

Paris, 22 February 2018

2017 Annual Results

Attributable net profit up 7.0% at €1,285 million
Dividend increased to €0.84 per share ⁽¹⁾

HIGHLIGHTS

- **Attributable net profit of €1,285 million, up 7.0% (up 5.6% like-for-like ⁽²⁾)**
- **EBIT of €2,889 million, up 9.5% (up 7.2% like-for-like)**
- **Sharp rise in the APE margin to 23.6% (from 13.9% in 2016), reflecting an improved product mix and a more favourable economic environment**
- **Increase in average net unit-linked technical reserves (up 14.3%) and decrease in average other net technical reserves (down 1.8%)**
- **Consolidated SCR coverage ratio of 190% (vs. 177% at 31 December 2016)**
- **The Board of Directors recommends increasing the dividend by 5.0% to €0.84 per share**

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

“CNP Assurances delivered a very good performance in 2017. The significant improvement in the product mix combined with tight cost control led to a sharp rise in net profit. We are confident about 2018, thanks to the improved macro-economic environment, the ramp-up of our new partnerships and digital initiatives.”

The 2017 financial statements of CNP Assurances were reviewed by the Board of Directors at its meeting on 21 February 2018 and are subject to completion of the audit by CNP Assurances' Statutory Auditors. 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) To be recommended at the Annual General Meeting of 27 April 2018.

(2) Average exchange rates:

At 31 December 2017: Brazil: €1 = BRL 3.61; Argentina: €1 = ARS 18.75

At 31 December 2016: Brazil: €1 = BRL 3.86; Argentina: €1 = ARS 16.35

In the like-for-like comparatives, the contributions of Ariel CNP Assurances (France) and CNP Luxembourg (Luxembourg) have been excluded from the 2017 figures.

1. 2017 premium income and APE margin

Consolidated premium income for the year totalled €32.1 billion, up 1.9% (up 0.7% like-for-like).

In France, premium income declined 5.9% to €22.8 billion.

Savings/pensions premium income contracted by 9.5% to €18.1 billion, mainly reflecting discontinued underwriting of new Caisses d'Épargne savings/pensions business. The contribution of unit-linked contracts continued to grow, representing 20.7% of savings/pensions premiums in 2017 versus 15.0% in 2016. Eurocroissance technical reserves totalled €176 million at 31 December 2017, compared with just €3 million at 31 December 2016. Savings/pensions net new money reflected a €2.3 billion net inflow to unit-linked contracts and a €7.7 billion net outflow from traditional products.

Premium income from personal risk/protection business rose 11.4% to €4.7 billion. The increase reflected growth in personal risk premiums and the extension of term creditor insurance distribution within the BPCE Group.

The APE margin rose sharply to 21.5% (from 10.0% in 2016), reflecting a positive shift in the product mix towards unit-linked contracts and personal risk/protection products and a more favourable economic environment.

In Latin America, all market segments contributed to the 47.4% surge in premium income to €5.3 billion (up 38.1% like-for-like)

Savings/pensions premium income soared 71.6% (up 60.5% like-for-like). Caixa Seguradora continued to outperform the Brazilian pensions market, lifting its market share to 8.1% from 5.9% in 2016. Unit-linked contracts accounted for 98.4% of total savings/pensions premiums in 2017 versus 97.7% the year before. Savings/pensions net new money more than doubled to €2.0 billion, substantially all of which came from unit-linked contracts.

Premium income from personal risk/protection business climbed 15.0% as reported (8.0% like-for-like), led by term creditor insurance for consumer loans and mortgage loans and by personal risk insurance.

The APE margin rose to 32.6% from 29.1% in 2016.

In Europe excluding France, premium income amounted to €4.0 billion, an increase of 8.6% (up 3.7% like-for-like).

Savings/pensions premiums increased by 7.7%. CNP UniCredit Vita and CNP Partners successfully refocused their product mix on unit-linked contracts. The contribution of these contracts to total savings/pensions premium income rose sharply during the year, to 72.8% from 56.5% in 2016. The €0.8 billion net inflow to unit-linked contracts more than offset the €0.5 billion net outflow from traditional products.

Premium income from personal risk/protection business rose 11.5%, with growth led by the 14.3% increase in business written by CNP Santander.

The APE margin remained virtually stable at 19.1% versus 19.3% for 2016.

Average consolidated net technical reserves totalled €310.1 billion compared with €308.7 billion in 2016, an increase of €1.4 billion or 0.4%.

