

# Half Year 2011 Earnings

August 4, 2011

Appendices

redefining / standards



# Table of content

**Group**

Life & Savings

Property & Casualty

Asset Management

Balance sheet



# Revenues

## Revenues by segment

In Euro million	1H10	1H11	Reported basis	Comparable basis
<i>Life &amp; Savings</i>	30,812	27,841	-10%	-7%
<i>Property &amp; Casualty</i>	14,691	15,350	+4%	+3%
<i>Asset Management</i>	1,670	1,658	-1%	+3%
<i>International Insurance</i>	1,762	1,739	-1%	+1%
<i>Banking &amp; Holdings</i>	218	248	+14%	+13%
<b>Revenues</b>	<b>49,153</b>	<b>46,836</b>	<b>-5%</b>	<b>-3%</b>

# Underlying Earnings by region

In Euro million	Underlying Earnings			
	1H10	1H11	% Reported	% constant FX
<b>Life &amp; Savings</b>	<b>1,320</b>	<b>1,310</b>	<b>-1%</b>	<b>-1%</b>
North America	229	345	+50%	+59%
France	345	379	+10%	+10%
NORCEE <sup>(1)</sup>	301	300	0%	-5%
UK & Ireland	119	-8	-107%	-107%
Asia-Pacific	268	252	-6%	-11%
MedLA	67	56	-16%	-15%
Other <sup>(2)</sup>	-9	-14	-65%	-65%
<b>Property &amp; Casualty</b>	<b>843</b>	<b>989</b>	<b>+17%</b>	<b>+15%</b>
NORCEE <sup>(1)</sup>	376	450	+20%	+13%
France	208	240	+15%	+15%
MedLA	185	202	+9%	+10%
UK & Ireland	75	78	+4%	+4%
Asia	2	5	+202%	+193%
Direct	-3	14	N.a.	N.a.
<b>International Insurance</b>	<b>144</b>	<b>143</b>	<b>-1%</b>	<b>-2%</b>
<b>Asset Management</b>	<b>150</b>	<b>157</b>	<b>+5%</b>	<b>+6%</b>
AllianceBernstein	71	57	-20%	-15%
AXA IM	78	99	+27%	+25%
<b>Banking</b>	<b>-22</b>	<b>8</b>	<b>N.a.</b>	<b>N.a.</b>
<b>Holdings</b>	<b>-438</b>	<b>-384</b>	<b>+12%</b>	<b>+11%</b>
<b>Total</b>	<b>1,997</b>	<b>2,222</b>	<b>+11%</b>	<b>+10%</b>

(1) Northern, Central & Eastern Europe: Germany, Belgium, Switzerland, Central and Eastern Europe, Luxembourg and Russia (Property & Casualty only)

(2) AXA Global Distributors, Architas and AXA Life Europe

# From Underlying Earnings to Net Income

## – Net realized capital gains/losses –

In Euro million	1H10	1H11
<b>Underlying Earnings</b>	<b>1,997</b>	<b>2,222</b>
<b>Net realized capital gains/(losses)</b>	<b>190</b>	<b>171</b>
<i>Realized capital gains</i>	<i>468</i>	<i>500</i>
<i>Impairments</i>	<i>(202)</i>	<i>(238)</i>
<i>Hedging of equity portfolio</i>	<i>(76)</i>	<i>(90)</i>
<b>Adjusted Earnings</b>	<b>2,187</b>	<b>2,393</b>

## — Key drivers of change in Net income —

In Euro million	1H10	1H11
<b>Adjusted Earnings</b>	<b>2,187</b>	<b>2,393</b>
Change in fair value	213	162
<i>Of which impact from interest rates and credit spreads <sup>(1)</sup></i>	<i>111</i>	<i>(148)</i>
<i>Of which impact from equities &amp; alternative investments <sup>(2)</sup></i>	<i>150</i>	<i>165</i>
<i>Of which impact from other assets</i>	<i>83</i>	<i>88</i>
<i>Of which Forex impacts</i>	<i>(131)</i>	<i>57</i>
Exceptional and discontinued operations <sup>(3)</sup>	(1,462)	1,543
Restructuring costs, intangibles amortization and other	5	(99)
<b>Net Income</b>	<b>944</b>	<b>3,999</b>

(1) Mainly increase in interest rates

(2) Notably from Private Equity

(3) 1H10: mainly Euro 1,478 million exceptional loss related to the partial sale of UK Life operations

1H11: mainly Euro 749 million from exceptional realized gains on the sale of the stake in Taikang Life, Euro 691 million exceptional realized gains on the AXA APH transaction and Euro 99 million net income on Canadian operations classified as discontinued

# HY11 sensitivities

In Euro billion			Impairments net of hedges	Net Income (including impairments)	OCI
Equities	§ -25%	→	-0.5	-0.7	-1.6
	§ +25%	→	0.0	+0.5	+2.2
Interest rates	§ -100 bps	→	n.a.	+0.4	+6.4
	§ +100 bps	→	n.a.	-0.1	-5.9
Corporate spreads	§ -75 bps	→	n.a.	+0.2	+1.4
	§ +75 bps	→	n.a.	-0.2	-1.4

# Table of content

Group

**Life & Savings**

Property & Casualty

Asset Management

Balance sheet

# Life & Savings

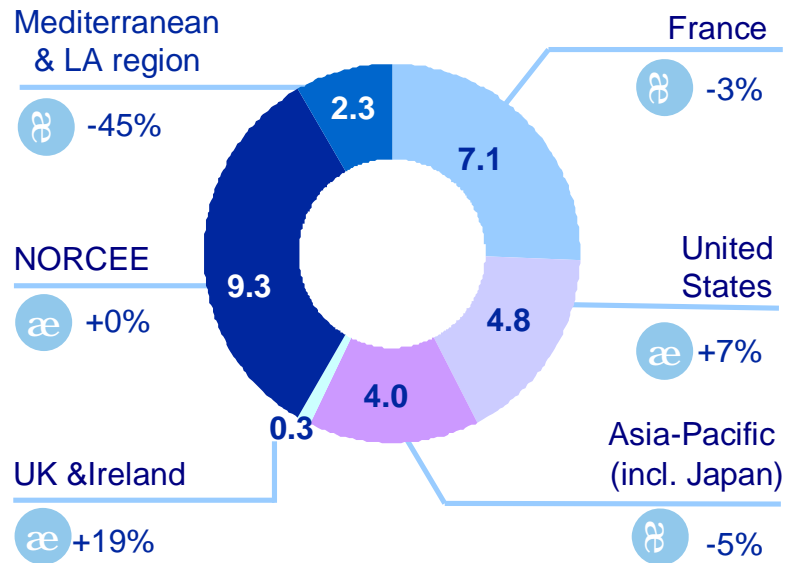
- |          |   |                |
|----------|---|----------------|
| <b>1</b> | <b>Revenues, new business volumes and profitability</b> | <b>page 9</b>  |
| <b>2</b> | <b>Underlying earnings margin analysis</b>              | <b>page 11</b> |
| <b>3</b> | <b>Underlying earnings margin analysis by product</b>   | <b>page 17</b> |



# 1 L&S – Revenues and net inflows

## L&S revenues by region

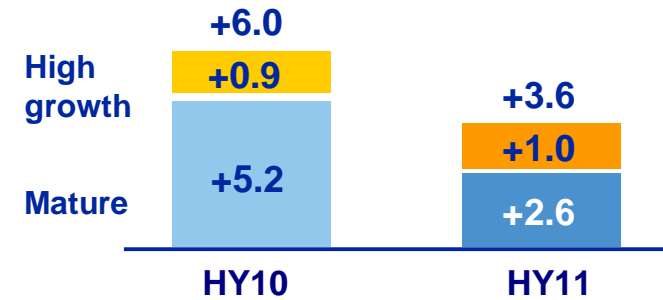
In Euro billion



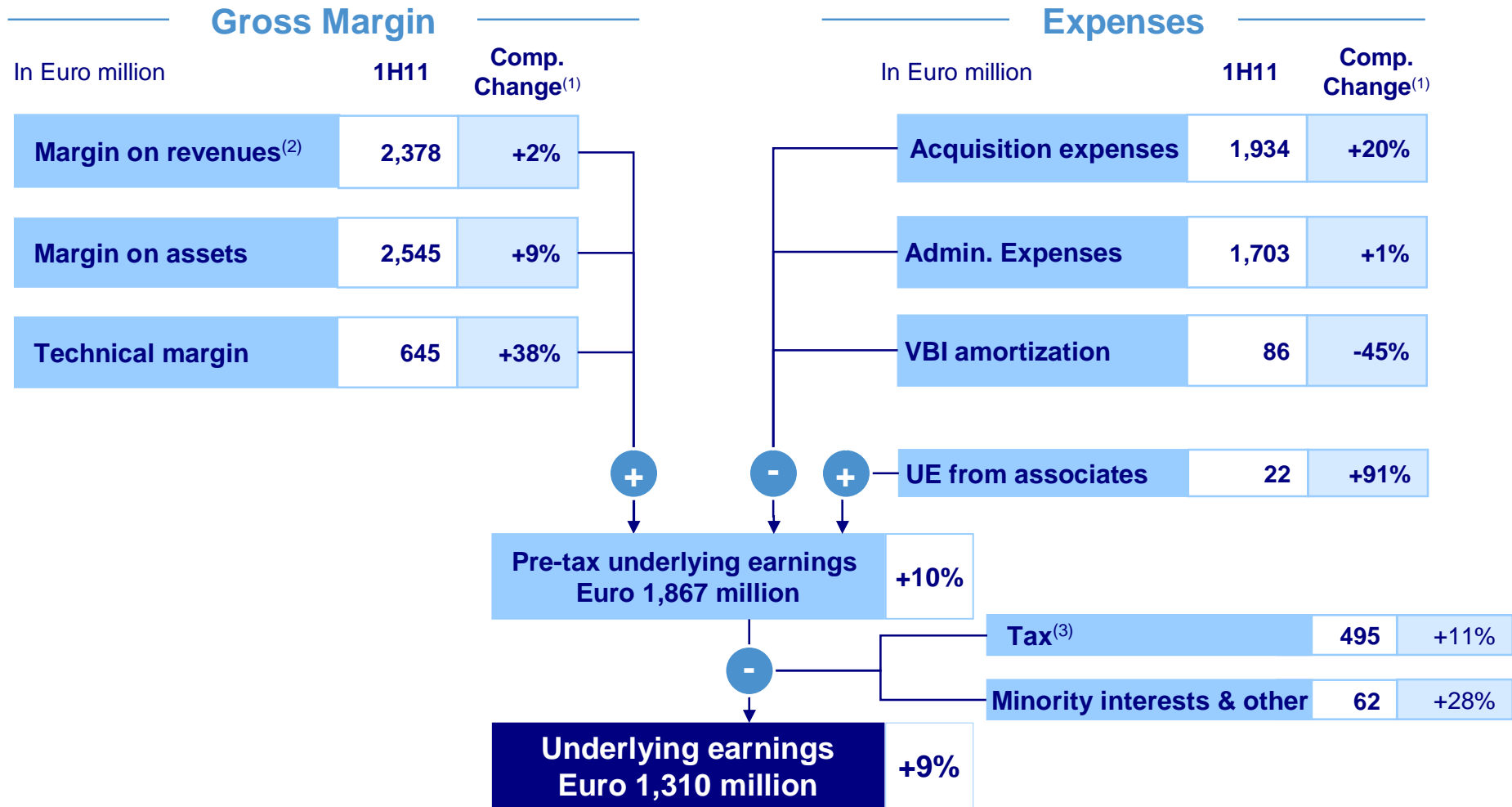
Changes are on a comparable basis

## L&S Net inflows

In Euro billion



## 2 L&S – Underlying earnings margin analysis



(1) Changes are adjusted for the Forex and scope effects related to the partial sale of UK Life operations and the AXA APH transaction

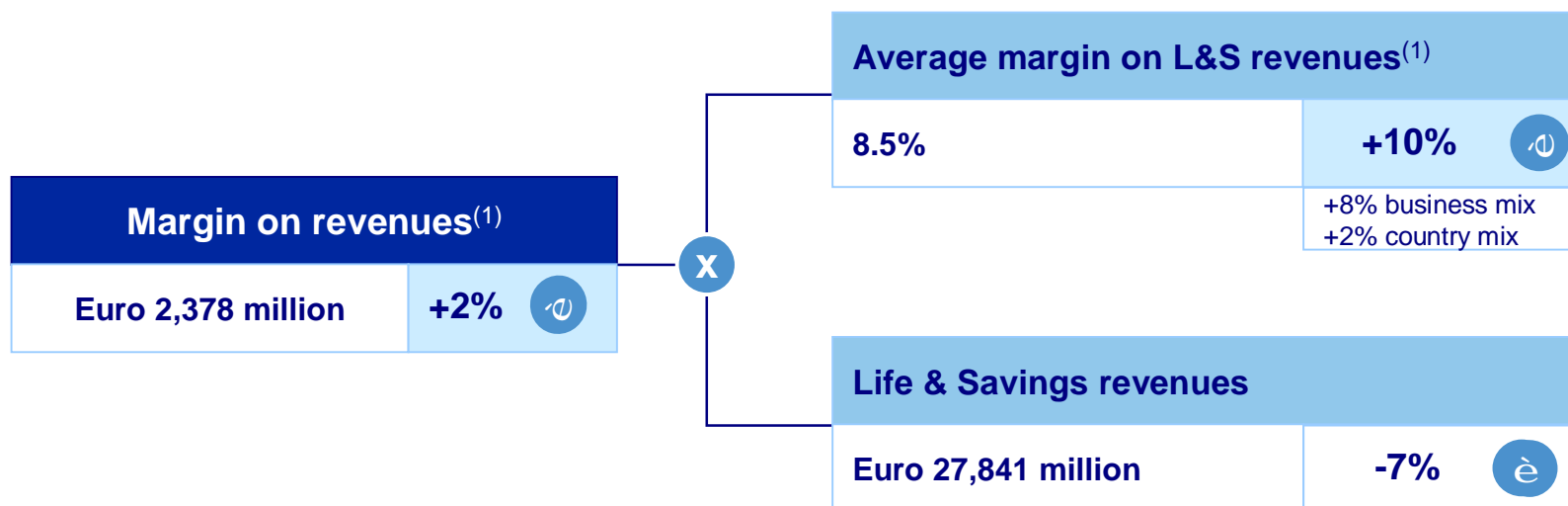
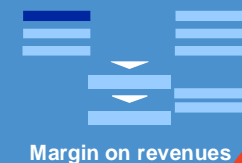
(2) Life & Savings gross written premiums and mutual fund sales

