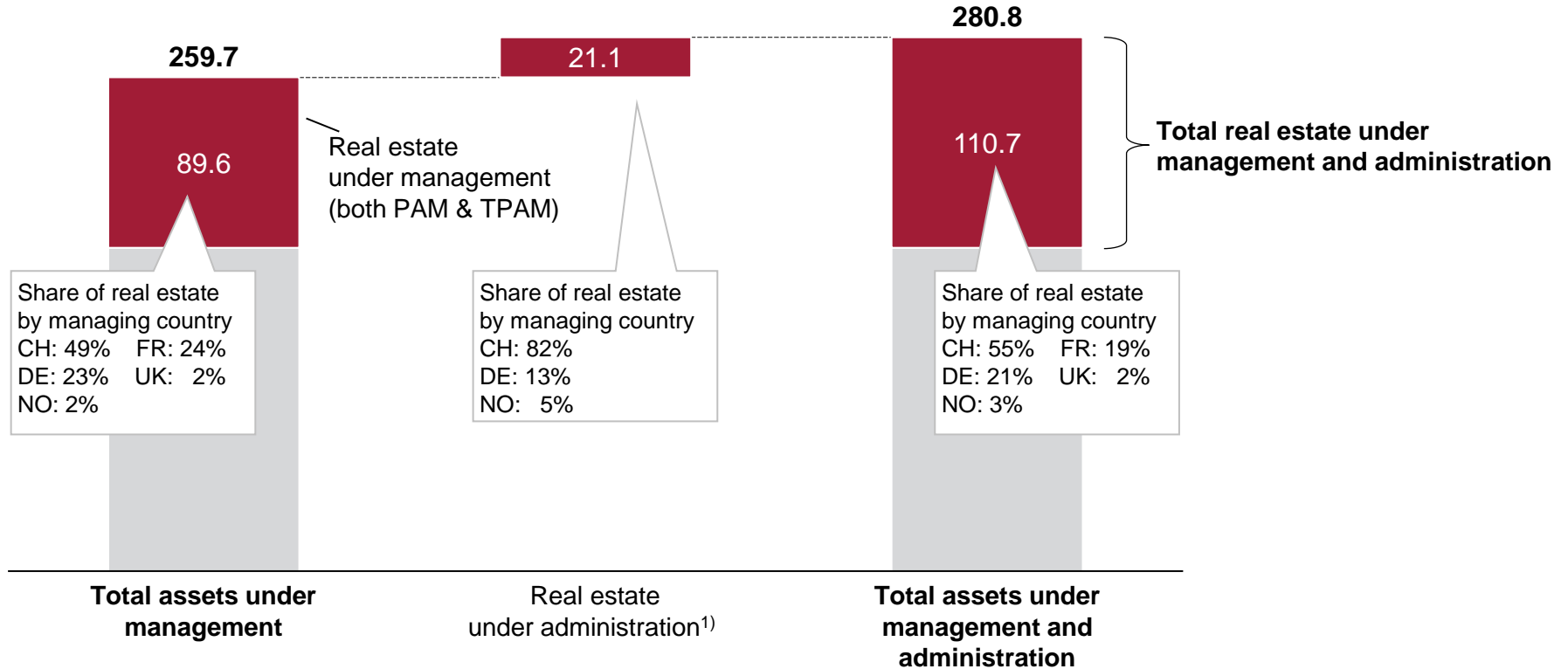
*Sustainability*

*Abbreviations and disclaimer*

*Contact details and financial calendar*

# Assets under management and administration

CHF billion (fair value basis), as of 30.06.2023



1) Not included in Swiss Life AuM definition

# TPAM: Change analysis of AuM

## *TPAM assets under management (AuM)*

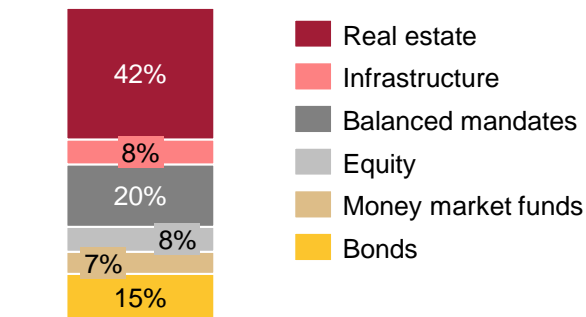
CHF billion (fair value basis)

	<u>HY 2022</u>	<u>HY 2023</u>	<i>Change (bn)</i>
<b>Total beginning of period</b>	102.8	<b>105.4</b>	<b>+2.6</b>
Net new assets	3.0	6.9	
Market performance	-3.9	0.7	
FX translation effects	-2.2	-0.8	
<b>Total end of period</b>	<b>99.7</b>	<b>112.2</b>	<b>+12.5</b>
– Collective investments	84.9	95.6	
– Institutional mandates	14.8	16.6	
Double counts	25.1	30.8	

