

Edgar Filing: METLIFE INC - Form 425

METLIFE INC

Form 425

September 04, 2008

Filed by Reinsurance Group of America, Incorporated

Pursuant to Rule 425 under the Securities Act of 1933

and deemed filed under other applicable sections

of the Securities Exchange Act of 1934

Subject Company: MetLife, Inc.

Commission File No.: 001-15787

Subject Company: Reinsurance Group of America, Incorporated

Commission File Nos.: 333-151390 and 333-152828

On September 4, 2008, Reinsurance Group of America, Incorporated will use the following presentations materials at the 2008 Keefe, Bruyette & Woods Insurance Conference.

---

Edgar Filing: METLIFE INC - Form 425

Reinsurance Group of America

---

Keefe, Bruyette & Woods Insurance Conference  
September 4, 2008

A. Greig Woodring, Chief Executive Officer

**CAUTIONARY STATEMENT REGARDING  
FORWARD-LOOKING STATEMENTS**

This presentation contains both historical and forward-looking statements. Forward-looking statements are not based on historical facts, but rather reflect the Company's current expectations, estimates and projections concerning future results and events. Forward-looking statements generally can be identified by the fact that they do not relate strictly to historical or current facts and include, without limitation, words such as believe, expect, anticipate, may, could, intend, intent, belief, estimate, plan, foresee, likely, will or other similar words or phrases. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other factors that are difficult to predict and that may cause the Company's actual results, performance or achievements to vary materially from what is expressed in or indicated by such forward-looking statements. The Company cannot make any assurance that projected results or events will be achieved.

The risk factors set forth in the Company's prospectus dated August 11, 2008 and proxy statement/prospectus dated August 4, 2008 in the respective sections entitled Risk Factors, and the matters discussed in RGA's SEC filings, including the Management's Discussion and Analysis of Financial Condition and Results of Operations sections of RGA's Annual Report on Form 10-K for the fiscal year ended December 31, 2007 and RGA's Quarterly Reports on Form 10-Q for the fiscal quarters ended March 31, 2008 and June 30, 2008, could affect future results, causing these results to differ materially from those expressed in RGA's forward-looking statements.

The forward-looking statements included in this document are only made as of the date of this document and RGA has no obligation to publicly update any forward-looking statement to reflect subsequent events or circumstances.

Numerous important factors could cause actual results and events to differ materially from those expressed or implied by forward-looking statements including, without limitation, (1) adverse changes in mortality, morbidity, lapsation or claims experience, (2) changes in our financial strength and credit ratings or those of MetLife, Inc. ("MetLife"), the beneficial owner of a majority of our common shares, or its subsidiaries, and the effect of such changes on our future results of operations and financial condition, (3) inadequate risk analysis and underwriting, (4) general economic conditions or a prolonged economic downturn affecting the demand for insurance and reinsurance in our current and planned markets, (5) the availability and cost of collateral necessary for regulatory reserves and capital, (6) market or economic conditions that adversely affect our ability to make timely sales of investment securities, (7) risks inherent in our risk management and investment strategy, including changes in investment portfolio yields due to interest rate or credit quality changes, (8) fluctuations in U.S. or foreign currency exchange rates, interest rates, or securities and real estate markets, (9) adverse litigation or arbitration results, (10) the adequacy of reserves, resources and accurate information relating to settlements, awards and terminated and discontinued lines of business, (11) the stability of and actions by governments and economies in the markets in which we operate, (12)

Edgar Filing: METLIFE INC - Form 425

competitive factors and competitors' responses to our initiatives, (13) the success of our clients, (14) successful execution of our entry into new markets, (15) successful development and introduction of new products and distribution opportunities, (16) our ability to successfully integrate and operate reinsurance business that we acquire, (17) regulatory action that may be taken by state Departments of Insurance with respect to us, MetLife, or its subsidiaries, (18) our dependence on third parties, including those insurance companies and reinsurers to which we cede some reinsurance, third-party investment managers and others, (19) the threat of natural disasters, catastrophes, terrorist attacks, epidemics or pandemics anywhere in the world where we or our clients do business, (20) changes in laws, regulations, and accounting standards applicable to us, our subsidiaries, or our business, (21) the effect of our status as an insurance holding company and regulatory restrictions on our ability to pay principal of and interest on our debt obligations, and (22) other risks and uncertainties described in this document and in our other filings with the Securities and Exchange Commission.

