# Full Year 2007 Earnings

**February 28, 2008** 



Be Life Confident

# **Cautionary statements concerning forward-looking statements**

Certain statements contained herein are forward-looking statements including, but not limited to, statements that are predications of or indicate future events, trends, plans or objectives. Undue reliance should not be placed on such statements because, by their nature, they are subject to known and unknown risks and uncertainties. Please refer to AXA's Annual Report on Form 20-F and AXA's Document de Référence for the year ended December 31, 2006, for a description of certain important factors, risks and uncertainties that may affect AXA's business. In particular, please refer to the section "Special Note Regarding Forward-Looking Statements" in AXA's Annual Report on Form 20-F. AXA undertakes no obligation to publicly update or revise any of these forward-looking statements, whether to reflect new information, future events or circumstances or otherwise.



# **Definitions**

2007 financial statements are subject to completion of audit procedures by AXA's independent auditors.

AXA's FY07 results have been prepared in accordance with IFRS and interpretations applicable and endorsed by the European Commission at year-end 2007.

Adjusted earnings, underlying earnings, Life & Saving EEV, Group EV and NBV are non-GAAP measures and as such are not audited, may not be comparable to similarly titled measures reported by other companies and should be read together with our GAAP measures. Management uses these non-GAAP measures as key indicators of performance in assessing AXA's various businesses and believes that the presentation of these measures provides useful and important information to shareholders and investors as measures of AXA's financial performance. For a reconciliation of underlying and adjusted earnings to net income see page 39 of this presentation.

AXA Life & Savings EEV consists of the following elements: (i) Life & Savings Adjusted Net Asset Value (ANAV) which represents tangible net assets. It is derived by aggregating the local regulatory (statutory) balance sheets of the life companies and reconciled with the Life & Savings IFRS shareholders' equity. (ii) Life & Savings Value of Inforce (VIF) which represents the discounted value of the local regulatory (statutory) profits projected over the entire future duration of existing liabilities.

Life & Savings New Business Value (NBV) is the value of the new business sold during the calendar year. The new business value includes both the initial cost (or strain) to sell new business and the future earnings and return of capital to the shareholder.

AXA Group EV is the Sum of Life & Savings EEV and Other Business Tangible Net Asset Value.



# **Important notes**

- The definition of change on a comparable basis is :
  - For activity indicators, constant exchange rates and scope (notably, Winterthur's contribution is included in 2006 and 2007 figures)
  - ▶ For earnings and profitability indicators, constant exchange rates (excluding Winterthur both in 2006 and 2007 figures)
- AXA's FY06 earnings presented in this document reflect the following change:
  - ▶ Following the announcement by AXA of its exit of the Dutch market, AXA Netherlands earnings have been reclassified to "discontinued operations"

Total impact on **earnings** is:

| Euro million             | Published | Restated | Delta |
|--------------------------|-----------|----------|-------|
| FY06 Underlying earnings | 4,010     | 3,919    | (91)  |
| FY06 Adjusted earnings   | 5,140     | 5,026    | (114) |
| FY06 Net Income          | 5,085     | 5,085    |       |



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# FY 2007 key highlights

Sustained organic growth



Successful integration of Winterthur

Strong
financial
performance

Revenues

+20%

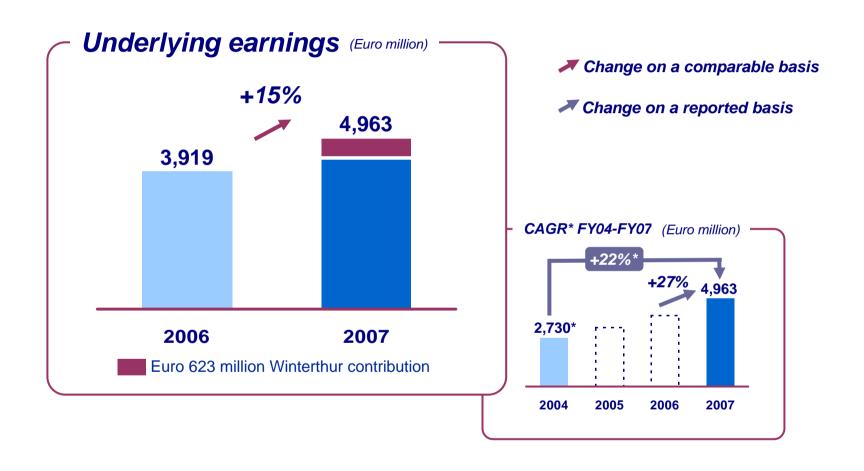
Underlying earnings

+27%

Adjusted earnings

+22%

## **AXA** continued its strong operating performance in 2007...

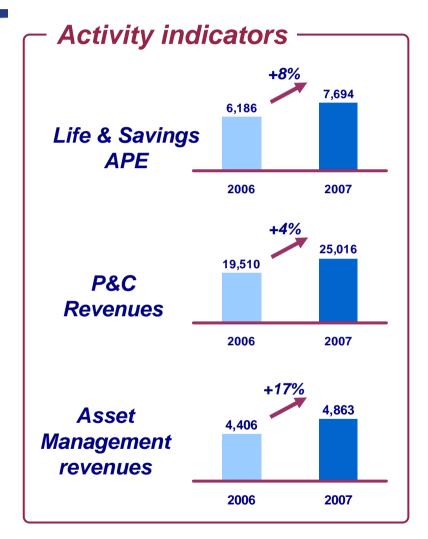


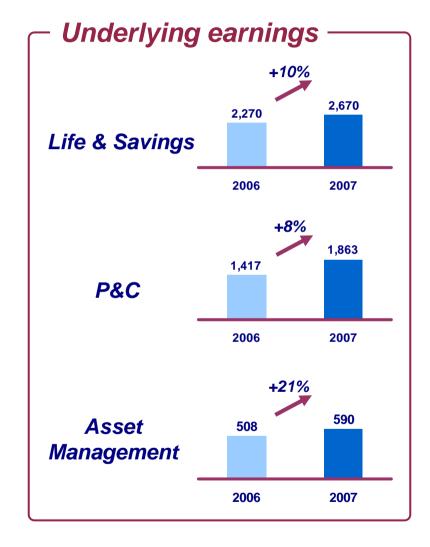


Changes are on a comparable basis which corresponds:

- for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)
- for earnings, to constant exchange rates excluding Winterthur
- Changes are on a reported basis

### ... with earnings growing at a faster rate than top line...







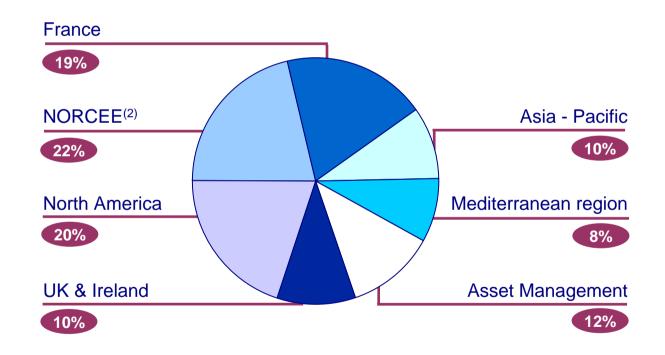
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- for earnings, to constant exchange rates excluding Winterthur

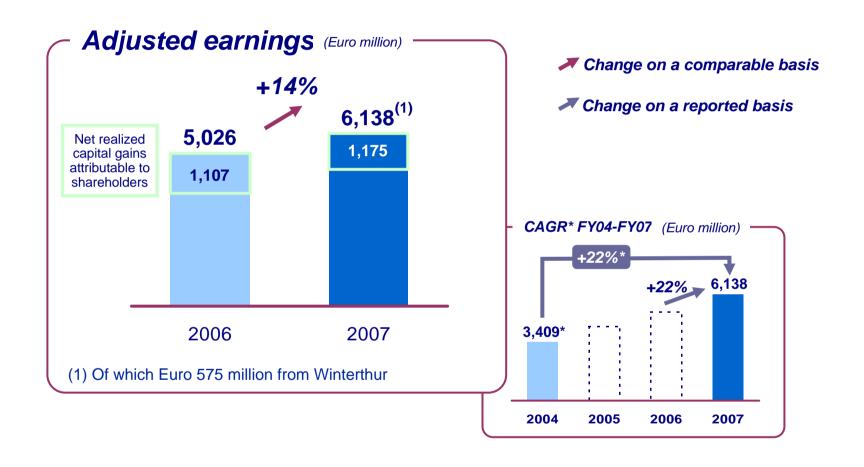
### ...and supported by a diversified global platform

# Geographic breakdown of underlying earnings<sup>(1)</sup>





### Net realized capital gains were in line with last year...

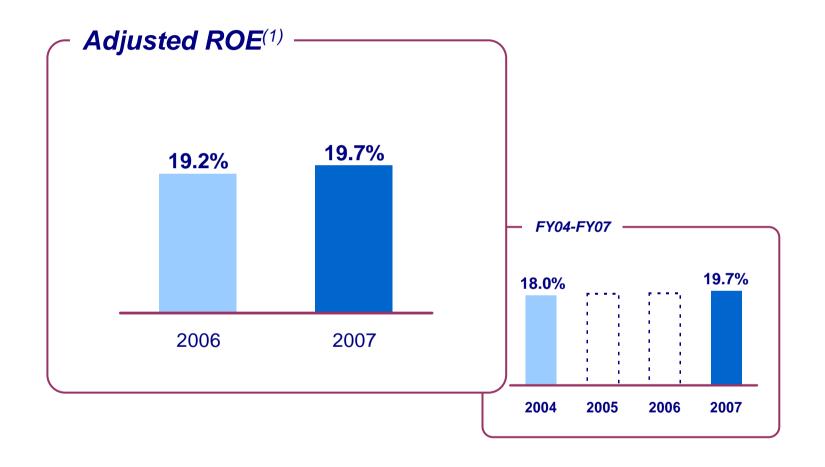




Changes are on a comparable basis which corresponds:

- for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)
- for earnings, to constant exchange rates excluding Winterthur
- Changes are on a reported basis
- \* Compound Annual Growth Rate is calculated on a reported basis with FY04 adjusted earnings gross of TSS/TSDI

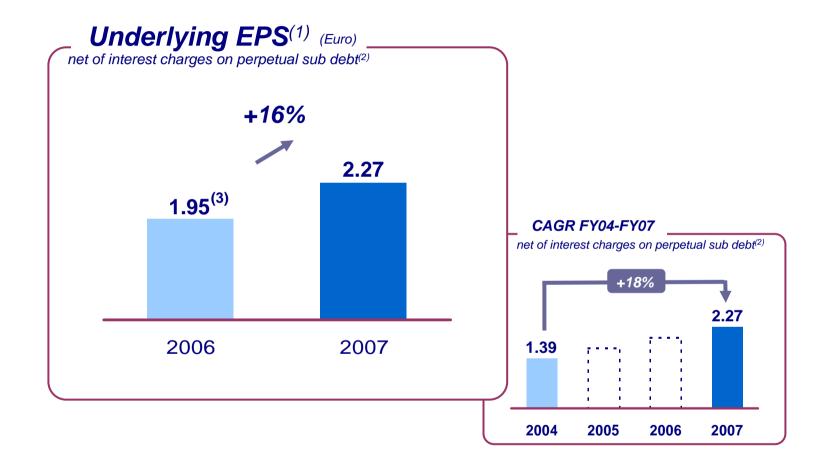
## ... leading to a strong ROE





<sup>(1)</sup> Return corresponds to adjusted earnings net of interest charges on perpetual debt. Equity corresponds to average shareholders' equity excluding perpetual debt and reserves related to change in fair value.

