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Australian Stock Exchange Limited Company Announcements Office 20 Bridge Street SYDNEY NSW 2000 Market Information Services New Zealand Stock Exchange ASB Bank Tower Level 9, 2 Hunter Street Wellington New Zealand

Dear Sir/Madam

# AXA Asia Pacific Holdings Limited – New Business and Fund Flows

Please find attached details of new business and fund flows for the nine months ended 30 September 2005.

Yours faithfully

Milena Penca Company Secretary

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AXA Asia Pacific Holdings Limited ABN 78 069 123 011



www.axaasiapacific.com.au

24 October 2005

# AXA ASIA PACIFIC HOLDINGS LIMITED NEW BUSINESS AND FUND FLOWS

AXA Asia Pacific Holdings today announced details of new business and fund flows for the nine months ended 30 September 2005.

Group Chief Executive, Les Owen, said:

"We have seen continued strong growth in fund flows and new business in the third quarter.

"In Australia and New Zealand total net fund flows were up 99.8% to \$7.06bn (nine months ended 30 September 2004 – \$3.54bn).

"Gross retail inflows in Australia and New Zealand were \$8.86bn, up 39.4% (2004 – \$6.36bn). Net retail inflows were \$4.38bn, up 80.1% (2004 – \$2.43bn) with particularly strong growth in Alliance Capital retail mandates. Our improved Australian equity investment performance is starting to deliver an encouraging increase in fund flows with over \$110m in retail sales in the third quarter.

"Financial protection new regular premiums in Australia and New Zealand were up 10.8% to \$81.2m (2004 – \$73.3m). Product improvements made in July are expected to support further growth.

"New business in Hong Kong grew strongly with total life new business index up 18.3% to HK\$877.0m (2004 – HK\$741.1m). Single premiums into our new multi manager investment platform, and into unit linked life products, were particularly strong.

"Our operations in the rest of the Asian region have continued to grow very strongly with new business index up 86.8% to A\$93.4m on a constant currency basis (2004 – A\$50.0m)."

# Australia and New Zealand – key points

- Gross inflows (*retail* and *wholesale*) up 45.1% to \$13.91bn (2004 \$9.59bn). Net funds flow (*retail* and *wholesale*) up 99.8% to \$7.06bn (2004 \$3.54bn)
- Gross retail inflows up 39.4% to \$8.86bn (2004 \$6.36bn). Net retail funds flow up 80.1% to \$4.38bn (2004 \$2.43bn)
- **Superannuation net** flows up 26.7% to \$673.8m (2004 \$531.9m) due to continued strong inflows into AXA Generations and Summit
- Net inflows into *investment products* remained strong despite the impact of increased outflows from the Australian Monthly Income Fund (as outlined in prior releases). We have seen strong **net** inflows into our Global Equity Value Fund and encouraging early signs of success in Australian equities with over \$110m in **retail** sales during Q3 2005
- Alliance Capital gross retail flows up 121.5% to \$4.12bn (2004 \$1.86bn) helped by two large mandates totalling in excess of \$2bn

- Alliance Capital net wholesale flows up 131.3% to \$2.67bn (2004 \$1.16bn) due to strong inflows into Alliance Bernstein global investment funds. Alliance Bernstein is now the largest manager of global equities in Australia<sup>1</sup>
- *Platform* net flows up 55.4% to \$883.5m (2004 \$568.7m) reflecting strong growth in our Generations product
- **Advice gross** flows down 22.6% to \$254.6m (2004 \$328.9m) due mainly to reduced flows in New Zealand (Spicers) where the market environment continues to remain difficult. It is expected to improve in the medium term as a result of proposed changes to New Zealand's savings and tax regime
- Intra-group flows are higher than last year largely due to retention initiatives resulting in transfers from older to current products
- *Individual life* new business up 15.8% to \$40.4m (2004 \$34.9m) and *individual income protection* up 17.9% to \$19.1m (2004 \$16.2m). Product improvements made in July are expected to support further growth.

# Hong Kong – key points

- Total life new business index up 18.3% to HK\$877.0m (2004 HK\$741.1m) and total new business index up 15.4% to HK\$957.4m (2004 HK\$829.3m)
- New regular premiums up 15.1% to HK\$812.7m (2004 HK\$705.9m) reflecting further improvements in productivity in both agency and adviser channels. In particular, new individual life regular premiums were up 13.5% compared to last year (up 29% in Q3 2005 vs Q3 2004). New unit linked regular premium business increased 61.7% following the launch of 'Dimensions', a hybrid participating / unit linked product, which has achieved HK\$78.4m regular premiums year to date
- **New** *regular* premiums for group retirement up 38.6% to HK\$97.3m (2004 HK\$70.2m), mainly driven by increases in Mandatory Provident Fund sales through broker and direct channels
- **Single** premiums up 82.4% to HK\$642.7m (2004 HK\$352.4m) driven by strong inflows into investment and retirement products, in particular to our new multi manager investment platform
- Total premium income up 9.6% to HK\$5,912.8m (2004 HK\$5,396.4m).

