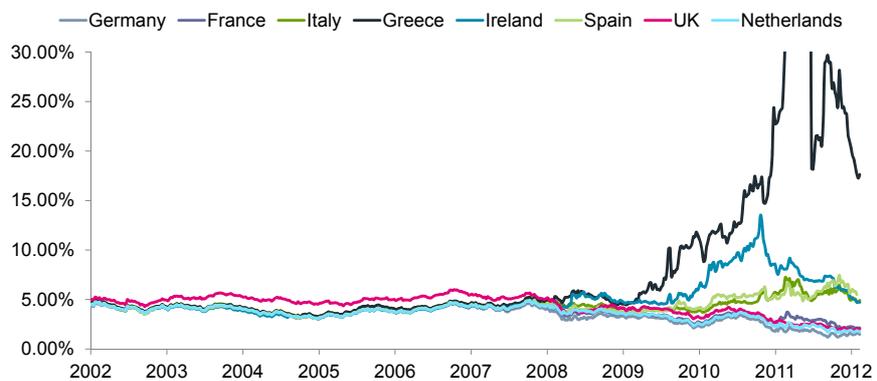




Bond Yields

10 year bond yields



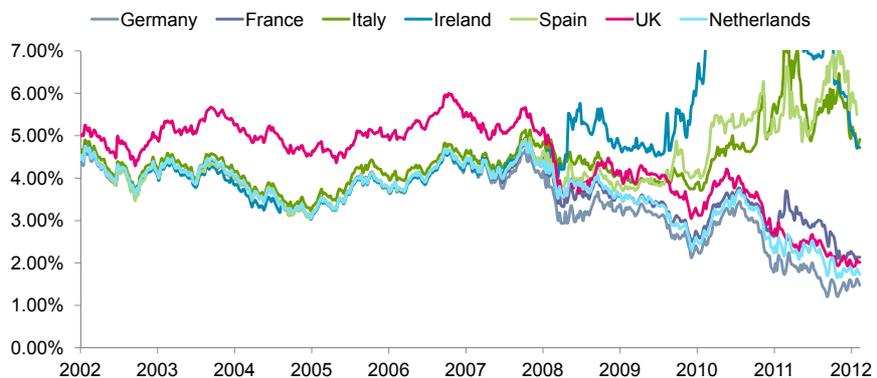
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Source: Datastream

2

And zoomed in.....

10 year bond yields

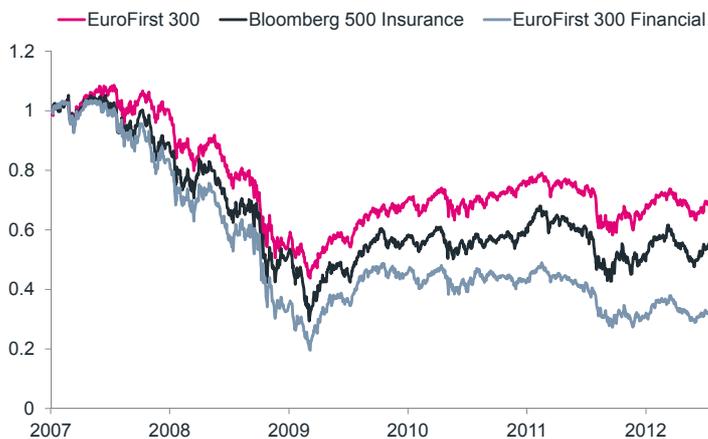


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Source: Datastream

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How have Europe Equity Markets Performed? Insurance sector vs. the market

