## Helvetia Patria Group 2005 Annual Results

Welcome



#### **Programme:**

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Summary and Outlook

Q&A

**Erich Walser** 

Roland Geissmann

Philipp Gmür

**Erich Walser** 

**Erich Walser** 



## **Excellent Result**

Erich Walser, CEO



## **2005 Highlights**

in CHF millions (unless otherwise indicated)

Highlights	2005	Change from 2004
Marked rise in profit	301.9	+35.6%
<ul><li>Higher premium volume</li><li>Lower net combined ratio</li></ul>	5 176.8 94.0%	+6.5% -3.8% pts.
<ul><li>Very good investment result</li><li>Strong growth in equity</li></ul>	1 301.5 2 480.8	+34.0% +21.6%
■ High return on equity	13.4%	+0.7% pts.
■ Increased dividend proposed (CHF)	9.00	+63.6%



## Our 2005 track record: All major goals achieved

2005 goals	Results		Comments
Sustainable profitability	Profit of CHF 301.9 million	✓	ROE targets of 10.0% significantly exceeded: 13.4%
Positive results in all country markets	High operating results	<b>√</b>	Profitable life and non- life business
Growth in insurance business	Overall growth of 6.5%	<b>√</b>	Growth in life and non-life business
Net combined ratio below 100%	Net CR of 94.0%	✓	Highly profitable non- life business
Maintenance of Group's risk capacity	Increase in shareholders' equity	✓	Shareholders' equity up by CHF 440.1 million
Good investment result	Investment performance of 5.5%	<b>√</b>	High extraordinary investment income

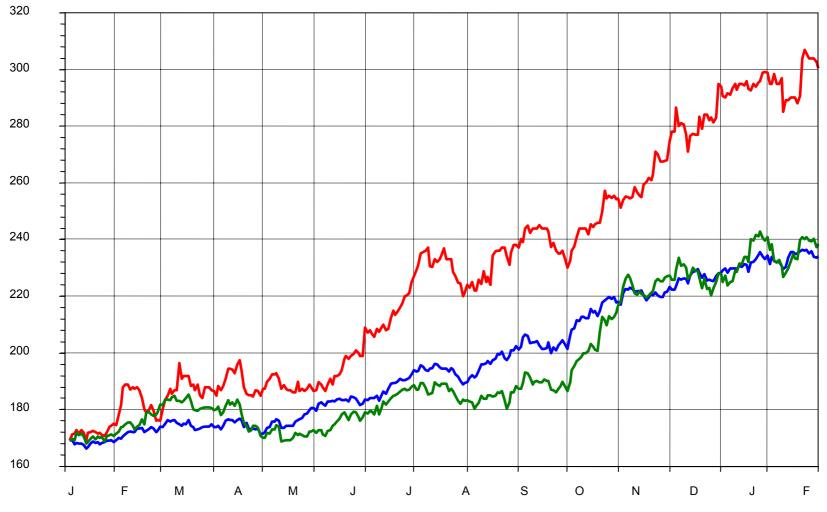


## Successful strategic initiatives

Goals		Measures
Quality and service optimisation	✓	Projects in all country markets, in CH, D and A, incl.: EFQM
Penetration of a new client segment: 50plus	✓	CH: terzAvita
Increased visibility	✓	Sponsorship of Swiss-Ski



## **Industry leader Helvetia Patria: Share performance 1.1.2005 to 31.3.2006**







## **Financials**

Roland Geissmann, CFO



### **Key figures for 2005**

in CHF millions	2005	2004	+/-
Gross premiums written	5 176.8	4 862.9	+6.5%
Net premiums written	4 873.7	4 556.0	+7.0%
Gross income from investments 1)	1 301.5	971.0	+34.0%
Investments	27 783.2	26 065.6	+6.6%
Investment performance in % 2)	5.5	4.8	+0.7% pts.
Group profit (loss) for the period	301.9	222.6	+35.6%
Gross combined ratio in % 3) 4)	95.2	95.5	-0.3% pts.
Net combined ratio in % 3) 4)	94.0	97.8	-3.8% pts.
Net expense ratio, life, in % 3) 4)	9.7	10.4	-0.7% pts.
Consolidated shareholders' equity	2 480.8	2 040.7	+21.6%
Return on equity in %	13.4	12.7	+0.7% pts.
Group solvency in % 5)	242.0	190.6	+51.4% pts.

<sup>1)</sup> In addition to interest and dividend income, gains/losses from financial investments and income from investment properties, also includes income from holdings in associated companies and directly assignable costs.



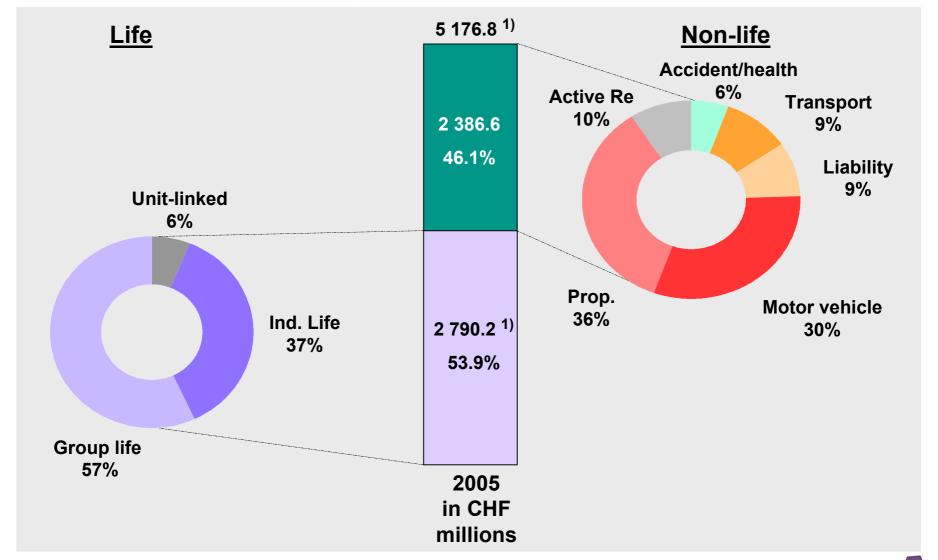
<sup>2)</sup> Profit (loss) from investments affecting/not affecting income as % of average invested capital

