

January 2018

# CORPORATE SOCIAL RESPONSIBILITY PRESENTATION

insuring all  
our futures



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This document may contain alternative performance indicators (such as EBIT) that are considered useful by CNP Assurances but are not recognised in the IFRS adopted for use in the European Union. These indicators should be treated as additional information and not as substitutes for the balance sheet and income statement prepared in accordance with IFRS. They may not be comparable with those published by other companies, as their definition may vary from one company to another.

A teal-colored rounded rectangle with a white border, containing the word 'CONTENTS' in white, bold, uppercase letters.

# CONTENTS

- 1. CNP Assurances at a glance**
- 2. Corporate social responsibility strategy and ratings**
- 3. Responsible investment policy**

**1.**

**CNP Assurances  
at a glance**

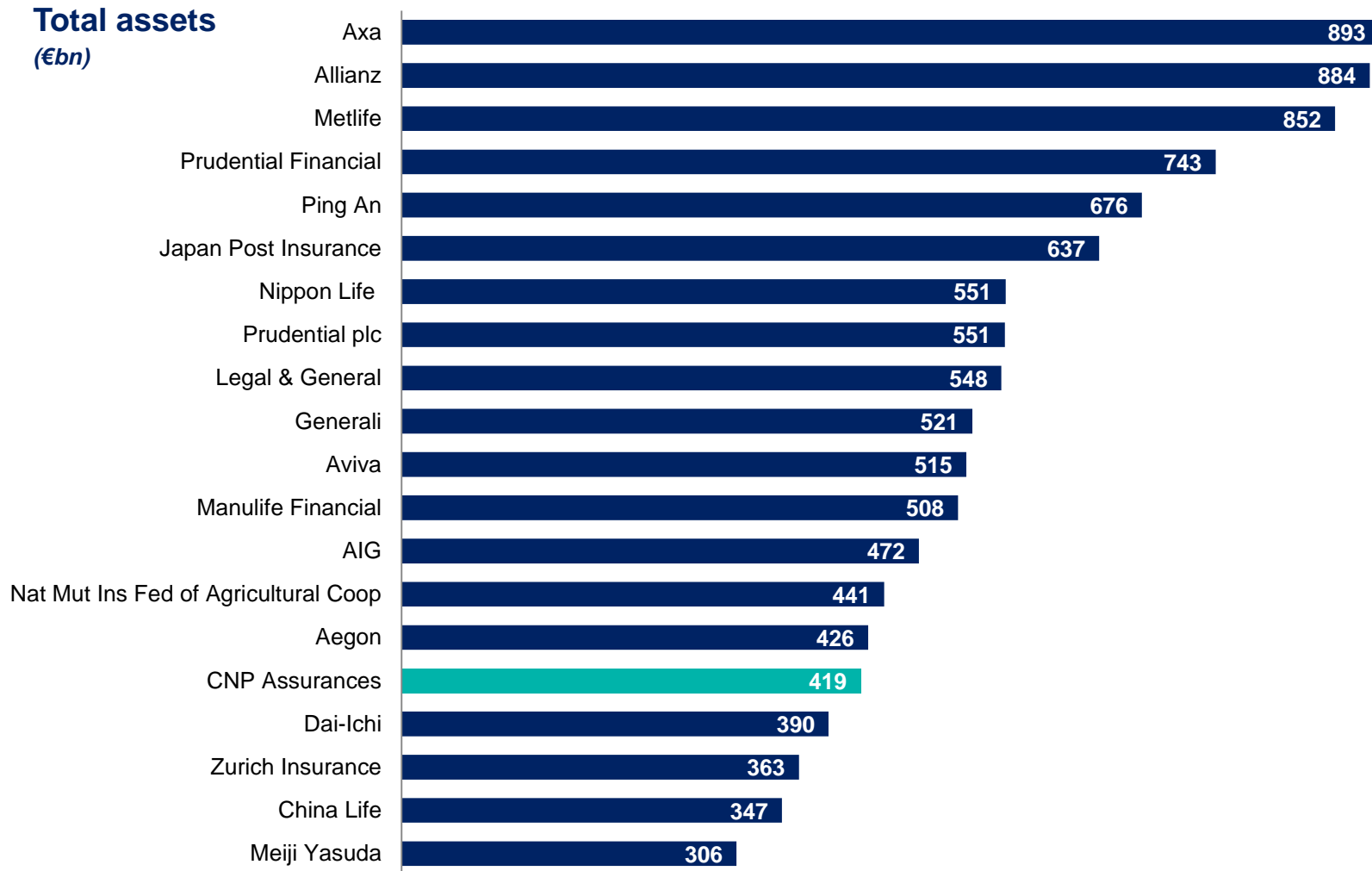
# FRANCE'S LEADING LIFE INSURER, WITH A DIVERSIFIED FRANCHISE AND A ROBUST FINANCIAL PROFILE



(1) In terms of personal insurance premium income

(2) In terms of insurance premium income

# CNP ASSURANCES: 8<sup>TH</sup> LARGEST EUROPEAN INSURER BY ASSETS, AND 16<sup>TH</sup> LARGEST WORLDWIDE



Source: Bloomberg, latest annual consolidated accounts of each company

# A VALUE-ADDING FINANCIAL INTERMEDIARY FOR POLICYHOLDERS LOOKING TO PROTECT THEMSELVES



## SAVINGS & PENSIONS

78% of Group Premiums  
96% of Group Reserves  
42% of Group EBIT<sup>(2)</sup>

Traditional<sup>(1)</sup>  
64% of Premiums

Unit-Linked<sup>(1)</sup>  
36% of Premiums

Eurocroissance<sup>(1)</sup>

## PERSONAL RISK & PROTECTION

22% of Group Premiums  
4% of Group Reserves  
58% of Group EBIT<sup>(2)</sup>

Term Creditor Insurance  
60% of Premiums

Protection  
26% of Premiums

P&C and Health  
14% of Premiums

(1) Traditional: guarantee of capital at any moment. Unit-Linked: no guarantee of capital. Eurocroissance: total or partial guarantee of capital after 8 years.

