

# Half year 2005 Earnings

September 22, 2005



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# Glossary

## ◆ Adjusted Earnings

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

Adjusted earnings excluding net realized capital gains attributable to shareholders.

Adjusted and underlying earnings are non-GAAP measures, which may not be comparable to similarly titled measures reported by other companies.

AXA's independent auditors have carried out a limited review on AXA's consolidated first half 2005 financial statements. AXA's 1H05 results have been prepared in accordance with IFRS and interpretations expected to be applicable and endorsed by the European Commission for the year-end closing 2005.

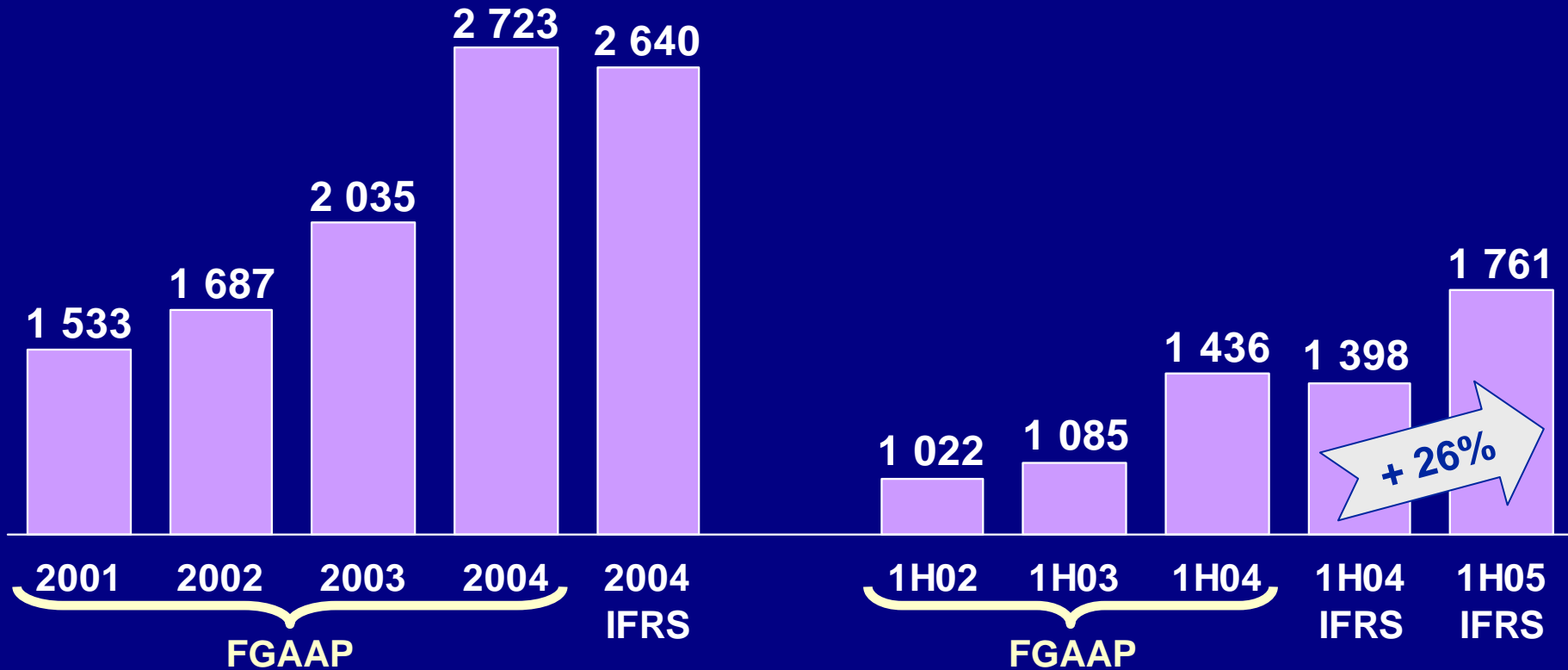
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- **1 : *Introduction***
- **2 : Overview of financial performance**
- **3 : Balance Sheet & Capital**
- **4 : Conclusion**

# AXA continued delivering very strong underlying earnings growth...

Euro million

## Underlying Earnings



Per share<sup>(1)</sup>:

0.88	0.96	1.12	1.43	1.42	0.58	0.61	0.77	0.77	0.93
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(1) Euro - Fully diluted.

... owing to a focus on profitable growth throughout the organization ...

Euro million

1H05

Growth  
at cst FX<sup>(1)</sup>

## Life

◆ Life & Savings APE	2,515	+6.5%
◆ Life NBV	443	+20.1%
◆ Life NBV APE Margin	17.6%	+2.1 pts

## P&C

◆ P&C revenues	10,314	+2.9%
◆ P&C Combined Ratio	97.5%	-1.0 pt

## Asset Management

◆ Asset Mgt revenues	1,550	+5.7%
◆ AUM net inflows <sup>(2)</sup> (€bn)	16	



(1) On a comparable basis for activity indicators, Life NBV and Life NBV APE margin.

(2) Excl. Impact of the sale of AC Cash Management Services

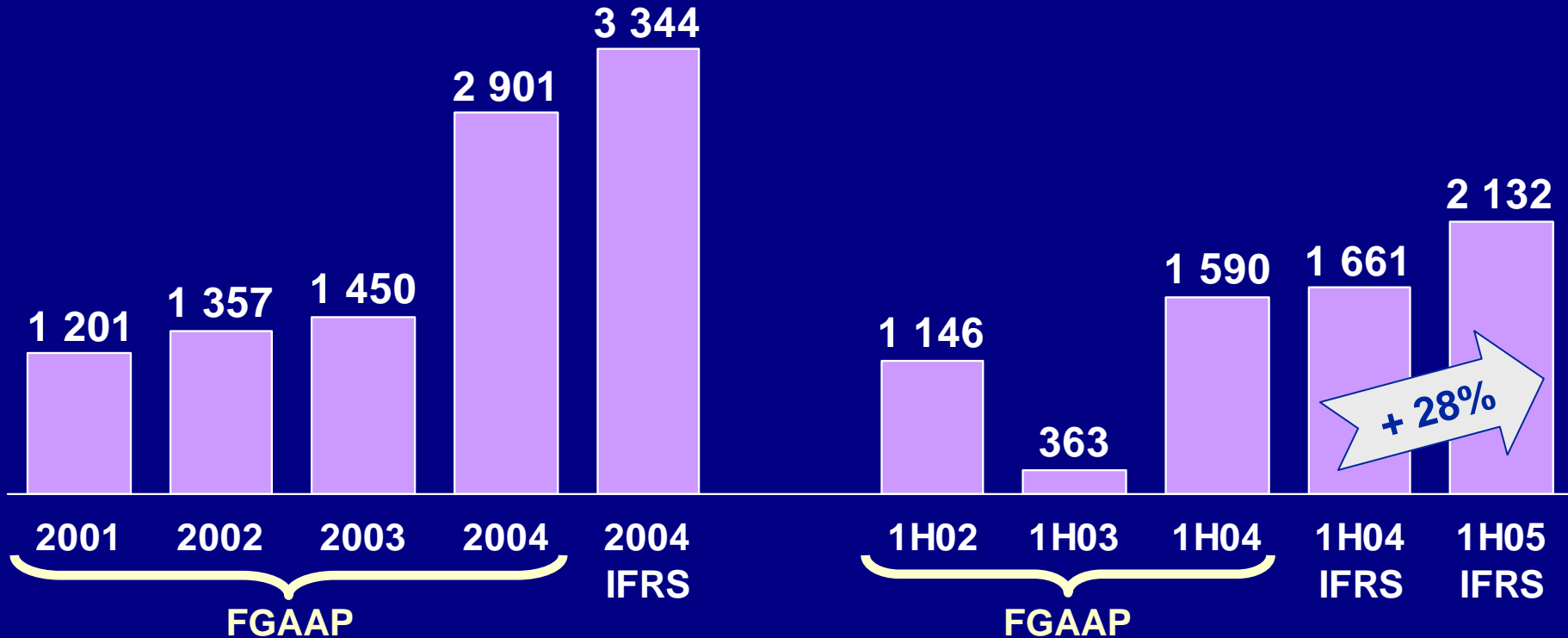
# [ ...further enhanced by targeted development initiatives which will fuel future growth

