CRÉDIT AGRICOLE ASSURANCES

INVESTOR PRESENTATION

July 2020



DISCLAIMER

This document has been prepared by Crédit Agricole Assurances S.A. and is confidential and is not to be reproduced by any person, nor to be forwarded or distributed to any person other than its original recipient. Failure to comply with this directive may result in a violation of the Securities Act of 1933, as amended (the Securities Act), or the applicable laws of other jurisdictions. None of Crédit Agricole Assurances S.A. or its affiliates, advisers, dealers or representatives takes any responsibility for the use of these materials by any person.

This document is for preliminary informational purposes only and is not an offer to sell or the solicitation of an offer to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Without limiting the foregoing, this document does not constitute an offer to sell, or a solicitation of offers to purchase or subscribe for, securities in the United States. The securities referred to herein have not been, and will not be, registered under the Securities Act and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Crédit Agricole Assurances S.A. does not intend to register any portion of any offering in the United States or to conduct a public offering of securities in the United States.

MiFID II professionals/ECPs-only/ No PRIIPs KID – Manufacturer target market (MIFID II product governance) is eligible counterparties and professional clients only (all distribution channels). No PRIIPs key information document (KID) available.

This document is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation.

Forward-Looking Statements

This communication contains forward-looking information and statements about Crédit Agricole Assurances S.A. Forward-looking statements are statements that are not historical facts. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements may be identified by the words "believe," "expect," "anticipate," "target" or similar expressions. Although Crédit Agricole Assurances S.A.'s management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Crédit Agricole Assurances S.A., that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include, but are not limited to, those discussed or identified in the section entitled "risk factors" in the preliminary prospectus relating to the proposed offering of securities described herein. Crédit Agricole Assurances S.A. undertakes no obligation to publicly update its forward-looking statements, whether as a result of new information, future events, or otherwise.



- 1 COMPANY OVERVIEW
- A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4. SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



COMPANY OVERVIEW Crédit Agricole Assurances (CAA): key figures



Savings & Retirement

€28.5bn

€37.0bn in premium

in 2019¹

Death & disability Creditor **Group insurance**



Property & Casualty

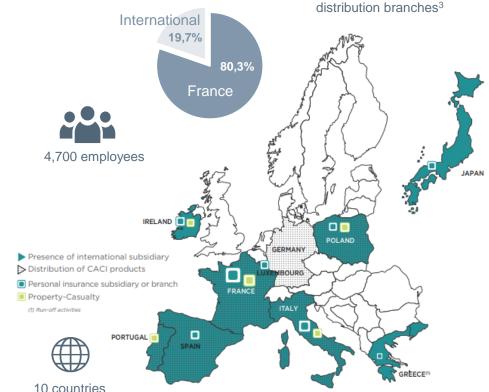


Strong Financial Profile

- IFRS Net income Group share at end-2019
- Solvency II ratio² at end-2019
- Life insurance outstandings at end-2019

- €1.5bn
- 263%





10 400 bancassurance

¹ Under IFRS

² Calculated using the standardised approach without transitional measures other than the grandfathering of subordinated debts

