Facts and Figures 2006

The private insurance industry

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The private insurance industry Facts and Figures 2006
Swiss Insurance Association

Swiss Insurance Association

The Swiss Insurance Association is the umbrella organisation for the private insurance industry. Our organisation is comprised of small and large primary insurers and reinsurers active on the national as well as international level. Over 95% of the premiums earned in private insurance on the Swiss market are generated by its more than 80 member companies.

We are committed to promoting a sustainable market environment and competition that are both liberal and adhere to socially accepted principles. We also strive to maintain acceptable economic conditions.

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Private insurance institutions in Switzerland 2001–2005

	Registered office in Switzerland	Registered abroad	Total
Life insurance			
2001	28	2	30
2002	24	2	26
2003	24	2	26
2004	24	2	26
2005	24	3	27
Property insurance			
2001	79	35	114
2002	78	38	116
2003	79	38	117
2004	78	37	115
2005	80	39	119
Reinsurance			
2001	44	_	44
2002	51	_	51
2003	55	_	55
2004	62	_	62
2005	70	_	70
Total			
2001	151	37	188
2002	153	40	193
2003	158	40	198
2004	164	39	203
2005	174	42	216

Employee statistics of Swiss private insurance companies 2002–2005

at 1 January	2002	2003	2004	2005
	160.016	457.000	10/001	101.010
Total employed	163 816	157 929	134 291	134 960
in Switzerland	48 171	46 175	43 514	42 186
outside of Switzerland	115 645	111 754	90 777	92 774
Breakdown of those employed in Switzerland				
women	18 481	17 942	17 259	16 590
men	29 690	28 233	26 255	25 596
full-time employees	40 869	39 125	36 122	35 056
part-time employees	7 302	7 050	7 392	7 130
administration	38 035	35 865	35 479	35 114
sales force	10 136	10 310	8 035	7 072
female trainees	1 282	1 226	1 181	1 015
male trainees	1 038	885	839	796
total trainees	2 320	2 111	2 020	1 811

Source: Swiss Insurance Association

Premium volume of Swiss private insurance companies 2004

Total in CHF billions	Switzerland	Foreign	Total
Life	30.2	29.7*	59.9
Non-life	20.4	62.8*	83.2
Total direct insurance	50.6	92.5*	143.1
Re	2.9*	41.0*	43.9
Overall total	53.5	133.5	187.0
Breakdown in percent	28.6%	71.4%	100%

Source: Federal Office of Private Insurance

2004 premium volumes for the 12 largest Swiss private insurers worldwide

Total in CHF billions * in USD billions	
Zurich	49.3 *
Swiss Re	31.7
Winterthur	21.4
Swiss Life	20.3
Basler	7.0
Helvetia Patria	5.1
Converium	3.8 '
Allianz Suisse	3.6
Mobiliar	2.5
Generali	1.9
Swiss National	1.8
Vaudoise	1.7

Source: 2004 Annual Reports

^{*} Swiss Insurance Association estimate

Current account balance

Cross-border sales of insurance services are extremely limited in the direct insurance sector and direct insurance business has a strong national focus. Swiss primary insurers operate internationally chiefly via subsidiaries or branches abroad. In contrast to this, cross-border reinsurance is of major significance. According to current account statistics, the income and expenses of Swiss direct insurers and reinsurers (premium income less claims paid) developed as follows:

	2001	2002	2003	2004
Insurance exports (income)	1 995	4 380	4 755	4 952
Insurance imports (expenses)	125	133	133	138
Balance in CHF millions	1 870	4 247	4 623	4 814

Source: Swiss National Bank, revised

It should be noted that these figures do not include the income of Swiss holdings from equity investments in international subsidiaries (and vice versa). This is included in the capital account, and is not broken down according to sector.

