

# American International Group, Inc.

Quarterly Financial Supplement Fourth Quarter 2014

All financial information in this document is unaudited. This report should be read in conjunction with AlG's Annual Report on Form 10-K for the year ended December 31, 2014 which will be filed with the Securities and Exchange Commission.

# American International Group, Inc. Quarterly Financial Supplement

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Table of Contents	Page(s)
Cautionary Statement Regarding Forward-Looking Information	1
Non-GAAP Financial Measures	2-3
Consolidated Results	
Consolidated Statement of Operations	4
Earnings Per Share Computations	5
Reconciliations of Pre-tax and After-tax Operating Income	6
Return on Equity and Per Share Data	7
Selected Segment Data	8
General Operating and Other Expenses	9
Condensed Consolidated Balance Sheets	10-12
Reconciliation of Statutory Surplus to GAAP Equity	13
Debt and Capital	14
Notes	15
Commercial Insurance Operating Results	16
Property Casualty	17-20
Mortgage Guaranty	21-22
Institutional Markets	23-24
Notes	25

Consumer Insurance Operating Results	2
Retirement	27-2
Fixed Annuities	29-3
Retirement Income Solutions	31-3
Group Retirement	33-3
Life	36-3
Personal Insurance	38-4
Notes	42-4
Corporate and Other	45-4
Notes	4
Investments	49-5
Appendix	
Supplemental Property Casualty Information	5
Acronyms	5



# American International Group, Inc. Cautionary Statement Regarding Forward-Looking Information

This Financial Supplement may include, and officers and representatives of American International Group, Inc. (AIG) may from time to time make, projections, goals, assumptions and statements that may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These projections, goals, assumptions and statements are not historical facts but instead represent only AIG's belief regarding future events, many of which, by their nature, are inherently uncertain and outside AIG's control. These projections, goals, assumptions and statements include statements preceded by, followed by or including words such as "believe," "anticipate," "expect," "intend," "plan," "view," "target" or "estimate." These projections, goals, assumptions and statements may address, among other things: AIG's exposures to subprime mortgages, monoline insurers, the residential and commercial real estate markets, state and municipal bond issuers, sovereign bond issuers, the energy sector and currency exchange rates; AIG's exposure to European governments and European financial institutions; AIG's strategy for risk management; AIG's generation of deployable capital; AIG's return on equity and earnings per share; AIG's strategies to grow net investment income, efficiently manage capital and reduce expenses; AIG's strategies for customer retention, growth, product development, market position, financial results and reserves; and the revenues and combined ratios of AIG's subsidiaries.

It is possible that AIG's actual results and financial condition will differ, possibly materially, from the results and financial condition indicated in these projections, goals, assumptions and statements. Factors that could cause AIG's actual results to differ, possibly materially, from those in the specific projections, goals, assumptions and statements include:

- changes in market conditions;
- the occurrence of catastrophic events, both natural and man-made;
- significant legal proceedings;
- the timing and applicable requirements of any new regulatory framework to which AIG is subject as a nonbank systemically important financial institution and as a global systemically important insurer;
- concentrations in AIG's investment portfolios;
- actions by credit rating agencies;
- judgments concerning casualty insurance underwriting and insurance liabilities;
- judgments concerning the recognition of deferred tax assets; and
- such other factors discussed in Part I, Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (MD&A) in AIG's Quarterly Report on Form 10-Q for the quarterly period ended September 30, 2014, in Part I, Item 2. MD&A in AIG's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2014, in Part I, Item 2. MD&A in AIG's Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2014, and in Part II, Item 7. MD&A and Part I, Item 1A. Risk Factors in AIG's Annual Report on Form 10-K for the year ended December 31, 2013 and Part II, Item 7. MD&A and Part I, Item 1A. Risk Factors in AIG's Annual Report on Form 10-K for the year ended December 31, 2014 (which will be filed with the Securities and Exchange Commission).

AIG is not under any obligation (and expressly disclaims any obligation) to update or alter any projections, goals, assumptions or other statements, whether written or oral, that may be made from time to time, whether as a result of new information, future events or otherwise.



#### American International Group, Inc. Non-GAAP Financial Measures

Throughout this Financial Supplement, we present our financial condition and results of operations in the way we believe will be most meaningful and representative of our business results. Some of the measurements we use are "non-GAAP financial measures" under Securities and Exchange Commission rules and regulations. GAAP is the acronym for "accounting principles generally accepted in the United States of America." The non-GAAP financial measures we present may not be comparable to similarly-named measures reported by other companies.

Book Value Per Share Excluding Accumulated Other Comprehensive Income (AOCI) and Book Value Per Share Excluding AOCI and DTA (Deferred Tax Assets) are used to show the amount of our net worth on a per-share basis. We believe these measures are useful to investors because they eliminate the effect of non-cash items that can fluctuate significantly from period to period, including changes in fair value of our available for sale securities portfolio, foreign currency translation adjustments and U.S. tax attribute deferred tax assets. Book Value Per Share Excluding AOCI is derived by dividing Total AIG shareholders' equity, excluding AOCI and DTA is derived by dividing Total AIG shareholders' equity, excluding AOCI and DTA, by Total common shares outstanding. The reconciliation to book value per common share, the most comparable GAAP measure, is presented on page 7 herein.

We use the following operating performance measures because we believe they enhance the understanding of the underlying profitability of continuing operations and trends of our business segments. We believe they also allow for more meaningful comparisons with our insurance competitors. When we use these measures, reconciliations to the most comparable GAAP measure are provided, on a consolidated basis.

After-tax operating income attributable to AIG is derived by excluding the following items from net income attributable to AIG:

- deferred income tax valuation allowance releases and charges
- changes in fair value of fixed maturity securities designated to hedge living benefit liabilities (net of interest expense)
- changes in benefit reserves and deferred policy acquisition costs (DAC), value of business acquired (VOBA), and sales inducement assets (SIA) related to net realized capital gains and losses
- other income and expense net, related to Corporate and Other runoff insurance lines
- · loss on extinguishment of debt
- · net realized capital gains and losses
- · non-qualifying derivative hedging activities, excluding net realized capital gains and losses
- · income or loss from discontinued operations

- income and loss from divested businesses, including:
  - gain on the sale of International Lease Finance Corporation (ILFC)
  - certain post-acquisition transaction expenses incurred by AerCap Holdings N.V. (AerCap) in connection with its acquisition of ILFC and the difference between expensing AerCap's maintenance rights assets over the remaining lease term as compared to the remaining economic life of the related aircraft and related tax effects
- legacy tax adjustments primarily related to certain changes in uncertain tax positions and other tax adjustments
- legal reserves and settlements related to legacy crisis matters, which include favorable and
  unfavorable settlements related to events leading up to and resulting from our September 2008
  liquidity crisis and legal fees incurred as the plaintiff in connection with such legal matters

General operating expenses, operating basis, is derived by making the following adjustments to general operating and other expenses: include (i) loss adjustment expenses, reported as policyholder benefits and losses incurred and (ii) investment expenses reported as net investment income, and exclude (i) advisory fee expenses, (ii) non-deferrable insurance commissions, (iii) direct marketing and acquisition expenses, net of deferrals, (iv) legal reserves related to legacy crisis matters and (v) other expense related to retroactive reinsurance agreement. We use general operating expenses, operating basis, because we believe it provides a more meaningful indication of our ordinary course of business operating costs.

We use the following operating performance measures within our Commercial Insurance and Consumer Insurance reportable segments as well as Corporate and Other.

#### Commercial Insurance: Property Casualty and Mortgage Guaranty; Consumer Insurance: Personal Insurance

- Pre-tax operating income: includes both underwriting income and loss and net investment income, but excludes net realized capital gains and losses, other income and expense net and legal settlements related to legacy crisis matters described above. Underwriting income and loss is derived by reducing net premiums earned by losses and loss adjustment expenses incurred, acquisition expenses and general operating expenses.
- Ratios: We, along with most property and casualty insurance companies, use the loss ratio, the expense ratio and the combined ratio as measures of underwriting performance. These ratios are relative measurements that describe, for every \$100 of net premiums earned, the amount of losses and loss adjustment expenses, and the amount of other underwriting expenses that would be incurred. A combined ratio of less than 100 indicates underwriting income and a combined ratio of over 100 indicates an underwriting environment varies across countries and products, as does the degree of litigation activity, all of which affect such ratios. In addition, investment returns, local taxes, cost of capital, regulation, product type and competition can have an effect on pricing and consequently on profitability as reflected in underwriting income and associated ratios.



# American International Group, Inc. Non-GAAP Financial Measures (continued)

• Accident year loss and combined ratios, as adjusted: both the accident year loss and combined ratios, as adjusted, exclude catastrophe losses and related reinstatement premiums, prior year development, net of premium adjustments, and the impact of reserve discounting. Catastrophe losses are generally weather or seismic events having a net impact in excess of \$10 million each.

#### Commercial Insurance: Institutional Markets; Consumer Insurance: Retirement and Life

- **Pre-tax operating income** is derived by excluding the following items from pre-tax income:
  - changes in fair values of fixed maturity securities designated to hedge living benefit liabilities (net of interest expense)
  - net realized capital gains and losses
  - changes in benefit reserves and DAC, VOBA and SIA related to net realized capital gains and losses
  - legal settlements related to legacy crisis matters described above
- Premiums and deposits: includes direct and assumed amounts received and earned on traditional life insurance policies, group benefit policies and life-contingent payout annuities, as well as deposits received on universal life, investment-type annuity contracts and mutual funds.

Corporate and Other — Pre-tax operating income and loss is derived by excluding the following items from pre-tax income and loss:

- · loss on extinguishment of debt
- · net realized capital gains and losses
- · changes in benefit reserves and DAC, VOBA and SIA related to net realized capital gains and losses
- · income and loss from divested businesses, including Aircraft Leasing

- · net gain or loss on sale of divested businesses, including
  - gain on the sale of ILFC and
  - certain post-acquisition transaction expenses incurred by AerCap in connection with its
    acquisition of ILFC and the difference between expensing AerCap's maintenance rights
    assets over the remaining lease term as compared to the remaining economic life of the
    related aircraft and our share of AerCap's income taxes
- certain legal reserves and settlements related to legacy crisis matters described above

Results from discontinued operations are excluded from all of these measures.



# American International Group, Inc. Consolidated Statement of Operations

## **Consolidated Results**

(in millions)			Twelve Mon Decemb				
	4014	3Q14	2Q14	1Q14	4Q13	2014	2013
Revenues:							
Premiums	\$ 9,208	\$ 9,486 \$	9,485 \$	9,075 \$	9,467	\$ 37,254 \$	37,499
Policy fees	667	677	640	631	599	2,615	2,340
Net investment income:							
Interest and dividends (1)	3,283	3,352	3,307	3,304	3,343	13,246	13,199
Alternative investments	516	636	547	925	911	2,624	2,803
Other investment income (1)	291	173	163	99	100	726	356
Investment expenses	(119)	(133)	(133)	(132)	(125)	(517)	(548)
Total net investment income	3,971	4,028	3,884	4,196	4,229	16,079	15,810
Net realized capital gains (losses) (page 52)	193	536	162	(152)	(346)	739	1,939
Aircraft leasing revenue (2)	-	-	489	1,113	1,117	1,602	4,420
Other income	1,371	1,970	1,476	1,300	2,334	6,117	6,866
Total revenues	15,410	16,697	16,136	16,163	17,400	64,406	68,874
Benefits, claims and expenses:							
Policyholder benefits and losses incurred	7,510	7,203	6,771	6,797	7,269	28,281	29,503
Interest credited to policyholder account balances	968	882	963	955	979	3,768	3,892
Amortization of deferred policy acquisition costs	1,341	1,288	1,396	1,305	1,298	5,330	5,157
General operating and other expenses (page 9)	3,249	3,151	3,714	3,024	3,691	13,138	13,564
Interest expense	346	430	463	479	514	1,718	2,142
Loss on extinguishment of debt	1,268	742	34	238	192	2,282	651
Aircraft leasing expenses (2)	-	-	489	1,096	1,306	1,585	4,549
Net (gain) loss on sale of divested businesses	(1)	(18)	(2,174)	(4)	1	(2,197)	48
Total benefits, claims and expenses	14,681	13,678	11,656	13,890	15,250	53,905	59,506
Income from continuing operations before income tax expense	729	3,019	4,480	2,273	2,150	10,501	9,368
Income tax expense	19	820	1,474	614	188	2,927	360
Income from continuing operations	710	2,199	3,006	1,659	1,962	7,574	9,008
Income (loss) from discontinued operations, net of income tax expense (benefit)	(35)	2	30	(47)	11	(50)	84
Net income	675	2,201	3,036	1,612	1,973	7,524	9,092
Net income (loss) from continuing operations attributable to noncontrolling interests	20	9	(37)	3	(5)	(5)	7
Net income attributable to AIG	\$ 655	\$ 2,192 \$	3,073 \$	1,609 \$	1,978	\$ 7,529 \$	9,085
Effective tax rates (3)	2.6%	27.2%	32.9%	27.0%	8.7%	27.9%	3.8%

See Page 5 for the related earnings per share computations and Page 15 for Accompanying Notes.



# American International Group, Inc. Earnings Per Share Computations

## **Consolidated Results**

(in millions, except share data)			Quarterly		Twelve Months E December 31			
GAAP Basis:	4Q14	3Q14	3Q14 2Q14		4Q13	2014	2013	
Numerator for EPS:								
Income from continuing operations	\$ 710	\$ 2,199	\$ 3,006 \$	1,659 \$	1,962	\$ 7,574	\$ 9,008	
Less: Net income (loss) from continuing operations								
attributable to noncontrolling interests	20	9	(37)	3	(5)	(5)	7	
Income attributable to AIG common shareholders from								
continuing operations	690	2,190	3,043	1,656	1,967	7,579	9,001	
Income (loss) from discontinued operations, net of								
income tax expense	(35)	2	30	(47)	11	(50)	84	
Net income attributable to AIG common shareholders	\$ 655	\$ 2,192	\$ 3,073	1,609 \$	1,978	\$ 7,529	\$ 9,085	
Denominator for EPS:								
Weighted average shares outstanding - basic	1,391,790,420	1,419,239,774	1,442,397,111	1,459,249,393	1,468,725,573	1,427,959,799	1,474,171,690	
Dilutive shares	20,372,036	22,828,068	22,279,219	13,261,420	11,928,909	19,593,853	7,035,107	
Weighted average shares outstanding - diluted (4)	1,412,162,456	1,442,067,842	1,464,676,330	1,472,510,813	1,480,654,482	1,447,553,652	1,481,206,797	
Income per common share attributable to AIG:								
Basic:								
Income from continuing operations	\$ 0.50	\$ 1.54	\$ 2.11 \$	1.13 \$	1.34	\$ 5.31	\$ 6.11	
Income (loss) from discontinued operations	(0.03)		0.02	(0.03)	0.01	(0.04)	0.05	
Net income attributable to AIG	\$ 0.47	\$ 1.54	\$ 2.13 \$	1.10 \$	1.35	\$ 5.27	\$ 6.16	
Diluted:								
Income from continuing operations	\$ 0.49	\$ 1.52	\$ 2.08 \$	1.12 \$	1.33	\$ 5.24	\$ 6.08	
Income (loss) from discontinued operations	(0.03)		0.02	(0.03)	0.01	(0.04)	0.05	
Net income attributable to AIG	\$ 0.46	\$ 1.52	\$ 2.10 \$	1.09 \$	1.34	\$ 5.20	\$ 6.13	

See Page 6 for the related operating earnings per share and Page 15 for Accompanying Notes.



