

## Contents

Profit and Loss Account

Balance Sheet

Notes to the Profit and Loss Account

Notes to the Balance Sheet

Investment Allocation at Fair Value

Net Investment Income at Fair Value

Key Figures and Analyses

## Profit and Loss Account

Parent Company 1 000 €	1.1-31.12 2013	1.1-31.12 2012
<b>Technical account</b>		
<b>Premiums earned</b>		
Premiums written	452 773	458 154
<b>Investment income</b>	<b>176 494</b>	<b>180 980</b>
<b>Claims incurred</b>		
Claims paid	-436 378	-407 174
Change in provision for outstanding claims	-51 712	-48 475
<b>Claims incurred total</b>	<b>-488 090</b>	<b>-455 649</b>
<b>Change in provision for unearned premiums</b>		
Change in provision for unearned premiums	-27 328	-95 878
<b>Operating expenses</b>	<b>-13 973</b>	<b>-13 457</b>
<b>Investment expenses</b>	<b>-98 598</b>	<b>-73 029</b>
<b>Technical result</b>	<b>1 279</b>	<b>1 121</b>
<b>Non-technical account</b>		
<b>Direct taxes</b>		
Taxes for the accounting period and from previous periods	-310	-148
<b>Result on ordinary activities after taxes</b>	<b>969</b>	<b>973</b>
<b>Appropriations</b>		
Change in accelerated depreciation	-8	-8
<b>Result for the accounting period</b>	<b>961</b>	<b>965</b>

# Balance Sheet

## Assets

<b>Parent Company</b>	31.12	31.12
<b>1 000 €</b>	<b>2013</b>	<b>2012</b>

### Intangible assets

Intangible rights	228	245
Other capitalized expenditure	12	21
Advanced payments	4 137	3 789
	4 377	4 055

### Investments

Investments in real estate		
Real estate and shares in real estate	157 876	154 359
Loans to Group companies	125 792	85 725
	283 668	240 084

### Other investments

Stocks and shares	1 317 022	1 232 144
Debt securities	383 543	419 096
Loan receivables guaranteed by mortgages	10 912	12 777
Other loan receivables	15 376	20 826
	1 726 853	1 684 842

### Investments total

	2 010 521	1 924 926
--	-----------	-----------

### Debtors

Arising out of direct insurance operations		
Policyholders	36 856	43 382
Intermediaries	820	3 280
	37 676	46 663
Other debtors	5 141	1 633
	42 817	48 296

### Other assets

Tangible assets		
Furniture and fixtures	457	472
Other tangible assets	1 798	1 801
	2 256	2 273
Cash at banks and in hand	81 508	87 332
	83 764	89 605

### Accrued income

Interests and rents	7 857	10 026
Other accrued income	28 699	22 644
	36 556	32 671

### Total assets

	2 178 035	2 099 553
--	-----------	-----------

# Balance Sheet

## Liabilities

<b>Parent Company</b>	31.12	31.12
<b>1 000 €</b>	<b>2013</b>	<b>2012</b>

### Capital and reserves

Share capital	14 272	14 272
Share premium fund	372	372
Non-restricted funds	2 605	2 273
Result for the accounting period	961	965
	-----	-----
	18 211	17 882

### Accumulated appropriations

Depreciation difference	1 718	1 710
-------------------------	-------	-------

### Technical provisions

Provisions for unearned premiums - statutory pension insurance	1 176 215	1 148 888
Provision for outstanding claims - statutory pension insurance	961 593	909 881

<b>Technical provisions total</b>	<b>2 137 809</b>	<b>2 058 769</b>
-----------------------------------	------------------	------------------

### Creditors

Direct insurance creditors	226	351
Other creditors	8 811	8 123
	-----	-----
	9 037	8 474

<b>Accrued liabilities and deferred income</b>	<b>11 261</b>	<b>12 718</b>
	-----	-----

<b>Total liabilities</b>	<b>2 178 035</b>	<b>2 099 553</b>
	-----	-----

## Notes to Profit and Loss Account

Parent Company	31.12	31.12
1 000 €	2013	2012

### Premiums written - statutory employment pension insurance

#### Direct insurance

##### Basic insurance under the Employees Pensions Act (TyEL)

Employer contribution

299 789

304 857

Employee contribution

95 094

95 640

##### Additional pension insurance under the Employees Pensions Act (TEL)

381

536

##### Minimum cover under the Self-employed Persons' Pensions Act (YEL)

57 509

57 121

##### Additional pension insurance under the Self-employed

Persons' Pensions Act (YEL)

