## CORPORATE SOCIAL RESPONSIBILITY PRESENTATION

### January 2020

insuring all our futures

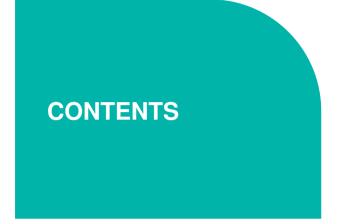


### Disclaimer

Some of the statements contained in this presentation may be forward-looking statements referring to projections, future events, trends or objectives that, by their very nature, involve inherent risks and uncertainties that may cause actual results to differ materially from those currently anticipated in such statements. These risks and uncertainties may concern factors such as changes in general economic conditions and financial market performance, legal or regulatory decisions or changes, changes in the frequency and amount of insured claims, changes in interest rates and foreign exchange rates, changes in the policies of central banks or governments, legal proceedings, the effects of acquisitions and divestments, and general factors affecting competition. Further information regarding factors which may cause results to differ materially from those projected in forward-looking statements is included in CNP Assurances' filings with the Autorité des Marchés Financiers. CNP Assurances does not undertake to update any forward-looking statements presented herein to take into account any new information, future event or other factors.

Certain prior-period information may be reclassified on a basis consistent with current year data. The sum of the amounts presented in this document may not correspond exactly to the total indicated in the tables and the text. Percentages and percentage changes are calculated based on unrounded figures and there may be certain minor differences between the amounts and percentages due to rounding. CNP Assurances' final solvency indicators are submitted post-publication to the insurance supervisor and may differ from the explicit and implicit estimates contained in this document.

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.



- 1. CNP Assurances at a Glance
- 2. Our Corporate Social Responsibility Strategy
- 3. Our Responsible Investment Policy
- 4. Our Contribution for Climate



## CNP Assurances at a Glance

## KEY INVESTMENT HIGHLIGHTS

MARKET LEADERSHIP

# 2 in France <sup>(1)</sup>

# 3 in Brazil<sup>(1)</sup>

#### SOLID GROWTH PROSPECTS

Renewal of main partnerships both in Europe and Latin America Geographic diversification across Europe and Latin America

#### **RESILIENT FINANCIAL PERFORMANCE**

Continuously delivering profits and paying stable or growing dividends since IPO in 1998 Low guaranteed yield across French savings liabilities of 0.24% at end June 2019



#### **BEST IN CLASS' EFFICIENCY**

2<sup>nd</sup> most efficient European life insurer (administrative expense ratio) <sup>(2)</sup>

Operational Excellence Programme : as of end -2018, recurring reduction in the cost base of €78m

#### **FINANCIAL STRENGTH**

169% Group SCR coverage ratio at 30 June 2019 (standard formula without transitional measures) A1/A financial strength rating assigned by Moody's/S&P (both with stable outlook)

#### DIGITAL TRANSFORMATION FIRMLY BEDDED IN

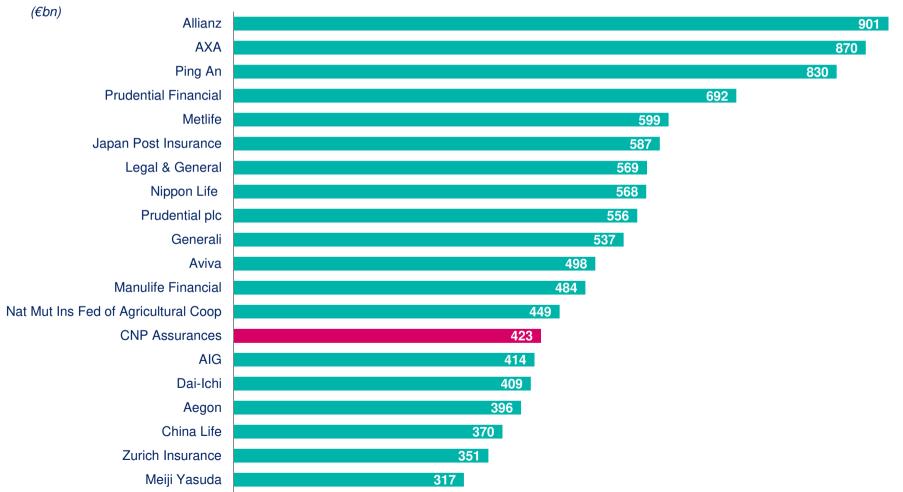
Simplified policyholder and partner experience

Many innovative solutions deployed

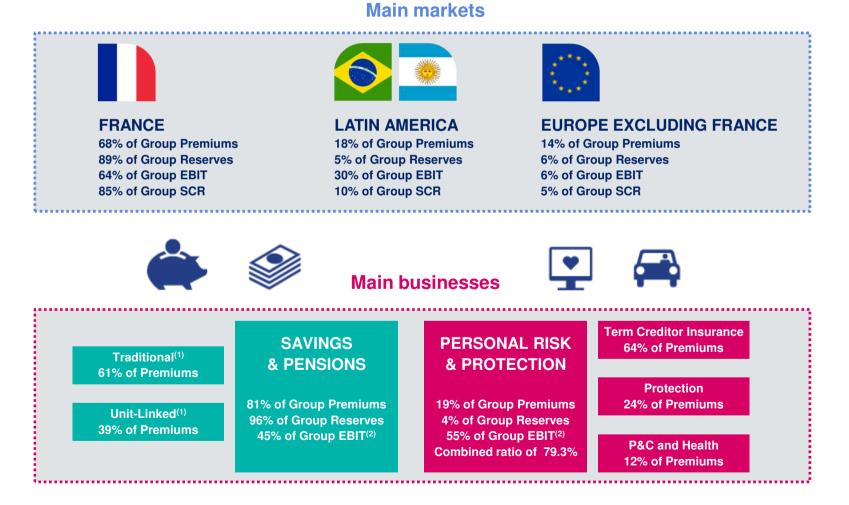
(2) Source: HSBC European Insurance Cost-cutting Calculator (November 2017)

