

# CRÉDIT AGRICOLE ASSURANCES INVESTOR PRESENTATION

Data and figures at end of June 2024



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#### Presentation of financial information

The figures presented in this document have been prepared in accordance with International Financial Reporting Standards, as adopted in the European Union ("IFRS"). IFRS 17 "Insurance contracts" is mandatorily applicable for reporting periods beginning on or after 1 January 2023. Comparative information as at and for the year ended 31 December 2022 has been restated when relevant.

Some figures presented in this document have been subject to rounding adjustments. Accordingly, in certain instances, the totals shown for a column or row in tables may not conform exactly to the arithmetic sum of the figures presented.



#### **SUMMARY**

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#### **CRÉDIT AGRICOLE ASSURANCES – KEY MESSAGES**

1	Diversified business mix and strong net inflows in savings over the past quarters		
2	Robust and recurring profitability		

- Strong Solvency II ratio over the years
- 4 Flexibility to serve attractive crediting rates to clients
- Comfortable financial structure

## CHAPTER 1 COMPANY OVERVIEW



#### CRÉDIT AGRICOLE ASSURANCES (CAA): KEY ITEMS

€23.1bn

in premiums<sup>1</sup> for H1-24

+11.2% vs H1-23



**SAVINGS / RETIREMENT** 

€16.7bn, +13%



CREDITOR
GROUP INSURANCE

€2.7bn, +7%



PROPERTY & CASUALTY

€3.7bn, +7%

#### **Strong Financial Profile**

- Net income Group share (vs H1-23)
- Solvency II ratio<sup>2</sup> (vs Q4-23)
- Life insurance outstandings<sup>3</sup> (vs Q4-23)

€1,033m, +9%

200%, -15 pts

€337.9bn, +2%

Market shares in our main countries















15%<sup>4</sup>

6%<sup>9</sup>

7%11

n.s.

2%<sup>13</sup>

n.a.



22%<sup>5</sup> 19%<sup>6</sup> 1%<sup>7</sup>

n.s.

n.a.

7%<sup>12</sup> Creditor

n.a.

n.s.



7%8

8%10

n.a.

n.a.

n.s.

1%<sup>14</sup>

- Spain and Germany: nascent operations
- Greece in run-off
- Ireland: Pan-European management platform

n.s.: non significant n.a.: absent from market

**Leader in Europe** 



No. 1 BANK INSURER IN EUROPE<sup>15</sup>

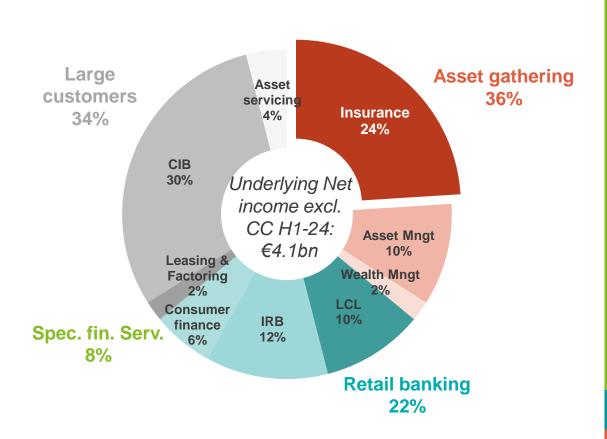
#### CAA: A SIZEABLE ASSET WITHIN THE CRÉDIT AGRICOLE **GROUP**

86%

9%

5%

#### A significant part of Crédit Agricole S.A.<sup>1</sup>



#### CAA Group revenues by distribution model<sup>2</sup>

**Bancassurance** model: distribution insurance, property & casualty and creditors insurance in Crédit Agricole group's banking networks in France, Italy and Poland.





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









UAF Life









External partnerships: e.g. partnerships with local banks.

































#### CRÉDIT AGRICOLE ASSURANCES: PROFILE IN FRANCE

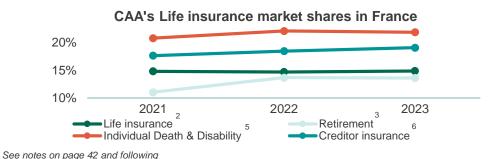


- Very well positioned in France, particularly in individual Death
   & Disability, Creditor insurance, Life insurance and Retirement
- Strong prospects in Property & Casualty

#### Improving our market shares in France, almost exclusively through organic growth

Size of the French non-life market and CAA's positioning







**SAVINGS / RETIREMENT** 



Life insurer in France<sup>8</sup>

#1

Retirement bancassurer in France<sup>9</sup>

DEATH & DISABILITY CREDITOR GROUP INSURANCE

#1

Individual Death & Disability Creditor insurer insurer in France<sup>10</sup> in France<sup>11</sup>



PROPERTY & CASUALTY<sup>12</sup>

#2

Home insurer in France<sup>13</sup>

#1

Home, car and health bancassurer in France<sup>14</sup>

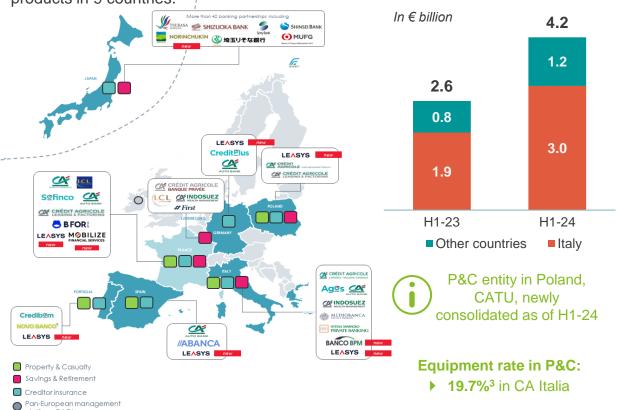
#### **Equipment rates:**

- ▶ 43.5%<sup>15</sup> in French Regional Banks
- **27.8%**<sup>15</sup> in LCL

## CRÉDIT AGRICOLE ASSURANCES: INTERNATIONAL PROFILE

#### More than €4bn written premiums in 9 countries outside France

CAA distributes its Life insurance, Property & Casualty, and Creditor insurance products in 9 countries.



#### The deal with Banco BPM, finalized in 2023, makes CAA the 3<sup>rd</sup> largest non-life bancassurer in Italy

The recent acquisitions and distribution agreement with Banco BPM enable CAA to diversify its business mix by increasing its Non-Life, Personal Protection and Creditor insurance premiums by almost 60%<sup>2</sup> in Italy.







