# 9M 2010 Activity Indicators 

Total revenues up 3\% to $€ 70.5$ billion

On a comparable basis:

Life \& Savings


Property \& Casualty

- Revenues up $1 \%$ to $€ 44.0$ billion
- New Business Margin up 2.4 pts to $19.7 \%$
- Net inflows up $€ 0.6$ billion to $€+7.8$ billion
- Revenues up $1 \%$ to $€ 21.4$ billion
- Ca. 3\% price increase
- Net personal new contracts: +940k
- Revenues up 6\% to €2.5 billion
- Assets under management up $€ 32$ billion to $€ 877$ billion
- Net inflows of $€-41$ billion
"Our top line trends for the first nine months are in line with those observed in the first semester, with a continued focus on disciplined growth. This will allow us in the short term to adapt to the current environment, improve profitability where needed, and be prepared to accelerate growth in the medium term", said Henri de Castries, Chairman and CEO of AXA.
"Life \& Savings continued to experience positive growth, with a contrasted situation between countries. Our ongoing active measures to improve margins in selected areas continued to bear fruit in the third quarter with further improvements in new business profitability. Nevertheless, the decline in interest rates is expected to affect new business margins as measured at year end.
In Property \& Casualty, price increases accelerated slightly in the third quarter across the board. Combined with more selective underwriting especially in Commercial lines, this led to an increase in revenues of 1\%.
Asset management revenue growth was driven by higher assets under management, despite net outflows, mainly in the institutional client segment of AllianceBernstein and AXA Rosenberg."
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[^0]| Revenues : Key figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Euro million, except when otherwise noted | 9M09 | 9M10 | Change on a reported basis | Change |  |  |
|  |  |  |  | Comp. ${ }^{(a)}$ basis | Scope \& Other | FX impact(b) |
| Life \& Savings revenues | 42,706 | 43,970 | +3.0\% | +0.9\% | -0.4 pt | +2.5 pts |
| Net inflows (Euro billion) | 7.0 | 7.8 |  |  |  |  |
| APE ${ }^{1}$ (Group share) | 4,508 | 4,632 | +2.8\% | -0.5\% | -0.9 pt | +4.2 pts |
| NBV2 (Group share) | 775 | 911 | +17.6\% | +13.0\% | -0.1 pt | +4.7 pts |
| NBV to APE margin (Group share) | 17.2\% | 19.7\% | +2.5 pts | +2.4 pts |  |  |
| Property \& Casualty revenues | 20,524 | 21,389 | +4.2\% | +0.7\% | +0.4 pt | +3.0 pts |
| International Insurance revenues | 2,308 | 2,296 | -0.5\% | -2.2\% | -0.7 pt | +2.4 pts |
| Asset Management revenues | 2,253 | 2,463 | +9.3\% | +6.2\% | +0.0 pt | +3.1 pts |
| Net inflows (Euro billion) | -51 | -41 |  |  |  |  |
| Total revenues ${ }^{(c)}$ | 68,094 | 70,462 | +3.5\% | +1.0\% | -0.1 pt | +2.7 pts |

(a) Change on a comparable basis was calculated at constant FX and scope.
(b) Mainly due to the depreciation of Euro against most currencies.
(c) Including banking revenues up $13 \%$ to Euro 344 million in 9 M10 (vs. Euro 302 million in 9M09).

## Revenues

- Total Revenues were up 1.0\% to Euro 70,462 million.
- Life \& Savings revenues were up $0.9 \%$ to Euro 43,970 million.

APE ${ }^{1}$ was down $0.5 \%$ to Euro 4,632 million, with lower sales in the US, France and Japan, partly offset by strong performance mainly in MedLA, CEE, SEA \& China, Hong Kong and the UK. High growth markets ${ }^{3}$ APE was up $28 \%$.
Net inflows were positive at Euro +7.8 billion (up Euro 0.6 billion vs. 9 MO 0 ), mainly driven by higher gross inflows.
New Business Value ( $\mathrm{NBV}^{2}$ ) was up $13 \%$ to Euro 911 million, primarily due to improved business mix benefiting from new products introduced in the US and Japan.
As a result, New Business margin was up 2.4 points from $17.2 \%$ to $19.7 \%$, with protection at $40 \%$, health at $45 \%$ and investment \& savings at 9\%.

