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Corporate Communications  
S-103 50 Stockholm, Sweden  
Telephone +46-8-788 10 00  
Telefax +46-8-788 23 80  
[www.skandia.se](http://www.skandia.se)

Office:  
Sveavägen 44

## **February sales SEK 12.0 billion<sup>\*)</sup>**

Skandia's sales through February amounted to SEK 25.0 billion (36.5). In addition to sales of SEK 25.0 billion, paid-in premiums to Skandia Liv totalled SEK 2.9 billion (2.2).

The continued negative trend and turbulence in the stock markets have had an adverse effect on sales in 2001.

Of total sales, SEK 16.4 billion (23.4) pertain to unit linked assurance, SEK 7.1 billion (11.6) to mutual fund savings products, and SEK 1.1 billion (1.1) to direct sales of funds.

In the USA, sales of variable annuities amounted to USD 0.8 billion (1.6), and sales of mutual funds totalled USD 0.5 billion (1.1).

In the UK, sales amounted to GBP 0.5 billion (0.5), and in Sweden, sales by SkandiaLink totalled SEK 1.7 billion (1.9). Sales in new markets totalled SEK 2.6 billion (3.1).

Recalculated to average exchange rates, sales were favourably affected by currency movements in the amount of SEK 1.5 billion.

Sales figures for the month of March will be released on 18 April 2001.

For further information, please contact:

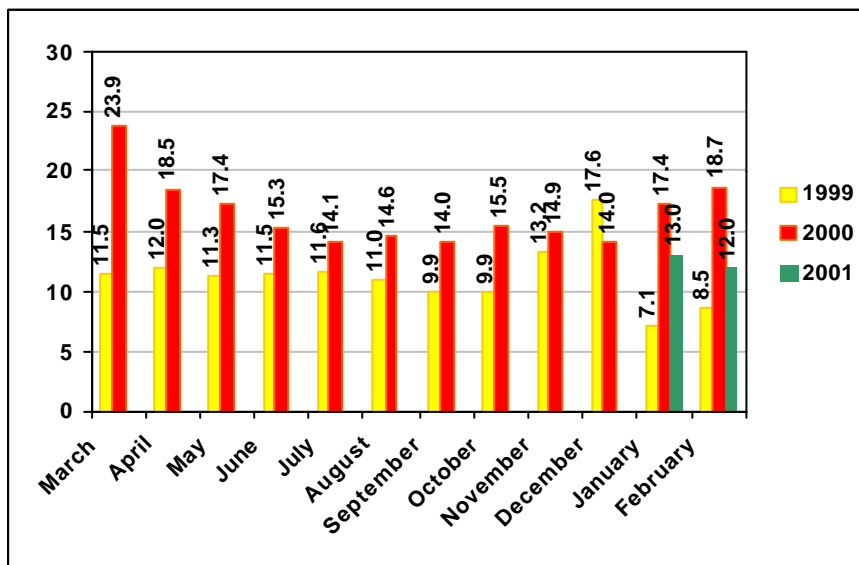
Harry Vos, Head of Investor Relations, tel +46-8-788 3643

<sup>\*)</sup> All comparison figures pertain to the corresponding period a year earlier, unless otherwise indicated.

**Appendix: Sales per month and exchange rates in 2001 and 2000**

Sales per month <sup>1)</sup> (SEK billion)	2001	2000
<b>January:</b>		
Insurance and mutual funds	12.3	16.7
Direct sales of funds	0.7	0.7
<b>Total January</b>	<b>13.0</b>	<b>17.4</b>
<b>February:</b>		
Insurance and mutual funds	11.6	18.7
Direct sales of funds	0.4	0.4
<b>Total February</b>	<b>12.0</b>	<b>19.1</b>
<b>Insurance and mutual funds</b>		
March		23.9
April		18.5
May		17.4
June		15.3
July		14.1
August		14.6
September		14.0
October		15.5
November		14.9
December		14.0

<sup>1)</sup> Sales pertain to paid-in premiums and deposits in funds from Skandia's customers. Therefore, sales also include direct sales of funds. The comparison figures for January and February 2000 have been adjusted for direct sales of funds. The other months of 2000 have not yet been recalculated in this respect.

**Sales per month  
SEK billion**


<b>Exchange rates</b>		<b>2001 28 Feb.</b>	<b>2001 31 Jan.</b>	<b>2000 31 Dec.</b>	<b>2000 28 Feb.</b>	<b>2000 31 Jan.</b>
<b>SEK</b>						
<b>EUR</b>	<b>Closing rate</b>	9.07	8.85	8.86	8.42	8.58
<b>EUR</b>	<b>Average rate</b>	8.93	8.90	8.45	8.55	8.60
<b>GBP</b>	<b>Closing rate</b>	14.22	13.89	14.22	13.87	14.21
<b>GBP</b>	<b>Average rate</b>	14.08	14.01	13.86	13.87	13.89
<b>USD</b>	<b>Closing rate</b>	9.85	9.50	9.54	8.72	8.76
<b>USD</b>	<b>Average rate</b>	9.59	9.47	9.17	8.56	8.47
<b>JPY</b>	<b>Closing rate</b>	0.085	0.082	0.083	0.079	0.082
<b>JPY</b>	<b>Average rate</b>	0.082	0.081	0.085	0.080	0.081