

# Group Results for the first quarter 2010

Financial Analysts – 10<sup>th</sup> May 2010



# EH Group Q1 2010

## Key events

## Q1 2010 Key Events

- Q1 turnover (506 M€) up by 3.5% vs Q4 2009 mainly driven by gross earned premium (+4.7%)
- EH Global exposure up from 548 B€ to 560 B€
- Global acceptance up by 5 pts to 66% end of March 2010
- No severity claims and decrease of frequency claims
- Combined ratio back to below 90% end of March 2010
- Robust financial result (42.6 M€)
- Net result Q1 2010 (47,6 M€) up by 31,1€ vs Q4 2009 (16,5M€)



# EH Group Q1 2010 Commercial Overview

# A very solid organic growth

(in M€)

## Quarterly commercial figures

	1Q 08	2Q 08	3Q 08	4Q 08	1Q 09	2Q 09	3Q 09	4Q 09	1Q 10	
New Business	70.8	54.5	53.1	55.8	90.0	64.2	52.1	48.9	84.2	A good beginning of the year
Lost Premiums	-42.6	-37.9	-38.1	-48.3	-84.9	-66.4	-69.2	-65.9	-97.7	Around 50% of the portfolio renewed
Rate Variation	-20.7	-0.06	0.4	16.1	67.1	46.3	42.0	29.6	93.8	
Organic Variation	7.5	16.0	22.3	23.7	72.1	44.1	24.9	12.6	80.3	A very solid organic growth

# A portfolio which is growing again

(in M€)

## Quarterly commercial figures

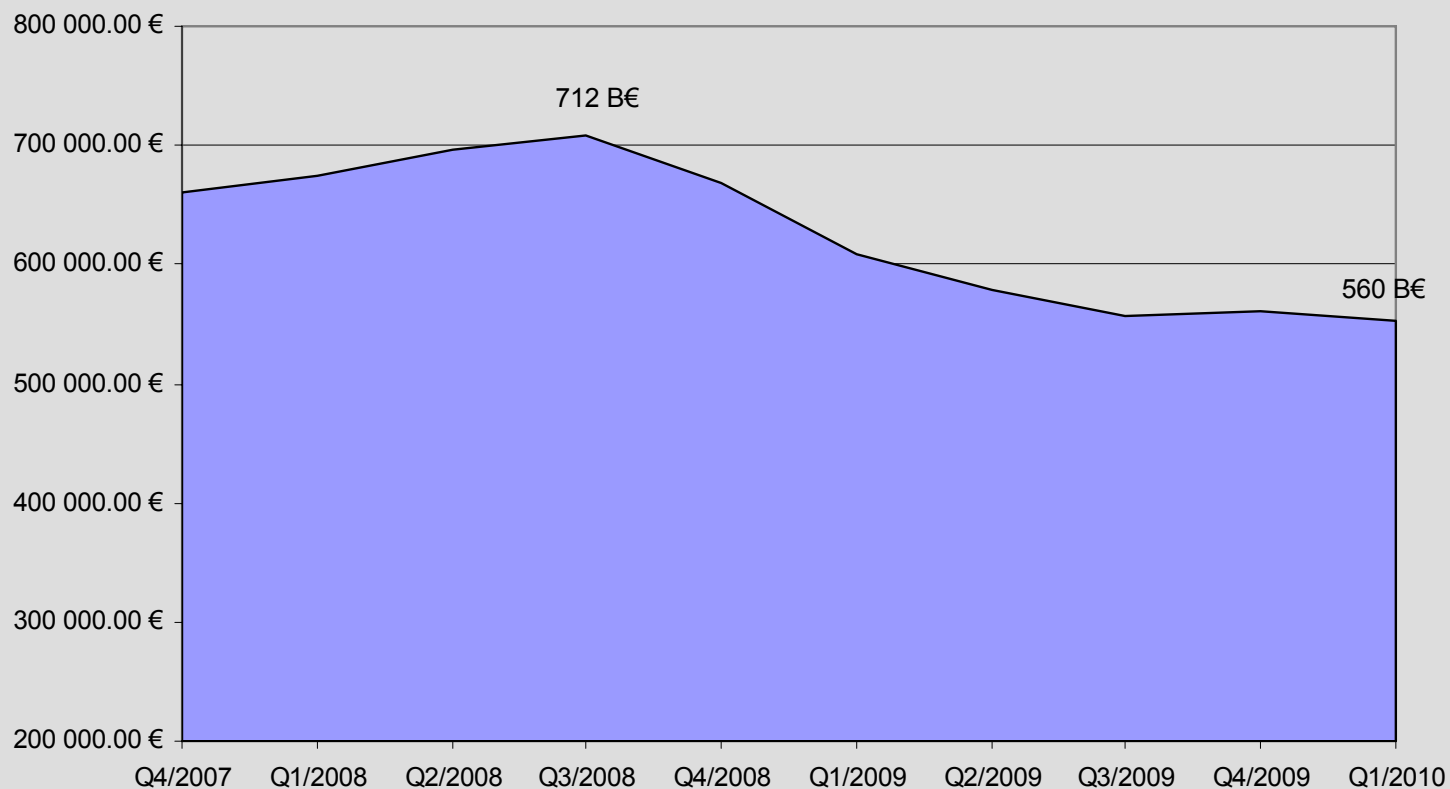
	1Q 08	2Q 08	3Q 08	4Q 08	1Q 09	2Q 09	3Q 09	4Q 09	1Q 10	
Organic Variation	7.5	16.0	22.3	23.7	72.1	44.1	24.9	12.6	80.3	A very solid organic growth
Volume Variation	16.7	2.8	-18.6	-31.2	-20.6	-35.5	-44.6	-69.2	-50.4	An improvement of volume variation
Other Variations	-30.7	5.8	7.9	-32.7 <sup>1</sup>	1.9	11.7	-12.0	4.2	11.8	
Total Variations	-6.5	24.6	18.8	-40.3	53.5	20.3	-31.8	-52.5	41.7	A portfolio which is growing again



# EH Group Q1 2010 Risk Overview

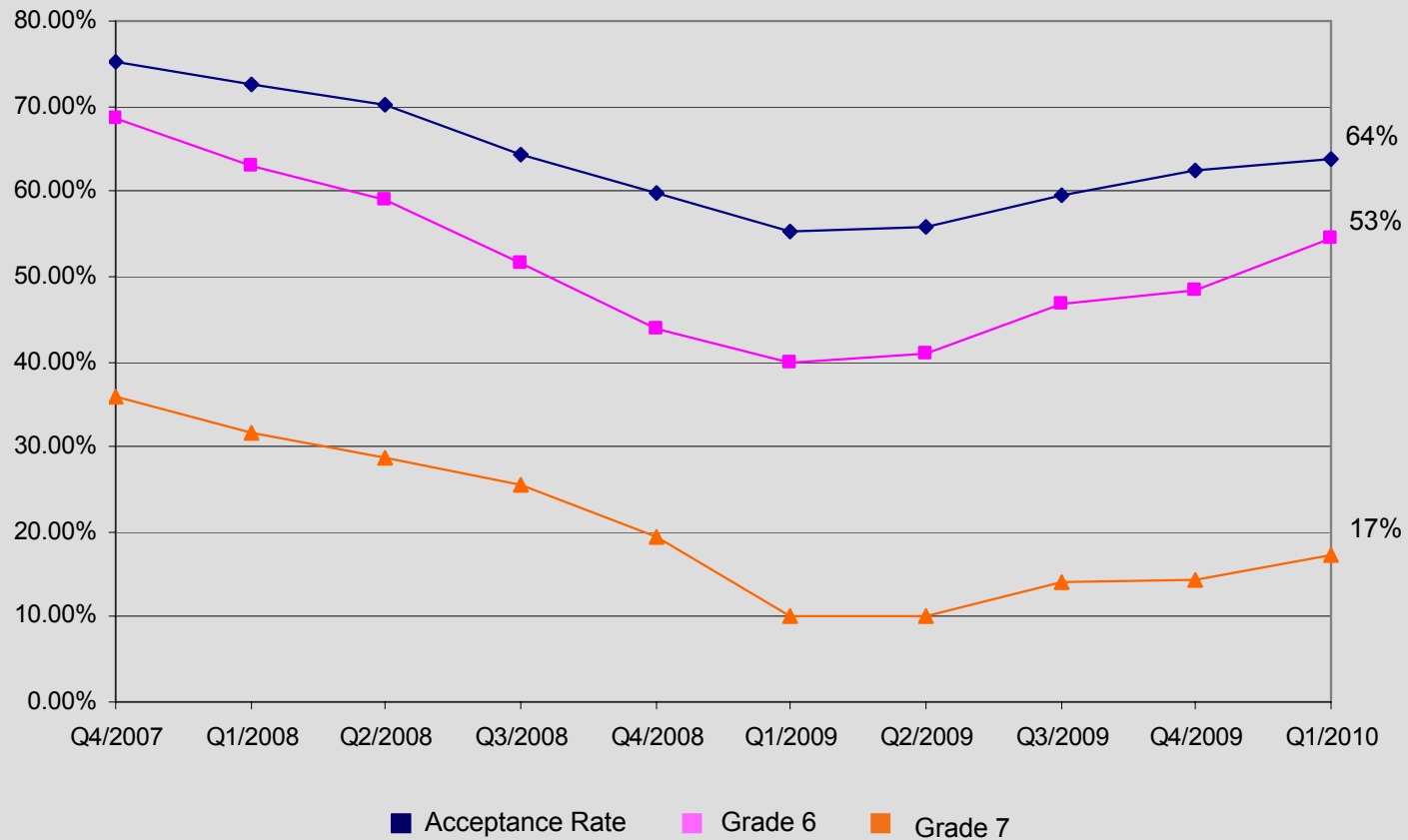
As a result of our risk actions the exposure dropped by 23% between October 2008 and January 2010

