

ADMIRAL  
GROUP plc



**2009 Full Year Results**

**2 March 2010**



# Questions, questions, questions...

What is the reasoning behind giving a 25% stake in Rastreator to Mapfre? Do you expect an uptick in sales as a result? Might you do the same in other countries?

**James Quin**  
Citi

**Paul Goodhind**  
Redburn Partners

How long do you expect internet and price comparison sales to continue growing and where do you see growth coming from thereafter?

**Peter Eliot**

When will we see the maturing of the aggregator product cycle for motor, as average discounts fall will customers stay with existing providers and how will confused react?

**Greig Paterson, KBW**

**Jelena Bjelanovic,**  
BoA ML

Can you compare and contrast the marketing strategy of your overseas operations with the UK strategy 5 years ago?

Based on E&Y's ultimate loss ratios, how much reserve release and profit commission has yet to flow into earnings?

**Andrew Crean, Autonomous**

**Dhruv Gahlaut, HSBC**

How have ancillary revenues at the international operations developed?

To what extent is your ancillary income at risk from the proposals in Lord Jackson's review of civil litigation costs?

At this moment in time, due to market conditions, the increases in premiums etc. is it worthwhile increasing the retention of underwriting?

**Fahad Changazi, UBS**

**James Shuck, Jefferies**

How is price comparison affecting the industry and what impact is it having on your competitive advantage?

The AA suggest that rates hardened significantly in 09. What has been the corresponding increase for Admiral?

**Rakshit Ranjan,**  
Execution Noble

**Jonathan Hekster,**  
Bernstein Research

What is Admiral's split between standard and non-standard risks and how much of your loss ratio advantage is due to this mix?

Have you been affected by the recent rise in personal injury claims that appears to have led competitors to raise their premium rates?

**Tom Dorner, Oriel**

Confused margins have fallen steeply, when will they become untenable?

**Hamish Chalmers, Macquarie**

Given the greater pricing information available in the US, will Admiral reach profitability here more quickly?

**Andy Broadfield, Morgan Stanley**

**Paul Lloyd, Credit Suisse**

How do you optimise the profitability of the business given the tension between underwriting and ancillaries?



# Agenda

Questions, questions, questions.... we will try to provide some answers

## **Kevin Chidwick, Finance Director**

Highlights

Results summary

Price comparison

## **David Stevens, Chief Operating Officer**

UK Car insurance market

- ❑ What's happening now?
- ❑ What might happen in the future?

## **Henry Engelhardt, Chief Executive Officer**

International

Summary



# Admiral is still different

	2004	2005	2006	2007	2008	2009
Highly profitable	✓	✓	✓	✓	✓	✓
Fast growing	✓	✓	✓	✓	✓	✓
Low risk profits	✓	✓	✓	✓	✓	✓
Strongly cash generative	✓	✓	✓	✓	✓	✓



# Highlights

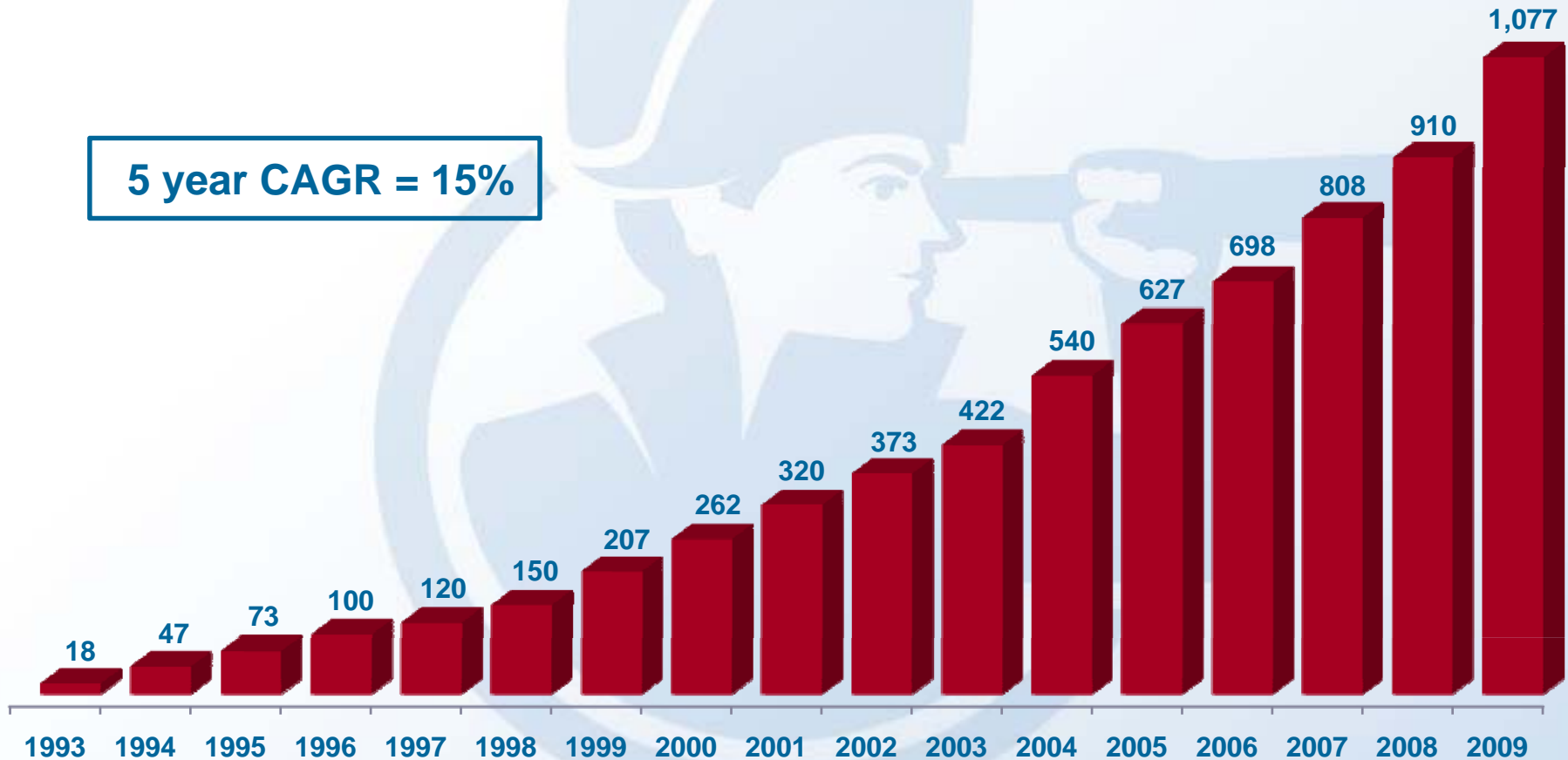
- ❑ Profit before tax up 7% at £216 million (2008: £203 million)
- ❑ Turnover up 18% at £1.08 billion (2008: £0.91 billion)
- ❑ Vehicle count up 19% to 2.08 million (2008: 1.75 million)
- ❑ Profit from UK car insurance up 15% to £207m (2008: £180m)
- ❑ UK ancillary income steady at £72 per vehicle
- ❑ Confused.com profit £26 million (2008: £26 million) revenue increased 21%
- ❑ New and extended reinsurance deals
- ❑ Second interim dividend per share of 29.8p full 2009 dividend 57.5p



# Strong growth

Historical annual turnover (£m)<sup>(1)</sup>

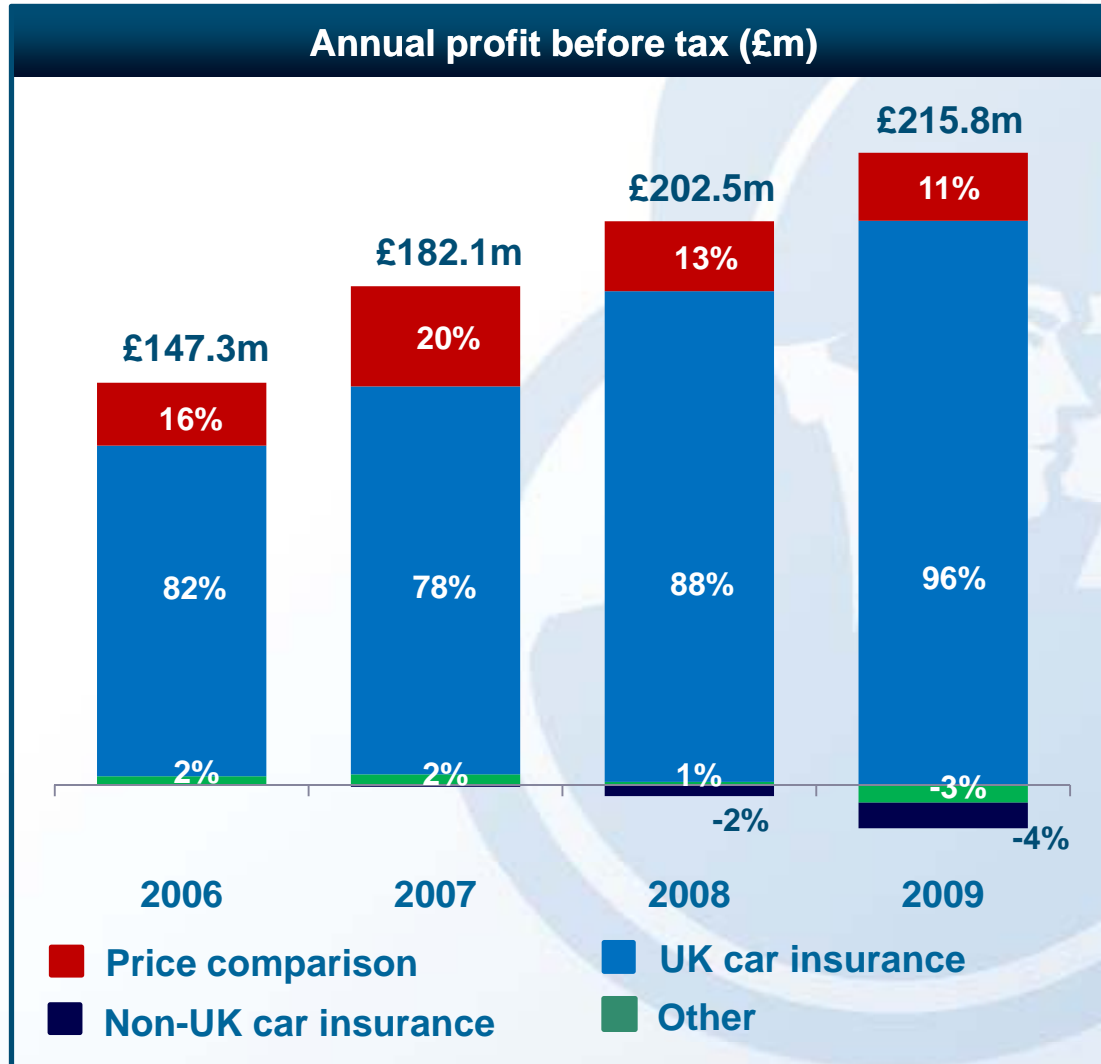
5 year CAGR = 15%



(1) Turnover comprises total premiums written + other revenue



# Admiral Group profits

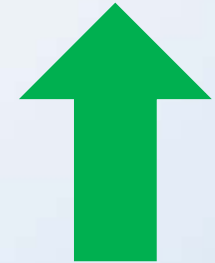


### Key drivers

Price comparison



UK car insurance



Non UK car insurance



Overall result

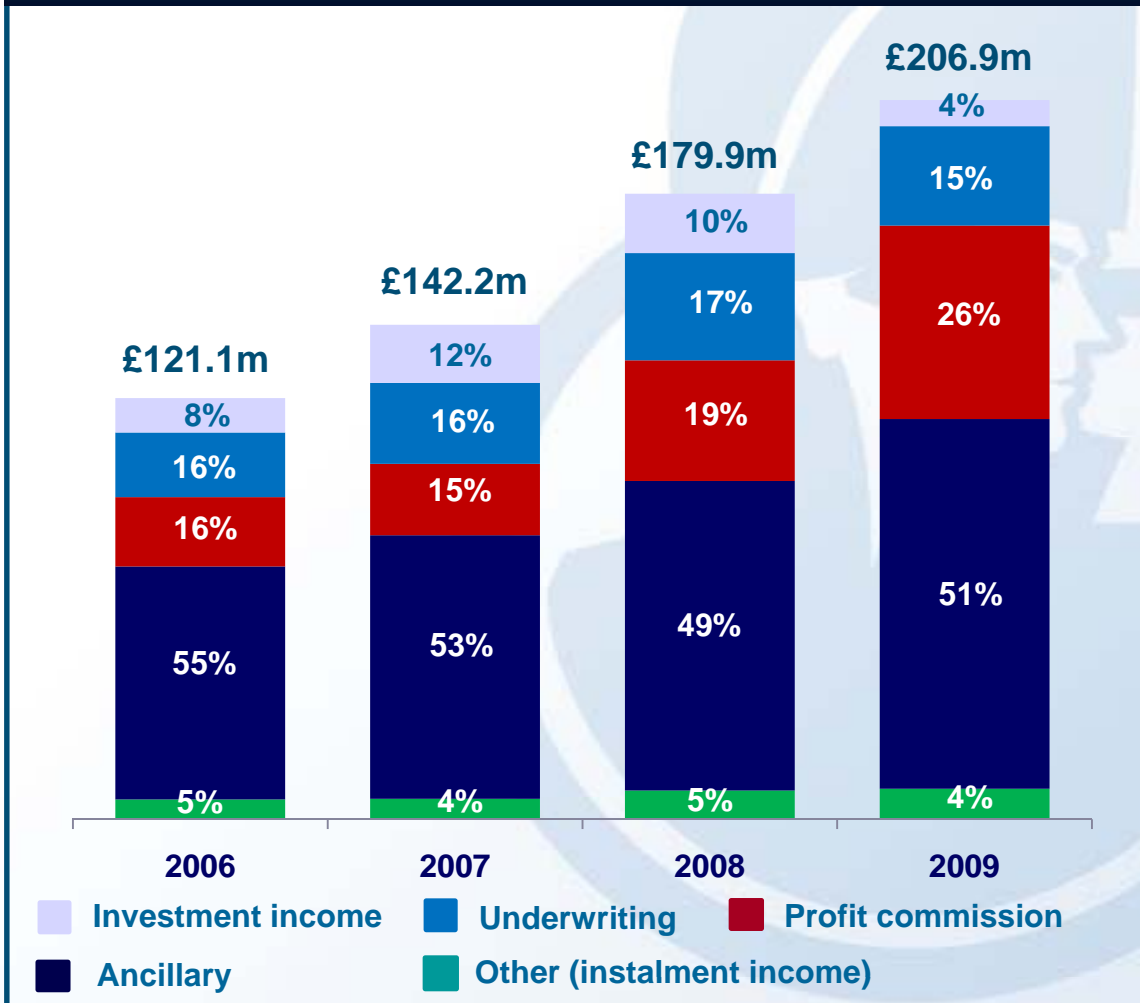






# UK car insurance profit

UK car insurance - annual profit before tax (£m)