# American International Group, Inc. Reconciliations of Pre-tax and After-tax Operating Income

# **Consolidated Results**

(in millions, except share data)			Twelve Months Ended December 31,				
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Pre-tax income from continuing operations	\$ 729 \$	3,019 \$	4,480 \$	2,273 \$	2,150	10,501	9,368
Adjustments to arrive at Pre-tax operating income							
Changes in fair values of fixed maturity securities designated to hedge living							
benefit liabilities, net of interest expense	(98)	(32)	(54)	(76)	33	(260)	161
Changes in benefit reserves and DAC, VOBA and SIA related to net realized							
capital gains (losses)	127	45	52	(7)	112	217	1,608
Other (income) expense - net	-	=	-	-	72	-	72
Loss on extinguishment of debt	1,268	742	34	238	192	2,282	651
Net realized capital (gains) losses	(193)	(536)	(162)	152	346	(739)	(1,939)
(Income) loss from divested businesses (5)	20	(17)	(2,151)	(21)	190	(2,169)	177
Legal settlements related to legacy crisis matters	(113)	(653)	(12)	(26)	(634)	(804)	(1,152)
Legal reserves related to legacy crisis matters	-	17	506	23	19	546	444
Pre-tax operating income	\$ 1,740 \$	2,585 \$	2,693 \$	2,556 \$	2,480 \$	9,574	9,390
Net income attributable to AIG	\$ 655 \$	2,192 \$	3,073 \$	1,609 \$	1,978 \$	7,529	\$ 9,085
Adjustments to arrive at After-tax operating income							
(amounts net of tax):							
Uncertain tax positions and other tax adjustments	73	(25)	39	(28)	65	59	791
Deferred income tax valuation allowance releases (6)	(20)	(21)	(75)	(65)	(540)	(181)	(3,237)
Changes in fair values of fixed maturity securities designated to hedge living							
benefit liabilities, net of interest expense	(64)	(21)	(35)	(49)	22	(169)	105
Changes in benefit reserves and DAC, VOBA and SIA related to net realized							
capital gains (losses)	82	29	35	(5)	74	141	1,148
Other (income) expense - net	-	-	-	-	47	-	47
Loss on extinguishment of debt	824	482	22	155	125	1,483	423
Net realized capital (gains) losses	(105)	(301)	(155)	91	208	(470)	(1,285)
(Income) loss from discontinued operations	35	(2)	(30)	47	(11)	50	(84)
(Income) loss from divested businesses (5)	(9)	(42)	(1,399)	(12)	97	(1,462)	117
Legal reserves (settlements) related to legacy crisis matters	(100)	(569)	321	(2)	(399)	(350)	(460)
After-tax operating income	\$ 1,371 \$	1,722 \$	1,796 \$	1,741 \$	1,666	6,630	\$ 6,650
After-tax operating income per diluted share	\$ 0.97	1.19 \$	1.23 \$	1.18 \$	1.13	\$ 4.58	\$ 4.49
Calculation of Effective tax rates:							
Pre-tax income	\$ 1,740 \$	2,585 \$	2,693 \$	2,556 \$	2,480 \$	9,574	\$ 9,390
Income tax expense	(369)	(869)	(904)	(817)	(810)	(2,959)	(2,703)
Net income (loss) attributable to non-controlling interest		6	7	2	(4)	15	(37)
After-tax operating income	\$ 1,371 \$	1,722 \$	1,796 \$	1,741 \$	1,666	6,630	6,650
Effective tax rates on pre-tax operating income (7)	21.2%	33.6%	33.6%	32.0%	32.7%	30.9%	28.8%



# American International Group, Inc. Return On Equity and Per Share Data

#### **Consolidated Results**

(in millions, except per share data)

Twelve Months Ended

Common Equity and Book Value Per Share Computations:

Quarterly

December 31,

(as of period end)	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Total AIG shareholders' equity (a)	\$ 106,898 \$	108,581 \$	108,161 \$	103,833 \$	100,470	\$ 106,898	\$ 100,470
Less: Accumulated other comprehensive income (AOCI)	10,617	11,331	11,511	9,085	6,360	10,617	6,360
Total AIG Shareholders' equity, excluding AOCI (b)	96,281	97,250	96,650	94,748	94,110	96,281	94,110
Less: Deferred tax assets (DTA)*	16,158	15,682	15,899	17,518	17,797	16,158	17,797
Total AIG Shareholders' equity, excluding AOCI and DTA (c)	\$ 80,123 \$	81,568 \$	80,751 \$	77,230 \$	76,313	\$ 80,123	\$ 76,313
Total common shares outstanding (d)	1,375.9	1,403.8	1,428.6	1,446.6	1,464.1	1,375.9	1,464.1
Book Value Per Share (a÷d)	\$ 77.69 \$	77.35 \$	75.71 \$	71.77 \$	68.62	\$ 77.69	\$ 68.62
Book Value Per Share, excluding AOCI (b÷d)	69.98	69.28	67.65	65.49	64.28	69.98	64.28
Book Value Per Share, excluding AOCI and DTA (c÷d)	\$ 58.23 \$	58.11 \$	56.53 \$	53.39 \$	52.12	\$ 58.23	\$ 52.12
Return On Equity (ROE) Computations:							
Actual or Annualized Net income attributable to AIG (a)	\$ 2,620 \$	8,768 \$	12,292 \$	6,436 \$	7,912	\$ 7,529	\$ 9,085
Actual or Annualized After-tax operating income attributable to AIG (b)	\$ 5,484 \$	6,888 \$	7,184 \$	6,964 \$	6,664	\$ 6,630	\$ 6,650
Average AIG Shareholders' equity (c)	\$ 107,740 \$	108,371 \$	105,997 \$	102,152 \$	99,632	\$ 105,589	\$ 98,850
Less: Average AOCI	10,974	11,421	10,298	7,723	6,435	9,781	8,865
Average AIG Shareholders' equity, excluding average AOCI (d)	96,766	96,950	95,699	94,429	93,197	95,808	89,985
Less: Average DTA	15,920	15,790	16,709	17,658	17,885	16,611	18,150
Average AIG Shareholders' equity, excluding average AOCI and DTA (e)	\$ 80,846 \$	81,160 \$	78,990 \$	76,771 \$	75,312	\$ 79,197	\$ 71,835
ROE (a÷c)	2.4%	8.1%	11.6%	6.3%	7.9%	7.1%	9.2%
ROE - After-tax operating income, excluding AOCI (b÷d)	5.7%	7.1%	7.5%	7.4%	7.2%	6.9%	7.4%
ROE - After-tax operating income, excluding AOCI and DTA (b÷e)	6.8%	8.5%	9.1%	9.1%	8.8%	8.4%	9.3%
Common Stock Repurchase:							
Aggregate repurchase of common stock	\$ 1,500 \$	1,466 \$	1,070 \$	867 \$	405	\$ 4,903	\$ 597
Total number of common shares repurchased	27.9	24.8	18.1	17.4	8.3	88.2	12.3
Average price paid per share of common stock	\$ 54.48 \$	54.32 \$	54.08 \$	49.73 \$	49.00	\$ 55.60	\$ 48.44
Dividends Declared Per Common Share	\$ 0.125 \$	0.125 \$	0.125 \$	0.125 \$	0.10	\$ 0.500	\$ 0.20

<sup>\*</sup> Represents U.S. tax attributes related to net operating loss carryforwards and foreign tax credits. Amounts are estimates based on projections of full year attribute utilization.



# American International Group, Inc. Selected Segment Data

# **Consolidated Results - Operating basis**

(in millions)				Twelve Months Ended December 31,					
(	4Q14	3Q14	Quarterly 2Q14	1Q14	4Q13	2014	2013		
Total operating revenues: (8)	1421								
Commercial Insurance									
Property Casualty	\$ 6,315	\$ 6,425 \$	6,331 \$	6,112 \$	6,499	\$ 25,183	\$ 25,108		
Mortgage Guaranty	273	262	259	248	236	1,042	941		
Institutional Markets	548	626	707	695	702	2,576	2,813		
Total Commercial Insurance	7,136	7,313	7,297	7,055	7,437	28,801	28,862		
Consumer Insurance									
Retirement	2,417	2,472	2,410	2,485	2,537	9,784	9,431		
Life	1,576	1,575	1,560	1,610	1,596	6,321	6,397		
Personal Insurance	3,008	3,163	3,129	3,064	3,192	12,364	12,832		
Total Consumer Insurance	7,001	7,210	7,099	7,159	7,325	28,469	28,660		
Corporate and Other	1,049	1,062	1,118	968	959	4,197	4,019		
Consolidation, eliminations and other adjustments	(180)	(109)	(95)	(82)	306	(466)	(17)		
Total operating revenues	\$ 15,006	\$ 15,476 \$	15,419 \$	15,100 \$	16,027	\$ 61,001	\$ 61,524		
Total pre-tax operating income:									
Commercial Insurance									
Property Casualty	\$ 935	\$ 952 \$	1,245 \$	1,116 \$	734	\$ 4,248	\$ 4,095		
Mortgage Guaranty	171	135	210	76	48	592	205		
Institutional Markets	118	153	170	229	191	670	680		
Total Commercial Insurance	1,224	1,240	1,625	1,421	973	5,510	4,980		
Consumer Insurance									
Retirement	722	1,094	764	915	957	3,495	3,490		
Life	80	50	215	235	215	580	806		
Personal Insurance	121	120	140	18	(9)	399	268		
Total Consumer Insurance	923	1,264	1,119	1,168	1,163	4,474	4,564		
Corporate and Other	(357)	90	(53)	(68)	296	(388)	(319)		
Consolidation, eliminations and other adjustments	(50)	(9)	2	35	48	(22)	165		
Total pre-tax operating income	\$ 1,740	\$ 2,585 \$	2,693 \$	2,556 \$	2,480	\$ 9,574	\$ 9,390		



# American International Group, Inc. General Operating and Other Expenses

Consolidated Results									
						Twelve Mo	onths Ended		
(in millions)			Quarterly			Decen	iber 31,		
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013		
General operating expenses									
Commercial Insurance	<b>6 644</b>	ф <i>(7.</i> С. ф.	706 0	(71 f	772	0.07	Φ 2.010		
Property Casualty Mortgage Guaranty	\$ 644 36	\$ 676 \$ 46	706 \$ 37	671 \$ 37	773 40	\$ 2,697 156	\$ 2,810 142		
Institutional Markets	19	15	14	18	19	66	64		
Total Commercial Insurance	699	737	757	726	832	2,919	3,016		
Consumer Insurance									
Retirement	279	233	236	232	245	980	945		
Life Personal Insurance	229 550	233 607	213 558	210 505	230 629	885 2,220	849 2,292		
Total Consumer Insurance	1,058	1,073	1,007	947	1,104	4,085	4,086		
Corporate and Other	532	455	530	472	644	1,989	2,240		
Consolidations and eliminations	(83)	(59)	(56)	(74)	29	(272)	(178)		
Total general operating expenses	2,206	2,206	2,238	2,071	2,609	8,721	9,164		
Other acquisition expenses									
Commercial Insurance									
Property Casualty	190	195	198	206	232	789	900		
Mortgage Guaranty Institutional Markets	11 5	13 8	11 9	14 8	15 9	49 30	60 36		
Total Commercial Insurance	206	216	218	228	256	868	996		
Consumer Insurance									
Personal Insurance	159	139	150	148	154	596	679		
Total Consumer Insurance	159	139	150	148	154	596	679		
Total other acquisition expenses	365	355	368	376	410	1,464	1,675		
Loss adjustment expenses Commercial Insurance - Property Casualty	314	302	303	298	296	1,217	1,137		
Consumer Insurance - Property Casualty  Consumer Insurance - Personal Insurance	120	106	115	109	135	450	529		
Total loss adjustment expenses	434	408	418	407	431	1,667	1,666		
Investment and other expenses	11	24	28	25	31	88	127		
Total general operating expenses, Operating basis (9)	3,016	2,993	3,052	2,879	3,481	11,940	12,632		
Reconciliation to general operating and other expenses, GAAP basis									
Loss adjustment expenses, reported as policyholder benefits and losses incurred	(434)	(408)	(418)	(407)	(431)	(1,667)	(1,666)		
Advisory fee expenses	329	338	337	311	312	1,315	1,175		
Non-deferrable insurance commissions  Direct marketing and acquisition expenses, net of deferrals	146 203	130 105	119 146	127 116	134 135	522 570	521 513		
Investment expenses reported as net investment income	(11)	(24)	(28)	(25)	(31)	(88)	(127)		
Total general operating and other expenses included in pre-tax operating income	3,249	3,134	3,208	3,001	3,600	12,592	13,048		
Legal reserves related to legacy crisis matters	-	17	506	23	19	546	444		
Other expense related to retroactive reinsurance agreement	_			<u> </u>	72	_	72		
Total general operating and other expenses, GAAP basis	\$ 3,249	\$ \$	3,714 \$	3,024 \$	3,691	\$ 13,138	\$13,564		



## American International Group, Inc. Condensed Consolidated Balance Sheets

# **Consolidated Results**

(in millions)	December 31, 2014	September 30, 2014	June 30, 2014	March 31, 2014	December 31, 2013
Assets:	·		· ·		
Investments:					
Fixed maturity securities					
Bonds available for sale, at fair value	\$ 259,859	\$ 265,786 \$	266,304 \$	262,937 \$	258,274
Other bond securities, at fair value	19,712	20,381	21,430	21,718	22,623
Equity securities					
Common and preferred stock available for sale, at fair value	4,395	4,344	4,048	3,878	3,656
Other common and preferred stock, at fair value	1,049	766	724	725	834
Mortgage and other loans receivable, net of allowance	24,990	23,397	22,937	21,569	20,765
Other invested assets (page 50)	34,518	33,908	33,645	29,050	28,659
Short-term investments	11,243	17,852	20,888	17,658	21,617
Total investments	355,766	366,434	369,976	357,535	356,428
Cash	1,758	1,933	1,827	2,490	2,241
Accrued investment income	2,712	2,877	2,846	2,924	2,905
Premiums and other receivables, net of allowance	12,031	13,236	14,077	14,269	12,939
Reinsurance assets, net of allowance	21,959	23,864	24,631	25,346	23,829
Deferred income taxes	19,339	19,606	19,912	21,631	21,925
Deferred policy acquisition costs	9,827	9,603	9,106	9,217	9,436
Derivative assets, at fair value	1,604	1,588	1,617	1,601	1,665
Other assets	10,549	10,239	9,399	8,738	9,366
Separate account assets, at fair value	80,036	77,810	75,718	72,593	71,059
Assets held for sale (10)		_	, <u>-</u>	30,767	29,536
Total assets	\$ 515,581	\$ 527,190 \$	529,109 \$	547,111 \$	541,329
Liabilities:				· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·
Liability for unpaid losses and loss adjustment expenses	\$ 77,260	\$ 78,674 \$	79,977 \$	81,155 \$	81,547
Unearned premiums	21,324	23,695	23,694	23,383	21,953
Future policy benefits for life and accident and health insurance contracts	42,749	42,431	42,536	41,419	40,653
Policyholder contract deposits	124,613	123,744	123,354	122,839	122,016
Other policyholder funds	4,669	4,718	4,809	4,802	5,083
Derivative liabilities, at fair value	2,273	2,502	2,416	3,039	2,511
Other liabilities	24,168	28,410	29,610	28,138	29,155
Long-term debt (page 14)	31,217	36,223	38,414	39,508	41,693
Separate account liabilities	80,036	77,810	75,718	72,593	71,059
Liabilities held for sale (10)	-	- 77,010	75,710	25,815	24,548
Total liabilities	408,309	418,207	420,528	442,691	440,218
Redeemable noncontrolling interests	408,309	418,207	420,326	27	30
AIG shareholders' equity:		_	-	21	30
Common stock	4,766	4,766	4,766	4,766	4,766
Treasury stock, at cost	(19,218)	(17,720)	(16,369)	(15,386)	(14,520)
Additional paid-in capital	80,958	80,904	80,967	80,975	80,899
Retained earnings	29,775	29,300	27,286	24,393	22,965
Accumulated other comprehensive income	10,617	11,331	11,511	9,085	6,360
1		1			
Total AIG shareholders' equity	106,898	108,581	108,161	103,833	100,470
Non-redeemable noncontrolling interests	374	402	420	560	611
Total equity	107,272	108,983	108,581	104,393	101,081
Total liabilities and equity	\$ 515,581	\$ 527,190 \$	529,109 \$	547,111 \$	541,329
See Accompanying Notes on Page 15.					



# American International Group, Inc. Condensed Consolidating Balance Sheet

## **Consolidated Results**

	December 31, 2014									
(in millions)		Life Insurance Companies (11)		Non - Life Insurance Companies (12)		Corporate and Other (13)		Consolidation & Eliminations		AIG Inc.
Assets:	-	companies (11)	-	Companies (12)	-	3 tile! (10)				THE THE
Investments:										
Fixed maturity securities										
Bonds available for sale, at fair value	\$	164,527	\$	92,942	\$	5,933	\$	(3,543)	\$	259,859
Other bond securities, at fair value	Ψ	2,785	Ψ	1,733	Ψ	15,634	Ψ	(440)	"	19,712
Equity securities		=,,,,,,		1,755		10,00		()		12,712
Common and preferred stock available for sale, at fair value		150		4,241		4		_		4,395
Other common and preferred stock, at fair value		-		495		554		_		1.049
Mortgage and other loans receivable, net of allowance		20,874		6,686		704		(3,274)		24,990
Other invested assets (page 50)		11,916		10,372		12,109		121		34,518
Short-term investments		2,131		4,154		5,827		(869)		11,243
Total investments	•	202,383	-	120,623	-	40.765		(8,005)		355,766
Cash		451		1,191		116		(0,005)		1,758
Accrued investment income		1,781		907		26		(2)		2,712
Premiums and other receivables, net of allowance		1,810		9,970		1,191		(940)		12,031
Reinsurance assets, net of allowance		1,921		20,025		13		(540)		21,959
Deferred income taxes		1,721		4,040		16,320		(1,021)		19,339
Deferred policy acquisition costs		7,258		2,551		10,520		18		9,827
Derivative assets, at fair value		902		340		1,975		(1,613)		1,604
Other assets		4,764		4,652		98,977		(97,844)		10,549
Separate account assets, at fair value		80,025		4,032		11		(77,044)		80,036
Total assets	\$	301.295	- ¢	164,299	φ-	159,394	\$	(109,407)	\$	515,581
Liabilities:	Ψ:	301,273	= Ψ	104,277	Ψ=	137,374	Ψ	(107,407)		313,301
Liability for unpaid losses and loss adjustment expenses	\$		\$	77,260	\$		\$		\$	77,260
Unearned premiums	φ	_	Ψ	21,325	Φ	-	Φ	(1)	Ψ	21,324
Future policy benefits for life and accident and health insurance contracts		42,004		579		189		(23)		42,749
Policyholder contract deposits		124,716		317		15		(118)		124,613
Other policyholder funds		2,656		2,003		10		(110)		4,669
Derivative liabilities, at fair value		555		2,003		3,150		(1,640)		2,273
Other liabilities		12,237		11,849		10,561		(10,479)		24,168
Long-term debt (page 14)		1,574	(14)	136		37,172		(7,665)		31,217
Separate account liabilities		80,025	` ′	130		11		(7,003)		80,036
Total liabilities	-		-	113,360	-	51,108		(19,926)		
AIG shareholders' equity:		263,767		113,300		31,108		(19,920)		408,309
Preferred stock		65						(65)		
Common stock		422		42		4,768		(466)		4,766
Treasury stock, at cost		422		42		(19,218)		(400)		(19,218)
		41,397		27,149		67,176		(54,764)		80,958
Additional paid-in capital Retained earnings		(10,904)		19,727		44,577		(23,625)		29,775
Accumulated other comprehensive income		(10,904) 6,545		3,951		10,693		(10,572)		10,617
	-		-		-					
Total AIG shareholders' equity Non-redeemable noncontrolling interests		37,525		50,869 70		107,996 290		(89,492) 11		106,898 374
	-		-	50,939	-	108,286				
Total equity Total liabilities and equity	φ.	37,528 301,295	- o	164,299	Φ-	108,286	Φ	(89,481) (109,407)	\$	107,272 515,581
Total liabilities and equity	<b>3</b>	301,293	<b>-</b> 3	104,299	<b>a</b> =	159,594	Þ	(109,407)		313,381



