

# Full Year 2007 Earnings

February 28, 2008

**PRESS CONFERENCE**



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*Be Life Confident*

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## Cautionary statements concerning forward-looking statements

Certain statements contained herein are forward-looking statements including, but not limited to, statements that are predicated on 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:

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



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## FY 2007 key highlights

**Sustained  
organic growth**



**Successful  
integration of  
Winterthur**

**Strong  
financial  
performance**

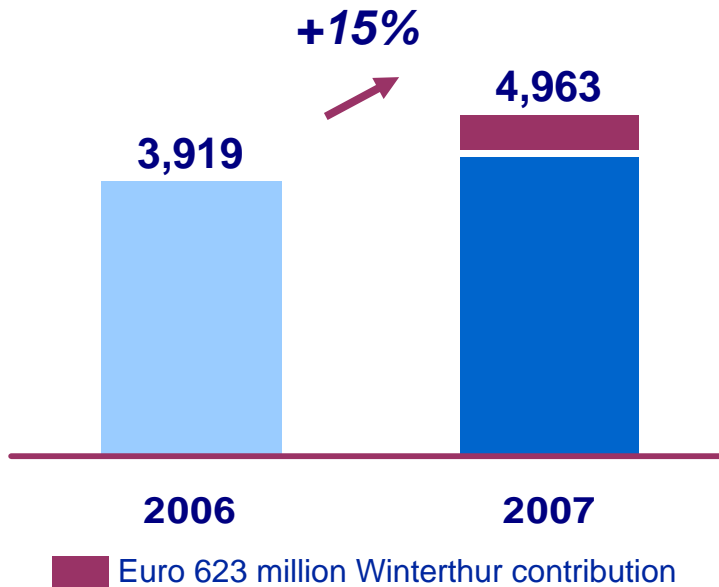
Revenues  
**+20%**

Underlying earnings  
**+27%**

Adjusted earnings  
**+22%**

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

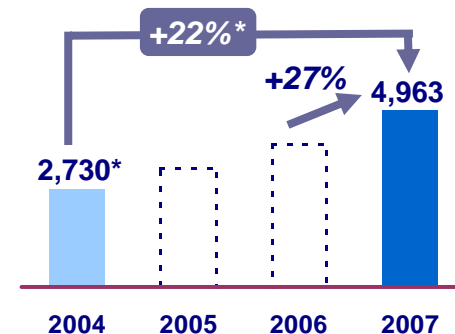
## Underlying earnings (Euro million)



↗ Change on a comparable basis

↘ Change on a reported basis

## CAGR\* FY04-FY07 (Euro million)



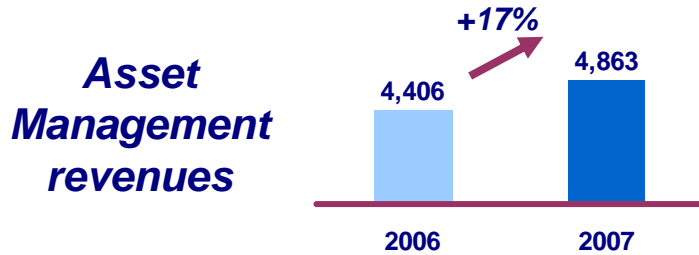
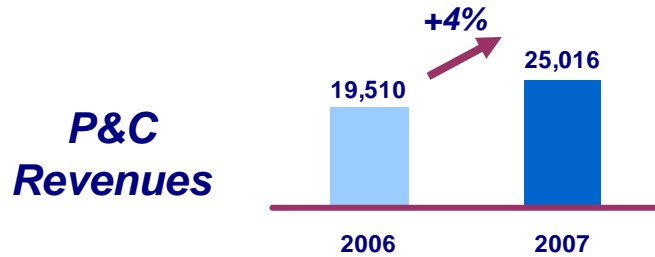
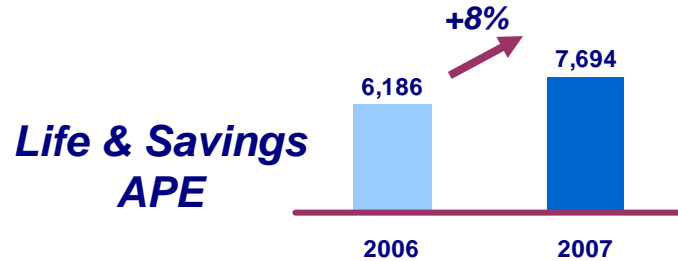
↗ Changes are on a comparable basis which corresponds:  
 - for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)  
 - for earnings, to constant exchange rates excluding Winterthur

↘ Changes are on a reported basis

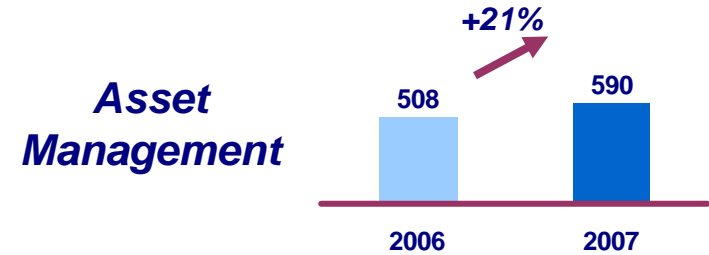
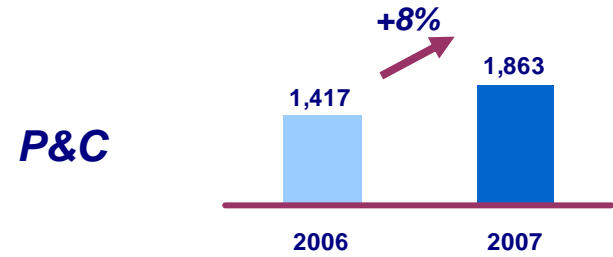
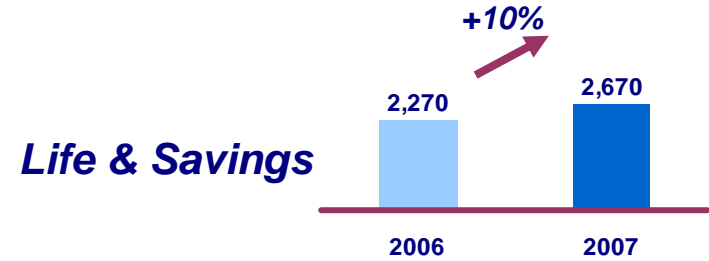
\* Compound Annual Growth Rate is calculated on a reported basis with FY04 underlying earnings gross of TSS/TSDI

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

### Activity indicators



### Underlying earnings



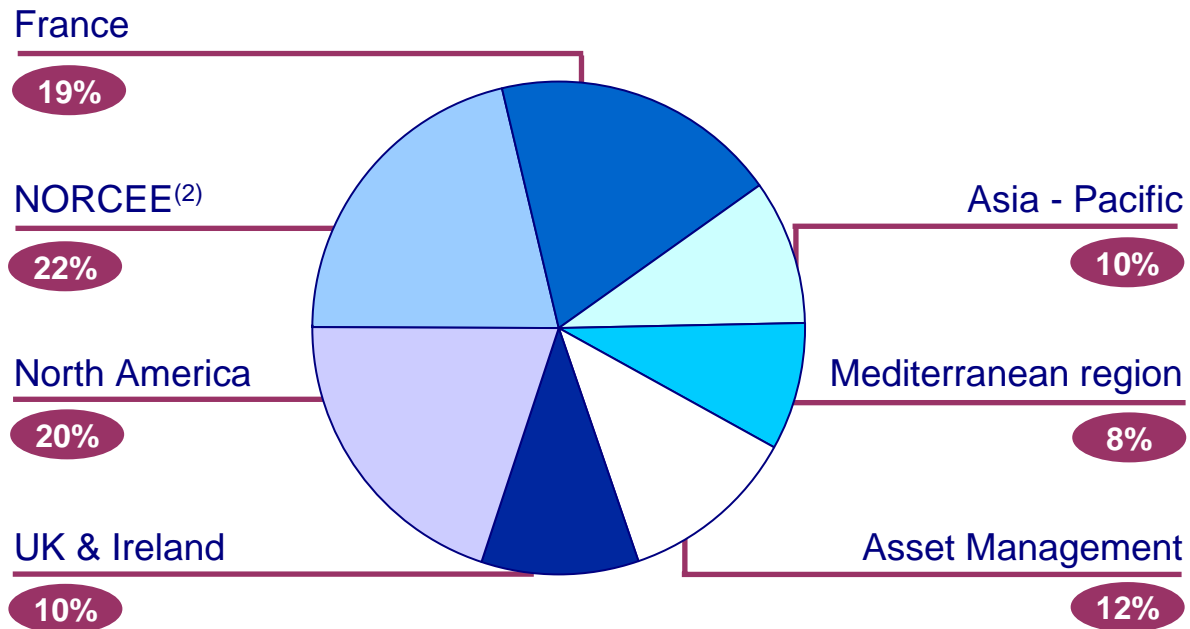
Changes are on a comparable basis which corresponds:

- 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



...and a reinforcement of its diversified global platform

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

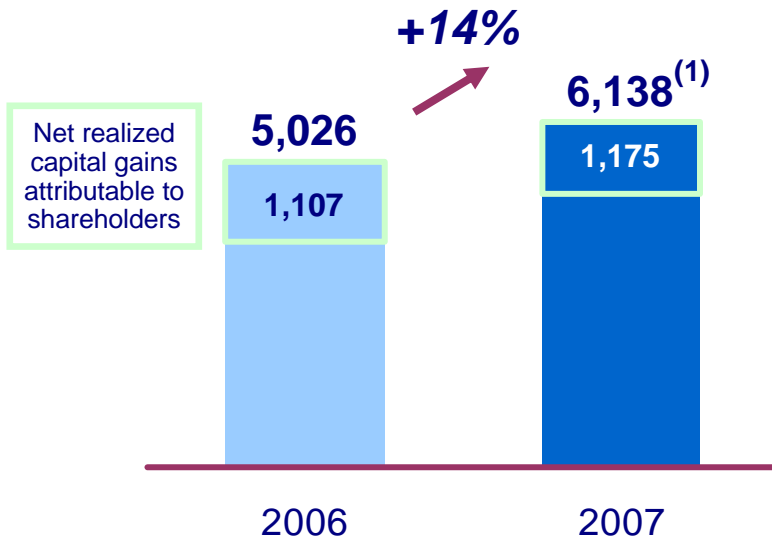


(1) Excluding International insurance, banking and Holdings

(2) Northern, Central and Eastern Europe

# Net realized capital gains were in line with last year

## Adjusted earnings (Euro million)

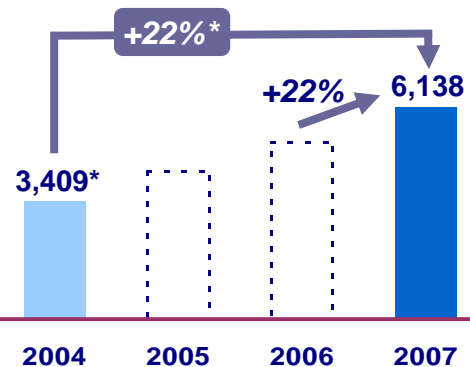


(1) Of which Euro 575 million from Winterthur

↗ Change on a comparable basis

↘ Change on a reported basis

## CAGR\* FY04-FY07 (Euro million)



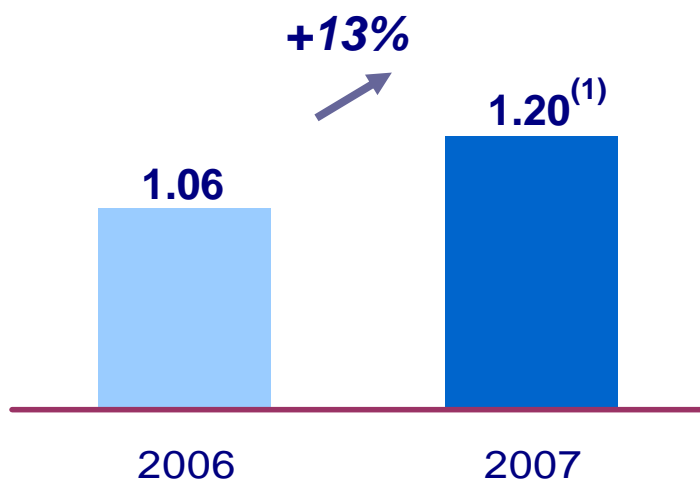
↗ Changes are on a comparable basis which corresponds:  
 - for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)  
 - for earnings, to constant exchange rates excluding Winterthur

↘ Changes are on a reported basis

\* Compound Annual Growth Rate is calculated on a reported basis with FY04 adjusted earnings gross of TSS/TSDI

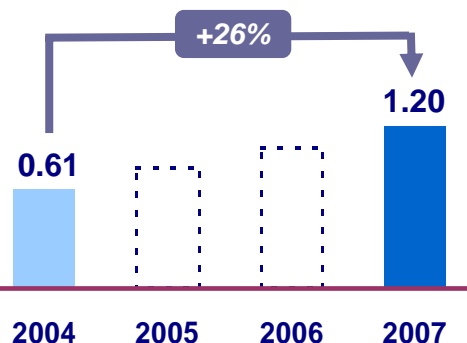
# The proposed dividend increases of 13% to Euro 1.20 per share

**Dividend<sup>(1)</sup>** (Euro)



**5% dividend yield<sup>(2)</sup>**

**CAGR FY04-FY07**



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.

