

# ***Investor Presentation***

**1<sup>st</sup> Quarter 2009**



**The Hartford Financial Services Group, Inc.**

# Safe Harbor Statement

Certain statements made in this presentation should be considered forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. These include statements about The Hartford's future results of operations. We caution investors that these forward-looking statements are not guarantees of future performance, and actual results may differ materially. Investors should consider the important risks and uncertainties that may cause actual results to differ, including those discussed in The Hartford's press release issued on April 30, 2009, our Quarterly Report on Form 10-Q for the quarter ended March 31, 2009, our 2008 Annual Report on Form 10-K and other filings we make with the Securities and Exchange Commission. We assume no obligation to update this presentation, which speaks as of today's date.

The discussion in this presentation of The Hartford's financial performance includes financial measures that are not derived from generally accepted accounting principles, or GAAP. Information regarding these non-GAAP and other financial measures, including reconciliations to the most directly comparable GAAP financial measures, is provided in the Investor Financial Supplement for the first quarter of 2009, in The Hartford's press release issued on April 30, 2009, and in the Investor Relations section of The Hartford's website at [www.thehartford.com](http://www.thehartford.com).

# Capital market volatility and economic contraction created a difficult operating environment in the first quarter of 2009

- ✓ The first quarter of 2009 saw a continuation of the severe capital market and economic disruption experienced in the second half of 2008
  - Global equity market declines – U.S. markets hit lows not seen in over a decade
  - Illiquid credit markets pressured fixed income valuations
  - Risk-free interest rates remained near all-time lows
  - U.S. economy in extended recession
    - Unemployment rate above 8%
    - GDP down 6.1% in first quarter
- ✓ Outlook for timing and strength of capital market and economic recoveries is uncertain

# We are taking actions to reduce risk in our global annuity businesses

- ✓ We are suspending new business sales in Japan
  - Capital market conditions are volatile
  - Current competitive environment does not offer acceptable risk/reward balance
  - We will continue to service our 500,000+ customers
  - Well-capitalized to meet policyholder obligations
  
- ✓ We are suspending new business sales in the U.K.
  - De-emphasizing investments in international expansion
  - Will not go forward with planned entry into Germany
  - Will maintain Dublin office to serve existing policyholders
  - Well-capitalized to meet policyholder obligations
  
- ✓ We plan to launch a new U.S. variable annuity product in the third quarter
  - Interim May 1 changes to increase pricing on lifetime income rider with mandated asset allocation and to eliminate rider with no allocation limits
  - Core pillars of new U.S. product will be simplicity, competitive cost and a lower risk profile

# We are pursuing other initiatives with the goals of reducing risk and preserving capital

- ✓ Exploring options for our Institutional business
  - De-emphasizing most ratings-sensitive businesses
- ✓ Reducing risk in our investment portfolio
  - Reduced holdings of financials by over \$600 million in 1Q09
  - Sold over \$300 million in CMBS, focusing on securities at risk of near-term ratings downgrades
  - Purchased additional credit protection for certain portfolio exposures
  - Putting new money to work in more defensive sectors, including pharmaceuticals and other consumer non-cyclical
- ✓ Reducing expenses across the enterprise
  - On plan to reduce run-rate expenses by \$250 million by end of year
  - Additional expense savings will come from business portfolio changes

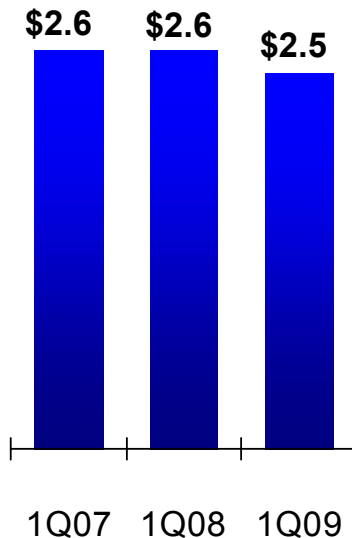
# Key results for the first quarter of 2009

- ✓ Net loss of \$1.2 billion, or \$3.77 per share, including a \$1.5 billion after-tax charge, or \$4.66 per share, related to off-cycle unlock of Life estimated gross profits (“DAC unlock”)
- ✓ Net realized capital loss of \$46 million, after tax
  - Net losses on sale of \$298 million
  - Impairments of \$141 million
  - VA hedging programs generated a gain of \$339 million in total, primarily driven by \$219 million benefit from SFAS 157 liability model assumption changes
- ✓ Core earnings were \$322 million, or \$1.00 per share, ex-DAC unlock
- ✓ Net investment income, excluding trading securities, weakened with a \$273 million, or 23%, decline from 1Q08
  - \$209 million pre-tax loss, or \$0.42 per share after tax, from limited partnerships and other alternative investments
  - Lower yields on fixed maturities due to increased allocation to short-term investments and lower rates on variable rate securities

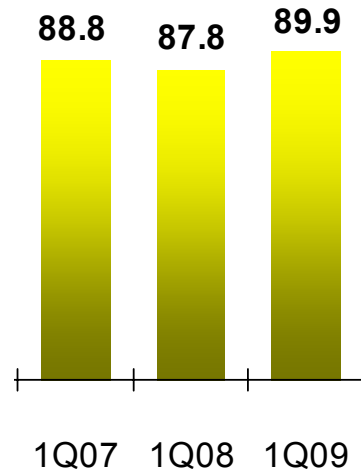
# Property & Casualty performed well in the first quarter

## Property & Casualty Ongoing Operations

Written Premium\*  
(\$ in billions)



Combined Ratio



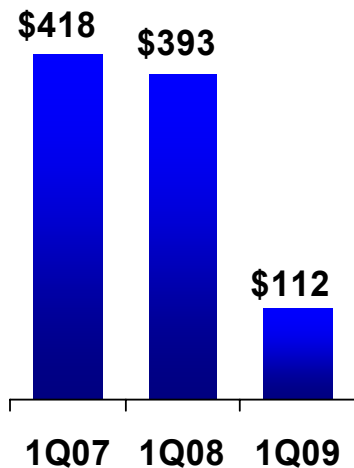
\*Denotes financial measure not calculated based on generally accepted accounting principles.

