

2016 Results

Disclaimer

Cautionary statements:

This should be read in conjunction with the documents distributed by Aviva plc (the "Company" or "Aviva") through The Regulatory News Service (RNS). This presentation contains, and we may make other verbal or written "forward-looking statements" with respect to certain of Aviva's plans and current goals and expectations relating to future financial condition, performance, results, strategic initiatives and objectives. Statements containing the words "believes", "intends", "expects", "projects", "plans", "will," "seeks", "aims", "may", "could", "outlook", "likely", "target", "goal", "guidance", "trends", "future", "estimates", "potential" and "anticipates", and words of similar meaning, are forward-looking. By their nature, all forwardlooking statements involve risk and uncertainty. Accordingly, there are or will be important factors that could cause actual results to differ materially from those indicated in these statements. Aviva believes factors that could cause actual results to differ materially from those indicated in forward-looking statements in the presentation include, but are not limited to: the impact of ongoing difficult conditions in the global financial markets and the economy generally; the impact of simplifying our operating structure and activities; the impact of various local and international political, regulatory and economic conditions; market developments and government actions (including those arising from the referendum on UK membership of the European Union): the effect of credit spread volatility on the net unrealised value of the investment portfolio; the effect of losses due to defaults by counterparties, including potential sovereign debt defaults or restructurings, on the value of our investments; changes in interest rates that may cause policyholders to surrender their contracts, reduce the value of our portfolio and impact our asset and liability matching; the impact of changes in short or long term inflation; the impact of changes in equity or property prices on our investment portfolio; fluctuations in currency exchange rates; the effect of market fluctuations on the value of options and guarantees embedded in some of our life insurance products and the value of the assets backing their reserves; the amount of allowances and impairments taken on our investments; the effect of adverse capital and credit market conditions on our ability to meet liquidity needs and our access to capital; changes in, or restrictions on, our ability to initiate capital management initiatives; changes in or inaccuracy of assumptions in pricing and reserving for insurance business (particularly with regard to mortality and morbidity trends, lapse rates and policy renewal rates), longevity and endowments; a cyclical downturn of the insurance industry; the impact of natural and man-made catastrophic events on our business activities and results of operations; our reliance on information and technology and thirdparty service providers for our operations and systems; the inability of reinsurers to meet obligations or unavailability of reinsurance coverage; increased competition in the UK and in other countries where we have significant operations; regulatory approval of extension of use of the Group's internal model for calculation of regulatory capital under the European Union's Solvency II rules; the impact of actual experience differing from estimates used in valuing and amortising deferred acquisition costs ("DAC") and acquired value of in-force business ("AVIF"); the impact of recognising an impairment of our goodwill or intangibles with indefinite lives; changes in valuation methodologies, estimates and assumptions used in the valuation of investment securities; the effect of legal proceedings and regulatory investigations; the impact of operational risks, including inadequate or failed internal and external processes, systems and human error or from external events (including cyber attack); risks associated with arrangements with third parties, including joint ventures; our reliance on thirdparty distribution channels to deliver our products; funding risks associated with our participation in defined benefit staff pension schemes; the failure to attract or retain the necessary key personnel; the effect of systems errors or regulatory changes on the calculation of unit prices or deduction of charges for our unit-linked products that may require retrospective compensation to our customers; the effect of fluctuations in share price as a result of general market conditions or otherwise; the effect of simplifying our operating structure and activities; the effect of a decline in any of our ratings by rating agencies on our standing among customers, broker-dealers, agents, wholesalers and other distributors of our products and services; changes to our brand and reputation; changes in government regulations or tax laws in jurisdictions where we conduct business, including decreased demand for annuities in the UK due to proposed changes in UK law; the inability to protect our intellectual property; the effect of undisclosed liabilities, integration issues and other risks associated with our acquisitions; and the timing/regulatory approval impact, integration risk, and other uncertainties, such as non-realisation of expected benefits or diversion of management attention and other resources, relating to announced acquisitions and pending disposals and relating to future acquisitions, combinations or disposals within relevant industries; the policies, decisions and actions of government or regulatory authorities in the UK, the EU, the US or elsewhere, including the implementation of key legislation and regulation. For a more detailed description of these risks, uncertainties and other factors, please see 'Other information – Shareholder Information – Risks relating to our business' in Aviva's most recent Annual Report. Aviva undertakes no obligation to update the forward looking statements in this presentation or any other forward-looking statements we may make. Forward-looking statements in this presentation are current only as of the date on which such statements are made.





MARK WILSON GROUP CHIEF EXECUTIVE OFFICER



Performance and delivery



Operating profit

£3,010m +12%^{1,2}

Operating EPS +3%^{1,2}



Capital

Solvency II ratio 189%^{3,4}

Capital Generation £3.5bn



Cash

£1,805m cash remittances +20%



Dividend

23.3p per share +12%

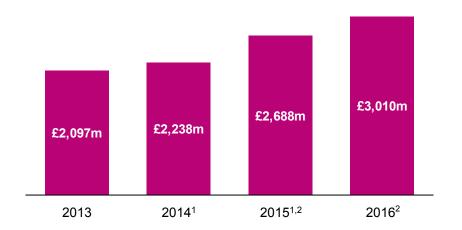
46% pay-out ratio +4pp

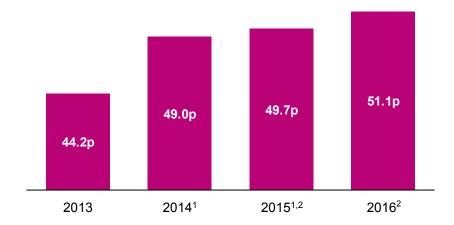


Operating profit



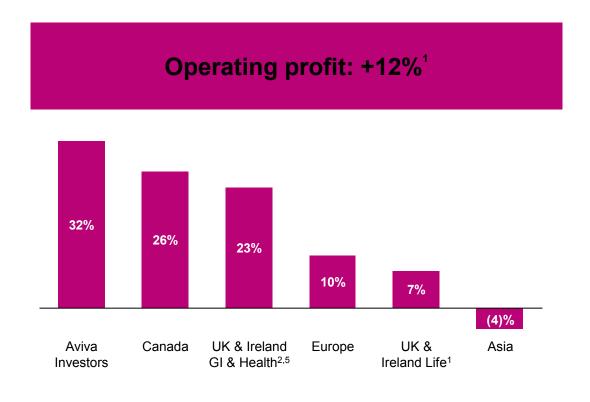








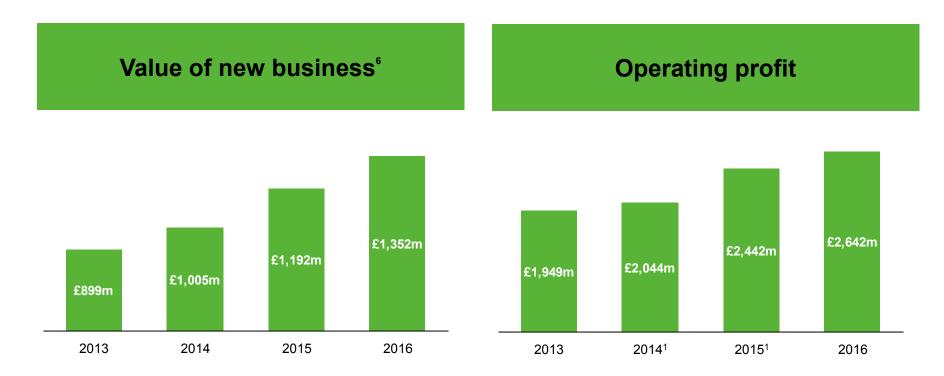
Operating profit – key drivers



- Growth consistent with strategy
- Strong growth performance in AI, Canada and the UK
- Resilient performance in Europe
- Asia: disruption play