- Property \& Casualty revenues increased by $0.7 \%$ to Euro 21,389 million as the $3.9 \%$ growth in Individual lines (largely driven by a 3.4\% average price increase), was partly offset by a $3.8 \%$ decrease in Commercial lines where the $2.0 \%$ average price increase was more than compensated by lower volumes from more selective underwriting and by reduced sum insured. Overall, the average price increase was $2.8 \%$.
- Asset Management revenues were up $6.2 \%$ to Euro 2,463 million, mostly due to higher average assets under management (+6\%). Assets under management reached Euro 877 billion, up Euro 32 billion vs. December 31, 2009 levels, benefiting from positive market and forex impacts partly offset by net outflows mainly from institutional clients.


## Life \& Savings

- Life \& Savings revenues were up $0.9 \%$ to Euro 43,970 million with positive contribution from MedLA and NORCEE partly offset by France and the US.

Net inflows were positive at Euro +7.8 billion (up Euro 0.6 billion vs. 9 MO 0 ), mainly driven by higher gross inflows.

| Net Inflows by country/region |  |  |
| :---: | :---: | :---: |
| Euro billion | 9M09 | 9M10 |
| France | +3.2 | +2.2 |
| NORCEE ${ }^{(a)}$ | +2.0 | +3.2 |
| United States | +0.3 | -0.8 |
| United Kingdom ${ }^{(b)}$ | -0.6 | -0.8 |
| Asia Pacific ${ }^{(c)}$ | +0.9 | +1.5 |
| MedLA(d) | +1.2 | +2.4 |
| Total L\&S Net Inflows | +7.0 | +7.8 |

(a) Northern Central and Eastern Europe: Germany, Belgium, Switzerland, Central \& Eastern Europe and Luxembourg (b) UK net inflows, excluding with-profit funds, stood at Euro 110 million at September 30, 2010.
(c) Asia Pacific: Australia, New Zealand, Hong Kong, Japan and South East Asia
(d) Mediterranean and Latin America Region: Italy, Spain, Portugal, Turkey, Mexico, Greece and Morocco

- New Business Volume ( APE $^{1}$ ) was down $0.5 \%$ to Euro 4,632 million, with:
- lower sales in the US (mainly lower "Accumulator" sales following product redesign partly compensated by new "Retirement Cornerstone" product sales), France (decline in both Individual and Group lines) and Japan (discontinuation of a lower margin tax-driven protection product),
- partly offset by strong performance mainly in MedLA (notably thanks to Italy in a context of low interest rate environment limiting competition from banking products, and fiscal amnesty), CEE, SEA \& China and Hong-Kong (driven by higher sales of protection with savings products), as well as the UK (driven by the success of the "Elevate" wrap-platform). High growth markets ${ }^{3}$ APE was up $28 \%$.
Unit-linked share in APE was $38 \%$, as clients continue to remain cautious towards unit-linked products in still unstable market environments.

| Annual Premium Equivalent by country/resion |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |

(a) Northern Central and Eastern Europe: Germany, Belgium, Switzerland and Central and Eastern Europe.
Luxemburg's APE and NBV are not modelled.
(b) Portugal, Greece, Turkey, Mexico and Morocco.

- New Business Value ( $\mathbf{N B V}^{2}$ ) was up $13 \%$ to Euro 911 million, primarily due to improved business mix mainly benefiting from new products introduced in the US and Japan.
As a result, New Business margin was 19.7\%.
Actuarial and financial assumptions are not updated on a quarterly basis, except for interest rates which are hedged for variable annuity products. These assumptions will be updated at year-end 2010 and will notably take into account the decline in interest rates.



## Detail by country:

## The United States

New business APE decreased by $7 \%$ to Euro 741 million, primarily driven by lower variable annuity sales, mainly in third-party channels, due to high level of sales in 1Q09 preceding the redesigned "Accumulator" products, partly offset by higher mutual funds sales.
The new "Retirement Cornerstone" product represented 50\% of total variable annuity first year premiums in 3Q10.

NBV margin was up 6.8 points to $11.2 \%$, primarily as a result of strong improvement in business mix following the introduction of a redesigned "Accumulator" product and the progressive launch of "Retirement Cornerstone" in 2010, partly offset by higher unit costs.

## France

New business APE was down 11\% to Euro 996 million, mostly driven by:
(i) in Individual lines, a decrease in savings products sales (driven by lower sales from bank partnerships and fewer large contracts on traditional business in a context of high competition on rates), partly offset by an increase in unit-linked products sales (increased incentives to both agents and clients) and protection products sales (success of family protection product),
(ii) in Group lines, a decrease mostly due to lower large premiums in retirement business (in both unit-linked and non unit-linked).

NBV margin was up 0.9 point to $9.3 \%$, mainly as a result of improvement in product mix in Individual lines with a shift towards unit-linked products and an increase in protection products sales.