# **Underlying earnings growth per share outpaced Ambition 2012 target**



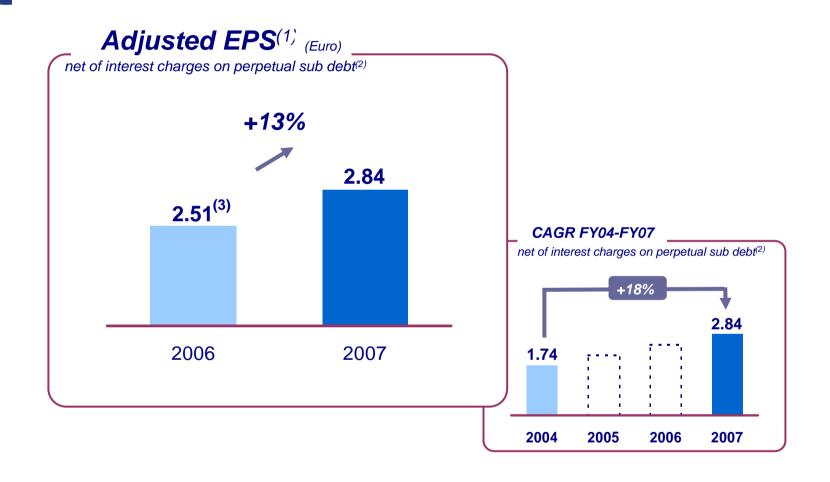
Growth and CAGR (Compound Annual Growth Rate) are on a reported basis.

<sup>(1)</sup> Fully diluted. Following the capital increase related to Winterthur acquisition, the weighted average 2006 number of fully diluted shares has been restated (IAS 33 §26) by using an adjustment factor of 1.019.

<sup>(2)</sup> Perpetual sub debt (TSS and TSDI) are accounted for as equity under IFRS, the charges are not included in AXA's earnings.

FINANCIAL (3) As published (Dutch operations not restated).

### Solid Adjusted earnings per share growth...



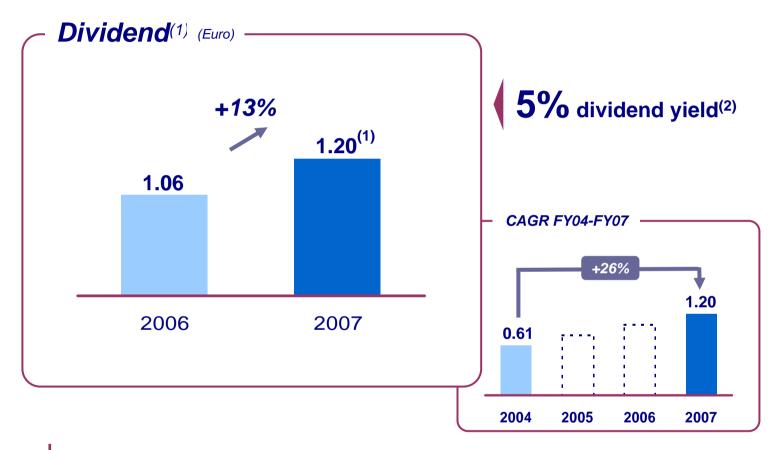
Growth and CAGR (Compound Annual Growth Rate) are on a reported basis.

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<sup>(2)</sup> Perpetual sub debts (TSS and TSDI) are accounted for as equity under IFRS, the interest charges are not included in AXA's earnings.

FINANCIAL (3) As published (Dutch operations not restated).

# ...leading to a proposed dividend increase of 13% to Euro 1.20 per share

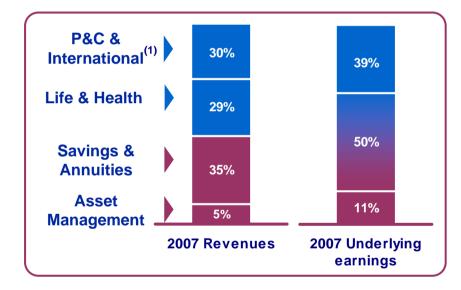




Proposed dividend represents a pay-out ratio of 42% of adjusted earnings<sup>(3)</sup>, at the low end of the 40-50% target range.

#### Market turbulence has not had a major impact on AXA

# Our business model in financial protection is clear ...



No investment banking type activity

...and the way we operate is relevant in the current environment

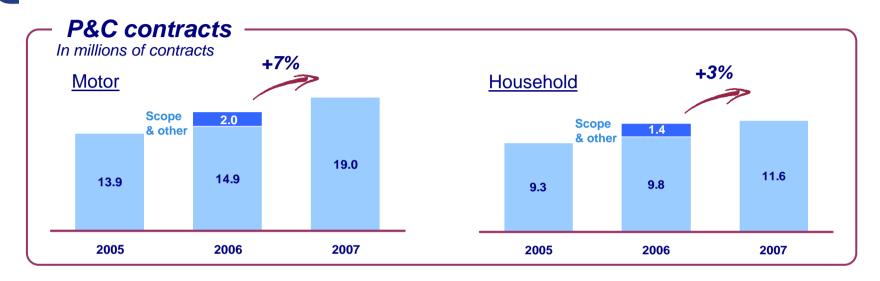
Highly diversified & quality assets

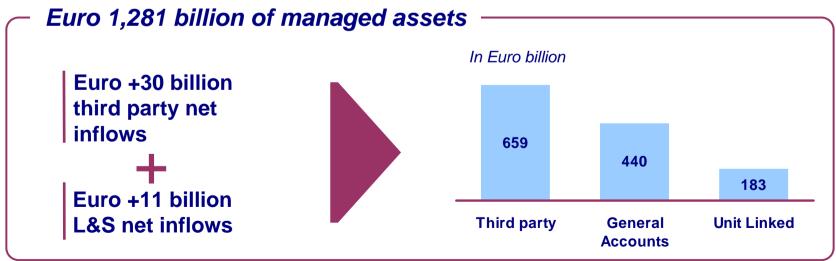
No significant duration mismatch

Euro - 0.6<sup>(2)</sup> billion impact from ABS mark to market



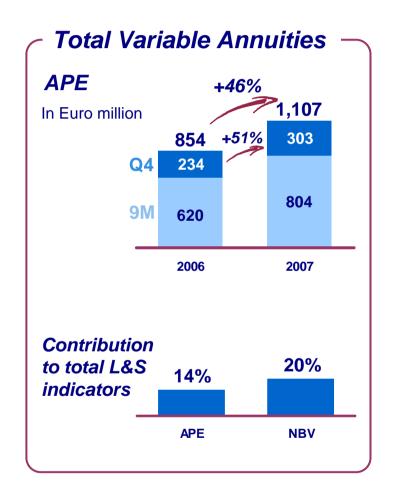
# Throughout 2007 AXA attracted new clients and generated strong positive cash-flows...

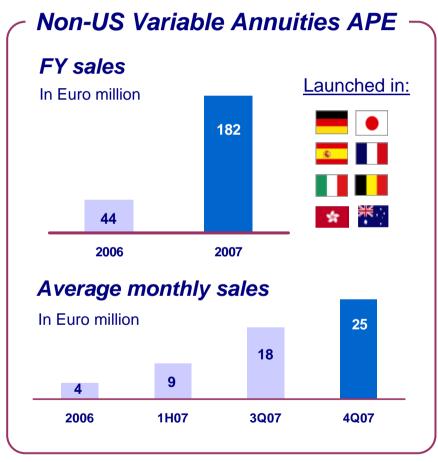






# ... with strong momentum in unit linked business, notably in Variable Annuities with secondary guarantees...







### ... and a successful Winterthur integration

#### Positive business momentum



- ▶ 13% market share in Indiv. life with growth accelerating (FY07 IL APE up 16% vs. 9% in 9M07)
- Successful change in distribution model: all salaried sales force becoming tied-agents



- ▶ +2% growth in P&C while market is down
- ▶ +4% in Health while market is up 2.5%
- Implementation of the Motor dual offer in Winterthur networks



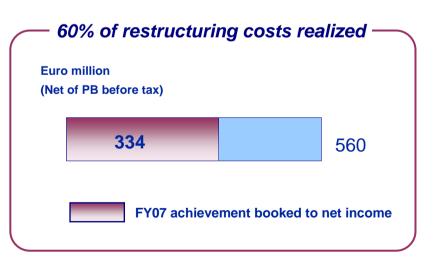
- ► Strengthening N°2 position in motor business with 13% market share
- ▶ 7% increase in the number of points of sales to 7,719



- Maintaining market share while integrating Winterthur
- Continued success of both Winterthur and **AXA Wealth Management** propositions

#### Ahead of pace to fully achieve targeted annual synergies

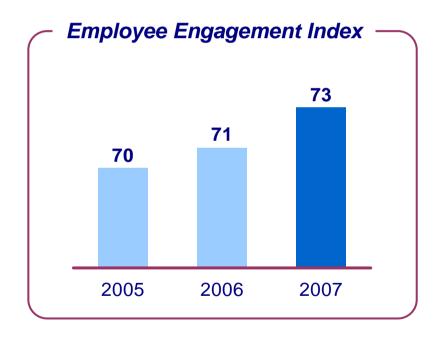






## **AXA** continued to focus on operational priorities...

#### Progressing on the path to become the preferred company



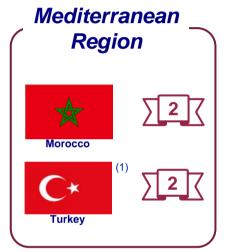


- ▶ 5% of the shareholder's capital held by employees
- ▶ Improving while integrating Winterthur



#### ...and increased exposure to high growth markets

#### High growth market acquisitions in 2007-2008

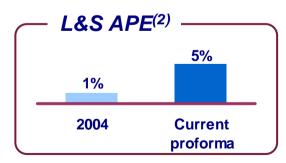


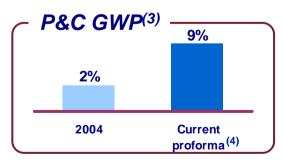






#### High growth market estimated economic contribution





- (1) RESO Garantia, AXA OYAK and ING Seguros transactions are subject to closing conditions and/or customary regulatory approvals.
- (2) APE includes Turkey, Greece, CEE, Morocco, Asia excluding Japan and ING Seguros.
- (3) Includes Morocco, Turkey, Greece, CEE, Singapore, Malaysia, S. Korea and 100% of ING Seguros 2007 revenues.
- (4) Excluding revenues of RESO (Russia) and Bao Minh (Vietnam) as they are consolidated by "equity" method (AXA will own 36.7% of RESO and own 16.6% of Bao Minh).

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# All operating business units contributed positively to 2007 underlying earnings performance

| Euro million            | 2006  | 2007  | Change on a comparable basis <sup>(1)</sup> | Change on a reported basis |
|-------------------------|-------|-------|---|----------------------------|
| Life & Savings          | 2,270 | 2,670 | +10%  | +18%                       |
| Property & Casualty     | 1,417 | 1,863 | +8%   | +31%                       |
| Asset Management        | 508   | 590   | +21%  | +16%                       |
| International Insurance | 131   | 218   | +54%  | +67%                       |
| Banking & Holdings      | -406  | -378  |   |                            |
| Underlying earnings     | 3,919 | 4,963 | +15%  | +27%                       |

\_ From comparable to reported

+16% Scope impact
-4% FX impact

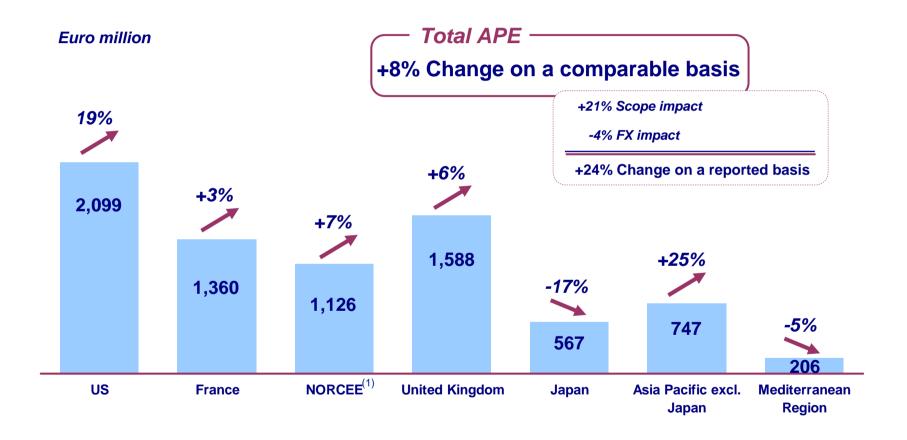


<sup>(1)</sup> Change on a comparable basis corresponds:

<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur

## Life & Savings APE: continued strong organic growth momentum





# Life & Savings reserve roll-forward: growth fuelled by unit linked business and offset by negative Forex impact

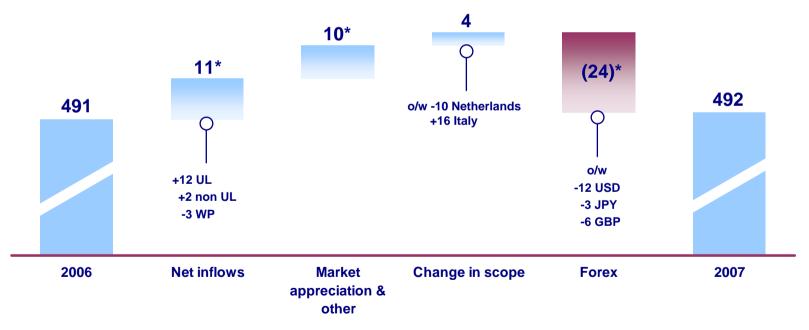
#### Change on a comparable basis -

+10% Unit linked to Euro 183 billion

+ 2% General Account to Euro 279 billion

- 8% UK With Profits to Euro 30 billion

#### **Euro billion**





<sup>\*</sup> The "Net Inflows" and "Change in Scope" components of the roll-forward are presented net of policyholders' participation. "Forex" is by exception calculated gross of policyholders' participation, the PB Forex impact being included in "Market appreciation & Other". The above L&S reserves exclude the shadow accounting of policyholders' participation.

