

# S1 2019 Earnings Call

## Company Participants

- Alban de Mailly Nesle, Group Chief Risk Officer and Head of Group Insurance Office
- Antimo Perretta, Chief Executive Officer Europe
- Gerald Harlin, Group Deputy Chief Executive Officer and Chief Financial Officer
- Jacques de Peretti, Chief Executive Officer of AXA France
- Julien Parot, Head of Media Relations and Reputation
- Thomas Buberl, Chief Executive Officer

## Other Participants

- Catrin Shi, Acting Managing Editor
- Julien Marion, Editor
- Muriel Breiman, Editor
- Unidentified Participant

## Presentation

### Julien Parot

(Foreign Language) Good morning, everyone, and thank you for joining this Conference Call. Thomas Buberl, Chief Executive of AXA will presenting; Gerald Harlin, AXA Deputy CEO and CFO. The presentation will be followed by a Q&A session, during which will be involved a number of members of management committee Jacques Peretti, CEO of AXA France; Antimo Perretta, CEO of AXA Europe; George Stansfield, Deputy CEO and Secretary General of the Group; and Alban de Mailly Nesle, Risk and Investment Director.

Thomas, over to you.

### Thomas Buberl {BIO 16182457 <GO>}

Thank you, Julien. Good morning to everyone. Welcome to the presentation of the AXA Group for the first half 2019. 2018 had been a year where we saw a lot of action, a decisive year in our transformation process.

As you can see on Slide five, the first half of 2019 increased a very positive trend, in which we found ourselves the figures for 2019, and of this first half do confirm that the implementation is going quite well. We are performing and this strategy is paying off. In the first half, the growth of -- the organic growth was confirmed. We are increasing our revenues by 4% at EUR58 billion, driven by our targeted segments. This growth was extremely profitable. Our underlying earnings 7% strong growth at EUR3.6 billion.

Underlying earnings per share, which is a key indicator for our Ambition for 2020 is up by 10% at EUR1.46. These results were obtained, thanks to our targeted segments and geographies, but also thanks to the very good first half of AXA XL, as you will be seeing later on.

Our balance sheet remains solid. Solvency ratio amounts to 190%, within our range, which is a targeted range. All in all, these good figures show that we are implementing in a strict manner, relevant strategy, which is bearing fruits and we are focusing on our priorities with a lot of reserve.

On Slide six, you can see that the growth momentum that was triggered last year continued in the first half. Our revenues are up by 4% to EUR58 billion. It was driven by the momentum of the targeted segments, which we chose to develop as part of our strategic plan. Plus 6% in P&C Commercial lines, this segment represents today 42% of the Group's revenues. You can see here, to what extent the acquisition of AXA XL has allowed us to speed up the transformation of our business mix. Health sees a growth of 5%, continuing its organic growth, which is dynamic. And Protection is up by 3%.

For AXA, as you can see on Slide seven, this transformation is taking place to -- for the benefit of profitability, the combined ratio is at good levels. These good figures show that we have made good progress in our transformation, since the presentation of our strategic plan in June 2016. It shows also the ability of AXA to focus on its priorities and what is even more important to deliver.

This is what we have achieved again at the start of this year. As you can see it on Slide eight. In February, I had told you that the integration of AXA XL was a priority. At AXA XL, the commercial momentum turned out to be very favorable. Higher revenues stood at plus 9% in the half year. The rising trend of prices has been shored up in most of our lines. This growth momentum turned out to be profitable. The contribution of AXA XL to underlying results of AXA is at EUR502 million during this half year. The complementarity between the expertise of AXA XL and the distribution power of AXA is a real asset.

We already see the synergies of revenues. Together, we are gaining business and we are better at knowing our customers. To continue the AXA integration -- I mean, of AXA XL, it was one of our priorities that was announced. As you can see, we did make good progress. We made progress as well when it comes to our other priorities.

As you can see on Slide nine, we continue to cut down on our stake in AXA Equitable Holdings after the divestitures in March and June. We will reduce further our economic stake down to 30% against 59% at the end of 2018. We also, as scheduled, continued with the deleveraging of the Group and our gearing ratio will be going down to 30% at the end of the summer. We still intend to bring it down between 28% to -- 25% to 28% for the end of 2020.

Lastly, we extended our payer to partner strategy, as you can see on Slide 10.

