

# Full year 2005 Earnings

February 28, 2006



Be Life Confident

# Disclaimer and Cautionary Statements Concerning Forward-looking Statements

Certain statements contained herein are forward-looking statements including, but not limited to, statements that are predictions of or indicate future events, trends, plans or objectives (including statements herein with respect to AXA's Ambition 2012 project and the objectives, financial and other, associated with that project). Undue reliance should not be placed on such statements because, by their nature, they are subject to known and unknown risks and uncertainties and can be affected by numerous factors that could cause actual results and AXA's plans and objectives to differ materially from those expressed or implied in the forward looking statements (or from past results). These risks and uncertainties include, without limitation, the risk of future catastrophic events (including possible future weather-related catastrophic events and/or terrorist related incidents), economic and market developments, legislative developments, regulatory actions or investigations, as well as litigations and /or types of other proceedings. Please refer to AXA's Annual Report on Form 20-F and Document de Référence and for the year ended December 31, 2004, for a description of certain important factors, risks and uncertainties that may affect AXA's business. 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.



## Note

All 2005 information coming from financial statements has been audited by AXA's independent auditors.

AXA's FY05 results have been prepared in accordance with IFRS and interpretations applicable and endorsed by the European Commission at year-end 2005.

Adjusted and underlying earnings 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. Adjusted and underlying earnings are reconciled to net income in slide 15 of this presentation.

### Adjusted Earnings are:

Net income before the impact of exceptional operations, goodwill and related intangibles amortization/impairments, and profit or loss on financial assets under the fair value option and derivatives. For more details see glossary in the Management Report

### Underlying Earnings are:

Adjusted earnings excluding net realized capital gains attributable to shareholders.



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3 : Balance sheet & capital

4 : European Embedded Value

5 : Accelerating growth through differentiation



# The highlight of the year was the launch of our company project **Ambition 2012**

Ambition 2012 is about becoming “the Preferred Company”

This project is aimed at



Getting “everybody on board” thanks to the emotional appeal of the ambition



Accelerating organic growth by building **true differentiation**



**2012 began in 2005, with growth in line with long-term targets...**

	Growth on a comparable basis		LT Growth targets
	Δ 2003/04 FR GAAP	Δ <b>2004/05</b> IFRS	
Life & Savings APE <sup>(1)</sup>	+7%	<b>+11%</b>	+5/+10%
P&C revenues			
- Individual lines	+4%	<b>+4%</b>	+3%/+5%
- Commercial lines	+6%	<b>+1%</b>	+3%/+5%
Asset Management Revenues	+14%	<b>+14%</b>	>+10%



(1) 2004/2005 APE growth is in line with Group's EEV disclosure

# [ ...and profitability improving in all segments

	FY05	Var. 2004-2005
Life & Savings NBV <sup>(1)</sup>	€ 1,138m	+27 %
L&S NBV/APE margin <sup>(1)</sup>	20.8 %	+2.8 pt
P&C combined ratio	97.7 %	-0.8 pt
Asset Management Net inflows <sup>(2)</sup>	€56 bn	+€20bn



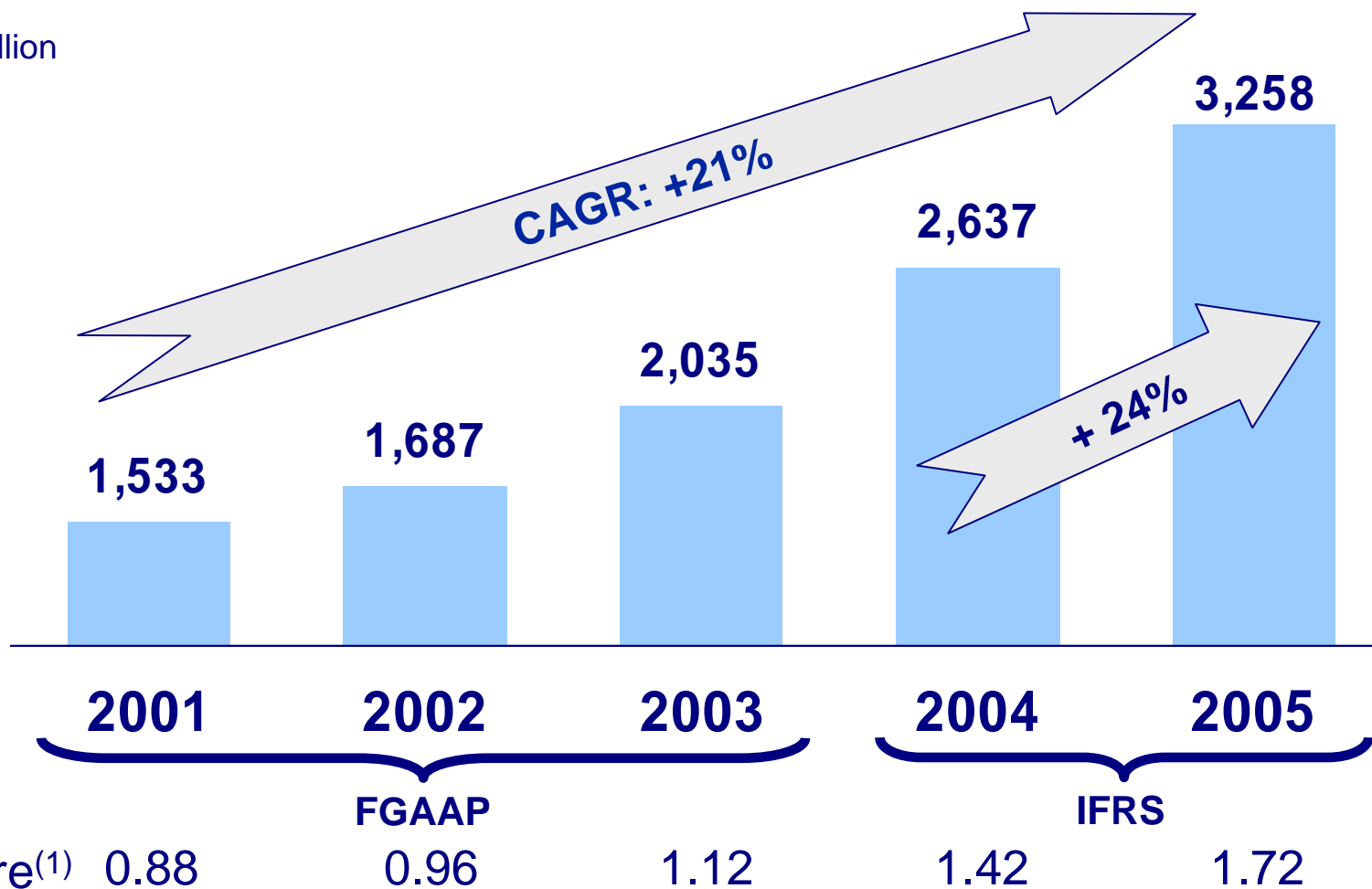
(1) On a comparable basis

(2) Sales net of redemptions, excluding the impact of change in scope at AllianceBernstein principally due to the sale of Alliance Capital Cash Management Services

# Underlying earnings growth remained very solid

## Underlying Earnings

Euro million



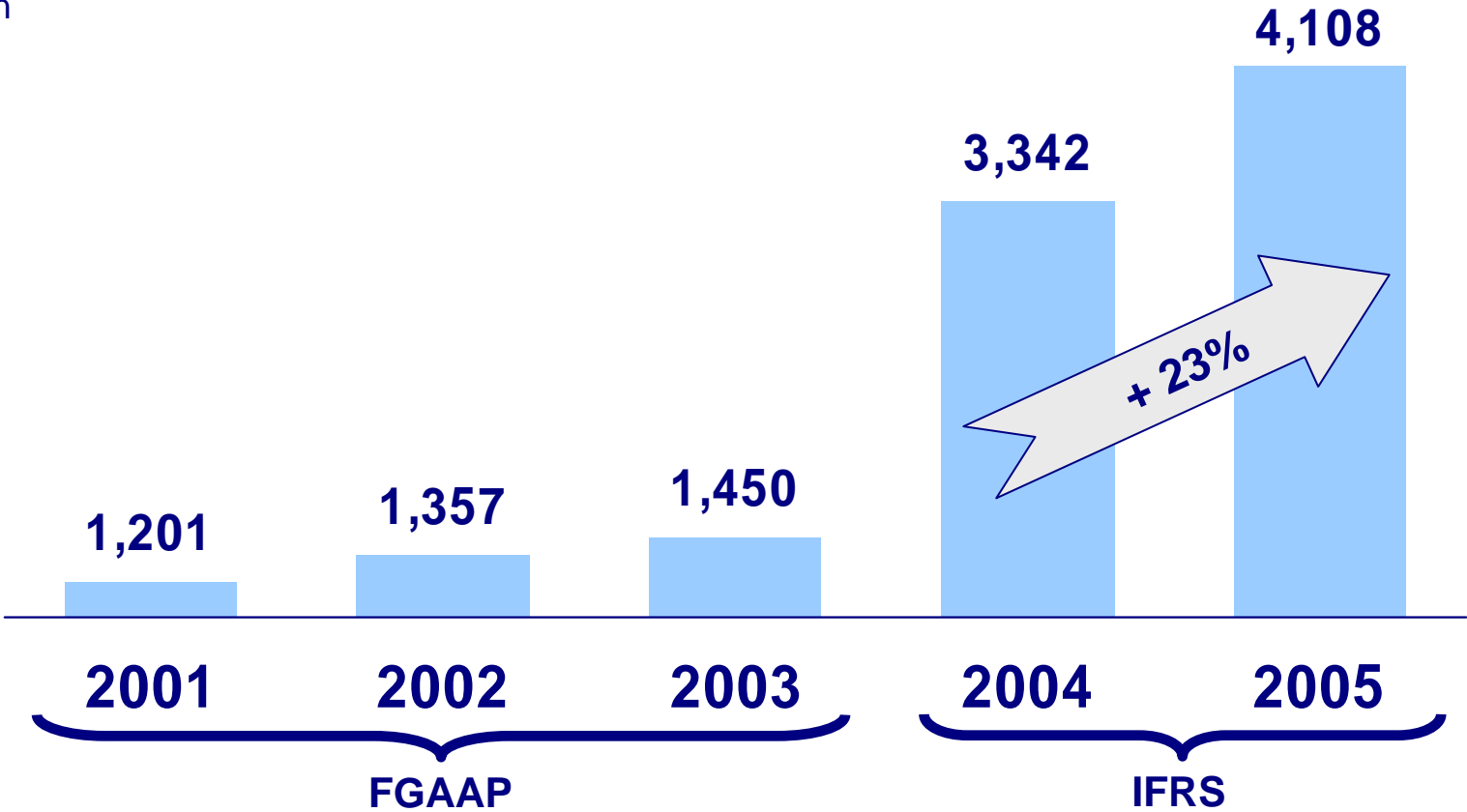
(1) Euro - Fully diluted



**Adjusted Earnings reflects the benefits of having maintained our equity exposure...**

**Adjusted Earnings**

Euro million

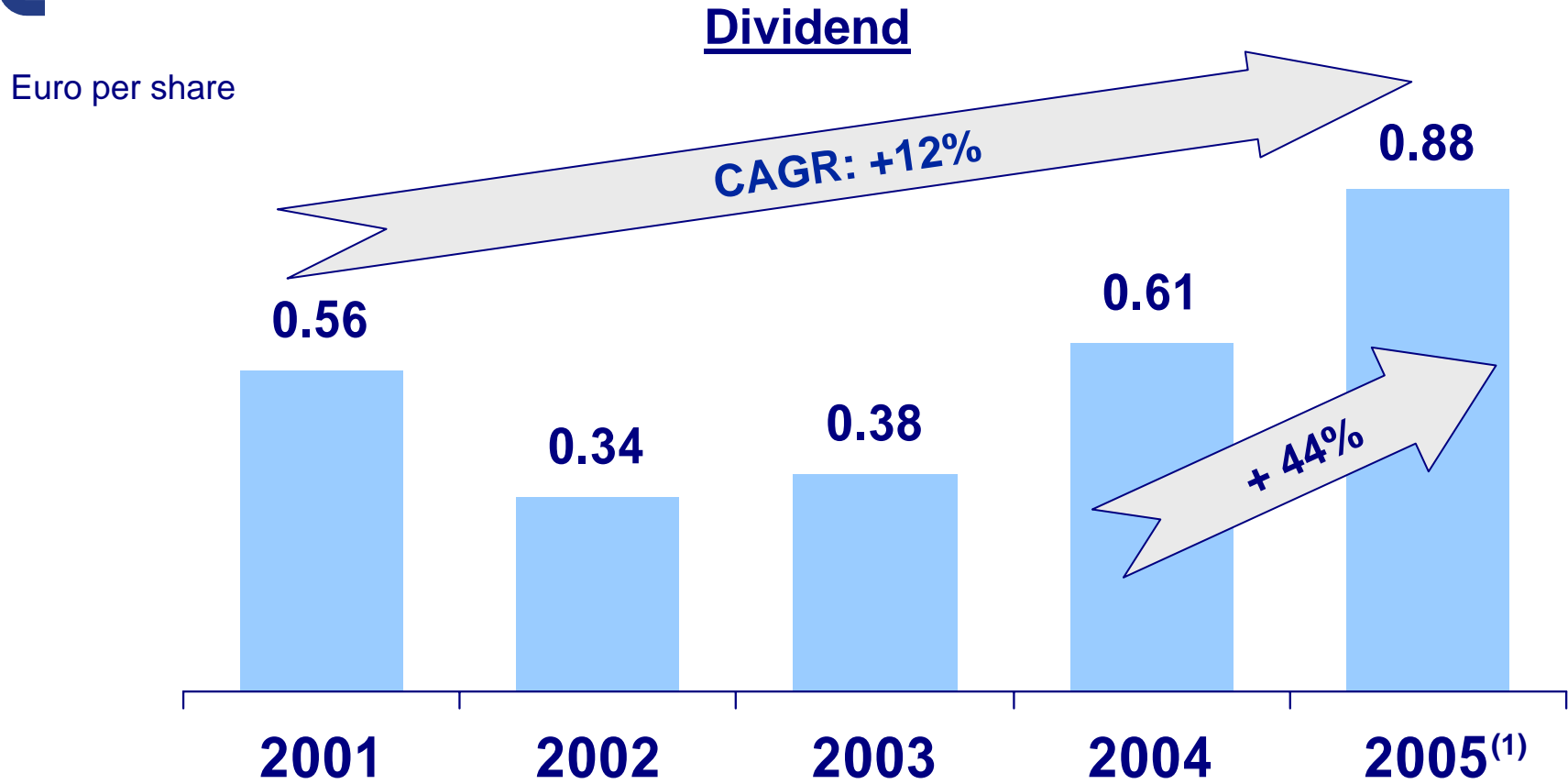


Net realized capital gains/losses attributable to shareholders:

+229      -240      -585      705      850



# ... and thereby driving the proposed dividend growth



<b>Payout<sup>(2)</sup></b>	<b>NA</b>	<b>44%</b>	<b>47%</b>	<b>40%</b>	<b>40%</b>
<b>Yield<sup>(3)</sup></b>	<b>2.39%</b>	<b>2.66%</b>	<b>2.24%</b>	<b>3.36%</b>	<b>3.23%</b>



- (1) To be proposed to the May 4, 2006 Shareholders' Meeting
- (2) Dividend paid / Adjusted earnings (on a FGAAP basis in 2001-2002-2003-2004 and in IFRS in 2005)
- (3) Dividend paid in n+1 / Closing share price of year n

# We have also taken a number of strategic initiatives that should contribute to future growth

Joint ventures



Bharti (India, Life & Savings)  
Affin (Malaysia, Life & Savings)

Start-up operations



Poland (Direct Motor)

Regional platforms



Northern Europe  
AXA Life Europe

Acquisitions



Framlington (UK, Asset Management)  
Seguro Directo (Portugal, P&C)  
Citadel (Canada, P&C)  
MLC (Hong Kong & Indonesia, L&S)



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# Sustained growth in Life & Savings and Asset Management

<u>Activity Indicators Growth<sup>(1)</sup></u>			
Life & Savings APE	+11%	P&C revenues	+3%
Life & Savings NBV	+27%	Int'l Insurance revenues	+10%
Asset Mgt revenues	+14%		

- Life & Savings new business growth benefited from Unit-linked and protection products
- Asset Management attracted Euro 56bn<sup>(2)</sup> of net inflows - Average AUM increased by 15%
- P&C experienced a resilient pricing environment and moderate portfolio growth, with positive net inflows<sup>(3)</sup>:
  - ▶ Individual motor: +241,000 contracts
  - ▶ Individual household: +71,000 contracts



(1) On a comparable basis (constant exchange rates and scope).

