





# CRÉDIT AGRICOLE ASSURANCES INVESTOR PRESENTATION

June 2021





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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.





#### **SUMMARY**

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# CHAPTER 1 COMPANY OVERVIEW



# Crédit Agricole Assurances (CAA): key figures

€29.4bn
in premium
income
in 20201



**Savings & Retirement** 

€20.4bn

7

Death & disability Creditor Group insurance





**Property & Casualty** 

€4.8bn

#### **Strong Financial Profile**

IFRS Net income Group share at end-2020

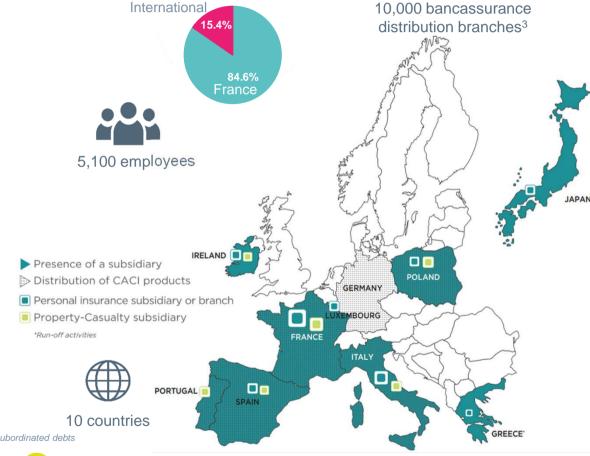
€1.2bn

Solvency II ratio<sup>2</sup> at end-2020

227%

Life insurance outstandings at end-2020

€308bn



<sup>&</sup>lt;sup>1</sup> Under IFRS <sup>2</sup> Calculated using the standardised approach without transitional measures other than the grandfathering of subordinated debts <sup>3</sup> Crédit Agricole Group's networks in France and abroad





# **Crédit Agricole Assurances: #1 insurer in France**

#### **Leader in Europe**



bancassurer<sup>1</sup>

#### Leader in France



insurer<sup>2</sup>

#### A leading position in profitable segments



Savings and Retirement

#1

Life insurance in France<sup>3</sup>

15%

market share in Life Insurance in France<sup>4</sup>

Retirement bancassurer in France<sup>12</sup>

10%

market share in Retirement in France<sup>5</sup>



Death & disability / Creditor / Group insurance

Individual Death & Disability in France<sup>6</sup>

market share in Individual Death & Disability in France<sup>8</sup>

Creditor insurer in France<sup>7</sup>

market share in creditor insurance in France9



Property & Casualty<sup>10</sup>

Growth in home and car insurance in France<sup>11</sup>

market share in Car insurance in France<sup>13</sup> in Home insurance in France<sup>13</sup>

Home, car and health bancassurer in France<sup>12</sup>

market share







<sup>&</sup>lt;sup>1</sup> Internal source CAA, premiums at end-2019 <sup>2</sup> Source: L'Argus de l'assurance, December 18th, 2020, premiums at end-2019

<sup>&</sup>lt;sup>3</sup> Source: L'Argus de l'assurance, May 21st, 2021, premiums at end-2020

<sup>&</sup>lt;sup>4</sup> Source: Data FFA 2019 – life insurance outstandings – Predica estimations

<sup>&</sup>lt;sup>5</sup> Source: Data DREES 2019 - premiums of Individual & Group supplementary retirement savings -

<sup>&</sup>lt;sup>6</sup> Source: L'Argus de l'assurance, April 2nd, 2021, premiums at end-2020

<sup>&</sup>lt;sup>7</sup> Source: L'Argus de l'assurance, Septembre 4th, 2020, premiums at end-2019

<sup>8</sup> Source: Data FFA 2019 – premiums of Death, Funerals and Dependence contracts

<sup>&</sup>lt;sup>9</sup> Source: Data FFA 2019 – premiums

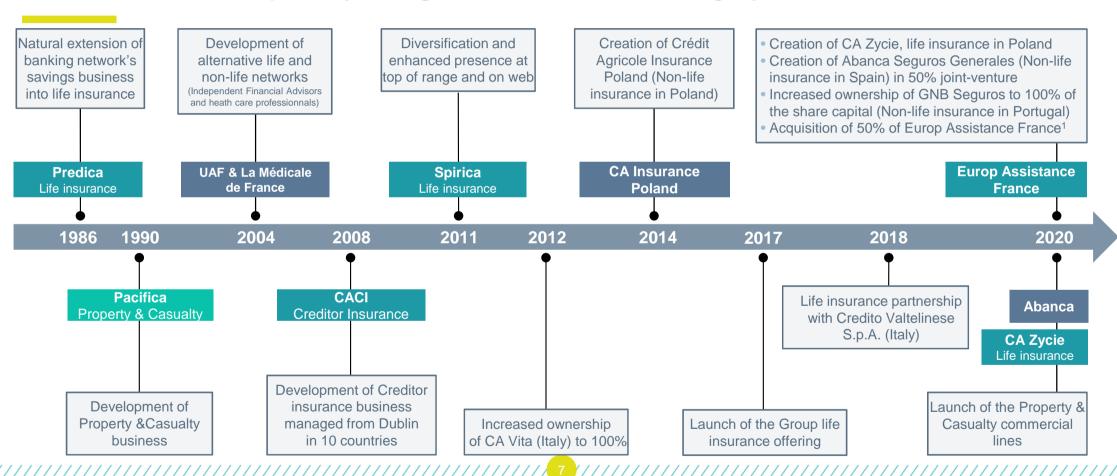
<sup>10 #5</sup> in France (source: L'Argus de l'assurance, December 18th, 2020, premiums at end-2019)