## CNP ASSURANCES: 7<sup>TH</sup> LARGEST EUROPEAN INSURER BY ASSETS, AND 14<sup>TH</sup> LARGEST WORLDWIDE

**TOTAL ASSETS** 



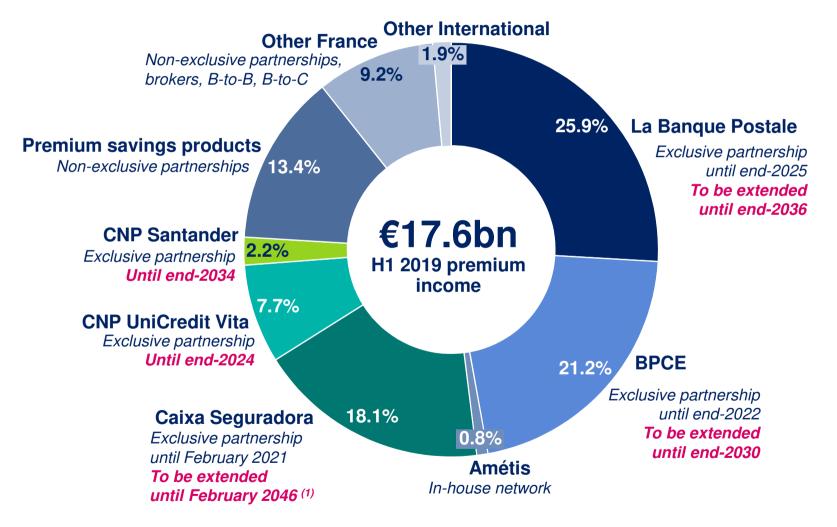
## DIVERSIFIED FRANCHISE & BUSINESS MIX



At 30 June 2019

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

## MULTI-PARTNER MODEL'S SUSTAINABILITY CONFIRMED



## 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)
- 3<sup>rd</sup> insurer in Brazil, 11% market share<sup>(1)</sup>

 Self-funded subsidiary with good cash generation: €180m of upstream dividends in 2018 after €206m in 2017<sup>(2)</sup>



 Market leader in France life, 12% market share<sup>(1)</sup>

 Significant market share of the term creditor insurance market (death & disability of the borrowers)

Stable earnings and cash-flows



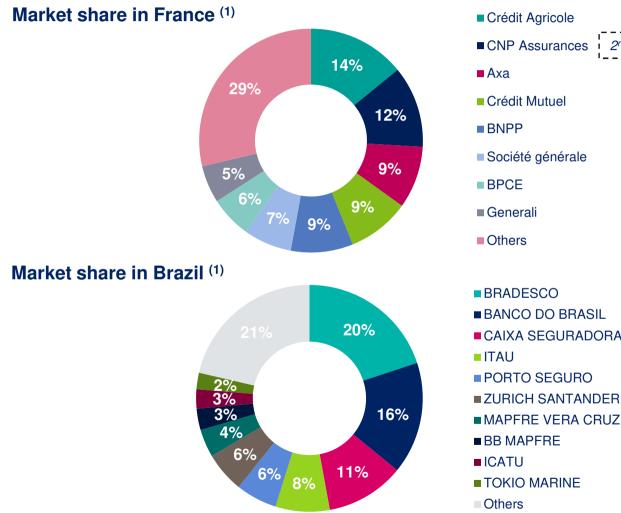
#### **EUROPE EXCLUDING FRANCE**

 Strong growth in term creditor insurance with CNP Santander in 12 European countries (Germany, Poland, Nordic countries, etc.)

 Footprint in Italy with CNP UniCredit Vita, Spain with CNP Partners and Luxemburg with CNP Luxembourg

- (1) In terms of insurance premium income
- (2) Dividends from Brazilian entities have been transfered to a local subsidiary (CNP Participações fully owned by CNP Assurances) since 2016 representing a cumulated amount of BRL2.2bn

