

# Results Reporting for the Three Months to March 31, 2009

**Analysts and Media Presentation** 

May 7, 2009

Zurich HelpPoint

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### **Agenda**



- Introduction
  James J. Schiro
- Results for the Three Months toMarch 31, 2009Dieter Wemmer
- Q&A
- Closing remarksJames J. Schiro



### Introduction

James J. Schiro
Chief Executive Officer

May 7, 2009

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### **Financial highlights**



in USD millions for the three months to March 31	2009	2008 <sup>1</sup>	Change
Business operating profit (BOP)	1,061	1,764	-40%
Net income attributable to shareholders	362	1,427	-75%
General Insurance combined ratio	95.8%	94.6%	-1.2pts
Global Life new business margin <sup>2</sup>	20.6%	22.2%	-1.6pts
Farmers Mgmt Services managed GEP margin <sup>3</sup>	7.5%	7.0%	0.5pts
Return on common shareholders' equity (ROE)	6.6%	19.9%	-13.3pts
Business operating profit (after tax) ROE	14.8%	18.6%	-3.8pts

May 7, 2009

<sup>&</sup>lt;sup>1</sup> Throughout this document, certain comparatives have been restated. Refer to the unaudited Consolidated Financial Statements for details.

<sup>&</sup>lt;sup>2</sup> After tax, as % of APE (Annual Premium Equivalent).

Margin on gross earned premiums of the Farmers Exchanges. Zurich Financial Services Group has no ownership interest in the Farmers Exchanges. Farmers Group, Inc., a wholly owned subsidiary of the Group, provides management services to the Farmers Exchanges and receives fees for its services.



# Results for the Three Months to March 31, 2009

Dieter Wemmer Chief Financial Officer

May 7, 2009

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## Business operating profit and net income by quarter







### **Business operating profit by segment**



in USD millions for the three months to March 31	2009	20081	Change
General Insurance	889	1,189	-25%
Global Life	222	340	-35%
Farmers (including Farmers Re)	324	331	-2%
Other Operating Businesses	-46	-77	41%
Total Core BOP	1,389	1,783	-22%
Non-Core Businesses	-328	-20	nm
Total BOP	1,061	1,764	-40%

<sup>&</sup>lt;sup>1</sup> Throughout this document, certain comparatives have been restated. Refer to the unaudited Consolidated Financial Statements for details.

# Impact of financial markets on Business operating profit



	cial market act on BOP		
in USD millions	•	Q1-09	Q1-09
General Insurance		14	889
Global Life		-87	222
Farmers (including Farmers Re)		-	324
Other Operating Businesses		-26	-46
Total Core		-99	1,389
Non-Core Businesses		-308	-328
Total		-407	1,061

### Top line development by segment



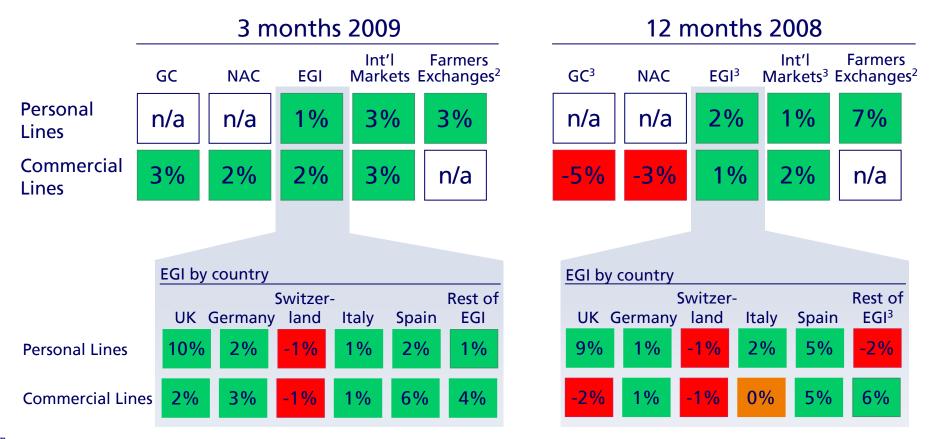
in USD millions for the three months to March 31	2009	2008	Change	Change in LC <sup>1</sup>
General Insurance				
GWP and policy fees	9,814	11,191	-12%	-3%
Global Life				
GWP and policy fees (incl. insurance deposits) <sup>2</sup>	5,529	5,397	2%	20%
Annual Premium Equivalent (APE) <sup>3</sup>	721	722	-	16%
Farmers				
Farmers management fees	623	589	6%	6%
Farmers Re GWP	1,056	409	nm	nm

<sup>&</sup>lt;sup>1</sup> Local Currency

Global Life numbers include gross written premiums, policy fees and insurance deposits
 Gross new business annual premium equivalent (APE)

### Rate Change Monitor<sup>1</sup> for personal and commercial lines





- 1 The Zurich Rate Change Monitor expresses the Gross Written Premium development due to premium rate change as a percentage of the renewed portfolio against a comparable prior period. In this slide, the shown periods 2009 and 2008 are compared to the same periods 2008 and 2007 respectively.
- 2 Zurich Financial Services Group has no ownership interest in the Farmers Exchanges. Farmers Group, Inc., a wholly owned subsidiary of the Group, provides management services to the Farmers Exchanges and receives fees for its services.
- Figures restated as a result of the realignment of the previous International Businesses into a new regional structure as of 2009. Please refer to the Consolidated Financial Statements for further details.

