

---

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

---

**FORM 8-K**

---

**CURRENT REPORT**  
**Pursuant to Section 13 or 15(d)**  
**of The Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): May 25, 2016**

---

**AMERICAN INTERNATIONAL GROUP, INC.**

(Exact name of registrant as specified in its charter)

---

**Delaware**  
(State or other jurisdiction  
of incorporation)

**1-8787**  
(Commission  
File Number)

**13-2592361**  
(IRS Employer  
Identification No.)

**175 Water Street**  
**New York, New York 10038**  
(Address of principal executive offices)

**Registrant's telephone number, including area code: (212) 770-7000**

(Former name or former address, if changed since last report.)

---

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e4(c) under the Exchange Act (17 CFR 240.13e-4(c))
- 
-

## **Section 7 — Regulation FD**

### **Item 7.01. Regulation FD Disclosure.**

American International Group, Inc. (the “Company”) is furnishing an amended slide 26a and updated slides 31, 35, 37, 38 and 39, which have been added to the Investor Presentation that was furnished to the Securities and Exchange Commission on January 26, 2016, as supplemented on February 2, 2016 and updated on March 16 and March 31, 2016, (including all supplements and updates, the “Supplemented Investor Presentation”) attached hereto as Exhibit 99.1 to this Current Report on Form 8-K. The Supplemented Investor Presentation, which the Company may use from time to time in presentations to investors and other stakeholders, will also be available on the Company’s website at [www.aig.com](http://www.aig.com).

The information in this Current Report on Form 8-K, including the exhibit hereto, shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. Furthermore, Item 7.01 of this Current Report on Form 8-K, including the exhibit hereto, shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934.

## **Section 9 — Financial Statements and Exhibits**

### **Item 9.01. Financial Statements and Exhibits.**

#### **(d) Exhibits.**

99.1 Supplemented Investor Presentation dated May 25, 2016 (furnished and not filed for purposes of Item 7.01).

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**AMERICAN INTERNATIONAL GROUP, INC.**

(Registrant)

Date: May 25, 2016

By: /s/ James J. Killerlane III

Name: James J. Killerlane III

Title: Associate General Counsel and Assistant Secretary

**EXHIBIT INDEX**

<u>Exhibit No.</u>	<u>Description</u>
99.1	Supplemented Investor Presentation dated May 25, 2016 (furnished and not filed for purposes of Item 7.01).





## Strategic Actions to Maximize Shareholder Value

January 26, 2016

# Cautionary Statement Regarding Forward Looking Information and Other Matters

This document and the remarks made within this presentation 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 “will,” “believe,” “anticipate,” “expect,” “intend,” “plan,” “focused on achieving,” “view,” “target,” “goal,” or “estimate.” 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; negative impacts on customers, business partners and other stakeholders; 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; AIG’s ability to successfully manage run-off insurance portfolios; AIG’s ability to successfully reduce costs and expenses and make business and organizational changes without negatively impacting client relationships or AIG’s competitive position; AIG’s ability to successfully dispose of, or monetize, businesses or assets; judgments concerning the recognition of deferred tax assets; judgments concerning estimated restructuring charges and estimated cost savings; and such other factors discussed in Part II, Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations and Part I, Item 1A. Risk Factors in AIG’s Annual Report on Form 10-K for the year ended December 31, 2015.

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. This document and the remarks made orally may also contain certain non-GAAP financial measures. The reconciliation of such measures to the most comparable GAAP measures in accordance with Regulation G is included in the Fourth Quarter 2015 Financial Supplement available in the Investor Information section of AIG’s corporate website, [www.aig.com](http://www.aig.com), as well as in the Appendix to this presentation.

Nothing in this presentation or in any oral statements made in connection with this presentation is intended to constitute, nor shall it be deemed to constitute, an offer of any securities for sale or the solicitation of an offer to purchase any securities in any jurisdiction.





## Douglas M. Steenland, Non-Executive Chairman

"AIG is committed to serving all its stakeholders by:

- i) delivering first quartile total shareholder return to its shareholders,
- ii) providing risk expertise and dependable long-term balance sheet strength for its customers,
- iii) having a culture of strict adherence to both the letter and spirit of regulatory requirements; and
- iv) maintaining an environment that attracts and retains world class employees."

"Over the past several years, AIG has had superior total shareholder returns, and tens of billions of dollars have been unlocked for shareholders. The Board and management are committed to continuing to deliver shareholder value."

## Peter D. Hancock, President and CEO

"Today, AIG announces steps to narrow its focus, improve its financial performance, and return capital to shareholders. While we take these steps to maximize shareholder value, we continue to think holistically about all of our stakeholders. Importantly, we are committed to being our clients' most valued insurer."



# AIG Announces Actions to Create a Leaner, More Profitable and Focused Insurer

## 2016-2017 Board Approved Actions

### Strategic Actions

- Return at least \$25 bn of capital to shareholders
- Pursue an active divestiture program, including initially the 19.9% IPO of UGC as first step towards full separation and sale of AIG Advisor Group, while preserving the value of deferred tax assets
- Could consider separation of even larger modular business units of the Commercial and Consumer segments over time with deferred tax asset (DTA) utilization, contingent on improvements in the credit risk profile and operating performance

### Organizational Changes

- Reorganizing operating model into “modular”, self-contained business units to enhance transparency and accountability, driving performance improvement and strategic flexibility over time
- Introduce new Legacy Portfolio, including the 24% capital allocated, to enhance transparency and highlight the progress to over 10% ROE<sup>(1)</sup> by 2017 for Operating Portfolio

### Operating Improvements

- Reduce firmwide general operating expenses (GOE)<sup>(1)</sup> by \$1.6 bn
- Improve Commercial P&C accident year loss ratio<sup>(1)</sup> by 6 points



Notes: (1) Non-GAAP financial measure. See appendix.

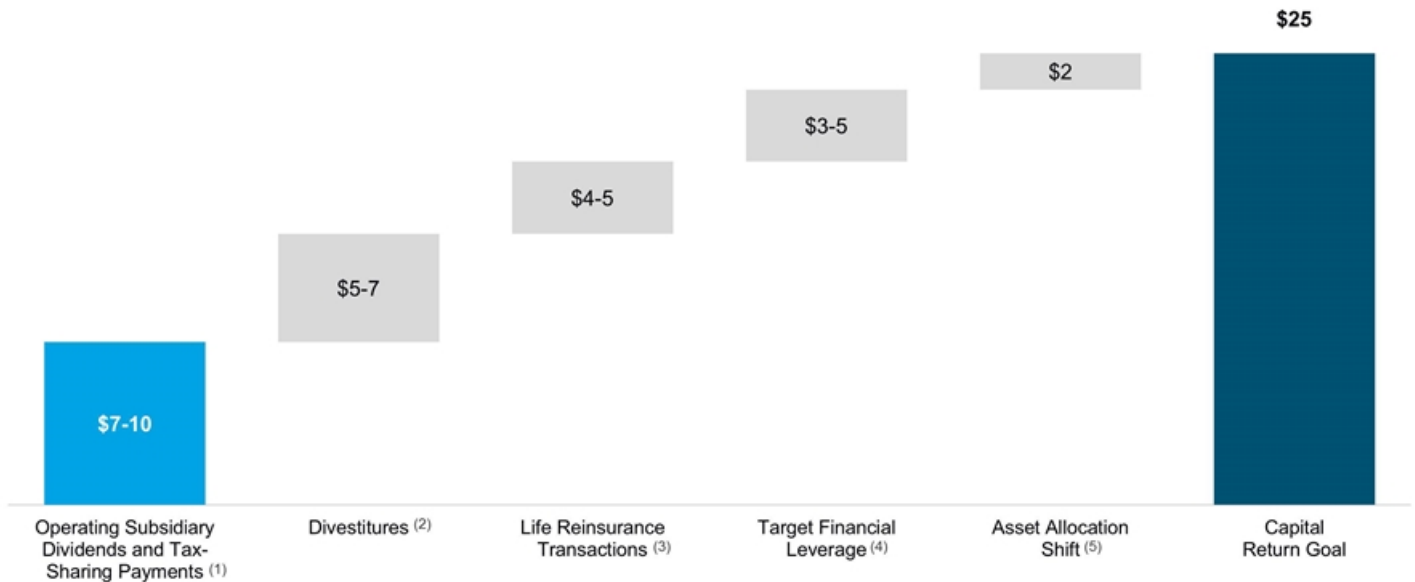
Updated March 16, 2016

# Return Significant Capital to Our Shareholders in 2016-2017

Return at least \$25 bn of capital to shareholders through dividends and share repurchases

Capital return goal can be achieved notwithstanding strengthening of reserves in 4Q'15

## Projected Sources for 2016-2017 Capital Return Goal (\$ bn)



Notes: (1) Dividends and tax-sharing payments (including monetization of deferred tax asset) to Parent, net of Parent operating expenses, debt interest expense, and capital contributions. (2) Includes 19.9% IPO of UGC. (3) Series of reinsurance transactions on certain books of life insurance liabilities in process. (4) Contingent on improvements in operating performance and interest coverage. (5) Plan to monetize a significant portion of our hedge fund investments to reduce capital charges and increase projected distributions.



# Divestitures – No Sacred Cows

Specific actions taken and a clear framework for future transactions

## Announced Divestitures

- UGC – planned IPO of up to 19.9% in mid-2016, subject to regulatory and GSE approval, as first step towards full separation
- AIG Advisor Group – announced sale to Lightyear Capital and PSP Investments; expected closing in 2Q 2016, subject to regulatory approval

## Strategic Framework for Evaluating Divestitures

### Does the business help us...

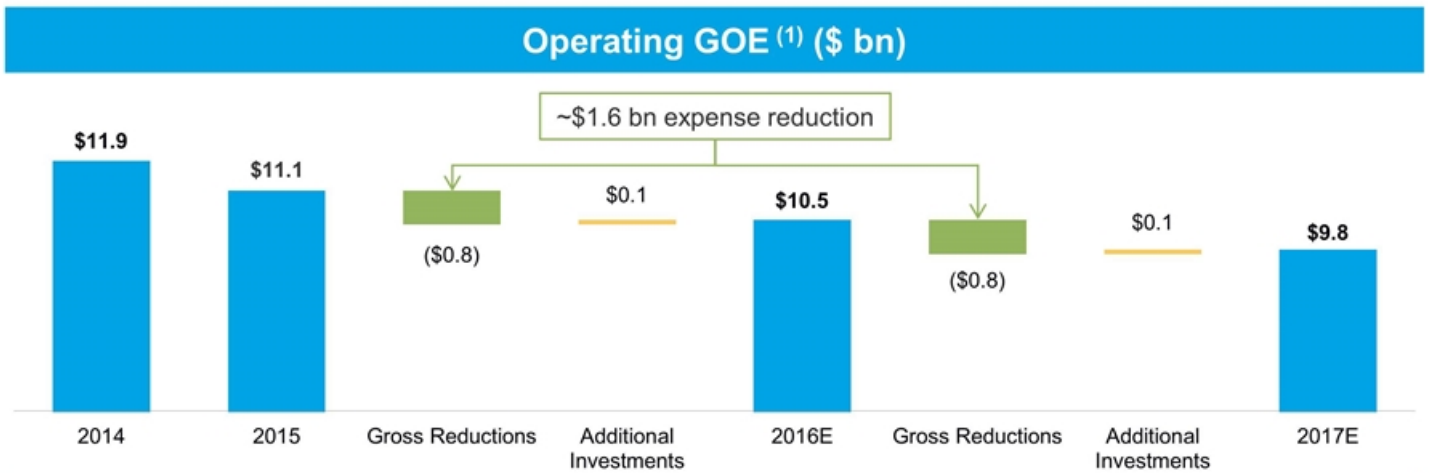
- Meet or exceed the cost of capital?
- Create diversification benefits, capital efficiencies or scale economies?
- Maintain a competitive advantage?
- Create client specific insight and risk expertise through proprietary data, analytics and research?
- Enhance our ability to serve clients?
- Optimize free cash flow profile to support active capital management?
- Preserve strong credit ratings and key stakeholder relations?
- Maximize value of deferred tax asset?

If the answer is “no” to some or a majority of these questions, then we will explore alternatives, including exiting such businesses opportunistically and to maximize value

# Substantial Expense Reductions

Reduce GOE by an additional ~\$1.6 bn by 2017 (~\$1.4 bn net of reinvestments), while preserving our focus on customers and strong controls

Gross reductions represent 14% of 2015 GOE over two-year period



## Selected 2016-2017 Actions

- Continue to consolidate activities and de-layer
- Increase utilization of shared services and outsourcing
- Continue to move operations to lower-cost locations
- Further increase automation



Notes: (1) Non-GAAP financial measure. See appendix.

**Updated March 16, 2016**

# Specific Actions to Improve Commercial P&C Loss Ratio

Recent investments in systems and analytic tools enable us to pursue more aggressive initiatives

- Expand and optimize the use of reinsurance and other risk mitigating strategies
- Address unprofitable single and two-product clients
- Accelerate micro-segmentation of risks using internal and external data
- Exit or remediate targeted sub-segments of underperforming portfolios
- Narrow geographic footprint while continuing to maintain and improve multinational capabilities

**Accident year loss ratio <sup>(1)</sup> improvement of 4 points by 2016 and cumulative 6 points by 2017**



Notes: (1) On a fourth quarter exit run rate basis. See appendix for further discussion of Non-GAAP financial measure.