## EH Group Exposure



The crisis underwriting stance is reflected in the development of the acceptance rates

### EH Group Acceptance Rate






# EH Group Q1 2010 Financial Overview

## Key Figures Q1 2010

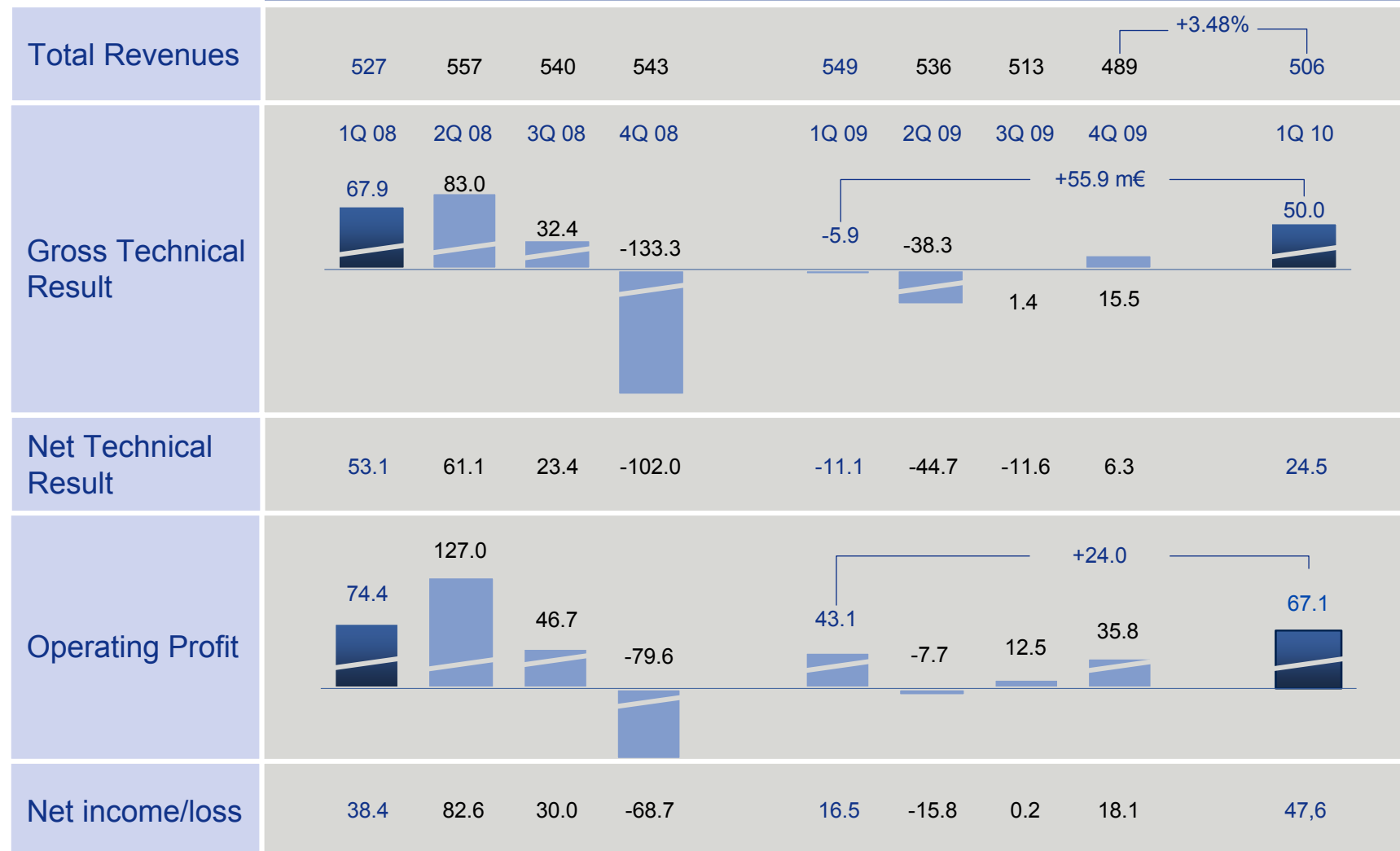
▶ Q1 2010 results positively impacted by 2009 commercial and risk action plan.

- 
- 50 M€ Gross Technical Result in Q1 2010
    - All regions make positive contributions
  - Net Combined Ratio back below 90%
  - Operating Profit of 67 M€
  - Net income of 47,6 M€

# Results overview

(in M€)

## Quarterly results



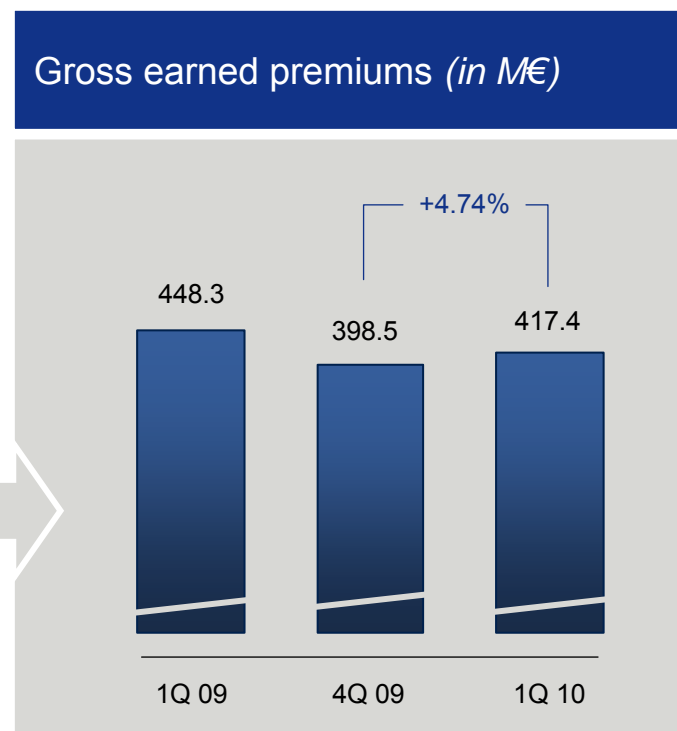
# Revenues up by 3.5% versus Q4 2009

(in M€)