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

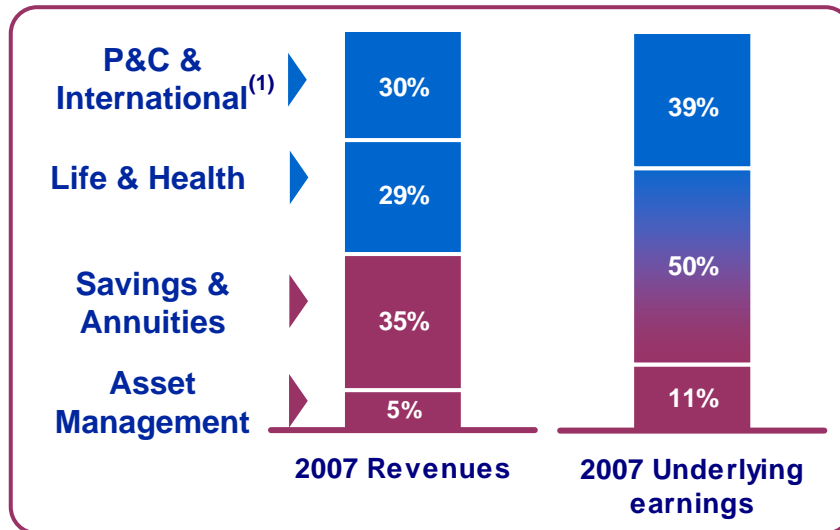
(1) To be proposed at the April 22, 2008 Shareholders' Meeting.

(2) Based on February 26<sup>th</sup>

(3) net of interest charges on perpetual sub debts (TSS&TSDI)

# 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**

**Consistent ALM strategy:**

**No significant duration mismatch**

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

(1) Excluding AXA RE.

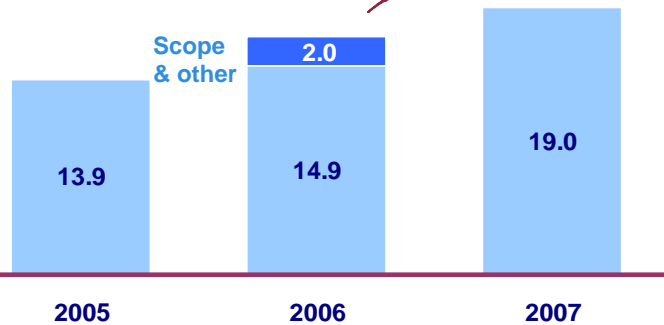
(2) Of which Euro 0.3 billion in OCI through the balance sheet (Fair value changes of assets classified as available for sale are recognized in the OCI component in shareholders' equity) and Euro 0.3 billion in the P&L including Euro 0.1 billion of impairments.

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

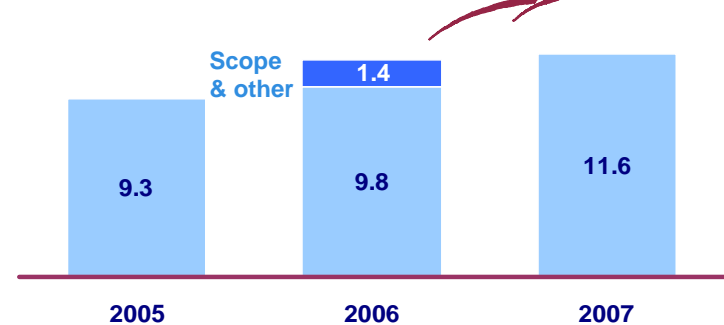
## P&C contracts

In millions of contracts

### Motor



### Household



## Euro 1,281 billion of managed assets

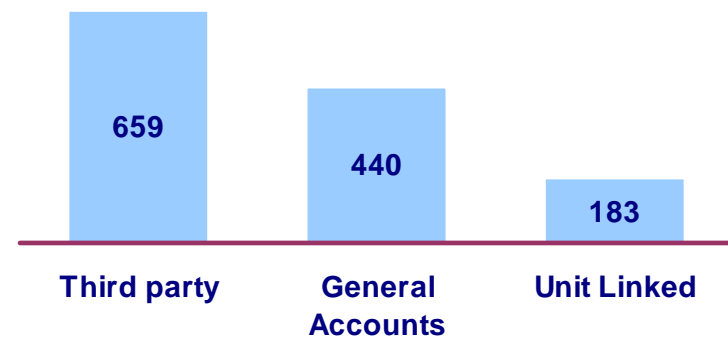
Euro +30 billion  
third party net  
inflows

+

Euro +11 billion  
L&S net inflows



In Euro billion

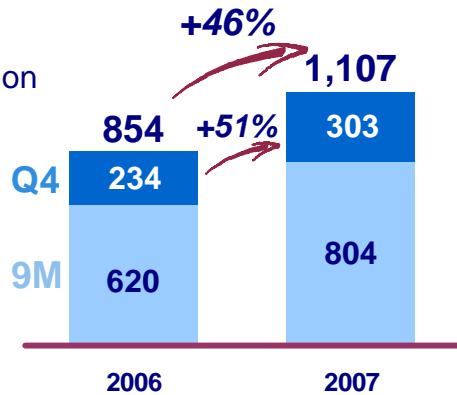


... with strong momentum in unit linked business, notably in Variable Annuities with secondary guarantees...

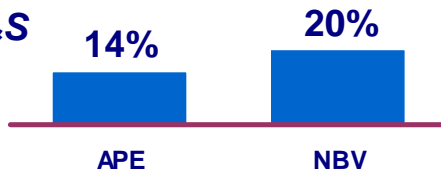
### Total Variable Annuities

#### APE

In Euro million



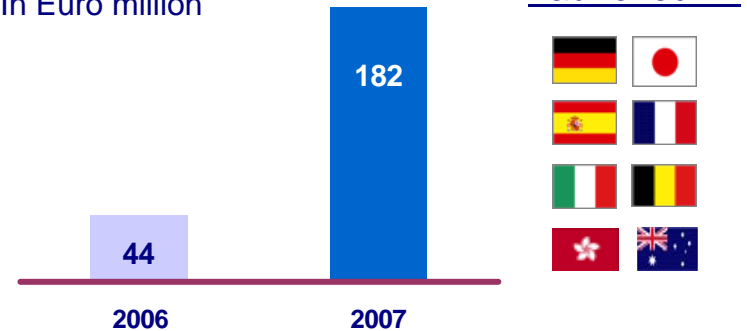
#### Contribution to total L&S indicators



### Non-US Variable Annuities APE

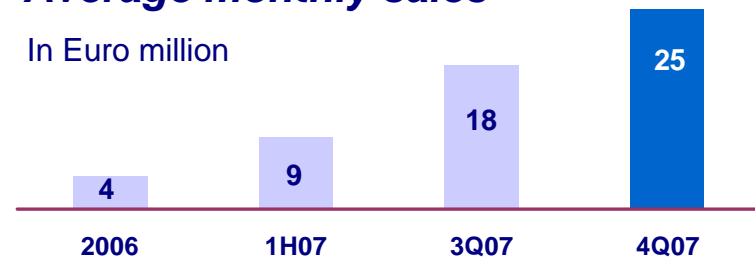
#### FY sales

In Euro million



#### Average monthly sales

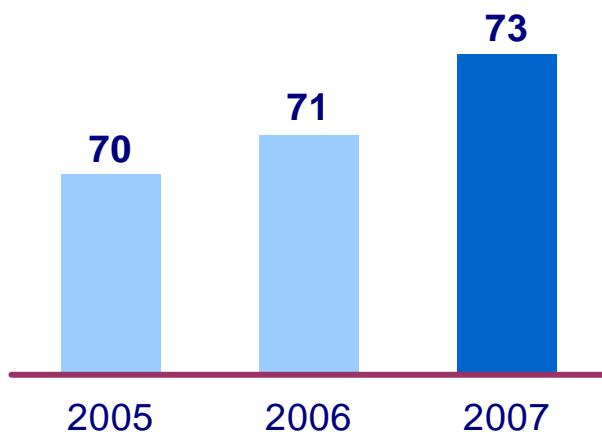
In Euro million



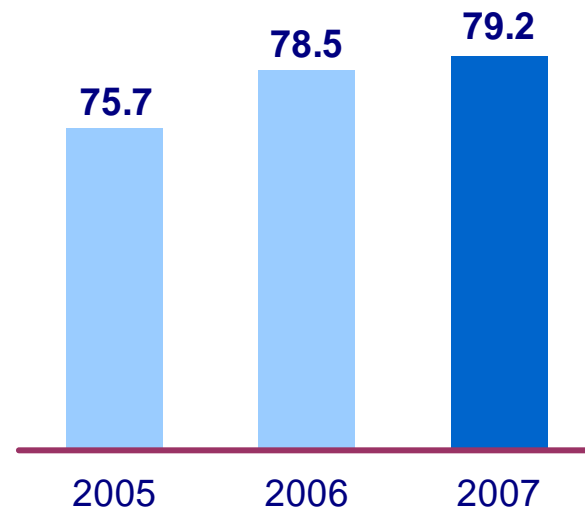
... and a continued focus on operational priorities

Progressing on the path to become the preferred company

*Employee Engagement Index*



*Customer Satisfaction Index*

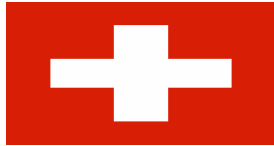


▶ 5% of the shareholder's capital held by employees

▶ Improving while integrating Winterthur

# 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



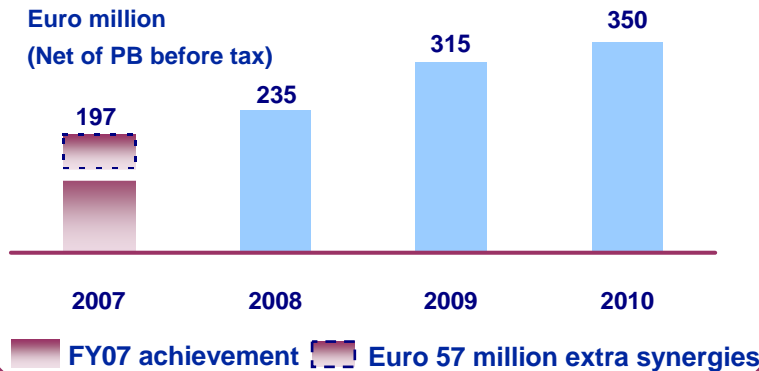
- ▶ Strengthening N°2 position in motor business with 13% market share
- ▶ 7% increase in the number of points of sales to 7,719



- ▶ 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

Euro million  
(Net of PB before tax)



## 60% of restructuring costs realized

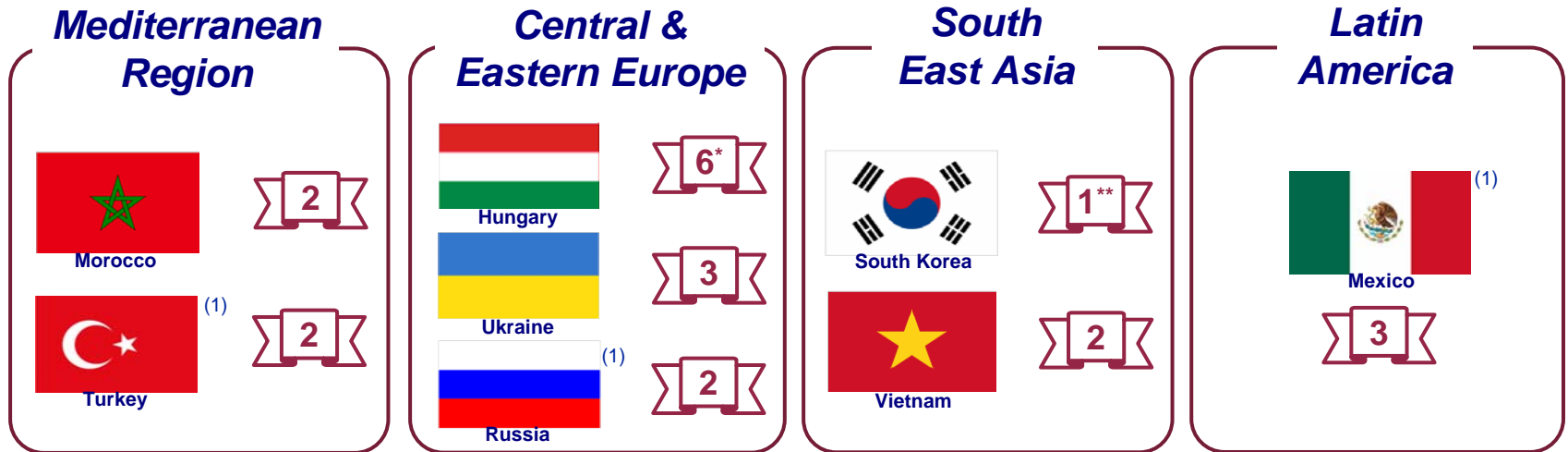
Euro million  
(Net of PB before tax)



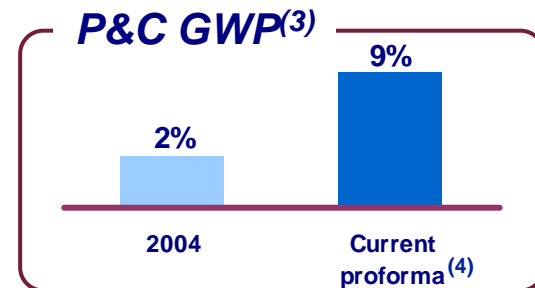
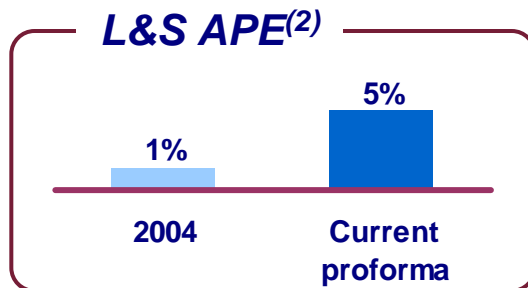


# ...and increased exposure to high growth markets

## 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).

\* In Mortgage. \*\* In Direct Auto.



