Insuring a more open world

CNP Assurances SA
2023 Half year results

Glossary IFRS 9 / 17

Disclaimer

This document concerns the scope of CNP Assurances SA and its subsidiaries.

This glossary includes definitions of the **Alternative Performance Measures** (APMs) that CNP Assurances SA considers useful for measuring and analyzing its performance.

At January 01, 2023, following the entry into force of the regulations known as "IFRS 9" and "IFRS 17", the scope of the APMs has been profoundly modified compared with previous periods. CNP Assurances SA is therefore proposing new definitions of its APMs. It should be noted that given the change in scope and components, a comparison between old and new APMs cannot be made.

They 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. Prudential measures determined in accordance with the Solvency II Directive are not considered to be APMs.

For all information relating to the CNP Assurances Group (CNP Assurances SA, its subsidiaries and the 4 La Banque Postale Assurances entities), please consult the press release and the presentation to analysts of the financial results for the 1st half of 2023 :

https://www.cnp.fr/en/the-cnp-assurances-group/investors/results/results-and-financial-data/2023-results

Glossary

Administrative costs*

Administrative costs correspond to the cost of administering and managing insurance contracts, excluding commission paid to the distribution networks. The reported amount includes non-controlling interests. Administrative costs comprise all costs attributable to insurance and reinsurance contracts and all non-attributable costs incurred by the insurance companies. They are determined in accordance with IFRS 9/17.

(€m)	30/06/2023	30/06/2022
Attributable costs (1)	339	319
Non-attributable costs (2)	193	174
Administrative costs	**532**	**494**

Attributable costs

Attributable costs correspond to administrative costs directly attributable to the fulfilment of insurance contracts. They are included in the calculation of the insurance service result. **Attributable costs are determined in accordance with IFRS 9/17.**

Attribuable net profit ((profit attributable to owners of the parent)*

This indicator corresponds to EBIT plus the Group's share of profit of equity-accounted companies, less income tax and non-controlling interests. **Attributable net profit is calculated in accordance with IFRS 9/17.**

€m	30/06/2023	30/06/2022
EBIT	1,702	846
Group's share of profit of equity-accounted companies	17	26
Income tax	-575	-183
Non-controlling interests	-164	-129
others	0	0
Attributable net profit = (1) + (2) + (3) + (4) + (5)	**981**	**560**

Attribuable new business

Component of the insurance service result. New business contribute to the result of the year. **Attribuable new business is determined under IFRS9/17.**

Attributable recurring profit*

Corresponds to attributable net profit before income tax expense, fair value adjustments and net gains (losses), non-recurring items. This indicator excludes non-controlling interests and is gross of income tax expense. This indicator was introduced to measure the margin after non-controlling and net equity-accounted interests and after finance costs. **Attributable recurring profit is determined under IFRS 9/17.**

(€m)	30/06/2023	30/06/2022
Insurance service result (1)	1,761	1,290
Non insurance revenue (2)	-10	-5
Revenue from own-funds portfolios (3)	317	-69
Total revenue = (1) + (2) + (3)	**2,068**	**1,216**

Building Block Approach (BBA)

General liability measurement model for indirect participation or non participating contracts (i e direct pprprarticipation contracts whose cash flows to policyholders nevertheless vary with the return on assets). **BBA is determined under IFRS 9/17.**

Best Estimate Liability

It measures the best estimate of the company's liabilities based on an economic approach, i.e. the present value of probable future cash flows. **Best Estimate Liability is determined under IFRS 9/17.**

Change at constant exchange rates

Indicators at constant exchange rates are calculated by translating current period data at the prior period exchange rate. This technique strips out the currency effect from the change in the indicator concerned.