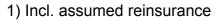
<sup>3)</sup> All in

<sup>4) %</sup> of premiums earned

<sup>5)</sup> Capital as % of solvency I requirement acc. to ISVAP

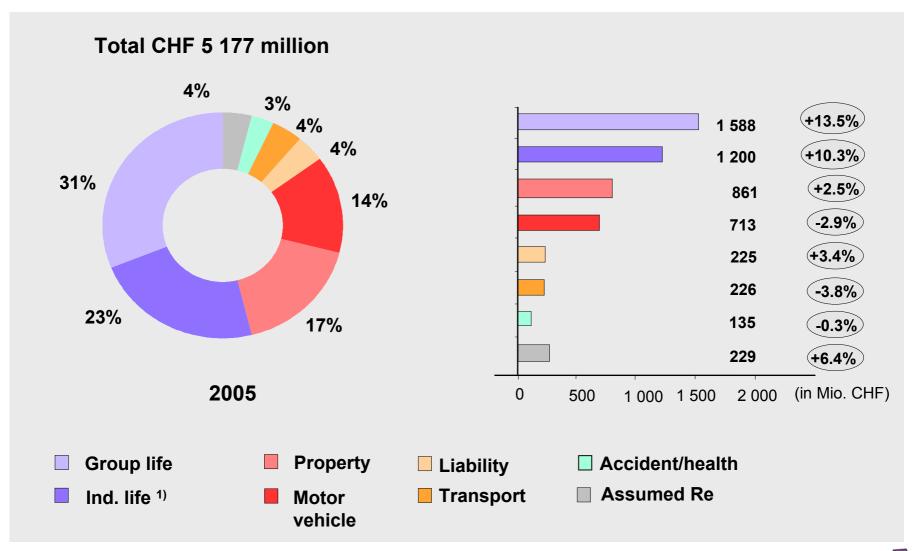
#### Premium volume by business line







#### Premium growth by business line



<sup>1)</sup> Incl. unit-linked life insurance



## Non-life: Targets exceeded

in CHF millions	2005	2004	+/-
Gross premiums written	2 386.7	2 371.7	+0.6%
Current income on investments (net)	136.4	124.3	+9.7%
Gains and losses on investments	53.6	14.1	+280.1%
Claims incurred (gross)	-1 536.6	-1 486.6	+3.4%
Underwriting costs (gross)	-734.3	-746.0	-1.6%
Profit (loss) before taxation	262.5	145.7	+80.2%
Claims ratio (net) 1)	62.0%	64.2%	+2.2% pts.
Expense ratio (net) 1)	32.0%	33.6%	-1.6% pts.
Combined ratio (net) 1) 2)	94.0%	97.8%	-3.8% pts.

<sup>1) %</sup> of premiums earned 2) All in



## Non-life underwriting

in %	СН	D	ı	Е	Α	F	ARV	Total
Claims ratio (gross) Expense ratio (gross)	77.4 28.3	56.4 33.7		55.1 32.1	56.1 38.3		74.1 25.8	64.3 30.8
Combined ratio (gross)	105.7	90.1	96.6	87.2	94.4	71.0	99.9	95.2
Combined ratio 2004 (gross) Change from	106.0	88.5	96.9	95.9	99.2	74.7	94.4	95.5
2004 (% pts.)	-0.3	+1.6	-2.3	-8.7	-4.8	-3.7	+5.5	-0.3



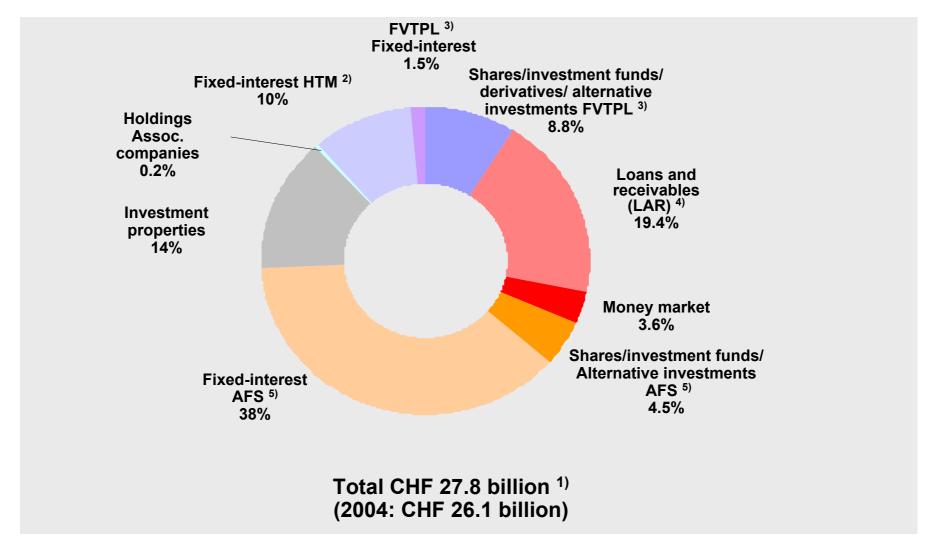
## Life: High profitability

in CHF millions	2005	2004	+/-
Gross premiums written Premiums of an investment nature 1)	2 790.2	2 491.3	+12.0%
	9.1	7.4	+23.0%
Current income on investments (net) Gains and losses on investments	689.4	691.2	-0.3%
	410.8	127.8	+211.4%
Claims/benefits paid and change in actuarial reserves (gross) Cost of participation	-3 100.2	-2 628.2	+18.0%
feature (gross)  Underwriting costs (gross) <sup>2)</sup> Expense ratio (net) in %	-288.9	-197.0	+46.6%
	274.5	-261.0	+5.2%
	9.7	10.4	-0.7% pts.
Profit (loss) before taxation	139.9	147.4	-5.1%

<sup>1)</sup> Savings units in premiums from investment contracts not included in the income statement 2) % of premiums earned



#### Structure of investments at 31.12.2005



- 1) Covers investments I and II as per consol. balance sheet
- 2) Financial investments held to maturity
- 3) Financial investments at fair value through profit or loss
- 4) Loans
- 5) Financial investments available-for-sale



## Investment performance: High extraordinary income

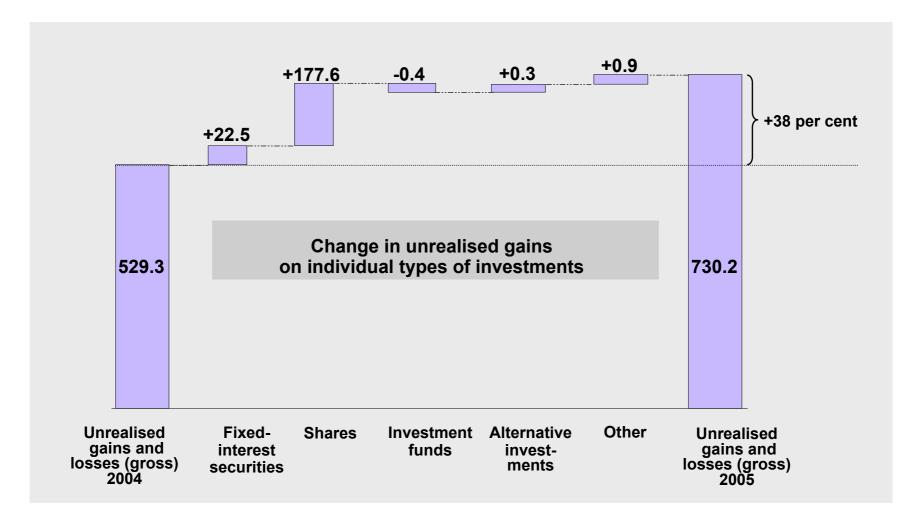
in CHF millions	2005	2004	+/-
Current income from invest. Properties Interest and dividend income Gains and losses on invest. properties Gains and losses on financial	165.4	168.0	-1.5%
	675.7	660.2	+2.3%
	-31.1	-17.9	+73.7%
of which fixed-interest shares, investment funds, derivatives Other	506.9	167.7	+202.3%
	113.9	51.4	+121.6%
	387.3	111.5	+247.4%
	5.7	4.8	+18.8%
Other investment income	-15.4	-6.9	-123.2%
Profit (loss) on investments	1 301.5	971.1	+34.0%
Direct return <sup>1)</sup> Investment performance <sup>2)</sup>	3.2%	3.3%	-0.1% pts.
	5.5%	4.8%	+0.7% pts.