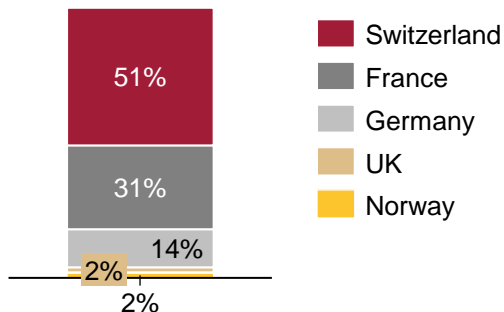
# TPAM: AuM and NNA

**TPAM AuM:** CHF 112.2 bn as of 30.06.2023  
(fair value basis)

*Breakdown by asset class*

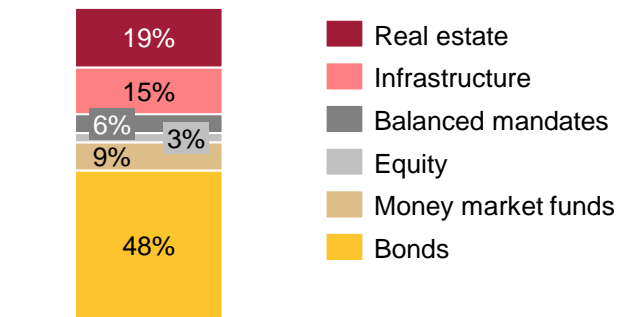


*Breakdown by managing country*

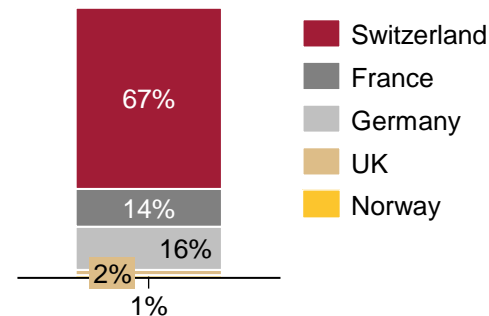


**TPAM NNA:** CHF 6.9 bn, HY 2023  
(fair value basis)

*Breakdown by asset class*



*Breakdown by managing country*

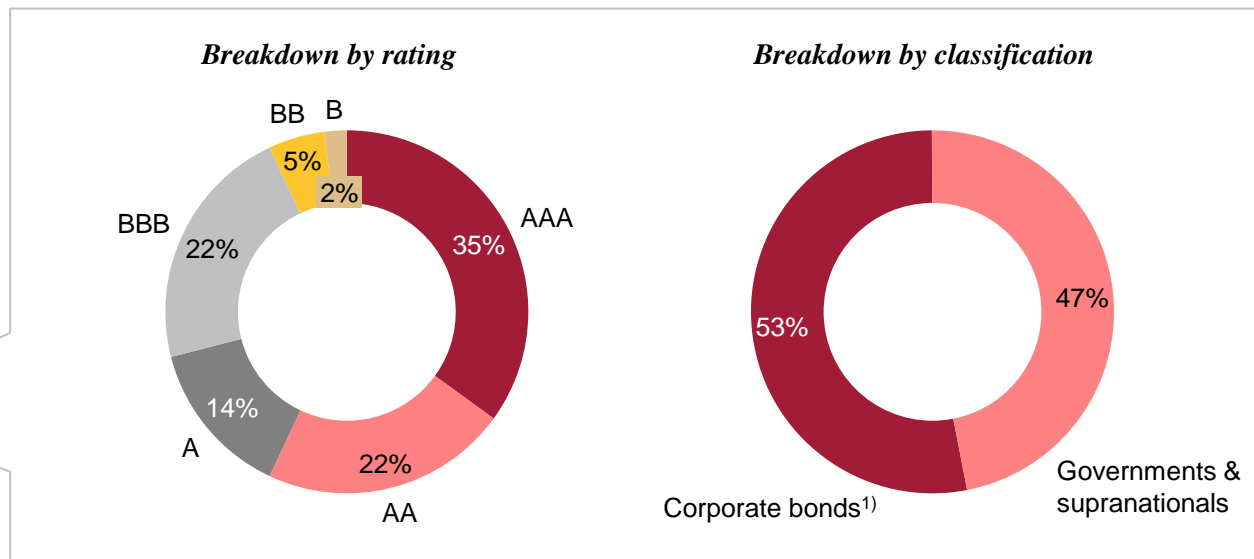
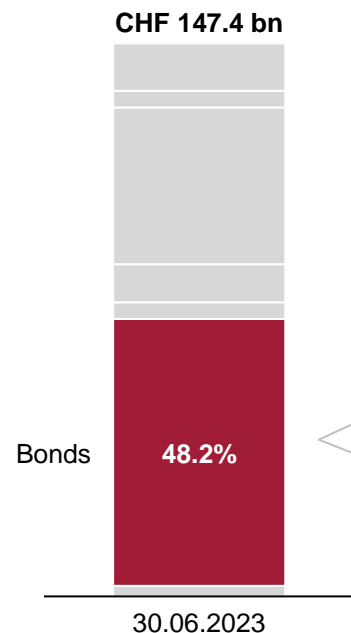


# Bond portfolio: Ratings and classification

**Total bond portfolio** (fair value basis)

48.2% of insurance portfolio for own risk (CHF 71.1 bn)

*Insurance portfolio for own risk*



1) Including senior secured loan funds

# Government & supranational bonds: Ratings and currency

**Government and supranational bond portfolio** (fair value basis)  
22.7% of insurance portfolio for own risk (CHF 33.5 bn)