### WORKING EVERY DAY IN THE INTEREST OF OUR CUSTOMERS AND SOCIETY



Expanding offers and services to cover all customer needs, for instance through the launch of the first Article 9 Euro fund on the market by Spirica in May 2024 or a more inclusive home-insurance in June 2024, the 2023 integration into Ma Banque<sup>1</sup> and LCL Mes Comptes of the car quote and multi-risk home insurance subscription (following on the multi-risk home insurance quote that was already integrated), or the Pacifica / Mobilize Financial Services partnership signed in 2022.

Accompanying our customers in their retirement, with the creation in 2022 of Crédit Agricole Assurances Retraite, our Group Pension Fund (Fonds de Retraite Professionnel Supplémentaire – FRPS), which supports Crédit Agricole Assurances' long-term development ambitions in this supplementary pensions market.

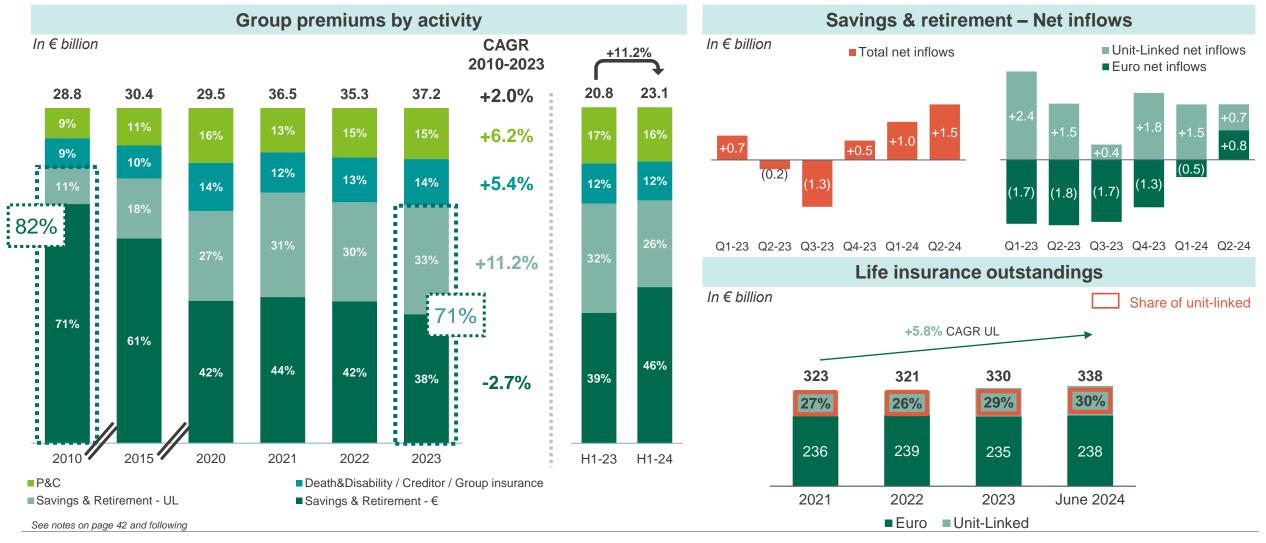
Expanding our core businesses to accompany our customers internationally, with some recent examples of new or strengthened partnerships: Banco BPM, Abanca Seguros Generales...



# CHAPTER 2 A ROBUST BUSINESS MODEL



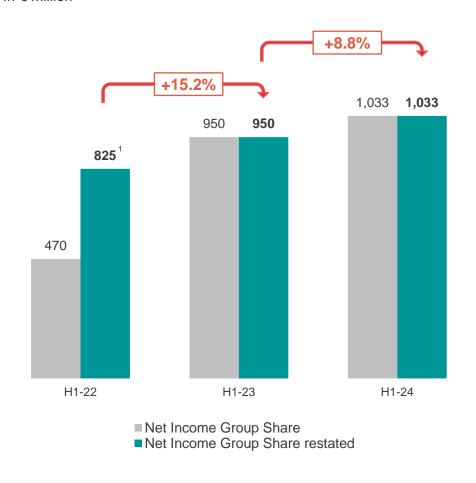
## DIVERSIFIED BUSINESS MIX AND SOLID LIFE INSURANCE OUTSTANDINGS



#### STRONG AND RECURRING PROFITABILITY

#### **CAA Net Income Group Share** (IFRS 17)

In € million

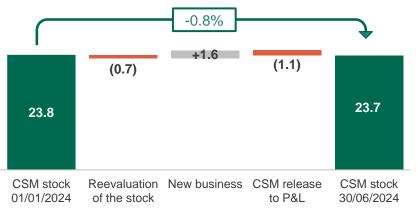


#### Net combined ratio<sup>2</sup> evolution



#### **CSM** roll forward and evolution

In € billion

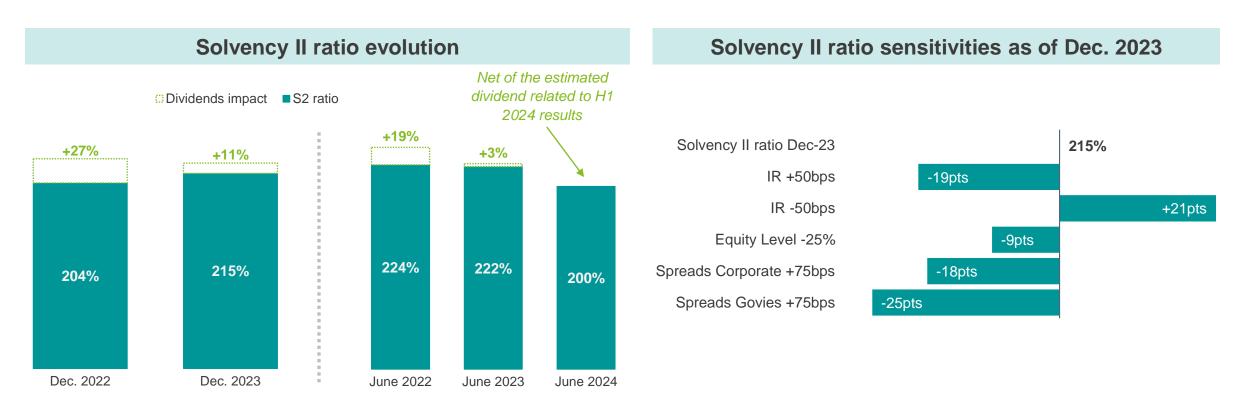


- Contribution from new business, driven by an increased activity exceeding the CSM release
- Economic variance notably due to the rise in interest rates over the first half of the year.
- Annualized CSM allocation factor: 8.7%