<sup>1)</sup> Interest, dividends and income from investment properties as % of average invested capital (excl. unit-linked life insurance)



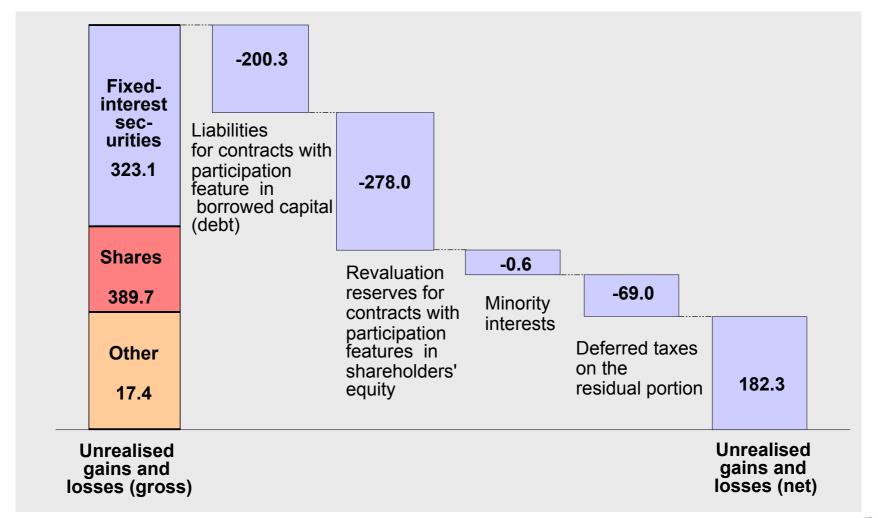
<sup>2)</sup> Income from investments through profit or loss with no impact on the income statement as % of average invested capital (excl. unit-linked life insurance)

## Unrealised gains and losses on investments (gross): Strong growth



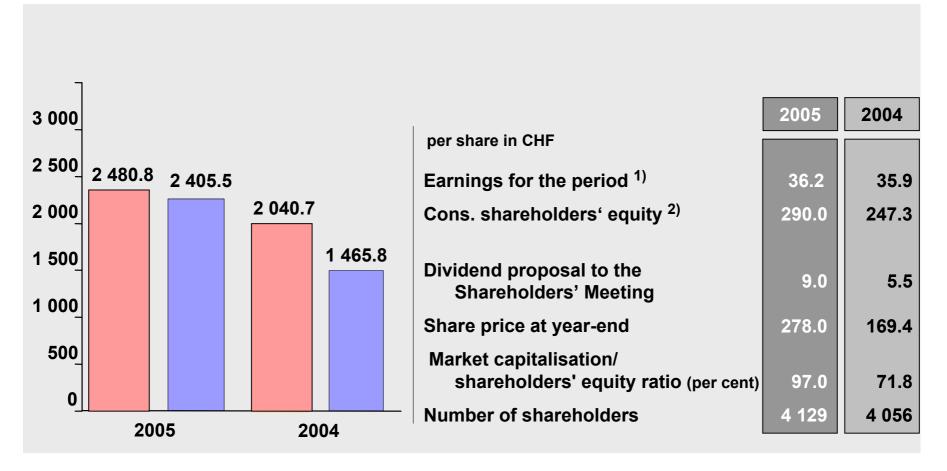


## Higher unrealised gains and losses on investments (net)





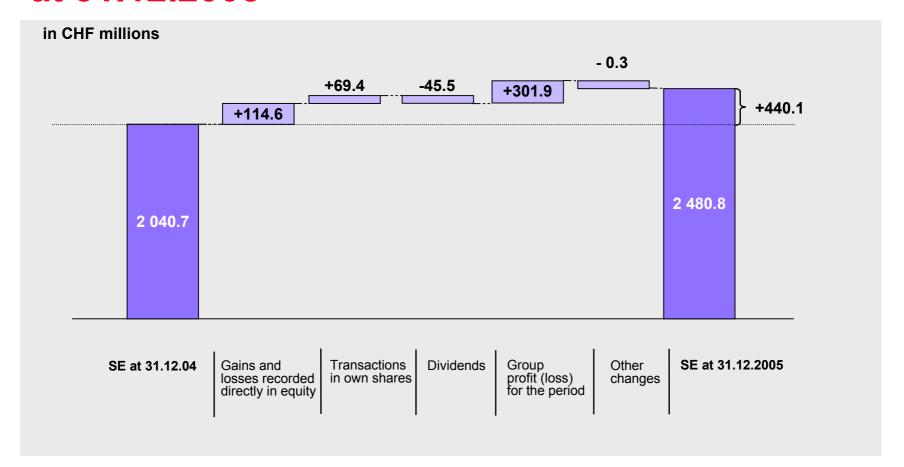
## Change in shareholders' equity/market capitalisation



- Market capitalisation
- Shareholders' equity
  - 1) Based on weighted average of shares in circulation
  - 2) Based on shares in circulation