# American International Group, Inc. Condensed Consolidating Balance Sheet

## **Consolidated Results**

	December 31, 2013						
	Life Insurance	Non - Life Insurance	Corporate and	Consolidation			
(in millions)	Companies (11)	Companies (1	2) Other (13)	& Eliminations	AIG Inc.		
Assets:							
Investments:							
Fixed maturity securities							
Bonds available for sale, at fair value	\$ 158,225	\$ 97,20	2 \$ 7,282	\$ (4,435)	\$ 258,274		
Other bond securities, at fair value	2,406	1,99	18,558	(336)	22,623		
Equity securities							
Common and preferred stock available for sale, at fair value	80	3,57		-	3,656		
Other common and preferred stock, at fair value	538	19		=	834		
Mortgage and other loans receivable, net of allowance	19,209	4,08		(3,382)	20,765		
Other invested assets (page 50)	13,026	9,33		(104)	28,659		
Short-term investments	6,462	5,42		(1,147)	21,617		
Total investments	199,946	121,81	6 44,070	(9,404)	356,428		
Cash	584	1,49		-	2,241		
Accrued investment income	1,849	99		(2)	2,905		
Premiums and other receivables, net of allowance	1,586	10,75		(897)	12,939		
Reinsurance assets, net of allowance	1,950	21,86		=	23,829		
Deferred income taxes	935	4,20	17,094	(310)	21,925		
Deferred policy acquisition costs	6,920	2,49	-	23	9,436		
Derivative assets, at fair value	571	33		(1,656)	1,665		
Other assets	2,075	4,78	96,696	(94,188)	9,366		
Separate account assets, at fair value	71,048		- 11	· -	71,059		
Assets held for sale			_ 29,536	<u> </u>	29,536		
Total assets	\$ <u>287,464</u>	\$ 168,73	8 \$ 191,561	\$ (106,434)	\$ 541,329		
Liabilities:							
Liability for unpaid losses and loss adjustment expenses	\$ -	\$ 81,54	-7 \$ -	\$ -	\$ 81,547		
Unearned premiums	-	21,95		· -	21,953		
Future policy benefits for life and accident and health insurance contracts	39,848	60		(23)	40,653		
Policyholder contract deposits	122,038		- 18	(40)	122,016		
Other policyholder funds	2,635	2,44	-2 6	-	5,083		
Derivative liabilities, at fair value	649	21		(1,568)	2,511		
Other liabilities	11,282	13,11		(3,293)	29,155		
Long-term debt (page 14)		(14) 15	49,463	(8,685)	41,693		
Separate account liabilities	71,048		- 11	-	71,059		
Liabilities held for sale			_ 24,548		24,548		
Total liabilities	248,261	120,04	0 85,526	(13,609)	440,218		
Redeemable noncontrolling interests			0	, , ,	30		
AIG shareholders' equity:							
Common stock	143	4	4,768	(186)	4,766		
Treasury stock, at cost	-		- (14,520)	` <u>-</u>	(14,520)		
Additional paid-in capital	41,306	25,06		(57,879)	80,899		
Retained earnings	(6,099)	20,28		(27,644)	22,965		
Accumulated other comprehensive income	3,852	3,22		(7,124)	6,360		
Total AIG shareholders' equity	39,202	48,60		(92,833)	100,470		
Non-redeemable noncontrolling interests	1_	5	9 543	8	611		
Total equity	39,203	48,66		(92,825)	101,081		
Total liabilities and equity	\$ <u>287,464</u>	\$ <u>168,73</u>	<u>8</u> \$ <u>191,561</u>	\$ (106,434)	\$ 541,329		



# American International Group, Inc. Reconciliation of Statutory Surplus to GAAP Equity \*

#### **Consolidated Results**

		As of Decem	ıbe	r 31, 2014	As of December 31, 2013				
	Life Non-Life				Life		Non-Life		
		Insurance		Insurance		Insurance		Insurance	
(in millions)	<u>C</u>	Companies (10)		Companies (11)		Companies (10)		Companies (11)	
Statutory surplus	\$	9,535	\$	41,175	\$	15,572	\$	39,836	
Deferred policy acquisition costs, sales inducements and value of									
business acquired		7,483		1,852		7,426		1,828	
Net unrealized gains on fixed maturity securities		10,467		3,902		4,492		2,127	
Statutory non-admitted assets		6,175		1,559		5,564		3,326	
Other (15)		3,868		2,451		6,149		1,551	
GAAP Equity	\$	37,528	\$_	50,939	\$_	39,203	\$	48,668	

<sup>\*</sup> December 31, 2014 amounts are subject to change based on final statutory filings. December 31, 2013 amounts reflect final statutory filings.



## American International Group, Inc. Debt and Capital

# **Consolidated Results**

	Debt and Hybrid Capital				Interest Expense								
(in millions)	Dec. 31,	Dec. 31,	Inc.		Three Mo	nths E	nded		Twelve Mo	nths En	ded		
	2014	2013	(Dec.)	D	ec. 31, 2014	I	Dec. 31, 2013	I	Dec. 31, 2014	Dec	. 31, 2013		
Financial debt:													
AIG notes and bonds payable	\$ 15,570 \$	14,062 \$	10.7 %	\$	205	\$	195	\$	795	\$	763		
AIG subordinated debt	250	250	=		1		2		6		6		
AIG loans and mortgage payable	-	1	(100.0)		-		-		-		-		
AIG Life Holdings, Inc. notes and bonds payable	284	299	(5.0)		5		5		21		21		
AIG Life Holdings, Inc. junior subordinated debt	536	1,054	(49.1)		15		21		74		89		
Total	16,640	15,666	6.2		226		223		896		879		
Operating debt:													
MIP notes payable	2,870	7,963	(64.0)		31		87		218		353		
Series AIGFP matched notes and bonds payable	34	3,219	(98.9)		12		67		143		270		
Other AIG borrowings supported by assets (16)	5,466	6,747	(19.0)		-		-		-		-		
Other subsidiaries	58	656	(91.2)		2		11		3		22		
Borrowings of consolidated investments	3,683	1,909	92.9		30		21		121		85		
Total	12,111	20,494	(40.9)		75		186		485	'	730		
Hybrid - debt securities:													
Junior subordinated debt (17)	2,466	5,533	(55.4)		45		105		337		533		
Total (18)	\$ 31,217	41,693	(25.1)	\$	346	\$	514	\$	1,718	\$	2,142		
AIG capitalization:		<u></u>				· · ·							
Total equity	\$ 107,272 \$	101,081	6.1										
Hybrid - debt securities (17)	2,466	5,533	(55.4)										
Total equity and hybrid capital	109,738	106,614	2.9										
Financial debt	16,640	15,666	6.2										
Total capital	\$ 126,378 \$	122,280	3.4										
Ratios:	- 120,0 · 0		2										
Hybrid - debt securities / Total capital	1.9%	4.5%											
Financial debt / Total capital	13.2%	12.8%											
Total debt / Total capital	15.1%	17.3%											
Total ucut / Total capital	13.170	1 / .3 /0											



#### American International Group, Inc. Notes

#### **Consolidated Results**

- (1) Includes changes in market value of investments accounted for under the fair value option, real estate income and income (loss) from equity method investments (excluding AerCap which is reported in Other income). Beginning 4Q14, investment income from certain investments accounted for under the fair value option were reclassified from interest and dividends to other investment income. Prior periods have been revised to conform to the new presentation.
- (2) ILFC was sold on May 14, 2014. The twelve months ended December 31, 2014 includes ILFC's results through the sale date.
- (3) Effective tax rates are calculated based on Income from continuing operations before tax.
- (4) Dilutive shares are calculated using the treasury stock method and include dilutive shares from share-based employee compensation plans, a weighted average portion of the warrants issued to AIG shareholders as part of the recapitalization in January 2011 and a weighted average portion of the warrants issued to the Department of the Treasury in 2009 that we repurchased in the first quarter of 2013. The number of shares excluded from diluted shares outstanding was 0.4 million, 0.3 million, 0.3 million and 0.4 million for each of 4Q14, 3Q14, 2Q14, 1Q14 and 4Q13, respectively, and 0.3 million and 38 million, for the twelve months ended December 31, 2014 and 2013, respectively, because the effect of including those shares in the calculation would have been anti-dilutive.
- (5) 2Q14 includes the gain on sale of ILFC, which was sold on May 14, 2014. 4Q14, 3Q14 and 2Q14 also include certain post-acquisition transaction expenses incurred by AerCap in connection with its acquisition of ILFC and the difference between expensing AerCap's maintenance rights assets over the remaining lease term as compared to the remaining economic life of the related aircraft and our share of AerCap's income taxes.
- (6) Excludes valuation allowance (charge) releases of (\$49) million, \$184 million, \$582 million and \$892 million in 4Q14, 3Q14, 2Q14 and 1Q14, respectively, recorded in AOCI.
- (7) Effective tax rates are calculated based on Pre-tax operating income.
- (8) Operating revenues exclude Net realized capital gains (losses), Aircraft leasing revenues, income from legal settlements (included in Other income for GAAP purposes) and changes in fair values of fixed maturity securities designated to hedge living benefit liabilities, net of interest expense (included in Net investment income for GAAP purposes).
- (9) Includes unallocated loss adjustment expenses, investment expenses and certain acquisition expenses (including the portion deferred for GAAP reporting). Excludes charges for legal reserves related to legacy crisis matters and other expense related to a retroactive reinsurance agreement with a third-party reinsurer (NICO).
- (10) For periods prior to June 30, 2014, includes the assets and liabilities of ILFC, which was sold on May 14, 2014.
- (11) Includes Fuji Life.
- (12) Includes the Property Casualty insurance runoff businesses, as well as Mortgage Guaranty.
- (13) Includes AIG Parent, Global Capital Markets, Direct Investment book and AIG Life Holdings, Inc. (a non-operating holding company).
- (14) Consists primarily of 3<sup>rd</sup> Party debt related to other subsidiaries and consolidated investments in affordable housing partnerships.
- (15) Other for Life Insurance Companies consists primarily of differences between GAAP and Statutory accounting, such as shadow loss recognition, asset valuation reserve, fair value of embedded derivatives and interest maintenance reserve. For Non-Life Insurance Companies, other consists primarily of the statutory surplus of MG Reinsurance Limited, statutory contingency reserves and deferred income taxes.
- (16) Borrowings are carried at fair value with fair value adjustments reported in Other income on the Consolidated Statement of Operations. Contractual interest payments amounted to \$78 million and \$94 million for the three months ended December 31, 2014 and 2013, respectively, and \$256 million and \$307 million for the twelve months ended December 31, 2014 and 2013, respectively.
- (17) The junior subordinated debentures receive partial equity treatment from a major rating agency under its current policies but are recorded as long-term borrowings on the Condensed Consolidated Balance Sheets.
- (18) ILFC was sold on May 14, 2014. Excludes ILFC's interest expense which is reflected within Aircraft leasing expenses on the Consolidated Statement of Operations.



#### American International Group, Inc. Operating Results

#### Commercial Insurance

**Twelve Months Ended** (in millions) Quarterly December 31, 4Q13 4Q14 3Q14 2Q14 1Q14 2014 2013 **Revenues:** Premiums 5,509 \$ 5,692 \$ 5,656 \$ 5,364 \$ 5,631 22,221 |\$ 22,096 49 49 45 44 29 113 Policy fees 187 1,578 1,572 1,596 1,647 1,777 6,393 6,653 Net investment income 7,136 7,313 7,055 7,297 Total operating revenues 7,437 28,801 28,862 **Benefits and expenses:** Policyholder benefits and losses incurred 4,385 3,970 3,965 17,002 4,255 4,646 16,575 Interest credited to policyholder account balances 102 105 103 100 413 105 410 Amortization of deferred policy acquisition costs 612 648 633 619 628 2,512 2,418 General operating and other expenses\* 3,794 4,049 943 935 966 950 1,085 5,912 6,073 5,672 5,634 23,291 23,882 Total benefits and expenses 6,464 1,224 \$ 1,240 \$ 1,625 \$ 1,421 \$ 973 5,510 \$ 4,980 Pre-tax operating income



<sup>\*</sup> Includes general operating expenses, commissions and other acquisition expenses.

## Commercial Insurance - Property Casualty

(in millions)				Q	uarterly				Twelve Mo Decem		
	40	Q14		3Q14	2Q14	1Q14	4Q13		2014	]	2013
Net premiums written	\$	4,692	\s	5,509 \$	5,813 \$	5,006 \$	4,851	\$	21,020	\s^-	20,880
Net premiums earned	\$	5,207	\$	5,357 \$	5,269 \$	5,052 \$	5,305	\$	20,885	\$	20,677
Losses and loss adjustment expenses incurred		3,904		3,977	3,567	3,508	4,141		14,956		14,872
Acquisition expenses:											
Amortization of deferred policy acquisition costs		604		643	624	615	622		2,486		2,394
Other acquisition expenses		228		177	189	202	229		796		937
Total acquisition expenses		832	1 -	820	813	817	851		3,282	1 -	3,331
General operating expenses		644		676	706	671	773		2,697		2,810
Underwriting income (loss)		(173)	1 -	(116)	183	56	(460)		(50)	1 -	(336)
Net investment income:		,		,			( )		. ,		( )
Interest and dividends		830		857	838	813	874		3,338		3,484
Alternative investments (1)		111		176	171	242	273		700		779
Other investment income (2)		189		70	91	50	87		400		336
Investment expenses		(22)		(35)	(38)	(45)	(40)		(140)		(168)
Total net investment income		1.108	1 -	1.068	1.062	1.060	1,194		4,298	1 -	4,431
Pre-tax operating income	\$	935	\$	952 \$	1,245 \$	1,116 \$	734	\$	4,248	\$	4,095
Underwriting ratios:					,	,			•		<del>,</del>
Loss ratio		75.0		74.2	67.7	69.4	78.1		71.6		71.9
Catastrophe losses and reinstatement premiums		(0.7)		(4.8)	(2.3)	(3.6)	(3.6)		(2.9)		(3.4)
Prior year development net of premium adjustments		(4.0)		(4.9)	0.7	(3.1)	(0.9)		(2.8)		(1.5)
Net reserve discount		(4.4)		0.3	0.4	2.5	(6.1)		(0.3)		(1.6)
Accident year loss ratio, as adjusted		65.9	1 -	64.8	66.5	65.2	67.5		65.6	1 -	65.4
Acquisition ratio		16.0	1 -	15.3	15.4	16.2	16.0		15.7	1 -	16.1
General operating expense ratio		12.4		12.6	13.4	13.3	14.6		12.9		13.6
Expense ratio		28.4	1 -	27.9	28.8	29.5	30.6		28.6	1 -	29.7
Combined ratio		103.4	1 -	102.1	96.5	98.9	108.7		100.2	1 -	101.6
Catastrophe losses and reinstatement premiums		(0.7)		(4.8)	(2.3)	(3.6)	(3.6)		(2.9)		(3.4)
Prior year development net of premium adjustments		(4.0)		(4.9)	0.7	(3.1)	(0.9)		(2.8)		(1.5)
Net reserve discount		(4.4)		0.3	0.4	2.5	(6.1)		(0.3)		(1.6)
Accident year combined ratio, as adjusted		94.3	1 -	92.7	95.3	94.7	98.1		94.2	1 -	95.1
Noteworthy items (pre-tax):											
Catastrophe-related losses (3)	\$	35	\$	260 \$	121 \$	184 \$	188	\$	600	\$	710
Reinstatement premiums related to catastrophes		-		2	-	-	-		2		-
Reinstatement premiums related to prior year catastrophes		(2)		(1)	1	-	-		(2)		27
Severe losses (4)		66		188	193	145	260		592		569
Prior year development:											
Prior year loss reserve development (favorable) unfavorable, net of reinsurance		175		319	5	156	54		655		355
(Additional) returned premium related to prior year development		52		(93)	(68)	4	(6)	L	(105)		(89)
Prior year loss reserve development (favorable) unfavorable, net of reinsurance											
and premium adjustments		227		226	(63)	160	48		550		266
Net reserve discount (benefit) charge		229		(16)	(16)	(126)	322		71		322
Net loss and loss expense reserve (at period end)	\$	52,468	\$	53,191 \$	53,788 \$	53,920 \$	54,075	\$	52,468	\$	54,075



## American International Group, Inc. Net Premiums Written by Line of Business and Region

# **Commercial Insurance - Property Casualty**

#### Twelve MonthsEnded

(in millions)	Quarterly									December 31,			
		4Q14	].	3Q14		2Q14	1Q14		4Q13		2014		2013
By Line of Business:													
Casualty	\$	1,659	\$	1,968	\$	2,007	\$ 2,015	\$	1,869	\$	7,649	\$	8,154
Property		992		1,482		1,732	930	)	908		5,136		4,718
Specialty		909		911		898	996	)	980		3,714		3,737
Financial lines		1,132		1,148		1,176	1,065	;	1,094		4,521		4,271
Total net premiums written	\$	4,692	\$	5,509	\$	5,813	\$ 5,006	\$	4,851	\$	21,020	\$	20,880
By Region:													
Americas	\$	3,251	\$	3,643	\$	4,013	\$ 2,892	\$	3,417	\$	13,799	\$	14,050
EMEA		962		1,276		1,303	1,651		946		5,192		4,795
Asia Pacific		479		590		497	463	,	488		2,029		2,035
Total net premiums written	\$	4,692	\$	5,509	\$	5,813	\$ 5,006	\$	4,851	\$	21,020	\$	20,880
Foreign exchange effect on worldwide premiums: Change in net premiums written													
Increase (decrease) in original currency over prior year period (5)		(2.2) %	ó	5.2	%	(1.4)	% 2.9	%	11.5 %	ó	1.1 %	6	3.6 %
Foreign exchange effect		(1.1)		0.3		0.1	(1.0	))	(1.8)		(0.4)	┨_	(1.0)
Increase (decrease) as reported in U.S. dollars		(3.3) %	ó	5.5	%	(1.3)	% 1.9	%	9.7 %	ó	0.7 %	6	2.6_%