## Key drivers

Investment income



Underwriting margins



Reserve releases



Profit commissions



Ancillaries



UK car insurance

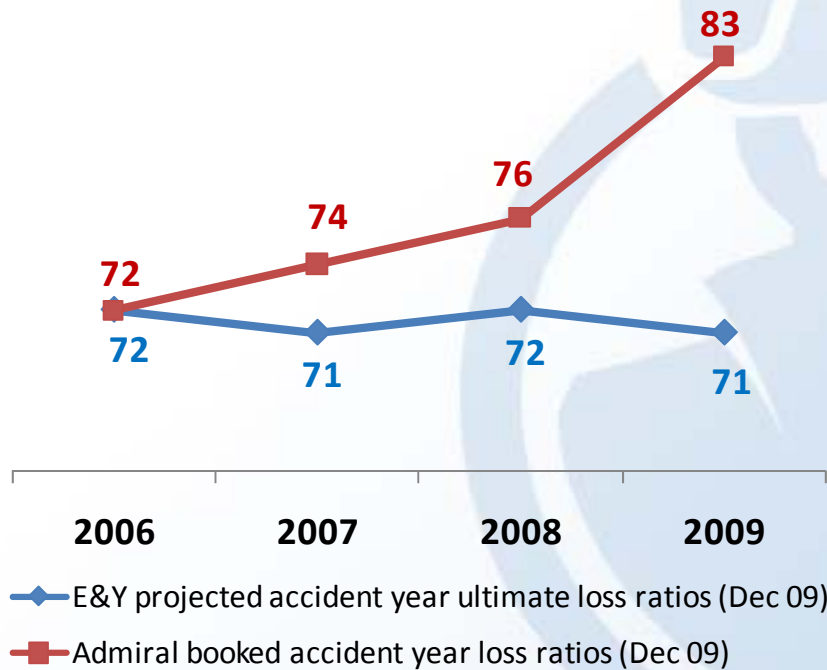






# UK Car insurance – how will reserves & profit commissions flow through into earnings?

## Conservative reserving (Dec 09)



## Increasing profit commissions

	2007	2008	2009
Reserve release	£29.5m	£38.0m	£31.3m
Profit commission	£20.4m	£34.7m	£54.2m
PC as % of release	69%	91%	173%



# UK Car insurance – ancillary contribution up 18% to £126 million

## Ancillary contribution per active vehicle<sup>(1)</sup>



(1) Before allocation of overhead expenses

## Sources of UK ancillary income

1. **Compulsory:** legal cover

2. **Optional products:** breakdown, car hire, & personal injury

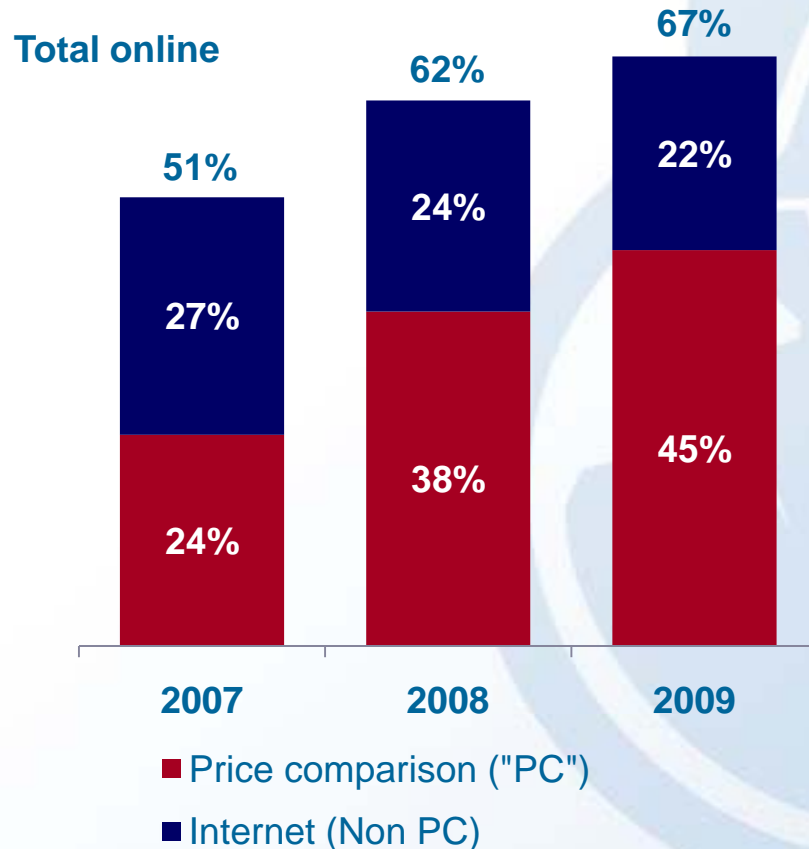
3. **Other Fees:** Admin fees, wasted leads, BI & car hire referrals

- Portfolio of income sources
- Grows in line with vehicle base
- Contribution per vehicle stable

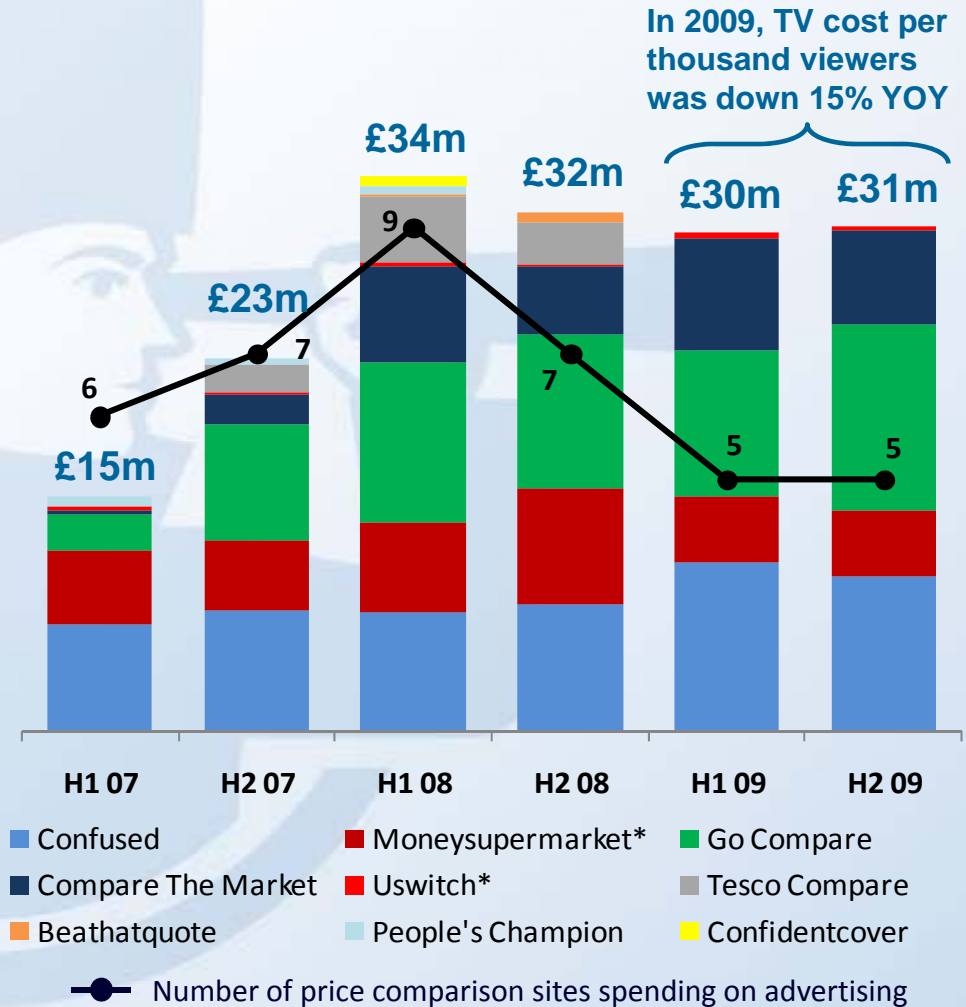


# UK price comparison market – high media spend & growth continue

Share of car insurance new business\*



Media Spend\*\* (£m)



\* Source: Management estimate

\*\* Source: Nielson , 50% of Moneysupermarket and Uswitch allocated to car insurance



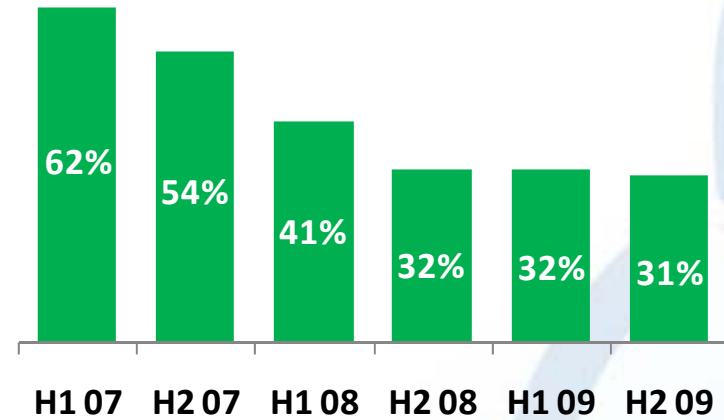
# UK price comparison market... still slogging it out!



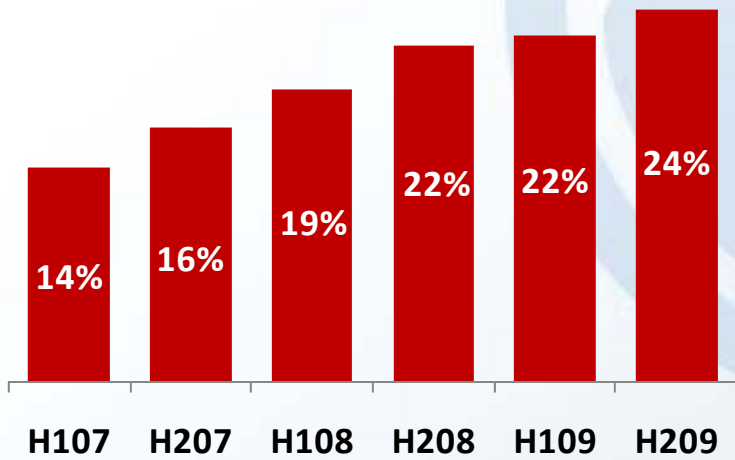


# UK price comparison, 2009 was better than expected for Confused

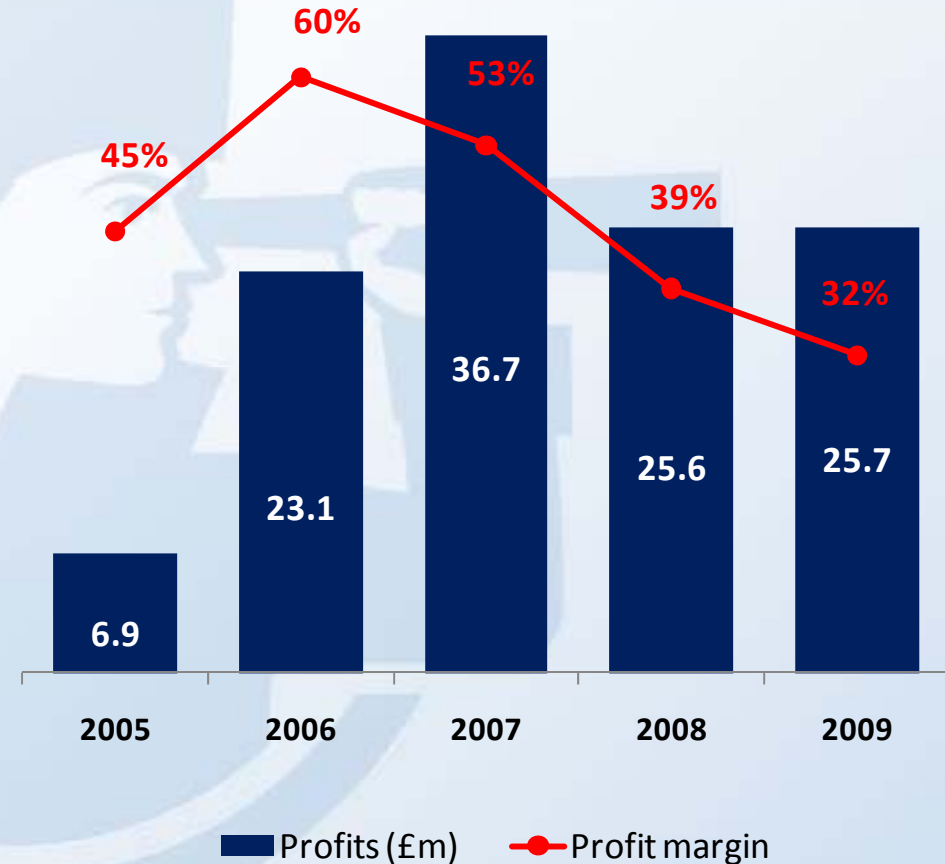
Confused market share of car insurance PC (% estimate)