2. 2017 annual results

Net insurance revenue (NIR) came to €3,048 million, up by a strong 9.6% (up 7.2% like-for-like).

In France, net insurance revenue totalled €1,715 million, an increase of 7.2% that was led mainly by the personal risk/protection business, which benefited from higher premium income, an improved combined ratio and stable regulatory discount rates.

In Latin America, net insurance revenue came to €1,075 million, an increase of 14.6% as reported (up 7.5% like-for-like) that reflected sustained momentum in the personal risk/protection business and sharply higher technical reserves in the pensions business.

In Europe excluding France, net insurance revenue rose by 5.5% to €258 million, led by robust growth in CNP Santander's personal risk/protection business.

Revenue from own-funds portfolios totalled €779 million, representing an increase of 0.9% (like-for-like revenue was stable year-on-year). In Brazil, the negative impact of lower interest rates ⁽³⁾ 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 7.7% (up 5.6% like-for-like) to €3,827 million.

Administrative costs amounted to €938 million, up 2.4% (up 1.0% like-for-like). In France, administrative costs were reduced by 2.6% to €612 million. At year-end 2017, the Operational Excellence Programme had already delivered a €43 million recurring annual reduction in the cost base, in line with expectations. In light of this performance, the Group confirms its objective of a €60 million recurring annual reduction in the cost base by end-2018.

The **cost/income ratio** improved by 2.2 points to 30.8%, reflecting the Group's strong cost discipline and business growth momentum.

At €2,889 million, **EBIT** was up 9.5% as reported and 7.2% like-for-like. **Attributable net profit** came to €1,285 million, an increase of 7.0% (up 5.6% like-for-like). **Earnings per share (EPS)** rose 9.8% to €1.80.

At the Annual General Meeting of 27 April 2018, the Board of Directors will recommend increasing the **dividend** by 5.0% to €0.84 per share (versus €0.80 per share for 2016). If the shareholders approve the dividend, the shares will trade ex-dividend from 3 May 2018 and the dividend will be paid on 7 May 2018.

Net operating free cash flow generated over the year totalled €1,113 million or €1.62 per share (an increase of 5.4% versus 2016), and covers the recommended dividend 1.9 times.

The Group's **IFRS net asset value** totalled €16.5 billion or €24.02 per share (versus €22.97 per share at 31 December 2016) and **MCEV**[®] was €23.2 billion or €33.85 per share (versus €29.10 per share at end-2016).

The **consolidated SCR coverage ratio** rose to 190% at 31 December 2017 from 177% at the previous year-end, reflecting the financial markets' performance during the year and the improved product mix.

CNP Assurances has set the objective of achieving organic EBIT growth of at least 5% in 2018 compared to the 2017 baseline.

To help limit global warming, CNP Assurances confirms its **objective of making €5 billion worth of new investments in energy and environmental transition projects** by 2021. The Group has also stepped up its **commitment to reducing the carbon footprint of its equity portfolio**, setting an objective of 0.25 teqCO₂/€k invested ⁽⁴⁾ by end-2021 (versus 0.33 teqCO₂/€k invested).

(3) The Brazilian central bank cut its base rate from 13.75% at 31 December 2016 to 7% at 31 December 2017.

(4) CO₂-equivalent tonnes per thousand euros invested.

<i>(in € millions)</i>	2017	2016	% change (reported)	% change (like-for-like)
Premium income	32,127	31,536	+1.9	+0.7
Average net technical reserves	310,068	308,698	+0.4	0.0
Total revenue	3,827	3,553	+7.7	+5.6
Net insurance revenue (NIR), of which:	3,048	2,782	+9.6	+7.2
France	1,715	1,599	+7.2	+7.2
Latin America	1,075	938	+14.6	+7.5
Europe excluding France	258	245	+5.5	+5.4
Revenue from own-funds portfolios	779	771	+0.9	0.0
Administrative costs, of which:	938	916	+2.4	+1.0
France	612	628	-2.6	-2.5
Latin America excluding Youse	170	152	+12.0	+ 7.9
Youse	39	24	n.m.	n.m.
Europe excluding France	117	112	+4.6	+5.4
Earnings before interest and taxes (EBIT)	2,889	2,638	+9.5	+7.2
Finance costs	(247)	(248)	-0.6	-0.6
Income tax expense	(1,001)	(865)	+15.7	+12.8
Non-controlling and equity-accounted interests	(329)	(287)	+14.7	+8.4
Fair value adjustments and net gains (losses)	200	159	n.m.	n.m.
Non-recurring items	(227)	(195)	n.m.	n.m.
Attributable net profit	1,285	1,200	+7.0	+5.6