# Gross Earned Premium *(in M€)*

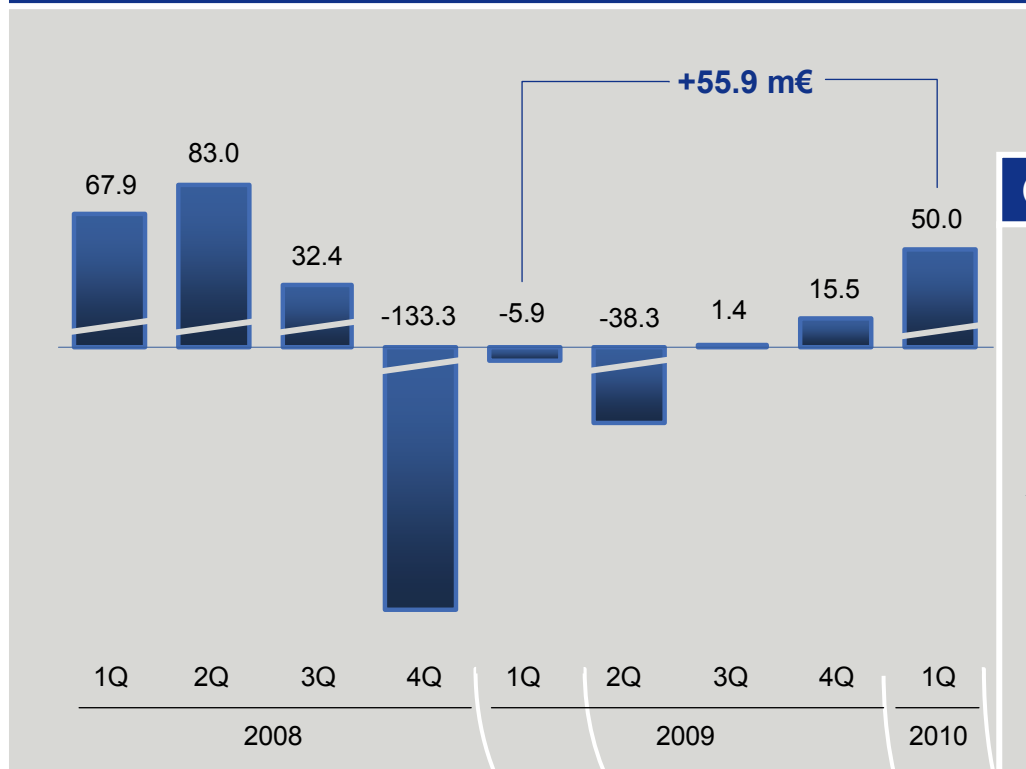
Gross Earned Premium	1Q 09	4Q 09	1Q 10	Δ10/09
France	81.2	64.9	75.2	-7.39%
Germany/Austria/Switzerland	153.6	143.5	141.1	-8.14%
Northern Europe	91.9	94.5	95.6	+4.03%
Mediterranean Countries	59.4	38.9	48.6	-18.18%
Americas	45.6	42.1	39.7	-12.94%
Asia Pacific	9.2	9.8	10.6	+10.86%
Captive & Others	17.3	13.6	16.2	-6.36%
<b>Total</b>	<b>448.3</b>	<b>398.5</b>	<b>417.4</b>	<b>-6.89%</b>



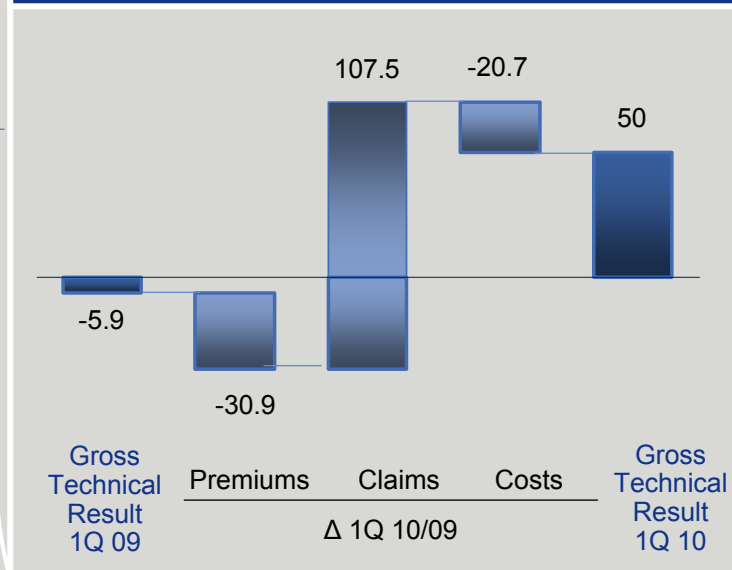
# Gross Technical Result

(in M€)