- ◆ MONY integration and sale of Advest
- ◆ Northern Europe region
- ◆ Acquisition of Framlington (UK) Asset Management  
Seguro Directo (Portugal) P&C
- ◆ Joint venture with Bharti in India Life  
Affin in Malaysia Life

# Regular harvesting of capital gains is adding to adjusted earnings capacity

Euro million

## Adjusted Earnings



Net capital gains/losses attributable to shareholders:

229	-240	-585	178	704	213	-722	154	263	370
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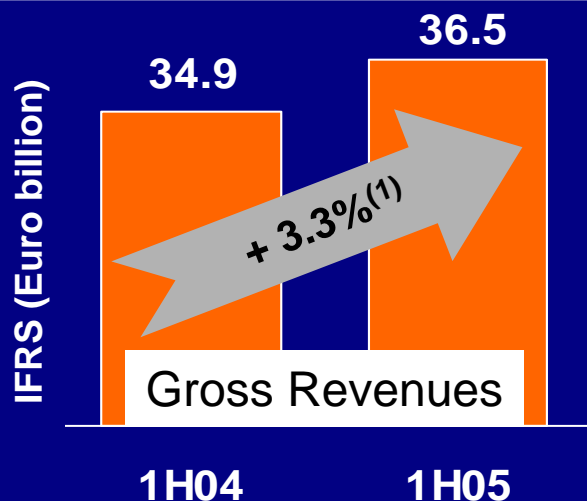
**Enhanced distribution capacity**

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# The 1H05 activity indicators' evolution fits well into AXA's profitable growth strategy



## Activity Indicators Growth<sup>(1)</sup>

Life & Savings APE	+6.5%
Life & Savings NBV	+20.1%
P&C revenues	+2.9%
Asset Mgt revenues	+5.7%
Int'l Insurance revenues	+10.6%

- ◆ Life & Savings benefited from strong sales and better product mix:
  - ➔ Unit-linked APE increased 14%<sup>(1)</sup> to represent 45% of total APE in 1H05, compared to 43% in 1H04
- ◆ P&C experienced a continued resilient pricing environment and moderate portfolio growth, with positive net inflows:
  - ➔ Individual motor: +71,000 contracts
  - ➔ Individual household: +78,000 contracts



- ◆ Asset Management attracted Euro 16bn<sup>(2)</sup> of net inflows

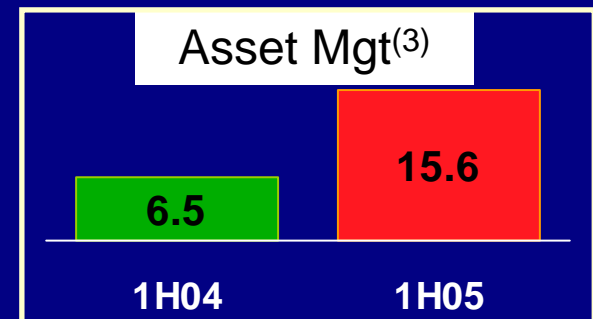
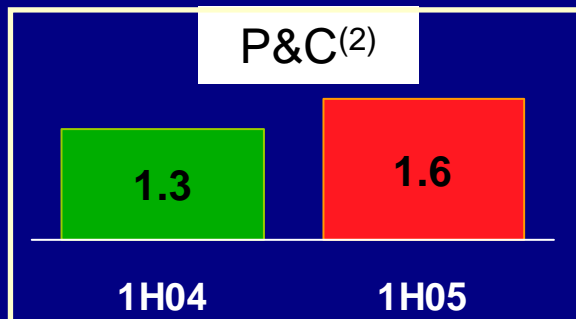
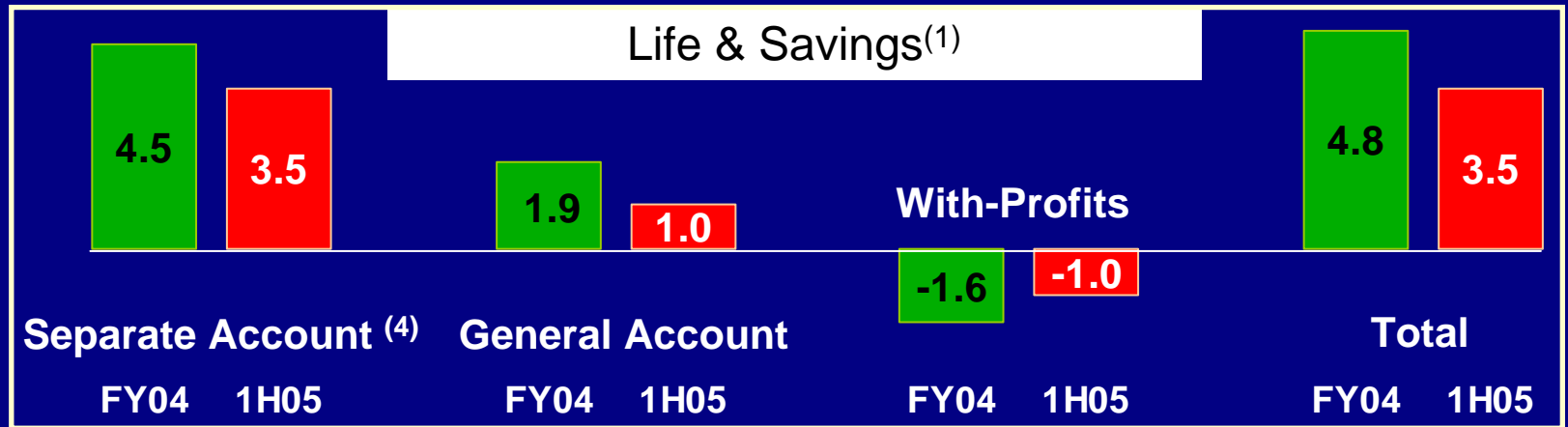
(1) On a comparable basis (constant exchange rates and scope)

(2) Excluding impact of AC Cash Management sale

# 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.

(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 written premiums and 90% of gross reserves.

(3) Sales net of redemptions, excluding Alliance Capital Cash management Services.