**Additional Information and Where You Can Find It**

In connection with MetLife's proposed divestiture of its stake in RGA, on August 11, 2008, RGA filed with the Securities and Exchange Commission (the SEC) a registration statement on Form S-4 (No. 333-152828), as amended, which includes a form of prospectus relating to the exchange offer. On August 14, 2008, MetLife filed with the SEC a statement on Schedule TO. In addition, RGA has filed with the SEC a registration statement on Form S-4 (File No. 333-151390), as amended, which includes a final proxy statement/prospectus dated August 4, 2008 related to the recapitalization. **Investors and holders of RGA and MetLife securities are strongly encouraged to read the registration statements and any other relevant documents filed with the SEC, including the prospectus dated August 11, 2008 relating to the exchange offer and related exchange offer materials, the tender offer statement on Schedule TO, and the proxy statement/prospectus dated August 4, 2008 relating to the recapitalization, as well as any amendments and supplements to those documents, because they contain important information about RGA, MetLife, and the proposed transactions.** The prospectus relating to the exchange offer and related exchange offer materials have been mailed to stockholders of MetLife. The proxy statement/prospectus relating to the recapitalization and related transactions has been mailed to shareholders of RGA. Investors and security holders can obtain free copies of the registration statements, the prospectus relating to the exchange offer and related exchange offer materials and the tender offer statement on Schedule TO, and the proxy statement/prospectus relating to the recapitalization, as well as other filed documents containing information about MetLife and RGA, without charge, at the SEC's web site ([www.sec.gov](http://www.sec.gov)). Free copies of RGA's filings also may be obtained by directing a request to RGA, Investor Relations, by phone to (636) 736-7243, in writing to Mr. John Hayden, Vice President-Investor Relations, Reinsurance Group of America, Incorporated, 1370 Timberlake Manor Parkway, Chesterfield, Missouri, 63017, or by email to [investrelations@rgare.com](mailto:investrelations@rgare.com). Free copies of MetLife's filings may be obtained by directing a request to MetLife, Investor Relations, by phone to (212) 578-2211, in writing to MetLife, Inc., 1 MetLife Plaza, Long Island City, NY 11101, or by email to [metir@metlife.com](mailto:metir@metlife.com). Neither RGA, MetLife nor any of their respective directors or executive officers or the dealer managers, with respect to the exchange offer makes any recommendation as to whether you should participate in the exchange offer.

This communication shall not constitute an offer to sell or the solicitation of an offer to buy securities, nor shall there be any sale of securities in any jurisdiction in which such solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction. Such an offer may be made solely by a prospectus meeting the requirements of Section 10 of the U.S. Securities Act of 1933, as amended. The distribution of this communication may, in some countries, be restricted by law or regulation. Accordingly, persons who come into possession of this document should inform themselves of and observe these restrictions.

RGA, MetLife and their respective directors and executive officers may be deemed, under SEC rules, to be participants in the solicitation of proxies from RGA's shareholders with respect to the proposed recapitalization. Information regarding the directors and executive officers

## Edgar Filing: METLIFE INC - Form 425

of RGA is included in its definitive proxy statement for its 2008 Annual Meeting of Shareholders filed with the SEC on April 9, 2008. Information regarding the directors and officers of MetLife is included in the definitive proxy statement for MetLife's 2008 Annual Meeting of Shareholders filed with the SEC on March 18, 2008. More detailed information regarding the identity of potential participants, and their direct or indirect interests, by securities holdings or otherwise, is set forth in the proxy statement/prospectus dated August 4, 2008 and the prospectus dated August 11, 2008 relating to the exchange offer, each as may be amended from time to time, and other materials to be filed with the SEC in connection with the proposed transactions.

### **Participants in the Solicitation**

### Non-GAAP Measures

RGA uses a non-GAAP financial measure called operating income as a basis for analyzing financial results. This measure also serves as a basis for establishing target levels and awards under RGA's management incentive programs. Management believes that operating income, on a pre-tax and after-tax basis, better measures the ongoing profitability and underlying trends of the company's continuing operations because that measure excludes the effect of net realized capital gains and losses, changes in the fair value of certain embedded derivatives and related deferred acquisition costs. These items tend to be highly variable primarily due to the credit market and interest rate environment and are not necessarily indicative of the performance of our underlying businesses. Additionally, operating income excludes any net gain or loss from discontinued operations, which management believes is not indicative of the company's ongoing operations. The definition of operating income can vary by company and is not considered a substitute for GAAP net income.