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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	--	--
<b>Underlying earnings</b>	<b>3,919</b>	<b>4,963</b>	<b>+15%</b>	<b>+27%</b>

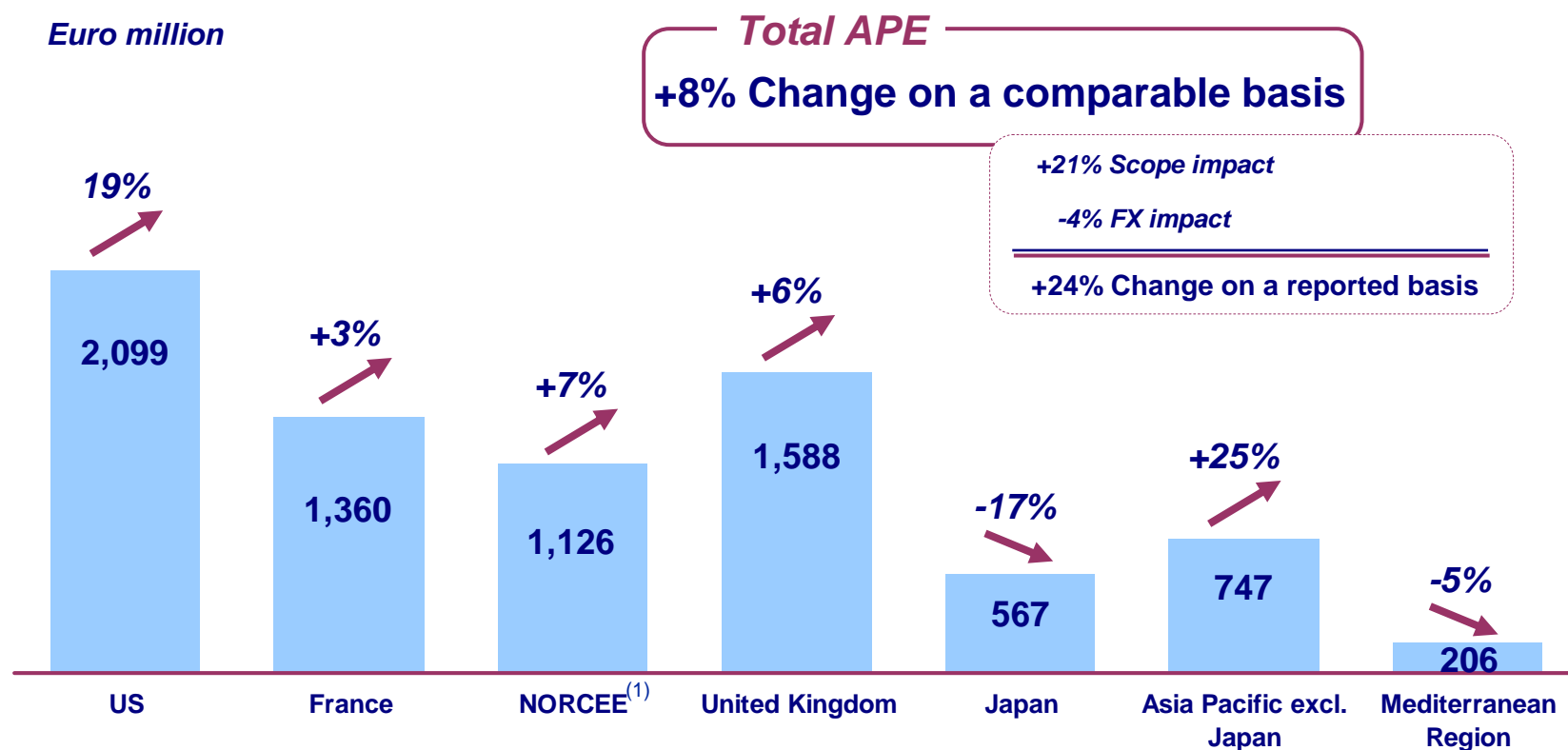
*From comparable to reported*  
**+16% Scope impact**  
**-4% FX impact**

(1) 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

# Life & Savings APE: continued strong organic growth momentum

Euro million



# Strong Life & Savings Underlying earnings

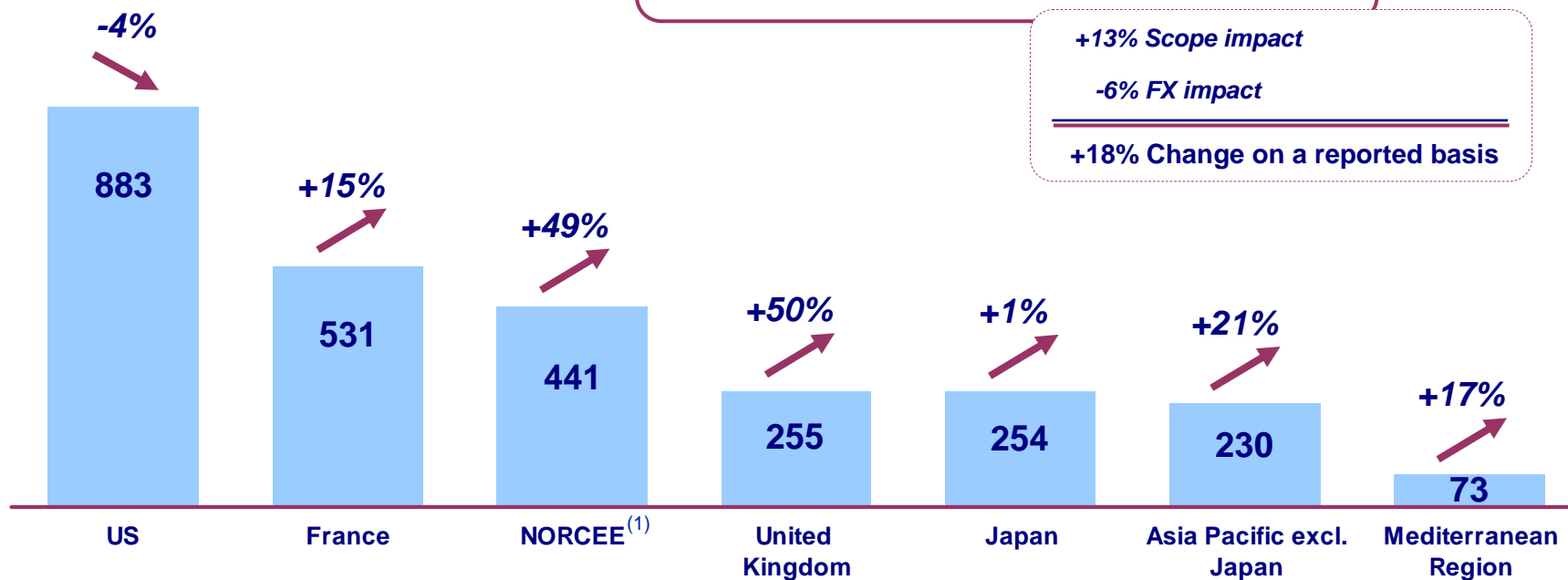
Euro million

**Total L&S underlying earnings**  
**+10% Change on a comparable basis**

+13% Scope impact

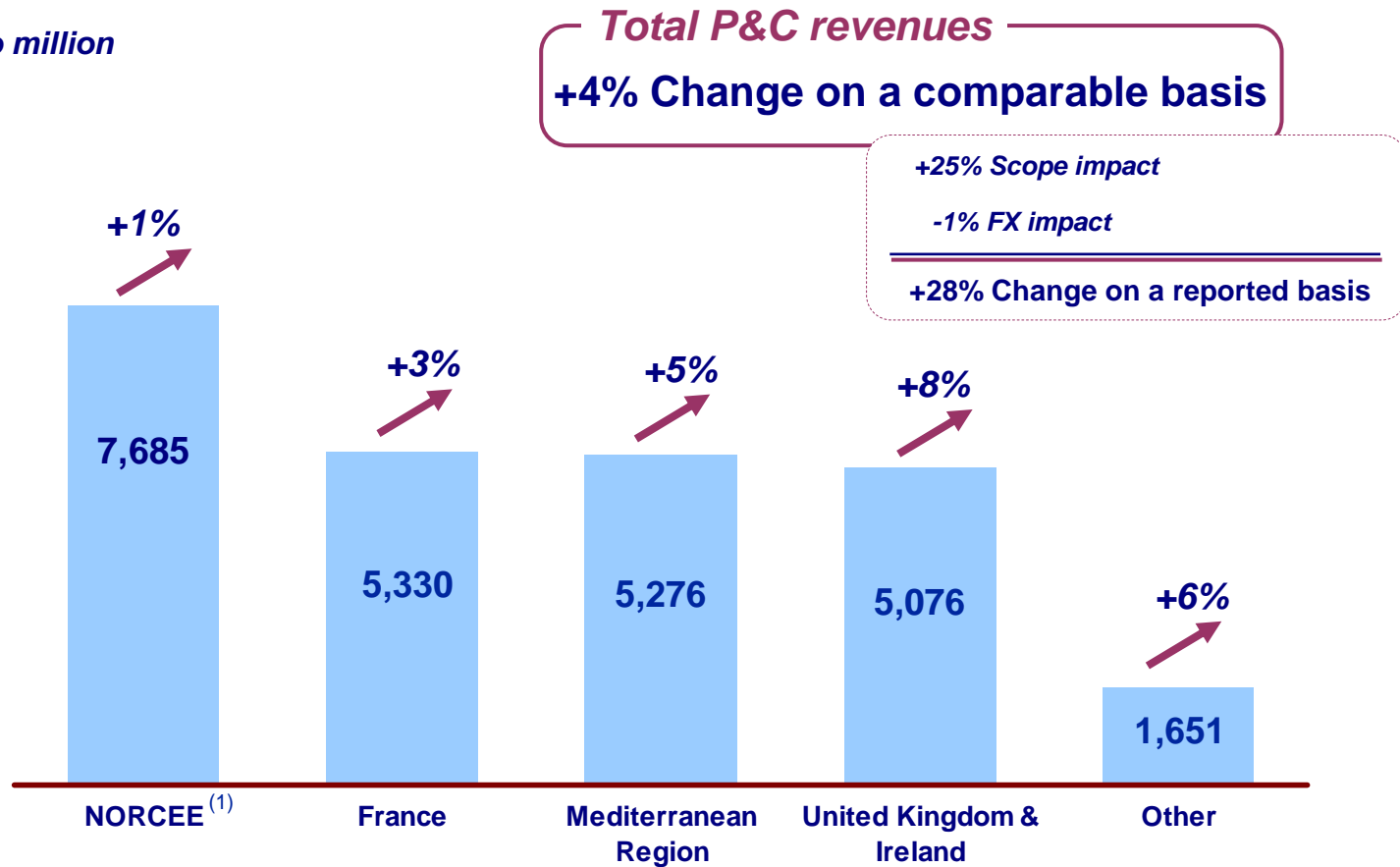
-6% FX impact

+18% Change on a reported basis

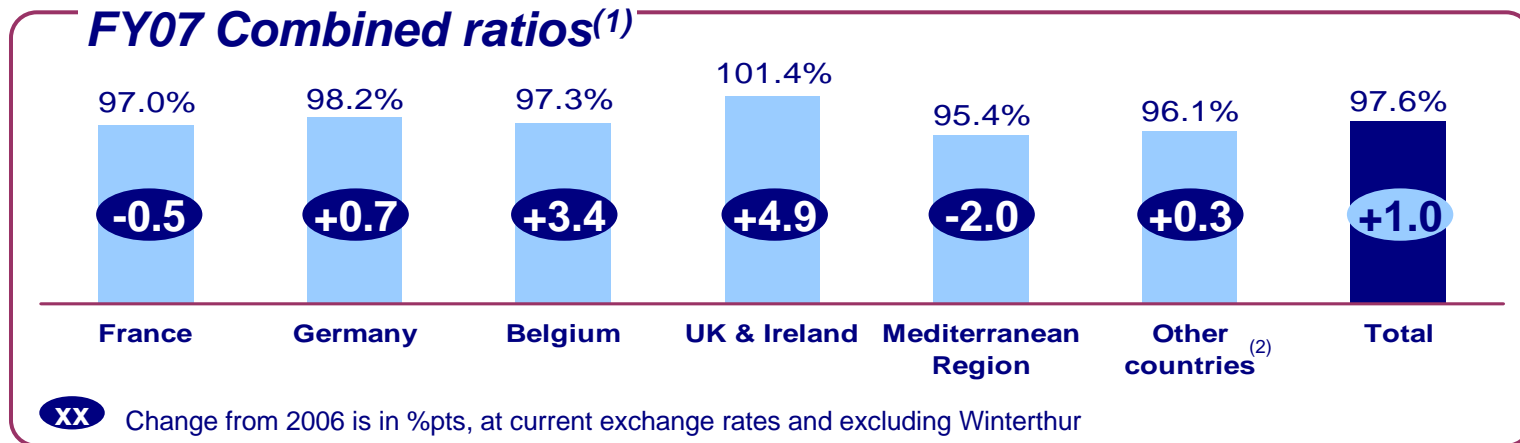
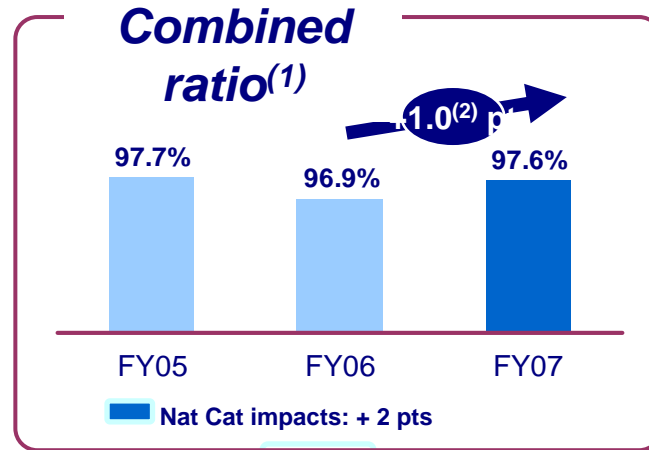