APPENDICES

Premium income by country

<i>(in € millions)</i>	2017	2016	% change (reported)	% change (like-for-like)
France	22,820.5	24,251.3	-5.9	-5.4
Brazil	5,261.4	3,548.6	+48.3	+38.6
Italy	2,851.3	2,770.7	+2.9	+2.9
Germany	469.5	431.2	+8.9	+8.9
Spain	221.3	242.0	-8.6	-8.6
Luxembourg ⁽¹⁾	179.6	0.0	n.m.	n.m.
Cyprus	142.8	139.0	+2.8	+2.8
Poland	67.3	56.8	+18.5	+18.5
Argentina	40.9	47.5	-13.8	-1.1
Norway	24.3	11.9	+104.6	+104.6
Denmark	18.1	12.9	+40.2	+40.2
Austria	11.8	7.5	+57.0	+57.0
Portugal	6.4	7.5	-14.2	-14.2
Other International	11.8	9.4	+26.6	+26.6
Total International	9,306.6	7,284.9	+27.8	+22.5
Total	32,127.0	31,536.2	+1.9	+0.7

(1) CNP Luxembourg was consolidated for the first time at 31 December 2017 with retroactive effect to 1 January 2017.

Premium income by segment

<i>(in € millions)</i>	2017	2016	% change (reported)	% change (like-for-like)
Savings	19,728.2	21,629.4	-8.8	-9.0
Pensions	4,984.1	3,299.7	+51.0	+44.2
Personal Risk	1,957.6	1,762.6	+11.1	+9.0
Term Creditor Insurance	4,392.6	4,001.0	+9.8	+8.7
Health Insurance	675.9	498.1	+35.7	+34.1
Property & Casualty	388.7	345.4	+12.6	+6.3
Total	32,127.0	31,536.2	+1.9	+0.7

Premium income by country and by segment

2017							
<i>(in € millions)</i>	Savings	Pensions	Personal Risk	Term Creditor Insurance	Health Insurance	Property & Casualty	Total
France	16,634.5	1,478.5	1,320.9	2,861.2	525.4	0.0	22,820.5
Brazil	46.1	3,487.3	592.1	678.4	120.0	337.5	5,261.4
Italy	2,677.9	15.5	15.9	142.1	0.0	0.0	2,851.3
Germany	0.0	0.0	0.0	469.5	0.0	0.0	469.5
Spain	131.9	2.8	0.4	86.2	0.0	0.0	221.3
Luxembourg ⁽¹⁾	179.6	0.0	0.0	0.0	0.0	0.0	179.6
Cyprus	51.2	0.0	11.4	0.4	30.3	49.5	142.8
Poland	0.0	0.0	0.0	67.3	0.0	0.0	67.3
Argentina	5.8	0.0	16.7	16.9	0.0	1.5	40.9
Norway	0.0	0.0	0.0	24.3	0.0	0.0	24.3
Denmark	0.0	0.0	0.0	18.1	0.0	0.0	18.1
Austria	0.0	0.0	0.0	11.8	0.0	0.0	11.8
Portugal	0.0	0.0	0.0	6.4	0.0	0.0	6.4
Other International	1.2	0.0	0.0	10.1	0.3	0.2	11.8
Total International	3,093.7	3,505.6	636.7	1,531.4	150.5	388.7	9,306.6
Total	19,728.2	4,984.1	1,957.6	4,392.6	675.9	388.7	32,127.0

(1) CNP Luxembourg was consolidated for the first time at 31 December 2017 with retroactive effect to 1 January 2017.

Premium income by region and by partner/subsidiary

<i>(in € millions)</i>	2017	2016	% change
La Banque Postale	9,207.6	8,758.3	+5.1
BPCE ⁽¹⁾	7,989.8	10,261.0	-22.1
Companies and local authorities	2,261.9	1,637.5	+38.1
Financial institutions (France)	1,533.0	1,488.7	+3.0
CNP Patrimoine	939.5	957.9	-1.9
Mutual insurers	524.2	559.9	-6.4
Amétis	316.6	404.8	-21.8
Other France	47.8	183.2	n.m.
Total France	22,820.5	24,251.3	-5.9
Caixa Seguradora (Brazil)	5,261.4	3,548.6	+48.3
CNP UniCredit Vita (Italy)	2,605.7	2,549.0	+2.2
CNP Santander Insurance (Ireland)	692.3	605.4	+14.3
CNP Partners (Spain)	330.6	343.8	-3.8
CNP Luxembourg (Luxembourg) ⁽²⁾	179.6	0.0	n.m.
CNP Cyprus Insurance Holdings (Cyprus)	145.3	141.5	+2.6
CNP Assurances Compañía de Seguros (Argentina)	40.9	47.5	-13.8
Other International	50.9	49.1	+3.7
Total International	9,306.6	7,284.9	+27.8
Total	32,127.0	31,536.2	+1.9

(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/pensions premiums of the loss of Caisses d'Epargne new business is 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%.