*Insurance portfolio for own risk*

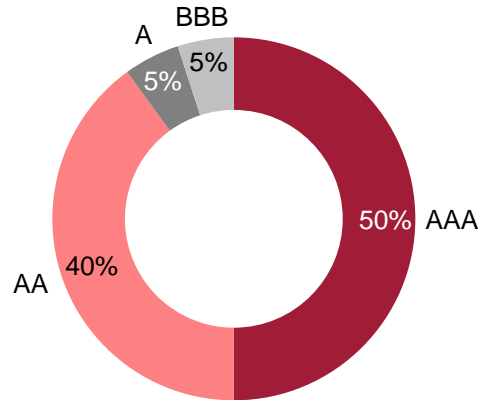
CHF 147.4 bn

Government & supranational bonds

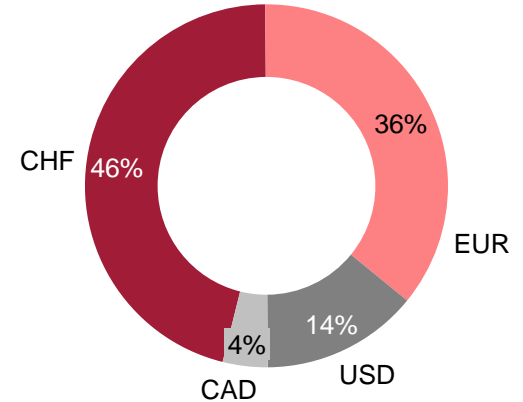
22.7%

30.06.2023

*Breakdown by rating*



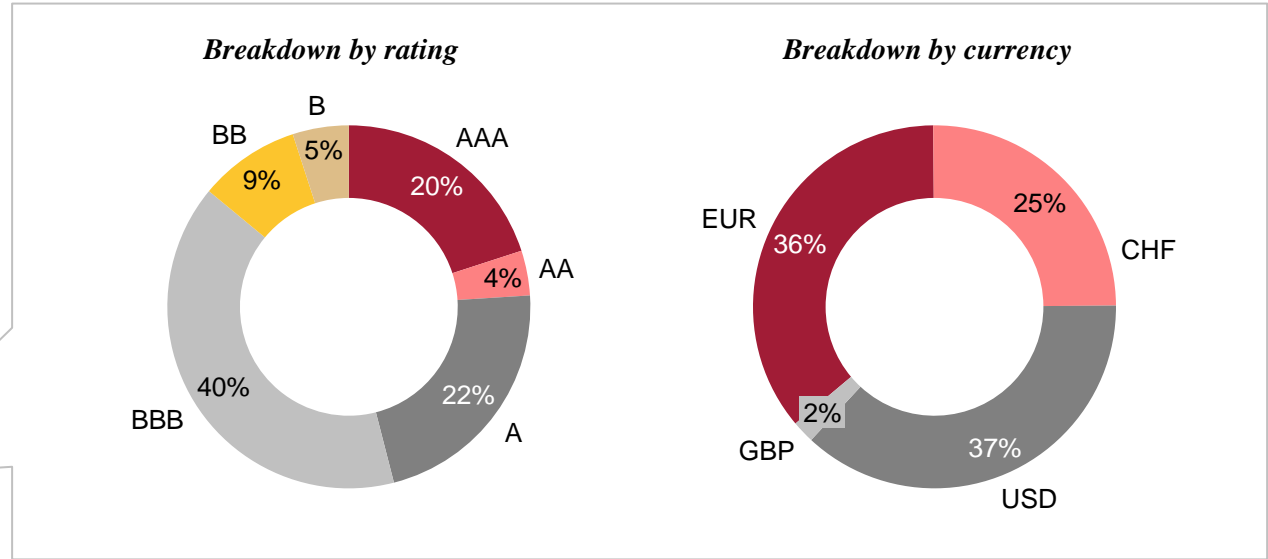
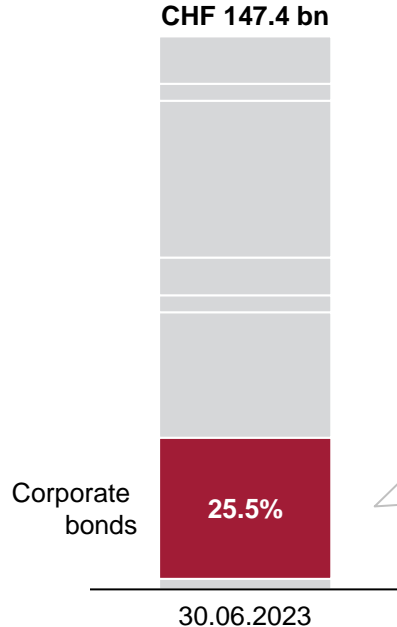
*Breakdown by currency*