<sup>&</sup>lt;sup>11</sup> Source: L'Argus de l'assurance, May 7th, 2021, number of contracts

<sup>&</sup>lt;sup>12</sup> Source: L'Argus de l'assurance, April 23rd, 2021, premiums at end-2020

<sup>&</sup>lt;sup>13</sup> Source: Data FFA 2019 – number of contracts – Pacifica estimations

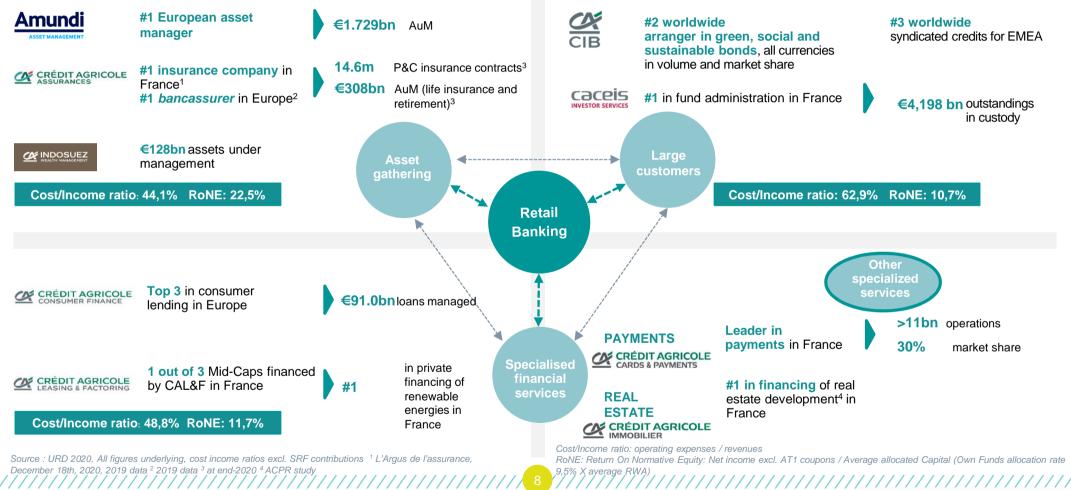
# In 35 years, CAA has built from scratch a complete, diversified and international bancassurer Group, fully integrated into the banking system







# Crédit Agricole Group: a customer-focused universal banking model





# CAA: an integrated bancassurance model in France and abroad

**86**%<sup>1</sup> Bancassurance model: distribution of personal insurance, property & casualty and creditors insurance in CA's banking networks







**8%**<sup>1</sup> **Group partnerships:** internal financial partners together with complementary channels (internet, independent wealth management advisors, network dedicated to health professionals)















(Italy)



**6%**<sup>1</sup> External partnerships: e.g. partnerships with local banks



















THE YAMAGATA BANK, LTD.





<sup>1</sup> As a percentage of premiums at end-2020





# CAA: various business models to support the Group international strategy

Country Distributors Group Non-Group		butors	Distribution model	
		Group	Non-Group	Distribution model
15	Italy	CRÉDITAGRICOLE AGOS /FCA	BANK Credito and 3 local partner banks	Customer Focused Universal Banking Model
	Poland	CRÉDITAGRICOLE (Poland) EFL GRUPA CRÉDIT AGRICOLE		Customer Focused Universal Banking Model
1	Luxembourg	INDOSUEZ WEALTH MANAGEMENT WEALTH MANAGEMENT  CRÉDIT AGRICOLE BANQUE PRIVÉE	BARCLAYS UBS  JEMorgan First and ~20 other partners	European Private Banking Hub
177	Japan		SHINSEI BANK SHIZUOKA BANK  MUFG  Bank of Tokyo-Mitsubishi UFJ  Sumi TRUST  Bank of Tokyo-Mitsubishi UFJ  Bank of Tokyo-Mitsubishi UFJ  Sumi TRUST  partners	Open architecture model in synergy with Amundi and CACIB
	Portugal	© credibom (CACF) CRÉDIT AGRICOLE GROUP	NOVO BANCO <sup>L</sup>	Bancassurance Model
Ä,	Spain	<b>FC</b> ↑BANK <b>bankoa</b> Groupe Credit Agricole	//ABANCA	Freedom to provide services Joint Venture with Abanca
	Germany	✓FC∧BANK Credit <sup>®</sup> lus		Freedom to provide services