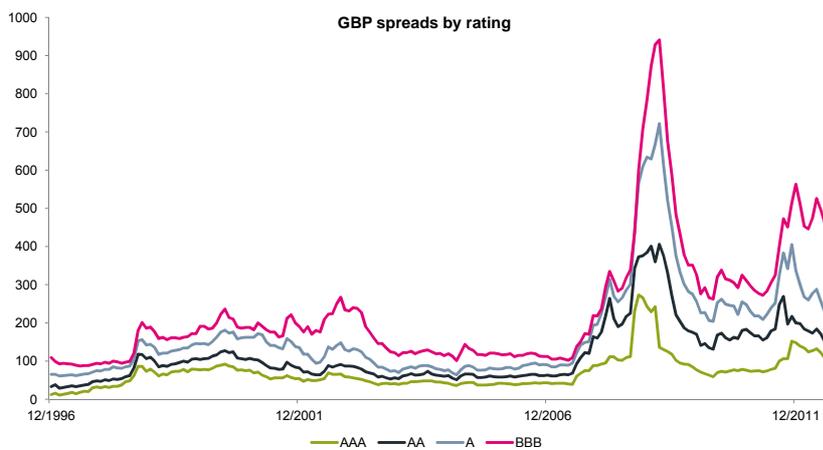


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Source: Bloomberg

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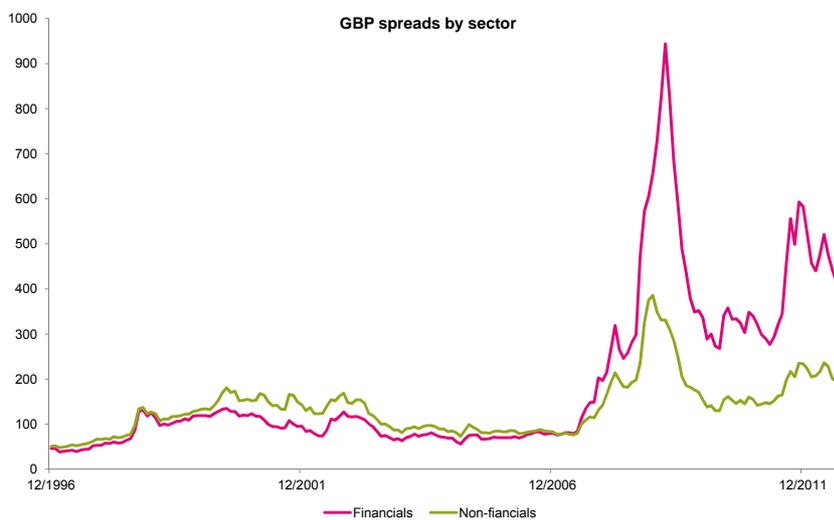
Looking in more detail at the UK Spreads by rating



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Looking in more detail at the UK Spreads by sector



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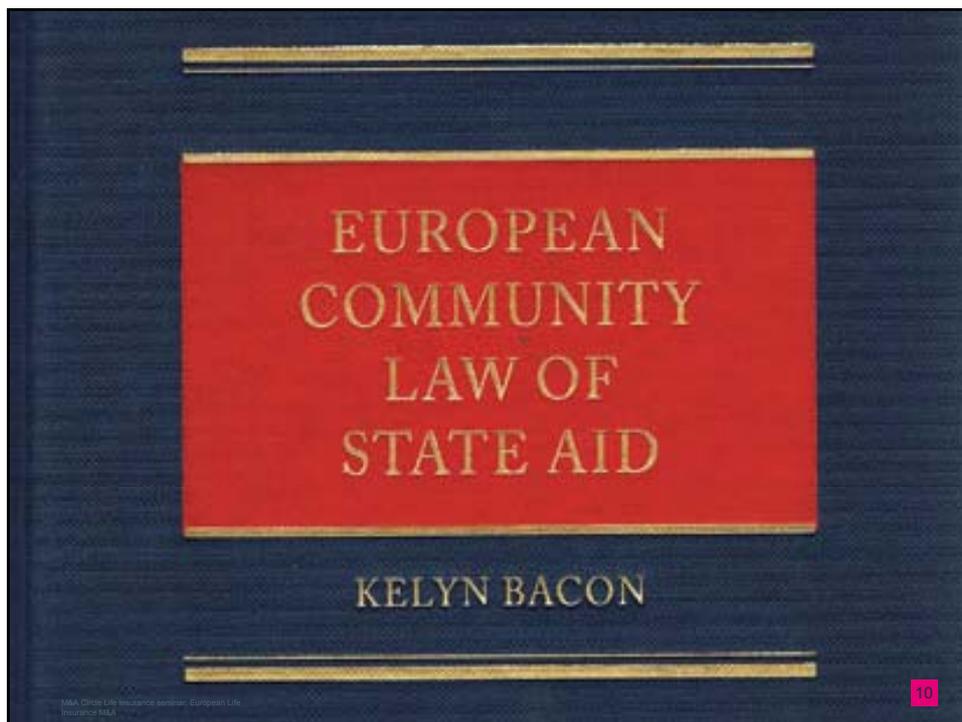
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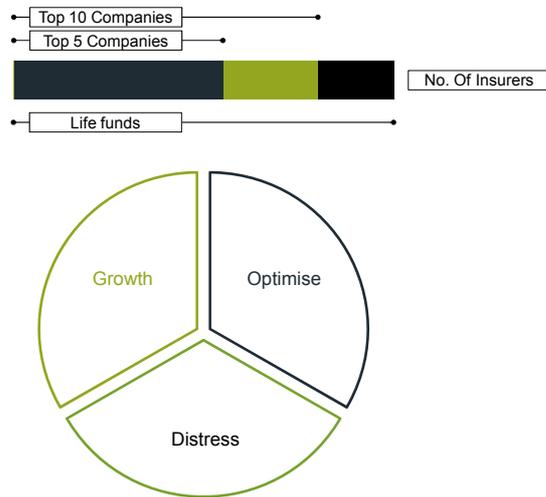
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Review of Key Countries