## The United Kingdom

New business APE was up $6 \%$ to Euro 737 million, mainly as a result of strong increase in mutual fund sales through the new "Elevate" wrap-platform.

NBV margin was down 0.4 point to $10.3 \%$ as a result of a less favorable business mix.

## Northern Central \& Eastern Europe

- Germany new business APE was stable at Euro 358 million with higher sales in investment \& savings products offset by lower sales in health products following a legislative reform.
NBV margin was down 2.4 points to $11.9 \%$ primarily due to the impact of lower interest rates on "Twinstar" variable annuity product profitability.
- Switzerland new business APE was up $4 \%$ to Euro 233 million mainly due to higher sales in group life due to higher single premiums reflecting new business coming from pension foundations.

NBV margin was stable at 33.5\%.

- Belgium new business APE was up $2 \%$ to Euro 176 million mostly due to an increase in individual investment \& savings products sales partly offset by lower exceptional large contracts in group life.
NBV margin was down 0.5 point to $14.8 \%$.
- Central \& Eastern Europe new business APE was up 18\% to Euro 171 million mostly driven by the success of pension products mainly in Poland.
NBV margin was up 2.6 points to $23.5 \%$ driven by a better business mix.


## Asia Pacific

- Japan new business APE decreased by $13 \%$ to Euro 335 million, mainly driven by the discontinuation of a lower margin tax-driven product.

NBV margin was up 11.8 points to $71.8 \%$ mainly driven by an improved business mix (notably due to the variable annuity offer redesign and the discontinuation of a lower margin tax-driven product).

- Australia/New Zealand new business APE was down 10\% to Euro 223 million, mainly due to a decrease in mutual fund sales in a context of flat equity markets in 3Q10.

NBV margin was down 0.1 point at $13.6 \%$.

- Hong Kong new business APE was up $20 \%$ to Euro 111 million, mainly due to an increase in protection with savings products.

NBV margin was up 4.9 points to $68.9 \%$ mainly as a result of an improved business mix with a shift from investment \& savings products towards higher margin protection products.

- South East Asia \& China new business APE was up $61 \%$ to Euro 120 million mainly driven by higher sales of protection with savings across the board, notably through the bancassurance channel (mainly AXA Mandiri Financial Services jointventure in Indonesia).

NBV margin was down 12.3 points to $45.6 \%$ mainly due to a less favorable business mix and expenses and lapses modeling refinement.

## Mediterranean and Latin America Region (MedLA)

- New business APE increased by 30\% to Euro 431 million, driven by higher sales in non unit-linked investment \& savings products in Italy particularly at AXA MPS Italian Joint-Venture in a context of lower competition from bank deposits, combined with strong sales in "Accumulator" products (mainly in Spain) and in group protection in Mexico.
- NBV margin was up 1.3 points to $16.3 \%$, as a result of lower unit costs due to higher volumes and an improved business mix.


## PROPERTY \& CASUALTY /

## Property \& Casualty

Property \& Casualty revenues increased by $0.7 \%$ to Euro 21,389 million as the $3.9 \%$ growth in Individual lines (largely driven by a 3.4\% average price increase), was partly offset by a $3.8 \%$ decrease in Commercial lines where the $2.0 \%$ average price increase was more than compensated notably by lower volumes from more selective underwriting and by reduced sum insured. Overall, the average price increase was 2.8\%.

Net new personal contracts amounted to $+940 k$.

| Property \& Casualty : IFRS revenues by country/region |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| In Euro million | $9 \mathrm{MO9}$ | 9 M 10 | Change on a <br> reported basis | Change on a <br> comp. basis |
| NORCEE $^{(\mathrm{a})}$ | 6,713 | 6,845 | $+2.0 \%$ | $-1.3 \%$ |
| of which Germany | 2,905 | 2,869 | $-1.2 \%$ | $-1.5 \%$ |
| of which Belgium | 1,651 | 1,617 | $-2.1 \%$ | $-2.1 \%$ |
| of which Switzerland | 2,058 | 2,201 | $+6.9 \%$ | $-0.8 \%$ |
| MedLA | 4,806 | 4,906 | $+2.1 \%$ | $-0.7 \%$ |
| of which Spain | 1,868 | 1,765 | $-5.5 \%$ | $-5.5 \%$ |
| of which Italy | 1,019 | 1,036 | $+1.6 \%$ | $+1.6 \%$ |
| of which other ${ }^{(b)}$ | 1,919 | 2,105 | $+9.7 \%$ | $+2.8 \%$ |
| France | 4,434 | 4,556 | $+2.7 \%$ | $+2.7 \%$ |
| United Kingdom \& Ireland | 3,071 | 3,208 | $+4.5 \%$ | $+1.4 \%$ |
| Canada | 877 | 1,095 | $+24.8 \%$ | $+6.7 \%$ |
| Asia | 623 | 779 | $+25.2 \%$ | $+7.4 \%$ |
| Total P\&C revenues | 20,524 | 21,389 | $+4.2 \%$ | $+0.7 \%$ |

(a) Northern Central and Eastern Europe: Germany, Belgium, Switzerland, Central and Eastern Europe, Luxembourg
(b) Portugal, Greece, Turkey, Mexico, Gulf region and Morocco.