## Gross technical result (HB3)

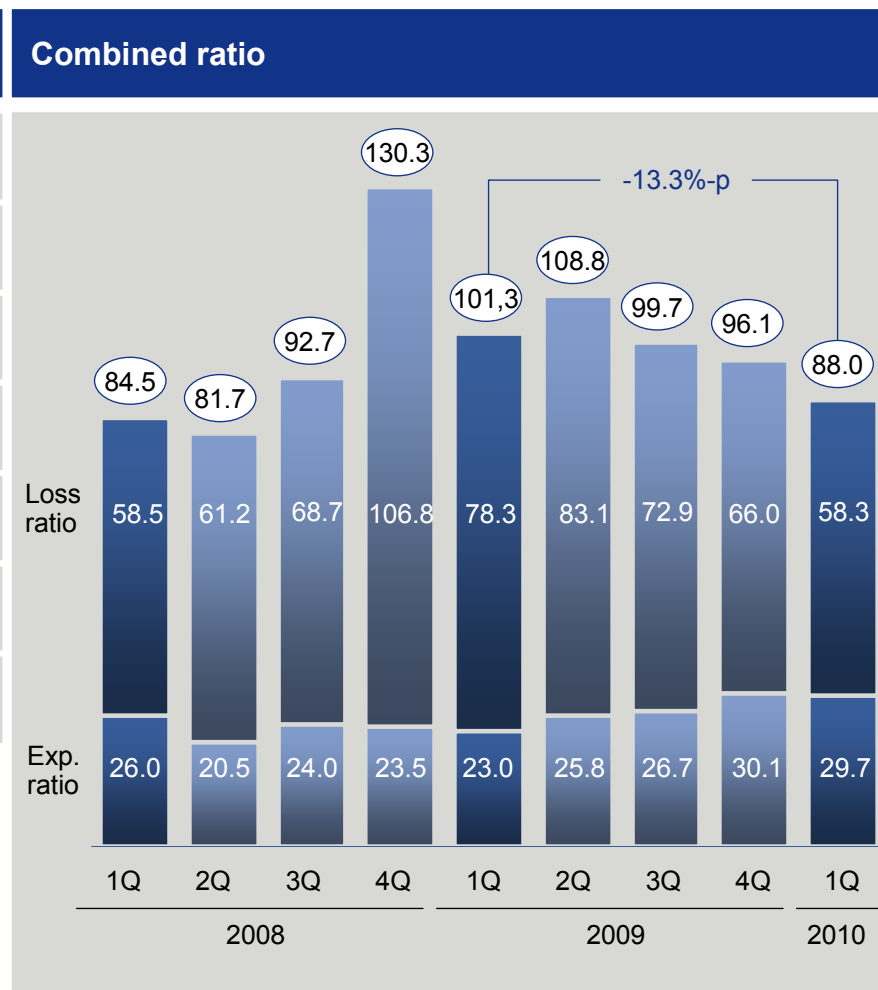


## Gross technical result drivers

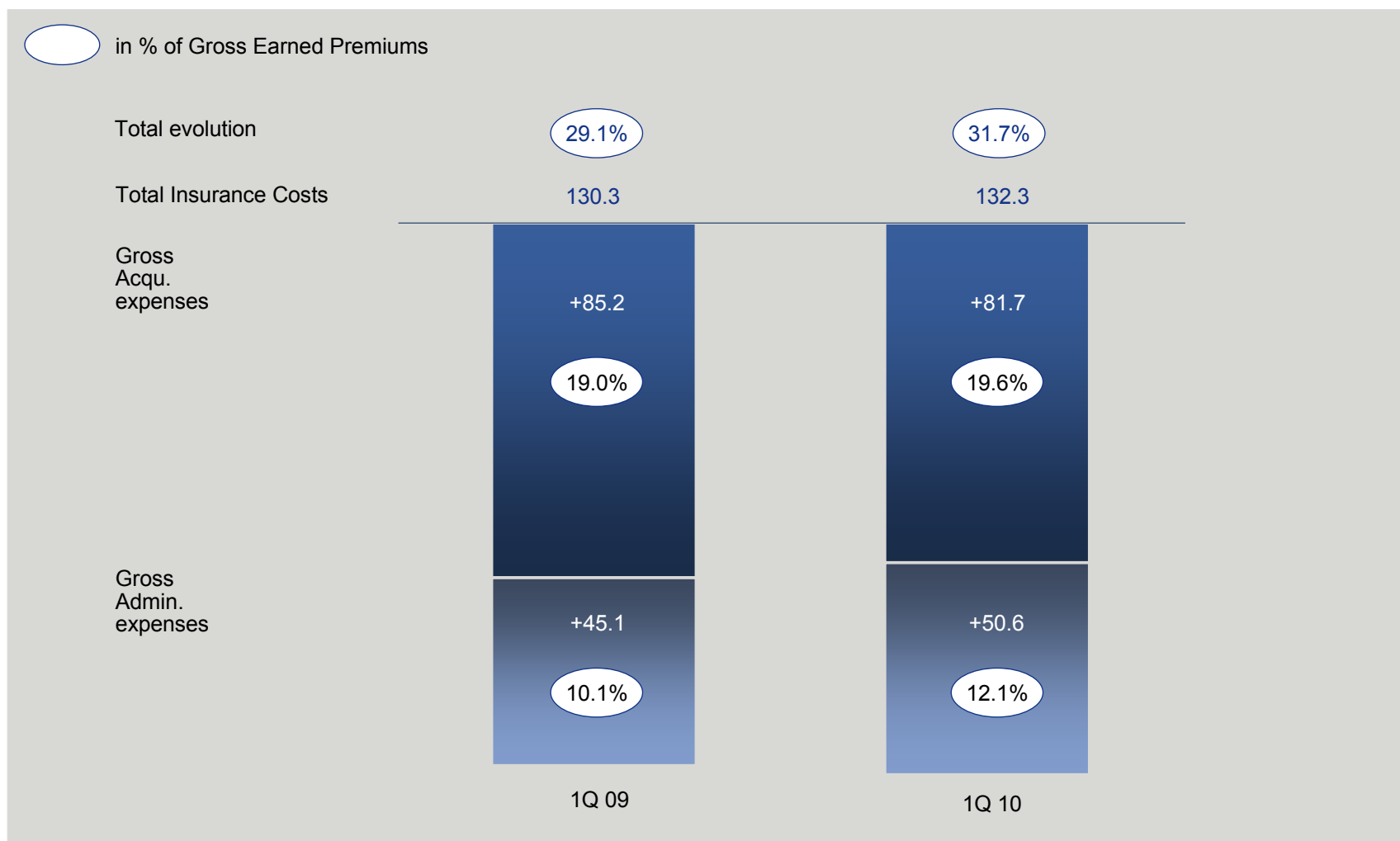


# Gross Combined ratio below 90% end of March 2010

Gross Comb. Ratio	1Q 09	4Q 09	1Q 10
France	86.3%	49.5%	63.3%
Germany/Austria/Switzerland	88.8%	133.1%	90.9%
Northern Europe	123.0%	119,5%	91.2%
Mediterranean Countries	98.1%	54.6%	85.9%
Americas	120.9%	74.5%	85.4%
Asia Pacific	260.0%	-48.5%	74.0%
<b>Total Group</b>	<b>101.3%</b>	<b>96.1%</b>	<b>88.0%</b>

