México D.F. July 4th 2008.

To: REINSURANCE COMITTE.

Ref: Reinsurance Renewal 2008-2009

In order to accomplish with the management response of the agreement with CAS and formalizing the terms based in the meetings of the ING Mexico Risk Committee, attached please find the final terms and conditions for the P&C and Life Group and Affinity Group Reinsurance Renewal 2008-2009 to have your approval and signature.

Regards,

José Francisco Zavala G.

# **REINSURANCE RENEWAL 2008-2009**

## PROPORTIONAL TREATIES

REINSURER	S&P	<b>CAT PERILS</b>	TECHNICAL	CARGO HULL		FINE ARTS	
AXA Corporate Solutions	AA	100%	100.00%	100.00%	100.00%	100.00%	

## **CATASTROPHIC RISKS QUOTA SHARE**

	TEV / FHM
RETENTION	5,400,000.00
QUOTA SHARE	48,600,000.00
TOTAL	54,000,000.00

Reinsurance Commission:

10%

Penalty:

If premium isn't at least the 80% of EPI.

In force:

12 months.

This program was placed 100% through AXA Corporate Solutions on a 10%/90% basis to protect each and every risk written by Seguros ING The Quota Share includes a Cat XL inuring cover in common account between AXA Corporate Solutions and Seguros ING.

#### **TECHNICAL LINES FIRST SURPLUS**

	TECHNICAL
	LINES (Uscy)
RETENTION	3,000,000
1ST SURPLUS	24,000,000
TOTAL	27,000,000

Reinsurance Commission:

28.00% (adjusted 23/31, if loss ratio >= 52.5/32.5)

Limit per Event:

150,000,000 Uscy

Cash Calls:

3,000,000 for 100% loss affecting 500,000 to the contract.

In force:



#### **CARGO FIRST SURPLUS**

	CARGO (Uscy)
RETENTION	1,500,000
1ST SURPLUS	8,500,000
TOTAL	10,000,000

Reinsurance Commission:

20.00% (adjusted 22% loss ratio <= 45%)

Cash Calls:

500,000 for 100% loss

Special Approval:

PEMEX and CFE risks, before being ceded to the treaty

In force:

18 months.

## **HULL QUOTA SHARE**

	HULL (Uscv)					
	HULL LIABILITY					
RETENTION	500,000	500,000				
QUOTA SHARE	4,500,000	4.500.000				
TOTAL	5.000.000	5.000.000				

Reinsurance Commission:

22.50%

Profit Comission:

30%

Cash Calls:

100,000 for 100% loss

In force:

18 months.

# FINE ARTS QUOTA SHARE / SURPLUS

	FINE ARTS (Uscy)
RETENTION	500,000
QUOTA SHARE	1,500,000
1ST SURPLUS	8.000.000
TOTAL	10.000.000

Reinsurance Commission:

26.00%

Profit Commission:

15%

Underwriting Limit I.N.B.A.: 20,000,000 usd

Cash Calls:

300,000 for 100% loss

In force:

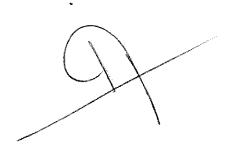
## **MISCELANEOUS RETENTION**

	MISCELANEOUS
	(Uscy)
RETENTION	2,500,000
TOTAL	2,500,000

## Risks:

- Commerce Theft and Robbery.House Theft and Robbery.
- Cash and Values.
- Personal Belongings.
- Crystals. Billboards.

In force:





## NON PROPORTIONAL TREATIES

# X.L. CAT FIRE, CATASTROPHIC RISKS AND TECHNICAL LINES COMMON ACCOUNT.

190,000,000	EPI
54,000,000	Maximum retention per risk

LAYER	LIMIT	XS	PRIORITY	REINSTATEMENT	QUOTE	MINDEP	EXP PREM	R.O.L. (MIN	R.O.L. (EXP	MAX LIMIT
1st LAYER	0.03810% 10,060,000	-	10,000,000	2 @ 100%	0.006883%	3,825,000	4,249,875	38.25%	42.50%	12,000,000
2nd LAYER	0.05714% 30,000,000	XS XS	0.03810% 20,000,000	2 @ 100%	0.013117%	7,290,000	8,100,225	24.30%	27.00%	33,000,000
3rd LAYER	0.05714% 30,000,000	XS XS	0.09524% 50,000,000	2 @ 100%	0.006802%	3,780,000	4,200,000	12.60%	14.00%	33,000,000
4th LAYER	0.26666% 140,000,000	xs xs	0.15238% 80,000,000	1 @ 100%	0.019271%	10,710,000	11,900,175	7.65%	8.50%	154,000,000
5th LAYER	0.38095% 200,000,000	XS XS	0.41904% 220,000,000	1 @ 100%	0.014251%	7,920,000	8,799,993	3.96%	4.40%	220,000,000
6th LAYER	0.34286% 180,000,000	xs xs	0.79999% 420,000,000	1 @ 100%	0.007287%	4,050,000	4,499,723	2.25%	2.50%	198,000,000
	<del></del>	***************************************				37,575,000	41,749,991		7.08%	

		X.L. CAT					
REINSURER	S&P	1st. Layer	2nd. Layer	3th. Layer	4th. Layer	5th. Layer	6th. Layer
AXA Corporate Solutions	AA	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

In force:

12 months.

Premium adjustment:

to be paid 3 months after the end of treaty.

Accounts:

Anually, to be sent not late than 30 days after the end of the

accounting period.

**Notification Claims:** 

Art.12 of General Conditions applicable if the claim exceeds



#### **WORKING COVER FIRE**

LAYERS	1ST LAYER	2ND LAYER	<b>3RD LAYER</b>	TOTAL
PRIORITY	6,500,000	15,000,000	30,000,000	6,500,000
LIMIT	8,500,000	15,000,000	24,000,000	47,500,000
AAD	8,500,000			
QUOTE	0.6467%	0.8676%	0.5838%	2.09810%
E.P.I	253,500,000	253,500,000	253,500,000	253,500,000
MINDEP	1,475,000			4,786,000
EXPECTED PREMIUM	1,639,385	2,199,366	1,479,933	5,318,684
%	90.0%	90.0%	90.0%	90.0%
R.O.L. (EXPECTED)	19.29%	14.66%	6.17%	11.20%
R.O.L. (MINIMUM)	17.35%	13.19%	5.55%	10.08%
9				
PAY BACK (EXPECTED)	5	7	16	9
PAY BACK (MINIMUM)	6	8	18	10
REINSTATEMENT	4	3	2	
PREMIUM	100.00%	100.00%	100.00%	
PRO-RATA	AMOUNT	AMOUNT	AMOUNT	
	T	O marramilia	61116==5137	l
PAYMENT	QUARTERLY	QUARTERLY	QUARTERLY	
WARRANTY	90 DAYS	90 DAYS	90 DAYS	

			FIRE W.X.L.			
REINSURER	S&P	1st. Layer	2nd. Layer	3th. Layer		
AXA Corporate Solutions	AA	100.00%	100.00%	100.00%]		

In force:

18 months.

Premium adjustment:

to be paid 3 months after the end of treaty.

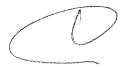
Accounts:

Anually, to be sent not late than 30 days after the end of the

accounting period.

**Notification Claims:** 

Art.12 of General Conditions applicable if the claim exceeds



## X.L. LIABILITY (100% Retention)

LAYERS	<b>1ST LAYER</b>	2ND LAYER	<b>3RD LAYER</b>	TOTAL		
PRIORITY	400,000			400,000		
LIMIT	3,100,000	4,000,000	7,500,000	14,600,000		
QUOTE	3.990%	1.134%	0.531%	5.66%		
E.P.I	42,347,000	42,347,000	42,347,000	42,347,000		
MINDEP	1,521,000	432,000	202,000			
EXPECTED PREMIUM	1,689,645	480,215	224,863	2,394,723		
%	90.0%	90.0%	89.8%	90.0%		
R.O.L. (EXPECTED)	54.50%	12.01%	3.00%	16.40%		
R.O.L. (MINIMUM)	49.06%	10.80%	2.69%	14.76%		
PAY BACK (EXPECTED)	2	8	33	6		
PAY BACK (MINIMUM)	2	9	37	7		
REINSTATEMENT	4	3	2			
PREMIUM	100.00%	100.00%	100.00%			
PRO-RATA	AMOUNT	AMOUNT	AMOUNT			
PAYMENT		QUARTERLY				
WARRANTY	90 DAYS	90 DAYS	90 DAYS			