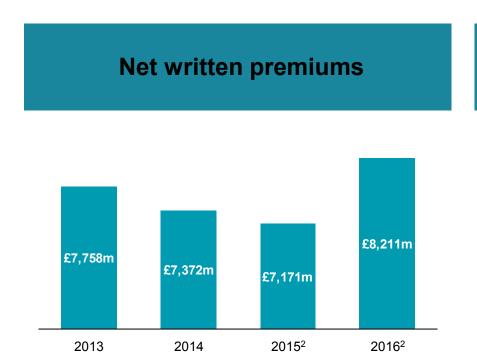


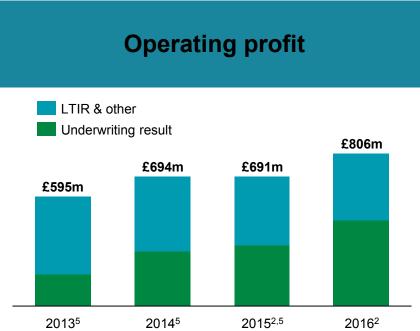
Life insurance – sustained growth





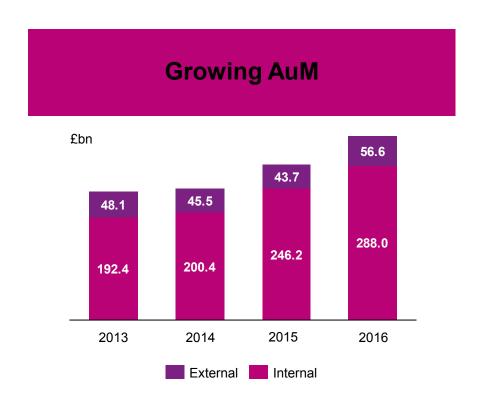
General insurance – returned to growth

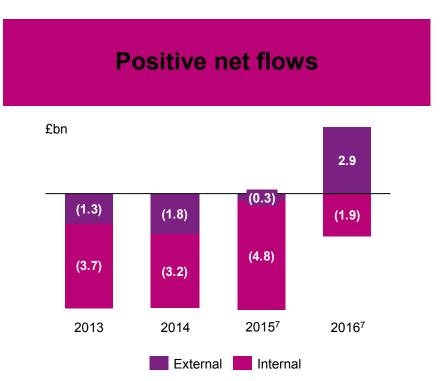






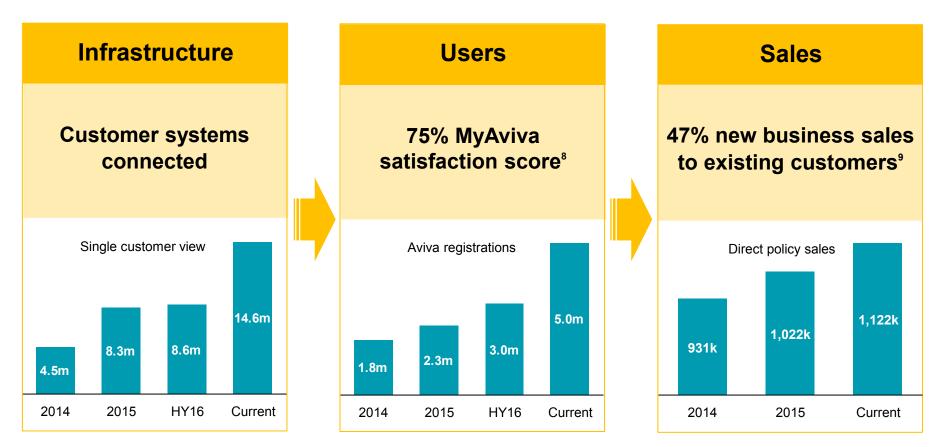
Fund management – strong flows, higher margins



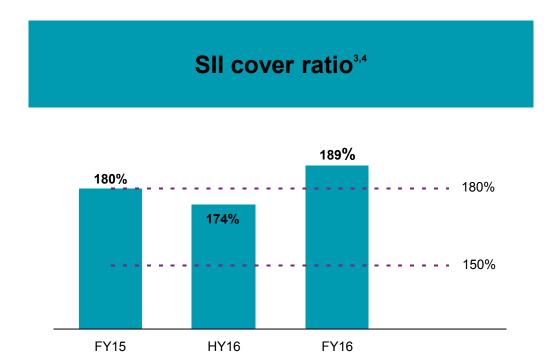




UK Digital – an insurance disruptor



Capital – above working range



SII capital generation £3.5bn

Planning additional capital returns during 2017



Oaks, acorns and apple trees



Oaks

- UK: TCC organisation
- France: Antarius sale for €500m
- Canada: RBCI acquisition, delivering ahead of business case



Acorns

- Aviva Investors: AIMS AuM x3 to £9bn
- UKD: registrations x2 to 5m
- Singapore: 450-strong FA network
- Hong Kong: digital disruptor
 JV with Hillhouse/Tencent

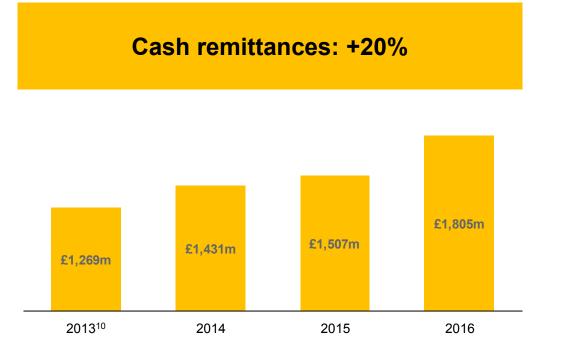


Apple trees

- Italy: strong results
- Spain: examining capital withdrawal
- FPI: under strategic review
- Taiwan: under strategic review



Cash remittances



Friends Life integration additional dividend in 2016

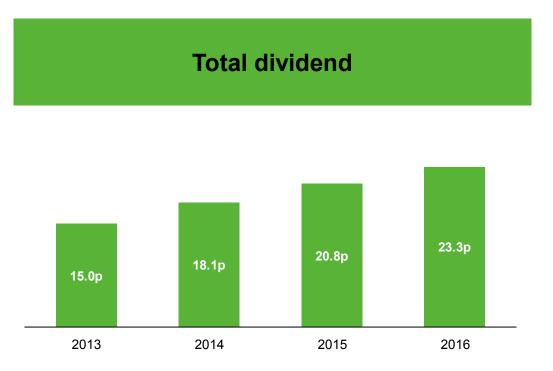
£250m

Target 2016-18

£7bn



Dividend – 46% pay-out ratio









Checklist

12% growth **Grow operating profit** 189%, planning capital returns for 2017 Strong capital 12% growth, 46% pay-out ratio **Grow dividend Friends Life Integration** Integration complete, more cash and capital to come Infrastructure built, user numbers growing **Digital**





TOM STODDARD CHIEF FINANCIAL OFFICER



Growing operating profit

Operating profit (£m)	FY15	FY16	Change
UK & Ireland life ¹	1,455	1,555	7%
UK & Ireland general insurance & health ^{2,5}	384	471	23%
Aviva Investors	105	139	32%
Canada	214	269	26%
Europe	880	964	10%
Asia	238	228	(4)%
Corporate costs, non insurance & other	(179)	(205)	(14)%
Group debt & other interest costs ⁵	(409)	(411)	-
Operating profit ^{1,2}	2,688	3,010	12%