# CHAPTER 2 A ROBUST BUSINESS MODEL



### The Bancassurance model

### Efficient model, consistent and complementary to banking solutions

#### **Key Success Factors**

- Brand strength
- Distribution and sales power
- Combined knowledge of banking & insurance markets
- Multiple contacts and backings' occasions

- Best in class multichannel offers
- An industrial production capacity
- Strong integration & standardisation of processes
- Claims management decentralization
- High quality of service
- Full range of all savings and insurance products supporting global customer relationship

#### Enhancement of the customer-focused universal banking model

- Additional source of sustainable revenue
- Enriches the customer relationship and brand image
- Protection solutions for retail banking customers
- Empowers the role of banking advisor
- Simple, transparent and competitive product range

#### ...generating value for customers

LIFE INSURANCE ■ Satisfaction rate¹ (2020)

90%

**NON-LIFE INSURANCE** 

Satisfaction rate<sup>2</sup> (2020)

93%

Net promoter score<sup>3</sup> (2020)

44



<sup>&</sup>lt;sup>1</sup> Based on 6 006 customers that responded to a satisfaction survey on Predica's main services

Based on 4.500 individual Pacifica customers surveyed after a car home insurance claim

<sup>&</sup>lt;sup>3</sup> Out of 4,500 Pacifica individual customers making a property & casualty claim between 1 Oct. 2019 & 30 Sept. 2020

# Strong and recurring profitability with efficient value creation



Cost / income ratio<sup>5</sup> (2020)

Combined ratio<sup>6</sup> (2020)

**29.8**%<sup>7</sup>

94.9%8

	2010	2019	2020
Income <sup>1</sup> restated	1,469	1,518	1,434
Contribution to the State solidarity fund	-	-	-38
Voluntary support scheme on business interruption	-	-	-92
Exceptionnal Covid-19 contributions <sup>2</sup>	-	-	-24
One-off cash payment <sup>3</sup>	-138	-	-49
Incom e <sup>1</sup>	1,331	1,518	<b>1,230</b> <sup>4</sup>

CRÉDIT AGRICOLE ASSURANCES

2019 2010 2020

<sup>&</sup>lt;sup>1</sup> Net income Groupe Share

<sup>&</sup>lt;sup>2</sup> Extracontractual measure in favour of vulnerable persons: 5 M€; Contribution to CA's dedicated fund for the seniors: 4 M€ and Contribution for supplementary healthcare insurers: 15 M€

<sup>&</sup>lt;sup>3</sup> Crédit Agricole Assurances paid Crédit Agricole S.A. a cash balance of €54 million (€49 million net of tax) due to the early repayment of redeemable subordinated notes in the amount of €1 billion in total. These redemptions followed a new €1 billion issue of perpetual subordinated bonds in July 2020

<sup>&</sup>lt;sup>4</sup> The contribution to the net income group share of Crédit Agricole S.A. amounted to €1,056 million. The difference with Crédit Agricole Assurances' net income group share is mainly due to analytical restatements affecting to the Insurance business line i) analytical expenses of Crédit Agricole S.A. (mainy the cost of the Switch guarantee of around €140 million) and ii) subordinated (RT1) debt coupons for €76 million.

<sup>&</sup>lt;sup>5</sup> 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)

<sup>&</sup>lt;sup>6</sup> (Claims + operating expenses + commissions) / earned premiums, net of reinsurance; Pacifica scope

<sup>&</sup>lt;sup>7</sup> Restated. Without restatements, the ratio was 33.4% at end-2020

<sup>8</sup> Restated. Without restatements, the ratio reached 97.6% at end-202

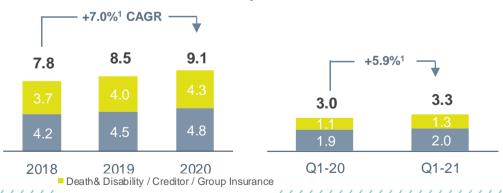
# Diversified business mix and strong activity in all strategic business lines

# Diversified business mix 2020 premium income Death & disability / Creditor / Group insurance (+4 points vs 2019) €: -13 points vs 2019 UL: +5 points vs 2019 UL 27% Death & disability / Creditor / Group insurance (+4 points vs 2019) Property & casualty (+4 points vs 2019)

#### Life insurance outstandings (€bn) +4.1% CAGR 312 312 308 304 285 78 Unit-Linked Euro 234 25% March 2021 2019 2020 2018 March 2021 Share of unit-linked

#### Increasing diversification of the business profile Savings & retirement - Net inflows (€bn) +9.5UL +7.3+1.75.1 +1.0+ 0.85.0 2.0 4.9 4.5 1.7 2.2 -0.3 -1.0 -3.9 Q1-21 Q1-20 2018 2019 2020 ■ Euro ■ Unit-Linked

