

### Contribution to AXA French GAAP Results Financial Supplement

Six Months 2003

For questions and concerns regarding this financial supplement please contact:

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### **/**AXA FINANCIAL







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#### CONTRIBUTION TO AXA FRENCH GAAP ADJUSTED EARNINGS

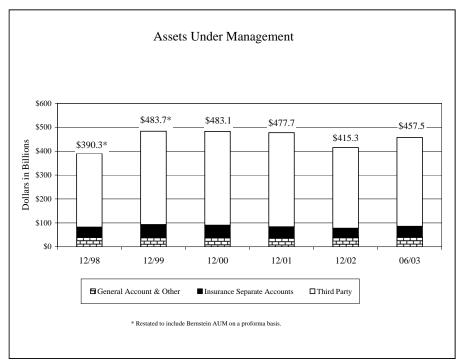
AXA prepares its consolidated financial statements in accordance with generally accepted accounting principles in France ("French GAAP"). All segment and earnings results reflected within this document are presented in accordance with French GAAP and are in US\$ unless otherwise stated.

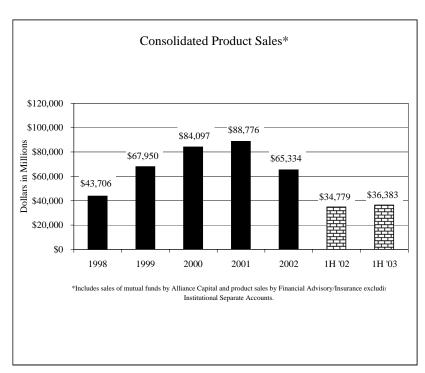
AXA French GAAP adjusted earnings include the operational results of the business lines but exclude one-off items and acquisition related goodwill amortization.

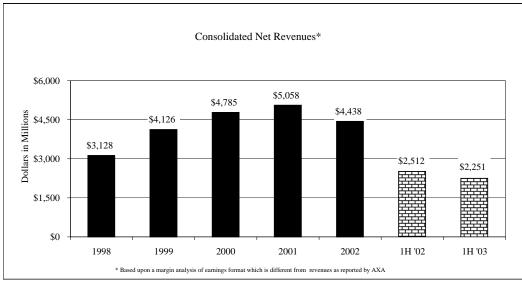
#### After-tax Contribution to AXA French GAAP Adjusted Earnings and Net Earnings by Segment

	Six	x months ended June 30, 20	93	Six	months ended June 30, 200	2
(In US\$ millions, except lines 2 & 7)	Financial Advisory/ Insurance (Life & Savings - US)	Investment Management (Asset Management - Alliance Capital)	AXF Holding Company	Financial Advisory/ Insurance (Life & Savings - US)	Investment Management (Asset Management - Alliance Capital)	AXF Holding Company
1 Contribution to AXA French GAAP adjusted earnings	\$264.1	\$83.4	(\$32.5)	\$305.4	\$102.2	(\$35.1)
2 Contribution to AXA French GAAP Adjusted Earnings in Euros	EURO 239	EURO 75	(EURO 29)	EURO 340	EURO 114	(EURO 39)
3 Contribution to AXA French GAAP adjusted earnings	\$264.1	\$83.4	(\$32.5)	\$305.4	\$102.2	(\$35.1)
4 Amortization of acquisition related goodwill and intangible assets, net of minority interests	(87.0)	(89.5)	-	(71.3)	(81.8)	-
5 One-off item as a consequence of a review of prior period deferred tax positions (1)	78.2	-	-	-	-	-
6 Contribution to AXA French GAAP Net Earnings, Group Share	\$255.3	(\$6.1)	(\$32.5)	\$234.1	\$20.4	(\$35.1)
7 Contribution to AXA French GAAP Net Earnings, Group Share in Euros	EURO 231	(EURO 6)	(EURO 29)	EURO 261	EURO 23	(EURO 39)
8 US\$/EURO EXCHANGE RATES		June 30, 2 Average 0.91	003 End of Period 0.88		June 30, Average 1.11	2002 End of Period 1.00

<sup>(1) \$78.2</sup> million or 71 million Euros is reported in 2003 following a review of deferred tax positions related to periods prior to the acquisition of The Equitable Companies, Inc. by AXA. This item represents a deferred tax release, net of additional goodwill amortization resulting from a recalculation of goodwill associated with the minority buyout in 2000.







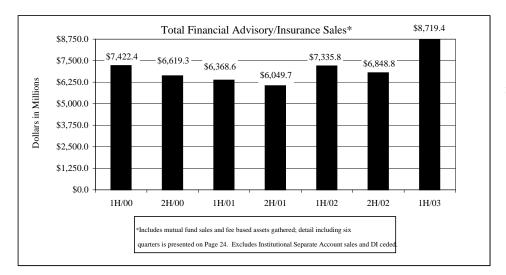
### AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE

### French GAAP Adjusted Earnings - Contribution by Product Line

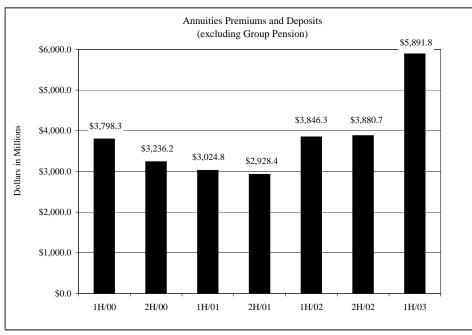
	Six months ended	l June 30
Dollars in Millions	2003	2002
1 Traditional Life (pg. 22 ln 17)	\$9.9	\$60.1
2 Var. & Int. Sens. Life (pg. 22 ln 17)	93.4	47.2
3 Annuities (pg. 22 ln 17)	165.2	195.6
4 Other (pg. 22 ln 17)	(4.4)	2.5
5 Total Insurance (pg. 22 ln 17)	\$264.1	\$305.4

### **Total Sales by Distribution Channel**

	Six months ende	ed June 30
Dollars in Millions	2003	2002
6 Annuities (excl. Group Pensions) (pg. 24, ln 6, 7& 8)	\$2,411.7	\$2,126.9
7 Group Pension (pg. 24, ln 9)	186.1	185.5
8 Subtotal	2,597.8	2,312.4
9 Mutual funds & fee based assets gathered (pg. 24, ln 17)	1,337.6	1,940.2
10 Life (pg. 24, ln 1, 2, 3 & 5)	1,166.3	1,215.8
11 Other (pg. 24, ln 10 & 11)	115.6	118.8
12 Total retail (pg. 24, ln 18)	5,217.3	5,587.2
13 Annuities - financial planners (pg. 24, ln 19)	534.1	194.2
14 Annuities - financial institutions (pg. 24, ln 20)	1,151.6	404.8
15 Annuities - broker/dealers (pg. 24, ln 21)	1,794.4	1,120.4
16 Mutual funds & fee based assets gathered (pg. 24, ln 25)	0.0	1.3
17 Life (pg. 24, ln 23 & 24)	22.0	27.9
18 <b>Total wholesale</b> (pg. 24, ln 26)	3,502.1	1,748.6
19 <b>Total Sales</b> (pg. 24, ln 35)	8,719.4	7,335.8
20 Institutional Separate Accounts	177.3	157.4
21 DI ceded and other	40.2	42.4
22 Total AXA Basis Sales	8,936.9	7,535.6
23 Less: Mutual funds & fee based assets gathered (pg.24, ln34)	(1,337.6)	(1,941.5)
24 AXA Basis Gross Premiums	7,599.3	5,594.1
25 Other fee revenues	189.5	202.5
26 AXA Basis Gross Revenues	\$7,788.8	\$5,796.6

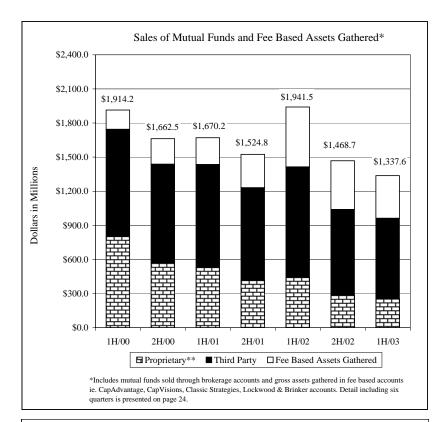


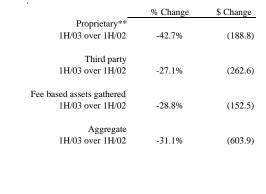
_	% Change	\$ Change
1H/03 over 1H/02	18.9%	1,383.6



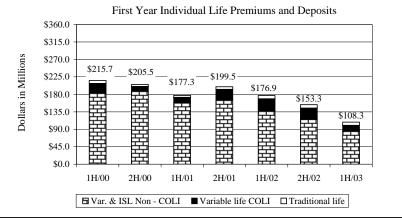
 % Change
 \$ Change

 1H/03 over 1H/02
 53.2%
 2,045.5

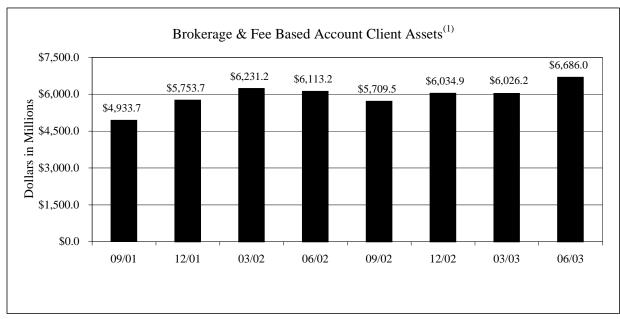


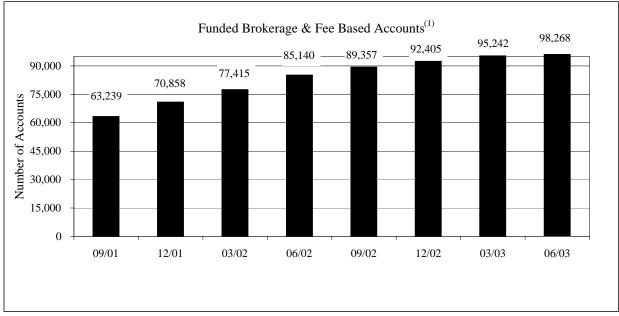


\*\*Proprietary includes Alliance managed and AXA Premier mutual funds

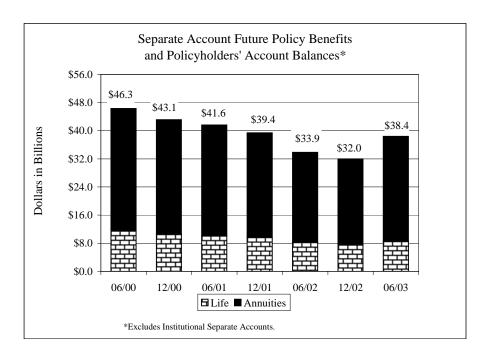


	% Change	\$ Change
Variable & interest sensitive life non - COLI 1H/03 over 1H/02	-37.8%	(51.7)
Variable life COLI 1H/03 over 1H/02	-53.2%	(16.8)
Traditional life 1H/03 over 1H/02	-1.2%	(0.1)

