

PRESS RELEASE

Quarterly indicators – First nine months of 2017

Attributable net profit up 4.6% to €926 million

HIGHLIGHTS

- **Strong €3.6 billion net inflow to unit-linked savings/pensions products and symmetrical €6.4 billion net outflow from traditional products, leading to a 13.8% growth in average net unit-linked technical reserves and a 1.6% dip in average net other technical reserves, reflecting a further improvement in the product mix across all regions**
- **Proportion of savings and pensions premiums represented by unit-linked contracts in France up to 20.4% from 15.0% in the year-earlier period**
- **Sharp rise in the APE margin to 19.0% (from 13.9% in 2016), reflecting an improved product mix and a more favourable economic environment**
- **EBIT up 13.4% (up 9.4% like-for-like⁽¹⁾) to €2,129 million**
- **Attributable net profit of €926 million, up 4.6% (up 1.8% like-for-like)**
- **Consolidated SCR coverage ratio of 199% (versus 193% at 30 June 2017)**

Frédéric Lavenir, CNP Assurances' Chief Executive Officer, said:

"Our indicators for the first nine months of 2017 attest to our Group's ability to refocus the business on higher margin products and improve operational efficiency while at the same time strengthening the solvency ratio."

The results indicators for the first nine months of 2017, on which CNP Assurances' Statutory Auditors do not provide an opinion, were reviewed by the Board of Directors at its meeting on 15 November 2017. This press release includes a certain number of alternative performance measures (APMs). These APMs and their calculation method are presented in the Investor/Analyst section of the CNP Assurances website www.cnp.fr/en/Investor-Analyst (2017 Results).

(1) Average exchange rates:

First nine months of 2017: Brazil: €1 = BRL 3.54; Argentina: €1 = ARS 18.13

First nine months of 2016: Brazil: €1 = BRL 3.96; Argentina: €1 = ARS 16.24

In the like-for-like comparatives, the contribution of Arial CNP Assurances (France) has been excluded from the figures for 2017.

1. Premium income and APE margin for the first nine months of 2017

Consolidated premium income for the period came to €23.8 billion, down 2.0% (down 3.7% like-for-like) versus the first nine months of 2016.

In France, premium income declined 9.8% to €17.1 billion.

Savings and pensions premium income contracted by 12.9% to €13.7 billion, after underwriting of new Caisses d'Épargne savings and pensions business was discontinued in the fourth quarter of 2016. Under the new distribution agreements with BPCE, CNP Assurances reinsures 40% of new savings and pensions contracts sold by Natixis Assurances in the Caisses d'Épargne network between 2016 and 2019. The related inward reinsurance premiums included in premium income for the first nine months of 2017 amounted to €1.1 billion. Premium income from unit-linked contracts continued to rise, representing 20.4% of the total in the first nine months of 2017 (versus 15.0% in the year-earlier period). The trend was supported by marketing campaigns designed to encourage policyholders to transfer their savings to products with a lower solvency capital requirement. During the first nine months of 2017, €2.4 billion was transferred, of which 28% was invested in unit-linked and *Eurocroissance* products, with transfers to *Eurocroissance* products alone coming to €121 million. All told, savings and pensions net new money reflected a €1.7 billion net inflow to unit-linked contracts and a €6.0 billion net outflow from traditional products.

Premium income from personal risk and protection business rose 4.6% to €3.4 billion.

The APE margin rose sharply to 15.9% (from 10.0% in 2016), reflecting an improved product mix and a more favourable economic environment.

In Latin America, all market segments contributed to the 55.7% surge in premium income (+ 39.4% like-for-like) to €3.9 billion.

Savings and pensions premium income soared 85.7% (up 66.0% like-for-like). Caixa Seguradora continued to outperform the Brazilian pensions market, lifting its market share to 8.0% from 5.9% in 2016. Unit-linked contracts accounted for 98.3% of total savings and pensions premiums versus 97.7% in the year-earlier period. Total savings and pensions net inflows came to €1.4 billion, a threefold increase that was almost entirely attributable to unit-linked sales.

Premium income from personal risk and protection business climbed 18.8% (up 6.7% like-for-like), led by term creditor insurance for consumer and home loans and by personal risk insurance.

The APE margin remained high at 27.6% (versus 29.1% for the whole of 2016).

In Europe excluding France, premium income totalled €2.7 billion, a level virtually unchanged (down 1.2%) compared with the first nine months of 2016.