(4) Contracts with financial risk borne by policyholders

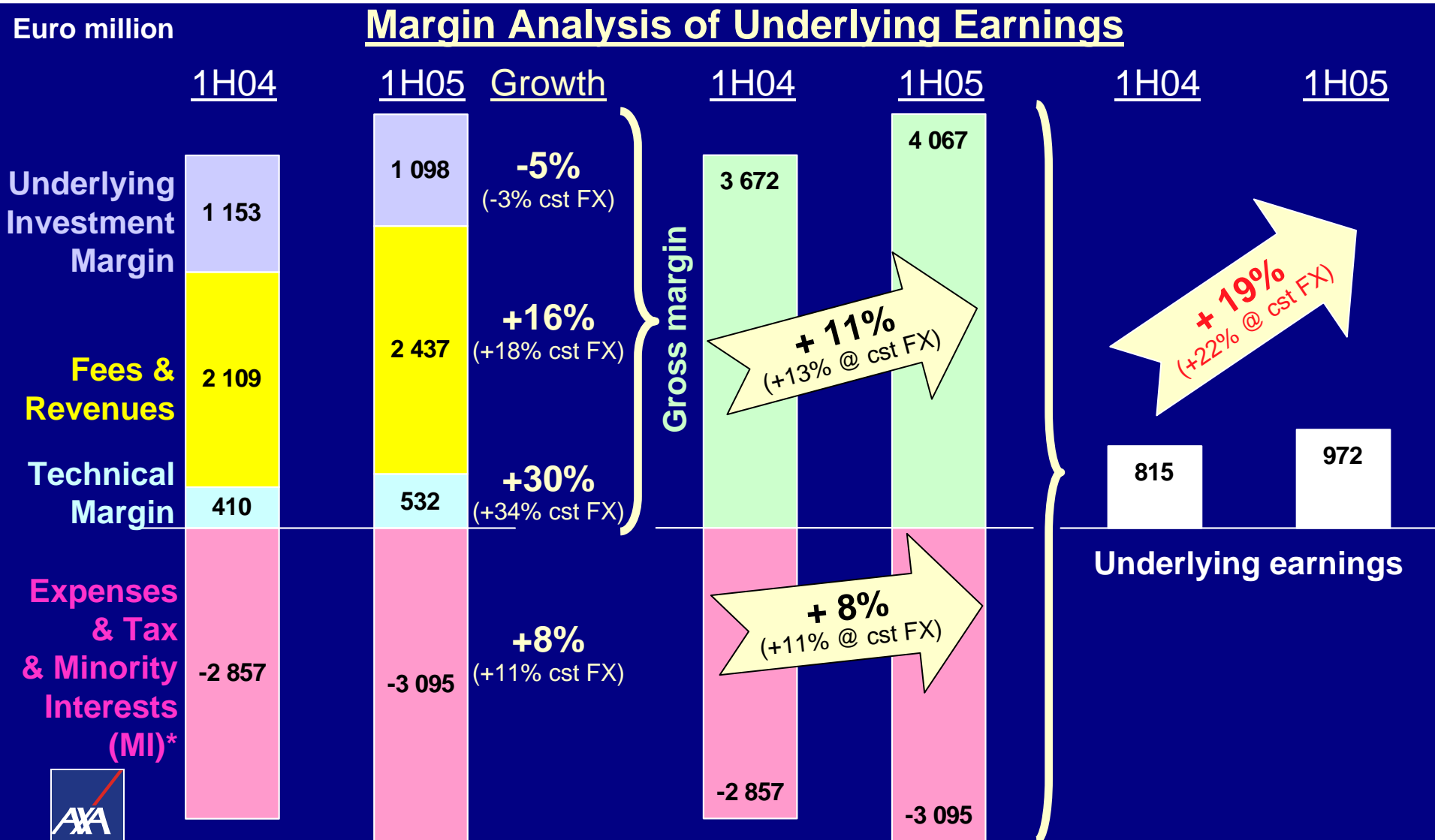
# Strong double-digit growth of underlying earnings

<i>Euro</i>	1H05 million	1H04 million	Change	Change at cst. FX
Life & Savings	972	815	+19%	+22%
Asset Management	154	123	+25%	+30%
Property & Casualty	695	577	+20%	+21%
International Insurance	103	138	-25%	-26%
OFS & Holdings	-163	-256	--	--
<b>Underlying earnings</b>	<b>1,761</b>	<b>1,398</b>	<b>+26%</b>	<b>+28%</b>

# Life & Savings: robust performance in a continued low interest rate environment

Underlying earnings (Euro million)	1H05	Change from 1H04	Change at cst FX
US	388	+71	+89
<i>o/w MONY*</i>	61	+61	+64
<i>o/w which AXA-Equitable</i>	327	+9	+25
France	249	+31	+31
Japan	118	+38	+43
AXA APH**	66	-2	--
UK	43	+5	+6
Belgium	42	+2	+2
Southern Europe	25	+1	+1
Germany	15	+15	+15
Other countries	26	-3	-3
<b>Total L&amp;S</b>	<b>972</b>	<b>+157</b>	<b>+183</b>

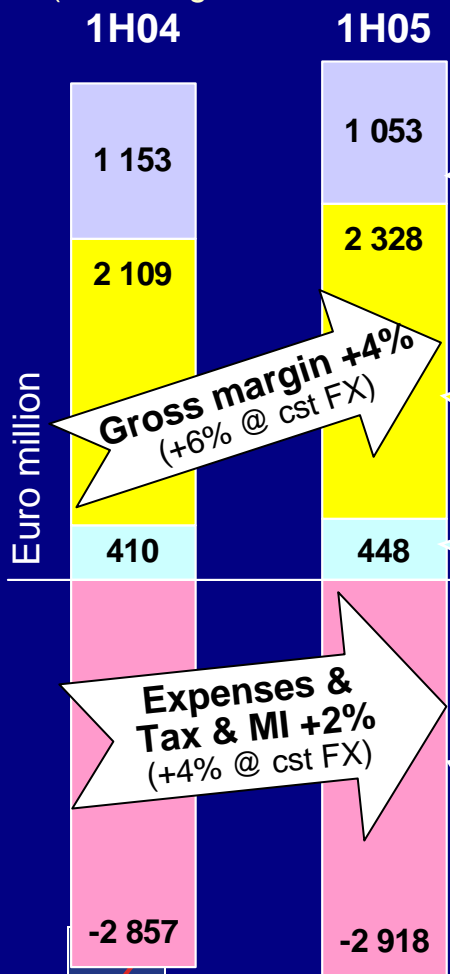
# Life & Savings underlying earnings were driven by fees & revenues and technical margin



\* Includes earnings of activities for which no margin analysis is performed.

# Excluding MONY, Life & Savings underlying earnings were still up a robust 15%\*

Comparable scope  
(excluding MONY in 1H05)



Underlying Investment Margin down 9% (-7% at cst FX):

- Lower investment yield in Japan due to higher currency hedge costs and a fixed income (FI) portfolio restructuring
- Lower FI yield, prepayments and partnership distributions in the US

Fees & Revenues up 10% (+13% at cst FX):

- S/A fees up 9%\*, in line with average S/A balance growth
- G/A loadings up 11%\*
- Mutual fund revenues up 15%\*, mainly driven by Australia

Technical Margin up 9% (+12% at cst FX):

- Mortality margin up 11%\*: favorable morbidity in Japan, disability in France and mortality in the US

Expenses & Tax & MI up 2% (+4% at cst FX):

- Higher DAC amortization, especially in the US
- UK strategic initiatives in sales and customer services
- Japan higher VBI amortization more than offset by DTA valuation allowance release



\* At constant exchange rates.