# Positive revenue growth in P&C in all major countries

Euro million



# Combined ratio was impacted by a series of Natural Catastrophes

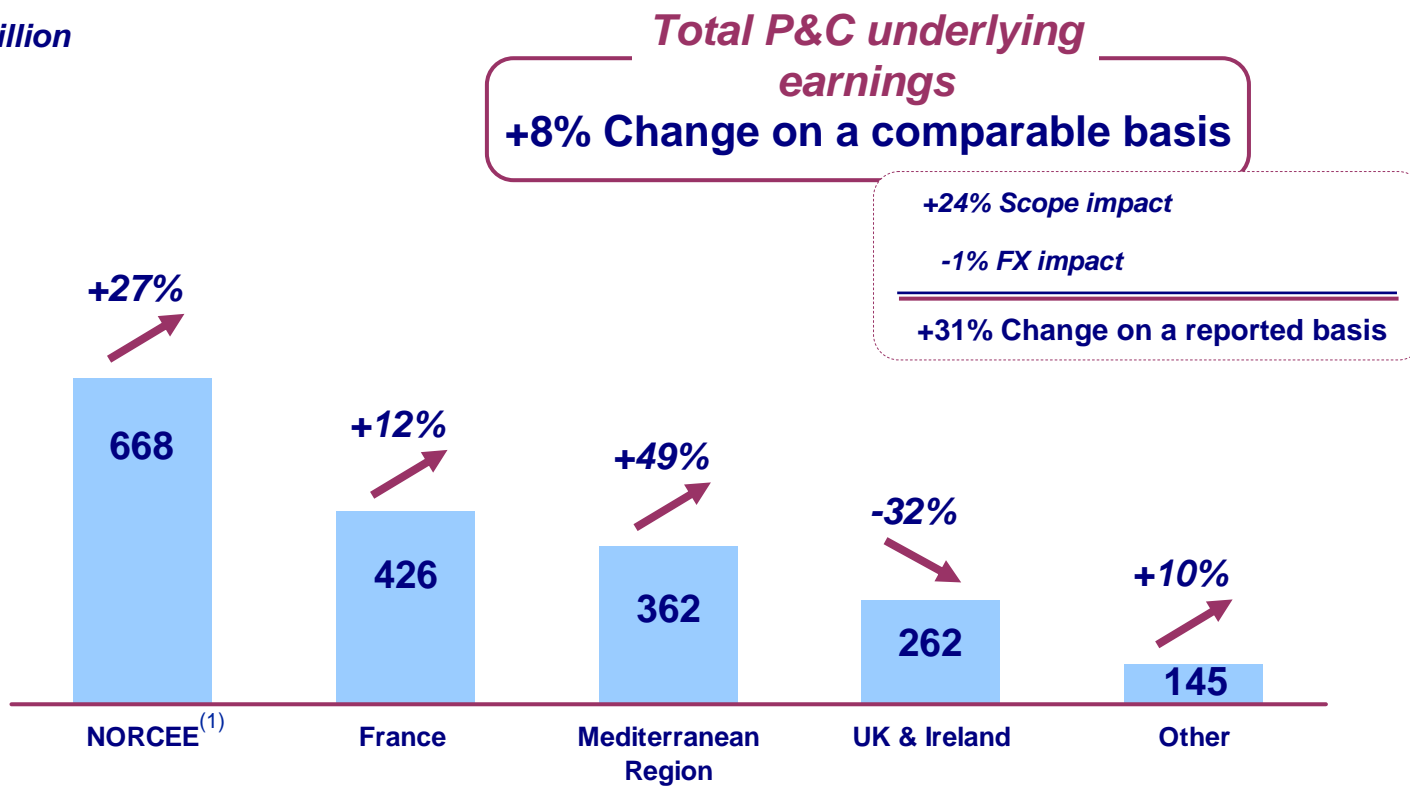


(1) Combined ratio = (gross claims charge + net result of reinsurance ceded + underlying expenses) / gross earned revenues.

(2) Including Switzerland (Combined ratio of 99.2% at FY07)

# P&C Underlying earnings per country

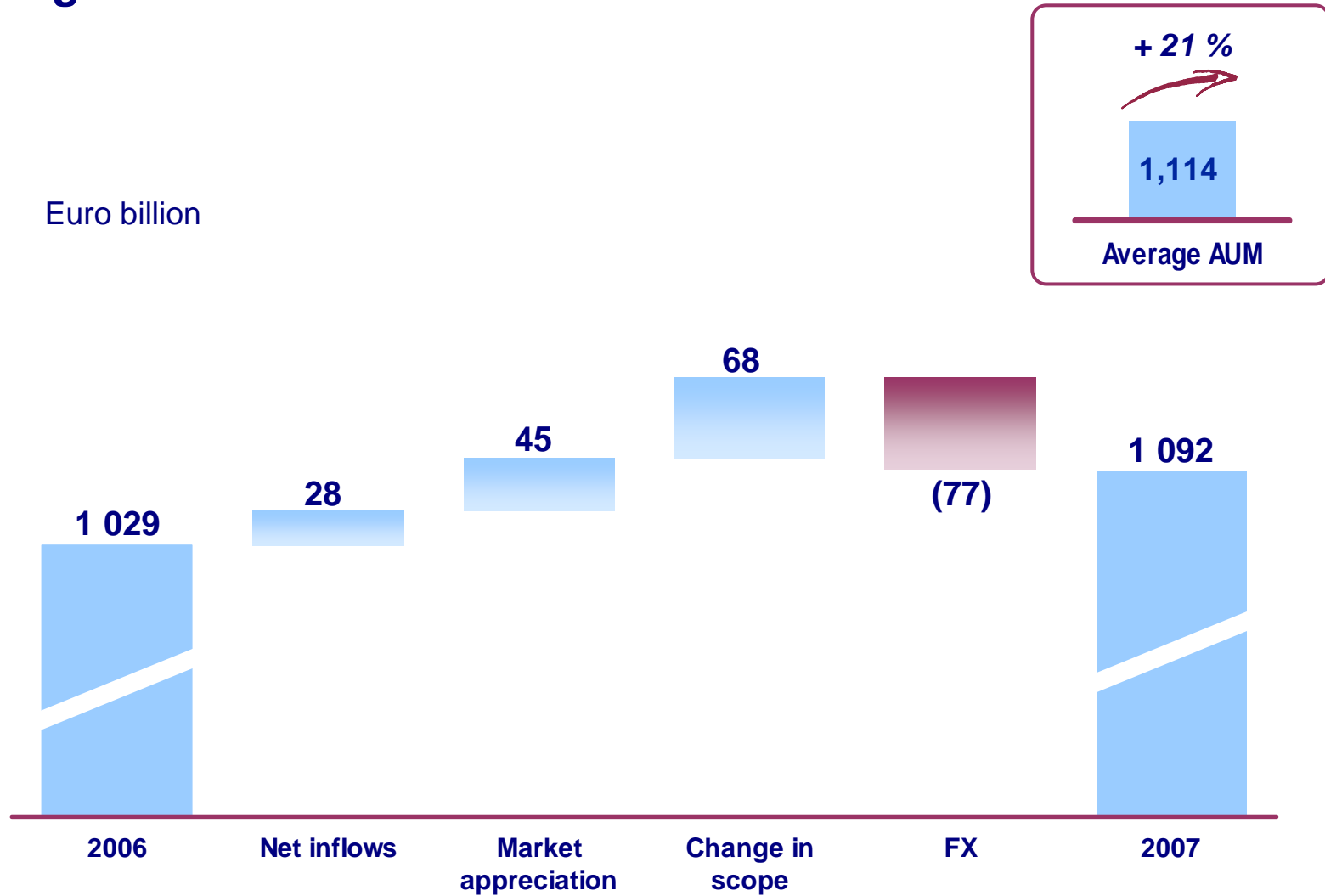
Euro million





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

Euro billion

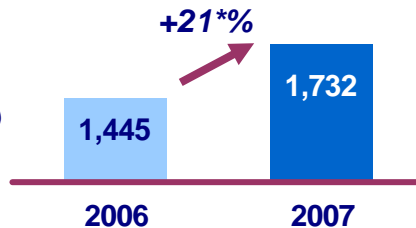


# AXA IM : high earnings increase despite lower net inflows

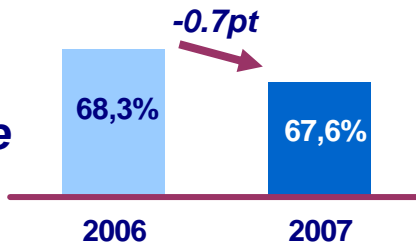


Euro million

## Revenues<sup>(1)</sup>

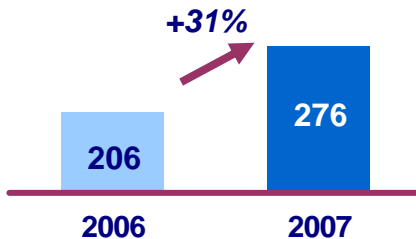


## Underlying cost income ratio<sup>(2)</sup>



Euro million

## Underlying earnings



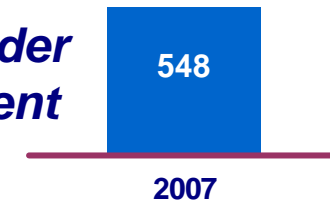
Euro billion

## Net inflows



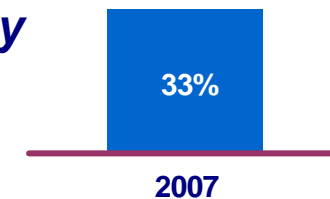
Euro billion

## Assets under Management



33% Equity  
50% FI  
17% Other

## Third party assets share



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 102 million in FY07 vs 115 in FY06.

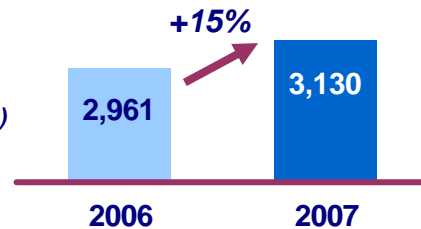
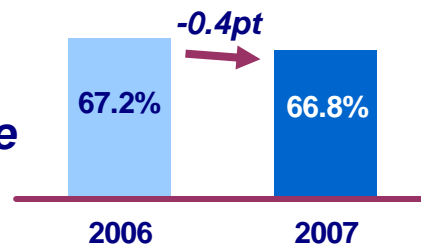
(2) (general expenses minus distribution fees)/(total revenues minus distribution fees).

\* Excluding revenues from AXA insurance companies, eliminated in consolidation (net of fees retro ceded to distributors)

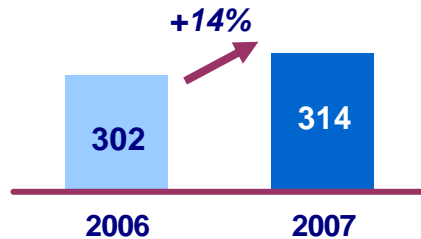
# AllianceBernstein : solid performance despite a slowdown in 2H07



Euro million

**Revenues<sup>(1)</sup>****Underlying cost income ratio<sup>(2)</sup>**

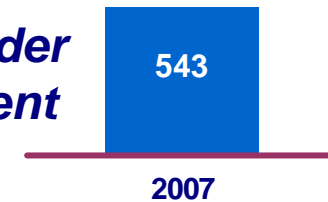
Euro million

**Underlying earnings (group share)**

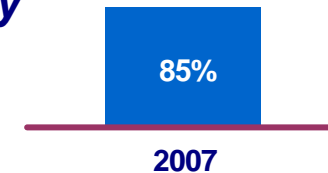
Euro billion

**Net inflows**

Euro billion

**Assets under Management**

72% Equity  
25% FI  
3% Other

**Third party assets share**

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).