Savings and pensions premium income contracted by 5.1% as CNP UniCredit Vita and CNP Partners continued to successfully refocus the product mix on unit-linked contracts. Reflecting this strategy, the proportion of total savings and pensions premiums represented by unit-linked contracts rose to 75.7% in the first nine months of 2017 from 54.5% in the year-earlier period, while the €0.6 billion net inflow to unit-linked contracts more than offset the €0.5 billion net outflow from traditional products.

Premium income from personal risk and protection business rose 12.1%, thanks to a 16% growth at CNP Santander led by strong performances in Germany, the Nordic countries, Spain and Poland.

An improved product mix drove a sharp rise in APE margin to 22.8% from 19.3% for the whole of 2016.

Average net technical reserves for the Group grew by €1.5 billion (up 0.5%) to €309.7 billion from €308.1 billion in the first nine months of 2016, reflecting a €5.8 billion (up 13.8%) increase in unit-linked technical reserves to €47.8 billion and a €4.3 billion (down 1.6%) decline in other technical reserves to €261.9 billion.

2. Nine-month 2017 results indicators

Net insurance revenue (NIR) for the first nine months of 2017 came to €2,196 million, up by a strong 12.6% (up 8.5% like-for-like).

In France, net insurance revenue rose 10.7% to €1,217 million, led mainly by the personal risk and protection segment which benefited from the slower reduction in regulatory discount rates, higher premium income and an improvement in the combined ratio.

In Latin America, net insurance revenue came to €784 million, an increase of 16.5% (up 4.6% like-for-like) that reflected ongoing good momentum in the personal risk and protection business and sharply higher technical reserves in the pensions business.

In Europe excluding France, net insurance revenue rose by 9.8% to €196 million, led by robust growth in CNP Santander's personal risk and protection business and the increased contribution from CNP UniCredit Vita.

Revenue from own-funds portfolios totalled €602 million, representing a period-on-period increase of 5.1% (up 3.6% like-for-like). In Brazil, the negative impact of sharply lower interest rates⁽²⁾ on revenue from own-funds portfolios was offset by the positive effect of the higher average exchange rate for the Brazilian real.

Total revenue rose 10.9% (up 7.4% like-for-like) to €2,798 million.

Administrative expenses amounted to €669 million, up 3.7% (up 1.5% like-for-like).

The cost/income ratio improved by 2.6 points compared with the first nine months of 2016, coming in at 30.5%.

At €2,129 million, **EBIT** was up 13.4% and 9.4% like-for-like. CNP Assurances confirms its objective of delivering significantly more than 5% organic EBIT growth in 2017 compared with the 2016 baseline.

Attributable net profit came to €926 million, an increase of 4.6% (up 1.8% like-for-like).

IFRS net asset value was €16.1 billion at 30 September 2017, representing €23.41 per share compared to €22.97 at 31 December 2016.

The consolidated SCR coverage ratio rose to 199% at 30 September 2017 from 193% at 30 June 2017, reflecting the financial markets' growth during the period and the continuing shift in product mix towards unit-linked contracts.

(2) The Brazilian central bank gradually cut its base rate from 14.25% at 30 September 2016 to 8.25% at 30 September 2017 (the base rate was 14.25% at 30 September 2016).

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change (reported)	% change (like-for-like)
Premium income	23,834	24,332	-2.0	-3.7
Average net technical reserves	309,670	308,130	+0.5	-
Total revenue	2,798	2,523	+10.9	+7.4
Net insurance revenue (NIR), of which:	2,196	1,951	+12.6	+8.5
France	1,217	1,099	+10.7	+10.7
Latin America	784	673	+16.5	+4.6
Europe excluding France	196	178	+9.8	+9.8
Revenue from own-funds portfolios	602	572	+5.1	+3.6
Administrative costs, of which:	669	645	+3.7	+1.5
France	434	441	-1.7	-1.7
Latin America excluding Youse	127	109	+16.1	+5.4
Youse	27	15	n.m.	n.m.
Europe excluding France	82	80	+2.5	+2.5
Earnings before interest and taxes (EBIT)	2,129	1,878	+13.4	+9.4
Finance costs	(194)	(179)	+8.4	+8.4
Income tax expense	(691)	(637)	+8.4	+3.8
Non-controlling and equity-accounted interests	(250)	(205)	+22.2	+11.4
Fair value adjustments and net gains (losses)	158	108	n.m.	n.m.
Non-recurring items	(226)	(79)	n.m.	n.m.
Attributable net profit	926	886	+4.6	+1.8