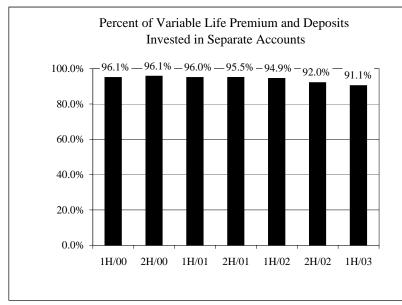


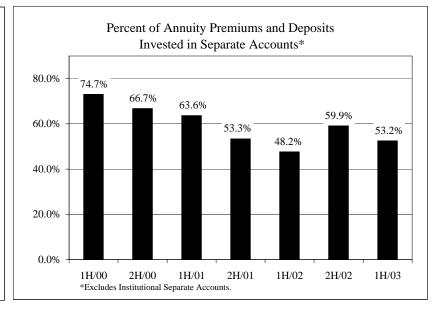


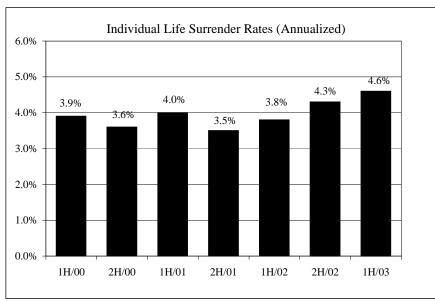
<sup>(1)</sup> Includes all Brokerage & Fee based Accounts, i.e. AXA Asset, ABA & IRA, CapAdvantage, CapVisions, Classic Strategies, and Lockwood & Brinker Accounts.

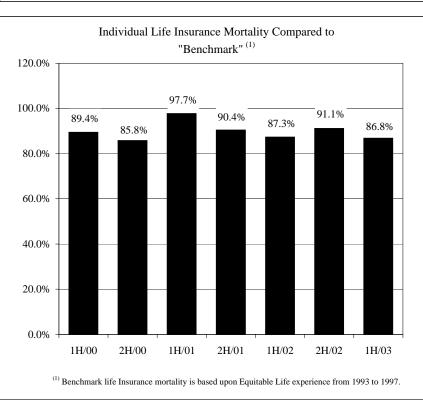


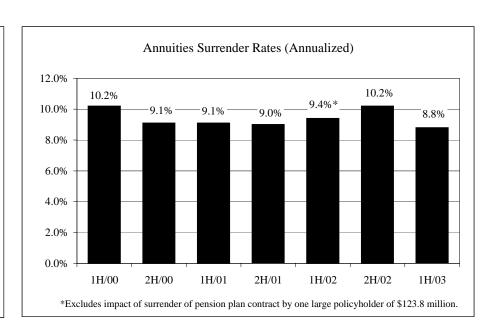
		% Change
Life	06'03 over 06'02	3.6%
Annui	ities 06'03 over 06'02	16.6%
Total	06'03 over 06'02	13.4%

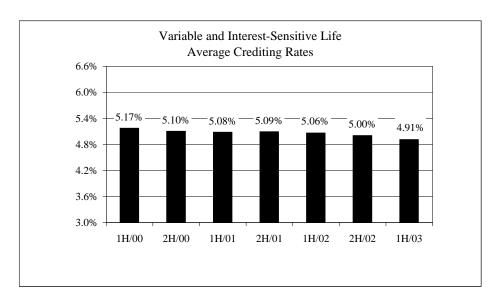


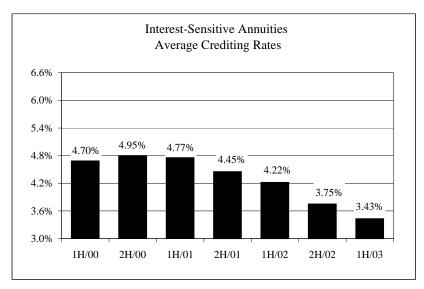








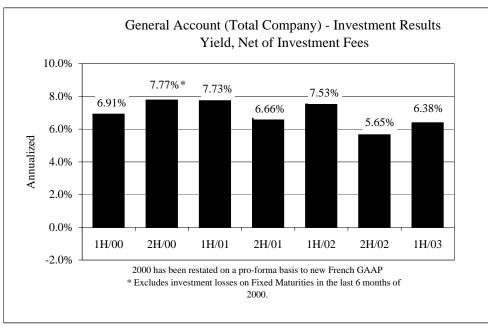




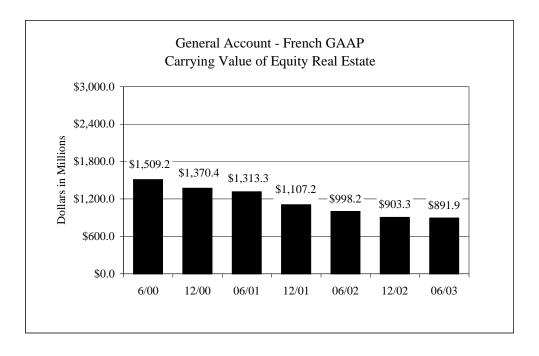
#### Financial Advisory/Insurance Net Underlying Earnings Margin Ratio

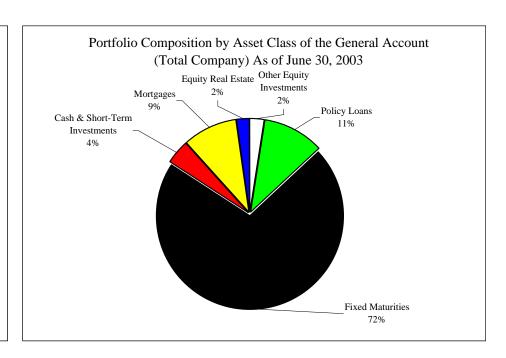
Net Underlying Earlings Margin Ratio	Six months end	led June 30
	2003	2002
1 Net revenues (pg. 22 ln 4)*	\$987.5	\$1,079.2
2 Less: realized gains/(losses) (pg. 23 lns 2 &3)	(82.3)	36.1
3 Add: interest credited attributable to Windup Annuity realized gains/losses	0.0	39.3
4 Underlying net revenues	\$1,069.8	\$1,082.4
5 Expenses (pg. 22 ln 14)	\$668.9	\$648.5
6 Less: amortization of DAC on realized gains/ (losses) (pg. 22 ln 13)	(14.3)	(19.4)
7 Underlying net expenses	\$683.2	\$667.9
8 Expenses to net revenue ratio (ln 7 /ln 4)	64%	62%
9 Net underlying earnings margin ratio (100% - ln 8)	36%	38%
Reconciliation to AXA Group Defined Cost Income Ratios which excludes DAC		
10 Expenses (pg. 22 ln 14)	\$668.9	\$648.5
11 Add: DAC Capitalization (pg.22 lns 7 & 10)	481.5	371.8
12 Less: Amortization of DAC (pg.22 lns 12 & 13)	(177.8)	(145.3)
13 Expenses used in AXA Group Cost Income Ratio	\$972.6	\$875.0
14 Adjusted Earnings Cost Income Ratio (ln 13 / ln 1)	98%	81%
15 Underlying Earnings Cost Income Ratio (ln 13/ln 4)	91%	81%

<sup>\*</sup> Based upon a margin analysis of earnings format which is different from the gross revenues as reported by AXA.





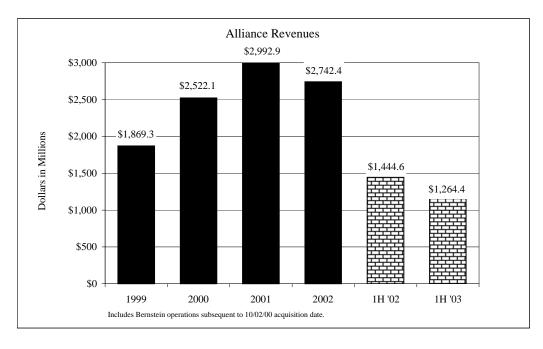


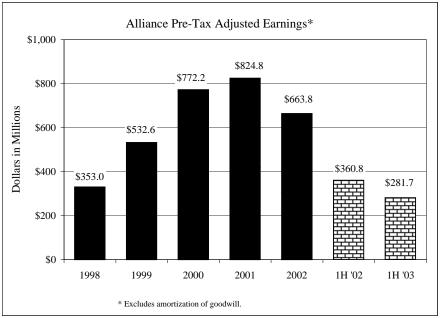


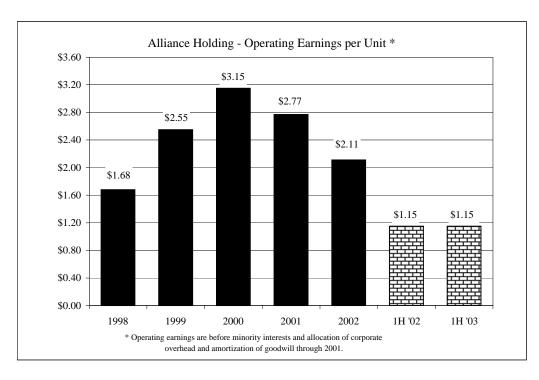
#### INVESTMENT MANAGEMENT

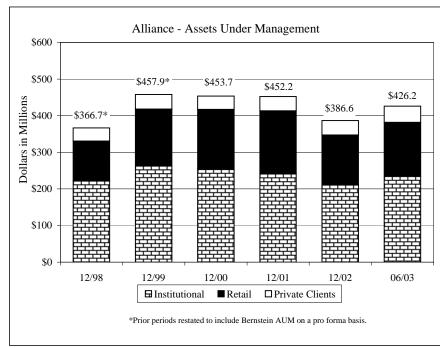
#### Reconciliation from Alliance Adjusted Earnings to Contribution to AXA French GAAP Adjusted Earnings