# CHAPTER 3 SOLVENCY & CAPITAL MANAGEMENT



#### A STRONG SOLVENCY II RATIO OVER THE YEARS



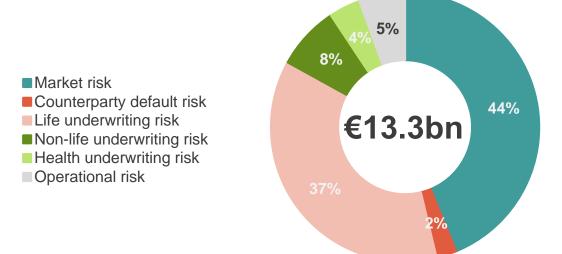
#### Solvency ratio at a high level:

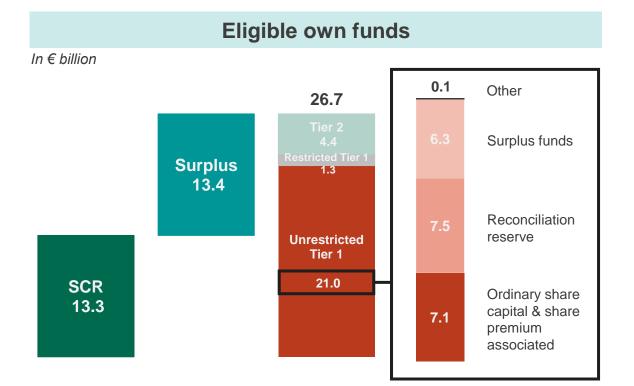
- The **Solvency II prudential ratio** was estimated at **200%** at 30 June 2024, demonstrating the strength of CAA.
- CAA has maintained a **high level of solvency over time** despite **strong dividend distributed to shareholder** (recurrent and/or exceptional).



## CAA SOLVENCY CAPITAL REQUIREMENT (SCR) AND CAPITAL STRUCTURE AT THE END OF JUNE 2024

#### **Breakdown of the Solvency Capital Requirement**<sup>1</sup>





- Use of the Standard formula
- No transitional measures applied
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds
- Unrestricted and restricted T1 cover 167% of SCR; Tier 2 represents 33% of the SCR
- Group's subordinated debt valued at €5.7 billion under Solvency II, of which €284 million held by Crédit Agricole Group



## SUBORDINATED DEBTS BREAKDOWN AND FINANCIAL STRENGTH RATING

#### Breakdown of the subordinated debts<sup>1</sup> 1000m 30NC10 620m PerpNC10 1000m 1000m 1000m 32NC12 630m **10YB** 10YB PerpNC11 500m 300m 10YB 10YB 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 NB: The indication of the first call ■ Tier 1 - external ■ Tier 2 - external ■ Tier 2 - intra-group date is not an indication of the issuer's intention to call or not to call the instruments S&P Global A+ / Stable outlook Ratings

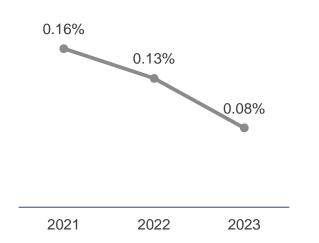


# CHAPTER 4 DISCIPLINED RISK MANAGEMENT

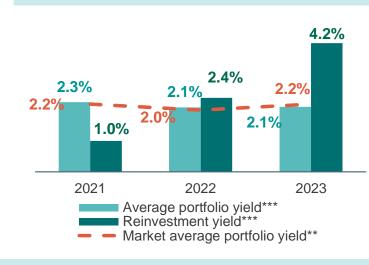


## FLEXIBILITY TO SERVE ATTRACTIVE CREDITING RATES TO CLIENTS

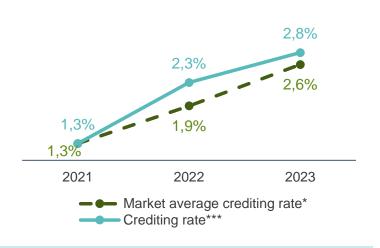




#### Portfolio yield



#### Predica crediting rate vs market



#### Ability to adapt our crediting rates

3.7% H1-24 reinvestment yield\*\*\* €8.7bn
30.06.2024
Unrealised gain on CAA's diversification investments

€9.2bn
30.06.2024
Policyholder participation reserve\*\*\*\*(PPE)

€2.7bn
30.06.2024
Capitalisation reserve\*\*\*

- Strong customer loyalty with an annualised surrender rate of 5.6% at H1-24
- Part of the bond portfolio covered by caps

### A REINSURANCE POLICY IN LINE WITH OUR RISK APPETITE

## policy CAA reinsurance

Cautious policy on technical risks

Rigorous approach to counterparty risk

- Capital protection
- Control over the volatility of the result
- Annual analysis of ceilings and coverage
- Optimization of the coverage/price ratio challenged by brokers and internal analysis

- Relationship with reinsurers meeting a minimum financial strength criterion (A-)
- Rules for diversifying reinsurers and limiting the concentration of premiums ceded
- Securing the provisions ceded by means of standard collateral clauses

#### Placement of a €160m Cat Bond -

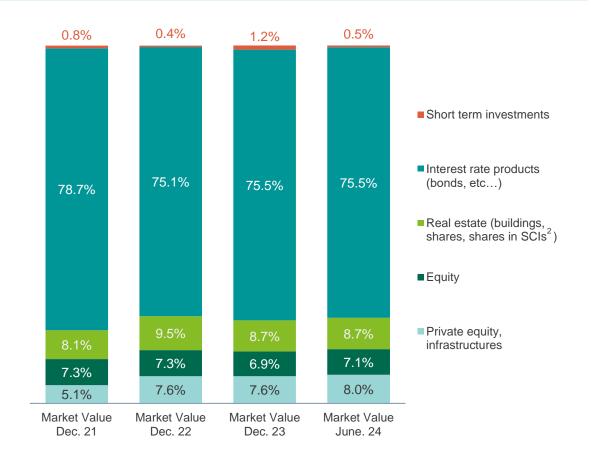
- Diversifies our sources of reinsurance
- 4 years protection from January 2024, locked price
- Issued by Taranis Re DAC and supported by Guy Carpenter