# Life & Savings: 1H05 significant items in Japan

◆ Net\* realized gains due to portfolio restructuring of Euro 200m

◆ Non-recurring items:

<i>Euro million</i>	<u>Net* impact</u>
Release of valuation allowance on DTA:	+303
→ In underlying earnings	+188
→ In adjusted earnings	+114
Change in future investment assumptions:	-342
→ Reserve strengthening	-205**
→ Higher VBI and DAC amortization	-136
Non-recurring impact on underlying earnings	+47
Non-recurring impact on adjusted earnings	-39



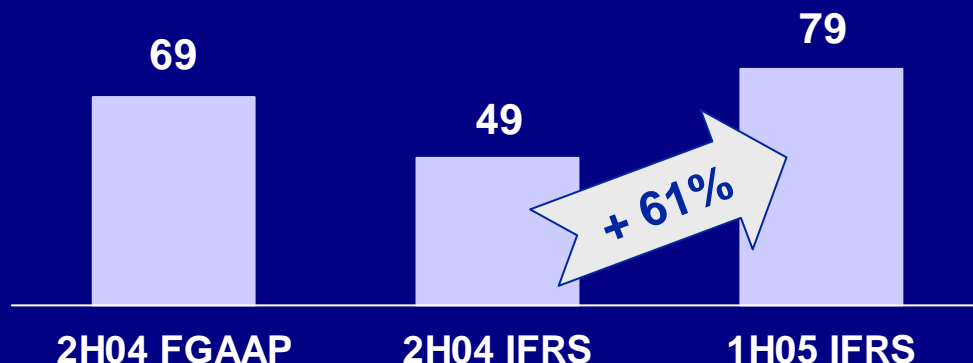
\* Net of tax and minority interests.

\*\* Of which Euro -5m in underlying earnings.

# Life & Savings: Successful integration of MONY

## MONY Contribution to Underlying Earnings

(\$ million)



- ◆ The difference in the accounting treatment of restructuring charges between IFRS and FGAAP amounted to \$-14m in 1H05
- ◆ Salesforce integration completed in June 2005
- ◆ Sale of Advest for a \$400m consideration

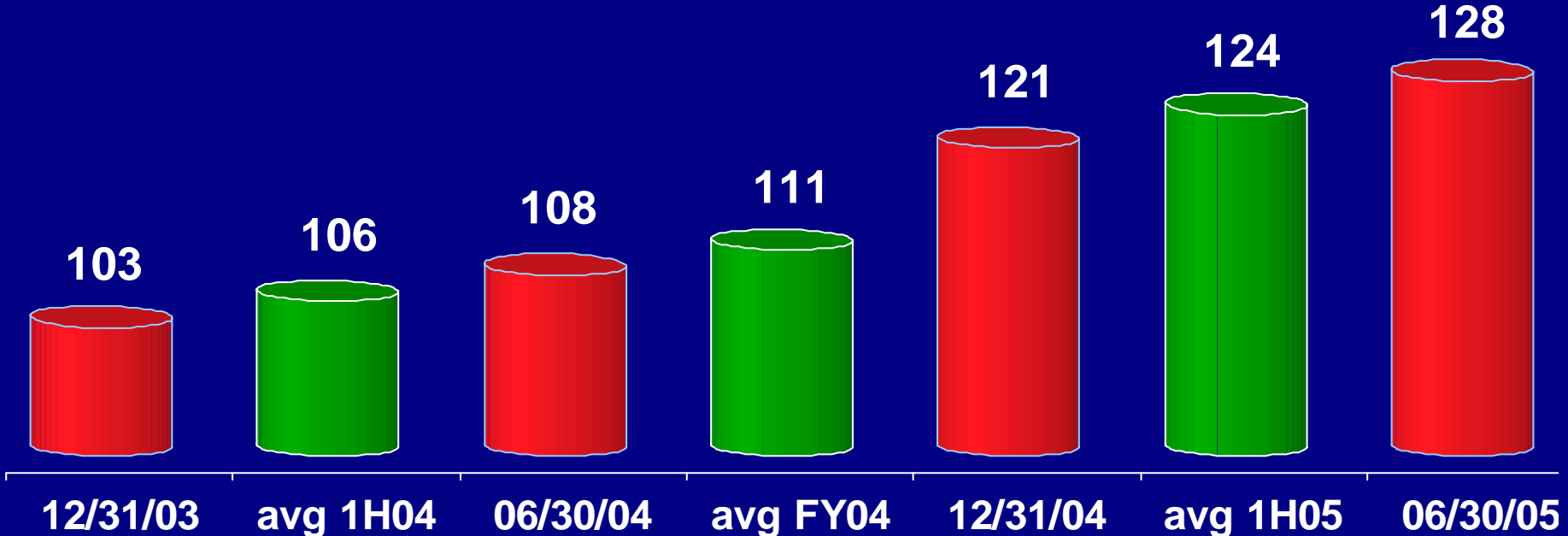


# Life & Savings: separate account\* evolution bodes well for the future

Euro billion

## Life & Savings Separate Account Balances\*\*

All periods at June 30, 2005 exchange rates



\* Contracts with financial risk borne by policyholders.

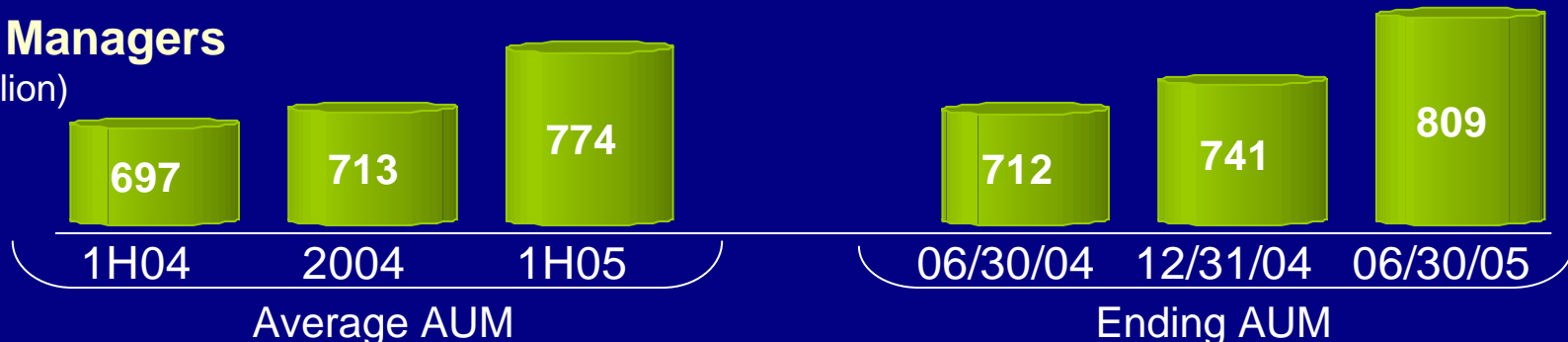
\*\* Including MONY from its acquisition date (July 8, 2004).