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In regard to Health, now, we created in emerging countries an innovative ecosystem, which combines health centers with health insurance solutions. Our ambition is clearly to contribute to each and every one access to health. Our strength is to be able to adjust everywhere to the specific needs of our customers.

In P&C Commercial lines, we have developed offers where we provide advise. Risks are becoming increasingly large and complex. Our customers -- our Commercial lines customers want effective cover and this is why our size and our expertise allow us to provide them that. However, they also want advise in order to better prepare themselves for the risks every day. This is the meaning of our player to partner strategy, supporting our customers and better meet the requirements. These unique expertise is, which we are developing, we are also making them available to society as large, as you can see on Slide 11, a large cooperation.

First of all, has a key role to play in society. The best means to do so is to make sure to be efficient and share these expertise. This is why we are highly committed in fighting against climate change. Risk, which we know extremely well. For years, we have taken strong measures in favor of the climate and we will continue to do so. This year, we extended our action in order to protect biodiversity, since this is a component of protection of the climate, which is significant.

We have also been involved very much in the health sector, which will see an unprecedented transformation and the effect of the technological revolution, and of the aging of the population. We must think about how we can use these technologies in order to better protect the vulnerable populations by promoting social inclusion. This is the meaning behind what we have carried out by helping public authorities in fighting against medical desserts [ph] as we call them, as you will see this on slide 12.

AXA proves again its ability to transform itself. By excluding AXA Equitable Holdings, we see that 82% of our pre-tax, underlying earnings come from P&C, Health and Protection. It was 66% just two years ago at the same time. We have strong positions in order to continue our development. We are on track to deliver our transformation process.

We are also on track towards the goals of our strategic Ambition 2020, as you can see on slide 13. You know, extremely well now these financial objectives of our plan, I would like to note that the very good performance of our underlying earnings per share, which is increasing by 10%.

I will now turn it over to Gerald Harlin.

**Gerald Harlin** {BIO 7424807 <GO>}

Thomas. Thank you, Thomas, and good morning to you all. May I suggest we begin with Slide 15, in France. France is experiencing excellent performance with revenues up by 3%, supported in particular by Health plus 6% and Protection by 3%. Also, you can note the excellent profitability of the operations in P&C, with a combined ratio of 90.8%, down by

2.9 points. Also, you can note a reduction of the Health combined ratio. And this has made it possible to have underlining earnings up 7%, reaching EUR873 million.

If we move now on to Europe, Page 16. AXA in Europe has also had an excellent first half, underlying earnings up 4% and this -- revenues up by 2%, driven by P&C Commercial lines at 4% and also, by Health at plus 3%. And this commercial dynamic accompanied by improving the profitability of our P&C activity, you see that the combined ratio is down by 1.1 points and the same in Health, where the combined ratio is down by 0.8 points. All this allows Europe, despite the decline of the investments -- rise of underlying earnings by 4% to EUR1.3 billion.

If we move on now to Asia on Slide 17. Revenues up by 5%, driven by all the segments and supported also by technical improvements. And the underlying earnings in Asia, up by 8% to EUR620 million.

In the international region, this is Slide 18. The revenues are up 6%, supported by the growth of countries, such as Mexico, plus 12%; Turkey, plus 22%; Colombia, plus 10%. And you will note too strong robust growth in our profitable -- technical profitability with a combined ratio of 98.4%. And the growth of the revenues and an excellent improvement of our technical ratios explains the excellent performance of the international region with underlying earnings, which as you can see on the left-hand side of the page, up 16% to EUR240 million.

AXA IM now, this is Slide 19. The Group's net inflows have been EUR4 billion, thanks to the integration of AXA XL and asset under management is at EUR123 billion and gross revenues down by 8% because the transaction commissions and the reduction of costs compensate also the reduction of the commissions and underlying earnings are down by 12% to EUR123 million.

If we move now to Slide 20, AXA XL. AXA XL had an excellent first half. Revenues up 9%, supported in particular by the P&C, plus 15% and specialties at 6% and P&C Reinsurance at 2%. You note also that there has been renewing in affirming pricing circle for Insurance at plus 5% and Reinsurance plus 2.4% and the trend is continuing in most of our geographies. And this general rise of revenues, and the growth of volumes, materialization of the first synergies made it possible for AXA XL to have underlying earnings of EUR502 million.