Class A Notes Providing €110m of Ultimate Net Loss, Per Occurrence cover, losses from Windstorm and hailstorm

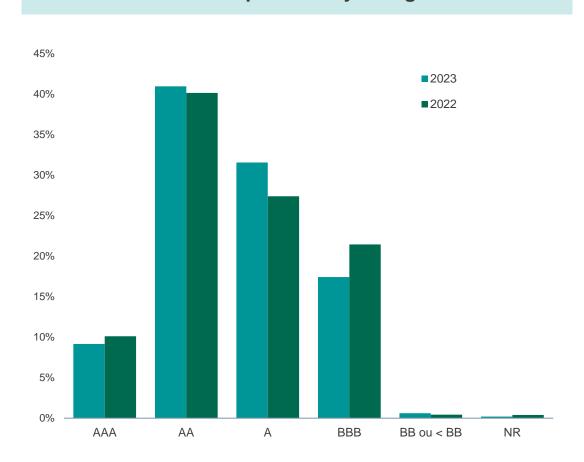
Class B Notes Providing €50m of Ultimate Net Loss, Annual Aggregate cover, second event basis, losses from Windstorm only

#### A PRUDENT AND DIVERSIFIED ASSET ALLOCATION

#### Breakdown of General Account investments by asset class<sup>1</sup>



#### Bonds portfolio by rating



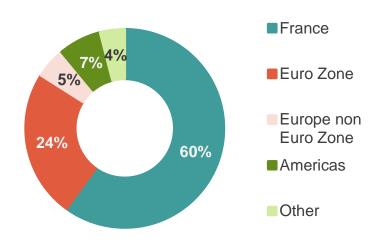


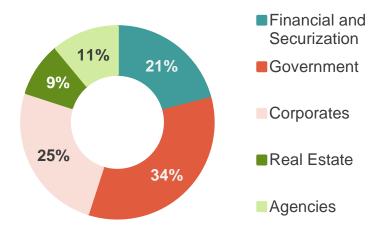
### FLEXIBILITY TO SERVE ATTRACTIVE CREDITING RATE TO CLIENTS

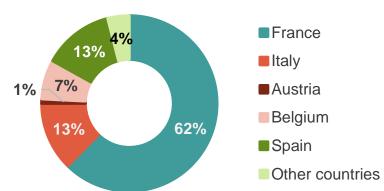
Breakdown of investments by geographical area at end-2023<sup>1</sup>

Breakdown of investments by economic sector at end-2023<sup>1</sup>

Gross exposure to sovereign debt: €58.6bn at end-2023<sup>2</sup>







### SOLID SOLVENCY II RATIO AND LIMITED SENSITIVITY TO SOVEREIGN RISK

#### CAA's exposure to French sovereign risk<sup>(1)</sup>

**91%** of total French sovereign risk **is accounted with VFA model** under IFRS 17 (related to Savings, Retirement and Funeral liabilities scope) with no material impact on net income due to symmetrical valuation effects on assets and liabilities

30.06.2024 (in € billion)	VFA model <sup>(3)</sup> (Variable Fee Approach <i>)</i>	Total assets on other models <sup>(3)</sup>	Total CAA	
French sovereign risk (including assimilated) <sup>(2)</sup>	42.8	4.1	46.9	

Net impact at end 2023 on the measurement of insurance and reinsurance contracts and Financial investments

**Net income** 

Risk-free rates +100 bps

Risk-free rates -100 bps

€(0.09)bn

€0.03bn

Impacts on net income very limited

CSM

€(0.94)bn

€0.17bn

Higher impacts on CSM while remaining largely absorbable by the group

**Solvency II ratio** 

Solvency II ratio

December 2023

215%

Spreads Corporate +75 bps

197%

Spreads Govies +75 bps

190%

High level of solvency in each regulatory scenario

# CHAPTER 5 ESG STRATEGY AND AMBITIONS



## INSURANCE, A FUNDAMENTAL PART OF THE CRÉDIT AGRICOLE GROUP'S RAISON D'ÊTRE

#### ACT EVERY DAY IN THE INTEREST OF OUR CUSTOMERS AND SOCIETY

As an insurer, our mission is to support all our customers to meet all their needs, at every stage of their lives → we are a universal bancassurer

As a leader in our markets and a major investor, we have the ability and the responsibility to act and to have a positive impact on our customers and on society.

Thanks to our employees, the strength of our Group and our partner banks, we are multiplying the impact of our actions to work in favour of the climate, inclusion and the agricultural and agri-food transition

#### THREE PRIORITIES OF THE GROUP'S SOCIAL PROJECT



#### CAA: A CSR STRATEGY AT THE HEART OF ITS BUSINESSES

#### RESPONSIBLE

Addressing environmental and social issues through responsible product offerings

#### RESPONSIBLE INVESTOR

Integrating environmental and social criteria into our investment decisions

#### RESPONSIBLE COMPANY

Taking into account the social and environmental impacts of our business and focusing on the development of our employees





#### RESPONSIBLE INSURER

Addressing environmental and social issues through responsible product offerings

- 100% of new products designed using our CSR guidelines by 2025
- Target of €28bn of ULs labelled responsible by 2025
   ⇒ by the end of 2023: more than €23bn of CUs labelled
- Increasing carbon capture and committing to biodiversity through reforestation. CAA, France's leading forest insurance company, aims to plant or protect 4 million trees by 2025 → by the end of 2023: almost 3.4 million trees
- Insuring new forms of mobility and soft mobility >
  NVEI insurance, portability of PDC on bicycles,
  electric vehicle insurance, etc.
- Developing our prevention systems
- Member of FIT (Forum for Insurance Transition to Net-Zero)

#### RESPONSIBLE INVESTOR

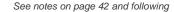
Integrating environmental and social criteria into our investment decisions

- NZAOA membership
- Expanding our commitment to renewable energy infrastructure so that it reaches 14 GW by 2025 (compared with 5.2 GW at the end of 2020), equivalent to the annual electricity consumption of more than 5 million homes in France → by the end of 2023: 13.5 GW
- Continued investment in new forms of low-carbon energy → Investment in the Clean Hydrogen fund
- Reducing the carbon footprint of the portfolio (equities and corporate bonds): target of -25% by 2025 compared with 2019
- Shareholder engagement with 20 major companies