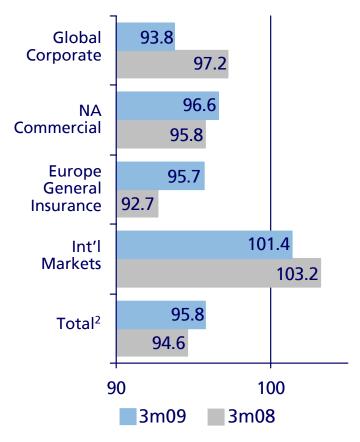
### **General Insurance – key performance indicators**



#### **Business Operating Profit**

in USD millions for the three months to March 31	2009	2008	Change
Global Corporate	207	207	-0%
North America Commercial	311	338	-8%
Europe General Insurance	321	577	-44%
International Markets	21	4	nm
Other <sup>1</sup>	29	63	-54%
Total	889	1,189	-25% <sup>3</sup>

#### Combined ratio (%)



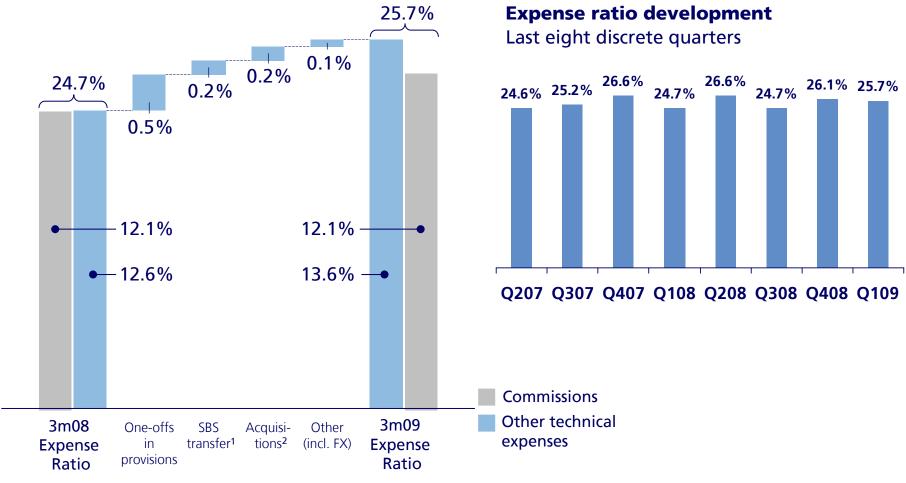
<sup>&</sup>lt;sup>1</sup> GI Global Functions, Group Reinsurance and inter-segment eliminations

<sup>&</sup>lt;sup>2</sup> Including GI Global Functions, Group Reinsurance and inter-segment eliminations

<sup>&</sup>lt;sup>3</sup> Equivalent to -17% in local currency.

### General Insurance net expense ratio walk from 3 months 2008 to 3 months 2009



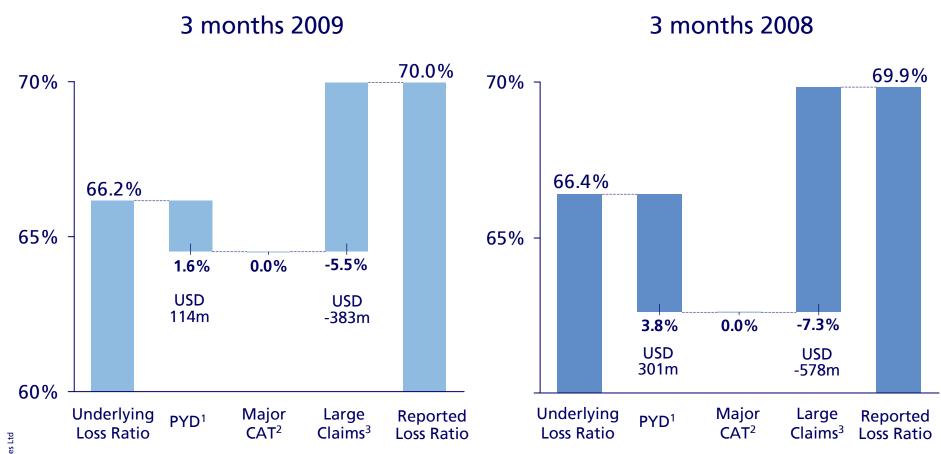


Offsetting a benefit in the commission ratio of 0.2% originating from the reinsurance commissions in the transfer of Small Business Solutions from North America Commercial to the Farmer's Exchanges.

<sup>&</sup>lt;sup>2</sup> Zurich's various acquisitions in Brazil, Germany, Spain and Turkey in the last 12 months.

### **Comparison of General Insurance loss** ratio





Prior Year Development.

Major CAT (potential USD 100m or greater for Zurich).

<sup>&</sup>lt;sup>3</sup> Large claims are defined individually by our General Insurance Business Divisions, constantly applied over time, excluding Major CATs.

### **Global Life – key performance indicators**



in USD millions for the three months to March 31	2009	2008	Change	Change in LC <sup>1</sup>
Annual Premium Equivalent (APE)	721	722	-	16%
New business value, after tax	149	160	-7%	5%
New business margin, after tax <sup>2</sup>	20.6%	22.2%	-1.6pts	
Business operating profit	222	340	-35%	-25%

<sup>&</sup>lt;sup>1</sup> Local Currency

<sup>&</sup>lt;sup>2</sup> As % of APE

#### **Global Life – new business indicators**



in USD millions for the three months to March 31	APE 2009	APE 2008	Change	Change in LC <sup>1</sup>
Bank Distribution	269	140	92%	121%
IFA/Brokers	183	246	-26%	-4%
Agents	88	110	-20%	-13%
Corporate Life & Pensions	111	102	8%	30%
International / Expats	46	101	-54%	-51%
Private Banking Client Solutions	-	-	-	-
Direct and central initiatives	24	23	6%	41%
Total	721	722	-	16%

Local currency

## Farmers – Farmers Management Services – key performance indicators



in USD millions for the three months to March 31	2009	2008	Change
Management fees and other related revenues	623	589	6%
Management and other related expenses	311	308	-1%
Gross management result	311	281	11%
Managed gross earned premium margin <sup>1</sup>	7.5%	7.0%	0.5pts
Business operating profit	322	300	7%

Margin on gross earned premiums of the Farmers Exchanges. Zurich Financial Services Group has no ownership interest in the Farmers Exchanges. Farmers Group, Inc., a wholly owned subsidiary of the Group, provides management services to the Farmers Exchanges and receives fees for its services.

# Farmers – Farmers Re – key performance indicators



in USD millions for the three months to March 31	2009	2008	Change
Gross written premiums	1,056	409	158%
Net underwriting result	-25	9	nm
Combined ratio	102.3%	97.7%	-4.6pts
CAT <sup>1</sup> impact	3.8%	0.4%	-3.4pts
Business operating profit	2	31	-93%

<sup>&</sup>lt;sup>1</sup> As defined by the Farmers Exchanges.