		Six months end	ed June 30
$(D_{i})$	ollars in Millions)	2003	2002
1	After-tax adjusted earnings as reported by Alliance (pg. 37, ln 11)	\$267.4	\$343.3
2	Minority interest (pg. 37, ln 14)	(120.3)	(163.7)
3	Allocation of corporate overhead and taxes (pg. 37, ln 20)	(63.7)	(77.4)
4	Contribution to AXA French GAAP Adjusted Earnings (pg. 37, ln 21)	\$83.4	\$102.2









### AXA FINANCIAL, INC. FRENCH GAAP AFTER-TAX ADJUSTED EARNINGS SUMMARY BY SEGMENT

		Six months	ended	
	June 30	June 30	Dollar	Percent
Unaudited (Dollars in Millions)	2003	2002	Change	Change
1 Financial Advisory/Insurance segment (Life & Savings - US)(pg. 21, ln 9)	\$264.1	\$305.4	(\$41.3)	-13.5%
2 Investment Management segment				
(Asset Management - Alliance Capital)(pg. 21, ln 9)	83.4	102.2	(18.8)	-18.4%
3 AXA Holding Companies segment (pg. 21, ln 9)	(32.5)	(35.1)	2.6	7.4%
4 Contribution to AXA French GAAP adjusted earnings (pg. 21, ln 9)	315.0	372.5	(57.5)	-15.4%
5 Amortization of acquisition related goodwill and intangible assets,				
net of minority interest	(176.5)	(153.1)	(23.4)	15.3%
6 One-off item as a consequence of a review of prior period deferred tax positions	78.2	0.0	78.2	N/A
7 Contribution to AXA French GAAP Net Earnings, Group Share	\$216.7	\$219.4	(\$2.7)	-1.2%

### AXA FINANCIAL, INC. ASSETS UNDER MANAGEMENT

	June 30																	
Unaudited (Dollars in Millions)	2003	2002	December 2002															
TOTAL ASSETS BY MANAGER			_															
ALLIANCE																		
1 ELAS General Account and the Holding Company	\$25,812	\$24,321	\$24,831															
2 ELAS Separate Accounts - EQAT & VIP	23,136	22,080	19,265															
3 ELAS Separate Accounts - other	4,895	4,324	4,591															
4 Third Party (incl AXA Premier mutual funds)	372,360	361,770	337,892															
5 Total Alliance (pg. 39, ln 9)	426,203	412,495	386,579															
EQUITABLE LIFE																		
6 ELAS General Account (non - Alliance)	13,674	13,604	13,484															
7 ELAS Separate Accounts - EQAT & VIP (non - Alliance)	13,070	9,807	10,732															
8 ELAS real estate related Separate Accounts	2,394	2,680	2,533															
9 ELAS Separate Accounts - Other	2,083	2,013	1,891															
Third Party - AXA Premier mutual funds (non - Alliance)	104	94	92															
11 Total Equitable Life	31,325	28,198	28,732															
TOTAL																		
12 Alliance	426,203	412,495	386,579															
13 Equitable Life	31,325	28,198	28,732															
14 Total Assets Under Management	\$457,528	\$440,693	\$415,311															
				_	<u>-</u>	-	<u>-</u>	_	<del>-</del>	<del>-</del>	<u>-</u>	<u>-</u>	<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>
TOTAL ASSETS BY ACCOUNT																		
15 Total General Account & the Holding Company	\$39,486	\$37,925	\$38,315															
16 ELAS Insurance Separate Accounts	45,578	40,904	39,012															
17 Third Party (incl AXA Premier mutual funds)	372,464	361,864	337,984															
	A 4 == == =	h c==							% Change					8				
19 Total Assets Under Management	\$457,528	\$440,693	\$415,311		06/03 over 12/02	06/03 over 12/02	<b>06/03 over 12/02</b> 10.2	<b>06/03 over 12/02</b> 10.2%	06/03 over 12/02 10.2%	<b>06/03 over 12/02</b> 10.2%								

### AXA FINANCIAL, INC. CONSOLIDATING BALANCE SHEET French GAAP Basis

Jun	June 30, 2003		Asset	Holding	
Una	Unaudited (Dollars in Millions)		Management	Company	Consolidated
ASS	SETS				
1	Goodwill	\$ 4,065.7	\$ 4,487.9	\$ -	\$ 8,553.6
2	Other intangible assets	225.6	56.0	_	281.6
3	Real estate	892.0	-	-	892.0
4	Fixed maturities	26,507.3	-	41.3	26,548.6
5	Equity investments	822.3	427.1	33.9	1,283.3
6	Mortgage, policy and other loans	7,601.8	-	-	7,601.8
7	Total investments from insurance activities	35,823.4	427.1	75.2	36,325.7
8	Separate account assets	45,583.6	-	-	45,583.6
9	Reinsurers' share of insurance liabilities	2,406.6	-	-	2,406.6
10	Receivables from insurance and reinsurance activities	163.4	-	-	163.4
11	Receivables from non-insurance activities	-	1,753.3	-	1,753.3
12	Cash and equivalents	1,709.3	282.4	157.3	2,149.0
13	Other assets *	971.5	1,246.9	658.0	2,876.4
14	Deferred acquisition costs	5,976.8	_	-	5,976.8
15	Other prepayments and deferred charges	2,181.6	581.2	144.2	2,907.0
16	Total	58,992.8	3,863.8	959.5	63,816.1
17	Total Assets	\$ 99,107.5	\$ 8,834.8	\$ 1,034.7	\$ 108,977.0

<sup>\*</sup> Includes certain AXA Group consolidation/elimination adjustments not usually recorded at the AXA Financial level.

### AXA FINANCIAL, INC. CONSOLIDATING BALANCE SHEET (continued)

### French GAAP Basis

June 30, 2003	Life and	Asset	Holding	
Unaudited (Dollars in Millions)	Savings	Management	Company	Consolidated
1 Total Minority interests and shareholders' equity	\$ 10,295.3	\$ 4,014.1	\$ (883.9)	\$ 13,425.5
2 Subordinated debt (pg 20, ln 3)	599.6	-	-	599.6
3 Insurance liabilities, gross of reinsurance	39,082.6	-	-	39,082.6
4 Separate account liabilities, gross of reinsurance	45,458.8	-	-	45,458.8
5 Provisions for risks and charges	1,859.7	811.4	257.2	2,928.3
6 Payables arising from insurance and reinsurance activities	934.3	-	-	934.3
7 Payables arising from non-insurance activities	(174.7)	3,604.2	166.2	3,595.7
8 Non-subordinated debt instruments issued (pg 20, ln 14)	354.9	405.1	1,451.3	2,211.3
9 Amounts owed to credit institutions (pg 20, ln 15)	-	-	-	-
10 Accrued expenses and other liabilities	697.0	-	43.9	740.9
11 Total Liabilities	88,812.2	4,820.7	1,918.6	95,551.5
12 Total Liabilities, Minority Interests, and Shareholders' Equity	\$ 99,107.5	\$ 8,834.8	\$ 1,034.7	\$ 108,977.0

### AXA FINANCIAL, INC. CONSOLIDATING BALANCE SHEET French GAAP Basis

Dec	ember 31, 2002	Life and		Asset	H	Holding		
Una	udited (Dollars in Millions)	Savings	Me	anagement	$C_{i}$	ompany	Co	onsolidated
ASS	SETS							
1	Goodwill	\$ 3,924.4	\$	4,535.5	\$	-	\$	8,459.9
2	Other intangible assets	255.4	ļ	52.1		-		307.5
3	Real estate	903.4	ļ	-		-		903.4
4	Fixed maturities	25,442.5	5	-		43.3		25,485.8
5	Equity investments	789.3	3	337.5		35.3		1,162.1
6	Mortgage, policy and other loans	7,875.0	)	-		-		7,875.0
7	Total investments from insurance activities	35,010.2	2	337.5		78.6		35,426.3
8	Separate account assets	39,021.7	,	-		-		39,021.7
9	Reinsurers' share of insurance liabilities	2,384.2	2	-		-		2,384.2
10	Receivables from insurance and reinsurance activities	157.9	)	-		-		157.9
11	Receivables from non-insurance activities	-		1,453.1		-		1,453.1
12	Cash and equivalents	910.0	)	180.1		146.7		1,236.8
13	Other assets *	1,209.6	Ó	1,167.3		648.2		3,025.1
14	Deferred acquisition costs	5,679.2	2	-		-		5,679.2
15	Other prepayments and deferred charges	2,081.8	3	610.9		135.5		2,828.2
16	Total	51,444.4		3,411.4		930.4		55,786.2
17	Total Assets	\$ 90,634.4	\$	8,336.5	\$	1,009.0	\$	99,979.9

<sup>\*</sup> Includes certain AXA Group consolidation/elimination adjustments not usually recorded at the AXA Financial level.