#### RESPONSIBLE COMPANY

Taking into account the social and environmental impacts of our business and focusing on the development of our employees

- Reducing our direct carbon footprint by 17% on energy, fleet and business travel (between 2019 and 2025)
- Designing low-carbon HHUs → Inauguration in 2023 of two low-carbon HHUs: in Grenoble and Caen
- Raising employee awareness of social issues → Launch of a training course for CAA in April 2023, with a web conference on social issues followed by an e-learning module. → By the end of December 2023, 92% of Crédit Agricole Assurances employees had completed this training module.
- Strengthening Ecogestes programmes for CAA Group employees → Launch of the CSR ambassador network at the end of 2022









#### RESPONSIBLE INSURER

Addressing environmental and social issues through responsible product offerings

- Providing access to insurance for all entry-level motor and personal accident insurance → by the end of 2023, almost 90,000 entry-level motor policies and 80,000 personal accident policies for young people
- Target of €28bn in assets under management in unit-linked policies labelled responsible (SRI), Green (Greenfin) or socially responsible (Finansol) by 2025
   → by the end of 2023: more than €23bn in labelled unit-linked policies
- Given the frequency and intensity of these climatic hazards, Crédit Agricole Assurances is committed to supporting 1 in 4 farmers by :
  - Encouraging new farmers to set up with the JA discount
  - Supporting crop insurance reform
  - Supporting the market in doubling the number of agricultural multi-risk policies covering renewable energy installations (photovoltaic, agrivoltaic, methanisation, methanation) by 2025

#### RESPONSIBLE INVESTOR

Integrating environmental and social criteria into our investment decisions

- Developing and enhance investment in access to housing, food, health and digital services for as many people as possible in the regions
- Continuing to invest in support of the farming and agri-food industries

#### RESPONSIBLE COMPANY

Taking into account the social and environmental impacts of our business and focusing on the development of our employees

- Continuing our commitment to helping carers: target of 25,000 caregivers supported by 2025
- Developing employees' commitment to solidarity with the introduction of skills sponsorship → Between the launch of the programme in May 2023 and the end of 2023, more than 200 sponsorship and skills volunteering assignments were carried out. The skills sponsorship programme will be continued from 2024
- Deployment of the rounding-off of salaries → in 2023, payment of more than €7,000 to the "l'envol" association



#### CRÉDIT AGRICOLE S.A.'S NON-FINANCIAL RATINGS

	Moody's Analytics	ISS ESG	MSCI	Sustainalytics <sup>1</sup>	CDP Climat
Crédit Agricole S.A.	72	<b>6</b>	AA	22,9 > 0	<b>A-</b>
BNP Paribas	70	<b>C</b>	AA	24,6 > 0	A
Société Générale	68	<b>C+</b>	AA	19,4 > 0	В
Banco Santander	65	C	AA	20,4 > 0	A-
UniCredit	64	C	AA	14,2 > 0	В
B.F. Crédit Mutuel	64	C	AA	19,7 > 0	
Barclays plc	62	C	AA	23,8 > 0	В
BPCE S.A.	61	C	AA	18,3 > 0	В
ING Group	54	<b>C+</b>	AA	20,9 > 0	C
UBS Group	53	C	AA	27,5 > 0	A-
Deutsche Bank	51	<b>C+</b>	A	25,4 > 0	В
Standard Chartered	50	C	AA	26,5 > 0	A-
HSBC Holdings	48	C	AA	24,9 > 0	A-

<sup>1.</sup> ESG risk score on an inverted scale (100-0): the lower the score, the better the ESG risk

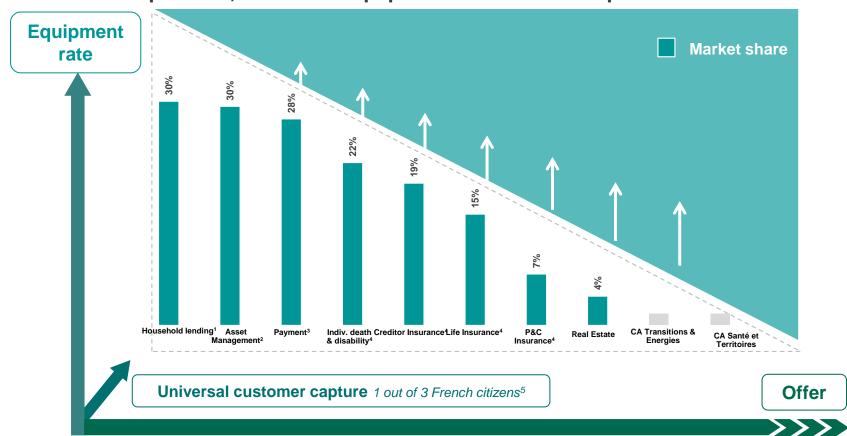


## CHAPTER 6 AMBITIONS 2025



## A WINNING FORMULA CREATING THE BANK OF STRONG AND LASTING RELATIONSHIPS

Constantly renewed potential for organic growth, driven by customer acquisition, customer equipment and the development of offers



## CAA CONTINUING TO GROW OUR CORE BUSINESSES IN FRANCE AND INTERNATIONALLY

#### **2025 Targets**

#### 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)

#### +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 activity<sup>1</sup>

<15%

Cost/income ratio<sup>2</sup> (including IFRS17 impact of -15 points)

## CAA 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

See notes on page 42 and following

#### 2025 Targets

+40%

Health beneficiaries<sup>1</sup>

€23bn

Retirement outstandings<sup>2</sup>

**x2** 

Outstandings on certified responsible unit-linked funds<sup>3</sup>
Corporates GWP

#### 14W

Installed capacity in renewable energy<sup>4</sup> financed by CAA

Ţ

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

20%

Of P&C underwriting in self-care<sup>7</sup>



## CHAPTER 7 APPENDICES



#### **CRÉDIT AGRICOLE ASSURANCES (CAA): 2023 KEY ITEMS**

€37.2bn

in premiums<sup>1</sup> in 2023

+6%<sup>2</sup> vs 2022



**SAVINGS / PENSIONS** 

€26.4bn, +4%

DEATH & DISABILITY

CREDITOR

GROUP INSURANCE

€5.1bn, +8%<sup>2</sup>



**PROPERTY & CASUALTY** 

€5.7bn, +9%²

#### **Strong Financial Profile**

IFRS Net income Group share at end-2023

€1.8bn, +21%<sup>2</sup>

Solvency II ratio<sup>3</sup> at end-2023

**215%**, +11 pts

Life insurance outstandings<sup>4</sup> at end-2023

€330,3bn, +3%

Market shares in our main countries















15%<sup>5</sup>

6%10

7%12

n.s.