Operating profit £3,010m^{1,2}

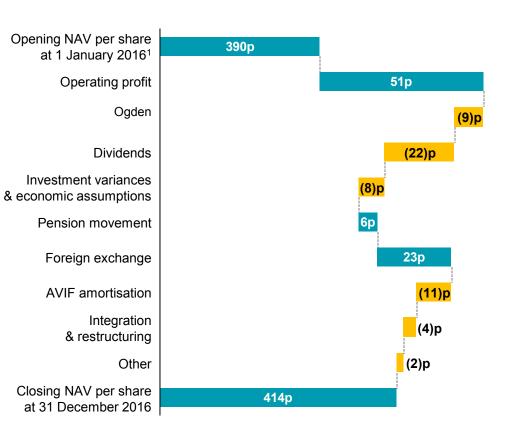
Up 12%

Operating EPS 51.1p^{1,2}

Up 3%



NAV – up 6% driven by operating profit & FX



Integration & restructuring costs

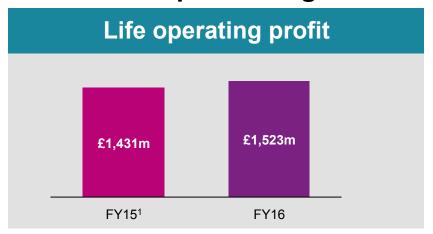
Down 44%

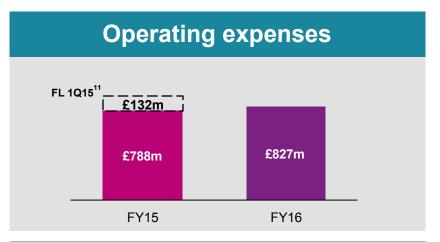
Basic EPS: 15.3p

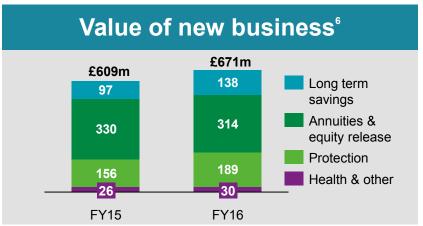
Down 34%

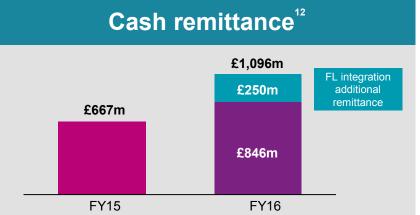


UK Life – discipline and growth







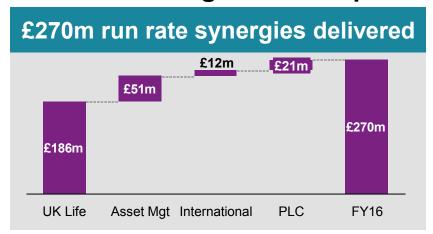


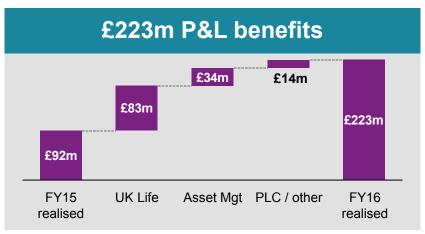
UK Life profit drivers

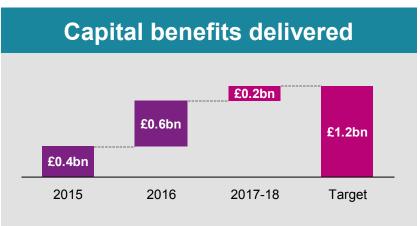
	Operating profit						
		FY15 ¹ £m	FY16 £m	FY16 Bps / Margin	Bps / Margin basis	Target Range	
New Business	Long Term Savings	(79)	(77)	n/a	New business strain	(90)-(100)	
	Annuities & Equity Release	292	305	11%	PVNBP	7.5-8.5%	
	Protection	70	118	54%	APE	40-50%	
ess	Long Term Savings	181	219	25 bps	Opening assets	25-30bps	
Existing Business	Annuities & Equity Release	227	351	67 bps	Opening assets	55-70bps	
	Protection	89	124	8%	In-force premiums	7.5-8.5%	
	Legacy	341	332	40 bps	Opening assets	35-40bps	
	Other ¹³	310	151				
	Total	1,431	1,523				

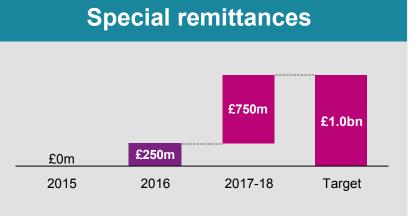


Friends Life integration complete – more cash to come



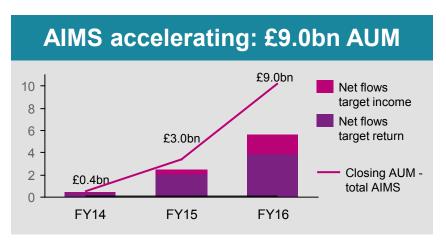


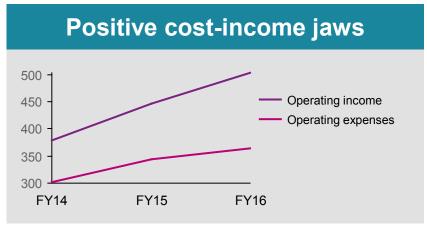


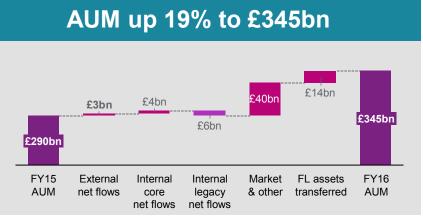


Aviva Investors – a breakout year

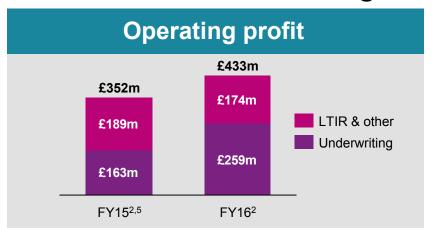


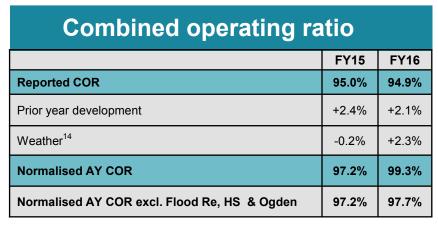


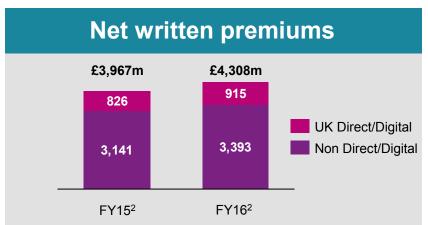


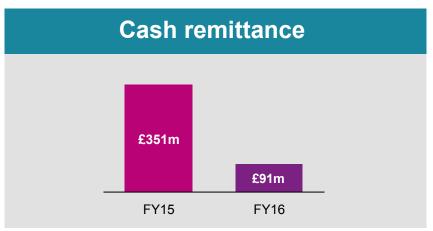


UK & Ireland GI – returned to growth





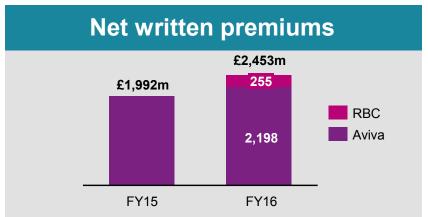


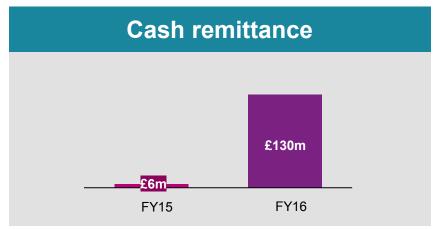


Canada – consistent strength

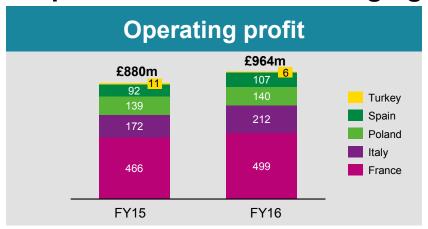


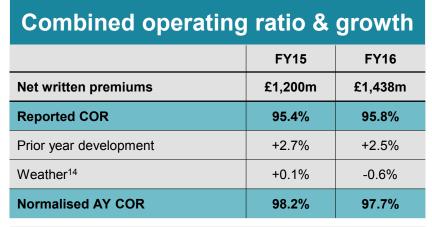
Combined operating ratio					
	FY15	FY16			
Reported COR	93.8%	94.6%			
Prior year development	+4.4%	+5.4%			
Weather ¹⁴	+0.7%	-0.7%			
Normalised AY COR	98.9%	99.3%			