(2) EBIT excluding own-funds portfolios

# A LEADING POSITION IN FRANCE AND BRAZIL



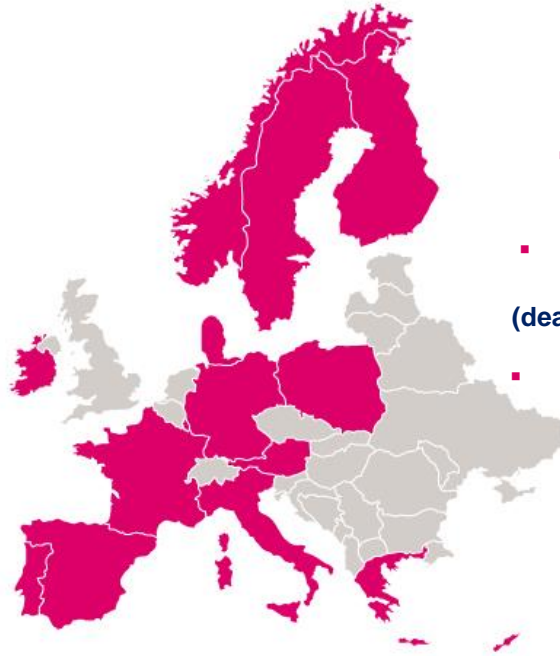
## Latin America

- Acquisition of Caixa Seguradora in July 2001
- Exclusive distribution agreement with the public bank Caixa Econômica Federal (CEF)
- 4<sup>th</sup> insurer in Brazil, 7.8% market share<sup>(1)</sup>
- Self-funded subsidiary with good cash generation (€162m of upstream dividends in 2016 after €177m in 2015)
- 1,241 employees



## France

- Market leader in France life, 16.0% market share<sup>(1)</sup>
- Significant market share of the term creditor insurance market (death & disability of the borrowers)
- Stable earnings and cash-flows
- 3,067 employees



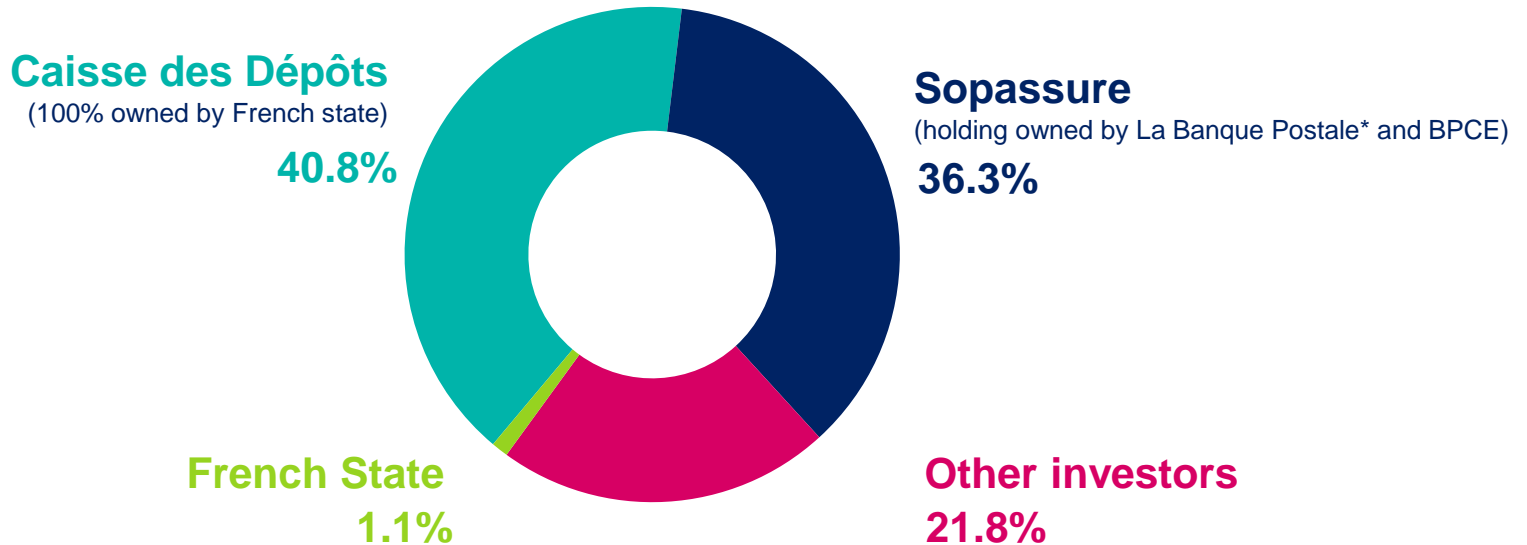
## Europe excluding France

- Footprint in Italy with CNP UniCredit Vita and Spain with CNP Partners
- Strong growth in term creditor insurance with CNP Santander in 10 European countries (Germany, Poland, Nordic countries, etc.)
- 727 employees