2%14

n.a.



22%<sup>6</sup> 19%<sup>7</sup> 1%<sup>8</sup>

n.s.

7%<sup>13</sup> Creditor

n.a.

n.s.



**7**%<sup>9</sup>

8%11

n.a.

n.a.

n.a.

n.s.

1%<sup>15</sup>

- · Spain and Germany: nascent operations
- Greece in run-off
- · Ireland: Pan-European management platform

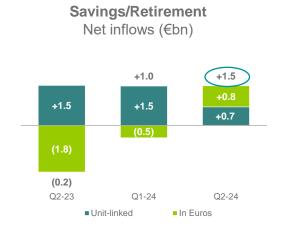
n.s.: non significant n.a.: absent from market



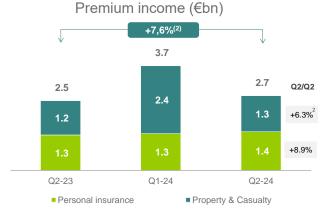
Leader in Europe

No. 1 BANK INSURER IN EUROPE<sup>16</sup>

#### **AG - INSURANCE**



#### Property and personal insurance<sup>(1)</sup>



#### Savings/retirement: rise in gross inflows

- Gross inflows: €8.1bn (+23.1% Q2/Q2); recovery in international business and success of euro payment campaigns; UL rate of gross inflows: 32.2%
- Outstandings<sup>(3)</sup>: €337.9bn (+2.3% June/Dec.), historical high, driven by growth in net inflows (net euro inflows back to positive); UL rate in outstandings at 29.5%

#### Property & Casualty: good performance driven by volumes and pricing

- Portfolio growth<sup>(2)</sup>: +5.2% over one year to 16.4 million policies
- Increase in average premium: pricing revisions and evolution of the product mix

#### Personal insurance: good momentum in various activities

- Credit insurance activity up +8.7% Q2/Q2, driven by international activities
- Strong growth of +35.2% in group insurance.
- 1. Death and disability, creditor, group insurance
- 2. Including scope effect 1st consolidation of CATU (Property & Casualty entity in Poland) in Q2-24, retroactive to 01/01/2024: +0.4% in property and personal insurance; Property & Casualty: +0.9% of premium income and +2.0% of portfolio growth, i.e. 310k contracts
- 3. Savings, retirement and funeral insurance.

Contribution to earnings (in €m)	Q2-24 stated	∆ Q2/Q2 stated	H1-24 stated	∆ H1/H1 stated
Revenues	774	+15.8%	1,496	+8.4%
Gross operating income	686	+15.6%	1,317	+7.7%
Net income Group Share	495	+14.5%	989	+9.0%

Revenues<sup>(4)</sup> buoyed by strong business momentum and positive operating variance

**CSM:** €23.7bn (-0.8% June/Dec.); New business contribution higher than CSM allocation; unfavourable impact of stock revaluation (market effect). Annualised CSM allocation factor on stock: 8.7% in H1 2024

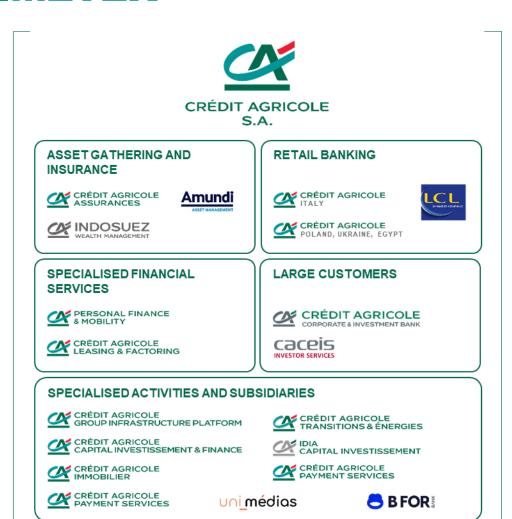
Combined ratio<sup>(5)</sup>: 94.6% (-1.3 pp H1/H1) benefiting from positive prior-year reserve development

Solvency 2 Ratio as of 30/06/2024: 200%

- 4. Q2-24 revenues notably including revenues of €476m for savings/retirement and funeral insurance, €115m for personal insurance and €75m for property and casualty insurance (net of reinsurance cost).
- 5. Combined property & casualty ratio in France (Pacifica) including discounting and excluding undiscounting, net of reinsurance: (claims + operating expenses + fee and commission income)/premium income; Ratio calculated over H1 2024. The undiscounted ratio stands at 97.3% (-1.3 pp over one year).

#### CRÉDIT AGRICOLE GROUP PERIMETER

Crédit Agricole Group includes Crédit Agricole S.A., all of the Regional Banks and Local Banks and their subsidiaries **REGIONAL BANKS** FLOAT **Regional Banks** jointly holding the majority of Crédit Agricole S.A.'s share capital through SAS Rue La Boétie 62,8% 37,2%



<sup>1.</sup> At 31 May 2024, including the purchase made to the market by SAS Rue La Boétie ended in May 2024 (€960m).