APPENDICES

Premium income by country

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change (reported)	% change (like-for-like)
France	17,148.2	19,020.6	-9.8	-9.8
Brazil	3,906.1	2,492.1	+56.7	+40.1
Italy	2,044.2	2,138.5	-4.4	-4.4
Germany	345.9	312.5	+10.7	+10.7
Spain	153.1	154.9	-1.2	-1.2
Cyprus	104.0	102.1	+1.9	+1.9
Poland	49.6	41.3	+20.2	+20.2
Argentina	31.4	36.7	-14.6	-4.6
Norway	16.7	6.1	+174.4	+174.4
Denmark	12.6	9.2	+36.9	+36.9
Austria	8.4	5.2	+60.5	+60.5
Portugal	4.8	5.7	-15.3	-15.3
Other International	8.4	7.0	+21.1	+21.1
Total International	6,685.4	5,311.4	+25.9	+18.1
Total	23,833.6	24,332.0	-2.0	-3.7

Premium income by segment

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change (reported)	% change (like-for-like)
Savings	14,916.5	16,996.4	-12.2	-12.3
Pensions	3,435.8	2,294.4	+49.7	+37.9
Personal risk insurance	1,406.6	1,408.1	-0.1	-3.5
Term creditor insurance	3,333.4	2,977.4	+12.0	+10.2
Health insurance	448.1	403.9	+11.0	+8.4
Property & casualty	293.2	251.8	+16.4	+5.7
Total	23,833.6	24,332.0	-2.0	-3.7

Premium income by country and by segment

9 months 2017							
<i>(in € millions)</i>	Savings	Pensions	Personal risk insurance	Term creditor insurance	Health insurance	Property & casualty	Total
France	12,831.2	874.7	912.8	2,199.7	329.8	0.0	17,148.2
Brazil	36.8	2,549.6	460.4	508.5	95.9	254.9	3,906.1
Italy	1,920.3	9.8	11.8	102.3	0.0	0.0	2,044.2
Germany	0.0	0.0	0.0	345.9	0.0	0.0	345.9
Spain	86.9	1.7	0.3	64.2	0.0	0.0	153.1
Cyprus	36.1	0.0	8.7	0.0	22.3	37.0	104.0
Poland	0.0	0.0	0.0	49.6	0.0	0.0	49.6
Argentina	4.3	0.0	12.5	13.4	0.0	1.1	31.4
Norway	0.0	0.0	0.0	16.7	0.0	0.0	16.7
Denmark	0.0	0.0	0.0	12.6	0.0	0.0	12.6
Austria	0.0	0.0	0.0	8.4	0.0	0.0	8.4
Portugal	0.0	0.0	0.0	4.8	0.0	0.0	4.8
Other International	0.9	0.0	0.0	7.1	0.2	0.2	8.4
Total International	2,085.3	2,561.1	493.7	1,133.7	118.3	293.2	6,685.4
Total	14,916.5	3,435.8	1,406.6	3,333.4	448.1	293.2	23,833.6

Premium income by region and by partner/subsidiary

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change
La Banque Postale	7,010.1	6,726.0	+4.2
BPCE ⁽¹⁾	6,259.1	8,428.0	-25.7
Companies and local authorities	1,297.4	1,301.6	-0.3
Financial institutions	1,137.1	1,100.7	+3.3
CNP Patrimoine	661.4	650.9	+1.6
Mutual insurers	427.2	424.7	+0.6
Amétis	250.3	312.2	-19.8
Other France	105.6	76.6	+38.0
Total France	17,148.2	19,020.6	-9.8
Caixa Seguradora (Brazil)	3,906.1	2,492.1	+56.7
CNP UniCredit Vita (Italy)	1,892.2	2,030.9	-6.8
CNP Santander Insurance (Ireland)	507.1	437.0	+16.0
CNP Partners (Spain)	206.3	171.8	+20.1
CNP Cyprus Insurance Holdings (Cyprus)	105.9	104.1	+1.7
CNP Assurances Compañía de Seguros (Argentina)	31.4	36.7	-14.6
Other International	36.4	38.6	-6.0
Total International	6,685.4	5,311.4	+25.9
Total	23,833.6	24,332.0	-2.0

- (1) The writing of new Savings/Pensions business was transferred gradually to Natixis Assurances between January and October 2016. The full-year impact on CNP Assurances' savings and pensions premiums of the loss of Caisses d'Epargne new business will be visible in 2017. In term creditor insurance, on 1 January 2016, Banques Populaires and Crédit Foncier began distributing contracts underwritten by CNP Assurances for 66% and by Natixis Assurances for 34%.