#### **Protection - Gross premium income in €bn**

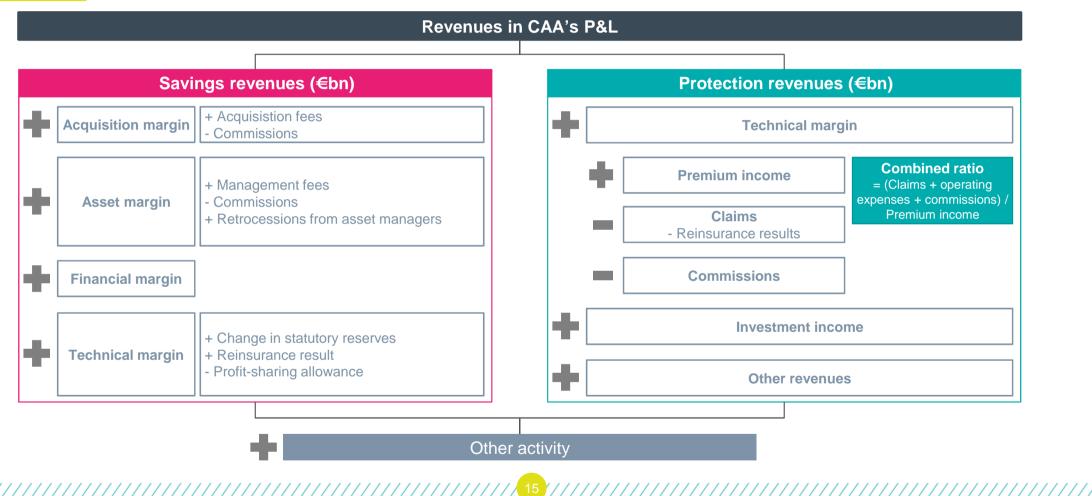


Property & Casualty



<sup>&</sup>lt;sup>1</sup> Growths restated of an accounting methodological correction; excluding the restatement, growth is 7.5% CAGR between 2018 and 2020 and 10.3% Q1-21/Q1-20.

# Simplified breakdown of the revenues 2020





# COVID-19: ~€3bn to support our customers and the European economy

As a responsible insurer, investor and company CAA has been mobilised during the crisis

€239m Mutual and voluntary support scheme

**24/7** remote medical consultation service available

#### Customers

- Voluntary support scheme for all policyholders holding a comprehensive professional insurance with business interruption coverage<sup>1</sup> (~80k professionals);
- Remote medical consultation service for all 420k beneficiaries of CAA' top-up health insurance policies.

98% CAA's employees working remotely during lockdowns

#### **Employees**

- Employee support schemes: support and counselling services (social worker, free remote medical consultation):
- Maintenance of our employees' salaries and avoidance of short-time working measures, in line with CA Group.

#### Simplification and digitalisation

€38m Contribution to the solidarity fund

€40m Exceptional contribution of supplementary health insurers

€350m Economic recovery and health sector investments

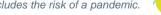
€2.25bm² Contribution Recovery **Participating Loans** 

#### **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&Ć claims);
- Accelerated claims processing for insured customers.

#### Society

- **Solidarity fund** set up by the public authorities to support very small enterprises:
- **Supplementary health insurers** contribution to the expenses related to the management of the epidemic;
- Economic recovery and health sector investments: €200m as part of the support programme for SMEs set up by French insurers and €150m to a SMEs equity investments fund.
- Recovery Participating Loans "Prêts participatifs Relance": CAA, leading contributor among insurers
- €5m contribution to Crédit Agricole's dedicated fund for financing basic necessities for the seniors;



<sup>2</sup> Out of an initial fundraising of €11bn announced by the French Insurance Federation





# CHAPTER 3 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 insurance<sup>2</sup>: 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**

Crédit Agricole Assurances

- 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 targets<sup>4</sup>

Reference: 2018 figures. <sup>1</sup> Individual & Group retirement <sup>2</sup> Group Health Insurance and Group D&D insurance (retirement excluded) <sup>3</sup> Predica, term life insurance <sup>4</sup> 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 savings <sup>1</sup> 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)



# **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		
+3%	revenue 2018-22 CAGR (Net Banking Income, €7.2bn in 2022)	
<96%	combined ratio <sup>2</sup>	
~30%	cost income ratio	

<sup>&</sup>lt;sup>1</sup> International subsidiaries (excl. CALIE in France) and international activity of CACI; <sup>2</sup> Pacifica





# CHAPTER 4 SOLVENCY & CAPITAL MANAGEMENT



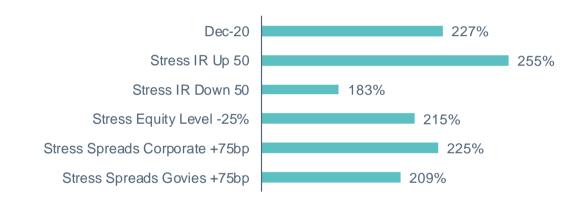
# A strong solvency ratio under Solvency II

