

# SEB's Life Insurance Operations

– A Presentation



SEB

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## **Lifelong security**

SEB offers pension insurance and security throughout the various stages of life for both companies and private individuals. We offer products such as unit-linked insurance, occupational pensions, personal pension plans and private health insurance. We have the breadth to be able to offer you packages that cover all aspects of financial security for your employees and for you as a private individual. This might well be one of the reasons why SEB is the leader in Sweden in unit-linked insurance.

## **Advice for a wiser pension choice**

Today, an increasing amount of responsibility for one's pension rests with the individual. For us at SEB, this makes it even more important to give qualified advice to our customers, whether they are businesses or individuals.

We play an important role in educating and guiding you to the right choice of savings and in our mix of managed funds with various risk levels and types of assets. Your investments and your savings should feel as secure today as in the future when you need the money. We can help you make a wise pension choice.

## **Pension from your employer**

Most employees have some form of pension plan through their employer. Many also have a collective agreement occupational pension, which means that they personally invest their premiums with one of the pension companies selected as suppliers. SEB offers unit-linked insurance within the framework of a number of these collective agreement occupational pensions.

In many cases, there is the option of reaching an agreement with your employer concerning individually designed pension insurance solutions. Here, SEB can offer your company an occupational pension plan that includes pension, private health insurance and family protection insurance.

## **Many funds to choose from**

SEB has one of the widest ranges of managed funds on the market. We offer a variety of risk levels and objectives from among both our own and externally managed funds. The funds on offer also include strategy funds, that is, a discretionary unit fund management service that can invest in both SEB's own funds and funds outside of our usual range. Capital is invested in mutual funds, interest-bearing funds and alternative investments.

## **Faster care with private health insurance**

With SEB's Private Health Insurance, which can be taken out by companies or private individuals, you get care when you need it. Instead of queues and long waiting periods, we give you access to a comprehensive network of private health-care practitioners. Should you fall ill, you will quickly be put in contact with highly-skilled doctors and experienced nurses. Private health insurance is an excellent complement to the public health system.

## Throughout your life

SEB is your partner through all of life's changes, both your own and the company's.

A natural starting point is when you have children, when you marry, move in together or register a partnership. The future suddenly becomes more tangible. Financial security for the whole family feels very important. Everyone in the family should be protected even if something should happen: if someone falls ill, if the children need security when they move away from home, when you want to plan for your legacy, if you move abroad, or if you lose your job. We help you to choose wisely among investments and insurance packages that will give you and your family security through life's critical moments.

If the worst happens and someone dies, it's good to know that you've built up a secure foundation beforehand. But best of all is when nothing happens. You become a healthy pensioner with hopes and dreams for a rich life and you have the financial means to make the most out of your new leisure. We help you plan for that time.

The same thing applies to a company, although a company's life looks different. The company has ongoing needs, and SEB can provide support in such diverse areas as salaries and wages, remuneration, contacts abroad, cash investments, taxes, legislation and regulations.

It is also important that a company takes care of its employees. Private health insurance and other security solutions make a company a more attractive employer and help you retain your key people. At other times, you may face the issue of the company's survival. What happens if an owner or partner becomes seriously ill? Companies have the capacity to live an indefinite life, provided that generation shifts are handled well. Even right at the end, or should we say the beginning, of the life cycle, SEB can provide expertise and experience.

We are with you at all of the important stages of life, both your personal life and your company's life.



### Private

- You take out a loan
- You want to have good, long-term savings
- You want to secure your family's financial future in the event of your death
- You want to secure your old age/you're on your way to retirement
- You want to have prompt healthcare



### Company

- Employer liability
- Tax planning for your family in the event of your death
- Cash investment
- Organise financing
- Security for your employees/ motivate your employees

### **Occupational pension plan – an attractive employee benefit**

SEB's occupational pension plan includes pension, sickness insurance, private health insurance, accident insurance and family protection insurance for the company and its employees. It's an attractive employee benefit and peace-of-mind solution for both small and large companies. The plan is flexible and can be easily adapted to your company's and your employees' needs. One advantage is that premiums are paid based on the employee's rate of earnings. The costs are largely tax-deductible.

Our Internet-based services provide companies with a good overview and an efficient way to manage their insurance. With SEB's Internet banking service, the company can appoint a specific user to take care of insurance issues such as to report changes in salaries and changes in fixed premiums in the pension plan, get an overview and summary of policies and benefits for each employee, and view invoices at the summary and detailed levels.

#### **SEB across borders**

SEB has operations in some 20 countries. We can assist you with occupational pension solutions for employees in more countries than just Sweden. Through our own operations in SEB Pension in Denmark and via agency agreements, we can offer occupational pension solutions for companies with employees not just in Sweden, but also in Denmark, Norway and Finland.