## Change in shareholders' equity at 31.12.2005





## **Swiss Business Activities**

Philipp Gmür, CEO Switzerland

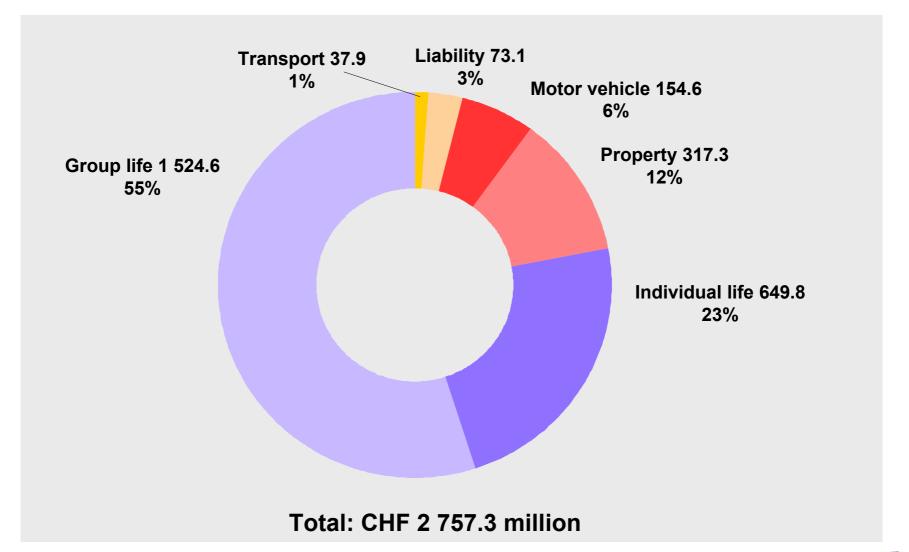


## Our 2005 Track Record: All major objectives achieved

2005 goals	Results		Comments
Sustainable profitability in Swiss business	Profit of CHF 220 million	✓	ROE targets significantly exceeded
Profit-driven growth in life and non-life businesses	Growth of 8.8% in life and 1.3% in non-life	<b>√</b>	Excellent results for life and non-life businesses
Net combined ratio below 100%	Net CR of 95.4%	✓	Profitable non-life business despite major claims
Active cost management	Stable cost base	✓	Costs below 2004 and budget
Attractive product range	New products in various busin. lines	✓	Modern range of offerings for all home-related policies
High client satisfaction	Benchmark leader image tracking	<b>√</b>	Positive growth in liability business since 2000



### Switzerland: Gross premiums by business line





### **Switzerland: Life premiums**

in CHF millions	2005	2004	+/-
Total direct life premiums	2 174.4	1 999.0	+8.8%
Periodic premiums, individual life	415.3	418.2	-0.7%
Single premiums, individual life	234.5	246.2	-4.8%
Total premiums, individual life	649.8	664.4	-2.2%
Periodic premiums, group life	788.1	758.6	+3.9%
Single premiums, group life	736.5	576.0	+27.9%
Total premiums, group life	1 524.6	1 334.6	+14.2%

- **■** Individual life: Premium level maintained +/- despite difficult environment
- Group life: Growth through renewed acquisition effort and occupational pension reforms; high client loyalty



## Switzerland: Profitability in the life business

Revenue components	Performance	Comments
Term life insurance	+	Constantly good results
Disability insurance	++	Good economic climate and continued selective underwriting policy incl. in group life
Costs (surcharges)	+	Additional improvements in all areas
Investments	++	See comments Roland Geissmann



#### **Switzerland: Group life**

#### Compliance with statutory minimum distribution ratio (legal quote)

in CHF millions, in accordance with statutory year-end statements	2005	
Gross income from business subject to legal quote	436.7	100%
Benefits in favour of insurers in business subject to legal quote	410.2	94%
Operating profit (loss) from business subject to legal quote	26.5	
Operating profit (loss) from business not subject to legal quote	-1.8	
Profit (loss) from group life business, Switzerland	24.7	



### Switzerland: Group life

#### Analysis of results for business subject to legal quote

in CHF millions, in accordance with statutory year-end statements	2005
Result from savings process* Result from risk process Result from cost process	32.0 63.7 7.3
Gross profit (loss) from the business subject to legal quote	103.0
Addition to reserves Allocation to reserves for future policyholder dividends	-23.1 -53.4
Operating profit (loss) for the business subject to legal quote	26.5

<sup>\*</sup>after creating fluctuation reserves from equities of CHF 50.2 million



### **Switzerland: Non-life premiums**

in CHF millions	2005	2004	+/-
Total non-life premiums	582.9	575.7	+1.3%
Property	317.3	317.8	-0.2%
Transport	37.9	36.7	+3.3%
Motor vehicles	154.6	149.8	+3.2%
Liability	73.1	71.4	+2.4%

■ Continual growth, catch-up potential in property insurance business



#### **Switzerland: Non-life profitability**

	2005	2004
Gross premiums (in CHF millions)	582.9	575.7
Gross claims ratio (%)	77.4%	76.3%
Gross expense ratio (%) <sup>1)</sup>	28.2%	29.7%
Gross combined ratio (%) <sup>1) 2)</sup>	105.7%	106.0%
Net combined ratio (%) <sup>1) 2)</sup>	95.4%	101.1%

- Excellent earnings power
- Weather-related claims 08/2005 absorbed well thanks to natural hazards pool of Swiss insurers and reinsurance concept



<sup>1)</sup> As % of premiums earned

<sup>2) &#</sup>x27;All in'

#### **Outlook for the Swiss business**

#### **Group life**

- Profit-oriented growth
- BVG-Invest as supplement to product range

#### **Individual life**

New products for added growth impetus

#### Non-life

- Cooperation with Raiffeisen: Building and property insurance
- New client acquisitions still continue to rise

#### **Information Technology**

Modern portfolio and quote systems in all areas

#### **Quality and Service**

Achievement of ambitious Q+S goals in 2004-06 strategic period

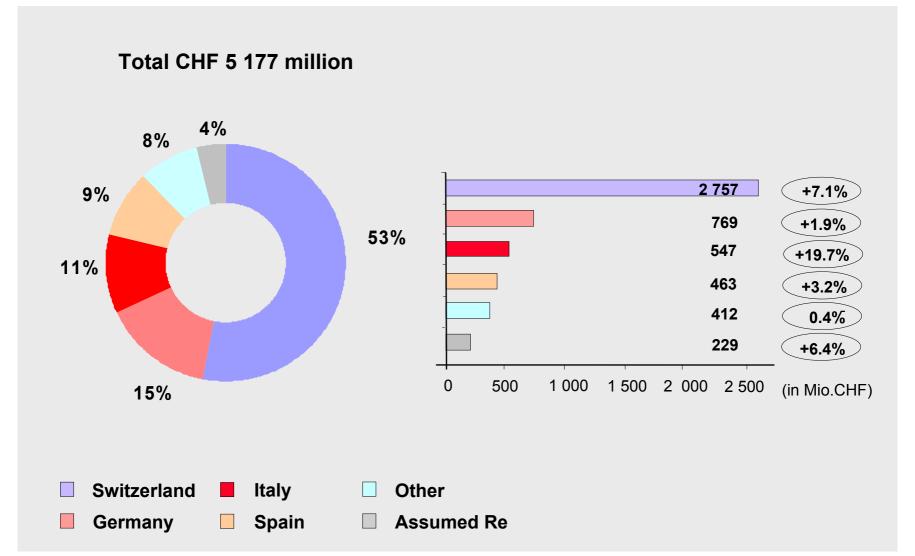


## Foreign business units

Erich Walser, CEO



## **Premium growth by country**





#### Successful business units (I)

#### Germany

- Contribution to profit consolidated at good level
- Above-average growth in property insurance
- Improved market position in life insurance business
- Attractive products
- High quality and excellent service