Confused non-car insurance revenues as % total revenue



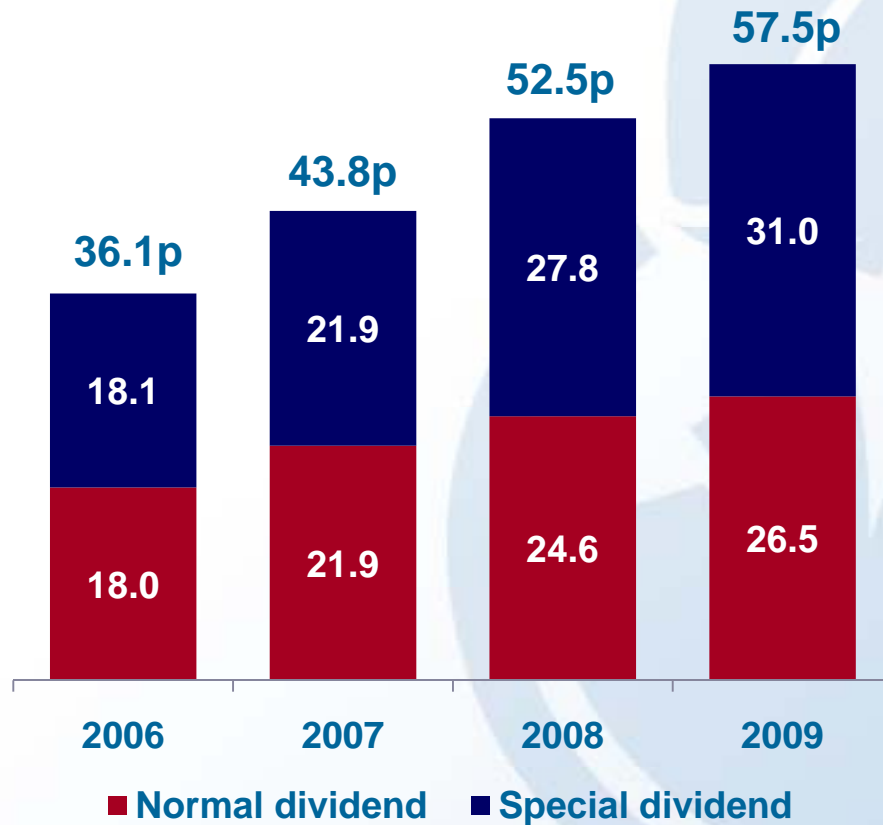
Confused profits (£m)





# Dividend

## Full year dividends



## H2 dividends

	2007	2008	2009
	£m	£m	£m
Total equity	238	275	301
Goodwill	(62)	(62)	(62)
Solvency capital	(85)	(113)	(129)
	<hr/>	<hr/>	<hr/>
	91	100	109
Buffer	(25)	(25)	(25)
International Expansion	(5)	(5)	(5)
	<hr/>	<hr/>	<hr/>
<b>Dividend</b>	<b>61</b>	<b>70</b>	<b>79</b>

H2 2009 – 29.8p per share

Ex-dividend – 10 March 2009, Record date – 12 March 2009, Payment date – 1 April 2009



**UK car insurance market**





What's happening now?

- ❑ Claims
- ❑ Premiums
- ❑ Market profitability

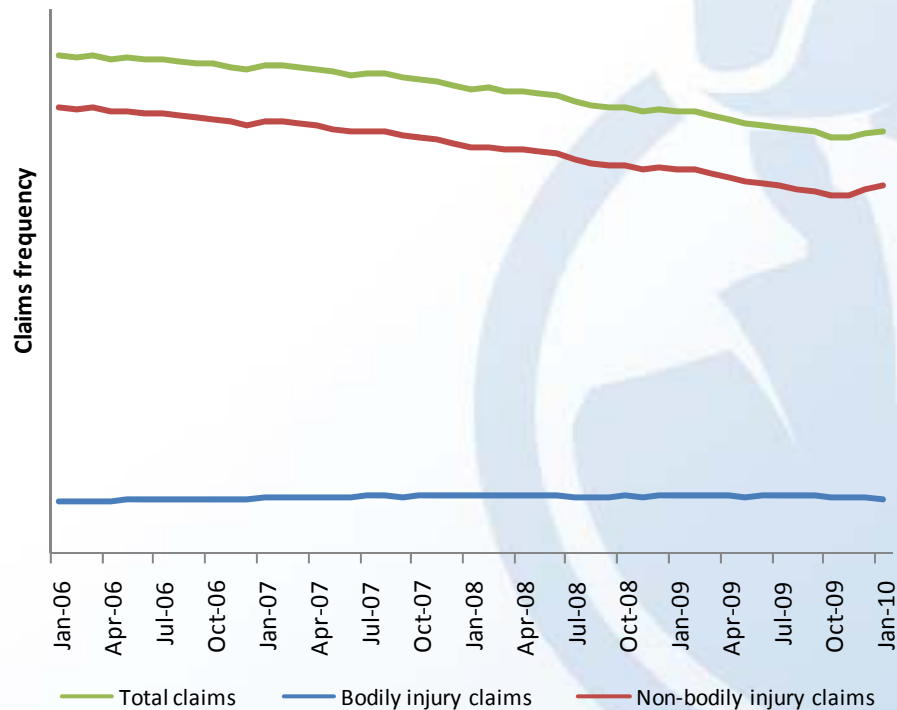
What might happen in the future?



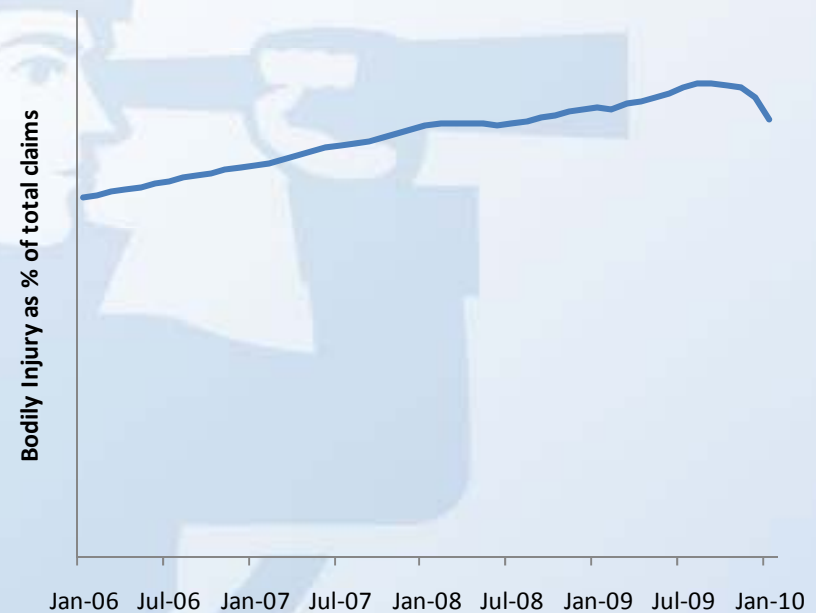
# What's happening now? Claims

“To what extent have you been affected by the recent rise in bodily injury claims announced by several of your competitors?”

**Admiral's 12 month rolling average claims frequency**



**Admiral's bodily injury claims as % of total claims (on 12 month rolling average basis)**



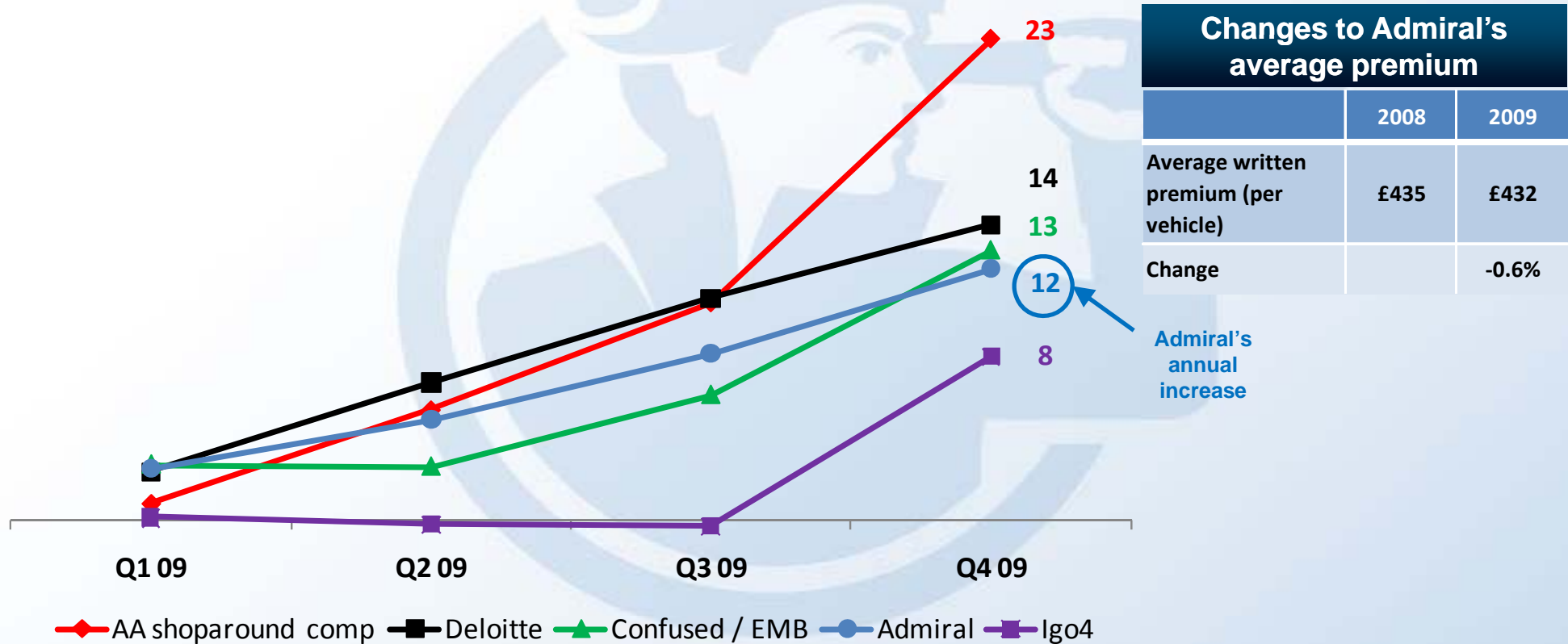
“What was the impact of snow on claims?”



# What's happening now? Premiums

“AA's survey suggest that rates have hardened significantly in 2009. What was Admiral's experience?”

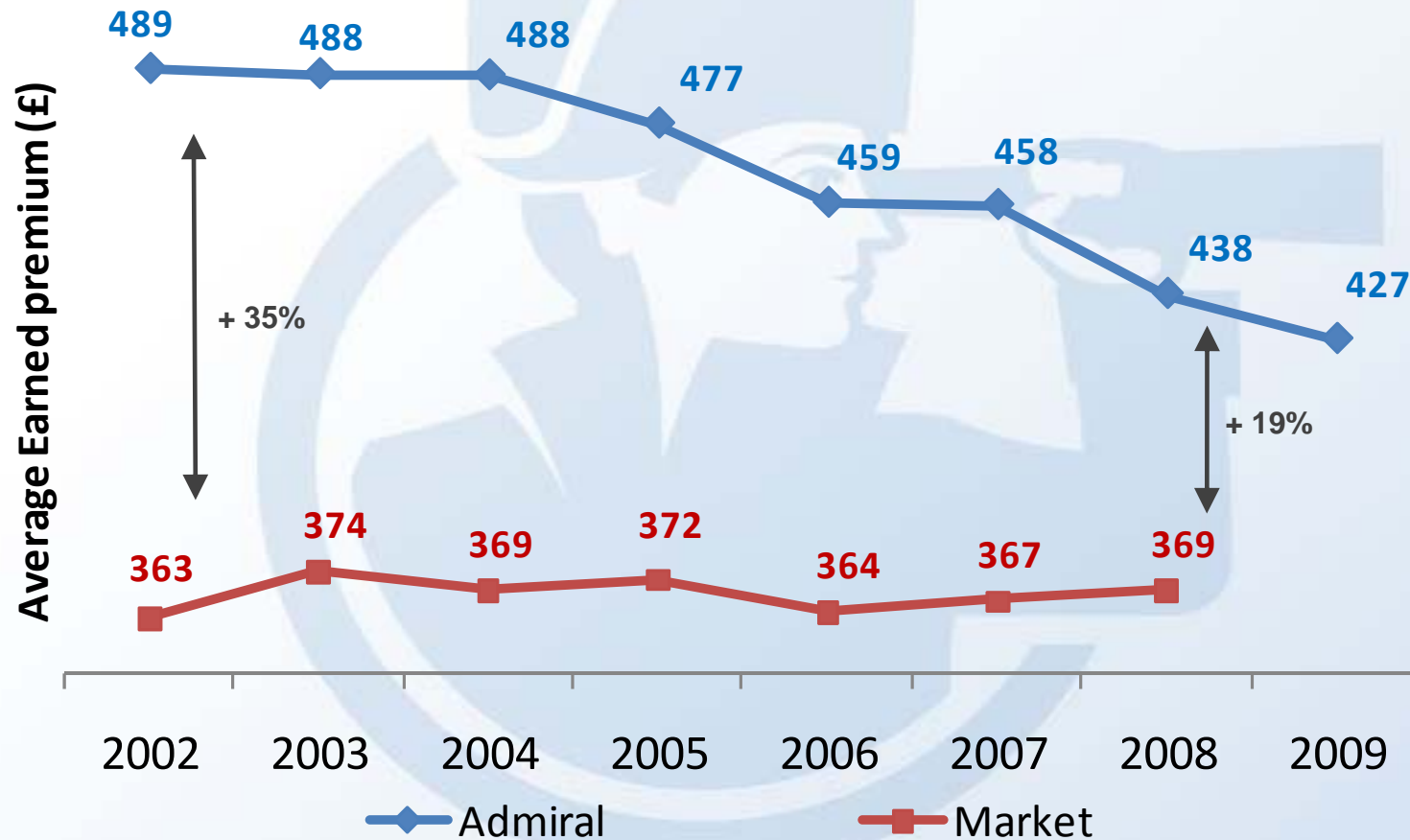
## 2009 – Cumulative premium changes (%)