## STRONG MARKET SHARES IN FRANCE AND BRAZIL





- BPCE
- Generali
- Others

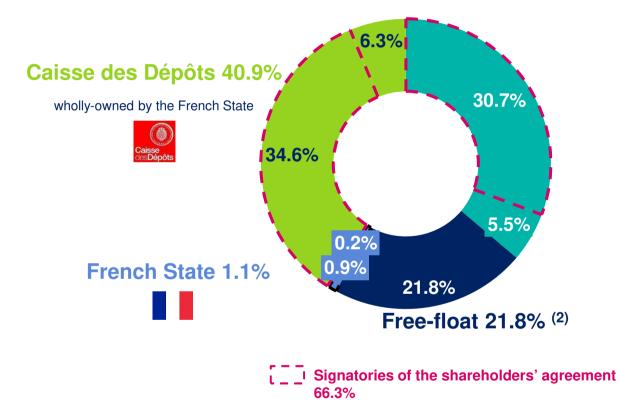
BRADESCO

BANCO DO BRASIL CAIXA SEGURADORA

3rd insurer in Brazil

(1) In terms of insurance premium income

## CNP ASSURANCES CURRENT OWNERSHIP STRUCTURE



#### Sopassure 36.3%

50.02%-owned by La Banque Postale <sup>(1)</sup> and 49.98% by BPCE



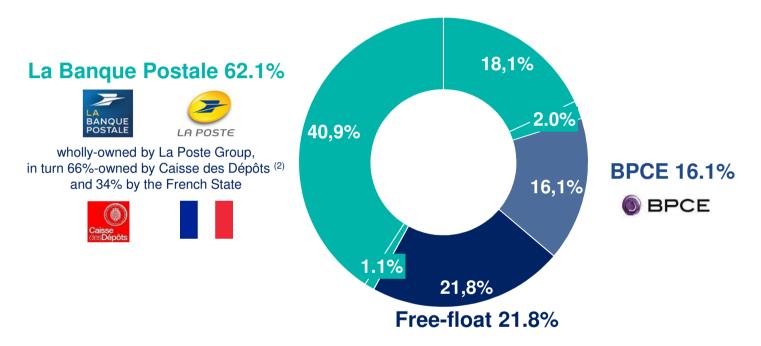
Relations between Caisse des Dépôts, Sopassure and the French State are governed by a shareholders' agreement until 31 December 2019

(2) Institutional shareholders: 18.1% (of which North America 7.3%, United Kingdom and Ireland 4.3%, Continental Europe excluding France 3.9%, France 1.4%, 11 rest of the world 1.2%); individual shareholders: 1.1%; Other: 2.6%

At 31 December 2018.

<sup>(1)</sup> Wholly-owned by La Poste Group, which in turn is 73.7%-owned by the French State and 26.3% by Caisse des Dépôts

## CNP ASSURANCES TARGET OWNERSHIP STRUCTURE <sup>(1)</sup>



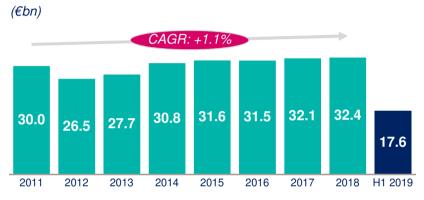
- Caisse des Dépôts would acquire control of La Poste by contributing its CNP Assurances shares to La Poste in exchange for La Poste shares. The CNP Assurances shares would immediately be contributed by La Poste to La Banque Postale, which would become CNP Assurances' new majority shareholder.
- **BPCE** would remain a shareholder, with 16.1% of CNP Assurances' capital.
- CNP Assurances would continue to be listed on the stock exchange, with a free-float of approximately 21.8%.

(1) Subject to completion of the transaction and regulatory approvals

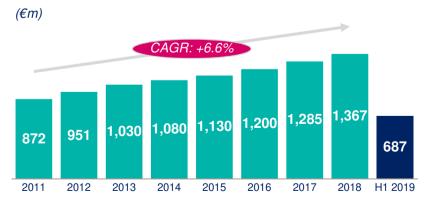
(2) Wholly-owned by the French State

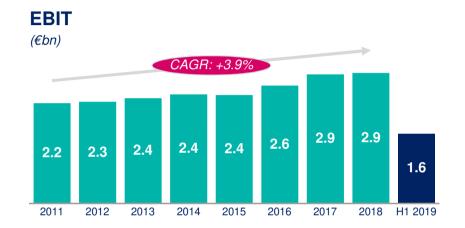
## SOLID FINANCIAL PERFORMANCE

#### **PREMIUM INCOME**



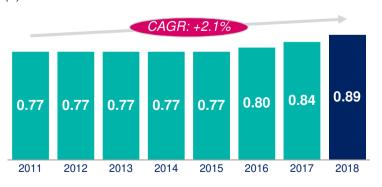
**NET PROFIT** 





**DIVIDEND PER SHARE** 

(€)



## **ROBUST BALANCE SHEET**

#### POLICYHOLDER SURPLUS RESERVE<sup>(1)</sup>

(€bn, % of French technical reserves)

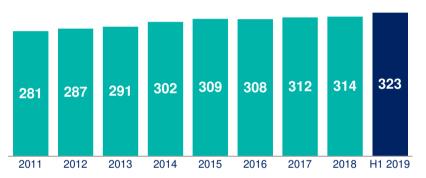


#### CONSOLIDATED SCR COVERAGE RATIO

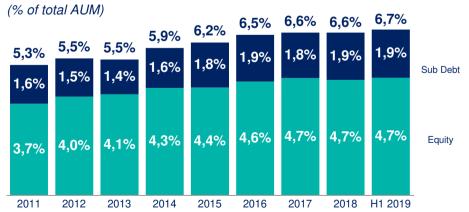


#### NET TECHNICAL RESERVES<sup>(1)</sup>

(€bn)



#### IFRS EQUITY AND SUBORDINATED DEBT



#### (1) End of period



Our Corporate Social Responsibility Strategy

## INTRODUCTION TO OUR CSR STRATEGY

CNP Assurances has committed in favor of a sustainable society, a sustainable environment and a sustainable economy

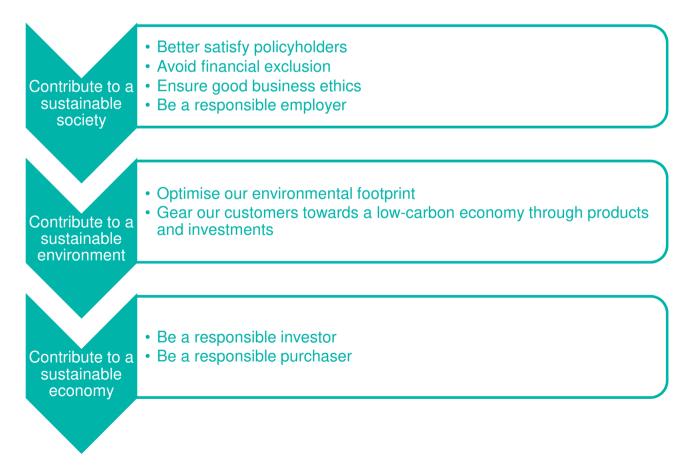
Our commitments are aligned with the United Nations Sustainable Development Goals