Review of key countries

Introduction

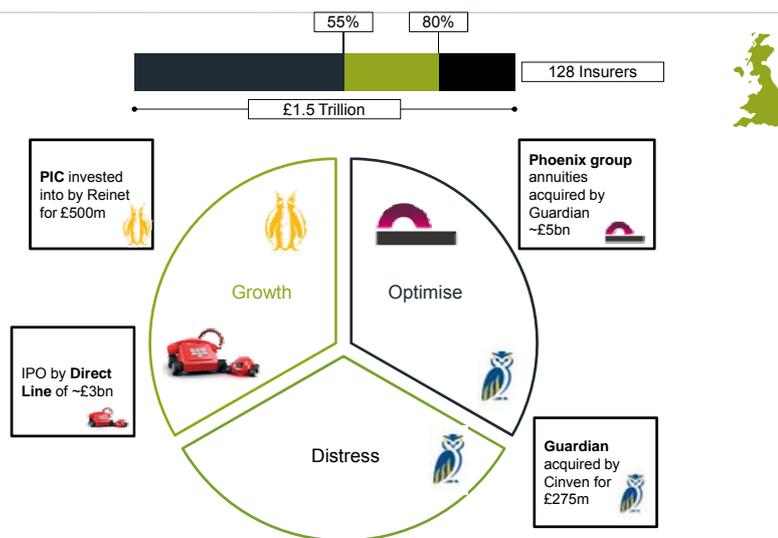


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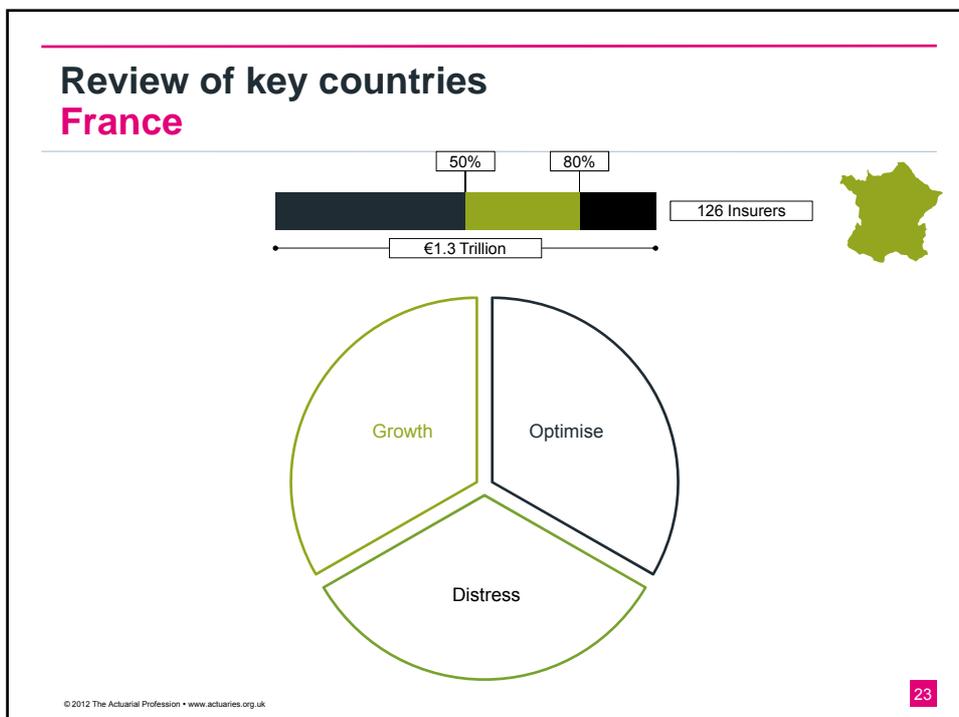
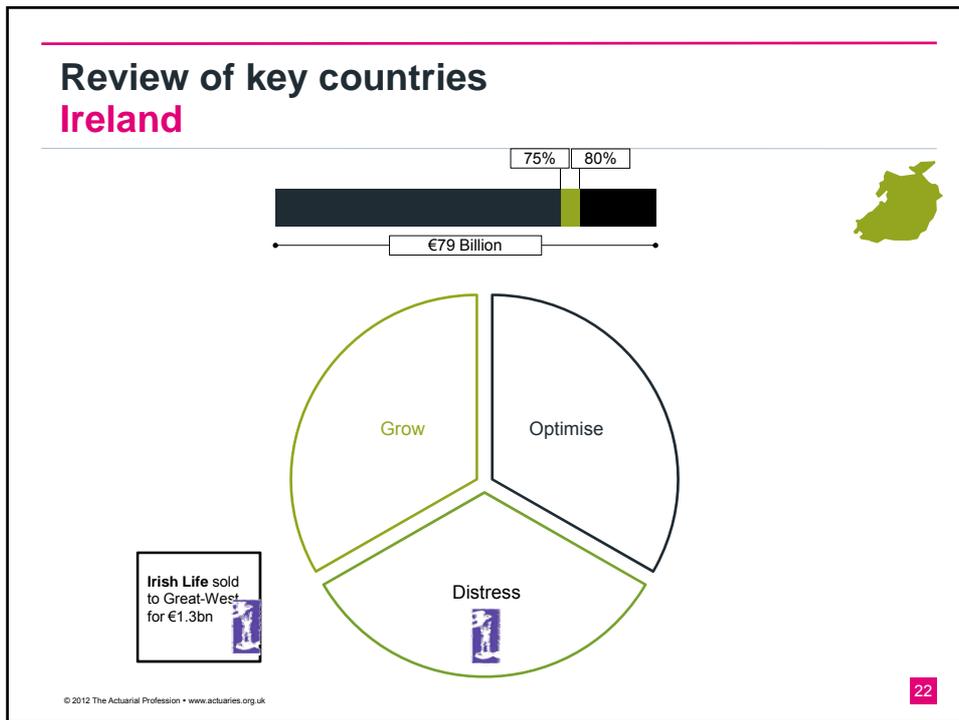
Review of key countries