# Life & Savings reserve roll-forward by country: overall good momentum across the board

| Countries                                 | Opening reserves (Euro billion) | ir | IL net<br>iflows<br>(%*) | GA net inflows (%*) | Forex impact (%*) | Market<br>app. &<br>other<br>(%*) | Total<br>(%) | Closing reserves (Euro billion) |
|---|---------------------------------|----|--------------------------|---------------------|-------------------|-----------------------------------|--------------|---------------------------------|
| US  | 107                             |    | 5%                       | -2%                 | -11%              | 4%                                | -4%          | 103                             |
| France                                    | 103                             |    | 2%                       | 2%                  | 0%                | 2%                                | 5%           | 108                             |
| NORCEE <sup>(1)</sup>                     | 111                             |    | 1%                       | 2%                  | -1%               | -1%                               | 1%           | 112                             |
| UK  | 101                             |    | 3%                       | -3%                 | -8%               | +3%                               | -6%          | 95                              |
| UK excl. With Profits                     | 66                              |    | 4%                       | 0%                  |                   |                                   |              |                                 |
| Japan                                     | 29                              |    | 3%                       | 3%                  | -9%               | -2%                               | -5%          | 28                              |
| Asia Pacific excl. Japan                  | 17                              |    | 1%                       | 1%                  | -4%               | 2%                                | 0%           | 17                              |
| Asia Pacific incl. Aus. mutual funds      | 33                              |    | 9%                       | 1%                  |                   |                                   |              |                                 |
| Mediterranean region                      | 12                              |    | 1%                       | -3%                 | 0%                | 134% <sup>(2)</sup>               | 133%         | 29                              |
| Other                                     | 10                              |    | 0%                       | 1%                  | 0%                | -96% <sup>(3)</sup>               | -95%         | 1                               |
| Total Life & Savings                      | 491                             |    | 2%                       | 0%                  | -5%               | 3%                                | 0%           | 492                             |
| Total excl. UK with profit & incl. Aus MF | 471                             |    | 3%                       | 1%                  |                   |                                   |              |                                 |

# 4% net inflows excl. UK With Profits and incl. Australian Mutual Funds



<sup>(2)</sup> Mainly scope entry from MPS

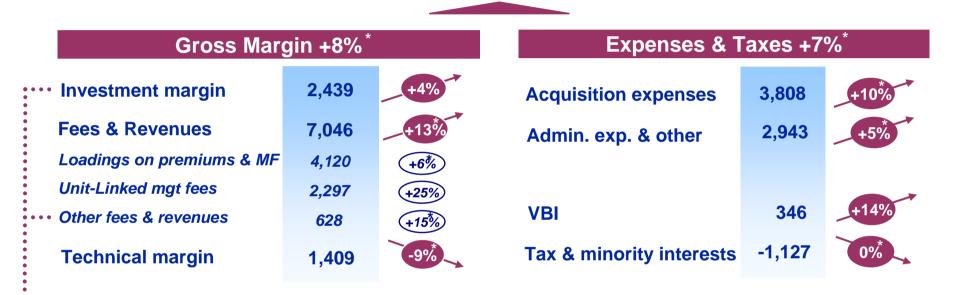
<sup>(3)</sup> Impact of the Exit of Dutch operations

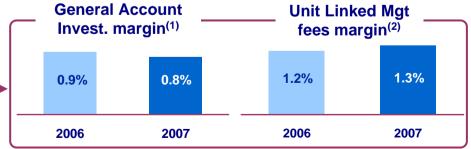
<sup>\*</sup>The "Net Inflows" and "Change in Scope" components of the roll-forward are presented net of policyholders' participation. "Forex" is by exception calculated gross of policyholders' participation, the PB Forex impact being included in "Market appreciation & Other". The above L&S reserves exclude the shadow accounting of policyholders' participation.

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### Life & Savings margin analysis

#### **L&S Underlying earnings +10%**





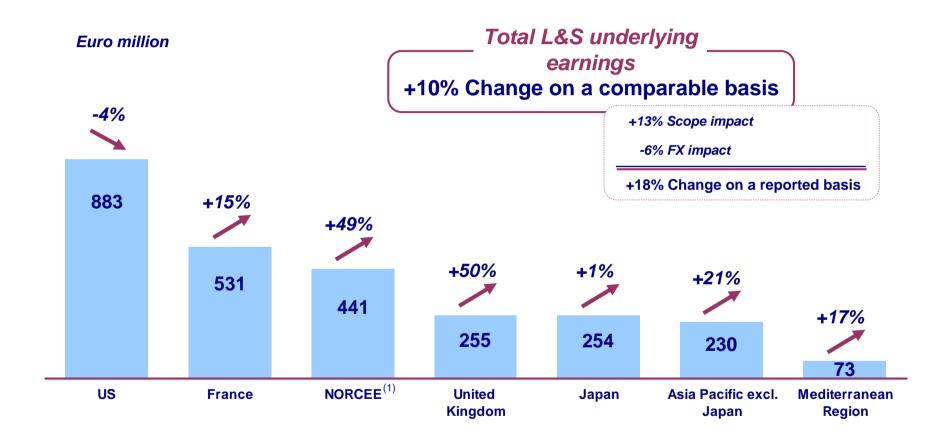
<sup>(1)</sup> Lower margin mainly as a result of different business mix following Winterthur acquisition. Avg GA margin = Investment margin divided by average gross General Account reserves incl UK WP.



\*NOTE: Changes are pro-forma to reflect the scope impact (related to Winterthur, Greece and Thinc Group), the Forex impact, the impact from commission reclassification in France and the neutral impact of deferred expenses/loadings in the UK. Full details are provided in the activity report's sections related to these countries.

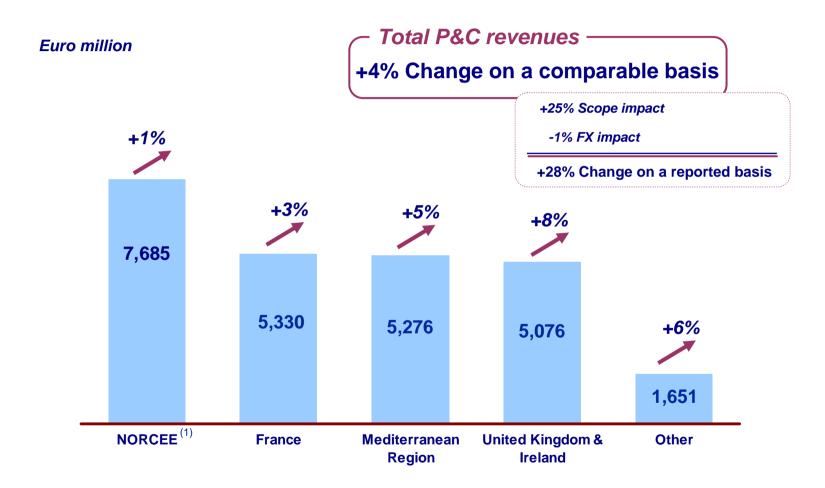
<sup>(2)</sup> Stable margin at constant Forex. Avg UL margin = Unit Linked margin divided by average gross Unit Linked reserves. Stable at constant Forex.

### **Strong Life & Savings Underlying earnings**



Life & Asset Management Group

## Positive revenue growth in P&C in all major countries

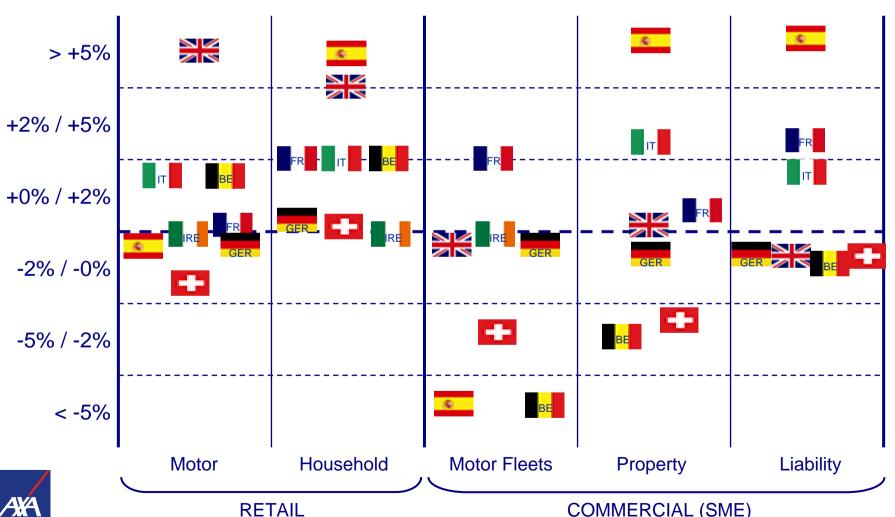




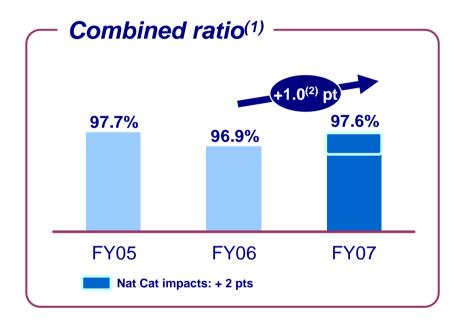
## Property & Casualty environment: resilient renewals prices in key markets

#### **Renewal pricing trends**

(price change of 2008 renewals from the 2007 ones)



## Combined ratio was impacted by a series of Natural Catastrophes



| Ratios in %              | FY07 | Change on a comparable basis (2) |
|--------------------------|------|----------------------------------|
| Loss ratio, excl. CHC(3) | 65.1 | +0.9                             |
| Claims handling          | 4.6  | +0.1                             |
| Loss Ratio               | 69.7 | +1.0                             |
| Acquisition exp.         | 18.7 | +0.3                             |
| Administrative exp.      | 9.2  | -0.3                             |
| Expense Ratio            | 27.9 | 0.0                              |
| Combined ratio           | 97.6 | +1.0                             |



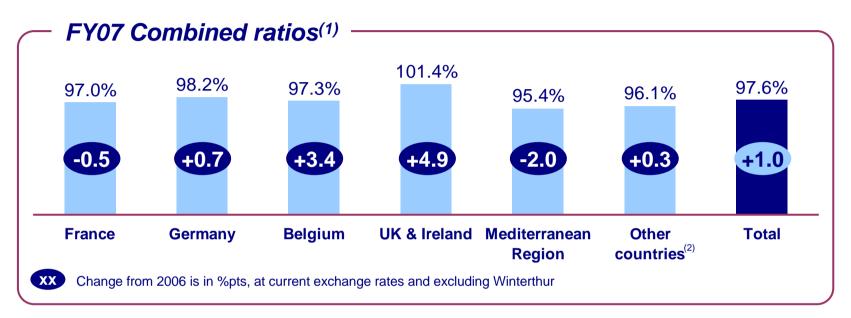
<sup>(1)</sup> Combined ratio = (gross claims charge + net result of reinsurance ceded + underlying expenses) / gross earned revenues.