## Commercial Insurance - Property Casualty North America

(in millions)			Twelve Months Ended December 31,							
		4Q14	7	<b>3Q14</b>	2Q14	1Q14	4Q13	2014	1	2013
Net premiums written	\$	3,087	\ <sub>\$</sub> -	3,503 \$	3,864 \$	2,765 \$		\$ 13,219	\$	13,555
Net premiums earned	\$	3,308	\ <u>\</u>	3,426 \$	3,336 \$	3,262 \$		\$ 13,332	\$	13,556
Losses and loss adjustment expenses incurred		2,790		2,786	2,497	2,409	2,907	10,482		10,544
Acquisition expenses:		,		,	,	,	,	, , , , , , , , , , , , , , , , , , ,		,
Amortization of deferred policy acquisition costs		334		361	352	346	346	1,393		1,366
Other acquisition expenses		130		103	96	113	150	442		618
Total acquisition expenses		464	1 -	464	448	459	496	1,835		1,984
General operating expenses		322		328	339	339	378	1,328		1,345
Underwriting income (loss)		(268)	1 -	(152)	52	55	(316)	(313)		(317)
Net investment income:		. ,		. ,			` ′	, í		` /
Interest and dividends		702		725	705	691	731	2,823		2,903
Alternative investments (1)		107		177	165	239	271	688		778
Other investment income (2)		176		56	73	28	73	333		269
Investment expenses		(10)		(28)	(27)	(37)	(31)	(102)		(126)
Total net investment income		975	1 -	930	916	921	1,044	3,742		3,824
Pre-tax operating income	\$	707	\$	778 \$	968 \$	976 \$		\$ 3,429	\$	3,507
Underwriting ratios:										
Loss ratio		84.3		81.3	74.9	73.9	83.9	78.6		77.8
Catastrophe losses and reinstatement premiums		(0.8)		(5.0)	(3.5)	(3.8)	(3.0)	(3.3)		(3.3)
Prior year development net of premium adjustments		(8.3)		(7.8)	(1.3)	(2.5)	(1.8)	(4.9)		(3.0)
Net reserve discount		(6.8)		0.4	0.5	3.8	(9.3)	(0.6)		(2.4)
Accident year loss ratio, as adjusted		68.4	_	68.9	70.6	71.4	69.8	69.8		69.1
Acquisition ratio		14.0	_	13.5	13.4	14.1	14.3	13.8		14.6
General operating expense ratio		9.7		9.6	10.2	10.4	10.9	10.0		9.9
Expense ratio		23.7	_	23.1	23.6	24.5	25.2	23.8		24.5
Combined ratio		108.0	_	104.4	98.5	98.4	109.1	102.4		102.3
Catastrophe losses and reinstatement premiums		(0.8)		(5.0)	(3.5)	(3.8)	(3.0)	(3.3)		(3.3)
Prior year development net of premium adjustments		(8.3)		(7.8)	(1.3)	(2.5)	(1.8)	(4.9)		(3.0)
Net reserve discount		(6.8)		0.4	0.5	3.8	(9.3)	(0.6)		(2.4)
Accident year combined ratio, as adjusted		92.1	_	92.0	94.2	95.9	95.0	93.6		93.6
Noteworthy items (pre-tax):										
Catastrophe-related losses (3)	\$	27	\$	173 \$	116 \$	123 \$	103	\$ 439	\$	442
Reinstatement premiums related to prior year catastrophes		-		-	1	-	(3)	1		22
Severe losses (4)		(1)		62	62	46	101	169		169
Prior year development:										
Prior year loss reserve development (favorable) unfavorable, net of reinsurance		235		331	88	79	69	733		460
(Additional) returned premium related to prior year development		52		(93)	(68)	4	(6)	(105)		(89)
Prior year loss reserve development (favorable) unfavorable, net of reinsurance			1 -			<del></del>	<u> </u>	` ′	1	
and premium adjustments		287	1	238	20	83	63	628		371
Net reserve discount (benefit) charge	\$	229	\$	(16) \$	(16)\$	(126)\$	322	\$ 71	\$	322



# Commercial Insurance - Property Casualty International

(in millions)		(	Quarterly			 Twelve Mor Decemb	
	4Q14	<b>3Q14</b>	2Q14	1Q14	4Q13	2014	2013
Net premiums written	\$ 1,605 \$	2,006 \$	1,949 \$	2,241 \$	1,567	\$ 7,801	\$ 7,325
Net premiums earned	\$ 1,899 \$	1,931 \$	1,933 \$	1,790 \$	1,840	\$ 7,553	\$ 7,121
Losses and loss adjustment expenses incurred	1,114	1,191	1,070	1,099	1,234	4,474	4,328
Acquisition expenses:							
Amortization of deferred policy acquisition costs	270	282	272	269	276	1,093	1,028
Other acquisition expenses	98	74	93	89	79	354	319
Total acquisition expenses	368	356	365	358	355	1,447	1,347
General operating expenses	322	348	367	332	395	1,369	1,465
Underwriting income (loss)	95	36	131	1	(144)	263	(19)
Net investment income:							
Interest and dividends	128	132	133	122	143	515	581
Alternative investments (1)	4	(1)	6	3	2	12	1
Other investment income (2)	13	14	18	22	14	67	67
Investment expenses	(12)	(7)	(11)	(8)	(9)	(38)	(42)
Total net investment income	133	138	146	139	150	556	607
Pre-tax operating income	\$ 228 \$	174 \$	277 \$	140 \$	6	\$ 819	\$ 588
Underwriting ratios:							
Loss ratio	58.7	61.7	55.4	61.4	67.1	59.2	60.8
Catastrophe losses and reinstatement premiums	(0.5)	(4.6)	(0.3)	(3.4)	(4.7)	(2.1)	(3.8)
Prior year development net of premium adjustments	3.3	0.7	4.3	(4.3)	0.8	1.0	1.4
Accident year loss ratio, as adjusted	61.5	57.8	59.4	53.7	63.2	58.1	58.4
Acquisition ratio	19.4	18.4	18.9	20.0	19.3	19.2	18.9
General operating expense ratio	17.0	18.0	19.0	18.5	21.5	18.1	20.6
Expense ratio	36.4	36.4	37.9	38.5	40.8	37.3	39.5
Combined ratio	95.1	98.1	93.3	99.9	107.9	96.5	100.3
Catastrophe losses and reinstatement premiums	(0.5)	(4.6)	(0.3)	(3.4)	(4.7)	(2.1)	(3.8)
Prior year development net of premium adjustments	3.3	0.7	4.3	(4.3)	0.8	1.0	1.4
Accident year combined ratio, as adjusted	97.9	94.2	97.3	92.2	104.0	95.4	97.9
Noteworthy items (pre-tax):							
Catastrophe-related losses (3)	\$ 8 \$	87 \$	5 \$	61 \$	85	\$ 161	\$ 268
Reinstatement premiums related to catastrophes	-	2	-	-	-	2	-
Reinstatement premiums related to prior year catastrophes	(2)	(1)	-	-	3	(3)	5
Severe losses (4)	67	126	131	99	159	423	400
Prior year loss reserve development (favorable) unfavorable, net of reinsurance	\$ (60) \$	(12)\$	(83)\$	77 \$	(15)	\$ (78)	\$ (105)



Commercial Insurance - Mortgage Guaranty							
(in millions)			Quarterly				onths Ended aber 31,
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Net premiums written	\$ 	\$ <u>271</u> \$	249 \$	231 \$	255	\$ 1,024	\$1,048
Net premiums earned	238	227	226	213	203	904	809
Losses and loss adjustment expenses incurred	49	63	(7)	118	128	223	514
Acquisition expenses:							
Amortization of deferred policy acquisition costs	6	5	8	3	5	22	20
Other acquisition expenses	11	13	11	14	15	49	60
Total acquisition expenses	17	18	19	17	20	71	80
General operating expenses	36	46	37	37	40	156	142
Underwriting income	136	100	177	41	15	454	73
Net investment income	35	35	33	35	33	138	132
Pre-tax operating income	\$ 171	\$ 135 \$	210 \$	76 \$	48	\$ 592	\$ 205
Underwriting ratios:							
Loss ratio	20.6	27.8	(3.1)	55.4	63.1	24.7	63.5
Prior year loss development	12.6	5.2	39.4	(12.7)	(12.4)	11.5	(3.7)
Accident year loss ratio, as adjusted	33.2	33.0	36.3	42.7	50.7	36.2	59.8
Acquisition ratio	7.1	7.9	8.4	8.0	9.9	7.8	9.9
General operating expense ratio	15.1	20.3	16.4	17.4	19.7	17.3	17.5
Expense ratio	22.2	28.2	24.8	25.4	29.6	25.1	27.4
Combined ratio	42.8	56.0	21.7	80.8	92.7	49.8	90.9
Prior year loss development	12.6	5.2	39.4	(12.7)	(12.4)	11.5	(3.7)
Accident year combined ratio, as adjusted	55.4	61.2	61.1	68.1	80.3	61.3	87.2
Noteworthy Items (pre-tax):							
Prior year loss reserve development (favorable) unfavorable	\$ (30)	\$ (12) \$	(89) \$	27 \$	25	\$ (104)	\$ 30
New insurance written	11,023	12,881	11,195	7,745	10,859	42,844	49,933
Net loss and loss expense reserve (at period end)	977	1,068	1,131	1,273	1,287	977	1,287
Shareholders' equity (at period end)	3,070	2,601	2,529	2,361	2,282	3,070	2,282
Shareholders' equity, excluding AOCI (at period end)	3,011	2,548	2,460	2,320	2,268	3,011	2,268
Domestic first liens:							
Number of primary paid claims	2,818	2,711	3,015	3,057	4,041	11,601	19,862
Gross paid claims	\$ 124	\$ 119 \$	126 \$	140 \$	183	\$ 509	\$ 920



#### Commercial Insurance - Mortgage Guaranty Domestic First-Lien, Delinquencies and Gross Risk in Force by Vintage

(in millions)			Twelve Months Ended December 31,					
	 4Q14	]_	3Q14	2Q14	1Q14	4Q13	2014	2013
First-lien new insurance written	\$ 10,733	\$	12,643 \$	11,057 \$	7,605 \$	10,752 \$	42,038 \$	49,356
First-lien persistency (twelve months)	84.1%		84.2%	83.5%	82.1%	80.1%	84.1%	80.1%
First-lien insurance in force	\$ 167,180	\$	162,533 \$	156,050 \$	150,874 \$	147,612 \$	167,180 \$	147,612
Total first-lien primary risk in force - net of reinsurance and stop loss	\$ 42,106	\$	40,782 \$	38,917 \$	37,352 \$	36,367 \$	42,106 \$	36,367
Number of ending primary delinquent loans	38,357		39,222	39,801	42,781	47,518	38,357	47,518
In force count	867,120		850,578	826,158	808,392	799,573	867,120	799,573
Delinquency data:								
Primary delinquency ratio	4.4%		4.6%	4.8%	5.3%	5.9%	4.4%	5.9%
Aging of primary delinquent inventory:								
3 or fewer payments missed	32.9%		32.0%	29.2%	27.9%	30.4%	32.9%	30.4%
4-11 payments missed	26.5%		25.0%	25.8%	27.6%	27.1%	26.5%	27.1%
12-23 payments missed	15.6%		16.9%	18.0%	18.2%	18.0%	15.6%	18.0%
24-35 payments missed	8.7%		9.6%	10.5%	11.1%	11.3%	8.7%	11.3%
More than 35 payments missed	16.3%		16.5%	16.5%	15.2%	13.2%	16.3%	13.2%
	100.0%		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Gross Risk in Force by Vintage year:								
2005	6%		7%	8%	8%	9%	6%	9%
2006	4%		4%	5%	5%	5%	4%	5%
2007	8%		9%	9%	10%	11%	8%	11%
2008	5%		5%	5%	6%	6%	5%	6%
2009	2%		2%	2%	2%	3%	2%	3%
2010	2%		2%	3%	3%	3%	2%	3%
2011	6%		6%	7%	8%	8%	6%	8%
2012	17%		19%	20%	22%	23%	17%	23%
2013	26%		28%	30%	32%	32%	26%	32%
2014	24%		18%	11%	4%	0%	24%	0%
Total	100.0%		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



**Twelve Months Ended** 

#### Commercial Insurance - Institutional Markets

December 31, (in millions) **Quarterly** 4014 3Q14 2Q14 1Q14 4013 2014 2013 3,797 |\$ 2,840 \$ 147 \$ 615 \$ 195 \$ 294 991 Premiums and deposits (6) **Revenues:** 99 \$ 108 \$ 161 \$ 123 432 \$ 610 Premiums 64 \$ 49 49 45 44 29 187 113 Policy fees Net investment income: Base portfolio (7) 353 363 358 361 358 1,435 1,505 Alternative investments (8) 77 89 101 196 162 463 504 Other enhancements (9) 5 17 42 (5) 30 59 81 Total net investment income 435 469 501 552 550 1,957 2,090 695 548 626 707 702 Total operating revenues 2,576 2,813 Benefits and expenses: Policyholder benefits and losses incurred 302 345 410 339 377 1.396 1.616 Interest credited to policyholder account balances 102 105 103 100 105 410 413 Acquisition expenses: Amortization of deferred policy acquisition costs 2 1 1 4 Other acquisition expenses 5 8 9 8 9 30 36 Total acquisition expenses 7 8 10 9 10 34 40 General operating expenses 19 15 14 18 19 66 64 Total benefits and expenses 430 473 537 466 511 1,906 2,133 118 153 \$ 170 \$ 229 \$ 191 670 680 Pre-tax operating income General and separate account reserves: Future policyholder benefits 19,343 \$ 19,040 \$ 19,310 \$ 18,636 \$ 18,073 19,343 \$ 18,073 Policyholder contract deposits 9,854 9,401 9,560 9,560 9,513 9,854 9,513 Separate account reserves 6.932 7.070 4.576 4.549 4.509 6.932 4.509 33,446 \$ Total general and separate account reserves 36,129 \$ 35,511 \$ 32,745 \$ 32,095 36,129 \$ 32,095



**Twelve Months Ended** 

#### Commercial Insurance - Institutional Markets

(in millions)			December 31,				
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Reserve rollforward:							
Balance at beginning of period, gross	\$ 34,765	\$ 32,386 \$	32,239 \$	32,100 \$	31,791	\$ 32,100	\$ 32,242
Premiums and deposits	615	2,840	195	147	294	3,797	991
Surrenders and withdrawals	(338)	(343)	(15)	(70)	(99)	(766)	(2,620)
Death and other contract benefits	(413)	(365)	(399)	(353)	(326)	(1,530)	(1,371)
Subtotal	(136)	2,132	(219)	(276)	(131)	1,501	(3,000)
Change in fair value of underlying assets and reserve							
accretion, net of policy fees	297	184	293	356	339	1,130	1,156
Cost of funds	102	105	103	100	104	410	413
Other reserve changes (including loss recognition)	52	(42)	(30)	(41)	(3)	(61)	1,289
Balance at end of period	35,080	34,765	32,386	32,239	32,100	35,080	32,100
Reserves related to unrealized investment appreciation	1,054	752	1,065	511	-	1,054	-
Reinsurance ceded	(5)	(6)	(5)	(5)	(5)	(5)	(5)
Total insurance reserves	\$ 36,129	\$ 35,511 \$	33,446 \$	32,745 \$	32,095	\$ 36,129	\$ 32,095
Reserves by line of business:							
Structured settlements	\$ 19,343	\$ 19,072 \$	19,312 \$	18,763 \$	18,234	\$ 19,343	\$ 18,234
Terminal funding annuities	3,090	3,068	3,112	2,993	2,965	3,090	2,965
Corporate and bank-owned life insurance	4,816	4,803	4,789	4,765	4,755	4,816	4,755
High net worth products	2,312	2,230	2,283	2,277	2,233	2,312	2,233
Guaranteed investments contracts	4,247	3,795	3,950	3,947	3,908	4,247	3,908
Stable value wrap - separate account liability	2,321	2,543	<u> </u>	<u> </u>		2,321	
Total insurance reserves	\$ 36,129	\$ 35,511 \$	33,446 \$	32,745 \$	32,095	\$ 36,129	\$32,095
Stable value wraps (401k and bank-owned life insurance) - Assets under							
management (10)	\$ 32,320	\$ 27,656 \$	26,108 \$	25,411 \$	24,565	\$ 32,320	\$ 24,565



#### American International Group, Inc. Notes

#### **Commercial Insurance**

#### **Basis of Presentation**

Commercial Insurance manages its business in three operating segments - Property Casualty, Mortgage Guaranty and Institutional Markets - and operates in three major geographic areas: the Americas (which includes the United States, Canada, Latin America, the Caribbean and Bermuda), Asia Pacific (which includes Japan and other Asia Pacific nations, including China, Korea, Singapore, Vietnam, Thailand, Australia and Indonesia), and EMEA (which includes the United Kingdom, Continental Europe, Russian Federation, India, the Middle East and Africa). Commercial Insurance products for large and small businesses are primarily distributed through a network of independent retail and wholesale brokers, and through an independent agency network in the Asia Pacific and EMEA regions. Major lines of business include within Property Casualty, Property, Specialty and Financial Lines.

Net investment income is attributed to the operating segments of Commercial Insurance and Consumer Insurance based on internal models consistent with the nature of the underlying businesses.