³ Crédit Agricole Group's networks in France and abroad

Crédit Agricole Assurances: #1 bancassurance group in France

Leader in Europe



Leader in France



bancassurer²



insurer²

A leading position in profitable segments



Savings and Retirement



#1

Life insurance in France³

15%

market share in France⁴



Death & disability / Creditor / Group insurance

#1

Individual Death & Disability in France⁵

20%

market share in Individual Death & Disability in France⁷ #2

Creditor bancassurer in France⁶

15%

market share in creditor insurance in France8



Property & Casualty

#5

Property & Casualty in France²

market share

Home, car⁶ and health⁹ bancassurer in France

11%

market share in Car insurance in France¹⁰ in Home insurance in France¹⁰

¹⁰ Data FFA 2019 - based on number of contracts - Pacifica estimations



¹ Internal source CAA, premiums at end-2018

² Source: Argus de l'assurance, December 20th, 2019, premiums at end-2018

³ Source: Argus de l'assurance, July 3rd, 2020, based on premiums at end-2019

⁴ Data FFA 2019 - based on life insurance outstandings - Predica estimations

⁵ Source: Argus de l'assurance, April 10th, 2020, based on premiums at end-2019

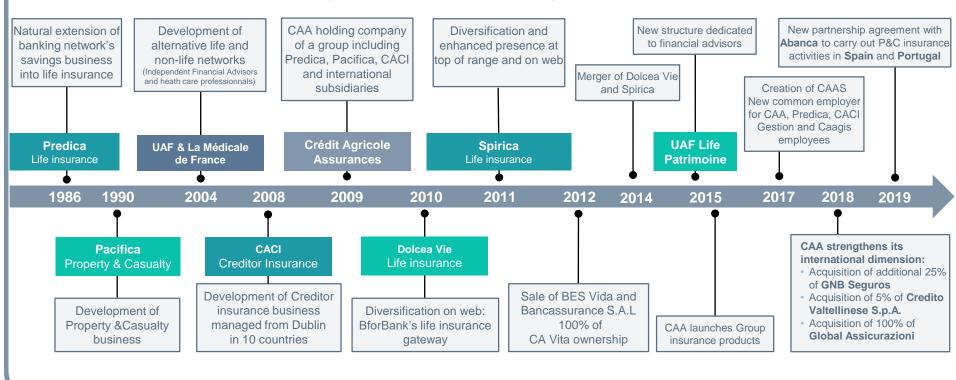
⁶ Source: Argus de l'assurance, October 18th, 2019, premiums at end-2018

⁷ Source: Données FFA 2018 – based on premiums of Death, Funerals and Dependence contracts

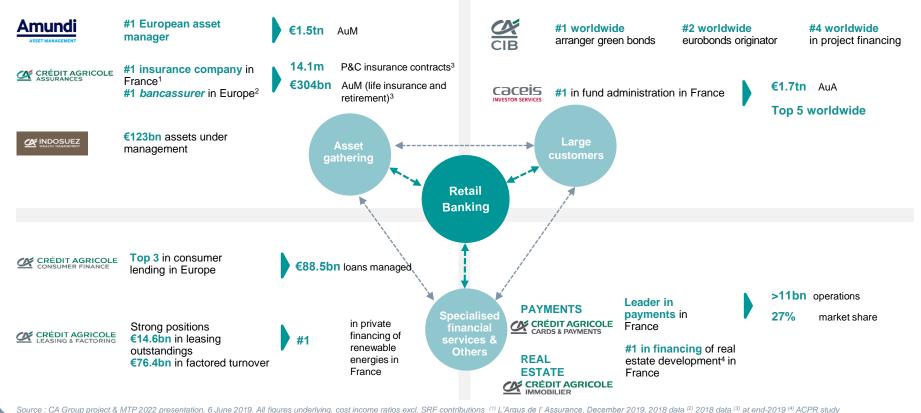
⁸ Source: Données FFA 2018 - based on premiums

⁹ Source: Argus de l'assurance, May 22th, 2020, based on premiums at end-2019

In 30 years, CAA has built from scratch a complete, diversified and international bancassurer Group, fully integrated into the banking system



Crédit Agricole Group: a customer-focused universal banking model





CAA: an integrated bancassurance model in France and abroad

83%1 Bancassurance model: distribution of personal insurance, property & casualty and creditors insurance in CA's banking networks









6%¹ **Group partnerships:** internal financial partners together with complementary channels (internet, independent wealth management advisors, network dedicated to health professionals)



















External partnerships: e.g. partnerships with local banks

















¹ As a percentage of premiums at end-2019



CAA: various business models to support the Group international strategy

0		Distributors	
Country	Group	Non-Group	Distribution model
Italy	CRÉDIT AGRICOLE AGOS	GRUPPO BANCARIO and 3 local partner valtellinese banks	Customer Focused Universal Banking Model
Poland	CRÉDITAGRICOLE (Poland) EFL GRUPA CRÉDITAG	GRICOLE	Customer Focused Universal Banking Model
Luxembou	INDOSUEZ WEALTH MANAGEMENT CRÉDIT AGR BANQUE PRIVÉ	UBS JENORGAN AND A COUNTRY AND A COUNTRY DE L'ACCEPT D	European Private Banking Hub
Japan		SHIZUOKA BAN ##7272—##17 WUFG Bank of Tokyo-Minubiah (#F) SHIZUOKA BAN and ~30 other partners	Open architecture model in synergy with Amundi and CACIB
Portugal	© credibom (CACF) CRÉDIT AGRICOLE GROUP	NOVO BANCO	Bancassurance Model
Spain	✓FC ↑BANK bankoå Groupe Crédit Agu	ricole //ABANCA	Freedom to provide services Joint Venture with Abanca
Germany	✓FC∧BANK Credit	žius	Freedom to provide services