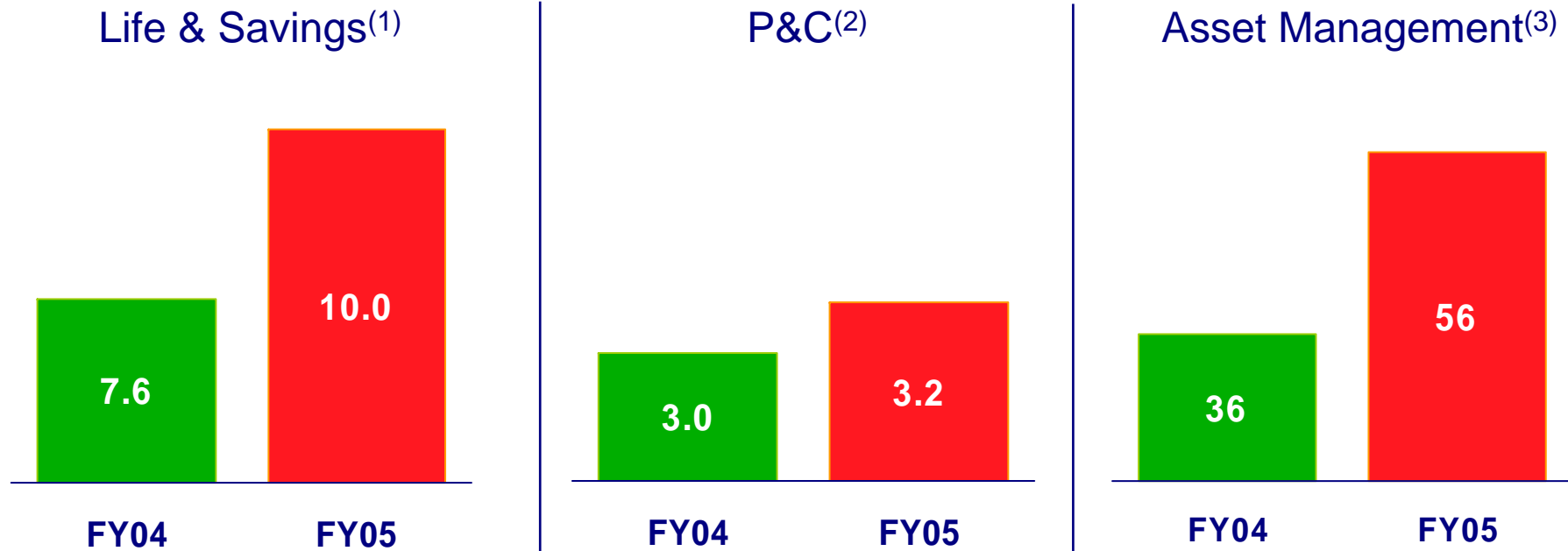
(2) Sales net of redemptions, excluding the impact of change in scope at AllianceBernstein mainly linked to the sale of Alliance Capital Cash Management Services.

(3) Including entities which were previously consolidated under equity method (Turkey, Hong Kong and Singapore).

# Strong positive net cash flows demonstrate AXA's ability to attract and retain clients

Euro billion

## Net Cash Flows



- (1) Technical operating cash flows = Premiums & deposits net of surrenders & other benefits. Excluding Mutual fund sales  
(2) Net operational cash flows including expenses, taxes and investment income. Scope: France, UK+ Ireland, Germany, Belgium and Southern Europe, representing 89% of P&C IFRS revenues and 90% of gross reserves  
(3) Sales net of redemptions, excluding the impact of change in scope at AllianceBernstein mainly linked to the sale of Alliance Capital Cash Management Services

# Strong 2005 underlying performance with double-digit growth

<i>IFRS - Euro</i>	2005 million	2004 million	Change	Change at cst. FX	2005 per share <sup>(2)</sup>	Change
<b>Life &amp; Savings</b>	<b>1,931</b>	<b>1,563</b>	<b>+24%</b>	<b>+24%</b>		
<b>Property &amp; Casualty</b>	<b>1,346</b>	<b>1,102</b>	<b>+22%</b>	<b>+22%</b>		
<b>International Insurance</b>	<b>68</b>	<b>138</b>	<b>-51%</b>	<b>-52%</b>		
<b>Asset Management</b>	<b>396</b>	<b>300</b>	<b>+32%</b>	<b>+33%</b>		
<b>OFS &amp; Holdings</b>	<b>-483</b>	<b>-465</b>	<b>--</b>	<b>--</b>		
<b>Underlying earnings</b>	<b>3,258</b>	<b>2,637</b>	<b>+24%</b>	<b>+24%</b>	<b>1.72</b>	<b>+21%</b>
Net capital gains <sup>(1)</sup>	850	705				
<b>Adjusted earnings</b>	<b>4,108</b>	<b>3,342</b>	<b>+23%</b>	<b>+23%</b>	<b>2.16</b>	<b>+21%</b>
Profit or loss on financial assets under FV option and derivatives	149	428				
Exceptional operations	-72	10				
Goodwill & related intangibles	-13	-41				
<b>Net income (Group share)</b>	<b>4,173</b>	<b>3,738</b>	<b>+12%</b>	<b>+12%</b>	<b>2.19</b>	<b>+10%</b>



(1) See glossary in the Management Report

(2) Fully diluted. Weighted average number of diluted shares was 1,954m in FY05 versus 1,934m in FY04

# Life & Savings: robust 24% underlying earnings growth

Underlying earnings (Euro million)	2005	Change from 2004	Change at cst FX
US	866	+202	+203
<i>of which AXA-Equitable</i>	715	+91	+92
<i>of which MONY<sup>(1)</sup></i>	150	+111	+111
France	387	+37	+37
Japan	266	+120	+128
AXA APH <sup>(2)</sup>	147	+36	+34
Belgium	56	-18	-18
UK	85	-1	-1
Germany	30	+17	+17
Southern Europe	44	+2	+2
Other countries <sup>(3)</sup>	51	-27	-27
<b>Total Life &amp; Savings</b>	<b>1,931</b>	<b>+368</b>	<b>+375</b>

Excluding MONY  
1H05 and Japan  
non-recurring items,  
**underlying  
earnings are up  
16%<sup>(4)</sup> versus 2004**



(1) MONY was acquired on July 8, 2004

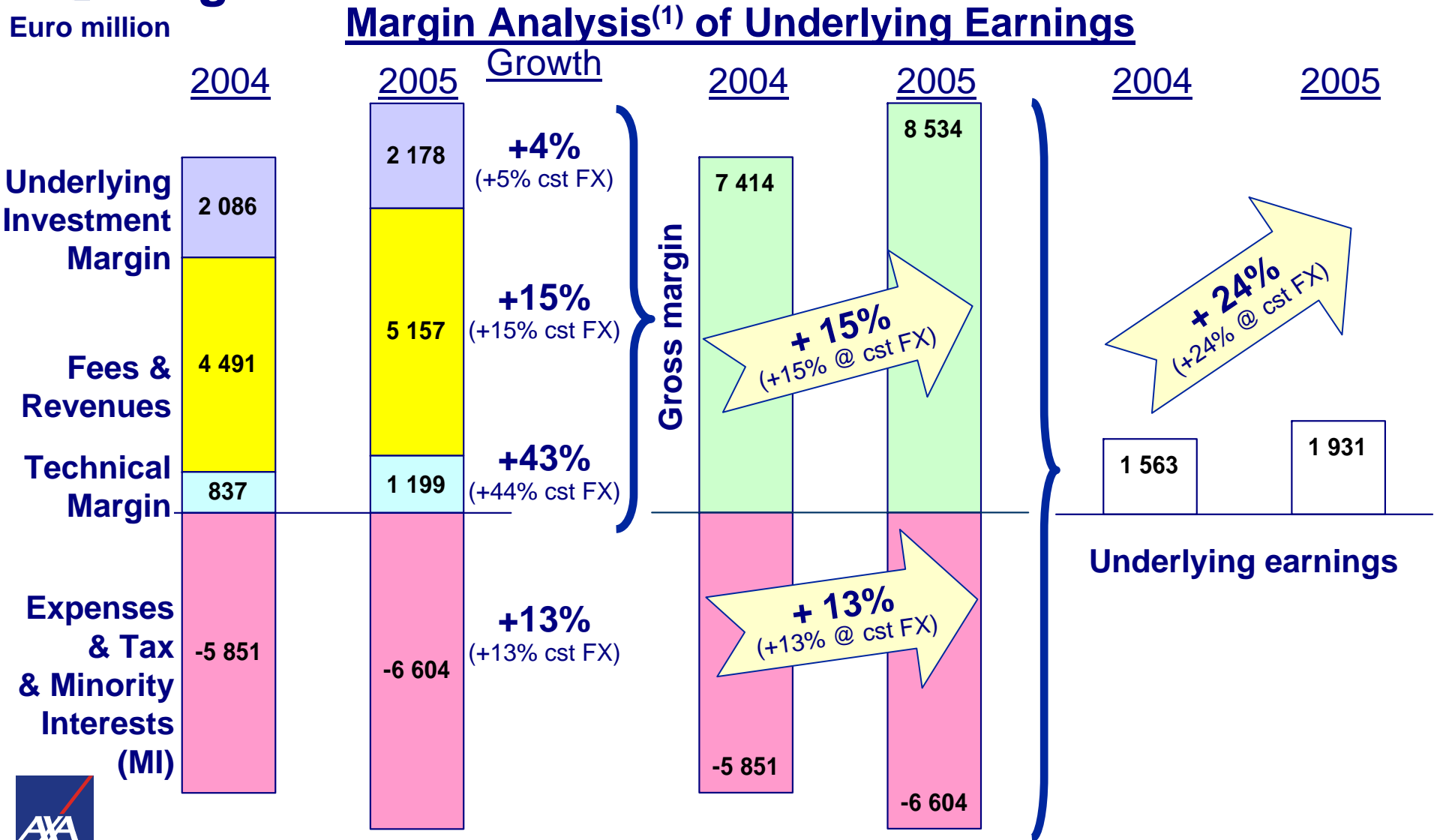
(2) Australia/New-Zealand + Hong Kong + Singapore

(3) In the Netherlands, following the sale of the Health portfolio as of Dec. 1, 2004, the disability activity was transferred from Life & Savings to P&C. This change in scope resulted in a Euro 24m decrease in L&S underlying earnings between 2004 and 2005