(3) Tax rate increased from 24% in 1H10 to 27% in 1H11 mainly due to a negative tax one-off in Japan

2

## L&S – Margin analysis

### Details of margin on revenues



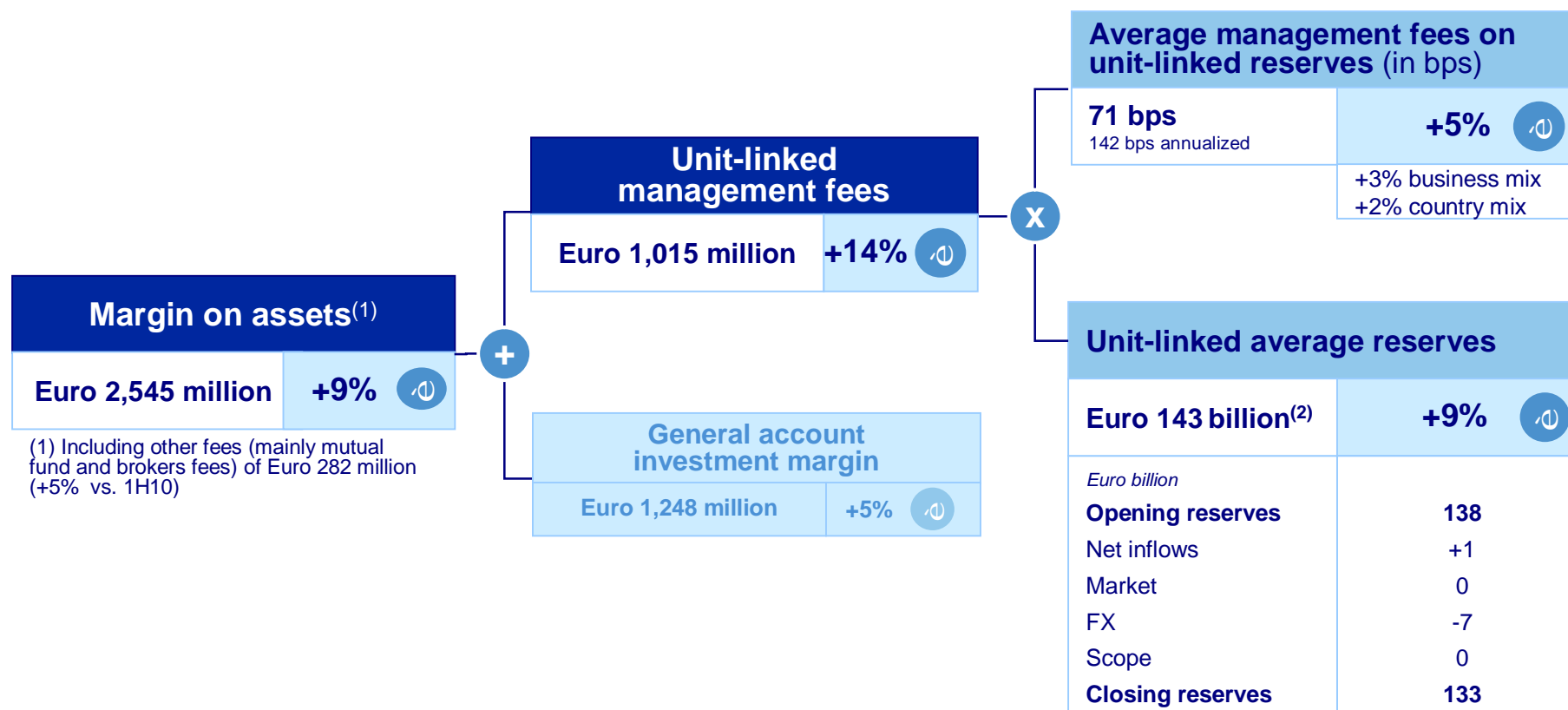
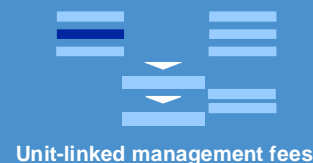
Changes are on a comparable basis

(1) Life & Savings gross written premiums and mutual fund fees

2

# L&S – Margin analysis

## Details of margin on unit-linked assets



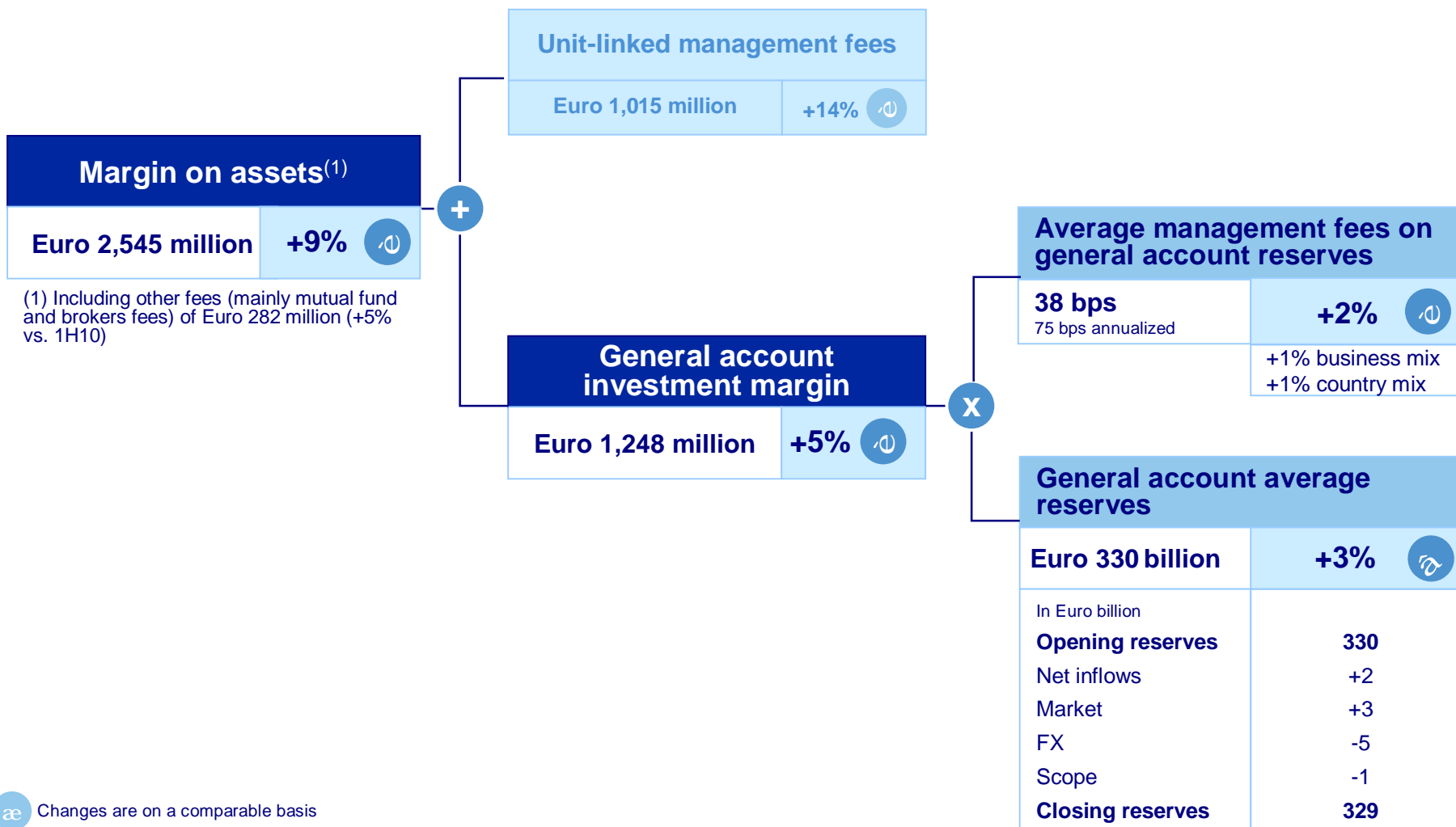
ae Changes are on a comparable basis

(2) For consistency purposes, average reserve calculation includes Euro 9 billion of UK sold business reserves in the process of being separated

2

# L&S – Margin analysis

Details of margin on General Account assets

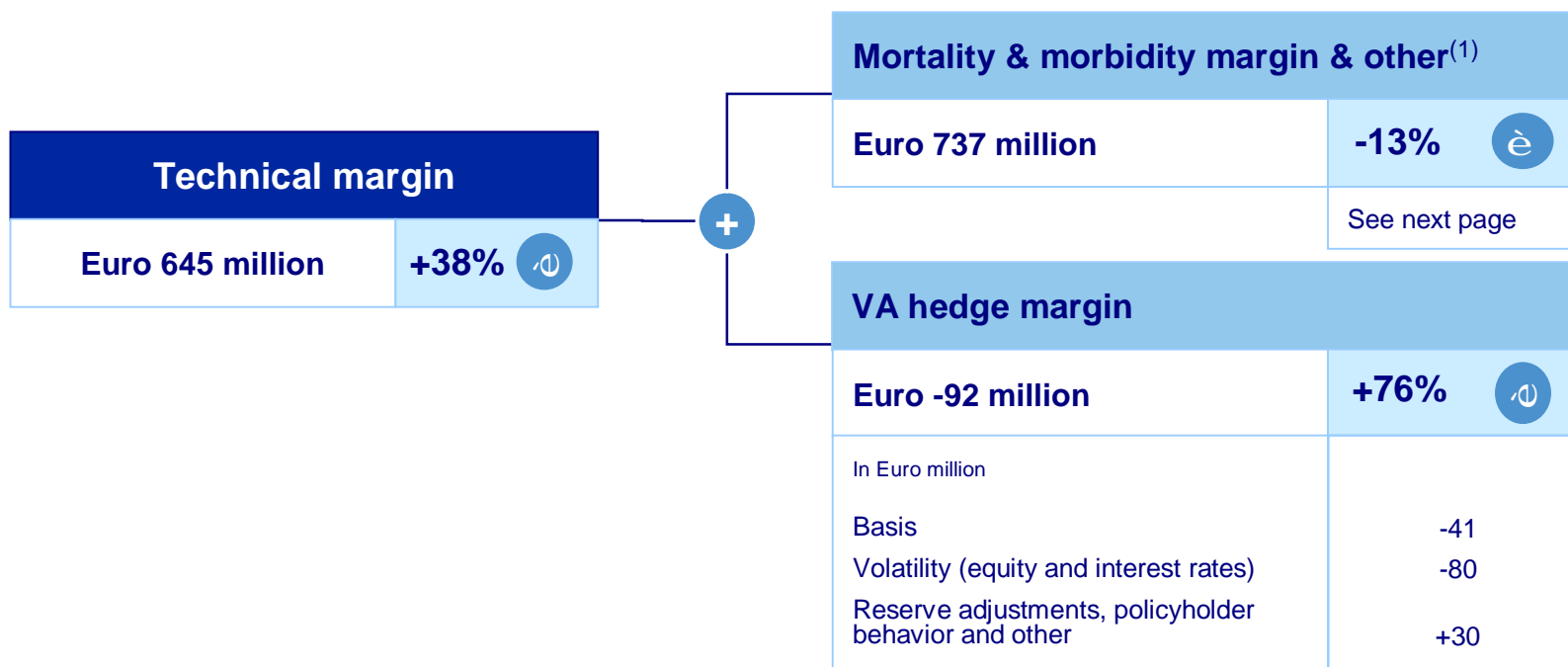


ae Changes are on a comparable basis

2

# L&S – Margin analysis

## Details of technical margin



⦿ Changes are on a comparable basis

(1) Claims paid, maturities and surrenders

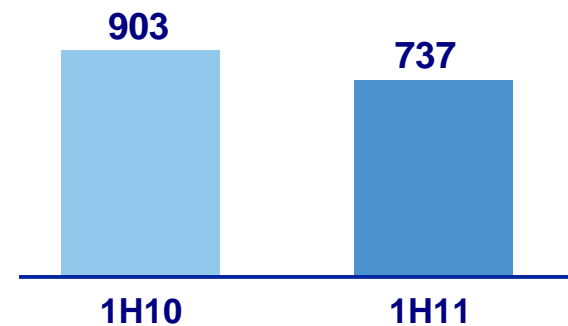
## 2

# L&S – Margin analysis

Focus on gross technical margin

## Gross mortality, morbidity & surrender margin (pre-tax)

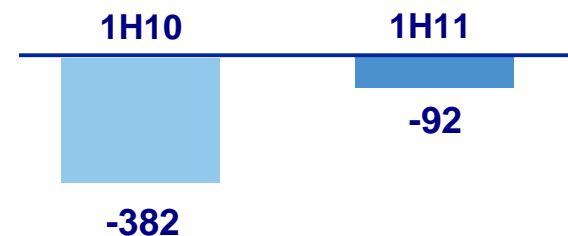
In Euro million



- § Euro -70 million from earthquake in Japan
- § Euro -63 million in France mainly following regulatory changes on “CMU” levy and the new pensions law
- § Euro -15 million impact in Belgium mainly due to a less favorable mortality and disability experience