#### Italy

- Excellent result thanks to low combined ratio.
- Outstanding growth in life insurance
- Focus on 'high-end private clients' and 'small companies' segment
- Acquisition of Sofid Vita portfolio

#### Spain

- Significant rise in profit
- Extremely low combined ratio
- Costs declining
- Strong market position
- Growth slightly above market average
- Merger successfully completed

Share of premium volume: 15% Share of pre-tax income: 7.5%

Share of premium volume: 11% Share of pre-tax income: 6.7%

Share of premium volume: 9% Share of pre-tax income: 14.9%



### Successful business units (II)

#### **Austria**

- Improvement in profitability
- Favourable results in all business areas
- Slightly higher premium volumes
- Der ANKER successfully restructured
- Dynamic growth of Helvetia transport insurance

#### **France**

- Excellent annual result
- Strict risk selection
- Consolidation after high growth in premiums in previous years
- Expanded product range
- Development of new sales channels

#### **Assumed Re**

- Favourable result despite high claims years in 2004 and 2005
- Portfolio further diversified and slightly enlarged
- Good premium trend
- Exemplary underwriting policy

#### Other foreign business units



# Summary and outlook



#### **Overall trend**

Profit growth/RoE	71
Actuarial result for life/non-life activities	7
Combined ratio (expense/claims mgmt)	7
Risk capacity	7
Shareholders' equity	7
Success in all countries	✓
Growth	✓



#### Priorities for the 2006 financial year

Maintain
Group
risk capacity

Ensure sustainable profitability

Growth in direct life and non-life business

Continuation of cost disciplines

2006 Goals

Profit-oriented
M&A and
cooperation
policy

Combined ratio below 100 per cent

Positive results in all country markets



#### **Outlook for 2006**

Growth	Leverage potential for improvement in non- life business
Claims	Retain good level, partly dep. on market
Costs	Further room for improvement, e.g. in Austria and Italy
Investments	Market-dependent
Reserves for participation features, life	Lower inflow than in 2005



#### **Current performance** (February 2006)

Premium growth (direct business aggregated)	Total: - 2.4% (OC -3.0%)  Life: - 5.0% (OC -5.1%)  Non-life: +0.9% (OC -0.1%)  oc = original currency	
Claims development	as previous year	
Cost development	within budget	
Investments	Current income within budget; Interest-related reduction in revaluation margin;	
	Continuation of cautious policy.	
Conclusion	As things stand, we are confident we can achieve the goals set for 2006	



## Into the future with a single brand



#### Aims behind the single brand

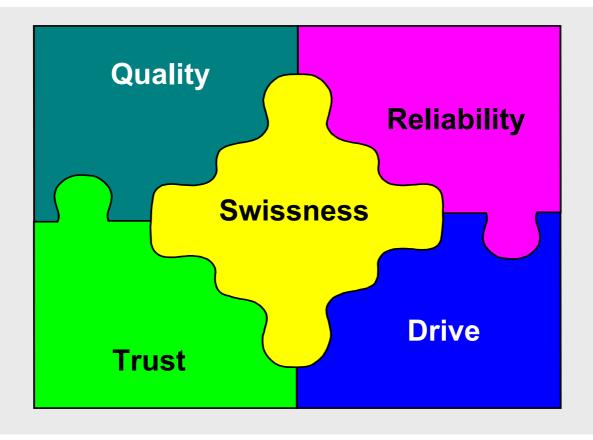
- Stronger public profile
- Promote internal identification with the company
- Enhance market attractiveness for internal and external target groups



In a market of interchangeable products, brand image is an increasingly important success factor for insurers.



#### **Helvetia's values**



Quality, trust, reliability and dynamism are the values to which Helvetia is committed and which it conveys - Group-wide.



# helvetia

#### **Attractive investment**

Combined ratio < 100%

Return on equity/ profit growth

Clearly defined, focused strategy

High-quality portfolio



Solid share price performance

Sound balance sheet

Profitable business units

Swiss identity: "Trust, reliability, quality"





## Just ask US.



#### **Detailed information**



## Positive contribution by all regions to 2005 Group results

in CHF millions	2005	2004	+/-
Regions - Switzerland - Germany - Italy - Spain - Other	220.4 31.7 28.1 62.6 77.4	166.6 50.0 15.7 12.1 55.6	+32.3% -36.6% +79.0% +417.4% +39.2%
Total profit (loss) before taxation	420.2	300.0	+40.1%
Income taxes	-118.3	-77.4	+52.8%
Group profit (loss) for the period	301.9	222.6	+35.6%



#### **Profitable life and non-life business**

in CHF millions	2005	2004	+/-
Business areas: Life Non-life Other	139.9 262.5 17.8	147.4 145.7 6.9	-5.1% +80.2% +158.0%
Profit (loss) before taxation	420.2	300.0	+40.1%
Income taxes	-118.3	-77.4	+52.8%
Group profit (loss) for the period	301.9	222.6	+35.6%



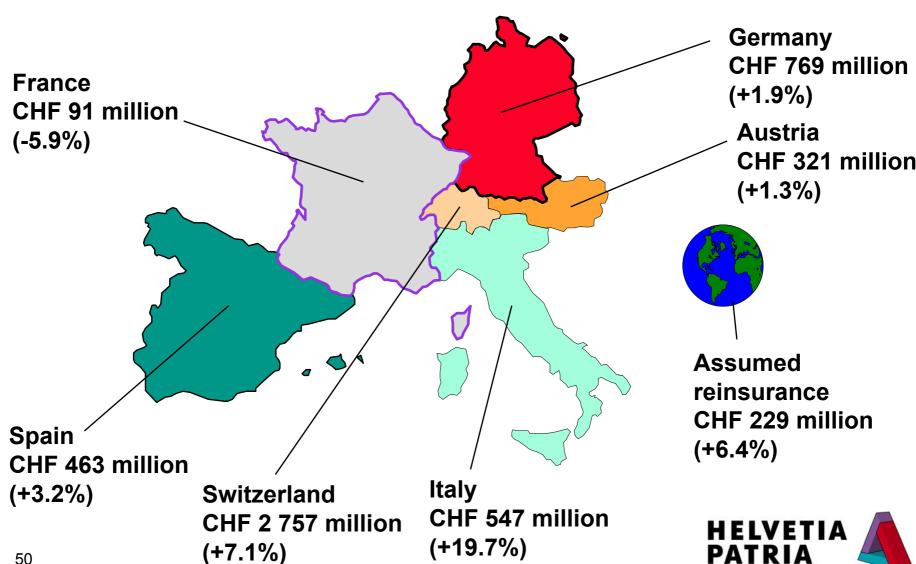
## Impact of individual components on consolidated shareholders' equity

in CHF millions	
Shareholders' equity at 1.1.2005	2 040.7
Changes in valuation not affecting income:	
- Adjustment of investments to	
fair value (gross)	199.6
- Changes in liabilities for contracts	
with participation features	- 46.9
- Deferred taxes and currency translation adjustments	- 38.1
Group profit (loss) for the period	+301.9
Transactions in treasury shares	+69.4
Dividend distribution	- 45.5
Other changes	-0.3
Shareholders' equity at 31.12.05	2 480.8