**Updated March 16, 2016**



# Organizational Transparency

Modular operating model and new Legacy Portfolio to enhance transparency and accountability

New Legacy Portfolio to consist of non-strategic assets, including tax attribute DTA, businesses and products AIG intends to exit and select low returning legacy insurance products

	Operating Portfolio	Legacy Portfolio <sup>(1)</sup>
<b>Objectives</b>	Operating ROE improvement across modular, focused business units	Value-maximization and capital release from monetizing or running off non-strategic assets
<b>Business / Assets</b>	<ul style="list-style-type: none"> <li>▪ 9 modular business units within Commercial and Consumer initially</li> <li>▪ Commercial               <ul style="list-style-type: none"> <li>– Liability and Financial Lines</li> <li>– Property and Special Risks</li> <li>– U.S. Commercial</li> <li>– Europe Commercial</li> </ul> </li> <li>▪ Consumer               <ul style="list-style-type: none"> <li>– U.S. Individual Retirement</li> <li>– U.S. Group Retirement</li> <li>– Life, Health and Disability</li> <li>– Personal Insurance (P&amp;C)</li> <li>– Japan</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Tax attributes (DTA)</li> <li>▪ Discontinued / run-off businesses and businesses AIG intends to exit               <ul style="list-style-type: none"> <li>– Advisor Group</li> <li>– P&amp;C run-off portfolios <sup>(2)</sup></li> <li>– Life run-off portfolios</li> </ul> </li> <li>▪ Pre-2012 Structured Settlements</li> <li>▪ Non-strategic legacy assets               <ul style="list-style-type: none"> <li>– Life settlements</li> <li>– ML III equity</li> <li>– PICC stake held by Parent</li> <li>– Former DIB/GCM</li> <li>– Legacy GRE portfolio</li> </ul> </li> </ul>
<b>Adj. Equity <sup>(3)</sup>:</b>	\$54 bn	\$17 bn (ex. DTA) \$34 bn (incl. DTA)
<b>2015 ROE <sup>(4)</sup>:</b>	~7.5% (after-tax) ~11.5% (pre-tax)	~5% (ex. DTA) ~3% (incl. DTA)

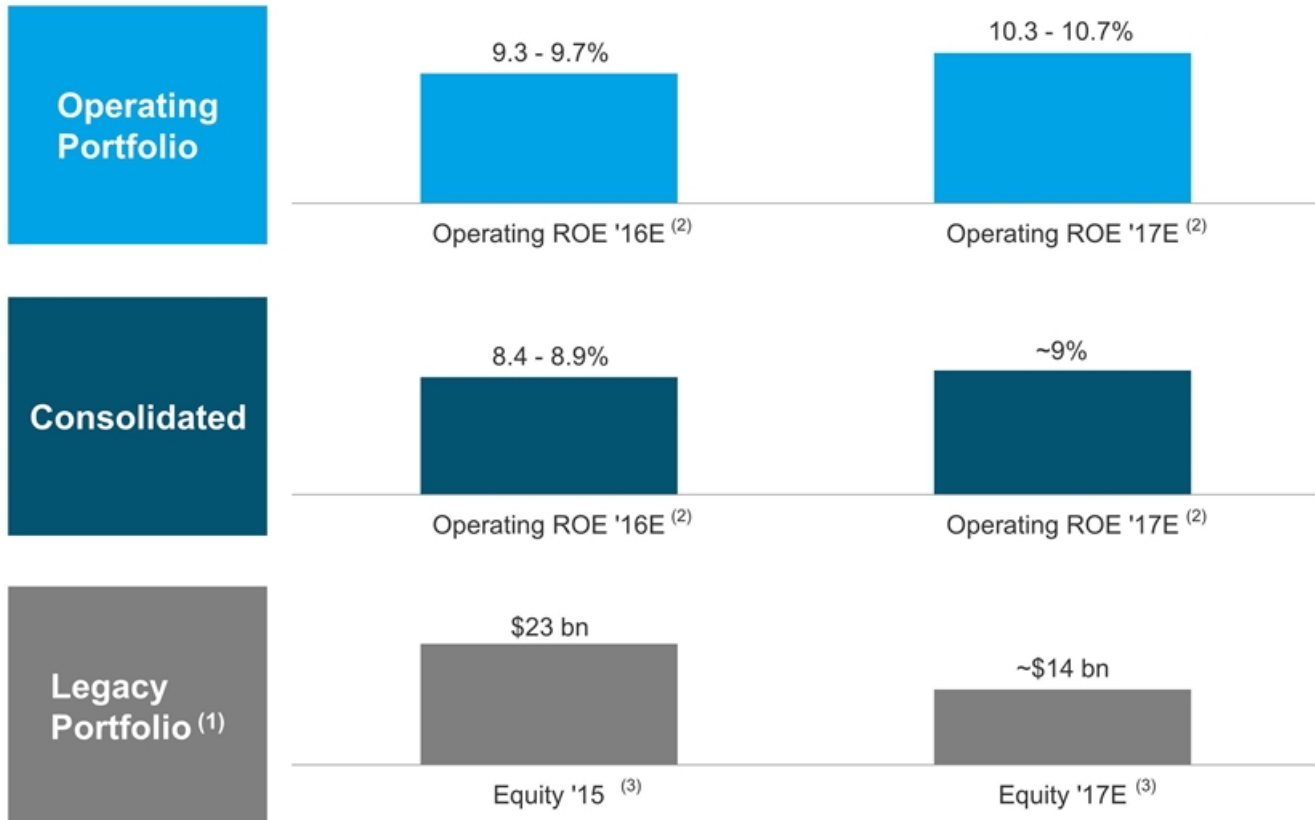


Notes: (1) Legacy Portfolio assets may evolve over time. (2) Could include select U.S. Casualty and Specialty products. (3) Shareholders' Equity excluding AOCI and adjusted for leverage as of December 31, 2015; non-GAAP financial measure. (4) Normalized operating ROE excluding AOCI & DTA, a non-GAAP financial measure, adjusted for allocation of Corporate GOE and pushdown of parent debt; estimate for full year 2015. Preliminary estimates based on current attribution of businesses to Operating and Legacy Portfolios together with current assumption of internal leverage which could change over time.

Updated March 16, 2016

# Clear and Achievable Financial Targets

Consolidated Operating ROE of ~9% by 2017, reflecting 10.3 - 10.7% in the Operating Portfolio  
 Legacy Portfolio <sup>(1)</sup> is a source of capital release totaling ~\$9 bn by 2017



Notes: (1) Legacy Portfolio assets may evolve over time. (2) Normalized operating ROE excluding AOCI & DTA, a non-GAAP financial measure. Operating Portfolio normalized operating ROE adjusted for allocation of Corporate GOE and pushdown of parent debt. See appendix. (3) Average Shareholders' Equity excluding AOCI & DTA and adjusted for the allocation of Corporate GOE and pushdown of parent debt to the Operating Portfolio; non-GAAP financial measure.

# Our Actions Maximize Value for Shareholders



## A near-term break-up of AIG would detract from shareholder value

- *Less capital would be available for distribution to shareholders because of loss of diversification benefits*
- *Loss of value from DTA, including ability to utilize foreign tax credits*
- *Non-bank SIFI designation not currently a binding capital constraint and designation does not impose significant incremental compliance costs*

## 2016-2017 Strategic Plan Maximizes Value for Shareholders

Strategic Actions	Organizational Changes	Operating Improvements
<ul style="list-style-type: none"><li>• Capital return</li><li>• Divestitures</li></ul>	<ul style="list-style-type: none"><li>• Modular operating model</li><li>• Legacy Portfolio</li></ul>	<ul style="list-style-type: none"><li>• GOE reductions</li><li>• Commercial P&amp;C underwriting</li></ul>





# Appendix – Supporting Materials

▪ General Operating Expense Reductions	Page 13
▪ Commercial Insurance – Operating Actions	Page 14
▪ Consumer Insurance – Operating Actions	Page 15
▪ Legacy Portfolio – Background	Page 16
▪ Allocation of Shareholders' Equity to Operating and Legacy Portfolios	Page 17
▪ Capital Position and Framework	Page 18
▪ Additional P&C Reserve Detail	Pages 19-21
▪ Diversification Represents an Important Source of Value for AIG's Shareholders	Page 22
▪ DTAs are an Important Source of Liquidity and Capital Supporting Capital Management	Page 23
▪ Impact of Potential Separation on DTA	Page 24
▪ AIG's Regulatory Environment	Page 25
▪ AIG's Risk Profile	Page 26
▪ 2015 Short- and Long-Term Incentive Compensation	Page 27
▪ Strong Alignment Across Organization	Page 28
▪ Potential Risks to Meeting Our Objectives	Page 29



# General Operating Expense Reductions

Actions have been announced or are planned to drive Operating GOE reductions

## Action Taken to Date or Currently Underway Will Start Being Realized in Early 2016

- Reduced staff by ~300 of top 1,400 employees, ~\$250 mm annual run rate savings beginning in Q1 2016
- Additional staff reductions planned in 2016 will generate at least ~\$250 mm in additional run-rate savings
- Froze the pension plan, ~\$100 mm annual savings
- Migrated ~1,300 employees to shared services centers in lower-labor-cost geographies since 2014. More planned for 2016, which is expected to increase the total to ~6,300
- Consolidated policy offerings in Japan and aligning distribution channels in the US

## 2016 Quarterly Expense Trends

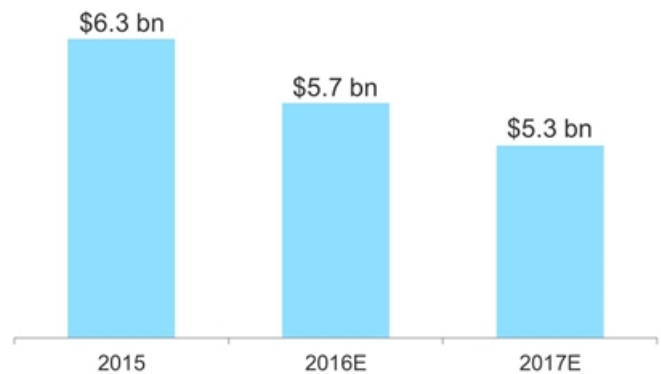
Actions are projected to impact expense trends throughout the year...



Notes: (1) Total annualized fixed and variable compensation including benefits.

## Annualized Total Direct Compensation <sup>(1)</sup>

...driven primarily by people-related expenses, the largest component of Operating GOE

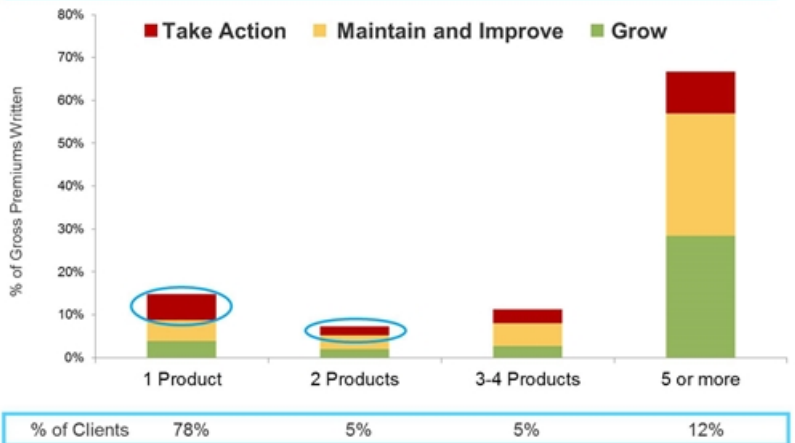


# Commercial Insurance – Operating Actions

Actions to sharpen Commercial focus will improve profitability

<b>Reinsurance</b>	<ul style="list-style-type: none"> <li>Expand current utilization of reinsurance and other risk mitigating strategies to further enhance capital efficiencies</li> </ul>
<b>Client Focus</b>	<ul style="list-style-type: none"> <li>Refine our focus on client segmentation</li> </ul>
<b>Risk Selection</b>	<ul style="list-style-type: none"> <li>Accelerate micro-segmentation to improve the quality of remaining risks</li> </ul>
<b>Portfolio "Exits"</b>	<ul style="list-style-type: none"> <li>Exit or remediate targeted sub-segments of underperforming portfolios</li> </ul>
<b>Geographic Footprint</b>	<ul style="list-style-type: none"> <li>Narrow geographic footprint while continuing to maintain and improve multinational capabilities</li> </ul>

Commercial GPW for Clients Purchasing at Least One U.S. Casualty Policy



Successful execution in these areas and other AIG-wide initiatives expected to produce the following benefits by 2017:

**Accident year loss ratio <sup>(1)</sup> improvement of 6 points**

**~+\$1.2 bn PTOI**



Notes: (1) On a fourth quarter exit run rate basis. See appendix for further discussion of Non-GAAP financial measure.

**Updated March 16, 2016**

# Consumer Insurance – Operating Actions

Actions to sharpen Consumer focus will improve profitability

## U.S. Retirement

- Absorb impact of proposed DOL<sup>(1)</sup> rules; invest in most attractive post-DOL opportunities across the market

## Leverage Successes

- Expand on successes in High Net Worth and Service businesses

## Reduce Footprint

- Reduce Personal Insurance footprint to 15 countries for individual products

## Reinsurance

- Expand reinsurance utilization for inefficient segments of U.S. Life business

## Japan

- Achieve a large majority of benefits from transformation of Japan

Number of Countries Selling Personal Insurance

	2010A	2015A	2017E
Individual	71	62	15
Group	81	66	35

Successful execution in these areas and other AIG-wide initiatives expected to produce the following benefit by 2017:

~+\$0.8 bn PTOI



Notes: (1) Department of Labor.