## Gross Variable Annuity hedging margin (pre-tax, pre-DAC)

In Euro million



- § Mainly improvement in US hedge results reflecting lower basis and volatility costs as well as increased interest rates hedging gains

3

## L&S –1H11 Underlying Earnings by business

Strong contribution of Protection & Health business

Euro million	1H11 Pre-tax UE	Comparable change
G/A Protection & Health	1,094	+1%
G/A Savings	392	+11%
Unit-Linked	358	+52%
Mutual funds & Other	23	+2%
<b>Pre-tax underlying earnings</b>	<b>1,867</b>	<b>+10%</b>
Tax and minority interest	-557	
<b>Underlying earnings</b>	<b>1,310</b>	<b>+9%</b>

Changes are on a comparable basis, ie adjusted for the Forex and scope effects related to the partial sale of UK Life operations and the AXA APH transaction



### 3 L&S – 1H11 Margin analysis by business

	G/A Protection & Health	G/A savings	Unit-linked	Mutual Funds & Other	
Margin on premiums	1,861	173	276		8.5% % of GWP
Investment margin	362	819	53		75 bps of avge G/A reserves
Management fees			1,015		142 bps of avge UL reserves
Technical margin & Oth.	596	49	7		
<b>Gross margin</b>	<b>2,820</b>	<b>1,041</b>	<b>1,351</b>	<b>356</b>	<b>5,568</b>
Admin Exp. & Others	-688	-343	-464	-272	-1,767
Acquisition Expenses	-1,038	-306	-529	-61	-1,934
<b>Pre-tax UE</b>	<b>1,094</b>	<b>392</b>	<b>358</b>	<b>23</b>	<b>1,867</b>

3

# L&S –Margin analysis by business

## G/A Protection & Health

### Technical result

In Euro million	1H11	Comp. change
Protection & Health GWP	13,768	+3%
Protection & Health Combined ratio (in %)	94.8%	+0.1 pt
<b>Net technical result</b>	<b>732</b>	<b>+2%</b>

### Net investment margin

In Euro million	1H11	Comp. change
Protection & Health Average reserves	152,500	+3%
Protection & Health Average investment spread	48 bps*	-3 bps*
<b>Investment margin</b>	<b>362</b>	<b>-4%</b>

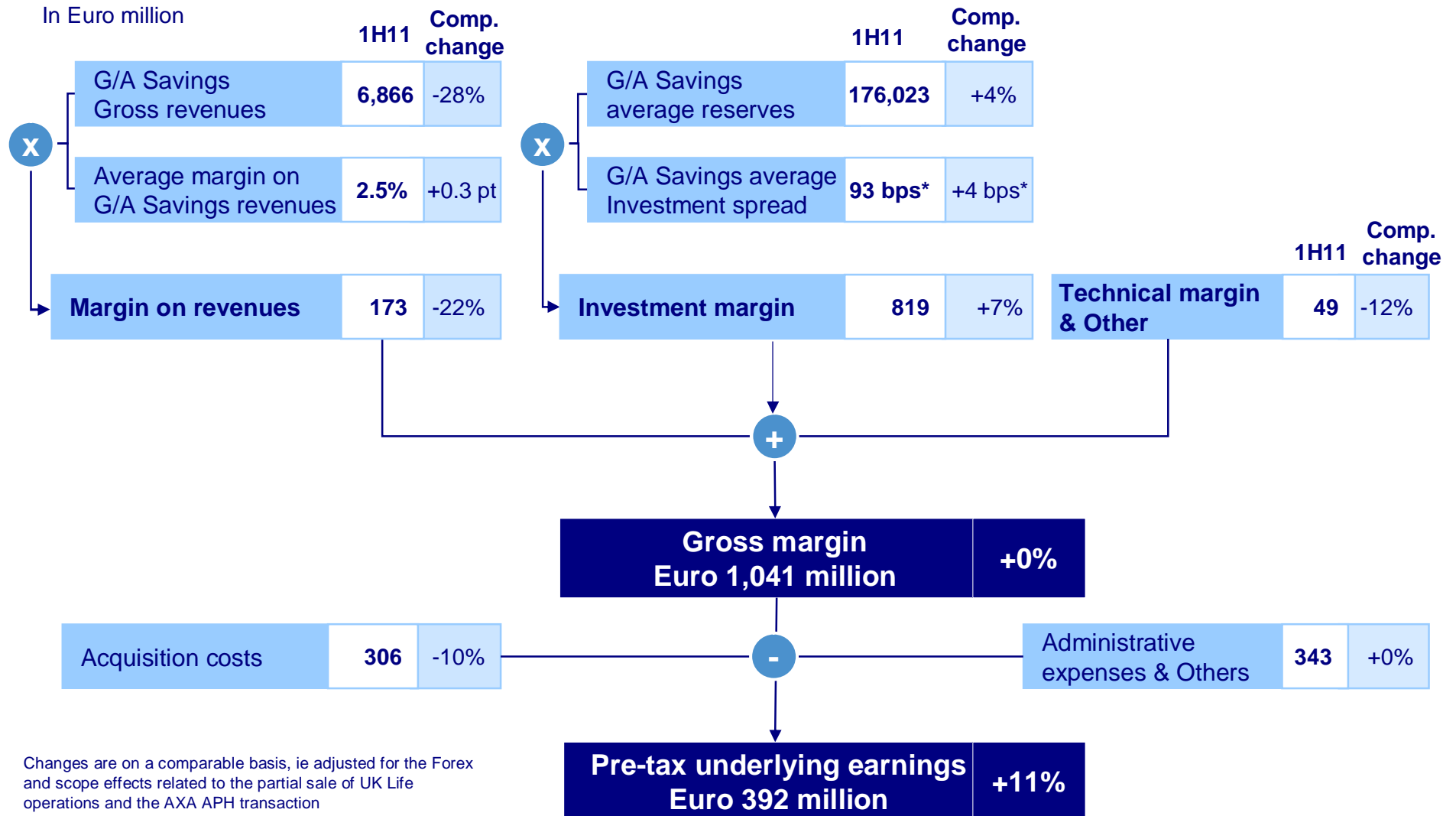
**Pre-tax underlying earnings**  
Euro 1,094 million **+1%**

Changes are on a comparable basis, ie adjusted for the Forex and scope effects related to the partial sale of UK Life operations and the AXA APH transaction

\* Annualized

### 3 L&S – Margin analysis by business

#### G/A Savings

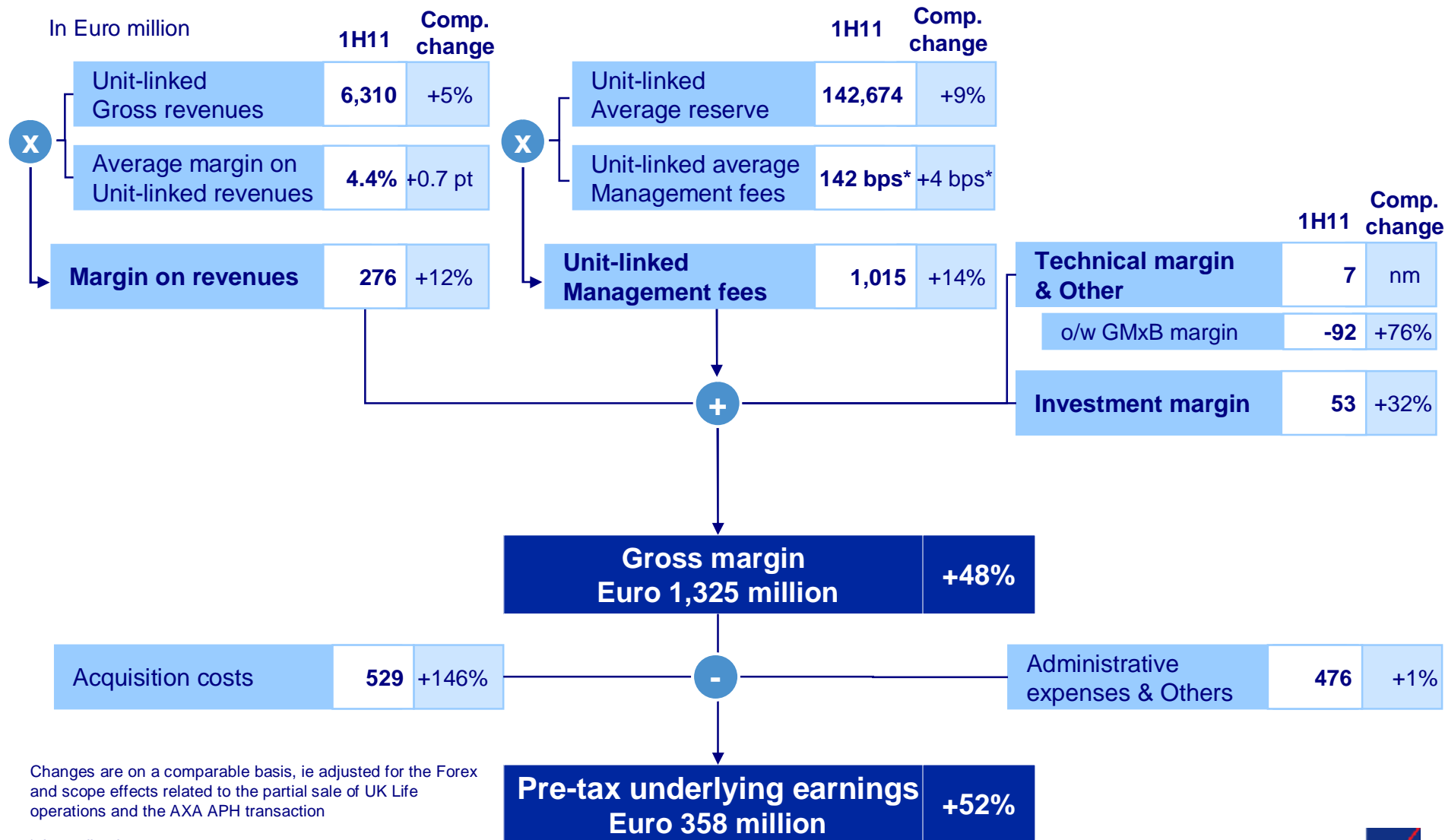


Changes are on a comparable basis, ie adjusted for the Forex and scope effects related to the partial sale of UK Life operations and the AXA APH transaction

\* Annualized

### 3

## L&S – Margin analysis by business Unit-Linked



Changes are on a comparable basis, ie adjusted for the Forex and scope effects related to the partial sale of UK Life operations and the AXA APH transaction