(2) CNP Luxembourg was consolidated for the first time at 31 December 2017 with retroactive effect to 1 January 2017.

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

<i>(in € millions)</i>	2017	2016	% change
La Banque Postale	1,452.7	1,164.2	+24.8
BPCE ⁽¹⁾	1,784.8	1,449.5	+23.1
CNP Patrimoine	400.6	318.4	+25.8
Amétis	90.4	77.4	+16.8
Other France	28.9	23.9	+20.8
Total Unit-linked France	3,757.4	3,033.5	+23.9
Caixa Seguradora (Brazil)	3,483.9	2,015.8	+72.8
CNP UniCredit Vita (Italy)	1,945.1	1,476.1	+31.8
CNP Partners (Spain)	156.9	81.7	+92.1
CNP Luxembourg (Luxembourg) ⁽²⁾	73.8	0.0	n.m.
CNP Cyprus Insurance Holdings (Cyprus)	50.7	47.8	+6.1
Other International	0.0	0.1	n.m.
Total Unit-linked International	5,710.3	3,621.5	+57.7
Total Unit-linked	9,467.7	6,655.0	+42.3

(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/pensions premiums of the loss of Caisses d'Epargne new business is visible in 2017.

(2) CNP Luxembourg was consolidated for the first time at 31 December 2017 with retroactive effect to 1 January 2017.

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

2017				
<i>(in € millions)</i>	Savings/Pensions	o/w Unit-linked	o/w Traditional	% Unit-linked
France	18,113.0	3,757.4	14,355.6	20.7
Latin America	3,539.2	3,483.9	55.4	98.4
Europe excluding France	3,060.0	2,226.5	833.5	72.8
Total	24,712.2	9,467.7	15,244.6	38.3

Caixa Seguradora premium income by segment in BRL

<i>(in BRL millions)</i>	2017	2016	% change
Savings	166.3	146.3	+13.7
Pensions	12,573.3	7,786.1	+61.5
Personal Risk	2,134.9	2,036.8	+4.8
Term Creditor Insurance	2,445.8	2,028.3	+20.6
Health Insurance	432.6	553.8	-21.9
Property & Casualty	1,216.7	1,132.6	+7.4
Total	18,969.7	13,684.0	+38.6

CNP UniCredit Vita premium income by segment

<i>(in € millions)</i>	2017	2016	% change
Savings	2,504.3	2,456.2	+2.0
Pensions	15.5	13.8	+12.4
Personal Risk	15.3	12.5	+22.6
Term Creditor Insurance	70.6	66.6	+6.1
Total	2,605.7	2,549.0	+2.2

CNP Santander Insurance premium income by country

<i>(in € millions)</i>	2017	2016	% change
Germany	469.6	431.2	+8.9
Poland	67.3	56.8	+18.5
Spain	60.4	48.0	+25.8
Italy	31.3	30.1	+3.8
Norway	24.3	11.9	+104.6
Denmark	18.1	12.9	+40.2
Austria	11.8	7.5	+57.0
Sweden	5.8	4.1	+40.2
Finland	3.6	2.8	+29.5
Total	692.3	605.4	+14.3

INVESTOR CALENDAR

- Ordinary and Extraordinary 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 €1,285 million in 2017. 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/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'Epargne, 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).

Contacts

Press

Florence de Montmarin | +33 (0)1 42 18 86 51
Tamara Bernard | +33 (0)1 42 18 86 19

servicepresse@cnp.fr

Investors and analysts

Vincent Damas | +33 (0) 1 42 18 71 31
Jean-Yves Icole | +33 (0) 1 42 18 86 70
Typhaine Lissot | +33 (0) 1 42 18 83 66
Julien Rouch | +33 (0) 1 42 18 94 9

infofi@cnp.fr

Follow us on:



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 measures (such as EBIT) that are considered useful by CNP Assurances but are not recognised in the IFRSs adopted for use in the European Union. These measures 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.