If we move now to Page 21 for the United States. Here in the US, as you know, we have continued to reduce our stake in AXA Equitable Holdings and we've gone from 60% to 31% and with a reduction of the business in March and June of this year with a higher IPO introduction rate. And this is now under the equity method, the decline of the underlying earnings from EUR465 million to EUR283 million, as you can see on the left-hand side of the slide, show really the reduced ownership and the underlying earnings of AXA Equitable Holdings has increased by 1%.

If we move now to the summary of our earnings and the indicators for our financial strength, and I suggest we move now to Slide 23. In the first half, AXA has had excellent

underlying performance. The underlying earnings are up by 7% to EUR3.6 billion, driven in all our geographies. And note too, the excellent performance of AXA XL, which has contributed to the Group's results by EUR502 million.

On Slide 24, we have the adjusted earnings. And the adjusted earnings is the benchmark for calculating the dividend, has increased by 8% and stands now at EUR4 billion, thanks to the rise of 7% of our underlying earnings and the net added value of the first of capital gains of EUR386 million.

Next Slide now 25, with the net income and shareholders' equity. Net income is down by 19% to EUR2.3 billion, in particular driven by two technical factors. The first is the unfavorable verge [ph] of the derivatives. So you see minus EUR767 million, and the impact of the deconsolidation of AXA Equitable at EUR705 million. And these means the application of bookkeeping rules and the -- take into account the market impact. This has absolutely no impact on the cash. You will note too on the right-hand side of the same slide that shareholders' equity that reflects the value of the Company is up by 4.3% at EUR66.7 billion. And our position in the market is recorded in the net situation, hence the plus EUR2.4 million [ph] and does not include the technical margins.

If we move now to the next slide, Page 26, I would like to underscore the robustness of our Solvency II ratio. You see on the left-hand side, it is at 193%, and is really heightened our target between 170% and 220%. On the right-hand side, you will see that the three rating agencies, Standard & Poor's, Moody's, and Fitch give us excellent financial robust ratings, and all the ratings have gone back to the same level as before the acquisition of XL, which is a very positive indication of our financial robustness.

And to conclude, Slide 27, give you the general account invested assets. Note on this slide that our assets reached EUR547 billion, are chiefly invested in govies, which represent on the left-hand side, which represent 43% of our assets and have an average rating of AA, whereas the corporate bonds, which represent in blue 31% of our assets have an average rating of simple A. In the first half, we invested EUR28 billion in bonds at an average rate of 2%.

And I would like to underscore the importance for the Group of having with AXA IM, the alternative privilege access to privileged favors with the ABS, in particular with EUR123 billion in alternatives. AXA IM is a European leader in alternative management.

And I will now hand back to Thomas for conclusion.

**Thomas Buberl** {BIO 16182457 <GO>}

Thank you, Gerald. As you have seen, the first half of 2019 has proven the relevance of AXA strategy and its strict implementation, dynamic growth of all the targeted segments and of the geographies, very good operational performance, very good AXA XL half year, which contribute significantly to the Group's results. In other words, we are on track in our transformation towards the targets of the 2020 Ambition plan.

Thank you very much. We are now available for your questions.

## Questions And Answers

### Operator

(Foreign Language) (Operator Instructions) Question from Catrin Shi from Insurance Insider. Madam, please go ahead.

#### Q - Catrin Shi

Hi, there. It's Catrin Shi here from The Insurance Insider. I wonder if you could give any further detail on the non-cat large losses, which you've disclosed in the AXA XL results and what impacts that had on the combined ratio. And whether you saw any loss creep in the half as that the carriers have done from JV and other cat events?

#### A - Thomas Buberl {BIO 16182457 <GO>}

Thank you very much, Catrin, for your question. I suggest that Gerald will answer them on the non-cat large losses and the impacts of JV.

#### A - Gerald Harlin {BIO 7424807 <GO>}

Yes. We had -- I'll start first with this impact of JV because the impact of JV is after the first consideration of AXA XL. I remind you that we first consolidated XL in Q4. And in 2019, in the first half, we had some impacts -- negative impact, I would say, with a high-level of large losses, but which was offset by some release in term of reserves coming from the cat events, Michael -- hurricane Michael that took place in Q4 2018 and as well on the wildfires in California. So these two elements more or less offset, which means that in the end it would be more or less neutral.

#### Q - Catrin Shi

Okay. Thank you.

#### A - Gerald Harlin {BIO 7424807 <GO>}

And take also into consideration the fact that we start benefiting and -- but it's also for the future, but we start benefiting from the strong rate increase across the board on all the lines, including Insurance and Reinsurance of AXA XL.