\* Annualized

# Table of content

Group

Life & Savings

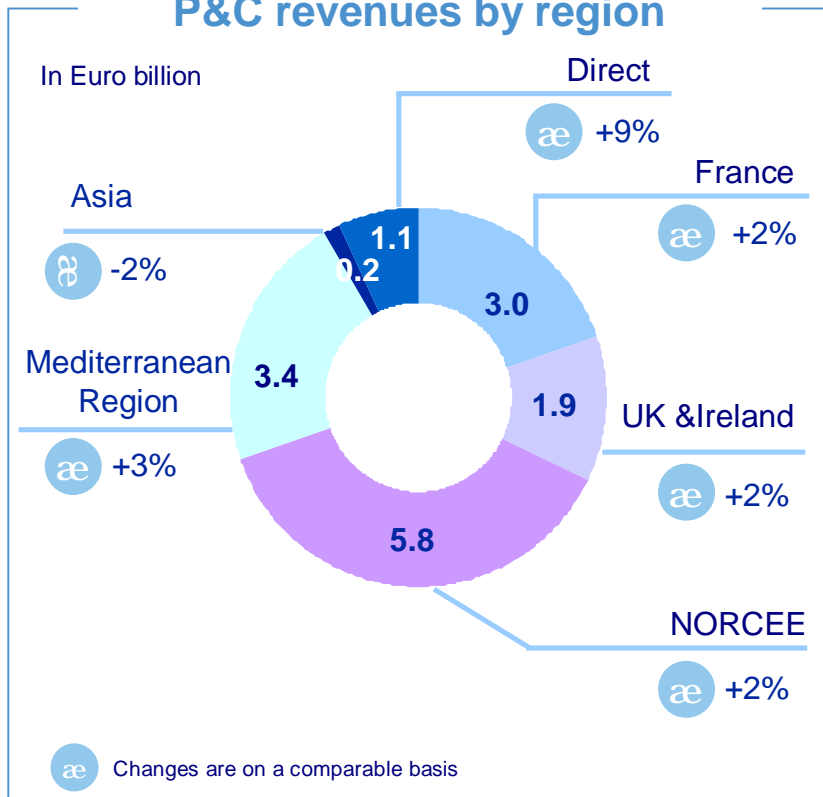
**Property & Casualty**

Asset Management

Balance sheet

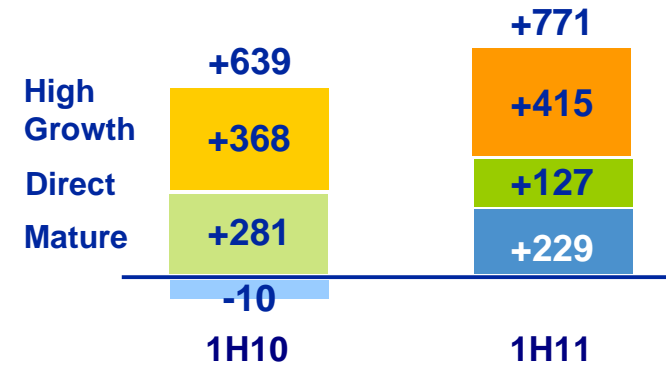
# P&C – Revenues and net new contracts

## P&C revenues by region



## P&C personal net new contracts

In thousands



More than 70% of net new contracts in high growth markets & Direct

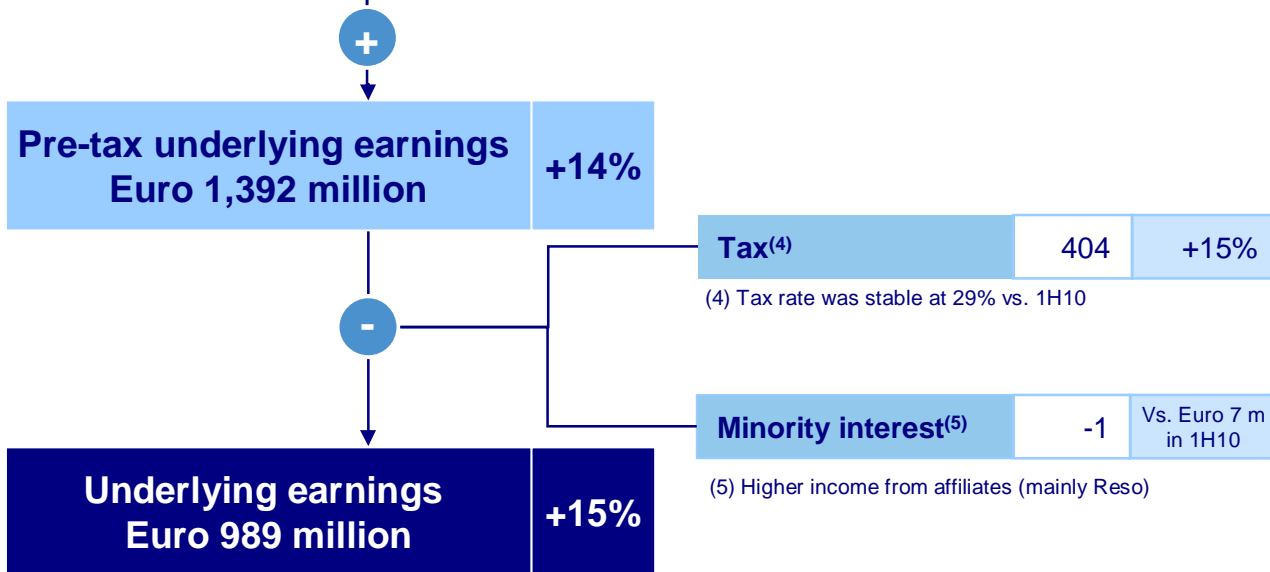
# P&C – Underlying Earnings analysis

## Net technical result

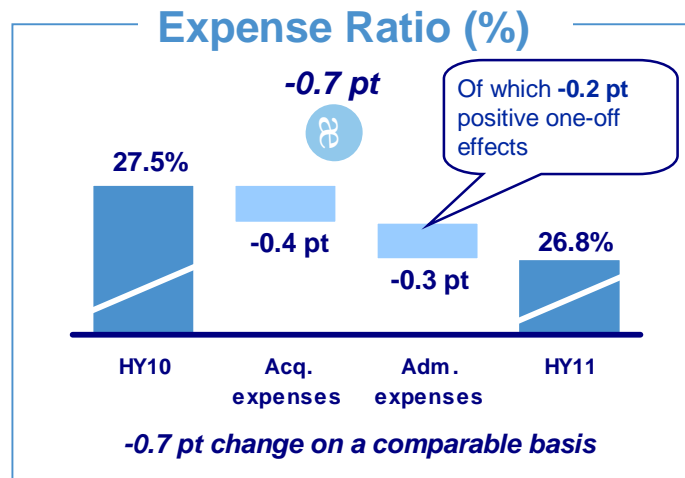
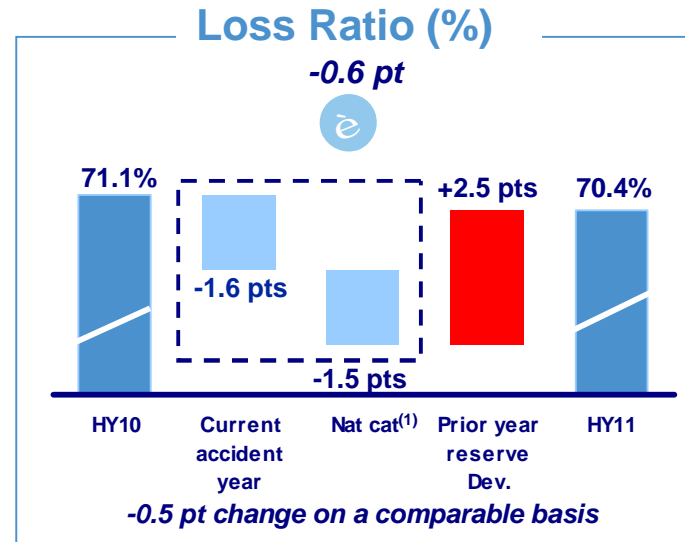
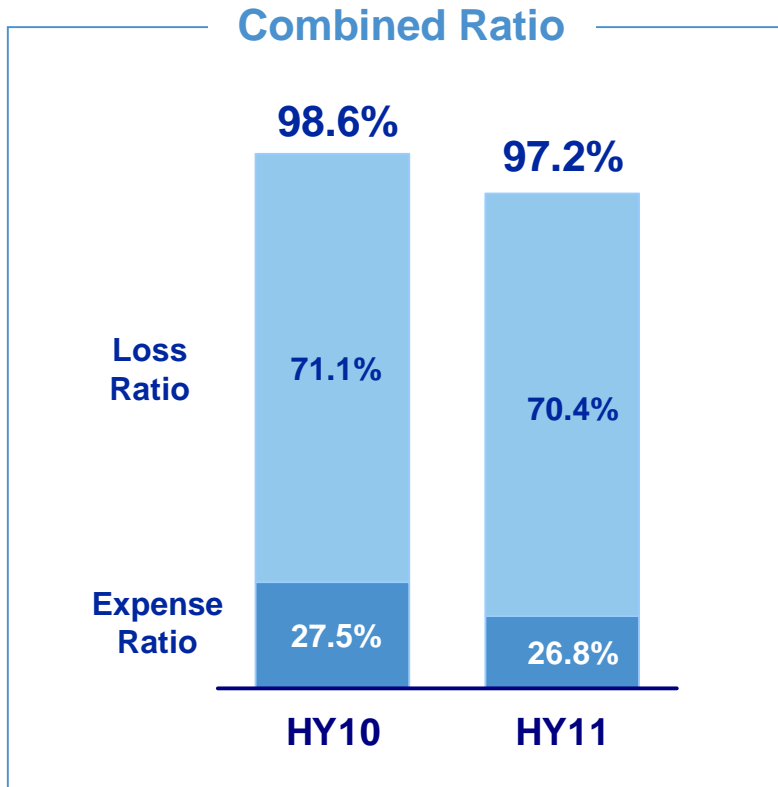
In Euro million	1H11	Comp. Change
Revenues	15,350	+2.7%
Combined ratio <sup>(1)</sup> (in %)	97.2%	-1.3 pts
<small>(1) Combined ratio calculated based on gross earned premiums</small>		
Net technical result <sup>(2)</sup>	367	+96%
<small>(2) Technical result net of expenses</small>		

## Net investment income

In Euro million	1H11	Comp. Change
Average P&C assets	55,012	-1%
Average asset yield <sup>(3)</sup>	3.7%	+1%
<small>(3) Net of interests credited to P&amp;C reserves relating to annuities. Gross asset yield was 4.1%</small>		
Net investment income	1,025	-1%



# P&C – Details on Combined Ratio



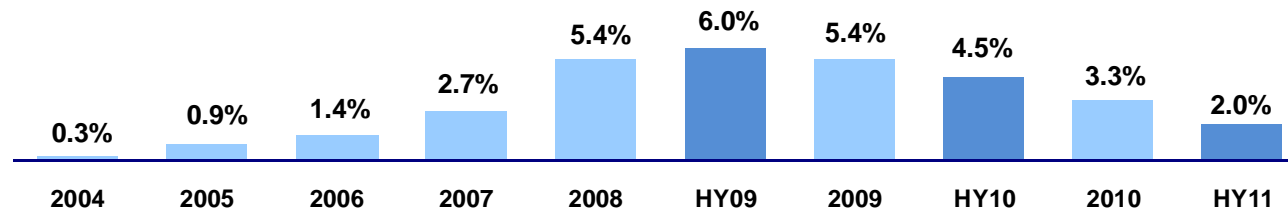
⌘ Changes are on a reported basis

(1) Mainly non repeat of 1H10 Nat cat events (notably Xynthia storm in Continental Europe, freezes in the UK and difficult winter conditions overall)

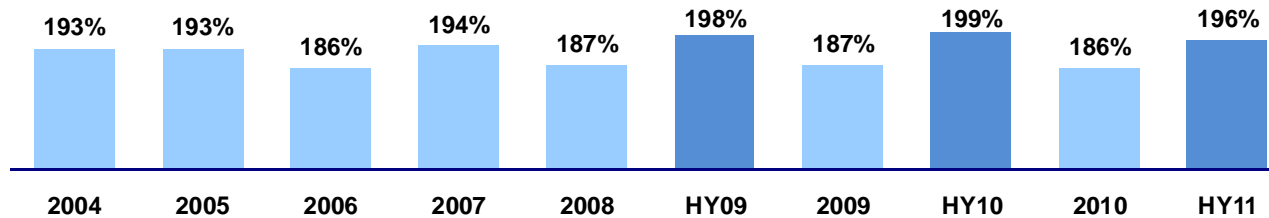


# P&C – Focus on reserve developments

Prior year reserve development level  
(in % of gross earned premiums)

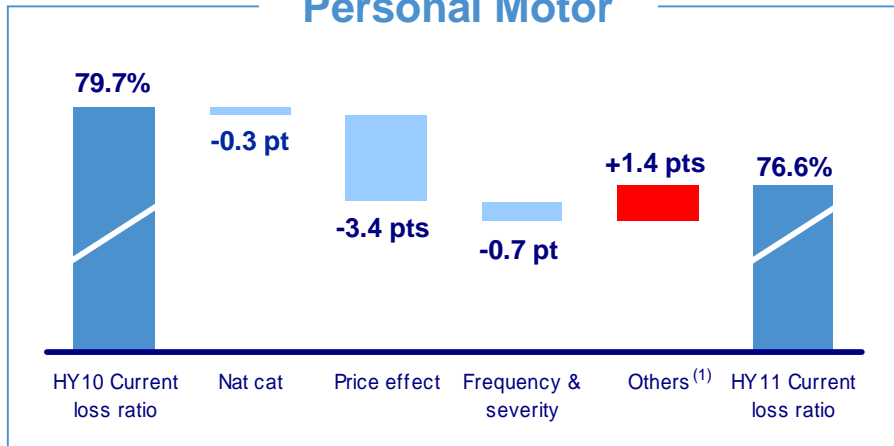


Reserving ratio  
(Net technical reserves/Net earned premiums)

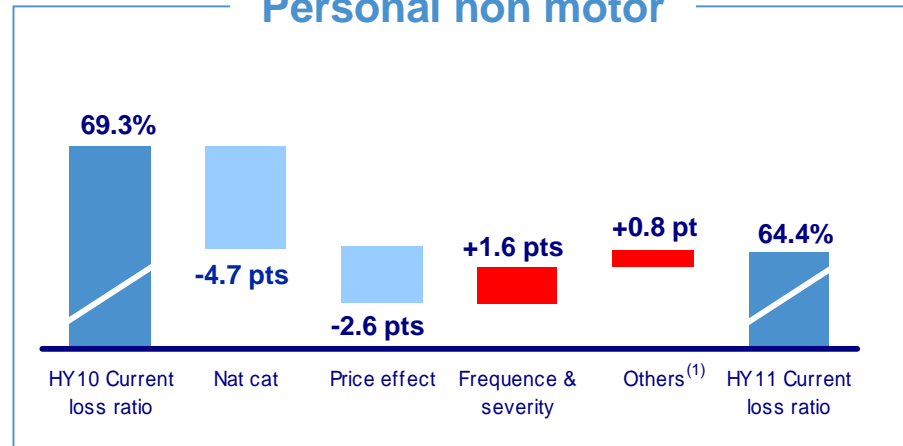


# P&C – Details on current year loss ratios

## Personal Motor

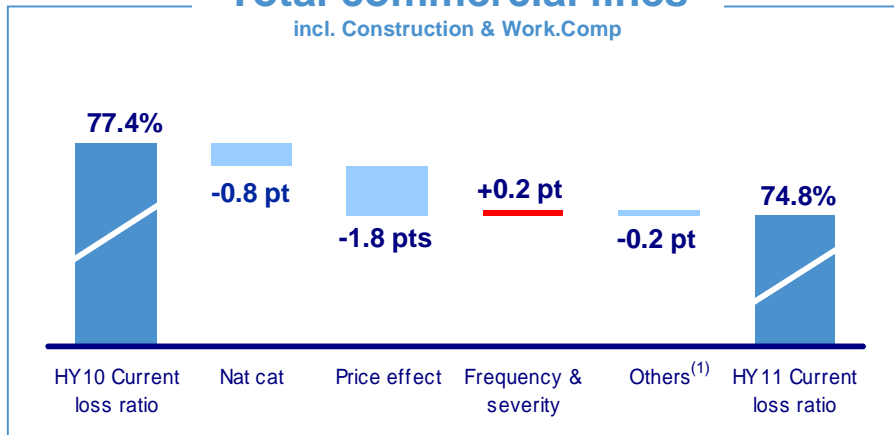


## Personal non motor

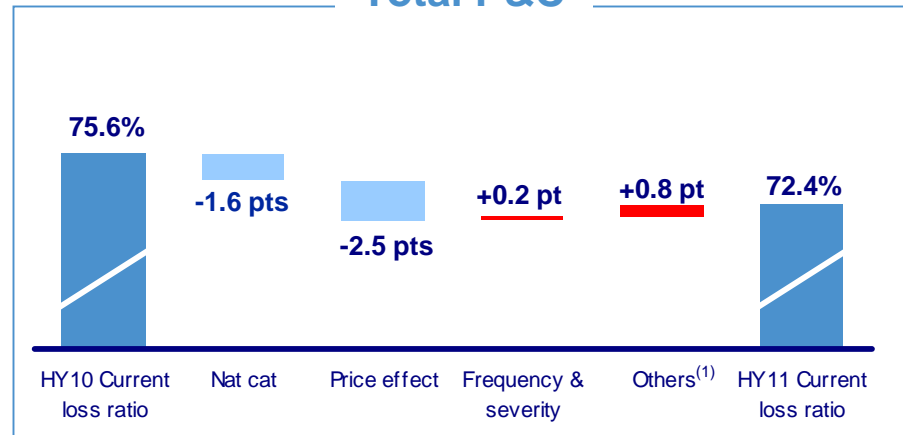


## Total commercial lines

incl. Construction & Work.Comp



## Total P&C



(1) Other includes changes in mix, claims handling costs, reinsurance impact excl. Nat events, other change in reserves, forex and scope

