AXA PHILIPPINES PERFORMANCE MANAGEMENT

Performance management at AXA is an integrated and on-going cycle of performance planning, development planning and, performance review and assessment to align individual action with Company strategy.

Core Principles

AXA believes that through a robust Performance Management System, it can become the preferred employer and achieve sustainable superior performance:

The core principles include the following:

- 1. AXA pays for performance. Part of differentiating performance is that the Company rewards performance according to the contribution of the employee to the business objectives.
- 2. Foster collective long-term success. AXA ensures long-term success by having all employees anchor their objectives to the over-all objectives of the organization. In this manner, employees are able to contribute what is relevan and of value to the organization.
- 3. Empower people to succeeed and grow. Through the performance management processs, employees are aware of their expected deliverables and are empowered to know what success looks like and work towards that. They are also given the opportunity to discuss career and development plans with their managers to consider growth possibilities in the organization.

AXA Share Plan

AXA Group strongly believes in making its employees worldwide stakeholders in the AXA Group through it s AXA Share Plan.

Global Graduate Program

The Global Graduate Program (GGP) aims to attract and develop future leaders. It is a long-term approach to strengthen the talent pipeline and to acquire technical capabilities need by the business to reach its ambition.

Learning & Development

In AXA, learning and development plays a very important role in the sustainable long term growth of the organization. The Company invests in various initiatives to ensure that people continually grow and progress. AXA provides several opportunities for employees to take charge of their career, to learn and development themselves so they can reach their full potential.

Short Term Incentive (STI) and Long Term Incentive (LTI)

The discretionary STI and LTI link a portion of employees' total compensation to the attainment of specific individual and company performance measures.