#### Q - Catrin Shi

Thank you.

#### A - Thomas Buberl {BIO 16182457 <GO>}

Are there any further questions?

#### A - Julien Parot

(Foreign Language) Are there any further questions?

## Operator

(Foreign Language) Next question from Mrs. Breiman. Over to you.

(Foreign Language) Your mic is open. Over to you. Your mic is open.

(Foreign Language) Mrs. Breiman, your mic is open. You may go ahead.

## Q - Muriel Breiman

Thank you. I have a first question regarding AXA XL. Can you hear me? I would like to know, since the second half 2018 had been extremely intense in terms of natural disasters and had weighed down on AXA XL. Could we have an idea about the first half of 2019? Was it tame compared to the average?

## A - Thomas Buberl {BIO 16182457 <GO>}

Thank you for your question. I suggest that Alban de Mailly Nesle answer your question.

## A - Alban de Mailly Nesle {BIO 20387796 <GO>}

As regards AXA XL, the first half was in line with the average we can see in the past few years. So not very difficult nor easy for that matter.

## Q - Muriel Breiman

I had another question regarding AXA IM. Could we get an explanation on the lower fees and revenues that was mentioned earlier on by Mr. Harlin?

## A - Thomas Buberl {BIO 16182457 <GO>}

Gerald Harlin will give you further details.

## A - Gerald Harlin {BIO 7424807 <GO>}

Well, listen, this translates into the average fees and revenues. As you know, all asset management companies suffered, especially in the first half due to the fact that there is a product mix, which is less favorable than before. There are fewer shares, more bonds and as you know, fees are lower in that case. So, therefore, we experienced a drop in fees. Average fees represent just more than -- a little bit than 17 basis points, here we are just below 17, so that slight decrease accounts for these lower results of EUR16 million, mainly, I would say. However, don't forget that with AXA IM, and this is why I indicated the strength of AXA IM is also alternatives. And in terms of alternatives, we have positive cash flows and with alternatives, margins are much higher. And to end, remember, it's precisely in periods where rates are extremely low that there is strong demand for alternative instruments.

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## A - Julien Parot

Moving to the next question.

## Operator

(Foreign Language) Thank you. Next question from Julien Marion from Dow Jones [ph].

## Q - Julien Marion

Yes, good morning. I'd just like a detail, what's the combined ratio for P&C for last year in order to have an element of comparison for this first half?

And also, I would like to know what's your outlook for the second half? Are you expecting gentler second half? As much of the first half was -- last year the second half was very demanding.

## A - Gerald Harlin {BIO 7424807 <GO>}

Look, if we consider last year, the combined ratio last year -- of course, you have to compare like-for-like. I mean, the first half was without XL. Now, if we take the whole Group scope, with excluding AXA XL, our combined ratio last year was 94.5% and now it goes to 93.3%. So it is a very significant improvement of 1.2 points. Hence, the excellent results that we're posting for this first half.

## Q - Julien Marion

Okay. And what about your outlook for the second half?

## A - Gerald Harlin {BIO 7424807 <GO>}

Well, look, what I could possibly add is, of course, it all depends on the nat cat, with -- which we can't anticipate. Alban was mentioning earlier that in the first half XL was absolutely on track with previous years. And so, this general trend can be expected to continue because we have been working hard in all the entities on these ratios. But, obviously, it's going to depend on the level of natural catastrophes and yet, we are very confident about our capacity to continue this general trend of our combined ratio, especially for 2019.

## Q - Julien Marion

Thank you, Mr. Harlin.

## Operator

Thank you. Next question from Thierry Gouby [ph] from News Assurances Pro [ph].

## Q - Unidentified Participant

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Good morning to you all. I have a question concerning France. I'd like to know how you explain that P&C is stagnating despite an improvement of the combined ratio? And also, I'd like to know, what explains your excellent results in Health, is it more on individuals or is it corporate?

**A - Thomas Buberl** {BIO 16182457 <GO>}

Thank you for your question, and Jacques de Peretti will answer.

**A - Jacques de Peretti** {BIO 18970697 <GO>}

Yes, thank you. You have noted that our combined ratios improved by 2 points, which is excellent and that our revenues have grown this year. Revenues haven't grown because in the personal market individuals, you know that we didn't want to get into the price war that is taking place currently between the mutual insurance companies and this has, therefore, led to 0% improvement. For us, even though we do ambition to come back on the market in the coming months and semesters, but our period for -- is going from this minus 4.4 in the half last year to minus 4 this year. So it's an improvement.