- ✓ Core earnings in 1Q09 were \$321 million, 25% below 1Q08, primarily due to 38% decline in investment income
- ✓ Written premium of \$2.5 billion, a 5% decline from the prior year quarter
  - Impact of weak economy seen in reduction in audit premium, increase in mid-term cancellations, and lower average policy size in most segments
  - Sale of specialty property business and planned exit from Florida agency homeowners reduced total written premium by nearly 2%
- ✓ Ongoing operations combined ratio was 89.9 points in the quarter, including
  - \$68 million, pre-tax, or 2.7 points, of net favorable prior year development
  - \$65 million, pre-tax, or 2.6 points, of current year catastrophes

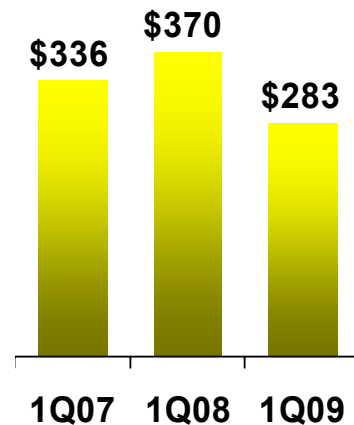
# Life results reflect the pressure of severe equity market declines over the last 12 months

## Life Operations

**Core Earnings\***  
(\$ in millions)



**Assets Under Management**  
(\$ in billions)



- ✓ Life core earnings in 1Q09 were (\$1.4 billion) compared to \$393 million in 1Q08
  - DAC unlock charge of \$1.5 billion in 1Q09
  - Excluding DAC unlock, ROAs were hurt by declines in net investment income and margin compression caused by lower AUM-based fees
- ✓ Group benefits, retirement plans and fixed annuity sales and deposits showed continued strength in 1Q09
- ✓ Weak deposits and sales in equity-sensitive businesses

\*Excludes effect of DAC unlock of \$(1,493) in 1Q09.

## 2009 core earnings guidance

- ✓ Core earnings per share guidance for full-year 2009 revised to \$0.05 to \$0.45
  - Incorporates actual first quarter performance, including \$1.5 billion DAC unlock charge
- ✓ Assumes:
  - 9% annualized total equity market return (including 7.2% stock appreciation and 1.8% dividends) from S&P 500 at 874 as of April 29, 2009
  - Full-year pre-tax underwriting loss in P&C Other Operations of \$160 million
  - No impact from suspension of sales in Japan and the U.K.
  - Yield on limited partnerships and other alternative investments of (17%), compared to (9%) in prior guidance
  - A full-year catastrophe ratio of 3.0% - 3.5%
  - Diluted weighted average shares outstanding of 325.4 million for full-year 2009

# Our Life operations finished the first quarter with an estimated RBC ratio between 420% and 430%

- ✓ First quarter 2009 estimated RBC ratio would be in the range of 420% and 430%, using Q109 data and assumptions, compared to year-end 2008 level of 462%
- ✓ Decline driven by a number of positive and negative factors
  - U.S. equities declined – S&P 500 fell 12%
  - Updated reserve assumptions, incorporating actions taken and observed policyholder behavior, provided a benefit
  - Net losses on sales of investments and statutory impairments
- ✓ We expect to be able to maintain our Life RBC ratio above 325% at a year-end S&P 500 of 700 with existing capital resources across the enterprise, isolating for equity market sensitivity only
  - Includes impact of VA CARVM and expiration of DTA permitted practice
  - Includes actual 1Q09 credit impacts
  - Excludes any other potential capital relief

# We remain well capitalized, with over \$3 billion of untapped holding company capital resources

- ✓ Property and casualty subsidiaries are capitalized above levels consistent with those historically associated with “AA” level P&C companies
- ✓ Life company estimated RBC ratio of 420% to 430% at March 31, 2009
- ✓ \$1 billion of cash and other short-term investments at holding company, after taking into account repayment of all outstanding commercial paper
- ✓ \$1.9 billion revolving credit facility and \$500 million contingent capital facility remain fully available

## Questions and Answers



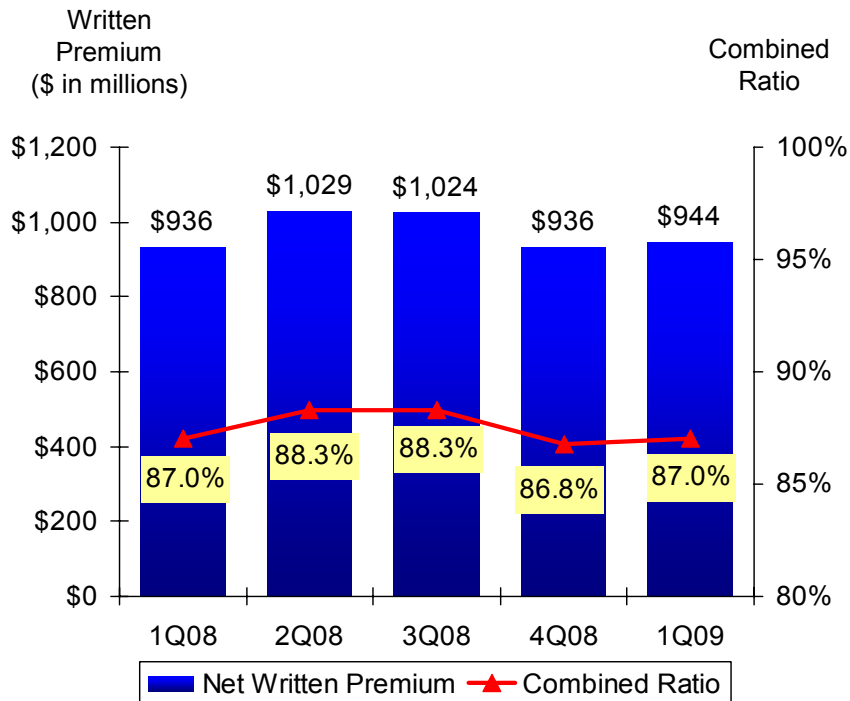
# **The Hartford Financial Services Group, Inc.**

## **Appendix**



# Personal Lines delivered strong profitability while increasing new business growth

## Personal Lines Written Premium and Accident Year X-CAT Combined Ratio



\*Excluding catastrophes and prior year development

### ✓ Personal Lines reported a combined ratio\* of 87.0% for 1Q09, equal to 1Q08

- AARP written premium grew 3% in 1Q09 compared to the prior year period
  - Both volume and rate of sales increased in the first quarter
- Both AARP and Agency posted strong new business growth with total new business premium up 35%
- AARP policy count retention held steady for both Auto and Home on both a year-over-year and sequential basis