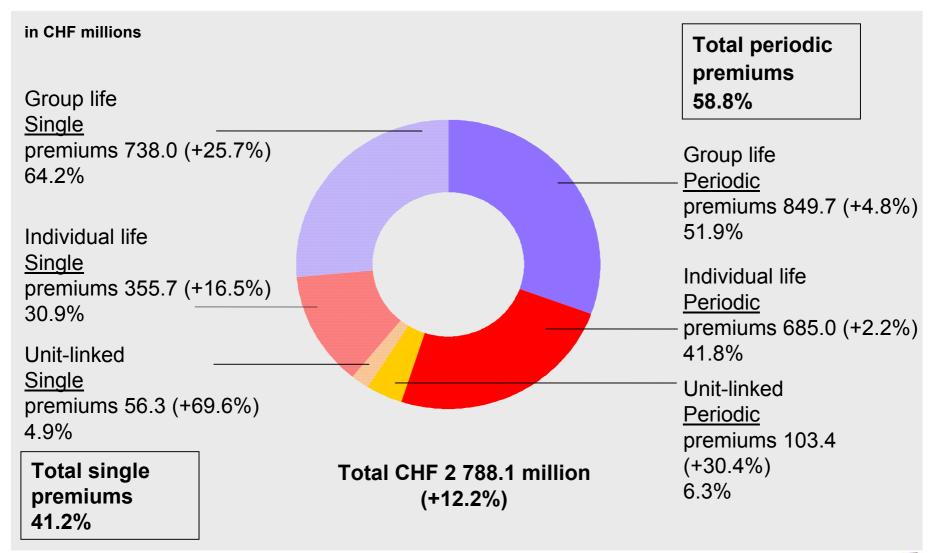


#### Breakdown of premiums by country

Gross premiums for the Group: CHF 5 177 million



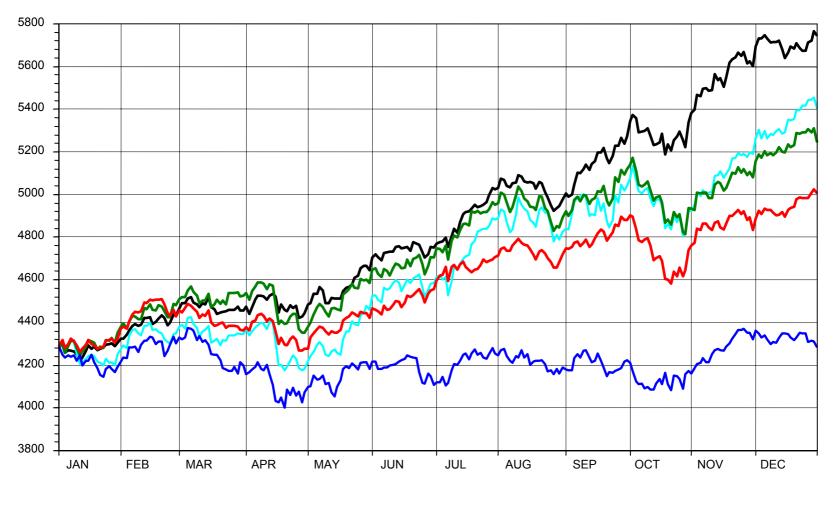
#### Premium split, direct life business





### Performance of selected stock exchange indices 2005

Source: DATASTREAM 9/1/06



SWISS PERFORMANCE - PRICE INDEX

DAX 30 PERFORMANCE - PRICE INDEX

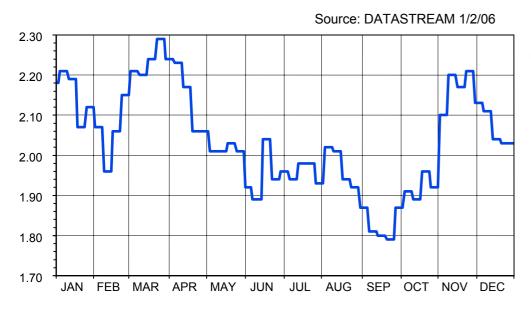
DOW JONES INDUSTRIALS - PRICE INDEX

FRANCE CAC 40 INSTANTANEOUS - OPENING PRICE

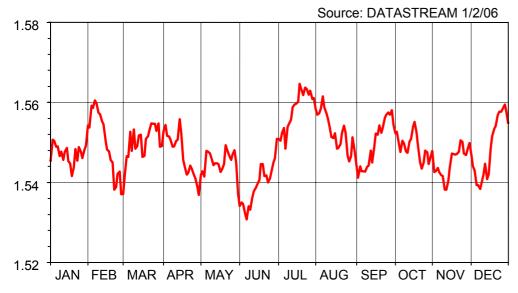
FTSE 100 - PRICE INDEX



#### Performance of financial markets in 2005



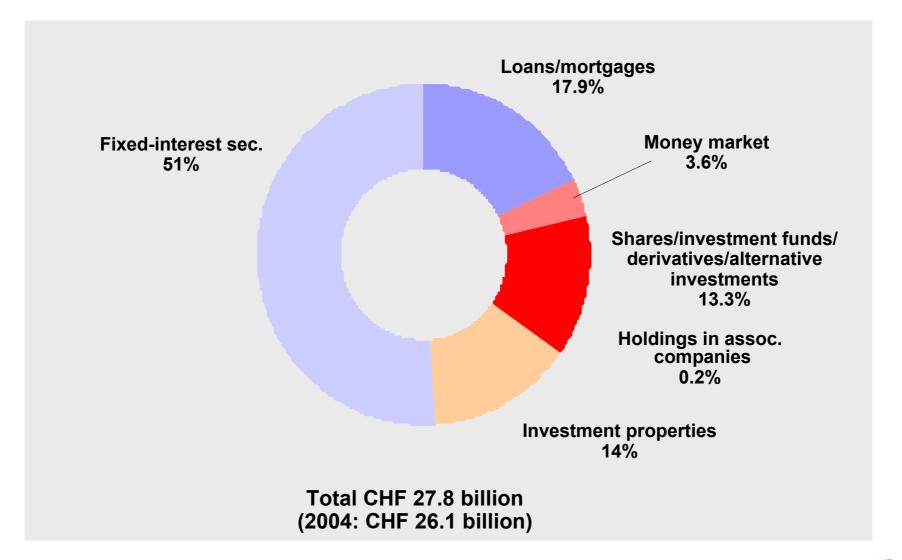
Performance of 10-yearSwiss federal bonds