# Farmers Exchanges<sup>1</sup> – key performance indicators



in USD millions	2009	2008	Change
for the three months to March 31			
Gross written premiums	4,152	4,027	3.1%
Net underwriting result	-80	-11	nm
Combined ratio	102.2%	99.7%	-2.5pts
Adjusted combined ratio <sup>2</sup>	94.3%	92.4%	-1.9pts
CAT <sup>3</sup> impact	4.5%	1.0%	-3.5pts
Surplus ratio	37.3%	40.1%	-2.8pts

<sup>&</sup>lt;sup>1</sup> Zurich Financial Services Group has no ownership interest in the Farmers Exchanges. Farmers Group, Inc., a wholly owned subsidiary of the Group, provides management services to the Farmers Exchanges and receives fees for its services.

<sup>&</sup>lt;sup>2</sup> Adjusted for profit portion of management fees.

<sup>&</sup>lt;sup>3</sup> As defined by the Farmers Exchanges.

# Other Operating and Non-Core Businesses – **Z**Business operating profit contribution **ZURICH**<sup>®</sup>

in USD millions for the three months to March 31	2009	2008	Change
Other Operating Businesses	-46	-77	40%
Non-Core Businesses			
- Centre	-61	-12	nm
- Centrally managed businesses	-271	-21	nm
- Other run-off	3	13	77%
Total Non-Core Businesses	-328	-20	nm

#### **Investment performance of Group** investments



in USD millions	2009	2008	Change
for the three months to March 31			
Net investment income	1,844	2,163	-15%
Net capital losses/gains on investments and impairments <sup>1</sup>	-1,028	10	nm
of which attributable to shareholders	-683	13	nm
Net investment result	816	2,173	-62%
Net investment result in % <sup>2</sup>	0.5%	1.1%	-0.6pts
Movements in net unrealized losses on investments included in shareholders' equity <sup>3</sup>	-1,418	-1,580	-10%
Total net investment return <sup>2</sup>	-0.3%	0.3%	-0.6pts

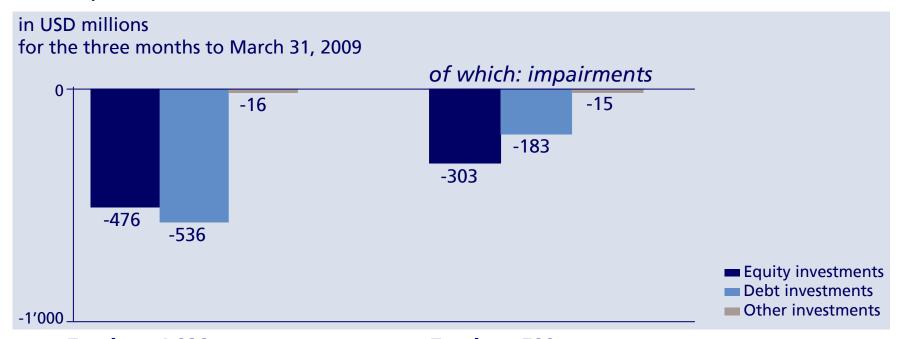
Including impairments of USD 500m (Q1-08: USD 235m)
 In % of average investments, not annualized

<sup>3</sup> Before attribution to policyholders and other

### Group investments – capital losses in P&L



Net capital losses/gains on investments and impairments (in P&L)





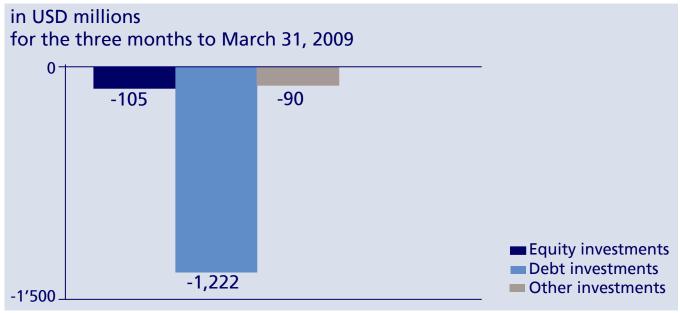
of which: attributable

to shareholders -683

#### **Group investments – unrealized losses**



Change in net unrealized losses on investments included in shareholders' equity<sup>1</sup>