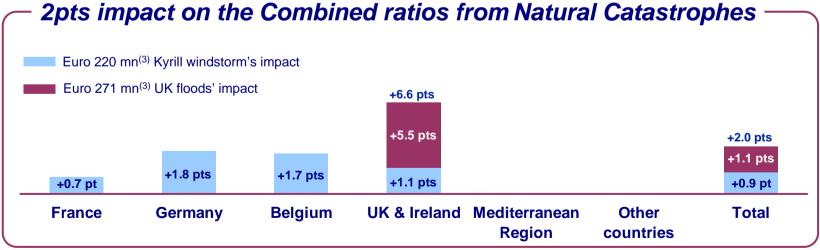
<sup>(2)</sup> Changes are at current exchange rates and excluding Winterthur's contribution. The 1.0 pt increase in Loss Ratio reflects:

<sup>+2.8</sup> pts in the current year loss ratio (of which +2.3 pts linked to European Windstorm "Kyrill" and UK floods, and +0.5 pt in the attritional loss ratio)

<sup>-1.8</sup> pts improvement as a result of positive developments on prior accident years (3) Claims Handling Costs.

#### **Combined ratio by country**





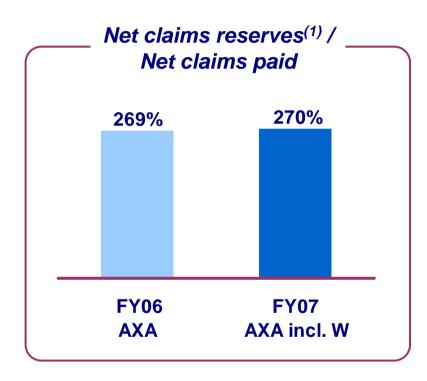


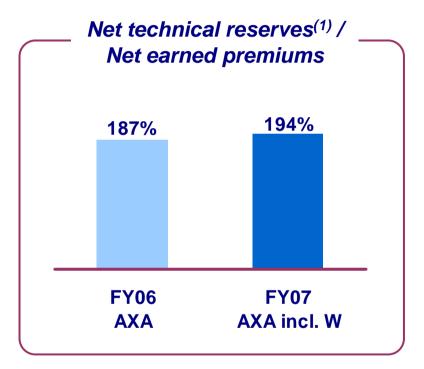
<sup>(1)</sup> Combined ratio = (gross claims charge + net result of reinsurance ceded + expenses) / gross earned revenues.

<sup>(2)</sup> Including Switzerland (Combined ratio of 99.2% at FY07)

<sup>(3)</sup> Including Winterthur, net of reinsurance and pre-tax

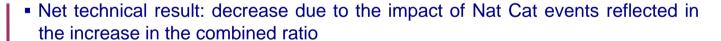
# P&C reserving levels remained high despite positive prior year reserve developments





# P&C underlying earnings growth remained robust

| Underlying earnings<br>(Euro million) | FY06  | FY07  | Change on comparable basis <sup>(1)</sup> |
|---------------------------------------|-------|-------|---|
| Net technical result <sup>(2)</sup>   | 598   | 590   | -29%                                      |
| Net investment income <sup>(3)</sup>  | 1,556 | 2,045 | +10%                                      |
| Tax & Minority interests & others(4)  | -736  | -772  | -17%                                      |
| Total Property & Casualty             | 1,417 | 1,863 | +8%                                       |





- Net investment income: increase due to both higher asset base and higher asset yields
- FY07 included Euro 104 million of non recurring tax benefits notably in Germany



<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

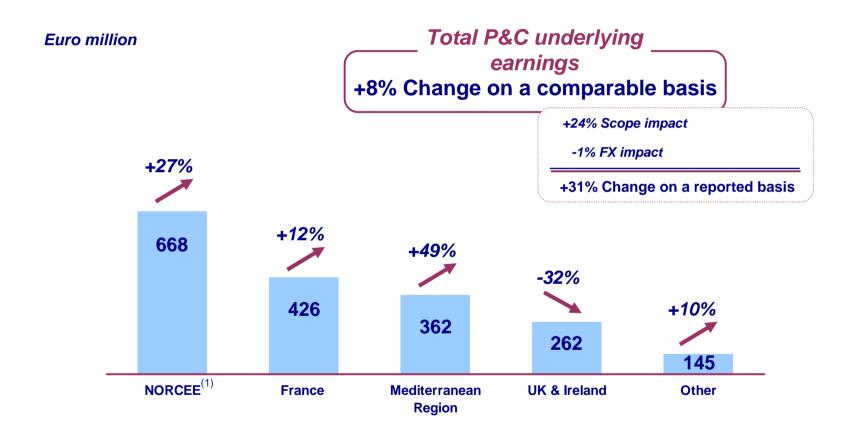
<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur

<sup>(2)</sup> Net technical result, including expenses.

<sup>(3)</sup> Including financing charges.

<sup>(4)</sup> Including net income from investments in affiliates and associated.

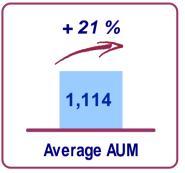
# **P&C Underlying earnings per country**

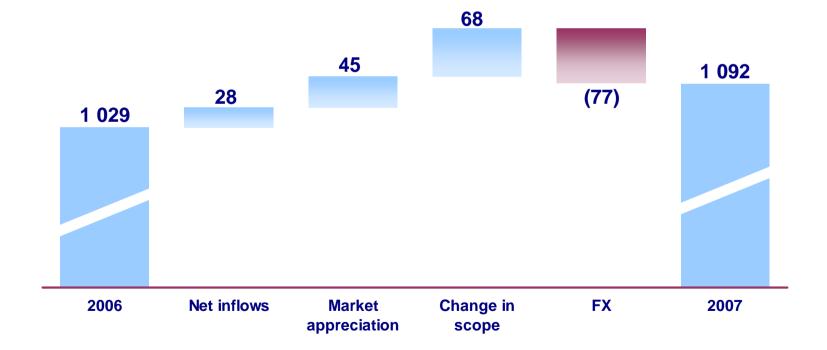




Roll forward of AllianceBernstein and AXA IM's assets under management

Euro billion

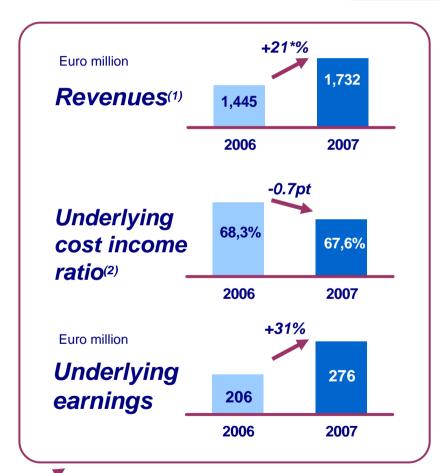


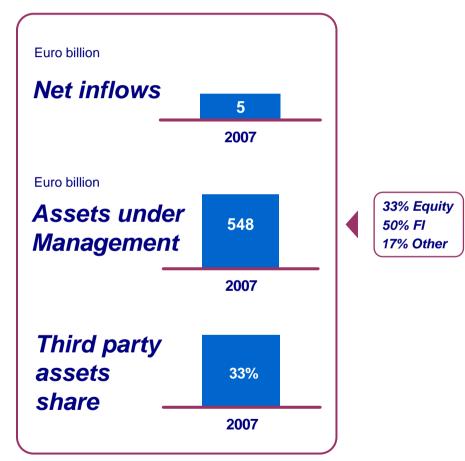




#### **AXA IM: high earnings increase despite lower net inflows**









<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

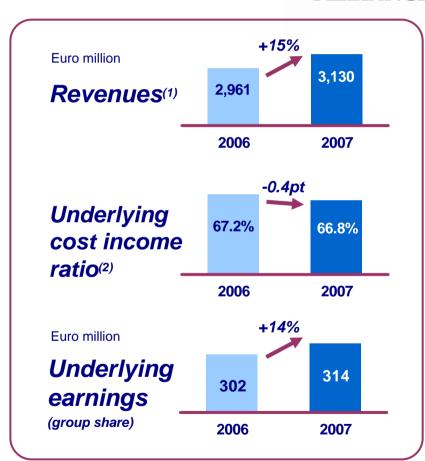
<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur (1) Performance fees were Euro 102 million in FY07 vs 115 in FY06.

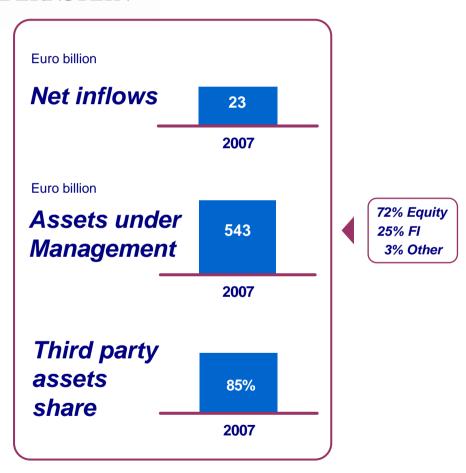
<sup>(2) (</sup>general expenses minus distribution fees)/(total revenues minus distribution fees).

<sup>\*</sup> Excluding revenues from AXA insurance companies, eliminated in consolidation (net of fees retro ceded to distributors) AXA FY 07 Accounts – February 28, 2008 – 36

### AllianceBernstein: solid performance despite a slowdown in 2H07

# ALLIANCE BERNSTEIN







Change on a comparable basis corresponds:

- for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)
- for earnings, to constant exchange rates excluding Winterthur
- (1) Performance fees were Euro 59 million in FY07 vs 187 in FY06.
- (2) (general expenses minus distribution fees)/(total revenues minus distribution fees).

### Analysis of other segments' underlying earnings

| Euro million                      | 2006 | 2007 | Change on a comparable basis <sup>(1)</sup> |
|-----------------------------------|------|------|---|
| AXA Corporate Solutions Assurance | 84   | 97   | +16%  |
| Other                             | 47   | 121  | +122%                                       |
| International Insurance           | 131  | 218  | +54%  |
| Banking                           | 18   | 36   | +100%                                       |
| Holdings                          | -424 | -414 |   |
| Banking and Holdings              | -406 | -378 |   |

- International insurance: strong growth of AXA Corporate Solutions Assurance, AXA Assistance and positive reserve development on AXA's run-off (including AXA RE)
- Banking and Holdings
  - ▶ Banking: increase related to AXA Bank Belgium
  - ▶ **Holdings**: included notably a profit linked to foreign currency options hedging AXA Group earnings denominated in foreign currencies and lower financial charge mostly related to strengthening of the Euro



<sup>(1)</sup> Change on a comparable basis corresponds:

<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur

Life & Asset Group

Savings P&C Management Group

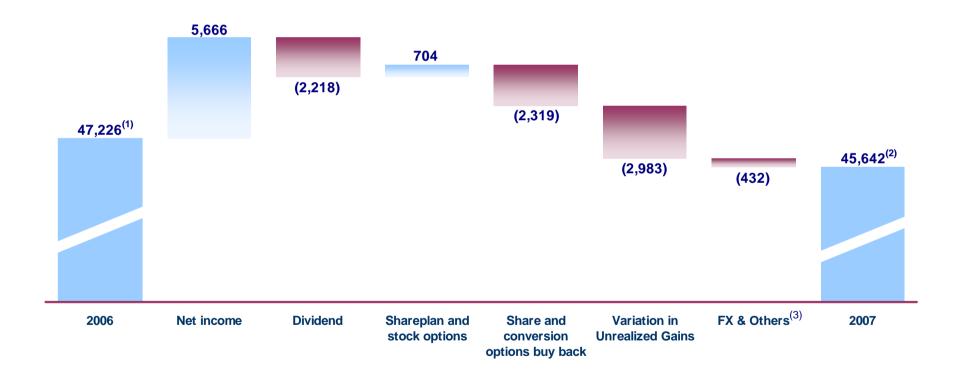
### From underlying earnings to net income

| Euro million   | 2006         | 2007         |            |  |
|--|--------------|--------------|------------|--|
| Underlying earnings Net capital gains  | <b>3,919</b> | <b>4,963</b> |            | Including Euro 400 million impairments in 2007 mainly related to investments in  |
| Adjusted earnings  | 5,026        | 6,138        |            | Financial Institutions (equity and bonds). ABS impact: Euro -60 million          |
| Change in the fair value and realized gains on mutual funds and other assets | 50           | -205         | <b>4</b> ( | Of which ABS impact: Euro -220 million   |
| Change in the fair value of derivatives, Forex and other                     | -278         | -391         |            | Mainly related to items not eligible to hedge accounting (Forex, interest rates) |
| Winterthur integration costs   | 0            | -252         |            |  |
| Exceptional operations   | 189          | 2            |            |  |
| Discontinued operations  | 122          | 480          | <b>4</b> [ | Sale of Dutch operations   |
| Goodwill & related intangibles   | -24          | -106         |            | Mainly Winterthur P&C customer   |
| Net income   | 5,085        | 5,666        | ` (        | intangible amortization  |



