

Tapiola Group Financial Statements 2004

Key figures

TAPIOLA

www.tapiola.fi

Tapiola Group

- **The combined result of Tapiola Group's six business areas was EUR 436.9 million (EUR 278.3 million)**

Comparable combined result 2003 was EUR 370.3 million

- **Net sales rose by 3.2 %**
EUR 2 609.1 million (EUR 2 529.0)
- **Enhanced business efficiency improved especially the expense ratios of non-life and life insurance**
- **Solvency capital rose by EUR 339.6 million to EUR 2 521.6 million (EUR 2 182.0)**
- **Customer bonuses totaled EUR 66.2 million (EUR 55.4)**

Key figures

Combined figures for the insurance groups of Tapiola	2004 EUR mill.	2003 EUR mill.	Change %
Net sales	2 579.8	2 521.7	2.3
Premiums written	1 798.3	1 680.8	7.0
Net return on investment	597.6	650.3	-8.1
Claims expenditure	1 676.4	1 601.1	4.7
Operating costs	155.6	153.1	1.6
Investments, book value	9 242.3	8 834.6	4.6
Investments, current value	10 206.3	9 651.5	5.7
Equity	429.9	352.8	21.9
Technical provisions	9 370.5	8 708.3	7.6
Balance sheet total	10 202.7	9 376.9	8.8
Average amount of personnel, persons	2 205	2 111	94

Key figures

Comparable results of Tapiola Group companies

		2004 EUR mill.	2003 EUR mill.	Change EUR mill.
Non-life insurance	operating profit	113.2	47.0	66.2
Life insurance	operating profit	63.0	7.6	55.4
Pension insurance	overall result	228.1	209.9	18.2
Banking	operating profit	-10.8	-9.4	-1.4
Mutual fund business	operating profit	0.8	0.2	0.6
Investment services	operating profit	0.0	0.0	0.1
RESULT		394.3	255.3	139.0
Change in valuation differences				
Non-life insurance		-0.6	17.8	-18.4
Life insurance		43.2	5.2	38.0
OVERALL RESULT		436.9	278.3	158.5
Effect of non-recurring items eliminated:				
Non-life insurance		28.0	35.9	-7.9
Life insurance			56.1	
COMPARABLE OVERALL RESULT		464.9	370.3	150.6

Tapiola Group

Bonuses and rebates

EUR million	2004	2003	2002	2001	2000
Tapiola General	35.1	31.8	33.7	27.4	20.7
Tapiola Pension	16.0	12.0	12.0	10.6	12.1
Life insurance companies ¹⁾	15.1	11.7	19.4	24.3	25.6
Total	66.2	55.4	65.1	62.3	58.4

1) Transfer to provision for projected bonuses not included

Key figures

Volumes of Tapiola Group companies	2004 EUR mill.	2003 EUR mill.	Change %
Premiums written for non-life insurance	528.8	486.5	8.7
Premiums written for pension insurance	1 061.3	999.5	6.2
Life insurance savings	2 098.2	2 018.3	4.0
Depositions	173.4	10.3	1 583.5
Credit portfolio	156.5	21.5	627.9
Mutual fund capital	730.2	528.8	38.1
Assets under management	3 865.8	3 322.0	16.4

Key figures

Net sales of Tapiola Group companies	2004 EUR mill.	2003 EUR mill.	Change %
Non-life insurance	729.6	665.7	9.6
Life insurance	414.1	408.7	1.3
Pension insurance	1 456.2	1 450.2	0.4
Banking	4.2	0.6	608.2
Mutual fund business	3.1	2.1	45.7
Investment services	1.9	1.7	10.5
	2 609.1	2 529.0	3.2

Market shares of Tapiola Group companies

	2004 %	2003 %	Growth/decline %-points
Non-life insurance	17.5	16.7	0.8
Life insurance, premiums written	6.9	6.7	0.2
life insurance savings	8.7	9.0	-0.3
Pension insurance	15.4	15.1	0.3
Mutual fund business	2.3	2.4	-0.1

Key figures

Efficiency of Tapiola Group companies		2004 %	2003 %	Change %-points
Non-life insurance	expense ratio	21.2	22.8	1.6
Life insurance	expense ratio	112.0	136.3	24.3
Pension insurance	operating expenses / loading profit	74.7	71.4	-3.3
Banking	profit/expense ratio	0.2	0.1	12.0
Mutual fund business	profit/expense ratio	1.4	1.1	25.0
Investment services	profit/expense ratio	1.0	1.0	3.0

Key figures

Solvency of Tapiola Group companies		2004 EUR mill.	2003 EUR mill.	Change EUR mill.
Non-life insurance	solvency capital	1 082.3	985.8	96.5
Life-insurance	solvency capital	360.9	299.6	61.3
Pension insurance	solvency margin	1 047.0	873.3	173.7
Banking *)		25.2	17.9	7.3
Mutual fund business *)		2.9	2.5	0.4
Investment services *)		3.4	2.9	0.5
		2 521.6	2 182.0	339.7

*) capital and reserves - intangible rights

Key figures

Solvency of Tapiola Group companies

		2004	2003	Change %-points
Non-life insurance	risk carrying capacity %	221.3	226.0	-4.7
Life insurance	solvency capital/technical provisions %	17.9	15.3	2.6
Pension insurance	solvency ratio %	20.7	18.6	2.1
	in relation to the solvency limit	2.8	2.6	
Banking	capital adequacy ratio %	26.9	103.3	-76.4
Mutual fund business	capital adequacy ratio %	248.4	285.6	-37.2
Investment services	capital adequacy ratio %	95.8	90.4	5.4