(1) Company data



## CNP ASSURANCES SHAREHOLDER BREAKDOWN



- Relations between Caisse des Dépôts, Sopassure and the French State continue to be governed by a shareholder agreement until 31 December 2019\*\*
- The position of Chairman of the Board of Directors is separated from that of CEO
- CNP Assurances Board of Directors: 41% of female directors, 24% of independant directors

*In % of share capital. Data as of December 31, 2016*

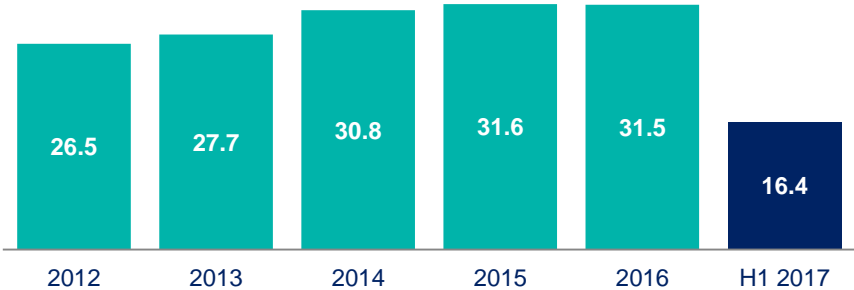
*\* Indirectly 100% owned by the French State and Caisse des Dépôts.*

*\*\* 66.7% of share capital is involved in the shareholder agreement.*

# RESILIENT FINANCIAL PERFORMANCE

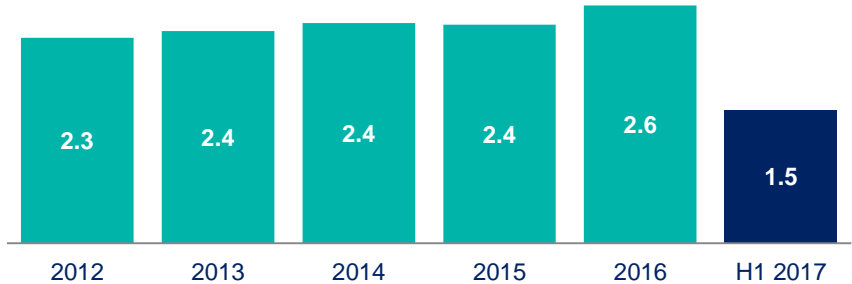
## Premium Income

(€bn)



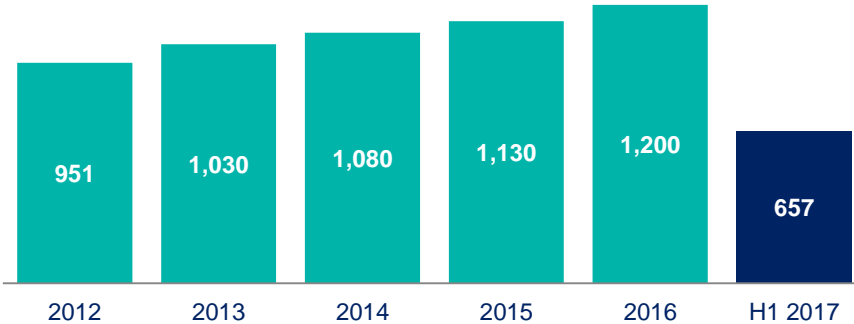
## EBIT

(€bn)



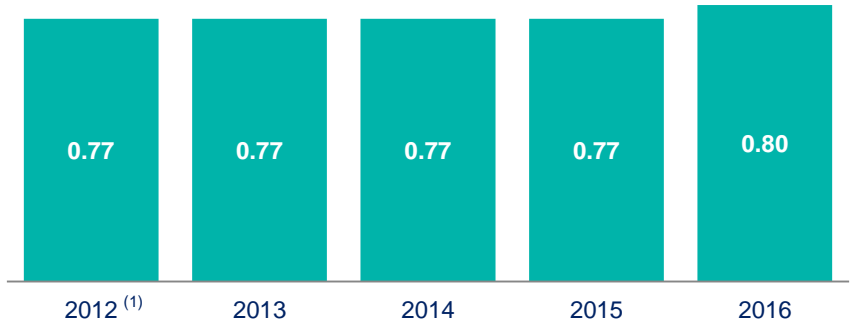
## Net Profit

(€m)



## Dividend per Share

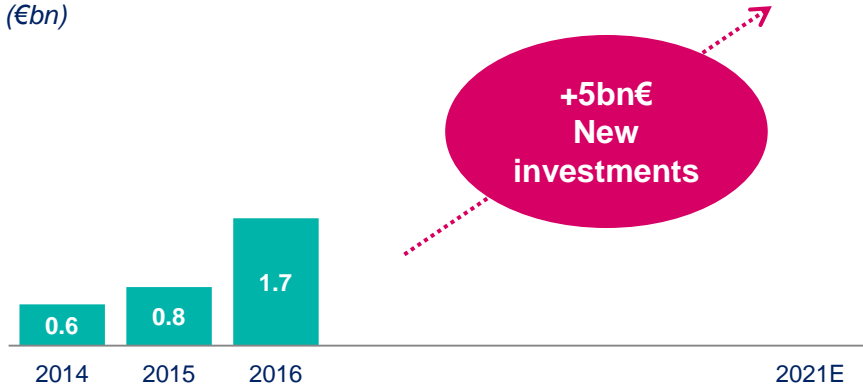
(€)