# Admiral portfolio progressively more standard

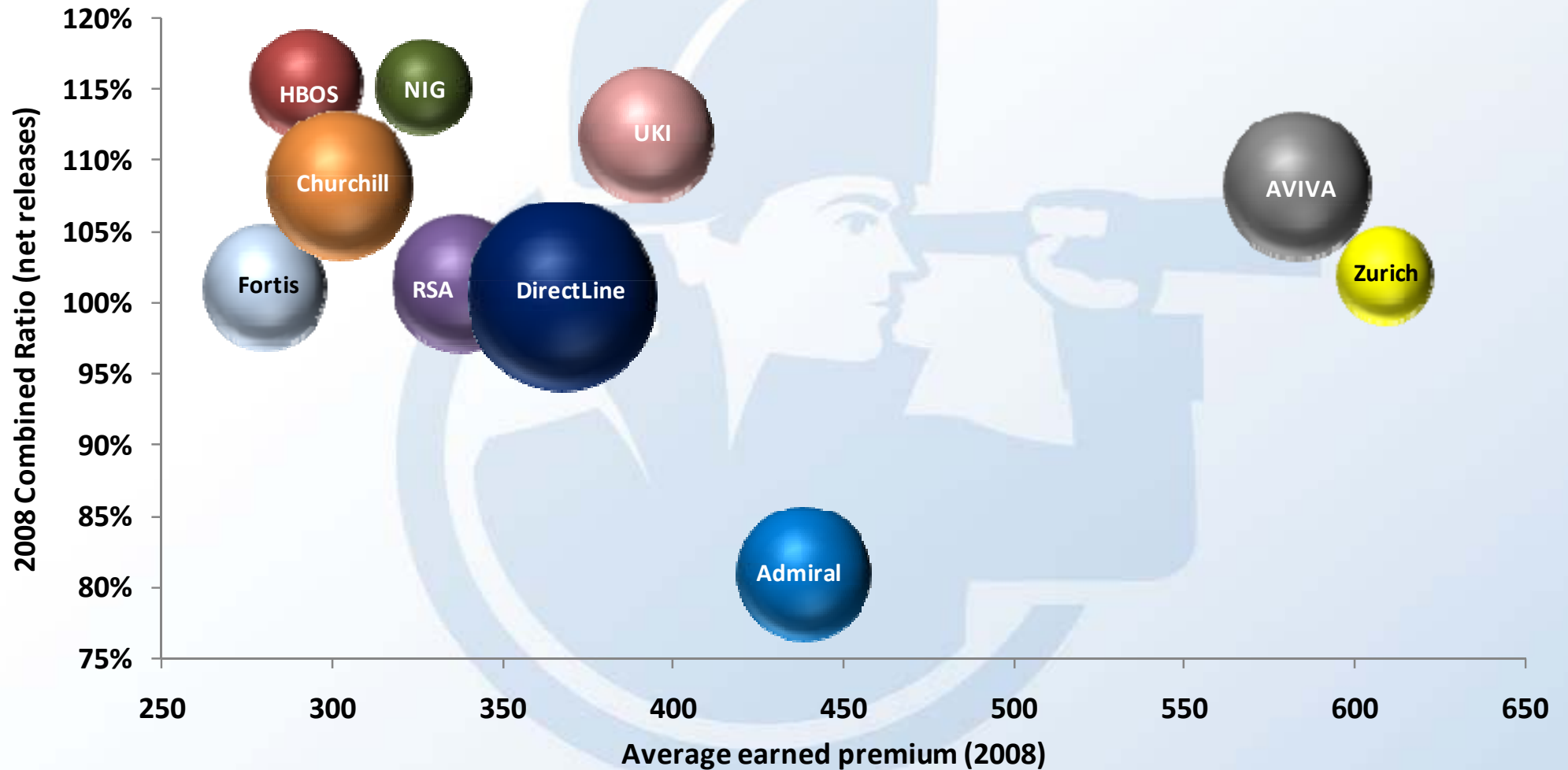
“What is Admiral’s split between standard and non-standard risks and how much of your loss ratio advantage is due to this mix?”



\*Source of market data: EMB analysis of FSA returns



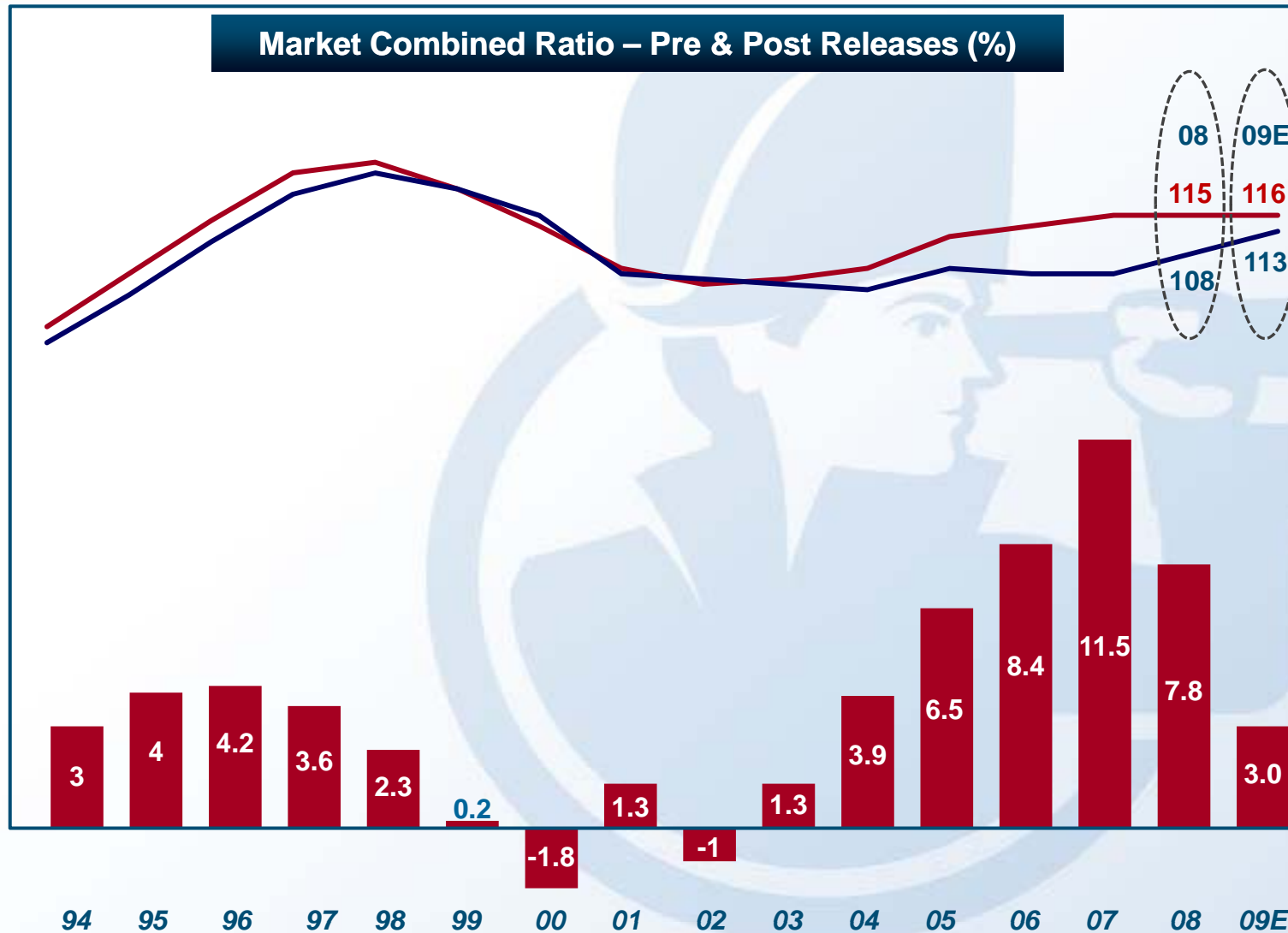
# Admiral has lower premiums than some big players



\* Peers - sourced from EMB analysis of FSA returns, 2008. Bubble size denotes 2008 market share by vehicle numbers.



# What's happening now? Pressure on market profitability



“Is there still pressure for price increases to continue through 2010?”

- Pre-release combined ratio (% of premium)
- Post-release combined ratio (% of premium)
- Releases (% of premium)



## What's happening now? Pressure on market profitability

“We know that rates are going up but how does this compare to claims inflation?”

	2008	Claims		Increase in earned premium	Lower releases	Lower investment return	2009
		Severity	Frequency				
Expense ratio	30%						30%
Loss ratio	85%	7%	-2%	4%			86%
<b>Pre-release CoR</b>	<b>115%</b>						<b>116%</b>
Release	7%				-4%		3%
<b>Post-release CoR</b>	<b>108%</b>						<b>113%</b>





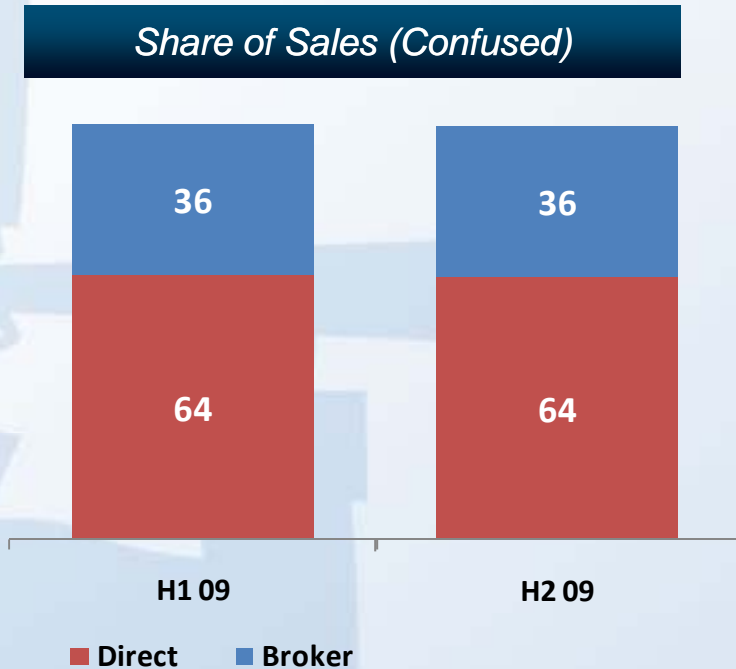
# Caveats on price momentum - Aviva

Brokers are still writing a lot of business via price comparison....

Broker insurers	2008 Combined (Net)* (All channels)
Allianz (1.5%)**	135%
HSBC (1.2%)	126%
MMA (1.2%)	126%
Highway (1.8%)	125%
NIG (3.4%)	115%
Fortis (6.3%)	101%

Aviva (7.1%)

108%\*\*\*



## Aviva fourth quarter sales announcement:

- “In our general insurance business we continue to write business for profit not for volume”
- “Returning to top-line growth is a priority in our UK general insurance business.”

\* Source EMB analysis of FSA returns

\*\* Market Share (units), based on average policies in force in 2008, source EMB analysis of FSA returns

\*\*\* Aviva sells both direct and via broker



## Caveats on price momentum – aggressive directs

	December 2008			December 2009		
	Share of Admiral new customers from competitors	Share of Admiral lapses to competitors	Net Gain or Loss of customers to ompetitor	Share of Admiral new customers from competitors	Share of Admiral lapses to competitors	Net Gain or Loss of customers to ompetitor
<b>RBSI*</b>	<b>11.5%</b>	<b>16.2%</b>	<b>-4.7%</b>	<b>16.9%</b>	<b>12.8%</b>	<b>4.1%</b>
<b>Esure**</b>	<b>5.6%</b>	<b>10.5%</b>	<b>-4.9%</b>	<b>7.7%</b>	<b>4.8%</b>	<b>2.9%</b>
<b>Swiftcover</b>	<b>1.3%</b>	<b>4.9%</b>	<b>-3.6%</b>	<b>3.1%</b>	<b>5.7%</b>	<b>-2.6%</b>

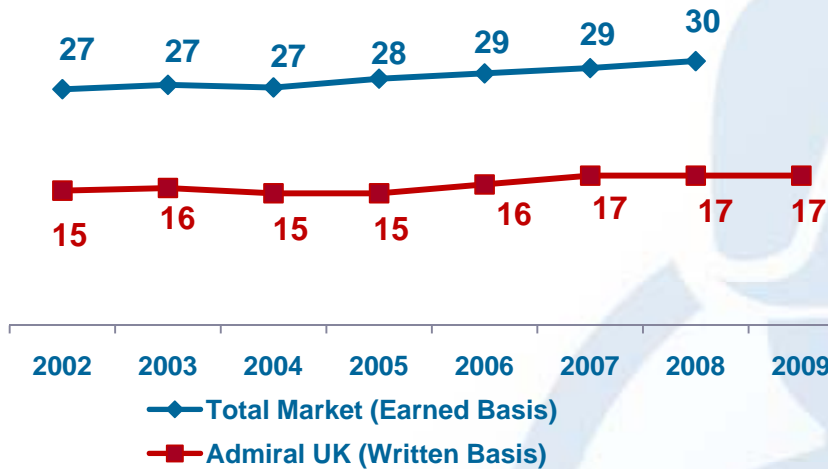
\* Includes Direct Line, Churchill, and Privilege

\*\* Includes Sheila's Wheels



# What's happening now? Admiral versus the market

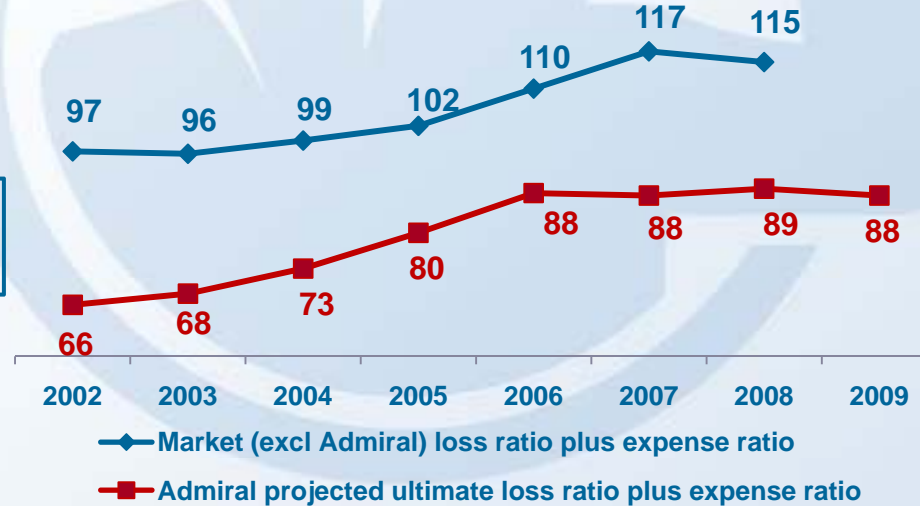
### Expense ratio advantage (%)



### Loss ratio advantage (%)



### Combined ratio advantage (%)



“How can Admiral shoehorn in its favourite graphs?”