In Health, we're doing 6%, but here you have to consider two activities. One is the corporate activities, specifically speaking, in particular P&C to -- damages to property and cars and so on. And there we are growing by 3%. But there is another scope that we call a credit life and protection, where we are continuing to restore the portfolio and there we are down by about 15%. So all in all, it's not 0%.

So to summarize, a stagnation of our revenues and an improvement of our combined ratio, which is particularly related to three factors, one being the cat nat. The others, the attrition -- natural attrition, improvement of our technical additional results and lastly, better performance than in the past on the reserves.

**Q - Unidentified Participant**

Thank you.

**A - Julien Parot**

Thank you, Jacques. And next question.

**Operator**

(Operator Instructions) We have a question from the Les Echos newspaper.

**Q - Unidentified Participant**

Yes, good morning. For AXA XL, you're referring to a rise in the serious losses. Are these human losses, human damages or is it related to the crash of Ethiopian Airlines and the crisis around the Boeing 737 MAX?

Now, I have another question about France. Were you expecting a phenomenon of substance [ph] in the coming months because of the drought?

And another question, what is the impact on AXA France of all the claims for other disasters?

**A - Thomas Buberl** {BIO 16182457 <GO>}

Now, I'll answer the first question concerning claims and Jacques de Peretti will answer about drought and the yellow vests.

Yes, good morning. What I can say is, we are not used to comment on specific claims. But as the number one world insurance in commercial lines P&C, it's obvious that we are exposed, and we are working on the diversification. We put very strict limits to manage this diversification. And it is our business to be there for all our clients and -- when they have a claim. What I can say is that, I said that we -- these are man-made claims and we have a level that is somewhat higher than usual, but it's not something that is of particular concern to us. And you'll see that our earnings in the first half for AXA XL are perfectly good. And let me remind you too that we have an ultimate objective of having a contribution to earnings of EUR1.4 billion in 2020, and we confirm that objective.

**A - Julien Parot**

Jacques now for the French questions.

**A - Jacques de Peretti** {BIO 18970697 <GO>}

Yes. Concerning drought and resilience, it's a bit early to really be able to appreciate this, because the drought phenomenon is happening a little later than expected. Just bear in mind that, in terms of Nat cats, we've had a good first half, because we are at EUR96 million for natural catastrophes in France for AXA compared to EUR154 million for last year. And so, we have good margin there to be able to cope with the problems relating to the drought.

Concerning the gilets jaunes the so-called yellow vests. You know that the impact is spread over two financial periods, one part in 2018, part in 2019. And we can say, overall, the impact will be less than EUR20 million. We haven't had the exact figures yet because some claims are still developing, in particular the -- simply operating earnings for certain businesses that haven't been able to start up again.

**A - Julien Parot**

Thank you. And let's move to the next question.

(Foreign Language) Any further questions? (inaudible).

**Q - Unidentified Participant**

Hello. Good morning. I have a question (inaudible).

## A - Julien Parot

Go ahead.

## Q - Unidentified Participant

To pick up on the Health market in France. What about the context of the meeting with the French President at the end of 2018? This -- is this -- to what extent, is this growth related to pre -- to higher premiums or to the number of contracts, et cetera?

## A - Julien Parot

Jacques de Peretti will answer this question.

## A - Jacques de Peretti {BIO 18970697 <GO>}

Thank you for noting this rise of 6% in the Health sector, which follows the 12% rise last year. Well, last year the rise was chiefly driven through the international arena by about 40% and this year, what is very interesting to note is that, this rise individually and collectively was 6% in each case, it was balanced and internationally and domestically it was 6% in each case. So four engines are operating well and they are the result of a team, which is quite an expert in terms of pricing sophistication, but also in terms of innovation. It is clear that having been a leader in tele medicine as from 2015, contributes differentiating factor so that we can expand our portfolio now and our contracts in the so-called collective or individual world.

## A - Julien Parot

Thank you, Jacques. Next question?

## Operator

Catrin Shi. Madam, please go ahead.

Catrin Shi, madam, your mic is open.

## Q - Catrin Shi

Hello?

## Operator

Yes, you can speak.

## Q - Catrin Shi

Hi, thank you. I had a follow-up question on your ILS platform New Ocean. In November, you said you are planning to grow this platform. I wondered how that was progressing and what the current level of funds on the management is? And as a secondary part to that question, I wondered how the ILS operations of AXA IM might tie in with New Ocean?