# From underlying earnings to net income

<i>Euro million</i>	2006	2007
<b>Underlying earnings</b>	<b>3,919</b>	<b>4,963</b>
Net capital gains	1,107	1,175
<b>Adjusted earnings</b>	<b>5,026</b>	<b>6,138</b>
Change in the fair value and realized gains on mutual funds and other assets	50	-205
Change in the fair value of derivatives, Forex and other	-278	-391
Winterthur integration costs	0	-252
Exceptional operations	189	2
Discontinued operations	122	480
Goodwill & related intangibles	-24	-106
<b>Net income</b>	<b>5,085</b>	<b>5,666</b>

Including Euro 400 million impairments in 2007 mainly related to investments in Financial Institutions (equity and bonds). ABS impact: Euro -60 million

Of which ABS impact: Euro -220 million

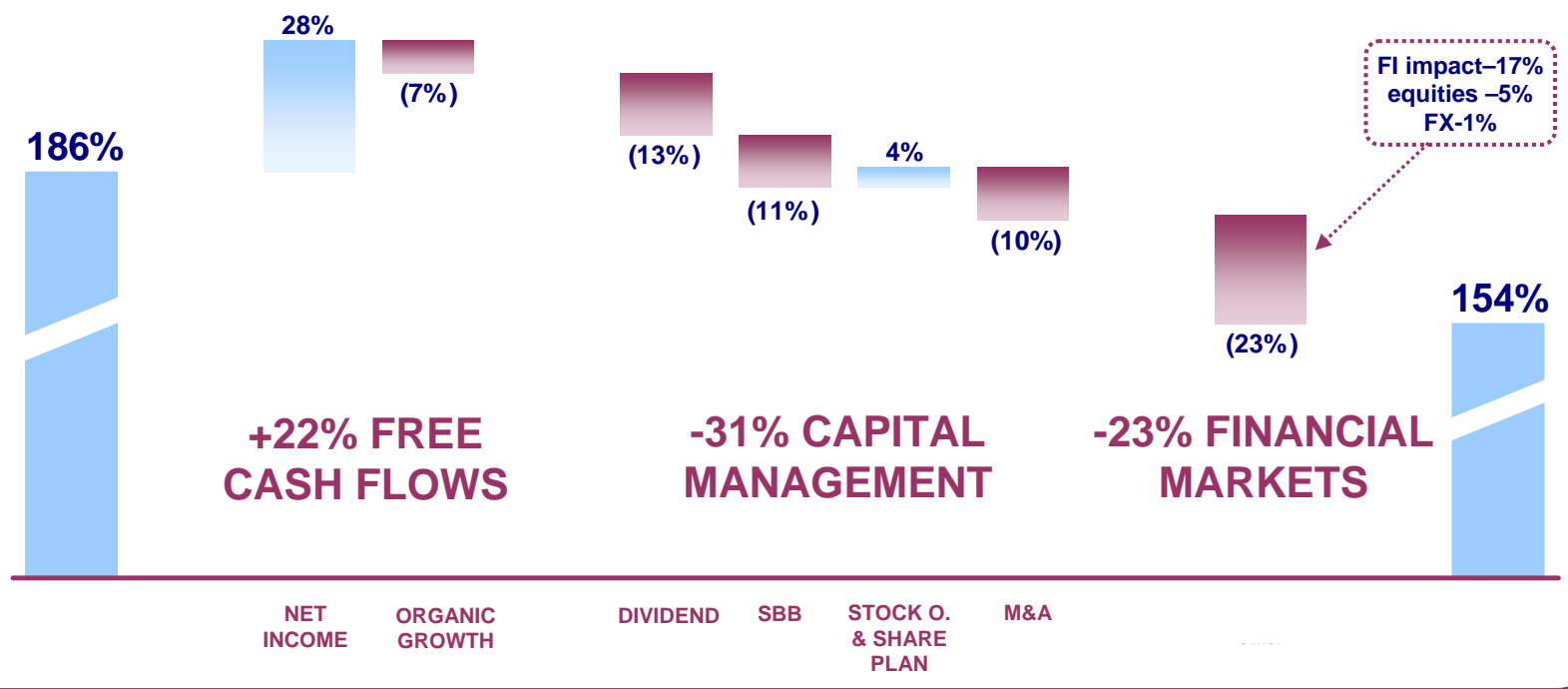
Mainly related to items not eligible to hedge accounting (Forex, interest rates)

Sale of Dutch operations

Mainly Winterthur P&C customer intangible amortization

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

## Regulatory solvency ratio



AA rating (S&P and Fitch) – Aa3 rating (Moody's)



# AXA Group : a large and diversified invested asset base

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

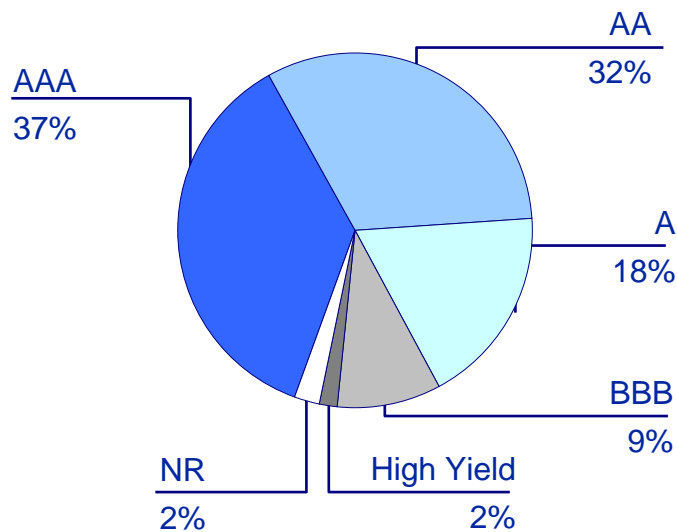
**Net investment in securities wrapped by monolines stood at Euro 0.8 billion and is mainly comprised of corporate bonds**

(1) AXA Bank Belgium

(2) 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>



Average rating A+

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%
<b>Total Fixed Income</b>	<b>298</b>	<b>100%</b>

(1) Ratings exclude Mortgage loans and other

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

# Asset Backed Securities by underlying type of asset

## Economic breakdown of ABS by asset type<sup>(1)</sup> Euro billion

Total ABS 16.2bn

### Mortgage-backed

### Other asset-backed

UK RMBS

€ 0.8bn

US Subprime & Alt-A

€ 1.6bn

Prime Residential

€ 3.8bn

Commercial MBS

€ 2.9bn

CLO

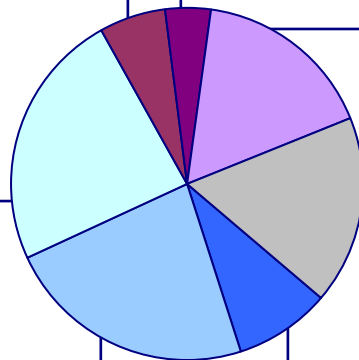
€ 2.9bn

Consumer ABS<sup>(2)</sup>

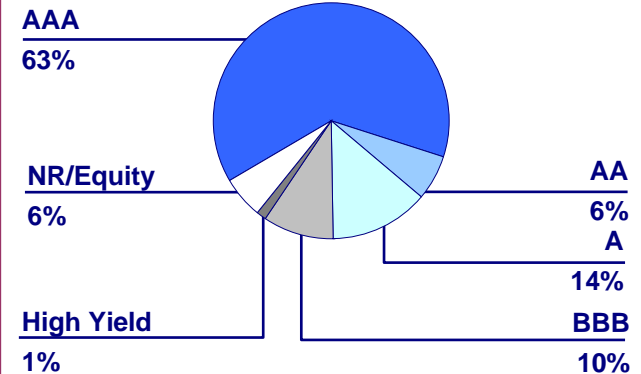
€ 2.5bn

CDO

€ 1.8bn



## ca 70% AAA & AA



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)



# Limited impact of mark to market evolution on Asset Backed Securities

- The mark to market evolution of ABS over the year amounted to Euro -0,6 billion net of policyholders participation and tax
- Of this amount, Euro -0,3 billion was accounted in the P&L and Euro -0,3 billion was accounted in the shareholder's equity

ABS Mark-to Market	
31 Dec 2007	89.4% of par
Net of PB and tax	Euro 0.6 billion
<i>o.w. OCI (in shareholders' equity)</i>	<i>0.3</i>
<i>o.w. Impairments (accounted for in P&amp;L)</i>	<i>0.1</i>
<i>o.w. Change in FV (accounted for in P&amp;L)</i>	<i>0.2</i>

# Table of contents

1 : Key highlights

2 : 2007 IFRS earnings

3 : Concluding remarks

4 : Appendices

## 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 Chateaufieux as new Vice-Chairman of the Supervisory Board, replacing Jean-René Fourtou.
- ▶ The appointment of Jacques de Chateaufieux 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](http://www.axa.com)*

## AXA in figures

### Revenues

€94bn

(up 20%)

### Adjusted Earnings

€6.1bn

(up 22%)

### ROE

20%

(up 0.4pt)

### Op. Return on Group EV

19%

(down 0.5 pt)

### Adjusted EPS

€2.84

(up 13%)

### Dividend per share

€1.20

(up 13%)

### NBV margin

23.0%

(up 0.1pt on a comparable basis)

### People

150,000

### Clients

>65m



## Table of contents

1 : Key highlights

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# Appendices – table of contents

41-42 : Revenues and earnings diversification

43 : ROE

44 : Underlying earnings per share

45 : Adjusted earnings per share

46 : Northern, Central and Eastern Europe detailed figures

47 : Asia-Pacific detailed figures

48-50 : Life & Savings detailed figures

51-55 : P&C detailed figures

56 : Other segments earnings

57-58 : Shareholder's equity

59 : Financial debt analysis

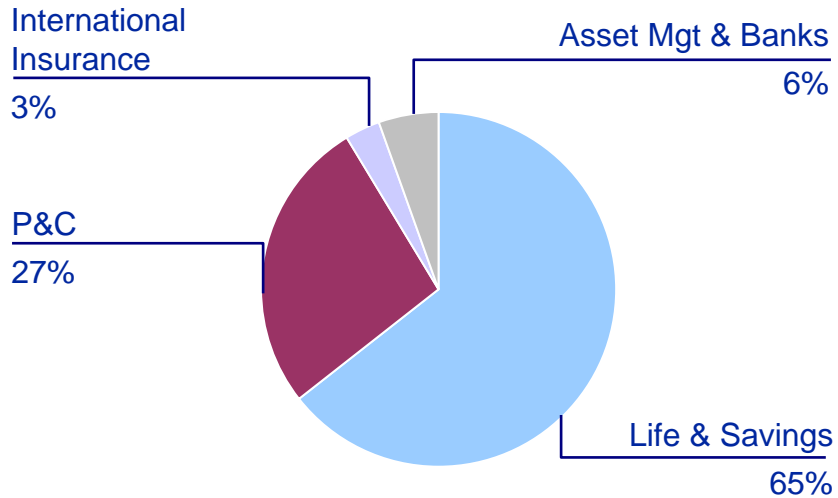
60 : Shareholders' cash-flow

61-64 : NBV and embedded value

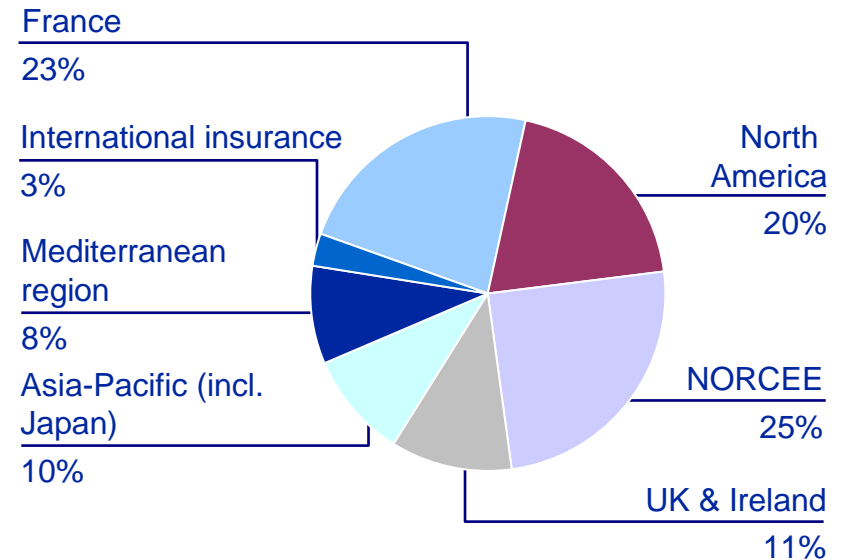


# FY07 revenues reflect strong diversification

## FY07 IFRS revenues by operating segment<sup>(1)</sup>



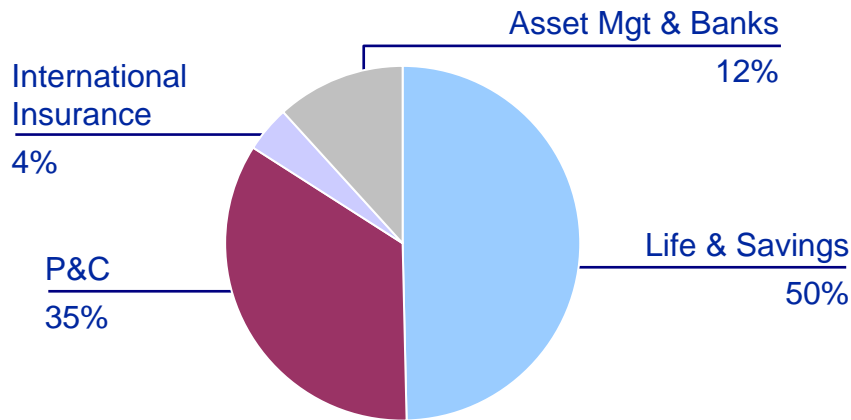
## FY07 IFRS insurance revenues by geography<sup>(1)</sup>