# Corporate bond portfolio: Ratings and currency

**Corporate bond portfolio<sup>1)</sup>** (fair value basis)  
25.5% of insurance portfolio for own risk (CHF 37.6 bn)

*Insurance portfolio for own risk*



1) Including senior secured loan funds



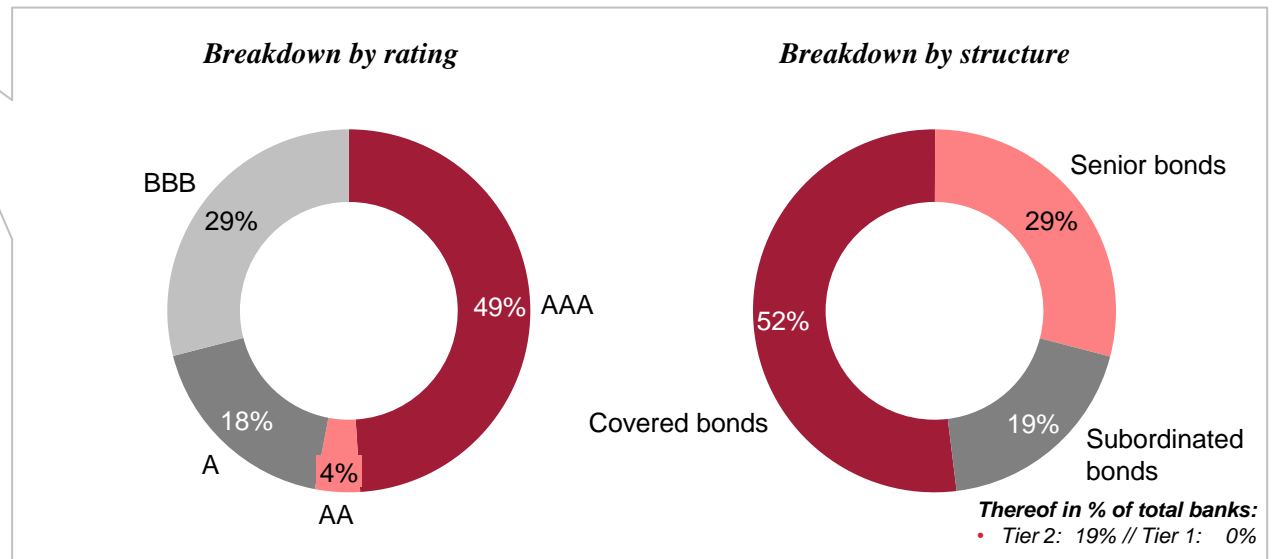
# Corporate bond portfolio: Industry split

**Corporate bond portfolio<sup>1)</sup>** (fair value basis), as of 30.06.2023  
 25.5% of insurance portfolio for own risk (CHF 37.6 bn)

## Breakdown by industry

(in % of total corporate bond portfolio)

Banks	34%
Other financials	6%
Utilities	6%
Industrial	7%
Consumer non-cyclical	9%
Energy	5%
Communication	5%
Consumer discretionary	7%
Health	5%
Information / Technology	4%
Other	12%
<b>Total</b>	<b>100%</b>