# Legacy Portfolio – Background

With \$17 bn of equity in the Legacy Portfolio generating an ROE of ~3% to 5%<sup>(1)</sup>, the goal is to release an additional ~\$6 bn of capital by 2017 (for a total release of ~\$9 bn)

## Legacy Portfolio's 2016 Actions

- Actively seek to release capital in the Legacy Portfolio through sales, reinsurance, securitizations, active claims management and commutation of large policies

## Legacy Management Skills and Expertise

- Execution expertise as evidenced by the wind down of AIG Financial Products and the disposal of over 30 companies, including ILFC and Aercap
- Professional leadership of Eaglestone, a runoff operation, with skills and capacity to do more
- Significant investment in deep analysis of legacy reserves
- Ability to optimize against AIG's unique tax position and local regulatory capital requirements

## Issues

- Make appropriate trade off between pace of monetization and impact to book value
- Unique scale, complexity and duration of assets and liabilities
- Suppressed ROE on structured settlements from historical capital gains harvesting
- Low ROE on Life Settlements
- Potential volatility of legacy P&C reserves



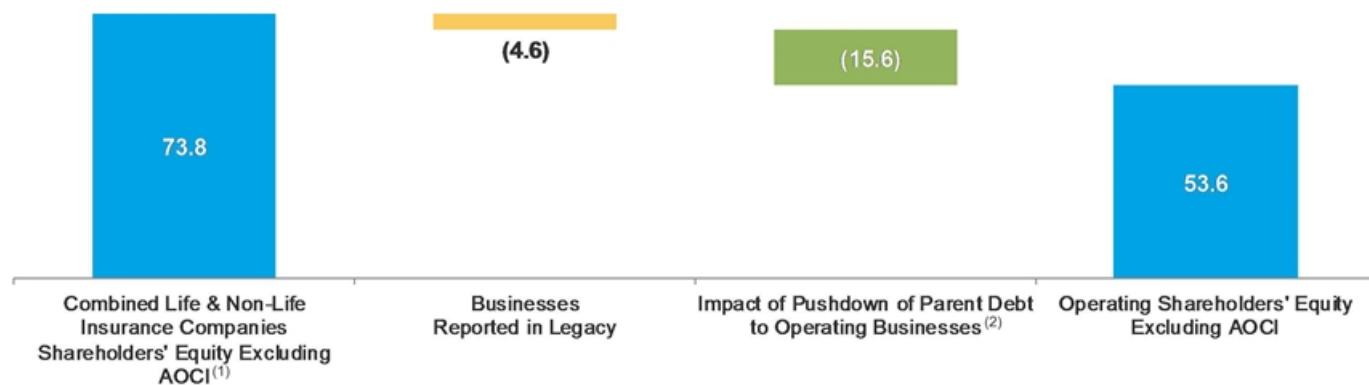
Notes: (1) Normalized operating ROE excluding AOCI & DTA, a non-GAAP financial measure, adjusted for allocation of Corporate GOE and pushdown of parent debt. Preliminary estimates based on assumed attribution of businesses and leverage assumptions which may change over time.

Updated March 16, 2016



# Allocation of Shareholders' Equity to Operating and Legacy Portfolios

## Operating Portfolio – Shareholders' Equity Excluding AOCI (\$ bn)



## Legacy Portfolio – Shareholders' Equity Excluding AOCI (\$ bn)



Notes: (1) December 31, 2015 AIG Shareholders' Equity (excluding AOCI) as reported in the fourth quarter Financial Supplement. (2) Levers the operating portfolio to 20% for Non-life and 25% for Life (calculated as Financial Debt + Hybrid Debt / Total Capital) by transferring in a portion of parent financial debt. (3) Represents U.S. tax attributes related to net operating loss and foreign tax credit carryforwards. Amounts are estimates based on projections of full year attribute utilization.

Updated March 16, 2016

# Capital Position and Framework

We manage leverage, coverage and liquidity at the Parent and the operating subsidiaries to target levels while meeting the constraints from multiple regulatory and rating agencies

Business Unit Capital / Liquidity (\$ bn)			
Capital / Liquidity Targets	4Q 2015	Target	Comment
P&C U.S. Pool RBC <sup>(1)</sup>	403%	400 - 420%	In range
L&R RBC <sup>(1)(2)</sup>	502%	425 - 470%	Moving into range in 2016/2017
Debt to Total Capital	17.6%	20 - 25%	Move up as operating income increases to support fixed charge coverage ratio
Parent liquidity assets	\$9.2 bn	\$6 - 8 bn	Covers annual operating cash flow, dividends, interest and contingent capital needs

	Insurance Company Regimes <sup>(3)</sup>				Rating Agencies			Consolidated Company	
<b>Regulator</b>	NAIC across 50 states	Japan	UK	Canada	Moody's	S&P	A.M. Best	Federal Reserve	IAIS / FSB
<b>Regime</b>	RBC	SMR	Solvency II	MCT	Local Capital by Legal Entity	Consol. Model	BCAR	TBD	BCR / HLA / ICS

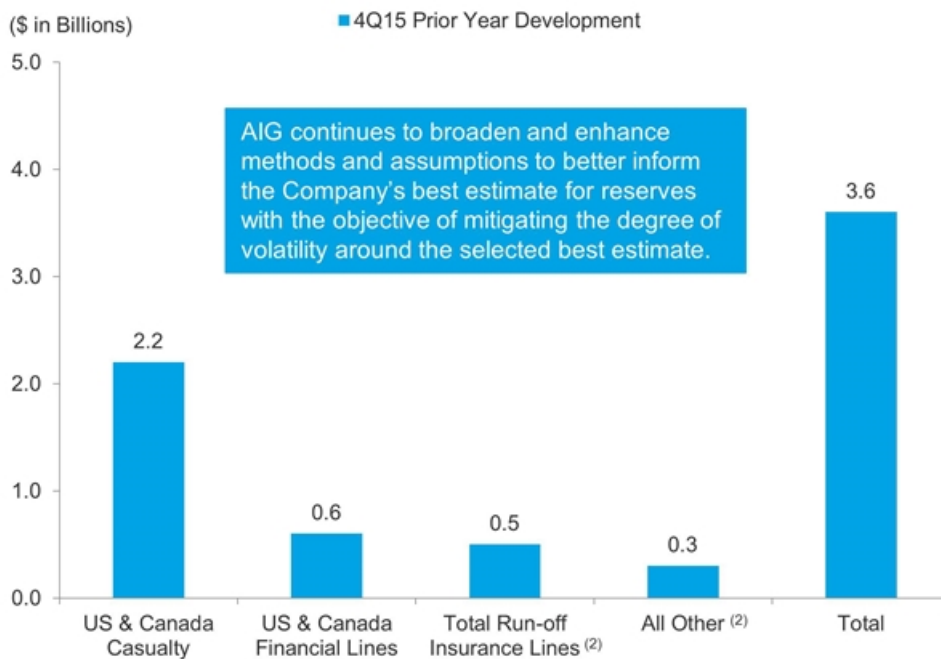


Notes: (1) The inclusion of RBC measures is intended solely for the information of investors and is not intended for the purpose of ranking any insurance company or for use in connection with any marketing, advertising or promotional activities. (2) Excludes AGC Life. (3) Not a fully inclusive list of regulators; regimes include countries where AIG has the largest operations.

Updated March 16, 2016

# Fourth Quarter 2015 Prior Year Development

AIG strengthened Non-Life reserves by \$3.6 bn, or 6% of its \$58.3 bn <sup>(1)</sup> carried reserves as of September 30, 2015. Accident years 2005-2014 represent \$2.3 bn, resulting in an increase in the overall accident year loss ratio in this period by 0.7 points on average



## Of the \$3.6 billion reserve strengthening:

- 35% is attributable to accident years 2004 and prior
  - Reflects significant deterioration in certain class action claims that have complex coverage issues
  - Updates to industry asbestos-related assumptions impacted the run-off portfolio
- 41% is attributable to accident years 2011-2014
  - After a reserve strengthening of \$400 million, Financial Lines and International Casualty remain above AIG's current profitability targets
  - U.S. and Canada Casualty represents \$1 billion of the reserve strengthening
    - Approximately half relates to updated assumptions informed by AIG's current view of the trend for older accident years
    - The other half is primarily attributable to a higher number of severe losses

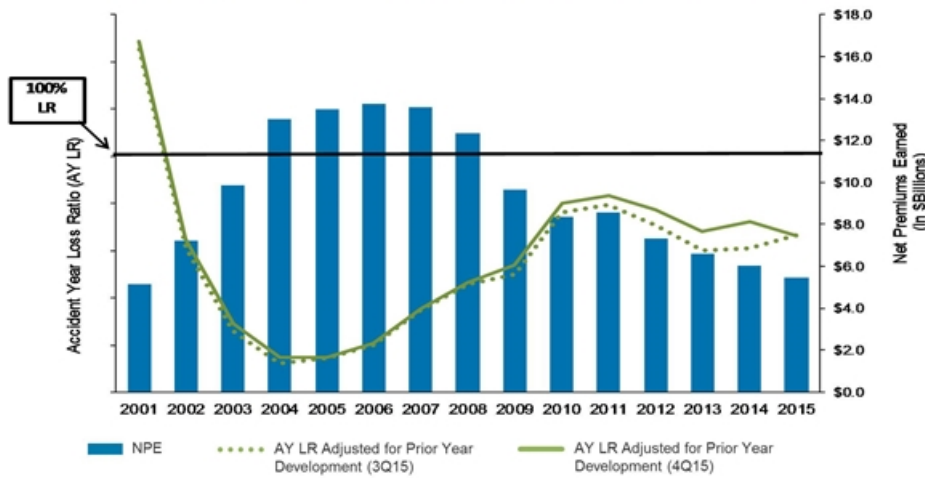


Notes: (1) Includes Mortgage Guaranty. (2) Run-off contains retained asbestos and environmental exposures as well as other run-off divisions. All Other is predominantly International Casualty business.

# U.S. Casualty Actions Related to Prior Year Development

AIG has taken significant actions to mitigate U.S. Casualty exposures since 2011, and in 2016 AIG has aggressively accelerated the pace of remediation and exits from targeted underperforming sub-segments

U.S. Casualty Accident Year Loss Ratio Adjusted for Prior Year Development<sup>(1)</sup>



Reduced exposure in long-tailed U.S. Casualty will assist in reducing reserve estimation volatility.

## U.S. Casualty Actions: 2011-2015

- Reduced writings in U.S. Casualty by 30%, shifting the mix of business toward shorter tail exposures
- Exited substantially all stand-alone excess workers' compensation, one of the highest risk lines of business
- Achieved aggregate rate change of +20% since 2011
- Transferred \$1.5 billion of reserves on runoff business to Eaglestone for active runoff and capital management since the initial transfer



## U.S. Casualty Actions in Progress: 2016-2017

- Cease writing business in targeted sub-segments of underperforming portfolios
- Aggressive underwriting remediation, including revisiting rates, terms and conditions in underperforming portfolios
- Continue to enhance and enforce loss mitigation actions



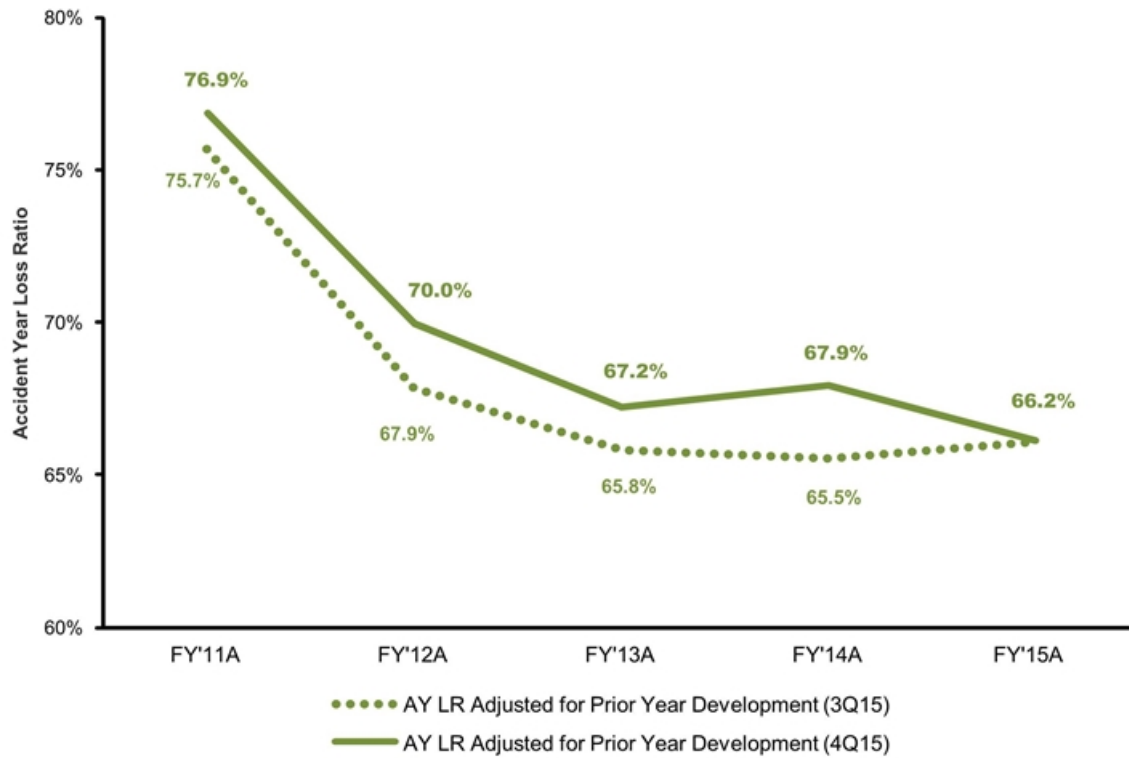
Notes: (1) Accident year loss ratio adjusted for prior year development represents reported accident year loss ratios adjusted to exclude catastrophe losses and reflect prior year development in the appropriate accident year. The 3Q15 ratios are based on prior year development through September 30, 2015, while the 4Q15 ratio reflects development for the full year including the fourth quarter strengthening.