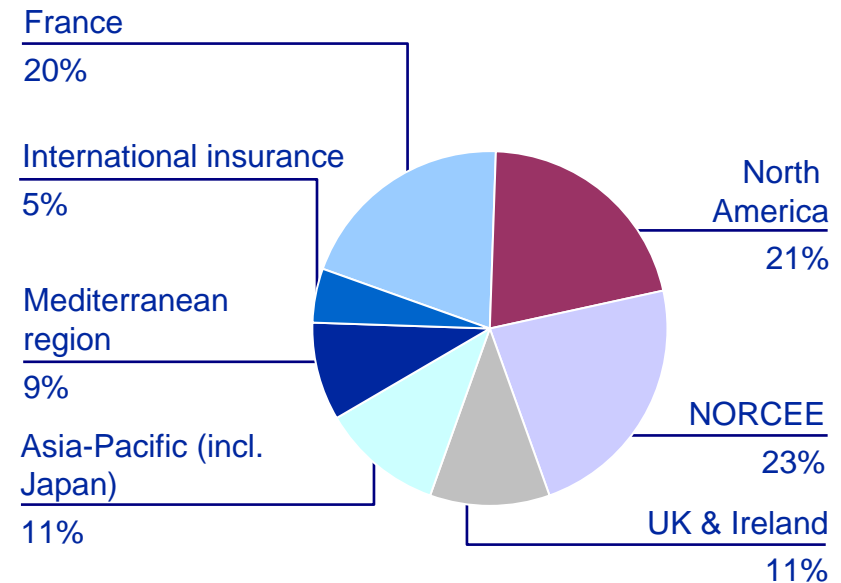
(1) Excluding AXA RE

# FY07 underlying earnings reflect strong diversification

## FY07 underlying earnings by operating segment

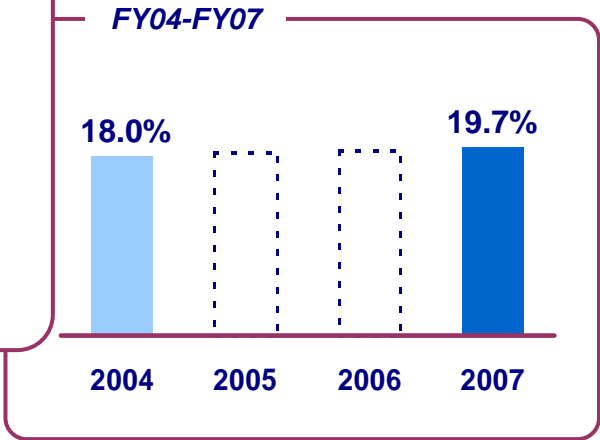
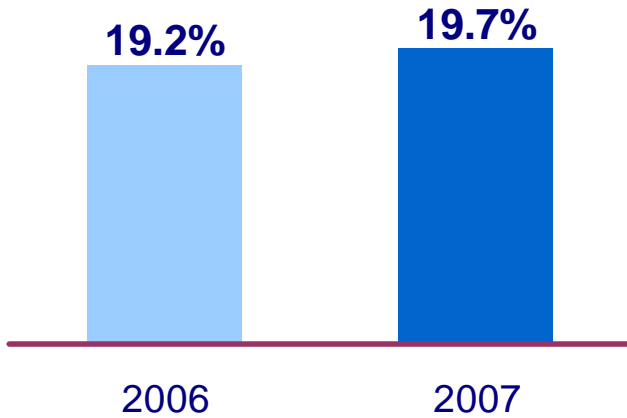


## FY07 insurance underlying earnings by geography



# A strong ROE

## Adjusted ROE<sup>(1)</sup>

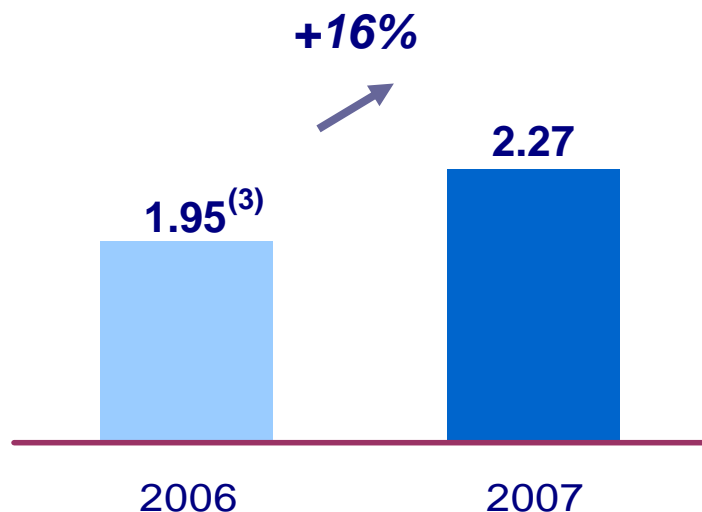


(1) Return corresponds to adjusted earnings net of interest charges on perpetual debt. Equity corresponds to average shareholders' equity excluding perpetual debt and reserves related to change in fair value.

# Underlying earnings growth per share outpaced Ambition 2012 target

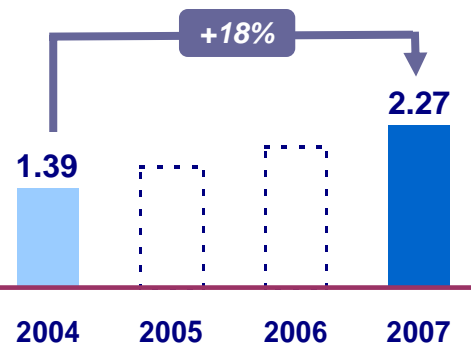
## Underlying EPS<sup>(1)</sup> (Euro)

net of interest charges on perpetual sub debt<sup>(2)</sup>



## CAGR FY04-FY07

net of interest charges on perpetual sub debt<sup>(2)</sup>



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

(1) 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.

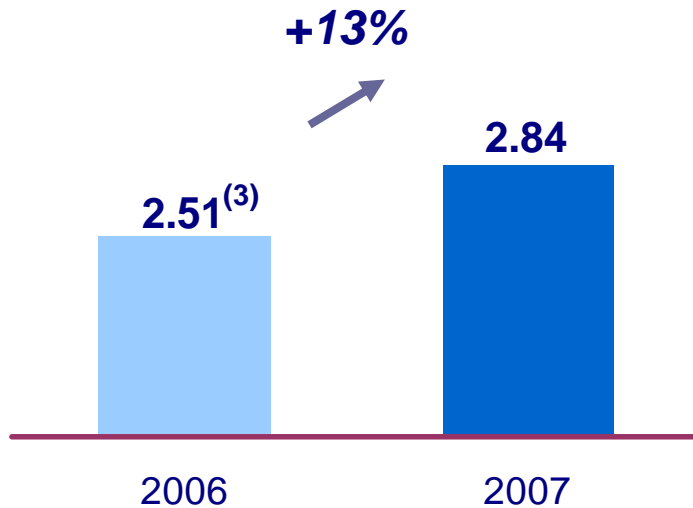
(2) Perpetual sub debt (TSS and TSDI) are accounted for as equity under IFRS, the charges are not included in AXA's earnings.

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

# Solid Adjusted earnings per share growth

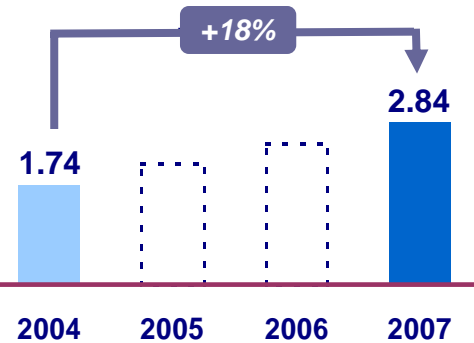
## Adjusted EPS<sup>(1)</sup> (Euro)

net of interest charges on perpetual sub debt<sup>(2)</sup>



## CAGR FY04-FY07

net of interest charges on perpetual sub debt<sup>(2)</sup>



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

(1) 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.

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

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

# Northern, Central and Eastern Europe detailed figures per country

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

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

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

L&S roll-forward (Euro million)	2006	2007	Change			
			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 Europe	3	4	16%	8%	7%	-3%
Luxembourg	0	0	-3%	-2%	0%	15%
<b>Total</b>	<b>111</b>	<b>112</b>	<b>+1%</b>	<b>+2%</b>	<b>-1%</b>	<b>-1%</b>

(1) 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

## Asia Pacific excluding Japan detailed figures per country

L&S roll-forward (Euro million)	2006	2007	Change			
			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 Asia & China	1	1	16%	5%	-7%	3%
<b>Total</b>	<b>17</b>	<b>17</b>	<b>+1%</b>	<b>+1%</b>	<b>-4%</b>	<b>+2%</b>

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

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

(1) Change on a comparable basis corresponds:

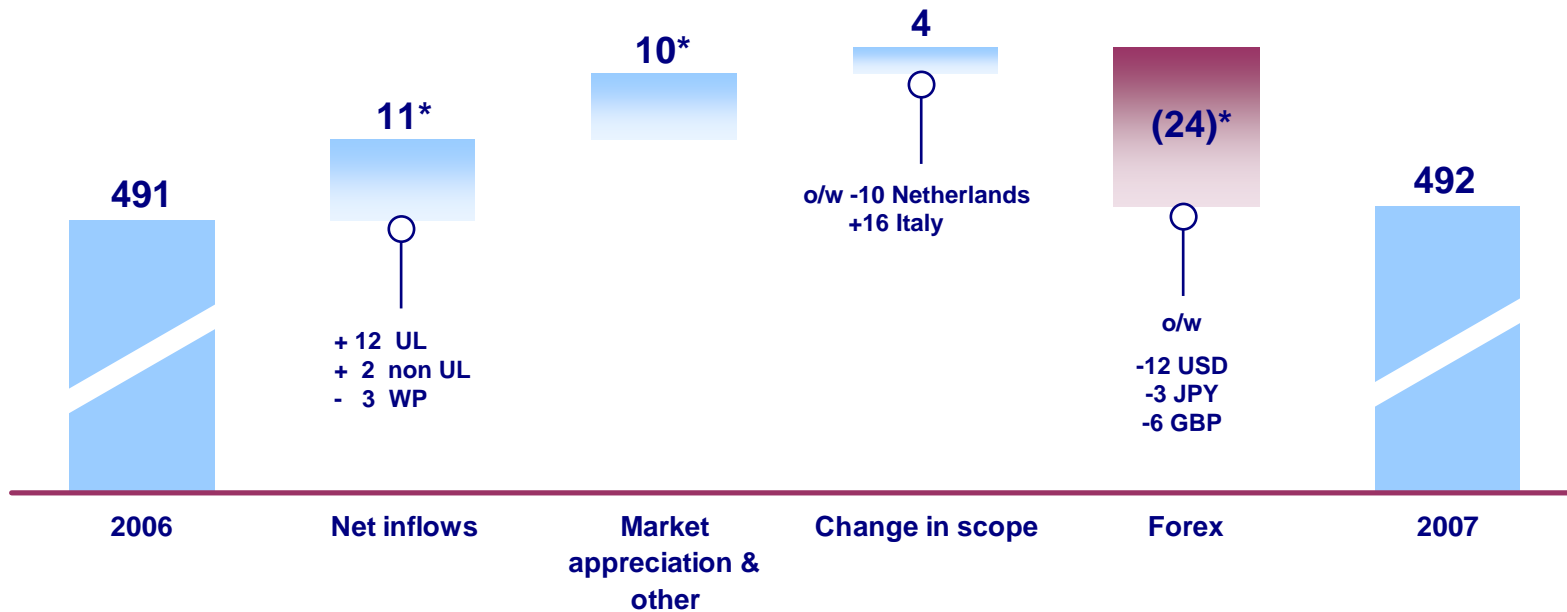
- for activity indicators, to constant exchange rates and scope (notably, Winterthur included in 2006 and 2007 figures)
- for earnings, to constant exchange rates excluding Winterthur

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

Euro billion

*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



\* 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 and savings reserve roll-forward by country: overall good momentum across the board

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

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

(1) Excluding the Netherlands in 2006 classified as Other

(2) Mainly scope entry from MPS

(3) Impact of the Exit of Dutch operations

\* 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%

Gross Margin +8%\*

Investment margin

2,439

+4%

Fees & Revenues

7,046

+13%

Loadings on premiums & MF

4,120

+6%

Unit-Linked mgt fees

2,297

+25%

Other fees & revenues

628

+15%

Technical margin

1,409

-9%

Expenses & Taxes +7%\*

Acquisition expenses

3,808

+10%

Admin. exp. & other

2,943

+5%

VBI

346

+14%

Tax & minority interests

-1,127

0%

General Account  
Invest. margin<sup>(1)</sup>

0.9%

2006

0.8%

2007

Unit Linked Mgt  
fees margin<sup>(2)</sup>

1.2%

2006

1.3%

2007

(1) 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.