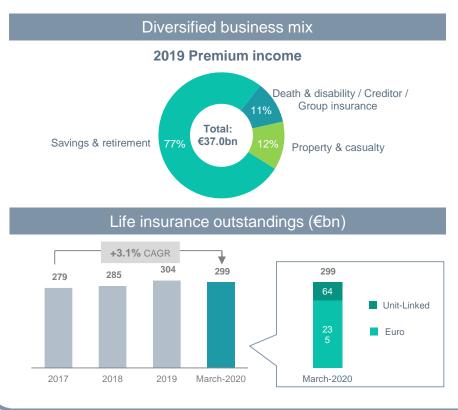


- COMPANY OVERVIEW
- 2 A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4. SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



A ROBUST BUSINESS MODEL

Diversified business mix and strong activity in all strategic business lines



Increasing diversification of the business profile









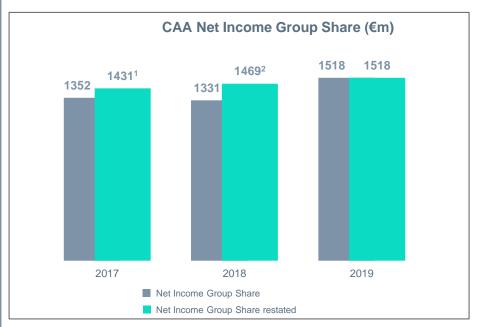
■ Property & casualty

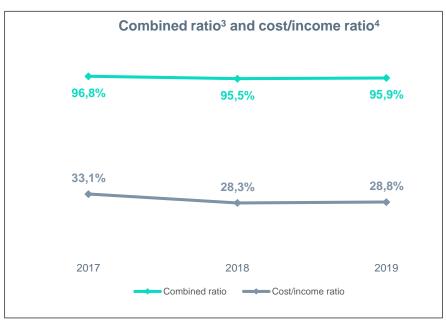
■ Death & disability / Creditor / Group insurance



A ROBUST BUSINESS MODEL

Strong and recurring profitability and cost/income ratio structurally one of the lowest of the market





¹ Restatement of the corporate income surtaxe, which resulted in an additional charge of €79m for CAA

⁴ Group contribution to Crédit Agricole S.A.'s operating expenses (including an analytical allocation of charges by Crédit Agricole S.A.) / Group contribution to Crédit Agricole S.A.'s revenues (including an analytical transfer of the switch guarantee)



² Restatement of a cash balance for a total of €138m linked to the early repayment of a subordinated debt

³ (Claims + operating expenses + commissions) / earned premiums, net of reinsurance; Pacifica scope

COVID-19: ~€700M TO SUPPORT OUR CUSTOMERS AND THE FRENCH ECONOMY As a responsible insurer, investor and company CAA has been mobilised during the crisis

Customers

- ➤ Mutual and voluntary support scheme of more than €200m for all policyholders holding a comprehensive professional insurance with business interruption coverage¹ (~50k professionals and farmers, and ~30k healthcare professionals);
- ➤ Remote medical consultation service available 24/7 for all 420k beneficiaries of Crédit Agricole Assurances' top-up health insurance policies. Each beneficiary is entitled to ten free remote consultations.

Employees

- > Protection of CAA's employees, 98% of whom were working remotely during lockdown, with maximum security;
- > Employee support schemes: support and counselling services (social worker, free remote medical consultation).

Operations

- Simplification and digitalisation of a number of processes to facilitate business continuity and continuity of services for its customers, while maintaining the same quality of services (remote management of P&C claims);
- > Accelerated claims processing for insured customers.

Society

- Maintenance of our employees' salaries and avoidance of short-time working measures, in line with CA Group;
- ➤ €38.4m contribution to the solidarity fund set up by the public authorities to support very small enterprises;
- ➤ **€5m contribution** to Crédit Agricole's dedicated fund for financing basic necessities for the seniors;
- → Health sector investments: €100m as part of the support programme for SMEs set up by French insurers and €150m to a SMEs equity investments fund.