### AXA FINANCIAL, INC. CONSOLIDATING BALANCE SHEET (continued)

### French GAAP Basis

December 31, 2002	Life and	Asset	Holding	
Unaudited (Dollars in Millions)	Savings	Management	Company	Consolidated
1 Total Minority interests and shareholders' equity	\$ 9,783.6	\$ 4,068.8	\$ (951.2)	\$ 12,901.2
2 Subordinated debt (pg 20, ln 3)	599.5	-	-	599.5
3 Insurance liabilities, gross of reinsurance	37,448.7	-	-	37,448.7
4 Separate account liabilities, gross of reinsurance	38,883.8	-	-	38,883.8
5 Provisions for risks and charges	1,974.3	771.3	288.4	3,034.0
6 Payables arising from insurance and reinsurance activities	923.3	-	-	923.3
7 Payables arising from non-insurance activities	24.9	3,069.5	177.8	3,272.2
8 Non-subordinated debt instruments issued (pg 20, ln 14)	350.0	398.4	1,451.0	2,199.4
9 Amounts owed to credit institutions (pg 20, ln 15)	-	28.5	-	28.5
10 Accrued expenses and other liabilities	646.3	-	43.0	689.3
11 Total Liabilities	80,850.8	4,267.7	1,960.2	87,078.7
12 Total Liabilities, Minority Interests, and Shareholders' Equity	\$ 90,634.4	\$ 8,336.5	\$ 1,009.0	\$ 99,979.9

# AXA FINANCIAL, INC. NON-SUBORDINATED AND SUBORDINATED DEBT French GAAP Basis

Unaudited (Dollars in Millions)	June 30, 2003	December 31, 2002
SUBORDINATED DEBT		
Life and Savings - Equitable Life:		
1 Surplus Notes, 6.95% due 2005	\$399.8	\$399.7
2 Surplus Notes, 7.70% due 2015	199.8	199.8
3 Total subordinated debt (pg 17 & 19, ln 2)	599.6	599.5
NON-SUBORDINATED DEBT INSTRUMENTS ISSUED		
Life and Savings - Equitable Life:		
4 Short-term borrowings	4.9	0.0
5 Mortgage Notes, due through 2019	350.0	350.0
6 Subtotal	354.9	350.0
Asset Management - Alliance		
7 Senior Notes, 5.625% due 2006	405.1	398.4
Holding Company		
8 Short-term borrowings	76.8	76.8
9 Senior Notes, 9.0% due 2004	300.0	300.0
10 Senior Notes, 6.5% due 2008	249.6	249.5
11 Senior Notes, 7.75% due 2010	477.0	476.8
12 Senior Debentures, 7.0%, due 2028	347.9	347.9
13 Subtotal	1,451.3	1,451.0
14 Total non-subordinated debt instruments issued (pg 17 & 19, ln 8)	2,211.3	2,199.4
AMOUNTS OWED TO CREDIT INSTISTUTIONS		
Asset Management - Alliance		
15 Short-term borrowings (pg 17 & 19, ln 9)	0.0	28.5
16 TOTAL DEBT	\$2,810.9	\$2,827.4

# AXA FINANCIAL, INC. CONSOLIDATING INCOME STATEMENTS - MANAGEMENT FORMAT FRENCH GAAP ADJUSTED EARNINGS

		Six months end	<u>ed June 30, 2003</u>	<u> </u>	Six months ended June 30, 2002				
	Financial		AXA		Financial		AXA		
	Advisory/	Investment	Holding		Advisory/	Investment	Holding		
Unaudited (Dollars in Millions)	Insurance	Management	Company	Total	Insurance	Management	Company	Total	
REVENUES									
1 Investment margin	\$302.6	\$6.0	\$0.0	\$308.6	\$355.3	(\$3.9)	\$0.0	\$351.4	
2 Fees and revenues	429.1	1,257.2	0.0	1,686.3	464.5	1,436.9	0.0	1,901.4	
3 Net technical margin	255.8	0.0	0.0	255.8	259.4	0.0	0.0	259.4	
4 Net revenues*	987.5	1,263.2	0.0	2,250.7	1,079.2	1,433.0	0.0	2,512.2	
EXPENSES									
5 Total expenses	668.9	1,016.4	50.0	1,735.3	648.5	1,113.2	54.0	1,815.7	
6 Minority interest	0.0	123.1	0.0	123.1	0.0	167.0	0.0	167.0	
7 PRE-TAX ADJUSTED EARNINGS	318.6	123.7	(50.0)	392.3	430.7	152.8	(54.0)	529.5	
8 Federal income taxes **	54.5	40.3	(17.5)	77.3	125.3	50.6	(18.9)	157.0	
9 CONTRIBUTION TO ADJUSTED EARNINGS	\$264.1	\$83.4	(\$32.5)	\$315.0	\$305.4	\$102.2	(\$35.1)	\$372.5	

<sup>\*</sup> Based upon a margin analysis of earnings format which is different from the gross revenues as reported by AXA.

<sup>\*\*</sup> Includes a \$27.8 million Federal income tax benefit following a review of deferred tax positions related to periods after the acquisition of The Equitable Companies, Inc. by AXA.

# AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE CONSOLIDATING INCOME STATEMENT - MANAGEMENT FORMAT

	June	30	June .	30	June 3	0	June 3	20	June 3	30
For the six months ended	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002
Unaudited (Dollars in Millions)	Tradition	al Life	Var. & Int S	Sens Life	Annu	ities	Oth	ner	Total	l
1 Investment margin (pg. 23, ln 6)	\$41.5	\$115.7	\$17.9	\$26.3	\$225.2	\$196.6	\$18.0	\$16.7	\$302.6	\$355.3
	5.9	9.7	92.9	\$20.5 101.6	244.3	256.8	86.0	96.4	429.1	φ333.3 464.5
2 Fees and revenues (pg. 23, ln10) 3 Net technical margin (pg. 23, ln 14)	59.9	9.7 49.5	190.0	202.7	244.3	2.5	(15.1)	96.4 4.7	255.8	259.4
4 Net revenues	107.3	174.9	300.8	330.6	490.5	455.9	88.9	117.8	987.5	1,079.2
5 First year commissions	3.8	4.0	34.2	49.0	228.5	117.7	33.2	21.5	299.7	213.6
6 Renewal commissions	5.9	4.9	26.9	26.2	26.9	23.8	11.0	39.5	70.7	75.5
7 DAC capitalization	(3.8)	(3.4)	(41.0)	(55.2)	(229.4)	(119.1)	(0.5)	(0.9)	(274.7)	(178.6)
8 Net commissions	5.9	5.5	20.1	20.0	26.0	22.4	43.7	60.1	95.7	110.5
9 Compensation & other expenses	70.3	68.8	178.9	208.6	306.7	258.5	46.3	52.6	602.2	585.9
10 DAC capitalization	(9.6)	(7.3)	(56.5)	(81.2)	(140.7)	(104.8)	(0.0)	0.0	(206.8)	(193.2)
11 Net expenses	60.7	61.5	122.4	127.4	166.0	153.7	46.3	52.6	395.4	392.7
12 Amortization of DAC - operating results 13 Amortization of DAC -	47.7	36.9	47.2	118.6	92.9	7.8	4.3	1.4	192.1	164.7
Investment gains/(losses)	(19.0)	(13.7)	(1.6)	(1.9)	6.3	(3.8)	0.0	0.0	(14.3)	(19.4)
14 Total expenses	95.3	90.2	188.1	264.1	291.2	180.1	94.3	114.1	668.9	648.5
14 Total expenses	75.5	70.2	100.1	204.1	271.2	100.1	<u></u>	114.1	008.7	040.5
15 Pre-tax French GAAP adjusted earnings	12.0	84.7	112.7	66.5	199.3	275.8	(5.4)	3.7	318.6	430.7
16 Federal income taxes	2.1	24.6	19.3	19.3	34.1	80 2	(1.0)	1.2	54.5	125.3
10 reueral income taxes	2.1	24.0	19.3	19.3	34.1	80.2	(1.0)	1.2	34.3	123.3
17 After-tax French GAAP Adjusted Earnings	\$9.9	\$60.1	\$93.4	\$47.2	\$165.2	\$195.6	(\$4.4)	\$2.5	\$264.1	\$305.4

### AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE ANALYSIS OF NET REVENUES

		June .	30	June 3	30	June 3	0	June 3	30	June .	30
For the	e six months ended	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002
Unaud	ited (Dollars in Millions)	Tradition	al Life	Var. & Int S	ens Life	Annuiti	es	Othe	r	Tota	ıl
In	vestment Margin:										
1	Net investment income	\$334.1	\$356.3	\$202.1	\$208.0	\$671.7	\$647.6	\$21.4	\$24.5	\$1,229.3	\$1,236.4
2	Investment gains/losses	(18.9)	43.1	(17.0)	(12.7)	(49.6)	6.7	3.2	(1.0)	(82.3)	36.1
3	SAB 51 gains/losses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	Net investment results	315.2	399.4	185.1	195.3	622.1	654.3	24.6	23.5	1,147.0	1,272.5
5	Interest credited	(273.7)	(283.7)	(167.2)	(169.0)	(396.9)	(457.7)	(6.6)	(6.8)	(844.4)	(917.2)
6	Total	41.5	115.7	17.9	26.3	225.2	196.6	18.0	16.7	302.6	355.3
17.											
- F €	es and Revenues:	0.0	0.0	22.0	20.2	225.2	226.0	0.0	0.0	250.0	275 1
/	Separate account based	0.0	0.0	33.8	38.2	225.2	236.9	0.0	0.0	259.0	275.1
8	Contractual charges	5.9	9.7	59.1	63.4	19.1	19.9	8.4	8.2	92.5	101.2
9	Mutual fund and other product sales	0.0	0.0	0.0	0.0	0.0	0.0	77.6	88.2	77.6	88.2
10	Total	5.9	9.7	92.9	101.6	244.3	256.8	86.0	96.4	429.1	464.5
No	et Technical Margin:										
11	Mortality/morbidity spread	28.5	16.1	168.7	190.9	10.0	(11.3)	(12.6)	3.7	194.6	199.4
12	Surrender spread	15.6	14.3	24.8	18.0	21.4	22.0	0.0	0.0	61.8	54.3
13	Other benefits, charges & credits	15.8	19.1	(3.5)	(6.2)	(10.4)	(8.2)	(2.5)	1.0	(0.6)	5.7
14	Total	59.9	49.5	190.0	202.7	21.0	2.5	(15.1)	4.7	255.8	259.4
1.C.N.	4 P	Ф107.2	Φ174 O	Ф200 0	Ф220. с	Ф.400. 5	Φ455 O	Φ00.0	ф11 <b>7</b> .0	ф00 <b>7</b> г	Φ1 070 <b>2</b>
15 No	et Revenues	\$107.3	\$174.9	\$300.8	\$330.6	\$490.5	\$455.9	\$88.9	\$117.8	\$987.5	\$1,079.2

### AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE SALES - TOTAL

* *	P. I/D II · I/II ·	14 27	7 30		2002	D 31	EV 12002	14 37	2003	111 12000
	dited (Dollars in Millions) Retail	Mar 31	June 30	1H '2002	Sept 30	Dec 31	FY '2002	Mar 31	June 30	1H '2003
1	Ketaii									
1	Traditional Life	\$182.2	\$183.6	\$365.8	\$172.0	\$190.0	\$727.8	\$178.7	\$174.9	\$353.6
	Variable & Interest-Sensitive Life									
2	Variable life - COLI	60.2	28.3	88.5	11.7	\$14.4	114.6	60.9	55.9	116.8
3	Variable life - non-COLI	339.3	323.2	662.5	306.9	294.1	1,263.5	300.0	289.4	589.4
4	Total Variable life	399.5	351.5	751.0	318.6	308.5	1,378.1	360.9	345.3	706.2
5	Interest-sensitive life - non-COLI	47.6	51.4	99.0	77.9	51.7	228.6	51.0	55.5	106.5
	Annuities(1)									
6	Variable annuities	965.8	1,038.9	2,004.7	873.9	1,013.2	3,891.8	1,167.1	1,146.0	2,313.1
7	SPDAs	51.2	55.3	106.5	45.8	30.1	182.4	40.5	38.1	78.6
8	SPIAs and other fixed	7.1	8.6	15.7	8.0	4.7	28.4	9.4	10.6	20.0
9	Group Pensions	76.3	109.2	185.5	98.6	108.1	392.2	100.5	85.6	186.1
	Other									
10	Reinsurance assumed	40.7	38.2	78.9	47.0	41.3	167.2	54.9	21.7	76.6
11	Health	20.0	19.9	39.9	20.8	21.3	82.0	19.1	19.9	39.0
12	Total Insurance(3)	1,790.4	1,856.6	3,647.0	1,662.6	1,768.9	7,078.5	1,982.1	1,897.6	3,879.7
	Mutual Funds and fee based assets gathered(2)									
13	AXA Premier mutual funds	25.9	16.4	42.3	9.6	3.4	55.3	4.0	3.8	7.8
14	Alliance mutual funds	207.0	191.8	398.8	165.3	105.5	669.6	132.2	113.6	245.8
15	Third party mutual funds	460.9	509.5	970.4	429.4	325.1	1,724.9	362.6	345.2	707.8
16	Fee based assets gathered	248.3	280.4	528.7	225.3	204.2	958.2	180.2	196.0	376.2
17	Total mutual funds and fee based assets gathered	942.1	998.1	1,940.2	829.6	638.2	3,408.0	679.0	658.6	1,337.6
18	Total Retail Channel	\$2,732.5	\$2,854.7	\$5,587.2	\$2,492.2	\$2,407.1	\$10,486.5	\$2,661.1	\$2,556.2	\$5,217.3
1	Wholesale									
	Annuities:									
19	Financial planners	\$74.7	\$119.5	\$194.2	\$142.9	\$166.9	\$504.0	\$221.1	\$313.0	\$534.1
20	Financial institutions	163.1	241.7	404.8	156.5	237.4	798.7	383.8	767.8	1,151.6
21	Broker/dealers	409.4	711.0	1,120.4	501.5	699.8	2,321.7	798.2	996.2	1,794.4
22	Total Annuities	647.2	1,072.2	1,719.4	800.9	1,104.1	3,624.4	1,403.1	2,077.0	3,480.1
22	incl above - Variable Annuities	293.4	981.4	1,719.4	729.5	1,104.1	3,052.6	1,403.1	1,960.3	3,259.3
	inci above - variable Annumes incl above - SPDA	353.8	90.8	1,274.8 444.6	729.3 71.4	1,048.3 55.8	5,032.6	1,299.0	1,900.3	220.8
23	Variable life - COLI	0.3	90.8	0.3	3.4	8.7	12.4	3.0	2.2	5.2
24	Variable life - non-COLI	13.3	14.3	27.6	12.0	19.5	59.1	8.3	8.5	16.8
25	Total mutual funds and fee based assets gathered	0.1	1.2	1.3	0.9	-	2.2	- 0.5	-	-
26	Total Wholesale Channel	\$660.9	\$1,087.7	\$1,748.6	\$817.2	\$1,132.3	\$3,698.1	\$1,414.4	\$2,087.7	\$3,502.1
1	Retail & Wholesale									
27	Life	\$642.9	\$600.8	\$1,243.7	\$583.9	\$578.4	\$2,406.0	\$601.9	\$586.4	\$1,188.3
28	Variable annuities	1.259.2	2,020.3	3,279.5	1,603.4	2,061.5	6,944.4	2,466.1	3,106.3	5,572.4
28 29	SPDAs	405.0	2,020.3	5,279.3	1,003.4	2,001.3 85.9	754.2	144.6	154.8	299.4
30	SPIAs and other fixed	7.1	8.6	15.7	8.0	63.9 4.7	28.4	9.4	10.6	299.4
31	Group Pensions	76.3	109.2	185.5	8.0 98.6	108.1	392.2	100.5	85.6	186.1
32	Annuities	1,747.6	2,284.2	4,031.8	1,827.2	2,260.2	8,119.2	2,720.6	3,357.3	6,077.9
32 33	Other	60.7	58.1	118.8	67.8	62.6	249.2	74.0	3,337.3 41.6	115.6
34	Mutual funds and fee based assets gathered	942.2	999.3	1,941.5	830.5	638.2	3,410.2	679.0	658.6	1,337.6
35	Total Sales	\$3,393.4	\$3,942.4	\$7,335.8	\$3,309.4	\$3,539.4	\$14,184.6	\$4,075.5	\$4,643.9	\$8,719.4
55	2 July March	Ψυ,υγυ.Ψ	Ψυ,ΣπΔ.4	Ψ1,555.0	Ψυ,υυν.π	Ψυ,υυλ.π	Ψ11,107.0	Ψ1,075.5	Ψ1,073.7	ψ0,/17.4

<sup>(1)</sup> Annuities are presented net of internal conversions.

<sup>(2)</sup> Includes sales through brokerage accounts and gross assets gathered through fee based accounts.

<sup>(3)</sup> Excludes Institutional Separate Accounts and DI ceded

### AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE SALES - FIRST YEAR

				20	JU2					2003	
Unai	udited (Dollars in Millions)	Mar 31	June 30	1H '2002	Sept 30	Dec 31	FY 2002	Ma	r 31	June 30	1H '2003
	Retail										
1	Traditional Life	\$3.9	\$4.6	\$8.5	\$4.4	\$4.5	\$17.4		\$4.1	\$4.3	\$8.4
1	Variable & Interest-Sensitive Life	\$3.9	94.0	φο. <i>5</i>	<b>94.4</b>	Φ4.3	\$17.4		Φ4.1	94.3	\$6.4
2	Variable & Interest-Sensitive Life  Variable life - COLI	24.0	7.6	31.6	7.4	9.8	48.8		3.7	6.2	9.9
2	Variable life - COLI Variable life - non-COLI	56.2								6.2	
3 4		80.2	55.1 62.7	111.3 142.9	46.5 53.9	38.3 48.1	196.1 244.9		31.6	29.4 35.6	61.0 70.9
	Total Variable life	0.8									
5	Interest-sensitive life - non-COLI	0.8	1.5	2.3	2.1	4.6	9.0		6.6	7.7	14.3
	Annuities(1)										
6	Variable annuities	572.4	642.3	1,214.7	568.2	671.0	2,453.9		792.6	759.6	1,552.2
7	SPDAs	51.2	55.3	106.5	45.8	30.1	182.4		40.5	38.1	78.6
8	SPIAs and other fixed	7.4	8.9	16.3	8.3	8.2	32.8		9.3	10.6	19.9
	Other										
9	Reinsurance assumed	1.2	1.1	2.3	1.5	0.3	4.1		1.2	0.8	2.0
10	Health	0.1	0.2	0.3	0.6	0.3	1.2		0.1	-	0.1
11	Total Insurance(3)	717.2	776.6	1,493.8	684.8	767.1	2,945.7		889.7	856.7	1,746.4
	Mutual Funds and fee based assets gathered(2)										
12	AXA Premier mutual funds	25.9	16.4	42.3	9.6	3.4	55.3		4.0	3.8	7.8
13	Alliance mutual funds	207.0	191.8	398.8	165.3	105.5	669.6		132.2	113.6	245.8
14	Third party mutual funds	460.9	509.5	970.4	429.4	325.1	1,724.9		362.6	345.2	707.8
15	Fee based assets gathered	248.3	280.4	528.7	225.3	204.2	958.2		180.2	196.0	376.2
16	Total mutual funds and fee based assets gathered	942.1	998.1	1,940.2	829.6	638.2	3,408.0		679.0	658.6	1,337.6
17	Total Retail Channel	\$1,659.3	\$1,774.7	\$3,434.0	\$1,514.4	\$1,405.3	\$6,353.7		,568.7	\$1,515.3	\$3,084.0
17	Total Retail Chamiel	\$1,039.3	\$1,774.7	\$5,454.0	\$1,514.4	\$1,405.5	\$0,333.7	\$1,	306.7	\$1,515.5	\$3,064.0
	Wholesale										
	Annuities:										
18	Financial planners	\$70.9	\$116.5	\$187.4	\$140.9	\$165.1	\$493.4		218.7	\$310.2	\$528.9
19	Financial institutions	161.5	239.5	401.0	154.8	235.9	791.7		381.9	\$763.6	1,145.5
20	Broker/dealers	403.8	706.8	1,110.6	495.2	693.1	2,298.9		794.5	983.2	1,777.7
21	Total Annuities	636.2	1,062.8	1,699.0	790.9	1,094.1	3,584.0		395.1	2,057.0	3,452.1
21	incl above - Variable Annuities	282.4	972.0	1,099.0	719.5	1,094.1	3,012.2		,393.1	1,940.3	3,231.3
		353.8	972.0	444.6	719.3	55.8	571.8	'	104.1	1,940.3	220.8
22	incl above - SPDA  Variable life - COLI	333.6	90.8	444.0	3.1	8.7	11.8		2.9	2.0	4.9
23		10.9		22.2	8.7	15.2			5.8		9.8
	Variable life - non-COLI		12.3	23.2		15.2	47.1		5.8	4.0	9.8
24 25	Total mutual funds and fee based assets gathered	0.1	1.2	1.3	0.9	¢1 110 0	2.2	¢1	402.0	- #2.062.0	e2 466 0
25	Total Wholesale Channel	\$647.2	\$1,076.3	\$1,723.5	\$803.6	\$1,118.0	\$3,645.1	\$1,	,403.8	\$2,063.0	\$3,466.8
	Retail & Wholesale										
26	Life	\$95.8	\$81.1	\$176.9	\$72.2	\$81.1	\$330.2		\$54.7	\$53.6	\$108.3
									,083.6		
27 28	Variable annuities SPDAs	854.8	1,614.3	2,469.1	1,287.7	1,709.3	5,466.1			2,699.9	4,783.5 299.4
		405.0	146.1	551.1	117.2	85.9	754.2		144.6	154.8	
29	SPIAs, fixed and other	7.4	8.9	16.3	8.3	8.2	32.8		9.3	10.6	19.9
30	Annuities	1,267.2	1,769.3	3,036.5	1,413.2	1,803.4	6,253.1	2,	,237.5	2,865.3	5,102.8
31	Other	1.3	1.3	2.6	2.1	0.6	5.3		1.3	0.8	2.1
32	Mutual funds and fee based assets gathered	942.2	999.3	1,941.5	830.5	638.2	3,410.2		679.0	658.6	1,337.6
33	Total Sales	\$2,306.5	\$2,851.0	\$5,157.5	\$2,318.0	\$2,523.3	\$9,998.8	\$2,	,972.5	\$3,578.3	\$6,550.8

