



PRESS RELEASE

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Nortia and CNP Assurances launch Canopia, a new life insurance product

On 13 May 2015, Nortia, a life insurance broker, and CNP Assurances, France's leading personal insurer, unveiled Canopia, a new life insurance contract for the wealth management market.

The product was created under the partnership set up between CNP Assurances and Nortia in January 2015.

Developed by CNP Assurances and marketed exclusively by independent financial advisors (IFAs) accredited by Nortia, Canopia is firmly aimed at the wealth management market. For a minimum initial investment of €250,000, savers can choose between the CNP Patrimoine traditional fund and a wide selection of unit-linked funds such as UCITS, real estate funds and fixed-term structured products. The range of savings options will be extended soon with the addition of a dynamic fund.

Canopia offers a "mix and match" choice of management methods for each contract, including customer-led, discretionary and manager-guided.

It also offers the choice between an ordinary, indexed, ratchet or enhanced capital guarantee.

A version qualifying for the tax benefits available for "*contrats de capitalisation*" will be launched in June and an electronic signature system will be introduced in September.

Back-office processes have been outsourced to QIS - Quality Insurance Services, an innovative third-party life insurance administrator with 15 years' experience in managing premium products.

"Since 1994, Nortia has been designing and distributing innovative life insurance products for the wealth management market. This new partnership with CNP Assurances, France's leading personal insurer, is an opportunity for us to pursue our strategy and offer a new product to our IFA partners" said Vincent Dubois, Nortia's chief executive officer.

"CNP Assurances's strategy is based in part on selective distribution through high profile partners such as Nortia. With Canopia, Nortia's wealth management customers will be offered an innovative product to help them to build capital for their retirement or to pass on to the younger generations, or simply to diversify their savings" said Laurent Jumelle, director of the wealth management department at CNP Assurances.

About CNP Assurances

CNP Assurances is France's leading personal insurer with net profits of €1,080 million in 2014. The Group also has operations in other European countries and in Latin America, with a significant presence in Brazil. It has more than 28 million personal risk/protection insureds worldwide and more than 13 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'Épargne, 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).

About CNP Patrimoine

Created in 2014, CNP Patrimoine is the CNP Assurances entity dedicated to wealth management clients.

Backed by a multidisciplinary team (sales managers, actuaries, legal staff, product designers and experts, financial specialists, wealth management engineers, back and middle offices), CNP Patrimoine offers a comprehensive range of services to wealth management consultants and their clients. From designing customised products and managing contracts to providing advice on wealth-related insurance, CNP Patrimoine controls the entire value chain in upscale savings. CNP Patrimoine offers three forms of capital steering: mandated management, advisory free management, free management.

About Nortia

With over 20 years' experience in developing financial solutions, Nortia distributes innovative premium life insurance and savings contracts through a network of independent financial advisors.

Nortia rapidly forged a reputation for innovation and throughout its history has regularly upgraded the product offer to enable its IFA partners to benefit from the latest advances in the area of financial investments.

The company is also committed to developing innovative technological solutions to facilitate routine administrative processes. They include for example an electronic signature system to make it easier for partners and their customers to complete the necessary administrative formalities. Its achievements in this area earned Nortia the title of "Most Innovative Company" at the 2015 Wealth Management awards, and the 2015 "Oscar de l'Innovation" awarded by retail industry magazine LSA. Nortia's service offer for partner IFAs includes Legal, Financial, IT, Sales and Marketing and Communication advisory services.

Nortia is an independent company with 60 employees, a network of 450 active partner IFAs and a €2.3 billion portfolio measured in terms of technical reserves.

About QIS

QIS – Quality Insurance Services is an innovative third-party life insurance (savings and pensions) administrator. The company was set up in 2013 by a team of managers with 15 years' experience. The business has been developed in a favourable environment for the emergence of third-party life insurance administrators, an outsourcing option that is becoming the norm in the non-life segment.

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