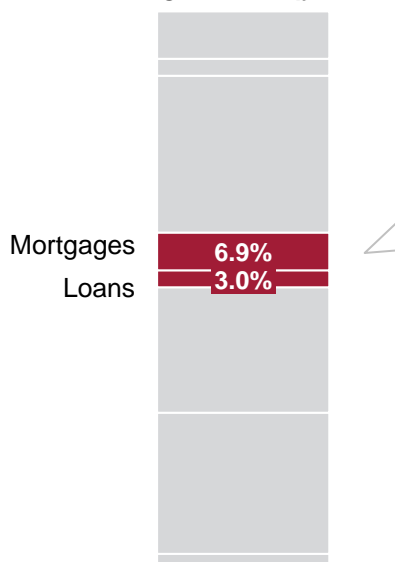
1) Including senior secured loan funds

# Loan and mortgage portfolio

**Loan and mortgage portfolio** (fair value basis)  
9.9% of insurance portfolio for own risk (CHF 14.6 bn)

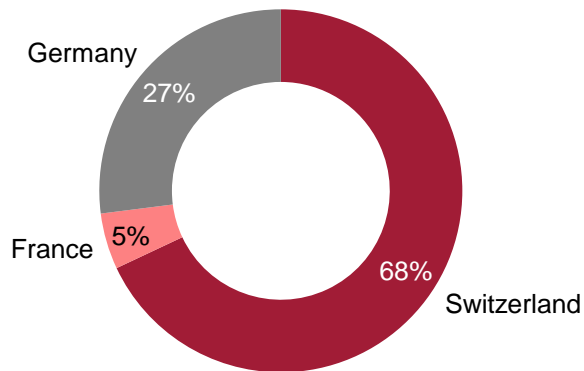
## Insurance portfolio for own risk

CHF 147.4 bn

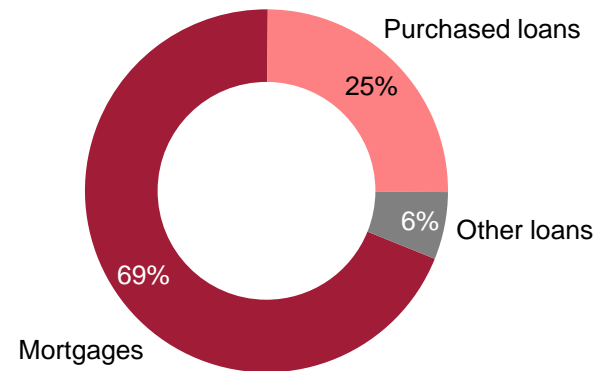


30.06.2023

### Breakdown by country



### Breakdown by type



Average loan to value ratio < 60%

# Real estate portfolio

**Real estate portfolio** (fair value basis)  
28.3% of insurance portfolio for own risk (CHF 41.8 bn)

## Insurance portfolio for own risk

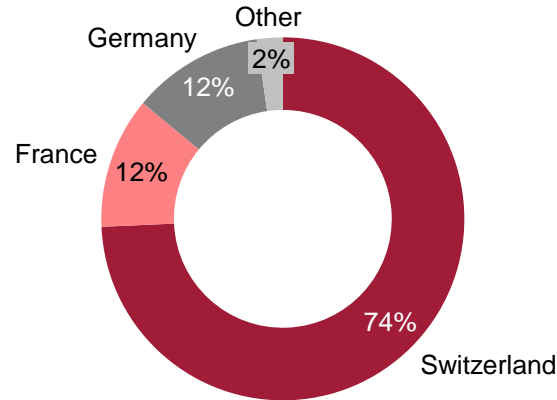
CHF 147.4 bn

Real estate

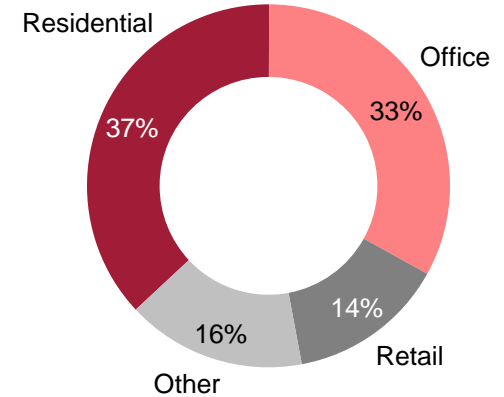
28.3%

30.06.2023

### Breakdown by country



### Breakdown by type

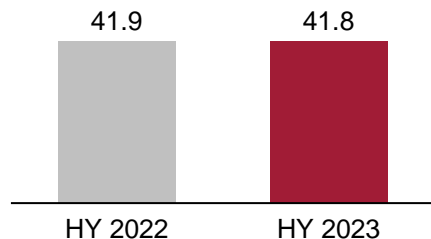


# Real estate portfolio (additional details)

PAM

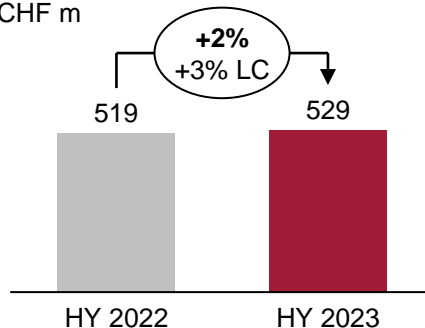
## Real estate exposure

CHF bn



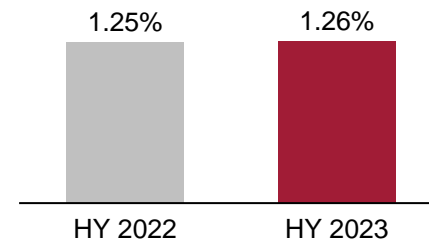
## Real estate direct investment income<sup>1)</sup>

CHF m



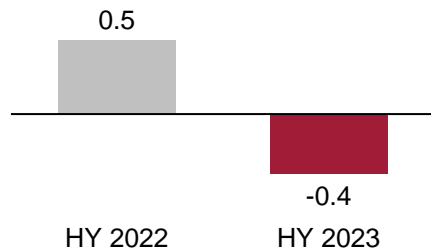
## Real estate direct investment yield<sup>2)</sup>

%, based on average exposure



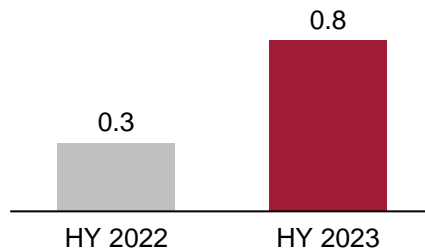
## Fair value changes

CHF bn



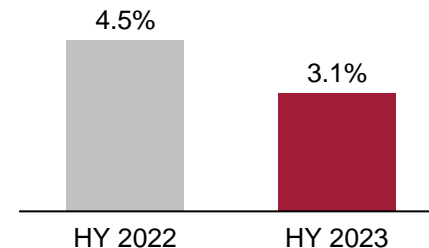
## Net additions

CHF bn



## Vacancy rate

%



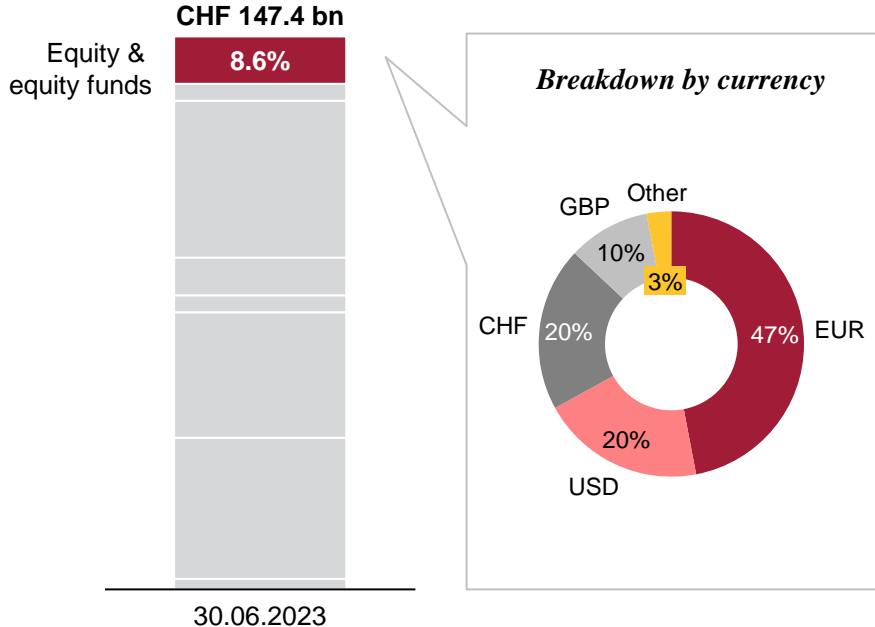
1) Real estate direct investment income net of maintenance expenses of CHF -126 m in HY 2023 and CHF -138 m in HY 2022 2) Yields not annualised