• CNP Assurances contributes to the 2°C climate objective of the Paris Agreement

CSR department is directly supervised by a member of the Executive Committee, and reports to the CEO, the Board of Directors and the Chairman on the Group's activities and objectives

## **OUR CORE COMMITMENTS**

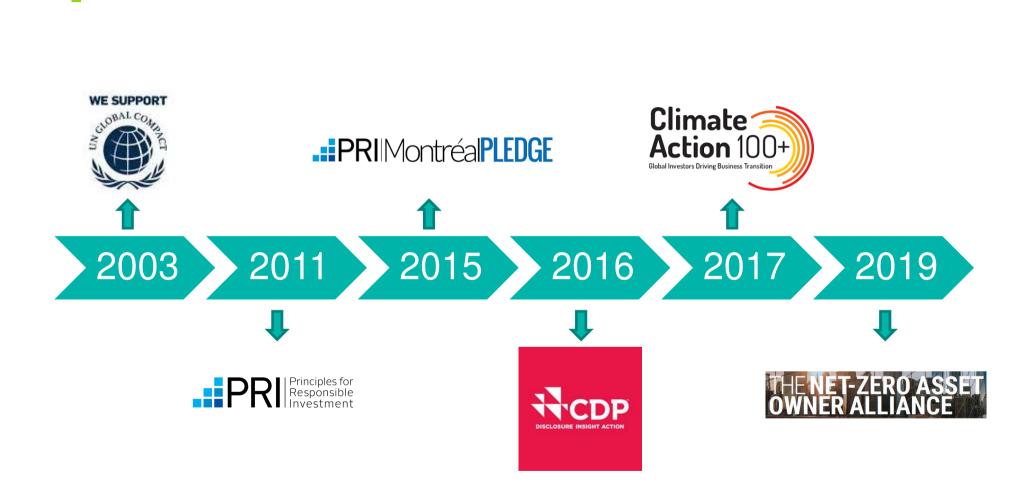
## The Group's CSR approach is built around 3 core commitments in line with the Company's strategy



## OUR COMMITMENTS ARE ALIGNED WITH THE UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS



CNP Assurances - CSR Presentation - January 2020



## **COMMITMENTS SIGNED BY CNP ASSURANCES**

## ENVIRONMENTAL KPI

## Environmental footprint of CNP Assurances activities



#### **30.6** kteqCO<sub>2</sub> of greenhouse gases emissions at CNP Assurances level <sup>(1)</sup>

22.4 GWh of electricity consumption at Group level



## OUR FUTURE HEADQUARTERS WILL HELP REDUCE OUR CARBON FOOTPRINT

#### **Project description**

- Location: Issy-les-Moulineaux, Paris region, in a new eco-district including of mixed use new constructions, being built around a central green park of 13,000 m<sup>2</sup>, all very well served with public transportation
- Description: 40,000 m<sup>2</sup> office, with the objective of having all CNP's Paris region employees working in the same place

#### **Key features**

- Certification: BREEAM Excellent, BEPOS-Effinergie 2013, NF HQE
   Bâtiment tertiaire 2015 Exceptionnel, WELL Silver
- 3,300 m<sup>2</sup> of solar panels on the roofs of the office building
- Share of CNP Assurances financing: 100%
- Operating stage: to be delivered in Q2 2022

We also act by widely deploying teleworking at CNP Assurances to reduce the carbon footprint of our employees' daily trips



Future CNP Assurances Headquarters - Issy-les-Moulineaux - France Valode & Pistre

## SOCIAL KPI

# 

5,243 employees across the Group

96% of employees with permanent contracts

51% of women among managers

**38%** of women among the executive committee

**99/100** gender equality index score

16% of seniors in the workforce

7% of employees with disabilities

8% annual turnover rate

#### CNP Assurances - CSR Presentation - January 2020



- 1<sup>st</sup> human resources skills development agreement 8<sup>th</sup> agreement on helping
  - people with disabilities enter the workforce



• 1<sup>st</sup> quality of work life agreement

#### **OVER ADD** CNP Assurances scores 99/100 on the gender equality index

> The company obtained the maximum score for practically all of the indicators (gender pay gap, gender pay rise gap, gender promotion gap, pay rises when women come back from maternity leave, gender-based portion of the 10 employees with the highest salaries)

### **GOVERNANCE KPI**

44% of women among directors (7 out of 16) 25% of independant directors (4 out of 16)