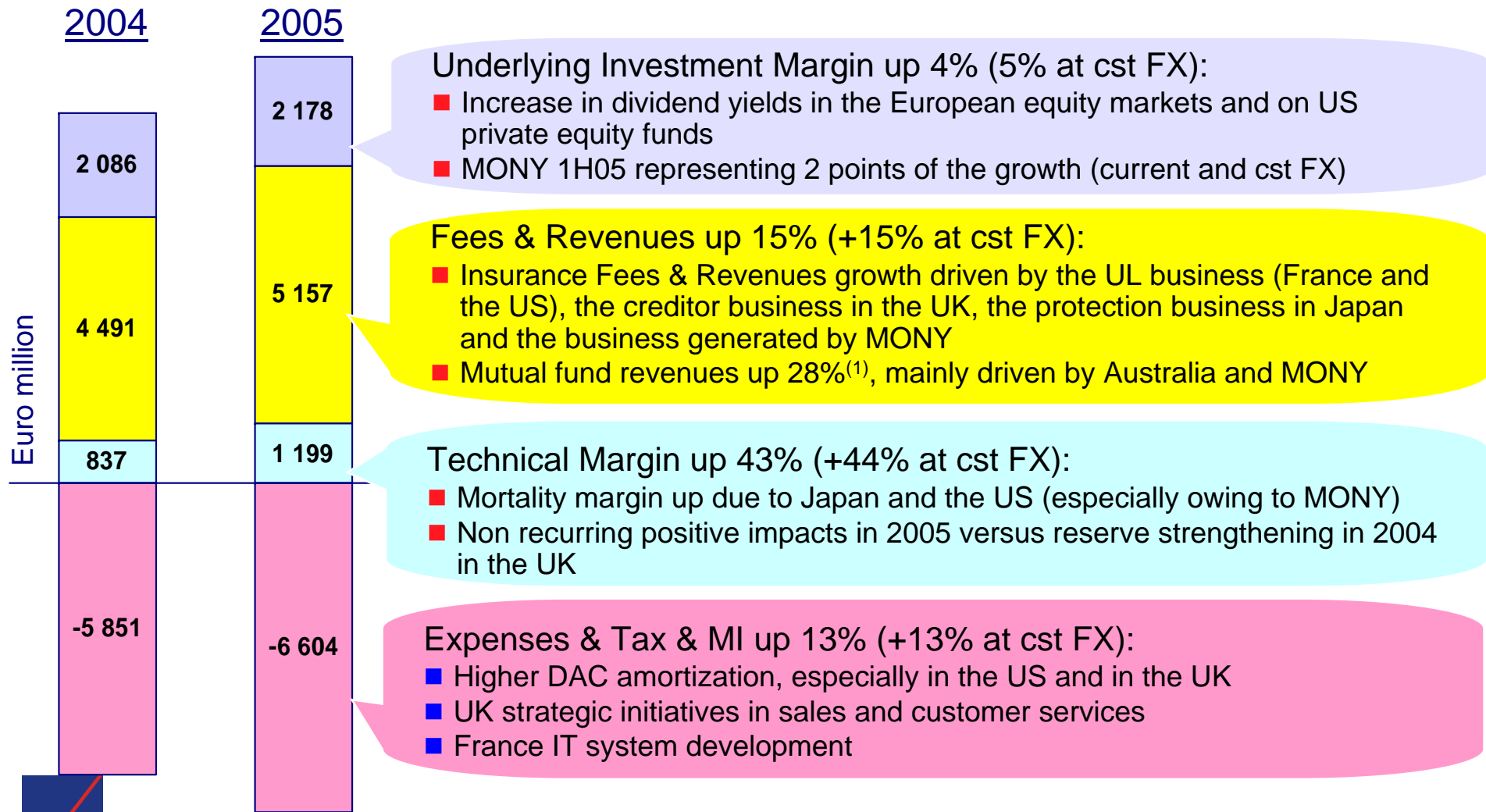
(4) At constant exchange rates



# Life & Savings underlying earnings growth was primarily driven by fees & revenues and technical margin



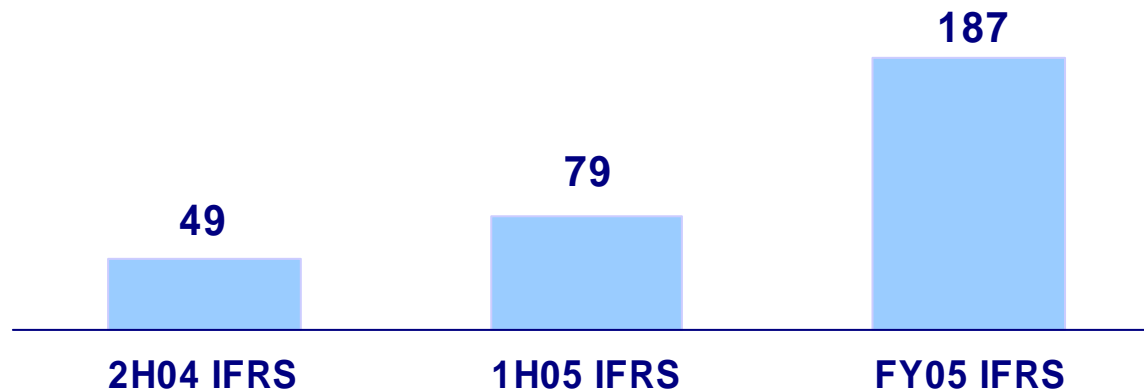
# Life & Savings underlying earnings: fees and technical margins are driving the growth



(1) At constant exchange rates

# Life & Savings: successful integration of MONY

**MONY Contribution to Underlying Earnings**  
(\$ million)



- Salesforce integration completed in June 2005
- Sale of Advest for \$400m

# Life & Savings: as mentioned in 1H05, non-recurring items in Japan positively impacted underlying earnings

Euro million	<u>Net impact<sup>(1)</sup></u>
Release of valuation allowance on DTA:	+220
Change in future investment assumptions <sup>(2)</sup> :	-153
▶ Higher VBI amortization	-136
▶ Higher DAC amortization	-17
<b>Non-recurring impact on 2005 underlying earnings</b>	<b>+67</b>

➔ Japan non-recurring items had a 5 point positive impact on 2005 AXA Group tax rate



(1) Net of tax and minority interests

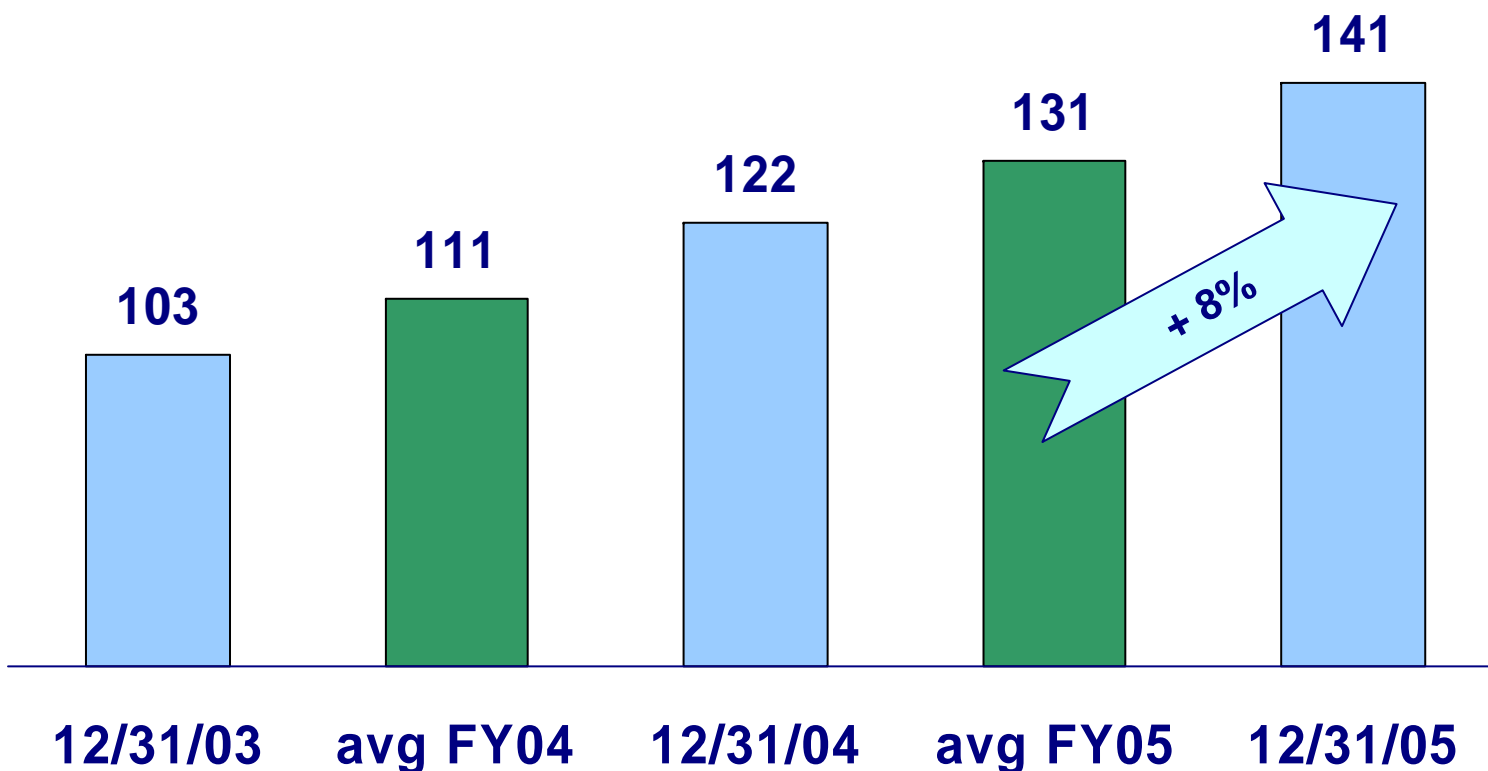
(2) Change in future investment assumptions results from portfolio restructuring (shift from US bonds into JGBs)

# Life & Savings: separate account<sup>(1)</sup> evolution bodes well for future growth

Euro billion

## Life & Savings Separate Account Balances<sup>(2)</sup>

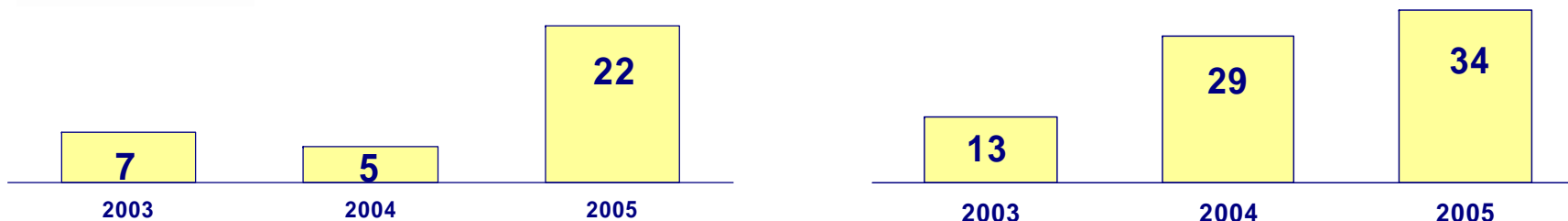
All periods at December 31, 2005 exchange rates



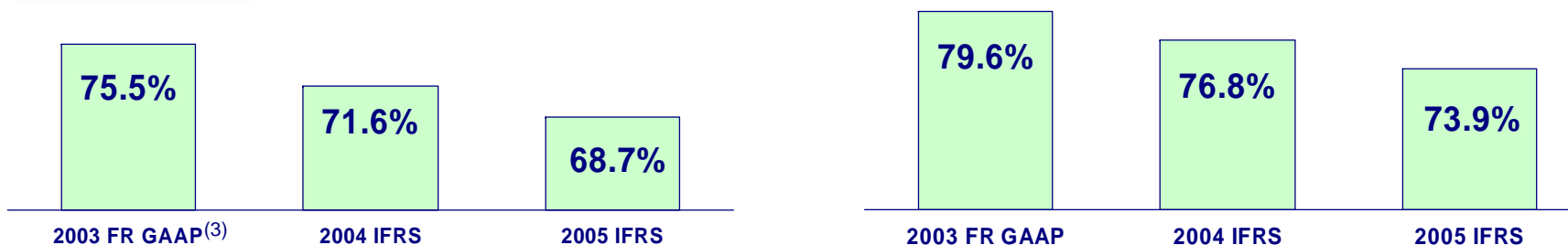
(1) Contracts with financial risk borne by policyholders  
(2) Including MONY from its acquisition date (July 8, 2004)

# Asset Management: record net inflows of Euro 56 bn in 2005 and strongly improved cost income ratio

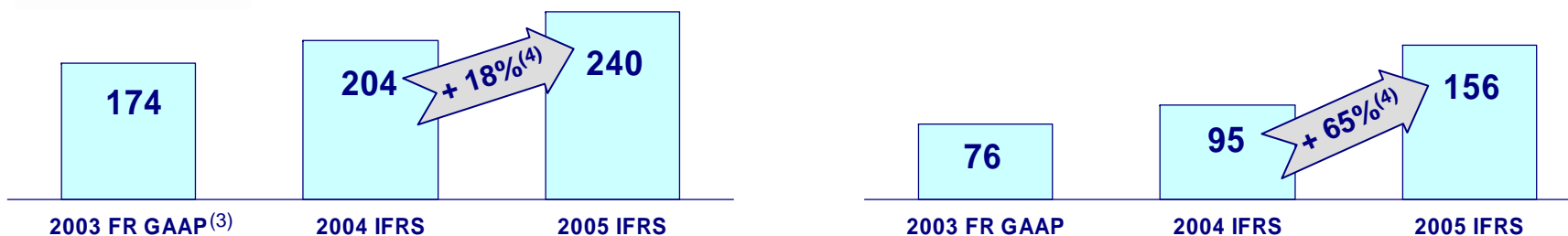
Net inflows<sup>(1)</sup> (Euro bn)



Cost income ratio<sup>(2)</sup>



Underlying earnings (Euro mm)



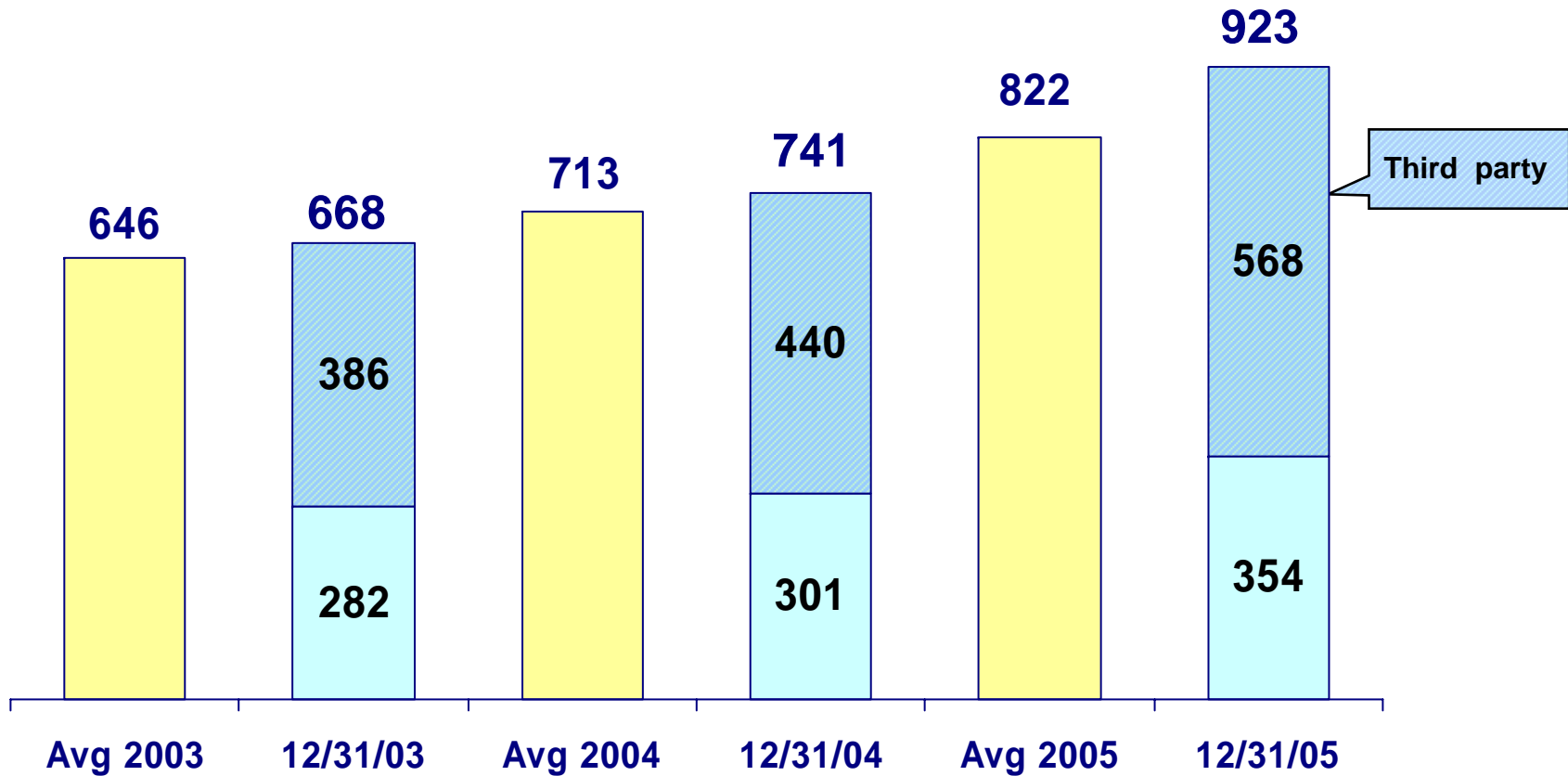
(1) Sales net of redemptions, excluding the impact of change in scope at AllianceBernstein mainly linked to the sale of Alliance Capital Cash Management Services  
 (2) Operating expenses divided by gross revenues (net of distribution revenues)  
 (3) Excluding the net charge for mutual fund matters and legal proceedings in 2003  
 (4) At constant exchange rate