For Commercial Insurance - Property Casualty and Consumer Insurance - Personal Insurance, we estimate investable funds based primarily on loss reserves, unearned premiums and a capital allocation for each operating segment. The net investment income allocation is calculated based on the estimated investable funds and risk-free yields (plus a liquidity premium) consistent with the approximate duration of the liabilities, and excludes net investment income associated with the runoff insurance lines reported in Corporate and Other. The remaining excess is attributed to Commercial Insurance - Property Casualty and Consumer Insurance - Personal Insurance based on the relative net investment income previously allocated.

For Commercial Insurance - Institutional Markets, Consumer Insurance - Retirement and Consumer Insurance - Life, net investment income is attributed based on invested assets from segregated product line portfolios. The fundamental investment strategy for these operating segments is to maintain primarily a diversified, high quality portfolio of fixed maturity securities and, as is practicable, to match established duration targets based on characteristics of the underlying liabilities. Invested assets in excess of liabilities are allocated to product lines based on internal capital estimates.

Net investment income for Commercial Insurance - Mortgage Guaranty is attributed based on legal entity invested assets.

#### <u>Notes</u>

- (1) Alternative investment income is reported on a lag basis. Hedge funds are generally on a one-month lag, while private equity funds are generally on a one-quarter lag.
- (2) Other investment income is comprised principally of real estate income, changes in market value of investments accounted for under the fair value option, and income (loss) from equity method investments.
- (3) Catastrophes (CATs) are generally weather or seismic events having a net impact in excess of \$10 million each.
- (4) Severe losses are defined as non-catastrophic individual first party losses and surety losses greater than \$10 million, net of related reinsurance and salvage and subrogation.
- (5) Computed using a constant exchange rate for each period.
- (6) Premiums and deposits is a non-GAAP measure. Premiums and deposits includes direct and assumed amounts received on group benefit policies and deposits on life contingent payout annuities, as well as deposits on universal life, investment-type annuity contracts and mutual funds.
- (7) Includes interest, dividends and real estate income, net of investment expenses.
- (8) Includes income on hedge funds, private equity funds and affordable housing partnerships. Alternative investment income is reported on a lag basis. Hedge funds are generally on a one-month lag, while private equity funds are generally on a one-quarter lag.
- (9) Includes call and tender income, changes in market value of investments accounted for under the fair value option, interest received on defaulted investments and other miscellaneous income.
- (10) Comprises the notional value of stable value wraps novated from AIG Global Capital Markets and rewritten as group annuity contracts. Excludes the portion of stable value wraps included in Total insurance reserves.



# American International Group, Inc. Operating Results

#### Consumer Insurance

(in millions)			Twelve Months Ended December 31,				
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Revenues:							
Premiums	\$ 3,667	\$ 3,781 \$	3,799 \$	3,689 \$	3,802	\$ 14,936 \$	15,302
Policy fees	624	635	601	593	576	2,453	2,252
Net investment income	2,199	2,283	2,197	2,403	2,480	9,082	9,352
Other income	511	511	502	474	467	1,998	1,754
Total operating revenues	7,001	7,210	7,099	7,159	7,325	28,469	28,660
Benefits and expenses:							
Policyholder benefits and losses incurred	2,630	2,763	2,646	2,757	2,765	10,796	10,957
Interest credited to policyholder account balances	865	776	859	853	873	3,353	3,477
Amortization of deferred policy acquisition cost	726	597	718	718	703	2,759	2,836
General operating and other expenses*	1,857	1,810	1,757	1,663	1,821	7,087	6,826
Total benefits and expenses	6,078	5,946	5,980	5,991	6,162	23,995	24,096
Pre-tax operating income (1)	\$ 923	\$ 1,264 \$	1,119 \$	1,168 \$	1,163	\$ 4,474 \$	4,564

<sup>\*</sup> Includes general operating expenses, non deferrable commissions, other acquisition expenses and advisory fees and other expenses.



#### American International Group, Inc. Operating Results

**Twelve Months Ended** 

#### Consumer Insurance - Retirement

(in millions) Quarterly December 31, 4Q14 3Q14 2014 1Q14 4013 2014 2013 Premiums and deposits (2) 6,003 |\$ 5,876 \$ 6,182 \$ 6,016 \$ 6,742 24,077 \$ 23,788 **Revenues:** Premiums 66 67 \$ 97 \$ 57 \$ 68 287 \$ 188 Policy fees 259 265 248 238 231 1,010 861 Net investment income: Base portfolio (3) 1,378 1,397 1,410 1,438 1,423 5,623 5,598 Alternative investments (4) 125 155 118 269 266 667 825 Other enhancements (5) 78 77 35 82 199 205 Total net investment income 1,581 1.629 1.563 1.716 1.771 6.489 6,628 Advisory fee and other income 511 511 502 474 467 1.998 1,754 Total operating revenues 2,417 2,472 2,410 2,485 2,537 9,784 9,431 Benefits and expenses: Policyholder benefits and losses incurred 127 160 113 137 117 537 364 Interest credited to policyholder account balances 738 648 733 727 746 2.846 2,935 Amortization of deferred policy acquisition costs 148 92 (46)118 126 346 273 Non deferrable insurance commissions 74 68 265 249 68 62 61 329 337 Advisory fee expenses 338 311 312 1,315 1,175 279 232 General operating expenses 233 236 245 980 945 **Total benefits and expenses** 1,695 1,646 1,570 1,580 6,289 1,378 5,941 957 722 |\$ 1,094 \$ 764 \$ 915 \$ 3,495 \$ 3,490 Pre-tax operating income (1) Assets under management: 124,755 |\$ General accounts 127,178 \$ 128,325 \$ 126,422 \$ 124,825 124,755 \\$ 124,825 72,381 70,024 67,315 65,822 72,381 65,822 Separate accounts 70,400 27,052 26,743 Group retirement and retail mutual funds 27,739 28,632 27,488 27,052 26,743 224,188 \$ 221,225 \$ **Total assets under management** 224,941 \$ 227,357 \$ 217,390 224,188 |\$ 217,390



# American International Group, Inc. Net Flows

#### **Consumer Insurance - Retirement**

(in millions)			Twelve Months Ended December 31,				
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
<b>Investment Products Net Flows:</b>							
Premiums and deposits: (2)							
Fixed Annuities	\$ 865 \$	692 \$	1,061 \$	960 \$	995	\$ 3,578 \$	2,914
Retirement Income Solutions	2,695	2,887	2,570	2,173	2,502	10,325	8,608
Retail Mutual Funds	721	598	896	1,162	1,274	3,377	4,956
Group Retirement	1,709	1,686	1,640	1,708	1,968	6,743	7,251
Total premiums and deposits	5,990	5,863	6,167	6,003	6,739	24,023	23,729
Surrenders and withdrawals:							
Fixed Annuities	(1,059)	(834)	(880)	(873)	(933)	(3,646)	(3,552)
Retirement Income Solutions	(781)	(770)	(797)	(758)	(775)	(3,106)	(3,007)
Retail Mutual Funds	(800)	(913)	(743)	(922)	(602)	(3,378)	(2,176)
Group Retirement	(3,839)	(2,615)	(1,902)	(1,647)	(1,744)	(10,003)	(7,251)
Total surrenders and withdrawals	(6,479)	(5,132)	(4,322)	(4,200)	(4,054)	(20,133)	(15,986)
Death and other contract benefits:							
Fixed Annuities	(547)	(591)	(605)	(502)	(515)	(2,245)	(2,182)
Retirement Income Solutions	(174)	(165)	(168)	(146)	(136)	(653)	(509)
Group Retirement	(133)	(132)	(133)	(139)	(141)	(537)	(492)
Total death and other contract benefits	(854)	(888)	(906)	(787)	(792)	(3,435)	(3,183)
Net flows: (6)							
Fixed Annuities	(741)	(733)	(424)	(415)	(453)	(2,313)	(2,820)
Retirement Income Solutions	1,740	1,952	1,605	1,269	1,591	6,566	5,092
Retail Mutual Funds	(79)	(315)	153	240	672	(1)	2,780
Group Retirement	(2,263)	(1,061)	(395)	(78)	83	(3,797)	(492)
Total net flows	\$ (1,343)	(157) \$	939 \$	1,016 \$	1,893	\$ 455	4,560



#### **Consumer Insurance - Retirement (Fixed Annuities)**

**Twelve Months Ended** (in millions) Quarterly December 31, 4014 3014 2014 1014 4013 2013 2014 Premiums and deposits (2) 875 \$ 703 \$ 1,074 \$ 971 \$ 1,005 3,623 \\$ 2,973 Revenues: 61 \$ 50 \$ 91 \$ 51 \$ 60 253 \\$ 172 Premiums 5 3 7 7 21 Policy fees 6 28 Net investment income: Base portfolio (3) 755 772 782 807 808 3,116 3,215 Alternative investments (4) 60 72 56 142 139 330 439 Other enhancements (5) 50 41 19 10 47 120 109 865 857 959 994 Total net investment income 885 3,566 3,763 **Total operating revenues** 931 938 954 1,017 1,061 3,840 3,963 Benefits and expenses: Policyholder benefits and losses incurred 90 78 128 90 97 386 306 408 Interest credited to policyholder account balances 407 332 406 425 1,553 1,636 Amortization of deferred policy acquisition costs 76 81 159 (60)71 72 83 Non deferrable insurance commissions 7 6 6 7 7 26 24 General operating expenses 43 37 37 37 38 154 145 **Total benefits and expenses** 623 393 650 612 648 2,278 2,194 Pre-tax operating income (1) 308 \$ 545 \$ 304 \$ 405 \$ 413 1,562 \$ 1,769 General and separate account reserves: Future policyholder benefits 3,054 \$ 3,029 \$ 3,151 \$ 3,025 \$ 2,898 3,054 \$ 2,898 Policyholder contract deposits and separate account reserves 53,138 53,577 54,004 54,152 54,271 53,138 54,271 Total general and separate account reserves 56,192 \$ 56,606 \$ 57,155 \$ 57,177 \$ 57,169 56,192 \$ 57,169



#### **Consumer Insurance - Retirement (Fixed Annuities)**

(in millions)			Quarterly			Twelve Mo Decem	
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Net investment spreads: (a)							
Base yield (7)	5.03%	5.06%	5.11%	5.25%	5.24%	5.11%	5.18%
Alternative investments (8)	0.14%	0.21%	0.13%	0.51%	0.53%	0.25%	0.38%
Other enhancements (9)	0.27%	0.20%	0.04%	0.02%	0.25%	0.13%	0.15%
Total yield	5.44%	5.47%	5.28%	5.78%	6.02%	5.49%	5.71%
Cost of funds (b)	2.80%	2.81%	2.83%	2.85%	2.91%	2.82%	2.91%
Net spread rate, as reported	2.64%	2.66%	2.45%	2.93%	3.11%	2.67%	2.80%
Base net investment spread (c)	2.23%	2.25%	2.28%	2.40%	2.33%	2.29%	2.27%
Surrender rates (10)	8.0%	6.3%	6.7%	6.8%	7.1%	7.0%	6.6%
DAC rollforward:							
Balance at beginning of period	\$ 855 \$	645 \$	800 \$	1,017 \$	1,046	\$ 1,017	\$ 626
Deferrals	20	17	26	23	24	86	67
Operating amortization	(77)	60	(70)	(72)	(81)	(159)	(83)
Change from realized gains (losses)	2	(8)	(7)	(23)	(37)	(36)	(52)
Change from unrealized gains (losses)	17	141	(104)	(145)	65	(91)	459
Balance at end of period	\$ 817	855 \$	645 \$	<u>800</u> \$	1,017	\$ 817	\$
Reserve rollforward:							
Balance at beginning of period, gross	\$ 56,877 \$	57,303 \$	57,414 \$	57,531 \$	57,672	\$ 57,531	\$ 58,978
Premiums and deposits	875	703	1,074	971	1,005	3,623	2,973
Surrenders and withdrawals	(1,125)	(896)	(954)	(967)	(1,019)	(3,942)	(3,928)
Death and other contract benefits	(601)	(650)	(670)	(552)	(577)	(2,473)	(2,336)
Subtotal	(851)	(843)	(550)	(548)	(591)	(2,792)	(3,291)
Change in fair value of underlying assets and reserve							
accretion, net of policy fees	28	28	47	43	42	146	148
Cost of funds (b)	373	377	380	378	392	1,508	1,590
Other reserve changes (including loss recognition)	18	12	12	10	16	52	106
Balance at end of period	56,445	56,877	57,303	57,414	57,531	56,445	57,531
Reserves related to unrealized investment appreciation	100	85	210	124	-	100	-
Reinsurance ceded	(353)	(356)	(358)	(361)	(362)	(353)	(362)
Total insurance reserves	\$ 56,192 \$	56,606 \$	57,155 \$	57,177 \$	57,169	\$ 56,192	\$ 57,169

<sup>(</sup>a) Excludes immediate annuities.



<sup>(</sup>b) Excludes the amortization of sales inducement assets.

<sup>(</sup>c) Excludes impact of alternative investments and other enhancements.

# **Consumer Insurance - Retirement (Retirement Income Solutions)**

(in millions)			Quarterly			Twelve Mont Decembe	
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Premiums and deposits (2)	\$ 2,698 \$	2,889 \$	2,573 \$	2,174 \$	2,502 \$	10,334 \$	8,617
Revenues:							
Premiums	(2)	(8)	-	-	-	(10)	-
Policy fees	154	155	140	131	129	580	448
Net investment income:							
Base portfolio (3)	109	110	104	100	90	423	321
Alternative investments (4)	20	30	19	42	41	111	116
Other enhancements (5)	5	6	3	(4)	8	10	19
Total net investment income	134	146	126	138	139	544	456
Advisory fee and other income	66	58	54	51	50	229	171
Total operating revenues	352	351	320	320	318	1,343	1,075
Benefits and expenses:							
Policyholder benefits and losses incurred	20	17	18	2	13	57	16
Interest credited to policyholder account balances	43	40	37	37	34	157	124
Amortization of deferred policy acquisition costs	51	38	31	36	27	156	95
Non deferrable insurance commissions	47	41	37	37	39	162	152
Advisory fee expenses	3	3	2	3	3	11	9
General operating expenses	63	48	53	52	52	216	201
Total benefits and expenses	227	187	178	167	168	759	597
Pre-tax operating income (1)	\$ 125 \$	164 \$	142 \$	153 \$	150 \$	5 584 \$	478
General and separate account reserves:							
Policyholder contract deposits and future policy benefits	\$ 10,567 \$	9,507 \$	8,588 \$	7,947 \$	7,233 \$	10,567 \$	7,233
Separate account reserves	38,944	37,303	36,712	34,632	33,511	38,944	33,511
Total general and separate account reserves	\$ 49,511 \$	46,810 \$	45,300 \$	42,579 \$	40,744 \$	49,511 \$	40,744



#### Consumer Insurance - Retirement (Retirement Income Solutions)

(in millions)	Quarterly								Twelve Months Ended December 31,		
		4Q14	].	3Q14	2Q14	1Q14	4Q13	2014	Π.	2013	
Net investment spreads:											
Base yield (7)		4.68%		5.11%	5.09%	5.11%	5.08%	4.98%	6	5.15%	
Alternative investments (8)		0.32%		0.69%	0.30%	1.38%	1.43%	0.65%	6	1.01%	
Other enhancements (9)		0.05%		0.12%	(0.01)%	(0.31)%	0.27%	(0.02)%	6	0.20%	
Total yield		5.05%	7	5.92%	5.38%	6.18%	6.78%	5.61%	o –	6.36%	
Cost of funds (a)		1.74%		1.83%	1.87%	1.83%	1.99%	1.81%	6	2.02%	
Net spread rate, as reported		3.31%	] :	4.09%	3.51%	4.35%	4.79%	3.80%	<u>ó</u>	4.34%	
Base net investment spread (b)		2.94%	<b> </b>	3.28%	3.22%	3.28%	3.09%	3.17%	<u></u>	3.13%	
Surrender rates (10)		6.6%		6.8%	7.4%	7.5%	8.1%	7.1%	<u></u>	8.7%	
DAC rollforward:											
Balance at beginning of period	\$	1,433	\$	1,286 \$	1,260 \$	1,174 \$	1,047	\$ 1,174	\$	833	
Deferrals		154		163	144	119	147	580		496	
Operating amortization		(51)		(38)	(31)	(36)	(27)	(156	)	(95)	
Change from realized gains (losses)		(4)		(31)	(29)	54	46	(10		33	
Change from unrealized gains (losses)		(3)	╛.	53	(58)	(51)	(39)	(59	) _	(93)	
Balance at end of period	\$	1,529	\$	1,433 \$	1,286 \$	1,260 \$	1,174	\$ 1,529	= \$=	1,174	
Reserve rollforward:											
Balance at beginning of period, gross	\$	46,810	\$	45,302 \$	42,582 \$	40,748 \$	-,,,	\$ 40,748		31,071	
Premiums and deposits		2,698		2,889	2,573	2,174	2,502	10,334	- 1	8,617	
Surrenders and withdrawals		(799)		(786)	(817)	(780)	(796)	(3,182	· 1	(3,106)	
Death and other contract benefits		(181)	╛.	(171)	(175)	(153)	(135)	(680		(526)	
Subtotal		1,718		1,932	1,581	1,241	1,571	6,472		4,985	
Change in fair value of underlying assets and reserve accretion,											
net of policy fees		943		(470)	1,089	559	1,712	2,121	- 1	3,896	
Cost of funds (a)		39		37	35	31	32	142	- 1	115	
Other reserve changes		1	┨.	9	15	3	(6)	28		681	
Balance at end of period		49,511		46,810	45,302	42,582	40,748	49,511		40,748	
Reinsurance ceded		-	┨.	<u> </u>	(2)	(3)	(4)	-	╝-	(4)	
Total insurance reserves	\$	49,511	\$	46,810 \$	45,300 \$	42,579 \$	40,744	\$ 49,511	\$_	40,744	

- (a) Excludes the amortization of sales inducement assets.
- (b) Excludes impact of alternative investments and other enhancements.

See Accompanying Notes on Pages 42 to 44.