Premium revenue - Direct Swiss business

	2002	2003	2004	Change % 2003/2004
Life	34 661	32 181	30 234	-6.05
Medical	5 371	5 574	6 202	11.27
Motor	4 423	4 732	4 977	5.17
Fire / natural hazards, other property damage	3 283	3 453	3 450	-0.1
Accident	2 520	2 553	2 591	1.47
Compr. general liability	1 614	1 867	1 873	0.3
Credit, bond and fidelity, financial loss and road service	467	488	560	15.0
Ocean marine, aviation, transport insurance	466	466	493	5.75
Legal protection	250	268	280	4.67
Total in CHF millions	53 055	51 584	50 662	-1.79

Premium revenue and benefits

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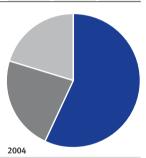
Benefits – Direct Swiss business

Gross payments for insurance claims	2002	2003	2004	Change % 2003/2004
Life	14 297	14 623	13 750	-5.97
Medical	4 096	4 253	4 473	5.19
Motor	3 040	3 151	3 381	7.31
Fire / natural hazards, other property damage	1 869	1 835	1 621	-11.64
Accident	1 490	1 624	1 604	-1.21
Compr. general liability	1 225	871	794	-8.87
Credit, bond and fidelity, financial loss and road service	233	217	184	-15.04
Ocean marine, aviation, transport insurance	216	219	452	106.26
Legal protection	144	153	160	4.35
Total in CHF millions	26 610	26 946	26 420	-1.95

Capital investments

	2002	2003	2004
■ Life	291 810	297 676	291 710
■ Non-life	107 799	112 132	116 334
Re	85 993	91 569	102 571
Total in CHF millions	485 602	501 377	510 615

Source: Federal Office of Private Insurance



Income from capital investments

	2002	2003	2004
Total in CHF millions	20 363	20 707	18 800

Breakdown of capital investments 2004

	Life	Non-life	Re	Total
Fixed-interest securities	140.5	39.6	26.1	206.2
Investments, equity holdings	14.7	38.8	20.6	74.2
Land and buildings and mortgages	52.4	9.4	2.8	64.6
Stock and investment fund shares	24.2	6.8	8.8	39.8
Funds deposited with ceding companies in reinsurance business	0.4	5.7	28.0	34.0
Fixed-term deposits, other investments	17.3	4.1	4.4	25.8
Policy loans	6.5	6.1	10.3	22.9
Borrower's note loans	20.0	2.7	_	22.7
Other	15.6	3.0	1.6	20.3
Total in CHF billions	291.7	116.3	102.6	510.6

Premiums – Direct Swiss business

	Switzerland	Switzerland
	2003	2004
Total in CHF millions	32 181	30 234

Premium revenue, gross		of which single-		of which single-
	2003	premium	2004	premium
Endowment insurance	6 224	1 580	5 725	1 184
Annuity insurance	1 518	1 359	1 278	1 125
Occupational pensions	22 930	13 078	21 418	11 659
Unit-linked life insurance	1 508	326	1 813	628
Total individual and group in CHF millions	32 181	16 343	30 234	14 496

Life insurance

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Benefits - Direct Swiss business

Gross claims paid	Switzerland 2002	Switzerland 2003	Switzerland 2004
Total in CHF millions	31 003	36 285	36 429
	2002	2003	2004
Insurance benefits	14 318	14 626	13 750
Surrendered policies, lump-sum	16 685	21 659	22 679
Total	31 003	36 285	36 429
With-profits bonuses	3 428	1 376	871
Total including with-profits bonuses in CHF millions	34 431	37 661	37 300
Individual insurance Guaranteed endowment and death benefits, annuity benefits and benefits from unit-linked life insurance	8 106	9 556	7 815
Benefits disbursed as the result of surrendered policies, transfer of vested benefits, or policy cancellation	1 865	1 816	1 581
Group insurance Guaranteed endowment and death benefits, annuity benefits and benefits from unit-linked life insurance	6 192	5 068	5 934
Benefits disbursed as the result of surrendered policies, transfer of vested benefits, or policy cancellation	14 790	19 843	21 099
Total in CHF millions	30 953	36 285	36 429

Life insurance

Total payments

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	2002	2003	2004
Individual			
– Endowment	8 388	9 556	7 543
– Annuity	1 347	1 416	1 494
Group	20 983	24 913	27 003
Unit-linked life insurance	285	400	389
Total in CHF millions	31 003	36 285	36 429