# Asset Management: evolution of Assets Under Management bodes well for future growth

## Assets under management

(Euro billion)

(AXA Investment Managers & AllianceBernstein)



# P&C earnings boosted by continued combined ratio and investment income improvement

<i>Ratios in % Results in Euro million</i>	Combined ratios <sup>(1)</sup>	
	2005	Improv't from 2004
France	97.9	-0.8
Germany	98.3	-0.5
UK & Ireland	96.3	-1.0
Belgium	98.7	+1.4
Southern Europe	99.1	-0.3
Other countries	96.3	-3.5
<b>Total P&amp;C</b>	<b>97.7</b>	<b>-0.8</b>
Loss Ratio	69.2	-2.1
Expense Ratio	28.5	+1.4



Net Technical Result <sup>(2)</sup>	
2005	Improv't from 2004 <sup>(4)</sup>
106	+46
48	+15
160	+42
19	-19
27	+8
76	+73
<b>435</b>	<b>+164</b>
+ Investment income <sup>(3)</sup>	1,451
- Tax, MI & other	-540

➔ P&C underlying earnings of Euro 1,346m, up 22% from 2004



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

(2) Net technical result, including expenses

(3) Including financing charges

(4) Of which impact of newly consolidated companies (Turkey, Singapore, Hong Kong): +8 on Technical result, +40 on Investment income and -45 on Tax, MI & other



# P&C: better combined ratio due to improved loss ratio

Ratios (in %)	2005	Improv't from 2004
Loss, excl. CH <sup>(1)</sup>	64.8	-1.7
Claims handling	<u>4.4</u>	<u>-0.4</u>
Loss	69.2	-2.1
Acq expense	18.1	+0.6
Admin expense	<u>10.4</u>	<u>+0.7</u>
Expense	28.5	+ 1.4
<b>Combined</b>	<b>97.7</b>	<b>- 0.8</b>

(1) Claims Handling costs

## ▪ Loss ratio improved owing to:

- ▶ Better claims experience in the UK in personal lines
- ▶ Reduced claims handling costs due to process improvements in Germany and change in cost allocation in Germany and Canada

## ▪ Acquisition expense ratio up mainly due to:

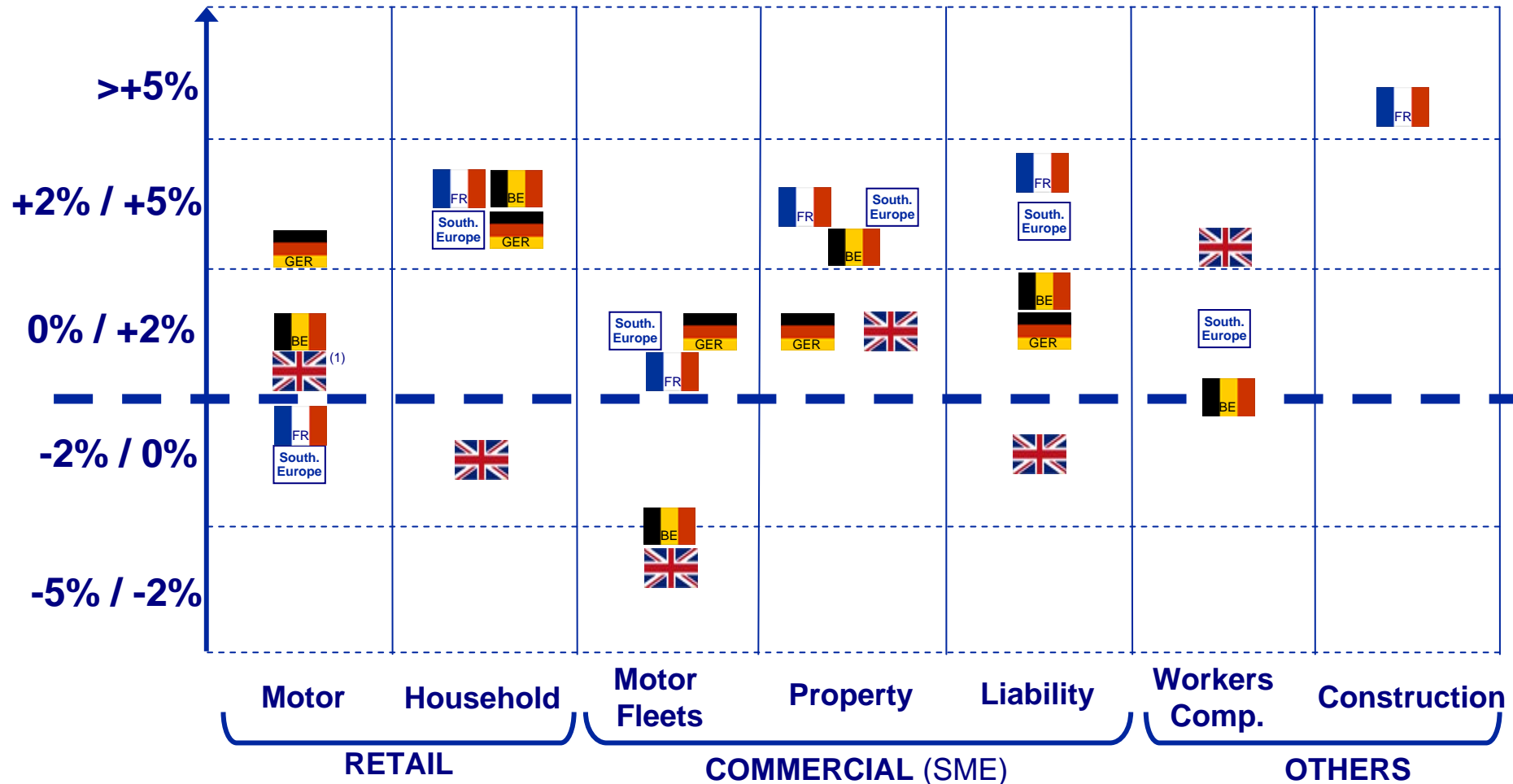
- ▶ UK business mix shift towards lower loss/ higher commission ratio business +0.3 pt
- ▶ Non recurring impacts on deferred acquisition costs in France (2004) and Germany (2005) +0.3 pt

## ▪ Administrative expense ratio up mainly due to:

- ▶ Change in cost allocation in Germany/Canada +0.5 pt
- ▶ Non recurring charge on agent pension benefits in France +0.2 pt



# 2006 renewals – another year of disciplined underwriting across our P&C operations...



...although new business is more competitive

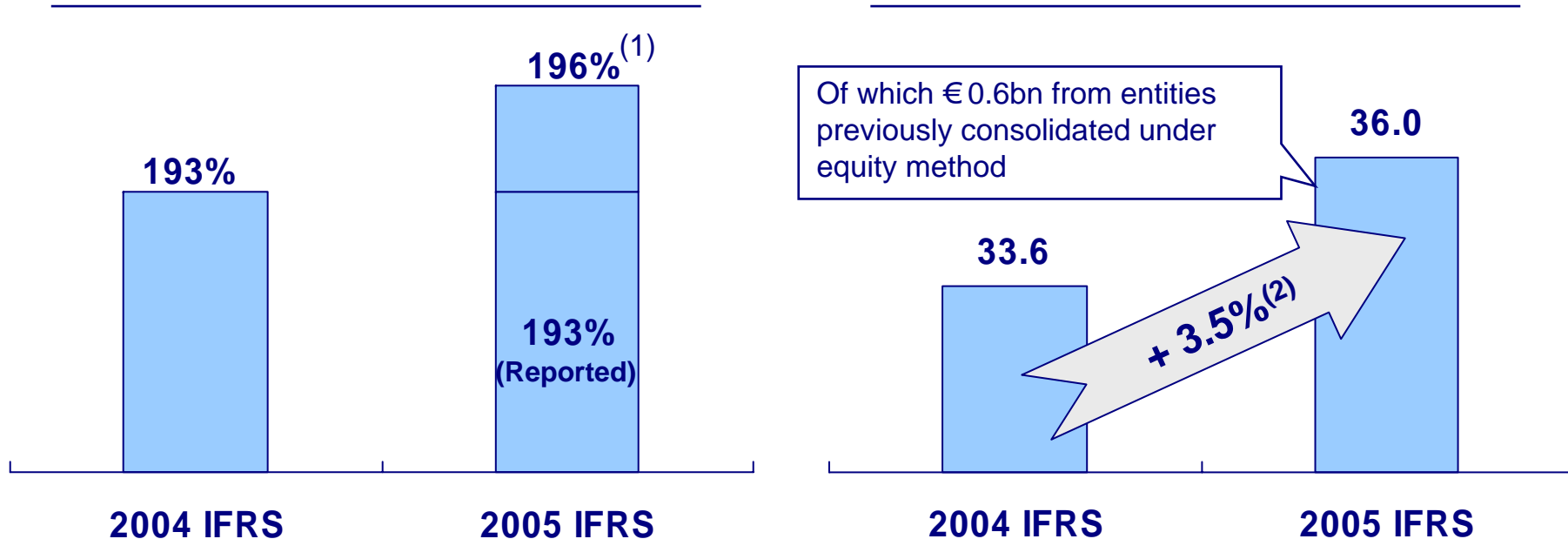


(1) Based on average premium

# P&C: Reserves ratios have probably reached a peak in 2005 ...

Net technical reserves /  
Net earned premiums

Gross P&C reserves  
*Euro billion*



... while investment income should continue to benefit from an increased asset base



(1) Excluding entities which were previously consolidated under equity method (Turkey, Hong Kong and Singapore).  
 (2) On a comparable basis (constant exchange rates and scope).

# International insurance: good performance in a challenging environment for the reinsurance business

(Euro million)	Underlying earnings 2005	Change from 2004	Adjusted earnings 2005	Change from 2004
AXA RE	11	-85	64	-47
AXA CS Assurance	72	+22	102	+5
Other international activities	-14	-8	-4	-22
<b>Total International Insurance</b>	<b>68</b>	<b>-71</b>	<b>162</b>	<b>-64</b>

# International Insurance: combined ratios reflect disciplined underwriting in a challenging environment

## AXA RE results reflected:

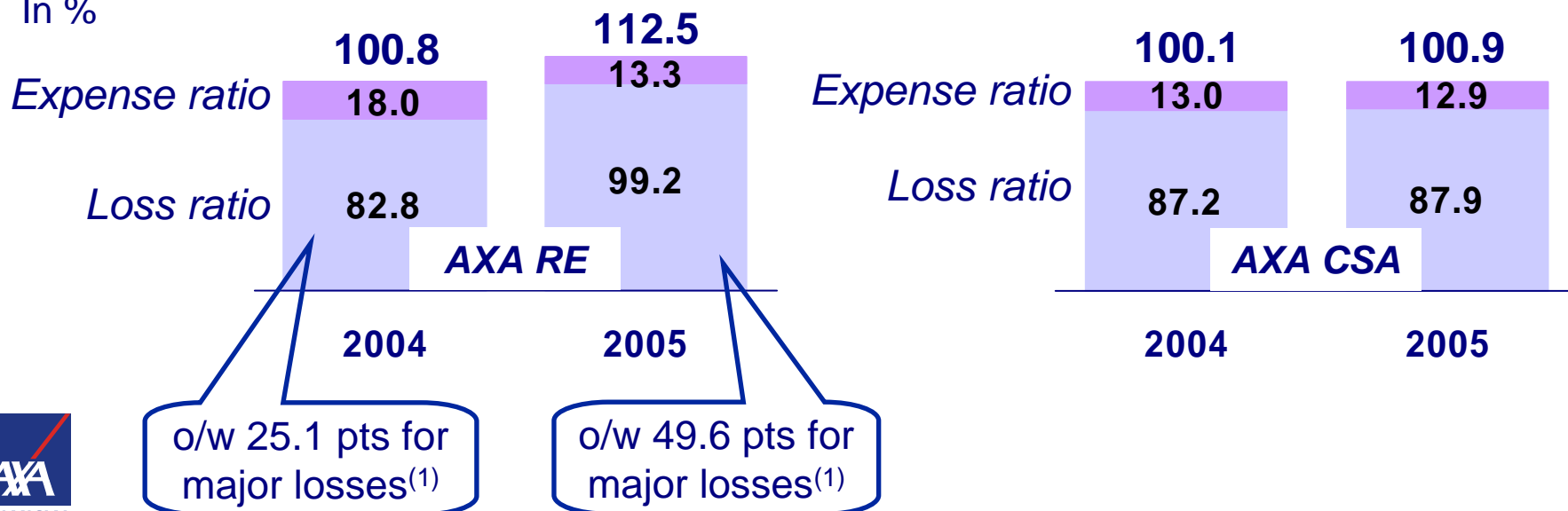
- A Euro 572m pre-tax cost of 2005 major losses, including Katrina, Rita and Wilma hurricanes, versus Euro 256m in 2004
- Positive prior year development in P&C and strong technical results in Life
- Decrease in administrative expenses

## AXA CSA results were impacted by:

- Continued selective underwriting
- More competitive price environment in Aviation and Liability
- Slight increase in claims from French and UK motor

### Combined ratios

In %



(1) Current year impact

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# In 2005, we continued to tightly manage our capital base

Scope optimization



Sale of Advest (US)