# Asset Management: strong AUM increase, despite the sale of AC Cash Management Services, and better cost income ratios\*

- ◆ Asset Managers attracted Euro 16bn\*\* of long-term net inflows in 1H05, as a result of ongoing strong momentum in:
  - AXA IM's third party activity: Euro 10bn inflows
  - Alliance Capital's private client business: Euro 3bn inflows

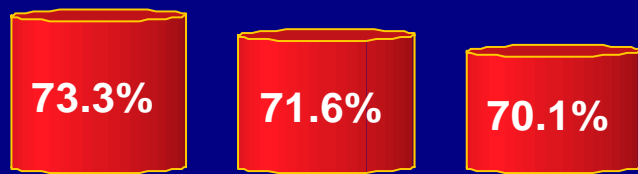
## Asset Managers

(Euro billion)



- ◆ Cost income ratio\* improved for both AXA IM and Alliance Capital:

## Alliance Capital

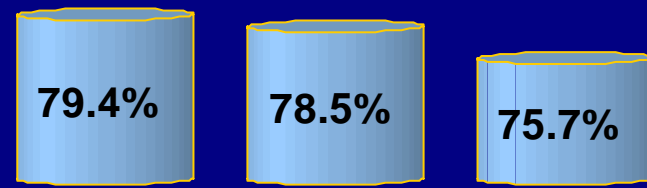


1H03  
FGAAP

1H04  
IFRS

1H05  
IFRS

## AXA Investment Managers



1H03  
FGAAP

1H04  
IFRS

1H05  
IFRS

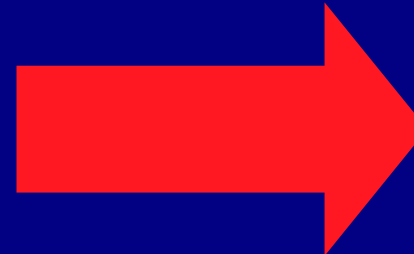


\* Operating expenses divided by gross revenues (net of distribution revenues).

\*\* Excl. Impact of the sale of AC Cash Management Services

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

Ratios in % Results in Euro million	Combined ratios <sup>(1)</sup>	
	1H05	Improv't from 1H04
France	98.5	-1.0
Germany	96.7	-2.5
UK & Ireland	97.3	-0.2
Belgium	96.5	+1.6
Southern Europe	99.1	--
Other countries	94.8	-4.9
<b>Total P&amp;C</b>	<b>97.5</b>	<b>-1.0</b>
Loss Ratio	70.2	-1.5
Expense Ratio	27.3	+0.5



	Technical Result <sup>(2)</sup>	
	1H05	Improv't from 1H04
	37	+26
	47	+35
	58	+3
	25	-11
	13	--
	51	+50
<b>Total</b>	<b>231</b>	<b>+102</b>
+ Investment income <sup>(3)</sup>	819	+105
- Tax, MI & other	-356	-89

➔ P&C underlying earnings of Euro 695m, up 20% from 1H04



(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.

# P&C: better combined ratio due to improved loss and administrative expense ratios...

Ratios (in %)	1H05	Improv't from 1H04
Loss, excl. CH <sup>(1)</sup>	65.5	-1.4
Claims handling	<u>4.7</u>	<u>-0.1</u>
Loss	70.2	-1.5
Acq expense	17.3	+0.5
Admin expense	<u>10.0</u>	<u>-0.1</u>
Expense	27.3	+0.5
<b>Combined</b>	<b>97.5</b>	<b>-1.0</b>

- ◆ Loss ratio improved owing to:
  - ➔ Still improving personal claims frequency
  - ➔ Benign commercial claims environment
  - ➔ Reduced claims handling costs due to process improvements
- ◆ Acquisition expense ratio up notably from UK business mix shift towards lower loss/higher commission ratio business
- ◆ Administrative expense ratio was better as a result of higher volumes and ongoing cost control

...while premiums and claims ratios are up compared to 1H04:

- ➔ Net technical reserves/Net earned premiums = 199%, up 2 pts
- ➔ Net claims reserves/Net claims paid = 262%, up 8 pts



(1) Claims Handling costs.

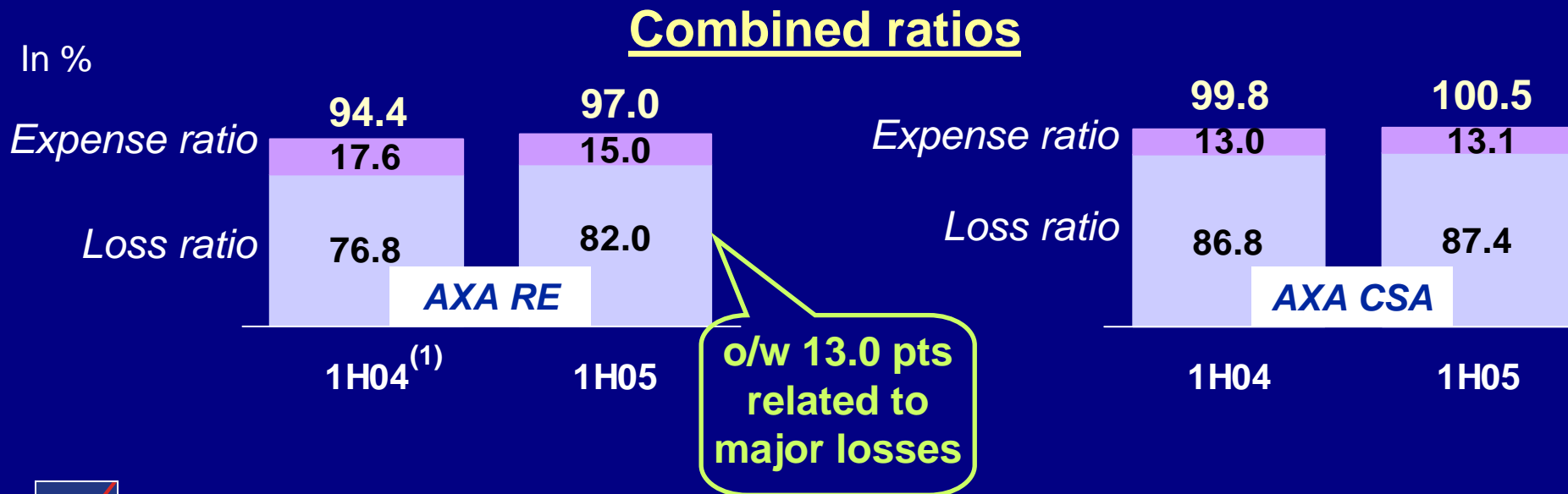
# International Insurance: 1H05 results reflected expense improvement but were impacted by major losses

## AXA RE results reflected:

- ◆ Continued selective underwriting
- ◆ Euro 73m net cost of major losses: Erwin storm and Suncor Energy fire
- ◆ Decrease in administrative expenses

## AXA CSA results were impacted by:

- ◆ Continued selective underwriting
- ◆ Increased large claims



(1) Proforma for the transfer of AXA RE US entities from AXA RE to "Other International Activities".