### ✓ 2009 progress and action plans

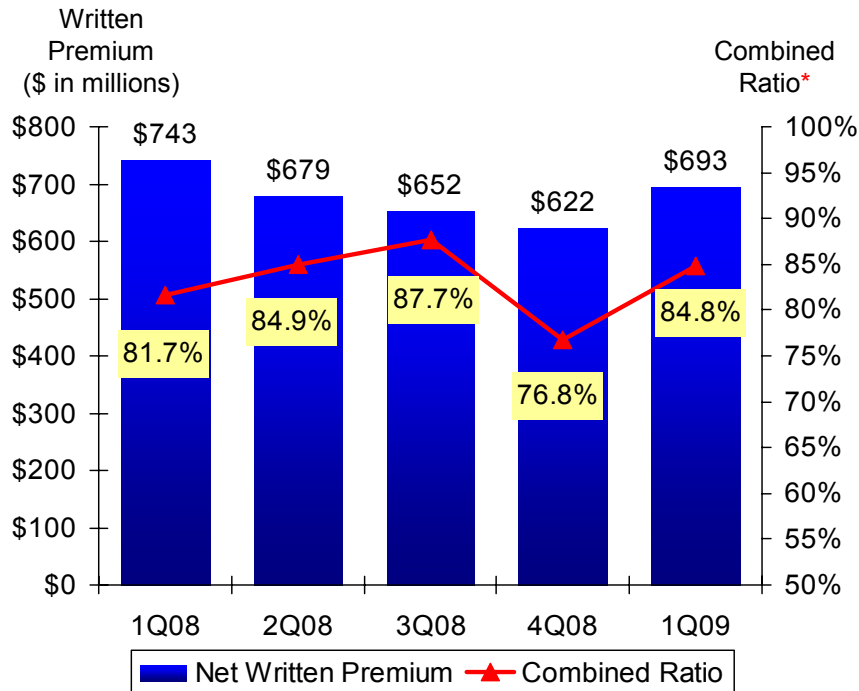
- Deployed an enhanced Dimensions agency auto product to 37 states, improving flow volume and issue rates
- Added over 200 new agents in 1Q09, expanding our agency distribution to roughly 8,200

### ✓ Full year 2009 guidance

- Written premium growth: (1%) to 2%
- Combined Ratio\*: 89.5% to 92.5%

# Small Commercial continues to deliver strong underwriting results

## Small Commercial Written Premium and Accident Year X-CAT Combined Ratio\*



\* Excludes catastrophes and prior year development

### ✓ Combined ratio\* was strong at 84.8% for the first quarter

- Favorable written pricing trends continue, from (2%) in 1Q08 to flat in 1Q09
- 1Q09 written premium was down 7% from prior year, adversely affected by the economic downturn
  - Reflected in a reduction of policy endorsements and lower payrolls
- Payroll alliance business 1Q09 premium grew 10% over 1Q08, driven by a 17% increase in new business

### ✓ 2009 progress and action plans

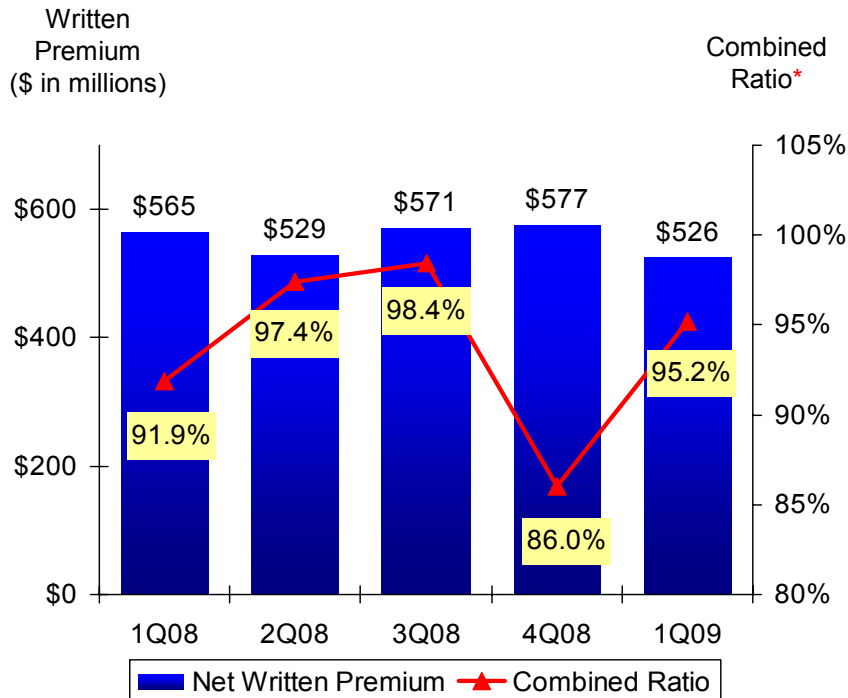
- In the first quarter more than 200 agents were appointed, bringing the total to over 7,700
- Select workers compensation new business premium grew 2.5% in 1Q09 on the success of "Power Selling" campaign

### ✓ Full year 2009 guidance

- Written premium decline: (6%) to (3%)
- Combined Ratio\*: 85.0% to 88.0%

# The Hartford continues to demonstrate underwriting discipline while successfully targeting sales opportunities

## Middle Market Written Premium and Accident Year X-CAT Combined Ratio\*



\* Excludes catastrophes and prior year development

### ✓ Middle Market delivered solid results in 1Q09, despite a difficult economic environment

- The 95.2% 1Q09 combined ratio\* reflects disciplined underwriting in the 6<sup>th</sup> year of the soft market
- The economic downturn negatively affected written premium, contributing to a 7% decline vs. 1Q08
  - Lower earned audit premium accounted for over half the year-over-year premium decline, reflecting lower payrolls and exposure levels
- New business written premium increased 10%, driven by growth in workers compensation
- Policies in-force increased 1% over prior year quarter