		LIABILI	TY X.L.
REINSURER	S&P	1st. Layer	2nd. Layer
AXA Corporate Solutions	AA	100.00%	100.00%

#### UNDERWRITING LIMITS

RISK	USD.				
General Liability	7,500,000				
Travel Liability	5,250,000				
Profesional Liability	3,750,000				
Export Product Liability	7,500,000				
Hotel Liability	7,500,000				
Cargo Damage Liability	7,500,000	1)			
Motor Liability	2,250,000	2)			
Worker's Liability	1,500,000				
Medical Liability	750,000				

1) in Mexican territory

2) in excess of MXN 750,000 or its equivalence

In force:

18 months.

Premium adjustment:

to be paid 3 months after the end of treaty.

Accounts:

Anually, to be sent not late than 30 days after the end of the accounting

period.

Notification Claims:

Art.12 of General Conditions applicable if the claim exceeds 75% or the

priority.



## X.L. MISCELANEOUS TENT PLAN

LAYERS	1ST LAYER	2ND LAYER	TOTAL
	100 000	4 252 222	****
PRIORITY	400,000	1,250,000	400,000
LIMIT	850,000	1,250,000	2,100,000
QUOTE	1.32%	0.15%	1.47%
E.P.I	43,500,000	43,500,000	43,500,000
MINDEP	517,000	59,000	576,000
EXPECTED PREMIUM	574,200	65,250	639,450
%	90.0%	90.4%	90.1%
R.O.L. (EXPECTED)	67.55%	5.22%	30.45%
R.O.L. (MINIMUM)	60.82%	4.72%	27.43%
PAY BACK (EXPECTED)	1	19	3 4
PAY BACK (MINIMUM)	2	21	4
REINSTATEMENT	3	3	
PREMIUM	100.00%	100.00%	
PRO-RATA	AMOUNT	AMOUNT	
PAYMENT	QUARTERLY	QUARTERLY	
WARRANTY	90 DAYS	90 DAYS	

		TENT	PLAN
REINSURER	S&P	1st. Layer	2nd. Layer
AXA Corporate Solutions	AA	100.00%	100.00%

In force:

18 months.

Premium adjustment:

Accounts:

to be paid 3 months after the end of treaty. Anually, to be sent not late than 30 days after the end of the

accounting period.

**Notification Claims:** 

Art.12 of General Conditions applicable if the claim exceeds



## X.L. MARINE, CARGO AND FINE ARTS

LAYERS	1ST LAYER	2ND LAYER	3RD LAYER	4TH LAYER	5TH LAYER	TOTAL	
PRIORITY	400,000	1,500,000	3,000,000			400,000	
LIMIT	1,100,000	1,500,000	4,500,000	12,500,000	20,000,000	39,600,000	
QUOTE	0.94143%	0.26106%	0.47860%	0.60429%	0.75314%	3.03852%	
E.P.I	67,410,000	67,410,000	67,410,000	67,410,000	67,410,000	67,410,000	
MINDEP	571,000	158,000	290,000	367,000	457,000	1,843,000	
EXPECTED PREMIUM	634,618	175,981	322,624	407,352	507,692	2,048,267	
%	90%	90%	90%	90%	90%	90%	
R.O.L. (EXPECTED)	57.6925%	11.7321%	7.1694%	3.2588%	2.5385%	5.1724%	
R.O.L. (MINIMUM)	51.9091%	10.5333%	6.4444%	2.9360%	2.2850%	4.6540%	
PAY BACK (EXPECTED)	2	9	14	31	39	19	
PAY BACK (MINIMUM)	2	9	16	34	44	21	
REINSTATEMENT	3	2	2	2	2		
PREMIUM	100.00%	100.00%	100.00%	100.00%	100.00%		
PRO-RATA	AMOUNT		AMOUNT	AMOUNT	AMOUNT		

#### 15% NO CLAIM BONUS

PAYMENT	QUARTERLY	QUARTERLY	QUARTERLY	QUARTERLY	QUARTERLY
WARRANTY	90 días				

		MARINE/CARGO/ F.A X.L.				
REINSURER	S&P	1st. Layer	2nd. Layer	3th. Layer	4th. Layer	5th. Layer
AXA Corporate Solutions	AA	100.00%	100.00%	100.00%	100.00%	100.00%

In force:

18 months.