Change on a comparable consolidation scope basis

Indicators on a comparable consolidation scope basis are calculated by excluding (i) the contribution of businesses discontinued or sold during the current period from the prior period data and (ii) the contribution of businesses acquired during the current period from current period data. This technique strips out the effect of acquisitions and divestments from the change in the indicator concerned

Combined ratio (personal risk/protection segment) *

Calculated for the personal risk/protection insurance segment by dividing EBIT by premium income net of ceded premiums and deducting the result from 100%. The combined ratio is an indicator of personal risk/protection business profitability. **The combined ratio (personal risk/protection segment) is determined under IFRS 9/17.**

Company's economic value

Economic assets are made up of shareholders' equity and net cash-flow, which together represent the sum of wealth already recorded, plus projected future wealth. **The company's economic value is determined under IFRS 9/17.**

Contractual Service Margin (CSM)

Represents the pool of future profits transferred to the income statement as the insurance service is provided. The CSM cannot become negative If the amount is negative, the underlying contract is qualified as onerous and is transferred to the loss component. **The contractual service margin (CSM) is determined under IFRS 9/17.**

Currency effect

This component of the contractual service margin (CSM) corresponds to the increase or decrease in the CSM resulting from changes in period-end exchange rates between the local currency and the euro.

Debt to equity ratio*

Subordinated notes classified in debt or equity, divided by the sum of subordinated notes classified in debt and total equity. Measures the proportion of financing represented by total subordinated notes (classified in both debt and equity).

(€m)	30/06/2023	31/12/2022
Subordinated notes classified in equity (1)	1,881	1,881
Subordinated notes classified in debt (2)	6,788	6,508
Total equity (3)	19,305	18,763
CSM net of taxes and minority interests (4)	11,974	11,065
Debt to equity ratio = [(1) + (2)] / [(2) + (3) + (4)]	**22.8%**	**23.1%**

Dividend cover

Operating free cash-flow (OFCF) net of cash flows from subordinated notes issues and repayments, divided by dividends. Indicator of the Group's ability to pay dividends to shareholders. This ratio is calculated only for annual results presentations. **The dividend coverage ratio is a Non-Gaap indicator.**

Earnings before interest and taxes (EBIT)*

Corresponds to attributable recurring profit before finance costs, non-controlling and net equity-accounted interests. This indicator includes non-controlling interests and is gross of income tax expense. EBIT represents the margin after deducting administrative costs.

(€m)	30/06/2023	30/06/2022
Attributable recurring profit (1)	2,067	1,221
Finance costs (2)	101	98
Non-attributable costs (3)	193	174
Amortisation and distribution agreements (4)	71	103
EBIT = (1) - (2) - (3) - (4)	**1,702**	**846**

Earnings per share (EPS, annual data)

Attributable net profit less net finance costs on subordinated notes classified in equity, divided by the weighted average number of shares outstanding (IFRS calculation method). **Earnings per share are determined under IFRS 9/17.**

Eligible own funds held to cover the MCR

Sum of Tier 1 and Tier 2 own funds eligible for inclusion in the minimum capital requirement. For calculation purposes, restricted Tier 1 own funds are limited to 20% of total Tier 1 own funds, and Tier 2 own funds are limited to 20% of the MCR. Tier 3 own funds are not eligible for inclusion in MCR. **Eligible own funds held to cover the MCR are Non Gaap indicators.**

Eligible own funds held to cover the SCR

Sum of Tier 1, Tier 2 and Tier 3 own funds eligible for inclusion in the solvency capital requirement (SCR). For calculation purposes, restricted Tier 1 own funds are limited to 20% of total Tier 1 own funds, Tier 2 and Tier 3 own funds are limited to 50% of the SCR and Tier 3 own funds are limited to 15% of SCR. **Eligible own funds held to cover the SCR are Non Gaap indicators.**

Expected (in force business)

Component of the insurance service result. Corresponds to the expected transfer to profit of the CSM and RA on in force contracts held at the beginning of the year (based on opening CSM before changes in assumptions and market effect). **Expected is determined under IFRS 9/17.**

Experience adjustments (in force business) pas en 2022

Component of the insurance service result Impact of experience differences between expected and actual (direct P&L impact or CSM impact transferred to the P&L) as well as changes in technical assumptions. **Expected adjustements is determined under IFRS 9/17.**

IFRS book value *

Equity net of subordinated notes classified in equity and non-controlling interests. Measures the value for owners of the parent of their share of equity, excluding the share of subordinated note-holders.