Group coverage ratio

Key sensitivities

227%

Solvency II ratio at 31 December 2020



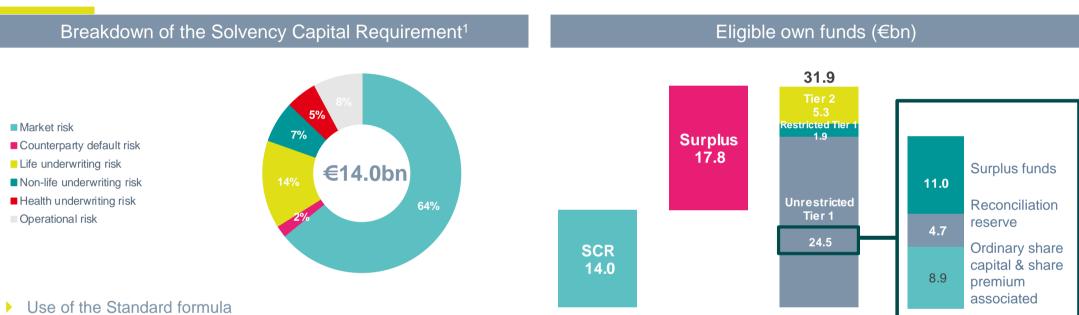
#### Solvency ratio at a high level

- A steadily high Solvency II prudential ratio of 227% at 31 December 2020, showing the solidity and the resilience of Crédit Agricole Assurances
- Protection against an interest rate increase: policy of reserve constitution, high level of unrealised gains
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds





### CAA Solvency Capital Requirement (SCR) and Capital structure at end-2020

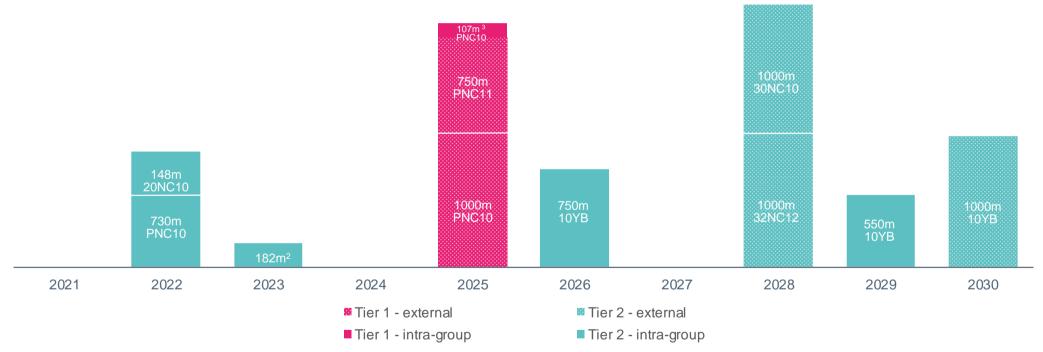


- No transitional measures applied
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds
- Unrestricted and restricted T1 cover 189% of SCR; Tier 2 cover 38% of the SCR
- Group's subordinated debt valued at €7,650 million under Solvency II, of which €2,428 million held by Crédit Agricole Group



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

### Maturities and call dates of subordinated debts<sup>1</sup>



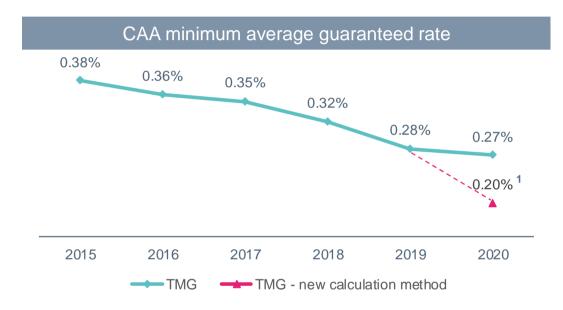
<sup>&</sup>lt;sup>1</sup> Maturity date for bullet issues and first call date for callable issues; <sup>2</sup> of which € 168m of 20NC10 debt and € 14m of 10Y debt; <sup>3</sup> 2025 corresponds to the end of the grandfathering clause for the PNC10 € 107m debt. NB: The indication of the first call date is not an indication of the issuer's intention to call or not to call the instruments