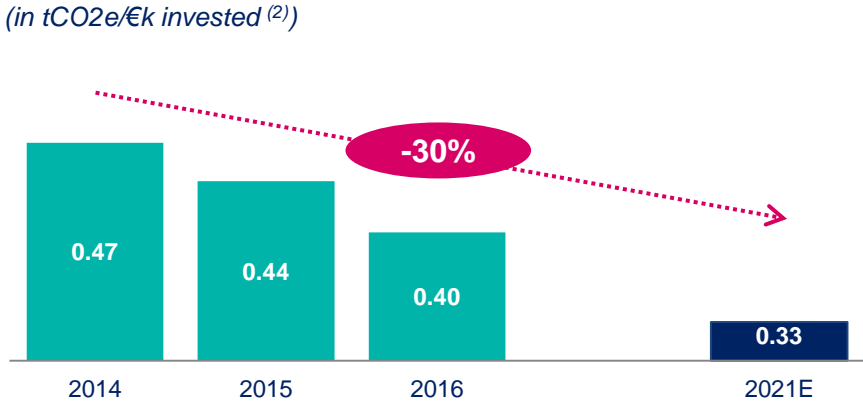
(1) Scrip dividend

# SELECTED CORPORATE SOCIAL RESPONSIBILITY INDICATORS

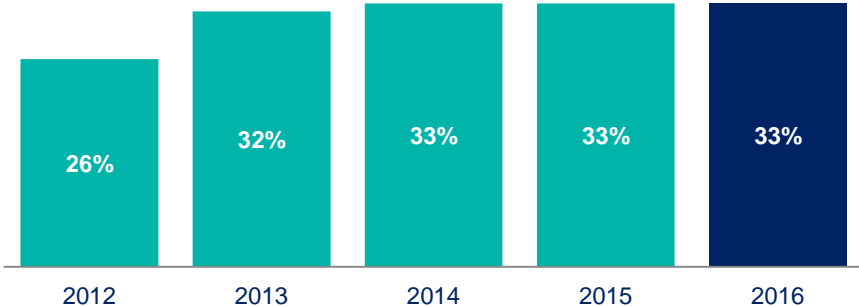
## Green investments volume (1)



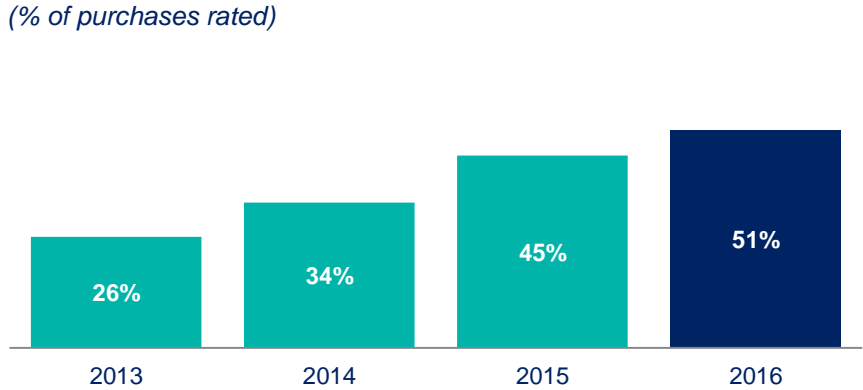
## Carbon footprint of the equity portfolio



## Proportion of female senior executives



## Evaluation of suppliers' CSR performance



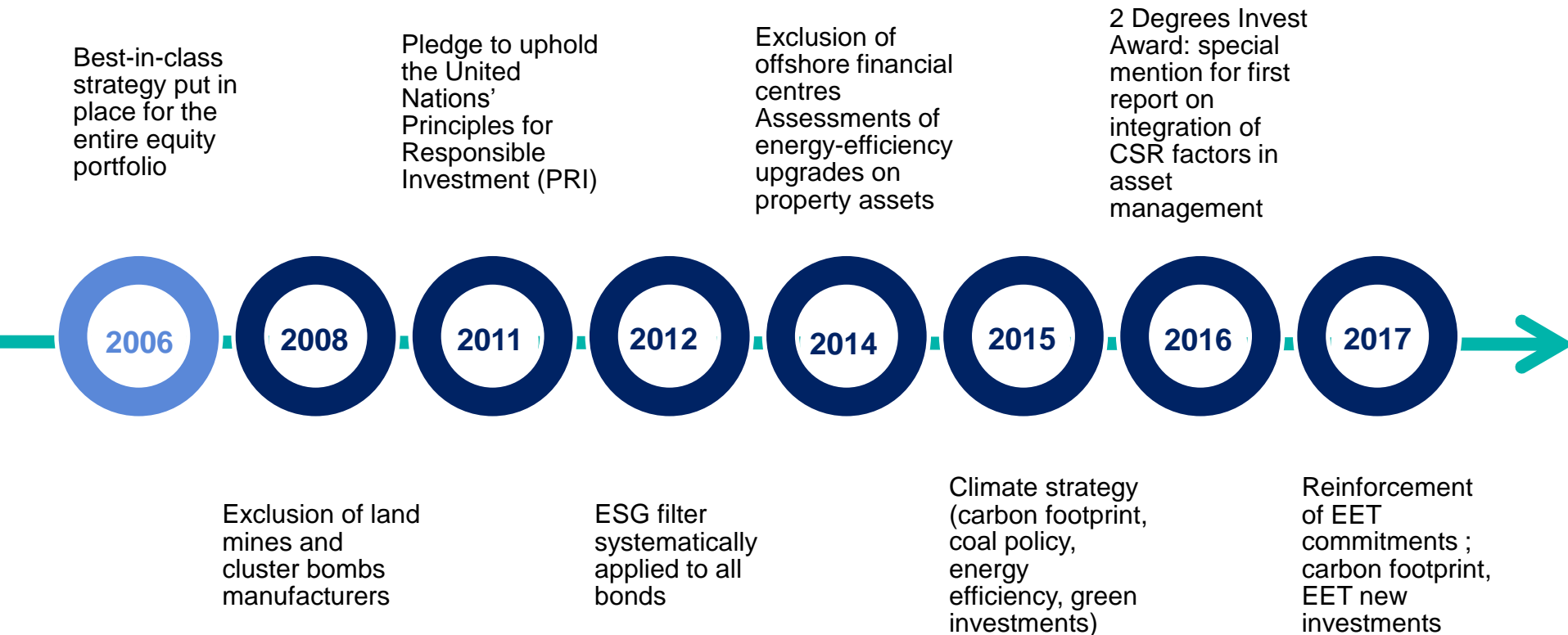
(1) Green bonds, renewable energy, etc.