### ✓ 2009 progress and action plans

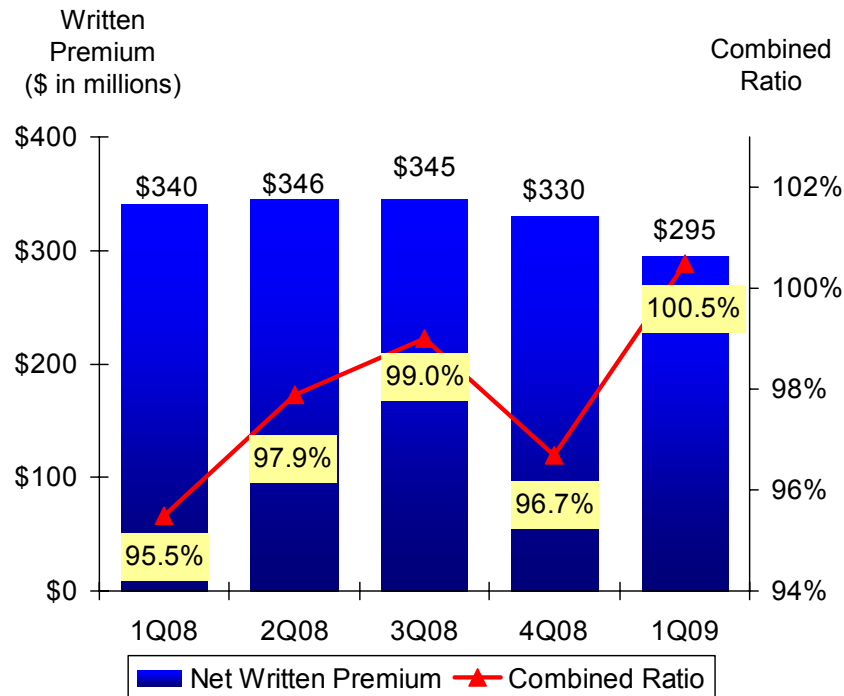
- Deployed new field sales models
- Streamlined the underwriting process
  - Submission flow was strong for Key Accounts and Individual Risk, up 17% vs. 1Q08
- Expanded industry vertical offerings
  - Introducing new Health Care Practice offering

### ✓ Full year 2009 guidance

- Written premium decline: (8.5%) to (5.5%)
- Combined Ratio\*: 93.5% to 96.5%

# Specialty Commercial is faring well in the face of a difficult economic environment and ratings downgrades

## Specialty Commercial Written Premium and Accident Year X-CAT Combined Ratio



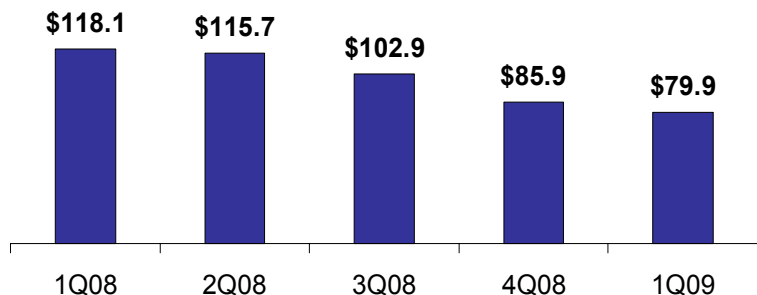
\* Excludes catastrophes and prior year development

- ✓ **Written premium declined \$45M, or 13% vs. 1Q08**
  - The sale of First State Management Group accounted for \$26M of the premium reduction
  - The remainder of the decline reflects a combination of the difficult economic climate, a competitive environment, disciplined pricing, and the negative impact of rating downgrades
  
- ✓ **Professional Liability, Fidelity and Surety:**
  - Ratings downgrades are beginning to negatively affect new and renewal business
  - First quarter 2009 written premium is down 6% to 1Q08
  - Professional liability continues to migrate towards privately held/small professional risks
  
- ✓ **Specialty Casualty:**
  - Within National Accounts, new business premium grew significantly in 1Q09 over the prior year quarter
  - Within Specialty Construction, quote volume was up 81% over 1Q08, generating a four-fold increase in new business premium over the prior year quarter
  
- ✓ **Full year 2009 guidance**
  - Written premium decline: (16.5%) to (13.5%)
  - Combined Ratio\*: 96.5% to 99.5%

# Volatile market conditions continue to impact variable product sales and AUM levels

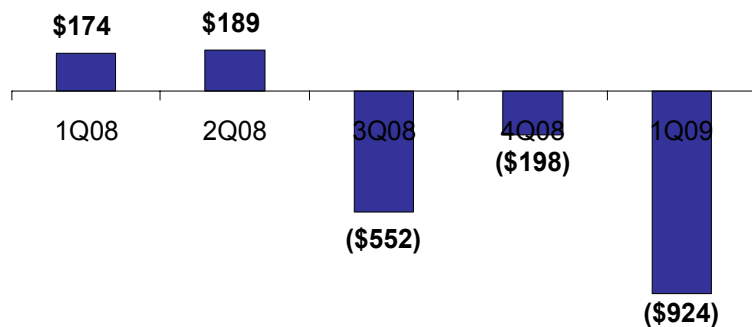
(\$ in billions)

## Individual Annuity Assets Under Management



(\$ in millions)

## Individual Annuity Core Earnings \*



\* Includes DAC unlock of (\$721) and (\$989), after tax, for 3Q08 and 1Q09, respectively, and a goodwill impairment of (\$274), after tax, for 4Q08

### ✓ First Quarter 2009 Results

- Individual annuity assets under management were \$79.9 billion. Over the past twelve months, falling equity markets have reduced variable annuity account values by \$32.8 billion.
- Deposits for individual annuity were \$1.3 billion, including \$633 million of fixed annuity deposits
- Individual annuity net outflows were \$1.6 billion with variable annuity surrender rate at 12.8%

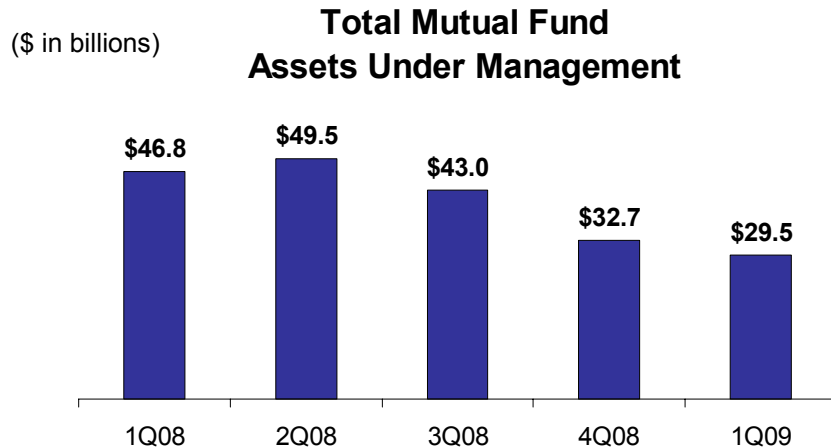
### ✓ Key Initiatives

- Develop new annuity product platform
  - Combine value and simplicity
  - Provide innovative income solutions
- Continue to deepen relationships through wholesalers