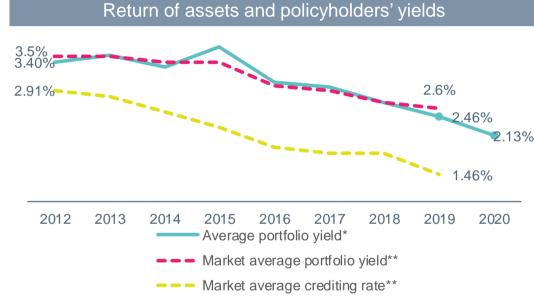


# CHAPTER 5 DISCIPLINED RISK MANAGEMENT



## Low structural exposure of CAA to minimum guaranteed rates





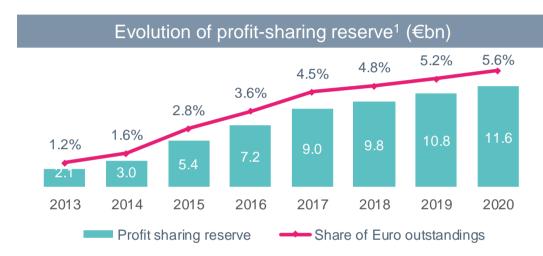
- One of the **lowest average guaranteed rate** of the market: **0.20%** at end-2020
- No minimum guaranteed rate (beyond one year) in life insurance since 2000
- <sup>1</sup> Rate calculated with a new calculation method. That takes into account the contractual guarantees gross of fees, following the launch of new products since 2017 which applies negative guarantees for customers.
- Average investment portfolio return of 2.13%\* in 2020, materially above the average guaranteed rate
- Ability to adjust the profit-sharing rate to reflect a decrease in the average investment return over time: 1,28%\*\*\* at end-2020

\* CAA scope \*\* Source: ACPR \*\*\* Predica scope





# Ability to adapt to the 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 €11.6bn at end 2020 (5.6% of Euro contracts in outstandings)
- Part of the bond portfolio covered by CAPS

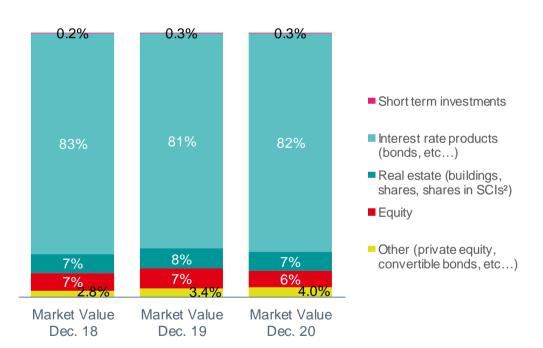
- Strong customer loyalty (Surrender rate of 3.2% at end-2020<sup>2</sup>)
- Dynamic management of the investment portfolio
- Flexibility offered by a high level of unrealised gains (€30.7bn at end-2020)
- Ability to regulate euro-denominated products' inflows and to assist the Group's clients in the 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

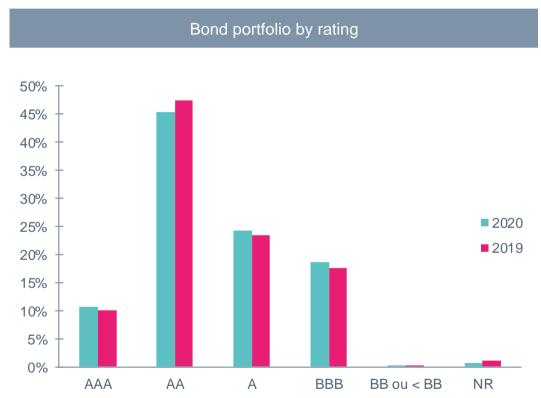
<sup>1</sup> "Life France" Scope <sup>2</sup> Predica Scope



# A prudent and diversified assets allocation with strong focus on Economic, Social & Environment

Breakdown of investments by asset class (excl. Unit-linked accounts)<sup>1</sup>
Total of investments at end-2020: €344.8bn (excl. UL accounts)





<sup>&</sup>lt;sup>1</sup> Scope: life insurance companies of CAA <sup>2</sup> Société civile immobilière: non-trading real estate investment company



# A CSR strategy firmly rooted in CAA's core business lines, with insurance playing a central role



## ACT AS A REPONSIBLE INSURER

It means ensuring that our offer and our quality of service contribute to meeting CSR issues with the primary responsibility for protecting our customers



- Operation « 1 contract = 1 tree » with more than 600,000 planted trees at end-2020
- Establishment of the social action fund in the offers of Group Insurance

# ACT AS A REPONSIBLE INVESTOR

It means, as a leading institutional investor, integrating extra-financial, i.e environmental and social criteria into our investment decisions



- Portfolio management in line with the Paris Agreement and exit from thermal coal by 2030 in EU and OECD countries
- €6.3bn of green bonds
- Number 1 institutional investor in France in renewable energies (5,2 GW)

# ACT AS A REPONSIBLE COMPANY

It means, take account the social and environmental impacts of our activity and focus on the development of employees through the quality of life at work, fair treatment and promotion of diversity



- ISO 50001 certification for Parisian sites (May 2021)
- Csolidaire commitment programme rolled out in 2020 and awarded of an "Argus d'or" on 8<sup>th</sup> June 2021
- 20,000 caregivers supported for 10 years
- Environmental sponsorship