# Continued Improvement in AIG Commercial Accident Year Loss Ratio



AIG's Commercial Accident Year Loss Ratio improvement trajectory continues despite the reserve strengthening.

## Total Commercial Accident Year Loss Ratio Adjusted for Prior Year Development <sup>(1)</sup>



Notes: (1) Accident year loss ratio adjusted for prior year development represents reported accident year loss ratios adjusted to exclude catastrophe losses and reflect prior year development in the appropriate accident year. The 3Q15 ratios are based on prior year development through September 30, 2015, while the 4Q15 ratio reflects development for the full year including the fourth quarter strengthening.

**Updated March 16, 2016**

# Diversification Represents an Important Source of Value for AIG's Shareholders



Shareholders have much more to lose from underestimating diversification benefits than to gain from actions that reduce diversification such as separating AIG's businesses

- Insurance is by its nature a risk aggregation business
  - To ensure that clients have confidence buying new insurance – and having their claims paid – an insurer must carefully manage risk
- Three principal tools to manage this risk: (1) diversification, (2) reinsurance and (3) conservative reserve and capital levels
  - The costs, benefits and practicality of each method is a function of the size and duration of the underlying risks
  - Given its history, AIG has a unique portfolio of risks including large and long duration casualty P&C exposures
- Regulators play an important role ensuring companies prudently manage risk on behalf of policyholders
  - Ability to veto strategies that endanger policyholders, including limiting dividends from regulated insurance companies
- AIG actively utilizes reinsurance, however diversification has been a more practical and cost effective way to manage risk
  - Following dramatic actions to reduce overall risk since 2008, U.S. life and retirement remains the most sizable source of diversification for our long-term casualty P&C risks
- Separating life & retirement would remove this important source of diversification and negatively impact shareholder value
  - In order to prudently manage risk on behalf of all its stakeholders following a separation, AIG would need to purchase significantly more reinsurance (at a high cost) and/or hold more equity capital in our insurance companies – reducing both ROE and the amount of capital returned to shareholders
- **Based on internal estimates, the recent IAIS Insurance Capital Standard field test and S&P's capital model, the capital diversification benefit between AIG's Life and Non-Life businesses is between \$5bn and \$10bn**
  - Standardized models indicate sizable quantitative diversification benefits, but do not fully capture the qualitative benefits given the scale and nature of AIG's portfolio
  - This cost from the loss of diversification benefit is in addition to the significant tax friction associated with a separation





# DTAs are an Important Source of Liquidity and Capital Supporting Capital Management

## Key Facts

- Tax attribute DTAs are principally composed of net operating loss deductions (NOLs) and credits for foreign taxes paid (FTCs)
- As of 12/31/15, AIG estimates that it has tax attribute DTAs totaling approximately \$16.7 bn, including \$5.3 bn relating to FTCs and \$11.4 bn relating to NOLs
- AIG is actively pursuing strategies to protect the value of the DTA and accelerate the use of FTCs before they expire

## Utilization of Tax Attributes

- NOLs are first applied to 100% of non-life taxable income and up to 35% of life taxable income
- Thereafter, the tax on the remaining life taxable income can be offset by FTCs
  - Annual FTC utilization is limited by foreign source income and current year FTCs are utilized before any carryovers
- AIG estimates that the tax attribute DTAs will be utilized over the next 6 to 7 years, and all prior to any expiration<sup>(1)</sup>
- Based upon business strategies and planning, AIG expects ~\$2.0-2.5 bn FTC utilization over the next 2 years<sup>(1)</sup>



Notes: (1) This forecast is based on assumptions about the timing of implementation and size of business and tax strategies, future macroeconomic and AIG-specific conditions and events, and other matters. To the extent actual experience differs or strategies are implemented or abandoned, AIG's taxes and the timing of utilization of AIG's tax attributes could be materially affected.

# Impact of Potential Separation on DTA



- A separation of AIG's life business would impair the value of AIG's tax attribute DTAs
  - Without Life income, FTCs generally cannot be used as credits since NOLs must be used first
  - Without Life income, NOL usage would slow down, reducing the value of the tax attribute DTAs
  - A taxpayer may elect, on a year-to-year basis, to treat foreign taxes paid as a deduction at 35% rather than an FTC at 100%
    - However, AIG has already received substantial benefits (in excess of 35%) from FTCs from some prior years and AIG would have to reverse those benefits under IRS rules to claim the deductions
    - As a result, AIG estimates that no more than \$3.1 bn of its FTCs can be used as deductions without incurring a cost in excess of the benefit <sup>(1)</sup>
- AIG continually evaluates additional strategies to optimize utilization of tax attribute DTAs that could be developed and implemented prior to or subsequent to any hypothetical separation
- AIG estimates a significant loss in present value of tax attribute DTAs from the separation of the life business. Over time, as AIG implements its business strategies and utilizes tax attributes, the potential value lost in a separation would be reduced

Estimated Loss in Present Value <sup>(1)</sup>				
Total NPV of Tax Attribute DTA	\$15.5 bn @ 2.25% Discount Rate <sup>(2)</sup>		\$12.3 bn @ 10% Discount Rate <sup>(3)</sup>	
Separation Date	% of Total Tax Attribute DTAs Lost	Estimated Loss (\$ bn)	% of Total Tax Attribute DTAs Lost	Estimated Loss (\$ bn)
Early 2016	30%	4.6	39%	4.8
1/1/2017	22%	3.4	29%	3.5
1/1/2018	13%	2.1	16%	2.0



Notes: (1) This forecast is based on assumptions about the timing of implementation and size of business and tax strategies, future macroeconomic and AIG-specific conditions and events, and other matters. To the extent actual experience differs or strategies are implemented or abandoned, AIG's taxes and the timing of utilization of AIG's tax attributes could be materially affected. (2) Approximate 10-Year US Treasury yield. (3) Illustrative cost of equity.



# Utilization of Tax Attributes



- AIG's projected use of attributes is based upon steps intended to maximize use of FTCs in 2016 and 2017
  - Use of FTCs and NOLs is impacted by business and planning strategies that accelerate approximately \$11 billion of income into 2016 and 2017 above projected life business income
  - The aggregate tax basis of life invested assets is substantially higher than the estimated value; however, our planning items include the acceleration of approximately \$300 million of gains on certain investments
- Taking these steps into account, AIG projects that life taxable income will exceed foreign source income (FSI) in 2016 and 2017
  - Additional acceleration of life taxable income into those years is projected to result in cash taxes being paid notwithstanding the continued existence of FTCs and NOLs
  - Strategies for accelerating FSI could be limited by regulatory and foreign tax constraints
- Gains in nonlife companies, while accelerating use of NOLs, will not accelerate use of FTCs until all NOLs are utilized
  - AIG's sale of PICC shares did not accelerate use of FTCs because the shares were not owned by the life companies
- A separation of AIG's P&C business would result in (i) an expiration of a significant portion of NOLs and, thus, impair the value of AIG's tax attributes, and (ii) a reduction in FSI and consequently an increase in cash tax payments
  - AIG estimates that there will be a greater loss of tax attributes on a separation of PC business than estimated for a separation of life business



**Added February 1, 2016**

## Utilization of Tax Attributes (continued)



- In general, a tax attribute is valuable if it:
  - Is used to shelter regular business income and any growth initiatives that would otherwise be subject to tax currently
  - Is used to shelter income generated by an income acceleration strategy that produces offsetting deductions in the near future (but after attributes would otherwise expire); or
  - Would provide value to a buyer for which the buyer would pay (such as step-up in basis of assets)
- There is no value to an attribute if it is used to shelter taxable income that could otherwise be avoided or deferred for extended periods of time
  - Thus, there is generally little value in using tax attributes to shelter gain on the sale of subsidiary stock if that stock could be disposed of in a tax-free transaction
- There are a number of tax rules that could reduce the value of AIG's tax attributes after a sale or separation, including section 382, which would substantially slow the use of NOLs, FTCs and other credits after a more than 50% change in stock ownership
- In the aggregate, we estimate that the basis of subsidiaries of our life insurance companies is approximately equal to or higher than the estimated value expected to be realized in a disposition
  - Even in the case of a business that would be valued in excess of its basis, there could be tax costs (e.g., cash tax acceleration due to FSI limitations), in addition to other non-tax considerations (e.g., ratings impact, capital and dividends)



**Added February 1, 2016**

# AIG's Regulatory Environment



- Global insurance enterprises are subject to group-wide consolidated supervision by one of its primary regulators. Therefore, even if AIG were no longer designated as a non-bank SIFI, it would still be subject to the remaining layers of regulation
- AIG is regulated by the Federal Reserve as a non-bank SIFI under Dodd-Frank and certain other federal agencies, by the insurance departments of 50 U.S. states and the District of Columbia, and by the insurance and financial conduct regulators in over 80 non-U.S. jurisdictions
- In addition, AIG has been designated as a global systemically important insurer (G-SII) by the Financial Stability Board and qualifies as an internationally active insurance group subject to certain international prudential standards, including evolving capital standards
- Designation as a non-bank SIFI or G-SII is based not only on size but also on complexity, activities, and interconnectedness with and perceived impact on the global financial infrastructure



# AIG's Regulatory Environment (continued)



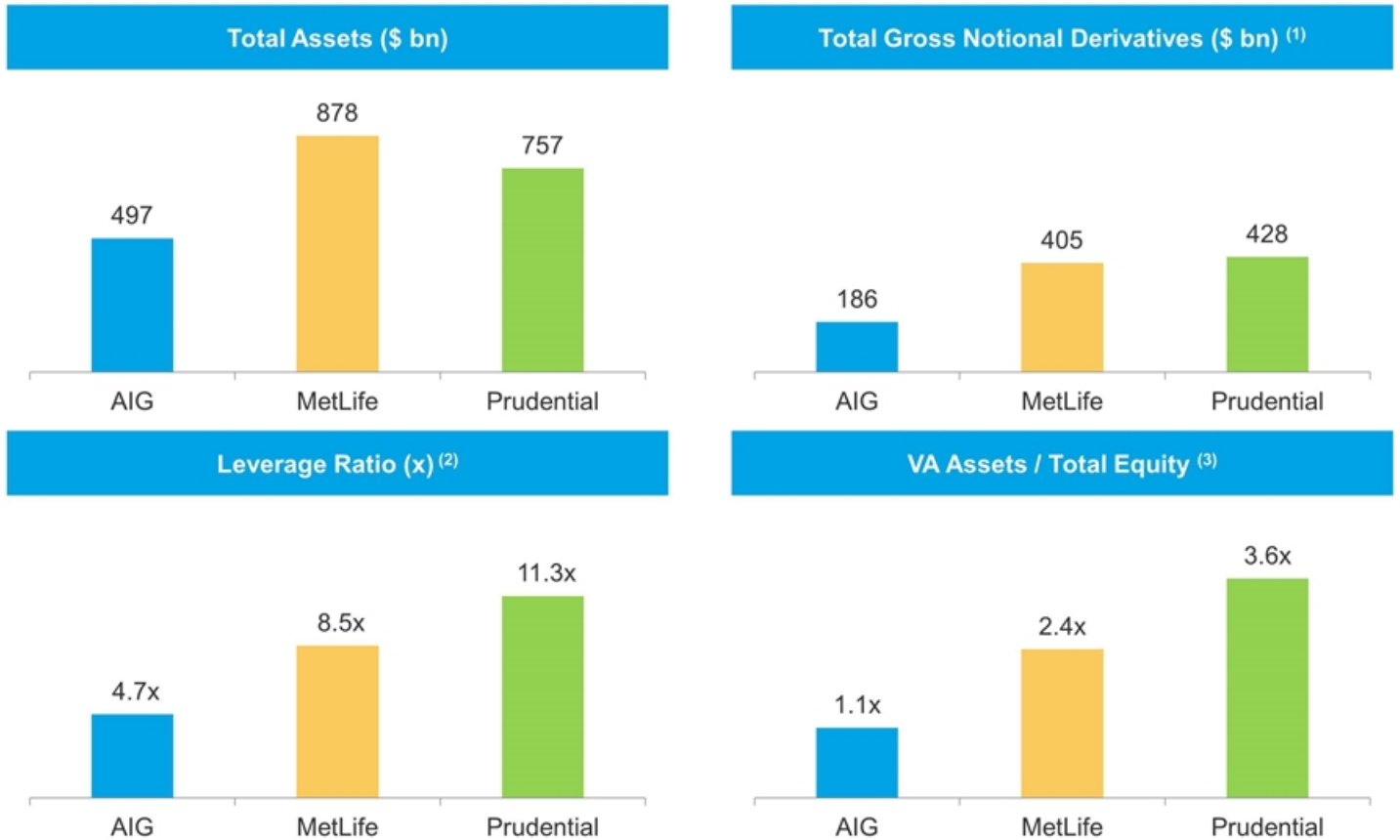
- Supervision by the Federal Reserve as a non-bank SIFI requires AIG to incur modest incremental costs (estimated at \$100-150 million annually), but even if designation as a SIFI were eliminated, consolidated group-wide supervision under any regulator will require additional costs
- AIG's risk profile is different, and in some cases significantly, from other non-bank SIFIs like MetLife (life insurance) and GE Capital (deposit taking) and from banking organizations, and the impact of regulation will not be the same for entities with different risk profiles
- The Collins Amendment in December 2014 was modified by the Insurance Capital Standards Clarification Act of 2014, making it clear that the Federal Reserve Board is not required to apply bank-based risk and leverage capital requirements of Dodd-Frank to an insurance company
- At this stage, the extent and substance of the capital and other prudential rules for non-bank SIFIs and large, international insurers are not fully known; AIG will be able to review and comment on those rules when issued and it will make a further assessment at that time
- Also, MetLife's legal challenge to the entire non-bank SIFI process is ongoing; a decision in MetLife's litigation later this year may provide further clarity on the regulatory requirements and may well be applicable to AIG's status
- It is imprudent for AIG to make fundamental structural changes to its business model until the applicable rules and regulations are issued and evaluated with respect to not only SIFIs but also G-SIFIs and internationally active insurance groups



**Added February 1, 2016**

# AIG's Risk Profile

AIG has a lower risk profile than other non-bank SIFIs across key metrics



Source: Company filings.