# Table of content

Group

Life & Savings

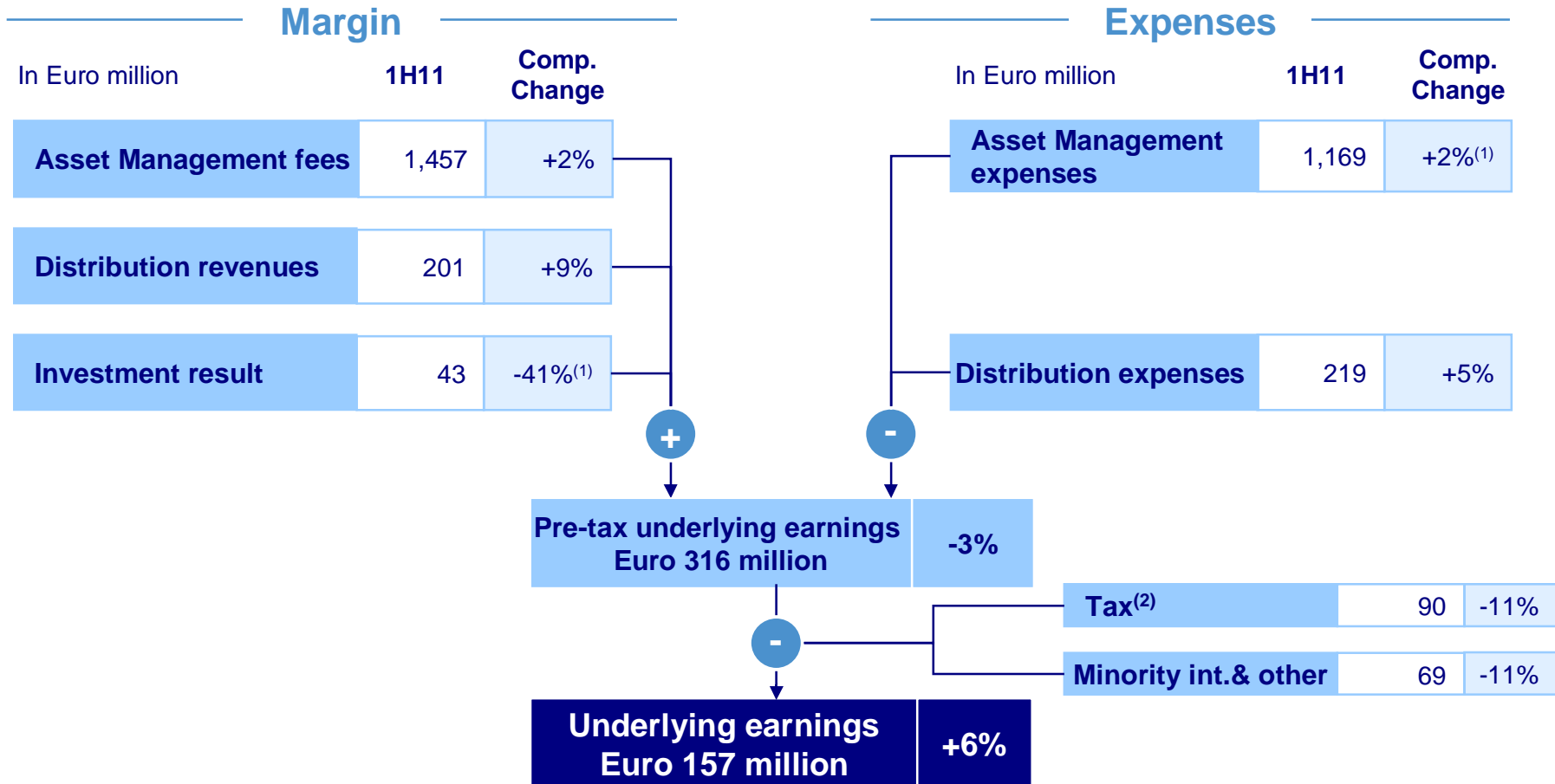
Property & Casualty

**Asset Management**

Balance sheet

# AM - Underlying Earnings

## Details of Asset Management margin analysis

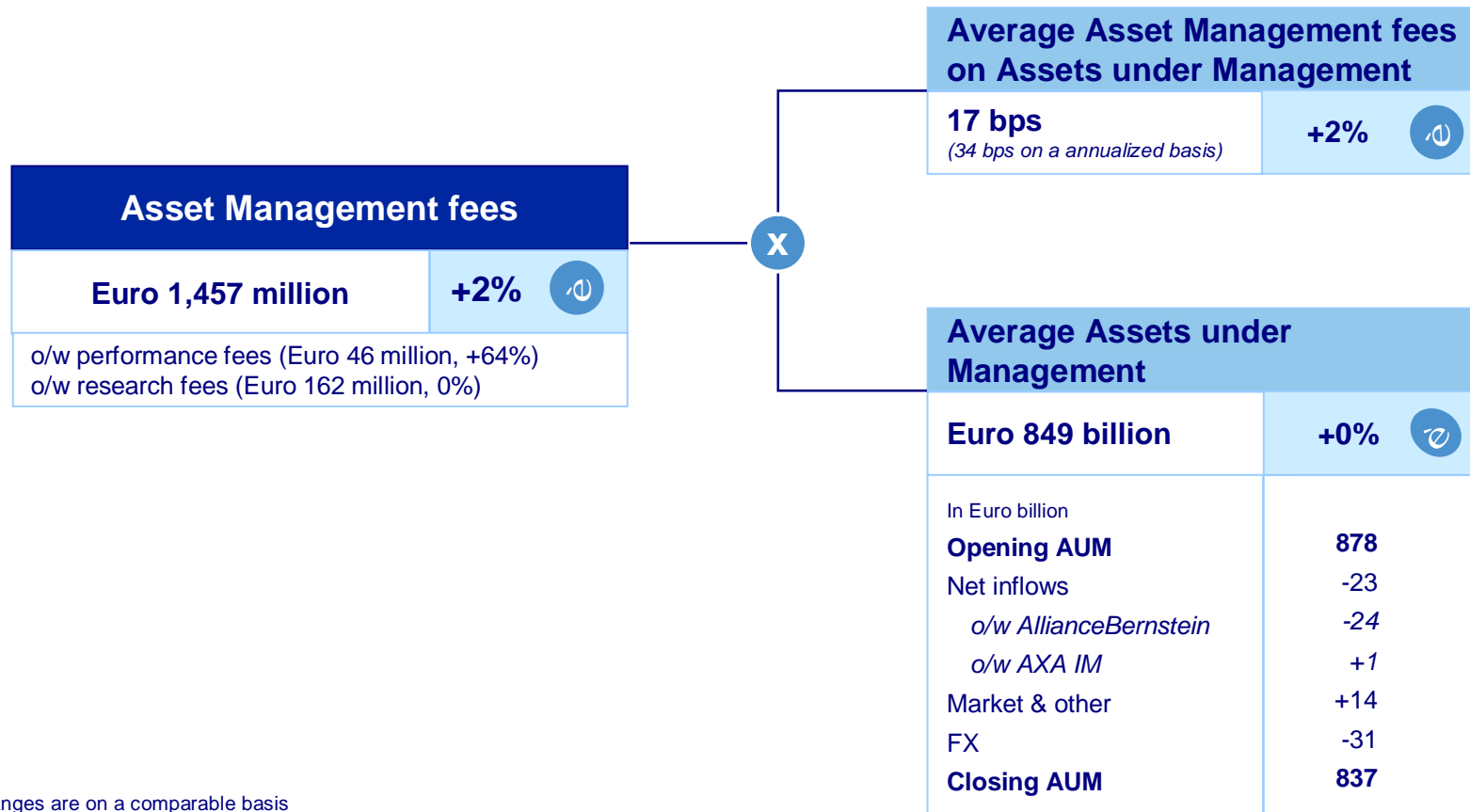


(1) Changes are restated from deferred compensation benefits variances that have zero net P&L impact with impacts in investment results fully offset in expenses (Euro +4 million impact in 1H11 and Euro +9 million in 1H10)

(2) Tax rate down from 31% in 1H10 to 29% in 1H11

# AM – Underlying Earnings

## Details on Asset Management revenues



 Changes are on a comparable basis

# Table of content

Group

Life & Savings

Property & Casualty

Asset Management

**Balance sheet**

# Balance sheet

## 1 General accounts invested assets

**Page 32**

1.1 Government bonds & related

page 33

1.2 Corporate bonds

page 34

1.3 CDS

page 36

1.4 ABS

page 37

1.5 Equity

page 39

1.6 Real Estate

page 40

1.7 Hedge Funds

page 41

1.8 Private Equity

page 42

1.9 Mortgage loans

page 43

## 2 Solvency

**Page 44**

## 3 Net financial debt

**Page 47**

# 1 General Account invested assets

Invested assets (100%) In Euro billion	FY10	%	1H11	%
<b>Fixed income</b>	<b>365</b>	<b>83%</b>	<b>356</b>	<b>82%</b>
<i>o/w Govies and related</i>	188	42%	187	43%
<i>o/w Corporate bonds</i>	150	34%	142	33%
<i>o/w Asset backed securities</i>	9	2%	8	2%
<i>o/w Mortgage loans &amp; other<sup>(1)</sup></i>	19	4%	20	5%
<b>Cash</b>	<b>21</b>	<b>5%</b>	<b>20</b>	<b>5%</b>
<b>Listed equities</b>	<b>18</b>	<b>4%</b>	<b>18</b>	<b>4%</b>
<b>Real Estate</b>	<b>21</b>	<b>5%</b>	<b>23</b>	<b>5%</b>
<b>Alternative Investments<sup>(2)</sup></b>	<b>12</b>	<b>3%</b>	<b>12</b>	<b>3%</b>
<b>Policy loans</b>	<b>6</b>	<b>1%</b>	<b>6</b>	<b>1%</b>
<b>Total Insurance Invested Assets<sup>(3)</sup></b>	<b>441</b>	<b>100%</b>	<b>435</b>	<b>100%</b>

## – Changes in asset allocation –

§ **Scope effect:** Euro -3 billion related to the announced sale of Canadian operations, mainly govies and corporate bonds

§ **Mark to market:** Euro -5 billion mainly reflecting higher interest rates

§ **L&S net inflows:** Euro +2 billion mainly invested in corporate bonds and govies

§ **Investment income:** Euro +7 billion mainly invested in corporate bonds and govies

§ **Forex:** Euro -6 billion mainly reflecting appreciation of the Euro against USD

(1) Mortgage loans & other include individual mortgage and loans held by the insurance companies of the Group (Euro 13 billion, of which Euro 12 billion in Germany and Switzerland participating funds) and Agency Pools (Euro 2 billion)

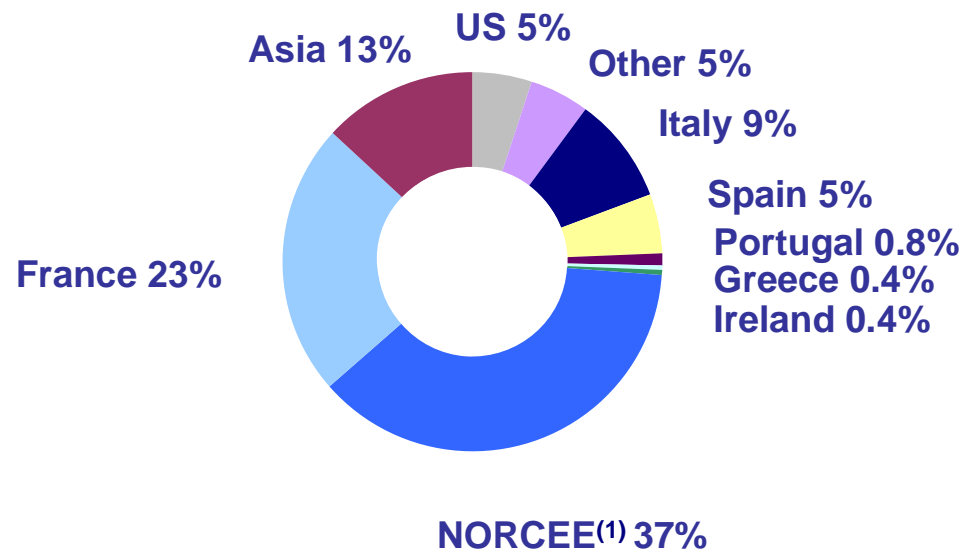
(2) Mainly Private Equity and Hedge Funds