# Consumer Insurance - Retirement (Group Retirement)

(in millions)			Twelve Months Ended December 31,					
	4	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Premiums and deposits (2)	\$	1,709 \$	1,686 \$	1,640 \$	1,708 \$	1,968	\$ 6,743	\$ 7,251
Revenues:								
Premiums	\$	7 \$	24 \$	7 \$	6 \$	4	\$ 44	\$ 13
Policy fees		100	105	101	99	98	405	372
Net investment income:								
Base portfolio (3)		514	515	524	531	525	2,084	2,062
Alternative investments (4)		44	55	43	84	86	226	270
Other enhancements (5)		24	30	12	3	28	69	78
Total net investment income		582	600	579	618	639	2,379	2,410
Advisory fee and other income		55	55	48	49	49	207	179
Total operating revenues		744	784	735	772	790	3,035	2,974
Benefits and expenses:								
Policyholder benefits and losses incurred		17	43	14	20	6	94	42
Interest credited to policyholder account balances		288	276	288	284	287	1,136	1,175
Amortization of deferred policy acquisition costs		20	(23)	16	18	(17)	31	94
Non deferrable insurance commissions		21	20	19	18	23	78	73
Advisory fee expenses		16	17	8	15	18	56	59
General operating expenses		113	87	89	85	88	374	326
Total benefits and expenses		475	420	434	440	405	1,769	1,769
Pre-tax operating income (1)	\$	269 \$	364 \$	301 \$	332 \$	385	\$ 1,266	\$ 1,205
General and separate account reserves:								
Future policy benefits	s	484 \$	485 \$	456 \$	458 \$	456	\$ 484	\$ 456
Policyholder contract deposits	T T	37,734	37,963	37,918	37,943	37,738	37,734	37,738
Separate account reserves		33,401	32,687	33,653	32,649	32,277	33,401	32,277
Total general and separate account reserves		71,619	71,135	72,027	71,050	70,471	71,619	70,471
Group Retirement mutual funds		14,557	15,471	16,270	15,579	15,126	14,557	15,126
Total reserves and Group Retirement mutual funds	\$	86,176 \$	86,606 \$	88,297 \$	86,629 \$	85,597	\$ 86,176	



#### **Consumer Insurance - Retirement (Group Retirement)**

(in millions)	 Quarterly								Twelve Months Ended December 31,		
	4Q14	]_	3Q14	2Q14	1Q14	4Q13	2014	ļ	2013		
Net investment spreads:											
Base yield (7)	4.96%		4.92%	5.00%	5.11%	5.10%	:	5.00%	5.04	1%	
Alternative investments (8)	0.17%		0.25%	0.15%	0.55%	0.57%	(	).28%	0.41	%	
Other enhancements (9)	0.15%	J	0.20%	0.02%	(0.03)%	0.21%	(	0.08%	0.15	;%	
Total yield	5.28%		5.37%	5.17%	5.63%	5.88%	5	.36%	5.60	%	
Cost of funds (a)	2.98%	J	2.99%	3.03%	3.02%	3.05%	3	3.00%	3.07	1%	
Net spread rate, as reported	2.30%	_	2.38%	2.14%	2.61%	2.83%	2	.36%	2.53	<u>%</u>	
Base net investment spread (b)	1.98%	ļ_	1.93%	1.97%	2.09%	2.05%	2	.00%	1.97	<u>%</u>	
Surrender rates (10)	17.8%	_	12.0%	8.7%	7.7%	8.3%	1	1.6%	9.09	<u>%</u>	
DAC rollforward:											
Balance at beginning of period	\$ 845	\$	758 \$	833 \$	900 \$	846	\$	900	\$ 76	59	
Deferrals	17		16	14	19	21		66	7	71	
Operating amortization	(20)		23	(16)	(18)	17		(31)	(9	94)	
Change from realized gains (losses)	1		(1)	(5)	-	(3)		(5)		(2)	
Change from unrealized gains (losses)	(4)		49	(68)	(68)	19		(91)	16	66	
Balance at end of period	\$ 839	\$	845 \$	758 \$	833 \$	900	\$	839	\$ 90	0	
Reserve rollforward:											
Balance at beginning of period, gross	\$ 86,606	\$	88,297 \$	86,629 \$	85,597 \$	82,127	\$ 85	5,597	\$ 76,06	52	
Premiums and deposits	1,709		1,686	1,640	1,708	1,968	(	5,743	7,25	51	
Surrenders and withdrawals	(3,839)		(2,615)	(1,902)	(1,647)	(1,744)	(10	),003)	(7,25	50)	
Death and other contract benefits	(133)		(132)	(133)	(139)	(141)		(537)	(49	1)	
Subtotal	(2,263)		(1,061)	(395)	(78)	83	(3	3,797)	(49	<del>0</del> 0)	
Change in fair value of underlying assets and reserve				. ,			`		•		
accretion, net of policy fees	1,551		(914)	1,778	830	3,102		3,245	8,76	53	
Cost of funds	282		284	285	280	285	[	,131	1,13	32	
Other reserve changes			<u> </u>	<u> </u>	<u>-</u>			-	13	0	
<b>Total reserves and Group Retirement mutual funds</b>	\$ 86,176	\$	86,606 \$	88,297 \$	86,629 \$	85,597	\$ 80	5,176	\$ 85,59	7	

<sup>(</sup>a) Excludes the amortization of sales inducement assets.



<sup>(</sup>b) Excludes the impact of alternative investments and other enhancements.

### American International Group, Inc. **Guaranteed Benefits (11)**

### **Consumer Insurance - Retirement**

4Q14 3Q14 2Q14 1Q14 4Q13 Account value by benefit type 64,604 \$ 63,358 \$ Guaranteed Minimum Death Benefits (GMDB) only (a) 64,386 63,709 \$ 62,868 Guaranteed Minimum Income Benefits (GMIB) (b) 2,799 2,844 2,971 2,996 3,081 Guaranteed Minimum Account Value (GMAV) (c) 298 359 441 523 627 Guaranteed Minimum Withdrawal Benefits (GMWB) (d) 34,745 32,913 31,709 29,424 27,924 Liability by benefit type 395 \$ 359 \$ 356 \$ 401 355

(in millions)

Guaranteed Minimum Death Benefits (GMDB) (a) Guaranteed Minimum Income Benefits (GMIB) (b) Guaranteed Minimum Account Value (GMAV) (c) Guaranteed Minimum Withdrawal Benefits (GMWB) (d) (e)

■ GMDB Only

GMIB

GMWB

6% ■GMAV

1%

929 540 388 393 (45)(a) A guaranteed minimum death benefit is an amount paid from a variable annuity upon the death of the owner. This benefit protects beneficiaries from market volatility and may be different than the account value. Each of these benefits may be subject to a maximum amount based on age of owner or dollar amount. "Guaranteed Minimum Death Benefits only" signifies that no other guarantees are present. Contracts with a guaranteed living benefit also have a guaranteed minimum death benefit.

23

5

23

5

Quarterly

37

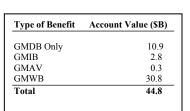
5

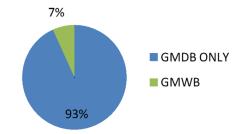
- (b) A guaranteed minimum income benefit establishes a minimum amount available to be annuitized regardless of actual performance in the product. The benefit is not available until a set number of years after contract issue.
- A guaranteed minimum account value ensures a return of premium invested at the end of 10 years. The amount is based on premium in a defined period.
- A guaranteed minimum withdrawal benefit establishes an amount that can be taken as withdrawals over a fixed period or for life, regardless of market performance, even if the account value drops to zero.
- The fair value of GMWB embedded derivatives is based on actuarial and capital market assumptions related to projected cash flows of rider fees and claims over the expected lives of the contracts. The increase in the fair value of the GMWB liability in 4Q14 is primarily due to decreasing interest rates and mutual fund basis risk, partially offset by positive equity market performance. The fair value of the GMWB liability was a net asset at December 31, 2013, primarily due to higher interest rates and equity market returns.

### **Retirement Income Solutions**

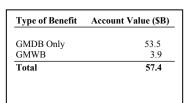
24%

69%





**Group Retirement** 



39

6

43

8

See Accompanying Notes on Pages 42 to 44.



### **Consumer Insurance - Life**

**Twelve Months Ended** (in millions) Quarterly December 31, 4014 3014 2014 1014 4013 2014 2013 Premiums and deposits (2) 1,249 \$ 1,233 1,163 \$ 1,207 \$ 1,187 \$ 4,806 \$ 4,862 **Revenues:** 675 \$ 655 \$ 676 \$ 673 \$ 2,679 \$ Premiums 665 2,737 Policy fees 365 370 353 355 345 1,443 1,391 Net investment income: Base portfolio (3) 488 480 485 515 497 1,986 1,968 75 38 46 34 77 193 239 Alternative investments (4) (8) Other enhancements (5) 10 24 12 12 38 44 582 Total net investment income 536 550 531 586 2.199 2.269 1,576 1,575 1,560 1,610 1,596 6.321 6.397 **Total operating revenues** Benefits and expenses: Policyholder benefits and losses incurred 1,005 1,005 868 893 873 3,771 3,568 Interest credited to policyholder account balances 127 128 126 126 127 507 542 97 81 80 321 Amortization of deferred policy acquisition costs 63 85 360 72 57 257 272 Non deferrable insurance commissions 62 66 66 General operating expenses 229 233 213 210 230 885 849 1,496 1,525 1,345 1,375 1.381 5,741 5,591 Total benefits and expenses Pre-tax operating income (1) 80 \$ 50 \$ 215 \$ 235 \$ 215 580 \$ 806 Gross life insurance in force, end of period: 906,232 \$ 901,393 \$ 895,407 \$ 892,003 \$ 890,799 906,232 \$ 890,799 Domestic Life International Life (12) 94,471 28,612 27,120 25,248 25,800 94,471 25,800

See Accompanying Notes on Pages 42 to 44.



Total

1,000,703 \$

930,005 \$

922,527 \$

917,251 \$

916,599

1,000,703 \$

916,599

(in millions)			0	uarterly			Twelve Mor Decem	
(		4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Life Insurance and A&H CPPE sales: (13)								
Term and Whole Life	\$	45 \$	50 \$	63 \$	63 \$	51	\$ 221	\$ 213
Universal life Other life		30	26 3	30 5	30 7	38 6	116 21	133 25
Single premium and unscheduled deposits		3	2	4	4	3	13	15
A&H		23	28	19	20	20	90	91
Total	\$	107 \$	109 \$	121 \$	124 \$	118	\$ 461	\$ 477
Life and A&H sales by distribution channel:								
Retail - Independent	\$	84 \$	84 \$	92 \$	97 \$	88	\$ 357	\$ 341
Retail - Affiliated (Career and AIG Direct)		23	25	29	27	30	104	136
Total	\$	<u>107</u> \$	109 \$	<u>121</u> \$	<u>124</u> \$	118	\$ 461	\$ <u>477</u>
Life and A&H sales by region:						_ :		
Domestic Life	\$	64 \$	60 \$	62 \$	61 \$	71	\$ 247	\$ 271
International Life Total	0	43 107 \$	49 109 \$	59 121 \$	63 124 \$	47 118	\$ 214 \$ <b>461</b>	206
	<u>5</u>	107 5		<u>121</u> \$	<u>124_</u> \$	118	3 401	\$ <u>477</u>
Surrender rates: (14)								
Domestic Life: Independent distribution		4.7%	5.1%	5.1%	4.6%	4.6%	4.9%	4.8%
Career distribution		7.5%	7.6%	8.4%	8.4%	8.6%	8.0%	8.7%
International Life		3.0%	3.3%	3.4%	3.3%		3.3%	3.8%
		3.0%	3.3%	3.4%	3.3%	3.4%	3.3%	3.8%
DAC/VOBA rollforward:		2.712	2.710 6	2.740 0	2.005 0	2 727	2 005	A 2.560
Balance at beginning of period Deferrals	\$	3,712  \$	3,710 \$ 89	3,748 \$ 102	3,805 \$ 88	3,727 93	\$ 3,805 375	\$ 3,568
Operating amortization		(63)	(97)	(81)	(80)	(85)	(321)	(360)
Change from realized gains (losses)		-	(1)	-	1	(6)	(321)	(5)
Change from unrealized gains (losses)		(11)	7	(63)	(52)	74	(119)	243
Other changes (12) (15)		336	-	-	-	-	336	-
Foreign exchange translation		(19)	4	4	(14)	2	(25)	(34)
Balance at end of period	\$	<u>4,051</u> \$	<u>3,712</u> \$	<u>3,710</u> \$	<u>3,748</u> \$	3,805	\$ 4,051	\$\$
Reserve rollfoward:								
Balance at beginning of period, gross	\$	33,418 \$	33,086 \$	32,817 \$	32,810 \$	32,464	\$ 32,810	\$ 32,176
Premiums and deposits Surrenders and withdrawals		1,249 (215)	1,163 (211)	1,207 (211)	1,187 (216)	1,233 (209)	4,806 (853)	4,862 (896)
Death and other contract benefits		(204)	(224)	(194)	(190)	(167)	(812)	(772)
Subtotal		830	728	802	781	857	3,141	3,194
Change in fair value of underlying assets and reserve								
accretion, net of policy fees		(161)	(195)	(163)	(172)	(201)	(691)	(673)
Cost of funds		129	126	126	126	126	507	541
Other reserve changes Foreign exchange translation		(409) (271)	(391) 64	(558) 62	(505) (223)	(467) 31	(1,863)	(1,680) (748)
Balance at end of period		33,536	33.418	33,086	32.817	32.810	33,536	32.810
Reinsurance ceded		(1,315)	(1,315)	(1,332)	(1,341)	(1,354)	(1,315)	(1,354)
Total insurance reserves	\$	32,221 \$	32,103 \$	31,754 \$	31,476 \$	31,456	\$ 32,221	\$ 31,456
Domestic Life		28,761	28,647	28,459	28,361	28,253	28,761	28,253
International Life		3,460	3,456	3,295	3,115	3,203	3,460	3,203
Total insurance reserves	\$	32,221 \$	32,103 \$	31,754 \$	31,476 \$	31,456	\$ 32,221	\$ 31,456

See Accompanying Notes on Pages 44 to 46.



# Consumer Insurance - Personal Insurance

Twelve Months Ended (in millions)

Quarterly
December 31,

4Q14
3Q14
2Q14
1Q14
4Q13
2014
2013

	4Q14	]	3Q14	2Q14	1Q14	4Q13	2014		2013
Net premiums written	\$ 2,866	\$	3,241 \$	3,177 \$	3,128 \$	2,962	\$ 12,412	\$	12,700
Net premiums earned	\$ 2,926	\$	3,059 \$	3,026 \$	2,959 \$	3,069	\$ 11,970	\$	12,377
Losses and loss adjustment expenses incurred	1,498		1,621	1,618	1,751	1,775	6,488		7,025
Acquisition expenses:									
Amortization of deferred policy acquisition costs	514		546	520	512	526	2,092		2,203
Other acquisition expenses	325		269	293	278	271	1,165		1,044
Total acquisition expenses	839		815	813	790	797	3,257		3,247
General operating expenses	550		607	558	505	629	2,220		2,292
Underwriting income (loss)	39		16	37	(87)	(132)	5		(187)
Net investment income:									
Interest and dividends	70		91	88	86	101	335		393
Alternative investments	5		9	10	13	18	37		45
Other investment income	11		8	11	10	9	40		41
Investment expenses	(4)		(4)	(6)	(4)	(5)	(18)		(24)
Total net investment income	82		104	103	105	123	394		455
Pre-tax operating income (loss)	\$ 121	\$	120 \$	140 \$	18 \$	(9)	\$ 399	\$	268
Underwriting ratios:									
Loss ratio	51.2		53.0	53.5	59.2	57.8	54.2		56.8
Catastrophe losses and reinstatement premiums	(0.3)		(0.7)	(0.6)	(2.7)	(0.6)	(1.1)		(0.7)
Prior year development net of premium adjustments	1.2		0.4	0.5	0.5	1.0	0.7		1.3
Accident year loss ratio, as adjusted	52.1		52.7	53.4	57.0	58.2	53.8		57.4
Acquisition ratio	28.7		26.6	26.9	26.7	26.0	27.2		26.2
General operating expense ratio	18.8		19.8	18.4	17.1	20.5	18.5		18.5
Expense ratio	47.5		46.4	45.3	43.8	46.5	45.7		44.7
Combined ratio	98.7		99.4	98.8	103.0	104.3	99.9		101.5
Catastrophe losses and reinstatement premiums	(0.3)		(0.7)	(0.6)	(2.7)	(0.6)	(1.1)		(0.7)
Prior year development net of premium adjustments	1.2		0.4	0.5	0.5	1.0	0.7	]	1.3
Accident year combined ratio, as adjusted	99.6		99.1	98.7	100.8	104.7	99.5		102.1
Noteworthy items (pre-tax):									
Catastrophe-related losses (16)	\$ 8	\$	22 \$	18 \$	78 \$	20	\$ 126	\$	77
Severe losses (17)	13		=	-	41	17	54		17
Prior year loss reserve development (favorable) unfavorable, net of									
reinsurance and premium adjustments	(35)		(12)	(16)	(14)	(30)	(77)		(155)
Net loss and loss expense reserve (at period end)	\$ 4,641	\$	5,010 \$	5,015 \$	5,492 \$	5,479	\$ 4,641	\$	5,479

See Accompanying Notes on Pages 42 to 44.