Additionally, the Company evaluates its stockholder equity position excluding the impact of Other Comprehensive Income. This is also considered a non-GAAP measure. The Company believes it is important to evaluate its stockholders' equity position to exclude the effect of Other Comprehensive Income since the net unrealized gains or losses included in Other Comprehensive Income primarily relate to changes in interest rates, credit spreads on its investment securities and foreign currency fluctuations that are not permanent and can fluctuate significantly from period to period.

Reconciliations of non-GAAP measures to the nearest GAAP measures are provided at the end of this presentation.

Effective in 1Q 2006, the Company changed its capital allocation methodology from a regulatory-based approach to an economic-based approach. To enhance comparability, all prior period segment results in this presentation have been adjusted to reflect the new methodology.

This change in capital allocation does not affect the Company's reported consolidated financial results.

### Capital Allocation





Operational Strength

**Leading new business  
market share (23%) in  
U.S.<sup>(1)</sup>**

**Leading new business  
market share (35%) in  
Canada<sup>(1)</sup>**

**Largest facultative  
reinsurer<sup>(2)</sup>**

**High single-digit  
premium growth**

**Long track record of  
profitability**

**Region-wide leader in  
individual new  
business (26%)<sup>(3)</sup>**

**Second largest  
reinsurer of new group  
life (20%) market  
share<sup>(3)</sup>**

**Market leader in new  
treaty line acquisition<sup>(3)</sup>**

**Strong North American  
Market Positions**

**Third-largest life &  
health reinsurer in  
the UK&I<sup>(4)</sup>**

**Well-established in  
Spain**

**New Offices in Italy,  
Germany, France,  
and Poland**

**Changes in  
regulation and  
solvency measures  
expected to provide  
opportunities for new  
market entrants**

**Well Positioned in  
Rapidly Growing Asian  
Markets**

**Continued Expansion  
into Europe Offers  
Growth Opportunities**

<sup>(1)</sup> 2007 Munich American / Society of Actuaries Reinsurance Survey

<sup>(2)</sup> Based on Company estimate

<sup>(3)</sup> NMG Financial Services Consulting 2008 Programme (March)

<sup>(4)</sup> NMG Financial Services Consulting Risk Premium Monitor 2006

Financial Highlights

**Operating EPS Growth**            **14%** (5-year CAGR, 2003-2007)

**Premium Growth**                **13%** (2007 compared to 2006)

**Return on Equity\***                **14%** (2007)

**BV/Share Growth\***                **14%** (5-year and 14-year CAGR)

**Operating EPS Growth**            **14%**

**Return on Equity\***                **14%**

**Historical Performance**

**Intermediate Goals**

RGA targets debt leverage of 25% or less, commensurate with various rating agency guidelines for existing ratings.

\* Excludes accumulated other comprehensive income. See Reconciliations of Non-GAAP Measures at the end of this presentation.

A Leading Life Reinsurer

**Top Five Life Reinsurers Now Account for 76% of Market, Up From 48% in 1997**

Source: 2007 Munich American / Society of Actuaries Reinsurance Survey

1.8

156.2

General Re Life

10

2.3

195.2

Canada Life

9

3.2

274.8

SCOR

8

4.3

362.4

Generali

7

4.8

406.4

ERC

6

9.9

850.0

Transamerica Re

5

11.4

970.0

Scottish Re

4

13.2

1,132.4

Munich American Re

3

**16.7**

**1,429.1**

**RGA**

**2**

24.5

\$2,090.8

Swiss Re

1

(\$ in billions)

**Share**

**Market**

**Force**

**Reinsurance In**

**Life**

**Reinsurer**

**Rank**

**North America In 2007**

**Worldwide in 2006**

**Rank**

**Reinsurer**

**Gross Life**

**Reinsurance**

**Premiums**

(\$ in millions)

1

Swiss Re

\$

10,378

2

Munich Re Group

10,114

3

**RGA**

4,732

4

Hannover Re

3,686

5

Scor

3,039

6

Berkshire Hathaway

2,476

7

Transamerica Re (Aegon)

2,259

8

Scottish Re Group, Ltd.