(3) We reported only insurance assets in the table above: in particular, assets linked to AXA Bank Europe have been excluded from the scope for Euro 6 billion in FY10 (o/w Euro ~3 billion govies, Euro ~1 billion ABS) and for Euro 7 billion in 1H11 (o/w Euro ~5 billion govies, Euro ~1 billion ABS). 1H11 invested assets referenced in page 57 of the financial supplement are Euro 605 billion including notably Euro 133 billion of Unit-linked contracts, Euro 29 billion related to the banking segment (of which Euro 19 billion mortgage & other loans) and Euro 3 billion from MedLA/Asian assets



## 1.1 Government bonds and related at market value

Government bonds and related gross portfolio by country (Euro 187 billion gross)



(1) AXA NORCEE + Austria & Netherlands

Government bonds and related exposure to selected Eurozone countries, net of tax and policyholder participation

**Italy:** Euro 5.3bn

**Portugal:** Euro 0.4bn

**Greece:** Euro 0.3bn

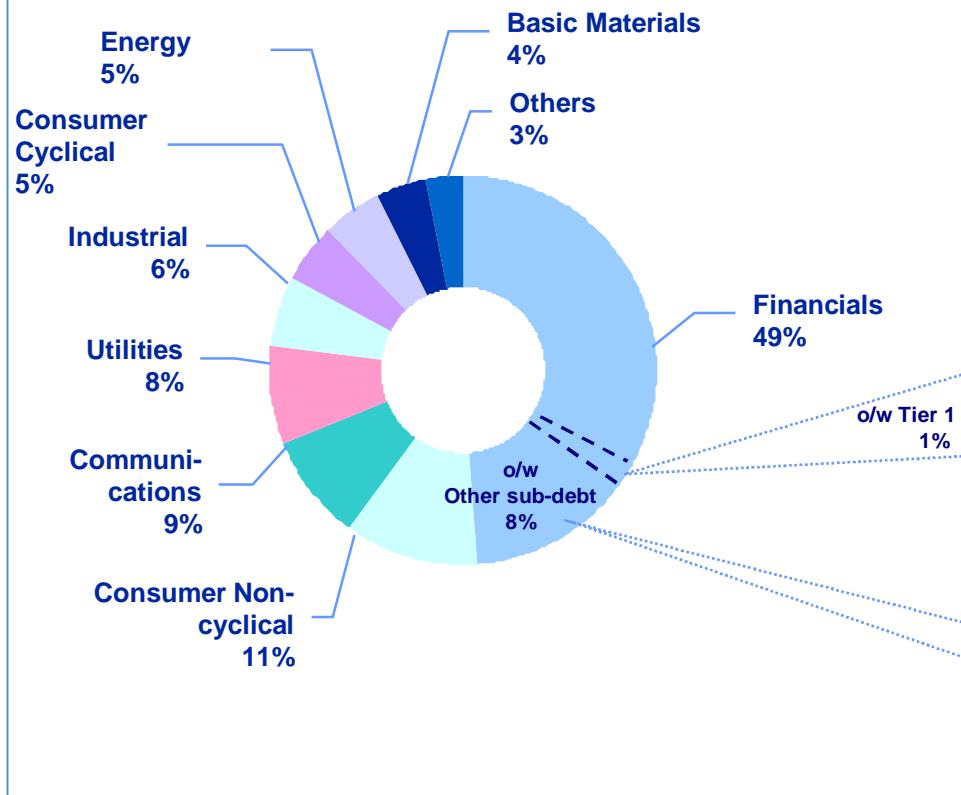
**Spain:** Euro 4.1bn

**Ireland:** Euro 0.3bn

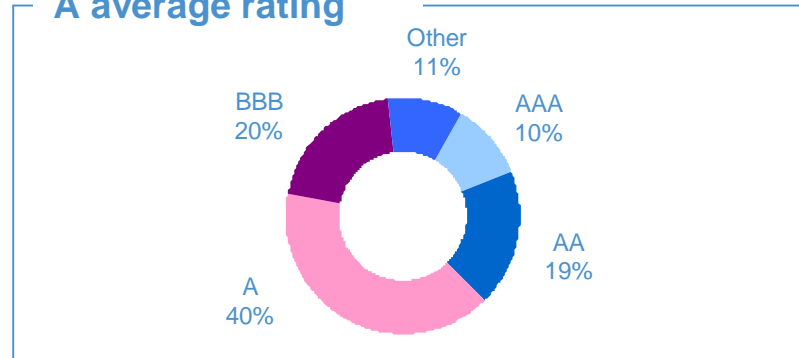
NB: insurance companies only

# 1.2 Corporate bonds

**Corporate bonds portfolio by industry**  
(Euro 142 billion gross)



**A average rating**



§ Preferred shares: Euro 0.2<sup>(1)</sup> billion

§ Tier 1 debt: Euro 0.7<sup>(1)</sup> billion

o/w United States: < Euro 0.1<sup>(1)</sup> billion

o/w United Kingdom: Euro 0.2<sup>(1)</sup> billion

– Highest exposure to bank Tier 1: < Euro 0.1<sup>(1)</sup> billion

– Top ten exposures to bank Tier 1: Euro 0.4<sup>(1)</sup> billion

1% upper Tier 2, 4% lower Tier 2, 2% senior sub

(1) Net of tax and policyholders' participation

NB: insurance companies only

## 1.2

# Corporate bonds breakdown by country (including CDS)

**P = Participating    NP = Non-participating**

Euro billion As of June 30, 2011	US		UK	Japan		Germany		Switzerland		France		Other <sup>(1)</sup>		Total	
	NP	NP	NP	P	NP	P	NP	P	NP	P	NP	P	NP	P	NP
AAA	0	0	1	2	0	3	1	4	2	1	1	10	5		
AA	2	0	5	2	0	3	1	6	2	4	2	15	12		
A	10	1	6	5	1	6	1	11	4	8	4	30	27		
BBB	9	1	2	3	1	3	1	5	2	4	0	14	14		
Below invst. grade	1	0	0	1	0	1	0	1	0	0	1	4	2		
Non rated	3	0	0	1	1	0	0	0	0	1	2	3	6		
<b>Total</b>	<b>25</b>	<b>3</b>	<b>13</b>	<b>15</b>	<b>3</b>	<b>17</b>	<b>4</b>	<b>28</b>	<b>10</b>	<b>17</b>	<b>9</b>	<b>76</b>	<b>66</b>		

(1) Including Belgium, MPS, Spain, Italy, Asia Pacific (exc. Japan), Other

NB: insurance companies only

## 1.3 Corporate bonds: focus on CDS overlay strategy

### § CDS overlay Investment Strategy:

CDS are used as an alternative to investment grade corporate bonds

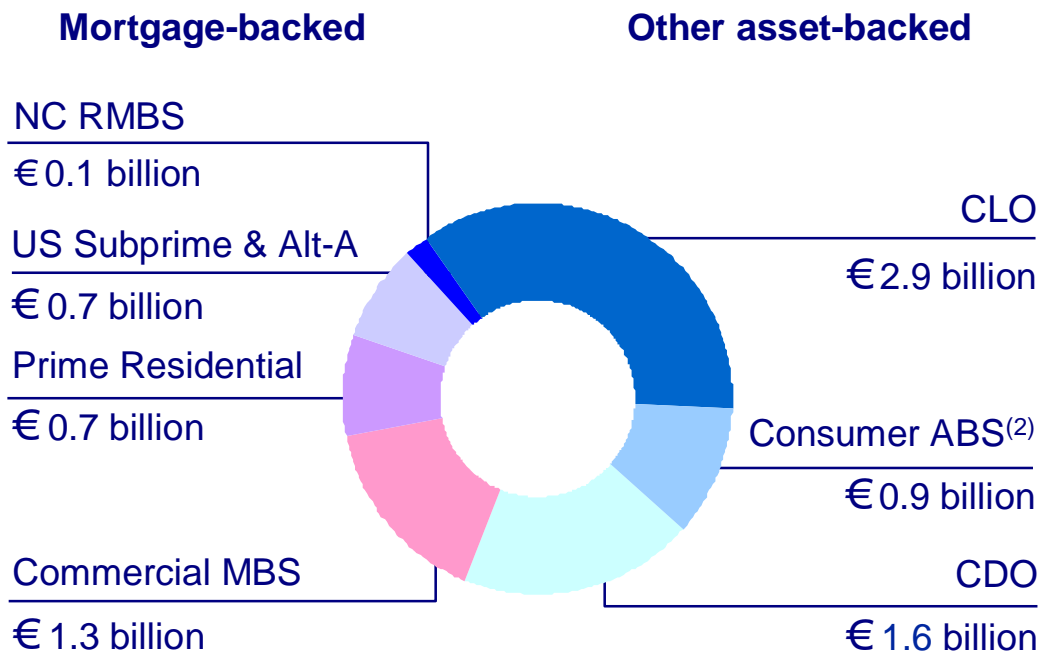
<i>Euro million</i>	Net Notional As of Dec 31, 2010	Net Notional As of June 30, 2011
AAA	126	119
AA	667	954
A	4,265	3,830
BBB	1,418	1,433
Below invst. grade	-60	101
Non rated	518	355
<b>Total</b>	<b>6,933</b>	<b>6,792</b>
Market value	28	-95

NB: insurance companies only

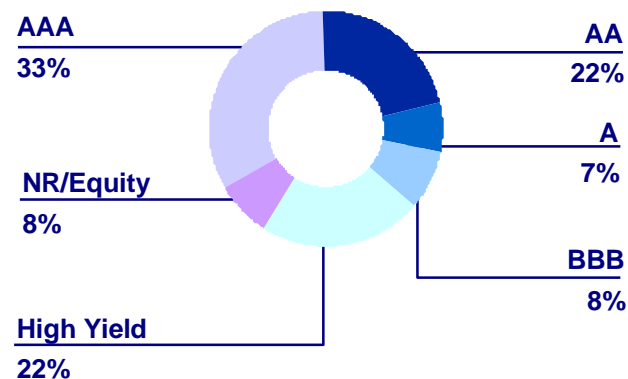
# 1.4 Asset Backed Securities by underlying type of asset

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

As of June 30, 2011  
Total ABS = Euro 8.1 billion<sup>(3)</sup>



## Ca. 55% AAA & AA



(1) Including debt and equity tranches of ABS

(2) Mainly consumer loan ABS (plus some leases and operating ABS assets)

(3) ABS held by insurance entities only (excluding Banks)

## 1.4 Credit risk management: ABS investments

### Group ABS exposure decreased mainly driven by:

- change in scope (announced sale of Canada for Euro 0.2bn)
- net sales and maturities for Euro 0.7bn, mainly Prime RMBS and CMBS
- forex effect for Euro -0.2bn
- prices remained overall stable

<i>In Euro million</i>	Group ABS Exposure		Asset values	
	31/12/2010	30/06/2011	31/12/2010	30/06/2011
<b>Mortgage-backed</b>				
Prime Residential	919	661	87%	83%
Commercial MBS	1,592	1,286	69%	67%
UK RMBS	233	142	65%	62%
US Subprime	760	660	51%	49%
US Alt-A	33	15	21%	18%
<b>Other asset-backed</b>				
Consumer ABS	1,153	888	91%	90%
CLO	2,822	2,888	78%	80%
Investment Grade CDO	1,432	1,326	78%	80%
High-Yield CDO	96	69	59%	49%
Structured Finance CDO	40	31	25%	27%
Other CDO	122	162	31%	45%
<b>Total</b>	<b>9,202</b>	<b>8,128</b>	<b>72%</b>	<b>72%</b>

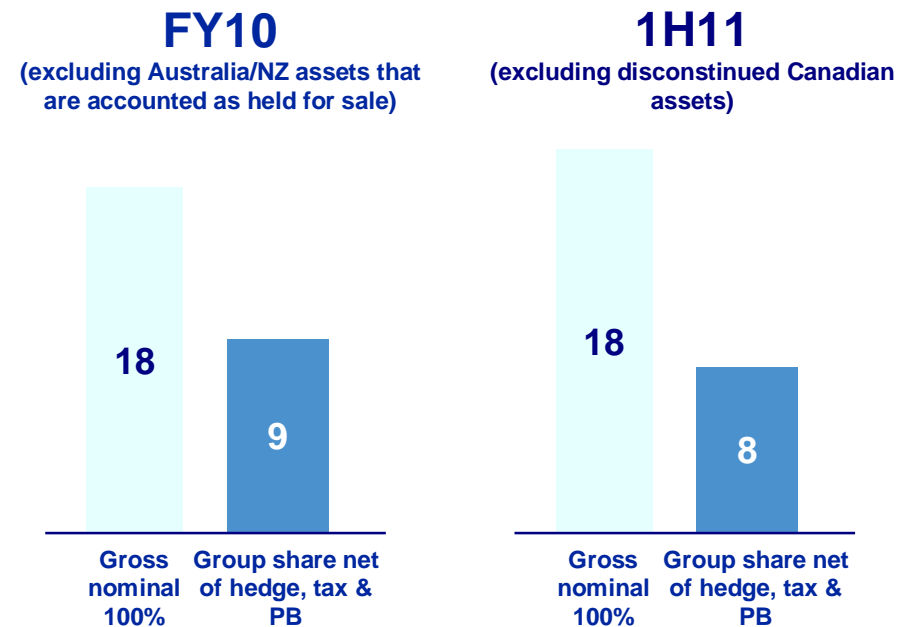
NB: insurance companies only

## 1.5 Update on equity hedges

### Euro 8 billion net equity exposure

Estimated shareholders' exposure as of June 30, 2011

In Euro billion



NB: insurance companies only

# 1.6

## Real Estate investments

Defensive portfolio with good performance over the long term

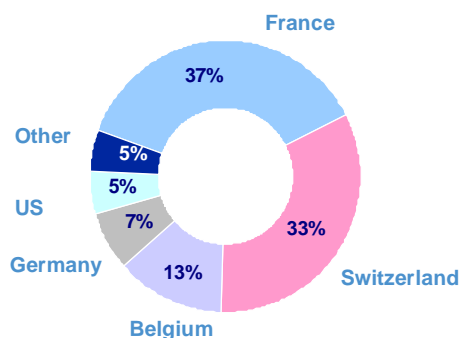
### Key indicators

#### Market value (in Euro billion)



(1) Representing €2.7bn of unrealized gains, net of tax and PB

#### 1H11 market value by country



#### Split by type

	France	Switz.	Belgium	Germany
Office	~50%	~45%	~75%	~70%
Residential	~10%	~50%	~0%	~5%
Commercial	~25%	~0%	~20%	~15%
Other	~15%	~5%	~5%	~10%