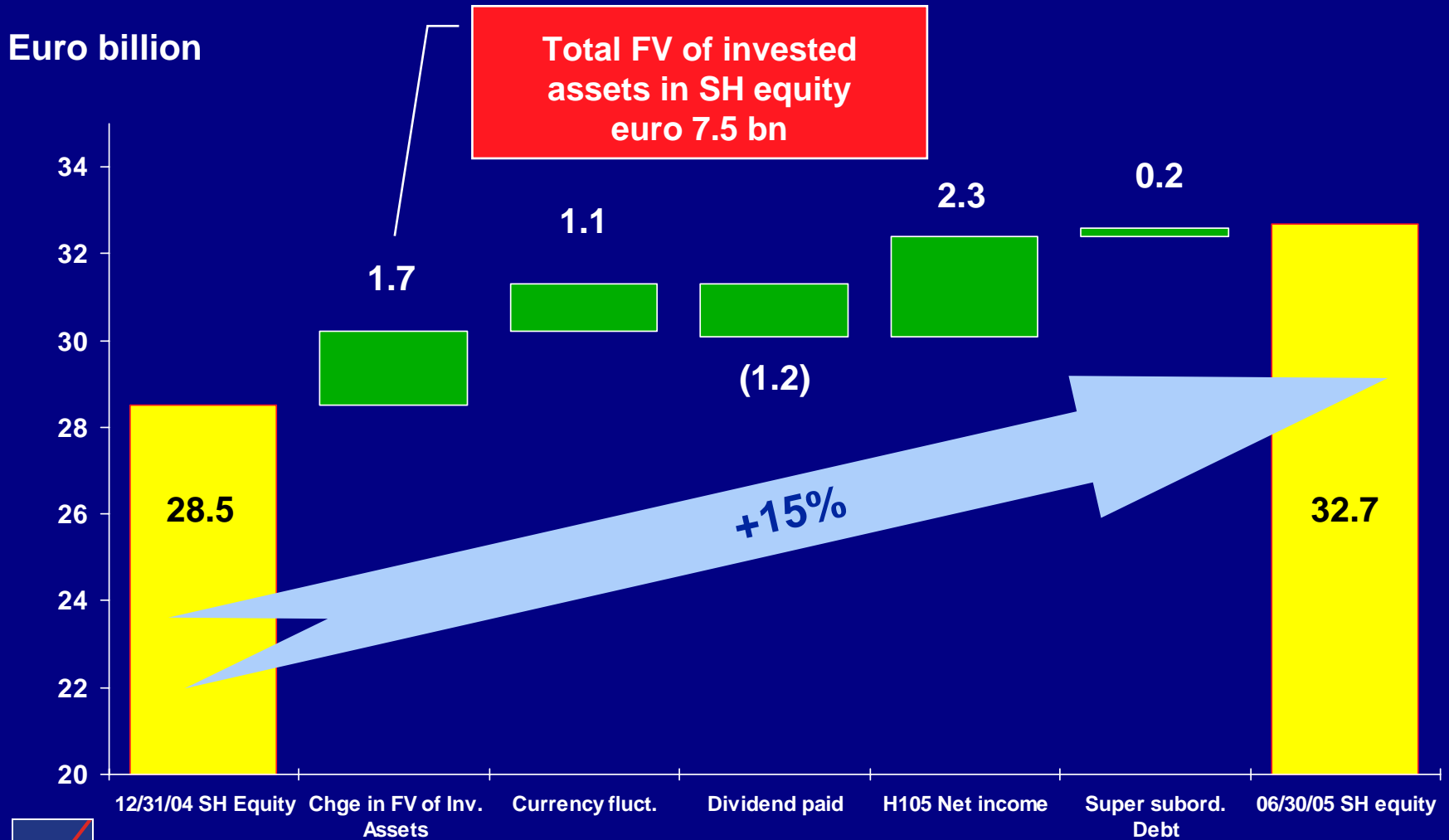
# From underlying earnings to net income

<i>Euro</i>	1H05 million	1H04 million	Change	Change at cst. FX	1H05 per share <sup>(2)</sup>	Change
<b>Underlying earnings</b>	<b>1,761</b>	<b>1,398</b>	<b>+26%</b>	<b>+28%</b>	<b>0.93</b>	<b>+21%</b>
Net capital gains <sup>(1)</sup>	370	263				
<b>Adjusted earnings</b>	<b>2,132</b>	<b>1,661</b>	<b>+28%</b>	<b>+31%</b>	<b>1.12</b>	<b>+24%</b>
Profit or loss on financial assets under FV option and derivatives	119	-16				
Exceptional operations	27	126				
Goodwill & related intangibles	-4	-38				
<b>Net income</b> (Group share)	<b>2,274</b>	<b>1,733</b>	<b>+31%</b>	<b>+33%</b>	<b>1.19</b>	<b>+27%</b>