#### **CRÉDIT AGRICOLE GROUP KEY FIGURES**

#### Rankings and key figures



**54** million customers

provider of financing to the French economy(1)

#

retail Insurer

in France (3)

retail bank in the **European Union based** on number of customers 10<sup>th</sup>

#

largest global bank by balance sheet size (2)

European asset

manager (4)

cooperative mutual bank in the world (5)

11.8 million mutual shareholders

46 countries

8,250 branches

Including 6,750 in France (Regional Banks and LCL)

- 1. Internal source ECO 2023
- 2. The Banker 2023
- 3. L'Argus de l'assurance, 13 December 2023 (data at end-2022)
- 4. IPE « Top 500 Asset Managers », June 2023
- 5. The 2023 World Cooperative Monitor, January 2024 (in revenues)

#### CRÉDIT AGRICOLE GROUP INSURANCE COMPANIES

Simplified organizational chart (December 2023)

#### In France,

- Life insurance and Death & disability activities, with Predica, CAAR and Spirica
- Property & casualty insurance activity led by Pacifica



Asset gathering: Crédit Agricole Assurances, Amundi, Indosuez Wealth Management

Retail banking: LCL, International retail banking (Crédit Agricole Italy, Crédit Agricole Bank Poland, Crédit Agricole Egypt, Crédit Agricole Ukraine)

Specialised financial services: Crédit Agricole Personal Finance & Mobility, Crédit Agricole Leasing & Factoring

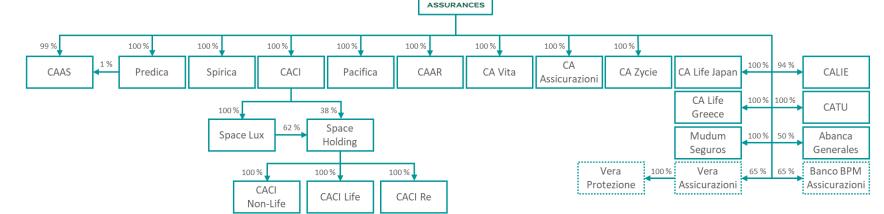
Large customers: Crédit Agricole Corporate & Investment Bank, Caceis Investor Services

Specialised business and subsidiaries: Crédit Agricole Immobilier, Uni-Médias, Crédit Agricole Payment Services, Crédit Agricole Capital Investissement & Finance, Crédit Agricole Group Infrastructure Platform, BforBank, IDIA Capital investissement, Crédit Agricole Transitions & Energie

100%

#### In Europe,

- CACI develops creditor insurance worldwide
- Presence in several countries, mainly Italy and Luxembourg



Savings/Retirement: Predica, Spirica, Crédit Agricole Assurances Retraite, CA Vita, CALIE, CA Life Greece, CA Life Japan, CA Zycie

**Death & Disability/Creditor/Group insurance**: Predica, Pacifica, CA Vita, CA Life Japan, Mudum Seguros, CACI Life, CACI Non-Life, CACI Re, CA Zycie, Vera Protezione

Property & Casualty: Pacifica, Mudum Seguros, CA Assicurazioni, CATU, ABANCA Generales de Seguros y Reaseguros, Vera Assicurazioni, Banco BPM Assicurazioni

65% of the share capital of Vera Assicurazioni, its subsidiary Vera Protezione and Banco BPM Assicurazioni, from Banco BPM.

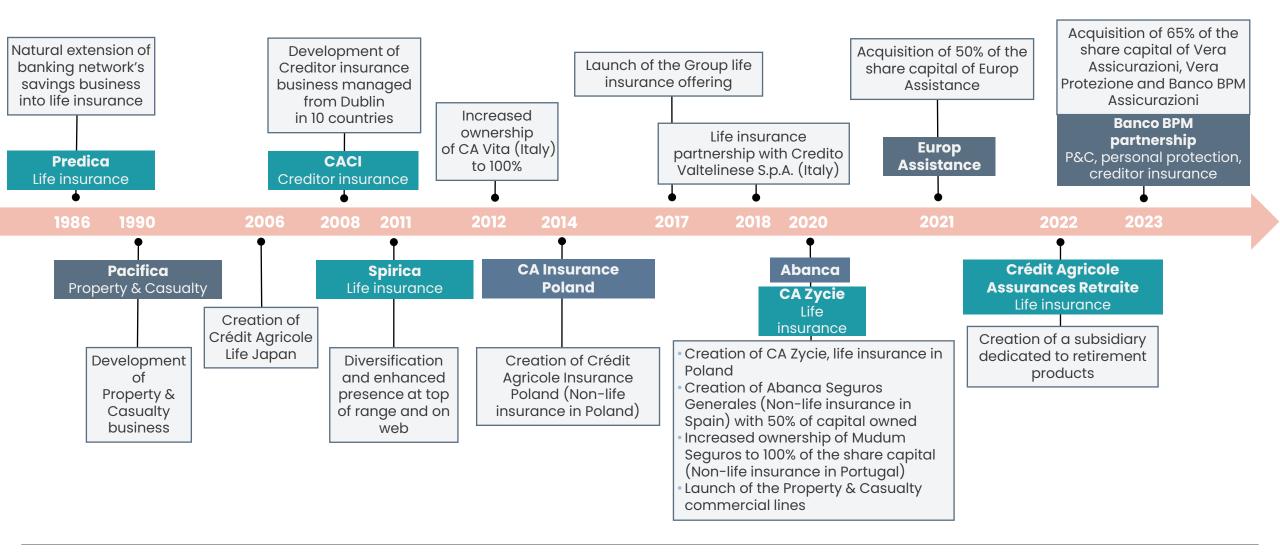
On December 14, 2023, Crédit Agricole Assurances has acquired

#### Other entities:

- CAAS is the common employer for Crédit Agricole Assurances, Predica and CACI Gestion employees
- · CACI, Space Lux and Space Holding are holdings



#### **OUR STORY**



## CHAPTER 8 CAA CONTACT LIST



#### **CAA CONTACT LIST**

**CAA Investors Relations** 

Yael Beer-Gabel

Head of Financial Communication, Rating & Investors relations

**Gaël Hoyer** 

Financial Communication, Rating & Investors relations manager

**Sophie Santourian** 

Financial Communication, Rating & Investor relations manager

Cécile Roy

Financial Communication, Rating & Investor relations manager

relations.investisseurs@ca-assurances.fr

yael.beer-gabel@ca-assurances.fr

gael.hoyer@ca-assurances.fr

sophie.santourian@ca-assurances.fr

cecile.roy@ca-assurances.fr



### CHAPTER 9 NOTES



#### **NOTES (1/4)**

#### Page 6

- 1 "Non-GAAP" revenue
- <sup>2</sup> Calculated using the standardised approach without transitional measures other than the grandfathering of subordinated debts
- <sup>3</sup> Savings, Retirement and Protection
- <sup>4</sup> Data FA 2022 life insurance outstandings
- <sup>5</sup> Data FA 2022 and Predica estimates Death, Funerals and Dependence premiums
- <sup>6</sup> Data FA 2022 and CAA estimates Creditor insurance premiums from retail banking excluding CACF
- <sup>7</sup> Data FA 2022 and CAA estimates Health premiums
- <sup>8</sup> CAA estimates Premiums at end-2022
- <sup>9</sup> CA VITA estimates of the Life bancassurance market Premiums at end-2023
- 10 Statistics compiled by Italian consultancy firm IAMA Consulting, in market shares, based on data at end of June 2023
- <sup>11</sup> CALIE estimates Life insurance outstandings at end-2023
- 12 Statistics of Life Insurance Business in Japan Fiscal 2022 published Dec 2023 and CA Life Japan estimates Creditor insurance premiums at end-2022
- <sup>13</sup> Data KNF and CAA estimates Life premiums at end-2022
- <sup>14</sup> CAA estimates Premiums at end-2023
- <sup>15</sup> Internal source CAA, premiums at end-2022