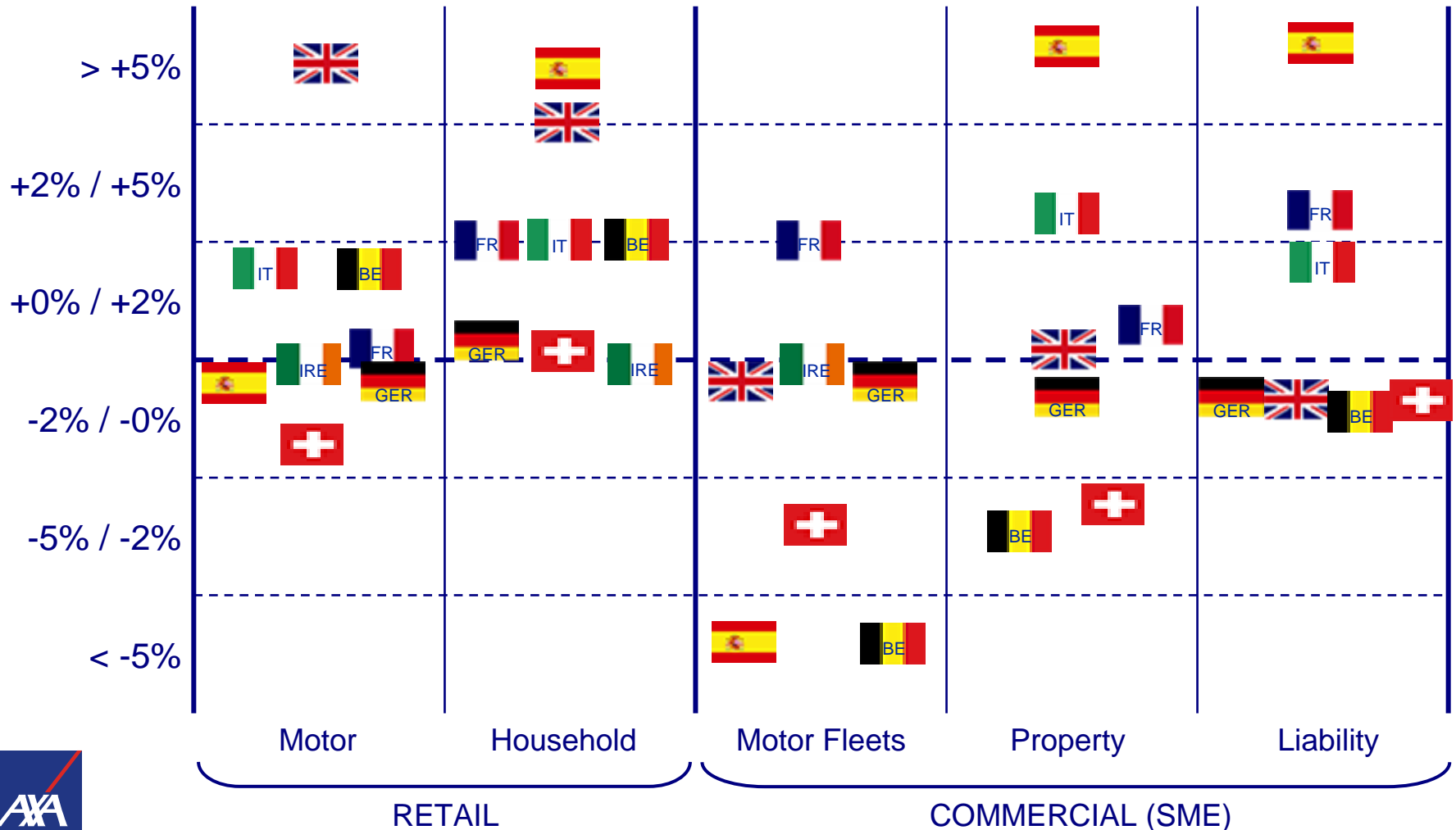
(2) Stable margin at constant Forex. Avg UL margin = Unit Linked margin divided by average gross Unit Linked reserves. Stable at constant Forex.

\*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.

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

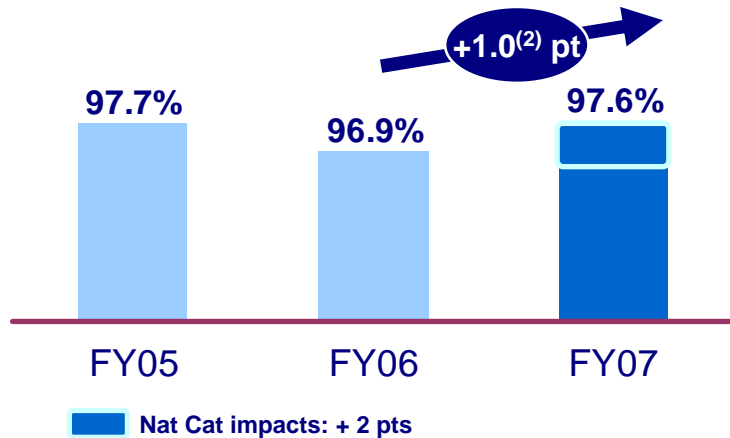
## Renewal pricing trends

(price change of 2008 renewals from the 2007 ones)



# Combined ratio was impacted by a series of Natural Catastrophes

## Combined ratio<sup>(1)</sup>



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

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

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

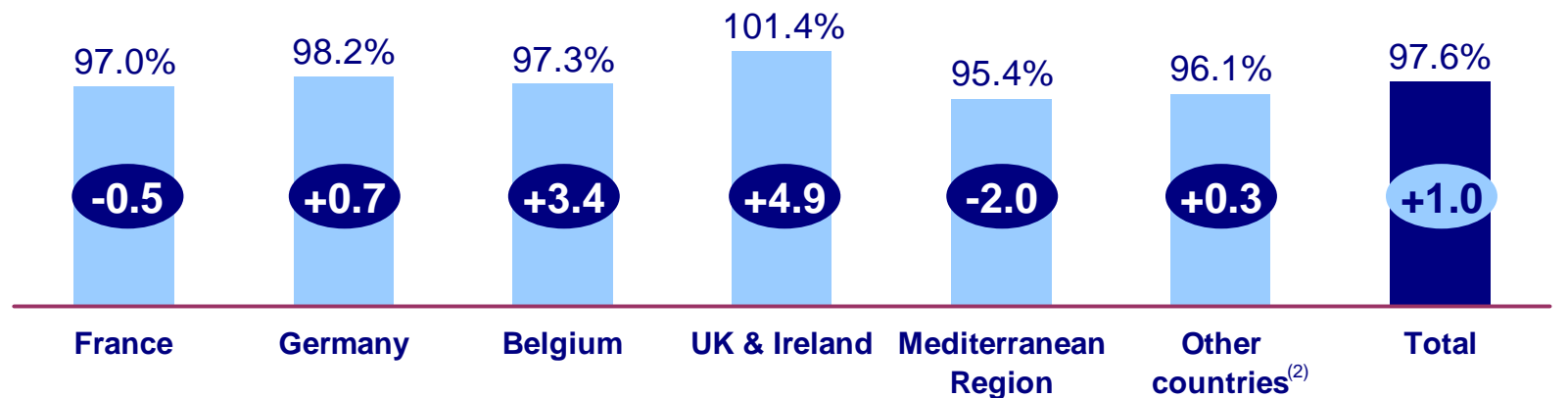
+2.8 pts in the current year loss ratio (of which +2.3 pts linked to European Windstorm "Kyrill" and UK floods, and +0.5 pt in the attritional loss ratio)

-1.8 pts improvement as a result of positive developments on prior accident years

(3) Claims Handling Costs.

## Combined ratio by country

### FY07 Combined ratios<sup>(1)</sup>

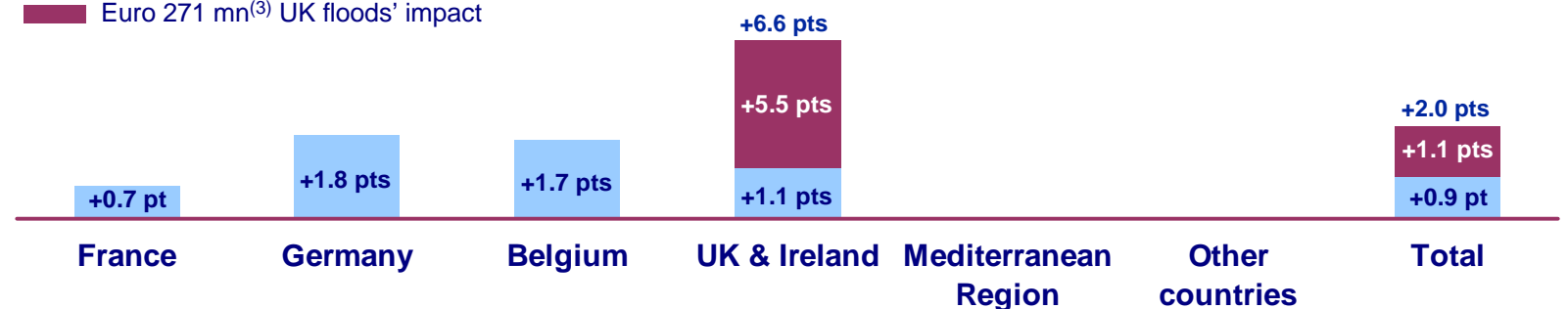


**xx** Change from 2006 is in %pts, at current exchange rates and excluding Winterthur

### 2pts impact on the Combined ratios from Natural Catastrophes

■ Euro 220 mn<sup>(3)</sup> Kyrill windstorm's impact

■ Euro 271 mn<sup>(3)</sup> UK floods' impact



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

(2) Including Switzerland (Combined ratio of 99.2% at FY07)

(3) Including Winterthur, net of reinsurance and pre-tax

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

*Net claims reserves<sup>(1)</sup> /  
Net claims paid*

269%



FY06  
AXA

270%



FY07  
AXA incl. W

*Net technical reserves<sup>(1)</sup> /  
Net earned premiums*

187%



FY06  
AXA

194%



FY07  
AXA incl. W

## P&C underlying earnings growth remained robust

Underlying earnings (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 <sup>(4)</sup>	-736	-772	-17%
<b>Total Property &amp; Casualty</b>	<b>1,417</b>	<b>1,863</b>	<b>+8%</b>

- Net technical result: decrease due to the impact of Nat Cat events reflected in the increase in the combined ratio
- 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

(1) 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

(2) Net technical result, including expenses.

(3) Including financing charges.

(4) Including net income from investments in affiliates and associated.

## Analysis of other segments' underlying earnings

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

- **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

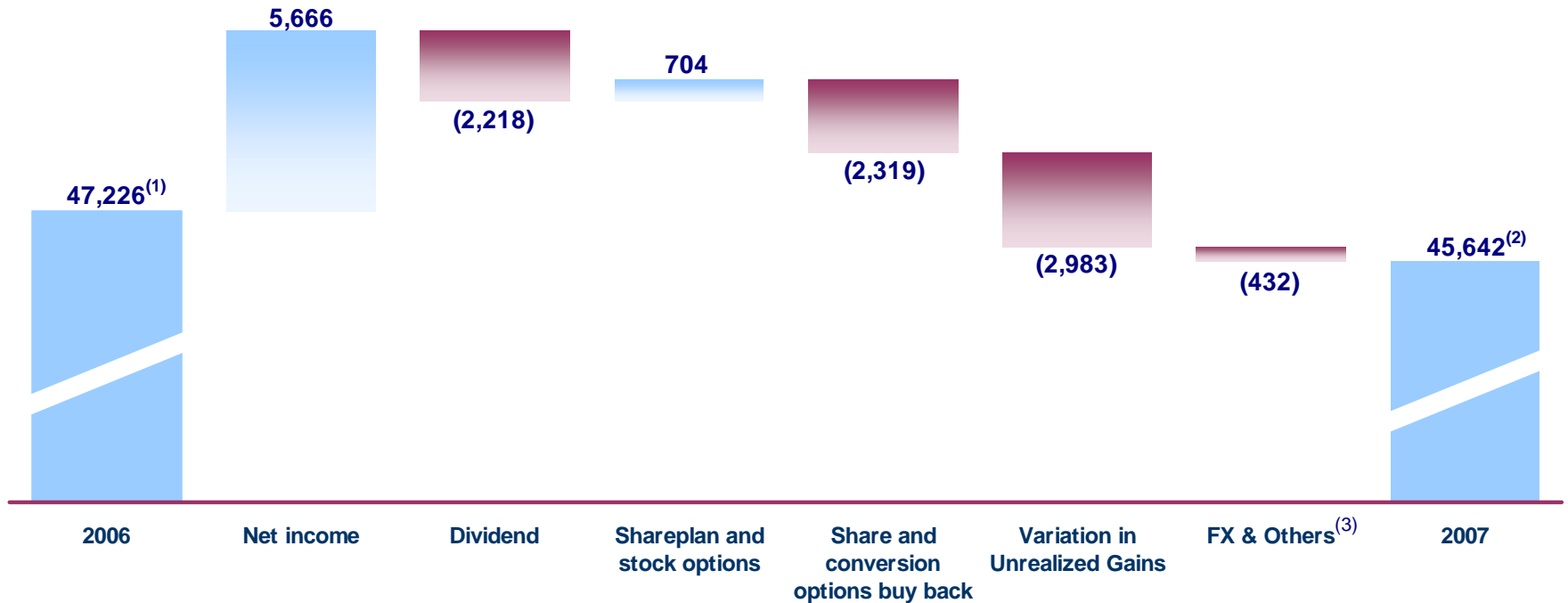
(1) Change on a comparable basis corresponds:

- 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



# Shareholders' equity roll-forward

Euro million



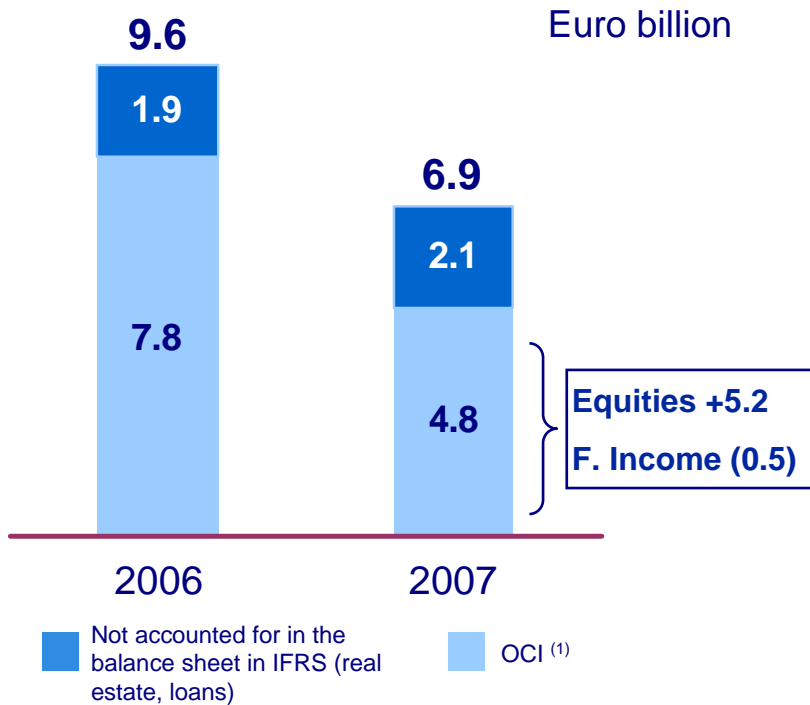
(1) Of which Euro 6.9 billion of perpetual subordinated debt and Euro 7.8 billion reserves related to change in fair value