**Unit-linked sales
by region and by partner/subsidiary**

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change
La Banque Postale	1,075.0	911.4	+17.9
BPCE ⁽¹⁾	1,353.8	1,153.7	+17.3
CNP Patrimoine	266.8	208.8	+27.8
Amétis	72.7	59.1	+23.0
Other France	21.7	19.9	+9.0
Total Unit-linked France	2,790.1	2,352.9	+18.6
Caixa Seguradora (Brazil)	2,546.9	1,362.9	+86.9
CNP UniCredit Vita (Italy)	1,436.2	1,103.9	+30.1
CNP Partners (Spain)	83.6	42.0	+98.8
CNP Cyprus Insurance Holdings (Cyprus)	35.6	34.7	+2.6
Other International	0.0	0.1	n.m.
Total Unit-linked International	4,102.4	2,543.7	+61.3
Total Unit-linked	6,892.4	4,896.6	+40.8

- (1) The writing of new Savings/Pensions business was transferred gradually to Natixis Assurances between January and October 2016. The full-year impact on CNP Assurances' savings and pensions premiums of the loss of Caisses d'Épargne new business will be visible in 2017.

**Unit-linked sales as a proportion of savings/pensions premiums
by region**

9 months 2017				
<i>(in € millions)</i>	Savings/Pensions	o/w Unit-linked	o/w Traditional	% Unit-linked
France	13,705.9	2,790.1	10,915.8	20.4
Latin America	2,590.8	2,546.9	43.9	98.3
Europe excluding France	2,055.6	1,555.5	500.2	75.7
Total	18,352.3	6,892.4	11,459.9	37.6

Caixa Seguradora premium income by segment in BRL

<i>(in BRL millions)</i>	9 months 2017	9 months 2016	% change
Savings	137.3	103.3	+32.9
Pensions	9,013.3	5,401.4	+66.9
Personal risk insurance	1,627.6	1,615.0	+0.8
Term creditor insurance	1,797.8	1,489.3	+20.7
Health insurance	338.9	405.8	-16.5
Property & casualty	901.0	844.3	+6.7
Total	13,815.9	9,859.1	+40.1

CNP UniCredit Vita premium income by segment

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change
Savings	1,819.5	1,960.1	-7.2
Pensions	9.8	9.8	-0.4
Personal risk insurance	11.5	9.6	+20.5
Term creditor insurance	51.4	51.4	-0.1
Total	1,892.2	2,030.9	-6.8

CNP Santander Insurance premium income by country

<i>(in € millions)</i>	9 months 2017	9 months 2016	% change
Germany	346.0	312.5	+10.7
Spain	44.1	34.5	+27.6
Poland	49.6	41.3	+20.2
Italy	23.1	23.0	+0.5
Norway	16.7	6.1	+174.4
Denmark	12.6	9.2	+36.9
Austria	8.4	5.2	+60.5
Sweden	4.0	3.1	+29.1
Finland	2.6	2.0	+28.5
Total	507.1	437.0	+16.0

INVESTOR CALENDAR

- 2017 premium income and profit: Thursday, 22 February 2018 at 7:30 a.m.
- Annual General Meeting: Friday, 27 April 2018 at 2:30 p.m.
- First-quarter 2018 results indicators: Wednesday, 16 May 2018 at 7:30 a.m.
- First-half 2018 premium income and profit: Monday, 30 July 2018 at 7:30 a.m.
- Nine-month 2018 results indicators: Friday, 16 November 2018 at 7:30 a.m.

This press release, along with all of CNP Assurances' regulated information published in accordance with Article L.451-1-2 of the French Monetary and Financial Code and Articles 222-1 et seq. of the Autorité des Marchés Financiers' General Regulations, is available on the Group's investor information website www.cnp.fr/en/investor-analyst.

About CNP Assurances

CNP Assurances is France's leading personal insurer with net profit 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'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 organisations, and banks, in Europe and Latin America.

CNP Assurances has been listed on the first market of the Paris Stock Exchange since October 1998 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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