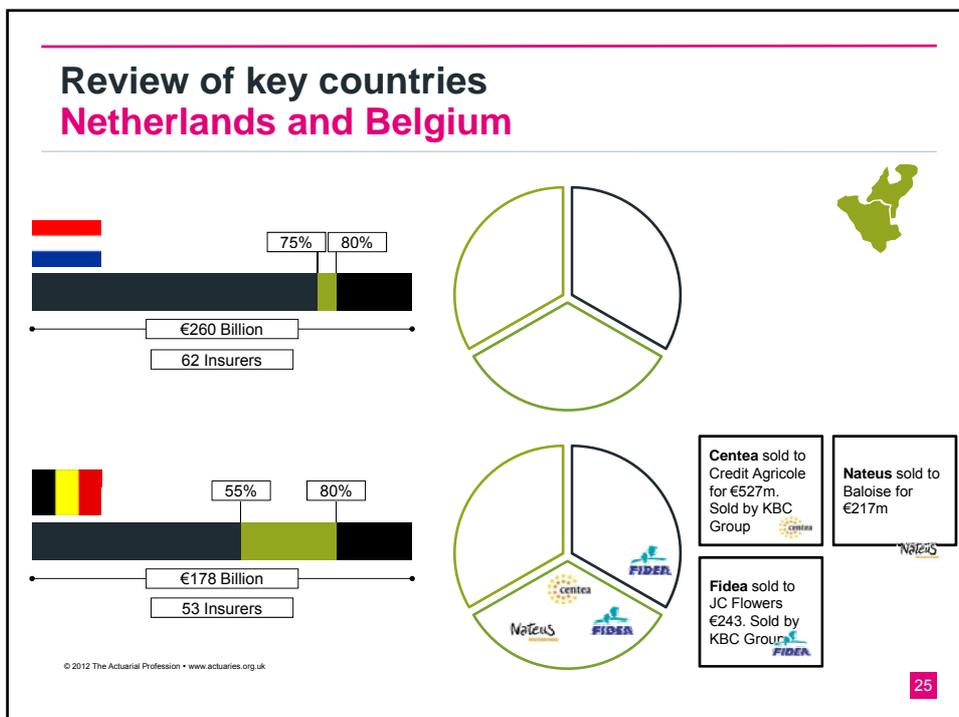
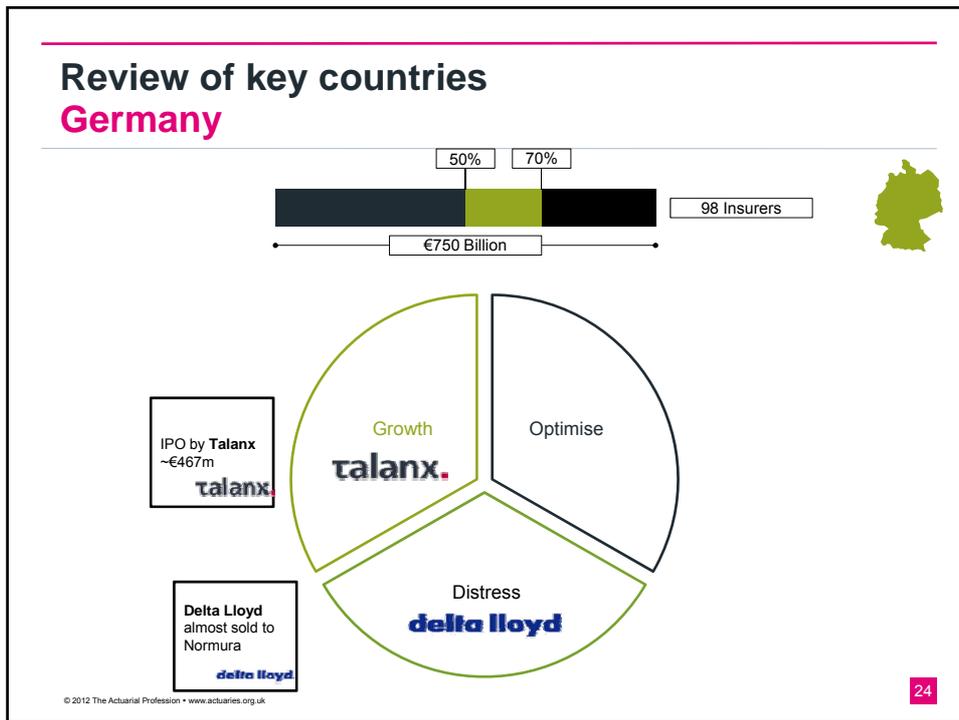
UK