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

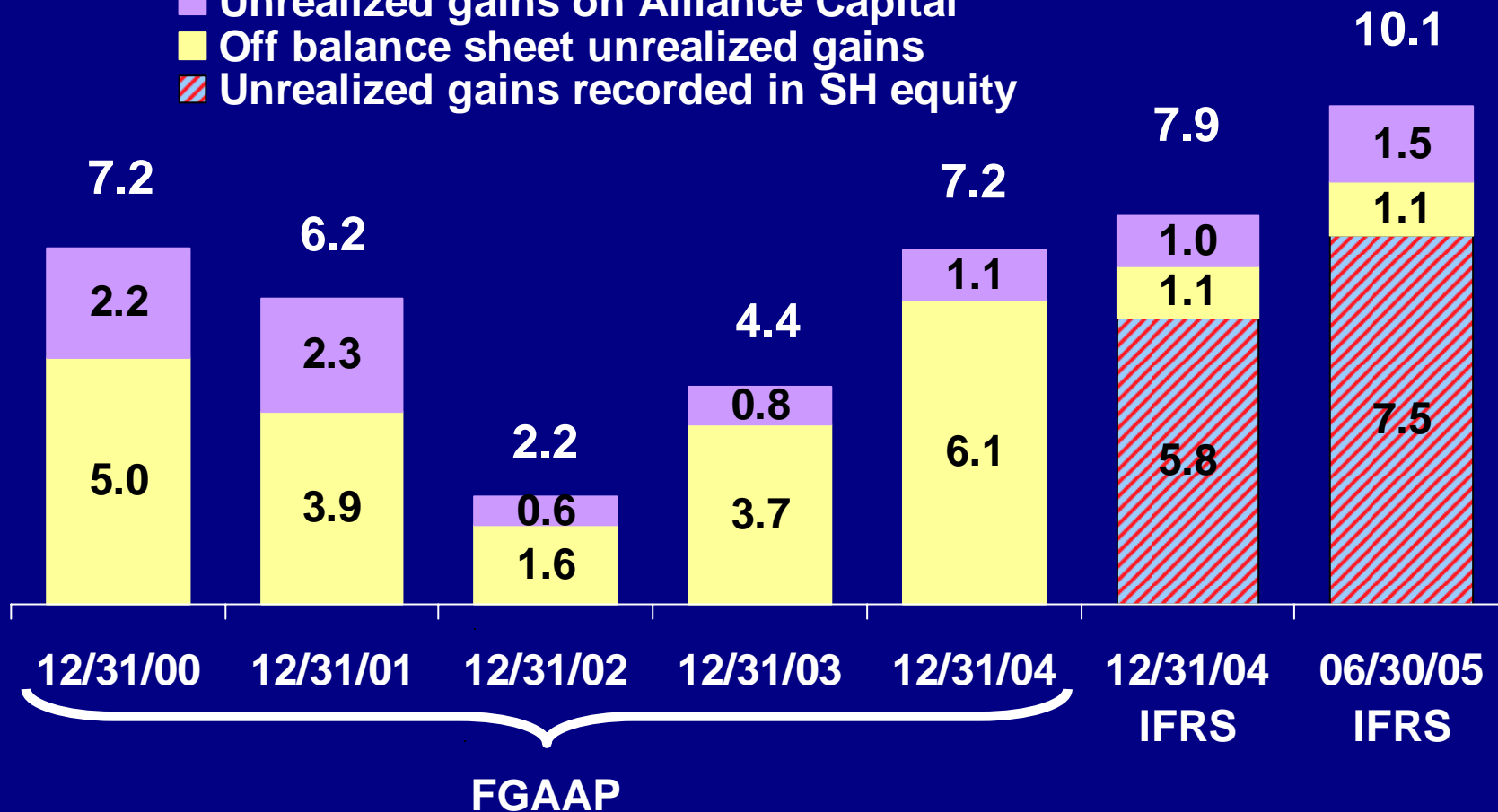




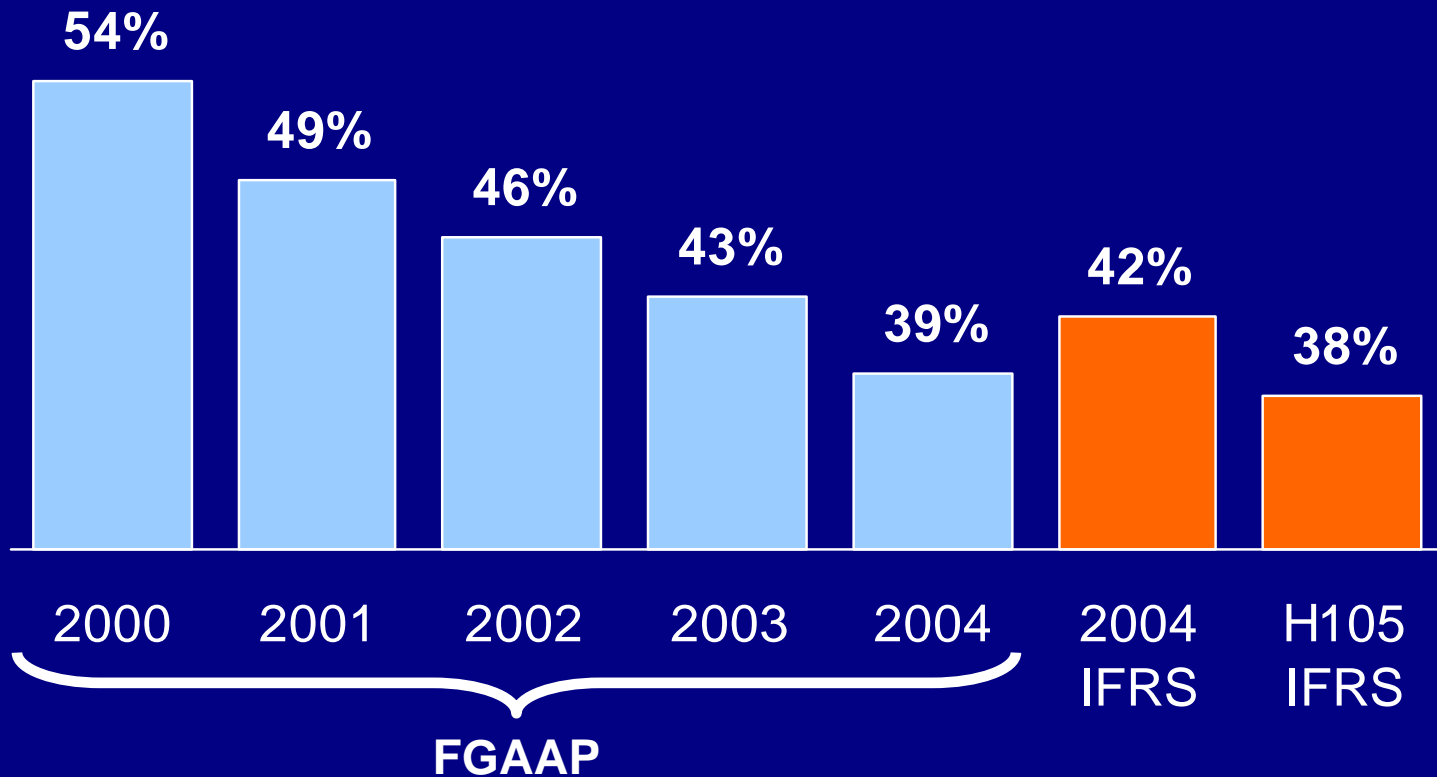
# Unrealized capital gains attributable to shareholders

Euro billion

- Unrealized gains on Alliance Capital
- Off balance sheet unrealized gains
- Unrealized gains recorded in SH equity



# Gearing : strong deleveraging of the balance sheet



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# As a summary, 2005 appears to be on the right track

- 1H'05 : very good results
- All indicators pointing in the right direction
- Growth is benefiting from “bolt on” acquisitions

**AXA is on track to deliver strong double-digit earnings growth for 2005**

# Achievements and opportunities are encouraging

## Achievements

- Life and VA sales in the US
- IFA U/L bonds sales in the UK
- Life sales in Belgium
- P&C in France and Southern Europe
- Medical and Traditional products in Japan
- Asset management net inflows

## Opportunities

- Bancassurance in Japan
- Further acceleration of U/L sales in France
- P&C in Germany and Belgium
- Retirement market in the US
- Financial planner channel in the US
- Pensions in Germany

**Our long term growth prospects  
are very good**

# Disclaimer and Cautionary Statements Concerning Forward-looking Statements

AXA's independent auditors have carried out a limited review of AXA's consolidated first half 2005 financial statements. AXA's 1H05 earnings have been prepared in accordance with IFRS and interpretations expected to be applicable and endorsed by the European Commission for the year-end closing 2005.

AXA has applied the amendment to IAS 39 regarding the fair value option issued by the IASB on June 16, 2005 and the amendment to IAS 19 regarding employee benefits approved by the ARC, which are both expected to be formally endorsed by the European Commission in the second half of 2005. The IFRS standards and IFRIC interpretations that will be applicable at December 31, 2005, including those that will be applicable on an optional basis, are not known with certainty at this time.

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 and can be affected by other 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 events and /or terrorist related incidents. Please refer to AXA's Document de Référence and AXA's Annual Report on Form 20-F 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.