# China and South East Asia – key points

- Total new business index up 86.8% to A\$93.4m (2004 A\$50.0m). Total premium income up 58.4% to A\$476.4m<sup>2</sup> (2004 A\$300.7m)
- The very strong growth in *Indonesia* continued, with new business up 188.0% driven by expansion of our bancassurance joint venture with Bank Mandiri and higher agent productivity
- New business in *Thailand* up 115.0% as a result of significant improvements in agent productivity and growth of our bancassurance distribution through Krung Thai Bank

<sup>&</sup>lt;sup>1</sup>Based on June 2005 information published by Investor Supermarket

<sup>&</sup>lt;sup>2</sup> On a constant currency basis

# AXA ASIA PACIFIC

- New business in *Singapore* up 51.0% reflecting strong growth in regular premium products via our adviser channel and a successful campaign in the first quarter to rollover maturing products into new investment linked plans
- New business in *Philippines* up 15.9% due to growth in single premium investment linked products through Metrobank and higher agency sales of regular premium products
- The successful opening of our new branch in Beijing, combined with sales through new bank alliances and improvements in agent productivity, have helped *China* return to positive new business index growth of 4.5%. In particular, sales in the third quarter continued to improve, up 39.3% compared to the corresponding period last year.

#### Asia wealth management – key points

- Gross inflows from ipac financial planning in Hong Kong and Singapore ("ipac Asia") up 17.3% to A\$30.5m<sup>3</sup> (2004 – A\$26.0m)
- ipac Asia's total funds under management, administration and advice up 40.1% to A\$83.5m<sup>3</sup> (31 December 2004 – A\$59.6m).

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<sup>&</sup>lt;sup>3</sup> On a constant currency basis

(A\$ million)	-	ross inflov nonths end		Net flows (9 months ended)			
Wealth management	30 Sep 2005	30 Sep 2004	Change	30 Sep 2005	30 Sep 2004	Change	
Superannuation	2,126.3	1,743.8	21.9%	673.8	531.9	26.7%	
Retirement income	443.2	520.6	(14.9)%	(149.4)	2.5	n/a	
Investment products	2,167.9	2,231.9	(2.9)%	608.8	667.4	(8.8)%	
Alliance Capital – retail mandates <sup>1</sup>	4,121.4	1,860.9	121.5%	3,242.7	1,228.0	164.1%	
Total A&NZ retail flows (excluding cash management trusts)	8,858.8	6,357.2	39.4%	4,375.9	2,429.8	80.1%	
Cash management trusts	75.3	67.7	11.2%	15.0	(50.7)	n/a	
Alliance Capital – wholesale mandates	4,973.7	3,162.8	57.3%	2,673.6	1,156.0	131.3%	
Total A&NZ flows	13,907.8	9,587.7	45.1%	7,064.5	3,535.1	99.8%	
Included in the above:							
Platforms	2,206.1	1,654.8	33.3%	883.5	568.7	55.4%	
Advice	1,013.1	749.1	35.2%	254.6	328.9	(22.6)%	
Note:						, /	

# Australia/New Zealand

Note:

(1) All of these mandates are from retail providers. However, some flows may be institutionally sourced. As the flows are via mandates, we do not have a split

Included in the figures above are flows that arise through switches from one product to another, such as from a traditional superannuation product to a platform-based superannuation product.

Intra-group flows (A\$ million)	Gross inflows (9 months ended)				
	30 Sep 2005	30 Sep 2004	Change		
Superannuation	325.1	92.0	253.4%		
Retirement income	117.9	23.2	408.2%		
Investment products	68.7	17.2	299.4%		
Alliance Capital – retail mandates	272.0	110.0	147.3%		
Total intra-group flows	783.7	242.4	223.3%		
Included in the above:					
Platforms	454.6	79.5	471.8%		
Advice	318.0	75.0	324.0%		

Total funds under management, administration and advice at 30 September 2005 was \$65.01bn, up 23.9% (31 December 2004 - \$52.49bn).

30 Sep 2005  30 Sep 2004  30 Sep Change  30 Sep 2005  30 Sep 2004    New regular premiums		Inforce (as at)			ew busines nonths end		(A\$ million)
premiums Individual life 40.4 34.9 15.8% 259.9 238.5 Individual income	Change	•	•	Change	•	•	
Individual life 40.4 34.9 15.8% 259.9 238.5							•
Individual income							premiums
Individual income 19.1 16.2 17.9% 198.5 196.1	9.0%	238.5	259.9	15.8%	34.9	40.4	Individual life
protection 10.1 10.2 17.578 100.5 100.1	1.2%	196.1	198.5	17.9%	16.2	19.1	
Group insurance 19.4 19.7 (1.5)% 137.5 131.1	4.9%	131.1	137.5	(1.5)%	19.7	19.4	Group insurance
Long term risk 2.3 2.5 (8.0)% 90.0 96.3	(6.5)%	96.3	90.0	(8.0)%	2.5	2.3	Long term risk
Total  81.2  73.3  10.8%  685.9  662.0	5.0%	662.0	685.9	10.8%	73.3	81.2	Total
Single premiums 23.5 20.9 12.4%				12.4%	20.9	23.5	Single premiums