Acquisitions and Joint Ventures

Simplification of corporate structure



AXA-Finaxa merger

AXA Konzern minority buyout

Innovative risk and capital management



Securitization of AXA France individual motor portfolio

Dilution control

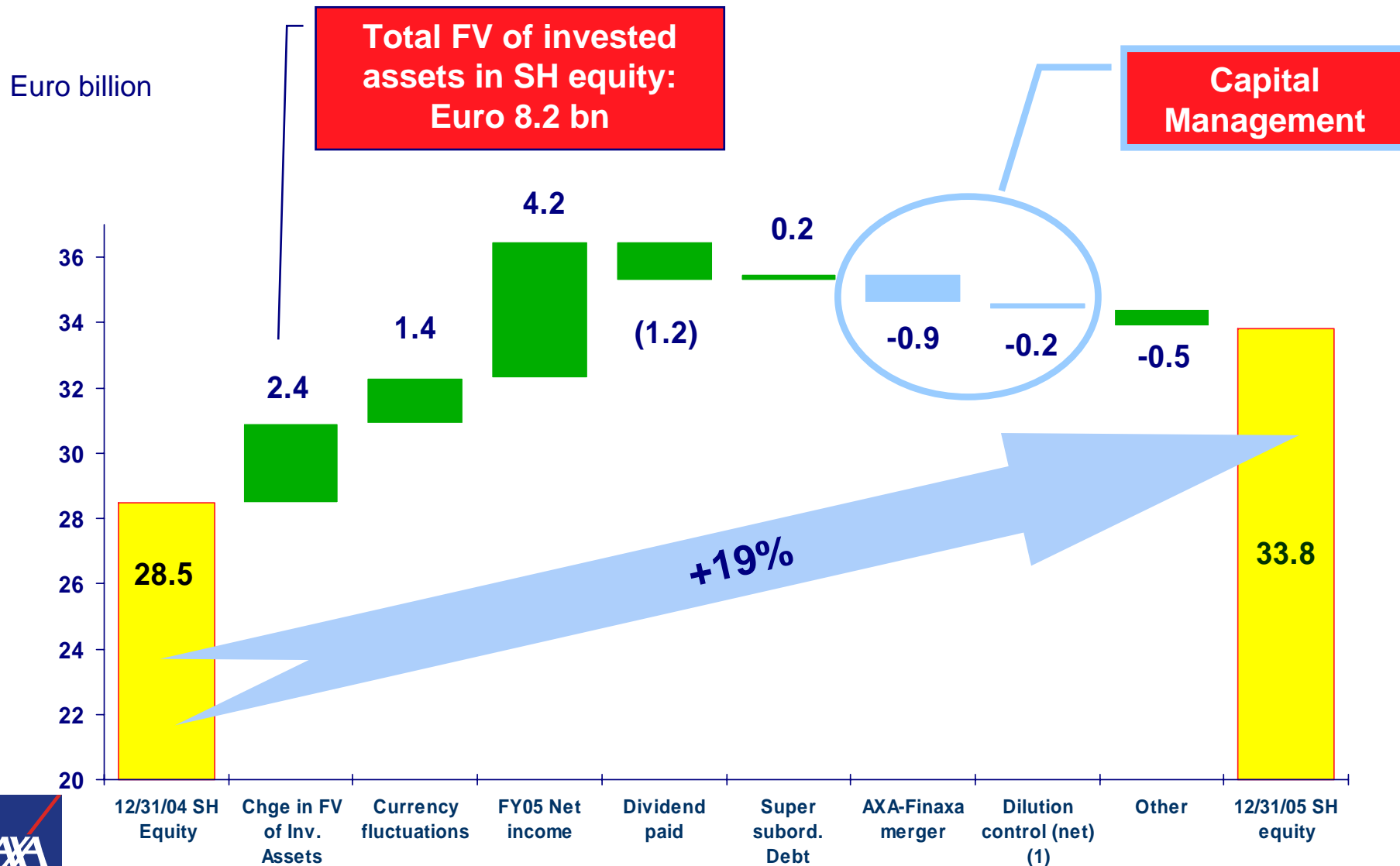


Open market stock purchases

Buy-back of Finaxa exchangeable bonds



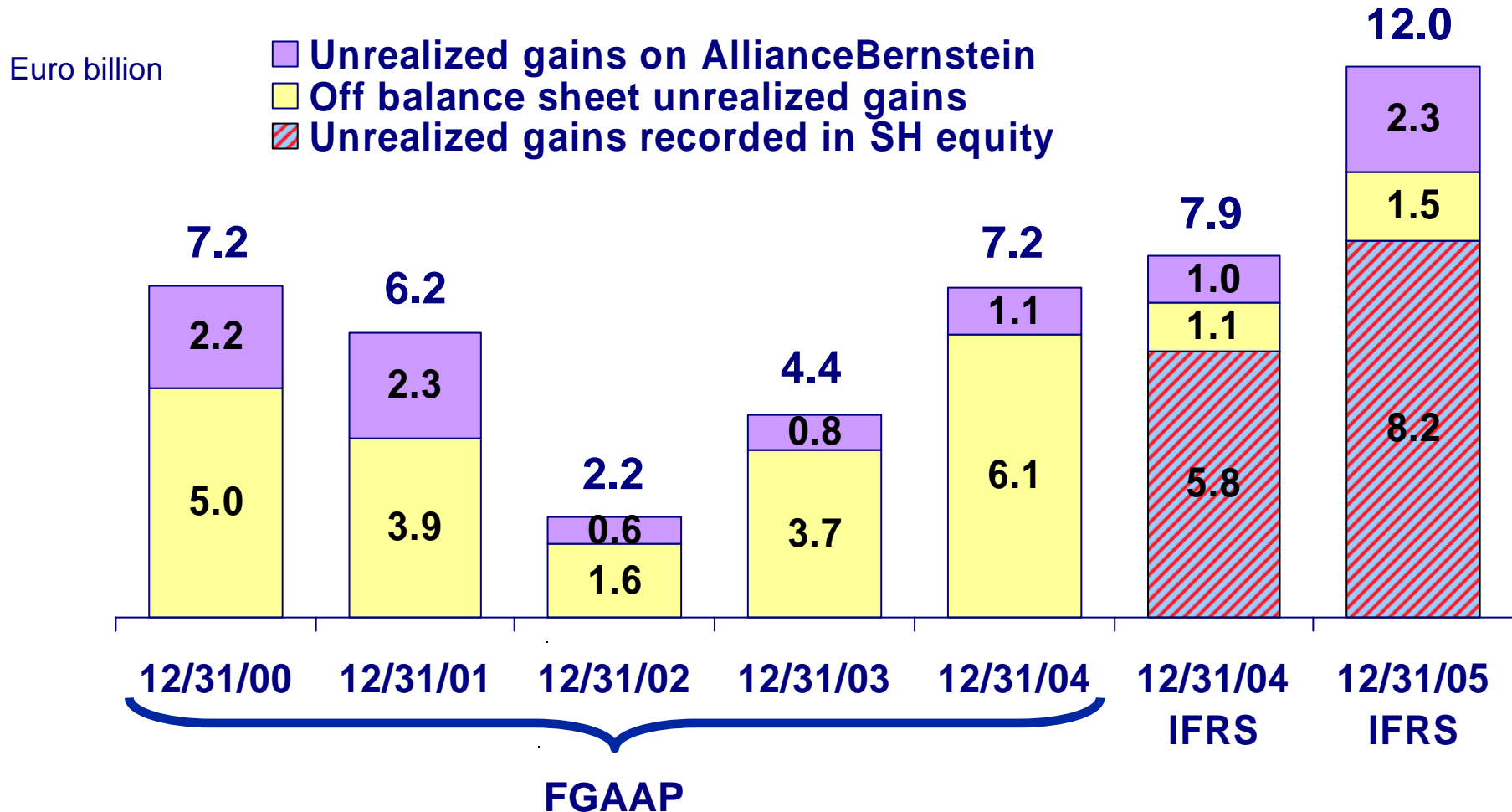
# Shareholder's equity: strong growth driven by earnings and market improvements



(1) Net of Shareplan 2005



# Unrealized capital gains attributable to shareholders (after tax)



For 2006, barring any significant downturn in equity markets, net capital gains should be between Euro 600 and Euro 800 million

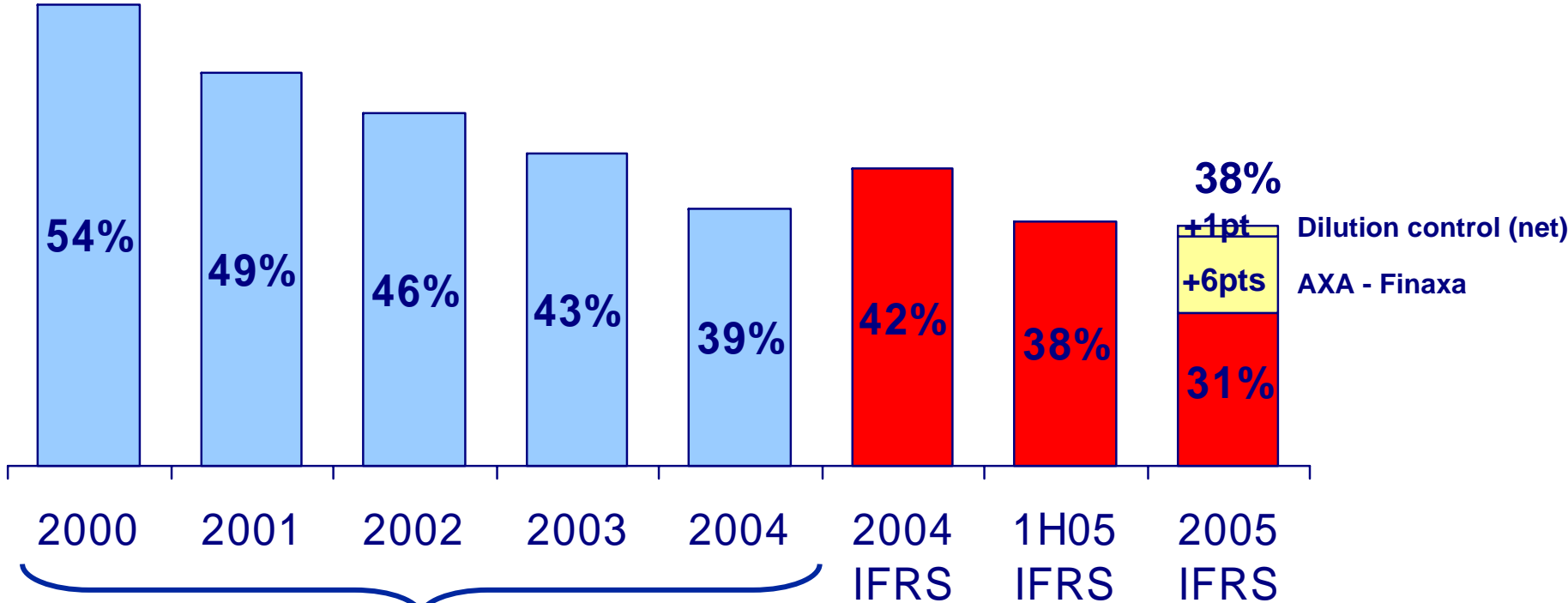


# Strong and rapid deleveraging of the balance sheet gives us increasing flexibility

Gearing down by 4 points from 2004, despite impacts of:

- ▶ Merger with Finaxa: 6 points increase of gearing ratio
- ▶ Dilution control net impact : 1 point increase of gearing ratio

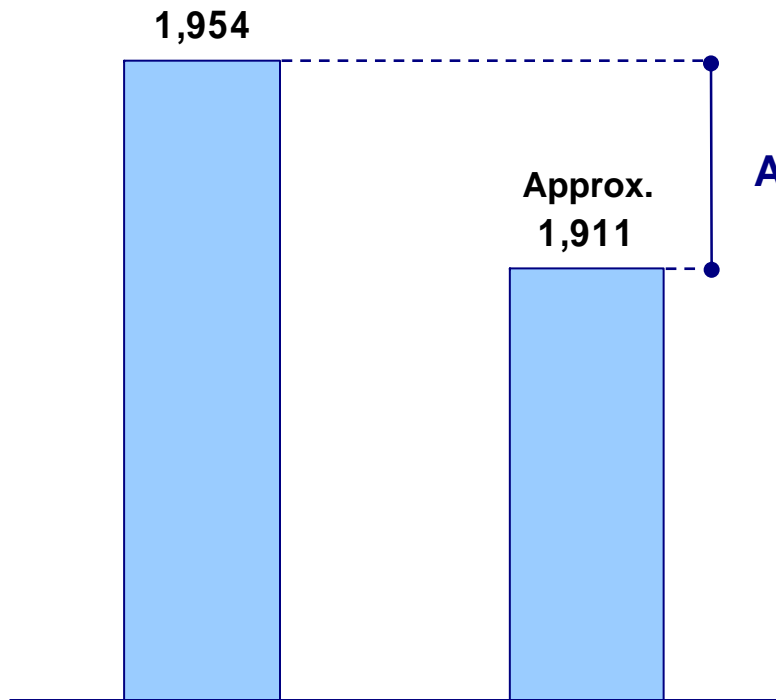
## Gearing Ratio



FGAAP

# Overall, 2005 initiatives should have a positive impact on 2006 earnings per share

Number of shares



Approximately **-43 million** shares of which

- ⇒ AXA/Finaxa: **-36.9m shares**  
(-1.6 million already included in 2005 EPS)
- ⇒ 2005 dilution control: **-17.2m shares**  
(-2.6 million already included in 2005 EPS)
- ⇒ ... largely compensating stock option exercise and Shareplan 2005<sup>(1)</sup>, taken on a 12 months basis

<p><b>Weighted average number of shares Fully diluted FY 2005</b></p>	<p><b>Number of shares Fully diluted YE 2005</b></p>
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(1) Increase of capital dedicated to AXA employees.