### **SEB's occupational pension plan gives your company:**

- Easy administration
- Clear summaries
- Everything on a single invoice
- A comprehensive range

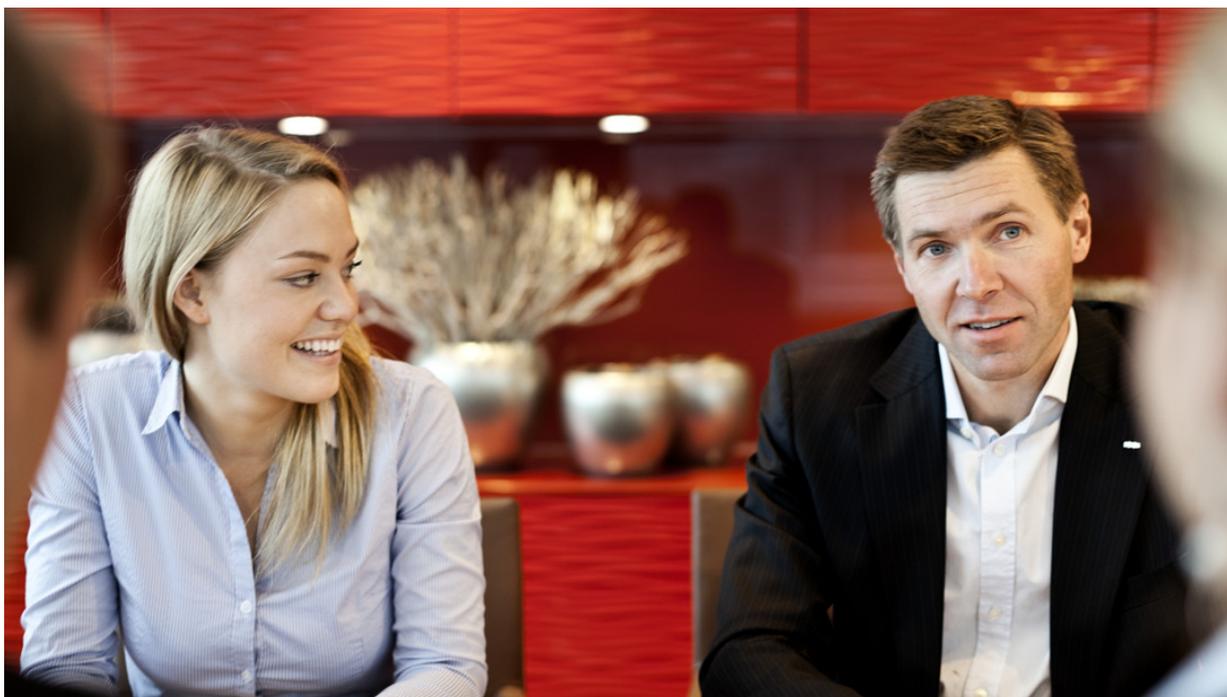
#### **Lönsam Hälsa – a healthier company**

As a business, investing in your employees' health is good personnel policy and good for your company's bottom line. The Lönsam Hälsa ("Profitable Health") concept means that your company will have lower sickness insurance premiums if your company works actively to improve the health of its employees, for example by offering good private health insurance and an active company health service. The premiums also drop as your sickness absenteeism goes down. Another way of reducing costs is our Absenteeism Service – an efficient system that helps you and your company to manage and process absenteeism. It simplifies the process for both your company and your employees when they fall ill.

#### **Our life insurance business in numbers**

- Market leader in Sweden, with a market share of 18%.
- Our third largest market is SEB Pension in Denmark which, calculated in terms of income from premiums, is the fourth largest life insurance company in the country.
- We also have operations in Ireland, Estonia, Latvia, and Lithuania, as well as branches in England, Finland and Luxembourg.
- Our Baltic state subsidiaries are primarily focused on unit-linked insurance, but also offer traditional insurance and sickness and accident insurance.
- Read more about SEB's life insurance business in SEB's annual report and annual review, both of which are available at [seb.se](http://seb.se)

” Sustainable development means to meet the needs of the present without compromising the ability of future generations to meet their own needs” - UN Brundtland Commission, 1987



### **Supportive relationships and sustainable development**

SEB provides financial services, manages financial risks and transactions, and assists businesses and private individuals to achieve their goals. We strive to create long-lasting, value-generating relationships with our customers. Understanding our customers' needs is one key to our success.

Our values help 17,000 employees meet their day with a common attitude. It gives us an internal compass to follow.

SEB's involvement with life insurance has roots stretching back to the 19th century. We are part of SEB, one of Europe's leading banks. This means that we can offer you the benefit of our long experience and broad expertise – something you won't easily find elsewhere.

Here at SEB, sustainable development means that we safeguard long-term, sustainable operations as a bank.

Our ambition is to make sustainability an integrated part of our business, that we include sustainability as a natural part in everything we do.

Our business is based on good ethics and governance, long-term relationships, and involved individuals who deliver on the company's strategies and handle the social and environmental consequences of our business. We want to support our customers, create value for our shareholders, and contribute to the economy as a whole; not in the least we want to be a positive force on the local markets where we operate.

To achieve this, we need to work closely together with customers, employees, investors, suppliers and other strategic partners. We want to be open and transparent, and intend to increase the possibilities to establish a frank and robust dialogue.

## Open around the clock

SEB is available to our customers around the clock, every day of the year. With SEB's Internet bank service, you can personally review your pension insurance. The Telephone Bank offers you personal service 24 hours a day in more than 20 languages. Personal advisors are available at any of our 600 branches. You can also contact an insurance broker or SEB's Customer Service by telephone on 077-11 11 800.

**seb.se**