Total<sup>1</sup> 1,418

of which in: - GI 27%

- Global Life 67%

of which: attributable

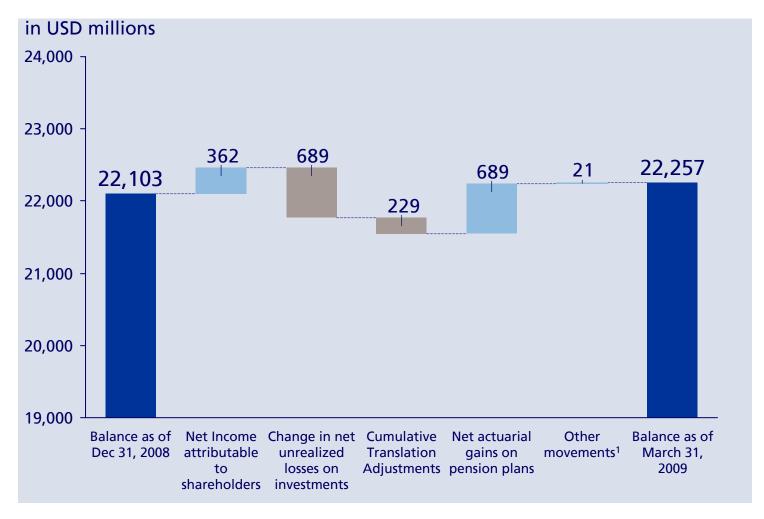
to shareholders<sup>2</sup> -689

<sup>&</sup>lt;sup>1</sup> Before attribution to policyholders and other

<sup>&</sup>lt;sup>2</sup> After attribution to policyholders and other

### **Development of shareholders' equity**

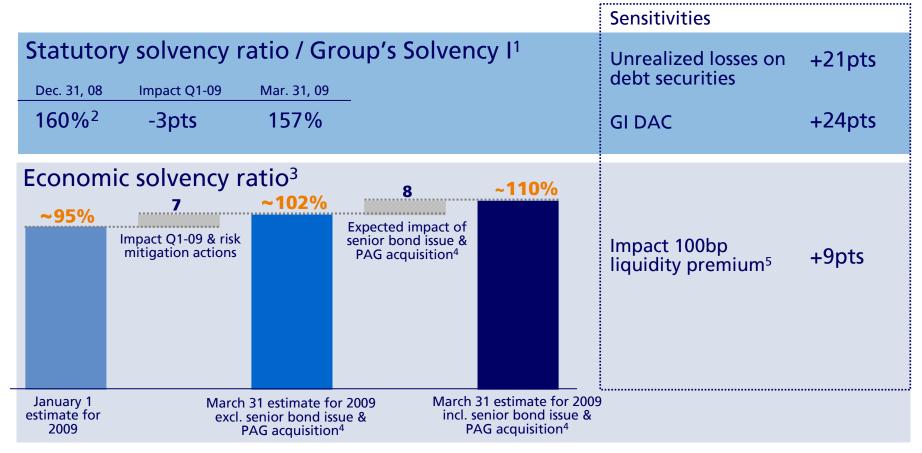




<sup>&</sup>lt;sup>1</sup> Includes dividends, net other recognized income and expense, changes in cash flow hedges, share-based payment transactions and other.

## 2009 estimated economic and regulatory solvency





- Solvency I requirements in accordance with the Swiss insurance supervisory law; ratios as of Dec 31, 2008 and March 31, 2009, respectively.
- <sup>2</sup> Finalized and as filed with the Swiss regulator; after dividend.
- <sup>3</sup> Economic financial strength is based on available financial resources (AFR) at the beginning of the period and expected risks to be taken during the period (RBC). Economic financial strength is based on **AA calibration**.
- <sup>4</sup> Announced acquisition of AIG's US Personal Auto Group (PAG), closing subject to regulatory and other approvals.
- <sup>5</sup> Impact on Available Financial Resources.

### **Updated economic solvency view for 2009**



#### in USD billion<sup>1</sup>

Available Financial Resources (AFR)		
Estimated AFR as of Jan 1, 2009	+	27
Movements in Q1-09	+	0
Senior bond issue in April 2009	+	2
PAG acquisition	+	1
March 31 estimate for 2009 AFR	+	30

+	28
-	2
+	1
+	27
	+ - + +

Estimated 2009
economic solvency ratio
~110%

<sup>&</sup>lt;sup>1</sup> Approximated and rounded.

### **Summary**



- Strong and improving balance sheet
- Continued strong operational performance
- Profitable growth achieved in targeted areas
- TZW benefits and additional expense control actions



Q&A



### **Closing remarks**

James J. Schiro
Chief Executive Officer

May 7, 2009

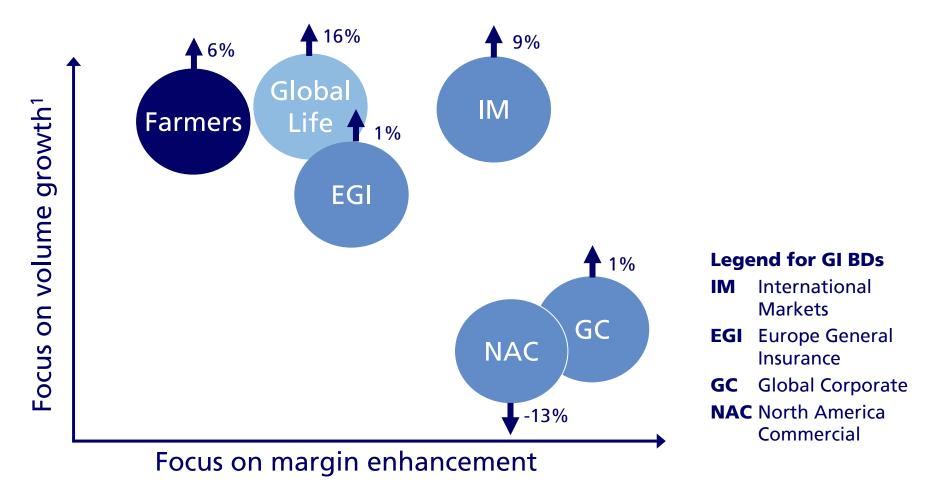
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### **Appendix**

#### Zurich is poised for profitable growth



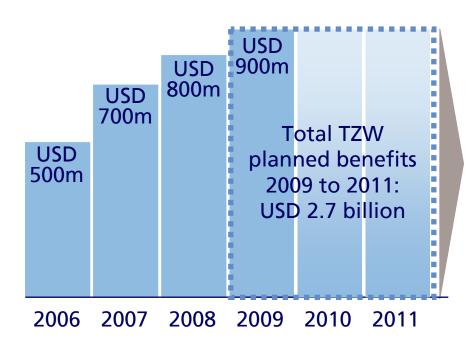


<sup>&</sup>lt;sup>1</sup> Volume growth measured as growth in fee income for Farmers Management Services, growth in APE in local currency for Global Life and GWP growth in local currency for General Insurance

### The Zurich Way and 2009 expense saving initiatives



The Zurich Way – Target of USD 2.7 billion for 2009 to 2011



- We have comfortably achieved our 2008 target.
- Developing our three year plan, we expect benefits of USD 2.7 billion for 2009 to 2011
- 8 major TZW workstreams with continuing focus on Profitable Growth and Operational Transformation initiatives
- Expected contribution to key performance indicator for 2009-11:

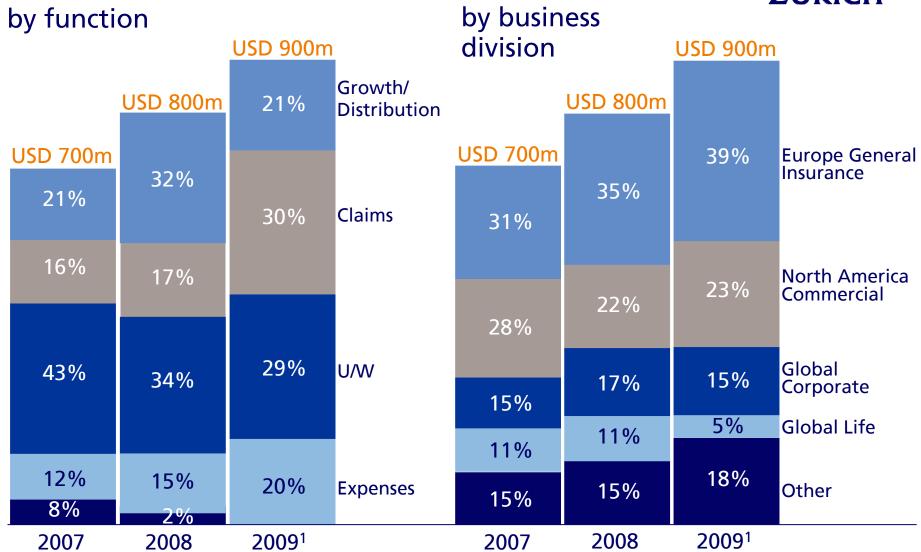
General Insurance: Combined ratio: 2 - 3pts p.a.

#### 2009 expense saving initiatives

 Targeted additional pre-tax savings of USD 400m to come from one-off cost cutting measures in 2009

### The Zurich Way initiatives – 2009 target





<sup>&</sup>lt;sup>1</sup> Estimate, subject to completion of planning process

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## Business division BOP-ROE<sup>1</sup> based on RBC-allocated IFRS equity



for the three months to March 31	2009	2008
General Insurance	28.5%	27.1%
Global Corporate	27.5%	22.1%
North America Commercial	27.6%	22.6%
Europe General Insurance	35.8%	42.8%
International Markets	12.9%	0.9%
GI Global Functions including Group Reinsurance	16.4%	19.1%
Global Life	18.5%	19.9%
Farmers	43.1%	56.1%
Other Operating Businesses	-10.4%	-3.6%
Non-Core Businesses	-104.8%	-7.4%
Total Group	19.5%	24.6%
Total Group BOP (after tax) ROE <sup>2</sup>	14.8%	18.6%

Adjusted BOP-ROE based on average IFRS Group equity allocated to the segment based on its share of Zurich risk based capital (RBC).

<sup>&</sup>lt;sup>2</sup> Business operating profit (after tax) return on common shareholders' equity.

### **Group's Solvency I<sup>1</sup> - sensitivities**



Statutory solvency ratio as of Mar 31, 2009: **157%** 

#### Sensitivities:

Equities (-10%)-1 pts

Interest rate +100bp
-5 pts

Interest rate -100bp +5 pts

<sup>&</sup>lt;sup>1</sup> Solvency I requirements in accordance with the Swiss insurance supervisory law

### **Group's Solvency I calculation**



in USD millions	Mar 31, 09	Dec 31, 08 finalized <sup>1</sup>	Dec 31, 08 estimate <sup>2</sup>
Eligible equity			
Total equity	23,850	23,781	23,781
Net of intangibles, other assets and free reserves for policyholder dividends	-4,832	-3,892	-3,966
Subordinated debt	3,582	3,683	3,683
Deferred policyholder acquisition costs general insurance	-2,816	-2,793	-3,571
Dividends, share buy-back and nominal value reduction	-1,326	-1,411	-1,411
Total eligible equity	18,458	19,369	18,516
Total required solvency capital	11,762	12,142	12,142
Excess margin	6,696	7,227	6,375
Solvency ratio	157%	160%	153%

<sup>&</sup>lt;sup>1</sup> Finalized and as filed with the Swiss regulator

<sup>&</sup>lt;sup>2</sup> Estimated as reported in the Group's Financial Report 2008, published on February 5, 2009

### 

in USD millions for the three months to March 31, 2008

### Previous segment reporting structure

		Global	Farmers	Ot	Non-core Businesses					
	Total	Life		Alternative Investment			Headquarters	Centre	Centrally Managed Businesses	run-off
Global Life	337	337								
Farmers Management Services	300		300	1			1			•••••
Other Businesses	38			i			1		1	
Farmers Re	31		31	ı			1			
Centre	-12			i I			 	-12		
Centrally Managed Businesses	-18	3					 		-21	
Rest of Other Businesses	36			i	23		 			13
Corporate Functions	-100			-10		-131	41		1	
Total		340	331			-77			-20	

# New segment reporting structure (IFRS 8): **Визіпезя Operating Profit – Half Year 2008 zurich**®

in USD millions for the six months ended June 30, 2008

### Previous segment reporting structure

		Global	Farmers	O1	ther Opera	iting Busine	esses	Non-core Businesses		
	Total	Life		Alternative Investment			Headquarters	Centre	Centrally Managed Businesse	run-off
Global Life	766	766							1	i
Farmers Management Services	617		617	1			1		1	
Other Businesses	190			ı			1		1	1
Farmers Re	54		54	ı			1		1	 
Centre	4			ı			 	4	1	T 
Centrally Managed Businesses	54	5					 		49	1 
Rest of Other Businesses	77			I I	38	 	 		1	39
Corporate Functions	-261			-4		-287	31		1	 
Total		771	671			222			92	

### 

in USD millions for the nine months ended September 30, 2008

### **Previous segment** reporting structure

		Global	Farmers	Other Operating Businesses			esses	Non-core Businesses		
	Total	Life		Alternative Investment			Headquarters	Centre	Centrally Managed Businesse	run-off
	Total			!			:		: Dusinesse	<u>;</u>
Global Life	1,224	1,224		<u> </u>			 		 	 
Farmers Management Services	919		919						1	!
Other Businesses	6						1			i
Farmers Re	77		77				1		1	1
Centre	-5			ļ			1	-5	 	T I I
Centrally Managed Businesses	-234	8					 		-242	 
Rest of Other Businesses	168				56	 	 		1	112
Corporate Functions	-542			-13		-516	-12		 	 
Total		1,232	996			485			-135	

