

Unit-linked Sales by Region and by Partnership Centre/Subsidiary

	IFRS			French GAAP		
	2012	2011	% change	2012	2011	% change
<i>(in € millions)</i>						
La Banque Postale	471.8	539.7	- 12.6	473.6	542.3	- 12.7
Caisses d'Epargne	560.3	1,271.1	- 55.9	561.6	1,272.7	- 55.9
CNP Trésor	16.1	22.2	- 27.8	16.1	22.2	- 27.8
Other networks	3.2	5.8	- 44.2	3.4	5.8	- 41.5
TOTAL INDIVIDUAL UNIT-LINKED - FRANCE	1,051.6	1,838.9	- 42.8	1,054.8	1,843.2	- 42.8
Group unit-linked - France	21.4	24.9	- 14.2 %	243.4	121.6	+ 100.1
TOTAL FRANCE	1,072.9	1,863.8	- 42.4	1,298.2	1,964.8	- 33.9
CNP Vida	67.0	78.3	- 14.4	67.0	78.3	- 14.4
Caixa Seguros	1,731.9	1,578.1	+ 9.7	1,731.9	1,578.1	+ 9.7
CNP UniCredit Vita	381.2	702.1	- 45.7	601.5	985.9	- 39.0
CNP Laiki Insurance Holdings	58.7	68.6	- 14.6	59.1	77.8	- 24.0
CNP Europe	11.2	6.4	+ 76.8	11.2	6.4	+ 76.8
CNP BVP (Portugal-Spain-Italy)	39.0	141.9	- 72.5	141.3	215.2	- 36.7
TOTAL INTERNATIONAL	2,289.0	2,575.5	- 11.1	2,612.1	2,941.7	- 11.2
TOTAL UNIT-LINKED	3,361.9	4,439.3	- 24.3	3,910.2	4,906.5	- 20.3

Revenue by Insurance Category

<i>(in € millions)</i>	IFRS			French GAAP		
	2012	2011	% change	2012	2011	% change
Individual insurance	20,322.1	23,390.8	- 13.1	21,058.1	24,174.0	- 12.9
Group insurance	6,137.4	6,614.3	- 7.2	6,360.2	6,711.9	- 5.2
TOTAL	26,460.1	30,005.1	- 11.8	27,419.4	30,885.9	- 11.2

2012 Revenue by Country and by Business Segment

	Savings		Pensions		Personal Risk		Term Creditor Insurance		Health Insurance		Property & Casualty		TOTAL	
	2012	% chg.	2012	% chg.	2012	% chg.	2012	% chg.	2012	% chg.	2012	% chg.	2012	% chg.
<i>(in € millions) IFRS</i>														
France	15,501.3	- 14.2	1,497.6	2.7	1,425.7	- 1.0	2,581.1	4.7	481.8	9.0	0.0	n.m.	21,487.5	- 10.0
Italy ⁽¹⁾	1,237.5	- 29.8	16.6	0.8	4.2	- 41.2	116.0	- 57.8	0.0	n.m.	0.0	n.m.	1,374.3	- 33.4
Portugal ⁽²⁾	35.0	- 82.5	0.0	n.m.	1.1	n.m.	24.1	1.9	0.0	n.m.	0.0	n.m.	60.2	- 73.1
Other Europe ⁽³⁾	3.6	n.m.	49.1	n.m.	0.0	n.m.	3.0	n.m.	0.4	n.m.	5.7	n.m.	61.9	n.m.
Brazil	70.1	- 13.6	1,739.7	2.4	430.8	2.8	337.3	16.8	9.7	n.m.	289.3	5.0	2,876.9	4.1
Argentina	4.9	21.9	0.0	n.m.	10.1	32.2	38.1	90.4	0.0	n.m.	0.0	n.m.	53.1	67.6
Spain ⁽⁴⁾	255.5	15.1	52.8	-49.3	11.0	- 3.6	48.6	- 19.1	0.0	n.m.	0.0	n.m.	367.9	- 7.5
Cyprus	62.6	- 25.8	0.0	n.m.	21.7	- 31.8	0.8	- 88.0	22.2	- 2.1	69.7	7.3	176.9	- 15.9
Ireland	0.0	- 100	1.4	- 99.7	0.0	n.m.	0.0	n.m.	0.0	n.m.	0.0	n.m.	1.4	- 99.7
International	1,669.1	- 29.3	1,859.6	- 17.8	479.0	0.3	567.9	- 15.9	32.2	36.6	364.7	7.1	4,972.6	- 19.0
TOTAL	17,170.4	- 15.9	3,357.1	- 9.8	1,904.8	- 0.7	3,149.0	0.3	514.0	10.4	364.7	7.1	26,460.1	- 11.8

(1) CNP Italia branch, CNP UniCredit Vita, CNP BVP Italia

(2) CNP BVP Portugal

(3) Mainly Greece

(4) CNP España branch, CNP Vida and CNP BVP Spain

CNP UniCredit Vita Revenue by Business Segment

<i>(in € millions)</i>	IFRS		French GAAP	
	2012	% change	2012	% change
Savings	1,095.9	- 30.3	1,316.2	- 29.1
Pensions	16.6	+ 0.8	16.6	+ 0.8
Personal Risk	4.2	- 41.2	4.2	- 41.2
Term Creditor Insurance	43.6	- 57.8	43.6	- 57.8
TOTAL	1,160.3	- 31.7	1,380.6	- 30.4

Caixa Seguros Revenue by Business Segment

<i>(in BRL millions)</i>	IFRS		French GAAP	
	2012	% change	2012	% change
Savings	175.8	- 7.9	1,203.3	+ 3.8
Pensions	4,363.9	+ 9.6	4,363.9	+ 9.6
Personal Risk	1,080.7	+ 10.0	1,080.7	+ 10.0
Term Creditor Insurance	846.2	+ 24.6	846.2	+ 24.6
Property & Casualty	725.8	+ 12.2	725.8	+ 12.2
Health Insurance	24.2	n.m.	24.2	n.m.
TOTAL	7,216.6	+ 11.3	8,244.1	+ 10.6

CNP BVP Revenue by Business Segment

<i>(in € millions)</i>	IFRS		French GAAP	
	2012	% change	2012	% change
Savings	305.1	- 35.6	407.5	- 25.5
Pensions	46.0	- 50.6	46.0	- 50.6
Personal Risk	12.0	+ 3.7	12.0	+ 3.7
Term Creditor Insurance	65.1	- 56.2	65.1	- 56.2
TOTAL	428.2	- 41.1	530.5	- 33.7