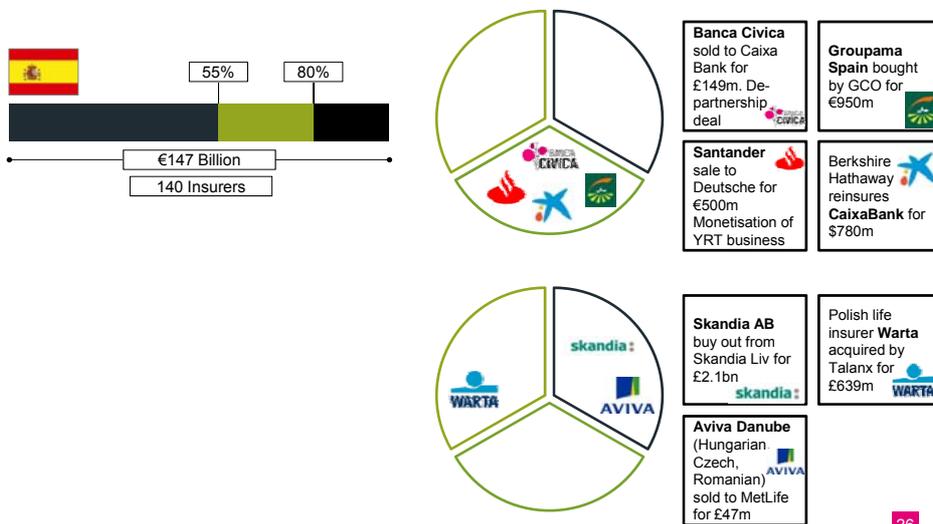
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Review of key countries Spain and Others



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Buying Opportunity?

Buying opportunity?
Some hypothesis and myths ...

Uncertainty is making deals difficult

State aid is driving activity

Concerns over lapse and churn

No funds available to invest

Guarantees are an issue

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Buying opportunity?
What about the practicalities?

Regulatory and Accounting Differences

Guarantees

Fiscal Issues

Driving Costs Out in Continental Europe

Employment Practices

Lack of Outsourcers

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Buying opportunity?

Where the new business money is going...



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What's next for life insurance M&A

Questions and discussion



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