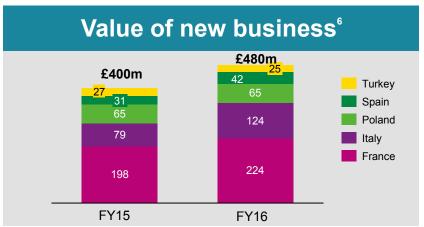


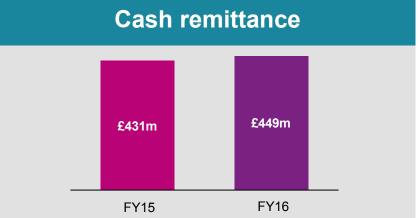


Europe – resilient in a challenging environment



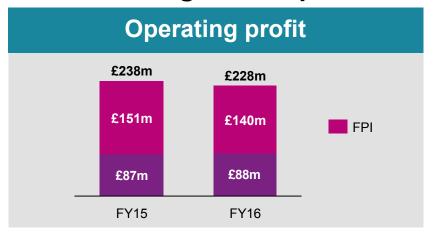




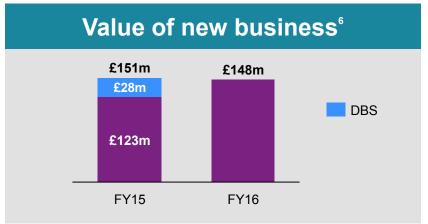


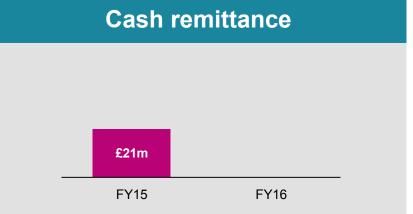


Asia – investing in disruption

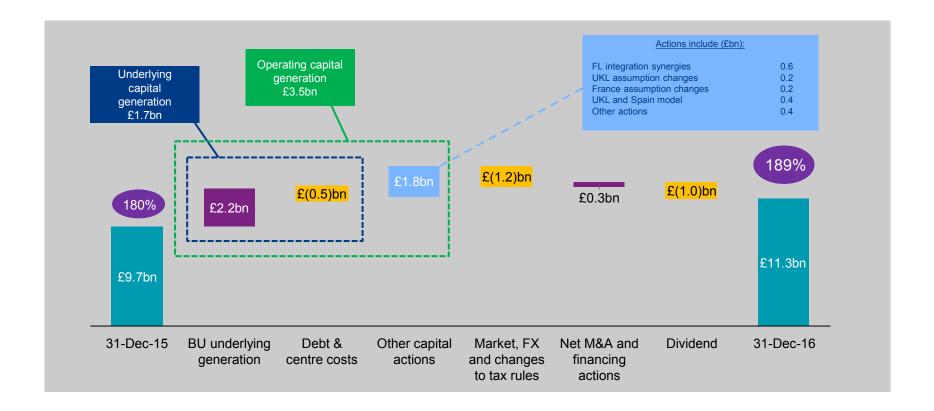






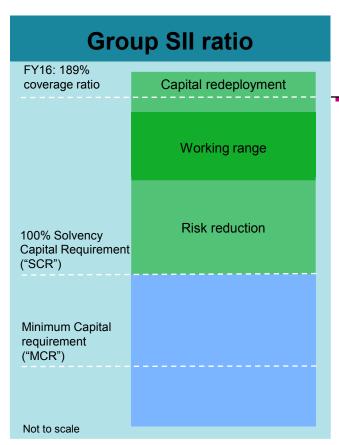


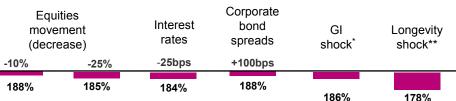
Strong capital generation drives increased coverage ratio





Sensitivities remain resilient to stresses





Excess capital provides flexibility to consider:

- Organic growth capital to support distribution;
- Bolt-on acquisitions strengthen core markets;
- Share re-purchase program or special dividend; and
- Paying down hybrid debt obligations



^{* 5%} increase in gross loss ratio ** 5% decrease in mortality rates for annuity business

Capital strength supportive of growth

Extended pipeline of capital capacity

Existing surplus

- 189% S2 ratio
- •£1.8bn centre cash

Capital generation

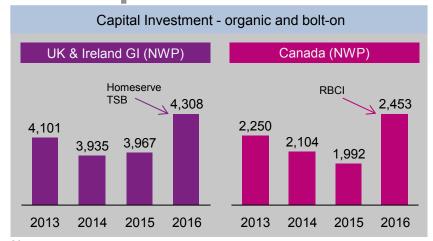
- Organic generation
 - Capital actions

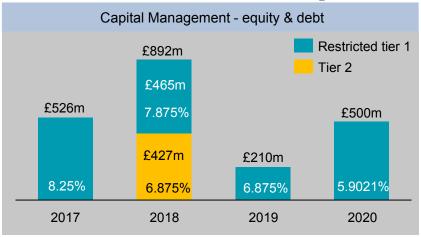
Optimisation

- Business/product mix
 - Model refinements

Strategic choices

- Capital reallocation
- Simplify and strength





All debt instruments have been presented at optional first call dates at nominal values converted to GBP using 31 December 2016 rates.



Performance and delivery



Operating profit

£3,010m +12%^{1,2}

Operating EPS +3%^{1,2}



Capital

Solvency II ratio 189%^{3,4}

Capital Generation £3.5bn



Cash

£1,805m cash remittances +20%



Dividend

23.3p per share +12%

46% pay-out ratio +4pp





MARK WILSON GROUP CHIEF EXECUTIVE OFFICER



Q&A

Footnotes

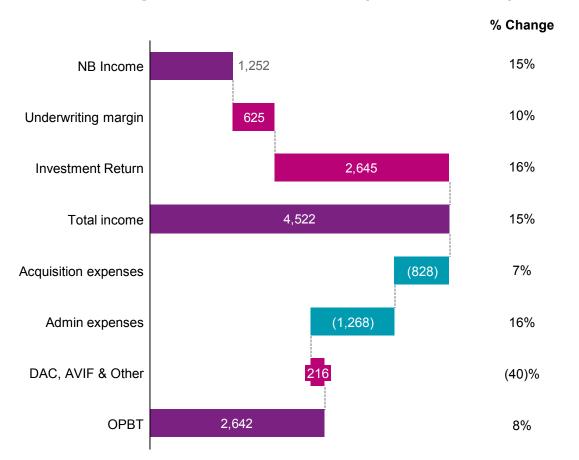
- 1. Following a correction to accounting and modelling for annual management charge rebates in UK Life, prior year comparatives have been restated. This has led to an increase in operating profit and profit before tax of £23m for 2015 and an increase in opening retained earnings for 2015 of £20 million with an increase in equity at 31 December 2015 of £38m. See note B2 of the preliminary results for details.
- 2016 and 2015 exclude the impact from an outward quota share reinsurance agreement written in 2015 and completed in 2016 in Aviva Insurance Limited (AIL) and the effects of Ogden in 2016.
- 3. The estimated Solvency II position includes an estimated adverse impact of a notional reset of the transitional measure on technical provisions ('TMTP') to reflect interest rates at 31 December 2016. Removing this notional reset of TMTP would increase the estimated Solvency II surplus by £0.4 billion. Amortisation of TMTP since 1 January 2016 is also reflected. Also included are the proforma impacts of the disposal of Aviva's 50% shareholding in Antarius to Sogecap expected to complete on 1 April 2017 (£0.2 billion increase to surplus) and a future change to UK tax rules restricting the tax relief that can be claimed in respect of tax losses (£0.4 billion decrease to surplus).
- 4. The estimated solvency II ratio represents the shareholder view. This excludes the contribution to Group Solvency Capital Requirement (SCR) and Group Own Funds of fully ring fenced with-profits funds of £2.9 billion (2015: £2.7 billion) and staff pension schemes in surplus £1.1 billion (2015: £0.7 billion) these exclusions have no impact on Solvency II surplus.
- 5. General insurance & health operating profit rebased for the reduction in the AGH loan
- 6. On an MCEV basis
- 7. Excludes transfers from Friends Life
- 8. Proportion of customers scoring 8 10 in our online MyAviva survey in response to being asked: how satisfied are you with your online experience today?
- 9. Proportion of Aviva motor and home sales to existing direct customers
- 10. Dividends only, does not include interest remitted
- 11. Unaudited management information using Aviva methodology
- 12. Includes remittances from Ireland following the transfer of ALPI into the UK business
- 13. Other represents changes in assumptions and modelling, other non-recurring product specific items, and non product specific items.
- (Over)/under long term average
- 15. 2015 comparatives have been restated to exclude c.£0.9 billion of goodwill which does not support the general insurance and health business for capital purposes and is included in 'Corporate and Other Business'. There is no impact on Group return on equity as a result of this restatement.

