





CRÉDIT AGRICOLE ASSURANCES INVESTOR PRESENTATION

September 2023



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SUMMARY

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ESG strategy and Ambitions

AMBITIONS 2025



CHAPTER 1 COMPANY OVERVIEW





Crédit Agricole Assurances (CAA): key figures

in premium income in 20221

€35.3bn



Savings & Retirement

€25.4bn

Death & disability Creditor **Group insurance**

€4.7bn

Property & Casualty

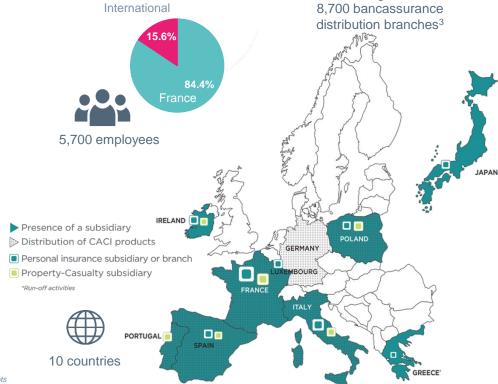
Strong Financial Profile

- IFRS Net income Group share at end-2022
- Solvency II ratio² at end H1-2023
- Life insurance outstandings at H1-2023

€1.8bn

222%





3 Crédit Agricole Group's networks in France and abroad

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

Crédit Agricole Assurances: #1 insurer in France

Leader in Europe



bancassurer1

Leader in France



insurer²

A leading position in profitable segments



Savings and Retirement

#1

Life insurance in France³

15%

market share in Life Insurance in France⁵

Retirement bancassurer in France⁴

14%

market share in Retirement in France⁶



Death & disability / Creditor / Group insurance

Individual Death & Disability in France⁷

22%

market share in Individual Death & Disability in France9

Creditor insurer in France⁸

19%

market share in creditor insurance in France¹⁰



roperty & Casualty¹¹

Home insurance in France¹²

7%

market share in Car insurance in France¹⁴ in Home insurance in France¹⁵

Home, car and health bancassurer in France¹³

12%

market share





savings premiums

Internal source CAA, premiums at end-2021

² Source: L'Argus de l'assurance, December 16th, 2022, premiums at end-2021

³ Source: L'Argus de l'assurance, April 7th, 2023, premiums at end-2022

⁴ Source: L'Argus de l'assurance, May 12th, 2023, premiums at end-2022

⁵ Source: data FA 2022 – life insurance outstandings

⁶ Source: data FA 2022 and CAA estimates – individual & group supplementary retirement

⁷ Source: L'Argus de l'assurance, April 28th, 2023, premiums at end-2022

⁸ Source: L'Argus de l'assurance, September 1st, 2023, premiums at end-2022

⁹ Source: data FA 2022 and Predica estimates – Death, Funerals and Dependence premiums

¹⁰ Source: data FA 2022 and CAA estimates - Creditor insurance premiums

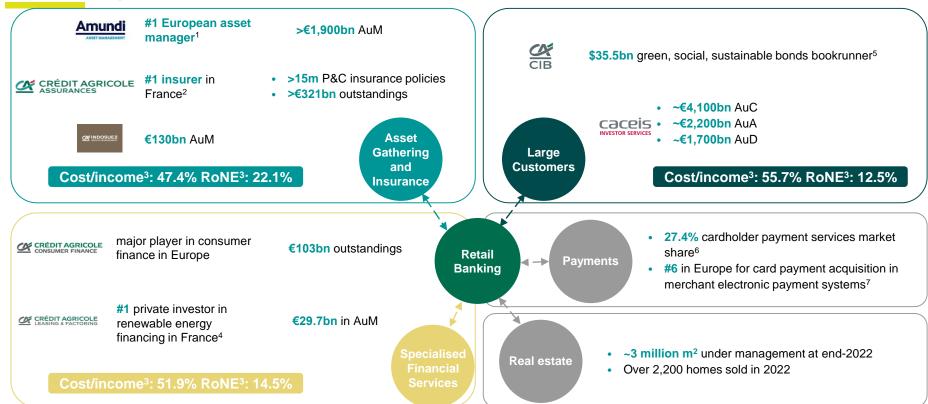
¹¹ #6 in France (source: L'Argus de l'assurance, December 16th, 2022, premiums at end-2021)