1,842

9

Reliastar

675

10

XL Re

597

Source: Standard & Poor's

**Leading Facultative  
Franchise**

**Recognized facultative expertise**

**Provide a market for non-conforming risks**

**Significant barriers to entry**

**Fosters closer relationships with cedants**

**Leverage for additional business opportunities**

**Provides some pricing power for automatic  
business**

**Frequent entry point for international business  
development**



**Industry-Leading  
Management Team**

(1)

Includes experience in life insurance and life reinsurance industries

(2)

Includes experience with RGA's predecessor, the reinsurance division of General American Life Insurance Company

**Years Experience**

**Name**

**Position**

**In Industry**

(1)

**With RGA**

(2)

**A. Greig Woodring**

**President, Chief Executive Officer, and Director**

**33**

**29**

**Jack B. Lay**

**Senior E.V.P. and Chief Financial Officer**

**17**

**14**

**Paul A. Schuster**

**Senior E.V.P., U.S. Operations**

**32**

**17**

**Graham S. Watson**

**Senior E.V.P., International and Chief Marketing Officer**

**38**

**12**

**David B. Atkinson**

**E.V.P.**

**33**

**22**

**Brendan J. Galligan**

**E.V.P., Asia Pacific**

**30**

**18**

**John P. Laughlin**

**E.V.P., U.S. Financial Markets**

**24**

**13**

**Robert M. Musen**

**E.V.P.**

**32**

**8**

**Paul Nitsou**

**E.V.P., International**

**23**

**12**

**Alain P. Neemeh**

**President and Chief Executive Officer, RGA Canada**

**11**

**11**

**A. David Pelletier**

**E.V.P.**

**24**

**13**

**Michael S. Stein**

**E.V.P., U.S. Operations**

**27**

**10**



Strong Track Record of Growth

**Share Price**

**\$12.28\***

**\$52.48**

**10.9%**

**Market Cap**

**\$480M**

**\$3.3B**

**14.8%**

**Assets**

**\$1.2B**

**\$21.6B**

**22.9%**

**Net Income**

**\$34.1M**

**\$293.8M**

**16.6%**

**Premiums**

**\$380M**

**4.9B**

**20.0%**

**Employees**

**198**

**1,066**

**12.8%**

**\* Split-adjusted**

**December 31,  
1993**

**December 31,  
2007**

**CAGR**

**Significant Growth  
Opportunities**

**Expect intermediate  
growth of 8%-10% in  
traditional market going  
forward**

**Limited number of  
competitors; good  
pricing environment  
expected to continue**

**Little impact from start-  
ups**

**Some direct companies  
retaining more business**

**Highest growth rates likely to  
come from Asia Pacific (primarily  
Japan and South Korea)**

**Penetration rates in most of Asia  
Pacific are very low; Australia is  
the exception**

**UK growth is moderating;  
increase in number of  
competitors**

**India and China represent  
longer-term significant  
opportunities**

**EU solvency and other  
regulatory risk based capital  
initiatives will likely be a catalyst  
for additional reinsurance  
opportunities**

**North America**

**International**

North America Market  
Continues to Grow

*Source: Munich American / Society of Actuaries Reinsurance Surveys*

(\$ in billions)

**+8%**

**+15%**

**+5%**

**+4%**

**+2%**

**+76%**

**+12%**

**+16%**

**+1%**

**+16%**

(\$ in billions)

**Although cession rates in the U.S. market have fallen over the past several years, RGA has continued to grow through market share increases.**

United States

Life Reinsurance Inforce

Life Reinsurance Inforce

Canada



**Expanding Global Presence**

Total 2003 Pre-tax Operating Income = \$263M

2003 Pre-tax Operating Income  
by Operating Segment

YTD June 30, 2008 Pre-tax Operating  
Income by Operating Segment

Note: Figures include results from the U.S., Canada, Asia Pacific and Europe & South Africa operating segments; exclude Corporate segment. See Reconciliations of Non-GAAP Measures at the end of this presentation.