Personal lines were up $3.9 \%$ mainly benefiting from a $3.4 \%$ average price increase.

- Personal Motor revenues (36\% of total P\&C revenues) were up 5\% mainly driven by the UK (+35\%) following strong tariff increases and higher volumes mostly as a result of the success of both Swiftcover and AXA branded direct businesses. France was up 5\% mostly driven by tariff increases while Spain was down $7 \%$ mainly due to both lower volumes as a result of severe price competition and lower guarantees.
Motor net new contracts amounted to +718 k .
- Personal Non-Motor revenues ( $25 \%$ of total P\&C revenues) increased by $3 \%$ driven by France ( $+5 \%$ ) largely attributable to price increases in household, and by Italy as AXA MPS household business benefited from the rebound of bank mortgage loan activity. These positive impacts were partially offset by a decrease in Germany ( $-3 \%$ ) primarily due to the medical liability segment restructuring with tariff increase and selective underwriting.
Household net new contracts amounted to $+222 k$.

Commercial lines were down $3.8 \%$ as the $2.0 \%$ average price increase was more than offset notably by lower volumes from more selective underwriting and by reduced sum insured.

- Commercial Motor revenues ( $8 \%$ of total P\&C revenues) were stable as increases notably in the UK and Ireland (+7\%), Mexico (+4\%) and Canada (+7\%) were offset by negative contributions mostly from Spain (-22\%) reflecting tariff increases despite high competition.
- Commercial Non-Motor revenues (30\% of total P\&C revenues) were down 5\% notably due to the UK ( $-13 \%$ ) following AXA's exit from certain property accounts in a very competitive environment, Belgium ( $-8 \%$ ) as a consequence of selective underwriting in workers compensation, and Switzerland ( $-3 \%$ ) as a result of lower volumes mainly in the competitive health market.


## Asset Management

- Asset Management revenues were up $6.2 \%$ to Euro 2,463 million, mostly due to higher average assets under management (+6\%).
- Assets Under Management were up Euro 32 billion versus December 31, 2009 to Euro 877 billion mainly as a result of:
- Net inflows: Euro -41 billion primarily at AllianceBernstein (Euro -23 billion) and AXA Rosenberg (Euro -26 billion), mainly in the institutional client segment, partly offset by positive net inflows from certain other AXA IM expertises,
- Market impact: Euro +45 billion,
- Forex impact: Euro +29 billion mostly driven by the USD appreciation versus the Euro.

| Assets Under Management Roll-forward |  |  |  |
| :--- | :---: | :---: | :---: |
| In Euro billion | Alliance <br> Bernstein | AXA IM | Total |
| AUM at FY09 | 346 | 499 | 845 |
| Net inflows | -23 | -19 | -41 |
| Market appreciation | +14 | +31 | +45 |
| Scope \& other impacts | +18 | -0 | -0 |
| Forex impact | 355 | 522 | 877 |
| AUM at 9M10 | 366 | 501 | 867 |
| Average AUM over the period | $+12 \%$ | $+5 \%$ | $+7 \%$ |
| Change of average AUM on a reported basis | $+7 \%$ | $+4 \%$ | $+6 \%$ |
| Change of average AUM on a comparable basis | +29 |  |  |

## International Insurance

International Insurance revenues decreased by 2\% to Euro 2,296 million, mainly due to AXA Corporate Solutions Assurance.

| International Insurance IFRS revenues |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In Euro million | 9M09 | 9M10 | Change on a reported basis | Change on a comparable basis |
| AXA Corporate Solutions Assurance | 1,598 | 1,597 | -0.1\% | -2.3\% |
| AXA Assistance | 573 | 575 | +0.4\% | -0.4\% |
| AXA Global Life \& Global P\&C ${ }^{\text {a }}$ | 57 | 49 | -15.0\% | -15.5\% |
| Other International activities | 79 | 76 | -4.4\% | -2.4\% |
| Total International Insurance | 2,308 | 2,296 | -0.5\% | -2.2\% |

(a) Formerly AXA Cessions. Combines both central teams from Life \& Savings and Property \& Casualty global business
lines in addition to existing Group reinsurance operations.