(2) Tonnes of CO2 equivalent per thousand euros invested

**2.**

**Corporate social  
responsibility  
strategy and ratings**

# CNP ASSURANCES CSR COMMITMENT TIMELINE



➤ **The Sustainable Development Department (created in 2006) reports to a member of the Executive Committee since October 2017. It also reports to the Chief Executive Officer, the Board of Directors and the Chairman on its activities and objectives.**

## 4 PILLARS TO OUR CSR APPROACH

### Offer largely protection

- Promote access to insurance
- Design socially responsible products and services
- Better satisfy policyholders

### Contribute to a sustainable economy

- Be a responsible investor
- Be a responsible purchaser

### Be a responsible employer

- Develop skills in line with the Group's strategy
- Create a working environment that fosters well-being & performance
- Pursue a robust policy on gender equality in the workplace

### Foster a sustainable society and environment

- Optimize the environmental footprint of the Group employees
- Reduce the carbon and environmental impact of products
- Manage the local impact

- **CNP Assurances is acting as a value-adding financial intermediary for policyholders looking to protect themselves by minimizing their exposure to the risks of everyday life and for the economy by providing funding**

## EXAMPLES OF ACHIEVEMENTS

### Offer largely protection

- Term creditor insurance rejection rate is below 0.2%
- 157,000 unit-linked contracts deemed to be socially responsible investments

### Contribute to a sustainable economy

- €276 billion in assets managed by the Group under ESG criteria (up 4% vs. 2015)
- 30% reduction in CO<sub>2</sub> equivalent direct or indirect emissions target by 2021

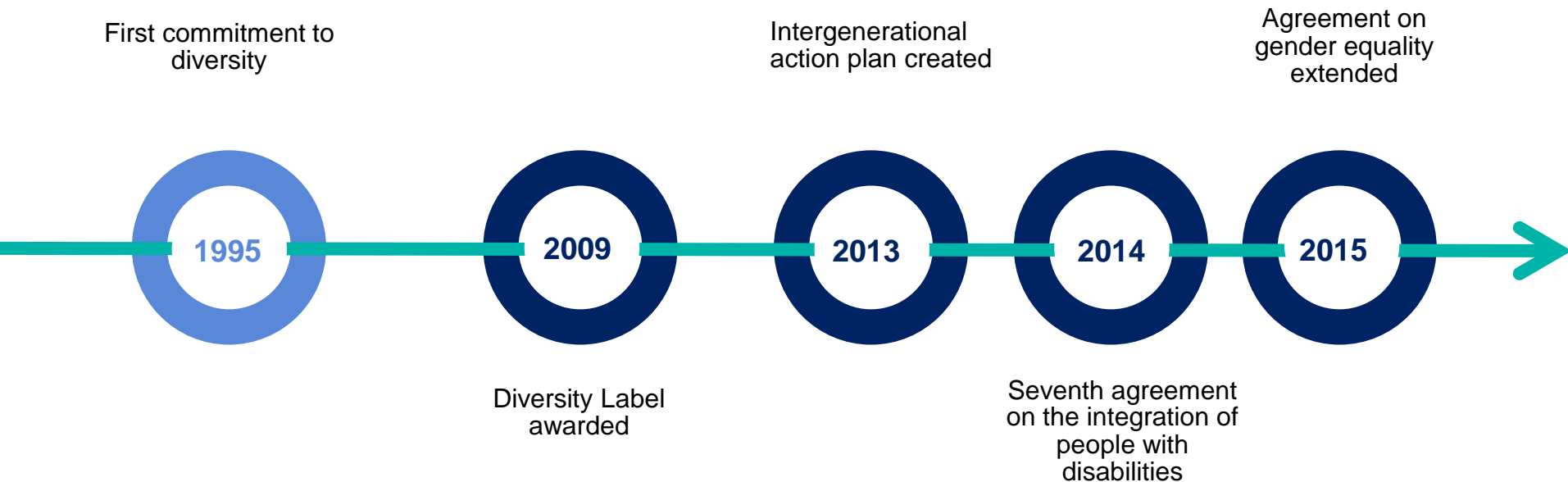
### Be a responsible employer

- 33% of female senior executives
- 7.4% of employees with disabilities

### Foster a sustainable society and environment

- 9% reduction in paper used for the Group's internal purposes in 2016
- €5.5 million donated to health, social inclusion and community research projects in 2016