- EUR/CHF performance

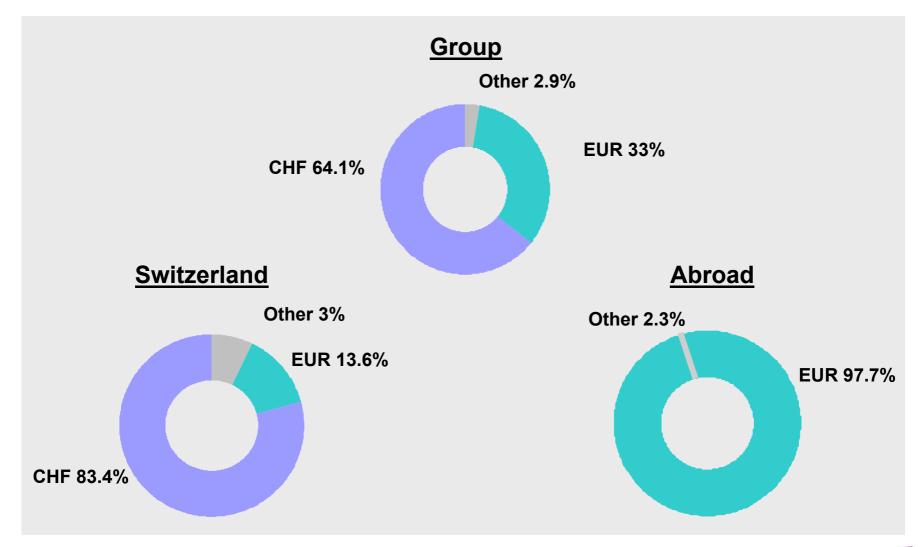


#### **Investment structure at 31.12.2005**



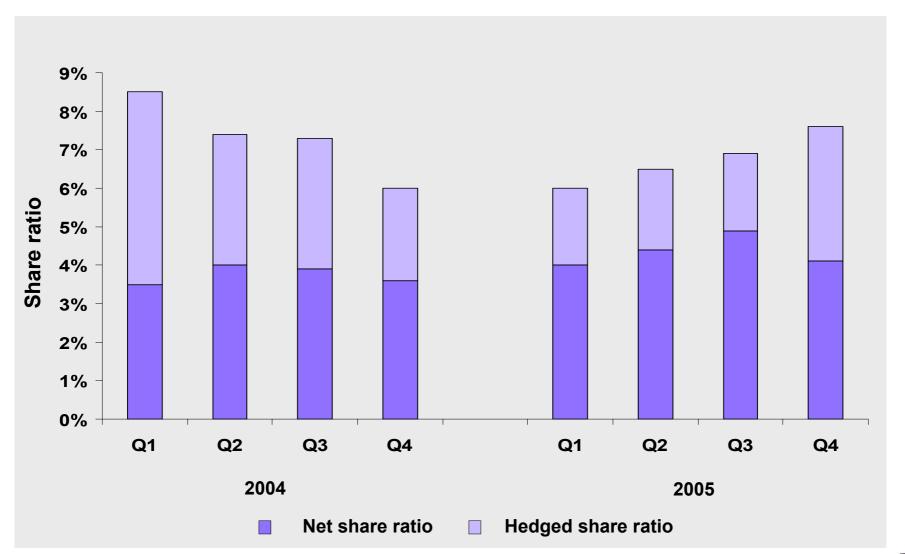


#### **Group currency exposure**



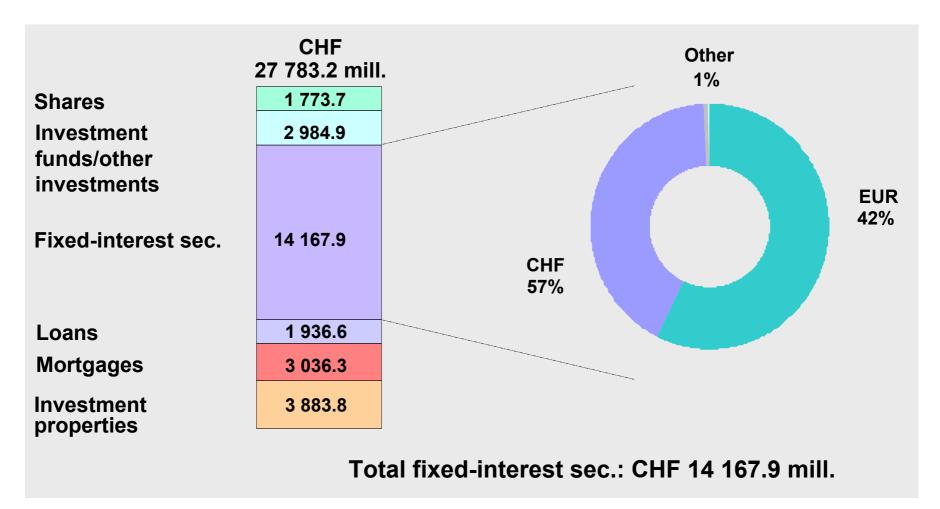


#### Share portfolio: hedging



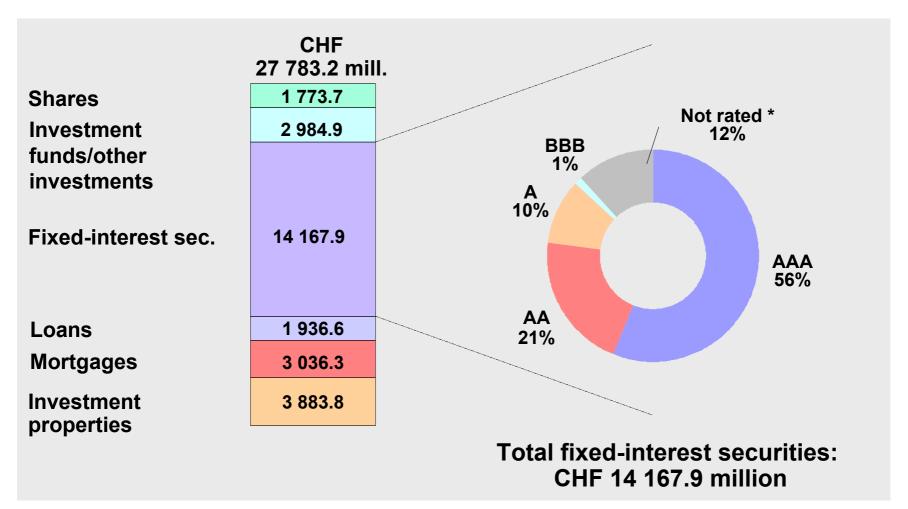


## Fixed-interest securities portfolio: Group currency exposure





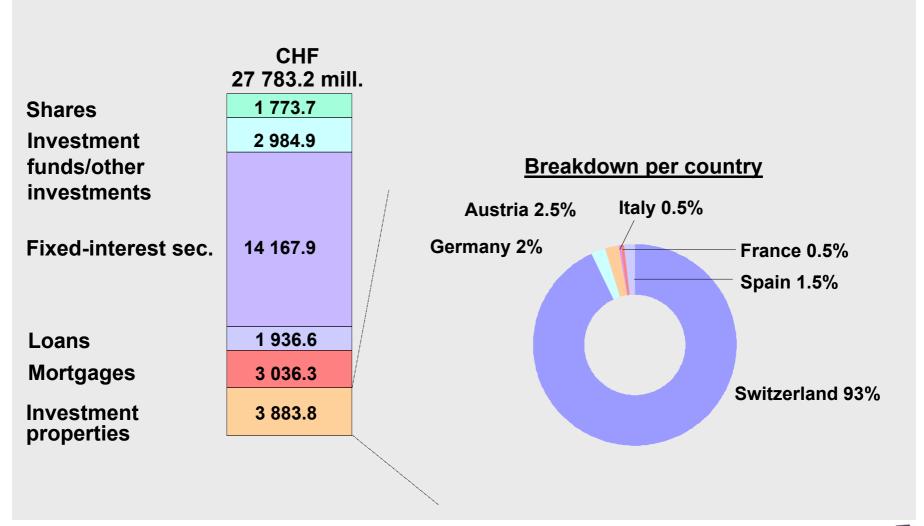
## Fixed-interest securities portfolio: ratings



<sup>\*)</sup> incl. cantonal banks, foreign national banks, cantons and mortgage bond centres: top credit ratings

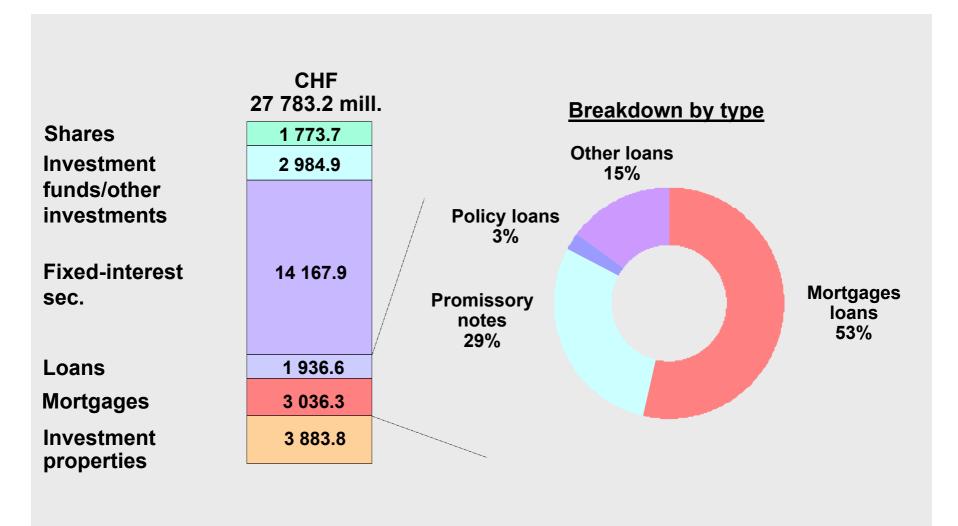


#### Portfolio of investment properties





#### Loans and mortgages

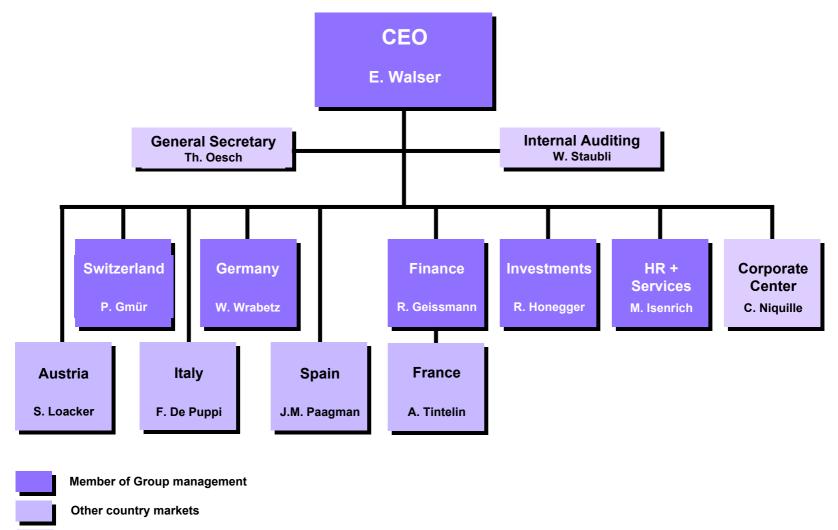




#### **Appendix**



#### **Executive Management**





**Support functions** 

#### Milestones in our history

1858	Foundation of Allgemeine Versicherungs-Gesellschaft Helvetia, St.Gallen
1861	Foundation of Helvetia Schweizerische Feuerversicherungs-Gesellschaft St. Gallen
1862	Establishment of branch offices in Germany
1878	Foundation of "Patria, Schweizerische Lebensversicherungsgesellschaft" Mutual in Basel
1920-	Establishment of branch offices and subsidiaries of
1962	Helvetia in France, Italy, Austria, Belgium (sold in 1985), Greece (sold in 1997), Netherlands (sold in 1995) and Canada (sold in 1999)
1974	Merger of Helvetia Feuer and Helvetia Allgemeine, St.Gallen