83% of directors' participation rate on the board of directors



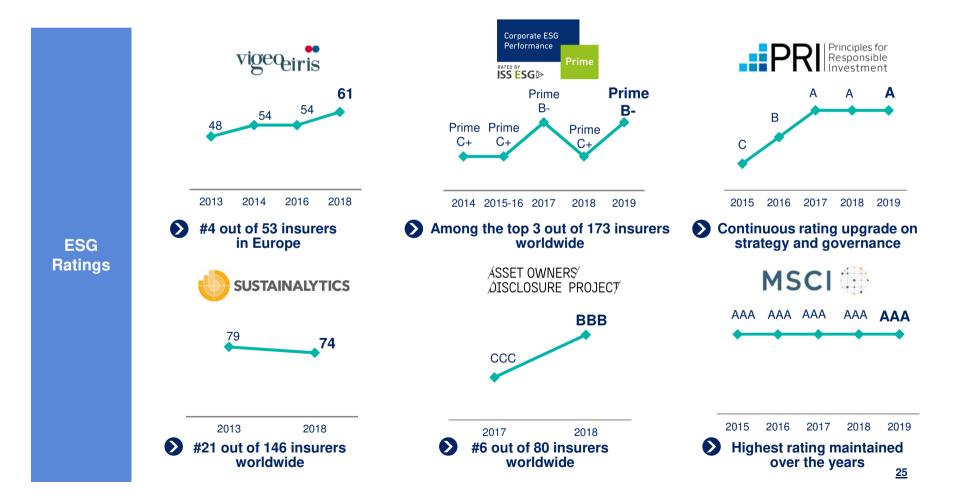




Chairman total remuneration

### **ESG RATINGS**

### CNP Assurances ranks among the leading ESG players within the insurance sector



CNP Assurances - CSR Presentation - January 2020

## **ESG INDICES**

### CNP Assurances' shares are included in leading ESG indices



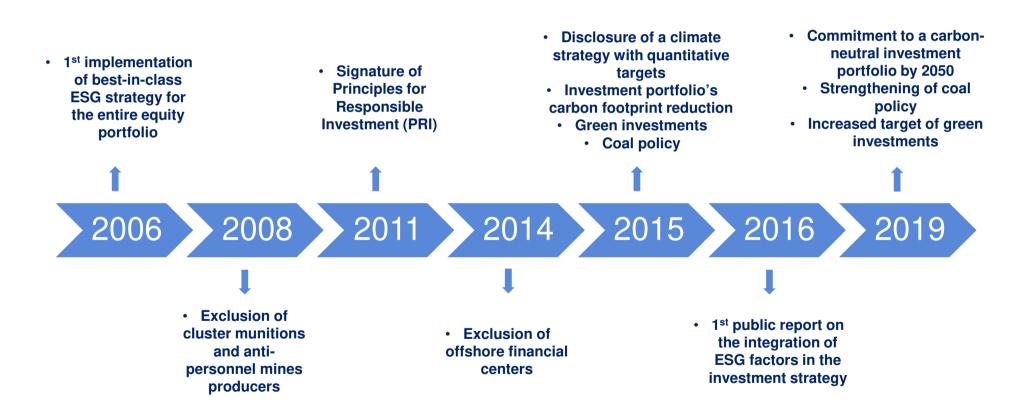


## Our Responsible Investment Policy

#### CNP Assurances - CSR Presentation - January 2020

## RESPONSIBLE INVESTMENT COMMITMENT STRENGTHENED OVER TIME



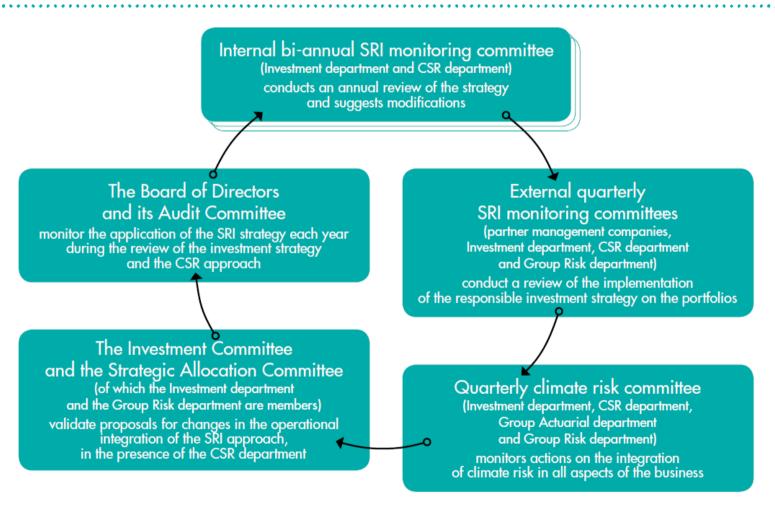


## **OUR RESPONSIBLE INVESTMENT POLICY**



- O Undemocratic countries deemed at risk, with a low level of freedom or corrupt judges, and tax havens.
- In accordance with the UN Global Compact: arms manufacturers whose products include anti-personnel mines or cluster munitions and coal mining and coal-based energy producing companies.
- Speculation on agricultural commodities.
- Q ESG data collection for investment analysis.
- ESG analysis and/or ratings systematically impact the decision to invest.