Notes: Figures are as of December 31, 2015. (1) Calculated as sum of the gross notional amounts of derivative assets and liabilities. AIG data includes derivatives for portfolio hedging purposes. (2) Calculated as Total Assets ex. Separate Account Assets / Shareholders' Equity. (3) MetLife total variable annuity assets figure as of 9/30/2015, as reported in a J.P. Morgan 12/1/15 Equity Research report.



Updated March 16, 2016

# Selected Financial Stability Oversight Council (“FSOC”) Stage 1 Metrics – AIG vs. Peers (YE 2015)

(\$ bn)	Total Assets	Total Debt <sup>1</sup>	Leverage Ratio <sup>2</sup>	CDS Outstanding <sup>3</sup>	Short-Term Debt Ratio <sup>4</sup>
<i>FSOC Stage 1 Criteria</i>	> \$50 bn	> \$20 bn	> 15:1	> \$30 bn	> 10%
MetLife	\$878	\$56	8.5x	\$21	6%
Prudential	\$757	\$32	11.3x	\$8	3%
Berkshire Hathaway	\$552	\$84	2.2x	\$26	1%
<b>AIG</b>	<b>\$497</b>	<b>\$32</b>	<b>4.7x</b>	<b>\$14</b>	<b>1%</b>

 Denotes that value exceeds the FSOC Stage 1 criteria

Source: AIG estimates of FSOC metrics using company filings; AIG estimates may not be the same as or correspond exactly with FSOC or peer company calculations. Notes: All figures are as of Dec 31, 2015 unless otherwise stated. (1) Total debt includes securities lending payable and repurchase agreements. (2) Calculated as Total Assets ex. Separate Account Assets / Shareholders' Equity. (3) Data from DTCC; as of Dec 25, 2015. (4) Short-term debt includes sum of short-term debt (including current portion of long-term debt), securities lending payable and repurchase agreements. If maturities of securities lending payable and repurchase agreements are not disclosed, they are all classified as short-term. Ratio calculated as total short-term debt / total assets ex. separate accounts. Prior version of slide was calculated as short-term debt / total debt.



**Amended May 25, 2016**

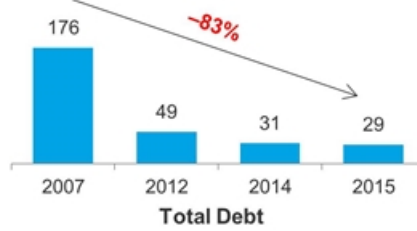


# AIG in 2015: A Simplified Company

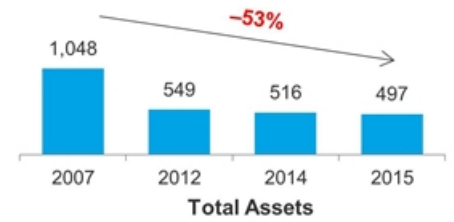
## Financial Position (in US\$ billions, unless otherwise stated)



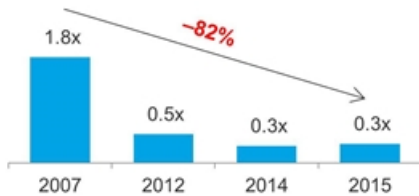
Shareholders' Equity



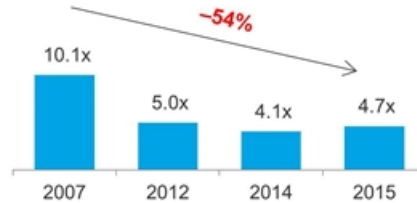
Total Debt



Total Assets

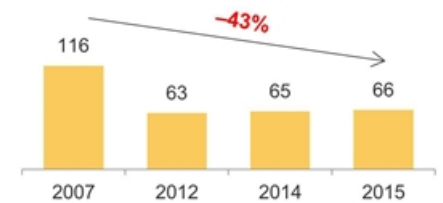


Debt-to-Equity Ratio <sup>(1)</sup>



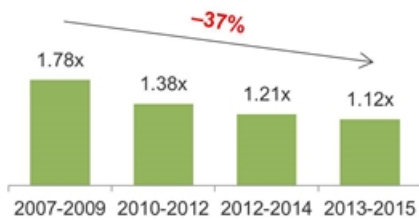
FSOC Leverage Ratio <sup>(2)</sup>

## Structure

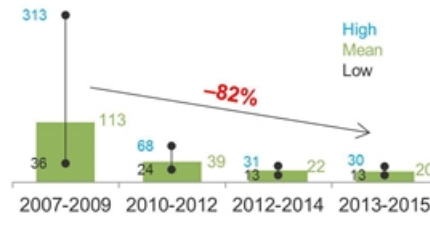


Number of Employees ('000)

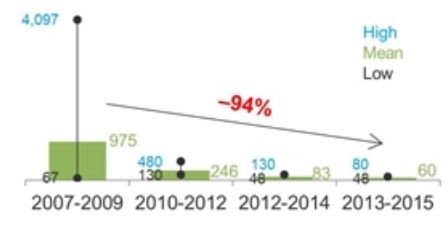
## Risk



Adjusted Beta <sup>(3)</sup>



Implied Volatility (\$) <sup>(4)</sup>



5-Year CDS (bps) <sup>(5)</sup>

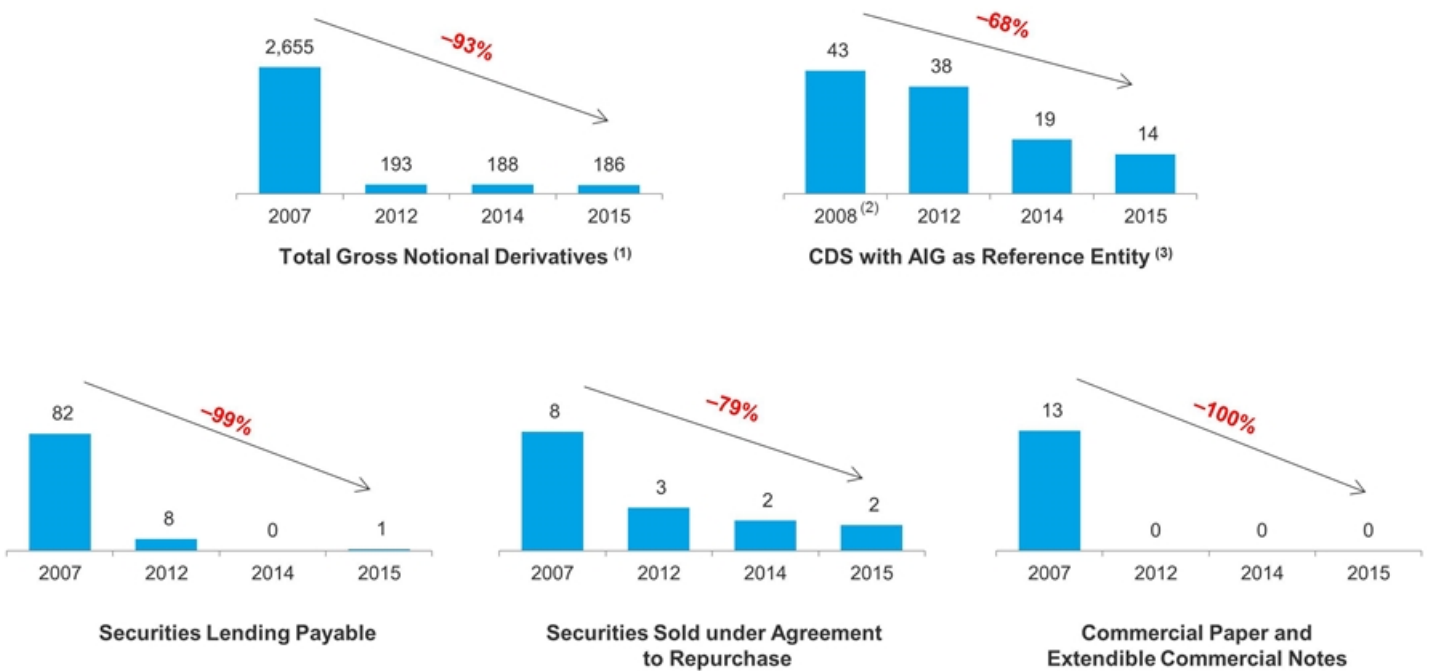
Notes: All figures are as of Dec 31 unless otherwise stated. (1) Calculated as Total Debt / Shareholders' Equity. (2) Calculated as Total Assets ex. Separate Account Assets / Shareholders' Equity. (3) Based on 2-year Adjusted Bloomberg beta as of the period end, using weekly returns of AIG stock versus the S&P 500. (4) Based on Bloomberg and two years of weekly historical implied volatility data as of each period end. (5) Based on Bloomberg and two years of monthly CDS trading data as of each period end.



Added March 31, 2016

# AIG in 2015: A Simplified Company (Cont'd)

(in US\$ billions, unless otherwise stated)



Notes: All figures are as of Dec 31 unless otherwise stated. (1) Calculated as sum of the gross notional amounts of derivative assets and liabilities. 2007 data based on 10-K disclosure, excludes non-material and undisclosed non-AIGFP derivatives. 2012, 2014 and 2015 data includes derivatives for portfolio hedging purposes. Excludes notional amounts for embedded derivatives of \$23bn in 2012, \$39bn in 2014, and \$44bn in 2015. (2) 2007 data not available. (3) Data from DTCC; as of Dec 25, 2015.



Added March 31, 2016

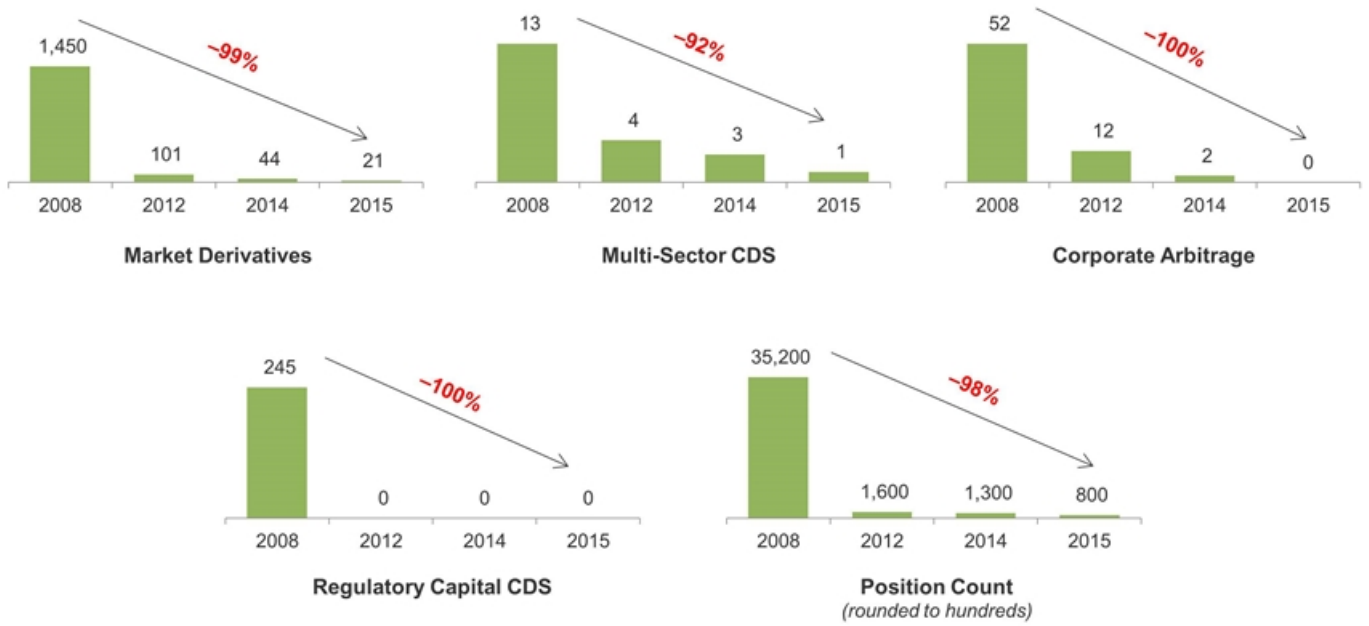


# AIG in 2015: A Simplified Company (Cont'd)

The wind-down of AIGFP



## Net Notional Exposures (in US\$ billions, unless otherwise stated)



Notes: All figures are as of Dec 31 unless otherwise stated. 2007 data not available. 2008 figures are approximate.