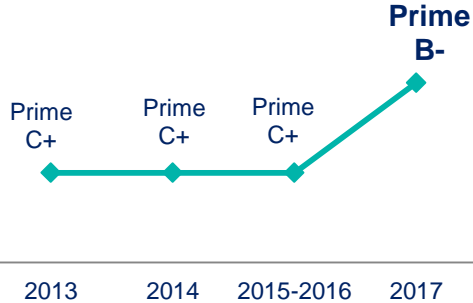
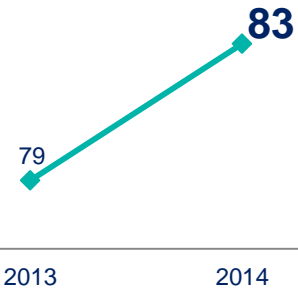
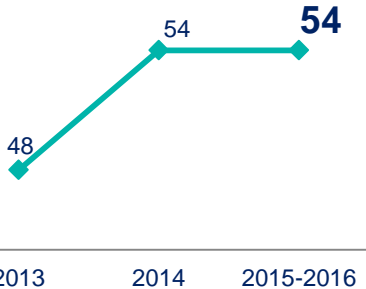
## FOCUS ON HUMAN RESOURCES: A ROBUST POLICY ON DIVERSITY



- ▶ In 2016, CNP Assurances rose from 8<sup>th</sup> (2015 ranking) to 2<sup>nd</sup> place in the annual list of French companies with the highest proportion of female executives (#1 within the insurance sector) published by the Ministry of Social Affairs, Health and Women's Rights, which highlights the most advanced companies in terms of gender equality.



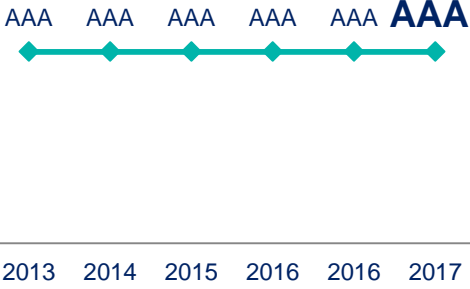
# EXTERNAL CSR EVALUATIONS: CNP ASSURANCES RANKS AMONG THE LEADING PLAYERS IN ITS SECTOR



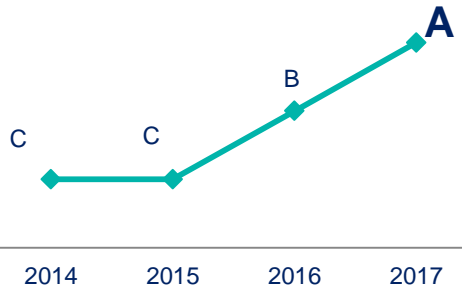
➤ #6 out of 42 European insurers

➤ #5 out of 94 insurers worldwide

➤ #1 out of 131 insurers worldwide



➤ Highest rating maintained over the years



➤ Continuous rating upgrade

# INCLUSION IN LEADING SRI INDEXES



Since 2010



Since the inception of the indices (2013)