## Notes

${ }^{1}$ Annual Premium Equivalent (APE) represents $100 \%$ of new business regular premiums $+10 \%$ of new business single premiums. APE is Group share
${ }^{2}$ New Business Value is Group share.
${ }^{3}$ High growth markets: Central \& Eastern Europe, Hong Kong, South East Asia \& China, Turkey, Mexico, Gulf region and Morocco.


#### Abstract

About AXA AXA Group is a worldwide leader in insurance and asset management, with 216,000 employees serving 96 million clients in 57 countries. For 1H10, IFRS revenues amounted to Euro 49.9 billion and IFRS underlying earnings to Euro 2.1 billion. AXA had Euro 1,089 billion in assets under management as of June 30, 2010. The AXA ordinary share is listed on compartment A of Euronext Paris under the ticker symbol CS (ISN FR 0000120628 - Bloomberg: CS FP - Reuters: AXAF.PA). AXA's American Depository Shares are also quoted on the OTC QX platform under the ticker symbol AXAHY. The Group is included in the main international SRI indexes, such as Dow Jones Sustainability Index (DJSI) and FTSE4GOOD.


This press release is available on the AXA Group website: www.axa.com

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## IMPORTANT LEGAL INFORMATION AND CAUTIONARY STATEMENTS CONCERNING FORWARD-LOOKING STATEMENTS

Certain statements contained herein are forward-looking statements including, but not limited to, statements that are predictions of or indicate future events, trends, plans or objectives. 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 the section "Cautionary statements" in page 2 of AXA's Document de Référence for the year ended December 31, 2009, 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.

AXA Group IFRS revenues - contributions \& growth by segment and country/region

| In Euro million | $\begin{array}{r} 9 \mathrm{MO9} \\ \text { IFRS } \end{array}$ | 9M10 <br> IFRS | IFRS revenues change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Reported | Comp. basis |
| United States | 7,405 | 7,142 | -3.6\% | -7.2\% |
| France | 11,646 | 10,825 | -7.0\% | -7.0\% |
| NORCEE | 10,811 | 11,765 | +8.8\% | +5.8\% |
| of which Germany | 4,885 | 5,110 | +4.6\% | +4.6\% |
| of which Switzerland | 3,880 | 4,349 | +12.1\% | +4.0\% |
| of which Belgium | 1,651 | 1,886 | +14.2\% | +14.2\% |
| of which Central \& Eastern Europe | 344 | 360 | +4.8\% | -0.4\% |
| United Kingdom | 2,002 | 1,905 | -4.8\% | -0.4\% |
| Asia Pacific | 6,337 | 6,532 | +3.1\% | -2.7\% |
| of which Japan | 4,156 | 4,134 | -0.5\% | -2.1\% |
| of which Australia/New-Zealand | 1,158 | 1,192 | +3.0\% | -17.5\% |
| of which Hong Kong | 905 | 1,029 | +13.7\% | +9.6\% |
| of which South East Asia | 118 | 177 | +50.3\% | +30.7\% |
| MedLA | 4,420 | 5,698 | +28.9\% | +28.8\% |
| of which Spain | 488 | 531 | +8.9\% | +8.9\% |
| of which Italy | 3,444 | 4,635 | +34.6\% | +34.6\% |
| of which other ${ }^{(a)}$ | 488 | 533 | +9.2\% | +7.3\% |
| Canada | 85 | 102 | +19.8\% | +2.4\% |
| Life \& Savings | 42,706 | 43,970 | +3.0\% | +0.9\% |
| NORCEE | 6,713 | 6,845 | +2.0\% | -1.3\% |
| of which Germany | 2,905 | 2,869 | -1.2\% | -1.5\% |
| of which Belgium | 1,651 | 1,617 | -2.1\% | -2.1\% |
| of which Switzerland | 2,058 | 2,201 | +6.9\% | -0.8\% |
| France | 4,434 | 4,556 | +2.7\% | +2.7\% |
| Mediterranean Region | 4,806 | 4,906 | +2.1\% | -0.7\% |
| of which Spain | 1,868 | 1,765 | -5.5\% | -5.5\% |
| of which Italy | 1,019 | 1,036 | +1.6\% | +1.6\% |
| of which other ${ }^{(b)}$ | 1,919 | 2,105 | +9.7\% | +2.8\% |
| United Kingdom \& Ireland | 3,071 | 3,208 | +4.5\% | +1.4\% |
| Canada | 877 | 1,095 | +24.8\% | +6.7\% |
| Asia | 623 | 779 | +25.2\% | +7.4\% |
| Property \& Casualty | 20,524 | 21,389 | +4.2\% | +0.7\% |
| AXA Corporate Solutions Assurance | 1,598 | 1,597 | -0.1\% | -2.3\% |
| Others | 709 | 700 | -1.4\% | -2.0\% |
| International Insurance | 2,308 | 2,296 | -0.5\% | -2.2\% |
| AllianceBernstein | 1,390 | 1,595 | +14.7\% | +10.4\% |
| AXA Investment Managers | 863 | 868 | +0.7\% | -0.5\% |
| Asset Management | 2,253 | 2,463 | +9.3\% | +6.2\% |
| Banking \& Holding | 303 | 344 | +13.5\% | +13.0\% |
|  |  |  |  |  |
| Total | 68,094 | 70,462 | +3.5\% | +1.0\% |