Added March 31, 2016

# 2015 Short- and Long-Term Incentive Compensation

Incentive compensation aligned with creating value for shareholders

Weighting / Category	Metric	Rationale
<b>Short-Term Incentives</b>		
<b>30% Business Profitability</b> Reward short-term profitability of the insurance businesses, normalized	• Normalized Insurance Company PTOI	• Reward executional excellence reflected in profitability of our primary businesses
<b>30% AIG Profitability</b> Focus on goals for AIG and reward capital management actions, normalized	• Normalized AIG ROE ex AOCI and DTA	• Inject capital markets discipline as higher ROE companies generally achieve higher valuations
<b>20% Expense Management</b> Incentivize expense management, normalized	• Normalized AIG "gross" GOE	• Reward ongoing expense management by measuring the cost of conducting normal business operations.
<b>10% Growth / Risk</b> Reward risk-adjusted growth in Property Casualty and Personal Insurance	• Normalized production RAP <sup>(1)</sup> in Property Casualty and Personal Insurance	• Reward profitability of new business written, adjusted for cost of risk taken. <ul style="list-style-type: none"> <li>• RAP <sup>(1)</sup> for Property Casualty and Personal Insurance</li> <li>• VONB <sup>(2)</sup> for Life and Retirement, Institutional Markets, and Mortgage Guaranty</li> </ul>
<b>10% Growth / Risk</b> Reward risk-adjusted growth in Retirement, Life, Institutional Markets and Mortgage Guaranty	• Normalized VONB <sup>(2)</sup> in Retirement, Life, Institutional Markets and Mortgage Guaranty	
<b>Long-Term Incentives</b>		
<b>75% Growth / Profitability</b> Reward long-term profitability outperformance relative to peers	• Total shareholder returns compared to peers	• A transparent, consistent measure of AIG's total return to equity investors by adding share price appreciation plus dividends, expressed as an annualized percentage
<b>25% Risk</b> Ensure risk is well controlled and aligned with shareholder value by targeting CDS spread relative with peers and penalizing excessive risk-taking	• Final CDS spread compared to peers	• Measures the market's perceived risk of AIG's debt versus the debt of our peers in the marketplace. <ul style="list-style-type: none"> <li>• The spreads measure the riskiness of debt</li> <li>• Smaller spreads indicate a lower perceived risk of a loan default.</li> </ul>



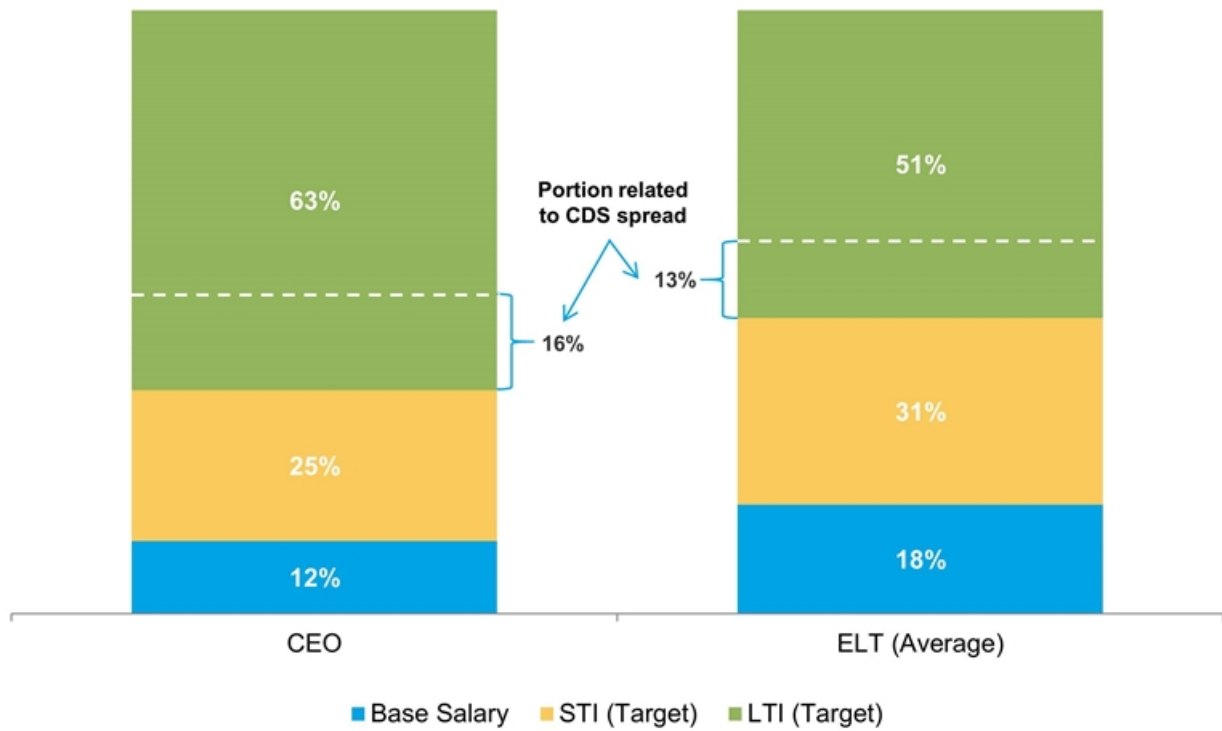
Notes: (1) Risk-adjusted profitability. (2) Value of new business.

# Strong Alignment Across Organization

Significant long-term component of CEO and Executive Leadership Team (ELT) compensation



## 2015 Compensation Mix



# Potential Risks to Meeting Our Objectives <sup>(1)</sup>

External	<ul style="list-style-type: none"><li>▪ Macroeconomic environment impacting operations or investments</li><li>▪ Catastrophe activity</li></ul>
P&C Underwriting	<ul style="list-style-type: none"><li>▪ P&amp;C pricing environment affecting the timing and magnitude of underwriting improvements</li><li>▪ Tail-risk uncertainty in U.S. long-tail reserves</li></ul>
Operational	<ul style="list-style-type: none"><li>▪ Timing of technology implementation and business process outsourcing that drive expense reductions</li><li>▪ Higher than expected employee turnover as a result of uncertainty from organizational and operational changes</li></ul>
Other	<ul style="list-style-type: none"><li>▪ Market conditions not supportive of asset sales and divestitures on attractive terms</li><li>▪ Changes in standards and approvals from insurance and other regulators, and rating agencies</li></ul>



Notes: (1) See page 2 regarding cautionary statement regarding forward looking information and other matters.



# Board and Governance



# Board Composition Aligned with Business Needs

Highly Engaged and Balanced Board with Substantial & Diverse Expertise Necessary to Evaluate and Oversee Strategic Action Plan

## Key Attributes

- Deep experience in business transformations and strategic restructurings
- Experience managing large, complex, international institutions
- Strong risk oversight and management experience
- High level of financial and accounting expertise
- Highly relevant global consumer, commercial and industrial backgrounds

## Professional Experience

- Insurance and reinsurance
- Financial services, banking industry and asset management
- Operations
- Information technology
- Regulatory markets, government, academia and research
- Public company accounting



## Current Board of Directors



**George L. Miles**  
Director Since 2005



**John H. Fitzpatrick**  
Director Since 2011



**Suzanne Nora Johnson**  
Director Since 2008



**William G. Jurgensen**  
Director Since 2013



**Christopher S. Lynch**  
Director Since 2009



**Theresa M. Stone**  
Director Since 2013



**Robert S. Miller**  
Director Since 2009



**Peter R. Fisher**  
Director Since 2014



**Douglas M. Steenland**  
Independent Chairman  
Director Since 2009



**Peter D. Hancock**  
Director Since 2014



**Ronald A. Rittenmeyer**  
Director Since 2010



**Linda A. Mills**  
Director Since 2015



**Henry S. Miller**  
Director Since 2010



**Samuel J. Merksamer**  
Director Since 2016



**W. Don Cornwell**  
Director Since 2011



**John A. Paulson**  
Director Since 2016

Updated May 25, 2016

# AIG's Executive Leadership Team



## **Peter D. Hancock, President and CEO**

- Recognized authority on risk management, who has focused entire 30-year career on financial services
- Spent 20+ years at JPMorgan, established Global Derivatives Group, ran Global Fixed Income and Global Credit portfolio, served as CFO and Chief Risk Officer



## **Douglas Dachille, Chief Investment Officer**

- Proven leader in financial services and investments, with 25+ years in creating asset management solutions and a deep understanding of client liabilities
- Prior to AIG, was Chief Investment Officer and Co-Founder of First Principles Capital Management LLC



## **Philip Fasano, Chief Information Officer**

- Information technology leader, who has served as CIO of several high-profile financial services firms over 30 years
- Prior to AIG, was CIO of Kaiser Permanente



## **Martha Gallo, Chief Auditor**

- Business leader and change agent with 30+ years in operations, technology, finance, and risk management
- Prior to AIG, held executive roles at JPMorgan Chase including Head of Compliance and Regulatory Management, and General Auditor



## **Kevin Hogan, CEO, Consumer**

- Insurance leader with 30+ years providing property casualty, life, and retirement solutions to consumers worldwide
- Prior to returning to AIG, was CEO of Global Life, Zurich Insurance Group



## **Jeffrey Hurd, Chief Operating Officer**

- Leader in executing transformative organizational change
- Has been with AIG for 18 years, leveraging expertise in legal, compliance, administration, M&A, and human resources



## **Alessa Quane, Chief Risk Officer**

- Financial services expert with deep background in global actuarial and risk management
- Has been with AIG for nearly 20 years, having held positions of increasing responsibility within Risk and Actuarial, including 13 years building the European Actuarial team



## **Thomas Russo, General Counsel**

- Legal strategist and thought leader on financial market issues, who has authored 70+ articles on financial market regulation
- Prior to AIG, was General Counsel of Lehman Brothers and a senior partner at Cadwalader, Wickersham & Taft



## **Sid Sankaran, Chief Financial Officer**

- Financial services expert with deep background in capital, actuarial, risk, strategy and performance management
- Prior to AIG, was a partner in the Finance and Risk practice at Oliver Wyman Financial Services



## **Robert S. Schimek, CEO Commercial**

- Financial services expert who has held various leadership roles at AIG, including managing the two largest commercial insurance markets, the U.S. and U.K.
- Prior to AIG, was a partner at Deloitte & Touche, serving financial institution clients such as MetLife, The Prudential, and Merrill Lynch for 18 years



Updated March 16, 2016



# Board Policies Foster Independence & Accountability

- Independent Chairman is required by by-laws
- Independent Chairman role is refreshed regularly
  - Annual review of Independent Chairman
  - Chairman generally does not serve for longer than a 5 year term
  - Douglas M. Steenland appointed effective July 1, 2015
- All directors are independent except for CEO
- All directors may contribute to agenda for Board meetings
- Former CEO cannot serve on the Board after leaving CEO position
- Annual evaluations of Board, individual directors and all committees
- No re-nomination for director attending < 75% of meetings for two consecutive years
- AIG bylaw provides proxy access right to holders of 3% of shares for 3 years
- Committee structure organized around key strategic issues and designed to facilitate regular and robust dialogue

## Robust Duties for Independent Chairman

- Oversee Board meeting agenda preparation
- Chair Board meetings and Independent Directors executive sessions
- Lead CEO review process and management succession
- Regular interaction with the CEO including the discussion of strategic initiatives and their implementation
- Lead Board review of strategic initiatives and plans
- Oversee distribution of information and reports to Board
- Oversee annual Board and Board committees' self-evaluation process
- Serve as non-voting member of each Board committee
- Liaise with shareholders

# Robust Committee Design to Facilitate Dialogue and Efficiency



Committee Structure	
Risk & Capital	Audit
Compensation & Management Resources	Nominating & Corporate Governance
Regulatory, Compliance & Public Policy	Technology

- Committee structure organized around key strategic issues to oversee management and decision making process
- Frequent meetings helped to shepherd AIG through crisis period and continue
- Committee chairs regularly coordinate with one another to ensure appropriate information sharing
- All committees provide a summary of significant actions to full Board
- Risk and Capital Committee and the Audit Committee report to the Board regarding risk management issues
- Committee meetings scheduled to allow all directors to attend each meeting, with many directors attending such meetings
- Each committee conducts annual self assessment and review of Charter

# Board of Directors Full Professional History

## W. Don Cornwell

Mr. Cornwell is the former Chairman of the Board and Chief Executive Officer of Granite Broadcasting Corporation, serving from 1988 until his retirement in August 2009, and Vice Chairman until December 2009. Mr. Cornwell spent 17 years at Goldman, Sachs & Co. where he served as Chief Operating Officer of the Corporate Finance Department from 1980 to 1988 and Vice President of the Investment Banking Division from 1976 to 1988. Mr. Cornwell is currently a director of Avon Products, Inc., where he is Lead Director, Chairman of the Finance Committee and a member of the Audit Committee and Nominating and Corporate Governance Committee, and Pfizer Inc., where he is Chairman of the Audit Committee and a member of the Compensation, Regulatory and Compliance, and Science and Technology Committees.

## Peter R. Fisher

Mr. Fisher is a Senior Fellow at the Center for Global Business and Government, and also a Senior Lecturer, at the Tuck School of Business at Dartmouth College, positions he has held since July 2013. Mr. Fisher previously served as an officer of BlackRock, Inc. and certain of its subsidiaries (BlackRock) from 2004 through 2013, as a Senior Managing Director (2010 to 2013) and a Managing Director (2004 to 2009). While at BlackRock, Mr. Fisher served as Head (2010 to 2013) and as Co-Head (2008 to 2009) of BlackRock's Fixed Income Portfolio Management Group, overseeing portfolio managers responsible for more than \$1 trillion of fixed income client accounts and funds, and as Chairman of BlackRock Asia (2005 to 2007). Mr. Fisher has been a Senior Director of the BlackRock Investment Institute since March 2013, and has served in such capacity as an independent consultant since January 2014. Prior to joining BlackRock in 2004, Mr. Fisher served as Under Secretary of the U.S. Department of the Treasury for Domestic Finance from 2001 to 2003, and, in that capacity, served on the board of the Securities Investor Protection Corporation, as a member of the Airline Transportation Stabilization Board and as the U.S. Treasury representative to the Pension Benefit Guaranty Corporation. From 2007 to 2013, Mr. Fisher was a non-executive director of the Financial Services Authority of the United Kingdom, where he was a member of the Risk Committee. Mr. Fisher also worked at the Federal Reserve Bank of New York from 1985 to 2001, ending his service there as an Executive Vice President and Manager of the System Open Market Account.