0

0

Premiums written

452 773

458 154

#### Credit loss on premiums due (-)

Employees Pensions Act (TyEL)

5 238

3 030

Self-employed Persons' Pensions Act (YEL)

693

709

5 930

3 740

### Claims paid - statutory pension insurance

#### Direct insurance

##### Paid to pensioners

Basic insurance under the Employees Pensions Act (TyEL)

300 235

275 714

Additional pension insurance under the Employees Pensions Act (TEL)

3 850

3 826

Minimum cover under the Self-employed Persons' Pensions Act (YEL)

55 344

50 780

Additional pension insurance under the Self-employed

Persons' Pensions Act (YEL)

1 055

1 035

360 484

331 355

##### Remuneration paid / received for liability distribution

Pensions paid under the Employees Pensions Act (TyEL)

90 161

83 336

Pensions paid under the Self-employed Persons' Pension Act (YEL)

1 461

3 377

Share of the unemployment insurance fund insurance contribution

-16 026

-13 595

Self-employed Persons' Pension Act (YEL) state share

-4 027

-1 698

State compensation pursuant to VEKL

-20

-11

71 550

71 409

Direct insurance total

432 034

402 765

Payout management expenses

3 965

3 931

Working capacity maintenance expenses

378

478

Total claims paid

436 378

407 174

## Notes to the Balance Sheet

Investments 31.12.2013 Parent company, 1 000 €	Residual acquisition cost	Book value	Current value
<b>Current value of investments and valuation difference</b>			
<b>Real estate investments</b>			
Real estate	9 980	9 980	14 528
Shares in group companies	131 092	131 856	206 443
Shares in participating interests	11 993	11 993	14 080
Other shares in real estate	3 968	3 968	5 177
Acquisition costs of leasehold on real estate	79	79	79
Loans to group companies	125 792	125 792	125 792
<b>Other investments</b>			
Shares and holdings	1 317 022	1 317 022	1 577 859
Debt securities	381 607	383 543	388 167
Loans guaranteed by mortgages	10 912	10 912	10 912
Other loan receivables	15 376	15 376	15 376
	<b>2 007 821</b>	<b>2 010 521</b>	<b>2 358 413</b>
-----			
The remaining acquisition cost of debt securities			
The remaining acquisition cost of debt securities			
value and acquisition price which is allocated to			
interest income (+) or deducted from it (-)	1 936		
-----			
The book value consists of			
Revaluations entered as income		132	
Other revaluations		632	
		<b>763</b>	
-----			
Difference between the current and book values			<b>347 892</b>
-----			

## Notes to the Balance Sheet

Parent company 1 000 €	2013	2012
<b>Changes in equity</b>		
Share capital		
Share capital I.I.	14 272	14 272
31.12. Number of shares 52 615	14 272	14 272
Share premium account		
Share premium account I.I.	372	372
31.12	372	372
Other equity		
Contingency fund I.I.	2 236	5 046
Acquisition of own shares, 2013: 0 shares - 2012: 1 share	0	0
Dividends to shareholders	0	-2 810
Transferred from profits from previous years	319	0
31.12.	2 554	2 236
Non-restricted reserve to be used by the Board of Directors I.I.		
Transferred from profits from previous years	37	12
Used for generally beneficial purposes	15	25
31.12.	-1	0
31.12.	51	37
Profit for the previous year		
Transferred to the contingency fund	965	1 161
Dividends to shareholders	-319	0
Transferred to the Board's non-restricted reserve	-631	-1 136
Result for the year	-15	-25
31.12.	961	965
31.12.	961	965
Total other equity 31.12.	3 566	3 238
Total equity 31.12.	18 211	17 882
The company has 1 redeemed own share on 31.12.2013.		
<b>Profit available for distribution 31.12.</b>		
Non-restricted equity, total 31.12.	3 566	3 237
Distributable earnings, total 31.12.	3 566	3 237
<b>Key figures pertaining to solvency</b>		
<b>Solvency capital (31.12.2013)</b>		
Capital and reserves after proposed profit distribution	17 519	
Voluntary provisions and accelerated depreciations	1 718	
Valuation difference between current value and book value of assets on the balance sheet	351 499	
Unallocated additional benefits provision	58 590	
Equalisation provision	116 197	
Intangible assets (-)	-4 377	
	541 144	
Minimum solvency capital required under the Employee Pension Insurance Companies Act (TVYL), sector 17	86 090	