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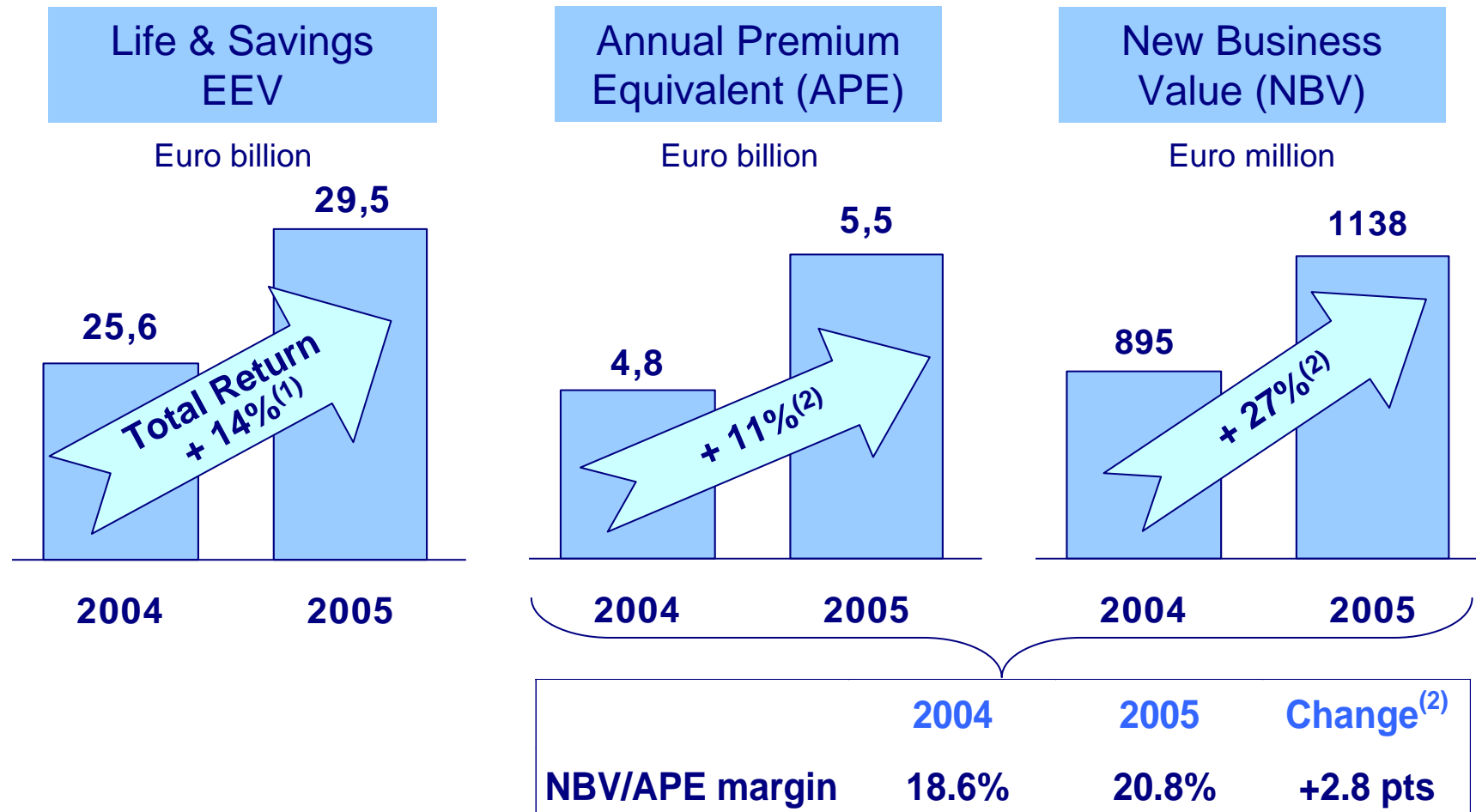
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# Strong Life & Savings 2005 EEV and New Business metrics (on a bottom-up market consistent approach)



(1) Total return excludes the impact of capital transfers, modeling changes and foreign exchange.

(2) On a comparable basis (constant exchange rates and scope (MONY 1H05)).

# Strong 2005 NBV and statutory earnings, as well as good European and Asian markets were dampened by poor US market and lower risk free rates

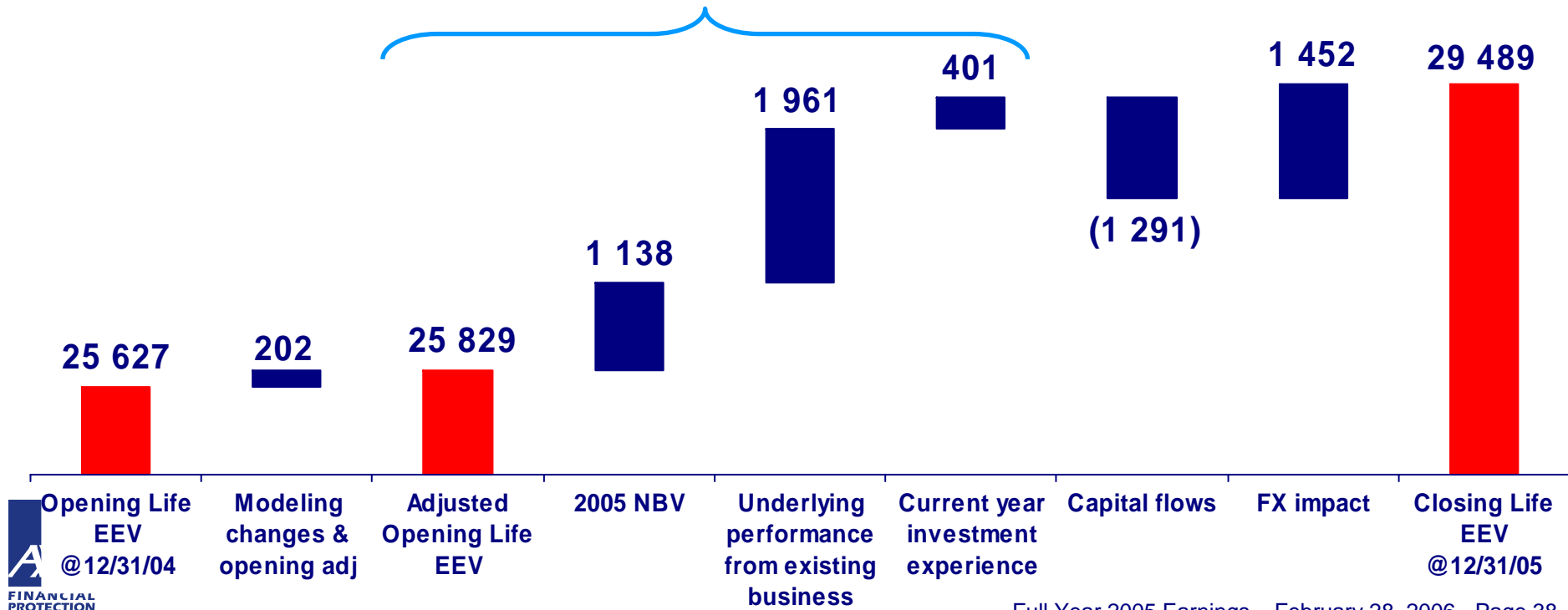
## Life & Savings EEV rollforward

(Euro million)

**Total return on ANAV = +27%**  
 due to strong 2005 statutory profits and high unrealized gains related to good Asian and European equity markets in 2005

**Total return on VIF = +3%**  
 as strong 2005 NB VIF was offset by poor 2005 US equity market, as well as lower RFR and flattening of yield curves

**Total Return: +14%**



# Total Return on Life & Savings EEV of 14% despite lower risk free rates across the board and an unfavorable US equity market in 2005

<i>Euro million, except risk free rates and total returns in %</i>	2004 EEV	2005 EEV	Total Return <sup>(1)</sup>	Risk Free Rate for VIF <sup>(2)</sup>	
				2004	2005
US	7,159	8,229	+9%	4.8%	4.4%
France	6,664	6,720	+11%	3.9%	3.3%
UK	4,041	4,782	+11%	4.6%	3.9%
Japan	1,777	2,975	+68%	2.1%	2.0%
Benelux	2,522	2,862	+12%	4.1%	3.3%
Australia	658	957	+26%	5.5%	5.3%
Hong-Kong	892	1,147	+18%	4.6%	4.4%
Germany	955	830	-14%	4.1%	3.3%
Southern Europe	656	692	+8%	3.7%	3.3%
<b>Life &amp; Savings</b>	<b>25,627</b>	<b>29,489</b>	<b>+14%</b>	<b>4.3%</b>	<b>4.0%</b>

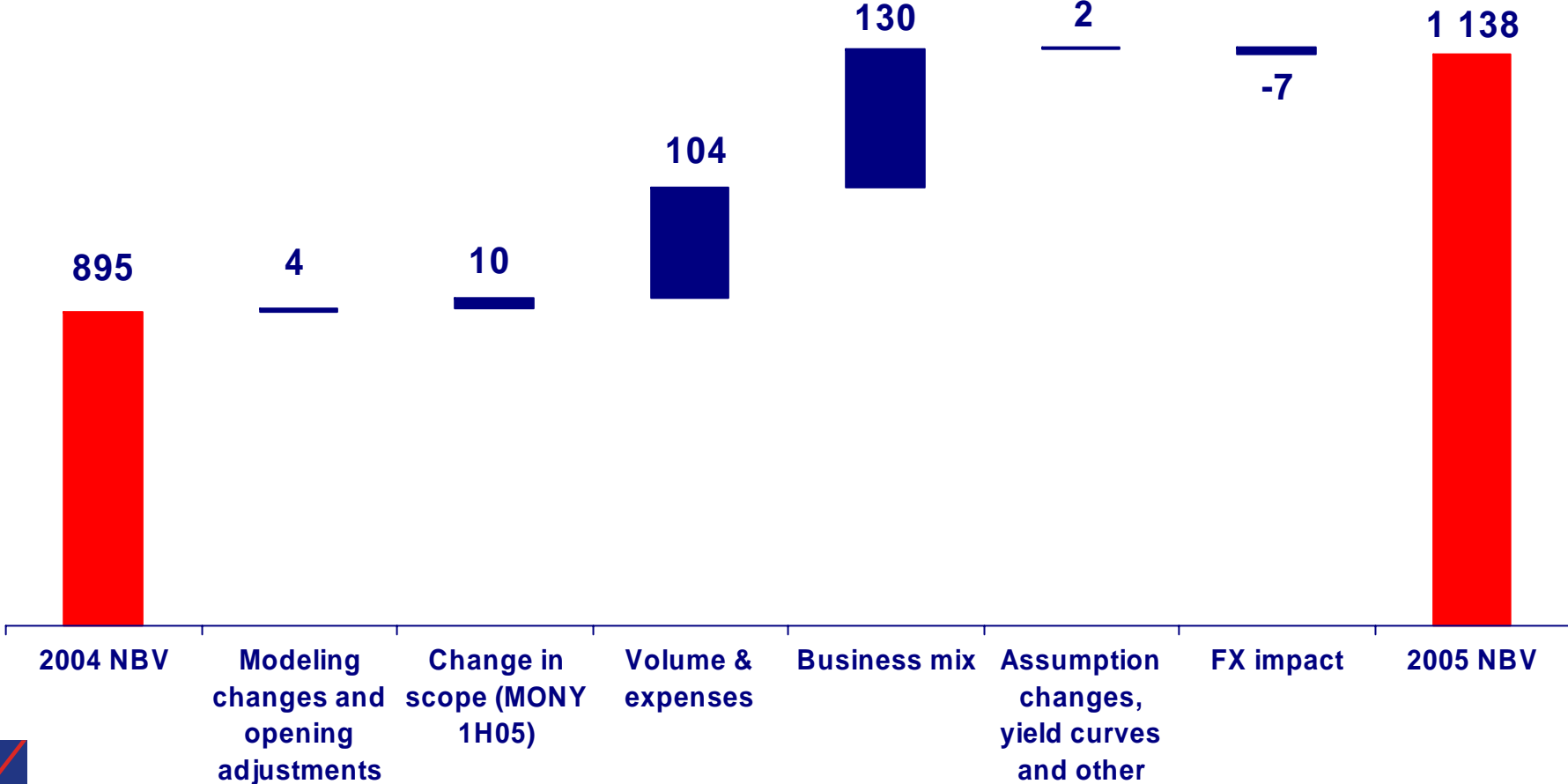


(1) Total return excludes the impact of capital transfers, modeling changes and foreign exchange rates.

(2) Government bond yield for same duration as local entity liabilities.

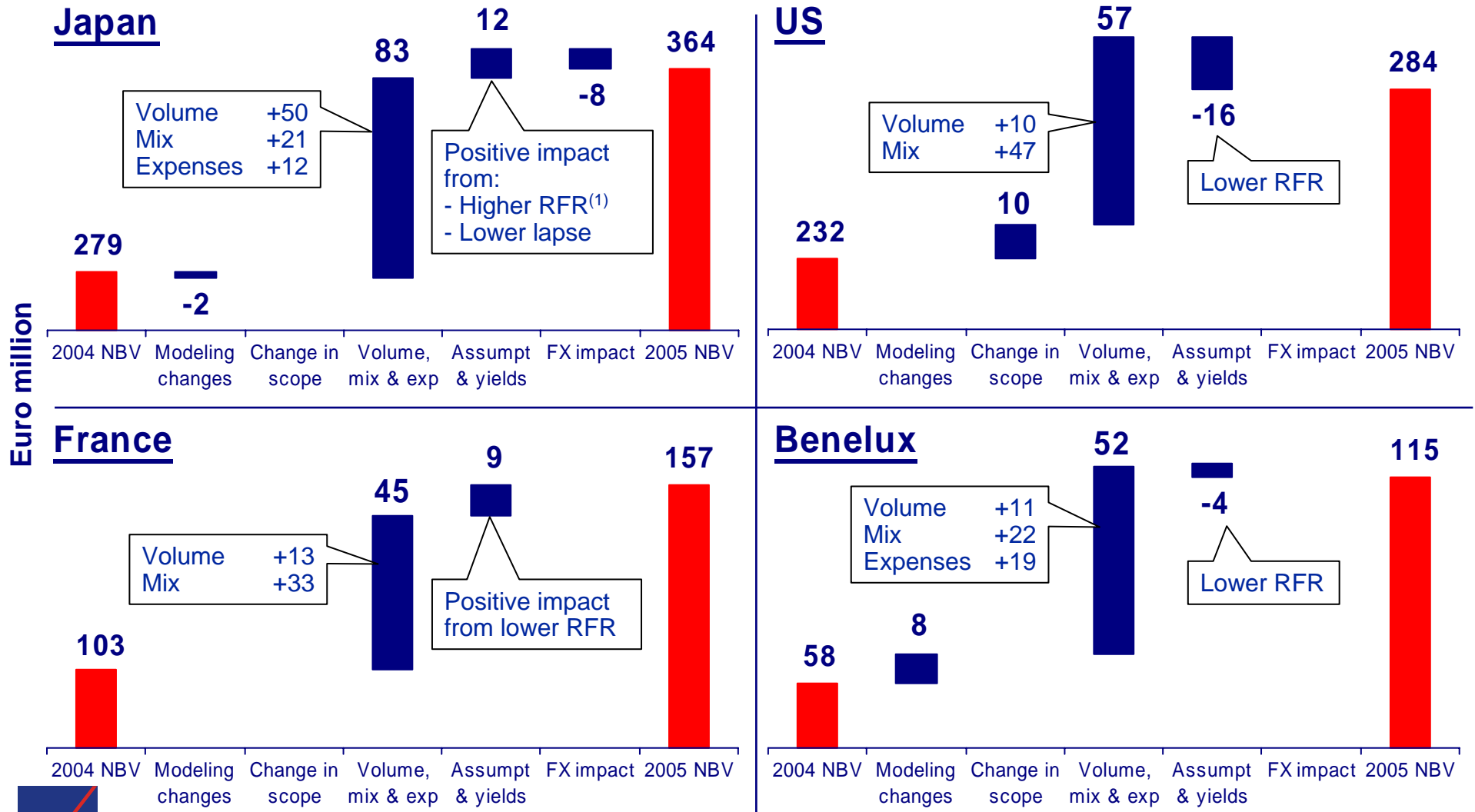
# Volume, business mix and unit cost improvements were key drivers of NBV growth

**Life NBV Rollforward**  
(Euro million)





# Focus on the main NBV contributors: volume and business mix are driving the improvement



(1) Note that, in general, RFR applied to NBV are different from the ones applied to VIF as duration of inforce is different from duration of NB. As a consequence, NBV RFR may increase when inforce RFR decrease.

