

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

	IFRS		
(in € millions)	2013 (9 months)	2012 (9 months)	% change
La Banque Postale	420.0	336.7	+ 24.7
Caisses d'Epargne	517.1	478.3	+ 8.1
CNP Trésor	33.6	10.8	+ 210.0
Other networks (France)	6.8	2.5	+ 171.8
TOTAL INDIVIDUAL UNIT-LINKED FRANCE	977.5	828.4	+ 18.0
Group unit-linked France	17.4	16.1	+ 8.1 %
TOTAL FRANCE	994.9	844.5	+ 17.8
CNP Vida	27.1	63.2	- 57.1
Caixa Seguros	1,326.5	1,068.4	+ 24.2
CNP UniCredit Vita	684.0	316.9	+ 115.8
CNP Laiki Insurance Holdings	37.7	45.3	- 16.7
CNP Europe	1.3	4.8	- 73.5
CNP BVP (Portugal-Spain-Italy)	54.0	26.5	+ 116.1
TOTAL INDIVIDUAL UNIT-LINKED INTERNATIONAL	2,130.6	1,525.1	+39.7
Group unit-linked International	1.4	0.2	n.m.
TOTAL INTERNATIONAL	2,132.0	1,525.2	+ 39.8
TOTAL UNIT-LINKED	3,126.9	2,369.7	+32.0

Premium Income by Insurance Category

	IFRS		
(in € millions)	2013 (9 months)	2012 (9 months)	% change
Individual Insurance	15,446.8	14,821.6	+ 4.2
Group Insurance	5,061.0	4,572.8	+ 10.7
TOTAL	20,507.7	19,394.0	+ 5.7

Premium Income by Country and by Business Segment

	Savings		Pensions		Personal Risk		Term Creditor Insurance		Health Insurance		Property & Casualty		Total	
<i>(in € millions) IFRS</i>	9 mos. 2013	% chg.	9 mos. 2013	% chg.	9 mos. 2013	% chg.	9 mos. 2013	% chg.	9 mos. 2013	% chg.	9 mos. 2013	% chg.	9 mos. 2013	% chg.
France	10,939.7	- 2.8	941.5	- 9.0	1,144.4	4.6	1,991.9	3.4	369.2	0.1	0.0	n.m.	15,386.8	- 1.8
Italy ⁽¹⁾	1,922.9	95.1	10.7	-16.0	9.6	35.7	125.9	41.1	0.0	n.m.	0.0	n.m.	2,069.1	89.0
Portugal ⁽²⁾	24.7	127.8	0.0	n.m.	0.6	- 28.9	21.1	33.2	0.0	n.m.	0.0	n.m.	46.4	68.4
Other Europe ⁽³⁾	1.3	-53.6	438.0	n.m.	0.1	n.m.	1.8	-20.5	0.3	-4.9	3.2	n.m.	444.8	n.m.
Brazil	43.2	- 23.6	1,331.2	9.4	335.6	0.3	299.2	23.9	11.3	74.9	217.1	0.6	2,237.5	8.0
Argentina	4.1	3.6	0.0	n.m.	10.1	20.8	29.9	-4.6	0.0	n.m.	0.0	n.m.	44.2	1.0
Spain ⁽⁴⁾	123.5	-34.5	9.1	- 82.3	7.3	- 10.0	21.5	- 42.7	0.0	n.m.	0.0	n.m.	161.3	- 43.4
Cyprus	39.9	- 14.0	0.0	n.m.	13.2	- 36.0	0.0	- 22.7	15.5	-5.7	48.3	-8.9	116.9	- 14.4
Ireland	0.0	- 100.0	0.7	- 98.6	0.0	n.m.	0.0	n.m.	0.0	n.m.	0.0	n.m.	0.7	- 98.7
Sub-total International	2,159.6	66.2	1,789.7	34.5	376.5	- 0.9	499.5	19.6	27.1	16.7	268.6	-0.1	5,120.9	37.7
TOTAL	13,099.4	4.4	2,731.2	15.5	1,520.9	3.2	2,491.4	63	396.3	1.1	268.6	-0.1	20,507.7	5.7

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

⁽²⁾ CNP BVP Portugal

⁽³⁾ Mainly Greece

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

CNP UniCredit Vita Premium Income by Business Segment

	IFRS	
(in € millions)	2013 (9 months)	% change
Savings	1,820.7	+ 80.4
Pensions	10.7	+ 25.7
Personal Risk	9.6	+ 41.1
Term Creditor Insurance	35.9	- 1.4
TOTAL	1,876.8	+ 101.3

Caixa Seguros Premium Income by Business Segment

	IFRS	
(in BRL millions)	2013 (9 months)	% change
Savings	120.5	- 13.1
Pensions	3,718.8	+ 24.4
Personal Risk	937.6	+ 14.1
Term Creditor Insurance	835.7	+ 40.9
Property & Casualty	606.4	+ 14.5
Health Insurance	31.6	+ 99.0
TOTAL	6,251.0	+ 22.9

CNP BVP Premium Income by Business Segment

	IFRS	
(in € millions)	2013 (9 months)	% change
Savings	177.0	- 14.1
Pensions	0.1	- 99.9
Personal Risk	7.9	- 11.9
Term Creditor Insurance	28.2	- 41.7
TOTAL	213.2	- 31.1