Credited with-profits bonuses

exclusive of unit-linked insurance	2002	2003	2004
Individual	1 184	609	529
Group	2 244	767	342
Total in CHF millions	3 428	1 376	871

Policies in force

	2002	2003	2004
Individual endowment insurance	243 710	243 528	242 506
Individual annuity insurance	1 890	1 947	1 963
Group endowment insurance	388 894	390 771	408 364
Group annuity insurance	8 246	8 261	8 300
Total in CHF millions	642 740	644 507	661 133

Endowment policies in force, individual

	2002	2003	2004
Mixed and similar insurance	164 184	165 099	165 357
Term life insurance	79 526	78 429	77 149
Total in CHF millions	243 710	243 528	242 506
of which restricted-access pension schemes (pillar 3 a)	79 346	85 428	86 908
of which free-access pension schemes schemes (pillar 3 a)	164 364	158 100	155 598

Endowment policies in force, individual

	2002	2003	2004
Retirement annuities	675	693	670
Widow, widower and orphan pensions, terminable annuities	198	204	197
Current pensions, perpetual and terminable annuities	1 017	1 049	1 096
Total in CHF millions	1 890	1 946	1 963
of which restricted-access pension schemes (pillar 3 a)	212	209	199
of which free-access pension schemes schemes (pillar 3 a)	1 678	1 737	1 764

Endowment policies in force, group

	2002	2003	2004
Mixed and similar insurance	90 755	89 952	83 871
Term life insurance	298 139	300 820	324 493
Total in CHF millions	388 894	390 772	408 364
of which for occupational pensions	382 642	386 396	403 974

Annuity policies in force, group

	2002	2003	2004
Deferred annuities			
- Retirement annuities	403	376	390
 Survivorship annuities 	6 577	6 535	6 483
Current annuities			
- Retirement annuities	989	1 064	1 135
 Survivorship annuities 	277	286	292
Total in CHF millions	8 246	8 261	8 300
of which for occupational pensions	8 244	8 188	8 222

Life insurance

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Policies

	200	02 200:	3 2004
Individual			
- Individual endowment insurance	3 172 76	60 3 127 649	3 083 993
 Individual annuity insurance 	202 61	.1 204 536	203 899
Total Policies	3 375 37	1 3 332 18	3 287 892
Group			
– Number of policies	352 26	59 154 824	159 425
 Number of insureds 	2 565 24	7 2 866 333	3 2 143 695

Premium reserves

	2002	2003	2004
Individual endowment insurance	68 508	66 189	65 149
Individual annuity insurance	20 200	21 124	21 427
Group insurance	121 388	122 556	118 768
Unit-linked life insurance	8 407	9 983	11 320
Total in CHF millions	218 503	219 852	216 664
of which foreign-currency policies	3 026	2 941	2 983

Premium revenue - Direct Swiss business

	2002	2003	2004
Accident insurance (excluding health insurers)	2 520	2 553	2 591
Medical insurance (excluding health insurers)	5 370	5 575	6 202
Liability and motor insurance	6 504	7 066	7 343
Fire and property insurance	3 283	3 453	3 450
Other	717	755	841
Total in CHF millions	18 394	19 402	20 427

Premium revenue - Accident insurance

	2002	2003	2004
Individual accident insurance	363	362	384
Compulsory occupational accident insurance pursuant to the Accident Insurance Act (UVG)	415	423	299
Compulsory non-occupational accident insurance pursuant to the Accident Insurance Act (UVG)	967	984	1 131
Voluntary accident insurance pursuant to the Accident Insurance Act (UVG)	34	33	33
Supplemental accident insurance pursuant to the Accident Insurance Act (UVG)	343	342	339
Motor passenger accident insurance	199	199	196
Other group accident insurance	199	210	209
Total in CHF millions	2 520	2 553	2 591

Premium revenue – Medical insurance

	2002	2003	2004
Voluntary individual medical insurance	2 889	2 988	3 373
Group medical insurance	2 481	2 587	2 829
Total in CHF millions	5 370	5 575	6 202