# All countries except Germany contributed to the significant improvement of Life & Savings NBV

Group share in Euro million, except change and margins in %	2005	Change <sup>(1)</sup>	NBV/APE margin	
	NBV	from 2004	2005	2004
Japan	364	+34%	61.8%	55.3%
US	284	+18%	16.7%	15.7%
France	157	+52%	14.6%	10.9%
Benelux	115	+98%	30.1%	18.4%
UK	72	+40%	8.8%	7.2%
Hong-Kong	59	+24%	77.8%	75.5%
Australia/NZ	32	+46%	7.5%	8.0%
Germany	29	-61%	10.6%	19.1%
Southern Europe	27	0%	19.5%	22.0%
<b>Life &amp; Savings</b>	<b>1,138</b>	<b>+27%</b>	<b>20.8%</b>	<b>18.6%</b>

Excl. MONY 1H05, 2005 US NBV margin was 17.7%

On a comparable basis, 2005 L&S NBV margin was 21.3%



(1) On a comparable basis (constant exchange rates and scope (MONY 1H05)).

# If we treat the AllianceBernstein units held by the US Life entity like any other investment, L&S EEV stands at Euro 33.1bn

FY 2005

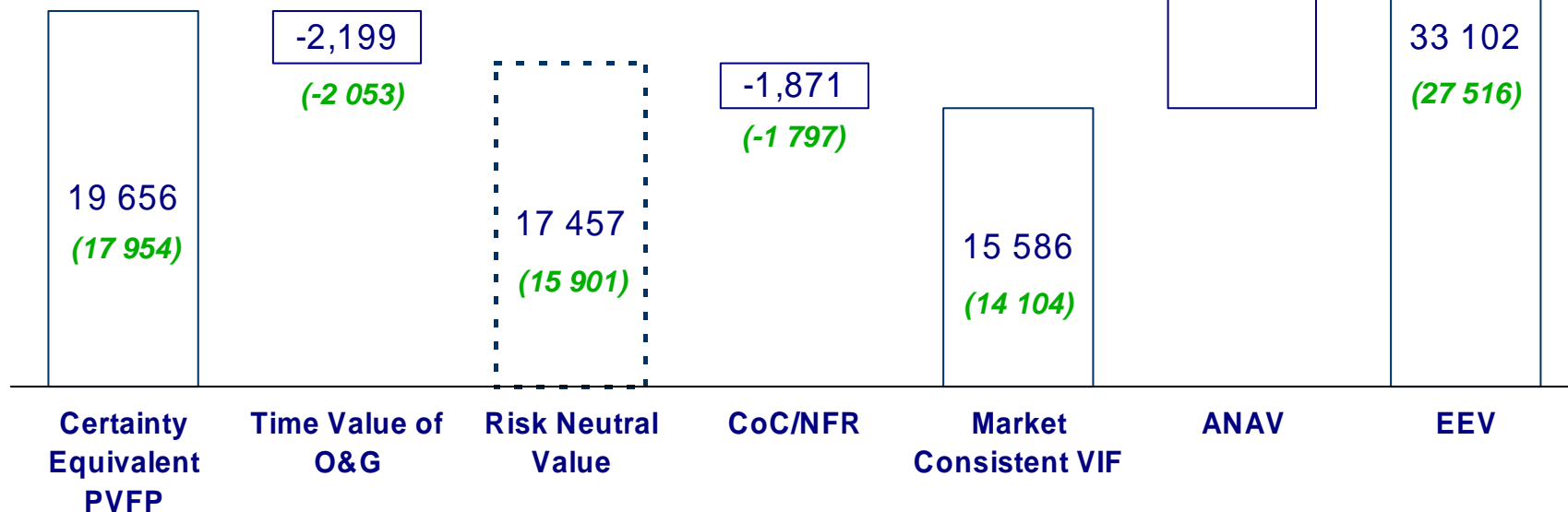
(FY2004 numbers in parentheses)

Impact of treating AllianceBernstein units held by US Life like any other investment:

ANAV	+ 3,948m	(+2,081m)
CoC/NFR	- 335m	(-191m)

Required Capital	12,339	(10 411)
Free Surplus	5,177	(3 001)

Euro million



# Table of contents

1 : 2005 key highlights

2 : Review of financial performance

3 : Balance sheet & capital

4 : European Embedded Value

5 : Accelerating growth through differentiation



# The highlight of the year was the launch of our company project **Ambition 2012**

Ambition 2012 is about becoming “the Preferred Company”

This project is aimed at



Getting “everybody on board” thanks to the emotional appeal of the ambition



Accelerating organic growth by building **true differentiation**



# Building differentiation is critical to reaching Ambition 2012

- We strongly believe that in the insurance industry, true and long term differentiating factors are
  - Employee engagement
  - Customer satisfaction
  
- We are taking initiatives across the Group to improve on these two fronts and become the preferred company in our sector

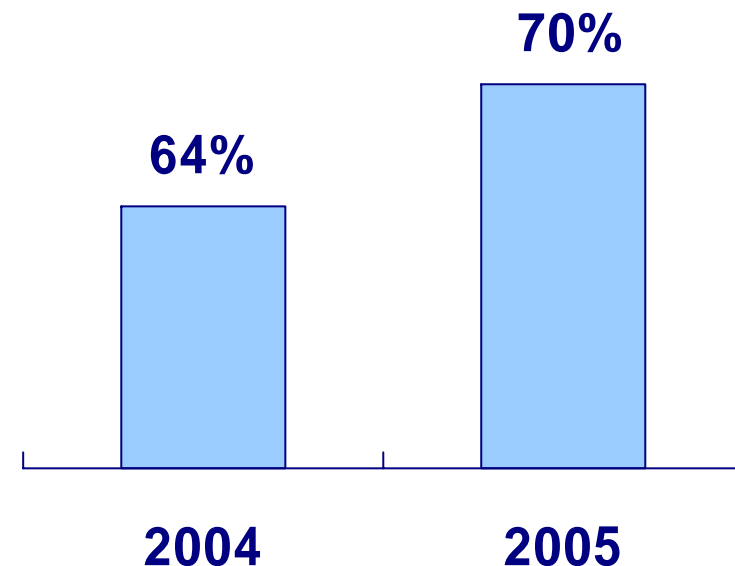
# Differentiation through people

Superior performance = Competence x Engagement

## Competence

- Align teams' objectives and assess performance according to Group strategy
- Support individual growth through rewarding career development
- Bring continuous improvement and change through training

## Employee engagement



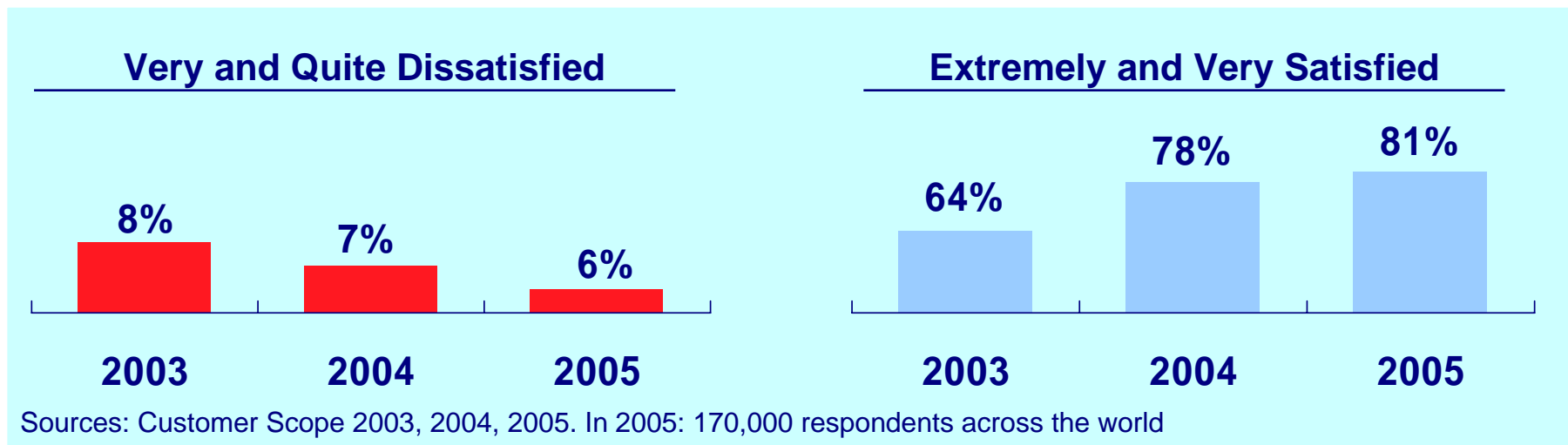
Sources: *Scope* 2004 & 2005

2004: 65,203 respondents / 2005: 67,889 respondents



# Differentiation through increasing focus on customers

You can only improve what you know. We are consistently measuring customer satisfaction across the Group:



Based on analysis of customer satisfaction and expectations, we are taking actions to further differentiate ourselves



- ➔ Product innovation
- ➔ Quality of service
- ➔ Distribution Management





# We are accelerating product innovation and product reuse

2005 performance benefited from new products launched across the Group

- AXA France savings offer Odysseï (notably driving the 13% growth of APE in Q4 2005)
- AXA Belgium open architecture UL product Millesimo (56% of 2005 Unit-linked revenues)
- AXA Japan LTPA (Long Term Personal Accident, €104m APE in 2005)
- AXA Germany segmented motor offer for young drivers (revenues up 25% on target segment)

This trend should continue in 2006, with key products already or about to be introduced

- AXA France: Heliade protection offer launched in November 2005
- AXA Equitable: Retirement Income for Life launched in December 05, 'GMWB for Life' and a Long Term Care Rider launched in Spring 2006

Innovation should accelerate through product reuse, with several projects launching in '06

- AXA Equitable's Accumulator to be launched in the coming weeks in Germany and Japan
- AXA France's segmented offers (e.g. -8000km, minivan) and affinity group strategy (e.g. Club 14) progressively rolled out across Europe



# We are improving our processes to deliver quality of service

Improve customer experience, notably on claims

- AXA France: enhanced response to customer experience in claims management for Household insurance : Customer satisfaction index increased from 74.8 to 80.3.
- AXA Belgium: insure 94% of complaints answered in less than 10 calendar days

Move to service commitment

- AXA France: 82% of quotations in the P&C market for SME made in less than 72 hours: New business up 13,5%, broker satisfaction Index up 17 points
- AXA PPP: insuring 95% of quotes meet intermediaries' expectations : increase of intermediaries' satisfaction

Extend value proposition

- AXA Australia: reshape and streamline the Financial planning operation to better fit with the needs of Advisors reducing costs and uplifting revenue
- AXA Germany: development of a Disease Management Program which improves significantly policyholders' quality of life



# We are upgrading and expanding our distribution networks

## Grow existing distribution networks

- AXA France: Development of the Specialized Life Agents network (+8% to 630 at end 2005)
- AXA Equitable: Rapid growth of the Financial Planner channel: 3,556 active producers in 2005 (+37% yoy), \$1,703bn sales in 2005 (+46%)

## Improve their productivity

- AXA Japan: productivity improvement program for salaried sales force: +35% in productivity (APE per salesperson), Market #3 in productivity
- AXA Equitable: Successful integration of MONY best agents: 75% of retention in Tier3&4 producers (end 05 vs July04)

## Launch and develop new platforms & distribution channels

- AXA Japan: Distribution agreements with Mitsui Life and Asahi Life
- AXA France: Private banking services in support to exclusive channels (€622m premiums generated, + 55% vs 2004)

➔ The launch of our first Distributor Scope survey in 2005 will help us further improve the management of our distribution going forward



# 2005 performance marks a first successful milestone on AXA's path towards reaching Ambition 2012...

	Growth 2004 - 2005	Ambition 2012
Life & Savings APE <sup>(1)(2)</sup>	+11%	😊
P&C revenues <sup>(2)</sup>	+3%	😐
Asset Management Revenues <sup>(2)</sup>	+14%	😊
Underlying earnings <sup>(3)</sup>	+24%	😊



- (1) 2004/2005 APE growth is in line with Group's EEV disclosure
- (2) On a comparable basis
- (3) At constant exchange rate

# [ ...and 2006 is off to a promising start

- Positive momentum in Life & Savings, notably in France, the US and Japan, and in Asset Management
- Tail wind in average AUM and unit-linked assets from net inflows and financial markets
- P&C operations should benefit from top line growth, claims management initiatives and improved investment income



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# Full year 2005 Earnings Appendices

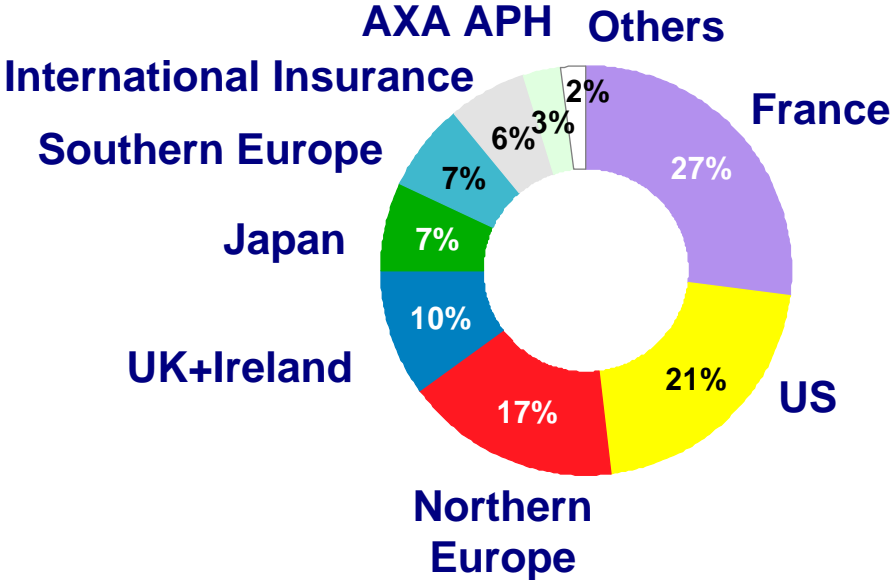


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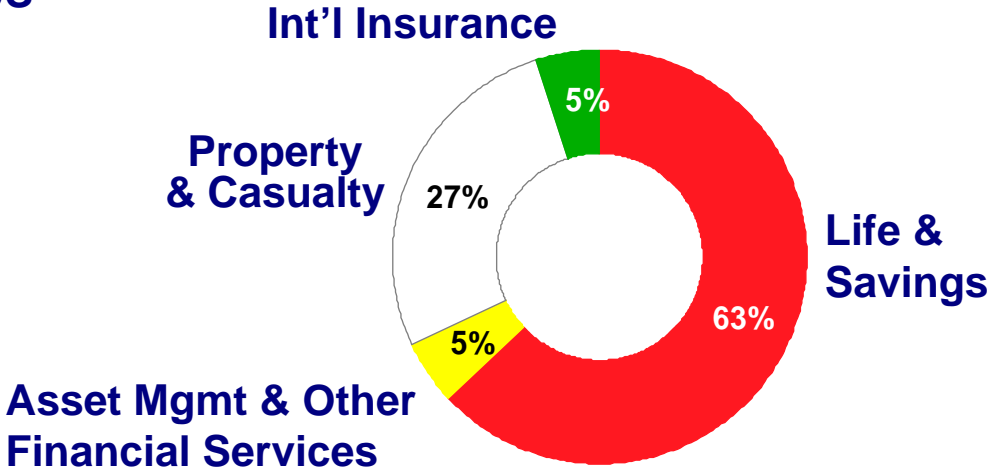