2002

2003

<sup>(1)</sup> Annuities are presented net of internal conversions.

<sup>(2)</sup> Includes sales through brokerage accounts and gross assets gathered through fee based accounts.

<sup>(3)</sup> Excludes Institutional Separate Accounts and DI ceded

### AXA FINANCIAL, INC. CONSOLIDATED PRODUCT SALES

				20	002				2003	
Unai	dited (Dollars in Millions)	Mar 31	June 30	1H '2002	Sept 30	Dec 31	FY '2002	Mar 31	June 30	1H '2003
1	Life (pg. 24, ln 27)	\$642.9	\$600.8	\$1,243.7	\$583.9	\$578.4	\$2,406.0	\$601.9	\$586.4	\$1,188.3
2	Annuities (pg. 24, ln 32)	1,747.6	2,284.2	4,031.8	1,827.2	2,260.2	8,119.2	2,720.6	3,357.3	6,077.9
3	Other (pg. 24, ln 33)	60.7	58.1	118.8	67.8	62.6	249.2	74.0	41.6	115.6
4	Mutual funds and fee based assets gathered (pg. 24, ln 34)	942.2	999.3	1,941.5	830.5	638.2	3,410.2	679.0	658.6	1,337.6
5	Total Financial Advisory/Insurance Sales	3,393.4	3,942.4	7,335.8	3,309.4	3,539.4	14,184.6	4,075.5	4,643.9	8,719.4
6	Alliance Capital new business/sales (pg. 39, ln 2)	17,477.0	12,200.0	29,677.0	12,423.0	13,230.0	55,330.0	14,357.0	16,034.0	30,391.0
7	Total Gross Sales	20,870.4	16,142.4	37,012.8	15,732.4	16,769.4	69,514.6	18,432.5	20,677.9	39,110.4
8	less: Fin. Adv./Ins. sales of Alliance Cap. mutual funds (pg. 24, ln 14)	(207.0)	(191.8)	(398.8)	(165.3)	(105.5)	(669.6)	(132.2)	(113.6)	(245.8)
9	less: Alliance Capital sales of EQAT and VIP funds	(939.0)	(896.0)	(1,835.0)	(812.7)	(863.3)	(3,511.0)	(1,283.2)	(1,198.8)	(2,482.0)
10	Consolidated AXA Financial Sales	\$19,724.4	\$15,054.6	\$34,779.0	\$14,754.4	\$15,800.6	65,334.0	\$17,017.1	\$19,365.5	\$36,382.6
11	Investment products (Alliance Capital) (line 6, 8 & 9)	\$16,331.0	\$11,112.2	\$27,443.2	\$11,445.0	\$12,261.2	51,149.4	\$12,941.6	\$14,721.6	\$27,663.2
12	Other (line 3)	60.7	58.1	118.8	67.8	62.6	249.2	74.0	41.6	115.6
13	Annuities (line 2)	1,747.6	2,284.2	4,031.8	1,827.2	2,260.2	8,119.2	2,720.6	3,357.3	6,077.9
14	Life (line 1)	642.9	600.8	1,243.7	583.9	578.4	2,406.0	601.9	586.4	1,188.3
15	Mutual fund sales (AXA Advisory) (line 4)	942.2	999.3	1,941.5	830.5	638.2	3,410.2	679.0	658.6	1,337.6
16	Consolidated AXA Financial Sales	\$19,724.4	\$15,054.6	\$34,779.0	\$14,754.4	\$15,800.6	65,334.0	\$17,017.1	\$19,365.5	\$36,382.6

Note: Does not include sales of the Alliance Capital Cash Management product or the daily AMA Cash Management sweep account activity, as gross sales are not available.

# AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE DEFERRED POLICY ACQUISITION COSTS

Six n	nonths ended	20	02	2003
Unau	udited (Dollars in Millions)	June 30	December 31	June 30
TRA	ADITIONAL LIFE			
1	Beginning balance	\$980.2	\$967.6	\$946.3
2	Capitalization	10.6	13.7	13.4
3	Amortization - operating results	(36.9)	(56.4)	(47.7)
4	Amortization - realized capital (gain) loss	13.7	21.4	19.0
5	Change in initial fee liability	0.0	0.0	0.0
6	Ending Balance	\$967.6	\$946.3	\$931.0
VAF	RIABLE AND INTEREST- SENSITIVE LIFE			
7	Beginning balance *	\$2,150.5	\$2,163.4	\$2,224.7
8	Capitalization	136.4	112.5	97.6
9	Amortization - operating results	(118.6)	(56.3)	(47.2)
10	Amortization - realized capital (gain) loss	1.9	6.9	1.6
11	Change in initial fee liability	(6.8)	(1.8)	(5.4)
12	Ending Balance	\$2,163.4	\$2,224.7	\$2,271.3
ANN	NUITIES			
13	Beginning balance	\$2,071.8	\$2,291.3	\$2,473.0
14	Capitalization	224.2	256.8	370.7
15	Amortization - operating results	(8.5)	(90.2)	(94.1)
16	Amortization - realized capital (gain) loss	3.8	15.1	(6.3)
17	Change in initial fee liability	0.0	0.0	0.0
18	Ending Balance	\$2,291.3	\$2,473.0	\$2,743.3

<sup>\*</sup> Net of initial fee liability

# AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE DEFERRED POLICY ACQUISITION COSTS (continued)

Six m	onths ended	20	002	2003
Unau	dited (Dollars in Millions)	June 30	December 31	June 30
ОТН	ER			
1	Beginning balance	\$32.7	\$31.5	\$35.2
2	Capitalization	0.3	0.1	0.4
3	Amortization - operating results	(1.5)	3.6	(4.4)
4	Amortization - realized capital (gain) loss	0.0	0.0	0.0
5	Change in initial fee liability	0.0	0.0	0.0
6	Ending Balance	\$31.5	\$35.2	\$31.2
тот	AL			
7	Beginning balance *	\$5,235.2	\$5,453.8	\$5,679.2
8	Capitalization	371.5	383.1	482.1
9	Amortization - operating results	(165.5)	(199.3)	(193.4)
10	Amortization - realized capital (gain) loss	19.4	43.4	14.3
11	Change in initial fee liability	(6.8)	(1.8)	(5.4)
12	Ending Balance	\$5,453.8	\$5,679.2	\$5,976.8

<sup>\*</sup> Net of initial fee liability

### AXA FINANCIAL, INC.

### FINANCIAL ADVISORY/INSURANCE FUTURE POLICY BENEFITS &

POLICYHOLDERS' ACCOUNT BALANCES\*

Six m	onths ended	20	2002		
Unau	dited (Dollars in Millions)	June 30	June 30 December 31		
TRA	DITIONAL LIFE				
,	General Account				
		\$9,132.0	¢0.150.0	\$9,198.4	
1	Beginning balance	\$9,132.0 382.7	\$9,159.0 378.1	365.9	
2	Direct premiums and other deposits	382.7 158.9			
3	Change in market value / interest credited		160.1	160.6	
4	Surrender benefits	(138.2)	(133.7)	(143.7)	
5	Policy charges and other benefits	(376.4)	(365.1)	(367.0)	
6	Ending Balance	\$9,159.0	\$9,198.4	\$9,214.2	
VAR	IABLE AND INTEREST - SENSITIVE LIFE				
S	Separate Accounts				
7	Beginning balance	\$9,687.1	\$8,270.9	\$7,612.4	
8	Direct premiums and other deposits	741.6	619.7	664.2	
9	Change in market value / interest credited	(1,511.4)	(597.1)	968.8	
10	Surrender benefits	(207.1)	(247.3)	(265.4)	
11	Policy charges and other benefits	(362.1)	(356.6)	(356.4)	
12	Transfers	(77.2)	(77.2)	(58.3)	
13	Ending Balance	\$8,270.9	\$7,612.4	\$8,565.3	
(	General Account				
14	Beginning balance	\$6,812.0	\$6,878.8	\$6,954.5	
15	Direct premiums and other deposits	132.3	154.2	166.4	
16	Change in market value / interest credited	168.9	169.0	167.3	
17	Surrender benefits	(131.9)	(126.6)	(135.3)	
18	Policy charges and other benefits	(179.7)	(198.1)	(195.4)	
19	Transfers	77.2	77.2	58.3	
20	Ending Balance	\$6,878.8	\$6,954.5	\$7,015.8	