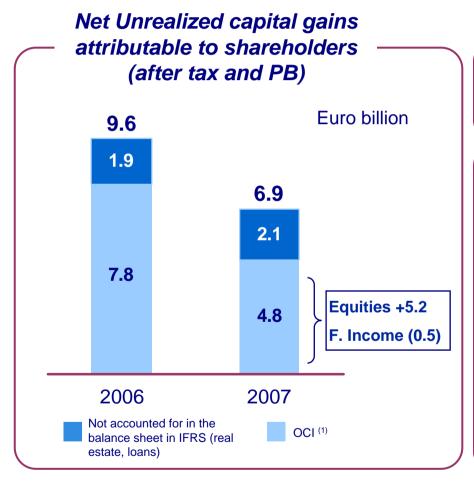
### Shareholders' equity roll-forward

#### Euro million





# Lower unrealized gains mainly driven by higher interest rates and spreads in Europe



#### Sensitivity analysis on assets

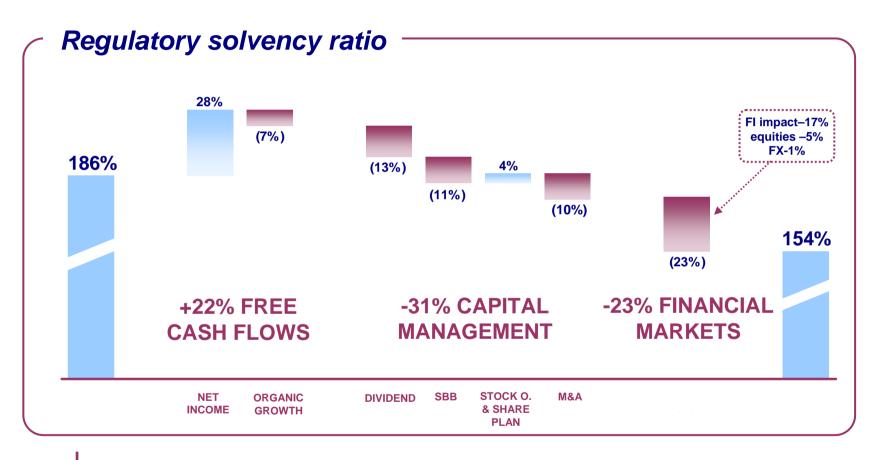
Non audited Company estimates

| Euro billion   |        | <u>OCI</u> | P&L  |
|----------------|--------|------------|------|
| Stock market   | -10%   | -1.8       | -0.4 |
| Interest rates | -30bps | +1.8       | N/S  |
| Credit Spread  | +50bps | -0.7       | -0.2 |
| ABS            | -5pts  | -0.2       | -0.1 |
|                |        |            |      |





# Regulatory solvency ratio mostly reflecting capital management and investment market conditions







### AXA Group: a large and diversified invested asset base

| Economic view based on market value In Euro billion |                          | 2007<br>Total |     | S           | P&C |      | Int'l | Bank <sup>(1)</sup> |
|---|--------------------------|---------------|-----|-------------|-----|------|-------|---------------------|
| Fixed income  | 298                      | 78%           | 247 | <b>79</b> % | 41  | 70%  | 5     | 5                   |
| Cash  | 13                       | 4%            | 9   | 3%          | 3   | 5%   | 2     | 0                   |
| Listed equities                                     | 37                       | 10%           | 27  | 9%          | 9   | 16%  | 1     | 0                   |
| Real estate   | 20                       | 5%            | 15  | 5%          | 4   | 7%   | 1     | 0                   |
| Alternative investments                             | 10                       | 3%            | 8   | 3%          | 1   | 2%   | 0     | 0                   |
| Policy loans  | 5                        | 1%            | 5   | 2%          | 0   | 0%   | 0     | 0                   |
| Total G/A and Bank <sup>(1)</sup> assets            | 382                      | 100%          | 311 | 100%        | 58  | 100% | 9     | 5                   |
| UK With Profits                                     | 28                       |               |     |             |     |      |       |                     |
| Separate accounts                                   | 183                      |               |     |             |     |      |       |                     |
| Other   | <b>22</b> <sup>(2)</sup> |               |     |             |     |      |       |                     |
| Total invested assets                               | 615                      |               |     |             |     |      |       |                     |

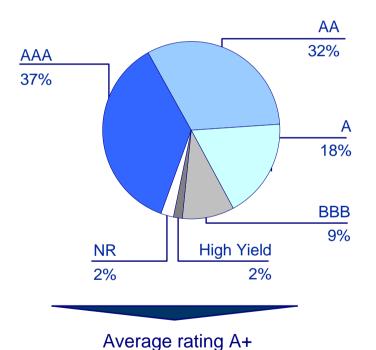


<sup>(1)</sup> AXA Bank Belgium

<sup>(2)</sup> Mainly Euro 11bn Holdings + Euro 2bn Asset management + Euro 4bn Other transnational + Euro 2bn Morocco + Euro 2bn CEE

### Invested assets: focus on fixed income

# Economic breakdown of fixed income assets by rating<sup>(1)</sup>



| Fixed Income Type                       | 2007 | %    |
|---|------|------|
| Govies & public                         | 135  | 46%  |
| Corporate bonds including CDS           | 132  | 44%  |
| Asset Backed Securities                 | 16   | 5%   |
| Mortgage loans and other <sup>(2)</sup> | 15   | 5%   |
| Total Fixed Income                      | 298  | 100% |



<sup>(1)</sup> Ratings exclude Mortgage loans and other

<sup>(2)</sup> Mortgage loans and other includes individual mortgage and loans (Euro 13 billion) and agency pools (Euro 2 billion) – see appendix page 78

# Corporate bonds including CDS

**Corporate Bonds** 

P = Participating NP = Non-participating

| Euro billion<br>As of December<br>31, 2007 | U | S  | UK | Jap | oan | Gern | nany | Switze | erland | Fra | nce | Otl | her | То | tal |
|--|---|----|----|-----|-----|------|------|--------|--------|-----|-----|-----|-----|----|-----|
|  | Р | NP | NP | Р   | NP  | Р    | NP   | Р      | NP     | Р   | NP  | Р   | NP  | Р  | NP  |
| AAA  | 0 | 0  | 0  | 0   | 0   | 5    | 1    | 4      | 1      | 5   | 2   | 1   | 2   | 16 | 6   |
| AA   | 0 | 2  | 1  | 0   | 2   | 3    | 0    | 3      | 1      | 9   | 2   | 5   | 4   | 20 | 14  |
| Α  | 0 | 8  | 2  | 0   | 3   | 4    | 1    | 3      | 0      | 9   | 3   | 6   | 5   | 23 | 22  |
| BBB  | 0 | 9  | 1  | 0   | 1   | 2    | 1    | 2      | 0      | 2   | 1   | 4   | 2   | 10 | 14  |
| Below invst.<br>grade                      | 0 | 1  | 0  | 0   | 0   | 1    | 0    | 1      | 0      | 1   | 0   | 0   | 0   | 2  | 1   |
| Non rated                                  | 0 | 0  | 0  | 0   | 0   | 1    | 0    | 0      | 0      | 1   | 0   | 1   | 1   | 3  | 1   |
| Total                                      | 0 | 20 | 5  | 0   | 7   | 17   | 3    | 14     | 3      | 25  | 8   | 17  | 14  | 73 | 59  |



55% of corporate bond assets in participating contracts 76% of corporate bond assets rated A or higher



Shareholders' Solvency Assets Debt Cash flows

Corporate bonds: focus on CDS

#### **Corporate Bonds**

| Euro million<br>As of December 31, 2007 | Net<br>Notional | Market Value |
|---|-----------------|--------------|
| AAA                                     | 151             | n.a.         |
| AA                                      | 2,571           | n.a.         |
| Α                                       | 6,162           | n.a.         |
| BBB                                     | 4,480           | n.a.         |
| Below invst. grade                      | 24              | n.a.         |
| Non rated                               | 239             | n.a.         |
| Total                                   | 13,626          | (44)         |

#### CDS Investment Strategy:

CDS are used as an alternative to investment grade corporate bonds mainly via iTraxx Main Europe.

#### Illustrative changes in economic exposure:

| Balance Sheet | Without CDS | With CDS |   |
|---------------|-------------|----------|---|
| Govies        | 50          | 36       | _ |
| Corporate     | 50          | 64       |   |
| MTM CDS       | -           | X% of 14 |   |

| Off Balance Sheet | Without CDS | With CDS |
|-------------------|-------------|----------|
| CDS nominal       | 0           | 14       |



#### **Focus on Monolines**

#### **Corporate Bonds**

#### General Account exposure

| Euro million<br>As of December 31, 2007 | Investment in credit enhanced securities |                   |  |  |  |
|---|--|-------------------|--|--|--|
|   | Participating                            | Non-participating |  |  |  |
| Ambac                                   | 0  | 128               |  |  |  |
| MBIA                                    | 23                                       | 139               |  |  |  |
| Financial Security Assurance            | 3  | 52                |  |  |  |
| XL Capital Assurance                    | 13                                       | 5                 |  |  |  |
| Other                                   | 0  | 16                |  |  |  |
| Total                                   | 39                                       | 340               |  |  |  |

| Euro million<br>As of December 31, 2007 |          | Direct investments in equities and corporate bonds |                   |  |  |
|---|----------|--|-------------------|--|--|
|   | Particip | ating  | Non-participating |  |  |
| Ambac                                   |          | 0  | 0                 |  |  |
| MBIA                                    | 1        | 4  | 2                 |  |  |
| XL Capital Ltd.                         | 1        | 3  | 21                |  |  |
| Other                                   |          | 0  | 13                |  |  |
| Total                                   | 2        | 27   | 37                |  |  |

AXA general account wrapped holdings are mainly comprised of corporate bonds

#### **UK With Profits**

| Euro million<br>As of December 31, 2007 | Before policyholders' part. and tax |
|---|-------------------------------------|
| Ambac                                   | 241                                 |
| MBIA Insurance Corporation              | 117                                 |
| Financial Security Assurance            | 83                                  |
| Other                                   | 4                                   |
| Total                                   | 445                                 |

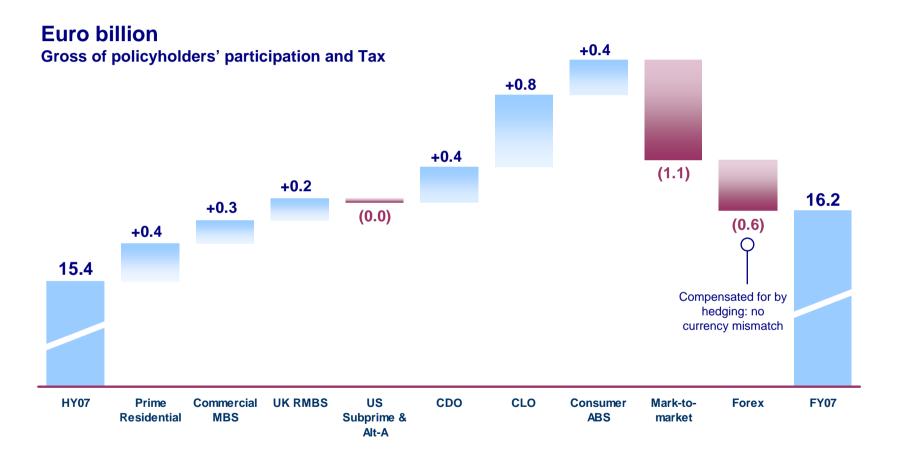
#### Reinsurance run-off

- MBIA reinsures 100% of all credit insurance risks\* on a diversified portfolio of wrapped US municipal bonds underwritten by AXA RE (prior to its run-off)
- Main characteristics of the portfolio:
  - √ 5,000+ different issues (83% AA & A, all investment grade)
    with aggregate principal amount of approximately Euro 7
    billion
  - ✓ Portfolio underwritten between 1998 and 2004
  - ✓ No default since inception



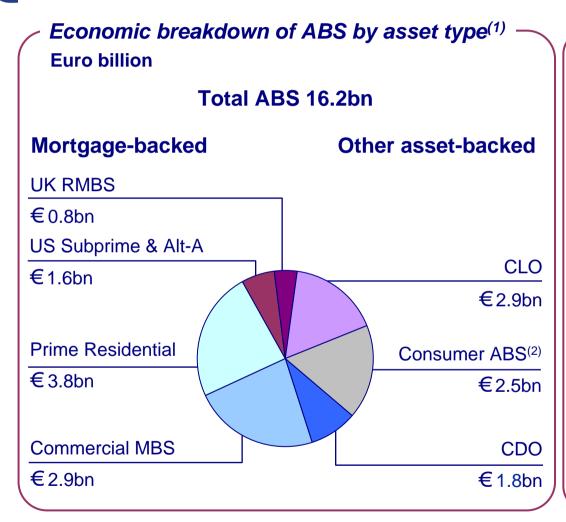
<sup>(\*):</sup> Excluding (i) cumulative losses between \$ 0 and \$ 13 million (ca 0.12%) and (ii) cumulative losses between \$ 110 and \$ 200 million (ca 1.05% and 1.9%) reinsured to other third party reinsurers.