Premium adjustment:

to be paid 3 months after the end of treaty.

No Claim bonus:

Accounts:

15% to be paid on July 2010 Anually, to be sent not late than 30 days after the end of the

accounting period.

**Notification Claims:** 

Art.12 of General Conditions applicable if the claim exceeds



## X.L. AUTO

LAYERS	1ST LAYER	2ND LAYER	3RD LAYER	TOTAL				
PRIORITY	300,000			300,000				
LIMIT	1,700,000	5,500,000	2,500,000	9,700,000				
QUOTE	0.0851%	0.0551%	0.0126%					
E.P.I	1,009,475,000	1,009,475,000	1,009,475,000	1,009,475,000				
MINDEP	773,000		114,000					
EXPECTED PREMIUM	859,063	556,221	127,19 <del>4</del>	1,542,478				
%	90.0%	90.0%	90.0%	90.0%				
R.O.L. (EXPECTED)	50.53%		5.09%	15.90%				
R.O.L. (MINIMUM)	45.47%	9.11%	4.56%	14.31%				
PAY BACK (EXPECTED)	2	10	20	6				
PAY BACK (MINIMUM)	2	11	22	7				
REINSTATEMENT	3	2	2					
PREMIUM	100.00%	100.00%						
PRO-RATA	AMOUNT	AMOUNT	AMOUNT					
				•				
PAYMENT	QUARTERLY	QUARTERLY	QUARTERLY					
WARRANTY	90 DAYS	90 DAYS	90 DAYS					

			AUTO X.L.	
REINSURER	S&P	1st. Layer	2nd. Layer	3th. Layer
AXA Corporate Solutions	AA	100.00%	100.00%	100.00%

In force:

18 months.

Premium adjustment:

to be paid 3 months after the end of treaty.

Accounts:

Anually, to be sent not late than 30 days after the end of the

accounting period.

**Notification Claims:** 

Art.12 of General Conditions applicable if the claim exceeds



## LIFE GROUP AND AFFINITY GROUP

## **WC Life Group & Affinity Group**

## **MEXICAN PESOS**

Layers	Limit	Priority	Quotes*	PMD	<b>Expected Premium</b>
1	23,000,000	2,000,000	0.001635	71,265,810.00	79,544,379.74
Total	23,000,000	2,000,000	0.001635	71,265,810.00	79,544,379.74

<sup>\*</sup>Quote per mile for 18 months

Reinsurer	Layers
Swiss Re	100.00%

In force:

18 months.

# **XL CAT Life & Personal Accidents**

#### **MEXICAN PESOS**

Layers	Limit	Priority	Quote	Deposit Premium	Flat Premium
1	209,500,000	10,500,000	N.A	N.A.	3,798,123
2	100,000,000	220,000,000	N.A	N.A.	422,102
					\
T-4-1	200 500 000	40 500 000	KI A	N A	4 220 225 00

lotai	309,500,000	10,500,000	N.A	N.A	4,220,225.
<u></u>					

Reinsurer	Layer 1	Layer 2	
RGA	100.00%	100.00%	

In force:



	Mexico D.F. July 4th 2008.
(	Antonio Fernández  Presidente Seguros ING
	Angel Hernandez
	Director Ejecutivo Lineas Comerciales
•	Ricardo León Director Ejecutivo Siniestros  No vua Calcantara  No vua
	Verónica Alcántara CFO ING Mexico  Ma. fuin Dalis 22/07/08
	Héctor Rode Director Ejecutivo Líneas Personales  Sonia Ala 22/07/08
negari di 1989.	Miguel Fronjosá Director Desarrollo Técnico Productos No Vida  Eduardo Aguayo  Eduardo Aguayo
	Eduardo Aguayo Director Técnico Líneas Comerciales
	Francisco Zavala Director de Reaseguro
	Francisco Zavala Director de Reaseguro  22/07/08  Gerardo Vargas Contralor Normativo - Compliance Officer  Francisco Zavala  18kg/2008  Adia Luéu Marin Madada
	Contralor Normativo - Compliance Officer fadia Lulen Marin Martina