## GOVERNANCE OF THE RESPONSIBLE INVESTMENT POLICY



## **RESPONSIBLE INVESTMENTS KPI**



## €279bn

**of AUM** integrating Environmental, Social and Governance (ESG) criteria

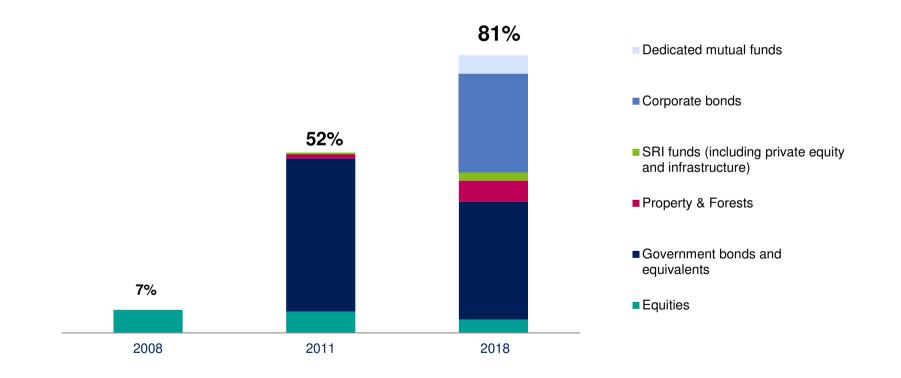
€1.1bn of SRI unit-linked

## 57,090 hectares

of forests, equivalent to 5.4 times the surface area of Paris

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

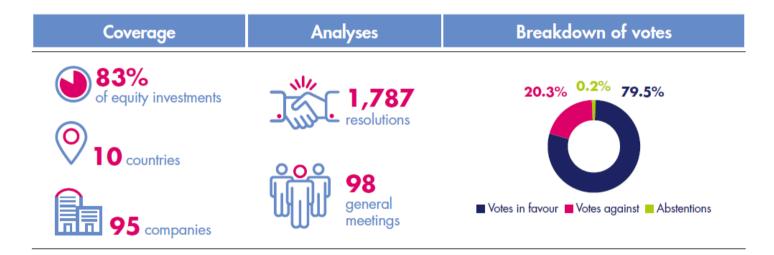
#### % of AUM integrating ESG criteria <sup>(1)</sup>



## SHAREHOLDER ENGAGEMENT

### Voting policy

- Since 2005, CNP Assurances has systematically voted at general meetings of listed companies
- Special attention is paid to governance criteria, management's remuneration, transparency and quality of information disclosed, energy and environmental transition



#### Shareholder dialogue

- Direct dialogue with companies ahead of the general meeting on governance criteria and on their transition towards a low-carbon economy
- Special attention is paid to companies with high ESG risks, or whose contribution to the energy and environmental transition is deemed non-existent or insufficient



# Our Contribution for Climate

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



- to double its green investments AUM to €20 bn by the end of 2023 from €10.4 bn at the end of 2018
- to reduce its equity portfolio's carbon footprint by 47% reduction between 2014 and 2021, to 0.25 teqCO<sub>2</sub>/€k invested by end-2021
- to reduce its property portfolio's carbon footprint by 40% between 2006 and 2021, to 18 kgeqCO<sub>2</sub>/m<sup>2</sup> by end-2021

#### The Group has announced new ambitions to withdraw from the thermal coal industry:

- by divesting from companies with more than 20% of revenue linked to thermal coal
- by refusing to invest in companies with more than 10% of revenue linked to thermal coal
- by refusing to invest in all companies developing new coal-fired power plants and coal mines (beyond the 120 largest previously concerned)
- by asking all companies to which CNP Assurances is directly exposed to publish, by 2021, a thermal coal exit plan aligned with an exit by 2030 in the EU and OECD countries, and by 2040 in the rest of the world, based on the closure and not the sale of assets
- by pursuing a policy of shareholder dialogue with companies in order to encourage those developing new thermal coal projects to abandon them, and those with thermal coal assets to adopt and implement an exit plan

#### ORP Assurances has developed in-house climate benchmarks for its equity portfolio

## COMMITTMENT TO A CARBON-NEUTRAL INVESTMENT PORTFOLIO BY 2050





#### In November 2019, CNP Assurances joined the Net-Zero Asset Owner Alliance

- launched in September 2019 at the United Nations' Climate Action Summit, the Net-Zero Asset Owner Alliance brings together insurers and pension funds who commit to making their investment portfolios carbon neutral by 2050
- by targeting the transition of their portfolios to net zero GHG emissions by 2050, the members of the Alliance wish to help limit global warming to 1.5°C in line with the Paris Agreement
- As part of this long-term commitment, CNP Assurances will take into account advances in available scientific knowledge, particularly the conclusions of the IPCC, and will regularly report on the progress made by setting interim objectives every five years to 2050

#### **Solution** Joining the Alliance involves implementing 3 action levers:

- regularly measuring the investment portfolio's alignment with the Paris Agreement and publishing the progress made
- conducting a shareholder dialogue with companies to ensure they are also targeting carbon neutrality
- calling for public policies that promote the transition to a decarbonized economy

# COMMITMENTS TO HELP LIMIT GLOBAL WARMING: A GOOD PROGRESS SO FAR

Level of achievement of climate objectives

-47%

reduction of the **equity portfolio's carbon footprint** since 2014 <sup>(1)</sup>

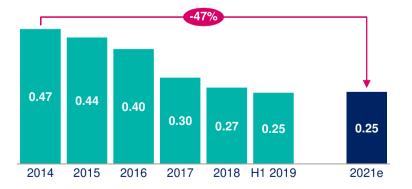
-34%

reduction of the **property portfolio's carbon footprint** since 2006 <sup>(2)</sup> 5.2 billion

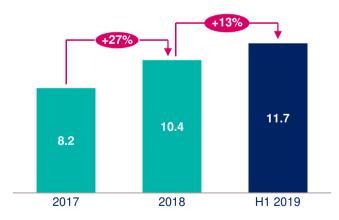
of **new green investments** since 2018 to help limit global warming to  $+2^{\circ}$ C by the end of the century <sup>(3)</sup>

### Equity portfolio's carbon footprint

(teqCO<sub>2</sub>/€k invested)



Oustanding green investments (€bn)



(1) Data at the end of June 2019(2) Data at the end of 2018

(3) Data at the end of Aug 2019

# EXAMPLE OF GREEN BUILDINGS: NEW OFFICE BUILDING IN FINLAND

#### **Project description**

- Asset: Kasarminkatu 21, Helsinki, Finland
- Description: 17,000 m<sup>2</sup> (office, restaurants, retail unit)
- Location: Historical city center of Helsinki (first newly built office in this part of the city for several decades)

#### **Key features**

- Certification: LEED Platinum
- Share of CNP Assurances financing: 100%
- Operating stage: Completed and in full operation (Q4 2017)