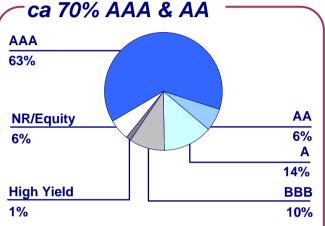
Asset Backed Securities: June 2007/ December 2007 roll-forward





### **Asset Backed Securities by underlying type of asset**





AXA's Asset Backed Securities are part of a long term (average duration 7 years) investment portfolio, NOT a trading book.

- AXA has strong positive cash-flow
- AXA is not a forced seller
- ABS are particularly well-suited for the long-term investing horizons of insurance companies as ABS spreads are higher than corporate bonds at equivalent ratings and offer a liquidity premium to investors



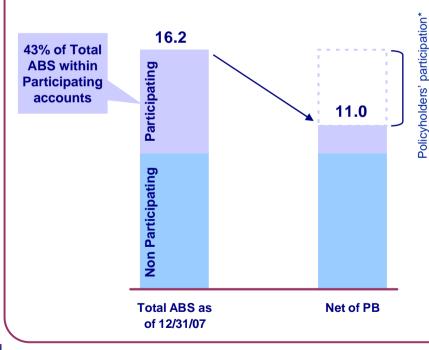
- (1) Including debt and equity tranches of ABS
- (2) Mainly consumer loan ABS (plus some leases and operating ABS assets)

### **Asset Backed Securities from gross to net exposure**

#### Economic exposure net of policyholder participation

#### **Euro billion**

Certain contracts allow for policyholders to share in the favorable and unfavorable performance of the policy related assets.



| ABS Type           | Gross<br>Exposure | Exposure to S/H | Net of PB before tax |
|--------------------|-------------------|-----------------|----------------------|
| Mortgage-backed    |                   |                 |                      |
| Prime Residential  | 3.8               | 75%             | 2.8                  |
| Commercial MBS     | 2.9               | 90%             | 2.6                  |
| UK RMBS            | 0.8               | 67%             | 0.5                  |
| US Subprime        | 1.4               | 41%             | 0.6                  |
| Alt-A              | 0.1               | 98%             | 0.1                  |
| Other asset-backed |                   |                 |                      |
| CDO                | 1.8               | 54%             | 1.0                  |
| CLO                | 2.9               | 60%             | 1.8                  |
| Consumer ABS       | 2.5               | 67%             | 1.6                  |
|                    | 16.2              |                 | 11.0                 |



### **AXA's ABS valuation methodology**

**Asset Backed Securities** 

#### **EXTERNAL SOURCES**

#### LEVEL 1

Referenced to public price quotations in an active market

#### LEVEL 2

Valuation techniques using observable market inputs

#### **INTERNAL SOURCES**

#### LEVEL 3

Valuation techniques not supported by prices from observable inputs

- AXA uses LEVEL 1 & LEVEL 2 methods
- LEVEL 3 is not significant (ca 1% of AXA's ABS)

| ABS Mark-to-Market       |                   |  |  |  |  |  |
|--------------------------|-------------------|--|--|--|--|--|
| 31 Dec 2007 89.4% of par |                   |  |  |  |  |  |
| Gross                    | Euro -1.5 billion |  |  |  |  |  |
| Net of PB and tax        | - 0.6             |  |  |  |  |  |
| o.w. OCI                 | - 0.3             |  |  |  |  |  |
| o.w. Impairments         | - 0.1             |  |  |  |  |  |
| o.w. Change in FV        | - 0.2             |  |  |  |  |  |



## Focus on Mortgage-Backed Securities

| Euro million As of December 31, 2007 (unless indicated) | Prime Residential MBS | Commercial MBS | UK RMBS | US Subprime<br>RMBS | US Alt-A RMBS |
|---|-----------------------|----------------|---------|---------------------|---------------|
| Mark-to-market @ 30/06/07                               | 99.5%                 | 97.0%          | 96.8%   | 99.7%               | 99.4%         |
| Mark-to-market @ 31/08/07                               | 99.6%                 | 94.0%          | 98.9%   | 91.6%               | 92.7%         |
| Mark-to-market @ 31/12/07                               | 98.3%                 | 92.2%          | 95.7%   | 71.6%               | 59.0%         |
| AAA   | 3,216                 | 1,402          | 604     | 1,129               | 32            |
| AA  | 216                   | 202            | 40      | 148                 | 19            |
| Α   | 158                   | 632            | 23      | 125                 | <b>7</b> 6    |
| BBB   | 154                   | 600            | 17      | 23                  | 17            |
| Below invst. Grade                                      | 21                    | 2              | 86      | 5                   | 4             |
| Equity / Non rated                                      | 4                     | 15             | 4       | 0                   | 0             |
| Market value  | 3,769                 | 2,853          | 774     | 1,429               | 148           |
| Shareholder Exposure                                    | 75%                   | 90%            | 67%     | 41%                 | 98%           |
| OCI <sup>(1)</sup>                                      | 43%                   | 82%            | 18%     | 84%                 | 22%           |
| P&L   | 57%                   | 18%            | 82%     | 16%                 | 78%           |



<sup>(1)</sup> Fair value changes of assets classified as available for sale are recognized in the OCI component in shareholders' equity.

# Focus on US Subprime RMBS by vintage

| Euro million<br>As of December<br>31, 2007 | 2007 | MtM   | 2006 | MtM   | 2005      | MtM   | 2004 &<br>Prior | MtM   | Total | MtM   |
|--|------|-------|------|-------|-----------|-------|-----------------|-------|-------|-------|
| AAA  | 283  | 71.4% | 429  | 74.9% | 377       | 88.4% | 40              | 96.7% | 1,129 | 78.6% |
| AA   | 16   | 34.9% | 42   | 41.3% | <b>73</b> | 82.4% | 17              | 90.9% | 148   | 58.1% |
| A  | 10   | 30.9% | 2    | 53.3% | 52        | 58.7% | 61              | 62.8% | 125   | 56.5% |
| BBB  | 1    | 27.7% | 0    | 19.9% | 13        | 33.8% | 8               | 37.3% | 23    | 33.9% |
| Below invst. grade                         | 0    | -     | 0    | -     | 0         | -     | 5               | 29.3% | 5     | 29.3% |
| Market value                               | 310  | 64.8% | 473  | 69.6% | 515       | 80.2% | 131             | 67.4% | 1,429 | 71.6% |
| Shareholder Exposure                       | 39%  |       | 37%  |       | 32%       |       | 94%             |       | 41%   |       |
| OCI <sup>(1)</sup>                         | 92%  |       | 93%  |       | 84%       |       | 31%             |       | 84%   |       |
| P&L  | 8%   |       | 7%   |       | 16%       |       | 69%             |       | 16%   |       |

No Home Equity Line of Credit (HELOC)



# Focus on other asset-backed securities

| Euro million<br>As of December 31, 2007 | CDO   | CLO   | Consumer<br>ABS |
|---|-------|-------|-----------------|
| Mark-to-market @ 30/06/07               | 89.3% | 98.3% | 98.5%           |
| Mark-to-market @ 31/08/07               | 88.1% | 93.2% | 99.3%           |
| Mark-to-market @ 31/12/07               | 78.2% | 89.6% | 98.4%           |
| AAA                                     | 475   | 1,660 | 1,736           |
| AA                                      | 156   | 73    | 123             |
| A                                       | 559   | 253   | 381             |
| BBB                                     | 111   | 461   | 182             |
| Below invst. grade                      | 28    | 70    | 11              |
| Equity / Non rated                      | 473   | 418   | 22              |
| Market value                            | 1,802 | 2,935 | 2,454           |
| Shareholder Exposure                    | 54%   | 60%   | 67%             |
| OCI <sup>(1)</sup>                      | 68%   | 54%   | 44%             |
| P&L                                     | 32%   | 46%   | 56%             |

- CDOs include Euro 18 million CDOs of subprime
- Consumer ABS is comprised of the following:

| Leases         | 25% |
|----------------|-----|
| Other Consumer | 24% |
| Operating      | 21% |
| Credit Cards   | 14% |
| Auto           | 14% |
| Student Loans  | 2%  |



### Financial debt analysis: long term financing and strong liquidity

#### **Unused liquidity sources** Total debt (Euro billion) Cash & Cash equivalent Euro 17.2\*bn Undrawn credit lines 16.6(1) 15.8(1) Legal maturity breakdown<sup>(2)</sup> 8.1 4.7 In Euro billion 6.2 2.5 6.2 1.6 3.0 5.6<sup>(2)</sup> 2.6 5.7<sup>(2)</sup> 0.7 2.1 2.4 1.1 0.3 1.6 8.0 0.9 0 0.6 0.1 0.2 0.2 3.7<sup>(2)</sup> 2.3<sup>(2)</sup> 2008 2009 2010 2011-15 2016-20 2021-25 2026-30 **Perpetual** 2006 2007 TSS = perpetual deeply subordinated notes Subordinated debt Booked in shareholders' equity TSDI = perpetual subordinated notes Senior debt



(1) Forex impact of Euro -0.7bn, Convertible options of Euro 0.1bn and debt change of Euro-0.2 bn

(2) Net of cash and including reversal of mark-to-market of interest rate derivatives

(\*) Net of bank overdraft

Shareholders' Solvency Debt Cash flows **Assets** equity

### Estimated shareholders' cash-flow statement

| (in Euro billion)  | 2006  | 2007  |                                 |
|--|-------|-------|---------------------------------|
| Adjusted earnings (n-1)  | 4.3   | 5.1   |                                 |
| Difference between adjusted earnings and statutory results (n-1) | -0.4  | -0.3  |                                 |
| Increase in consolidated solvency requirements <sup>(1)</sup>    | -1.3  | -1.4  |                                 |
| Capital optimization   | 0.4   | 1.0   |                                 |
| Estimated shareholder's cash flows from operating activities     | +3.0  | +4.5  |                                 |
| Dividend paid  | -1.6  | -2.2  | Europe: 2.1 (mainly MPS)        |
| Acquisitions Ow Winterthur: 8.6                                  | -9.6  | -3.4  | Emerging countries: 0.8 US: 0.5 |
| Divestitures   | 0.0   | 3.0   | Winterthur US: 1.2              |
| Share purchase program & OC dilution control                     | -0.3  | -2.4  | Dutch operations: 1.8           |
| Estimated shareholder's cash flows from investing activities     | -11.5 | -5.0  |                                 |
| Capital increase   | 4.6   | 0.7   |                                 |
| Debt changes   | 4.0   | -0.2* |                                 |
| Estimated shareholder's cash flows from financing activities     | +8.6  | +0.5  |                                 |

Non audited **Non GAAP** 



<sup>(1):</sup> Increase in consolidated solvency margin between (n-2) and (n-1) but excluding change in scope

\* +Euro 1.7bn TSS issue – Euro 0.8bn TSDI redemption + Euro 1bn Commercial paper issue – Euro 2.3bn Cash + Euro 0.1bn MPS Debt + Euro 0.1bn Morocco debt.