(a) Portugal, Greece, Turkey, Mexico and Morocco.
(b) Portugal, Greece, Turkey, Mexico, Gulf region and Morocco.

| Breakdown of APE - main countries, regions and modelled businesses |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Group share in Euro million | 9M10 APE |  |  | \% UL in APE (excl. mutual funds) |  | UL change on comparable basis |
|  | UL | Non-UL | Mutual Funds | 9M09 | 9M10 |  |
| France | 108 | 888 |  | 10\% | 11\% | -6\% |
| United States | 337 | 150 | 254 | 75\% | 69\% | -26\% |
| United Kingdom | 575 | 79 | 83 | 87\% | 88\% | -4\% |
| NORCEE |  |  |  |  |  |  |
| Germany | 101 | 257 |  | 28\% | 28\% | +4\% |
| Switzerland | 21 | 212 |  | 10\% | 9\% | -6\% |
| Belgium | 14 | 162 |  | 6\% | 8\% | +31\% |
| Central \& Eastern Europe | 114 | 19 | 37 | 66\% | 86\%(a) | +39\% |
| ASIA PACIFIC |  |  |  |  |  |  |
| Japan | 94 | 241 |  | 23\% | 28\% | +8\% |
| Australia/New-Zealand | 24 | 33 | 166 | 14\% | 41\%(a) | -33\% |
| Hong Kong | 40 | 71 |  | 35\% | 36\% | +25\% |
| South East Asia \& China | 64 | 56 |  | 59\% | 54\% | +58\% |
| MedLA | 79 | 347 | 6 | 17\% | 18\% | +43\% |
| Spain | 9 | 45 | 4 | 5\% | 17\% | +267\% |
| Italy | 65 | 227 | 2 | 24\% | 22\% | +32\% |
| Other ${ }^{(b)}$ | 4 | 75 |  | 4\% | 5\% | +53\% |
| Total | 1,573 | 2,514 | 546 | 38\% | 38\% | -4\% |

(a) Reclassification of products.
${ }^{(b)}$ Portugal, Greece, Turkey, Mexico and Morocco.

