

Press release of 17 May 2023

## **2022 annual results: Groupe Mutuel has acquired 67,500 new customers.**

**Excellent business results (+67,500 insured persons for basic insurance and +1,000 companies which have placed their trust in us) in a context where financial results are impacted by financial markets and the continuing increase in health costs. The Board of Groupe Mutuel welcomes a new member.**

Groupe Mutuel has strengthened its position as the third health insurer in Switzerland with the acquisition of more than 67,500 new customers for basic health insurance. This result represents a commercial success for the insurer. *"We have strengthened our position and passed the one million mark for compulsory health insurance. This is excellent news",* said Karin Perraudin, President of the Board of Groupe Mutuel. *"This success marks the renewal of Groupe Mutuel, as reflected in particular by its new brand that was launched in March 2022, and which is greatly appreciated, especially in the Swiss-German part of Switzerland",* continued Thomas Boyer, CEO of Groupe Mutuel. *"These excellent business results are confirmation of the transformation and strategy implemented over the last few years",* said Karin Perraudin. *"But one must remain humble and cautious. The Swiss health system is of great quality, but its financing is very uncertain",* she added.

The Life insurance sector has also continued to grow, and Corporate insurance and occupational pension provision have continued to produce excellent results. *"In five years, turnover for these activities has increased by 35% and the number of insured companies is now 28,000",* enthused Thomas Boyer. For Karin Perraudin, growth in this sector *"is also a sign that our intended diversification strategy has been successful. In an increasingly competitive market and with a very volatile economy, it is essential to continue to seek and find new outlets in order to maintain jobs and consolidate the financial strength of Groupe Mutuel."*

### **Financial results impacted by markets and increasing health costs**

Financial results have been strongly impacted by the collapse of the financial markets combined with a further sharp rise in health costs: + 6,3% in 2021 and + 3% in 2022. These two factors have severely affected Groupe Mutuel's financial results, which show a consolidated loss of CHF 487 million.

The decline in the financial markets, of around 10%, is due in particular to the war in Ukraine and the return of inflation. For the first time since the 1970s, all asset categories without exception (equities, bonds, real estate) have suffered heavy losses at the same time and to the same extent. This unprecedented situation is further reinforced by uncertainties about the prices of energy and consumer goods. This extraordinary situation is impacting the entire economy. *"For equities and bonds, financial losses remain virtual losses, since, as long as one does not sell, one does not lose. However, if the current situation were to continue, then more serious problems could arise",* warned Thomas Boyer, CEO of Groupe Mutuel. Therefore, the strong commercial growth and increase in turnover in all areas of the company is somewhat tarnished by the financial results.

In private insurance (LCA/VVG), turnover has increased sharply, and the launch of the new Premium supplemental insurance has been a great success. The number of insured persons attracted by this new offer was twice as high as the targets set.

Business activities for the life insurance sector also continued to grow and achieved a stable performance in a tense market. This growth is due in particular to the success of the new VarialInvest product, which accounted for 36% of new business in 2022.

*"The launch of new products, which have clearly met the market's expectations, has largely contributed to our commercial success. In basic insurance, for example, our new alternative model PrimaFlex, which puts the focus on prevention and generic medicines, has attracted 44% of our new customers", confirmed Thomas Boyer. All insurance lines combined, Groupe Mutuel is at the service of more than 1.36 million customers.*

## Concerns about rising health costs

After a short respite in 2020, health costs are rising steadily and in worrying proportions. +6.3% in 2021, +3% in 2022 and, for the beginning of 2023, the first trends show an increase of more than 7%. *"Without measures to curb this increase in costs, our health system will break down",* said Thomas Boyer. The costs of medicines and hospital stays are experiencing the most significant increases.

The prices of medicines, especially generics, are 40% more expensive than abroad and the volume of medical procedures is constantly increasing. *"We must take action, especially on the price of medicines and unnecessary medical procedures. In Switzerland, we perform almost twice as many knee replacements as the OECD average and we have the highest hospital density in Europe. We have, for example, three times as many hospital beds as Denmark. The use of certain medicines and medical practices, as shown by the Swiss Health Care Atlas, also vary greatly from one region of our country to another. All of these realities have a significant financial cost for the Swiss population, particularly for premium payers",* explained Thomas Boyer. With inflation continuing to weigh on health costs in the coming months, the outlook for the 2024 premiums is not very positive.

## New Board member

Having served on the Board of Groupe Mutuel since 2015, Urs Schwaller has now decided to step down. To replace him, Groupe Mutuel proposes the appointment of Petra Feigl-Fässler, a Human Resources specialist. Ms Feigl-Fässler is currently a member of the Board and Head of HR at Migros Industrie. She has spent most of her career in the HR world of major companies in German-speaking Switzerland (NZZ Mediengruppe, Nobel Biocare and Syngenta) and was previously a business consultant for Accenture. She is a member of the Board of HIG Immobilien. Her application will be presented for nomination at the next general meeting of Groupe Mutuel Holding SA in June 2023.



## Media contact person

Lisa Flückiger, Spokesperson for German-speaking Switzerland  
Tel. 058 758 90 04, Mobile 079 534 77 26, [lflueckiger@groupemutuel.ch](mailto:lflueckiger@groupemutuel.ch)

## About Groupe Mutuel

With over 2,800 employees throughout Switzerland, Groupe Mutuel is at the service of 1.36 million private customers and 28,000 companies.

As the only comprehensive insurer in Switzerland, Groupe Mutuel is the reference partner in the field of health and pension benefits for private and corporate customers. Its turnover exceeds CHF 5.3 billion. Thanks to tailored solutions, whether in basic insurance (LAMal/KVG) or supplemental insurance (LCA/VVG), it is the third largest health insurer in Switzerland.

Groupe Mutuel also offers an extensive range of products for individual pension benefits and patrimony insurance. Based in Martigny, the insurer offers companies of all sizes solutions for loss of earnings in the event of illness, accident insurance (LAA/UVG) and occupational pension plans (LPP/BVG).

In the field of health insurance for companies, Groupe Mutuel is ranked fifth nationwide.