¹² Source: L'Argus de l'assurance, May 26th, 2023, premiums at end-2022 13 Source: L'Argus de l'assurance, May 12th, 2023, premiums at end-2022

¹⁴ Source: SDES and Pacifica estimates – number of contracts at end-2022

¹⁵ Source: INSEE and Pacifica estimates - number of contracts at end-2022

Crédit Agricole Group: competitive and profitable business lines



Note: Unless otherwise stated, data at end-2022

Crédit Agricole Assurances September 2023

¹ IPE "Top 500 Asset Managers" published in June 2022 and based on assets under management at 31 December 2021; L'Argus de l'assurance, December 16th, 2022, premiums at end-2021; Underlying data at end H1-2023 and Cost/income excluding // SRF; Internal CAL&F source based on 2021 ASF Sofergie market data; Top 5 worldwide, according to Bloomberg; ECB and Banque de France 2022 (2021 data); Nilson Report 2022

CAA: an integrated bancassurance model in France and abroad

82%¹ Bancassurance model: distribution of personal insurance, property & casualty and creditors insurance in CA's banking networks







10%¹ **Group partnerships:** internal financial partners together with complementary channels (internet, independent wealth management advisors, network dedicated to health professionals)

















8%¹ External partnerships: e.g. partnerships with local banks

















¹ As a percentage of premiums at end-2022







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





LIFE INSURANCE
Satisfaction rate¹ (2022)

NON-LIFE INSURANCE
Satisfaction rate² (2022)

Net promoter score³ (2022)

12

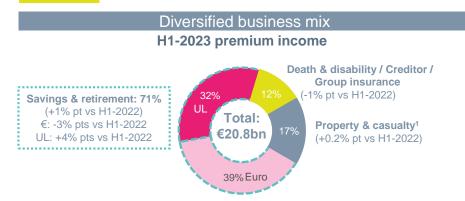
13

142

¹ Based on 5,895 customers that responded to a satisfaction survey on Predica's main services

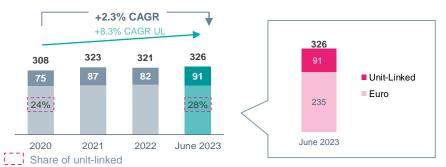
² Based on 4,500 individual Pacifica customers surveyed after a car home insurance claim
³ Index based on surveying 4,517 individual Pacifica customers making a property & casualty claim

Diversified business mix and consistent net inflows in savings



Increasing diversification of the business profile Savings & retirement - Net inflows (€bn) + 6.7 + 3.2 +0.4+ 3.3 + 1.0+7.1 +6.1 +3.9 +3.6 +4.9 -0.3 -0.4 -3.9 -2.9 -3.5 2022 2020 2021 H1-23 H1-22 ■ Euro ■ Unit-Linked

Life insurance outstandings (€bn)



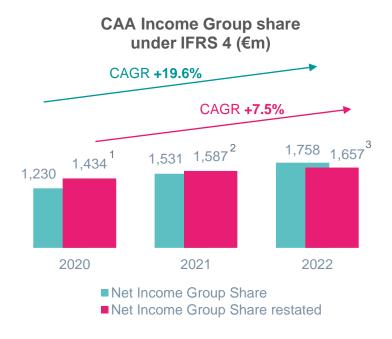
Protection¹ - Gross premium income in €bn

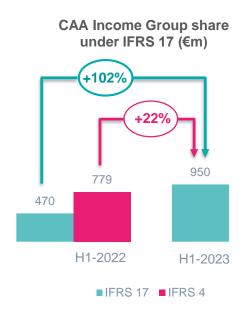




ASSURANCES

Strong and recurring profitability





¹ The restatement consisted in contribution to the State solidarity fund for €38m, voluntary support scheme on business interruption for €92m, exceptionnal Covid-19 contributions for €24m and a one-off cash payment for €49m.