### ✓ Full Year 2009 guidance

- Variable annuity deposits: \$2.0 to \$3.0 billion (previously \$3.0 to \$5.0 billion)
- Variable annuity net flows: (\$9.0) to (\$8.0) billion (previously (\$8.2) to (\$6.2) billion)
- Individual annuity ROA excluding DAC unlock: 43 to 47 bps (previously 63 to 66 bps)

# Mutual Funds sales declined for the quarter reflecting challenging market conditions



\* Includes DAC unlock of (\$1), after tax, for 3Q08

## ✓ First Quarter 2009 Results

- Retail Mutual Fund deposits for the quarter were \$2.3 billion versus \$4.0 billion a year ago reflecting challenging market conditions
- In a volatile quarter for the markets and industry, Retail Mutual Fund outflows were \$500 million

## ✓ Key Initiatives

- Drive Retail Mutual Fund wholesaling strategy
- Focus on strong fund performance
- Transform from retail sub-account complex to broad mandate complex

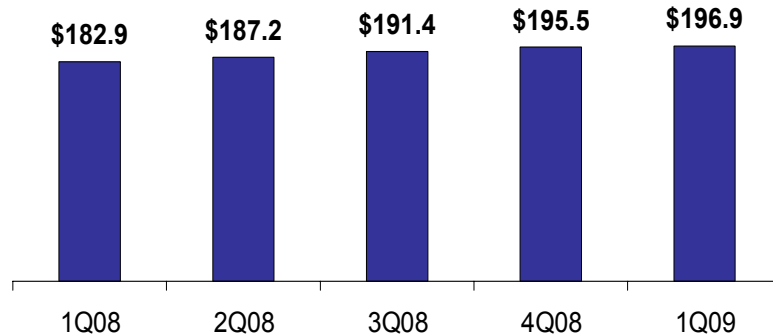
## ✓ Full Year 2009 guidance

- Retail mutual fund deposits: \$9.0 to \$11.0 billion
- Retail mutual fund net flows: (\$0.5) to \$1.0 billion (previously \$0.6 to \$2.6 billion)
- Other Retail ROA excluding DAC unlock: 1 to 3 bps (previously 4 to 7 bps)

# Individual life in-force growth continues to remain solid; increasing 8%

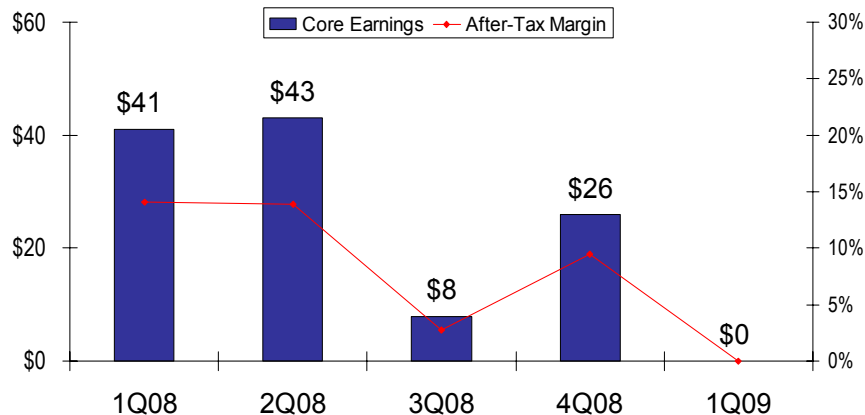
## Individual Life In Force

(\$ in billions)



## Individual Life Core Earnings\* & After-Tax Margin

(\$ in millions)



\* Includes DAC unlock of (\$37) and (\$26), after tax, for 3Q08 and 1Q09, respectively

## ✓ First Quarter 2009 Results

- Life insurance in force increased to \$197 billion, or 8% higher than in 1Q08
- Sales of \$37 million were 43% below 1Q08
- Year-over-year term life sales increased by 20%
- Variable life sales fell 71% from the prior year period reflecting the impact of volatile equity markets

## ✓ Key Initiatives

- Enhance distribution relationships through
  - Point of sale model
  - Sales force effectiveness
  - Market expansion
- Maintain competitive product portfolio and continue diversification efforts

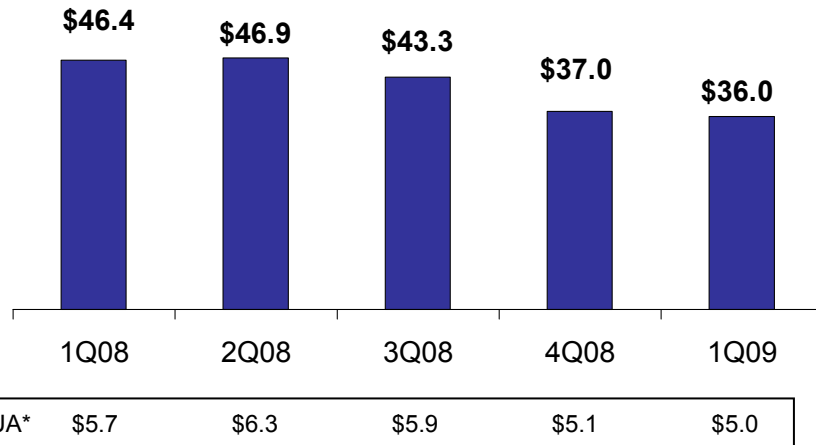
## ✓ Full year 2009 guidance

- Inforce growth: 7% to 9%
- After-Tax Margin excluding DAC unlock: 10% to 12% (previously 12% to 14%)