Kasarminkatu 21 - Helsinki - Finland

# EXAMPLE OF GREEN BUILDINGS: NEW SENIOR HOUSING IN FRANCE

#### **Project description**

- Assets: Three new senior housing projects
- Description: 340 units in total in three French regional cities
- Location: Toulon (South of France), Perros-Guirrec (Brittany) and Lagny (Paris region)

#### **Key features**

- Certification: NF HQE Residential buildings, RT 2012
- Share of CNP Assurances financing: 100%
- Operating stage: Toulon and Perros-Guirrec are recently completed, Lagny will be delivered later in Q3 2019



Senior Housing - Toulon - France



Senior Housing - Perros-Guirrec - France

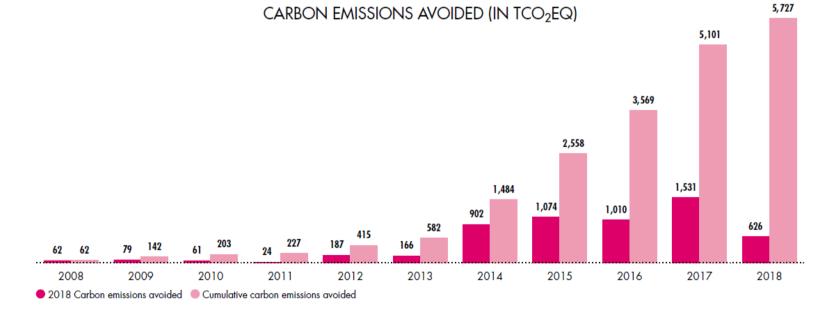
# REDUCTION IN THE PROPERTY PORTFOLIO'S CARBON FOOTPRINT

### Systematic analysis of energy performance improvement when planning refurbishment

Greco project launched by CNP Assurances in 2012 in order to reduce CO<sub>2</sub> emissions and energy consumption

## • Where are we?

- Reduction of the property portfolio's carbon footprint in teqCO<sub>2</sub>/m<sup>2</sup> by 40% between 2006 and 2021:
   objective 85% met at the end of 2018
- 5.7 kteqCO<sub>2</sub> of cumulative carbon emissions avoided since 2008



# EXAMPLE OF GREEN BUILDINGS: HEAVY RESTRUCTURING OF 1970'S EXISTING BUILDING

#### **Project description**

- Project : 85-89 rue Richelieu, Paris 2<sup>ème</sup>
- Description: Heavy restructuring of a 32,000 m<sup>2</sup> city center office building with ground floor retail
- Location: Paris CBD

#### Key features

- Certifications: BREAM Excellent, BBC Effinergie Rénovation, HQE Renovation Excellent, WELL Silver
- Share of CNP Assurances financing: 100%
- Operating stage: to be completed in Q4 2019



Richelieu - Paris - France Wilmotte & Associés

# EXAMPLE OF GREEN BUILDINGS: RENOVATION OF EXISTING BUILDINGS IN PARIS

Projects description		
<ul> <li>Asset: Ilot 14, Paris 19<sup>ème</sup></li> <li>Description: 25,000 m<sup>2</sup> of residential buildings (338 units) and ground floor retail</li> <li>Renovation and additional insulation resulting in significant (&gt;40%) improvement of the energy performance</li> </ul>	<ul> <li>Asset: Ancienne Comédie, Paris 6<sup>ème</sup></li> <li>Description: 1,000 m<sup>2</sup> mixed residential (4 units) &amp; offices</li> <li>Restructuring and conversion of an old city center office building to a mixed use building.</li> </ul>	



Key features		atures
	llot 14	Ancienne Comédie
	<ul> <li>Certification: BBC Effinergie Renovation</li> <li>Share of CNP Assurances financing: 100%</li> </ul>	<ul> <li>Certification: BBCA Renovation</li> <li>Share of CNP Assurances financing: 100%</li> <li>Operating stage: to be</li> </ul>
	<ul> <li>Operating stage: to be completed in Q1 2020</li> </ul>	completed in Q1 2020

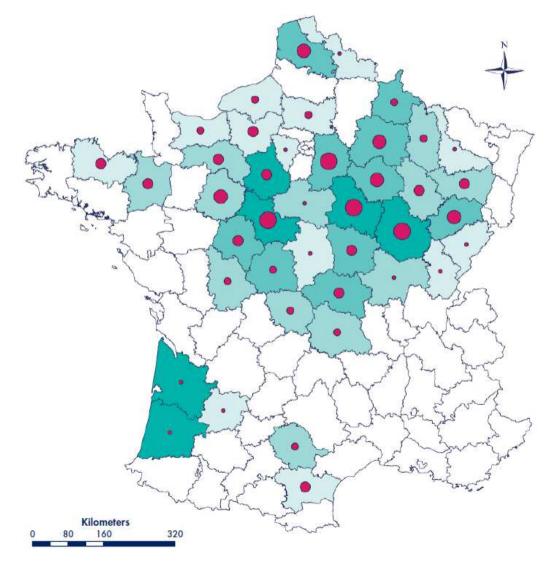
Ilot 14 - Paris - France Novack Architecte

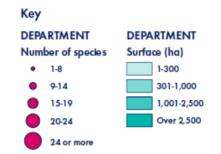




Ancienne Comédie - Paris - France Raf Listowski Architecte

# CNP ASSURANCES IS FRANCE'S 1<sup>ST</sup> PRIVATE OWNER OF FORESTS





- 57,090 hectares of forests, equivalent to 5.4 times the surface area of Paris
- Key ESG criteria: sustainable management certification (PEFC) and biodiversity preservation
- In 2018, our forests contributed to:
  - a net capture of **0.2 MteqCO**<sub>2</sub>
  - a total carbon storage estimated between 13.1 and 14.9 MteqCO<sub>2</sub>