#### Page 7

- <sup>1</sup> Excluding Corporate centre
- <sup>2</sup> As a percentage of premiums at end of June 2024

#### Page 8

- <sup>1</sup> Source: L'Argus de l'assurance, December 13th, 2023, premiums at end-2022
- <sup>2</sup> Source: Data FA 2022 life insurance outstandings
- <sup>3</sup> Source: Data FA 2022 and CAA estimates individual & group supplementary retirement savings premiums
- <sup>4</sup> Source: Data FA 2022 and L'Argus de l'assurance, December 13th, 2023, premiums at end-2022
- <sup>5</sup> Source: Data FA 2022 and Predica estimates Death, Funerals and Dependence premiums
- <sup>6</sup> Source: Data FA 2022 and CAA estimates Creditor insurance premiums from retail banking excluding CACF
- <sup>7</sup> Source: L'Argus de l'assurance, May 26th and December 13th, 2023, and CAA estimates premiums at end-2022
- <sup>8</sup> Source: L'Argus de l'assurance, April 5th, 2024, premiums at end-2023



#### **NOTES (2/4)**

#### Page 8 (continued)

- <sup>9</sup> Source: L'Argus de l'assurance, May 31st, 2024, premiums at end-2023
- 10 Source: L'Argus de l'assurance, April 26th, 2024, premiums at end-2023
- <sup>11</sup> Source: L'Argus de l'assurance, September 1st, 2023, premiums at end-2022
- <sup>12</sup> #6 in France (source: L'Argus de l'assurance, December 13th, 2023, premiums at end-2022)
- 13 Source: L'Argus de l'assurance, May 10th, 2024, premiums at end-2023
- <sup>14</sup> Source: L'Argus de l'assurance, May 31st, 2024, premiums at end-2023
- 15 Share of retail customers having at least one contract in automotive, household, health, legal, all mobiles or accident insurance

#### Page 9

- 1 Statistics compiled by Italian consultancy firm IAMA Consulting, in market shares, based on data at end of June 2023
- <sup>2</sup> Calculation based on data at end-2022
- <sup>3</sup> Share of CA Italia's retail customers having at least one contract marketed by CA Assicurazioni, non-life insurance subsidiary of Crédit Agricole Assurances

#### Page 10

<sup>1</sup> Banking application of the Crédit Agricole Regional Banks

#### Page 13

- <sup>1</sup> 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
- <sup>2</sup> P&C insurance combined ratio in France (Pacifica scope) including discounting and excluding undiscounting, net of reinsurance: (claims + operating expenses + commissions) to premium income

#### Page 16

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

#### Page 17

<sup>1</sup> Maturity date for bullet issues and first call date for callable issues



#### **NOTES (3/4)**

#### Page 19

- <sup>1</sup> Rate calculated considering contractual guarantees gross of fees, following the launch in 2017 of products which apply negative guarantees for customers.
- \* Source: ACPR
- \*\* Source: ACPR
- \*\*\* Predica scope
- \*\*\*\* France Life scope

#### Page 21

- <sup>1</sup> Net of repurchase agreements
- <sup>2</sup> Société Civile Immobilière: non-trading real estate investment company

#### Page 22

- <sup>1</sup> Scope: CAA Group assets owned directly, excluding Mudum Seguros and CA Assicurazioni as well as derivatives, repurchase agreements, Intragroup loans
- <sup>2</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.

#### Page 23

- <sup>1</sup> Bonds only
- <sup>2</sup> French government bond (OAT) and public sector debt securities assimilated to central, regional or local administrations
- <sup>3</sup> VFA model (Variable Fee Approach): Savings, Retirement and Funeral; BBA model (Building Block Approach): Personal protection (death & disability / creditor / group insurance); PAA model (Premium Allocation Approach): P&C

#### Page 30

- <sup>1</sup> LCL and CR market share in household and similar lending at end-Sept. 23 Banque de France study
- <sup>2</sup> Market share in UCITS in France at end-December 2023 for all customer segments
- <sup>3</sup> Banque de France OSMP 2023 reports (2022 data)
- <sup>4</sup> Internal data end-2022
- <sup>5</sup> 35% of the French population Sofia 2021 KANTAR



#### **NOTES (4/4)**

#### Page 31

- <sup>1</sup> International subsidiaries
- <sup>2</sup> 2025 IFRS4 Cost/income ratio: <30%

#### Page 32

- <sup>1</sup> Individual and Group Health, 1.7m health beneficiaries at end-2021
- <sup>2</sup> Individual and group retirement, €19bn at end-2021
- <sup>3</sup> ISR, Greenfin, Finansol
- <sup>4</sup> Renewable energy mainly solar, wind, hydropower, and hydrogen
- <sup>5</sup> Net Zero Insurance Alliance Committed to accelerating the industry's role in the green transition with a zero-carbon target
- <sup>6</sup> Net Zero Asset Owner Alliance
- <sup>7</sup> Web and Web-to-store

#### Page 34

- 1 "Non-GAAP" revenue
- <sup>2</sup> At constant scope excluding La Médicale
- <sup>3</sup> Calculated using the standardised approach without transitional measures other than the grandfathering of subordinated debts
- <sup>4</sup> Savings, Retirement and Protection
- <sup>5</sup> Data FA 2022 life insurance outstandings
- <sup>6</sup> Data FA 2022 and Predica estimates Death, Funerals and Dependence premiums
- <sup>7</sup> Data FA 2022 and CAA estimates Creditor insurance premiums from retail banking excluding CACF
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- <sup>16</sup> Internal source CAA, premiums at end-2022