Average capitalization rate  
~ 6%

### Environment

- ¾ In 1H11, market recovery in most markets is led mainly by the prime end of the market while secondary properties pricing remain depressed
- ¾ Transaction volumes continued to improve but less than expected with focus remaining on high quality assets
- ¾ Swiss market benefiting from the general risk aversion climax

### AXA portfolio return drivers

- ¾ Defensive portfolio given low exposure to risky markets (Spain, US...)
- ¾ Prime assets hence liquid portfolios
- ¾ High visibility on assets: >90% of the investments are directly managed

### 2011 outlook

- ¾ Prime assets pricing expected to increase further
- ¾ Secondary and risky properties pricing expected to remain depressed

NB: insurance companies only



## 1.7

## Hedge Fund investments

## Stable performance

## Key indicators

## Market value

(in Euro billion)



## Exposure and concentration risk

- Mostly management of **funds of hedge funds**
- **Stable exposures** throughout 1H11
- **Top 10** fund managers represent **~30%** of portfolio market value
- Broad **strategy diversification** (largest strategy <25%)
- Portfolios are **liquid**

## Environment

- ¾ 2011 a very challenging year for hedge funds due to monetary policy driven markets
- ¾ Long beta positioning paid off for many funds as risky assets rallied in first four months, however sharp reversal in May and June resulted in most funds giving back previous gains

## AXA portfolio performance

- ¾ 2011 YTD performance: flat to slightly negative with low beta to equity and credit markets. HFRX Global Hedge Fund Index down -2.12% YTD
- ¾ Return sources in 2011 coming primarily from MBS managers, credit strategies and quantitative market neutral equity funds
- ¾ Directional strategies lost all gains in the risk reversal during May and June
- ¾ Hedge Funds continue to act as a good diversifier in insurance portfolios
- ¾ Strong 5 year performance at Euribor + 2.6%, achieved with very low volatility

## 2011 Outlook

- ¾ The continuation of the economic recovery from the credit crisis and the very loose monetary policy by the US Fed are providing a backdrop for risky assets
- ¾ However, uncertainties around further issues in the Eurozone and an economic slowdown in China
- ¾ As a result, 2011 should somewhat resemble to 2010; however most likely be more volatile and without such a strong finish as last year

NB: insurance companies only

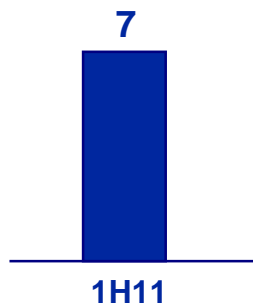
# 1.8

## Private Equity investments

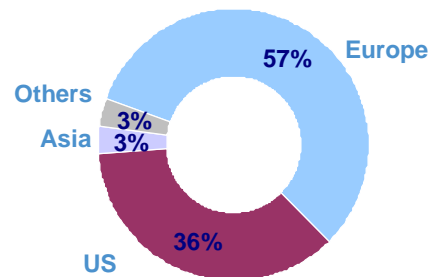
Diversified portfolio built over the long run

### Key indicators

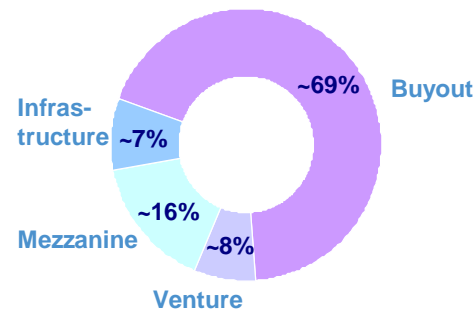
**Market value**  
(in Euro billion)



**Breakdown by geography**



**Breakdown by expertise**



**Performance**

AXA Private Equity voted “French Private Equity Firm of the Year” and “Secondaries deal of the year” by Private Equity News

### Environment

- ¾ Valuations are up since mid 2010
- ¾ Private equity market reactivated as liquidity and visibility improved: increased investments and disposals on the market

### AXA portfolio return drivers

- ¾ Diversified portfolio with anticyclical field of expertise (Infrastructure) and exposure to quality buy-out through Direct and Funds of Funds
  - ¾ 43% of portfolio managed directly: very good knowledge on underlying assets
  - ¾ 57% in funds of funds: strong presence on boards to get good visibility on assets
- In 1H11:
- ¾ Valuations and distributions increased in all expertises
  - ¾ Active investment pace made at reasonable prices

### 2011 outlook

- ¾ Private equity activity (both investments and disposals) expected to increase strongly in both Direct and Funds of Funds
- ¾ AXA still buyer with no pressure to sell assets. Targets: uncyclical companies, resilient to crisis
- ¾ Strong deleveraging of portfolios

NB: insurance companies only

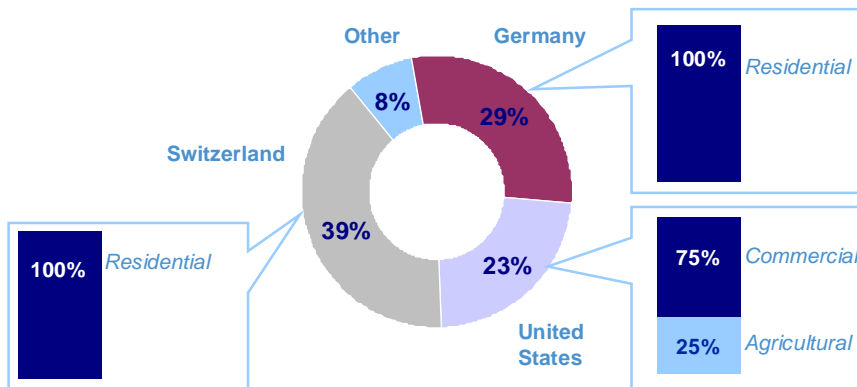
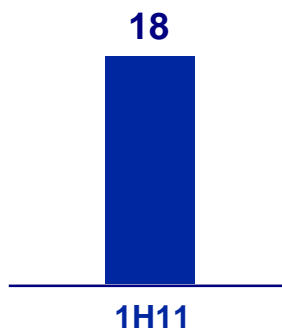
# 1.9

## Mortgage loans & other Low risk mortgage loan portfolio

### Key indicators

#### 1H11 market value by country

Market value  
(in Euro billion)



HY11 default rate  
**0.14%**  
HY11 loan to value  
**60%**

### Details by country

#### 3/4 United States

- Good loan-to-value
- 73% for commercial mortgages
- 43% for agricultural mortgages
- Diversified by product type and region
- Ca 2,000 loans

#### 3/4 Germany

- Mortgage loans are located in participating funds

#### 3/4 Switzerland

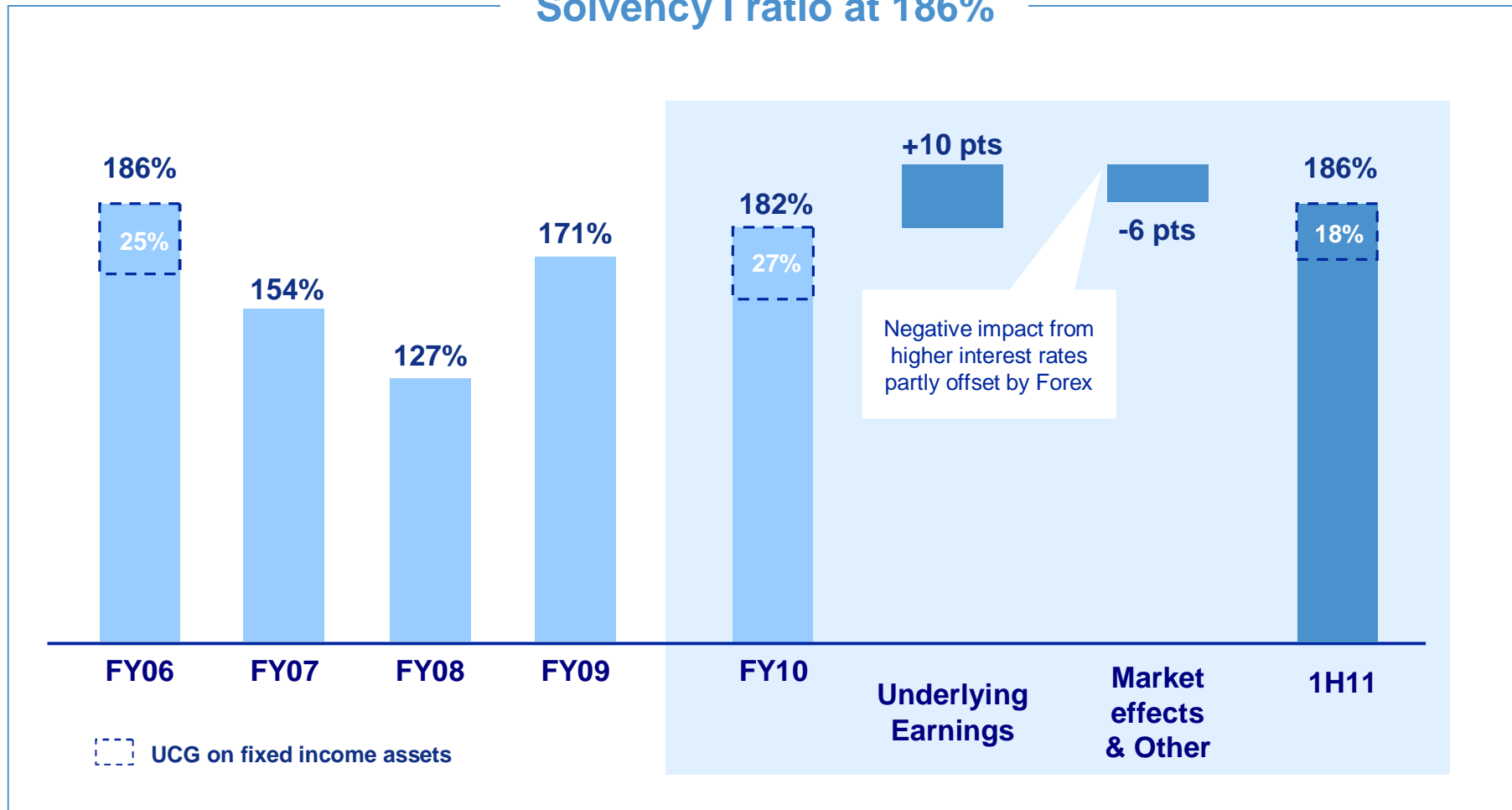
- 100% residential and located in participating funds

(1) Excluding Euro 2 billion of Agency pools (Mortgage-backed securities issued by US Government Sponsored Enterprises)