(€m)	30/06/2023	30/06/2022
Equity attributable to owners of the parent (1)	19,305	18,763
Subordinated notes classified in equity (2)	1,881	1,881
IFRS book value = (1) - (2)	**17,424**	**16,882**

Insurance leverage ratio*

Sum of total equity and subordinated notes classified in debt, divided by insurance investments less derivative instruments liabilities. Indicator of the Group's solvency before risk-weighting. The higher the ratio, the greater the insurer's ability to absorb potential losses. **The insurance leverage ratio is calculated in accordance with IFRS 9/17.**

(€m)	30/06/2023	31/12/2022
Total equity (1)	19,305	18,763
Subordinated notes classified in debt (2)	6,788	6,508
Subordinated notes classified in equity (3)	1,881	1,881
Insurance investments (4)	372,304	364,022
Derivate instrument liabilities (5)	1,392	1,589
Insurance leverage ratio = [(1) + (2)] / [(4) - (5)]	**7.03%**	**6.97%**
o/w equity = [(1) - (3)] / [(4) - (5)]	**4.70%**	**4.66%**
o/w subordinated notes = [(2) + (3)] / [(4) - (5)]	**2.34%**	**2.31%**

Insurance service result

Future cash-flow projections. The Insurance Margin is the first component of NBI. It is fed annually by the release of the CSM and Risk Adjustment impacted by economic and financial effects, as well as by new inflows. **The insurance service result is determined under IFRS 9/17.**

Interest cover*

EBIT divided by interest paid on total subordinated notes (classified in both debt and equity). Indicator of the Group's ability to pay the interest due to holders of its subordinated notes. **The interest coverage ratio is determined under IFRS 9/17.**

(€m)	30/06/2023	30/06/2022
EBIT (1)	1,702	820
Finance costs on subordinated notes classified in debt (2)	101	97
Finance costs on subordinated notes classified in equity (3)	27	30
Interest cover = (1) / [(2) + (3)]	**13.4 x**	**6.4 x**

Loss component

Component of the insurance service result. When a group of contracts is recognised as onerous at the inception of the contract, the expected loss is recognised immediately in the income statement. The loss component is a provision for losses which is released to the income statement as the insurance service is provided.

Loss component effect

Component of the insurance service result. When a group of contracts is recognised as onerous at the inception of the contract, the expected loss is recognised immediately in the income statement. The loss component effect is the recovery of the loss component as the coverage period progresses.

Market effects (in force business)

The market effect is a component of the insurance service result. It corresponds to the impact of the change in the economic environment on in-force business that is recognised in profit or loss for the period. **The market effect on in-force business is determined in accordance with IFRS 9/17.**

Market effects and intangible assets

Measures the impact on Group net income of market effects (realized or unrealized capital gains or losses, classified as trading, net of impairment of investments), as well as amortization of intangible assets. This indicator is net of profit-sharing, minority interests and income tax. **Market effects and intangible assets are Non Gaap indicators.**

Minimum capital requirement (MCR)

Minimum eligible basic own funds, defined in Solvency II as the amount of eligible basic own funds below which policyholders and beneficiaries are exposed to an unacceptable level of risk. When the amount of eligible basic own funds falls below the MCR, the insurance undertaking's authorisation is withdrawn, if it is unable to re-establish this amount at the level of the MCR within a short period of time. **The minimum capital requirement (MCR) is a Solvency 2 indicator.**

MCR coverage ratio

Eligible own funds held to cover the MCR divided by the MCR. Indicator of the Group's risk-weighted solvency. The higher the ratio, the greater the insurer's ability to absorb potential losses. **The MCR coverage ratio is a Solvency 2 indicator.**

Normalised cost/income ratio*

This indicator is an indicator of operating efficiency. It is calculated by dividing administrative costs (including costs attributable to contracts) by the insurance service result restated to exclude market effects and attributable costs. The purpose of restating the insurance service result is to show the cost/income ratio that would have been reported if the insurance service result had not included the effect of changes in the financial environment. The cost/income ratio is determined in accordance with IFRS 9/17.