APPENDIX 3: AXA Group IFRS Revenues in local currency - Discrete quarters /

| (In million local currency except Japan in billion) | 1Q09 | 2Q09 | 3Q09 | 4Q09 | 1Q10 | 2Q10 | 3Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life \& Savings |  |  |  |  |  |  |  |
| United States | 4,197 | 3,257 | 2,670 | 2,962 | 3,084 | 3,174 | 3,138 |
| France | 4,012 | 4,012 | 3,623 | 4,694 | 3,824 | 3,502 | 3,500 |
| NORCEE |  |  |  |  |  |  |  |
| of which Germany | 1,516 | 1,540 | 1,829 | 1,810 | 1,696 | 1,786 | 1,628 |
| of which Switzerland | 4,188 | 922 | 749 | 838 | 4,325 | 899 | 868 |
| of which Belgium | 534 | 514 | 603 | 865 | 731 | 605 | 549 |
| of which Central \& Eastern Europe | 115 | 113 | 116 | 124 | 119 | 118 | 123 |
| United Kingdom | 556 | 599 | 620 | 705 | 605 | 612 | 417 |
| Asia Pacific |  |  |  |  |  |  |  |
| of which Japan | 174 | 188 | 167 | 176 | 154 | 210 | 154 |
| of which Australia/New-Zealand | 918 | 607 | 586 | 606 | 559 | 646 | 544 |
| of which Hong Kong | 3,178 | 3,099 | 3,317 | 3,407 | 3,368 | 3,493 | 3,659 |
| MedLA | 1,417 | 1,532 | 1,471 | 2,053 | 2,355 | 1,879 | 1,464 |
| Property \& Casualty |  |  |  |  |  |  |  |
| NORCEE |  |  |  |  |  |  |  |
| of which Germany | 1,619 | 587 | 699 | 596 | 1,584 | 593 | 692 |
| of which Switzerland | 2,686 | 260 | 162 | 144 | 2,645 | 256 | 182 |
| of which Belgium | 648 | 513 | 491 | 479 | 634 | 504 | 479 |
| France | 1,864 | 1,224 | 1,346 | 1,250 | 1,902 | 1,279 | 1,375 |
| MedLA | 1,725 | 1,678 | 1,403 | 1,891 | 1,745 | 1,693 | 1,469 |
| United Kingdom \& Ireland | 881 | 952 | 891 | 757 | 872 | 978 | 902 |
| Asia | 212 | 205 | 206 | 191 | 243 | 258 | 279 |
| Canada | 385 | 530 | 484 | 452 | 404 | 560 | 528 |
| International Insurance |  |  |  |  |  |  |  |
| AXA Corporate Solutions Assurance | 900 | 355 | 343 | 332 | 933 | 338 | 326 |
| Others, including AXA RE | 279 | 196 | 234 | 221 | 279 | 212 | 208 |
| Asset Management |  |  |  |  |  |  |  |
| AllianceBernstein | 610 | 624 | 667 | 731 | 701 | 712 | 685 |
| AXA Investment Managers | 295 | 284 | 284 | 325 | 302 | 303 | 263 |
| Banking \& Holdings | 78 | 89 | 91 | 80 | 90 | 97 | 87 |

APPENDIX 4: 9M10 Property \& Casualty revenues contribution \& growth by business line /

| in \% | Personal Motor |  | Personal Non-Motor |  | Commercial Motor |  | Commercial Non-Motor |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \% Gross revenues | Change on comp. basis | \% Gross revenues | Change on comp. basis | \% Gross revenues | Change on comp. basis | \% Gross revenues | Change on comp basis |
| France | 33\% | +5\% | 28\% | +5\% | 8\% | +0\% | 31\% | -1\% |
| United Kingdom ${ }^{\text {(a) }}$ | 26\% | +35\% | 35\% | +0\% | 7\% | +7\% | 33\% | -13\% |
| NORCEE | 33\% | +1\% | 24\% | -1\% | 7\% | +1\% | 33\% | -4\% |
| Of which Germany | 31\% | -1\% | 34\% | -3\% | 7\% | +2\% | 22\% | -2\% |
| Of which Belgium | 30\% | +2\% | 21\% | +3\% | 12\% | -1\% | 37\% | -8\% |
| Of which Switzerland | 36\% | +1\% | 15\% | +2\% | 4\% | +0\% | 45\% | -3\% |
| MedLA | 45\% | -0\% | 21\% | +7\% | 10\% | -5\% | 25\% | -6\% |
| Of which Spain | 51\% | -7\% | 25\% | +5\% | 7\% | -22\% | 18\% | -7\% |
| Of which Italy | 60\% | +1\% | 29\% | +7\% | 1\% | -27\% | 10\% | -3\% |
| Of which other ${ }^{(b)}$ | 32\% | +10\% | 13\% | +11\% | 17\% | +4\% | 38\% | -6\% |
| Canada | 38\% | +5\% | 20\% | +10\% | 7\% | +7\% | 36\% | +5\% |
| Asia | 72\% | +5\% | 8\% | +22\% | 5\% | +15\% | 17\% | +1\% |
| Total | 36\% | +5\% | 25\% | +3\% | 8\% | +0\% | 30\% | -5\% |

(a) Including Ireland.
(b) Portugal, Greece, Turkey, Mexico, Gulf region and Morocco.

| Property \& Casualty price increases by country and business line |  |  |
| :--- | :---: | ---: |
| In $\%$ | Personal | Commercial |
|  |  |  |
| France | $+4.0 \%$ | $+3.4 \%$ |
| Germany | $+0.1 \%$ | $-0.1 \%$ |
| United Kingdom \& Ireland | $+9.8 \%$ | $+3.4 \%$ |
| Switzerland | $-0.6 \%$ | $-1.1 \%$ |
| Belgium | $+2.0 \%$ | $0.0 \%$ |
| Canada | $+5.5 \%$ | $+1.3 \%$ |
| MedLA | $+3.1 \%$ | $+2.9 \%$ |
|  |  |  |
| Total | $\mathbf{+ 3 . 4} \%$ | $\mathbf{+ 2 . 0} \%$ |