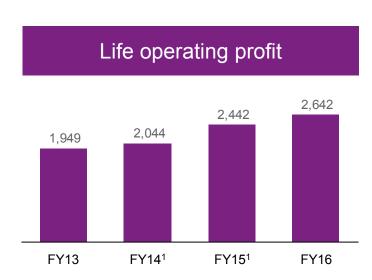


Appendix

Life

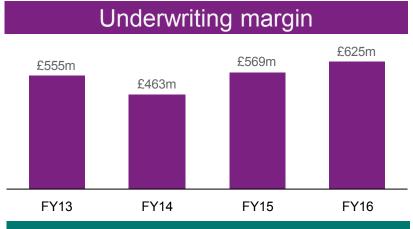
Operating profit snapshot (Global Life)



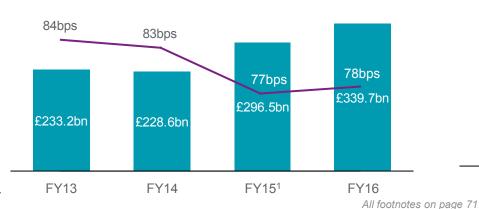




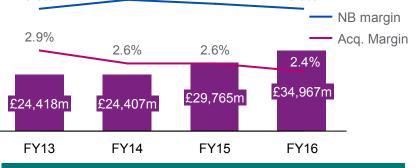
Profit drivers (Global life)



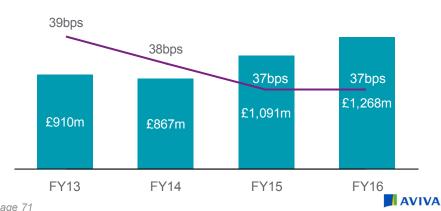
Investment return (AUM / margin)



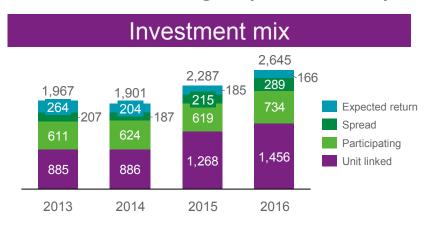




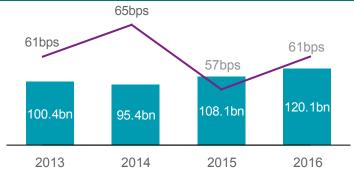
Admin expenses & unit cost



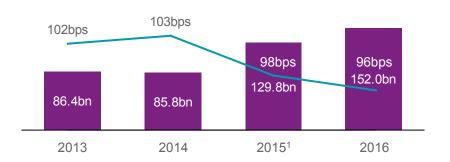
Investment margin (Global life)



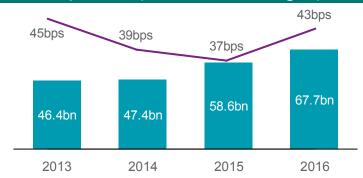
Participating (reserves/bonus)



Unit linked (reserves/AMC)



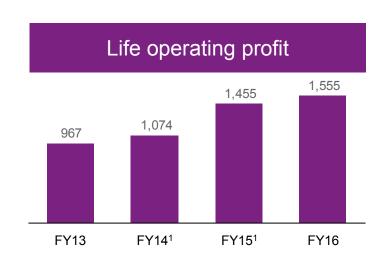
Spread (reserves/margin)





Life operating profit snapshot (UK & Ireland)



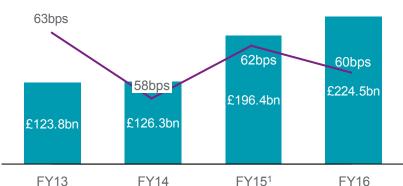




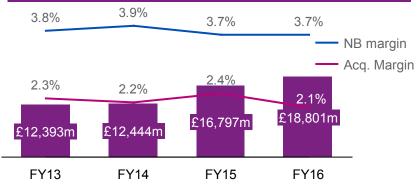
Life profit drivers (UK & Ireland)



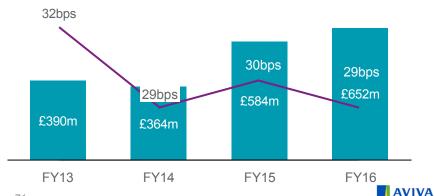
Investment return (AUM / margin)



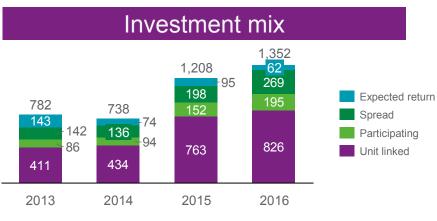
New business (PVNBP)



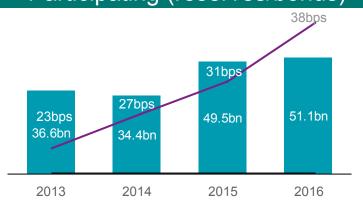
Admin expenses & unit cost



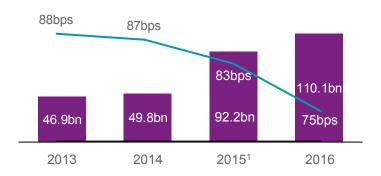
Life investment margin (UK & Ireland)



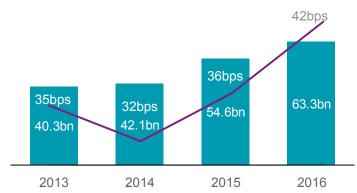
Participating (reserves/bonus)



Unit linked (reserves/AMC)

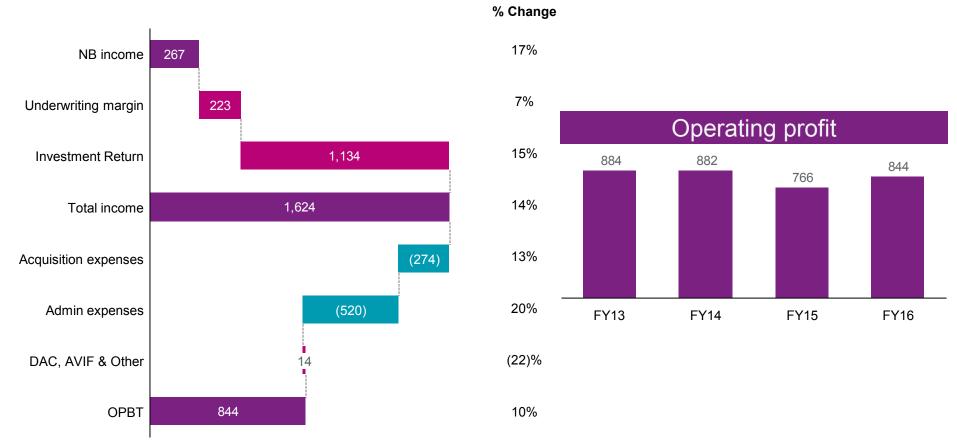


Spread (reserves/margin)