NB: insurance companies only

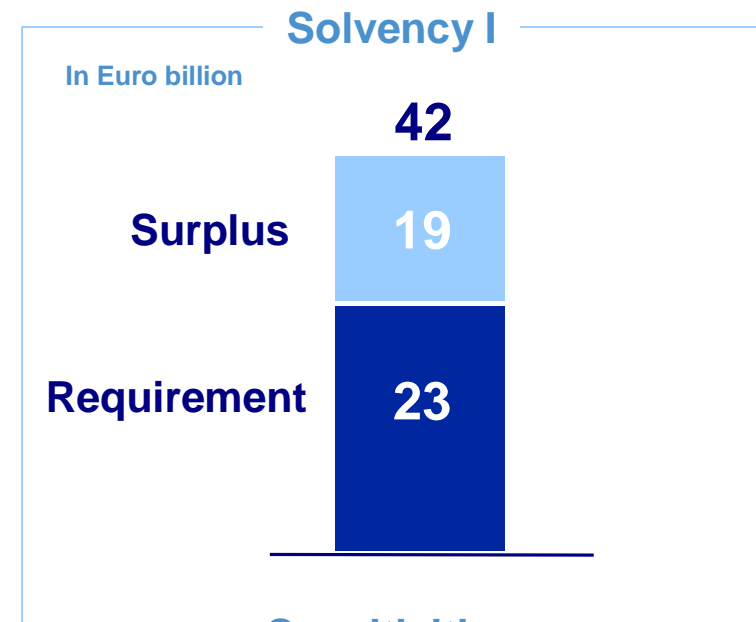
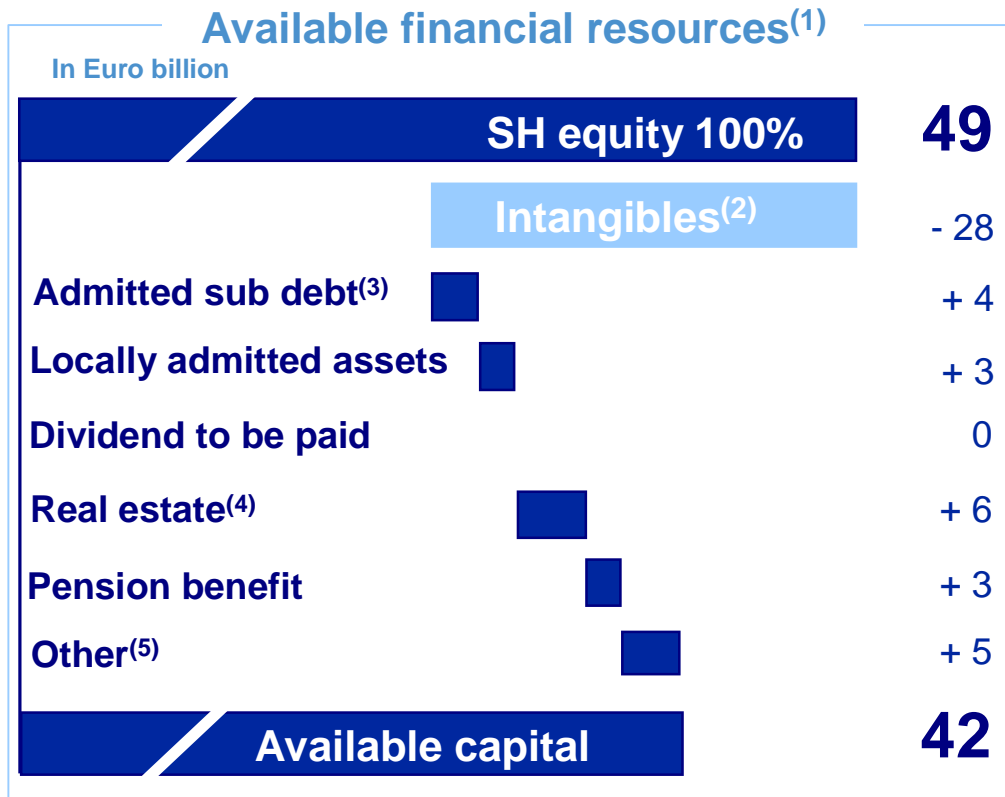
## 2 Continued increase in Solvency I ratio

### Solvency I ratio at 186%



2

# Solvency I reconciliation to shareholders' equity & sensitivities



(1): AXA is not a financial conglomerate but its solvency margin is nevertheless reduced by the amount of its equity interests in credit institutions, investment companies or financial institutions if the Group holds more than 20% in the mentioned entities. These stakes are deducted in "Other" for a total €3.6 billion

(2): Of which Euro 28.4 billion shareholders' share intangibles

(3): All Sub debts (including undated already booked in shareholders' equity) are admitted up to 50% of requirements

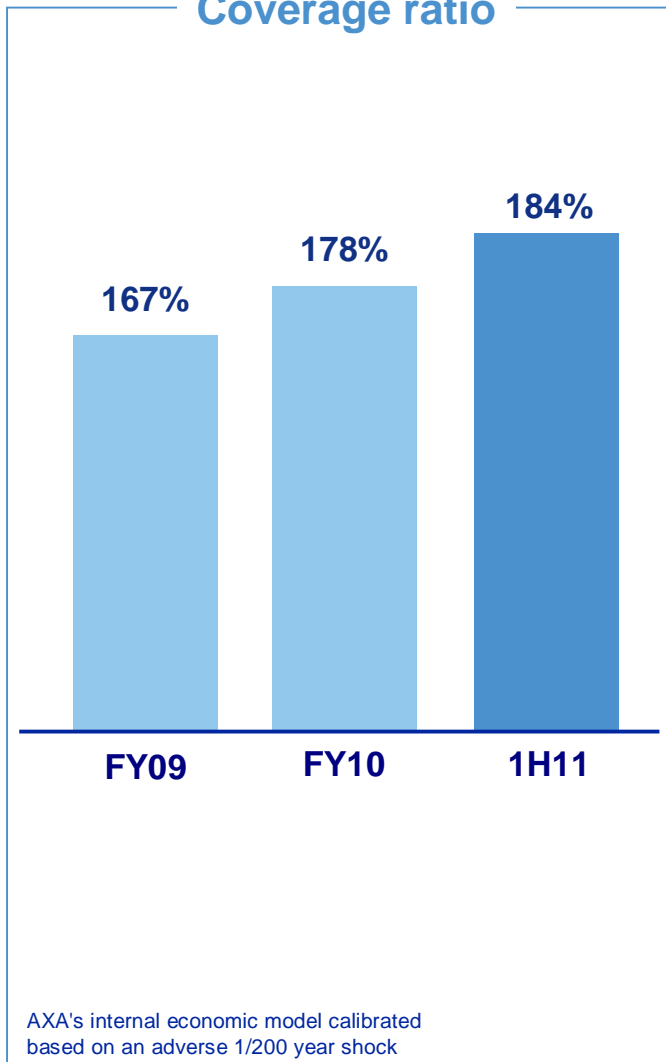
(4): And loans

(5): Notably includes gross up of tax and policyholder participation of net unrealized gains on investments minus net consolidated book value in financial services (see (1)) and Zillmer adjustment

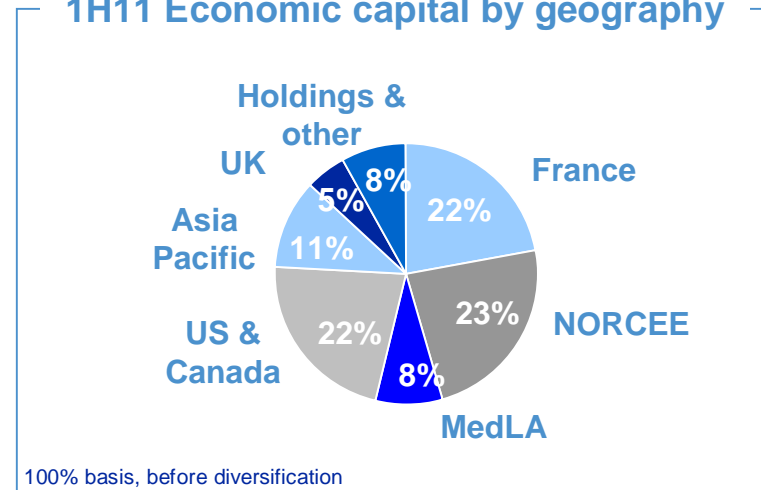
On fixed income assets, sensitivities to market evolutions are: -7 pts to 10 bps increase in interest rates, -2 pt to 10 bps increase in corporate spreads. The combination of any shock on both interests rates & spreads is capped at -18 pts of Solvency

## 2 Economic solvency model

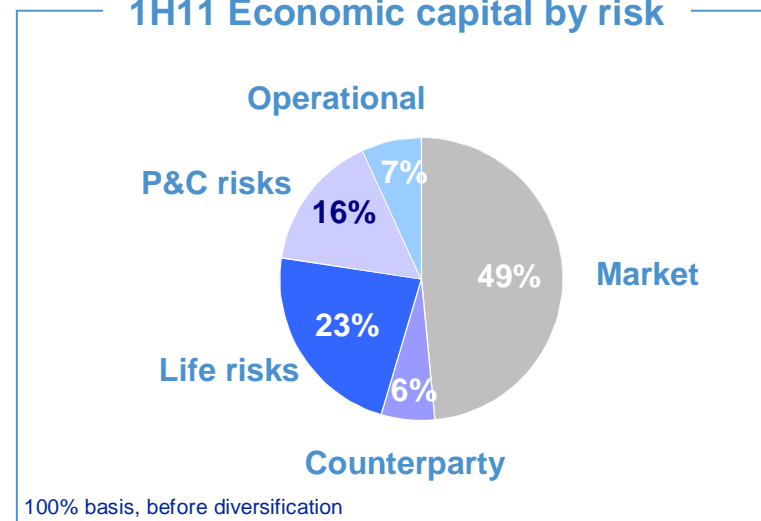
Coverage ratio



1H11 Economic capital by geography



1H11 Economic capital by risk



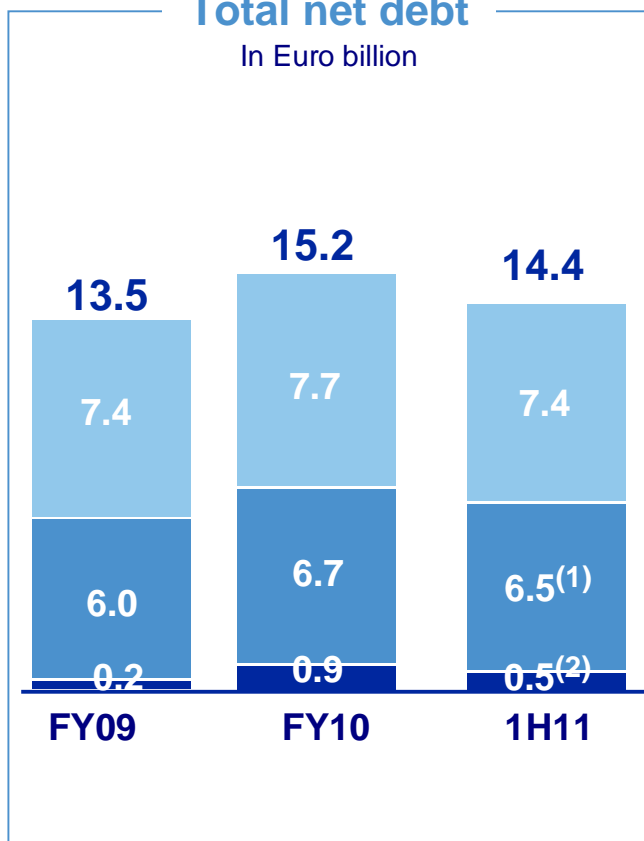
3

# Net financial debt

## Long-term maturities

### Total net debt

In Euro billion

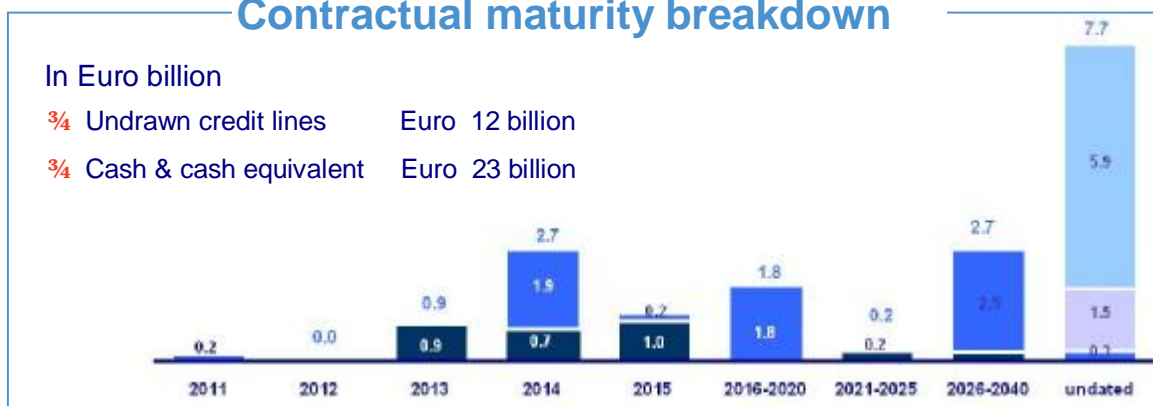


- (1) Including Euro -0.6 billion of reversal of mark-to-market on interest rate derivatives
- (2) Senior debt and commercial paper outstanding, net of Euro 2.8 billion available cash at holdings' levels

### Contractual maturity breakdown

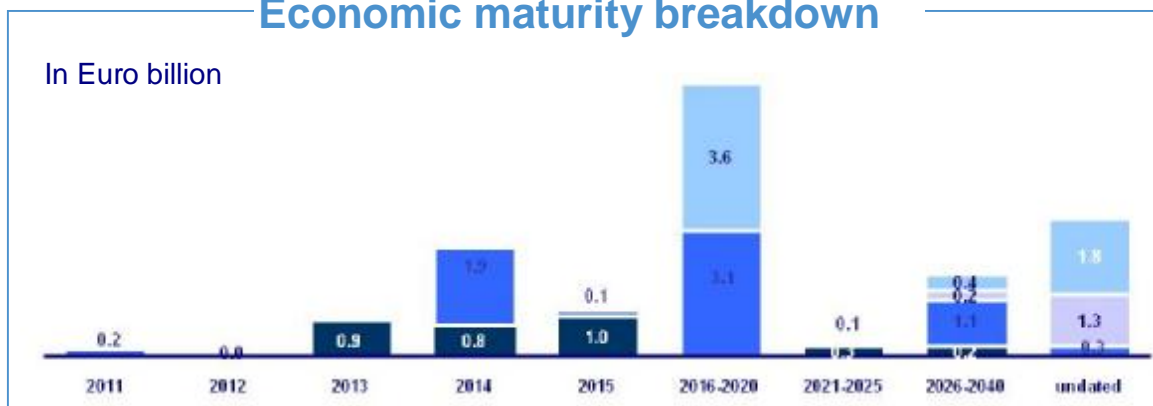
In Euro billion

- ¾ Undrawn credit lines Euro 12 billion
- ¾ Cash & cash equivalent Euro 23 billion



### Economic maturity breakdown

In Euro billion



- Senior debt
- Subordinated debt
- TSS = undated deeply subordinated notes
- TSDI = undated subordinated notes