



PRESS RELEASE

Paris, 29 September 2017

Conclusion of a non-binding Memorandum of Understanding with Caixa Seguridade

CNP Assurances announces the conclusion of a non-binding Memorandum of Understanding (MOU) with Caixa Seguridade, establishing the conditions for a new exclusive distribution agreement in Brazil as of 1 January 2018.

The conclusion of this new agreement, which depends on future negotiations and its approval in particular by the Board of Directors of CNP Assurances, would enable CNP Assurances, subject to the payment of a price, to distribute exclusively in Brazil in the Caixa Econômica Federal network until 13 February 2041, on a new scope. When concluding a definitive agreement, if any, CNP Assurances would therefore waive, as of 1 January 2018, the current exclusive distribution rights of its subsidiary, Caixa Seguros, under the existing partnership.

The new scope of exclusivity would only cover life and consumer credit life insurance lines and private pension plans (*vida, prestamista, previdência*). The new distribution agreement will be operated through a new corporate structure to be created by CNP Assurances and Caixa Seguridade, in which the economic rights of CNP Assurances would be reduced compared to the current situation.

This new agreement would enable CNP Assurances to secure an important portion of its business in the Caixa Econômica Federal network for the very long term (23 years). As an illustration, on a pro forma basis, the share of premium income economically kept by CNP Assurances in 2016 would have accounted for approximately 60% of the premium income generated in Brazil. Similarly, the new-business margin of the new scope was comparable to the average new-business margin of CNP Assurances in Brazil in 2016.

CNP Assurances welcomes the conclusion of this non-binding MOU by which the Group would continue to be Caixa Econômica Federal's main life insurance partner in Brazil until 2041, while allowing CNP Assurances to continue to expand its other activities in Latin America.

As a reminder, CNP Assurances has set an objective of delivering average annual organic EBIT growth of at least 5% over the 2017-2018 period compared to 2016. Strengthened by the strong results recorded in the first half of 2017, CNP Assurances aims to achieve organic growth of EBIT significantly above 5% in 2017 compared to 2016. Given the prospect of this new agreement and the ongoing negotiations, CNP Assurances is not in a position, at this stage, to set an objective of EBIT growth in 2018.

About CNP Assurances

CNP Assurances is France's leading personal insurer with net profits of €1,200 million in 2016. The Group also has operations in other European countries and in Latin America, with a significant presence in Brazil. It has more than 35 million personal risk/protection insureds worldwide and more than 14 million savings and pensions policyholders. For 160 years, CNP Assurances has been protecting people against the risks of everyday life. The Group designs and manages life insurance, pension, personal risk insurance and protection products (term creditor insurance and health insurance).

- In France, CNP Assurances distributes its individual insurance products through La Banque Postale and the Caisses d'Epargne, as well as through its own network: Amétis. In Brazil, its second largest market, the Group's partner is Caixa Econômica Federal, the country's second-biggest state-owned bank.
- In group insurance, CNP Assurances crafts tailor-made personal risk, pension and term creditor insurance products that are aligned with the needs of companies, local authorities, mutual insurers, non-profit organizations, and banks in Europe and Latin America.

CNP Assurances has been listed on the Paris Stock Exchange since October 1998 (the first market) and has a stable shareholder structure thanks to the signing of an agreement between its major shareholders (Caisse des Dépôts, La Banque Postale, Groupe BPCE and the French State).

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