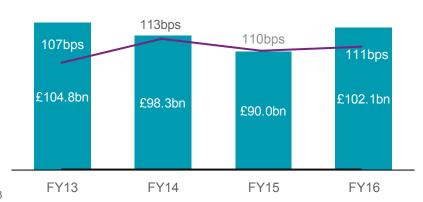
Life operating profit snapshot (Europe)



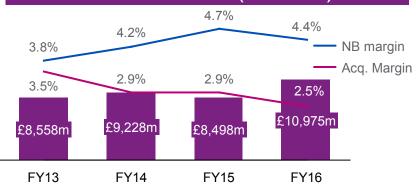
Life profit drivers (Europe)



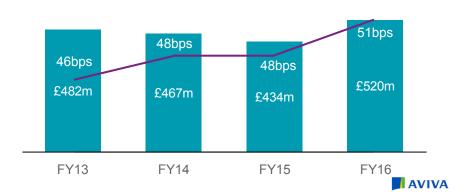
Investment return (AUM / margin)







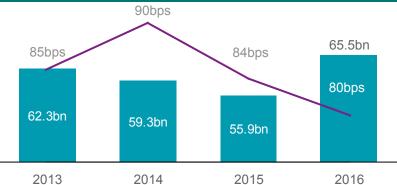
Admin expenses & unit cost



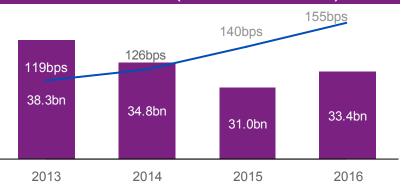
Life investment margin (Europe)



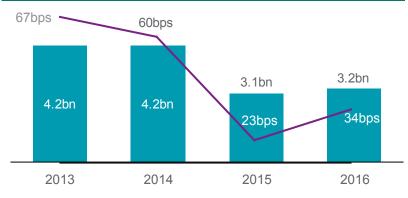
Participating (reserves/bonus)





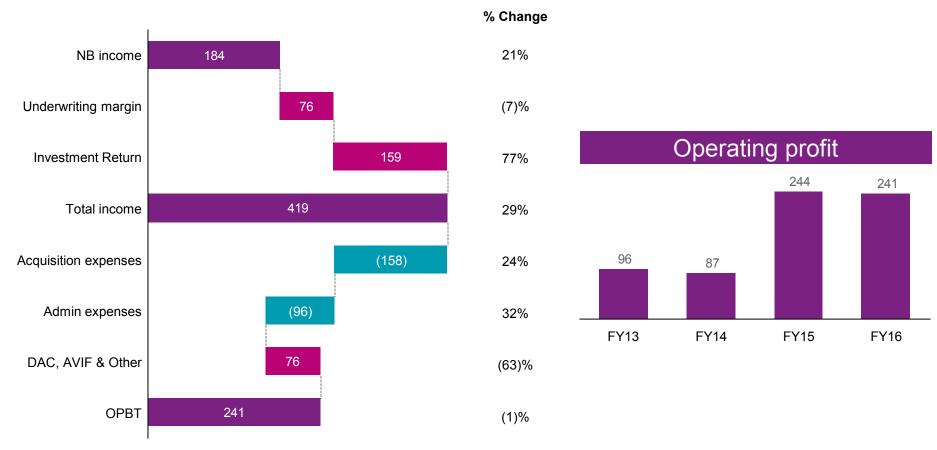


Spread (reserves/margin)



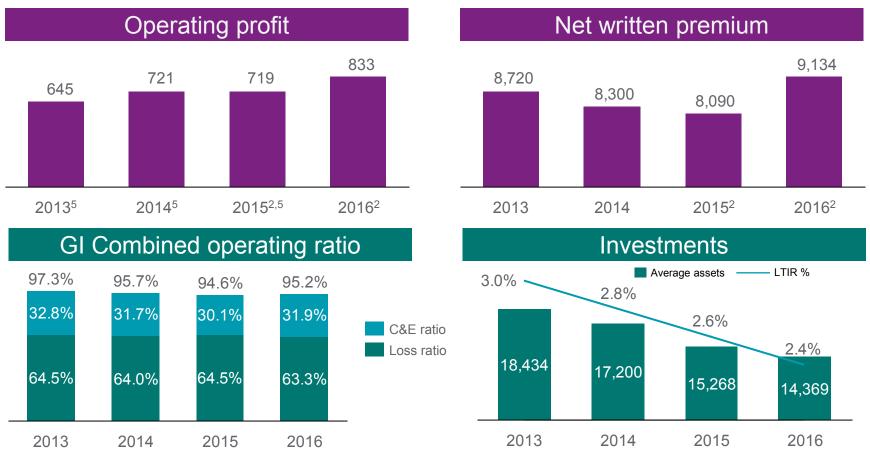


Operating profit snapshot (Asia life)

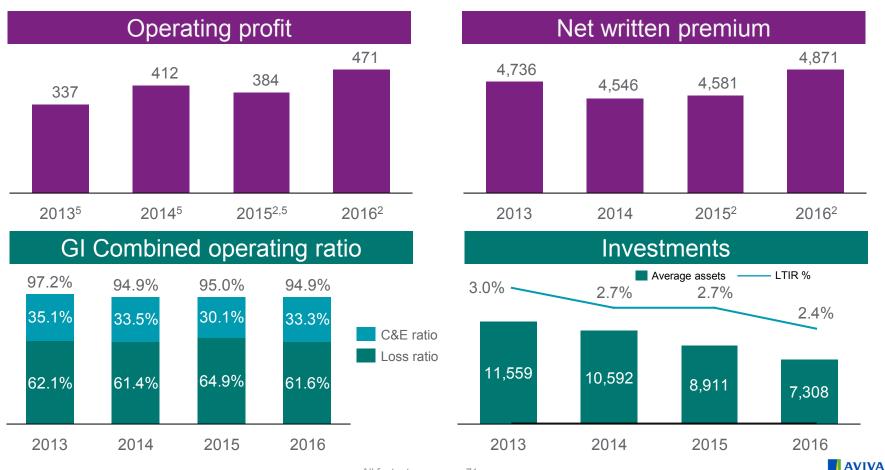


General insurance & health

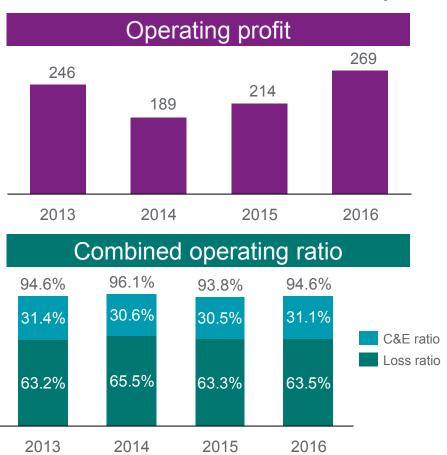
General insurance and health (Group)

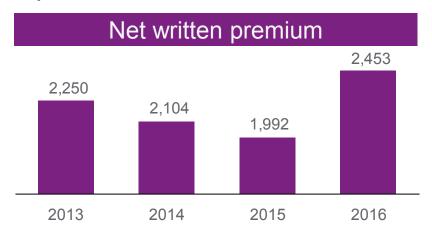


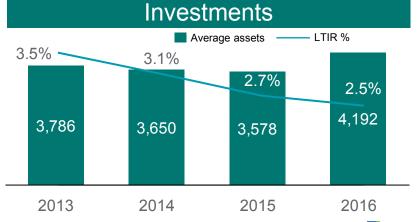
General insurance and health (UK & Ireland)