² Crédit Agricole Assurances paid Crédit Agricole S.A. a cash balance of €56 million 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 October 2021

³ Restated from the gain on disposal following the sale of La Médicale

Profitability indicators evolving positively



- ▶ CSM corresponds to the expected future profit on the insurance activity
- H1-2023 CSM release ratio to P&L: 4.8%





¹ (Claims + operating expenses + commissions) / earned premiums, net of reinsurance; Pacifica scope

² (Discounted claims and non-acquisition costs + discounted reinsurance + acquisition costs + unattributable costs + insurance linancial result) / Earned premiums; including unwinding effect; Pacifica scope

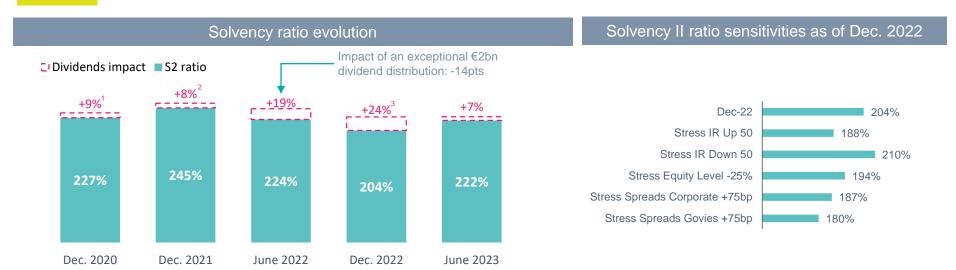
CRÉDIT AGRICOLE ASSURANCES



CHAPTER 3 SOLVENCY & CAPITAL MANAGEMENT



A strong solvency ratio under Solvency II over the years



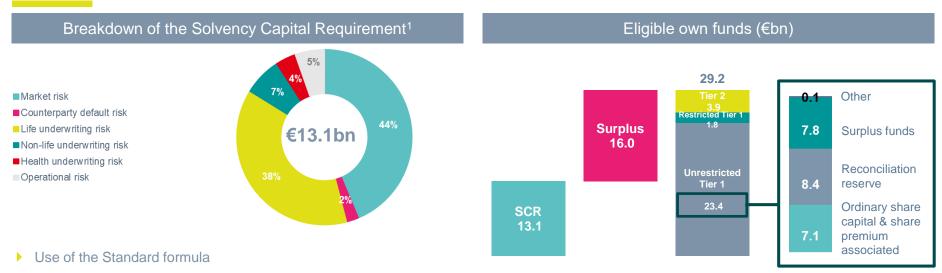
Solvency ratio at a high level

- Solvency II prudential ratio of 222% at 30 June 2023, showing the solidity and the resilience of Crédit Agricole Assurances
- CAA has maintained a high level of solvency over 200% over time despite strong dividend distributed to shareholder (recurrent and/or exceptional) and changing markets environment

CRÉDIT AGRICOLE ASSURANCES

Of which +5% at June 2020 and +4% at Dec. 2020; ² Of which +4% at June 2021 and +4% at Dec. 2021;

CAA Solvency Capital Requirement (SCR) and Capital structure at end-H1 2023



- No transitional measures applied
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds
- Unrestricted and restricted T1 cover 192% of SCR; Tier 2 represent 30% of the SCR
- ▶ Group's subordinated debt valued at €5,8 million under Solvency II, of which €567 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

Subordinated debt breakdown and gross financial debt



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; 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

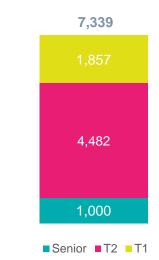


A / Stable outlook

Crédit Agricole Assurances main subsidiaries

Last review: 2nd May 2023





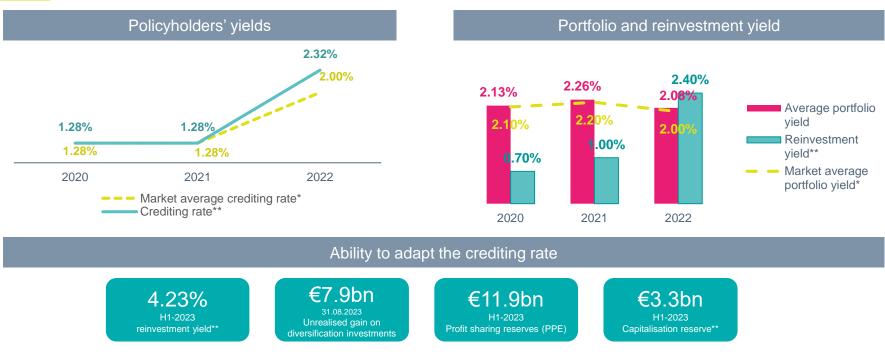
- ➤ Leverage ratio³: 25.1%
- ➤ Interest coverage⁴: 12x