# Revenue diversification unmatched

## FY05 IFRS insurance revenues by geography



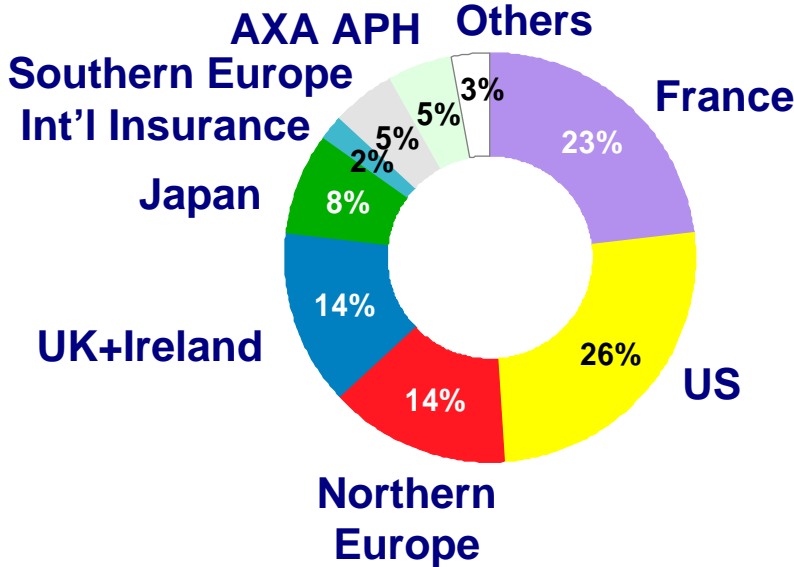
## FY05 IFRS revenues by operating segment



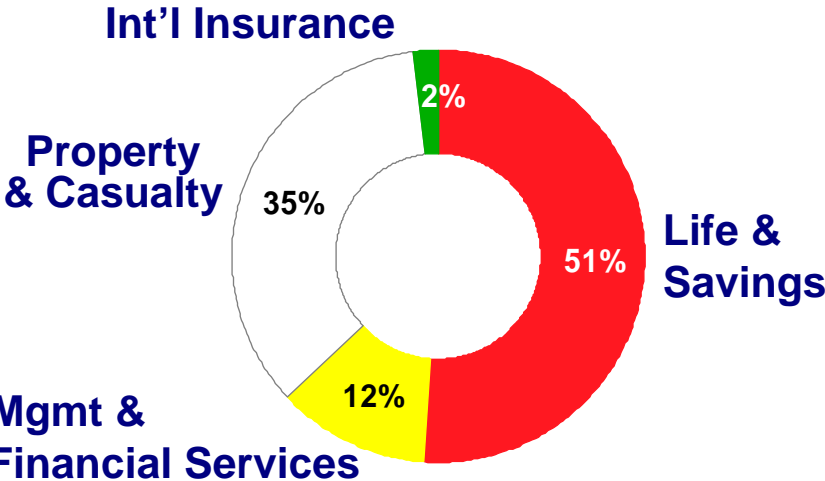


# This diversification is also unique from an underlying earnings perspective

## FY05 insurance underlying earnings by geography



## FY05 underlying earnings\* by operating segment



\* Excluding holdings.

# FY05 profit or loss from financial assets under FV option and derivatives comes from:

<i>Euro million</i>	FY05	FY04	Change
Operating entities (Life & Savings + Property & Casualty+ International Insurance + Asset Mgt + OFS)	153	176	-24
Holdings	-4	251	-255
<b>Profit or loss on financial assets under FV option and derivatives</b>	<b>149</b>	<b>428</b>	<b>-278</b>

- **Operating entities** reflected a decrease in fair value of financial assets partly offset by increased mark-to-market of derivatives
- **Holdings**, mainly on AXA SA down Euro 297m due to:
  - ➔ Euro 157m decrease in the mark-to-market of interest rate derivatives, and
  - ➔ Euro 140m decrease in the mark-to-market of options hedging underlying earnings denominated in foreign currencies

## Detail of our asset mix by business

<i>% in carrying value</i>	<b>L&amp;S<sup>(1)</sup></b>	<b>P&amp;C</b>	<b>Int'l</b>	<b>Total Group 2005</b>	<b>Total Group 2004</b>
Fixed maturities	72%	64%	69%	71%	70%
Equity	10%	20%	6%	11%	10%
Non consolidated investment funds	1%	2%	9%	2%	2%
Mortgage and others loans	7%	2%	0%	6%	7%
Real Estate	3%	3%	0%	3%	3%
Cash and cash equivalents	7%	9%	15%	8%	8%
<b>Total Invested Assets (euro billion)</b>	<b>246.7</b>	<b>43.0</b>	<b>11.1</b>	<b>312.8</b>	<b>282.8</b>

(1) Excluding separate account assets (Euro 141.4 bn in 2005 vs. Euro 112.4bn in 2004) and assets backing with-profits liabilities (Euro 32.4bn in 2005 vs. Euro 29.5bn in 2004).

# A monitored credit exposure

Estimated figures as of 12/31/05

<b>Fixed maturities<sup>(1)</sup></b> <i>% in Market value</i>	<b>Total Group 2005</b>	<b>Total Group 2004</b>
Government bonds & related	57%	57%
Corporate bonds	38%	37%
ABS, MBS & other corporate structured bonds	5%	5%
<i>o/w AAA securities</i>	4%	2%
Other	0%	1%
<b>Total Fixed Maturities<sup>(1)</sup> (Euro bn)</b>	<b>221.7</b>	<b>198.1</b>

<b>Based on economic data as of 12/31/05</b>	<b>≥ A ratings</b>	<b>BBB ratings</b>	<b>≤ BB ratings</b>	<b>Non rated</b>
Corporate bonds	72%	24%	2%	2%



(1) Excluding Fixed Maturities backing with-profit liabilities (Euro 18.3bn in 2005 vs. Euro 16.9bn in 2004).

# Asbestos - Net reserves of Euro 946 million as of 12/31/05, or a 31.8 years survival ratio<sup>(1)</sup>

<b>Asbestos net reserves as of 12/31/04 (Euro m)</b>	<b>793</b>
Net claims paid in 2005	-47
Other changes (including currency)	200
<b>Asbestos net reserves as of 12/31/05 (Euro m)</b>	<b>946</b>

**Reserves are: Not discounted  
Proven to be realistic if looking at past commutations**

- Asbestos reserves represent only 2% of AXA total P&C and International Insurance net reserves
- Our ratios are positioned at the top end of the recommended range

<b>as of 12/31/05</b>	<b>3 year survival ratio</b>
AXA (w/o commutations)	<b>31.8 y</b>
<b>Industry experts' recommendations</b>	<b>12 y – 26 y</b>

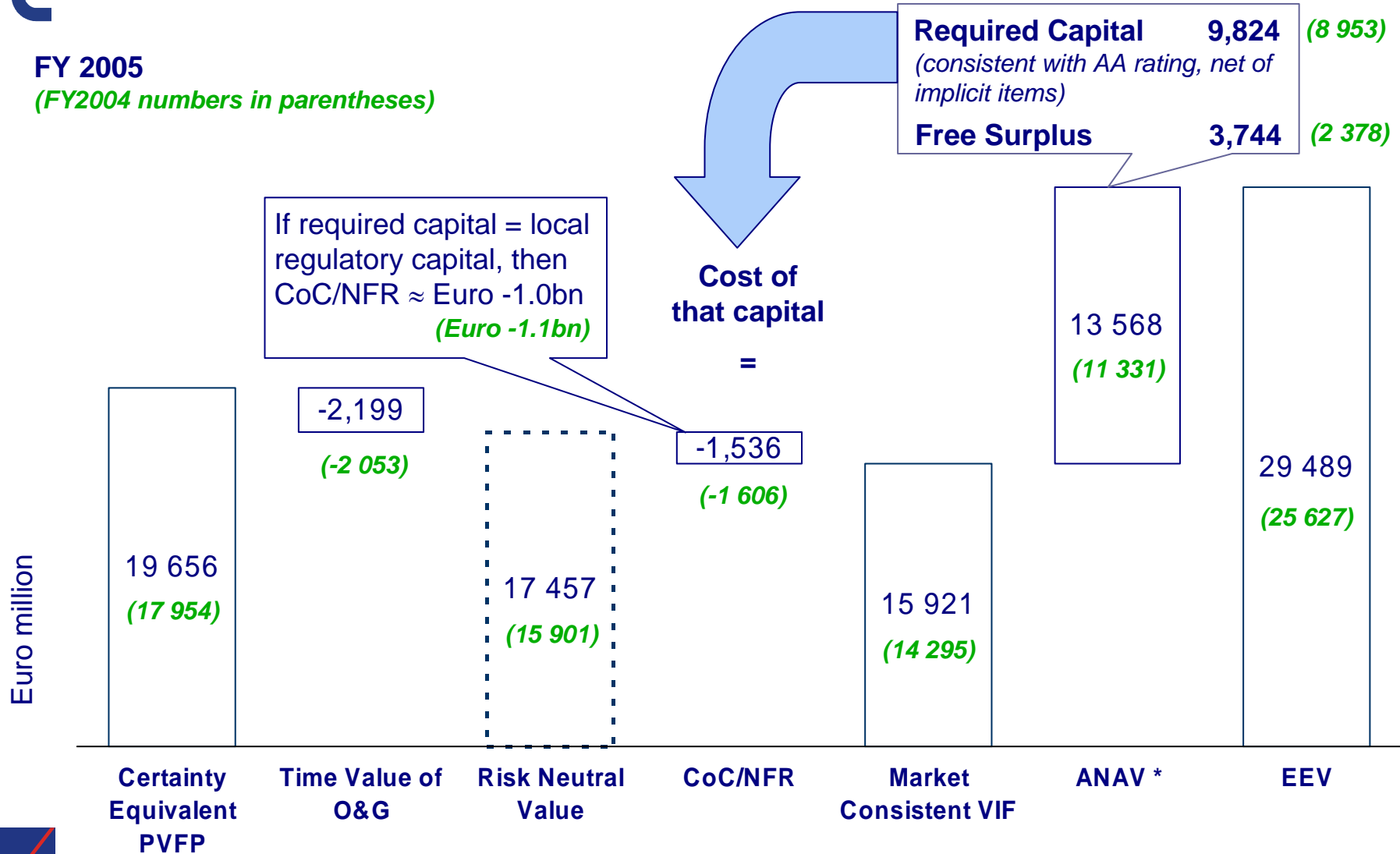


(1) (Net reserves + IBNR)/ average claims paid over the last 3 years

# Life & Savings 2005 EEV stands at Euro 29.5 bn

FY 2005

(FY2004 numbers in parentheses)



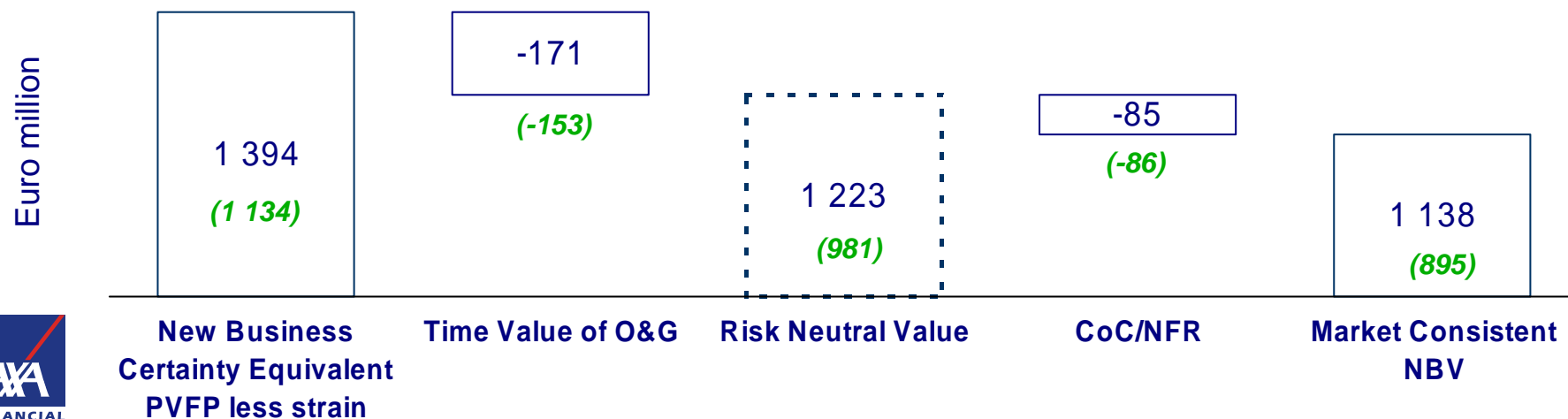
\* Life & Savings ANAV reflects the US Life's holding in AllianceBernstein at cost (Euro 813m or Euro 6.64 per unit at 12/31/05 vs. Euro 684m or Euro 5.60 per unit at 12/31/04) rather than at market value (Euro 5,865m or Euro 47.90 per unit at 12/31/05 vs. Euro 3,762m or Euro 30.83 per unit at 12/31/04).

# Life & Savings 2005 NBV stands at Euro 1,138 m with a solid 20.8% NBV to APE margin

FY2005 EEV framework	NBV (Euro m)	APE (Euro m)	NBV/ APE	PVEP (Euro m)	NBV/ PVEP
US	284	1,700	16.7%	15,060	1.9%
France	157	1,075	14.6%	9,790	1.6%
UK	72	817	8.8%	6,653	1.1%
Japan	364	589	61.8%	4,635	7.9%
Benelux	115	381	30.1%	3,696	3.1%
Australia	32	428	7.5%	4,205	0.8%
Hong-Kong	59	75	77.8%	444	13.2%
Germany	29	270	10.6%	2,235	1.3%
Southern Europe	27	140	19.5%	1,256	2.2%
<b>Life &amp; Savings</b>	<b>1,138</b>	<b>5,476</b>	<b>20.8%</b>	<b>47,973</b>	<b>2.4%</b>

## FY 2005

(FY2004 numbers in parentheses)





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