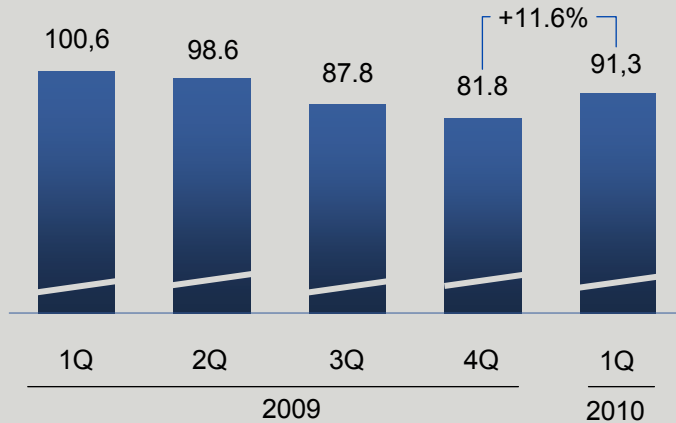


# Insurance Costs in line with budget, but deterioration of Cost ratio due to decreasing Gross Earned Premiums

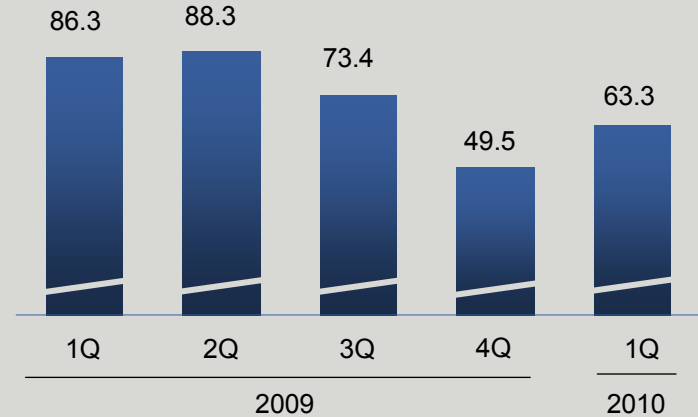


# France

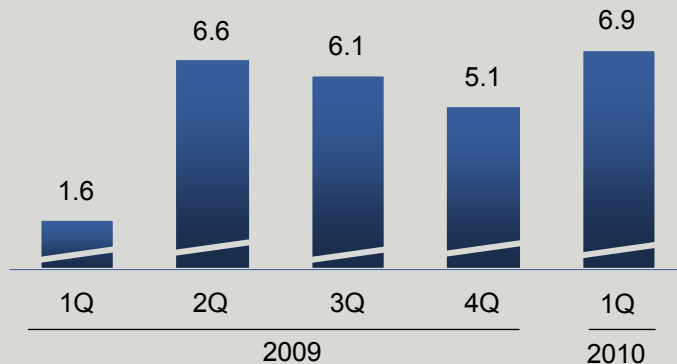
## 5-quarter turnover overview



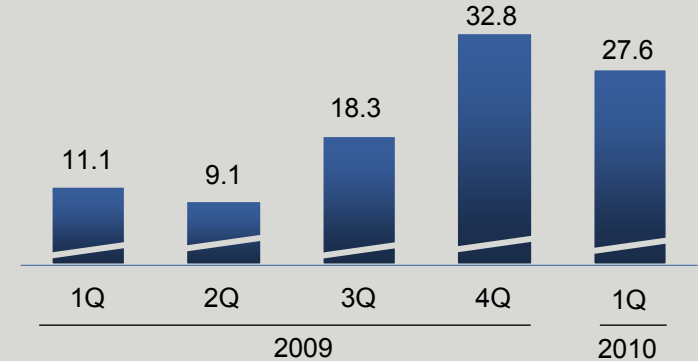
## Gross Combined Ratio



## Gross Run-off (in M€)

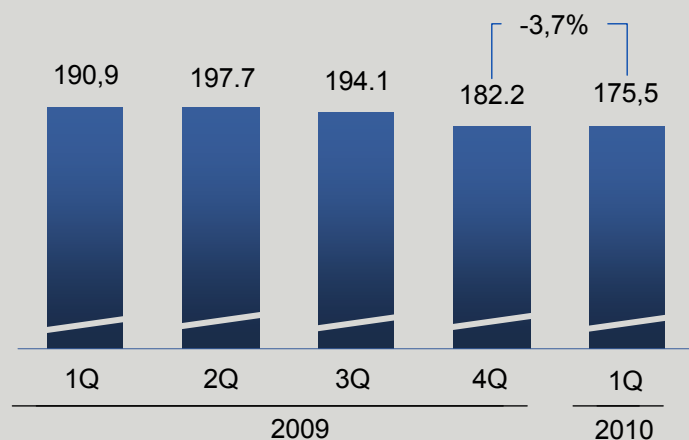


## Gross Technical Result

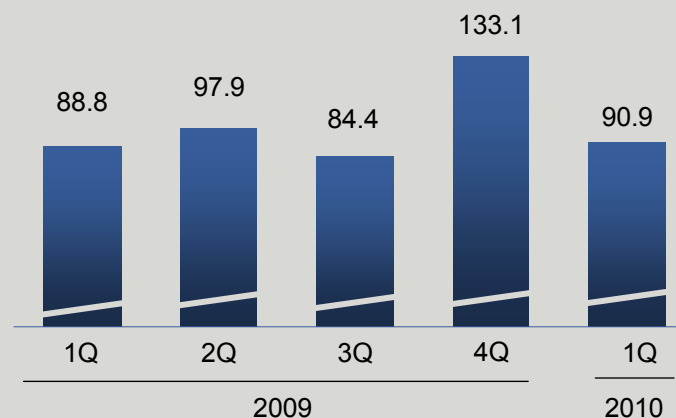


# Germany/Austria/Switzerland

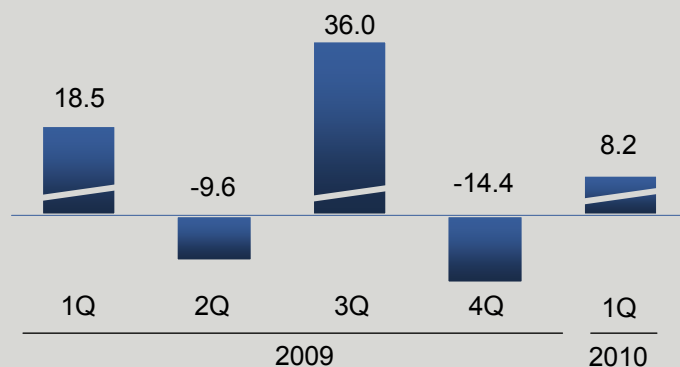
## 5-quarter turnover overview



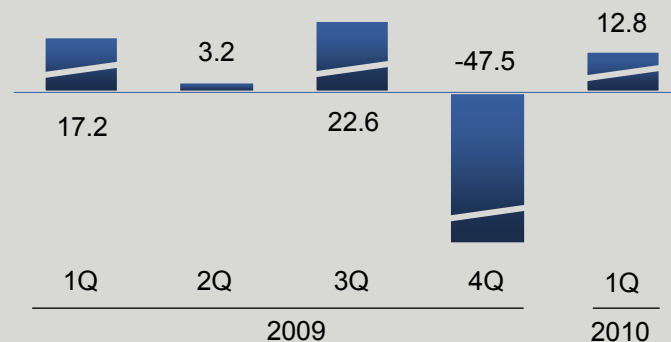
## Gross Combined Ratio



## Gross Run-off (in M€)

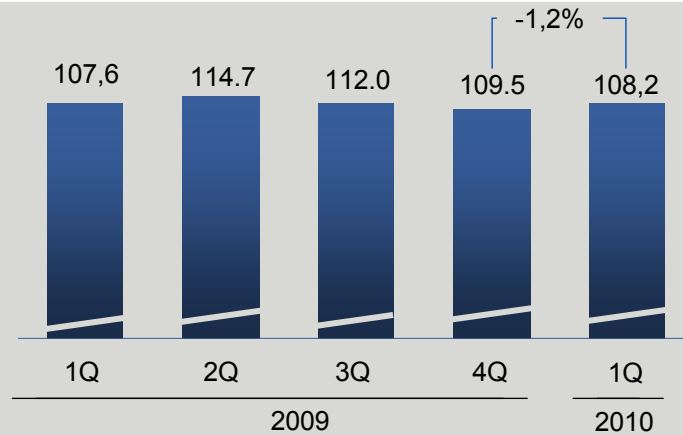


## Gross Technical Result

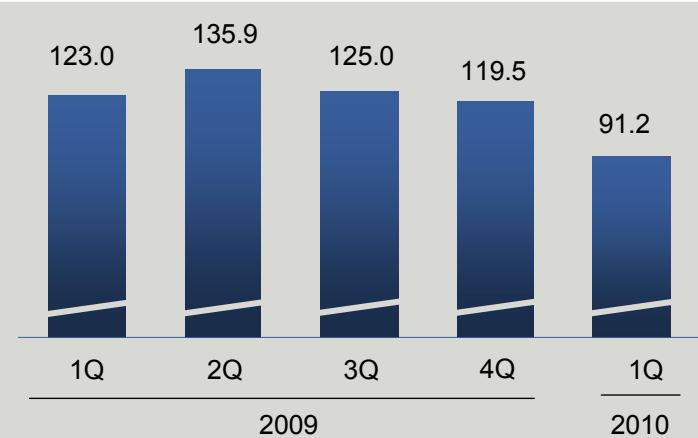


# Northern Europe

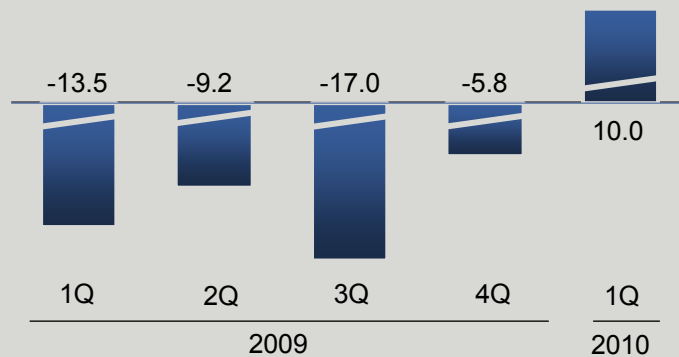
## 5-quarter turnover overview



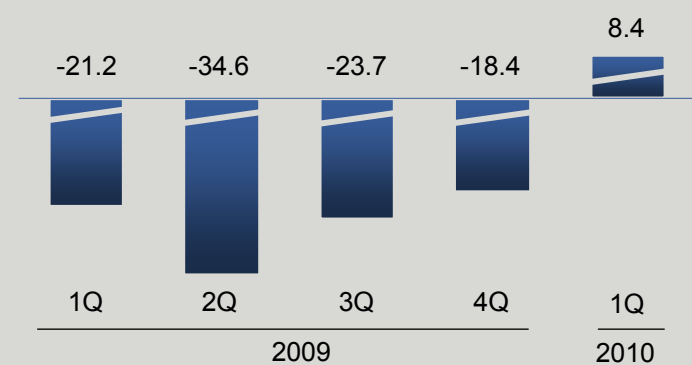