CHAPTER 4 DISCIPLINED RISK MANAGEMENT

Flexibility to serve attractive crediting rate to clients

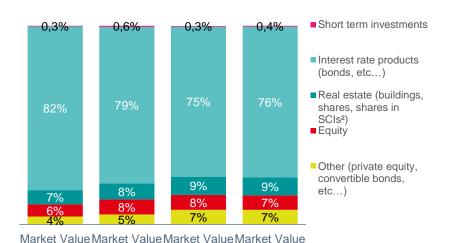


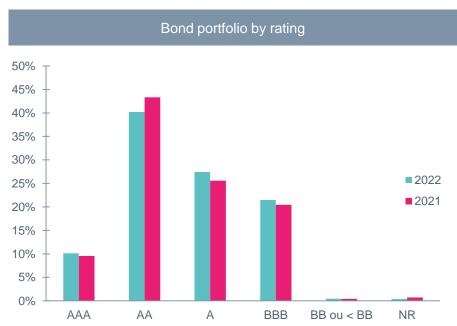
- Strong customer loyalty with an annualised surrender rate of 5.7% at end of June 2023
- Part of the bond portfolio covered by CAPS

* Source: ACPR; ** Predica + CAAR scope

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

Breakdown of investments by asset class (excl. UL accounts)¹
Total of investments at end-H1-2023: €304.5bn (excl. UL accounts)





¹ Scope: life insurance companies of CAA; ² Société civile immobilière: non-trading real estate investment company

June 23

Dec. 22



Dec. 20

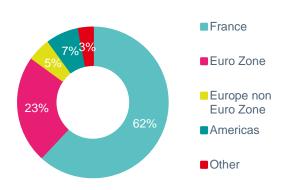
Dec. 21

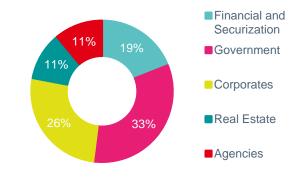
Diversification of issuers and geographic areas

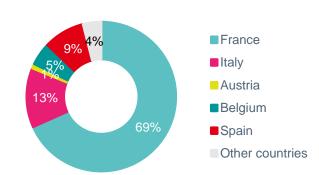
Breakdown of investments by geographical area at end-2022¹

Breakdown of investments by economic sector at end-2022¹

Gross exposure to sovereign debt: €55.7bn at end 2022²







¹ Scope: CAA Group AuM owned directly excluding Mudum Seguros and CA Assicurazioni as well as derivatives, repurchase agreements, intragroup loans.

² 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.



CHAPTER 5 ESG STRATEGY AND AMBITIONS



Insurance, a core business within the Crédit Agricole Group

« WORKING EVERY DAY IN THE INTEREST OF OUR CUSTOMERS AND SOCIETY »

- As an insurer, our mission is to support all our customers to meet all of their needs, at all times of their lives -> we are a universal bancassurance provider.
- As a leader in our markets and a leading investor, we have the capacity and the responsibility to act and have a positive impact for our customers and society.
- Thanks to our employees, the strength of our Group and our partner banks, we are multiplying the power of our actions to work in favor of the climate, inclusion and the agricultural and agri-food transition.

THREE PRIORITIES OF THE GROUP SOCIETAL PROJECT









RESPONSIBLE INSURER Respond to environmental and social issues through responsible and committed offers

RESPONSIBLE INVESTOR Integrate environmental and social criteria into

our investment

decisions

CAA: A CSR STRATEGY AT THE HEART OF OUR BUSINESSES





RESPONSIBLE INSURER

Respond to environmental and social issues through responsible and committed offers

- NZIA Membership
- 100% of new offers designed with our CSR benchmark in 2025
- Objective of €28 billion in responsible labeled UL by 2025 → at the end of 2022: + €21 billion in labeled UL
- Increase carbon capture and commit to biodiversity through reforestation. CAA, the leading forest insurer in France, aims to plant or protect 4 million trees by 2025 at the end of 2022: 2.6 million trees
- Insure new mobility and soft mobility >
 insurance of new individual electric car,
 portability of bicycle driver protection,
 insurance of electric vehicles
- Develop our prevention systems