<u>Climate</u>

Environment /

Social cohesion

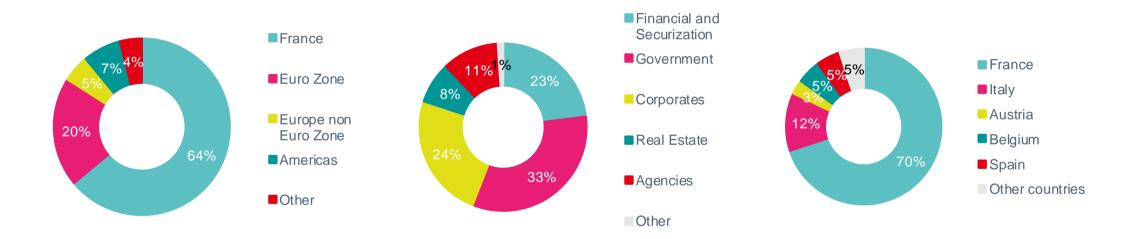


## Diversification of issuers and geographic areas

Breakdown of investments by geographical area at end-2020<sup>1</sup>

Breakdown of investments by economic sector at end-2020<sup>2</sup>

Gross exposure to sovereign debt: €77.3bn at end-2020¹



<sup>&</sup>lt;sup>3</sup> 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.



<sup>&</sup>lt;sup>1</sup> Scope: CAA Group AuM owned directly excluding GNB Seguros and CA Assicurazioni as well as derivatives, repurchase agreements, intragroup loans.

<sup>&</sup>lt;sup>2</sup> Scope: CAA Group AuM owned directly excluding GNB Seguros and CA Assicurazioni as well as derivatives, repurchase agreements, intragroup loans.



# CHAPTER 6 APPENDICES

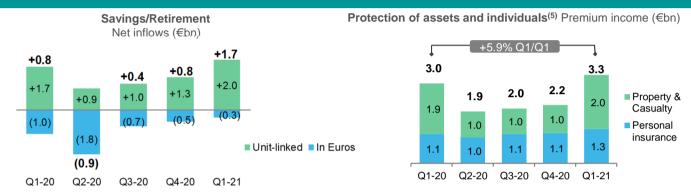


#### 6. APPENDICES

# EXTRACT FROM CRÉDIT AGRICOLE S.A. FIRST QUARTER 2021 RESULTS PRESENTATION PUBLISHED ON 7TH MAY 2021

Strong rebound in earnings, sustained commercial activity





#### Savings / retirement: very dynamic net inflows at €1.7bn (x2.2 Q1/Q1)

- → Strong growth in gross inflows (+23.9% Q1/Q1), close to the very high level of 2019; high unit-linked rate at 40.7%, stable year-on-year; very dynamic net inflows, especially in unit-linked products +€2.0bn
- → AuM<sup>(1)</sup>: €312.3bn, +4.6% year-on-year, including a +23% increase in unit-linked outstandings; unit-linked rate at 25.1%, +3.7 pp year-on-year

#### Property & Casualty: continued business momentum (+6.4%<sup>(2)</sup> Q1/Q1)

- → Contract portfolio<sup>(3)</sup>: 14.8 million at end March 2021, +4.2% year-on-year, +204K contracts over Q1 2021
- → Equipment<sup>(4)</sup>: 42.1% of Regional Banks' customers (+1.1 pp year-on-year), 25.9% LCL (+0.7 pp), 17.7% CA Italia (+2.0 pp)

#### Personal insurance<sup>(5)</sup>: revenue +5.0%<sup>(2)</sup> Q1/Q1

#### Net income up sharply +53.8% Q1/Q1<sup>(6)</sup>

- → Growth in revenues due to the increase in outstandings, good business momentum and favourable market impacts
- → Controlled rise in business operating expenses (+3.1% Q1/Q1), total -5.7% decline in expenses including the reduction of C3S tax on 2020 business activity
- → Additional unwinding of 15% of the Switch<sup>(7)</sup> on 01/03/2021
- → Property & Casualty combined ratio at 96.1%(8) at 31/03/2021

Contribution to earnings (in €m)	Q1-21 underlying	∆ Q1/Q1 underlying
Revenues	625	+22.2%
Operating expenses	(233)	(5.7%)
Gross operating income	391	+48.5%
Tax	(77)	+48.9%
Net income	315	+53.8%
Non controlling interests	(19)	n.m.
Net income Group Share	296	+45.0%
Cost/Income ratio excl.SRF (%)	37.4%	-11.1 pp

Underlying: specific items in Q1 2020 include the €38m contribution to the State Solidarity Fund (self-employed and VSEs): (-€38m in expenses, -€38m in Net ircome Group share) vs 0 in Q1 21.

(1) Outstanding savings/retirement/death & disability assets (2) Changes restated for a change in accounting methods; excluding restatement, growth in Personal and Property Protection was +10.3% Q1/Q1, and growth in Property & Casualty was +6.6% Q1/Q1, and growth in Personal insurance was +16.7% Q1/Q1 (3) Scope: Property & Casualty France and International (4) Car, home, health, legal, All mobile phones or personal accident insurance (5) Personal insurance segment includes Death & disability, Creditor and Group Insurance (6) Net income Group share up +44.9% excluding recognition of RT1 issues in accrual as non-controlling interests (7) Recurring quarterly increase in net income Group share related to the unwinding of an additional 15%: €8 m (8) Ratio of (claims + operating expenses + commissions) / premium income, net of reinsurance, Pacifica scope.