\* Reported accident year loss ratio with reserve releases allocated back to relevant accident year, source: EMB Analysis of FSA returns

\*\* Ernst & Young projected ultimate loss ratios



# What might happen in the future?



**Warning**  
Scenarios only!

Scenario 1: Grow with PC market

Scenario 2: Grow from lower rate increases

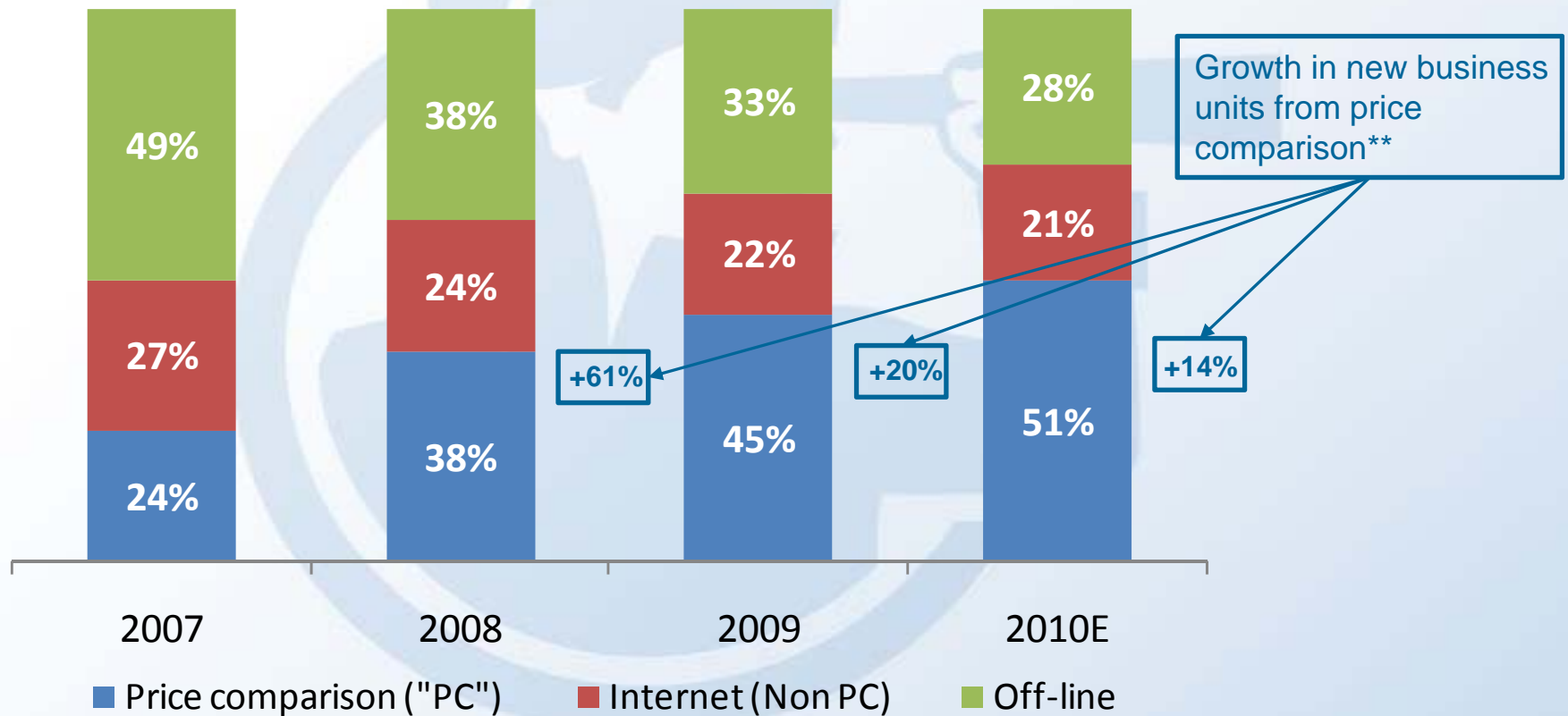
Scenario 3: Cake & eat it



# What might happen in future? Price comparison market maturing

“How long do you expect internet and price comparison sales to continue growing and where do you see growth coming from thereafter?”

## Price comparison market maturing\*



\*Source: management estimates

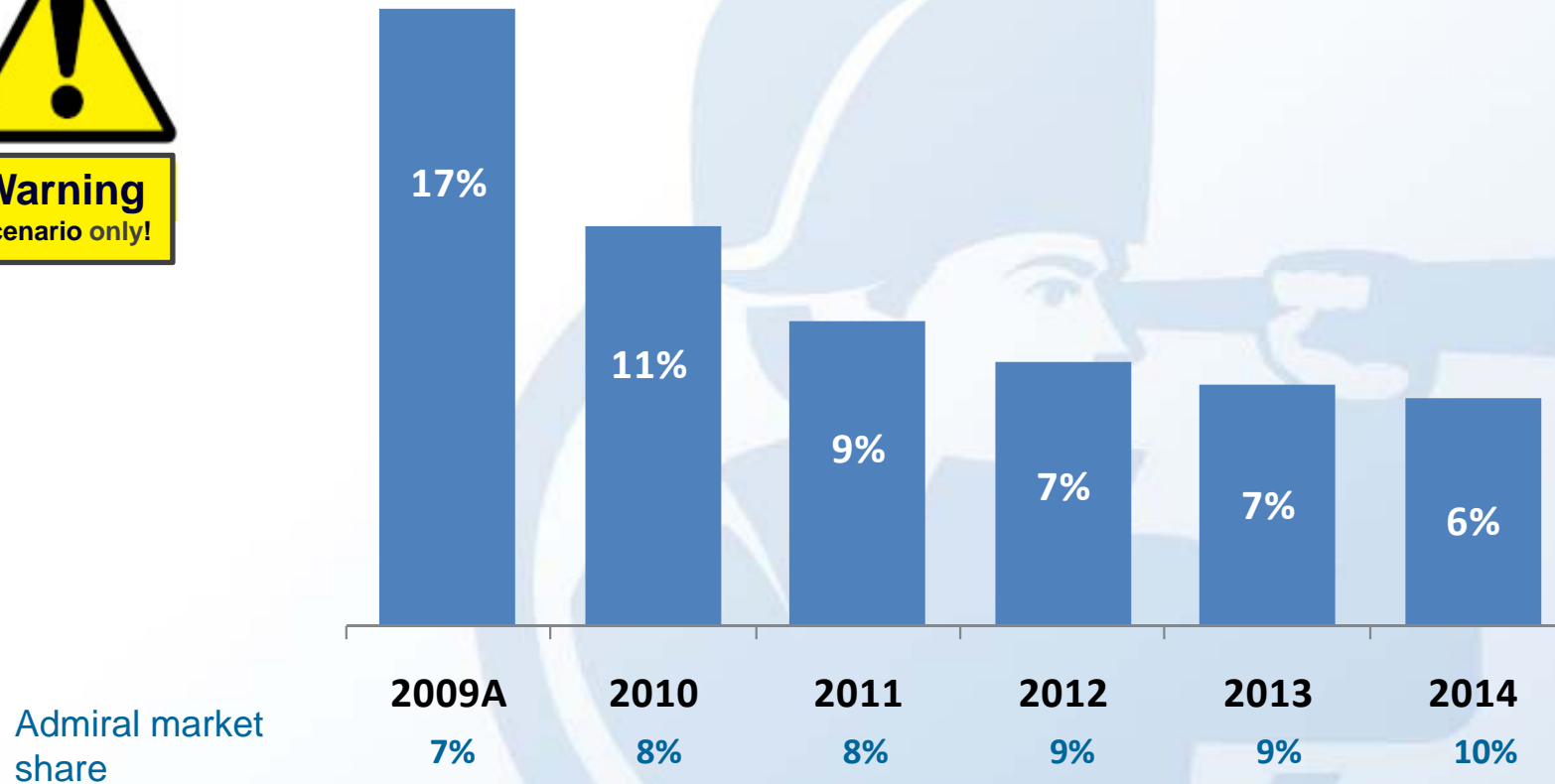
\*\*Estimate based on PC market share and assuming total new business volumes increase 1% year on year.



# What might happen in future? Scenario 1, grow with PC market



## Growth in Admiral's active vehicle base



### Scenario assumptions:

- ❑ PC grows at 14% in 2010 and at 5% per annum thereafter (PC has 62% market share in 2014)
- ❑ Admiral has a flat ~15% share of PC new business
- ❑ Admiral's price increases are in line with the market

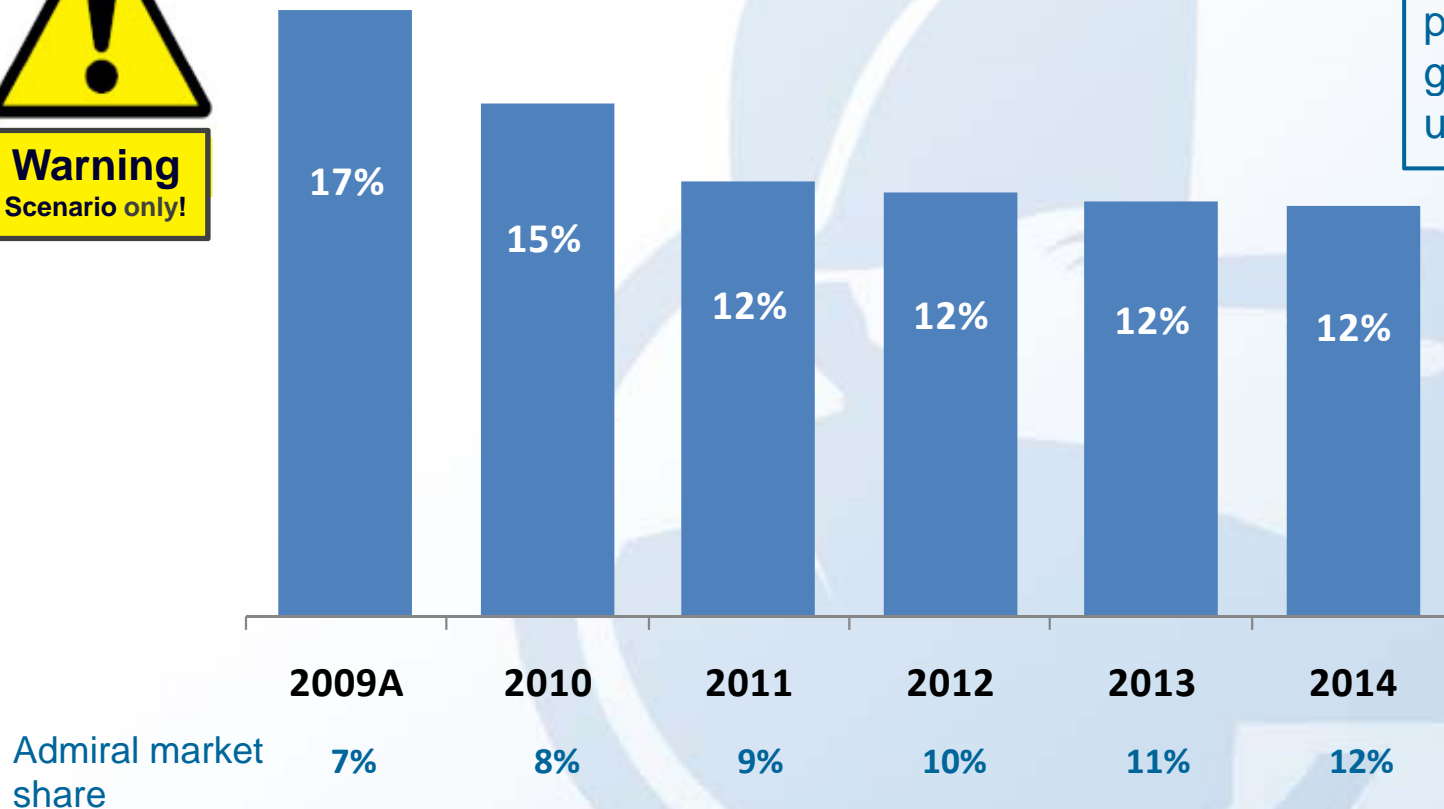


# What might happen in future? Scenario 2, growth accelerated by lower rate increases than market



## Growth in Admiral's active vehicle base

“How do you optimise profitability of the business given the tension between underwriting and ancillaries?”