# Equities and alternative investments: Gross exposure

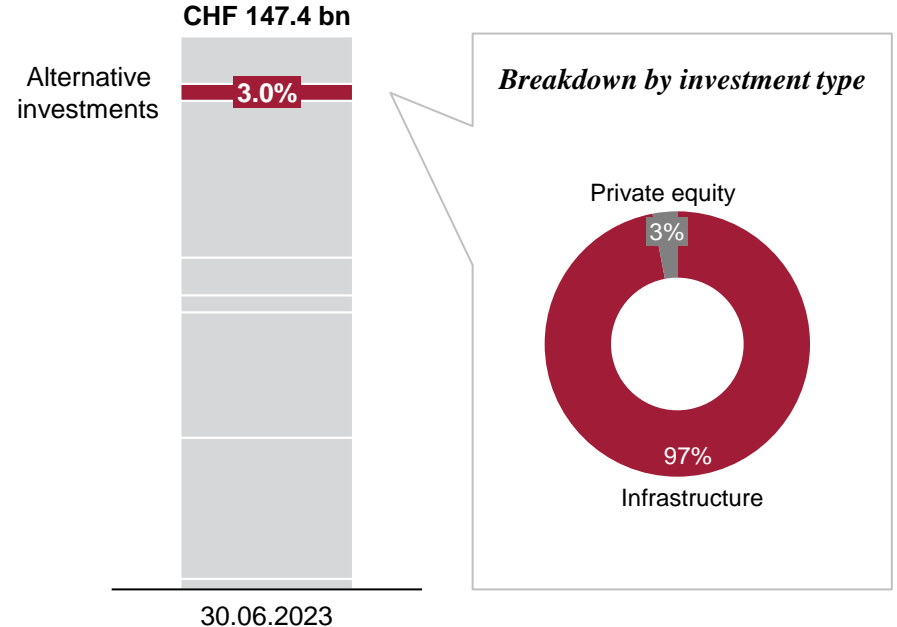
**Equity & equity funds portfolio** (fair value basis)  
8.6% of insurance portfolio for own risk (CHF 12.7 bn)

**Alternative investments portfolio** (fair value basis)  
3.0% of insurance portfolio for own risk (CHF 4.4 bn)

*Insurance portfolio for own risk*



*Insurance portfolio for own risk*



# Forex and interest rates

## *Foreign currency exchange rates*

	<i>30.06.2022</i>	<i>31.12.2022</i>	<i>30.06.2023</i>
EUR	0.9998	0.9874	0.9769
GBP	1.1614	1.1154	1.1378
USD	0.9538	0.9219	0.8948

	<i>01.01. – 30.06.2022</i>	<i>01.01. – 30.06.2023</i>
	1.0327	0.9858
	1.2265	1.1254
	0.9448	0.9121

## *Interest rates (10-year government bond)*

	<i>30.06.2022</i>	<i>31.12.2022</i>	<i>30.06.2023</i>
CHF	1.069	1.617	0.958
EUR	1.336	2.571	2.392
GBP	2.229	3.672	4.388
USD	3.013	3.875	3.837

# Supplementary information

*Profit & loss and balance sheet*

*Investments*



***Value of new business***

*Sustainability*

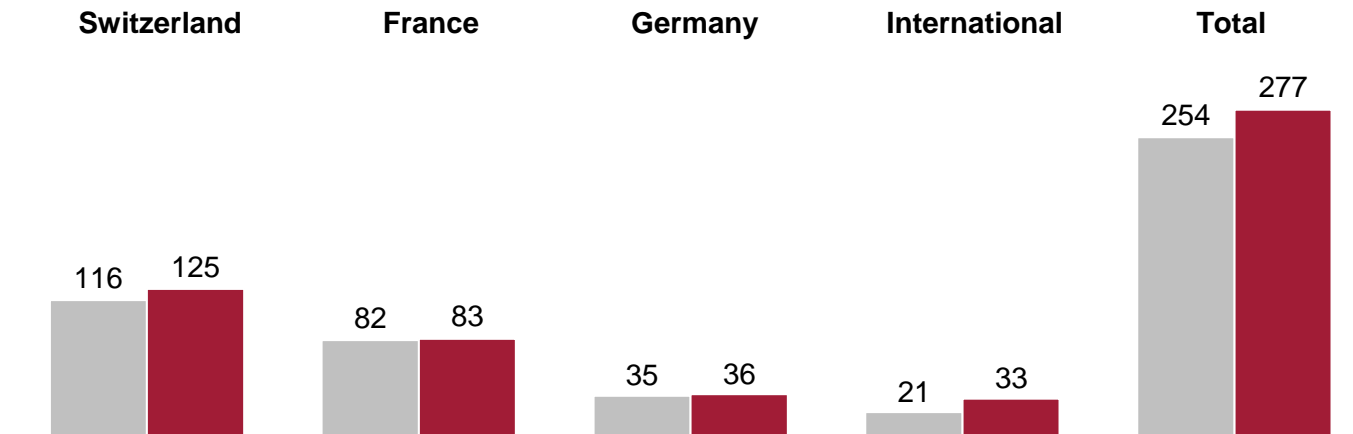
*Abbreviations and disclaimer*

*Contact details and financial calendar*

# Value of new business per division

## Value of new business (VNB)

CHF million (MCEV basis)