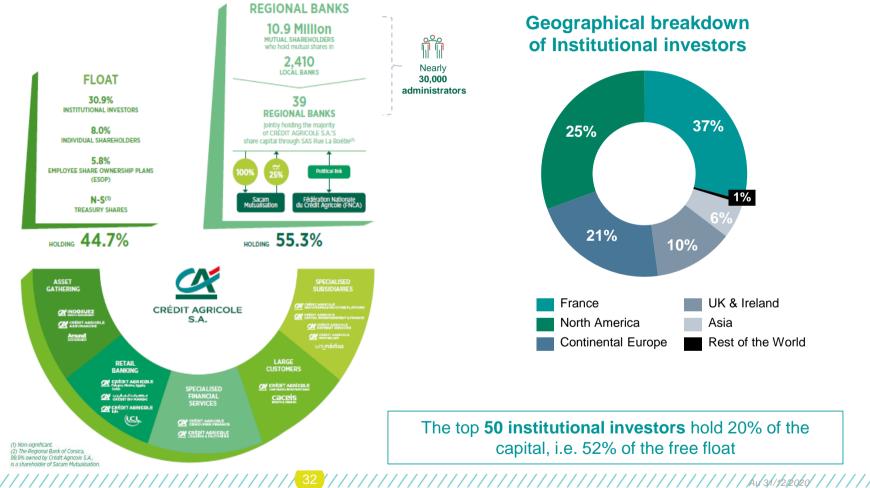
## **Group organization**

**Crédit Agricole Group includes Crédit Agricole** S.A.,

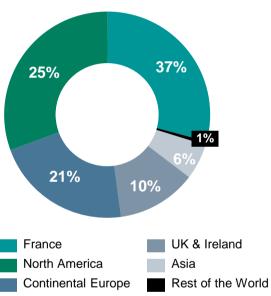
all of the **Regional Banks** 

and **Local Banks** 

and their subsidiaries.







The top 50 institutional investors hold 20% of the capital, i.e. 52% of the free float



Nearly

30,000 administrators

# **Group key figures**



















#### No.2 worldwide

Green, Social & Sustainability Bonds, all currencies. for Crédit Agricole CIB (4)







#### Retail bank in the **European Union**

Based on number of retail banking customers



#### **Asset Manager in Europe**

Source: IPE Top 500 Asset Managers published in June 2020 based on assets under management as at 31/12/2019



#### **Insurer in France**

Source: L'Argus de l'assurance, December 2020, ranking based on 2019



**Provider of financing** to the French economy

Internal source: Office of Economic Research



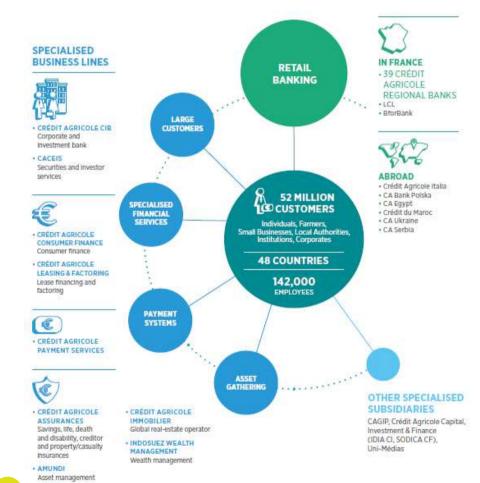
<sup>&</sup>lt;sup>4</sup> Source: Bloomberg

<sup>&</sup>lt;sup>6</sup> Scope: Crédit Agricole Group

### **Customer-focused universal banking**

Our unique customer-focused universal banking model is based on the Group's complementary activities, both in France and abroad.

Together, we offer all our customers a complete range of banking and non-banking services suited to their needs.



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June 2021



## Company overview: Crédit Agricole Group insurance companies

In France, In Europe, Life insurance and Death & disability CACI develops creditor insurance worldwide CRÉDIT AGRICOLE S.A. activities, with Predica and Spirica Presence in several countries, mainly Italy and Property & casualty insurance activity led by Luxembourg 100%**V** Pacifica and La Médicale CRÉDIT AGRICOLE ASSURANCES 100% 100% 100% 100% 100% 98% La Médicale CAAS Predica Spirica Pacifica CACI 100% 94% 100% 100% 100% **V** 100% 100% 38% 100% \ CA Life CA Life **GNB** Space CALIE CA Vita Assur&me Space Lux Holding Greece Japan Seguros Assicurazioni 100% 100% 100% CACI **CACI** Life **CACI Re** Non Life





Simplified consolidated organisational chart (March 2021)



# CHAPTER 7 CAA CONTACT LIST



# **CAA Contact list**

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