| APE, NBV \& NBV margin - main countries, regions and modelled businesses |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in Euro million | $\begin{gathered} 9 \mathrm{M} 09 \\ \text { APE } \end{gathered}$ | $\begin{gathered} \text { 9M10 } \\ \text { APE } \end{gathered}$ | Change on a comparable basis | 9M09 NBV | $\begin{aligned} & \text { 9M10 } \\ & \text { NBV } \end{aligned}$ | Change on a comparable basis | 9M10 <br> NBV/APE margin | Change on a comparable basis |
| United States | 770 | 741 | -7.4\% | 34 | 83 | +132.5\% | 11.2\% | +6.8 pts |
| France | 1,120 | 996 | -11.1\% | 94 | 92 | -2.0\% | 9.3\% | +0.9 pt |
| United Kingdom | 711 | 737 | +5.9\% | 80 | 76 | +1.8\% | 10.3\% | -0.4 pt |
| NORCEE | 841 | 938 | +4.0\% | 167 | 187 | +1.8\% | 19.9\% | -0.4 pt |
| Germany | 342 | 358 | -0.0\% | 47 | 43 | -16.8\% | 11.9\% | -2.4 pts |
| Switzerland | 208 | 233 | +4.1\% | 69 | 78 | +4.3\% | 33.5\% | +0.1 pt |
| Belgium | 174 | 176 | +1.7\% | 27 | 26 | -1.9\% | 14.8\% | -0.5 pt |
| Central \& Eastern Europe | 118 | 171 | +17.7\% | 24 | 40 | +32.3\% | 23.5\% | +2.6 pts |
| ASIA PACIFIC | 733 | 789 | -1.8\% | 350 | 402 | +8.9\% | 51.0\% | +5.3 pts |
| Japan | 380 | 335 | -13.3\% | 228 | 241 | +3.8\% | 71.8\% | +11.8 pts |
| Australia/New-Zealand | 198 | 223 | -10.4\% | 27 | 30 | -11.3\% | 13.6\% | -0.1 pt |
| Hong Kong | 89 | 111 | +20.0\% | 57 | 77 | +29.2\% | 68.9\% | +4.9 pts |
| South East Asia \& China | 66 | 120 | +61.3\% | 37 | 55 | +26.7\% | 45.6\% | -12.3 pts |
| MedLA | 332 | 431 | +30.0\% | 50 | 70 | +40.9\% | 16.3\% | +1.3 pts |
| Spain | 58 | 58 | +1.1\% | 7 | 10 | +56.9\% | 17.7\% | +6.3 pts |
| Italy | 208 | 294 | +41.5\% | 33 | 47 | +43.3\% | 15.9\% | +0.2 pt |
| Other ${ }^{\text {a }}$ ) | 67 | 79 | +18.6\% | 10 | 13 | +23.6\% | 16.9\% | $+0.7 \mathrm{pt}$ |
| TOTAL | 4,508 | 4,632 | -0.5\% | 775 | 911 | +13.0\% | 19.7\% | +2.4 pts |

[^1]
## APPENDIX 7: 3Q10 Main Press Releases /

- 08/04/2010 Half Year 2010 Earnings - Confirmation of AXA's operating model strength
- 08/04/2010 Appointments (François Pierson, Nicolas Moreau, Paul Evans)
- 08/06/2010 AXA and BNP Paribas to renew their 2005 agreement
- 08/09/2010 Update on the AXA APH transaction - ACCC to conduct market enquiries
- 08/09/2010 Extension of AXA APH proposal following ACCC announcement to conduct market enquiries
- 08/24/2010 AXA launches its 2010 employee share offering (Shareplan 2010)
- 09/09/2010 AXA comments on ACCC decision
- 09/14/2010 AXA comments on NAB decision
- 09/15/2010 AXA has completed the sale of part of its UK life \& savings operations
- 10/13/2010 George Stansfield, AXA Group General Counsel, is appointed Head of Group Human Resources in addition to his current responsibilities and joins AXA's Executive Committee

Please refer to the following web site address for further details:
http://www.axa.com/en/press/pr/
APPENDIX 8: 3Q10 operations on AXA shareholders' equity and debt /

## Shareholders' Equity

No significant operation.
Debt
No significant operation.

- 11/16/2010 Investor Day
- 02/17/2011 Full Year 2010 Earnings


[^0]:    All comments are on a comparable basis (constant Forex, scope and methodology for activity indicators).
    The sale of part of our UK life operations has been completed in September 2010. 9M10 reported figures include January to August contributions of the disposed operations.

[^1]:    (a)Portugal, Greece, Turkey, Mexico and Morocco.