### Scenario assumptions:

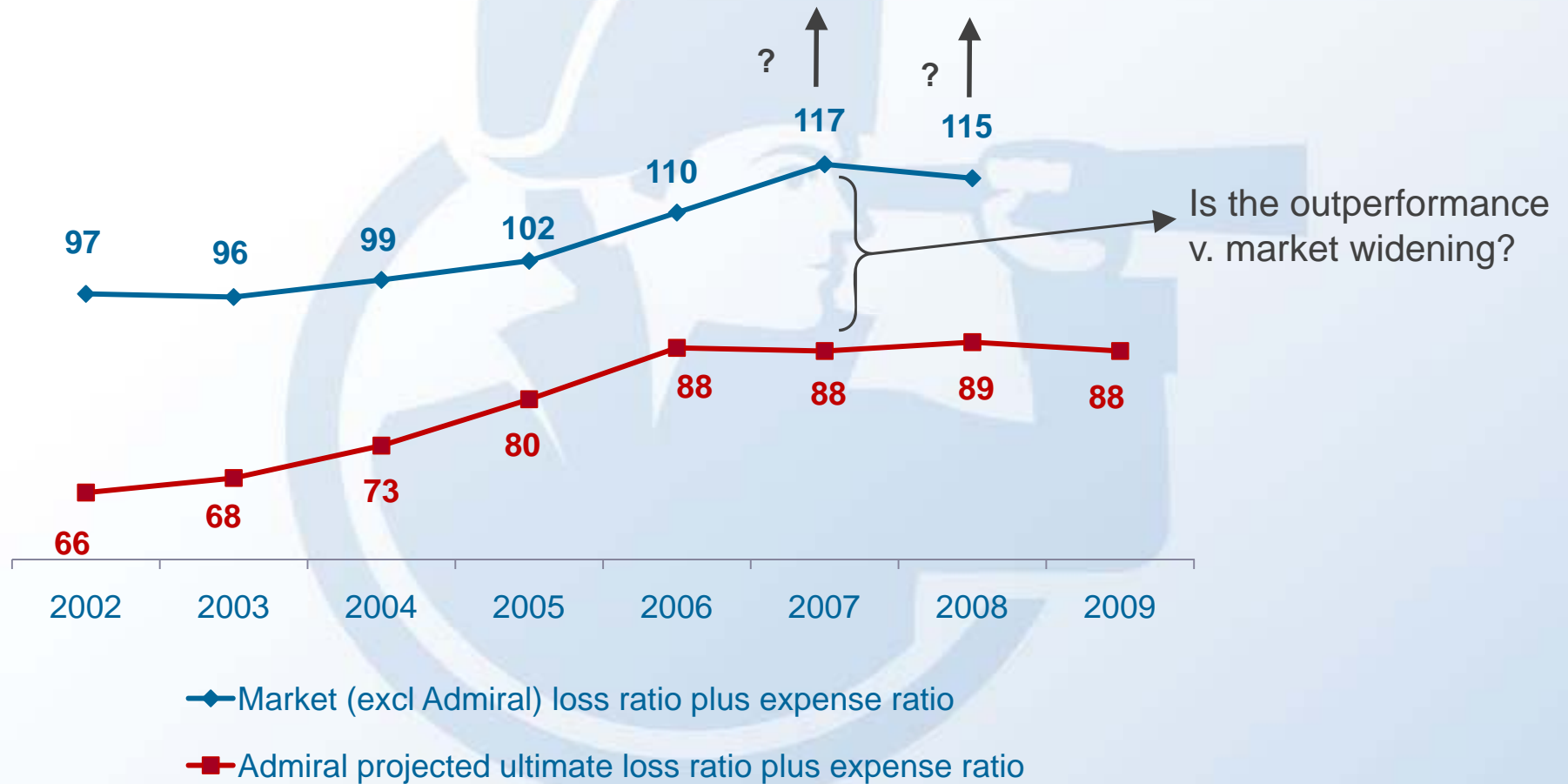
As for scenario 1, except Admiral annual price increases are 1% lower than the market.





# What might happen in future? Scenario 3, Admiral have cake and eat it

## Combined ratio advantage (%)





### Short view

- Good prospects of continued rate increases in 2010

### Longer term

- There is still material growth potential in UK motor
- It may not be impossible that we can both grow rapidly and maintain our combined ratio advantage

Non-UK in 2008



**International**



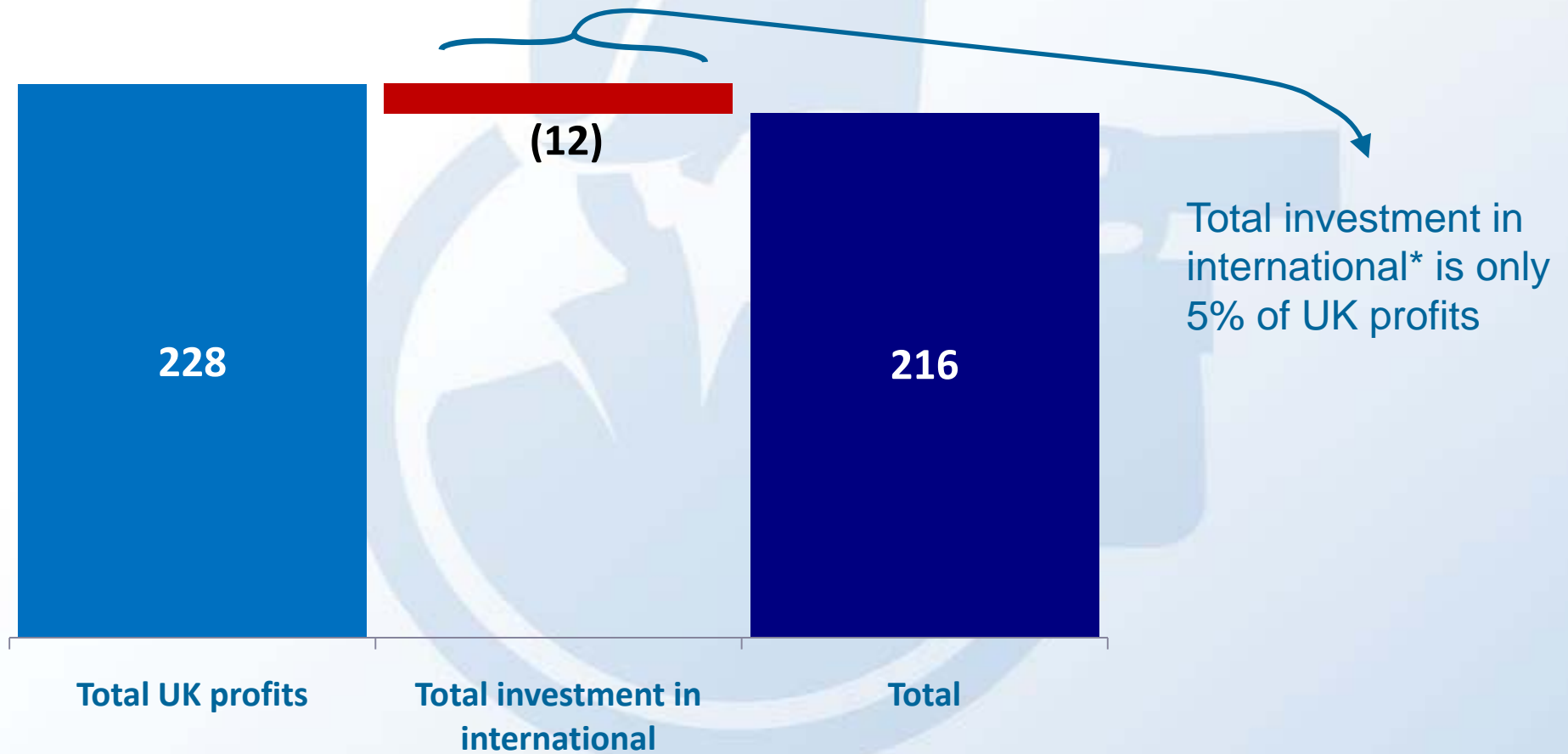
## A common question on international

“How long do you give your international operations to break even?”



# Modest investment









2009 profit before tax (£m)



\* Total UK profits includes everything except specific investments in international which total to £12m and include £9.5m Non UK car insurance, £0.8m non UK price comparison and £2.0m pre launch costs.



# International portfolio - the school report!

	 balumba.es <small>parte de Admiral Group</small>	 AdmiralDirekt.de	 ConTe.it <small>Admiral Group plc UK</small>	 Rastreator.com <small>Tu Comparador de Seguros</small>
	Oct 06	Oct 07	May 08	Mar 09
Launch				
Pricing	✓	?	✓	n/a
Claims management	✓	✓	✓	n/a
Acquisition costs	✗	○	--	✓
Effective brand	--	--	--	✓
Ancillaries	✓	✗	--	✗
Cost control	--	✗	--	--
<b>Summary</b>	Improving! But don't take your eye off the ball 	A challenge, we need to try harder to succeed 	Good start, but lots of work ahead 	Shows early promise, let's hope it continues 
<b>KEY:</b> ✓ Pretty good   ○ Improving   -- Not bad   ? Don't know   ✗ Needs improvement				

**New starters**





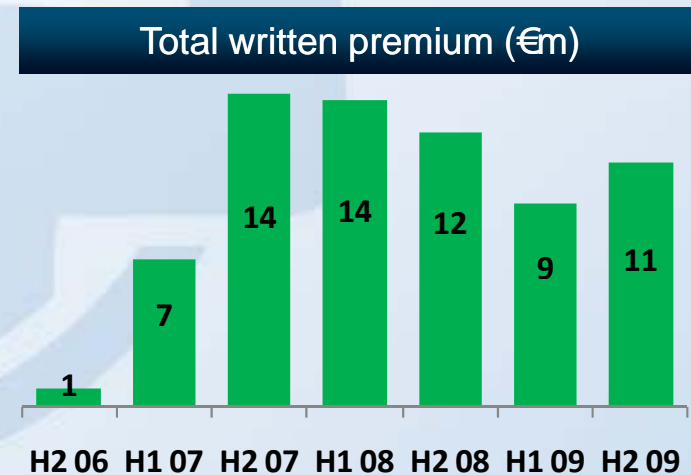


# Spain

	2008	2009
Active customers at period end	55,400	50,300
Total written premium	€26.2m	€20.1m
Underwriting year loss ratio (end month 12)	102%	83%
Written expense ratio	44%	65%
Combined Ratio	146%	148%
Admiral ancillary contribution per vehicle	€72	€73
Admiral result (PBT)	(€1.5m)	(€1.4m)



Underwriting year loss ratio development			
Month	2007	2008	2009
6	149%	107%	79%
12	137%	102%	83%
18	136%	108%	
24	135%	109%	
30	134%		
36	133%		







# Germany

	<b>2008</b>	<b>2009</b>
Active customers at period end	15,000	35,000
Total written premium	€5.4m	€15.4m
Underwriting year loss ratio (end month 12)	142%	109%
Written expense ratio	175%	113%*
Combined Ratio	317%	222%
Admiral result (before tax)	(€2.9m)	(€5.9m)*
Admiral ancillary contribution per vehicle	€5	€7
Policyholders at 1 <sup>st</sup> January 2009 / 2010	30,000	35,000



### Underwriting year loss ratio development

Month	2008	2009
6	118%	124%
12	142%	109%
18	134%	
24	128%	

\* Includes a one off consultancy €1.0m expense, excluding this expense ratio = 95%, and result = (€4.9m).

	<b>2008</b>	<b>2009</b>
Active customers at period end	3,400	35,500
Total written premium	€1.1m	€12.5m
Loss ratio - underwriting year (end month 12)		98%
Written expense ratio		83%
Combined Ratio		181%
Admiral result (PBT)	(€0.7m)	(€2.7m)
Admiral ancillary contribution per vehicle	€9	€10

Knowledge transfer, comparison of loss ratio development		
Month	Balumba (Oct 06) 2007 UWY	ConTe (May 08) 2009 UWY
6	149%	59%
12	137%	98%
18	136%	
24	135%	
30	134%	
36	133%	



® Admiral Group plc UK



U.S.A.



- ❑ Why Virginia?
  - ❑ Use & file regulation
  - ❑ Good size (6m private cars, over \$4bn premium)
  - ❑ Good low cost base
  - ❑ Changing consumer, GEICO's share of Virginia ~15% compared to their share of USA ~7.7%
  - ❑ MD of Elephant Auto lives there!
  
- ❑ What's been happening since launch in October 09?
  - ❑ Building & training team: 50 staff in Richmond, Virginia
  - ❑ Testing: friends & family, then media incl. TV from Jan 10
  - ❑ Long term reinsurance support from Munich Re and Hannover Re



It certainly snows in Virginia!



**Elephant**  
Auto Insurance





# Non-UK price comparison

Confused.com – the early years (£m)

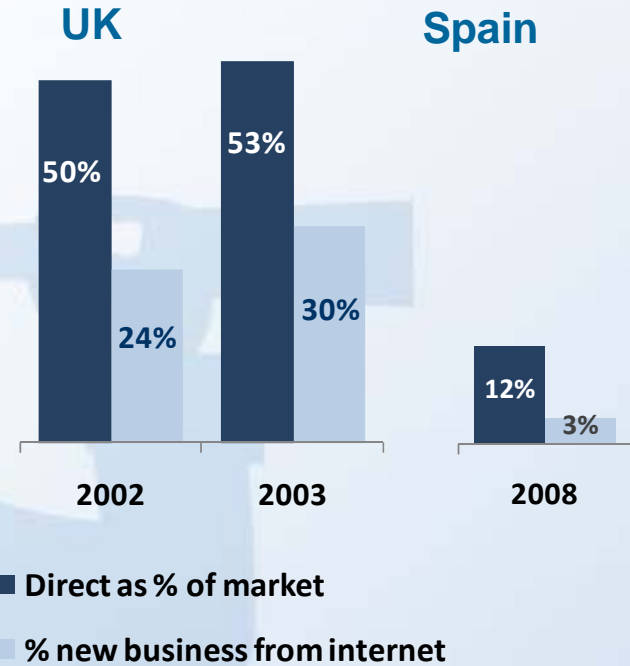
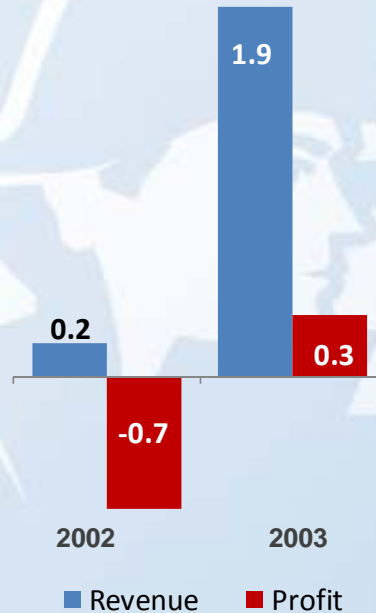
But beware direct comparison... very different markets\*



**Rastreator.com**  
Tu Comparador de Seguros

**2009**  
(post launch)

Revenue	€0.5m
Expenses**	(€1.4m)
<b>Profit</b>	<b>(€0.9m)</b>



We have launched price comparison operations in France and Italy:



\* Source: management estimates, the Spain figures are for private motor market, research estimates of internet share of new business are varied, we have taken an ICEA estimate but it should be taken as an indicative figure.