Since 2012



FTSE4Good

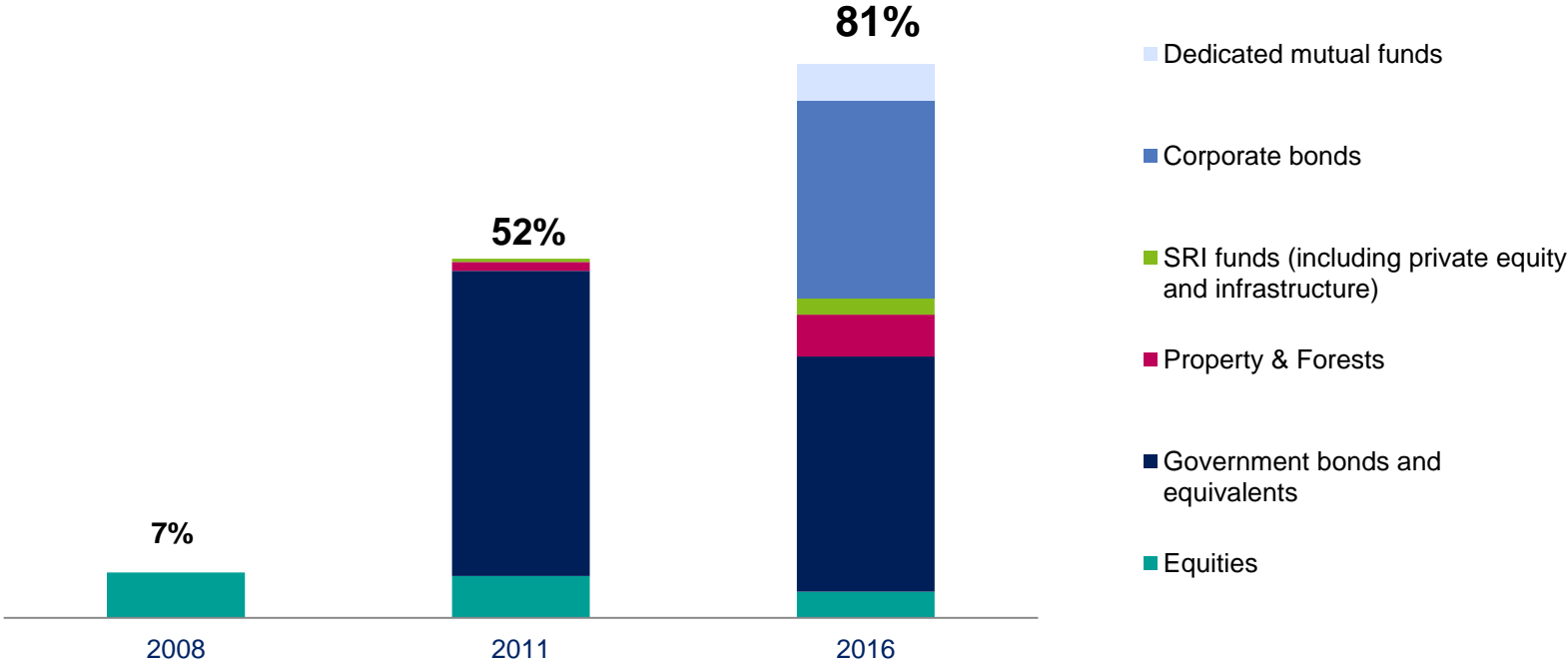
Since 2015

**3.**

**Responsible  
investment policy**

# CNP ASSURANCES' ESG SCREENING SIGNIFICANTLY ENLARGED TO A WIDER RANGE OF ASSET CLASSES SINCE 2008

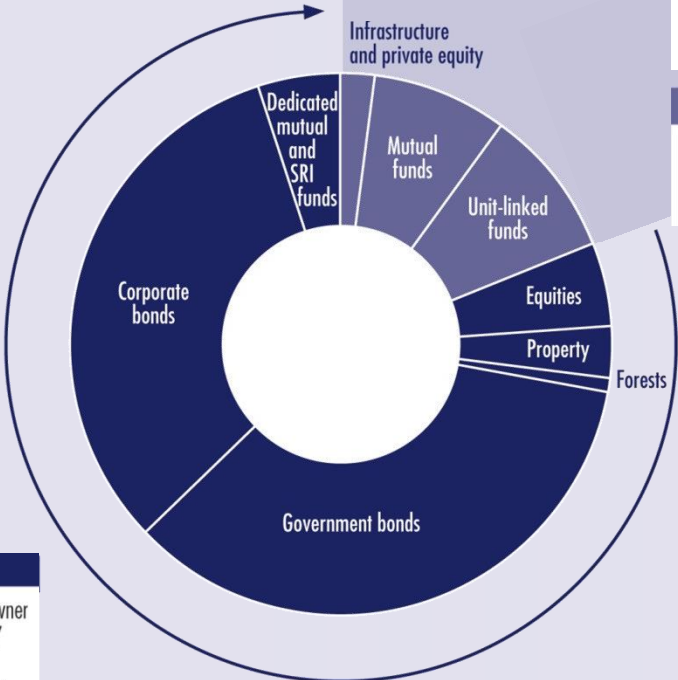
**% of assets managed under ESG criteria  
(as of end 2016)**



# CNP ASSURANCES' RESPONSIBLE INVESTMENT POLICY

**81%**  
OF INVESTMENTS  
ESG SCREENING

**19%**  
OF INVESTMENTS  
PARTIAL ESG  
SCREENING



**CORPORATE BONDS**

- Quarterly ESG ratings
- Exclusions or restrictions based on compliance with Global Compact principles
- Policy on coal and sensitive countries
- **€902m** in green bonds

**DEDICATED MUTUAL AND SRI FUNDS**

- Dedicated mutual funds:
  - Exclusion from portfolio or weighting limited based on compliance with Global Compact principles
  - Policy on coal and sensitive countries
- Non dedicated mutual funds:
  - SRI funds held in general asset portfolios (excluding unit-linked) total **€2.8 billion**, representing **10%** of the total mutual fund portfolio

**GOVERNMENT BONDS AND EQUIVALENTS**

- Excluded countries:
  - countries rated as “not free” and “partly free” by Freedom House
  - countries rated as “corrupt” by Transparency International
  - Tax havens, AML/CFT

**FORESTS**

- France’s **largest** private owner of woodland, with **54,077** hectares at end-2016
- ISO 9001 and PEFC-certified sustainable management by 50% subsidiary Société Forestière since 2003
- Objectives: safety, biodiversity, anticipate effects of climate change

**PROPERTY**

- Managed by specialised companies based on strict specifications, notably regarding the environment and safety
- Sustainable management charter with Icade, “Green appendices” included in master property management contracts and club deals
- Energy efficiency assessments for compliance with Grenelle II have been carried out on **143** fully owned property assets

**UNIT-LINKED FUNDS**

- **157,000** unit-linked contracts purchased by policyholders include SRI or themed funds. Portfolio: **€592m**