Parent company 1 000 €	2013	2012
Solvency margin (31.12.2012)		
Capital and reserves after proposed profit distribution		17 199
Voluntary provisions and accelerated depreciations		1 710
Valuation difference between current value and book value of assets on the balance sheet		261 358
Unallocated additional benefits provision		98 153
Intangible assets and insurance acquisition costs not entered as expenses (-)		-4 055
Amount of provision for pooled claims treated equal to solvency capital		78 296
		452 660
Minimum solvency capital required under the Employee Pension Insurance Companies Act (TVYL), sector 17		37 582
Solvency capital excluding the amount of provision for pooled claims treated equal to solvency capital		374 364
The minimum amount of solvency capital for employment pension insurance companies excluding the temporary relief for 2008–2010 in accordance with the Act 853/2008		124 258
The equalisation provision for years with heavy losses is included in the technical provisions		124 151



## Investment Allocation at Fair Value

Parent Company	Market value				Risk position									
	31.12.2013		31.12.2012		31.12.2013		31.12.2012		31.12.2011		31.12.2010		31.12.2009	
	M €	%	M €	%	M €	%	M €	%	M €	%	M €	%	M €	%
<b>Fixed-income investments</b>	<b>1 085,1</b>	<b>44,4</b>	<b>1 169,8</b>	<b>51,4</b>	<b>1 023,8</b>	<b>41,8</b>	<b>1 105,0</b>	<b>48,6</b>	<b>985,5</b>	<b>49,0</b>	<b>875,1</b>	<b>41,9</b>	<b>1 008,8</b>	<b>54,3</b>
Loan receivables <sup>1)</sup>	26,4	1,1	34,0	1,5	26,4	1,1	34,0	1,5	38,0	1,9	35,4	1,7	45,8	2,5
Bonds	980,0	40,1	1 054,4	46,4	918,6	37,5	989,5	43,5	840,5	41,8	781,5	37,5	897,9	48,3
Other money market instruments and deposits <sup>1) 2)</sup>	78,8	3,2	81,4	3,6	78,8	3,2	81,4	3,6	107,1	5,3	58,2	2,8	65,2	3,5
<b>Equity investments</b>	<b>886,3</b>	<b>36,2</b>	<b>678,2</b>	<b>29,8</b>	<b>886,3</b>	<b>36,2</b>	<b>678,2</b>	<b>29,8</b>	<b>528,0</b>	<b>26,2</b>	<b>790,3</b>	<b>37,9</b>	<b>450,6</b>	<b>24,3</b>
Listed equities	758,4	31,0	573,8	25,2	758,4	31,0	573,8	25,2	471,2	23,4	746,5	35,8	417,7	22,5
Private equity <sup>3)</sup>	80,4	3,3	61,5	2,7	80,4	3,3	61,5	2,7	36,3	1,8	27,2	1,3	11,3	0,6
Unlisted equities <sup>4)</sup>	47,5	1,9	43,0	1,9	47,5	1,9	43,0	1,9	20,5	1,0	16,6	0,8	21,6	1,2
<b>Real estate investments</b>	<b>426,9</b>	<b>17,4</b>	<b>367,0</b>	<b>16,1</b>	<b>426,9</b>	<b>17,4</b>	<b>367,0</b>	<b>16,1</b>	<b>358,1</b>	<b>17,8</b>	<b>354,0</b>	<b>17,0</b>	<b>372,3</b>	<b>20,0</b>
Direct real estates	366,1	15,0	305,6	13,4	366,1	15,0	305,6	13,4	305,9	15,2	305,5	14,6	326,7	17,6
Real estate funds	60,8	2,5	61,4	2,7	60,8	2,5	61,4	2,7	52,2	2,6	48,5	2,3	45,5	2,5
<b>Other investments</b>	<b>48,4</b>	<b>2,0</b>	<b>59,9</b>	<b>2,6</b>	<b>48,4</b>	<b>2,0</b>	<b>59,9</b>	<b>2,6</b>	<b>49,2</b>	<b>2,4</b>	<b>61,8</b>	<b>3,0</b>	<b>26,0</b>	<b>1,4</b>
Hedge funds <sup>5)</sup>	0,0	0,0	9,9	0,4	0,0	0,0	9,9	0,4	12,8	0,6	61,8	3,0	26,0	1,4
Commodities	0,0	0,0	2,9	0,1	0,0	0,0	2,9	0,1	0,0	0,0	0,0	0,0	0,0	0,0
Other investments <sup>6)</sup>	48,4	2,0	47,1	2,1	48,4	2,0	47,1	2,1	36,4	1,8	0,0	0,0	0,0	0,0
<b>Total investments</b>	<b>2 446,6</b>	<b>100,0</b>	<b>2 275,0</b>	<b>100,0</b>	<b>2 385,3</b>	<b>97,5</b>	<b>2 210,2</b>	<b>97,1</b>	<b>1 920,8</b>	<b>95,5</b>	<b>2 081,1</b>	<b>99,8</b>	<b>1 857,7</b>	<b>100,0</b>
Effect of derivatives <sup>7)</sup>					61,4	2,5	64,9	2,9	91,1	4,5	4,9	0,2	0,0	0,0
<b>Investment allocation at fair value</b>					<b>2 446,6</b>	<b>100,0</b>	<b>2 275,0</b>	<b>100,0</b>	<b>2 011,9</b>	<b>100,0</b>	<b>2 086,0</b>	<b>100,0</b>	<b>1 857,7</b>	<b>100,0</b>
<b>Modified duration of bond investments</b>	<b>3,5</b>													