## John H. Fitzpatrick

Mr. Fitzpatrick has been Chairman of White Oak Global Advisors, an asset management firm lending to small and medium sized companies since September 2015, and Chairman of Oak Street Management Co., LLC, an insurance / management consulting company, and Oak Family Advisors, LLC, a registered investment advisor, since 2010. In May 2014, he completed a two-year term as Secretary General of The Geneva Association. From 2006 to 2010, Mr. Fitzpatrick was a partner at Pension Corporation and a director of Pension Insurance Corporation Ltd. From 1998 to 2006, he was a member of Swiss Re's Executive Board Committee and served at Swiss Re as Chief Financial Officer, Head of the Life and Health Reinsurance Business Group and Head of Financial Services. From 1996 to 1998, Mr. Fitzpatrick was a partner in insurance private equity firms sponsored by Zurich Financial Services, Credit Suisse and Swiss Re. From 1990 to 1996, Mr. Fitzpatrick served as the Chief Financial Officer and a Director of Kemper Corporation, a NYSE-listed insurance and financial services organization where he started his career in corporate finance in 1978. From February 2010 until March 2011, Mr. Fitzpatrick was a director of Validus Holdings, Ltd., where he served on the Audit and Finance Committees. Mr. Fitzpatrick is a Certified Public Accountant and a Chartered Financial Analyst.



Updated May 25, 2016

# Board of Directors Full Professional History

## **Peter D. Hancock**

Mr. Hancock has been AIG's President and Chief Executive Officer since September 2014, when he also joined the Board of Directors. Previously, he served as AIG's Executive Vice President—Property and Casualty Insurance and joined AIG in February 2010 as Executive Vice President, Finance, Risk and Investments. From December 2008 to February 2010, Mr. Hancock served as Vice Chairman of KeyCorp, where he was responsible for Key National Banking. Previously, Mr. Hancock co-founded and served as President of Integrated Finance Limited, an advisory firm specializing in strategic risk management, asset management, and innovative pension solutions. Mr. Hancock also spent 20 years at J.P. Morgan, beginning in 1980, where he established the Global Derivatives Group, ran the Global Fixed Income business and Global Credit portfolio, and served as the firm's Chief Financial Officer and Chief Risk Officer.

## **William G. Jurgensen**

Mr. Jurgensen is the former Chief Executive Officer of Nationwide Mutual Insurance Company and Nationwide Financial Services, Inc., serving from May 2000 to February 2009. During this time, he also served as director and Chief Executive Officer of several other companies within the Nationwide enterprise. Prior to his time in the insurance industry, he spent 27 years in the commercial banking industry. Before joining Nationwide, Mr. Jurgensen was an Executive Vice President with BankOne Corporation (now a part of JPMorgan Chase & Co.) where he was responsible for corporate banking products, including capital markets, international banking and cash management. He managed the merger integration between First Chicago Corporation and NBD Bancorp, Inc. and later was Chief Executive Officer for First Card, First Chicago's credit card subsidiary. At First Chicago, he was responsible for retail banking and began his career there as Chief Financial Officer in 1990. Mr. Jurgensen started his banking career at Norwest Corporation (now a part of Wells Fargo & Company) in 1973. The majority of Mr. Jurgensen's career has involved capital markets, securities trading and investment activities, with the balance in corporate banking. Mr. Jurgensen has been a director of ConAgra Foods, Inc. since 2002, where he has served on the Audit Committee and currently serves on the Human Resources and the Nominating, Governance and Public Affairs Committees. He was also a director of The Scotts Miracle-Gro Company from 2009 to 2013, where he served on the Audit, Finance, and Governance and Nominating Committees.

## **Christopher S. Lynch**

Mr. Lynch has been an independent consultant since 2007, providing a variety of services to public and privately held financial intermediaries, including corporate restructuring, risk management, strategy, governance, financial accounting and regulatory reporting and troubled-asset management. Mr. Lynch is the former National Partner in Charge of KPMG LLP's Financial Services Line of Business. He held a variety of positions with KPMG from 1979 to 2007, including chairing KPMG's Americas Financial Services Leadership team and being a member of the Global Financial Services Leadership and the U.S. Industries Leadership teams. Mr. Lynch has experience as an audit signing partner under Sarbanes Oxley for some of KPMG's largest financial services clients. He also served as a Partner in KPMG's National Department of Professional Practice and as a Practice Fellow at the Financial Accounting Standards Board. Mr. Lynch is a member of the Advisory Board of the Stanford Institute for Economic Policy Research and a member of the National Audit Committee Chair Advisory Council of the National Association of Corporate Directors. Mr. Lynch is currently Non-Executive Chairman of the Federal Home Loan Mortgage Corporation, where he is also Chairman of the Executive Committee.





# Board of Directors Full Professional History



## Samuel J. Merksamer

Mr. Merksamer is a Managing Director of Icahn Capital LP, a subsidiary of Icahn Enterprises L.P., a diversified holding company engaged in multiple business segments, where he has been employed since 2008. Mr. Merksamer is a director of Cheniere Energy Inc., where he serves on the Audit and Compensation Committees, Hertz Global Holdings, Inc., where he serves on the Financing and Nominating and Governance Committees, Navistar International Corporation, where he serves on the Audit and Compensation Committees, and Transocean Ltd., where he serves on the Finance and Health, Safety and Environment Committees. He previously served as a director of American Railcar Industries, Inc. from 2011 to 2013, Dynegy Inc. from 2011 to 2012, Hologic Inc. from 2013 to 2016, Talisman Energy Inc. from 2013 to 2015 and Transocean Partners LLC from 2014 to 2016.

## George L. Miles, Jr.

Mr. Miles has been Chairman Emeritus since April 2012 and is the former Executive Chairman of The Chester Group, Inc. (formerly known as Chester Engineers, Inc.) serving from October 2010 to April 2012 and the former President and Chief Executive Officer of WQED Multimedia, serving from 1994 to 2010. Mr. Miles served as an Executive Vice President and Chief Operating Officer of WNET/Thirteen from 1984 to 1994. Prior to WNET/Thirteen, he was Business Manager and Controller of KDKA-TV and KDKA Radio in Pittsburgh; Controller and Station Manager of WPCQ in Charlotte; Vice President and Controller of Westinghouse Broadcasting Television Group in New York; and Station Manager of WBZ-TV in Boston. Mr. Miles is currently a director of HFF, Inc., where he is Chairman of the Audit Committee and serves on the Compensation Committee and Harley-Davidson, Inc., where he serves on the Audit and Nominating and Corporate Governance Committees. Mr. Miles formerly served as a director of EQT Corporation, where he served on the Executive Committee and as Chairman of the Corporate Governance Committee and WESCO International, Inc., where he served on the Compensation Committee. Mr. Miles is a Certified Public Accountant.

## Henry S. Miller

Mr. Miller co-founded and has been Chairman of Marblegate Asset Management, LLC since 2009. Mr. Miller was co-founder, Chairman and a Managing Director of Miller Buckfire & Co., LLC, an investment bank, from 2002 to 2011 and Chief Executive Officer from 2002 to 2009. Prior to founding Miller Buckfire & Co., LLC, Mr. Miller was Vice Chairman and a Managing Director at Dresdner Kleinwort Wasserstein and its predecessor company Wasserstein Perella & Co., where he served as the global head of the firm's financial restructuring group. Prior to that, Mr. Miller was a Managing Director and Head of both the Restructuring Group and Transportation Industry Group of Salomon Brothers Inc. From 1989 to 1992, Mr. Miller was a managing director and, from 1990 to 1992, co-head of investment banking at Prudential Securities. Mr. Miller is currently a director of The Interpublic Group of Companies, Inc., where he serves on the Corporate Governance Committee and the Finance Committee. Mr. Miller was also a director of Ally Financial Inc. from 2012 until 2014, where he served on the Risk and Compliance Committee.



Updated May 25, 2016

# Board of Directors Full Professional History

## Robert S. Miller

Mr. Miller has been President, Chief Executive Officer and a director of International Automotive Components Group S.A. since August 2015. He has also been Chairman of MidOcean Partners, a leading middle market private equity firm, since December 2009. Mr. Miller was Chief Executive Officer of Hawker Beechcraft, Inc., a manufacturer of aircraft, serving from February 2012 to February 2013. He also served as the Executive Chairman of the Delphi Corporation from 2007 to 2009. He was previously Chairman and Chief Executive Officer of Delphi Corporation from 2005 to 2007. Prior to joining Delphi Corporation, Mr. Miller served in a number of corporate restructuring situations, including as Chairman and Chief Executive Officer of Bethlehem Steel Corporation, Chairman and Chief Executive Officer of Federal Mogul Corporation, Chairman and Chief Executive Officer of Waste Management, Inc., and Executive Chairman of Morrison Knudsen Corporation. He has also served as Vice Chairman and Chief Financial Officer of Chrysler Corporation. Mr. Miller is a director of The Dow Chemical Company, where he is a member of the Governance and the Environment, Health, Safety and Technology Committees, Symantec Corporation, where he is a member of the Audit and Nominating and Governance Committees. Mr. Miller has also served as a director of WL Ross Holding Corp., where he was Chairman of the Compensation Committee and served on the Audit Committee, Sbarro, Inc. and UAL Corporation (United Airlines).

## Linda A. Mills

Ms. Mills is the former Corporate Vice President of Operations for Northrop Grumman Corporation, with responsibility for driving effective operations to enable top performance, innovation and affordability. During her 12 years with Northrop Grumman, Ms. Mills held a number of positions, including Corporate Vice President and President of Information Systems and Information Technology sectors; President of the Civilian Agencies Group; and Vice President of Operations and Process in the firm's Information Technology Sector. Prior to joining Northrop Grumman, Ms. Mills was Vice President of Information Systems and Processes at TRW, Inc. She began her career as an engineer at Bell Laboratories, Inc. Ms. Mills also serves on the board of Navient Corporation where she is the Chair of the Compensation Committee and serves on the Finance & Operations Committee.

## Suzanne Nora Johnson

Ms. Nora Johnson is the former Vice Chairman of The Goldman Sachs Group, Inc., serving from 2004 to 2007. During her 21 years at Goldman Sachs, she also served as the Chairman of the Global Markets Institute, Head of the Global Investment Research Division and Head of the Global Investment Banking Healthcare Business. Ms. Nora Johnson is currently a director of Intuit Inc., where she is Lead Director and Chairman of the Compensation and Organizational Development Committee and serves on the Nominating and Governance Committee, Pfizer Inc., where she serves on the Audit, Compensation and Science and Technology Committees, and Visa Inc., where she is Chairman of the Compensation Committee and serves on the Nominating and Corporate Governance Committee.

## John A. Paulson

Mr. Paulson is the President and Portfolio Manager of Paulson & Co. Inc. Paulson & Co. Inc. is an SEC-registered investment advisor specializing in global merger, event arbitrage and credit strategies. Prior to forming Paulson & Co. Inc. in 1994, Mr. Paulson was a general partner of Gruss Partners and a managing director in mergers and acquisitions at Bear Stearns.



Updated May 25, 2016

# Board of Directors Full Professional History

## Ronald A. Rittenmeyer

Mr. Rittenmeyer has served as Chairman of the Board and Chief Executive Officer of Millennium Health since April 2016. Mr. Rittenmeyer is the former Chairman, President and Chief Executive Officer of Expert Global Solutions, Inc. (formerly known as NCO Group, Inc.), a global provider of business process outsourcing services, serving from 2011 to 2014. Mr. Rittenmeyer is also the former Chairman, Chief Executive Officer and President of Electronic Data Systems Corporation, serving from 2005 to 2008. Prior to that, Mr. Rittenmeyer was a Managing Director of the Cypress Group, a private equity firm, serving from 2004 to 2005. Mr. Rittenmeyer also served as Chairman, Chief Executive Officer and President of Safety-Kleen Corp. from 2001 to 2004. Among his other leadership roles, Mr. Rittenmeyer served as President and Chief Executive Officer of AmeriServe Food Distribution Inc. from 2000 to 2001, Chairman, Chief Executive Officer and President of RailTex, Inc. from 1998 to 2000, President and Chief Operating Officer of Ryder TRS, Inc. from 1997 to 1998, President and Chief Operating Officer of Merisel, Inc. from 1995 to 1996 and Chief Operating Officer of Burlington Northern Railroad Co. from 1994 to 1995. Mr. Rittenmeyer is currently a director of IMS Health Holdings, Inc., where he is Chairman of the Audit Committee and serves on the Leadership Development and Compensation Committee, and of Tenet Healthcare Corporation, where he is Chairman of the Health Information Technology Committee and serves on the Audit, Compensation and Executive Committees.