Note: 2004 Group insurance inforce has been restated to include \$8.5m premiums through master trusts not included in 2004 releases

# Hong Kong

		New business 9 months ended	)
(HK\$ million)	30 Sep 2005	30 Sep 2004	Change
New regular premiums			
Individual life – non-linked	418.8	430.4	(2.7)%
Individual life – unit linked	234.4	145.0	61.7%
Total individual life	653.2	575.4	13.5%
Group retirement – incl MPF	97.3	70.2	38.6%
Group risk	62.2	60.3	3.2%
Total new regular premiums	812.7	705.9	15.1%
Single premiums			
Individual life – incl unit linked	302.2	169.2	78.6%
Group retirement	340.5	183.2	85.9%
Total single premiums	642.7	352.4	82.4%
Total life new business index ("NBI") <sup>1</sup>	877.0	741.1	18.3%
General insurance (P&C) <sup>2</sup>	80.4	88.2	(8.8)%
Total new business index	957.4	829.3	15.4%

Note:

(1) New business index = new regular premiums + 10% of single premiums

(2) Total premium income

	Inforce regular premiums (as at)				
(HK\$ million)	30 Sep 2005	30 Sep 2004	Change		
Individual life – non-linked	4,914.8	4,811.5	2.1%		
Individual life – unit linked	639.7	422.5	51.4%		
Total individual life	5,554.5	5,234.0	6.1%		
Group retirement – incl MPF	1,273.6	1,190.0	7.0%		
Group risk	424.0	347.7	21.9%		
Total inforce	7,252.1	6,771.7	7.1%		

		ome )	
(HK\$ million)	30 Sep 2005	30 Sep 2004	Change
Individual life – non-linked	3,653.7	3,568.0	2.4%
Individual life – unit linked	657.9	396.4	66.0%
Total individual life	4,311.6	3,964.4	8.8%
Group retirement – incl MPF	1,185.3	1,047.5	13.2%
Group risk	335.5	296.8	13.0%
General insurance (P&C)	80.4	87.7	(8.3)%
Total premium income	5,912.8	5,396.4	9.6%

Total funds under management, administration and advice at 30 September 2005 was HK\$46.84bn<sup>4</sup>, up 4.5% (31 December 2004 - HK\$44.82bn).

# China and South East Asia

	-	ousiness in nonths end		Total p (9 m		
(million)	30 Sep 2005	30 Sep 2004	Change	30 Sep 2005	30 Sep 2004	Change
Indonesia (Rupiah)	254,030.1	88,216.6	188.0%	1,093,919.0	411,177.0	166.0%
Thailand (Baht)	772.3	359.2	115.0%	1,948.5	970.1	100.9%
Singapore (Sing\$)	21.6	14.3	51.0%	197.2	160.8	22.6%
Philippines (Peso)	523.1	451.3	15.9%	3,460.1	2,968.9	16.5%
China (Rmb)	30.1	28.8	4.5%	186.0	112.3	65.6%
Total (A\$) <sup>2</sup>	93.4	50.0	86.8%	476.4	300.7	58.4%

Note:

(1) New business index = regular premium sales + 10% of single premium sales

On a constant currency basis, translated at average exchange rates for the nine months ended 30 September 2005 of A\$/Rupiah = 0.000135; A\$/Baht = 0.032427; A\$/Sing\$ = 0.784461; A\$/Peso = 0.023531; A\$/Rmb = 0.158389. Figures represent 100% share of the businesses

# Asia wealth management

	Gross inflows (9 months ended)			Funds under management (as at) <sup>2</sup>		
(million)	30 Sep 2005	30 Sep 2004	Change	30 Sep 2005	30 Sep 2004	Change
ipac financial planning						
Hong Kong (HK\$)	95.2	87.2	9.2%	315.6	237.2	33.1%
Singapore (Sing\$)	18.6	14.5	28.3%	39.0	25.3	54.2%
Total (A\$) <sup>1</sup>	30.5	26.0	17.3%	83.5	59.6	40.1%

Note:

(1) On a constant currency basis, translated at average exchange rates for the nine months ended 30 September 2005 of A\$/HK\$ = 0.167189; A\$/Sing\$ = 0.784461

(2) On a constant currency basis, translated at 30 September 2005 closing exchange rates of A\$/HK\$ = 0.168799; A\$/Sing\$ = 0.775081

<sup>&</sup>lt;sup>4</sup> After payment of HK\$1,396m dividends to AXA APH