### AXA FINANCIAL, INC.

### FINANCIAL ADVISORY/INSURANCE

#### **FUTURE POLICY BENEFITS &**

### POLICYHOLDERS' ACCOUNT BALANCES\* (continued)

Six m	onths ended	2002		2003	
Unau	dited (Dollars in Millions)	June 30	June 30 December 31		
ANN	UITIES				
S	Separate Accounts				
1	Beginning balance	\$29,694.0	\$25,586.1	\$24,365.6	
2	Direct premiums	1,943.8	2,446.8	3,235.9	
3	Other annuity deposits	0.0	0.0	0.0	
4	Change in market value / interest credited	(4,438.4)	(2,098.6)	3,227.5	
5	Surrender benefits	(1,558.5)	(1,259.7)	(1,107.3)	
6	Policy charges and other benefits	(365.5)	(296.3)	(312.8)	
7	Transfers	310.7	(12.7)	426.8	
8	Ending Balance	\$25,586.1	\$24,365.6	\$29,835.7	
(	General Account				
9	Beginning balance	\$16,557.5	\$17,658.5	\$18,551.5	
10	Direct premiums	2,088.2	1,640.6	2,841.9	
11	Other annuity deposits	174.8	182.7	176.6	
12	Change in market value / interest credited	423.6	383.0	397.7	
13	Surrender benefits	(601.2)	(746.5)	(732.5)	
14	Policy charges and other benefits	(673.7)	(579.5)	(727.9)	
15	Transfers	(310.7)	12.7	(426.8)	
16	Ending Balance	\$17,658.5	\$18,551.5	\$20,080.5	
ОТН	ER				
(	General Account				
17	Beginning balance	\$503.7	\$506.8	\$499.9	
18	Direct premiums	159.8	170.4	154.6	
19	Change in market value / interest credited	6.9	6.5	6.4	
20	Surrender benefits	0.0	0.0	0.0	
21	Policy charges, other benefits and other	(163.6)	(183.8)	(159.9)	
22	Transfers	0.0	0.0	0.0	
23	Ending Balance	\$506.8	\$499.9	\$501.0	

### AXA FINANCIAL, INC.

### FINANCIAL ADVISORY/INSURANCE

### **FUTURE POLICY BENEFITS &**

### POLICYHOLDERS' ACCOUNT BALANCES\* (continued)

Six months ended		20	2002		
Unaud	dited (Dollars in Millions)	June 30	December 31	June 30	
TOT	AL				
s	Separate Accounts				
1	Beginning balance	\$39,381.1	\$33,857.0	\$31,978.0	
2	Direct premiums and other deposits	2,685.4	3,066.5	3,900.1	
3	Other annuity deposits	0.0	0.0	0.0	
4	Change in market value / interest credited	(5,949.8)	(2,695.7)	4,196.3	
5	Surrender benefits	(1,765.6)	(1,507.0)	(1,372.7)	
6	Policy charges and other benefits	(727.6)	(652.9)	(669.2)	
7	Transfers	233.5	(89.9)	368.5	
8	Ending Balance	\$33,857.0	\$31,978.0	\$38,401.0	
(	General Account				
9	Beginning balance	\$33,005.2	\$34,203.1	\$35,204.3	
10	Direct premiums and other deposits	2,763.0	2,343.3	3,528.8	
11	Other annuity deposits	174.8	182.7	176.6	
12	Change in market value / interest credited	758.3	718.6	732.0	
13	Surrender benefits	(871.3)	(1,006.8)	(1,011.5)	
14	Policy charges, other benefits and other	(1,393.4)	(1,326.5)	(1,450.2)	
15	Transfers	(233.5)	89.9	(368.5)	
16	Ending Balance	\$34,203.1	\$35,204.3	\$36,811.5	

### AXA FINANCIAL, INC. FINANCIAL ADVISORY/INSURANCE GMDB/GMIB

June 30, 2003	Variable Contracts with Guarantees(1)				
Unaudited (Dollars in Millions)	Return of Premium	Ratchet	Roll-Up	Combo	Total
GMDB					
1 Account value	\$23,907	\$4,599	\$6,976	\$3,549	\$39,031
2 Net amount at risk, gross	3,911	1,355	2,644	23	7,933
3 Net amount at risk, net of amounts reinsured	3,906	921	1,632	23	6,482
4 French GAAP reserves, net of amounts reinsured					82
GMIB					
5 Account value	N/A	N/A	\$5,233	\$5,064	\$10,297
6 Net amount at risk, gross	N/A	N/A	918	0	918
7 Net amount at risk, net of amounts reinsured	N/A	N/A	242	0	242
8 French GAAP reserves, net of amounts reinsured					33
December 31, 2002		riable Contracts wi			
Unaudited (Dollars in Millions)	Return of Premium	Ratchet	Roll-Up	Combo	Total
GMDB					
GMDB 9 Account value	\$21,052	\$3,991	\$6,030	\$1,488	\$32,561
	\$21,052 5,609	\$3,991 1,724	\$6,030 3,036	\$1,488 44	\$32,561 10,413
9 Account value					
9 Account value 10 Net amount at risk, gross	5,609	1,724	3,036	44	10,413
9 Account value 10 Net amount at risk, gross 11 Net amount at risk, net of amounts reinsured 12 French GAAP reserves, net of amounts reinsured	5,609	1,724	3,036	44	10,413 8,730
9 Account value 10 Net amount at risk, gross 11 Net amount at risk, net of amounts reinsured 12 French GAAP reserves, net of amounts reinsured  GMIB	5,609 5,602	1,724 1,187	3,036 1,897	44 44	10,413 8,730 107
9 Account value 10 Net amount at risk, gross 11 Net amount at risk, net of amounts reinsured 12 French GAAP reserves, net of amounts reinsured  GMIB 13 Account value	5,609 5,602 N/A	1,724 1,187 N/A	3,036 1,897 \$4,782	\$2,042	10,413 8,730 107 \$6,824
9 Account value 10 Net amount at risk, gross 11 Net amount at risk, net of amounts reinsured 12 French GAAP reserves, net of amounts reinsured  GMIB 13 Account value 14 Net amount at risk, gross	5,609 5,602 N/A N/A	1,724 1,187 N/A N/A	3,036 1,897 \$4,782 1,112	\$2,042 10	10,413 8,730 107 \$6,824 1,122
9 Account value 10 Net amount at risk, gross 11 Net amount at risk, net of amounts reinsured 12 French GAAP reserves, net of amounts reinsured  GMIB 13 Account value	5,609 5,602 N/A	1,724 1,187 N/A	3,036 1,897 \$4,782	\$2,042	10,413 8,730 107 \$6,824

<sup>(1)</sup> Return of Premium: the benefit is the greater of current account value and premiums paid (adjusted for withdrawals).

Combo: the benefit is the greater of the ratchet benefit or the roll-up benefit.

Ratchet: the benefit is the greatest of current account value, premiums paid (adjusted for withdrawals), and the highest account value on any anniversary up to contractually specified ages (adjusted for withdrawals)

Roll-Up: the benefit is the greater of current account value and premiums paid (ajusted for withdrawls) accumulated at contractually specified interest rates up to specified ages.

### AXA FINANCIAL, INC. INVESTMENT RESULTS BY ASSET CATEGORY ANNUALIZED YIELDS

### At or for the six months ended June 30

	2003		200	2
		Total Co	трапу	
Unaudited (Dollars in Millions)	Yield	Amount	Yield	Amount
FIXED MATURITIES				
Investment Grade				
1 Income	6.89%	\$841.8	7.35%	\$817.8
2 Investment gains (losses)	-0.11%	(12.9)	-0.80%	(86.1)
3 Total	6.78%	\$828.9	6.55%	\$731.7
4 Ending Assets		\$26,191.1	=	\$23,884.1
Below Investment Grade				
5 Income	10.98%	\$85.4	10.45%	\$92.8
6 Investment gains (losses)	-10.19%	(79.0)	-3.41%	(29.5)
7 Total	0.79%	\$6.4	7.04%	\$63.3
8 Ending Assets	=	\$1,539.6	=	\$1,772.2
MORTGAGES				
9 Income	8.28%	\$149.5	8.71%	\$176.1
10 Investment gains (losses)	0.20%	3.7	0.48%	9.4
11 Total	8.48%	\$153.2	9.19%	\$185.5
12 Ending Assets	=	\$3,666.6	=	\$3,906.0
EQUITY REAL ESTATE				
13 Income	11.79%	\$30.0	10.76%	\$32.4
14 Investment gains (losses)	3.22%	7.9	52.29%	138.8
15 Total	15.01%	\$37.9	63.05%	\$171.2
16 Ending Assets		\$536.3	-	\$652.4
=	=		=	

# AXA FINANCIAL, INC. INVESTMENT RESULTS BY ASSET CATEGORY ANNUALIZED YIELDS (continued)

At or for the six months ended June 30

	2003		2002		
		Total Co	ompany		
Unaudited (Dollars in Millions)	Yield	Amount	Yield	Amount	
OTHER EQUITY INVESTMENTS					
1 Income	7.92%	\$35.8	10.96%	\$42.9	
2 Investment gains (losses)	-0.45%	(2.0)	0.92%	3.5	
3 Total	7.47%	\$33.8	11.88%	\$46.4	
4 Ending Assets	=	\$948.9	=	\$892.5	
POLICY LOANS					
5 Income	6.59%	\$129.4	6.69%	\$132.3	
6 Ending Assets		\$4,073.5		\$4,077.1	
CASH &					
SHORT-TERM INVESTMENTS		444.0	0.5001	<b>**</b> -	
7 Income	2.03%	\$11.8	0.62%	\$2.5	
Investment gains (losses)	0.00%	0.0	0.00%	0.0	
Total	2.03%	\$11.8	0.62%	\$2.5	
8 Ending Assets	_	\$1,566.6	=	\$1,142.2	
ELAS DEBT & OTHER					
9 Interest expense and other	7.44%	(\$21.5)	9.37%	(\$26.8)	
10 Ending Assets (Liabilities)		(\$599.2)	=	(\$599.1)	
TOTAL					
11 Income	7.04%	\$1,262.1	7.52%	\$1,270.2	
12 Investment fees	-0.19%	(32.8)	-0.21%	(33.8)	
Net Investment Income	6.85%	1,229.3	7.31%	1,236.4	
14 Investment gains (losses)	-0.47%	(82.3)	0.22%	36.1	
15 Net Investment Results	6.38%	\$1,147.0	7.53%	\$1,272.5	
16 Ending Net Assets		\$37,923.5	_	\$35,727.4	
	\ <del>=</del>		=		