<sup>1)</sup> Includes accrued interest

<sup>2)</sup> Includes cash at bank and in hand and consideration receivables and debt

<sup>3)</sup> Includes private equity funds and mezzanine funds

<sup>4)</sup> Includes unlisted real estate investment companies

<sup>5)</sup> Includes all types of hedge fund units despite of the fund's strategy

<sup>6)</sup> Includes items that cannot be allocated to other investment groups

<sup>7)</sup> Includes the effect of derivatives on the difference between risk position and market value. The effect may be positive or negative (+/-). After the correction of the effect of derivatives the risk position and the market value equals.

## Net Investment Income at Fair Value

Parent company 2013	Net Investment Income at fair value <sup>7)</sup>		ROCE %	ROCE %	ROCE %	ROCE %	ROCE %
	M€	1.1 - 31.12.2013	M€	1.1 - 31.12.2012	1.1 - 31.12.2011	1.1 - 31.12.2010	1.1 - 31.12.2009
		M€	M€	M€	%	%	%
<b>Fixed-income investments</b>	<b>16,6</b>	<b>1 069,5</b>	<b>1,5 %</b>	<b>11,7 %</b>	<b>3,0 %</b>	<b>6,2 %</b>	<b>6,7 %</b>
Loan receivables <sup>1)</sup>	0,9	30,5	2,8 %	3,6 %	3,1 %	3,4 %	2,7 %
Bonds	15,5	979,6	1,6 %	12,5 %	3,3 %	6,7 %	7,9 %
Other money market instrument and deposits <sup>1) 2)</sup>	0,3	59,4	0,4 %	0,8 %	0,8 %	0,5 %	1,5 %
<b>Equity investments</b>	<b>125,4</b>	<b>750,9</b>	<b>16,7 %</b>	<b>13,9 %</b>	<b>-19,7 %</b>	<b>23,8 %</b>	<b>32,1 %</b>
Listed equities	116,7	638,3	18,3 %	15,4 %	-21,2 %	24,6 %	45,3 %
Private equities <sup>3)</sup>	4,8	69,1	7,0 %	7,0 %	2,3 %	12,2 %	-21,7 %
Unlisted equities <sup>4)</sup>	3,9	43,5	8,9 %	1,7 %	3,8 %	9,5 %	7,8 %
<b>Real estate investments</b>	<b>24,3</b>	<b>416,5</b>	<b>5,9 %</b>	<b>7,9 %</b>	<b>7,6 %</b>	<b>7,5 %</b>	<b>5,2 %</b>
Direct real estates	20,8	356,7	5,8 %	6,7 %	7,8 %	7,3 %	5,7 %
Real estate funds	3,5	59,8	5,9 %	13,6 %	6,7 %	8,8 %	-3,8 %
<b>Other investments</b>	<b>4,3</b>	<b>51,7</b>	<b>8,4 %</b>	<b>3,6 %</b>	<b>-3,7 %</b>	<b>-6,4 %</b>	<b>1,0 %</b>
Hedge funds <sup>5)</sup>	-0,3	5,1	-5,3 %	-7,1 %	-15,3 %	-6,4 %	1,0 %
Commodities	-	-	-	-9,8 %	-	-	-
Other investments <sup>6)</sup>	4,6	46,6	9,8 %	7,6 %	14,0 %	-	-
<b>Total investments</b>	<b>170,7</b>	<b>2 288,6</b>	<b>7,5 %</b>	<b>11,4 %</b>	<b>-4,8 %</b>	<b>11,7 %</b>	<b>11,0 %</b>
Unallocated income, costs and operating expenses	-2,2		-0,1 %	-0,1 %	-0,2 %	-0,2 %	-0,1 %
<b>Net investment income at fair value, total</b>	<b>168,5</b>		<b>7,4 %</b>	<b>11,3 %</b>	<b>-4,9 %</b>	<b>11,5 %</b>	<b>10,8 %</b>