(€m)	30/06/2023
Administrative costs (1)	532
Adjusted insurance service result (2)	1,966
Cost/income ratio = (1) / [(2)+(3)-(-4)]	**27%**

Net new money

This indicator is calculated by the French GAAP method, based on management reporting data. It corresponds to premium income before restatement of the deposit component of investment contracts without a discretionary participation feature, less paid claims and benefits (death benefit, endowments, partial and total surrenders, annuities). It includes non-controlling interests and ceded premiums. Net new money measures the impact on insurance and reinsurance contract liabilities of premium income and paid claims and benefits for the period. This indicator is published annually. **Net new money is a non-GAAP indicator.**

New business

Component of the insurance service result on new business written during the year (P&L impact of recognising new business CSM).

NCSM

Represents CSM net of deferred taxes and minority interests. **Net contractual service margin is determined under IFRS 9/17.**

Non-attributable costs*

Non-attributable costs are non-recurring costs incurred for a particular brand or for one-off projects. **They are determined in accordance with IFRS 9/17.**

Non-recurring items

Indicator used to separately identify non-recurring income and expenses that affect attributable net profit. Non-recurring items are calculated net of noncontrolling interests and income tax expense. **Non-recurring items are determined under IFRS 9/17.**

Operating free cash-flow (OFCF)

Measures the generation of free surplus to pay dividends and build the business by selling new contracts or acquiring new subsidiaries or associates. OFCF is calculated net of non-controlling interests. Issues and redemptions of subordinated notes may be included in or excluded from the calculation. The MCEV standard has been abandoned and OFCF is now calculated in accordance with Solvency II. **Operating free cash-flow is a S2 indicator.**

Other comprehensive income (OCI)

An expense or income recognized directly in equity without passing through the income statement. Can be broken down into OCI assets and OCI liabilities. Includes realized and unrealized capital gains and losses (realized and unrealized capital gains and losses net of impairment of investments), as well as impairment and exceptional movements in intangible assets. This indicator is net of profit-sharing, minority interests and income tax. **Other comprehensive income (OCI) is determined under IFRS 9/17.**

Payout ratio (annual data)*

Dividend per share divided by earnings per share. Measures the proportion of attributable net profit, less finance costs on subordinated notes classified in equity, distributed to owners in the form of dividends. This ratio is calculated only for annual results presentations.

Policyholders' surplus reserve (PSR)

Cumulative underwriting and investment income attributable to policyholders that is distributed on a deferred basis. **The Policyholders' surplus reserve (PSR) is a Non Gaap indicator.**

Premium Allocation Approach (PAA)

Model used for short term (less than 1 year) non participating contracts whose cash flows to policyholders do not vary with the return on assets Optional model for short term business.

Premium income*

Calculated by adding earned premiums and premium loading. This indicator is gross of minority interests and gross of reinsurance. It measures sales activity over the period. **Premium income is a Non Gaap indicator.**

Proportion of savings/pensions premiums represented by unit-linked (UL) contracts*

Unit-linked savings/pensions premium income divided by total savings/pensions premium income. This indicator measures the proportion of premium income related to unit-linked contracts, which do not generally include a capital or yield guarantee. **The proportion of savings/pensions premiums represented by unit-linked contracts is a non-GAAP indicator.**

(€m)	30/06/2023	30/06/2022
UL savings/pensions premium income (1)	7,381	8,261
Total savings/pensions premium income (2)	15,544	16,725
Proportion of savings/pensions premiums represented by UL contracts = (1) / (2)	**47.5%**	**49.4%**

Restricted Tier 1 own funds

Subordinated notes classified in Tier 1, including grandfathering of undated subordinated notes issued before Solvency II came into effect. Restricted Tier 1 own funds are Non Gaap indicators.

Return on Equity (ROE)*

Calculated by dividing (i) the sum of attributable net profit and realised gains on disposals of equities, by (ii) average equity over the period, less subordinated notes classified in equity. ROE is calculated in accordance with IFRS 9/17.