\*\* Rastreator expenses exclude pre-launch costs.



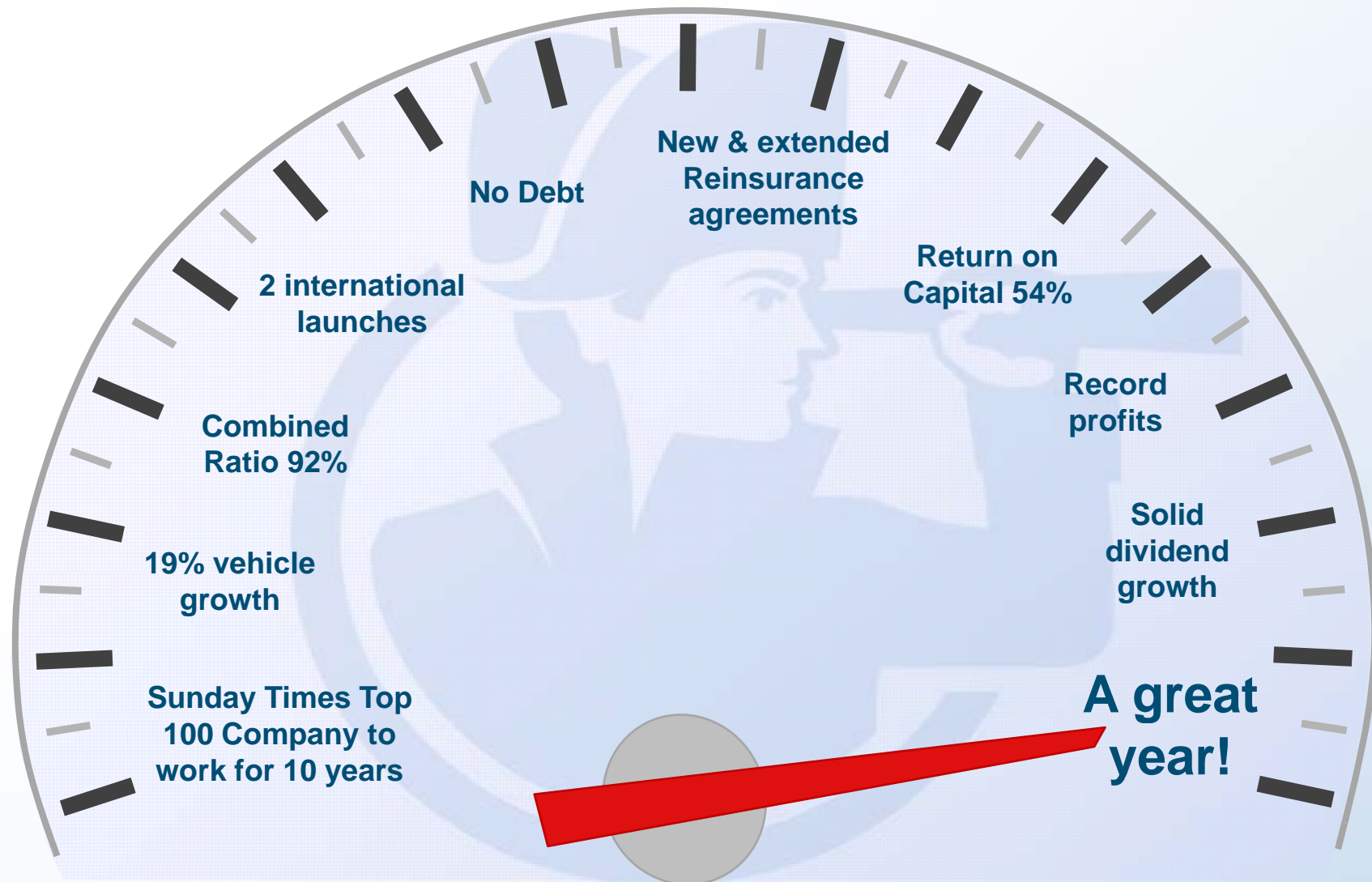
## Long term partners help reduce risk

Support Admiral's low risk model:

- ❑ Takes the volatility out of our business
- ❑ Return on capital > 50%
- ❑ Grow whilst generating cash



# 2009 - another great year







## Appendix





# Appendices

- ❑ Summary income statement
- ❑ Balance sheet
- ❑ Group key performance indicators
- ❑ More questions: Admiral Group solvency
- ❑ More questions: UK car insurance – reserving
- ❑ More questions: UK car insurance - underwriting
- ❑ More questions: Investment portfolio
- ❑ UK car insurance coinsurance and reinsurance 2010
- ❑ Admiral Group's brands
- ❑ Disclaimer notice



# Summary income statement

	UK car insurance			Price comparison			Non-UK car insurance			Other			Admiral Group		
	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009
<b>Turnover</b>	<b>715.0</b>	<b>804.8</b>	<b>939.1</b>	<b>69.2</b>	<b>66.1</b>	<b>80.6</b>	<b>16.5</b>	<b>29.7</b>	<b>47.2</b>	<b>7.5</b>	<b>9.5</b>	<b>10.6</b>	<b>808.1</b>	<b>910.1</b>	<b>1077.5</b>
<b>Total premiums written</b>	617.0	690.2	804.7				14.2	26.0	43.0				631.3	716.3	847.7
Gross premiums written	246.7	309.5	402.3				14.2	25.1	37.6				260.9	334.7	439.9
Net premiums written	136.9	185.5	217.7				4.9	8.9	14.8				141.9	194.4	232.5
<b>Net earned premium</b>	<b>140.3</b>	<b>161.9</b>	<b>199.1</b>				<b>2.0</b>	<b>7.9</b>	<b>12.8</b>				<b>142.2</b>	<b>169.8</b>	<b>211.9</b>
Investment income	16.7	17.1	7.5				0.1	0.6	0.2				16.8	17.7	7.7
Net insurance claims	(97.0)	(105.1)	(138.7)				(2.8)	(9.5)	(13.0)				(99.8)	(114.6)	(151.7)
Insurance related expenses	(19.9)	(26.0)	(30.3)				(1.8)	(6.2)	(13.0)				(21.7)	(32.2)	(43.3)
<b>Underwriting result</b>	<b>40.0</b>	<b>47.9</b>	<b>37.6</b>				<b>(2.5)</b>	<b>(7.1)</b>	<b>(13.1)</b>				<b>37.5</b>	<b>40.8</b>	<b>24.5</b>
Profit commission	20.4	34.7	54.2										20.4	34.7	54.2
Gross ancillary revenue	92.0	106.3	125.6				2.2	3.5	3.9				94.2	109.8	129.5
Ancillary costs	(16.2)	(17.3)	(19.3)				(0.4)	(0.6)	(0.7)				(16.6)	(17.9)	(20.0)
Instalment income	5.9	8.2	8.8				0.0	0.2	0.3				6.0	8.4	9.2
Gladiator contribution										2.0	2.8	2.4	2.0	2.8	2.4
Price comparison revenue				69.2	66.1	80.6							69.2	66.1	80.6
Price comparison expenses				(32.4)	(40.5)	(55.6)							(32.4)	(40.5)	(55.6)
Interest income										7.8	6.7	1.1	7.8	6.7	1.1
Other (mainly share scheme)										(5.9)	(8.4)	(10.1)	(5.9)	(8.4)	(10.1)
<b>Profit / (loss) before tax</b>	<b>142.2</b>	<b>179.9</b>	<b>206.9</b>	<b>36.7</b>	<b>25.6</b>	<b>24.9</b>	<b>(0.7)</b>	<b>(4.1)</b>	<b>(9.5)</b>	<b>3.9</b>	<b>1.1</b>	<b>(6.6)</b>	<b>182.1</b>	<b>202.5</b>	<b>215.8</b>



# Balance sheet

	2007 £m	2008 £m	2009 £m
<b>ASSETS</b>			
Property, plant and equipment	7.7	11.0	12.1
Intangible assets	69.1	75.7	77.0
Financial assets	481.8	586.9	630.9
Reinsurance contracts	131.7	170.6	212.9
Deferred income tax	1.6	0.0	0.0
Trade and other receivables	22.6	25.5	32.7
Cash and cash equivalents	155.8	144.3	211.8
<b>Total assets</b>	<b>870.3</b>	<b>1,014.0</b>	<b>1,177.4</b>
<b>EQUITY</b>			
Share capital	0.3	0.3	0.3
Share premium	13.1	13.1	13.1
Retained earnings	223.8	251.8	281.8
Other reserves	0.4	10.3	5.6
<b>Total equity</b>	<b>237.6</b>	<b>275.6</b>	<b>300.8</b>
<b>LIABILITIES</b>			
Insurance contracts	363.1	439.6	532.9
Trade and other payables	239.6	270.1	306.8
Deferred income tax	0.0	10.3	5.7
Corporation tax liabilities	30.0	18.5	31.2
<b>Total liabilities</b>	<b>632.7</b>	<b>738.4</b>	<b>876.6</b>
<b>Total liabilities and equity</b>	<b>870.3</b>	<b>1,014.0</b>	<b>1,177.4</b>

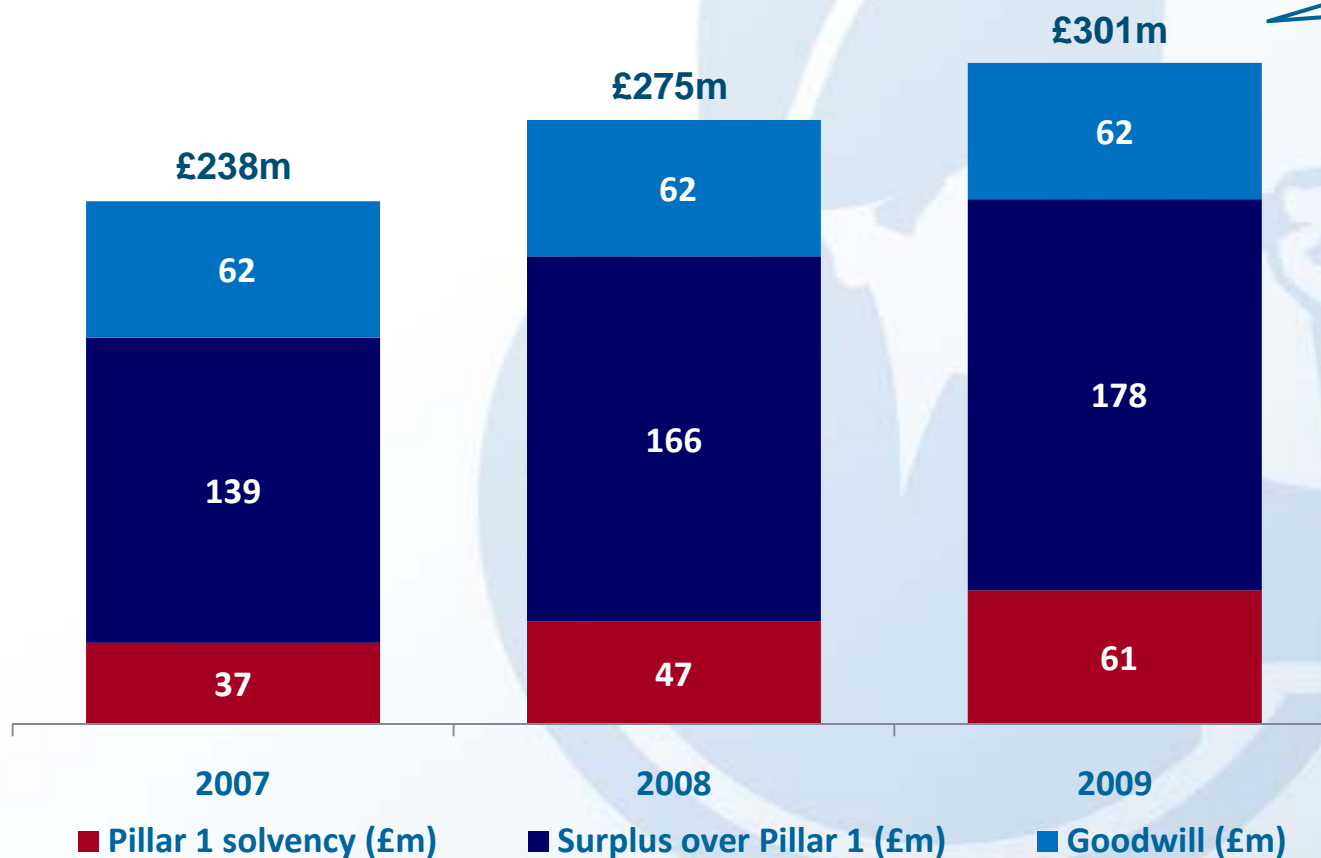


# Admiral Group Key Performance Indicators

KPI		2004	2005	2006	2007	2008	2009
Group Financial	Revenue £m	540	627	698	808	910	1077
	Customers	1,040,700	1,141,000	1,284,700	1,490,800	1,745,800	2,076,000
	Group pre-tax profit £m	98.1	119.5	147.3	182.1	202.5	215.8
	Earnings per share	28.4p	32.7p	39.8p	48.6p	54.9p	59.0p
	Dividend	9.3p	24.6p	36.1p	43.8p	52.5p	57.5p
UK Car Insurance	Vehicles covered	1,007,600	1,104,500	1,240,200	1,381,700	1,587,200	1,861,800
	Total premiums £m	470.4	533.6	566.0	617.0	690.2	804.7
	Reported combined ratio	82.0%	84.9%	87.2%	83.4%	81.0%	84.9%
	Ancillary contribution per policy £	66.3	68.5	69.3	69.0	70.7	72.0
	UK car insurance pre-tax profit	94.7	110.0	121.1	142.2	179.9	206.9
Price Comparison	Total revenue £m	3.2	12.0	38.5	69.2	66.1	80.6
	Operating profit £m	1.3	6.9	23.1	36.7	25.6	24.9
	Operating margin - Confused.com only	41%	58%	60%	53%	39%	32%
Non-UK Car Insurance	Vehicles covered			2,200	46,900	73,700	121,000
	Total premiums £m			0.6	14.2	26.0	43.0
	Reported combined ratio			0	232%	198%	204%
	Non-UK car insurance result £m			(0.1)	(0.7)	(4.1)	(9.5)



# More questions: Admiral Group solvency



What is the impact of solvency II?