<sup>1)</sup> Includes accrued interest

<sup>2)</sup> Includes cash at bank and in hand and consideration receivables and debt

<sup>3)</sup> Includes private equity funds and mezzanine funds

<sup>4)</sup> Includes unlisted real estate investment companies

<sup>5)</sup> Includes all types of hedge fund units despite of the fund's strategy

<sup>6)</sup> Includes items that cannot be allocated to other investment groups

<sup>7)</sup> Change in market value between the beginning and the end of the reporting period less cash flow during the period.

Cash flow = difference between sales/revenues and purchases/costs

<sup>8)</sup> Capital employed = market value in the beginning of the accounting period + daily/monthly time weighted cash flows

## Key figures and analyses

Parent company (M€)	2013	2012	2011	2010	2009
<b>Key figures in brief</b>					
Premiums written	452,8	458,2	423,6	380,4	371,6
Pension payments made <sup>1)</sup>	432,0	402,8	370,5	336,0	317,2
Net investment income at fair value	169,2	229,5	-102,4	214,4	181,6
ROCE, %	7,4 %	11,3 %	-4,9 %	11,5 %	10,8 %
Turnover	536,6	569,8	425,2	519,6	499,7
Total operating expenses	22,3	22,4	22,3	21,4	20,1
% of turnover	4,2 %	3,9 %	5,2 %	4,1 %	4,0 %
Total operating expenses less investment management charges and work capacity maintenance costs, % from Employees Pension Act (TyEL) and Self-Employed Persons Pensions' Act (YEL) payroll	0,9 %	0,8 %	0,8 %	0,9 %	0,9 %
Total profit	52,1	149,9	-155,1	143,2	88,8
Technical provisions	2 137,8	2 058,8	1 914,4	1 882,7	1 722,1
Solvency capital <sup>2)</sup>	541,1	452,7	310,8	459,1	333,5
% of technical provisions <sup>3)</sup>	27,6 %	24,1 %	17,7 %	27,3 %	21,3 %
in relation to solvency limit	2,1	2,4	2,3	2,4	3,0
Equalisation provision	116,2	124,2	119,4	130,1	114,2
Pension assets <sup>4)</sup>	2 489,3	2 320,1	2 055,0	2 124,4	1 884,0
Transfer to bonuses and rebates	5,6	4,8	3,4	5,2	3,9
% of Employees Pensions Act (TyEL) payroll	0,32 %	0,27 %	0,20 %	0,33 %	0,26 %
Employees Pensions Act (TyEL) payroll	1 601,1	1 618,4	1 525,3	1 429,2	1 367,4
Self-Employed Persons' Pensions Act (YEL) payroll	252,1	249,4	240,9	226,9	232,2
Employees Pensions Act (TyEL) policies <sup>5)</sup>	6 791	6 991	7 193	7 538	7 907
Insured under Employees Pensions Act (TyEL)	53 339	54 331	55 181	56 635	54 985
Self-Employed Persons Pensions Act (YEL) policies	10 870	11 290	11 671	11 727	12 342
Pension recipients	28 424	27 581	27 000	26 141	25 227