(2) Of which Euro 7.1 billion of perpetual subordinated debt and Euro 4.8 billion reserves related to change in fair value

(3) Including movements in perpetual subordinated debt and pensions

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

## Net Unrealized capital gains attributable to shareholders (after tax and PB)



## Sensitivity analysis on assets

Non audited  
Company estimates

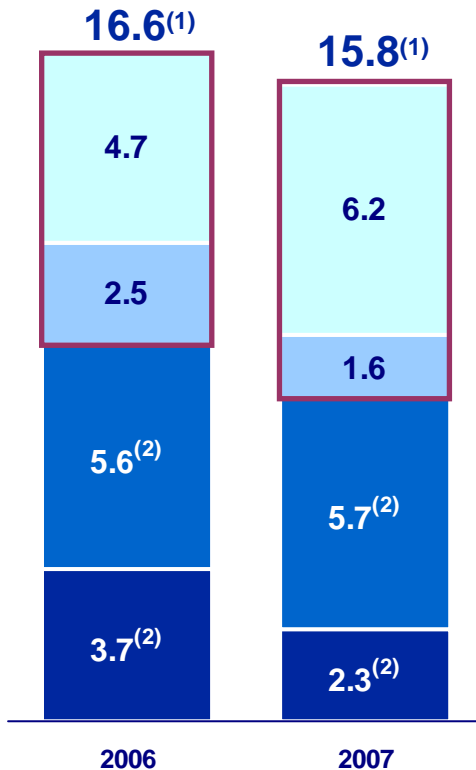
<u>Euro billion</u>		<u>OCI</u>	<u>P&amp;L</u>
Stock market	-10%	-1.8	-0.4
Interest rates	-30bps	+1.8	N/S
Credit Spread	+50bps	-0.7	-0.2
ABS	-5pts	-0.2	-0.1

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

# Financial debt analysis: long term financing and strong liquidity

## Total debt

(Euro billion)

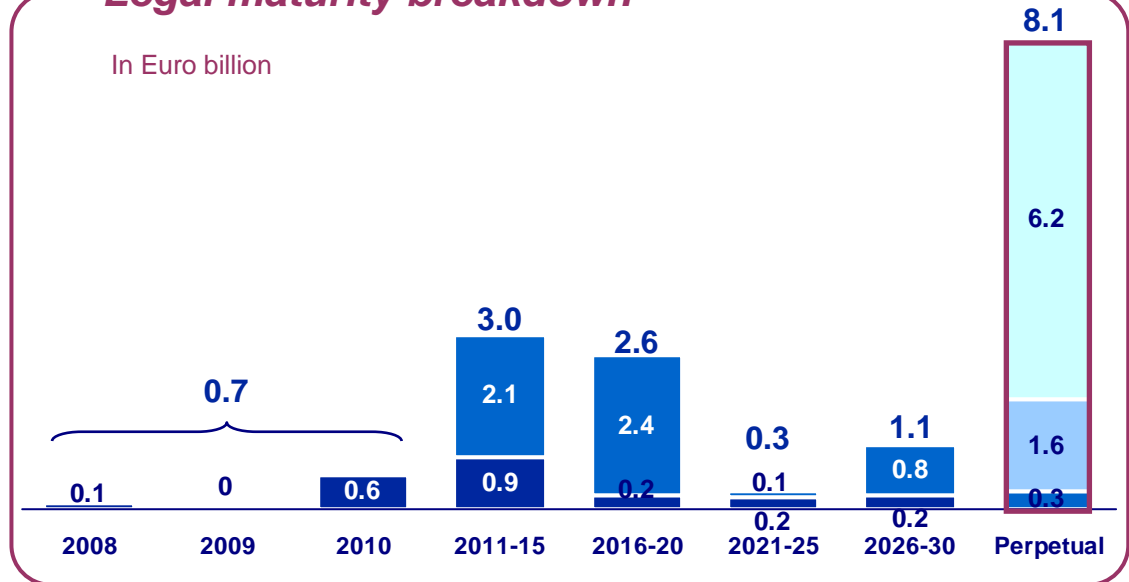


## Unused liquidity sources

Cash & Cash equivalent Euro 17.2\*bn  
 Undrawn credit lines Euro 6.2 bn

## Legal maturity breakdown<sup>(2)</sup>

In Euro billion



Subordinated debt  
 Senior debt

TSS = perpetual deeply subordinated notes  
 TSDI = perpetual subordinated notes

} Booked in shareholders' equity

(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

# Estimated shareholders' cash-flow statement

<i>(in Euro billion)</i>	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
<b>Estimated shareholder's cash flows from operating activities</b>	<b>+3.0</b>	<b>+4.5</b>
Dividend paid	-1.6	-2.2
Acquisitions	-9.6	-3.4
Divestitures	0.0	3.0
Share purchase program & OC dilution control	-0.3	-2.4
<b>Estimated shareholder's cash flows from investing activities</b>	<b>-11.5</b>	<b>-5.0</b>
Capital increase	4.6	0.7
Debt changes	4.0	-0.2*
<b>Estimated shareholder's cash flows from financing activities</b>	<b>+8.6</b>	<b>+0.5</b>

Ow Winterthur: 8.6

Europe: 2.1 (mainly MPS)  
Emerging countries: 0.8  
US: 0.5

Winterthur US: 1.2  
Dutch operations: 1.8

Non audited

Non GAAP

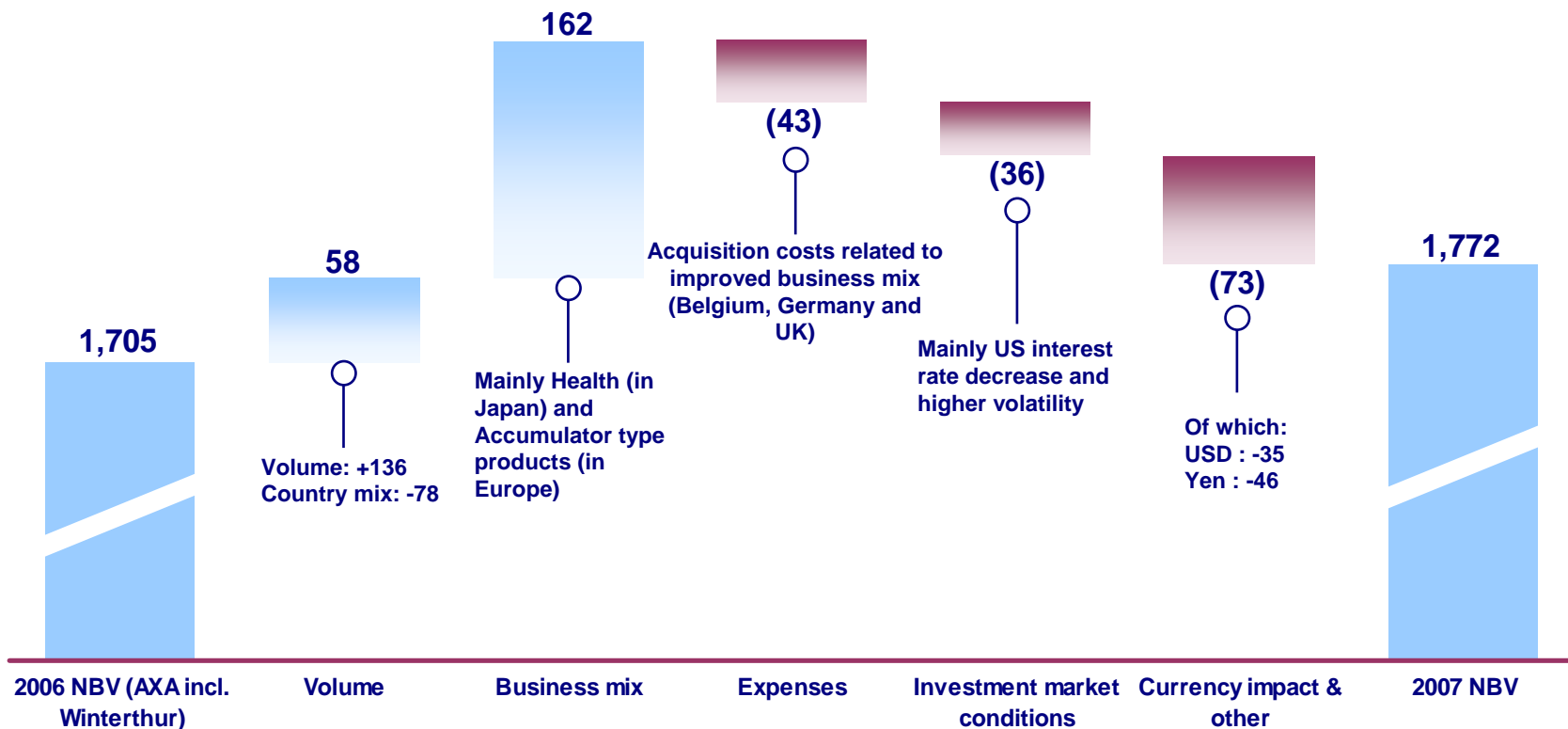
(1): Increase in consolidated solvency margin between (n-2) and (n-1) but excluding change in scope

\* +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.

# NBV up 8% on a comparable basis

Euro million

+8%

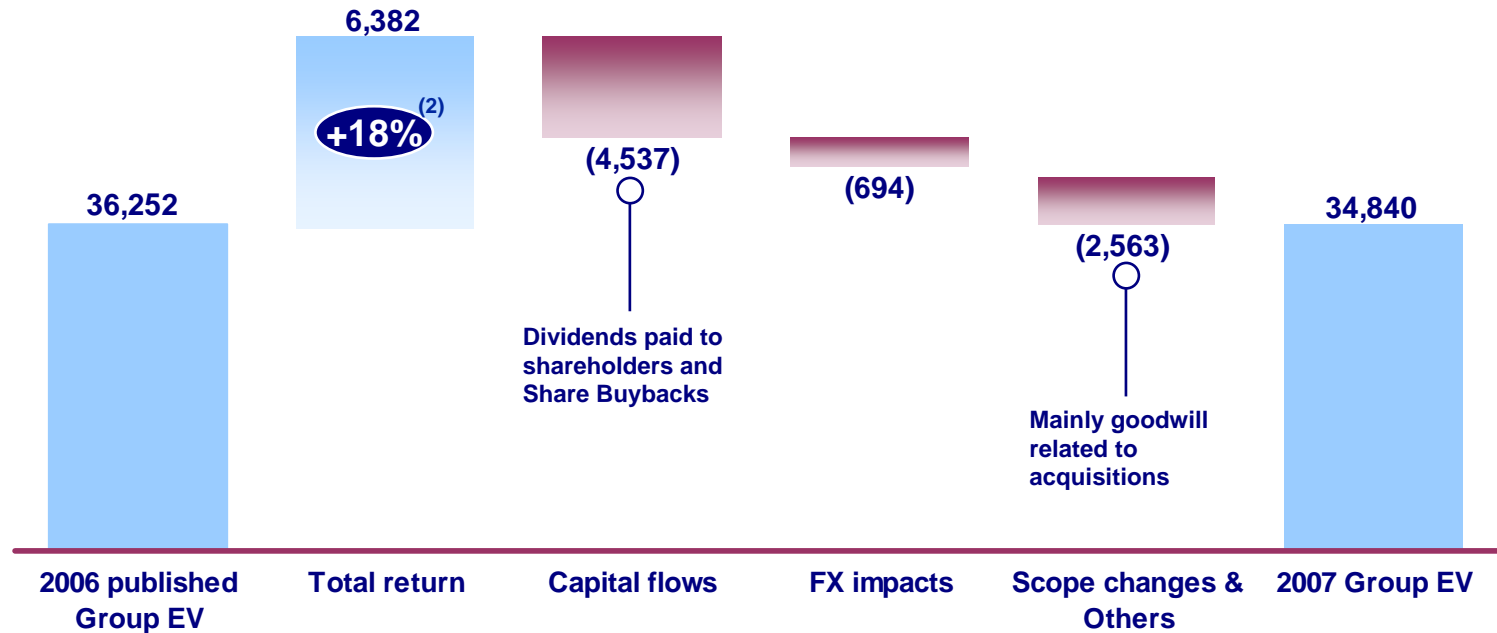


# NBV margin per region

2007 (Euro million Group share)	APE	Comp. growth	NBV	Comp. growth	NBV margin	Comp. 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
<b>Total</b>	<b>7,694</b>	<b>+8%</b>	<b>1,772</b>	<b>+8%</b>	<b>23.0%</b>	<b>+0.1 pt</b>

- ▶ 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

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



(1) 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 Return (Euro Million)	2006	2007
Life & Savings	3,752	4,229
Other business	1,901	2,577
<b>Operating return on Group EV %</b>	<b>5,654 +20%</b>	<b>6,806 +19%</b>
Life & Savings invest. exp.	2,311	781
Other business invest. exp.	71	(1,205)
<b>Total return on Group EV %</b>	<b>8,036 +28%</b>	<b>6,382 +18%</b>

Non recurrence of 2006 positive changes in Life & Savings experience

2006 benefited from favorable financial market conditions





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*Be Life Confident*

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