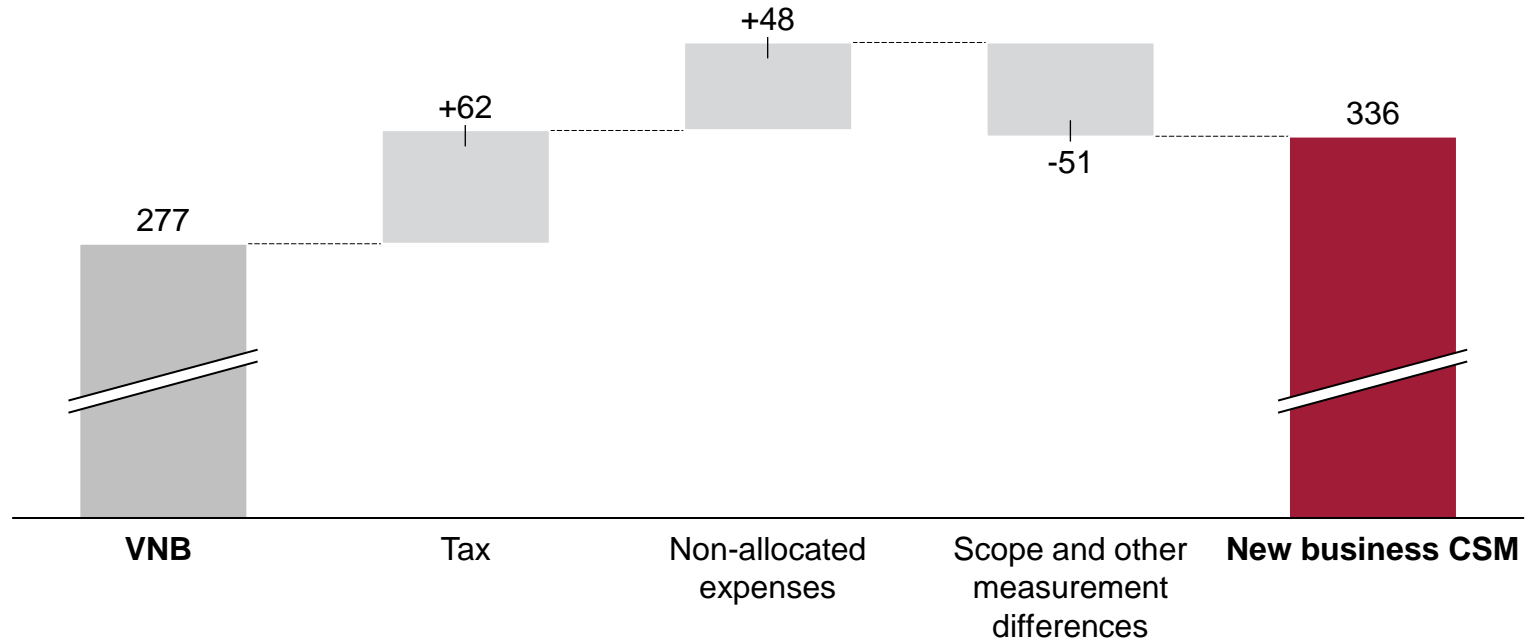
PVNBP	1 946	2 101	3 470	3 280	852	853	428	653	6 696	6 887
APE	135	165	456	469	56	60	71	135	719	829
NBM										
in % PVNBP	6.0%	6.0%	2.4%	2.5%	4.1%	4.2%	4.9%	5.0%	3.8%	4.0%
in % APE	85.9%	75.9%	18.0%	17.7%	61.4%	60.2%	29.4%	24.2%	35.3%	33.5%

■ HY 2022 ■ HY 2023



# VNB and new business CSM

*HY 2023 value of new business (VNB) / new business CSM*  
CHF million (MCEV / IFRS basis)



# Supplementary information

*Profit & loss and balance sheet*

*Investments*

*Value of new business*

 ***Sustainability***

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# Swiss Life 2024 strategic actions set direction for profitable growth path

*We enable people to lead a self-determined life*

## ***Strategic actions***



***Deepen customer relationships***



***Strengthen advisory power***



***Expand operational scalability***



***Anchor sustainability in our business***

## ***Financial ambitions***

***Quality of earnings and earnings growth***

***Capital, cash and payout***

# Sustainability is anchored in our business and at the heart of what we do

*Sustainability is an integral part of our business and at the heart of what we do*

## ***Our actions***

in business behaviour



as an asset owner & manager



in insurance & advisory



as an employer



## ***Our contribution***



to society



to people's lives



to the environment

# Sustainability actions and targets will support further stakeholder value creation

## *Our sustainability targets within “Swiss Life 2024”*

### *Business behaviour*

Reduce CO<sub>2</sub> emissions per FTE by 35% by 2024<sup>1)</sup> and compensate emissions to reach net-zero operations

- Reduction of **business travel**
- Further improvement of **energy efficiency**
- Reach **net-zero operations** by 2022 through compensation of all measured, unavoidable CO<sub>2</sub> emissions from own business activities

### *Asset owner & manager*

Reduce CO<sub>2</sub> emission intensity for directly owned real estate by 20% by 2030<sup>1)</sup>

- Strong **ESG integration**: Responsible investment strategy covers **90% of AuM**
- Maintain strong **ESG risk management** while seizing opportunities and solutions
- **Securities portfolio**: Maintain lower carbon intensity than relevant benchmarks

### *Insurance products*

Expand offering with sustainability solutions

- Respond to increasing market demand and **expand value-creating offering** with sustainable solutions
- Continue to integrate sustainability criteria in the **underwriting** process

### *Advice*

Integrate sustainability in the advisory process

- Adapt **advisory processes** and tools to meet growing customer sustainability expectations
- Systematically **enhance competencies** and integrate new own and third-party sustainability offerings

1) Compared to 2019

# Swiss Life contributes to transparency and comparability through its reporting

## 2021 Annual Report

Swiss Life provides a comprehensive account on the development of its business in its Annual Report. It includes an extensive sustainability report in which Swiss Life provides transparent information on topics related to corporate responsibility. Swiss Life also publishes a climate report based on the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD).