## Gross Combined Ratio



## Gross Run-off (in M€)

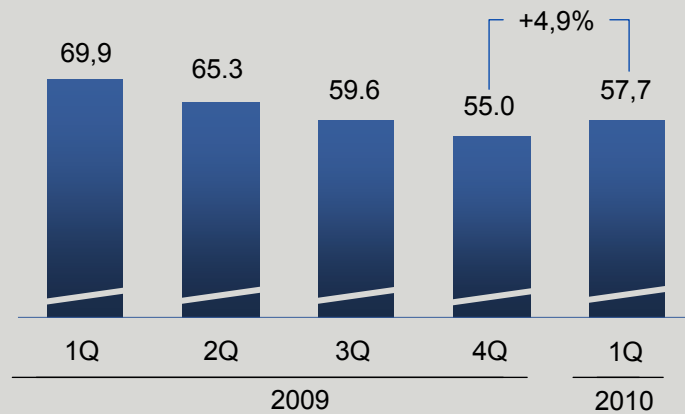


## Gross Technical Result

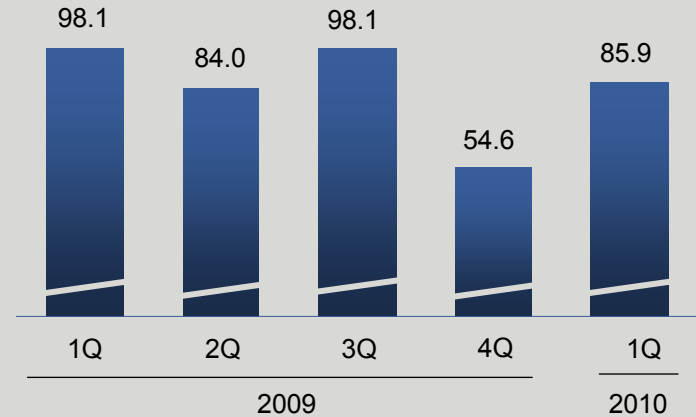


# Southern Europe

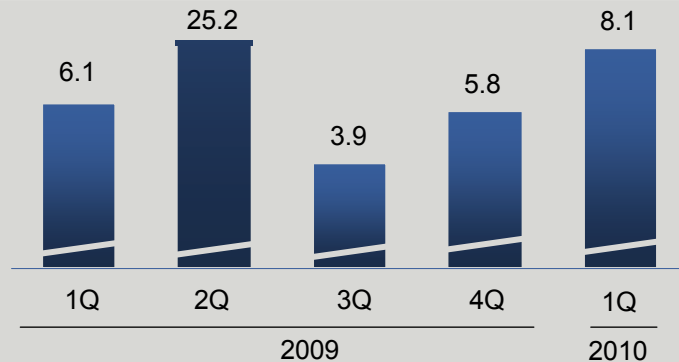
## 5-quarter turnover overview



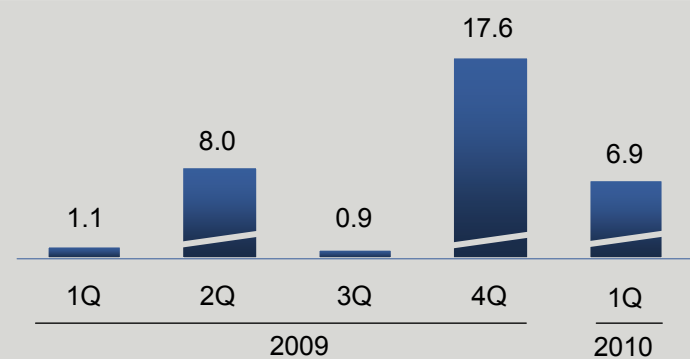
## Gross Combined Ratio



## Gross Run-off (in M€)

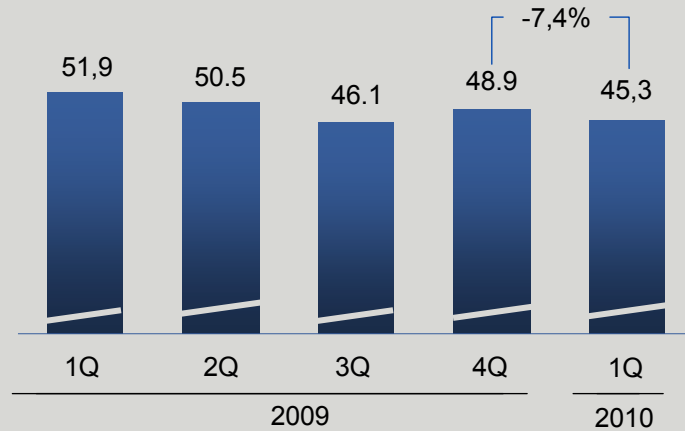


## Gross Technical Result

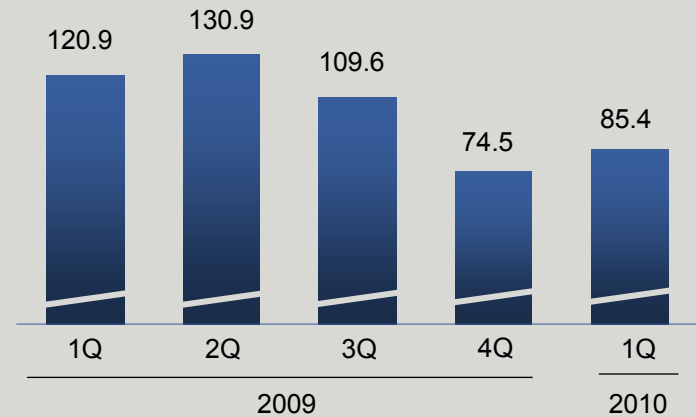


# Americas

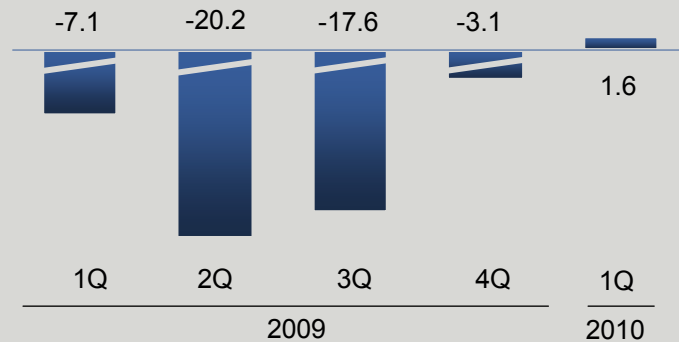
## 5-quarter turnover overview



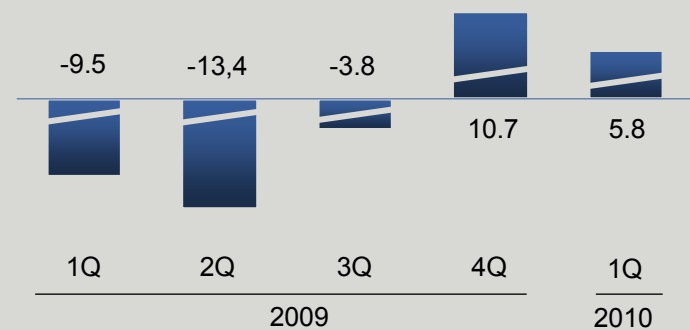
## Gross Combined Ratio



## Gross Run-off (in M€)

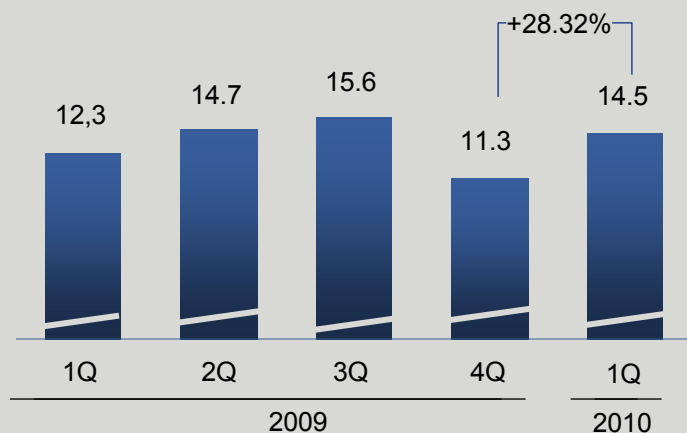


## Gross Technical Result

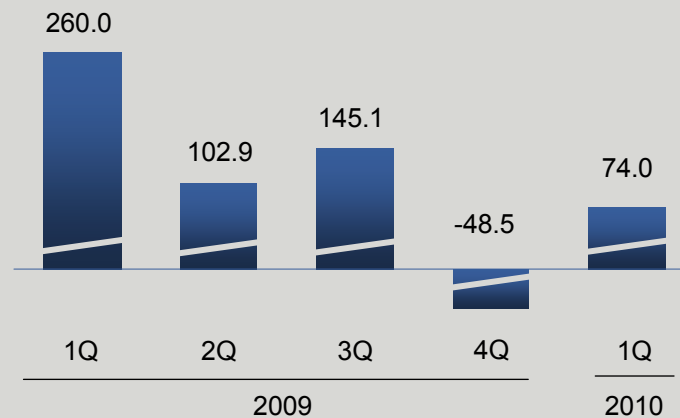


# Asia Pacific

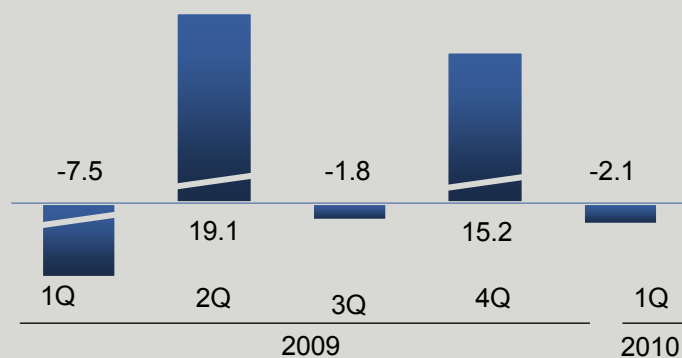
## 5-quarter turnover overview



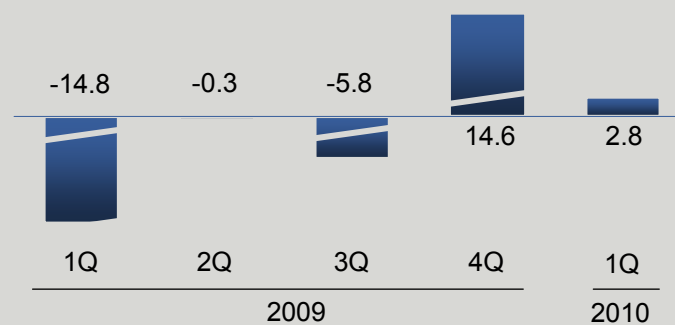