Premium revenue - Liability and motor insurance

	2000	2002	2001
	2002	2003	2004
Motor liability insurance	2 087	2 277	2 420
Other motor insurance types	2 336	2 455	2 557
Motor insurance, total	4 423	4 732	4 977
Ocean marine, aviation and transport insurance	466	467	493
Comprehensive general liability	1 614	1 867	1 873
Total in CHF millions	6 503	7 066	7 343

Premium revenue – Fire and property insurance

	2002	2003	2004
Fire insurance	1 047	1 172	1 151
Natural hazard insurance	218	217	226
Other property insurance	2 018	2 064	2 073
Total in CHF millions	3 283	3 453	3 450

Premium revenue – Other insurance types

	2002	2003	2004
Legal protection insurance	250	268	280
Credit	100	84	72
Bond and fidelity	72	100	105
Road service	140	134	148
Miscellaneous financial losses	155	169	236
Total in CHF millions	717	755	841

Claims paid - Direct Swiss business

	2002	2003	2004
Accident insurance (excluding health insurers)	1 490	1 624	1 604
Medical insurance (excluding health insurers)	4 096	4 253	4 473
Liability and motor insurance	4 481	4 241	4 628
Fire and property insurance	1 869	1 835	1 621
Other	377	369	344
Total in CHF millions	12 313	12 322	12 670

Claims paid - Medical insurance

	2002	2003	2004
Individual accident insurance	218	207	218
Compulsory occupational accident insurance pursuant to the Accident Insurance Act (UVG)	308	326	223
Compulsory non-occupational accident insurance pursuant to the Accident Insurance Act (UVG)	595	704	778
Voluntary accident insurance pursuant to the Accident Insurance Act (UVG)	32	31	38
Supplemental accident insurance pursuant to the Accident Insurance Act (UVG)	195	204	201
Motor passenger accident insurance	42	43	36
Other group accident insurance	100	109	110
Total in CHF millions	1 490	1 624	1 604

Claims paid – Medical insurance

	2002	2003	2004
Voluntary individual medical insurance	2 011	2 061	2 293
Group medical insurance	2 085	2 192	2 140
Total in CHF millions	4 096	4 253	4 473

Claims paid - Liability and motor insurance

	2002	2003	2004
Motor liability insurance	1 674	1 731	1 872
Other motor insurance types	1 366	1 420	1 509
Motor insurance, total	3 040	3 151	3 381
Ocean marine, aviation and transport insurance	216	219	453
Comprehensive general liability	1 225	871	794
Total in CHF millions	4 481	4 241	4 628

Claims paid – Fire and property insurance

	2002	2003	2004
Fire insurance	734	690	504
Natural hazard insurance	107	96	62
Other property insurance	1 028	1 049	1 055
Total in CHF millions	1 869	1 835	1 621

Claims paid - Other insurance types

	2002	2003	2004
Legal protection insurance	144	153	160
Credit	58	79	38
Bond and fidelity	23	2	15
Road service	106	84	82
Miscellaneous financial losses	46	51	49
Total in CHF millions	377	369	344

Source: Federal Office of Private Insurance

Note: These figures do not include reserves established for claims notified but not yet settled, claims which have occurred but have not yet been notified, and the associated administration costs.

2 Reinsurance

Earned premiums – Non-life business

	2002	2003	2004
Accident	865	1 002	1 060
Medical	92	128	129
Motor	2 467	3 795	3 348
Ocean marine, aviation and transport	2 489	2 258	2 026
Fire, natural hazard and property-casualty	9 064	9 111	10 155
Comprehensive general liability	4 788	3 647	5 827
Credit, bond and fidelity	1 076	1 303	1 388
Other sectors	1 173	1 493	757
Total in CHF millions*	30 093	23 470	24 837

Earned premiums – Life business

	2002	2003	2004
Individual			
– Endowment	5 176	7 233	9 291
– Annuity	91	18	9
Group	3 996	2 142	653
Unit-linked life insurance	33	22	26
Total in CHF millions*	9 491	9 527	10 057

Earned premiums – Total

	2002	2003	2004
Total	39 584	32 996	34 894
Retroceded portion	3 449	3 479	3 889
Total net in CHF millions*	36 135	29 517	31 005

Claims paid, gross - Non-life

	2002	2003	2004
Accident	76	438	351
Medical	334	148	89
Motor	1 013	2 403	743
Ocean marine, aviation and transport	856	1 194	851
Fire, natural hazard and property-casualty	4 325	5 302	4 044
Comprehensive general liability	1 878	1 457	2 549
Credit, bond and fidelity	407	503	608
Other sectors	472	397	762
Total in CHF millions*	13 588	14 176	10 785

^{*} The total also includes figures from institutions which were unable to provide a breakdown of their reinsurance business acquired according to sector.