<sup>1)</sup> Payments made and recorded in the income statement, without management charges and work capacity maintenance expenses

<sup>2)</sup> Until year 2012 solvency capital was calculated according to the regulations in force at the time (other solvency key figures follows same principles)

<sup>3)</sup> The ratio was calculated as a percentage of the technical provisions used in calculating the solvency border

<sup>4)</sup> Technical provisions + differences between current and book value

<sup>5)</sup> Insurance policies of employers that have concluded insurance contracts

### Performance analysis

<b>Sources of profit</b>					
Underwriting result	-6,8	6,0	-8,5	16,5	-3,0
Investment result at current value	57,2	142,1	-148,6	124,6	89,4
+ Net investment income at current value + other interest items	169,2	229,5	-102,4	214,4	181,6
-Yield requirement on technical provisions	-112,0	-87,4	-46,2	-89,8	-92,2
Loading profit	1,6	1,8	2,0	2,2	2,4
Profits, total	52,1	149,9	-155,1	143,2	88,8
<b>Disposal of profits</b>					
Increase/ decrease solvency (+/-)	45,4	144,3	-160,6	137,6	84,3
Equalisation provision (+/-)	-6,1	3,3	-11,8	16,0	-4,2
Change in provision for future bonuses	-39,6	19,2	-48,7	40,8	30,5
Change in difference between current and book value	90,1	120,8	-101,1	79,7	56,9
Change in accumulated appropriations	0,0	0,0	-0,2	0,0	0,3
Profit for the financial year	1,0	1,0	1,2	1,0	0,8

## Key Figures and Analyses

Parent company M€	2013	2012	2011	2010	2009
<b>Loading profit</b>					
Expense loading components	17,4	17,4	16,9	16,5	16,0
Premium components available to be used to cover operating expenses resulting from claims settlements	0,7	0,6	0,6	0,6	0,6
Other income	0,2	0,2	0,2	0,5	0,4
Total loading profit	18,3	18,2	17,7	17,6	17,0
Activity-based operating expenses <sup>1)</sup>	-16,7	-16,4	-15,7	-15,4	-14,6
Other expenses	0,0	0,0	0,0	0,0	0,0
Total operating expenses	-16,7	-16,4	-15,7	-15,4	-14,6
Loading profit, total	1,6	1,8	2,0	2,2	2,4
Operating expenses as a percentage of loading profit	91,0 %	89,9 %	88,7 %	87,4 %	85,9 %
<sup>1)</sup> Excluding operating expenses related to investments and working capacity maintenance and statutory charges					
<b>Expenses for maintenance of working capacity</b>					
Premiums written; the administrative cost component of the disability risk	0,5	0,5	0,5	0,5	0,4
Claims incurred; expenses for maintenance of working capacity	0,4	0,5	0,5	0,4	0,5
Expenses for maintenance of working capacity / the administrative cost component of the disability risk, %	73,3 %	92,3 %	96,2 %	97,6 %	129,8 %

## Key figures and analyses

Parent company (M€)	2013	2012	2011	2010	2009
Transfer to bonuses and rebates	4,9	4,2	3,0	4,6	3,4
Transfer to bonuses and rebates (coassurance)	1,7	1,4	2,5	1,1	1,1
<b>Total</b>	<b>52,1</b>	<b>149,9</b>	<b>-155,1</b>	<b>143,2</b>	<b>88,8</b>

### Solvency

Solvency capital and limits (% of the technical provisions used in calculating the solvency border)					
Solvency border	13,2 %	10,1 %	7,8 %	11,4 %	7,1 %
Maximum amount of solvency capital <sup>1)</sup>	52,7 %	40,3 %	31,2 %	45,7 %	28,4 %
Solvency capital <sup>2)</sup>	21,7 %	-	-	-	-
Solvency capital (solvency ratio) <sup>3)</sup>	27,6 %	24,1 %	17,7 %	27,3 %	21,3 %

<sup>1)</sup> Maximun solvency capital until year 2012

<sup>2)</sup> Reported since year 2013

<sup>3)</sup> Until year 2012 solvency capital was calculatated according to the regulations in force at the time (other solvency key figures follows same principles)