¹ Crédit Agricole Assurances' business interruption coverage specifically excludes the risk of a pandemic.



COVID-19: Q1 2020 FINANCIAL IMPACTS

Business slowdown, significant reversible market effects, resilient solvency

Activity

- > Retirement & Savings:
 - Life insurance outstandings: down at €299bn at end-March (€304bn at end-2019) due to the effect of market valuation but still up year-on-year;
 - Inflows: like the market as a whole, general decline (inflows, outflows, transfers) leading to still positive net inflows at +€0.8bn in Q1 with a good UL level. Gradual recovery expected, with a still significant UL share;
- **▶ P&C and Death&Disability/Creditor/Group insurance:**
 - Marked decline in new business. Resilient growth in premium income thanks to the portfolio of contracts.
 Recovery expected with the end of lockdown.

Earnings

- ➤ Significant impact of **adverse market conditions** in Q1 2020 (€306m on revenues¹), amplified by the implementation of IFRS 9, which increases the volatility in revenues. Most of these effects, due to the classification of assets at fair value through profit or loss, are **reversible in a market upturn**;
- > Limited technical impacts in Protection and P&C businesses at this stage.

Solvency

- Resilient solvency ratio of 234% at end-March 2020;
- > Capital management flexibility thanks to 100% integration into Crédit Agricole S.A.

¹ Impact Q1/Q1 on CAA group contribution to Crédit Agricole S.A.'s revenues (€246m fair value through profit or loss impact on results and €60m related to regulatory technical reserves for UL contracts)



- 1 COMPANY OVERVIEW
- A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4. SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



MEDIUM TERM PLAN 2022

Strengthen the Group's leadership on core businesses

LIFE INSURANCE

Savings: offer relevant savings products in a low interest rate environment as part of a global advisory approach

- · Support the customers in the diversification of their assets, with a loyal advisory approach...
- ... while preserving profitability for CAA Group

Retirement: strengthen positions in Individual and Group Retirement Solutions

- · Take full advantage of the "loi PACTE" to increase the market share in France
- Strengthen synergies with AMUNDI for Group Retirement Plans

Death & Disability – Creditor & Group insurance²: adapt the offers and aim for a strong growth

- Offer more flexible Creditor Insurance solutions to preserve our leadership
- · Boost growth on individual D&D insurance: improve product range and increase customer equipment
- Continue to grow on Group Health Insurance and Group D&D Insurance

P&C INSURANCE

- · Increase Regional banks' and LCL's customer equipment on all segments
- Offer new solutions to farmers to preserve their farms and crops
- Reinforce the « Prevention Insurance Protection » approach with a prevention plan for all Regional banks and for all targets⁴

Reference: 2018 figures. (1) Individual & Group retirement (2) Group Health Insurance and Group D&D insurance (retirement excluded) (3) Predica, term life insurance (4) Young adults, families, seniors, farmers and employees

2022 targets

+13%

AuM (€322bn by 2022) +5pp share of unit-linked contracts in AuM by 2022 (26% by end-2022)

15%

market share for new retirement savings¹ in France by 2022

+35%

premium income in D&D, Creditor & Group insurance² (€5bn by 2022) +2pp customers equipped³ (equipment rate, Regional banks)

+31%

premium income in P&C Insurance (€5.5bn by 2022)

>+5pp customers equipped with at least one P&C insurance contract (equipment rate, Regional banks, LCL)



MEDIUM TERM PLAN 2022

Explore new growth opportunities

Extend the offering for households

- In-home services: remote surveillance, extended offers for P&C individual risk management and support for key life events (comfort, accessibility)
- · Services for new mobilities: specific offerings for individuals and fleet management companies
- E-health services for key life moments: health advisory, remote medical consultation, support for easier treatment process, for individual customers and companies' employees

Create a comprehensive bancassurance offering for Corporates

- Deploy a complete offer for Group Health, Death & Disability and Retirement solution, structured for corporate customers' needs
- · Launch a P&C commercial lines insurance solution for corporates by end-2020

Increase the international business: +20% premium income for international activity¹ (€7.3bn in 2022)

- Within the Group via synergies
 - Increase the equipment of retail customers in Italy
 - Develop P&C activity in Italy, Portugal and Poland
- · Beyond the Group via partnerships
 - Via a bancassurance business model with partner banks in Italy, Portugal, and Japan
 - Via private banks hubs and creditor insurance in Europe