RESPONSIBLE INVESTOR

Integrate environmental and social criteria into our investment decisions

- NZAOA Membership
- Develop our commitment to renewable energy infrastructure to reach 14 GW in 2025 (compared to 5.2 GW at the end of 2020), this is the annual electricity consumption of more than 5 million homes in France → at the end 2022: 11.8 GW
- Continue investments in new forms of lowcarbon energy → taking shares in the Clean Hydrogen fund, Innergex
- Reduction of the carbon footprint of the portfolio (shares and corporate bonds):
 objective of -25% in 2025 compared to 2019
- Shareholder engagement with 20 large companies.

RESPONSIBLE COMPANY

Take into account the social and environmental impacts of our activity and focus on the development of our employees

- Reduce our direct carbon footprint by -20% (-17% between 2019 and 2025 on energy, fleet and business travel)
- Design of low carbon Claims administration centers
- Raise employee awareness of societal issues
 → launch of training for CAA on April 7 with a webconference on societal issues followed by an e-learning module (cf. MTP Ambitions 2025)
- Strengthen Ecogestes programs for CAA Group employees → e.g employees gathering in a unique building during holidays







RESPONSIBLE INSURER

Respond to environmental and social issues through responsible and committed offers

- Allow everyone access to insurance entry-level Auto and home insurance → at the end of 2022, nearly 50,000 entry-level auto contracts and 3,000 home insurance for young clients
- Faced with the frequency and intensity of these climatic hazards, Crédit Agricole Assurances is committed to supporting 1 in 4 farmers by:
 - Promoting the installation of new farmers with a young farmer discount
 - Supporting the reform of crop insurance to double the number of farmers covered by this system
 - Supporting the market towards doubling the number of Agricultural Multi-risks covering renewable energy installations (photovoltaics, agrivolatism, anaerobic digestion, methanation) by 2025

RESPONSIBLE INVESTOR

Integrate environmental and social criteria into our investment decisions

- Double (from €14 to €28 billion) between 2021 and 2025 the outstanding amount of our ULs labeled responsible (ISR), Green (Greenfin) or solidarity (Finansol)
- Develop and promote investments in access to housing, food, health and digital technology for as many people as possible, in the territories.
- Continue investments to support the agricultural and agri-food sector.

RESPONSIBLE COMPANY

Take into account the social and environmental impacts of our activity and focus on the development of our employees

- Continuing our commitment to caregivers: objective of 25,000 caregivers supported in 2025
- Develop the solidarity commitment of employees with the implementation of skills sponsorship → at the end of 2022: more than 400 employees are committed and more than 600 missions have been carried out (mainly volunteering).
- Deployment of salary rounding → in 2022, payment of nearly €3,300 to "no plastic in my sea". For 2023, they have voted for "l'envol" association.



Improvement of Crédit Agricole S.A.'s extra-financial rating



CRÉDIT AGRICOLE ASSURANCES

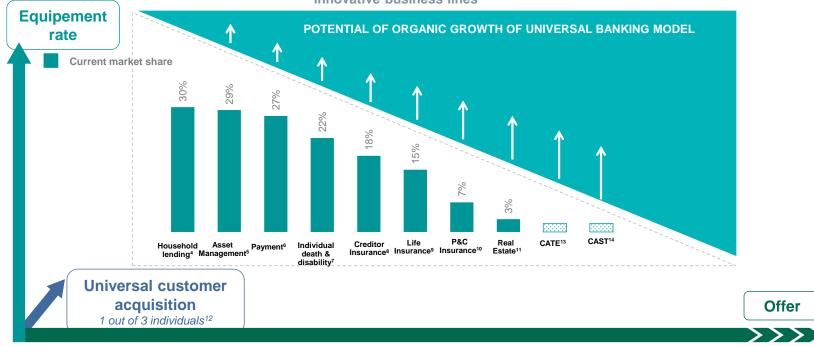
Crédit Agricole Assurances September 2023

CHAPTER 6 AMBITIONS 2025



A winning formula creating the bank of strong and lasting relationships

An intrinsic development model based on comprehensive relationships with our customers, served by competitive and innovative business lines



1 A similar development model exists for corporate segment and all other customers segments 2. Market share of LCL and Regional banks household and related loans as of December 2021, study Crédit AgricoleS.A. 3. Market share on merchant acquisition, in number of transactions, Banque de France Monétique data, as of 2020 4. Market share of UCITS(all client segments) in France as of December 2021 5. End 2020, scope: annual contributions for term insurance for death + funeral coverage + long-term care 6. End 2020, scope: annual contributions collected by CAA originated by Regional banks and LCL7. End 2020, Predica outstanding 8. End 2020, Predica extractions, Banque de France Property & Casualty business, annual contributions.