- We are building our own model to comply with solvency II
- We don't expect a significant change to solvency requirements due to:
  - Conservative reserving
  - Reinsurance deals
  - Low risk investments

	Surplus over pillar 1
2007	375%
2008	350%
2009	290%



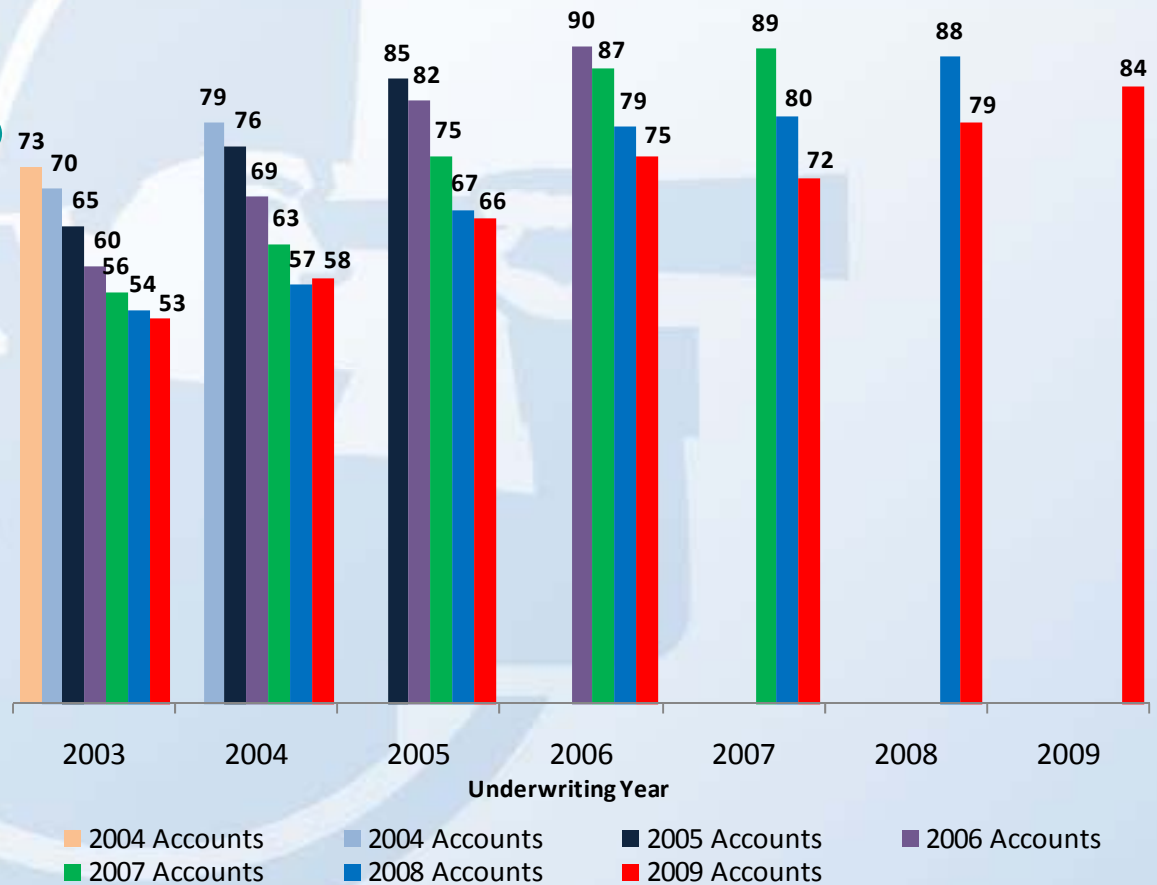
# More questions: UK car insurance – reserving

## Loss ratio development by underwriting year

What is the greatest risk to reserve adequacy?

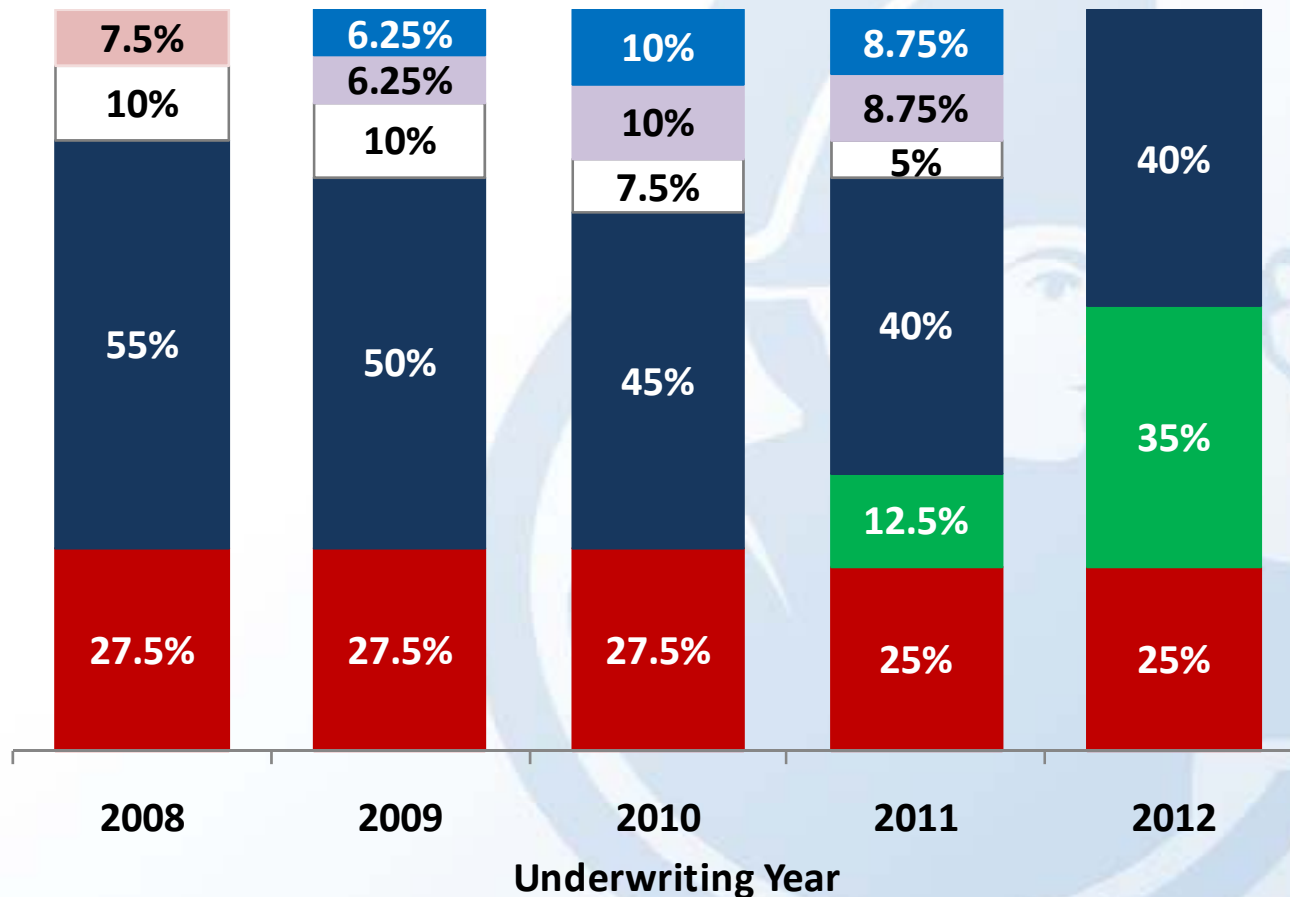
What would be the impact of lowering the discount rate on the Ogden tables by 1%?

- Conservative reserving
- Regulatory changes pose a risk but impact the whole market
- Reserves include allowance for a lower discount rate





# More questions: UK car insurance – underwriting



At this moment in time do increases in premium rates, market conditions etc make it worthwhile increasing retention of underwriting?

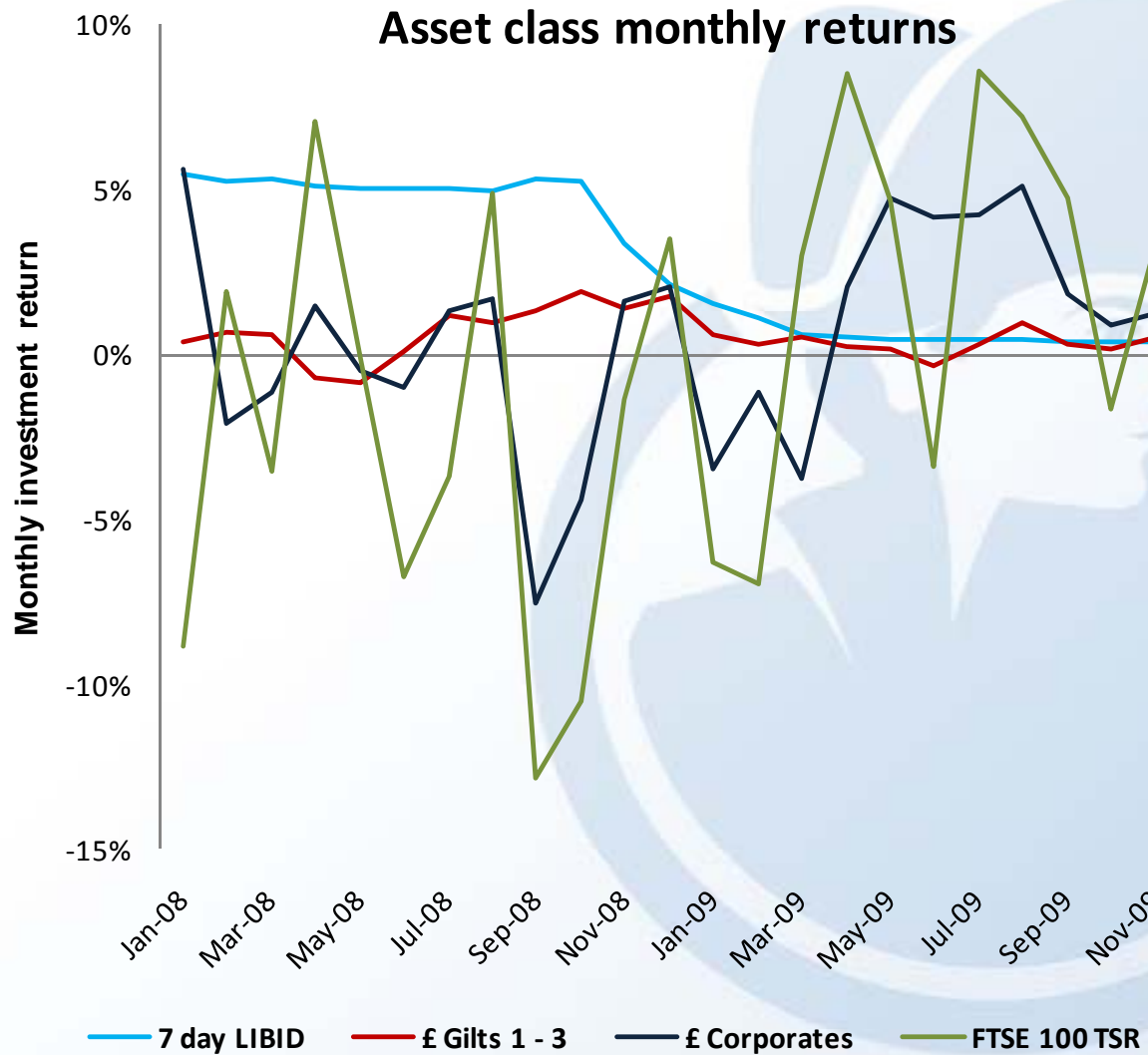
Currently our reinsurance deals are preferable to debt:

- Exercised 2010 option
- Extended Munich Re to 2016
- Long term reinsurance deals on International

■ Admiral      ■ Option      ■ Munich Re      □ Swiss Re  
■ Hannover Re      ■ New Re      ■ Partner Re



# More questions: Investment portfolio



Given interest rates may remain low for some time, would you consider taking more investment risk?

Would a rapidly increasing inflation environment change your asset strategy?

- Low risk profits
- Capital light model: investment income is less significant for Admiral

	2008	2009
<b>Investment &amp; interest income as % PBT</b>	<b>12%</b>	<b>4%</b>

We are unlikely to change our investment strategy in the foreseeable future.

Gilt and Corporate returns shown are based on Market IBoxx indices.





# UK car insurance co-insurance and reinsurance 2010

	Munich Re	Swiss Re	New Re	Hannover Re	Munich Re (pre 2007)
<b>Share of premium</b>	45%	7.5%	10%	10%	65%
<b>Term</b>	To at least Dec 2016	Ends December 2011			2002 to 2006
<b>Cost to Admiral</b>	Variable, depending on combined ratio	Fixed (not disclosed)	Fixed – 1.7% of premium	Fixed – 1.7% of premium	Variable, depending on combined ratio
<b>Risk protection</b>	Co-insurance	Starts at approximately 104%			Co-insurance
<b>Profit commission</b>	Profit share % based on combined ratio. Different %'s operate in tranches	Starts at 100%. Fixed allocation to Swiss Re, then 100% profit rebate to Admiral thereafter  <b>Below "x"% = 100%</b>	Same as Swiss Re (though at different cost)  <b>Below 98.3% = 100%</b>		Profit share % based on combined ratio  <b>Maximum = 29.5%</b>
<b>Funds withheld</b>	No	No	Yes	Yes	No
<b>Investment income</b>	Munich Re	Admiral (provided combined ratio <100%)			Munich Re
<b>Instalment income</b>	Munich Re	Admiral			Munich Re
<b>Ancillary income</b>	Admiral	Admiral			Admiral
<b>Other terms</b>	Reduces to 40% in 2011. Improved PC terms from 2010	Reduces to 5.0% in 2011	8.75% in 2011 and Admiral have an option to give further 5% (which would increase share to 13.75%)		



# Admiral's brands





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