2022 financial targets

revenue 2018-22 CAGR
(Net Banking Income, €7.2bn in 2022)

<96% combined ratio²

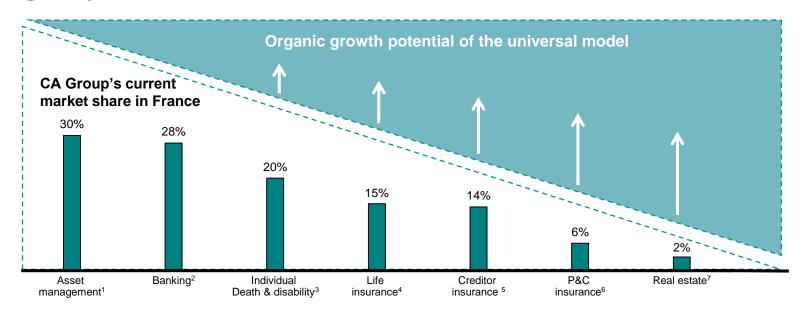
~30% cost income ratio

(1) International subsidiaries (excl. CALIE in France) and international activity of CACI; (2) Pacifica



MEDIUM TERM PLAN 2022 Group synergies by 2022

Our universal banking model allows each and every business line to reach ultimately the retail banks' market share...



... Insurance will generate €0.8bn additional revenue synergies for Crédit Agricole Group by 2022 (out of a total of €1.3bn for the Group Crédit Agricole, to reach €10bn revenue synergies in 2022)⁸

(¹¹) Mutual fund market share in France at end-December 2018 (²¹) Source: Crédit Agricole S.A. – France – Retail banking – Market share Q4 2017 (³¹) End-2017, scope: Term life + funeral + nursing care, insurance premiums (⁴¹) End-2018, scope: Predica, based on outstandings (⁵¹) End-2017, insurance premiums perceived by CAA (total Group market share of 25% including 11% insured by CNP) (⁶¹) End-2017, P&C of Pacifica & La Médicale de France, insurance premiums. Market size: Argus de l'Assurance (⁶¹) Internal sources (⁶¹) CAA will contribute €7.2bn to Crédit Agricole Group Revenues in 2022 (contribution composed of Net Banking Income + fees paid to our distributors)

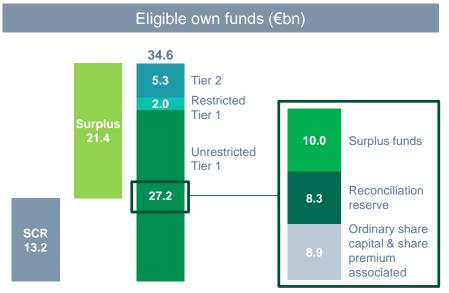


- COMPANY OVERVIEW
- 2 A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4 SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



SOLVENCY & CAPITAL MANAGEMENT CAA Solvency Capital requirement (SCR) and Capital structure at end-2019



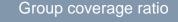


- Use of the Standard formula
- No transitional measures applied
- > Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds (€10,026 million)
- Unrestricted and restricted T1 cover 222% of SCR; Tier 2 cover 41% of the SCR
- > Group's subordinated debt valued at €7,345 million under Solvency II, of which €3,338 million held by Crédit Agricole Group

¹ Solvency Capital Requirements (SCR) breakdown presented before diversification and after loss absorbing capacity by technical provisions and including operational risk



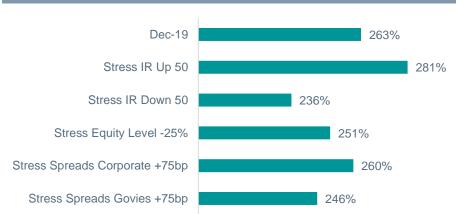
SOLVENCY & CAPITAL MANAGEMENT A strong solvency ratio under Solvency II





263%

Solvency II ratio at 31 December 2019



Solvency ratio at a high level

- A much higher ratio than in 2018 (188%), reinforced by a prudential change at the end of 2019: the PPE integration led to a 75 points increase
- At end-March 2020, the Group's solvency ratio was at 234%
- Protection against an interest rate increase: policy of reserve constitution, high level of unrealised gains