Total YTD June 30, 2008 Pre-tax

Operating Income = \$289M



Edgar Filing: METLIFE INC - Form 425

Life Reinsurance In Force

**(\$ in billions)**

**Consolidated Net Premiums**

**(\$ in millions)**

**Consolidated Operating Income**

**Operating  
Return on  
Equity<sup>(1)</sup>**

**2003 13%**

**2004 12%**

**2005 11%**

**2006 13%**

**2007 14%**

**Operating Income**

**(\$ in millions)**

**Operating Income Per Share**

(1)

Operating ROE is computed excluding accumulated other comprehensive income, using quarterly average for equity amounts. See Reconciliations of Non-GAAP Measures at the end of this presentation.

**Quarterly Mortality Volatility**

**5 Year Average = 81.4%**

**RGA s results can exhibit quarterly volatility in mortality experience, but when measured over longer periods of time, mortality experience is more predictable and stable.**

**Book Value Per Share\***  
**5 Year Trend**

\* Book value excludes other comprehensive income. See Reconciliations of Non-GAAP Measures at the end of this presentation.

**Total Capitalization Levels  
(Excluding Other Comprehensive Income)\***

(\$ in millions)

		<b>Debt &amp; Hybrids/</b>				
		<b>Total</b>				
<b>Capitalization</b>	<b>24.4%</b>	<b>22.5%</b>	<b>31.5%</b>	<b>26.6%</b>	<b>28.9%</b>	<b>27.9%</b>
			<b>\$2,279</b>			
			<b>\$2,505</b>			
			<b>\$3,039</b>			
			<b>\$3,246</b>			
			<b>\$3,748</b>			
			<b>\$3,891</b>			

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.



**Consolidated Asset Composition**

(\$ in millions)

**Asset Type**

**Carrying Value**

**Carrying Value**

**YTD**

**Dec. 31, 2007**

**June 30, 2008**

**Change**

Fixed Maturities

\$ 9,398

\$ 9,668

\$ 270

Mortgage Loans

832

799

(33)

Policy Loans

1,059

1,048

(11)

Funds Withheld at Interest

4,749

4,825

76

Cash and Short Term

479

410

(69)

Other

284

419

135

---

**\$16,801**

**\$17,169**

**\$ 368**

**Well-diversified fixed maturity portfolio; 97% investment grade as of June 30, 2008**

Conclusion

---

**Conclusion**

**Second largest North American life reinsurer with established and expanding global presence**

**A leading facultative reinsurer with high degree of mortality expertise; provides competitive advantage**

**Multiple growth opportunities stemming from on-going industry consolidation and international expansion**

**Proven track record of delivering strong top and bottom-line growth**

**Industry-leading management team**

Appendix:

RGA s Operating Segments

Reconciliations of Non-  
GAAP Measures

---





**Total U.S. Operations**

**Pre-tax Operating Income\***

(\$ in millions)

**Net Premiums**

(\$ in millions)

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.



**U.S. Traditional Operations**

**RGA's goal is to be among those 3-5 with very favorable terms**

**Automatic reinsurance programs are placed with 3-5 reinsurers**

**RGA's differentiator is our facultative services**

Companies cannot access these services unless RGA is participating automatically in their reinsurance

In order to maintain our industry-leading facultative position, we focus on continually refining and improving these services

**Competitive offers**

**Industry-leading time service**

**Solid, individual life capacity**

**Facultative Application Console (FAC)**

**AURA technology-based rules engine (ASAP)**

**Underwriting Connection**

**Yearly seminars, newsletters**

Approach to the Market

Facultative Excellence

**\$1.3 trillion of life  
reinsurance inforce**

**Largest source of revenue  
and earnings**

**Quality, long-term, client  
base**

**Recognized leader in  
facultative underwriting;  
over 100,000 applications in  
2007**

**Adverse claim levels in 1Q  
2008**

Overview

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.

**U.S. Asset Intensive and Financial  
Reinsurance Sub-segments**

**Primarily annuities and COLI/BOLI; a  
spread business**

**Some volatility in operating income due  
to treatment of realized gains/losses for  
funds withheld treaties**

**RGA shares in asset risk for general  
account annuity transactions**

**Opportunistic growth; provides  
meaningful diversification from mortality  
risk**

Pre-tax Operating Income\*

(\$ in millions)

Asset Intensive

Financial Reinsurance

**A recognized leader in this highly  
specialized market**

**Limited new opportunities currently  
in U.S.; stronger opportunities in  
Asia Pacific**

**Intellectual capital is essential due  
to complexity of transactions**

**Generally a fee-based business for  
RGA; rely on retrocession capacity**

Pre-tax Operating Income\*

(\$ in millions)

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.