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# Half year 2005 Earnings

## Appendices



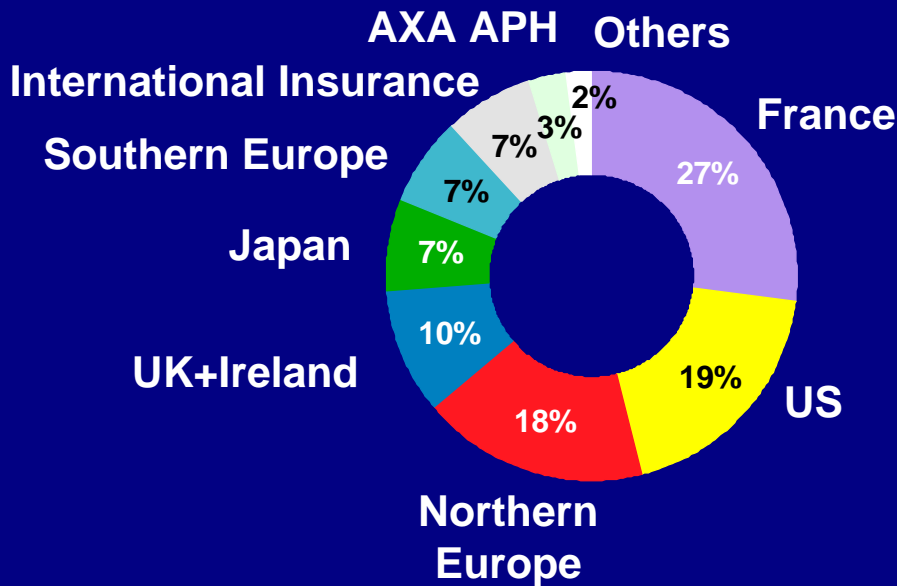
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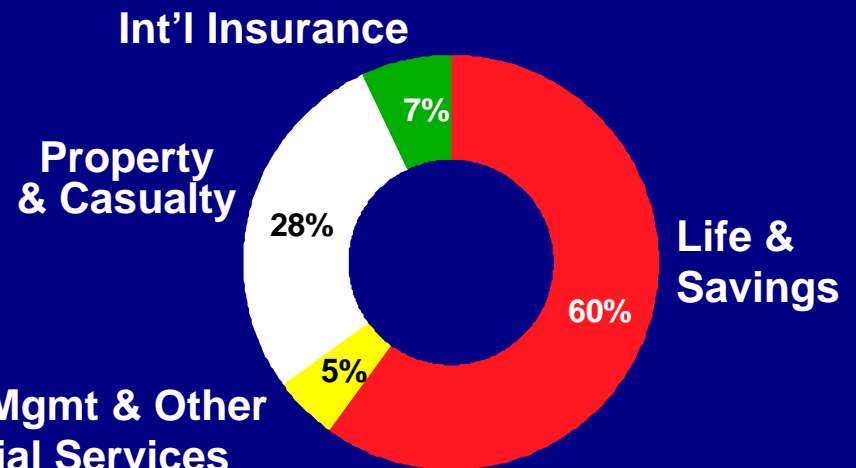
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# Unmatched revenues' diversification

## 1H05 IFRS insurance revenues by geography

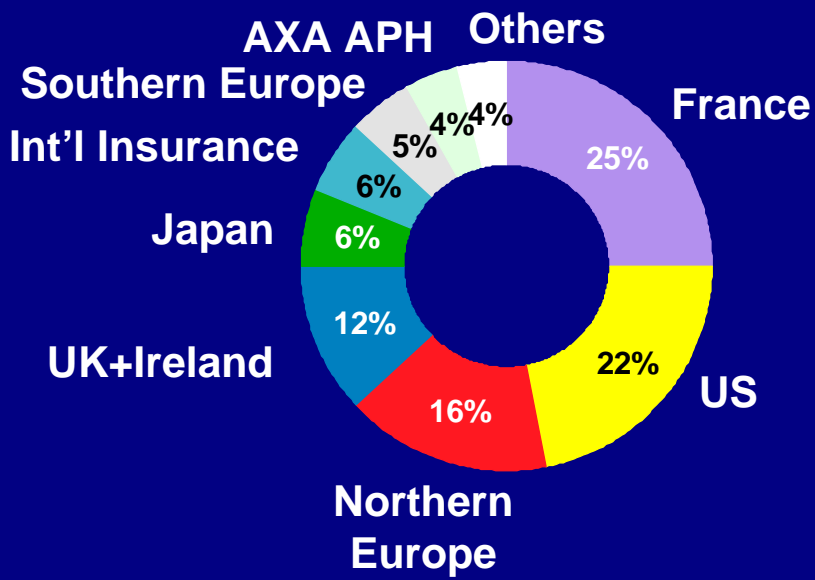


## 1H05 IFRS revenues by operating segment

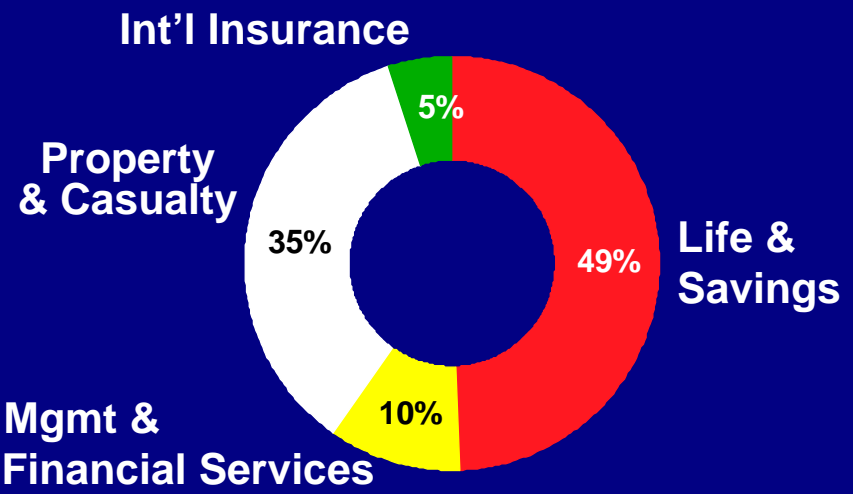


# This diversification is also unique from an underlying earnings perspective

## 1H05 insurance underlying earnings by geography



## 1H05 underlying earnings\* by operating segment



\* Excluding holdings.

# 1H05 net income included only Euro 27m of exceptional operations vs. Euro 126m in 1H04

- ◆ 1H05 exceptional operations were:
  - Sale of AXA Assistance participation in CAS: Euro 23m net capital gain
  - Sale of Alliance Capital Cash Management Services: Euro 3m net capital gain
  
- ◆ 1H04 exceptional operations were:
  - Disposal of Unirobe: Euro 104m net capital gain
  - Reduction in state tax liabilities in connection with the disposal of DLJ: Euro 43m
  - Disposal of AXA Bausparkasse: Euro 22m net capital loss

# 1H05 profit or loss from financial assets under FV option and derivatives comes from:

<i>Euro million</i>	1H05	1H04	Change
Life & Savings	41	-1	+43
Property & Casualty	47	11	+35
International Insurance + Asset Mgt + OFS	5	-4	+9
Holdings	26	-22	+48
<b>Profit or loss on financial assets under FV option and derivatives</b>	<b>119</b>	<b>-16</b>	<b>+135</b>

- ◆ **Life & Savings** mainly impacted by France, which benefited from increased FV of derivatives (+Euro 21m) and of assets under FV option (+Euro 33m)
- ◆ **P&C** mainly driven by higher FV of assets under FV option
- ◆ **Holdings** mainly reflected:
  - ➔ Other French holdings up Euro 26m due to the increase in mark-to-market of derivatives not qualifying for hedge accounting
  - ➔ AXA SA up Euro 15m, due to a Euro 60m increase in the mark-to-market of interest rate derivatives, partly offset by a Euro 45m decrease in the mark-to-market of options hedging underlying earnings denominated in foreign currencies