General insurance and health (Canada)



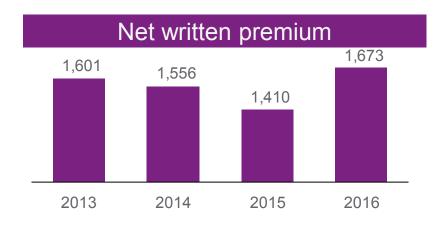


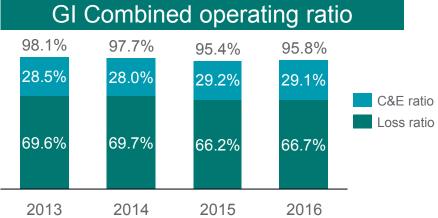


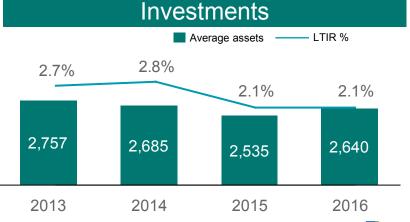


General insurance and health (Europe)











Earnings per share

Operating earnings per share

	FY15	FY16
Group operating profit	2,668	3,010
Less operating tax	(603)	(706)
Minority Interest	(152)	(147)
DCI and fixed rate tier 1 notes	(57)	(68)
Preference shares	(17)	(17)
Total operating earnings after tax, MI & DCI and preference shares	1,859	2,072
Weighted average number of shares	3,741	4,051
Operating earnings per share	49.7p	51.1p

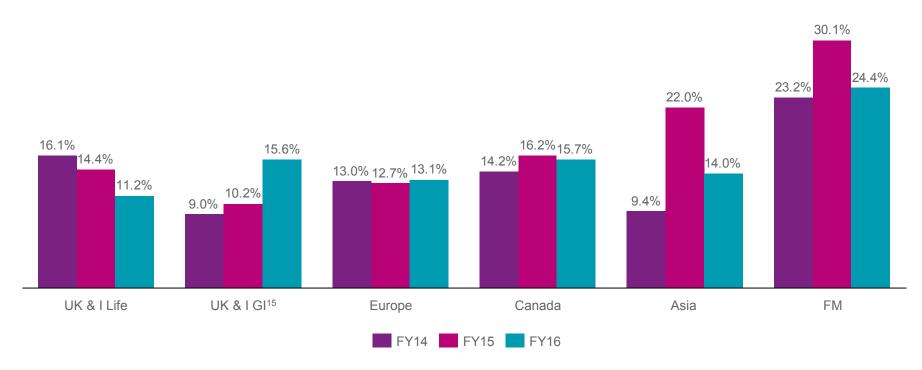


Basic earnings per share

	FY15	FY16
Operating profit attributable to shareholders	1,859	2,072
Investment return variances and economic assumption changes on long-term business	(37)	270
Short-term fluctuation in return on investments backing non long-term business	(62)	(398)
Economic assumption changes on GI & Health business	(80)	(193)
Impairment of goodwill, joint ventures and associates and other amounts expensed	(22)	-
Amortisation and impairment of intangibles	(121)	(137)
Amortisation and impairment of acquired value of in-force business	(376)	(455)
Profit on disposal and remeasurement of subsidiaries, JVs and associates	2	(16)
Impact of Ogden	-	(380)
Integration and restructuring costs and other	(301)	(145)
Profit attributable to ordinary shareholders	862	618
Weighted average number of shares	3,741	4,051
Basic earnings per share	23.1p	15.3p

Returns

Operating return on total capital employed



2015 and 2016 reflect the adverse the impact from the higher weighted average shareholder equity following the acquisition of the Friends Life business on 10 April 2015.



Operating return on total capital employed & return on equity



2015 and 2016 reflect the adverse the impact from the higher weighted average shareholder equity following the acquisition of the Friends Life business on 10 April 2015.



Analysis of operating return on equity

Operating return				
£m	Before tax	After tax	Weighted average shareholders' funds including non-controling interests	Return on Equity %
UK & Ireland Life	1,555	1,262	11,218	11.2%
UK & Ireland GI and Health	471	380	2,431	15.6%
Europe	964	674	5,160	13.1%
Canada	269	197	1,256	15.7%
Asia	228	216	1,548	14.0%
Fund management	138	104	426	24.4%
Corporate and Other Business	(227)	(219)	4,850	n/a
Return on total capital employed	3,398	2,614	26,889	9.7%
Subordinated debt	(387)	(309)	(6,907)	4.5%
Senior debt	(1)	(1)	(869)	0.1%
Return on total equity	3,010	2,304	19,113	12.1%
Less: Non-controlling interests		(147)	(1,279)	11.5%
Direct capital instrument and tier 1 notes		(68)	(1,123)	6.1%
Preference capital		(17)	(200)	8.5%
Return on equity shareholders' funds		2,072	16,511	12.5%

Capital & cash flows

Solvency II own funds by tier

Regulatory view*			
FY16	£bn	% of SCR	% of own funds
Tier 1	21.8	132%	77%
T1 unrestricted	18.8	114%	66%
T1 restricted	3.0	18%	11%
Tier 2	6.3	38%	22%
Tier 3	0.4	3%	1%
	28.5	173%	100%

^{*}Estimated, subject to publication in May 2017

Shareholder view

- Regulatory view adjusted by £4bn due to with-profits funds, pension scheme and other pro-forma adjustments
- Shareholder view coverage ratio of 189%



Solvency II – sensitivities

Impact on Solvency cover ratio (SCR)

31/12/2016 SCR: 189%

25bps increase in interest rate	4%
100bps increase in interest rate	18%
25bps decrease in interest rate	(5)%
50bps decrease in interest rate	(11)%
10% increase in market value of equity	2%
10% decrease in market value of equity	(1)%
25% decrease in market value of equity	(4)%
50bps increase in Corporate Bond spread	0%
100bps increase Corporate Bond spread	(1)%
50bps decrease in Corporate Bond spread	(2)%
10% increase in maintenance and investment expenses	(7)%
10% increase in lapse rates	(1)%
5% increase in mortality / morbidity rates – life assurance	(1)%
5% decrease in mortality rates – annuity business	(11)%
5% increase in gross loss ratios	(3)%

Subordinated Debt Profile



All debt instruments have been presented at optional first call dates at nominal values converted to GBP using 31 December 2016 rates.