# Table of contents

1: Key highlights

2: 2007 IFRS earnings

3: 2007 Embedded Value

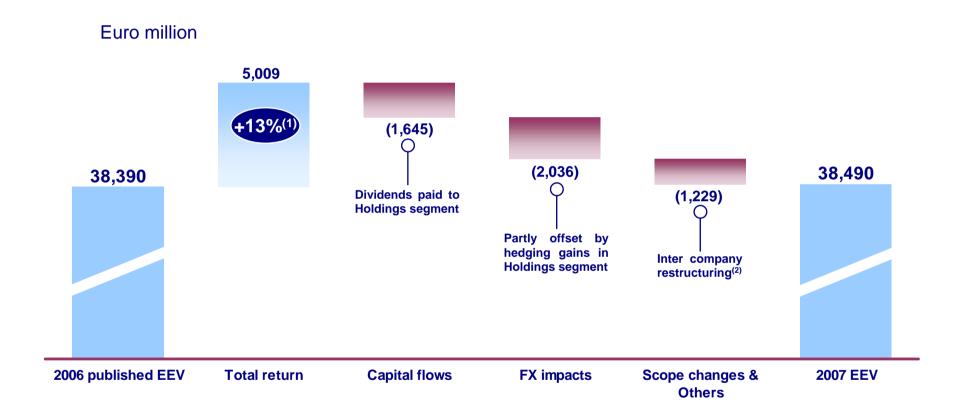
4 : Concluding remarks

5 : Appendices





### Roll forward of Life & Savings EEV: strong total return





Change is on a comparable basis: at constant exchange rates and scope

(2) Between Life and Other than Life with limited impact on Group EV

<sup>(1)</sup> Total return is assessed as follows: (Operating performance+ NBV + Investment market conditions)/ adjusted opening EEV



# Total return fuelled by sustained high operating return

|  | 20                                       | 06   | 2007            |  |  |
|--|--|--|-----------------|--|--|
|  | Euro<br>million<br>(excl.<br>Winterthur) | Contribution<br>to adjusted<br>opening (%) | Euro<br>million | Contribution<br>to adjusted<br>opening (%) |  |
| Operating performance from existing business NBV | 2,252<br>1,501                           | 7%<br>5%                                   | 2,457<br>1,772  | 6%<br>5%                                   |  |
| Operating return                                 | 3,752                                    | +12%                                       | 4,229           | +11%                                       |  |
| Current year investment experience               | 2,311                                    | 8%   | 781             | 3%   |  |
| Total return <sup>(1)</sup>                      | 6,063                                    | +20%                                       | 5,009           | +13%                                       |  |

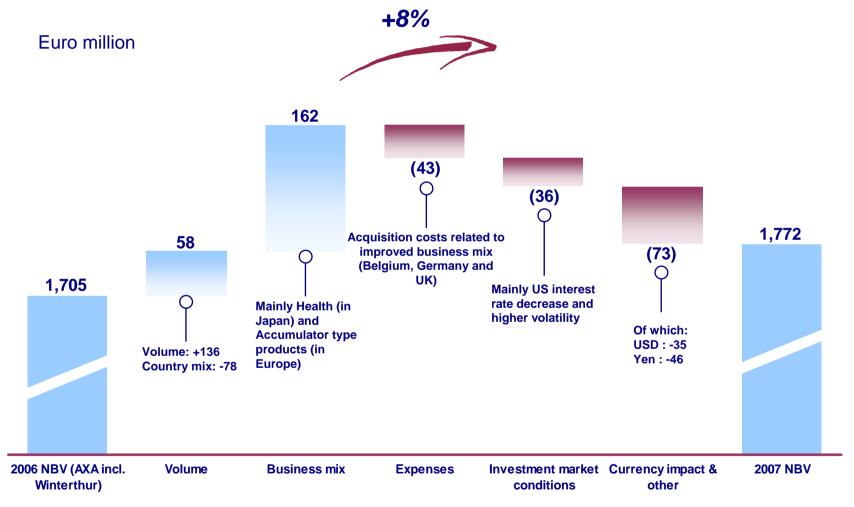


2007 investment experience remained positive (2006 benefited from favorable financial market conditions)





### NBV up 8% on a comparable basis







# NBV margin per region

| 2007<br>(Euro million Group share) | APE   | Comp.<br>growth | NBV   | Comp.<br>growth | NBV<br>margin | Comp.<br>growth |
|------------------------------------|-------|-----------------|-------|-----------------|---------------|-----------------|
|                                    |       |                 |       |                 |               |                 |
| US                                 | 2,099 | +19%            | 397   | +7%             | 18.9%         | -2.2 pts        |
| France                             | 1,360 | +3%             | 230   | +6%             | 16.9%         | +0.6 pt         |
| NORCEE                             | 1,126 | +7%             | 376   | +12%            | 33.3%         | +1.7 pts        |
| UK                                 | 1,588 | +6%             | 140   | +15%            | 8.8%          | +0.7 pt         |
| Japan                              | 567   | -17%            | 440   | +3%             | 77.6%         | +15.8 pts       |
| Asia Pacific excl. Japan           | 747   | +25%            | 147   | +13%            | 19.6%         | -2.1 pts        |
| Mediterranean Region               | 206   | -5%             | 43    | +37%            | 20.7%         | +6.4 pts        |
|                                    |       |                 |       |                 |               |                 |
| Total                              | 7,694 | +8%             | 1,772 | +8%             | 23.0%         | +0.1 pt         |

- Japan: higher volumes of high margin medical products
- Asia excluding Japan: shift towards lower margin wealth management products in Hong Kong
- US: Universal Life and lower interest rates





# Sensitivity of L&S EEV to market conditions

| Voy concitivities                            | Impact or NB\   |                            | Impact on L&S EEV |     |  |
|--|-----------------|----------------------------|-------------------|-----|--|
| Key sensitivities                            | Euro<br>million | %                          | Euro<br>million   | %   |  |
| Sensitivity to equity markets                |                 |                            |                   |     |  |
| 10% increase                                 | +45             | +3%(1)                     | +1,594            | +4% | EEV: Mainly change in unrealized         |
| 10% decrease                                 | -53             | <b>-3</b> % <sup>(1)</sup> | -1,639            | -4% | capital gains and unit linked asset base |
| Sensitivity to interest rates                |                 |                            |                   |     |  |
| Upward 100bps parallel shift                 | +230            | +13%                       | +318              | +1% | NBV: High sensitivity of VA products     |
| Downward 100bps parallel shift               | -400            | -23%                       | -1,416            | -4% | EEV: Asymmetry due to guaranteed rates   |
| Sensitivity to volatility                    |                 |                            |                   |     |  |
| 25% increase in volatility on equity markets | -107            | -6%                        | -746              | -2% | Sensitivity of VA products to long       |
| 25% increase in volatility on bonds          | -42             | -2%                        | -372              | -1% | term implied volatility                  |





### From Life & Saving EEV to Group EV

| Euro million                | L&S               | Other<br>business    | Group   |
|-----------------------------|-------------------|----------------------|---------|
| IFRS SH equity              | 33,488            | 12,153               | 45,642  |
| Intangibles <sup>(1)</sup>  | -17,833           | -9,339               | -27,172 |
| Perpetual Subordinated debt | 0                 | -7,781               | -7,781  |
| Other                       | 84 <sup>(2)</sup> | 1,316 <sup>(3)</sup> | 1,400   |
| Tangible NAV                | 15,738            | -3,650               | 12,088  |
| Value in force              | 22,752            | 0                    | 22,752  |
| Embedded Value              | 38,490            | -3,650               | 34,840  |

Tangible Net Asset Value

= Group EV

Life & Savings EEV

**Other Business** 

#### Negative contribution mainly due to:

- 1. Full allocation of debt to "Other business" (Holding segment)
- 2. Elimination of goodwill and intangibles, and no allocation of Value In Force for Asset Management and P&C

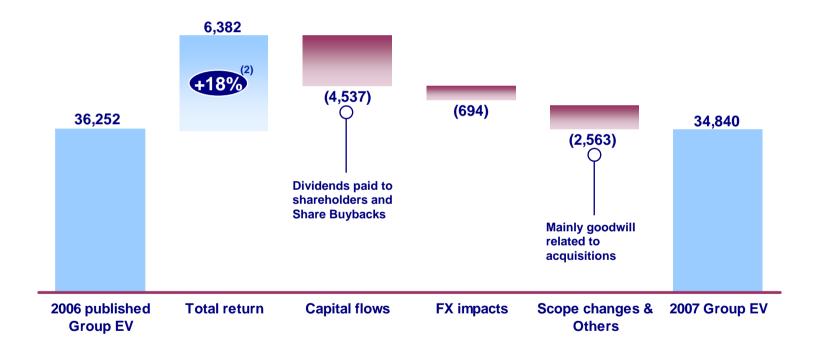
<sup>(1)</sup> Goodwill, VBI, Life DAC and other intangibles. P&C DAC is not eliminated as it is a short-term timing alignment (cut-off) rather than a long-term intangible

<sup>(2)</sup> Includes statutory to GAAP adjustments, net Unrealized Capital gains not included in shareholder equity net of unrealized capital gains projected in the VIF

FINANCIAL (3) Includes Unrealized Capital gains not included in Shareholder equity, debt mark to market impact



# Group EV roll-forward<sup>(1)</sup>





<sup>(1)</sup> Group EV is defined as the sum of Life & Savings EEV and Other Business Tangible Net Asset Value (TNAV), excluding all intangibles.(2) As a percentage, Total return = (Operating return + Investment experience) / Adjusted opening group EV



### Sustained strong double digit operating return on Group EV

| Breakdown of Group EV Total<br>Return<br>(Euro Million) | 2006  | 2007    |   |
|---|-------|---------|---|
| (Euro Million)  |       |         |   |
| Life & Savings  | 3,752 | 4,229   |   |
| Other business  | 1,901 | 2,577   |   |
| Operating return on Group EV                            | 5,654 | 6,806   |   |
|   |       | +19%    | Non recurrence of 2006                                    |
| %   | +20%  | +19/0   | positive changes in Life & Savings experience             |
| Life & Savings invest. exp.                             | 2,311 | 781     |   |
| Other business invest. exp.                             | 71    | (1,205) |   |
| Total return on Group EV                                | 8,036 | 6,382   |   |
| %   | +28%  | +18%    | 2006 benefited from favorable financial market conditions |



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# 2007 key highlights

- Strong operating performance in line with Ambition 2012
  - Continued organic growth
  - UEPS up +16%, above Ambition 2012 (15% target)
- Strong balance sheet and no surprise on assets
  - Change in ABS market values limited and in line with previous disclosures
- Successful M&A strategy
  - Increasing exposure to high growth markets largely financed by disposal of low growth non core businesses
  - Smooth integration of Winterthur while maintaining the growth momentum



### 2008 outlook

- 2008 has started in a less favorable environment with very volatile and bearish equity markets, a continuation of the liquidity crisis, concerns about a slowdown of the world economic growth, lower interest rates and high credit spreads.
- In this environment and assuming equity markets stabilize at current levels, AXA should achieve positive revenue and underlying earnings growth in 2008:
  - In the Life & Savings segment (50% of earnings<sup>(1)</sup> in 2007), AXA should continue to benefit from positive cash-flows as both our general account products and unit linked products with secondary guarantees are well-suited for customers in the current environment.
  - Our Property & Casualty and International businesses (39% of earnings<sup>(1)</sup> in 2007) should continue to benefit from our strong and growing market positions as well as a gradual positive turn of the cycle in some of AXA's markets.
  - Asset Management mix of assets (11% of earnings<sup>(1)</sup> in 2007), tight expense management and long term track record should partly offset the negative impact from equity markets.
- Our Ambition 2012 program continues as planned.