# American International Group, Inc. Net Premiums Written by Line of Business and Region

# Consumer Insurance - Personal Insurance

(in millions)				Quarterly					Twelve Mo Decem		
	4Q14	-	3Q14	2Q14		1Q14	4Q13		2014	] -	2013
By Line of Business:	!										
Personal Lines	\$ 1,673	\$	1,815 \$	1,79	93 \$	1,690 \$	1,672	\$	6,971	\$	6,986
Accident and Health	1,193		1,426	1,384	,4	1,438	1,290		5,441		5,714
Total net premiums written	\$ 2,866	\$	3,241 \$	3,17	77 \$	3,128 \$	2,962	\$	12,412	\$	12,700
By Region:	1										1
Americas	\$ 905	\$	1,004 \$	94	<b>\$</b>	970 \$	897	\$	3,824	\$	3,794
EMEA	456		488	511	.1	617	470		2,072		2,013
Asia Pacific	1,505		1,749	1,721	.1	1,541	1,595		6,516		6,893
Total net premiums written	\$ 2,866	\$	3,241 \$	3,17	77 \$	3,128 \$	2,962	\$	12,412	\$	12,700
Foreign exchange effect on worldwide premiums:	!										
Change in net premiums written	,										
Increase (decrease) in original currency over prior year period (18)	1.7 %	ò	1.9 %	2.′	.2 %	1.2 %	3.9 %	<b>6</b>	1.7 %	6	3.1 %
Foreign exchange effect	(4.9)		(1.9)	(2.4	.4)	(6.8)	(10.1)		(4.0)		(7.6)
Increase (decrease) as reported in U.S. dollars	(3.2) %	o	- %	(0.	.2) %	(5.6) %	(6.2) %	/o	(2.3) %	6	(4.5) %

See Accompanying Notes on Page 42 to 44.



**Twelve Months Ended** 

### Consumer Insurance - Personal Insurance North America

(in millions) Quarterly December 31, 4014 3014 2014 1014 4013 2014 2013 Net premiums written 749 865 \$ 795 \$ 833 \$ 750 3,242 3.241 Net premiums earned 776 817 \$ 821 \$ 810 \$ 818 3,224 3,316 Losses and loss adjustment expenses incurred 434 496 1.934 467 466 567 2,083 Acquisition expenses: Amortization of deferred policy acquisition costs 109 111 112 480 116 114 448 Other acquisition expenses 90 44 60 51 57 245 155 199 171 163 171 Total acquisition expenses 160 693 635 General operating expenses 120 111 115 129 120 466 429 22 Underwriting income (loss) 23 70 73 (35)131 169 Net investment income: Interest and dividends 26 41 34 36 45 137 162 Alternative investments 4 10 8 12 17 34 44 Other investment income 6 3 4 1 4 14 15 (2) (1) (5) Investment expenses (2) (2) (8) 36 180 52 44 48 213 Total net investment income 64 Pre-tax operating income 59 122 \$ 117 \$ 13 \$ 86 311 | \$ 382 **Underwriting ratios:** Loss ratio 55.9 57.2 56.8 70.0 60.6 60.0 62.8 Catastrophe losses and reinstatement premiums (0.2)(1.3)(5.1)(0.5)(1.6)(1.0)3.1 Prior year development net of premium adjustments 0.6 (0.6)3.5 3.5 1.6 3.5 Accident year loss ratio, as adjusted 59.0 57.6 54.9 68.4 63.6 60.0 65.3 Acquisition ratio 25.6 19.6 20.8 20.1 20.9 21.5 19.1 General operating expense ratio 15.5 14.7 13.5 14.2 14.5 12.9 15.8 41.1 34.3 34.3 34.3 36.7 36.0 32.0 Expense ratio Combined ratio 97.0 91.5 91.1 104.3 97.3 96.0 94.8 Catastrophe losses and reinstatement premiums (5.1)(0.5)(1.0)(0.2)(1.3)(1.6)Prior year development net of premium adjustments 3.1 0.6 (0.6)3.5 3.5 1.6 3.5 Accident year combined ratio, as adjusted 100.1 91.9 89.2 102.7 100.3 96.0 97.3 Noteworthy items (pre-tax): Catastrophe-related losses (16) 1 \$ 10 \$ 41 \$ 4 \$ 52 \\$ 34 37 17 50 17 Severe losses (17) 13 Prior year loss reserve development (favorable) unfavorable, net of

reinsurance and premium adjustments

See Accompanying Notes on Pages 42 to 44.



(5) \$

5 \$

(28) \$

(28)

(52) \$

(115)

(24) \$

**Twelve Months Ended** 

### Consumer Insurance - Personal Insurance International

(in millions) December 31, Quarterly 4014 3014 2014 1014 4013 2014 2013 2.117 2.376 \$ 2.382 \$ 2.295 \$ 2.212 9.170 9.459 Net premiums written 2,205 \$ 2,149 \$ Net premiums earned 2,150 2,242 \$ 2,251 8,746 9,061 Losses and loss adjustment expenses incurred 1,064 1,154 1,152 1,184 1,279 4,554 4.942 Acquisition expenses: Amortization of deferred policy acquisition costs 430 409 400 405 412 1.644 1.723 Other acquisition expenses 235 225 233 227 214 920 889 Total acquisition expenses 640 655 642 627 626 2,564 2.612 General operating expenses 430 487 447 390 500 1.754 1,863 Underwriting income (loss) 16 (54)(36)(52)(154)(126)(356)Net investment income: Interest and dividends 44 50 54 50 56 198 231 Alternative investments 2 1 3 1 (1) 1 1 Other investment income 5 5 9 5 26 26 Investment expenses (4) (2) (3) (3) (13)(4) (16)59 59 Total net investment income 46 52 57 214 242 Pre-tax operating income (loss) 62 (2)\$ 23 \$ 5 \$ (95)88 (114)**Underwriting ratios:** Loss ratio 49.5 51.5 52.2 55.1 56.8 52.1 54.5 Catastrophe losses and reinstatement premiums (0.3)(0.4)(1.0)(1.7)(0.7)(0.9)(0.4)Prior year development net of premium adjustments 0.9 0.5 0.3 (0.7)0.1 0.3 0.4 56.2 Accident year loss ratio, as adjusted 49.6 50.8 52.8 52.7 51.5 54.5 29.2 27.8 Acquisition ratio 29.8 29.1 29.2 29.3 28.8 General operating expense ratio 20.0 21.7 20.3 18.1 22.2 20.1 20.6 50.9 47.3 50.0 Expense ratio 49.8 49.4 49.4 49.4 Combined ratio 99.3 102.4 101.6 102.4 106.8 101.5 103.9 Catastrophe losses and reinstatement premiums (1.0)(0.3)(1.7)(0.9)(0.4)(0.4)(0.7)Prior year development net of premium adjustments 0.9 0.5 0.3 (0.7)0.1 0.3 0.4 102.2 Accident year combined ratio, as adjusted 99.4 101.7 100.0 106.2 100.9 103.9 Noteworthy items (pre-tax): Catastrophe-related losses (16) 8 21 \$ 8 \$ 37 \$ 74 43 16 Severe losses (17) 4 4 Prior year loss reserve development (favorable) unfavorable, net of reinsurance and premium adjustments (11)(7)\$ (21) \$ 14 \$ (2) (25)(40)

See Accompanying Notes on Pages 42 to 44.



### **Consumer Insurance**

### **Basis of Presentation:**

Consumer Insurance presents its results in the following operating segments:

Retirement: product lines include Fixed Annuities, with products including deferred fixed annuities and immediate annuities; Retirement Income Solutions, with products including variable and index annuities; Group Retirement, with products including retirement plans, annuity and investment products for employees of education, healthcare and other sponsoring companies, and Retail Mutual Funds and Advisory Services.

Life: includes the following product lines: Traditional Life, Universal Life, International Life, Accident & Health (A&H) and Group Benefits of the Life Insurance Companies.

**Personal Insurance:** Personal Insurance - North America and Personal Insurance - International include the following product lines: Automobile, Property, Service Products, and A&H and Group Benefits of the Non-Life Insurance Companies.

Consumer Insurance includes the majority of the product lines from the former AIG Life and Retirement segment, with the exception of Institutional Markets, which is now reported in Commercial Insurance. Consumer Insurance also includes the Personal Insurance and A&H businesses of the former AIG Property Casualty segment. In addition, Group Benefits, previously part of a joint venture in which AIG Life and Retirement and AIG Property Casualty each reported 50 percent of their combined Group Benefits business, is now reported in its entirety in Consumer Insurance, with the Life Companies' products included in the Life operating segment and the Non-Life Companies products included in the Personal Insurance operating segment.

Selected operating statistics are provided for the Fixed Annuities, Retirement Income Solutions, and Group Retirement product lines in the Retirement operating segment, as well as the Personal Insurance - North America and Personal Insurance - International in the Personal Insurance operating segment. Operating statistics are not separately presented for Advisory Services and Retail Mutual Funds, which are included in the Retirement operating segment.

Consumer Insurance operations are conducted through the Life Insurance Companies as well as the Non-Life Insurance Companies.

Consumer Insurance operates in three major geographic areas: the Americas (which includes the United States, Canada, Latin America, the Caribbean and Bermuda), Asia Pacific (which includes Japan, China, Korea, Singapore, Vietnam, Thailand, Australia, Indonesia and other Asia Pacific nations), and EMEA (which includes the United Kingdom, Continental Europe, Russian Federation, India, the Middle East and Africa).

Consumer Insurance products are distributed primarily to individual consumers or groups of consumers through strategic relationships with banks, broker-dealers, insurance agents and independent marketing organizations, as well as through affiliated distribution channels, direct marketing and the internet.

Net investment income is attributed to the operating segments of Commercial Insurance and Consumer Insurance based on internal models consistent with the nature of the underlying businesses.

For Commercial Insurance - Property Casualty and Consumer Insurance - Personal Insurance, we estimate investable funds based primarily on loss reserves, unearned premiums and a capital allocation for each operating segment. The net investment income allocation is calculated based on the estimated investable funds and risk-free yields (plus a liquidity premium) consistent with the approximate duration of the liabilities, and excludes net investment income associated with the runoff insurance lines reported in Corporate and Other. The remaining excess is attributed to Commercial Insurance - Property Casualty and Consumer Insurance - Personal Insurance based on the relative net investment income previously allocated.

For Commercial Insurance - Institutional Markets, Consumer Insurance - Retirement and Consumer Insurance - Life, net investment income is attributed based on invested assets from segregated product line portfolios. The fundamental investment strategy for these operating segments is to maintain primarily a diversified, high quality portfolio of fixed maturity securities and, as is practicable, to match established duration targets based on characteristics of the underlying liabilities. Invested assets in excess of liabilities are allocated to product lines based on internal capital estimates.



# American International Group, Inc. Notes (continued)

### **Consumer Insurance**

### **Notes:**

(1) Pre-tax operating income in 4Q14, 3Q14, 4Q13 and 3Q13 included the net effect of adjustments to reflect the review and update of certain assumptions used to amortize DAC and related items for interest-sensitive products, including life and annuity spreads, mortality rates, surrender rates and variable annuity growth rates. In addition, \$87 million of loss recognition expense was recorded in 3Q14 primarily due to updated assumptions for certain discontinued long-term care business. In the aggregate, these adjustments increased (decreased) pre-tax operating income as follows:

	Life			Fixed Ann	nuities	Retirement	Income So	olutions	Group	Retireme	nt	Effect on Total Consumer				
	Quarterly			Quarterly Quarterly Quarterly Quarterly								Quarterly				
(in millions)	4Q14	3Q14	3Q13	3Q14	3Q13	4Q14	3Q14	3Q13	3Q14	4Q13	3Q13	4Q14	3Q14	4013	3Q13	
Policy fees	\$-	\$27	\$28	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$27	\$-	\$28	
Interest credited to policyholder account balances	-	-	-	74	82	(3)	5	(1)	14	2	(20)	(3)	93	2	61	
Amortization of deferred policy acquisition costs	16	(13)	(33)	122	224	(2)	10	(33)	47	31	(60)	14	166	31	98	
Policyholder benefits and claims incurred	-	(149)	(75)	-	-	(5)	(1)	6	(15)	2	-	(5)	(165)	2	(69)	
Pre-tax operating income (loss)	\$16	\$(135)	\$(80)	\$196	\$306	\$(10)	\$14	\$(28)	\$46	\$35	\$(80)	\$6	\$121	\$35	\$118	
Changes in DAC related to net realized capital gains (losses)	-		-	-	-	(17)	5	(21)	-	-	-1	(17)	5	-	(21)	
Net realized capital gains (losses)	-	-	-	-	-	83	(32)	82	-	-	-	83	(32)	-	82	
Pre-tax income (loss)	\$16	\$(135)	\$(80)	\$196	\$306	\$56	\$(13)	\$33	\$46	\$35	\$(80)	\$72	\$94	\$35	\$179	

- (2) Premiums and deposits is a non-GAAP measure. Premiums and deposits for the Consumer Insurance segment includes direct and assumed amounts received and earned on traditional life insurance policies, group benefit policies and life contingent payout annuities, as well as deposits received on universal life, investment-type annuity contracts and mutual funds.
- (3) Includes interest, dividends and real estate income, net of investment expenses.
- (4) Includes income on hedge funds, private equity funds and affordable housing partnerships. Alternative investment income is reported on a lag basis. Hedge funds are generally on a one-month lag, while private equity funds are generally on a one-quarter lag.
- (5) Includes call and tender income, changes in market value of investments accounted for under the fair value option, interest received on defaulted investments and other miscellaneous investment income.
- (6) Net flows are provided for Fixed Annuities, Retirement Income Solutions, Retail Mutual Funds and Group Retirement. Annuity net flows represent premiums and deposits less death, surrender and other withdrawals benefits. Net flows related to mutual funds represent deposits less withdrawals. Life Insurance, Advisory Services, Group Benefits and Personal Insurance are not included in net flows. Net flows exclude activity related to closed blocks of fixed and variable annuities.
- (7) Includes return on base portfolio. Quarterly results are annualized.
- (8) Includes incremental effect on base yield of alternative investments. Ouarterly results are annualized.
- (9) Includes incremental effect on base yield of other enhancements. Quarterly results are annualized.
- (10) Annuity surrender rates represent annualized surrenders and withdrawals as a percentage of average account value.
- (11) Consumer Insurance uses reinsurance and hedging to mitigate risks related to guaranteed benefits in individual annuity contracts. Certain GMDB benefits written before 2004 are reinsured. The majority of GMIB benefits, which are no longer offered, are reinsured. GMWB liabilities and GMAV liabilities (GMAV is no longer offered) are included in Consumer Insurance's dynamic hedging program. The hedging program is focused on mitigating economic risk fluctuations. The program manages equity market risk (delta), interest rate risk (rho), volatility risk (vega and gamma) within specified levels. The hedge portfolio is regularly rebalanced to manage gamma and to maintain delta neutrality and to maintain rho and vega within exposure limits established by Consumer Insurance and AIG Enterprise Risk Management. The net rho exposure is currently close to neutral while vega is not fully hedged; however, product features, such as the VIX index rider fees and the volatility control mechanism in the funds, reduce the overall net vega exposure.
- (12) Includes Ageas Protect Limited, which was acquired on December 31, 2014.
- (13) Life insurance and A&H sales are shown on a continuous payment premium equivalent (CPPE) basis. Life insurance sales include periodic premiums from new business expected to be collected over a one-year period and 10 percent of unscheduled and single premiums from new and existing policyholders. Sales of A&H insurance represent annualized first-year premium from new policies.
- (14) Life insurance lapse rates are reported on a 90-day lag basis to include grace period processing.



# American International Group, Inc. Notes (continued)

# **Consumer Insurance**

- (15) Other change in DAC in 2014 was primarily related to a change to include interest income on assets supporting certain non-traditional insurance liabilities in the determination of estimated gross profits used to amortize both DAC and URR. The increase in DAC asset, which principally reflected the impact of the change on periods prior to 2014, was substantially offset by a related increase in the URR liability.
- (16) CATS are generally weather or seismic events having a net impact in excess of \$10 million each.
- (17) Severe losses are defined as non-catastrophic individual first party losses greater than \$10 million, net of related reinsurance and salvage and subrogation.
- (18) Computed using a constant exchange rate for each period.



# American International Group, Inc. Operating Results

# Corporate and Other

**Twelve Months Ended** (in millions) Quarterly December 31, 4014 3014 2Q14 1Q14 4013 2014 2013 **Revenues:** 15 \$ 29 \$ 13 \$ 78 | \$ 21 |\$ 35 Premiums \$ 94 136 160 700 Net investment income 181 223 (136)309 Other income 847 824 953 795 1,060 3,419 3,616 1,062 1,049 1,118 968 959 4,197 Total operating revenues 4,019 Benefits and expenses: Policyholder benefits and losses incurred 61 155 65 791 510 (261)(60)General operating expenses 455 530 472 532 644 1,989 2,240 364 456 486 499 280 1,805 2,158 Interest expense 1,406 972 1,171 1,036 663 4,585 4,338 Total benefits and expenses Pre-tax operating income (loss) (357) \$ (53) \$ (68) \$ (388) \$ (319)90 \$ 296

See Accompanying Notes on Page 48.



# American International Group, Inc. Operating Results

# Corporate and Other

(in millions)				Twelve Months Ended December 31,					
	4Q14	3Q14		2Q14	1Q14		4Q13	2014	2013
Pre-tax operating income (loss):									
Direct Investment book	\$ 174	\$	314 \$	313 \$	5 44	10 \$	418	\$ 1,241	\$ 1,448
Global Capital Markets	27		58	245	2	29	194	359	625
Runoff insurance lines (page 47) (1)	(422)		25	(53)		5	369	(445)	403
Other businesses (2)	119		123	(6)		-	125	236	(97)
AIG Parent and Other (3):									
Equity in pre-tax operating earnings of AerCap (4)	185		196	53		-	-	434	-
Fair value of PICC Group shares (5)	67		(30)	-		-	-	37	-
Corporate expenses, net:									
Other income (expense), net	52		32	27	1	7	37	128	90
General operating expenses	(288)		(317)	(306)	(23	35)	(255)	(1,146)	(1,115)
Total Corporate expenses, net	(236)		(285)	(279)	(21	8)	(218)	(1,018)	(1,025)
Severance expense (6)	-		-	-		-	(265)	-	(265)
Interest expense	(271)		(310)	(327)	(32	25)	(328)	(1,233)	(1,412)
Total AIG Parent and Other	(255)		(429)	(553)	(54	13)	(811)	(1,780)	(2,702)
Consolidation and elimination			(1)	1		1	1	1	4
Pre-tax operating income (loss)	\$ (357)	\$	90 \$	(53) \$	(6	<u>(8)</u>	296	\$ (388)	\$ (319)

See Accompanying Notes on Page 48.