# New segment reporting structure (IFRS 8): Business Operating Profit – FY 2008



in USD millions for the year ended December 31, 2008

### **Previous segment** reporting structure

		Global	Farmers	O1	Other Operating Businesses			Non-core Businesses		
	Total	Life		Alternative Investment			Headquarters	Centre	Centrally Managed Businesse	run-off
Global Life	1,480	1,480					1		1	i i
Farmers Management Services	1,202		1,202				1		!	
Other Businesses	-260			i			1		1	1
Farmers Re	154		154				1		1	 
Centre	-106			i i			1 1 1	-106	 	T   
Centrally Managed Businesses	-487	9					 		-496	1 1 1
Rest of Other Businesses	179				53	 	 		1	126
Corporate Functions	-772			-25		-656	-90		 	1 
Total		1,489	1,356		-	718			-476	

# Development of Reserves for Losses and Loss Adjustment Expenses (LAE)



in USD millions	2009	2008
Net reserves for losses and LAE, as of January 1	52,986	54,712
Net losses and LAE paid	-5,863	-5,398
Net losses and LAE incurred		
- Current year	5,792	6,123
- Prior years <sup>1</sup>	-72	-305
Foreign currency translation effects & other	-948	1,521
Net reserves for losses and LAE, as of March 31	51,897	56,652

<sup>&</sup>lt;sup>1</sup> Of which within General Insurance: USD 114 million and USD 301 million for the first three months 2009 and 2008 respectively.

### Global Life new business indicators



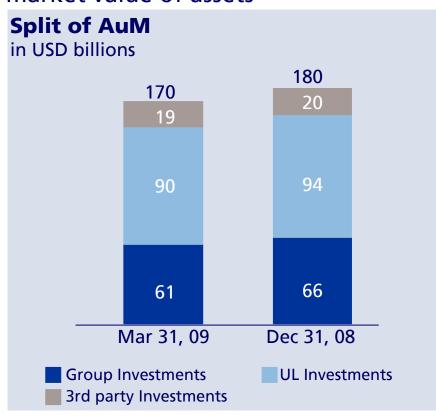
in USD millions	APE	APE	Change	Change	NBV <sup>2</sup>	NBV <sup>2</sup>	Change
for the three months to March 31	2009	2008		in LC¹	2009	2008	
Americas, of which	59	43	36%	51%	37	24	50%
US	24	24	3%	3%	30	19	54%
Latin America	34	19	77%	129%	7	5	36%
<b>United Kingdom</b>	149	183	-18%	12%	15	16	-5%
Germany	105	183	-43%	-34%	22	53	-58%
Switzerland	31	34	-9%	-2%	5	14	-60%
Ireland	53	75	-29%	-18%	12	15	-19%
Spain	190	11	nm	nm	27	3	nm
Emerging markets in Asia	99	147	-33%	-29%	19	31	-38%
Rest of the world	36	46	-22%	-8%	11	5	109%
Total	721	722	0%	16%	149	160	-7%

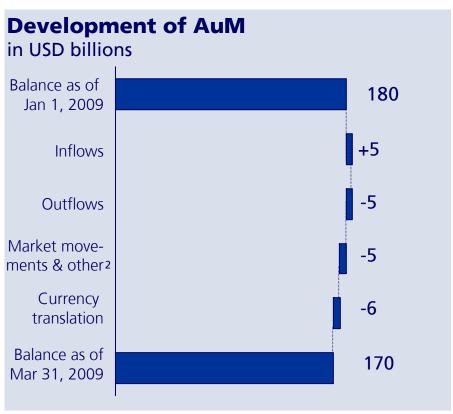
Local CurrencyNew business value, after tax

# Global Life - Assets under Management<sup>1</sup>



AuM decreased mainly due to currency translation and a reduction of the market value of assets





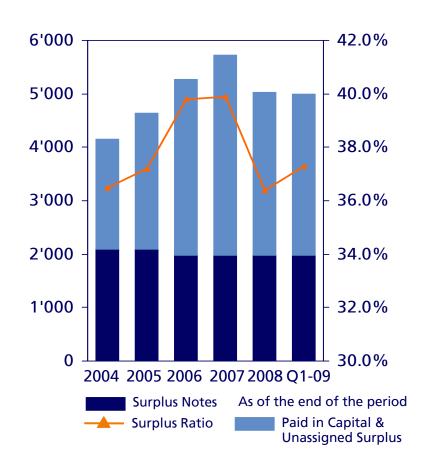
Assets under Management comprise the Group and unit-linked investments that are included in the Global Life balance sheet plus assets that are managed by third parties, for which we earn fees.

<sup>&</sup>lt;sup>2</sup> Other includes dividends, charges levied on Assets under Management, and other changes in invested assets.

# Farmers Exchanges<sup>1</sup> – financial highlights: strong premium growth



in USD millions for the three months to March 31	2009	2008
Gross written premiums	4,152	4,027
Net underwriting result	-80	-11
Net surplus growth	-34	30
Ending surplus	5,000	5,749
Surplus ratio	37.3%	40.1%



<sup>&</sup>lt;sup>1</sup> Zurich Financial Services Group has no ownership interest in the Farmers Exchanges. Farmers Group, Inc., a wholly owned subsidiary of the Group, provides management services to the Farmers Exchanges and receives fees for its services.

# Farmers Exchanges – gross written premiums by line of business



in USD millions for the three months to March 31	2009	2008	Change
Auto	2,126	2,207	-4%
Homeowners	1,012	970	4%
Commercial P&C	330	319	3%
Zurich Small Businesses	148	n/a	n/a
Workers' Compensation	95	95	0%
Specialty	413	403	3%
Other	29	33	-14%
Total	4,152	4,027	3%

# Farmers Exchanges – premium growth outperforming industry





<sup>&</sup>lt;sup>1</sup> Source of FY09 estimate: Conning Property-Casualty Forecast & Analysis By Line Of Insurance Q109 released 04/07/09 (weighted for Farmers' LOBs).

<sup>&</sup>lt;sup>2</sup> Excluding USD 425m portfolio transfer of Zurich Small Business unearned premiums in 2008 and USD 322m of Bristol West premiums (pre-acquisition, Jan to July) in 2007.