24 Reinsurance

Claims paid, gross - Life

	2002	2003	2004
Individual			
– Endowment	2 519	3 046	4 087
- Annuity	90	11	2
Group	1 931	1 439	749
Unit-linked life insurance	26	16	16
Total life*	4 649	4 594	4 908

Claims paid, gross - Total

	2002	2003	2004
Total	18 237	18 770	15 694
Retroceded portion	2 334	2 090	2 863
Total net in CHF millions	15 903	16 680	12 830

^{*} The total also includes figures from institutions which were unable to provide a breakdown of their reinsurance business acquired according to sector.

International insurance ratios

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International insurance ratios 1 2004

	Per capita premiums in USD	of which life insurance in USD	
Switzerland	5 716	3 275	
United Kingdom	4 508	3 190	
Ireland	4 091	2 617	
Japan	3 875	3 044	
USA	3 755	1 693	
Denmark	3 620	2 311	
Netherlands	3 600	1 937	
Belgium	3 276	2 291	
France	3 208	2 150	
Finland	3 134	2 461	
Norway	2 842	1 714	
Sweden	2 690	1 764	
Australia	2 471	1 285	
Germany	2 287	1 021	
Italy	2 218	1 417	
Hong Kong	2 217	1 884	
Canada	2 189	926	
Austria	2 160	955	
Singapore	1 849	1 484	
South Korea	1 419	1 007	
New Zealand	1 382	318	
Spain	1 355	572	
Israel	1 043	467	
Russia	114	25	1
China	40	27	

Source: sigma/Swiss Re

¹ Amount spent on insurance premiums per capita and country (without social security).

1st pillar

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Basic amounts app	licable to Old-age and Surviving	
Dependants' / Disal	oility Insurance pensions (AHV / IV)	2006
Full single old-age	pension	
Minimum amount	per year	12 900
	per month	1 075
Maximum amount	per year	25 800
	per month	2 150
Full married couple	old-age pension (current pensions)	
Minimum amount	per year	19 350
	per month	1 613
Maximum amount	per year	38 700
	per month	3 225
Pensions as a % of	the single old-age pension	
Widow's / widower'	s pension	80%
Orphan's pension (one parent dead), children's pension		40%
Orphan's pension (both parents dead)	60%
Permanent disabilit	y pension	100%
Long-term care ben	efits	40%

The prerequisites to be satisfied pursuant to the Federal Law Pertaining to the Old-age and Surviving Dependants' Pension Scheme (AHV) and Disability Insurance Scheme (IV) are applicable to these benefits.

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2nd pillar

Occupational cover limits serve to establish the minimum salary limit subject to compulsory cover, the upper and lower insured salary limits («coordinated pay»), and the minimum insured salary.

2006
19 350
22 575
77 400
54 825
3 225

in CHF

Pillar 3a

Deductible contributions to restricted-access pension schemes (self-employed and employed)		2006
Persons with 2 nd pillar cover up to 8% of the upper BVG salary limit	max.	6 192
Persons without 2 nd pillar cover up to 20% of pay, maximum of 40% of upper BVG salary limit	max.	30 960

in CHF

Earned income of employed persons: gross earnings after deduction of AHV/IV/EO and ALV contributions; earned income of self-employed persons: amount remaining subsequent to applicable credits, offsets and deductions and any tax adjustments.

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Tax treatment

General remarks

Income deductions

- Occupational pensions: contributions fully deductible.
- Restricted-access pensions: contributions fully deductible, but premiums are subject to restrictions on contributions.
- Free-access pensions: limited deductibility of contributions.