1986- 1988	Additional Helvetia subsidiaries established in Spain, Italy and Germany
1992	Start of partnership between Helvetia and Patria
1996	Foundation of Helvetia Patria Holding, St.Gallen
1998	Acquisition of La Vasco Navarra (Spain); acquisition of the NCD portfolio (Italy)
1999	Merger of the two companies La Vasco Navarra? and Cervantes Helvetia to form Helvetia CVN, Madrid/Pamplona
2000	Acquisition of the southern Spanish insurer Previsión Española, Seville
2001	Acquisition of Norwich Union Vita, Milan; renamed Helvetia Life
2002	Acquisition of UK-based Royal & Sun Alliance's transport portfolio in France
2003	Merger of subsidiaries Previsión Española and Helvetia CVN to create Helvetia Previsión with headquarters in Seville
2004	Acquisition of two transport insurance portfolios in France
2005	Merger of subsidiaries Helvetia Vita and Helvetia Life into Helvetia Vita with headquarters in Milan
2005	Acquisition of the insurance portfolio of the company Sofid Vita in Italy



#### **Important dates**

<b>12.05.2006</b>	Ordinary Shareholders' Meeting in St.Gallen
<b>07.09.2006</b>	Publication of the 2006 Half-Year Results
<b>29.03.2007</b>	2006 Annual Results: Analysts and Media Conference in Zurich
<b>04.05.2007</b>	Ordinary Shareholders' Meeting in St.Gallen
<b>07.09.2007</b>	Publication of the 2007 Half-Year Results



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