**Canada Operations**

**Established in 1992**

**Traditional individual life  
reinsurance, including  
preferred classes; some  
creditor business**

**Most of the life insurance  
companies in Canada are  
clients**

**A market leader; primary  
competitors are Munich  
Re and Swiss Re**

**Strong results and  
favorable mortality in 2007  
and first half of 2008**

Overview

Premiums

\$ in millions

Pre-tax Operating Income\*

\$ in millions

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.



International Operations Overview

**Have demonstrated success**

Built green-field operations across the globe;  
centrally managed by dedicated team in Toronto

Developed divisional infrastructure and culture

**Established as a leading reinsurer in key  
markets**

**Focused on multi-nationals and larger  
local companies**

**Reinsurance products include life and  
critical illness**

**Europe & South Africa Operations**

**Spain**

**1995**

**England**

**1999**

**South Africa**

**1999**

**India**

**2002**

**Ireland**

**2003**

**Poland**

**2006**

**Germany**

**2006**

**France**

**2007**

**Italy**

**2007**

**UK market has fueled past growth; 12% - 15% premium growth expected going forward**

**Increasing continental Europe presence**

Offices recently established in France, Germany, Italy and Poland

**Reinsurance products include life YRT and coinsurance, accelerated critical illness**



**India viewed as providing long-term  
growth opportunities**

**Adverse claim levels in UK and South  
Africa in Q1 2008**

Overview

Markets and Date of Entry

Net Premiums

Pre-tax Operating Income\*

\$ in millions

\$ in millions

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.

**Asia Pacific Operations**

**Hong Kong**

**1994**

**Japan**

**1995**

**Australia/New Zealand**

**1996**

**Malaysia**

**1997**

**Taiwan**

**1999**

**South Korea**

**2002**

**China**

**2005**

Overview

Markets and Date of Entry

Net Premiums

Pre-tax Operating Income\*

\$ in millions

\$ in millions

**Strong results in 2006, 2007 and first  
half of 2008 lead by Australia, Japan  
and South Korea**

**A recognized leader in the Asia  
Pacific region based on NMG survey**

**Japan and South Korea should lead  
growth in near term**

**Strong facultative market in Japan**

**Opened office in China in 2005;  
longer-term growth opportunity**

\* See Reconciliations of Non-GAAP Measures at the end of this presentation.

Reconciliations of Non-  
GAAP Measures

---

**Financial Performance**

**(1) Net of DAC offset**

14.8

11.1

23.4

24.6

16.8

21.0

7.7

**Pre-tax Operating Income**

47.5

0.9

37.5

(2.8)

(0.5)

2.0

(12.9)

**Change in MV of Embedded Derivatives(1)**

(1.5)

1.6

8.2

7.2

1.0

7.3

1.4

**Realized Capital (Gains) / Losses (1)**

(31.2)

8.6

(22.3)

20.2

16.3

11.7

19.2

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**U.S. ASSET-INTENSIVE**

153.2

170.0

351.4

291.2

241.0

251.2

195.7

**Pre-tax Operating Income**

3.1

4.9

13.8

4.1

8.6

(18.1)

6.6

**Realized Capital (Gains) / Losses**

150.1

165.1

337.6

287.1

232.4

269.3

189.1

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**U.S. TRADITIONAL OPERATIONS**

(10.0)

(22.8)

(29.6)

(37.6)

(41.8)

(9.0)

(9.3)

**Pre-tax Operating Income**

0.1

11.8

12.5

(4.0)

(17.4)

(7.8)

(0.9)

**Realized Capital (Gains) / Losses**

(10.1)

(34.6)

(42.1)

(33.6)

(24.4)

(1.2)

(8.4)

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**



**2003**

**CORPORATE & OTHER SEGMENT**

40.8

26.5

61.6

59.0

31.5

7.1

13.3

**Pre-tax Operating Income**

1.0

0.6

1.5

0.4

0.3

(0.3)