# Corporate and Other - Runoff Insurance Lines

(in millions)		(	Quarterly				Montl embe	hs Ended r 31,
	4Q14	 3Q14	2Q14	1Q14	4Q13	2014	] _	2013
Property Casualty runoff business:								
Net premiums written	\$ _ :	\$ _ \$ _	_ \$ _	_ \$ _		\$	_ \$ _	(3)
Net premiums earned	19	12	18	17	32	6	6	86
Losses and loss adjustment expenses incurred	514	50	122	62	(265)	74	8	(68)
General operating expenses	1	<u> </u>	1	1	(1)		3	4
Underwriting income (loss)	(496)	(38)	(105)	(46)	298	(68	5)	150
Net investment income	58	59	56	58	69	23	1	248
Property Casualty runoff businesses	(438)	21	(49)	12	367	(45	4)	398
Life insurance runoff businesses, net	16	4	(4)	(7)	2		9	5_
Pre-tax operating income (loss)	\$ (422)	\$ 25 \$	(53) \$	5 \$	369	\$ (44	5) \$	403
Noteworthy items (pre-tax):								
Property Casualty runoff business:								
Prior year loss reserve development (favorable) unfavorable, net of reinsurance	\$ 135	\$ 13 \$	65 \$	16 \$	248	\$ 22	9 \$	327
Net reserve discount (benefit) charge	339	16	31	21	(647)	40	7	(631)
Net loss and loss expense reserve (at period end)	3,395	3,095	3,156	3,271	3,475	3,39	5	3,475
Future policy benefits for life and A&H contracts (at period end)	\$ 1,346	\$ 1,255 \$	1,303 \$	1,249 \$	1,155	\$ 1,34	6 \$	1,155



### **Corporate and Other**

- (1) Property Casualty runoff insurance lines consists primarily of excess workers' compensation, asbestos and legacy environmental (1986 and prior); certain environmental liability businesses written prior to 2004; and long-duration business in Japan and the U.S. Life Insurance runoff insurance lines include American Security Life Insurance Company Limited, AIG Life Insurance Company (Switzerland) Ltd. and a reinsurance transaction of American International Reinsurance Company, Ltd.
- (2) Includes results from AIG's real estate investment operations, investments in life settlements and other minor subsidiaries. In 3Q14 includes higher earnings from life settlements and gains from real estate sales transactions of \$47 million. In 4Q13, includes gains from real estate sales transactions of \$170 million.
- (3) Includes results from AIG Parent and other minor corporate subsidiaries.
- (4) Represents AIG's share of AerCap's pre-tax operating income, which excludes certain post-acquisition transaction expenses incurred by AerCap in connection with its acquisition of ILFC and the difference between expensing AerCap's maintenance rights asset over the remaining lease term as compared to the remaining economic life of the aircraft and our share of AerCap's income taxes.
- (5) During 3Q14, Consumer Insurance sold its investment in PICC Group to AIG Parent.
- (6) In 4Q13, includes \$263 million of severance expense attributable to the Property Casualty and Personal Insurance segments.



# **Investments - Cash and Investments**

					December 31, 2014			
(in millions)	Life Insurance Companies		Non-Life Insurance Companies (1)		Corporate and Other		Consolidation & Eliminations	AIG Inc.
(in initions)	 Companies	_	Companies (1)	_	Other	_	& Emiliations	AIG IIIC.
Bonds available for sale, at fair value:								
U.S. government and government sponsored entities	\$ 794	\$	1,812	\$	386	\$	- \$	2,992
Obligations of states, municipalities and political subdivisions	5,249		22,014		396		-	27,659
Non-U.S. governments	7,475		13,301		319		-	21,095
Corporate debt	107,048		35,349		2,036		-	144,433
Mortgage-backed, asset-backed and collateralized:								
RMBS	23,389		11,801		2,330		-	37,520
CMBS	10,042		2,712		131		-	12,885
CDO/ABS	 10,530		5,953		335		(3,543)	13,275
Total mortgage-backed, asset-backed and collateralized	43,961		20,466		2,796		(3,543)	63,680
Total bonds available for sale, at fair value	164,527		92,942		5,933		(3,543)	259,859
Other bond securities, at fair value	2,785		1,733		15,634		(440)	19,712
Equity securities available for sale, at fair value	150		4,241		4		-	4,395
Other equity securities trading, at fair value	-		495		554		-	1,049
Mortgage and other loans receivable, net of allowance	20,874		6,686		704		(3,274)	24,990
Other invested assets	11,916		10,372		12,109		121	34,518
Cash and short-term investments	 2,582		5,345		5,943		(869)	13,001
Total cash and investments	\$ 202,834	\$	121,814	\$	40,881	\$	(8,005) \$	357,524

					December 31, 2013		
(Laure Pillary A)	Life Insurance		Non-Life Insurance		Corporate and	Consolidation	AICL
(in millions)	 Companies	_	Companies (1)	_	Other	 & Eliminations	 AIG Inc.
Bonds available for sale, at fair value:							
U.S. government and government sponsored entities	\$ 720	\$	2,252	\$	223	\$ -	\$ 3,195
Obligations of states, municipalities and political subdivisions	3,773		24,090		1,517	-	29,380
Non-U.S. governments	6,570		15,492		447	-	22,509
Corporate debt	106,422		35,183		2,947	-	144,552
Mortgage-backed, asset-backed and collateralized:							
RMBS	22,857		11,653		1,638	-	36,148
CMBS	8,662		2,701		119	-	11,482
CDO/ABS	 9,221		5,831	_	391_	 (4,435)	 11,008
Total mortgage-backed, asset-backed and collateralized	 40,740		20,185		2,148	(4,435)	58,638
Total bonds available for sale, at fair value	 158,225		97,202	_	7,282	 (4,435)	 258,274
Other bond securities, at fair value	2,406		1,995		18,558	(336)	22,623
Equity securities available for sale, at fair value	80		3,574		2	-	3,656
Other equity securities trading, at fair value	538		198		98	-	834
Mortgage and other loans receivable, net of allowance	19,209		4,088		850	(3,382)	20,765
Other invested assets	13,026		9,339		6,398	(104)	28,659
Cash and short-term investments	 7,046		6,916	_	11,043	 (1,147)	 23,858
Total cash and investments	\$ 200,530	\$	123,312	\$_	44,231	\$ (9,404)	\$ 358,669

Note:

(1) Includes Mortgage Guaranty.



# **Investments - Other Invested Assets**

					Dec	ember 31, 2014			
(in millions)	]	Life Insurance		Non-Life Insurance		Corporate and		Consolidation	
		Companies	-	Companies (1)	_	Other	-	& Eliminations	 AIG Inc.
Alternative investments (2)	\$	11,012	\$	8,249	\$	521	\$	(126) \$	\$ 19,656
Investments in life settlements		-		-		3,863		(110)	3,753
Investment real estate		840		446		1,970		356	3,612
Aircraft assets		-		-		651	(3)	-	651
Investment in AerCap		-		-		4,972		-	4,972
All other investments (4)		64		1,677	_	132		11	 1,874
	\$	11,916	\$ =	10,372	\$ _	12,109	\$ =	121 \$	\$ 34,518

	- <u></u>				Dec	ember 31, 2013				
(in millions)		Life Insurance		Non-Life Insurance		Corporate and		Consolidation		
		Companies		Companies (1)		Other	-	& Eliminations	_	AIG Inc.
Alternative investments (2)	\$	11,208	\$	7,868	\$	624	\$	9	\$	19,709
Investments in life settlements		-		-		3,712		(111)		3,601
Investment real estate		840		312		1,961		-		3,113
Aircraft assets		763	(3)	-		-		-		763
All other investments (4)		215		1,159		101	_	(2)	_	1,473
	\$	13,026	\$	9,339	\$	6,398	\$	(104)	\$	28,659

### **Notes:**

- (1) Includes Mortgage Guaranty.
- (2) Includes hedge funds, private equity funds and other investment partnerships.
- (3) In 2Q14, aircraft assets held in trusts were transferred to AIG Parent.
- (4) Consist primarily of direct private equity investments.



# **Investments - Returns On Alternative Investments (1)**

# December 31.

**Twelve Months December** 

		Q	uarterly			Decemb	oer 31,
(in millions)	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Alternative investment income (2)							
Private equity	\$ 206 \$	213 \$	277 \$	368 \$	286	1,064	915
Hedge funds	86	215	99	357	446	757	1,293
Total private equity and hedge funds	292	428	376	725	732	1,821	2,208
Affordable housing partnerships	72	58	68	61	78	259	230
Total alternative investment income	\$ 364 \$	486 \$	444 \$	786 \$	810	2,080	2,438
Average alternative investment assets							
Private equity	\$ 7,449 \$	7,622 \$	7,679 \$	7,701 \$	7,677	7,613	5 7,731
Hedge funds	10,664	10,405	10,296	10,095	9,511	10,365	8,721
Total private equity and hedge funds	18,113	18,027	17,975	17,796	17,188	17,978	16,452
Affordable housing partnerships	1,228	1,316	1,394	1,467	1,549	1,351	1,681
Total average alternative investment assets	\$ 19,341 \$	19,343 \$	19,369 \$	19,263 \$	18,737	19,329	18,133
Annualized yields on carrying value							
Private equity	11.06 %	11.18	14.43 %	19.11 %	14.90 %	13.98 %	11.84 %
Hedge funds	3.23	8.27	3.85	14.15	18.76	7.30	14.83
Total private equity and hedge funds	6.45	9.50	8.37	16.30	17.04	10.13	13.42
Affordable housing partnerships	23.45	17.63	19.51	16.63	20.14	19.17	13.68
Total annualized yield	7.53 %	10.05	9.17 %	16.32 %	17.29 %	10.76 %	13.45 %
Average alternative investment assets							
Life Insurance Companies	\$ 11,165 \$	11,331 \$	11,404 \$	11,335 \$	11,098	11,309	10,885
Non-Life Insurance Companies	8,176	8,012	7,965	7,928	7,639	8,020	7,248
Total average alternative investment assets	\$ 19,341 \$	19,343 \$	19,369 \$	19,263 \$	18,737	19,329	\$ 18,133

### Note:



<sup>(1)</sup> Alternative investments includes hedge funds, private equity funds and other investment partnerships.

<sup>(2)</sup> Alternative investment income is reported on a lag basis. Hedge funds are generally reported on a one-month lag, while private equity funds are generally reported on a one-quarter lag.

**Twelve Months Ended** 

# **Investments - Net Realized Capital Gains (Losses)**

(in millions)			Quarterly			Decer	mber 31,
	4Q14	3Q14	2Q14	1Q14	4Q13	2014	2013
Life Insurance Companies							
Bonds available for sale	\$ 35	\$ 53 \$	78 :	\$ 97 \$	286	\$ 263	\$ 2,256
Stocks available for sale	2	2	-	2	-	6	48
Other transactions	11	90	4	(4)	20	101	(44)
Other than temporary impairments	(51)	(32)	(35)	(44)	(74)	(162)	(178)
Foreign exchange transactions	18	48	18	6	(26)	90	(16)
Derivative instruments (1)	(127)	10	40	(318)	(100)	(395)	182
Total pre-tax net realized capital gains (losses)	(112)	171	105	(261)	106	(97)	2,248
Non-Life Insurance Companies							
Bonds available for sale	58	47	42	87	93	234	244
Stocks available for sale	17	27	35	26	17	105	55
Other transactions	(2)	(13)	9	6	27	_	26
Other than temporary impairments	(32)	(18)	(20)	(15)	(12)	(85)	(52)
Foreign exchange transactions	21	10	37	29	107	97	296
Derivative instruments	21	39	25	11	(62)	96	(197)
Total pre-tax net realized capital gains	83	92	128	144	170	447	372
Corporate and Other							
Bonds available for sale	29	(3)	61	1	(10)	88	(68)
Stocks available for sale	-	-	-	-	8	-	8
Other transactions (2)	(80)	(69)	(38)	(45)	(653)	(232)	(792)
Other than temporary impairments	-	-	-	=	-	-	(2)
Foreign exchange transactions	230	292	(102)	(9)	(65)	411	(129)
Derivative instruments	43	53	8	18	98	122	302
Total pre-tax net realized capital gains (losses)	222	273	(71)	(35)	(622)	389	(681)
Total AIG							
Bonds available for sale	122	97	181	185	369	585	2,432
Stocks available for sale	19	29	35	28	25	111	111
Other transactions (2)	(71)	8	(25)	(43)	(606)	(131)	(810)
Other than temporary impairments	(83)	(50)	(55)	(59)	(86)	(247)	(232)
Foreign exchange transactions	269	350	(47)	26	16	598	151
Derivative instruments	(63)	102	73	(289)	(64)	(177)	287
Total pre-tax net realized capital gains (losses)	\$ 193	\$ 536 5	162	\$ (152) \$	(346)	\$ 739	\$ 1,939
Total net realized gains (losses), net of tax	\$ 105	\$ 301 5	155	\$ (91) \$	(208)	\$ 470	\$ 1,285

### **Notes:**

- (1) Includes changes in the fair value of embedded derivatives and a portion of associated fees for variable annuity living benefit features (primarily GMWB) and changes in fair value of hedging instruments purchased to fund the liabilities.
- (2) Includes impairments on investments in life settlements.



### Supplemental Property Casualty Information\*

Twelve Months Ended (in millions) **Quarterly** December 31, 4014 3014 2014 1014 4013 2014 2013 Net premiums written 7,558 8,750 \$ 8,990 \$ 8,134 \$ 7,813 33.432 33,577 8.152 8.428 8.313 8.028 8.406 32.921 33.140 Net premiums earned Loss and loss adjustment expenses incurred 5,916 5,648 5,307 5,321 5,651 22,192 21,829 Acquisition expenses 1.671 1.635 1.626 1.607 6.578 1.648 6.539 General operating expenses 1.195 1.283 1.265 1.177 1.401 4.920 5.106 Underwriting income (loss) (630)(138)115 (77)(294)(730)(373)Net investment income 1.248 1.231 1.221 1.223 1.386 4.923 5,134 Pre-tax operating income 618 1,093 \$ 1,336 \$ 1,146 \$ 1,092 4.193 4,761 **Underwriting ratios:** Loss ratio 72.6 67.0 63.8 66.3 67.2 67.4 65.9 (3.3)(1.6)(3.3)(2.4)(2.2)Catastrophe losses and reinstatement premiums (0.6)(2.4)Prior year development net of premium adjustments (3.7)(3.2)(0.2)(2.0)(3.2)(2.2)(1.5)Net reserve discount 3.8 (7.0)(0.2)1.3 (1.5)1.0 Accident year loss ratio, as adjusted 61.3 60.5 61.8 62.3 65.4 61.5 63.0 19.4 19.6 20.0 19.6 19.8 Acquisition ratio 20.5 19.9 General operating expense ratio 14.7 15.2 15.2 14.7 16.7 14.9 15.4 Expense ratio 35.2 34.6 34.7 36.3 34.8 35.2 34.8 Combined ratio 107.8 101.6 98.6 101.0 103.5 102.2 101.1 Catastrophe losses and reinstatement premiums (0.6)(3.3)(1.6)(3.3)(2.4)(2.2)(2.4)Prior year development net of premium adjustments (3.7)(3.2)(0.2)(2.0)(3.2)(2.2)(1.5)Net reserve discount (7.0)(0.2)1.3 3.8 (1.5)1.0 95.1 97.0 101.7 98.2 Accident year combined ratio, as adjusted 96.5 96.6 96.3 Noteworthy items (pre-tax): Catastrophe-related losses 43 282 \$ 139 \$ 262 \$ 208 726 787 2 2 Reinstatement premiums related to catastrophes Reinstatement premiums related to prior year catastrophes 1 2.7 (2) (1) (2) 79 Severe losses 188 193 186 277 646 586 **Prior year development:** Prior year loss reserve development (favorable) unfavorable, net of reinsurance 275 320 54 158 272 807 527 52 (Additional) returned premium related to prior year development (93)(68)4 (6) (105)(89)Prior year loss reserve development (favorable) unfavorable, net of reinsurance and premium adjustments 327 227 (14)162 702 438 266 Net reserve discount (benefit) charge 568 15 (105)(325)478 (309)Net loss and loss expense reserve (at period end) 60,504 61,296 \$ 61,959 \$ 62,683 \$ 63,029 60,504 63,029



<sup>\*</sup> Represents the aggregate operating results of Commercial Insurance - Property Casualty, Consumer Insurance - Personal Insurance and Property Casualty runoff businesses reported in Corporate and Other.

# **American International Group, Inc. Acronyms**

**ABS** Asset-Backed Securities

**A&H** Accident and Health Insurance

**AOCI** Accumulated Other Comprehensive Income

**CPPE** Continuous Payment Premium Equivalent

**CDO** Collateralized Debt Obligations

**CMBS** Commercial Mortgage-Backed Securities

**DAC** Deferred Acquisition Costs

**DTA** Deferred Tax Assets

**GAAP** Accounting principles generally accepted in the United States of America

**GMAV** Guaranteed Minimum Account Value Benefits

**GMDB** Guaranteed Minimum Death Benefits

**GMIB** Guaranteed Minimum Income Benefits

**RMBS** Residential Mortgage-Backed Securities

**ROE** Return on Equity

**SIA** Sales Inducement Assets

**URR** Unearned Revenue Reserve

**VOBA** Value of Business Acquired