## Douglas M. Steenland

Mr. Steenland is the former Chief Executive Officer of Northwest Airlines Corporation, serving from 2004 to 2008, and President, serving from 2001 to 2004. Prior to that, he served in a number of Northwest Airlines executive positions after joining Northwest Airlines in 1991, including Executive Vice President, Chief Corporate Officer and Senior Vice President and General Counsel. Mr. Steenland retired from Northwest Airlines upon its merger with Delta Air Lines, Inc. Prior to joining Northwest Airlines, Mr. Steenland was a senior partner at a Washington, D.C. law firm that is now part of DLA Piper. Mr. Steenland is currently a director of Travelport Limited, where he serves as Chairman of the Board and Chairman of the Nominating and Corporate Governance Committee, Performance Food Group Company, where he serves as Chairman of the Board and a member of the Audit Committee and Compensation Committee, and Hilton Worldwide Holdings Inc., where he serves as Chairman of the Audit Committee and a member of the Nominating and Corporate Governance Committee. Mr. Steenland has also served as a director of Delta Air Lines, Inc., Chrysler Group LLC (now FCA US LLC), where he served as Chairman of the Audit Committee, International Lease Finance Corporation (ILFC), a former AIG subsidiary, now a part of AerCap Holdings N.V., Digital River, Inc., where he was Chairman of the Compensation Committee and served on the Finance and Nominating and Corporate Governance Committees, and Northwest Airlines Corporation.

## Theresa M. Stone

Ms. Stone is the former Executive Vice President and Treasurer of the Massachusetts Institute of Technology (MIT), serving from February 2007 until October 2011. In her role as Executive Vice President and Treasurer, Ms. Stone served as MIT's Chief Financial Officer and was also responsible for MIT's operations, including capital projects, campus planning, facilities operations, information technology, environmental health and safety, human resources, medical services and police. Ms. Stone also served as the Special Assistant to the President of MIT from October 2011 to January 2012. From November 2001 to March 2006, Ms. Stone served as Executive Vice President and Chief Financial Officer of Jefferson-Pilot Corporation (now Lincoln Financial Group) and, from 1997 to 2006, she also served as President of Jefferson-Pilot Communications. Ms. Stone also served as the President of Chubb Life Insurance Company from 1994 to 1997. From 1990 - 1994, Ms. Stone served as Senior Vice President - Acquisitions - of The Chubb Corporation, in which role she advised the Chairman and CEO on domestic and international property casualty and life insurance strategy, acquisitions and divestitures. Ms. Stone also served as a director of the Federal Reserve Bank of Richmond from 2003 to 2007 and as Deputy Chairman from 2005 to 2007. As an investment banker at Morgan Stanley from 1976 - 1990, Ms. Stone advised clients primarily in the insurance and financial services industries on corporate finance and merger and acquisition transactions. Ms. Stone served as a director of Progress Energy, Inc. from 2005 to 2012, where she served as Chairman of the Audit and Corporate Performance Committee and a member of the Executive, Finance and Governance Committees. She also served as a director of Duke Energy Corporation during July 2012 following the company's merger with Progress Energy Inc.



Updated May 25, 2016



# Summary of March 16, 2016 Updates to January 26 Presentation

- **Slide 4 – AIG Announces Actions to Create a Leaner, More Profitable and Focused Insurer:** Updated the percentage of capital allocated to legacy portfolios to 24% from 28%
- **Slide 7 – Substantial Expense Reductions:** Updated Operating GOE for 2015 to \$11.1 bn from estimate of \$11.1 - \$11.2 bn
- **Slide 8 – Specific Actions to Improve Commercial P&C Loss Ratio:** Footnote 1 updated to state that accident year loss ratio improvement is on a fourth quarter exit run rate basis
- **Slide 9 – Organizational Transparency:**

#### Operating Portfolio

- Updated adjusted equity to \$54 bn from \$56 bn

#### Legacy Portfolio

- Updated adjusted equity ex. DTA to \$17 bn from \$22 bn
- Updated adjusted equity incl. DTA to \$34 bn from \$37 bn

- **Slide 14 – Commercial Insurance – Operating Actions:** Footnote 1 updated to state that accident year loss ratio improvement is on a fourth quarter exit run rate basis
- **Slide 16 - Legacy Portfolio – Background:**
  - Updated adjusted equity excluding DTA to \$17 bn from \$22 bn
  - Updated capital release to \$6 bn from \$9 bn
- **Slide 17 - Allocation of Shareholders' Equity to Operating and Legacy Portfolios:**

#### Operating Portfolio

- Updated Combined Life & Non-Life Insurance Companies Shareholders' Equity Excluding AOCI to \$73.8 bn from \$77.4 bn

- **Slide 17 - Allocation of Shareholders' Equity to Operating and Legacy Portfolios (continued):**

#### Operating Portfolio

- Updated Business Reported in Legacy to \$(4.6) bn from \$(6.2) bn
- Updated Operating Shareholders' Equity Excluding AOCI to \$53.6 bn from \$55.6 bn

#### Legacy Portfolio

- Updated Corporate & Other Shareholders' Equity Excluding AOCI to \$13.3 bn from \$15.1 bn
- Updated Businesses Reported in Legacy to \$4.6 bn from \$6.2 bn
- Updated DTA to \$(16.8) bn from \$(15.3) bn
- Updated Legacy Shareholders' Equity Excluding AOCI & DTA to \$16.8 bn from \$21.5 bn

- **Slide 18 - Capital Position and Framework**

- Updated P&C U.S. Pool RBC to 403% at December 31, 2015 from estimate of 401% at September 30, 2015
- Updated L&R RBC to 502% at December 31, 2015 from estimate of 497% at September 30, 2015
- Updated Debt to Total Capital to 17.6% at December 31, 2015 from 16.8% at September 30, 2015
- Updated Parent liquidity assets to \$9.2 bn at December 31, 2015 from \$11 bn at September 30, 2015

- **Slide 21 - Continued Improvement in AIG Commercial**

- **Accident Year Loss Ratio:** Updated FY'15A to 66.2% from estimate of 66.1%

- **Slide 26 - AIG's Risk Profile:** Updated all amounts for December 31, 2015 data, except for MetLife variable annuity assets, which is as of September 30, 2015.





# Glossary of Non-GAAP Financial Measures and Non-GAAP Reconciliations



# Glossary of Non-GAAP Financial Measures

## AIG

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.

- **Book Value Per Common Share Excluding Accumulated Other Comprehensive Income (AOCI), Book Value Per Common Share Excluding AOCI and Deferred Tax Assets (DTA) and Book Value Per Common Share Excluding AOCI and DTA and Including Dividend Growth** 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. Deferred tax assets represent U.S. tax attributes related to net operating loss carryforwards and foreign tax credits. Amounts for interim periods are estimates based on projections of full year attribute utilization. Book Value Per Common Share Excluding AOCI is derived by dividing Total AIG shareholders' equity, excluding AOCI, by Total common shares outstanding. Book Value Per Common Share Excluding AOCI and DTA is derived by dividing Total AIG shareholders' equity, excluding AOCI and DTA, by Total common shares outstanding. Book Value Per Common Share Excluding AOCI and DTA and including dividend growth is derived by dividing Total AIG shareholders' equity, excluding AOCI and DTA, and including growth in dividends to shareholders, by Total common shares outstanding.
- **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 securities used to hedge guaranteed living benefits;
  - 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 run-off 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); and
    - 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;
  - non-operating litigation reserves and settlements;
  - reserve development related to non-operating run-off insurance business; and
  - restructuring and other costs related to initiatives designed to reduce operating expenses, improve efficiency and simplify our organization.
- **Return on Equity – After-tax Operating Income Excluding AOCI and Return on Equity – After-tax Operating Income Excluding AOCI and DTA** are used to show the rate of return on shareholders' equity. 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. Deferred tax assets represent U.S. tax attributes related to net operating loss carryforwards and foreign tax credits. Amounts for interim periods are estimates based on projections of full year attribute utilization. Return on Equity – After-tax Operating Income Excluding AOCI is derived by dividing actual or annualized after-tax operating income attributable to AIG by average AIG shareholders' equity, excluding average AOCI. Return on Equity – After-tax Operating Income Excluding AOCI and DTA is derived by dividing actual or annualized after-tax operating income attributable to AIG, by average AIG shareholders' equity, excluding average AOCI and DTA.





# Glossary of Non-GAAP Financial Measures (continued)

## AIG

- **Normalized Return on Equity, Excluding AOCI and DTA** further adjusts Return on Equity – After-tax Operating Income, excluding AOCI and DTA for the effects of certain volatile or market related items. Normalized Return on Equity, Excluding AOCI and DTA is derived by excluding the following tax adjusted effects from Return on Equity – After-tax Operating Income, Excluding AOCI and DTA:
  - Catastrophe losses compared to expectations
  - Alternative investment returns compared to expectations
  - DIB/GCM returns compared to expectations
  - Fair value changes on PICC investments
  - Update of actuarial assumptions
  - Net reserve discount change
  - Life insurance IBNR death claim charge
  - Prior year loss reserve development
- **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) certain investment and other 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) non-operating litigation reserves and (v) other expense related to a retroactive reinsurance agreement. We also derive General operating expense savings on a gross basis, which represents changes during the period in General operating expenses, operating basis, before the effect of additional investments made during the period. We use general operating expenses, operating basis, because we believe it provides a more meaningful indication of our ordinary course of business operating costs.
- **Total AIG Shareholders' Equity, Excluding AOCI and DTA – Legacy Portfolio** further adjusts AIG shareholders' equity excluding AOCI and DTA for the transfer of equity associated with certain run-off businesses and the attribution to the operating businesses of a portion of Corporate GOE, Parent debt and the related interest expense. The objective of the Legacy Portfolio is to maximize value and release capital of certain run-off non-strategic assets. We believe this measure allows for more transparency into the progress on improving the ROE of our Operating Portfolio. The current attribution of businesses to Operating and Legacy Portfolios is based on estimates including an assumption of the level of internal leverage which could change over time.

## 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 non-operating litigation reserves and settlements. 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 loss. The 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.
- **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.
- **Ultimate accident year loss ratio adjusted for prior year development**: represents initially reported accident year loss ratios adjusted to exclude catastrophe losses and reflect prior year development in the appropriate accident year. The 4Q15 ratio reflects development for the full year including our fourth quarter strengthening.



# Glossary of Non-GAAP Financial Measures (continued)

## 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 value of securities used to hedge guaranteed living benefits;
  - net realized capital gains and losses;
  - changes in benefit reserves and DAC, VOBA and SIA related to net realized capital gains and losses;
  - non-operating litigation reserves and settlements
- **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
  - non-operating litigation reserves and settlements
  - reserve development related to non-operating run-off insurance business
  - restructuring and other costs related to initiatives designed to reduce operating expenses, improve efficiency and simplify our organization.

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

## Acronyms

- **YTD** – Year-to-date
- **YoY** – Year-over-year
- **NPW** – Net premiums written
- **FX** – Foreign exchange
- **AOCI** – Accumulated other comprehensive income
- **DTA** – Deferred tax assets
- **PYD** – Prior year loss reserve development
- **NII** – Net investment income
- **GOE** – General operating expenses, operating basis

Note: Amounts presented in billions may not foot due to rounding.



# Non-GAAP Reconciliations

## Reconciliation of General Operating Expenses

(\$ in Billions)	FY 2014	FY 2015
<b>Total general operating expenses, Operating basis</b>	<b>\$11.9</b>	<b>\$11.1</b>
Loss adjustment expenses, reported as policyholder benefits and losses incurred	(1.7)	(1.6)
Advisory fee expenses	1.3	1.3
Non-deferrable insurance commissions	0.5	0.5
Direct marketing and acquisition expenses, net of deferrals	0.6	0.7
Investment expenses reported as net investment income	(0.1)	(0.1)
<b>Total general operating and other expenses included in pre-tax operating income</b>	<b>\$12.6</b>	<b>\$11.9</b>
Restructuring and other costs	0.0	0.5
Other expense related to retroactive reinsurance agreement	0.0	0.2
Non-operating litigation reserves	0.5	0.0
<b>Total general operating and other expenses, GAAP basis</b>	<b>\$13.1</b>	<b>\$12.7</b>

## Reconciliation of AIG Shareholders' Equity, Ex. AOCI and DTA

Reconciliation of AIG Shareholders' Equity, Ex. AOCI and DTA: (\$ in Billions)	Life Insurance Companies	Non-Life Insurance Companies	Total Life and Non-Life Insurance Companies	Corporate and Other	AIG Inc.
As of December 31, 2015					
Total AIG shareholders' equity	\$32.1	\$44.7	\$76.7	\$12.9	\$89.7
Less: Accumulated other comprehensive income (AOCI)	(1.7)	(1.2)	(2.9)	0.4	(2.5)
Total AIG shareholders' equity, excluding AOCI	30.4	43.4	73.8	13.3	87.1
Less: Deferred tax assets (DTA) <sup>1</sup>	-	-	-	(16.8)	(16.8)
<b>Total AIG shareholders' equity, excluding AOCI and DTA</b>	<b>\$30.4</b>	<b>\$43.4</b>	<b>\$73.8</b>	<b>(\$3.4)</b>	<b>\$70.4</b>
			↕	↕	↕
Reconciliation to Core and Legacy Portfolio Shareholders' Equity, Ex. AOCI and DTA:			Core Portfolio	Legacy Portfolio	AIG Inc.
Total AIG shareholders' equity, excluding AOCI and DTA			\$73.8	(\$3.4)	\$70.4
Transfer equity of legacy portfolio <sup>2</sup>			(4.6)	4.6	-
Push down of Parent debt <sup>3</sup>			(15.6)	15.6	-
<b>Total AIG shareholders' equity, excluding AOCI and DTA</b>			<b>\$53.6</b>	<b>\$16.8</b>	<b>\$70.4</b>

Notes: (1) Represents U.S. tax attributes related to net operating loss carryforwards and foreign tax credits. (2) Represents transfer of the equity associated with discontinued/run-off businesses (primarily Life Insurance Companies run-off portfolios and pre-2012 structured settlements) to the legacy portfolio. (3) Represents the allocation of financial debt to the Operating Portfolio at leverage of 20% for Non-Life Insurance Companies and 25% for Life Insurance Companies (calculated as Financial Debt + Hybrid Debt / Total Capital) by transferring in a portion of parent financial debt.