6. AMBITIONS 2025 Appendix

CAA I Continuing to grow our core businesses in France and internationally

Accelerating on personal and property insurance

- Increasing the equipment rate in P&C, D&D and creditor insurance
- Growing the business with professionals and farmers in connection with the crop insurance reform
- · Adapting mobility insurance offers to changing habits, in synergy with the SFS business line
- Developing services (e.g., remote surveillance with Nexecur and services with Europ Assistance France)
- Growing insurance brand recognition for the Group

New sustainable and affordable savings solutions

- Pursuing the diversification of savings solutions combining performance and capital protection
- Expanding sustainable Unit-Linked contracts and investment solutions

Universal bancassurance for corporates

- Accelerating the growth of P&C insurance for corporates
- Pursuing the development of Group Health/D&D and Retirement

Developing international business

- Maximising synergies within the Group internationally
- Developing partnerships outside the Group, primarily on European bancassurance
- Exploring complementary distribution models (e.g., digital B2C)

2025 Targets

+2.5m

P&C contracts for individuals

>€345bn

Savings outstandings including >€110bn UL outstandings

€1.5bn

Corporates GWP

25%

Of total insurance GWP from international activity¹

<15%

Cost/income ratio² (including IFRS17 impact of -15 points)

6. AMBITIONS 2025
Appendix

CAA I Expanding offers and services to cover all customer needs, particularly in Health and Retirement

Comprehensive and service-oriented Health insurance approach

- Health insurance for all markets (seniors, small business owners & self-employed professionals, corporates) and new segments (students, public sector)
- A single individual and group Health Platform providing 100% digitised customer journeys and access to a services and care ecosystem

Complete offer for Seniors and Retirement

- A range of "ageing well in the future" solutions: insurance, assistance and services, capitalising on Europ Assistance
 France and Nexecur
- Digital advisory platform on retirement planning
- Crédit Agricole Assurances Retraite, new insurance company dedicated to retirement, to accelerate the development of this activity

CSR: Core of our offers and business model

- **Responsible offers**, in line with our NZIA⁵ commitments (e.g., insurance for low-impact mobility) and reduction in our investment portfolio's **carbon emissions** (NZAOA⁶ commitments)
- Entry-level offers, affordable for all (EKO)
- Strong positioning on Crop insurance and prevention, supporting the agri-food transition

Best-in-class digital customer journeys

- Increasing visibility and use of digital bancassurance journeys
- Personalising the customer relationship and improving equipment rates and satisfaction using data

2025 Targets

+40%
Health beneficiaries¹

€23bn

Retirement outstandings²

2

Outstandings on certified responsible unit-linked funds³

14 GW

Installed capacity in renewable energy⁴ financed by CAA

Equivalent to the average consumption of over **5 million** households

20%

Of P&C underwriting in self-care⁷



1. Individual and Group Health, 1,7m health beneficiaries at end-2021 2. Individual and group retirement, €19bn at end-2021 3. ISR, Greenfin, Finansol 4. Renewable energy - mainly solar, wind, hydropower, and hydrogen 5. Net Zero Insurance Alliance - Committed to accelerating the industry's role in the green transition with a zero-carbon target 6. Net Zero Asset Owner Alliance 7. Web and Web-to-store



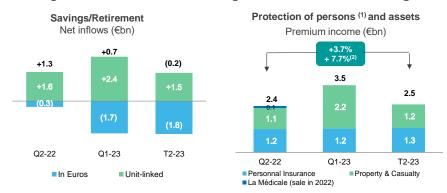
CHAPTER 7 APPENDICES



7. APPENDICES CRÉDIT AGRICOLE S.A.

INSURANCE

Strong business momentum, high net income and strong solvency



Savings/retirement: gross inflows +2.3% Q2/Q2

- → Inflows: still positive net inflows in France offset by international redemptions (Italy and Luxembourg); UL rate of 45.3% in gross inflows
- → Outstandings⁽³⁾: €326.3bn, +2.2% year on year; UL rate 27.9%, +2.7 pp Q2/Q2, driven by the success of the distribution of unit-linked bonds and favourable financial markets.