AXA FINANCIAL, INC.
ALLOCATION OF INVESTMENT ASSETS BY
PRODUCT LINE
END OF PERIOD ASSET PERCENTAGE & ASSETS

			· · · · · · · · · · · · · · · · · · ·					
Dollars in Millions)	%	\$	%	\$	%	\$	%	\$
MATURITIES								
ent Grade								
Effective Asset Ownership	62.7%	\$6,241	52.5%	\$3,255	76.2%	\$16,024	90.3%	\$671
Investment Grade								
Effective Asset Ownership	1.8%	182	4.5%	281	5.2%	1,084	-0.9%	(7)
GAGES								
Effective Asset Ownership	15.3%	1,527	1.2%	76	9.7%	2,039	3.4%	25
Y REAL ESTATE								
Effective Asset Ownership	3.3%	333	0.3%	16	0.9%	181	0.7%	5
R EQUITY INVESTMENTS								
Effective Asset Ownership	0.7%	70	1.4%	86	3.7%	782	1.5%	11
Y LOANS								
Effective Asset Ownership	15.1%	1,501	38.2%	2,368	0.9%	182	3.0%	22
AND SHORT-TERM INVESTMENTS								
Effective Asset Ownership	2.1%	213	3.1%	193	5.3%	1,120	5.4%	40
DEBT & OTHER								
Effective Asset Ownership	-1.2%	(118)	-1.2%	(74)	-1.8%	(383)	-3.2%	(24)
L .	100.0%	\$9,949	100.0%	\$6,201	100.0%	\$21,029	100.0%	\$743
	Investment Grade Effective Asset Ownership  GAGES Effective Asset Ownership  Y REAL ESTATE Effective Asset Ownership  R EQUITY INVESTMENTS Effective Asset Ownership  Y LOANS Effective Asset Ownership  AND SHORT-TERM INVESTMENTS Effective Asset Ownership	MATURITIES Inent Grade Effective Asset Ownership  GAGES Effective Asset Ownership  Y REAL ESTATE Effective Asset Ownership  Effective Asset Ownership  3.3%  REQUITY INVESTMENTS Effective Asset Ownership  Y LOANS Effective Asset Ownership  Traditional  62.7%  1.8%  3.3%  OUT OF THE ASSET OWNERSHIP  TO THE ASSET OWNERSHIP  15.1%  AND SHORT-TERM INVESTMENTS Effective Asset Ownership  2.1%  DEBT & OTHER Effective Asset Ownership  -1.2%	MATURITIES nent Grade     Effective Asset Ownership Investment Grade     Effective Asset Ownership  GAGES     Effective Asset Ownership  Y REAL ESTATE     Effective Asset Ownership  R EQUITY INVESTMENTS     Effective Asset Ownership  Y LOANS     Effective Asset Ownership  AND SHORT-TERM INVESTMENTS     Effective Asset Ownership  DEBT & OTHER     Effective Asset Ownership  -1.2%  (118)	MATURITIES Tent Grade Effective Asset Ownership Effective Asset Ownership  Y REAL ESTATE Effective Asset Ownership Effective Asset Ownership  REQUITY INVESTMENTS Effective Asset Ownership  Y LOANS Effective Asset Ownership  Traditional Life Var. & Int.  8  4  52.5%  62.7% \$6,241 52.5%  1.8% 182 4.5%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.8%  1.80  1.8%	Traditional Life   Var. & Int. Sens Life   War. Sens Li	Traditional Life   Var. & Int. Sens Life   Annu.	Traditional Life   Var. & Int. Sens Life   Annuities	MATURITIES   Nem Grade   State   Sta

# AXA FINANCIAL, INC. ANALYSIS OF GENERAL ACCOUNT (TOTAL COMPANY) INVESTED ASSETS

	At or for the six mo June	At or for the six months ended June		
Unaudited (Dollars in Millions)	2003	2002	2002	
SUMMARY OF FIXED MATURITIES				
1 Public securities	\$22,338.2	\$19,751.9	\$21,187.9	
2 Private securities	5,398.0	5,904.5	5,569.4	
3 Total amortized cost	27,736.2	25,656.4	26,757.3	
4 Valuation allowance	(374.4)	(310.7)	(459.8)	
5 Amortized Cost Less Valuation Allowance	\$27,361.8	\$25,345.7	\$26,297.5	
SUMMARY OF MORTGAGES				
COMMERCIAL				
6 Amortized cost	\$2,105.8	\$2,399.3	\$2,322.8	
7 Valuation allowance	(18.7)	(20.4)	(22.6)	
8 Carrying Value	\$2,087.1	\$2,378.9	\$2,300.2	
AGRICULTURAL				
9 Amortized cost	\$1,561.4	\$1,499.0	\$1,539.2	
10 Valuation allowance	0.0	0.1	0.0	
11 Carrying Value	\$1,561.4	\$1,499.1	\$1,539.2	
RESIDENTIAL				
12 Amortized cost	\$0.1	\$0.1	\$0.1	
13 Valuation allowance	0.0	0.0	0.0	
14 Carrying Value	\$0.1	\$0.1	\$0.1	
TOTAL				
15 Amortized cost	\$3,667.3	\$3,898.4	\$3,862.0	
16 Valuation allowance	(18.7)	(20.3)	(22.6)	
17 Carrying Value	\$3,648.6	\$3,878.1	\$3,839.4	
SUMMARY OF EQUITY REAL ESTATE				
18 Wholly owned	\$488.5	\$502.2	\$497.6	
19 Joint ventures	178.7	179.1	177.9	
20 Commercial foreclosed	290.4	371.2	289.0	
21 Agricultural foreclosed	6.6	52.4	11.0	
22 Total amortized cost	964.2	1,104.9	975.5	
23 Valuation allowance	(72.3)	(106.7)	(72.2)	
24 Carrying Value	\$891.9	\$998.2	\$903.3	

# AXA FINANCIAL, INC. INVESTMENT MANAGEMENT STATEMENT OF CONTRIBUTION TO AXA FRENCH GAAP ADJUSTED EARNINGS

	Six months	
	June 3	
Unaudited (Dollars in Millions)	2003	2002
1 Investment margin	\$7.2	\$7.7
2 Fee income	1,257.2	1,436.9
3 Net revenues	1,264.4	1,444.6
4 Employee compensation and benefit costs	444.8	472.2
5 Other	537.9	611.6
6 Total expenses	982.7	1,083.8
7 Pre-tax earnings before income taxes	281.7	360.8
8 State income taxes	7.5	10.2
9 Earnings before Federal income taxes	274.2	350.6
10 Federal income taxes	6.8	7.3
11 Alliance Capital Legal Entity Net Income Before Amortization of Goodwill and		
Intangible Assets	\$267.4	\$343.3
12 Minority interests before tax	(123.1)	(167.0)
13 Tax on minority interests	2.8	3.3
14 Minority interests, net of tax	(120.3)	(163.7)
Allocation of Holding Company (pre-tax):		
15 Investment margin	(1.2)	(11.6)
16 Fee income	0.0	0.0
17 Expenses	(26.2)	(19.2)
18 Total allocation	(27.4)	(30.8)
19 Tax on allocation and partnership results	(36.3)	(46.6)
20 After-tax allocation of the Holding Companies	(63.7)	(77.4)
21 Contribution to AXA French GAAP Adjusted Earnings	\$83.4	\$102.2

# AXA FINANCIAL, INC. ALLIANCE CAPITAL - MARKET SHARE OF NON-PROPRIETARY MUTUAL FUND SALES BY PRODUCT

		For the year ended						
		1996	1997	1998	1999	2000	2001	2002
1 Growth		4.31%	5.24%	9.46%	13.66%	8.34%	5.01%	3.64%
2 Taxable	fixed income	3.59%	4.20%	5.16%	5.33%	5.98%	3.59%	2.79%
3 Tax exempt fixed income		2.27%	2.35%	4.13%	6.41%	5.32%	7.34%	5.88%
4 Aggressi	ive growth	1.00%	2.17%	3.46%	1.31%	0.23%	0.88%	0.89%
5 Growth & income		0.45%	0.76%	1.10%	3.68%	4.18%	5.37%	3.24%
6 Internation	onal/Global	0.50%	0.60%	1.02%	0.92%	1.11%	1.76%	1.01%
7	Total	2.07%	2.64%	4.05%	6.27%	4.91%	3.86%	2.75%

# AXA FINANCIAL, INC. ALLIANCE CAPITAL ASSETS UNDER MANAGEMENT RECONCILIATION

Six months ended June 30, 2003	Institutional Money		Private		
Unaudited (Dollars in Millions)	Manegement	Retail	=		
1 Beginning of Period	\$210,990	\$135,896	\$39,693	\$386,579	
2 New business/sales	12,310	14,722	3,359	30,391	
3 Terminations/redemptions	(8,669)	(12,709)	(1,205)	(22,583)	
4 Net cash management sales	0	(1,542)	0	(1,542)	
5 Cash flow	516	(85)	(285)	146	
6 Transfers	608	0	(608)	0	
7 Appreciation(depreciation)	18,819	10,755	3,638	33,212	
8 Net change	23,584	11,141	4,899	39,624	
9 End of Period	\$234,574	\$147,037	\$44,592	\$426,203	

# AXA FINANCIAL, INC. ALLIANCE CAPITAL ASSETS UNDER MANAGEMENT BY CATEGORY

A	At June 30, 2003	Institutional Money		Private	
	Inaudited (Dollars in Billions)	Management	Retail	Client	Total
	Equity				
	Growth				
1	Domestic Growth	\$55,095	\$33,194	\$4,292	\$92,581
2	Global & International	13,571	8,610	201	22,382
_	Value				
3	Domestic Value	41,617	23,159	21,885	86,661
4	Global & International	21,410	4,120	6,778	32,308
I	Fixed Income				
5	Domestic	59,836	55,393	11,293	126,522
6	Global & International	22,627	19,171	66	41,864
I	Passive				
7	Domestic	15,732	3,380	77	19,189
8	Global & International	4,686	10	0	4,696
7	<b>Cotal</b>				
9	Domestic	172,280	115,126	37,547	324,953
10	Global & International	62,294	31,911	7,045	101,250
11	Total	\$234,574	\$147,037	\$44,592	\$426,203