SOLVENCY & CAPITAL MANAGEMENT

Maturities and call dates of subordinated debts¹



¹ Maturity date for bullet issues and first call date for callable issues; ² of which €168m of 20NC10 debt and €14m of 10Y debt; ³ 2025 corresponds to the end of the grandfathering clause for the PNC10 107m and 30NC10 300m debts

NB: The indication of the first call date is not an indication of the issuer's intention to call or not to call the instruments



- 1 COMPANY OVERVIEW
- A ROBUST BUSINESS MODEL
- 3 Medium term plan 2022
- 4 SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- CAA CONTACT LIST



2015

2016

Low structural exposure of CAA to minimum guaranteed rates

2018

2019

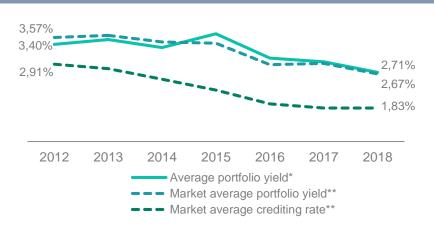




2017

No minimum guaranteed rate (beyond one year) in life insurance since 2000





- Average investment portfolio return of 2.46%* in 2019, materially above the average guaranteed rate
- Ability to adjust the profit-sharing rate to reflect a decrease in the average investment return over time: 1,44%*** at end-2019

^{***} Predica scope

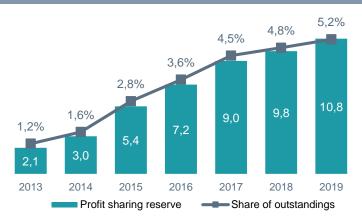


^{*} CAA scope

^{**} Source: ACPR

Ability to adapt to the upward shift of the yield curve





- Ability to increase the yield paid to policyholders in case of rate increases:
 - ➤ Deliberate policy of reserves constitution via the policyholder participation reserve ("PPE") which reached €10.8bn at end 2019 (5.2% of Euro contracts in outstandings)
 - > Part of the bond portfolio covered by CAPS.

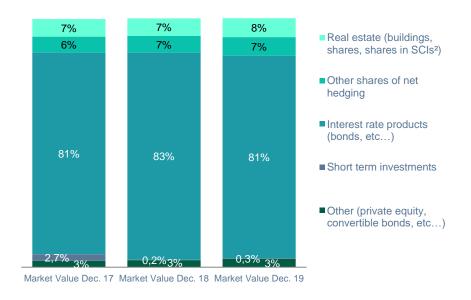
- > Strong customer loyalty (Surrender rate of 3.4% at end-2019²).
- > Dynamic management of the investment portfolio
- ➤ Flexibility offered by a high level of unrealised gains (€30.0bn at end-2019)
- Ability to regulate euro-denominated products' inflows and to assist the Group's clients in the diversification of their savings
- Ability to enhance the development of products less sensitive to the low interest rate environment such as protection, health, group insurance and creditor products

¹ "Life France" Scope
² Predica Scope

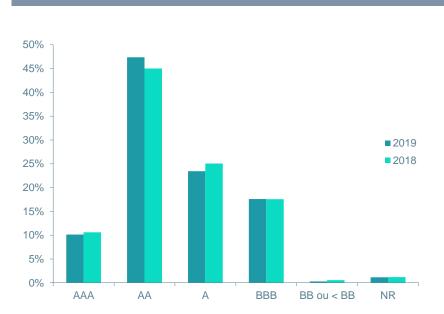


A prudent and diversified assets allocation





Bond portfolio by rating





¹ Scope: life insurance companies of CAA

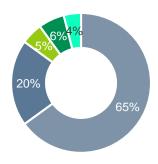
² Société civile immobilière: non-trading real estate investment company

Diversification of issuers and geographic areas

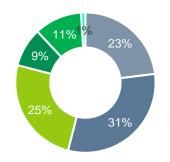
Breakdown of investments by geographical area at end-2019¹

Breakdown of investments by economic sector at end-2019²

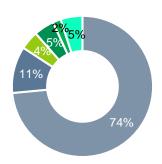
Gross exposure to sovereign debt : €71.0bn at end-2019³



- France
- Euro Zone
- Europe non Euro Zone
- Americas
- Other



- Financial and Securization
- Government
- Corporates
- Real Estate
- Agencies
- Other



- France
- Italy
- Austria
- Belgium
- Spain
- Other countries

³ Exposure to sovereign debt is presented as net of impairment, before hedging, and corresponds to an exposure before application of sharing mechanisms between insurer and policyholder specific to life insurance.