Taxation of benefits

- Benefits from occupational and restricted-access pension schemes:
- Both pensions and cash benefits are fully subject to income tax. Lump-sum
 payments are taxed separately from other income at a reduced rate. Benefits
 in the event of survival, death and disability are all subject to the same tax.
- Benefits from free-access pension schemes:
- No income tax payable on cash benefits from insurance policies with periodical premium payment; however, cantonal inheritance and gift taxes may apply.
- Income from single-premium endowment life insurance policies which can be surrendered is subject to direct federal income tax and cantonal income tax when the endowment benefit is disbursed or the policy is surrendered. A policy can be used for a pension if it was taken out prior to the insured's 66th birthday, the insured was over 60 when the benefit was disbursed, and the insurance policy had a term of a minimum of 5 years. Death benefits are not subject to income tax.
- 40% of income from periodic annuity payments from life annuity insurance is subject to income tax.

Net worth tax

- No taxation of entitlements from occupational and restricted-access pension plans before the benefits are due.
- Net worth tax payable on the surrender value of private endowment and deferred life annuities.

Stamp tax

- 2.5% on surrenderable single-premium endowment and annuity insurance policies.
- Periodic premium payments and contributions to occupational and restrictedaccess pensions are not subject to stamp tax.

Withholding tax on insurance benefits

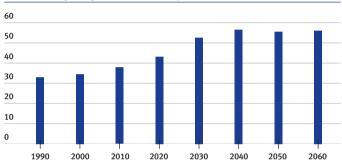
■ Disbursed cash benefits in excess of CHF 5000 and pensions in excess of CHF 500 are subject to withholding tax. Th Swiss Federal Tax Administration is generally informed of this withholding tax duty via notification. In the event that an objection is lodged by the policyholder or claimant, a tax deduction of 8% is applied to cash benefits and 15% to pensions.

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Withholding tax applicable to pension benefits

- Generally speaking, benefits from pillars 2 and 3a for individuals residing outside of Switzerland are taxed at source.
- For annuities from occupational or restricted-access pensions to persons resident outside of Switzerland, there is also a deduction made at source depending on the place of residence. The recipient is entitled to repayment provided there is a corresponding double taxation agreement in force.

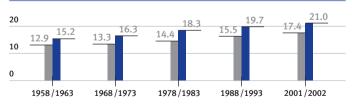
AHV: Financing using the redistribution procedure



■ Number of pensioners for every 100 employed persons

Source: Federal Statistical Office, Szenario «Trend»

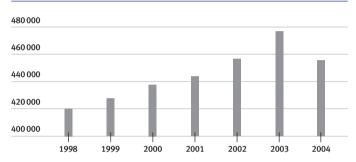
Life expectancy at age 65 in years



■ Men ■ Women

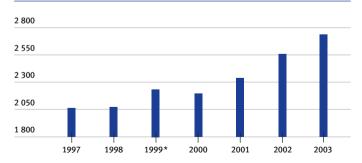
Source: Federal Statistical Office

Non-occupational accidents; newly registered cases



Source: Federal Law on Accident insurance accident statistics, 2005

Cost trend in non-occupational accident insurance in CHF millions

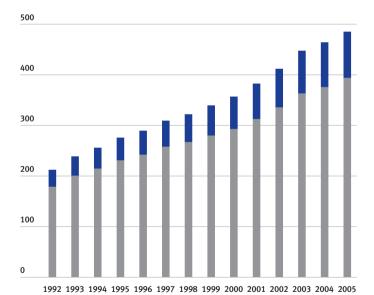


* The financial year 1999 cannot be compared with the other years. Source: Federal Law on Accident insurance accident statistics, 2005 34 Disability

Total disability pensions 1992-2005

In CHF millions

All pensioners

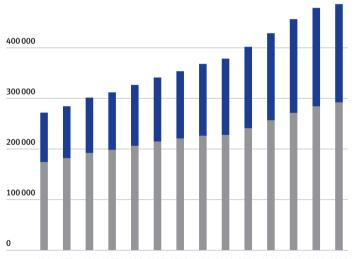


■ Disability pensions ■ Supplementary pensions Source: Federal Statistical Office, IV statistics

Number of persons with disability pension 1992-2005



500 000



1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005

■ Disability pensions ■ Supplementary pensions Source: Federal Statistical Office, IV statistics

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