## Gross Combined Ratio



## Gross Run-off (in M€)

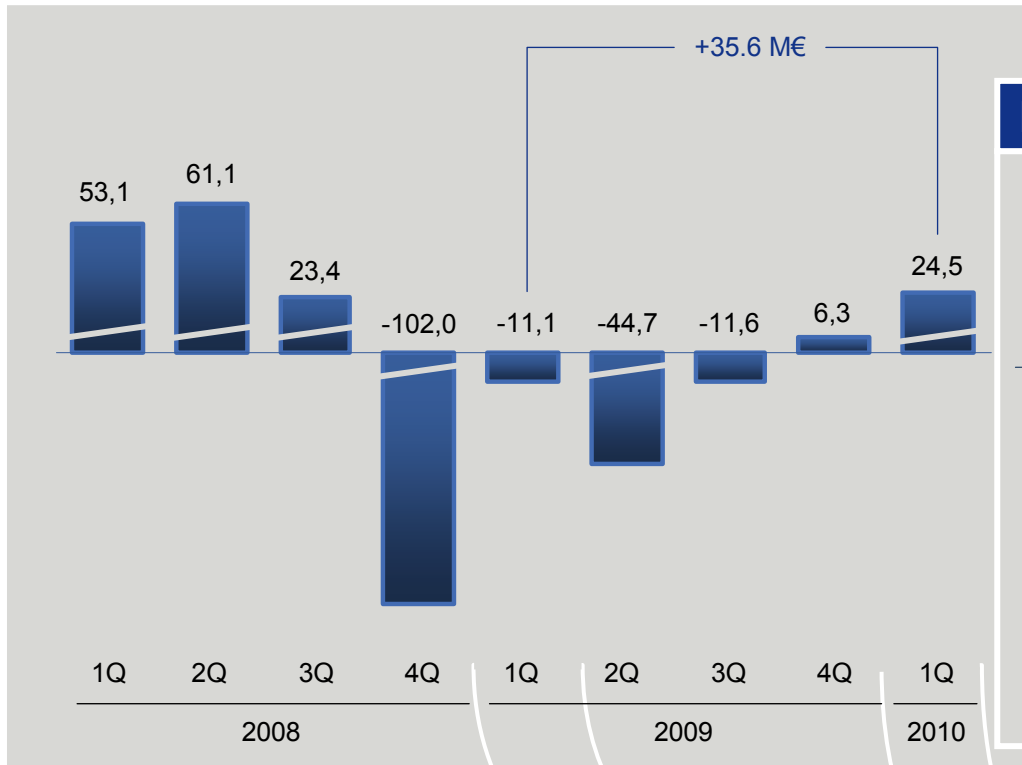


## Gross Technical Result

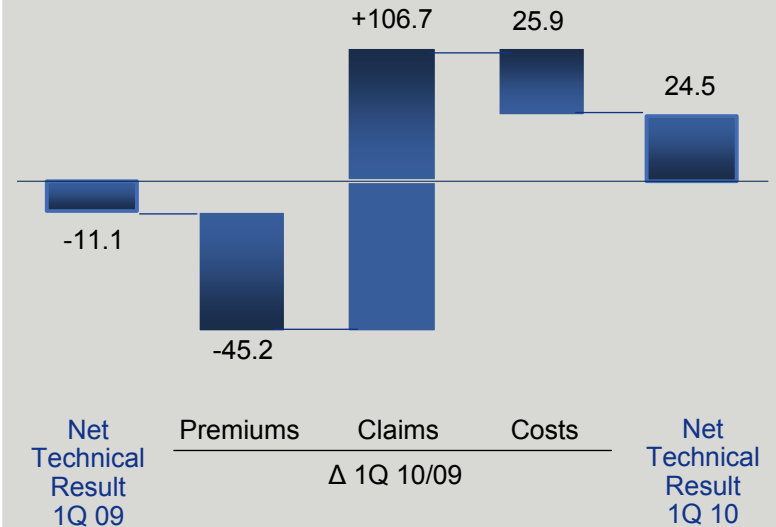


# Net Technical Result recovery mainly linked to claims decrease (in M€)

## Net technical result (HB3)

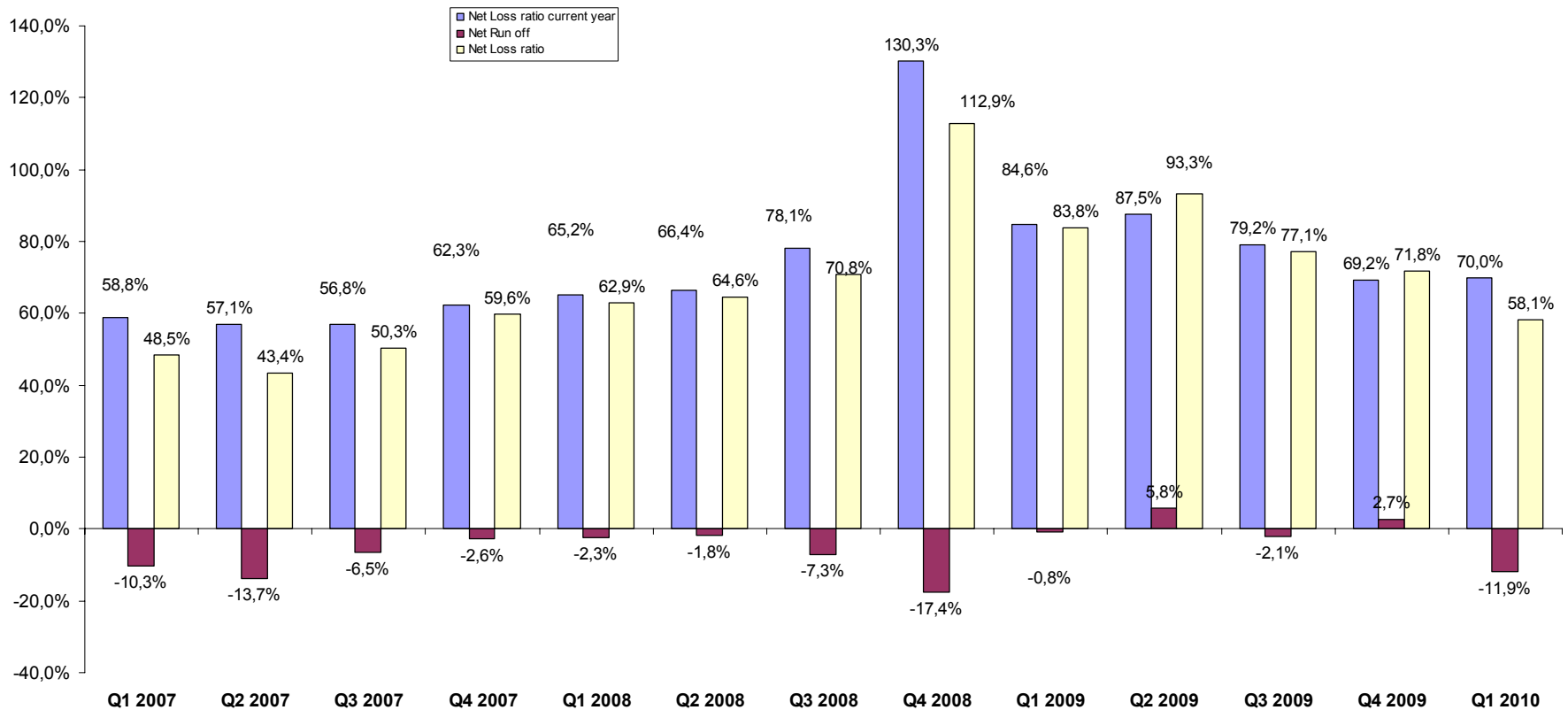


## Net technical result drivers



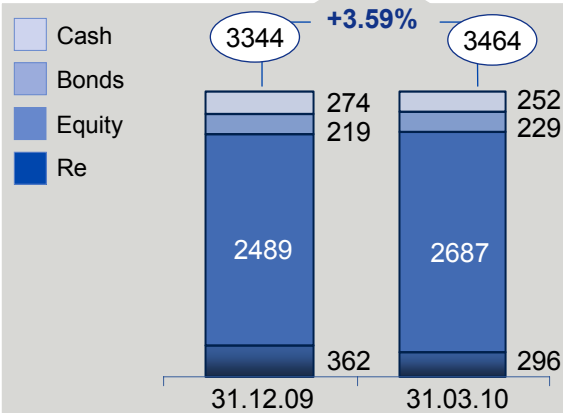
# EH Group net loss ratio

## Quarter by Quarter evolution

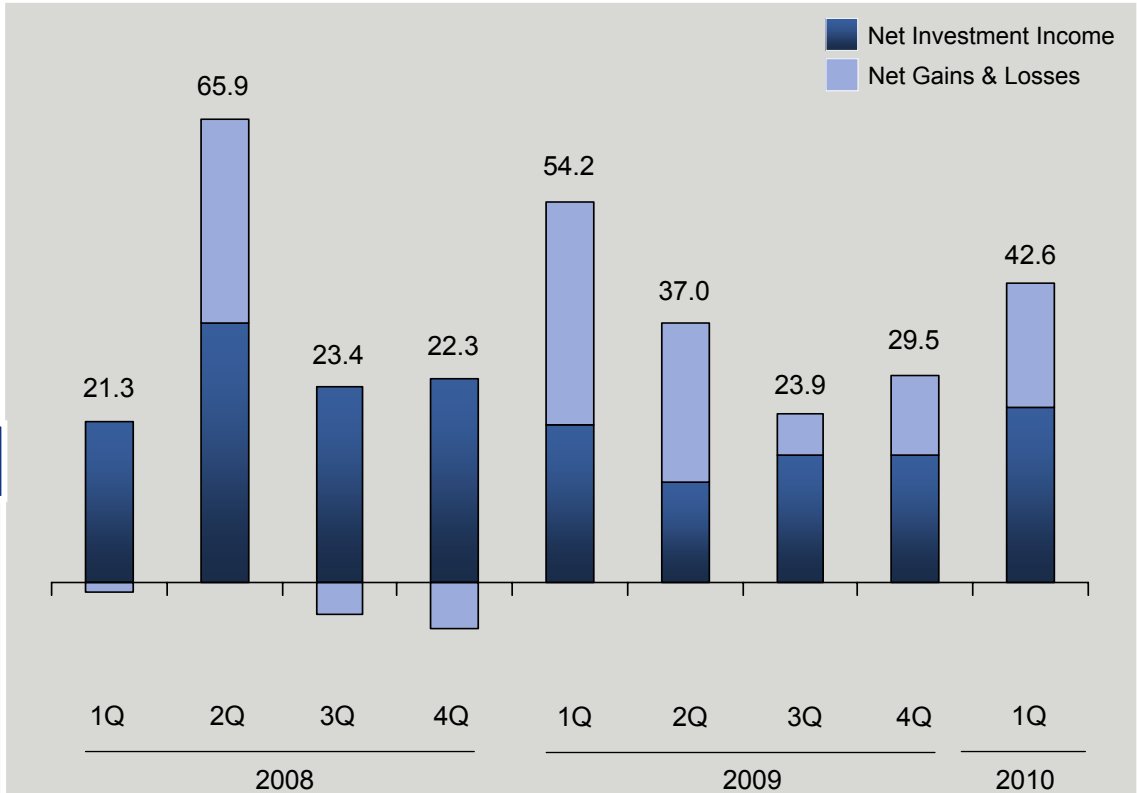


# P/C: stable operating investment income

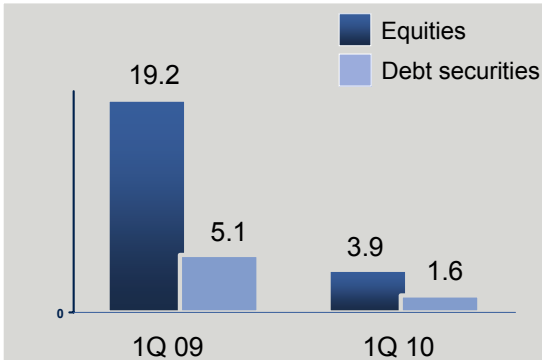
## Average asset base (EUR bn)



## Operating investment income (in M€)



## Current yield (in %)



# 1Q 2010 Net Financial Portfolio evolution

## Financial investments Classification by investment category

(in thousands of euros)

	2010.3					2009.12				