# Retirement Plans' assets pressured by the current market environment

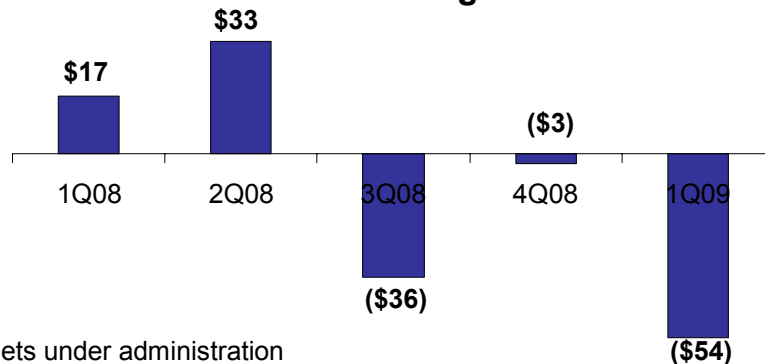
## Retirement Plans Assets Under Management

(\$ in billions)



## Retirement Plans Core Earnings \*\*

(\$ in millions)



\* Assets under administration

\*\* Includes DAC unlock (\$48) and (\$54), after tax, for 3Q08 and 1Q09, respectively

## ✓ First Quarter 2009 Results

- Deposits of \$2.2 billion declined 1% from 1Q08 reflecting the challenging market environment
- Assets under management of \$36.0 billion fell 22% driven by declining equity markets
- Net flows declined 33% to \$688 million compared to \$1.0 billion in 1Q08

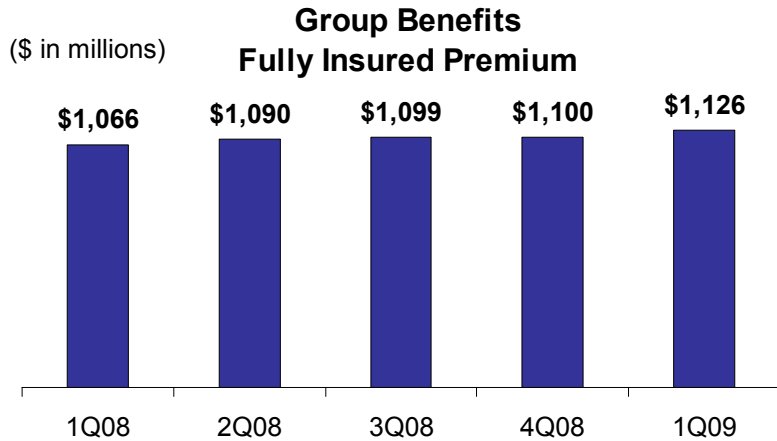
## ✓ Key Initiatives

- Continue integration of acquisitions
- Expand growth in 403(b) market segment through additional investment and leveraging regulatory changes
- Offer defined benefit/defined contribution solution to target market segments

## ✓ Full year 2009 guidance

- Deposits: \$8.0 to \$9.0 billion
- Net flows: \$0 to \$500 million (previously \$0.5 to \$1.5 billion)
- ROA excluding DAC unlock: 0 to 5 bps (previously 7 to 10 bps)

# Group Benefits grew premium in both disability and life driven by strong sales and persistency

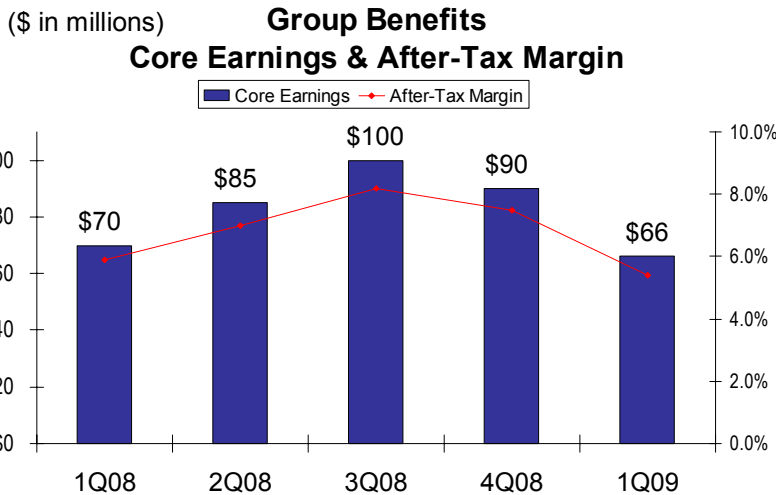


## ✓ First Quarter 2009 Results

- Strong sales and persistency drove a 6% increase in fully insured premium
- Sales increased 5% from 1Q08 driven by strong national account sales
- Core earnings were \$66 million versus \$70 million in 1Q08 due to lower net investment income

## ✓ Key Initiatives

- Continue to maintain strong underwriting, pricing and claims management discipline
- Retain leadership position in group life and group disability markets through clinical model expansion
- Offer employers a total absence management solution
- Differentiate The Hartford in the voluntary marketplace



## ✓ Full year 2009 guidance

- Fully insured premium: \$4.5 to \$4.6 billion (previously \$4.6 to \$4.7 billion)
- Loss ratio: 71% to 74%
- Expense ratio: 26% to 28%
- After-Tax Margin: 6.3% to 6.7% (previously 6.0% to 6.4%)

# After reviewing our global annuity business, the decision has been made to suspend sales in Japan

## Japan Annuity Assets Under Management



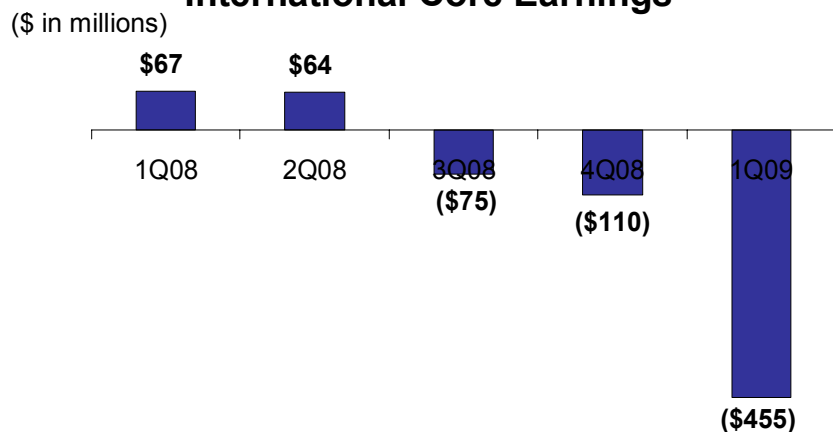
### ✓ First Quarter 2009 Results

- Japan VA deposits were \$202 million reflecting market pressures and aggressive domestic competition
- Japan fixed annuity deposits of \$21 million, a decrease of 88% over 1Q08
- Total annuity net outflows were \$129 million versus \$1.1 billion in 4Q08