**OTHER MUTUAL FUNDS**

- Investigations into controversial weapons, tax havens and embargoes

**INFRASTRUCTURE AND PRIVATE EQUITY**

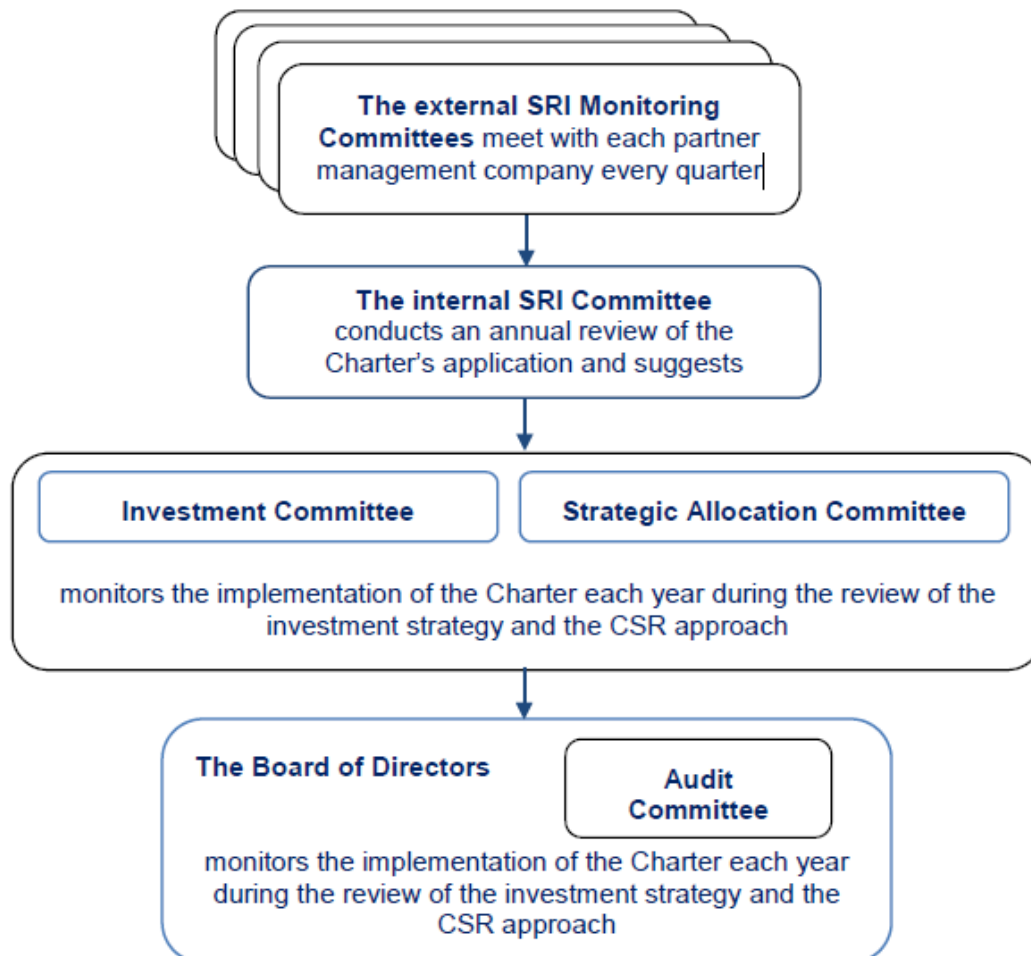
- Since 2010, ESG rating of private equity funds during due diligence
- Infrastructure funds required to submit ESG reports
- CNP Assurances invests in private equity funds that finance SMEs that have difficulty in raising equity capital and infrastructure funds invested in renewable energy, water treatment and waste treatment projects. Portfolio: **€970m**

**EQUITIES**

- **Best-in-class strategy**
  - Quarterly ESG screening with SRI analysts at Natixis AM since 2006 and LBPAM since 2009
  - If ESG screening reveals problems and discussions with the issuer are unproductive, further purchases may be halted or the existing holding may be sold
- **Vote at General Meetings**
  - Exclusion from portfolio or weighting limited based on compliance with Global Compact principles
  - Policy on coal and sensitive countries

Data as of year-end 2016

# GOVERNANCE OF THE SOCIALLY RESPONSIBLE INVESTMENT POLICY



➤ **The principles of action are set out in a charter, validated by all the relevant players**

➤ **All players are committed behind the Executive Management**

# A RESPONSIBLE INVESTOR CONTRIBUTING TO THE UNITED NATIONS 2°C CLIMATE OBJECTIVE



CNP Assurances commitments		Objectives	Objective achievement rate at end-2016
Reduce the carbon footprint of the portfolio of directly held listed equities		30% reduction by 2021 i.e. 0.33 tCO <sub>2</sub> e/€k invested <sup>(1)</sup>	<b>70% (based on 2015 objective <sup>(2)</sup>)</b>
EET investments (green bonds, renewable energy, etc.)	AUM : €1.6bn by 2017 New investments : €5bn by 2021		<b>AUM : Objective exceeded, raised to €3bn by 2018</b>
Reduce energy use by properties held in the portfolio		20% reduction by 2020	<b>68%</b>
Reduce exposure to thermal coal	No shares in companies that derive over 25% of revenue from thermal coal		<b>Objective met</b>

(1) Tons of CO<sub>2</sub> equivalent per thousand euros invested

(2) 20% reduction between 2014 and 2020

## A STRATEGY OF INVESTING IN THE REAL ECONOMY: 2016 ACHIEVEMENTS

### PRIVATE EQUITY

€0.9bn worth of new investments in 2016

*CNP Assurances is one of the world's 50 biggest investors in private equity*

*Investments to support companies operating in such sectors as healthcare and new technologies*

*Open CNP: a €100 m investment programme to support the growth of innovative start-ups*

### PROPERTY

€1.5bn worth of new investments in 2016

*Portfolio diversification, with a new focus on retirement homes and student housing, intermediate housing and healthcare establishments*

*Action to reduce energy use by properties held in the portfolio*

### INFRASTRUCTURE

€0.5bn worth of new investments in equities in 2016

*Investments in the energy sector, notably through the Méridiam Transition energy transition fund*

*In 2017, €1.1bn investment in RTE, in partnership with Caisse des Dépôts and EDF*

### PRIVATE DEBT

€1.5bn worth of new investments in 2016

*Investments in the wind and solar power, transport and telecoms sectors*

*Financing for SMEs and mid-caps to accelerate their growth*



## PUBLICATIONS AND CONTACTS



### 2016 Corporate Social Responsibility Report



### 2016 Sustainable Investment Report

➤ **More information on CNP Assurances' website:**  
**<http://www.cnp.fr/en/Our-commitments/RSE-indicators>**

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