### Annual Report

Swiss Life achieved a good result despite a challenging business environment. Find out about the Swiss Life Group's 2021 financial year.

[→ Read online](#) [Download PDF](#)



### Sustainability Report

Sustainability is an integral part of Swiss Life's business. In its Sustainability Report, Swiss Life provides transparent information about the relevant topics, objectives and progress achieved.

[→ Read online](#) [Download PDF](#)



### TCFD Report

Swiss Life supports the goals of the Paris Agreement. The report outlines how Swiss Life is responding to climate change based on the recommendations of the Task Force on Climate-related Financial Disclosures.

[→ Read online](#) [Download PDF](#)

## Sustainability reporting

- Swiss Life's Sustainability Report is in accordance with the major standards for sustainability reporting such as:
  - the standards of the Global Reporting Initiative (GRI)
  - the standards for the insurance industry of the Sustainability Accounting Standards Board (SASB)
  - the European Non-Financial Reporting Directive (NFRD)
- Additionally, Swiss Life publishes a TCFD Report and specific further reports such as the Responsible Investment Report by Swiss Life Asset Managers

## Sustainability ratings (latest available figures)

- Swiss Life is evaluated by specialised rating agencies which rate companies according to environmental, social and governance (ESG) criteria:
  - MSCI ESG Rating: AA (leader group; scale: CCC to AAA)
  - Sustainalytics ESG Risk Rating: 17.1 (low risk; scale: severe to negligible risk)
  - S&P Global Corporate Sustainability Assessment: 55 (scale: 0 to 100)
  - CDP Climate Change Score: B (average financial service companies: B-; scale: D- to A)

# Swiss Life is an active member of many sustainability initiatives and networks

Signatory of:



# Supplementary information

*Profit & loss and balance sheet*

*Investments*

*Value of new business*

*Sustainability*



***Abbreviations and disclaimer***

*Contact details and financial calendar*



# Abbreviations and IFRS 17 / 9 glossary

## Abbreviations

AGM	Annual general meeting	IFRS	International Financial Reporting Standards
ALM	Asset and liability management	IL	Individual life
AM	Business division Asset Managers	IN	Business division International
APE	Annual premium equivalent	LC	Local currency
AuM	Assets under management	m	Million
bn	Billion	MCEV	Market consistent embedded value
bps	Basis points	NBM	New business margin
BVG	Swiss federal law on occupational retirement, survivors' and disability pension plans	NNA	Net new assets
CH	Business division Switzerland	NO	Norway
DE	Business division Germany	OCI	Other comprehensive income
DPF	Discretionary participation features	PAM	Proprietary insurance asset management
DPS	Dividend per share	P&C	Property and casualty
ESG	Environmental, Social and Governance	P&L	Profit and loss
FR	Business division France	PHD	Policyholder deposits
FTE	Full time equivalent	PVNB	Present value of new business premiums
FX	Foreign exchange	RoE	Return on equity
FY	Full-year	SST	Swiss Solvency Test
GL	Group life	TPAM	Third-party asset management
GWP	Gross written premiums	UCC	Unallocated corporate costs
HY	Half-year	UK	United Kingdom
IAS	International Accounting Standards	UL	Unit-linked
IFA	Independent financial advisor	VNB	Value of new business

## IFRS 17 / 9 glossary

<b>Fee result</b>	Represents the operating result from fee businesses, incl. UL fee business in scope of IFRS 17	<b>ECL</b>	Expected credit loss – the weighted average of credit losses with the respective risks of a default
<b>Operating result insurance business</b>	Segment result of insurance business divisions (CH, FR, DE, IN) excluding the fee result	<b>PAA</b>	Premium allocation approach – a simplified optional approach of the General Measurement Model for short-term contracts
<b>BEL</b>	Best estimate liabilities – the unbiased estimate of the present value of expected future cash flows	<b>RA</b>	Risk adjustment – reflects the compensation required for bearing the uncertainty about the amount and timing of cash flows that arises from non-financial risks
<b>CSM</b>	Contractual service margin – reflects unearned future profits of the insurance contract liability presented in the balance sheet	<b>VFA</b>	Variable fee approach – a specific, mandatory adaptation of the General Measurement Model for contracts with direct participation features

Segment Other: Includes Swiss Life Holding and finance / service companies  
 Owned IFAs: Includes Swiss Life Select, Tecis, Horbach, Proventus and Chase de Vere

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*Please note: Sums in this presentation are based on unrounded figures and may not add up due to rounding differences. Furthermore, year-on-year changes are calculated on the basis of unrounded figures.*

# Supplementary information

*Profit & loss and balance sheet*

*Investments*

*Value of new business*

*Sustainability*

*Abbreviations and disclaimer*



***Contact details and financial calendar***

# Contact details and financial calendar

## *Contact*

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## *Financial calendar*

Q3 2023 trading update	8 November 2023
Full-year results 2023	14 March 2024
Annual General Meeting 2024	15 May 2024
Q1 2024 trading update	22 May 2024
Half-year results 2024	3 September 2024
Q3 2024 trading update	14 November 2024

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