## **Corporate Governance**

Claude Bébéar has informed the Supervisory Board of his decision not to seek renewal of his current mandate as a member of the Supervisory Board of AXA upon expiration of his mandate on April 22, 2008 (AXA Shareholders' Meeting)

- ▶ The Board appointed Jacques de Chateauvieux as new Vice-Chairman of the Supervisory Board, replacing Jean-René Fourtou.
- The appointment of Jacques de Chateauvieux as Chairman of the Supervisory Board of AXA will be submitted to the vote of the Supervisory Board on April 22, 2008.
- The Supervisory Board, joined by the Management Board of AXA, expressed its deepest gratitude to Claude Bébéar for his contribution to the construction and development of AXA over the past four decades.
- Claude Bébéar will become Honorary Chairman of AXA



A press release has been published today and can be found with the documents provided prior to this meeting as well as on AXA's website www.axa.com

# AXA in figures

Revenue

€94bn

(up 20%)

**Op. Return on Group EV** 

19%

(down 0.5 pt)

**NBV** margin

23.0%

(up 0.1pt on a comparable basis)

**Adjusted Earnings** 

**€6.1bn** 

(up 22%)

**Adjusted EPS** 

**€2.84** 

(up 13%)

**People** 

150,000

ROE

20%

(up 0.4pt)

**Dividends per share** 

**€1.20** 

(up 13%)

Clients

>65m



# 2008 Upcoming events

| April 22    | AXA Shareholders' Meeting (Palais des Congrès)             |
|-------------|--|
| May 7       | First Quarter 2008 Activity Indicators release             |
| May 27      | Investor and Analyst Day – AXA in the Mediterranean Region |
| August 7    | Half Year 2008 Earnings release                            |
| November 6  | First Nine Months 2008 Activity Indicators release         |
| November 25 | Ambition 2012 Update                                       |



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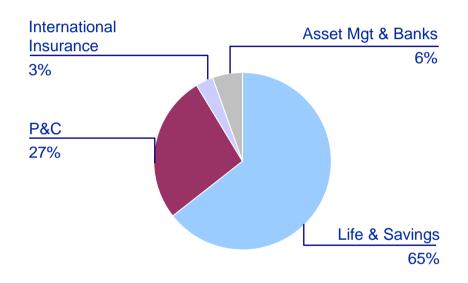
4 : Concluding remarks

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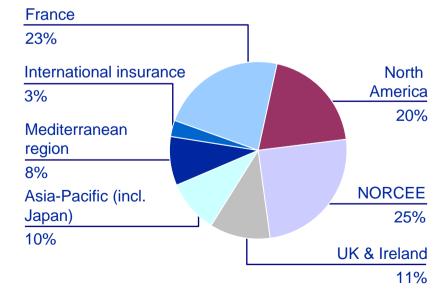


### FY07 revenues reflect strong diversification

#### FY07 IFRS revenues by operating segment(1)



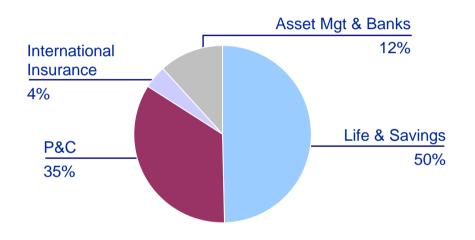
#### FY07 IFRS insurance revenues by geography<sup>(1)</sup>



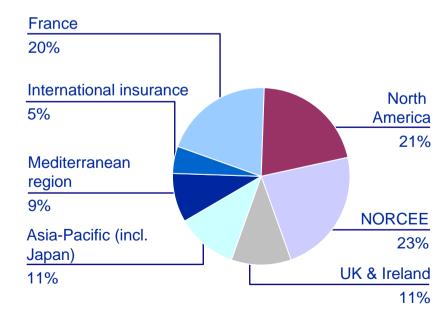


### FY07 underlying earnings reflect strong diversification

## FY07 underlying earnings by operating segment



## FY07 insurance underlying earnings by geography





### Northern, Central and Eastern Europe detailed figures per country

| L&S Underlying             |      |      | Change   |                      |  |
|----------------------------|------|------|----------|----------------------|--|
| earnings<br>(Euro million) | 2006 | 2007 | Reported | Comp. <sup>(1)</sup> |  |
| Germany                    | 69   | 182  | +164%    | +73%                 |  |
| Switzerland                | 3    | 165  |          |                      |  |
| Belgium                    | 65   | 90   | +38%     | +34%                 |  |
| Central Eastern<br>Europe  |      | 0    |          |                      |  |
| Luxembourg                 | 5    | 4    | -9%      | -9%                  |  |
| Total                      | 142  | 441  | +211%    | +49%                 |  |

| NBV                       |      |      | Change   |          |  |
|---------------------------|------|------|----------|----------|--|
| (Euro million)            | 2006 | 2007 | Reported | Comp.(1) |  |
| Germany                   | 120  | 166  | +38%     | +37%     |  |
| Switzerland               | 54   | 46   | -14%     | -15%     |  |
| Belgium                   | 123  | 144  | +18%     | +1%      |  |
| Central Eastern<br>Europe | 18   | 19   | +8%      | +14%     |  |
| Luxembourg                |      |      |          |          |  |
| Total                     | 316  | 376  | +16%     | +12%     |  |

| P&C Underlying             |      |      | Change   |          |  |  |
|----------------------------|------|------|----------|----------|--|--|
| earnings<br>(Euro million) | 2006 | 2007 | Reported | Comp.(1) |  |  |
| Germany                    | 181  | 325  | +79%     | +46%     |  |  |
| Switzerland                | 7    | 125  |          |          |  |  |
| Belgium                    | 147  | 216  | 47%      | +11%     |  |  |
| Central Eastern<br>Europe  | -6   | -10  | -74%     | -74%     |  |  |
| Luxembourg                 | 9    | 12   | +30%     | +30%     |  |  |
| Total                      | 339  | 668  | +97%     | +27%     |  |  |

| L&S roll-                 |      |      | Change        |               |     |        |  |
|---------------------------|------|------|---------------|---------------|-----|--------|--|
| forward<br>(Euro million) | 2006 | 2007 | UL net inflow | GA net inflow | FX  | Market |  |
| Germany                   | 51   | 53   | 1%            | 0%            | 0%  | 1%     |  |
| Switzerland               | 35   | 32   | 0%            | 0%            | -3% | -6%    |  |
| Belgium                   | 21   | 24   | 1%            | 6%            | 0%  | 3%     |  |
| Central Eastern<br>Europe | 3    | 4    | 16%           | 8%            | 7%  | -3%    |  |
| Luxembourg                | 0    | 0    | -3%           | -2%           | 0%  | 15%    |  |
| Total                     | 111  | 112  | +1%           | +2%           | -1% | -1%    |  |



<sup>(1)</sup> Change on a comparable basis corresponds:

<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur

## Asia Pacific excluding Japan detailed figures per country

| L&S roll-                  |      |      |               | Chan          | ge   |        |
|----------------------------|------|------|---------------|---------------|------|--------|
| forward<br>(Euro million)  | 2006 | 2007 | UL net inflow | GA net inflow | FX   | Market |
| Australia/NZ               | 11   | 10   | -2%           | -2%           | 0%   | 2%     |
| Hong Kong                  | 6    | 6    | 6%            | 6%            | -11% | 2%     |
| South East<br>Asia & China | 1    | 1    | 16%           | 5%            | -7%  | 3%     |
| Total                      | 17   | 17   | +1%           | +1%           | -4%  | +2%    |

| NBV                        |      |      | Change   |                      |  |
|----------------------------|------|------|----------|----------------------|--|
| (Euro million)             | 2006 | 2007 | Reported | Comp. <sup>(1)</sup> |  |
| Australia/NZ               | 38   | 51   | +35%     | +29%                 |  |
| Hong Kong                  | 89   | 77   | -13%     | -4%                  |  |
| South-East Asia<br>& China | 0    | 19   |          | +72%                 |  |
| Total                      | 127  | 147  | +16%     | +13%                 |  |

| L&S Underlying             |      |      | Change   |          |  |
|----------------------------|------|------|----------|----------|--|
| earnings<br>(Euro million) | 2006 | 2007 | Reported | Comp.(1) |  |
| Australia/NZ               | 83   | 99   | +19%     | +17%     |  |
| Hong Kong                  | 111  | 126  | +13%     | +20%     |  |
| South East Asia & China    | 0    | 5    |          |          |  |
| Total                      | 194  | 230  | +19%     | +21%     |  |



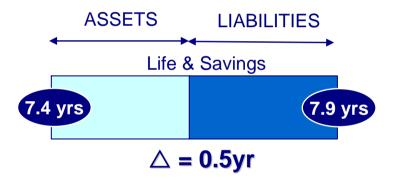
<sup>(1)</sup> Change on a comparable basis corresponds:

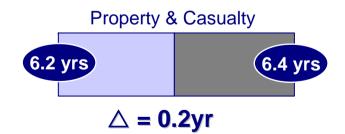
<sup>-</sup> for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)

<sup>-</sup> for earnings, to constant exchange rates excluding Winterthur

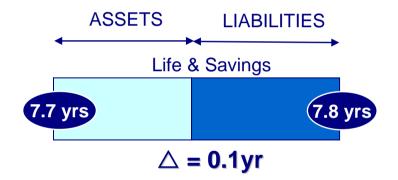
# Focus on ALM

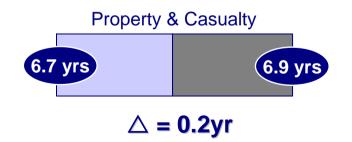
### Duration gap at year end 2006, including Winterthur(1)





#### **Duration gap at year end 2007**







### Mortgage loans and other

| Euro billion            |         | Mortgag | e Loans     |       | Agency | Total |
|-------------------------|---------|---------|-------------|-------|--------|-------|
| As of December 31, 2007 | Germany | US      | Switzerland | Other | Pools  |       |
| Market Value (1)        | 5       | 4       | 3           | 1     | 2      | 15    |

#### Germany:

- → Mortgage loans are 95% residential and located in participating funds.
- US:
  - → Mortgage loans are primarily commercial (ca 2/3) and Agricultural (ca 1/3) with good loan to value (respectively ca 65% and 45%) and significant debt service coverage (1.4 and 1.6 respectively). No profit sharing.
- Switzerland:
  - → Mortgage loans are primarily residential located in participating funds.
- Agency Pools:
  - → Mortgage-backed securities issued by US Government Sponsored Enterprises (Government National Mortgage Association GNMA, Federal National Mortgage Association FNMA, Federal Home Loan Mortgage Corporation FHLMC, Federal Home Loan Banks FHLB).



# Real estate investments

| Euro billion<br>As of December<br>31, 2007 | France | Switzerland | UK | Germany | US | Belgium | Other | Total |
|--|--------|-------------|----|---------|----|---------|-------|-------|
| Market value <sup>(1)</sup>                | 9      | 4           | 1  | 1       | 1  | 2       | 1     | 20    |

- AXA real estate invested in the market where the company is operating
- Investment are generally geared toward commercial properties (office, retail)
- Very limited exposure to residential except in France (ca 20%) and Switzerland (ca 40%)

# Focus on CDO asset quality

| Euro million<br>As of December 31, 2007 | Investment grade | High<br>Yield | Structured<br>Finance | Other<br>CDOs | Total |
|---|------------------|---------------|-----------------------|---------------|-------|
| AAA                                     | 54               | 30            | 54                    | 336           | 475   |
| AA                                      | 52               | 41            | 29                    | 35            | 156   |
| Α                                       | 499              | 12            | 28                    | 19            | 559   |
| BBB                                     | 13               | 33            | 13                    | 52            | 111   |
| Below invst. grade                      | 13               | 13            | 2                     | 0             | 28    |
| Equity / Non rated                      | 125              | 89            | 8                     | 250           | 473   |
| Market value                            | 757              | 219           | 135(1)                | 692           | 1,802 |
| Shareholder Exposure                    | 44%              | 64%           | 83%                   | 57%           | 54%   |
| OCI <sup>(2)</sup>                      | 85%              | 44%           | 51%                   | 60%           | 68%   |
| P&L                                     | 15%              | 56%           | 49%                   | 40%           | 32%   |



<sup>(1)</sup> Includes Euro 18 million CDO of subprime

<sup>(2)</sup> Fair value changes of assets classified as available for sale are recognized in the OCI component in shareholders equity.



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