

**Zurich Financial Services Group:**  
**Key figures for the Year ending 31. December 2001**  
(extract from unaudited accounts)

in USD millions unless noted

|  | 2001    | 2000<br>(restated) | change  |
|--|---------|--------------------|---------|
| Gross written premiums, policy fees, insurance deposits, and premiums written by the Farmers P&C Group Companies (excluding Farmers Re and other Group companies) <sup>1</sup> | 56,194  | 50,044             | 12 %    |
| Gross written premiums and policy fees   | 34,764  | 30,410             | 14 %    |
| Net written premiums and policy fees   | 28,848  | 25,523             | 13 %    |
| Farmers management fees and other related revenue  | 1,690   | 1,589              | 6 %     |
| Asset management fee income  | 1,417   | 1,548              | - 8 %   |
| Net investment income, realized and unrealized capital gains and losses recognized in income   | 6,644   | 8,477              | - 22 %  |
| Operating income   | - 215   | 3,151              | - 107 % |
| IAS net (loss) / income  | - 387   | 2,316              | - 117 % |
| - Non-life Insurance   | 102     | 1,514              | - 93 %  |
| - Life Insurance   | 621     | 965                | - 36 %  |
| - Asset Management   | -29     | 51                 | - 157 % |
| - Farmers Management Services  | 501     | 559                | -10 %   |
| - Capital Markets & Banking  | 89      | 80                 | 11 %    |
| - Centre   | 101     | 131                | - 23 %  |
| - Reinsurance- discontinued  | - 460   | 103                | - 547 % |
| - Corporate  | -1,312  | -1,087             | - 21 %  |
| Normalized net income  | 348     | 2,067              | - 83 %  |
| IAS fully diluted earnings per share (in CHF)  | - 7.80  | 46.04              | - 117 % |
| Normalized fully-diluted earnings per share (in CHF)   | 7.00    | 41.09              | - 83 %  |
| Dividends per share (in CHF)   | 8.00    | 17.15              | - 53 %  |
| Net Non-life Insurance combined ratio (in %)   | 111.0   | 104.2              | 6.8 pts |
| Employees  | 76,630  | 72,930             | 5 %     |
| Total investments  | 123,648 | 125,479            | - 1%    |
| Net underwriting reserves  | 94,710  | 98,353             | - 4 %   |
| Shareholders' equity   | 17,742  | 20,665             | -14 %   |
| Total assets under management  | 403,448 | 440,360            | - 8 %   |

<sup>1</sup> This includes the gross written premiums of the Farmers P&C Group Companies, which, net of reinsurance to Group companies, totaled USD 11,387 million in 2001 and USD 10,800 million in 2000. Reinsurance written by Farmers Re and other Group companies has been eliminated to avoid "double counting". The total number also includes life investment deposits collected from policyholders that are not recorded as premiums under the accounting policies adopted by the Group.