Property & Casualty⁽⁴⁾: premium income +10.4%⁽²⁾ Q2/Q2

- → 15.6 million contracts at end June 2023, +3.5%⁽²⁾ year-on-year
- → Combined ratio⁽⁵⁾ 97.8% end June 2023 (-3.9 pp YoY related to the climate impact in Q2-22)

Personal insurance: premium income up +5.2%⁽²⁾ Q2/Q2

- → Strong growth in death & disability (+15%) and group insurance (+19%)
- → Creditor insurance stable Q2/Q2

CAA deploys emergency measures for customers affected by damage due to urban violence

Contribution to earnings (in €m)	Q2-23 stated IFRS 17	Δ Q2/Q2 stated IFRS17	H1-23 stated IFRS 17	Δ H1/H1 stated IFRS 17
Revenues	668	x 3.1	1,379	+83.9%
Gross operating income	593	x 4	1,223	x 2
Net income Group Share	433	x 6.3	907	x 2.1

(*) the 2022 and 2023 P&L data for the Insurance business lines are presented in IFRS 17 norms

High level of net income and solvency

- → Revenues: x3.1; +42% at IFRS 17 run rate⁽⁶⁾ due to the market drop in Q2-22 and a high rate of claims in Q2-22. Q2-23 revenues of €668m including in particular revenues of €539m⁽⁷⁾ for Retirement savings, €123m⁽⁷⁾⁽⁸⁾ for personal insurance and €59m in property and casualty insurance⁽⁹⁾
- → CSM: €23.6bn, +8.2% Dec./June; further increase in the CSM over the quarter with an impact of new business greater than the amortization in the CSM and positive market effect on the stock valuation.

Rise in solvency to 222% i.e. +18 pp vs. Q4-22

(1) Death & disability, creditor, group insurance (2) Constant scope, excluding La Médicale (3) Saving, retirement and death & disability (5) Equipment rate: 42.8% RB; 27.4% LCL; 17.9% CA Italy (including Creval) (5) Combined property & casualty ratio (Pacifica): (claims + operating expenses + fee and commission expenses)/premium income, net of reinsurance (6) Base effect in Q2-22 not taking account of management decisions on investments/assets made at the end of 2022, i.e. segregation of equity and derisking the portfolio; (7) Amount of amortization of CSM and RA (8) Excluding funeral guarantee (9) Net of the cost of reinsurance, excluding financial income

7. APPENDICES CRÉDIT AGRICOLE S.A.

INSURANCE BUSINESS LINE- TRANSITION TO IFRS 17

Intrinsically higher earnings volatility

Rational for the impact of IFRS 17 on earnings volatility

Property and Casualty Earnings

(PAA model)

Death and disability / Creditor/ Group Insurance Earnings (BBA model)

Savings-Pension Earnings (VFA model)

Net income – Group share

Insurance equity

More volatile under IFRS 9 and IFRS 17, due to different logics in evolutions in the values of assets (market fluctuations) and liabilities (claims). This volatility is limited by asset and liability methodological choices(*).

Volatility related to the full transition to IFRS 9 on the assets side, as well as the impact of interest rate changes on liabilities. Limited by methodological choices for assets and liabilities(*).

Limited impact of the volatility of liabilities and assets on net income under IFRS 17 because absorbed by CSM.

Net insurance earnings structurally more volatile under IFRS 17 and IFRS 9, but reduction in volatility due to methodological choices for assets and liabilities.

Less volatility due to the strong reduction of the contribution of OCI reserves to IFRS equity.

(*) Methodological choices make it possible to limit:

- the impact on earnings of the volatility induced by market variations on the asset side, due to the reclassification of certain shares at fair value by OCI;
- the impact on earnings of the volatility of liabilities linked to discount rates, due to the disaggregation option which allows the impact to be reclassified as equity rather than financial income.