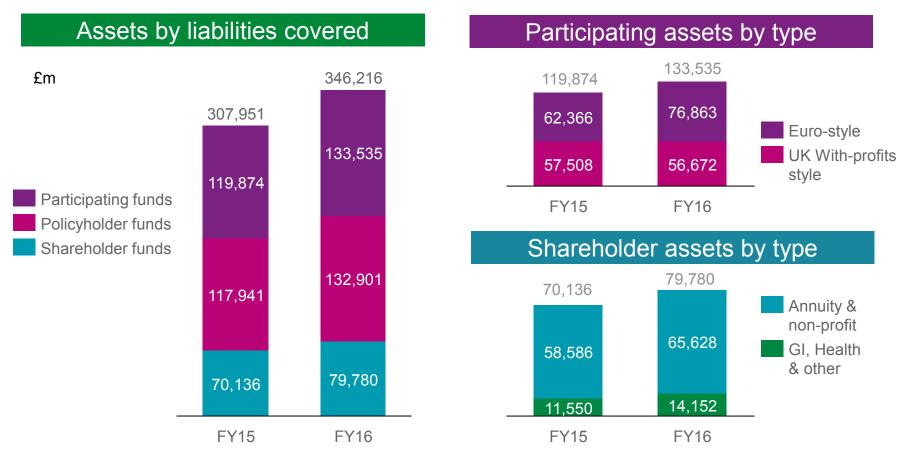


2016 excess centre cash flow

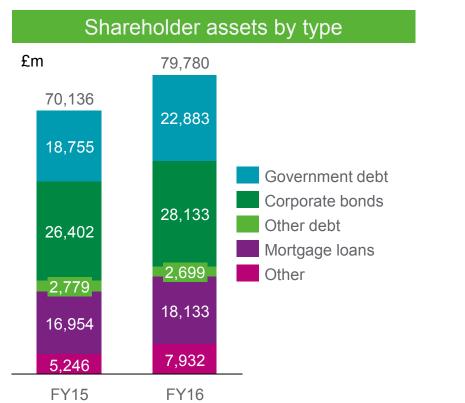


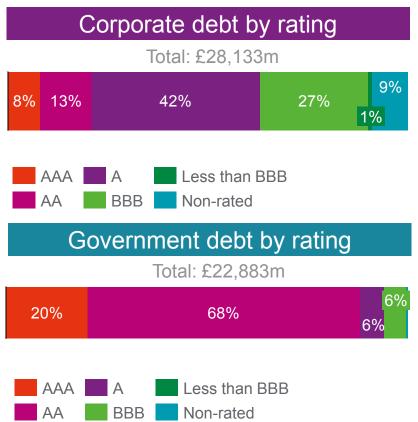
Balance sheet

Total managed assets



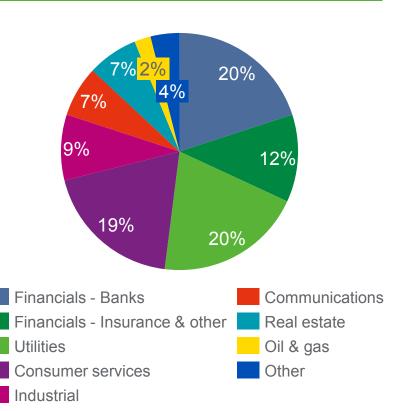
Shareholder assets



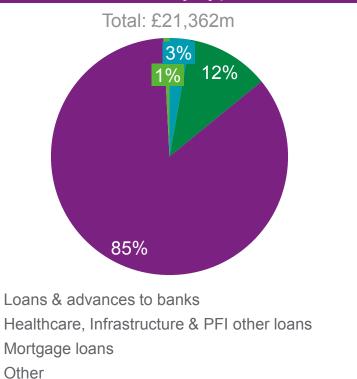


Shareholder assets

Corporate bonds by industry

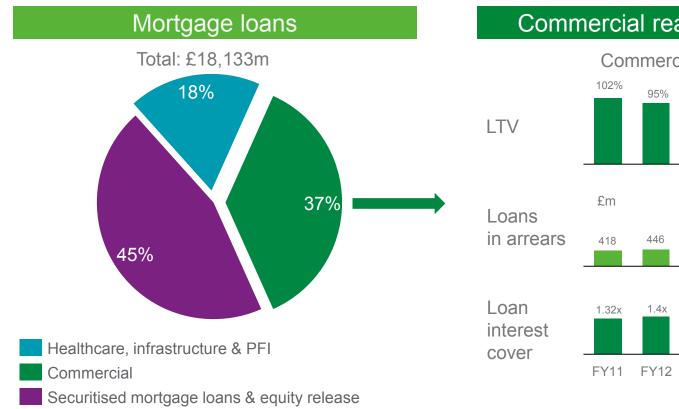


Loans by type

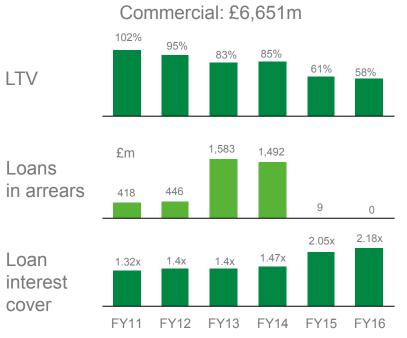




Shareholder assets – Mortgage loans



Commercial real estate portfolio



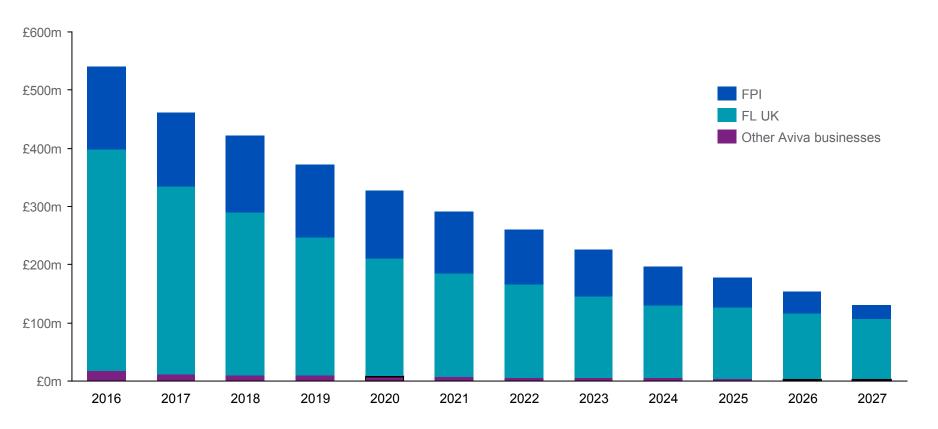


Other

France – Antarius pro-forma

Key metrics – France adjusted for Antarius			
£m	FY16	FY16 (excl. Antarius)	
Operating profit before tax (gross of tax & MI)	481	403	
Net profit after tax (after tax & MI)	200	174	
Value of new business (MCEV basis)	224	192	

Estimated amortisation of acquired value of in-force



This is our current estimated projection and is subject to a variety of factors including the effects of markets.



Footnotes

- 1. Following a correction to accounting and modelling for annual management charge rebates in UK Life, prior year comparatives have been restated. This has led to an increase in operating profit and profit before tax of £23m for 2015 and an increase in opening retained earnings for 2015 of £20 million with an increase in equity at 31 December 2015 of £38m. See note B2 of the preliminary results for details.
- 2. 2016 and 2015 exclude the impact from an outward quota share reinsurance agreement written in 2015 and completed in 2016 in Aviva Insurance Limited (AIL) and the effects of Ogden in 2016.
- 3. The estimated Solvency II position includes an estimated adverse impact of a notional reset of the transitional measure on technical provisions ('TMTP') to reflect interest rates at 31 December 2016. Removing this notional reset of TMTP would increase the estimated Solvency II surplus by £0.4 billion. Amortisation of TMTP since 1 January 2016 is also reflected. Also included are the proforma impacts of the disposal of Aviva's 50% shareholding in Antarius to Sogecap expected to complete on 1 April 2017 (£0.2 billion increase to surplus) and a future change to UK tax rules restricting the tax relief that can be claimed in respect of tax losses (£0.4 billion decrease to surplus).
- 4. The estimated solvency II ratio represents the shareholder view. This excludes the contribution to Group Solvency Capital Requirement (SCR) and Group Own Funds of fully ring fenced with-profits funds of £2.9 billion (2015: £2.7 billion) and staff pension schemes in surplus £1.1 billion (2015: £0.7 billion) these exclusions have no impact on Solvency II surplus.
- 5. General insurance & health operating profit rebased for the reduction in the AGH loan.
- 6. On an MCEV basis.
- 7. Excludes transfers from Friends Life.
- 8. Proportion of customers scoring 8 10 in our online MyAviva survey in response to being asked: how satisfied are you with your online experience today?
- 9. Proportion of Aviva motor and home sales to existing direct customers.
- 10. Dividends only, does not include interest remitted.
- 11. Unaudited management information using Aviva methodology
- 12. Includes remittances from Ireland following the transfer of ALPI into the UK business.
- 13. Other represents changes in assumptions and modelling, other non-recurring product specific items, and non product specific items.
- (Over)/under long term average.
- 15. 2015 comparatives have been restated to exclude c.£0.9 billion of goodwill which does not support the general insurance and health business for capital purposes and is included in 'Corporate and Other Business'. There is no impact on Group return on equity as a result of this restatement.