¹ Scope: CAA Group AuM owned directly excluding GNB Seguros and CA Assicurazioni as well as derivatives, repurchase agreements, cash UCITS and unlisted investments.

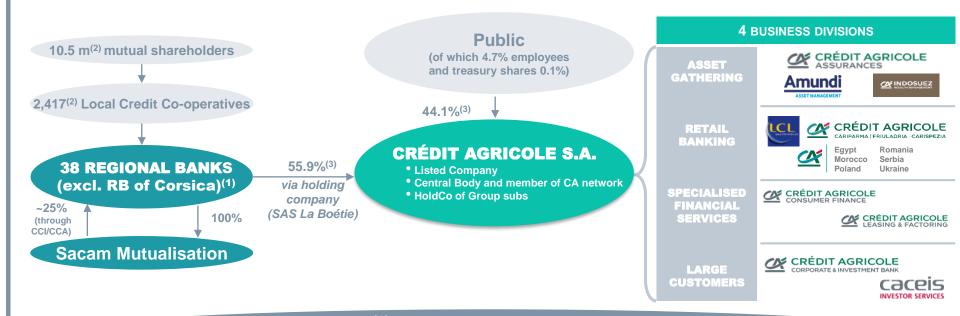
² Scope: CAA Group AuM owned directly excluding GNB Seguros and CA Assicurazioni as well as UCITS, derivatives, repurchase agreements, cash UCITS and unlisted investments.

- COMPANY OVERVIEW
- A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4. SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



APPENDICES: GROUP STRUCTURE

Crédit Agricole Mutual Group: customer-focused universal banking model



31 m⁽²⁾ retail customers in France 51 m⁽²⁾ customers worldwide

(1) The Regional Bank of Corsica, which is 99.9% controlled by Crédit Agricole S.A., is also a shareholder of SACAM Mutualisation and SAS La Boétie

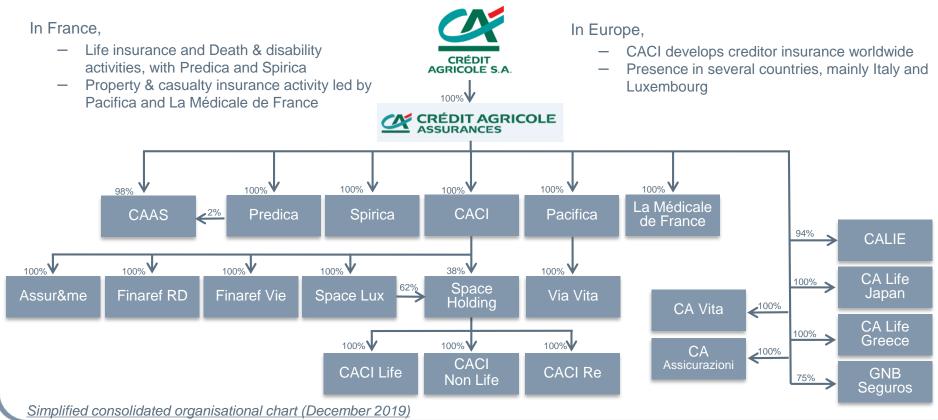
(2) At 31 December 2019

(3) At 31 March 2020



APPENDICES: COMPANY OVERVIEW

Crédit Agricole Group insurance companies



- COMPANY OVERVIEW
- A ROBUST BUSINESS MODEL
- MEDIUM TERM PLAN 2022
- 4. SOLVENCY & CAPITAL MANAGEMENT
- 5 DISCIPLINED RISK MANAGEMENT
- 6 APPENDICES
- 7 CAA CONTACT LIST



CAA CONTACT LIST

CAA Investors Relations

relations.investisseurs@ca-assurances.fr

Clément Michaud

Chief Financial Officer

Marie-Isabelle Marcellesi

Head of Corporate Finance & Financial Communication

clement.michaud@ca-assurances.fr

+33 1 57 72 12 84

 $\underline{\text{marie-isabelle.marcellesi@ca-assurances.} fr}$