	Amortized cost	Revaluation reserve	Net carrying amount	Fair value	Unrealized gains and losses	Amortized cost	Revaluation reserve	Net carrying amount	Fair value	Unrealized gains and losses
- Equities:	116 574	18 855	135 429	135 429	-	110 646	19 428	130 074	130 074	-
- Bonds:	2 149 452	63 396	2 212 848	2 212 848	-	2 133 361	49 850	2 183 211	2 183 211	-
- Loans and other investments	547 970	-	547 970	547 970	-	527 450	-	527 450	527 450	-
<b>Total Financial investments</b>	<b>2 813 996</b>	<b>82 251</b>	<b>2 896 247</b>	<b>2 896 247</b>	<b>-</b>	<b>2 771 457</b>	<b>69 278</b>	<b>2 840 735</b>	<b>2 840 735</b>	<b>-</b>
<b>Building third party use</b>	-	-	<b>15 207</b>	<b>29 911</b>	<b>14 704</b>	-	-	<b>24 917</b>	<b>57 391</b>	<b>32 474</b>
<b>Cash</b>	-	-	<b>537 037</b>	<b>537 037</b>	-	-	-	<b>441 792</b>	<b>441 792</b>	-
<b>Total</b>			<b>3 448 491</b>	<b>3 463 195</b>	<b>14 704</b>			<b>3 307 444</b>	<b>3 339 918</b>	<b>32 474</b>

# Operating profit still in recovery phase

(in M€)