### ✓ Key Initiatives

- Suspending new business sales in Japan and the U.K.
- Not going forward with planned entry into Germany

## International Core Earnings \*

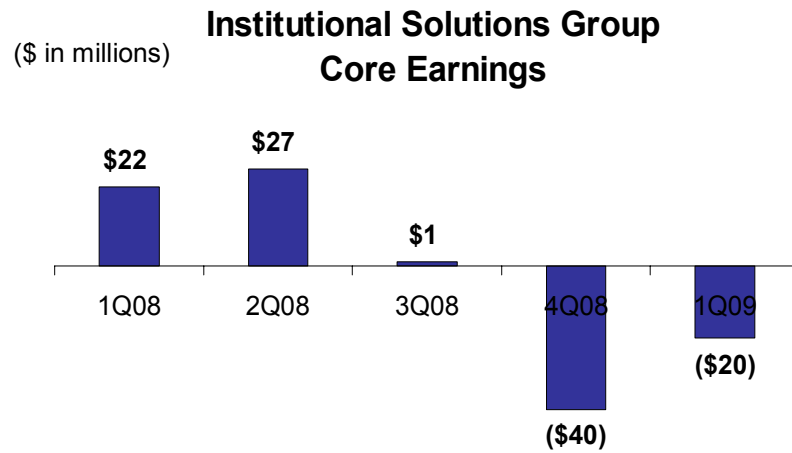
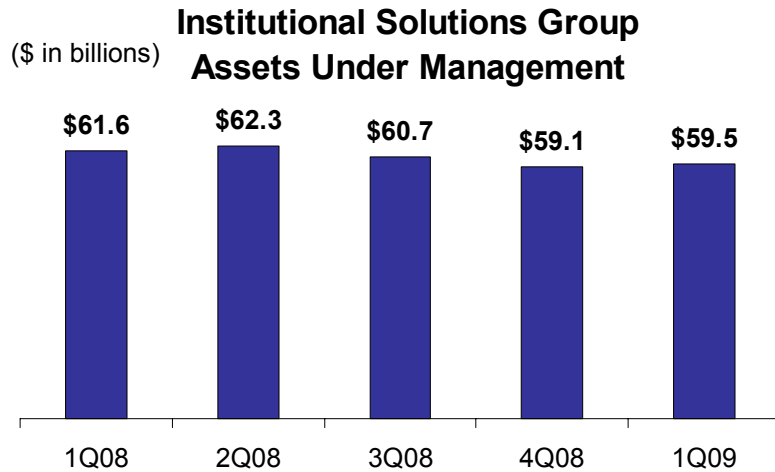


### ✓ Full year 2009 guidance

- Japan VA ROA excluding DAC unlock: 27 to 37 bps (previously 46 to 56 bps)

\* Includes DAC unlock (\$125) and (\$424), after tax, for 3Q08 and 1Q09, respectively

# Market conditions continue to strain the BOLI and spread-based markets, significantly impacting deposits



## ✓ First Quarter 2009 Results

- Deposits were \$0.7 billion versus \$1.7 billion in 1Q08
- Net flows decreased to (\$709) million compared to \$479 million in 1Q08, excluding intercompany funding agreement

## ✓ Key Initiatives

- Exploring strategic options for this business

## ✓ Full year 2009 guidance

- ROA: (5) to 0 bps (previously 7 to 11 bps)

# CMBS Bonds – Original Rating as of March 31, 2009

## Book Value at Original Rating

(\$ in millions)	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 1,126	\$ 495	\$ 805	\$ 127	\$ 96	\$ 2,649
2004	636	84	85	27	-	832
2005	1,117	438	331	88	-	1,974
2006	2,498	398	486	385	14	3,781
2007	931	414	136	136	3	1,620
<b>Total</b>	<b>\$ 6,308</b>	<b>\$ 1,829</b>	<b>\$ 1,843</b>	<b>\$ 763</b>	<b>\$ 113</b>	<b>\$ 10,856</b>

## Market Value at Original Rating

(\$ in millions)	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 1,075	\$ 403	\$ 627	\$ 106	\$ 71	\$ 2,282
2004	549	38	46	15	-	648
2005	821	142	141	50	-	1,154
2006	1,352	120	178	130	5	1,785
2007	448	107	36	42	1	634
<b>Total</b>	<b>\$ 4,245</b>	<b>\$ 810</b>	<b>\$ 1,028</b>	<b>\$ 343</b>	<b>\$ 77</b>	<b>\$ 6,503</b>

## Market Value to Par Value at Original Rating

	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	96%	82%	78%	85%	72%	87%
2004	86%	45%	54%	56%	-	78%
2005	73%	32%	42%	51%	-	58%
2006	55%	30%	34%	29%	14%	46%
2007	48%	26%	25%	28%	33%	39%
<b>Total</b>	<b>68%</b>	<b>44%</b>	<b>54%</b>	<b>40%</b>	<b>54%</b>	<b>59%</b>

# CMBS CDOs - Original Rating as of March 31, 2009

## Book Value at Original Rating

<i>(\$ in millions)</i>	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 290	\$ 113	\$ 37	\$ 15	\$ -	\$ 455
2004	152	24	12	10	-	198
2005	124	41	59	7	-	231
2006	254	59	65	14	-	392
2007	149	105	94	11	-	359
2008	42	21	23	2	-	88
2009	5	3	4	-	-	12
<b>Total</b>	<b>\$ 1,016</b>	<b>\$ 366</b>	<b>\$ 294</b>	<b>\$ 59</b>	<b>\$ -</b>	<b>\$ 1,735</b>

## Market Value at Original Rating

<i>(\$ in millions)</i>	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 79	\$ 19	\$ 5	\$ 1	\$ -	\$ 104
2004	42	5	1	1	-	49
2005	30	6	7	1	-	44
2006	52	11	12	1	-	76
2007	40	19	9	1	-	69
2008	13	4	2	-	-	19
2009	1	1	-	-	-	2
<b>Total</b>	<b>\$ 257</b>	<b>\$ 65</b>	<b>\$ 36</b>	<b>\$ 5</b>	<b>\$ -</b>	<b>\$ 363</b>