### **Farmers Exchanges – combined ratio**



for the three months to March 31	2009 <sup>1</sup>	2008 <sup>1</sup>	Change
Auto	100.0%	101.3%	1.3pts
Homeowners	108.8%	100.3%	-8.5pts
Commercial P&C	96.5%	92.8%	-3.7pts
Zurich Small Business	103.7%	N/A	N/A
Workers' Compensation	98.6%	89.6%	-9.0pts
Specialty	100.2%	99.7%	-0.5pts
Total	102.2%	99.7%	-2.5pts
Adjusted combined ratio <sup>2</sup>	94.3%	92.4%	-1.9pts
CAT impact	4.5%	1.0%	-3.5pts

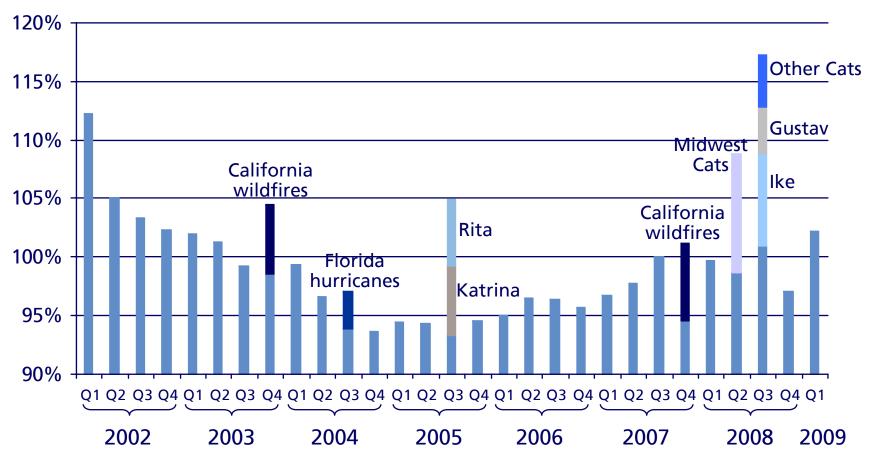
<sup>&</sup>lt;sup>1</sup> Before quota share treaties with Farmers Re

<sup>&</sup>lt;sup>2</sup> Adjusted for profit portion of management fees

# Farmers Exchanges – development of the combined ratio



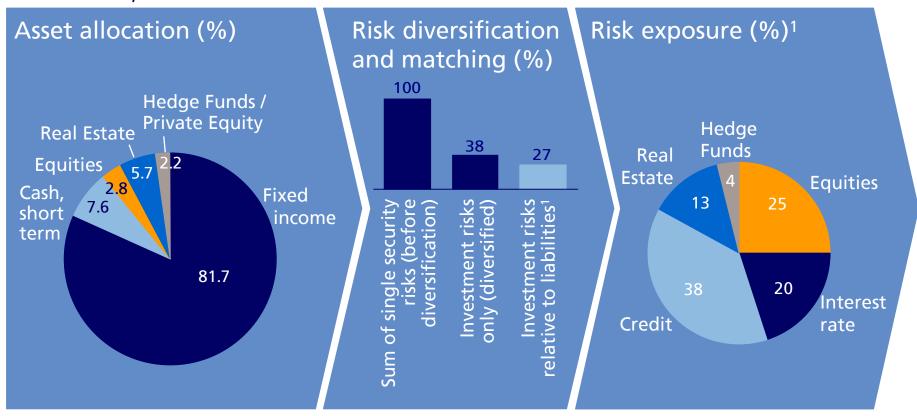
### Quarterly combined ratio



# Zurich's investment portfolio profits greatly from diversification and is balanced in terms of risk



Risk Allocation of Zurich's investment portfolio as of March 31, 2009

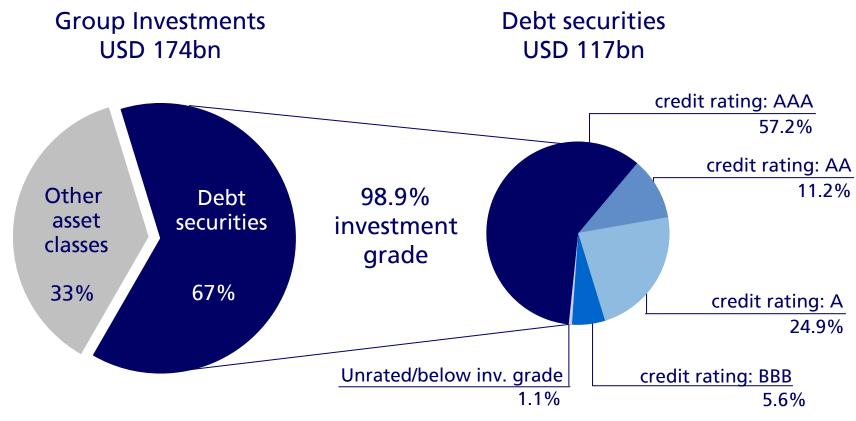


Risks to Zurich's economic net ALM position measured as 12 months value at risk with 99.95% confidence interval

# Group Investments – Zurich's debt securities are of consistently high quality (99% investment grade)



As of March 31, 2009



## **Group Investments – Zurich's debt securities are well balanced**



Group Investments - USD 174bn (100%) As of March 31, 2009

Government and supranational bonds: USD 45bn (26%) Market/Cost<sup>1</sup>: 103% • 99% inv. grade of which: ■ 71% AAA 47%in General Insurance ■ 10% AA 46% in Global Life ■ 17% A ■ 1% BBB Corporate bonds: USD 50bn (29%) Market/Cost<sup>1</sup>: 94% of which: • 99% inv. grade • 34% in General Insurance ■ 30% AAA Debt 60% in Global Life ■ 15% AA securities 67% ■ 42% A ■ 12% BBB 1% unrated Other asset MBS/ABS: USD 22bn (13%) classes Market/Cost<sup>1</sup>: 91% of which: • 98% inv. grade 33% • 72% in General Insurance ■ 93% AAA 18% in Global Life

