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One year after launching its brand, Swiss Life Asset Managers has CHF 27.6 billion of assets under management for external customers at the end of 2013

- **Swiss Life Asset Managers combines the asset management expertise of the Swiss Life Group in France, Switzerland and Germany. Together with its proprietary assets, total assets under management at Swiss Life Asset Managers stood at CHF 155 billion at the end of 2013 thereof the total volume in asset management business with external customers stood at CHF 27.6 billion.**
- **Swiss Life Asset Managers achieves a total inflow of CHF 5.6 billion and increased the volume of its assets under management by 34%, bolstered by the success of its fixed income and real estate investment funds.**
- **Managing the assets of the insurance companies of the Swiss Life Group, Swiss Life Asset Managers developed risk-based investment strategies which deliver the expected performance levels and which won new awards.**
- **The approval given by BaFin (Bundesanstalt für Finanzdienstleistungsaufsicht) for a new distribution company in Germany allows Swiss Life Asset Managers to continue its geographic expansion.**

Jean-Pierre Grimaud, CEO for the asset management business with external customers at Swiss Life Asset Managers say: "We have exploited the market conditions and our asset management has delivered performances which have won numerous awards. Our fixed income expertise, especially in the money market, credit segments (investment grade, high yield) and real estate makes Swiss Life Asset Managers a major player in asset management for external customers in our traditional markets. We are very confident in our ability to meet our growth targets by implementing our strategy under the «Swiss Life 2015» programme."

A year with a remarkable asset inflow and good performances

In 2013, Swiss Life Asset Managers achieved an inflow of CHF 5.6 billion, mainly through its fund management expertise as well as the success of its real estate offering for institutional clients.

Breakdown of asset classes of the asset management business with external customers:

Asset Class	As of 31/12/2013 (in CHF, bn)	Difference in % 2012-2013	Percentage of share in asset class
Money Market	4.9	44.1%	17.8%
Fixed Income	5.8	34.9%	21.0%
Balanced	6.3	16.7%	22.8%
Equities	2.1	40.0%	7.6%
Real Estate	8.1	52.8%	29.3%
Others	0.4	-33.3%	1.4%
Total	27.6	34.6%	

(Source: Swiss Life Asset Managers)

Fixed income remains the main driver

- **In Switzerland, the company gained some major fixed income institutional mandates, while in France asset inflows in money market portfolios exceeded EUR 1 billion.**

This expertise in the management of money market portfolios is based on longevity and the long-term performances of these funds enabled Swiss Life Asset Managers to acquire new institutional clients and strengthen its client retention in the French market throughout 2013. In 2013, Swiss Life Asset Managers was ranked second for the best net inflow for UCITS under French law according to the French analysis company EuroPerformance

- The asset class high yield was again successful with assets worth almost CHF 386 million invested in UCITS in this range at the end of 2013 for institutional and corporate clients. This positive development underpins Swiss Life Asset Managers expertise which has been recognised since 2010.

Booming real estate activity accounting for almost 30% of assets under management.

In 2013, the real estate segment accounted for over CHF 2.1 billion in asset inflows, almost three quarters of which occurred in the French market. Real estate funds in Switzerland also performed very well due to active marketing by the Swiss Life Investment Foundation as well as some excellent performances.

The ongoing development of real estate during 2013 shows the market is promising, especially for specialised areas such as healthcare facilities, hotels or student residences. This asset class will therefore continue to be a strong contributor to the Group's results.

Industry awards recognising expertise in asset allocation, accounting for 22.8% of assets under management in 2013

Balanced portfolios are at the heart of our offering for private clients, notably by the Swiss Life Group's networks and new distribution partners. The risk-based approach applies most of all to this

asset category, which received in excess of 12 awards in France, Switzerland, Germany and Austria in 2013.

Implementation of the development strategy

In February 2014, Swiss Life Asset Managers received approval from the BaFin (Bundesanstalt für Finanzdienstleistungsaufsicht) to open a new distribution company based in Germany. It will offer a range of funds and real estate support to local private and institutional clients.

Information

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About Swiss Life Asset Managers

With over 150 years of experience in managing the assets of the insurance companies of the Swiss Life Group, Swiss Life Asset Managers developed a comprehensive offering of products and services. This offering stems from proven skills in different aspects of asset management integrating risk management to provide its clients with consistent and sustainable performance. At the end of 2013 the total volume of the assets under management of the Group's proprietary assets stood at more than CHF 127 billion and the total volume in asset management business with external customers stood at CHF 27.6 billion.