## Market Value to Par Value at Original Rating

	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	21%	17%	13%	7%	-	19%
2004	21%	17%	7%	11%	-	20%
2005	18%	10%	11%	13%	-	14%
2006	14%	9%	17%	5%	-	13%
2007	26%	16%	9%	4%	-	18%
2008	31%	19%	8%	-	-	20%
2009	20%	33%	-	-	-	15%
<b>Total</b>	<b>20%</b>	<b>14%</b>	<b>12%</b>	<b>6%</b>	<b>-</b>	<b>17%</b>

# Sub-prime RMBS - Original Rating as of March 31, 2009

## Book Value at Original Rating

<i>(\$ in millions)</i>	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 77	\$ 183	\$ 60	\$ 2	\$ -	\$ 322
2004	112	358	1	2	-	473
2005	83	728	-	-	1	812
2006	371	56	-	1	-	428
2007	185	18	5	3	-	211
<b>Total</b>	<b>\$ 828</b>	<b>\$ 1,343</b>	<b>\$ 66</b>	<b>\$ 8</b>	<b>\$ 1</b>	<b>\$ 2,246</b>

## Market Value at Original Rating

<i>(\$ in millions)</i>	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	\$ 57	\$ 127	\$ 42	\$ 1	\$ -	\$ 227
2004	78	238	1	1	-	318
2005	56	338	-	-	-	394
2006	170	10	-	-	-	180
2007	82	4	3	2	-	91
<b>Total</b>	<b>\$ 443</b>	<b>\$ 717</b>	<b>\$ 46</b>	<b>\$ 4</b>	<b>\$ -</b>	<b>\$ 1,210</b>

## Market Value to Par Value at Original Rating

	AAA	AA	A	BBB	BB & Below	Total
2003 & Prior	74%	68%	54%	25%	-	63%
2004	70%	66%	100%	50%	-	67%
2005	67%	43%	-	-	-	42%
2006	41%	16%	-	-	-	37%
2007	35%	5%	2%	3%	-	17%
<b>Total</b>	<b>48%</b>	<b>49%</b>	<b>20%</b>	<b>5%</b>	<b>-</b>	<b>43%</b>

# Top Financial Services Exposure as of March 31, 2009

<b>Top 25 Financial Services Exposures by Book Value</b>			
(\$ in millions)			
<b>Issuer Parent</b>	<b>BOOK VALUE</b>	<b>FAIR VALUE</b>	<b>NET UNREALIZED LOSS</b>
1 JPMORGAN CHASE & CO	\$ 502	\$ 370	\$ (132)
2 BANK OF AMERICA CORP	457	259	(198)
3 GENERAL ELECTRIC CO	387	229	(158)
4 WELLS FARGO & COMPANY	362	304	(58)
5 CITIGROUP INC	276	154	(122)
6 CREDIT SUISSE GROUP AG	272	208	(64)
7 BARCLAYS PLC	244	127	(117)
8 UBS AG	240	123	(117)
9 AMERICAN EXPRESS COMPANY	223	176	(47)
10 HSBC HOLDINGS PLC	219	151	(68)
11 GOLDMAN SACHS GROUP INC	179	156	(23)
12 DEUTSCHE BANK AG	175	126	(49)
13 BANK OF NEW YORK MELLON CORP/T	168	149	(19)
14 UNICREDIT SPA	166	95	(71)
15 SUNTRUST BANKS INC	164	132	(32)
16 ROYAL BANK OF SCOTLAND GROUP PLC	159	121	(38)
17 BANCO SANTANDER SA	141	101	(40)
18 LLOYDS BANKING GROUP PLC	141	73	(68)
19 BERKSHIRE HATHAWAY INC.	133	134	1
20 AMERICAN INTERNATIONAL GROUP INC	132	67	(65)
21 AETNA INC	123	109	(14)
22 WESTPAC BANKING CORP	121	56	(65)
23 BNP PARIBAS	118	62	(56)
24 CREDIT AGRICOLE SA	114	92	(22)
25 SOCIETE GENERALE	112	45	(67)
<b>Subtotal</b>	<b>\$ 5,328</b>	<b>\$ 3,619</b>	<b>\$ (1,709)</b>
All Other Net	2,849	2,252	(597)
<b>Total Financial Services Exposures</b>	<b>\$ 8,177</b>	<b>\$ 5,871</b>	<b>\$ (2,306)</b>

# Top Financial Services Upper Tier 2 and Tier 1 (including Preferred) Capital Exposures as of March 31, 2009

<b>Top 25 Financial Upper T2 and T1 (including Preferred) by Book Value</b>			
(\$ in millions)			
<b>Issuer Parent</b>	<b>BOOK VALUE</b>	<b>FAIR VALUE</b>	<b>NET UNREALIZED LOSS</b>
1 BANK OF AMERICA CORP	\$ 277	\$ 91	\$ (186)
2 JPMORGAN CHASE & CO	254	138	(116)
3 BARCLAYS PLC	242	126	(116)
4 UBS AG	154	49	(105)
5 WELLS FARGO & COMPANY	144	96	(48)
6 LLOYDS BANKING GROUP PLC	139	71	(68)
7 ROYAL BANK OF SCOTLAND GROUP PLC	122	88	(34)
8 WESTPAC BANKING CORP	119	55	(64)
9 SOCIETE GENERALE	112	45	(67)
10 HSBC HOLDINGS PLC	112	59	(53)
11 SUNTRUST BANKS INC	109	76	(33)
12 BNP PARIBAS	108	50	(58)
13 CREDIT SUISSE GROUP AG	96	39	(57)
14 GOLDMAN SACHS GROUP INC/THE	88	83	(5)
15 BANCO SANTANDER SA	87	48	(39)
16 DEUTSCHE BANK AG	80	34	(46)
17 BANCO BILBAO VIZCAYA ARGENTARIA SA	76	35	(41)
18 METLIFE INC	75	52	(23)
19 UNICREDIT SPA	62	11	(51)
20 NATIONAL AUSTRALIA BANK LIMITED	61	27	(34)
21 TRAVELERS CO INC	60	32	(28)
22 RABOBANK NEDERLAND NV	55	24	(31)
23 M&T BANK CORPORATION	52	41	(11)
24 AMERICAN EXPRESS COMPANY	51	24	(27)
25 NORTHERN TRUST CORPORATION	48	20	(28)
<b>Subtotal</b>	<b>\$ 2,783</b>	<b>\$ 1,414</b>	<b>\$ (1,369)</b>
All Other Net	866	527	(339)
<b>Total Financial Services Exposures</b>	<b>\$ 3,649</b>	<b>\$ 1,941</b>	<b>\$ (1,708)</b>