Zurich Financial Services Ltd

Market value to Cost value ratio

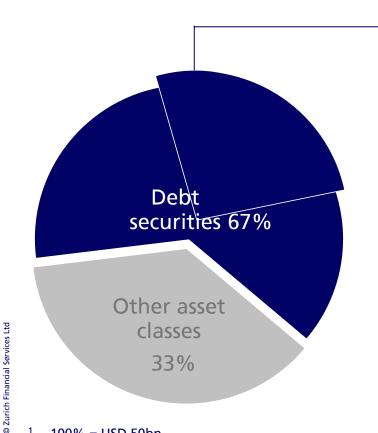
# Group Investments – Zurich's Corporate bonds are of high quality



Group Investments - USD 174bn (100%) As of March 31, 2009

Corporate bonds: USD 50bn (29%)

Market/Cost: 94%



#### Split by industries

- 46% Banks, including 20%¹ covered bonds
- 10% Cities, Agencies, Cantons, Provinces, including 1%¹ covered bonds
- 7% Utilities
- 6% Financial Institutions, including 1%<sup>1</sup> covered bonds
- 5% Telecom
- 3% Oil & gas
- 2% Insurance
- 2% Transportation
- 2% Pharmaceuticals

#### Split by credit rating

- 99% inv. grade
- 30% AAA
- 15% AA
- 42% A
- 12% BBB
- 1% unrated

### Split by country/region

- 28% US
- 7% UK
- 30% Germany
- 6% Spain
- 6% France
- 3% Italy
- 11% Rest of Europe

<sup>100% =</sup> USD 50bn

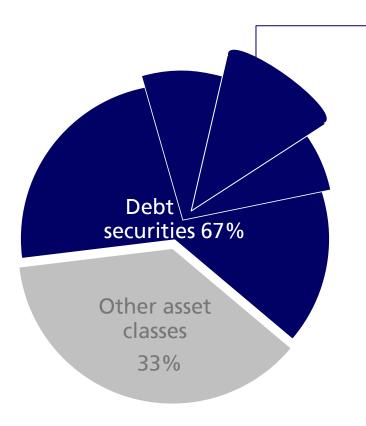
# Group Investments – Banks Corporate bonds are of high quality and well diversified



Group Investments - USD 174bn (100%) As of March 31, 2009

Banks Corporate bonds: USD 23bn (13%)

Market/Cost: 93%



#### Split by seniority

of which:

- 43% Covered bonds
- 46% Senior bonds
- 11% Subordinated
- of which: 3%¹ Tier 1

67% in General Insurance

29% in Global Life

#### Split by credit rating

- 100% inv. grade
- 46% AAA
- 12% AA
- 40% A
- 2% BBB

### Split by country/region

- 41% Germany
- 20% U.S.
- 12% Spain
- 4% Netherlands
- 3% U.K.
- 3% France
- 3% Switzerland
- 3% Italy

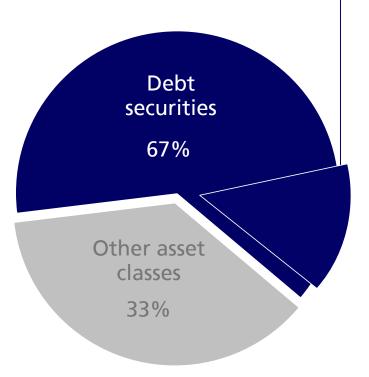
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<sup>100% =</sup> USD 23bn

## Group Investments – Split of total MBS/ABS of USD 22bn (13%)







As of March 31, 2009

■ 93% AAA

includes: US MBS: USD 15.0bn (8.6%)
Market/Cost: 92%

98% inv. grade; 97% AAA

US ABS<sup>1</sup>: USD 2.7bn (1.7%)

Market/Cost: 93%

■ 99% inv. grade, 82% AAA

e.g. Automobile and Credit Card ABS

UK MBS/ABS: USD 2.2bn (1.3%)

Market/Cost: 77%

98% inv. grade; 87% AAA

Commercial MBS of USD 0.6bn (87% AAA)

"Whole Loan" Residential MBS USD 1.2bn (93% AAA)

German ABS: USD 0.3bn (0.2%)

Market/Cost: 100%

100% inv. grade; 73% AAA and AA

mostly German MBS ("Pfandbriefe")

Swiss MBS: USD 0.6bn (0.4%)

Market/Cost: 100%

100% AAA

100% Swiss MBS ("Pfandbriefe")

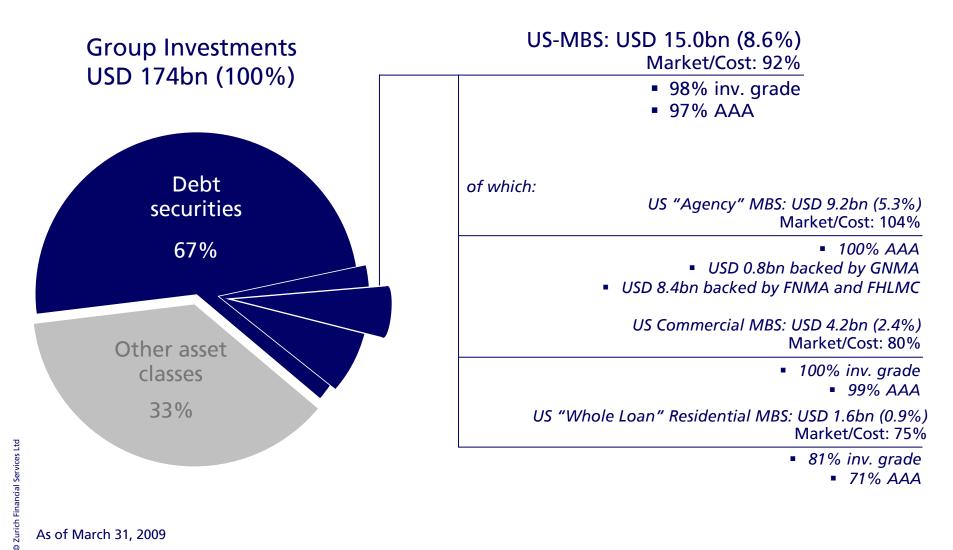
MBS/ABS: USD 22bn (13%)
Market/Cost: 91%

98% inv. grade

<sup>&</sup>lt;sup>1</sup> US ABS in addition to the US MBS mentioned above

### **Group Investments – Split of US MBS of** USD 15.0bn (8.6%)





As of March 31, 2009