Crédit Agricole Group organization

Crédit Agricole Group includes Crédit Agricole S.A.

all of the **Regional Banks**

and Local Banks

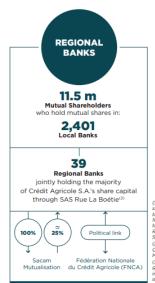
and their subsidiaries.

Crédit Agricole Group

Crédit Agricole Group includes Crédit Agricole S.A., as well as all of the Regional Banks and local Banks and their subsidiaries.



43.2%



56.8%(3)



34



Crédit Agricole Group key figures

Rankings and key figures



NO. 1

provider of financing to the French economy(1)

Number 1

retail bank in the European Union based on number of customers 10th largest global bank by balance sheet size⁽²⁾

Number 1

insurer⁽³⁾ and institutional investor⁽⁴⁾ in renewable energy in France

Number 1

European asset manager⁽⁵⁾



53 million customers

Number 1

cooperative mutual bank in the world⁽⁶⁾

11.5 million

mutual shareholders



46 Countries



including 7,100 in France (Regional Banks and LCL)

(1) Internal source: ECO 2022

(2) The Banker, 2022.

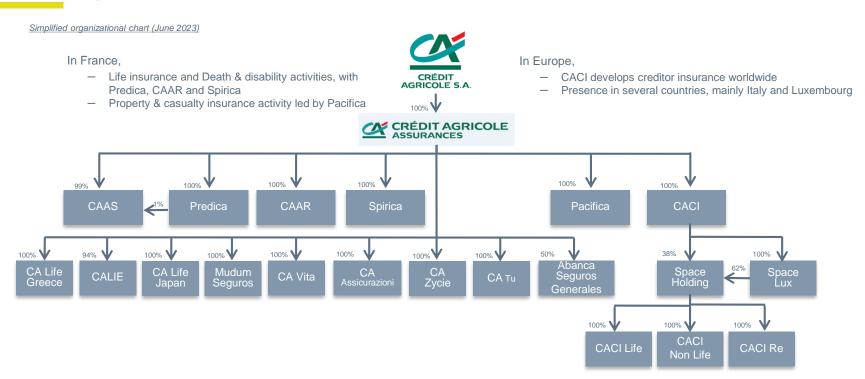
(3) L'Argus de l'Assurance 2022 (in revenues).

(4) CA Assurances, end 2022: 11,8 GW installed renewable energy capacity via CAA investments.

(5) IPE (Investment & Pensions Europe) 2022 Asset Management Guide

(6) World Cooperative Monitor, November 2021 (in revenues).

Crédit Agricole Group insurance companies

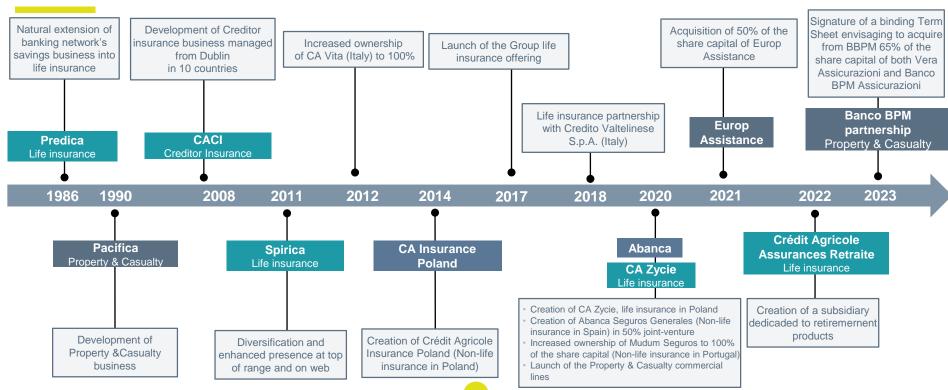


On 1st July 2022, Crédit Agricole Assurances has sold La Médicale to Generali.

On December 2022, Crédit Agricole Assurances has launched Crédit Agricole Assurances Retraite, its supplementary occupational pension fund.

CRÉDIT AGRICOLE ASSURANCES

In 36 years, CAA has built from scratch a complete, diversified and international bancassurer Group, fully integrated into the banking system







CHAPTER 8 CAA CONTACT LIST



CAA Contact list

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