0.1

**Realized Capital (Gains) / Losses**

39.8

25.9

60.1

58.6

31.2

7.4

13.2

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**ASIA-PACIFIC OPERATIONS**

*(\$ in millions)*

**Reconciliation of Pre-Tax Income to Pre-Tax Operating Income**

22.5

33.8

49.7

58.6

35.8

27.3

15.2

**Pre-tax Operating Income**

(0.6)

0.8

2.2

0.3

0.3

(2.3)

(2.6)

**Realized Capital (Gains) / Losses**

23.1

33.0

47.5

58.3

35.5

29.6

17.8

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**EUROPE & SOUTH AFRICA OPERATIONS**

51.9

35.1

74.9

40.6

46.8

31.2

18.2

**Pre-tax Operating Income**

1.5

(4.1)

(6.6)

(5.2)

(3.4)

(8.1)

(9.9)

**Realized Capital (Gains) / Losses**

50.4

39.2

81.5

45.8

50.2

39.3

28.1

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**CANADA OPERATIONS**

**U.S. FINANCIAL REINSURANCE**

**2003**

**2004**

**2005**

**2006**

**2007**

**YTD 2Q07**

**YTD 2Q08**

**GAAP Pre-Tax Income - Cont Ops**

12.6

13.1

15.1

15.0

12.6

5.7

5.6

**Realized Capital (Gains) / Losses**

-

-

-

-

-

-

-

**Pre-tax Operating Income**

12.6

13.1

15.1

15.0

12.6

5.7

5.6

**TOTAL US OPERATIONS SEGMENT**

**2003**

**2004**

**2005**

**2006**

**2007**

**YTD 2Q07**

**YTD 2Q08**

**GAAP Pre-Tax Income - Cont Ops**

220.9

294.1

263.8

322.3

327.9

179.4

124.5

**Realized Capital (Gains) / Losses(1)**

8.0

(10.8)

9.6

11.3

22.0

6.5

1.6

**Change in MV of Embedded Derivatives(1)**

(12.9)

2.0

(0.5)

(2.8)

37.5

0.9

47.5

**Pre-tax Operating Income**

216.0

285.3

272.9

330.8

387.4

186.8

173.6

**(1) Net of DAC offset**

**Financial Performance**

**(1) Net of DAC offset**

278.8

259.4

544.0

451.4

345.2

341.9

253.4

**Pre-tax Operating Income**

47.5

0.9

46.5

(2.8)

(0.5)

2.0

(12.9)

**Change in MV of Embedded Derivatives(1)**

3.6

15.6

22.6

2.8

(10.6)

(29.3)

(5.3)

**Realized Capital (Gains) / Losses(1)**



227.7

242.9

474.9

451.4

356.3

369.2

271.6

**GAAP Pre-Tax Income - Cont Ops**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

**RG A CONSOLIDATED**

\$

2.82

\$

2.60

\$

5.50

\$

4.65

\$

3.54

\$

3.57

\$

3.22

**Operating EPS from Cont. Operations**

0.08

0.04

0.22

0.08

0.18

0.37

0.11

**Loss from Discontinued Operations**

0.48

0.01

0.47

(0.03)

(0.01)

0.02

(0.16)

**Change in MV of Embedded Derivatives**

0.04

0.16

0.23

0.03

(0.15)

(0.34)

(0.09)

**Realized Capital (Gains) / Losses**

\$

2.22

\$

2.39

\$

4.57

\$

4.57

\$

3.52

\$

3.52

\$

3.36

**GAAP Net Income**

**YTD 2Q08**

**YTD 2Q07**

**2007**

**2006**

**2005**

**2004**

**2003**

*Per Diluted Share Basis*

**CONSOLIDATED EPS RECONCILIATION**

**Stockholders Equity Reconciliation**

**Consolidated EPS Reconciliation**

*(\$ in millions)*

**Reconciliation of Pre-Tax Income to  
Pre-Tax Operating Income**

**2003**

**2004**

**2005**

**2006**

**2007**

**YTD 2Q07**

**YTD 2Q08**

GAAP Stockholders' Equity

1,947.7

\$

2,279.0

\$

2,527.5

\$

2,815.4

\$

3,189.8

\$

2,894.6

\$

3,061.4

\$

FAS 115 Equity Adjustment

170.6

Edgar Filing: METLIFE INC - Form 425

244.7

361.8

335.6

313.2

204.1

47.5

Foreign Currency Adjustment

53.6

93.7

85.1

109.1

222.0

182.0

215.6

Unrealized Pension

0.0

0.0

0.0

(11.3)