# EXAMPLE OF GREEN ASSETS: CERTIFIED FORESTS



Forêt de Nan - Haute-Saône - France



Forest planting - Knows and Keltie - Scotland

Project descriptions			
Asset: Forêt de Nan (Haute- Saône) Location: France Description: 936 hectares	<ul> <li>Asset: Woodland Invest</li> <li>Location: Scotland</li> <li>Description: 1,723 hectares</li> </ul>		

Key features		
French forests	Scottish forests	
<ul> <li>Certification: PEFC</li> </ul>	<ul> <li>Certification: PEFC</li> </ul>	
<ul> <li>Share of CNP Assurances financing: 100 %</li> </ul>	<ul> <li>Share of CNP Assurances financing: 100%</li> </ul>	

# CNP ASSURANCES ALIGNMENT WITH 2 °C PATHWAYS

2 °C scenario<sup>(1)</sup>

## 5% by 2030 Limit coal to 5% o by 2030 (IEA, W

climate exclusion



Property

ESG-

Limit coal to 5% of energy production by 2030 (IEA, WEO 2017<sup>(2)</sup> – EU)

#### **42% by 2030** Reduction in GHG<sup>[2]</sup> emissions in the EU between 2015 and 2030 (IEA, WEO 2017<sup>[2]</sup> – EU)

**42% by 2030** Reduction in GHG<sup>[3]</sup> emissions in the EU between 2015 and 2030 (IEA, WEO 2017<sup>[2]</sup> – EU)

## CNP Assurances

## 10% by 2018

Exclude the purchase of securities in companies deriving over 10% of their revenue from thermal coal and undertake engagement initiatives with the most affected

#### 47% by 2021 Reduction in GHGIII a

Reduction in GHG<sup>[2]</sup> emissions in the listed equity portfolio between 2014 and 2021

40% by 2021 Reduction in GHG<sup>[3]</sup> emissions in the listed equity partfolio between 2014 and 2021

## 23%

Share of renewable energy in 2018 (investment in infrastructure)

## 21%

Share of rail transport in 2018 (investment in infrastructure)

35% Share of buildings labelled in 2018

(4) France's national low-carbon strategy.(5) French Environment & Energy Management Agency (ADEME).



Financing for the energy and environmental transition (green bonds, infrastructure, etc.)

#### 52% Share of renewable energy by 2030 (IEA, WEO 2017<sup>(2)</sup> – EU)

17% Share of passenger and goods transport by rail by 2035 (Ademe<sup>(5)</sup>, 2035-2050 – 2017)

## **100%** Share of buildings with low energy consumption by 2050

 $(SNBC^{(4)} - 2015)$ 

2 °C scenario: limit global warming to 2 °C by the end of the 21st century.
 World Energy Outlook – International Energy Agency – SDS scenario.
 Greenhouse gas.

# CNP ASSURANCES CLIMATE RISK MANAGEMENT

## • Climate risk committee

Quarterly climate risk committee (Investment department, CSR department, Group Actuarial department and Group Risk department) monitors actions on the integration of climate risk in all aspects of the business

## • Climate risk analysis

At end-2018, 72% of assets were subject to a physical risk analysis

At end-2018, 79% of assets were subject to a transition risk analysis

- Property, forest, equity, corporate and sovereign bond portfolios: physical risk mapping obtained by simulating several temperature increase scenarios
- Equity portfolio: alignment with a benchmark that gives a high weighting to companies contributing to the energy transition
- Equity and corporate bond portfolios: carbon footprint measure and disclosure, comparison by sector to a Paris Agreement aligned scenario
- Equity, corporate and sovereign bond portfolios: portfolio temperature measure and disclosure

# **PUBLICATIONS AND CONTACTS**



2018 Corporate Social Responsibility Report



## 2018 Sustainable Investment Report

## More information on our website:

www.cnp.fr/en/the-cnp-assurances-group/who-we-are/our-csr-commitments

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#### **CORPORATE SOCIAL RESPONSIBILITY**

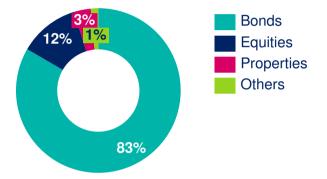
Vincent DamasI+33 (0)142187131Elisabeth MichauxI+33 (0)142187445



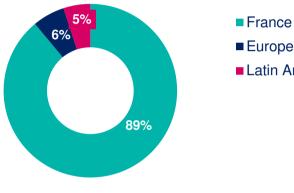
# Appendix

# ASSET AND LIABILITY ALLOCATION AT END JUNE 2019

### €335BN OF AUM EXCLUDING UL

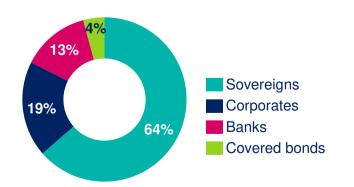


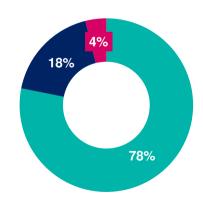
## €318BN OF AVERAGE TECHNICAL RESERVES NET OF REINSURANCE



# FranceEurope excl. FranceLatin America

## **BOND PORTFOLIO BY TYPE OF ISSUER**





- Savings/Pensions excl. unitlinked
- Unit-linked Savings/Pensions
- Personal Risk/Protection