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**A - Thomas Buberl** {BIO 16182457 <GO>}

Thank you very much for your question. Alban de Mailly Nesle will answer.

**A - Alban de Mailly Nesle** {BIO 20387796 <GO>}

So, absolutely, we said that we would develop the amount of risk transfer to investors through ILS in New Ocean. This is in progress today, the amount is still stable compared to what you saw at the end of last year, because I think that we implement rather in the framework of our reinsurance strategy. Nevertheless, we have significant discussions with a number of investors that are interested in the exposure to that asset class of insurance risks. So the discussions are well in progress.

**Q - Catrin Shi**

And how might AXA IM tie in with this?

**A - Thomas Buberl** {BIO 16182457 <GO>}

So AXA IM is fully part of it, because you have two pieces, one is the origination piece that is very much New Ocean, where you can go and really package and structure the risk and the other part of it is the distribution part of it and that is the role of AXA IM, amongst others where we leverage the contact, and the good relationships that we have to existing investors and Gerald has spoken earlier about our very strong performance on the alternative assets, those are typically the same investors that are also interested in the alternative capital.

**Q - Catrin Shi**

Okay, great. Thank you.

**Operator**

(Foreign Language) Julien Marion from Dow Jones. Over to you, sir.

**Q - Julien Marion**

Sorry for -- Mr. Peretti, regarding the yellow vest crisis, you said the impact would be less than EUR1 billion. If I heard properly, is that right? You also mentioned that you didn't know the current figure because there were some additional damage assessments.

Well, the second question, you didn't answer about AXA's position in regard to the 737 MAX aircraft crisis.

**A - Jacques de Peretti** {BIO 18970697 <GO>}

Could you repeat the last part of your question, please?

**Q - Julien Marion**

It is about the 737 MAX aircraft.

**A - Jacques de Peretti** {BIO 18970697 <GO>}

This was not about the yellow vest, it's a question regarding the airline industry. This is about AXA XL. Well, certainly we saw these tragic events, but you should understand that we are not here to speak about specific customers. AXA XL is a large insurer. We are also large in the aviation or airline business. Certainly, it concerns us, as well as it is the case with others. But we cannot give you an inside confidential communication on the claims or that regard these customers. I hope you can understand this.

**Q - Julien Marion**

What about the yellow vests?

**A - Julien Parot**

Jacques, over to you.

**A - Jacques de Peretti** {BIO 18970697 <GO>}

Regarding the yellow vest, your understanding was absolutely right, it's EUR20 million for the two periods.

**Q - Julien Marion**

Sorry for that.

**Operator**

(Foreign Language) We have no further questions on the phone. We can move now to questions on axa.com. A question from Licini, Giuliana [ph] from Il Sole [ph]. They want -- she wants a comment on the performance of the Group in Italy.

**A - Julien Parot**

(Foreign Language) Thank you for the question. And I'll hand over to Antimo Perretta, who is in charge of Europe, which also includes Italy. Antimo?

**A - Antimo Perretta** {BIO 18246589 <GO>}

Yes, thank you very much for this question. The performance in Italy is continuing very well. We have growth in all the business lines that we're focused on in the Group. And in addition, something very positive is the partnership that we have with our bank, which is also continuing very well. Despite the fact that the market is rather declining, we have strong growth in unit-linked and very strong growth in all our business sectors, which means we are very satisfied with the business in Italy. And if you take this into account and take into account the economic environment, we don't see any slowdown of the growth in the next months.

**A - Julien Parot**

Thank you, Antimo. Next question on axa.com

## Q - Unidentified Participant

Good morning. Can you give us some more detail on the German market, how were the earnings here? Last year you had good number in life insurance, does this trend continue? And especially what unpack losing the (inaudible) deal will have?

## A - Julien Parot

Thank you for that question. We will move to Antimo again, who is also responsible for the German market.

## A - Antimo Perretta {BIO 18246589 <GO>}

Thank you very much for this question. So in Germany, we are very well online. The earnings comes especially from the activity that we have in the Health and in the P&C Commercial line, also in the retail, but more in Commercial line, Health and P&C business.

## A - Julien Parot

Thank you very much. (Foreign Language) Don't imagine any other questions in axa.com. Are there any other questions online? It doesn't seem to be the case. In which case, I would like to thank you for your attention and your questions. And I wish you all excellent summer vacation, and see you soon.

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