(8.4)

(11.6)

(8.1)

Equity Excluding OCI

1,723.5

\$

1,940.6

Edgar Filing: METLIFE INC - Form 425

\$

2,080.6

\$

2,382.0

\$

2,663.0

\$

2,520.1

\$

2,806.4

\$

GAAP Stockholders' Average Equity

1,460.8

\$

2,071.7

\$

2,423.4

\$

2,613.8

\$

2,965.8

\$

2,866.4

\$

3,103.4

\$

Edgar Filing: METLIFE INC - Form 425

FAS 115 Average Equity Adjustment

148.5

180.0

310.5

287.9

282.2

293.3

175.9

Foreign Currency Adjustment

26.9

54.6

84.1

102.3

174.9



138.0

213.7

Unrealized Pension

-

-

-

(2.3)

(10.9)

(11.4)

(8.2)

Average Equity Excluding OCI

1,285.4

\$

1,837.0

\$

2,028.8

\$

Edgar Filing: METLIFE INC - Form 425

2,225.8

\$

2,519.6

\$

2,446.5

\$

2,721.9

\$

Operating ROE - GAAP Stockholders' Equity

11%

11%

9%

11%

12%

6%

6%

Operating ROE - Excluding OCI

13%

12%

11%

13%

14%

7%

7%

**Financial Performance**

**Pre-Tax Operating Earnings YTD**

*(\$ in millions)*

**Book Value per Share Reconciliation**

**2Q08**

**1Q08**

**4Q07**

**3Q07**

**2Q07**

**1Q07**

**4Q06**

**3Q06**

**2Q06**

**1Q06**

**4Q05**

Book value per share

49.13

\$

49.15

\$

51.42

\$

49.03

\$

46.69

\$

Edgar Filing: METLIFE INC - Form 425

46.81

\$

45.85

\$

45.22

\$

40.30

\$

40.62

\$

41.38

\$

Less: effect of FAS 115

0.76

2.69

5.04

3.52

3.29

5.51

5.46

5.93

2.14

4.04

5.92

Less: effect of CTA

3.46

3.27

3.58

3.84

2.94

1.99

1.78

1.90

Edgar Filing: METLIFE INC - Form 425

1.92

1.36

1.40

Less: effect of Pension Benefit

(0.13)

(0.13)

(0.13)

(0.19)

(0.19)

(0.18)

(0.18)

-

-

-

-

Book value per share excluding OCI

45.04

\$

43.32

\$

42.93

\$

41.86

\$

40.65

\$

39.49

\$

38.79

\$

37.39

\$

36.24

\$

35.22

\$

34.06

\$

**3Q05**

**2Q05**

**1Q05**

**4Q04**

**3Q04**

**2Q04**

**1Q04**

**4Q03**

**3Q03**

**2Q03**

**1Q03**

Book value per share

40.33

\$

39.60

\$

36.79

\$

36.50

\$

33.92

\$

31.38

\$

33.11

\$



Edgar Filing: METLIFE INC - Form 425

31.33

\$

28.92

\$

28.93

\$

25.18

\$

Less: effect of FAS 115

5.52

6.22

3.37

3.92

2.91

1.21

3.67

2.74

3.47

4.19

1.76

Less: effect of CTA

1.45

1.04

1.36

1.50

0.75

0.49

0.77

0.86

0.67

0.73

0.21

Less: effect of Pension Benefit

-

-

-

-

-

-

-

-

-

-

-

Book value per share excluding OCI

Edgar Filing: METLIFE INC - Form 425

33.36

\$

32.34

\$

32.06

\$

31.08

\$

30.26

\$

29.68

\$

28.67

\$

27.73

\$

24.78

\$

24.01

\$

23.21

\$

Edgar Filing: METLIFE INC - Form 425

Reinsurance Group of America

---

Keefe, Bruyette & Woods Insurance Conference  
September 4, 2008

A. Greig Woodring, Chief Executive Officer