(€m)	30/06/2023	**30/06/2022**
Annualized attributable net profit (1)	1,962	1,067
Net realised gains on asset disposals (2)	692	737
Average IFRS book value (3)	19,034	19,496
Subordinated debt classified as equity (4)	1,881	1,881
ROE= (1+2)/(3-4)	**15.5%**	**10.8%**

Revenue from own-funds portfolios*

Mainly revenue generated by investments held to back equity and subordinated notes, net of amortisation of distribution agreements. **Revenues from own-funds portfolios are calculated in accordance with IFRS 9/17.**

(€m)	30/06/2023	**30/06/2022**
Net revenue generated by investments held to back equity and subordinated notes (1)	397	93
Amortisation of value of In-Force business and distribution agreements (2)	80	162
Revenue from own-funds portfolios = (1) – (2)	**317**	**-69**

Risk Adjustment (RA)

A technical provision designed to capture the uncertainty associated with non financial risks with a view to measuring the insurance liability on an economic basis.

Share of profit of equity-accounted companies / net equity accounted interest

Share of profit for the year of equity accounted interest, net of the deferred profitsharing impact for the portion of securities backing policyholders commitments. **Net equity accounted interest are determined under IFRS 9/17.**

Solvency capital requirement (SCR)

Level of eligible own funds that enables an insurance undertaking to absorb significant losses and gives reasonable assurance to policyholders and beneficiaries that payments will be made as they fall due. SCR is defined in Solvency II as the value-at-risk of basic own funds, subject to a confidence level of 99.5% over a one-year period. CNP Assurances has chosen to calculate its SCR using the standard formula without transitional measures, except for the grandfathering of subordinated notes issued before Solvency II came into effect. **SCR is determined under Solvency 2.**

SCR coverage ratio

Eligible own funds held to cover the SCR divided by the SCR. Indicator of the Group's risk-weighted solvency. The higher the ratio, the greater the insurer's ability to absorb potential losses. **The SCR coverage rate is determined under Solvency 2.**

Surrender rate

Calculated on the basis of management data, according to the principles applicable to consolidated financial statements in France, i.e. before restatements linked to deposit accounting applied to financial contracts without discretionary profit-sharing, by dividing paid surrenders (partial surrenders, total surrenders) by mathematical reserves (MR) at the start of the period. This indicator measures the impact of surrenders paid to policyholders on outstandings. **The surrender rate is a Non Gaap indicator.**

Tier 2 own funds

Subordinated notes classified in Tier 2, including grandfathering of dated subordinated notes issued before Solvency II came into effect. **Tier 2 own funds are Non Gaap indicators.**

Tier 3 own funds

Subordinated notes classified in Tier 3 plus any net deferred tax assets also classified in Tier 3. **Tier 3 own funds are Non Gaap indicators.**

Total revenue*

Net insurance revenue (NIR) plus revenue from own-funds portfolios. This indicator includes non-controlling interests and is net of reinsurance. It is the margin before deducting administrative costs. **Total revenue are determined under IFRS 9/17.**

(€m)	30/06/2023	30/06/2022
Insurance service result (1)	1,761	1,290
Non insurance revenue (2)	-10	-5
Revenue from own-funds portfolios (3)	317	-69
Total revenue = (1) + (2) + (3)	**2,068**	**1,216**

Variable Fee Approach (VFA)

Model adapted from the BBA mandatory for direct participation contracts (contracts where the policyholder is entitled to a share of the return on a portfolio of assets). **The VFA is determined under IFRS 9/17.**

Withdrawal rate

Calculated on the basis of management data, in accordance with the principles applicable to consolidated financial statements in France, i.e. before restatements linked to deposit accounting applied to financial contracts without discretionary profit-sharing, by dividing benefits paid (death benefits, maturities, partial surrenders, total surrenders, annuities) by mathematical reserves (MR) at the start of the period. This indicator measures the impact of benefits paid to policyholders and beneficiaries on outstandings. **The withdrawal rate is a Non Gaap indicator.**